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Notice of Revision to Full-year Business Forecasts

The Company hereby announces that, based on a review of recent business trends, the Company revised its full-year business forecasts for the fiscal year ended December 31, 2020, which were announced on July 31, 2020, as follows.

1. Revision of full-year business forecasts

(1) Revised full-year consolidated business forecasts for the fiscal year ended December 31, 2020
(January 1, 2020 to December 31, 2020)

(Unit: million yen)

	Net sales	Operating income	Ordinary income	Net income attributable to owners of parent	Net income per share
Previous forecasts (A)	8,670	1,135	1,110	744	3.26
Revised forecasts (B)	8,777	1,474	1,460	956	4.18
Change (B-A)	107	339	351	211	
Rate of changes (%)	1.2	29.9	31.7	28.5	
(Reference) Previous Results (FY12/19)	8,540	2,469	2,460	1,694	7.41

(2) Reasons for the revision

In the full-year business forecasts announced on July 31, 2020, we estimated that the effects of COVID-19 would not end in the short term and that the amount of foodstuffs purchased by restaurants using “B2B-PF Ordering” in the “B2B-PF Food Business” would continue to decline year-on-year. However, at the start of the third quarter, the amount of foodstuffs purchased has exceeded the level we had anticipated, and sales from system usage fees, etc. by companies such as food wholesalers (selecting the pay-for-use model), which are business partners of restaurants using our system, increased. Therefore, net sales are expected to exceed the previous forecast.

In terms of profits, we have also revised our forecasts as it expects to exceed the previous forecast due to a decrease in cost of sales (data center expenses and software amortization expenses) and SG&A expenses (travel expenses due to self-restraint on domestic business trips, etc.).

2. Dividend Forecast

There will be no change to the year-end dividend forecasts due to this revision of the business forecasts.

(Note) The above business forecasts have been prepared based on the information available as of the date of this announcement, and actual results may differ from these forecasts due to various factors.