



▶ MAKING THE WORLD
A BETTER PLACE

3Q FY2023 Financial Results

Supplementary
document

INV Inc.



Summary
[Apr.-Dec. 2022]

Financial Results | Apr. 2022 – Dec. 2022

Operating revenue increased due to higher demand for FX trading, but incomes declined due to investment partnership losses and higher SG&A expenses as a result of increased personnel, aggressive advertising for new services and business expansion.

Unit : millions of yen	FY2022 1Q-3Q(4-12,2022)	FY2023 1Q-3Q(4-12,2022)	YOY Increase/Decrease Ratio
Operating revenue	3,749	4,462	+ 19.0%
Net operating revenue	3,667	4,184	+ 14.1%
Operating income	666	323	(51.4%)
Ordinary income	946	228	(75.8%)
Net income	610	106	(82.6%)

Financial results by segment | Apr. 2022 – Dec. 2022

The domestic financial services business became a decline in profits due to the release of new services and aggressive advertising, while the overseas financial business grew to account for more than 40% of total Group sales due to business expansion.

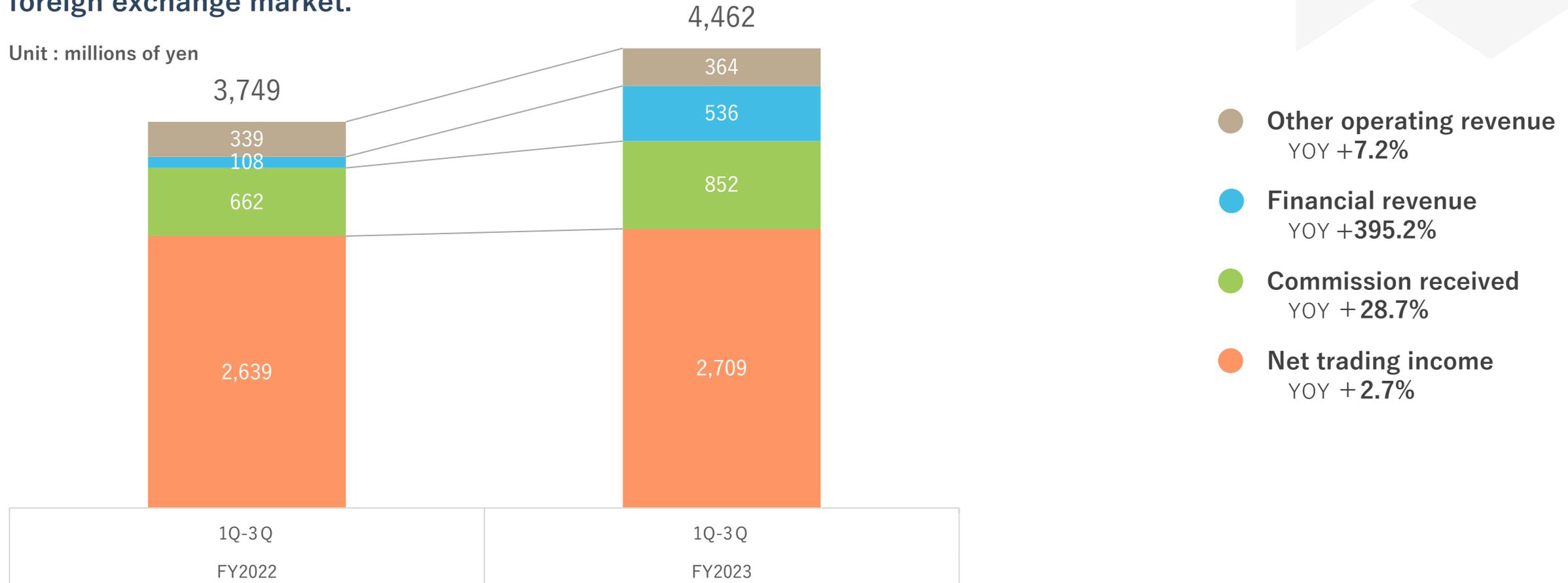
Unit : millions of yen		FY2022 1Q-3Q(4-12,2022)	FY2023 1Q-3Q(4-12,2022)	YOY Increase/Decrease Ratio
Domestic Financial Business	Net operating revenue	2,350	2,351	+ 0.0%
	Operating income	455	93	(79.5%)
Overseas Financial Business	Net operating Revenue	1,370	1,941	+ 41.7%
	Operating income	233	309	+ 32.7%

*Overseas finance business has a closing date of the end of December, so the figures for 1Q to 3Q are actual results for the period Jan 1 2022 to Sept 30 2022.

Operating revenue breakdown | Apr. 2022 – Dec. 2022

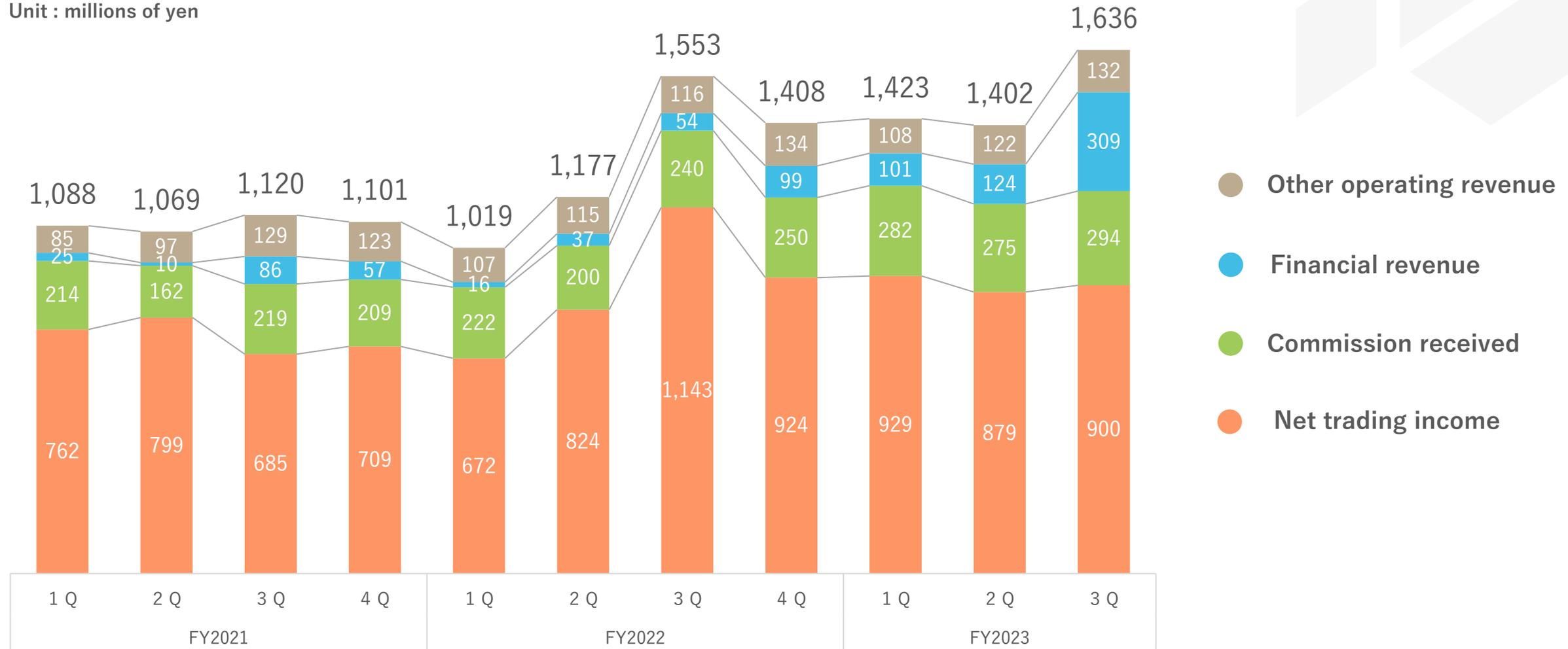
Financial revenue increased significantly due to the impact of rising interest rates in the US. Trading incomes and commissions received remained strong due to increased trading in the foreign exchange market.

