



▶ MAKING THE WORLD  
A BETTER PLACE

# FY2023 2Q 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

## Half yearly Summary

# Half-year: Consolidated Results Summary YOY

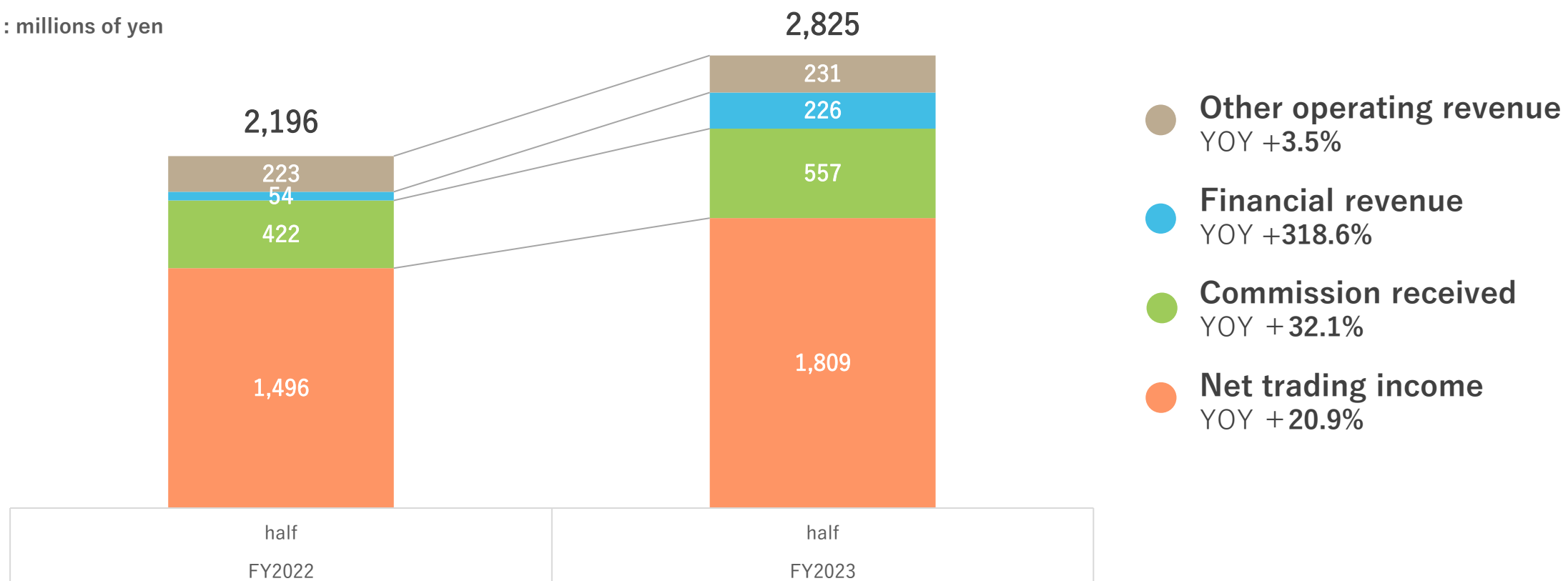
Operating revenue increased due to brisk foreign exchange markets both domestically and overseas, but the profit decreased due to a fund management gain of 344 million yen recorded in the same period of the previous year, which turned into a loss of 106 million yen in the current period.

Unit : millions of yen	FY2022 1 -2Q (2021.4-9)	FY2023 1 -2Q (2022.4-9)	YOY Increase/Decrease Ratio
Operating revenue	2,196	2,825	+ 28.6 %
Net Operating revenue	2,156	2,672	+ 24.0 %
Operating income	200	192	(3.9) %
Ordinary income	538	61	(88.6) %
Net income	348	13	(96.2) %

# Half-year: Operating revenue Breakdown YOY basis

Trading revenues and commissions received increased due to active foreign exchange markets, while financial revenues increased due to the impact of higher interest rates in the U.S.

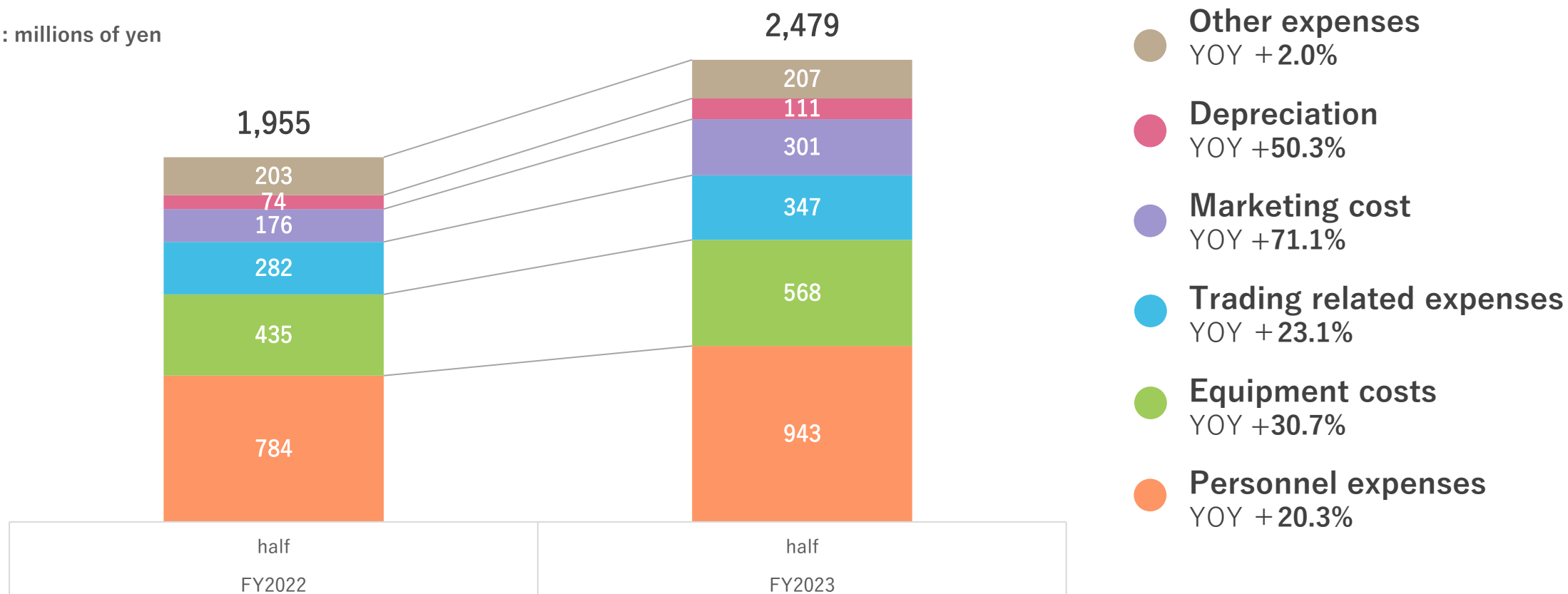
Unit : millions of yen



# Half-year: Operating expenses Breakdown YOY basis

Increased personnel expenses due to the expansion of overseas business, and increased advertising expenses due to aggressive advertising for the new AI trading service "MAiMATE".

