



Financial Results for 1Q 2023

WealthNavi Inc.
May 12, 2023

Mission

To build a world-class wealth management platform for working families using cutting-edge technology



Top Japanese robo-advisor with recurring revenues

Service launch

July 2016

of employees¹

139

Engineer & designer %
of all employees¹

48%

Users^{1,2}

363K

% of 20s-50s users¹

85%

Average monthly churn rate³

<1%

Intention to use
for over 10 years⁴

59%

AuM¹

JPY778Bn

YoY AuM growth⁵

+17%

ARR⁶

JPY7.31Bn

Net AuM retention⁷

120%+

¹ As of March 31, 2023

² "Users" refers to a customer who has AuM of 1 yen or more

³ % of users who go from a positive ETF balance to no ETF balance (monthly, total average from July 2016 to March 2023)

⁴ From the results of the questionnaire survey conducted by WealthNavi in April 2023

⁵ Growth rate of AuM from March 31, 2022 to March 31, 2023

⁶ Annual Recurring Revenue. Calculated by multiplying monthly recurring revenue (Monthly Recurring Revenue, "MRR") before deducting revenue sharing in March 2023 by 12

⁷ An index that shows the % of AuM retained over 1 year (Book value basis, excluding market price fluctuations. All averages from July 2016 to March 2023)

(Initial AuM + Automated deposits for 1 year + Additional manual deposits for 1 year – Withdrawal for 1 year) / Initial AuM

Agenda

1Q 2023 business highlights

1Q 2023 financial highlights

Forecast for full-year 2023

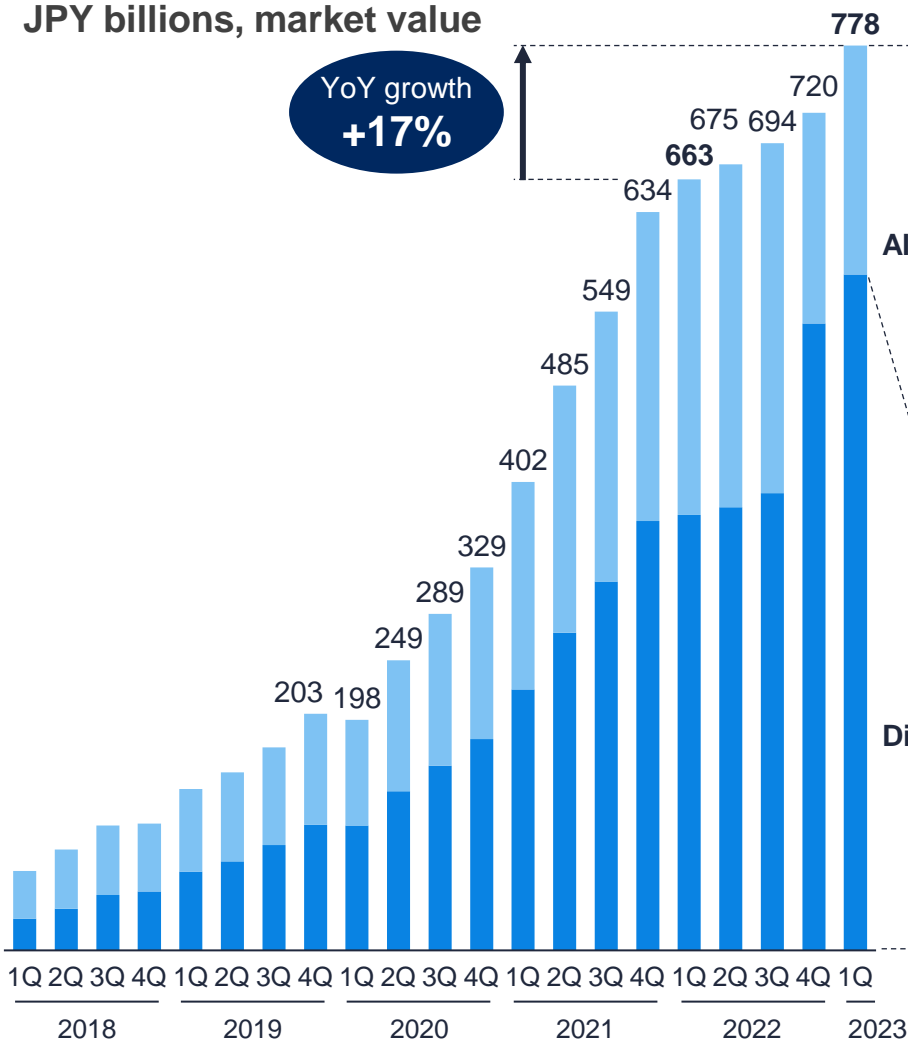
Appendices

Both direct and alliance channels drive growth

AuM trend

JPY billions, market value

YoY growth
+17%



Service	Partner	Launch
WealthNavi for オリックス銀行	ORIX Bank	Feb. 2023
WealthNavi for 十六銀行	Juroku Bank	Nov. 2022
WealthNavi for 千葉銀行	Chiba Bank	Oct.
WealthNavi for AEON CARD	AEON Credit Service	Jul.
Alliances^{1,2}		
たいこうNavi ³	TAIKO Bank	Oct. 2021
〈中京〉おまかせNavi ³	Chukyo Bank	Aug.
夢おいNavi ³	Hamamatsu Iwata Shinkin Bank	Nov. 2020
WealthNavi for 三菱UFJ銀行	MUFG Bank	Nov.
岡三Navi ハイブリッド ³	Okasan Securities	Sep.
WealthNavi for 東京スター銀行	Tokyo Star Bank	Apr.
WealthNavi for ODAKYU	Odakyu	Nov. 2019
北国おまかせNavi ³	Hokkoku Bank	Oct.
WealthNavi for 東京海上日動	Tokio Marine	Aug.
WealthNavi for auじぶん銀行	au Jibun Bank	Jan.
Direct²		
WealthNavi for TOKYU POINT	Tokyu	Nov. 2018
WealthNavi for JAL	JAL	May
WealthNavi for 横浜銀行	Yokohama Bank	Apr.
WealthNavi for イオン銀行	AEON Bank	Mar.
WealthNavi for ソニー銀行	Sony Bank	Dec. 2017
WealthNavi for ANA	ANA	Sep.
WealthNavi for 住信SBIネット銀行	SBI Sumishin Net Bank	Feb.
WealthNavi		Jul. 2016

1 Channels available as of March 31, 2023. Launched "WealthNavi for Toho Bank" with the Toho Bank on April 26

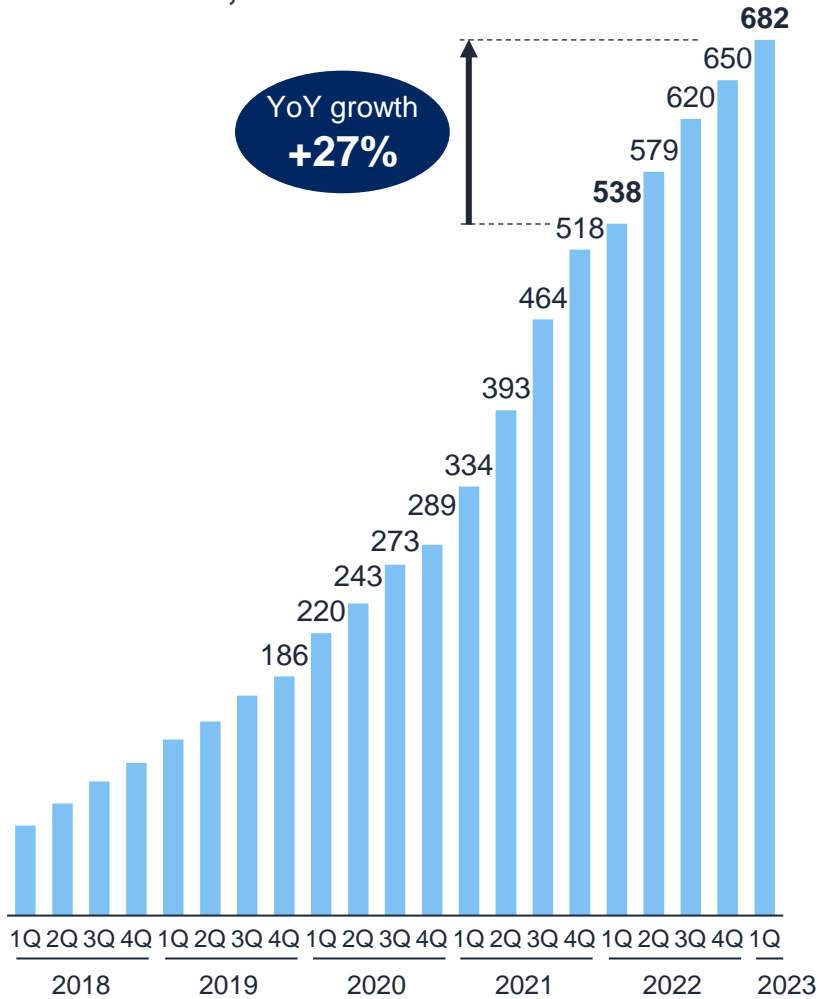
2 AuM through SBI Securities and SBI Neomobile securities are included in alliance channel until the termination date of the business alliances on November 4, 2022 and included in direct channel afterwards

3 Managed account service with a hybrid of online and face-to-face support

Book-value AuM and number of users are growing

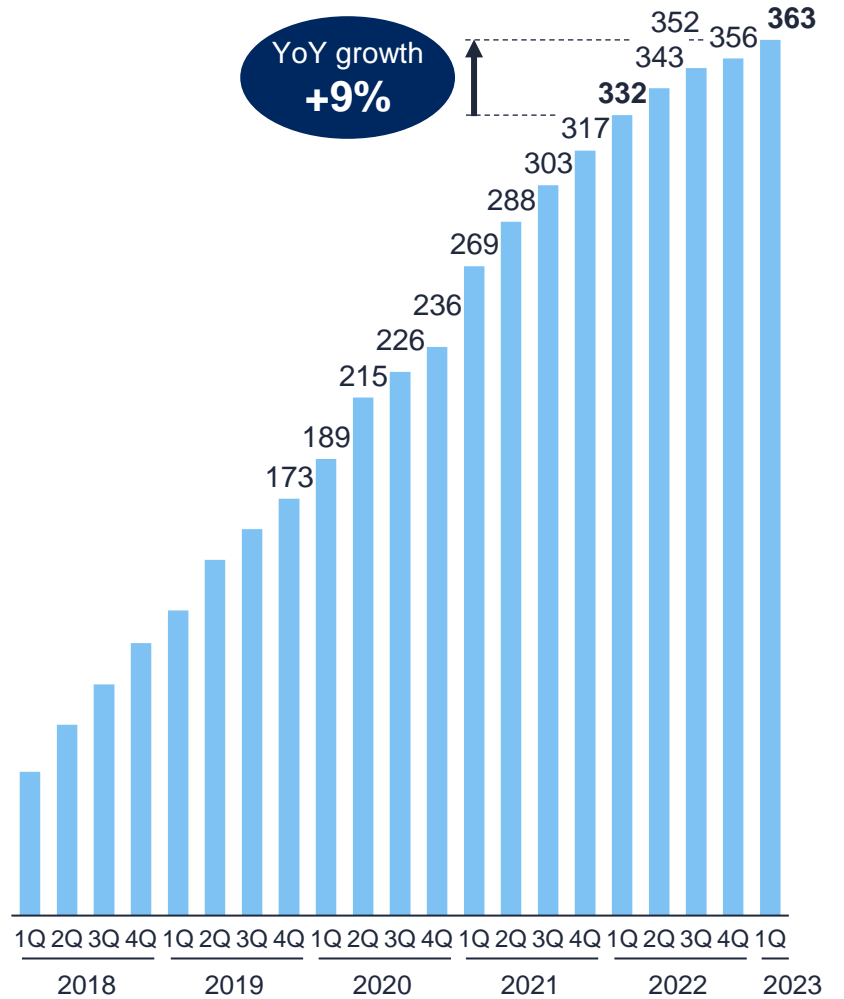
Book-value AuM

JPY billions, book value



Number of users

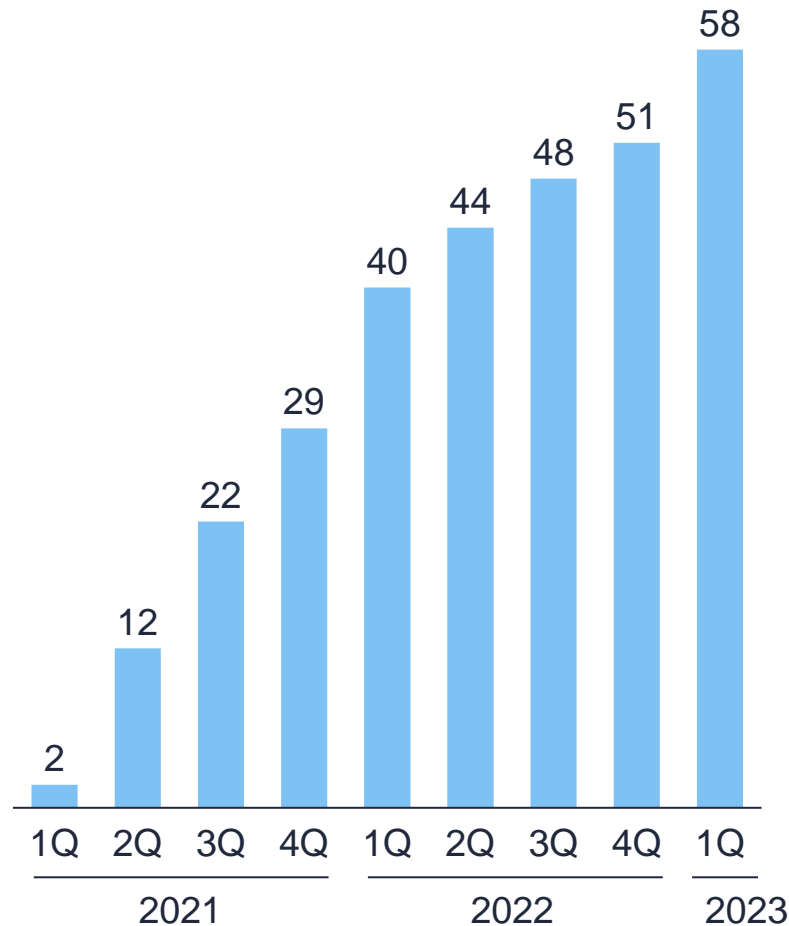
Thousands



Robo-NISA contributes to AuM growth

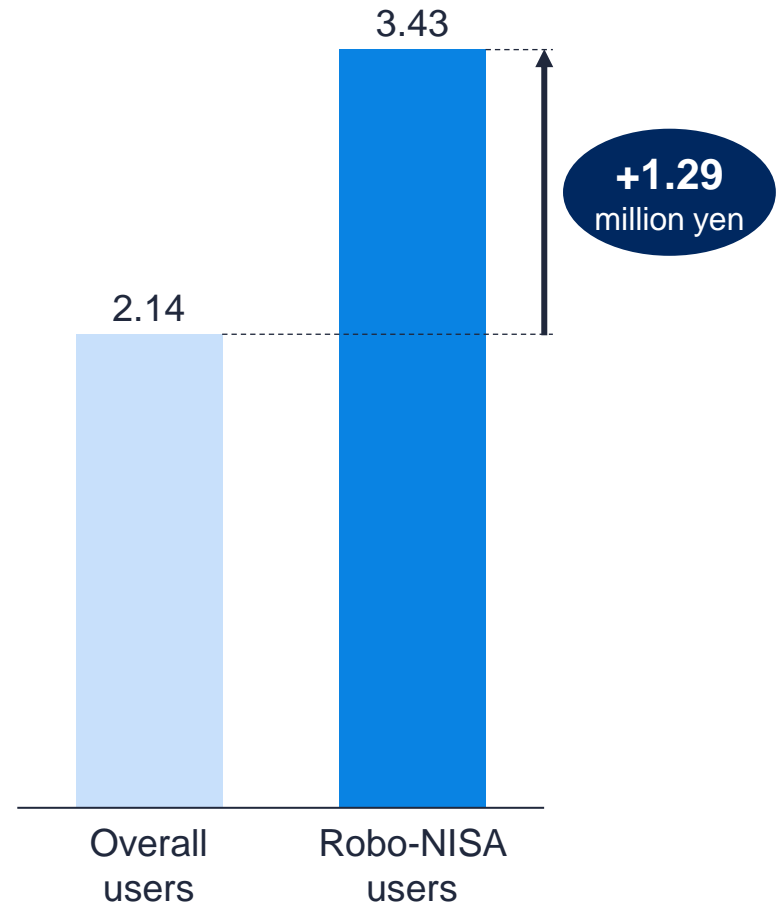
Number of “Robo-NISA” users

Quarterly; thousands



AuM per user^{1,2}

JPY million; Mar. 2023



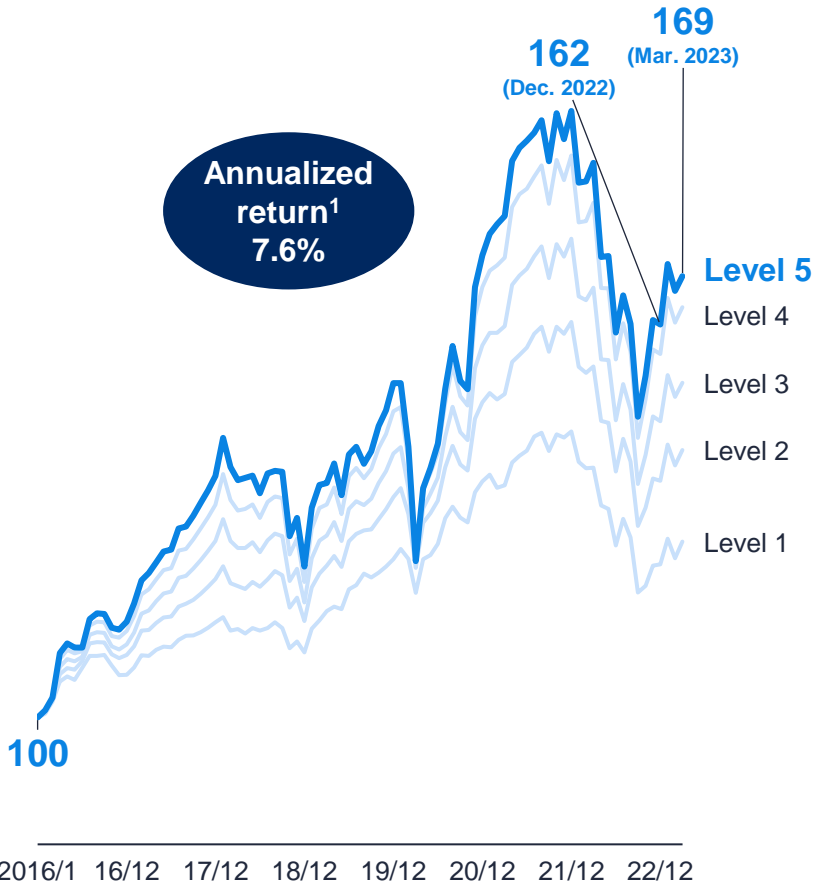
¹ AuM per user is calculated as follows. For overall average, dividing total AuM by the number of users. For average of Robo-NISA users, dividing total AuM of Robo-NISA users, a sum of regular account and NISA account, by the number of Robo-NISA users

