

(To whom it may concern,)

Company name: Quest Co.,Ltd.

Representative: Representative Director Akio Oka

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(JASDAQ Code: 2332)

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Notice of the forecast of the Financial Results for FY2021

Please be informed that the difference between the forecast and actual results for the first half of the fiscal year ending March 31, 2022, which was announced on July 26, 2021.

The Company also announces that it has decided to revise its full-year earnings forecasts for the fiscal year ending March 31, 2022, based on recent business trends, as follows.

$1. \ Difference \ between \ the \ forecast \ of \ financial \ results \ for \ the \ First \ half \ of \ the \ FY2021 \ and \ actual \ results.$

(April 1, 2021 - September 30, 2021)

(11pm 1, 2021 September 30, 2021)								
	Net sales	Operating profit	Ordinary profit	Net profit	Earnings per share				
	million yen	million yen	million yen	million yen	yen				
Previous forecast (A)	5,735	346	365	250	48.20				
Actual results (B)	5,759	447	472	328	63.28				
Change (B-A)	24	101	107	78	_				
Change rate (%)	0.4	29.4	29.3	31.3	_				
(Reference) Previous year result	5,277	379	398	273	52.86				

2. Revision of the forecast of financial results for the FY2021 (April 1, 2021 - March 31, 2022)

Revision of the forecast of financial results for the F 12021 (April 1, 2021 - Watch 31, 2022)						
	Net sales	Operating profit	Ordinary profit	Net profit	Earnings per share	
	million yen	million yen	million yen	million yen	yen	
Previous forecast (A)	11,815	752	789	540	104.10	
Current revision (B)	11,860	888	932	646	124.55	
Change (B-A)	45	136	143	106	_	
Change rate (%)	0.4	18.1	18.1	19.6	_	
(Reference) Previous year result	11,181	879	917	636	122.77	

3. Difference and reason for revision

In the first half of the fiscal year under review, sales expanded mainly to existing customers in the semiconductor, financial, and electronics field (excluding semiconductors). In terms of profits, operating income, ordinary income, and net income all exceeded the forecasts due to the effects of increased sales and business improvement activities.

For the full fiscal year ending March 31, 2022, based on the business results through the second quarter (cumulative), we have revised upward our forecasts for net sales, operating income, ordinary income, and net income to 11,860 million yen, 888 million yen, 932 million yen, and 646 million yen, respectively.

As vaccination against the new coronavirus accelerates and economic activity is expected to recover and show signs of normalization, DX is expected to accelerate, triggered by cloud computing and digitalization, in addition to increased investment in infrastructure development due to customers' telework environments and BCP measures. On the other hand, if the business conditions of client companies worsen due to the effects of the semiconductor supply-demand balance problem and rising raw material and purchase prices caused by the yen's weakening, it is expected to affect the acquisition of new orders and depress IT investment in our customers.

We will continue to focus on investments to achieve the plan for the current fiscal year and achieve sustainable growth by further strengthening cooperation with our customers, expanding sales, improving profit margins through operational improvements, etc., and reducing expenses, while steadily implementing investments toward the goals set forth in our medium- to long-term vision "Quest Vision 2030.

(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.