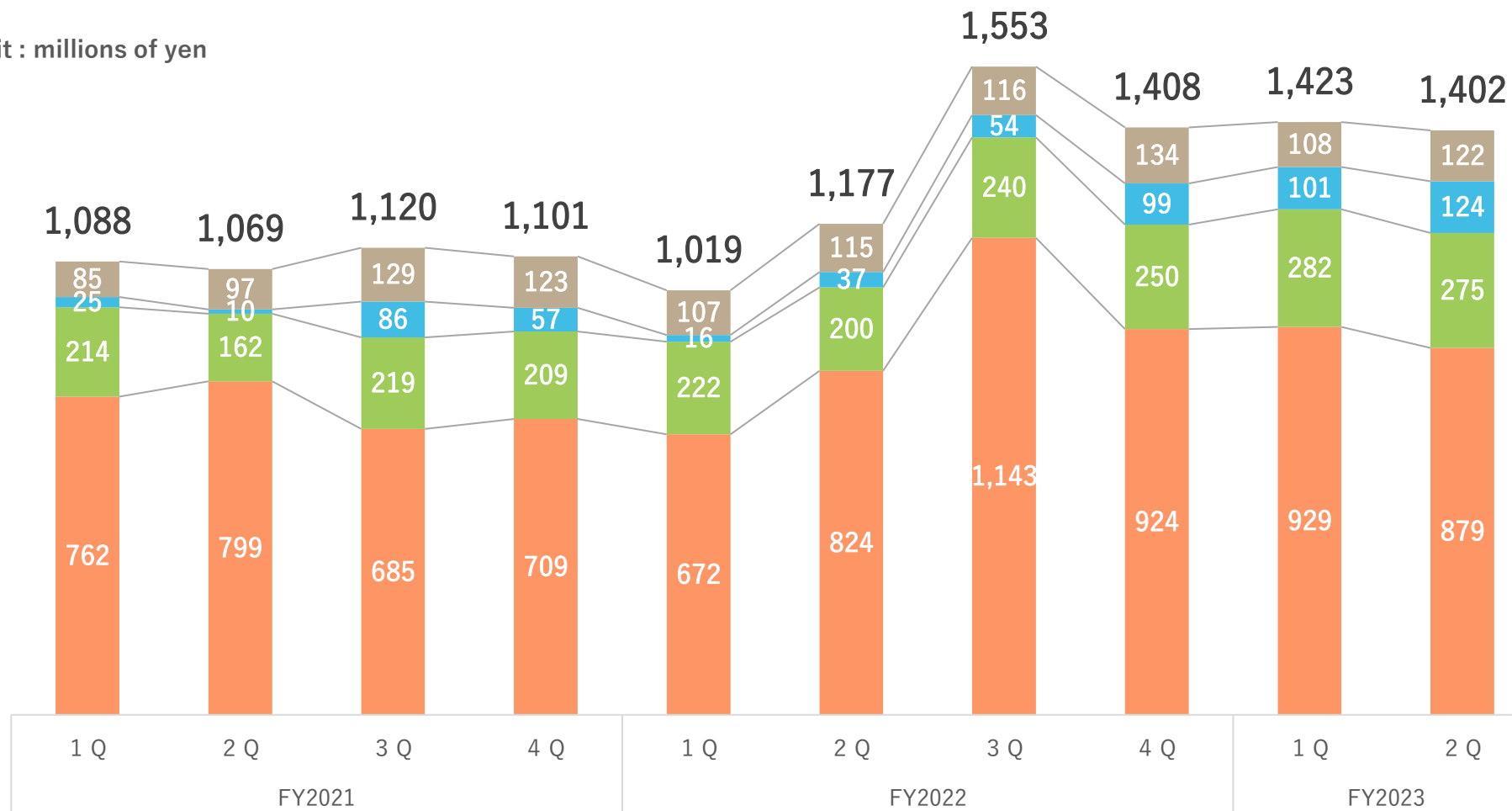
Unit : millions of yen





# Consolidated Operating revenue Quarterly results

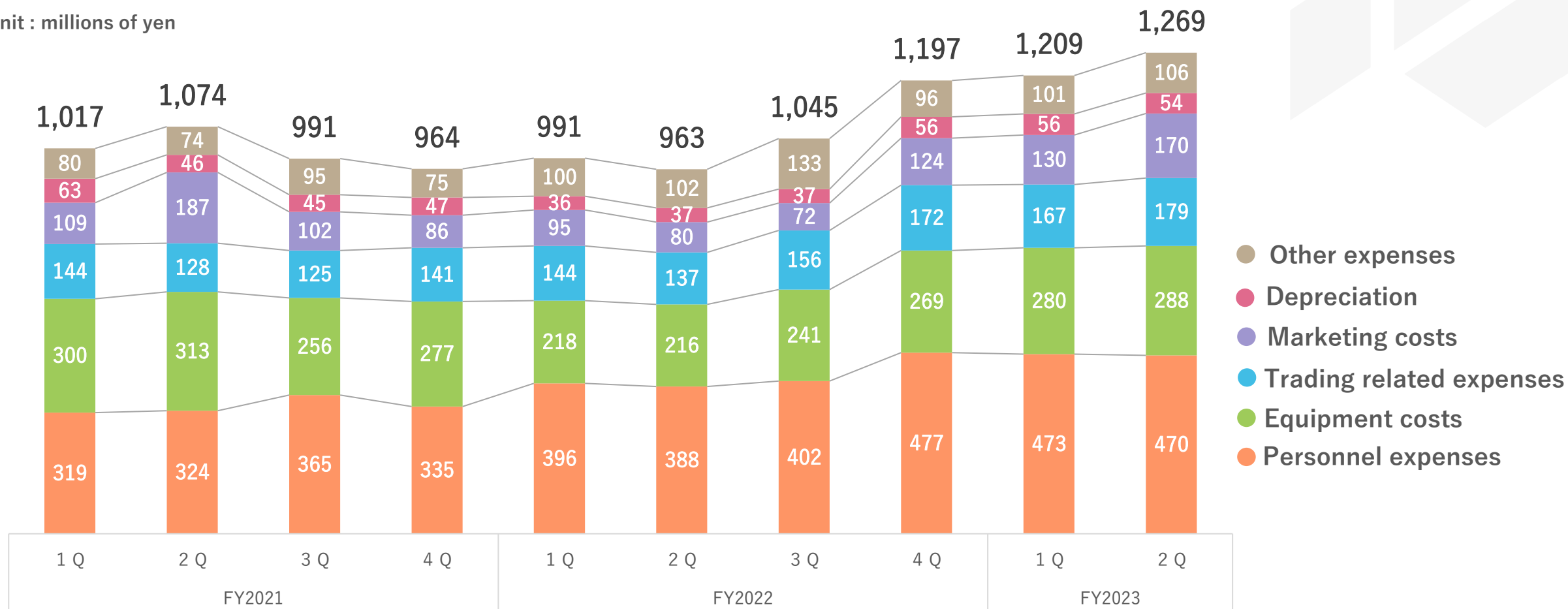
Unit : millions of yen



- Other operating revenue
- Financial revenue
- Commission received
- Net trading income

# Consolidated Operating expenses Quarterly results

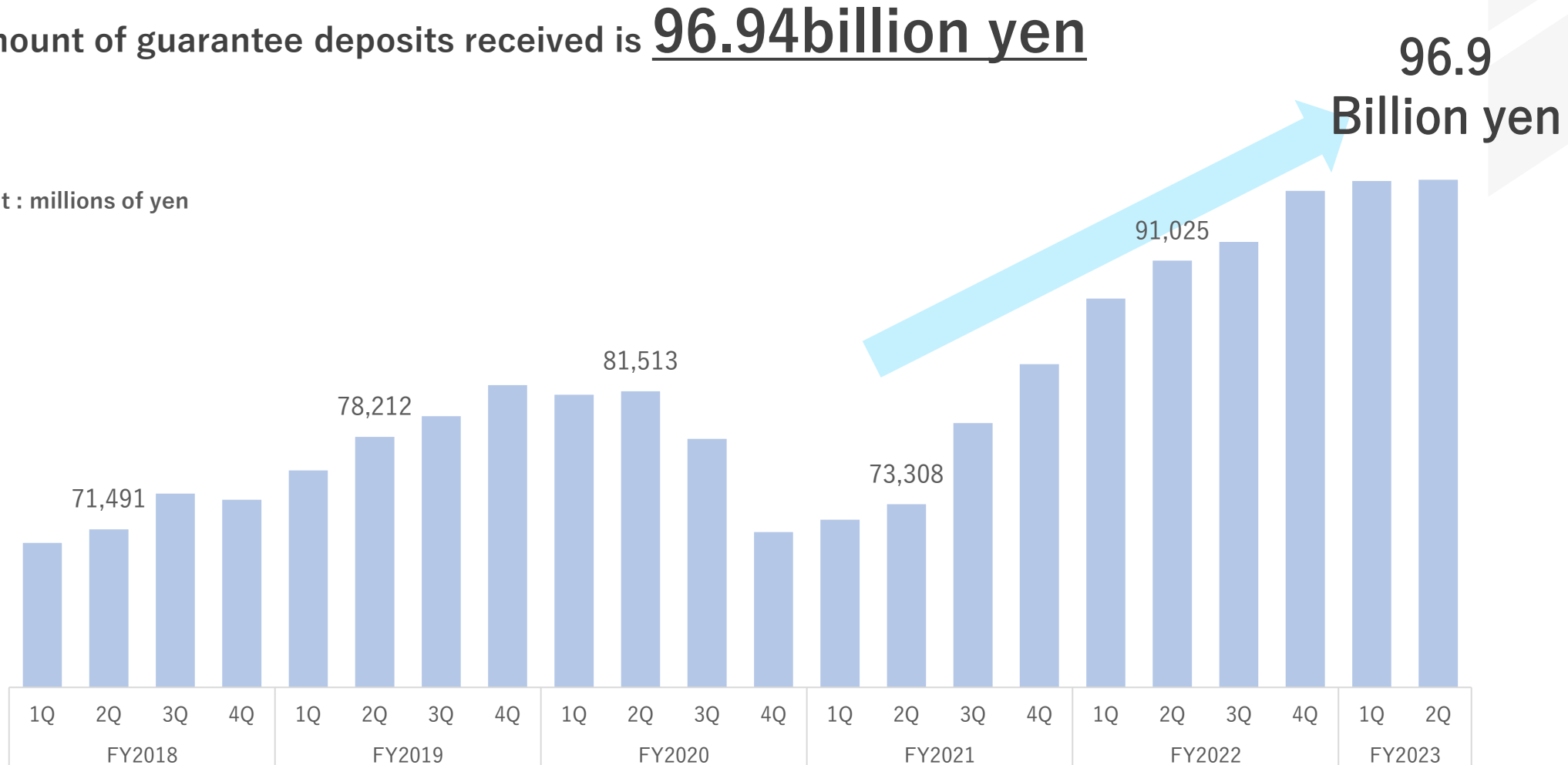
Unit : millions of yen



# Consolidated total amount of guarantee deposits received

Amount of guarantee deposits received is 96.94billion yen

Unit : millions of 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.



