



February 12, 2021

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 (Stock exchange code: 1435, TSE First Section)  
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Notice Concerning Difference between Consolidated Financial Results Forecast and Actual Results Figures

TATERU, Inc. (the “Company”) hereby announces the occurrence of a difference between its consolidated financial results forecast for the fiscal year ended December 31, 2020 released on February 13, 2020 and actual results figures released today, as follows.

1. Difference between consolidated financial results forecast and actual results figures

(1) Difference between consolidated financial results forecast for the fiscal year ended December 31, 2020 and actual results figures (January 1, 2020 to December 31, 2020)

|   | Net sales   | Operating profit | Ordinary profit | Profit attributable to owners of parent | Basic earnings per share |
|---|-------------|------------------|-----------------|---|--------------------------|
|   | Million yen | Million yen      | Million yen     | Million yen                             | Yen                      |
| Previous forecast (A)   | 5,962       | (971)            | (1,111)         | (1,256)                                 | (13.94)                  |
| Actual results (B)  | 6,147       | (664)            | (694)           | (1,007)                                 | (11.02)                  |
| Difference (B-A)  | 185         | 307              | 417             | 249                                     |                          |
| Increase/decrease (%)   | 3.1         | —                | —               | —                                       |                          |
| (Reference) Results for the fiscal year ended December 31, 2019 | 18,828      | (9,671)          | (10,122)        | (14,536)                                | (163.11)                 |

(2) Reason for difference between financial results forecast and actual results figures

This fiscal year, steady progress in transforming the revenue structure from flow business (pay-per use) to stock business (subscription) and efforts to enhance the Company’s AI and IoT businesses brought net sales above the financial results forecast. The Company has also been working to reduce selling, general, and administrative expenses to improve financial standing. Despite the foregoing, the Company recorded a 292 million yen loss on valuation of investment securities whose actual value had fallen far below the book value under extraordinary losses as a result of impairment in consideration of factors such as changes in performance mainly caused by the impact of the spread of COVID-19.

As a result of the above, actual results figures were higher than the previous forecast, with net sales of 6,147 million yen (up 185 million yen vs. compared to the previous forecast), an operating loss of 664 million yen (down 307 million yen), an ordinary loss of 694 million yen (down 417 million yen), and a loss attributable to owners of parent of 1,007 million yen (down 249 million yen).