

Consolidated Financial Results for the Fiscal Year ended September 30, 2024 (Japanese GAAP) (Summary)

October 31, 2024

Listed Company Name: **Financial Partners Group Co.,Ltd.** URL <https://www.fpg.jp/en/>
Listed Stock Exchange: Tokyo Stock Exchange Prime Market Code Number: 7148
Representative: Hisanaga Tanimura, CEO and Founder
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Scheduled date of ordinary general meeting of shareholders: December 20, 2024
Scheduled date of payment of year-end dividends: December 23, 2024
Expected date of annual securities report submission: December 23, 2024
Supporting material for financial results: Yes
The briefing session of financial results: Yes

(Figures less than one million yen are rounded down)

1. Consolidated financial results for the fiscal year ended September 30, 2024 (October 1, 2023 – September 30, 2024)

(1) Consolidated operating results (% figures show year-on-year change.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
Fiscal year ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
September 30, 2024	107,781	51.5	28,633	56.8	28,909	60.7	20,457	64.1
September 30, 2023	71,149	20.2	18,265	55.5	17,989	44.3	12,466	47.1

(Note) Comprehensive income: Fiscal year ended September 30, 2024: 20,474 million yen (62.9%)

Fiscal year ended September 30, 2023: 12,569 million yen (46.4%)

	Net income per share	Fully diluted net income per share	Return on equity	Ratio of ordinary income to total assets	Ratio of operating income to net sales
Fiscal year ended	Yen	Yen	%	%	%
September 30, 2024	240.07	—	42.0	14.0	26.6
September 30, 2023	145.97	—	31.1	10.5	25.7

(Reference) Equity in earnings of affiliates: Fiscal year ended September 30, 2024: 362million yen

Fiscal year ended September 30, 2023: 222million yen

(Note) Diluted net income per share is not stated because there are no potential shares outstanding with dilutive effect.

(2) Consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of September 30, 2024	230,619	53,329	23.1	629.36
As of September 30, 2023	183,675	44,298	24.1	517.45

(Reference) Shareholders' equity: As of September 30, 2024: 53,206 million yen

As of September 30, 2023: 44,191 million yen

(3) Consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at the end of period
Fiscal year ended	Millions of yen	Millions of yen	Millions of yen	Millions of yen
September 30, 2024	(29,266)	6,569	24,229	16,041
September 30, 2023	4,774	(9,359)	7,342	14,584

2. Dividends

	Dividends per share					Total dividends	Dividend payout ratio (Consolidated)	Ratio of dividend to net assets (Consolidated)
	End of 1st Quarter	End of 2nd Quarter	End of 3rd Quarter	End of fiscal year	Total			
Fiscal year ended	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
September 30, 2023	—	0.00	—	73.00	73.00	6,234	50.0	15.5
September 30, 2024	—	38.75	—	81.55	120.30	10,203	50.1	21.0
Fiscal year ending September 30, 2025 (Forecast)	—	65.20	—	65.20	130.40		50.1	

3. Forecast of consolidated financial results for the year ending September 30, 2025 (October 1, 2024 — September 30, 2025)
(% figures show year-on-year change.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Net income per share
Fiscal year ending	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
September 30, 2025	123,500	14.6	31,700	10.7	31,700	9.7	22,000	7.5	260.36

(Note) The Board of Directors of the company resolved to acquire treasury shares on October 31.

The impact of the acquisition of treasury stock has not been reflected in the consolidated earnings forecast for “net income per share.”

* Notes

- (1) Material changes in scope of consolidation during this period : Yes
 Newly included: 1 company (& OWNERS Co., Ltd., corporate name changed from AND ART Co., Ltd. on July 16, 2024)
 Excluded: 1 company (FLIP No. 281 Co., Ltd.)
- (2) Changes in accounting policies, accounting estimates and retrospective restatement
- a) Changes in accounting policies based on revisions of accounting standard : No
 b) Changes in accounting policies other than ones based on revisions of accounting standard : No
 c) Changes in accounting estimates : No
 d) Retrospective restatement : No
- (3) Number of issued and outstanding shares (common shares)

a) Number of issued shares at the end of the period (including treasury shares)	As of September 30, 2024	85,403,600	As of September 30, 2023	89,073,600
b) Number of treasury shares at the end of the period	As of September 30, 2024	862,189	As of September 30, 2023	3,672,101
c) Average number of shares	Fiscal year ended September 30, 2024	85,214,488	Fiscal year ended September 30, 2023	85,402,483

(Reference) Summary of non-consolidated financial results

Non-consolidated financial results for the fiscal year ended September 30, 2024 (October 1, 2023 — September 30, 2024)

(1) Non-consolidated operating results

(% figures show year-on-year change.)

