



Financial Highlights for 1st Quarter of Fiscal Year Ending March 2022



July 30, 2021

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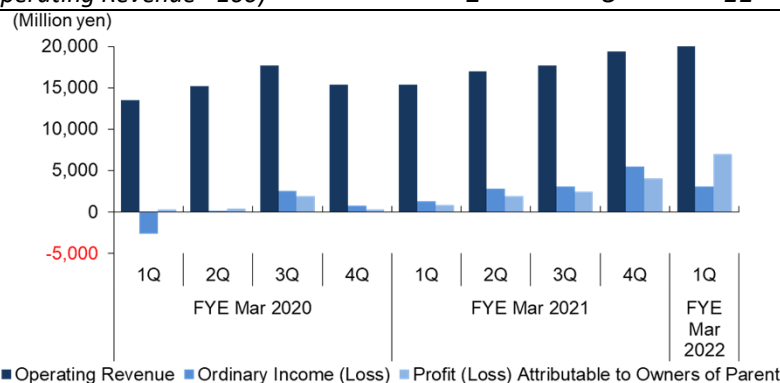
(Note) The Company has made changes in presentation methods of “Real estate expenses” and “Other in the Non-operating income” since Fiscal 2021. The quarterly consolidated financial statements for Fiscal 2020 reflect these changes.

Overview of Consolidated Financial Results

Financial Summary (Consolidated)

(Million yen)

	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2021	FYE Mar 2021
	Apr-Jun 2019	Jul-Sep 2019	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2020	Jul-Sep 2020	Oct-Dec 2020	Jan-Mar 2021	Apr-Jun 2021	4Q=100	1Q=100
Operating Revenue	13,482	15,156	17,665	15,389	15,365	16,933	17,705	19,358	19,973	103	130
Net Operating Revenue	12,992	14,703	17,213	14,858	14,696	16,224	17,190	18,929	19,447	103	132
SG&A Expenses	15,762	14,726	14,929	14,713	13,563	14,176	14,640	14,974	16,966	113	125
<i>(Operating Revenue=100)</i>	117	97	85	96	88	84	83	77	85	-	-
Operating Income (Loss)	-2,770	-22	2,283	144	1,132	2,047	2,549	3,955	2,480	63	219
Non-Operating Income	288	402	99	721	176	826	589	1,641	605	37	344
Non-Operating Expenses	184	246	-142	158	26	131	42	170	23	14	88
Ordinary Income (Loss)	-2,666	133	2,525	707	1,283	2,742	3,096	5,426	3,061	56	239
<i>(Operating Revenue=100)</i>	-	1	14	5	8	16	17	28	15	-	-
Extraordinary Income	2,236	69	166	64	124	-	103	89	8,409	9,448	6,781
Extraordinary Loss	50	16	98	22	213	9	48	-232	2,827	-	1,327
Income (Loss)	-480	186	2,594	749	1,194	2,733	3,151	5,748	8,644	150	724
Before Income Taxes	-480	186	2,594	749	1,194	2,733	3,151	5,748	8,644	150	724
<i>(Operating Revenue=100)</i>	-	1	15	5	8	16	18	30	43	-	-
Income Taxes - Current &	-731	-241	633	626	-4	778	572	1,418	1,471	104	-
Profit (Loss) Attributable to Owners of Parent	256	388	1,862	256	849	1,849	2,388	4,007	7,007	175	825
<i>(Operating Revenue =100)</i>	2	3	11	2	6	11	13	21	35	-	-



(Note) The Company has made changes in presentation methods of "Real estate expenses" and "Other in the Non-operating income" since Fiscal 2021. The quarterly consolidated financial statements for Fiscal 2020 reflect these changes.

[Quarter on Quarter]

- Operating Revenue: JPY19,973M, up 3% from the preceding quarter (QoQ)
- Profit Attributable to Owners of Parent: JPY7,007M, up 75% QoQ

[Year on Year]

- Operating Revenue: up 30% from the preceding fiscal year (YoY)
- Profit Attributable to Owners of Parent: up 725% YoY

Operating Revenue (Consolidated)

[Quarter on Quarter]

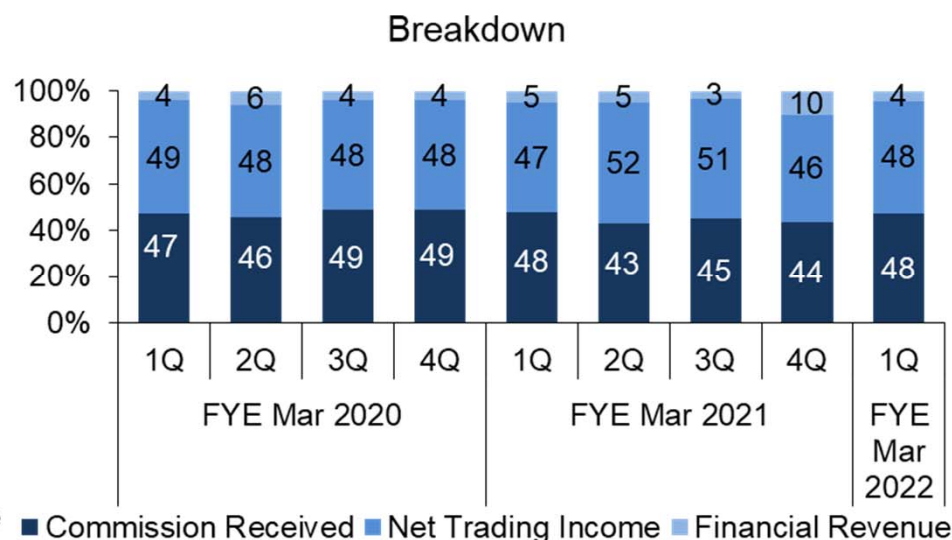
■ Commission Received: JPY9,504M, up 12% QoQ; Net Trading Income: JPY9,587M, up 8% QoQ

[Year on Year]

■ Commission Received: up 29% YoY; Net Trading Income: up 33% YoY

(Million yen)

	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Commission Received	6,352	6,922	8,609	7,287	7,344	7,327	8,012	8,489	9,504	112	129
Net Trading Income	6,564	7,306	8,400	7,239	7,234	8,778	9,104	8,891	9,587	108	133
Financial Revenue	565	927	656	862	785	828	588	1,977	881	45	112
Total Operating Revenue	13,482	15,156	17,665	15,389	15,365	16,933	17,705	19,358	19,973	103	130



Commission Received (Consolidated)

[Quarter on Quarter]

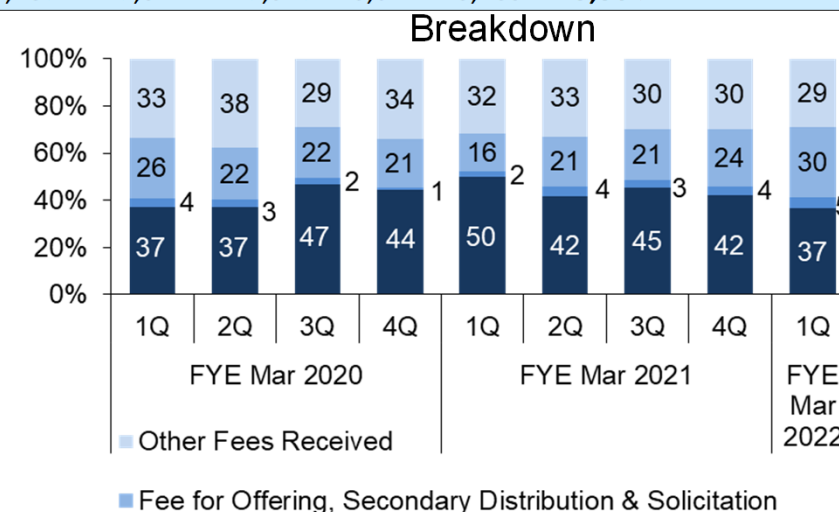
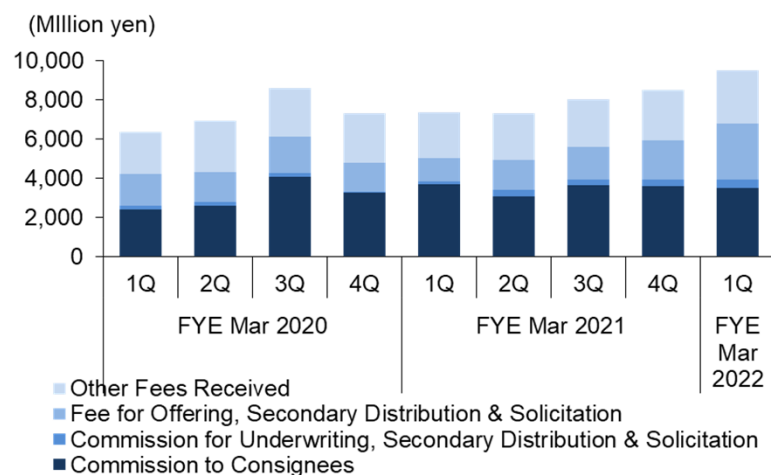
■ Commission to Consignees: JPY3,485M, down 2% QoQ; Commission for Underwriting: JPY436M, up 33% QoQ;
 Fee for Offering, Secondary Distribution & Solicitation: JPY2,844M, up 39% QoQ

[Year on Year]

■ Commission to Consignees: down 5% YoY; Commission for Underwriting: up 189% YoY;
 Fee for Offering, Secondary Distribution & Solicitation: up 141% YoY

(Million yen)

	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Commission to Consignees	2,371	2,597	4,041	3,229	3,679	3,044	3,640	3,571	3,485	98	95
Commission for Underwriting, Secondary Distribution & Solicitation	231	201	202	67	151	329	266	328	436	133	289
Fee for Offering, Secondary Distribution & Solicitation	1,624	1,521	1,870	1,502	1,182	1,534	1,698	2,046	2,844	139	241
Other Fees Received	2,126	2,602	2,494	2,486	2,331	2,418	2,407	2,542	2,738	108	117
Commission Received	6,352	6,922	8,609	7,287	7,344	7,327	8,012	8,489	9,504	112	129



