

Results for First Three Quarters of Fiscal 2021, ending September 30, 2021

August 2021

FinTech Global Incorporated

TSE Second Section Stock Code: 8789

<http://www.fgi.co.jp/english/>

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Summary

Revenues up, thanks to favorable results by investment banking business

Reversed into the black, with operating income, ordinary income and quarterly net income

- Results driven by private equity investment. Aircraft asset management also growing.

Entertainment service business booked lower revenues despite increase in licensing-related revenues, as pandemic kept Metsä guest count down. Segment showed loss.

- Guest count on recovery path, thanks to crowd-attracting events in first quarter, but from second quarter, guest count slumped as COVID-19 cases increased and government declared state of emergency to combat spread of the coronavirus. Three-quarter loss not as deep as a year ago, owing to account-balancing strategy driven by cost-cutting measures.
- Licensing-related business maximized branding to capture stay-at-home demand, leading to higher revenues.

Consolidated performance forecast for fiscal 2021 unchanged at present time.

- Investment banking, with its high profit ratio, is doing well but Metsä-related operations are lagging. Consequently, even though profit, at all levels, is on track to meet specific targets, rate of progress toward consolidated revenue target is somewhat behind schedule.
- In investment banking business, will put greater effort into formation of arrangements as the fiscal year-end approaches, and expect demand for aircraft asset management services to remain favorable.
- Guest count at Metsä may shift low, as sudden increase in number of COVID-19 cases since July 2021 prompted government to place several prefectures, including Saitama, where Moominvalley Park and Metsä Village are located, under a state of emergency, effective from August 2 to 31, 2021.
- If revisions become necessary, given evolving trends, notably, the formation of arrangements by the investment banking business and the number of guests visiting Metsä, FGI will quickly disclose such revisions.

Consolidated Performance

(Millions of yen)

	Fiscal 2020 First Three Quarters	Fiscal 2021 First Three Quarters	YOY Change Amount	YOY Change Ratio	Fiscal 2021 Full Year (Forecast)	Progress toward goal
Revenues	5,196	6,410	1,214	23.4%	9,000	71.2%
Gross profit	1,670	2,846	1,176	70.4%	—	—
Operating income(loss)	(893)	465	1,358	—	540	86.1%
Ordinary income(loss)	(989)	437	1,426	—	370	118.2%
Profit/(loss) attributable to owners of the parent	(1,045)	319	1,365	—	250	127.9%
EBITDA	(337)	954	1,291	—	—	—

Note: EBITDA is calculated by returning depreciation costs and amortization of goodwill included in cost of revenue and selling, general and administrative expenses back to segment income/(loss).

Revenues

Despite drop in Metsä revenues, favorable shift by investment banking business underpinned increase in consolidated revenues.

- Underpinned by formation of private equity investment deals, investment banking business turned in great results. With favorable demand for aircraft asset management services, segment delivered higher revenues. (External revenues climbed ¥1,391 million, or 79.3%.)
- Entertainment service business benefited from increased revenues from licensing-related activities but showed a decrease in revenues as the Metsä guest count trended downward. (External revenues fell ¥167 million, or 5.1%.)

Gross profit

Gross profit increased significantly, reflecting higher revenues, especially from arrangement services in investment banking business with its low cost of revenues

Operating income

Higher growth profit and decrease in SG&A led to ¥1,358 million year-on-year improvement, pushing FGI into operating black.

- With lower personnel costs and miscellaneous costs, selling, general and administrative expenses declined ¥182 million, or 7.1%, year on year, to ¥2,381 million.
- Metsä maintained operating structure with cost-reduction focus.
- Fixed costs of ¥292 million accumulated during temporary closure of Moominvalley Park in the corresponding period of fiscal 2020 were booked under extraordinary loss, but if this amount had been booked under operating expenses, FGI would have shown a year-on-year improvement of ¥1,651 million.

Performance forecasts and other forward-looking statements are based on certain reasonable assumptions and information currently available to management of the Company. A number of factors could cause actual results to differ greatly from stated expectations.

Quarterly Changes in Consolidated Performance

(Millions of yen)

	Fiscal 2020						Fiscal 2021				YOY Q3		YOY Q3 YTD
	Q1	Q2	Q3	First three quarters	Q4	Full year	Q1	Q2	Q3	First three quarters	¥ change % change	¥ change % change	
Revenues	2,209	2,060	926	5,196	1,644	6,841	2,020	2,854	1,536	6,410	609 65.7%	1,214 23.4%	
Gross profit	696	604	368	1,670	643	2,313	825	1,558	462	2,846	93 25.3%	1,176 70.4%	
Operating income (loss)	(258)	(236)	(398)	(893)	(99)	(992)	53	787	(375)	465	23 —	1,358 —	
Ordinary income (loss)	(297)	(263)	(428)	(989)	(146)	(1,135)	9	821	(393)	437	34 —	1,426 —	
Profit/(loss) attributable to owners of the parent	(284)	(296)	(464)	(1,045)	(140)	(1,186)	(63)	681	(298)	319	165 —	1,365 —	
EBITDA	(5)	(23)	(307)	(337)	73	(264)	224	962	(232)	954	75 —	1,291 —	

Note: EBITDA is calculated by returning depreciation costs and amortization of goodwill included in cost of revenue and selling, general and administrative expenses back to segment income/(loss).

Business Summary by Segment (1)

- Higher revenues and gross profit in investment banking business underpinned improvement in consolidated results.
- Entertainment service business saw first-quarter recovery in Metsä operations and growth in licensing-related activities, driving return to profit in that quarter. However, in second and third quarters, segment posted losses as states of emergency curtailed attendance.

