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Securities identification code: 6197

June 6, 2024

Commencement of electronic provision: May 31, 2024

To our shareholders:

Toru Noda

President and Representative Director CEO

**Solasto Corporation** 

2-15-3, Konan, Minato-ku, Tokyo, Japan

## NOTICE OF THE 56TH ORDINARY GENERAL MEETING OF SHAREHOLDERS

Solasto Corporation (the "Company") will hold its 56th Ordinary General Meeting of Shareholders as described below.

You may exercise your voting rights by postal mail or via the Internet. After reviewing the attached Reference Documents for the General Meeting of Shareholders, please exercise your voting rights by postal mail or via the Internet to reach us no later than 5:30 p.m. on Monday, June 25, 2024 (Japan Standard Time).

In convening this Ordinary General Meeting of Shareholders, the Company has taken measures to provide the information including the reference materials for the General Meeting (Matters to be Provided in an Electronic Format) in an electronic format.

Date and Time	Wednesday, June 26, 2024 at 2:00 p.m. (reception will open at 1:30 p.m.) (Japan Standard Time)
Venue	THE GRAND HALL
	SHINAGAWA GRAND CENTRAL TOWER 3F
	2-16-4, Konan, Minato-ku, Tokyo
Purposes	Items to be reported:
	<ol> <li>Business Report, Consolidated Financial Statements for the 56th Term (from April 1, 2023 to March 31, 2024), and Audit Reports for the Consolidated Financial Statements by Accounting Auditor and the Board of Corporate Auditors</li> </ol>
	<ol> <li>Non-Consolidated Financial Statements for the 56th Term (from April 1, 2023 to March 31, 2024)</li> </ol>
	Items to be resolved:
	Proposal 1: Partial Amendments to the Articles of Incorporation
	Proposal 2: Election of Six (6) Directors
	Proposal 3: Election of Two (2) Corporate Auditors
	Proposal 4: Election of One (1) Substitute Corporate Auditor

<sup>•</sup> In the event that any revision is made to the reference materials for the General Meeting (Matters to be Provided in an Electronic Format), the matters before the revisions and after the revisions of the documents will be posted on the Company's website.

The Company's website: https://www.solasto.co.jp/ir/en/stock/general.html

• If shareholders exercise voting rights both in writing and via the Internet, the exercise via the Internet shall be deemed valid. In addition, if shareholders exercise their voting rights more than once via the Internet, the last vote shall be deemed valid.

# Reference Documents for the General Meeting of Shareholders

## Proposal 1: Partial Amendments to the Articles of Incorporation

## 1. Reasons for proposal

- To allow the President to be appointed not only by Directors but also by Corporate Officers and revise the provisions on executive directors for the purpose of flexibly building an optimal management structure in response to changes in the business environment, the Company will make amendments to Article 21, Paragraph 2 of the current Articles of Incorporation. In connection with this amendment, the Company will also make amendments to Article 13 (Convener and Chairperson) of the current Articles of Incorporation, which stipulates the convener and the chairperson of the General Meetings of Shareholders, and Article 22 (Convener and Chairperson of Meetings of the Board of Directors) of the current Articles of Incorporation, which stipulates the convener and chairperson of meetings of the Board of Directors.
- The Company has introduced a corporate officer system to clarify management responsibility, in addition to enabling it to make efficient and prompt decisionmaking regarding business execution by separating the functions of supervision and business execution. To clarify the election method and roles of Corporate Officers in line with the amendment in (1) above, the Company will newly establish Article 28 (Corporate Officers).
- In conjunction with the establishment of Article 28 in (2) above, the number of articles will be changed.

## 2. Details of amendments Details of the proposed amendments are as follows:

	(Amendments are indicated in underlined text)
Current Articles of Incorporation	Proposed Amendments
Article 1-12. (Text omitted)	Article 1-12. (Same as the current text)
(Convener and Chairperson)	(Convener and Chairperson)
Article 13. A General Meeting of Shareholders	Article 13. <u>Unless otherwise provided by laws or</u>
shall be convened and chaired by the	regulations, the General Meeting of
Director and President.	Shareholders shall be convened and
	chaired <u>by a Director designated in</u>
	advance by resolution of the Board of
	<u>Directors.</u>
2. If the <u>Director and President</u> is	If the <u>Director prescribed in the</u>
prevented from so doing, another	<u>preceding paragraph</u> is prevented
Director in the order determined in	from so doing, another Director in the
advance by the Board of Directors	order determined in advance by the
shall convene the General Meeting of	Board of Directors shall convene the
Shareholders and serve as the	General Meeting of Shareholders and
chairperson of the meeting.	serve as the Chairperson of the
	meeting.
Article 14-16. (Text omitted)	Article 14-16. (Same as the current text)
Capter 4. Directors and Board of Directors	Capter 4. Director, Board of Directors and
Capter in Birottoro aria board of Birottoro	Corporate Officers
Article 17-20. (Text omitted)	Article 17-20. (Same as the current text)

Current Articles of Incorporation	Proposed Amendments
(Representative Director and Executive Directors)	(Representative Director and Executive Directors)
Article 21. A Representative Director shall be appointed from among the Directors	Article 21. A Representative Director shall be appointed from among the Directors
by a resolution of the Board of Directors.	by a resolution of the Board of Directors.
2. The Board of Directors <u>may appoint</u> one (1) Director and President, <u>one (1)</u> <u>Director and Chairman</u> , <u>several</u> <u>Directors and Vice Presidents</u> , <u>several Senior Managing Directors and several Managing Directors by its resolution</u> .	2. The Board of Directors may appoint one (1) Director and President and one (1) Director and Chairman by its resolution. In addition, when the Company does not have a Director and President, the Board of Directors may appoint one President and Corporate Officer from among the Corporate Officers by its resolution.
(Convener and Chairperson of Meetings of the Board of Directors)  Article 22. <u>Director and President</u> shall call and chair a meeting of the Board of Directors, except for a case where provisions otherwise exist in the applicable laws and regulations.  2. If the <u>Director and President</u> is prevented from so doing, another Director in the order determined in advance by the Board of Directors shall convene the Meetings of the Board of Directors and serve as the chairperson of the meeting.	(Convener and Chairperson of Meetings of the Board of Directors) Article 22. Unless otherwise provided by laws or regulations, a meeting of the Board of Directors shall be convened and chaired by a Director designated in advance by its resolution.  2. If the Director prescribed in the preceding paragraph is prevented from so doing, another Director in the order determined in advance by the Board of Directors shall convene the Meetings of the Board of Directors and serve as the Chairperson of the meeting.
Article 23-27. (Text omitted) (Newly added)	Article 23-27. (Same as the current text) (Corporate Officer) Article 28. The Company may, by resolution of the Board of Directors, appoint Corporate Officers and have them share and execute their duties.
Article 28-44. (Text omitted)	Article <u>29-45</u> . (Same as the current text)

# Proposal 2: Election of Six (6) Directors

The terms of office of all seven (7) incumbent Directors will expire at the conclusion of this General Meeting of Shareholders. Accordingly, the Company proposes the election of the following six (6) Directors, including four (4) Outside Directors. In order to reform management functions and further improve strategic and flexible decision-making by the Board of Directors, the number of Directors will be reduced by one (1). The candidates for Director are as follows:

Candidate No.	Name	Gender, Age, No. of years as Director	Current Position	Attendance at the Board of Directors' Meetings in FY2023
1	1 Toru Noda Reelection		President and Representative Director, Chief Executive Officer, General Manager of Management Division	100% 14/14
2	2 Masateru Kawanishi New election		Senior Managing Corporate Officer, Chief Transformation Officer and General Manager of Transformation Division	100% 4/4
3	Yukio Kubota Reelection Outside Director	Male Age 74 5 years	Outside Director	100% 14/14
4	Kenji Chishiki Reelection Outside Director Independent Officer	Male Age 61 3 years	Outside Director	100% 14/14
5	Miki Mitsunari Reelection Outside Director Independent Officer	Female Age 52 2 years	Outside Director	100% 14/14
6	Miho Tanaka New election Outside Director Independent Officer	Female Age 49 —	Outside Director	100% 14/14

Candidate No.	Toru No	da	(Date of birth: September 16, 1960) (Age 63)	Number of the Company's shares owned 23,096 shares		
Reelection Male	Career sum Apr. 1984 Jul. 2003	Joined Mitsubishi Cor	responsibility in the Company poration & CEO of Berlitz International, Inc.	(currently: Berlitz		
	Jul. 2007	•	ent & COO of Seiyu Corporation			
	Feb. 2010	Representative partne	er & CEO of Seiyu G.K. (currently: Ser & CEO of Walmart Japan Hold	•		
	Aug. 2012	President and Repres	sentative Director of ALC PRESS IN	C.		
	May 2016	Executive Officer of T VORN CO., LTD.)	., Ltd. (currently: DIGITAL			
	Sep. 2016	Executive Vice Presid	lent			
	Jun. 2018	Chairman (Outside Di	irector) of Softfront Holdings, Inc.			
	Jan. 2019	Director of Taiyo Syst	Director of Taiyo System Technology Co., Ltd. Chairman and Representative Director of Softfront Holdings, Inc.			
	Feb. 2019	Chairman and Repres				
	Apr. 2019	President & CEO				
	Dec. 2019	President of Softfront	Marketing			
	Nov. 2020		ogram in International Business, Hur School of Business Sciences at Univ			
	Jun. 2021	Outside Director of the	e Company			
	Jun. 2021	Director of Softfront H	loldings, Inc.			
	Oct. 2023	Vice President and Ro	epresentative Director of the Compa	any		
	Apr. 2024	•	sentative Director, Chief Executive Cnent Division (incumbent)	Officer, and General		
	Significant concurrent positions outside the Company					
	Professor of MBA Program in International Business, Humanities and Social Sciences, Graduate School of Business Sciences at University of Tsukuba					
	Reasons for nomination as a candidate for Outside Director and expected roles  As Representative Director, Mr. Noda has been demonstrating his skills to facilitate the Company's growth and increase corporate value through strong leadership. The Company judges that he will be able to further enhance its corporate value by utilizing his rich experience and broad knowledge as President, and has once again nominated him as a candidate for Director.					
	Number of ye	ears as Outside Directo	or: 3 years			
	Attendance a	at Board of Directors' M	Meetings: 14/14			

