



May 11, 2023

To whom it may concern,

Company name: Atrae, Inc.  
Representative: Yoshihide Arai, President and CEO  
Stock Code: 6194 TSE Prime Market  
Contact: Hidekazu Suzuki, Director CFO

## Notice Regarding the Revision of Full-Year Consolidated Financial Forecast for the Fiscal Year Ending September 30, 2023

Atrae, Inc. (the "Company") hereby announces that the Board of Directors has resolved at a meeting held on May 11, 2023 to revise the full-year consolidated financial forecast for the fiscal year ending September 30, 2023 (October 1, 2022 to September 30, 2023), which was announced on November 11, 2022, as follows.

### 1. Revision of full-year consolidated financial forecast for FY2023 (October 1, 2022 to September 30, 2023)

	Sales	Operating Profit	Ordinary Profit	Profit attributable to owners of the parent	Earnings per Share
Previous forecast (A)	Million yen 8,150	Million yen 1,120	Million yen 1,127	Million yen 712	Yen 26.41
Revised forecast (B)	7,500	810	797	514	19.06
Variance in amount (B-A)	△650	△310	△330	△198	—
Variance in percentage (%)	△8.0	△27.7	△29.3	△27.8	—
(For reference) Results for FY2022	6,588	1,060	1,059	649	24.20

\* The Company has resolved to acquire its treasury shares at the board of directors meeting held today. The impact of the acquisition of its treasury shares is not taken into account in regard to "Earnings per Share" in the consolidated financial forecast for FY2023. Please refer to the "Notice Regarding Determination of Matters Related to the Acquisition of Treasury Shares" released today for details.

### 2. Reason for the revision

Green expects a decrease in the number of hired employees from our initial expectations due to the impact of inefficient advertising investment in Q4 of FY2022. In addition, Wevox has been affected by the postponement of large deals and churn of some companies, and we have determined that it is necessary to reflect the impact of these factors. The Company intends to manage the businesses to return to a growth trajectory as soon as possible by performing cost reductions in new businesses to concentrate on Green and Wevox. As a result of the above, the

Company has revised downward its full-year consolidated financial forecast for the fiscal year ending September 30, 2023.

- Notes: 1. Forward-looking statements, including the financial forecasts stated in this material, are based on information currently available to the Company and certain assumptions deemed reasonable. Results may differ materially from the financial forecasts due to various factors.
2. This is an English translation of the captioned release. This translation is prepared and provided for the purpose of the reader's convenience. All readers are recommended to refer to the original version in Japanese of the release for complete information.