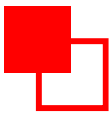


Financial Highlights (Consolidated)

3rd Quarter Fiscal Year ends Mar. 2017

Invast Securities Co., Ltd.

- 1. Financial Results Summary** (3rd Quarter Fiscal Year ends Mar. 2017)
- 2. Policies on shareholder returns and dividends**
- 3. Mission/Vision and Management Strategy**
- 4. Topics**



Financial Results Summary

(^{3rd} Quarter Fiscal Year ends Mar. 2017)

Consolidated Financial Highlights

■ **Operating revenue was 2,500 million yen (down 10.1% year-on-year), and a loss of 207 million yen was recorded for ordinary income**

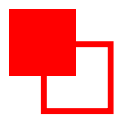
- Although there were difficulties with decreased revenues in the domestic business, revenues and income increased in the overseas financial business and began to make a positive contribution to consolidated performance.
- Introduction of new value-added services such as TriAuto FX “Range Focus” and ST24 “Full Auto”
- In addition to the introduction of new value-added services, deposited assets and trade volume both increased significantly due to the provision of the narrowest spread in the industry such as \$/¥0.003, and trading profit and loss decreased due to a decline in profitability stemming from the reduced spread (-3.6% year-on-year)
- The business plan for TriAuto ETF starting in April 2016 was delayed and the plan was revised
- The Australian subsidiary IFS continued to increase deposited assets and operating revenue in the third quarter.

A 21 million yen gain on termination of lease agreement was recorded as extraordinary income due to the relocation of offices for the purpose of reducing costs.





■ **Selling, general and administrative expenses totaled 2,694 million yen (up 3.2% year-on-year)**

- Advertising expenses were 223 million yen in the third quarter with the release of ST24 “Full Auto” which provides a new value-added function of automatically assigning strategies that are performing well (up 44.5% from the immediately preceding quarter)
- Fixed expenses increased due to the introduction of a minimum fixed monthly fee in the review of the fee system for Tradency, our technology partner for ST24
- As the business or our overseas subsidiary expanded, cash flow such as margin deposits included the conclusion of 2,500 million letter of guarantee (LG) and a special overdraft facility agreement with a 1,250 million yen limit with Mizuho Bank.

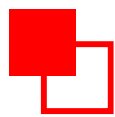
■ **Net losses attributable to owners of parent totaled 192 million yen**



Consolidated Financial Highlights (Segment)

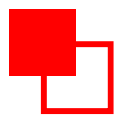
	Net operating revenues	Segment profit or loss
Exchange FX 	648 million yen (down 17.1%)	1 million yen (down 98.0%)
	<ul style="list-style-type: none"> Revenues and income decreased due to sluggish volume as a result of the low volatility market since August 	
OTC FX 	1,357 million yen (down 13.4%)	82 million yen loss (Segment profit was 210 million yen in the same period of the previous year)
	<ul style="list-style-type: none"> Efforts are being made to improve service quality by providing the industry's narrowest spreads and the release of ST24 Full Auto Although trading volume increased significantly year-on-year, a loss was posted because profitability declined due to the reduced spread, and due to increased investment in advertising for Full Auto and the increase in fixed expenses for ST24 ST24 deposited assets and users increased significantly, and TriAuto FX also increased steadily 	
Overseas Financial Service 	460 million yen (up 18.5%)	43 million yen (Segment loss was 143 million yen in the same period of the previous year)
	<ul style="list-style-type: none"> Revenues increased due to strengthening of corporate sales, and deposited margin also increased to a new record level, resulting in an increase in revenues and income A total of 3,750 million yen was secured through letters of guarantee, etc. as cash flow for expanding trading volume 	
Others 	36 million yen (down 47.8%)	160 million yen loss (Segment profit was 14 million yen in the same period of the previous year)
	<ul style="list-style-type: none"> A loss was recorded due to the delay in the business plan for TriAuto ETF in addition to Clickkabu 365 trading volume decreasing substantially year-on-year 	

* Figures in parentheses indicate year-on-year change



Consolidated Financial Results Summary

(Millions of yen)	3Q FY 2016	3Q FY 2017	Year-on-year change
Operating revenues	2,782	2,500	Δ10.1%
Commissions earned (exchange FX, etc.)	713	560	Δ21.4%
Trading profit and loss (over-the-counter FX)	1,750	1,686	Δ3.6%
Interest income	23	19	Δ17.7%
Other operating revenues	295	233	Δ20.8%
Financial expenses	-	3	-
Net operating revenues	2,782	2,497	Δ10.2%
Selling, general and administrative expenses	2,611	2,694	+3.2%
Operating income (loss)	170	Δ197	-
Ordinary income (loss)	144	Δ207	-
Income (loss) before income taxes	144	Δ179	-
Net income (loss)	9	Δ192	-



Non-Consolidated Financial Results Summary

(Millions of yen)	3Q FY 2016	3Q FY 2017	Year-on-year change
Operating revenues	2,419	2,045	△15.5%
Commissions earned (exchange FX, etc.)	680	533	△21.6%
Trading profit and loss (over-the-counter FX)	1,443	1,277	△11.5%
Interest income	3	1	△41.1%
Other operating revenues	292	232	△20.5%
Financial expenses	-	3	-
Net operating revenues	2,419	2,042	△15.6%
Selling, general and administrative expenses	2,105	2,283	+8.4%
Operating income (loss)	314	△241	-
Ordinary income (loss)	324	△237	-
Income (loss) before income taxes	323	△230	-
Net income (loss)	189	△243	-



