Movin' Strategic Career CO., LTD.

2026 2Q Financial Results Briefing

August 17, 2026

Event Summary

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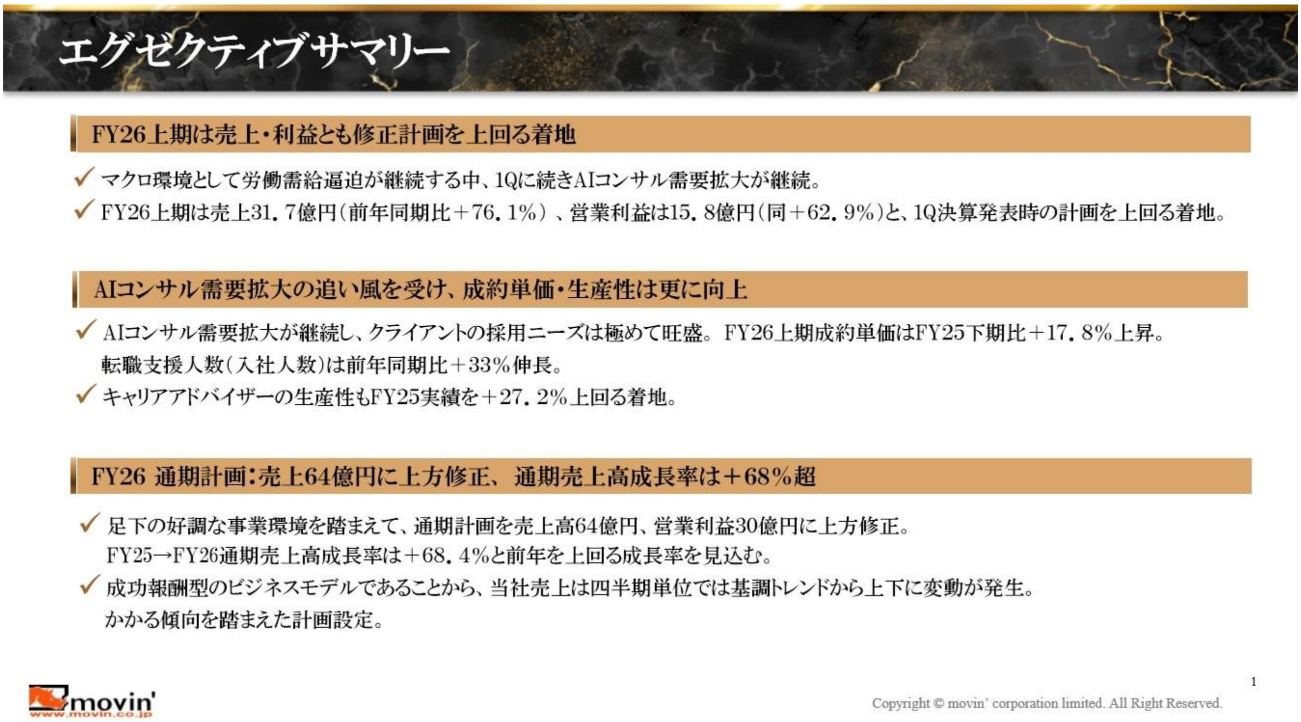
[Venue]	Webcast
[Venue Size]	
[Participants]	
[Number of Speakers]	1 Kazunori Nishita COO

Presentation

Nishita: Thank you very much for joining the Q2 financial results briefing for Movin' Strategic Career CO., LTD. We're at the scheduled start time, so let's get started.

We plan to publish a transcript of the presentation content and Q&A from today’s briefing on our IR website at a later date. Please refer to it as needed once it is available.

I'll now walk you through the results using the presentation materials we've shared with you.



Let me start with a brief summary of today's presentation.

One major macro trend is that the labor market remains tight as the birthrate declines. Against this backdrop, demand for AI consultants continues to grow, creating a very strong tailwind for our business.

As a result of this environment, our H1 results came in at net sales of JPY3.17 billion and operating profit of JPY1.58 billion, both above the revised plan announced with our previous financial results.

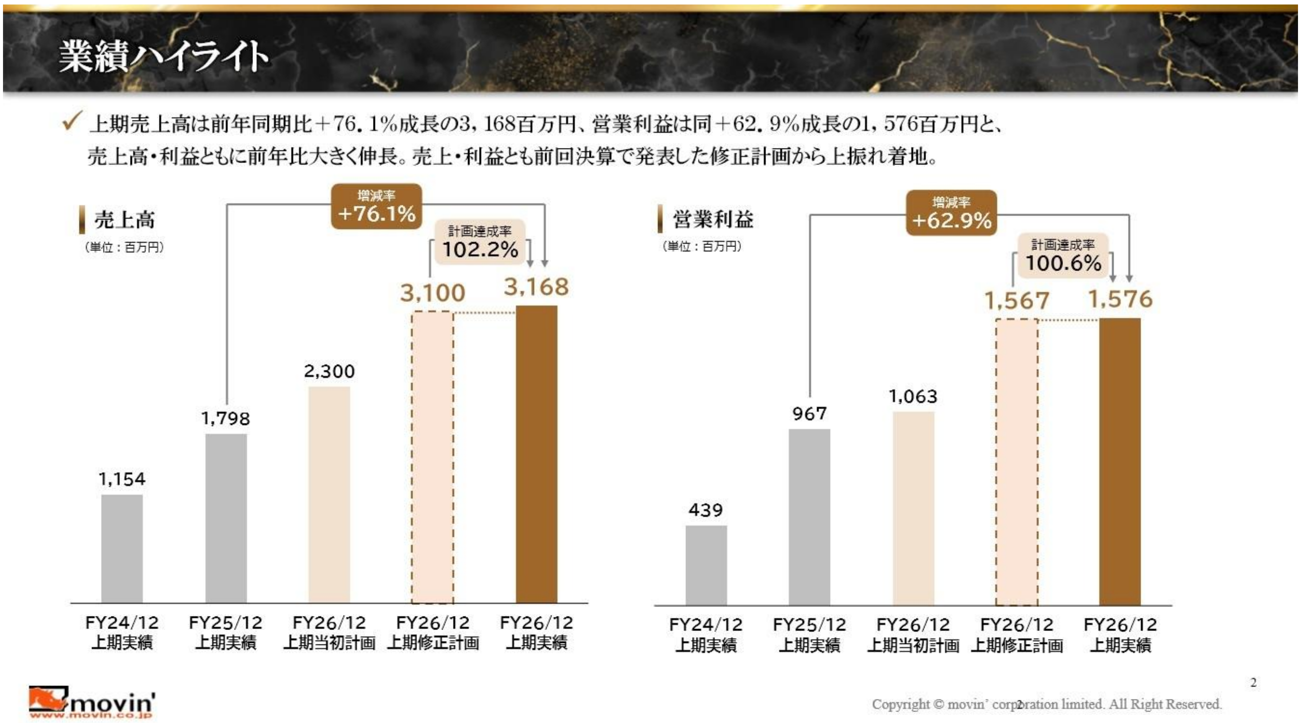
As I mentioned previously, client hiring demand remains extremely strong, driven by expanding demand for AI consultants. As a result, our average fee per placement in H1 FY2026 rose 17.8% from H2 FY2025.

