



Valuence

Circular Design Company

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1. Introduction of Valuence

2. Our Sustainable Initiatives

Valuence

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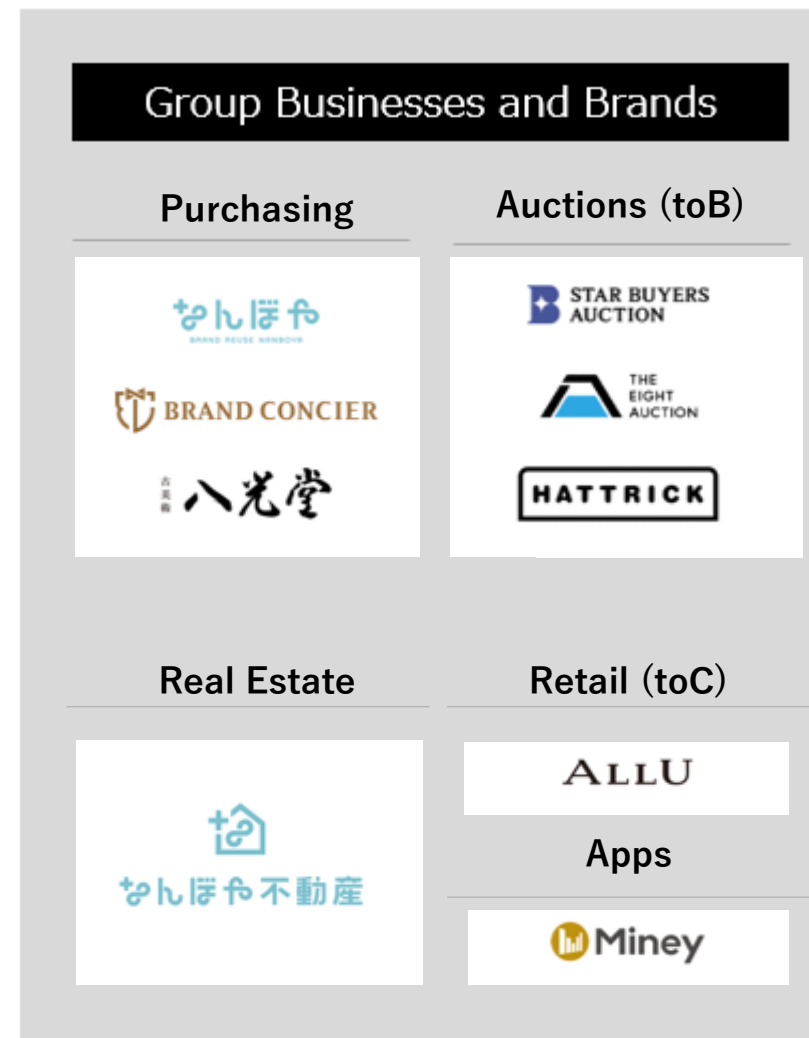
1. Introduction of Valuence

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Valuence

Corporate Profile

<u>Company Name</u>	<u>Valuence Holdings Inc.</u>
<u>Representative</u>	<u>Shinsuke Sakimoto</u>
<u>Head Office</u>	<u>1 Konan, Minato-ku, Tokyo</u>
<u>Founded</u>	<u>December 2011</u>
<u>Capital</u>	<u>¥1,146 million (as of November 2021)</u>
<u>Employees</u>	<u>871 (as of November 2021)</u> <u>*Consolidated, full-time only</u>
<u>Segments</u>	<u>Luxury brand items, antiques, art, and other reuse businesses</u>
<u>Subsidiaries</u> <u>(as of October 2021)</u>	<u>11; consolidated subsidiaries</u>



Group companies/ Offices



Valuence International Ltd.

Hong Kong

Manages the brand purchase “NANBOYA” and “STAR BUYERS AUCTION in Hong Kong” in Hong Kong, it is also responsible for developing “NANBOYA” and auction partners in various countries by collaborating with group companies in Singapore, USA, France and UK.

Valuence Holdings Inc.

Conducts group business management and support, strategic planning, and other functions to maximize corporate value.

Valuence Japan Inc.

Buying and sales of pre-owned luxury brand goods, precious metals, gems, and other products

Valuence Technologies Inc.

App and systems development, other related businesses

Valuence Ventures Inc.

Business Investments in venture capital and venture companies and requests for such investments, etc.

● **Valuence International UK Ltd.**

England (London)

● 欢连（上海）国际贸易有限公司

China (Shanghai)

● **Valuence International U.S.A. Ltd.**

The United States (New York)

● **Valuence International Europe S.A.S.**

France (Paris)

