



▶ MAKING THE WORLD  
A BETTER PLACE

# FY2023 1Q Consolidated Financial Results

Financial results briefing materials

Supplementary  
document

INV Inc.

A blurred photograph of a modern office interior. In the foreground, a man in a dark shirt and light pants walks from left to right. In the background, several other people are seated at tables, working on laptops. The office has a high ceiling with exposed pipes and modern lighting fixtures. A large, dark, rectangular pillar stands in the center of the room.

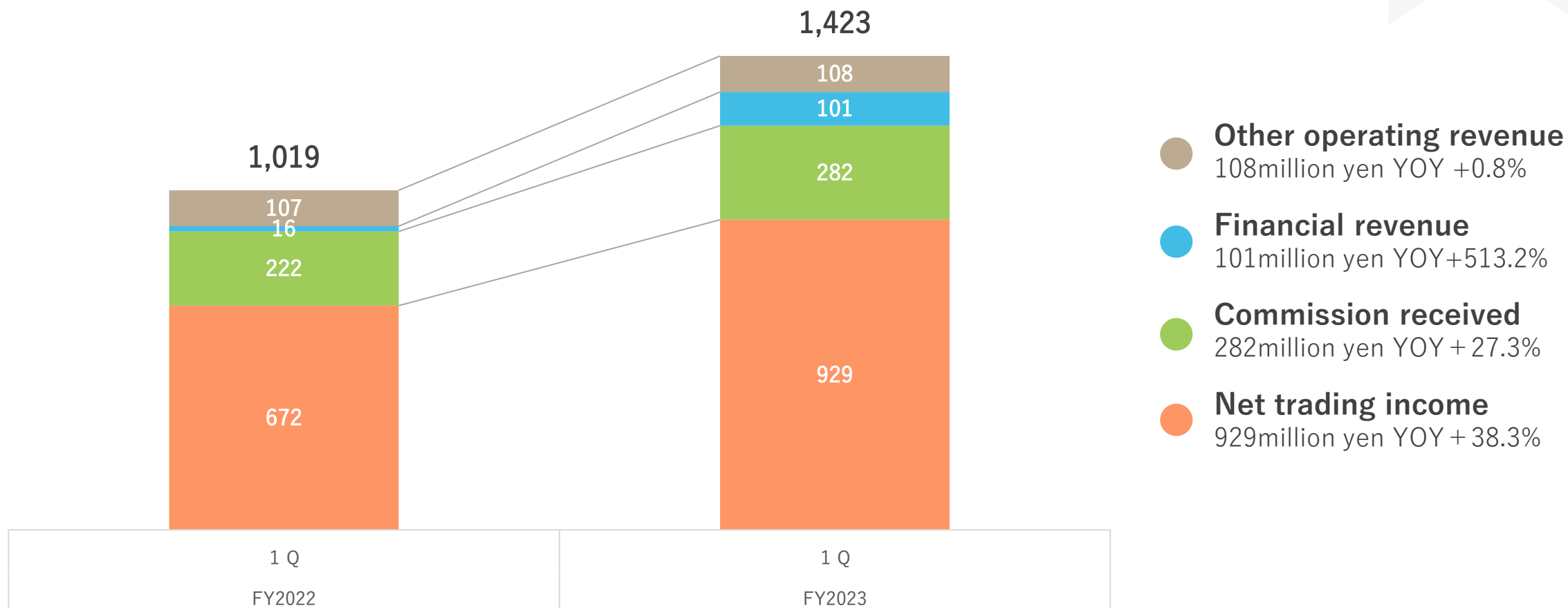
## Consolidated Financial Results Summary

# Consolidated Results Summary Year over year basis

Unit : millions of yen	FY2022 1Q Apr.2021 – Jun.2021	FY2023 1Q Apr.2022 - Jun.2022	YOY Increase/Decrease Ratio
Operating revenue	1,019	1,423	+ 39.7 %
Net Operating revenue	1,007	1,322	+ 31.2 %
Operating income	15	112	+ 615.8 %
Ordinary income	292	41	(85.9) %
Net income	192	11	(94.1) %