Unit : millions of yen



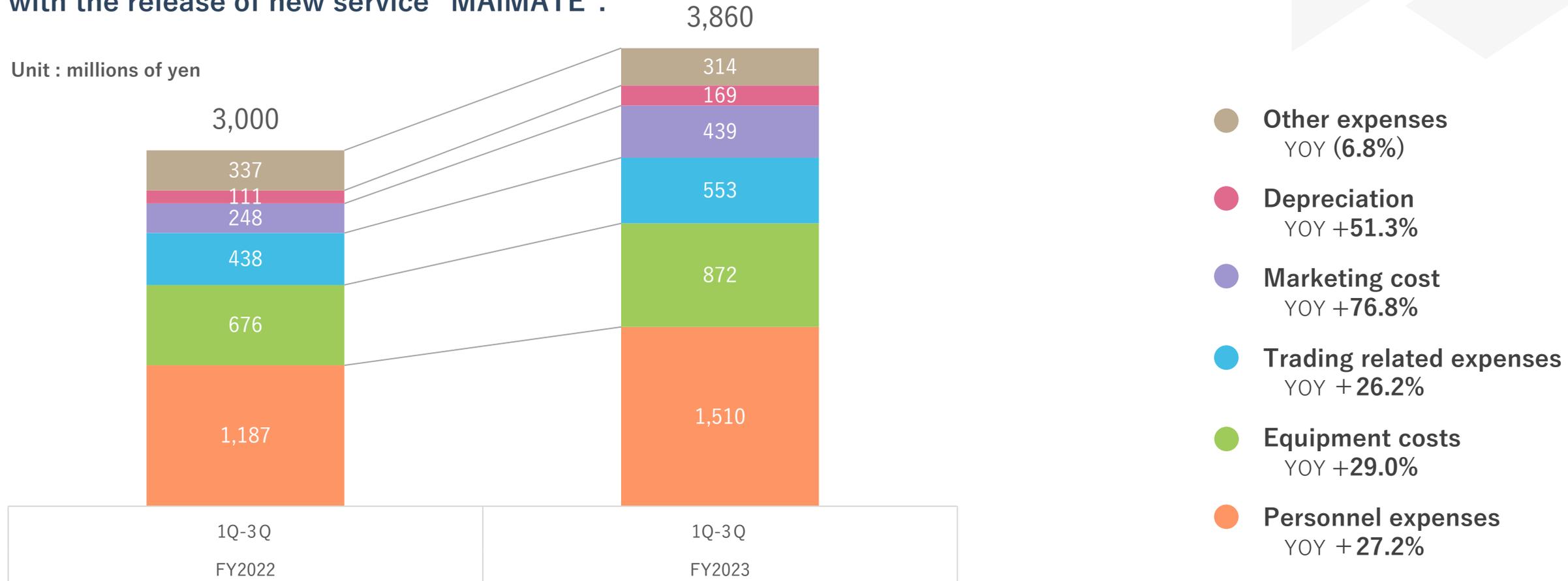
Operating revenue | Quarterly results

Unit : millions of yen



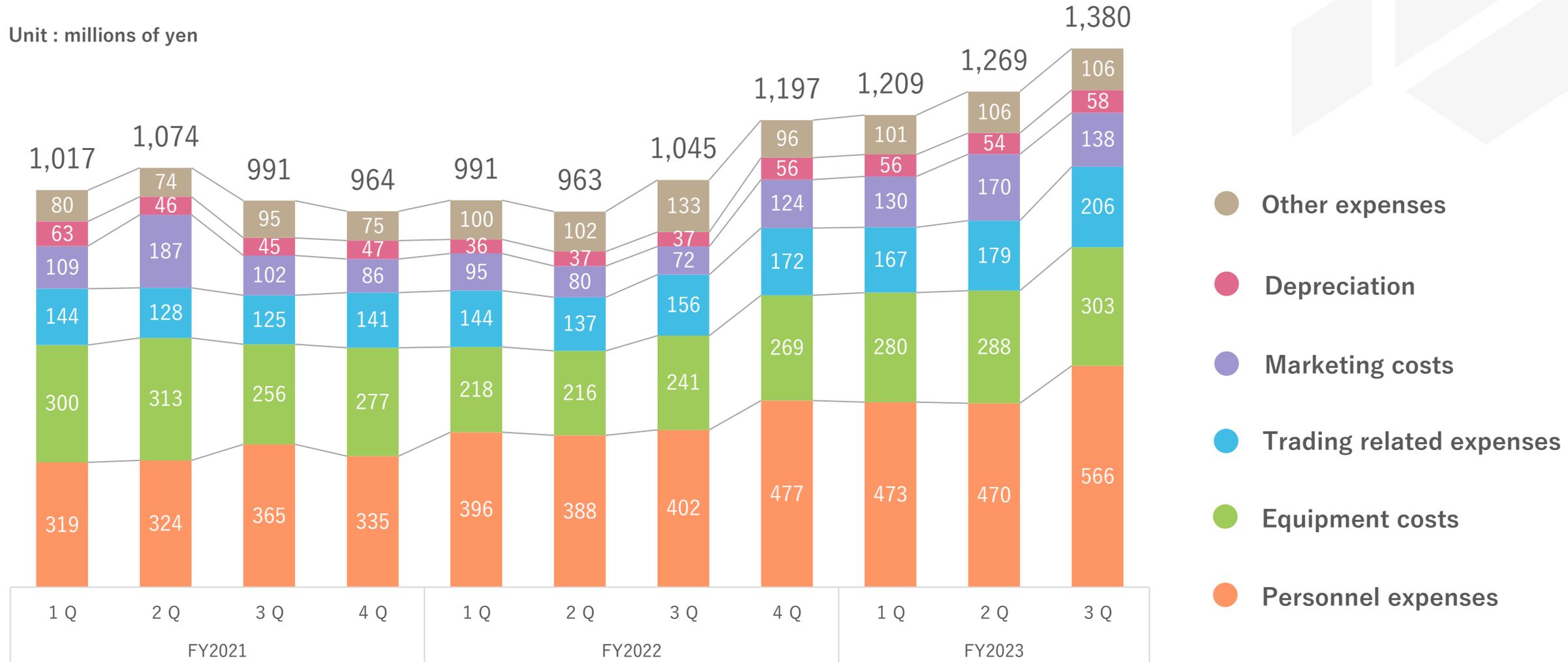
Operating expenses breakdown | Apr. 2022 – Dec. 2022

Total SG&A expenses increased by 28.6% year-on-year to JPY 3,860 million. Personnel costs increased due to business expansion. System-related costs and marketing costs increased with the release of new service “MAiMATE”.



Operating expenses Quarterly results

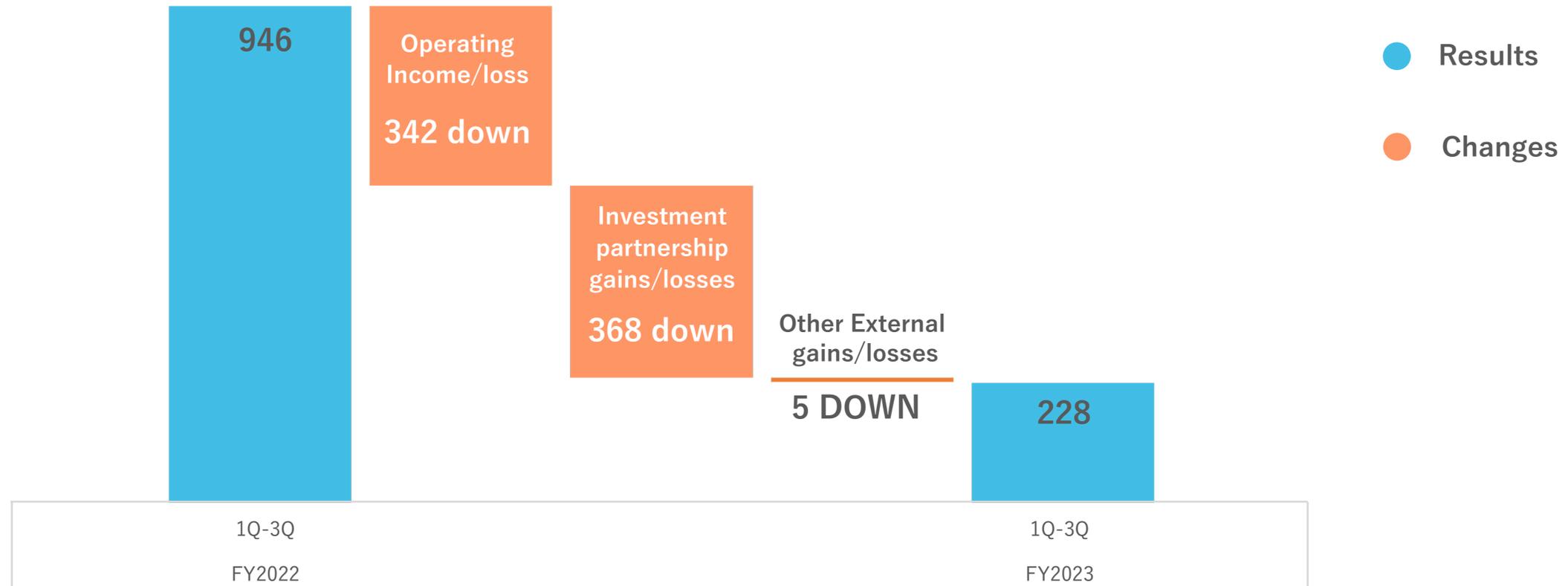
Unit : millions of yen



Factors changes in ordinary income | Apr. 2022 – Dec. 2022

Ordinary income decreased by JPY 717 million year-on-year. Of this, a decrease of 368 million yen in investment partnership gains/losses had a significant impact, accounting for 50% of the total.

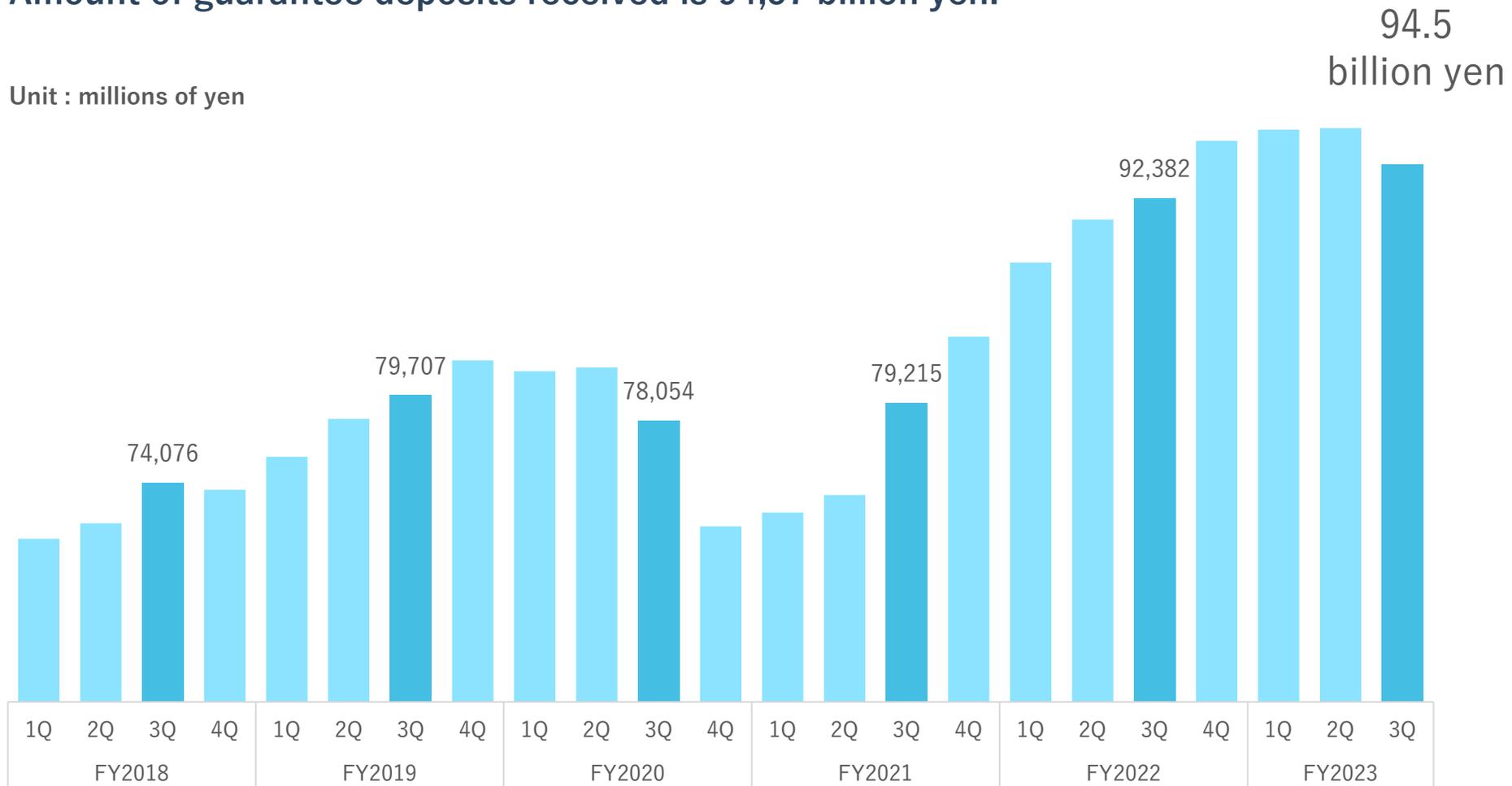
Unit : millions of yen



Consolidated guarantee deposits received

Amount of guarantee deposits received is 94,57 billion yen.