● **Valuence International Middle East & Africa**

United Arab Emirates (Dubai) *VI-EU branch

● **Valuence International Singapore Pte. Ltd.**

Singapore



PURPOSE

Our purpose

Circular Design for the Earth and Us

MISSION

Our mission

**To Encourage More People
to Focus on What is Most Important
in Their Lives**

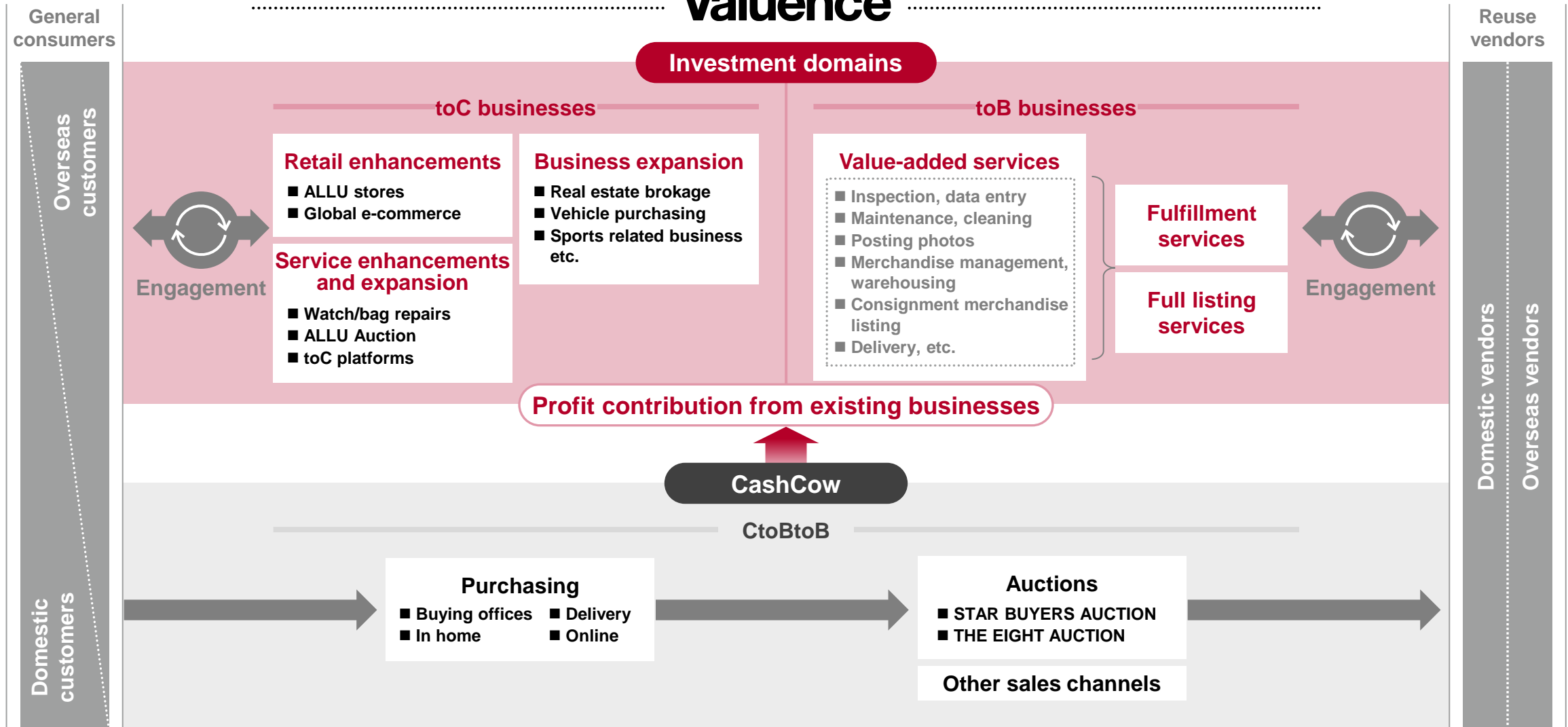
Business Model

→ Merchandise flows

■ Channels Services

■ In-house services provided to vendors

Valuence



Our Businesses

Purchasing

Connecting the “Value” of your good to the new investment of your life.

Nanboya/BRAND CONCIER

- Buying offices for luxury brand items, etc.
- 100+ Nanboya offices in domestic and overseas;
BRAND CONCIER operates mainly in department stores in Japan.
- Handling in-home buying, delivery and online buying.

なんぼふ BRAND REUSE
NANBOYA



BRAND CONCIER



Hakkoudo

- Buying offices for antiques, art, and other reuse goods.
- Antique appraisers mainly handle in-home buying.
- Other services include estate liquidation and pre- departure cleaning.

古美術 八光堂



Buying Offices Expansion

- Proactive overseas development with a focus on joint offices with partners.