(Millions of yen)

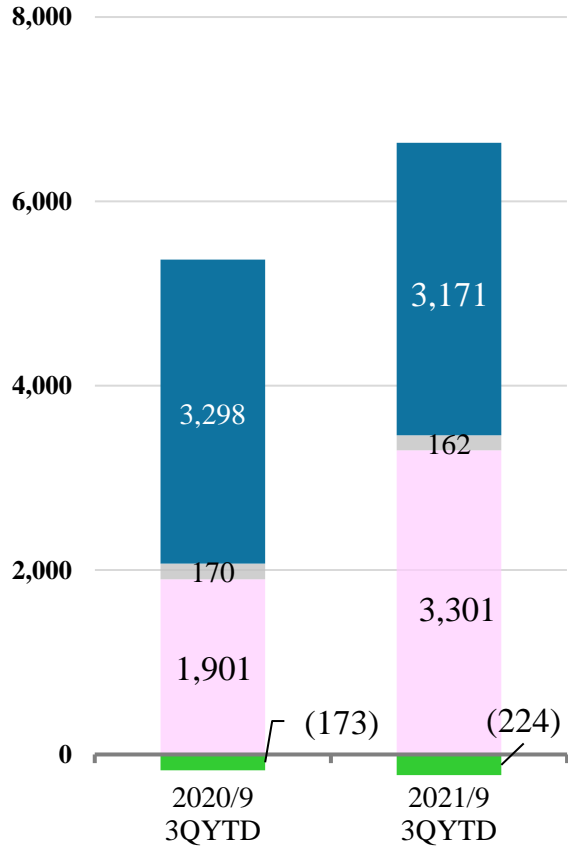
Reporting Segments		Fiscal 2020						Fiscal 2021				YOY Q3 change	YOY Q3 YTD change
		1Q	2Q	3Q	First three quarters	4Q	Full year	1Q	2Q	3Q	First three quarters		
Investment Banking Business	Revenue	555	849	497	1,901	623	2,525	812	✓ 1,856	632	✓ 3,301	134	✓ 1,399
	Gross Profit	316	403	325	1,045	437	1,482	499	✓ 1,492	335	✓ 2,326	9	✓ 1,281
	Segment income	(71)	36	26	(8)	118	109	142	✓ 1,180	(47)	✓ 1,274	(74)	✓ 1,283
Public Management Consulting Business	Revenue	64	62	43	170	83	253	62	56	43	162	0	(7)
	Gross Profit	33	34	25	93	57	151	38	31	29	99	3	5
	Segment income	(7)	(5)	(12)	(25)	10	(15)	(2)	0	(6)	(9)	6	16
Entertainment Service Business	Revenue	1,647	1,202	448	3,298	1,006	4,304	✓ 1,223	1,007	✓ 939	✓ 3,171	✓ 491	✓ (127)
	Gross Profit	376	190	50	617	180	797	327	64	132	523	81	(93)
	Segment income	(18)	(142)	(253)	(414)	(101)	(515)	✓ 47	(203)	✓ (175)	✓ (330)	✓ 77	✓ 83
Adjustment (Elimination of transactions among segments and corporate expenses)	Revenue	(57)	(54)	(62)	(173)	(68)	(242)	(78)	(66)	(79)	(224)	(17)	(50)
	Gross Profit	(29)	(24)	(32)	(86)	(32)	(118)	(39)	(30)	(34)	(103)	(1)	(17)
	Segment income	(161)	(124)	(158)	(445)	(126)	(571)	(134)	(188)	(145)	(468)	13	(23)
Amount Booked on Consolidated Statement of Income	Revenue	2,209	2,060	926	5,196	1,644	6,841	2,020	2,854	1,536	6,410	609	1,214
	Gross Profit	696	604	368	1,670	643	2,313	825	1,558	462	2,846	93	1,176
	Segment income	(258)	(236)	(398)	(893)	(99)	(992)	53	787	(375)	465	23	1,358
Related issues			Moominvalley Park and Metsä Village closed temporarily for 16 days						State of emergency (From January 8, 2021 to March 21, 2021 in Tokyo and three prefectures)	State of emergency (From April 25, 2021 to June 20, 2021 in Tokyo)			

- Revenues for each segment includes intersegment revenue and transfers.
- The ¥(468) million operating income for the first three quarters of fiscal 2021, under adjustment, includes intersegment elimination (¥165 million in the first three quarters of fiscal 2021) as well as corporate expenses (¥633) million in the same period) that are not allocated to any reporting segment. Corporate expenses are general and administrative expenses not associated with any reporting segment, mainly because it is difficult to justifiably allocate such expenses to any particular reporting segment.

Business Summary by Segment (2)

Revenues

(Millions of yen)



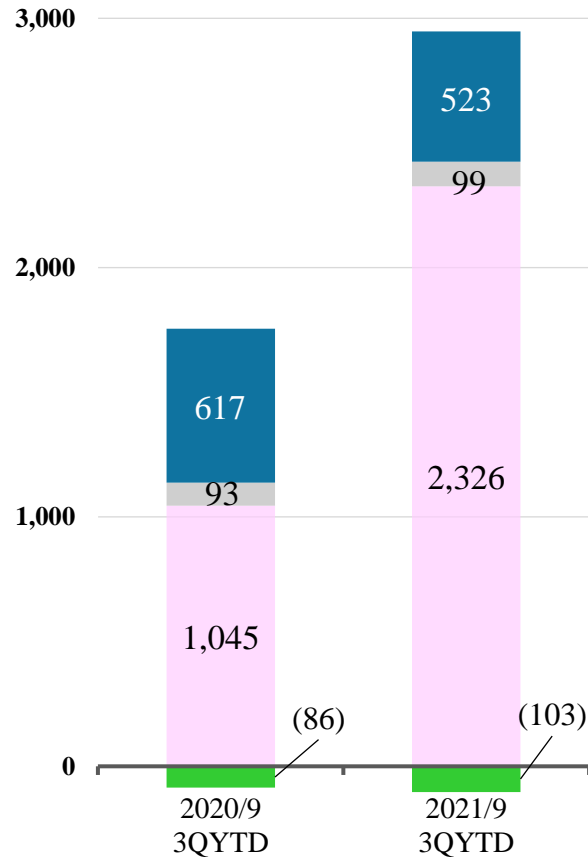
5,196

6,410

Up ¥1,214 million, or 23.4%

Gross Profit

(Millions of yen)



