



Financial Results Briefing Materials for the Three Months Ended February 29, 2024

FP Partner Inc.

April 15, 2024

- 01** — **Financial highlights for the three months ended February 29, 2024**
- 02** — **Targets of priority measures for the fiscal year ending November 30, 2024**
- 03** — **Shareholder returns and dividend policy for the fiscal year ending November 30, 2024**
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01



Financial highlights for the three months ended February 29, 2024

Financial highlights for the three months ended February 29, 2024



Net sales increased 13.3% year-on-year due to record-high life insurance commission income.

Net sales

8,332 million yen

Year-on-year
change

+13.3%

Operating profit

1,362 million yen

Year-on-year
change

-5.9%

Profit

938 million yen

Year-on-year
change

+2.6%

- Record-high life insurance commission income received due to an increase in new policies on the back of strong hiring in the last quarter

- Initial expenses for new hires increased due to increase in number of hires
- Increased compensation for sales employees to increase the number of hires in the future

**Factored into the plan
for this fiscal year**

- Achieved the progress rate in 1Q as planned at the beginning of the period

Progress from the 2Q onward is planned as expected, and full-year performance forecasts are expected to be fully met due to an increase in new policies from attracting customers on our own and policy transfers.

Upfront investment to increase net sales in 2Q and beyond



Implement measures to achieve income exceeding the high cost of living

Measures

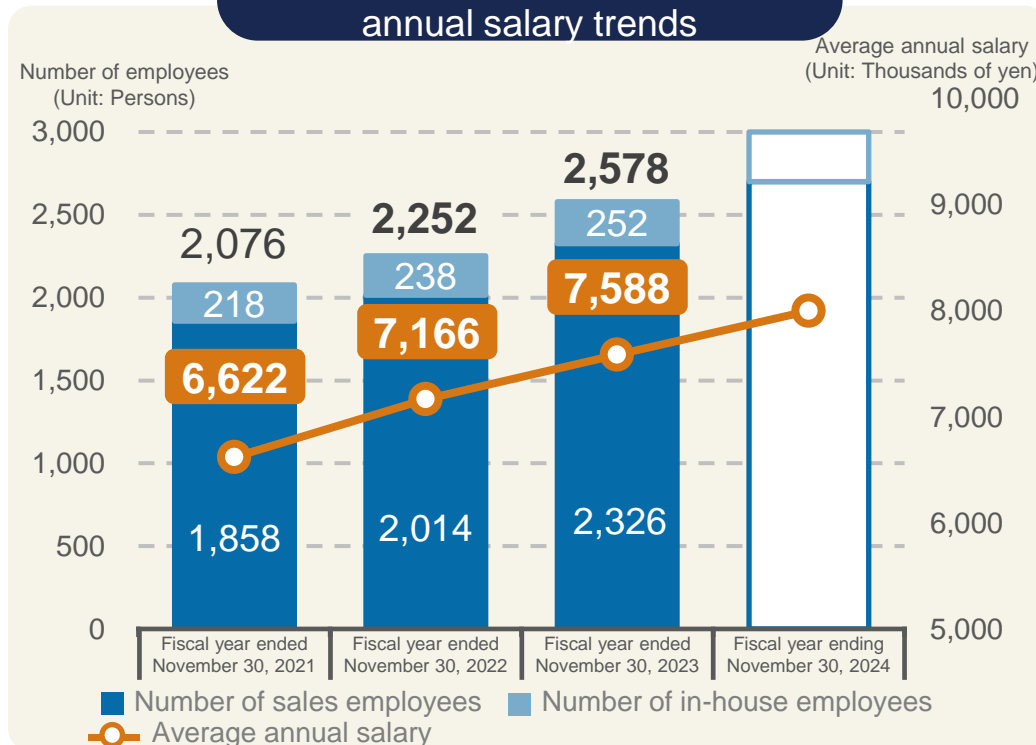
In-house employees

Base salary increases and provision of living allowances

Sales employees

Increase in compensation

Number of employees and annual salary trends



Upfront investment

Implemented in 1Q to maximize the effect of Prime Market listing

Enhancing the hiring of sales employees

Number of hires for 4Q of fiscal year ended November 30, 2023

227

Number of hires for 1Q of fiscal year ending November 30, 2024

196

Improvement in motivation

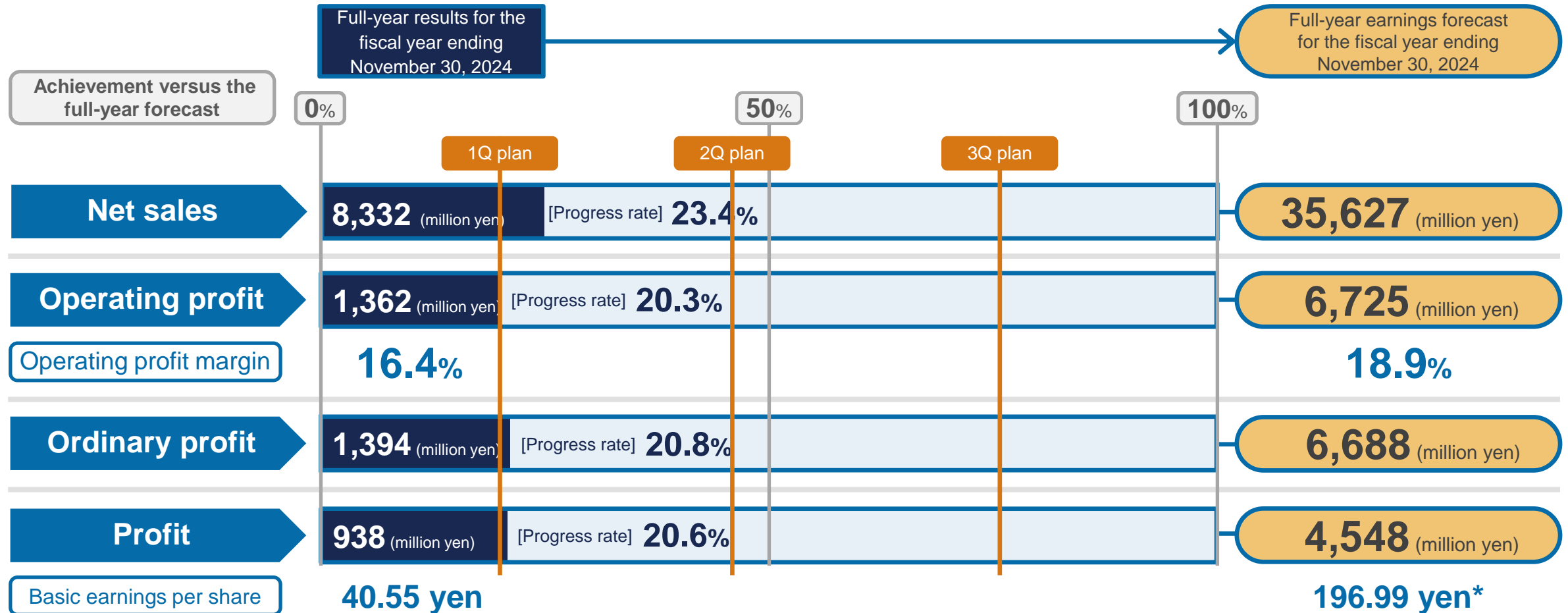
Effect on net sales increase from 2Q onward

Financial highlights for the three months ended February 29, 2024

[achievement versus the full-year forecast]



Net sales significantly exceeded the plan due to an improvement in motivation, although an increase in compensation for sales employees restrained profit growth. Other items also exceeded the plan.



※ Calculated by dividing profit by 23,089,252 shares, the average number of shares outstanding until March 2024 during the fiscal year ending November 30, 2024. The previously announced figure was 196.16 yen (= 4,548 million yen / 23,187,470 shares).

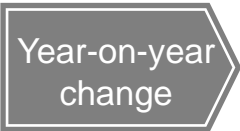
Financial highlights for the three months ended February 29, 2024

[Key KPIs]



Number of sales employees

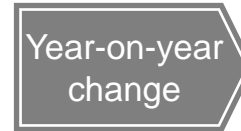
2,402



+334 people
(+16.2%)

Number of policy transfers agreed to

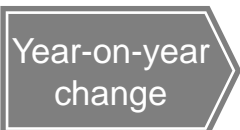
32,343



+9,398 cases
(+41.0%)

Number of prospective policy customers

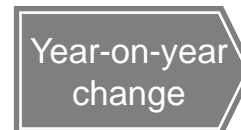
40,127



+3,705 cases
(+10.2%)

Number of new policies

57,573



+6,813 cases
(+13.4%)

1Q KPI results

December 2023

}

February 2024

- **196** hires were made in 1Q compared to the annual hiring target of 700 hires.

A record-high 82 visiting sales employees were hired for the single month of January 2024.

- The number of prospective customers for insurance policies also reached a record high of **40,127** (up 3,705 or 10.2%) on a quarterly basis, along with the increase in sales employees.
- The number of policies in force increased steadily to **1,517,857** (up 277,073 or 22.3%), new policies to **57,573** (up 6,813 or 13.4%), and new customers to **35,103** (up 4,859 or 16.1%).

Figures in parentheses and % indicate the year-on-year change.

topics

- We acquired approximately **23,000** policies from a wholly-owned consolidated subsidiary agency of Orix Life.
- We strengthened non-life insurance sales structure and life insurance cross-selling **through our first M&A**.
- We began the nationwide launch of the mortgage loan comparison and consideration service **Mogecheck** provided by MFS, Inc.

Income statement for the three months ended February 29, 2024



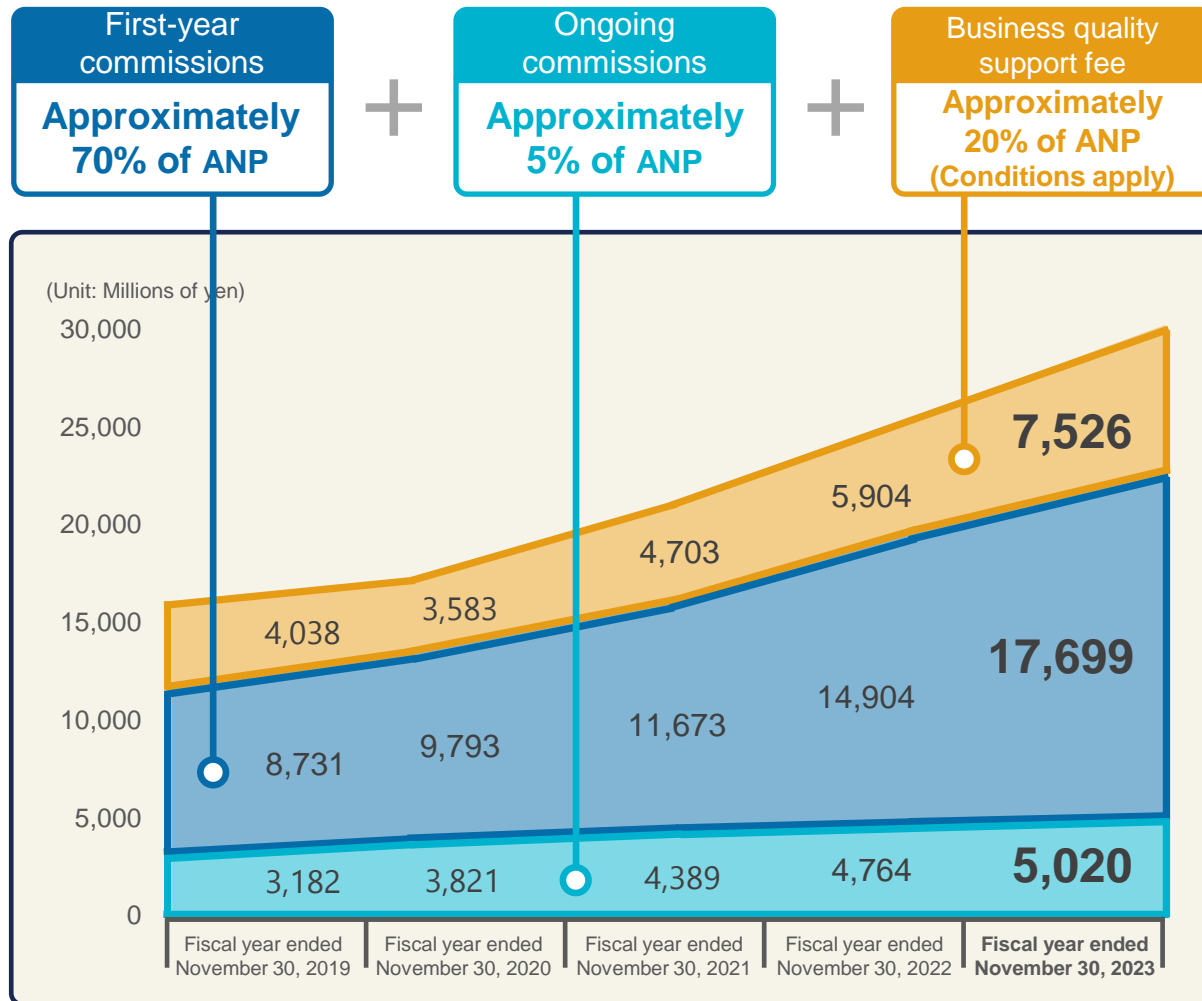
- Net sales increased steadily as the increase in sales employees in the previous quarter contributed to the acquisition of new policies.
- Although operating profit and ordinary profit were negative year-on-year, they ended higher than planned.

(Unit: Millions of yen)

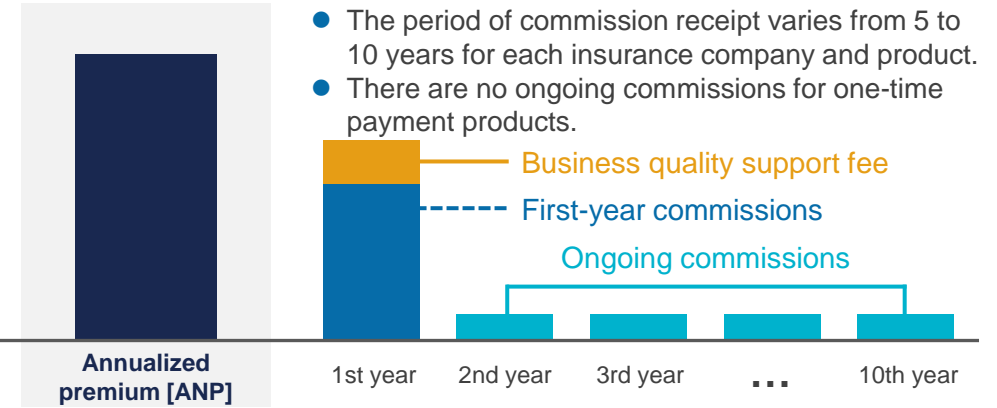
	Three months ended February 28, 2023		Three months ended February 29, 2024			
		Ratio to net sales		Ratio to net sales	Change	Year-on-year change
Net sales	7,355	100.0%	8,332	100.0%	977	+13.3%
Cost of sales	4,572	62.2%	5,354	64.3%	781	+17.1%
SG&A expenses	1,334	18.1%	1,615	19.4%	281	+21.1%
Operating profit	1,448	19.7%	1,362	16.4%	(85)	(5.9%)
Ordinary profit	1,486	20.2%	1,394	16.7%	(91)	(6.2%)
Profit	914	12.4%	938	11.3%	23	+2.6%

Earnings model [life and non-life insurance]

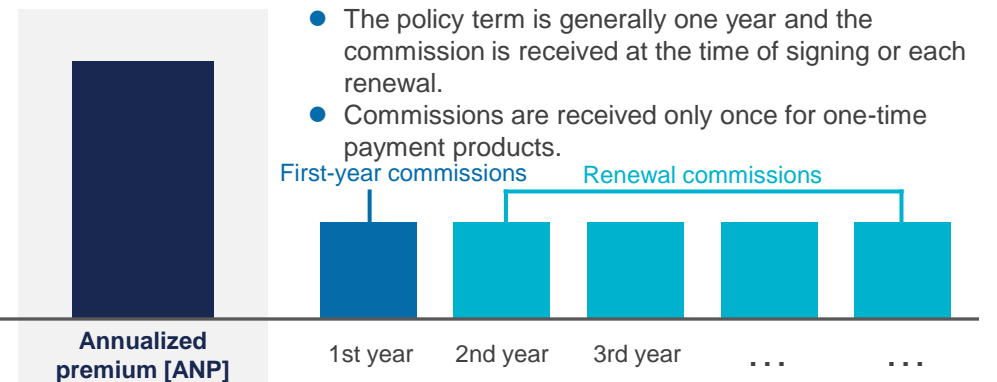
Breakdown of commission income and trends from life insurance sales



In the case of life insurance



In the case of non-life insurance



※ Commission rate and business quality support fee rate varies depending on the insurance company and product.