Net Trading Income (Consolidated)

[Quarter on Quarter]

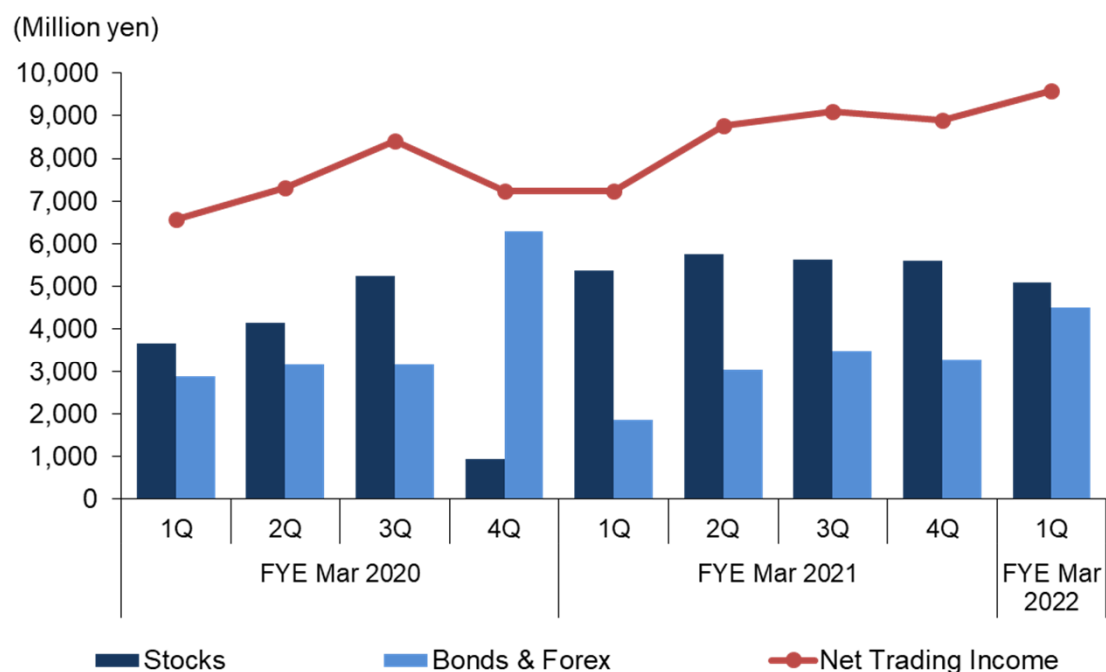
■ Net Trading Income for Stocks: JPY5,086M, down 9% QoQ; Net Trading Income for Bonds & Forex: JPY4,500M, up 37% QoQ

[Year on Year]

■ Net Trading Income for Stocks: down 6% YoY; Net Trading Income for Bonds & Forex: up 144% YoY

(Million yen)

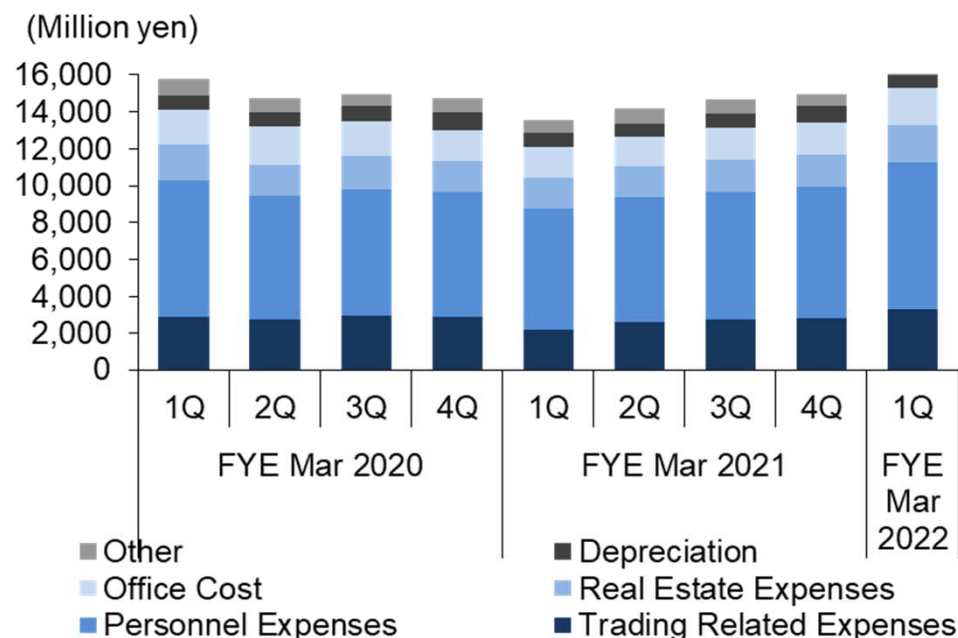
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Stocks	3,676	4,152	5,247	934	5,387	5,754	5,626	5,601	5,086	91	94
Bonds & Forex	2,887	3,153	3,153	6,304	1,847	3,023	3,478	3,289	4,500	137	244
Net Trading Income	6,564	7,306	8,400	7,239	7,234	8,778	9,104	8,891	9,587	108	133



Selling, General and Administrative Expenses (Consolidated)

(Million yen)

	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Trading Related Expenses	2,867	2,709	2,955	2,853	2,147	2,546	2,747	2,768	3,272	118	152
Personnel Expenses	7,412	6,728	6,873	6,814	6,590	6,810	6,925	7,175	8,013	112	122
Real Estate Expenses	1,976	1,703	1,785	1,659	1,700	1,676	1,709	1,708	1,959	115	115
Office Cost	1,883	2,047	1,879	1,705	1,655	1,598	1,758	1,744	2,034	117	123
Depreciation	715	773	801	936	772	743	776	893	690	77	89
Other	908	764	634	744	697	801	725	683	995	146	143
Total SG&A Expenses	15,762	14,726	14,929	14,713	13,563	14,176	14,640	14,974	16,966	113	125



[Quarter on Quarter]

- SG&A Expenses: JPY16,966M, up 13% QoQ.
- Trading Related Expenses: JPY3,272M, up 18% QoQ
- Personnel Expenses: JPY8,013M, up 12% QoQ

[Year on Year]

- SG&A Expenses: up 25% YoY
- Trading Related Expenses: up 52% YoY
- Personnel Expenses: up 22% YoY

(Note) The Company has made changes in presentation methods of “Real estate expenses” and “Other in the Non-operating income” since Fiscal 2021. The quarterly consolidated financial statements for Fiscal 2020 reflect these changes.

Non-Operating Income & Expenses, Extraordinary Income & Loss

[Quarter on Quarter]

■ Non-Operating Income: JPY605M, down 63% QoQ

(Million yen)

	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Non-Operating Income	288	402	99	721	176	826	589	1,641	605	37	344
Share of Profit of Entities Accounted for Using Equity Method	-	-	-	-	7	338	492	753	341	45	4,871
Other	288	402	99	721	169	488	97	887	263	30	156
Non-Operating Expenses	184	246	-142	158	26	131	42	170	23	14	88
Share of Loss of Entities Accounted for Using Equity Method	137	81	-173	47	-	-	-	-	-	-	-
Other	46	164	30	110	26	131	42	170	23	14	88

[Year on Year]

■ Extraordinary Loss: JPY2,827M, up 1,227% YoY

(Million yen)

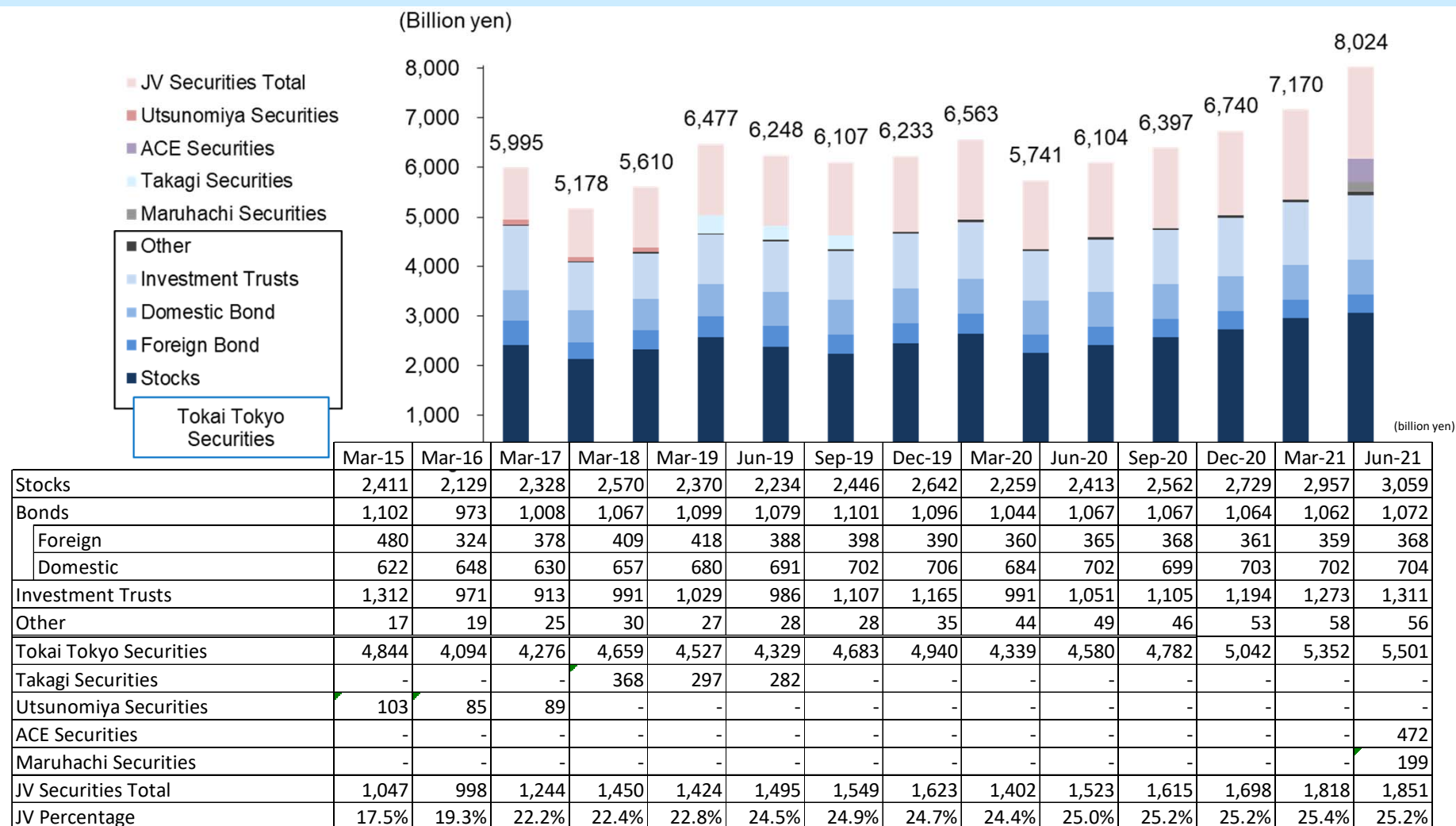
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Extraordinary Income	2,236	69	166	64	124	-	103	89	8,409	9,448	6,781
Extraordinary Loss	50	16	98	22	213	9	48	-232	2,827	-	1,327

