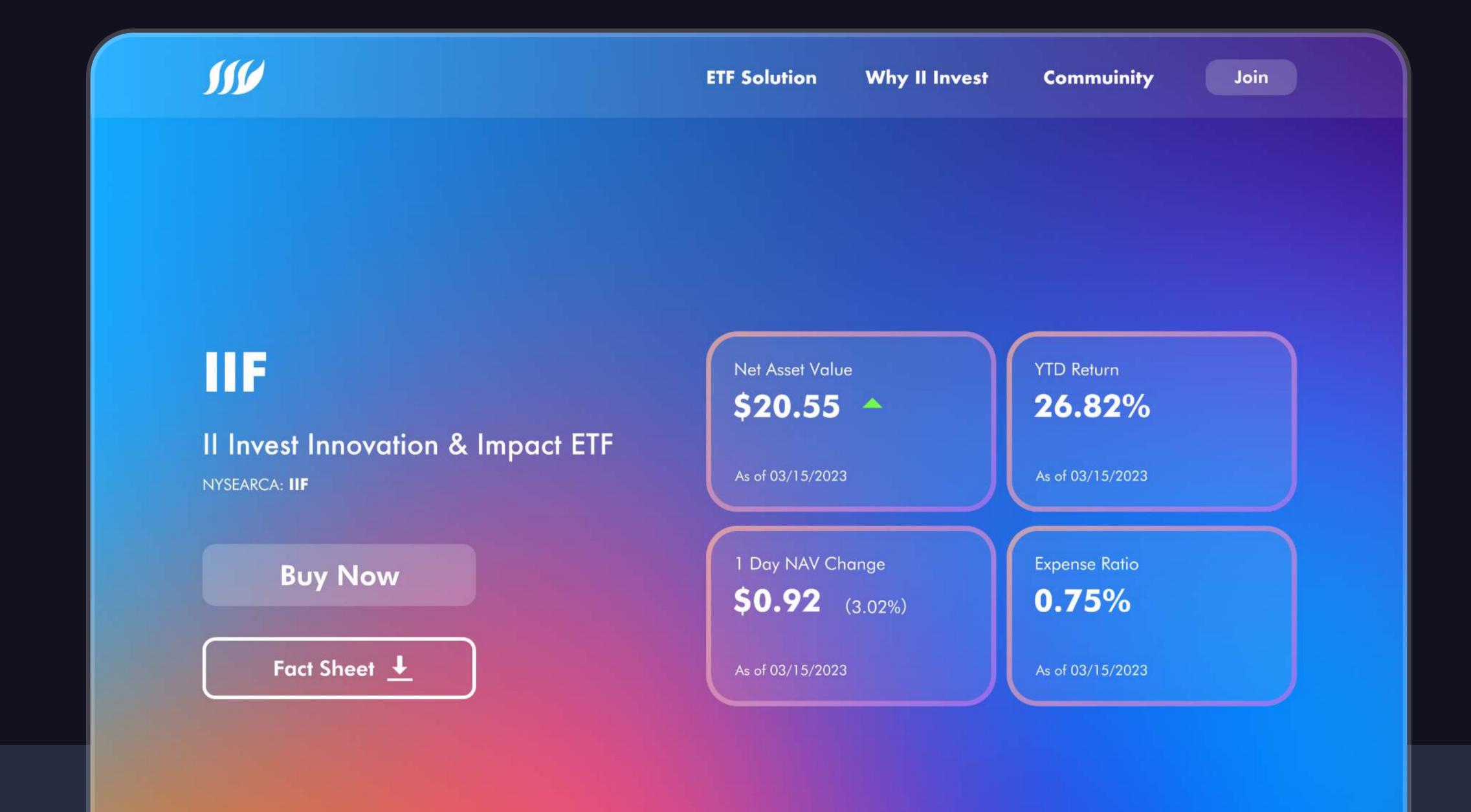
## 11 Invest

Innovation & Impact Driven ETF Service & Community



Serafina Yu | II Invest | Pitch Deck Proposal



#### Do You Know?

Over 80% of investors have made investing decisions based on sudden trends, fluctuate crazes, and shocking news, expecting for higher return.

