

# JIA

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## **Financial Results for FY2021**

**February 10, 2022**

**Japan Investment Adviser Co., Ltd.**



Stock Code: 7172

<https://www.jia-ltd.com/en/>

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# **1. Company Overview**

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Always be a company contributing to society  
by offering financial services.

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## For shareholders

We will contribute to the prosperity of our shareholders by increasing corporate value with an aim to achieve a steady and rapid growth on a sustainable basis.

## For clients

We are dedicated to contributing to the prosperity of our corporate and individual clients by providing financial products and services that are backed by the support and trust of our clients.

## For business partners

We aim to fulfill our social responsibility and achieve business growth together with our business partners empowered by their support and trust.

## For our officers and employees

We will build a work environment to help each of our staff to develop professionalism and fully exercise their ability. We will foster an organization and a corporate culture that prioritize openness and creativity to encourage our staff to take on new challenges.



# Corporate Profile



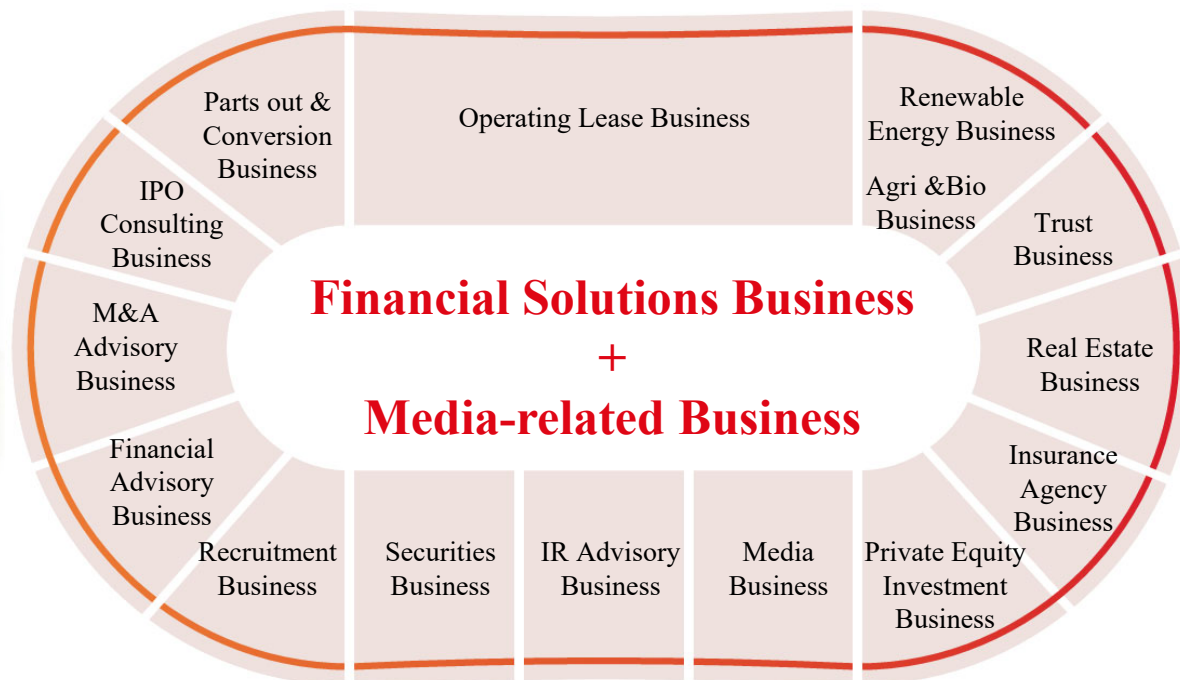
Company Name	Japan Investment Adviser Co., Ltd.
Head Office	Kasumigaseki Common Gate West Tower 3-2-1 Kasumigaseki Chiyoda-ku Tokyo
Representative	President, CEO Naoto Shiraiwa
Established	September 2006 (Fiscal Year-end: December 31)
Business	Financial solutions business, Media-related business
Paid-in Capital	¥11,679 million
Stock Exchange Listing	Tokyo Stock Exchange – First section (Stock Code: 7172)
Employees	Non-consolidated: 154 ; Consolidated: 214
Financial Institutions	Mizuho Bank, Ltd., Sumitomo Mitsui Banking Corporation, MUFG Bank, Ltd., Resona Bank, Limited., Sumitomo Mitsui Trust Bank, Limited, The Norinchukin Bank, The Chiba Bank, Ltd., Daishi Hokuetsu Bank. Ltd. and the other 48 companies
Major Shareholders	Top shareholders (64.6% shares, excluding treasury stock) as of December 31, 2021 KODO Holdings Co., Ltd. (24.3%) Naoto Shiraiwa (22.8%) Custody Bank of Japan, Ltd. (Trust account) (10.3%) Master Trust Bank of Japan.(Trust account) (4.3%) Teiji Ishikawa (1.5%) Yoshitaka Murata (1.5%)
Independent Auditor	Grant Thornton Taiyo LLC

as of December 31, 2021

# Our Group Business

Our group core business is Operating Leases Business, which is the structuring and sale of unique financial products (Japanese Operating Leases, JOL/JOLCO) to investors, namely small and medium-sized enterprises (SMEs), through a nationwide network of banks, securities firms and other financial institutions, as well as public tax accounting firms and certified public accountants.

In addition to the Operating Lease Business, the Company provides comprehensive solution services to SMEs, including solutions to issues such as lack of human resources and successors, as well as financing and strategic planning support for sustainable growth.



# Our Group Companies



Japan Investment Adviser Co., Ltd.	<ul style="list-style-type: none"> <li>• Renewable Energy Business</li> <li>• M&amp;A Advisory Business</li> <li>• Recruitment Business</li> <li>• Private Equity Business</li> <li>• Financial Advisory Business</li> <li>• IPO Consulting Business</li> <li>• Real Estate Business</li> </ul>
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## | Subsidiary |

