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For Immediate Release

Funai Soken Holdings, Inc. (TSE Prime, stock code 9757)

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Notice Regarding Revised Mid-Range Business Plan

Funai Soken Holdings, Inc., hereby announces that its Board of Directors voted today to revise its 2023-2025 Mid-Range Business Plan, initially launched on February 8, 2023, as set forth below.

1. Revisions to Mid-Range Business Plan

(1) Targets

(Million yen)

	FY12/23			
	Initial plan	Actual	Change vs. initial plan (%)	YOY (%)
Net sales	28,500	28,238	-0.9	10.2
Operating income	7,900	7,247	-8.3	2.1

	FY12/24			
	Initial plan	Revised plan	Change vs. initial plan (%)	YOY (%)
Net sales	32,000	30,500	-4.7	8.0
Operating income	8,900	7,900	-11.2	9.0

	FY12/25			
	Initial plan	Revised plan	Change vs. initial plan (%)	YOY (%)
Net sales	36,000	33,000	-8.3	8.2
Operating income	10,000	8,900	-11.0	12.7

(2) Capital efficiency

	FY12/23	FY12/25	
	Actual	Initial plan	Revised plan
ROE	20.0%	20+%	25+%

2. Reasons for Revision

Sales in the consulting and logistics segments are on track to exceed the targets established in the Funai Soken Consulting Group Mid-Range Business Plan (2023-2025), buoyed by a steady increase in consultant numbers as part of the group's HR strategy. Conversely, in the digital solutions segment, performance has diverged significantly from initial plans, and sales figures are expected to be lower than the initial targets. Income targets have been revised in light of the review of plans for the digital solutions segment, as well as ongoing increases in personnel costs (esp. consultants) and recent inflation.

Meanwhile, because the group's flexible capital policy has yielded improvements in capital efficiency, capital efficiency targets have also been revised as outlined above.

The company also released its consolidated financial results and summary of financial results for FY2023 today.

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