



May 12, 2022

To All Concerned Parties

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(Code: 4849, Prime Section of the
Tokyo Stock Exchange)
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Notice of differences between the full-year non-consolidated operating results and prior-period results

en Japan Inc. hereby announces the differences between non-consolidated operating results for the fiscal year ended March 31, 2022. The details are as follows.

1. Differences between the full-year non-consolidated operating results for the fiscal year ended March 31, 2022 and prior-period results (from April 1, 2021 to March 31, 2022)

(Unit: millions of yen, %)

	Net sales	Operating income	Ordinary income	Profit	Earnings per share
Previous period results (Fiscal year ended March 2021) (A)	26,919	6,792	6,763	3,082	68.83 yen
Actual results (Fiscal year ended March 2022) (B)	35,281	7,393	10,292	7,341	163.61 yen
Change (B – A)	8,362	601	3,529	4,259	—
Change (%)	31.1	8.8	52.2	138.2	—

Reason for differences

Recruitment demand from companies declined significantly in the previous term due to the impact of COVID-19.

The number of companies resuming recruitment activities mainly in the area of full-time employees increased and there was a significant increase in revenues focused on job sites in this term. Therefore, net sales were up 31.1% year-on-year to 35,281 million yen.

The Company proactively invested in advertising expenses as up-front investment in job-seeker acquisition and its priority businesses of engage and AMBI due to the recovery in job demand. Nevertheless, this was absorbed by the increase in revenues. Accordingly, operating income was up 8.8% year-on-year to 7,393 million yen.

Ordinary income was up on year-on-year 52.2% to 10,292 million yen. That was due to the receipt of 2,400 million yen in dividends from consolidated subsidiaries.

Net income was up 138.2% to 7,341 million yen. That was because of the increase in ordinary income and a decrease in extraordinary losses in this term compared to the previous term.

End