

**Translation**

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IDOM Inc.

**Notice on Revisions to the Full-Year Business Results Forecasts**

Tokyo, January 14, 2021—IDOM Inc. (the “Company”) hereby announces that in view of recent trends in business performance, the Company revised its full-year forecast for the fiscal year ending February 28, 2021, announced on April 14, 2020. Details are as follows.

1. Revision to consolidated earnings forecast for the fiscal year ending February 28, 2021 (March 1, 2020 – February 28, 2021)

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent	Earnings per share
	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Yen)
Previously announced forecasts (A)	360,000	8,700	7,000	4,500	44.82
Revised forecasts (B)	361,700	10,100	8,900	5,500	54.73
Change (B – A)	1,700	1,400	1,900	1,000	–
Percentage change (%)	0.5%	16.1%	27.1%	22.2%	–
Reference: Full-year results for the fiscal year ended February 29, 2020	361,684	9,091	6,867	3,545	34.97

2. Revision to non- consolidated earnings forecast for the fiscal year ending February 28, 2021 (March 1, 2020 – February 29, 2021)

	Net sales	Ordinary profit	Profit	Earnings per share
	(Millions of yen)	(Millions of yen)	(Millions of yen)	(Yen)
Previously announced forecasts (A)	263,300	6,000	4,200	41.83
Revised forecasts (B)	265,000	6,700	4,250	42.29
Change (B – A)	1,700	700	50	–
Percentage change (%)	0.6%	11.7%	1.2%	–
Reference: Full-year results for the fiscal year ended February 29, 2020	258,008	6,964	3,500	34.51

### 3. Reasons for revision

Due to the stay-at-home requests issued by the central and local governments in response to the spread of the COVID-19 infection from April to May, 2020, the number of visitors to the directly managed stores in Japan temporarily decreased, but the number rapidly recovered following the lifting of the declaration of a state of emergency in late May. Given this situation, in the forecast in the previous announcement (October 14), we expected that the number of cars purchased would fall year on year, assuming that the number of cars sold in retail trade will increase from a year ago and the new car market would continue to stagnate for some time.

Compared with that assumption, the number of cars sold in retail trade in the first nine months was as expected, and the number of cars purchased was more than expected. In addition to that, selling, general and administrative expenses were reduced due to streamlining.

Although the effect of the declaration of a state of emergency in January and February is uncertain, we assume that the effect will be minor and insignificant in consideration of trends in the used car market in the first nine months and trends in the number of visitors to the stores in the third quarter will continue. Based on this assumption, we are revising our full-year consolidated and non-consolidated earnings forecasts.

The assumption above may change depending on the spread of COVID-19 infections in the future, changes in consumption trends in January and February following the declaration of a state of emergency, and the state of business of directly managed stores.