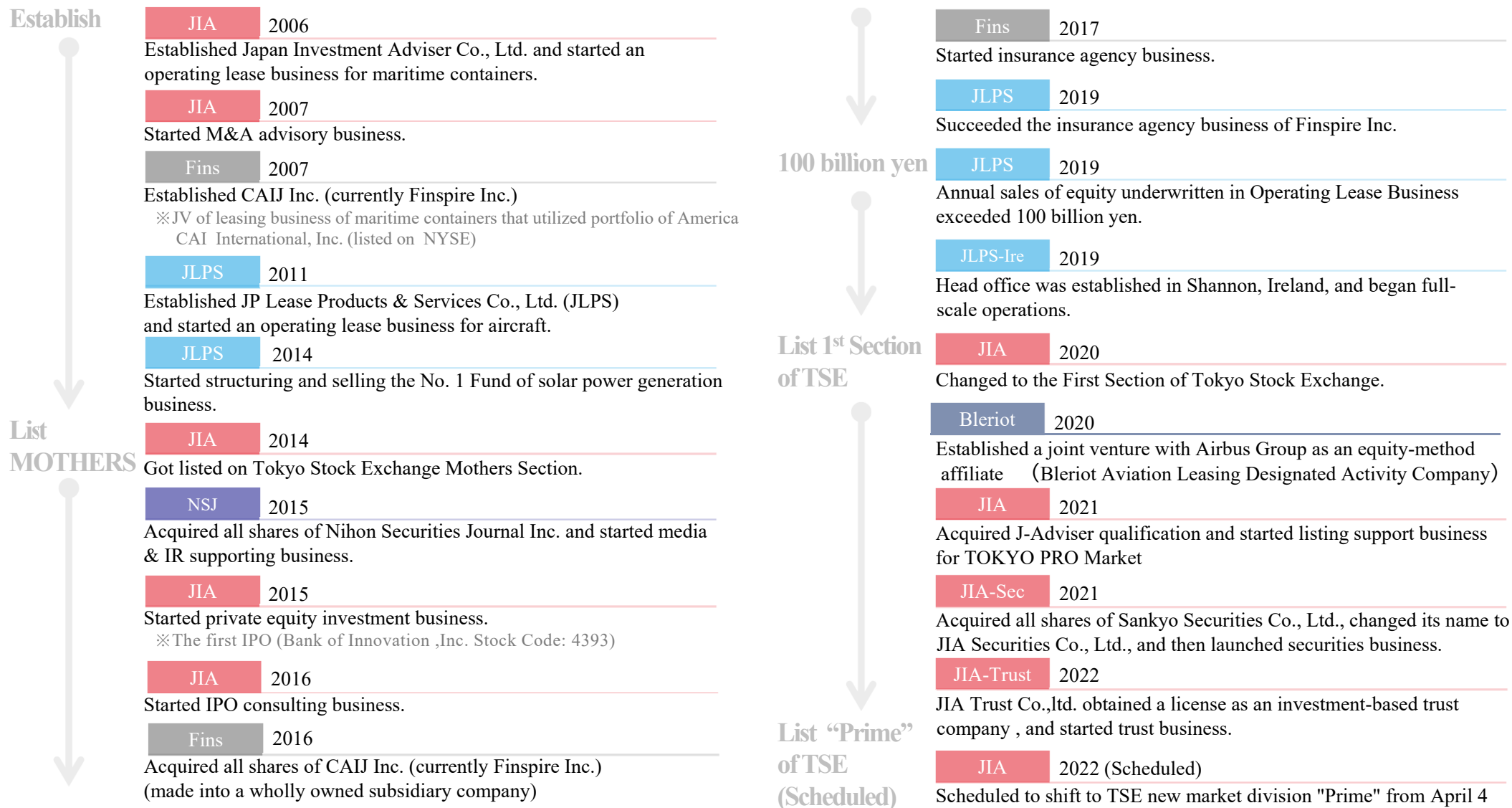
JP Lease Products & Services Co., Ltd.	100%	<ul style="list-style-type: none"> <li>• Operating Lease Business</li> <li>• Part out &amp; Conversion Business</li> <li>• Insurance Agency Business</li> </ul>
JLPS Ireland Limited	100%	<ul style="list-style-type: none"> <li>• Operating Lease Business</li> </ul>
Finspire Inc.	100%	<ul style="list-style-type: none"> <li>• Operating Lease Business</li> </ul>
JIA Trust Co., Ltd.	100%	<ul style="list-style-type: none"> <li>• Trust Business</li> </ul>
JIA Securities Co., Ltd.	100%	<ul style="list-style-type: none"> <li>• Securities Business</li> </ul>
JIA Kawano Consulting Co., Ltd.	60%	<ul style="list-style-type: none"> <li>• Business Succession Consulting Business</li> </ul>
Nihon Securities Journal Inc.	100%	<ul style="list-style-type: none"> <li>• Media Business</li> <li>• IR Advisory Business</li> </ul>

## | Equity method affiliates |

Bleriot Aviation Leasing Designated Activity Company	50%	<ul style="list-style-type: none"> <li>• Joint venture with Airbus Group</li> <li>• Procurement of aircraft leasing for sale to investors</li> </ul>
ADLER SOLAR WORKS Co., Ltd.	49%	<ul style="list-style-type: none"> <li>• PV plant design, design evaluation, inspection</li> <li>• PV Plant Operation and Maintenance Service, etc</li> </ul>

as of January 31, 2022

# Our Group History





**FY2021**

## **2. Business Overview**

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# Highlights for FY2021

## Amid the harsh environment under the coronavirus pandemic, Net Sales, Ordinary Profit, and Net Profit exceeded the forecast.

- The equity sales of the Operating Lease Business, which is our mainstay, fell below the forecast, but it was offset by the effects of the diversification of our business portfolio.

(Millions of yen)	FY2020	FY2021			FY2021 compared to expectations	
	Result	Result	Change	Change(%)	Plan	Progress rate
Net Sales	17,707	<b>14,105</b>	(3,601)	(20.3%)	13,000	108.5%
Operating profit	7,009	<b>3,773</b>	(3,236)	(46.2%)	4,630	81.5%
Ordinary profit	6,064	<b>4,704</b>	(1,359)	(22.4%)	4,070	115.6%
Profit attributable to owners of parent	3,831	<b>2,921</b>	(910)	(23.8%)	2,800	104.3%
Total amount of equity sales <sup>※</sup>	79,301	<b>49,475</b>	(29,826)	(37.6%)	56,000	88.3%

Note: Transfer of equity interest in special-purpose companies(SPC) as defined in Article 2, Paragraph 2-5 of the Financial Instruments and Exchange Act

# FY2021 Consolidated Income Statement Summary

(Millions of yen)	FY2020	FY2021		
	Result	Result	YoY Change	YoY change(%)
Net Sales	17,707	<b>14,105</b>	(3,601)	(20.3%)
Costs of sales	6,383	<b>5,445</b>	(937)	(14.7%)
Gross profit *1	11,323	<b>8,659</b>	(2,663)	(23.5%)
SG&A expenses *2	4,314	<b>4,886</b>	572	13.3%
Operating profit *3	7,009	<b>3,773</b>	(3,236)	(46.2%)
Non-operating income *4	1,265	<b>2,840</b>	1,575	124.5%
Non-operating expenses *5	2,210	<b>1,909</b>	(301)	(13.6%)
Ordinary Profit	6,064	<b>4,704</b>	(1,359)	(22.4%)
Profit attributable to owners of parent	3,831	<b>2,921</b>	(910)	(23.8%)

## Point

- ※1 Gross profit  
Gross profit margin increased 61.4%, down 2.6 points from the previous year.
- ※2 SG&A expenses  
SG&A expenses increased 13.3% owing mainly due to increases in personnel expenses and outsourcing expenses.
- ※3 Operating profit  
Operating profit was down 46.2% from the previous year.
- ※4 Non-operating income  
An increase of 1,575 million Yen  
Increase of 1,849 million Yen in foreign exchange gain (FX losses in previous year 439 million Yen)
- ※5 Non-operating expenses  
A decrease of 301 million Yen  
Decrease of 190 million Yen in interest expenses (due to reduction of loans)  
413 million Yen in equity in loss of affiliates (equity in profit in previous year 37 million Yen)

## Business Segment (FY2021)

**The businesses other than the Operating Lease Business, which is our mainstay, contributed to revenues.**

- The Renewable Energy Business grew considerably, as we sold a solar power plant, which was already in operation.
- The sluggishness of equity sales<sup>※</sup> was offset by the trading of aircraft and the Part Out & Conversion Business.

