

# Financial Highlights for 1st Quarter of Fiscal Year Ending March 2024

July 31, 2023

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# Overview of Consolidated Financial Results

# Financial Summary (Consolidated)

## Financial Summary

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	% Change	% Change
<b>Operating Revenue</b>	19,973	20,569	21,528	18,904	18,460	20,175	17,746	16,999	<b>21,205</b>	25%	15%
<b>Net Operating Revenue</b>	19,447	19,980	20,936	17,885	17,621	18,979	16,975	16,022	<b>20,615</b>	29%	17%
SG&A Expenses	16,966	16,806	17,296	17,298	16,912	16,906	16,214	16,405	<b>17,121</b>	4%	1%
<i>(Operating Revenue=100)</i>	85	82	80	92	92	84	91	97	<b>81</b>	-	-
<b>Operating Profit</b>	2,480	3,174	3,640	586	708	2,072	761	<b>-382</b>	<b>3,494</b>	-	393%
Non-Operating Income	605	1,009	441	1,286	616	606	154	2,842	<b>740</b>	<b>-74%</b>	20%
Non-Operating Expenses	23	132	3	84	124	238	315	354	<b>230</b>	<b>-35%</b>	85%
<b>Ordinary Profit</b>	3,061	4,051	4,077	1,789	1,200	2,441	600	2,104	<b>4,004</b>	90%	234%
<i>(Operating Revenue=100)</i>	15	20	19	9	7	12	3	12	<b>19</b>	-	-
Extraordinary Profit	8,409	86	-	89	54	<b>-0</b>	<b>-0</b>	123	<b>244</b>	99%	347%
Extraordinary Losses	2,827	26	343	538	-	377	<b>-37</b>	83	<b>369</b>	344%	-
<b>Profit Before Income Taxes</b>	8,644	4,110	3,733	1,340	1,255	2,062	637	2,144	<b>3,879</b>	81%	209%
<i>(Operating Revenue=100)</i>	43	20	17	7	7	10	4	13	<b>18</b>	-	-
Income Taxes - Current & Deferred	1,471	986	1,146	520	450	907	617	1,414	<b>1,256</b>	<b>-11%</b>	179%
<b>Profit attributable to non-controlling interests</b>	165	221	238	<b>-71</b>	703	442	<b>-502</b>	113	<b>624</b>	452%	<b>-11%</b>
<i>(Operating Revenue=100)</i>	1	1	1	<b>-0</b>	4	2	<b>-3</b>	1	<b>3</b>	-	-
<b>Profit Attributable to Owners of Parent</b>	7,007	2,902	2,348	891	101	713	521	616	<b>1,998</b>	224%	1868%
<i>(Operating Revenue =100)</i>	35	14	11	5	1	4	3	4	<b>9</b>	-	-

- Extraordinary Profit for the 1<sup>st</sup> Qtr. of FYE March 2022 includes profit from negative goodwill realization due to the acquisition of ACE Securities

# Operating Revenue, Commission Received, Net Trading Income (Consolidated)

## Operating Revenue

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Commission Received	9,504	9,642	9,675	8,752	7,786	7,892	8,461	8,789	<b>9,815</b>	12%	26%
Net Trading Income	9,587	7,995	10,419	5,997	8,561	7,540	8,275	6,910	<b>10,398</b>	50%	22%
Financial Revenue	881	2,931	1,433	4,154	2,113	4,742	1,009	1,300	<b>990</b>	-24%	-53%
<b>Total Operating Revenue</b>	<b>19,973</b>	<b>20,569</b>	<b>21,528</b>	<b>18,904</b>	<b>18,460</b>	<b>20,175</b>	<b>17,746</b>	<b>16,999</b>	<b>21,205</b>	25%	15%

## Commission Received

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Commission to Consignees	3,485	3,549	3,782	3,111	2,689	2,857	3,132	3,079	<b>4,283</b>	39%	59%
Commission for Underwriting, Secondary Distribution & Solicitation	436	311	166	420	522	159	223	208	<b>231</b>	11%	-56%
Fee for Offering, Secondary Distribution & Solicitation	2,844	2,626	2,563	1,905	1,501	1,591	1,751	2,055	<b>2,009</b>	-2%	34%
Other Fees Received	2,738	3,155	3,163	3,314	3,073	3,284	3,354	3,445	<b>3,291</b>	-4%	7%
<b>Commission Received</b>	<b>9,504</b>	<b>9,642</b>	<b>9,675</b>	<b>8,752</b>	<b>7,786</b>	<b>7,892</b>	<b>8,461</b>	<b>8,789</b>	<b>9,815</b>	12%	26%

## Net Trading Income

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Stocks	5,086	3,849	6,068	1,180	2,998	1,387	4,138	5,105	<b>7,790</b>	53%	160%
Bonds & Forex	4,500	4,145	4,350	4,816	5,562	6,153	4,136	1,804	<b>2,607</b>	45%	-53%
<b>Net Trading Income</b>	<b>9,587</b>	<b>7,995</b>	<b>10,419</b>	<b>5,997</b>	<b>8,561</b>	<b>7,540</b>	<b>8,275</b>	<b>6,910</b>	<b>10,398</b>	50%	22%

# Selling, General and Administrative Expenses (Consolidated)

## Selling, General and Administrative Expenses

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Trading Related Expenses	3,272	3,129	3,260	3,464	3,429	3,076	2,995	2,926	<b>3,043</b>	4%	-11%
Personnel Expenses	8,013	8,071	8,173	8,061	7,590	8,061	7,576	7,607	<b>8,032</b>	6%	6%
Real Estate Expenses	1,959	1,916	1,940	1,916	2,033	1,891	1,853	1,806	<b>1,898</b>	5%	-7%
Office Expenses	2,034	2,066	2,253	2,292	2,177	2,030	2,086	2,341	<b>2,284</b>	-2%	5%
Depreciation	690	699	758	754	712	821	862	884	<b>839</b>	-5%	18%
Other	995	923	909	810	968	1,026	839	839	<b>1,022</b>	22%	6%
<b>Total SG&amp;A Expenses</b>	<b>16,966</b>	<b>16,806</b>	<b>17,296</b>	<b>17,298</b>	<b>16,912</b>	<b>16,906</b>	<b>16,214</b>	<b>16,405</b>	<b>17,121</b>	4%	1%

# Non-Operating Income & Expenses, Extraordinary Income & Loss (Consolidated)

## Non-Operating Income & Expenses, Extraordinary Income & Loss

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	% Change	% Change
Non-Operating Income	605	1,009	441	1,286	616	606	154	2,842	<b>740</b>	-74%	20%
Share of Profit of Entities											
Accounted for Using Equity Method	341	615	340	-119	—	—	—	—	<b>66</b>	—	—
Other	263	393	100	1,405	616	606	154	2,842	<b>673</b>	-76%	9%
Non-Operating Expenses	23	132	3	84	124	238	315	354	<b>230</b>	-35%	85%
Share of Loss of Entities											
Accounted for Using Equity Method	—	—	—	—	83	149	288	228	—	—	—
Other	23	132	3	84	41	88	26	126	<b>230</b>	83%	461%

