



First Section of the Tokyo Stock Exchange
May 13, 2021

To All Concerned Parties

Company Name: en Japan Inc. (Code: 4849)
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Notice of Differences Between Forecasts for Consolidated Operating Results and Actual Results and Differences Between Non-consolidated Operating Results and Prior-Period Results

en Japan Inc. hereby announces the differences between the forecasts for the full-year consolidated operating results for the fiscal year ended March 31, 2021 announced on November 12, 2020 and the actual results announced today. The details are as follows.

Although the Company does not disclose forecasts for non-consolidated operating results, it hereby announces the differences between non-consolidated operating results for the fiscal year ended March 31, 2021 and results for the prior period as well.

1. Differences between consolidated operating results forecasts and actual results for the fiscal year ending March 2021. (from April 1, 2020 to March 31, 2021)

(Unit: millions of yen, %)

	Net sales	Operating income	Ordinary income	Profit attributable to owners of parent	Earnings per share
Forecast previously announced on November 12, 2020 (A)	41,543	6,129	6,261	3,741	83.55 yen
Actual results (B)	42,725	7,771	7,939	3,502	78.19 yen
Change (B – A)	1,182	1,642	1,677	△239	
Change (%)	2.8	26.8	26.8	△6.4	
(Reference) Previous period results (Fiscal year ended March 2020)	56,848	11,005	11,057	7,125	156.23 yen

Reason for differences

Net sales in the consolidated operating results for the full year exceeded the plan primarily in the Domestic Job Board, to amount to 42,725 million yen, 2.8% above the plan.

Operating income and ordinary income totaled 7,771 million yen, 26.8% above the plan, and 7,939 million yen, 26.8% above the plan, respectively. This was because selling, general and administrative expenses, including advertising expenses, stayed below the plan while net sales exceeded the plan.

Profit attributable to owners of parent amounted to 3,502 million yen, 6.4% below the plan. This was due to the recording of loss on valuation of investment securities of unlisted stocks, although ordinary income exceeded the plan.

2. Differences between the full-year non-consolidated operating results for the fiscal year ended March 31, 2021 and prior-period results (from April 1, 2020 to March 31, 2021)

(Unit: millions of yen, %)

	Net sales	Operating income	Ordinary income	Profit	Earnings per share
Previous period results (Fiscal year ended March 2020) (A)	37,852	9,716	9,748	6,503	142.59 yen
Actual results (B)	26,919	6,792	6,763	3,082	68.83 yen
Change (B – A)	△10,933	△2,924	△2,984	△3,420	
Change (%)	△28.9	△30.1	△30.6	△52.6	

Reason for differences

Net sales in the non-consolidated operating results declined 28.9% year on year to 26,919 million yen. They were impacted considerably by weaker hiring demand from client companies as a result of the spread of COVID-19.

Operating income and ordinary income decreased 30.1% to 6,792 million yen and 30.6% to 6,763 million yen, respectively. This was a result of efforts to reduce advertising expenses which are variable costs and actively control outsourcing expenses in line with a decrease in the number of job postings.

In addition to lower ordinary income, the Company recorded an impairment loss on non-current assets such as buildings due to the decision to cancel office space contracts and a loss on valuation of investment securities for unlisted stocks. As a result, profit decreased 52.6% year on year to 3,082 million yen.

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