### FinTech Global Incorporated

The firm of innovative financing

# Results for First Two Quarters of Fiscal 2018, ending September 30, 2018

**May 2018** 

FinTech Global Incorporated Mothers Stock Code: 8789

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

• FinTech, in *katakana* script and English letters (registration 5113746), FinTech Global, in English letters (registration 5811521) and in *katakana* script (registration 5811522), and FGI (registration 5113748) are registered trademarks of FinTech Global Incorporated.

# Fiscal 2018 First Two Quarters Consolidated Performance

(Millions of yen)	Fiscal 2017 First Two Quarters	Fiscal 2018 First Two Quarters	YOY Change	YOY Change (%)	Fiscal 2017 Full Year
Revenues	4,062	1,713	(2,348)	(57.8)%	7,182
Gross profit	1,188	970	(217)	(18.3)%	1,626
Operating income(loss)	(139)	(610)	(470)	_	(1,319)
Ordinary income(loss)	(101)	(706)	(604)	_	(1,341)
Profit/(loss) attributable to owners of the parent	(122)	(414)	(291)	-	(1,358)

### **Business Review**

- Revenues dropped 57.8% year on year, reflecting removal of subsidiaries in the real estate business from consolidation due to sale of shares. For reference, in the first two quarters of fiscal 2017, these subsidiaries contributed ¥2,003 million to revenues. The gross profit margin climbed 27.5 points, to 56.7%.
- Selling, general and administrative expenses hit \(\frac{\pm}{1}\),581 million, up 19.1% year on year, despite the absence of costs associated with the real estate business. This reflects a temporary increase in rent due to head office relocation as well as the application of \(\frac{\pm}{3}\)40 million to build an operating structure that will enable as many visitors as possible to enjoy their Mets\(\text{a}\) experience. Preparations at Mets\(\text{a}\), by the way, are moving steadily toward the facility's opening date.
- The sale of shares in a real estate business company, which was in FGI's corporate investment portfolio, generated proceeds of \(\frac{\pmathbf{Y}}{267}\) million (in the first quarter) and booked under extraordinary profit rather than revenues.

# **Investment** banking services

# Shifted management resources to asset investment/asset management. Will recover asset investment from second half onward.

- Real estate securitization arrangements down. Reinforced real estate asset management structure while ensuring performance fees through
  sale of building assets under management. Investment management company newly consolidated, as of first quarter.
- In asset investment activities, first quarter saw securitization of land adjacent to the Metsä site, revenue of ¥256 million on real estate sales and asset management services and operating income of ¥195 million. Second quarter saw revenue of ¥432 million from sale of investment real estate. Invested in city-center real estate development projects, seeking to achieve profits through sale starting in second half of fiscal 2018 and continuing through fiscal 2019. Acquired three buildings.
- Acquired shares in holding company of SGI-Aviation Services, an aircraft asset management company. Statement of income included in consolidated accounting from second quarter.
- Established subsidiary specifically to handle M&A agency services, seeking to address issue of business succession.

# **Corporate** investment

### Limited revenue from investment exits. Expect large exits on fund investment from second half onward.

• New investments in U.S. fund and domestic companies. Revenue from investment exits on existing project was limited.

# Metsä business (Development/finance)

### Construction work moving along as planned.

- · Foundation work moving along. Shifted to framework construction, and some buildings are roofed. Moving along as planned.
- Issued 18th series of stock acquisition rights to raise funds to build Metsä Village. Raised ¥580 million as of March 31, 2018.

# **Entertainment Service Business**

### Established Moomin licensing management company. Theme park to hold grand opening in March 2019.

- Moomin Monogatari, Ltd., joined Tuttle-Mori Agency, Inc., and Moomin Characters Oy Ltd. in establishing Rights and Brands Co., Ltd., which will manage all Moomin copyrights in Japan.
- Working to sign up tenants, including Northern European companies, for Metsä Village, which is schedule to open on November 9, 2018.
- Selling, general and administrative expenses up, owing to prior investment for Metsä opening.
- In February 2018, Moomin Monogatari began targeting major corporations through a third-party allocation of shares, raising ¥690 million as of May 7, 2018. Reinforced financial position.