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	% Change	% Change
Extraordinary Income	8,409	86	—	89	54	-0	-0	123	<b>244</b>	98%	352%
Extraordinary Loss	2,827	26	343	538	—	377	-37	83	<b>369</b>	345%	—

- Extraordinary Profit for the 1<sup>st</sup> Qtr. of FYE March 2022 includes profit from negative goodwill realization due to the acquisition of ACE Securities

# Profits Made by Each Categorized Operation(Consolidated)

## Ordinary Profit from Subsidiaries, Affiliates, and Investees

(Millions of yen)	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Tokai Tokyo Securities	1,888	2,396	3,195	1,443	784	988	1,189	38	<b>3,736</b>
JV Securities Total	497	478	533	65	129	88	-53	-33	<b>268</b>
Tokai Tokyo Global Investments	262	162	84	-209	-195	779	260	1,709	<b>164</b>
ACE Securities	299	404	305	-47	-3	-	-	-	-
Maruhachi Securities	29	119	200	45	49	22	52	4	<b>169</b>
Insurance (ETERNAL, Mebius)	109	132	159	220	138	213	219	243	<b>168</b>
M&A (Pinnacle, Pinnacle TT Solution, Mafolovera)	-11	27	19	-59	-54	10	50	-45	<b>-60</b>
Digital Operations (Subsidiaries + Equity Method Affiliates' Profit and Loss as proportionally recognized) ※	-288	-20	-490	-442	-562	-709	-790	-788	<b>-823</b>
Others	274	350	68	773	913	1,047	-330	975	<b>379</b>
<b>Total Consolidated ordinary income (loss)</b>	<b>3,061</b>	<b>4,051</b>	<b>4,077</b>	<b>1,789</b>	<b>1,200</b>	<b>2,441</b>	<b>600</b>	<b>2,104</b>	<b>4,004</b>

※ The figure of this contributing category is calculated as the sum of (1) Ordinary profit earned by CHEER Securities and TTDP, and (2) evaluated gain or loss on a pro-rata basis from equity-method affiliates including Money Design Co., Ltd., Hash Dash Holdings, and Digital Platformer.

## Assets under Custody (Money Design Co., Ltd.)

	(Billions of yen)									
	Mar. 2021	Jun. 2021	Sep. 2021	Dec. 2021	Mar. 2022	Jun. 2022	Sep. 2022	Dec. 2022	Mar. 2023	Jun. 2023
Total Assets under Custody	125	139	148	185	200	201	224	234	243	<b>261</b>
THEO、THEO+	86	97	105	121	133	138	148	154	167	<b>191</b>
Investment Trust	38	42	42	64	67	63	76	79	76	<b>69</b>

• Net Asset Value Basis



# Assets under Custody

## Assets under Custody

(Billions of yen)

		Jun. 2021	Sep. 2021	Dec. 2021	Mar. 2022	Jun. 2022	Sep. 2022	Dec. 2022	Mar. 2023	Jun. 2023
Tokai Tokyo Securities	Stocks	3,059	3,203	3,164	3,238	3,384	3,384	3,484	3,711	4,145
	Foreign	175	167	181	175	175	173	153	195	247
	Domestic	2,883	3,035	2,982	3,062	3,208	3,210	3,330	3,516	3,897
	Bonds	1,072	1,100	1,119	1,177	1,224	1,276	1,299	1,337	1,368
	Foreign	368	381	397	427	453	484	492	528	547
	Domestic	704	718	722	750	771	792	807	809	821
	Investment Trusts	1,311	1,275	1,316	1,273	1,352	1,311	1,288	1,340	1,435
	Other	56	62	65	58	55	61	61	59	76
	Tokai Tokyo Securities	5,501	5,641	5,666	5,748	6,016	6,033	6,133	6,450	7,025
	ACE Securities (Tokai Tokyo Securities)	472	470	468	442					
	Maruhachi Securities	199	200	201	197	186	181	181	193	218
JV Securities	YM Securities	341	342	342	332	320	313	314	325	361
	Hamagin TT Securites	541	551	551	550	532	558	570	598	662
	Nishi-Nippon City TT Securites	306	312	315	317	306	311	316	334	361
	Senshu Ikeda TT Securities	140	145	148	152	155	163	172	186	212
	Hokuhoku TT Securities	206	215	221	227	219	219	218	230	249
	Tochigin TT Securites	134	139	137	142	138	142	140	147	161
	Juroku TT Securities	179	187	188	186	182	188	185	197	212
		JV Securities Total	1,851	1,893	1,905	1,911	1,857	1,898	1,918	2,021
	Group Total	8,024	8,205	8,241	8,299	8,060	8,113	8,233	8,664	9,465

- JV Securities (equity method affiliates): YM Securities, Hamagin Tokai Tokyo Securities, Nishi-Nippon City Tokai Tokyo Securities, Senshu Ikeda Tokai Tokyo Securities, Hokuhoku Tokai Tokyo Securities, Tochigin Tokai Tokyo Securities, and Juroku Tokai Tokyo Securities
- Figures above are stated as of the end of respective months.

# Net Inflow of Cash and Securities

## Tokai Tokyo Securites (Individuals and Corporations)

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Inflow of Cash	941,082	1,011,448	1,199,077	1,068,388	951,546	939,570	933,289	825,757	<b>746,734</b>
Outflow of Cash	960,823	1,038,748	1,075,869	841,084	810,543	804,208	797,489	871,038	<b>738,412</b>
Net Inflow of Cash	<b>-19,740</b>	<b>-27,299</b>	123,208	227,304	141,002	135,362	135,799	<b>-45,281</b>	<b>8,321</b>
Inflow of Securities	56,967	111,061	62,049	105,621	38,994	85,294	46,090	58,954	<b>77,712</b>
Outflow of Securities	19,349	21,445	20,896	24,779	32,347	62,331	22,216	64,560	<b>38,602</b>
Net Inflow of Securities	37,617	89,616	41,153	80,842	6,646	22,963	23,874	<b>-5,606</b>	<b>39,110</b>
Net Inflow of Cash and Securities	17,877	62,316	164,361	308,147	147,649	158,326	159,673	<b>-50,887</b>	<b>47,432</b>

## JV Securities (Individuals and Corporations)

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Net Inflow of Cash and Securities	29,075	41,631	33,591	50,938	36,326	73,227	24,120	16,807	<b>13,365</b>

## Maruhachi Securities (Individuals and Corporations)

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Net Inflow of Cash and Securities	<b>-835</b>	<b>-1,722</b>	183	<b>-765</b>	<b>-621</b>	5	<b>-742</b>	<b>-629</b>	<b>-2,313</b>

## Group (Individuals and Corporations)

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Net Inflow of Cash and Securities of the Group	46,116	102,225	198,136	358,320	183,354	231,559	183,051	<b>-34,709</b>	<b>58,484</b>

# Performance Indicators (Consolidated)

## Performance Indicators

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
EPS (Yen)	28.22	11.68	9.46	3.59	0.41	2.87	2.10	2.48	<b>8.03</b>
BPS (Yen)	680.69	692.23	690.95	694.86	682.82	684.87	679.57	679.99	<b>682.38</b>
ROE (%) ※ <sup>1</sup>	16.6	6.8	5.5	2.1	0.2	1.7	1.2	1.5	<b>4.7</b>
Dividend per share (Yen)	—	10.00	—	14.00	—	8.00	—	8.00	—
Dividend payout ratio (%)	—	60.4 ※ <sup>2</sup>	—	81.1 ※ <sup>2</sup>	—	243.9	—	203.8	—
Dividend yield (%) ※ <sup>3</sup>	—	4.9	—	6.0	—	4.5	—	4.4	—

※ 1: ROE: Converted to annual basis.