# Half-year: Financial summary by segment YOY basis

Unit : millions of yen		FY2022	FY2023	YOY
		1Q to 2 Q(2021.4-9)	1Q to 2 Q(2022.4-9)	Increase/Decrease Ratio
Domestic Financial Business	Net operating revenue	1,375	1,589	+ 15.6 %
	Operating income	103	84	(17.9) %
Overseas Financial Business	Net operating revenue	825	1,183	+ 43.3 %
	Operating income	119	187	+56.6 %

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## 2<sup>nd</sup> Quarter Consolidated Financial Results Summary

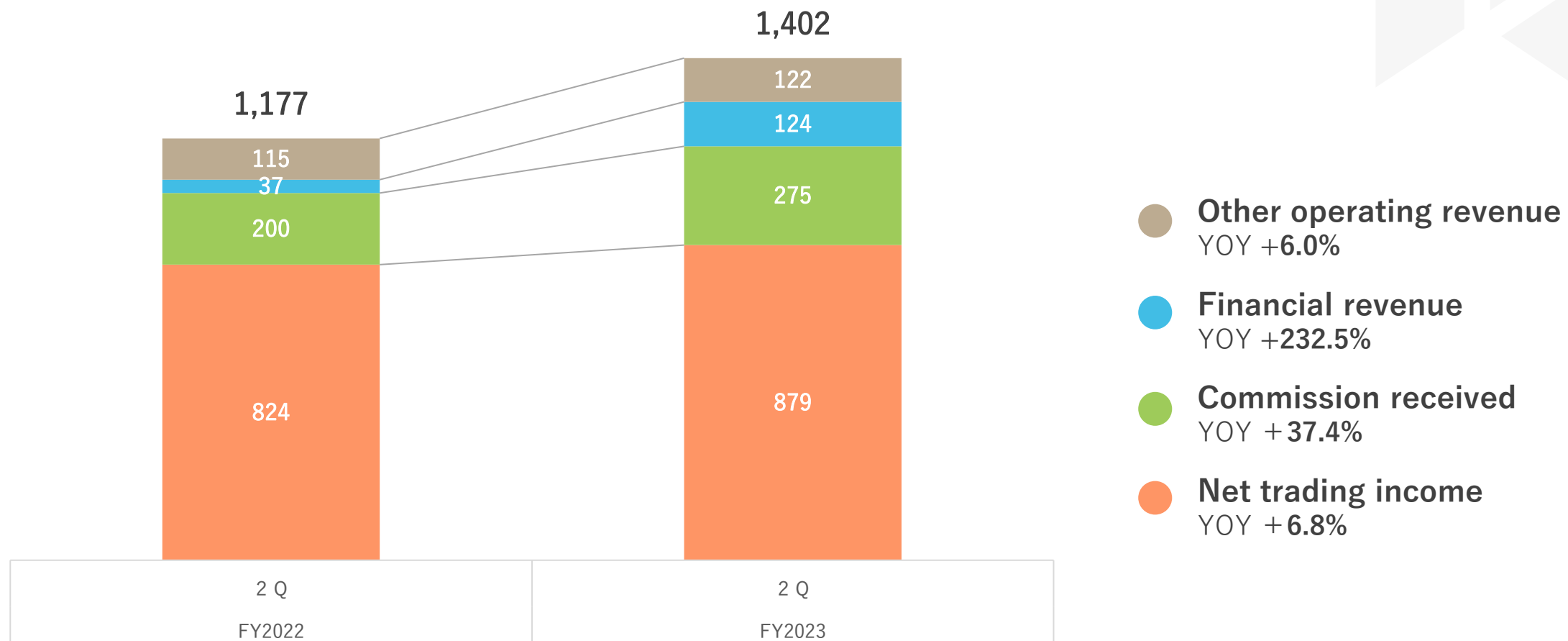
## 2<sup>nd</sup> Quarter : Consolidated Results Summary Year over year basis

Operating revenue increased, but income decreased due to strengthened advertising in the domestic financial business and a 43 million yen loss from fund management gains recorded in the same period of the previous year, which turned into an investment loss.

Unit : millions of yen	FY 2022 2 Q(2021.7-9)	FY2023 2 Q(2022.7-9)	YOY Increase/Decrease Ratio
Operating revenue	1,177	1,402	+ 19.1 %
Net Operating revenue	1,148	1,350	+ 17.6 %
Operating income	184	80	(56.6) %
Ordinary income	245	20	(91.7) %
Net income	155	2	(98.7) %

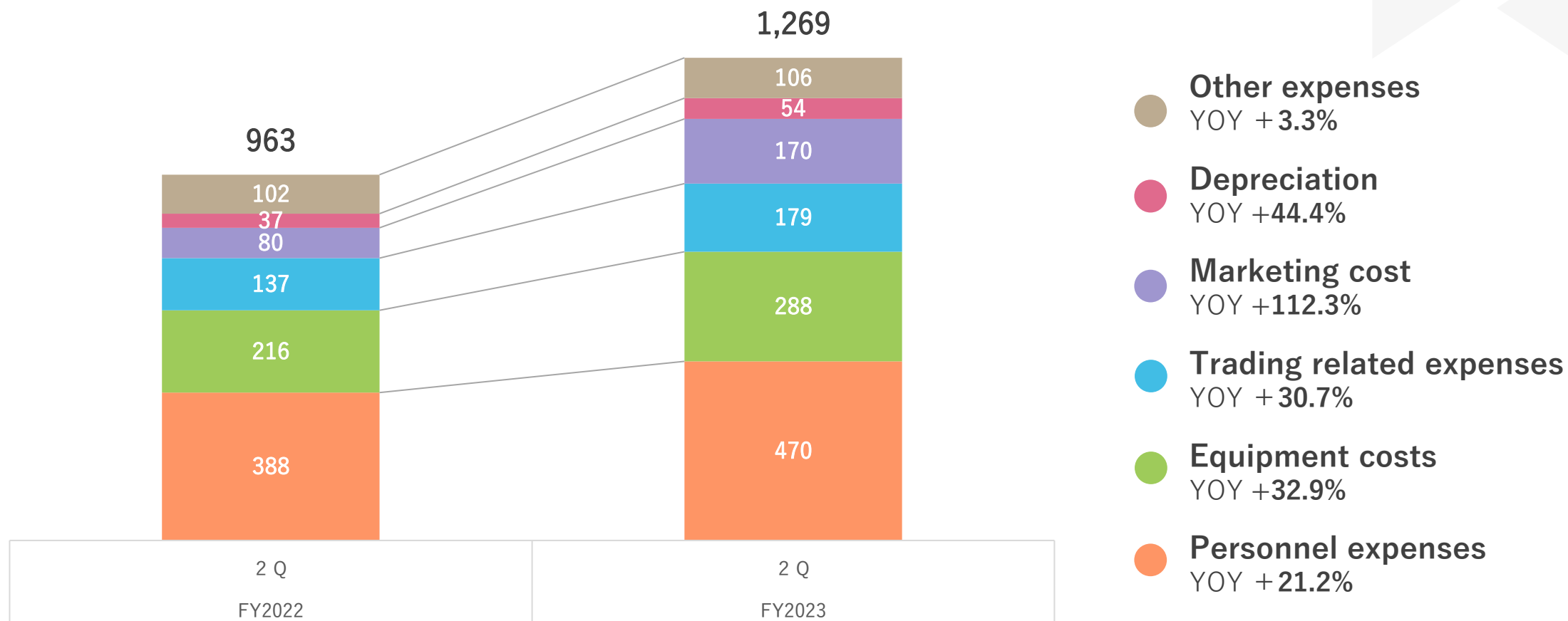
## 2<sup>nd</sup> Quarter: Operating revenue Breakdown YOY basis

Unit : millions of yen



## 2<sup>nd</sup> Quarter: Operating expenses Breakdown YOY basis

Unit : millions of yen

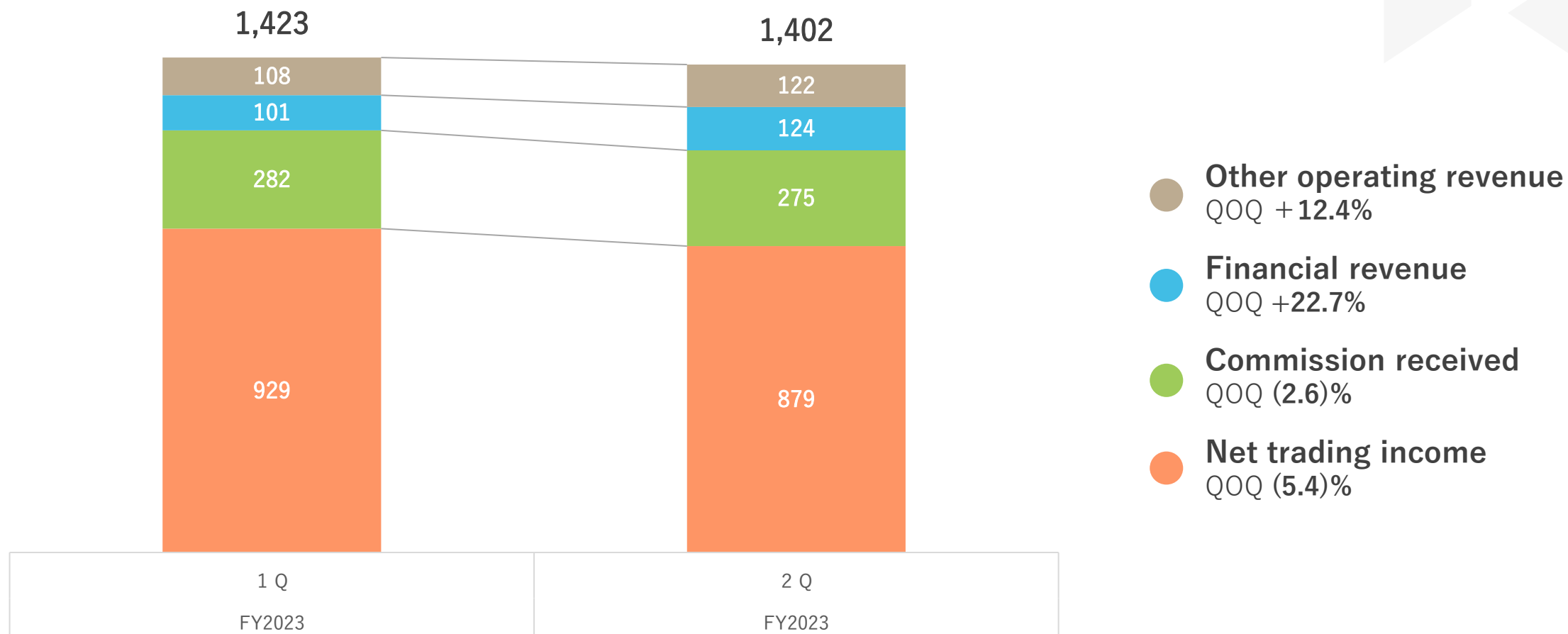


## 2<sup>nd</sup> Quarter: Consolidated Financial results Quarter Over Quarter Basis

Unit : millions of yen	FY 2023 1 Q(4-6 2022)	FY 2023 2 Q(7-9 2022)	QoQ Increase/Decrease Ratio
Operating revenue	1,423	1,402	(1.5) %
Net operating revenue	1,322	1,350	+ 2.1 %
Operating income	112	80	(28.6) %
Ordinary income	41	20	(50.9) %
Net income	11	2	(81.7) %