Quarterly Summary

(Millions of yen)	FY ended March 2016				FY ended March 2017			Change vs. previous quarter
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	
Operating revenues	969	1,025	786	1,003	924	742	833	+12.3%
Commissions earned (exchange FX, etc.)	249	274	189	256	217	162	180	+11.1%
Trading profit and loss (over-the-counter FX)	608	641	500	626	617	503	565	+12.5%
Interest income	7	7	7	7	7	5	5	△1.7%
Other operating revenues	103	102	89	114	82	70	81	+15.3%
Financial expenses	-	-	-	-	0	2	0	△62.5%
Net operating revenues	969	1,025	786	1,003	924	740	832	+12.5%
Selling, general and administrative expenses	872	890	849	862	848	866	979	+13.0%
Operating income (loss)	97	135	△62	141	75	△126	△146	-
Ordinary income (loss)	90	124	△71	137	71	△128	△150	-
Income (loss) before income taxes	90	124	△71	△374	77	△128	△128	-
Net income (loss)	28	64	△83	△414	52	△108	△137	-

Quarterly Selling, general and administrative expenses

(Millions of yen)	FY ended March 2016				FY ended March 2017			Change vs. previous quarter
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	
Selling, general and administrative expenses	872	890	849	862	848	866	979	+13.0%
Trading related expenses	209	231	242	226	212	245	327	+33.4%
(Advertising expenses)	(107)	(117)	(150)	(110)	(112)	(154)	(223)	+44.5%
Personnel expenses	236	252	237	235	233	211	227	+7.3%
Real estate expenses	273	281	249	257	270	282	301	+6.7%
Clerical expenses	9	2	4	8	6	9	6	Δ25.7%
Depreciation expenses	89	88	88	86	88	84	80	Δ4.8%
Tax and public charges	20	19	17	29	23	17	21	+23.1%
Others	32	13	9	18	14	15	13	Δ9.0%

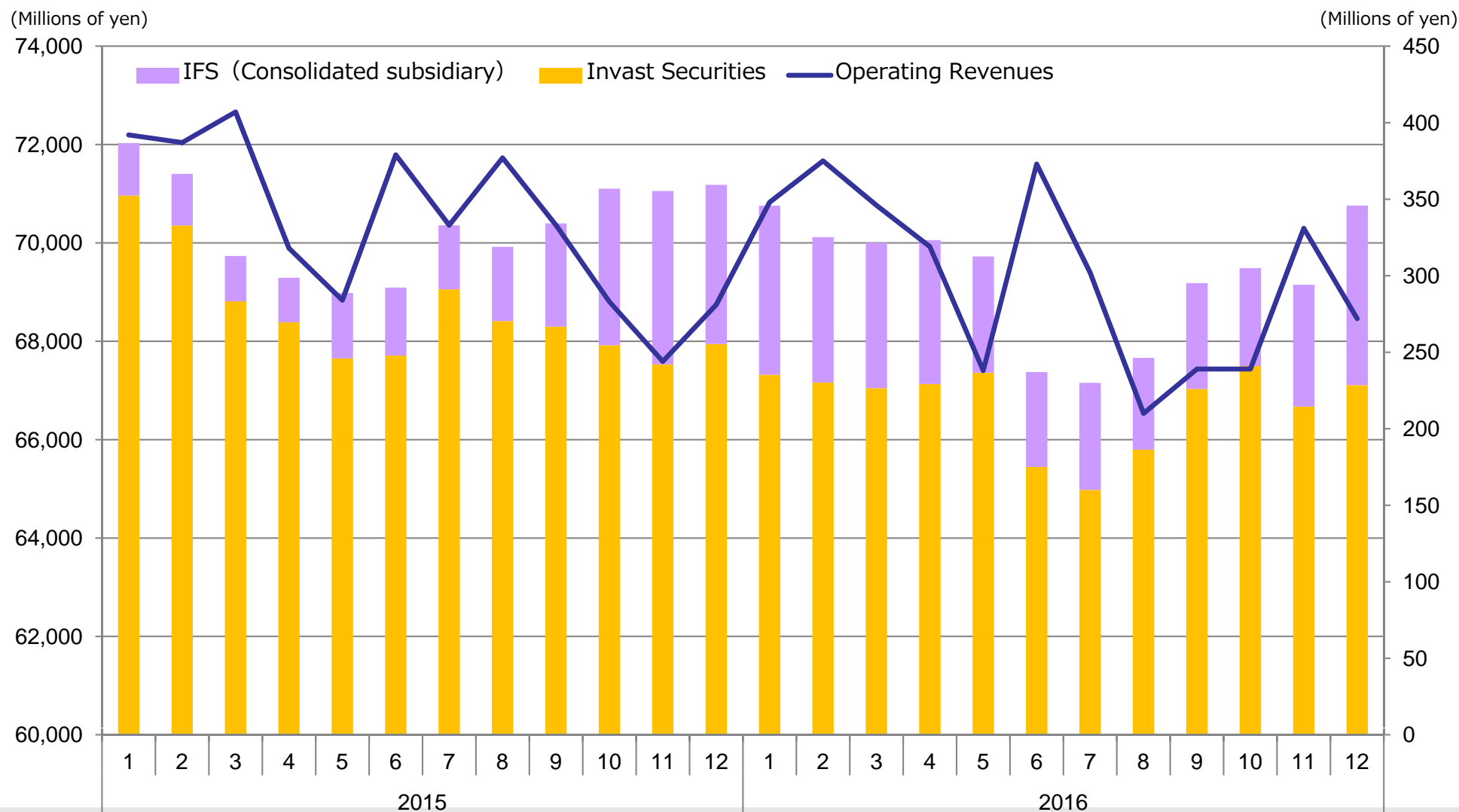
Selling, general and administrative expenses increased by 13.0% compared to the immediately preceding quarter (second quarter).