※ 2: The effect of gain on negative goodwill, which resulted from transient consolidated accounting treatment associated with company integration is eliminated from the calculation.

※ 3: The dividend yields are based on the stock price at market closing either on interim or term-end account settlement date, while evaluating semi-annual dividend payments on a full-year basis.

# Balance Sheet (Consolidated)

(Millions of yen)	As of Mar. 31, 2023	As of Jun. 30, 2023	Change
<b>Current Assets</b>	979,880	<b>1,104,016</b>	124,135
Cash & Deposits	131,606	<b>139,911</b>	8,304
Cash Segregated as Deposits	74,058	<b>86,857</b>	12,799
Trading Products	272,917	<b>380,698</b>	107,780
Trade Date Accrual	—	<b>2,355</b>	2,355
Margin Transaction Assets	79,497	<b>50,882</b>	-28,615
Loans Secured by Securities	304,108	<b>323,311</b>	19,202
Other	117,691	<b>119,999</b>	2,307
<b>Non-current Assets</b>	76,139	<b>76,607</b>	467
Property, Plant & Equipment	9,683	<b>9,424</b>	-259
Intangible Assets	7,883	<b>7,819</b>	-64
Investments & Other Assets	58,572	<b>59,363</b>	791
Investment Securities	45,923	<b>46,754</b>	830
Net Defined Benefit Asset	6,886	<b>6,918</b>	32
Other	5,762	<b>5,690</b>	-71
<b>Total Assets</b>	1,056,020	<b>1,180,623</b>	124,603

(Millions of yen)	As of Mar. 31, 2023	As of Jun. 30, 2023	Change
<b>Current Liabilities</b>	754,508	<b>882,578</b>	128,069
Trading Products	235,926	<b>275,286</b>	39,359
Trade Date Accrual	8,405	—	-8,405
Margin Transaction Liabilities	29,856	<b>29,982</b>	126
Loans Payable Secured	146,125	<b>247,130</b>	101,005
Deposits Received	63,050	<b>89,366</b>	26,315
Guarantee Deposits Received	14,394	<b>14,872</b>	478
Short-term Loans Payable	208,602	<b>173,302</b>	-35,299
Short-term Bonds Payable	11,500	<b>19,500</b>	8,000
Current Portion of Bonds	26,778	<b>24,817</b>	-1,960
Provision for Bonuses	1,797	<b>1,072</b>	-724
Other	8,070	<b>7,245</b>	-825
<b>Non-current Liabilities</b>	119,474	<b>114,960</b>	-4,513
Bonds Payable	21,979	<b>15,996</b>	-5,983
Long-term Loans Payable	93,500	<b>94,500</b>	1,000
Deferred Tax Liabilities	1,804	<b>2,423</b>	619
Provision for Directors' Retirement Benefits	127	<b>84</b>	-42
Net Defined Benefit Liability	169	<b>161</b>	-7
Other	1,893	<b>1,794</b>	-99
Reserves under Special Laws	689	<b>622</b>	-66
<b>Total Liabilities</b>	874,672	<b>998,161</b>	123,488
Shareholders' Equity	166,562	<b>166,579</b>	16
Accumulated other Comprehensive Income	2,724	<b>3,322</b>	598
Share Acquisition Rights	547	<b>565</b>	17
Non-controlling Interests	11,513	<b>11,994</b>	481
<b>Total Net Assets</b>	181,348	<b>182,462</b>	1,114
<b>Total Liabilities &amp; Net Assets</b>	1,056,020	<b>1,180,623</b>	124,603

# Overview of Tokai Tokyo Securities

(Note) Tokai Tokyo Securities acquired ACE Securities effective May 1, 2022

# Financial Summary

## Financial Summary

(Millions of Yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
<b>Operating Revenue</b>	15,698	16,101	17,216	15,638	15,793	16,816	15,777	14,791	<b>18,636</b>	26%	18%
<b>Net Operating Revenue</b>	15,029	15,344	16,460	14,483	14,822	15,433	14,815	13,695	<b>17,877</b>	31%	21%
SG&A Expenses	13,177	12,980	13,300	13,078	14,064	14,498	13,726	13,744	<b>14,169</b>	3%	1%
<i>(Operating Revenue=100)</i>	84	81	77	84	89	86	87	93	<b>76</b>	-	-
<b>Operating Profit</b>	1,851	2,364	3,160	1,404	758	935	1,088	-48	<b>3,707</b>	-	389%
Non-Operating Income	40	34	45	43	47	58	106	91	<b>31</b>	-66%	-35%
Non-Operating expenses	2	2	10	5	21	5	5	4	<b>1</b>	-60%	-91%
<b>Ordinary Profit</b>	1,888	2,396	3,195	1,443	784	988	1,189	38	<b>3,736</b>	9508%	376%
<i>(Operating Revenue=100)</i>	12	15	19	9	5	6	8	0	<b>20</b>	-	-
Extraordinary Income	0	-	-	-	288	-	-	-	<b>65</b>	-	-77%
Extraordinary Loss	-	-	-	19	-	-	-	-	<b>-</b>	-	-
<b>Profit Before Income Taxes</b>	1,889	2,396	3,195	1,424	1,072	988	1,189	38	<b>3,802</b>	9677%	254%
<i>(Operating Revenue=100)</i>	12	15	19	9	7	6	8	0	<b>20</b>	-	-
Income Taxes - Current & Deferred	662	841	1,049	402	269	399	420	95	<b>1,189</b>	1140%	342%
<b>Profit</b>	1,226	1,554	2,146	1,021	803	589	768	-57	<b>2,613</b>	-	225%
<i>(Operating Revenue=100)</i>	8	10	12	7	5	4	5	-	<b>14</b>	-	-