## 2<sup>nd</sup> Quarter: Consolidated Financial results Quarter Over Quarter Basis

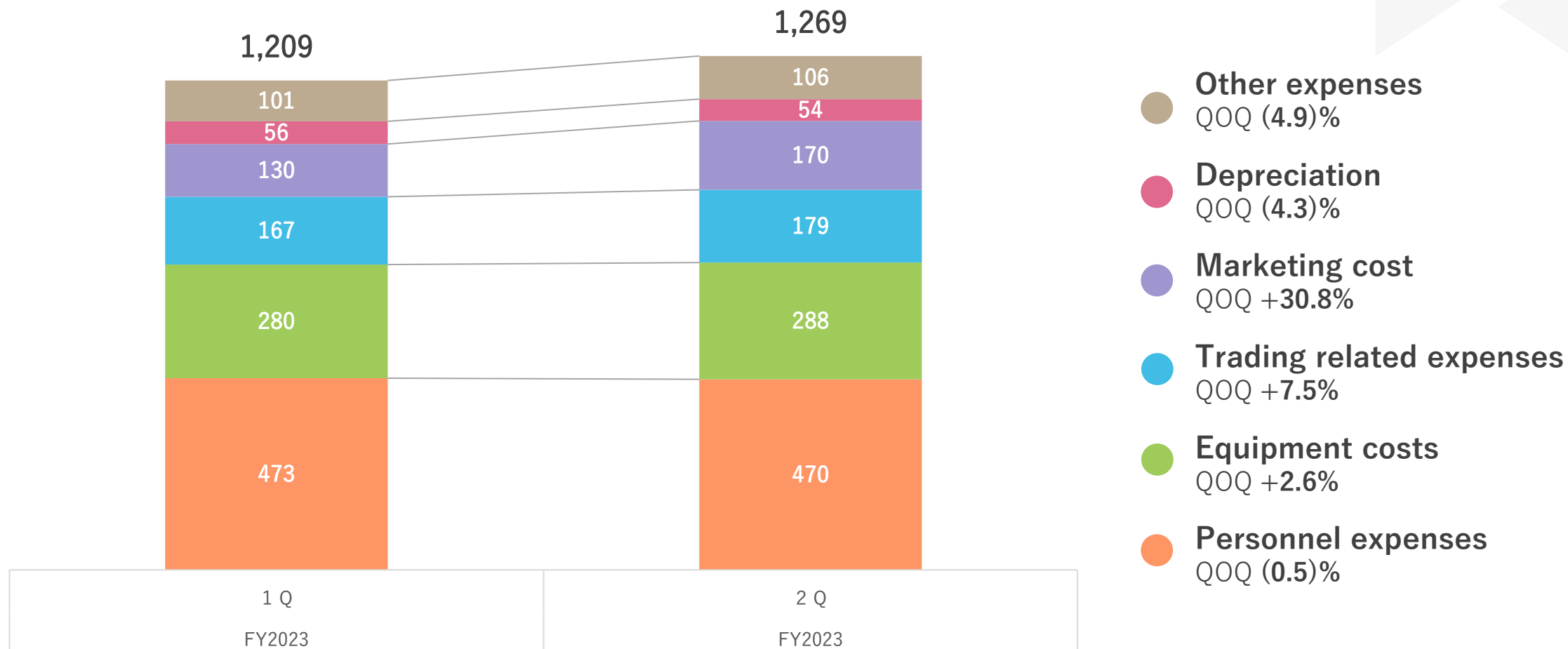
Unit : millions of yen





## 2<sup>nd</sup> Quarter: Operating expenses Breakdown QOQ basis

Unit : millions of yen





# Domestic Financial business 2<sup>nd</sup> Quarter Highlights

Segment Information

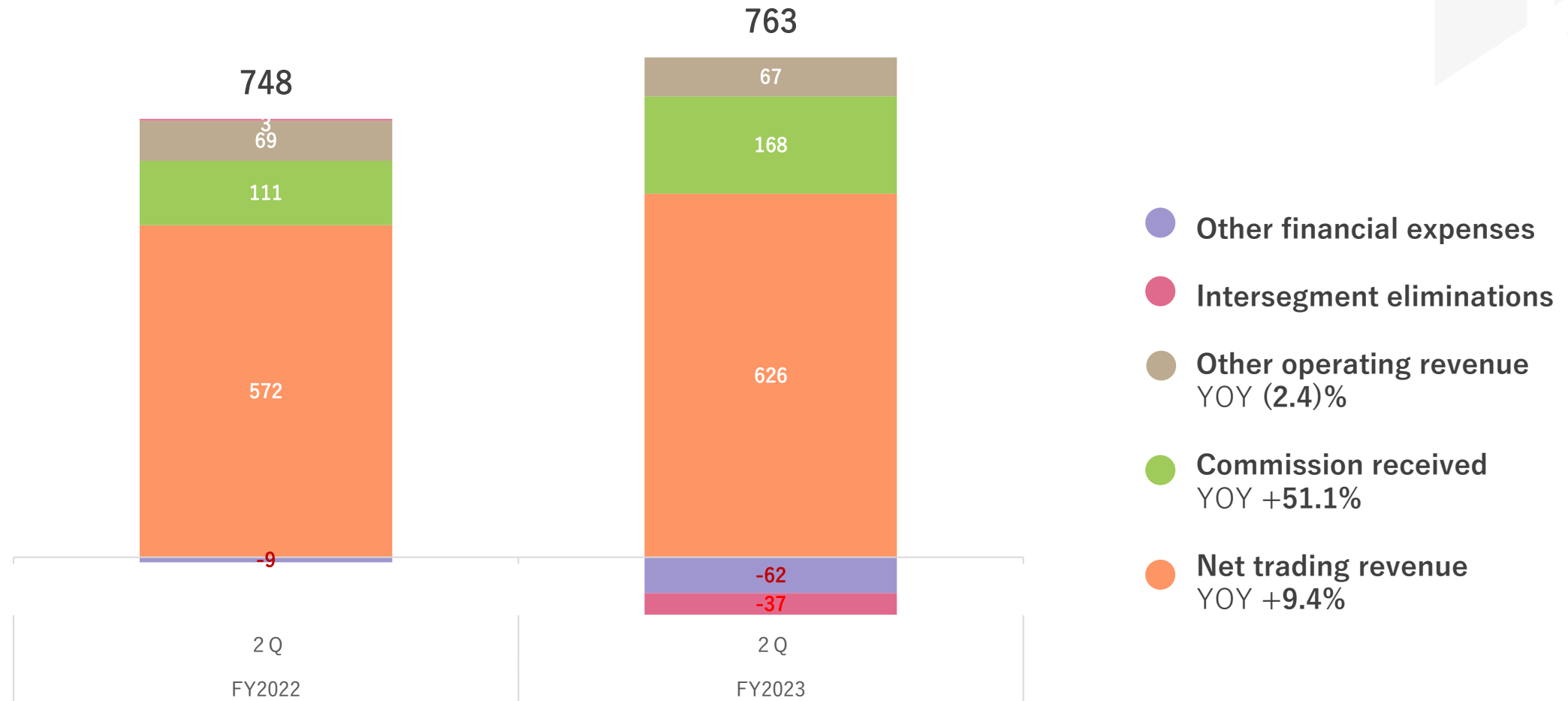
## Financial summary by segment YOY basis

The domestic financial business posted higher revenues due to increased demand for FX trading in Japan, reflecting the impact of the weaker yen. Operating profit declined mainly due to aggressive advertising efforts (up 84 million yen YoY) to expand awareness of MAiMATE and to attract users.