164 offices in 17 countries

3 offices
in Europe

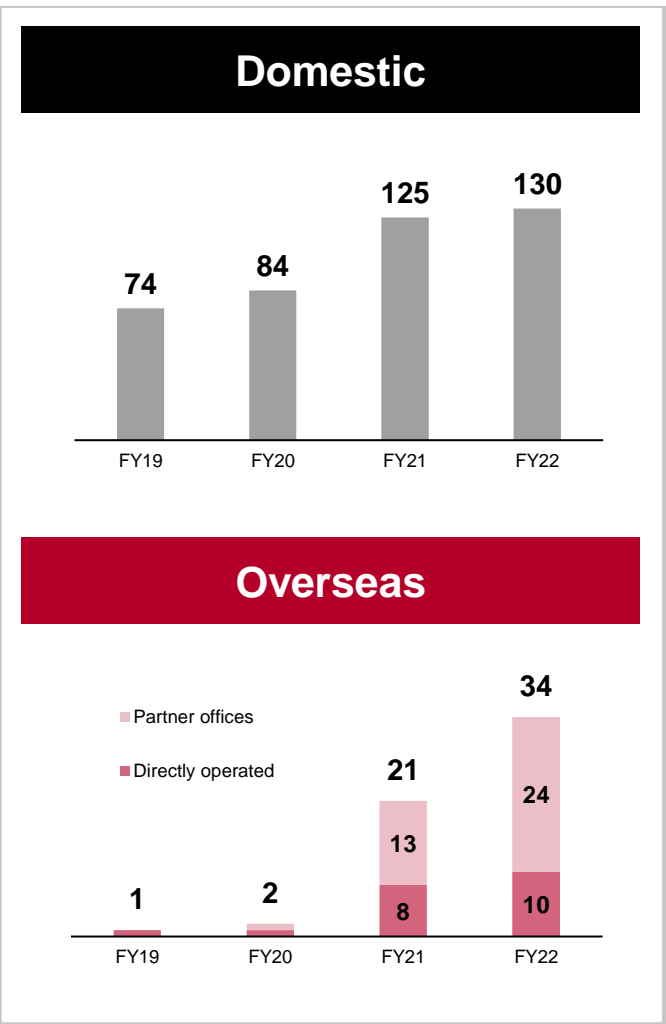
4 offices
in Middle East

2 offices
in Africa

23 offices
in Asia

130 offices
in Japan

2 offices
in America



Valuence Japan Nanboya, BRAND CONCIER Recognizes as No.1 in Five Categories in Japan, Including for Overall Purchase Volume, for Luxury Brand Goods and Other Items

- Also Recognized as No.1 in Japan for Purchase Volume of Rolex and Other Watches, Jewelry, Apparel, and Accessories



Total Annual Purchase Volume for Luxury Brand Items

No.1*
in Japan

Nanboya and BRAND CONCIER ranked No.1 in luxury brand item purchase value in Japan!!

Ranked No.1 in total annual purchase volume of luxury brand item purchases from individuals (as of October 19, 2021), ESP Research Institute, Survey Period: August 30, 2021 - October 19, 2021

nanboya

The complex block features a central graphic of a laurel wreath. Inside the wreath, the text 'Total Annual Purchase Volume for Luxury Brand Items' is at the top, followed by 'No.1*' in large bold letters, and 'in Japan' below it. To the right of the wreath, there is a text block stating 'Nanboya and BRAND CONCIER ranked No.1 in luxury brand item purchase value in Japan!!'. Below this text are three gold icons: a watch, a diamond ring, and a necklace. At the bottom of the block, there is a small line of text providing survey details and the Nanboya logo in a blue bar.

Our Businesses

Auction

Aiming to become an industry hub, the world's largest auction platform.

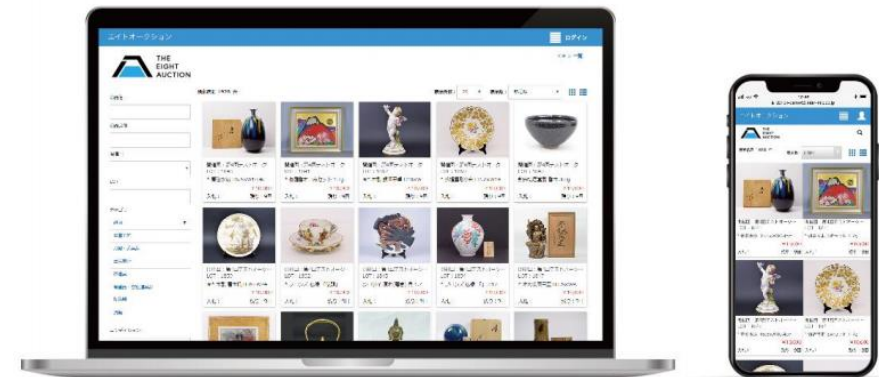
STAR BUYERS AUCTION

- BtoB auctions for luxury brand items, etc.
- Since going online in Mar. 2020, the auctions have drawn numerous partners around the world.
- Diamond auctions held in HK.(migrated online in Apr.)



THE EIGHT AUCTION

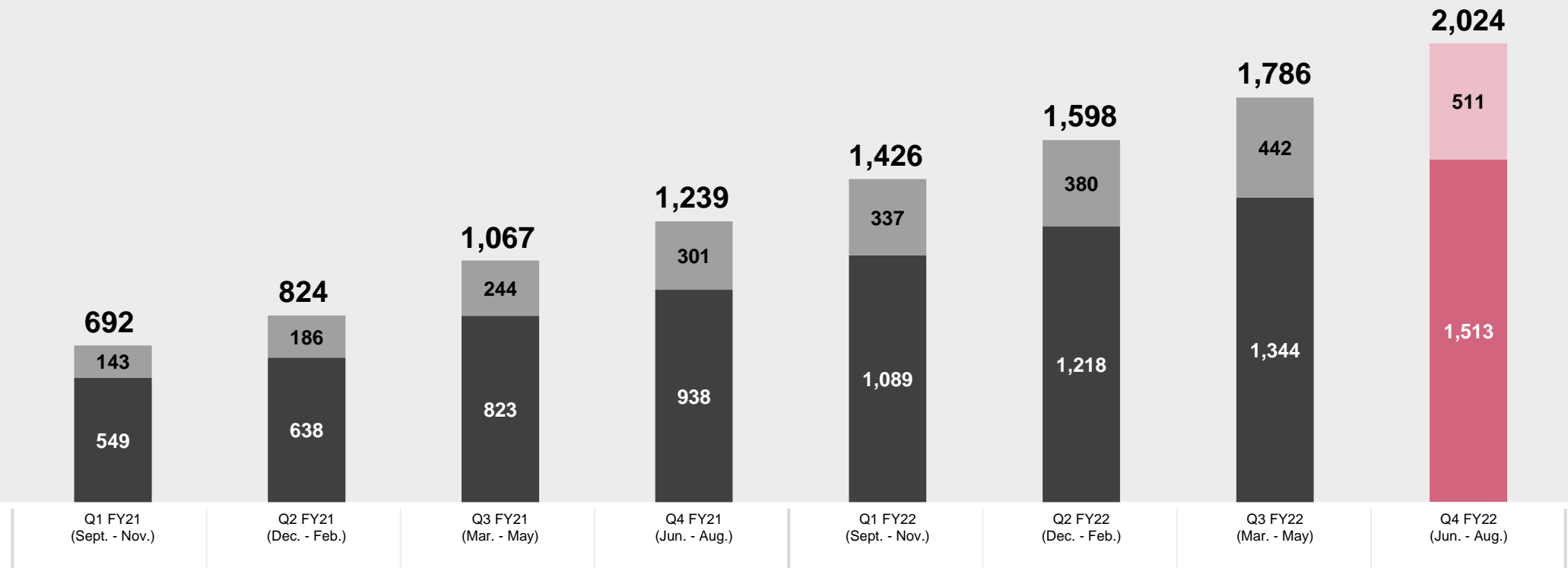
- BtoB auctions for antiques and art.
- Offline auctions are the mainstream in the antiques and art business; going online in Jul. 2020 marked an innovation.