Number of career-change support also rose 33% YoY, so we saw growth in both volume and average fees. In this environment, productivity per career advisor was 27.2% above the FY2025 full-year level and remains very strong.

With the market and our business both remaining strong, we have revised our full-year plan upward again. We now forecast net sales of JPY6.4 billion and operating profit of more than JPY3 billion. That implies full-year net sales growth of 68.4% from FY2025 to FY2026, above the roughly 60% growth recorded last year.

We operate on a contingency-fee basis, so we do not have an order backlog or back orders. Quarterly results therefore inevitably fluctuate above and below the underlying trend. Our plan factors in this normal QtoQ volatility, which I also wanted to highlight.

With that, let me turn to the details on the next page.

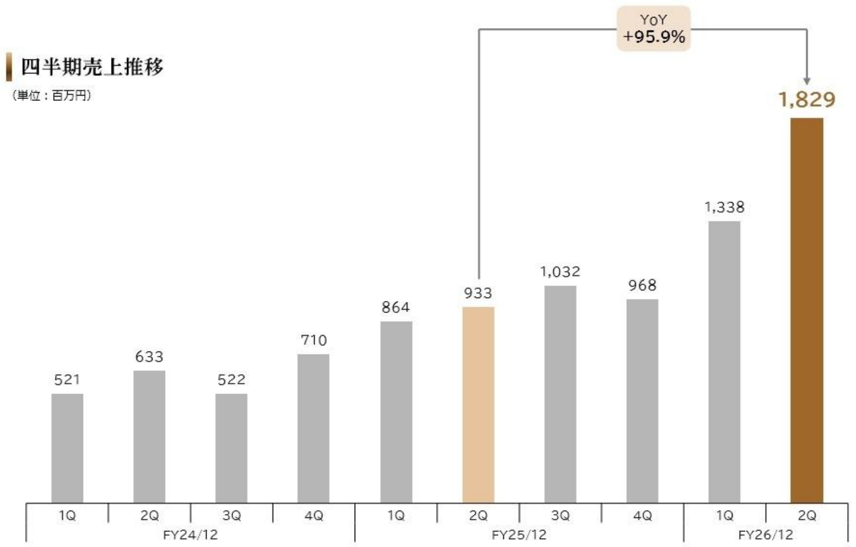


First, I will discuss the H1 performance highlights.

H1 net sales grew 76.1% YoY to JPY3.168 billion, and operating profit grew 62.9% YoY to JPY1.576 billion. Both net sales and profit increased sharply YoY and came in above the revised plan announced previously, so the results were better than we had expected.

FY26 2Q売上は前年同期比倍増

✓ FY26　2Q売上は前年同期比＋95．9%と大幅に伸長し、2四半期連続で過去最高売上を更新。



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The next slide shows the quarterly trend in net sales.

Q2 was exceptionally strong. Net sales rose 95.9% YoY, nearly doubling from the prior-year level, and came in above our expectations.

財務サマリー

✓ 今期より賞与引当金の計上基準を変更（次頁）。従来通りの基準であれば、営業利益は1，819百万円（前年同期比＋88．1%）。

✓ 前回決算発表の修正計画比、売上高＋2．2%、営業利益＋0．6%の上振れ着地。

（百万円）	FY25/12 上期実績	FY26/12 上期実績	前年同期比	FY26/12 上期修正計画	達成率	FY26/12 通期修正計画	進捗率
売上高	1,798	3,168	+76.1%	3,100	102.2%	5,800	54.6%
売上総利益	1,723	2,940	+70.6%	2,885	101.9%	5,438	54.1%
（売上総利益率）	(95.8%)	(92.8%)	(▲3.0pt)	(93.1%)	―	(93.8%)	―
販売費及び一般管理費	755	1,364	+80.5%	1,318	103.5%	2,778	49.1%
営業利益	967	1,576	+62.9%	1,567	100.6%	2,660	59.3%
（営業利益率）	(53.8%)	(49.7%)	(▲4.0pt)	(50.5%)	―	(45.9%)	―
経常利益	968	1,579	+63.2%	1,571	100.6%	2,670	59.2%
（経常利益率）	(53.8%)	(49.9%)	(▲4.0pt)	(50.7%)	―	(46.0%)	―
親会社株主に帰属する四半期（当期）純利益	633	1,036	+63.6%	1,030	100.6%	1,750	59.2%
（純利益率）	(35.2%)	(32.7%)	(▲2.5pt)	(33.2%)	―	(30.2%)	―
フリーキャッシュフロー ※	672	1,002	+49.1%	―	―	―	―