Unit : millions of yen		FY 2022 2 Q (2021.7-9)	FY 2023 2 Q (2022.7-9)	YOY Increase/Decrease Ratio
Domestic Financial Business	Net operating revenue	748	763	+ 2.1 %
	Operating expenses	610	761	+ 24.7 %
	Operating income	137	2	(98.2) %

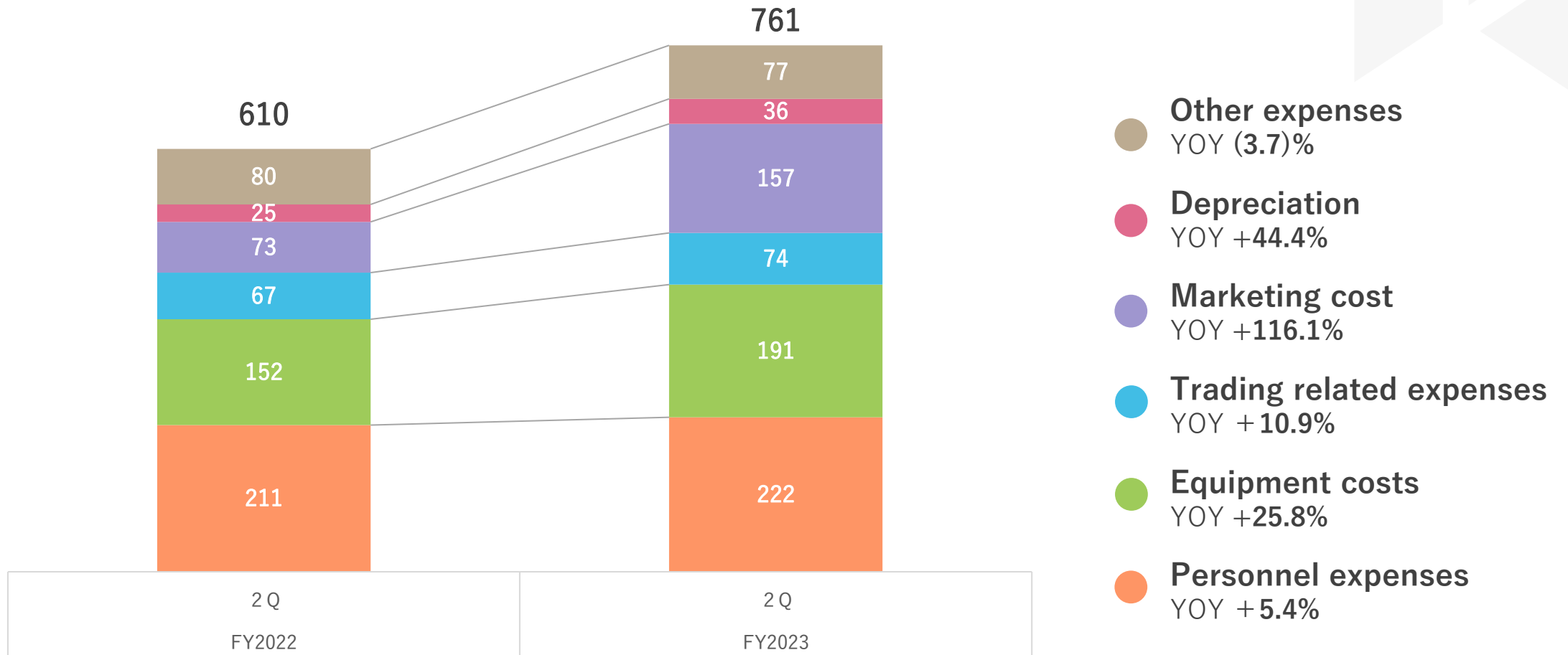
# Net operating revenue breakdown by segment YOY basis

