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For Immediate Release

Company name: **Career Design Center Co., Ltd.**
Representative: **Hiromi Tada, Chairman and CEO**
(Securities code: 2410, TSE Prime Market)
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Notice of Revisions to Full-Year Earnings Forecasts

Career Design Center Co., Ltd. (the "Company") announced that it has revised the full-year earnings forecast for the fiscal year ending September 30, 2024 released on November 8, 2023 in consideration of recent trends in operating.

1. Revision to the earnings forecasts for the fiscal year ending September 30, 2024 (October 1, 2023 to September 30, 2024)

	Net sales	Operating profit	Ordinary profit	Profit	Profit per share
	Million yen	Million yen	Million yen	Million yen	Yen
Previous forecast (A)	18,370	1,764	1,750	1,203	217.28
Revised forecast (B)	17,780	1,429	1,430	989	177.66
Change (B-A)	(590)	(335)	(320)	(214)	39.62
Change (%)	(3.2)	(19.0)	(18.3)	17.8	(18.2)
(Reference) Results of previous fiscal year (Fiscal year ended September 30, 2023)	17,388	1,585	1,577	1,163	209.94

2. Reason for the revision

The Company sincerely apologizes for the inconvenience and concern caused to its shareholders, investors and other stakeholders by the downward revision of the full-year forecast for the fiscal year ending September 30, 2024.

During the current fiscal year, the recruitment environment has changed more than initially anticipated, with the ratio of job openings to job seekers continuing to trend lower amid signs of a pause in recruitment demand after companies offering jobs amid the surging recruitment demand seen during the post-pandemic rebound of the previous fiscal year filled their job openings.

Under such conditions, the Company has seen noticeable deterioration in the business results of the Personnel Placement Business in particular, and the business results of the Personnel Placement Business for the current fiscal year are expected to be well below the initial forecast both in terms of net sales and ordinary profit. This deterioration is mainly attributable to external factors, specifically stricter hiring standards at companies still offering jobs, reflecting higher average cost per hire compared to other businesses, and decline in the informal job offer rate, as well as to internal factors, namely a sales structure that was slow to tap into job openings at new customers, despite increased acquisition of registrants and increased interviews with those looking to change jobs, and a low matching rate of those looking to change jobs with job openings as a result.

Meanwhile, in the Media Information Business, the Company will continue pursuing a higher average transaction value and curbing advertising expenses on the cost front and anticipates that both net sales and ordinary profit will increase as a result and, despite such a recruitment environment, the Company expects to successfully achieve growth. In the IT Worker Dispatch Business, the number of active workers among dispatched staff began increasing thanks to efforts aimed at tapping into job openings from new customers and making more proposals regarding dispatched staff job openings and, in the fourth quarter, the Company expects that both net sales and ordinary profit will surpass levels in the same period a year earlier. Meanwhile, the New Graduate Business is also performing solidly; nonetheless, the deterioration in the business performance of the Personnel Placement Business will not be fully offset, prompting the Company to downwardly revise its initial forecast.

This fiscal year, the Company has faced changes in the recruitment environment it did not initially envisage; however, with recruitment demand expected to gradually emerge from the pause that followed the spike during the post-COVID rebound phase, the Company is determined to work to improve its business results by stepping up measures to increase net sales in each business going forward.

(Note) The forecast above are compiled based on information available as of the announcement of this material. Actual results may differ from the forecasts due to various factors going forward.