# Operating Revenue, Selling, General and Administrative Expenses

## Operating Revenue

(Millions of Yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	% Change	% Change
Commission Received	6,336	6,181	6,254	5,618	5,823	6,077	6,531	7,005	<b>8,003</b>	14%	37%
Commission to Consignees	2,729	2,709	2,760	2,307	2,254	2,466	2,721	2,737	<b>3,901</b>	43%	73%
Commision for Underwriting, Secondary Distribution & Solicitation	428	311	162	419	520	159	221	208	<b>231</b>	11%	-56%
Fee for Offering, Secondary Distribution & Solicitation	1,803	1,629	1,705	1,222	1,290	1,517	1,693	2,021	<b>1,884</b>	-7%	46%
Other Fees Received	1,374	1,531	1,625	1,669	1,757	1,933	1,894	2,039	<b>1,985</b>	-3%	13%
Net Trading Income	8,571	7,087	9,610	5,962	7,972	5,997	8,274	6,532	<b>9,696</b>	48%	22%
Stocks	4,277	3,054	5,122	868	1,365	-287	4,286	4,849	<b>6,755</b>	39%	395%
Bonds & Forex	4,294	4,033	4,487	5,094	6,606	6,284	3,988	1,683	<b>2,940</b>	75%	-55%
Financial Revenue	790	2,833	1,351	4,057	1,997	4,741	970	1,252	<b>937</b>	-25%	-53%
Total Operating Revenue	15,698	16,101	17,216	15,638	15,793	16,816	15,777	14,791	<b>18,636</b>	26%	18%

## Selling, General and Administrative Expenses

(Millions of Yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	% Change	% Change
Trading-related Expenses	2,371	2,234	2,264	2,378	2,558	2,408	2,240	2,187	<b>2,268</b>	4%	-11%
Personnel Expenses	4,521	4,585	4,666	4,377	4,785	5,351	4,990	4,921	<b>5,255</b>	7%	10%
Real Estate Expenses	1,165	1,194	1,186	1,167	1,295	1,288	1,219	1,216	<b>1,231</b>	1%	-5%
Office Expenses	2,402	2,408	2,454	2,554	2,703	2,659	2,605	2,734	<b>2,689</b>	-2%	-1%
Depreciation	327	336	400	366	370	445	430	449	<b>412</b>	-8%	11%
Other	2,389	2,221	2,327	2,233	2,350	2,343	2,239	2,234	<b>2,311</b>	3%	-2%
Total SG&A Expenses	13,177	12,980	13,300	13,078	14,064	14,498	13,726	13,744	<b>14,169</b>	3%	1%

# Stock Trading Volume and Amount

## Stock Trading Volume and Amount

(Millions of shares, Millions of yen)

	FYE Mar.2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Number of Shares	1,002	1,010	1,227	893	1,131	1,249	1,434	1,086	<b>1,116</b>	3%	-1%
Dealing	347	411	383	351	481	531	464	363	<b>333</b>	-8%	-31%
Brokerage	655	598	844	542	649	717	969	722	<b>782</b>	8%	20%
Brokerage %	65%	59%	69%	61%	57%	57%	68%	67%	<b>70%</b>	5%	22%
Amount	2,515,751	2,818,068	2,944,870	2,245,618	2,776,928	2,892,866	2,799,332	2,392,994	<b>3,071,688</b>	28%	11%
Dealing	1,204,590	1,459,611	1,456,809	1,052,458	1,393,284	1,554,366	1,325,076	1,189,584	<b>1,382,919</b>	16%	-1%
Brokerage	1,311,160	1,358,456	1,488,061	1,193,159	1,383,644	1,338,499	1,474,256	1,203,410	<b>1,688,769</b>	40%	22%
Brokerage %	52%	48%	51%	53%	50%	46%	53%	50%	<b>55%</b>	9%	10%



# Revenue from Brokerage of Foreign Stocks and Sales of Foreign Bonds & Structured Bonds

## Revenues from Brokerage of Foreign Stocks

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	% Change	% Change
Net Trading Income	3,843	4,084	4,976	2,173	2,008	2,674	2,183	3,181	<b>5,458</b>	72%	172%
Commission to Consignees	328	391	470	191	150	203	169	213	<b>476</b>	123%	217%
<b>Total</b>	<b>4,172</b>	<b>4,475</b>	<b>5,446</b>	<b>2,365</b>	<b>2,158</b>	<b>2,878</b>	<b>2,352</b>	<b>3,395</b>	<b>5,934</b>	<b>75%</b>	<b>175%</b>

## Sales of Foreign Bonds and Structured Bonds

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	% Change	% Change
Foreign Bonds	13,826	18,007	20,865	26,502	27,512	30,124	47,323	27,838	<b>29,709</b>	7%	8%
Euro-Yen denominated bonds	3,984	4,311	9,979	9,740	3,809	5,335	3,610	5,691	<b>2,423</b>	-57%	-36%
Structured Bonds	51,029	47,118	54,965	48,835	56,261	53,052	29,354	28,032	<b>28,143</b>	0%	-50%
<b>Total Sales</b>	<b>64,855</b>	<b>65,126</b>	<b>75,830</b>	<b>75,337</b>	<b>83,773</b>	<b>83,176</b>	<b>76,677</b>	<b>55,871</b>	<b>57,852</b>	<b>4%</b>	<b>-31%</b>

- Above data represent the sums of sales made to the clients of Tokai Tokyo Securities.

# Investment Trust

## (Sales, Sales Commissions and Agency Commissions)

### Sales

(Millions of yen)

FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
133,288	113,415	119,054	76,603	90,132	72,990	99,783	128,361	<b>92,892</b>	-28%	3%

### Sales Commissions

(Millions of yen)

FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
1,802	1,629	1,704	1,222	1,289	1,517	1,692	1,999	<b>1,883</b>	-6%	46%

### Agency Commissions

(Millions of yen)

FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
1,086	1,153	1,186	1,096	1,251	1,335	1,277	1,256	<b>1,348</b>	7%	8%