Business units (Millions of yen)	FY2019	FY2020	FY2021		
	Result	Result	Result	YoY change	YoY change(%)
Operating Lease Business	15,442	16,561	<b>11,199</b>	(5,361)	(32.4%)
Renewable Energy Business	373	414	<b>1,521</b>	1,107	267.2%
Aircraft Part-Out & Conversion Business	12	177	<b>728</b>	550	309.5%
Other Financial Solution Business					
Insurance Business					
M&A Advisory Business					
Recruitment Business	537	341	<b>424</b>	83	24.4%
Private Equity Investment Business					
IPO Consulting Business					
Media- related Business	281	212	<b>231</b>	18	8.9%
<b>Total</b>	<b>15,442</b>	<b>17,707</b>	<b>14,105</b>	<b>(3,601)</b>	<b>(20.3%)</b>

Note: Transfer of equity interest in special-purpose companies(SPC) as defined in Article 2, Paragraph 2-5 of the Financial Instruments and Exchange Act

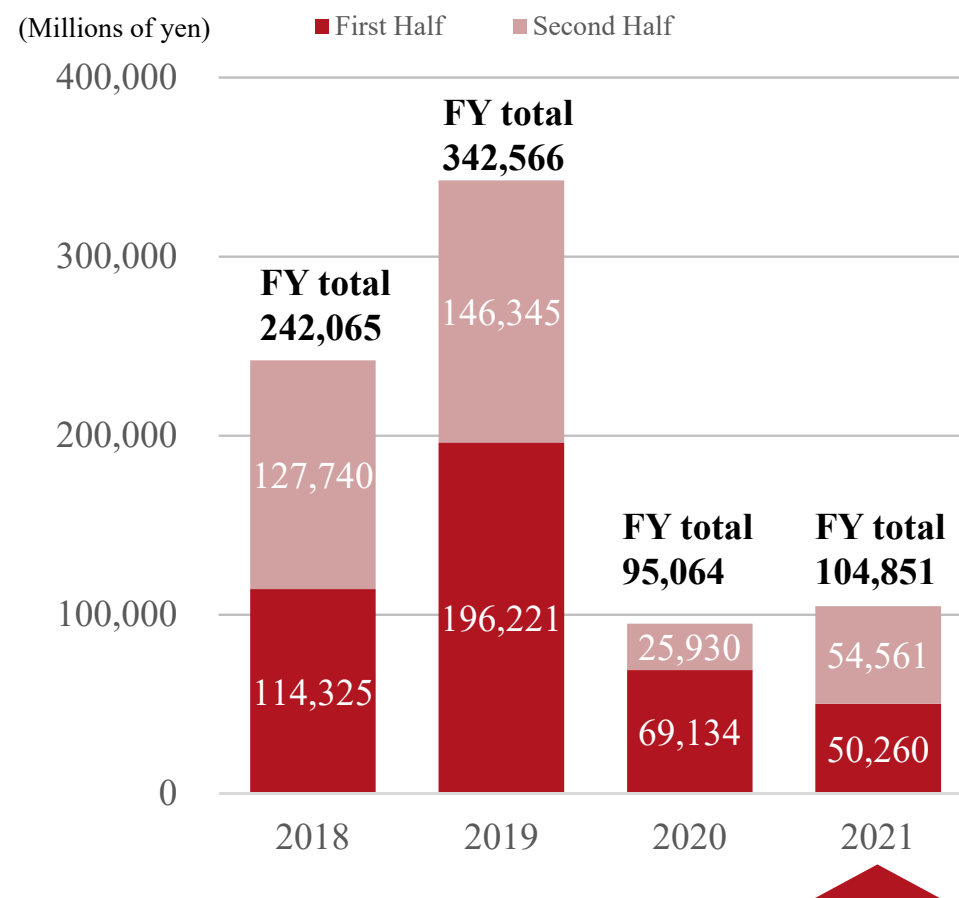
# Deals Structured

(Operating lease business, Renewable energy business)

## Deals Structured by Type of Asset

(Millions of yen)	FY2020	FY2021
Aircraft	92,921 (13 deals)	<b>93,425</b> (16 deals)
Vessel	0 (0 deal)	<b>0</b> (0 deal)
Container box	2,142 (1 deal)	<b>4,877</b> (4 deals)
Solar photovoltaic generation	0 (0 deal)	<b>6,517</b> (1 deal)
<b>Total</b>	<b>95,064</b> (14 deals)	<b>104,821</b> (21 deals)

## Change in Amount of Deals Structured



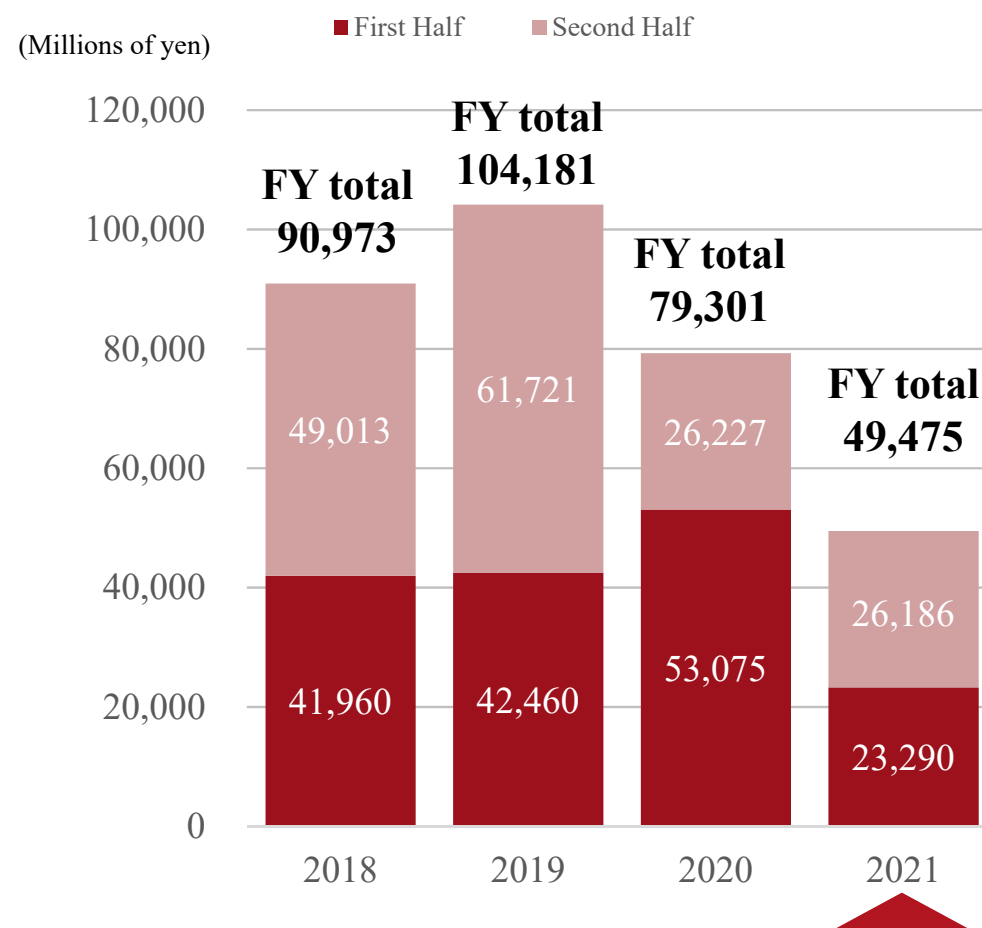
# Equity Sales

(Operating lease business, Renewable energy business)

## Equity Sales by Type of Asset

(Millions of yen)	FY2020	FY2021
Aircraft	69,401	<b>47,362</b>
Vessel	0	<b>0</b>
Container box	9,900	<b>2,112</b>
Solar photovoltaic generation	0	<b>0</b>
<b>Total</b>	<b>79,301</b>	<b>49,475</b>