### **Public Management Consulting Business**

### Parallel to financial document consulting, created consulting structure for PPP/PFI and public enterprise accounting,

- Extended consulting services for preparing financial documents based on unified standard targeting all regional local governments.
- Set up consulting service structure to handle such topics as possible introduction of public-private partnership/public financial initiative techniques—demand for which is expected to grow—as well as application of public enterprise accounting and efforts to formulate management strategies.

# **Business Summary by Segment**

Reporting Segments		Fiscal 2017 First Two Quarters	Fiscal 2018 First Two Quarters	YOY Change	Principal Consolidated Subsidiaries
Investment Banking	Revenue	1,805	1,459	(345)	FinTech Global Inc. FinTech Asset Management Inc.
Business *	Operating income	403	397	(6)	FinTech Global Trading, FGI Capital Partners SGI-Aviation Services
Public Management	Revenue	166	181	14	
Consulting Business	Operating income	31	(20)	(52)	Public Management Consulting Corporation
Entertainment Service	Revenue	85	77	(8)	Moomin Monogatari Ltd.
Business	Operating income	(146)	(386)	(239)	Hanno Local Resource Utilization LLC Toranomon Ham
	Revenue	5	13	7	
Others	Operating income	(9)	(6)	3	Adacotech Incorporated
(Real Estate	Revenue	2,003	-	(2,003)	Better Life Support Holdings Co., Ltd. Better Life Support Co., Ltd. ,Unihouse Co.,Ltd.
Business)	Operating income	74	-	(74)	Better Life House Co.,Ltd.  Better Life Property Co.,Ltd.
	Revenue	(4)	(17)	(12)	
Adjustment	Operating income	(493)	(595)	(101)	
Amount Booked on	Revenue	4,062	1,713	(2,348)	
Consolidated Statement of Income	Operating income	(139)	(610)	(470)	

<sup>\*</sup> The October 2017 sale of shares in Better Life Support Holdings Co., Ltd., which was in FGI's corporate investment portfolio and the heart of the FGI Group's real estate business, generated proceeds of \(\frac{4}{267}\) million. This was booked under extraordinary profit rather than revenues and operating income for the investment banking business.

- Notes: 1. Public Management Consulting falls under the scope of consolidation from the second quarter of fiscal 2017. Hanno Local Resource Utilization LLC falls under the scope of consolidation from fiscal 2017.
  - 2. Consolidated subsidiaries in real estate business excluded from the scope of consolidation, effective from the first quarter of fiscal 2018, due to sale of shares. For companies in the SGI Group, shares in which were acquired in December 2017, statements of income are included in consolidated results (investment banking business) from the second quarter of fiscal 2018.
  - 3. The ¥595 million operating loss for the first two quarters of fiscal 2018, under adjustment, includes intersegment elimination (¥54 million in the first two quarters of fiscal 2018) as well as corporate expenses (\(\frac{\pma}{649}\)) 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.
  - 4. Reporting segments changed in fiscal 2017. Consequently, results for the first two quarters of fiscal 2017 have been restated to facilitate year-on-year comparison. Copyright© FinTech Global Incorporated

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

To facilitate accurate understanding of investments and loans undertaken by the FGI Group, from this quarterly report, FGI presents a total, comprising investments and loans undertaken by itself and FinTech Global Trading (FGT) with own funds. Note that the total includes investment contributions but not contributions or loans between the two companies.

### Key Components of Change in First Two Quarters of Fiscal 2018

· Principal investment New investment in infrastructure assets management company (please see page 8).

· Venture capital fund New investment in U.S. venture fund targeting technology companies.

