FinTech Global Incorporated

The firm of innovative financing

Results for First Three Quarters of Fiscal 2023, ending September 30, 2023

August 2023

FinTech Global Incorporated
TSE Standard Market Stock Code: 8789

https://www.fgi.co.jp/en/

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Summary

Business succession solution services and private equity investments associated with these services expanded nationwide, driving up revenues and income.

Full-year performance forecast upwardly revised by 50% for profit attributable to owners of parent, as of July 13, largely reflecting favorable business status noted above and sale of shares in Rights and Brands Japan Co., Ltd. (RBJ).

At Sustained favorable demand for business succession solution services

- Sustained favorable demand for business succession solution services providing financial advice, asset management and other useful services to companies grappling with business succession issues.
- Activities to arrange new projects moved steadily ahead, including continued efforts in third quarter (from April to June) to obtain preferential negotiating rights.

Booked ¥700 million* in revenue and income, on private equity investment exits

• Sales contracts on investment funds bought into by third parties in second quarter were settled and recognized as revenue for FGI in third quarter. Other deals also reached investment exit stage, for aggregate ¥700 million* booked as revenue and operating income. (*Includes performance fees on asset management)

Balance of assets in custody jumped 48.7% year on year, to ¥83.5 billion

• Increase in assets entrusted by overseas institutional investors for investment into residence projects.

Moomin Monogatari determined to rebuild financial base, reorganize Moomin-related business

- Moomin Monogatari Ltd. erased excess liabilities and secured cash at the same time through a debt/equity swap on loan receivables of ¥500 million extended to the company by FGI and through a transfer of stock in Rights and Brands Japan Co., Ltd. (booking ¥671 million in gains from share transfer on non-consolidated basis).
- Relationship with financial institutions consolidated on review of loan repayment for Moomin Monogatari and special purpose company that owns Moominvalley Park real estate.

Consolidated Performance

(Millions of yen)

	Fiscal 2022 First Three Quarters	Fiscal 2023 First Three Quarters	YOY Change (Amount)	YOY Change (Percentage)
Revenues	6,749	6,911	+161	+2.4%
Gross profit	2,680	3,839	+1,158	+43.2%
Operating income	150	1,142	+992	+661.0%
Ordinary profit	114	1,084	+970	+851.1%
Profit attributable to owners of the parent	(140)	781	+922	_
EBITDA	575	1,492	+916	+159.1%

Note: EBITDA is calculated by returning depreciation costs and amortization of goodwill included in cost of revenue and selling, general and administrative expenses back to operating income.

Revenues

Solid increase in revenues, reflecting favorable demand for business succession solution services, complemented by exits on private equity investments associated with these services.

Aircraft asset management also showed revenue growth.

Revenues up even though RBJ, which handles Moomin licensing business, removed from scope of consolidation.

Gross profit

Significant increase, fueled by higher revenues, especially from high-margin business succession solution services.

Operating income

Selling, general and administrative expenses rose 6.5% year on year, parallelling expanded business activities. Nevertheless, every level of profit below operating income (loss) was significantly better, thanks to increase in gross profit.

Revisions to Consolidated Performance Forecast (Announced July 13, 2023)

(Millions of yen)

	Fiscal 2022 Initial forcast	Fiscal 2023 Revised forecast	YOY Change Amount	YOY Change Percentage	Fiscal 2022 Actual
Revenues	10,100	9,500	-600	- 5.9%	9,301
Operating income	1,400	1,400	_	_	587
Ordinary profit	1,400	1,400	_	_	540
Profit attributable to owners of the parent	1,000	1,500	+500	+50.0%	176

Revenues likely to come in below initial estimate, but situation should not affect operating income or ordinary profit, so no change to profit targets. Profit attributable to owners of the parent revised upward, owing to inflow of extraordinary income mainly from sale of shares in RBJ.

Revenues

Anticipated revenues above initial expectations on demand for business succession solution services, but progress on sale of small-lot real estate products as well as start to promoting real estate development projects has fallen behind anticipated schedule, which will likely cause revenues to come in below target.

Operating income
Ordinary profit

Despite lower than initially expected revenues, operating income and ordinary profit are on track with earlier estimates, thanks to favorable demand for high-margin business succession solution services, obviating the need to revise these line items.

Profit attributable to owners of the parent

Forecast for profit attributable to owners of the parent revised upward, reflecting ¥190 million in gain on negative goodwill from turning Trinity Japan co., ltd., into consolidated subsidiary and also reflecting planned fourth-quarter booking of ¥386 million in gain on sales of shares of subsidiaries and associates under extraordinary profit following sale of shares in RBJ.

