

JIA

Financial Results for the Third Quarter of FY2022

October 31, 2022

Japan Investment Adviser Co., Ltd.

Stock Code: 7172



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

1. Company Overview	P03 ~ P08
2. Third Quarter of FY2022 Business Overview	P09 ~ P21
3. Forecasts for FY2022	P22 ~ P25
4. Growth Strategy	P26 ~ P33
5. Shareholder Returns	P34 ~ P36
6. Topics	P37 ~ P40

1. Company Overview

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

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



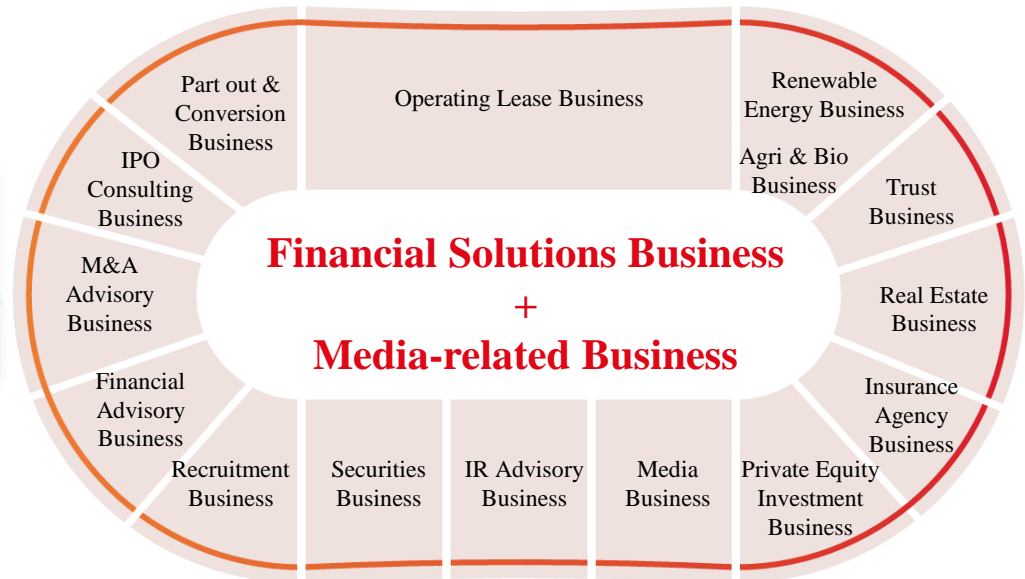
Company Name	Japan Investment Adviser Co., Ltd.
Head Office	Kasumigaseki Common Gate West Tower 3-2-1 Kasumigaseki Chiyoda-ku Tokyo
Representative	President and CEO Naoto Shiraiwa
Established	September 2006 (Fiscal Year-end: December 31)
Business	Financial solutions business, Media-related business
Paid-in Capital	¥11,679million
Stock Exchange Listing	The Prime Market of the Tokyo Stock Exchange (Stock Code: 7172)
Employees	Non-consolidated: 152; Consolidated: 235
Financial Institutions	Sumitomo Mitsui Banking Corporation, MUFG Bank, Ltd., Mizuho Bank, Ltd., Resona Bank, Limited., Sumitomo Mitsui Trust Bank, Limited, The Norinchukin Bank, The Chiba Bank, Ltd., Daishi Hokuetsu Bank, Ltd. and the other 50 Companies
Major Shareholders	Top shareholders (66.7% shares, excluding treasury stock) as of Spt. 30, 2022 KODO Holdings Co., Ltd. (24.5%) Naoto Shiraiwa (22.8%) Custody Bank of Japan, Ltd. (Trust account) (10.6%) Master Trust Bank of Japan.(Trust account) (5.9%) Teiji Ishikawa (1.5%) Yoshitaka Murata (1.5%)
Independent Auditor	Grant Thornton Taiyo LLC

As of Spt. 30, 2022

Our Group Business

Our corporate group conducts Operating Lease Business as our primary business, in which we create and sell unique financial instruments (JOL: Japanese Operating Lease) to our investors that consist of SME's all over Japan, through a nationwide network of financial institutions, including banks and securities companies, and tax and accounting firms.

In addition to the Operating Lease Business, we provide comprehensive solution services that include tackling challenges such as shortage of human resources and successors in SME's and financing and strategic planning support for sustainable growth.



Our Major Group Companies

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

| Subsidiary |

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

| Equity method affiliates |

Bleriot Aviation Leasing Designated Activity Company	50%	<ul style="list-style-type: none"> • Joint venture with Airbus Group • Procurement of aircraft leasing for sale to investors
JIA Aviation Finance G.K.	47.5%	<ul style="list-style-type: none"> • Finance Business for Aircraft
ADLER SOLAR WORKS Co., Ltd.	49.98%	<ul style="list-style-type: none"> • PV Plant Design, Design Evaluation, Inspection • PV Plant Operation and Maintenance Service, etc

As of Spt. 30, 2022

Our Group History

Establish

JIA 2006
Established Japan Investment Adviser Co., Ltd. and started an Operating Lease Business for maritime containers.

JIA 2007
Started M&A Advisory Business.

Fins 2007
Established CAIJ Inc. (currently Finspire Inc.)
※JV of leasing business of maritime containers that utilized portfolio of CAI International, Inc. in U.S.A.

JLPS 2011
Established JP Lease Products & Services Co., Ltd. (JLPS) and started an Operating Lease Business for aircraft.

JLPS 2014
Started structuring and selling the No. 1 Fund of solar power generation business.

JIA 2014
Got listed on Tokyo Stock Exchange Mothers Section.

NSJ 2015
Acquired all shares of Nihon Securities Journal Inc. and started Media & IR Advisory Business.

