

For immediate release



Name of Listed Company: **Gurunavi, Inc.**
Listed Stock Exchanges: Tokyo Stock Exchange
Stock Code: 2440
Representative: Seiichiro Kubo, President

Revised Full-Year Business Forecast for the Fiscal Year ending March 31, 2018

October 30, 2017—Gurunavi, Inc. ("The Company") announces that it has revised its consolidated full-year forecast for the fiscal year ending March 31, 2018 (April 1, 2017 to March 31, 2018), in light of recent business performance. The previous forecast was announced on May 10, 2017.

1. Revised consolidated full-year forecast for the fiscal year ending March 31, 2018 (April 1, 2017 to March 31, 2018)

	Net sales	Operating income	Ordinary income	Net income attributable to owners of parent	Basic earnings per share
Forecast previously announced (A)	Million yen 38,200	Million yen 6,900	Million yen 6,900	Million yen 4,700	yen 100.53
Revised forecast (B)	35,800	4,500	4,500	3,000	64.15
Change (B-A)	(2,400)	(2,400)	(2,400)	(1,700)	
Rate of change (%)	(6.3)	(34.8)	(34.8)	(36.2)	
Ref.) Results for the fiscal year ended March 31, 2017	36,979	6,740	6,813	4,799	102.25

2. Reasons of revision

Net sales are expected to fall below the previous forecast due to following reasons.

- There was a delay in accumulation of net sales due to higher level of decrease in contract size of sales promotional services than expected and weak orders caused by serious labor shortages in the restaurant industry.
- Net sales could be affected in short-term by the reallocation of resources to improving restaurant management efficiency by enhancement of business support services including utilization of ICTs in restaurant operations which can remove constraints like labor shortages on growth of the restaurant industry and to accelerating establishment of new sales promotional services to help their diverse promotional activities brought by ICT evolution, which we decided taking into consideration that it will contribute to the development of the restaurant industry in the medium to long term.

Total cost is expected to progress as previously forecasted since additional costs for "Gurunavi POS+" and "Gurunavi Ledger" which contribute to establishment of business support services including utilization of ICTs in restaurant operations and to establishment of new sales

promotional services, and for promotion of online reservations which reduce restaurants' opportunity losses will be absorbed by cost controls being implemented in existing businesses. Based on these factors, profits are expected to fall below previously forecast.

Important note

The above forecast is based on information available at the time of this announcement and is subject to a number of uncertainties. Actual results could differ materially from this forecast due to changes in business conditions and other factors.