## Change in Amount of Equity Sales



# Equity underwritten

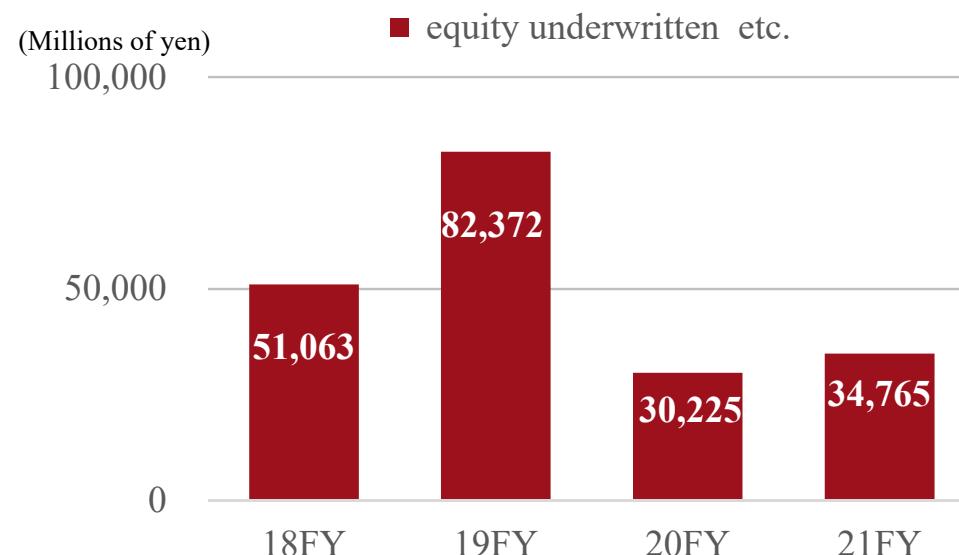
(Operating lease business, Renewable energy business)

## Equity underwritten etc. at the end of the term by Type of Asset

(Millions of yen)	Q4 FY2020	Q4 FY2021
Aircraft	27,713 (11 deals)	<b>15,389</b> (7 deals)
Vessel	0 (0 deal)	<b>0</b> (0 deal)
Container box	717 (1 deal)	<b>3,482</b> (2 deal)
<b>Subtotal</b>	<b>28,431</b> (12 deals)	<b>18,871</b> (9 deals)
Solar photovoltaic generation (*1)	0	1,240
Investment in Bleriot (*2)	1,794	14,654
<b>Total</b>	<b>30,225</b>	<b>34,765</b>

\*1 Accounts in the "Merchandise"

## Balance of Equity underwritten at the end of the term



\*2 Inclusion of Bleriot's investment balance in Equity underwritten.

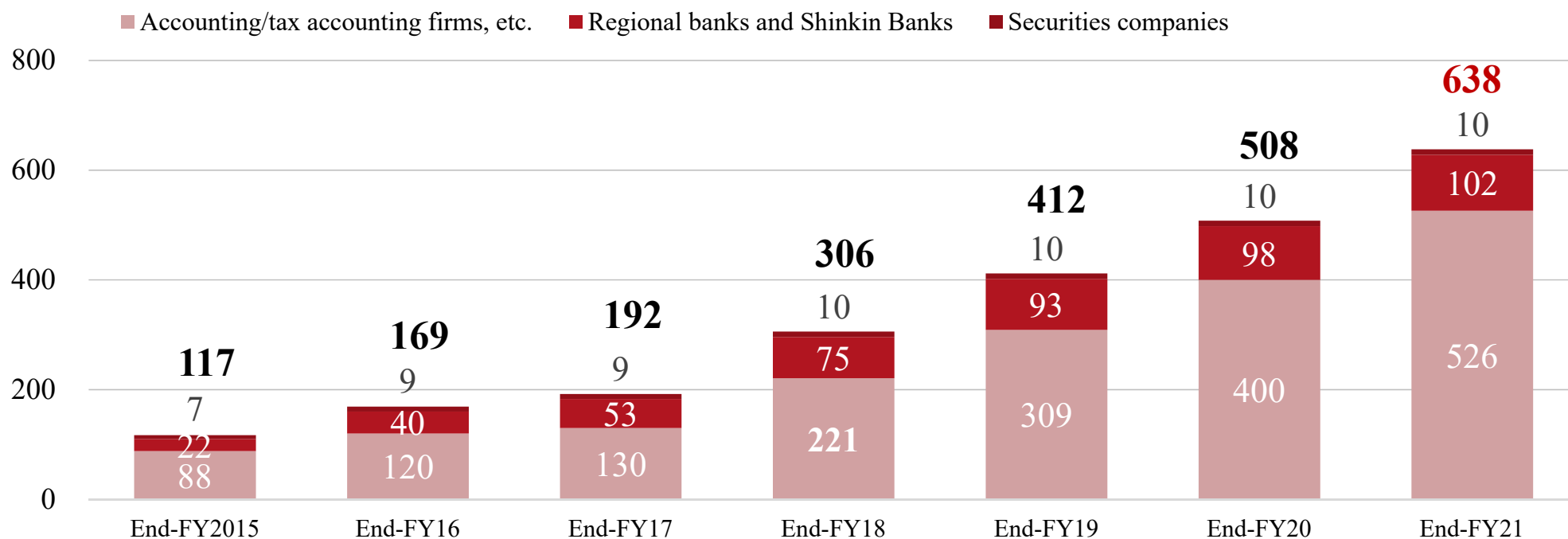
### **Balance of investment in Bleriot, an equity-method affiliate.**

(The Group accounts for 50% of its investment in Bleriot in the "Investment securities".)

- Bleriot, a JV with Airbus Group, procures and pools high-quality aircraft leasing projects through "equity in which both companies have a 50% stake" and "loan from BNP PARIBAS, etc." on the assumption that they will be sold to investors.
- Depending on the needs of investors (timing, structure, etc.), the Group will sell these investments as financial instruments and convert them into cash.
- As a result, the nature of this account is similar to that of the conventional "equity underwritten". (See page 26)

# Sales Network (Business Matching Partners)

## Number of business matching contracts



- During three months in the fourth quarter of 2021, the number of business matching partners presenting the Company to investors increased by 22 to a total of 638.
- In addition to the channel of banks and Shinkin banks, which has been one of our strengths, In recent years, we have increased contracts with tax accountant offices and accounting firms.  
→It will become a strong advantage in marketing activities after the pandemic subsides.



# FY2021 Consolidated Balance Sheet Summary (1)

(Millions of yen)	Dec 31, 2020	Dec 31, 2021		
		Result	YoY change	YoY change(%)
Cash and deposits *1	21,377	12,314	(9,062)	(42.4%)
Accounts receivable – trade	4,076	7,420	3,343	82.0%
Merchandise *2	7,845	9,817	1,972	25.1%
Equity underwritten *3	28,431	18,871	(9,559)	(33.6%)
Costs on uncompleted – trade	564	281	(282)	(50.1%)
Advance payments-trade *4	15,971	13,191	(2,780)	(17.4%)
Advances paid*5	19,769	8,568	(11,201)	(43.3%)
Other	7,225	6,222	(1,002)	(13.9%)
<b>Current assets</b>	<b>105,261</b>	<b>76,687</b>	<b>(28,573)</b>	<b>(27.1%)</b>
Tangible fixed assets	357	355	(1)	(0.6%)
Intangible fixed assets	113	360	247	217.8%
Investment and other assets *6	6,354	24,253	17,898	281.7%
<b>Non-current assets</b>	<b>6,826</b>	<b>24,969</b>	<b>18,143</b>	<b>265.8%</b>
Deferred assets	83	106	23	28.0%
<b>Total assets</b>	<b>112,170</b>	<b>101,764</b>	<b>(10,405)</b>	<b>(9.3%)</b>

## Point

### \*1 Cash and deposits

Decline due to reduced assets in response to Corona disaster.

