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For immediate release



Name of Listed Company:	<b>Gurunavi, Inc.</b>
Listed Stock Exchanges:	Tokyo Stock Exchange
Stock Code:	2440
Representative:	Akio Sugihara, President

## **Notice Regarding Differences between Interim Business Forecast and Financial Results for the Fiscal Year ending March 31, 2026**

**November 5, 2025** – Gurunavi, Inc. (the “Company”) announces differences between interim business forecast for the fiscal year ending March 31, 2026 (April 1, 2025 to September 30, 2025), announced on May 9, 2025 and the financial results announced today.

### **1. Differences between interim forecast and financial results for the fiscal year ended March 31, 2026 (April 1, 2025 to September 30, 2025)**

	Net sales	Operating income	Ordinary income	Net income attributable to owners of parent	Basic income per share
Forecast previously announced (A)	Millions of yen 6,520	Millions of yen 60	Millions of yen 22	Millions of yen 49	Yen 0.87
Financial results (B)	6,374	105	101	128	2.28
Difference (B-A)	(145)	45	79	79	
Rate of difference (%)	(2.2)	75.0	360.1	163.3	
(Reference) Interim results for the fiscal year ended March 31, 2025	5,978	278	266	247	3.43

### **2. Reasons for differences**

Net sales fell below the previously announced forecast. In the Restaurant promotional services, this was mainly due to Spot services sales being below the plan, despite Cumulative retained services sales, which is the core service, progressing generally in line with the plan. The factors contributing to the lower-than-expected Spot services sales are as follows:

- Sales activities focused on securing contracts for the Cumulative retained services model, with an emphasis on providing year-round accompanied support.
- Commission fees based on the number of customers seated via online reservations were below the initial assumptions.

Conversely, expenses were lower than the plan. The main factors for this were:

- A decrease in point-related costs for online reservations, which was commensurate with the lower-than-planned commission fees from online reservations.
- Advertising costs were kept below the plan due to investments made with due consideration to their effectiveness.

As a result of the foregoing, operating income exceeded the previously announced forecast. In addition to this, Ordinary income and Net income attributable to owners of the parent for the interim period also exceeded the previous forecast, due to factors such as Non-operating income being higher than anticipated.

Furthermore, from the third quarter onwards, the Company will implement measures aimed at both the expansion of Cumulative retained services sales and the recovery of Spot services sales. These measures include: shifting our sales strategy to flexibly propose spot services in addition to proposing cumulative retained services in sales activities; and promoting repeat reservations by Rakuten ID connected members through the "Party Planner Rank System" for the year-end, New Year, and welcome/farewell party seasons, a program that incorporates initiatives such as the expansion of bookable restaurants and the enrichment of site information on the online reservation system, as well as collaboration with the "Rakuten Card Premium Program."

Based on these expected flexible additional investments in these measures, the full-year consolidated business forecast will remain unchanged from the previously announced forecast.