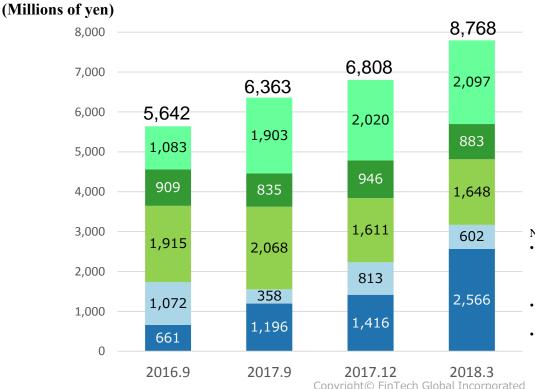
• Corporate investment Recovered loans to subsidiary in real estate business. Extended loan to special purpose company to acquire

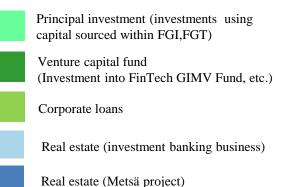
shares in SGI Group.

• Real estate (investment banking business) Sold investment real estate but still saw increase, owing to acquisition of development-oriented real estate in

city center.

• Real estate (Metsä) Sold land adjacent to Metsä site but still saw increase, paralleling progress on Metsä Village construction.





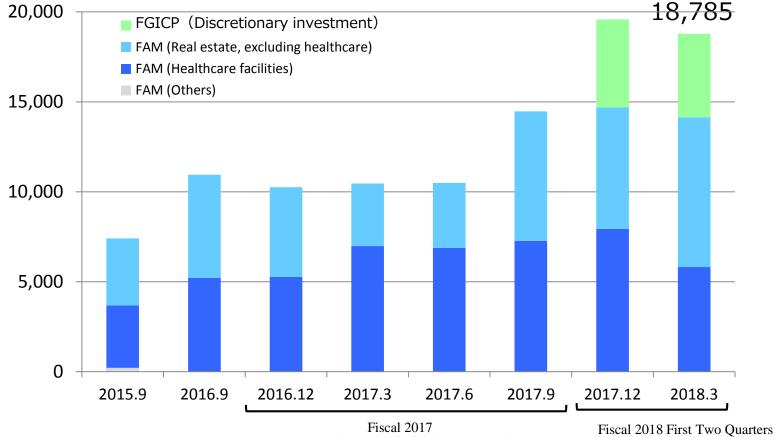
### Notes:

- · Principal investment is total of investments in securities, trade, investments in securities, equity in affiliated companies, investments in capital to affiliated companies, and investments in capital. Amount excludes investments into venture capital funds.
- · Corporate loans exclude receivables that have been fully provided for in allowance for doubtful accounts.
- Does not include contribution or loans between FGI and FGT

# **Changes in Assets under Management**

Sold some buildings but balance of assets under management within the Group climbed 28.3% year on year, reflecting development of healthcare facilities and progress on facility upgrade projects.

### (Millions of yen)



<sup>\*</sup>Healthcare facilities: Mainly housing for seniors.

<sup>\*</sup>The balance of assets under management is calculated on the basis of such factors as recent financial statements available to FAM and the acquisition cost of real estate.

# **Established Moomin Copyright Management Company**

## Rights and Brands Japan Co., Ltd.

- ✓ On March 16, 2018, Moomin Monogatari joined Tuttle-Mori Agency, Inc. (TMA), which manages Moomin copyrights in Japan, and Moomin Characters Oy Ltd. (MC), which holds Moomin copyrights, in establishing **Rights and Brands Japan Co., Ltd, a new company that will manage all Moomin copyrights in Japan**.
- ✓ Moomins enjoy global market exceeding €600 million (as of 2015). Japan accounts for 46%, with sales equivalent to ¥37 billion. Represents high growth rate of 4.69 times over sales level in 2010. Seek to draw on strategy that integrates licensing business and the theme park business and, by actively developing business domains from a medium- to long-term perspective, boost brand value of Moomins even higher and capture new fans to create even larger market.