No. of SBA Partners

- The No. of partners rose above 2,000 thanks to steady growth both in Japan and abroad.
- The No. of overseas partners reached the numerical target (500 companies) of the medium-term management plan ahead of schedule.

Overseas partners
 Domestic partners



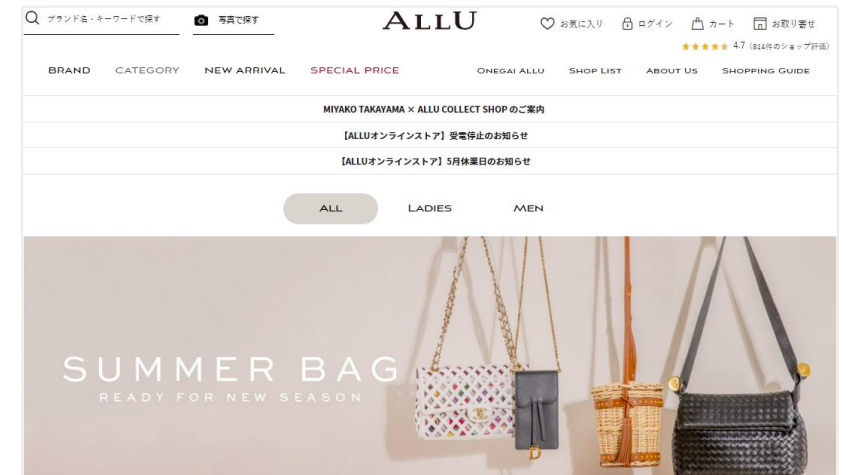
Our Businesses

Retail

BtoC Sales business that brings about new meeting opportunities for our customers.

ALLU

- Three retail stores (Ginza, Shinsaibashi, Omotesando) and an e-commerce site.
- Selling across worldwide through own e-commerce site and partner e-commerce shopping malls.
- Seamless integration of offline and online services, such as purchase pickups at ALLU stores and live streaming sales.



ALLU GINZA

ALLU Ginza was born in a corner lined with luxury stores, a 5-minute walk from Ginza. We carry a wide range of brands, from luxury watches such as Hermès and Chanel bags and Rolex to reasonably priced apparel and accessories.

〒104-0061 Jyun Bill, 5-3-14 Chuo-ku,
Ginza, Tokyo

Business Hours: 11:00-19:00

info@allu-official.com

TEL: 03-4580-9880



ALLU OMOTESANDO



The ALLU Omotesando store was born in a house surrounded by greenery on a quiet alley in Omotesando. We are developing a number of rare items that have never been seen before and timeless masterpieces in a special space.

〒150-0001Jingumae5-46-14 Shibuya,
Tokyo

Business Hours: 11:00-19:00

info@allu-official.com

TEL : 03-4580-9893



ALLU AMERICAMURA

A five-minute walk from Shinsaibashi Station, the ALLU Americamura store was born in a town where tradition and innovation merge. This is a place where you can meet high-end watches such as Louis Vuitton, Chanel Rolex, and vintage items that allow you to express your individuality and individuality that cannot be found in new products.

〒542-0086 1-10-9 Nishishinsaibashi
Chuo-ku, Osaka

Business Hours: 11:00-19:00

info@allu-official.com

TEL : 06-4400-5111



Expanding Other Businesses

- Increasing corporate value by creating a new circular economy that connects things and ideas.

Managing the Nankatsu SC professional soccer team.

Promoting global IP business development via Captain *Tsubasa* IP asset.



©高橋陽一 / 集英社

Operating HATTRICK sports auctions.

Creating a new sport culture by attracting new fans and generating revenue for teams and athletes.



Participation in D.LEAGUE* 22-23 SEASON.

Formed Valence INFINITIES and joined from this season. Expecting to raise awareness while generating synergies with the group business.



* D.LEAGUE is a professional dance league originated in Japan.

New initiative

- Opens an Art Lounge for Premium Customers, in Ginza, Tokyo



Ellen Macarthur Foundation/ The Fashion Pact

- In January 2022, we joined the Ellen MacArthur Foundation's Network, an international charity promoting circular economy2022.
- In October 2022, we also became a member of The Fashion Pact.



Applying for B Corp Certification

- Aiming to be a better company for society and the environment.

