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For Immediate Release

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### **Announcement of Difference between Forecast and Actual Results for the Fiscal Year Ended September 30, 2022**

PLAID, Inc. (the “Company”) hereby announces the differences between its financial forecast for the fiscal year ended September 30, 2022, announced on May 10, 2022, and the actual results announced today as follows:

#### **1. Difference between full-year financial forecast for FY2022 and actual results (from October 1, 2021 to September 30, 2022)**

	Net sales	Operating income	Ordinary income	Net income (loss) attributable to owners of parent	Net income (loss) per share
Previously announced forecast (A)	Millions of yen 7,186	Millions of yen Δ1,213	Millions of yen Δ1,326	Millions of yen Δ1,243	Yen Δ32.51
Actual results (B)	7,295	Δ882	Δ983	Δ930	Δ24.30
Difference (B-A)	+108	+331	+342	+312	+8.21
Difference (%)	+1.5%	-	-	-	-
(For reference) Results for the previous year ended September 30, 2021	5,444	170	Δ105	Δ106	Δ2.86

#### **2. Reason for the difference**

As for net sales, the Company and its two subsidiaries, Emotion Tech and RightTouch, achieved the business plan as of the previous forecast announcement. Especially, Emotion Tech enormously exceeded its plan by capturing the growing needs of customers in XM (experience management) area. As a result, consolidated net sales exceeded the previously announced forecast by approximately 100 million yen.

In addition, as for cost of sales, the migration to the new analysis engine has contributed to improving the efficiency of data server usage. Also, as for SG&A, the Company has strengthened its cost management with a rigid policy on spending efficiency. As a result, compared with the previously announced forecast, each loss was reduced by approximately 300 million yen.