(Note) The Company has made changes in presentation methods of “Real estate expenses” and “Other in the Non-operating income” since Fiscal 2021. The quarterly consolidated financial statements for Fiscal 2020 reflect these changes.

Assets under Custody

[Year on Year]

- The total volume of the Assets under Custody for Tokai Tokyo Securities was JPY5,501B, up 20% YoY
- The total volume of the Assets under Custody for all the JVs combined was JPY1,851B, up 21% YoY

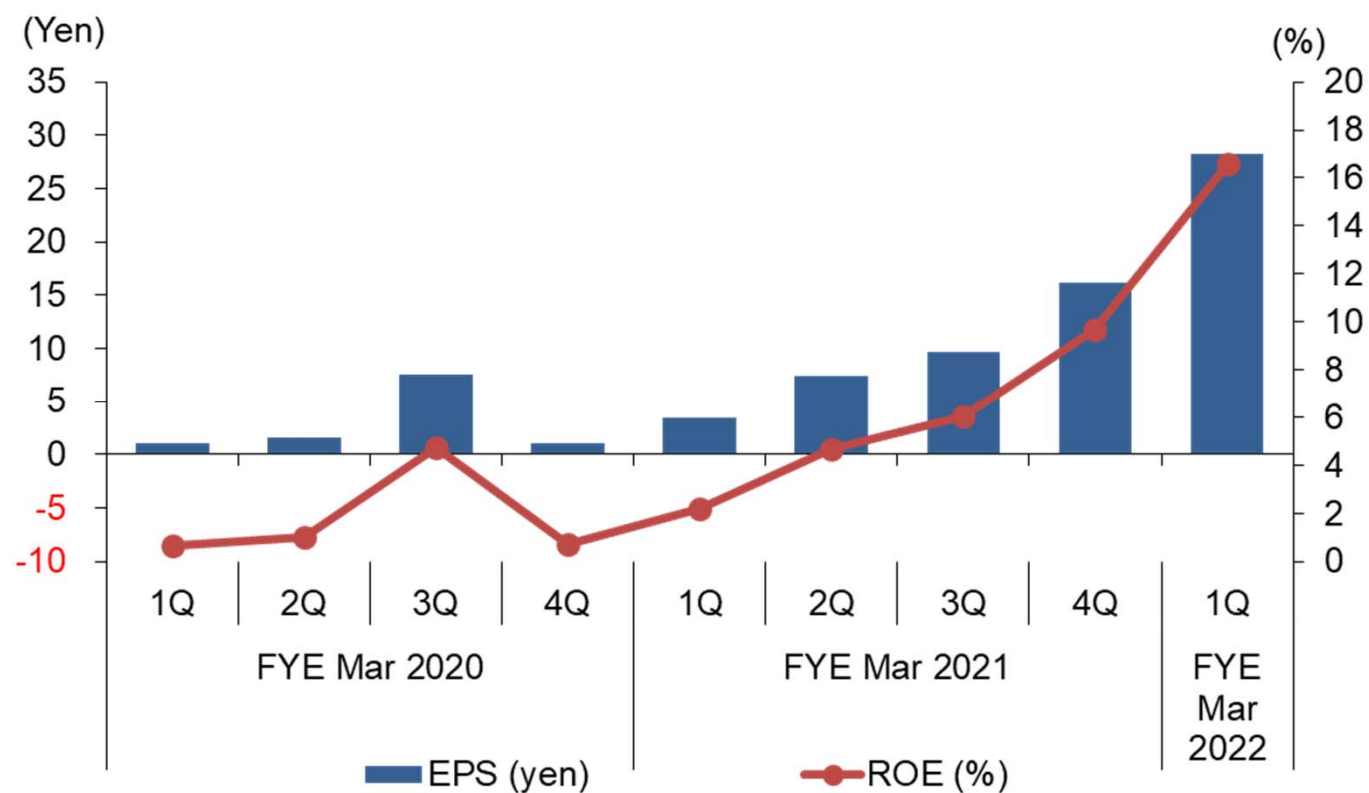


* JV Securities (equity method affiliates): YM Securities, Hamagin Tokai Tokyo Securities, Nishi-Nippon City Tokai Tokyo Securities, Senshu Ikeda Tokai Tokyo Securities, Hokuhoku Tokai Tokyo Securities, Tochigin Tokai Tokyo Securities, and Juroku Tokai Tokyo Securities

Performance Indicators (Consolidated)

	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
EPS (yen)	1.00	1.56	7.49	1.03	3.42	7.45	9.62	16.15	28.22
BPS (yen)	629.39	631.12	635.45	630.24	630.51	637.19	639.73	666.65	6,880.69
ROE (%)	0.6	1.0	4.7	0.7	2.2	4.7	6.0	9.7	16.6
Dividend Per Share (Yen)	-	4.00	-	4.00	-	8.00	-	14.00	-

*ROE is annualized



Balance Sheet (Consolidated)



(Million yen)	As of Mar 31, 2021	As of June 30, 2021	Increase (Decrease)	(Million yen)	As of Mar 31, 2021	As of June 30, 2021	Increase (Decrease)
Current Assets	1,342,676	1,714,198	371,522	Current Liabilities	1,143,073	1,500,785	357,712
Cash & Deposits	83,589	93,069	9,480	Trading Products	379,293	567,652	188,359
Cash Segregated as Deposits	83,622	79,723	-3,899	Trade Date Accrual	9,240	5,887	-3,353
Trading Products	588,098	750,279	162,181	Margin Transaction Liabilities	11,555	22,744	11,189
Margin Transaction Assets	100,450	65,420	-35,030	Loans Payable Secured by Securities	368,671	580,022	211,351
Loans Secured by Securities	407,829	664,289	256,460	Deposits Received	72,419	81,541	9,122
Other	79,087	61,415	-17,672	Guarantee Deposits Received	12,626	14,792	2,166
				Short-term Loans Payable	244,786	183,925	-60,861
				Short-term Bonds Payable	16,000	15,900	-100
				Current Portion of Bonds	17,510	18,995	1,485
				Provision for Bonuses	2,283	1,071	-1,212
				Other	8,686	8,252	-434
Non-current Assets	73,893	71,938	-1,955	Non-current Liabilities	100,176	104,281	4,105
Property, Plant & Equipment	10,740	10,932	192	Bonds Payable	11,863	15,373	3,510
Intangible Assets	5,594	6,014	420	Long-term Loans Payable	84,200	83,700	-500
Investments & Other Assets	57,557	54,990	-2,567	Deferred Tax Liabilities	1,290	2,214	924
Investment Securities	48,155	42,236	-5,919	Provision for Directors' Retirement Benefits	92	99	7
Net Defined Benefit Asset	4,446	6,225	1,779	Net Defined Benefit Liability	163	239	76
Other	4,956	6,528	1,572	Other	2,566	2,654	88
				Reserves under Special Laws	635	700	65
				Total Liabilities	1,243,884	1,605,767	361,883
				Shareholders' Equity	162,685	166,216	3,531
				Accumulated other Comprehensive Income	2,886	2,843	-43
				Share Acquisition Rights	442	454	12
				Non-controlling Interests	6,669	10,855	4,186
				Total Net Assets	172,684	180,369	7,685
Total Assets	1,416,569	1,786,136	369,567	Total Liabilities & Net Assets	1,416,569	1,786,136	369,567

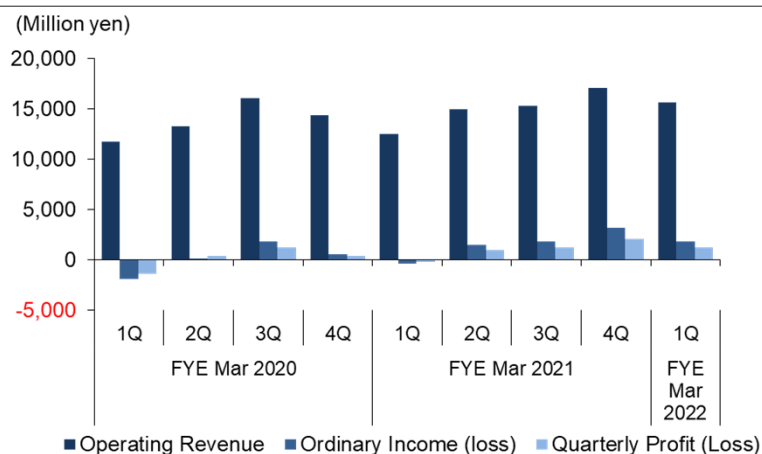
Overview of Tokai Tokyo Securities

(Note) Tokai Tokyo Securities has merged Takagi Securities as of September 1, 2019