Unit : millions of yen





3Q FY2022
Results
[Oct.-Dec. 2022]

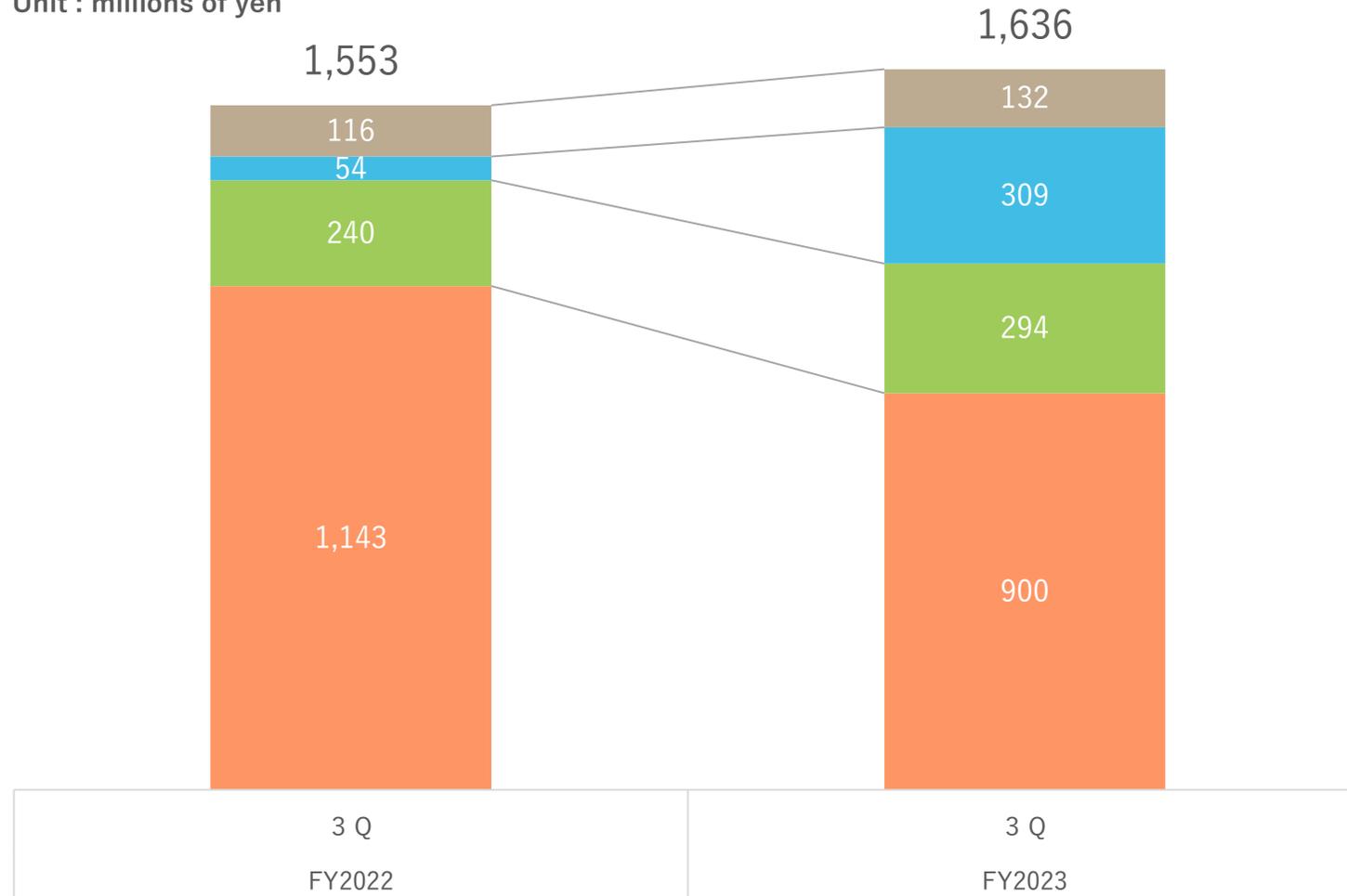
Year-on-Year | 3Q financial results | Oct.2022 – Dec.2022

Net operating revenue was at the same level as in the same period of the previous year, but income decreased due to personnel, advertising and system-related costs for additional functions, with the aim of expanding the revenue base in the future.

Unit : millions of yen	FY2022 2 Q(7-9,2022)	FY2023 3Q(10-12,2022)	YoY Increase/Decrease Ratio
Operating revenue	1,553	1,636	+ 5.4%
Net operating revenue	1,511	1,511	+ 0.0%
Operating income	465	130	(71.9%)
Ordinary income	407	167	(59.0%)
Net income	261	92	(64.6%)

Year-on-Year | 3Q operating revenue breakdown | Oct.2022 –Dec.2022

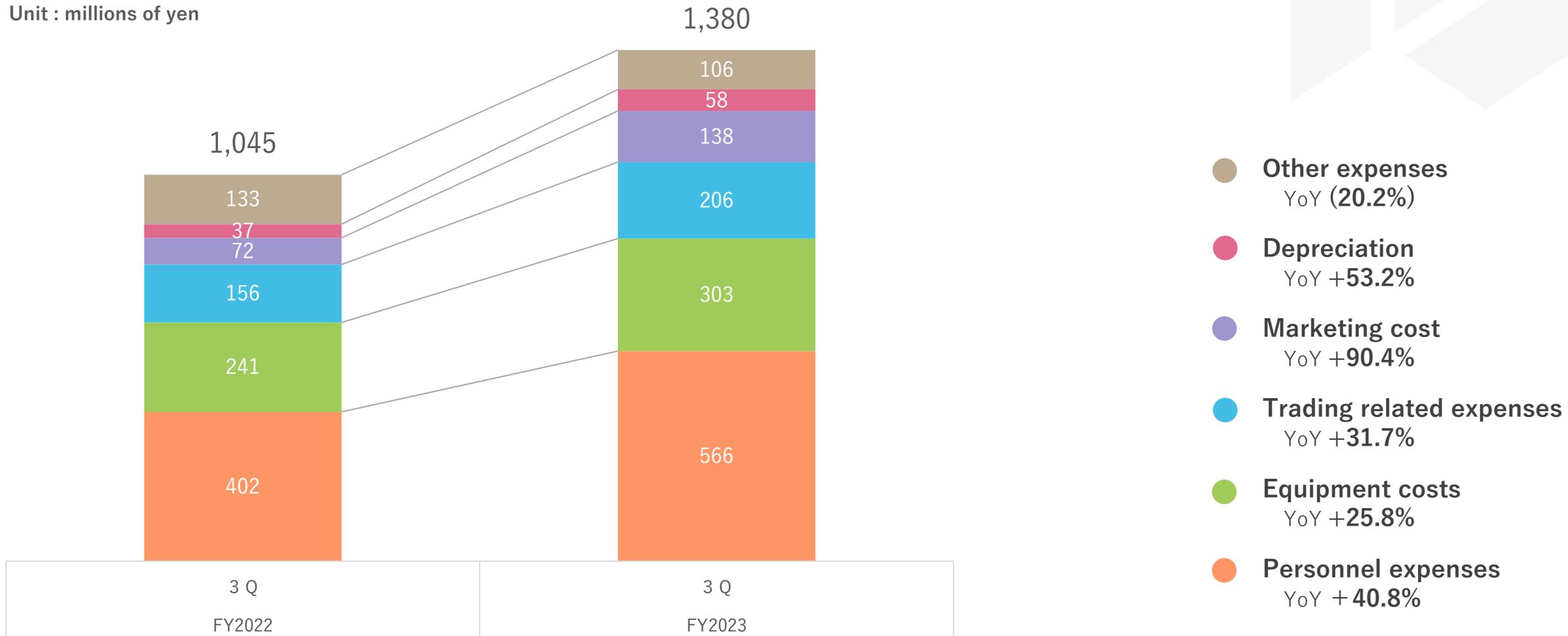
Unit : millions of yen



- **Other operating revenue**
YoY +14.4%
- **Financial revenue**
YoY +472.0%
- **Commission received**
YoY +22.6%
- **Net trading income**
YoY (21.3%)

Year-on-Year | 3Q operating expenses breakdown | Oct.2022-Dec.2022

Unit : millions of yen



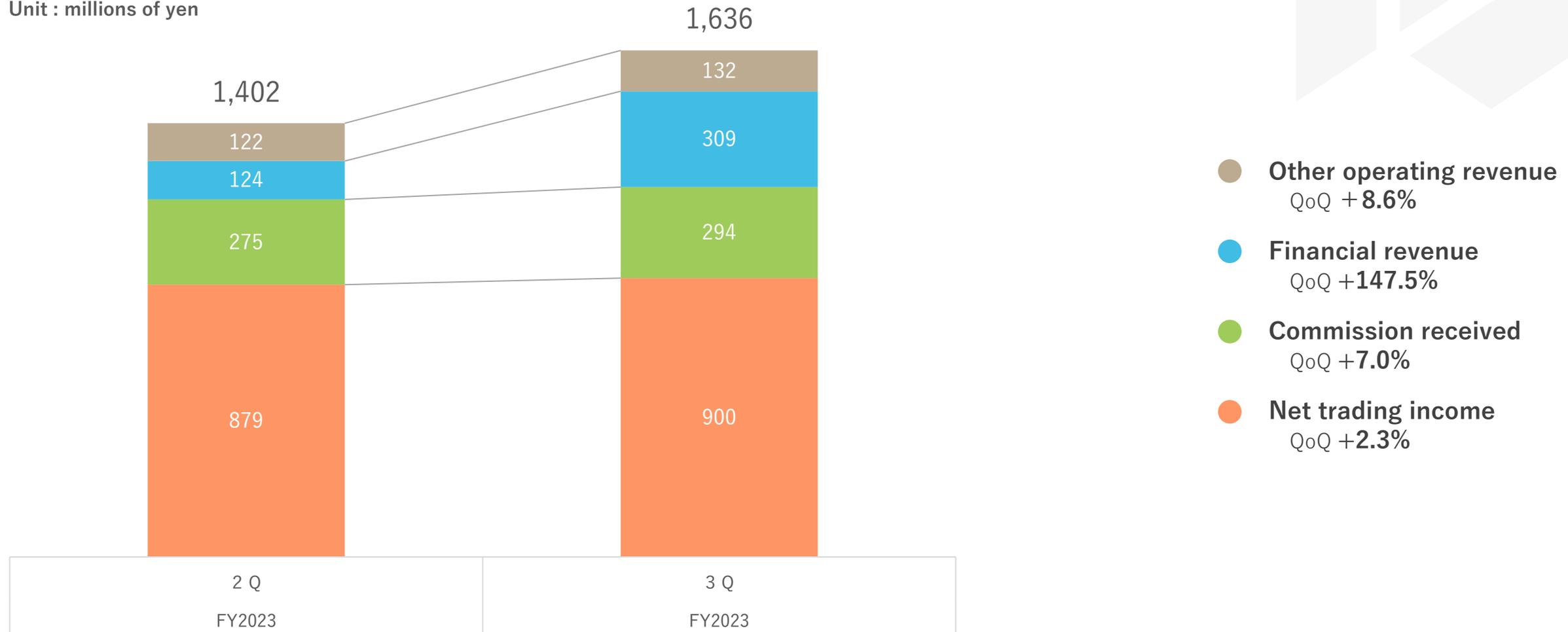
Quarter-on-Quarter | 3Q financial results | Oct.2022 – Dec.2022

Revenues increased due to strong foreign exchange market. Also, The fund loss of 43 million yen recorded in the 2Q turned into a profit in the 3Q, and a fund investment gain of 32 million yen was recorded, resulting in a significant increase in income.

