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# **Action to Implement Management that is Conscious of Cost of Capital and Stock Price(Update)**



(stock code : 8707)

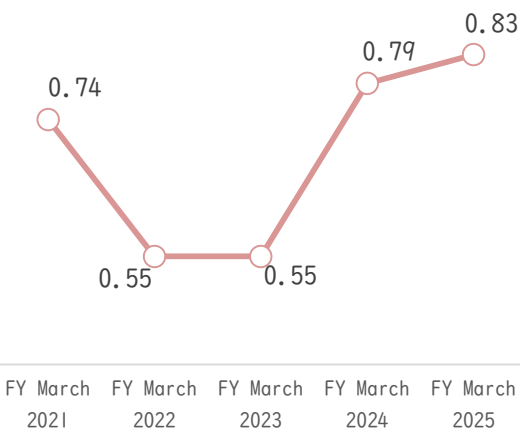
**June 2025**

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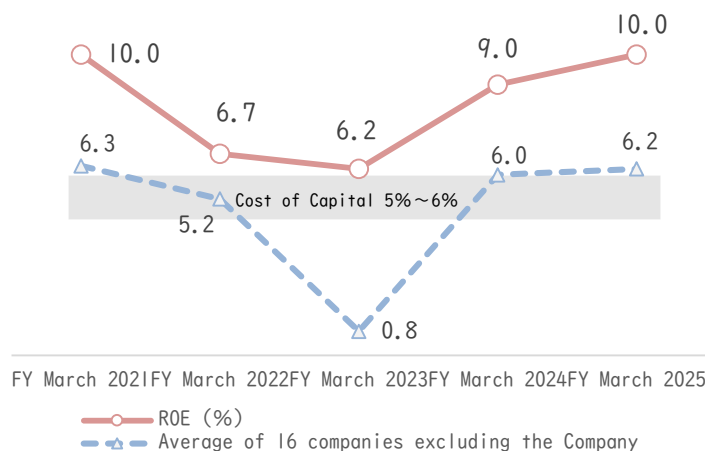
- Record-high operating revenue and ordinary profit, and second-highest net income attributable to owners of the parent for the fiscal year ending March 31, 2025
- ROE for FY2025 will be 10%, which is higher than the industry average (average of 16 companies excluding the Company) of 6.2% and the Company's cost of equity (5~6%)
- Stock prices and PBR are on the rise, but PBR remain below 1x

	FY March 2021	FY March 2022	FY March 2023	FY March 2024	FY March 2025
Operating revenue (Millions of yen)	22,993	20,708	19,691	24,040	25,750
Ordinary profit (Millions of yen)	7,530	5,799	5,165	8,003	9,150
Profit attributable to owners of parent (Millions of yen)	5,362	3,756	3,564	5,554	6,725
Earnings per share (yen)	228.28	159.93	151.73	236.49	286.34
Net assets per share (yen)	2,392.65	2,405.25	2,450.40	2,824.53	2,882.29
PBR (times) <Price Book-value Ratio>	0.74	0.55	0.55	0.79	0.83
ROE (%) <Return On Equity>	10.0	6.7	6.2	9.0	10.0
Stock price at end of term (yen)	1,767	1,332	1,340	2,241	2,406

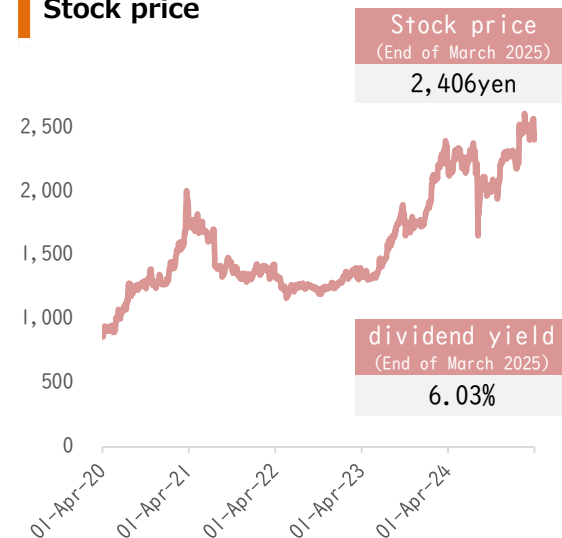
PBR



ROE



Stock price



- Improve PBR and ROE (increase corporate value) by implementing each measure in the 6th Medium-Term Management Plan