JIA 2015
Started Private Equity Investment Business.
※The first IPO (Bank of Innovation, Inc.: Stock Code: 4393)

JIA 2016
Started IPO Consulting Business.

Fins 2016
Acquired all shares of CAIJ Inc. (currently Finspire Inc.) (made into a wholly owned subsidiary company)

100 billion yen

List 1st Section (currently Prime) of TSE

Fins 2017
Started Insurance Agency Business.

JLPS 2019
Succeeded the Insurance Agency Business of Finspire Inc.

JLPS 2019
Annual sales of equity underwritten in Operating Lease Business exceeded 100 billion yen.

JLPS-Ire 2019
Head office was established in Shannon, Ireland, and began full-scale operations.

JIA 2020
Changed to the First Section of Tokyo Stock Exchange.

Bleriot 2020
Established a joint venture with Airbus Group as an equity-method affiliate. (Bleriot Aviation Leasing Designated Activity Company)

JIA 2021
Acquired J-Adviser qualification and started Listing Support Business for TOKYO PRO Market.

JIA-Sec 2021
Acquired all shares of Sankyo Securities Co., Ltd., changed its name to JIA Securities Co., Ltd., and then launched Securities Business.

JIA-Trust 2022
JIA Trust Co.,Ltd. obtained a license as an investment-based trust company, and started Trust Business.

JAF 2022
JIA Aviation Finance LLC, a joint venture company that conducts aviation finance business, launched full operation in July.

List
MOTHERS

Third Quarter of FY2022

2. Business Overview

Highlights for the Nine Months of FY2022

Ordinary income and net income significantly increased due to gain on foreign exchange stemming from the continuous depreciation of the yen.

- Conclusion of the contract for a large-scale project in the renewable energy business in the second quarter made a contribution, leading to 54.6% increase in sales in the nine-month cumulative period.
- Ordinary income grew 128.4% owing to the contribution made by the gain on foreign exchange and equity-method investment, recording a record high for the nine-month cumulative period.

(Millions of yen)	Nine Months FY2021	Nine Months FY2022			FY2022 forecast announced on July 21	
	Result	Result	Change	Change(%)	Fiscal Year	Progress rate
Net Sales	10,023	15,500	5,477	54.6%	19,400	79.9%
Operating profit	3,092	1,775	(1,316)	(42.6%)	3,000	59.2%
Ordinary profit	3,354	7,660	4,306	128.4%	7,900	97.0%
Profit attributable to owners of parent	2,029	5,784	3,755	185.1%	6,400	90.4%
Total amount of equity sales [※]	39,914	38,999	(915)	(2.3%)	56,000	69.6%

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

Highlights for the Third Quarter FY2022

Equity sales in the operating lease business were sluggish as there were few funds matching the needs of investors between July and September.

- On the other hand, the balance of equities underwritten considerably increased as the creation of financial products became stable.
- Funds matching the needs of investors in the fourth quarter, when the demand from investors grows, have been arranged to accelerate sales in the fourth quarter.

(Millions of yen)	FY2021	FY2022		
	Jul.-Sep.	Result	Change	Change(%)
Net Sales	4,586	2,973	(1,613)	(35.2%)
Operating profit	1,109	274	(835)	(75.3%)
Ordinary profit	948	955	6	0.7%
Profit attributable to owners of parent	641	461	(180)	(28.1%)
Total amount of equity sales [※]	16,625	10,458	(6,167)	(37.1%)

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

Summary for the Third Quarter FY2022

① **Equity sales in the operating lease business were sluggish as there were few funds matching the needs of investors between July and September. On the other hand, the balance of equities underwritten considerably increased as the creation of financial products became stable.**

- ◆ Total amount of funds structured in nine months of 2022 stood at 131,525 million yen, exceeding the total amount in the whole year of each of 2020 and 2021.
- ◆ Funds matching the needs of investors in the fourth quarter, when the demand from investors grows, have been arranged to accelerate sales in the fourth quarter.
- ◆ In addition to the balance of equities underwritten, our company owns 5 airplanes for airplane trading utilizing Bleriot, an equity-method affiliate company, and sale of financial instruments based on new structures.

Deals Structured	Jan.-Mar.	Apr.-Jun.	Jul.-Sep.	Oct.-Dec.
FY2021	20,946	29,313	9,066	45,493
FY2022	20,176	87,773	<u>23,575</u>	-

Equity underwritten	End of Mar.	End of Jun.	End of Sep.	End of Dec.
FY2021	11,739	20,788	7,672	18,871
FY2022	10,624	30,717	<u>32,649</u>	-

② **Recording 5,489 million yen in non-operating gain on foreign exchange, stemming from the rapid depreciation of the yen (January to September)**

- ◆ Gain on foreign exchange consists mainly of settlement of receivables in foreign currency (advance payments related to products to be sold) and revaluation based on the exchange rate at the end of the term.
- ◆ While the balance of receivables and payables in foreign currency has decreased, the timing of liquidating the foreign exchange position is currently undecided.
- ◆ Fluctuations in non-operating gain or loss on foreign exchange are projected to continue due to the trends in currency exchange and the timing of liquidating the foreign exchange position.

