



May 13, 2024

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### Upward Revision to Some of the Performance Targets of the New Medium-term Management Plan 2024

TOKYO, JAPAN, May 13, 2024 – PRONEXUS INC. (“PRONEXUS” or the “Company”) hereby announces that it has revised up performance targets for fiscal year ending March 31, 2025, the final year of the New Medium-term Management Plan 2024 (“new MTP”; the fiscal year ended March 31, 2023 to the fiscal year ending March 31, 2025) announced on May 11, 2023, as follows.

#### 1. Performance targets for the new MTP (summary of revisions)

(Millions of yen)

	Fiscal year ended March 31, 2023		Fiscal year ended March 31, 2024		Fiscal year ending March 31, 2025		
	Plan	Results	Plan	Results	Initial plan	Revised plan	Change
Consolidated revenue	27,000	26,804	30,000	30,117	30,000	<b>31,000</b>	+1,000
Operating profit	2,600	2,212	2,400	2,435	2,400	<b>2,500</b>	+100
Profit attributable to owners of parent	1,800	1,618	1,650	1,779	1,650	<b>2,650</b>	+1,000

#### 2. Main reasons for revision

##### (1) Negative impact of digitalization of general shareholder meeting convocation notices, etc. mitigated to a greater extent than originally assumed

At the time we announced the performance targets for the new MTP, we forecast several factors to have a potentially negative impact on business, including the digitalization of general shareholder meeting convocation notices and investment trust prospectuses and asset management reports amid the paperless trend, as well as the unification of quarterly financial disclosures in the fiscal year ending March 31, 2025. At the present time, however, the digitalization and paperless trend is expected to progress more gradually

than previously assumed. Additionally, orders for the Company's services designed for new systems are projected to remain robust. Overall, therefore, the potentially negative factors are expected to have less of an impact than originally assumed.

**(2) Order growth, centered on “Non-printing,” has remained strong**

The Tokyo Stock Exchange is expected to mandate the simultaneous disclosure in Japanese and English of financial results reports and other important information for companies listed on the Prime Market from April 2025 onward. The operating environment for the events business continues to recover following the ending of the COVID-19 pandemic. This has resulted in ongoing growth for English translation services and the events business, and we expect it to drive an increase in consolidated revenue.

**(3) Recording of Gain on Sale of Shares of Subsidiaries and Associates, etc.**

Today (May 13, 2024), the Company made a separate announcement, “(Update on Disclosed Matter) Notice Concerning Changes in Associates Accounted for by the Equity Method (Share Transfer), Recording of Gain on Sale of Shares of Subsidiaries and Associates, and Other Information.” In conjunction with this share transfer, the Company expects to record gain on sale of investments accounted for using equity method of 1,411 million yen in the first quarter of the fiscal year ending March 31, 2025.

As a result of these factors, consolidated revenue is expected to increase by 1,000 million yen compared to the initial forecast, to 31,000 million yen, operating profit is expected to increase by 100 million yen to 2,500 million yen, and profit attributable to owners of parent is expected to increase by 1,000 million yen to 2,650 million yen.

**3. Details of revisions to new MTP performance targets (consolidated financial results, management indicators, shareholder return)**

	Fiscal year ending March 31, 2025		
	Initial plan	Revised plan	Change
1. Consolidated financial results (unit: million yen)			
Revenue	30,000	<b>31,000</b>	+1,000
Of which non-printing sales	Approximately 17,000	<b>Approximately 18,000</b>	+ approximately 1,000
Listed companies disclosure-related business	11,500	<b>11,800</b>	+300
Listed companies IR and events-related, etc. business	11,150	<b>11,300</b>	+150
Financial instruments disclosure-related business	6,350	<b>6,900</b>	+550
Database-related business	1,000	<b>1,000</b>	±0
Operating profit	2,400	<b>2,500</b>	+100
Profit attributable to owners of parent	1,650	<b>2,650</b>	+1,000
2. Management indicators (unit: %)			
Operating margin	8.0	<b>8.1</b>	+0.1pt
ROE	6.8	<b>10.0</b>	+3.2pt
3. Shareholder return			
Dividend payout ratio	Benchmark is at least 50%	<b>Benchmark is at least 50%</b>	—
Share buybacks(*)	—	—	—

(\*) We will continue to consider share buybacks as one of our shareholder return measures, taking into account the balance between investment in growth and share buybacks