FINATEXT

HOLDINGS

Second Quarter FY2023 Financial Results

Finatext Holdings Ltd.

November 14, 2023

SUMMARY

Q2 FY2023 Actual

Revenue	Partners (Financial Infrastructure)	Adj. EBITDA[1]	Operating Income
2,086m. yen	18	▲148m. yen	▲184m. yen
YoY +32%	YoY +8	Margin ▲7%	Margin ▲9%

FY2023 Guidance

Revenue	Partners (Financial Infrastructure)	Adj. EBITDA[1]	Operating Income
5,352m. yen	25	127m. yen	21m. yen
YoY +40%	YoY +8	Margin 2.4%	Margin 0.4%

1. Adj. EBITDA = Operating income + Depreciation and amortization + Stock-based compensation expense ± Other adjustments

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OUR BUSINESS

Our Mission

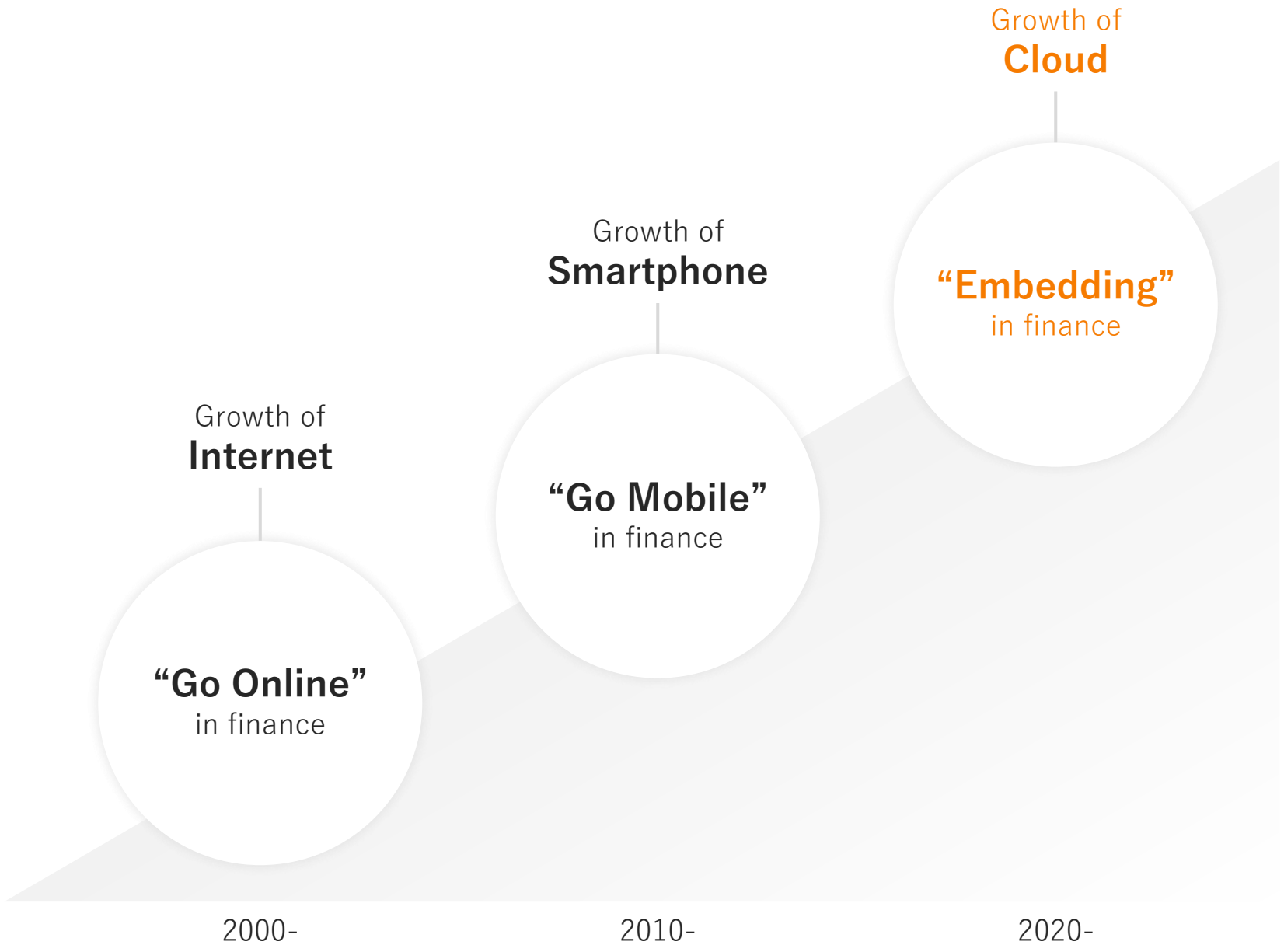
By realizing our mission together with our partners, we aim to provide financial services connected to our daily lives.

Reinvent Finance As a “Service”

Next-gen Cloud Infrastructure

On the rise of cloud technology, we are among the first to develop cloud-based infrastructure.

Possible to provide financial products at a lower cost than conventional systems in a form embedded in various daily services.



Vision

With the next-gen cloud infrastructure, we aim to transform the structure of the financial industry from "vertically integrated" to "horizontally integrated".

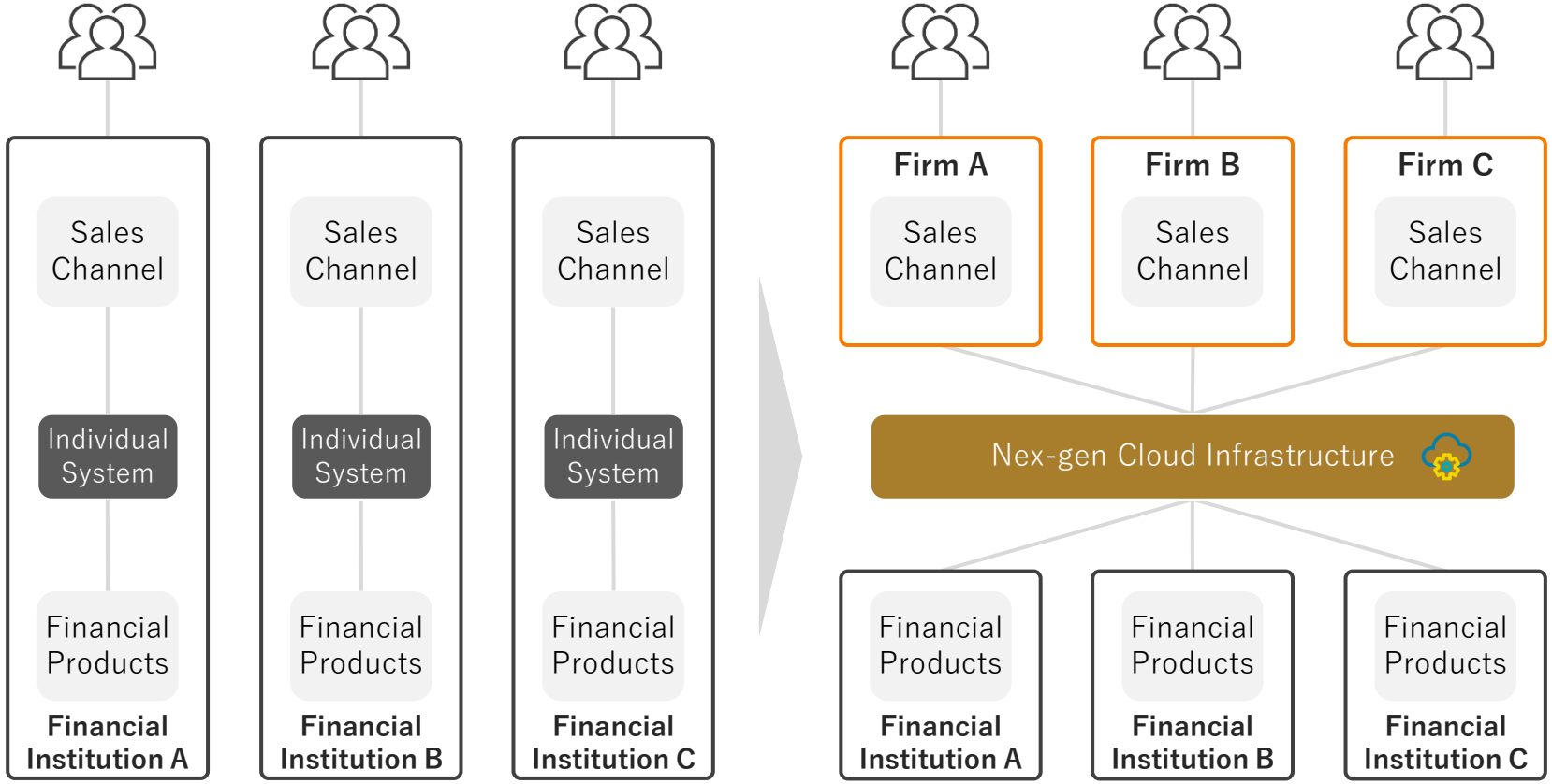
This will enable the convenient use of financial services from companies close to users' lives.

Incumbent Institutions

- Financial institutions work in a vertically integrated manner from origination to sales of financial products

Finatext's Approach

- Separate origination / monitoring from marketing of financial products
- Financial institutions will focus on origination / monitoring of financial products, while companies closer to users' lives will take charge of marketing



Our Business

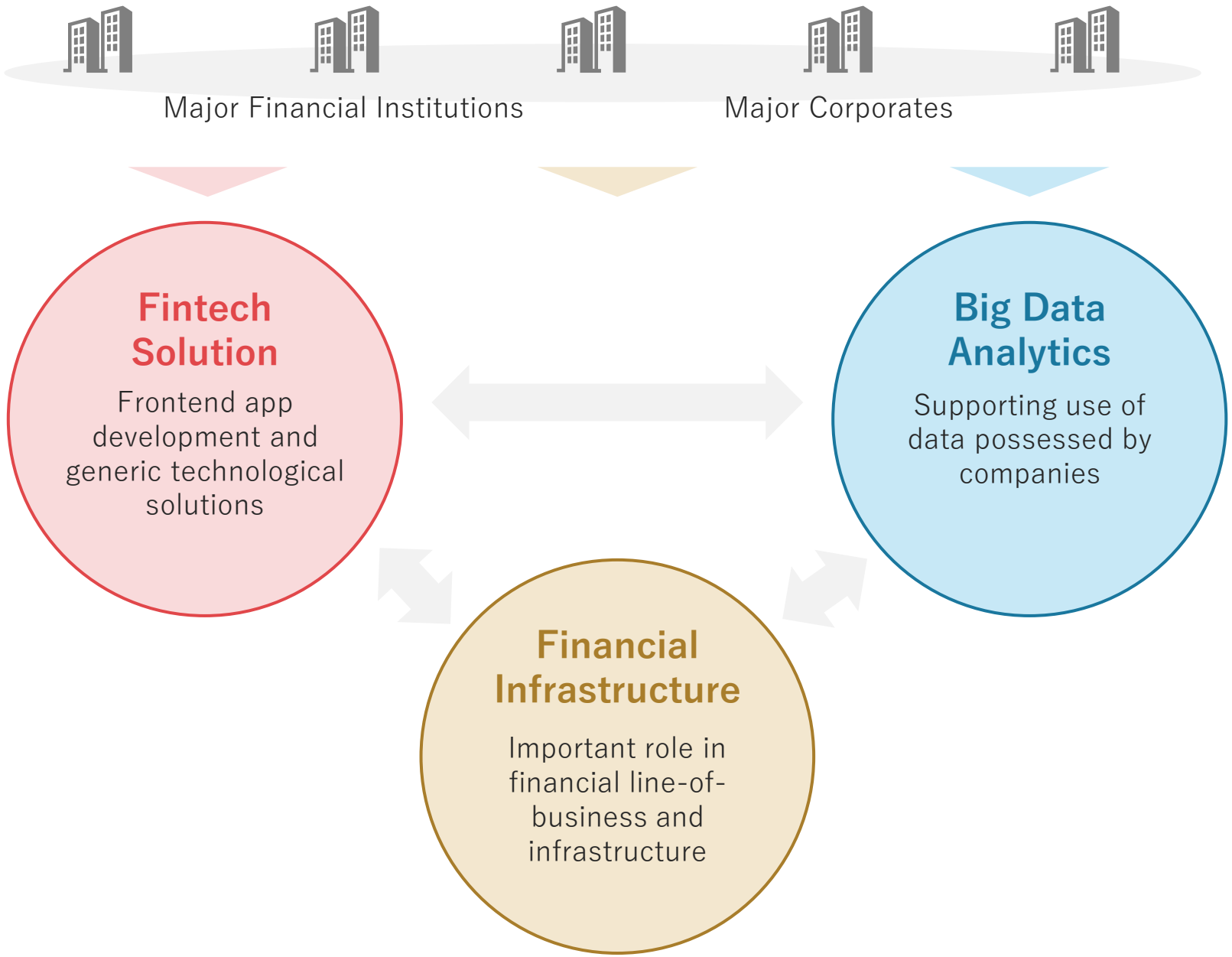
We started business of Fintech Solution in 2014.

After entering into the field of Big Data Analytics in 2016, we started our current core business, Financial Infrastructure, in 2018.

	Overview	Example
Fintech Solution (2014-)	• Develops **front-end applications** and provides **off-the-shelf tech solutions** to financial institutions to accelerate their DX • Beside system development, we also provide service planning and marketing support	**"Money Canvas"** • Support development in MUFG Bank's asset management platform • Provide Finatext's ID integration solution
Big Data Analytics (2016-)	• Provide **alternative data** for institutional investors and governments • Possess knowledge of cleansing and analysis of **POS and credit card data**	**"Alterna Data"** • Provide performance forecasts and price trends of individual tickers 
Financial Infra-structure (2018-)	• Provide **cloud-native, API-based infrastructure** for asset management and insurance businesses	**"BaaS"** • Infrastructure that enables partner companies to provide stock trading services for individual customers Japan Stock US Stock Robo advisory Fractional Shares

Group Collaboration

Since most of our clients are major financial institutions and corporates, we are able to acquire large-scale projects as a group by creating client touchpoint in various aspects from web service planning and development to data analysis.

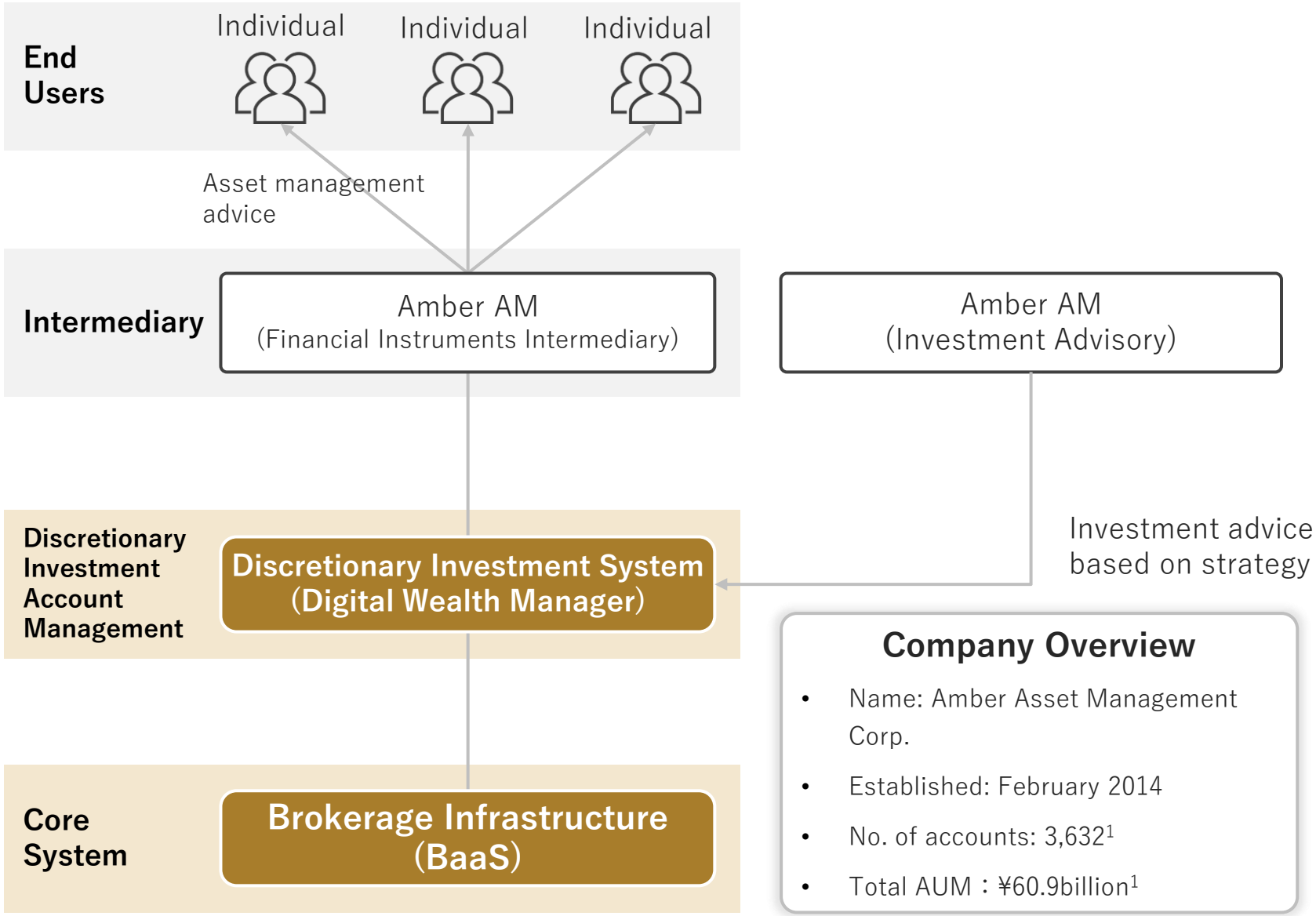


BUSINESS HIGHLIGHT

New Launch

In Nov 2023, Amber AM, an IFA firm, introduced brokerage infrastructure BaaS and launched a discretionary U.S. stock investment service.

Amber AM provides investment advice and financial instruments Intermediary, while we manage accounts and system.



Company Overview

- Name: Amber Asset Management Corp.
- Established: February 2014
- No. of accounts: 3,632[1]
- Total AUM：¥60.9billion[1]

1. As of July 31, 2023

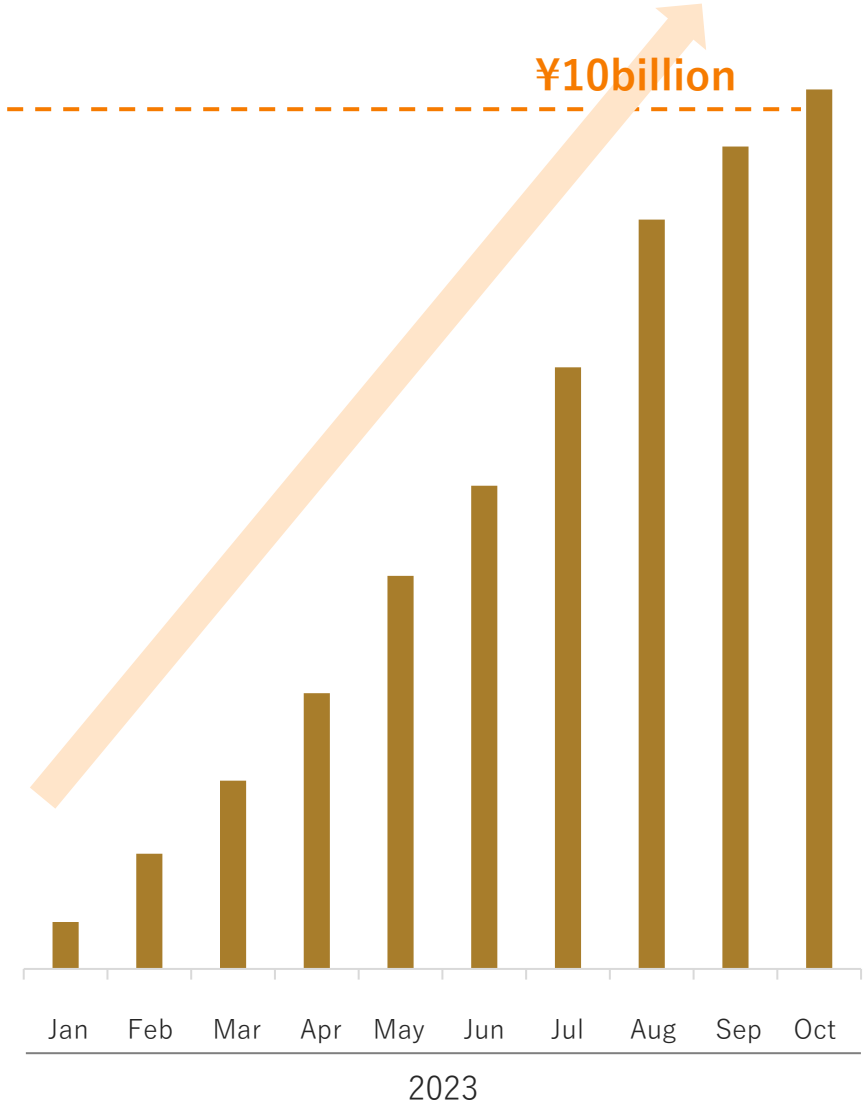
FINANCIAL INFRASTRUCTURE

Growth of Existing Partners

Financial Standard's Smart Manager, which utilizes brokerage infrastructure BaaS, has surpassed ¥10 billion in AUM in c. 9 months since launch.

Aim to expand usage-based revenue by supporting partners' growth.

AUM of Smart Manager



1. As of December 31, 2022

Service Overview



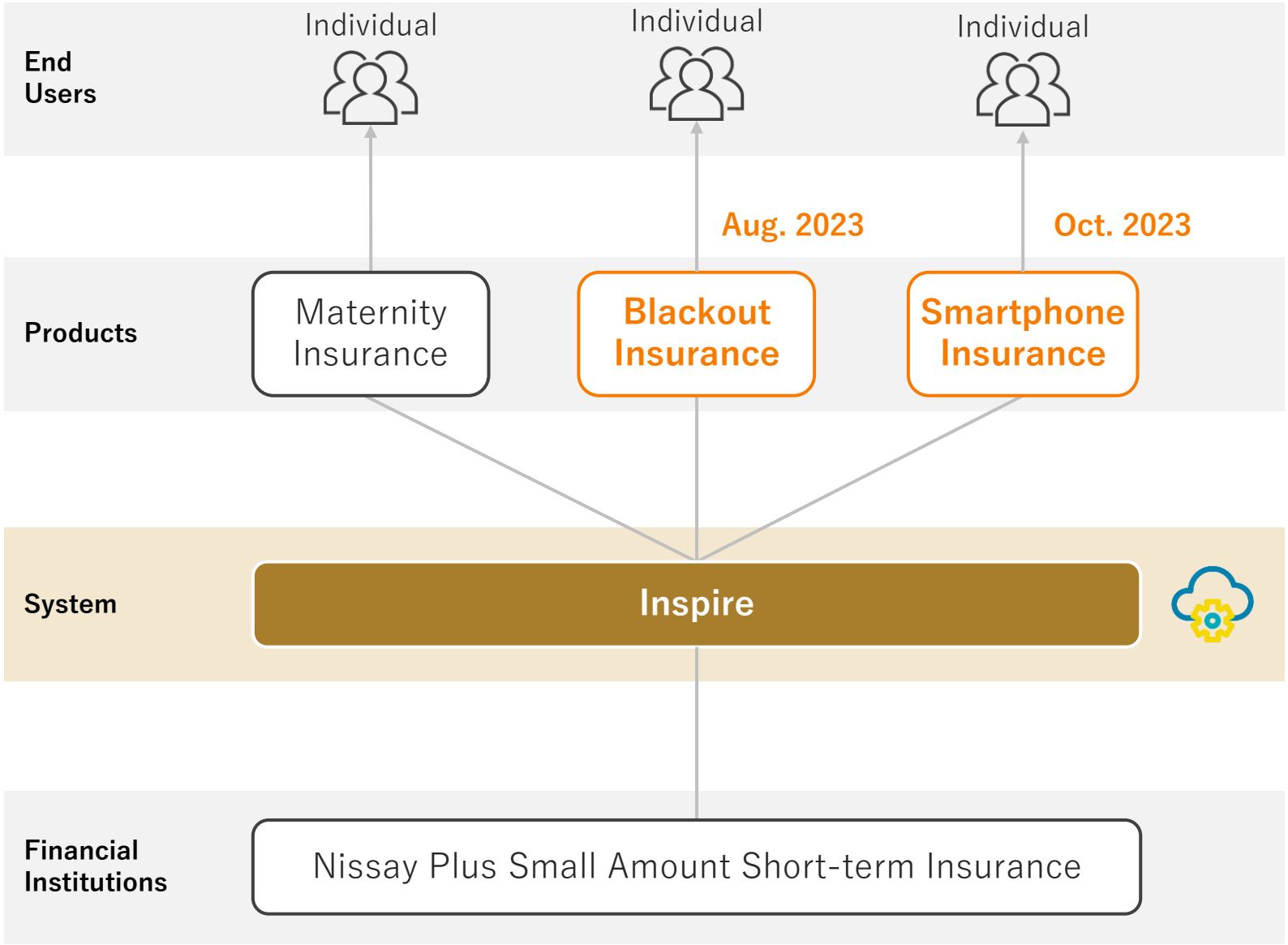
Company Overview

- Name：Financial Standard Corp.
- Established: October 2012
- No. of accounts: 5,800[1]
- Total AUM：¥100billion[1]

Product Expansion of Existing Partners

Nissay Plus SSI utilized insurance infrastructure Inspire to launch Blackout Insurance in Aug. 2023 and Smartphone Insurance in Oct. 2023.

Inspire has high flexibility and scalability, enabling the release of new products in a short period of approximately 2 months.



New Data Partners

Started collaborating with Toshiba Data, which possesses electronic receipt data, and M-Data, which holds a database of TV commercials.

Increase in variety enables more advanced analysis through the combination of different data.

List of Data Partners

	Data Partners	Type of Data	Area of Collaboration
1	Nikkei	POS Data	• Macro Data • Alterna Data
2	True Data	POS Data	• Alterna Data
3	CCC Marketing	Loyalty Card Data	• Alterna Data
4	JCB	Credit Card Data	• Macro Data
5	BCN	Electric Goods POS Data	• Alterna Data
6	KDDI	Location Data	• Alterna Data • Commercial Real Estate
7	Credit Saison	Credit Card Data	• Commercial Real Estate
8	HRog	Job Listing Data	• Alterna Data
9	**Toshiba Data**	**Electronic Receipt Data**	• **Alterna Data**
10	**M-Data**	**TV Commercials Data**	• **Alterna Data**

QUARTERLY RESULTS
FY2023 Q2

Q2 Financial Summary

Consolidated revenue +32% YoY, which keeps attaining high growth.

Operating margin shows **significant improvement from ▲22% to ▲9%** due to revenue growth.

(¥million)	FY2023 Jul-Sep	FY2022 Jul-Sep	YoY	Major Factors
Revenue	2,086	1,575	+32%	• Growth in recurring and usage-based revenue from the rise in Financial Infrastructure partners along with one-off revenue from Fintech Solution business drove the overall growth
COGS	928	797	+16%	• Rise in labor and outsourcing expenses due to new projects
COGS Ratio	44%	51%	-	
Gross Profit	1,158	778	+49%	
SG&A	1,342	1,117	+20%	• Rise in labor and outsourcing expenses due to business expansion • One-off office expansion related expenses (¥22m)
SG&A Ratio	64%	71%	-	
Operating Income	▲ 184	▲ 339	-	
Operating Margin	▲ 9%	▲ 22%	-	
Ordinary Income	▲ 181	▲ 337	-	
Net Income Attributable to Owners of Parent	▲ 311	▲ 346	-	

Trust-type SO Related Losses

In this quarter, a special loss of ¥89 million was recorded as a trust-type stock option related loss.

