

**Translation**

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**Summary of Consolidated Financial Results  
for the Nine Months Ended August 31, 2019  
(Based on Japanese GAAP)**

October 15, 2019

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: Executive Officer and CFO Shun Uchikawa TEL 03(6453)9160  
 Scheduled date to file Quarterly Securities Report: October 15, 2019  
 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 nine months ended August 31, 2019 (from December 1, 2018 to August 31, 2019)

(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	%
Nine months ended August 31, 2019	4,940	58.0	(1,737)	–	(1,867)	–	(1,981)	–	(2,043)	–
Nine months ended August 31, 2018	3,126	61.6	(407)	–	(507)	–	(528)	–	(525)	–

(Note) Comprehensive Income (millions of yen)

Three months ended August 31, 2019: (2,146) (-%). Three months ended August 31, 2018: (542) (-%)

	Earnings per share		Diluted earnings per share	
	Yen		Yen	
Nine months ended August 31, 2019	(94.16)		–	
Nine months ended August 31, 2018	(27.31)		–	

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

(2) Consolidated financial position

	Total assets		Net assets		Equity ratio	
	Millions of yen		Millions of yen		%	
As of August 31, 2019	14,651		8,325		56.1	
As of November 30, 2018	8,660		3,383		37.3	

(Reference) Equity (millions of yen) As of August 31, 2019: 8,218. As of November 30, 2018: 3,229

2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
Year ended November 30, 2018	–	0.00	–	0.00	0.00
Year ending November 30, 2019	–	0.00	–	–	–
Year ending November 30, 2019 (Forecast)	–	–	–	0.00	0.00

(Note) Revisions to most recent dividend forecast: None

3. Forecast of consolidated financial results for the year ending November 30, 2019 (from December 1, 2018 to November 30, 2019)

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	7,122	55.0	(2,600)	–	(2,760)	–	(2,790)	–	(128.51)	
	~7,581	~65.0	~(2,100)	–	~(2,260)	–	~(2,290)	–	~(105.48)	

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

(Reference) Forecast of EBITDA for the year ending November 30, 2019 (millions of yen): (2,420)~(1,920)

4. Notes

- (1) Changes in significant subsidiaries during the nine months ended August 31, 2019  
 (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 August 31, 2019	22,163,360 shares	As of November 30, 2018	19,329,640 shares
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Number of treasury shares at the end of the period

As of August 31, 2019	1,158 shares	As of November 30, 2018	– shares
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Average number of shares during the period (cumulative from the beginning of the fiscal year)

Nine months ended August 31, 2019	21,701,347 shares	Nine months ended August 31, 2018	19,244,041 shares
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**Quarterly Consolidated Financial Statements**  
**Consolidated Balance Sheets**

(Thousands of yen)

	As of November 30, 2018	As of August 31, 2019
<b>Assets</b>		
<b>Current assets</b>		
Cash and deposits	4,951,530	9,142,808
Notes and accounts receivable - trade	590,982	562,754
Inventories	8,889	25,181
Purchased receivables	362,115	1,172,161
Other	305,332	542,166
Allowance for doubtful accounts	(5,404)	(6,948)
<b>Total current assets</b>	<b>6,213,445</b>	<b>11,438,123</b>
<b>Non-current assets</b>		
Property, plant and equipment	288,642	342,702
<b>Intangible assets</b>		
Goodwill	893,407	810,768
Other	10,646	14,123
<b>Total intangible assets</b>	<b>904,053</b>	<b>824,892</b>
<b>Investments and other assets</b>		
Investment securities	825,215	1,525,168
Other	428,811	529,766
Allowance for doubtful accounts	—	(9,227)
<b>Total investments and other assets</b>	<b>1,254,027</b>	<b>2,045,707</b>
<b>Total non-current assets</b>	<b>2,446,723</b>	<b>3,213,301</b>
<b>Total assets</b>	<b>8,660,169</b>	<b>14,651,425</b>
<b>Liabilities</b>		
<b>Current liabilities</b>		
Accounts payable - trade	189,917	109,233
Short-term loans payable	555,000	1,240,000
Current portion of long-term loans payable	510,000	510,000
Accounts payable - other	236,959	451,012
Accrued expenses	428,688	573,247
Income taxes payable	29,172	54,460
Provision for bonuses	—	8,172
Unearned revenue	774,649	879,002
Other	124,543	152,808
<b>Total current liabilities</b>	<b>2,848,930</b>	<b>3,977,936</b>
<b>Non-current liabilities</b>		
Long-term loans payable	2,425,000	2,340,000
Other	2,804	7,913
<b>Total non-current liabilities</b>	<b>2,427,804</b>	<b>2,347,913</b>
<b>Total liabilities</b>	<b>5,276,735</b>	<b>6,325,849</b>

(Thousands of yen)

	As of November 30, 2018	As of August 31, 2019
Net assets		
Shareholders' equity		
Capital stock	3,378,155	6,942,366
Capital surplus	726,723	4,025,833
Retained earnings	(873,822)	(2,682,940)
Treasury shares	—	(146)
Total shareholders' equity	<u>3,231,057</u>	<u>8,285,113</u>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(4,677)	(60,204)
Foreign currency translation adjustment	1,761	(6,543)
Total accumulated other comprehensive income	<u>(2,915)</u>	<u>(66,747)</u>
Share acquisition rights	60,007	54,556
Non-controlling interests	95,284	52,653
Total net assets	<u>3,383,433</u>	<u>8,325,575</u>
Total liabilities and net assets	<u>8,660,169</u>	<u>14,651,425</u>

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

**Consolidated Statements of Income (cumulative)**

	(Thousands of yen)	
	Nine months ended August 31, 2018	Nine months ended August 31, 2019
Net sales	3,126,172	4,940,342
Cost of sales	1,135,435	1,951,628
Gross profit	1,990,736	2,988,713
Selling, general and administrative expenses	2,498,101	4,856,099
Operating loss	(507,364)	(1,867,385)
Non-operating income		
Interest income	42	93
Subsidy income	–	902
Other	3	552
Total non-operating income	45	1,548
Non-operating expenses		
Interest expenses	18,000	21,162
Share issuance cost	2,165	90,735
Other	749	3,924
Total non-operating expenses	20,915	115,822
Ordinary loss	(528,234)	(1,981,659)
Extraordinary income		
Gain on reversal of share acquisition rights	2,652	1,889
Total extraordinary income	2,652	1,889
Extraordinary losses		
Impairment loss	–	12,533
Loss on liquidation of business	–	61,395
Total extraordinary losses	–	73,928
Loss before income taxes	(525,582)	(2,053,699)
Income taxes - current	7,967	26,659
Income taxes - deferred	–	2,237
Total income taxes	7,967	28,896
Loss	(533,549)	(2,082,596)
Loss attributable to non-controlling interests	(8,026)	(39,110)
Loss attributable to owners of parent	(525,522)	(2,043,485)

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

(Thousands of yen)

	Nine months ended August 31, 2018	Nine months ended August 31, 2019
Loss	(533,549)	(2,082,596)
Other comprehensive income		
Valuation difference on available-for-sale securities	(9,315)	(55,526)
Foreign currency translation adjustment		(8,305)
Total other comprehensive income	(9,315)	(63,832)
Comprehensive income	(542,865)	(2,146,428)
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	(534,838)	(2,107,317)
Comprehensive income attributable to non-controlling interests	(8,026)	(39,110)