Unit : millions of yen



# Operating expenses breakdown by segment YOY basis

Unit : millions of yen

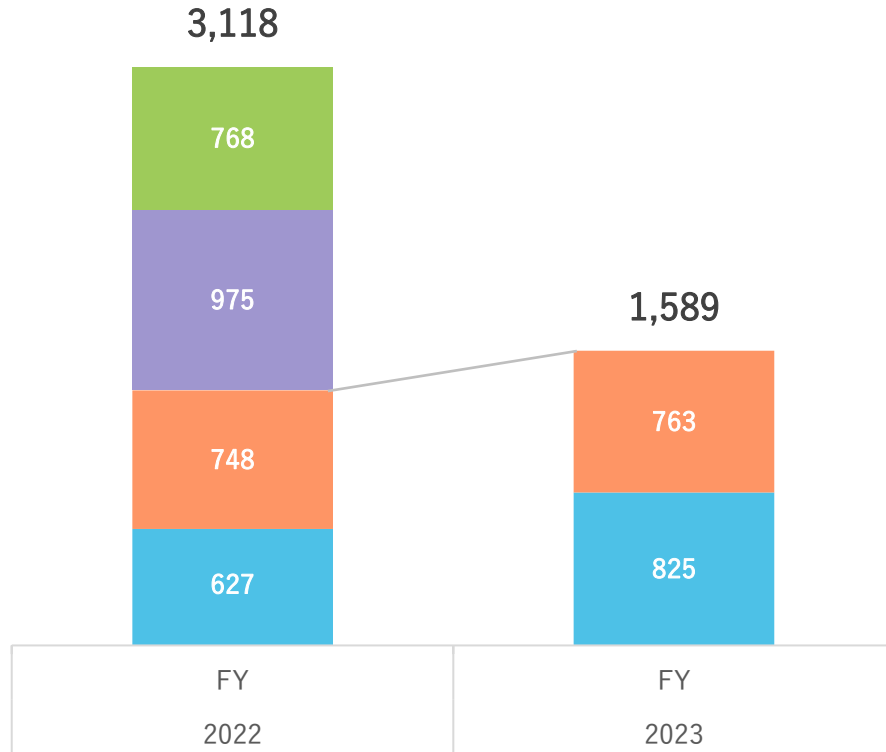


# Quarterly net operating revenue and operating income

## Net operating revenue

1,589 million yen YoY +15.6%

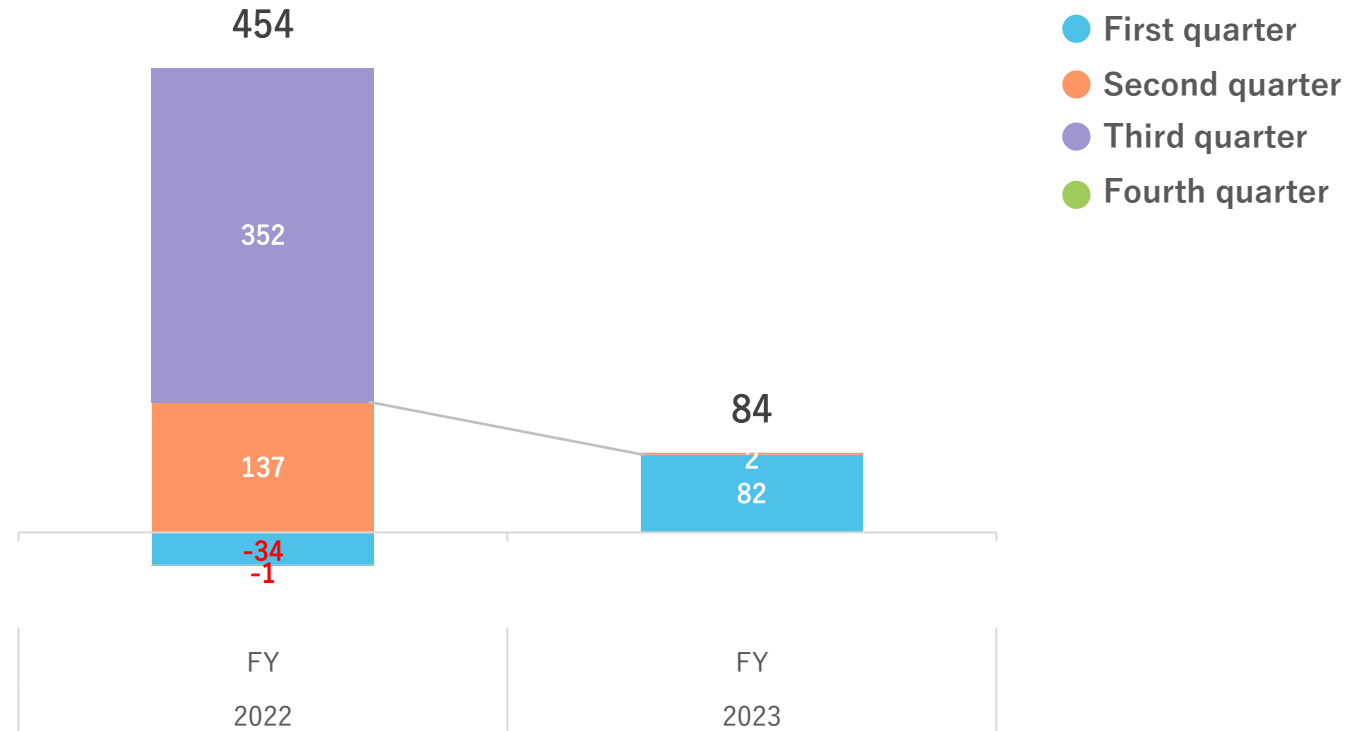
Unit : millions of yen



## Operating income

84million yen YoY (17.9)%

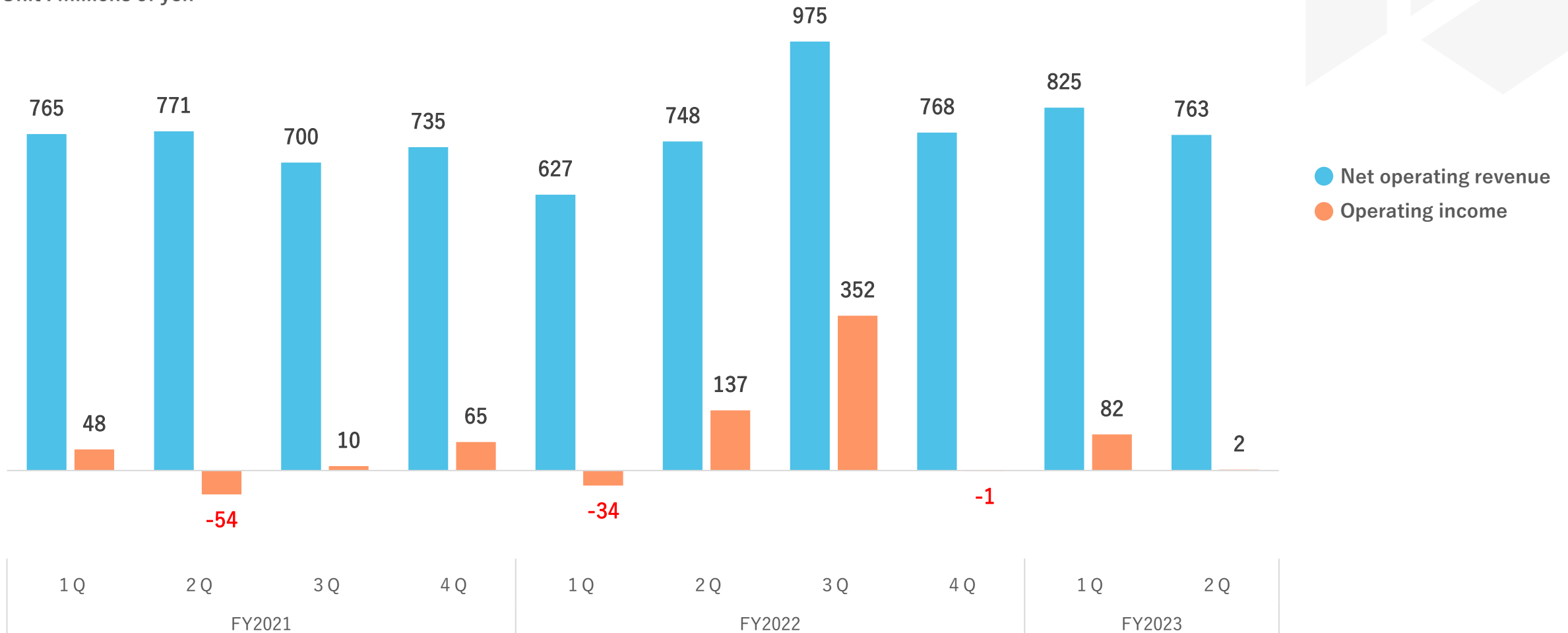
Unit : millions of yen



- First quarter
- Second quarter
- Third quarter
- Fourth quarter

# Net operating revenue and operating income quarterly results

Unit : millions of yen



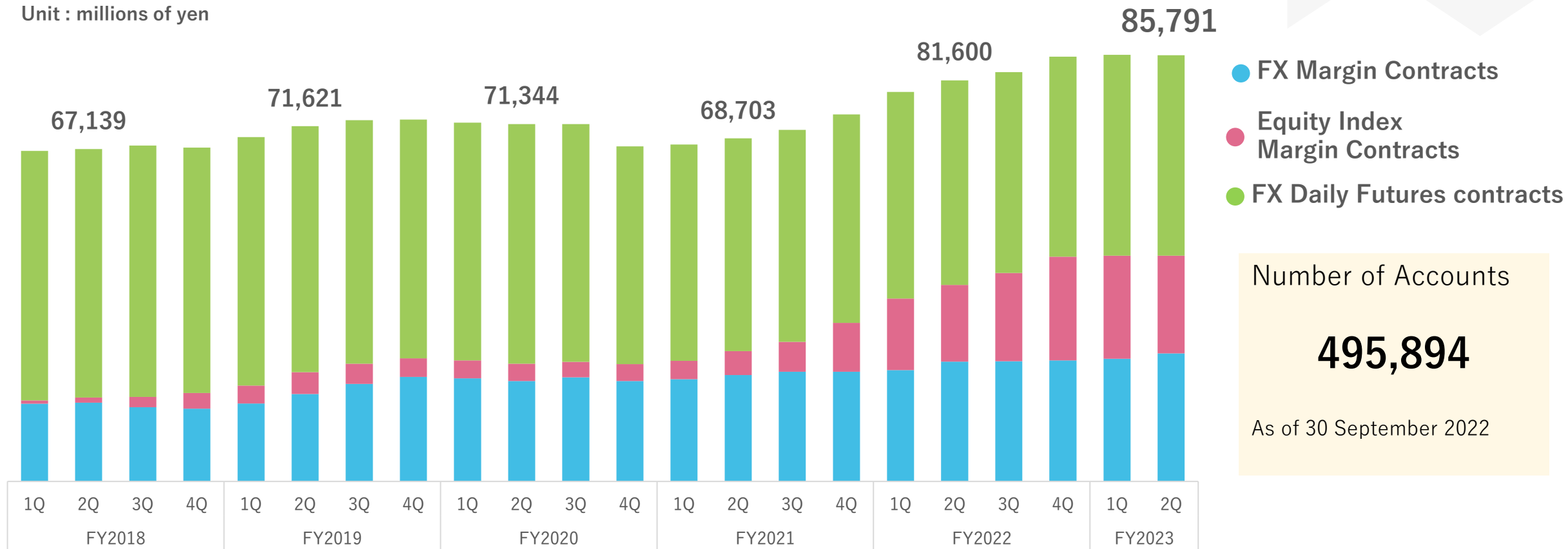


## Amount of guarantee deposits received Quarterly results

Amount of guarantee deposits received increased by 4.1million yen to 85.7 billion yen

Number of account is over 495,000 accounts

Unit : millions of yen



Number of Accounts

**495,894**

As of 30 September 2022



# Overseas Financial business 2<sup>nd</sup> Quarter Highlights

Segment Information

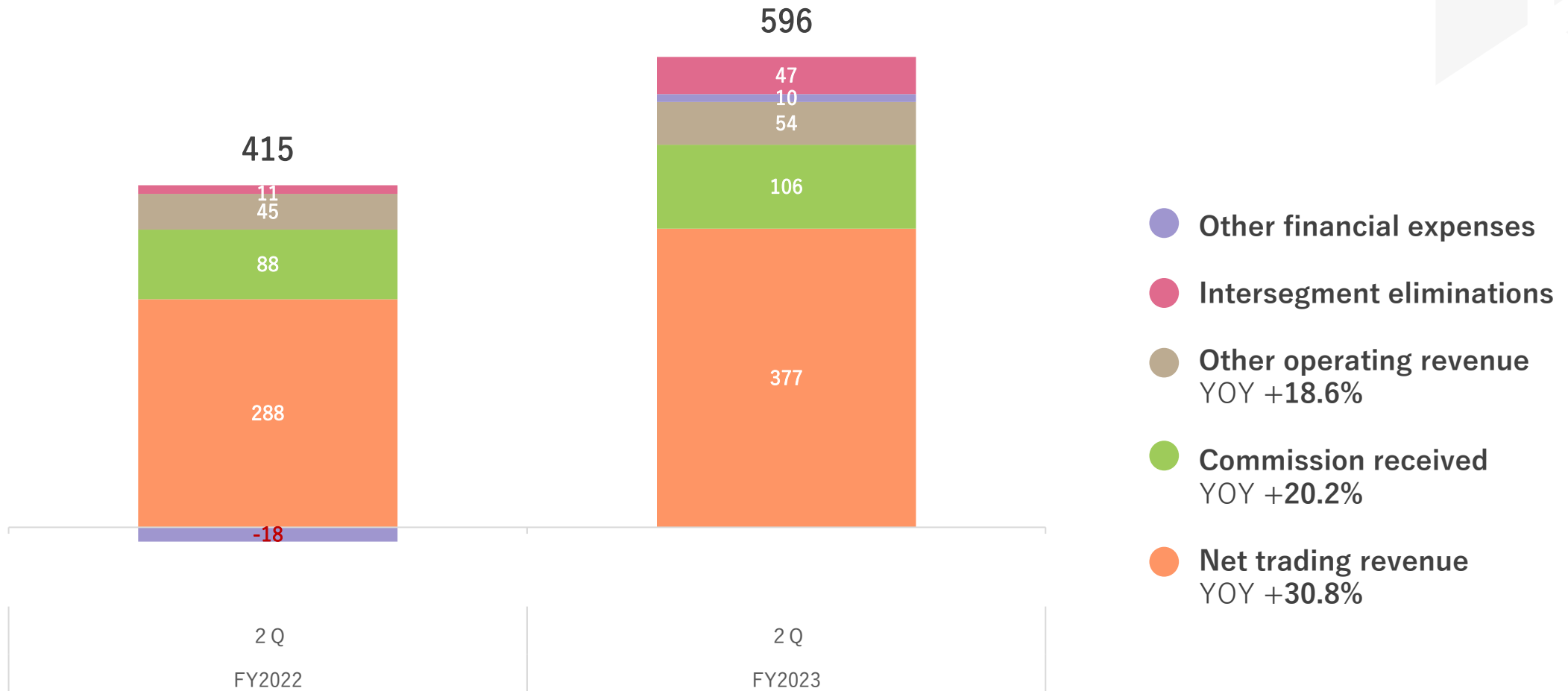
## Financial summary by segment YOY basis

Overseas finance business posted higher revenues and profits due to increased transaction volume resulting from active markets, especially in foreign exchange and commodities, and the expansion of the customer network, mainly through the local subsidiary in the Republic of Cyprus, which was established last year.