Candidate No.	Masateru	Kawanishi	(Date of birth: May 22, 1963) (Age 61)	Number of the Company's shares owned 6,552 shares		
	Career summ	ary, position and r	esponsibility in the Compan	У		
New election Male	Apr. 1986	Joined Nippon Life Ins	surance Company			
	Oct. 1989	Joined Digital Equipm	ent Corporation Japan (currently:	Hewlett-Packard Japan, Ltd.)		
	May 2004	Corporate Officer and	General Manager of Human Reso	ources Division		
	Jan. 2006	Corporate Officer and Development Division	General Manager of Human Res of The Daiei, Inc.	sources & Human Resources		
	Mar. 2007	Manager of Human R	esources Department of Pricewate	erhouseCoopers Aarata LLC		
	Mar. 2008	Corporate Officer and EMC Japan K.K.	Corporate Officer and Manager of Human Resources & General Affairs Division of EMC Japan K.K.			
	Mar. 2015	Corporate Officer and Manager of Human Resources Department of Thomson Reuters Markets KK (currently: Refinitiv Japan K.K.)				
	Oct. 2017	Senior Managing Corporate Officer, General Manager of Human Resources & General Affairs Department and Chief Talent Officer of the Company				
	Apr. 2018	Senior Managing Corporate Officer, General Manager of Human Resources & General Affairs Department, Chief Talent Officer and Director of Career Center				
	Jun. 2019	Director, Senior Managing Corporate Officer, General Manager of Human Resources & General Affairs Department, Chief Talent Officer and Director of Career Center				
	Apr. 2020		ging Corporate Officer, Chief Hum esources & General Affairs Depart			
	Oct. 2021		aging Corporate Officer, Chief Hu eneral Manager of Human Resour			
	Apr. 2023	Director (retired in Jur	ne 2023)			
	Oct. 2023	Senior Managing Corp	porate Officer, and Chief Digital Of	ficer		
	Apr. 2024	Senior Managing Cor of Transformation Divi	porate Officer, Chief Transformati sion(incumbent)	on Officer, General Manager		
	Drawing on the has demonstrat process since jo is responsible to nominate hin growth of the Co	extensive experience ed his outstanding exoining the Company. Cor transforming busines as a candidate for D	ndidate for Director Mr. Kawanishi gained at Japanes ecution skills and led the transformurrently, as General Manager of the smodels and promoting innovatio irector because he is expected to ment of its corporate value, going to acquisition  3,000	nation of a companywide HR e Transformation Division, he n. The Company has decided continue to contribute to the		
	rights in the Co	<del>-</del>				
	Attendance at	Board of Directors' N	leetings: 4/4			

Candidate No.	Yukio Kı	ubota	(Date of birth: October 7, 1949) (Age 74)	Number of the Company's shares owned 358 shares		
	Career sum	mary, position and re	sponsibility in the Company			
Reelection Male	Apr. 1974	Apr. 1974 Joined Sony Corporation (currently: Sony Group Corporation)				
• "	Jun. 1997	Executive Vice President and Corporate Executive Officer				
Candidate for Outside	Sep. 2001	Outside Director of J-Phone Communications Co., Ltd.				
Director	Apr. 2003	President of Sony Ericsson Mobile Communications Inc. (currently: Sony Corporation)				
	Aug. 2009	President and CEO of	WILLCOM, Inc.			
	Apr. 2010	Senior Advisor of Carly	le Japan L.L.C.			
	Jan. 2011	Outside Corporate Aud	itor of Broadleaf Co., Ltd.			
	Mar. 2012	Outside Corporate Aud	itor of Qualicaps Co., Ltd.			
	Jan. 2013	Outside Director of Dive	ersey, Inc. (currently: CxS Corpor	ation)		
	Sep. 2013	Outside Director of the	Company (retired in January 201	6)		
	May 2015	Outside Director of ARI	JHI Corporation			
	Sep. 2016	Outside Director of WingArc1st Inc.				
	Jun. 2019	Outside Director of the Company (incumbent)				
	Mar. 2021	Outside Director of KO	EI DREAMWORKS Co., Ltd. (incu	umbent)		
	Significant concurrent positions outside the Company Outside Director of KOEI DREAMWORKS Co., Ltd.					
	Reasons for nomination as a candidate for Outside Director and expected roles  Mr. Kubota has a wealth of experience and extensive knowledge as the Director including Representative Director among plural companies. Therefore, the Company has nominated him again as a candidate for Outside Director with expectation that he will use this experience to supervise and support management toward improving our corporate value. If he is elected, he will serve as Chairperson of the Nomination, Evaluation, and Compensation Committee and as a member of the Corporate Governance Committee where he will take an objective and neutral stance during their involvement in selecting Company Director candidates, determining Director compensation, and construction of the Company's governance structure.					
	Number of ye	Number of years as Outside Director: 5 years				

14/14

Attendance at Board of Directors' Meetings:

Candidate No.	Kenji Ch	ishiki	(Date of birth: January 27, 1963) (Age 61)	Number of the Company's shares owned 0 shares			
	Career sum	mary, position and re	esponsibility in the Company	_			
Reelection Male	Apr. 1985 Joined Kanebo Ltd.						
Wale	Apr. 1998	Representative Directo	Representative Director of LISSAGE LTD.				
Candidate for Outside Director	May 2004	Director, President and Cosmetics Inc.	Representative Executive Officer	, COO of Kanebo			
Indopondent	Jan. 2006	Representative Director	Representative Director, President and Executive Officer				
Independent Officer	Jun. 2010	President and Representative Director of TAKE AND GIVE. NEEDS Co., Ltd.					
	Aug. 2015	. 2015 President and Representative Director of Nihon Kotsu Co., Ltd.					
	Nov. 2018	2018 Outside Director of SHIFT Inc.					
	Nov. 2019	Outside Director and A	udit & Supervisory Committee Me	ittee Member of SHIFT Inc.			
	Jun. 2020	Outside Director of Ish	ii Food CO., Ltd. (incumbent)				
	May 2021	Outside Director of ON	WARD HOLDINGS CO., LTD				
	Jun. 2021	Outside Director of the	Company (incumbent)				
	May 2022	Director and Vice President of ONWARD HOLDINGS CO., LTD (incumbent)					
	Significant concurrent positions outside the Company Outside Director of Ishii Food CO., Ltd. Director and Vice President of ONWARD HOLDINGS CO., LTD						
	Mr. Chishiki ha of experience Outside Direct development, strengthening Company. If Compensation and neutral st	as served as a representa serving as an outside di ctor because he has a organizational manager of management foundat he is elected, he will a Committee and the Cortance during their involves	ndidate for Outside Director a ative director in a number of compa rector. The Company nominates ha wide range of knowledge and ment including corporate culture, ions, with the expectation he will p serve as a member of the No porate Governance Committee, whe ment in selecting Company Director of the Company's governance s	nies, as well as has a wealth im again as a candidate for dexperience in personnel and the establishment and rovide useful advices to the omination, Evaluation, and here he will take an objective tor candidates, determining			
	Number of ye	ears as Outside Directo	r: 3 years				
Attendance at Board of Directors' Meetings: 14/14							

Candidate No.	Miki Mits	sunari	(Date of birth: February 29, 1972) (Age 52)	Number of the Company's shares owned 179 shares		
	Career sum	mary, position and re	esponsibility in the Company			
Reelection Female	Apr. 1994	Joined TOKYU LAND	CORPORATION			
Candidate for	Feb. 2001	Joined Fuji Sogo R Technologies, Ltd.)	esearch Institute (currently, Miz	uho Research &		
Outside Director	Sep. 2011	Established FINEV inc	. and became the President (incum	nbent)		
	Mar. 2020	Outside Director of Fu	nai Soken Holdings Inc.			
Independent Officer	Jun. 2020	Jun. 2020 Director of Japan Accreditation Board (incumbent)				
	Jun. 2020 Outside Director of YAMADA HOLDINGS CO., LTD. (incumbent)					
	Jun. 2022	Outside Director of the	Company (incumbent)			
	Jun. 2023	Outside Director of YU	ASA TRADING CO., LTD. (incumb	pent)		
	Significant	concurrent positions	outside the Company			
	President of FINEV inc. Director of Japan Accreditation Board Outside Director of YAMADA HOLDINGS CO., LTD. Outside Director of YUASA TRADING CO., LTD.					
	Ms. Mitsunari environment, for multiple of environmenta. We nominated beneficial advitechnology. If Compensation objective and	i has served as the rep climate change, ESG, an companies. She also po I problems related to rea d her again as an Outsid vice as we aim to provi f she is elected, she w n Committee and the ( neutral stance during t	late for Outside Director and expresentative director of a consulting the SDGs, and has experience so assesses vast knowledge and broad lestate, disaster prevention mease Director candidate with the expede high-quality services based of ill serve as a member of the National Corporate Governance Committee their involvement in selecting Corporate construction of the Company's greater than the company's greater than the selection of the company greater than the selecti	ng company related to the erving as an outside director and perspective concerning ures and risk management. In a fusion of humans and omination, Evaluation, and the end of the will take an any pany Director candidates,		
	Number of ye	ears as Outside Directo	r: 2 year			
	Attendance a	at Board of Directors' M	eetings: 14/14			

Candidate No.	Miho Ta	naka	(Date of birth: December 1 1974) (Age 49)	Number of the Company's shares owned 0 shares		
New election Female	Career sum Oct. 2004	Immary, position and responsibility in the Company Registered with the Daini Tokyo Bar Association Joined Asahi Koma Law Offices (currently: Nishimura & Asahi)				
Candidate for Outside Director	Feb. 2007 May 2011 Jun. 2015	Joined TMI Associates  Graduated from The University of Michigan (US), Law School (LL.M.)  Resigned from TMI Associates				
Independent Officer	·			REIT, Inc. (incumbent)		
	Sep. 2016 Jun. 2020 Jun. 2021 Jun. 2021	Outside Corporate Aud Outside Director of Tok	JINUSHI Private REIT Investmer itor of the Company (Incumbent) yo Century Corporation. (Incumbe itor of Pacific Porter, inc	,		
	Partner of Sh Supervisory I Supervisory I		al Revitalization REIT, Inc. e REIT Investment Corporation			
Reasons for nomination as a candidate for Corporate Auditor and exp. Ms. Tanaka is very familiar with corporate legal affairs and areas related to M&A. she has extensive experience and deep knowledge and is expected to provide accompany, the Company has decided to nominate her as a candidate for Outside elected, the Company expects her to be involved in the selection of candidates Company, determination of officers' compensation, and improvement of the govern a neutral and objective perspective as a member of the Nomination, Evaluation, a Committee and chairman of the Corporate Governance Committee.			d to M&A. In addition, since provide advice useful to the or Outside Director. If she is andidates for officers of the he governance system from			
	Number of y	ears as Outside Director	<u> </u>			
	Attendance	at Board of Directors' Me	eetings: 14/14			