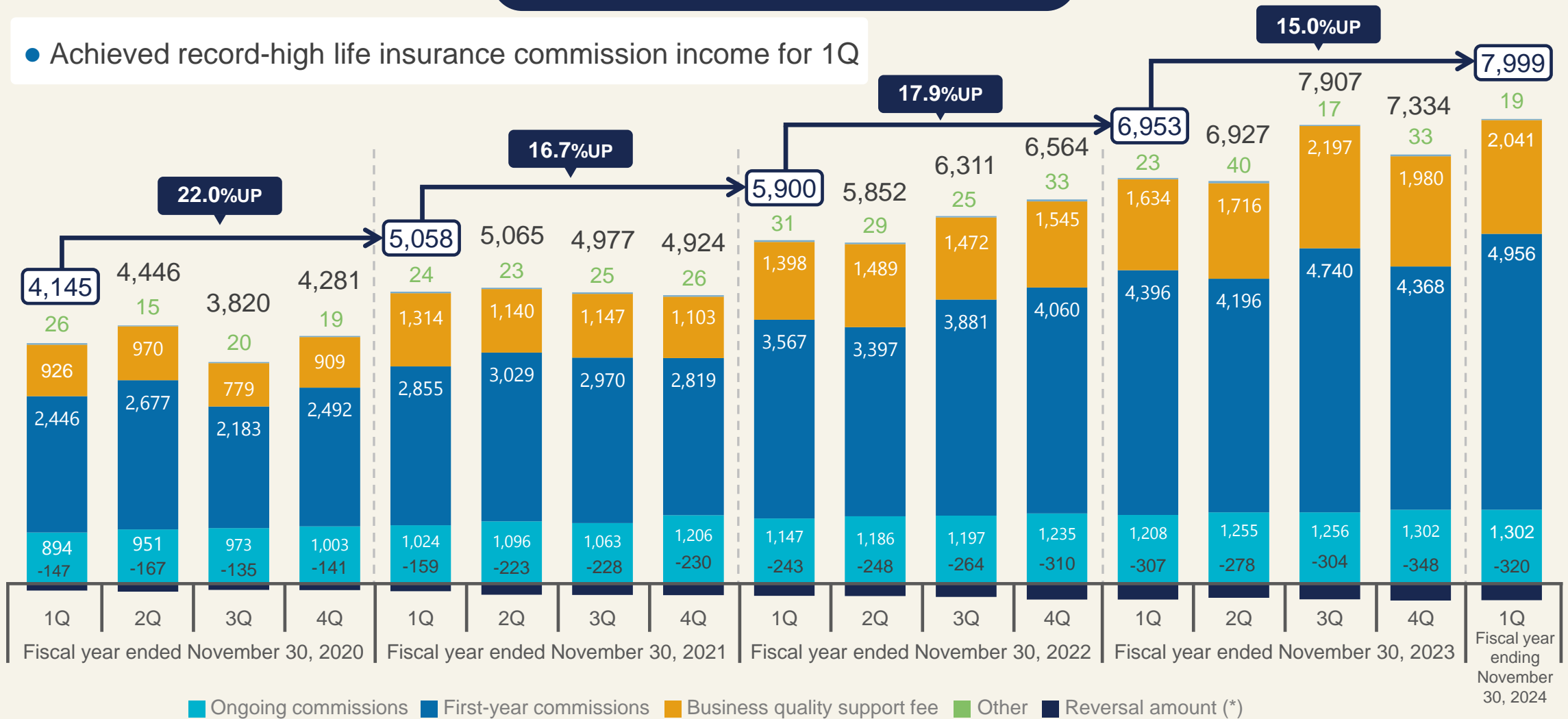
Quarterly performance trends [Life insurance commissions]



Life insurance commissions income

(Unit: Millions of yen)

● Achieved record-high life insurance commission income for 1Q

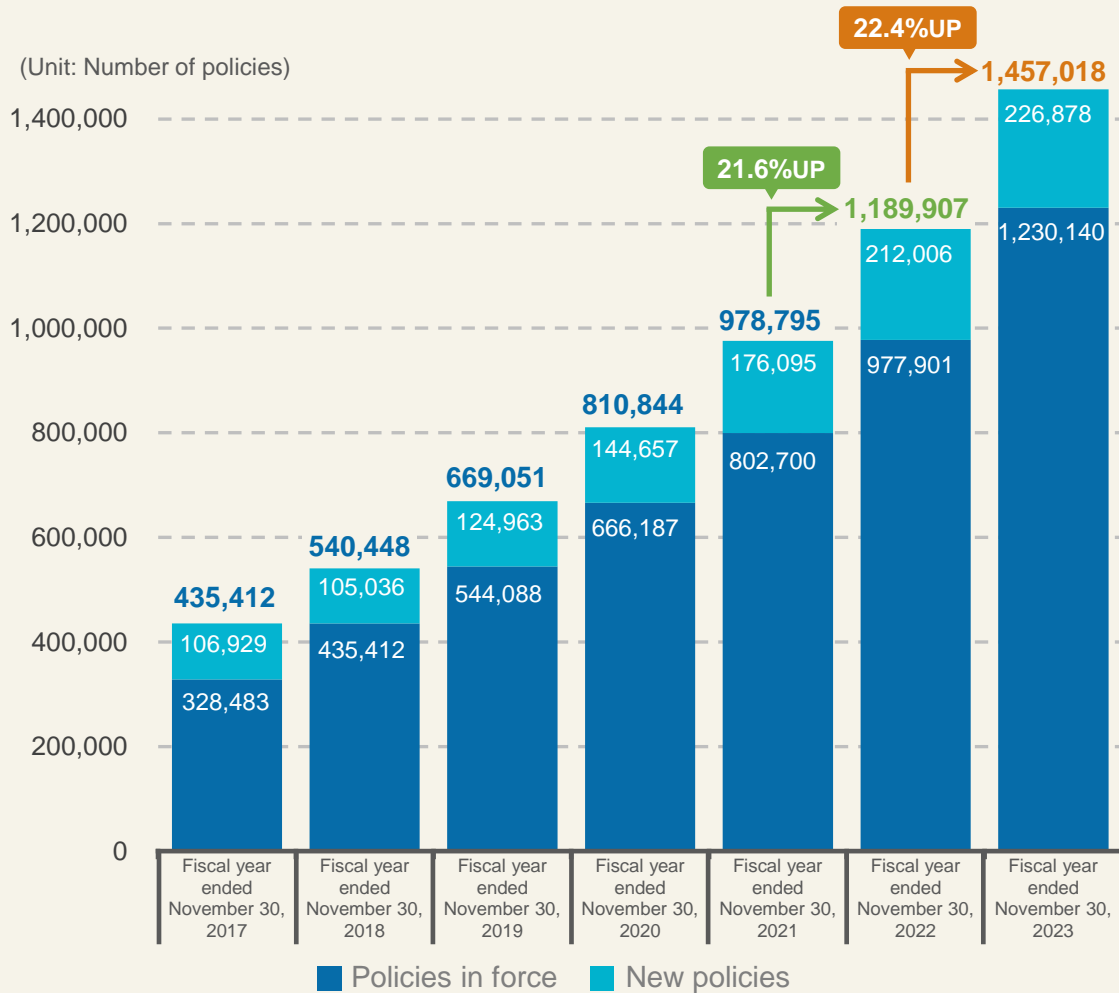


※ Reversal refers to the refund of part or all of the commission received to the insurance company when a policy lapses due to early termination or lapse of a policy after the receipt of commission from the insurance company.

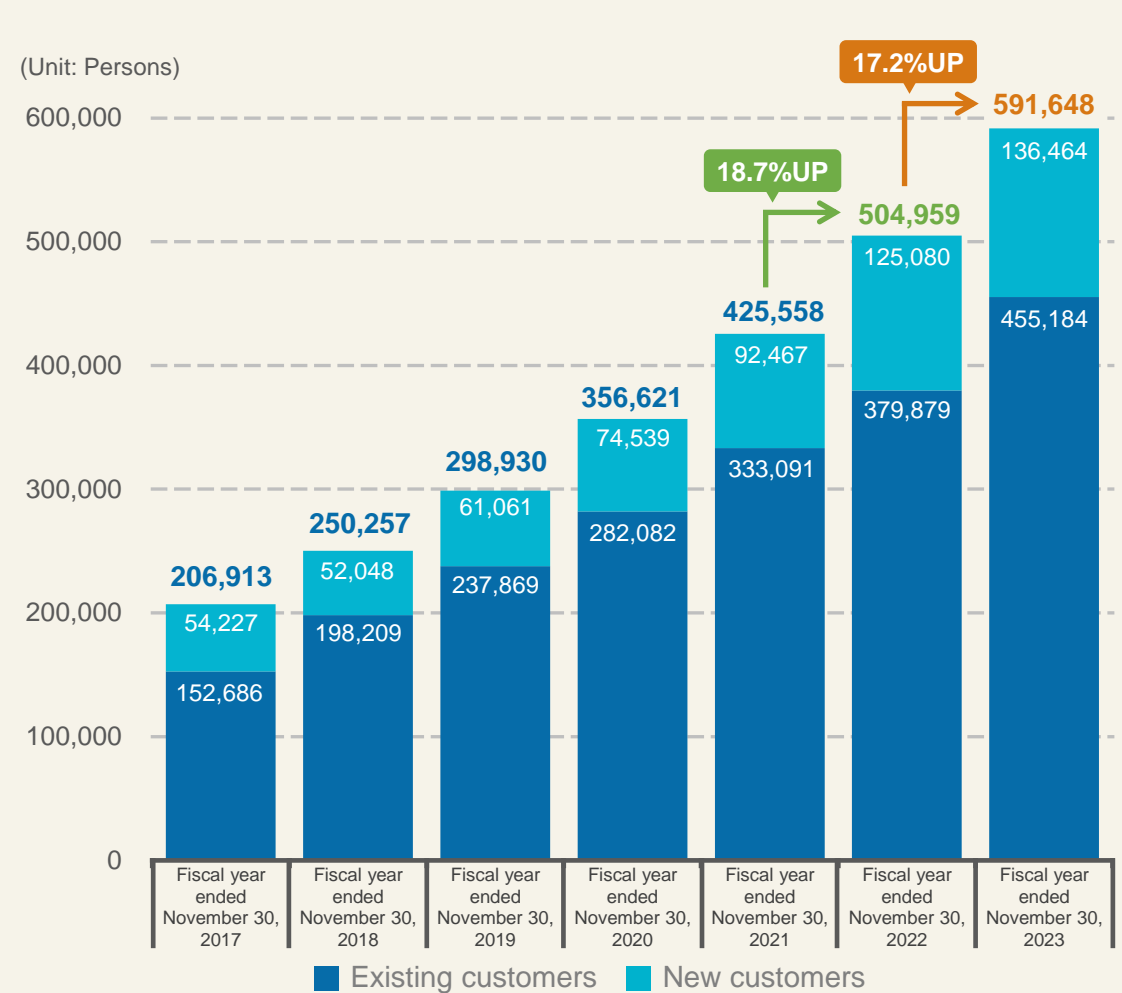
Key KPI trends [Number of policies and customers]



Number of new policies and policies in force



Number of customers [new and existing]

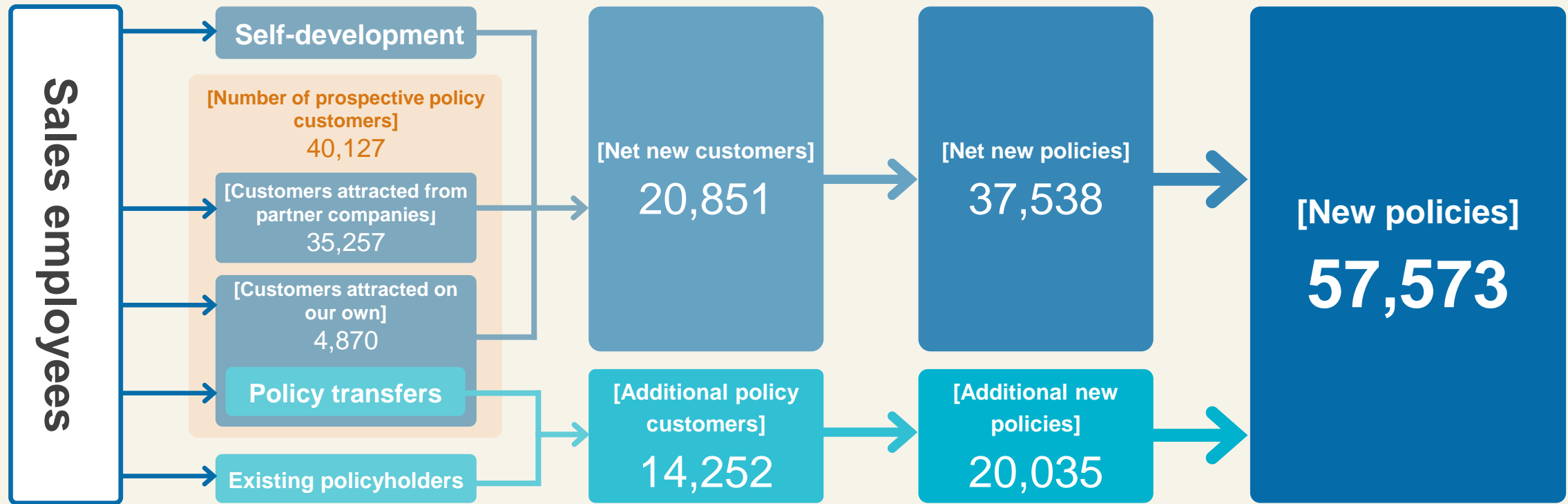


※ Figures are cumulative totals as of the end of each period.

New policy acquisition flow

Results for the three months ended February 29, 2024

An increase in the number of sales employees was the driver of growth in new policies and net sales.



- ※ Self-development refers to prospective customers acquired by sales employees themselves, such as through referrals from existing customers.
- ※ The number of net new policies refers to the number of new policies from customers who have no existing policies with the Company. The number of additional new policies refers to the number of additional policies from customers who have existing policies with the Company.
- ※ The number of net new customers refers to the number of customers with net new policies. The number of additional policy customers refers to the number of customers with additional new policies, and is included in the number of existing customers (existing policyholders).
- ※ Results are for the three months ended February 29, 2024. Details, past results, etc. are shown in 5. Data.

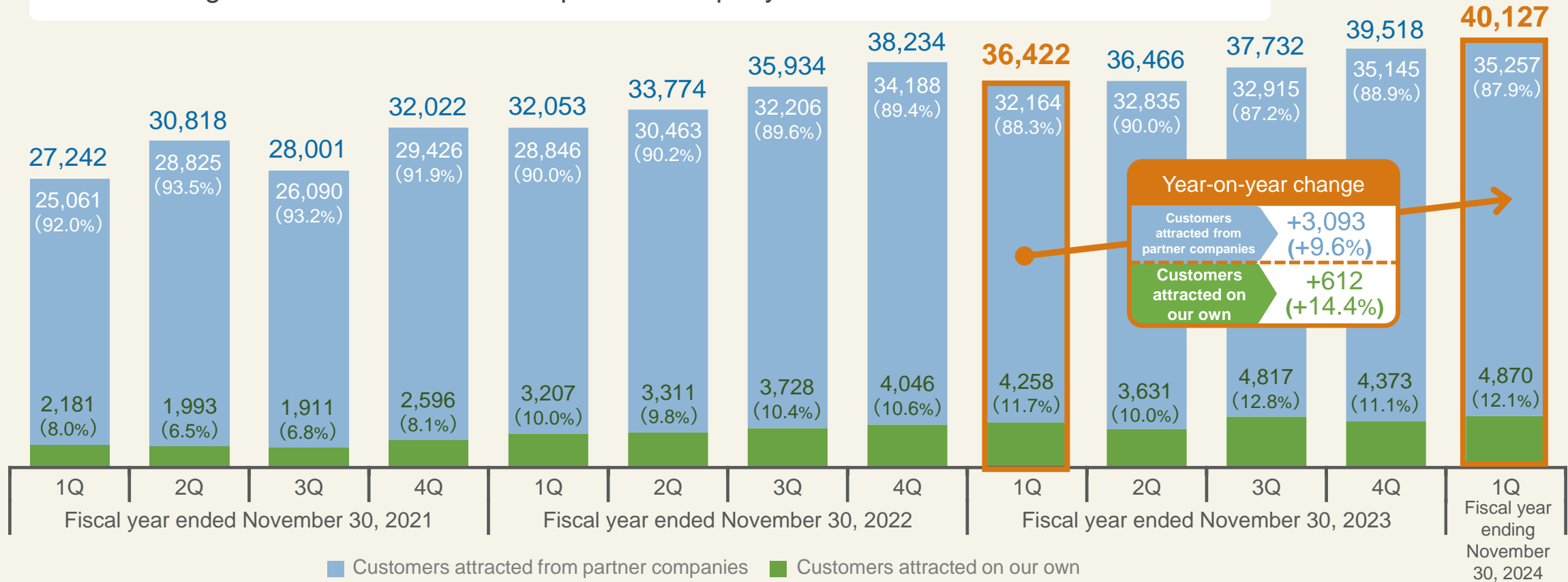
Key KPI trends [Number of prospective policy customers (quarterly)]



Number of customers attracted from partner companies and customers attracted on our own

(Unit: Number of policies)

- Record highs were recorded for both partner company customers and in-house customers



※ Number of prospective policy customers: customers attracted from partner companies + customers attracted on our own

*Customers attracted from partner companies: customers attracted through partner companies

*Customers attracted on our own: customers attracted through TV commercials, web ads, Money Doctor Premier, policy transfers, etc.

※ Bar graph figures in parentheses are the ratio of customers attracted from partner companies and customers attracted on our own to the total number of prospective policy customers.