Quarterly Changes in Consolidated Performance

(Millions of yen)

	Fiscal 2022					Fiscal 2023				YOY Q3	YOY Q3 YTD	
	Q1	Q2	Q3	First three quarters	Q4	Full year	Q1	Q2	Q3	First three quarters	¥ change % change	¥ change % change
Revenues	2,272	2,148	2,328	6,749	2,552	9,301	2,716	1,814	2,380	6,911	52	161
	,	,	,	,	,	,	,	,	,	,	2.2%	2.4%
C	897	712	1 071	2 (90	1 200	2 000	1 507	783	1 457	2 920	386	1,158
Gross profit	897	/12	1,071	2,680	1,309	3,990	1,597	783	1,457	3,839	36.1%	43.2%
Operating income	(2)	(102)	100	150	425	505	720	(7.4)	406	1 142	306	992
(loss)	62	(102)	190	150	437	587	720	(74)	496	1,142	161.4%	661.0%
											290	970
Ordinary profit (loss)	39	(91)	165	114	426	540	699	(71)	456	1,084	175.1%	851.1%
Profit/(loss) attributable											242	922
to owners of the parent	(47)	(155)	62	(140)	316	176	503	(25)	304	781	388.8%	_
											200	016
EBITDA	213	49	313	575	577	1,153	836	44	612	1,492	298	916
											95.4%	159.1%

Note: EBITDA is calculated by returning depreciation costs and amortization of goodwill included in cost of revenue and selling, general and administrative expenses back to segment income/(loss).

Business Summary by Segment (1)

- Investment banking business posted higher revenues and higher income, reflecting favorable demand for business succession solution services and exits on private equity investments.
- Public management consulting business saw solid demand for services to support preparation of financial documents for large local governments, but revenue and income declined, due to a reactionary drop related to the sale of software in the first two quarters of the previous fiscal year when support for accounting software distributed to local governments by the national government ended.

• Entertainment service business posted a decrease in revenue and income, reflecting the exclusion of Rights and Brands Japan from scope of consolidation.

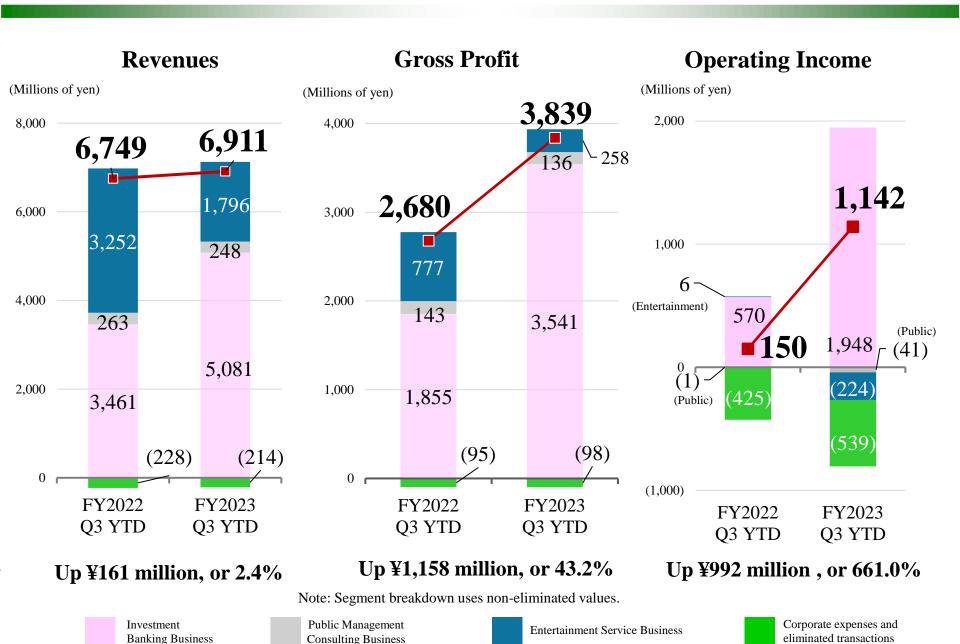
(Millions of yen)