² Excluding users with AuM of 1 billion yen and above

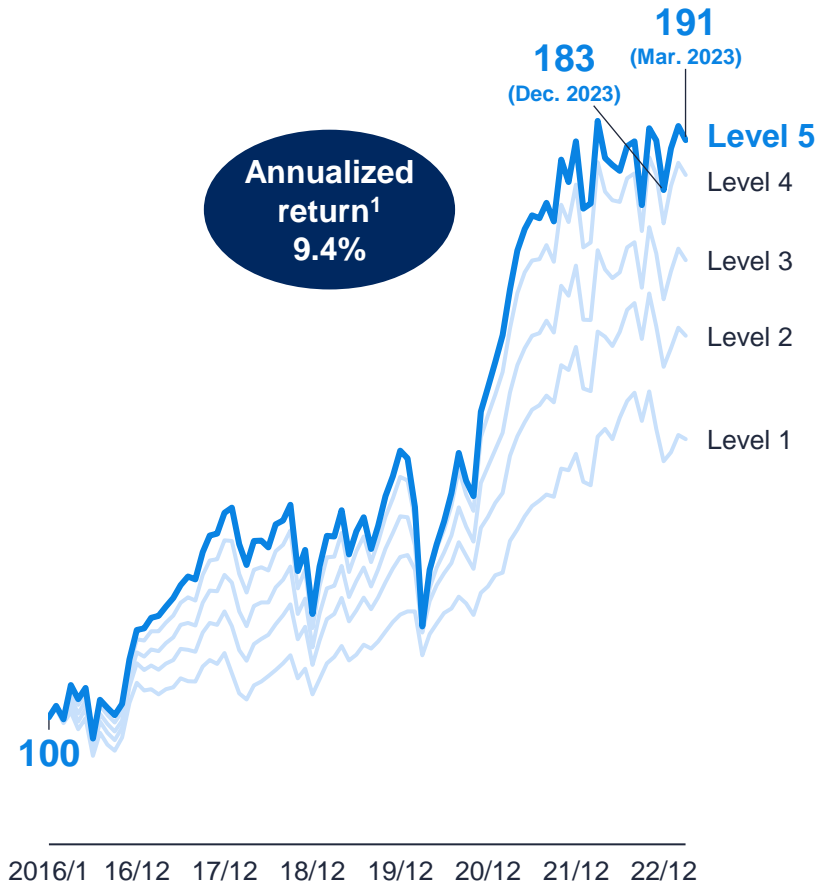
Favorable performance – positive to AuM growth

Portfolio performance by risk tolerance level

USD-denominated, after fee



JPY-denominated, after fee



¹ Shows the annualized return of level 5, which 45% of users choose as of June 30, 2022

Notes: The investment performance is calculated by normalizing investment return of each wealth management plan setting the service launch date (January 19, 2016) to 100. In the performance calculation, the annual fee of 1% (1.1% including tax) of asset under management excluding cash is deducted from the daily return. Note that cash ratio is assumed to be 2%. No additional investment is assumed. Dividends are assumed to be reinvested on the ex-dividend date. Rebalancing is assumed to be carried out every six months. No consideration for taxes on dividends and capital gains from rebalancing.

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Our investment for growth continued in 1Q

- Stable trend continued in operating revenue despite market volatility and seasonality
- Slight decline in operating profit excluding advertising expenses due to growth investment
- Continued aggressive advertising to improve brand awareness and acquire new users

Financial results

JPY millions

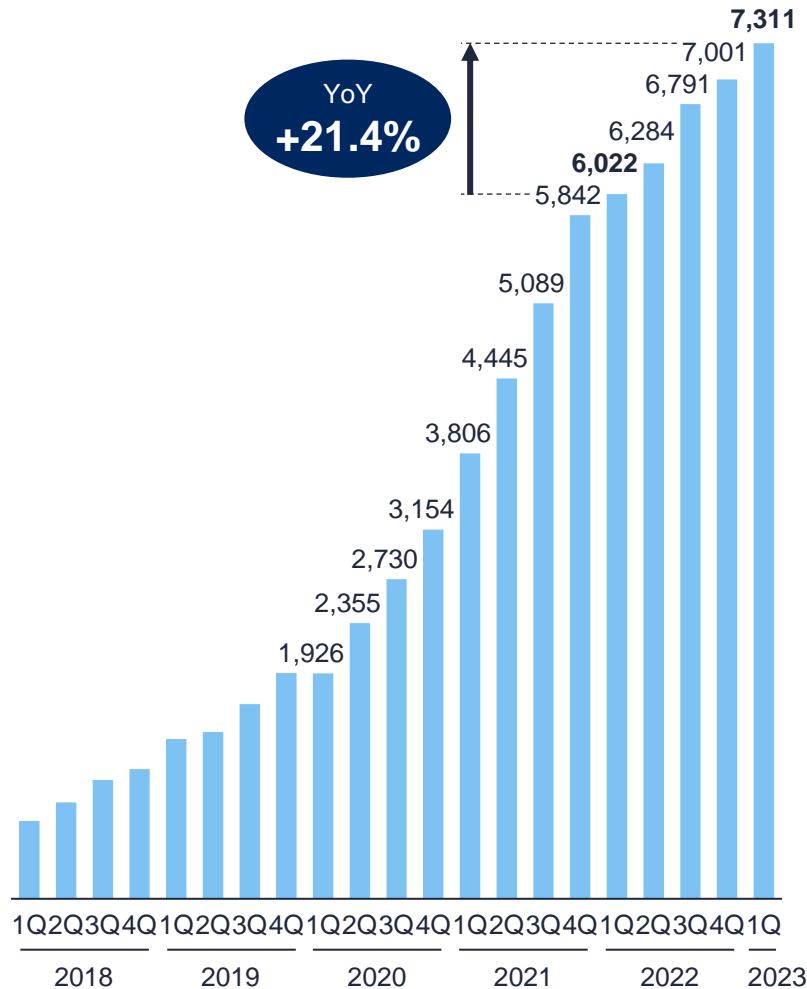
	1Q 2023	1Q 2022		4Q 2022	
	Actuals	Actuals	YoY	Actuals	QoQ
Operating revenue	1,768	1,461	+21.0%	1,766	+0.1%
-) Revenue sharing	192	258	-25.4%	238	-19.1%
-) Transaction-linked expenses	213	201	+6.1%	198	+8.0%
-) Personnel expenses	441	350	+26.0%	400	+10.1%
-) Real estate related expenses, etc.	257	192	+33.8%	248	+3.7%
Operating profit excluding advertising expenses	662	458	+44.6%	680	-2.6%
-) Advertising expenses	691	492	+40.3%	606	+14.1%
Operating profit	(28)	(34)	—	74	—

Note: Fractions of one million yen are rounded down

Continued growth in ARR and operating revenue

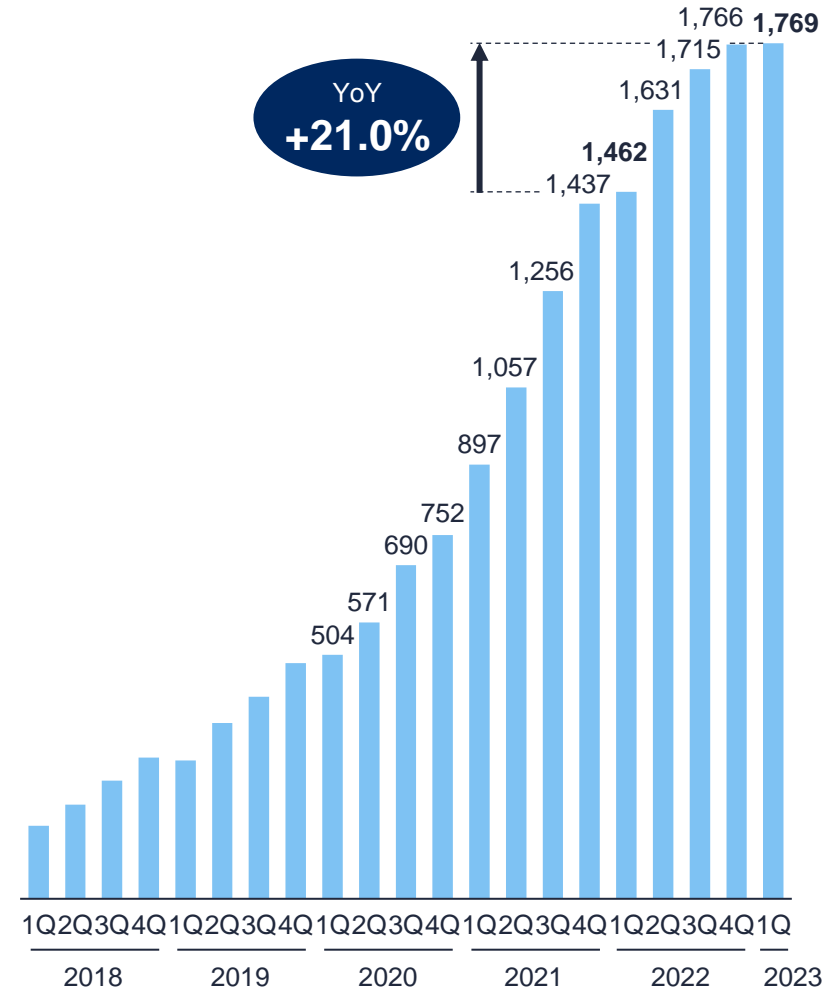
ARR

Quarterly; JPY millions



Operating revenue

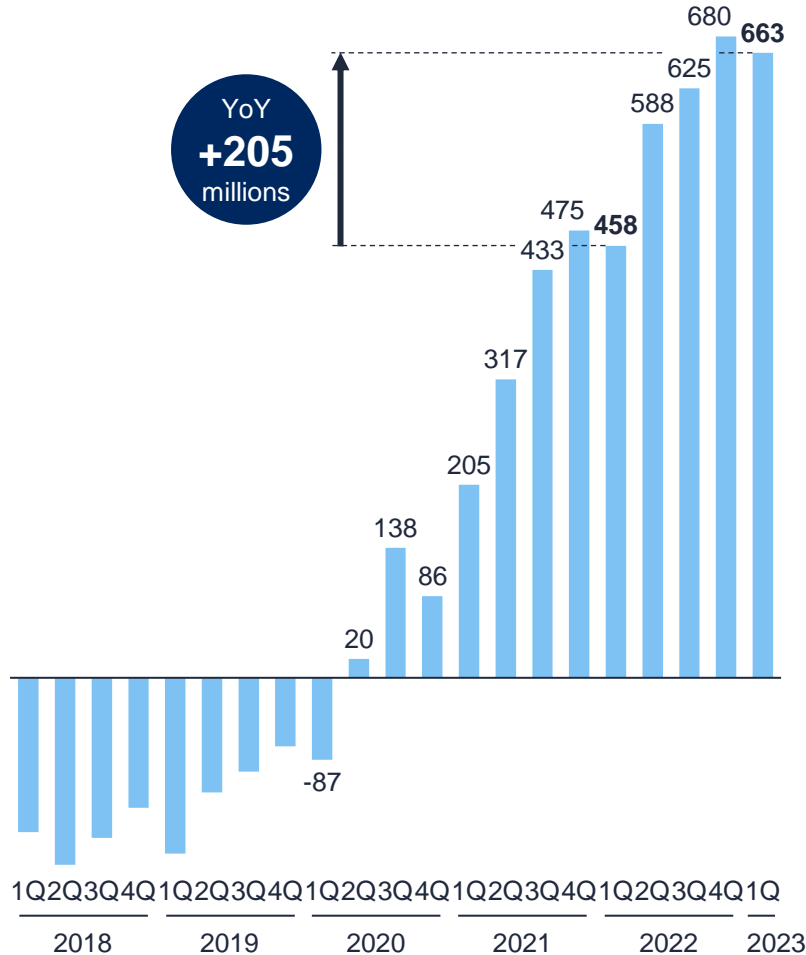
Quarterly; JPY millions



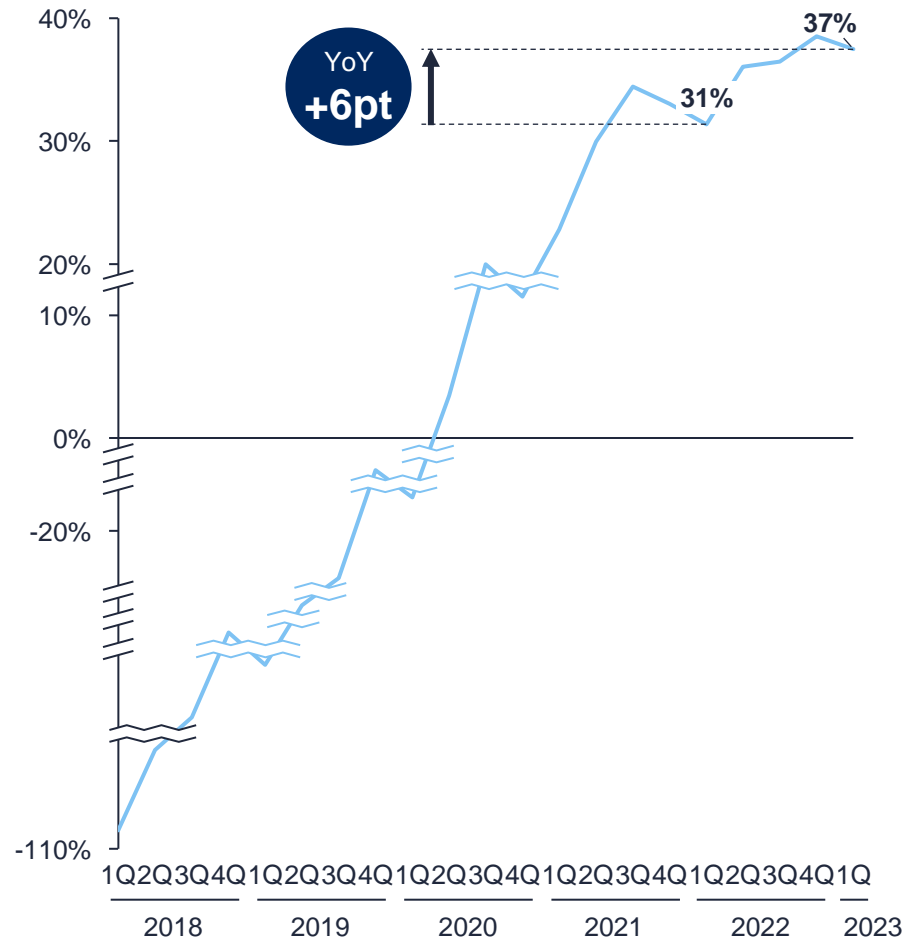
Note: Annual Recurring Revenue. Calculated by multiplying monthly recurring revenue (MRR : Monthly Recurring Revenue) before deducting revenue sharing in the last of each quarter by 12