Unit : millions of yen		FY 2022	FY 2023	YOY
		2 Q(2021.7-9)	2 Q(2022.7-9)	Increase/Decrease Ratio
Overseas Financial Business	Net operating revenue	415	596	+ 43.5%
	Operating expenses	368	518	+ 40.8%
	Operating income	47	77	+64.5%

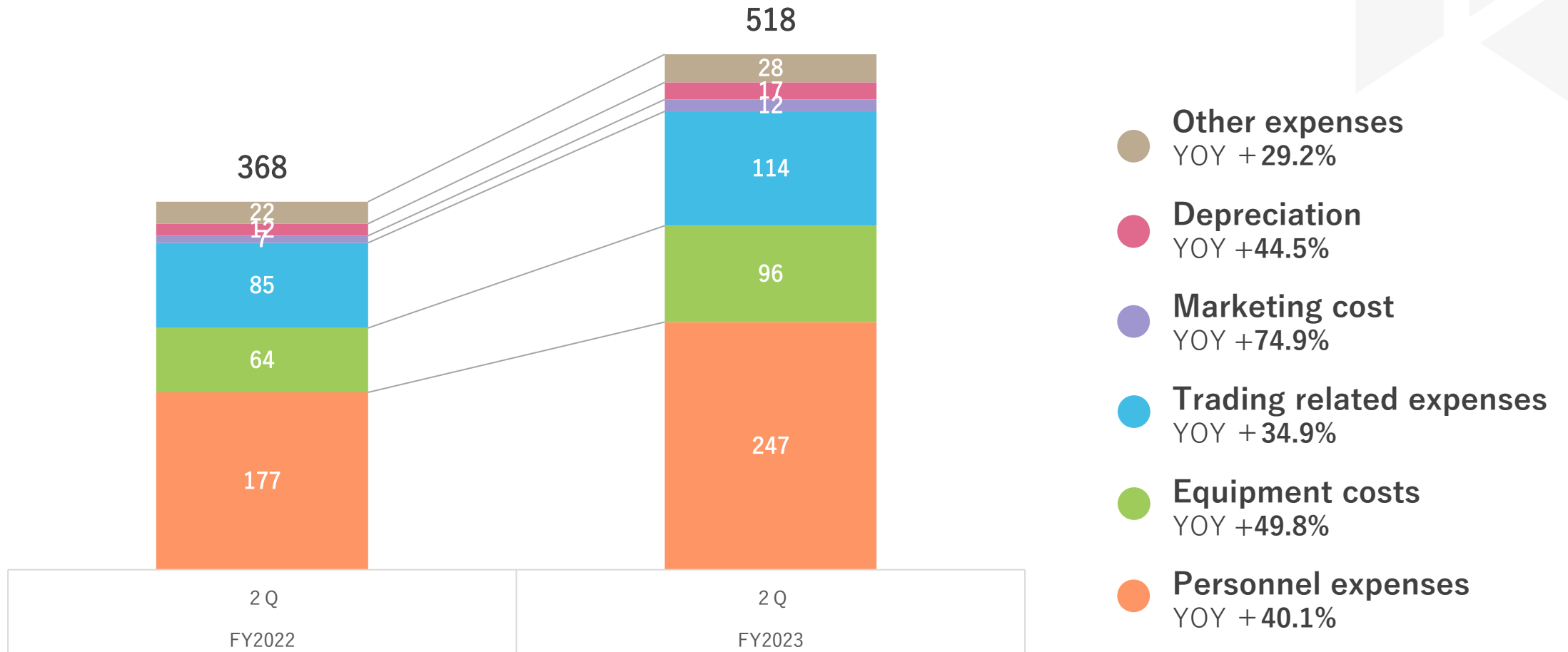
# Net operating revenue breakdown by segment YOY basis

