

Note: This document is an English translation of the original Japanese language document and has been prepared solely for reference purposes. No warranties or assurances are given regarding the accuracy or completeness of this English translation. In the event of any discrepancy between this English translation and the original Japanese language document, the original Japanese language document shall prevail in all respects.



May 9, 2022

Company name: Appier Group, Inc.

Representative: Chih-Han Yu, Representative Director and CEO
(TSE Growth Code: 4180)

Contact: Koji Tachibana, Senior Vice President of Finance
(TEL. + 81 – 3 – 6435 – 6617)

Announcement on Revision of the Consolidated Full-year Guidance

Considering recent business trends, Appier Group, Inc. (the “**Company**”) hereby announces that at the meeting of the Board of Directors dated as of May 9, 2022, the Company resolved to revise its consolidated guidance for the year ending December 31, 2022 (from January 1, 2022 to December 31, 2022), which was disclosed on February 14, 2022, as follows:

I Revision of the Consolidated Full-year Guidance (from January 1, 2022 to December 31, 2022)

	Revenue	EBITDA	Operating income (loss)	Income (loss) before income taxes	Net income (loss)	Net income (loss) attributable to owners of the parent company	Basic earnings per share
Previous Guidance (A)	Millions of yen 17,477	Millions of yen 575	Millions of yen (517)	Millions of yen (555)	Millions of yen (646)	Millions of yen (646)	Yen (6.38)
Revised Guidance (B)	17,791	804	(288)	(326)	(417)	(417)	(4.12)
Difference (B – A)	314	229	229	229	229	229	2.26
% Change	1.8	39.8	-	-	-	-	-
(For reference) FY2020 result	12,661	42	(1,117)	(1,170)	(1,179)	(1,179)	(11.97)

*1 On January 29, 2021, the Company allotted common shares by 90,761,489 shares to the sole shareholder of the Company. Accordingly, basic earnings per share and diluted earnings per share are calculated as if the allotment of shares was executed at the beginning of the year ended December 31, 2021.

*2 EBITDA = Operating income + Depreciation and amortization + Tax expenses included in operating expenses + IPO-related expenses.

Note: This document is an English translation of the original Japanese language document and has been prepared solely for reference purposes. No warranties or assurances are given regarding the accuracy or completeness of this English translation. In the event of any discrepancy between this English translation and the original Japanese language document, the original Japanese language document shall prevail in all respects.

II Reasons for the Revision

For the three months ended March 31, 2022, we have done better than expected in new customer acquisition and expansion on existing customers. In addition, gross profit margin has been improved due to the enhancement of our AI algorithm and the increase in the proportion of revenue derived from solutions with higher gross margins. Thus we outperformed our guidance in revenue and profit or losses announced on February 14, 2022. Accordingly, we have made an upward revision on our consolidated full-year guidance.

End