However, we decided **not to change the earnings guidance**, since we will take measures including cutting costs.

Back-ground	• In the “Taxation on Stock Options (Q&A)” published by the National Tax Agency on May 30, 2023, it was expressed that trust-type stock options would be deemed as a substantial salary from the company once exercised. • The company is required to pay withholding income tax and claim the corresponding tax amount from the person exercising the rights.

Exercise of Option

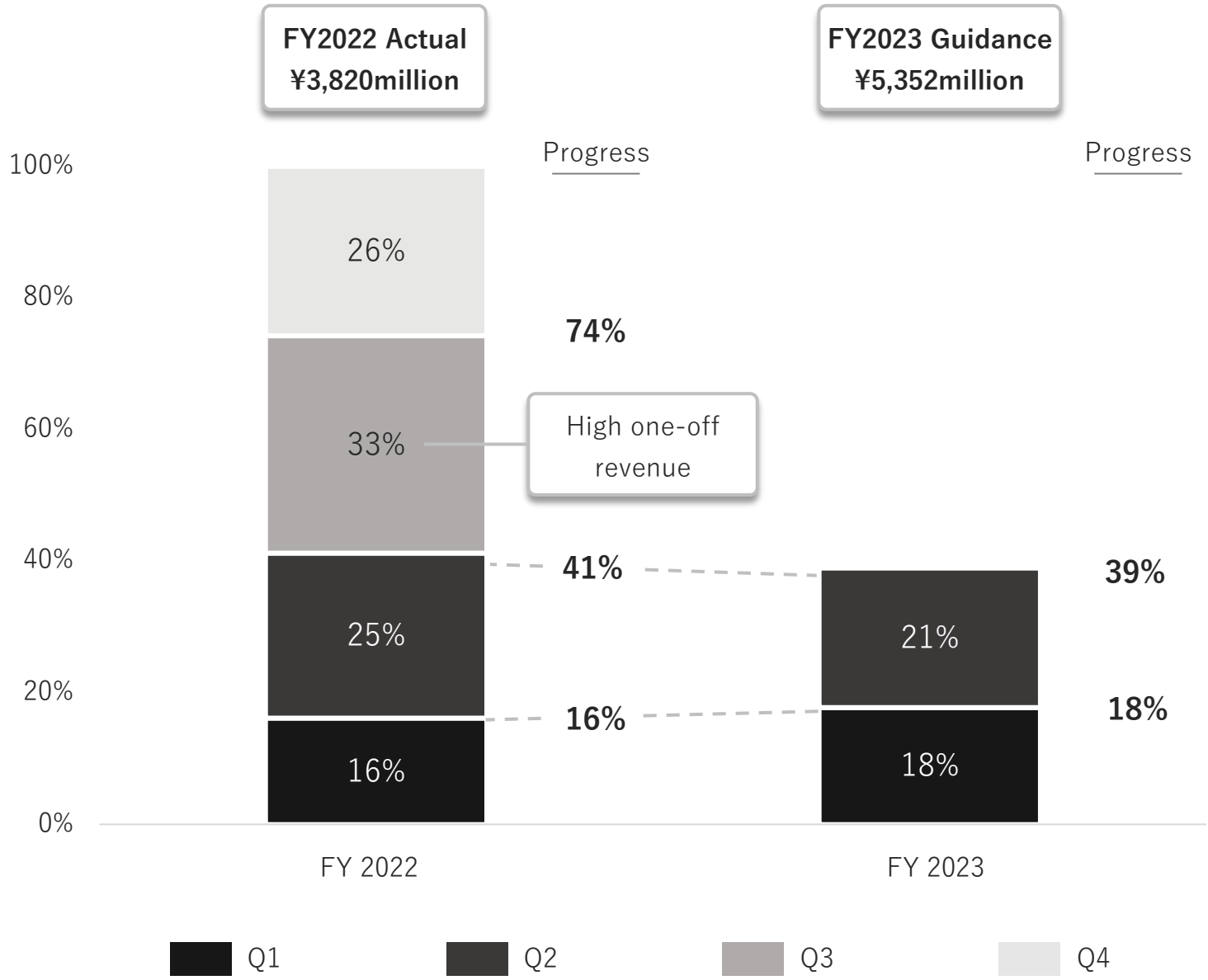
	<Batch 1>	<Batch 2>
• Vesting Date：	June 2022	June 2024
• No. of Shares Issued：	859,500 shares	859,500 shares
• No. of Shares Granted：	796,400 shares	TBD
• No. of Shares Exercised：	391,100 shares	TBD
• No. of Shares Unexercised：	405,300 shares	TBD

Major Actions	• Payment of withholding income tax for exercised trust-type SO has been completed. • Partial waiver of claims rights for current employees. • As for batch 1, we recorded the losses as follows: (i) the waiver of claims rights related to withholding income tax for the exercised SO; and (ii) allowance for the unexercised SO. • As for batch 2, since other alternatives are under consideration, no allowance or other actions are taken at the moment.
Impact on Finance	• In this quarter, a special loss of ¥89 million was recorded. • However, **we decided not to change the earnings guidance**, since we will take measures including cutting costs. • Moreover, this loss is temporary and does not affect our essential business growth.

Revenue Progress

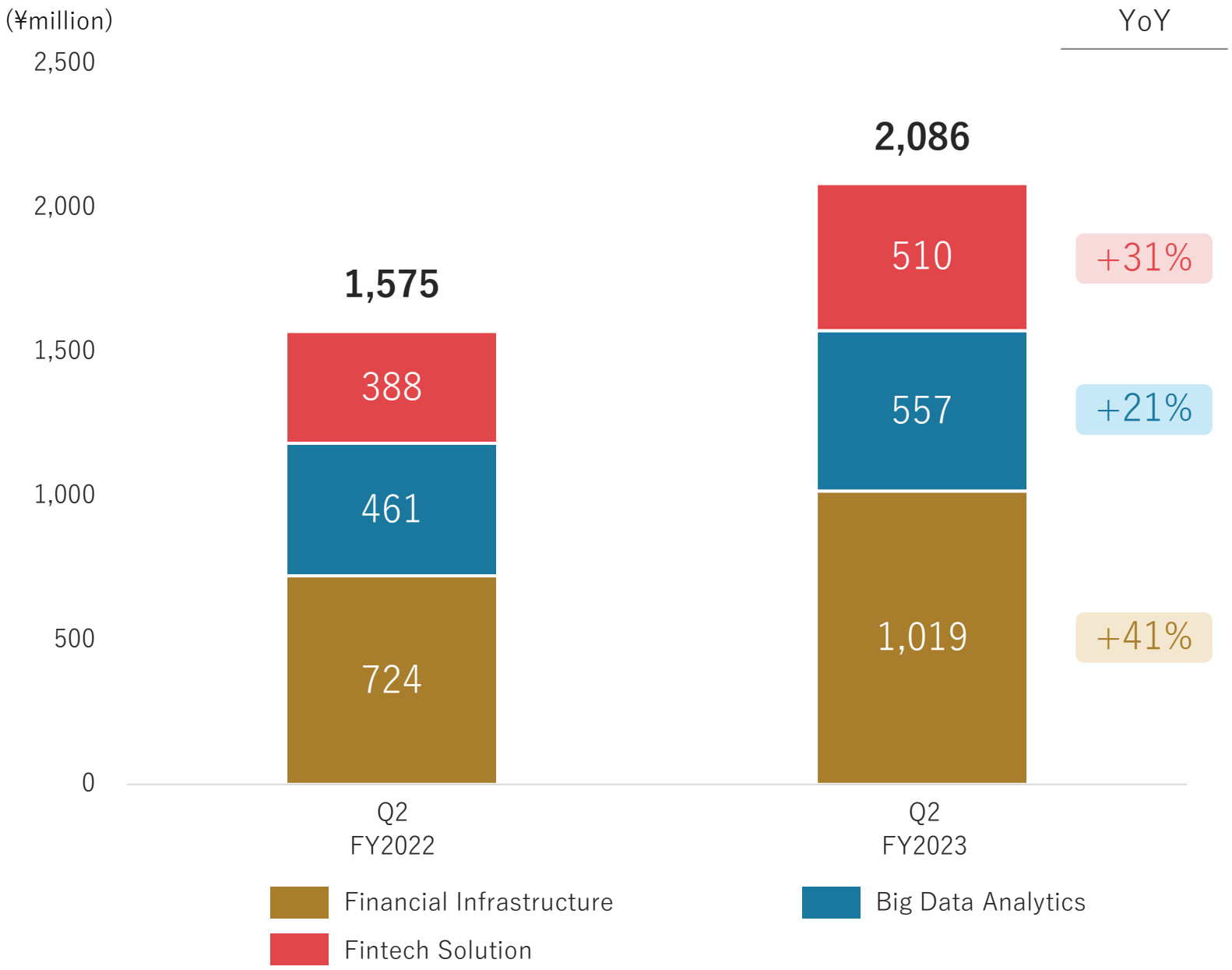
Although the progress rate against the annual plan remains at 39%, it is moving at a similar level to the same period last year.

Since revenue tend to happen in the second half of the year, it is going as planned.

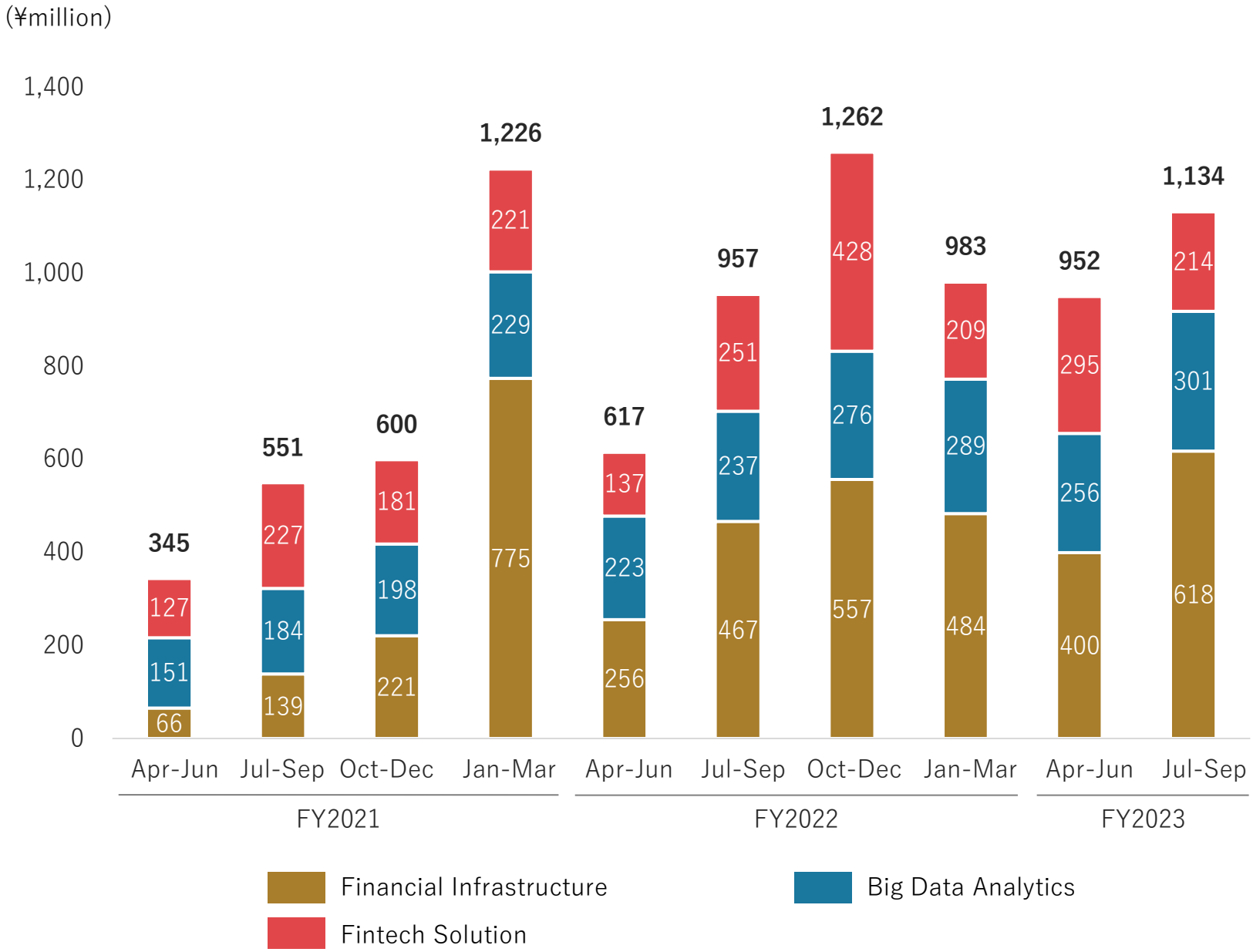


Revenue by Segment

Financial Infrastructure and Fintech Solution drove revenue growth with **over +30% YoY increase** for both segments.

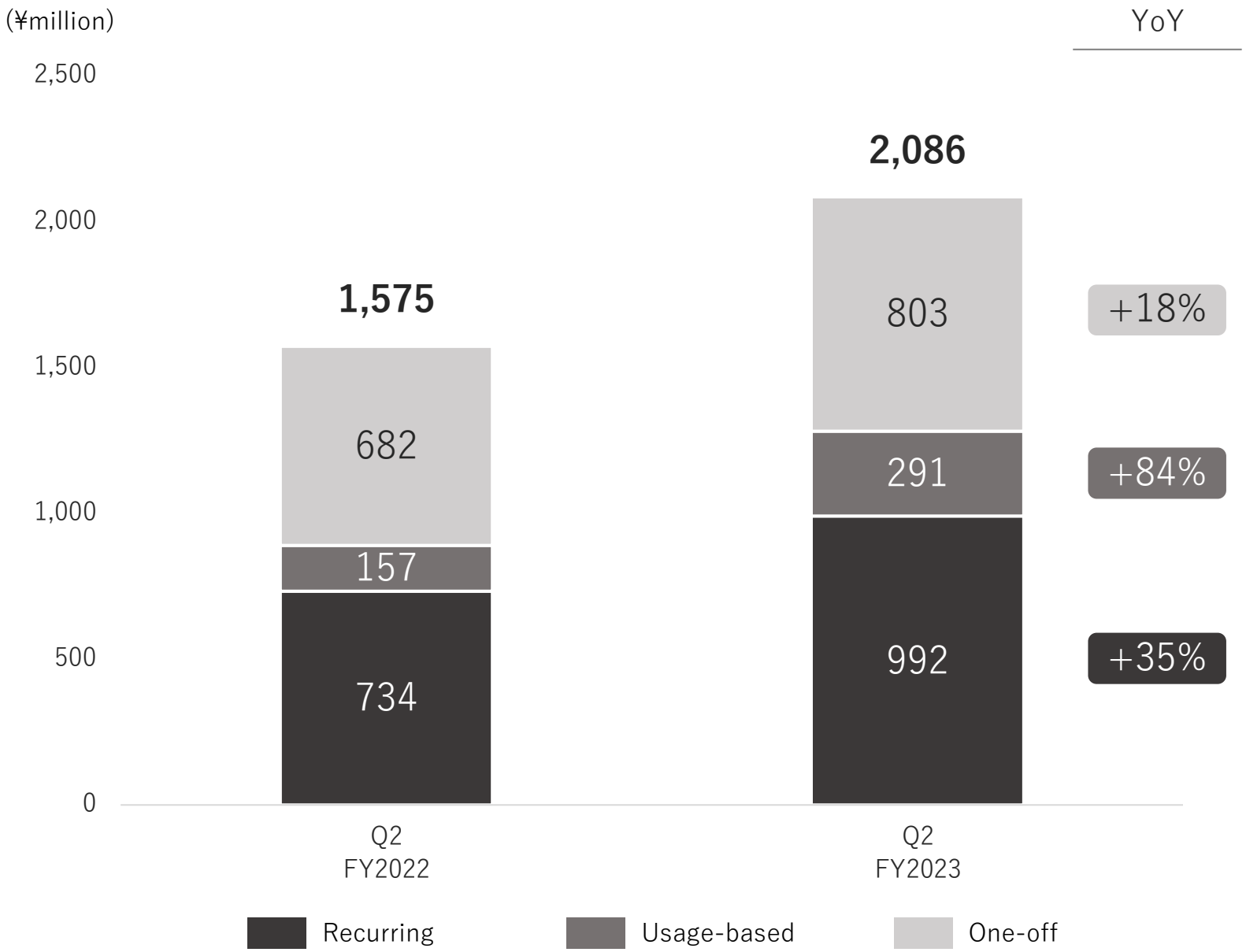


Revenue by Segment

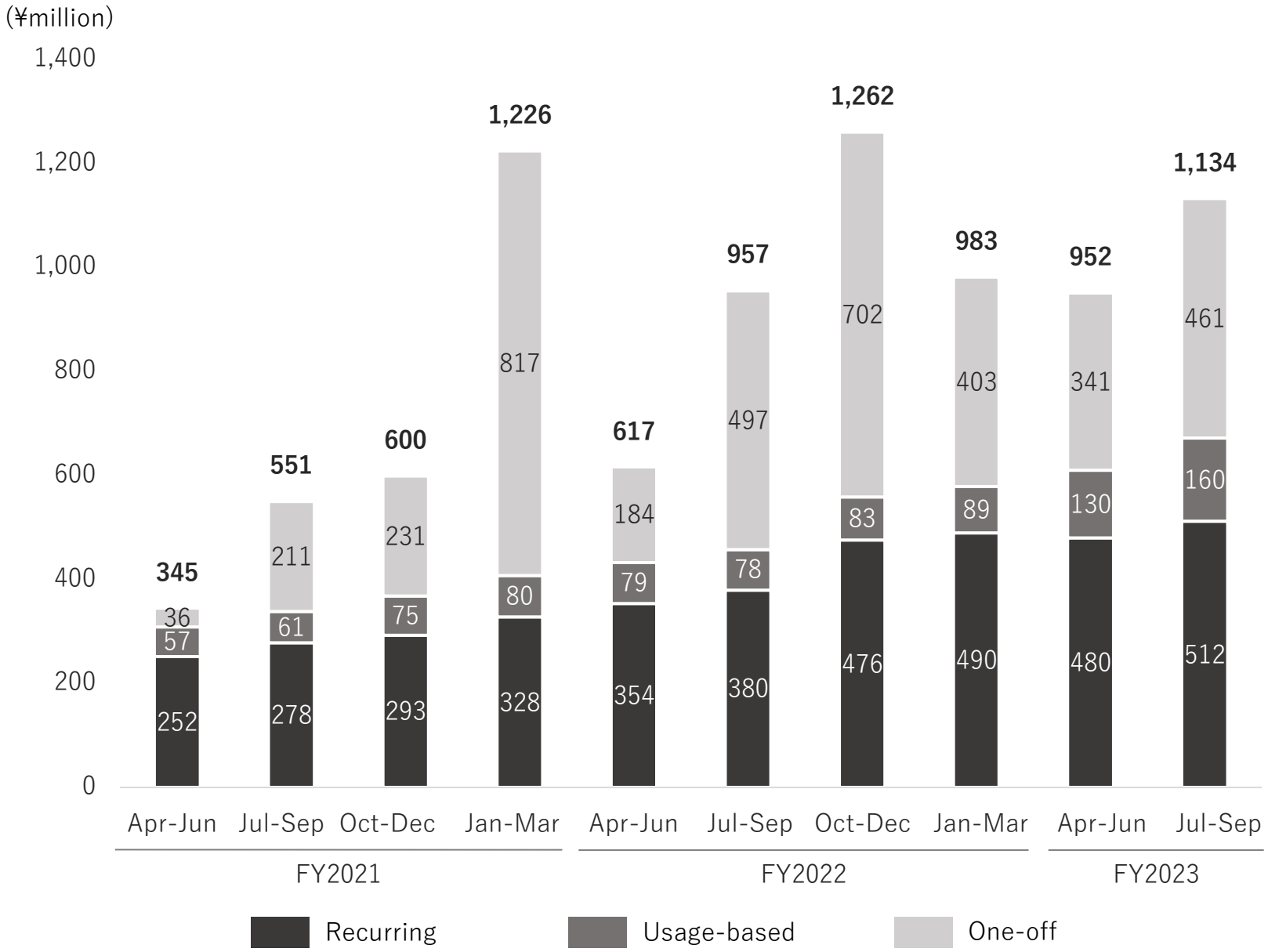


Revenue by Type

Due to the increased number of Financial Infrastructure partners and growth in AUM, **recurring revenue +35% YoY** and **usage-based revenue experienced a significant increase of +84% YoY**.



Revenue by Type



(For Reference) Revenue Type

One-off revenue received at the time of system implementation, and recurring revenue and usage-based revenue received subsequently.

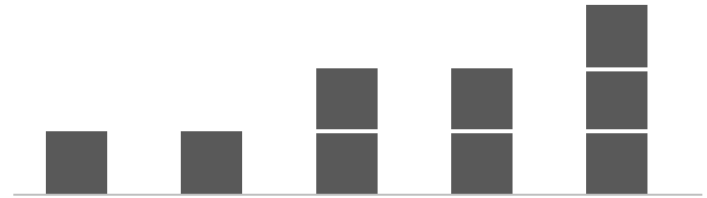
1 One-off

- One-off revenue received from partners at service implementation and additional development



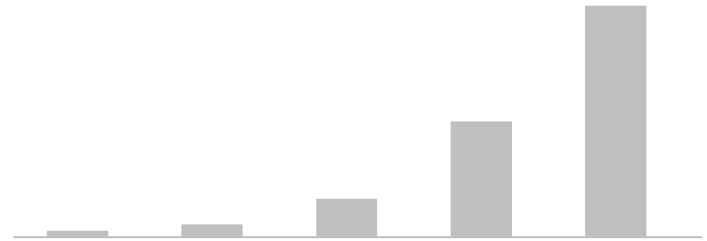
2 Recurring

- Recurring revenue received monthly from existing partners for operations



3 Usage-based

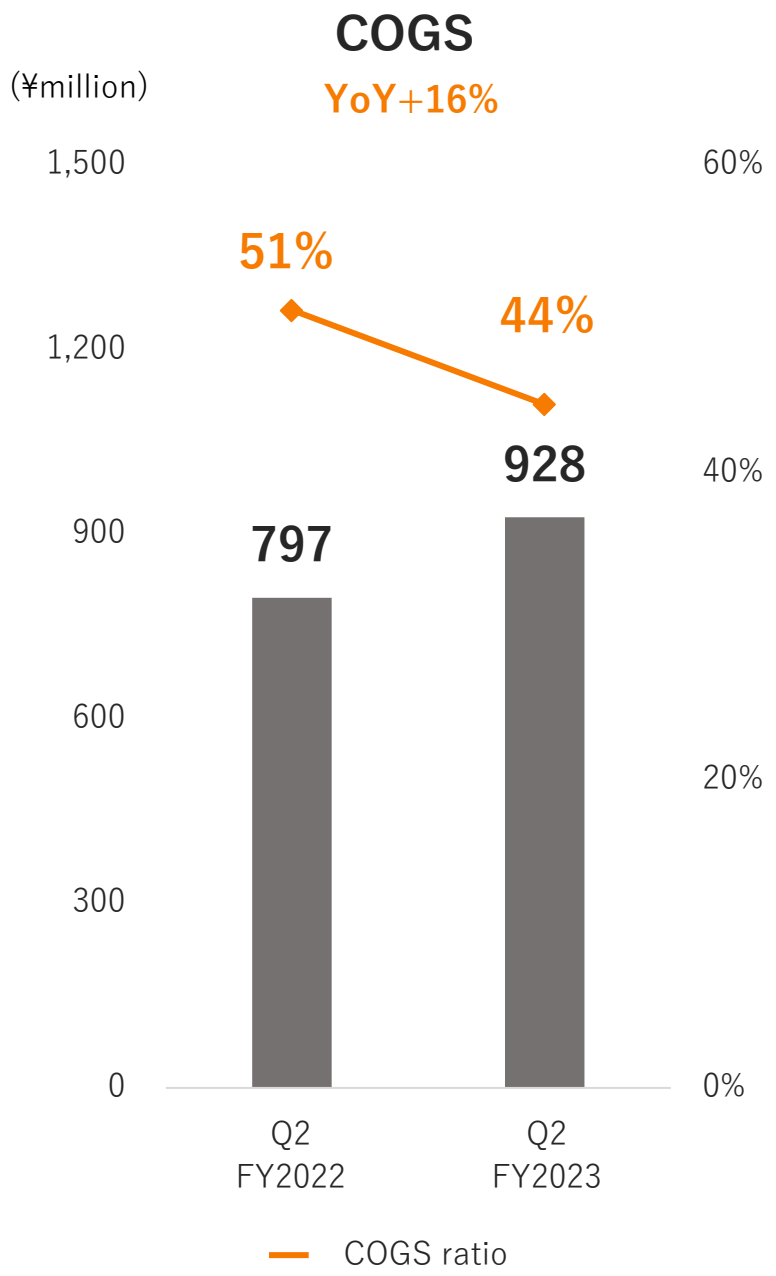
- Usage-based revenue according to AUM and insurance premium income

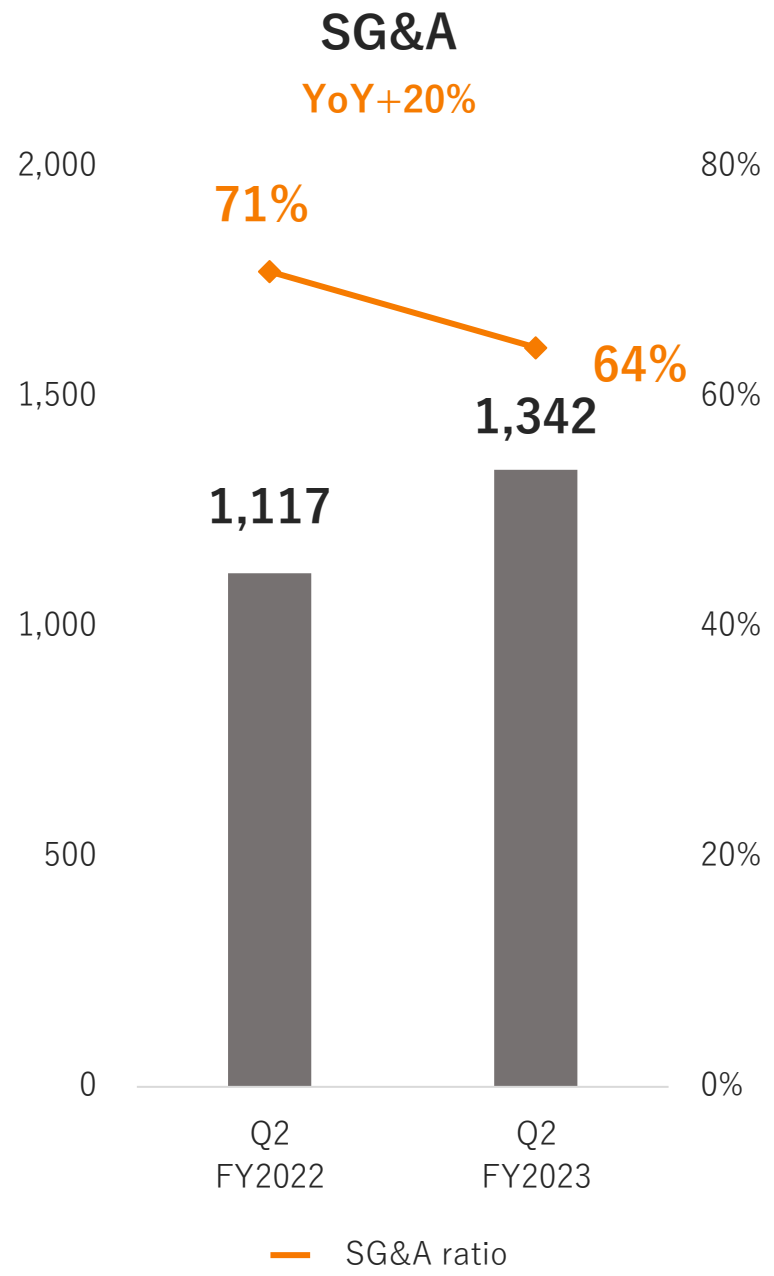


COGS and SG&A

COGS increased by only +16% YoY, reducing COGS ratio to 44%.

