

Hamee (TYO: 3134)

To increase sales and profits for the second consecutive year. Re-acceleration of growth awaited.

Company profile

◇ **Hamee Corp.** was founded in 1997, went public on the TSE Mothers in 2015 and is currently listed on the Standard Market. The company operates through the Spin-off of two segments. Commerce Segment, which includes Mobile Accessories, Gaming Accessories Business, Cosmetics Business, and Global Business. The Platform Segment is mainly engaged in the provision of cloud-based (SaaS) EC Attractions "NextEngine", which automates operations related to online shop management and enables cross-mall, multi-store order processing and centralised inventory management.

The company plans the following reorganisation by 2025. NE Inc., which is responsible for the Platform Segment, will be spun off in a share-distribution-type spin-off, with the current shareholders of the company becoming shareholders of both the company and NE Inc. in the future. Furthermore, NE Inc. will be listed on the stock exchange. The aim is to avoid a conglomerate discount and to ensure that the potential of the two businesses is reflected in the share price in an appropriate and timely manner.

Financial results and future highlights

◇ **FY04/2024 results:** net sales of JPY 17.61 billion (+25% YoY), operating income of JPY 1.91 billion (+50% YoY), ordinary income of JPY 2.01 billion (+44% YoY) and net profit attributable to owners of parent company of JPY 1.12 billion (+18% YoY), all exceeding the revised full-year forecasts as of Q3 with both sales and profits increasing significantly. Both the Commerce Segment and the Platform Segment recorded increases in revenue and profit. In the former, each segment performed well, with Cosmetics Business in particular returning to an operating profit in Q4. The latter continues to generate high profits as the number of Next Engine Business clients grows and the churn rate remains low, while APRU improves as a result of the service's price revision and the additional revenues associated with the sales collaboration with Mercari.

◇ **Revised forecasts for FY04/2025 and Mid-term management plan:** net sales JPY 19.74 billion (+12% YoY), operating income JPY 2.08 billion (+8% YoY), ordinary income JPY 2.05 billion (+1% YoY), net profit attributable to owners of parent JPY 1.36 billion (+21% YoY). Growth in operating income margin and ordinary income is modest. Note that operating income has been revised downwards compared to the forecasts revealed in June 2023 (net sales of JPY 19.40 billion and operating income of JPY 2.75 billion).

In conjunction with the announcement of the results, the target figures for the medium-term plan announced in June 2023 were revised. While it is assumed that the trend of increasing sales and profits will continue, the targets for FY04/2026 have been revised upwards from JPY 22.51 billion to JPY 24.05 billion for net sales and downwards from JPY 3.32 billion to JPY 3.03 billion for operating income.

◇ **Stock price trend and future focus:** The share price fell sharply following the announcement of these results and has since been consolidating at lower prices. This move reflects the fact that the company's operating income forecasts for the current and next fiscal years have been revised down, particularly for the Platform Segment, which is a key indicator to value the shares.

However, the long-term uptrend from January 2016 and the medium-term uptrend from January 2023 onwards continue, and the company's growth expectations remain unchanged.

The two most important factors to watch going forward are (1) the Cosmetics Business in the Commerce Segment turning profitable for the full year and becoming a stable growth structure with multiple drivers, and (2) the NextEngine Business in the Platform Segment steadily growing in the number of orders received, consolidating its position as a platformer and re-accelerating its growth.

Q4 results update

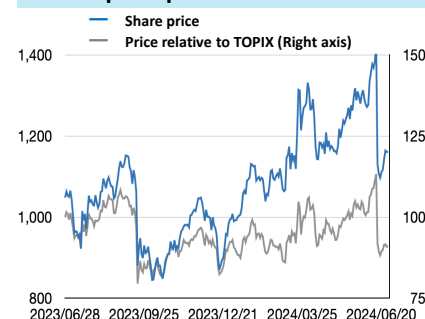
Retail and IT Services

As of 19 July, 2024

Share price (7/18) **1,156 Yen**

52weeks high/low	¥1,425/813
Avg Vol (3 month)	73 thou shrs
Market Cap	¥18.8 bn
Enterprise Value	¥16.6 bn
PER (25/4 CE)	13.8 X
PBR (24/4 act)	1.8 X
Dividend Yield (25/4 CE)	1.9 %
ROE (24/4)	11.9 %
Operating margin (24/4)	10.9 %
Beta (5Y Monthly)	1.7
Shares Outstanding	16.3 mn shrs
Listed market	TSE Standard section

Share price performance



% of	1mo.	3mo.	12mo.
Share prices	-11	-13	11
Relative share price	-11	-14	-9

Points of interest

Will investors become keenly aware of the progress of KPIs in the Platform Business (number of clients, APRU, churn rate, etc.), the start of profit contribution from the Cosmetics Business in the Commerce Segment and the prospects for stable growth of the overall business, and the spin-off and listing of subsidiaries envisaged for 2025? And, in particular, will the potential of the Platform Business raise investors' expectations and drive the share price?

This report (Company note) has been prepared at the request of Hamee. For details, please refer to the Disclaimer on the last page.

