

Translation

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## Summary of Consolidated Financial Results for the Three Months Ended February 28, 2022 (Based on Japanese GAAP)

April 13, 2022

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  
 Executive Officer and Accounting Department Manager  
 Inquiries: Shun Matsuoka TEL 03(6453)9160  
 Scheduled date to file Quarterly Securities Report: April 13, 2022  
 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, 2022 (from December 1, 2021 to February 28, 2022)

#### (1) Consolidated operating results (cumulative)

Percentages indicate year-on-year changes

	Net sales		SaaS ARR*1		EBITDA*2		Operating profit		Ordinary profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Three months ended February 28, 2022	4,755	37.2	12,904	39.9	(1,159)	–	(1,638)	–	(1,655)	–
Three months ended February 28, 2021	3,466	44.8	9,224	35.4	358	–	80	–	74	–

(Note) Comprehensive income (millions of yen)

Three months ended February 28, 2022: (1,779) (-%). Three months ended February 28, 2021: (100) (-%)

	Profit attributable to owners of parent		Earnings per share	Diluted earnings per share
	Millions of yen	%	Yen	Yen
Three months ended February 28, 2022	(1,668)	–	(31.28)	–
Three months ended February 28, 2021	64	–	1.35	1.30

\*1 SaaS ARR is 12 times the monthly recurring revenue of Home, Business, X and Finance domains in the last month of each term. In order to adjust for seasonal factors of *STREAMED*, its MRR is calculated as one-third of the revenue from *STREAMED* in Q1 and Q2 of each fiscal year.

\*2 EBITDA=Operating profit(loss) + depreciation and amortization + tax expenses included in operating expenses + share-based remuneration expenses

(Note) Diluted earnings per share is not disclosed because it is anti dilutive due to the Company's net loss position.

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of February 28, 2022	59,563	40,339	64.3
As of November 30, 2021	56,942	42,332	71.1

(Reference) Equity (millions of yen) As of February 28, 2022: 38,270. As of November 30, 2021: 40,491.

### 2. Cash dividends

	Annual dividends per share				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Fiscal year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended November 30, 2021	–	–	–	–	–
Year ending November 30, 2022	–	–	–	–	–
Year ending November 30, 2022 (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, 2022 (from December 1, 2021 to November 30, 2022)

In the fiscal year ending November 30, 2022, the Company will execute investments more flexibly mainly in Business domain, while monitoring the return on investment and market environment. As such, it is difficult to calculate a reasonable earnings forecast for the full year, and the Company plans to continuously disclose the earnings forecast for the next quarter.

Percentages indicate year-on-year changes

	Net sales		SaaS ARR*1		EBITDA*2	
	Millions of yen	%	Millions of yen	%	Millions of yen	%
Full year	20,322	30.0	15,718	40.0	–	–
	~21,886	~40.0	~16,841	~50.0		

	Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	–	–	–	–	–	–	–

The percentages indicate changes from the same period of the previous fiscal year

	Net sales		SaaS ARR		EBITDA	
	Millions of yen	%	Millions of yen	%	Millions of yen	%
Six months ending	4,752	19.0	13,576	34.0	(1,900)	–
	~5,072	~27.0	~13,982	~38.0	~(1,400)	

	Operating profit		Ordinary profit		Profit attributable to owners of parent		Earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Six months ending	(2,400)	–	(2,500)	–	(2,550)	–	(47.67)
	~(1,900)		~(2,000)		~(2,050)		~(38.32)

(Note) Revisions to most recent dividend forecast: None

\*1 SaaS ARR is 12 times the monthly recurring revenue of Home, Business, X and Finance domains in the last month of each term. In order to adjust for seasonal factors of *STREAMED*, its MRR is calculated as one-third of the revenue from *STREAMED* in Q1 and Q2 of each fiscal year.

\*2 EBITDA=Operating profit(loss) + depreciation and amortization + tax expenses included in operating expenses +share-based remuneration

(Note) Advertising expenses for the six months ending May 31, 2022, are expected to range from 1,600 million yen to 1,800 million yen.