[FX rate]	FY2021 Oct.-Dec.	FY2022 Jan.-Mar.	FY2022 Apr.-Jun.	FY2022 Jul.-Sep.
Beginning rate(A) 1USD=	111.92JPY	115.02JPY	122.39JPY	136.68JPY
End-of-quarter rate(B) 1USD=	115.02JPY	122.39JPY	136.68JPY	144.81JPY
Change(B)-(A)	3.10JPY	7.37JPY	14.29JPY	8.13JPY
foreign exchange gains (Millions of yen)	1,059	1,708	2,545	1,234

Q3 FY2022 Consolidated Income Statement Summary

(Millions of yen)	Nine Months FY2021	Nine Months FY2022		
	Result	Result	YoY Change	YoY change(%)
Net Sales	10,023	15,500	5,477	54.6%
Costs of sales	3,524	9,686	6,161	174.8%
Gross profit *1	6,498	5,814	(684)	(10.5%)
SG&A expenses	3,406	4,038	631	18.6%
Operating profit	3,092	1,775	(1,316)	(42.6%)
Non-operating income *2	1,553	7,321	5,767	371.2%
Non- operating expenses *3	1,292	1,436	144	11.2%
Ordinary Profit	3,354	7,660	4,306	128.4%
Profit attributable to owners of parent	2,029	5,784	3,755	185.1%

Point

※1 Gross profit

(Nine Months) GP margin was 37.5% (2021 – 64.8%)
(Jul.-Sep.) GP margin was 56.0% (2021 – 49.0%)

[Reason of the decline]

- Impact of selling the “portfolio fund,” which was established by integrating 14 solar power plants owned as “merchandise” in our account, in the second quarter, and posting the sales of total assets.
- The previous solar power generation business fund was recorded as net sales in the form of a transfer transaction of “investment in silent partnerships.”
- Regarding the operating lease business, many products in the first half of the year had relatively low profitability, but the profitability of products sold in July to September returned to the usual level.

※2 Non-operating income

An increase of 5,767 million yen

- Increase of 4,699 million yen in foreign exchange gain
- Increase of 1,162 million yen in profit of affiliates

※3 Non-operating expenses

An increase of 144 million yen

- Interest paid increased 108 million yen.
(Due to the augmentation of loans stemming from the revitalization of the deal structure)

Business Segment (Nine Months of FY2022)

Notable growth of sales in businesses other than the core business in step with the success of initiatives for expanding the business portfolio

- Conclusion of the contract for a large-scale project for the solar power plant business fund in the second quarter
- Revenues increased in the Part Out & Conversion Business and Consulting Businesses

Business units (Millions of yen)	Nine Months FY2021	Nine Months FY2022		
	Result	Result	YoY Change	YoY Change(%)
Operating Lease Business	8,070	6,785	(1,285)	(15.9%)
Renewable Energy Business	1,281	7,132	5,851	456.6%
Aircraft Part Out & Conversion Business	178	938	760	427.1%
Other Financial Solution Business				
Securities Business / Trust Business				
M&A Advisory Business / Financial Advisory Business				
Private Equity Investment Business	326	460	133	40.9%
IPO Consulting Business / Insurance Agency Business				
Recruitment Business				
Media- related Business	166	183	16	10.0%
Total	10,023	15,500	5,477	54.6%

Business Segment (Third Quarter of FY2022)

Sales of equities underwritten in the Operating Lease Business were sluggish, declining 37.1% year on year

- Sales decreased in the renewable energy business after selling two solar power plants already in operation in the previous term.
- Sales grew in the Part Out & Conversion Business owing to the conclusion of contracts for engine sale.

Business units (Millions of yen)	Nine Months FY2021	Nine Months FY2022		
	Result	Result	YoY Change	YoY Change(%)
Operating Lease Business	3,167	2,251	(916)	(28.9%)
Renewable Energy Business	1,064	50	(1,013)	(95.2%)
Aircraft Part Out & Conversion Business	153	495	342	223.6%
Other Financial Solution Business	142	112	(30)	(21.3%)
Securities Business / Trust Business				
M&A Advisory Business / Financial Advisory Business				
Private Equity Investment Business				
IPO Consulting Business / Insurance Agency Business				
Recruitment Business				
Media- related Business	58	62	4	7.8%
Total	4,586	2,973	(1,613)	(35.2%)

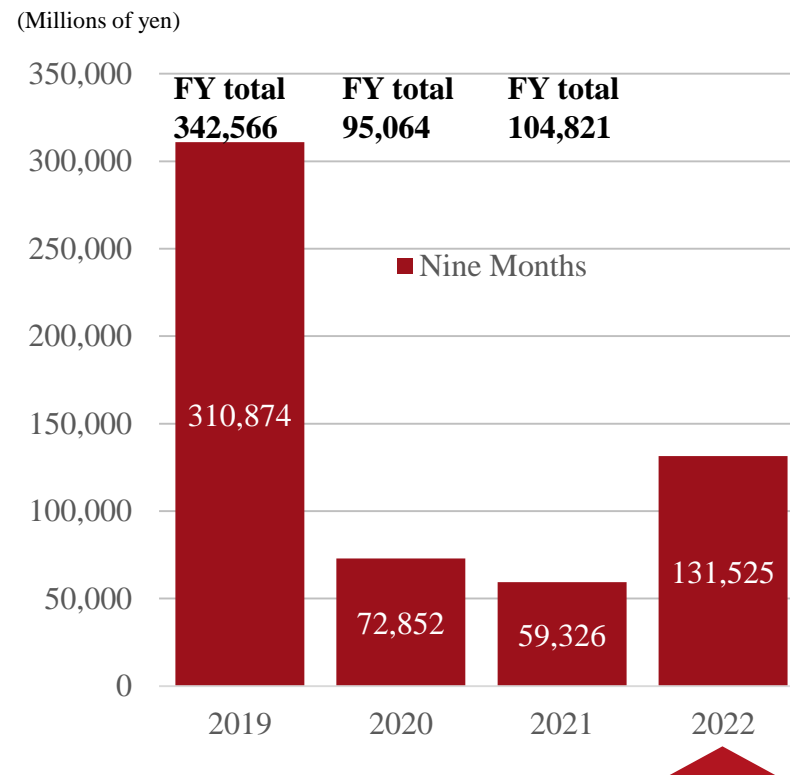
Deals Structured

(Operating Lease Business, Renewable Energy Business)

