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CROWD WORKS

July 13, 2026

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Notice Concerning Upward Revision to Consolidated Financial Results Forecasts for the Fiscal Year Ending September 30, 2026

CrowdWorks Inc. (the "Company") hereby announces that it has revised its consolidated financial results forecasts for the fiscal year ending September 30, 2026 (October 1, 2025 through September 30, 2026), which were previously disclosed on November 14, 2025, in the announcement of the financial results for the fiscal year ended September 30, 2025, as described below.

1. Revisions to consolidated financial forecasts for the fiscal year ending September 30, 2026 (October 1, 2025 through September 30, 2026)

(Million yen)

	Consolidated net sales	Consolidated gross profit	Consolidated operating profit	EBITDA (Non-GAAP)
Previously announced forecasts (A)	20,000	8,400	△1,000 – 0	△350 – 650
Revised forecasts (B)	20,000	8,400	0 – 300	510 – 810
Change (B-A)	0	0	300 – 1,000	160 – 860
Change (%)	0	0	—	—
(Reference) Consolidated results for the previous fiscal year (Fiscal year ended September 30, 2025)	22,657	9,566	1,759	2,274

2. Reason for revision

The Company has positioned the fiscal year ending September 30, 2026 as a year of investment for medium- to long-term growth. Accordingly, the initial financial results forecast incorporated a certain level of expenses related to hiring and strengthening the business structure.

At the beginning of the fiscal year, the Company had planned investments in consultant hiring as well as marketing and branding investments to support the expansion of the DX consulting business. However, after carefully reviewing the investment plan in light of the progress in the development of the business, the Company decided to revise the timing of certain investments in consultant hiring that had been planned for the current fiscal year.

In addition, with respect to the marketing and branding investments planned at the beginning of the fiscal year, the Company decided not to implement them during the current fiscal year after reconsidering their expected returns and timing.

As a result, the timing of expenses mainly related to personnel costs, recruiting-related costs, and advertising and promotion costs is expected to be deferred from the initial plan. Accordingly, operating profit and EBITDA are expected to exceed the previous forecast. The Company will consider implementing the investment items described above in the next fiscal year or thereafter, as necessary, while assessing future business progress and the expected returns from these investments. Meanwhile, the forecasts for net sales and gross profit for the fiscal year ending September 30, 2026 remain unchanged from the previous forecast.

There are no material changes to the Company's medium- to long-term growth strategy currently.

(Note) The financial results forecast above was prepared based on information available as of the date of this announcement. Actual results may differ from the forecast figures due to various factors in the future.