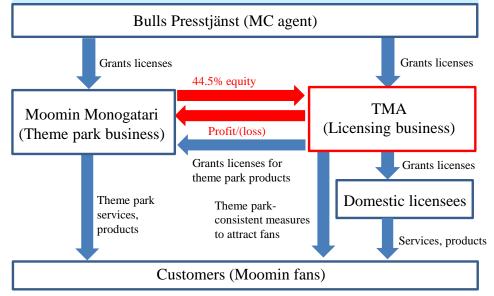
### **Until March 2018**

Moomin Monogatari handles theme park business only

# Bulls Presstjänst (MC agent) Grants licenses Moomin Monogatari (Theme park business) Theme park services, products Customers (Moomin fans)

### From April 2018 \*Gradual transfer

- FGI Group books portion of profits (losses) from Rights and Brands' licensing business.
- Moomin Monogatari and Rights and Brands will be able to apply unified measures to attract fans.



# **Established Company to Provide M&A Agency Services**

### FinTech M&A Solution Co., Ltd

- ✓ Within next 10 years, number of small and medium-sized enterprise and small business operators in Japan over age of 70 will reach about 2.45 million. Of this number, roughly half—1.27 million people—have no successor.

  \*According to Ministry of Economy, Trade and Industry estimates.
- ✓ Difficulty in finding someone to take over a small or medium-size business has potential to adversely impact society.



Need for M&A to address concerns over business succession likely to grow, prompting establishment of company to provide M&A agency services in March 2018.

### **Strategies/Solutions**

- ✓ Use existing investment banking services expertise in sourcing projects and arrangements and in building growth strategies for corporate investment activities as well as information network connecting FGI Group with accountants, investors and other contacts.
- ✓ Adopt the following structure that makes consultations easy for small and medium-sized enterprises

Reasonable fee structure

No-fee consultations, corporate appraisals and proposals

Ample support structure

# Turned Urban Infrastructure Management Systems Company into Subsidiary

# Made Geoplan Namtech Inc., provider of urban infrastructure management systems, into consolidated subsidiary \* \* Balance sheets in consolidated accounts as of fiscal 2018 second quarter.

- ✓ FGI subscribed to a third-party allocation of shares in Namtech Inc., an agency for General Electric Company, and through this company acquired shares in Geoplan Namtech Inc., which Geoplan Co., Ltd., the Japanese subsidiary of U.K.-based Ubisense Group plc, established by splitting off its Smallworld business into a company.
- ✓ Geoplan Namtech and Namtech merged in May 2018, with Namtech as the surviving company. (Corporate name: Geoplan Namtech)
- ✓ The Smallworld business focuses on network asset management solutions for such customers as local governments and public service providers and delivers consultations, customization and maintenance and operation support related to the implementation of Smallworld™, a network asset management software solution for GE's electric, gas, water distribution and telecommunications operators.
- ✓ The Smallworld business has a client base primarily represented by operating units that provide services, such as gas and water distribution, through large network infrastructures. Long-term, stable demand for solution services is expected, and management at FGI decided to acquire shares in Namtech and Geoplan Namtech as a way to expand the FGI Group's business results and improve access to the public sector.

### **Summary of Geoplan Namtech Inc.**

Representative's position and

name

Representative director, Tsunehiko Nishizawa

Business activities Planning, design, configuration, maintenance, operation and management of information processing systems for

infrastructure and utilities.

Established March 30, 2018

Paid-in capital ¥25 million

### **Summary of Share Acquisition**

Voting ratio 100%

Cost of share acquisition

¥100 million (Agreement for additional payment, corresponding to achievement of specified performance targets by

Geoplan Namtech.)