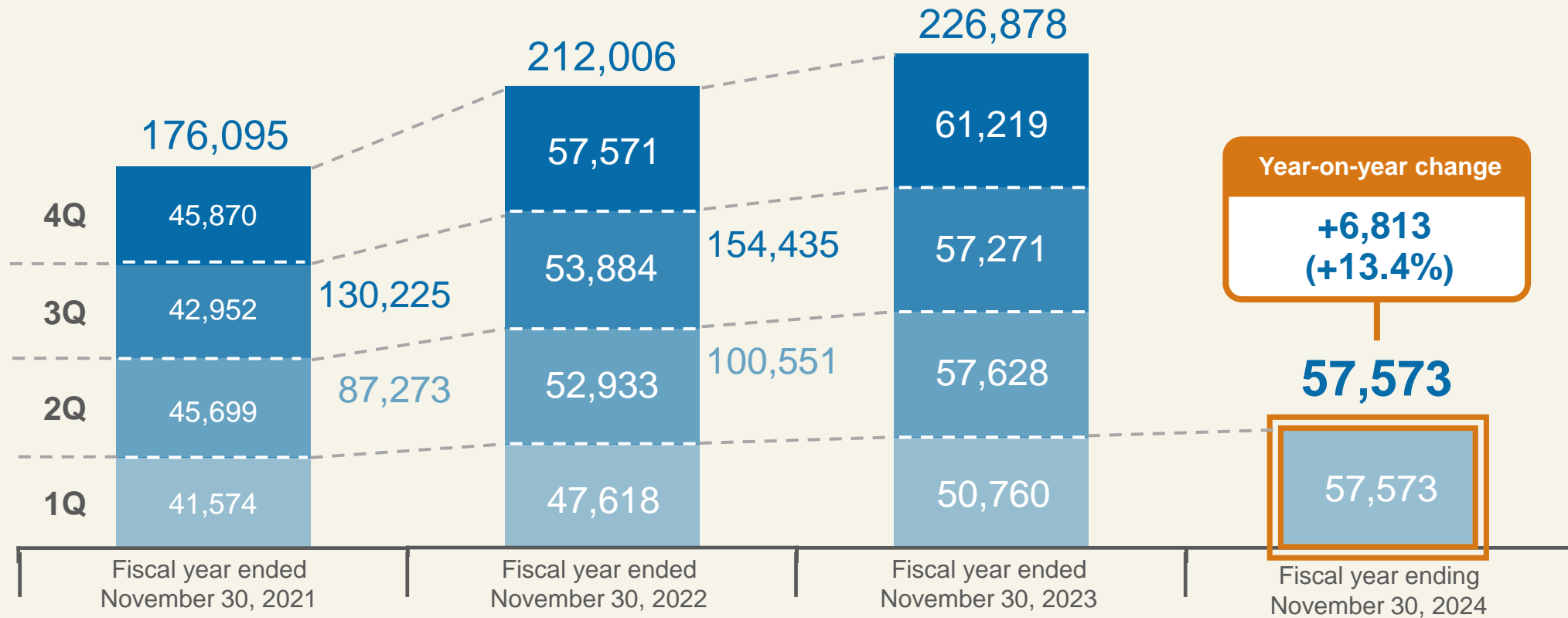
Key KPI trends [Number of new policies (quarterly)]



Number of new policies

(Unit: Number of policies)

- Increase in sales employees also led to strong new contract numbers.



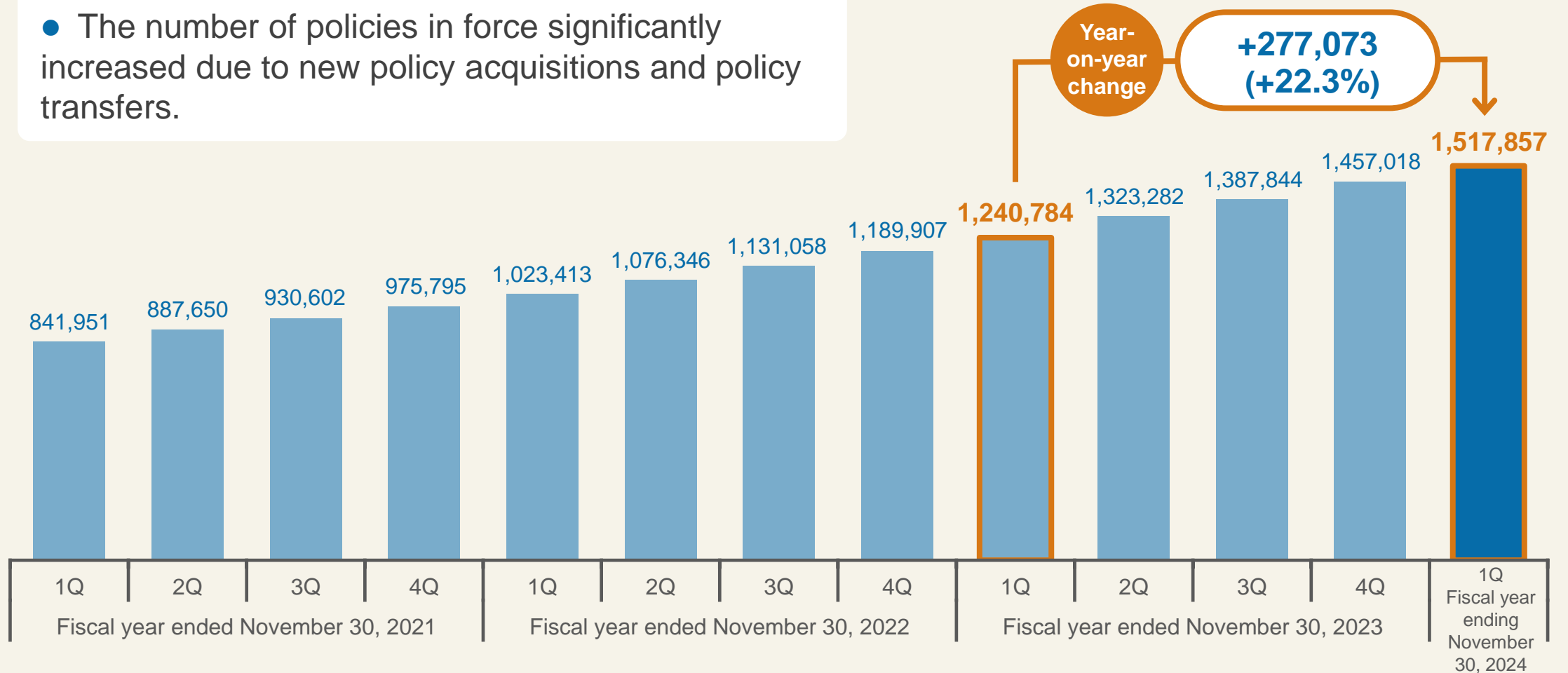
Key KPI trends [Number of existing policies (quarterly)]



Number of policies in force

(Unit: Number of policies)

- The number of policies in force significantly increased due to new policy acquisitions and policy transfers.



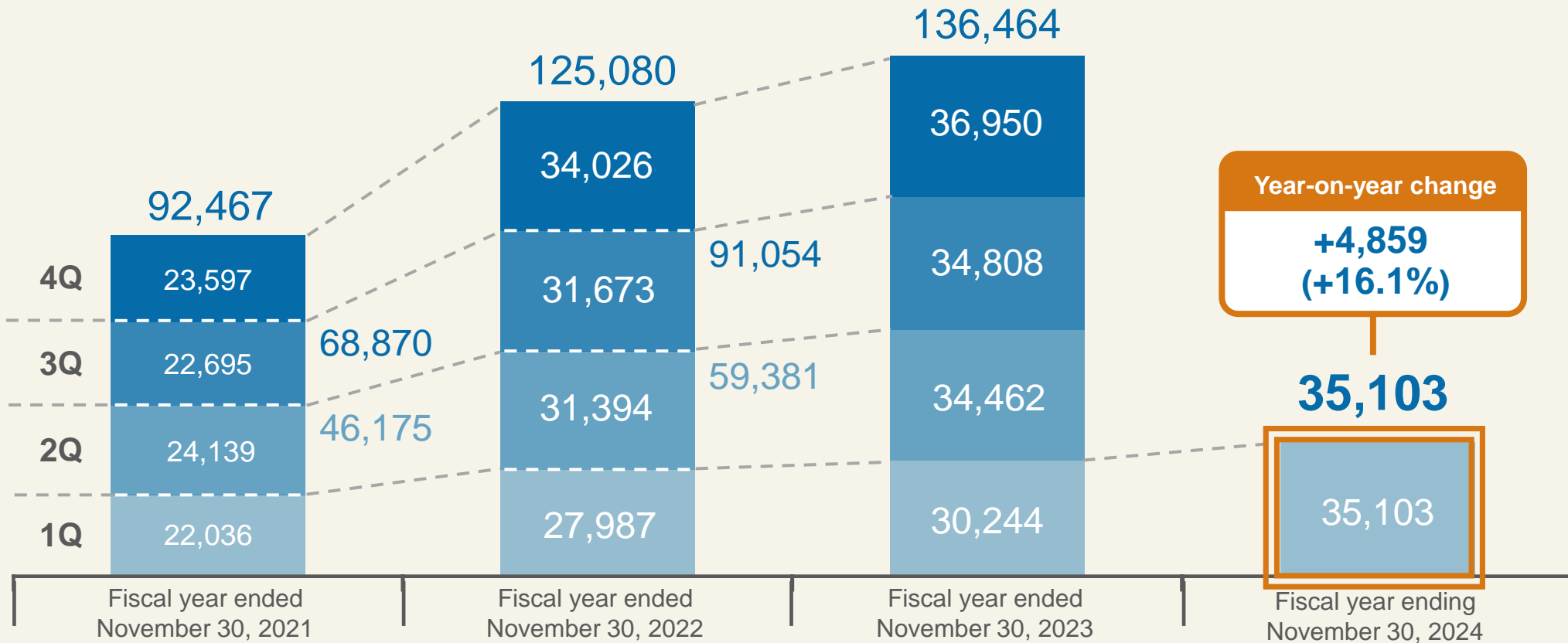
Key KPI trends [Number of new customers (quarterly)]



Number of new customers

(Unit: Persons)

- Steady number of customers attracted and increase in the number of sales employees also led to a steady increase in the number of new customers.

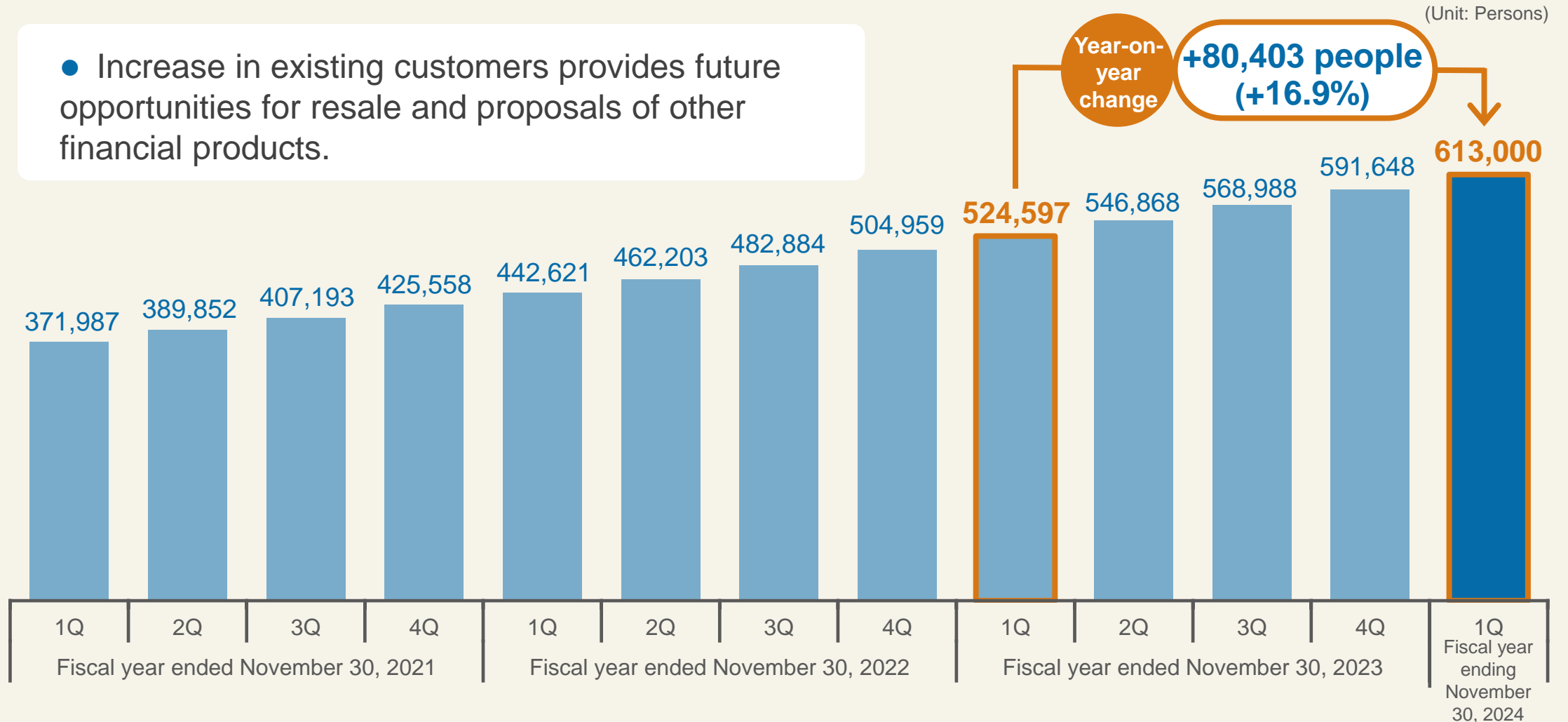


Key KPI trends [Number of existing customers (quarterly)]



Number of existing customers

- Increase in existing customers provides future opportunities for resale and proposals of other financial products.



02

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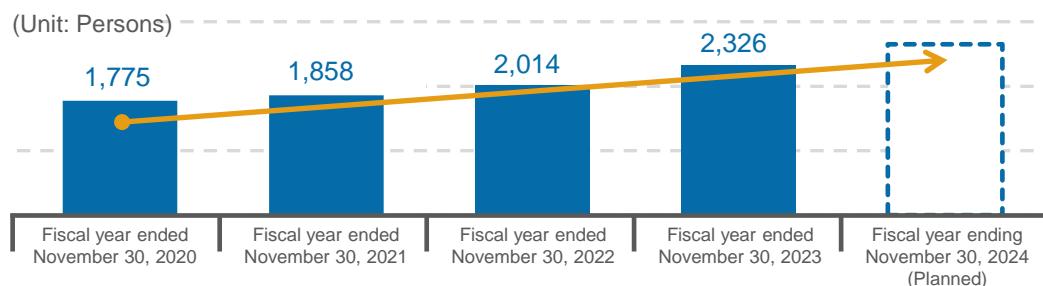
Targets of priority measures for the fiscal year ending November 30, 2024

Priority measures for the fiscal year ending November 30, 2024



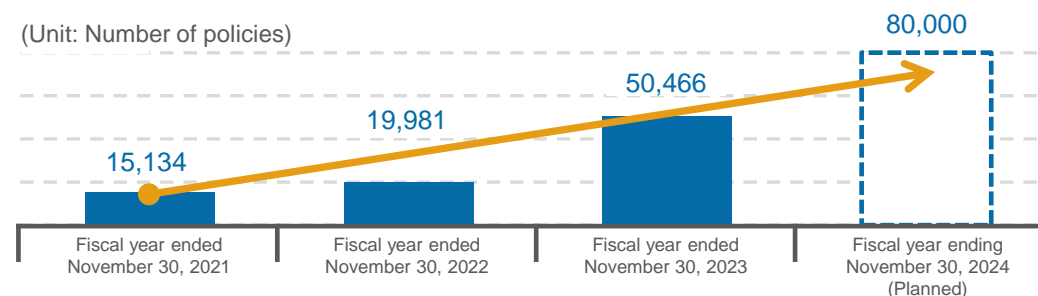
Increase in sales employees

Continue to increase the number of sales employees and promote high equalization. Respond to the high needs of customers with the industry's highest ratio of MDRT-certified personnel.



Policy transfers

The number of agents has been decreasing due to the return to the core business, change in business type, and closure of some businesses, and the Company has been chosen as a destination for transfer of agents and job changes for employees.



Money Doctor Premier

Improve recognition through TV commercials. Nationwide, we develop more advanced comprehensive money services with Money Doctor Premier.

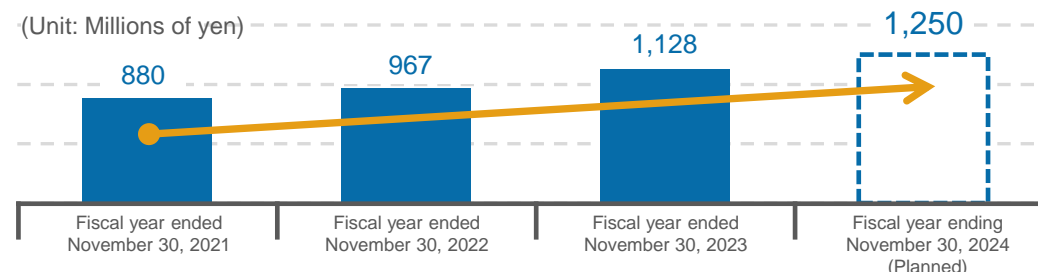
Plans to open 30 branches
(by November 2024)



Free FP consultation service

Non-life insurance

Implement new initiatives to improve business performance. We will strive to increase non-life insurance net sales at the same time as expanding life insurance.