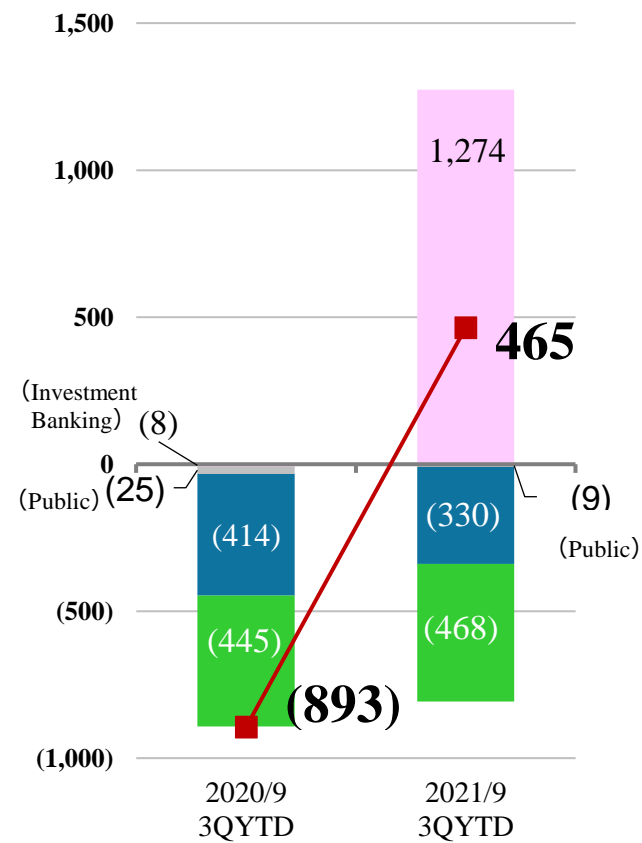
1,670

2,846

Up ¥1,176 million, or 70.4%

Operating Income (Loss)

(Millions of yen)



Improved ¥1,358 million

Note: Segment breakdown uses non-eliminated values.

Investment Banking Business

Public Management Consulting Business

Entertainment Service Business

Corporate expenses and eliminated transactions

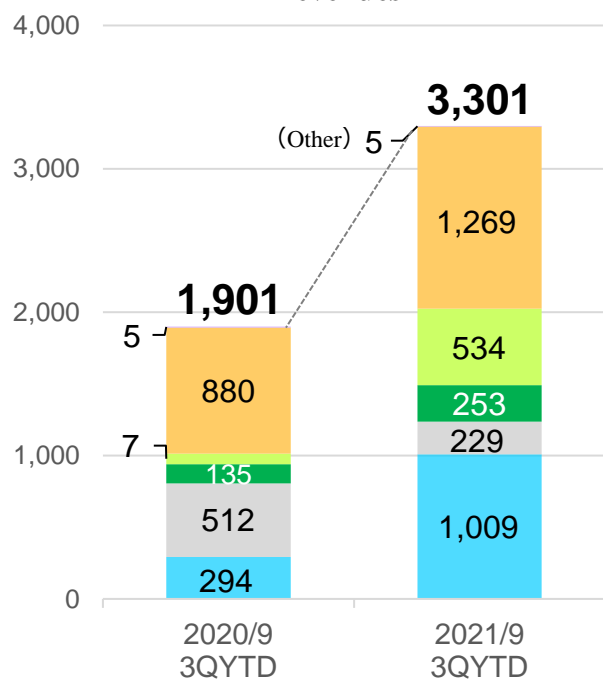
Investment Banking Business—Revenues and gross profit by service

Favorable results from private equity investment (arrangement services, corporate investment) and aircraft asset management

Arrangements	Higher revenues, owing to arrangement services on numerous private equity investment deals related to business succession.
Asset investment	Lower revenues are reactionary drop after exits from real estate development projects in second quarter a year ago. Sales of real estate trust beneficiary rights progressing.
Metsä Village	Effect of lower parking fee revenue due to temporary closure of site in fiscal 2020 as well as partial reduction on rent for tenants no longer an issue. Master lease for Moomin Monogatari in force until second quarter of fiscal 2020 (no cost of revenue). Facilities rented directly to tenants from third quarter of fiscal 2020, with operating costs booked under cost of revenue.
Corporate investment	Higher revenues, reflecting private equity investment exits
Aircraft asset management	Revenue and gross profit increased, reflecting more requests from financial institutions and owners (lessors) for technical services, such as aircraft inspection and aircraft returns, as a consequence of COVID-19 pandemic.