※「営業CF－設備投資額」により算定

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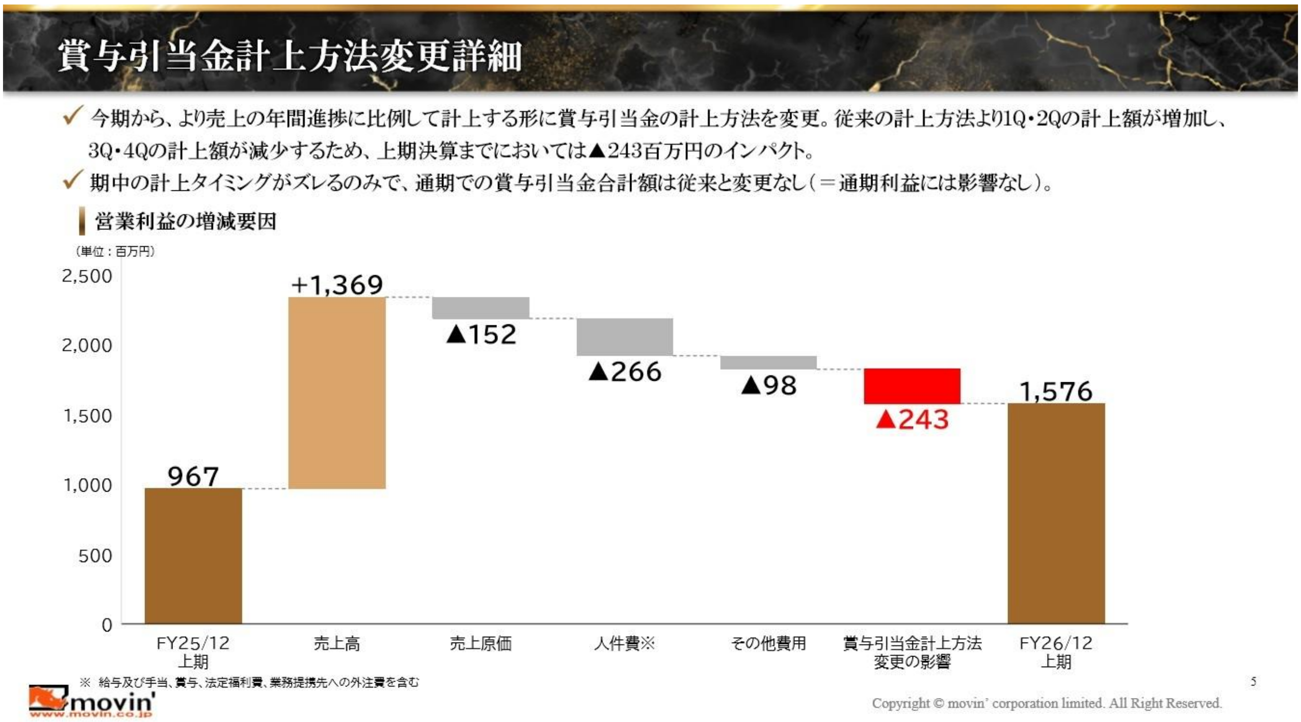
Next is the financial summary. Please refer to this table for details of the results.

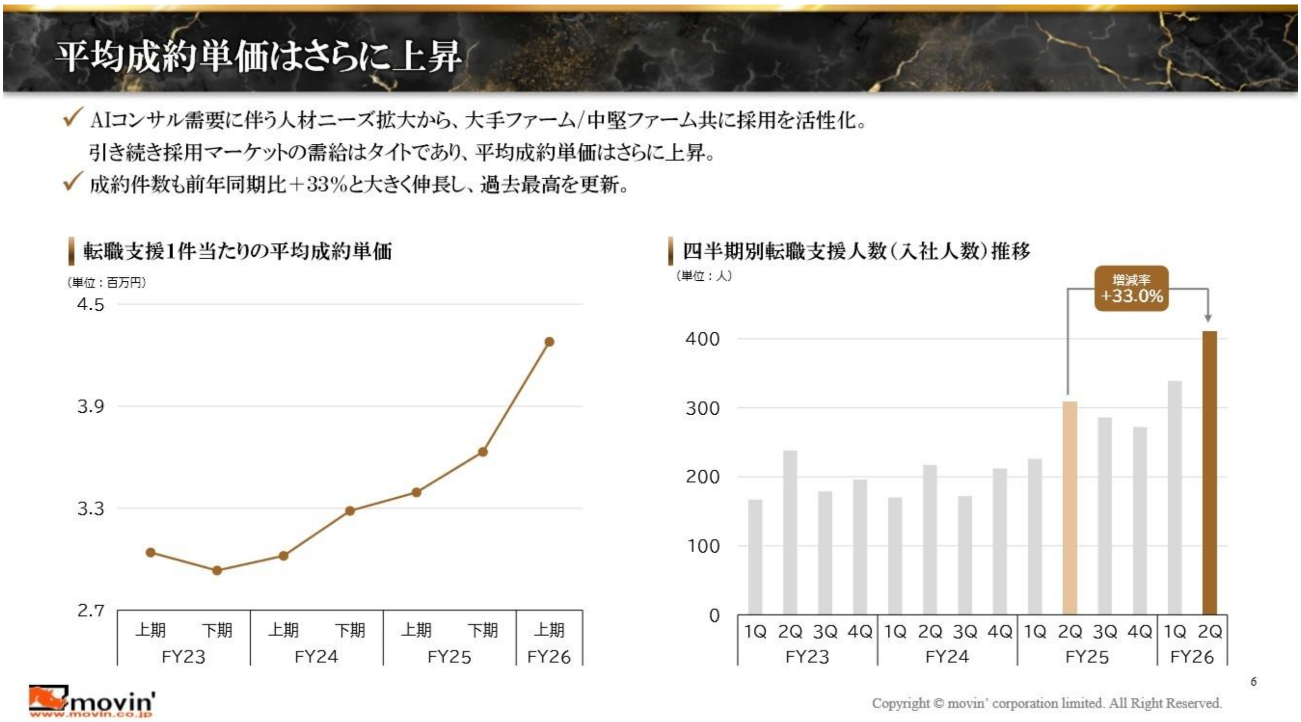
As I explained at our previous financial results briefing, we changed the basis for recognizing the provision for bonuses beginning in FY2026. Under the previous basis, operating profit would have been JPY1.819 billion, up 88.1% YoY.



Let me revisit the change in how we recognize the provision for bonuses.

Beginning in FY2026, we changed our method so that the provision for bonuses is recognized in proportion to progress toward full-year net sales. Under the new method, more is recognized in Q1 and Q2 than under the previous method, and less is recognized in Q3 and Q4.

This change was a profit-reducing factor of approximately JPY240 million in H1. However, it only shifts the timing of recognition within the fiscal year and has no impact on the total provision for bonuses for the full year. In other words, it has no positive or negative impact on full-year operating profit. I wanted to reiterate that point.