Deals Structured by Type of Asset

(Millions of yen)	Nine Months FY2021	Nine Months FY2022
Aircraft	49,983 (9 deals)	124,898 (19 deals)
Vessel	0 (0 deal)	0 (0 deal)
Container box	2,826 (3 deals)	6,626 (1 deal)
Solar photovoltaic generation	6,517 (1 deal)	0 (0 deal)
Total	59,326 (13 deals)	131,525 (20 deals)

Change in Amount of Deals Structured



Equity Sales

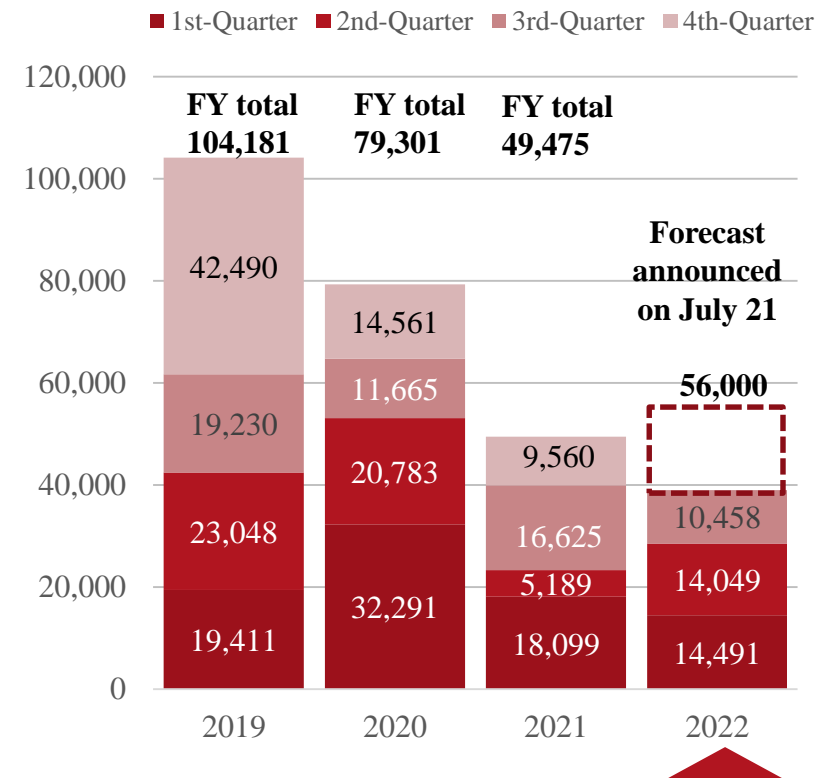
(Operating Lease Business, Renewable Energy Business)

Equity Sales by Type of Asset

(Millions of yen)	Nine Months FY2021	Nine Months FY2022
Aircraft	37,802	34,276
Vessel	0	0
Container box	2,112	3,482
Solar photovoltaic generation	0	1,240
Total	39,914	38,999

Change in Amount of Equity Sales

(Millions of yen)



Equity underwritten etc.

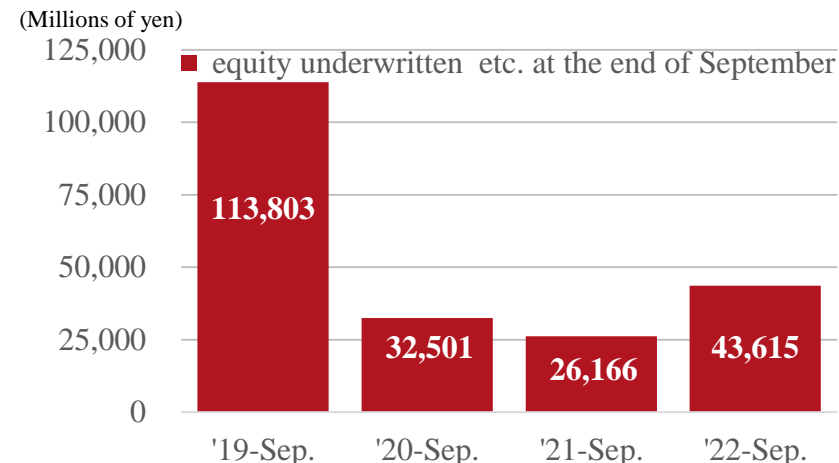
(Operating Lease Business, Renewable Energy Business)

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

(Millions of yen)	End of Spt. 2021	End of Spt. 2022
Aircraft	6,241 (3 deals)	29,578 (12 deals)
Vessel	0 (0 deal)	0 (0 deal)
Container box	1,431 (1 deal)	3,070 (1 deal)
Subtotal	7,672 (4 deals)	32,649 (13 deals)
Solar photovoltaic generation (*1)	1,240	0
Investment in Bleriot(*2)	17,253	10,966
Total	26,166	43,615

*1 Accounts in the "Merchandise"