#### Notes:

- No special conflicts of interest exist between the Company and the candidates for Directors.
- 2. Yukio Kubota, Kenji Chishiki, Miki Mitsunari and Miho Tanaka are candidates for Outside Directors.
- 3. Ms. Tanaka does not have any experience of being involved in corporate management except for serving as an outside officer. Even so, the Company has decided that Ms. Tanaka could adequately fulfill her duties as Outside Director as described in the reason for selection as a candidate for Outside Director.
- 4. The Company has concluded agreements with Yukio Kubota, Kenji Chishiki, and Miki Mitsunari in accordance with Companies Act Article 427, paragraph 1 and its Article of Incorporation limiting the liability outlined in Companies Act Article 423, paragraph 1. The maximum liability set forth in these agreements is the minimum liability amount mandated by law. Furthermore, if these candidates for Directors are reelected, we intend to maintain said agreements. In addition, if the nomination of Miho Tanaka is approved, we plan to conclude similar liability limitation agreements with her.
- 5. The Company has concluded an Officers' Liability Insurance Contract with an insurance company pursuant to the provisions of Article 430-3, paragraph 1 of the Companies Act. An outline of the terms and conditions of the insurance contract is as set forth in "4. Directors and Corporate Auditors (3)Outline of Officers' liability insurance contract" of the Business Report. If each candidate is elected and assumes office as Director, he/she will be an insured person under the relevant insurance contract. The insurance is scheduled to be renewed at the next renewal with same conditions.
- 6. The age and years of service for each candidate for Director indicates the age and years of service as of the adjournment of this General Meeting of Shareholders.
- 7. Masateru Kawanishi served as a Director of the Company in the past and he has served as a Director for the total of 4 years as of the adjournment of this General Meeting of Shareholders.
- 8. Yukio Kubota served as an Outside Director of the Company in the past and he has served as an Outside Director for the total of 7 years and 5 months as of the adjournment of this General Meeting of Shareholders.
- 9. Ms. Tanaka is currently the Company's Outside Corporate Auditor and will have served as Outside Corporate Auditor for four years upon the conclusion of this General Meeting of Shareholders. At the close of the General Meeting of Shareholders, Ms. Tanaka will leave office as Corporate Auditor due to resignation.
- 10. Miho Tanaka's name in the family register is Miho Takahashi.
- 11. The Company has set its own Requirements for Independence of Outside Officers using provisions outlined by the Tokyo Stock Exchange as a reference. The Company believes that Kenji Chishiki, Miki Mitsunari and Miho Tanaka satisfies the requirements and has designated them as Independent Officers. If these candidates for Directors are reelected, we intend to continue their designation as Independent Officers. The Company has had an advisory contract with TMI Associates until August 2019, where Outside Corporate Auditor Miho Tanaka worked and resigned in June 2015. Please see for "(Appendix 1) Requirements for Independence of Outside Officers."
- 12. The above-mentioned number of Company shares and number of shares under stock acquisition rights held by each candidate for Director is the number of shares as of March 31, 2024. In addition, the number of the Company's shares held by each candidate for Director includes their equity interest in the Officers' Shareholding Association.
- 13. The above-mentioned number of times attending the Board of Directors' Meetings by each candidate for Director is the number of times in attendance at the Company's Board of Directors' Meetings convened during the fiscal year 2023 (April 1, 2023 March 31, 2024) (total of 14 meetings held). The number of times attending the Board of Directors' meetings by Mr. Kawanishi shows his attendance before his retirement on June 27, 2023 as a Director, while the number of times attending the Board of Directors' meetings by Ms. Tanaka shows her attendance as Corporate Auditor.
- 14. The expertise and experience of each director candidate is described in "(Appendix 2) Structure of the Board of Directors and the Board of Corporate Auditors after the resolution of Proposal 1&2".

# Proposal 3: Election of Two (2) Corporate Auditors

At the close of the General Meeting of Shareholders, Ms. Tanaka will resign as Corporate Auditor. In conjunction with this, the Company proposes the election of two Corporate Auditors, increasing the number of Outside Corporate Auditors by one to strengthen and enhance the audit system. The Company proposes the election of Ms. Fukushima as a candidate for Corporate Auditor to fill vacancy attributable to the resignation of Ms. Tanaka as Corporate Auditor. The term of office of Ms. Fukushima shall be concurrent with the term of office of the retiring Corporate Auditor in accordance with the provisions of the Company's Articles of Incorporation. In addition, the term of office of Mr. Okamoto, who is a candidate for Corporate Auditor shall continue until the conclusion of the Ordinary General Meeting of Shareholders for the last business year that ends within four years from the time of his election.

The Board of Corporate Auditors has given its consent to this proposal. The candidates for Corporate Auditors are as follows:

Candidate No.	Name	Gender, Age, No. of years as Corporate Auditor	Current Position	Attendance at the Board of Directors' Meetings in FY2023	Attendance at the Board of Corporate Auditors' Meetings in FY2023
1	Kanae Fukushima New election Outside Corporate Auditor Independent Officer	Female Age 50 —	Outside Corporate Auditor	_	_
2	Tsukasa Okamoto New election Outside Corporate Auditor	Male Age 56 —	Outside Corporate Auditor	_	_

Candidate No.	Kanae Fu	ıkushima	(Date of birth: March 30, 1974) (Age 50)	Number of the Company's shares owned 0 shares		
	Career summary, position and responsibility in the Company					
New election	Apr. 2000	Assistant to Judg	e at Tokyo District Court			
Female	Aug. 2004	Aug. 2004 Assistant Judge at Yokohama District Family Court Odawara Branch				
Candidate for	Apr. 2005	Apr. 2005 Assistant Judge at Naha District Family Court				
substitute	Apr. 2008	Assistant Judge at Tokyo District Court				
Corporate Auditor	Apr. 2010	Judge at Tokyo District Court				
Additor	Apr. 2012	Judge at Kobe D	istrict Court			
Independent	Apr. 2014	Judge at Tokyo I	High Court			
Officer	Apr. 2016	Professor of Leg	al Training and Research Institute			
	Apr. 2019	Apr. 2019 Registered with the Daiichi Tokyo Bar Association Joined Utsunomiya Shimizu & Haruki Law Office				
	Jun. 2022	Outside Director	(Audit & Supervisory Committee Me	ember) of WOW WORLD Inc.		
	Aug. 2022	Outside Corpora	te Auditor of iXs Co., Ltd (Incumben	t)		
	Oct. 2022					
	Jan. 2023	Partner at Utsun	omiya Shimizu & Haruki Law Office	(Incumbent)		
	Jun. 2023	Outside Director (Incumbent)	(Audit & Supervisory Committee	Member) of World Co., Ltd.		
	Significant concurrent positions outside the Company					
	Outside Corporate Auditor of iXs Co., Ltd					
		nomiya Shimizu & H				
	Outside Director (Audit & Supervisory Committee Member) of World Co., Ltd.					
	Reasons for nomination as a candidate for Corporate Auditor and expected roles					
	from a fair and through the har courts after bei Outside Corpo improvement of	objective perspectivendling of civil, criminang appointed a judgrate Auditor. If she	sushima will be able to audit the exect to be a seed on the extensive knowledge all and administrative cases in family the accordingly, it has decided to not be is elected, the Company expect them from a neutral and objective performs.	ge and experience she gained courts, district courts and high ominate her as a candidate for ts her to be involved in the		
	Number of year	Number of years as Outside Corporate Auditor:				
	Attendance at	Board of Directors	' Meetings: —			
	Attendance at	Board of Corporate	e Auditors' Meetings: —			
	1					

Candidate No.	Tsukasa C	Okamoto	(Date of birth: October 6, 1967) (Age 56)	Number of the Company's shares owned 0 shares
-	Career summa Oct. 1997 Apr. 2002 Sep. 2006 Mar. 2011 Jun. 2013 Apr. 2020 Apr. 2023 Jun. 2023 Apr. 2024 Significant co Director, Senior Trust Construction Reasons for management of the put	ary, position and re Joined Aoyama Aud Registered as a cer Joined Arata Audit Joined Daito Trust O Auditor, HOUSECO Executive Officer, a Construction Co., Lt Senior Executive Department of Daito Director, Senior Exe Department of Daito Director, Senior Exe Department, CFO o  ncurrent positions Executive Officer and on Co., Ltd.  comination as a car ablic accountant, Mr. O	esponsibility in the Company dit Corp. tified public accountant. Corporation (currently: Pricewater Construction Co., Ltd. M CORPORATION. Ind General Manager of Accounting did. Officer and General Manager o Trust Construction Co., Ltd. ecutive Officer and General Manage o Trust Construction Co., Ltd. Executive Officer and General f Daito Trust Construction Co., Ltd. outside the Company General Manager of Manageme Indidate for Corporate Audito Okamoto not only has a wealth or	shares owned 0 shares  chouseCoopers Japan LLC)  Ing Department of Daito Trust  of Finance and Accounting  ger of Finance and Accounting  Manager of Management  d. (Incumbent)  Int Department, CFO of Daito  r and expected roles f expertise and experience in
	corporate accounting, but also a broad knowledge about corporate management through a range of experiences such as serving as a director at a large construction company. The Company believes that by utilizing his expertise as a certified public accountant, he will be able to audit the execution of the duties of Directors from a fair and objective perspective, and has therefore decided to nominate him as a candidate for Outside Corporate Auditor.			
		s as Outside Corpora		
		Board of Directors' M		
	Attendance at E	Board of Corporate A	uditors' Meetings: —	

## Notes:

- 1. No special conflicts of interest exist between the Company and the candidates for Corporate Auditors.
- 2. Kanae Fukushima and Tsukasa Okamoto is a candidate for Outside Corporate Auditor.
- 3. Kanae Fukushima has no experience of being directly involved in management of companies other than as Outside Officers. However, as stated in the reasons for nomination as a candidate for Outside Corporate Auditor, we believe that they will be able to appropriately perform their duties as Outside Corporate Auditors.
- If the elections of Ms. Fukushima and Mr. Okamoto are approved, the Company will enter into a liability limitation agreement with each of them pursuant to Article 427, Paragraph 1 of the Companies Act and the Articles of Incorporation, limiting their liability for damages as provided for under Article 423, Paragraph 1 of the Companies Act. The maximum liability set forth in these agreements is the minimum liability amount mandated by the law.
   The Company has concluded an Officers' Liability Insurance Contract with an insurance company pursuant to the
- 5. The Company has concluded an Officers' Liability Insurance Contract with an insurance company pursuant to the provisions of Article 430-3, paragraph 1 of the Companies Act. An outline of the terms and conditions of the insurance contract is as set forth in "4. Directors and Corporate Auditors (3)Outline of Officers' liability insurance contract" of the Business Report. If each candidate is elected and assumes office as Corporate Auditor, he/she will be an insured person under the relevant insurance contract. The insurance is scheduled to be renewed at the next renewal with same conditions.
- 6. The age and years of service for each candidate for Corporate Auditor indicates the age and years of service as of the adjournment of this General Meeting of Shareholders.
- 7. The Company has set its own Requirements for Independence of Outside Officers using provisions outlined by the Tokyo Stock Exchange as a reference. The Company believes that Hironori Yokote and Kanae Fukushima satisfy the requirements and has designated them as Independent Officers. This candidates for Corporate Auditors are elected, we intend to continue their designation as Independent Officers. Please see Page 40 for "(Appendix 1) Requirements for Independence of Outside Officers."
- 8. The above-mentioned number of Company shares held by each candidate for Corporate Auditor is the number of shares as of March 31, 2024.
- 9. The expertise and experience of each candidate is described in "(Appendix 2) Structure of the Board of Directors and the Board of Corporate Auditors after the resolution of Proposal 2&3" on Page 42.

## Proposal 4: Election of One (1) Substitute Corporate Auditor

Therefore, the Company again proposes the nomination of one (1) substitute Corporate Auditor to prepare for situations in which the number of Corporate Auditors falls short of that stipulated by law.