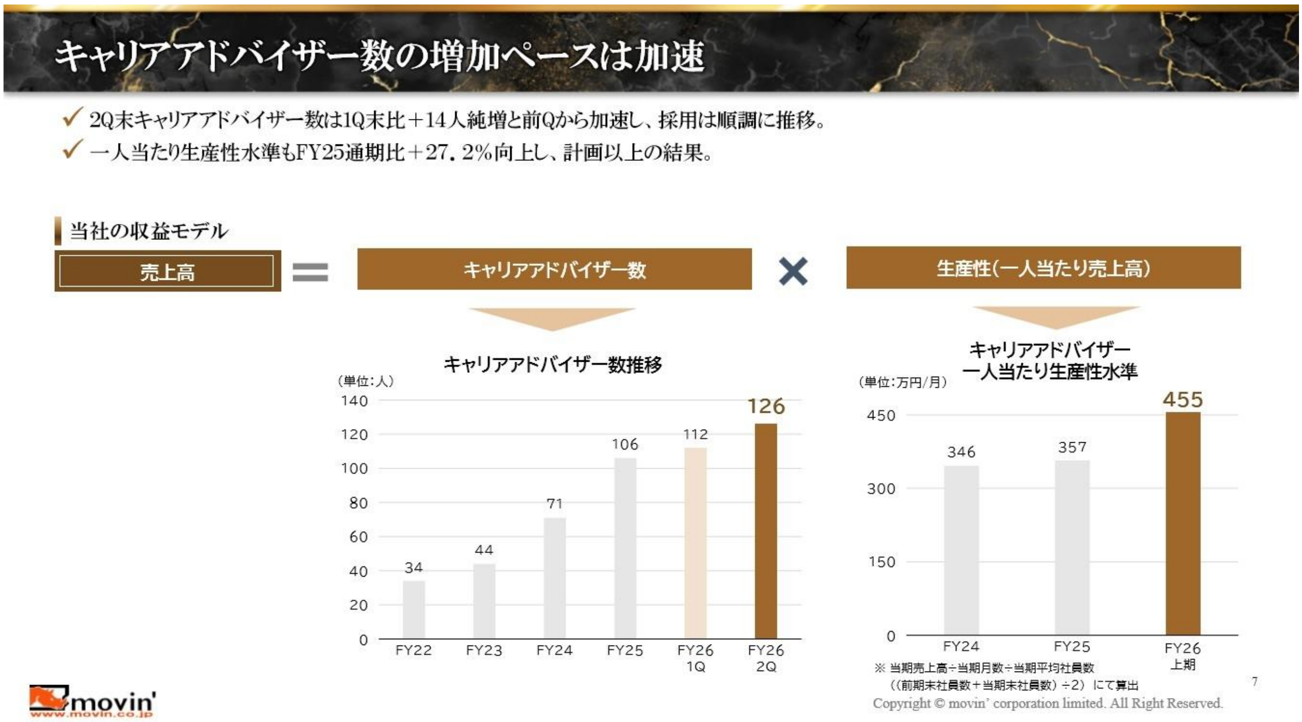


Next, let me walk through a few metrics that illustrate current business conditions.

As I mentioned at the outset, strong demand for AI consultants is driving a sharp increase in hiring needs, and both large and mid-sized consulting firms are hiring very actively.

That has tightened the hiring market further. Placement fees rise as the market tightens, and our average fee per placement has continued to increase. It reached a record high in H2 FY2025 and has risen further since then.

In addition to average fees, volume has also grown steadily, with the number of successful placements up 33% YoY. We are therefore seeing growth in both volume and average fees.

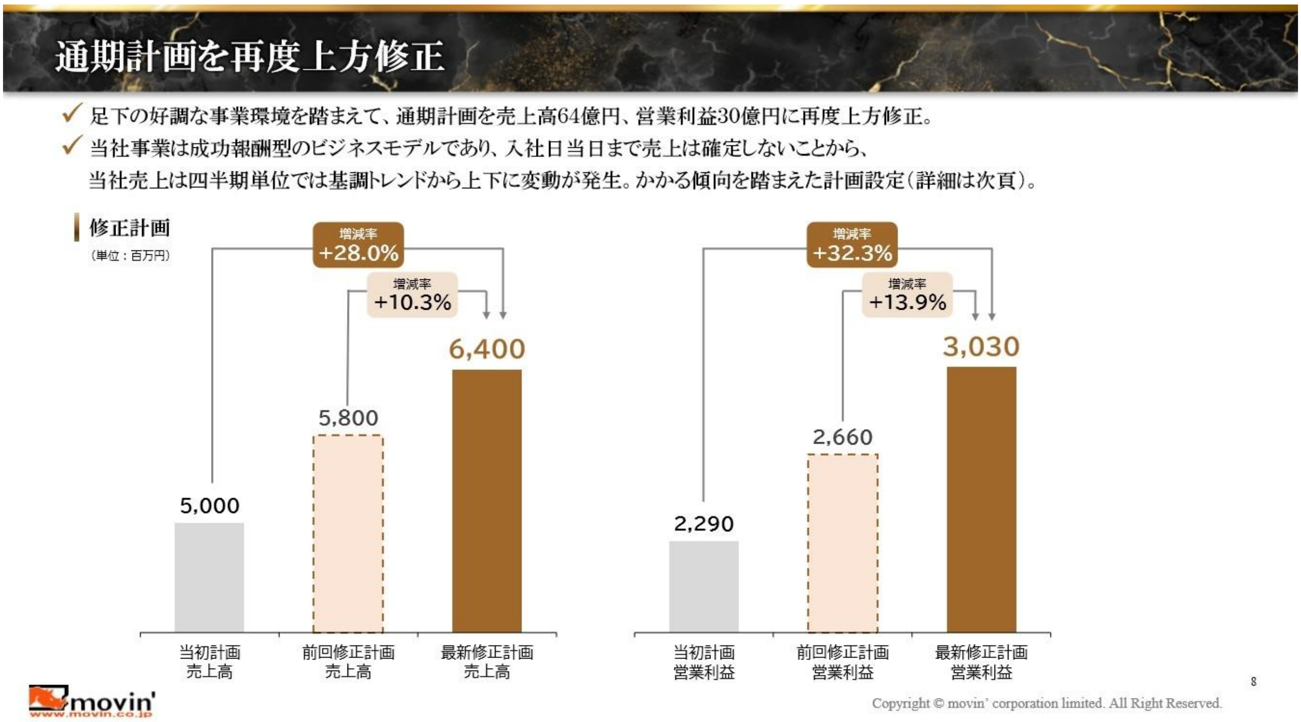


Next, let me turn to our key KPIs.

Our business is very simple. Net sales are determined by multiplying the number of career advisors by net sales per career advisor, which represents productivity.

In short, both metrics are tracking very well. At the end of Q2 FY2026, we had 126 career advisors, a net increase of 14 from the previous quarter. Our target for the end of FY2026 is 150, and we remain on track to reach it.

Productivity per career advisor was also up 27.2% versus the FY2025 full-year level and is running well ahead of our initial plan.



Given this favorable business environment, we have decided to revise our full-year plan upward again.

Following the revision, we now forecast full-year net sales of JPY6.4 billion and operating profit of JPY3.03 billion. Compared with our initial plan at the beginning of FY2026, we have revised net sales up 28% and operating profit up 32.3%.

