

(To whom it may concern,)

January 27, 2021

Company name: Quest Co.,Ltd.

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President and Chief Executive Officer

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# Notice of the forecast of the Financial Results and Dividends for FY2020

Please be informed that we have revised up the financial results forecast for the FY2020 (April 1, 2020 through March 31, 2021 and FY2020 dividends forecast from the previous forecast issued on May 14, 2020, in consideration of the recent performance trend, with the decision of the board meeting held today.

#### 1. Revision of the financial results forecast

# (1) Revision of the forecast of non-consolidated financial results for the FY2020(April 1, 2020 - March 31, 2021)

	Net sales	Operating profit	Ordinary profit	Net profit	Earnings per share
	million yen	million yen	million yen	million yen	yen
Previous forecast (A)	10,521	742	772	533	103.01
Current revision (B)	11,123	863	901	624	120.43
Change (B-A)	602	121	129	91	_
Change rate (%)	5.7	16.3	16.7	17.1	_
(Reference) Previous year result (Year ending March 2020)	10,314	736	768	342	66.17

### (2) Reason for the revision of FY2020 forecasts

In the announcement of FY2020 forecasts issued on May 14,2020 under the uncertainty of the future due to the spread of COVID-19 infection, we expected the slow-down of the orders from the customers, coming from restraining investments due to the worsening business performance of customers and delaying the order of new system projects due to the difficulty of face-to-face sales activities.

However, we have improved the situation through reinforcing a customer support, expanding the new proposals to the customers, carrying out the contract order steadily and concentrating our business resources in the highly demanded field like the cloud services, the telework and the internet business. As a result of these activity, our performance keeps favorable compared to the last announcement of the forecasts.

As for the net sales, in the system development business, the orders from customers in the electronics and financial sector increased and the solution business such as digital workplaces, RPA and ERP also expanded. In the maintenance and operation business, sales of the cloud services and the security services to the customers in the electronics, financial and public service sector increased.

Regarding the profits, operating income, ordinary income, and net income for the current fiscal year are expected to exceed the initial forecast due to the afore mentioned increase in sales and business improvement activities, etc.

Therefore, we have revised our financial results forecast as described above.

(Note) The above forecasts have been prepared based on information currently available to our company, and actual results may differ from these forecasts due to several factors.

#### 2. Revision of dividends forecast

### (1) Revision

1) Revision							
	Annual Dividends per share						
	End of the second quarter	End of the term	Annual				
Previous forecast		Yen 35.00	Yen 35.00				
Current revision		38.00	38.00				
Current year actual	0.00						
Previous year (Year ended March 2020)	0.00	35.00	35.00				

## (2) Reason for the revision of FY2020 dividends forecast

We recognize that sharing the profits to shareholders is a significant management matter.

Accordingly, we have established a corporate structure that can flexibly respond to changes in the business environment and have strengthened our earnings base.

Our basic policy is to distribute a continuous and stable return to shareholders, while properly maintaining a balance with retained earnings and active business development.

In consideration of the above policy and revisions to the earnings forecast, we have revised our year-end dividend forecast for the fiscal year ending March 31, 2021, to 38.00 yen per share, an increase of 3 yen per share from the previous forecast of 35.00 yen per share.