Unit : millions of yen	FY2022 2 Q(7-9,2022)	FY2023 3Q(10-12,2022)	QoQ Increase/Decrease Ratio
Operating revenue	1,402	1,636	+ 16.7%
Net operating revenue	1,350	1,511	+ 11.9%
Operating income	80	130	+ 62.9%
Ordinary income	20	167	+ 724.2%
Net income	2	92	+ 4373.9%

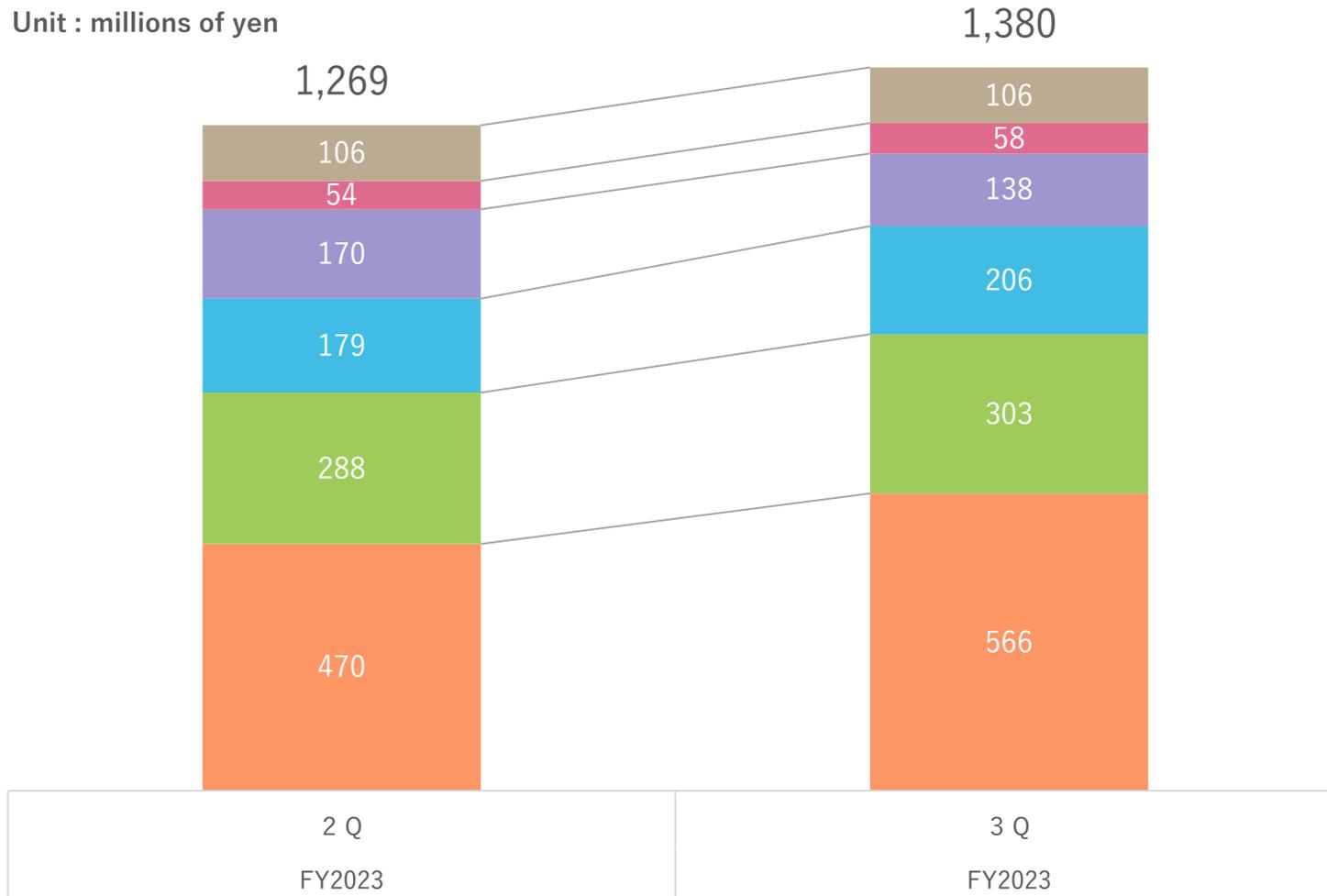
Quarter-on-Quarter | 3Q operating revenue breakdown | Oct.2022 –Dec.2022

Unit : millions of yen



Quarter-on-Quarter | 3Q operating expenses breakdown | Oct.2022-Dec.2022

Unit : millions of yen



- **Other expenses**
QoQ +0.5%
- **Depreciation**
QoQ +6.6%
- **Marketing costs**
QoQ -18.7%
- **Trading related expenses**
QoQ +14.7%
- **Equipment costs**
QoQ +5.4%
- **Personnel expenses**
QoQ +20.4%

Domestic Financial Business Highlight

Segment results



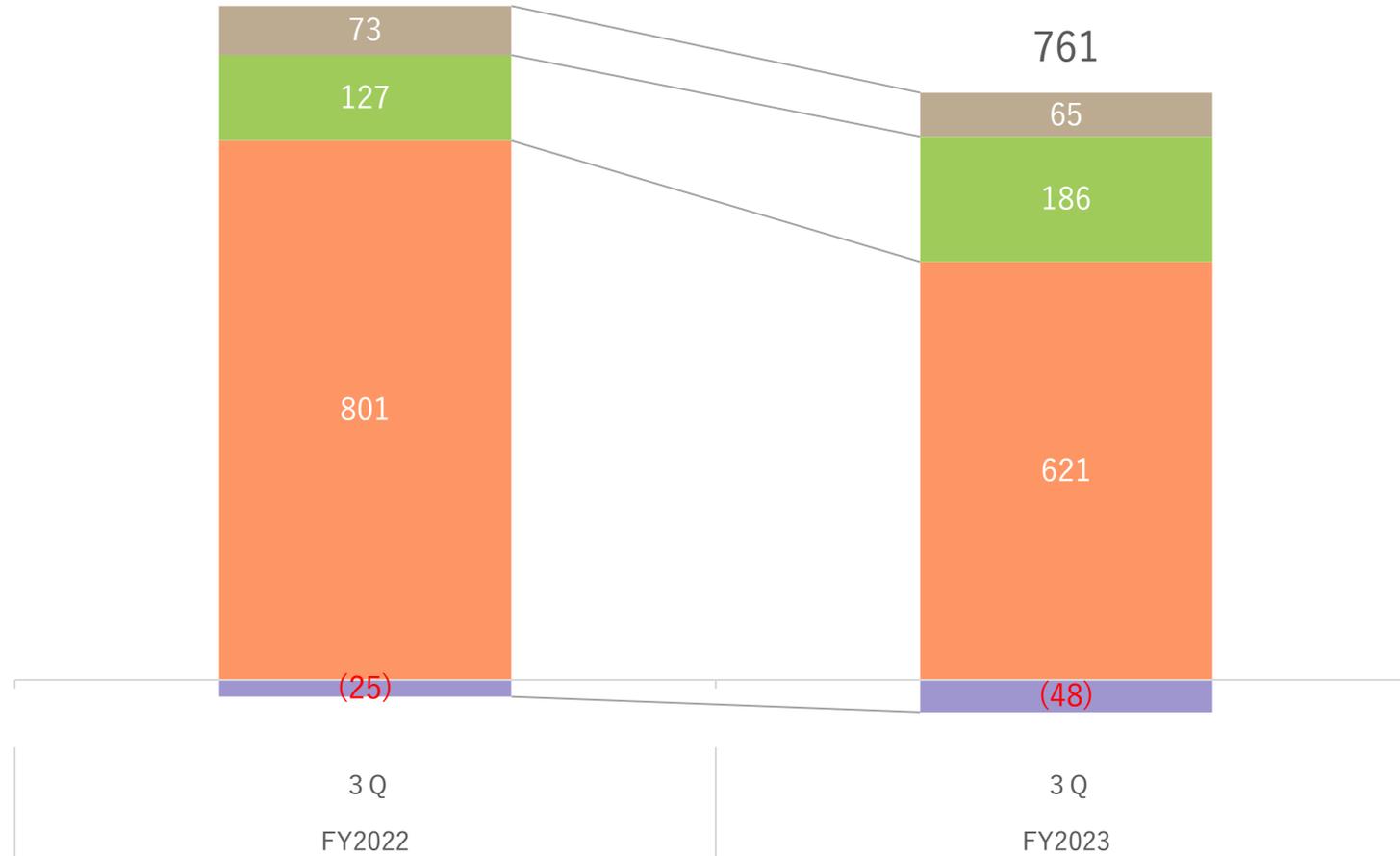
Financial results by segment | 3Q | Oct. 2022- Dec. 2022

Revenues fell due to a decline in OTC CFD trading as a result of the fall in US equities, which reached new highs the previous year. Profits fell as SG&A expenses increased due to higher equipment and fixtures costs following the release and aggressive advertising.