Compared with the revised plan announced with our previous financial results, the latest revised plan raises net sales by 10.3% and operating profit by 13.9%.

Under our contingency-fee model, net sales are not finalized until the candidate actually starts at the hiring company. Because we do not have an order backlog or back orders, the latest revised plan was formulated with these business characteristics in mind.

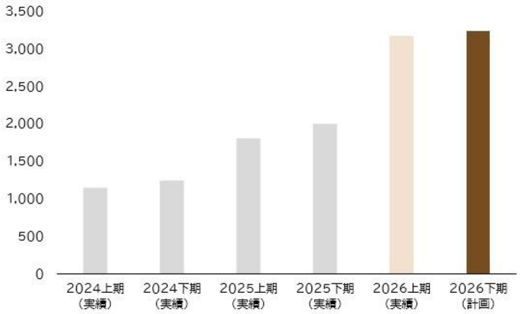
四半期単位では上下変動があるものの、基調トレンドは変わらず

- ✓ 成果報酬型のビジネスモデルの特性上、四半期単位では基調トレンドから上下に変動が生じやすい。
- ✓ 半期単位の基調トレンドは今年もFY24、FY25同様に推移する見込

年間売上に占める各Qの売上割合（直近実績）

	FY24 実績	FY25 実績
1Q	21.7%	22.9%
2Q	26.3%	24.6%
3Q	22.1%	27.2%
4Q	29.9%	25.4%

半期売上実績・計画推移



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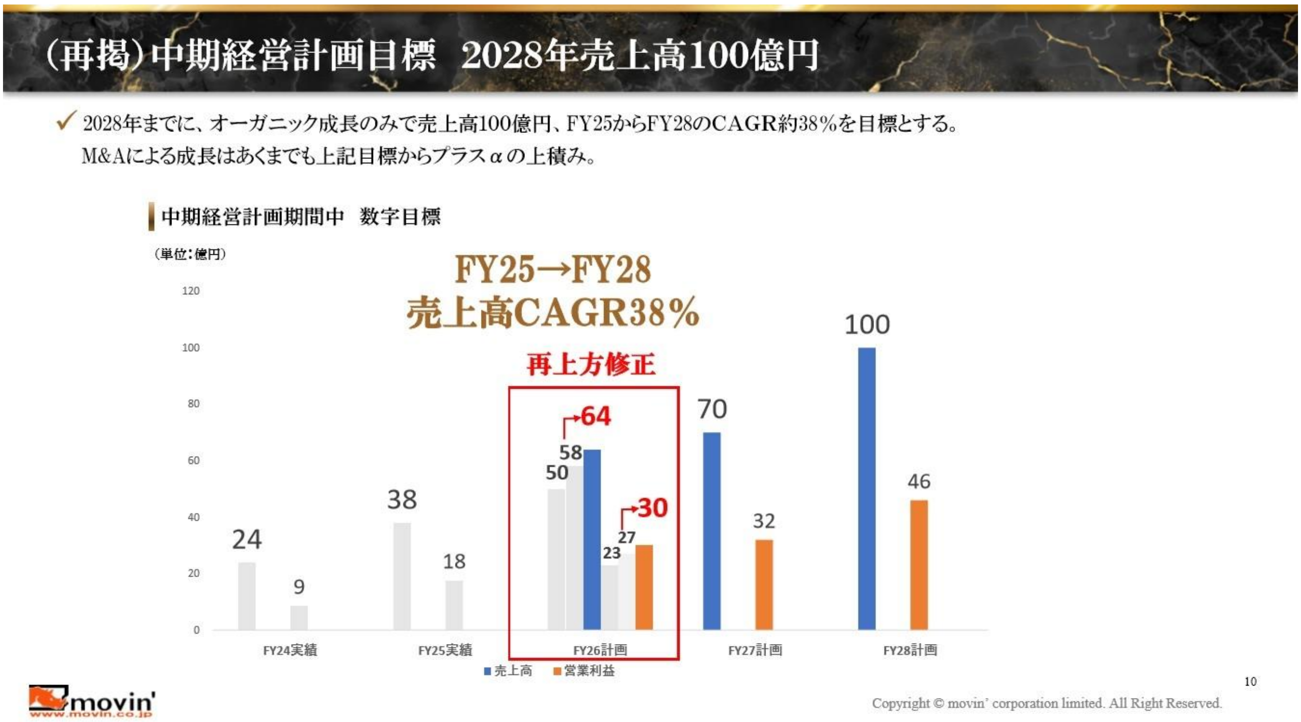
Let me add some detail on this slide.

The table on the left shows the percentage of annual net sales generated in each quarter last year and the year before.

As you can see at a glance, Q1 tends to be somewhat low, but the other quarters vary considerably, and quarterly results inevitably fluctuate above and below the underlying trend.

However, on a half-year basis, results followed almost the same pattern both last year and the year before. We expect a similar pattern this year. The latest revised plan was formulated with these business characteristics in mind.



This slide shows how the latest revision compares with the medium-term management plan announced at the beginning of the year. That plan targets a 38% CAGR in net sales. We have now raised the FY2026 plan twice, so I believe we are currently tracking very well against the medium-term management plan.

That said, strong progress so far does not change our objective. Our medium-term plan targets JPY10 billion in net sales by FY2028, and we will keep working to reach that level as early and as reliably as possible during the plan period.

These targets are based solely on organic growth. Any additional growth we can achieve through M&A would therefore represent upside to the targets.

That concludes my brief explanation of our H1 financial results.

Question & Answer

Nishita [M]: We'll now move to Q&A. If you have a question, please submit it through the Q&A function. It looks like we've already received one. Thank you.

We also received several questions in advance of today's briefing. I'll answer those first and then move to the questions submitted through the Q&A function. Thank you.

Let's start with the questions we received in advance and take them in order.

Participant [Q]: The first question is as follows. Cumulative net sales through Q2 have already reached 50%, a very high level. Is that structural? Also, H1 operating margin was 49.7%, which differs from the full-year operating margin. What explains the difference?

Nishita [A]: First, our operating profit fluctuates from QtoQ. As I noted at the outset, the provision for bonuses accounts for a very large share of our SG&A expenses, and the amount is determined by each career advisor's performance.

We generally recognize the provision in line with progress in net sales. However, for many career advisors, the provision for bonuses is not recognized until they achieve the required results in Q3 or Q4, so a larger share of the provision is still recognized in H2 even though the new method spreads recognition more evenly across the year.

This creates fluctuations from QtoQ and between H1 and H2. On a full-year basis, however, we view around 46% as our underlying operating margin and use that as our benchmark. This year, net sales are running ahead of plan, so fixed costs are being spread over a larger net sales base, lifting the operating margin to 47%.