Number of sales employees and hires

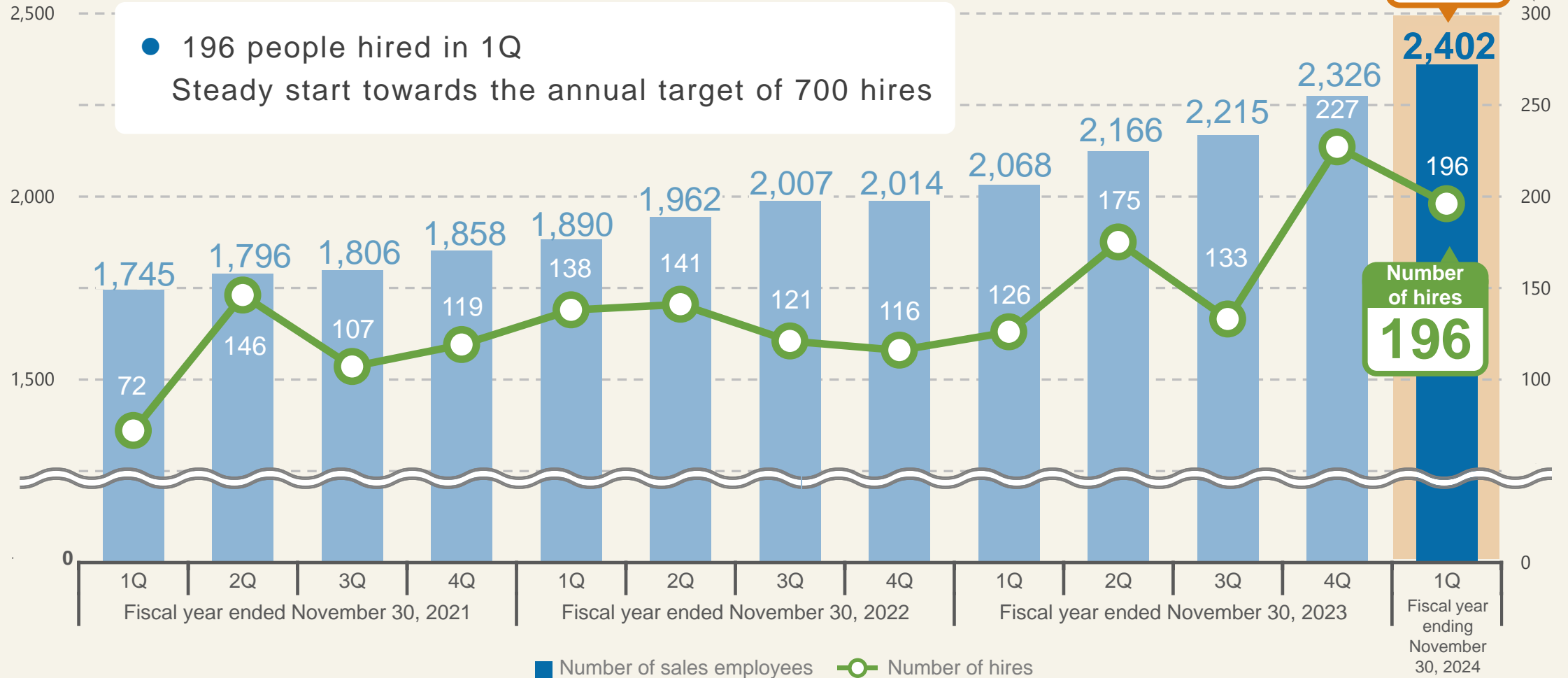


Number of sales employees and hires

Number of sales employees
(Unit: Persons)

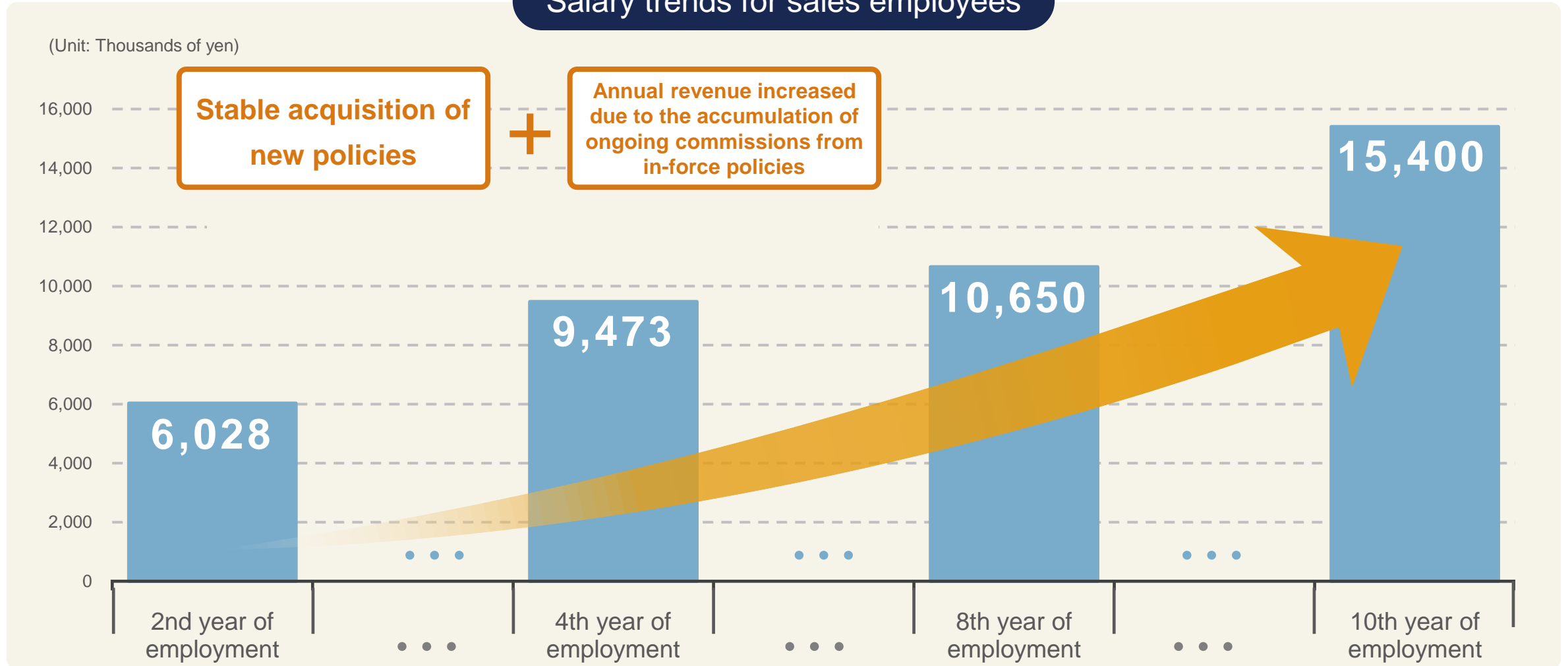
Number of hires
(Unit: Persons)

● 196 people hired in 1Q
Steady start towards the annual target of 700 hires



High equalization of sales employees

Salary trends for sales employees



※ Annual income of sales employees is based on our actual results calculated from payment records. (As of January 1, 2024)

※ High equalization means raising the level of knowledge and skills of all sales employees and setting a high standard.

Number of offices

Targeting a more detailed customer follow-up system and sales network expansion with the increase in sales employees.

Nationwide
152
offices

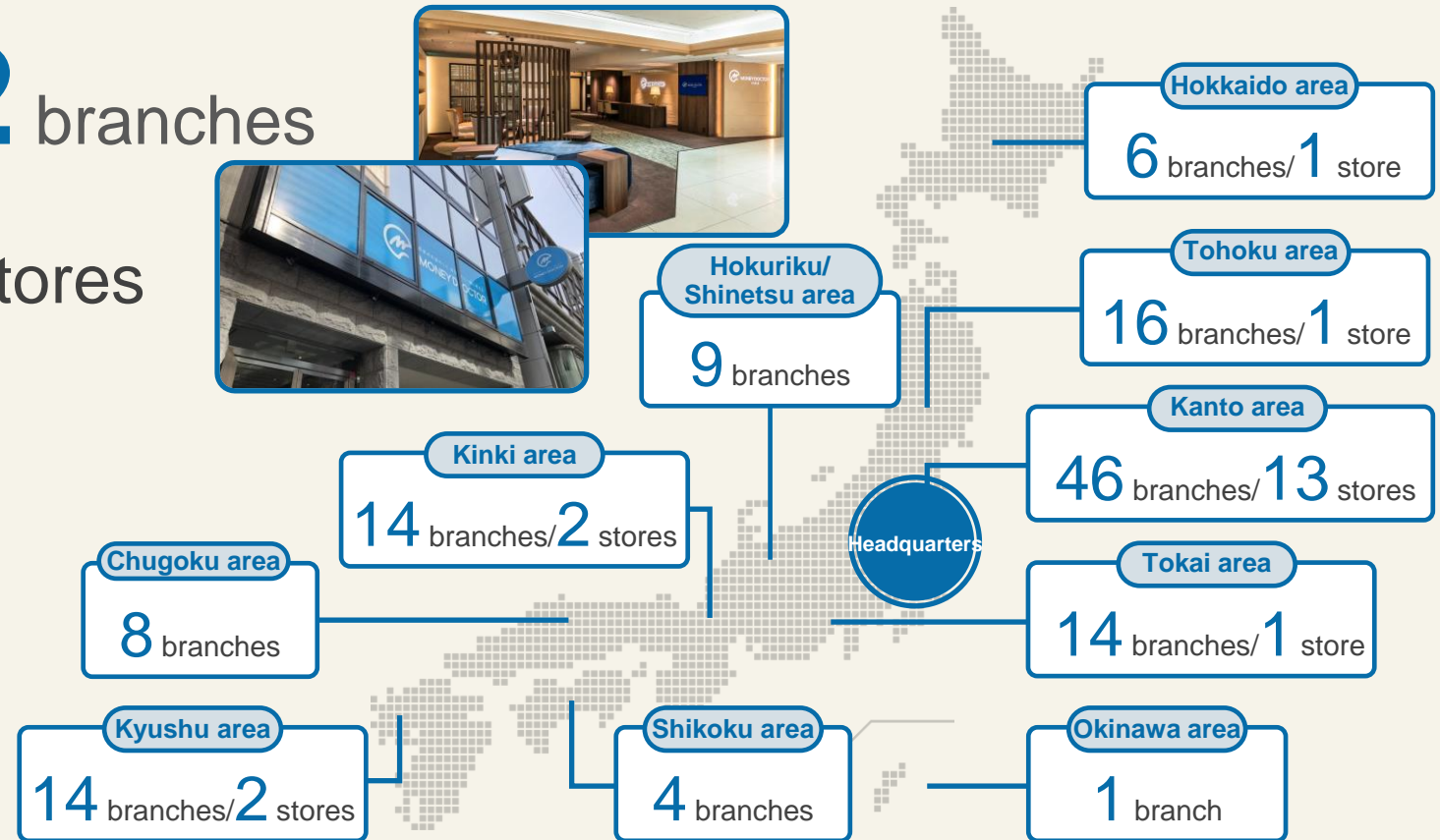
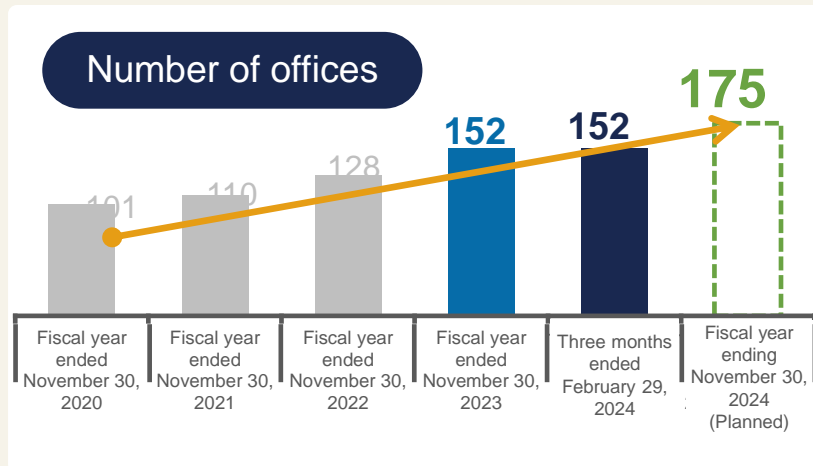


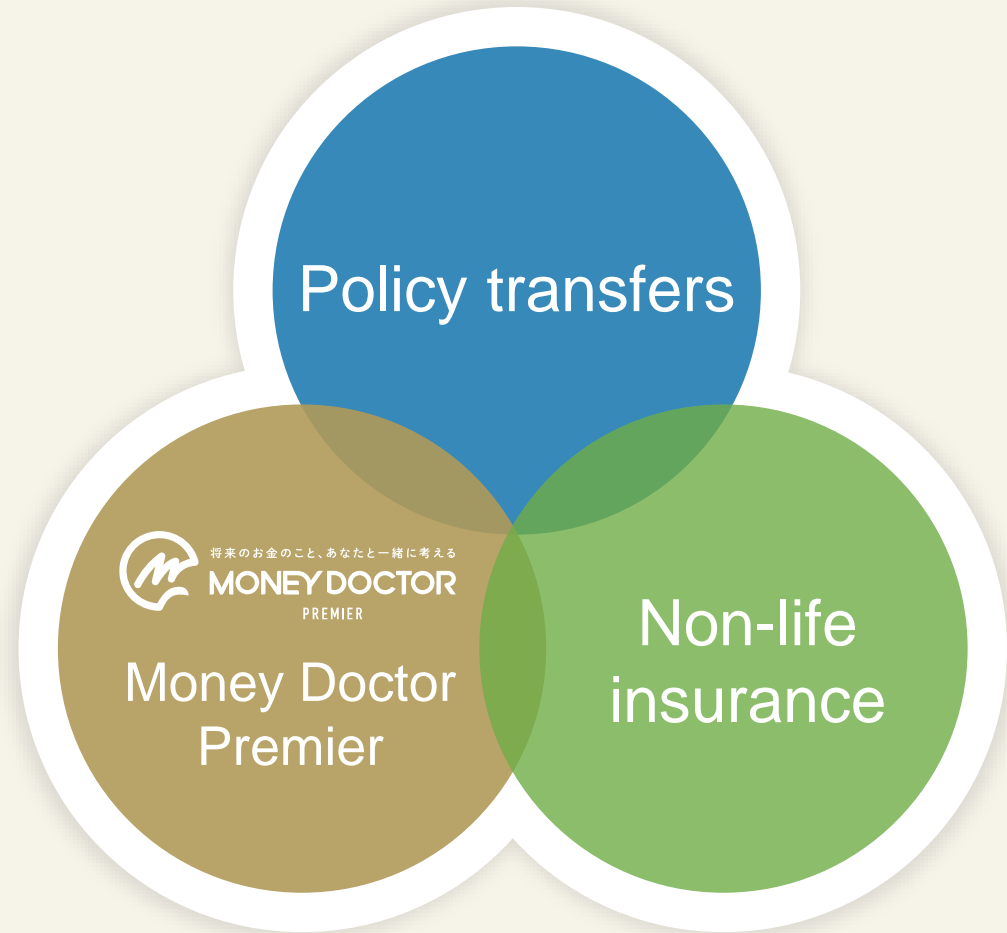
132 branches



20 stores

※ As of February 29, 2024





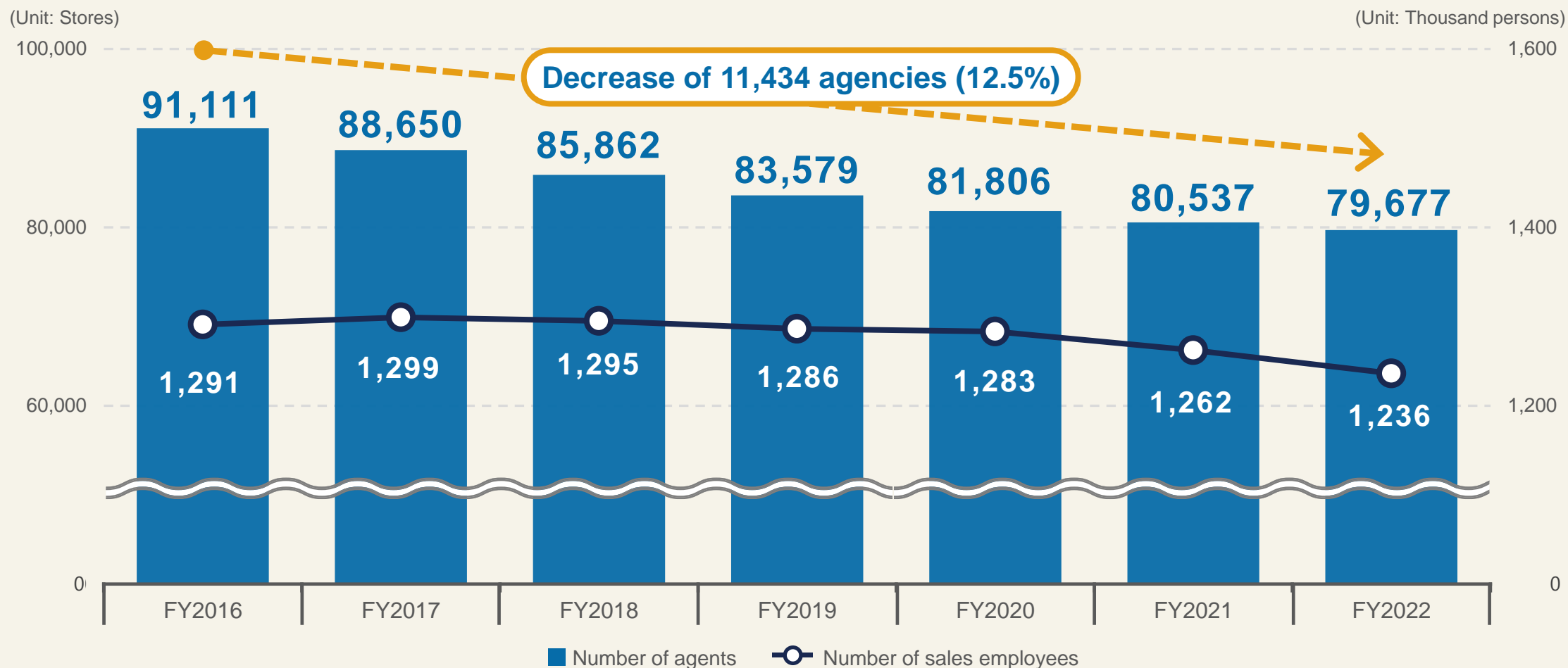
We will significantly further develop three pillars that will support future growth.