4. Notes

- (1) Changes in significant subsidiaries during the three months ended February 28, 2022  
(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: Yes
- (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: Yes
- 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, 2022	53,394,460 shares	As of November 30, 2021	53,382,460 shares
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Number of treasury shares at the end of the period

As of February 28, 2022	44,038 shares	As of November 30, 2021	36,475 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, 2022	53,346,042 shares	Three months ended February 28, 2021	47,755,477 shares
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**Quarterly Consolidated Financial Statements**  
**Consolidated Balance Sheets**

(Thousands of yen)

	As of November 30, 2021	As of February 28, 2022
Assets		
Current assets		
Cash and deposits	36,220,522	33,343,853
Notes and accounts receivable - trade	1,516,402	-
Notes and accounts receivable - trade, and contract assets	-	1,883,304
Operational investment securities	1,074,286	1,370,178
Inventories	21,762	14,818
Purchased receivables	4,222,155	5,514,527
Other	1,073,146	1,596,505
Allowance for doubtful accounts	(102,517)	(76,371)
Total current assets	44,025,758	43,646,815
Non-current assets		
Property, plant and equipment	537,330	602,738
Intangible assets		
Goodwill	3,068,762	4,847,076
Software	2,313,203	2,702,619
Software in progress	723,223	1,042,702
Total intangible assets	6,105,189	8,592,397
Investments and other assets		
Investment securities	5,006,164	5,378,647
Leasehold and guarantee deposits	606,325	726,260
Other	712,468	667,144
Allowance for doubtful accounts	(50,678)	(50,678)
Total investments and other assets	6,274,279	6,721,374
Total non-current assets	12,916,799	15,916,510
Total assets	56,942,558	59,563,326

(Thousands of yen)

	As of November 30, 2021	As of February 28, 2022
<b>Liabilities</b>		
Current liabilities		
Accounts payable - trade	211,852	257,510
Short-term loans payable	4,700,000	6,580,000
Current portion of long-term loans payable	1,713,041	1,751,311
Accounts payable - other	1,822,487	3,823,286
Accrued expenses	908,826	940,350
Income taxes payable	350,189	120,512
Unearned revenue	1,722,767	–
Contract liabilities	–	2,629,708
Provision for bonuses	34,506	45,451
Provision for bonuses for directors (and other officers)	–	15,024
Provision for points	644	18,355
Provision for loss on order received	–	3,304
Other	812,054	818,089
Total current liabilities	12,276,371	17,002,903
Non-current liabilities		
Long-term loans payable	2,141,100	2,079,466
Retirement benefit liability	2,376	2,484
Other	189,728	139,277
Total non-current liabilities	2,333,205	2,221,228
Total liabilities	14,609,576	19,224,132
<b>Net assets</b>		
Shareholders' equity		
Capital stock	25,775,494	25,783,805
Capital surplus	17,233,262	15,316,673
Retained earnings	(2,755,553)	(3,013,207)
Treasury shares	(850)	(850)
Total shareholders' equity	40,252,352	38,086,420
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	228,409	157,990
Foreign currency translation adjustment	10,898	26,440
Total accumulated other comprehensive income	239,307	184,431
Share acquisition rights	38,529	37,086
Non-controlling interests	1,802,791	2,031,255
Total net assets	42,332,981	40,339,194
Total liabilities and net assets	56,942,558	59,563,326

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

	Three months ended February 28, 2021	(Thousa Three months February 28,
Net sales	3,466,847	
Cost of sales	924,038	
Gross profit	2,542,808	
Selling, general and administrative expenses	2,462,234	
Operating profit (loss)	80,574	
Non-operating income		
Interest income	36	
Dividend income	–	
Consumption taxes refund	9,013	
Gain on investments in investment partnerships	–	
Other	1,050	
Total non-operating income	10,100	
Non-operating expenses		
Interest expenses	10,981	
Share of loss of entities accounted for using equity method	–	
Foreign exchange losses	3,910	
Other	971	
Total non-operating expenses	15,864	
Ordinary profit (loss)	74,810	
Extraordinary income		
Gain on reversal of share acquisition rights	1,210	
Total extraordinary income	1,210	
Profit (loss) before income taxes	76,021	
Income taxes	23,104	
Profit (loss)	52,917	
Loss attributable to non-controlling interests	(11,538)	
Profit (loss) attributable to owners of parent	64,456	

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

	(Thousands of yen)	
	Three months ended February 28, 2021	Three months ended February 28, 2022
Profit (loss)	52,917	(1,724,416)
Other comprehensive income		
Valuation difference on available-for-sale securities	52,265	(70,418)
Foreign currency translation adjustment	(4,191)	15,542
Total other comprehensive income	48,074	(54,876)
Comprehensive income	100,991	(1,779,293)
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	112,530	(1,723,634)
Comprehensive income attributable to non-controlling interests	(11,538)	(55,658)