Post Configuration			Fiscal	2022			Fiscal 2023					YOY Q3	
Reporting Segments		Q1	Q2	Q3	First three quarters	Q4	Full year	Q1	Q2	Q3	First three quarters	change	YTD change
	Revenue	1,058	1,135	1,267	3,461	1,512	4,973	1,989	1,295	1,796	5,081	529	1,620
Investment Banking Business	Gross Profit	574	507	773	1,855	1,095	2,951	1,446	753	1,340	3,541	567	1,686
	Segment income	198	112	259	570	610	1,180	933	259	755	1,948	496	1,378
	Revenue	108	92	62	263	82	346	90	92	65	248	2	(15)
Public Management Consulting Business	Gross Profit	54	49	40	143	46	189	48	46	41	136	1	(6)
Ü	Segment income	8	3	(13)	(1)	(13)	(14)	(7)	(10)	(24)	(41)	(10)	(40)
	Revenue	1,181	997	1,073	3,252	1,033	4,285	713	498	584	1,796	(489)	(1,456)
Entertainment Service Business	Gross Profit	301	187	287	777	198	975	134	13	110	258	(177)	(518)
	Segment income	36	(61)	31	6	(40)	(34)	(18)	(140)	(66)	(224)	(98)	(230)
Adjustment	Revenue	(76)	(76)	(75)	(228)	(75)	(303)	(77)	(71)	(65)	(214)	9	13
(Elimination of transactions among segments	Gross Profit	(32)	(32)	(30)	(95)	(31)	(126)	(32)	(30)	(35)	(98)	(4)	(3)
and corporate expenses)	Segment income	(180)	(156)	(87)	(425)	(118)	(543)	(187)	(183)	(168)	(539)	(80)	(114)
Amount Booked on	Revenue	2,272	2,148	2,328	6,749	2,552	9,301	2,716	1,814	2,380	6,911	52	161
Consolidated Statement of Income	Gross Profit	897	712	1,071	2,680	1,309	3,990	1,597	783	1,457	3,839	386	1,158
Statement of Income	Operating income	62	(102)	190	150	437	587	720	(74)	496	1,142	306	992
Related issues			Application of priority measures to prevent spread of COVID-19 (From Jan. 2021 to Mar. 2021, in Tokyo and three prefectures)			Seventh wave of COVID-19		Eighth wave of COVID-19 Exclusion of RBJ from scope of consolidation					

- 1. Revenue for each segment includes intersegment revenue and transfers.
- 2. The ¥(539) million operating income for the first three quarters of fiscal 2023, under adjustment, includes intersegment elimination (¥177 million in the first three quarters of fiscal 2023) as well as corporate expenses (¥(717) million in the same period) that are not allocated to any reporting segment. Corporate expenses are general and administrative expenses not associated with any reporting segment, mainly because it is difficult to justifiably allocate such expenses to any particular reporting segment.

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Business Summary by Segment (2)



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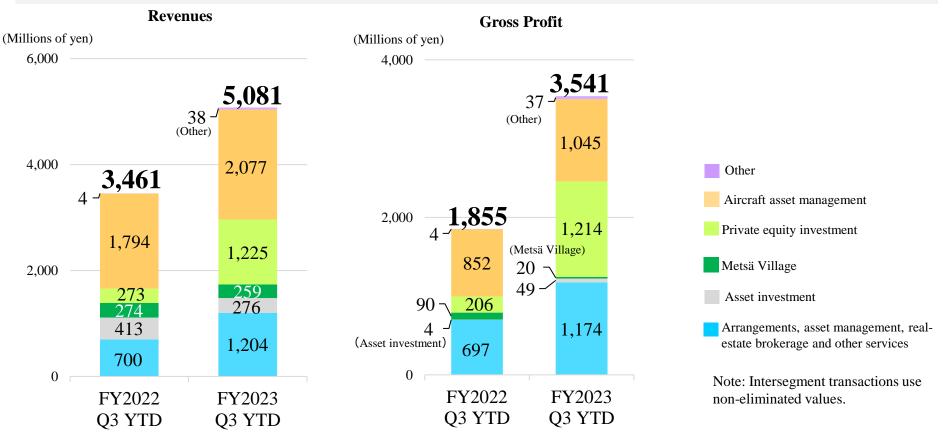
Investment Banking Business—Revenues and gross profit by service

Revenues up, reflecting favorable demand for business succession solution services and exits on private equity investments, with huge increase in gross profit.

Favorable results continue in aircraft asset management business.

Up ¥1,620 million, or 46.8%

- Arrangement services, private equity investment: Favorable shift in formation of investment deals. Increase in new private equity investment. Sales of arranged investments also brisk. These trends underpinned growth in income on services provided, including upfront fees on asset management services for arranged funds, management fees during the contract period and performance fees, as well as investment income through exits.
- Aircraft asset management: Requests for aircraft inspections and technical services, such as those accompanying return of aircraft, slowed as pandemic transitioned into endemic state and catalysts of demand changed. Nevertheless, revenues remained at high level. Higher revenues and income reflect increase in aircraft registrations and fresh pursuits, including aircraft remarketing.