B Corp

Operated by **B Lab**, a US-based nonprofit, B Corp is a program that certifies companies that make significant contributions to the public interest based on due consideration for environmental and societal issues. Companies are awarded B Corp certification if they are judged to satisfy certain standards, including assessments of activities intended to have a positive impact on **employees, customers, suppliers, communities, and the environment.**

“A company that expresses and acts in ways that are better for society and the environment.”

By obtaining "B Corp" certification, which is increasingly being obtained not only in the U.S. but also around the world, to demonstrate our commitment to society and the environment.

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New Initiative: Resale Impact Service Rollout

- The Resale Impact label is intended to encourage customers to understand they have done something positive for the global environment and to change behavior through reuse rather than disposal.





VALUENCE
RESALE IMPACT
CALCULATOR




ROLEX DAYTONA COMBI

If you get this product, it will lead to a contribution to reducing CO2 emissions and water usage.

Avoided CO2 emissions	Avoided water consumption
43.773kg	2154kl
 植林4377本 同様の効果	 200ℓ浴槽 10770杯 節水と同様の効果



ALLU
RENEWS
PROJECT

VALUENCE
RESALE IMPACT
CALCULATOR



HERMES BIRKIN 30 LEATHER

If you get this product, it will lead to a contribution to reducing CO2 emissions and water usage.

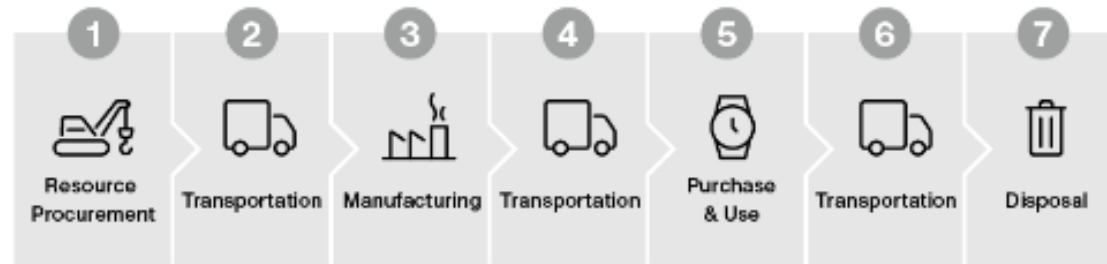
Avoided CO2 emissions	Avoided water consumption
564kg	47.3kl
 植林56本 同様の効果	 200ℓ浴槽 236.5杯 節水と同様の効果

ALLU
RENEWS
PROJECT

The Concept of Resale Impact

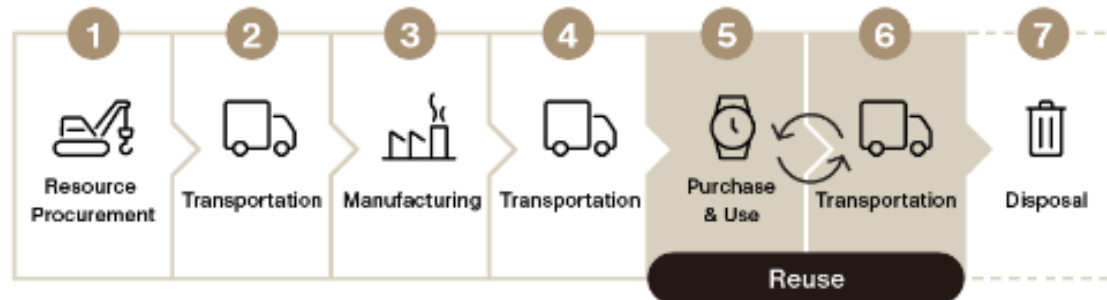
Product Life Cycle by Consumption Behavior Pattern

Traditional Linear Consumption



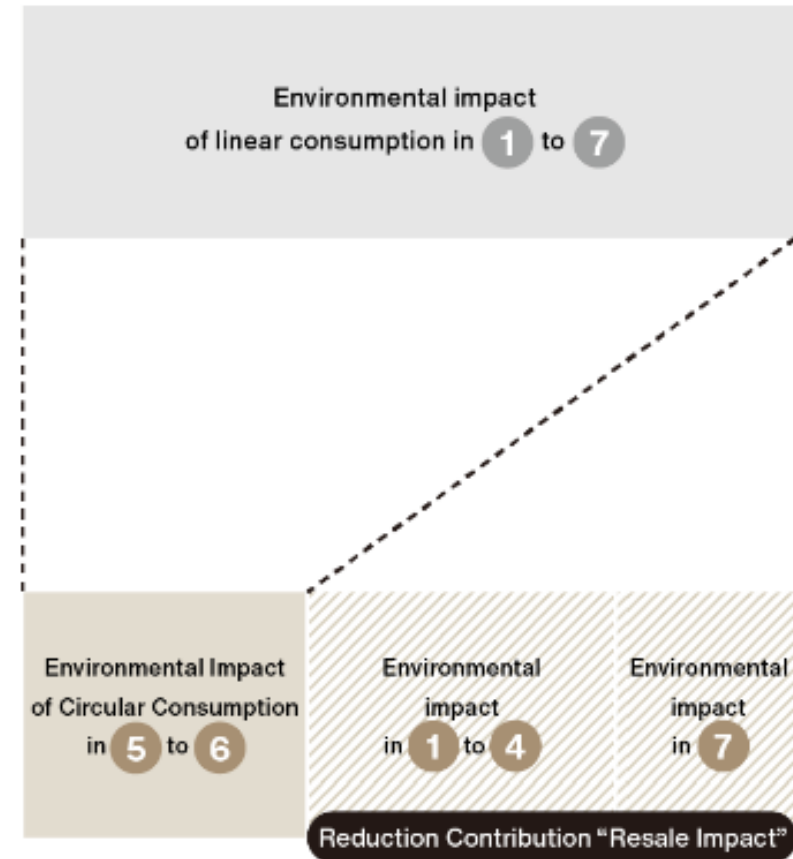
- ▶ Environmental impact is generated in all processes from resource procurement to disposal

