

Disclaimer: This document is an English translation of the original Japanese language document and has been prepared solely for reference purposes. In the event of any discrepancy between this English translation and the original Japanese language document, the original Japanese language document shall prevail in all respects.



September 9, 2021

Company name: Visional, Inc.  
 Representative: Soichiro Minami, Representative Director  
 and CEO  
 (Code number: 4194 TSE-Mothers)  
 Contact: Risako Suefuji, Executive Officer, CFO and CAO  
 (TEL: +81-3-4540-6200)

### Notice Regarding Revision of Consolidated Earnings Forecast

At a meeting of its Board of Directors held on September 9, 2021, the Company decided to revise its consolidated earnings forecast for the fiscal year ending July 31, 2021 (August 1, 2020 to July 31, 2021), which was disclosed on April 22, 2021, in light of recent trends in its business performance, as follows.

#### 1. Revision of the consolidated earnings forecast for the current fiscal year (August 1, 2020 to July 31, 2021)

	Net sales	Operating profit	Ordinary Profit	Profit attributable to owners of parent	Basic earnings per share
Forecast made on April 22, 2021 (A)	Millions of Yen 26,700	Millions of Yen 960	Millions of Yen 840	Millions of Yen 390	Yen 11.92
Revised Forecast (B)	28,698	2,368	2,274	1,420	43.37
Difference (B-A)	1,998	1,408	1,434	1,030	—
Difference (%)	7.5	146.7	170.8	264.3	—
Reference: Previous year's actual results (FY2020/7)	25,879	2,186	2,254	4,658	163.08

#### 2. Reason for the revision

With regard to the consolidated business forecast for the fiscal year ending July 31, 2021, it has been difficult to forecast due to the continuing uncertain economic situation caused by the re-issuing of state of emergency declarations in response to the COVID-19 pandemic. Against this backdrop, consolidated net sales are expected to exceed the initial forecast due to the strong performance of the BizReach business as the professional hiring market showed a strong recovery earlier than expected.

In addition, expenses are expected to exceed the previous forecast due to the intensive implementation of advertising in the fourth quarter of the fiscal year ending July 31, 2021, with the aim of achieving sales growth in the next fiscal year. However, consolidated operating income, consolidated ordinary income, and net income attributable to shareholders of the parent company are expected to exceed the previous forecasts, respectively, as the growth in consolidated sales outweighs the increase in expenses. In light of these circumstances, we have revised our full-year consolidated earnings forecast figures as above.

(Note) The above forecasts are calculated based on information available as of the date of announcement of this document, and actual results may differ from the forecasts due to various factors.

End