Up ¥1,686 million, or 90.9%

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Trends in Balance of Investments and Loans

Balance of investments and loans reached ¥7.8 billion, down 9.3% from March 31, 2023.

Factors of change in third quarter of fiscal 2023

2022.6

2022.9

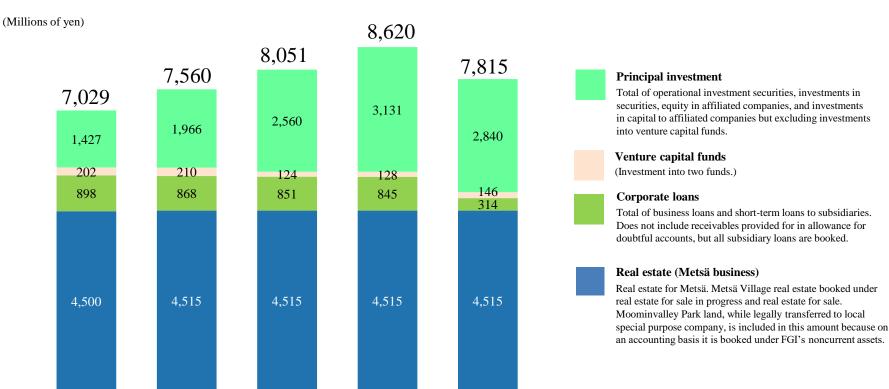
- Decrease in principal investment, owing to private equity investment exits.
- Converted loan receivables of ¥500 million—extended to Moomin Monogatari—into stock through debt/equity swap, leading to decrease in corporate loans.

Notes: 1. Total investments and loans comprise amounts for FGI and aviner.

2. Does not include contribution or loans between FGI, aviner

Total Investments and Loans (including investments in subsidiaries)

2022.12



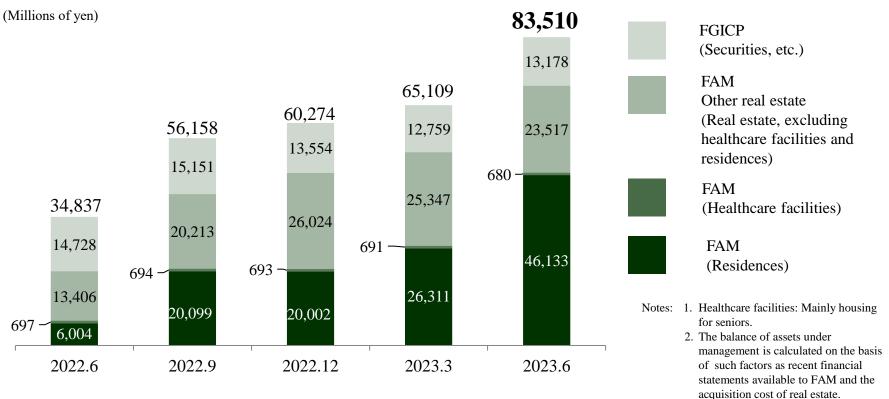
2023.6

2023.3

Changes in Assets under Management

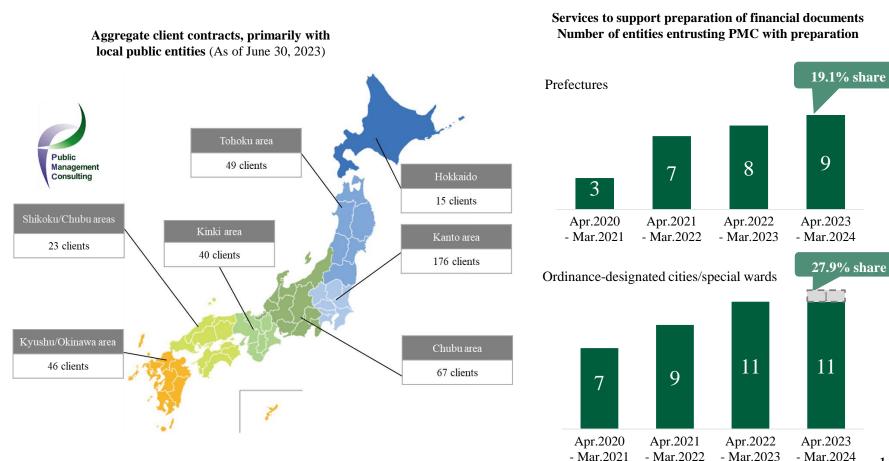
Marked increase in assets entrusted for residence facility investment by overseas institutional investors. Balance of assets under management reached ¥83.5 billion, up 48.7% over September 30, 2022.

