

**Financial partner providing financial services to ordinary households**

This report is an English translation of part of the report issued on March 30, 2021.  
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**【 7343 Broad-Minded Sector : Insurance】**

Fiscal Year	Net sales (mn yen)	YoY (%)	Operating profit (mn yen)	YoY (%)	Ordinary profit (mn yen)	YoY (%)	Profit (mn yen)	YoY (%)	EPS (yen)	BPS (yen)	DPS (yen)
Mar. 2019	3,140	-	526	-	557	-	401	-	87.9	403.1	5.0
Mar. 2020	3,244	3.3	301	-42.7	290	-47.9	177	-55.7	38.9	435.7	5.0
Mar. 2021 f	3,272	0.8	352	16.9	409	40.7	278	56.2	60.7	-	5.0

Note: Consolidated basis. Figures for the fiscal year ending March 2021 are the company's forecasts.  
It conducted 1-to-100 stock split on December 11, 2020. Per share indices are adjusted retroactively.

**Providing Financial Services Mainly to Families**

Broad-Minded provides financial consulting services to families in their twenties to forties with family income before taxes of two million yen to twelve million yen. The company was established by the president, who formerly worked for Sony Life Insurance, as an independent agent that handles instruments of multiple life insurance companies to meet various customer demands. Later, the company started handling financial instruments, housing loans and real estate agency functions, and established a structure that can provide finance-related services comprehensively.

For the high-income group, mega-banks and private banks provide comprehensive finance-related services. However, due to high compensation, they do not target the middle-income group as their income and expenditures would not balance out unless they narrow down their target to groups that have above a certain amount of assets.

Therefore, for families in the middle-income group, the reality is that companies are providing insurance instruments or financial instruments only according to their business category, like providing only insurance instruments if the company is in the insurance business. Broad-Minded is virtually the only company that can comprehensively provide finance-related services to middle-income families, and its largest competitive factor is the fact that it has established a structure enabling such.

The company handles life insurance, non-life insurance, financial instruments, housing loans, real estate and other services, but around 80% of its total net sales for the fiscal year ended March 2020 is from the life insurance agency business. In addition, the top two companies contributing to the company's net sales are life insurance companies and they account for over half of its net sales in total.

**Broad-Minded (7343 TSE Mothers) - - - - - April 5,2021****Financial Statements**

Statement of income	Fiscal Year	Mar. 2019		Mar. 2020		Nine Month to Dec.2020	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Net sales		3,140	100.0	3,244	100.0	2,574	100.0
Cost of sales		38	1.2	275	8.5	140	5.4
Gross profit		3,102	98.8	2,969	91.5	2,434	94.6
Selling, general and administrative expenses		2,576	82.0	2,668	82.2	2,057	79.9
Operating profit		526	16.8	301	9.3	377	14.6
Non-operating income		43	-	8	-	16	-
Non-operating expenses		11	-	19	-	16	-
Ordinary profit		557	17.8	290	9.0	376	14.6
Profit before income taxes		566	18.0	284	8.8	375	14.6
Profit attributable to owners of parent		401	12.8	177	5.5	252	9.8

Balance sheet	Fiscal Year	Mar. 2019		Mar. 2020		Nine Month to Dec.2020	
		(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)
Current assets		2,419	86.3	2,418	81.1	2,558	82.8
Cash and deposits		1,389	49.6	1,365	45.8	1,496	48.5
Accounts receivable-trade		312	11.2	443	14.9	504	16.3
Real estate for sale		391	14.0	151	5.1	124	4.0
Non-current assets		383	13.7	562	18.9	530	17.2
Property, plant and equipment		36	1.3	74	2.5	69	2.2
Intangible assets		19	0.7	20	0.7	19	0.6
Investments and other assets		327	11.7	466	15.7	442	14.3
Total assets		2,803	100.0	2,980	100.0	3,088	100.0
Current liabilities		920	32.8	979	32.8	881	28.5
Accounts payable-trade		-	-	-	-	-	-
Non-current liabilities		40	1.4	10	0.3	0	0.0
Net assets		1,842	65.7	1,991	66.8	2,206	71.4
Owners' equity		1,842	65.7	1,991	66.8	2,205	71.4

Statement of cash flows	Fiscal Year	Dec. 2018	Dec. 2019
		(mn yen)	(mn yen)
Cash flows from operating activities		473	156
Depreciation		10	11
Cash flows from investing activities		515	-336
Cash flows from financing activities		-162	157
Dividends paid		-22	-22
Net increase in cash and cash equivalents		825	-23
Cash and cash equivalents		1,389	1,365

Note: Consolidated basis.

Source: Prepared by Stock Research Center based on the notifiable prospectus.

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