(Millions of yen)

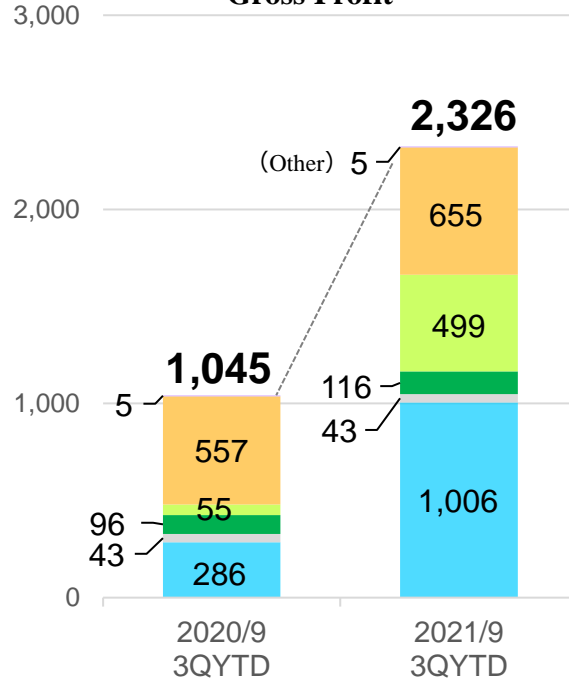
Revenues



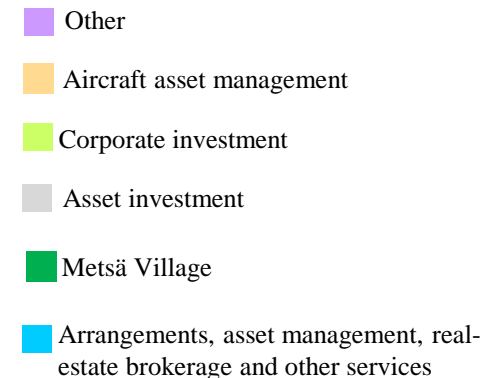
Up ¥1,399 million, or 73.6%

(Millions of yen)

Gross Profit



Up ¥1,281 million, or 122.7%

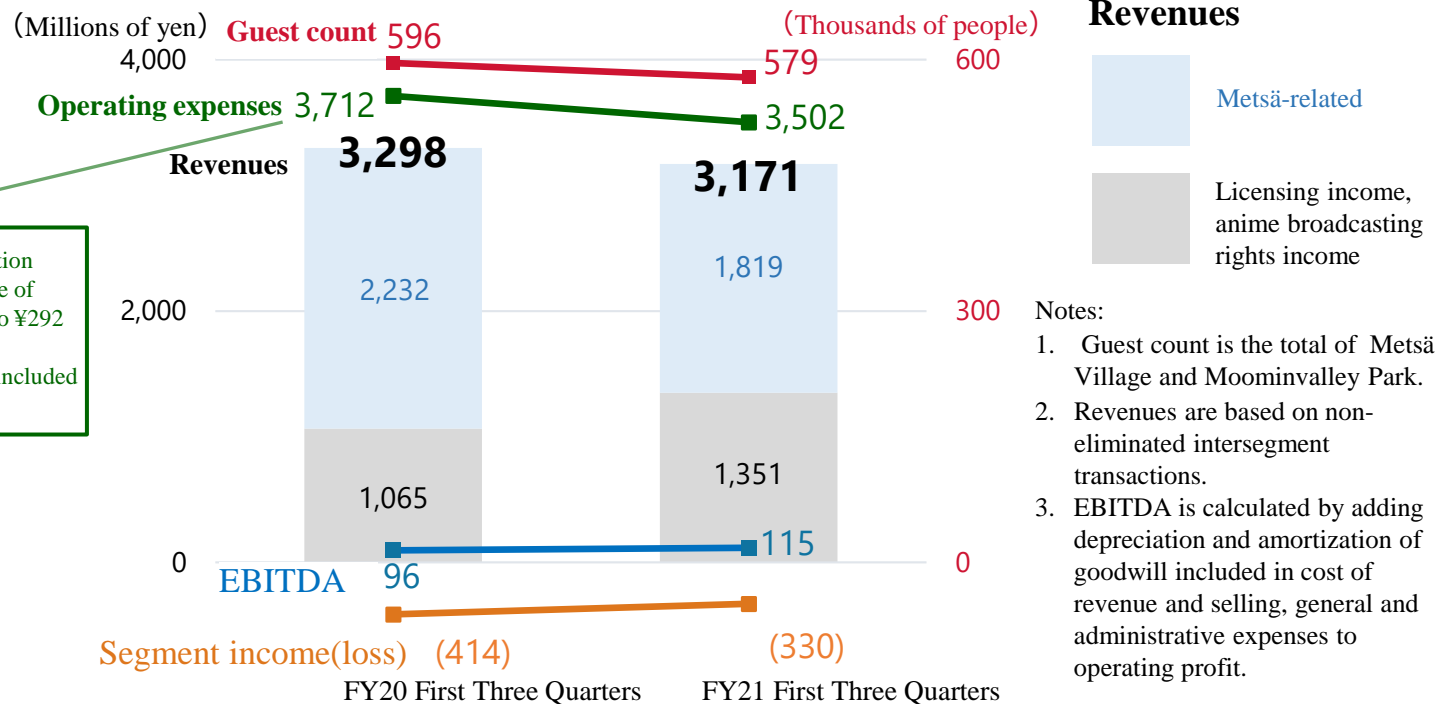


Note: Intersegment transactions use non-eliminated values.

Entertainment Service Business Results

Metsä guest count stuck at low level due to state of emergency, leading to lower revenues. Licensing-related business captured stay-at-home demand through enhance branding, which led to higher revenues.

