# **CTI** CTI Engineering Co., Ltd.

November 10, 2023

# Notice of the Revisions of Earnings and Dividend Forecasts

In light of recent performance trends, our company (the "Company") announced today that it has revised its earnings forecasts announced on August 14, 2023, and dividend forecasts announced on February 14, 2023, as follows.

#### 1.Revised earnings forecasts

(1) Revision of consolidated earnings forecasts for FY2023

|                                   | Sales           | Operating<br>income | Ordinary<br>profit | Net income<br>attributable to<br>owners of the<br>parent | Net income<br>per share |
|-----------------------------------|-----------------|---------------------|--------------------|--|-------------------------|
| Previous forecast (A)             | Millions of yen | Millions of yen     | Millions of yen    | Millions of yen  | Yen Sen                 |
|                                   | 87,000          | 8,500               | 8,600              | 6,300  | 453 30                  |
| Revised forecast (B)              | 91,000          | 9,700               | 9,800              | 7,000  | 503 67                  |
| Change (B-A)                      | 4,000           | 1,200               | 1,200              | 700  |                         |
| Percentage change (%)             | 4.6             | 14.1                | 14.0               | 11.1   |                         |
| (Reference)<br>Results for FY2022 | 83,485          | 8,017               | 8,235              | 5,874  | 415 49                  |

## (2) Revised non-consolidated earnings forecasts for FY2023

|                                | Sales           | Ordinary profit | Net income      | Net income<br>per share |  |
|--------------------------------|-----------------|-----------------|-----------------|-------------------------|--|
| Previous forecast (A)          | Millions of yen | Millions of yen | Millions of yen | Yen Sen                 |  |
|                                | 55,000          | 7,800           | 5,800           | 417 32                  |  |
| Revised forecast (B)           | 57,000          | 8,950           | 6,500           | 468 82                  |  |
| Change (B-A)                   | 2,000           | 1,150           | 700             |                         |  |
| Percentage change (%)          | 3.6             | 14.7            | 12.1            |                         |  |
| (Reference) Results for FY2022 | 51,359          | 7,024           | 5,167           | 365 43                  |  |

## (3) Reason for the revision

In the domestic consulting engineering business, results continued to grow steadily due to the high volume of orders received to the promotion of the Fundamental Plan for National Resilience and other factors, as well as higher unit prices and greater work efficiency. In the overseas consulting engineering business, results also continued to grow steadily partly because of weakening yen.

As a result of the above, both sales and each profit are expected to increase, and we have revised earnings forecast announced on August 14, 2023.

## 2.Revised dividend forecast

#### (1) Revised dividend forecast for the year ending December 2023

|                                   | Annual dividend |                |               |             |         |  |  |
|-----------------------------------|-----------------|----------------|---------------|-------------|---------|--|--|
|                                   | End of          | End of End of  |               | End of term | Total   |  |  |
|                                   | first quarter   | second quarter | third quarter |             | TULAI   |  |  |
| Previous forecast (A)             | Yen Sen         | Yen Sen        | Yen Sen       | Yen Sen     | Yen Sen |  |  |
| (Announced on February 14, 2023)  | _               | _              | _             | 100 00      | 100 00  |  |  |
| Revised forecast (B)              | _               | _              | _             | 150 00      | 150 00  |  |  |
| Current year results              | _               | 0              | _             |             |         |  |  |
| (Reference)<br>Results for FY2022 | _               | 0              | _             | 100 00      | 100 00  |  |  |

## (2) Reason for the revision

Our company regards the return of profits to shareholders as an important management issue, and discloses in its securities report that "over the medium to long term, we aim to return profits with a dividend payout ratio of 30% as a guideline." Our basic policy is to appropriately return profits to shareholders while maintaining adequate retained earnings, which is essential for stable management.

As a result of comprehensive consideration of recent business performance and the business environment, we have revised our forecast for the year-end dividend to 100 yen per share, an increase of 50 yen per share from the previous forecast announced on February 14, 2023, in order to further enhance the return of profits to shareholders.

\*The above forecasts are based on information available as of the date of publication of this document. Actual results may differ from the forward-looking statements due to a variety of factors.