Yet investors are not thoroughly trained and reminded to stop going crazy and jealous because of short-term lifts or cliffs.



#### Big Idea

Il Invest supplement the human instinct during the decision-making process by helping investors to establish a sustainable investing system.

An index for investors to follow and gain considerable returns. An inclusive community for investors to learn and grow.



We empower value investing and ESG trading methodologies, and enhance the awareness of sustainable living.



#### Why II Invest?

Beginner investors (who) new to the market can build up their value-oriented portfolio (what) based on a recognizable rationale while achieving their investment goals (why) through the process of learning the basics of the financial market (so what/how).

### Understand Our Users



#### Future-Forward Beginner Investor

STATUS SINGLE

EDUCATION Non-Business

LOCATION

Urban

Primary Persona

#### Lifestyle

Tech-savvy individual in their mid-20s to mid-30s, comfortable with digital tools and interested in new and innovative ways to invest.

#### Demographic

- Early adopter
- High income
- Tech-focused individual
- Highly educated
- Interested in cutting-edge investment opportunities.

#### Habit

- Regularly follows technology and financial news
- Invests in a diverse portfolio
   of assets and actively seeks
   out new and innovative
   investment opportunities.



### Conscious Capitalist & Institutional Investors

STATUS Married

EDUCATION IB Related

LOCATION Urban

Served Persona



### Socially Responsible Retirees

STATUS Divorced

EDUCATION Bachelors

LOCATION Suburban

Secondary Persona



Innovative Philanthropist

STATUS Single

EDUCATION N/A

LOCATION Urban/Suburban

Secondary Persona

### Business Blueprint

#### **Industry Trends**

- Growing Demand for Sustainable Investing
- Increased Focus on ESG (Environmental, Social, and Governance)
- Economic Growth slows / Interest Rates rises
- Political and Geopolitical Uncertainty
- Technological Advancements and Disruptions
- Climate Change and Environmental Regulations