Circular Economy Consumption through Valence Businesses



- ▶ Contributes to reducing environmental impact from resource procurement to transportation and disposal
- *Assuming no products are produced due to the spread of reuse

Environmental Impact by Consumption Behavior Pattern



Global Rollout of MAGO Gallery

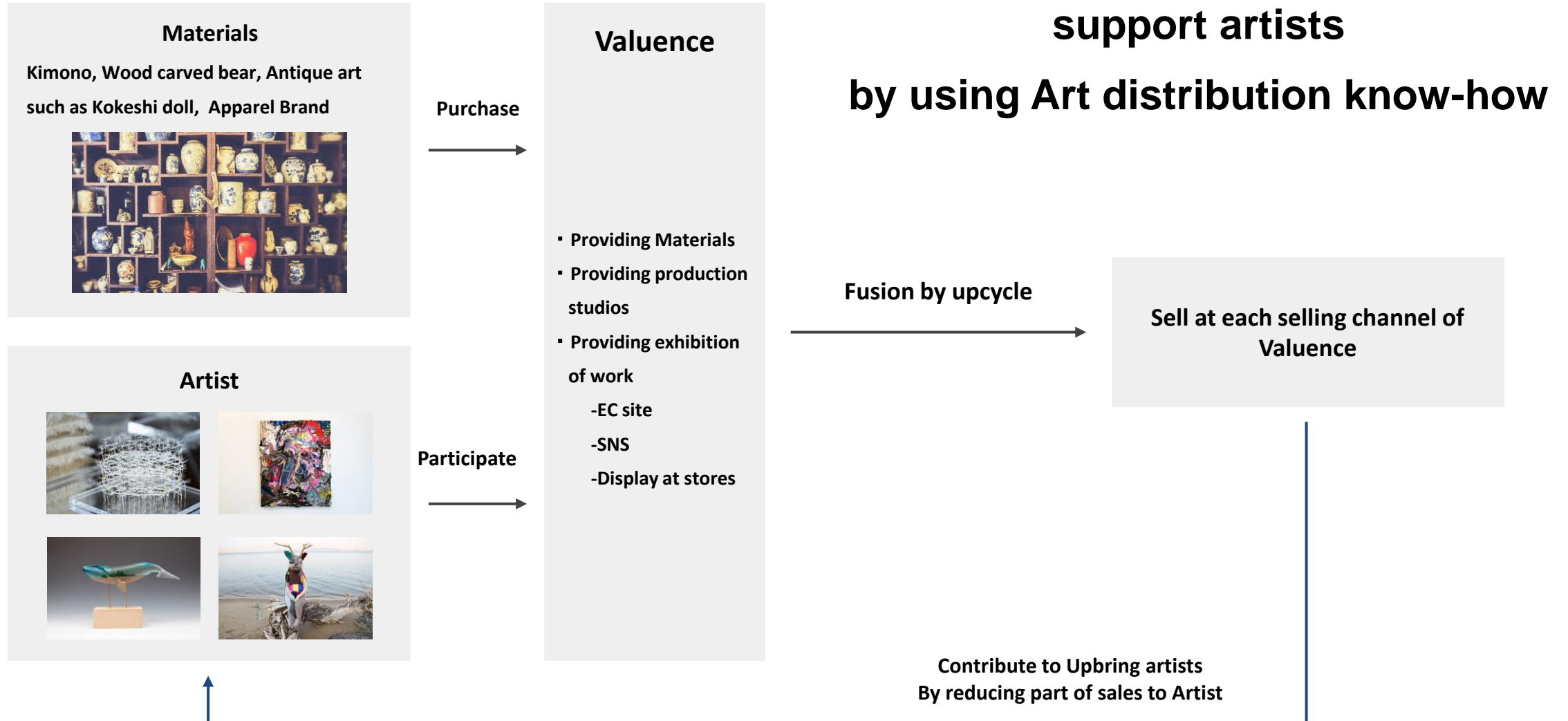
- As a new sustainability initiative, we teamed up with artist Mago Nagasaka to expand his MAGO Gallery worldwide. Mr. Nagasaka creates art using electronic waste collected in Ghana's Agbogbloshie district, known as the world's biggest graveyard for such waste. The profits earned from this art are returned to the people who live in this district.



Nagasaka Mago

Mago Nagasaka was born in Fukui Prefecture in 1984. With the slogan of sustainable capitalism, he creates works of art using electronic waste dumped by advanced nations in the slums of Ghana. Alongside his art production, he also delivers gas masks to locals in the Ghana's Agbogbloshie district, in a desire to help people he has witnessed suffering (severe levels of electronic waste, environmental deterioration, harm to personal health, and poverty) in what is called the graveyard for the world's electronic device garbage. He also established a free school for local children living in the slums, hiring teachers with his own money. In 2019, he opened an art museum exhibiting his own art in the slums. His activities caught the eye of Hollywood documentary film director and Emmy Award winner Kern Konwiser, who would produce the Still a Black Star documentary about Nagasaka's efforts. The film would go on to win Excellence Awards in four categories at the Impact Docs Awards, a U.S.-based film competition for documentaries. It is now in preparations for public screenings.