Unit : millions of yen	FY2022 3Q(10-12,2022)	FY2023 3Q(10-12,2022)	YoY Increase/Decrease Ratio
Net operating revenue	975	761	(21.9%)
Operating expenses	622	752	+ 20.9%
Operating income	352	8	(97.5%)

Net operating revenue breakdown | Oct. 2022- Dec. 2022

Unit : millions of yen 975

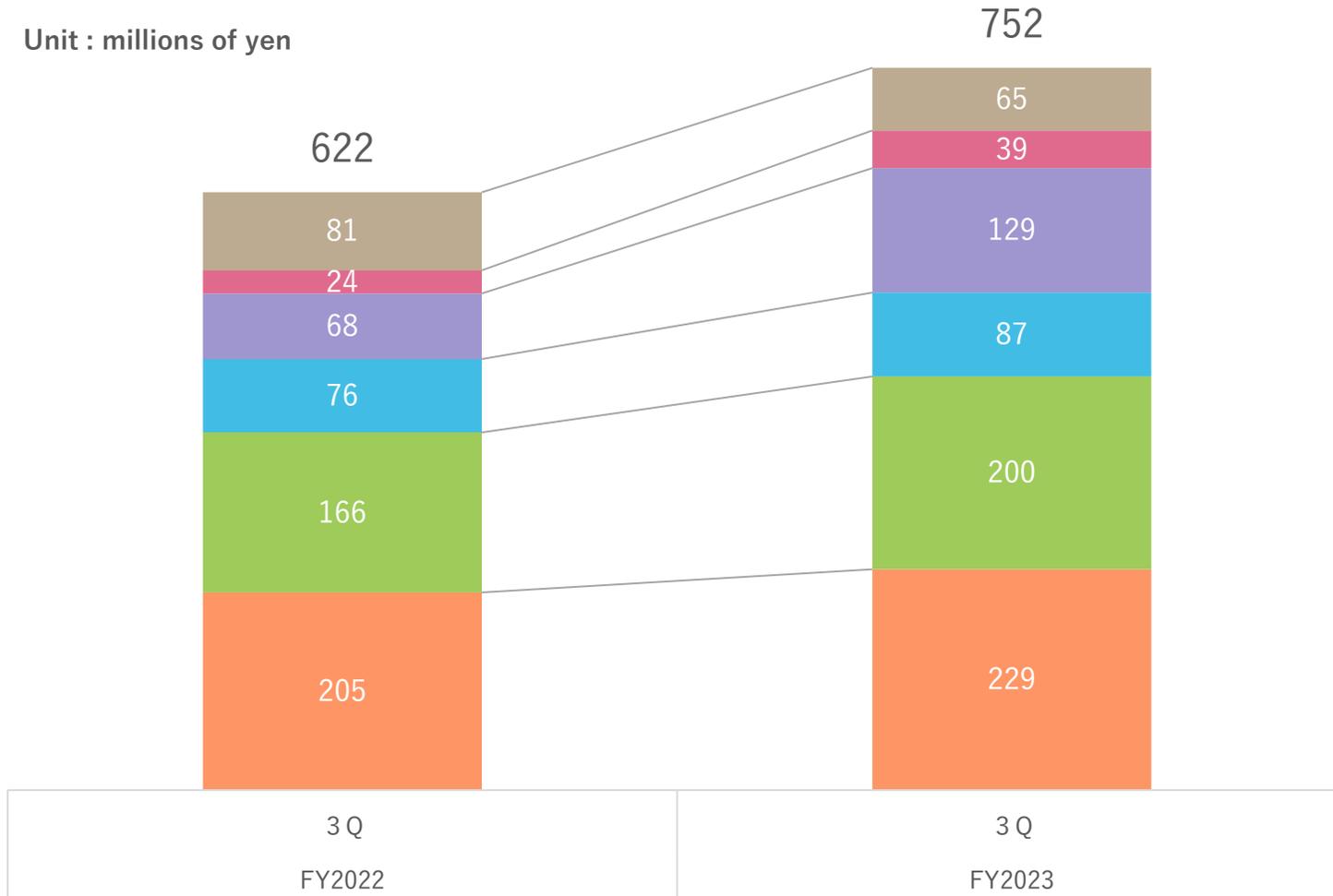


- **Other operating revenue**
YoY (11.1%)
- **Commission received**
YoY +46.5%
- **Net trading income**
YoY (22.5%)
- **Other financial costs**

*Excluding inter-segment adjustments

Operating expenses breakdown | Oct. 2022- Dec. 2022

Unit : millions of yen

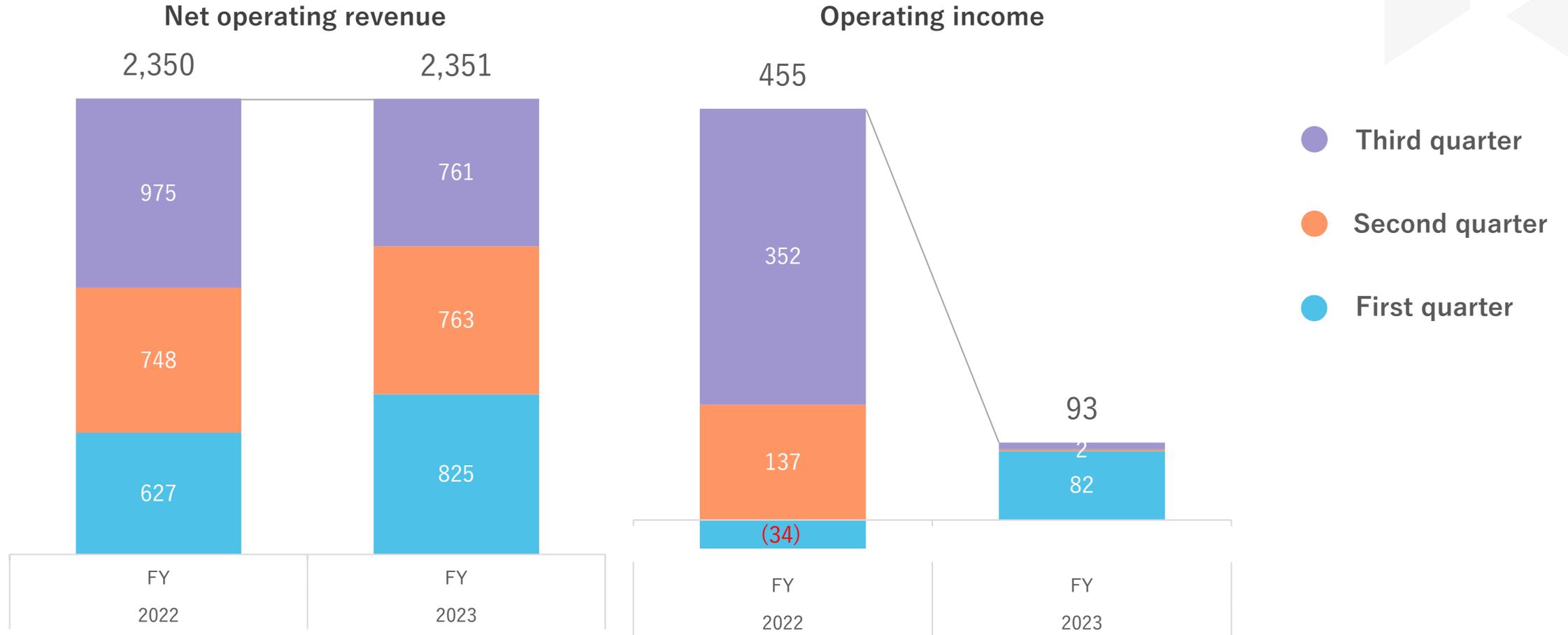


- **Other expenses**
YoY (19.9%)
- **Depreciation**
YoY +63.1%
- **Marketing costs**
YoY +90.4%
- **Trading related expenses**
YoY +14.8%
- **Equipment costs**
YoY +20.7%
- **Personnel expenses**
YoY +11.7%

Net operating revenue and operating income | Apr. 2022- Dec. 2022

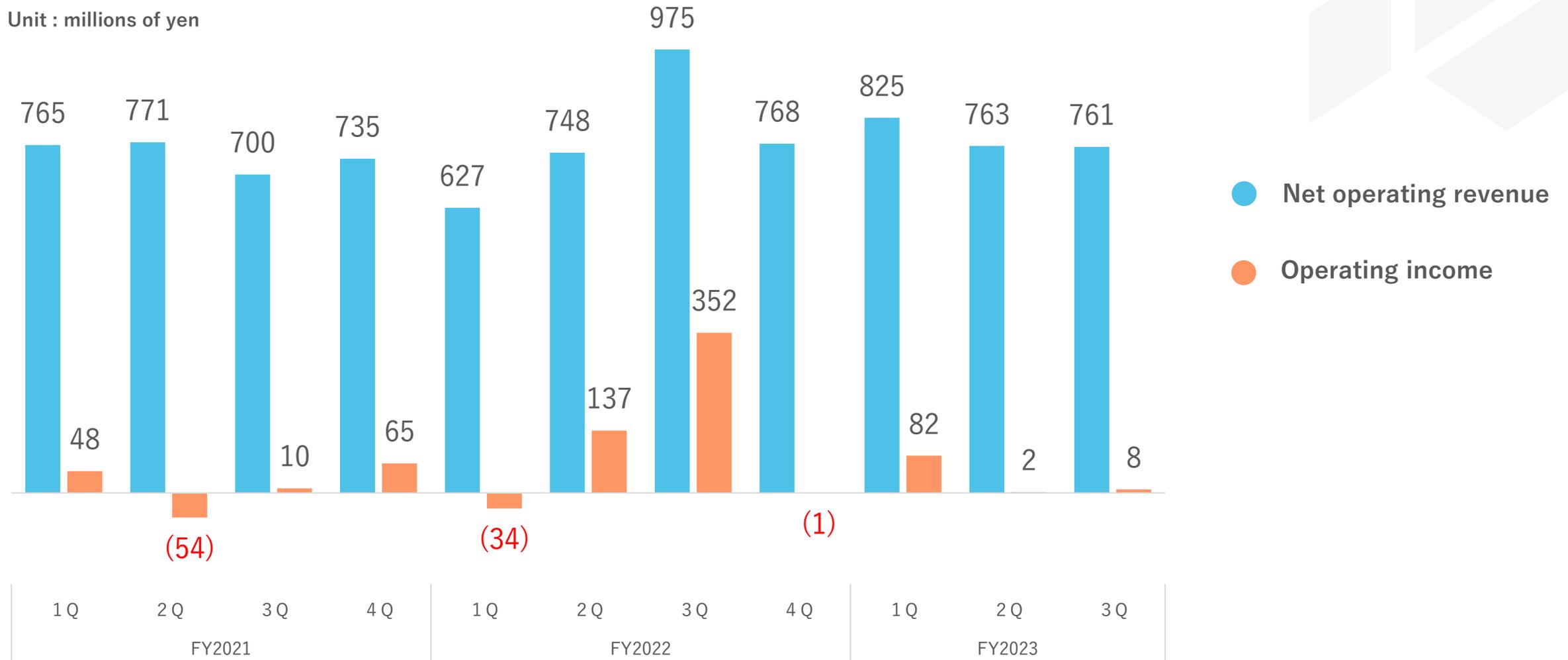
Net operating revenue was at the same level as in the same period of the previous year and operating profit was -79.5% of the previous year's level.