Operating profit excluding advertising expenses consistently in the black

Operating profit excluding advertising expenses
Quarterly; JPY millions

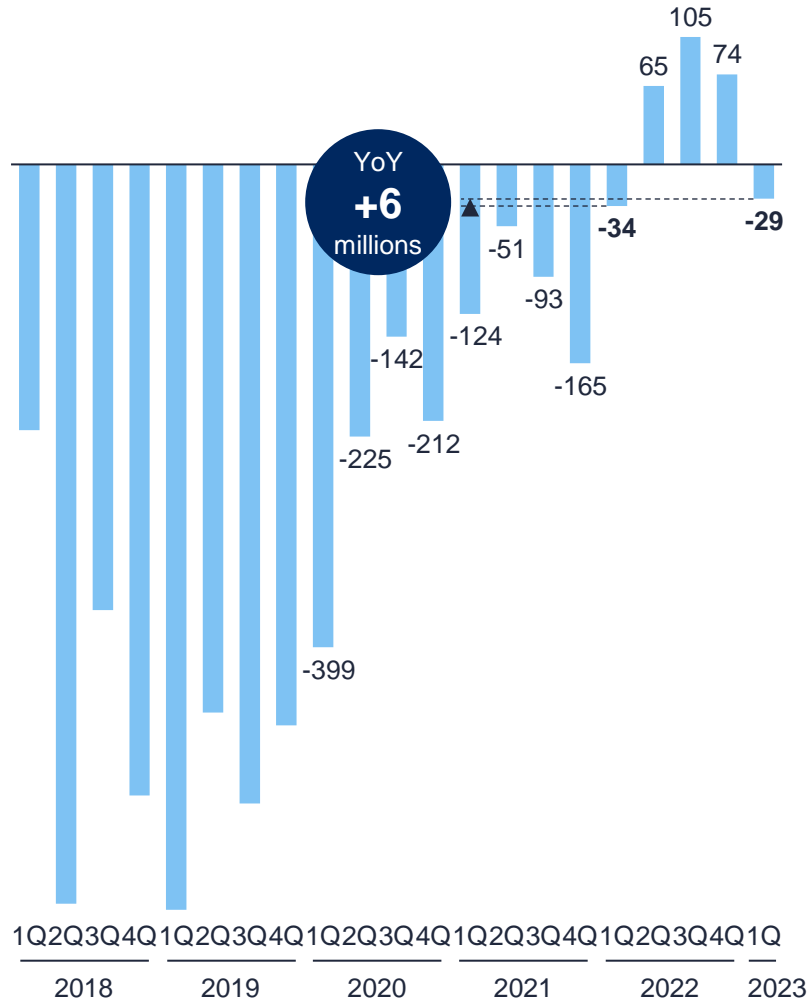


Operating profit margin excluding advertising expenses
Quarterly; %

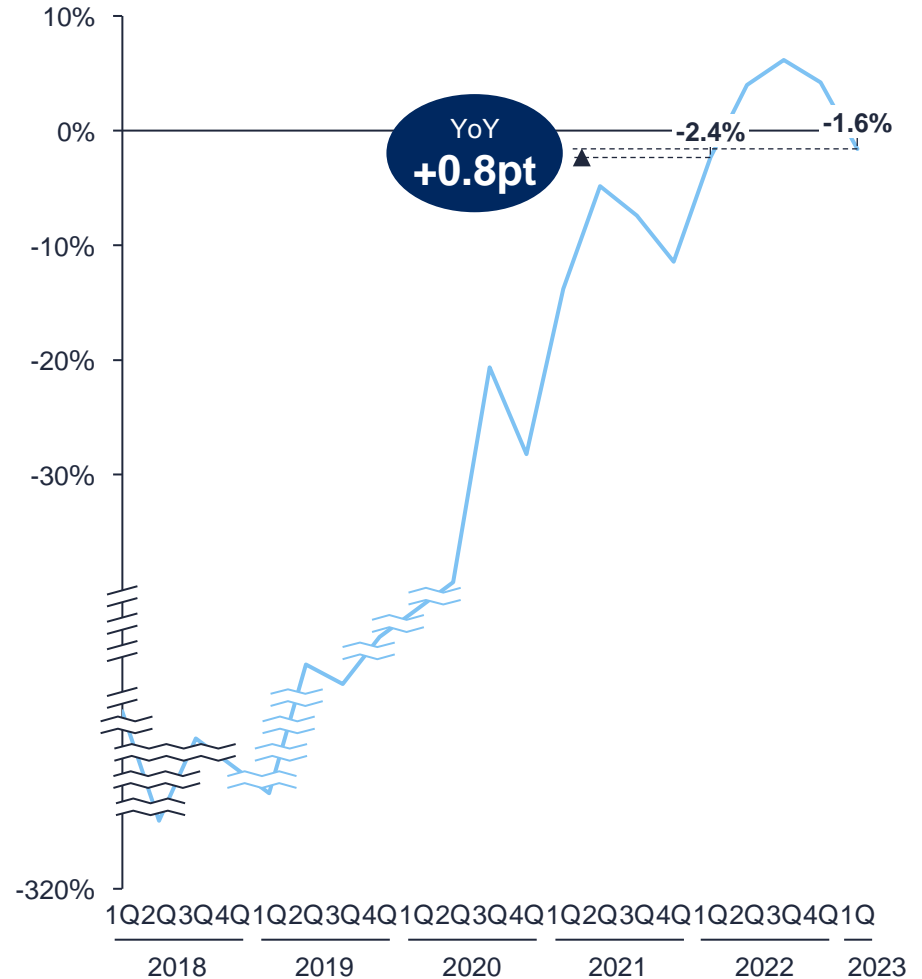


Posted a loss in 1Q due to growth investment

Operating profit
Quarterly; JPY millions



Operating profit margin
Quarterly; %

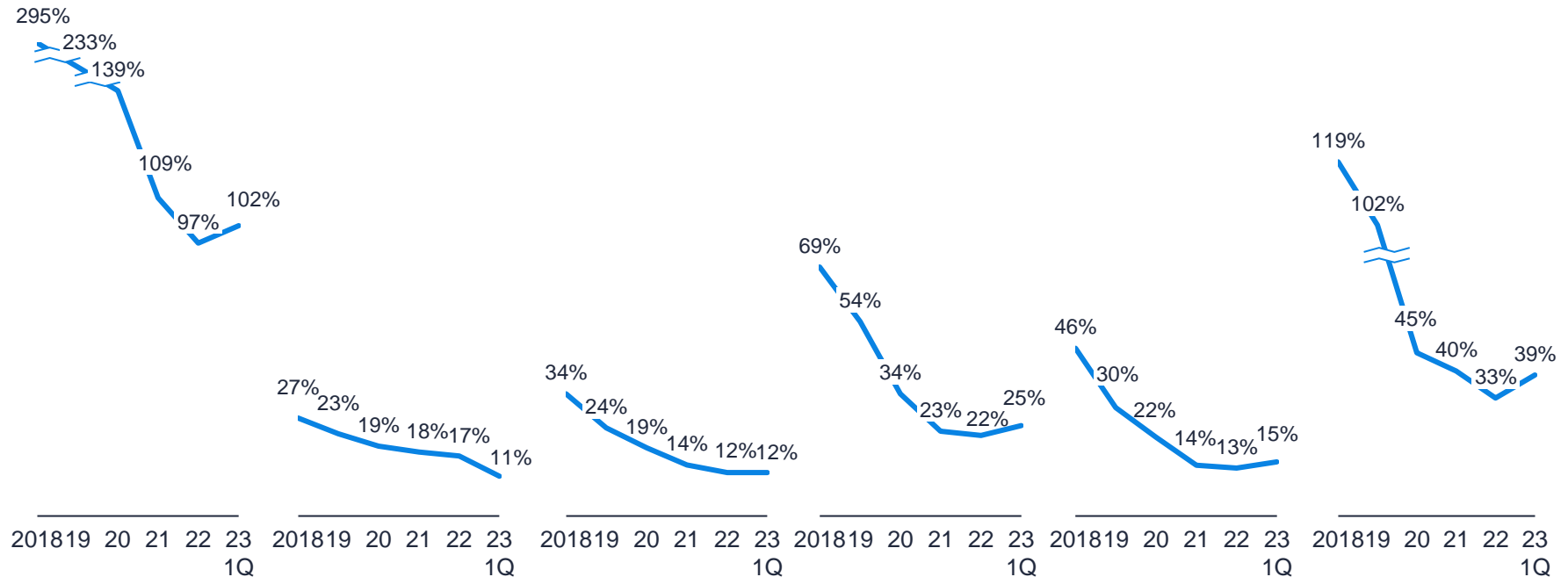


Proactively invested for growth in 1Q

- Revenue sharing: improved due to the end of business alliances with two SBI companies
- Transaction-linked expenses: expected to improve in 2Q and beyond
- Personnel expenses: increased with new hires for business expansion
- Real estate related expenses: increased primarily because of recruitment expenses
- Advertising expenses: proactively invested to improve brand awareness and acquire users

Operating revenue ratio

$$\text{Total expenses} = \text{Revenue sharing} + \text{Transaction-linked expenses}^1 + \text{Personnel expenses} + \text{Real estate related expenses, etc.}^2 + \text{Advertising expenses}$$



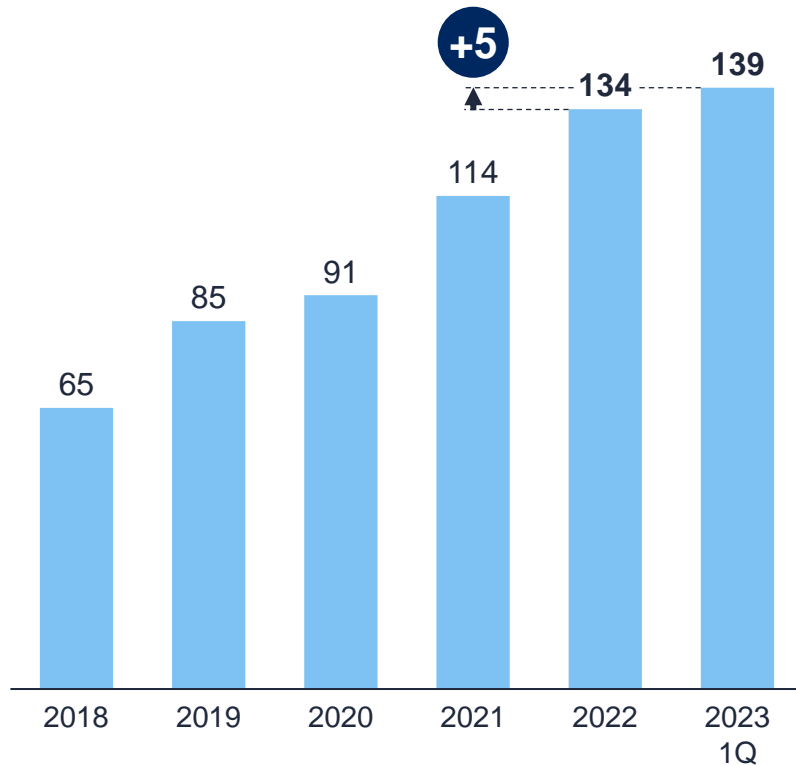
1 "Transaction-related expenses" include account opening expenses, deposit/recurring/withdrawal fees, etc.

2 "Real estate related expenses, etc." includes real estate related expenses, server expenses, other sales and administration expenses, etc.

Recruiting across functions to accelerate growth

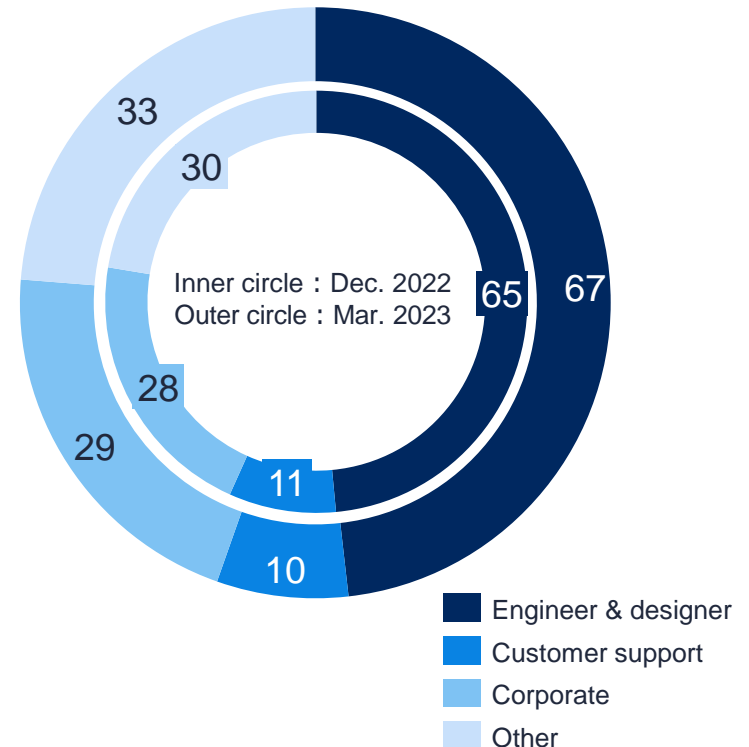
- Continued to strengthen the recruitment of engineers & designers and sales & marketing talents in order to prepare for New NISA as well as develop new businesses

Number of employees



Breakdown of full-time staff by function

As of Dec. 2022 and Mar. 2023



Financial statements

Income statements

Quarterly; JPY millions

	2020				2021				2022				2023
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Operating revenue	504	571	689	751	897	1,056	1,256	1,436	1,461	1,630	1,714	1,766	1,768
-) Revenue sharing	109	114	122	139	158	192	222	248	258	283	311	238	192
-) Transaction-linked expenses	125	108	118	122	153	163	165	173	201	193	196	198	213
-) Personnel expenses	224	209	186	228	238	248	277	325	350	342	372	400	441
-) Real estate related expenses, etc.	131	118	123	175	143	135	158	214	192	223	209	248	257
Operating profit excluding advertising expenses	(87)	19	137	86	204	316	432	474	458	587	625	680	662
-) Advertising expenses	312	244	280	298	328	367	525	639	492	523	520	606	691
Operating profit	(399)	(224)	(142)	(212)	(123)	(51)	(93)	(164)	(34)	64	105	74	(28)

Operating revenue ratio

-) Revenue sharing	22%	20%	18%	18%	18%	18%	18%	17%	18%	17%	18%	13%	11%
-) Transaction-linked expenses	25%	19%	17%	16%	17%	15%	13%	12%	14%	12%	11%	11%	12%
-) Personnel expenses	45%	37%	27%	30%	27%	24%	22%	23%	24%	21%	22%	23%	25%
-) Real estate related expenses, etc.	26%	21%	18%	23%	16%	13%	13%	15%	13%	14%	12%	14%	15%
Operating profit excluding advertising expenses	-17%	3%	20%	11%	23%	30%	34%	33%	31%	36%	36%	39%	37%
-) Advertising expenses	62%	43%	41%	40%	37%	35%	42%	44%	34%	32%	30%	34%	39%
Operating profit	-79%	-39%	-21%	-28%	-14%	-5%	-7%	-11%	-2%	4%	6%	4%	-2%

Note: Fractions of one million yen are rounded down

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Strategic focus in 2023: New NISA

Our strategic focus in 2023 is to upgrade Robo-NISA to align with New NISA, which will start in January 2024

New NISA, announced in Dec. 2022 and approved in Mar. 2023, will start in 2024

- **Single, integrated program:** Existing two NISA programs, general NISA and installment NISA, will be integrated into a single New NISA
- **Larger tax benefits:** Maximum amount of investments exempt from capital gain tax will be increased from JPY6-8M to JPY 18M (JPY 3.6M per year)
- **Permanent program:** New NISA will offer permanent tax exemption (currently up to 10-20 years)

New NISA will create opportunities and risks for WealthNavi

- **Opportunities:** New NISA may encourage taxpayers, especially working families, to start investing and shift more assets from bank deposits to risk-bearing assets, providing growth opportunities for WealthNavi
- **Risks:** Introduction of New NISA may intensify competition and require additional technology and operational resources

Note: "NISA" stands for the "Nippon Individual Savings Account," a tax exemption program for small investments

New NISA will start in January 2024

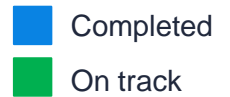
New NISA, which integrates the existing two NISA programs and has enhanced tax benefits, will start in January 2024

 Robo-NISA's coverage

	General NISA	or	Installment NISA	New NISA (starting in 2024)		
				“Growth allowance”	and/or	“Installment allowance”
Eligible products	<ul style="list-style-type: none"> Stocks, mutual funds and ETFs 		<ul style="list-style-type: none"> Registered mutual funds and ETFs 	<ul style="list-style-type: none"> Stocks, mutual funds and ETFs 		<ul style="list-style-type: none"> Registered mutual funds and ETFs
Annual investment allowance	<ul style="list-style-type: none"> JPY 1.2M 		<ul style="list-style-type: none"> JPY 0.4M 	<ul style="list-style-type: none"> JPY 2.4M 		<ul style="list-style-type: none"> JPY 1.2M
Total investment allowance	<ul style="list-style-type: none"> JPY 6M 		<ul style="list-style-type: none"> JPY 8M 	<ul style="list-style-type: none"> JPY 12M 		<ul style="list-style-type: none"> JPY 18M
	[JPY 18M in total]					
Maximum period of tax exemption	<ul style="list-style-type: none"> 10 years 		<ul style="list-style-type: none"> 20 years 	[Permanent]		

Note: “NISA” stands for the “Nippon Individual Savings Account,” a tax exemption program for small investments

Progress to date on aligning with New NISA



- We are on track to start offering upgraded robo-NISA which will be fully aligned with New NISA in January 2024, and will be ready to announce its detailed product design shortly

	Key initiatives	Progress to date
New NISA	<ul style="list-style-type: none">• Expands Robo-NISA's coverage to both general NISA and installment NISA so that it can fully support users in the integrated New NISA program	<ul style="list-style-type: none">• On track• Terms and conditions were modified to expand the coverage• Next step is to announce the product design of New Robo-NISA
	<ul style="list-style-type: none">• Enhances product features, e.g., lowering JPY 100K minimum investment threshold to JPY 10K so that new users can start using our service with the recurring deposit plan (current average monthly deposits per user: JPY 43K)	<ul style="list-style-type: none">• Completed^{1, 2}• Next step is to enable new users to sign up for the recurring deposit plan during the account opening process
	<ul style="list-style-type: none">• Focuses marketing activities on potential NISA users, collaborating with alliance partners with common goals	<ul style="list-style-type: none">• On track• Focus marketing on New Robo-NISA in 4Q 2023

Note: "NISA" stands for the "Nippon Individual Savings Account," a tax exemption program for small investments

1 The minimum threshold was lowered to JPY 10K for direct users on February 27 and for part of alliance users on April 17

2 Since April 17, new users of our direct channel and part of alliance channels have been able to start using our service with the recurring deposit plan

Earnings forecast for 2023

- Our goal is to maximize mid/long-term free cash flow. To this end, we continue to invest proactively to fully realize our growth potential
- Our top priority for 2023 is to upgrade Robo-NISA to align with New NISA, which will start in January 2024

		Forecast	Actual	
		2023	2022	2021
Operating revenue		JPY 7,717 million YoY: +17%	JPY 6,573 million YoY: +41%	JPY 4,648 million YoY: +85%
Operating profit (loss)		JPY 216 million YoY: +3%	JPY 210 million YoY: N/A	JPY (433) million YoY: N/A
AuM (Reference)	Market value	JPY 891.2 billion¹ YoY: +24%	JPY 719.7 billion YoY: +13%	JPY 634.5 billion YoY: +93%
	Book value	JPY 777.0 billion YoY: +20%	JPY 650.2 million YoY: 25%	JPY 518.2 billion YoY: +80%

¹ Gap between market value and book value is fixed at the level of the end of April 2023 or 114.2 billion yen

