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To whom it may concern:

Company Name: GA technologies Co., Ltd.
 Representative: Ryo Higuchi, President and Chief Executive Officer
 (Code Number: 3491 Tokyo Stock Exchange-Growth)
 Contact: Satoshi Matsukawa,
 Executive Officer and Chief Accounting Officer
 (TEL: +81-3-6230-9180)

Notice of Difference Between Full-Year Earnings Forecast and Actual Results, Difference Between Individual Earnings Results and Previous Results

GA technologies Co., Ltd. ("the Company") hereby to inform that the actual results for FY2022/10 (November 1, 2021 – October 31, 2022) announced today is different from the revision of earnings forecast (International Financial Reporting Standards: IFRS) that was released on September 14, 2022 ("Notice Regarding Revision of Earnings Forecast ") as explained below:

1. Difference between full-year earnings forecasts (IFRS) and actual results

(1) FY2022/10 (November 1, 2021 - October 31, 2022)

(Unit: millions of yen)

	Revenue	EBITDA	Operating profit	Profit attributable to owners of parent	Current net profit per share (yen)
Previous forecasts (A)	110,000	5,450	850	180	5.00
Actual results (B)	113,569	5,706	1,028	395	10.98
Change (B-A)	3,569	256	178	215	5.98
% change	3.2%	4.7%	20.9%	119.4%	119.6%
Ref: prior fiscal year results (FY2021/10)	74,867	3,172	△1,114	△854	△28.40

(2) Reason for the difference

During Q4 of the current fiscal year (August 1, 2022 to October 31, 2022), compared to the assumption at the time of the previous forecast revision, the number of RENOSY members grew at the pace that exceeded the assumption at time of the previous forecast revision, due to increased awareness of RENOSY and effective customer acquisition leveraging digital marketing, in turn increasing sales in the RENOSY Marketplace and resulting in higher-than-expected sales revenues.

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In addition, gross profit, EBITDA, operating profit, and current profit attributable to owners of the parent exceeded the previous forecasts because of an improved gross profit margin resulting from the higher-than-expected revenues and various commissions improvement measures which have been implemented at RENOSY Marketplace.

The significant change in the Profit attributable to owners of parent is explained by the improved collectability of deferred tax assets as well as the lower-than-expected corporate income tax.

2. Difference between individual earnings results (Japanese GAAP) and previous results

(1) FY2022/10 (November 1, 2021 - October 31, 2022)

(Unit: millions of yen)

	Net sales	Operating profit	Ordinary profit	Net profit	Net profit per share (yen)
Prior fiscal year Results(A) (FY2021/10)	78,370	894	512	△268	△8.01
Current fiscal year results(B) (FY2022/10)	93,964	△173	△437	△375	△10.42
Change (B-A)	15,593	△1,067	△949	△106	△2.41
% change	19.9%	—	—	—	—

(2) Reason for the difference

Revenues remained robust thanks to the increased transactions in the RENOSY Marketplace resulting from the increased number of RENOSY members, which grew in line with the plan, by leveraging digital marketing and increased recognition of RENOSY.

On the other hand, in response to the enactment of the revised Real Estate Brokerage Act in May 2022 which lifted the ban on electronic contracts for real estate transactions, we have significantly increased our advertising investments in order to launch “*RESONY for Online Real Estate Transactions*” campaign and continue to increase the recognition of the service.

We also invested in new businesses (such as third-party services) related to the personnel marketing costs to increase the market share as well as those related to the RENOSY Marketplace.

As a result of these factors, operating profit, ordinary profit and net profit decreased, despite the increase in revenue compared to the previous fiscal year.