

Financial report detailed data

4th Quarter, Fiscal Year ended March 31, 2019

Invast Securities Co., Ltd.

Consolidated Quarterly Summary

(Millions of yen)	F Y 3/18					F Y 3/19				
	1 Q	2 Q	3 Q	4 Q	Full year	1 Q	2 Q	3 Q	4 Q	Total
Operating revenues	943	989	1,018	1,214	4,166	950	1,130	1,245	1,269	4,595
Net operating revenues	938	981	1,001	1,188	4,109	915	1,093	1,197	1,233	4,439
Selling, general and administrative expenses	843	868	895	900	3,508	857	921	923	1,028	3,732
Operating income	95	112	106	287	601	57	171	273	204	706
Operating income margins	10.1%	11.4%	10.4%	23.7%	14.4%	6.0%	15.2%	22.0%	16.1%	15.4%
Ordinary income	98	108	91	276	575	72	162	251	184	671
Ordinary income margins	10.5%	11.0%	9.0%	22.7%	13.8%	7.7%	14.4%	20.2%	14.5%	14.6%
Net income	94	101	120	280	597	68	123	171	123	486
E B I T D A	177	188	161	329	857	124	214	300	231	870
Total assets	92,940	94,285	96,821	100,112		102,975	104,964	111,027	111,180	
Current assets	91,811	93,181	95,753	99,049		101,950	103,928	110,016	110,193	
Non-current assets	1,129	1,103	1,067	1,062		1,025	1,035	1,011	987	
Liabilities	82,816	84,045	86,519	89,531		92,493	94,339	100,329	100,396	
Net assets	10,124	10,239	10,301	10,580		10,482	10,625	10,697	10,784	
Shareholders' equity	10,098	10,213	10,273	10,552		10,455	10,597	10,669	10,757	
R O E (Annualized)	3.7%	3.8%	4.1%	5.8%		2.6%	3.6%	4.6%	4.6%	

Quarterly Summary, Operating Revenues by Business Sector

(Millions of yen)	FY3/18					FY3/19				
	1 Q	2 Q	3 Q	4 Q	Full year	1 Q	2 Q	3 Q	4 Q	Total
Operating revenues	943	989	1,018	1,214	4,166	950	1,130	1,245	1,269	4,595
Commissions earned (exchange FX, etc.)	146	147	139	172	604	144	164	209	158	677
Commission of exchange FX	81	82	67	90	321	73	84	88	70	317
Consignment fee	7	5	9	4	27	4	2	4	2	14
Investment advisory fee	8	10	8	5	31	4	5	4	4	18
Others	49	49	54	71	224	61	72	112	80	327
Trading profit and loss (over-the-counter FX, etc)	736	790	821	924	3,273	704	854	911	966	3,436
Interest income	11	13	25	31	81	43	44	68	70	226
Other operating revenues	48	38	33	86	206	57	67	55	73	254
Financial Income	4	8	17	26	56	35	37	47	35	155
Net operating revenues	938	981	1,001	1,188	4,109	915	1,093	1,197	1,233	4,439

Quarterly Selling, General and Administrative Expenses

(Millions of yen)	FY3/18					FY3/19				
	1 Q	2 Q	3 Q	4 Q	Full year	1 Q	2 Q	3 Q	4 Q	Total
Selling, general and administrative expenses	843	868	895	900	3,508	857	921	923	1,028	3,732
Trading related expenses	177	201	234	234	847	218	242	190	251	903
(Advertising expenses)	(83)	(116)	(137)	(114)	(451)	(119)	(113)	(64)	(98)	(396)
Personnel expenses	247	254	252	264	1,019	253	283	306	325	1,169
Real estate expenses	291	291	296	300	1,180	288	307	319	348	1,264
(IT system expenses)	(236)	(231)	(232)	(230)	(931)	(221)	(225)	(227)	(234)	(909)
Clerical expenses	6	7	8	7	29	5	8	7	3	25
Depreciation expenses	78	80	70	53	282	51	51	48	45	197
Tax and public charges	26	21	24	24	96	25	18	36	26	107
Others	15	12	10	15	52	15	9	13	27	65