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Key financial data

Fiscal Year		FY04/2017	FY04/2018	FY04/2019	FY04/2020	FY04/2021	FY04/2022	FY04/2023	FY04/2024
Net sales	JPY, mn	8,502	9,377	10,303	11,325	12,364	13,413	14,038	17,612
Ordinary profit	JPY, mn	1,048	1,267	1,179	1,757	2,149	2,330	1,400	2,019
Net profit attributable to owners	JPY, mn	696	873	821	1,069	1,556	1,744	945	1,122
Number of shares outstanding	Shares, mn	15.8	16.1	16.1	16.1	16.3	16.3	16.3	16.3
Net asset	JPY, mn	2,756	3,597	4,189	4,824	6,528	8,253	8,961	10,157
Total asset	JPY, mn	4,240	5,042	5,761	8,097	8,339	10,518	12,320	14,512
Book value per share	JPY	170	216	254	297	405	513	557	632
EPS	JPY	44	55	51	67	98	110	59	70
Equity to asset	%	64	69	70	58	77	78	72	69
ROE	%	30	28	22	25	28	24	11	12
Cash flow from operating activities	JPY, mn	576	1,246	651	1,934	1,941	1,186	695	886
Cash flow from investing activities	JPY, mn	-433	-674	-671	-1,020	-412	-886	-1,507	-877
Cash flow from financing activities	JPY, mn	69	-230	-7	933	-1,736	298	263	380
Cash and cash equivalents at end of period	JPY, mn	1,324	1,695	1,660	3,453	3,355	4,026	3,536	4,022
Number of employees	Person	233	285	309	353	387	403	428	463

Source: Omega Investment from company data, rounded to the nearest whole number



Full year results for FY04/2024

Hamee Corp. announced its FY04/2024 results after the close of business on 14 June 2024.

Significant increase in sales and profits, beating the revised forecasts

Net sales were JPY 17.61 billion (+25% YoY), operating income JPY 1.91 billion (+50% YoY), ordinary income JPY 2.01 billion (+44% YoY) and net profit attributable to owners of parent JPY 1.12 billion (+18% YoY). All of these results exceeded the revised full-year plan as of Q3, with a significant increase in sales and profits.

Both the Commerce Segment and Platform Segment recorded increases in both revenue and profit, and profit margins also improved.

The dividend per share remained unchanged at JPY 22.5 a share, while the balance sheet showed an increase in merchandise inventories.

Consolidated

Q4 FY04/24 Consolidated Overview

- Sales increased significantly by 38.1% in the year-over-year accounting period and 25.5% in the cumulative period because of the strong performance of both segments.
- Operating income and net income attributable to owners of the parent **increased substantially in the accounting period**.
- **Significant yoy increase** in each level of income for the cumulative period.

(Millions of yen)	Accounting period				Cumulative period			
	Q4 FY04/23 Results	Q4 FY04/24 Results	Increase /Decrease	% YoY	Q1-Q4 FY04/23 Results	Q1-Q4 FY04/24 Results	Increase /Decrease	% YoY
Consolidated Overview								
Net sales	3,496	4,829	1,332	38.1%	14,038	17,612	3,573	25.5%
Gross profit	1,979	2,852	872	44.1%	8,475	10,866	2,391	28.2%
Operating income	101	555	453	447.2%	1,271	1,917	646	50.8%
Net Profit attributable to owners of parent	130	428	297	228.4%	945	1,121	176	18.6%

Source: Omega Investment from company materials

Consolidated

Q4 FY04/23 Segment Overview

- Cumulative **sales and profits exceeded 30% YoY** because of strong performance in the Commerce segment.
- Consolidated operating income **rose significantly to 447.2%** for the fiscal year and **50.8%** for the cumulative period.

(Millions of yen)	Accounting period				Cumulative period				
	Q4 FY04/23 Results	Q4 FY04/24 Results	Increase /Decrease	% YoY	Q1-Q4 FY04/23 Results	Q1-Q4 FY04/24 Results	Increase /Decrease	% YoY	
Consolidated Segment Overview									
Commerce	Net sales	2,752	3,934	1,181	42.9%	10,655	13,855	3,200	30.0%
	Segment profit	27	402	374	1,361.8%	696	1,069	373	53.7%
	Profit ratio	1.0%	10.2%	9.2%	-	6.5%	7.7%	1.2%	-
Platform	Net sales	743	895	151	20.4%	3,383	3,756	373	11.0%
	Segment profit	315	446	131	41.7%	1,509	1,925	415	27.5%
	Profit ratio	42.4%	49.9%	7.5%	-	44.6%	51.3%	6.6%	-
Consolidated	Net sales	3,496	4,829	1,332	38.1%	14,038	17,612	3,573	25.5%
	Segment profit	342	848	505	147.6%	2,205	2,994	788	35.8%
	Adjusted amount ※1	(241)	(293)	(52)	-	(934)	(1,077)	(142)	-
	Operating income	101	555	453	447.2%	1,271	1,917	646	50.8%
Profit ratio	2.9%	11.5%	8.6%	-	9.1%	10.9%	1.8%	-	



※1 Adjusted amount: Company-wide headquarters expenses are presented as "Adjusted amount."

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Source: Omega Investment from company materials



Full year results for FY04/2024

Commerce Segment

The five constituent businesses all saw an increase in sales, with the Cosmetics Business returning to operating income in Q4.

Net sales were JPY 13.85 billion (+30% YoY) and operating income was JPY 1.06 billion (+53% YoY).

The growth was driven by the Cosmetics Business (JPY 2.21 billion, +652% YoY), Global Business (JPY 2.86 billion, +22% YoY), followed by the Gaming Accessories Business (JPY 1.11 billion, +45% YoY), with the Mobile Life Business also performing well.

Operating income benefited from improved profitability in the Cosmetics Business, a contribution from product mix management and cost reductions in the Mobile Life Business, and higher profits in the Global Business. The Gaming Accessories Business also improved its profitability due to the successful expansion of its product line-up. The Cosmetics Business now handles more than 5,000 shops, and its operating income achieved a long-awaited return to profitability in Q4.