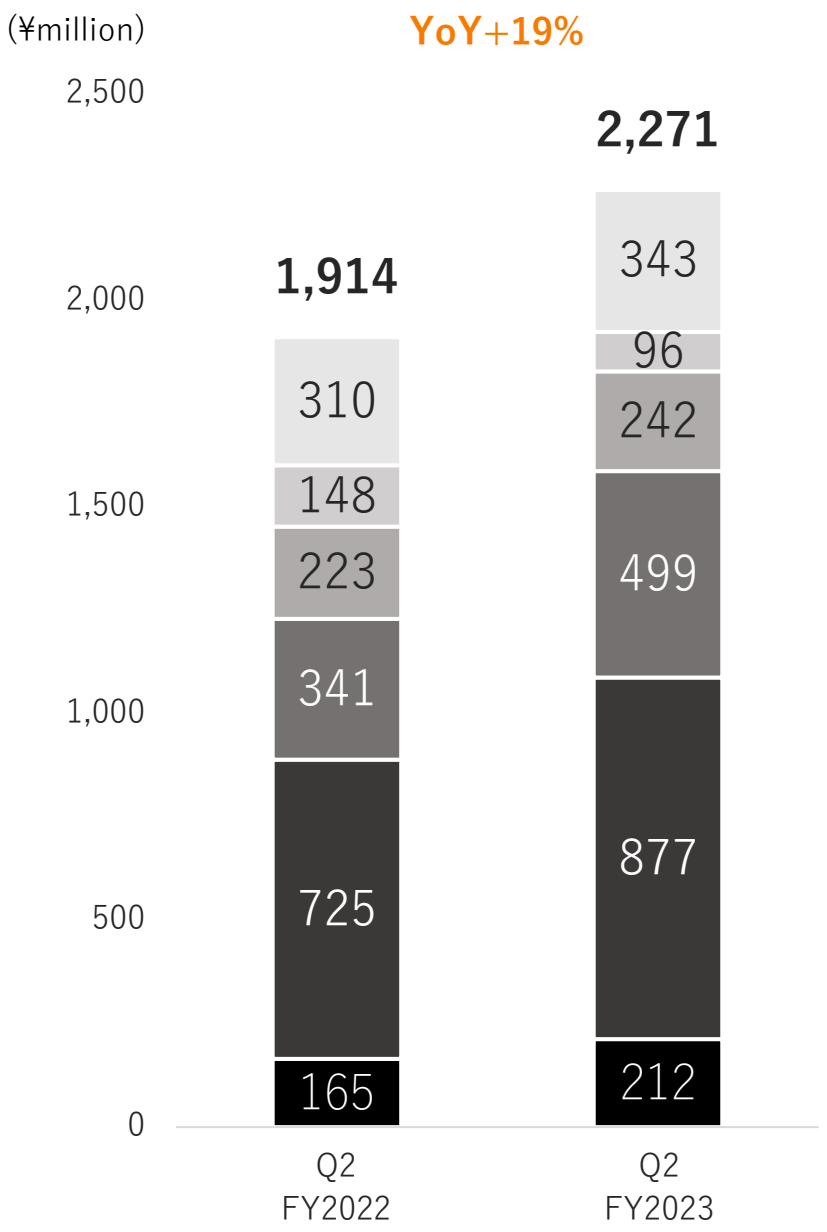
SG&A expenses also remained at rise of +20% due to solid cost control, which led to a decrease in SG&A ratio to 64%.





Cost Breakdown

Although expenses are increasing due to the business expansion, **overall expenses remained at +19% YoY compared to +32% YoY increase in revenue.**



Others (YoY+11%)

- Financial-related expenses have increased due to the growth in the number of active services, and costs related to office expansion (¥22m) resulted in a YoY increase.

Advertising Expenses (YoY ▲35%)

- Decrease due to reduced advertising and promotion for our own services

Communication Expenses (YoY+8%)

- Despite expansion of operating services in scale, YoY increase rate remained at 8%, thanks to cost-cutting measures

Outsourcing Expenses (YoY+46%)

- Mainly due to increase in development projects

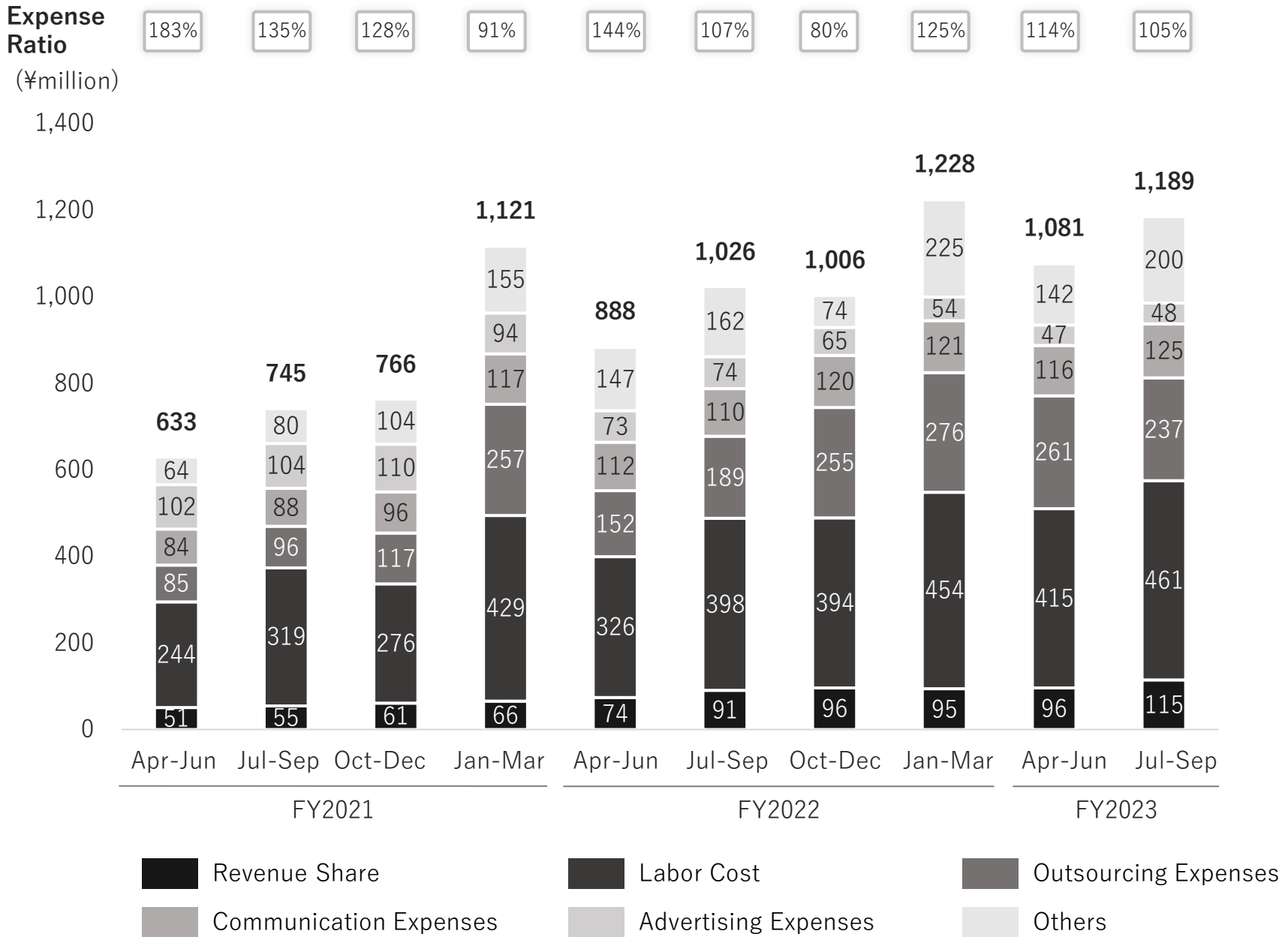
Labor Cost (YoY+21%)

- Increased due to team expansion

Revenue Share (YoY+29%)

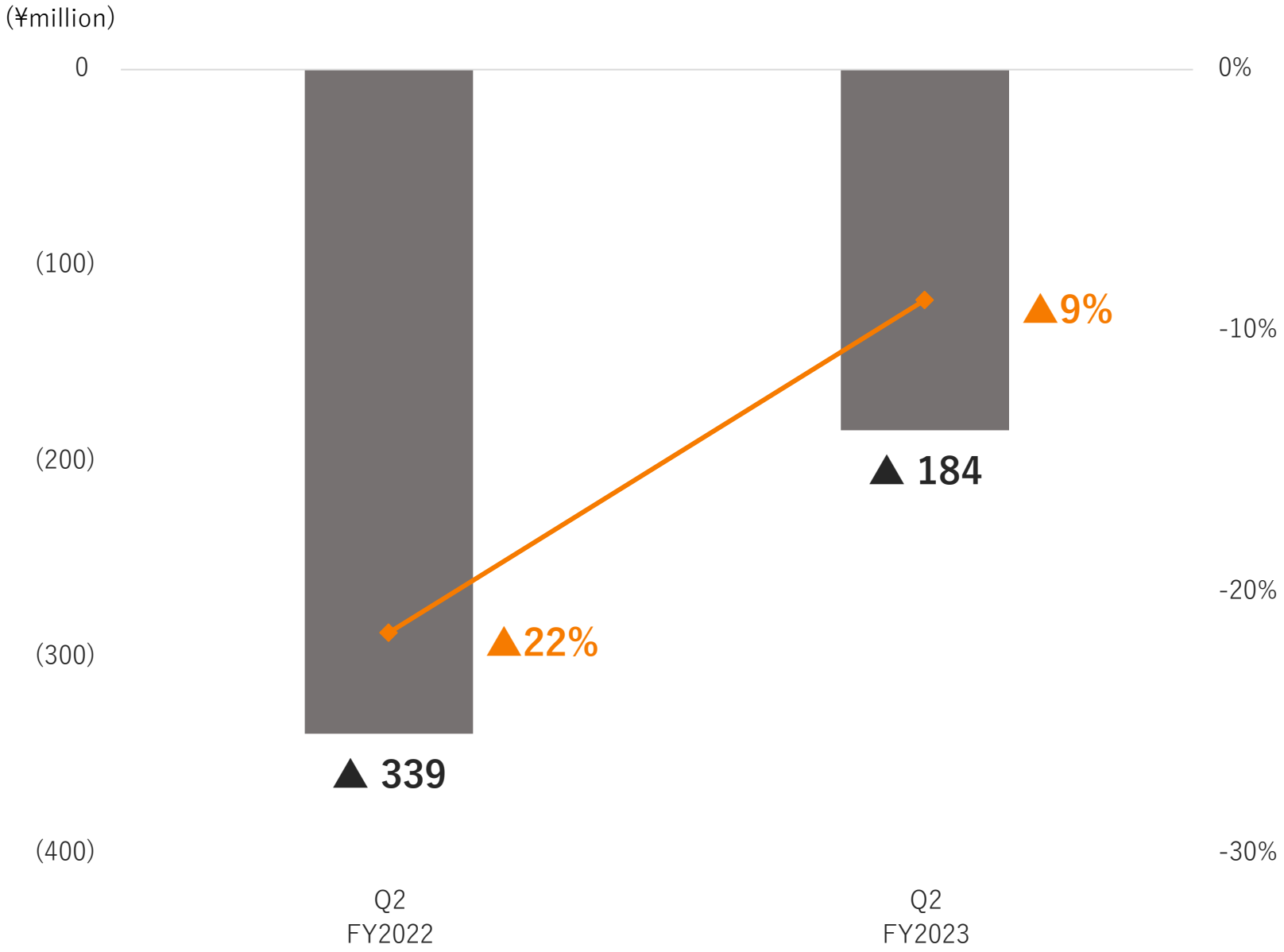
- Increased mainly due to respective growth of data license business

Cost Breakdown

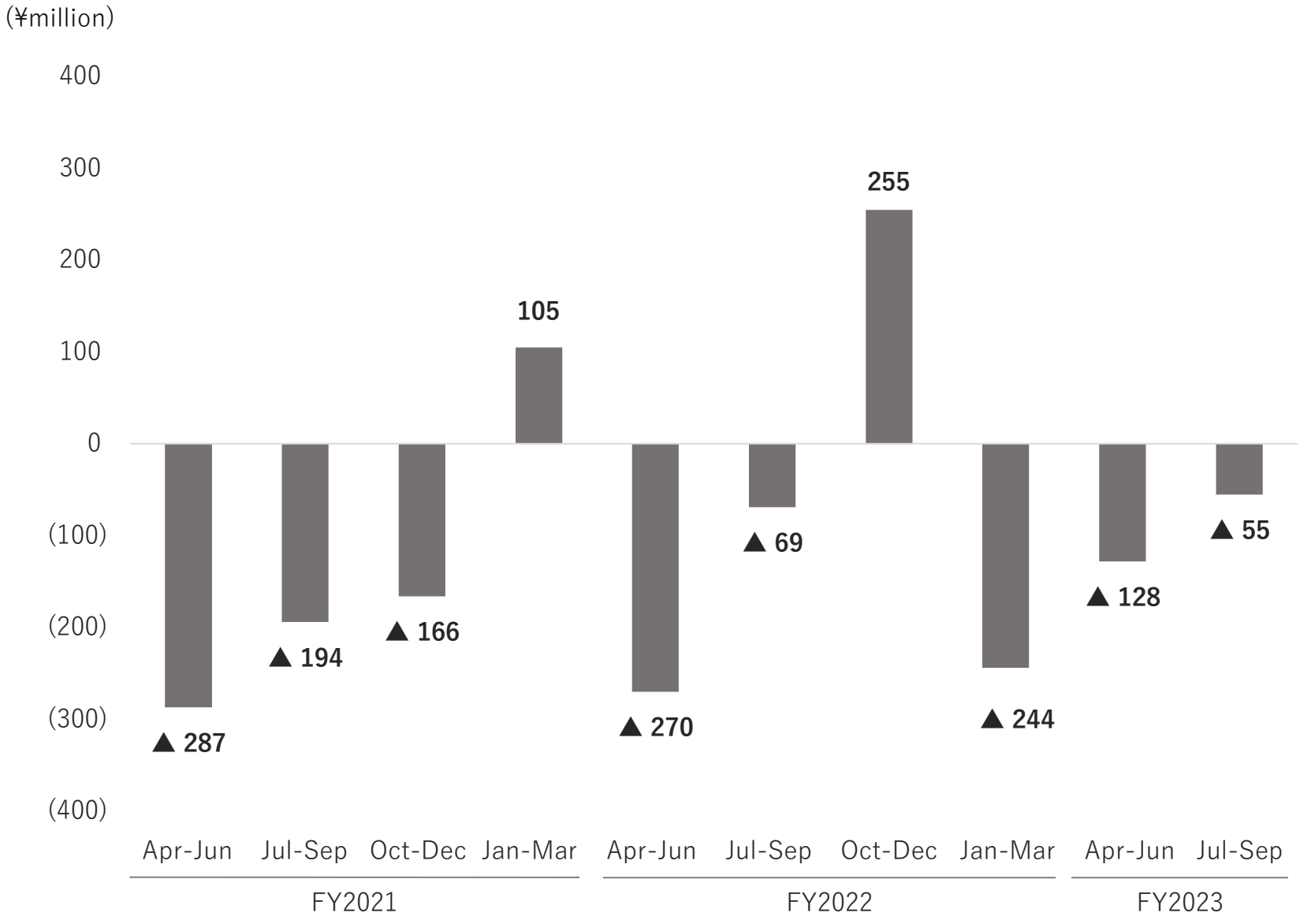


Operating Margin

Due to an increased in revenue and a significant decline in SG&A ratio, **operating margin improved from ▲22% to ▲9%.**



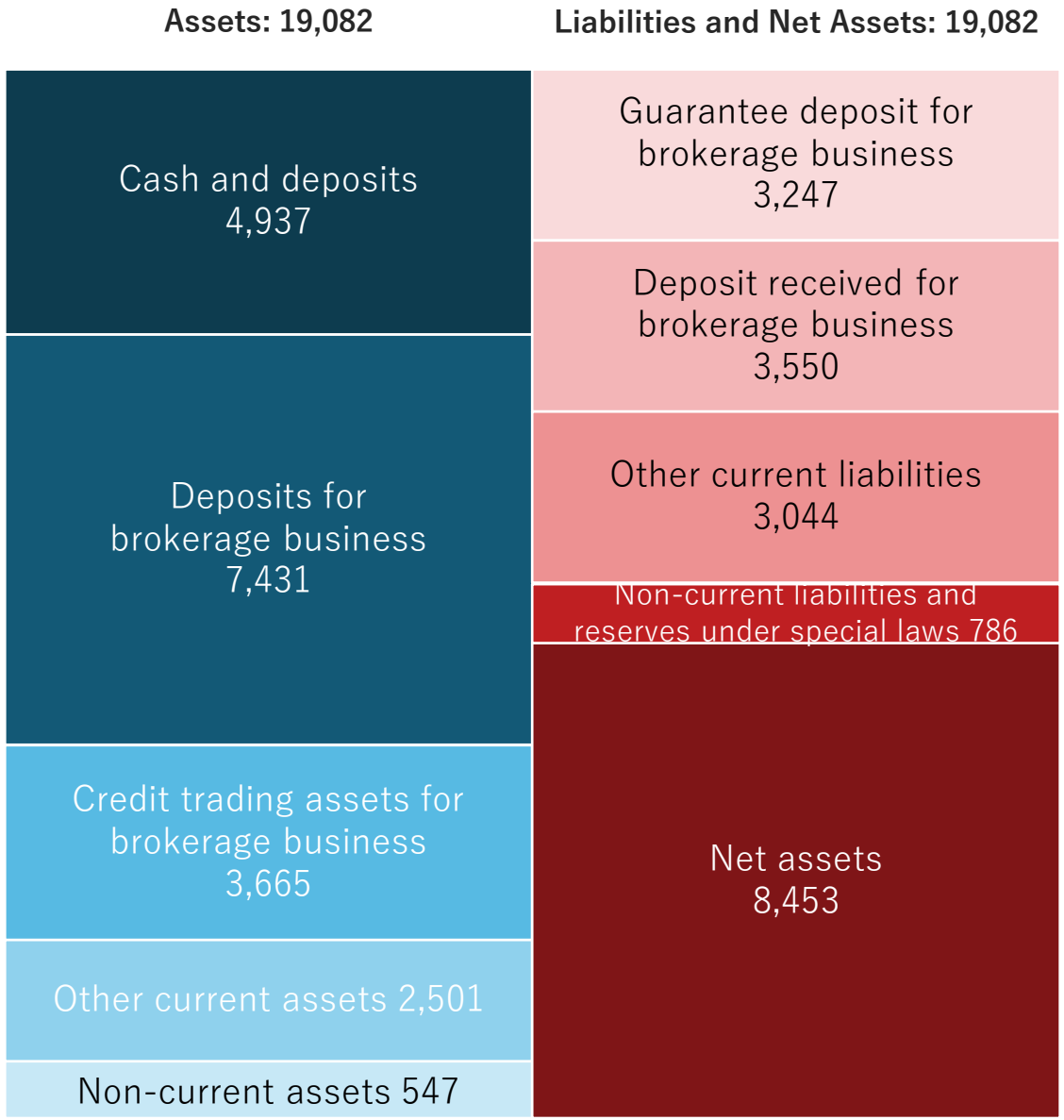
Operating Income



Balance Sheet

Strong financial base with about ¥4.9 billion in cash and deposits as of the end of September 2023.

(¥million)

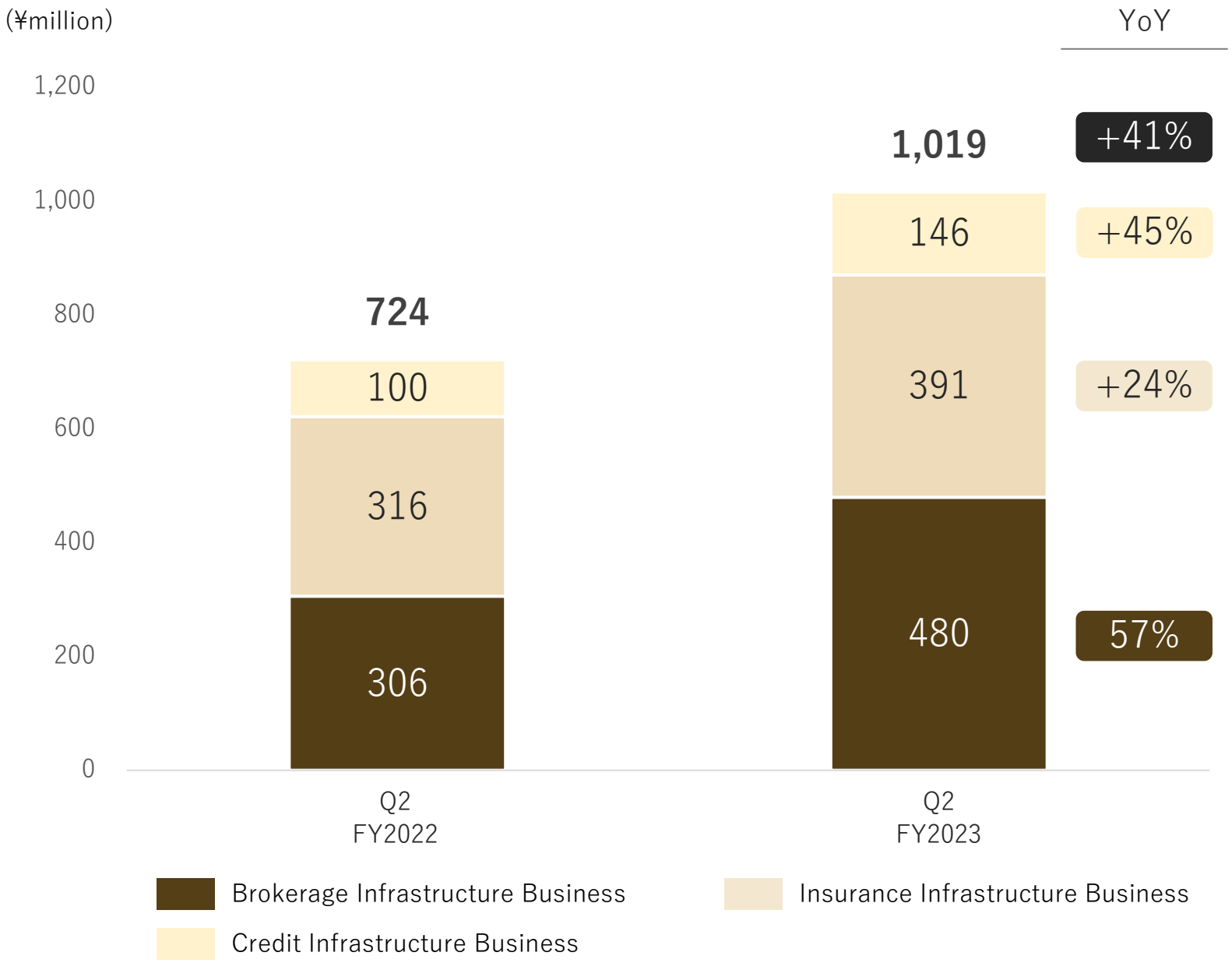


QUARTERLY RESULTS BY SEGMENT FY2023 Q2

FINANCIAL INFRASTRUCTURE

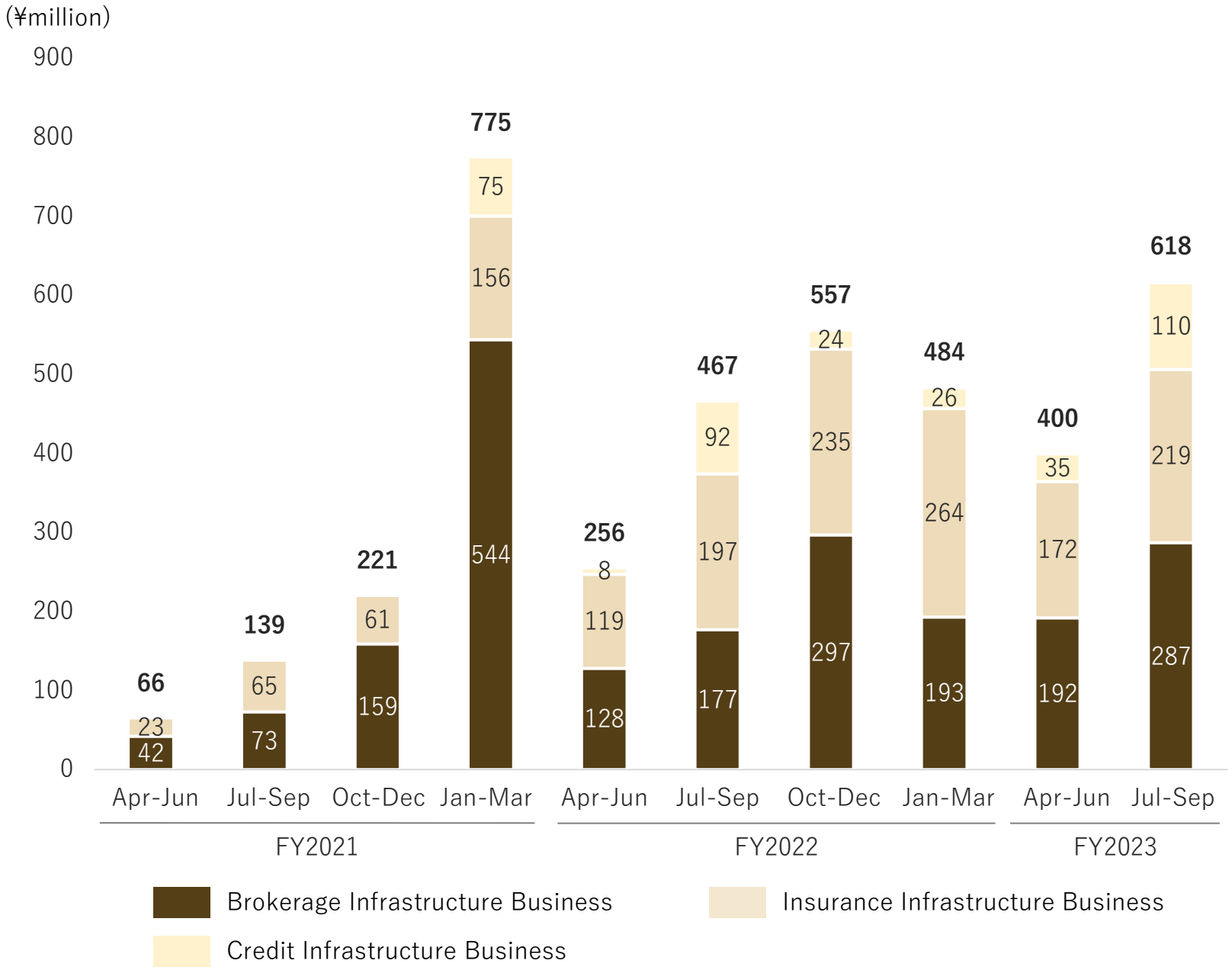
Revenue by Business

All businesses experienced growth, and **revenue was recorded at ¥1,019 million, a +41% YoY increase**.