Financial Summary

(Million yen)

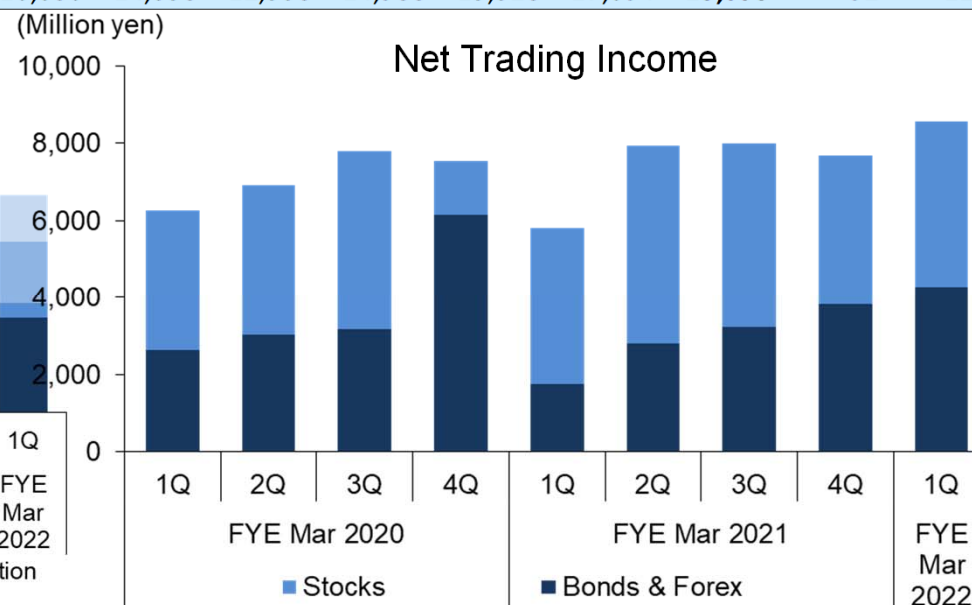
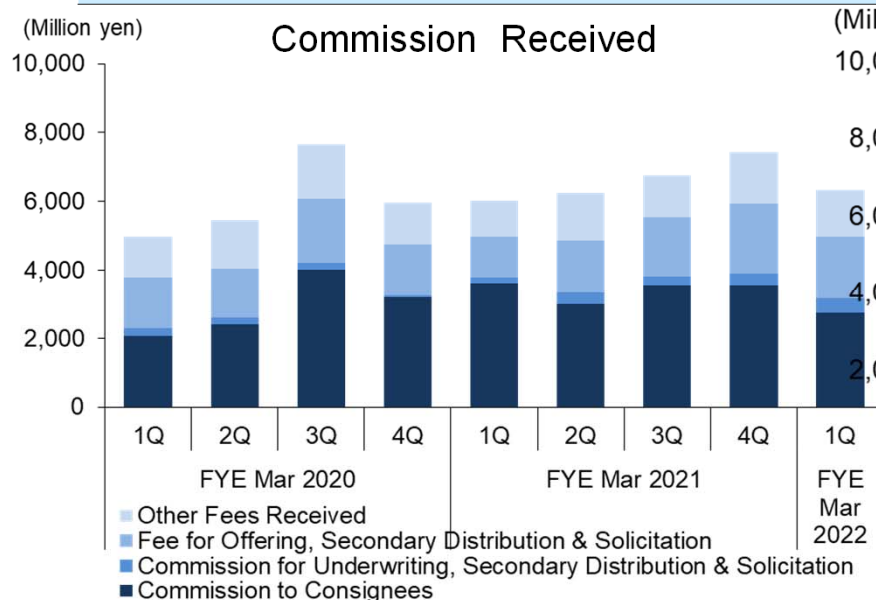
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Operating Revenue	11,761	13,272	16,086	14,358	12,538	14,988	15,328	17,094	15,698	92	125
Net Operating Revenue	11,117	12,651	15,444	13,671	11,704	14,110	14,650	16,498	15,029	91	128
SG&A Expenses	13,146	12,668	13,691	13,187	12,151	12,712	12,854	13,394	13,177	98	108
<i>(Operating Revenue=100)</i>	112	95	85	92	97	85	84	78	84	-	-
Operating Income (loss)	-2,029	-16	1,752	483	-446	1,397	1,796	3,103	1,851	60	-
Non-Operating Income	137	207	95	115	88	106	100	105	40	38	45
Non-Operating expenses	19	3	6	3	1	0	24	39	2	5	200
Ordinary Income (loss)	-1,911	187	1,841	595	-359	1,504	1,871	3,170	1,888	60	-
<i>(Operating Revenue=100)</i>	-	1	11	4	-	10	12	19	12	-	-
Extraordinary Income	4	0	-	61	123	-	-	87	0	0	0
Extraordinary Loss	-	-	-	0	0	-	4	16	-	-	-
Income (loss)	-1,907	187	1,841	655	-235	1,504	1,867	3,241	1,889	58	-
Before Income Taxes	-16	1	11	5	-	10	12	19	12	-	-
<i>(Operating Revenue=100)</i>	-16	1	11	5	-	10	12	19	12	-	-
Income Taxes - Current & Deferred	-573	-242	541	231	-86	467	619	1,169	662	57	-
Quarterly Profit (Loss)	-1,333	430	1,300	424	-149	1,037	1,248	2,071	1,226	59	-
<i>(Operating Revenue=100)</i>	-	3	8	3	-	7	8	12	8	-	-



Operating Revenue

(Million yen)

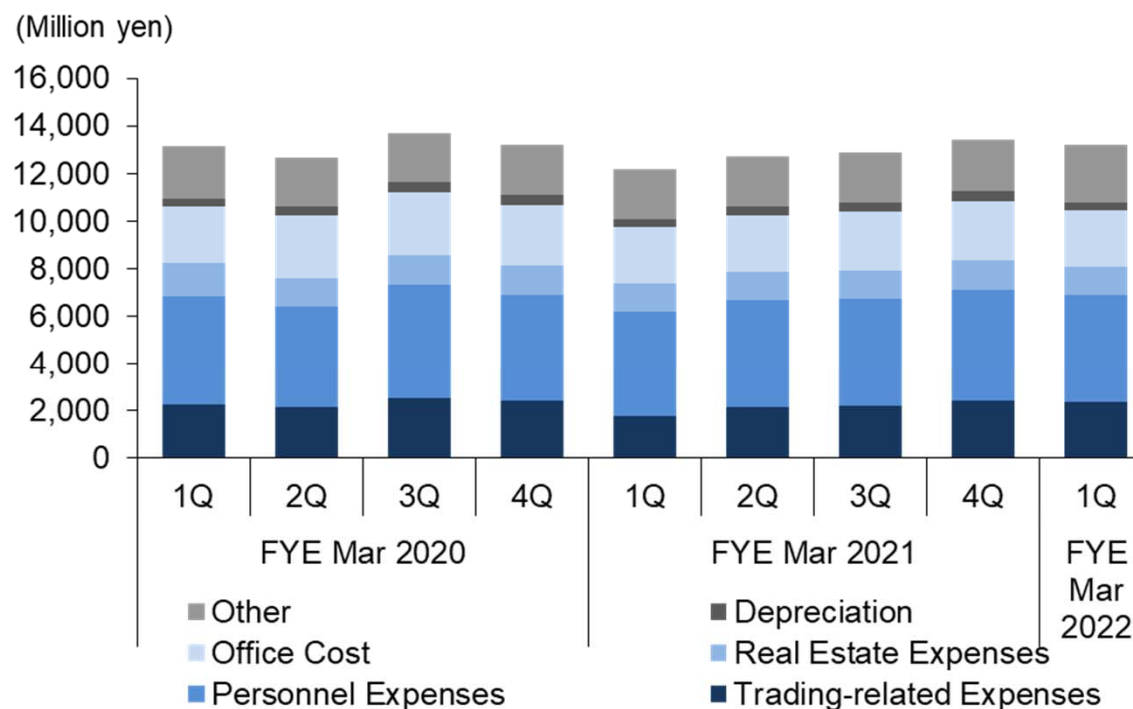
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Commission Received	4,980	5,459	7,647	5,967	6,026	6,251	6,749	7,440	6,336	85	105
Commission to Consignees	2,073	2,393	4,013	3,183	3,630	3,010	3,564	3,573	2,729	76	75
Commision for Underwriting, Secondary Distribution & Solicitation	228	200	200	65	151	324	265	325	428	132	283
Fee for Offering, Secondary Distribution & Solicitation	1,494	1,455	1,870	1,502	1,181	1,534	1,697	2,042	1,803	88	153
Other Fees Received	1,183	1,410	1,563	1,215	1,062	1,381	1,222	1,499	1,374	92	129
Net Trading Income	6,254	6,926	7,804	7,554	5,807	7,936	8,006	7,698	8,571	111	148
Stocks	3,607	3,892	4,618	1,394	4,058	5,126	4,769	3,882	4,277	110	105
Bonds & Forex	2,647	3,034	3,185	6,160	1,749	2,809	3,236	3,816	4,294	113	246
Financial Revenue	525	886	634	836	704	800	573	1,955	790	40	112
Total Operating Revenue	11,761	13,272	16,086	14,358	12,538	14,988	15,328	17,094	15,698	92	125



Selling, General and Administrative Expenses

(Million yen)