Date of share acquisition March 30, 2018

	Assets	Fiscal 2017	Fiscal 2018 First Two Quarters	Change
-	Current assets	10,122,083	8,478,495	(1,643,588)
	Cash and time deposits	3,219,805	2,943,632	(276,172)
1	Notes and accounts receivable, trade	196,840	809,004	612,164
2	Investments in securities, trade	1,069,032	1,138,461	69,429
	Loans receivable, trade	609,147	584,869	(24,278)
3	Real estate for sale	2,287,519	304,516	(1,983,003)
4	Real estate for sale in progress	2,556,159	2,489,583	(66,576)
	Merchandise	10,084	17,776	7,691
-	Other current assets	257,235	308,979	51,743
**	Allowance for doubtful assets	(83,739)	(118,327)	(34,587)
	Noncurrent assets	2,810,440	2,839,843	29,402
5	Property, plant and equipment	2,238,234	2,120,181	(118,053)
6	Intangible fixed assets	38,609	353,594	314,984
	Investments and other assets	533,596	366,067	(167,528)
,	Total assets	12,932,524	11,318,339	(1,614,185)

- Increased due to consolidation of SGI Group and local government-oriented accounts receivable in public management consulting business
- Increased due to new investment in U.S. venture fund and corporate investment.

  Decreased due to removal of real estate subsidiaries from consolidation, sale of land adjacent to Metsä site and sale of investment real estate
- Despite drop due to removal of real estate subsidiaries from consolidation, category decrease would have been lower if not for investment in real estate development projects and payment for construction work at Metsä Village. (Up ¥1,367 million from end of first quarter)
- Drop in rental properties, due to removal of real estate subsidiaries from consolidation, but increase in construction in progress due to Moominvalley Park construction work. (Up ¥484 million from end of first quarter)
- Goodwill higher due to purchase of shares in SGI-Group and Geoplan Namtech.
- Decrease in short-term loans payable and long-term loans payable, owing to removal of subsidiaries in real estate business from consolidation. Transferred \(\frac{\pma}{2}\),000 million in long-term loans of Metsä SPC (note) to current portion of long-term loans payable.

Note: At time loans repaid, agreements made for financial institutions and other lenders to extend loan.

Liabilties	Fiscal 2017	Fiscal 2018 First Two Quarters	Change
Current liabilities	3,785,430	4,772,222	986,791
Notes and accounts payable, trade	152,025	1,372,880	1,220,854
Short-term loans payable	2,751,380	49,996	(2,701,384)
Current portion of bonds	30,000	_	(30,000)
Current portion of long-term loans payable	293,847	2,429,908	2,136,060
Income taxes payable	42,335	44,913	2,577
Accrued employee bonuses	72,795	104,752	31,956
Other current liabilities	443,045	769,772	326,726
Noncurrent liabilities	3,820,631	864,740	(2,955,890)
Bonds payable	30,000	-	(30,000)
Long-term loans payable	3,513,399	750,040	(2,763,359)
Net defined benefit liability	113,485	-	(113,485)
Deferred tax liability	119,661	78,521	(41,139)
Other noncurrent liabilities	44,085	36,178	(7,906)
Total liabilities	7,606,062	5,636,963	(1,969,099)

### Net Assets

Shareholders' equity	4,800,789	5,080,156	279,366
Common stock	4,549,016	4,835,542	286,525
Additional paid-in capital	1,812,727	2,218,432	405,704
Retained earnings	(1,560,954)	(1,973,818)	(412,863)
Accumulated other comprehensive income	(530)	6,627	7,157
Subscription rights to shares	50,142	64,741	14,599
Non-controlling interests	476,060	529,851	53,790
Total net assets	5,326,461	5,681,375	354,913
Total liabilities and net assets	12,932,524	11,318,339	(1,614,185)

Increased common stock and additional paid-in capital through the exercise of new stock acquisition rights from the 18th series

