

November 14, 2022

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(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, 2022, and the Revision of Consolidated Forecasts for the Fiscal Year Ending March 31, 2023

The Company announced the second quarter (cumulative) earnings forecast for FYE2023 on May 13, 2022. Since there was a difference in the actual results announced today, we have revised our consolidated earnings forecast for the full FYE2023 based on these actual results.

1. Difference between the consolidated forecasts for the six months ended September 30, 2022 and actual results (April 1, 2022 – September 30, 2022)

(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)	8,144	289	290	158	17.02
Actual results (B)	8,670	469	472	280	30.20
Change (B-A)	526	180	181	122	
Percentage change (%)	6.5	62.2	62.7	77.2	
(Reference) Consolidated results for the 1H of the previous FY (1H of FYE2022)	7,402	632	630	328	34.38

2. Revision of the consolidated forecasts for the full FYE March 31, 2023 (April 1, 2022 – March 31, 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)	17,854	1,024	1,024	604	65.05
Revised forecast (B)	18,380	1,204	1,206	727	78.29
Change (B-A)	526	180	181	122	
Percentage change (%)	2.9	17.6	17.8	20.2	
(Reference) Results for the previous fiscal year FYE2022	15,589	1,621	1,619	962	102.12

3. Reasons for difference and revision

(1) First half (cumulative) consolidated results

In the first six months of FYE2023, mainly in the construction technician dispatching business, the retention rate increased due to the strengthening of our following up with the technicians, such as regular visits, and the preferential switching of assignments to major client companies which are expected to have a high contract continuation rate. As a result, consolidated sales exceeded the initial forecast due to an increase in the number of technical employees working. In terms of profits, while we increased the recruiting costs for engineers and technicians as an upfront investment, due to holding costs down company-wide, operating profit and each level of profit exceeded our initial forecast.

(2) Consolidated earnings forecast for the full fiscal year

Regarding the full-year consolidated earnings forecast for FYE2023, while demand is expected to remain firm in the third quarter and beyond, on the other hand, in addition to concerns about the impact on securing human resources from the tightening of labor market conditions, uncertainty remains about the impact on the economy from global inflation and the resurgence of the novel coronavirus infection. As a result, the consolidated earnings forecast for the cumulative second half of the fiscal 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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