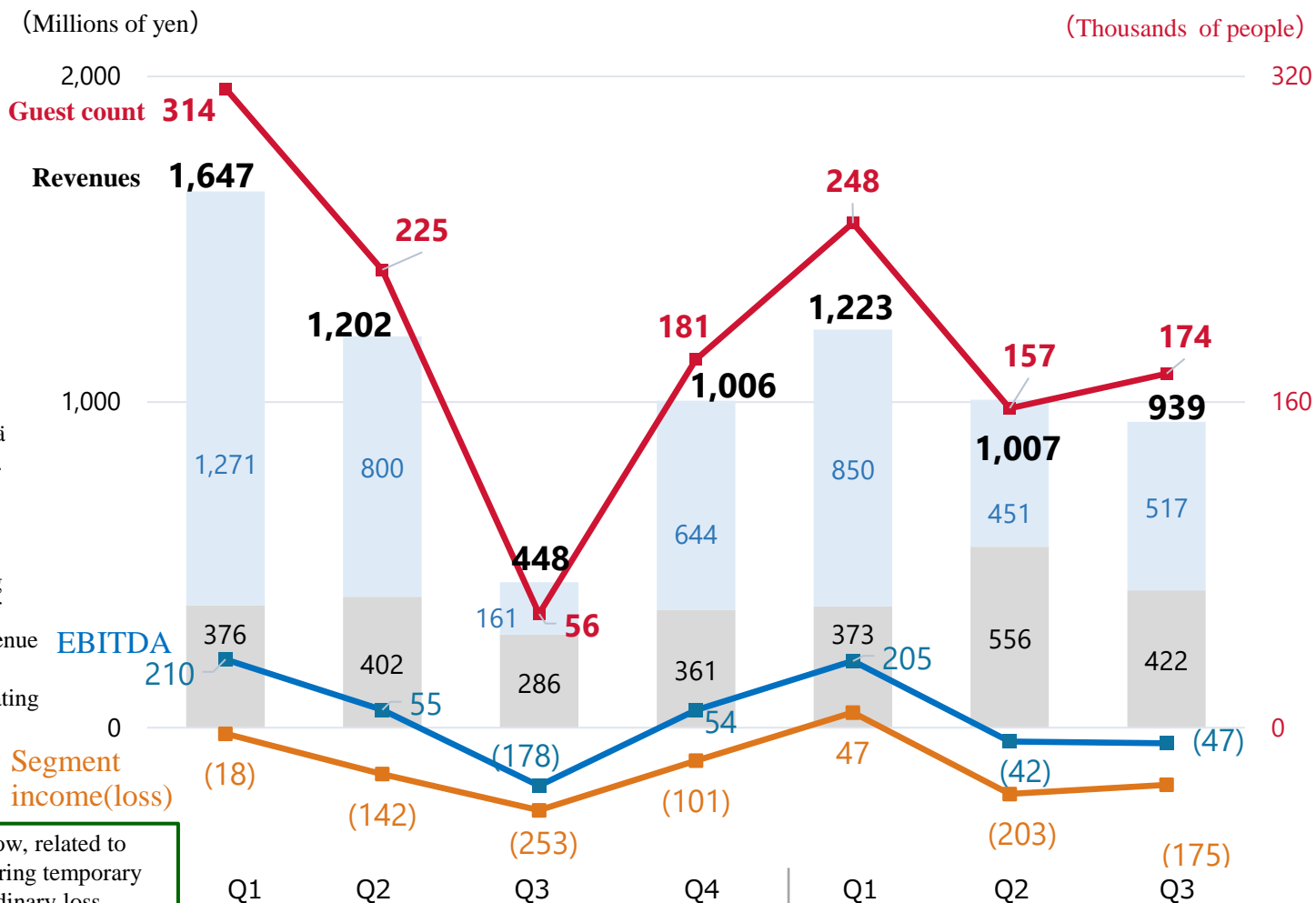
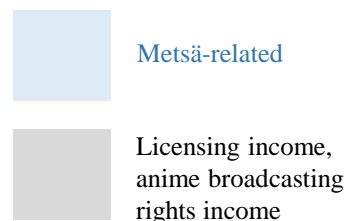
- Metsä-related:**
- Success of events helped boost Metsä guest count in first quarter, putting results on recovery, but in attendance slumped in second and third quarters due to state-of-emergency situation. Maintained measures to curb expenses.
 - Ran Spring Festival from March 13 – June 20. Introduced Sound Walk. Made greater use of surrounding environment to create appealing displays.
 - Introduced direct-to-Metsä, ad-wrapped bus leaving/returning to Tokyo Station to improve access. (April 17 – August 29)
- Licensing-related:**
- Overall licensing revenues continued on growth track.
 - Rights and Brands Japan conducted PR activities to boost brand value and teamed up with licensees on various initiatives to attract market attention, successfully capturing stay-at-home demand for everyday items, casual wear and other character-featuring merchandise to make life more enjoyable under the strain of pandemic conditions. This led to higher licensing income.



Fixed expenses related to operation during 80-day temporary closure of Moominvalley Park amounted to ¥292 million and was transferred to extraordinary loss and thus not included under operating expenses.

Changes in Entertainment Service Business Results (Quarterly)

Revenues



Notes:

1. Guest count is the total of Metsä Village and Moominvalley Park.
2. Revenues are based on non-eliminated intersegment transactions.
3. EBITDA is calculated by adding depreciation and amortization of goodwill included in cost of revenue and selling, general and administrative expenses to operating profit.