The main cause was a 44.5% increase in advertising expenses for strengthening PR activities associated with the release of ST24 "Full Auto."

Quarterly Segment

(Millions of yen)	FY ended March 2016				FY ended March 2017			Change vs. previous quarter
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	
ExchangeFX (Click 365)								
Net operating revenues	283	287	211	297	251	186	209	+12.2%
Segment profit or loss	44	56	△12	72	41	△15	△23	-
OTC FX (FX24・ST24・TriAutoFX)								
Net operating revenues	587	549	431	509	515	405	436	+7.6%
Segment profit or loss	120	94	△4	71	75	△61	△96	-
Overseas Financial Service (IFS)								
Net operating revenues	89	167	131	173	144	139	177	+27.4%
Segment profit or loss	△69	△24	△49	△9	10	5	27	+455.9%
Others (Click Kabu365・TriAutoETF)								
Net operating revenues	19	29	20	25	15	11	9	△12.9%
Segment profit or loss	1	8	4	6	△52	△53	△54	-

Operating Revenues and Balance of Deposited Margin (Consolidated)

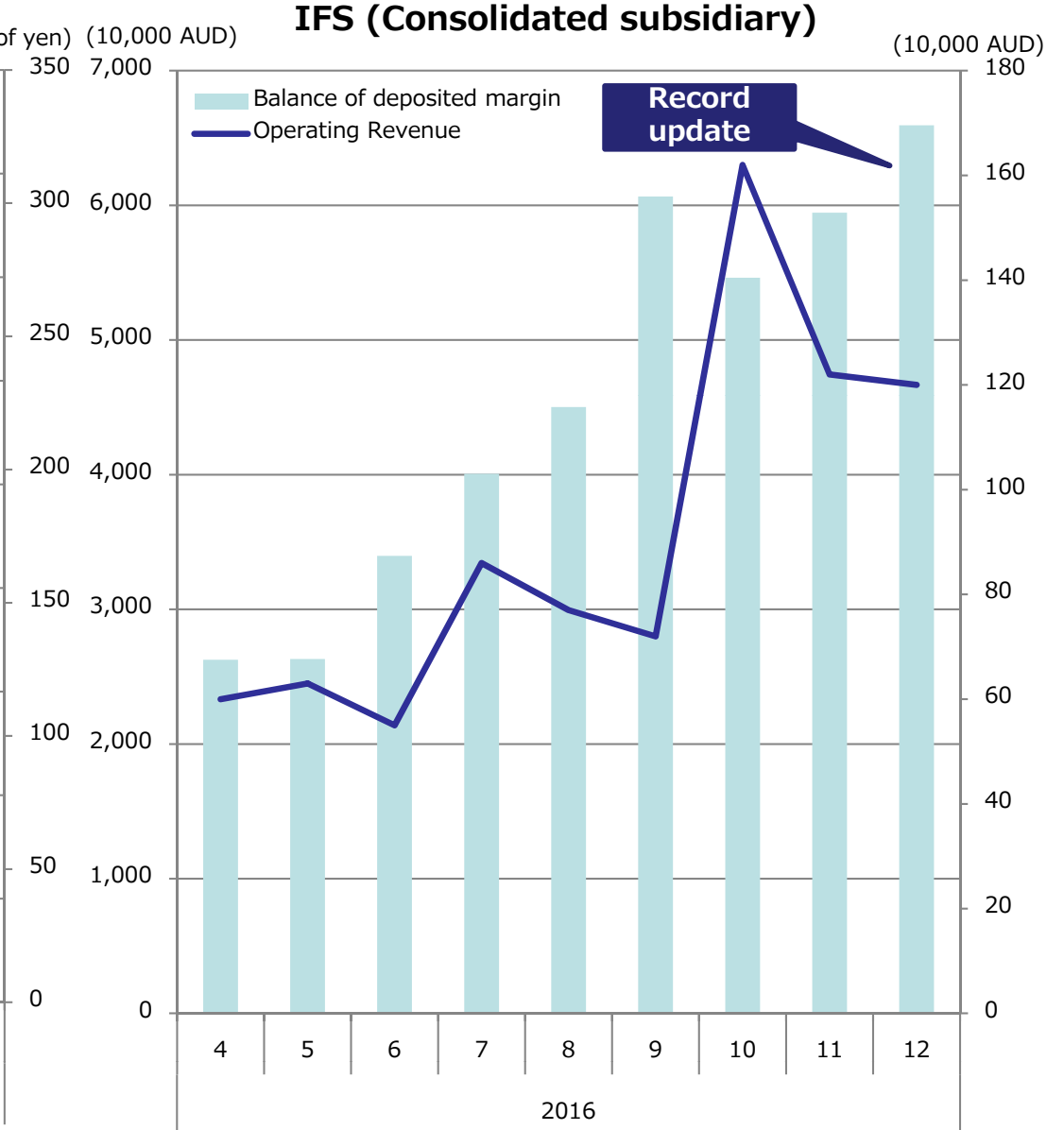
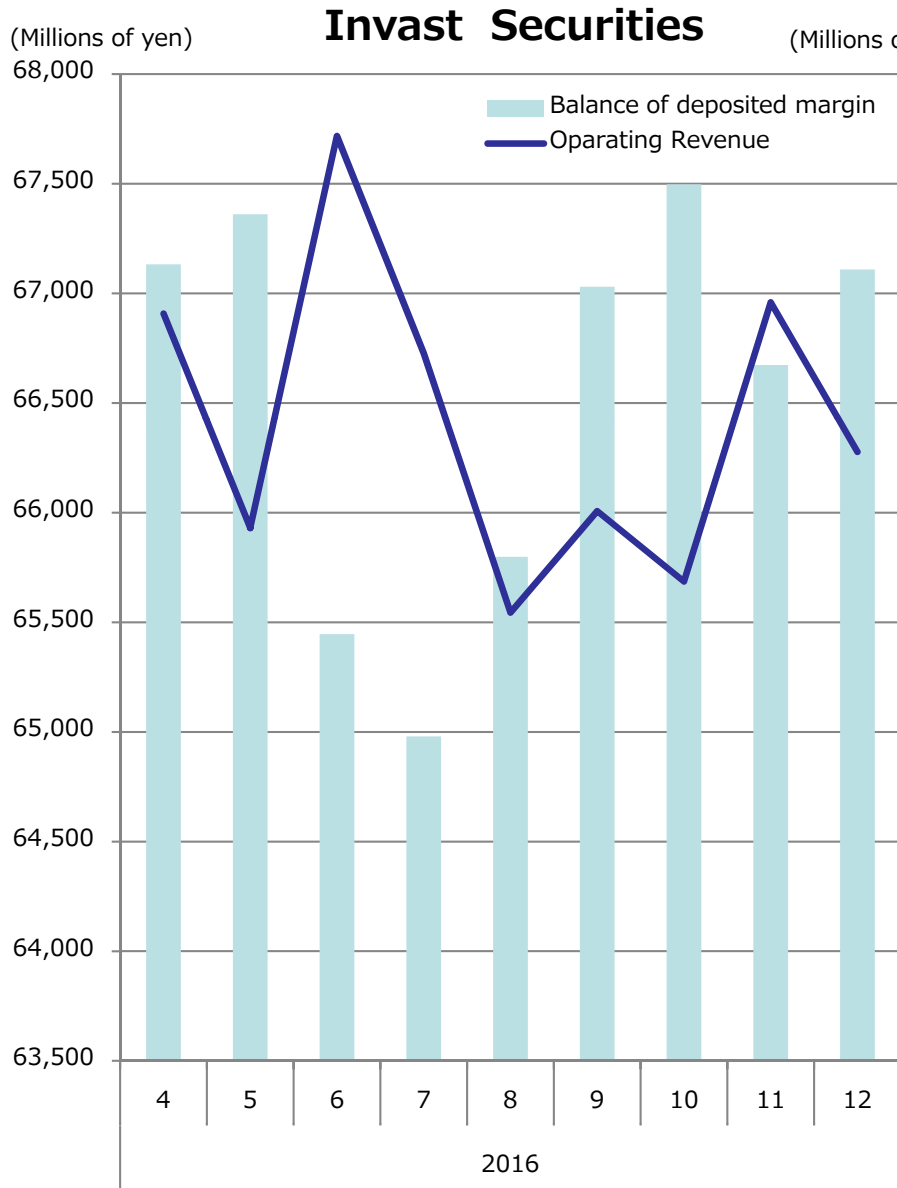


