## Translation

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# Summary of Non-Consolidated Financial Results for the Nine Months Ended December 31, 2019 (Based on Japanese GAAP)

January 31, 2020

Company name: Fundely Co.,Ltd.

Stock exchange listing: Tokyo

Stock code: 3137 URL http://www.fundely.co.jp/

Representative: President, Founder Kosuke Abe

Executive Officer, Department Manager of

Inquiries:

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Accounting Accounting

Scheduled date to file Quarterly Securities Report: February 13, 2020

Scheduled date to commence dividend payments:

— Preparation of supplementary material on quarterly financial results:

Y

Preparation of supplementary material on quarterly financial results: Yes Holding of quarterly financial results meeting: No

(Amounts less than one million yen are rounded down)

1. Non-consolidated financial results for the nine months ended December 31, 2019 (from April 1, 2019 to December 31, 2019)

## (1) Non-consolidated operating results (cumulative)

Percentages indicate year-on-year changes

|                                     | Net sales         |     | Operating profit |        | Ordinary profit |        | Profit          |        |
|-------------------------------------|-------------------|-----|------------------|--------|-----------------|--------|-----------------|--------|
|                                     | Millions of yen % |     | Millions of yen  | %      | Millions of yen | %      | Millions of yen | %      |
| Nine months ended December 31, 2019 | 2,556             | 0.2 | 438              | (19.3) | 437             | (19.7) | 277             | (19.8) |
| Nine months ended December 31, 2018 | 2,552             | 1.6 | 544              | 8.4    | 544             | 8.4    | 346             | 9.0    |

|                                     | Earnings per share | Diluted earnings per share |
|-------------------------------------|--------------------|----------------------------|
|                                     | Yen                | Yen                        |
| Nine months ended December 31, 2019 | 43.38              | 42.98                      |
| Nine months ended December 31, 2018 | 54.32              | 53.63                      |

#### (2) Non-consolidated financial position

|                         | Total assets    | Net assets      | Equity ratio |
|-------------------------|-----------------|-----------------|--------------|
|                         | Millions of yen | Millions of yen | %            |
| As of December 31, 2019 | 7,896           | 3,026           | 38.1         |
| As of March 31, 2019    | 4,279           | 2,734           | 63.7         |

#### 2. Cash dividends

|                                       |                 | Annual dividends per share  1st quarter-end |     |      |      |  |  |
|---------------------------------------|-----------------|---|-----|------|------|--|--|
|                                       | 1st quarter-end |   |     |      |      |  |  |
|                                       | Yen             | Yen   | Yen | Yen  | Yen  |  |  |
| Year ended March 31, 2019             | -               | 0.00  | _   | 0.00 | 0.00 |  |  |
| Year ending March 31, 2020            | -               | 0.00  | _   |      |      |  |  |
| Year ending March 31, 2020 (Forecast) |                 |   |     | 3.00 | 3.00 |  |  |

### 3. Forecast of non-consolidated financial results for the year ending March 31, 2020 (from April 1, 2019 to March 31, 2020)

Percentages indicate year-on-year changes

|           | Net sales       |      | Operating pr    | ofit | Ordinary pro    | ofit | Profit          |      | Earnings per share |
|-----------|-----------------|------|-----------------|------|-----------------|------|-----------------|------|--------------------|
|           | Millions of yen | %    | Yen                |
| Full year | 4,802           | 41.5 | 934             | 31.0 | 783             | 12.0 | 501             | 13.5 | 78.52              |

#### 4. Notes

(1) Application of special accounting methods for preparing quarterly non-consolidated financial statements: Yes

(2) 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

(3) Number of issued shares (common shares)

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

|                                      |             | ( )                   | ,                           |              |                  |
|--------------------------------------|-------------|-----------------------|-----------------------------|--------------|------------------|
| As of December 31, 2019              | 1<br>1      | 6,445,800 shares      | As of March 31, 2019        | 1<br>1       | 6,384,000 shares |
| Number of treasury shares at the end | of the peri | od                    |                             |              |                  |
| As of December 31, 2019              | I<br>I      | - shares              | As of March 31, 2019        | 1<br>1       | - shares         |
| Average number of shares during the  | period (cu  | mulative from the beg | ginning of the fiscal year) |              | _                |
| Nine months ended December 31,       | 2019        | 6,407,003 shares      | Nine months ended Decemb    | per 31, 2018 | 6,382,183 shares |

