



January 28, 2021

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Notice of Results Forecast Revisions

Oisix ra daichi inc. (hereinafter the “Company”) announces that it has revised its consolidated earnings forecast for the fiscal year ending March 31, 2021 (April 1, 2020 to March 31, 2021) announced on October 22, 2020 in light of recent performance trends.

1. Results Forecast Revisions

Forecast of Consolidated Financial Results for the Fiscal Year Ending March 31, 2021
 (April 1, 2020 to March 31, 2021)

	Net sale	Operating income	EBITDA	Profit attributable to owners of parent	Net income per share *1
	Million yen	Million yen	Million yen	Million yen	Yen
Previously announced forecast (A)	90,000	5,000	6,400	2,500	66.10
Revised forecast (B)	97,500	6,500	8,000	4,000	105.76
Change (B-A)	7,500	1,500	1,600	1,500	
Rate of changes (%)	8.3	30.0	25.0	60.0	
(Reference) Results for the previous fiscal year (Fiscal year ended March 31, 2020)	71,040	2,467	3,595	790	23.19

*1) Net income per share is calculated from the average number of shares during the period as of the end of the 3Q.

2. Reasons for revision of forecast

Regarding the forecast of Consolidated Financial Results for the Fiscal Year Ending March 31, 2021, announced on October 22, 2020, the company have assumed that the spread of the COVID-19 infection will gradually converge from the fall of 2020. However, the first 3 quarters of the fiscal year under review, the demand for food delivery services has continued to increase from the previous forecast due to the effects of the outbreak of the third wave of COVID-19 infectious.

In regard to our business, the number of subscribers and ARPU (Average Monthly Revenue Per User) of the home delivery businesses are increased due to the impact of increased the demand. As a result, the sales are expected to exceed the previously announced forecast.

Further, the profits are also expected to exceed the previously announced forecast due to the increased sales, and improved distribution and delivery cost efficiency by increased ARPU.

With above situation considered, the company will revise the forecast for current consolidated fiscal year (the fiscal year ending March 31 ,2021) as described above.

(Note) The forecast figures described in this material are based on the information available at this time. The actual business results may differ from the forecast figures due to various factors.