FINANCIAL INFRASTRUCTURE

Revenue by Business

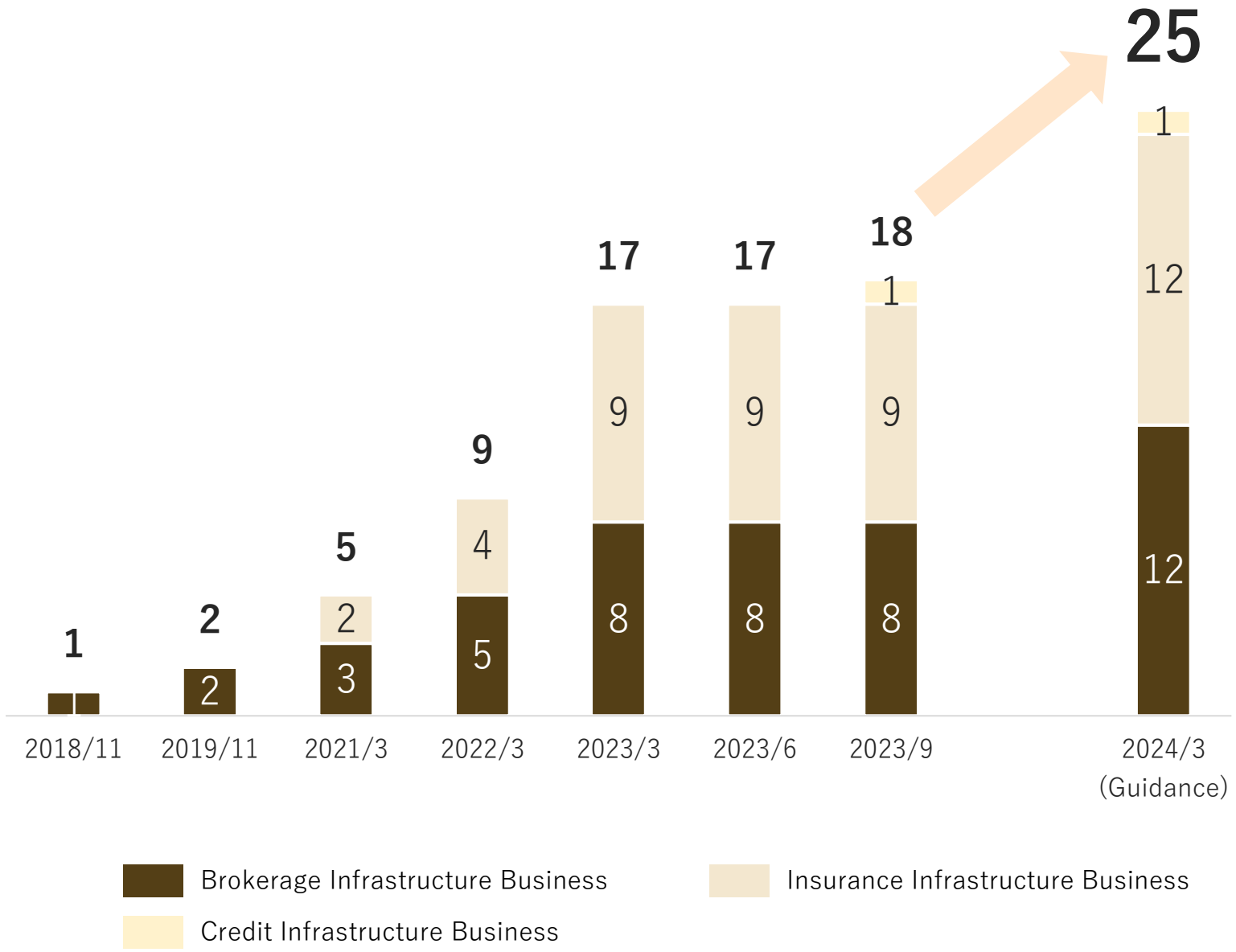


FINANCIAL INFRASTRUCTURE

Number of Partners

Credit infrastructure Crest has started operations, and PoC with Lawson Bank was launched.

Regarding insurance business, we focused on projects with existing partners, while the number of new partners is expected to be lower than the initially planned 3 due to rescheduling.

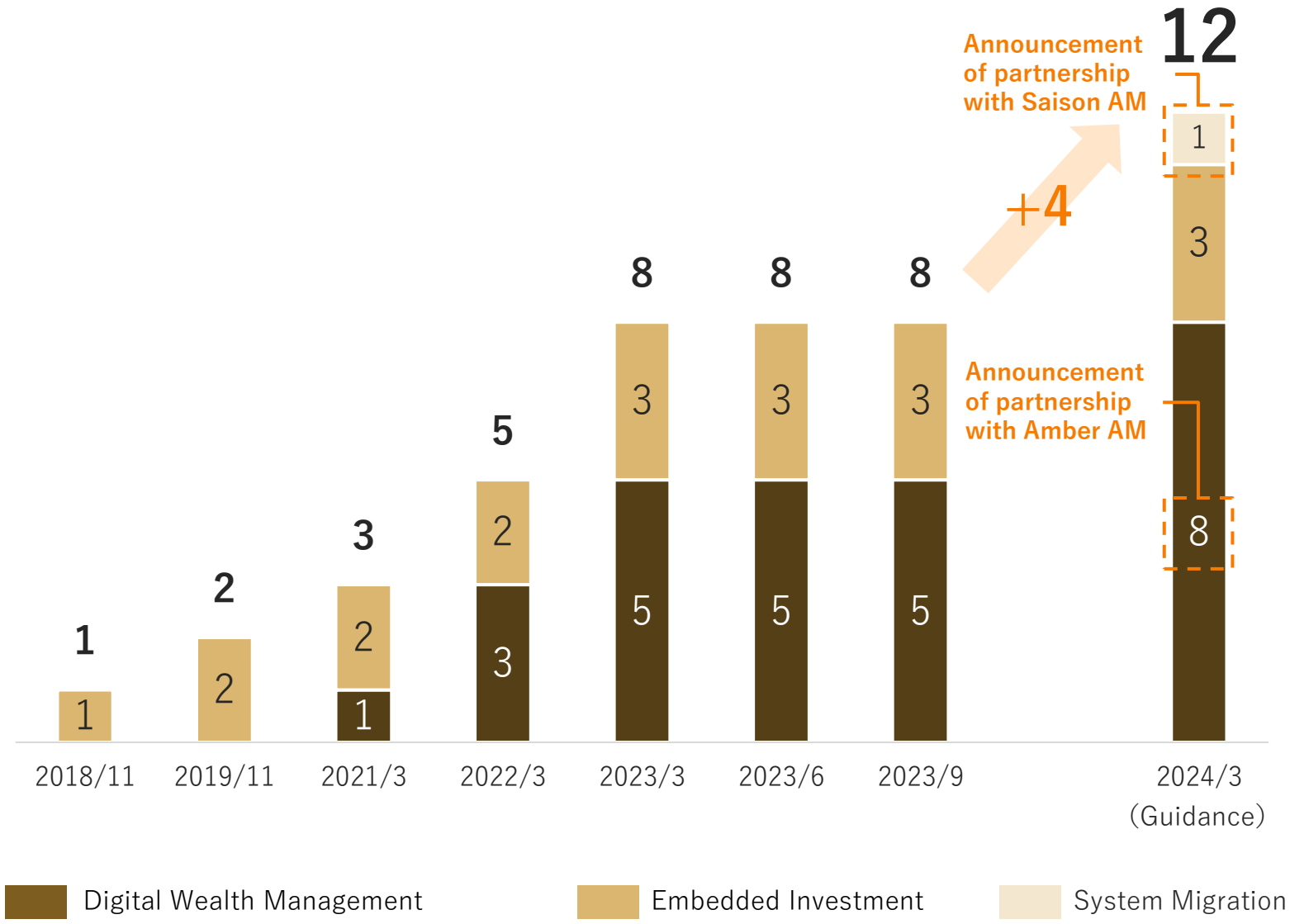


FINATEXT HOLDINGS

Focus Areas for Brokerage

Aim to achieve 4 new releases by 1) continuous growth with Digital Wealth Management, and 2) acquiring system migration projects from existing financial institutions.

Announced partnerships with Saison AM in Jul. 2023 and Amber AM in Nov. 2023, which are 2 of the 4 releases scheduled for this fiscal year.



1. Including subsidiary Smartplus which provides STREAM via BaaS

Adapting to New NISA

Implemented measures to adapt to the New NISA system, starting in Jan. 2024.

Developed "Smart NISA" with Nissay AM for personal fund wrap service Goal Navi, making it easier for users to take advantage of the New NISA system.

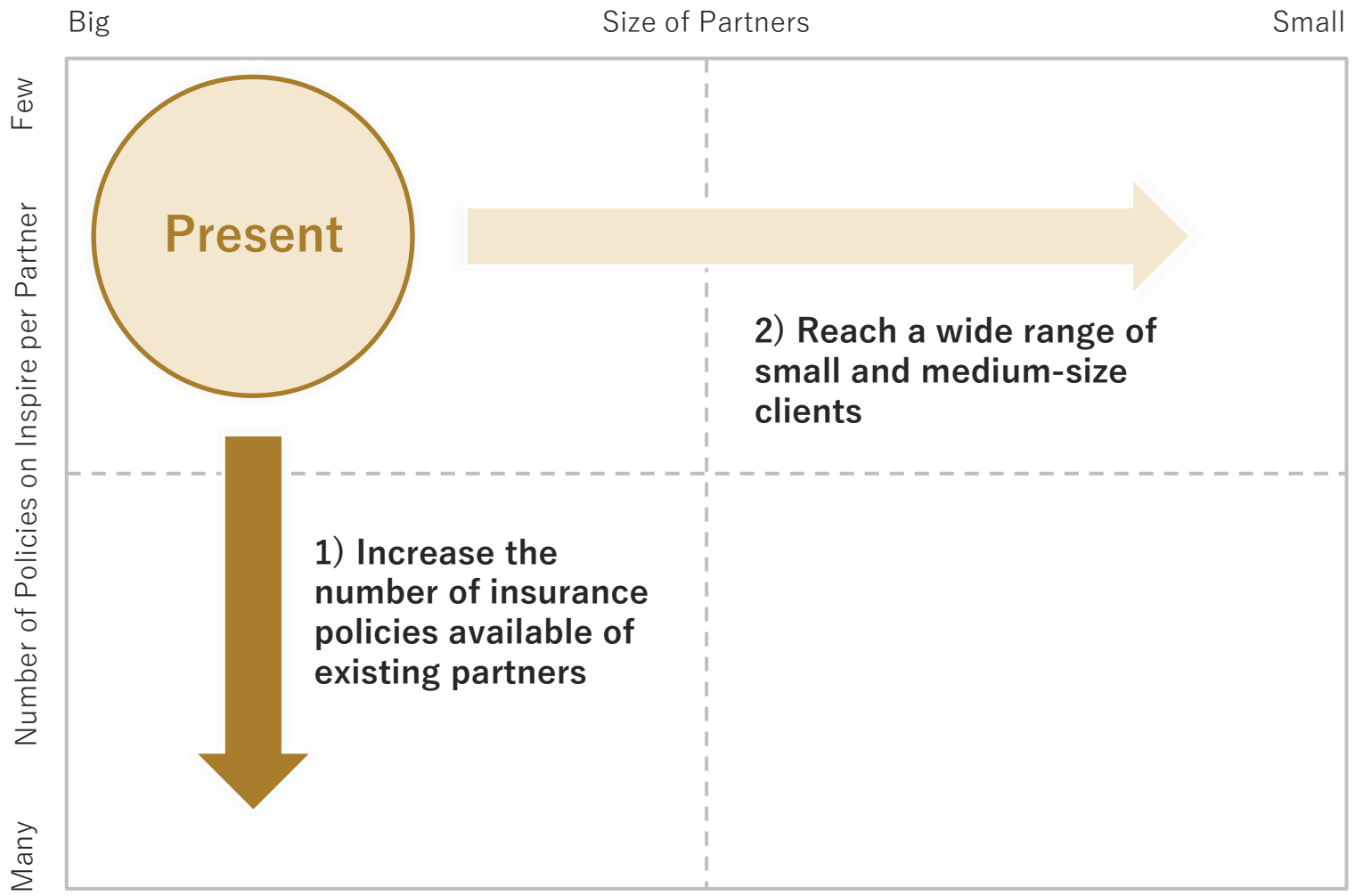
Overview of "Smart NISA" in response to the new NISA system

Automated Allocation	• New NISA system is complex which sets multiple limits on the holding amount for each eligible product respectively, like "Regular Investment Quota" and "Growth Investment Quota". • To make the most of each NISA investment quota according to the portfolio, we developed a feature that automatically allocates the optimal amount to the "Regular Investment Quota," "Growth Investment Quota," and “Designated Account (Taxable)”.
Automated Reallocation	• When there is availability in the tax-exempt holding limit and the annual investment quota, we offer a feature that automatically sells securities investment trusts held in a taxable designated account and purchases them in a NISA account (Growth Investment Quota) under certain conditions.
Automated Quota Expansion[1]	• A feature that automatically expands lifetime investment quota by temporarily selling and repurchasing securities investment trusts of which net asset value has fallen. • When the net asset value of securities investment trusts held in the NISA account falls under a threshold, this feature will be activated, allowing for the reuse of the lifetime investment quota in the following years by the amount of the decreased acquisition cost (book value).

1. Optional feature.

Focus Area for Insurance

1) Increase the number of insurance policies available of existing partners, and 2) add new features to reach a wider range of clients.

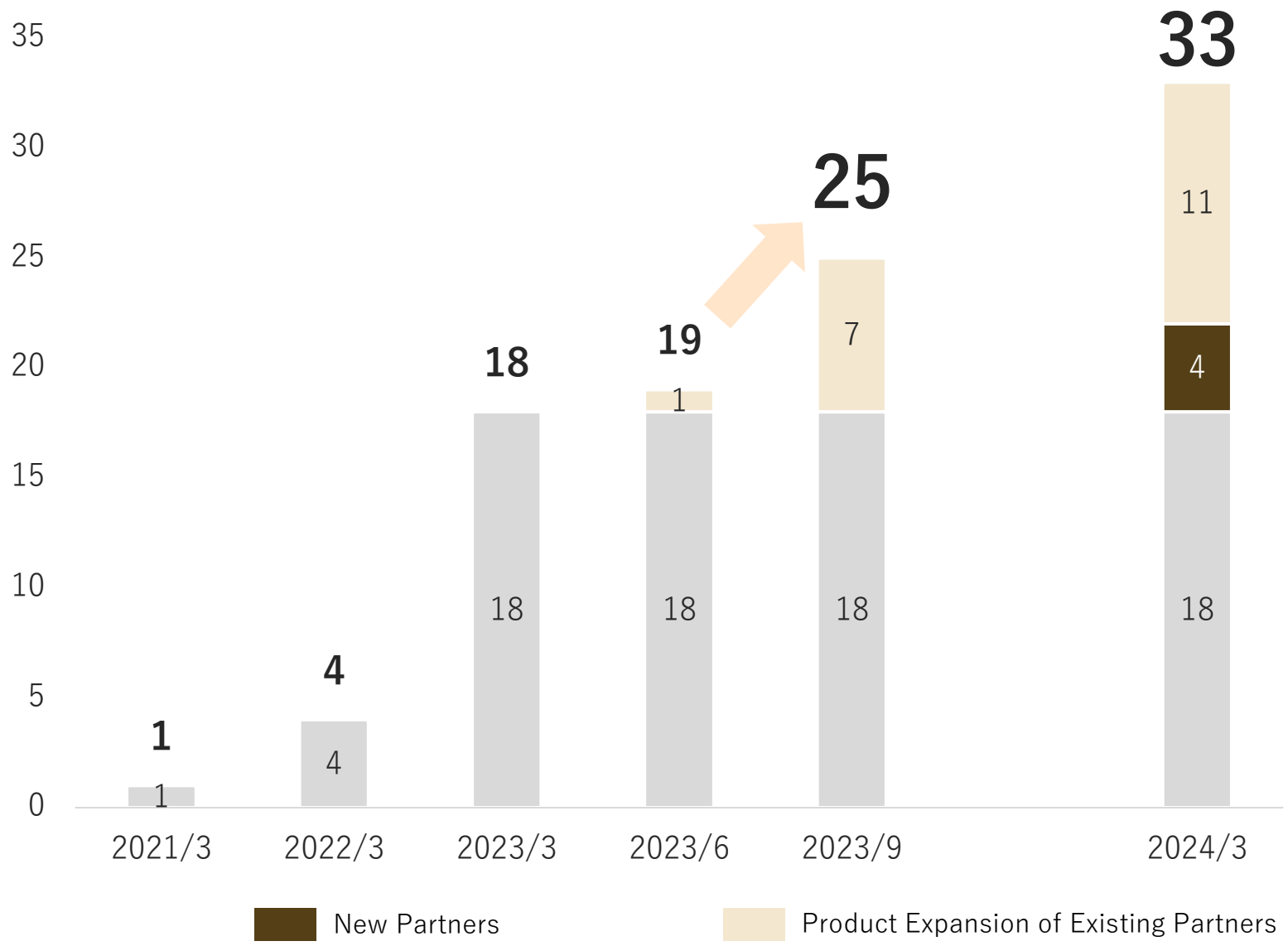


FINANCIAL INFRASTRUCTURE

Increase # of Policies on Inspire

In this quarter, the number of policies increased from 19 to 25, as existing partners, including Nissay Plus SSI, added 6 new products.

Aim to increase the number of insurance policies available on Inspire to 33 by focusing on policies expansion of existing partners.



FINATEXT HOLDINGS

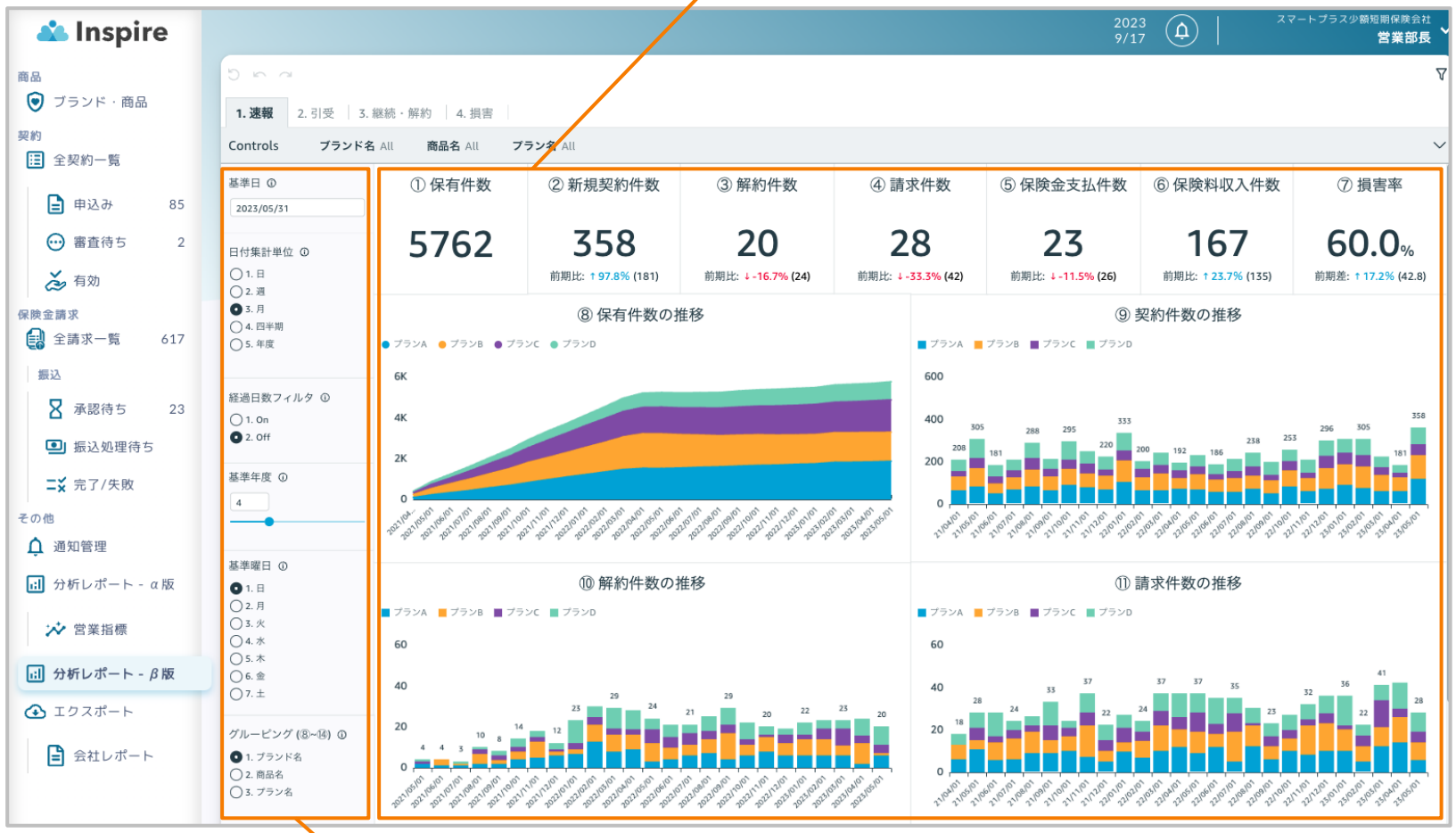
Product Enhancement

Developed a new Business Intelligence tool as a feature of Inspire.

By quickly visualizing the vast amount of data stored in Inspire, it saves insurers and agents' time in data analysis and supports prompt decision-making.

Illustration of Business Intelligence Tool

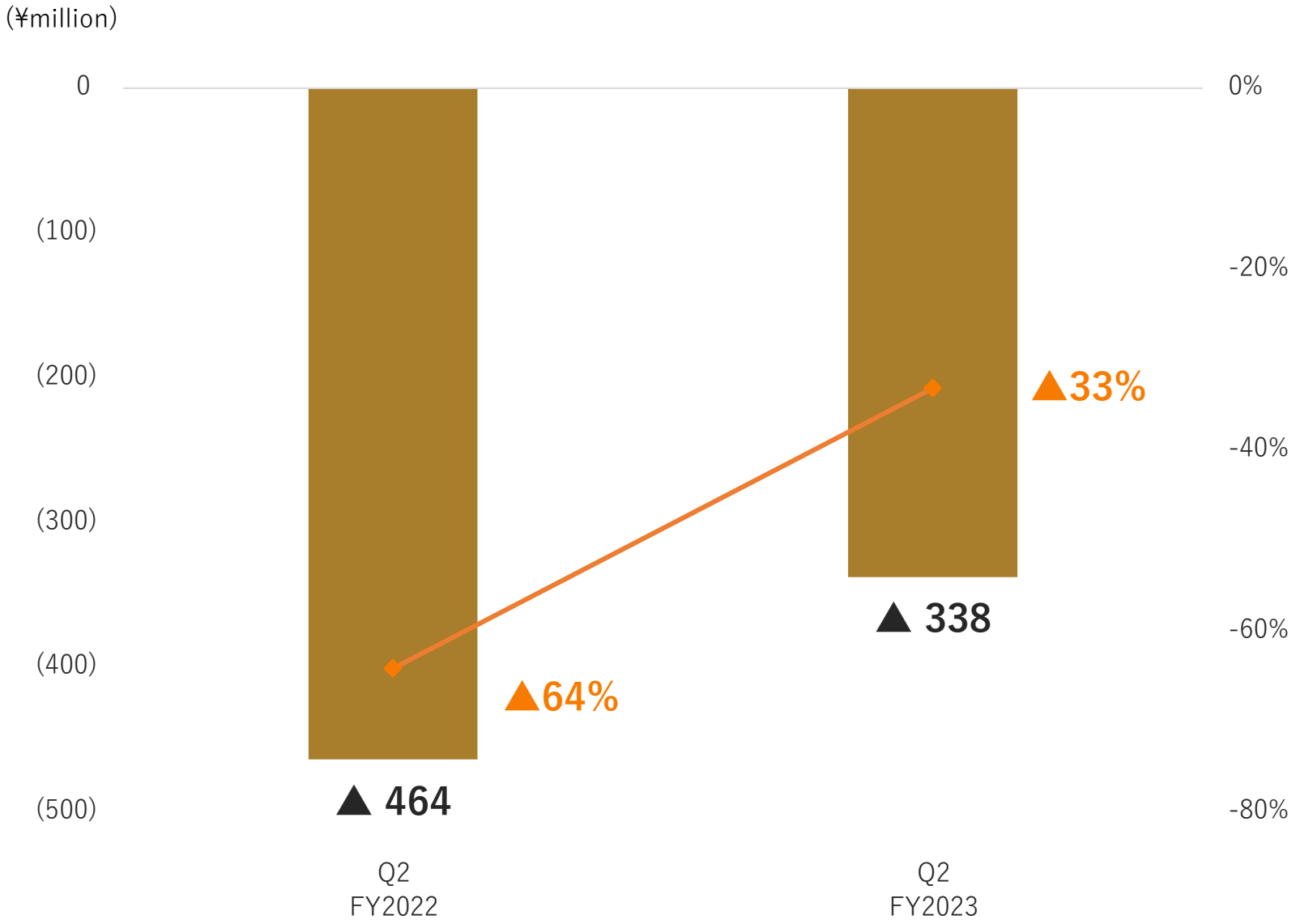
- Visualize over 20 metrics in graph form, such as the number of policies held, new contracts, and cancellations



- Detailed analysis by changing the aggregation unit and reference date, as well as grouping by brand or product