# Trends of Profits by Division

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ	YoY	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	% Change	% Change	
(Millions of yen)												
Retail Sales	9,146	9,324	10,179	7,626	7,931	9,195	9,011	9,745	11,784	21%	49%	
Stocks	4,445	4,460	5,182	3,166	3,118	3,783	3,796	4,362	6,878	58%	121%	
Domestic Stocks	1,946	1,903	1,888	1,716	1,729	1,905	2,192	2,175	3,007	38%	74%	
Foreign Stocks	2,499	2,557	3,293	1,450	1,389	1,878	1,603	2,186	3,870	77%	179%	
Bonds	1,091	1,312	1,315	1,224	1,421	1,523	1,189	883	686	-22%	-52%	
Foreign Bonds	143	267	267	311	457	606	769	598	410	-31%	-10%	
Structured Bonds	943	1,002	1,045	842	948	897	364	258	183	-29%	-81%	
Domestic Bonds	4	43	1	70	14	18	54	26	92	248%	516%	
Investment Trust	2,937	2,790	2,937	2,337	2,405	2,704	2,859	3,164	3,148	-1%	31%	
Other	671	761	744	897	986	1,183	1,166	1,334	1,071	-20%	9%	
Corporate Sales	845	865	943	998	1,338	1,219	968	708	981	39%	-27%	
Stocks	169	158	153	155	154	150	138	121	154	27%	0%	
Domestic Stocks	148	140	123	127	104	122	109	104	105	1%	1%	
Foreign Stocks	1	8	6	4	7	6	3	2	27	870%	251%	
Bonds	504	456	535	510	617	553	359	333	549	65%	-11%	
Foreign Bonds	54	8	170	126	135	29	49	61	106	75%	-21%	
Structured Bonds	206	144	177	210	201	249	103	140	191	37%	-5%	
Domestic Bonds	243	302	187	172	280	275	206	132	250	90%	-11%	
Investment Trust	98	89	89	80	74	67	66	65	54	-17%	-27%	
Other	72	160	164	252	491	447	403	187	223	19%	-54%	
Market & Products	4,926	5,243	5,583	5,485	5,069	5,902	5,074	4,065	4,947	22%	-2%	
Flow Originated in Transactions with Customers	4,402	3,983	4,479	3,308	3,779	3,619	2,720	2,319	3,028	31%	-20%	
Domestic Stocks	412	392	445	476	456	440	455	465	518	11%	14%	
Domestic Bonds	111	69	98	93	149	99	128	83	14	-83%	-90%	
Foreign Stocks	1,600	1,470	1,821	867	704	835	722	778	1,271	63%	80%	
Foreign Bonds, Structured Bonds, Forex & Derivative	2,228	1,809	2,004	1,761	2,264	2,025	1,056	606	862	42%	-62%	
Other	50	240	109	109	204	218	357	384	367	-4%	80%	
Position Taking	523	1,260	1,104	2,177	1,291	2,282	2,354	1,746	1,916	10%	48%	
Corporate Finance	626	446	261	378	634	392	296	325	382	17%	-40%	
Underwriting	455	335	192	269	507	247	187	175	228	30%	-55%	
Bonds	243	236	161	125	236	205	184	87	218	149%	-8%	
Stocks	211	99	31	143	270	41	3	87	9	-89%	-96%	
Other	171	110	68	108	126	145	108	150	154	3%	22%	
Other	153	220	247	1,148	820	106	426	-53	540	-	-34%	
Total	15,698	16,101	17,216	15,638	15,793	16,816	15,777	14,791	18,636	26%	18%	

- The profits generated from the various divisions above were compiled by the following rules regarding respective contributors.  
Retail Sales by; Wealth Management Company, Retail Company, Multi-Channel Company, and IFA Company, Corporate Sales by; Corporate Sales Division, Market & Products by; Market Division including the portion accounted for by institutional investors sales, and Platform Division, Corporate Finance by; Investment Banking Company
- Under the organizational change that took effect on April 1, 2023, we shifted a part of the section engaged in domestic bond trading from Platform Division to Corporate Sales Division.

# Assets under Custody Acquired by Each Company

## Assets under Custody by Each Company

(Billions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Wealth Management Company	719	759	763	792	775	837	891	1,004	<b>1,125</b>
Retail Company	1,894	1,901	1,887	1,874	2,087	2,047	2,021	2,132	<b>2,286</b>
Multi-Channel Company	402	407	406	408	399	394	404	424	<b>538</b>
IFA Company	125	140	151	157	249	258	263	278	<b>319</b>
Global-Market Company	2,343	2,416	2,442	2,500	2,489	2,478	2,537	2,593	<b>2,738</b>
Others	16	15	14	14	15	16	16	16	<b>17</b>
<b>Total</b>	<b>5,501</b>	<b>5,641</b>	<b>5,666</b>	<b>5,748</b>	<b>6,016</b>	<b>6,033</b>	<b>6,133</b>	<b>6,450</b>	<b>7,025</b>

# Revenue, Number of Accounts, and Assets under Custody Attained by Each Region (Retail) ✕ Excluding IFA Company

## Revenue by Region

(Millions of yen)	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Eastern Japan	2,105	2,162	2,410	1,755	1,747	1,953	1,988	2,101	2,462
%	23.6%	24.1%	24.7%	25.4%	23.9%	23.0%	24.1%	23.7%	22.3%
Central Japan	5,398	5,297	5,655	3,950	3,862	4,385	4,131	4,507	5,664
%	60.5%	59.0%	57.9%	57.2%	52.8%	51.6%	50.0%	50.9%	51.4%
Western Japan	1,092	1,117	1,246	830	1,294	1,747	1,686	1,809	2,355
%	12.3%	12.4%	12.8%	12.0%	17.7%	20.5%	20.4%	20.4%	21.4%
Non-face-to-face accounts	320	406	458	366	408	418	450	430	535
%	3.6%	4.5%	4.7%	5.3%	5.6%	4.9%	5.5%	4.9%	4.9%
<b>Total</b>	<b>8,917</b>	<b>8,984</b>	<b>9,770</b>	<b>6,903</b>	<b>7,313</b>	<b>8,505</b>	<b>8,257</b>	<b>8,849</b>	<b>11,017</b>

## Number of Accounts by Region

(Accounts)	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Eastern Japan	38,939	39,264	39,597	37,677	41,012	41,423	40,967	38,350	33,550
%	12.4%	12.5%	12.5%	12.4%	11.8%	11.8%	11.6%	11.3%	9.8%
Central Japan	101,025	101,628	102,364	97,505	97,971	98,922	99,600	99,444	87,237
%	32.2%	32.2%	32.3%	32.1%	28.2%	28.2%	28.2%	29.3%	25.6%
Western Japan	24,591	24,714	24,880	23,409	61,951	62,213	53,123	50,455	45,490
%	7.8%	7.8%	7.8%	7.7%	17.8%	17.7%	15.1%	14.9%	13.3%
Non-face-to-face accounts	148,732	149,620	150,210	144,969	146,995	148,363	159,218	151,226	175,140
%	47.5%	47.5%	47.4%	47.8%	42.2%	42.3%	45.1%	44.5%	51.3%
<b>Total</b>	<b>313,287</b>	<b>315,226</b>	<b>317,051</b>	<b>303,560</b>	<b>347,929</b>	<b>350,921</b>	<b>352,908</b>	<b>339,475</b>	<b>341,417</b>

## Assets under Custody by Region

(Billions of yen)	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Eastern Japan	728	749	757	791	786	827	866	959	1,065
%	24.2%	24.4%	24.8%	25.7%	24.1%	25.2%	26.1%	27.0%	27.0%
Central Japan	1,663	1,689	1,675	1,658	1,594	1,583	1,586	1,703	1,840
%	55.2%	55.1%	54.8%	53.9%	48.9%	48.3%	47.8%	47.8%	46.6%
Western Japan	299	301	300	297	556	548	533	564	604
%	9.9%	9.8%	9.8%	9.7%	17.1%	16.7%	16.1%	15.8%	15.3%
Non-face-to-face accounts	324	328	325	328	323	320	330	333	440
%	10.8%	10.7%	10.6%	10.7%	9.9%	9.8%	10.0%	9.4%	11.1%
<b>Total</b>	<b>3,016</b>	<b>3,069</b>	<b>3,057</b>	<b>3,075</b>	<b>3,262</b>	<b>3,279</b>	<b>3,316</b>	<b>3,561</b>	<b>3,950</b>