Overall, the Commerce Segment as a whole appears to be on a resilient growth trajectory, with each of its businesses making progress in growth and improving profitability.

Q4 FY04/24 Commerce Segment (Net sales)

Consolidated

- Achieved yoy increase in sales in all businesses in both accounting and cumulative.
- Sales grew 3.2% in cumulative period in Mobile Life Business by strong performance though the initial plan was missed.
- Significant sales growth in Gaming Accessories and Cosmetics Businesses.

As a step toward becoming a core business, moving away from dependence on a single business and forming a business portfolio.

(Millions of yen)	Accounting period				Cumulative period			
	Q4 FY04/23 Results	Q4 FY04/24 Results	Increase /Decrease	% YoY	Q1-Q4 FY04/23 Results	Q1-Q4 FY04/24 Results	Increase /Decrease	% YoY
Commerce Segment								
Net sales	2,752	3,934	1,180	42.9%	10,655	13,855	3,200	30.0%
Mobile Life Business	1,838	1,861	23	1.3%	7,157	7,387	230	3.2%
Gaming Accessories Business	190	440	250	131.6%	769	1,115	346	45.0%
Cosmetics Business	151	799	647	428.2%	294	2,219	1,924	652.3%
New Business investment	38	72	33	85.2%	101	270	169	166.7%
Global Business	534	760	225	42.3%	2,332	2,863	530	22.7%

Q4 FY04/24 Commerce Segment (Operating income)

Consolidated

- Achieved profitability in the Cosmetics Business in the accounting period. Profitability improvement materialized in cumulative period.
- Profit increased 97.1% yoy for the accounting period in the Mobile Life Business because of changing in the product mix focused on popular products, including peripheral accessories. Profit improved as a result of efforts to reduce costs.

(Millions of yen)	Accounting period				Cumulative period			
	Q4 FY04/23 Results	Q4 FY04/24 Results	Increase /Decrease	% YoY	Q1-Q4 FY04/23 Results	Q1-Q4 FY04/24 Results	Increase /Decrease	% YoY
Commerce Segment								
Operating income	27	402	374	1,361.8%	696	1,069	373	53.7%
Mobile Life Business	174	343	169	97.1%	1,223	1,399	176	14.4%
Gaming Accessories Business	(7)	28	35	—	2	16	14	700.5%
Cosmetics Business	(104)	54	158	—	(489)	(232)	257	—
New Business investment	(96)	(55)	41	—	(258)	(230)	28	—
Functional Departments	(35)	(72)	(36)	—	(105)	(310)	(204)	—
Global Business	97	103	6	6.2%	324	426	101	31.2%
Operating income ratio	1.0%	10.2%	9.2%	—	6.5%	7.7%	1.2%	—

Source: Omega Investment from company materials

Full year results for FY04/2024

Platform Segment

Full-year net sales were JPY 3.75 billion (+11% YoY), operating income was JPY 1.92 billion (+27% YoY) and operating income margin was 51.3% (+6.6 points improvement YoY).

In the mainstay NextEngine Business, the number of clients grew steadily, but the number of orders received declined. This is thought to be due to sluggish growth in the e-commerce market handled by the company's clients. In response, the company has improved its APRU by revising service prices and promoting sales cooperation with Mercari, thereby counteracting the impact of the decline in the number of orders received.

Consolidated

Q4 FY04/24 Platform Segment

- **Achieved significant sales and profit increases in NextEngine Business.** Increased in ARPU because of new charging plan. Incentive sales associated with sales collaboration with other company added.
- **Operating income achieved initial plan in Consulting Business.** Decrease in sales due to organizational improvements.

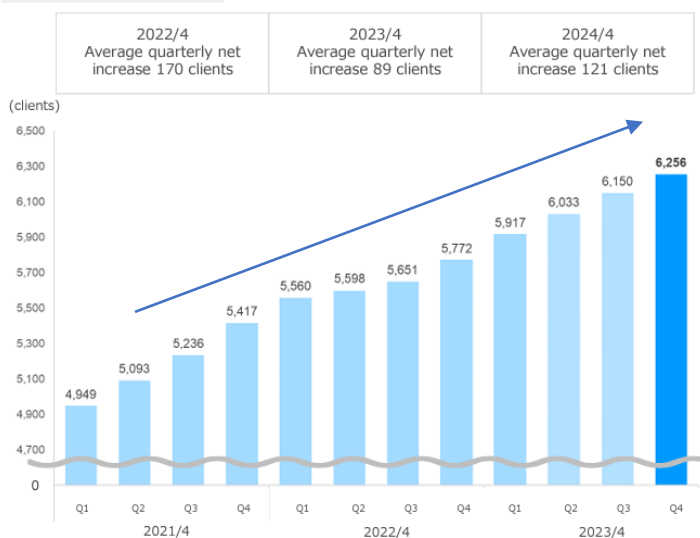
(Millions of yen)	Accounting period				Cumulative period			
	Q4 FY04/23 Results	Q4 FY04/24 Results	Increase /Decrease	% YoY	Q1-Q4 FY04/23 Results	Q1-Q4 FY04/24 Results	Increase /Decrease	% YoY
Net sales	743	895	151	20.4%	3,383	3,756	373	11.0%
NextEngine Business	603	747	143	23.8%	2,400	2,820	419	17.5%
Consulting Business	100	98	(1)	(1.7%)	472	415	(57)	(12.2%)
Localco Business	39	49	9	24.7%	509	520	11	2.2%
Operating income	315	446	131	41.7%	1,509	1,925	415	27.5%
Operating income ratio	42.4%	49.9%	7.5%	—	44.6%	51.3%	6.6%	—

Next Engine Business —Total number of clients

- Contract acquisition pace was improved yoy when it slowed down as a reaction to COVID-19. Maintain a quarterly average net increase of more than 100 clients because of the lowering of the basic user fee from JPY10,000 per month to JPY3,000 per month broadened the scope of transactions for EC sales to small-scale clients.