### \*2 Merchandise

Mainly the inventory for the parts-out & conversion business and for the solar power generation funds after the exercise of purchase.

### \*3 Equity underwritten

Investment in silent partnership to be sold in the future in the operating lease business

### \*4 Advance payments-trade

Mainly for purchase of Aircraft to develop investment products.  
 ※ Plans to transfer all the balance to equity underwritten.  
 ※ The company may sell aircraft.

### \*5 Advances paid

Mainly temporary advances paid before sale to investors for the operating lease business and for the renewable energy business.

### \*6 Investments and other assets

Including the outstanding balance of money invested in Bleriot (an equity-method affiliate): 7,327 million yen (equivalent to 50% of the equity)

→ To pool leased aircraft and structure deals according to the needs from lease companies and investors (about timing and structures)

# FY2021 Consolidated Balance Sheet Summary (2)

(Millions of yen)	Dec 31, 2020	Dec 31, 2021		
		Result	YoY change	YoY change(%)
Accounts payable - trade	18	270	252	1,388.0%
Short-term loans payable *1	59,684	43,305	(16,378)	(27.4%)
Unearned revenue *2	2,772	1,164	(1,607)	(58.0%)
Income taxes payable	15	1,377	1,362	8,577.0%
Other	1,884	2,191	307	16.3%
Current liabilities	64,374	48,310	(16,064)	(25.0%)
Non-current liabilities	8,710	11,775	3,064	35.2%
Total liabilities	73,084	60,085	12,999	(17.8%)
Capital stock	11,670	11,679	9	0.1%
Capital surplus	11,605	11,621	16	0.1%
Retained earnings	17,134	19,011	1,877	11.0%
Treasury shares	(1,470)	(1,470)	-	-
Shareholders' equity *3	38,938	40,842	1,903	4.9%
Other	146	836	689	469.7%
Total net assets	39,085	41,679	2,593	6.6%

## Point

### \*1. Short-term loans payable

**Short-term loans payable** are mainly used by the Group to temporarily underwrite special-purpose companies (SPC) investments on the premise that the status will be transferred to investors.

→ The proceeds from the transfer of the Equity Underwritten to the investors will be used to repay the loans.

→ Decrease of 16,378 million yen in short-term loans payable compared to the end of the previous fiscal year due to the decrease in the balance of Equity Underwritten

**Long-term debts and corporate bonds** are utilized as funds for long-term projects of the Part Out & Conversion Business, etc. From the viewpoint of contributing to society, we issued more donative private placement bonds

Long-term debt decrease by 721 million yen (y to y)

Bonds increase by 3,584 million yen (y to y)

### \*2. Unearned revenue

Of the business consignment fees received from SPC, the amount for the period before the transfer to investors.

### \*3. Equity ratio

Equity ratio rose due to a decline in the balance in Equity Underwritten and progress in repayment of loans.

End of FY2020 34.7 %

End of FY2021 40.8 %

# **3. Forecasts for FY2022**

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# Earnings Forecasts for FY2022

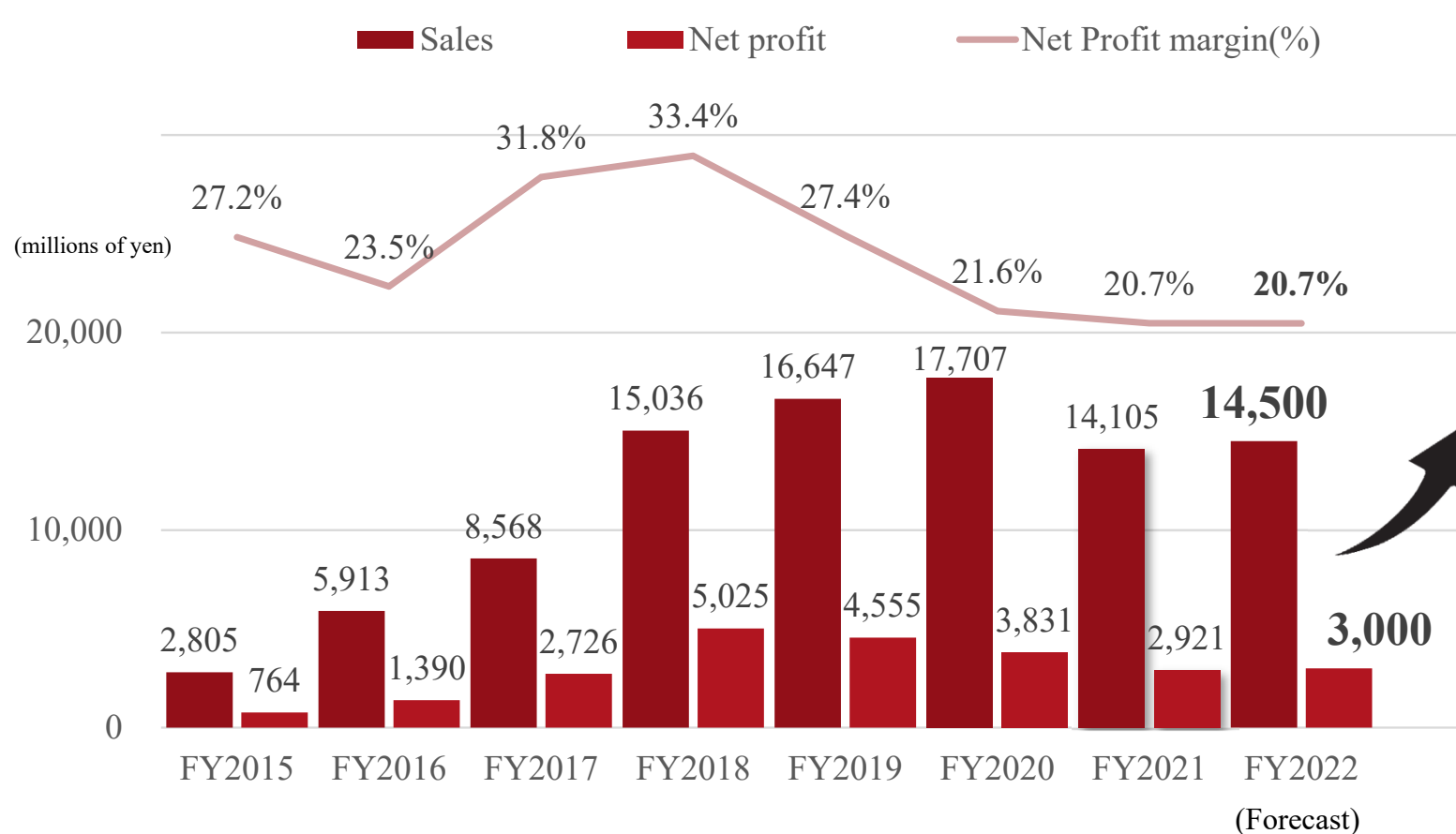
**Net Sales grew for the first time in the previous two terms and Operating profit increased for the first time in the past four terms.** (the effects of exchange rate fluctuations were estimated in a neutral manner)

- Ordinary Profit, to which exchange gain contributed significantly in the previous term, is projected to decline, but Operating Profit is expected to rise 21.9%, as we overcame the coronavirus pandemic.
- The negotiations for structuring operating lease deals, which were stagnant under the coronavirus pandemic, became active.