Unit : millions of yen



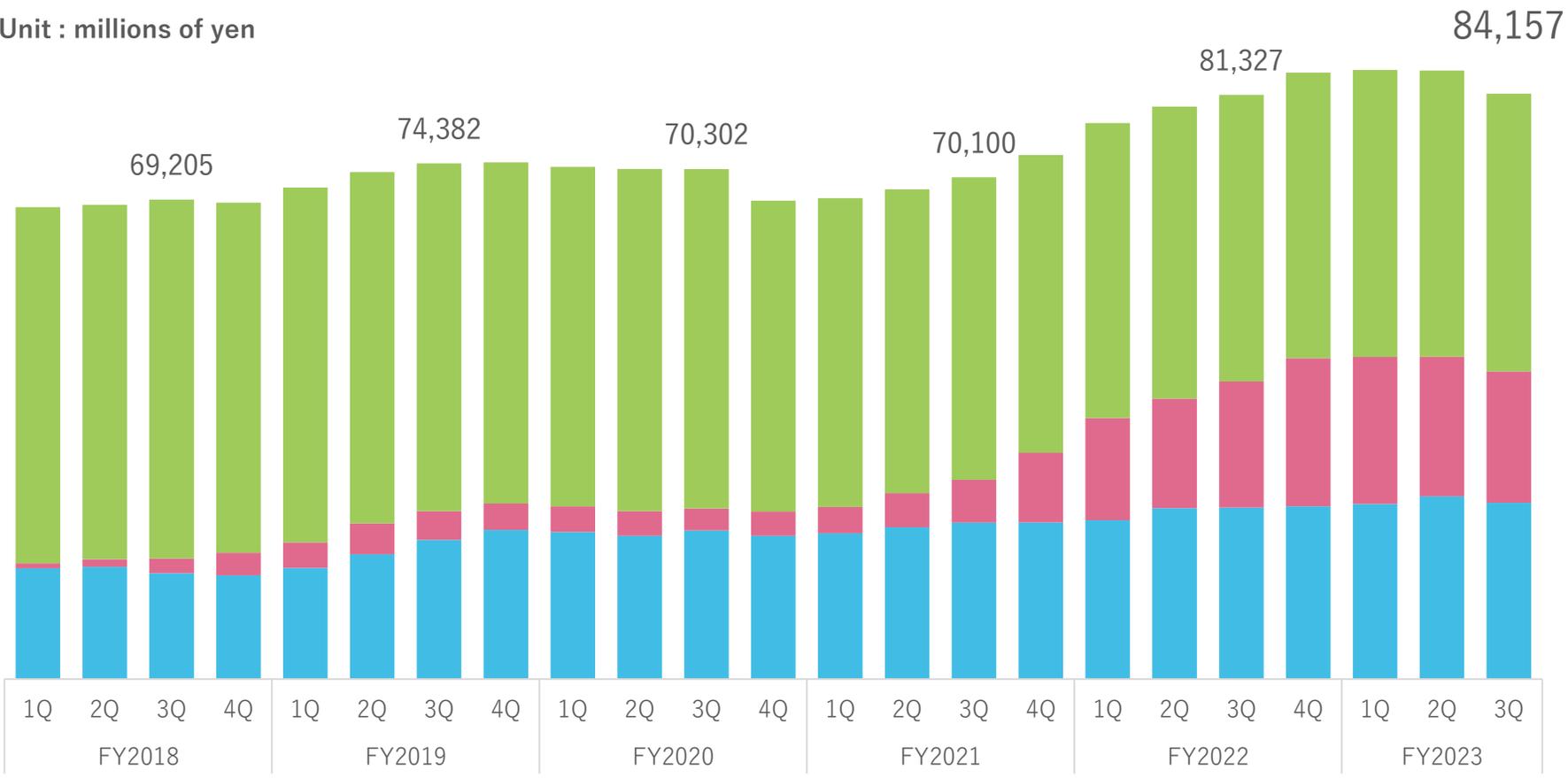
Net operating revenue and operating income quarterly results

Unit : millions of yen



Amount of guarantee deposits received Quarterly results

Unit : millions of yen

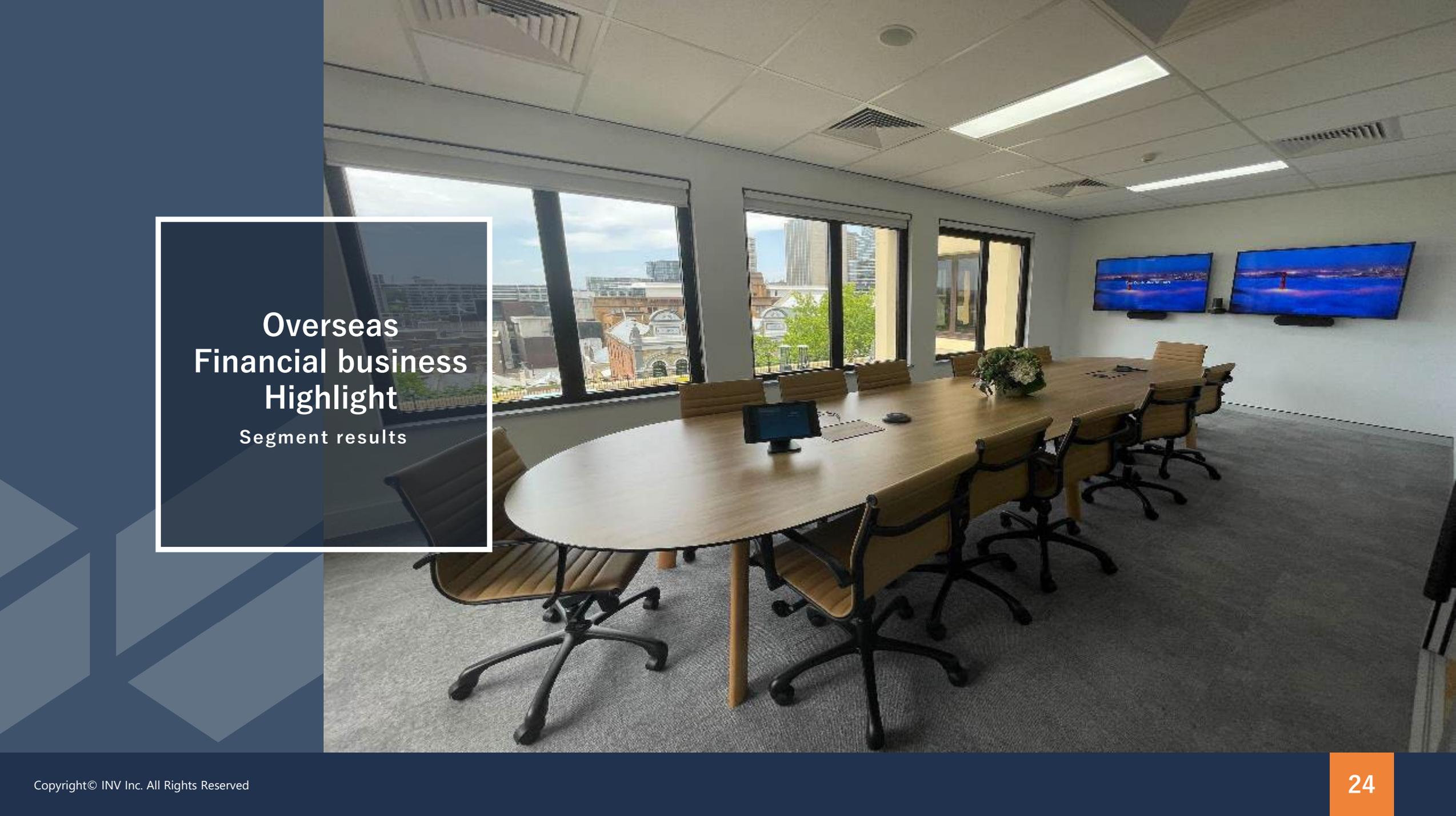


- **OTC FX**
Tri-auto-FX / MAiMATE
- **CFD**
Tri-auto ETF
- **Exchange FX**
Click 365

Number of accounts

503,330 accounts

*As of Dec. 31, 2022



**Overseas
Financial business
Highlight**
Segment results

Financial results by Segment | 3Q | Jul. 2022- Sep. 2022

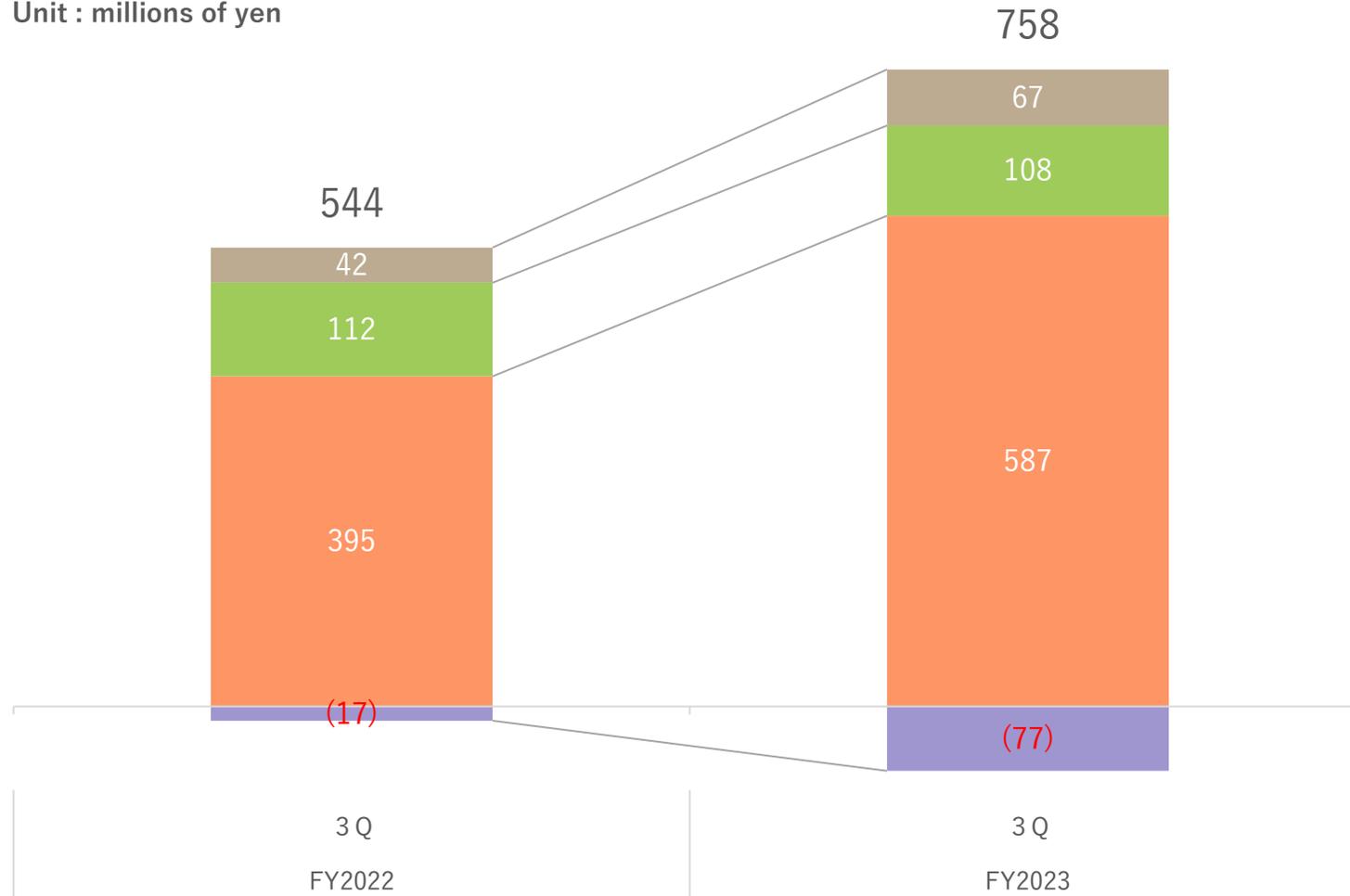
Net operating revenue on a quarterly basis reached a record high due to higher transaction volumes, particularly in foreign exchange, and higher interest income due to higher interest rates and a depreciation of the yen.