- Net increase in Q4 was **106** clients and in this period cumulative was 484 clients.

Total number of clients



Source: Omega Investment from company materials

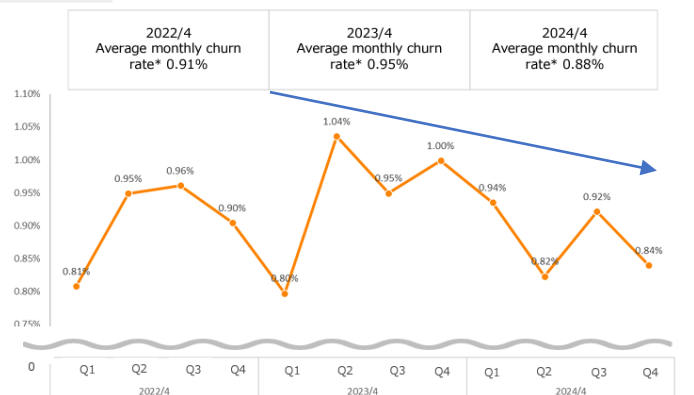
Full year results for FY04/2024

Platform Segment

Next Engine Business —Churn rate trend

The annual average monthly churn rate remained below 1.00% and remained low although a certain number of businesses withdrawing from EC.

Churn rate

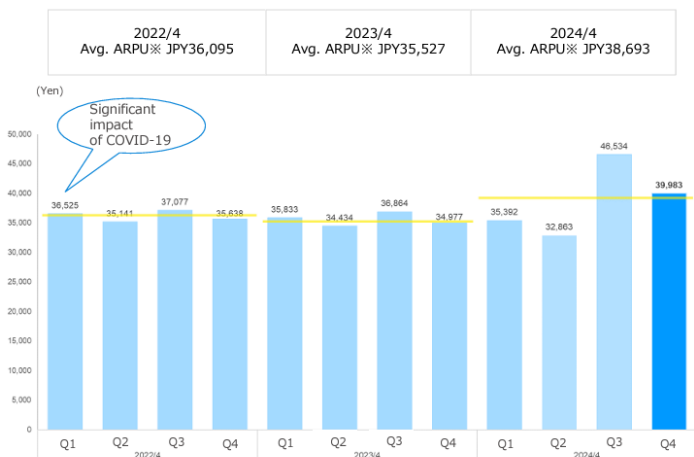


※ Annual average monthly churn rate: Figures calculated by dividing the number of contracted clients as of the end of the quarter from the average number of cancellations for each quarterly period are simple averages.

Next Engine Business —ARPU trends

ARPU continues to improve yoy in 4Q as in 3Q because new charging plan, increase in the number of orders processed by clients EC businesses because of year-end sales season sales and increased because of collaboration with Mercari, offering Mercari Shops Linked App campaigns.

ARPU



※ Avg ARPU: Simple average of ARPU calculated for each quarterly period.

Next Engine indicators

Fiscal Year	2023/4				
	Q1	Q2	Q3	Q4	Full year
Number of clients	5,560	5,598	5,651	5,772	5,772
Number of stores introduced (stores)	43,049	44,221	45,116	45,937	45,937
GMV (Billions of yen)	296.7	277.7	330.0	301.7	1,206.16
ARPU (yen)	35,833	34,434	36,864	34,977	35,527
Monthly churn rate	0.80%	1.04%	0.95%	1.00%	0.95%
Number of orders received (ten thousand)	3,924	3,587	4,117	3,731	15,359
LTV(Lifetime Value) (yen)	4,493,902	3,323,480	3,881,696	3,500,899	3,799,994
Fiscal Year	2024/4				
	Q1	Q2	Q3	Q4	Full year
Number of clients	5,917	6,033	6,150	6,256	6,256
Number of stores introduced (stores)	46,865	47,728	49,311	50,471	50,471
GMV (Billions of yen)	279.7	262.3	292.1	279.5	11,138
ARPU (yen)	35,392	32,863	46,534	39,983	38,693
Monthly churn rate	0.94%	0.82%	0.92%	0.84%	0.88%
Number of orders received (ten thousand)	3,702	3,314	3,638	3,553	14,209
LTV(Lifetime Value) (yen)	3,784,611	3,991,849	5,050,357	4,779,658	4,401,619

※GMV and the number of orders processed are the totals at the end of each quarter. Monthly churn rate's figures are calculated by dividing the number of contracted clients end of Q4 from the average number of cancellations during the quarterly period.

Source: Omega Investment from company materials



Corporate forecast for FY04/2025 and updated Mid-term management plan

Revised plans for the next two years. Sales and profits to continue to increase, but profit forecasts revised downwards.

In the current accounts, the company has revised its Mid-term management plan published on 14 June 2023 and has published its forecasts for the next two years. The plan is for continued increases in sales and profits and is summarised as follows.