Priority initiatives for the fiscal year ending November 30, 2024



(1) Expansion of policy transfer business

Trends in the number of agencies and sales employees in the life insurance industry



※ Data source: The Life Insurance Association of Japan, "Trends in Life Insurance" 2016, 2019, 2022 (fiscal years of The Life Insurance Association of Japan run from April to the following March.)

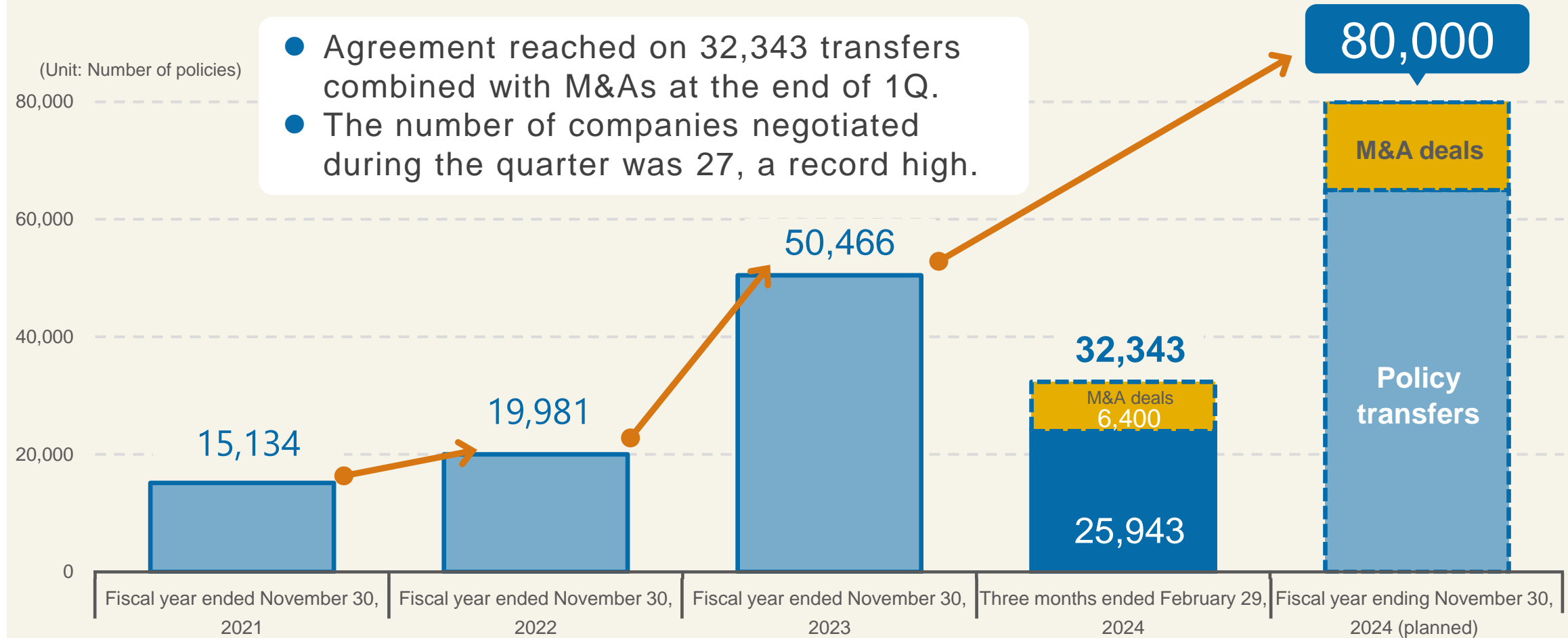
※ Number of sales employees: This is the total of the number of life insurance company sales employees, the number of agencies, and the number of agency employees.

Priority initiatives for the fiscal year ending November 30, 2024



(1) Expansion of policy transfer business

Number of policy transfers agreed to



(1) Expansion of policy transfer business

Impact from policy transfers



Number of
policy
transfers
agreed to



Fiscal year
ended
November 30,
2023

50,466

- 1 Acquiring new customers
- 2 Obtaining ongoing commissions from transferred policies
- 3 Obtaining additional policies from transferred customers

**Same profit margin as customers
attracted on our own**

After transfer completion, new policy
acquisitions began within an average of
three months.

Priority initiatives for the fiscal year ending November 30, 2024

(2) Expansion of Money Doctor Premier business



将来のお金のこと、あなたと一緒に考える

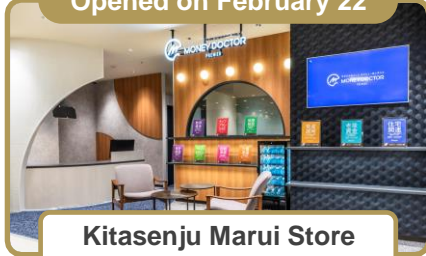
MONEY DOCTOR

PREMIER

Provide free consultations on all money-related issues, including life planning, advice on asset formation, and money for end of life such as retirement funds and inheritance.

Newly opened stores in the fiscal year ending November 30, 2024

Opened on February 22



Kitasenju Marui Store
[Tokyo]

Opened on March 1



LaLa terrace HARUMI FLAG Store
[Tokyo]

Opened on March 8



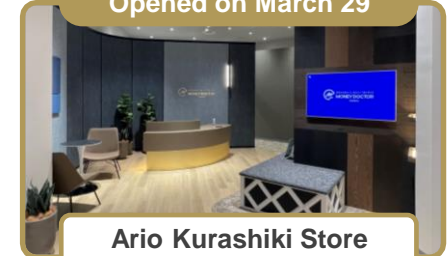
Dai Nagoya Building Store
[Aichi]

Opened on March 21



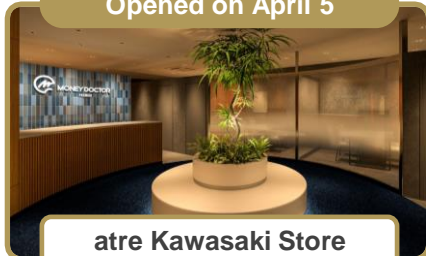
Shibuya Sakura Stage Store
[Tokyo]

Opened on March 29



Ario Kurashiki Store
[Okayama]

Opened on April 5



atre Kawasaki Store
[Kanagawa]

Opened on April 12



Tokyu Department Store Tama-Plaza Store
[Kanagawa]

Scheduled to open on April 26



Aeon Mall Sakai Kitahanada Store
[Osaka]

Scheduled to open on April 26



Aeon Mall Odaka Store
[Aichi]

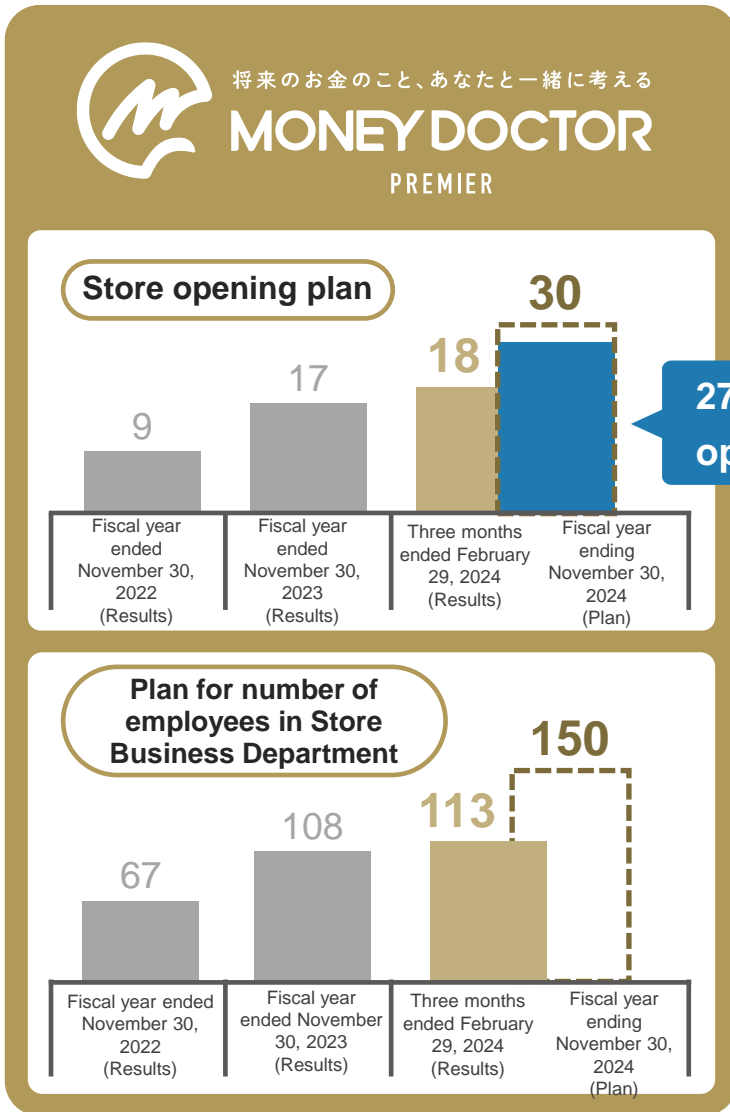
Scheduled to open on April 26



Aeon Mall Nagoya Dome Mae Store
[Aichi]

Priority initiatives for the fiscal year ending November 30, 2024

(2) Expansion of Money Doctor Premier business

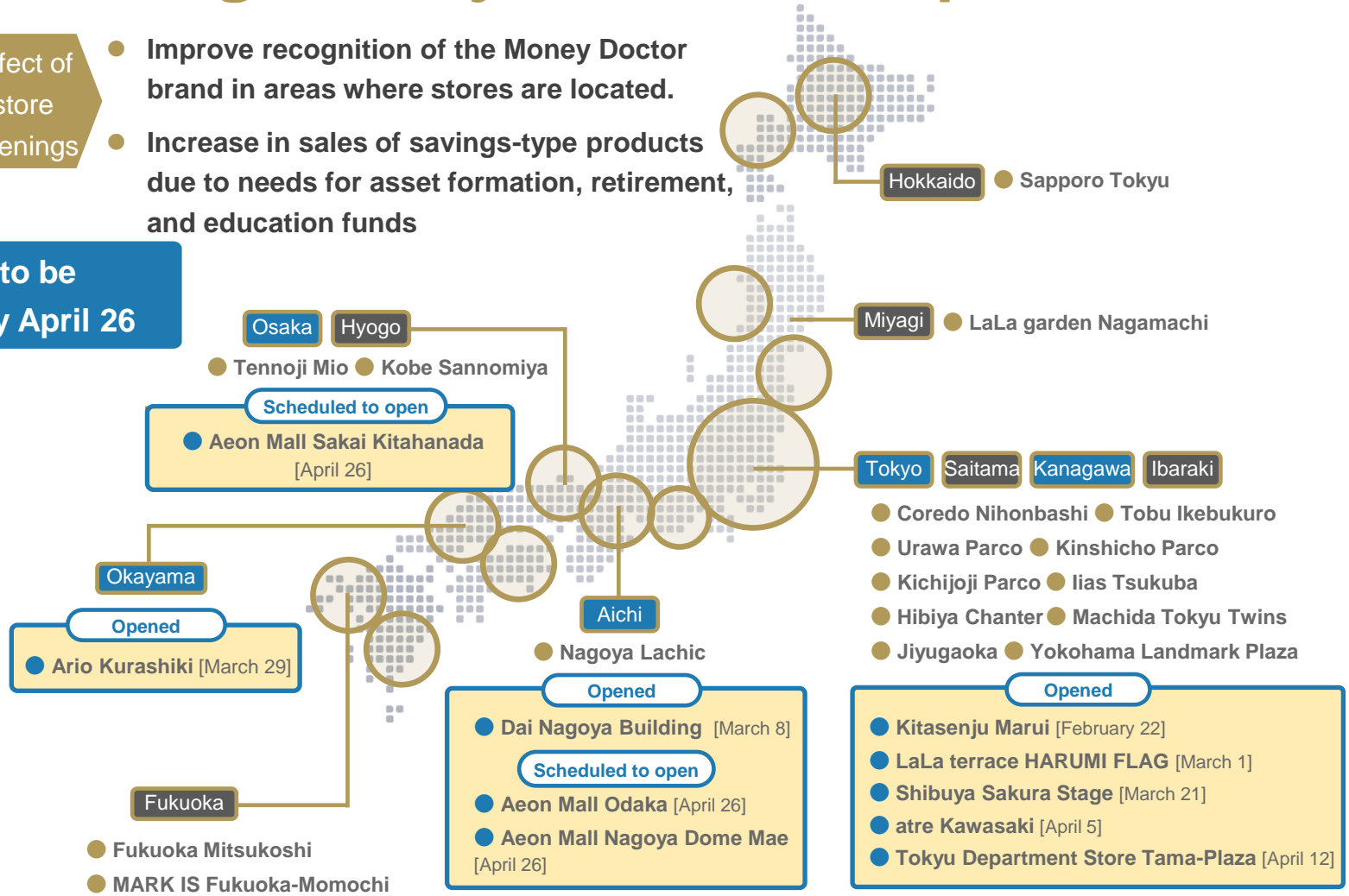


Covering all major areas in Japan

Effect of store openings

- Improve recognition of the Money Doctor brand in areas where stores are located.
- Increase in sales of savings-type products due to needs for asset formation, retirement, and education funds

27 stores to be opened by April 26



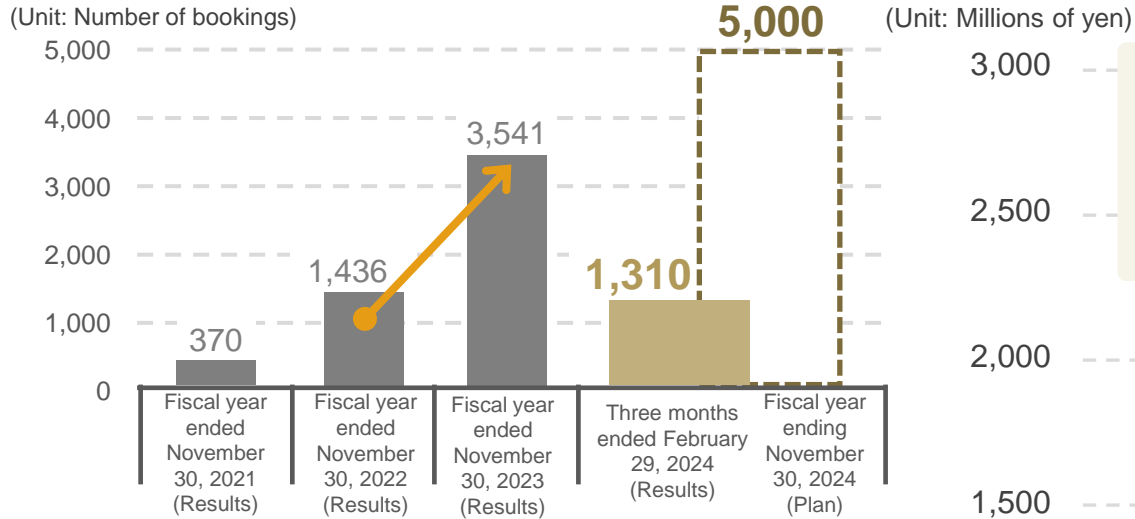
※ Figures for store opening plans and plans for number of employees in Store Business Department are cumulative totals as of the end of each fiscal year.

