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For Immediate Release

Company CHANGE Inc.  
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**Announcement of the Revision regarding the Forecast  
for the Consolidated Fiscal Year Ending September 30, 2021 (full-year basis)**

CHANGE INC (or the “Company”) hereby announces that it has revised the forecast for the full year consolidated financial results for the year ending September 30, 2021, of which previous version was announced on May 13, 2021. The details are as follows:

**Details**

**1. Revision of the earnings forecast for the fiscal year ending September 30, 2021 (October 1, 2020 to September 30, 2021)**

(Millions of yen)

	Revenue	Operating profit	Profit before Taxes	Net profit	Profit attributable to owners of the parent	Basic earnings per share ※1、2
Previously announced forecast (A)	Millions of yen 15,781 ~ 16,281	Millions of yen 5,071 ~ 5,571	Millions of yen 5,008 ~ 5,508	Millions of yen 3,272 ~ 3,599	Millions of yen 3,296 ~ 3,623	Yen 49.20 ~ 54.08
This- time revised forecast (B)	15,500	5,812	5,749	3,757	3,769	53.93

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Change (B - A)	△281	740	740	484	472	
	~	~	~	~	~	
	△781	240	240	157	145	
Rate of change %	△1.8	14.6	14.8	14.8	14.3	
	~	~	~	~	~	
	△4.8	4.3	4.4	4.4	4.0	
(Reference) Results for the previous fiscal year (Fiscal year ending September 2020)	10,542	4,203	4,160	2,771	2,049	32.53

※1 The Company conducted a 2-for-1 share split of its ordinary shares on January 1, 2021. In relation to the actual result of the fiscal year ended September 30, 2020 and the forecast for the fiscal year ending on September 30, 2021, the basic earnings per share are calculated assuming the share split was implemented at the beginning of each fiscal year.

※2 As a result of the resolution of the Board of Directors' meeting held on March 12, 2021, the Company issued new shares (total number of issued shares: 5,362,900) in overseas markets (excluding the U.S.A and Canada) with the payment date of March 29, 2021. However, the previously announced forecast did not take into account the above number of shares, so the basic earnings per share are calculated after adding the above number of shares in this time revised forecast.

## **2. Reasons for the revision of the forecast**

Under our Mid-term Business Plan of "Digitize & Digitalize Japan", CHANGE Group (hereinafter, simply, "we") has been developing businesses that dramatically improve Japanese productivity through "People × Technology" centered on NEW-IT Transformation Business, Investment Business, and Publitech Business in order to establish our position as a leader in the Japanese digital transformation market.

In the second quarter cumulative consolidated period (October 1, 2020 to March 31, 2021), we recorded revenue of 10,262 million yen, operating profit of 5,319 million yen, profit before taxes of 5,264 million yen, quarterly cumulative profit of 3,441 million yen, and profit attributable to owners of the parent of 3,467 million yen. We made a remarkable progress because these figures already exceeded those forecasted for the consolidated fiscal year ending September 2021 (full-year basis) which was announced on May 13, 2021. In the third quarter consolidated period (April 1, 2020 to June 30, 2020), we have recognized revenue of 2.611 billion yen, operating profit of 492 million yen, profit before tax of 484 million yen, net profit of 315 million yen, and profit attributable to owners of the parent of 300 million yen. At this moment, we are confident that operating profit, profit before tax, profit attributable to owners of the parent will certainly exceed those in the previous full-year forecast. Therefore, we make this upward revision this time.

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**The factors behind the upward revision in each segment of the Group are as follows.**

In NEW-IT Transformation Business, we are pushing ahead with digitization projects for large corporations and government agencies. At the same time, we are accelerating digital human resource development-related projects in conjunction with the commencement of operations at Digital Growth Academia INC. which we established as a joint venture with KDDI Corporation in April 2021, and the results of beacapp Inc. which we acquired in March 2021 started to contribute to the Group.

In the Publitech Business, revenues increased significantly due to factors, such as an increase in the commission rate in the hometown tax payment platform business from April 2020. In addition, in April 2021, we began offering LoGo chat and LoGo forms, which are SaaS businesses for local governments, they have been steadily expanding with strong reputation among customers as they moved to paid services from April 2021.

In the Investment Business, although stock prices of listed companies in which we invested were firm in the second quarter cumulative consolidated period (October 1, 2020 to March 31, 2021), some of them, mainly growth stocks, have been weak since entering the third quarter consolidated period (April 1, 2021 to June 30, 2021).

On February 15, 2021, we announced the "Digitize & Digitalize Japan (Phase2)", our next three-year Mid-term Business Plan covering the period from October 2022 to September 2024. Under "Digital" × "Local" × "Social", we have begun a variety of initiatives aimed at resolving social issues faced by local communities and making them sustainable through the use of digital technologies. During the fourth quarter of the current fiscal year (July 1, 2021 to September 30, 2021), we will further invest for securing excellent human resources, developing SaaS and platforms that promote digitization, and strengthening our management system. We will do our utmost efforts to expand our businesses in order to achieve the goals of the next Mid-term Business Plan.

※The above forecast are based on the information currently available to us and certain assumptions that we consider reasonable, however, please note that actual results may differ from these forecasts due to various factors.

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