



November 13, 2024

To whom it may concern,

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### **Notice of the Revision to the Earnings Forecast**

We hereby announce that our company, at the meeting of the Board of Directors held on November 13, 2024, decided to revise the consolidated earnings forecast for FY 12/2024, which was announced on February 13, 2024, considering recent business performance.

#### 1. Revision to the consolidated earnings forecast for FY 12/2024 (January 1, 2024 to December 31, 2024)

	Net sales	Operating profit	Ordinary profit	Profit attributable to the owners of parent	Profit per share
Previous forecast (A)	Million yen 20,856	Million yen 2,398	Million yen 2,399	Million yen 1,646	Yen 96.79
Revised forecast (B)	19,100	2,000	2,017	1,333	77.94
Change (B - A)	-1,756	-398	-381	-313	-
% change	-8.4	-16.6	-15.9	-19.0	-
(Reference) Previous results (FY 12/2023)	15,921	1,744	1,765	1,303	76.59

#### 2. Reason for revision

Sales and profit both increased year-on-year in Q3 of FY 12/2024. However, they were below our

plans.

The major factors of failing to achieve the planned sales are that management spent much time in internal control following the expansion of our organization in support for DX and did not spare enough time to marketing activities, which led to a considerable decrease in the number of new lead customers compared with the plans, and support for the introduction of large-scale ERP was not fully conducted in this fiscal year. Meanwhile, such factors in terms of profit are that sales did not increase as planned and due to such factors as an increase in man-hours and personnel expenses needed for service enhancement and structural improvement by inviting experts at the time of starting the ERP domain (such increase led to some less profitable projects) and a consolidation of new subsidiaries.

As for net sales of support for staffing of IT personnel, we were not able to cover a decrease of order placement from some existing large clients by other projects and, in particular, we struggled to receive orders for the infrastructure domain due to a delay in organizing a marketing structure. In terms of profit, net sales did not increase as we planned. These factors are the reason of a failure to achieve the plans.

After reviewing the full-year plan while considering these circumstances, we judged that net sales and profit are highly likely to fall below the consolidated earnings forecast, so we decided to revise it as mentioned above.

(Note) The above earnings forecast was prepared based on information currently available and certain assumptions deemed reasonable. Accordingly, actual results may differ from the forecast owing to various factors.