Priority initiatives for the fiscal year ending November 30, 2024

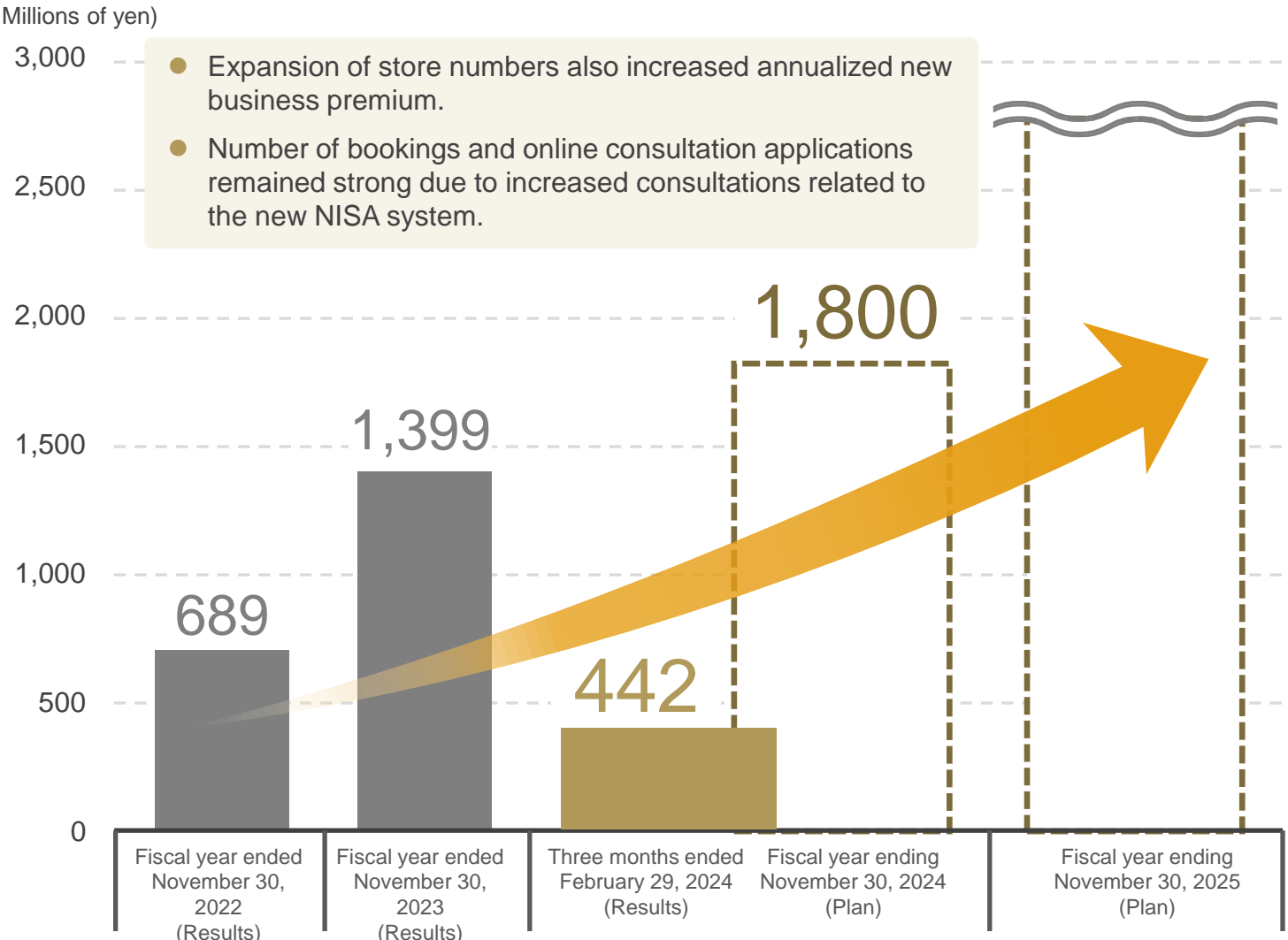
(2) Expansion of Money Doctor Premier business



Number of bookings for store visits

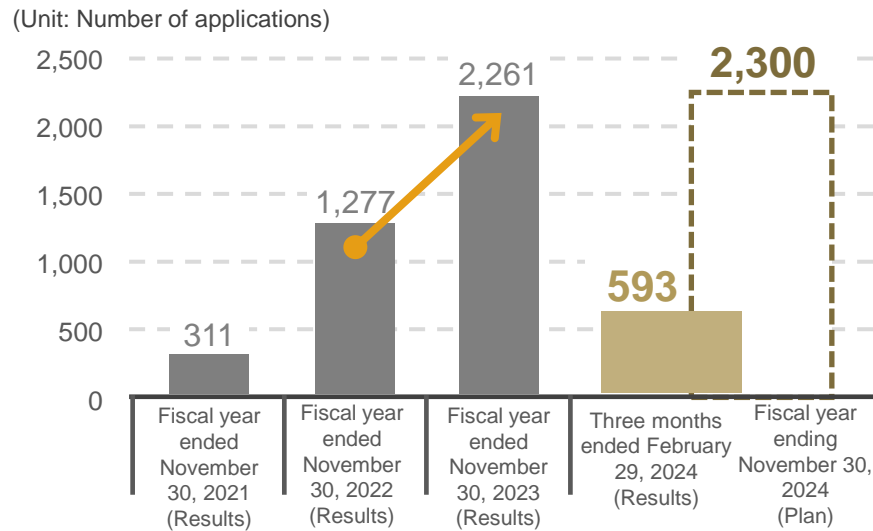


Annualized new business premium [ANP based]



- Expansion of store numbers also increased annualized new business premium.
- Number of bookings and online consultation applications remained strong due to increased consultations related to the new NISA system.

Number of online consultation applications



※ ANP: An indicator that refers to the annualized amount of premiums for new policies Copyright © FP Partner Inc. All Rights Reserved.

Priority initiatives for the fiscal year ending November 30, 2024

(3) Improvement of non-life insurance business performance



Strengthen

Full-scale launch of financial planners specifically for non-life insurance

Increase in the number of financial planners specifically for non-life insurance

[As of November 30, 2023]

5



[As of February 29, 2024]

14

Started handling Nisshin Fire Insurance to increase policy transfers.

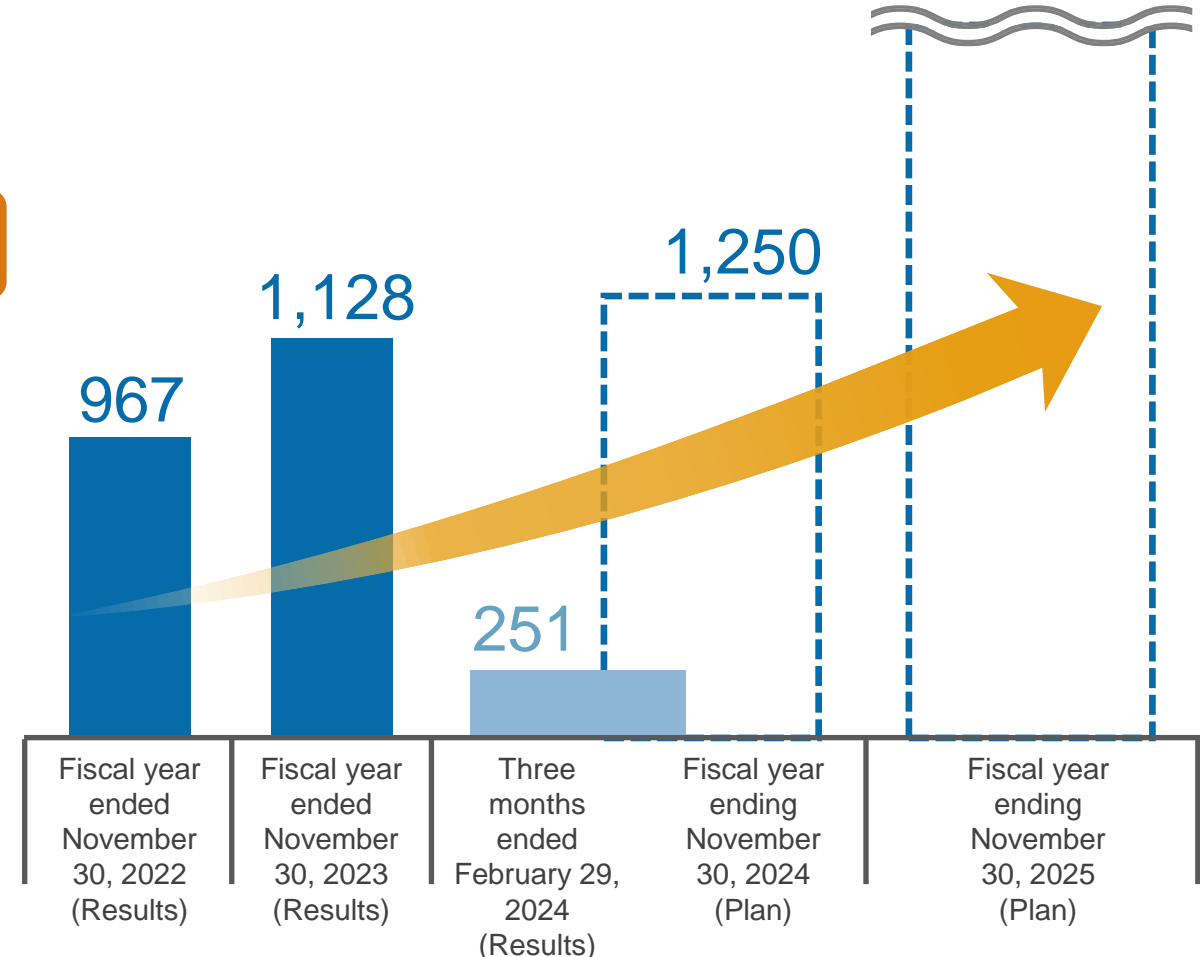
Implement

Implement various policies such as corporate deals and direct insurance

- In November 2023, acquired in-force policies and group market from a non-life insurance agency in Kitakyushu
- In January 2024, acquired Surprise Japan through an M&A with corporate market
- Started handling three additional non-life insurance companies to increase direct-type automobile insurance sales

Non-life insurance commissions

(Unit: Millions of yen)



We will continue with existing growth strategies and aim to further improve business performance.



- Posting of roll playing data from top performers and MDRT members on a portal site
- Creation of a cash flow chart using the Company's financial planning tool, Money Karte



- Improve customer satisfaction by estimating customer buying patterns and preferences and providing services needed at each age.
- Reach out to existing customers by creating resale opportunities through customer follow-up.



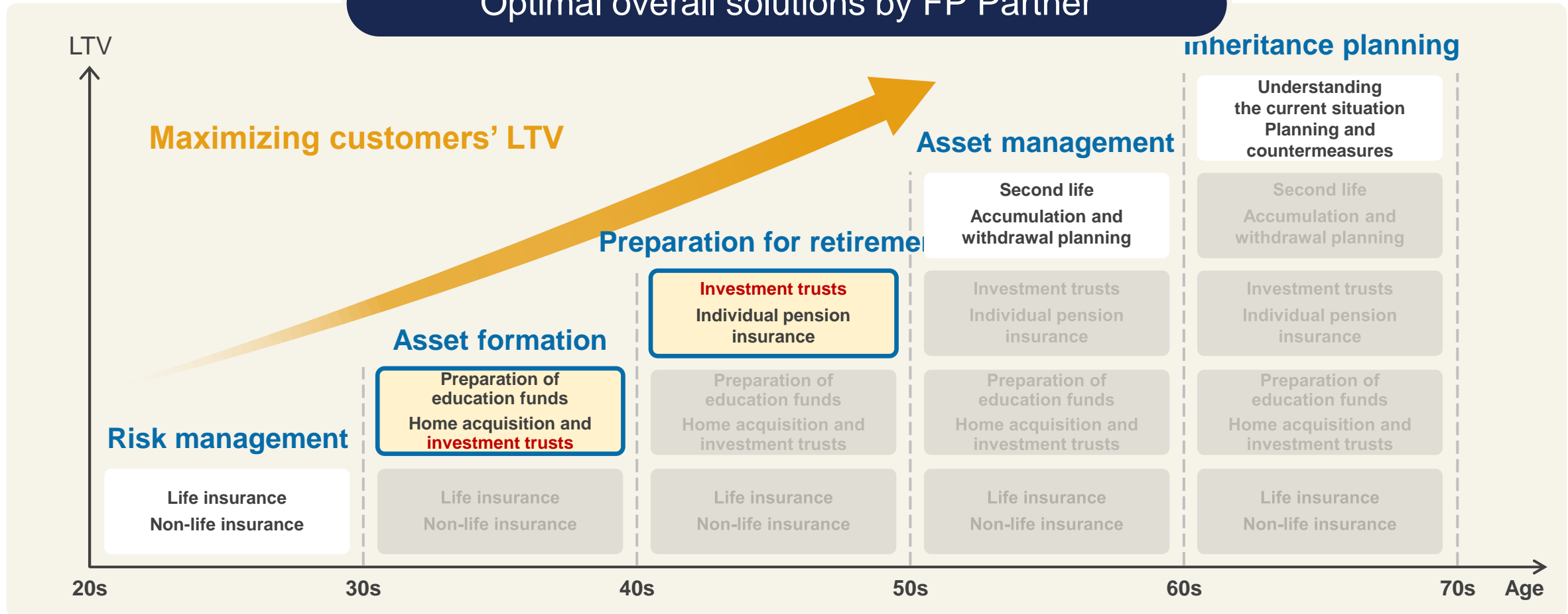
- Request financial planning consultation and policy detail consultation from a representative with one tap
- Provides information tailored to the customer's situation, such as renewal of insurance policy
- Representatives can view documents taken by customers with their smartphones on their customer management screens (*Automatically deleted after 90 days)

Expansion of business domain - Maximization of LTV



Started handling financial products besides insurance through IFAs

Optimal overall solutions by FP Partner



※ LTV (lifetime value) is a calculation of how much profit can be generated from transactions between a company and a customer during the period from the beginning to the end of the transaction (customer lifecycle).

※ IFA: independent financial advisor, a type of financial advisor.

IFA business overview [As of February 29, 2024]

We aim to further expand our IFA sales network and provide services nationwide.

[Securities accounts]



3,155
accounts

[Balance of assets
under custody]



12,697
million yen

[IFA offices]



55
offices

[Number of registered
sales representatives]



716
people

*Including annexes to branches and stores

Growth of highly profitable businesses (besides insurance sales) that contribute to a higher operating profit margin

Advertising business

Ordered advertisements are displayed on the Money Doctor website 24 hours a day, and at Money Doctor Premier stores on sign boards installed in the storefronts. This appeals to a wide range of visitors to the stores and users of commercial facilities.

Examples
of sign
board
usage



New and renewal contracts from one company each, totaling approximately 150 million yen in orders
Contracts with six companies total, an increase of one company from the end of the previous fiscal year

Financial literacy education business

Through programs and training, we follow each individual's learning so that they can consider their future plans and ideal lifestyles, and choose financial instruments accordingly.



*"Manesuku" is an abbreviation for Money School, and is pending trademark registration.

Service provision in educational and medical institutions began in April 2024.

Pop-up events held in various locations. Provided financial planning consultations to more customers.



将来のお金のこと、あなたと一緒に考える

MONEY DOCTOR

PREMIER

- Supporting resolution of concerns related to the new NISA system
- Responding to concerns of customers such as “I’m interested, but I don’t know where to start.”



Mobile consultations from existing stores



Event held at Lucua 1100 (Osaka)

Events held

[November 2023]	3rd to 5th: Lucua 1100 (Osaka)
[January 2024]	17th to 23rd: Lachic Fukuoka Tenjin (Fukuoka)
[February 2024]	2nd to 3rd: Hankyu Nishinomiya Gardens (Hyogo)
	12th to 14th: Tennoji Mio (Osaka)
	13th to 14th: Lucua 1100 (Osaka)

[Topics] Added four insurance companies handled to improve performance of non-life insurance

Supporting policy transfers

Added non-life insurance companies capable of handling policy transfer



Direct non-life insurance business

Expanded handling of direct-type automobile insurance companies



03

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Shareholder returns and dividend policy for the fiscal year ending November 30, 2024

Proactive shareholder returns [Shareholder benefits]



Shareholder benefits

Conducted twice a year: interim and year-end.

Each time, shareholders will receive a QUO Card worth 3,000 yen.

Shareholder benefits program

Interim

May 31

Record date

Year-end

November 30

Shareholders holding one unit (100 shares) or more of the Company's stock will receive a QUO Card (worth 3,000 yen).

Details of shareholder benefits program

Shareholders holding one unit (100 shares) or more of the Company's stock will receive a QUO Card (worth 3,000 yen).

To be sent out during August every year

Timing of presentation

To be sent out during the following February every year

We are pleased to present this gift to our shareholders as a token of our appreciation for their ongoing support (QUO card worth 3,000 yen) during the year and at the year-end.