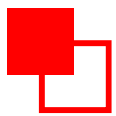
(Notes) 1. The above figures are consolidated with a three-month delay because the consolidated subsidiary company IFS ends its financial year on December 31.

2. The operating revenues, etc. of IFS are converted into yen using the monthly average exchange rate.



Operating Revenues and Balance of Deposited Margin (Non-Consolidated)

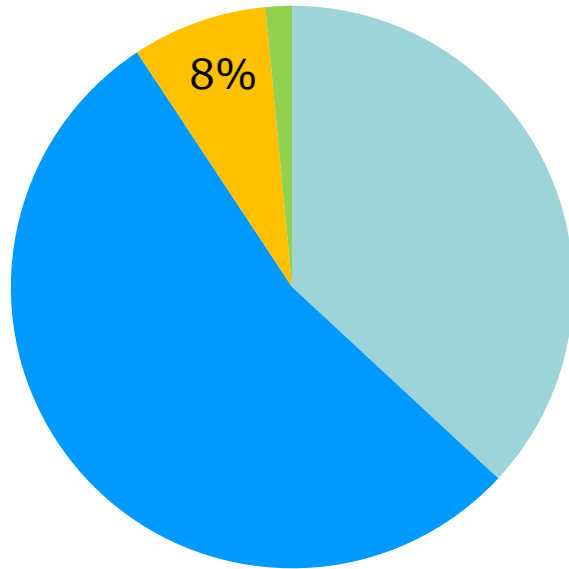




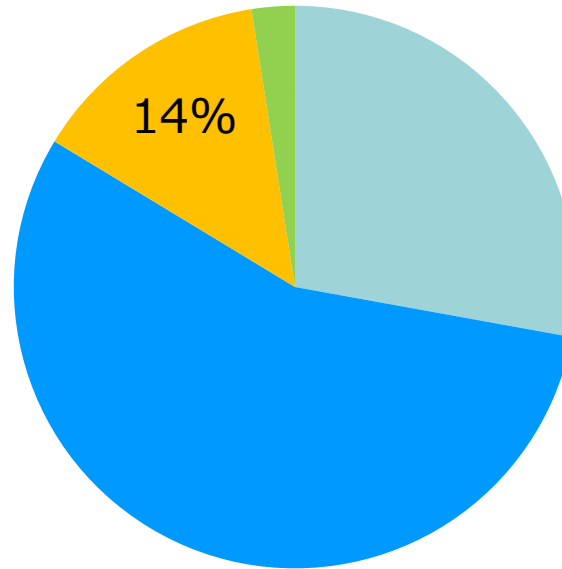
Percentage of Operating Revenues Accounted for by Each Segment

The ratio of the overseas financial business (IFS) has **increased by around 2.3 times** over two years

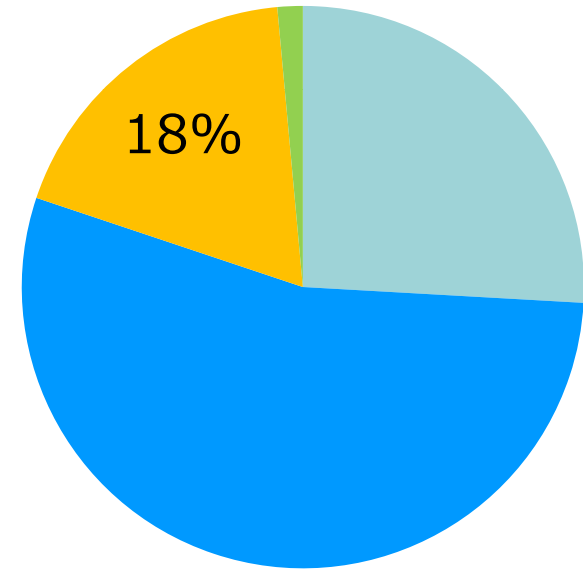
3Q FY2015



3Q FY2016



3Q FY2017



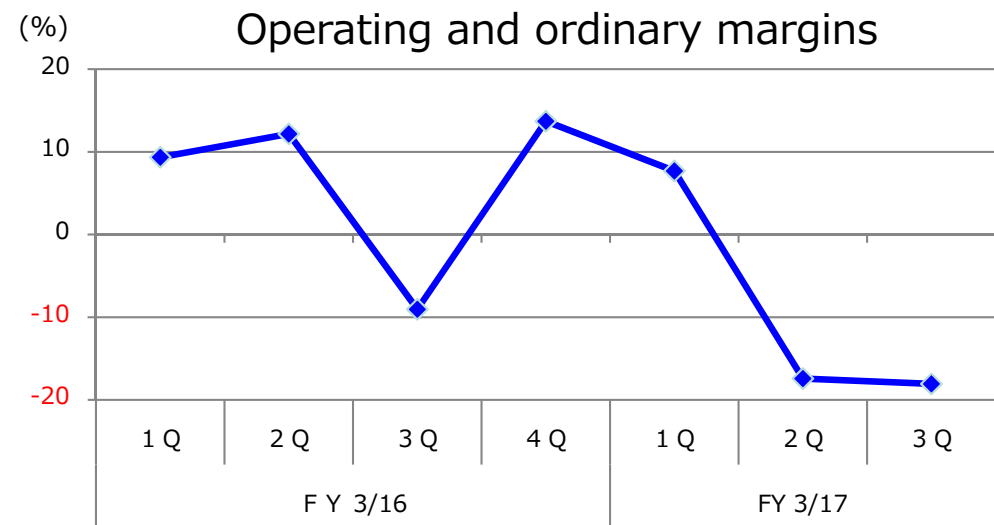
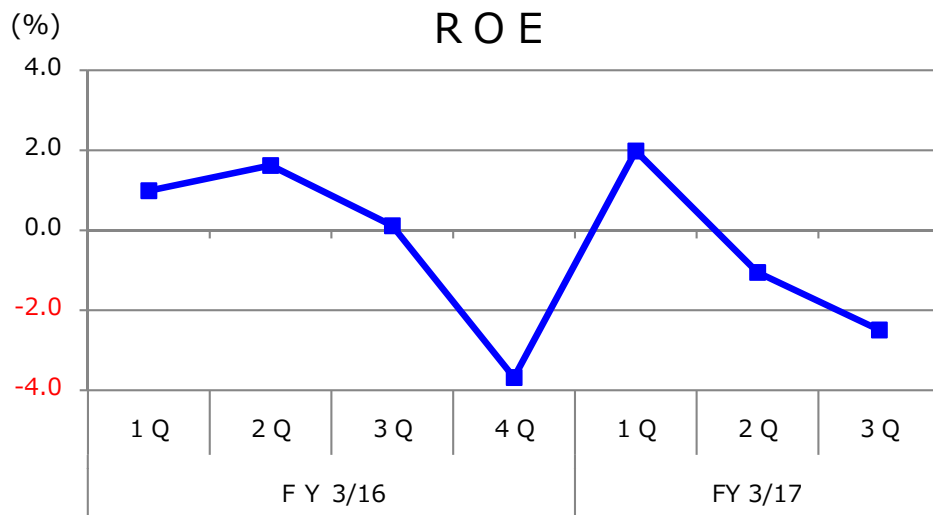
- OTC FX
- Exchange FX
- Overseas Financial Service
- Others

