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Company Name PLAID, Inc.
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Notice Regarding Revision of Consolidated Financial Results Forecasts

We hereby announce that we have revised our consolidated financial results forecasts for the fiscal year ending December 31, 2026, which were previously announced on November 18, 2025, in light of our recent performance.

1. Revision of Consolidated Financial Results Forecasts for the Fiscal Year Ending December 31, 2026
(From October 1, 2025 to December 31, 2026)

	Net sales	Adjusted operating income	Operating income	Ordinary income	Net income attributable to owners of parent	Net income per share
Previously Announced Forecast (A)	Millions of yen 20,577	Millions of yen 2,387	Millions of yen 2,183	Millions of yen 2,098	Millions of yen 1,323	Yen 32.49
Revised Forecast (B)	20,800	1,900	1,600	1,400	600	14.62
Amount of Change (B - A)	222	(487)	(583)	(698)	(723)	
Rate of Change (%)	1.1	(20.4)	(26.7)	(33.3)	(54.7)	
(Reference) Actual Results for Previous Fiscal Year (Fiscal year ended September 30, 2025)	13,396	1,632	1,431	1,380	1,099	26.99

2. Reasons for the Revision

Regarding net sales, progress has been steady and is expected to exceed the previously announced forecast. This is due to factors such as the expansion of transactions with client companies, particularly enterprise clients, an increase in the value provided through multi-product offerings combined with professional services, and the consolidation of CloudFit, Inc. as a subsidiary.

On the other hand, we view the recent evolution of AI as a major business opportunity. In addition to actively promoting the use of AI in business activities, we have positioned the current fiscal year as a growth investment period and have been actively promoting recruitment of top talent to strengthen our product development structure and expand our customer support systems, primarily in sales and customer success.

As a result, the acquisition of highly skilled talent has progressed at a pace exceeding initial expectations, and personnel expenses and other costs are being incurred in advance. Furthermore, by conservatively factoring in other expenses, income at each level, including adjusted operating income, is expected to fall below the previously announced forecast. Consequently, we have decided to revise our consolidated financial results forecasts.

Note 1: Our consolidated fiscal year under review is an irregular period of 15 months (from October 1, 2025 to December 31, 2026) because it is a transitional period due to the change in the end of our fiscal year.

Note 2: The earnings forecasts and other forward-looking statements contained in this document are based on information currently available to us and on certain assumptions deemed reasonable by us. They are not intended as a promise by us that they will be achieved. Further, actual earnings, etc. may differ materially due to a variety of factors.