#### **Market Size**

\$1.164 Trillion

\$8.4 Trillion

Worldwide Impact Investing Market Size

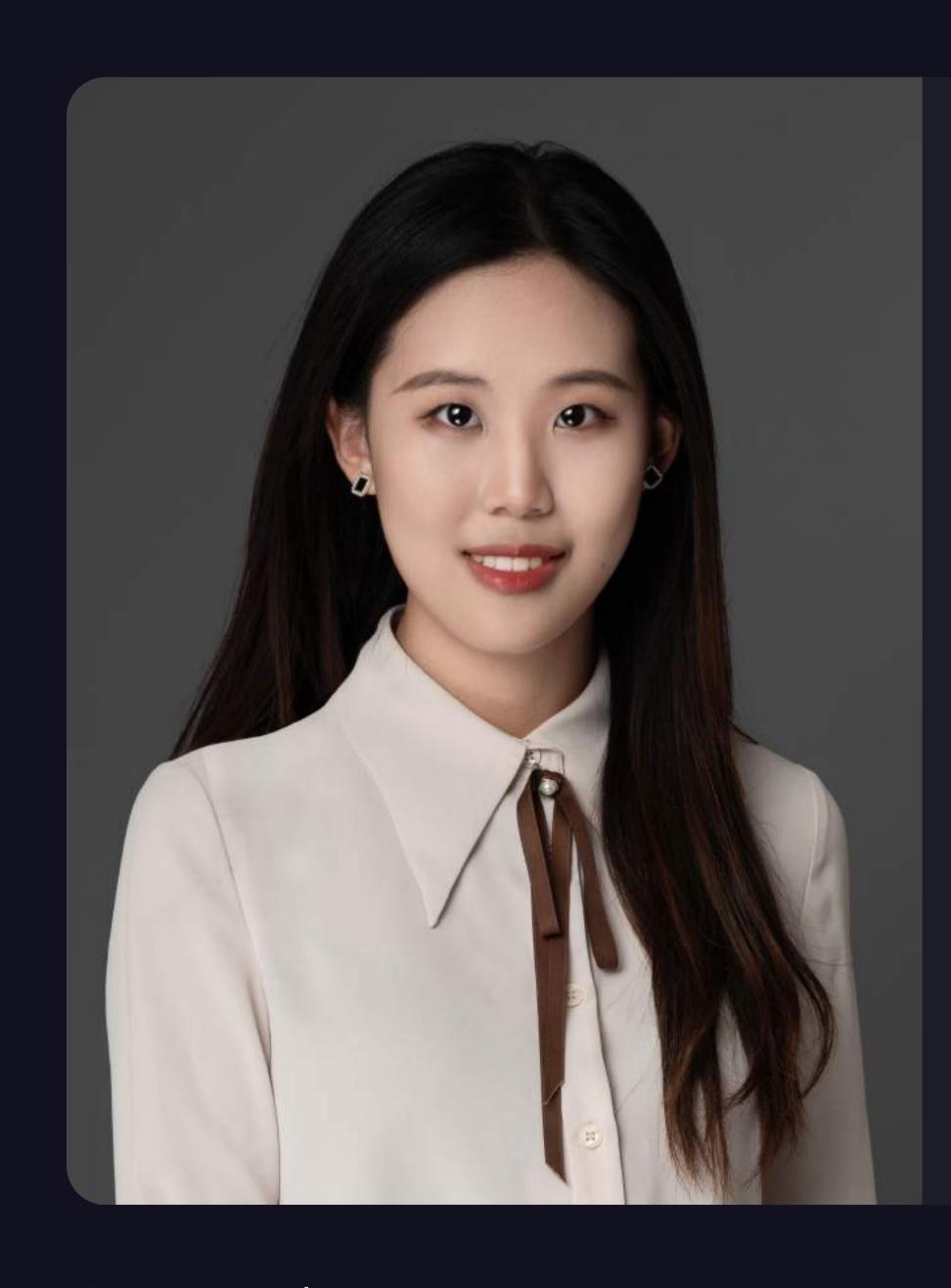
As Of 2023

Source

AUM Using Sustainable Investing Strategies
As Of The Beginning Of 2022 Source

# **Opportunity Space** More Transparent Financial Services • Dispersed Portfolio Sector Centralized Less Attention Higher Affention More Transparent

### Team



#### Serafina Y.

Serial Entrepreneur

- Graduating From AC.
   With Business Minor
   And A Distinction
   Recognition.
- Ex-Non Profit Startup
   Initiator. Specialize In
   Product, Operation,
   Design & Tech.

**Chief Executive Officer** 

**Chief Operation Officer** 

Chief Investment Officer



#### Joey W.

Ex-Attorney

- Over 10 Years Of
   Experience In Law
   Firms As Partners
- Specialize InCorporate Laws AndCyber Security Laws

