

Translation

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## Summary of Consolidated Financial Results for the Three Months Ended February 28, 2018 (Based on Japanese GAAP)

April 16, 2018

Company name: Money Forward, Inc.  
 Stock exchange listing: Tokyo  
 Stock code: 3994 URL <https://corp.moneyforward.com/>  
 Representative: Representative Director, President and CEO Yosuke Tsuji  
 Inquiries: Director, Executive Officer and CFO Naoya Kanesaka TEL 03(6453)9160  
 Scheduled date to file Quarterly Securities Report: April 16, 2018  
 Scheduled date to commence dividend payments: –  
 Preparation of supplementary material on quarterly financial results: Yes  
 Holding of quarterly financial results meeting: Yes (for institutional investors and analysts)

(Amounts less than one million yen are rounded down)

1. Consolidated financial results for the three months ended February 28, 2018 (from December 1, 2017 to February 28, 2018)

(1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		EBITDA*		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended February 28, 2018	905	77.5	(94)	–	(123)	–	(131)	–	(128)	–
Three months ended February 28, 2017	510	–	(559)	–	(562)	–	(563)	–	(565)	–

(Note) Comprehensive income (millions of yen)

Three months ended February 28, 2018: (136) (–%) Three months ended February 28, 2017: (565) (–%)

	Earnings per share		Diluted earnings per share	
	Yen		Yen	
Three months ended February 28, 2018	(6.68)		–	
Three months ended February 28, 2017	(33.95)		–	

\*EBITDA = Operating profit (loss) + depreciation expenses + amortization expenses

(2) Consolidated financial position

	Total assets		Net assets		Equity ratio	
	Millions of yen		Millions of yen		%	
As of February 28, 2018	7,232		3,951		53.6	
As of November 30, 2017	7,397		4,011		54.0	

(Reference) Equity (millions of yen)

As of February 28, 2018: 3,876 As of November 30, 2017: 3,992

2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
Year ended November 30, 2017	–	0.00	–	0.00	0.00
Year ending November 30, 2018	–	–	–	–	–
Year ending November 30, 2018 (Forecast)	–	0.00	–	0.00	0.00

(Note) Revisions to most recent dividend forecast: None

3. Forecast of consolidated financial results for the year ending November 30, 2018 (from December 1, 2017 to November 30, 2018)

Percentages indicate year-on-year changes

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen	
Full year	4,350	50.0	(800)	–	(830)	–	(840)	–	(43.81)	
	~4,650	~60.4	~(500)	–	~(530)	–	~(540)	–	~(28.16)	

(Note) Revisions to most recent consolidated financial results forecast: None

(Reference) Forecast of EBITDA for the year ending November 30,2018 (millions of yen): (667) ~ (367)

4. Notes

- (1) Changes in significant subsidiaries during the three months ended February 28, 2018  
(changes in specified subsidiaries resulting in the change in scope of consolidation): No
- (2) Application of special accounting methods for preparing quarterly consolidated financial statements: No
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements
- Changes in accounting policies due to revisions to accounting standards and other regulations: No
- Changes in accounting policies due to other reasons: No
- Changes in accounting estimates: No
- Restatement of prior period financial statements: No

(4) Number of issued shares (common shares)

Total number of issued shares at the end of the period (including treasury shares)

As of February 28, 2018	19,228,000 shares	As of November 30, 2017	19,173,520 shares
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Number of treasury shares at the end of the period

As of February 28, 2018	– shares	As of November 30, 2017	– shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Three months ended February 28, 2018	19,183,678 shares	Three months ended February 28, 2017	16,661,700 shares
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**Quarterly Consolidated Financial Statements**  
**Consolidated Balance Sheets**

(Thousands of yen)

	As of November 30, 2017	As of February 28, 2018
<b>Assets</b>		
Current assets		
Cash and deposits	5,727,354	5,371,975
Accounts receivable - trade	347,897	336,479
Inventories	7,498	8,390
Other	116,236	172,032
Allowance for doubtful accounts	(3,729)	(2,971)
Total current assets	6,195,257	5,885,905
Non-current assets		
Property, plant and equipment	35,870	34,805
Intangible assets		
Goodwill	796,608	776,692
Other	3,332	4,955
Total intangible assets	799,941	781,647
Investments and other assets	366,295	529,713
Total non-current assets	1,202,106	1,346,166
Total assets	7,397,364	7,232,072
<b>Liabilities</b>		
Current liabilities		
Accounts payable - trade	87,071	47,765
Current portion of long-term loans payable	310,000	310,000
Accounts payable - other	179,918	195,560
Accrued expenses	165,153	169,376
Income taxes payable	23,880	7,317
Unearned revenue	579,960	611,575
Other	84,637	49,216
Total current liabilities	1,430,622	1,390,811
Non-current liabilities		
Long-term loans payable	1,955,000	1,890,000
Total non-current liabilities	1,955,000	1,890,000
Total liabilities	3,385,622	3,280,811
<b>Net assets</b>		
Shareholders' equity		
Capital stock	3,350,697	3,359,491
Capital surplus	1,484,776	708,059
Retained earnings	(842,814)	(186,537)
Total shareholders' equity	3,992,659	3,881,012
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	—	(4,740)
Total accumulated other comprehensive income	—	(4,740)
Subscription rights to shares	17,583	62,134
Non-controlling interests	1,500	12,854
Total net assets	4,011,742	3,951,261
Total liabilities and net assets	7,397,364	7,232,072

**Consolidated Statements of Income (cumulative) and Consolidated Statements of Comprehensive Income (cumulative)**

**Consolidated Statements of Income (cumulative)**

	(Thousands of yen)	
	Three months ended February 28, 2017	Three months ended February 28, 2018
Net sales	510,278	905,991
Cost of sales	184,916	295,871
Gross profit	325,362	610,120
Selling, general and administrative expenses	887,484	733,457
Operating loss	(562,121)	(123,336)
Non-operating income		
Interest income	8	18
Other	2	2
Total non-operating income	11	21
Non-operating expenses		
Interest expenses	1,691	5,705
Share issuance cost	–	2,165
Other	0	644
Total non-operating expenses	1,691	8,514
Ordinary loss	(563,801)	(131,829)
Extraordinary income		
Gain on reversal of subscription rights to shares	–	2,464
Total extraordinary income	–	2,464
Loss before income taxes	(563,801)	(129,365)
Income taxes - current	1,937	2,012
Loss	(565,739)	(131,378)
Loss attributable to non-controlling interests	–	(3,218)
Loss attributable to owners of parent	(565,739)	(128,160)

**Consolidated Statements of Comprehensive Income (cumulative)**

(Thousands of yen)

	Three months ended February 28, 2017	Three months ended February 28, 2018
Loss	(565,739)	(131,378)
Other comprehensive income		
Valuation difference on available-for-sale securities	—	(4,740)
Total other comprehensive income	—	(4,740)
Comprehensive income	(565,739)	(136,118)
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	(565,739)	(132,900)
Comprehensive income attributable to non-controlling interests	—	(3,218)