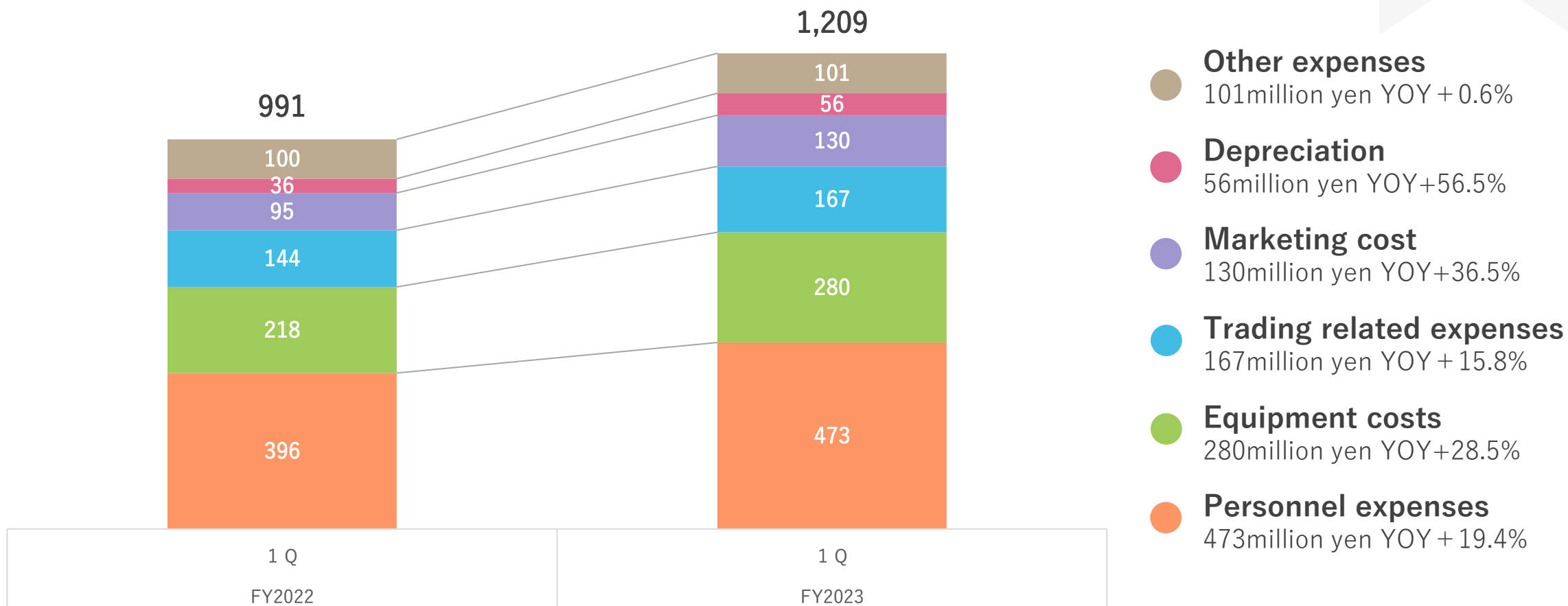
# Operating revenue Breakdown YOY basis

Unit: millions of yen



# Operating expenses Breakdown YOY basis

unit : millions of yen

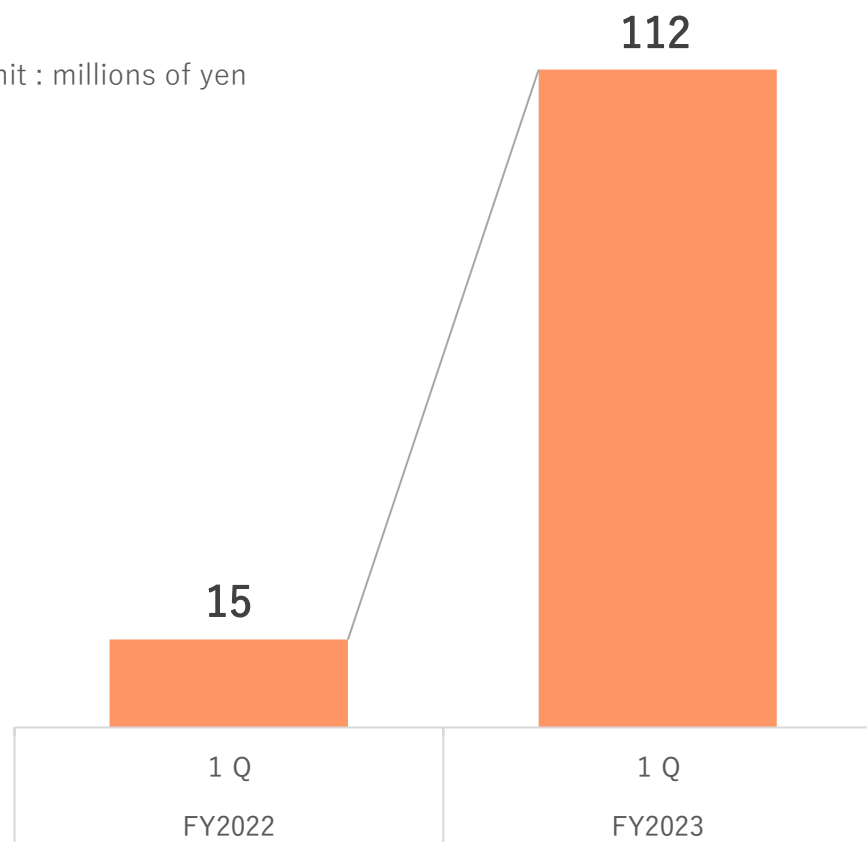


# Operating income and Ordinary income YOY basis

## Operating income

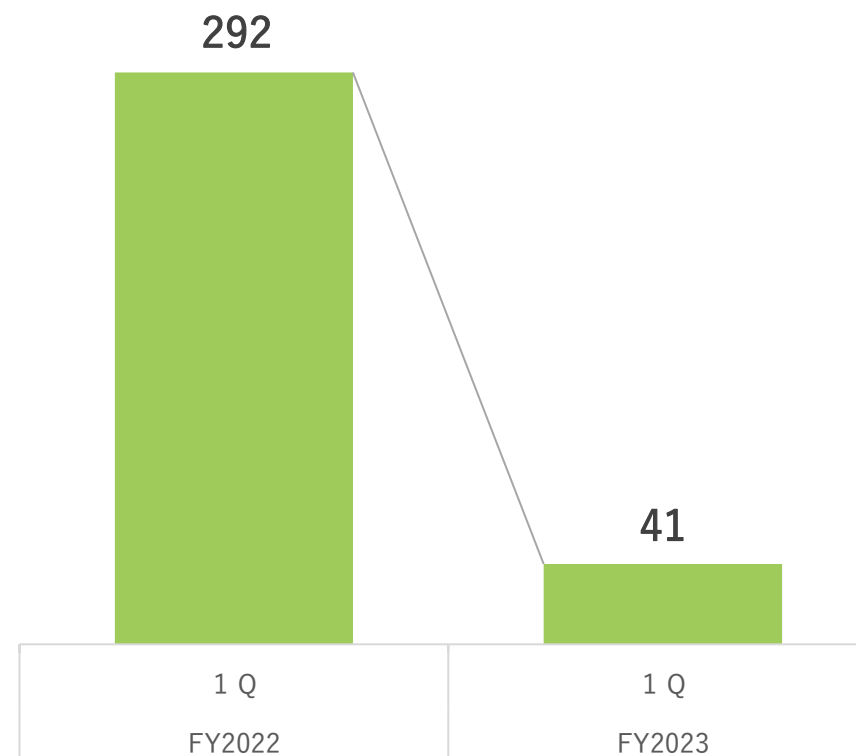
**112million yen** **YOY+615.8%**

Unit : millions of yen



## Ordinary income

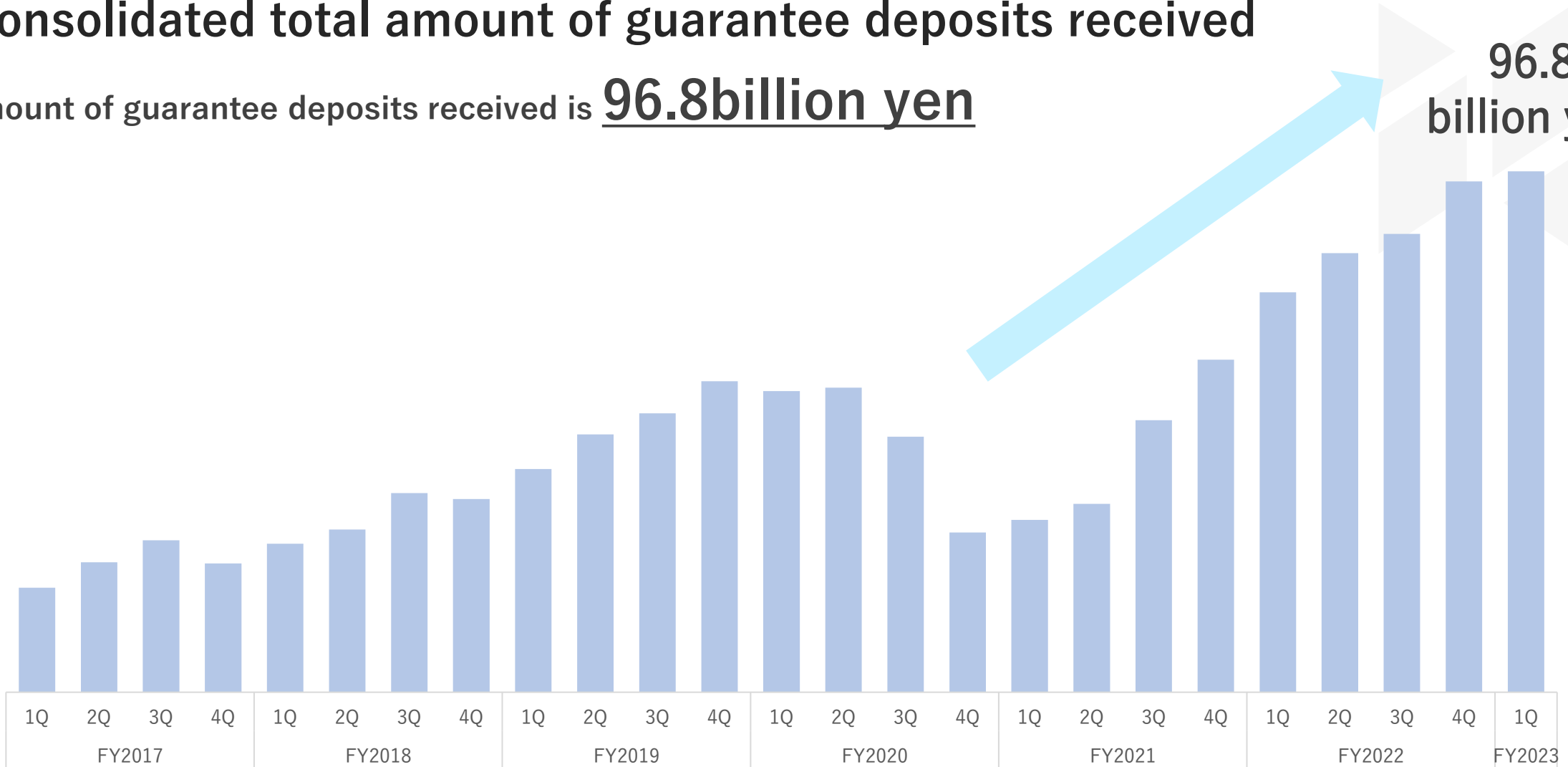
**41million yen** **YOY(85.9)%**



- Operating income
- Ordinary income

# Consolidated total amount of guarantee deposits received

Amount of guarantee deposits received is 96.8billion yen

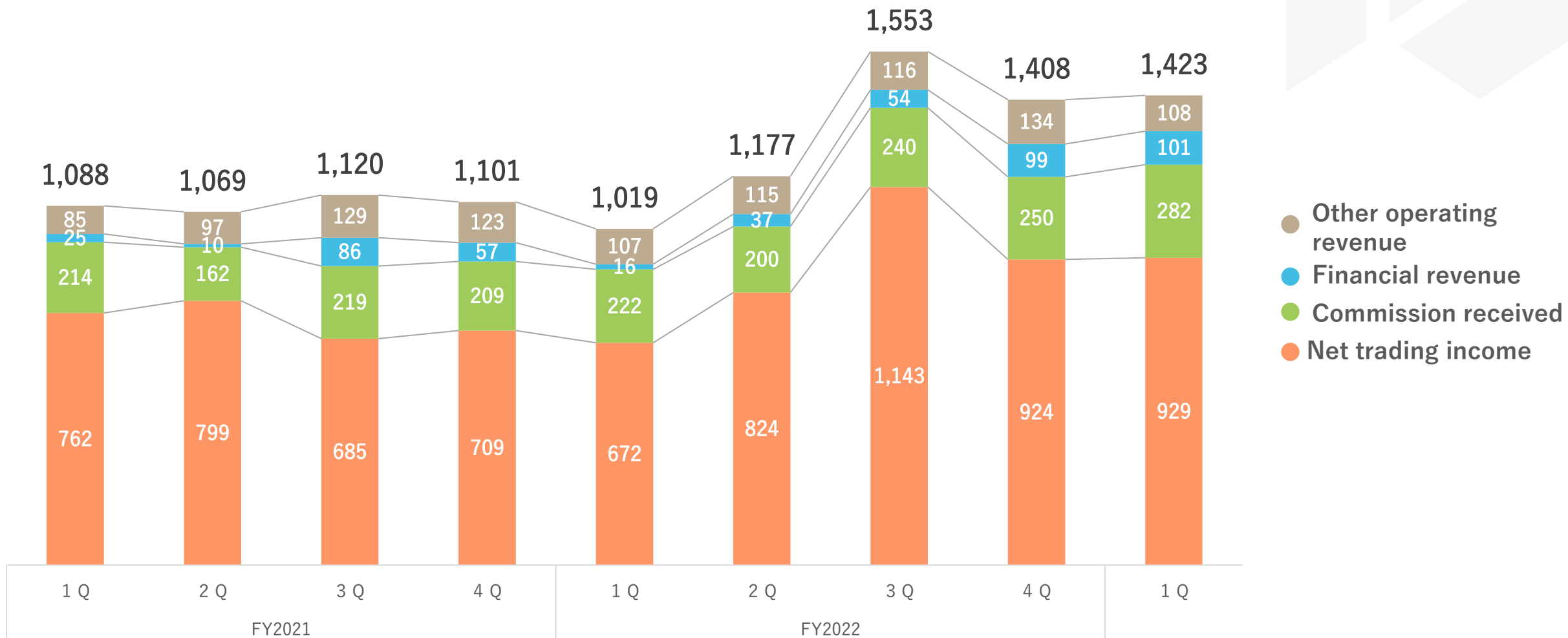


Since trading volume changes with market volatility, the amount of deposited margin , which is the "source of revenue" and "proof of customer trust," is an important indicator.



