

August 20, 2024

To whom it may concern:

Company name Needs Well Inc.  
 Representative Kozo Funatsu, President and CEO  
 (Stock code: 3992, Tokyo Stock Exchange Prime Market)  
 Inquiries Chinami Arai, Director and Executive Officer  
 (Telephone: +81-3-6265-6763)

**Notice Regarding Revision to Consolidated Financial Results Forecast  
for the Fiscal Year Ending September 30, 2024**

Revision to financial results due to increased strategic investments, including wage increases and training to improve employee morale, and development of solutions to perpetuate the company

Needs Well Inc. (the “Company”) provides notice that, at a meeting of the Board of Directors held today, it revised the full year consolidated results forecast for the fiscal year ending September 30, 2024 (October 1, 2023 to September 30, 2024) announced on March 14, 2024 in light of recent performance trends and other factors, as follows.

1. Revision of consolidated financial results forecast

Revisions in figures of the full year consolidated results forecast for the fiscal year ending September 30, 2024 (October 1, 2023 to September 30, 2024)

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent	Profit per share
Previous forecast (A) (announced on March 14, 2024)	Millions of yen 10,720	Millions of yen 1,440	Millions of yen 1,440	Millions of yen 980	Yen 25.78
Revised forecast (B)	9,660	1,212	1,235	860	22.44
Changes (B – A)	-1,060	-228	-205	-120	
Changes (%)	-9.8	-15.8	-14.2	-12.2	
(Reference) Consolidated Results for the previous fiscal year ended September 30, 2023	8,761	1,100	1,135	837	21.32
Year-on-year changes for (B) (%)	110.2	110.1	108.8	102.7	

\*1 The Company conducted a stock split with a record date of May 31, 2024 at a ratio of 2 shares per share of ordinary shares. “Profit per share” in “(Reference) Results for the previous fiscal year ended September 30, 2023” is stated as the figure after taking this stock split into account.

\*2 “Profit per share” in “Revised forecast (B)” is calculated based on the average number of shares during the period at the end of the last quarter (June 30, 2024).

2. Reasons for revision in figures of the consolidated financial results forecast

In the current period, the Company has implemented a 7.5% wage increase in real terms through salary increases and stock-based compensation and provided employee training to improve morale and skills of employees in light of recent inflation, while developing unique solutions and services focused on differentiation from other companies with the aim of realizing medium- to long-term expansion and growth of business performance. For the fiscal year ending September 30,

2024, the Company expects net sales and profit to be lower than its previous forecast announced on March 14, 2024 due to these strategic investments, thus revising the previous financial results forecast as detailed above.

Along with such investments, the Company will continue to pursue M&As with companies with greater synergy potential to enhance corporate value through higher business growth over the medium to long term.

\*The forecast above has been prepared based on the currently available information as of the date of disclosure of this material. Actual results may differ from forecasts due to various factors.

End