



MEMBERSHIP

February 14, 2024

To whom it may concern

Company AnyMind Group Inc.  
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 Director and CEO  
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## Notice Regarding the Difference Between Consolidated Earnings Forecasts and Actual Results, and Recording of Income Tax (Gain) Deferred

AnyMind Group Inc. (the “Company”) hereby announces the difference between the consolidated earnings forecast for the fiscal year ending December 31, 2023 (January 31, 2023 to December 31, 2023) released on September 25, 2023, and the actual results announced today, as follows:

### 1. Difference Between the Consolidated Earnings Forecast and Actual Results for the Year Ending December 31, 2023 (January 1, 2023 - December 31, 2023)

Consolidated Financials	Revenue (Million yen)	Gross profit (Million yen)	Operating profit (Million yen)	Profit before income taxes (Million yen)	Net income attributable to owners of the parent (Million yen)	Basic earnings per share attributable to owners of the parent (Yen)
Latest forecast (A)	33,293	12,165	481	450	227	3.96
Actual results (B)	33,460	12,699	747	628	559	9.73
Change (B-A)	166	533	265	177	332	—
Percentage change (%)	0.5	4.4	55.2	39.5	146.2	—
(Reference) Previous year’s results (Fiscal year ended December 31, 2022)	24,790	9,291	30	326	239	4.46

### 2. Reasons for the Revision

In the fiscal year 2023, all business segments of the Marketing, D2C/EC, and Partner Growth businesses achieved solid growth, resulting in revenue slightly exceeding the latest announced forecasts. In addition, due to the gross profit margin in the marketing business increased, the gross profit exceeded the latest announced forecasts.

This document is the English translation of the original release in Japanese. In the event of any discrepancy, the original release in Japanese shall prevail.

Additionally, the Company's parallel efforts to invest in growth and enhance productivity have resulted in increased profits, exceeding the latest announced forecast. Furthermore, due to the recording of an income tax adjustment of -87 million yen (- as income) as described in 3 below, net income attributable to owners of the parent company was significantly higher than the latest announced forecasts.

### 3. Recording of Income Tax (Gain) Deferred

As a result of careful consideration of the recoverability of deferred tax assets in light of future business prospects, the Company has decided to record deferred tax assets of domestic subsidiaries and recorded deferred income taxes of -87 million yen (- as the income) for the fiscal year ending December 31, 2023.