# Consolidated Operating revenue Quarterly results

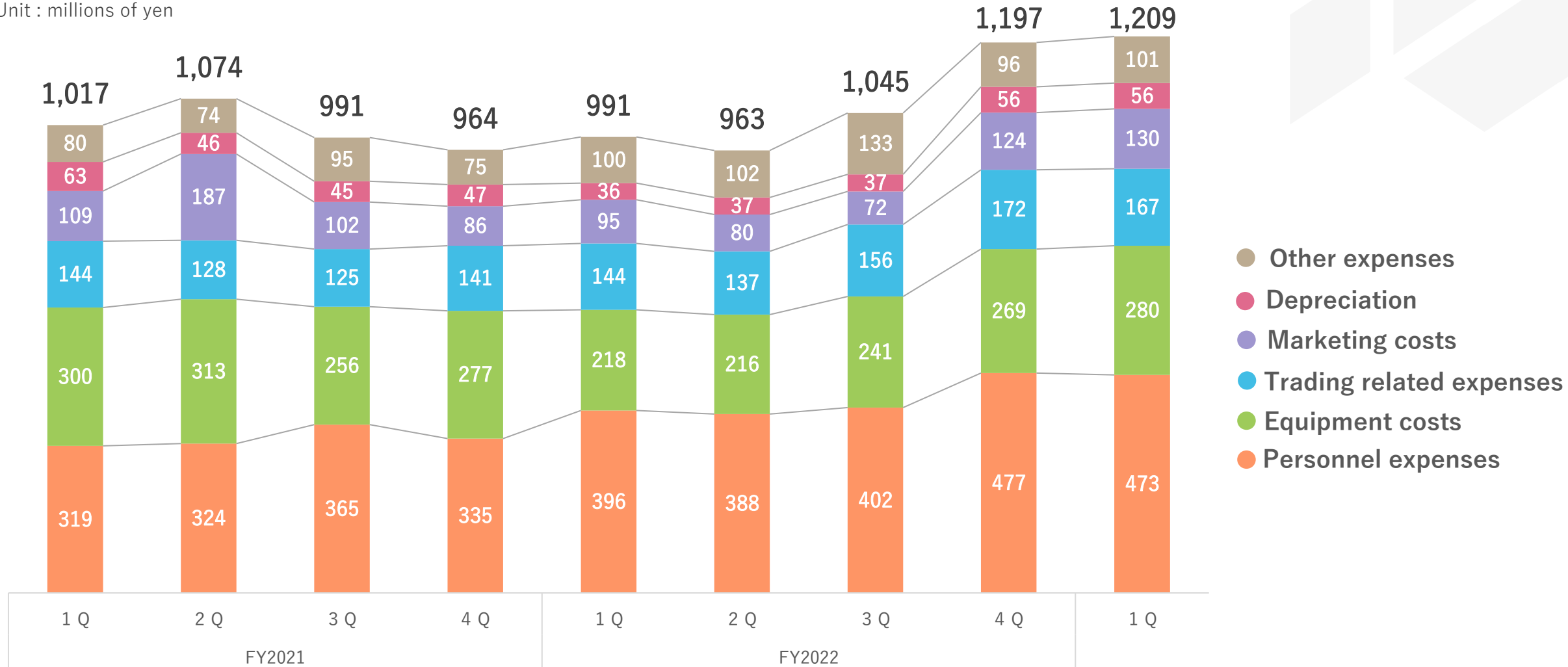
Unit : millions of yen





# Consolidated Operating expenses Quarterly results

Unit : millions of yen

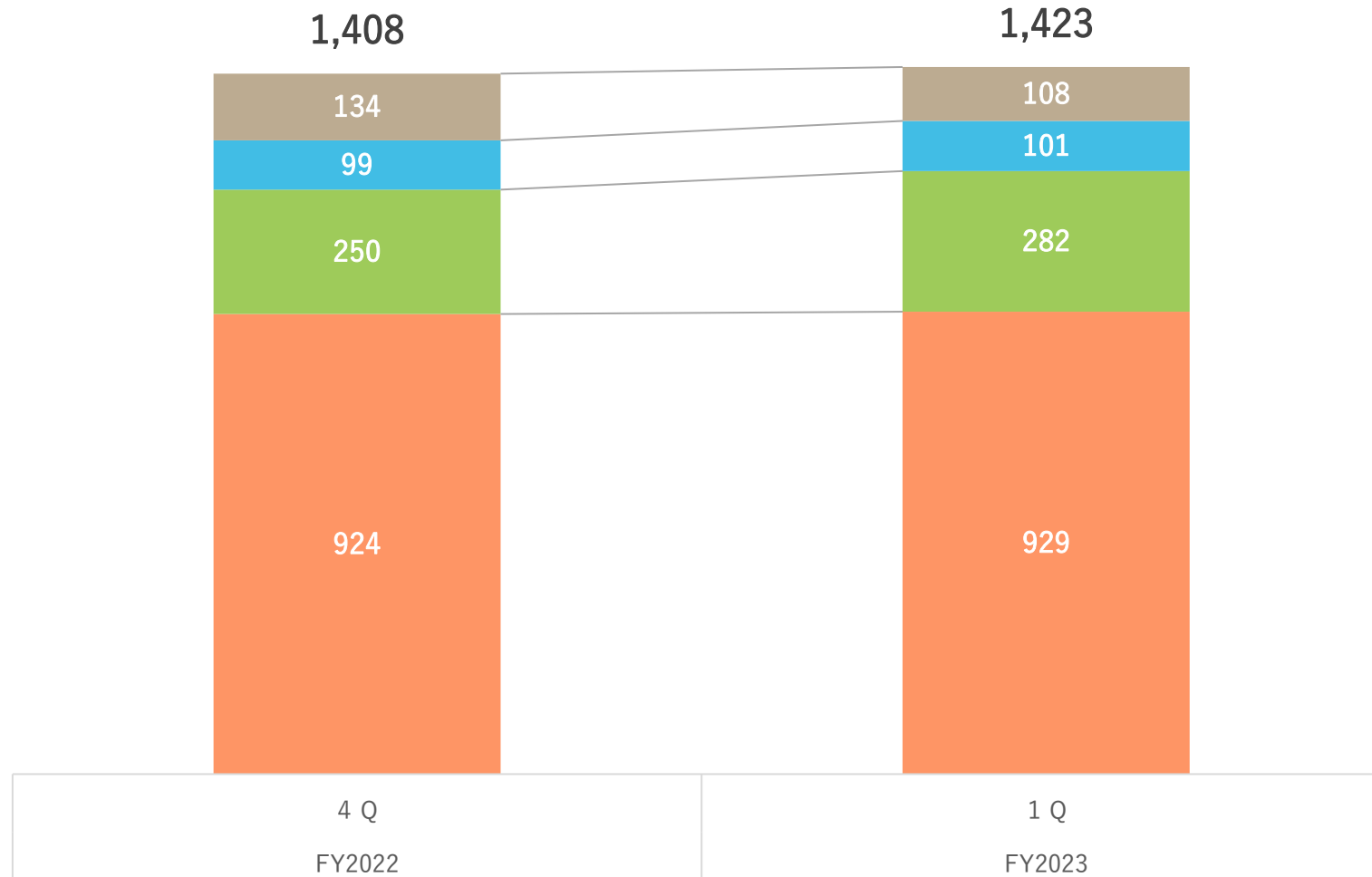


# Consolidated Financial results Quarter Over Quarter Basis

Unit : millions of yen	FY2022 4Q Jan.2022 - Mar.2022	FY2023 1Q Apr.2022 - Jun.2022	QOQ Increase/Decrease ratio
Operating revenue	1,408	1,423	+ 1.0 %
Net operating revenue	1,313	1,322	+ 0.7 %
Operating income	116	112	(3.4) %
Ordinary income	101	41	(59.4) %
Net income	197	11	(94.3) %