Fixed costs and others, as listed below, related to operation of Moominvalley Park during temporary closures were transferred to extraordinary loss

Fiscal 2020	Q2	¥71 million
	Q3	¥220 million

Trends in Balance of Investments and Loans (FGI, FGT total)

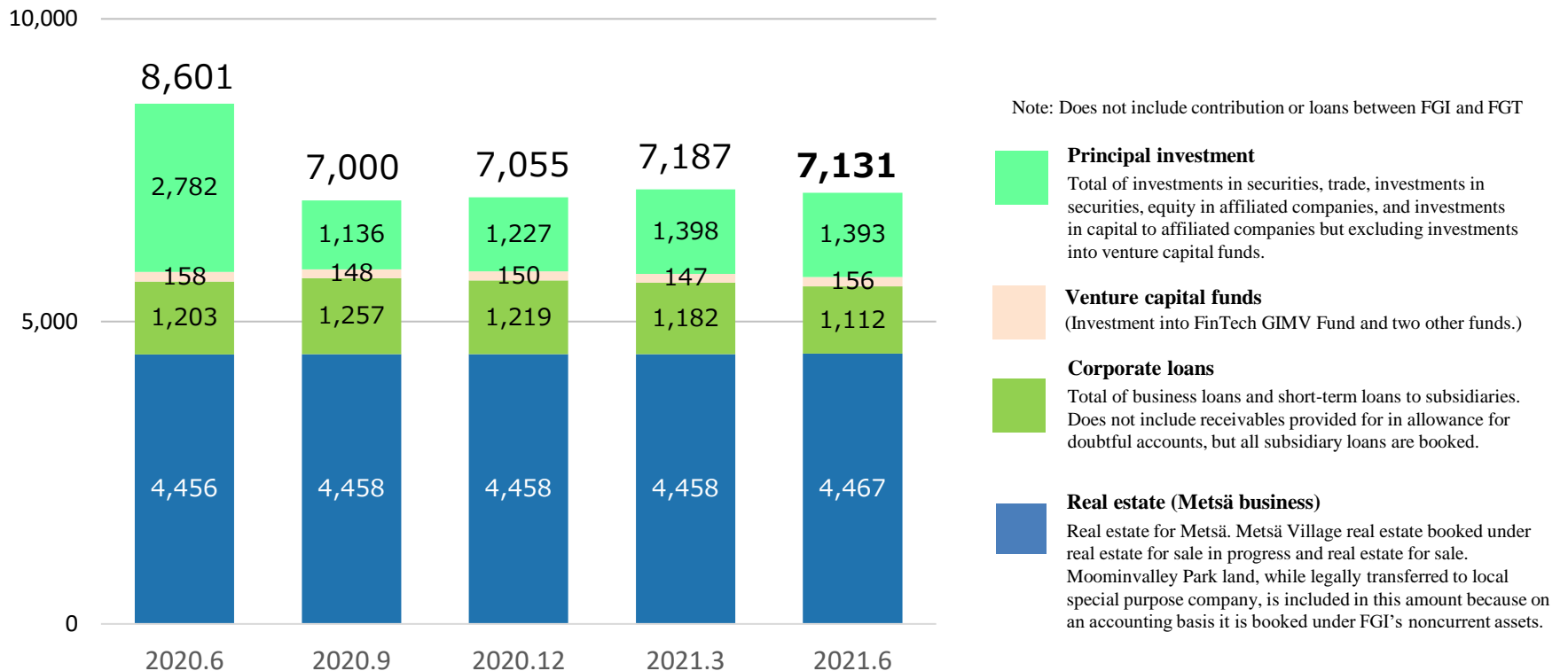
Key components of change in third quarter (April 2021 – June 2021) of fiscal 2021

Principal investment

- New investment into three growth companies.
- Partial dividends received on private equity investments related to business succession. (Revenue booked in second quarter)

Total Investments and Loans by FGI and FinTech Global Trading (FGT) (including investments in subsidiaries)

(Millions of yen)