## Contribution Share of Each Retail Customer Segment for the Accumulation of Assets under Custody (AUC)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
High Wealth	35.3%	36.2%	36.5%	36.8%	34.4%	35.4%	36.3%	38.7%	<b>40.8%</b>
Wealth	23.1%	22.9%	23.0%	22.8%	23.0%	22.6%	22.2%	22.2%	<b>22.6%</b>
Middle	26.3%	25.8%	25.4%	25.4%	27.4%	26.9%	26.5%	25.3%	<b>22.4%</b>
Unspecified Mass	4.6%	4.4%	4.4%	4.3%	5.3%	5.2%	4.9%	4.5%	<b>3.1%</b>
Non-face-to-face	10.8%	10.7%	10.6%	10.7%	9.9%	9.8%	10.0%	9.4%	<b>11.1%</b>

## Contribution Share of Each Retail Customer Segment for the Revenue Generation

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
High Wealth	27.2%	27.5%	29.1%	27.7%	22.7%	23.6%	22.3%	24.9%	<b>27.2%</b>
Wealth	34.9%	34.1%	34.7%	31.6%	31.7%	31.4%	31.1%	32.1%	<b>34.0%</b>
Middle	31.3%	30.7%	28.8%	31.3%	35.3%	35.0%	35.5%	34.0%	<b>30.7%</b>
Unspecified Mass	3.1%	3.2%	2.8%	4.1%	4.7%	5.0%	5.6%	4.2%	<b>3.2%</b>
Non-face-to-face	3.6%	4.5%	4.7%	5.3%	5.6%	4.9%	5.5%	4.9%	<b>4.9%</b>

### Customer Categories;

High Wealth Customer: AUC of 100 Million yen or more

Wealth Customer: AUC of 30 Million yen or more but less than 100 Million yen

Middle Customer: AUC of 5 Million yen or more but less than 30 Million yen

Mass Market Customer: AUC of less than 5 Million yen

## Orque d'or: Assets under Custody (AUC), Number of Members

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Assets under Custody (Millions of yen)	486,456	513,355	517,016	521,381	511,357	534,304	569,953	633,190	<b>699,848</b>
Nagoya	297,349	305,377	300,757	290,508	289,243	286,850	299,347	320,536	<b>344,310</b>
Tokyo	189,107	207,978	216,259	230,873	222,114	247,454	270,606	312,654	<b>355,537</b>
Number of Members	2,557	2,633	2,697	2,757	2,807	2,885	2,948	3,023	<b>3,075</b>
Nagoya	1,583	1,612	1,632	1,661	1,684	1,704	1,724	1,751	<b>1,765</b>
Tokyo	974	1,021	1,065	1,096	1,123	1,181	1,224	1,272	<b>1,310</b>

## IPO Ranking ~No. Of Issues Underwritten~ Apr. 2023 - Jun. 2023

Rank	Underwriter	No. of Issues	Amount (Millions of yen)	Share (%)
1	Nomura	13	26,337	26.7
2	Daiwa	10	17,360	17.6
3	MUMSS	7	13,431	13.6
4	Mizuho	12	11,992	12.2
5	SMBC Nikko	14	11,954	12.1
6	Rakuten	16	6,492	6.6
7	Goldman Sachs	2	4,769	4.8
8	SBI	26	2,896	2.9
9	Matsui	22	851	0.9
10	Okasan	11	749	0.8
<b>13</b>	<b>Tokai Tokyo</b>	<b>4</b>	<b>167</b>	<b>0.2</b>

- Derived from Capital Eye's data

## Straight Bond Ranking ~ Total Underwritten Face Value ~ Apr. 2023 - Jun. 2023

Rank	Underwriter	No. of Issues	Amount (Millions of yen)	Share (%)
1	MUMSS	69	906,083	27.1
2	Mizuho	91	635,138	19.0
3	SMBC Nikko	73	573,540	17.2
4	Nomura	81	555,978	16.6
5	Daiwa	65	467,660	14.0
6	SBI	4	59,281	1.8
7	Okasan	8	51,476	1.5
<b>8</b>	<b>Tokai Tokyo</b>	<b>13</b>	<b>31,600</b>	<b>0.9</b>
9	Shinkin	13	30,273	0.9
10	BofA	9	19,592	0.6

- Derived from Refinitiv's data



# Capital Adequacy Ratio

## Capital Adequacy Ratio

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Capital Adequacy Ratio (%)	353.3	333.1	385.6	376.5	393.1	388.4	383.1	428.0	<b>486.3</b>
Net Capital	102,033	103,367	103,353	102,006	121,919	123,581	118,187	126,693	<b>127,920</b>
Risk Amount	28,877	31,027	26,803	27,092	31,008	31,816	30,848	29,599	<b>26,300</b>
Market Risk Amount	12,884	14,213	10,691	10,343	11,480	11,707	9,947	9,030	<b>8,101</b>
Customer Risk Amount	2,950	3,652	2,864	3,327	4,413	4,963	5,758	5,612	<b>3,751</b>
Basic Risk Amount	13,042	13,161	13,246	13,422	15,114	15,145	15,142	14,956	<b>14,447</b>

# (Reference) Maruhachi Securities

## Consolidated Statements of Income

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Operating Revenue	618	728	806	711	658	609	621	613	<b>790</b>	29%	20%
Operating Profit	8	132	200	61	43	18	46	18	<b>132</b>	606%	205%
Ordinary Profit	29	158	200	63	49	22	52	4	<b>169</b>	3486%	242%
Profit	23	107	136	22	31	5	25	-0	<b>118</b>	-	276%

## Asset under Custody and Number of Accounts

(Billions of yen, Accounts)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Asset under Custody	199	200	201	197	186	181	181	193	<b>218</b>
Number of Accounts	24,056	23,884	23,813	23,704	23,555	23,435	23,350	23,196	<b>23,036</b>

- Accounts with no outstanding balance are excluded

## Number of Operating Outlets

(Number of Operating Outlets)

June 2021	September 2021	December 2021	March 2022	June 2022	September 2022	December 2022	March 2023	June 2023
7	7	7	5	5	5	5	5	5