# Operating revenue Breakdown QOQ basis

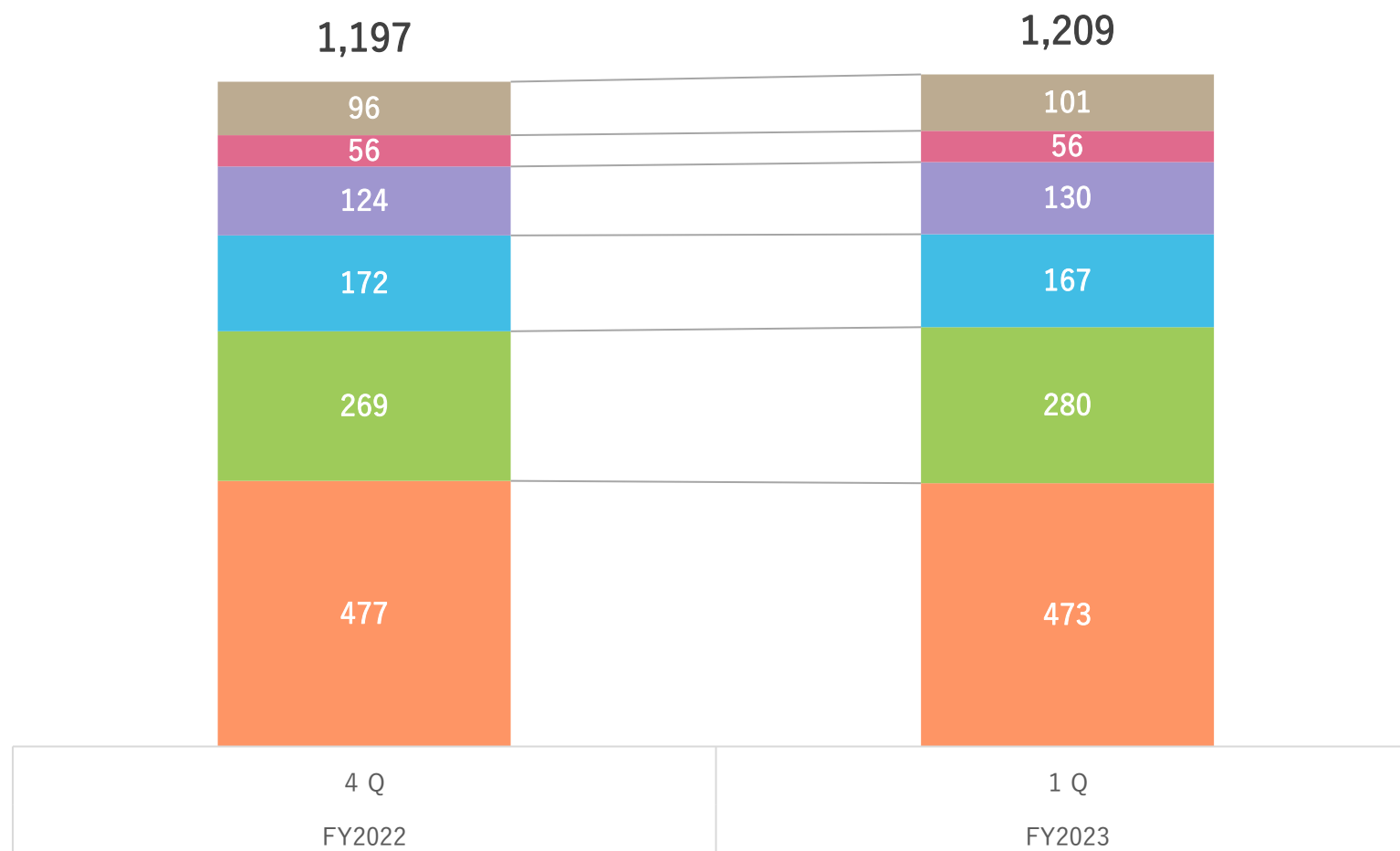
Unit : millions of yen



- Other operating revenue**  
108million yen QOQ (18.8%)
- Financial revenue**  
101million yen QOQ +2.0%
- Commission received**  
282million yen QOQ + 12.7%
- Net trading income**  
929million yen QOQ + 0.6%

# Operating expenses Breakdown QOQ basis

Unit : millions of yen



- Other expenses**  
101million yen QOQ + 5.3%
- Depreciation**  
56million yen QOQ+0.1%
- Marketing cost**  
130million yen QOQ+5.0%
- Trading related expenses**  
167million yen QOQ(2.9)%
- Equipment costs**  
280million yen QOQ+4.1%
- Personnel expenses**  
473million yen QOQ(1.0)%

A blurred photograph of a modern office interior. In the foreground, a man in a dark shirt and light pants walks from left to right. In the background, several other people are working at tables or walking. The office has a high ceiling with exposed pipes and track lighting. A large, dark, rectangular pillar stands in the center. The floor is made of light-colored wood. The overall atmosphere is professional and active.

## Financial Results By Segment Summary

# Financial summary by segment YOY basis

Unit : millions of yen		FY2022 1Q Apr.2021 - Jun.2021	FY2023 1Q Apr.2022-Jun.2022	YOY Increase/Decrease Ratio
Domestic Financial Business	Net operating revenue	627	825	+ 31.6 %
	Operating income	(34)	82	- %
Overseas Financial Business	Net operating revenue	409	586	+ 43.1 %
	Operating income	72	109	+ 51.5 %

# Financial summary by segment QOQ basis

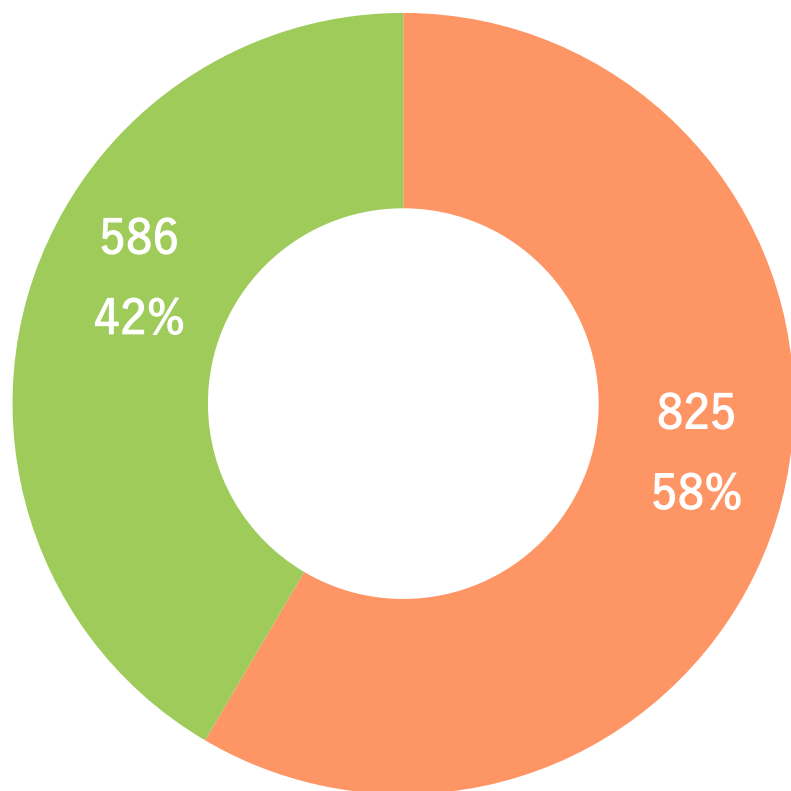
Unit : millions of yen		FY2022 4Q Jan.,2022-Mar.,2022	FY2023 1Q Apr.,2022-Jun.,2022	QOQ Increase/Decrease ratio
Domestic Financial Business	Net operating revenue	768	825	+ 7.5 %
	Operating income	(1)	82	- %
Overseas Financial Business	Net operating revenue	558	586	+ 5.1 %
	Operating income	118	109	(7.2) %



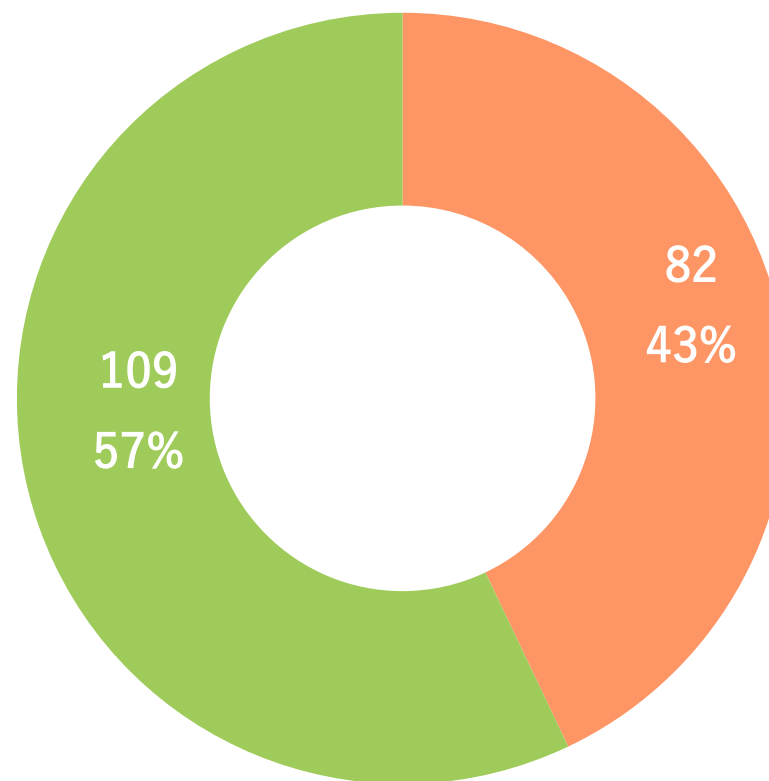
# Net operating revenue and Operating income by segment

## Net operating revenue

Unit : millions of yen



## Operating income



- Domestic Financial Business
- Overseas Financial Business

Segment figures are before consolidation adjustments. Percentage shows the ratio of the segment.