Unit : millions of yen	FY2022 3Q(7-9,2022)	FY2023 3Q(7-9,2022)	YoY Increase/Decrease Ratio
Net operating revenue	544	758	+ 39.3%
Operating expenses	431	636	+ 47.6%
Operating income	113	121	+7.5%

As the financial year ends at the end of December, the third quarter is the actual period from 1 July to 30 September 2022.

Net operating revenue breakdown | Jul. 2022- Sep. 2022

Unit : millions of yen

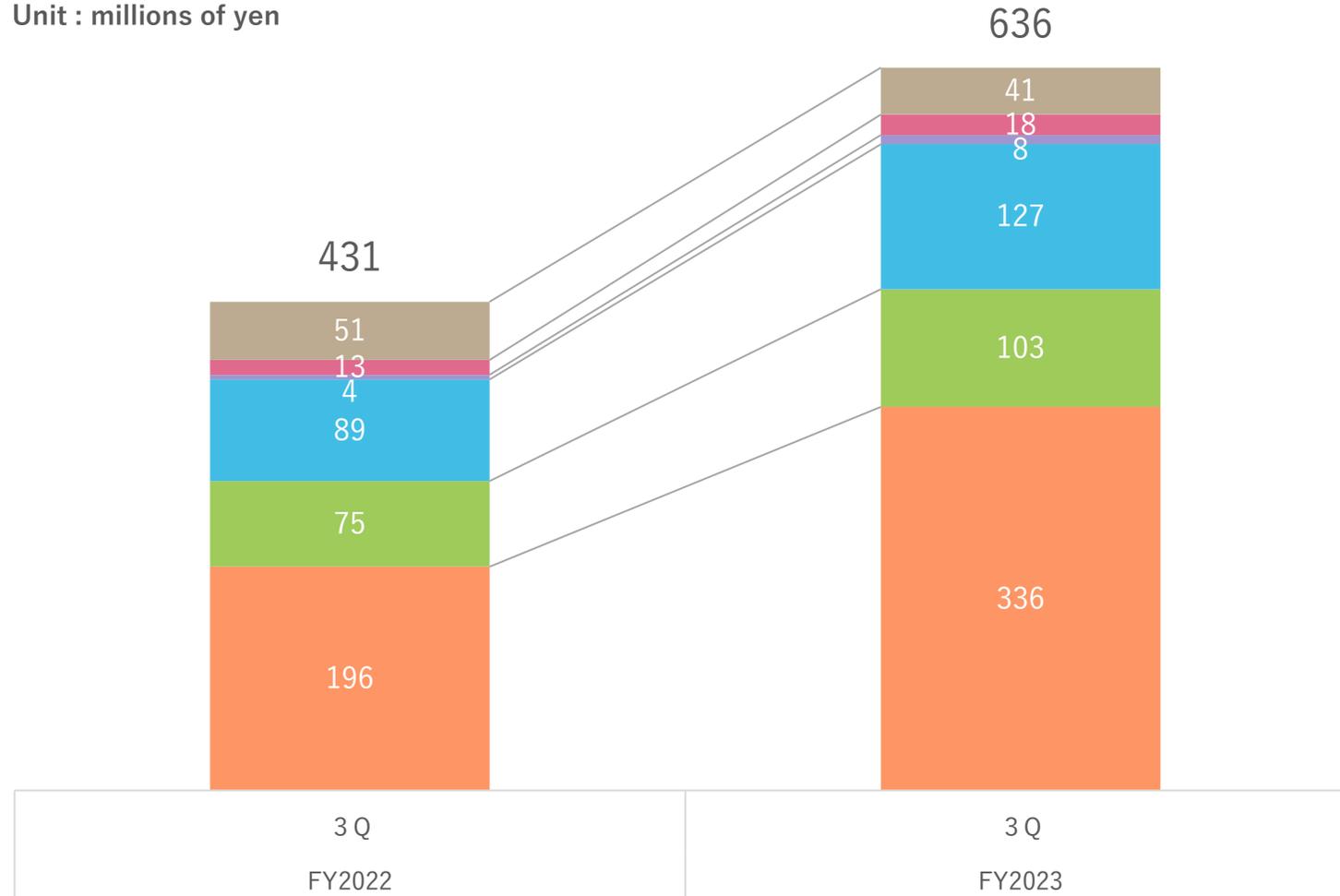


- **Other operating revenue**
YoY +58.6%
- **Commission received**
YoY (4.2%)
- **Net trading income**
YoY +48.7%
- **Other financial costs**

*Excluding inter-segment adjustments

Operating expenses breakdown | Jul. 2022- Sep. 2022

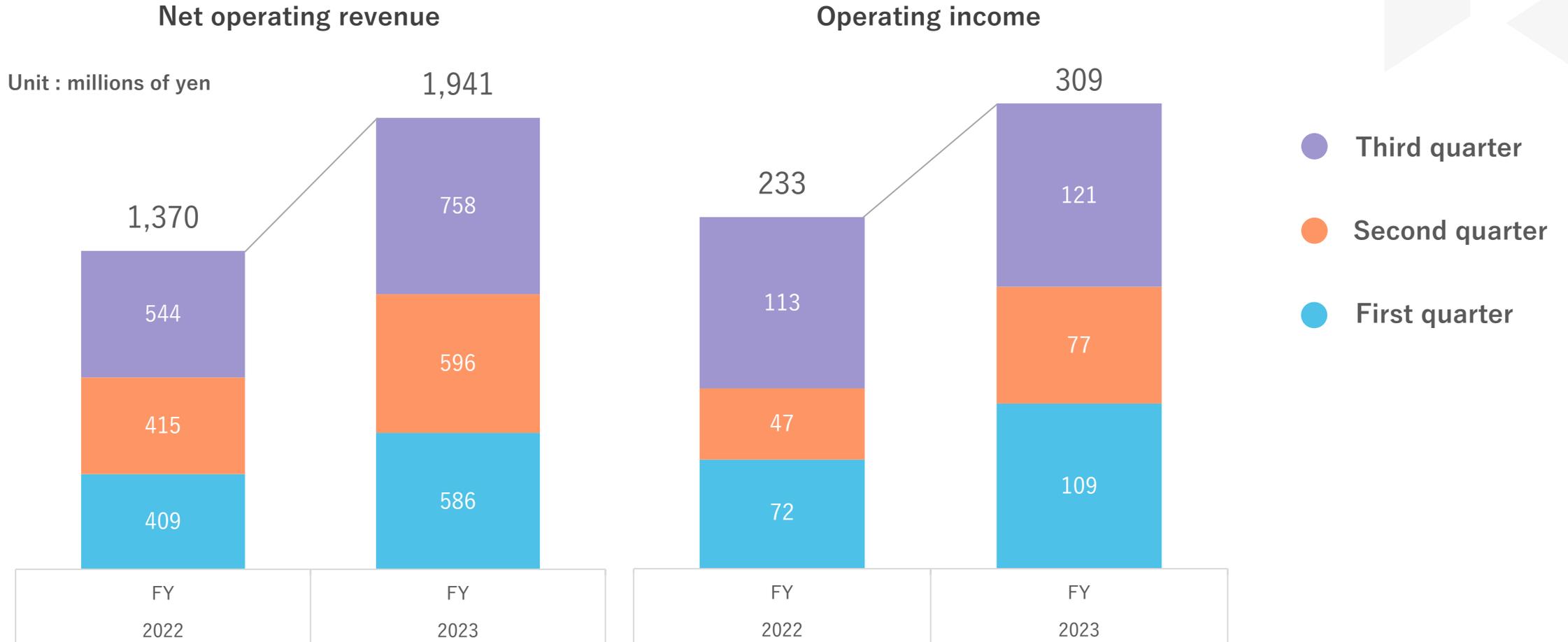
Unit : millions of yen



- **Other expenses**
YoY (20.6%)
- **Depreciation**
YoY +35.9%
- **Marketing costs**
YoY +91.2%
- **Trading related expenses**
YoY +43.7%
- **Equipment costs**
YoY +37.3%
- **Personnel expenses**
YoY +71.2%

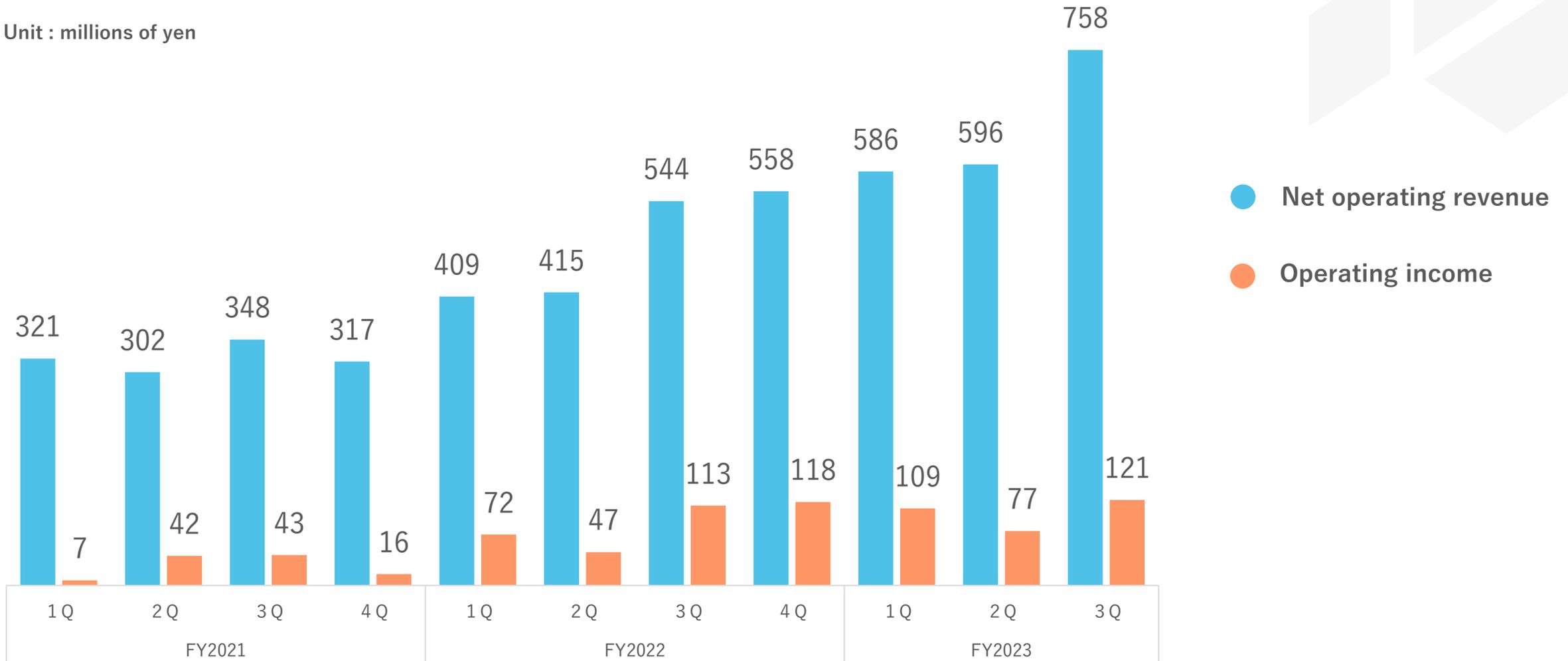
Net operating revenue and operating income | Jan. 2022- Sep. 2022

Net operating revenue increased by 41.7% and operating income by 32.7%.