Our basic target for the full-year operating margin is therefore 46%, and I think that is the appropriate benchmark to use.

That concludes my explanation.

Participant [Q]: The next question concerns the provision for bonuses. How much is the provision you just discussed?

Nishita [A]: For H1, we recognized a provision for bonuses of approximately JPY400 million. For the full year, we expect the provision to total JPY880 million.

The earlier slide showed JPY240 million, but that figure represents only the impact of changing the recognition method; it is not the total provision for bonuses, so the two figures should not be confused.

That answers this question as well.

Participant [Q]: The next pre-submitted question concerns gross margin. It appears that gross margin declined in Q2 alone. Why was this?

Nishita [A]: As the question noted, this reflects growth in net sales from the team that uses third-party platforms. The team began full-scale operations in 2024 and is still in the early stages of its ramp-up. As this team has grown, it has had the effect of lowering gross margin.

However, as I said earlier, gross profit is the basis we use to calculate career advisor bonuses and the related provision. To the extent gross profit is lower, the provision for bonuses also declines. As a result, the impact on operating profit is smaller than the decline in gross margin might suggest, so I do not think this is something you need to be concerned about.

That answers this question as well.

Participant [Q]: The next question concerns full-year results. How much efficiency improvement do you expect from generative AI, and what are your H2 assumptions for the average fee per placement and the number of people you expect to support in changing jobs?

Nishita [A]: I discussed our approach to the full-year operating margin target earlier. Of course, we are already using generative AI to improve efficiency in areas such as training new hires. However, the full-scale use described in our recent release is just getting underway, so we have not yet seen a measurable impact on our results.

Once a concrete impact emerges, we intend to disclose it in an appropriate manner.

As for H2, our plan does not assume a significant increase in the average fee per placement from the current level. Average fees are therefore assumed to remain broadly flat; the main variable is the number of people we support in changing jobs.

Participant [Q]: The next question concerns the medium-term management plan. What is the outlook for next year, and are you considering revising the plan going forward?

Nishita [A]: As I explained on the earlier slide, the medium-term plan targets a CAGR of 38% and net sales of JPY10 billion. This year's figures are tracking above plan, but as I have said, our objective is still to reach JPY10 billion in net sales by FY2028, and we will continue working toward that goal.

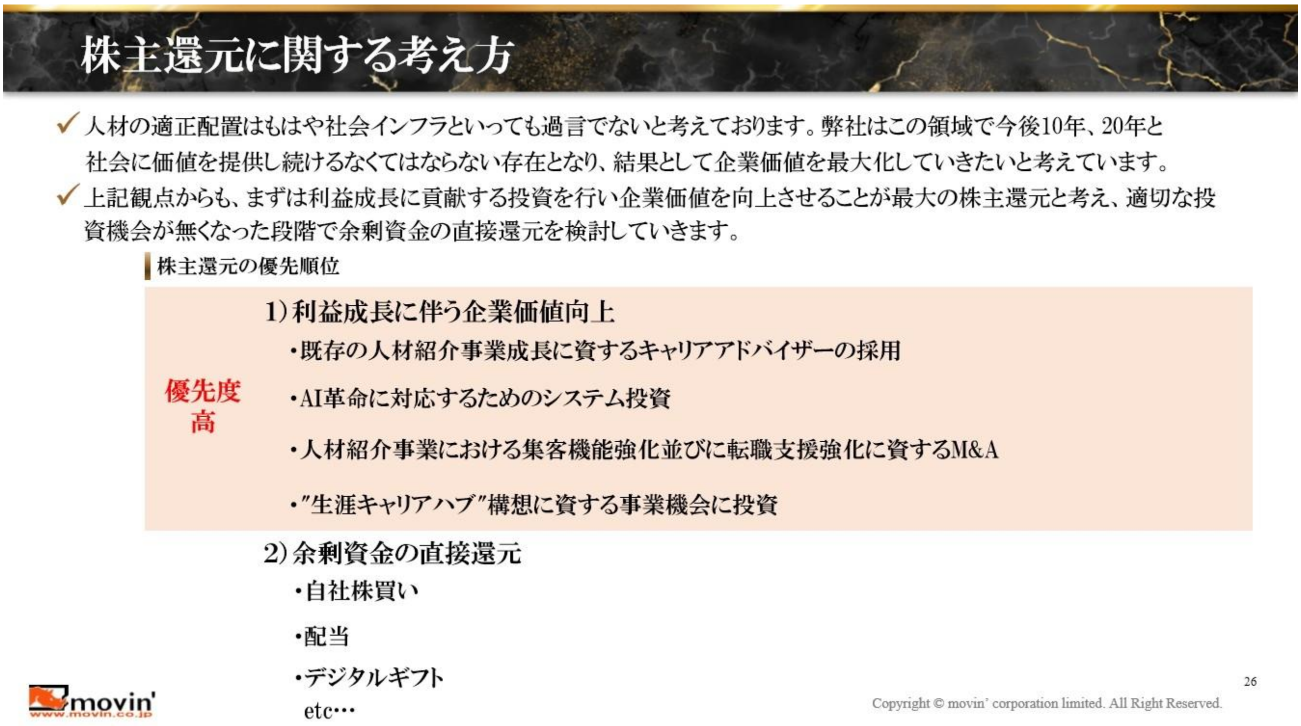
Rather than treating JPY7 billion in FY2027 as enough, our current goal is to reach JPY10 billion as quickly and as reliably as possible. We're only halfway through FY2026, so our immediate focus is on executing this year rather than talking about FY2027 or FY2028.

Once FY2026 is complete and we can see the final result, I hope we can discuss again, at the appropriate time, what we think is achievable in the following years and how ambitious we can be.

That is a brief answer to this question as well.

I apologize that we still have several pre-submitted questions, but we have one more, this time on shareholder returns.

Participant [Q]: What is your approach to shareholder returns?



Nishita [A]: As we have explained in the medium-term management plan, our first priority is to invest to drive earnings growth and increase corporate value. We have been listed on the Growth Market for less than a year, so given the purpose of the IPO, I think it would be somewhat odd to immediately return the funds we just raised.

At the same time, we have received many questions and comments about shareholder returns. Management is therefore continually discussing when, how, and in what form we should provide shareholder returns.

We will continue those discussions and carefully consider the matter at the appropriate time. Once the details are firm enough, we would very much like to announce them.