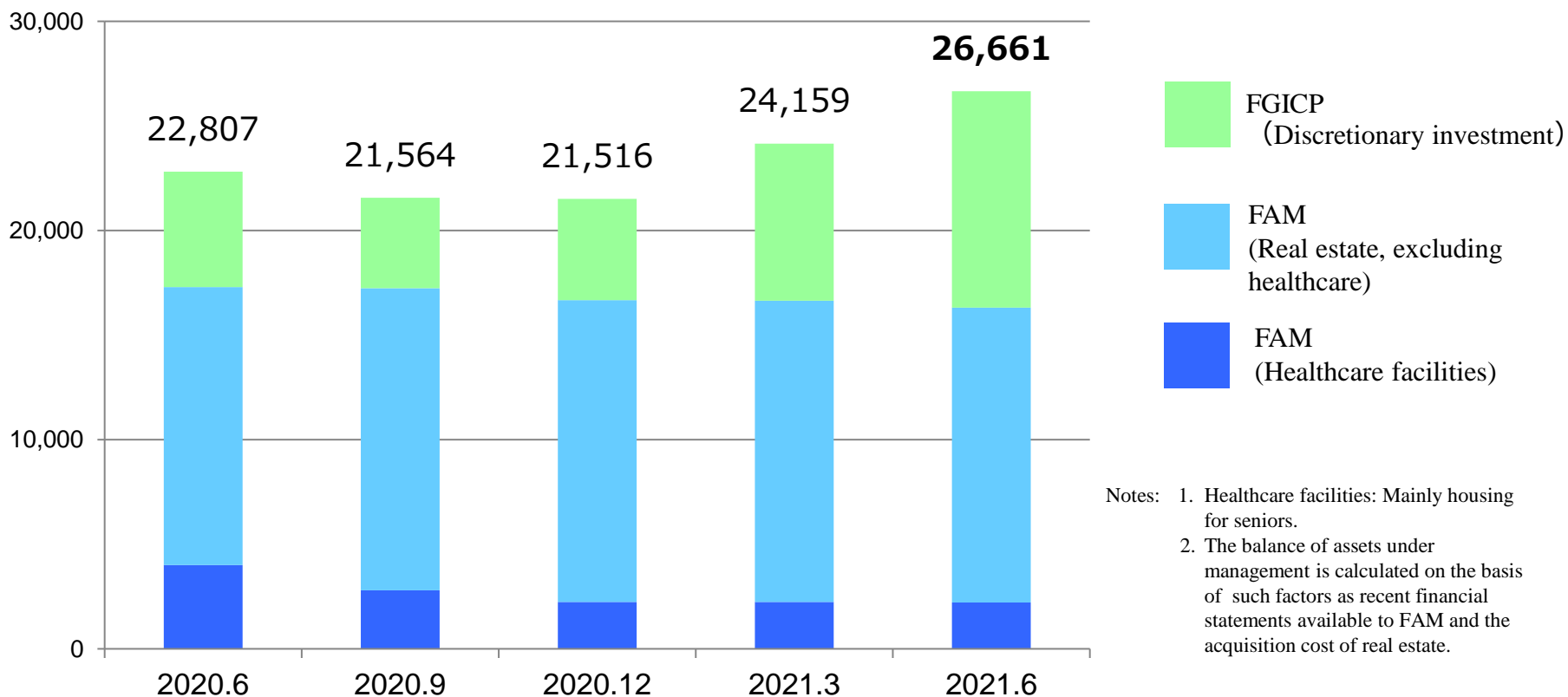
Changes in Assets under Management

Balance of assets under management as of June 30, 2021, was ¥26.6 billion, up 10.4% from March 31, 2021.

Key components of change in third quarter (April 2021 – June 2021) of fiscal 2021

- FGICP saw assets under management grow, paralleling start of administration on renewable energy-related projects.

(Millions of yen)



Consolidated Balance Sheets

(Thousands of yen)

Assets	Fiscal 2020	Fiscal 2021 First Three Quarters	Change
Current assets	8,803,255	9,553,661	750,406
Cash and time deposits	2,162,069	2,771,965	609,896
1 Accounts receivable, trade	564,724	669,931	105,206
2 Investments in securities, trade	1,128,045	1,103,787	(24,258)
Loans receivable, trade	514,798	458,865	(55,933)
Real estate for sale	3,999,865	4,009,705	9,840
Merchandise	257,591	213,885	(43,705)
Other	272,878	416,040	143,162
Allowance for doubtful accounts	(96,718)	(90,519)	6,198
Noncurrent assets	7,780,293	7,367,091	(413,202)
3 Property, plant and equipment	6,705,906	6,364,415	(341,490)
Intangible fixed assets	600,756	624,945	24,189
Investments and other assets	473,630	377,729	(95,900)
Total assets	16,583,548	16,920,753	337,204

Liabilities	Fiscal 2020	Fiscal 2021 First Three Quarters	Change
Current liabilities	2,333,428	2,537,982	204,553
Accounts payable, trade	109,597	138,356	28,759
Short-term loans payable	69,701	160,000	90,298
4 Current portion of long-term loans payable	615,111	358,644	(256,467)
Income taxes payable	97,250	147,748	50,498
Lease obligations	222,578	228,407	5,829
Accrued employee bonuses	130,666	127,093	(3,573)
Other	1,088,523	1,377,731	289,207
Noncurrent liabilities	6,945,738	6,722,202	(223,535)
Long-term loans payable	6,125,744	6,089,110	(36,634)
Lease obligations	581,872	409,830	(172,042)
Deferred tax liabilities	96,324	73,173	(23,150)
Net defined benefit liability	108,259	115,992	7,733
Other	33,536	34,095	558
Total liabilities	9,279,166	9,260,184	(18,982)

Net Assets

Shareholders' equity	6,294,416	6,547,192	252,775
Common stock	6,462,062	6,462,099	36
Additional paid-in capital	5,016,132	5,016,130	(2)
Retained earnings	(5,183,778)	(4,931,037)	252,740
Accumulated other comprehensive income	(36,213)	(7,359)	28,853
Stock acquisition rights	64,045	79,016	14,970
Non-controlling interests	982,133	1,041,720	59,586
Total net assets	7,304,381	7,660,568	356,186
Total liabilities and net assets	16,583,548	16,920,753	337,204

1 Increase in accounts, receivable primarily related to aircraft asset management and Moomin licensing business.

2 Despite new investment into growth companies and funds emphasizing private equity investment, the sale of real estate trust beneficiary rights in a subsidiary special purpose company led to a decrease.

3 Decreased due to depreciation of buildings and interior and exterior fixtures.

4 Decreased, due to repayment of loans related to asset investment deal.

Consolidated Statement of Income

(Thousands of yen)