	Net sales		Operating income		Ordinary income		Net income	
Fiscal year ended	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
September 30, 2024	105,218	53.6	28,761	60.0	29,398	63.7	20,348	66.9
September 30, 2023	68,519	19.6	17,980	58.1	17,956	40.7	12,189	35.6

	Net income per share	Fully diluted net income per share
Fiscal year ended	Yen	Yen
September 30, 2024	238.79	—
September 30, 2023	142.72	—

(Note) Diluted net income per share is not stated because there are no potential shares outstanding with dilutive effect.

(2) Non-consolidated financial position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	yen
As of September 30, 2024	235,667	54,238	23.0	641.56
As of September 30, 2023	190,324	45,331	23.8	530.81

(Reference) Shareholders' equity: As of September 30, 2024: 54,238 million yen
 As of September 30, 2023: 45,331 million yen

* This financial results report is not subject to the audit procedures.

* Explanation of the proper use of performance forecast and other notes

Performance forecasts and other forward-looking statements presented in this report are based on information currently available to the Company and certain assumptions deemed to be reasonable, and actual performance may differ substantially due to various factors.

Consolidated financial statements

(1) Consolidated balance sheet

(Millions of yen)

	As of September 30, 2023	As of September 30, 2024
Assets		
Current assets		
Cash and deposits	15,984	17,441
Accounts receivable - trade	546	709
Securities	—	301
Operational investment securities	647	710
Merchandise	—	361
Supplies	17	142
Equity underwritten	83,400	124,760
Money held in trust(Aircraft for arrangement)	18,386	2,100
Real estate for arrangement	37,630	68,332
Other	11,678	6,813
Allowance for doubtful accounts	—	△0
Total current assets	168,290	221,673
Non-current assets		
Property, plant and equipment		
Buildings, net	112	128
Tools, furniture and fixtures, net	56	146
Rent assets, net	7,928	—
Aircraft, net	2	2,071
Other	1,402	25
Total property, plant and equipment	9,502	2,373
Intangible assets		
Goodwill	367	334
Other	35	64
Total intangible assets	403	399
Investments and other assets		
Investment securities	0	37
Shares of subsidiaries and associates	1,808	1,933
Deferred tax assets	3,008	3,456
Leasehold and guarantee deposits	530	555
Other	130	189
Total investments and other assets	5,478	6,173
Total non-current assets	15,384	8,946
Total assets	183,675	230,619

(Millions of yen)

	As of September 30, 2023	As of September 30, 2024
Liabilities		
Current liabilities		
Accounts payable - trade	1,074	699
Short-term borrowings	75,372	89,145
Commercial papers	9,000	10,000
Current portion of long-term borrowings	10,163	5,355
Current portion of long-term nonrecourse loans payable	371	—
Current portion of bonds payable	—	100
Income taxes payable	5,485	6,277
Contract liabilities	13,713	16,994
Provision for bonuses	601	686
Other	5,214	2,488
Total current liabilities	120,997	131,746
Non-current liabilities		
Bonds payable	1,100	1,000
Long-term borrowings	11,531	44,021
Long-term nonrecourse loans payable	5,407	—
Asset retirement obligations	122	129
Retirement benefit liability	4	4
Other	213	388
Total non-current liabilities	18,379	45,543
Total liabilities	139,377	177,290
Net assets		
Shareholders' equity		
Share capital	3,095	3,095
Capital surplus	2,671	2,671
Retained earnings	40,723	49,151
Treasury shares	△2,457	△1,871
Total shareholders' equity	44,033	53,047
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	—	1
Foreign currency translation adjustment	158	158
Total accumulated other comprehensive income	158	159
Non-controlling interests	106	122
Total net assets	44,298	53,329
Total liabilities and net assets	183,675	230,619