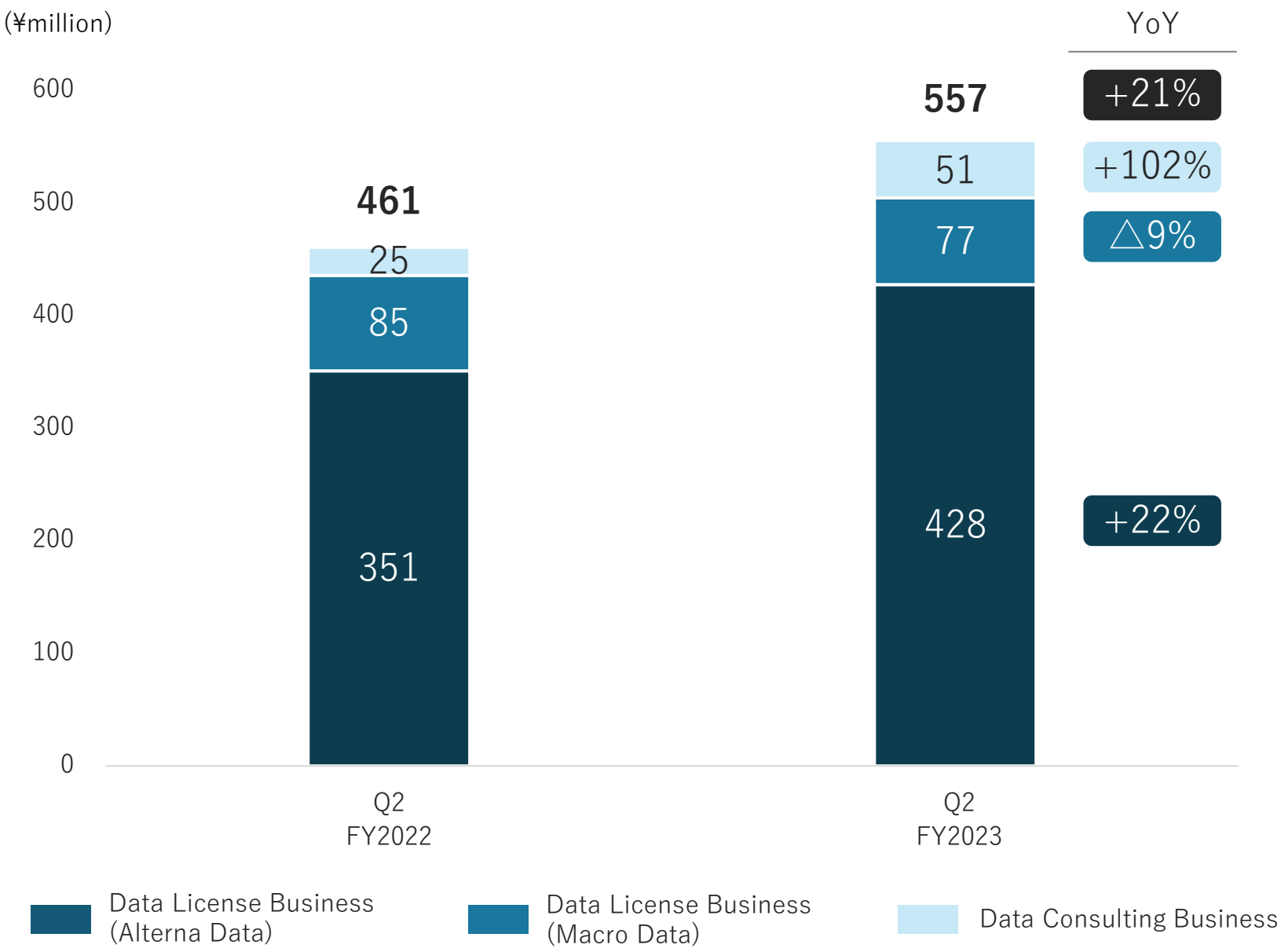
Operating Margin

Although labor and outsourcing expenses increased in response to business expansion, operating loss decreased, and **operating margin also improved from ▲64% to ▲33%.**

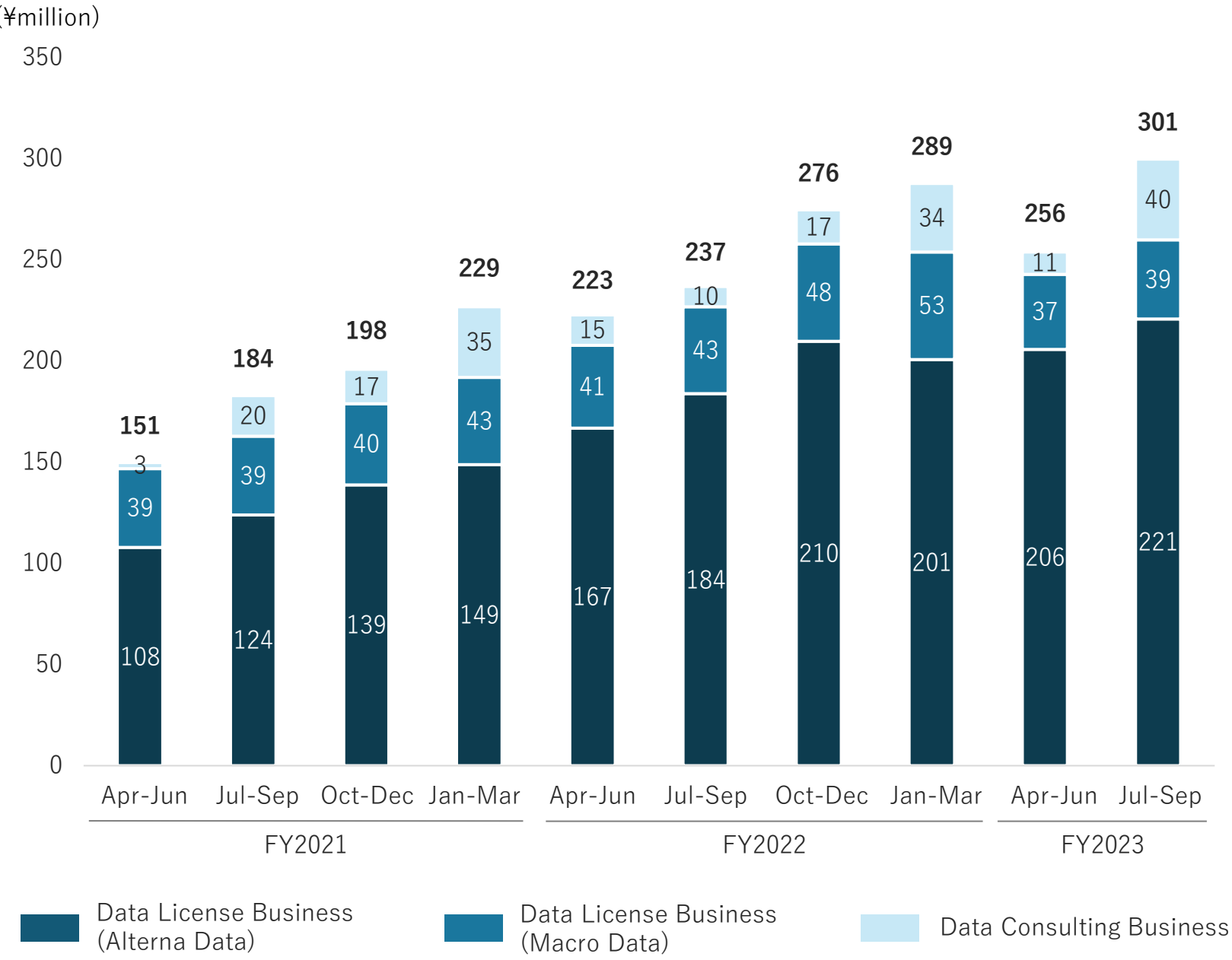


Revenue by Business

As a result of Alterna Data, a corporate analysis data service, growing by +22% YoY, **revenue was recorded at ¥557 million, a +21% increase YoY**.

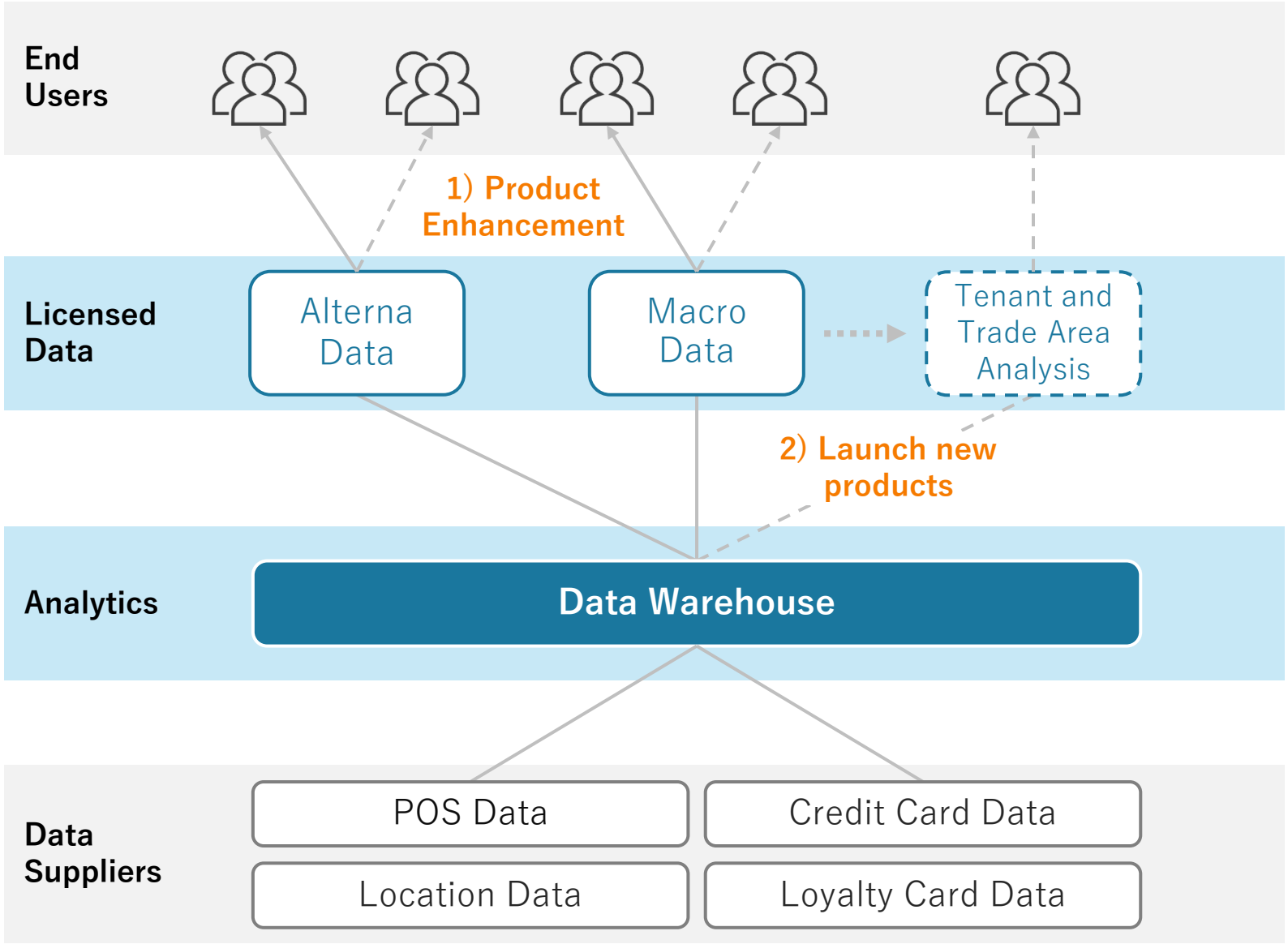


Revenue by Business



Strategy

Aim to 1) enhance the products by increasing the variety of data, while the growth of Alterna Data is slowing down due to backlash of weakening yen; and 2) launch a new business in real estate domain, such as tenant and trade area analysis services.



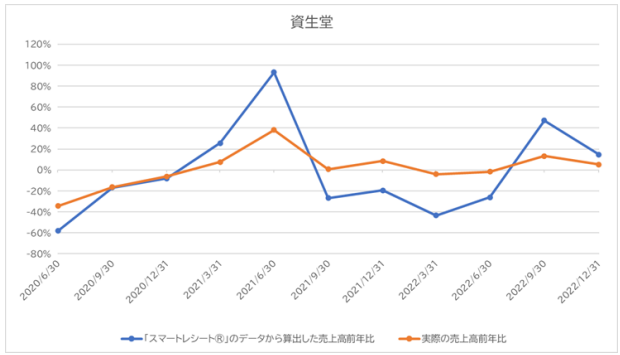
New Data Partners

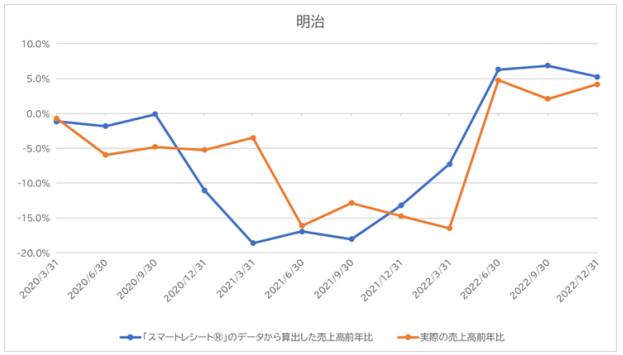
Partnership with Toshiba Data, which possesses electronic receipt data, allows us to capture consumer behavior across various sales channels.

Partnership with M-Data, TV Metadata of which is a TV commercial database, allows analysis service on advertising expenses and sales.

Partnership with Toshiba Data

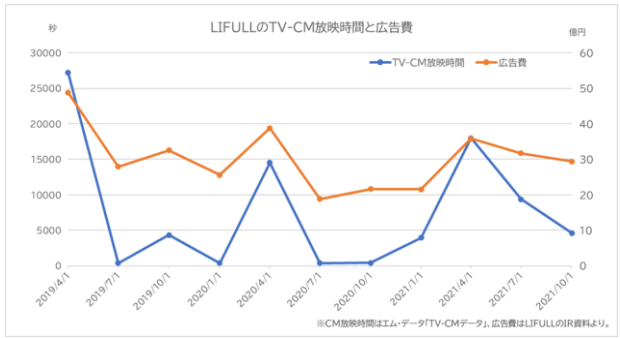
- Purchase data from about 1.5 million users via Toshiba Data's electronic receipt service Smart Receipt®
- It is difficult for food and daily necessities manufacturers to make sales forecasts based on single POS data, because they have various sales channels. However, by utilizing electronic receipt data that captures various sales channels, more accurate analysis becomes possible.

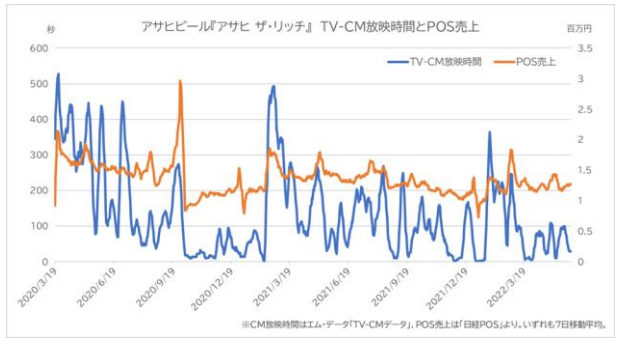




Partnership with M-Data

- TV Metadata by M-Data, a database of text-based information on TV programs and commercials
- Allows for estimating advertising expenses based on TV commercial airtime, as well as comparing the airtime of specific product commercials and POS data to analyze sales revenue.





Tenant and Trade Area Analysis

For MUJI, we conducted a distribution amount trend analysis by business-type and local consumption rate analysis using credit card data.

We support evaluation of product offerings to better capture customer needs by providing unique trade area analysis.

Local Consumption Rate Analysis for MUJI

家具雑貨	○○市の平均				○○市のある△△県全体の平均との差分			
	2020年	2021年	2022年	2023年	2020年	2021年	2022年	2023年
合計	**29.9%**	**38.3%**	**39.9%**	**35.5%**	**-3.7%**	**13.9%**	**19.9%**	**16.1%**
1_男性	**35.8%**	**47.7%**	**44.5%**	**56.4%**	**11.6%**	**28.1%**	**26.7%**	**39.0%**
1_30歳未満	6.7%	9.5%	27.6%	15.7%	-10.4%	-2.1%	11.7%	6.2%
2_30代	23.9%	42.2%	39.1%	36.7%	3.2%	23.8%	21.8%	19.6%
3_40代	31.8%	57.9%	56.9%	72.3%	9.1%	37.9%	36.0%	55.2%
4_50代	48.3%	43.3%	39.4%	41.1%	20.7%	24.1%	23.6%	28.3%
5_60代以上	52.3%	67.8%	40.0%	63.3%	24.2%	43.5%	23.7%	35.4%
2_女性	**25.9%**	**29.2%**	**36.2%**	**22.4%**	**-14.2%**	**0.5%**	**14.1%**	**1.1%**
1_30歳未満	14.2%	15.4%	17.3%	14.1%	-3.4%	1.3%	4.4%	-0.6%
2_30代	24.7%	32.5%	22.9%	12.6%	-6.5%	9.1%	4.8%	-6.2%
3_40代	25.7%	30.1%	26.7%	25.4%	-15.1%	0.0%	3.4%	3.6%
4_50代	28.6%	24.1%	56.7%	29.3%	-15.4%	-6.3%	30.4%	8.0%
5_60代以上	28.5%	39.6%	26.3%	12.9%	-20.6%	3.1%	2.9%	-15.2%

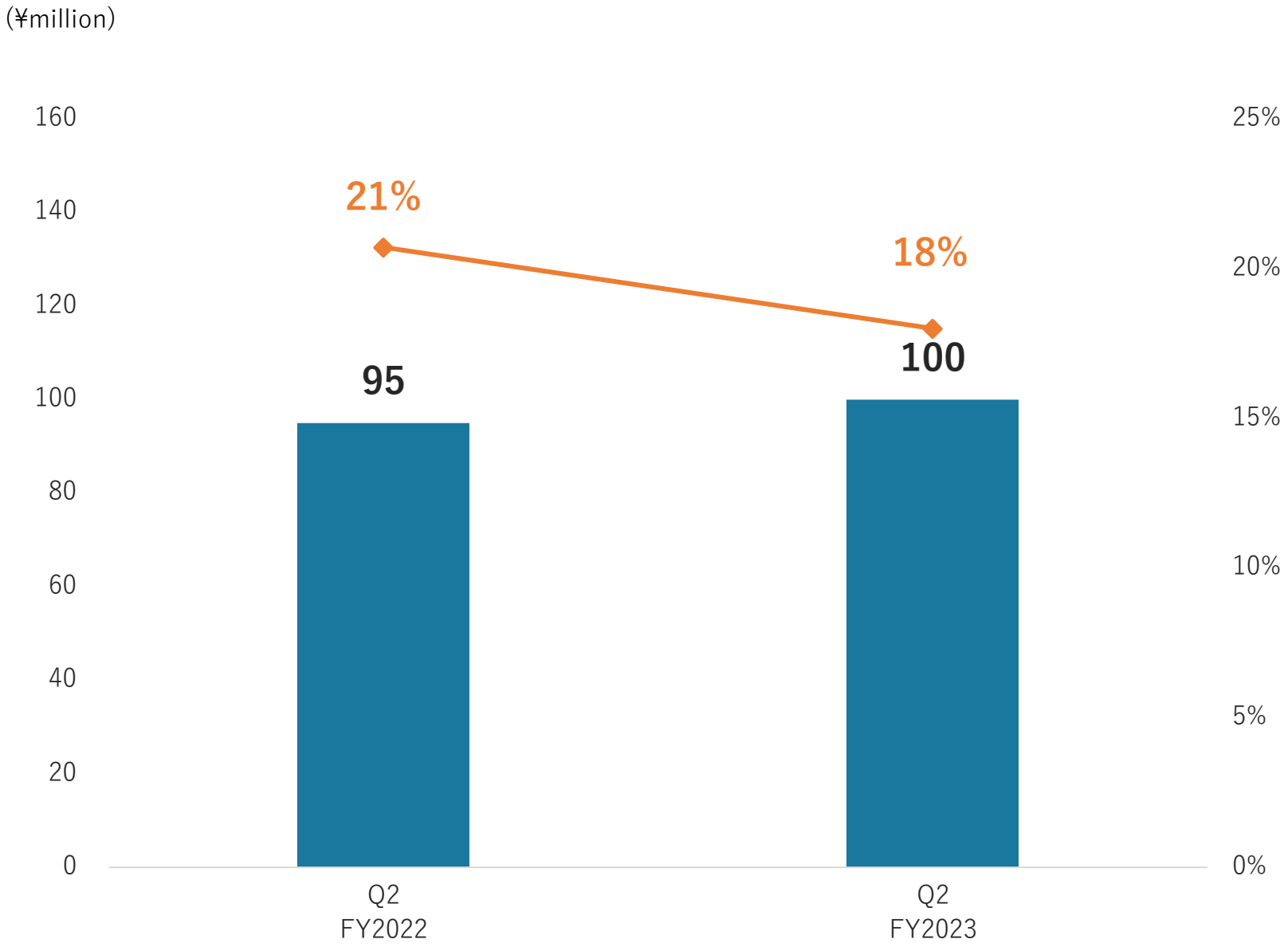
分母：居住地={分析対象エリア}内ユーザーの決済額合計
分子：分母のうち、店舗住所={分析対象エリア}の決済額

Analysis Overview

- Distribution amount trends by business type: analyzing the overall trends of what customers expect and what kind of shopping they do in the store's trade area
- Local consumption rate: analyzing how much consumption expenditure people living in the area where the store is located have in that area, and what kind of consumption expenditure they spend on outside the area

Operating Margin

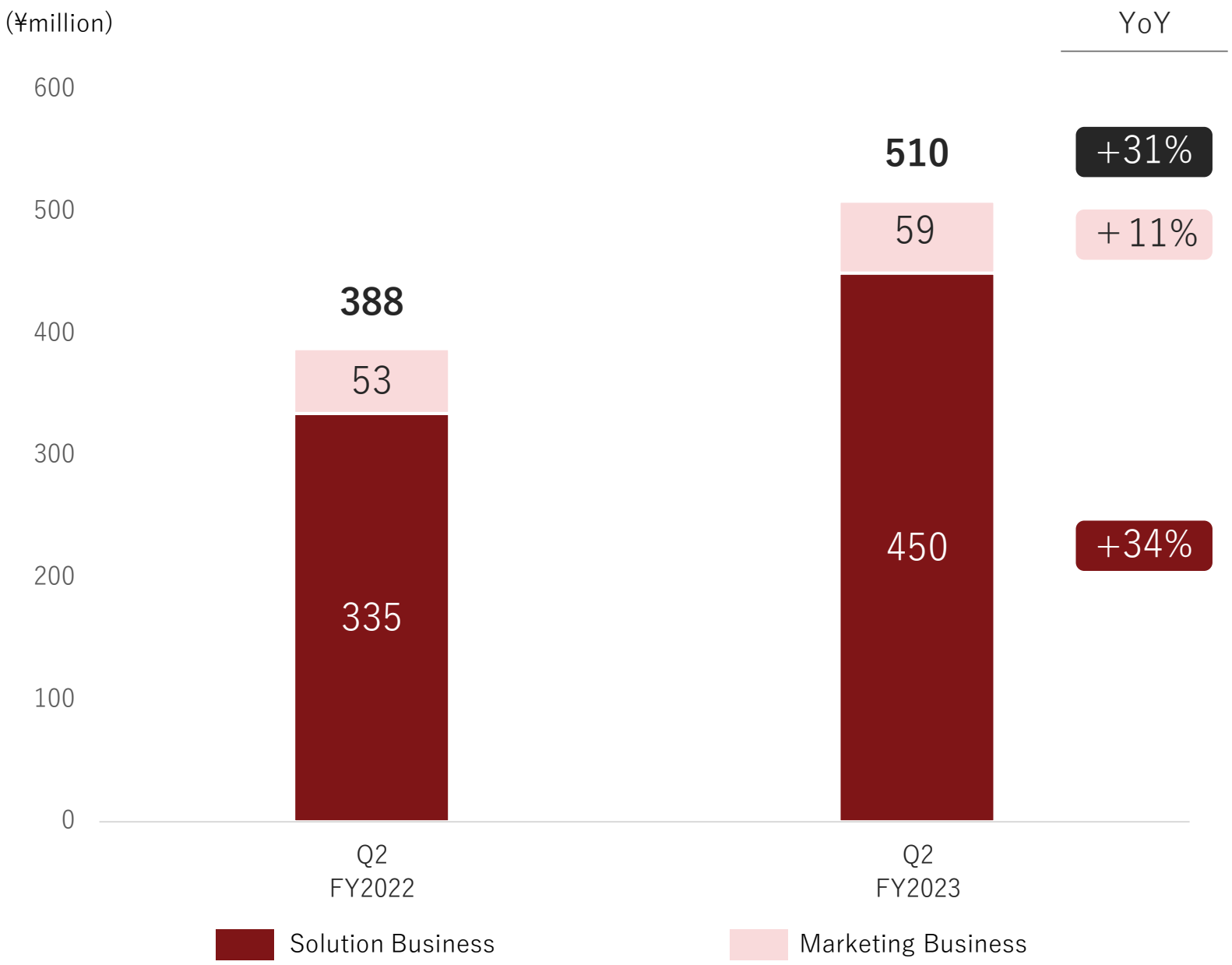
Although Data License Business continued to grow, **operating margin decreased from 21% to 18%** due to the planned increase in resources for new businesses, such as LLM.



Revenue by Business

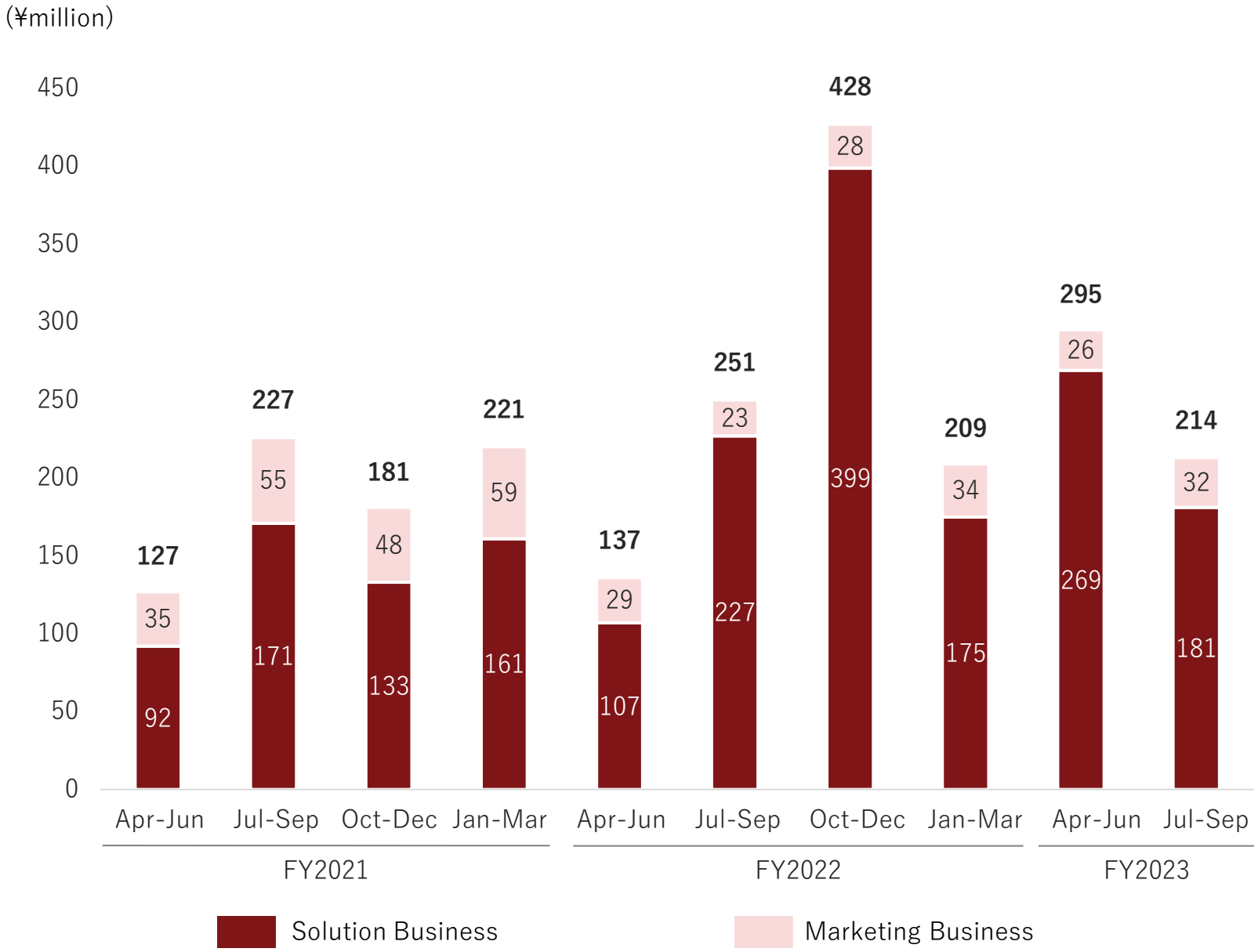
As a result of increase in one-off revenue from Solution Business, **revenue was ¥510 million, a +31% increase YoY.**

Although growth rate was higher compared to same period last year due to more one-off revenue recorded, we continue to target a growth rate of c.10% for the full year.