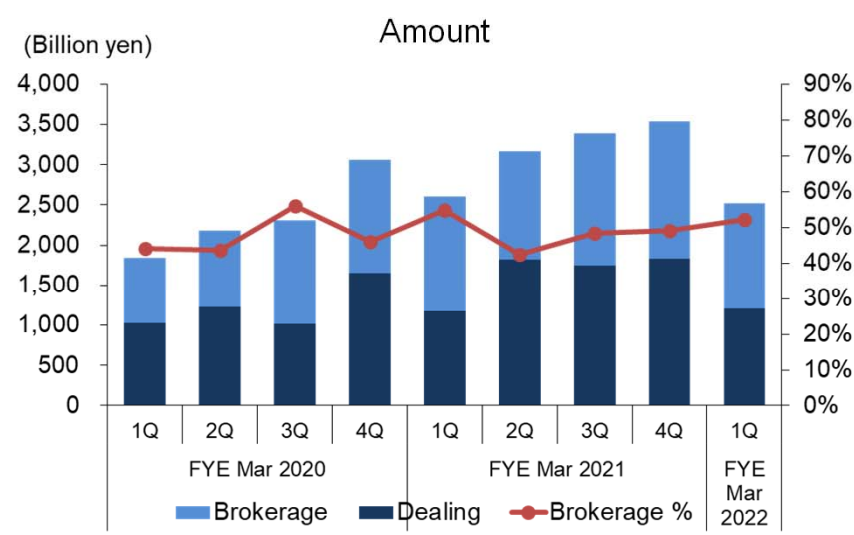
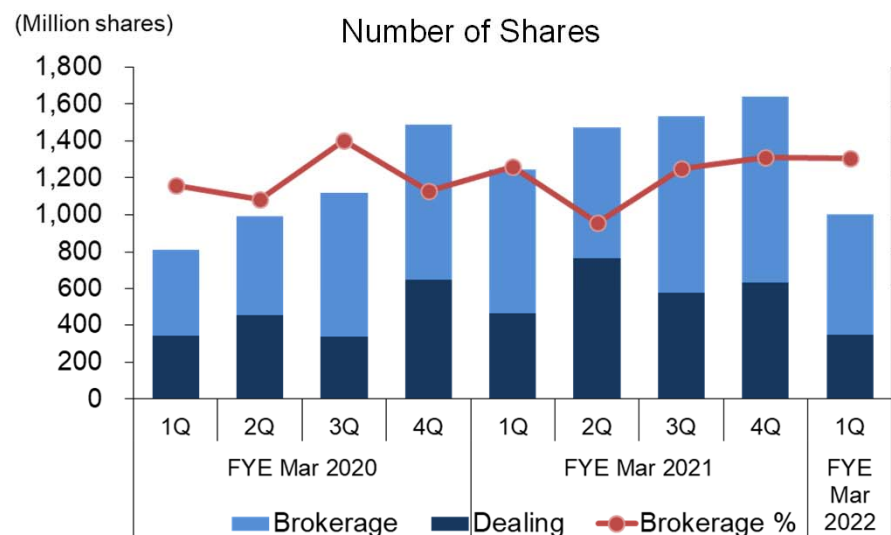
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2021 4Q=100	FYE Mar 2021 1Q=100
Trading-related Expenses	2,215	2,141	2,515	2,379	1,740	2,147	2,179	2,404	2,371	99	136
Personnel Expenses	4,591	4,260	4,796	4,499	4,453	4,527	4,521	4,705	4,521	96	102
Real Estate Expenses	1,410	1,190	1,240	1,255	1,195	1,189	1,197	1,209	1,165	96	97
Office Cost	2,386	2,656	2,649	2,542	2,359	2,386	2,511	2,512	2,402	96	102
Depreciation	342	350	408	399	330	341	366	400	327	82	99
Other	2,200	2,070	2,081	2,111	2,072	2,121	2,078	2,161	2,389	111	115
Total SG&A Expenses	13,146	12,668	13,691	13,187	12,151	12,712	12,854	13,394	13,177	98	108



Stock Trading Volume and Amount

(Million shares, Million yen)

	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2021 4Q=100	FYE Mar 2021 1Q=100
Number of Shares	813	995	1,117	1,486	1,244	1,471	1,535	1,637	1,002	61	81
Dealing	342	455	335	647	461	765	575	632	347	55	75
Brokerage	471	539	782	838	783	705	960	1,005	655	65	84
Brokerage %	58%	54%	70%	56%	63%	48%	63%	61%	65%	-	-
Amount	1,841,883	2,185,899	2,309,382	3,059,720	2,600,043	3,166,857	3,390,381	3,536,094	2,515,751	71	97
Dealing	1,031,781	1,231,822	1,018,923	1,651,235	1,174,876	1,821,611	1,748,909	1,827,371	1,204,590	66	103
Brokerage	810,101	954,076	1,290,459	1,408,485	1,425,167	1,345,245	1,641,472	1,708,722	1,311,160	77	92
Brokerage %	44%	44%	56%	46%	55%	42%	48%	49%	52%	-	-



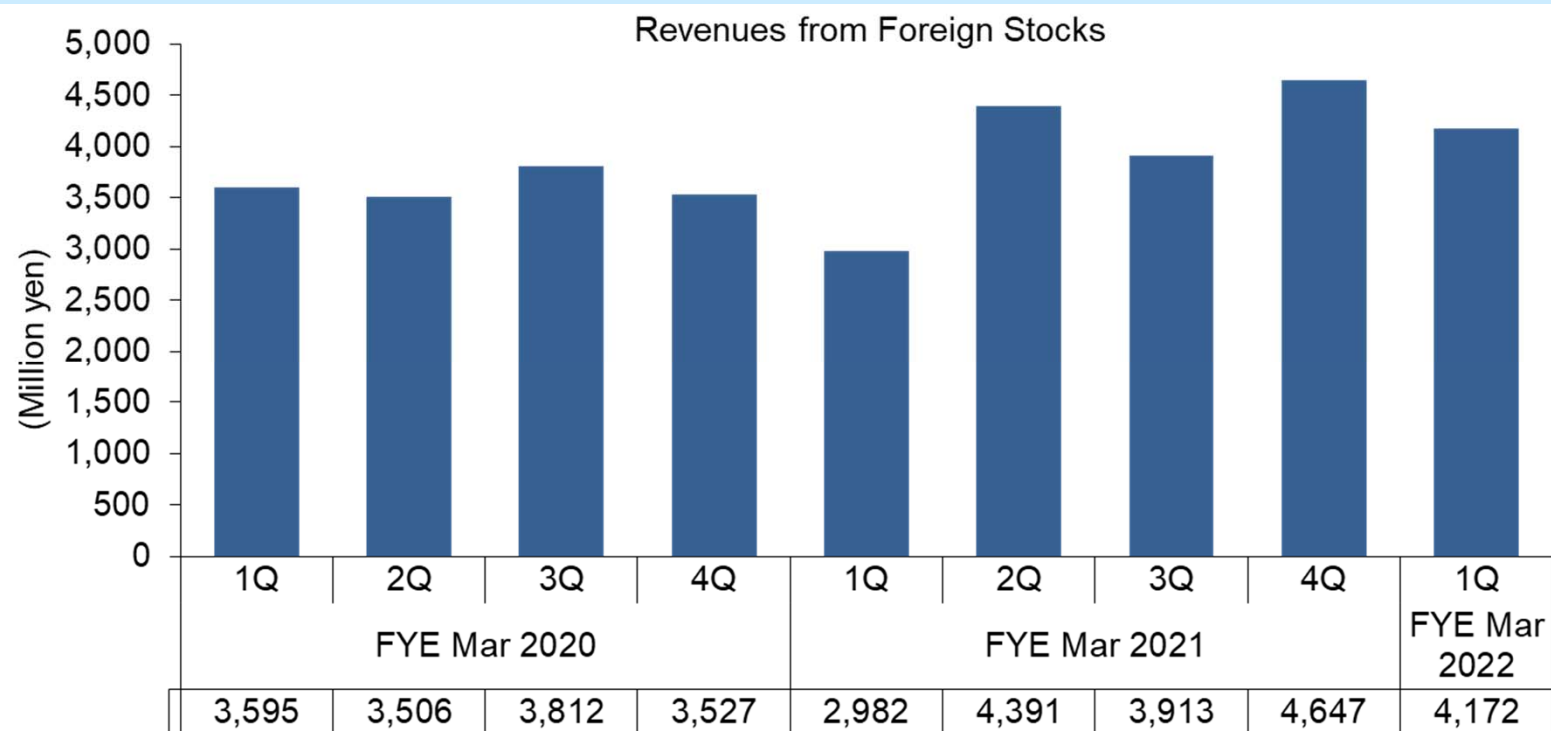
Foreign Stocks

[Quarter on Quarter]

■ Revenue from Foreign Stocks: JPY4,172M, down 10% QoQ

[Year on Year]