**Chief Compliance Officer** 

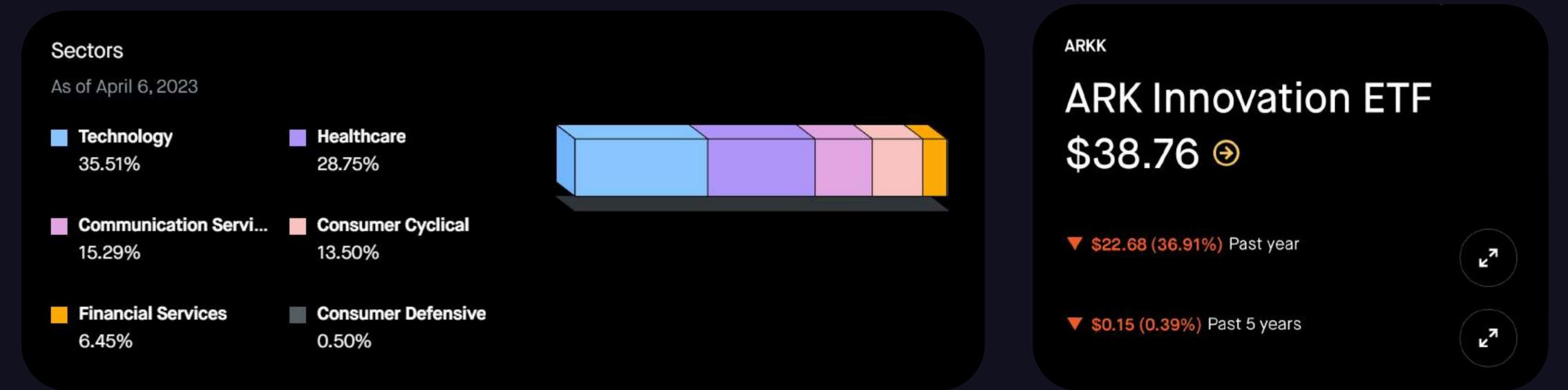
Chief Legal Officer

### Validation



### Proof Of ROI





\*24.421% ROLYTD

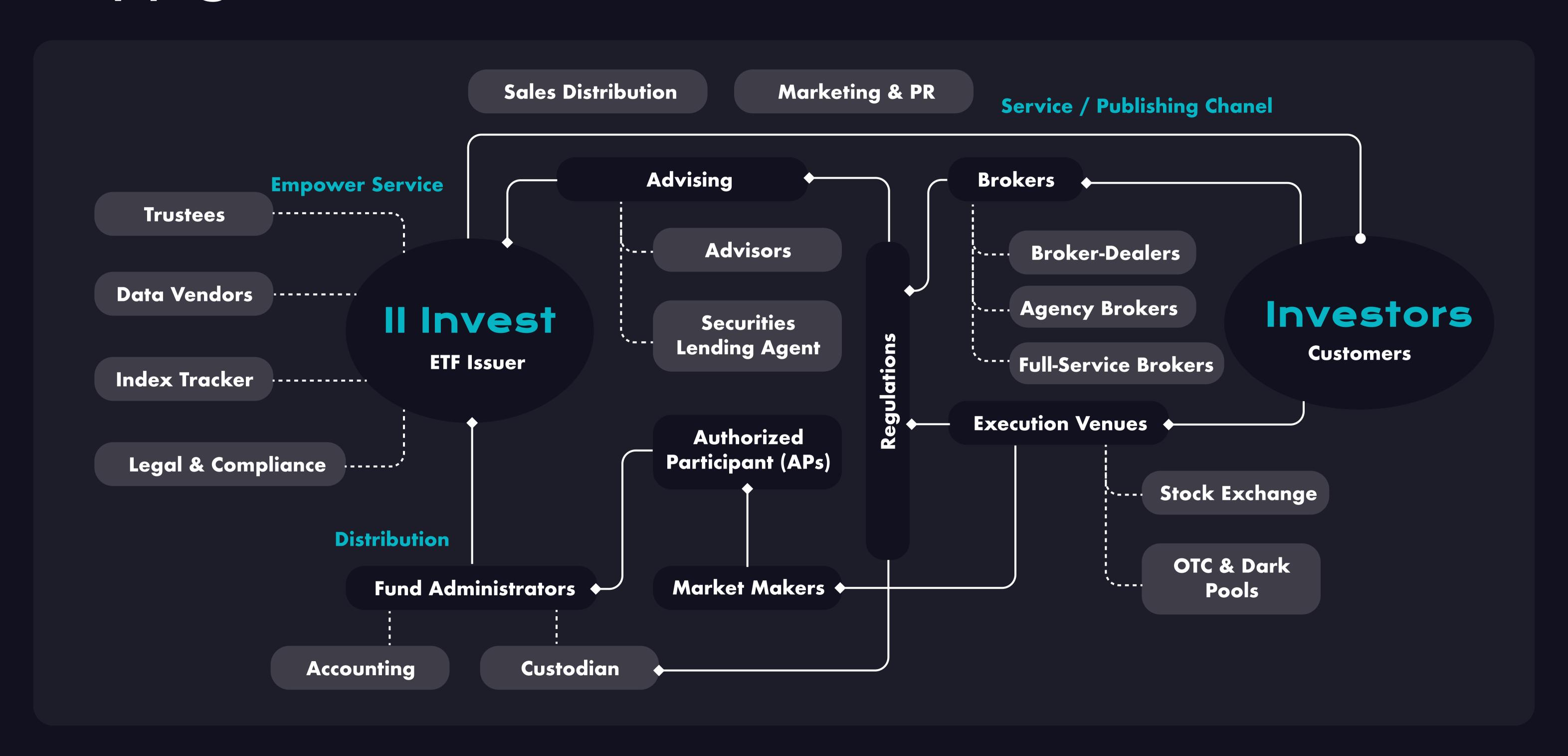