Earnings forecast assumptions

Key assumptions

Operating revenue

- Continues aggressive, yet disciplined, advertising aiming to acquire new users and enhance brand awareness
 - ✓ Redirects the revenue sharing payments which no longer go to the two SBI companies
- Works together with the existing partners to start promoting New NISA and to shift assets from bank deposits

Operating profit

- Accelerates marketing activities on New Robo-NISA in 4Q
- Increases the number of employees to 164 at the year end, adding 30 people
 - ✓ Continues to hire actively to accelerate the growth of existing business, to align with New NISA, and to develop a multi-service platform
 - ✓ Hires new graduates who will join us in 2024

AuM (Reference)

- The difference between market value and book value is fixed at the level as of the end of April 2023, or JPY114.2B

KPIs set to achieve our mission “Helping working families build wealth”

“Helping working families build wealth”



Support as many working families as possible



Resolve the “20 million yen problem” for each

Increase AuM



Increase number of users



Increase AuM per user

AuM

JPY663Bn (Mar. 31, 2022) **▶** JPY778Bn (Mar. 31, 2023)

+17%

Number of users

332K (Mar. 31, 2022) **▶** 363K (Mar. 31, 2023)

+9%

Net AuM Retention¹

120%+ (Mar. 31, 2022) **▶** 120%+ (Mar. 31, 2023)

Maintained

¹ An index that shows the % of AuM retained over 1 year (Book value basis, excluding market price fluctuations. All averages from July 2016 to March 2023) (Initial AuM + Automated deposits for 1 year + Additional manual deposits for 1 year – Withdrawal for 1 year) / Initial AuM

WealthNavi aims to help working families resolve their “20 million yen problem”

Resolve the “20 million yen problem” for each user

Increase AuM per user

Automated deposits

+

Additional manual deposits

–

Withdrawals

% of users signed up for automated deposit plan²

68%



68%

(Mar. 31, 2022)

(Mar. 31, 2023)

Average monthly automated deposit³

JPY44K



JPY43K

(Mar. 31, 2022)

(Mar. 31, 2023)

Average monthly churn rate⁴

<1%



<1%

(Mar. 31, 2022)

(Mar. 31, 2023)

Net AuM Retention¹ : 120%+

¹ An index that shows the % of AuM retained over 1 year (Book value basis, excluding market price fluctuations. All averages from July 2016 to March 2023)

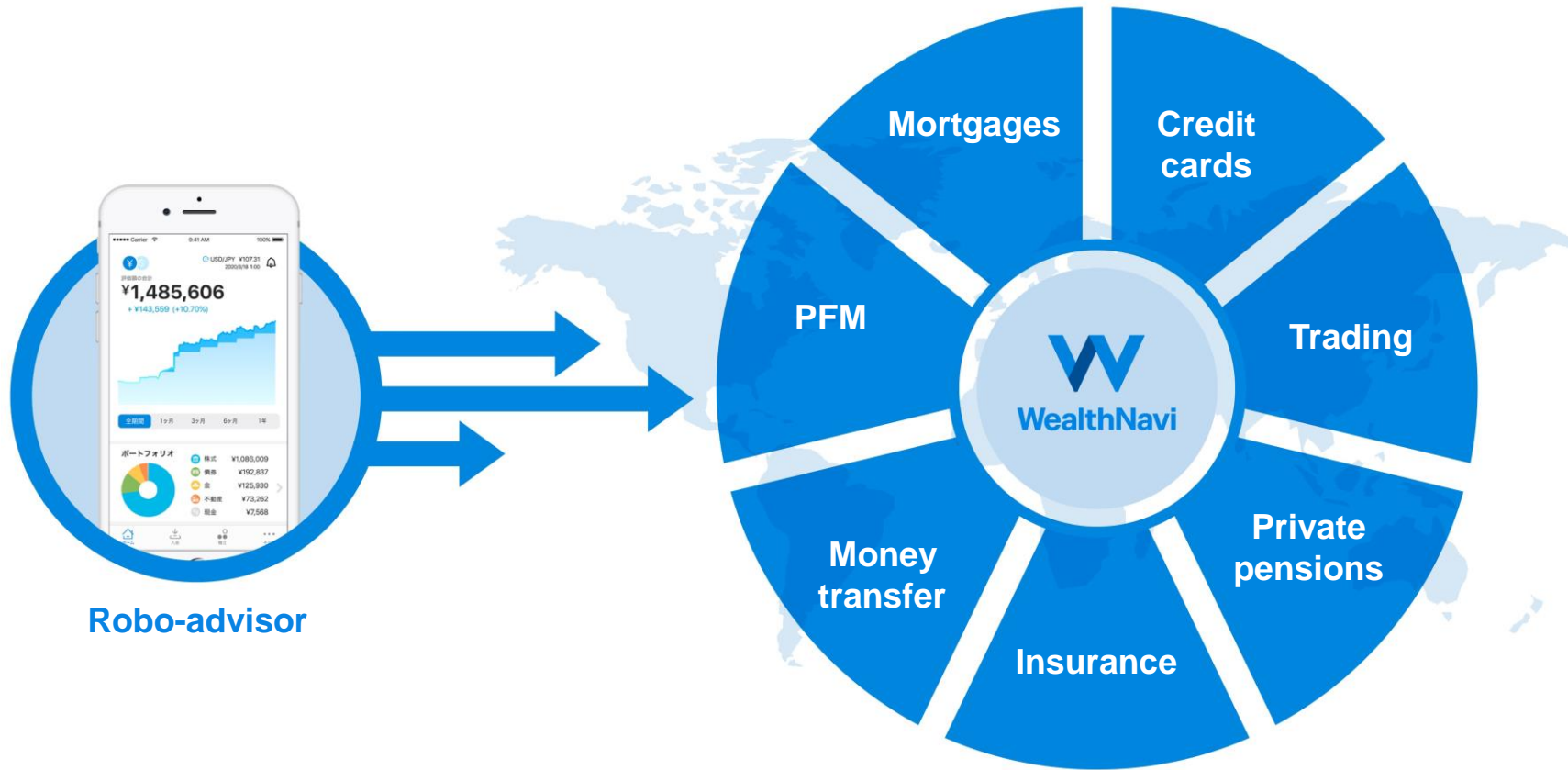
(Initial AuM + Automated deposits for 1 year + Additional manual deposits for 1 year – Withdrawal for 1 year) / Initial AuM

² % of WealthNavi accounts with the recurring deposits among % of WealthNavi accounts with a positive ETF balance

³ Average monthly automated deposit through WealthNavi’s automated deposit plan

⁴ % of users who go from a positive ETF balance to no ETF balance (monthly, total average from July 2016 to March 2023)

Aspiration to become a personal finance platform



Robo-advisor

- Provide tailored advice on the full range of financial services to meet customer needs
- Digitize and automate advisory and execution

Note: Concept only and not released yet. Indicate potential service domain to be provided in the future. The picture is an image

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Management team

Directors



Name

Founder and CEO
**Kazuhisa
Shibayama**

Background

After working at the Ministry of Finance and McKinsey & Company Inc., Kazuhisa established WealthNavi Inc. in April 2015. He received an LL.B. from the University of Tokyo, LL.M. from Harvard Law School, and an M.B.A. with distinction from INSEAD, and is a member of the New York Bar.



Director, CFO
**Gaku
Hirose**

Gaku joined WealthNavi in 2019 after engaging in financing and M&A advisory at Deutsche Securities, Social App Trifort as Director and CFO, and Credit Suisse Securities. He received M.B.A. from Waseda University.



**Sumito
Togo**

After working at McKinsey & Company Inc. Japan and Google, Sumito joined free Co., Ltd. in 2013, where he served as Director and COO, Director and CFO, and then as Director and CPO since October 2022. He graduated from the Graduate School of Engineering, the University of Tokyo.



**Maki
Ogawa**

Maki is a Chief Analyst, Executive Officer and General Manager at the Financial Market Research Department of Sony Financial Holdings (currently Sony Financial Group), after working at First National Bank of Chicago, J.P. Morgan, and Citibank (currently SMBC Trust Bank).



**Akira
Enomoto¹**

Akira worked in various positions including ALM Director Tokai Bank (currently MUFG Bank). Since 2002, served as Executive Officer and Head of Market Sales Department, and then Deputy Company Manager of International & Market Department. He then served as a full-time auditor of the Bank from 2006 to 2010. He graduated from the Faculty of Economics, Kyoto University.



**Eriko
Matsuno²**

After working at Morgan Stanley Japan Securities, she became a member of the Japanese Bar in 2000 and joined Nagashima Ohno & Tsunematsu Law Offices. She has been an independent practitioner since 2010. Currently, Eriko also serves as an ADR mediator at FINMAC. She graduated from the Faculty of Law, the University of Tokyo.



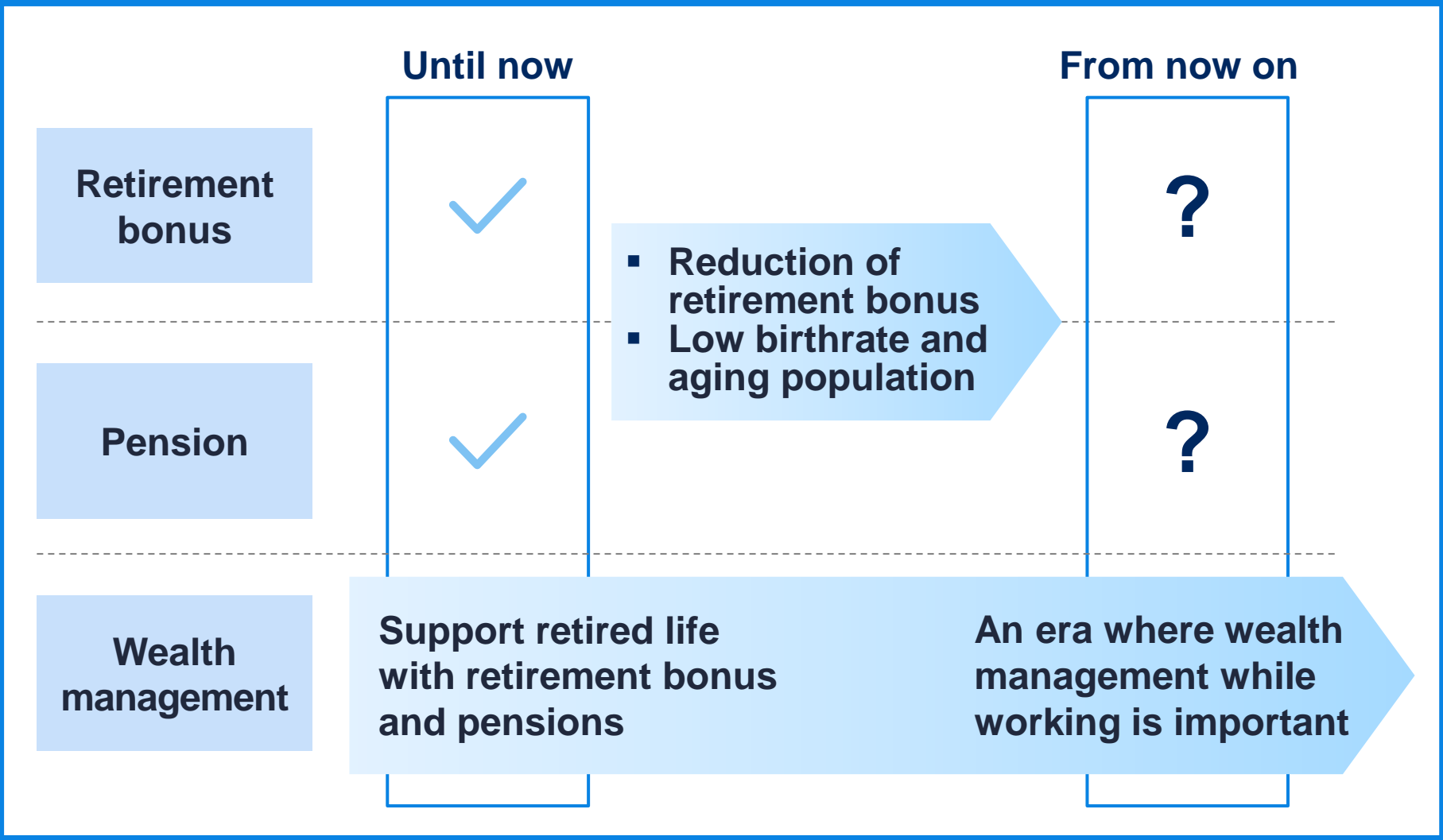
**Sachihiko
Fujimoto²**

After working for the Tokai Bank (currently MUFG Bank), he joined Chuo Shinko Audit Corporation and Chuo Coopers & Lybrand International Tax Office (currently PwC Tax Japan) where he served as Partner and Director of the Finance Department. He is a CPA and Tax Accountant and holds a Master's degree in International Business Administration. He graduated from the Faculty of Law, Kyoto University.

¹ Full-time Audit & Supervisory Committee Member

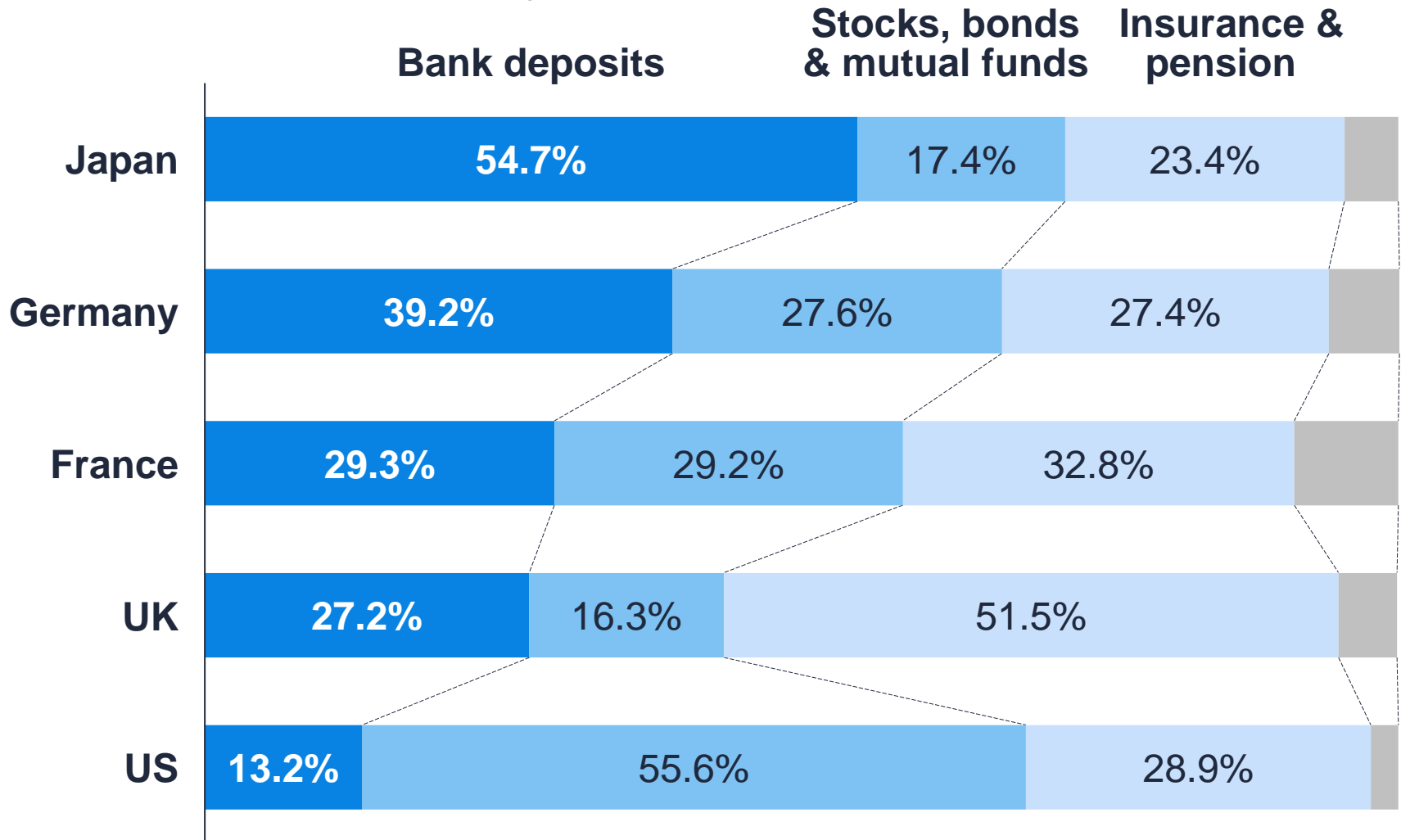
² Audit & Supervisory Committee Member

Emerging needs for wealth management services driven by the structural changes in the Japanese economy



On the other hand, 54.7% of Japanese household financial assets are concentrated in bank deposits

Household financial assets by asset class



WealthNavi, completed online, helps busy working families build wealth for a comfortable retirement

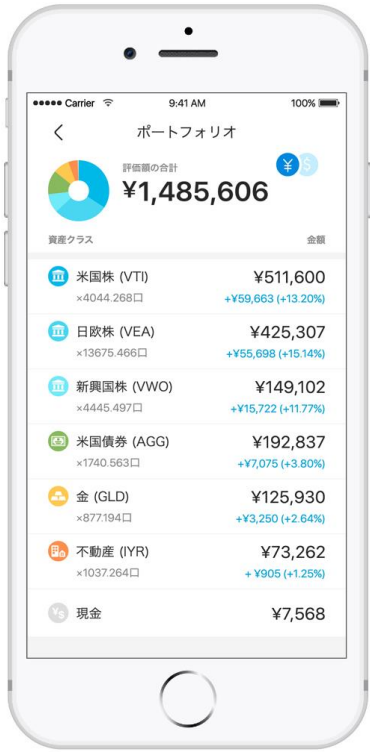
Risk tolerance assessment through **5 questions** and proposed **wealth management plan**



