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For immediate release

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### Announcement of Financial Forecast Revision

kaonavi, inc. (the “Company”) has revised the financial forecast for the fiscal year ending March 31, 2025, which was announced on May 13, 2024, as follows.

#### 1. Revision of full-year forecast for the fiscal year ending March 31, 2025 (April 1, 2024–March 31, 2025)

	Net sales	Adjusted operating profit	Operating profit	Ordinary profit	Profit attributable to owners of parent	Earnings per share
Previously announced forecast (A)	Million yen 9,420 ~ 9,560	Million yen —	Million yen —	Million yen —	Million yen —	Yen —
Revised forecast (B)	9,490	560	470	240	250	21.54
Change (B-A)	(70) ~ 70	—	—	—	—	
Change (%)	(0.7) ~ 0.7	—	—	—	—	
Previous year result (Fiscal year ended March 31, 2024)	7,625	814	679	675	699	60.27

NOTE: Adjusted operating profit = Operating profit + Stock-based compensation expenses + Amortization of goodwill by acquisition + Other one-time costs

#### 2. Reasons for the revision

Subscription revenue is expected to be within the range of the previous announcement, as our leading KPIs have progressed as planned. Support revenue primarily from initial settings and paid assistance is also expected to be within the forecasted range, considering the development of order intake.

Subscription revenue: (Previously announced) 8,465 ~ 8,565 million yen, (Revised) 8,530 million yen (+26.9% YoY)

Support revenue : (Previously announced) 955 ~ 995 million yen, (Revised) 960 million yen (+6.3% YoY)

We have not disclosed specific figures for each forecasted profit, including adjusted operating profit, as it is necessary to make flexible investment decisions depending on the performance of our new businesses at the start. However, we now disclose the forecasted figures with elevated scrutiny based on the past three quarters’ results and the outlook for the fourth quarter. A drop in profit compared to the previous year is projected due to an increase in development and marketing expenses associated with launching the new products, as well as an increase in personnel expenses to strengthen the organizational structure.

NOTE: The forecasts above are based on the information currently available to the Company. Actual results may differ depending on various factors.