Launched Upcycle Project



Yusuke Aonuma

Upcycle

Provided nephrite bowl and glass shaker. Based on his usual style of dandelion fluff, he created works of antique art with dandelion fluff attached.

Past Work



Original Material



Ryo Tomie

Upcycle

Provided A vase of pottery. Based on the thick painting of oil paint, which is the usual style, he produced a work painted on a vase.

Past Work



Original Material



Isana Yamada

Upcycle

Provide sword guard.
He created a work that confined rusted metal and sword guard in the same resin.

Past Work



Original Material



Mika Nishikawa

Upcycle

Provide a frog figure.
He created a work that paints a figure with a touch of a unique world view that is a usual style

Past Work



Original Material



Ryuichi Matsuoka

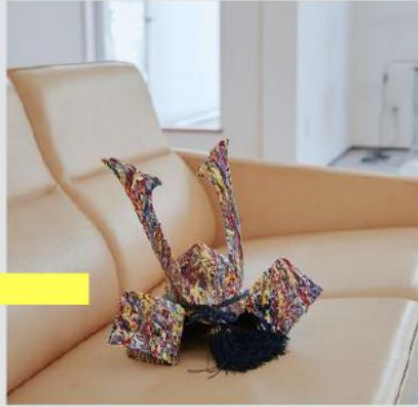
Upcycle

Provided helmets for seasonal festivals. He created a work using the usual style of dripping

Past Work



Original Material

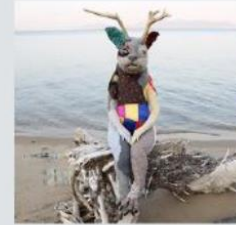


Yasue Kuroda

Upcycle

Provided white Kimono. She created stuffed animals using Kimono.

Past Work



Original Material



Ayaka Nakamura

Upcycle

Provided a piece of engraving. She dismantled and recreated it into a new art work.

Past Work



Original Material



Motohiro Tanji

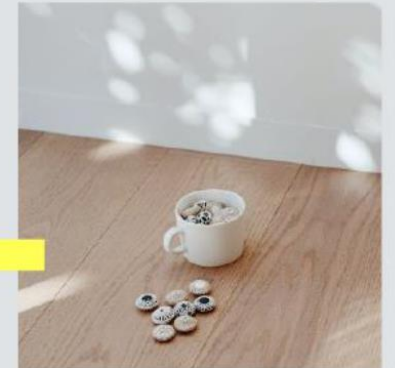
Upcycle

Provided "GO" stones. He created art works by weaving stones into knit,

Past Work



Original Material



KireinaAo

Upcycle

Provided a yellow glass pot. She created a new glass painted a lady.

Past Work



Original Material



Masahiko Amatatsu

Upcycle

Provided a metal vase. He used driftwood to make into a new vase.

Past Work



Original Material



Mio Omura

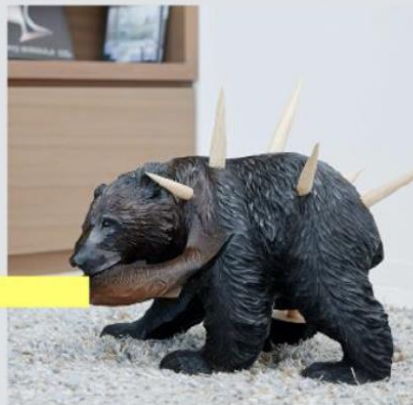
Upcycle

Provided a wood carved bear. She used other wood to remake it.

Past Work



Original Material

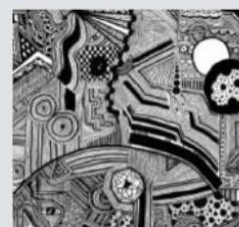


Kenta Takagi

Upcycle

Provided a Kokeshi doll. He painted it to remake.

Past Work



Original Material

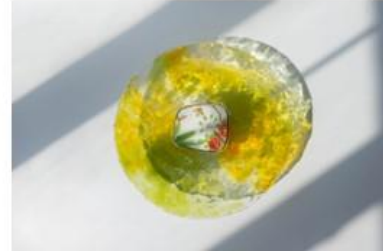


Antique Upcycling Project in Hong Kong collaborated with Hong Kong and Japanese artists

Works Sold:



Nanboya Upcycle (consignment)
Mahjong Bridge 麻雀橋4th
Anton Poon
HKD100,000
JPY1,800,000
(麻雀橋5th 相談中)



