

September 10th, 2021

Company name: RAKSUL INC.
Representative: Yasukane Matsumoto
Representative Director, President and CEO
(TSE First Section Code No. 4384)
Contact: Yo Nagami
Director, CFO

Announcement of Difference between Forecast and Actual Results for the Fiscal Year Ending July 31st, 2021

RAKSUL INC. (the “Company”) hereby announce the differences between its financial forecast for the fiscal year ending July 31st, 2021 announced on June 10th, 2021, and the actual results announced today as follows:

1. Difference between full-year financial forecast for FY2021 and actual results (August 1st, 2020 - July 31st, 2021)

	Revenue	Operating Profit	non-GAAP Operating Profit (Loss)	Ordinary Profit (Loss)	Net Profit (Loss)	Earnings (Loss) per Share
	In JPY MM	In JPY MM	In JPY MM	In JPY MM	In JPY MM	In JPY
Previously announced forecast (A)	29,650 ~30,150	110 ~190	720 ~800	40 ~120	60 ~140	2.11 ~4.91
Actual results (B)	30,261	220	833	130	160	5.62
Difference (B-A)	111 ~611	30 ~110	33 ~113	10 ~90	20 ~100	0.71 ~3.51
Difference in percentage (%)	0.4 ~2.1	16.1 ~100.5	4.2 ~15.7	8.4 ~225.1	14.3 ~166.7	14.5 ~166.4
(For reference) Actual results from FY2020(FYE 7/2020)	21,494	(244)	(159)	(368)	(494)	(17.64)

Note: non-GAAP profits are calculated by deducting or adjusting non-recurring items and other specific adjustable items from GAAP profits (Japan GAAP) based on certain rules. We disclose non-GAAP figures as we believe they are useful in understanding our fundamental business performance. Specifically, we adjust certain one-off profits and losses that we deem deductible (mainly stock-based compensation expenses).

2. Reasons for the difference

Given the spread of COVID-19 and the resulting changes in the external environment such as the state of emergency declaration which continued until the end of July, demand for Company's services remained strong, and as a result of the Company's efforts to improve the efficiency of productivity, revenue and profits exceeded the previous forecast announced on June 10th, 2021. In addition, while strengthening investment towards growth for the next fiscal year onwards, we have also strengthened our cost control measures which also contributed to the improvement in profits.