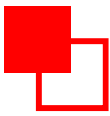
Major Management Index

	FY ended March 2016				FY ended March 2017			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
ROE (%)	1.0	1.6	0.1	Δ3.7	2.0	Δ1.1	Δ2.5	
Operating and ordinary margins (%)	9.4	12.2	Δ9.0	13.7	7.7	Δ17.4	Δ18.0	
EBITDA (millions of yen)	180	212	17	224	159	Δ44	Δ70	
Capital adequacy ratio (%)	1238.1	1230.4	1166.9	1154.2	1156.1	1096.5	1068.2	

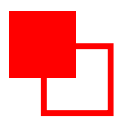
※ROE data have been annualized.

EBITDA was calculated by the formula of: Net income before taxes – extraordinary income/loss + Interest expense + Depreciation = EBITDA.





Policies on Shareholder Returns and Dividends



Policies on Shareholder Returns and Dividends

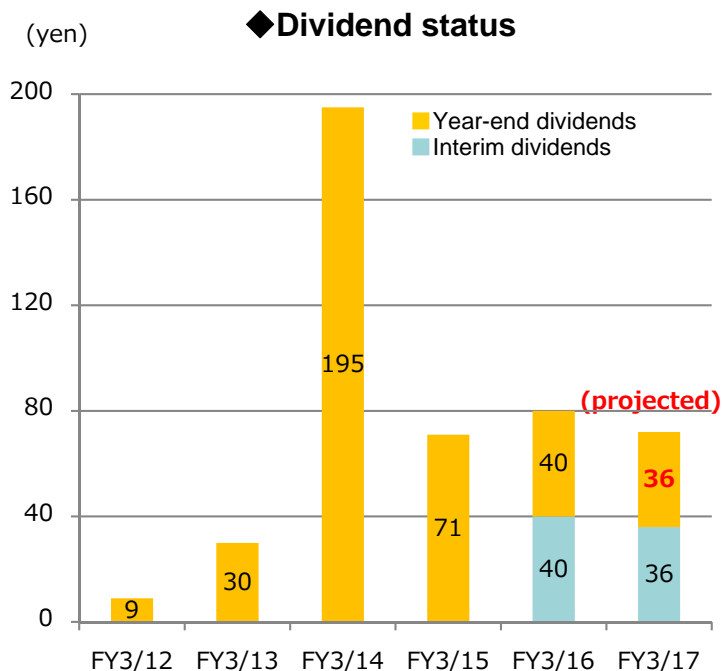
◆ Dividend policy (Policy effective as of the fiscal year ending March 2016)

Invast Securities will pay dividends at either **a consolidated dividend payout ratio of 30%** or **a consolidated dividend on equity ratio (DOE) of 4% (annual)**, whichever is higher.

◆ Dividends FY2017

Interim dividend 36yen

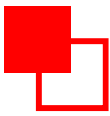
Year-end dividend 36yen (projected)



◆ Dividend status

	FY3/12	FY3/13	FY3/14	FY3/15	FY3/16
Interim dividends (Yen)	0.0	0.0	0.0	0.0	40.0
Year-end dividends (Yen)	9.0	30.0	195.0	71.0	40.0
Yearly (Yen)	9.0	30.0	195.0	71.0	80.0
Net income (Millions of yen)	188	600	3,931	496	△404
Total dividend (Millions of yen)	57	187	1,137	416	469
Dividend payout ratio(%)	30.7	32.0	30.2	83.4	—
ROE (%)	2.1	5.9	32.0	4.0	—
DOE (%)	0.7	1.9	9.6	3.3	4.1
Dividend yield(%)※	1.9	2.7	14.8	6.1	5.9

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



Mission/Vision and Management Strategy

Mission Why we do business

Making the world a better place

To make the world a better place by providing people all across the globe with financial solutions that enable happier lives.

The “better place” we envisage is a world where people who work hard can become wealthy, a good society in which talented and motivated students do not need to abandon options due to financial reasons, and a society in which anyone can build assets to become happy.

Our mission is to create solutions that resolve financial issues in the life planning of people across the globe, to support people who face challenges, and to help more people grab opportunities to enrich their lives. We want to contribute to the creation of a better world through the happiness of the people of the world provided from the aspect of finance.

Vision What we want to achieve

Creating financial solutions with a global base of 10 million users by 2025

We aim to create solutions for resolving financial issues starting with asset management and extending to a variety of areas of people’s lives such as raising children, education, gaining employment, getting married and building assets. We want to be a global company with customers across the globe in which talented staff gathered from around the world fulfill their responsibility as true professionals to discuss, decide upon and execute our vision day to day. The first step is to create financial solutions with a global base of 10 million users by 2025.

Our Proposal

Automated FX/ETF trading using Fintech

■ ST24 Full Auto

- Over 6,000 strategies are constantly monitored, and strongly performing strategies that match the conditions provided are automatically selected
- Each strategy is an automated trading program for algorithmic trading collected from around the globe
- The trading results of each transaction are all disclosed, and performance is only based on actual past results

■ Range Trailing/Range Focus

- Multiple buy orders and sell orders can be set simultaneously within a predetermined price band (price range) to automatically finalize profits and repeat new orders as long as the price fluctuates within that price band.
- Range Focus: A more evolved version of Range Trailing using currency pairs that have the strongest tendency to revert to the median in the past three years of price fluctuations.

