

## Transcription

Good afternoon, everyone, and welcome to Fintech Plus Sync's 2nd quarter 2023 earnings call. I'm John Doe, CEO of Fintech Plus. We've had a stellar Q2 with a revenue of \$125 million, a 25% increase year over year. Our gross profit margin stands at a solid 58%, due in part to cost efficiencies gained from our scalable business model. Our EBITDA has surged to \$37.5 million, translating to a remarkable 30% EBITDA margin. Our net income for the quarter rose to \$16 million, which is a noteworthy increase from \$10 million in Q2 2022. Our total addressable market has grown substantially, thanks to the expansion of our high-yield savings product line and the new RoboAdvisor platform. We've been diversifying our asset-backed securities portfolio, investing heavily in collateralized debt obligations and residential mortgage-backed securities. We've also invested \$25 million in AAA-rated corporate bonds, enhancing our risk-adjusted returns. As for our balance sheet, total assets reached \$1.5 billion, with total liabilities at \$900 million, leaving us with a solid equity base of \$600 million. Our debt-to-equity ratio stands at 1.5, a healthy figure considering our expansionary phase. We continue to see substantial organic user growth, with customer acquisition costs dropping by 15% and lifetime value growing by 25%. Our LTV/CAC ratio is at an impressive 3.5%. In terms of risk management, we have a value-at-risk model in place, with a 99% confidence level indicating that our maximum loss will not exceed \$5 million in the next trading day. We've adopted a conservative approach to managing our leverage, and have a healthy tier-one capital ratio of 12.5%. Our forecast for the coming quarter is positive. We expect revenue to be around \$135 million and 8% quarter-over-quarter growth, driven primarily by our cutting-edge blockchain solutions and AI-driven predictive analytics. We're also excited about the upcoming IPO of our fintech subsidiary, Pay Plus, which we expect to raise \$200 million, significantly bolstering our liquidity and paving the way for aggressive growth strategies. We thank our shareholders for their continued faith in us, and we look forward to an even more successful Q3. Thank you so much.

## Abstract Summary

Fintech Plus Sync reported a successful Q2 2023, with a 25% YoY increase in revenue to \$125

million, a gross profit margin of 58%, and a 30% EBITDA margin. Net income rose to \$16 million, up from \$10 million in Q2 2022. The company's total addressable market expanded due to the introduction of a high-yield savings product line and a new RoboAdvisor platform. Fintech Plus Sync diversified its asset-backed securities portfolio and invested \$25 million in AAA-rated corporate bonds. The company's total assets reached \$1.5 billion, with total liabilities at \$900 million, resulting in a solid equity base of \$600 million. The company also reported substantial organic user growth, a 15% drop in customer acquisition costs, and a 25% increase in lifetime value. The company's forecast for the next quarter is positive, with expected revenue of \$135 million and 8% QoQ growth. The upcoming IPO of its fintech subsidiary, Pay Plus, is expected to raise \$200 million, bolstering liquidity and enabling aggressive growth strategies.

## Key Points

1. Fintech Plus Sync reported a successful Q2 2023 with a revenue of \$125 million, a 25% increase year over year.
2. The company's gross profit margin stands at 58%, attributed to cost efficiencies from their scalable business model.
3. The EBITDA surged to \$37.5 million, translating to a 30% EBITDA margin.
4. Net income for the quarter rose to \$16 million, a significant increase from \$10 million in Q2 2022.
5. The total addressable market has grown due to the expansion of the high-yield savings product line and the new RoboAdvisor platform.
6. The company diversified its asset-backed securities portfolio, investing heavily in collateralized debt obligations and residential mortgage-backed securities.
7. Fintech Plus Sync invested \$25 million in AAA-rated corporate bonds to enhance risk-adjusted returns.
8. The balance sheet shows total assets of \$1.5 billion, total liabilities of \$900 million, and an equity base of \$600 million.
9. The debt-to-equity ratio stands at 1.5, considered healthy for the company's expansionary phase.

10. The company reported substantial organic user growth, with customer acquisition costs dropping by 15% and lifetime value growing by 25%.
11. The company has a value-at-risk model in place, indicating a maximum loss of \$5 million in the next trading day at a 99% confidence level.
12. The company maintains a healthy tier-one capital ratio of 12.5%.
13. The forecast for the next quarter is positive, with expected revenue of \$135 million and 8% quarter-over-quarter growth.
14. The growth is expected to be driven by blockchain solutions and AI-driven predictive analytics.
15. The company is preparing for the IPO of its fintech subsidiary, Pay Plus, expected to raise \$200 million, which will significantly increase liquidity and support aggressive growth strategies.

## **Action Items**

No specific tasks, assignments, or actions were identified in the text. The text is a summary of a company's financial performance and future expectations, but does not include any specific tasks or actions to be taken.

## **Sentiment**

The sentiment of the text is overwhelmingly positive. The language used throughout the text conveys a sense of success, growth, and optimism. The CEO of Fintech Plus discusses the company's strong financial performance, including increased revenue, profit margins, and net income. He also highlights the company's successful diversification strategies, cost efficiencies, and risk management. The CEO's forecast for the coming quarter is also positive, with expected revenue growth and the anticipation of a successful IPO for a subsidiary company. The closing remarks express gratitude towards shareholders and optimism for continued success in the future.