# Domestic Financial business Highlights

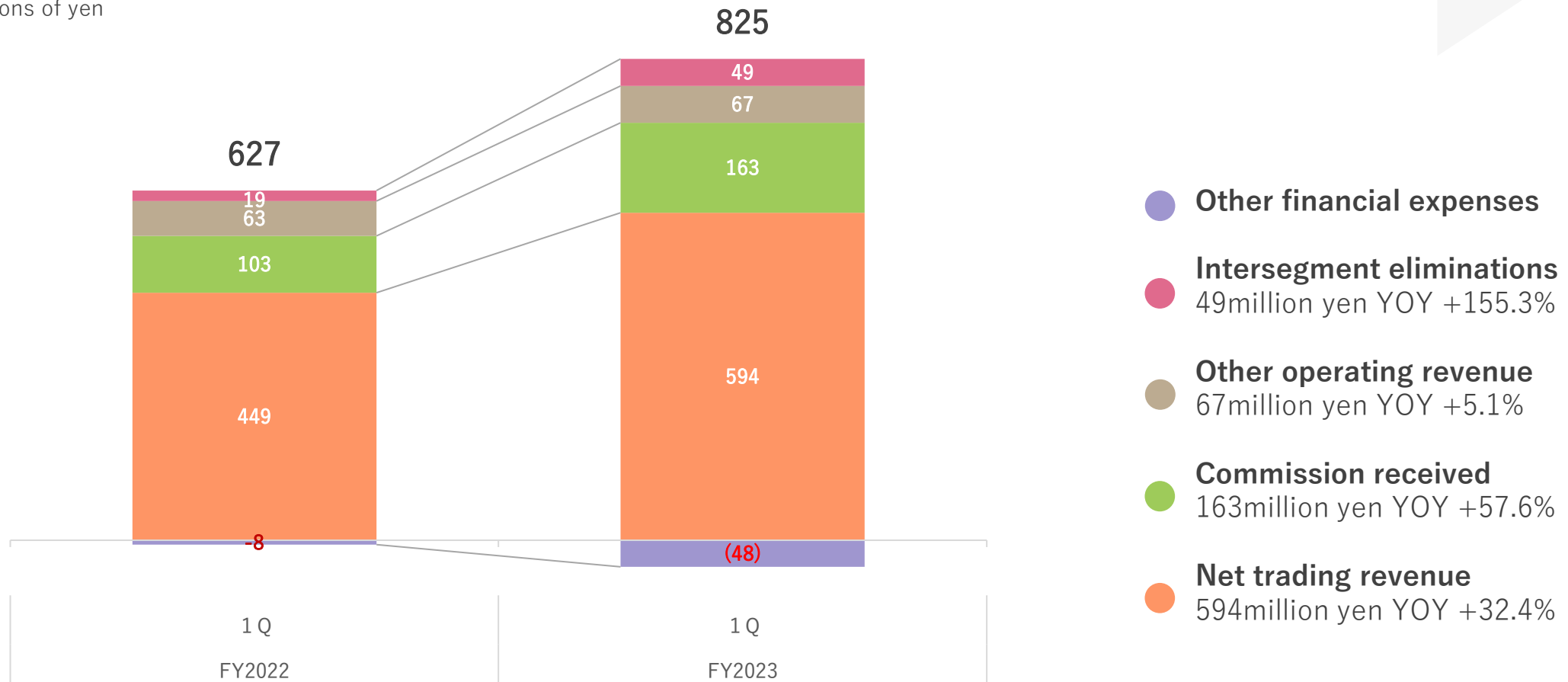
Segment Information



# Net operating revenue breakdown by segment YOY basis

Net operating revenues of domestic segment is 825million yen YOY +31.6%

Unit : millions of yen

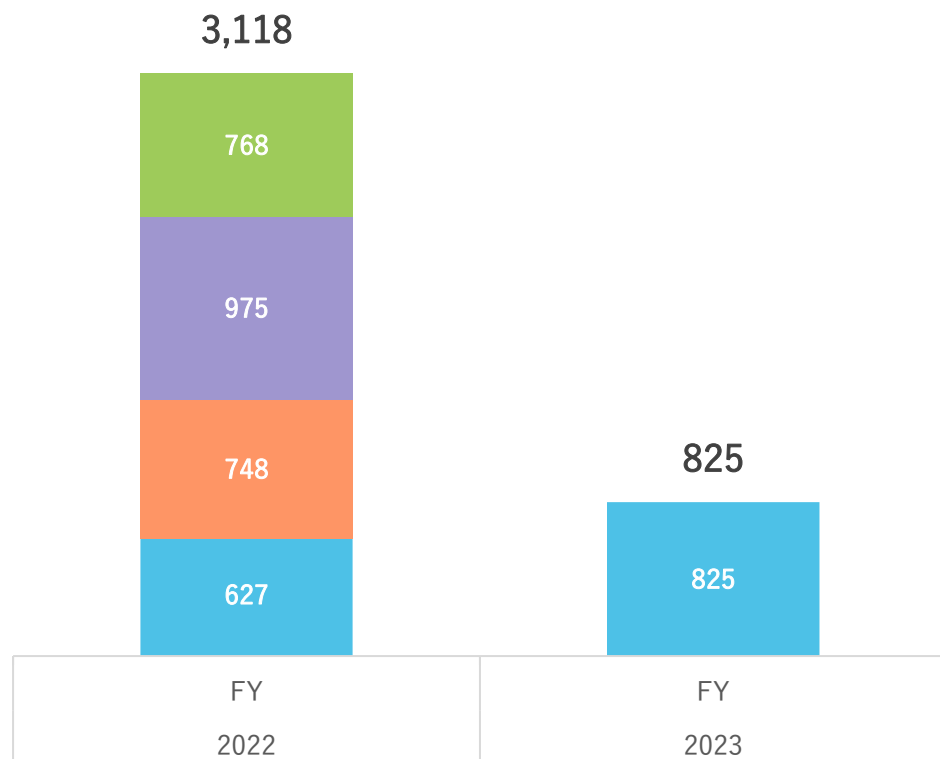


# Quarterly net operating revenue and operating income

## Net operating revenue

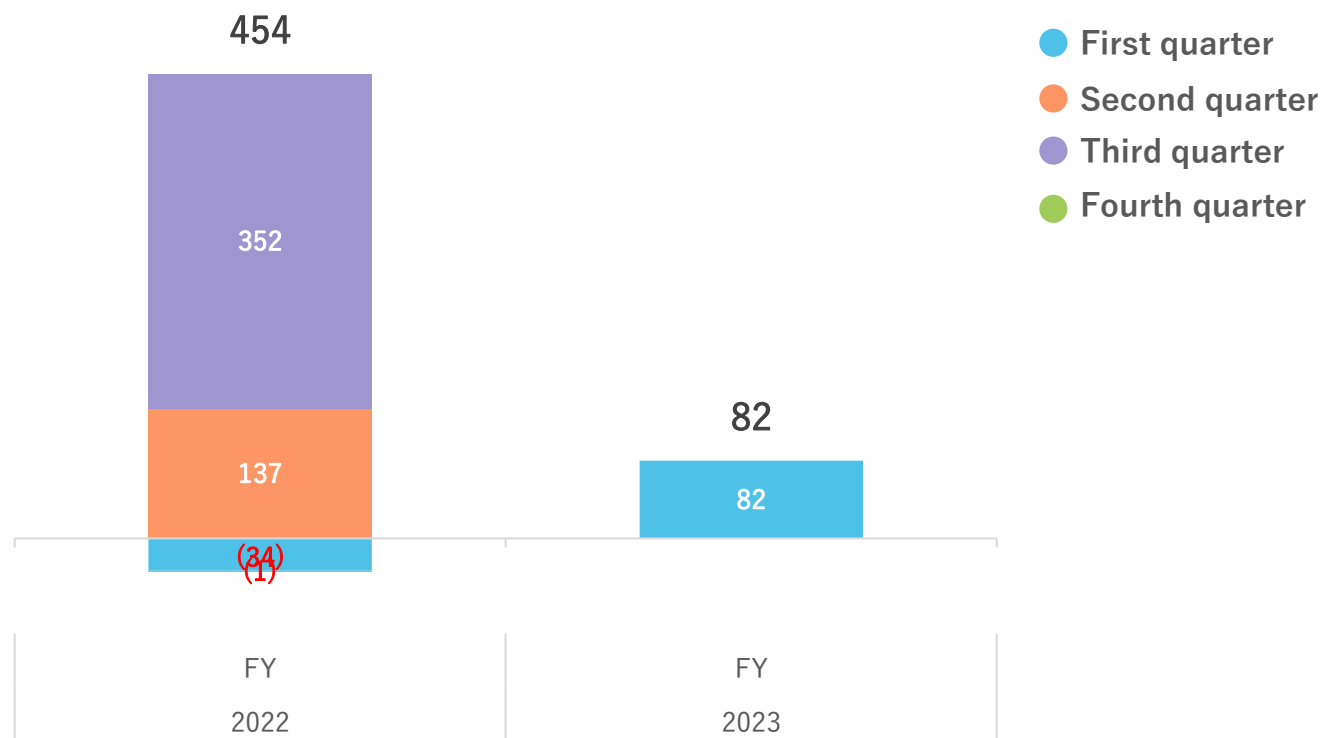