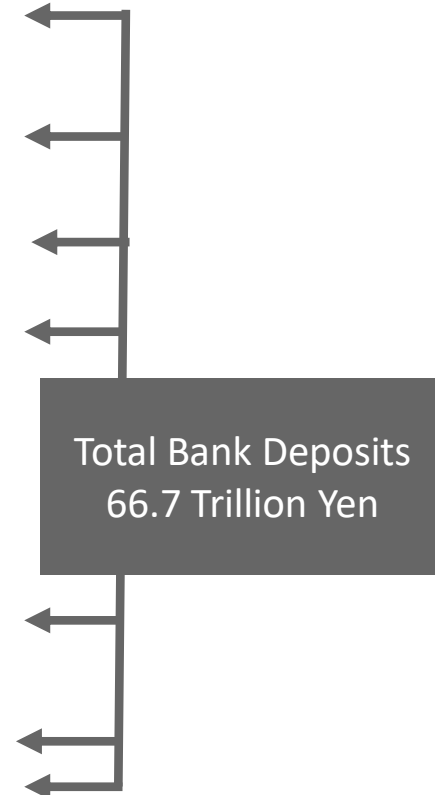
# (Reference) Coordination with Regional Banks

## Regional bank partners

### Top 20 Regional Banks (total deposits)

(As of September 30, 2022)

	Bank Name	Bank Deposits (Trillion yen)	JV Name	Date of Commencing Operation
1	★ Fukuoka Financial Group	19.9		
2	Concordia Financial Group	18.9	Hamagin Tokai Tokyo	Nov-2008
3	★ Mebuki Financial Group	16.7		
4	★ Chiba Bank	15.0		
5	Hokuhoku Financial Group	13.2	Hokuhoku Tokai Tokyo	Jan-2017
6	★ Shizuoka Bank*→Shizuoka Financial Group	11.4		
7	Kansai Mirai Financial Group	11.3		
8	Yamaguchi Financial Group	10.0	YM Securities	Oct-2007
9	★ Kyushu Financial Group	9.9		
10	Nishi-Nippon Financial Group	9.8	Nishi-Nippon City Tokai Tokyo	May-2010
11	★ Hirogin Holdings	8.6		
12	★ The 77 Bank	8.5		
13	★ Kyoto Bank	8.2		
14	★ Daishi Hokuetsu Financial Group	8.2		
15	★ Hachijuni Bank	8.1		
16	★ Gunma Bank	7.9		
17	★ Chugoku Bank*→Chugin Financial Group	7.7		
18	Juroku Financial Group	6.2	Juroku Tokai Tokyo	Jun-2019
19	★ Iyo Bank*→Iyogin Holdings	6.1		
20	★ Hyakugo Bank	5.7		
23	Senshu Ikeda Holdings	5.6	Senshu Ikeda Tokai Tokyo	Sep-2013
-	Tochigi Bank	3.1	Tochigin Tokai Tokyo	Apr-2017
-	FIDEA Holdings	2.7		



\*In October 2022, Shizuoka Bank, Chugoku Bank, and Iyo Bank converted their respective organizational structures to a holding company system.

★ : Banks that have subsidiary securities companies

• Denotes Tokai Tokyo Financial Holdings' alliance partners

# (Reference) Revenue Breakdown of Joint Venture Companies by Product Category (Figures of All JVs' Added Together)

## JVs' Revenue Breakdown by Product

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024	QoQ % Change	YoY % Change
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Domestic Stocks	1,189	1,287	1,283	1,170	990	1,097	1,347	1,403	<b>1,943</b>	38%	96%
Foreign Stocks	1,383	1,541	1,681	835	570	596	549	816	<b>1,468</b>	80%	157%
Domestic Bonds	18	41	10	49	23	36	86	84	<b>48</b>	-42%	103%
Foreign Bonds · Structured Bonds	2,706	2,281	2,489	1,856	2,203	1,862	492	404	<b>399</b>	-1%	-82%
Foreign Bonds	145	140	149	207	190	189	298	345	<b>396</b>	15%	108%
Structured Bonds	2,561	2,140	2,340	1,649	2,013	1,672	194	59	<b>3</b>	-95%	-100%
Investment Trust	2,773	2,955	3,021	2,331	2,169	2,522	2,764	2,668	<b>2,939</b>	10%	35%
Other	102	136	140	119	125	103	72	86	<b>98</b>	13%	-22%
<b>Total Revenue</b>	<b>8,173</b>	<b>8,242</b>	<b>8,627</b>	<b>6,362</b>	<b>6,083</b>	<b>6,219</b>	<b>5,314</b>	<b>5,464</b>	<b>6,897</b>	26%	13%

## Tokai Tokyo Financial Holdings, Inc.

■ <b>Stock Listing</b>	<b>On Prime of Tokyo Stock Exchange, Premier Market of Nagoya Stock Exchange (Code 8616)</b>
■ <b>Net Equity</b>	<b>182 Billion Yen</b>
■ <b>Assets in Custody</b>	<b>9,465 Billion Yen</b> (Group Total) <b>7,025 Billion Yen</b> (Tokai Tokyo Securities)
■ <b>Market Capitalization</b>	<b>99 Billion Yen</b>
■ <b>Number of Employees*</b>	<b>2,877</b> (Group Total )
■ <b>Network</b>	<b>64 Branches</b> (Tokai Tokyo Securities) <b>62 Outlets</b> (JV Operations) <b>5 Outlets</b> (Maruhachi Securities)



