



November 9, 2023

Company name CrowdWorks, Inc.
Representative Koichiro Yoshida
President and CEO
(TSE Growth Code: 3900)
Contact Takatsugu Tsukii
Director

Notice of Difference between Consolidated Financial Results and Actual Results for the Previous Fiscal Year

We are announcing our consolidated financial results for the fiscal year ending September 30, 2023 (October 1, 2022 to September 30, 2023), as there is a difference between the results of the previous fiscal year (October 1, 2021 to September 30, 2022) and the results of the current fiscal year (October 1, 2021 to September 30, 2022) as follows.

1. Difference between consolidated results for the fiscal year ending September 30, 2023 and actual results for the previous fiscal year.

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent	Net income per share
	Million yen	Million yen	Million yen	Million yen	yen
Results for FY2022 (A)	10,574	932	946	802	52.60
Results for FY2023 (B)	13,210	1,153	1,238	1,096	71.23
Increase (B-A)	2,636	220	291	293	18.63
Ratio of increase (%)	24.9%	23.7%	30.8%	36.6%	35.4%

2. Reason for Difference

Our platform model is the only business model in the industry that enables both direct matching and specialized human resources matching through the agent model. In addition, we have built a highly profitable business foundation through the productivity improvement model that we have been promoting for the past four fiscal years.

Also, amid the increasing mobility of human resources in a declining workforce, both the core business of online human resources matching and the SaaS business, which improves corporate productivity, have grown steadily.

These factors resulted in a significant increase in net sales and profits at each stage over the previous fiscal year.