Proactive shareholder returns [Start of interim dividends and revised dividend forecast for the fiscal year ending November 30, 2024]



- Commencement of interim dividends with a record date of May 31 every year, starting this fiscal year
- As the Company's performance is on track to achieve its full-year forecast at the First Quarter, the dividend for the fiscal year ending November 30, 2024 was revised to **a total of 92 yen per share.**

Basic dividend policy

Dividend payout ratio

45% as a target

[Commemorative] 15 yen per share + [Year-end] 75 yen per share

Total 90 yen per share

Commemorative dividend
15 yen per share

Year-end dividend
75 yen per share

+17 yen
(+22.7%)

[Interim] 45 yen per share + [Year-end] 47 yen per share

Total 92 yen per share

Interim dividend
45 yen per share

Year-end dividend
47 yen per share

Fiscal year ended November 30, 2023 (results)

Fiscal year ending November 30, 2024 (forecast and revised)

04



Business plan

Business plan values [Fiscal year ending November 30, 2024 (15th period) to fiscal year ending November 30, 2026 (17th period)] [no change]

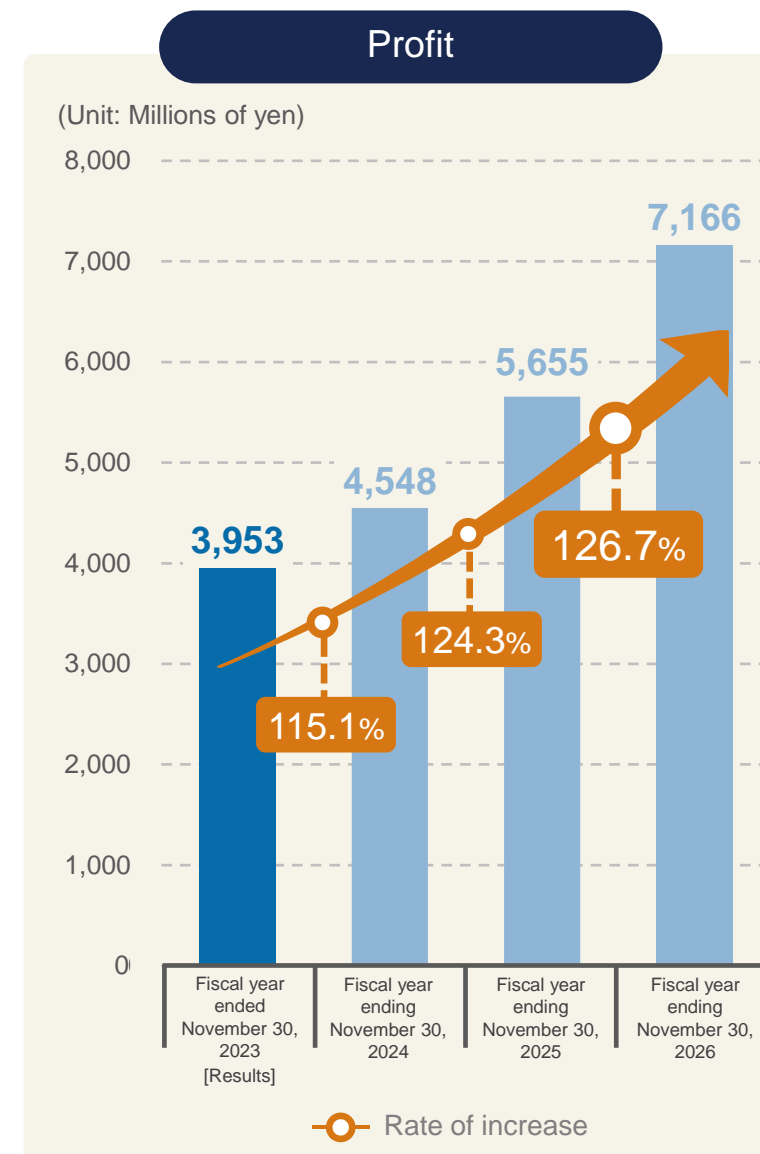
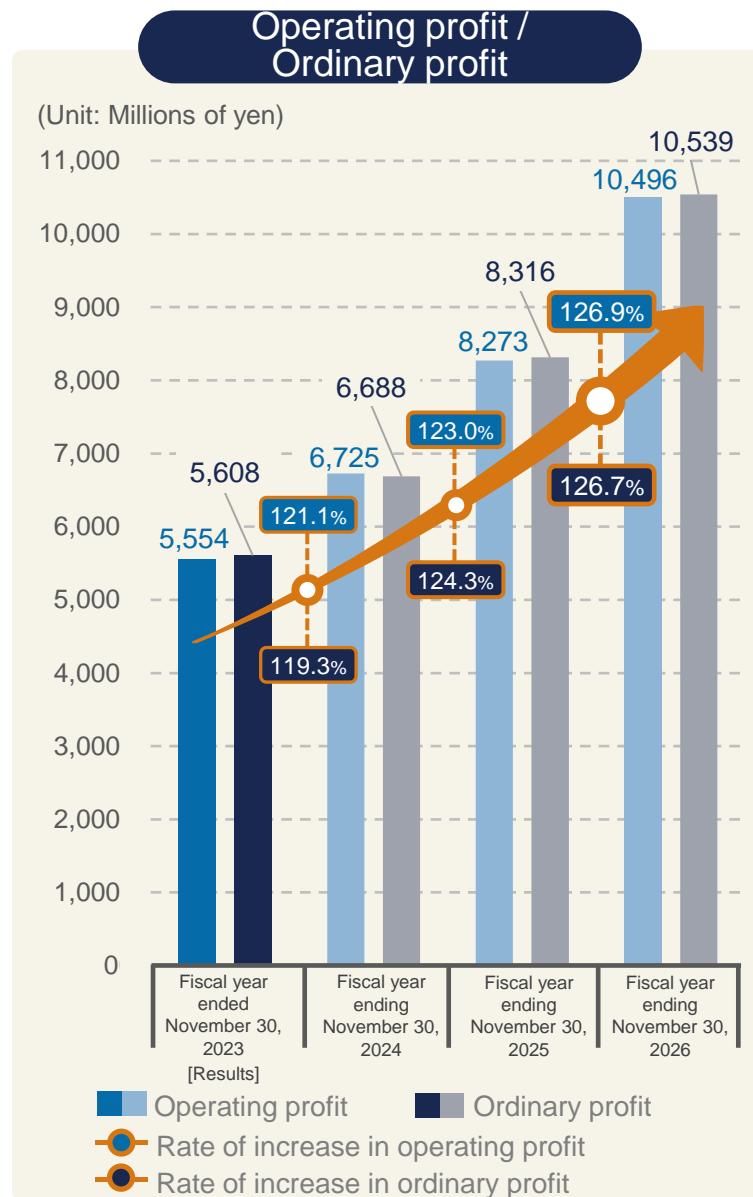
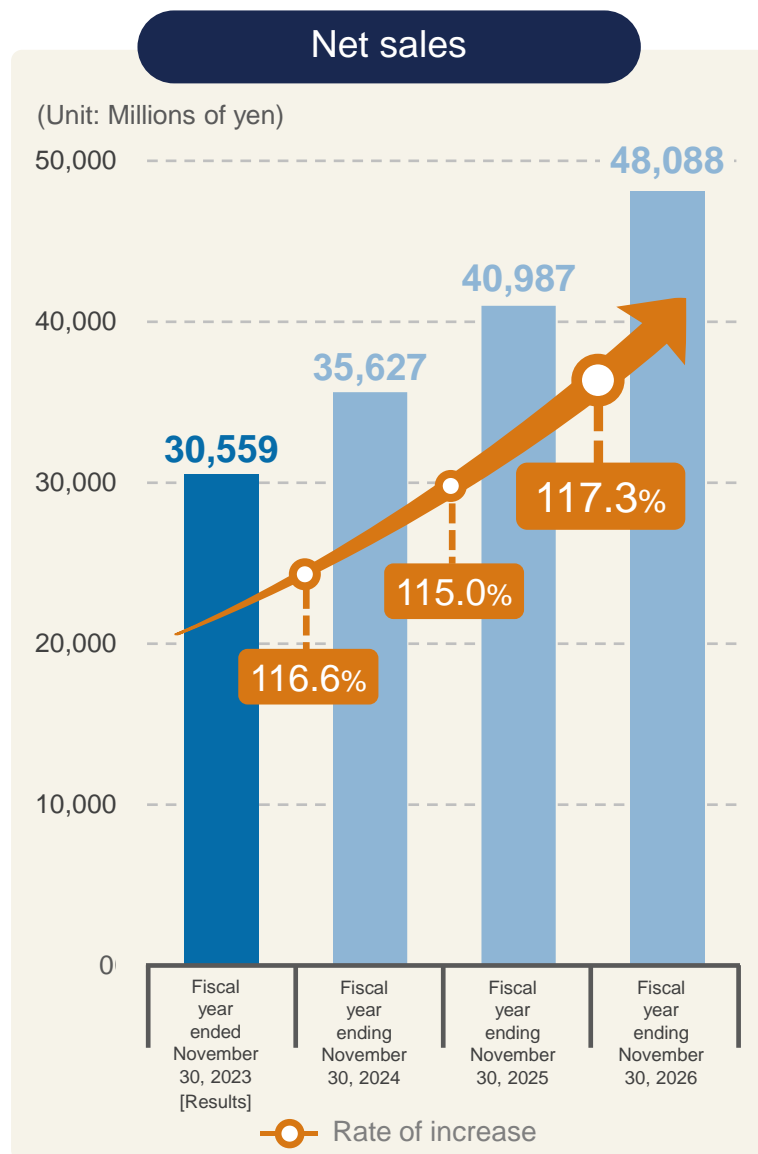


Created a new three-year business plan using the rolling method.
We will strive to expand net sales by increasing personnel, increasing the number of customer acquisitions, and expanding policy transfers.

(Unit: Millions of yen)

	Results	Business plan values [Rolling, fiscal year ending November 30, 2024]		
	Fiscal year ended November 30, 2023 [14th period]	Fiscal year ending November 30, 2024 [15th period]	Fiscal year ending November 30, 2025 [16th period]	Fiscal year ending November 30, 2026 [17th period]
Net sales	30,559	35,627	40,987	48,088
Gross profit	11,654	13,636	15,959	19,219
Operating profit	5,554	6,725	8,273	10,496
Profit	3,953	4,548	5,655	7,166

Business plan values [Fiscal year ending November 30, 2024 (15th period) to fiscal year ending November 30, 2026 (17th period)] [no change]



※ Percentages in the graphs are year-on-year changes.

Business plan values [Fiscal year ending November 30, 2024 (15th period) to fiscal year ending November 30, 2026 (17th period)]



Sales employee hiring target

700

(Fiscal year ending November 30, 2024)

Business expansion measures

Organic growth

+

Expanding business domains

to add to growth

②

Policy transfers/M&A

- Increasing number of existing customers and new prospective customers
- Expanding business domains through M&A

①

Hiring and education of sales employees

- Enhancing recruitment capability
- Encouraging high equalization

③

Expanding prospective insurance consultation customers

- Improving profit margin through expansion of customers attracted on our own
- Streamlining customer attraction from partner companies

④

Customer follow-up system

- Establishing CDP customer follow-up system
- Strengthening functions of Money Doctor LINE

⑤

Response to the Corporate Governance Code

- Strengthening corporate governance
- Shareholder returns and constructive dialogue with shareholders and investors

For future growth



Performance in line with plan at the beginning of the fiscal year

- Steady acquisition of new policies
- Record-high life insurance commission income

+

- [Steady hiring of sales employees] **196 people**

- [Number of policy transfers and M&A agreements] **32,343 cases**

- [Record-high number of prospective policy customers] **40,127 people**

We are confident that full-year results are expected to be in line with forecasts.

Revised dividend forecast upward and added to year-end dividend.

05

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Data

Balance sheet for the fiscal year ending November 30, 2024



(Unit: Millions of yen)

	As of November 30, 2023	As of February 29, 2024	Change	Change from the end of the previous year (%)
Current assets	14,311	10,402	-3,908	-27.3%
Cash and deposits	11,960	7,913	-4,046	-33.8%
Non-current assets	4,839	5,643	+803	+16.6%
Total assets	19,150	16,045	-3,104	-16.2%
Current liabilities	5,666	4,700	-966	-17.1%
Non-current liabilities	836	836	0	-0.1%
Net assets	12,647	10,509	-2,138	-16.9%
Liabilities and net assets	19,150	16,045	-3,104	-16.2%
(Equity ratio)	[66.0%]	[65.5%]	[-0.5pt]	

Key KPIs [quarterly cumulative period]



Item	FY22/11				FY23/11				FY24/11	QonQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Number of increase/decrease
Number of policies in force	1,023,413	1,076,346	1,131,058	1,189,907	1,240,784	1,323,282	1,387,844	1,457,018	1,517,857	+60,839
Of which, new policies	47,618	100,551	154,435	212,006	50,760	108,388	165,659	226,878	57,573	—*
Number of existing customers (people)	442,621	462,203	482,884	504,959	524,597	546,868	568,988	591,648	613,000	+21,352
Of which, new customers (people)	27,987	59,381	91,054	125,080	30,244	64,706	99,514	136,464	35,103	—*
Number of prospective policy customers	32,053	65,827	101,761	139,995	36,422	72,880	110,612	150,130	40,127	—*
Number of partner companies	93	100	105	100	100	100	96	92	86	(6)

Item	FY22/11				FY23/11				FY24/11	QonQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Number of increase/decrease
Number of new life insurance policies	41,727	87,277	134,823	185,911	45,185	94,806	144,226	197,263	49,787	—*
Number of new non-life insurance policies	5,891	13,274	19,612	26,095	5,575	13,582	21,433	29,615	7,786	—*

※ Not shown because it is not possible to compare with 4Q of FY23/11.

Key KPIs [quarterly cumulative period]



Item	FY22/11				FY23/11				FY24/11	QonQ
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Number of increase/decrease
Number of sales employees (people)	1,890	1,962	2,007	2,014	2,068	2,166	2,215	2,326	2,402	+76
Number of offices (locations)	111	119	124	128	132	137	145	152	152	±0
Of which, Money Doctor Premier stores	1	3	5	9	10	13	14	17	18	+1
Of which, IFA offices attached to branches and stores (locations)	1	4	4	4	5	17	23	47	54	+7

Key KPIs (new policies and new customers) [quarterly cumulative period]



Item	FY22/11				FY23/11				FY24/11	QonQ	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	Number of increase/decrease	Percentage change
Number of new policies	47,618	52,933	53,884	57,571	50,760	57,628	57,271	61,219	57,573	-3,646	-6.0%
Number of net new policies	33,694	37,557	39,845	41,665	34,579	38,411	37,964	39,966	37,538	-2,428	-6.1%
Number of additional new policies	13,924	15,376	14,039	15,906	16,181	19,217	19,307	21,253	20,035	-1,218	-5.7%
New customers (people)	27,987	31,394	31,673	34,026	30,244	34,462	34,808	36,950	35,103	-1,847	-5.0%
Number of net new customers	17,546	19,826	20,882	21,856	18,891	21,084	21,043	22,013	20,851	-1,162	-5.3%
Number of additional policy customers	10,441	11,568	10,791	12,170	11,353	13,378	13,765	14,937	14,252	-685	-4.6%

※ The number of net new policies refers to the number of new policies from customers who have no existing policies with the Company. The number of additional new policies refers to the number of additional policies from customers who have existing policies with the Company.

※ The number of net new customers refers to the number of customers with net new policies. The number of additional policy customers refers to the number of customers with additional new policies, and is included in the number of existing customers (existing policyholders).

06

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Appendix

Business concept

We always stand by the customer's side and work with them to create a lifetime money plan together.

Our future ideal vision is to **improve the financial literacy of everyone in Japan.**

We will play a role in helping people achieving financial wealth and peace of mind, and helping people choose financial products that make them affluent.



株式会社FPパートナー

Consult with a long-term perspective on the future.

In addition to life insurance and non-life insurance, we offer consultations on all aspects of financial planning related to money.



Company profile



Company name	FP Partner Inc.
Established	December 2009
Representative	Representative Director and President Tsutomu Kuroki
Nature of business	Insurance agency
Address	1-5-3, Koraku, Bunkyo-ku, Tokyo 112-0004
Number of employees	2,657 (as of February 29, 2024, excluding part-time employees)
Number of offices	152 offices (as of February 29, 2024)

Officers

Representative Director and President	Tsutomu Kuroki	Director and General Manager of New Business Development Department	Takashi Kuwabara	Outside Director	Yoshihiro Isaka	Audit & Supervisory Board Member	Yoshitaka Ota
Senior Managing Director and General Manager of Corporate Planning Department	Katsuyuki Tanaka	Director and General Manager of Risk Management Department	Takumi Saito	Outside Director	Nobuyasu Ogata	Outside Audit & Supervisory Board Member	Atsuo Kurosu
Director	Kenji Adachi	Director and General Manager of Sales Headquarters	Yoshihiro Fujii	Outside Director	Masaki Suzuki	Outside Audit & Supervisory Board Member	Asami Kuwabara
				Outside Director	Makiko Nakagawa		



We sell life and non-life insurance to customers mainly in their 30s and 40s by attracting customers mainly from partner companies, and we sell investment trusts according to their life planning, and we provide free financial planning consultation services throughout Japan.