(2) Consolidated statement of income and consolidated statement of comprehensive income
Consolidated statement of income

(Millions of yen)

	Fiscal year ended September 30, 2023	Fiscal year ended September 30, 2024
Net sales	71,149	107,781
Cost of sales	44,841	69,435
Gross profit	26,307	38,346
Selling, general and administrative expenses	8,041	9,713
Operating profit	18,265	28,633
Non-operating income		
Interest income	779	781
Gain on investments in money held in trust	208	370
Rental income from real estate	1,735	1,470
Aircraft rental income	544	73
Share of profit of entities accounted for using equity method	222	362
Other	4	14
Total non-operating income	3,495	3,072
Non-operating expenses		
Interest expenses	1,064	720
Commission expenses	727	927
Foreign exchange losses	1,574	865
Rental expenses on real estate	250	244
Depreciation	128	12
Other	25	26
Total non-operating expenses	3,771	2,796
Ordinary profit	17,989	28,909
Extraordinary income		
Gain on sale of shares of subsidiaries and associates	284	—
Gain on sale of non-current assets	0	460
Gain on sale of businesses	10	14
Gain on termination of business	—	125
Total extraordinary income	294	600
Extraordinary losses		
Impairment losses	357	1
Loss on retirement of non-current assets	14	4
Loss on valuation of shares of subsidiaries and associates	55	61
Loss on valuation of investments in capital of subsidiaries and associates	—	1
Total extraordinary losses	427	68
Profit before income taxes	17,856	29,441
Income taxes - current	6,720	9,418
Income taxes - deferred	△1,363	△448
Total income taxes	5,356	8,969
Profit	12,499	20,472
Profit attributable to non-controlling interests	33	15
Profit attributable to owners of parent	12,466	20,457

Consolidated statement of comprehensive income

(Millions of yen)

	Fiscal year ended September 30, 2023	Fiscal year ended September 30, 2024
Profit	12,499	20,472
Other comprehensive income		
Valuation difference on available-for-sale securities	—	1
Foreign currency translation adjustment	81	5
Share of other comprehensive income of entities accounted for using equity method	△11	△4
Total other comprehensive income	70	1
Comprehensive income	12,569	20,474
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	12,524	20,458
Comprehensive income attributable to non-controlling interests	45	15

(3) Consolidated statement of changes in equity
Fiscal year ended September 30, 2023

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	3,095	2,805	32,526	△2,457	35,970
Changes during period					
Dividends of surplus			△4,270		△4,270
Profit attributable to owners of parent			12,466		12,466
Change in ownership interest of parent due to transactions with non-controlling interests		△134			△134
Change in scope of consolidation			0		0
Net changes in items other than shareholders' equity					
Total changes during period	—	△134	8,196	—	8,062
Balance at end of period	3,095	2,671	40,723	△2,457	44,033

	Accumulated other comprehensive income		Non-controlling interests	Total net assets
	Foreign currency translation adjustment	Total accumulated other comprehensive income		
Balance at beginning of period	100	100	88	36,159
Changes during period				
Dividends of surplus				△4,270
Profit attributable to owners of parent				12,466
Change in ownership interest of parent due to transactions with non-controlling interests				△134
Change in scope of consolidation				0
Net changes in items other than shareholders' equity	58	58	18	76
Total changes during period	58	58	18	8,138
Balance at end of period	158	158	106	44,298

Fiscal year ended September 30, 2024

(Millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	3,095	2,671	40,723	△2,457	44,033
Changes during period					
Dividends of surplus			△9,543		△9,543
Profit attributable to owners of parent			20,457		20,457
Change in scope of consolidation			0		0
Purchase of treasury shares				△1,899	△1,899
Cancellation of treasury shares		△2,485		2,485	—
Transfer from retained earnings to capital surplus		2,485	△2,485		—
Net changes in items other than shareholders' equity					
Total changes during period	—	—	8,428	585	9,014
Balance at end of period	3,095	2,671	49,151	△1,871	53,047