Consolidated

Mid-Term Management Plan(FY04/25 to FY04/26) Consolidated Overview

(Millions of yen)		Results	Mid-Term Management Plan			
			2024/04	2025/04	% YoY	2026/04
Consolidated Segment						
Commerce	Net Sales	13,855	15,750	13.7%	19,399	23.2%
	Segment profit	1,365	1,976	44.8%	2,601	31.6%
	Profit ratio	9.9%	12.6%	—	13.4%	—
Platform	Net Sales	3,756	3,995	6.4%	4,651	16.4%
	Segment profit	1,925	1,997	3.8%	2,363	19.7%
	Profit ratio	51.3%	50.0%	—	51.4%	—
Total	Net Sales	17,612	19,745	12.1%	24,050	21.8%
	Segment profit	3,290	3,974	20.8%	4,992	25.6%
	Adjusted amount ※1	(1,373)	(1,890)	37.6%	(1,960)	3.7%
	Operating income	1,917	2,084	8.7%	3,031	45.4%
	Profit ratio	10.9%	10.6%	—	12.6%	—

※1 Adjusted amount: Company-wide headquarters expenses are presented as "Adjusted amount." In order to more appropriately evaluate the performance of each business segment, we have changed the allocation method to include head office administrative expenses, etc. in the adjustment amount.

Mid-Term Management Plan(FY04/25 to FY04/26) Commerce segment

(Millions of yen)		Results	Mid-Term Management Plan			
			FY04/24	FY04/25	% YoY	FY04/26
Commerce segment						
Net sales		13,855	15,750	13.7%	19,399	23.2%
Mobile Life Business		7,387	7,927	7.3%	8,455	6.7%
Gaming Accessories Business		1,115	1,195	7.2%	2,300	92.4%
Cosmetics Business		2,219	2,963	33.5%	4,274	44.2%
Others		270	148	(45.1%)	200	34.6%
Global Business		2,863	3,516	22.8%	4,170	18.6%
Segment profit		1,365	1,976	44.8%	2,601	31.6%

Consolidated

Mid-Term Management Plan(FY04/25 to FY04/26) Platform segment

(Millions of yen)		Results	Mid-Term Management Plan			
			2024/04	2025/04	% YoY	2026/04
Platform segment						
Net sales		3,756	3,995	6.4%	4,651	16.4%
NextEngine Business		2,820	2,872	1.9%	3,060	6.5%
Localco Business		520	633	21.6%	619	(2.2%)
Consulting Business		415	378	(8.8%)	498	31.7%
Encer mall Business		-	110	-	473	326.8%
Segment profit		1,925	1,997	3.8%	2,391	19.7%

Source: Omega Investment from company materials



Corporate forecast for FY04/2025 and updated Mid-term management plan

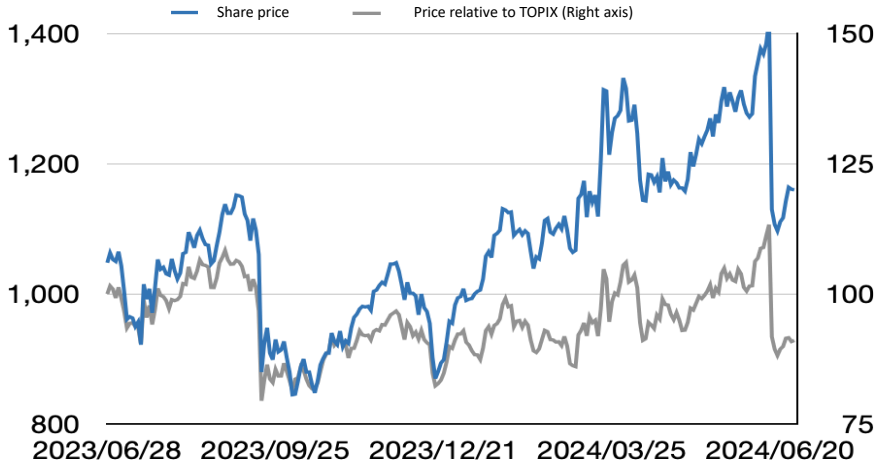
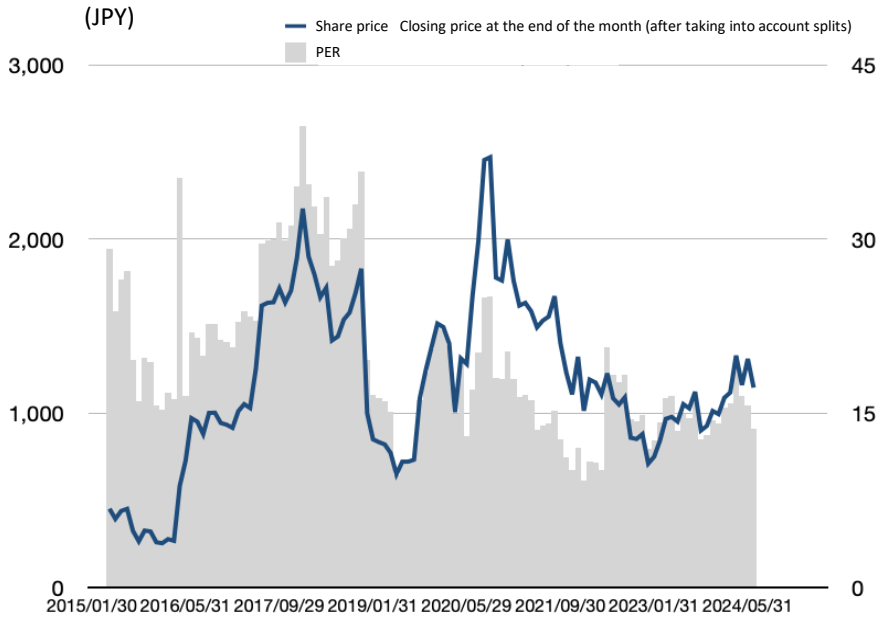
Points of interest include;