(Millions of yen)	FY2021		FY2022			
	1 <sup>st</sup> half	Fiscal year	1 <sup>st</sup> half		Fiscal year	
	Result	Result	Forecast	Y o Y	Forecast	Y o Y
Net Sales	5,437	14,105	5,190	(4.5%)	14,500	2.8%
Operating profit	1,982	3,773	1,240	(37.5%)	4,600	21.9%
Ordinary profit	2,405	4,704	1,140	(52.6%)	3,480	(26.0%)
Profit attributable to owners of parent	1,387	2,921	872	(37.2%)	3,000	2.7%
Total amount of equity sales <sup>※</sup>	23,289	49,475	22,000	(5.5%)	65,000	31.4%

Note: Transfer of equity interest in special-purpose companies(SPC) as defined in Article 2, Paragraph 2-5 of the Financial Instruments and Exchange Act

## Development of the business base for returning to the high-growth model in the post-pandemic era.



### In FY2020

To fortify our business foundation to tolerate the worsening of the business environment amid the coronavirus crisis

### In FY2021

To enrich our business portfolio, in preparation for the economic recovery after the subsiding of the pandemic

### From 2022

**Return to a high-growth model by developing a value chain for our core business and diversifying our business portfolio**

# Risk factors related to business performance in COVID-19

## 1. Risks on supply-side

- ✓ Due to deterioration in performance of lessees, including airline companies ••• **Risks to decrease opportunities to make deals**
  - ✓ Due to the deterioration of senior debt financing environment ••• **Risks to decrease opportunities to make deals**
- 

## 2. Risks on demand-side


- ✓ Due to deterioration in performance of investors (SMEs nationwide) ••• **Risks to lose the willingness to invest**
- 

## 3. Risks on portfolio assets

- ✓ Related to the operating lease business ••• **Risks to degrade the value of assets owned**
- 

## 4. Risks on business operation

- ✓ Through the spread of the virus inside our company ••• **Risk to hinder smooth business continuity**
- 

 Our group will take appropriate measures for controlling the above risks, but the business performance of our group may largely differ from the projections due to prolonged spread of COVID.

# 4. Growth Strategy

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# Main strategic points for 2022 and beyond.

1

(Operating Lease Business)

**To form dynamic, strategic partnership**

2

(Part out & Conversion Business)

**To cultivate markets as a global top player**

3

(Renewable Energy Business)

**To cultivate markets by developing new technologies**

4

(Comprehensive Consulting Business)

**To improve the value of each client company with a broad range of services.**



(Operating Lease Business)

# To form dynamic, strategic partnership-(1)

To develop a value chain with dynamic strategic partners, who were found amid the pandemic.

Improvement in aircraft sourcing capacity

Bleriot Aviation Leasing Designated Activity Company※

\*JV with Airbus Group Equity-method affiliate

Expansion of the customer channel

To create investment targets, such as trust beneficiary rights, and expand the customer market

JIA Securities Co., Ltd.  
JIA Trust Co., Ltd.

Increase in products

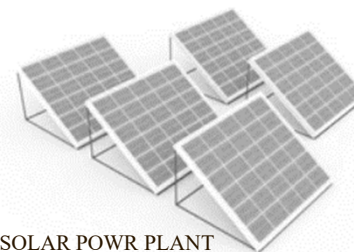
To increase financial products based on the assets shown in the right figure, which would produce a stable cash flow

Improvement in deal structuring capability

Improvement of the pipeline for senior debt procurement for structuring deals

JIA Aviation Finance (Preparing for the establishment of a JV)

## Examples of new financial commercialized assets focused on cash flows



SOLAR POWR PLANT



AIRCRAFT ENGINE



HELICOPTER



BUS



BUSINESS JET



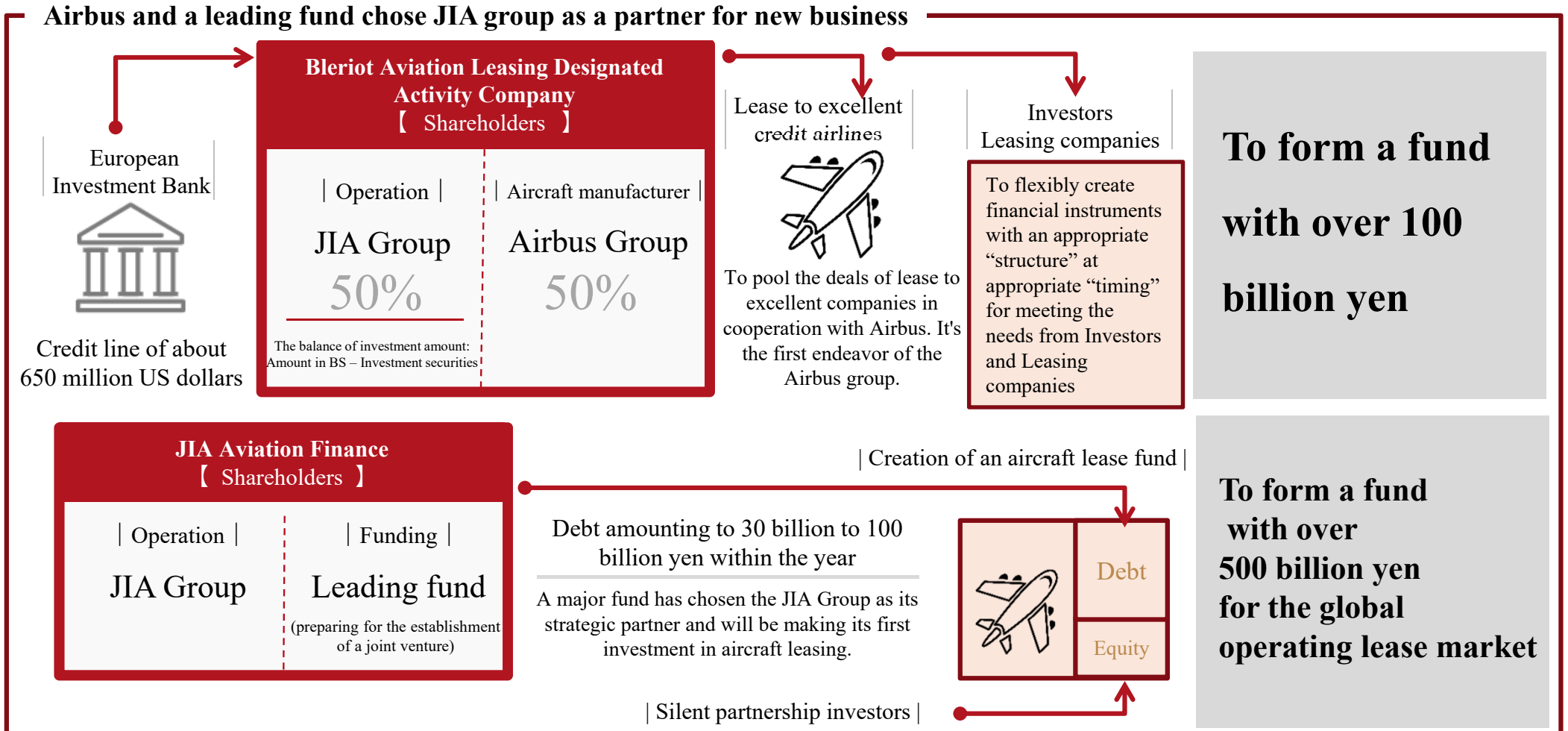
DEBT



REAL ESTATE

(Operating Lease Business)