Non-Consolidated Quarterly Summary

(Millions of yen)	FY3/18					FY3/19				
	1 Q	2 Q	3 Q	4 Q	Full year	1 Q	2 Q	3 Q	4 Q	Total
Operating revenues	715	761	750	913	3,140	700	843	819	793	3,157
Net operating revenues	710	753	733	887	3,084	665	806	772	757	3,001
Selling, general and administrative expenses	670	686	690	672	2,718	664	669	630	682	2,645
Operating income	40	67	42	214	365	0	137	142	75	356
Operating income margins	5.6%	8.9%	5.7%	23.5%	11.6%	0.1%	16.3%	17.3%	9.5%	11.3%
Ordinary income	42	73	33	196	345	9	132	135	74	353
Ordinary income margins	5.9%	9.6%	4.5%	21.5%	11.0%	1.4%	15.7%	16.6%	9.4%	11.2%
Net income	37	66	25	169	299	1	103	91	47	243
E B I T D A	116	149	99	245	610	57	180	180	116	535
Total assets	89,903	90,422	92,042	95,045		98,677	97,929	105,268	102,754	
Current assets	86,926	87,742	90,116	93,152		96,817	95,051	102,227	99,730	
Non-current assets	2,977	2,680	1,926	1,893		1,859	2,878	3,040	3,024	
Liabilities	79,305	79,744	81,414	84,246		87,986	87,112	94,464	91,898	
Net assets	10,598	10,678	10,628	10,799		10,690	10,817	10,804	10,856	
Shareholders' equity	10,595	10,673	10,623	10,793		10,683	10,810	10,797	10,849	
R O E (Annualized)	1.4%	1.9%	1.6%	2.8%		0.1%	1.9%	2.4%	2.3%	

Five-year Consolidated Financial Results Summary (P L)

(Millions of yen)	FY3/15	FY3/16	FY3/17	FY3/18	FY3/19
Operating revenues	3,474	3,785	3,548	4,166	4,595
Net operating revenues	3,474	3,785	3,544	4,109	4,439
Selling, general and administrative expenses	3,594	3,474	3,587	3,508	3,732
Operating income (loss)	△119	311	△42	601	706
Non-operating income	54	0	0	7	5
Non-operating expenses	8	30	28	33	41
Ordinary income (loss)	△74	282	△70	575	671
Extraordinary income	1,070	—	28	41	8
Extraordinary losses	81	512	61	1	—
Income (loss) before income taxes	914	△230	△102	615	679
Net income (loss)	496	△404	△118	597	486
Comprehensive income	△138	△487	△117	660	422

Five-year Consolidated Financial Results Summary (B S • C F)

(Millions of yen)	FY3/15	FY3/16	FY3/17	FY3/18	FY3/19
Current assets	85,422	91,655	90,850	99,049	110,193
Non-current assets	1,845	1,255	1,111	1,062	987
Total assets	87,268	92,910	91,962	100,112	111,180
Current liabilities	75,137	81,978	81,671	89,467	100,341
Non-current liabilities	197	137	54	44	42
Capital stock	5,965	5,965	5,965	5,965	5,965
Shareholder's equity	11,847	10,791	10,228	10,515	10,784
Net assets	11,903	10,765	10,213	10,580	10,784

(Millions of yen)	FY3/15	FY3/16	FY3/17	FY3/18	FY3/19
Cash flows from operating activities	330	823	△425	2,050	1,668
Cash flows from Investing activities	832	△339	△1,042	△184	△1,524
Cash flows from Financing activities	△1,200	△651	△436	△309	△217
Cash and cash equivalents at end of periods	6,101	5,971	4,108	5,673	5,513

Dividend status

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18	FY3/19
Interim dividends (Yen)	0.0	0.0	40.0	36.0	17.0	18.0
Year-end dividends (Yen)	195.0	71.0	40.0	36.0	19.0	19.0
Yearly (Yen)	195.0	71.0	80.0	72.0	36.0	37.0
Net income (Millions of yen)	3,931	496	△404	△118	597	486
Total dividend (Millions of yen)	1,137	416	469	422	211	217
Dividend payout ratio (%)	30.2	83.4	—	—	35.4	44.7
E P S (Yen)	645.15	85.15	△68.93	△20.27	101.63	82.74
R O E (%)	32.0	4.0	—	—	5.8	4.6
D O E (%)	9.6	3.3	4.1	4.0	2.0	2.0
Dividend yield (%) ※	14.8	6.1	5.9	5.5	3.4	4.2

※Calculated using the closing price at the end of each fiscal year

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