■ Revenue from Foreign Stocks: up 40% YoY



QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
90	140

Sales of Foreign Bonds and Structured Bonds

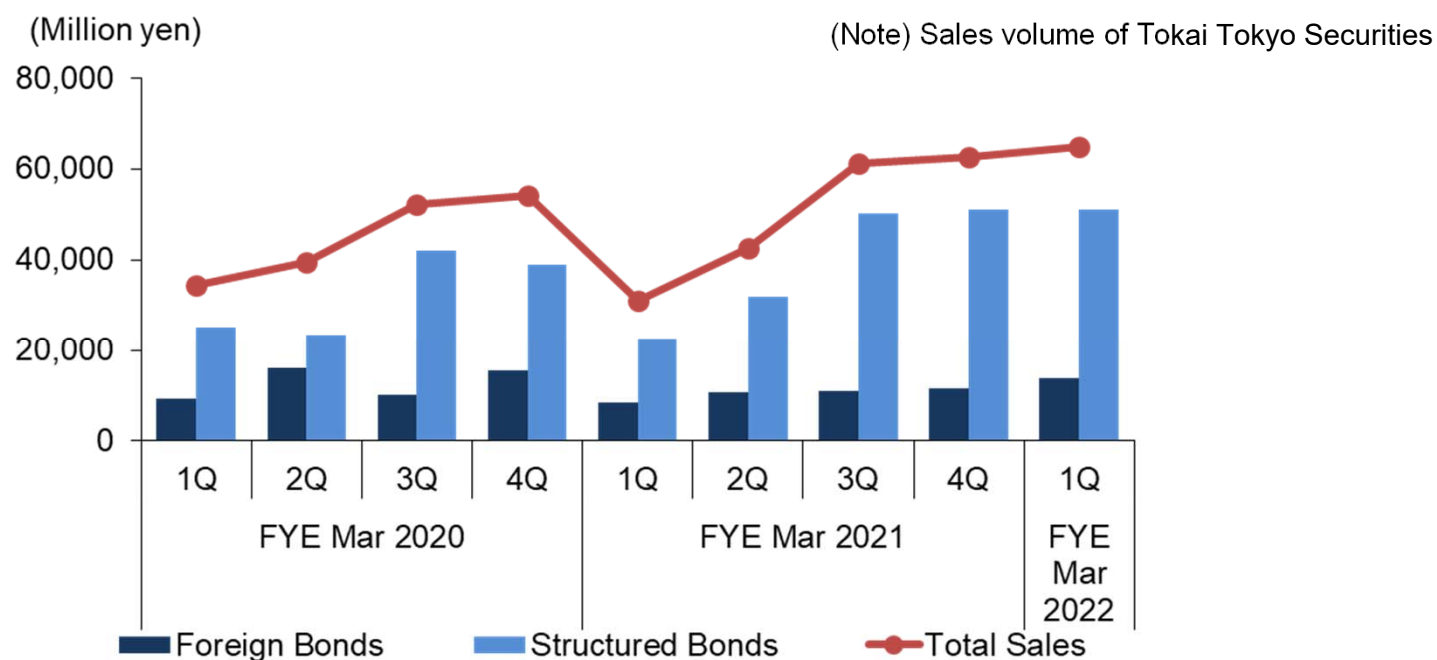
[Quarter on Quarter]

■ Sales of Foreign Bonds & Structured Bonds: JPY64,856M, up 3% QoQ

[Year on Year]

■ Sales of Foreign Bonds & Structured Bonds: up 110% YoY

	(Million yen)											
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ	YoY	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2021 4Q=100	FYE Mar 2021 1Q=100	
Foreign Bonds	9,377	16,173	10,019	15,496	8,442	10,839	10,974	11,591	13,826	119	164	
Euro-Yen denominated bonds	3,564	5,518	2,203	4,049	5,217	3,300	2,639	5,383	3,985	74	76	
Structured Bonds	25,025	23,388	42,110	38,759	22,447	31,763	50,102	51,082	51,029	100	227	
Total Sales	34,402	39,561	52,129	54,255	30,888	42,602	61,076	62,673	64,856	103	210	



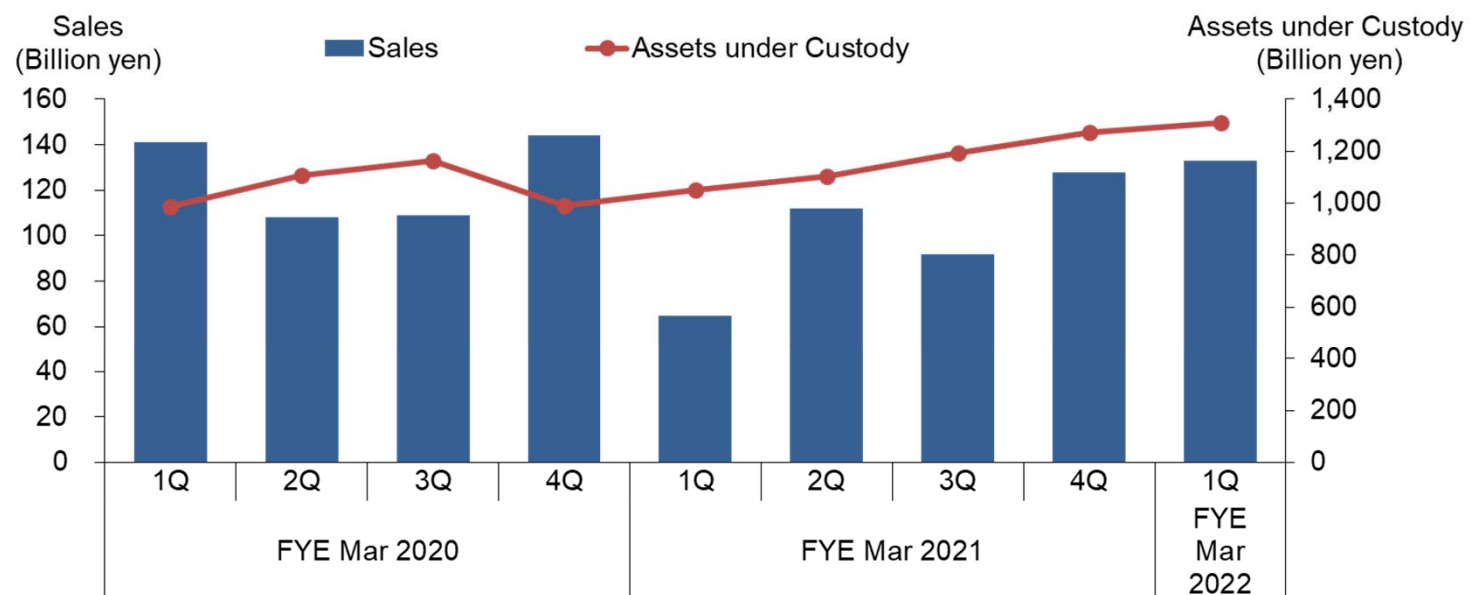
Investment Trust (Sales and Assets under Custody)

[Quarter on Quarter]

- Sales of investment trusts: JPY133B, up 4% QoQ
- Assets under Custody: JPY1,311B, up 3% QoQ

[Year on Year]

- Sale of Investment Trusts: up 105% YoY; Assets under Custody: up 25% YoY



Sales	141	108	109	144	65	112	92	128	133
Assets under Custody	986	1,107	1,165	991	1,051	1,105	1,194	1,273	1,311

	QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
Sales	104	205
Assets under Custody	103	125

Sales	104	205
Assets under Custody	103	125

Investment Trust

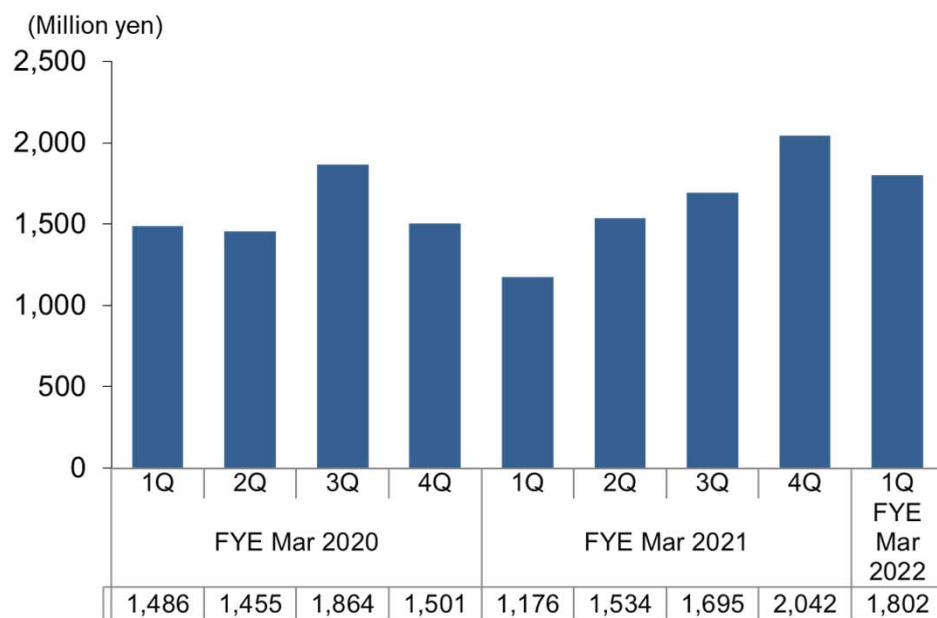
Sales Commissions

[Quarter on Quarter]

■ Sales Commissions: JPY1,802M, down 12% QoQ

[Year on Year]

■ Sales Commissions: up 53% YoY



Sales
Commissions

QoQ	YoY
FYE Mar 2021	FYE Mar 2021
4Q=100	1Q=100
88	153

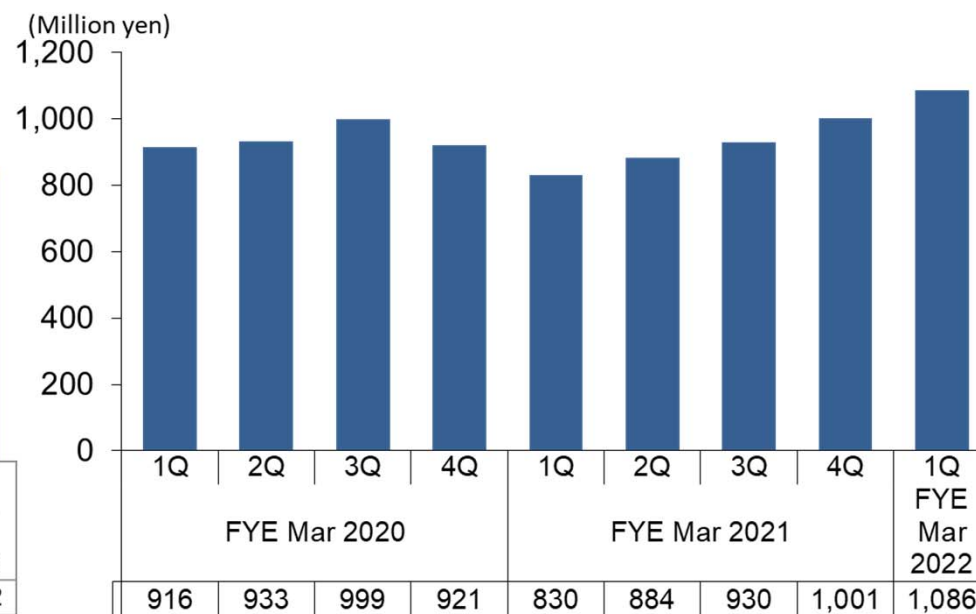
Agency Commissions

[Quarter on Quarter]