**825million yen** YOY+31.6%

Unit : millions of yen



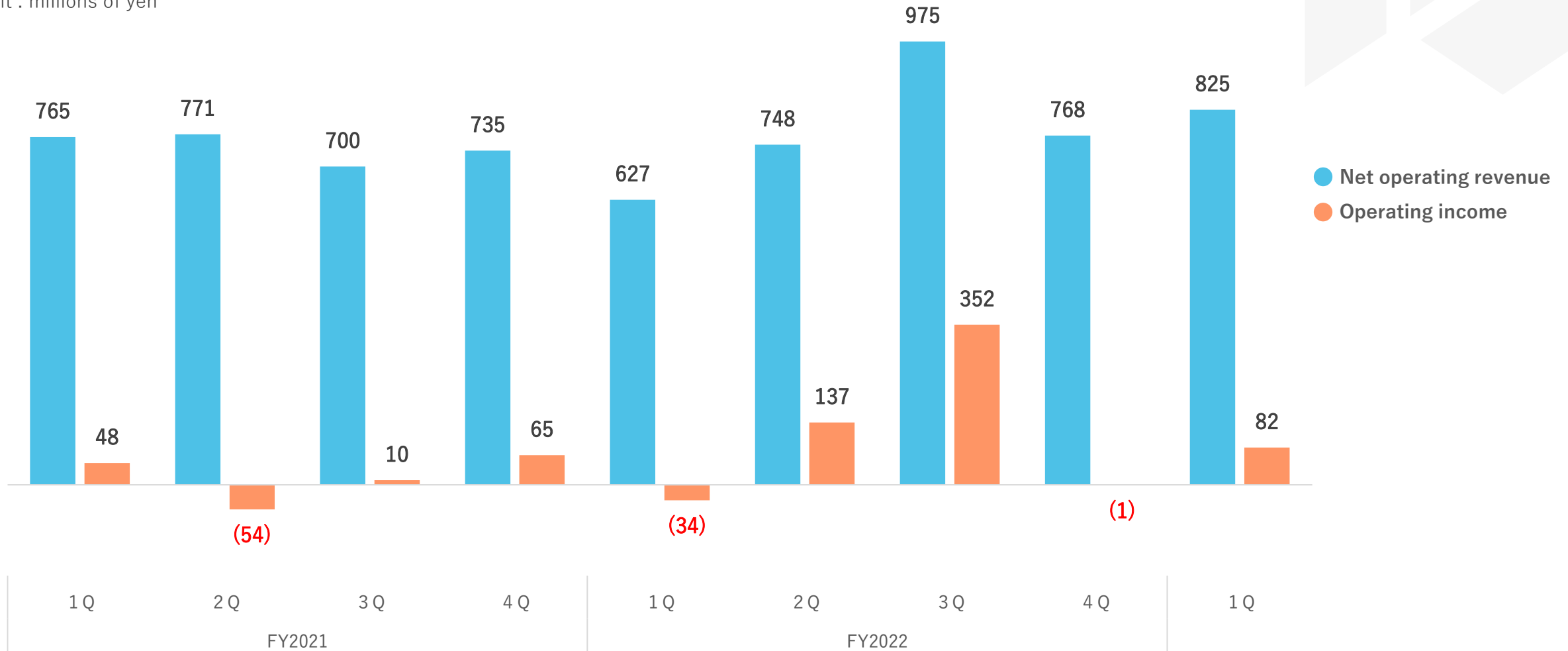
## Operating income

**82million yen** YOY+116million yen



# Net operating revenue and operating income quarterly results

Unit : millions of yen

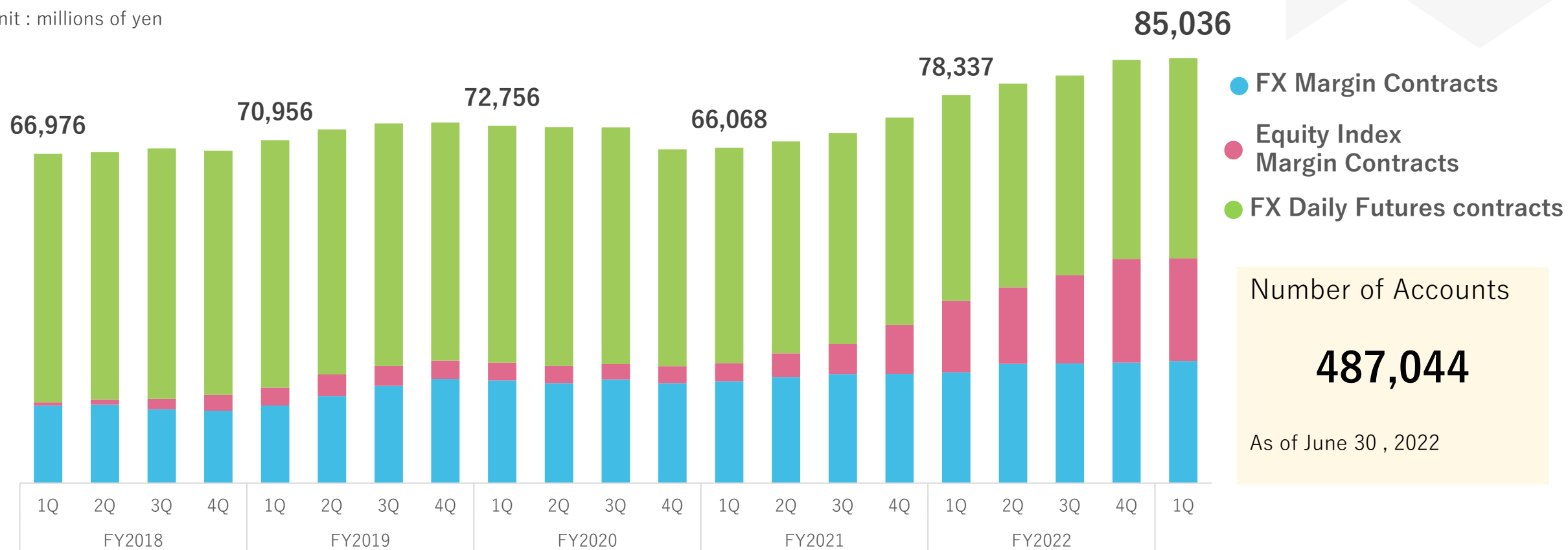


## Amount of guarantee deposits received Quarterly results

Amount of guarantee deposits received increased by 6.6billion yen YOY to 85 billion yen