## Improvement of PBR

<Price Book-value Ratio>

## Improvement of ROE

<Return On Equity>

### 6th Medium-Term Management Plan (FY March2026~FY March2028) ([https://www.iwaicosmo-hd.jp/english/pdf/emidplan\\_2026\\_2028.pdf](https://www.iwaicosmo-hd.jp/english/pdf/emidplan_2026_2028.pdf))

#### Profitability improvement

- Sales proposals tailored to clients' operational objectives and market conditions
- Increase in U.S. equity balance  
⇒ Iwai Cosmo has become a household name when it comes to U.S. equities.
- Promotion of “evolved face-to-face sales” through the use of IT technology
- Improved productivity and operational efficiency by upgrading internal platforms
- Appropriate cost control and review

#### Capital efficiency improvement

- Enhancement of Shareholder Returns  
⇒ Review of Shareholder Return Policy
- Optimize capital efficiency by selling surplus assets
- Effective use of surplus cash

#### Growth expectations and non-financial measures

- Enhanced dialogue with institutional investors twice a year
- Sustainability and human capital investment initiatives
- Strengthen internal feed-back of dialogue with institutional investors
- Proactive IR implementation

# Enhancement of Shareholder Returns

Return profits in line with business performance, with an emphasis on maintaining stable dividends

■ Annual dividend for the fiscal year ending March 31, 2025 will be a record-high 145 yen (+25 yen year-on-year)

■ Announced dividend policy for the period of the 6th Medium Term Management Plan (FY3/2026–FY3/2028) in April 2025

【Before change】

lower limit

Total return ratio

40 yen

50% or more

【After change】

Dividend on equity ratio (DOE)

Total return ratio

About 3%

or

50% or more

Whichever is higher

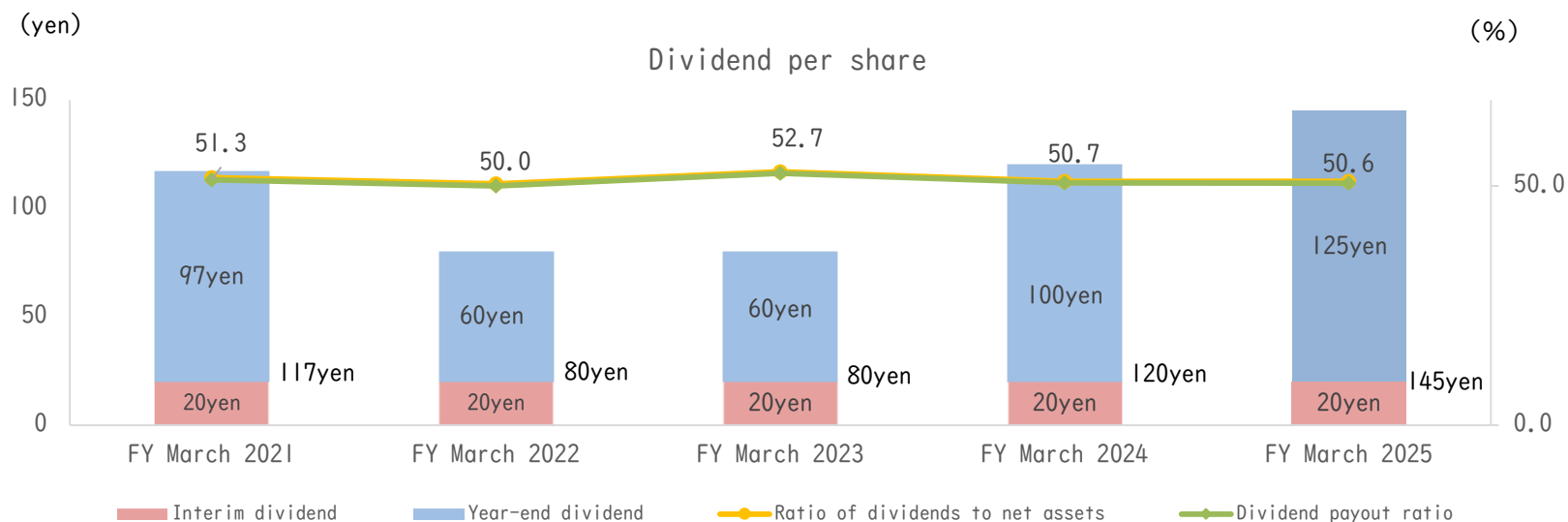
Reduce the bias between interim and year-end dividends and equalize them

・ Interim Dividend : DOE about 2%

・ Year-end dividend : DOE about 1%+linked to performance

※DOE of 3% for the year ending March 31, 2025 is 85yen

The lower limit of the dividend (when DOE is adopted) is significantly increased!





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