■ Agency Commissions: JPY1,086M, up 8% QoQ

[Year on Year]

■ Agency Commissions: up 31% YoY



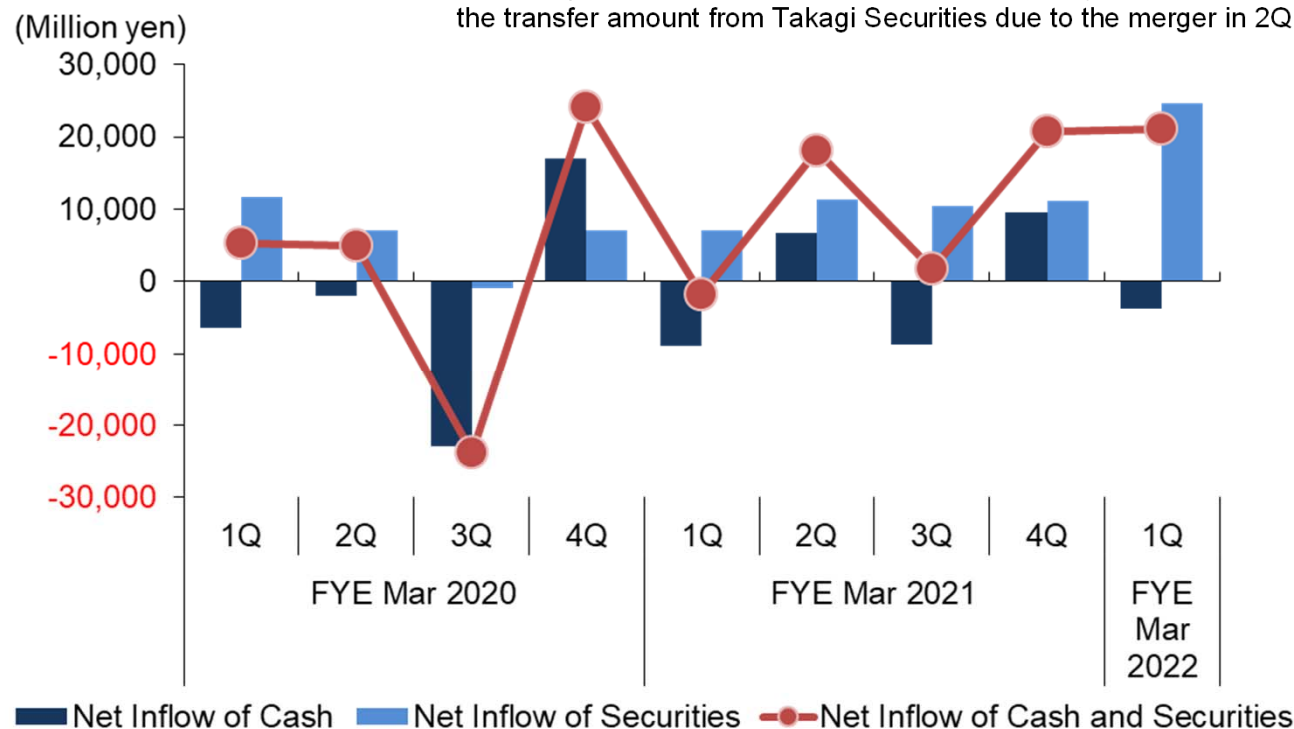
Agency
Commissions

QoQ	YoY
FYE Mar 2021	FYE Mar 2021
4Q=100	1Q=100
108	131

Net Inflow of Cash and Securities (Individuals)

	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
	Inflow of Cash	53,037	48,899	53,665	74,072	40,996	55,341	63,044	74,200
Outflow of Cash	-59,414	-50,913	-76,644	-57,045	-49,840	-48,630	-71,749	-64,714	-79,919
Net Inflow of Cash	-6,377	-2,014	-22,979	17,027	-8,844	6,712	-8,705	9,485	-3,698
Inflow of Securities	15,402	12,076	13,337	14,070	13,225	16,889	25,455	27,480	31,923
Outflow of Securities	-3,679	-5,050	-14,211	-7,101	-6,196	-5,629	-14,963	-16,329	-7,242
Net Inflow of Securities	11,723	7,026	-874	6,969	7,029	11,260	10,492	11,151	24,681
Net Inflow of Cash and Securities	5,346	5,012	-23,853	23,996	-1,815	17,972	1,787	20,636	20,983

* Excluding the transfer amount to Juroku Tokai Tokyo Securities in 1Q FYE Mar 2020 and the transfer amount from Takagi Securities due to the merger in 2Q FYE Mar 2020

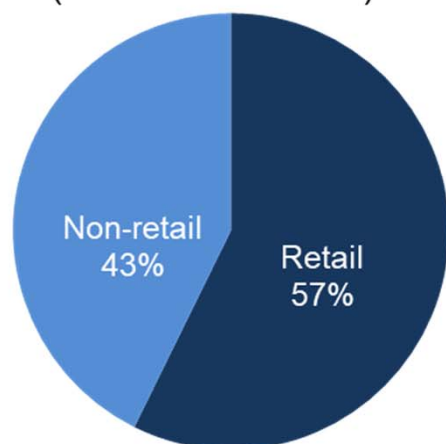


Overview by Business Segment

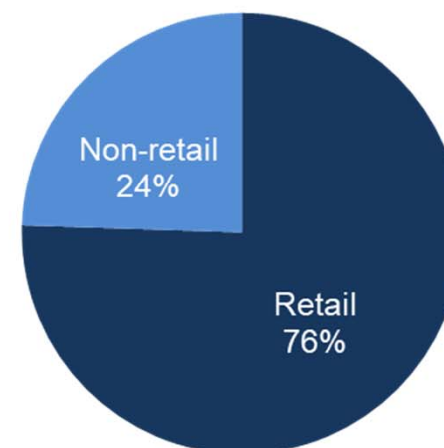
Total Revenue

	(Million yen)										
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2021 4Q=100	FYE Mar 2021 1Q=100
Retail	7,144	7,570	10,099	8,272	7,531	8,288	9,081	10,108	9,146	90	121
%	59	56	62	54	58	55	59	59	57	-	-
Non-retail	4,969	6,004	6,085	6,949	5,375	6,782	6,320	7,148	6,813	95	125
%	41	44	38	46	42	45	41	41	43	-	-
Total	12,114	13,574	16,184	15,221	12,907	15,070	15,401	17,256	15,960	92	123

Revenues
(1Q FYE Mar 2022)



Employee Allocation
(end of June 2021)



* Numeric data on this slide were compiled based on the following definition.

Retail: Accounted for by Retail Business Company, Wealth Management Company, Multi-Channel Company, and IFA Company

Non-retail: Accounted for by other than any of the above

Overview by Business Segment

[Quarter on Quarter]

- Revenue from Retail Business Segment: JPY9,146M, down 10% QoQ
- Revenue from Non-retail Business Segment: JPY6,813M, down 5% QoQ (please refer to the previous page)

[Year on Year]

- Revenue from Retail Business Segment: up 21% YoY
- Revenue from Non-retail Business Segment: up 25% YoY (please refer to the previous page)
 - Revenue from Market & Products Segment: up 36% YoY

	(Million yen)										
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2021 4Q=100	FYE Mar 2021 1Q=100
Retail	7,144	7,570	10,099	8,272	7,531	8,288	9,081	10,108	9,146	90	121
Corporate Sales	799	959	760	920	648	714	751	835	845	101	130
Institutional Sales	251	236	267	276	258	248	299	282	260	92	101
Market & Products	3,091	3,832	3,951	4,885	3,425	4,777	4,732	5,052	4,666	92	136
Corporate Finance	385	414	611	187	375	435	353	552	626	113	167
Other	442	561	494	679	666	607	183	424	414	98	56
Total	12,114	13,574	16,184	15,221	12,907	15,070	15,401	17,256	15,960	92	123

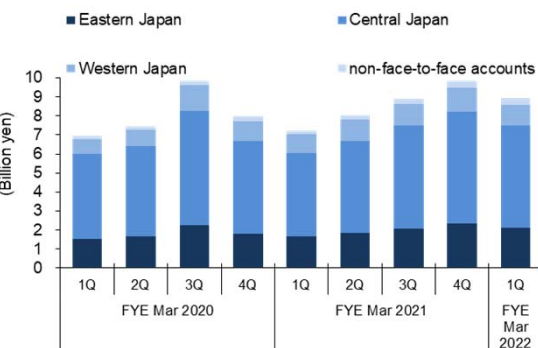
* Numeric data on this slide were compiled based on the following definition.