# To form dynamic, strategic partnership-(2)

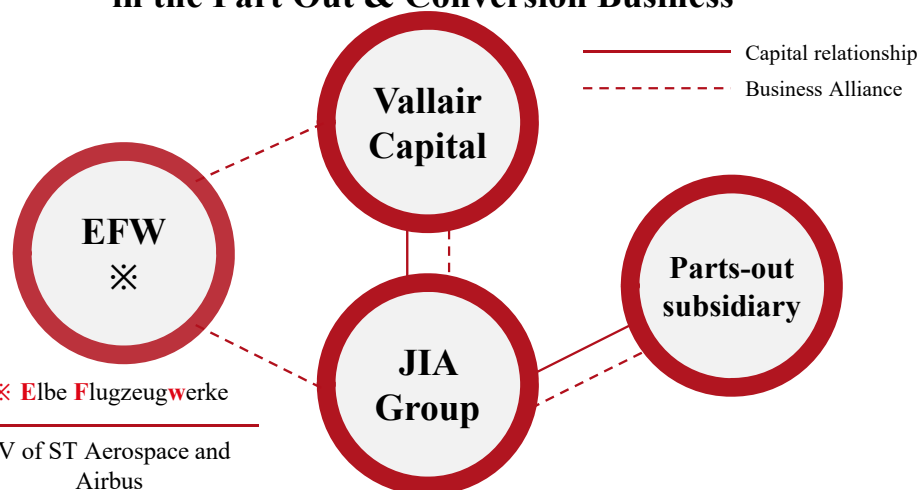


Note: The name of Bleriot is derived from Blériot Aéronautique, which is the predecessor of Airbus, and Louis Charles-Joseph Blériot, who founded the company and was a pioneer in the French airline industry. The inclusion of the time-honored name Bleriot reflects the expectations of Airbus.

(Part out & Conversion Business)

# To cultivate markets as a global top player

Built a track record through “the world’s first” initiatives, the delivery of “the first aircraft,” etc., becoming a pioneer in the Part Out & Conversion Business



- In 2020, we converted a passenger airplane of A321 into a cargo airplane for the first time in the world and delivered it to Qantas Airways based on the collaboration among Vallair, EFW, and out company.
- In 2021, we delivered a cargo airplane converted from A330-300 as the first aircraft to Geodis, which is a subsidiary of SNCF and operates land transportation business globally.
- In 2021, we delivered a cargo airplane converted from B737-800 to the global logistics company ASL.
- While the capital contribution ratio of Vallair was reduced stepwise, the partnership with EFW\* of the Airbus Group expanded (6 slots already secured).

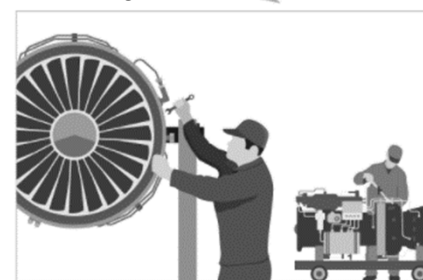
## PART OUT & CONVERSION BUSINESS

- It aims to increase profit opportunities and contribute to a sustainable society by efficiently using passenger aircraft that have reached the end of their leases.
- Cargo Aircraft Market Gains Momentum as E-Commerce Expands.

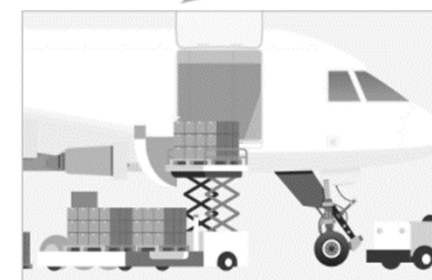


Sell recyclable parts such as engines

Aircraft converted to cargo planes



Part-Out Business



Conversion Business

(Renewable Energy Business)

## To cultivate markets by developing new technologies

To evolve the renewable energy business by combining the knowledge nurtured through the solar power generation business and new technologies

Knowledge obtained through the solar power generation business

Maintenance/operation and PPA business in cooperation with the equity-method affiliate Adler Solar Works Co., Ltd.

Technological development based on business-academia collaboration

Development of technologies for stably supplying biomass energy through collaborative research with Tokyo University of Agriculture and Technology

Creation of SDGs financial instruments

Expand market by creating asset management products

JIA Securities Co., Ltd.  
JIA Trust Co., Ltd.

New power source business

+  
Securitization of power generation equipment assets

Full-scale business operation from the second half of 2023  
We aim to achieve 500 MW  
In five years.

### New Renewable Energy Business

Maintenance and operation of solar power plants, and consultation

※ Cooperate with Adler Solar Works, an equity method affiliate



Installation of solar panels in rooftop spaces  
PPA (power purchase agreement) business



Commercialization of power generation through wood biomass gasification

※ Commercialization of research utilizing fast-growing trees with Tokyo University of Agriculture and Technology

- Creation of new forestry
- Stable supply of domestic wood biomass energy
- Advanced use of components to be shared



In 2021, we developed the prototype of a 1,240 million yen portfolio fund combining multiple solar power plants. The structure is being conceived as a financial product.

(Comprehensive Consulting Business)

# To improve the value of each client company with a broad range of services.



## To actual sustainable corporate growth with unbiased, neutral support

Optimal solutions provided by

- ✓ Consultants
- ✓ Partner companies

With experience in a wide range of fields

Financing based on private equity investment

Provision of unique financial instruments



### Sustainable growth of client companies

To introduce clients from several thousand existing ones of our corporate group and the business matchmaking network with financial institutions, tax accountants, etc. (over 600 counterparties), and increase clients.



## Consulting Services Line-up

M&A Advisory



Consulting regarding business succession

Financial Advisory

Insurance Agency

Recruitment



IPO Consulting

TOKYO PRO Market

J-Advisor

IR Advisory



# 5. Shareholder Returns

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## Shareholder Returns (dividend)

### Initial forecast unchanged FY2021

- Our basic policy is to pay dividends based on a balance between performance-linked and stable dividends, while taking into consideration the balance between the expansion of the financial base and human investment to improve business performance.

	Dividends(JPY)			Amount of dividends	Payout Ratio	DOE
	Interim	Year-end	Annual	(Millions of yen)	(%)	(%)
FY2017	6.0	6.0	(※1)	235	8.4	2.2
FY2018	5.5	9.5	15.0	446	8.3	1.9
FY2019	9.5	12.5	22.0	655	14.4	1.9
FY2020	16.0	16.0	32.0	959	25.0	2.6
FY2021 (※2)	16.0	16.0	32.0	965	33.0	2.4
FY2022 (forecast)	16.0	16.0	32.2	966	32.1	2.3

Note1: JIA conducted a 2-for-1 common stock split on September 1, 2017.

Note2: The amount of the year-end dividend for the fiscal year ending December 31, 2021 will be fixed after the resolution of the general meeting of shareholders.