## **Consolidated Statement of Income**

					(Thousand	ls of yen)
	Fiscal 2017 First Two Quarters	Ratio to Sales	Fiscal 2018 First Two Quarters	Ratio to Sales	YoY Change Amount	YoY Change Ratio
Revenues	4,062,461	100.0%	1,713,533	100.0%	(2,348,928)	(57.8)%
Cost of revenues	2,874,388	70.8%	742,695	43.3%	(2,131,693)	(74.2)%
Gross profit	1,188,073	29.2%	970,837	56.7%	(217,235)	(18.3)%
Selling, general and administrative expenses	1,327,663	32.7%	1,581,260	92.3%	253,596	19.1%
Operating income/(loss)	(139,590)	(3.4)%	(610,423)	(35.6)%	(470,832)	_
Other income	87,381	2.2%	5,603	0.3%	(81,777)	(93.6)%
Other expenses	49,520	1.2%	3 101,370	5.9%	51,850	104.7%
Ordinary profit/(loss)	(101,729)	(2.5)%	(706,189)	(41.2)%	(604,460)	_
Extraordinary profit	8,865	0.2%	4 290,447	17.0%	281,581	3,176.0%
Extraordinary loss	1,075	0.0%	670	0.0%	(405)	(37.7)%
Income before income taxes	(93,938)	(2.3)%	(416,413)	(24.3)%	(322,474)	_
Income taxes	23,620	0.6%	30,166	1.8%	6,545	27.7%
Profit /(loss)	(117,559)	(2.9)%	(446,579)	(26.1)%	(329,020)	_
Profit /(loss) attributable to non-controlling interests	4,948	0.1%	(32,287)	(1.9)%	(37,236)	_
Profit /(loss) attributable to owners of parent	(122,507)	(3.0)%	(414,291)	(24.2)%	(291,783)	

- Sale of shares in reals estate subsidiaries, and removal them from consolidation (these subsidiaries contributed ¥2,003 million to revenues in previous term) overshadowed newly included aircraft asset management company, causing revenues to drop 57.8% and cost of revenues to shrink 74.2%.
- SG&A expenses rose, despite absence of real estate business expenses, due to costs incurred in preparing for opening of Metsä and a temporary increase in rent accompanying head office relocation.
- Mainly due to ¥59 million foreign exchange losses on investment in foreign currency-denominated venture fund.
- Gain of ¥267 million on sale of shares in affiliates, accompanying sale of shares in real estate business subsidiary.

### Fiscal 2018: Full-Year Forecast

The first two quarters of the consolidated fiscal year ending September 30, 2018, saw robust investment and arrangement activity aimed at turning a profit in the second half and into fiscal 2019. The activity included investments in real estate development projects using investment capital obtained through securitization of real estate adjacent to the Metsä site, the sale of shares in a real estate subsidiary, and loans from financial institutions.

In view of this situation, some projects presented rising exit potential. But it is difficult to predict if FGI will be able to recognize revenue from corporate investments in fiscal 2018 because external factors could cause a change in the timing of exits. In addition, efforts to package financial products in Japan and overseas are unfolding, but revenue expectations are unclear at the current stage of formation.



For these reasons, it is difficult to predict business results at this time, and management will wait until a clearer picture forms before disclosing a performance forecast.

Forward-looking statements, including performance forecasts, are based on information available to management at this time and certain assumptions deemed reasonable. Actual performance could be substantially different, due to various factors.