Balance of Equity underwritten etc. at the end of the term



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

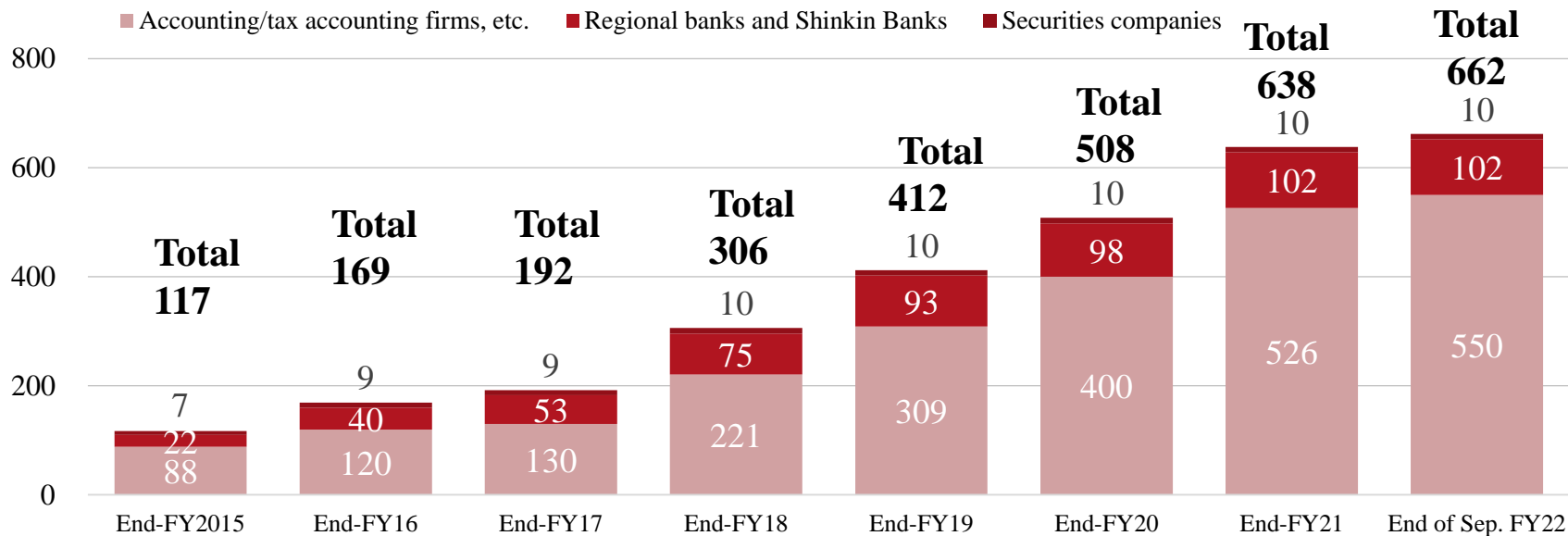
Balance of investment in Bleriot, an equity-method affiliate.

(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 European Investment Bank, 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 29)

Sales Network (Business Matching Partners)

Number of business matching contracts



- During three months in the Third Quarter of 2022, the number of business matching partners presenting the Company to investors increased by 10 to a total of 662.
- 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 COVID-19 pandemic subsides.

Q3 FY2022 Consolidated Balance Sheet Summary (1)

(Millions of yen)	Spt. 30, 2021	Dec. 31, 2021	Spt. 30, 2022		
			Result	Q o Q change	YoY change
Cash and deposits	10,751	12,314	18,513	7,762	6,198
Accounts receivable – trade	5,518	7,420	5,910	392	(1,509)
Merchandise *1	11,038	9,817	30,970	19,931	21,153
Equity underwritten *2	7,672	18,871	32,649	24,976	13,777
Costs on uncompleted – trade	181	281	436	255	154
Advance payments-trade *3	16,817	13,191	12,086	(4,730)	(1,104)
Advances paid*4	10,498	8,568	6,536	(3,961)	(2,031)
Other	4,955	6,222	8,547	3,591	2,324
Current assets	67,434	76,687	115,650	48,216	38,962
Tangible fixed assets	380	355	473	93	117
Intangible fixed assets	368	360	452	84	92
Investment and other assets *5	17,932	24,253	28,483	10,551	4,229
Non-current assets	18,680	24,969	29,409	10,728	4,439
Deferred assets	95	106	118	22	11
Total assets	86,211	101,764	145,178	58,967	43,413

Point

*1 Merchandise

Mainly,

- The inventory in the Part Out & Conversion Business
- The inventory after exercise of purchase option in solar power generation business fund

*2 Equity underwritten

Investment in silent partnership to be sold in the future in the Operating Lease Business

*3 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.

*4 Advances paid

Mainly temporary advances paid etc. before sale to investors for the Operating Lease Business and for the Renewable Energy Business.

*5 Investments and other assets

Including the outstanding balance of money invested in Bleriot (an equity-method affiliate): 5,483 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)

Q3 FY2022 Consolidated Balance Sheet Summary (2)

(Millions of yen)	Spt. 30, 2021	Dec. 31, 2021	Spt. 30, 2022		
			Result	Q o Q change	YoY change
Accounts payable - trade	52	270	533	481	263
Short-term loans payable *1	29,813	43,305	73,612	43,799	30,307
Unearned revenue *2	731	1,164	—	2,464	2,031
Contract liabilities *2	—	—	3,196		
Other	2,960	3,569	4,189	1,229	619
Current liabilities	33,558	48,310	81,532	47,974	33,222
Non-current liabilities*1	12,166	11,775	15,532	3,365	3,757
Total liabilities	45,724	60,085	97,064	51,340	36,979
Capital stock	11,677	11,679	11,679	2	0
Capital surplus	11,619	11,621	11,621	2	0
Retained earnings	18,119	19,011	23,829	5,710	4,818
Treasury shares	(1,470)	(1,470)	(1,470)	0	0
Shareholders' equity *3	39,945	40,842	45,660	5,715	4,818
Other	541	836	2,453	1,912	1,616
Total net assets	40,486	41,679	48,113	7,627	6,434

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.

• **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

*2. Unearned revenue ⇒ Contract liabilities

• Changed to “Contract liabilities,” through the application of Accounting Standards for Revenue Recognition (new revenue recognition standards).

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

*3. Equity ratio

Equity ratio decreased due to a Short-term loans payable increased with the increase in Equity underwritten.

End of	FY2021	40.8%
End of Q3	FY2022	33.0%

For FY2022

3. Earnings Forecasts

Earnings Forecasts for FY2022

Earnings forecasts announced on July 21 remains unchanged

- Although the balance of receivables and payables denominated in foreign currencies held by the company's group is gradually decreasing, actual foreign exchange gains and losses will occur depending on future fluctuations in foreign exchange rates.
- It is difficult to estimate non-operating foreign exchange gains and losses due to exchange rate fluctuations in the fourth quarter. Therefore, earnings forecast remains unchanged.