At this point, we're still discussing what approach would be best. Digital gifts, for example, are an excellent product, but there is also a view that it may be better to start with a more standard form of shareholder return rather than beginning there. We have not decided whether that would mean share buybacks or dividends, but starting with a more standard approach is part of the discussion.

We hope to explain our approach and make an announcement once those discussions are further along.

That wraps up the questions we received in advance. I'll now move to the questions submitted during the briefing, starting with the earliest one.

Participant [Q]: First, how confident are you that you can achieve JPY7 billion in net sales in FY2027, and how much scope is there to exceed that level?

Nishita [A]: As I explained earlier in relation to the medium-term plan, our target is to reach JPY10 billion in net sales. We do not view JPY7 billion in FY2027 as sufficient or as a level that would be cause for celebration; our current goal is to get as close to JPY10 billion as possible.

It is still too early to say how far we could go while FY2026 is underway. Once we have the full-year result, I hope we can revisit the outlook.

Participant [Q]: As you expand the number of career advisors, how do you expect the rising proportion of new hires to affect productivity per career advisor?

Nishita [A]: The medium-term management plan assumed monthly net sales of JPY3.57 million per career advisor, which was based on the previous year's figure. In short, we are currently tracking well above that assumption through Q2. Productivity may decline to some extent as more new advisors join, but we believe it should remain well above that level.

Both external and internal factors are helping: average fees per placement are higher, and our training system is working well.

Participant [Q]: With the average fee per placement above JPY4 million, which factors are making the largest contribution?

Nishita [A]: The average fee per placement is driven by two factors: the candidate's annual salary and the fee rate applied to that salary. In short, both factors are contributing to the increase.

As you know, inflation is feeding through to wages in Japan. Wage growth varies by industry, but the high-end professional segment we serve tends to see stronger increases, so we are benefiting fully from that trend.

As for fee rates, as I explained at the Q1 results briefing, growing demand for AI consultants has tightened the hiring market and pushed fee rates higher. That tight market environment has persisted, so both salary levels and fee rates are contributing.

There is of course much we cannot know about the medium- to long-term outlook, but one point I think is relatively clear is that inflation will take some time to subside.

If so, inflation-driven wage increases could remain in place for some time, making this trend reasonably likely to persist over the medium to long term.

Participant [Q]: The next question concerns the medium- to long-term growth strategy. Is a move to the Prime Market an important management objective?

Nishita [A]: We are considering a move to the Prime Market mainly for business reasons. A Prime Market listing could give job seekers greater confidence in us and increase our name recognition, which would help us attract candidates.

We have not decided on a specific timing or roadmap at this point.

As I have said, a move to the Prime Market is one option for supporting business growth. It is not an absolute imperative or our highest-priority objective. We will consider it in light of our business priorities and conditions at the time.

That is a brief answer to this question as well.

Participant [Q]: You said that the growth rate is high for teams using third-party platforms. Are teams using your proprietary platform also growing?

Nishita [A]: In short, yes, our proprietary-platform teams are also growing. As you can see from the growth rate, company-wide net sales are up nearly 70%. If all of that growth had come from third-party platforms, our profit would be much lower. It simply means that, compared with last year, third-party-platform teams grew more rapidly than our proprietary-platform teams. Teams using our proprietary platform are also growing significantly.

Participant [Q]: Next, when using third-party platforms, I assume that competing agents can also contact the same candidate. Why do candidates choose your company even in those cases?

Nishita [A]: Thank you for the excellent question. There are several reasons. First, we really do help people make career moves across the consulting industry.

I do not mean to criticize other companies, but there appear to be quite a few firms that market themselves as specialists in consulting careers even though, in practice, their coverage is limited to the Big Four, Accenture, BayCurrent, and BayCurrent-like firms, while still claiming to cover the whole consulting industry.

Those consulting firms are, of course, also very important clients for us. But our coverage extends across the full consulting market, including foreign-affiliated strategy consulting firms, major Japanese consulting firms, think tanks, distinctive independent consultancies, and firms focused more on financial consulting. We cover the full spectrum of the industry.

Candidates see a meaningful difference in the breadth of options available. They choose us because they want a firm that can support them across that broader range.

Introducing a candidate to a company is one thing; helping that candidate successfully move there is another. Our years of accumulated knowledge and expertise also help us achieve successful placements and improve candidates' chances of getting through the hiring process.

One further point, as I said at the previous briefing, is that our job is not to help people move into the consulting industry. Our job is to help each person find the Company they want to join and support them in making that move.

We happen to be particularly strong in consulting, and hiring demand in that industry is also very strong. Demand for our services is correspondingly strong, so consulting currently accounts for a large share of our business. That said, we have many clients outside consulting as well; in fact, in terms of the number of clients, non-consulting clients outnumber consulting clients.

When we think about a particular candidate's career, the question may be whether consulting, finance, a major Japanese company, or a foreign-affiliated operating company is the best fit. We discuss those paths with the candidate and present specific options in each area, sometimes supporting them across more than one of those paths.

Many competitors may find it difficult to provide that breadth of support because of limitations in scale or expertise, and I believe that may be another reason candidates choose us.

That was a somewhat lengthy answer, but I hope it addresses the question.

Participant [Q]: How much has the use of AI to improve productivity contributed to operating profit?

Nishita [A]: I apologize, but I do not think we are yet in a position to explain quantitatively how much AI has contributed. We make extensive use of generative AI to gain visibility into sales activities and support training. For example, new career advisors use generative AI when advising job seekers on revisions to their application materials and when helping them prepare for interviews, so we are seeing clear benefits in these areas.

It may be possible to indirectly estimate the effect in terms of faster ramp-up for new career advisors, but I think it would be premature to show a clear quantitative relationship at this stage.

Separately, the full-scale use of AI announced in our recent release is a different initiative and has only just begun. We will roll it out gradually, and it will take time before the impact shows up in the numbers, so the financial impact is still to come.

I'm sorry I cannot give you a specific number yet, but we are continuing to use AI to raise productivity, and qualitatively, I think we are seeing the kinds of benefits I just described.

That was a brief explanation, but I hope it answers the question.

Participant [Q]: Could you explain your compensation structure?

Nishita [A]: To explain it very simply, compensation consists of a fixed salary and a bonus. Roughly speaking, the bonus component is nearly as large as the fixed salary. It varies somewhat by person, but bonuses generally account for an extremely high proportion of compensation.

A bonus is paid once an advisor reaches a certain performance threshold; if they do not reach it, there is no bonus. Career advisors are rewarded when they work hard and deliver results, which I believe makes their compensation fair relative to performance. Conversely, no bonus is paid when they do not deliver results, so I believe the compensation structure appropriately aligns risk and reward for both the Company and its employees, including career advisors.