Revenue by Business

Solution Business is made up of high proportion of one-off revenue, resulting in volatility which depends on the timing of the implementation.

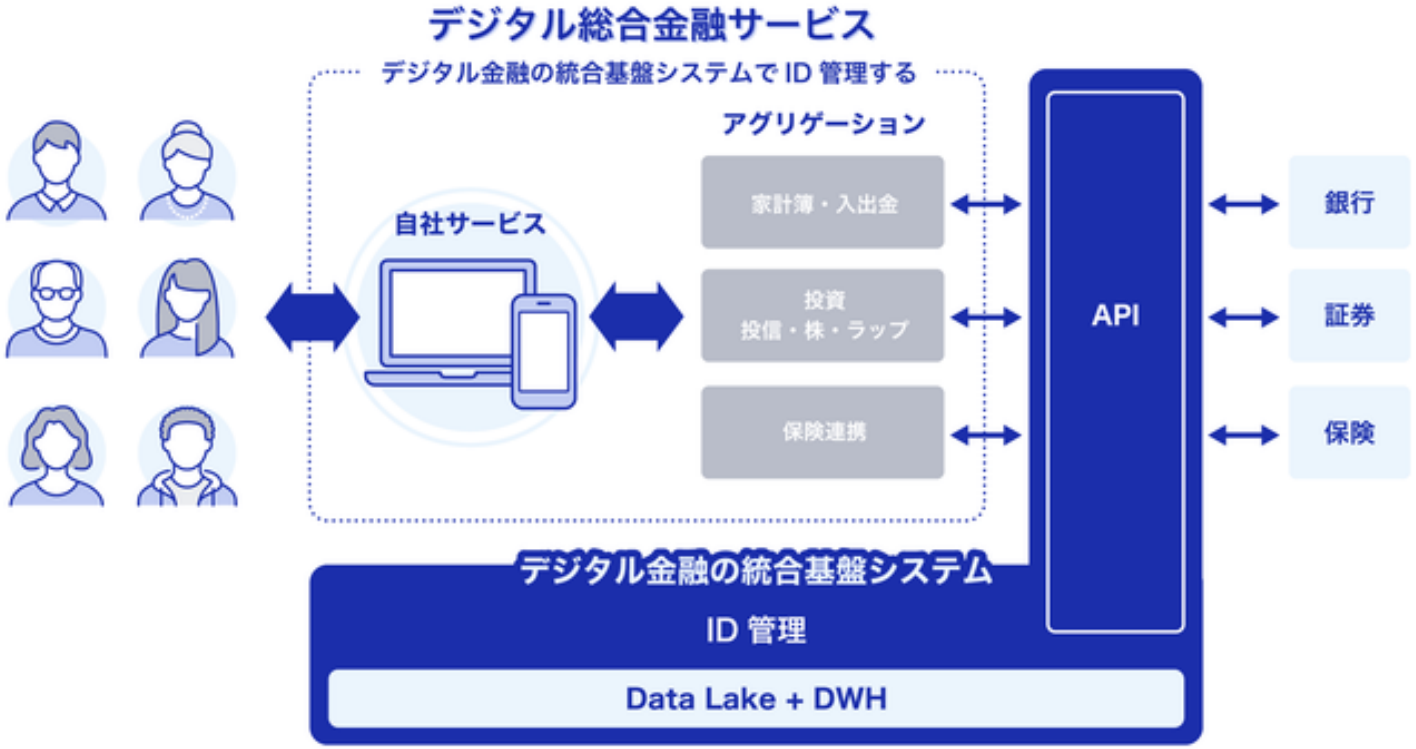


Diversifying Client Base

As a result of diversifying the client base, the number of projects with clients such as banks increased.

Continue to support development of MUFG Bank's "Money Canvas" **after released in December 2021.**

MUFG Bank's "Money Canvas"

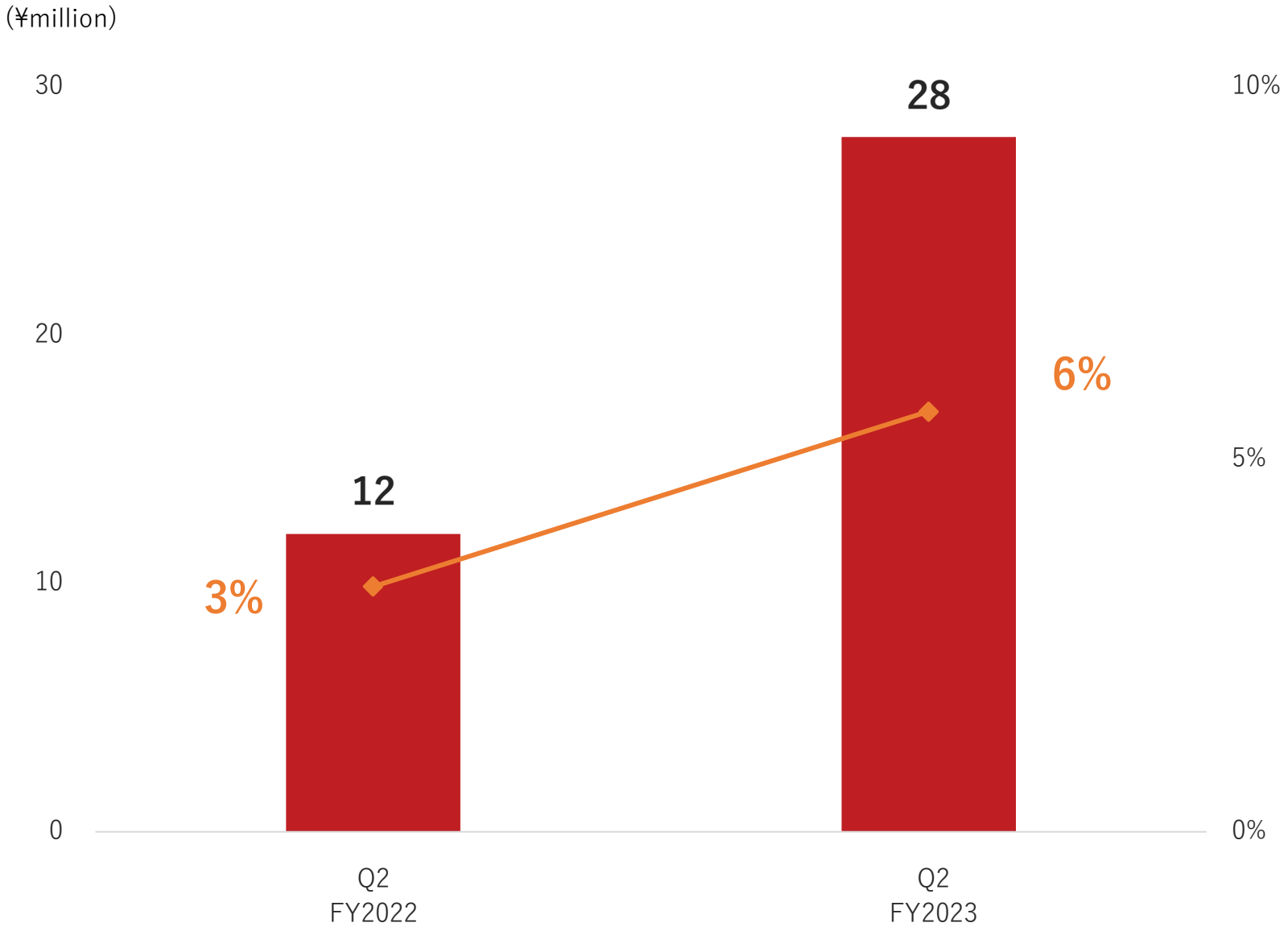


Project Overview

- In December 2021, MUFG Bank released "Money Canvas", an asset management platform that provides a wide range of services including equities, mutual funds, crowdfunding, insurance, and use of loyalty points.
- Leveraging our ID integration solution, it is able to use the services of different financial institutions with only one account in the future.

Operating Margin

Increase in one-off revenue led to an improvement in operating margin.



EARNINGS GUIDANCE FY2023

Guidance Highlights

Revenue is expected to improve +40% YoY, with operating income expected to be in the black.

(¥million)

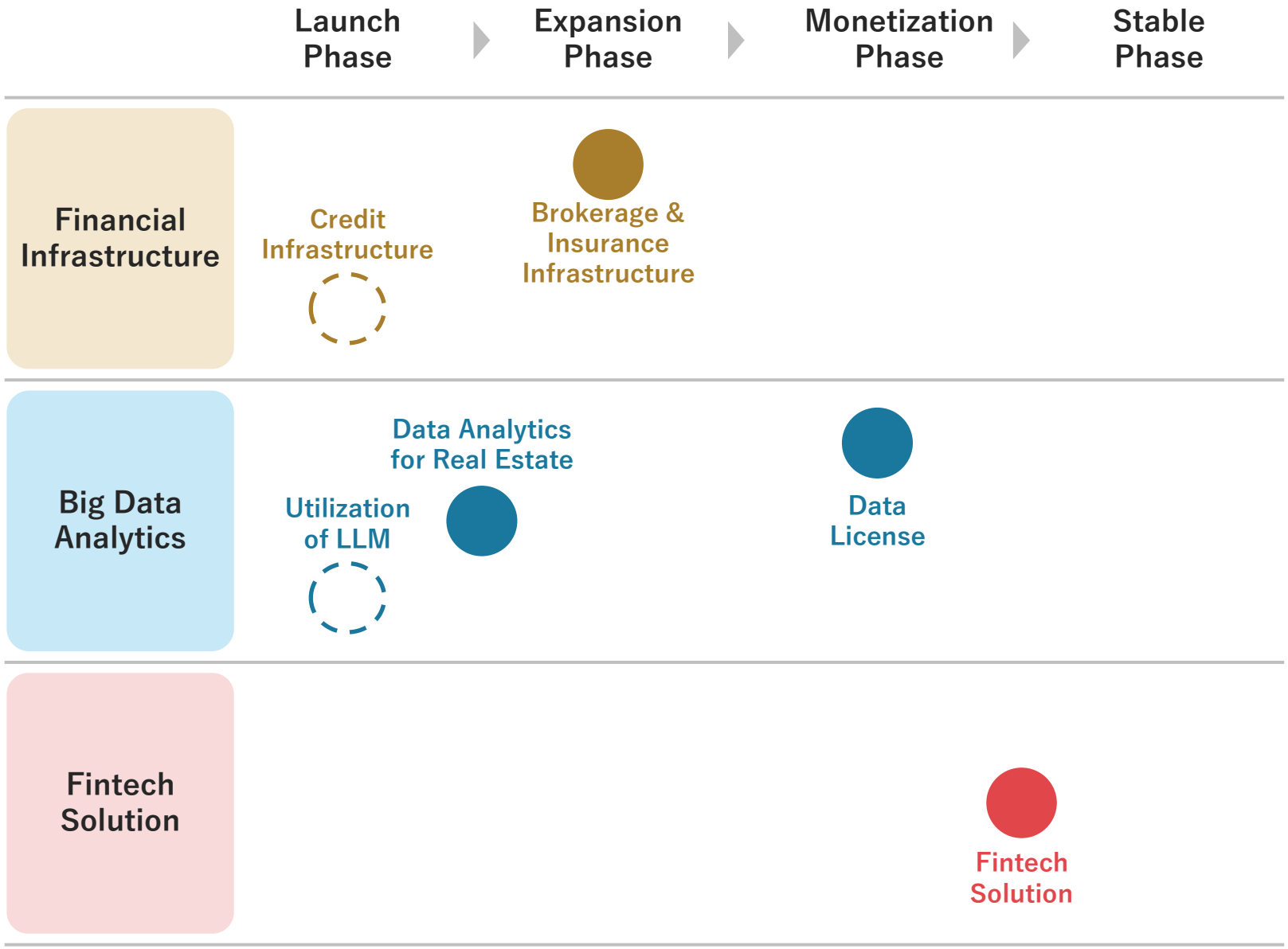
	FY2023 Guidance	FY2022 Actual	YoY
Revenue	5,352	3,820	+40%
COGS	2,398	1,721	+39%
Gross Profit	2,954	2,099	+41%
Gross Margin	55%	55%	-
SG&A	2,932	2,427	+21%
Operating Income	21	▲328	-
Operating Margin	0%	▲9%	-
Adj. EBITDA[1]	127	▲252	-
Adj. EBITDA Margin	2%	▲7%	-

1. Adj. EBITDA = Operating income + Depreciation and amortization + Stock-based compensation expense ± Other adjustments

Strategy Highlights

Top priority is to increase market share by acquiring new partners in Financial Infrastructure.

While maximizing the profits of existing data license business and Fintech Solution, we will launch new products for real estate and LLM.



Growth Strategy

In the short term, prioritize market share expansion and aim to increase the # of partners, which leads to a higher ratio of **one-off revenue**.

In the mid-term, aim to increase **recurring** and **usage-based revenue** from existing partners and raise continuing revenue to c.70%.

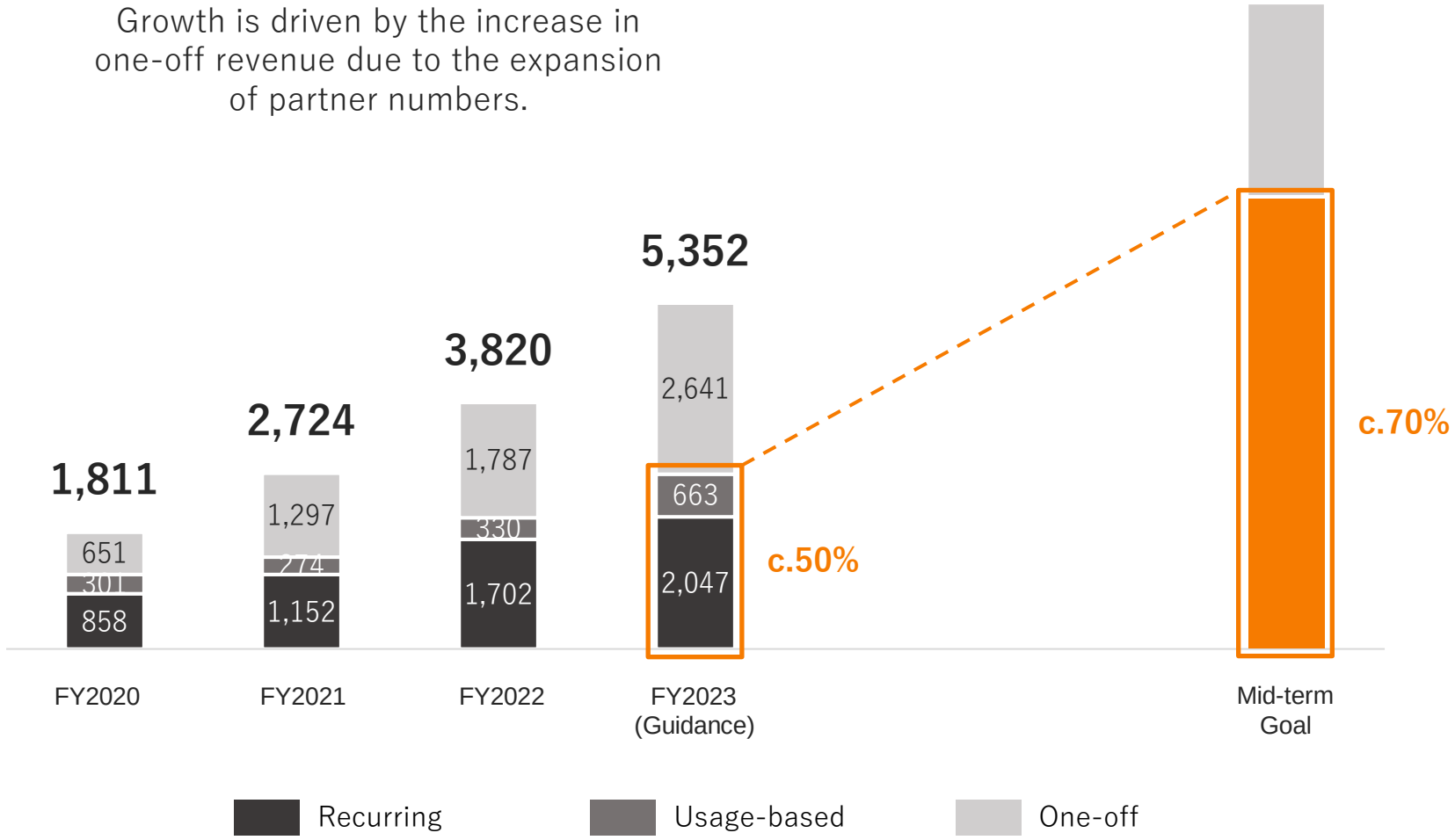
(¥million)

Short term

Growth is driven by the increase in one-off revenue due to the expansion of partner numbers.

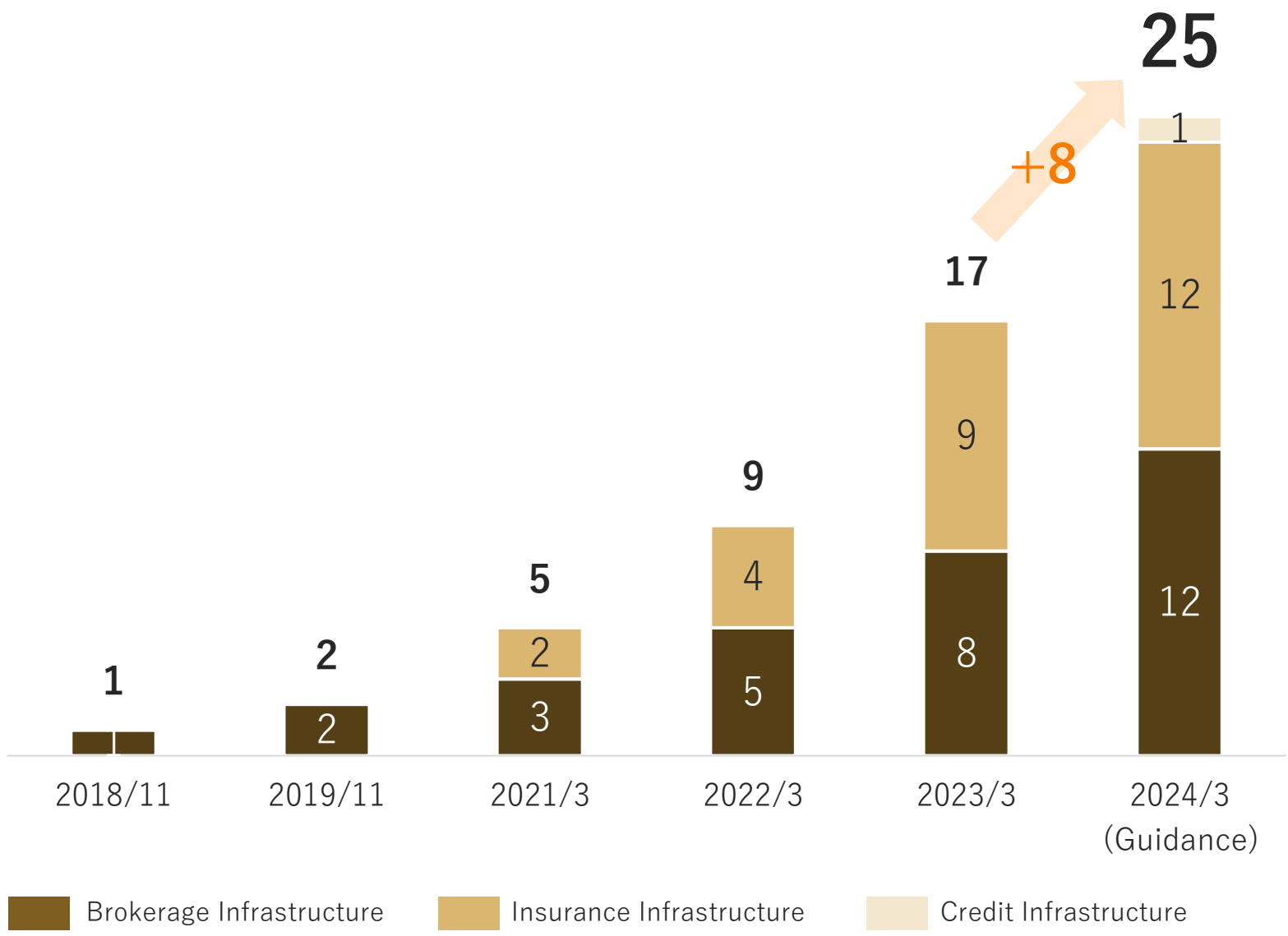
Mid-term

Growth is propelled by recurring revenue and usage-based revenue from existing partners.



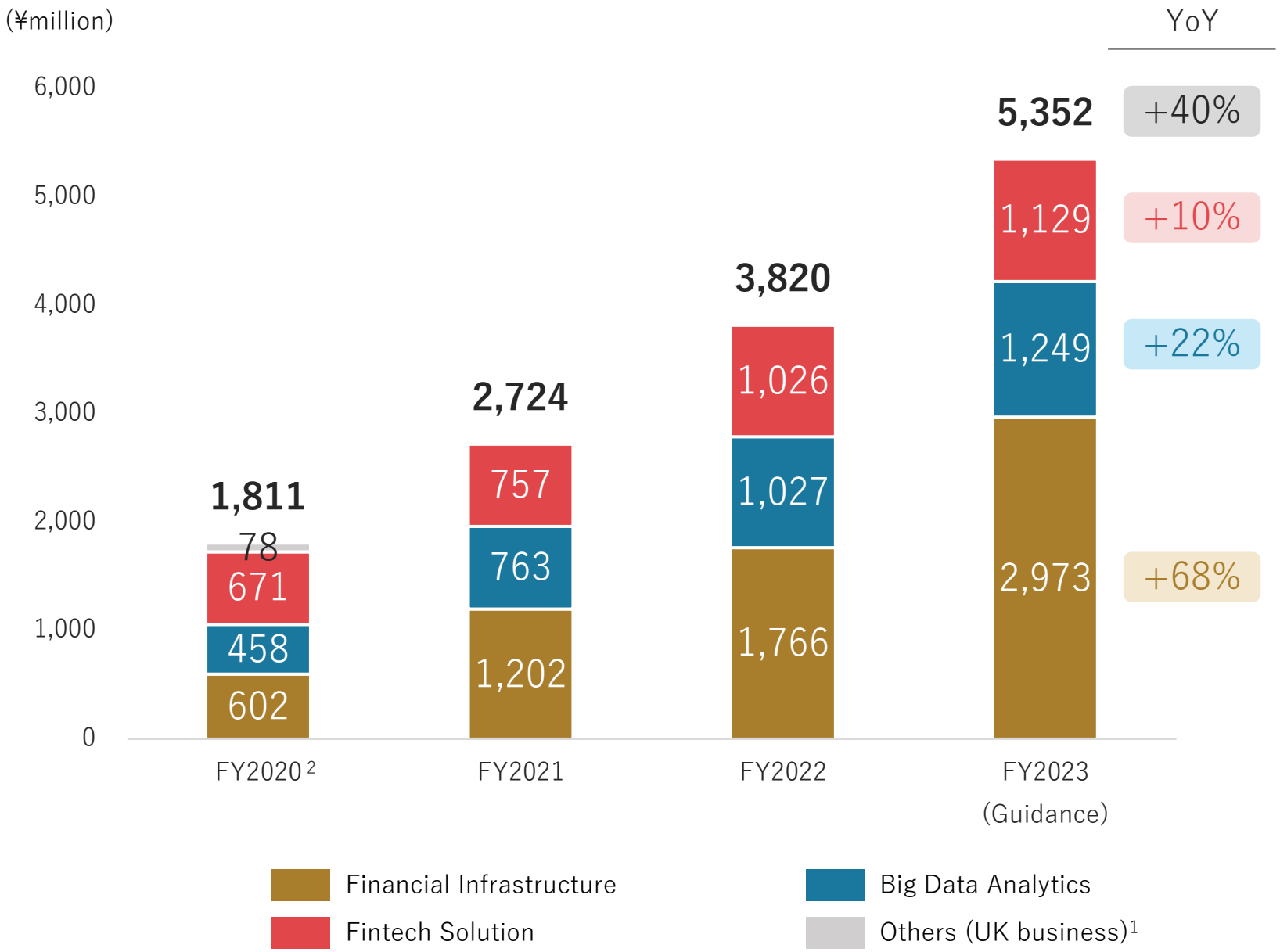
Pipeline for Financial Infra.

In FY2023, the goal is to acquire 8 new partners.



Revenue Forecast by Segment

Financial Infrastructure is expected to grow +68% YoY driving the growth of the whole group.

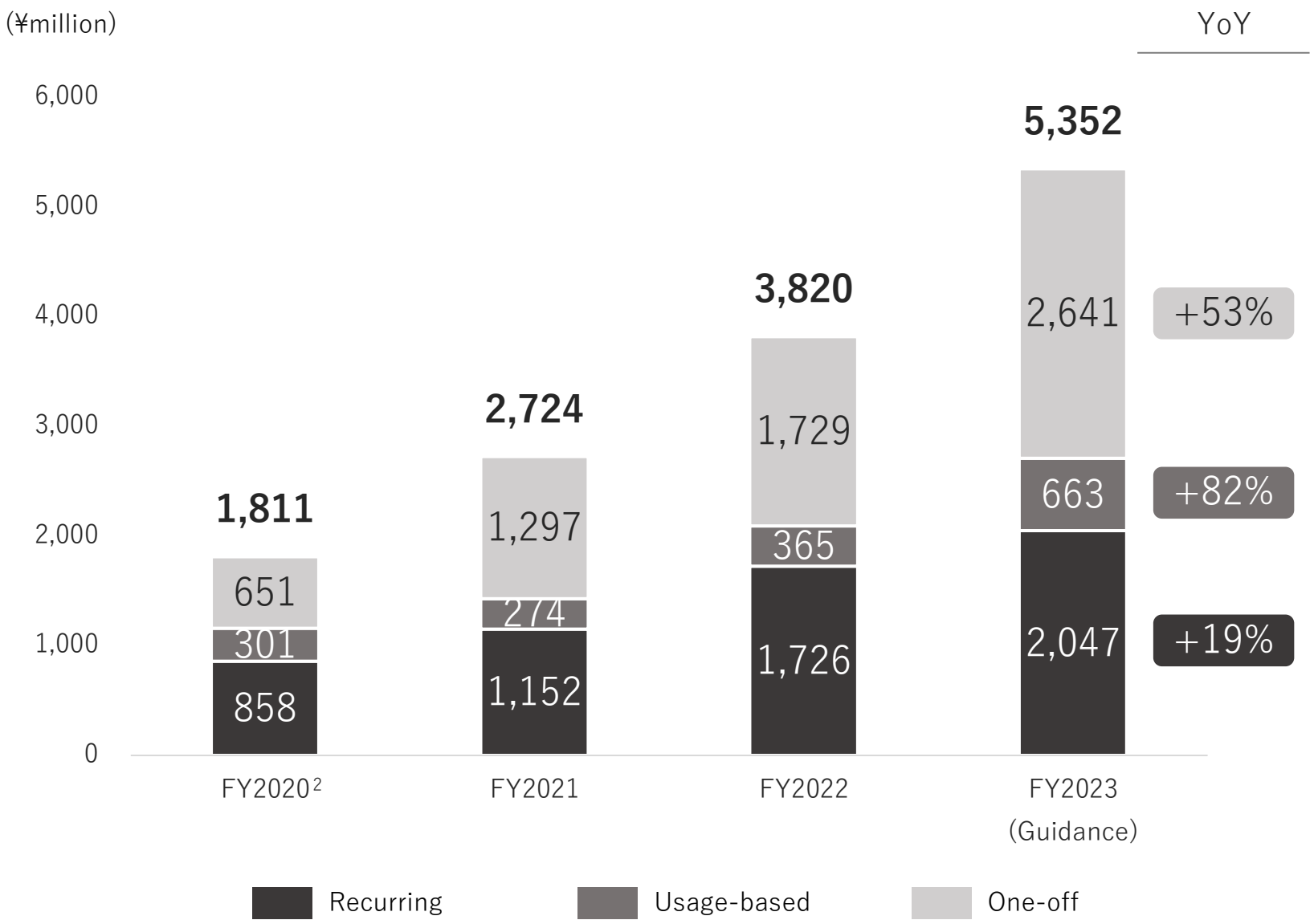


1. Revenue in UK business exited in the consolidated fiscal year 2020
2. Financial results for FY2020 (April 2020 to March 2021) are unaudited.

