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Notice of Revisions to Consolidated Business Forecasts

Based on our recent trend of performance, we have decided to revise consolidated full-year business forecasts for the fiscal year ending December 31, 2025 announced on February 14, 2025 as follows.

1. Revisions to Forecasts

(1) Revisions to the FY2025 Full-year Results Forecast

	Net sales	Operating Profit	Ordinary Profit	Profit attributable to owners of parent	(Unit: million yen)
Previous forecasts (A)	19,491	2,300	2,283	1,356	5.99 yen
Revised forecasts (B)	18,823	2,809	2,790	1,500	6.63 yen
Change (B-A)	(668)	508	506	143	
Rate of changes (%)	(3.4)	22.1	22.2	10.6	
(Reference) Previous Results (FY12/24)	15,630	1,200	1,187	655	2.90 yen

(2) Reason for the amendment

For the full-year ending December 2025, we expect operating profit to be ¥508 million and ordinary profit to be ¥506 million higher than previously published figures. gross profit margin, an indicator of profitability, improved from 69.7% to 72.6%, and operating profit margin improved from 11.8% to 14.9%.

Net sales is expected to fall short of the ¥668 million target, and the breakdown by segment is as follows.

In BtoB-PF FOOD Business, net sales of the number of new contracts by buying companies and their stores and vendors in a wide range of BtoB Platform Ordering food-related businesses is expected to steadily increase above the forecast. However, the system usage fees from vendors for pay-as-you-go fees are expected to fall slightly below the somewhat aggressive plan, and BtoB-PF FOOD Business as a whole is expected to fall below the forecast of ¥116 million.

In BtoB-PF ES Business, net sales business is expected to continue to see an increase in the number of new fee-based BtoB Platform Invoicing subscribers and steady progress in operation (digitization of invoices). However, BtoB-PF ES Business as a whole is expected to fall short of the planned level of ¥552 million.

Cost of sales is expected to fall short of the ¥761 million forecast, mainly due to the anticipated non-accrual of change cost commissions in accordance with net sales in BtoB Platform Invoicing of BtoB-PF ES Business.

From the above, gross profit is expected to exceed the forecast for both businesses, as net sales is expected to fall short of the forecast, compensating for the non-occurrence of cost of sales.

Selling expenses and general and administrative expenses are expected to fall below the ¥416 million forecast mainly due to the conservatively planned personnel expenses and commission expenses, etc. that have not yet occurred.

Based on the above, the figures for operating profit and ordinary profit are expected to exceed those previously announced.

Profit attributable to owners of parent is conservatively estimated considering the possibility of recording impairment losses for our intangible assets (mainly software).

2. Revision of the Dividend Forecast

There is no change in the dividend forecast at the end of the fiscal year ended December 31, 2025 due to the revision of this earnings forecast. We will announce again when we finalize the information necessary for the determination of dividends, such as the future performance.

(NOTE)The above forecasts are based on information available as of the date of this announcement. Actual results may differ from the forecasts due to various factors in the future.

(Reference) Consolidated Forecast for the Fiscal Year Ending December 31, 2025 (vs. Forecast)
(From January 1, 2025 to December 31, 2025) (Unit: million yen)

	FY12/25 Full-Year		
	Previous forecasts	Revised forecasts	Diff
【Net sales】	19,491	18,823	-668
BtoB-PF FOOD	12,054	11,938	-116
BtoB-PF ES	7,437	6,885	-552
【Cost of sales】	5,913	5,152	-761
BtoB-PF FOOD	2,793	2,641	-152
BtoB-PF ES	3,119	2,510	-609
【Gross Profit】	13,578	13,671	92
BtoB-PF FOOD	9,260	9,296	35
BtoB-PF ES	4,317	4,374	57
【SG&A】	11,278	10,862	-416
BtoB-PF FOOD	6,968	6,573	-394
BtoB-PF ES	4,309	4,288	-21
【Operating Profit】	2,300	2,809	508
BtoB-PF FOOD	2,292	2,722	430
BtoB-PF ES	7	86	78
【Ordinary Profit】	2,283	2,790	506
【Profit attributable to owners of parent】	1,356	1,500	143

Gross profit margin	69.7%	72.6%	3.0pt
BtoB-PF FOOD	76.8%	77.9%	1.0pt
BtoB-PF ES	58.1%	63.5%	5.5pt
Operating Profit Margin	11.8%	14.9%	3.1pt
BtoB-PF FOOD	19.0%	22.8%	3.8pt
BtoB-PF ES	0.1%	1.3%	1.1pt
Ordinary Profit Margin	11.7%	14.8%	3.1pt