- Retail: Accounted for by Retail Business Company, Wealth Management Company, Multi-Channel Company, and IFA Company
- Corporate Sales: Accounted for by Corporate Sales Division
- Institutional Sales: Accounted for by Institutional Sales Department of Market Division
- Market & Products: Accounted for by Market Division – excluding Institutional Sales Department –, and Platform Division
- Corporate Finance: Accounted for by Investment Banking Company

Revenue, Number of Accounts, and Assets under Custody Attained by Each Region (Retail)

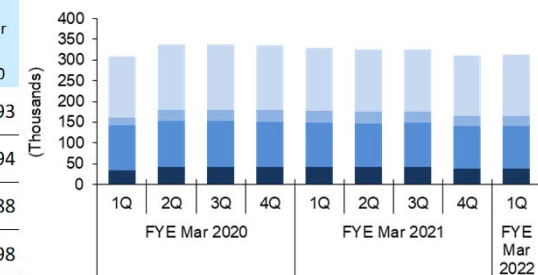
Revenue by Region

	(Million yen)										QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q			
Eastern Japan	1,541	1,667	2,239	1,804	1,682	1,864	2,086	2,323	2,105	91	125	
%	22.2%	22.4%	22.7%	22.6%	23.3%	23.2%	23.4%	23.6%	23.6%			
Central Japan	4,468	4,744	6,024	4,887	4,349	4,830	5,406	5,907	5,399	91	124	
%	64.5%	63.7%	61.2%	61.1%	60.1%	60.1%	60.7%	60.1%	60.5%			
Western Japan	742	840	1,334	1,041	987	1,095	1,131	1,270	1,093	86	111	
%	10.4%	11.3%	13.5%	13.0%	13.7%	13.6%	12.7%	12.9%	12.3%			
non-face-to-face accounts	176	198	254	263	213	252	289	334	321	96	150	
%	2.0%	2.7%	2.6%	3.3%	2.9%	3.1%	3.2%	3.4%	3.6%			
Total	6,927	7,449	9,851	7,995	7,231	8,041	8,912	9,834	8,917	91	123	



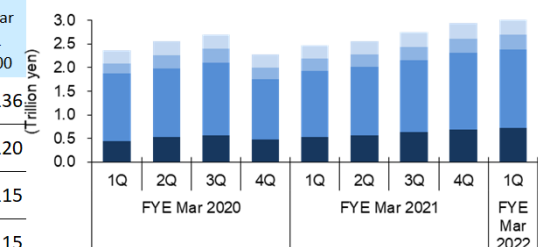
Number of Accounts by Region

	(Accounts)										QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q			
Eastern Japan	34,347	42,252	42,550	42,485	42,036	42,118	42,378	38,988	38,939	100	93	
%	11.1%	12.5%	12.6%	12.7%	12.8%	12.9%	13.0%	12.5%	12.4%			
Central Japan	109,073	109,961	109,836	108,464	107,096	105,704	105,884	101,032	101,025	100	94	
%	35.4%	32.6%	32.6%	32.4%	32.6%	32.5%	32.5%	32.5%	32.2%			
Western Japan	17,313	28,181	28,154	28,261	28,040	28,121	28,167	25,171	24,591	98	88	
%	5.6%	8.4%	8.4%	8.4%	8.5%	8.6%	8.6%	8.1%	7.8%			
non-face-to-face accounts	147,508	156,545	156,137	155,282	151,151	149,396	149,699	145,949	148,732	102	98	
%	47.9%	46.5%	46.4%	46.4%	46.0%	45.9%	45.9%	46.9%	47.5%			
Total	308,241	336,939	336,677	334,492	328,323	325,339	326,128	311,140	313,287	101	95	



Assets under Custody by Region

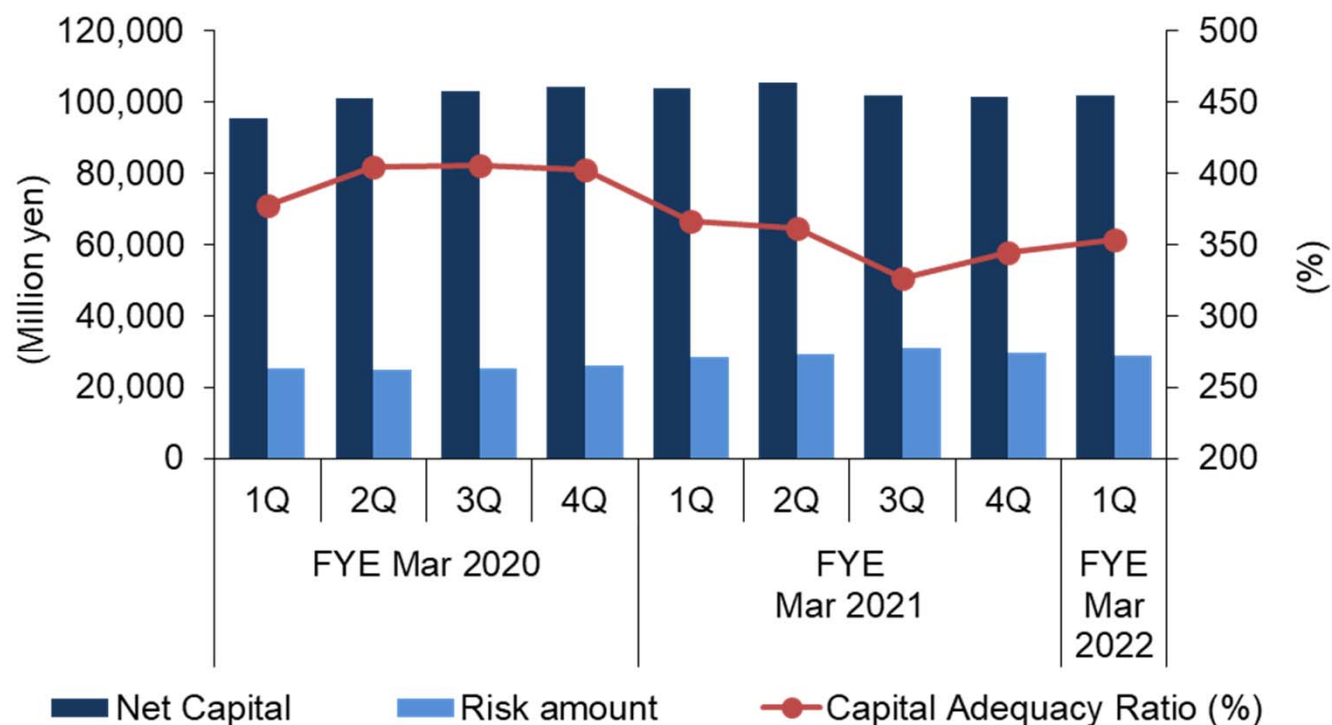
	(Billion yen)										QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q			
Eastern Japan	445	527	562	475	533	568	629	688	728	106	136	
%	18.9%	20.6%	20.8%	20.9%	21.6%	22.2%	22.9%	23.5%	24.2%			
Central Japan	1,437	1,453	1,539	1,287	1,391	1,440	1,533	1,627	1,663	102	120	
%	60.8%	56.8%	56.9%	56.6%	56.3%	56.2%	55.9%	55.4%	55.2%			
Western Japan	199	278	290	242	261	266	279	296	299	101	115	
%	8.4%	10.9%	10.7%	10.7%	10.6%	10.4%	10.2%	10.1%	9.9%			
non-face-to-face accounts	279	299	313	269	282	288	300	324	324	100	115	
%	11.8%	11.7%	11.6%	11.8%	11.5%	11.2%	11.0%	11.1%	10.8%			
Total	2,362	2,557	2,706	2,273	2,469	2,563	2,743	2,937	3,016	103	122	



Capital Adequacy Ratio

(Million yen)

	FYE Mar 2020				FYE Mar 2021				FYE Mar 2022	QoQ FYE Mar 2021 4Q=100	YoY FYE Mar 2021 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Capital Adequacy Ratio (%)	378.2	404.5	405.9	403.2	367.4	362.1	327.1	345.2	354.4	103	96
Net Capital	95,446	101,111	102,946	104,165	103,734	105,500	101,954	101,603	102,033	100	98
Risk amount	25,234	24,990	25,361	25,831	28,231	29,131	31,161	29,431	28,788	98	102
Market Risk Amount	10,149	9,775	10,163	10,799	13,201	13,942	14,340	12,270	12,884	105	98
Customer Risk Amount	1,689	1,891	2,045	1,668	1,786	2,073	3,707	4,288	2,861	67	160
Basic Risk Amount	13,395	13,323	13,152	13,363	13,243	13,115	13,113	12,872	13,042	101	98



■ Consolidated Statements of Income

	(million yen)	FYE March 2022 1Q
Total Revenues		1,992
Fees and Commissions		1,709
Brokerage Commissions		480
Underwriting and Sales		7
Subscription and Distribution		916
Other Commissions		304
Trading Profit and Loss		226
Stocks		162
Bonds & Currencies		63
Financial Revenue		57
Financial Expenses		3
SG&A Expenses		1,696
Trading-related Expenses		368
Personnel Expenses		817
Occupancy and Rental		161
Operational Expenses		267
Depreciation Expenses		9
Taxes and dues		49
Others		22
Operating Income		292
Non-operating Income		114
Non-operating Expenses		1
Ordinary Income		404
Extraordinary Income		78
Extraordinary Loss		-
Income Before Tax		483
Income Tax - Current & Deferred		555
Quarterly Profit		-72

■ Stock Trading Amount

	(Million yen)
	FYE March 2022 1Q
Amount	84,806
Dealing	21,002
Brokerage	63,804
Brokerage %	75%

■ Asset under Custody and Number of Accounts

	(Billion yen, Accounts)	
	FYE March 2021 4Q	FYE March 2022 1Q
Asset under Custody	456.0	472.7
Number of Accounts	71,706	72,949

■ Number of Operating Outlets

	(Number of Operating Outlets)	
	FYE March 2021 4Q	FYE March 2022 1Q
	11	10

(Reference) Maruhachi Securities

■ Consolidated Statements of Income (Quick Estimation)

	(million yen)
	FYE March 2022
	1Q
Total Revenues	618
Operating Income	8
Ordinary Income	29
Quarterly Profit	23

■ Asset under Custody and Number of Accounts

(Billion yen, Accounts)

	FYE March 2021	FYE March 2022
	4Q	1Q
Asset under Custody	194.9	199.8
Number of Accounts	24,245	24,056

■ Number of Operating Outlets

(Number of Operating Outlets)

FYE March 2021	FYE March 2022
4Q	1Q
7	7

MEMO

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