



**FOR IMMEDIATE RELEASE: 2022/4/27**

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(TSE Prime Market; Ticker Code: 2413)  
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### **Notice Concerning Differences Between Actual Consolidated and Non-consolidated Results for the Fiscal Year Ended March 31, 2022 versus the Respective Previous Fiscal Year**

This notice serves to provide information regarding the difference between actual consolidated and non-consolidated results for the fiscal year ended March 31, 2022 and the respective results for the fiscal year ended March 31, 2021.

#### **1. Differences between actual consolidated results for the fiscal year ended March 31, 2022 and the fiscal year ended March 31, 2021 (IFRS)**

	Net Sales	Operating Profit	Pre-Tax Profit	Net Profit	Profit Attributable to Owners of the Parent
Actual results for fiscal year ended March 31, 2021 (A)	Millions of Yen 169,198	Millions of Yen 57,972	Millions of Yen 58,264	Millions of Yen 41,198	Millions of Yen 37,822
Actual results for fiscal year ended March 31, 2022 (B)	208,159	95,141	96,187	66,108	63,845
Difference (B – A)	+38,962	+37,169	+37,922	+24,911	+26,023
Difference (%)	+23.0	+64.1	+65.1	+60.5	+68.8

#### **2. Reason of Differences**

The consolidated actual results for the fiscal year ended March 31, 2022 notably exceeded the results from the previous year, due to factors such as the growth in Medical Platform businesses impacted by a steady demand for marketing support from pharmaceutical companies, the sales and profit growth in Site Solution businesses driven by the expansion of vaccine administration projects for COVID-19, and the profit in Overseas businesses resulting from the IPO on the Hong Kong Stock Exchange and equity-method affiliation of Medlive Technology Co., Ltd., which owns subsidiaries operating businesses in China..



**3. Differences between actual non-consolidated results for the fiscal year ended March 31, 2022 and the fiscal year ended March 31, 2021 (J-GAAP)**

	Net Sales	Operating Profit	Ordinary Profit	Profit
	Millions of Yen	Millions of Yen	Millions of Yen	Millions of Yen
Actual results for fiscal year ended March 31, 2021 (A)	49,911	28,031	30,781	21,994
Actual results for fiscal year ended March 31, 2022 (B)	55,687	27,537	32,319	20,481
Difference (B – A)	+5,777	-495	+1,538	-1,513
Difference (%)	+11.6	-1.8	+5.0	-6.9

**4. Reason of Differences**

In the actual non-consolidated results for the fiscal year ended March 31, 2022, sales exceeded the results of the previous year mainly driven by a steady demand from pharmaceutical companies. Despite the increase in sales, operating profit decreased mainly due to an increase in SG&A expenses centered around personnel and outsourcing expenses, as a result of aggressive upfront investments for future growth such as the fortification of the pharmaceutical marketing team. Ordinary profit increased due to the gains in investment partnerships, while profit decreased due to loss on valuation of stocks of subsidiaries and affiliates.