\*36.91% ARKK ROLYTD

As Of Today



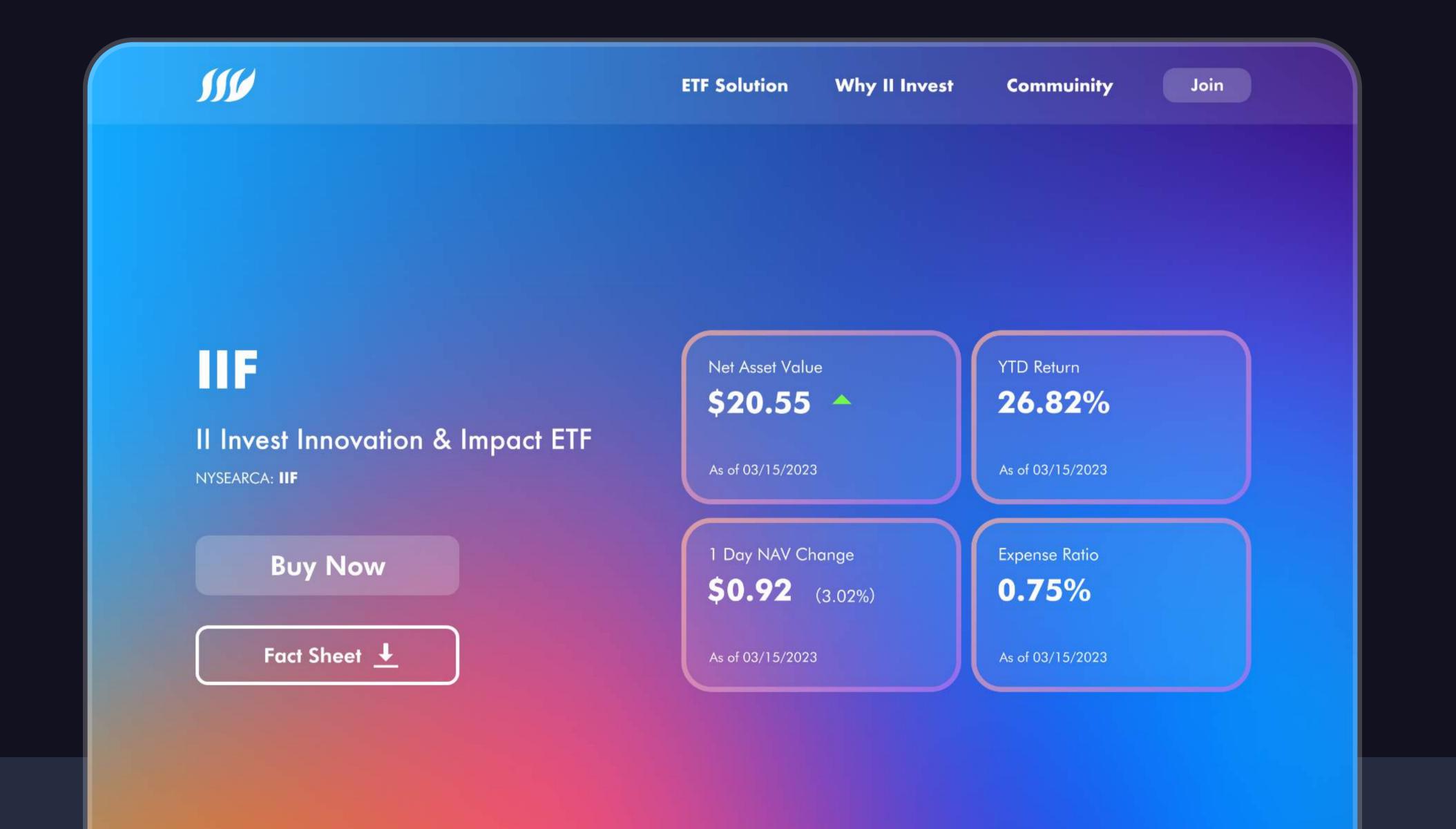


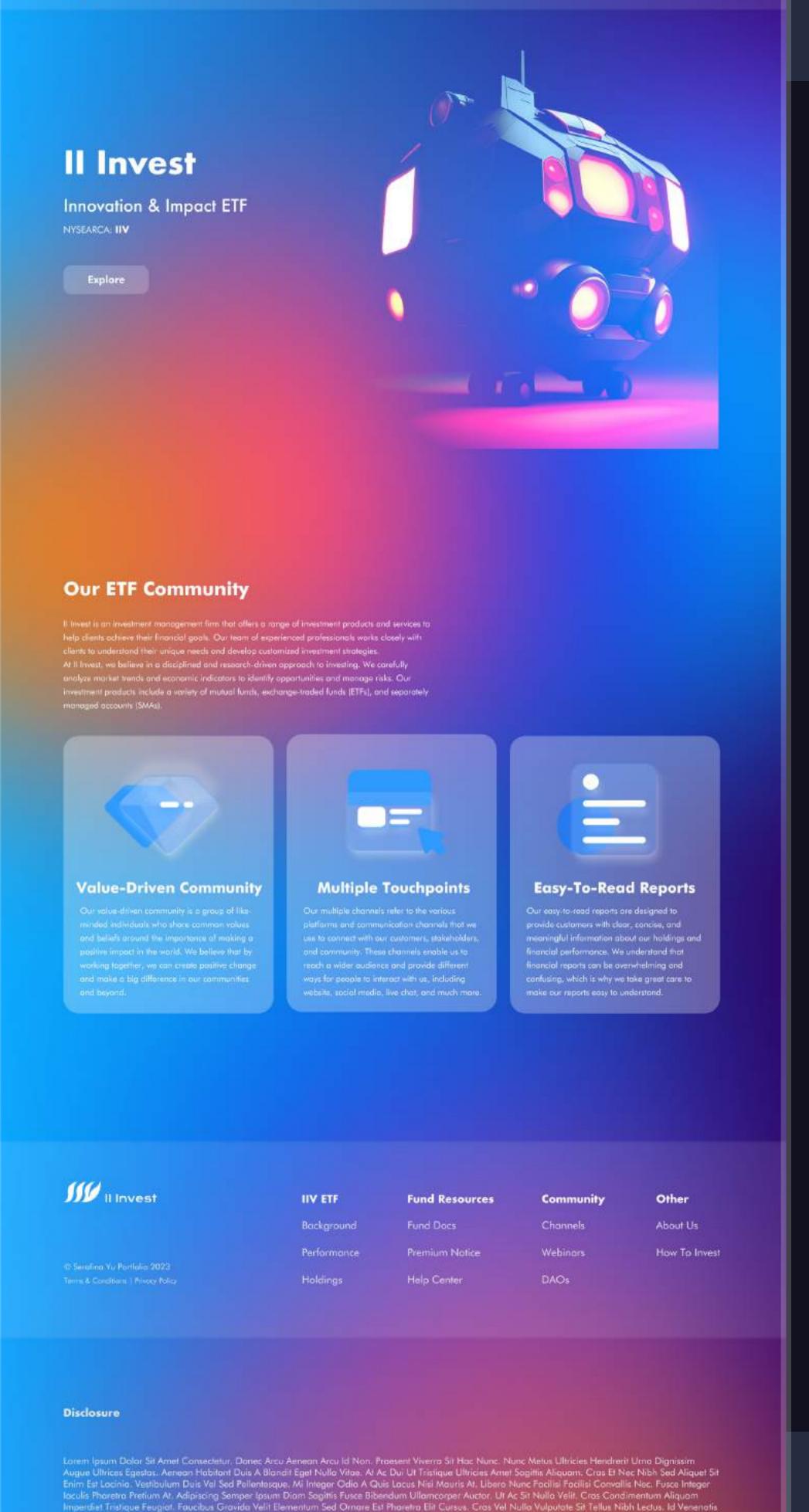
### Supply Chain Distribution



### MVP

Our MVP is the simplest version of our product that we can create to test its market viability and gather feedback from users. Following our metrics for impact, user engagements in our community channels / net promoter score of our ETF service / customer review from advising, brokers, and execution venues are our primary rubric to analyze the awareness of sustainable investment.