- •The above balance is an aggregate amount comprising assets under investment management and investment advisory contracts with FAM and investment management contracts with FGICP.
- Client assets under investment advisory contracts amounted to ¥105.1 billion (for FGICP, up ¥13.3 billion from September 30, 2022). (Client assets, primarily solar power generation systems)
- FAM created real estate securitization scheme with entrusted assets for urban redevelopment project in Nagaoka, Niigata Prefecture. In June 2023, formed special purpose company, which raised funds through syndicated loans from three regional financial institutions to purchase buildings.



Aggregate client contracts, primarily with local public entities, reached 416. Expanded services to support preparation of financial documents for large local governments

- Emphasizing public accounting perspective, subsidiary PMC focuses on support for drafting/reviewing general management plans for public facilities and offers management and financial consultations. Up to June 30, 2023, the company had provided services to a total of 416 clients, mainly local public entities.
- With knowledge about preparing financial documents and expertise in information technology and large-volume data processing, PMC attracted more inquiries from large local governments with big-volume financial information. PMC newly contracted by one prefecture and one ordinance-designated city/special ward for fiscal 2023, beginning April 1, 2023 (includes July contracts).

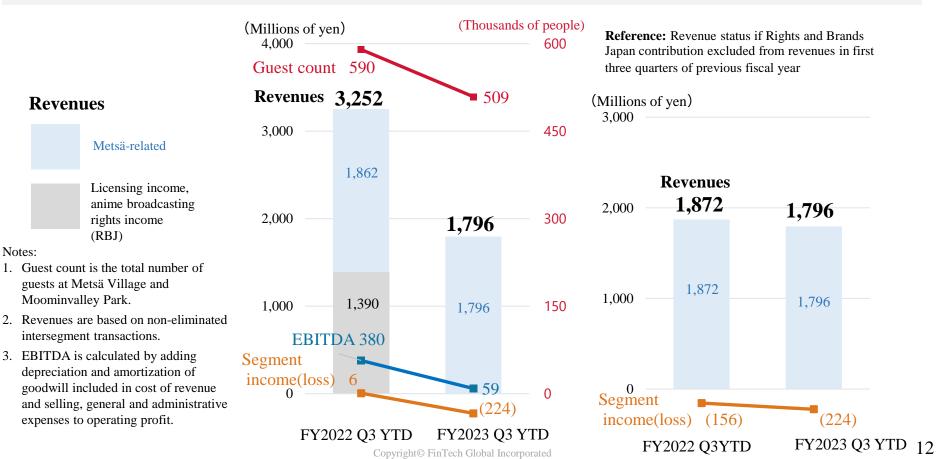


Entertainment Service Business Results

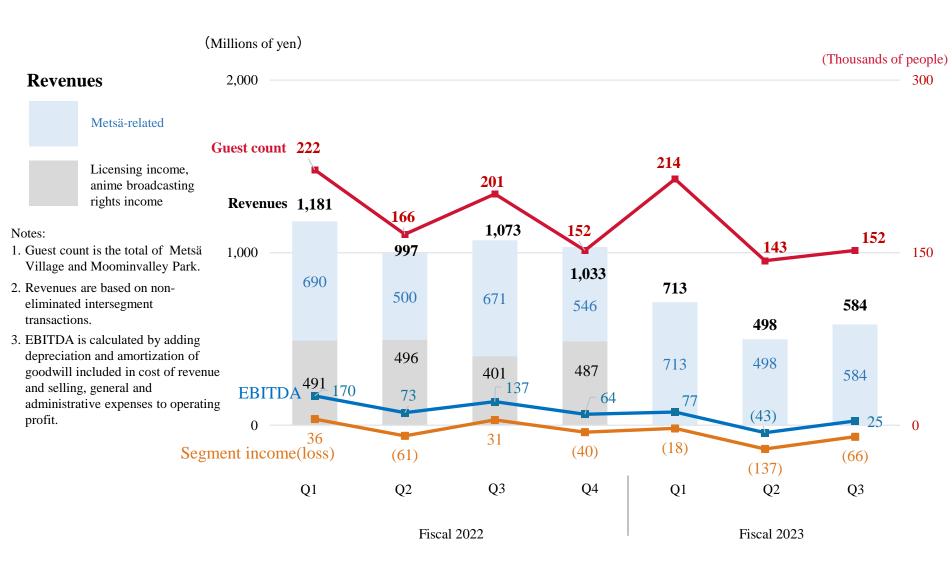
Notes:

Lower revenues and lower income, owing to exclusion of RBJ from scope of consolidation. Sluggish growth in Metsä guest count.