The Board of Corporate Auditors has given its consent to this proposal.

The candidate for substitute Corporate Auditor is as follows.

	Yukako (	Oshimi	(Date of birth: August 11, 1976) (Age 47)	Number of the Company's shares owned 0 shares		
	Career sumr	mary				
Female	Oct. 2000	Registered with the	Daiichi Tokyo Bar Association			
Candidate for		Joined NAGASHIM	A OHNO & TSUNEMATSU Law (	Office		
substitute	Apr. 2011	Seconded to Ricoh	Co., Ltd.			
Corporate	Sep. 2014	Partner at SHIBATA	SUZUKI & NAKADA Law Office	(Incumbent)		
Auditor	Jun. 2015	Outside Corporate A	Auditor of JP-HOLDINGS, INC.			
l	Mar. 2019	Outside Corporate Auditor of FUJI SOFT INCORPORATED (Incumbent)				
Independent Officer	Jun. 2019	Outside Corporate Auditor of KUREHA CORPORATION				
O.II.OO.I	Dec. 2020	Outside Corporate Auditor of CMK CORPORATION				
	Nov. 2021	Supervisory Director of ORIX JREIT Inc. (Incumbent)				
	Jan. 2022	Outside Corporate Auditor of Prored Partners CO.,LTD.				
	Jun. 2024	Outside Director (Audit & Supervisory Committee Member) of Prored Partners CO.,LTD. (Incumbent)				
	Significant	concurrent position	concurrent positions outside the Company			
	Outside Corpo Supervisory Di	BATA SUZUKI & NAKAE trate Auditor of FUJI SOI irector of ORIX JREIT In or (Audit & Supervisory	T INCORPORATED	artners CO.,LTD.		
	Reasons for	nomination as a candidate for substitute Outside Corporate Auditor				
	serving as an her extensive	outside auditor at more experience, she will be a perspective, and has the	of knowledge and high level expetence than one companies. The Compable to audit the execution of the refore decided to nominate her as	any believes that by utilizing duties of Directors from a fair		

## Notes:

- 1. There are no special interests between Yukako Oshimi and the Company.
- 2. Yukako Oshimi is a candidate for substitute Outside Corporate Auditor.
- Yukako Oshimi has no experience of being directly involved in company management other than as Outside Officers, however, based on the above reasons, we believe that she can appropriately execute the duties of Outside Corporate Auditor.
- 4. The Company will conclude agreements with Yukako Oshimi in accordance with Companies Act Article 427, paragraph 1 and our Article of Incorporation limiting the liability outlined in Companies Act Article 423, paragraph 1 if she is appointed as a Corporate Auditor. The maximum liability set forth in these agreements is the minimum liability amount mandated by law.
- 5. The Company has concluded an officer's liability insurance contract with an insurance company as prescribed in Article 430-3, Paragraph 1 of the Companies Act. The outline of the terms of the contract is as described in "4. Directors and Corporate Auditors (3) Outline of Officers' liability insurance contract" of the Business Report. If Yukako Oshimi assumes the office of Corporate Auditor, she will be an insured person under the relevant insurance contract. The insurance is scheduled to be renewed at the next renewal with same conditions.

- 6. The age for Yukako Oshimi indicates her age as of the adjournment of this General Meeting of Shareholders.
- 7. Yukako Oshimi's name in the family register is Yukako Saito.
- 8. The Company has set its own Requirements for Independence of Outside Officers using provisions outlined by the Tokyo Stock Exchange as a reference. The Company believes that Yukako Oshimi satisfies our requirements and plans to designate and register her as an Independent Officer if she assumes the office of Corporate Auditor. Please see Page 40 for "(Appendix 1) Requirements for Independence of Outside Officers."
- 9. The number of Company shares held by Kanae Fukushima is current as of March 31, 2024.

# Business Report (April 1, 2023 to March 31, 2024)

## 1. State of current fiscal year

## (1) Business progress and results

Net Sales	135.139 billion yen Up 3.1% YoY	Operating Profit	5.517 billion yen Down 12.8% YoY
Ordinary Profit	5.564 billion yen Down 17.5% YoY	Net Income	2.257 billion yen Down 28.8% YoY

Environment surrounding our Group and the changes that took place during FY2023 under review were as follows.

- -In the Medical Outsourcing Business there was stable demand for medical administrative services generated by hospitals and other medical institutions. Additionally, supported by the government's workstyle reform for medical professionals that came into effect in April 2024, there was great demand for dispatched administrative staff for physicians to reduce the burden of administrative work on physicians.
- -In the Elderly Care Business, demand for elderly care services steadily increased, driven by the aging of the population. The number of people in Japan that were 75 years of age or older in 2023 reached 20.05 million people, exceeding 20 million people for the first time, an increase of 0.72 million people compared to the previous year (source: Population Estimates, Ministry of Internal Affairs and Communication).
- -COVID-19 was reclassified as a class five infectious disease on May 8, 2023. Society, the economy and the living environment are returning to the normal pre-COVID-19 situation, and this same trend was observed in the elderly care industry by users of the services. Meanwhile, the elderly care industry was partially affected by COVID-19. Due to the 9th wave of COVID-19 infections in the summer and the wave of infections concurrent with seasonal influenza in the winter, day service users were discouraged from using the services.
- -The employment environment continues to improve, with the average effective job-to-applicant ratio in 2023 being 1.31 (seasonally adjusted), 0.03 percentage points higher than the previous year (source: Employment referrals for general workers, Ministry of Health, Labour and Welfare). On the other hand, the recruitment of timely and appropriate personnel in the medical administration, elderly care and childcare sectors remains a key issue for the industry as a whole, with the job-to-applicant ratio in the elderly care sector being more than three times higher than the ratio in other sectors.

Looking at our group's performance in this business environment, in FY2023 both sales and operating profit increased year on year. Net sales increased 3.1% year on

year to 135,139 million yen, mainly due to M&A activities in the Elderly Care Business in FY2022 and FY2023, thereby achieving sales growth for the 11th consecutive year. Operating profit decreased by 12.8% from the previous year to 5,517 million yen due to an increase in personnel expenses resulting from higherthan-usual compensation, start-up costs incurred from new contracts in the Medical Outsourcing Business, and an increase in corporate expenses. Ordinary profit decreased 17.5% from the previous year to 5,564 million yen. Regarding extraordinary profit/loss, in the Elderly Care Business, a gain on negative goodwill of 2,828 million yen was recorded due to the acquisition of Solasto Care Co.,Ltd. (former name: Mitsui Sumitomo Insurance Care Network Co., Ltd) and Solasto Care Network Co., Ltd. (former name: Sogo Care Network Co., Ltd) as its subsidiaries in June 2023. However, the Company recorded impairment losses on the consolidation of offices and elderly care offices, business restructuring costs in the Smart Hospital Business and the Education Business and other costs related to reorganization within the Company. As a result, net income decreased by 28.8% year-on-year to 2,257 million yen.

# Medical Outsourcing Business (Sales composition 52.1%)

- + Main areas of business (as of March 31, 2024)
- ▶ Outsourcing and staffing for medical administration services including reception, accounting, processing of medical billing, clinical information management, and management support services

Net Sales	70.464 billion yen Down 2.2% YoY	Operating Profit	8.204 billion yen
Net Gales	Down 2.2% YoY	Operating i font	Down 8.4% YoY

In the Medical Outsourcing Business, the company worked to establish next-generation operations to significantly improve quality, sales and operational capabilities. Net sales in the Medical Outsourcing Business decreased by 2.2% from the previous year to 70,464 million yen. This was mainly due to COVID-19 related services decreasing JPY 5.2 billion from the previous year, because of the reclassification of COVID-19 as a class five infectious disease, despite favorable growth due to new contracts in the contracted service and worker dispatching services. Operating profit decreased 8.4% from the previous year to 8,204 million yen despite the increased profit due to the growth of sales of contracted services and worker dispatching services. This was mainly due to the decrease in profit from COVID-19 related services, increased personnel costs because of the improvement of compensation which was higher than usual, start-up costs related to new contracts, and an increase in sales supporting system-related costs due to initiatives to shift to next-generation operations.

## **Elderly Care Business (Sales composition 39.9%)**

- + Main areas of business (as of March 31, 2024)
- ► Operating centers for day service, home help, group homes, care management planning, and nursing homes

Net Sales	53.895 billion yen	Operating Profit	2.777 billion yen
Net Gales	Up 11.0% YoY	Operating i font	Up 10.2% YoY

In the Elderly Care Business, the number of elderly care offices increased by 61 from the end of FY2022 due to the acquisition of subsidiaries Solasto Care and Solasto Care Network in June 2023 and subsidiaries Kabushikigaisha Medical Life Care and POSSIBLE MEDICAL SCIENCE Kabushikigaisya in July 2023. Net sales increased 11.0% from the previous year to 53,895 million yen due to M&As activities in FY2022 and FY2023, the contributions of newly opened offices to the business's performance, and an improvement in the number of users of day care services, which had been stagnant due to the prolonged COVID-19 pandemic. Operating profit increased 10.2% from the previous year to 2,777 million yen due to a recovery from COVID-19 as seen in the increase in the number of users of elderly care services such as day care services, and the absence of the effect of accounting treatment related to the Wage Improvement Support Subsidy for elderly care and childcare workers in FY2022, despite the negative factors such as increased personnel costs following the improvement of compensation, the cost of due diligence and brokerage commissions incurred in M&A activities.

# Children Business (Sales composition 7.5%)

- + Main areas of business (as of March 31, 2024)
- ▶ Operation of licensed child care facilities and certified child care facilities

Net Sales	10.174 billion yen	Operating Profit	0.546 billion yen
Net Gales	Up 2.5% YoY	Operating i font	Up 8.4% YoY

In the Children Business, there was a decrease in sales mainly due to the absence of the five months of results from February to June 2022 recorded in the first quarter of FY2022 (due to the accounting treatment associated with a change in the fiscal year period) following the change in the fiscal year period of Cocoro Care Plan Corporation, which became a subsidiary of the Company in February 2022. On the other hand, net sales increased 2.5% year on year to 10,174 million yen, exceeding 10 billion yen for the first time, mainly due to higher unit prices resulting from the revision of official prices in 2023 and an increase in the number of children due to the opening of two new licensed centers in April 2023. Operating profit increased 8.4% from the previous year to 546 million yen due to an improvement in the utilization ratio resulting from an increase in the number of children in childcare centers, despite a decrease in profit due to the impact of the accounting treatment associated with the change in the fiscal year end.

# Others, Corporate Expenses (Sales composition 0.4%)

- + Main areas of business (as of March 31, 2024)
- ► Education Business: Training services related to medical administrative work for medical corporations, school corporations, general corporations and individuals, training services related to nursing care, and skill certification testing services related to the above
- Smart Hospital Business: Provision of remote medical administrative services (agency services of medical administrative services such as remote receipt checks and online-based billing)

In the Education Business, net sales declined 22.1% from the previous year, mainly due to the completion of the temporary increase in the number of books sold following the revision of medical reimbursement in April 2022.