- 1. Driven by Commerce Segment, increase in inter-segment adjustments:** operating income is planned to increase by JPY 1.11 billion from FY04/2024 to FY04/2026, broken down as follows: increase in Commerce Segment by JPY 1.23 billion, increase in Platform Segment by JPY 0.46 billion, and increase in expenses due to adjustments of JPY 0.58 billion. In other words, the Commerce Segment is expected to contribute more and the adjustments are larger.
- 2. Cosmetics becoming a mainstay business, Commerce Segment taking off in all major businesses:** in the profit-driven Commerce Segment, in addition to steady growth in the Mobile Life Business, the Cosmetics Business is planned to become a mainstay business, the Global Business to grow at a high rate and the Gaming Accessories Business to deliver rising growth. As a result, the segment profit margin will improve from 9.9% in FY04/2024 to 13.4%.
- 3. Growth in the Platform Segment to slow down:** The Platform Segment also plans to continue to increase sales and profits. However, the company's forecast for FY04/2025 is net sales of JPY 3.99 billion (+6% YoY), operating income of JPY 1.99 billion (+3% YoY) and segment income margin of 50.0% (- 1.3 points YoY), which means that growth will decelerate once more. The main reason for this is that in the NextEngine Business, the effect of the ARPU increase from the sales collaboration with Mercari, which contributed from Q3 FY04/2024 onwards, will have run its course, and net sales in this business will remain at JPY 2.87 billion (+1% YoY). Excluding this effect, the company estimates a net sales growth rate of +8.4% for the NextEngine Business. In FY04/2026, the company expects the NextEngine Business to see net sales growth accelerate again, the Consulting Business to expand and the Encer mall Business to start up in earnest, leading to double-digit growth in sales and profit for the segment as a whole.
- 4. Increase in segment profit adjustments:** the difference between total segment profit and consolidated operating income is the adjustment (company-wide HQ costs). This figure increased significantly from FY04/2024 Results (JPY 1.37 billion) to JPY 1.89 billion in FY04/2025 and JPY 1.96 billion in FY04/2026 in the medium-term plan. While there is no full disclosure of this increase, based on discussions with the company, it appears that it includes increased costs essential for reorganisation (share-distribution-type spin-off and listing of NE Inc.), as well as planned strategic expenditure. The incurrence of these costs should be closely monitored, as they represent a significant weighting of the consolidated operating income.
- 5. lower operating income and ordinary income growth margins in the company's forecast for FY04/2025:** Based on the above, the company's forecast for FY04/2025 is net sales of JPY 19.74 billion (+12% YoY), operating income of JPY 2.08 billion (+8% YoY), ordinary income of JPY 2.05 billion (+1% YoY) and net profit attributable to owners of parent company of JPY 1.36 billion (+21% YoY), which means that the growth rate of operating income and ordinary income will decline.
- 6. Operating income forecast revised down:** a comparison of before and after the Mid-term management plan update shows that consolidated net sales have been revised up for both FY04/2025 and FY04/2026, but consolidated operating income has been revised down for both, and the operating income margin has also been revised down.



Share price trend

Hamee share price trends



The upper graph shows the company's share price closing price at the end of the month and PER over time, while the lower graph shows the daily share price movements over the past year.

As the lower graph shows, the share price fell sharply following the announcement of the results and has since consolidated at a lower level. As the upper graph shows, the PER has fallen from the high 10x range to the low 10x range.

This can be understood as a move to factor in the downward revision of operating income forecasts for this and next year, and in particular the downward revision of the operating income forecast for the Platform Business, a key valuation indicator, and a temporary pause in its growth rate.

However, the long-term uptrend since January 2016 and the medium-term uptrend from January 2023 onwards continue, and there is no significant change in growth expectations for the company.



Points of interest

The key to future share price formation is that both of the two businesses continue on a growth trajectory on their own, especially if the growth rate of the Platform Segment re-accelerates.

More specifically,

1. In the Commerce Segment, the Cosmetics Business will return to profitability for the full year and the segment will become a stable growth structure with multiple drivers
2. In the Platform Segment's NextEngine Business, the number of orders received will grow steadily, consolidating its position as a platformer and re-accelerating profit growth.
3. The potential of the Platform Segment's new Ecer mall Business to grow into a new pillar driving the business valuation of the Platform Segment should lead to a full-fledged rebound in the share price.

Note: The Ecer mall business is a wholesale marketplace that connects manufacturers with e-commerce shops and other retailers and was released in beta version in January 2024. This business model involves charging for GMV and is expected to be officially released in FY04/2025.

Financial results

Full-year financial results

(Million of yen)

Financial period	FY04/2017	FY04/2018	FY04/2019	FY04/2020	FY04/2021	FY04/2022	FY04/2023	FY04/2024	FY04/2025	FY04/2026
Consolidated, Japanese GAAP								Company forecast	Medium- term manage- ment plan	Medium- term manage- ment plan
[Statements of income]										
Net sales	8,502	9,377	10,303	11,325	12,364	13,413	14,038	17,612	19,745	24,050
Operating income	1,106	1,380	1,164	1,745	2,180	2,202	1,271	1,917	2,084	3,031
Ordinary profit	1,048	1,267	1,179	1,757	2,149	2,330	1,400	2,019		
Net profit before income taxes	1,010	1,259	1,179	1,582	2,144	2,463	1,396	2,009		
Net profit attributable to owners of the parent	696	873	821	1,069	1,556	1,744	945	1,122		
[Balance Sheets]										
Total assets	4,240	5,042	5,761	8,097	8,339	10,518	12,320	14,512		
Total liabilities	1,484	1,445	1,572	3,272	1,811	2,265	3,360	4,355		
Total net assets	2,756	3,597	4,189	4,824	6,528	8,253	8,961	10,157		
Total borrowings	468	298	500	1,740	104	544	1,300	2,197		
[Statements of cash flows]										
Cash flow from operating activities	576	1,246	651	1,934	1,941	1,186	695	886		
Cash flow from investing activities	-433	-674	-671	-1,020	-412	-886	-1,507	-877		
Cash flow from financing activities	69	-230	-7	933	-1,736	298	263	380		
Cash and cash equivalents at end of period	1,324	1,695	1,660	3,453	3,355	4,026	3,536	4,022		
[Efficiency]										
Ratio of ordinary profit to sales	12%	14%	11%	16%	17%	17%	10%	11%		
ROA		19%	15%	15%	19%	18%	8%	8%		
ROE	30%	28%	22%	25%	28%	24%	11%	12%		
[Per-share] Unit : JPY										
EPS	44	55	51	67	98	110	59	70		
BPS	170	216	254	297	405	513	557	632		
DPS	4.5	5.5	6.5	7.0	10.0	22.5	22.5	22.5		
[Number of employees]										
Number of consolidated employees	233	285	309	353	387	403	428	463		

