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June 23, 2021

To whom it may concern:

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Notice Regarding Revisions to Full-Year Consolidated and Non-Consolidated Earnings Forecasts for FY2021.6

Mercari, Inc. (the "Company") announces that, given recent earnings trends, it has revised its full-year consolidated and non-consolidated earnings forecasts for FY2021.6 (July 1, 2020–June 30, 2021) announced on April 30, 2021.

1. Revisions to Full-Year Consolidated Earnings Forecast for FY2021.6 (July 1, 2020–June 30, 2021)

	Net sales	Operating profit	Ordinary profit	Net profit attributable to shareholders of the parent company	Net profit per share
Forecast made on April 30, 2021 (A)	Millions of yen 103,000–106,000	Millions of yen -1,500–1,500	Millions of yen -1,600–1,400	Millions of yen 0–2,100	Yen -
Revised forecast (B)	106,000	4,500	4,400	5,000	31.84
Difference (B-A)	0–+3,000	+3,000–+6,000	+3,000–+6,000	+2,900–+5,000	-
Difference (%)	0.0%–+2.9%	- –+200.0%	- –+214.3%	- –+138.1%	-
Reference: Previous year's actual results (FY2020.6)	76,275	-19,308	-19,391	-22,772	-147.86

Reason for the Difference
In regard to consolidated net sales, while the external environment remains unclear due to the impact of COVID-19, with such factors as intermittent state of emergency declarations in Japan, the Company expects to finish FY2021.6 near the upper bound of the expected range announced in the previous forecast.
Additionally, consolidated operating profit, consolidated ordinary profit, net profit attributable to shareholders of the parent company, and net profit per share are predicted to exceed the previous forecast. In addition to Mercari JP's favorable performance, Merpay is making steady progress in strengthening earnings due to increased use of fixed-amount payments, and Mercari US is continuing to focus on improving unit economics, contributing to the steady reinforcement of Mercari Group's profit foundation. As a result of investing in growth with consideration for efficiency, the Company expects to reduce promotion costs, etc., more than previously anticipated and achieve its target net sales.

2. Revisions to Full-Year Non-Consolidated Earnings Forecast for FY2021.6 (July 1, 2020–June 30, 2021)

	Net sales	Operating profit	Ordinary profit	Net profit	Net profit per share
Forecast made on April 30, 2021 (A)	Millions of yen 73,500–76,500	Millions of yen 12,500–15,500	Millions of yen 12,400–15,400	Millions of yen 6,000–8,000	Yen -
Revised forecast (B)	75,000	15,000	14,900	7,000	44.57
Difference (B-A)	-1,500–+1,500	-500–+2,500	-500–+2,500	-1,000–+1,100	-
Difference (%)	-2.0%–+2.0%	-3.2%–+20.0%	-3.2%–+20.2%	-12.5%–+16.7%	-
Reference: Previous year's actual results (FY2020.6)	58,744	11,655	11,550	-28,014	-181.89

Reason for the Difference
In regard to non-consolidated net sales, the Company expects not much change from the previous forecast. While the external environment remains unclear due to the impact of COVID-19, with such factors as intermittent state of emergency declarations in Japan, Mercari JP is performing well.
In regard to non-consolidated operating profit, non-consolidated ordinary profit, non-consolidated net profit, and non-consolidated net profit per share, as a result of investing in growth with consideration for efficiency, the Company expects to reduce promotion costs, etc., more than previously anticipated and achieve its target net sales.