- Metsä guest count for first three quarters of fiscal 2023 hovered around 500,000, down 13.7% year on year, but thanks to higher spending per guest on merchandise and food and beverages, along with upward revision to admission fees for Moominvalley Park, Metsä-related revenues reached ¥1,796 million, down only 3.6% year on year.
- Metsä-related fixed costs were down, compared with the corresponding first three quarters of fiscal 2022, which included renovation work in December 2021.
- No licensing-related revenue recorded by segment due to exclusion of RBJ from scope of consolidation (changed to equity-method affiliate), with investment income based on equity stake booked under non-operating income. (RBJ shares sold, as of July 14, 2023, and company excluded from scope of affiliates accounted for by equity method, from fourth quarter.)



Changes in Entertainment Service Business Results (Quarterly)



Transfer of Shares in Rights and Brands Japan (RBJ) (On July 14, 2023)

Transfer of all Moomin Monogatari-held shares in RBJ (equity method affiliate) to Matsuya Co., Ltd.

- Expect to book ¥386 million in fourth quarter in gain on sales of shares of subsidiaries and associates on consolidated basis, while Moomin Monogatari books ¥671 million in gains from share transfer on non-consolidated basis.
- Moomin Monogatari seeks to rebuild its financial base and secure level of capital to support capital spending and other capital needs.

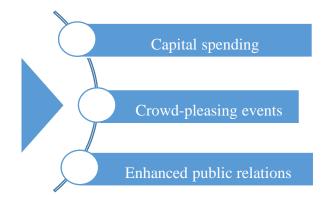
Moomin Monogatari aims to erase excess liabilities through debt/equity swap and RBJ share transfer

- FGI will convert loan receivables of ¥500 million—extended to Moomin Monogatari in May 2023—into stock through debt/equity swap. Considering additional support through debt/equity swap for trade receivables of about ¥150 million. Moomin Monogatari will book ¥671 million in gains from share transfer on non-consolidated basis, thereby erasing excess liabilities.
- Moomin Monogatari, with lender involvement, agreed to review amount of rent paid to Hanno Local Resource Utilization LLC, a subsidiary special purpose company (SPC) that owns Moominvalley Park real estate, toward repayment of loans obtained by SPC from financial institutions. Stage thus set to review repayment of SPC loans sourced from such rent as well as review of repayment of Moomin Monogatari loans, and discussions moving forward toward agreement. These steps should enable Moomin Monogatari to realize huge improvement in cash flow and big reduction in expenses, leading to better ordinary profit/loss position.
 - **Note:** FGI will provide financial support to Moomin Monogatari through debt/equity swap, primarily, but will not guarantee Moomin Monogatari or SPC loans.
- At end of third quarter (June 30, 2023), lease balance of ¥942 million derived through Moomin Monogatari's sale and lease-back of fixed assets when Moominvalley Park opened, had dropped to ¥212 million, and full amount should be paid back in next fiscal year.

Robust application of capital obtained through share transfer

 Use for capital spending as well as events, public relations campaigns and other crowddrawing activities to enhance appeal of Moominvalley Park and drive profile higher.

Capital from RBJ share transfer



A	Assets	Fiscal 2022	Fiscal 2023 First Three Quarters	Change
(Current assets	11,022,806	11,589,886	567,079
	Cash and time deposits	2,375,927	2,521,120	145,192
1	Accounts receivable, trade, and contract assets	1,113,702	916,782	(196,920)
2	Operational investment securities	2,482,469	2,979,250	496,781
	Loans receivable, trade	371,665	349,815	(21,850)
	Real estate for sale	4,057,167	4,057,167	_
	Merchandise	133,602	159,994	26,392
	Other	593,045	704,914	111,869
_	Allowance for doubtful accounts	(104,772)	(99,157)	5,615
	Noncurrent assets	6,910,204	6,984,151	73,946
3	Property, plant and equipment	5,878,784	5,616,423	(262,360)
4	Intangible fixed assets	632,501	141,018	(491,482)
5	Investments and other assets	398,918	1,226,709	827,790
]	Total assets	17,933,011	18,574,037	641,026