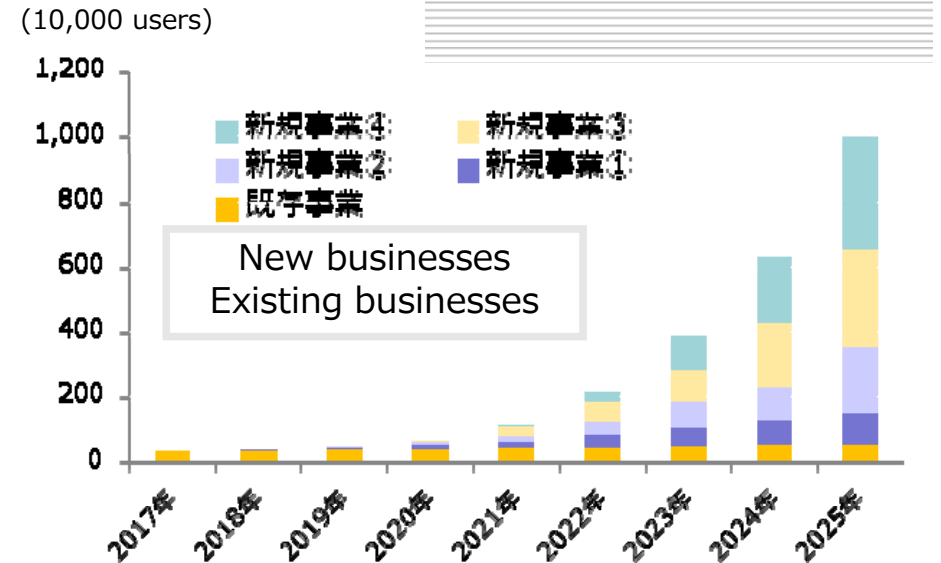
Profile video: “TriAuto FX Range Trailing - Never Worry About Market Predictions Again”



<https://www.youtube.com/watch?v=6GHafCZBR0c>

Management Strategy

- Expansion of existing businesses + Ongoing launch of new businesses
- Continue to launch financial solutions that resolve money-related issues for a variety of people as new businesses



Existing businesses

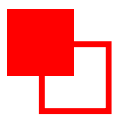
- **Investment in “automated trading using fintech”**
 - Enhancement of ST24 Full Auto functionality
 - Ongoing launch and enhancement of new strategies
 - Ongoing improvement of contract precision and transparency
 - Launch of new services centered on automated trading
- **Further expansion of the rapidly growing overseas financial business**
 - Seeking geographical expansion
 - Improvement of financing capability

New businesses

- **Facing the challenge of launching new financial solutions**
 - Asset building solutions using ETFs
 - Commercialization of solutions to social issues
 - Student loan repayments
 - Seeking businesses centered on solutions to money-related issues
- **Facing challenges with outside professionals**
 - Expansion of network through venture capital fund investment
 - M&A, capital and operating alliances, strategic partnerships



Topics



Establishing a System for Achieving Our Vision

■ New Management Personnel

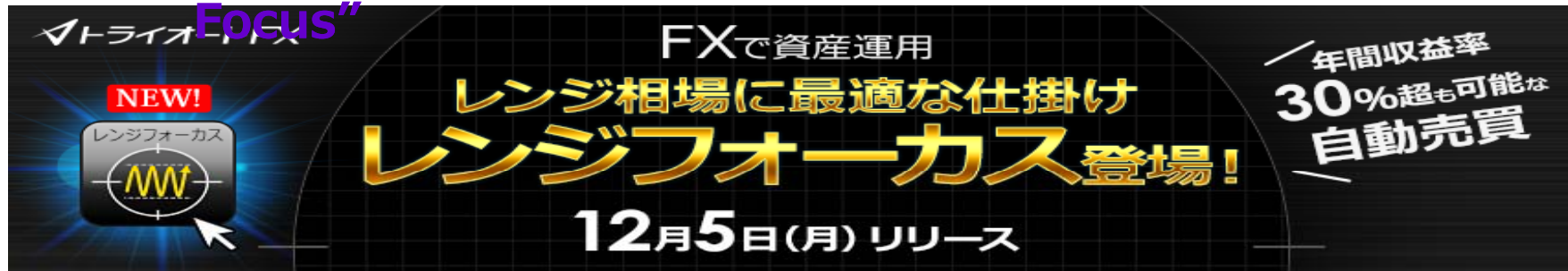
- Masato Futaesaku, Executive Officer and Chief Financial Officer (Joined INVAST in February 2016)
Seikei University, Northwestern University Kellogg School of Management MBA, MEM, former employee of GE Japan
- Junichi Kayamoto, Executive Officer and Chief Data Science Officer (Joined INVAST in August 2016)
Tokyo Institute of Technology, former employee of GE Japan, data analyst

■ Establishment of a Data Science Department

1. In-house implementation and automation of data collection, analysis and monitoring operations
2. Creation and management of an integrated customer management database (customer analysis, understanding of customer lifetime profitability)
3. Development of automated trading programs for maximizing customer profitability
4. Development of statistical forecasting models (applications to open accounts, account cancellations, dormant accounts, campaign responses, etc.)
5. In cooperation with the Dealing Department, drafting of dealing strategy creating stable profit, and development, introduction and review of advanced automated trading algorithms
6. External activities such as academic conferences and user meetings related to data science

New System in TriAuto FX

A New Proposal by Data Scientists: “Range Focus”



“Range Focus” is an improved version of “Range Trailing” for TriAuto FX!