In the Smart Hospital Business, net sales increased 91.9% from the previous year due to an increase in the number of customers in the Remote Medical Administration Services. In terms of profit and loss, the business continued to post a loss as net sales failed to exceed fixed costs, but profitability has been steadily improving since the business restructuring in October 2023.

As a result, other sales increased 2.2% from the previous year to 604 million yen, and operating loss was 542 million yen.

Corporate expenses totaled 5,469 million yen due to an increase in depreciation related to IT-related investments and systems and recruiting expenses resulting from aggressive recruiting activities.

# (2) Summary of consolidated income statement and consolidated balance sheet

		FY2020	FY2021	FY2022	FY2023
Net sales	(millions of yen)	106,182	117,239	131,088	135,139
EBITDA	(millions of yen)	8,402	8,917	9,462	8,856
EBITDA margin	(%)	7.9	7.6	7.2	6.6
Operating profit	(millions of yen)	6,062	6,319	6,325	5,517
Operating profit margin	(%)	5.7	5.4	4.8	4.1
Ordinary profit	(millions of yen)	6,075	6,297	6,747	5,564
Net income	(millions of yen)	3,538	3,502	3,172	2,257
EPS	(yen)	37.51	37.08	33.53	24.11
Total asset	(millions of yen)	60,103	70,745	69,852	75,199
Total net asset	(millions of yen)	18,472	20,149	21,572	20,485
BPS	(yen)	195.51	212.96	227.83	222.07
ROE	(%)	20.1	18.1	15.2	10.7
Net cash provided by operating activities	(millions of yen)	6,728	5,519	9,012	7,858
Net cash used in investing activities	(millions of yen)	-3,816	-7,446	-2,171	-2,762
Net cash provided by (used in) financing activities	(millions of yen)	-5,721	3,201	-5,211	-1,837
Cash and cash equivalents, end of the year	(millions of yen)	8,953	10,228	11,857	15,115
Free cash flows	(millions of yen)	2,912	-1,927	6,840	5,096
DPS	(yen)	19.50	20.00	20.00	20.00
Dividend payout ratio	(%)	52.0	53.9	59.6	83.0

## Notes:

<sup>1.</sup> EBITDA = Operating profit + Depreciation costs + Amortization of goodwill

EPS is calculated based on the average total number of shares issued for the period, excluding treasury shares.
 BPS is calculated based on the total number of shares issued for the end of period, excluding treasury shares.

<sup>3.</sup> Free cash flows = Net cash provided by operating activities – Net cash used in investing activities

## (Reference) FY2024 consolidated earnings forecast

Net sales in FY2024 are expected to increase by 2.9% compared to FY2023 to 139,000 million yen, mainly due to new contracts for contracted services and worker dispatching services and sales from existing customers in the Medical Business, and the contributions of both the M&A activities carried out in FY2023 and day services and facility-based services following the COVID-19 pandemic to the performance of the Elderly Care Business. Operating profit is forecast to increase by 12.4% compared to FY2023 to 6,200 million yen, mainly due to improved profitability following structural reforms in the Smart Hospital Business and increased profits from increased sales in the Medical and the Elderly Care Businesses.

## ▶Consolidated earnings forecast

(millions of yen)

	FY2023 (Reference value)	FY2024 (Forecast)	YoY
Net sales	135,139	139,000	+2.9%
EBITDA	8,856	9,550	+7.8%
Operating profit	5,517	6,200	+12.4%
Ordinary profit	5,564	6,050	+8.7%
Net income	2,257	2,500	+10.7%

In order to further accelerate the synergies between the Medical Outsourcing Business and the Education Business, the name of the reportable segment was changed from Medical Outsourcing Business to Medical Business in 2024, and the Education Business, which was previously included in Others, was included in the Medical Business reportable segment. In addition, in order to more appropriately assess the operating results of each business segment, the Corporate expenses item was eliminated and general and the administrative expenses not belonging to the reportable segments that were previously included in Corporate expenses have been included in the Medical Business, Elderly Care Business, Children Business and Others based on certain reasonable allocation criteria.

Net sales and operating profit by business segment in the table below are compared with the previous year using reference figures that reflect the FY2023 results and the segment changes in FY2024.

# ▶Consolidated earnings forecast by segments

(millions of yen)

		Net Sales		O	perating Pro	fit		EBITDA	
Segments	FY2023 (Reference)	FY2024 (Forecast)	YoY	FY2023 (Reference)	FY2024 (Forecast)	YoY	FY2023 (Reference)	FY2024 (Forecast)	YoY
Medical Business	70,833	72,400	+2.2%	4,301	4,310	+0.2%	4,666	4,670	+0.1%
Elderly Care Business	53,895	56,100	+4.1%	1,482	1,750	+18.0%	3,957	4,250	+7.4%
Children Business	10,174	10,200	+0.3%	307	270	-12.3%	801	760	-5.2%
Others	236	300	+27.0%	-575	-130	_	-568	-130	_
Total	135,139	139,000	+2.9%	5,517	6,200	+12.4%	8,856	9,550	+7.8%

## 2. Challenges to be Addressed

Guided by our Group's corporate philosophy, "People. Technology. Supporting comfortable living and energetic communities," we are aiming to create new businesses while reforming existing businesses through the integration of people and technology as we continue to contribute to solving social issues and providing valuable services through our business.

Under this corporate philosophy, Solasto has identified important issues that it should address with particular priority through its business activities, as sustainability themes to continue growing together with society going forward.

## **Sustainability Themes**

Initiatives to address social issues through business activities

- (1) Contributing to an Aging Society and Local Communities
  - Providing safe, reliable, and high-quality services
  - Contributing to a super-aged society through "support for self-reliance of elderly people and total care services in each local areas"
  - Realization of total care services and the integrated community care system
- (2) Innovation and Contribution to Optimizing Social Security Expenditures
  - Utilize ICT in all businesses and operations, dramatically improve customer satisfaction and productivity
  - Expansion of ICT-centered businesses and creation of new businesses
  - Realization of integrated community care system through ICT and data utilization
  - Contributing to the rationalization of social security expenditures through scientific elderly care, preventive care, preventive medicine, etc. through the utilization of healthcare data

## Management Foundation

- (1) Human Capital (Human Resource Development, Compensation Improvement, and Diversity)
  - Continuous efforts to develop human resources and improve retention rate, compensation, and employee satisfaction
  - Promoting diversity in which 30,000 employees are active in their respective personalities and working styles

## (2) Compliance and Governance

- Promoting compliance and strengthening corporate governance as the foundation for all business activities
- Ensuring the protection of personal information and fair trade

## (3) Consideration for Environment and Resources

- Each employee is aware of issues such as energy and water resource use and food loss, and reflects in their actions
- Review and implement initiatives ahead of regulations for a carbon-free society

## Priority Initiatives in FY2024 and Suspension of Medium-term Business Plan 2025

The Group achieved increases in sales and profit for the tenth consecutive year in FY2022 and has been expanding its businesses mainly through the growth of the Medical Outsourcing Business and Elderly Care Business. And in May 2023, the Group announced its Medium-Term Management Plan 2025, which is based on a policy of establishing a pillar for sustainable growth through the differentiation of our core businesses and investment in innovation. Subsequently, in FY2023, while achieving an increase in sales for the eleventh straight years, the Group recorded a significant 12.8% year-on-year decrease in operating profit, mainly reflecting increased personnel costs due to a higher-than-usual wage increase, the posting of start-up costs due to new contracts in the Medical Outsourcing Business, and an increase in corporate expenses. Moreover, with respect to M&A in the Elderly Care Business, which has been positioned as one of the pillars of growth, the Group faced a range of issues, such as projects that it did not prove as profitable as expected and delays in the progress in PMI due to rapid business expansion. Consequently, the Group recorded an impairment loss, which resulted in a significant deviation in financial results for FY2023 from targets set out in the Medium-Term Management Plan 2025.

The Group will work on the following priority measures in FY2024, a year that it has positioned as a period in which it seeks to achieve a V-shaped recovery in operating profit, following the decline in the previous fiscal year, while simultaneously laying the foundations for driving sustainable growth.

In addition, within the current fiscal year the Group will review the numerical plans set out for the Medium-Term Management Plan 2025 and the 2030 Numerical Goals established in FY2017.

**Priority Initiatives in FY2024** 

Changing the trajectory of strategy	New growth strategy	Developing new pillars
(Elderly Care Business)	(Medical Business)	(New)
Carefully selected elderly care	Shifting from medical	Leveraging Solasto's strengths
M&A actions and the opening of	outsourcing with a focus on	to pursue coordination with
new facilities	public hospitals toward providing	partners and utilize M&A in
	comprehensive solutions that	areas with a high degree of
(Smart Hospital Business)	combine various services	synergy with existing businesses
Specializing in highly profitable	including worker dispatching,	
services	recruitment, training and remote	
	administration medical services	
	Acceleration of service provision	
	to clinics and private hospitals	

# 3. Stock information (As of March 31, 2024)

(1) Number of shares authorized 339,000,000 Stocks
 (2) Total shares issued 94,741,793 Stocks (including 2,531,133 treasury shares)

(3) Number of shareholders 10,645

(4) Major shareholders (Top 10)

Name	Number of shares held (stocks)	Holdings ratio (%)
Daito Trust Construction Co., Ltd.	31,805,100	34.49
The Master Trust Bank of Japan, Ltd. (Trust Account)	8,805,600	9.55
Custody Bank of Japan, Ltd. (Trust Account)	5,482,300	5.95
TOHO HOLDINGS CO., LTD.	4,709,500	5.11
JP MORGAN CHASE BANK 385174	3,412,500	3.70
INFOCOM CORPORATION	2,545,200	2.76
GOVERNMENT OF NORWAY	2,150,094	2.33
Solasto Employee Shareholding Association	2,110,012	2.29
NORTHERN TRUST CO. (AVFC) SUB A/C AMERICAN CLIENTS	1,516,900	1.65
Custody account (for Junichi Arai) Custodian SMBC Trust Bank Ltd.	1,200,600	1.30

Note: The Company, which holds 2,531,133 shares of treasury stock, is excluded from the above list of major shareholders. Holdings ratio excludes treasury stock.

# (5) Status of stock issued to Company Directors as compensation for business execution during the current fiscal year.

	No. of shares	Grantees
Directors (Excluding Outside Directors)	56,085	3

## Note:

The details of equity compensation is described in "4. Directors and Corporate Auditors, (4) The compensation for Directors and Corporate Auditors".