Unit : millions of yen



# Operating expenses breakdown by segment YOY basis

Unit : millions of yen

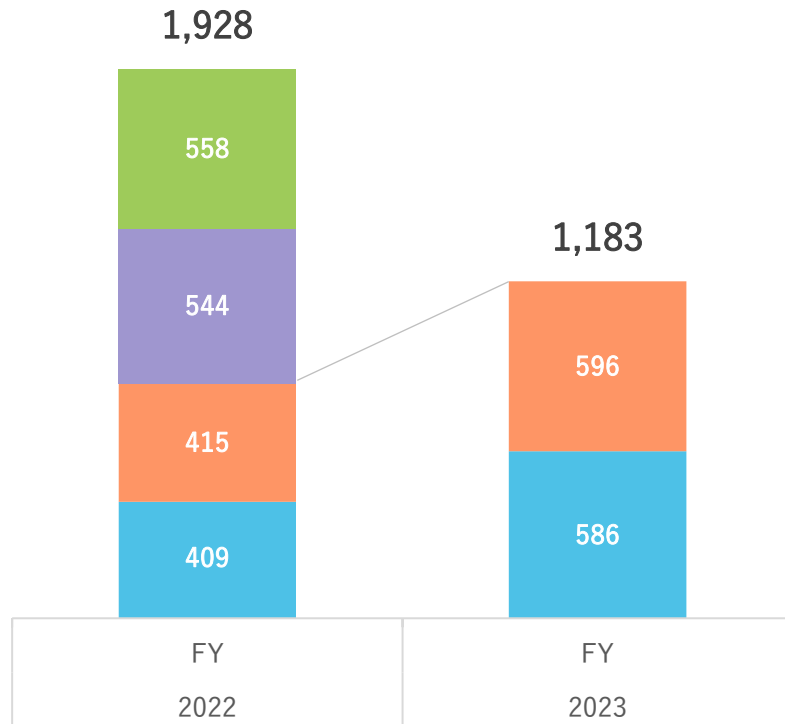


# Quarterly net operating revenue and operating income

## Net operating revenue

**1,183 million yen** YOY +43.3%

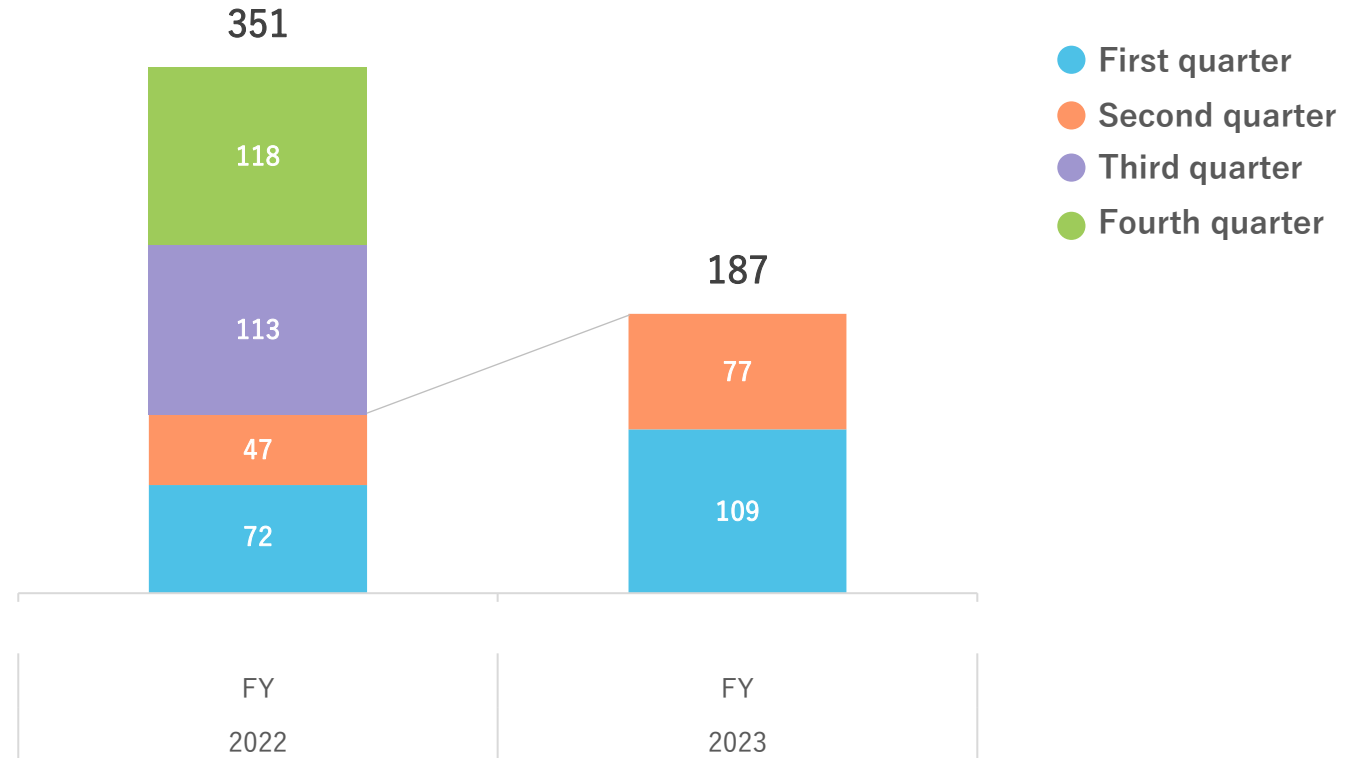
Unit : millions of yen



## Operating income

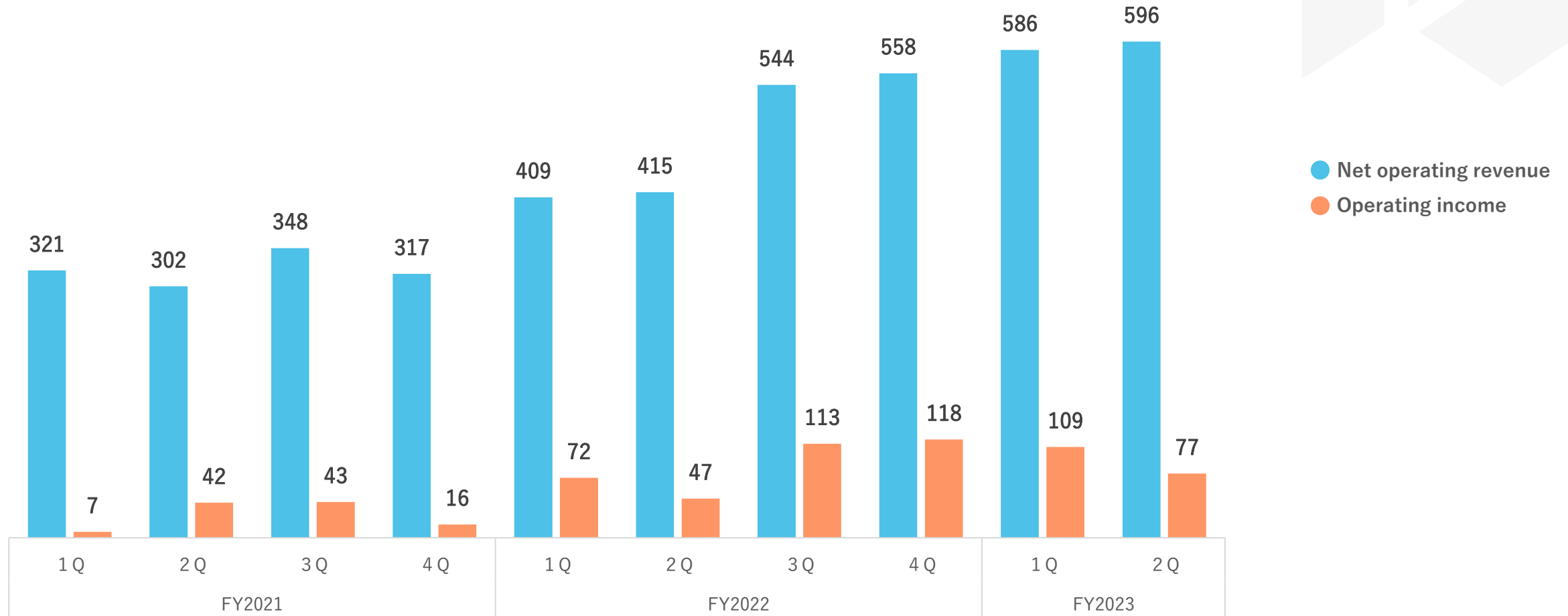
**187million yen** YOY + 56.6%

Unit : millions of yen



# Net operating revenue and operating income quarterly results

Unit : millions of yen

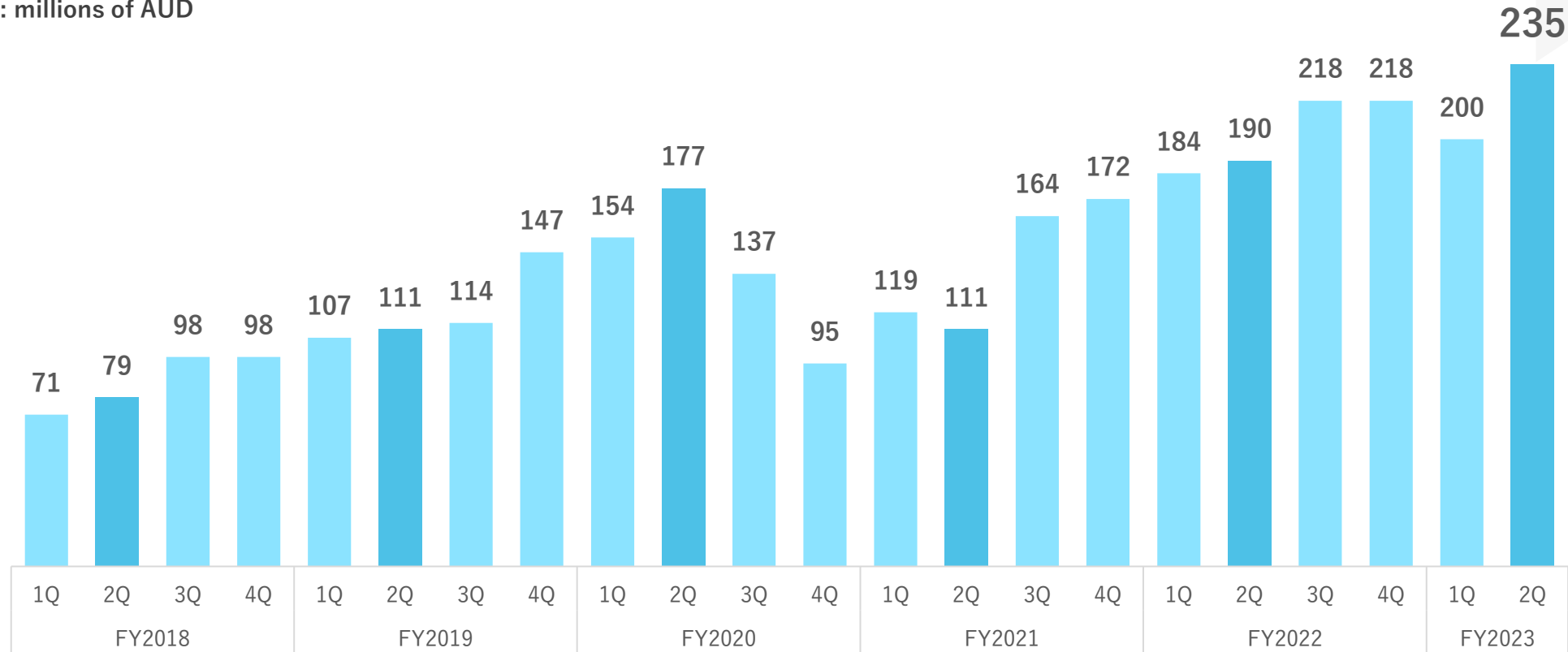




## Amount of guarantee deposits received Quarterly results

Amount of guarantee deposits received increased by +23.4% to 235 million AUD

Unit : millions of AUD



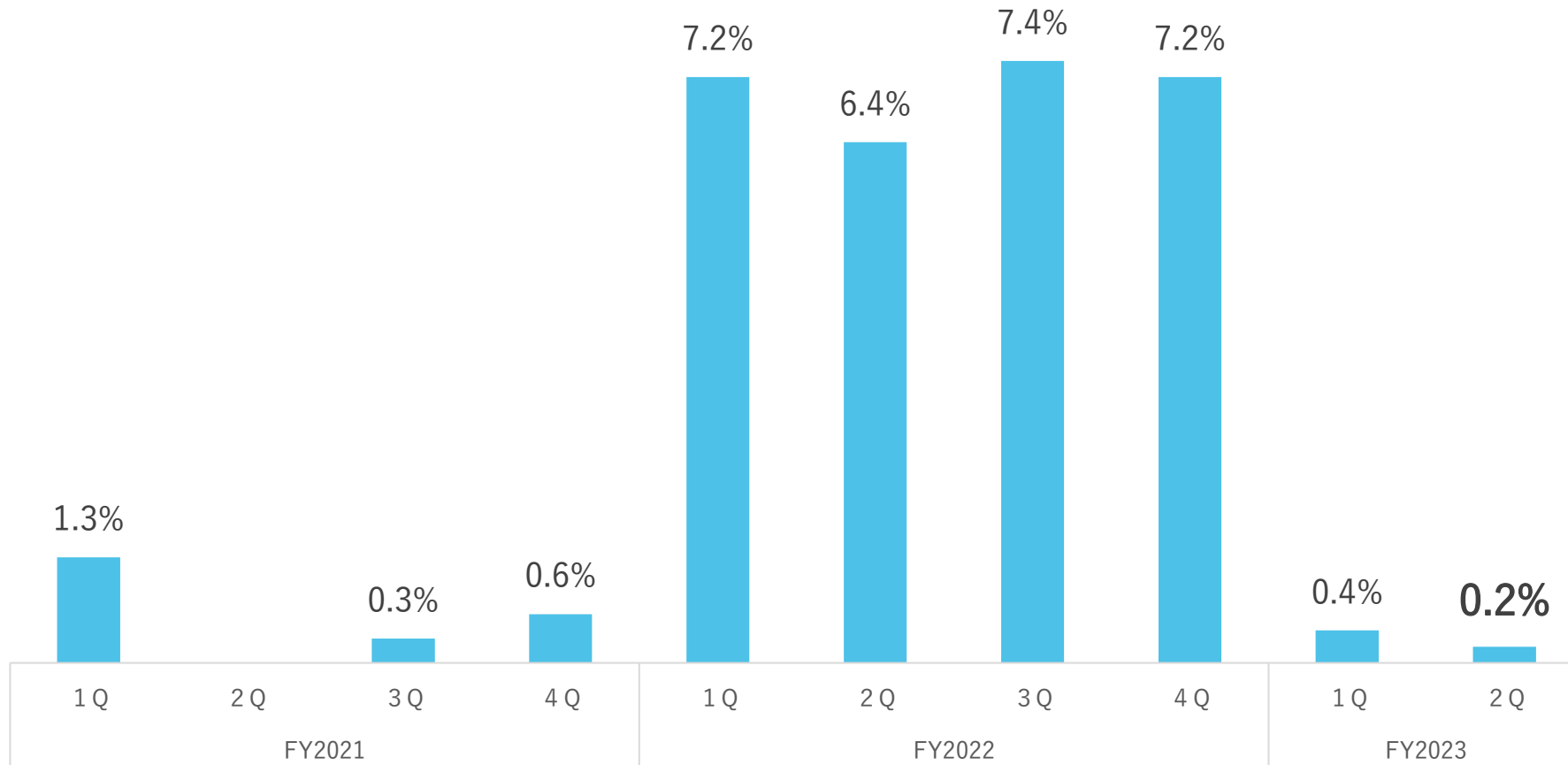
The second quarter as of June 30, 2022.

ROE  
Shareholder  
return



# Return on equity (ROE)

Return on Equity of 2nd Quarter of FY2023 is **0.2%**



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 Fiscal year ending March 31, 2023.

Dividend yield **4.6%**

※Dividend yield is calculated at the closing price of “810”yen on 30 September 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	Management of group companies and new business development
Listed Exchange	Tokyo Stock Exchanges Standard
Securities Code	7338

## Disclaimer

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In the case of any discrepancy between the translation and the Japanese original, the latter shall prevail.  
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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