Revenue Forecast by Type

One-off revenue and usage-based revenue mainly from Financial Infrastructure are expected to increase.

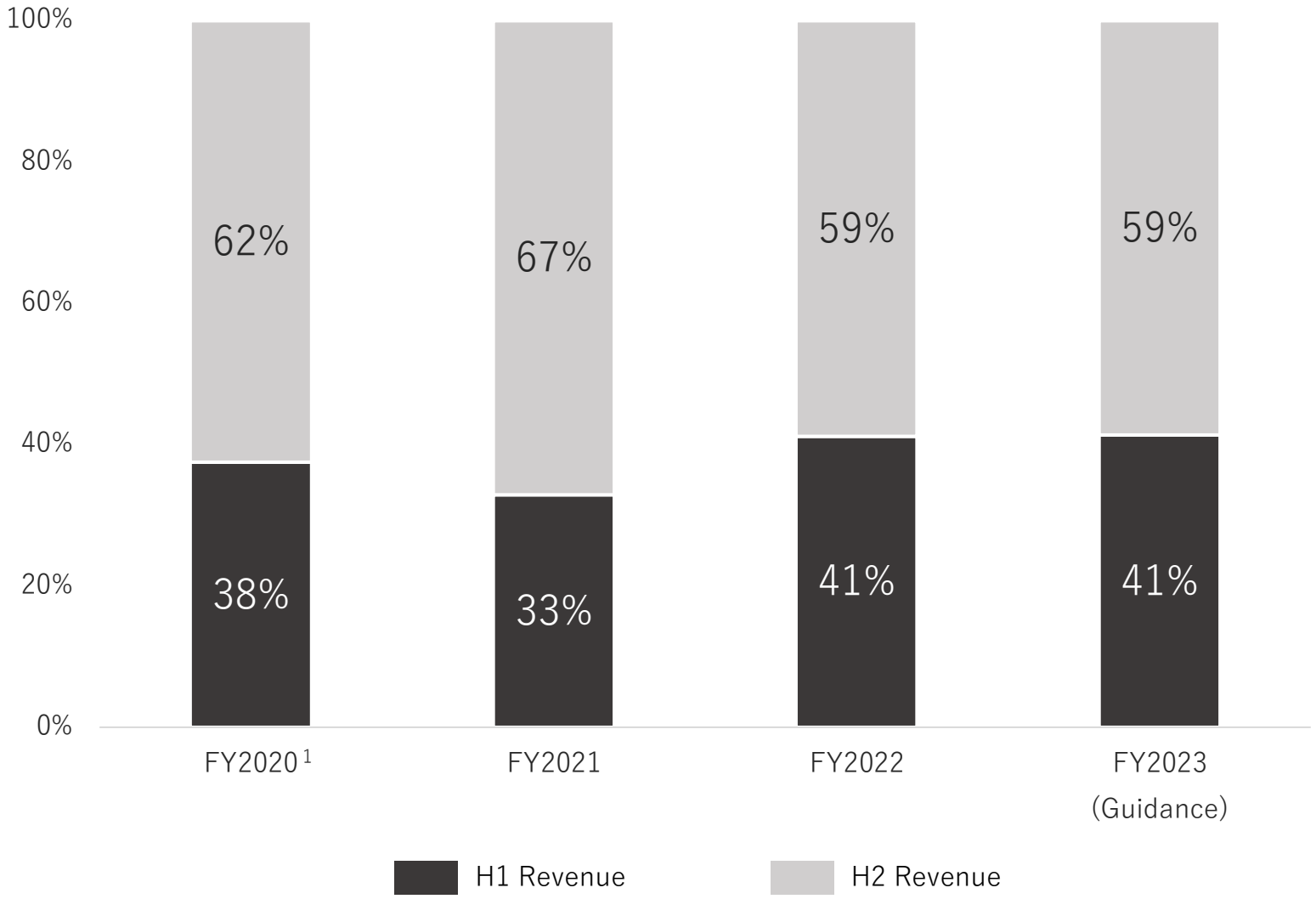
Recurring revenues are expected to grow only +19% overall, but Financial Infrastructure alone is expected to grow +52%.



1. Excluding revenue in UK business exited in the consolidated fiscal year 2020
2. Financial results for FY2020 (April 2020 to March 2021) are unaudited.

Seasonality

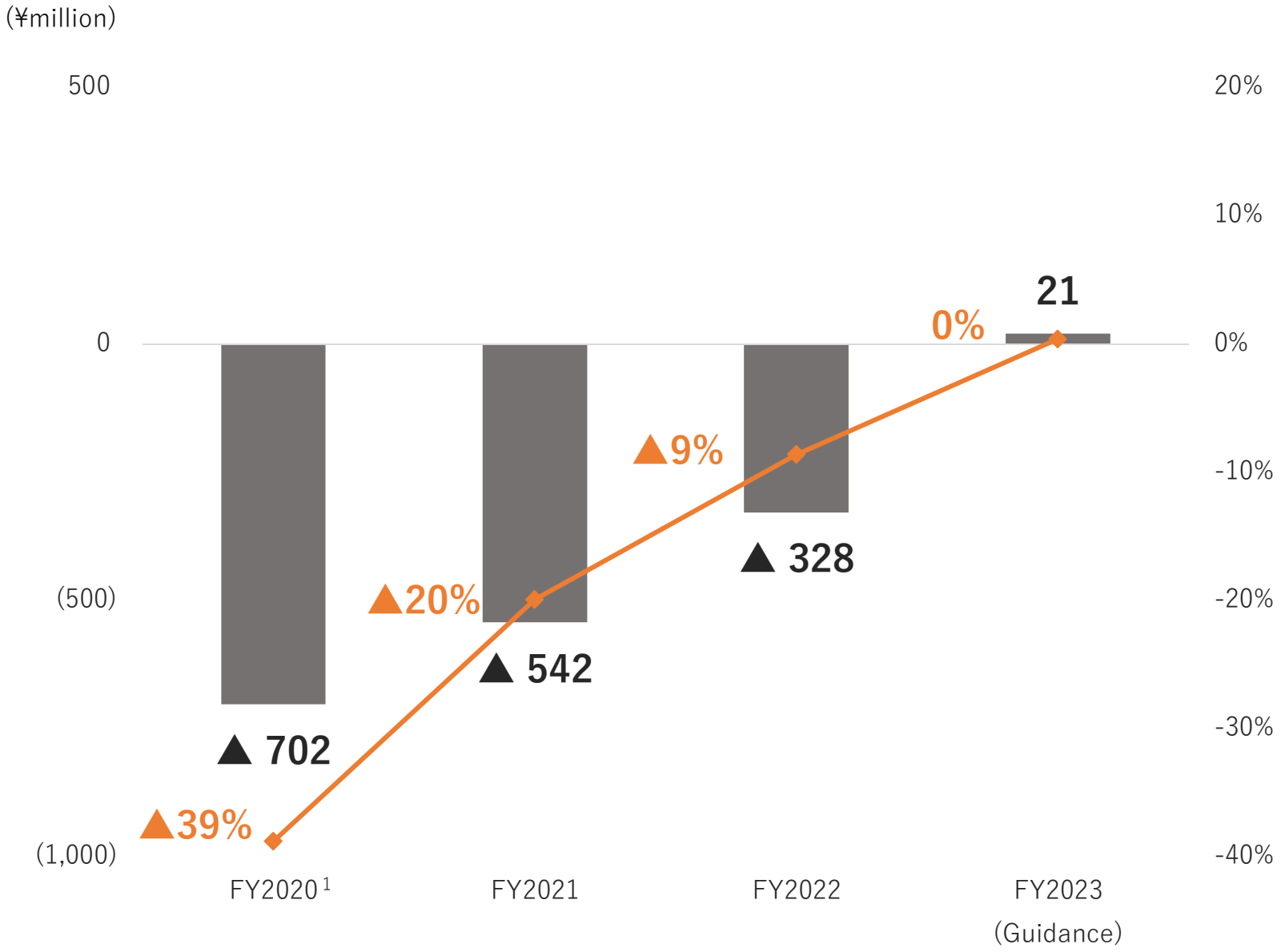
Revenue is expected to concentrate in the second half of FY2023 as before.



1. Financial results for FY2020 (April 2020 to March 2021) are unaudited.

Operating Income Forecast

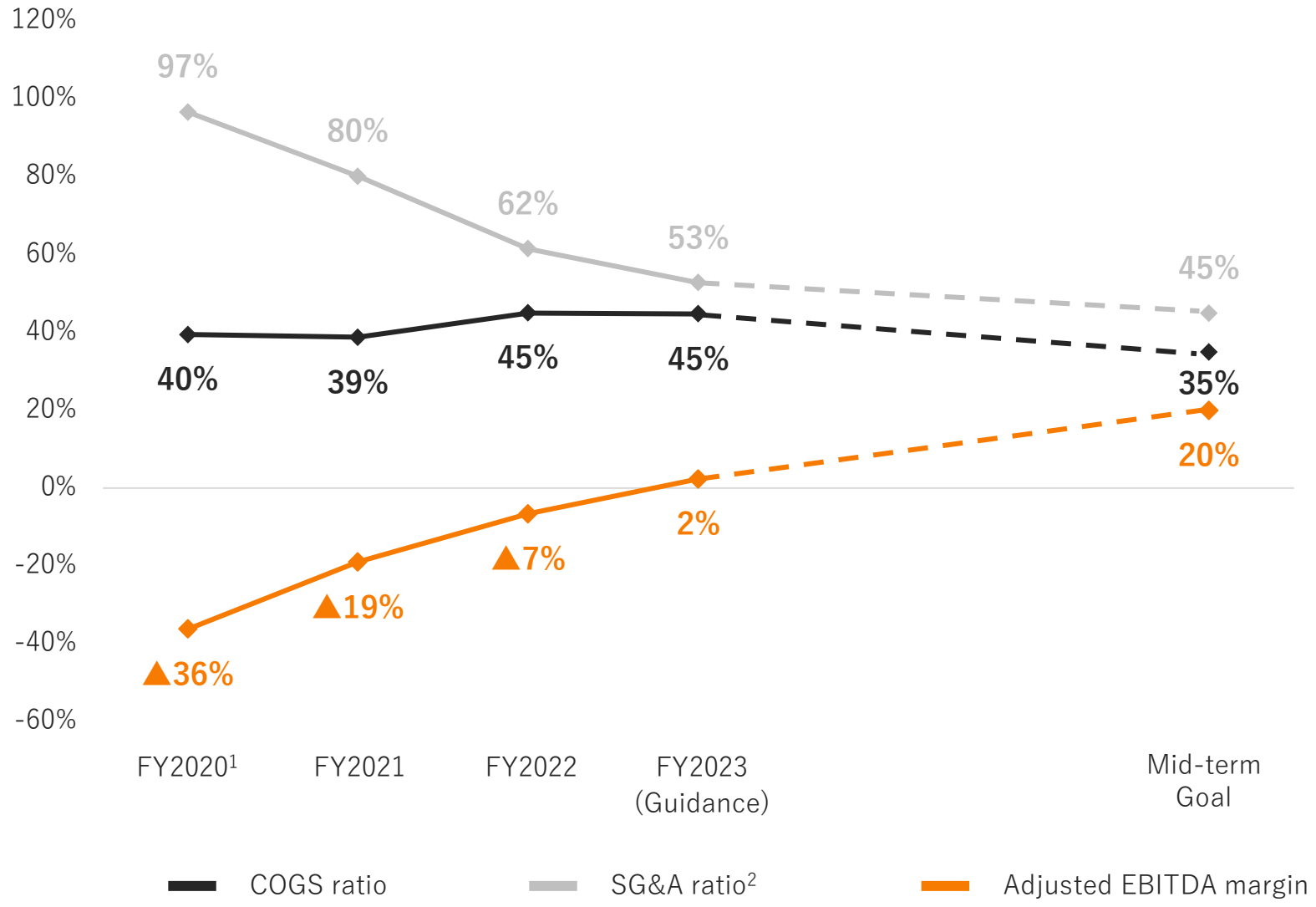
Operating income is expected to be in the black for the decrease in SG&A ratio with the increase in revenue.



1. Financial results for FY2020 (April 2020 to March 2021) are unaudited.

Mid-term Forecast

Goal in the mid-term is to achieve adjusted EBITDA margin of about 20% with revenue growth and lower SG&A ratio.



1. Financial results for FY2020 (April 2020 to March 2021) are unaudited.
2. Excluding depreciation and amortization expenses, stock-based compensation expenses, and other adjustment items.

APPENDIX

APPENDIX

COMPANY OVERVIEW

Corporate Overview

Finatext is a technology company which provides next-generation cloud infrastructure for the asset management and insurance industries.

Company Name:	**Finatext Holdings Ltd.**
Address:	**9F, Sumitomo RD Kudan Bldg. 1-8-10 Kudankita, Chiyoda-ku Tokyo, 102 0073 Japan**
CEO:	**Ryota Hayashi**
Establishment Date:	**December 27, 2013**
Business:	**Fintech Solution Big Data Analytics Financial Infrastructure**

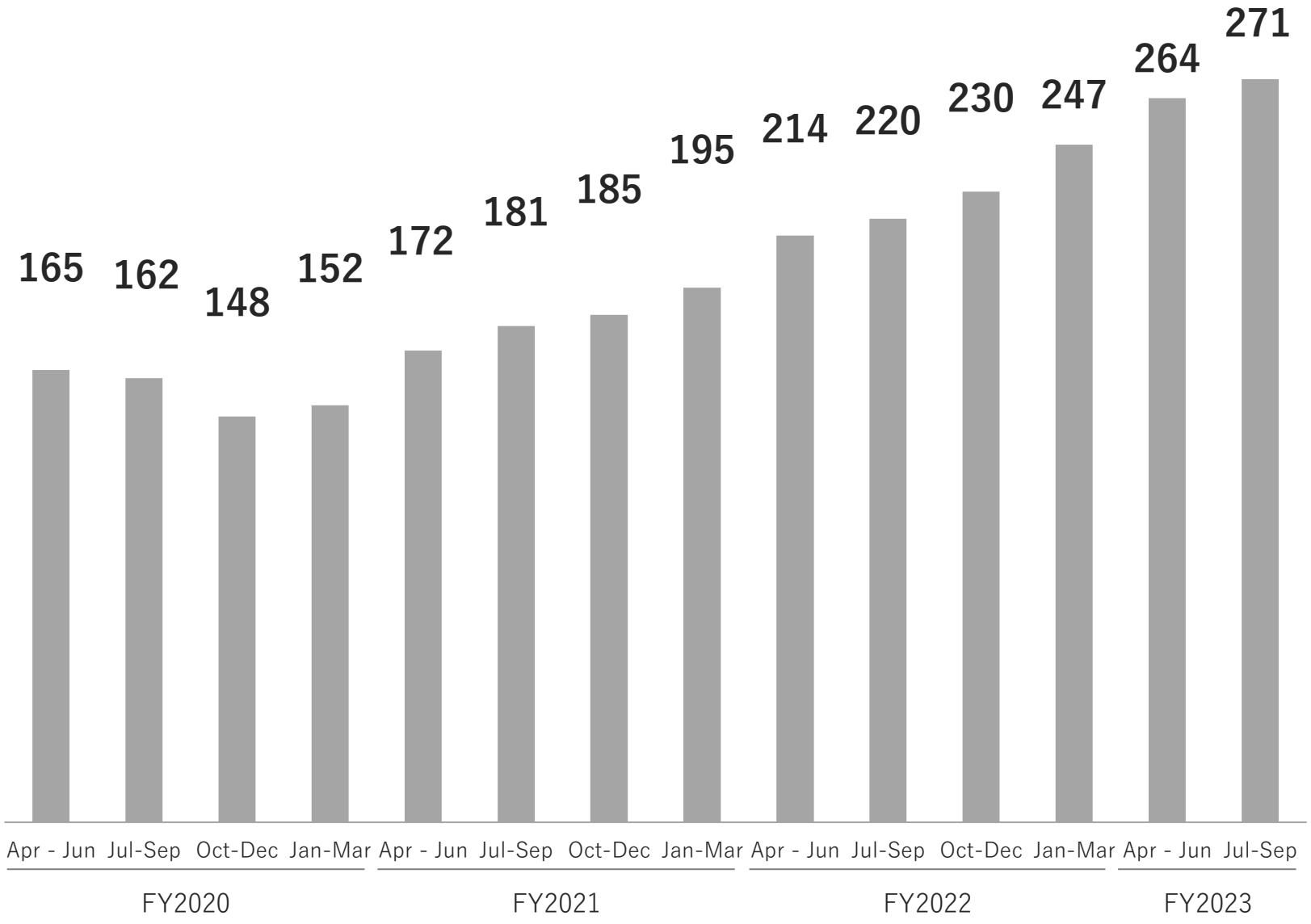
Corporate Structure

Subsidiaries	Ownership	# of Employees[1]	Business	Segment
FINATEXT HOLDINGS	-	15	• Group holding company	
Finatext	100%	92	• Software development for financial institutions and group enterprises	Financial Infrastructure Fintech Solution
Nowcast	100%	36	• Big Data Analytics service to institutional investors and government	Big Data Analytics
Smartplus	85%	35	• Brokerage company	Financial Infrastructure
Smartplus SSI	93%	6	• Small amount and short-term insurance company	Financial Infrastructure
Smartplus Credit	100%	0	• Lender	Financial Infrastructure
Teqnological	70%	5	• Offshore outsourcing bridge	Fintech Solution
Teqnological Asia	72% (50.4%[2])	82	• Offshore development for group companies in Vietnam	Fintech Solution

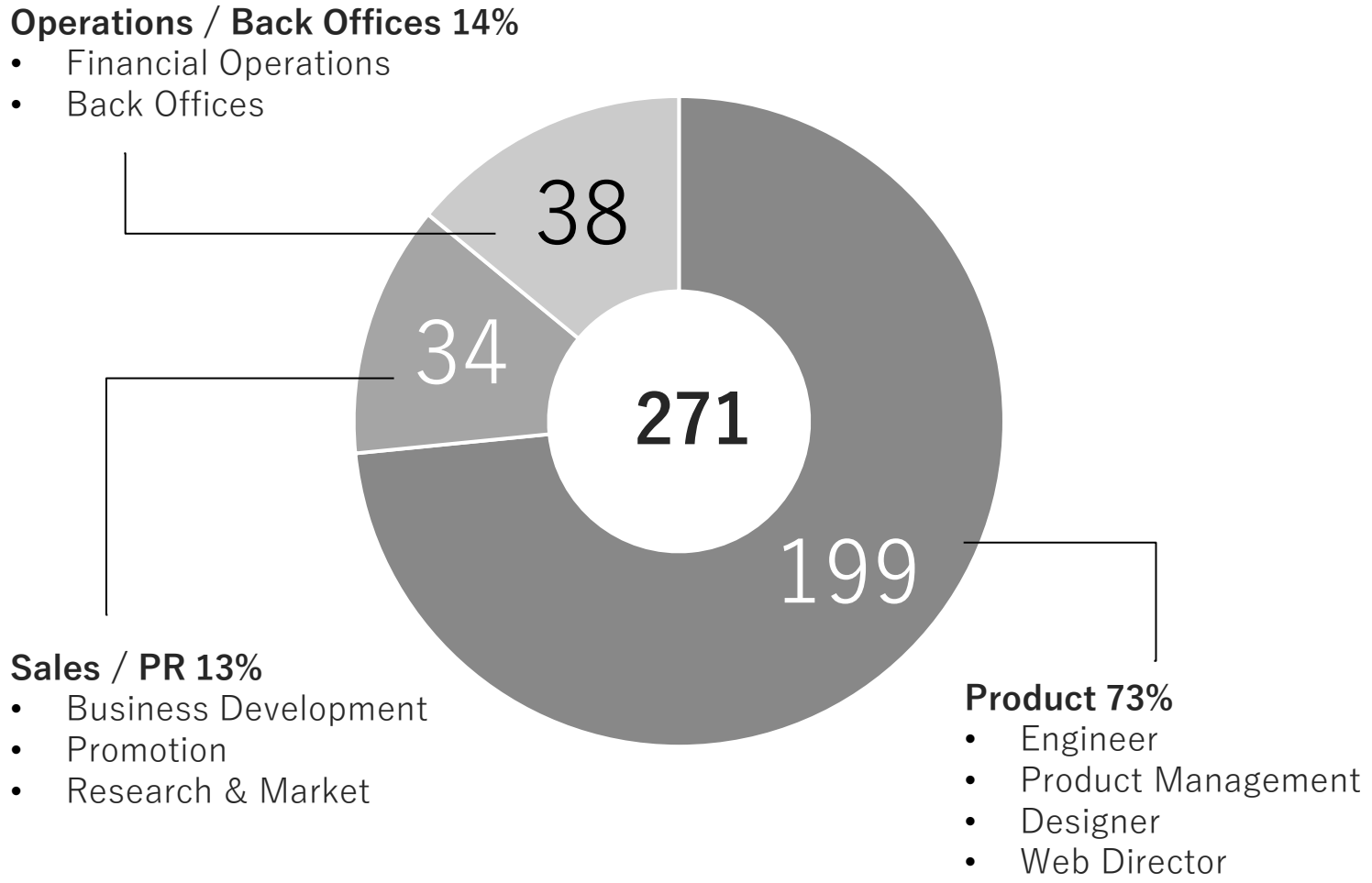
1. # of employees as of September 30, 2023
2. Indirect ownership ratio by Finatext Holdings Ltd.

of Employees

Although the number of employees decreased in Oct-Dec 2020 due to the exit of UK business, it has been increasing afterwards.



Staff Composition



1. Number of full-time employees as of September 30, 2023

Leadership



Representative Director
CEO
Ryota Hayashi

After working at Deutsche Bank in London and a hedge fund, Ryota co-founded Finatext in 2013. B.A. in Economics from The Univ. of Tokyo.



Executive Director
CFO
Yuichiro Ito

Yuichiro joined Finatext in 2016 after working IBD Div. in UBS Securities Japan for nearly 6 years. B.A. in Economics from The Univ. of Tokyo.



Executive Director
CTO/CISO
Satoshi Tajima

Satoshi joined Finatext in 2019 after working in VOYAGE GROUP (now CARTA HOLDINGS). Graduated from School of Information and Communication, Meiji University. CISSP holder.

Leadership



Outside Director Hideki Yamauchi[1]

Hideki Established Global Cyber Investment in 2000 after working at The Industrial Bank of Japan. He became a outside director of Finatext in 2016. B.A. in Economics from The Univ. of Tokyo.



Statutory Auditor Ryosuke Nomura[2]

Ryosuke joined Edison Law Office as a lawyer in 2018 after working at several law offices. He became a statutory auditor of Finatext in 2020. B.A. in Laws from The Univ. of Tokyo.



Statutory Auditor Mamoru Sato[2]

Mamoru began his career at Bankers Trust in Japan and served as CFO and Statutory Auditor at Citi in Japan. He became a statutory auditor of Finatext in 2019. B.A. in Economics from Senshu Univ.



Statutory Auditor Hisayori Kataoka[2]

Hisayori established Hisayori Kataoka CPA Office in 2020 after working at Deloitte as a CPA. He became a statutory auditor of Finatext in 2021. B.A. in Economics from Keio Univ.

1. Hideki Yamauchi is an outside director.
2. Statutory auditors Mamoru Sato, Ryosuke Nomura and Hisayori Kataoka are outside statutory auditors.

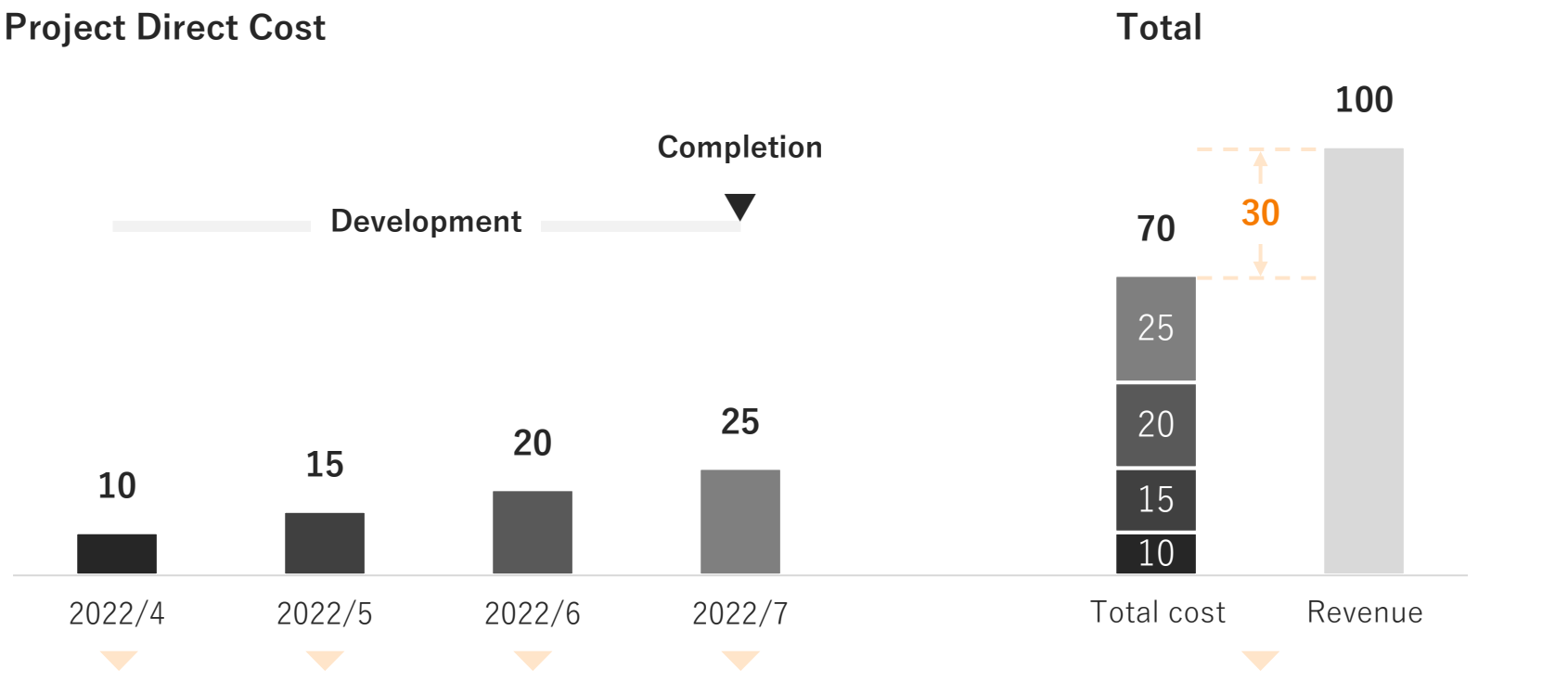
APPENDIX

BUSINESS OVERVIEW

Revenue Recognition of Dev Projects

"Cost recovery method" is adopted in recording one-off revenue of development projects.