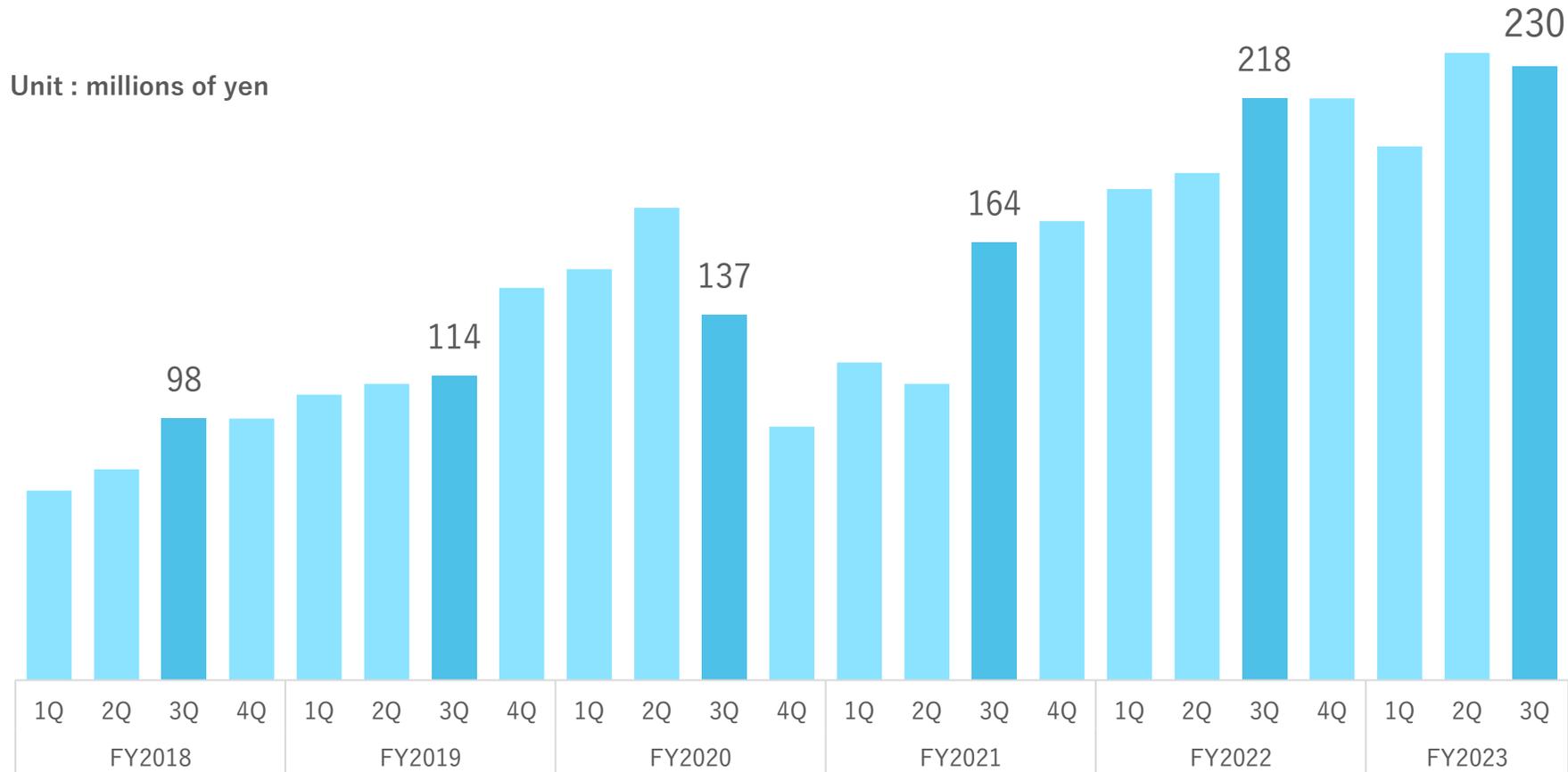


Net operating revenue and operating income quarterly results

Unit : millions of yen



Amount of guarantee deposits received Quarterly results



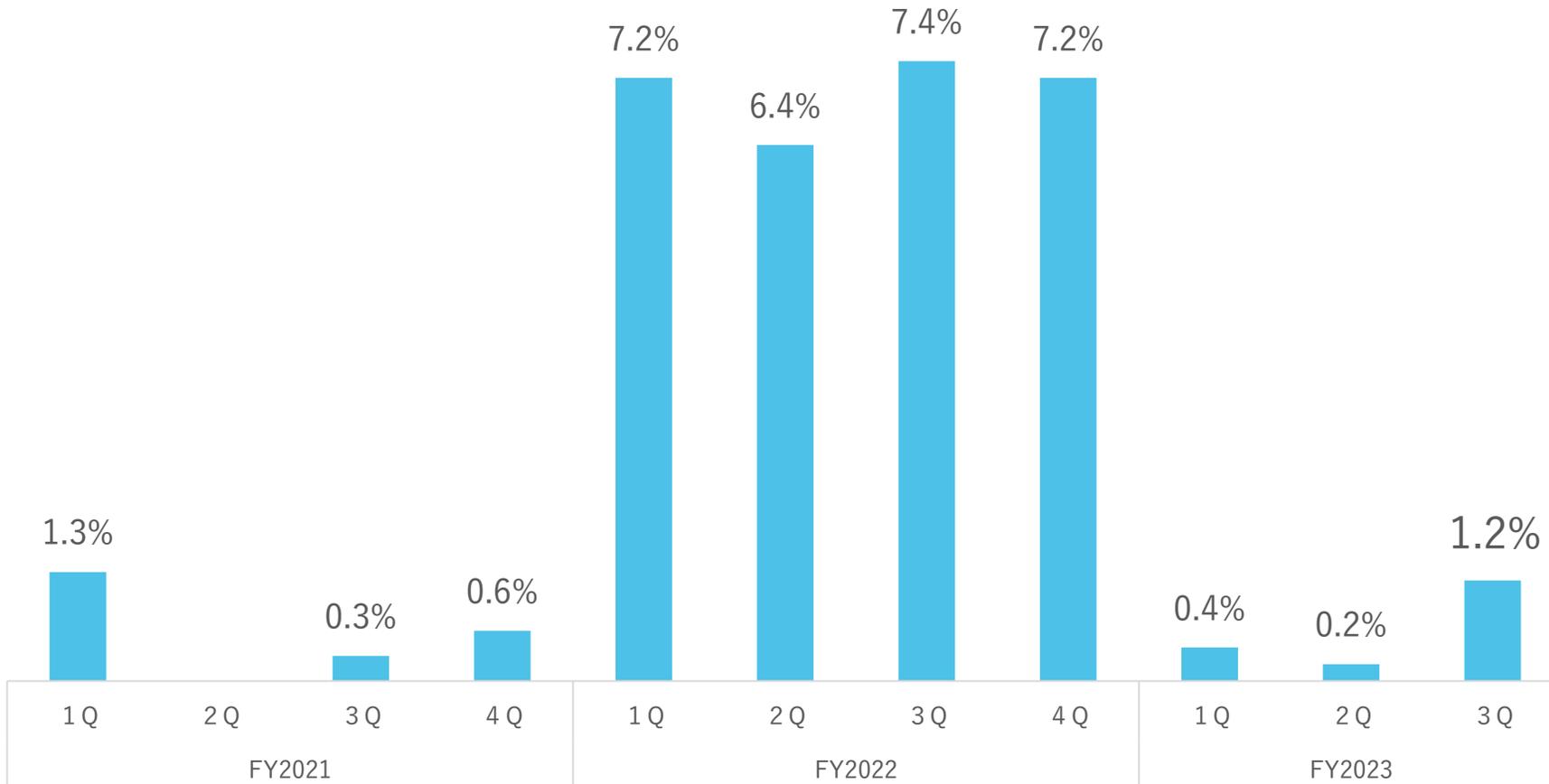
※海外金融事業は決算日が12月末日のため数値は3ヶ月前の値となり、第3四半期は2022年9月30日時点の預かり証拠金残高となっています。

ROE
Shareholder
return



Return on equity-ROE

Return on equity of 3Q of FY2023 is 1.2%



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 **5.0%**

※Dividend yield is calculated at the closing price of “760”yen on 30 Dec. 2022

Dividend policy

Our basic policy is to return profits to shareholders in an appropriate manner in line with performance, while maintaining stable shareholder returns.

We plan to distribute surplus cash dividends twice a year, at the interim and at the end of the year, whichever is higher.

- Consolidated dividend payout ratio 30%
- DOE of 2% annually

Note) Dividends for the FY 2023 are forecast and not guaranteed.

Results and forecast

	FY2021	FY2022	FY2023
Dividends	Half period (yen)	18.0 ※3	18.0
	Year -end (yen)	19.0	24.0
	Total (yen)	37.0	42.0
			19.0 forecast
			38.0 Forecast
Net income	60	808	
Total Dividends	217	246	
Payout ratio	359.6%	30.5%	
ROE	0.6%	7.2%	
DOE	2.0%	2.2%	
Dividend yield ※2	5.2%	4.6%	

※2 : 配当利回りは各年度末日の終値で算出

※3 : 2021年3月期中間はインヴァスト証券株式会社での配当実績



**Our
Mission/Vision**

Mission

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年)

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.

Company 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
Main Subsidiaries	Invast Securities, Invast Financial Services, Invast Capital management
Securities Code	Tokyo Stock Exchanges Standard7338

Disclaimer

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