(Millions of yen)	FY2022			
	Nine Months			Fiscal year
	Result	Progress rate	unachieved amount	Forecast
Net Sales	15,500	79.9%	3,899	19,400
Operating profit	1,775	59.2%	1,224	3,000
Ordinary profit	7,660	97.0%	239	7,900
Profit attributable to owners of parent	5,784	90.4%	615	6,400
Total amount of equity sales [※]	38,999	69.6%	17,000	56,000

The situation in the 4th Quarter of 2021

- ✓ Weak sales of equity were offset by sales from "Aircraft Trading," "Part Out & Conversion Business," and "Sale of Existing Solar Power Plants".

The situation in the 4th Quarter of 2022

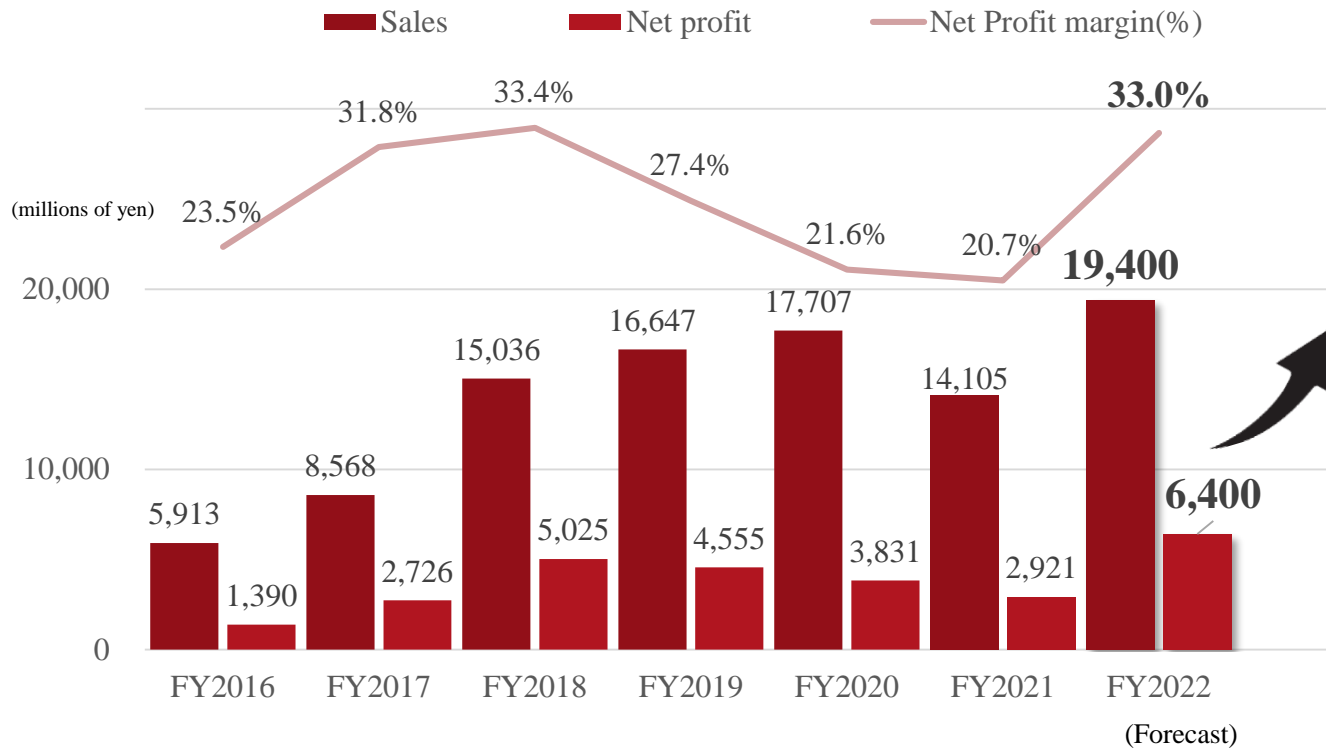
- ✓ Equity balance as of the end of September was up about 24,976 million yen year on year.
- ✓ More stock has been secured in airplane trading and Part Out & Conversion Business than in the previous year.
- ✓ Our company will consider how to act in terms of business strategy in case the extreme depreciation of the yen continues.

Toward 2023

- ✓ With JIA Aviation Finance in operation, JIA group will be able to structure high-quality projects.

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-COVID-19 pandemic era.



In FY2020

To fortify our business foundation to tolerate the worsening of the business environment amid the COVID-19 pandemic

In FY2021

To enrich our business portfolio, in preparation for the economic recovery after the COVID-19 pandemic subsidies.

From 2022

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

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 (SME's 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 group ••• **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 the COVID-19 pandemic.