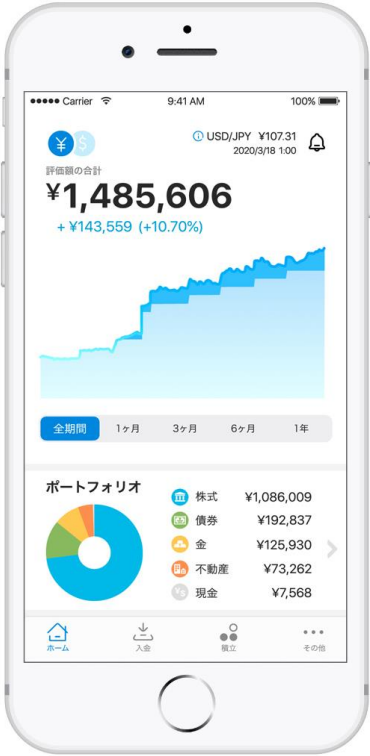
Roadmap to your **goal** and visualized **risk**



Portfolio built, at the shortest, the day after planning



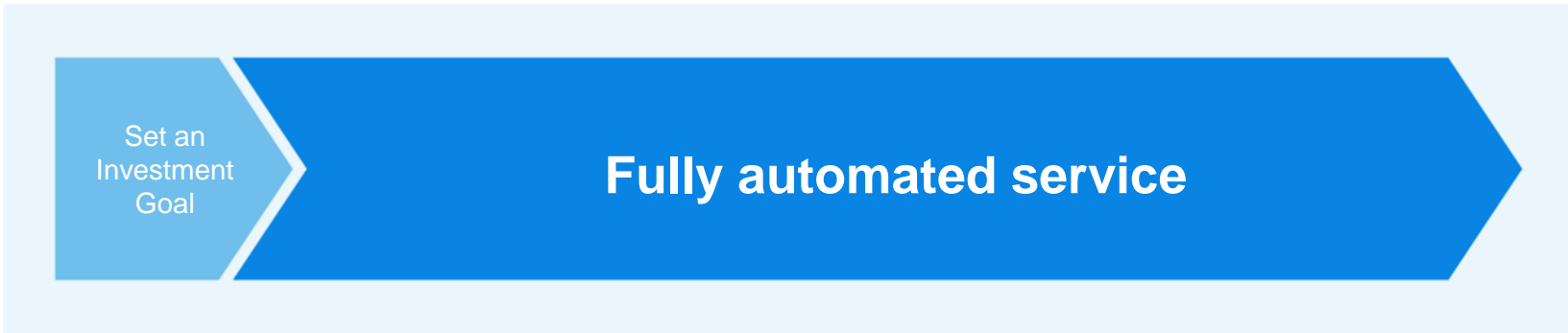
Daily performance tracking in JPY/USD



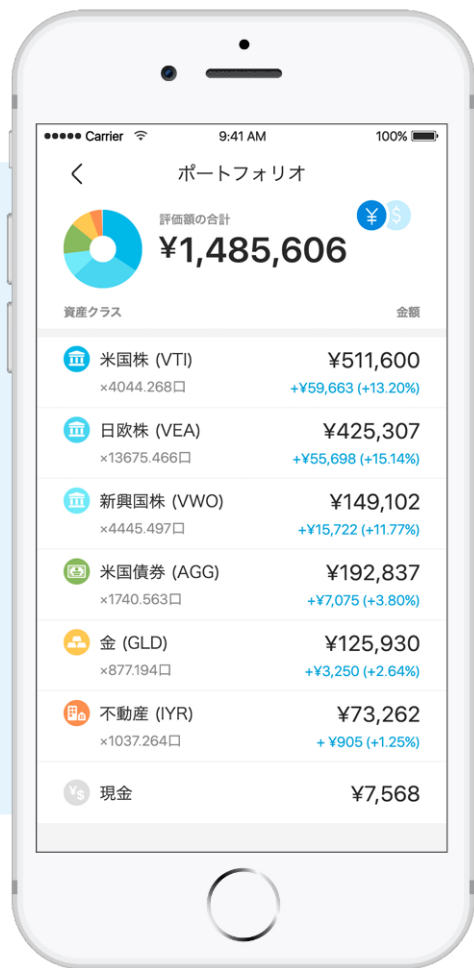
Note: The picture is an image

WealthNavi provides automated, end-to-end services

Traditional investment advice



WealthNavi allows customers to make diversified investments in more than 12,000 securities in about 50 countries around the world through selected ETFs



3 Vanguard ETFs, 4 BlackRock ETFs and 1 State Street ETF^{1,2}

On average, 75% equities, 15% fixed income, 10% gold and REITs¹

Published the wealth management algorithm in a white paper (First in Japan: October 2016)

¹ As of March 31, 2023

² Reviews investment selection for customer portfolio annually. Added IAU (iShares Gold Trust) as an ETF for gold investment in October 2022 considering its ETF expense ratio

Note: The picture is an image

Simple and easy-to-understand fees: 1% of AuM (annual rate)

Fees deducted from WealthNavi accounts

WealthNavi

Fee
1%, annual rate

Taxes

Consumption tax
(10% of the fee)

+

Fees deducted within the ETF

ETF

ETF costs
(0.08-0.13%, annual rate)

An image of costs assuming the costs are borne by customers. Fees and ETF costs are % of AuM (As of March 2023)

1 Simple

Simple fees of 1% (annual rate, excluding tax) of AuM

2 No commission

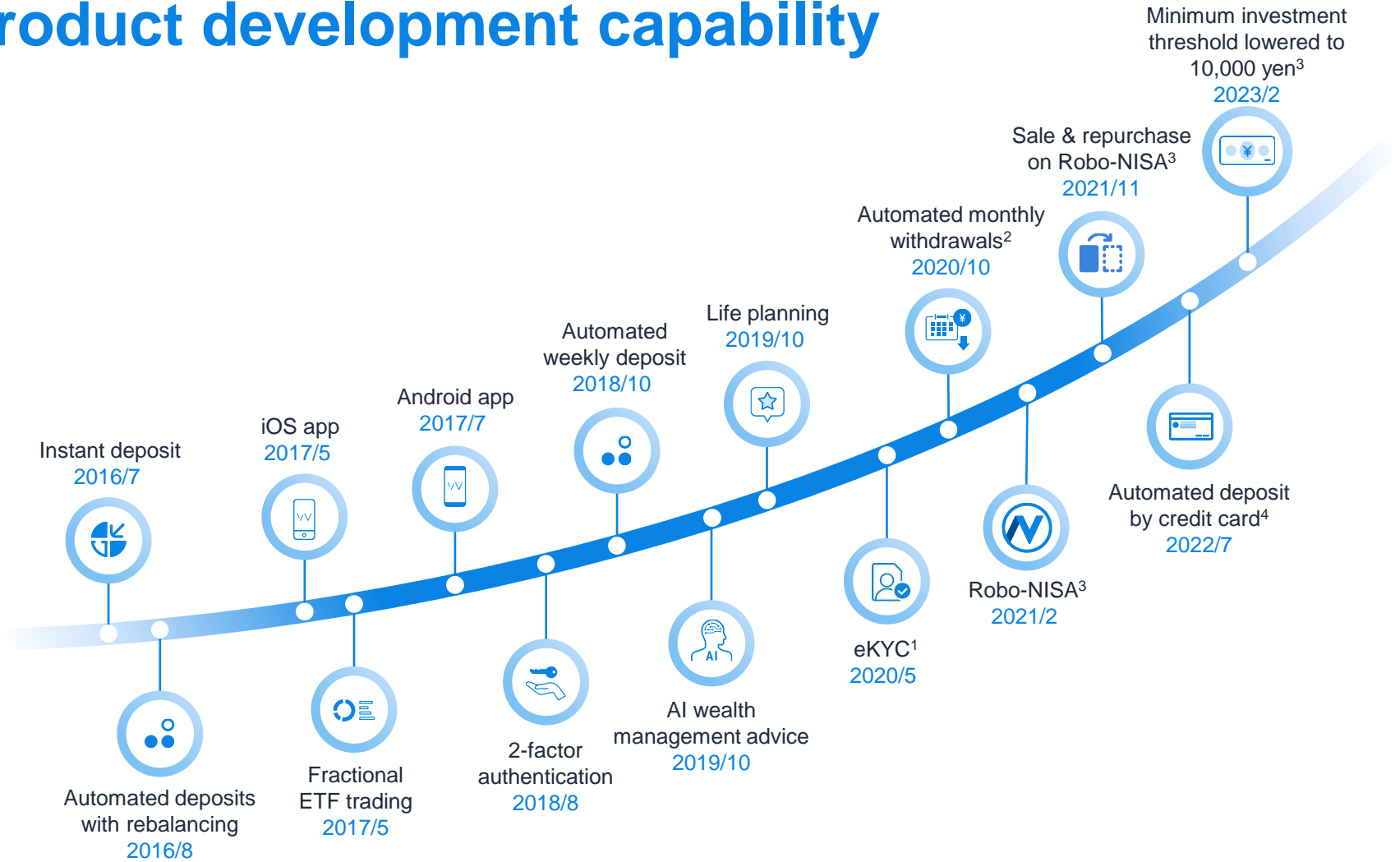
Fee structure that aligns interest between users and WealthNavi

3 Transparency

Displaying fees on the application screen and deducting fees and costs from performance estimates

Note: Of the ETF portion of the AuM only (1.1% including tax). The annual fee of the portion exceeding JPY 30 million is 0.5% (0.55% including tax). For managed account services with a hybrid of online and face-to-face support, the base annual fee is 1.5% (1.65% including tax), and the annual fee for the portion exceeding JPY 30 million is 1.0% (1.1% including tax)

Continuously releasing new functions with high product development capability



Note: Functions launched and provided as of March 31, 2023.

1 Only for users of "WealthNavi" (Direct channel)

2 Only for users of "Hokkoku Omakase Navi"

3 Only for users of "WealthNavi" (Direct channel) and part of alliance channels

4 Only for users of "WealthNavi for AEON Card"

“Robo-NISA,” the first managed NISA account in Japan,¹ was launched on Feb. 17, 2021

WealthNaviがNISAに対応!



おまかせ NISA

2021年2月17日よりスタート



※画面はイメージです

¹ WealthNavi analysis on February 12, 2021, based on websites of the companies listed as “wrap account” managers on Japan Investment Advisers Association, “Contract Asset Status, September 2020”. “NISA” stands for “Nippon Individual Savings Account,” a tax exemption program for small investments

“Robo-NISA” is a tax-free managed account powered by WealthNavi

Three benefits of “Robo-NISA”

Tax-free

Invest up to JPY
1.2M per year free of
tax for up to 5 years¹

**Globally
diversified
portfolio**

Build a globally
diversified portfolio
with WealthNavi

**Fully
automated**

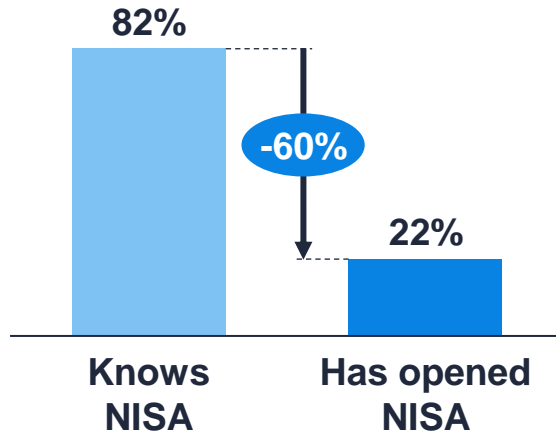
Manage both NISA
and taxable accounts
holistically and
automatically

¹ “Robo-NISA” utilizes general NISA, not monthly (“Tsumitate”) NISA. Up to JPY 1.2M can be invested in a NISA account every year for up to 5 years, and capital gains and dividends on investments in the NISA account are exempt from Japanese individual income tax and local taxes for up to 5 years

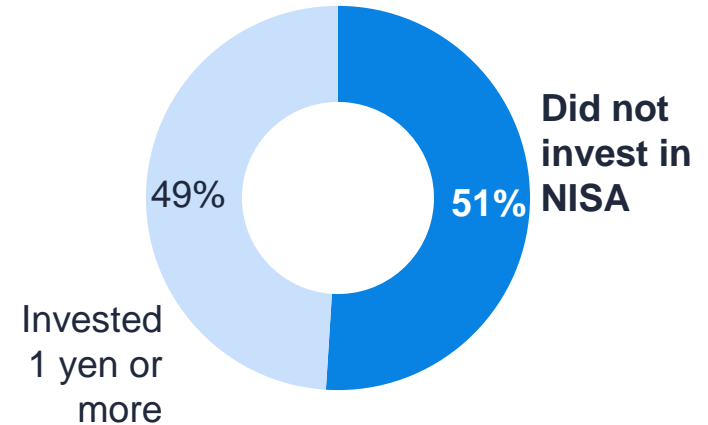
NISA isn't widely used despite its wide recognition

Most people know about NISA, but most have not opened NISA accounts¹

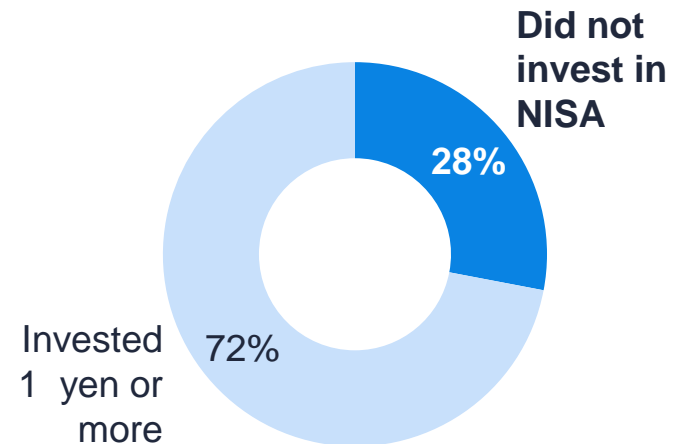
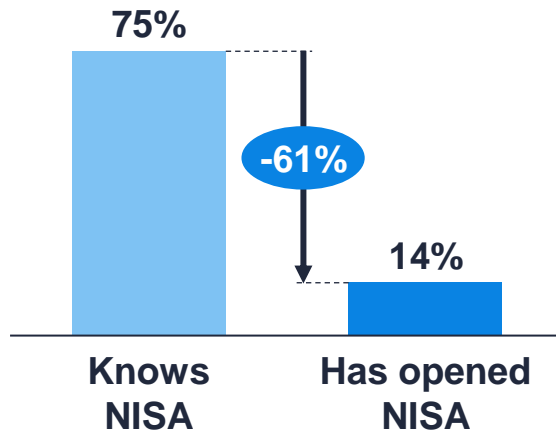
General NISA



Nearly half of NISA accounts were dormant in 2021²



Installment NISA

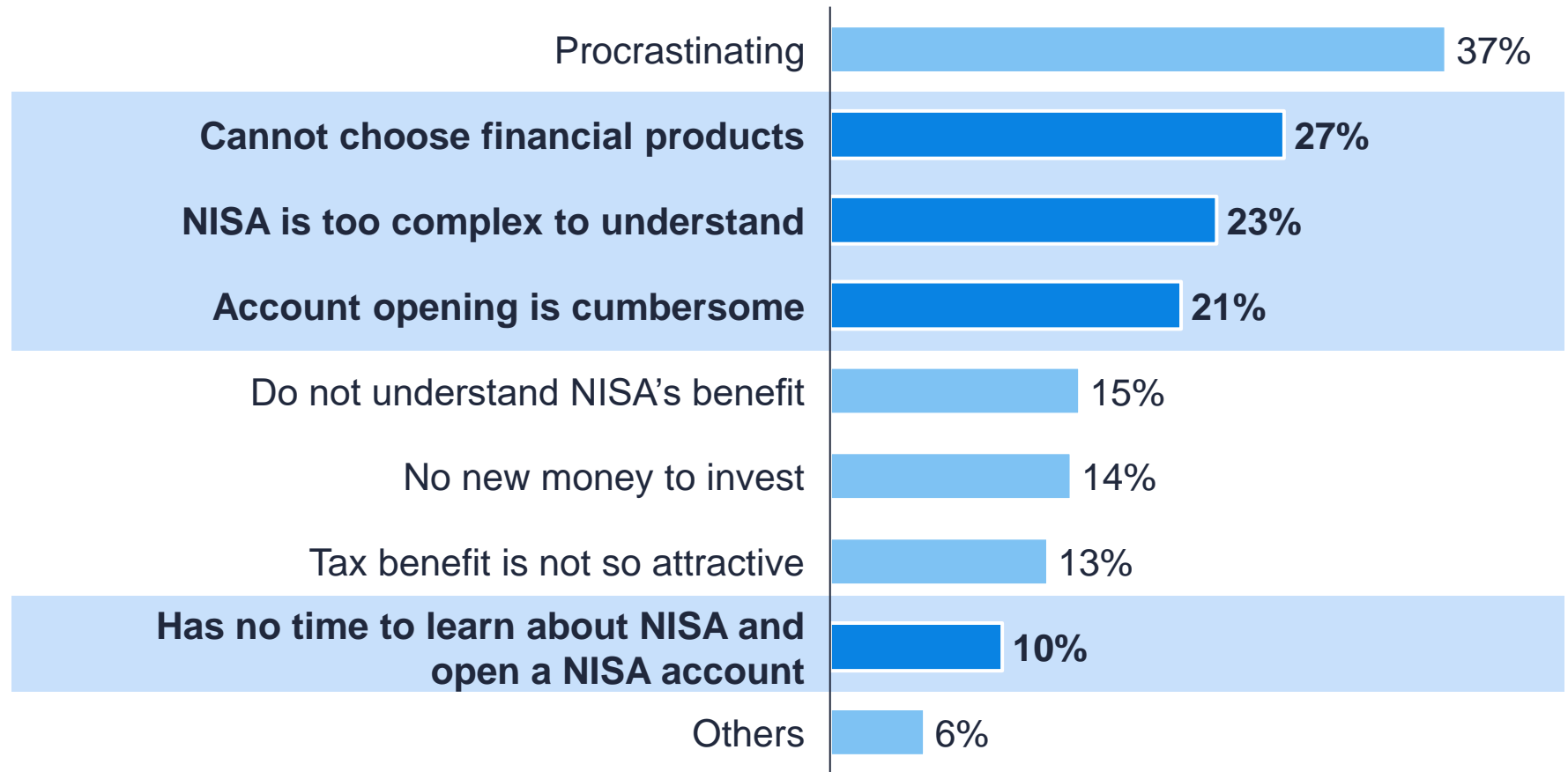


¹ WealthNavi analysis based on the Investment Trusts Association, "Report of survey on mutual funds in 2022 – NISA, iDeCo, etc."