- Decreased, despite increase in accounts receivable, trade, and contract assets from business succession solution services, due to lack of such inflow from licensing income caused by exclusion of RBJ from scope of consolidation.
- Increased, reflecting new investment as well as improved value on private equity investments reaching exit stage.
- 3 Decreased, due to depreciation of buildings and interior and exterior fixtures.
- 4 Decreased because RBJ, which holds anime broadcasting rights, excluded from scope of consolidation.
- Increased, mainly due to changes in scope of consolidation—RBJ removed (became equity-method affiliate) and Trinity Japan co., Ltd. added.
- Transferred ¥5.2 billion in Hanno Local Resource Utilization loans to current portion of long-term loans payable. Discussions with financial institutions in progress regarding repayment and other issues. (See page 14 for details)
- With approval at December 2022 General Meeting of Shareholders, reduced capital and covered deficit.
- Decreased, despite consolidation of Trinity Japan co., ltd., and booking of profit from SGI, owing to exclusion of RBJ from scope of consolidation.

	Liabilities	Fiscal 2022	Fiscal 2023 First Three Quarters	Change
	Current liabilities	2,587,825	7,784,972	5,197,147
	Accounts payable, trade	248,274	224,539	(23,734)
	Short-term loans payable	_	68,354	68,354
6	Current portion of long-term loans payable	529,252	6,034,647	5,505,395
	Income taxes payable	133,150	119,039	(14,111)
	Lease obligations	260,095	202,503	(57,592)
	Accrued employee bonuses	191,888	205,129	13,240
	Other	1,225,164	930,760	(294,403)
	Noncurrent liabilities	7,502,492	2,111,028	(5,391,464)
6	Long-term loans payable	7,184,342	1,500,646	(5,683,695)
	Lease obligations	158,022	62,188	(95,834)
	Deferred tax liabilities	19,737	124,362	104,625
	Net defined benefit liability	110,067	125,223	15,155
	Other	30,322	298,606	268,283
	Total liabilities	10,090,317	9,896,000	(194,316)

Net Assets

	Shareholders' equity	6,524,040	7,320,227	796,186
	Common stock	6,471,266	5,372,574	(1,098,692)
7	Additional paid-in capital	4,996,716	974,443	(4,022,272)
	Retained earnings	(4,943,941)	973,209	5,917,150
	Treasury shares	(0)	(0)	_
	Accumulated other comprehensive income	61,839	133,220	71,380
	Stock acquisition rights	56,359	75,843	19,483
8	Non-controlling interests	1,200,454	1,148,746	(51,707)
	Total net assets	7,842,693	8,678,037	835,343
	Total liabilities and net assets	17,933,011	18,574,037	641,026

Consolidated Statement of Income

	Firs	Fiscal 2022 t Three Quarters	Ratio to Revenues	Fiscal 2023 First Three Quarters	Ratio to Revenues	(The YoY Change Amount	usands of yen) YoY Change Ratio
Revenues	1	6,749,519	100.0%	6,911,192	100.0%	161,672	2.4%
Cost of revenues	2	4,068,821	60.3%	3,072,185	44.5%	(996,636)	(24.5)%
Gross profit		2,680,698	39.7%	3,839,006	55.5%	1,158,308	43.2%
Selling, general and administrative expenses	3	2,530,517	37.5%	2,696,087	39.0%	165,570	6.5%
Operating income/(loss)		150,180	2.2%	1,142,918	16.5%	992,738	661.0%
Other income		64,410	1.0%	4 66,271	1.0%	1,861	2.9%
Other expenses		100,573	1.5%	124,718	1.8%	24,145	24.0%
Ordinary profit/(loss)		114,017	1.7%	1,084,472	15.7%	970,454	851.1%
Extraordinary profit		16,478	0.2%	5 198,394	2.9%	181,916	1,104.0%
Extraordinary loss		1,362	0.0%	32,369	0.5%	31,006	2,276.2%
Income before income taxes		129,133	1.9%	1,250,497	18.1%	1,121,364	868.4%
Income taxes		84,537	1.3%	252,153	3.6%	167,615	198.3%
Profit /(loss)		44,596	0.7%	998,344	14.4%	953,748	2,138.6%
Profit attributable to non-controlling interests		185,454	2.7%	216,613	3.1%	31,158	16.8%
Profit /(loss) attributable to owners of parent		(140,857)	(2.1)%	781,731	11.3%	922,589	_

- Despite exclusion of RBJ from scope of consolidation, revenues rose on contributions from business succession solution services, private equity investment associated with these services and aircraft asset management.
- Decreased, mainly due to exclusion of RBJ from scope of consolidation. Cost to sales ratio dropped 15.8 points over corresponding period a year ago, to 44.5%
- Although RBJ was excluded from scope of consolidation and Metsä-related expenses were down, staffing increase and wider use of outsourcing services to support business expansion in other segments bumped SG&A expenses up 6.5% over corresponding quarter a year ago.
- Booked ¥33 million in equity method investment gain and ¥26 million in subsidy income.
 - Booked ¥190 million in gain on negative goodwill from turning Trinity Japan co., Ltd., into a consolidated subsidiary.