4. Growth Strategy

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

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

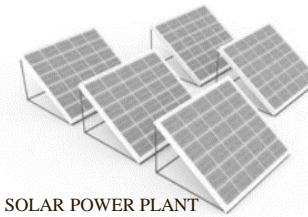
Improvement in deal structuring capability

Improvement of the pipeline for senior debt procurement for structuring deals

JIA Aviation Finance※
(Business started in July)

*JV with one of the world's leading investment fund companies | Equity-method affiliate |

Examples of new financial commercialized assets focused on cash flows



SOLAR POWER PLANT



AIRCRAFT ENGINE



HELICOPTER



BUS



BUSINESS JET



DEBT

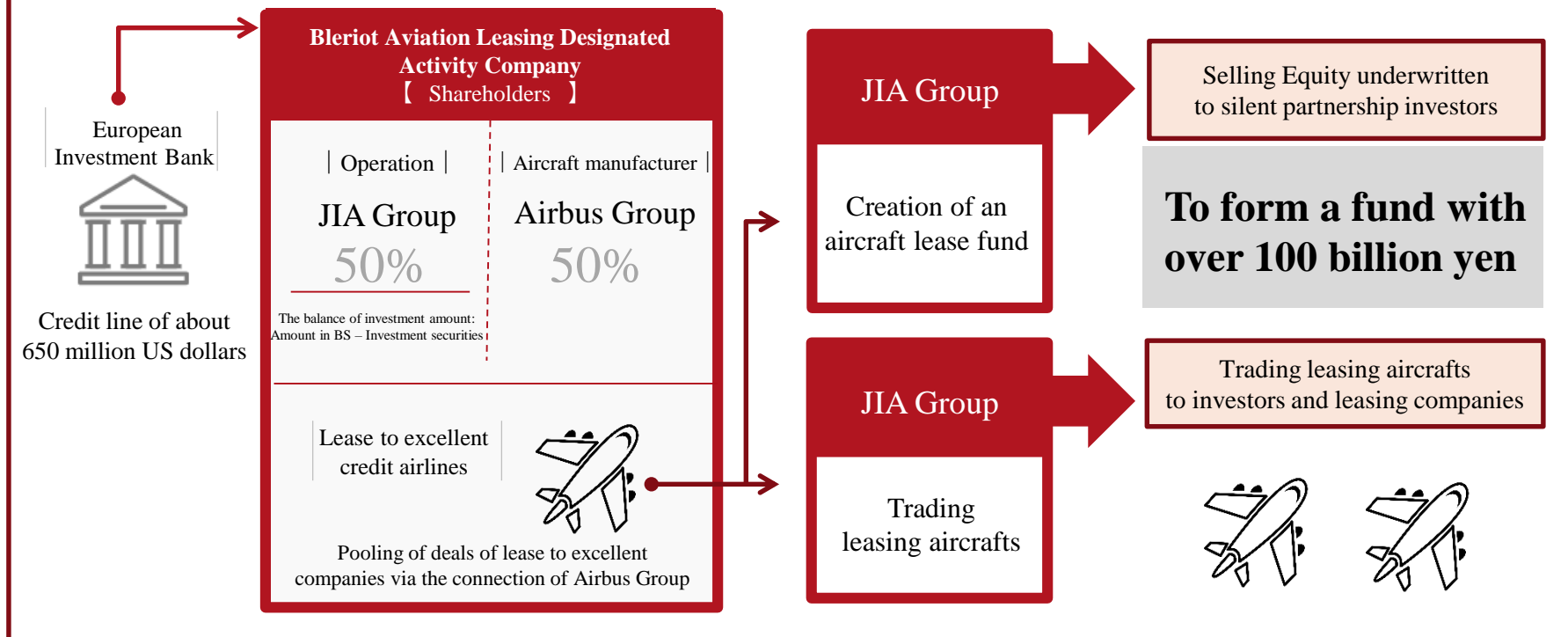


REAL ESTATE

To form dynamic, strategic partnership-(2)

Airbus Group chose JIA Group as a partner for new business

To flexibly trade aircrafts or create financial instruments with an appropriate “structure” at appropriate “timing” for meeting the needs from Investors and Leasing companies



Note: The name Bleriot is derived from Louis Charles-Joseph Blériot (July 1, 1872 - August 2, 1936), a pioneer of French aviation.

To form dynamic, strategic partnership-(3)

A premier global investment company chose JIA Group as a partner for new business

JAF will secure funds amounting to approximately 200 million US dollars (about 28 billion yen) for financing aircraft from Taiyoushin, while considering the possibility of increasing the amount per year, according to the market environment.

— Started in July —
As of the end of September, approximately 15 billion yen had been procured

JIA Aviation Finance(JAF)

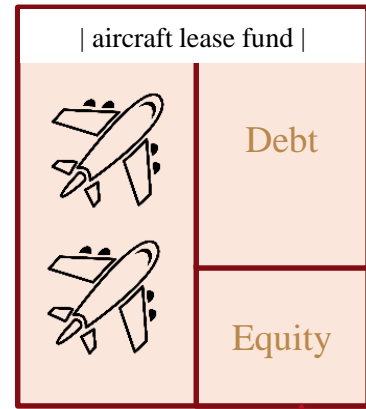
Roll	Shareholder
Operation	JIA Group
Funding	Taiyoushin
Advice	Octo Force

Silent partnership investors

JIA Group

Creation of an aircraft lease fund

Offers to investors



To form a fund with big scale for the global operating lease market

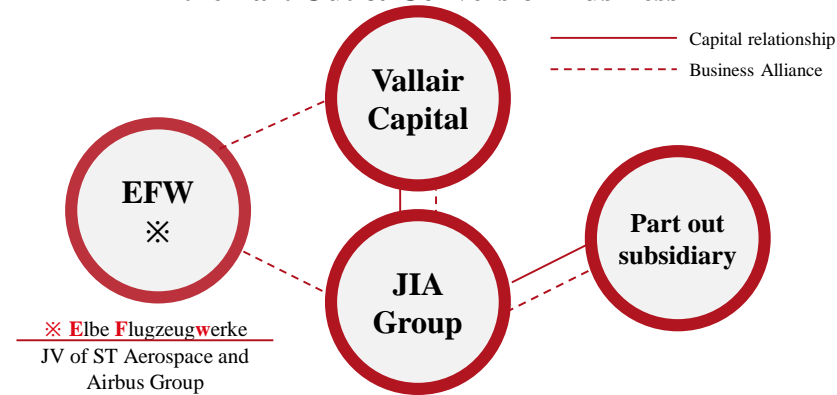
Note: Taiyoushin has been established by a premier global investment company.