Development of prospective customers for insurance consultation



Customer development route

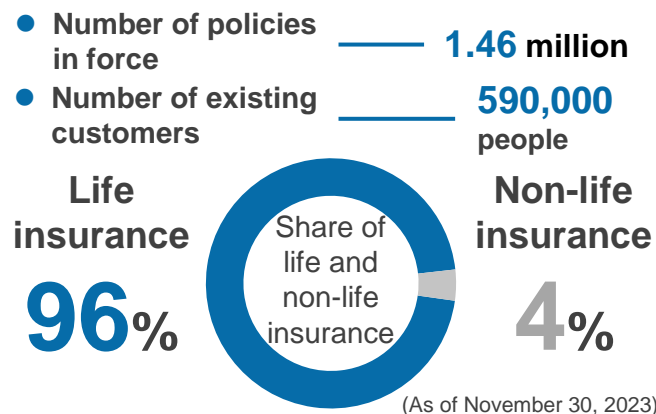
- 1 Corporate tie-ups**
 - Insurance agencies
 - Operating companies
- 2 In-house customer attraction**
 - TVCM
 - Web advertisement
 - Money Doctor Premier
 - Policy transfers
- 3 Self-development by sales employees**

Introductions from existing customers and customers of 1 and 2, etc.

Door-to-door sales-type FP consultation [insurance solicitation]



Current status of insurance sales



Nationwide service system

- The product we handle is a relationship of trust between the customer and the insurance representative.
- A relationship of trust means standing on the customer's side and being someone who is always there for the customer.

What is really required for customer service

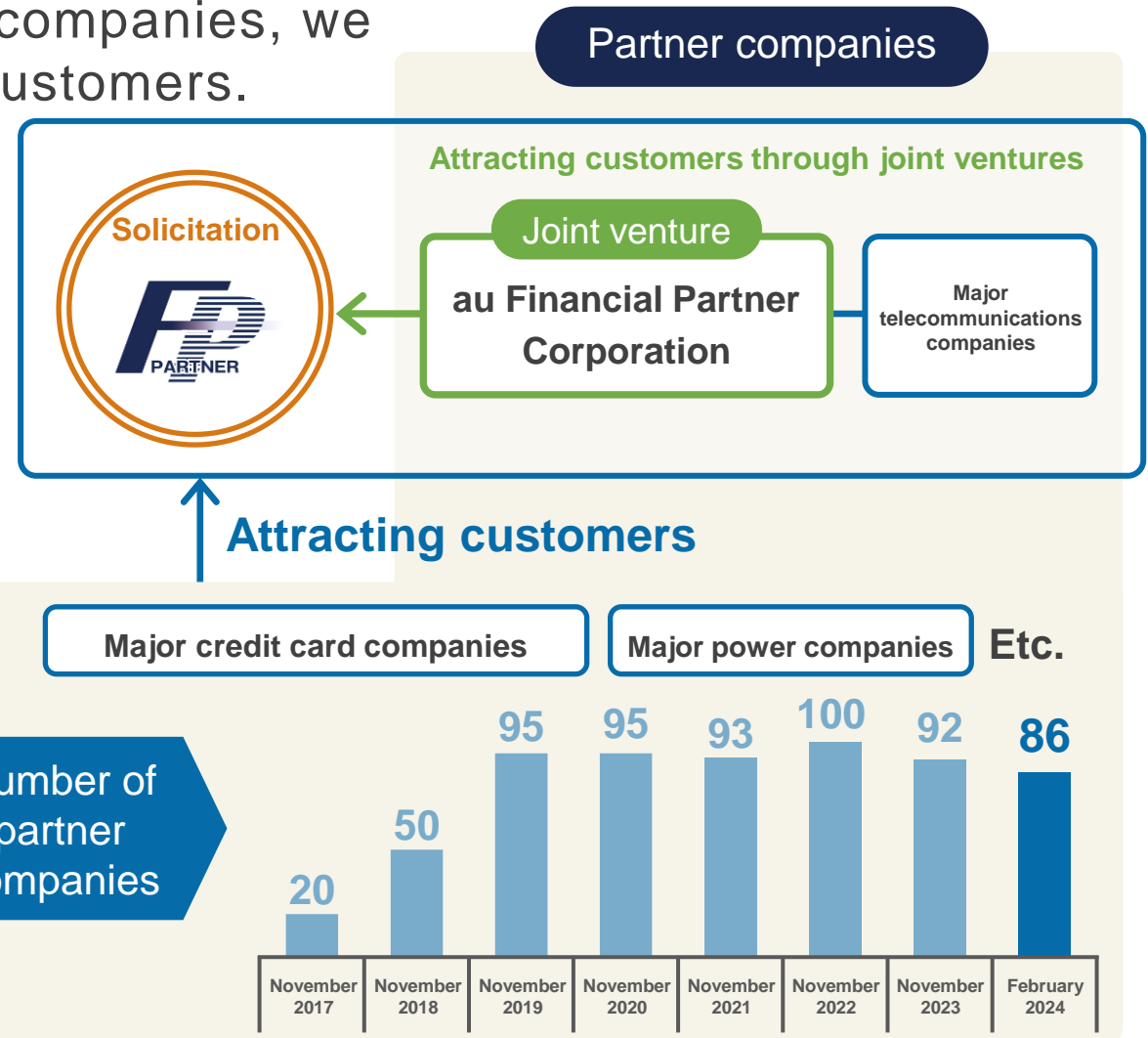
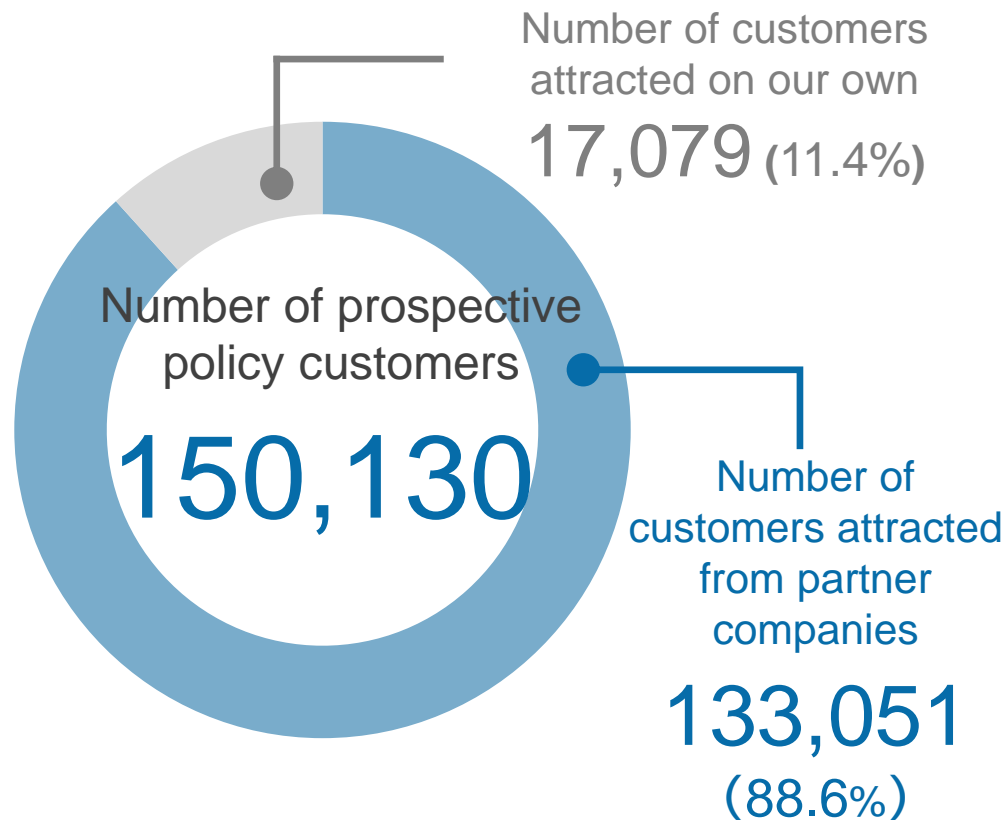
- **Framework** Nationwide local hiring, no transfers
- **System** Responding to customers' life changes in a timely manner
- **Service variations** Life and non-life insurance sales, mortgage counseling, inheritance planning, household budget counseling, asset formation (investment trusts)

Partner companies



By increasing the ratio of in-house customer attraction and streamlining customer attraction from partner companies, we will generate a steady stream of prospective customers.

Results for the fiscal year ended November 30, 2023

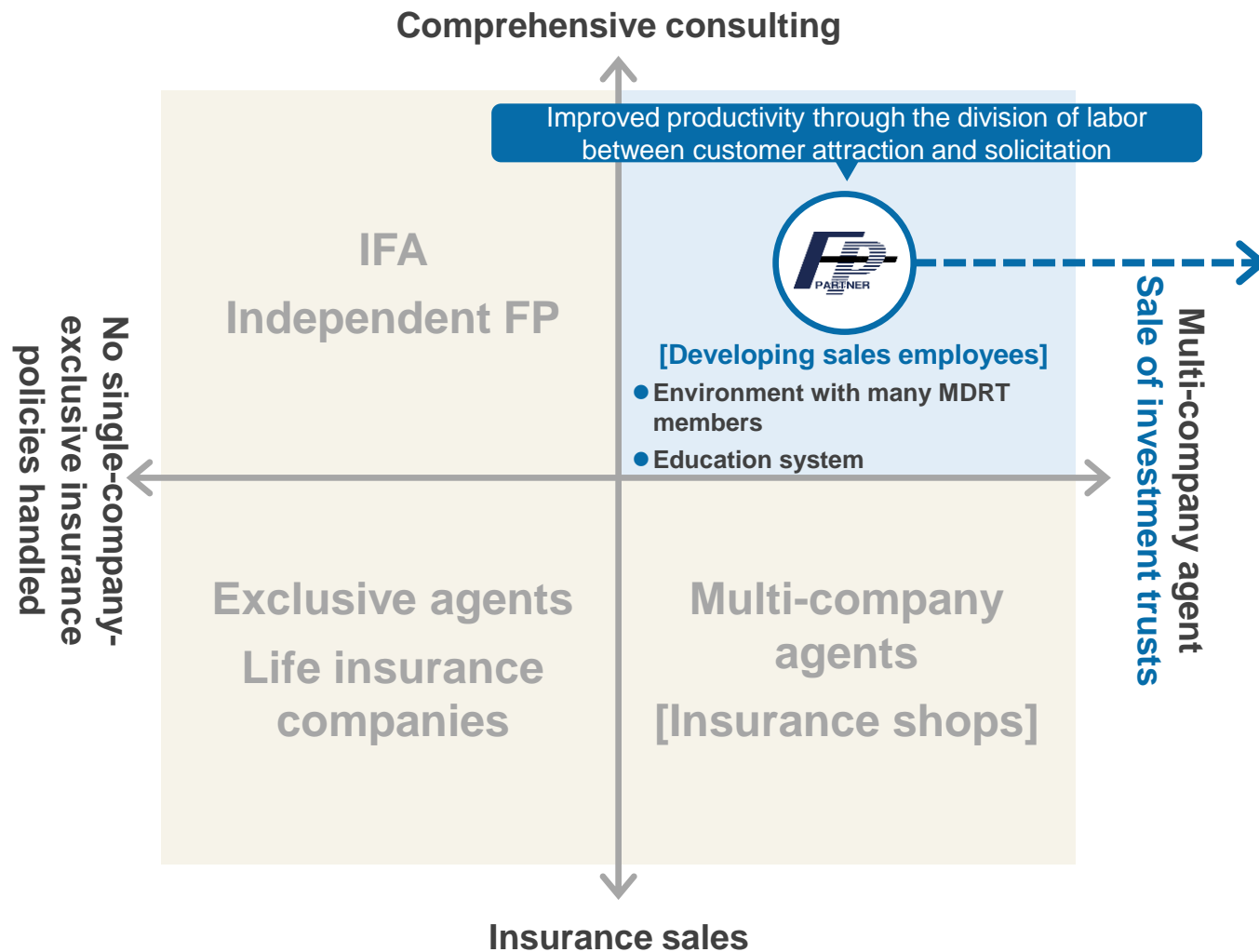


※ The number of partner companies is the figure as of the end of each month.

Our strengths and features



We not only sell insurance, but also provide comprehensive services to meet the needs of our customers.



We offer a wide range of services that go beyond insurance.

Asset formation and inheritance planning

- Utilization of investment trusts, foreign currency insurance, etc.
- Money trusts and testamentary trusts
- Preparation of funds for retirement

Household budget counseling, education funds, mortgage loans

- Leisure
- Car purchase
- Hobbies
- Buying, rebuilding, or selling a home
- Utilities and cell phone bills
- Preparation for children's education

Life insurance and non-life insurance

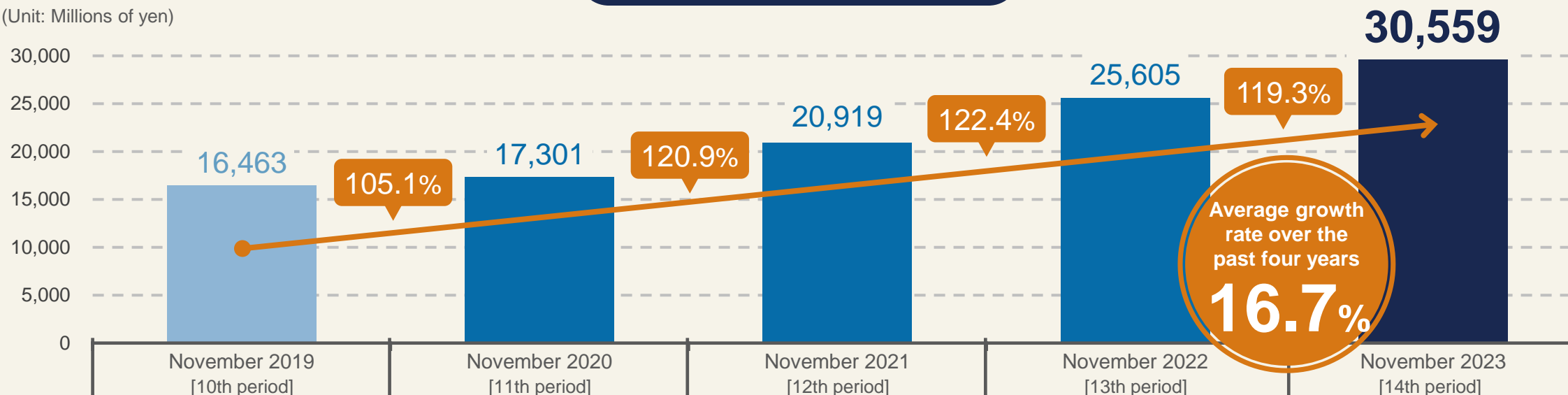
- Understanding of life cycle and lifestyle
- Regular maintenance
- Close communication through visits, communication, etc.

Net sales, operating profit, and profit [past five fiscal years]



Trends in net sales

(Unit: Millions of yen)



	Fiscal year ended November 30, 2019 [10th period]	Fiscal year ended November 30, 2020 [11th period]	Fiscal year ended November 30, 2021 [12th period]	Fiscal year ended November 30, 2022 [13th period]	Fiscal year ended November 30, 2023 [14th period]
Net sales	16,463	17,301	20,919	25,605	30,559
Operating profit (Operating profit margin)	1,202(7.3%)	688(4.0%)	1,735(8.3%)	3,824(14.9%)	5,554(18.2%)
Profit (Profit margin)	658(4.0%)	424(2.5%)	1,224(5.9%)	2,366(9.2%)	3,953(12.9%)

Business plan values [Fiscal year ending November 30, 2024 (15th period) to fiscal year ending November 30, 2026 (17th period)] [no change]



Background for new business plan creation

- 1 Revised plan due to favorable progress in areas such as sales employee staff hiring, policy transfers, and in-house customer acquisition.
- 2 Operating profit and profit revised upward due to improved profit structure.

(Unit: Millions of yen)

	Business plan values [Fiscal year ended November 30, 2023]		
	Fiscal year ended November 30, 2023	Fiscal year ending November 30, 2024	Fiscal year ending November 30, 2025
Net sales	29,397	34,625	41,015
Gross profit	10,299	12,129	14,469
Operating profit	4,413	5,302	6,384
Profit	2,749	3,301	3,971

	Results	Business plan values [Rolling, fiscal year ending November 30, 2024]		
	Fiscal year ended November 30, 2023	Fiscal year ending November 30, 2024	Fiscal year ending November 30, 2025	Fiscal year ending November 30, 2026
	30,559	35,627	40,987	48,088
	11,654	13,636	15,959	19,219
	Achieved ahead of schedule 5,554	6,725	8,273	10,496
	Achieved ahead of schedule 3,953	4,548	5,655	7,166

IR website

The FP Partner TIMES (online shareholder newsletter) includes the [Top Interview](#) message from Representative Director Kuroki. We provide extensive IR information.

<https://fpp.jp/ir/>



Quick Answer

We also provide answers to questions frequently asked by our shareholders and investors as appropriate. Quick answers to questions will be provided.

<https://fpp.jp/ir/quickanswer/>



IR email distribution

We automatically deliver timely disclosure materials, PR information, etc. in real time to people who have registered their email addresses.

This makes it possible to obtain information from the Company promptly.

<https://www.magicalir.net/7388/mail/>



Handling of this document



- The information contained in this document includes forward-looking statements such as earnings forecasts and business plans.
- Such information is based on information available to the Company at the present time and on certain assumptions that are judged to be reasonable and include risks and uncertainties. Please note that the Company does not guarantee their realization or future performance, and that actual results may differ from these forward-looking statements.
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- Management indicators that are considered important information, such as number of new sales employees hired, number of new policies, number of new customers, and status of prospective customers, will be disclosed periodically in the form of supplementary explanatory materials for the Company's financial statements and quarterly financial results.
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