Changes in Key Financial Data

		Fiscal 2018	Fiscal 2019	Fiscal 2020	Fiscal 2021	Fiscal 2022	First Three Quarters Fiscal 2023
Revenues	(millions of yen)	3,689	9,175	6,841	8,107	9,301	6,911
Gross profit	(millions of yen)	2,261	2,944	2,313	3,370	3,990	3,839
Operating income/(loss)	(millions of yen)	(1,072)	(1,664)	(992)	178	587	1,142
Ordinary profit (loss)	(millions of yen)	(1,227)	(1,850)	(1,135)	115	540	1,084
Profit /(loss) attributable to owners of parent	(millions of yen)	(820)	(1,586)	(1,186)	130	176	781
Net assets	(millions of yen)	8,551	8,873	7,304	7,439	7,842	8,678
Total assets	(millions of yen)	14,016	19,025	16,583	16,457	17,933	18,574
Net assets per share	(yen)	39.31	37.03	31.12	31.47	32.72	37.03
Net income (loss) per share	(yen)	(4.79)	(8.08)	(5.90)	0.65	0.88	3.88
Diluted net income (loss) per share	(yen)	_	-	_	0.65	0.87	3.87
Equity to total asset ratio	(%)	52.2	39.1	37.7	38.5	36.7	40.1
Equity to net income ratio	(%)	(13.5)	(21.5)	(17.3)	2.1	2.7	_
Price earning ratio (PER)	(times)	-	-	-	86.1	44.6	_
Cash flow from operating activities	(millions of yen)	(2,978)	(2,604)	680	747	(701)	_
Cash flow from investing activities	(millions of yen)	(2,008)	(4,543)	(282)	(173)	(141)	_
Cash flow from financing activities	(millions of yen)	5,771	5,710	(767)	(360)	802	_
Cash and cash equivalents at the end of the fiscal year	(millions of yen)	3,847	2,513	2,142	2,379	2,375	_
Number of employees(consolidated) (part-time employees)	(employees)	156(42)	167(262)	156(224)	149(209)	176(144)	153(166)
Number of employees(non- consolidated)(part-time employees)	(employees)	38(5)	39(5)	28(6)	28(4)	30(4)	26(6)

Corporate Data: FinTech Global Incorporated

Head office	Meguro Central Square 15th Floor, 3-1-1, Kamiosaki, Shinagawa-ku, Tokyo 141-0021
Establishment	December 7, 1994
Representative	Nobumitsu Tamai, President and Chief Executive Officer
Data of listing	June 8, 2005
Securities Code	8789 (TSE Standard Market)
Fiscal year-end	September 30
Main business	I. Investment banking II. Investment III. Asset management IV. Local issue solutions
Number of issued shares	201,305,200 shares (As of June 30, 2023)
Minimum trading unit	100
Capital stock	¥5,372 million (As of June 30, 2023)
Net assets (consolidated)	¥8,678 million (As of June 30, 2023)
Number of employees	Consolidated: 153 (As of June 30, 2023, excludes temporary staff)

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Certain statements made in these materials, including some management targets, may contain forward-looking statements which reflect management's views and assumptions. Management targets represent goals that management will strive to achieve through the successful implementation of business strategies for the FGI Group. The Group may not be successful in implementing its business strategies, and management may fail to achieve its targets. Management targets and other forward-looking statements involve current assumptions of future events as well as risks and uncertainties that could significantly affect expected results, including adverse economic conditions in Japan, the United States or other countries; declining real estate and/or stock prices; additional corporate bankruptcies or additional problems in business sectors to which Group companies lend; difficulties or delays in integrating businesses and achieving desired cost savings; increased competitive pressures; changes in laws and regulations applicable to the Group's businesses; and adverse changes in Japanese economic policies.

To the extent materials containing forward-looking statements remain in available documents, we have no obligation nor the intent to update such forward-looking statements.