- (6) Status of share warrants, etc.
  - (i) Status of share warrants retained by Directors as of the final day of the current fiscal year
    - -Type and number of applicable shares: Commons stock 2,000 shares (100 shares per share warrant)

Name (Date of vote on issuance)	No. of units	No. of shares	Exercise price (per share)	Issue price	Exercise period	Category	Owners
2018 1st share warrants (Issued on September 28, 2018)	20	2,000	1,393 yen	Non- compensated	From October 16, 2020 to October 15, 2025	Directors	1

#### Notes

- 1. The above share warrants held by 1 Director were allocated before they were appointed as Directors.
- 2. Directors classified under "Category" does not include Outside Directors.
- 3. Conditions for exercising share warrants are outlined in the share warrant allocation agreement concluded between the Company and the share warrant holders.
  - (ii) Status of share warrants issued to employees during the current fiscal year Not applicable
  - (iii) Other important notes regarding share warrants Not applicable

# 4. Directors and Corporate Auditors

(1) Directors and Corporate Auditors (as of March 31, 2024)

	<u> </u>	<u> </u>
Position	Name	Responsibility in the Company and significant concurrent positions outside the Company
President and Representative Director	Yoshikazu Fujikawa	Chief Executive Officer
Vice President and Representative Director	Toru Noda	Professor of MBA Program in International Business, Humanities and Social Sciences, Graduate School of Business Sciences at University of Tsukuba (incumbent)
Director	Keiichi Harada	Senior Managing Corporate Officer, Chief Financial Officer, General Manager of Management Division
Director	Yukio Kubota	Outside Director of KOEI DREAMWORKS Co.Ltd.
Director	Kenji Chishiki	Outside Director of Ishii Food CO., Ltd. Director and Vice President of ONWARD HOLDINGS CO., LTD
Director	Miki Mitsunari	President of FINEV inc. Director of Japan Accreditation Board Outside Director of YAMADA HOLDINGS CO., LTD. Outside Director of YUASA TRADING CO., LTD.
Director	Kanitsu Uchida	Senior Executive Officer, In charge of New Core Business Headquarter at Daito Trust Construction Co., Ltd. Director of Care Partner Co., Ltd.
Full-time Corporate Auditor	Masami Nishino	-
Corporate Auditor	Hironori Yokote	Director of Hironori Yokote CPA Office Representative Partner of Miogi Audit Corporation. Outside Corporate Auditor of Suzuki Shokai K.K.
Corporate Auditor	Miho Tanaka	Partner of Shiba & Tanaka Law Office Supervisory Director of Marimo Regional Revitalization REIT, Inc. Supervisory Director of JINUSHI Private REIT Investment Corporation Outside Director of Tokyo Century Corporation.

## Note

- 1. Directors Yukio Kubota, Kenji Chishiki, Toru Noda, Miki Mitsunari and Kanitsu Uchida are Outside Directors.
- 2. Corporate Auditors Hironori Yokote and Miho Tanaka are Outside Corporate Auditors.
- 3. Corporate Auditor Hironori Yokote is a certified public accountant and tax attorney, and possesses significant knowledge related to finances and accounting.
- 4. Corporate Auditor Miho Tanaka's name on her family registry is Miho Takahashi.
- 5. Changes in Director and Corporate Auditor positions, responsibilities, and significant concurrent position during the current fiscal year are as follows.
  - Director Toru Noda position has been changed to Vice President and Representative Director as of October 1, 2023
  - (ii) Keiichi Harada was elected at the 55th Ordinary General Meeting of Shareholders held on June 27, 2023 and became a Director.
  - (iii) Director Kenji Chishiki retired from the position of Outside Director and Audit & Supervisory Committee Member of SHIFT Inc. on November 24, 2023.
  - (iv) Director Miki Mitsunari was appointed as Outside Director of YUASA TRADING CO., LTD. on June 23, 2023.
  - (v) Director Kanitsu Uchida retired from the position of Director of Daito Trust Construction Co., Ltd. on June 27, 2023.
- 6. Changes in Director positions, responsibilities, and significant concurrent position after the end of current fiscal year are as follows.
  - President and Representative Director Yoshikazu Fujikawa position has been changed to Director as of April 1, 2024.

- (ii) Vice President and Representative Director Toru Noda position has been changed to President and Representative Director, Chief Executive Officer as of April 1, 2024.
- (iii) Director Keiichi Harada retired from the position of Senior Managing Corporate Officer, Chief Financial Officer, General Manager of Management Division as of April 1, 2024.
- (iv) Director Kanitsu Uchida retired from the position of Senior Executive Officer, In charge of New Core Business Headquarter at Daito Trust Construction Co., Ltd. And Director of Care Partner Co., Ltd. on April 1, 2024. and was appointed as Corporate Auditors of Daito Construction Co., Ltd. on April 1, 2024.
- 7. We designated Outside Directors Kenji Chishiki and Miki Mitsunari, and Outside Corporate Auditors Hironori Yokote and Miho Tanaka as Independent Officers and registered them as such with the Tokyo Stock Exchange. The Company has had an advisory contract with TMI Associates until August 2019, where Outside Corporate Auditor Miho Tanaka worked and resigned in June 2015, however, the Company has determined it does not affect her independence with the reason that the amount of advisory fees and compensation was insignificant, amounting to less than 0.1% of the Company's net sales.

## (2) Outline of agreements to limit Directors' liability

The Company has concluded agreements with Outside Directors Yukio Kubota, Kenji Chishiki, Miki Mitsunari and Kanitsu Uchida, Corporate Auditor Masami Nishino, and Outside Corporate Auditors Hironori Yokote and Miho Tanaka in accordance with Companies Act Article 427, paragraph 1 and its Article of Incorporation, limiting the liability outlined in Companies Act Article 423, paragraph 1. The Company had concluded the agreement with Mr. Noda. However, the agreement has been terminated due to the change in his position from Outside Director to Vice President and Representative Director on October 23, 2023. The maximum liability set forth in these agreements is the minimum liability amount mandated by the law.

## (3) Outline of Officers' liability insurance contract

The Company has concluded an Officers' Liability Insurance Contract with an insurance company pursuant to the provisions of Article 430 paragraph 3, paragraph 1 of the Companies Act. The insured persons include officers and employees (managerial positions) of the Company and officers and employees (managerial positions) of consolidated subsidiaries of the Company, all of which are paid by the Company.

The outline of the contents of the insurance contract is that the insurance company compensates for the damage that may be caused by the insured person being responsible for the execution of his/her duties or receiving a claim for the pursuit of such responsibility, and the contract is to be renewed every year. The insurance is scheduled to be renewed with same conditions at the next renewal.

## (4) The compensation for Directors and Corporate Auditors

## (i) Policy for determining the individual remuneration of Directors

At Board of Directors held on May 25, 2021, we adopted a policy for determining the content of individual compensation for Directors. In prior to the resolution of the Board of Directors, it was reported to and examined by the Nomination, Evaluation, and Compensation Committee.

In addition, the Nomination, Evaluation, and Compensation Committee is delegated the authority to determine individual compensation and other related matters by the Board of Directors, as it is considered appropriate for the Committee which consists of a majority of Outside Directors, to decide on individual compensation.

The details of the decision-making policy concerning the content of individual remuneration, etc. for Directors are as follows.

## a. Basic Policy

The remuneration for the Directors is based on a remuneration system that functions sufficiently as an incentive to continuously improve corporate value, and the basic policy is to determine the remuneration of individual directors in consideration of the

level of the Company's peers, performance, and the balance with the employees. Remuneration for Directors (excluding Outside Directors) consists of basic remuneration, bonuses, and restricted stock remuneration. Basic remuneration consists of director remuneration and business execution remuneration, and is paid monthly. Bonuses are paid for director and execution at certain times in accordance with their roles. The business execution portion of the bonuses consists of fixed and variable remuneration. Variable remuneration is determined by the both qualitative evaluation and a quantitative evaluation linked to the company's performance (performance-linked remuneration). Remuneration for Outside Directors is limited to basic remuneration in light of their roles. Basic remuneration consists of director remuneration and committee allowances, and is paid monthly.

## b. Policy on performance-linked remuneration, etc.

Performance-linked remuneration uses net sales and operating profit as performance indicators as they are directly linked to the Company's goal of achieving its 2030 Numerical Goals. The performance goal is to achieve the annual plan for each indicator, and the payment rate of performance-linked remuneration is determined based on the achievement rate. Directors in charge of specific business divisions are designated for indices of their respective divisions in charge, while other Directors, including the President, are designated for indices of consolidation.

## c. Policy on non-monetary compensation

Restricted stock remuneration provides an incentive to continuously improve corporate value and promotes further value sharing with shareholders. The amount is determined based on performance and their roles. In addition, certain transfer restriction period is to be stipulated by the Board of Directors shall be imposed on the shares to be granted.

d. Policy on determination of details of individual compensation for Directors In order to supplement the functions of Board of Directors, compensation for each Director is determined by the Nomination, Evaluation, and Compensation Committee after deliberation by the Committee. Final decisions on individual compensation can also be made discretionary to the President & Director. If delegated, President & Director must make the final decisions on individual compensation based on the results of deliberations by the Nomination, Evaluation, and Compensation Committee. Nomination, Evaluation, and Compensation Committee was established under the Board of Directors and is chaired by an Outside Director, Yukio Kubota, and the other members are Outside Directors, Kenji Chishiki and Miki Mitsunari.

The committee is operated with the majority of the Committee being composed of Outside Directors, incorporating the superior aspects of the structure of a company with a Nominating Committee.

e. Policy on the proportion of remuneration, etc.

The ratio of each Director's remuneration is determined by the Nomination, Evaluation, and Compensation Committee, with a structure in which the percentage of the bonus becomes higher for the higher position and the Director in charge of a specific business division.

<Reference> The proportion of remuneration for Directors (excluding Outside Directors)

The composition ratio of remuneration for Directors (excluding Outside Directors) for the fiscal year is as shown below. Stock remuneration is determined by multiplying a certain percentage on the basic remuneration and bonus. Bonuses are calculated based on the base amount thus differs from the composition ratio of actual payments.