Number of accounts is over 480,000 accounts

Unit : millions of yen





# Overseas Financial business Highlights

Segment Information

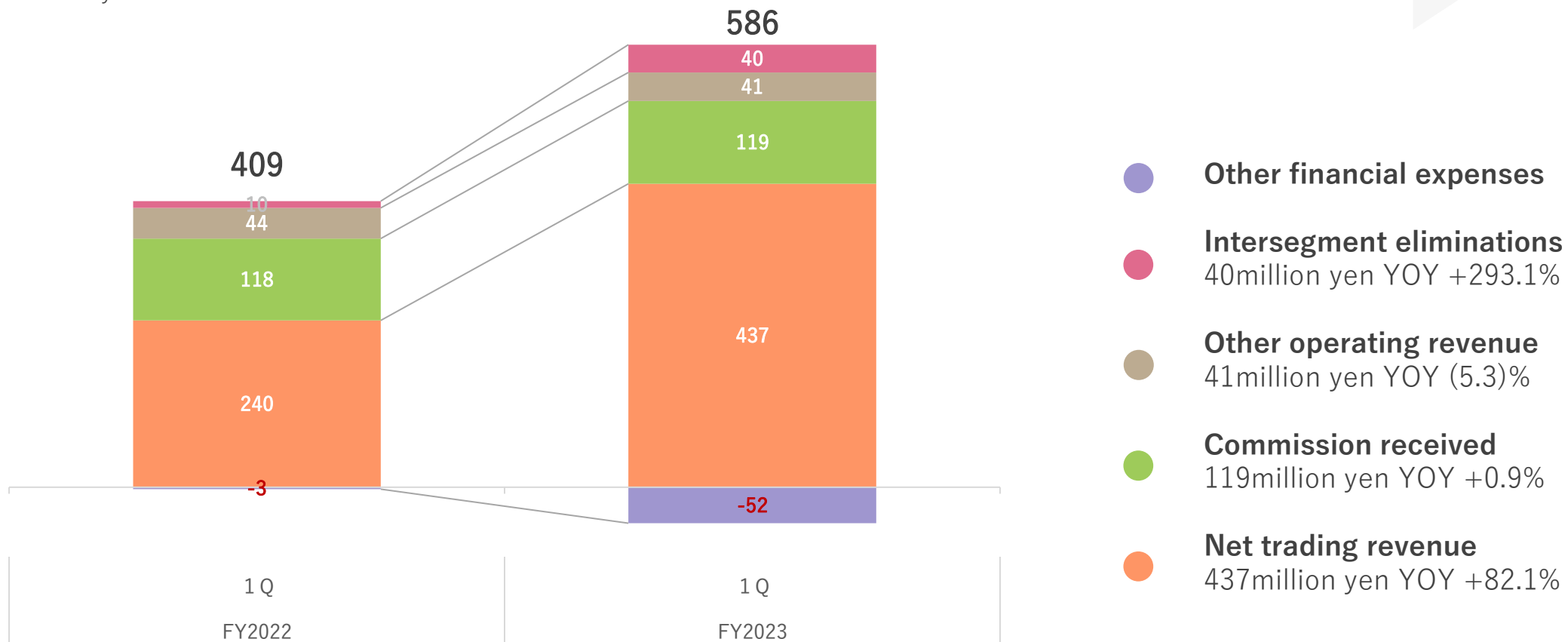




# Net operating revenue breakdown by segment YOY basis

Net operating revenues of overseas segment is 586million yen YOY +43.1%

Unit : millions of yen



# Quarterly net operating revenue and operating income

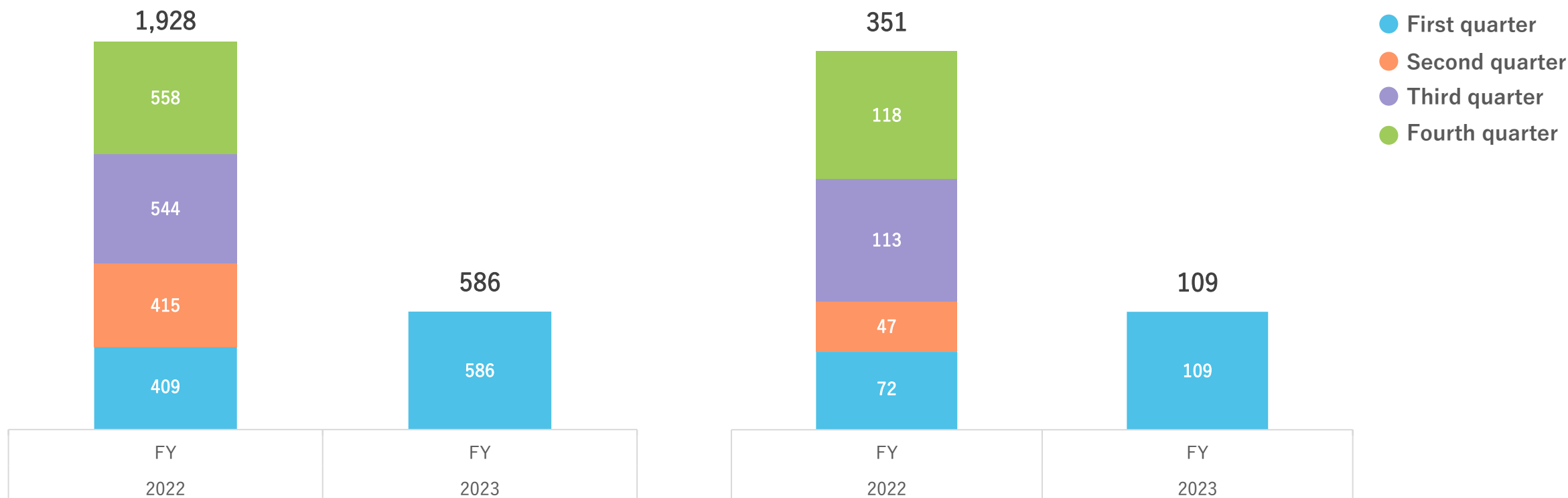
## Net operating revenue

**586million yen** YOY+43.1%

Unit : millions of yen

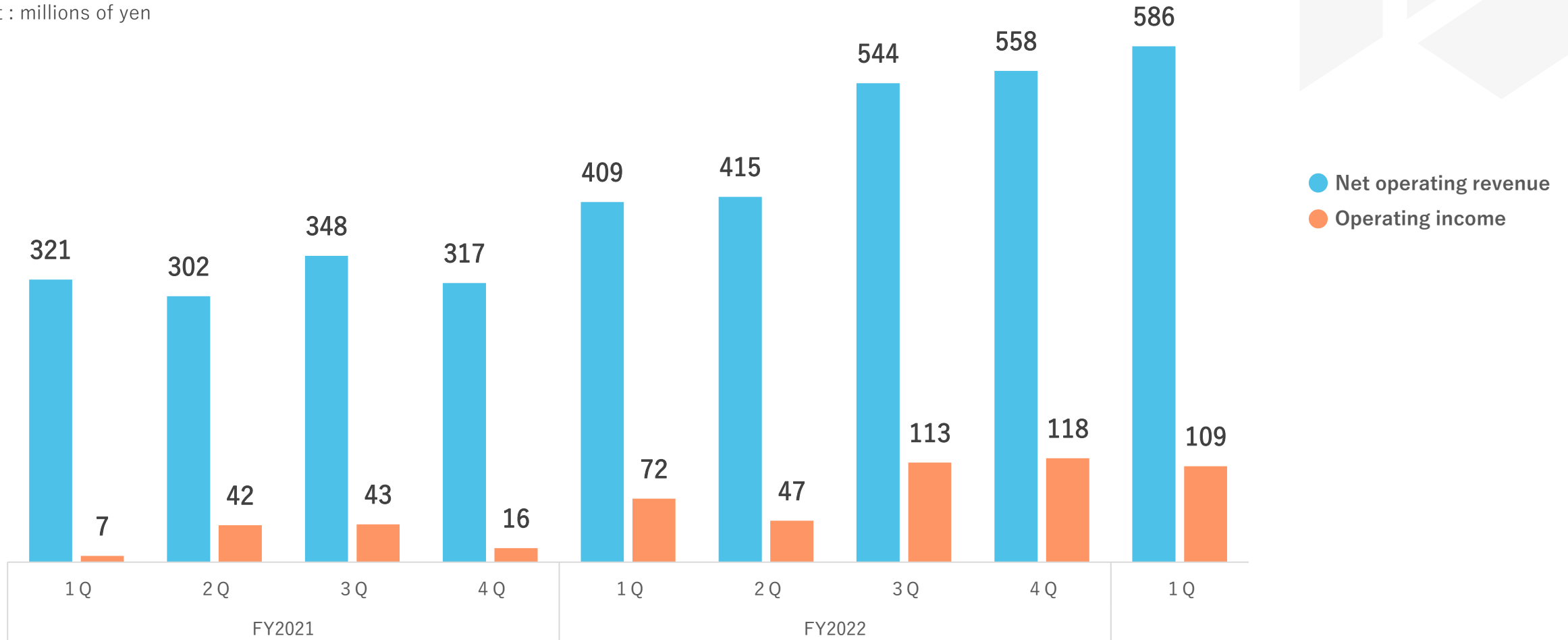
## Operating income

**109million yen** YOY+51.5%



# Net operating revenue and operating income quarterly results

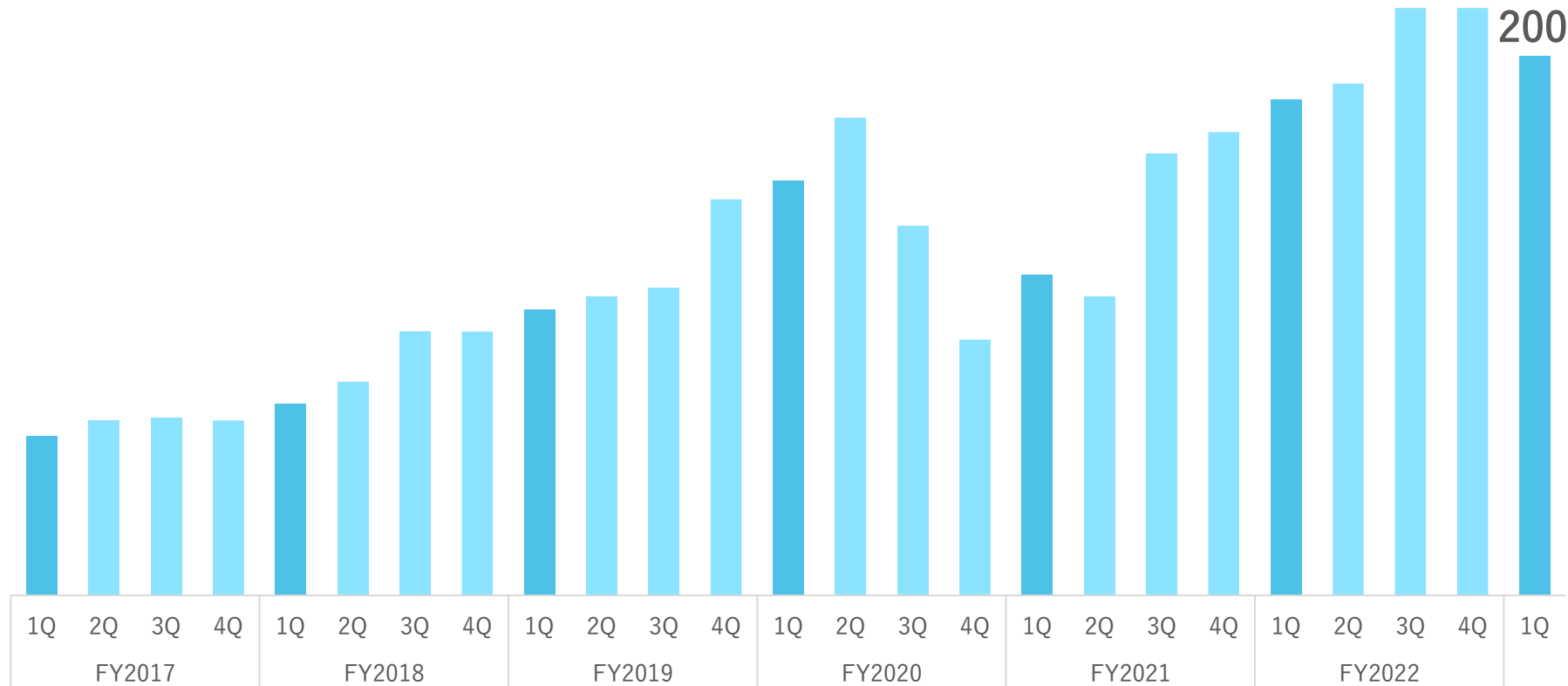
Unit : millions of yen



## Amount of guarantee deposits received Quarterly results

Amount of guarantee deposits received increased by 9 % YOY to 200million AUD

Unit : millions of AUD

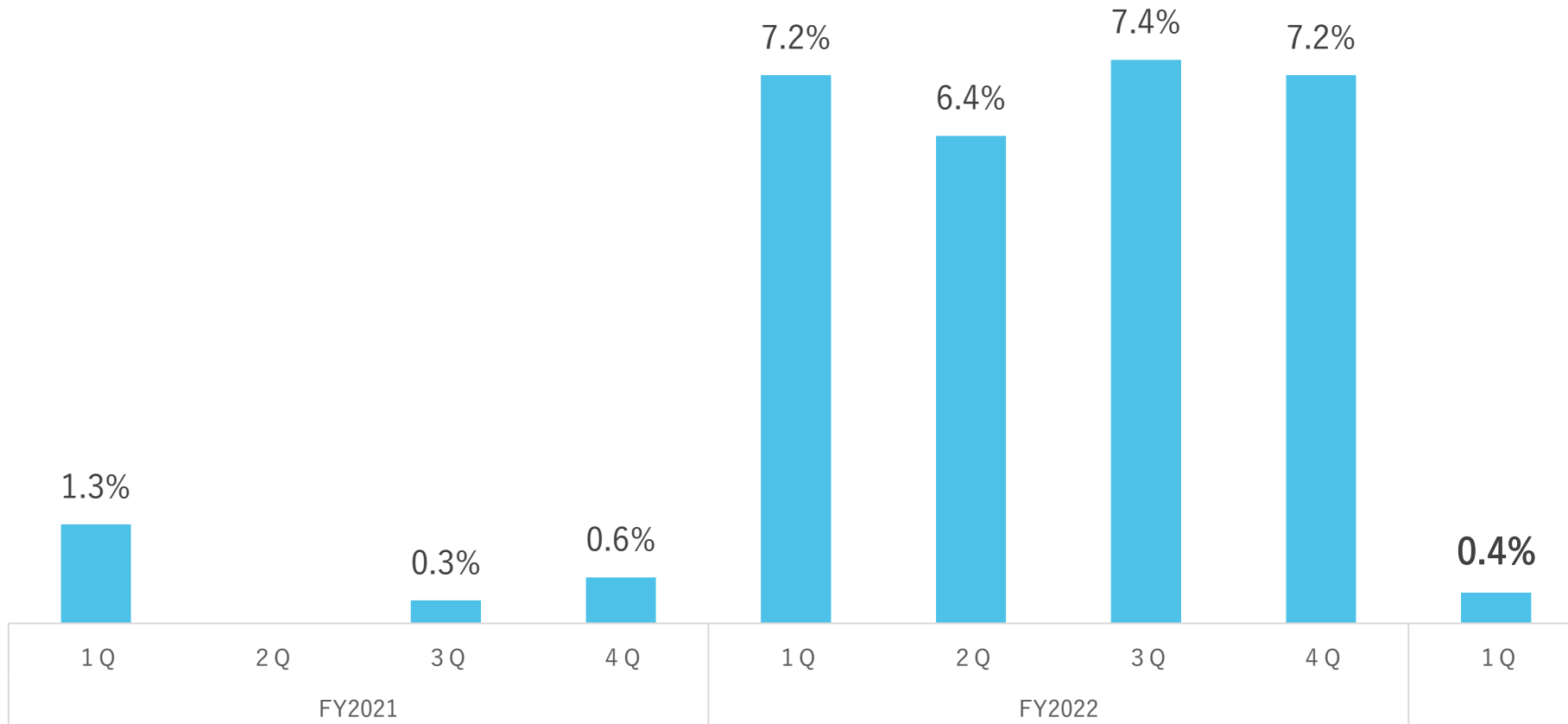


ROE  
Shareholder  
return



# Return on equity (ROE)

Return on Equity of 1<sup>st</sup> Quarter of FY2023 is 0.4%



Quarterly ROE is calculated by annualizing the average value of quarterly net income.

# Shareholder returns

**38** yen of dividends per share is planned for the first quarter of FY 2023

Dividend yield **4.6%**

※Dividend yield is calculated at the closing price of “831”yen on June 30, 2022

## Dividend policy

INV Inc. pays semi-annual (interim and year-end) dividends under a policy of distributing net income to our shareholders in an ongoing and stable manner as well as in line with our business performance.

The Company pays dividends at the higher of a consolidated dividend payout ratio of 30% and a consolidated dividend on net assets DOE of 2% annually.

Dividends for the FY 2023 are forecasts and are not guaranteed.

## Dividend results and dividend forecast

Fiscal year		FY2021	FY2022	FY2023
Dividends	Half period (yen)	18.0	18.0	19.0
	Year -end (yen)	19.0	24.0	19.0
	Total (yen)	37.0	42.0	38.0
Net income (millions of yen)		60	808	
Total dividends (millions of yen)		217	246	
Payout Ratio		359.6%	30.5%	
ROE		0.6%	7.2%	
DOE		2.0%	2.2%	
Dividend yield ※		5.2%	4.6%	





Mission/Vision

Management  
Strategy

# Mission

## Existing Purpose

### **Making the world a better place.**

Our mission is to create the solutions for the people of the world to navigate the financial obstacles in each of their life plans, and to provide the support for ambitious, aspiring people so that even more of them can seize opportunities for prosperity.

We aim to help build a better world using finance as a means to make people happy.