The Data Science Department led by INVASt SECURITIES data scientist Junichi Kayamoto has launched a new automated trading system called “Range Focus” that is an improvement of the popular “Range Trailing” function of TriAuto FX.

The improvement came about when the Data Science Department analyzed the price data for all currency pairs handled, and devised settings for fully utilizing currency pairs and ranges best suited to the range market.

The Data Science Department will conduct analysis of markets every month, and narrow down the system to currency pairs that are best suited to the range market at that time.

◆ What is Range Trailing?

Range Trailing is an automated trading mechanism aimed at making a profit regardless of the direction the market moves by simultaneously setting “Sell” and “Buy” within a certain price band (assumed range) rather than predicting to buy or sell in one direction.

◆ What is Range Focus?

Range Focus is a system provided for “currency pairs best suited to stable range trading” determined by the Data Science Department based on analysis of FX markets.

ST24 Full Auto Function

- ⇒ **Function for constant automatic selection and implementation of a favorable strategy in order to improve investment management results**
- ◆ **As Full Auto automatically selects a favorable strategy in line with conditions set by the customer from the most abundant variety of strategies in the world* (approximately 6,500 strategies), it makes it possible for customers to continue investing while re-allocating, making it easy to obtain stable earnings and improve investment gains**

*Number 1 in the world for number of strategies among business handling mirror trading (source: research by Tradency, July 1, 2016)



これまで



change



ダメになったストラテジーを入れ替える

Automatic selection of favorable strategy

フルオート



その時のトップ級を常に選抜する

Investment in Southeast Asia Fund

Overview of Fund	
Name	IMJ-IP Global III
Fund Management Company	IMJ Investment Partners Pte. Ltd.
Investment Fields	Mainly seed/early-stage IT corporations operating in Southeast Asia and/or Japan

IMJ Investment Partners Pte.Ltd.

- ✓ Headquartered in Singapore, the company quickly made a full entry into the rapidly growing **Southeast Asian market.**

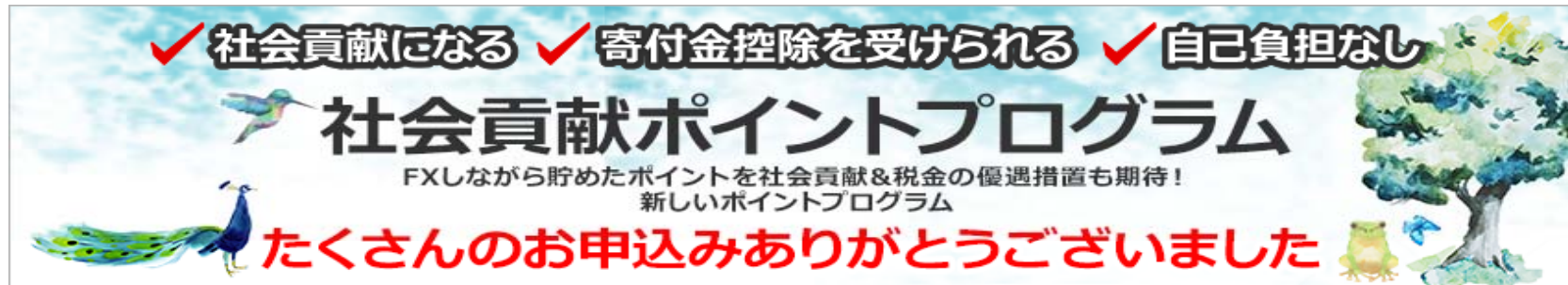
It is building local networks in the region.

- ✓ It mainly provides management support and investment to Japanese IT start-ups in Southeast Asia.



Consideration is also being given to operating alliances and direct investment in promising fintech venture companies discovered through fund investment utilizing IMJ's network.

IVAST Mission Project



Mission Project: Customers trading using INVAST SECURITIES' FX Services earn social contribution points according to their trading volume. They can use these social contribution points to donate to accredited NPOs selected by INVAST, or exchange them for merchandise supporting social contributions.

2016 Results (September 19 - November 30)

Total donations: 5,172,941 yen Donors: 829

認定NPO法人	寄付金総額	支援人数
認定NPO法人Teach for Japan	637,979円	91人
認定NPO法人フローレンス	639,972円	115人
認定NPO法人カタリバ	781,213円	128人
認定NPO法人Living in Peace	847,016円	149人
認定NPO法人児童虐待防止全国ネットワーク	1,570,256円	246人
認定NPO法人自立生活サポートセンターもやい	696,505円	100人

Invast Securities Co., Ltd. (as of December 31th 2016)

■ Company name	: INVAST SECURITIES CO., LTD.
■ Head office	: NBF Toranomom Building : 1-6-21 Nishishinbashi, Minato-ku, Tokyo Japan
■ Established	: August 10, 1960
■ Paid in capital	: 5,965,086,800 yen
■ Market listing	: JASDAQ (Code: 8709) (*1) Listed on March 6, 2006
■ President	: President and CEO Takeshi Kawaji
■ Licenses	: Financial Instruments Business Operators (Type 1/ Type 2), Investment Advisory and Agency Business Director-General of Kanto Local Finance Bureau (Kinsho) No. 26
■ Membership	: Tokyo Financial Exchange