

November 14, 2023

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Chief Executive Officer: Kosuke Kiyokawa

(Stock code: 7059, TSE Prime, NSE Premier)

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Notice Regarding the Difference Between Consolidated Forecasts and Actual Results for the Six Months Ended September 30, 2023, and the Revision of Consolidated Forecasts for the Fiscal Year Ending March 31, 2024

The Company announced the second quarter (cumulative) earnings forecast for FYE2024 on May 15, 2023. Since there was a difference in the actual results announced today, we have revised our consolidated earnings forecast for the full FYE2024 based on these actual results.

1. Difference between the consolidated forecasts for the six months ended September 30, 2023 and actual results (April 1, 2023 – September 30, 2023)

(Millions of yen, except Earnings per share)

	Net Sales	Operating Profit	Ordinary Profit	Profit attributable to owners of parent	Earnings per share (yen)
Previous forecast (A)	11,203	495	565	316	16.91
Actual results (B)	11,137	737	810	510	27.27
Change (B-A)	-65	242	245	194	
Percentage change (%)	-0.6	48.9	43.5	61.4	
(Reference) Consolidated results for the 1H of the previous FYE2023	8,670	469	472	280	15.10

(Note) On October 1, 2023, the Company conducted a stock split at a ratio of two shares per common stock. Quarterly net profit per share is calculated assuming that the stock split was conducted at the beginning of the previous fiscal year.

2. Revision of the consolidated forecasts for the full FYE March 31, 2024 (April 1, 2023 – March 31, 2024)

(Millions of yen, except Earnings per share)

	Net Sales	Operating Profit	Ordinary Profit	Profit attributable to owners of parent	Earnings per share (yen)
Previous forecast (A)	24,298	1,800	1,870	1,167	62.30
Revised forecast (B)	24,298	2,042	2,115	1,361	72.35
Change (B-A)	—	242	245	194	
Percentage change (%)	—	13.4	13.1	16.6	
(Reference) Consolidated results for the previous FYE2023	18,791	1,321	1,324	864	46.55

(Note) On October 1, 2023, the Company conducted a stock split at a ratio of two shares per common stock. Quarterly net profit per share is calculated assuming that the stock split was conducted at the beginning of the previous fiscal year.

3. Reasons for difference and revision

(1) First half (cumulative) consolidated results

Regarding consolidated sales, although the number of resignations increased due to some mismatches in assignments, the number of construction technicians recruited exceeded initial expectations, and consolidated sales were generally in line with the initial forecast due to a rise in the number of people working in system engineering services (SES). In terms of profits, we are working to improve profitability over the medium-term, and operating profit and each level of profit exceeded our initial forecasts because we have achieved results such as a reduction in back-office personnel expenses.

(2) Consolidated earnings forecast for the full fiscal year

Regarding the full-year consolidated earnings forecast for FYE2024, demand will continue to be strong in the third quarter and beyond, and we expect to continue to control selling, general and administrative expenses. However, to securely capture the expanding demand due to the application of upper limits on overtime work in the construction industry from April 2024, we plan to flexibly allocate recruiting cost and other expenses to secure as many engineers as possible who are the foundation of business growth. The consolidated earnings forecast for the second half of the year remains unchanged from the initial forecast, and the portion exceeding the forecast for the first half has been revised upward.

* Statements related to business forecasts contained in this document are based on information currently available and certain assumptions considered to be reasonable. Actual results may differ significantly due to various factors

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