² WealthNavi analysis based on FSA, "Research of activities in NISA accounts as of the end of 2021"

Many people do not use NISA because of its complicated rules and procedures

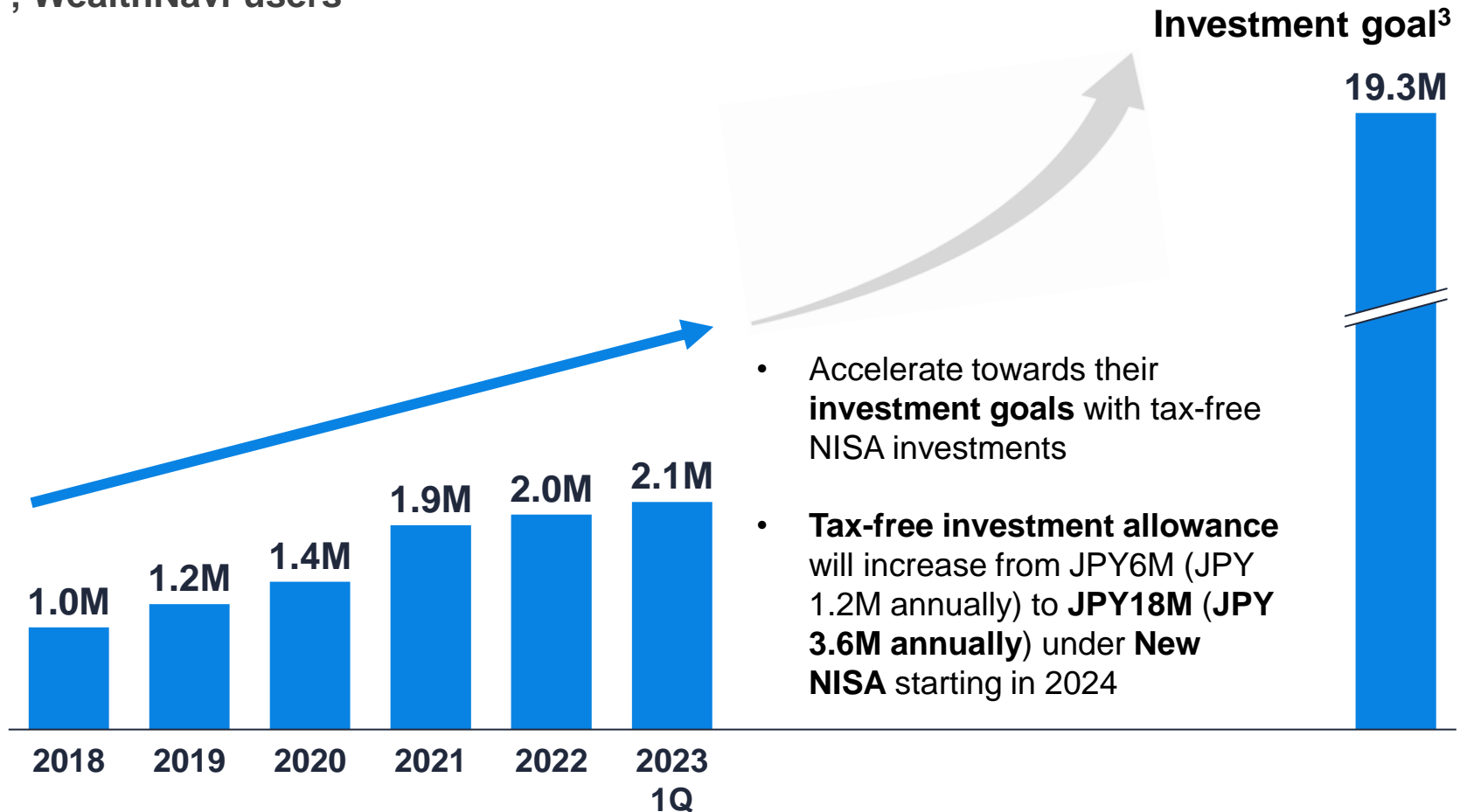
Reasons for not using NISA



1 WealthNavi analysis based on the result of a questionnaire of 949 users conducted by WealthNavi in February 2021

By leveraging a tax-free account, WealthNavi users can accelerate their wealth building

Average AuM and investment goal^{1,2}
JPY; WealthNavi users



1 As of end of each year

2 Excluding users with AuM of 1 billion yen and above

3 Average of investment goals set by WealthNavi's life-planning tool as of March 31, 2023

Helping users to continue long-term investment with a globally diversified portfolio

Video messages



Columns

昨日の株価急落で不安を感じていらっしゃる方へ

2020.06.12



#長期・積立・分散 #相場が急変したとき #金融・経済・市況

昨日、世界的に株価が下落しました。2月から3月にかけての株価急落で資産の大きな目減りを経験した方にとっては、ここ最近の株価の回復で少しほっとしたところに急落があり、驚かされているかもしれません。

株価の急落を見て、一時的に資産を手放そうと考える方もいるのではないのでしょうか。そのような場合には一度立ち止まってみることをお勧めします。

コロナ・ショックのような経済危機を乗り越える過程においては、楽観的なニュースと悲観的なニュースが飛び交い、株価は短期的に急落することも、逆に急上昇することもあります。しかし長期投資の成果を決めるのは、株価の短期的な動きではなく長期的な成長です。

Webinars

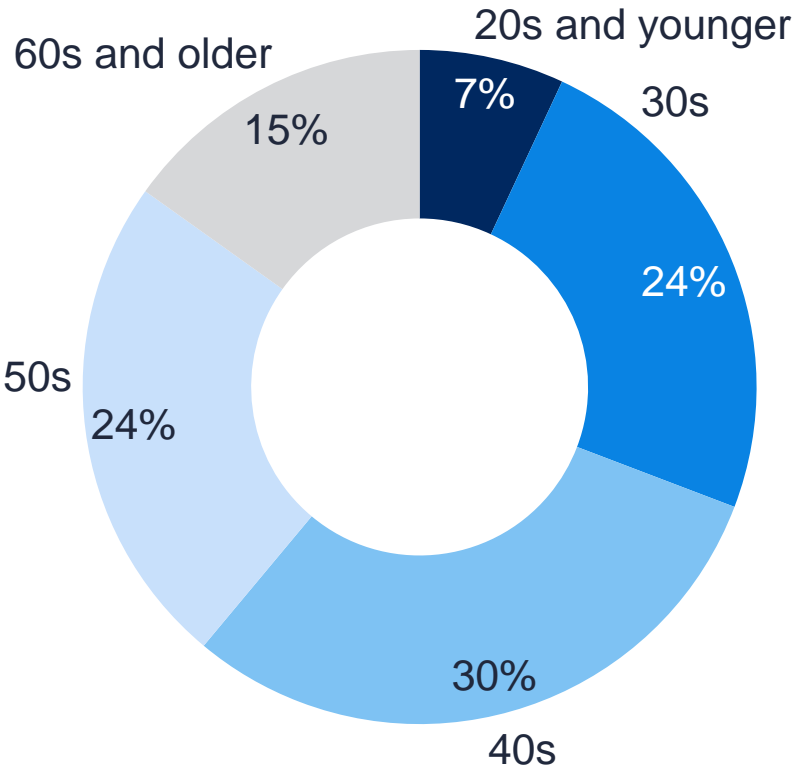


Approx. 312K participants¹

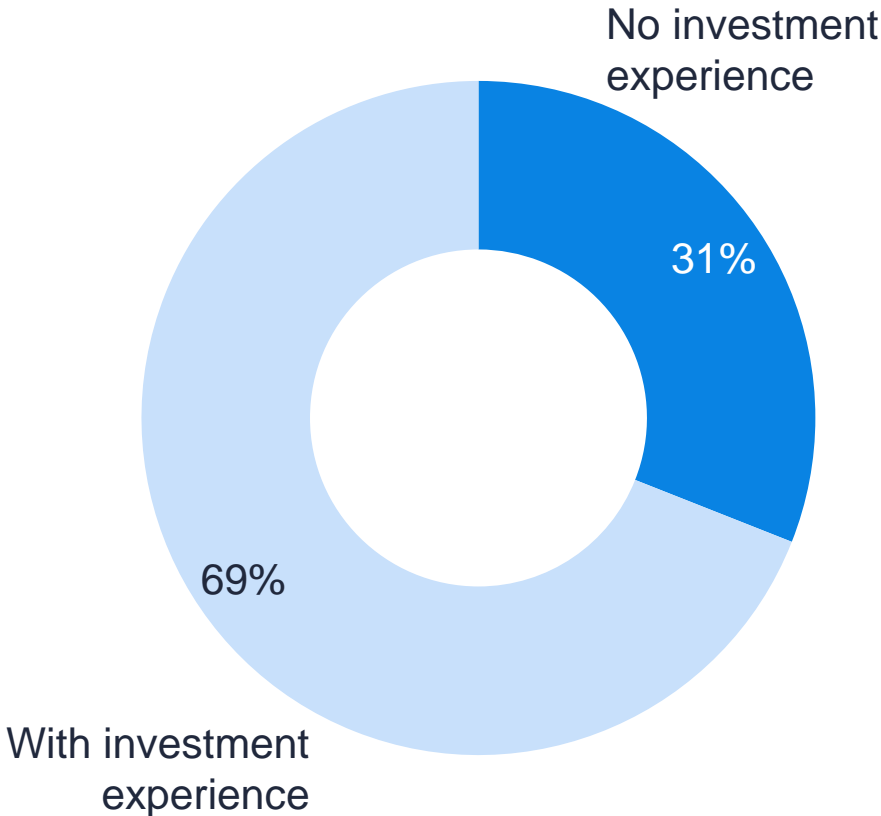
¹ Participants in our webinar from April 2020 to March 2023

Most of users are working families, and about 30% have no investment experience

% of users by age¹



% of investment experience²



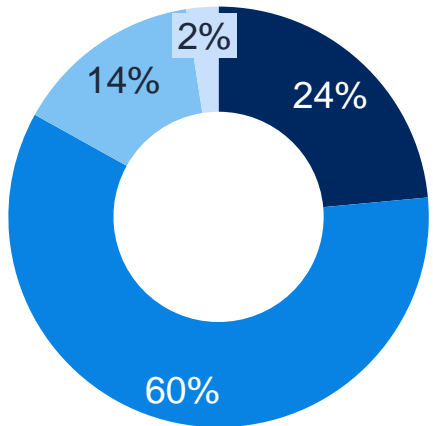
¹ % of account holders by age as of March 31, 2023 (rounded to the nearest whole number)

² % of answers to the question, "Do you have any investment experience in stocks, mutual funds, foreign currency deposits, FX, and bonds?" at the time of application, among account holders as of March 31, 2023 (rounded to the nearest whole number)

Vast majority of users are satisfied with WealthNavi, and intend to use it for a long period of time

User satisfaction¹

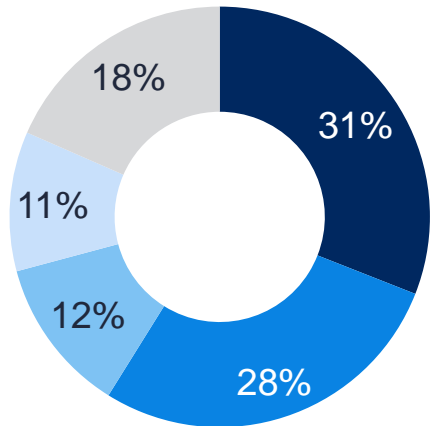
•84% of users are satisfied with WealthNavi



- Very satisfied
- Somewhat satisfied
- Somewhat unsatisfied
- Very unsatisfied

Expected years of use²

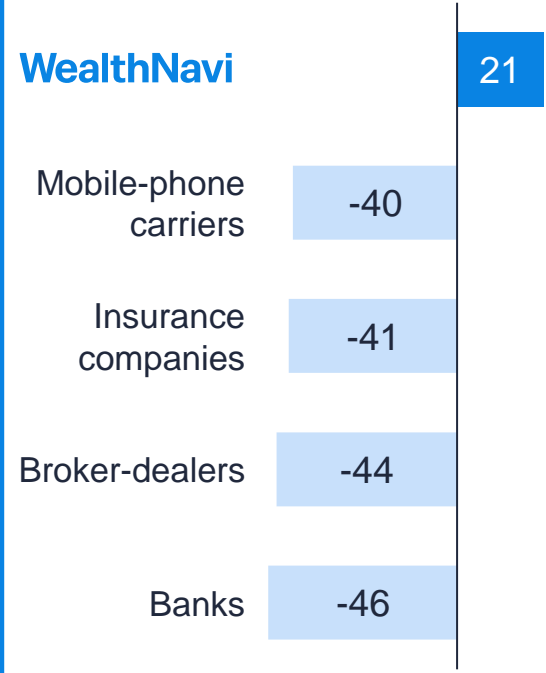
•59% intend to use for 10 years or more



- 20 years or more
- 10-20 years
- 5-10 years
- Less than 5 years
- Undecided

NPS³

•WealthNavi has a high score compared to mobile-phone carriers associated with long-term use and other financial services



¹ Based on the answer to the question "Please rate your satisfaction with WealthNavi" in the questionnaire conducted by WealthNavi in April 2023
² Based on the answer to the question "How long do you plan to use WealthNavi?" in the questionnaire conducted by WealthNavi in April 2023. The result is weighted according to the age distribution of users (rounded to the nearest whole number)
³ Net Promoter Score measures customer experience by asking how likely he/she would recommend a brand to a friend or colleague and is calculated by subtracting the percentage of detractors from the percentage of promoters. WealthNavi's NPS is calculated based on the results of user experience questionnaire conducted by WealthNavi from April 2022 to March 2023. NPS of other services are from the Financial Service Authority's "Customer awareness survey on sales of risk-bearing financial products" in August 2019

Ranked No.1 robo-advisor for user satisfaction for 3 consecutive years (2021-2023)

全自動の資産運用サービス「ウェルスナビ」

3年連続
満足度総合 **No.1**



2023年 オリコン顧客満足度®調査 ロボアドバイザー 第1位



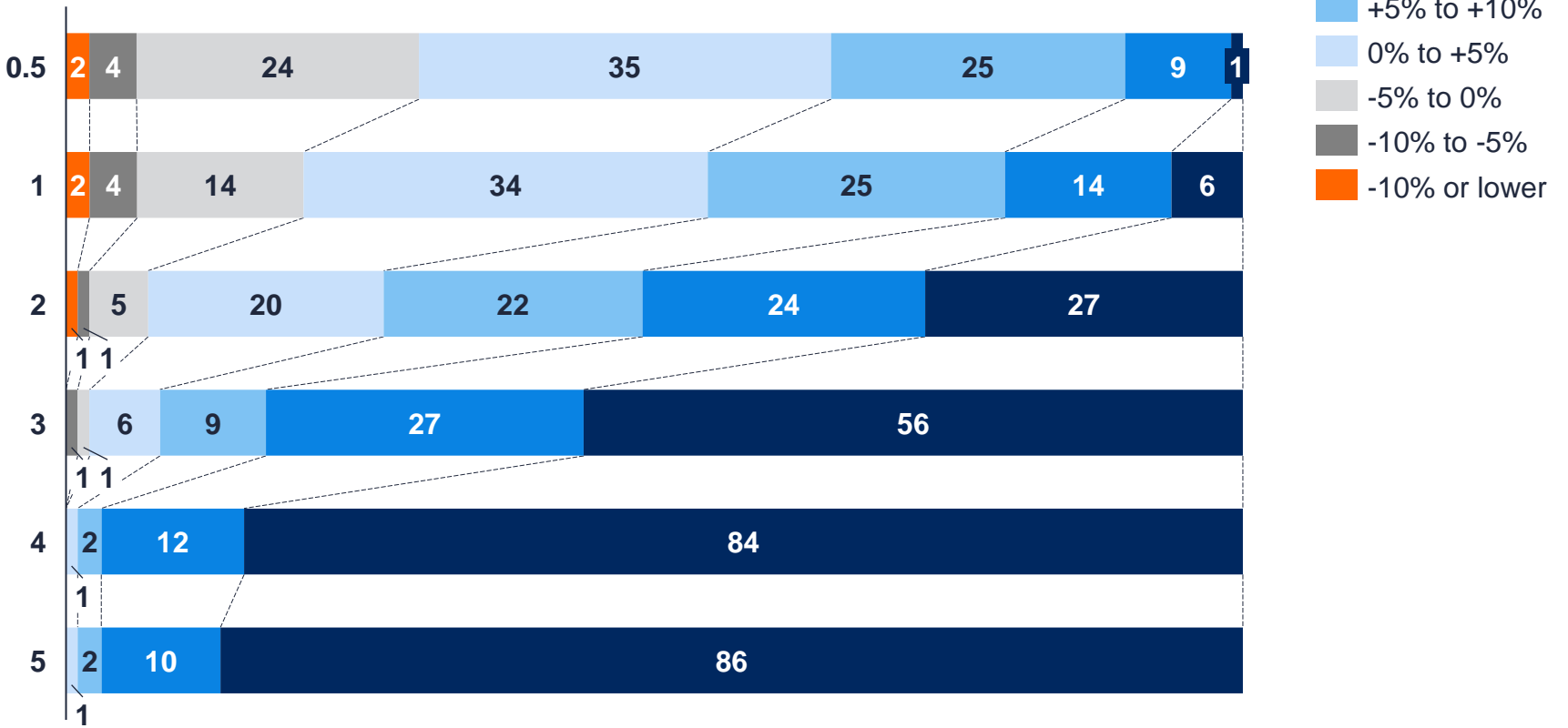
Note: Based on "2023 ORICON Customer Satisfaction Survey Robo-Advisor" conducted by oricon ME Inc.