Although part of the revenue is recognized in development phrase, profitability tends to be low, because revenue and expenses are recorded in the same amount.



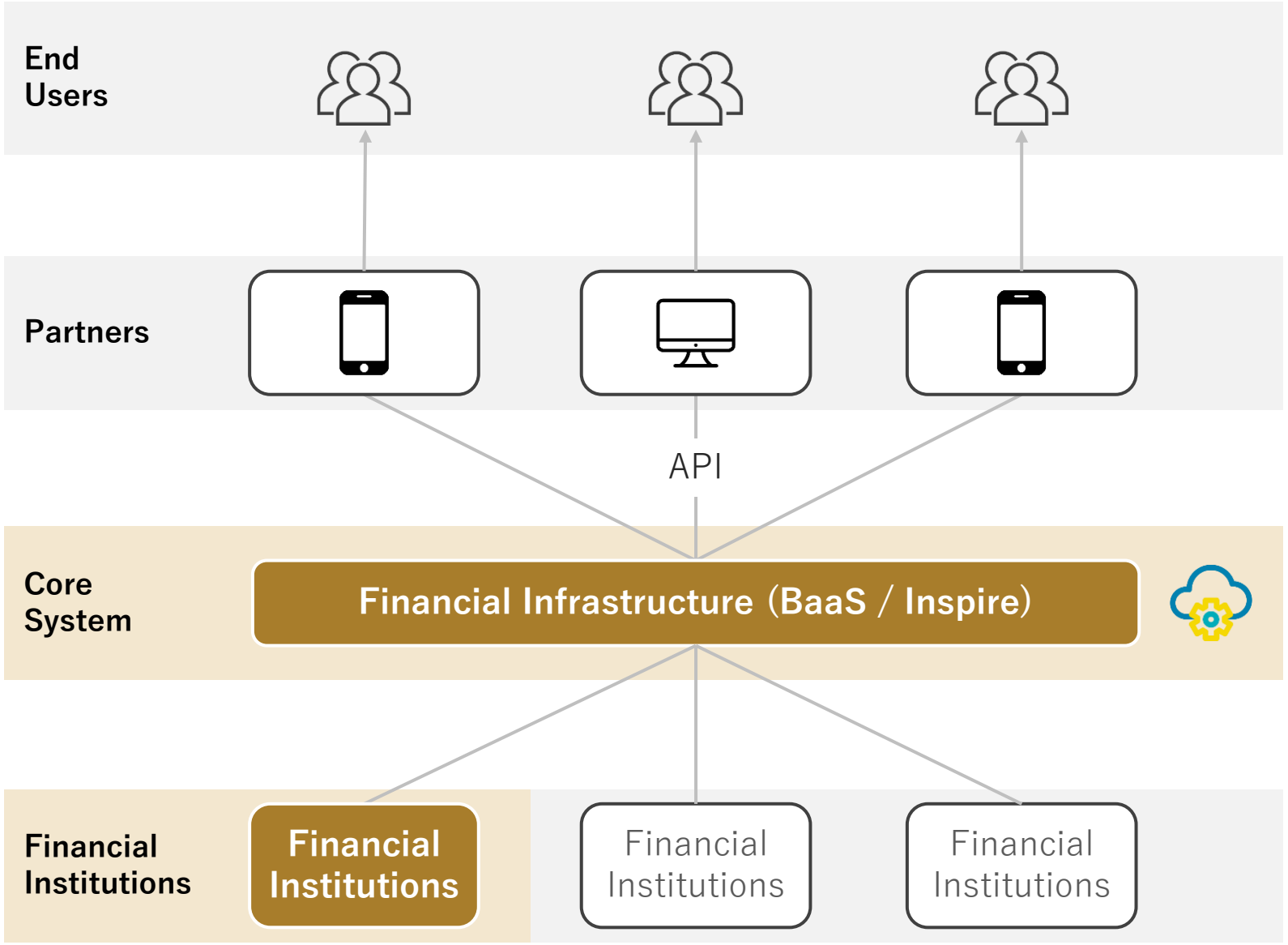
Revenue Recognition

	2022/4	2022/5	2022/6	2022/7
Dev	10	15	20	25
Completion				30
Total	**10**	**15**	**20**	**55**

Overview

Cloud-native and API-based modern Financial Infrastructure enables partners to install at low cost and embed functions seamlessly.

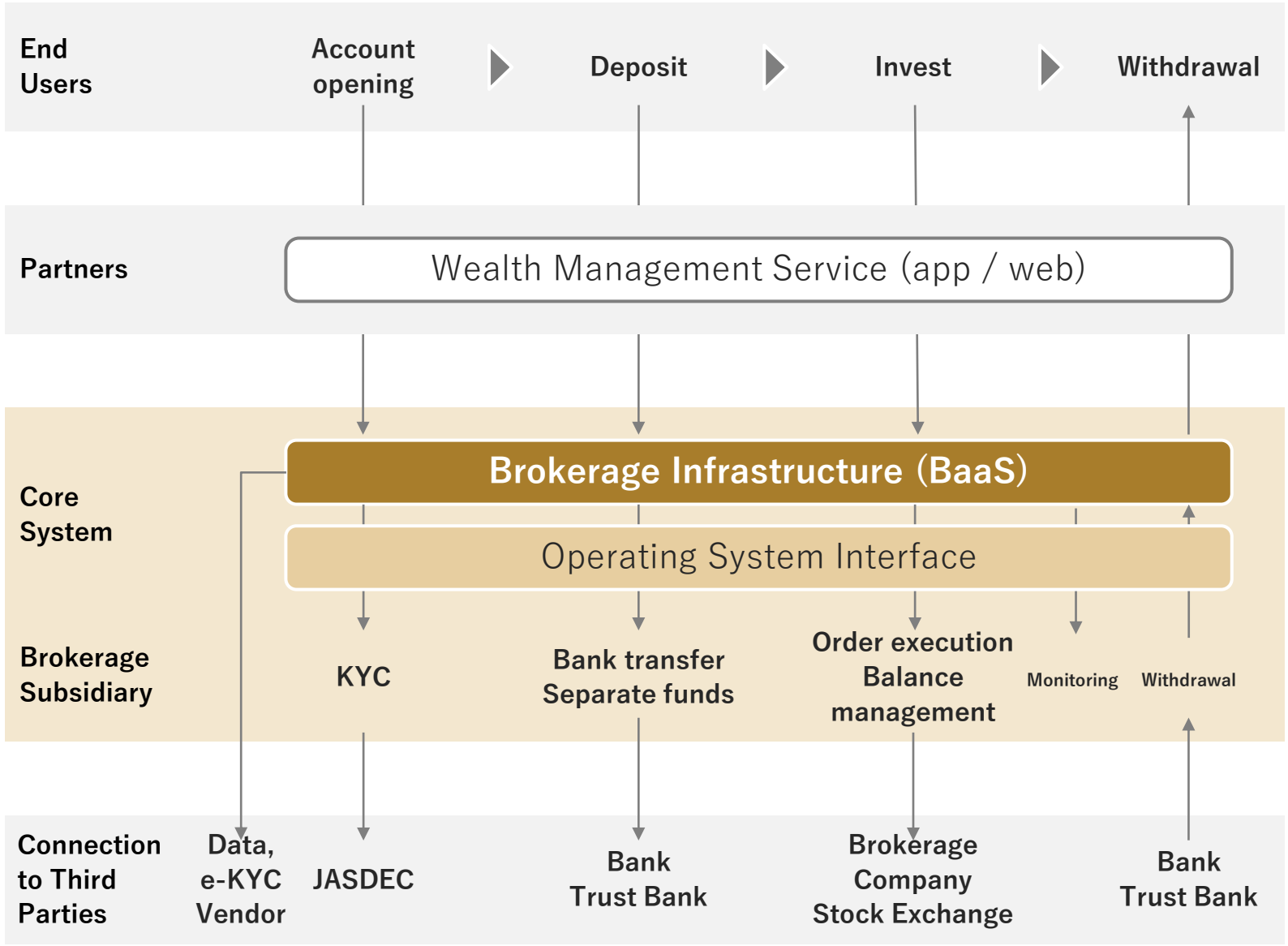
Provides ① “**BaaS**” for wealth management providers and ② “**Inspire**” for insurance providers.



① BaaS

Cloud-native, API-based infrastructure “BaaS” for wealth management providers.

Partners can launch wealth management services at low cost by managing the various external connections on the cloud.



① Services on BaaS

8 services in operation currently.

Focus on “**Digital Wealth Management**”: aim to democratize high-quality financial services by using technologies and;
“**Embedded Investment**”: seamlessly integrate with existing services to develop a new customer base.

Digital Wealth Management (DWM)

- Integrating online and offline allows high-quality wealth management services to be provided to more customers.
- Proving a platform that can implement discretionary investment service at a low cost, with tools for sales representatives.

Services

Wealth Wing (ANA X)	JAM WRAP (JAM)	Goal Navi (Nissay AM)	US ETF WRAP (GCI AM)	Financial Standard

Embedded Investment

- Players with large customer bases leverage their customer contact and context to reach potential users of a financial service.
- Supporting from service planning to provide investment services tailored to the partner

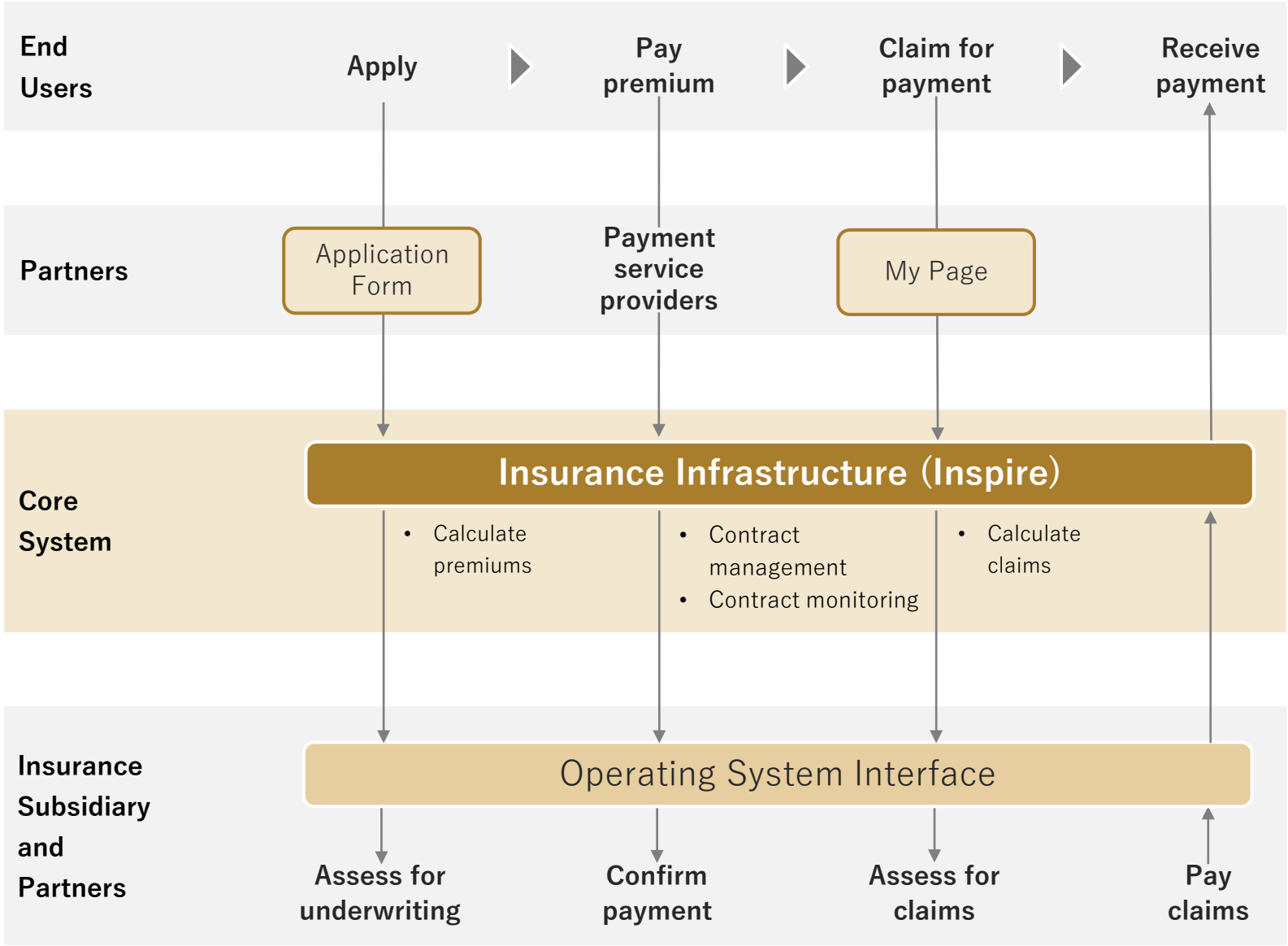
Services

Stream (Owned)	Saison Pocket (Credit Saison)	Korekabu (Seven Bank)

② Inspire

Cloud-native, API-based infrastructure “Inspire” for insurance providers.

Enables partners to expand their business by putting new insurance products on the market in a short time with low cost.



FINANCIAL INFRASTRUCTURE

② Clients of Inspire

Provided to 9 companies, including our small amount short-term insurance subsidiary.

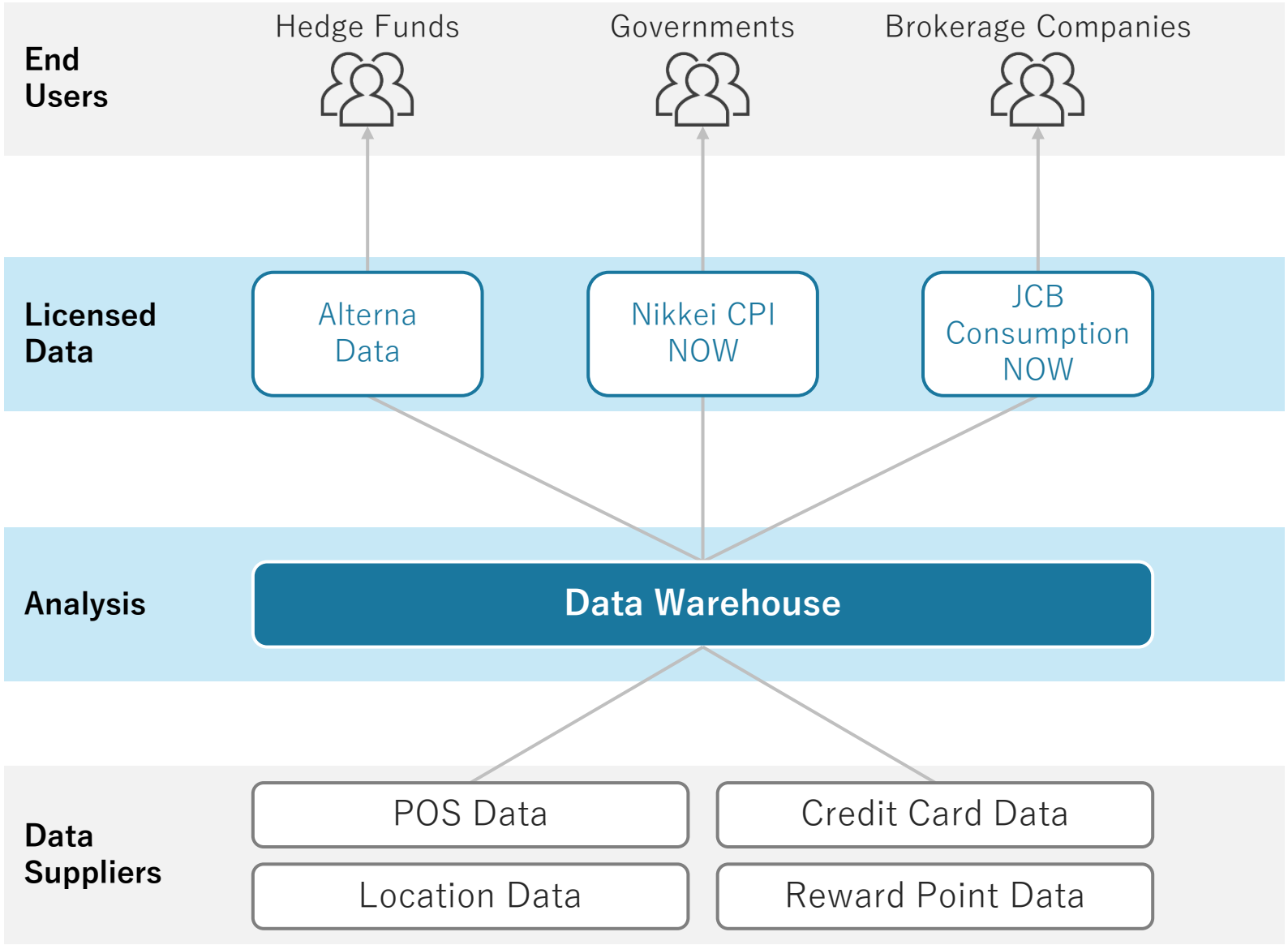
Support a wide range of insurance products from small amount short-term insurance to non-life insurance, from individuals to business entities.

1. Aioi Nissay Dowa Insurance
2. EPOS Small Amount Short-term Insurance
3. Nissay Plus Small Amount Short-term Insurance
4. Smartplus Small amount Short-term Insurance
5. Mitsui Sumitomo Insurance
6. MUFG Bank
7. Tokio Marine & Nichido Fire Insurance
8. MST Insurance Service
9. Kyoei Fire & Marine Insurance

Overview

An alternative data provider for institutional investors and governments.

Receives data from third-party data suppliers and sells value-added data using proprietary technologies such as cleansing, mastering and modeling.



Data License

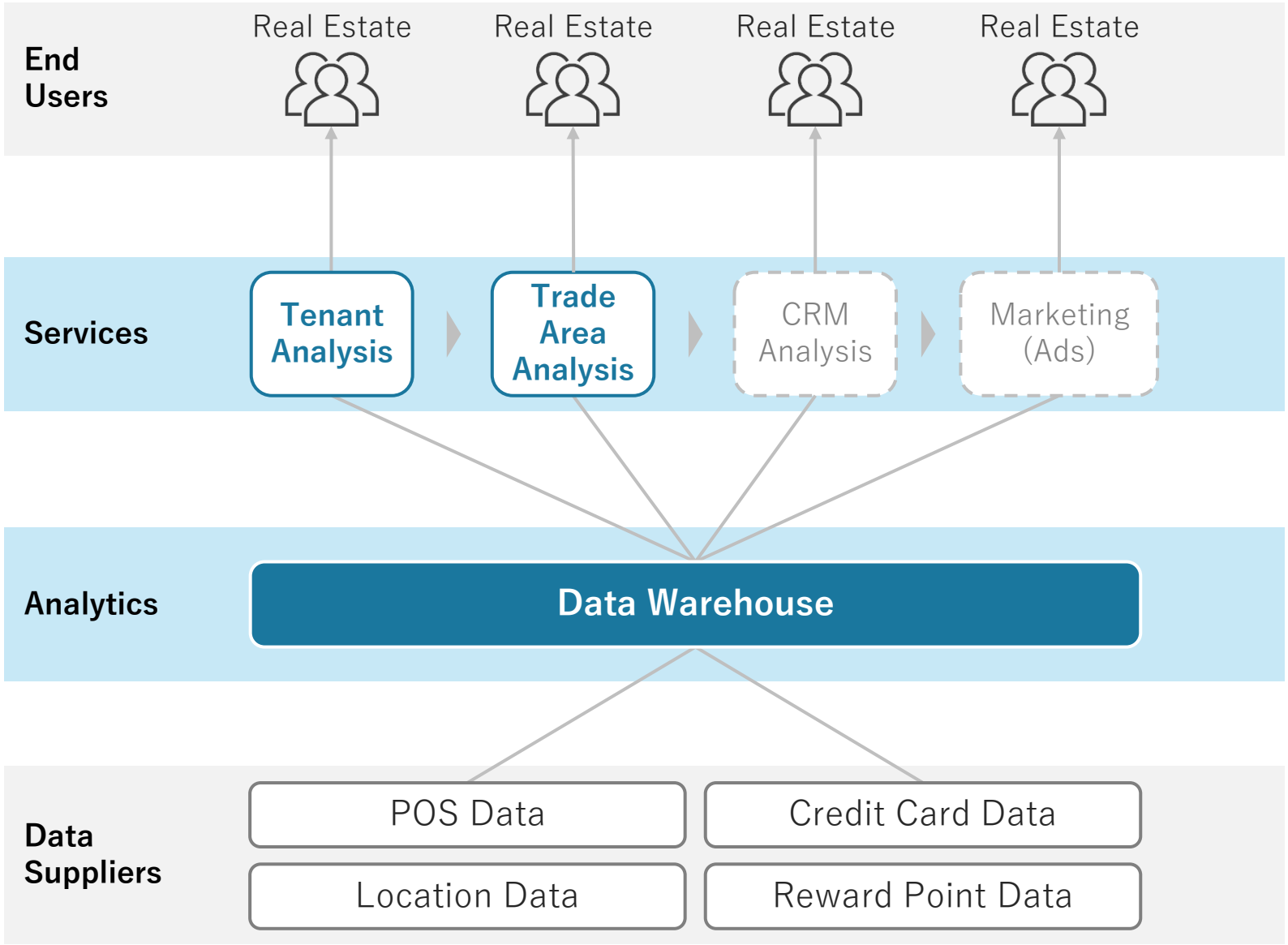
Provides “Alterna Data” for corporate analysis and “Nikkei CPI NOW” and “JCB Consumption NOW” for economic research.

	Alterna Data	Nikkei CPI NOW	JCB Consumption NOW
Overview	• Provide data for corporate analysis, such as sales, pricing, and unit price per customer • Provide insightful indexes derived from our data models	• Provide daily consumer price indexes using POS data • The indexes are mainly used to monitor inflation rate in Japan	• Provide bi-weekly consumption indexes using credit card data • The indexes are classified by industries, location of retailers and types of consumers
Data Partners	• Nikkei • True Data • KDDI • CCC Marketing • BCN • HRog etc.	• Nikkei	• JCB
Data	• POS data • Location data • Reward point data • Credit card data • Job listing data • Electronic receipt data • TV commercials data	• POS data	• Credit card data

Data Analytics for Real Estate

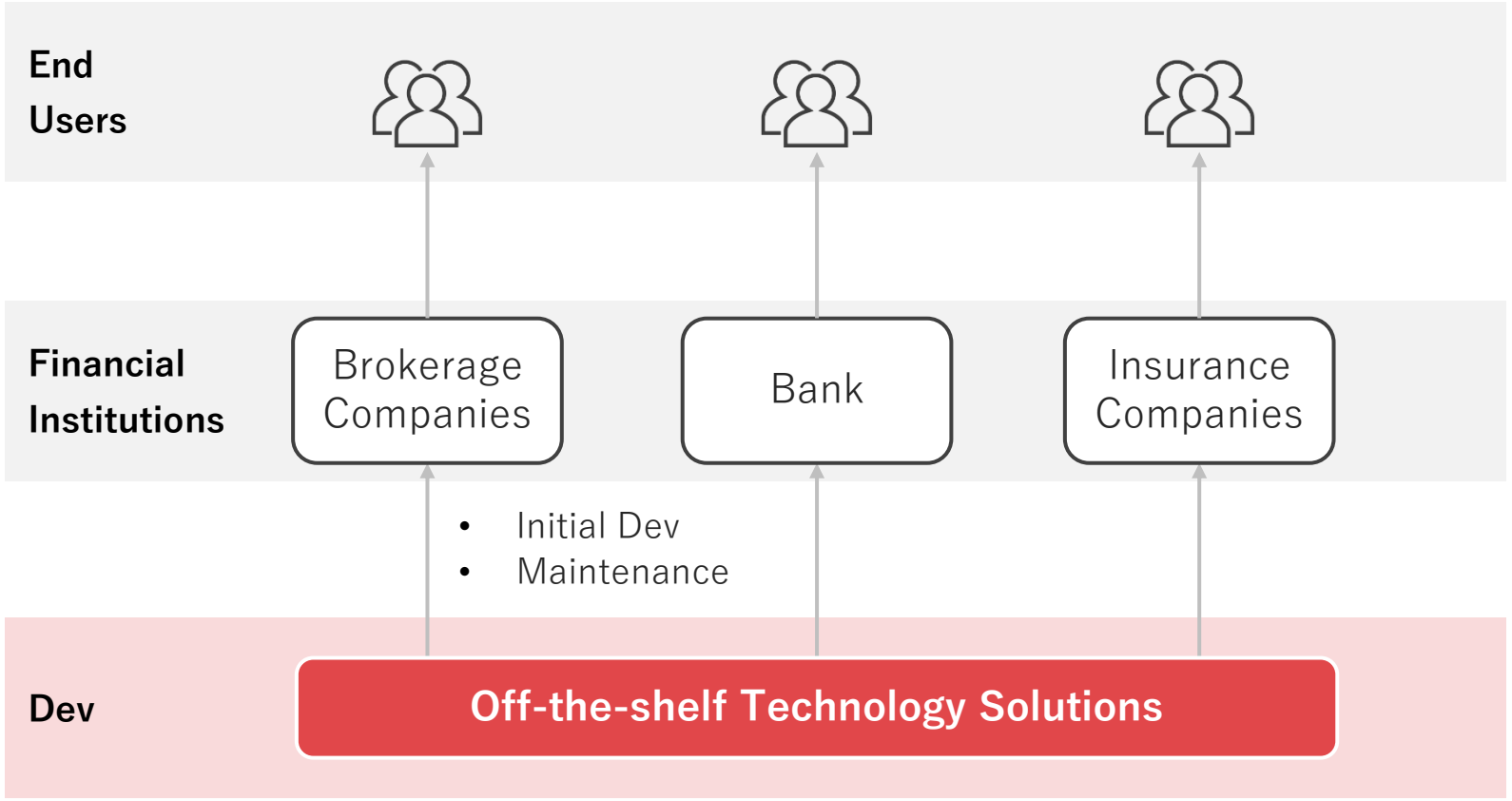
Data analytics services by integrating multiple alternative data with our knowledge and experience.

Start from real estate industry, supporting from tenant analysis to marketing.



Overview

Develops front-end applications and provides off-the-shelf technology solutions to financial institutions to accelerate their DX.



Clients (Published)

- KDDI
- MUFG Bank
- Daiwa Brokerage
- SMBC Nikko
- Nomura Holdings
- Nomura Asset Management
- Rakuten Brokerage
- GMO Click Brokerage

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In addition, although this material may contain forward-looking statements such as the Company's business strategy, they reflect the Company's opinion on uncertain factors based on information available to the Company. There is no guarantee that the statements will be realized in the future, from which the actual results may differ materially.



Reinvent Finance as a Service