# Vision

## Our Goal

### **Creating financial solutions with global user base of 10 million by 2025.**

Our goal is to make the world a better place by providing people all around the world with financial solutions that make their lives happier. We will grow into a global company with a global customer base, which employs exceptional human resources from around the world who fulfill their responsibilities as true professionals in order to turn our vision into reality.

As the first step in our vision, we will create financial solutions with a global user base of 10 million by 2025.

# Management Strategies to Achieve "Vision" ~ in STAGE 2 ~



## Management Strategies (STAGE2 : From 2020 to 2022)

### 1 Continued Growth

- Domestic Financial Business: Concentrate management resources on priority businesses. (Tri-Auto, MAiMATE)
- ▶ Overseas Financial Business: Aim to become a top-class global market player in the prime brokerage market. R&D and technology-based product and service sophistication.

### 2 Group Synergies

- Becoming a holding company structure in October 2020.
- Establishment of a flexible, speedy, and agile structure for the execution of strategies such as the launch of new businesses
- ▶ Diversify business portfolio (increase ratio of investment advisory, real estate finance, etc.)
- Creating synergies on a global basis (group IT management, streamlining of business processes etc.)
- Execute M&A in addition to the growth of each subsidiary.

### 3 Other

- Enhancement of corporate brand value. (IR/PR)
- ▶ Recruitment of excellent people who can cope with global expansion and reinforcement of the human resource base of the organization.

# Corporate Profile



Company Name	INV Inc.
Head Office	1-5-6, Higashi-Nihonbashi, Chuo-ku, Tokyo, 103-0004, Japan
President CEO	Takeshi Kawaji
Established	October 1 ,2020
Capital	500 million yen
Business Activities	
Listed Exchange	Tokyo Stock Exchanges Standard
Securities Code	7338

## Disclaimer

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The information contained in this material is intended to provide information on the Group's business and is not intended as a solicitation for investment. It is not intended as a solicitation to invest.

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Because forward-looking statements are subject to various risks and uncertainties actual results may differ materially from those contained in or suggested by such forward-looking statements. implied by such forward-looking statements.

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