



May 20, 2019

For Immediate Release

Company: MIROKU JYOHU SERVICE CO., LTD.
Representative: Hiroki Koreeda, CEO & President
(Code: 9928, TSE 1st Section)
Contact: Keishi Terasawa, General Manager of
Business Management Dept.
Tel. +81-3-5361-6369

Management Objectives for FY2020

The MIROKU JYOHU SERVICE Group hereby announces its management policy, basic policies, and revised performance targets for fiscal 2020.

1. Management vision for fiscal 2020

To adapt to changes in the business environment and achieve sustainable growth, the Group is promoting operations under the following management vision:

Management Vision 2020

The MJS Group will strengthen its partnerships with accounting firms and regional financial institutions nationwide and will provide to small and medium-sized enterprises optimal management systems and management information service that keep up with the times.

The Group will thereby help SMEs continue their business and grow and develop.

2. Basic policies

- (1) Enhance the solution business to gain new customers
- (2) Strengthen partnerships with accounting firms and regional financial institutions
- (3) Promote the bizsky platform business
- (4) Reform the development system drastically and actively hire engineers and cultivate human resources
- (5) Strengthen the Group management
- (6) Increase productivity through BPR and raise employee satisfaction through work style reform

3. Revision of the fiscal 2020 performance targets

The Group revises its fiscal 2020 performance targets announced on May 19, 2014. The revised targets are shown below.

The targets are revised chiefly because the growth strategy for the subsidiaries needs to be reviewed due to changes in the business environment and the possible effects of strategic M&A on results are excluded.

Under Management Vision 2020, the MJS Group will further strengthen its system for cooperating with accounting firms and regional financial institutions nationwide. The Group will provide comprehensive management support services to help regional SMEs address business challenges, including improvement in business efficiency, financing, and succession of business. The Group will strive to expand its operations by promoting the revitalization of regional economies jointly with partners and to continue to increase its corporate value.

	FY2017 Actual	FY2018 Actual	FY2019 Forecast	FY2020 Target	YoY	FY2020 Initial target
Net sales	¥27.5 billion	¥31.3 billion	¥34.0 billion	¥38.0 billion	111.8%	¥50.0 billion
Ordinary income	¥4.4 billion	¥5.0 billion	¥6.2 billion	¥8.0 billion	129.0%	¥15.0 billion
Ordinary income margin	16.0%	16.1%	18.2%	21.1%	+2.9P	30.0%
ROE	18.5%	21.7%	20.8%	22.8%	+2.0P	30.0%

End of text