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Notice Regarding Revision of Consolidated Earnings Forecast

Take and Give Needs Co., Ltd. (TSE:4331, "the Company") has announced that, based on the latest business performance trends, the Company has revised its consolidated financial results forecast for the fiscal year ending December 2025 (April 1, 2025 to December 31, 2025), which was originally announced on May 14, 2025, as follows.

1. Revision of Consolidated Financial Results Forecast

(1) Revision of Consolidated Financial Results Forecast for the Fiscal Year Ending December 2025 (April 1, 2025 to December 31, 2025)

(Millions of yen)

	Net sales	Operating profit	Ordinary profit	Net income	Net income per share (yen)
Previous forecast (A) (Announced May 14, 2025)	35,450	1,850	1,450	500	34.26
Current forecast (B)	35,450	1,550	1,200	300	20.55
Increase/Decrease (B-A)	0	-300	-250	-200	
Change (%)	±0%	-16.2%	-17.2%	-40.0%	
(Reference) Previous Fiscal Year Consolidated Results (Full Year Ending March 2025)	47,668	4,104	3,586	3,547	243.15

※ The Company has changed its fiscal year-end from March to December, effective with the fiscal year ending December 2025. Accordingly, the fiscal year ending December 2025, which is the transitional period for this change, covers a nine-month period from April 1, 2025, to December 31, 2025.

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(2) Reasons for revision

During the current fiscal year, the Company implemented measures such as increasing advertising volume compared to the previous year to recover the number of contracts that had decreased due to the impact of advertising curtailment implemented in the first half of the previous fiscal year. However, in the first quarter, partly due to the overall decline in demand within the wedding market, the Company was unable to secure the number of inquiries and contracts initially anticipated.

Subsequently, starting around July, the Company revised our marketing strategy to adapt to the changing environment. As a result, inquiries and contracts increased year-on-year in the second quarter, and the order backlog for the next fiscal year is steadily accumulating. However, the impact of the slow start in the first quarter persists, and wedding ceremonies performed in the third quarter, in particular, are expected to fall below the initial plan.

Although overall sales are expected to remain at the planned level due to growth in the Consulting Business and Other Businesses, operating income, ordinary income, and net income attributable to owners of the parent are now projected to fall below the previously announced earnings forecast. This is primarily because sales in the core Directly Managed Store Business are expected to be below plan.

Based on the above, the consolidated earnings forecast is revised as stated above. Please note that there is no change to the dividend forecast accompanying this revision of the consolidated earnings forecast.

[Notes Regarding Performance Forecasts]

The above forecasts are based on information available as of the date of this announcement. Actual results may differ from these forecasts due to various factors in the future.