Director & President, Vice President

Directors (Excluding Outside Directors)

Basic remuneration 56%		Bonus 22%	Stock remuneration 22%		
61%		Bonus 23%		16%	

## (ii) Total compensation for Directors and Corporate Auditors

	Total	Compensati	Paid personnel (No. of personnel)		
Category	amount (millions of yen)	Basic compensatio n	Bonus	Non- monetary compensatio n	
Directors	166	122	24	19	9
(out of Outside Directors)	(31)	(31)	( - )	( - )	(4)
Corporate Auditors	29	29			3
(out of Outside Corporate Auditors)	(14)	(14)	( - )	(-)	(2)
Total	196	152	24	19	12
(out of Outside Directors and Outside Corporate Auditors)	(46)	(46)	(-)	(-)	(6)

## Note:

- Directors receiving compensation includes the three Outside Directors resigned at the adjournment of the 55th Ordinary General Meeting of Shareholders held on June 27, 2023. The number of paid personnel excludes one uncompensated Outside Director.
- 2. Performance-linked remuneration is included in bonuses, and performance indicators and the calculation method and payment rates thereof are described in "(i) Policy for determining the individual remuneration of Directors, b. Policy on performance-linked remuneration, etc." The reason for choosing the said performance indicators is that they are directly linked to the Company's goal of achieving the 2030 Numerical Goals. Performance indicators-related results are described in "1. State of current fiscal year, (1) Business progress and results." Bonuses range from 20% to 173% of the base amount, and the range varies depending on the position and responsibilities. Performance-linked remuneration includes individual assessment (qualitative assessment) based that evaluates each individual's efforts to achieve performance targets.
- 3. Non-monetary compensation consists of Company common stock (restricted stock compensation). The conditions for and status of allotment are as indicated in "(i) Policy for determining the individual remuneration of Directors c. Policy on non-monetary compensation" and "3. Stock information (5) Status of stock issued to Company Directors as compensation for business execution during the current fiscal year." Non- monetary compensation to Directors includes the amount of expenses for the current fiscal year related to restricted stock compensation and subscription rights allocated as stock options prior to appointment as Director. Furthermore, at the Ordinary General Meeting of Shareholders convened on June 28, 2021, a resolution was passed to abolish the stock option system for Directors and corporate Auditors (excludes stock options previously issued) and to not issue new subscription rights as stock options to Directors or Corporate Auditors in the future.
- 4. The maximum amount for compensation for Directors was approved at the 47th Ordinary General Meeting of Shareholders held on June 26, 2015 for the annual amount of 320 million yen or less (not including compensation for Directors who are also employees). The number of the Directors at the close of the said Shareholders Meeting

- was seven. In addition, at the 53rd Ordinary General Meeting of Shareholders held on June 28, 2021, the compensation for Directors (excluding Outside Directors) for the grant of restricted stock was determined to be monetary remuneration receivables and the total amount of remuneration was resolved to be no more than 100 million per year (but not including compensation for employees and Directors who are also employees). The number of the Directors at the close of the said Shareholders Meeting was eight (including four Outside Directors).
- 5. The maximum amount for compensation for Corporate Auditors was approved at the 38th Ordinary General Meeting of Shareholders held on June 29, 2006 for the annual amount of 30 million yen or less. The number of the Corporate Auditors at the close of the said Shareholders Meeting was four.

# (5) Matters concerning Outside Directors and Outside Corporate Auditors(i) Status of important concurrent posts

Category	Name	Status of concurrent posts and relations to other corporations, etc.
Director	Yukio Kubota	Outside Director of KOEI DREAMWORKS Co.Ltd. There is no specific relationship between the Company and organization where Mr. Kubota holds a position.
Director	Kenji Chishiki	Outside Director of Ishii Food CO., Ltd., and Director and Vice President of ONWARD HOLDINGS CO., LTD. There is no specific relationship between the Company and organizations where Mr. Chishiki holds a position.
Director	Toru Noda	Professor of Graduate School of Business Sciences at University of Tsukuba. There is no specific relationship between the Company and organization where Mr. Noda holds a position.
Director	Miki Mitsunari	President of FINEV inc., Director of Japan Accreditation Board, Outside Director of YAMADA HOLDINGS CO., LTD. ,Outside Director of YUASA TRADING CO., LTD. There is no specific relationship between the Company and organizations where Ms. Mitsunari holds a position.
Director	Kanitsu Uchida	Senior Executive Officer, In charge of New Core Business Headquarter at Daito Trust Construction Co., Ltd., a shareholder retaining a total 34.49% of the Company's issued shares. Director of Care Partner Co., Ltd., a wholly owned subsidiary of Daito Trust Construction Co., Ltd.
Corporate Auditor	Hironori Yokote	Director of Hironori Yokote CPA Office, Representative Partner of Miogi Audit Corporation, and Outside Corporate Auditor of Suzuki Shokai K.K. There is no specific relationship between the Company and organisations where Mr. Yokote holds a position.
Corporate Auditor	Miho Tanaka	Partner of Shiba & Tanaka Law Office, and Supervisory Director of Marimo Regional Revitalization REIT, Inc., JINUSHI Private REIT Investment Corporation, and Outside Director of Tokyo Century Corporation. There is no specific relationship between the Company and organisations where Ms. Tanaka holds a position.

Note: Mr. Noda changed his position from Outside Director to Vice President and Representative Director on October 1, 2023.

# (ii) Main activities of Outside Directors and Outside Corporate Auditors during current fiscal year

	,			
Category	Name	Attendance at Board of Directors' meetings	Attendance at  Board of  Corporate  Auditors'  meetings	Major Activities
Director	Yukio Kubota	100% 14/14	-	Mr. Kubota has experiences in serving as a director including representative director among plural companies, and he has utilized the expertise to play an appropriate role in ensuring the adequacy and appropriateness of decision-making at the Board of Directors. He has served as a Chairperson of the Nomination, Evaluation, and Compensation Committee and as a member of the Corporate Governance Committee, and participated in the selection of candidates for Directors, the determination of compensation for Directors, and the establishment of the governance system of the Company from an objective and neutral standpoint.
Director	Kenji Chishiki	100% 14/14	-	Mr. Chishiki has served as a representative director in a number of companies, as well as has a wealth of experience serving as an outside director, and he has utilized the expertise to play an appropriate role in ensuring the adequacy and appropriateness of decision-making at the Board of Directors. He has served as a member of the Nomination, Evaluation, and Compensation Committee and the Corporate Governance Committee, and participated in the selection of candidates for Directors, the determination of compensation for Directors, and the establishment of the governance system of the Company from an objective and neutral standpoint.
Director	Toru Noda	100% 14/14	-	Mr. Noda has served as a representative director of several companies and has deep insights and experience in the areas of DX, Al, RPA and data science, and he has utilized the expertise to play an appropriate role in ensuring the adequacy and appropriateness of decision-making at the Board of Directors. He has served as a member of the Nomination, Evaluation, and Compensation Committee and the Corporate Governance Committee, and participated in the selection of candidates for Directors, the determination of compensation for Directors, and the establishment of the governance system of the Company from an objective and neutral standpoint.
Director	Miki Mitsunari	100% 14/14		Ms. Mitsunari has served as the representative director of a consulting company related to the environment, climate change, ESG, and the SDGs, and has experience serving as an outside director for multiple companies and she has utilized the expertise to play an appropriate role in ensuring the adequacy and appropriateness of decision-making at the Board of Directors. She has served as a member of the Nomination, Evaluation, and Compensation Committee and the Corporate Governance Committee, and participated in the selection of candidates for Directors, the determination of compensation for Directors, and the establishment of the governance system of the Company from an objective and neutral standpoint.
Director	Kanitsu Uchida	100% 14/14	-	Mr. Uchida has served as a director at a major construction company and has a wealth of experience and extensive insight in the planning of new business development and in the development of new technologies, and he has utilized the expertise to play an appropriate role in ensuring the adequacy and appropriateness of decision-making at the Board of Directors.

Note: Mr. Noda changed his position from Outside Director to Vice President and Representative Director on October 1, 2023.

Corporate F	Hironori	100%	100%	Mr. Yokote has a wealth of knowledge and experience in accounting and taxation as a certified public accountant (CPA) and tax attorney, and he has utilized the expertise to make comments to ensure the adequacy and appropriateness of decision-making at the Board of Directors.  At meetings of the Board of Corporate Auditors, he makes comments as necessary on the Company's compliance system, including internal controls, as appropriate.  He has served as a Chairman of Corporate Governance Committee, and participated in the establishment of the governance system of the Company from an objective and neutral standpoint.
Auditor \	Yokote	14/14	22/22	
Corporate M	Miho	100%	100%	Ms. Tanaka has utilized the expertise as a lawyer to make comments to ensure the adequacy and appropriateness of decision-making at the Board of Directors.  At meetings of the Board of Corporate Auditors, she makes comments as necessary on the Company's compliance system, including internal controls, as appropriate. She has served as a member of Corporate Governance Committee, and participated in the establishment of the governance system of the Company from an objective and neutral standpoint.
Auditor T	Fanaka	14/14	22/22	

(6) Status of Accounting Auditor

Name: KPMG Azsa LLC.

Amount of compensation:

	Payment amount
Amount of compensation, etc. related to the accounting auditor for the current fiscal year	82 million yen
Total amount of fees and other asset-based income to be paid by the Company and subsidiaries to the accounting auditor.	82 million yen

## Note

- The amount of compensation, etc. related to the accounting auditor for the current fiscal year is the total amount of audit compensation set forth in the Companies Act and audit compensation set forth in the Financial Securities Instrument and Exchange Act.
- 2. The Board of Corporate Auditors validated the appropriateness of the details of the audit plan presented by the auditing accountant, the status of accounting audit work, and the basis for compensation estimates before approving the amount of compensation, etc. related to the corporate audit performed by the accounting auditor.

## 5. Policy on determining surplus dividends

We position maximizing corporate value for our shareholders as one of our highest priority corporate objectives. Pursuit of this objective results in a focus on the efficient and dynamic use of capital. In order to continue making aggressive growth investments aimed at enhancing corporate value, our current basic dividend policy is to pay an annual dividend of 20.0 yen per share. When the level of earnings rises and consolidated dividend payout ratio falls to around 30%, the Company plans to reexamine the dividend policy.

## -Dividends for FY2023

The year-end dividend is set to the amount of 10.0 yen per share by the resolution of the Board of Directors Meeting held on May 10, 2024. Combined with the interim dividend of 10.0 yen per share, the full-year dividend amount is 20.0 yen per share. As a result, the consolidated dividend payout ratio is 83.0%.

## -Dividends for FY2024

For FY2024 dividends, our plan is to continue the annual dividend of 20.0 yen per share, representing a consolidated dividend payout ratio of 74.9%.

# 6. Consolidated Financial statements

# (1) Consolidated income statement

(Yen 1M)

Consolidated Financial Highlights	FY2020	FY2021	FY2022	FY2023	FY2024
Consolidated in consolidated in					Forecast
Consolidated income statement  Net sales	106,182	117,239	131,088	135,139	139,000
Medical outsourcing business	60,926	66,042	72,029	70,464	72,400
Elderly care business	42,303	47,602	48,536	53,895	56,100
Children business*1	2,427	3,078	9,930	10,174	10,200
Others*2	524	516	591	604	300
Cost of sales	87,321	96,775	109,335	113,205	300
Gross profit	18,860	20,464	21,752	21,934	
	12,798	14,144	15,426	16,416	
Selling, general and administrative expenses	5,769	6,237	6,552	6,832	
Personal expenses					
Amortization of goodwill	1,286	1,400	1,733	1,823	
Hiring expenses	538	551	607	701	
Taxex and dues	1,060	1,141	1,448	1,565	
Rent expenses	847	877	890	749	
Others	3,295	3,936	4,193	4,744	
Operating profit	6,062	6,319	6,325	5,517	6,200
Medical outsourcing business	7,720	8,450	8,960	8,204	4,310
Elderly care business	2,033	2,575	2,521	2,777	1,750
Children business	255	222	504	546	270
Others	44	(352)	(607)	(542)	(130)
Corporate expenses*3	(3,990)	(4,575)	(5,053)	(5,469)	-
Non-operating income	366	396	953	579	
Interest income	16	16	15	15	
Dividend income	3	5	0	2	
Insurance claim income	91	100	46	16	
Subsidy income	217	165	803	408	
Others	37	108	87	136	
Non-operating expenses	353	419	532	532	
Interest expenses	215	237	272	288	
Commission expenses	0	0	50	18	
Compensation for damage	69	108	43	18	
Others	68	72	166	207	
Ordinary profit	6,075	6,297	6,747	5,564	6,050
Extraordinary income	94	401	297	2,828	
Subsidy income	93	195	297	-	
Gain on sale of non-current assets	1	3	_	_	
Gain on sales of investment securities	_	202	_	_	
Gain on negative goodwill	_		_	2,828	
Others	_	_	_		
Extraordinary losses	816	1,057	1,626	4,251	
Loss on tax purpose reduction entry of non-current assets	93	195	297	1,201	
Impairment losses	643	813	664	3,015	
Compensation for damage	0+3	013	44	5,015	
Provision for loss on compensation for damage			505		
Payment related to the employment of persons with disabilities		-	505	181	
		-	-		
Relocation related expenses	-	36		216	
Business restructuring expenses	- 70		115	197	
Others	79	11	115	640	
Profit before income taxes	5,354	5,641	5,418	4,141	
Total income taxes	1,815	2,138	2,245	1,884	
Net income	3,538	3,502	3,172	2,257	2,500

<sup>\*1</sup> From FY2022, Child care business was separated from Elderly and child care business and changed the segment name to Children business.

