



June 28, 2024

To whom it may concern:

Company name: Management Solutions Co., Ltd.  
Representative name: Akira Kaneko, President and CEO  
(Securities Code: 7033, TSE Prime)  
Contact: Kunimasa Tamai, Chief Financial Officer  
(TEL) +81-3-5413-8808

**(Correction) Partial Correction to "Financial Results Briefing Materials for the First Half of the Fiscal Year Ending December 31, 2024"**

We would like to inform you that some information in the "Financial Results Briefing Materials for the First Half of the Fiscal Year Ending December 31, 2024" announced on June 14, 2024, has been corrected as follows.

1. Reason for correction

In the "Financial Results Briefing Materials for the First Half of the Fiscal Year Ending December 31, 2024" released on June 14, 2024, we have corrected some information regarding the cumulative number of recruited consultants in the "1H FY2024 Executive Summary" on page 2, the number of consultants in 2Q FY2024 and the number of mid-career hires in 2Q FY2024 in the "(Reference) Non-Financial KPIs" on page 18.

2. Details of Amendment

Please refer to the attached document. Corrections are circled with red squares.

The relevant materials posted on the Company's website (<https://www.msols.com>) will be updated to reflect the above correction.

Net sales

**¥9,267 million**

YoY **+15.4%** ↑

Operating income

**¥846 million**

YoY **+5.5%** ↑

Hiring

Cumulative number of  
Group employees  
**1,341**

Hiring Costs (total)  
**¥640 million**

Cumulative number of  
recruited consultants  
**191** (excl.111 new graduates)

Hiring Costs (YoY)  
**+¥140 million**

Net sales

¥9,267 million

YoY +15.4% ↑

Operating income

¥846 million

YoY +5.5% ↑

Hiring

Cumulative number of  
Group employees  
**1,341**

Hiring Costs (total)  
**¥640 million**

Cumulative number of  
recruited consultants  
**197** (excl.111 new graduates)

Hiring Costs (YoY)  
**+¥140 million**

# (Reference) Non-Financial KPIs

**Before correction**



(People)	FY2021				FY2022				FY2023				FY2024	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
No. of consolidated employees <sup>(*1)</sup>	381	453	493	490	598	754	862	867	944	1,063	1,070	1,084	1,171	1,341
No. of consultants <sup>(*1, *2, *3)</sup>	343	419	451	449	476	638	729	735	791	897	894	901	936	1,091
Mid-Career hires <sup>(*2)</sup>	–	–	–	141	62	186	291	305	85	157	189	214	108	191

\*1: Headcount at the end of each quarter (not including temporary employees)

\*2: In addition to those at the Company, the number of consultants includes those employed by MSOL Digital and in China, but not those employed by Tetra Communications(excl.111 new graduates).

\*3: At the start of the fiscal year we moved the total of 40 individuals to the Company's newly established Sales division, the sales and administration department of the Company and MSOL Digital (which was spun off in January 2024), and others

# (Reference) Non-Financial KPIs

After correction



(People)	FY2021				FY2022				FY2023				FY2024	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
No. of consolidated employees <sup>(*1)</sup>	381	453	493	490	598	754	862	867	944	1,063	1,070	1,084	1,171	1,341
No. of consultants <sup>(*1, *2, *3)</sup>	343	419	451	449	476	638	729	735	791	897	894	901	936	980
Mid-Career hires <sup>(*2, *4)</sup>	–	–	–	141	62	186	291	305	85	157	189	214	108	197

\*1: Headcount at the end of each quarter (not including temporary employees)

\*2: In addition to those at the Company, the number of consultants includes those employed by MSOL Digital and in China, but not those employed by Tetra Communications(excl.111 new graduates).

\*3: At the start of the fiscal year we moved the total of 40 individuals to the Company's newly established Sales division, the sales and administration department of the Company and MSOL Digital (which was spun off in January 2024), and others

\*4: Cumulative figures for the fiscal year are shown.