# Quarterly non-consolidated financial statements Non-consolidated balance sheets

|                                     |                      | (Thousands of yen       |
|-------------------------------------|----------------------|-------------------------|
|                                     | As of March 31, 2019 | As of December 31, 2019 |
| Assets                              |                      |                         |
| Current assets                      |                      |                         |
| Cash and deposits                   | 1,950,093            | 2,162,28                |
| Accounts receivable - trade         | 248,512              | 243,555                 |
| Merchandise                         | 282,497              | 183,08                  |
| Work in process                     | 3,342                | 97                      |
| Supplies                            | 299                  | 20                      |
| Other                               | 98,429               | 243,90                  |
| Allowance for doubtful accounts     | (74)                 | (7                      |
| Total current assets                | 2,583,100            | 2,833,93                |
| Non-current assets                  |                      |                         |
| Property, plant and equipment       |                      |                         |
| Land                                | 516,725              | 516,72                  |
| Construction in progress            | 1,100,216            | 4,468,09                |
| Other                               | 10,581               | 11,02                   |
| Total property, plant and equipment | 1,627,523            | 4,995,84                |
| Intangible assets                   | 4,796                | 3,39                    |
| Investments and other assets        | 64,048               | 63,82                   |
| Total non-current assets            | 1,696,368            | 5,063,06                |
| Total assets                        | 4,279,469            | 7,896,99                |
| Liabilities                         |                      |                         |
| Current liabilities                 |                      |                         |
| Accounts payable - trade            | 105,199              | 114,51                  |
| Short-term borrowings               | 1,150,000            | 3,600,00                |
| Accounts payable - other            | 73,183               | 1,062,27                |
| Income taxes payable                | 154,195              | 32,87                   |
| Provision for bonuses               | 23,833               | 12,65                   |
| Other                               | 33,223               | 42,29                   |
| Total current liabilities           | 1,539,634            | 4,864,61                |
| Non-current liabilities             |                      |                         |
| Asset retirement obligations        | 5,458                | 5,46                    |
| Total non-current liabilities       | 5,458                | 5,46                    |
| Total liabilities                   | 1,545,092            | 4,870,07                |
| Net assets                          |                      | · · ·                   |
| Shareholders' equity                |                      |                         |
| Share capital                       | 274,939              | 279,08                  |
| Capital surplus                     | 224,939              | 229,08                  |
| Retained earnings                   | 2,225,154            | 2,503,10                |
| Total shareholders' equity          | 2,725,033            | 3,011,26                |
| Share acquisition rights            | 9,343                | 15,64                   |
| Total net assets                    | 2,734,376            | 3,026,91                |
| Total liabilities and net assets    | 4,279,469            | 7,896,99                |

# Non-consolidated statements of income (cumulative)

|  |                   | (Thousands of yen) |
|--|-------------------|--------------------|
|  | Nine months ended | Nine months ended  |
|  | December 31, 2018 | December 31, 2019  |
| Net sales                                    | 2,552,099         | 2,556,763          |
| Cost of sales                                | 1,010,308         | 1,015,380          |
| Gross profit                                 | 1,541,791         | 1,541,382          |
| Selling, general and administrative expenses | 997,627           | 1,102,452          |
| Operating profit                             | 544,163           | 438,930            |
| Non-operating income                         |                   |                    |
| Commission income                            | 501               | 603                |
| Other  | 368               | 843                |
| Total non-operating income                   | 869               | 1,446              |
| Non-operating expenses                       |                   |                    |
| Interest expenses                            | _                 | 2,989              |
| Miscellaneous loss                           | 400               | 8                  |
| Total non-operating expenses                 | 400               | 2,997              |
| Ordinary profit                              | 544,633           | 437,379            |
| Profit before income taxes                   | 544,633           | 437,379            |
| Income taxes                                 | 197,974           | 159,424            |
| Profit                                       | 346,659           | 277,954            |