# Shareholder Returns (Incentives)

## [Partial change in shareholder benefits at the end of December 2021]

- ✓ The incentive plan for shareholders to encourage more shareholders to maintain their investment loyalty over the medium- to long-term period.(Continued from end of FY2015.)
- ✓ We have changed the menu to take into account the balance of the number of shares held and the holding period, due to an increase in the number of shareholders who hold their shares for a long period of time,

### Nihon Securities Journal Digital



Unlimited reading of back issues



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Continuous holding period \ Continuous holding share	100 or more and less than 2,000 shares		2,000 shares or more	
	subscription to the Nihon Securities Journal Digital	Quo Card	subscription to the Nihon Securities Journal Digital	Quo Card
Less than 1 year	3-month (9,000 yen value)	500 yen	6-month (18,000 yen value)	1,000 yen
1 year or more but less than 2 years	6-month (18,000 yen value)	1,000 yen	12-month (36,000 yen value)	3,000 yen
2 year or more but less than 3 years		3,000 yen		5,000 yen
3 years or more		5,000 yen		10,000 yen

Note: For details, please refer to the "Shareholder Benefits" section of our website at <https://www.jia-ltd.com/en/ir/dividend/>



# 6. Topics

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# Topics1-2 (Private Equity Business)

- **Listed on Science Arts. In addition, there are investment destinations scheduled to be listed in FY2022**
- **Having accumulated a track record of PE investments, the company will evolve to the next stage**

1

**Listed on Jul. 24, 2018**  
**Bank of Innovation, Inc.**  
**(TSE Mothers : 4393)**

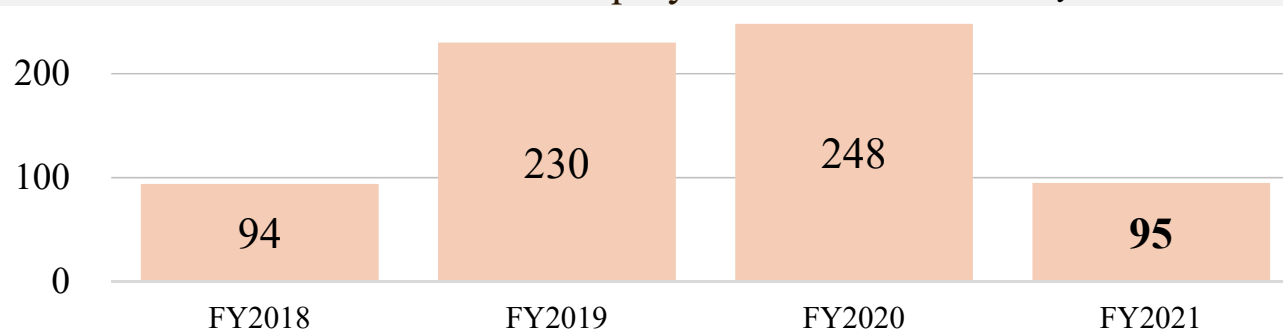
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**A gain on sale of 388 million yen posted**

2

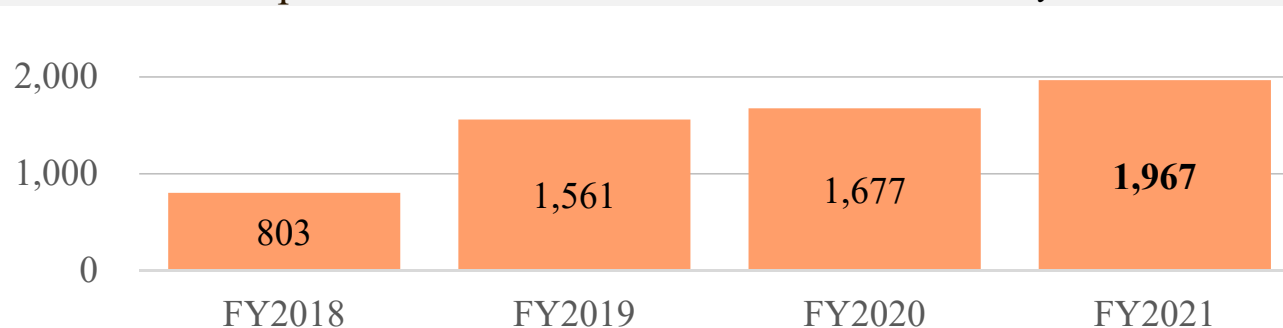
**Listed on Nov. 24, 2021**  
**Science Arts, Inc.**  
**(TSE Mothers : 4412)**

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**60,000 shares held Acquisition price: 1,700 yen/share**

Revenue of Private Equity Business (Millions of yen)



Operational Investment Securities (Millions of yen)



## Topics2 (Efforts by our investees)



The investee “Digital Asset Markets” started handling the crypto-assets “Zipang Coin.”

Name	: Digital Asset Markets, Inc.
Business	: Crypto-asset Exchange Service Provider registered as Director of the Kanto Finance Bureau No.00024
Major shareholder	: INTERTRADE CO., Ltd. MITSUI & CO., LTD. , etc
Homepage	: <a href="https://www.digiasset.co.jp/">https://www.digiasset.co.jp/</a>

What is Zipang Coin (ZPG)?

**Japan's first**  
Crypto-assets  
intended to be linked to gold price

We are preparing, we have invested in the following two companies as the second largest shareholder, as a partner in the Fintech Business

- Digital Asset Markets ...8.8% stake
- INTERTRADE ...9.4% stake

- Crypto-assets that can be said to be Japan's first digital gold, as it has the characteristics of gold, such as a hedge against inflation, and is convenient and can be traded in small lots thanks to digitization.
- In the future, it will be possible to exchange Zipang Coin for gold in kind.

[For more details...https://www.zipangcoin.com](https://www.zipangcoin.com)

# Topics3 (Issuance of donation-type private placement bonds)

## To contribute to building a sustainable society together with financial institutions

- JIA Group proactively uses donation-type private placement bonds in order to fulfill capital needs for the growth strategies in a post-pandemic society.
- JIA Group contributes to creating a sustainable society together with financial institutions that endorse the aim of the Sustainable Development Goals (SDGs).



(A portion of the issuance fee was donated to local governments, local medical organizations, and organizations working to reduce food loss.)

Underwriter	Name / (Donation recipients)	Issue Amount (million Yen)
Fukushima Bank	SDGs donation-type private placement bonds for preventing and mitigating disasters (Fukushima Pref.) (Japanese Red Cross Hospital – Fukushima)	600
Ehime Bank	Private placement bonds for supporting measures against the novel coronavirus (Ehime Prefectural Central Hospital.)	200
Aichi Bank	SDGs Private placement bonds “ASUNARO”(Aichi Medical Aid Fund)	200
77 Bank	Private placement bonds for supporting medical institutions (local medical organizations)	200
Shikoku Bank	Private placement bonds for community support (Kochi Health Sciences Center.)	100
Shiga Bank	SDGs Private placement bonds “TSUNAGARI”(Shiga Medical Center for Children.)	200

Underwriter	Name / (Donation recipients)	Issue Amount (million Yen)
Hyakujushi Bank	SDGs Private placement bonds (Japanese Red Cross Hospital – Kagawa)	200
Kita-Nippon Bank	SDGs Private placement bonds (Iwate Pref.)	300
Gunma Bank	SDGs Private placement bonds (Japanese Red Cross Hospital – Maebashi)	100
Kiyo Bank	CSR Private placement bonds (“Love Fund” by Wakayama Pref.)	300
Senshu Ikeda Bank	SDGs Private placement bonds “KIZUNAFUKAMARU” (Food Bank - OSAKA)	100
Bank of Toyama	SDGs Private placement bonds (TBD)	400

# Disclaimer



The information contained in this document is for informational purposes only and is not intended as a solicitation for securities.

This presentation material contains information that constitutes forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors including changes in managerial circumstances.

For further information...

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