Nanboya Upcycle
Tin Box without Purpose
Rolland Cheung
HKD6,800
JPY129,000



元Tenioha
青沼優介
HKD4,300
JPY79,000



元Tenioha
松岡龍一
HKD3,950
JPY72,000



元Tenioha
中村綾花
HKD2,200
JPY41,700

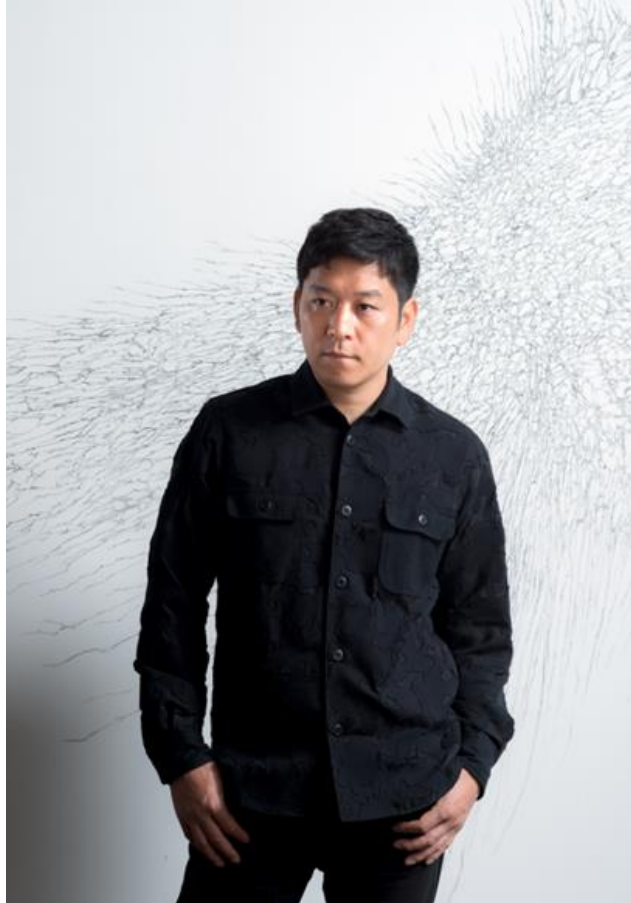


元Tenioha
大村美桜
HKD3,950
JPY74,600

Thank you!!

Appendix

VALON BY VALUENCE – Collaboration with Kohei Nawa (*idea)



KOHEI NAWA

Sculptor / Director of Sandwich Inc. / Professor at Kyoto University of the Arts

Born in 1975 in Osaka. Based in Kyoto. After he acquired his Ph.D in sculpture in 2003 from Kyoto City University of Arts, he founded the creative platform Sandwich Inc. in 2009, renovating an old sandwich factory along Uji River in Fushimi, Kyoto. The place keeps transforming to serve its purpose as a platform for creative production. In these recent years, he works on architectural and theatre project, along creating spaces and art.

In recent years, he has also been involved in architectural projects such as the art pavilion "Koutei".

"PixCell-Deer#24" is the first Japanese contemporary art work in the collection of the Metropolitan Museum of Art, New York.

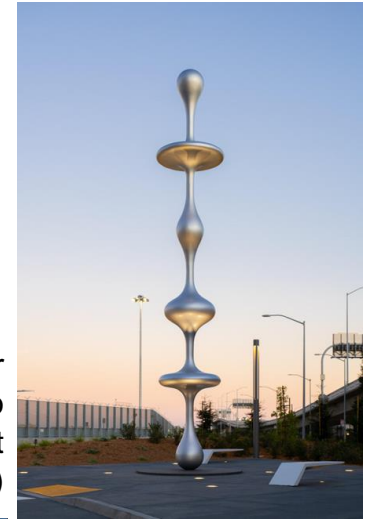
At the 2012 Sotheby's Hong Kong auction, "PixCell-Greater Kud" won 50 million yen.

In 2018, a special exhibition of the sculpture "Throne" was held inside the Pyramid of the Louvre Museum in France.

In the same year, he received the Kyoto Prefectural Cultural Award for Distinguished Service.



PixCell-Deer#24
(the Metropolitan Museum of Art)



Ether
(Attached to San Francisco International Airport
Installed at the Grand Hyatt)



THRONE
(the Louvre Museum)

VALON BY VALUENCE – Collaboration with Kohei Nawa (*idea)

Why we collaborate with 「Kohei Nawa／Sandwich」 for VALON

- Architectural team centered on **contemporary art**
 - Consideration is given to the exhibition of works, and there are many cases of **innovative designs**
 - **Popularity** of "Kohei Nawa" who is active as an artist while being a professor at Kyoto University of Art and Design
 - Kohei Nawa's space design itself can be a motivation to visit the space. VALON is **the first spatial design in eastern Japan**
- ※Based on the production of sculptures, in recent years, his activities have expanded to include art direction, performing arts, architecture, support for young artists, and educational activities at universities.



In the Valence Lounge (initial) project, we aim to conceive and realize a high-quality architectural space from a multifaceted perspective through collaboration with highly specialized professionals who have worked with Sandwich.



VALON BY VALUENCE Space Concept :

Valence's first members-only lounge created by fusing art and sustainability.

A space like an ecosystem created by mixing and coexisting diverse elements such as art, space, plants, food, and furniture.

In a space with the theme of "circulation", we are transmitting the cutting edge of SDGs and art.

VALON BY VALUENCE – Collaboration with Asami Kiyokawa (*idea)



Dual Career Program

We support athletes through “Dual Career Program” encouraging both work and sports competition.



Donation

BLUE BATTON



What you can do right now for children and the planet:

All proceeds from the sale of customers' unworn clothes will be donated to Chance for Children to contribute to activities to stop the cycle of poverty among children in Japan.

Save the Children



Donations to Save the Children Supporting the future of children:

We have a partnership with Save the Children Japan to support the future of children around the world.

Charity Auction



Charity Auction for natural disasters/ COVID-19 etc:

We hold charity events for environmental/social issues for support people collaborated with our athlete partners.

Partnership with Captain Tsubasa

Captain Tsubasa, who is still extremely popular mainly in Europe and Asia.
Valuence is also working about IP rights contracts with 42 companies across the world.