FGI

# FinTech Global Incorporated

The firm of innovative financing

# **Reference Materials**

- Non-Consolidated Financial Statements (Balance Sheets and Statement of Income)
- Changes in Key Financial Data (Six years)
- **■** Corporate Data

# **Non-Consolidated Balance Sheets**

(Thousands of	of y	en)
---------------	------	-----

Assets	Fiscal 2017	Fiscal 2018 First Two Quarters	Change
Current Assets	6,090,329	7,278,476	1,188,146
Cash and time deposits	1,801,547	1,950,611	149,063
Accounts receivable, trade	6,646	34,910	28,263
Investment securities, trade	970,092	1,040,776	70,683
Loans receivable, trade	609,147	584,869	(24,278)
Short-term loans, receivable	1,998,294	895,185	(1,103,109)
Real estate for sale	346,503	304,516	(41,987)
Real estate for sale in progress	407,183	2,489,583	2,082,400
Other current assets	192,498	240,529	48,031
Allowance for doubtful assets	(241,583)	(262,504)	(20,920)
Noncurrent assets	2,545,382	3,214,980	669,597
Property, plant and equipment	500,242	799,937	299,695
Intangible assets	19,278	17,609	(1,669)
Investments and other assets	2,025,862	2,397,433	371,571
Total assets	8,635,712	10,493,456	1,857,744

Liabilties	Fiscal 2017	Fiscal 2018 First Two Quarters	Change
Current liabilities	649,984	1,576,987	927,003
Accounts payable-trade	1,249	985,771	984,522
Short-term loans payable	225,000	144,996	(80,004)
Current portion of long-term debt	_	27,424	27,424
Accounts payable-others	52,203	65,953	13,750
Deposits received	89,525	194,808	105,283
Advances received	19,995	6,595	(13,399)
Accrued employee bonuses	38,446	21,704	(16,741)
Others	78,699	129,734	51,035
Long-term liabilities	2,297,051	2,822,634	525,583
Long-term loans payable	2,173,634	2,721,746	548,112
Provision for retirement benefits	91,842	74,234	(17,608)
Others	31,574	26,653	(4,920)
Total liabilities	2,947,035	4,399,622	1,452,586

Net Assets			
Share holders' equity	5,640,763	6,035,454	394,690
Capital stock	4,549,016	4,835,542	286,525
Additional paid-in capital	2,114,239	2,400,765	286,525
Retained earnings	(1,022,492)	(1,200,853)	(178,360)
Valuation difference on available- for-sale securities	-	324	324
Subscription rights to shares	47,913	58,055	10,141
Total net assets	5,688,677	6,093,834	405,157
Total liabilities and net assets	8,635,712	10,493,456	1,857,744

# **Non-Consolidated Statement of Income**

### (Thousands of yen)

	Fiscal 2017 First Two Quarters	Ratio to Sales	Fiscal 2018 First Two Quarters	Ratio to Sales	YoY Change Amount	YoY Change Ratio
Revenues	954,656	100.0%	550,178	100.0%	(404,477)	(42.4)%
Cost of revenues	476,830	49.9%	107,426	19.5%	(369,404)	(77.5)%
Gross profit	477,825	50.1%	442,752	80.5%	(35,073)	(7.3)%
Selling, general and administrative expenses	668,711	70.0%	840,138	152.7%	171,427	25.6%
Operating income/(loss)	(190,886)	(20.0)%	(397,386)	(72.2)%	(206,500)	_
Other income	255,848	26.8%	72,743	13.2%	(183,105)	(71.6)%
Other expenses	154,027	16.1%	89,145	16.2%	(64,882)	(42.1)%
Ordinary income/(loss)	(89,065)	(9.3)%	(413,788)	(75.2)%	(324,722)	_
Extraordinary profit	8,061	0.8%	219,905	40.0%	211,843	2,627.8%
Extraordinary loss	794	0.1%	902	0.2%	108	13.6%
Income before income taxes	(81,798)	(8.6)%	(194,785)	(35.4)%	(112,987)	_
Income taxes	(25,117)	(2.6)%	16,424	3.0%	41,542	_
Net income/(loss)	(56,680)	(5.9)%	(178,360)	(32.4)%	(121,680)	_