	Fiscal 2020 First Three Quarters	Ratio to Revenues	Fiscal 2021 First Three Quarters	Ratio to Revenues	YoY Change Amount	YoY Change Ratio		
Revenues	1	5,196,677	100.0%	6,410,861	100.0%	1,214,183	23.4%	
Cost of revenues		3,526,593	67.9%	3,564,453	55.6%	37,859	1.1%	
Gross profit	2	1,670,084	32.1%	2,846,408	44.4%	1,176,324	70.4%	
Selling, general and administrative expenses	3	2,563,881	49.3%	2,381,261	37.1%	(182,619)	(7.1)%	
Operating income/(loss)		(893,796)	(17.2)%	465,146	7.3%	1,358,943	—	
Other income		24,449	0.5%	4	68,395	1.1%	43,945	179.7%
Other expenses		119,886	2.3%	96,375	1.5%	(23,511)	(19.6)%	
Ordinary profit/(loss)		(989,233)	(19.0)%	437,166	6.8%	1,426,400	—	
Extraordinary profit		5,672	0.1%	6,817	0.1%	1,145	20.2%	
Extraordinary loss		295,386	5.7%	1,122	0.0%	(294,264)	(99.6)%	
Income before income taxes		(1,278,947)	(24.6)%	442,862	6.9%	1,721,810	—	
Income taxes		46,753	0.9%	191,549	3.0%	144,796	309.7%	
Profit /(loss)		(1,325,701)	(25.5)%	251,312	3.9%	1,577,014	—	
Profit /(loss) attributable to non-controlling interests		(279,977)	(5.4)%	(68,522)	(1.1)%	211,454	—	
Profit /(loss) attributable to owners of parent		(1,045,723)	(20.1)%	319,835	5.0%	1,365,559	—	

1 Investment banking business provided revenue boost, as several private equity investment deals reached exit stage and demand for aircraft asset management services shifted in positive direction.

2 Gross profit significantly higher, reflecting growth in revenues mainly from arrangement services on investment banking business deals which have low cost of revenue.

3 Gradual progress on cost reduction in various categories in fiscal 2020 underpinned 7.1% decrease in selling, general and administrative expenses. Metsä maintained cost-cutting operating structure.

4 Received ¥52 million, including subsidy to promote corporate location pertaining to Metsä, from city of Hanno, Saitama Prefecture.

Changes in Key Financial Data

		Fiscal 2016	Fiscal 2017	Fiscal 2018	Fiscal 2019	Fiscal 2020	First Three Quarters Fiscal 2021
Revenues	(millions of yen)	7,485	7,182	3,689	9,175	6,841	6,410
Gross profit	(millions of yen)	1,496	1,626	2,261	2,944	2,313	2,846
Operating income/(loss)	(millions of yen)	(1,031)	(1,319)	(1,072)	(1,664)	(992)	465
Ordinary income (loss)	(millions of yen)	(1,369)	(1,341)	(1,227)	(1,850)	(1,135)	437
Profit/(loss) attributable to owners of parent	(millions of yen)	(1,384)	(1,358)	(820)	(1,586)	(1,186)	319
Net assets	(millions of yen)	6,312	5,326	8,551	8,873	7,304	7,660
Total assets	(millions of yen)	10,975	12,932	14,016	19,025	16,583	16,920
Net assets per share	(yen)	38.66	29.64	39.31	37.03	31.12	32.52
Net income (loss) per share	(yen)	(8.56)	(8.39)	(4.79)	(8.08)	(5.90)	1.59
Diluted net income (loss) per share	(yen)	–	–	–	–	–	1.59
Equity to total asset ratio	(%)	57.0	37.1	52.2	39.1	37.7	38.6
Equity to net income ratio	(%)	(19.7)	(24.6)	(13.5)	(21.5)	(17.3)	–
Price earning ratio (PER)	(times)	–	–	–	–	–	–
Cash flow from operating activities	(millions of yen)	(1,305)	(1,153)	(2,978)	(2,604)	680	–
Cash flow from investing activities	(millions of yen)	(302)	(1,026)	(2,008)	(4,543)	(282)	–
Cash flow from financing activities	(millions of yen)	(751)	2,937	5,771	5,710	(767)	–
Cash and cash equivalents at the end of the fiscal year	(millions of yen)	2,240	2,969	3,847	2,513	2,142	–
Number of employees(consolidated) (part-time employees)	(employees)	114(20)	143(27)	156(42)	167(262)	156(224)	152(198)
Number of employees(non-consolidated)(part-time employees)	(employees)	45(8)	40(6)	38(5)	39(5)	28(6)	29(4)

Corporate Data: FinTech Global Incorporated

Head office	Meguro Central Square 15th Floor, 3-1-1, Kamiosaki, Shinagawa-ku, Tokyo 141-0021
Establishment	December 7, 1994
Representative	Nobumitsu Tamai, President and Chief Executive Officer
Data of listing	June 8, 2005
Securities Code	8789 (TSE Second Section)
Fiscal year-end	September 30
Main business	I. Investment banking business II. Public management consulting business III. Entertainment service business
Number of issued shares	201,115,600 shares (As of June 30, 2021)
Minimum trading unit	100
Capital stock	¥6,462 million (As of June 30, 2021)
Net assets (consolidated)	¥7,660 million (As of June 30, 2021)
Major shareholders (As of March 31, 2021)	Nobumitsu Tamai 10,095,500 shares (5.02%) CAT-MY Co., Ltd 10,000,000 shares (4.97%)
Number of employees	Consolidated: 152 (As of June 30, 2021, excludes temporary staff)

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Certain statements made in these materials, including some management targets, may contain forward-looking statements which reflect management's views and assumptions. Management targets represent goals that management will strive to achieve through the successful implementation of business strategies for the FGI Group. The Group may not be successful in implementing its business strategies, and management may fail to achieve its targets. Management targets and other forward-looking statements involve current assumptions of future events as well as risks and uncertainties that could significantly affect expected results, including adverse economic conditions in Japan, the United States or other countries; declining real estate and/or stock prices; additional corporate bankruptcies or additional problems in business sectors to which Group companies lend; difficulties or delays in integrating businesses and achieving desired cost savings; increased competitive pressures; changes in laws and regulations applicable to the Group's businesses; and adverse changes in Japanese economic policies.

To the extent materials containing forward-looking statements remain in available documents, we have no obligation nor the intent to update such forward-looking statements.