<sup>\*2</sup> Education business, etc. Smart hospital business is included from FY2021.
\*3 Corporate expenses indicated as reconciliation in the earning summary.

# (2) Consolidated balance sheet

(Yen 1M)

					(Yen IIVI)
Consolidated balance sheet*	FY2020	FY2021	FY2022	FY2023	FY2024
					Forecast
Current assets	24,196	27,918	28,164		0
Cash and deposits	8,973	10,340	11,957		0
Accounts receivable - trade	13,876	15,729	13,850		0
Inventory	45	27	83		0
Others	1,301	1,821	2,273		0
Non-current assets	35,906	42,826	41,688		0
Property, plant and equipment	12,083	14,902	14,711		0
Buildings and structures-net	7,459	9,224	9,228		0
Land	1,512	2,677	2,695		0
Others	3,111	3,001	2,787		0
Intangible assets	15,711	19,539	17,897		0
Goodwill	14,721	18,283	16,656		0
Others	990	1,255	1,241		0
Investments and other assets	8,111	8,384	9,079		0
Total assets	60,103	70,745	69,852		0
Current liabilities	20,580	25,905	20,382		0
Short-term borrowings	2,000	5,177	500		0
Current portion of long-term borrowings	3,545	4,260	3,682		0
Accounts payable-other	7,523	8,923	9,198		0
Others	7,511	7,544	7,000		0
Non-current liabilities	21,050	24,689	27,897		0
Long-term borrowings	12,854	15,619	18,275		0
Lease liabilities	3,346	3,592	3,429		0
Retirement benefit liability	1,627	1,765	1,848		0
Others	3,222	3,712	4,344		0
Total liabilities	41,631	50,595	48,280		0
Shareholders' equity	18,454	20,139	21,476		0
Share capital	595.00	630.00	658.00		0.00
Capital surplus	5,494.00	5,530.00	5,557.00		0.00
Retained earnings	12,365	13,979	15,259		0
Treasury stock	(0)	(0)	(0)		0
Accumulated other comprehensive income	9	1	88		0
Share acquisition rights	8	7	8		0
Total net assets	18,472	20,149	21,572		0
Total liabilities and net assets	60,103	70,745	69,852		0

<sup>\*</sup>As of the end of March each fiscal year

# (3) Consolidated statements of cash flows

(Yen 1M)

					(Yen IM)
Consolidated statements of cash flows	FY2020	FY2021	FY2022	FY2023	FY2024 Forecast
Profit before income taxes	5,354	5,641	5,418		1 Olecast
Depreciation	1,052	1,197	1,402		0
Amortization of goodwill	1,286	1,400	1,733		0
Impairment losses	643	813	664		0
Increase (decrease) in provision for bonuses	462	(188)	(197)		0
Increase (decrease) in retirement benefit liability	132	104	163		0
Interest expenses	215	237	272		0
Gain on negative goodwill	-	_	_		0
Decrease (increase) in trade receivables	(661)	(1,284)	1,944		0
Decrease (increase) in prepaid expenses	3	(169)	(28)		0
Increase (decrease) in accounts payable - other	416	901	86		0
Increase (decrease) in accrued consumption taxes	261	(285)	(216)		0
Increase (decrease) in deposits received	99	(47)	(179)		0
Loss (gain) on sale of property, plant and equipment	(1)	(3)	0		0
Others	(105)	(789)	399		0
Subtotal	9,160	7,527	11,464		0
Interest and dividends received	20	32	15		0
Interest paid	(213)	(238)	(284)		0
Income taxes paid	(2,544)	(2,106)	(2,189)		0
Others	305	304	6		0
Cash flows from operating activities	6,728	5,519	9,012		0
Purchase of property, plant and equipment	(532)	(271)	(1,032)		0
Proceeds from sale of property, plant and equipment	1	9	22		0
Purchase of intangible assets	(418)	(527)	(292)		0
Purchase of investment securities	(105)	-	(403)		0
Proceeds from sale of investment securities		294	0		0
Payments of leasehold and guarantee deposits	(83)	(27)	(234)		0
Proceeds from refund of leasehold and guarantee deposits	29	14	31		0
Payments for acquisition of businesses	(1,499)	(474)	(193)		0
Purchase of shares of subsidiaries	(1,801)	(6,677)	-		0
Proceeds from purchase of shares of subsidiaries	-	-	21		0
Others	593	212	(91)		0
Cash flows from investing activities	(3,816)	(7,446)	(2,171)		0
Increase (decrease) in short-term borrowings	(2,514)	2,986	(4,712)		0
Proceeds from long-term borrowings	3,000	7,000	7,500		0
Repayments of long-term borrowings	(4,172)	(4,745)	(5,762)		0
Redemption of bonds	(71)	-	(97)		0
Proceeds from issuance of shares	20	16	-		0
Purchases of treasury stock	(0)	-	_		0
Dividends paid	(1,840)	(1,888)	(1,891)		0
Repayments of finance lease liabilities	(134)	(154)	(191)		0
Others	(9)	(13)	(55)		0
Cash flows from financing activities	(5,721)	3,201	(5,211)		0
Net increase (decrease) in cash and cash equivalents	(2.808)	1,274	1.628		0
Cash and cash equivalents at beginning of period	11,762	8,953	10,228		0
Cash and cash equivalents at end of period	8,953	10,228	11,857		0
Free cash flows	2,912	(1,927)	6,840		0

# (Appendix 1)

## Requirements for Independence of Outside Officers

Solasto Corporation considers that, based on the independence requirements for outside officers defined by Tokyo Stock Exchange, Outside Officers who fall under the following items are not qualified as independent Outside Officers.

- A person who currently is a Director (excluding Outside Directors), a Corporate Auditor (excluding Outside Corporate Auditors), a Corporate Officer or an employee of the Solasto Group (Note 1)
- A person who currently is or was in any of the last ten (10) fiscal years a Director, a
  Corporate Auditor, a Corporate Officer or an employee of a large shareholder of the
  Solasto Group (Note 2) or of an entity whose large shareholder is the Solasto Group
- 3. A person who currently is or was an executing person (Note 4) of a major business partner (Note 3) of the Solasto Group
- 4. A person who currently is or was a Director, a Corporate Auditor, a Corporate Officer or an employee of a legal entity, an organization, etc. that has received a significant amount of donation (Note 5) from the Solasto Group
- A person who exchanges a Director, a Corporate Auditor or a Corporate Officer with the Solasto Group
- 6. A person who has belonged since five (5) years ago or any earlier date or who belonged in the last five (5) years to an auditing firm which undertakes audits of the Solasto Group
- 7. A person who falls or fell under a lawyer, a certified public accountant, a consultant, etc. receiving a significant amount of money (Note 6) or in other forms of assets from the Solasto Group other than executive remuneration
- A spouse of, a relative within the second degree of kinship of, or a relative who lives together or shares the same livelihood with a person falling under one of the following items:
  - (i) An executing person of the Solasto Group
  - (ii) A person who was in any of the last ten (10) fiscal years an executing person of the Solasto Group
  - (iii) A person described under 2 to 7 above who is determined not to be independent from the Company
- 9. A person, other than the above persons, who may create conflicts of interests with general shareholders of the Solasto Group as an Outside Officer based on the Company's judgment,

## (Notes)

- 1. "The Solasto Group" means Solasto Corporation and subsidiaries of Solasto Corporation.
- 2. "A large shareholder" means a company, etc. which directly or indirectly holds 20% or more of total voting rights.
- 3. "A major business partner" means a company, etc. whose payments or receipts resulting from transactions with the Solasto Group are no less than 2% of the Solasto Group's or such company's consolidated net sales in any one of the last three (3) fiscal years.

- 4. "An executing person" means an Executive Director, a Corporate Officer or an employee who is a General Manager or is in a higher-level management position.
- 5. "A significant amount of donation" means a donation of an amount exceeding the larger of either 10 million yen per year on average over the last three (3) fiscal years or 2% of the consolidated net sales or the total revenue of the beneficiary of the donation.
- 6. "A significant amount of money" means, if the recipient of the money is an individual, 10 million yen or higher per year on average of the past three (3) fiscal years, or if the recipient is an organization, 2% or more of the consolidated net sales of the organization.

# (Appendix 2)

Structure of the Board of Directors and the Board of Corporate Auditors after the resolution of Proposal 2&3

The structure of the Board of Directors and the Board of Corporate Auditors if Proposals 2 and 3 are approved as proposed at the Ordinary General Meeting of Shareholders is as follows

■ : Chairman □ : Member • possesses

	Committe	es to serve	Expertise and Experience									
Name	Nomination, Evaluation, and Compensation Committee	Corporate Governance Committee	Corporate Management	Organizational Management	Marketing/ Innovation	DX/ICT	Financial and Accounting/ M&A	Human Resources/ Human Resource Development	Risk Management/ Sustainability			
Toru Noda			•	•	•	•	•					
Masateru Kawanishi				•	•	•		•	•			
Yukio Kubota			•	•	•	•						
Kenji Chishiki			•	•	•			•				
Miki Mitsunari					•	•			•			
Miho Tanaka				•			•		•			
Masami Nishino				•					•			
Hironori Yokote							•		•			
Kanae Fukushima									•			
Tsukasa Okamoto				•			•		•			

(Notes) 1. The above list does not represent all the expertise and experience possessed by directors and auditors

## <Reason for selecting each skill items>

As the business environment surrounding us continues to change, we need the experience and achievements of corporate management in Corporate Management: order to make appropriate management decisions and realize sustainable increases in corporate value.

optimization of social security expenditures, it is necessary to have a deep understanding of business and the knowledge to create customers

necessary to have a deep understanding of technology and knowledge to realize advanced and flexible utilization.

value, it requires solid knowledge and experience in the financial and accounting fields.

personalities and working styles while maximizing their capabilities, we need a knowledge to formulate a human resource strategy and

We are responsible for businesses with a high public profile, thus consider "grow together with society" to be particularly important, and need knowledge to risk management and sustainability in light of laws and compliance.