# **Changes in Key Financial Data**

		Fiscal 2013	Fiscal 2014	Fiscal 2015	Fiscal 2016	Fiscal 2017	First Two Quarters Fiscal 2018
Revenues	(millions of yen)	1,603	3,911	5,429	7,485	7,182	1,713
Gross profit	(millions of yen)	1,468	2,398	2,495	1,496	1,626	970
Operating income/(loss)	(millions of yen)	(31)	555	115	(1,031)	(1,319)	(610)
Ordinary income (loss)	(millions of yen)	88	684	237	(1,369)	(1,341)	(706)
Profit /(loss) attributable to owners of parent	(millions of yen)	182	923	224	(1,384)	(1,358)	(414)
Net assets	(millions of yen)	2,716	5,534	7,879	6,312	5,326	5,681
Total assets	(millions of yen)	4,770	7,452	11,958	10,975	12,932	11,318
Net assets per share	(yen)	22.23	37.41	48.31	38.66	29.64	30.28
Net income (loss) per share	(yen)	1.52	6.92	1.48	(8.56)	(8.39)	(2.53)
Diluted net income (loss) per share	(yen)	1.52	6.89	1.47	-	-	-
Equity to total asset ratio	(%)	56.4	73.9	65.4	57.0	37.1	44.9
<b>Equity to net income ratio</b>	(%)	7.2	22.5	3.4	(19.7)	(24.6)	(8.4)
Price earning ratio (PER)	(times)	21.9	9.2	84.7	-	-	-
Cash flow from operating activities	(millions of yen)	(464)	(2,208)	(1,791)	(1,305)	(1,153)	(1,446)
Cash flow from investing activities	(millions of yen)	85	509	(644)	(302)	(1,026)	(587)
Cash flow from financing activities	(millions of yen)	(128)	2,065	4,761	(751)	2,937	1,442
Cash and cash quivalents at the end of the fiscal year	(millions of yen)	1,644	2,024	4,612	2,240	2,969	2,493
Number of employees(consolidated) (part-time employees)	(employees)	51(13)	109(7)	117(8)	114(20)	143(27)	119(32)
Number of employees(non- consolidated)(part-time employees)	(employees)	26(3)	24(3)	38(3)	45(8)	40(6)	37(5)

FGI executed a stock split on April 1, 2014, that split each share into 100 shares. Consequently, net assets per share, net income (loss) per share and net income per share after adjustment for diluted shares have been calculated as if the aforementioned stock split had occurred at the beginning of fiscal 2013.

# **Corporate Data: FinTech Global Incorporated**

Head office	Meguro Central Square 15th Floor, 3-1-1, Kamiosaki, Shinagawa-ku, Tokyo 141-0021
	Meguro Central Square 13th 11001, 5-1-1, Kannosaki, Sinnagawa-ku, 10kyo 141-0021
Establishment	December 7, 1994
Representative	Nobumitsu Tamai, President and Chief Executive Officer
Data of listing	June 8, 2005
Securities Code	8789 (TSE Mothers)
Fiscal year-end	September 30
Main business	I. Investment banking business II. Public management consulting business III. Entertainment service business
Number of issued shares	168,007,600 shares (As of March 31, 2018)
Minimum trading unit	100
Capital stock	¥4,835 million (As of March 31, 2018)
Net assets (consolidated)	¥5,681 million (As of March 31, 2018)
Major shareholders (As of March 31, 2018)	Nobumitsu Tamai       20,095,500 shares (11.96%)         Yuko Fujii       3,776,400 shares (2.25 %)         Masaaki Aoshima       1,708,000 shares (1.02 %)         Naotake Tamura       1,676,000 shares (1.00 %)         Robert Hirst       1,535,000 shares (0.91 %)
Number of employees	Consolidated: 119 (As of of March 31, 2018, excludes temporary staff)

•FinTech, in *katakana* script and English letters (registration 5113746), FinTech Global, in English letters (registration 5811521) and in *katakana* script (registration 5811522), and FGI (registration 5113748) are registered trademarks of FinTech Global Incorporated.

# **Disclaimer**

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.