Source: Omega Investment from company materials.
Rounding half up

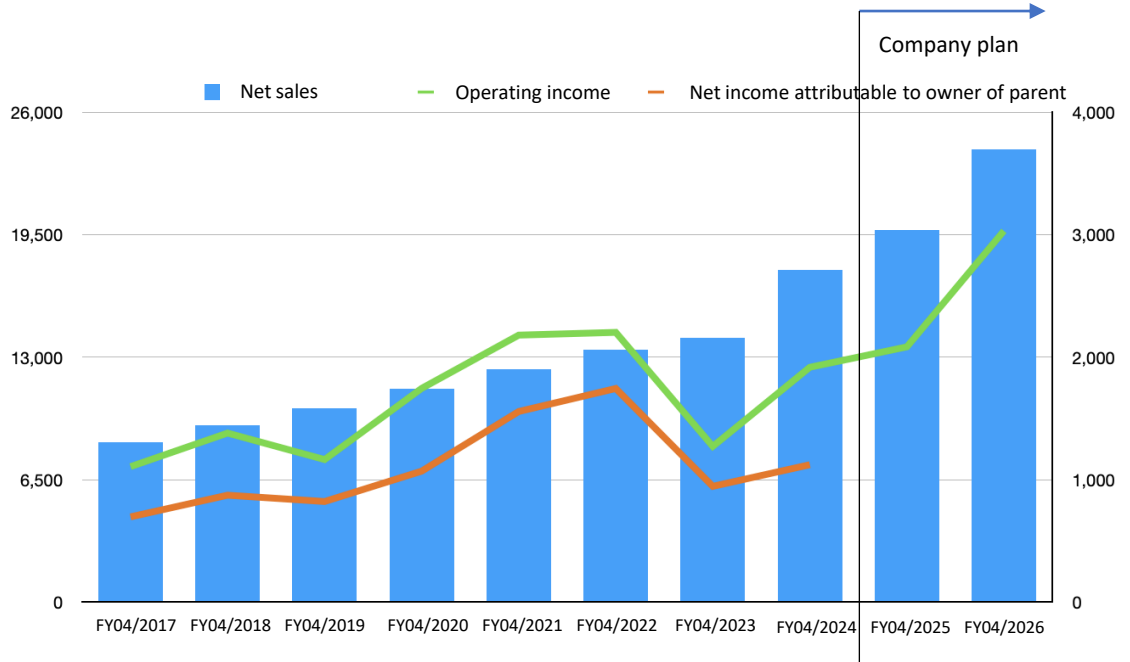
Financial results

Key PL items

Unit: Million of yen

Sales: Left axis

Operating income,
Net income
attributable to
owner of parent:
Right axis



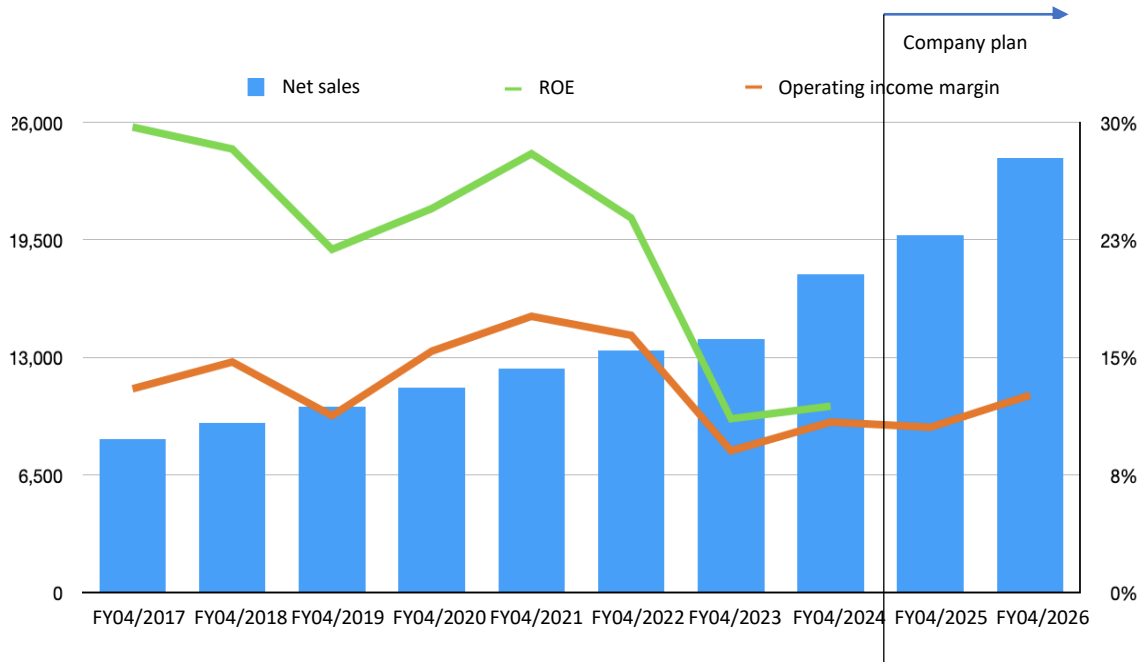
Sales, operating margin, and ROE

Unit:

Left axis: Million of yen
Right axis: %

Sales: Left axis

Operating income
margin, ROE: Right axis



Source: Omega Investment from company materials

Useful information

Hamee Corp.