That was a brief explanation, but I hope it answers the question.

Participant [Q]: Why does the operating margin decline from this fiscal year to FY2027 and FY2028 in the medium-term management plan?

Nishita [A]: The FY2027 and FY2028 figures simply reflect the original plan assumption of an operating margin of around 46%.

As I noted at the outset, we view roughly 46% as our underlying operating margin, after balancing investment needs with profit generation. That was the assumption used in the original three-year medium-term management plan. This year, net sales are running above our expectations, so fixed costs are being spread over a larger net sales base and the operating margin has risen to more than 47%. The FY2027 and FY2028 figures remain at 46% because they are the original plan figures.

I hope that answers the question.

Participant [Q]: What types of people do you hire as career advisors, and what do you do to develop them into productive contributors?

Nishita [A]: Roughly half of the career advisors we hire have prior consulting experience. That background is valuable because it allows them to give job seekers informed feedback.

Another 25% to 30% have professional experience in specific industries such as finance, IT, and healthcare. About 20% have experience in the recruitment industry, and the remainder are high-potential hires, including people with corporate sales backgrounds. That should give you a general sense of the breakdown.

To develop new hires, we combine off-the-job training with on-the-job training. Rather than front-load the off-the-job component, we pair it with practical experience from the outset. Weekly training sessions continue for several months, allowing employees to build classroom knowledge and on-the-job experience in parallel.

We generally view the ramp-up period as about one year, by which point an employee should be able to handle the core range of work and move beyond the trainee stage.

That was a brief explanation, but I hope it answers the question.

Participant [Q]: You mentioned shareholder returns earlier. Should we take that to mean you are generally positive on the issue?

Nishita [A]: Unfortunately, nothing has been decided, so I cannot comment further at this stage. However, management takes seriously the questions and feedback we have been receiving on shareholder returns from a broad range of people.

Nothing has been decided on timing or form, so I cannot be more specific at this stage. Management always takes the views we receive into account, however, and we continue to discuss both the possible form of any shareholder return and the timing.

I'm sorry I cannot give you a clearer answer before anything has been decided. I apologize that this answer is not more definitive, but I hope it gives you a sense of where things stand for now.

Participant [Q]: Regarding the upward revision, are you again taking a conservative approach to H2 in your plan?

Nishita [A]: Thank you for that very perceptive question. Our basic approach is to base the plan on the underlying trend because results fluctuate from QtoQ.

To be honest, Q2 came in above our forecast. As you know, it also came in above the revised plan announced in Q1, and the amount by which we exceeded the plan was fairly substantial. We therefore prepare our plan based on the underlying trend, taking such quarterly fluctuations into account.

As I noted at the outset, because we have no back orders, we inevitably take a cautious view of the outlook. Our plans are not based on wishful thinking or on what we merely hope to achieve; we announce plans that we believe we can execute reliably. Looking at our track record, I think it is fair to say that we have often finished above plan.

I apologize that this answer is not more definitive, but I hope it answers the question.

Participant [Q]: What do you see as the key internal challenges to achieving the medium-term management plan, and what points should investors continue to monitor?

Nishita [A]: Until we reach JPY10 billion in net sales, the key is to keep recruiting and developing career advisors. I would regard those two areas as our most important KPIs.

Participant [Q]: What is the turnover rate among newly hired career advisors?

Nishita [A]: Our overall turnover rate is around 15%, and I think you can use that as a rough guide for new hires as well. Many employees stay with us for a relatively long time, so the turnover rate may be somewhat higher among new hires, but that is a reasonable benchmark.

Participant [Q]: On IR, roughly how many one-on-one meetings do you hold with institutional investors?

Nishita [A]: I think the number is roughly 30. It varies somewhat depending on the period, and we meet both investors who are new to us and those who continue to follow the Company, but around 30 is a reasonable current estimate.

That is only a rough estimate, but I hope it answers the question. Thank you for all of your questions.

Participant [Q]: If many companies align their hiring with the start of a new fiscal year, could that make results more H2-weighted and create further upside?

Nishita [A]: Mid-career hiring is not particularly seasonal, so I do not think we are particularly focused on seasonality as a source of upside.

Historically, H2 has generally come in slightly above H1, so I believe that represents the underlying trend.

That said, as I have noted repeatedly, H2 is not over yet, and we will keep working as hard as we can.

Participant [Q]: You have published disclosures in English. Are meetings with overseas institutional investors increasing?

Nishita [A]: Thank you for that perceptive observation. To give you the conclusion first, given our current market capitalization and liquidity, I think the number of meetings we hold with overseas institutional investors is still very small. By "overseas institutional investors" here, I mean meetings where the person we speak with at the institution is from outside Japan.

If we include investors who are based overseas, the number is somewhat larger. We have also met with, and received questions from, foreign nationals who cover Japanese equities and have taken an interest in the Company.

We have had such cases. We also believe it will be valuable to have a history of English-language disclosures in place when the Company is larger, its market capitalization has increased, and overseas institutional investors may begin paying more attention to us.

We therefore started publishing in English in light of both the small number of meetings we already hold and the further possibilities that may emerge as the Company grows over the medium to long term. Our English-language disclosure is still quite limited, but if many overseas investors begin to show interest, we would like to expand it as far as practical.

That was a brief explanation, but I hope it answers the question.

Participant [Q]: Given the strong hiring market and your continued ability to attract job seekers, is developing career advisors into productive contributors the key to achieving the medium-term management plan?

Nishita [A]: That's correct. The declining birthrate is a major structural trend, so if nothing is done, labor supply will continue to shrink and the market will keep tightening. At the same time, demand for AI consultants is rising, so hiring demand is extremely strong. Fortunately, we have also built a strong ability to attract job seekers over many years, and we continue to attract a healthy number of them.

Over the plan period, the key is to provide those job seekers with attentive support and convert that support into successful placements. So yes, your understanding is correct: recruiting career advisors and developing them into productive contributors is our most important priority.

Our target for career advisor headcount at the end of this fiscal year is 150, and we are currently on track toward that target. We intend to do everything we can to finish the year at or above that target.

I think we've covered all the questions submitted so far. We'll wait another moment in case anything else comes in. Are there any other questions?

If there are no additional questions, this concludes the Q2 financial results briefing for Movin' Strategic Career.

Thank you very much for making time to join us today. We will continue working hard to meet your expectations, and we appreciate your continued support.

Thank you for joining us today. This concludes the briefing.

[END]

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Document Notes

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