Actual investor returns show that long-term users of WealthNavi enjoy higher, more stable returns

Investor returns¹

% of cumulative users by years of investing

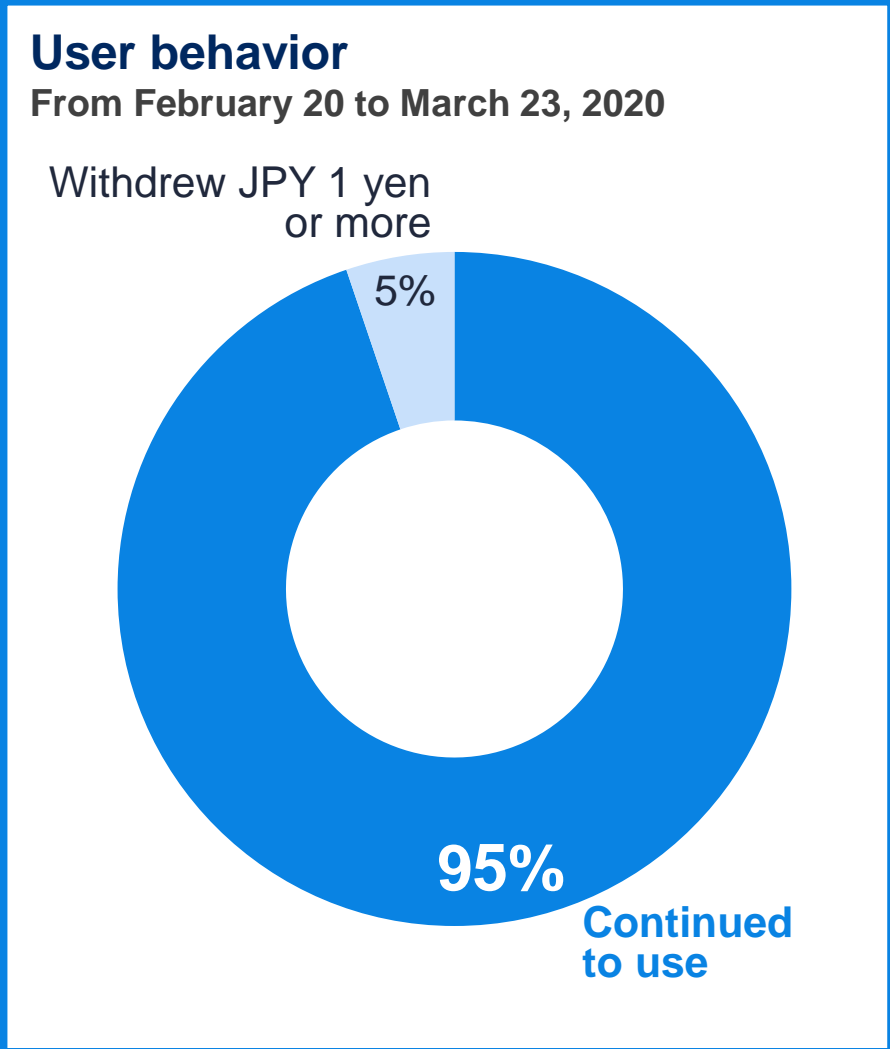
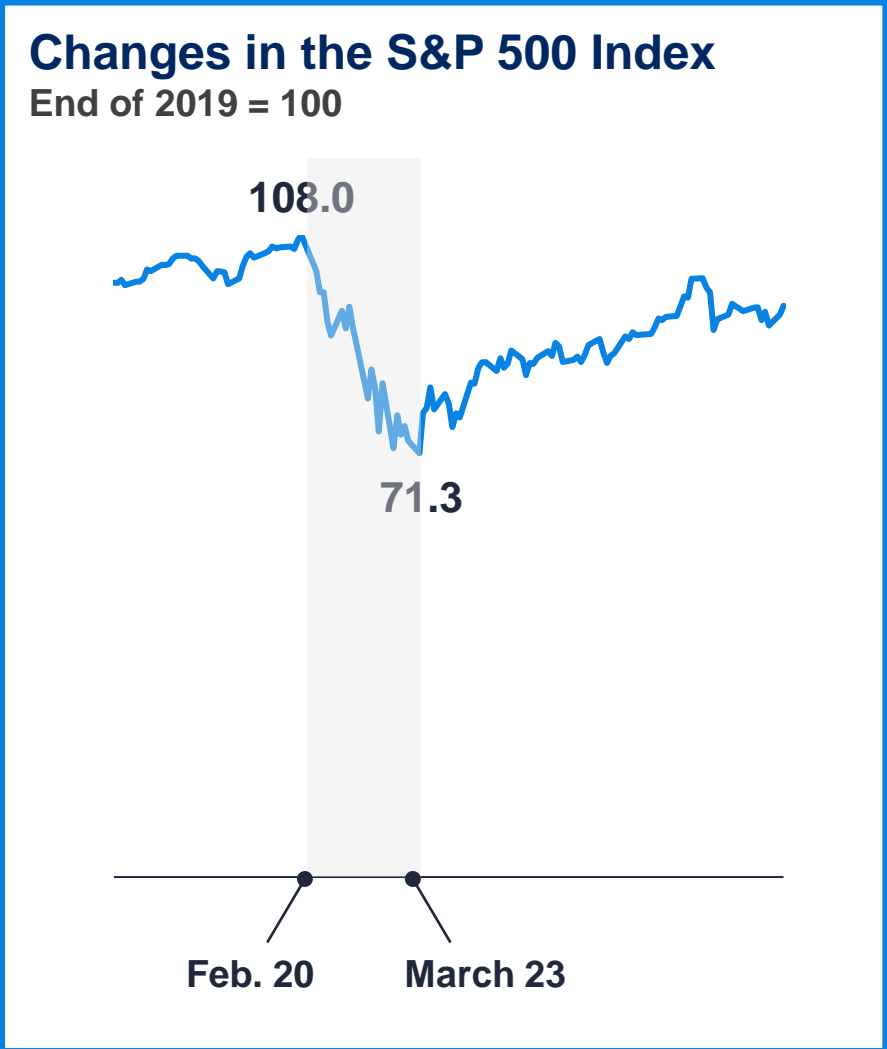
Years



¹ As of March 31, 2023

Note: Calculated investor return of each user as months elapse since his/her first ETF purchase. Users who have no ETF balance as of the end of each month are excluded. Management fees charged by WealthNavi and ETF fees are deducted from investor returns. A user whose return to be 0% is categorized in a group with "0% to +5%." of return

95% of users continued to use WealthNavi even when the market price plunged due to Covid-19

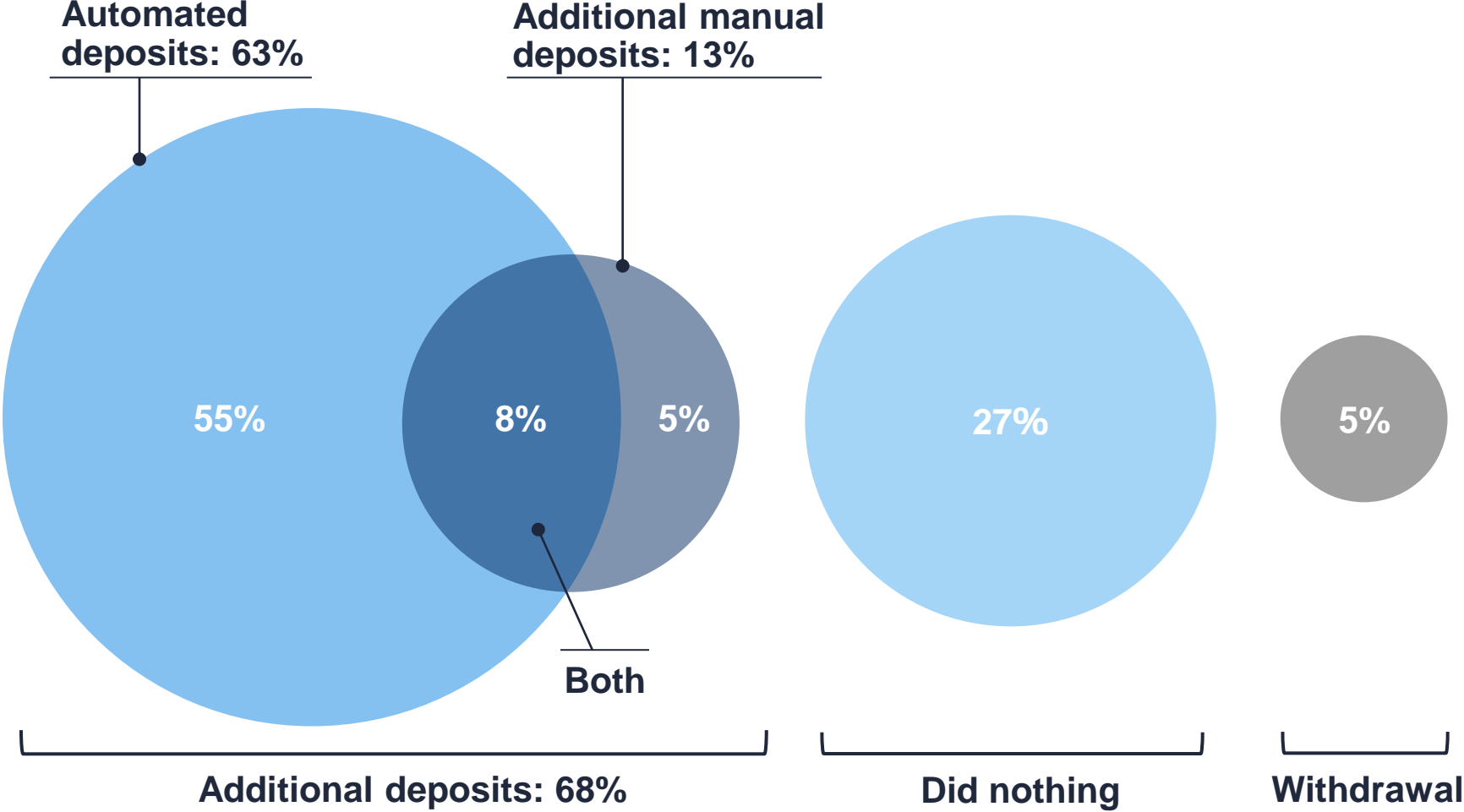


1 "Continue to use" means that there is an ETF balance on the first day of the above period and there is no withdrawal (1 yen or more) in part or in whole during the period

68% of users added funds to WealthNavi accounts

User behavior

From February 20 to March 23, 2020



Note: % of users with ETF balance as of February 20, 2020. "Withdrawal" refers to some or total withdrawal (1 yen or more)

WealthNavi targets working families, which have, in total, approx. JPY 730T of financial assets

Household financial assets by age and asset size



Working families (20s-50s) are the target of WealthNavi

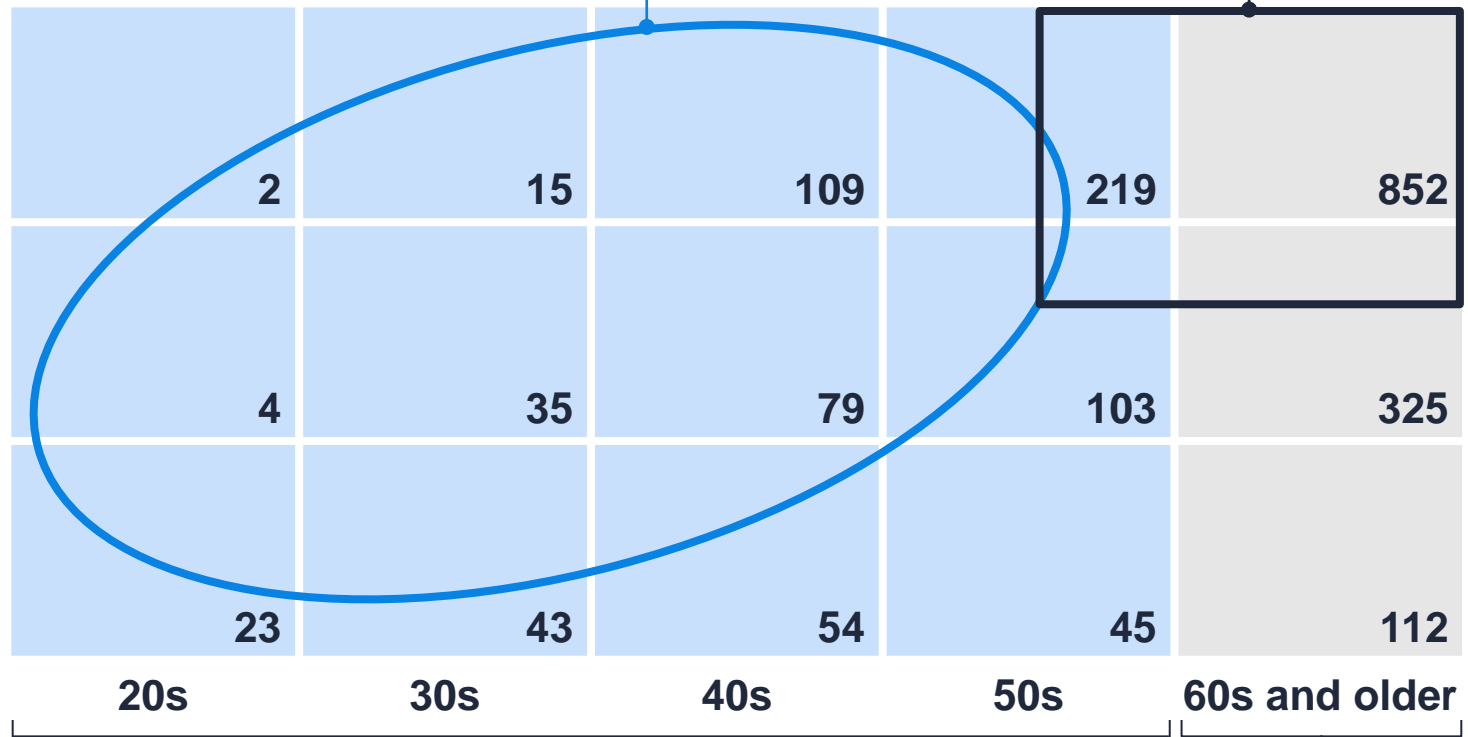
Primary target group of face-to-face channels for incumbent banks and securities

XX Financial assets JPY trillions

JPY 30M or more

JPY 10-30M

Less than JPY 10M

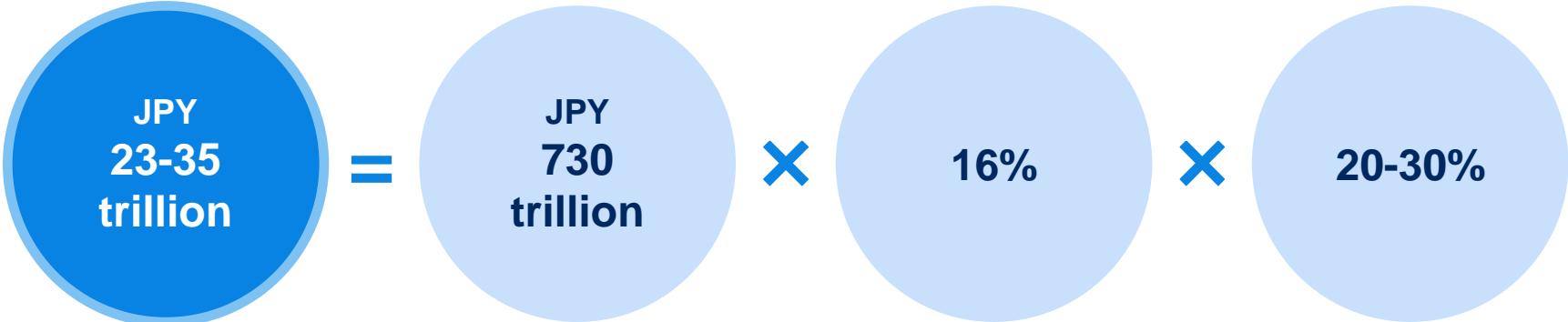


Approx. JPY 730T

Approx. JPY 1,290T

Source: WealthNavi analysis based on the Bank of Japan's "Japan's Flow of Funds Accounts, 4th quarter of 2022", the Ministry of Internal Affairs and Communications' "Population, demographic statistics and household numbers based on the Basic Resident Registration, January 2022," and the Ministry of Internal Affairs and Communications' "Household Survey, 2019"

Robo-advisors' potential market estimated to be JPY 23-35 trillion over the next 10 years as working families accelerate wealth building for retired life



Potential market for robo-advisors over the next 10 years

Financial assets owned by working families (20s-50s)

Assuming the deposit ratio of household financial assets will fall to the level of Germany (55%→39%) over the next 10 years

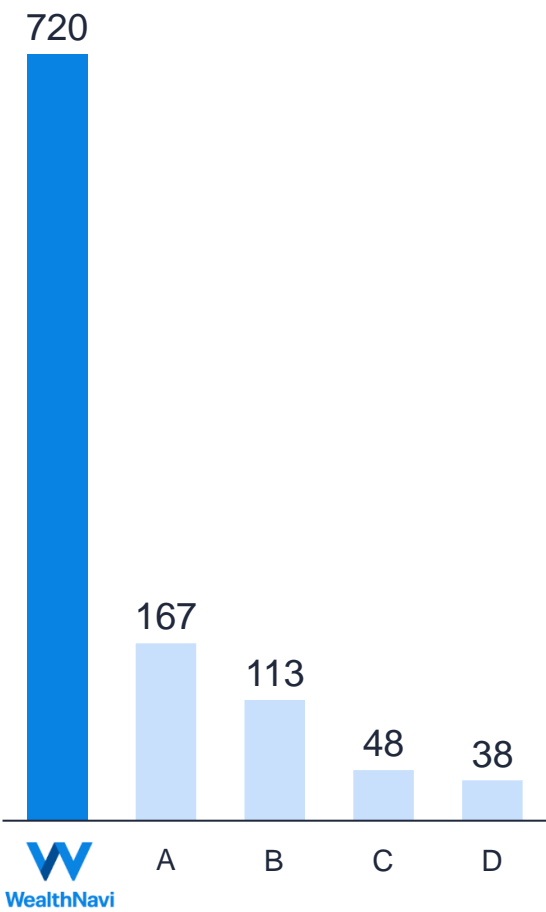
Assuming 20-30% of assets moving from deposits to investments are allocated to long-term investments