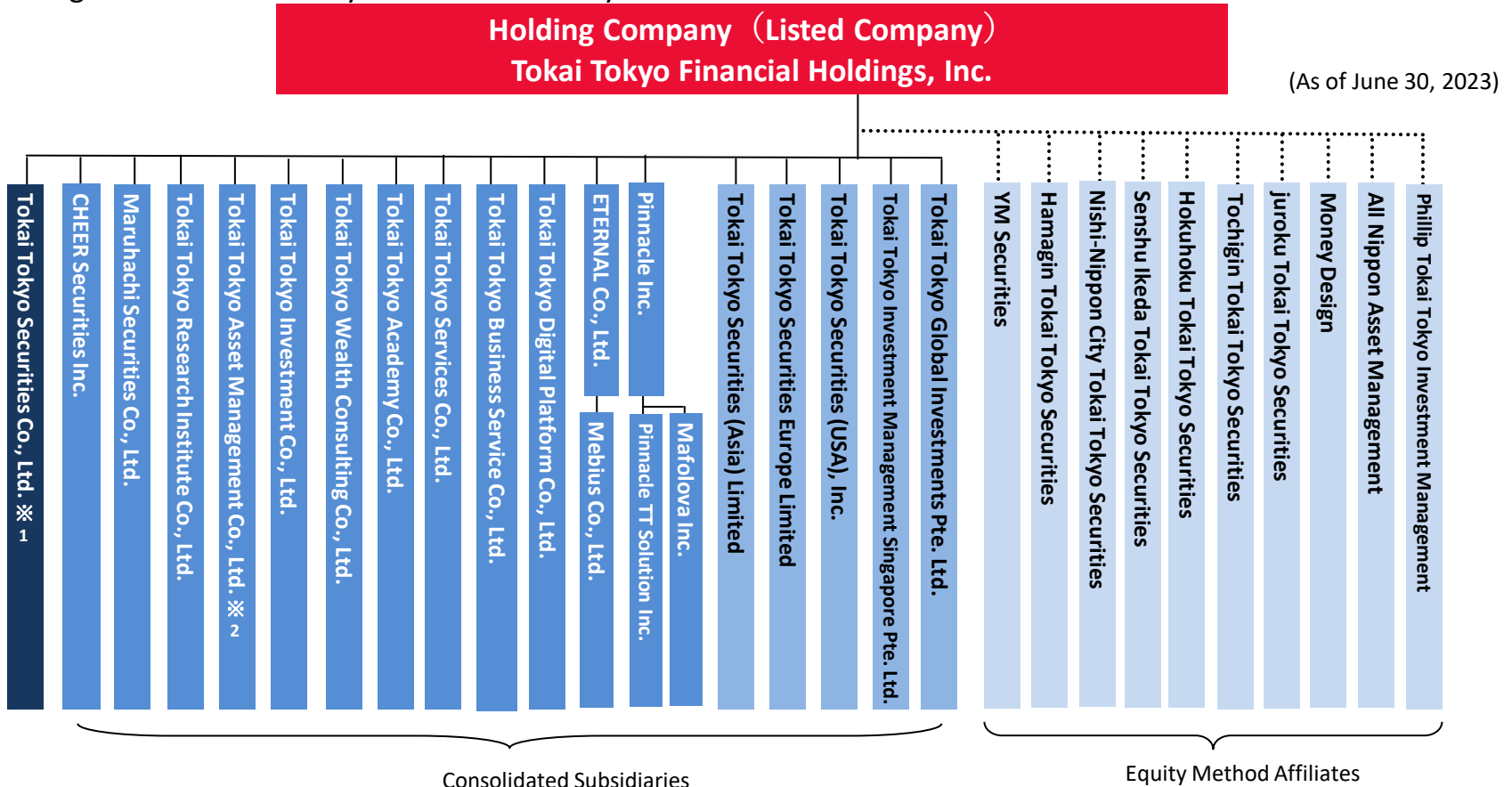
\* Not including Investment Advisors, Asset Advisors, and Temporary and Dispatched Staffs

(As of June 30, 2023)

# The Profile of the Group

## Transition Made to Holding Company Structure Effective April 1, 2009

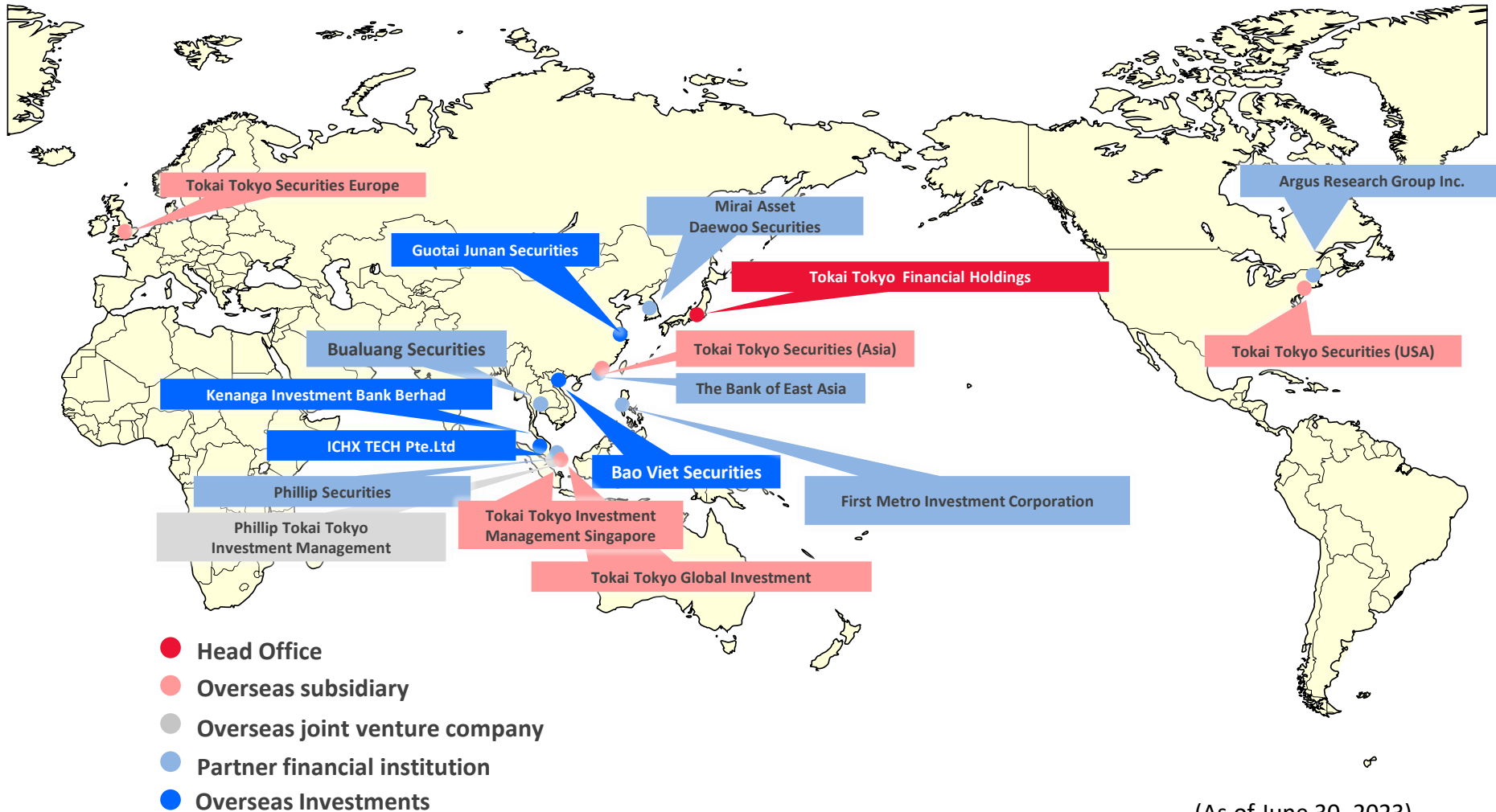
Speedup decision-making process and drive forward implementation of regional and alliance strategies by separating group management from day-to-day business execution of securities company with an aim to secure organizational flexibility and maneuverability



※1 Apr. 2010, Tokai Tokyo Securities (surviving company) and Toyota Financial Services Securities Corporation merged.  
 Sept. 2019, Tokai Tokyo Securities (surviving company) and Takagi Securities merged.  
 May 2022, Tokai Tokyo Securities (surviving company) and ACE Securities merged.

※2 Jan. 2011 Tokai Tokyo Finance & Real Estate (surviving company) and Tokai Tokyo Investment Management merged and changed the trading name to Tokai Tokyo Asset Management.

## Overseas Network



(As of June 30, 2023)





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✧ This material is intended to provide information regarding the Company's most recent operational result but NOT to solicit investment in securities issued by the Company.