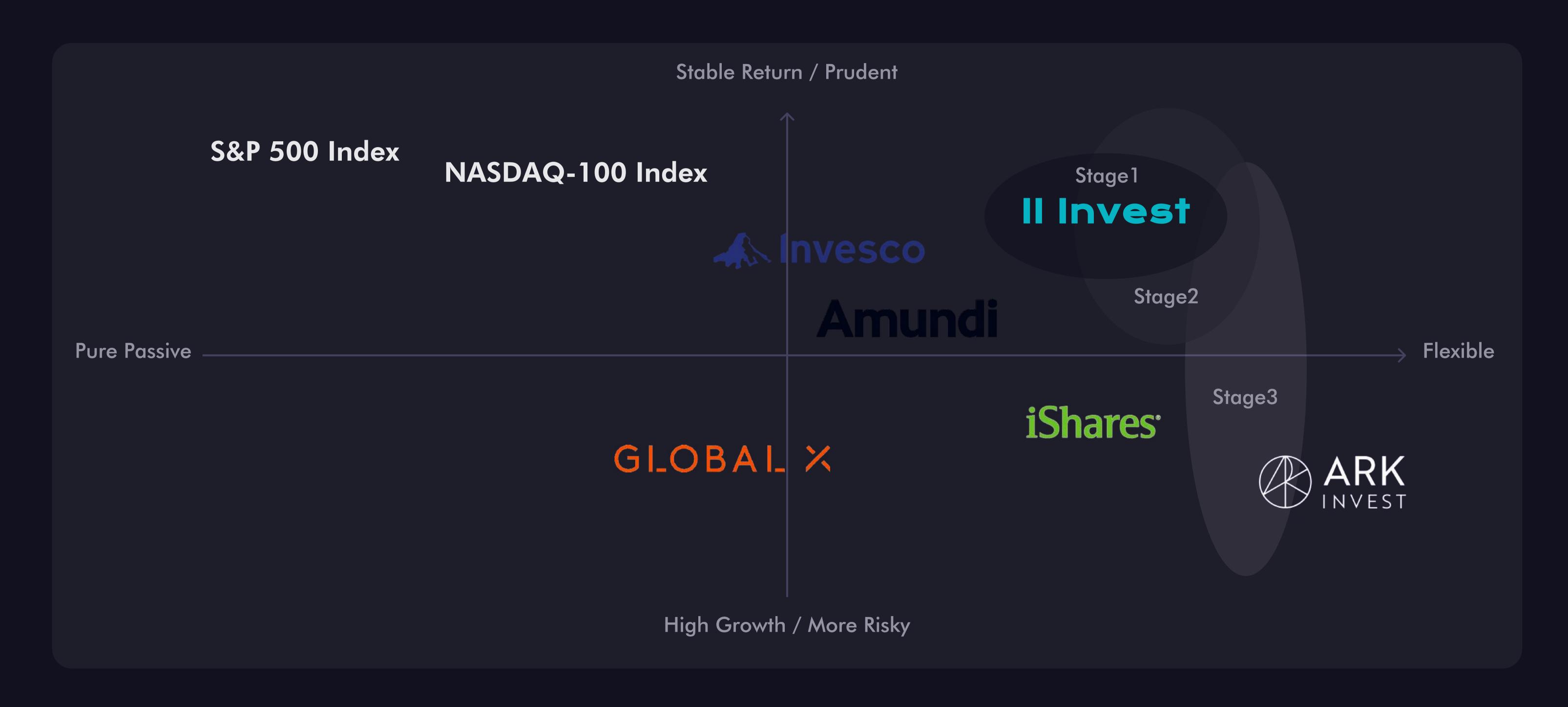




### Roll Out Plan



### Positioning Chart



### Statistics

#### Expense Ratio

0.75% Expense Ratio = 0.50% Management Fee + 0.25% Investment Advisory Fee

#### Total Asset Under Management

5,000 \* \$2,500 Average Deposits = \$12,500,000

3,000 Beginner Investors | 1,200 Socially-Responsible Retirees | 300 High-Net-Worth Individual

#### Breakdowns In A 5-Year Phased Plan

### Revenue Stream

These revenue streams are expected to shift over time as we expand our product offerings and partnerships, increase our marketing efforts, and leverage our core value to differentiate ourselves from competitors. The average amount of money users deposit will remain \$2,500 each into the ETFs and advisory accounts throughout the 5-year phased plan. However, for the user acquisition, we assume that we are accumulating 5,000 users in year 1, 10,000 users in year 2, 20,000 users in year 3, 40,000 users in year 4, and 80,000 users in year 5. The self-developed materials fees are assumed to increase at a rate of 15% per year, starting from \$10,000 in year 1. The performance fees are assumed to be 20% of the investment gains, estimated at 10% per year. The investment income is estimated at 3% of the total assets under management for each year.

Revenue Stream Breakdown	Year 1	Year 2	Year 3	Year 4	Year 5
Management Fees	\$62,500 0.5% X (\$2500 X 5000)	\$125,000 0.5% X (\$2500 X 10000)	<b>\$250,000</b> 0.5% X (\$2500 X 20000)	\$500,000 0.5% X (\$2500 X 40000)	\$1,000,000 0.5% X (\$2500 X 80000)
Investment Advisory Fees (Assumed To Be Half Of The Total Deposit)	\$31,250 0.25% X (\$2500 X 5000)	\$62,500 0.25% X (\$2500 X 10000)	\$125,000 0.25% X (\$2500 X 20000)	\$250,000 0.25% X (\$2500 X 40000)	\$500,000 0.25% X (\$2500 X 80000)
Licensing Fees	<b>\$0</b>	\$10,000	\$20,000	\$40,000	\$80,000
Self-Developed Materials Fees	\$10,000	\$11,500	\$13,225	\$15,203	\$17,484
Performance Fees (Fair Estimation)	\$0	\$100,000	\$500,000	\$2,000,000	\$8,000,000
Investment Income (Fair Estimation)	<b>\$0</b>	\$100,000	\$500,000	\$2,000,000	\$8,000,000
TOTAL REVENUE	\$103,750	\$409,000	\$1,408,225	\$4,805,203	\$17,597,484

# The End

Serafina Yu | II Invest | Pitch Deck Proposal