



Name of Listed Company: **Gurunavi, Inc.**  
 Listed Stock Exchanges: Tokyo Stock Exchange  
 Stock Code: 2440  
 Representative: Akio Sugihara, President

## Notice regarding Differences between Interim Financial Forecast and Results for the Fiscal Year ending March 31, 2023

**November 2, 2022** – Gurunavi, Inc. (the “Company”) announces differences between interim financial forecast for the fiscal year ending March 31, 2023 (April 1, 2022 to September 30, 2022), announced on August 3, 2022 and the financial results announced today.

### 1. Differences between interim forecast and financial results for the fiscal year ended March 31, 2023 (April 1, 2022 to September 30, 2022)

	Net sales	Operating loss	Ordinary loss	Net loss attributable to owners of parent	Basic loss per share
Forecast previously announced (A)	Millions of yen 5,300	Millions of yen (2,500)	Millions of yen (2,500)	Millions of yen (2,330)	Yen (43.76)
Financial results (B)	5,865	(1,609)	(1,565)	(1,405)	(26.96)
Difference (B-A)	565	890	934	924	
Rate of difference (%)	10.7	–	–	–	
(Reference) Interim results for the fiscal year ended March 31, 2022	6,105	(2,170)	(2,176)	(2,240)	(47.75)

### 2. Reasons of revision

Net sales exceeded the previous forecast, because the impact of the seventh wave of the spread of the COVID-19 such as decline in restaurants’ motivation of sales promotion and increase in cancellation and reduction in the use of the Company’s services was lower than expected and restaurant promotion services maintained a recovery trend, and orders from government agencies etc. were strong in promotion area.

In addition, expenses were lower than the previous forecast due to progress in controlling costs such as outsourcing expenses through narrowing down focus measures. As a result, each loss narrowed from the previous forecasts.

Regarding the consolidated full-year forecast, both sales and losses remain unchanged from the previous

forecasts due to lower-than-expected sales in the third quarter mainly because of the delay in the realization of results of new services, and additional expenditures for advertising and sales promotion to stimulate consumer demand of eating out and to promote the use of the Company's services in the third quarter. In addition, the Company expects to return to profit in the fourth quarter in order to generate profits in the next fiscal year and beyond, and there is no change to this assumption.