Company Profile

Company	Hamee Corp.
Founded	April 1997
Established	May 1998 (initially as Macrowill Company)
Capital	598,262,000 yen (as of April 30, 2023)
Directors	Chairman and Representative Director: Atsushi Higuchi President and Representative Director: Ikuhiro Mizushima Director: Junya Suzuki
Outside Director / Audit and Supervisory Committee Member	Saiko Kumaou, Tomohiro Somehara, Jiro Yoshino
Number of Employees	Consolidated 428 (as of April 30, 2023)
Web site	https://hamee.co.jp
Address	Head Office Square O2 2-12-10 Sakae-cho, Odawara, Kanagawa, 250-0011, Japan Osaka 6F-A 2-2-28 Dojima Kita-ku, Osaka-city, Osaka, 530-0003, Japan
Wholly Owned Subsidiaries	<ul style="list-style-type: none"> ■ NE Inc. 6F, Katsumata Gumi Building, 1-6-4 Sakae-cho, Odawara City, Kanagawa Prefecture 250-0011 ■ Hamee Global Inc. 3F, Gasan A1Tower, 205-27, Gasan digital 1-ro, Geumcheon-gu, Seoul, Republic of Korea 08503 ■ Hamee US, Corp. 635 Hawaii Ave., Torrance CA 90503 ■ Hamee Shanghai Tech & Trading Co., Ltd. J0293 Room 302 Building 6, Lane 599 Yungu Road, Malu Town, Jiading District, Shanghai, China



Useful information

Principal shareholders

As of April 30, 2023

Name or denomination	Address	Number of shares held.	Percentage of total issued shares (excluding treasury stock):
AOI Corporation	12-15, Sakaecho 2-chome, Odawara City, Kanagawa	5,312,000	33.37
Atsushi Higuchi	Odawara City, Kanagawa Prefecture	2,533,400	15.92
The Master Trust Bank of Japan, Ltd. (Trust Account)	11-3, Hamamatsu-cho 2-chome, Minato-ku, Tokyo	823,900	5.18
BBH FOR FIDELITY LOW-PRICED STOCK FUND (PRINCIPAL ALL SECTOR SUBPORTFOLIO) (Standing proxy: The Bank of Mitsubishi UF, Ltd.)	245 SUMMER STREET BOSTON, MA 02210 U. S. A. (7-1, Marunouchi 2-chome, Chiyoda-ku, Tokyo)	542,264	3.41
Kazuyori Kitamura	Odawara City, Kanagawa Prefecture	473,700	2.98
The Japan Custody Bank, Ltd. (Trust Account)	8-12, Harumi 1-chome, Chuo-ku, Tokyo	422,000	2.65
INTERACTIVE BROKERS LLC (Standing proxy: Interactive Brokers Securities Co., Ltd.)	ONE PICKWICK PLAZA GREENWICH, CONNECTICUT 06830 USA (2-5, Kasumigaseki 3-chome, Chiyoda-ku, Tokyo)	198,400	1.25
GOLDMAN SACHS INTERNATIONAL (Standing proxy: Goldman Sachs Securities Co., Ltd.)	PLUMTREE COURT, 25 SHOE LANE, LONDON EC4A 4AU, U. K. (10-1, Roppongi 6-chome, Minato-ku, Tokyo)	173,886	1.09
NORTHERN TRUST CO. (AVFC) RE NON TREATY CLIENTS ACCOUNT (Standing proxy: The Hong Kong and Shanghai Banking Corporation Limited, Tokyo Branch)	50 BANK STREET CANARY WHARF LONDON E14 5NT, UK (11-1, Nihonbashi 3-chome, Chuo-ku, Tokyo)	171,192	1.08
STATE STREET BANK AND TRUST COMPANY 505103 (Standing proxy: Mizuho Bank, Ltd., Settlement & Clearing Services Division)	P. O. BOX 351 BOSTON MASSACHUSETTS 02101 U. S. A. (15-1, Konan 2-chome, Minato-ku, Tokyo)	144,500	0.91
Total	—	10,795,242	67.83

Shareholder composition

As of April 30, 2023

Classification	Status of Shares (Number of Shares per Trading Unit: 100 Shares)								Less than one unit Status of Shares.
	With the government Local public Group	Financial Institutions	Financial instruments Business partners	Others Fictitious person	Foreign Juridical Person, etc.		Individuals Others	Total	
					Other than individuals	Individuals			
Number of shareholders	—	7	20	59	46	26	6,970	7,128	—
Number of shares held (Unit)	—	12,869	1,315	54,655	18,225	291	75,351	162,706	9,400
Percentage against total shares issued	—	7.91	0.81	33.59	11.20	0.18	46.32	100.00	—

(NOTE) 363,700 shares of treasury stock are included in "Individuals and others" in the amount of 3,637 units.



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