[a premier global investment company]Not disclosed at the other party's request

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.
- The partnership with EFW ※ of the Airbus Group expanded (6 slots already secured).
- Sold a portion of Vallair's shares, reducing the company's stake from 40% to 20%.

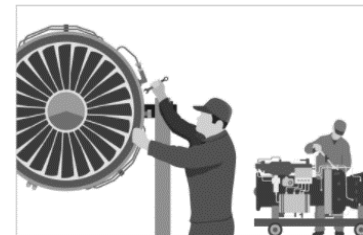
Part Out & Conversion Business

- 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.

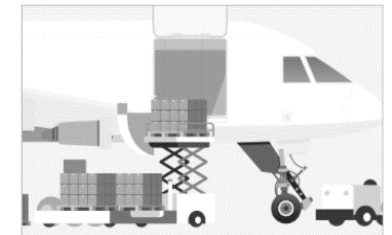


Sell recyclable parts such as engines

Aircraft converted to cargo planes



Part Out Business



Conversion Business

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



※ In Spt. 2022, the company sold 14 large-scale projects (20.9 MW in power generation) combining solar power plants to financial institutions and other institutional investors.



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



Developed and commercialized new power sources such as wood biomass

- ※ 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



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



Offering optimal solutions based on a neutral position with no bias

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

Basic Policy for profit distribution

- 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.
- ✓ The dividend forecast remains unchanged due to many fluid factors, including the outlook for the foreign exchange market.

	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	16.0	16.0	32.0	965	33.0	2.4
FY2022	16.0	(forecast) 16.0	(forecast) 32.0	(forecast) 966	(forecast) 15.1	(forecast) 2.2

Note1: The amount of the interim dividend for 2022 was resolved at the Board of Directors meeting held on July 29, 2022.

Shareholder Returns (Incentives)

The ticket for subscribing to Nihon Securities Journal Digital, which is published by a 100% subsidiary of our company, and QUO cards.

- ✓ 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 take into account the balance of the number of shares held and the holding period.



Unlimited reading of back issues



The next day's newspaper will be released at noon.



Use of sophisticated tools such as chart analysis

Nihon Securities Journal

Search

Continuous holding period	Continuous holding share		Continuous holding share	
	100 or more and less than 2,000 shares	2,000 shares or more	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

HiJoJo Partners | New Investment for the Private Equity Business

Company Name	: HiJoJo Partners Inc.
Date of list	: November 2017
Description of Business	: Creation, sales, and management of funds which invest in middle/late-stage domestic and foreign startup companies
Homepage	: https://www.hijojo-partners.com/en/home

HiJoJo Partners Inc. distributes funds which invest in excellent unlisted domestic and foreign middle/late stage startup companies to individual investors.

Fund Characteristics

Suitable for individual investors

The minimum investment amount is 1 million yen.

Limited to one brand for one fund

Strategy for investing in pre-IPOs

Medium-term investment

Transparent

(Reference) News release at the time of making an investment(Aug. 9, 2022)

https://ssl4.eir-parts.net/doc/7172/ir_material4/189200/00.pdf

【Outline of Private Equity Investment Business.】

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

➤ We have realized the IPOs of 4 companies so far.



TerraDrone New Investment for the Private Equity Business

Company Name	: Terra Drone Corporation
Date of list	: February 2016
Description of Business	: <ul style="list-style-type: none">• Drone-based measurement and inspection services• Development and sale of software• Development and sale of hardware• Development of UTM (Unmanned Traffic Management)
Homepage	: https://www.terra-drone.net/global/

(Reference) News release at the time of making an investment(Aug. 17, 2022)

https://ssl4.eir-parts.net/doc/7172/ir_material4/189522/00.pdf

【Outline of Private Equity Investment Business.】

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

➤ We have realized the IPOs of 4 companies so far.

In “Drone Manufacturers Ranking 2021*” of “Drone Industry Insights (DRONE II),” a global drone market research agency, Terra Drone was ranked second in the world as an industrial drone service provider.

Terra Drone Service Contents



Already used in
various industrial
fields

1. Surveying in civil engineering
2. Forest surveying
3. Infrastructure inspection
4. Oil and gas inspection

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 the post-COVID-19 pandemic society.
- A portion of the issuance fee was donated to local governments, local medical organizations, organizations working to reduce food loss, and School attendance support.



◆ List of private placement bonds (donation-type) issued by the Group after 2021 (We have issued a total of 5.7 billion yen since 2019)

Underwriter	Name / (Donation recipients)	Issue Amount (million yen)
Aichi Bank	SDGs Private placement bonds "ASUNARO" (Aichi Medical Aid Fund.)	200
77 Bank	Private placement bonds for supporting medical institutions (local medical institution.)	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
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

Underwriter	Name / (Donation recipients)	Issue Amount (million yen)
Kiyo Bank	CSR Private placement bonds ("Love Fund" by Wakayama Pref.)	300
Senshu Ikeda Bank	SDGs Private placement bonds (Food Bank – OSAKA.)	100
Bank of Toyama	SDGs Private placement bonds (4 medical institutions and nursing care organization)	400
Bank of Iwate	SDGs Private placement bonds ("Iwate Manabino Kibou Fund")	200
Bank of Fukui	SDGs Private placement bonds (Fukui Prefectural Hospital)	100
Bank of Shikoku	SDGs Private placement bonds (Chikamori Hospital)	100
Bank of Simizu	Regional Revitalization Private placement bonds (University of Shizuoka)	300
MUFG Bank	Private placement bonds(empowering a brighter future) (the World Food Programme)	2,000

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...

Investor Relations Group.

Japan Investment Adviser Co., Ltd.

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

Tel : +81-3-6550-9307