	Accumulated other comprehensive income			Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Foreign currency translation adjustment	Total accumulated other comprehensive income		
Balance at beginning of period	—	158	158	106	44,298
Changes during period					
Dividends of surplus					△9,543
Profit attributable to owners of parent					20,457
Change in scope of consolidation					0
Purchase of treasury shares					△1,899
Cancellation of treasury shares					—
Transfer from retained earnings to capital surplus					—
Net changes in items other than shareholders' equity	1	△0	1	15	16
Total changes during period	1	△0	1	15	9,031
Balance at end of period	1	158	159	122	53,329

(4) Consolidated statement of cash flows

(Millions of yen)

	Fiscal year ended September 30, 2023	Fiscal year ended September 30, 2024
Cash flows from operating activities		
Profit before income taxes	17,856	29,441
Depreciation	254	152
Impairment losses	357	1
Amortization of goodwill	67	334
Loss (gain) on sale of property, plant and equipment	△0	△460
Loss on valuation of shares of subsidiaries and associates	55	61
Loss on retirement of non-current assets	14	4
Increase (decrease) in provision for bonuses	137	83
Loss (gain) on sale of shares of subsidiaries and associates	△284	—
Interest and dividend income	△779	△781
Interest expenses	1,064	720
Commission expenses	727	927
Loss (gain) on sale of businesses	△10	—
Foreign exchange losses (gains)	476	96
Share of loss (profit) of entities accounted for using equity method	△222	△362
Decrease (increase) in trade receivables	△80	△160
Decrease (increase) in operational investment securities	△152	△62
Increase(decrease) in equity underwritten	△2,710	△41,360
Increase(decrease)in money held in trust(Aircraft for arrangement)	2,481	16,285
Increase(decrease) in real estates for arrangement	△5,998	△30,702
Decrease (increase) in guarantee deposits	△299	△271
Increase (decrease) in trade payables	723	△374
Increase (decrease) in contract liabilities	766	3,281
Other, net	△6,251	2,186
Subtotal	8,196	△20,958
Interest and dividends received	1,184	1,083
Interest paid	△1,051	△737
Income taxes paid	△3,554	△8,652
Net cash provided by (used in) operating activities	4,774	△29,266
Cash flows from investing activities		
Purchase of securities	—	△307
Purchase of property, plant and equipment	△9,360	△1,006
Proceeds from sale of property, plant and equipment	0	8,375
Purchase of intangible assets	△7	△46
Purchase of investment securities	—	△37
Purchase of shares and payments for investments in capital of subsidiaries and associates	△345	△237
Purchase of shares of subsidiaries resulting in change in scope of consolidation	—	△138
Proceeds from sale of shares of subsidiaries resulting in change in scope of consolidation	355	—

Payments of leasehold and guarantee deposits	△44	△30
Proceeds from refund of leasehold and guarantee deposits	5	6
Proceeds from liquidation of subsidiaries	18	3
Proceeds from sale of businesses	10	—
Other payments	△3	△10
Other proceeds	11	—
Net cash provided by (used in) investing activities	△9,359	6,569
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	2,581	13,772
Proceeds from long-term borrowings	24,600	55,100
Repayments of long-term borrowings	△19,811	△27,623
Proceeds from long-term nonrecourse loans payable	5,517	—
Repayments of long-term nonrecourse loans payable	△260	△5,791
Net increase (decrease) in commercial papers	—	1,000
Purchase of treasury shares	—	△1,899
Dividends paid	△4,270	△9,543
Purchase of shares of subsidiaries not resulting in change in scope of consolidation	△161	—
Commission fee paid	△795	△916
Other payments	△57	△47
Other proceeds	—	178
Net cash provided by (used in) financing activities	7,342	24,229
Effect of exchange rate change on cash and cash equivalents	94	△74
Net increase (decrease) in cash and cash equivalents	2,853	1,458
Cash and cash equivalents at beginning of period	11,719	14,584
Increase in cash and cash equivalents resulting from inclusion of subsidiaries in consolidation	11	—
Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	—	△1
Cash and cash equivalents at end of period	14,584	16,041