Source: WealthNavi analysis based on the Bank of Japan's "Japan's Flow of Funds Accounts, 4th quarter of 2022", the Ministry of Internal Affairs and Communications' "Population, demographic statistics and household numbers based on the Basic Resident Registration, January 2022", the Ministry of Internal Affairs and Communications' "Household Survey, 2019," and OECD's "Household financial assets" as of the end of 2021

WealthNavi is the leading robo-advisor in Japan

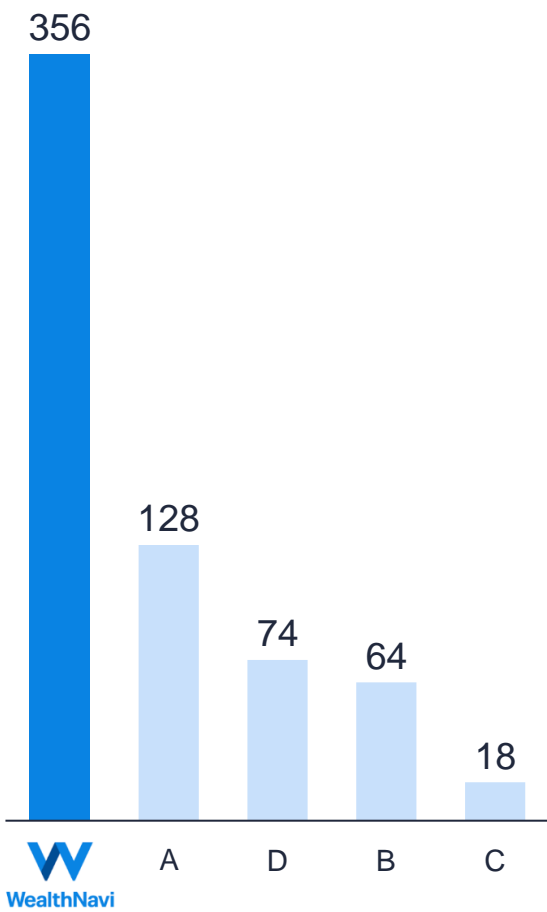
AuM

JPY billions; Dec. 2022



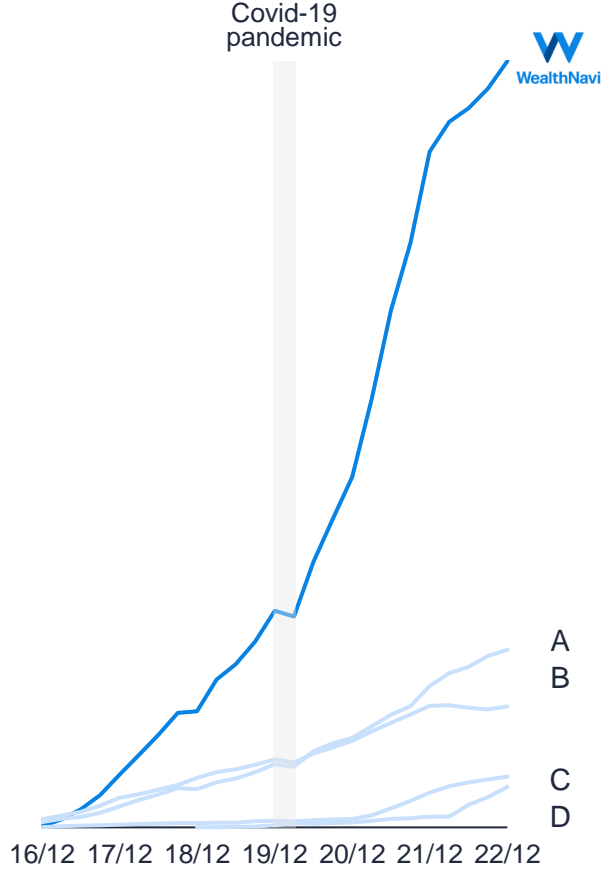
Number of users

Thousands; Dec. 2022



AuM trend

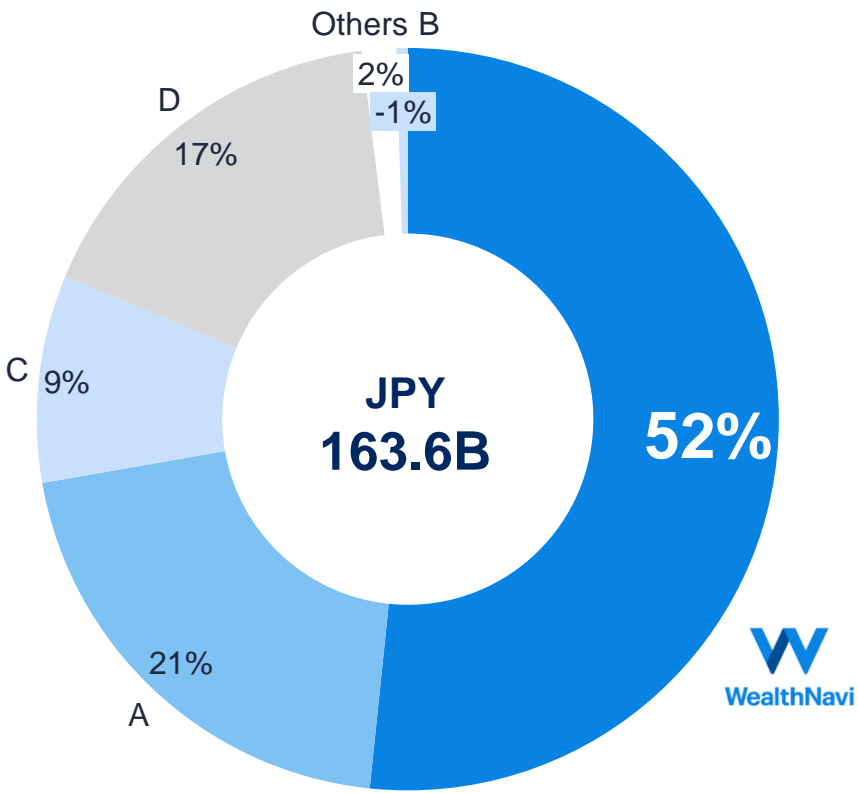
Dec. 2016 to Dec. 2022



Source: WealthNavi analysis based on Japan Investment Advisers Association, "Contract Asset Status, March 2023". AuM of Company A to D include those under "discretionary investment business".

Distinct market leader – with 52% of total AuM growth of robo-advisors over a 12-month period

Increase in AuM of domestic robo-advisors
Dec. 2021 to Dec. 2022



The annual growth of the robo-advisor market slowed down from JPY 420.4B in 2021 to JPY 163.6B in 2022 due to lower investor returns under volatile market conditions

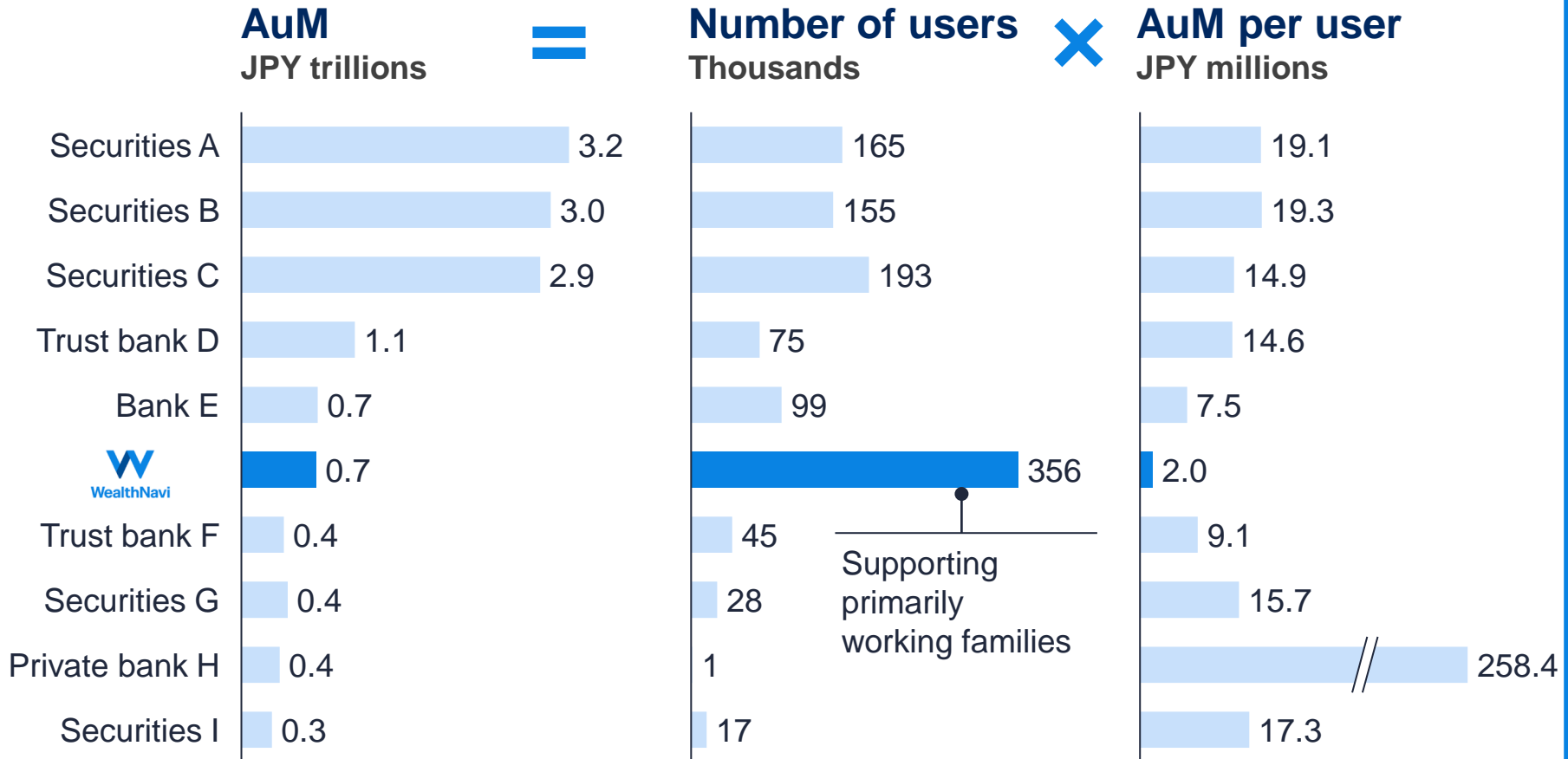
WealthNavi's growth share also decreased from 73% in 2021 to 52% in 2022 for the same reasons.

The growth of the robo-advisor market and WealthNavi's growth share are expected to improve moving forward as the market conditions and investor returns improve

Source: WealthNavi analysis based on Japan Investment Advisers Association's "Contract Asset Status, March 2023". AuM of Company A, B, C, D and other companies include those under "discretionary investment business."

Unlike other major managed account services, WealthNavi focuses on supporting working families

Top 10 managed account services in Japan ranked by AuM



Note: As of December 2022

Source: WealthNavi analysis based on websites of the companies listed as "wrap account" managers on Japan Investment Advisers Association, "Contract Asset Status, March 2023"

Maintaining strong balance sheets for growth

Balance sheets

1Q 2023; JPY millions



Balance sheets and cash flows

Balance sheets JPY millions

	2021	2022	2023 1Q
Current assets	27,129	25,474	21,064
Cash and bank deposits	10,039	12,382	10,066
Cash segregated as deposits	9,000	9,800	8,500
Deposits paid	7,461	2,476	1,685
Other current assets	627	815	812
Non-current assets	247	489	491
Total assets	27,377	25,964	21,556
Current liabilities	15,839	13,483	8,800
Deposits received	15,149	12,703	8,307
Other current liabilities	689	780	492
Non-current liabilities	1,500	1,500	1,500
Long-term loan payable	1,500	1,500	1,500
Total liabilities	17,339	14,984	10,300
Share capital	3,237	3,564	3,714
Capital surplus	8,298	8,625	8,775
Retained earnings	(1,498)	(1,208)	(1,234)
Treasury stock	(0)	(0)	(0)
Total net assets	10,037	10,980	11,255

Note: Fractions of one million yen are rounded down

Statement of cash flows JPY millions

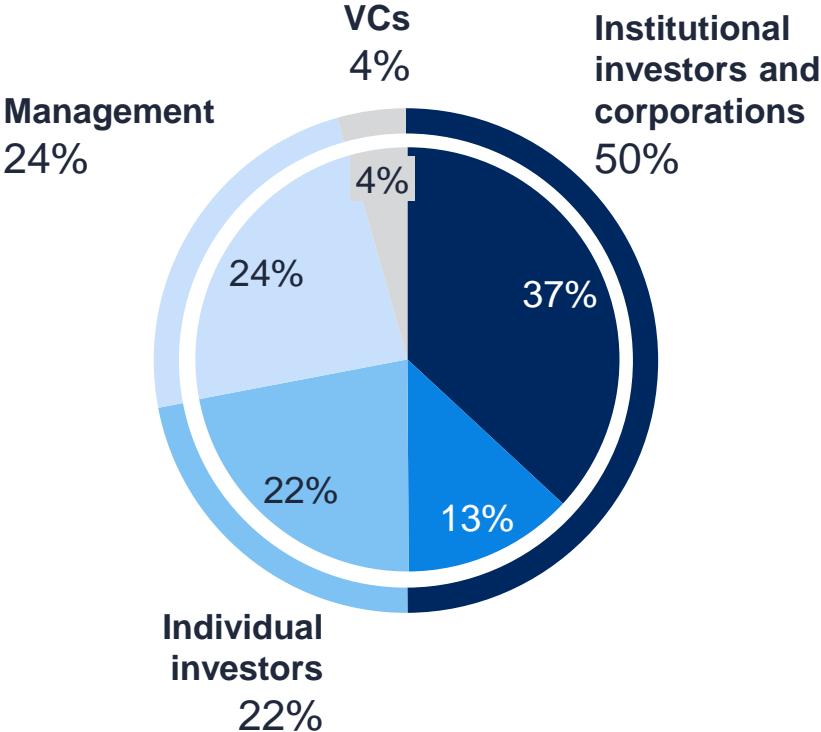
	2021	2022	2023 1Q
Cash generated by/(used in) operating activities	3,384	(3,117)	(3,410)
Cash generated by/(used in) investing activities	(23)	(207)	(16)
Cash generated by financing activities	4,052	616	299
Effect of exchange rate changes on cash and cash equivalents	(1)	65	20
Net increase in cash and cash equivalents	7,411	(2,642)	(3,106)
Cash and cash equivalents at beginning of period	10,089	17,501	14,858
Cash and cash equivalents at end of period	17,501	14,858	11,752

Details of operating cash flows

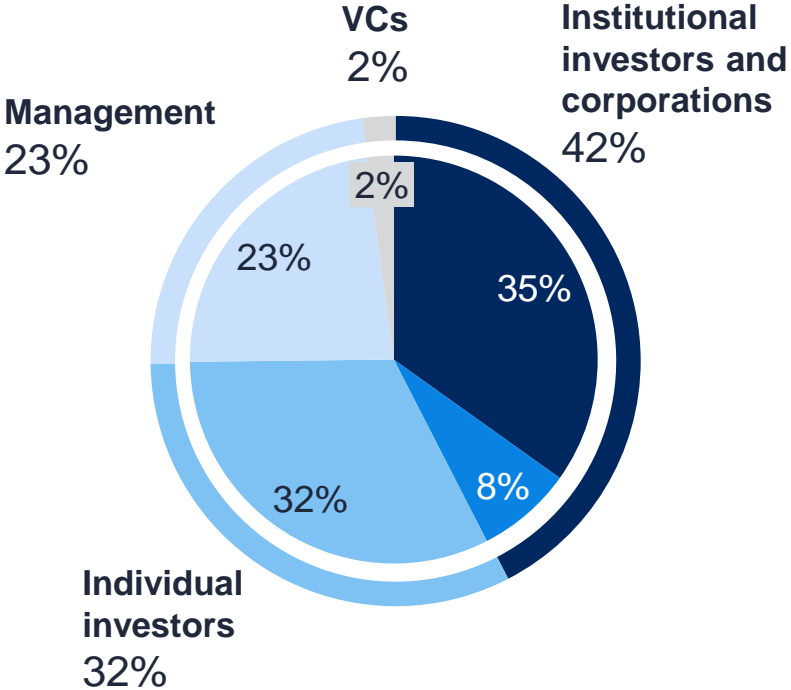
Cash generated by/(used in) operating activities	3,384	(3,117)	(3,410)
-) Decrease / (increase) in cash segregated as deposits for customers	(4,390)	(800)	1,300
-) Increase / (decrease) in deposits received	8,074	(2,446)	(4,396)
Cash generated by/(used in) operating activities adjusted by items relating to cash deposited by customers	(300)	129	(313)

Ownership of individual investors increased

As of December 31, 2021








As of December 31, 2022



- Overseas institutional investors and corporations
- Domestic institutional investors and corporations
- Individual investors and others
- WealthNavi's management
- VCs

Our engagement in promoting sustainability

- Identified and disclosed our material issues in May 2022
- Enhanced our disclosure including initiatives and related data in November 2022
- Promoting sustainability along with maximizing our long-term corporate value

		Material issues	Contribution to UN SDGs
What we do	Helping working families	<ul style="list-style-type: none"> • Promoting wealth management for working families • Enhancing digital accessibility to financial services • Encouraging financial literacy 	    
	Empowering local communities	<ul style="list-style-type: none"> • Partnering with regional financial organizations to mitigate the digital divide • Supporting digitalization of regional financial organizations 	 
How we do it	Diversity & openness	<ul style="list-style-type: none"> • Hiring and integrating talents with diverse backgrounds • Supporting talent development of our employees • Encouraging women's advancement • Promoting work-life balance for a diverse workforce 	  
	Operating steadily for the long term	<ul style="list-style-type: none"> • Enhancing corporate governance • Ensuring compliance • Improving risk management • Strengthening security 	  



Helping working families build wealth

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