

IR Presentation for Fiscal year ending March 2022



Ichiyoshi Securities Co., Ltd.

April, 2022

I : Business Result (Consolidated)

※ Effective as from the first quarter of fiscal 2021, the "Accounting Standards Concerning Revenue Recognition" (Corporate Accounting Standards No.29 dated March 31, 2020) and others have been applied.
Hence, formerly disclosed figures of "operating revenue" are retroactively adjusted in accordance with the said accounting standards.

- ◆ Operating revenue amounted to 19,591 million yen, an increase of 1,321 million yen (up 7.2%) from the year-earlier period.
- ◆ Current income amounted to 3,443 million yen, an increase of 2,142 million yen (up 164.7%) from the year-earlier period.
- ◆ Net income attributable to owners of parent amounted to 2,526 million yen, an increase of 1,524 million yen (up 152.2%) from the year-earlier period.

(JPY mil.)

	FY 2020	FY 2021	Year-on-year (%)	Year-on-year
Operating revenue	18,270	19,591	7.2%	1,321
Net operating revenue	18,200	19,553	7.4%	1,353
Operating cost & expenses	16,935	16,232	-4.2%	-703
Operating income	1,264	3,321	162.7%	2,057
Current income	1,300	3,443	164.7%	2,142
Extraordinary income & loss	13	138	939.5%	124
Income taxes	312	1,055	237.9%	743
Net income attributable to owners of parent	1,001	2,526	152.2%	1,524

(JPY mil.)

FY 2021			
1Q	2Q	3Q	4Q
5,164	4,956	5,223	4,247
5,151	4,945	5,218	4,238
4,268	3,991	4,085	3,886
882	953	1,133	351
937	985	1,150	369
136	-5	7	0
288	263	375	127
785	715	782	242

2. Breakdown of Net Operating Revenue

- ◆ Commissions amounted to 18,986 million yen, an increase of 1,378 million yen (up 7.8%) from the year-earlier period, mainly increased in commissions from distribution of investment trusts and other sources (mainly trailer fees on investment trusts).

	(JPY mil.)				(JPY mil.)			
	FY 2020	FY 2021	Year-on-year (%)	Year-on-year	FY 2021			
					1Q	2Q	3Q	4Q
Commissions	17,608	18,986	7.8%	1,378	5,004	4,799	5,045	4,137
Gains on trading	310	161	-48.0%	-149	28	48	77	7
Other operating balance	144	227	57.3%	82	73	50	50	53
Interest & dividend income	136	177	30.4%	41	44	47	46	39
Total	18,200	19,553	7.4%	1,353	5,151	4,945	5,218	4,238

3. Breakdown of Commission Revenue

- ◆ Brokerage commissions on stocks amounted to 5,318 million yen, a decrease of 708 million yen (down 11.8%) from the year-earlier period. Commissions from distribution of investment trusts amounted to 3,784 million yen, an increase of 342 million yen (up 10.0%) from the year-earlier period. Commissions from other sources (mainly trailer fees on investment trusts) amounted to 8,564 million yen, an increase of 1,883 million yen (up 28.2%) from the year-earlier period.
- ◆ Commissions from underwriting amounted to 591 million yen, an increase of 94 million yen (up 19.0%) from the year-earlier period, as the Company participated in the management and underwriting of 39 initial public offerings (of which 3 were lead-managed) and 6 public share offerings in the secondary market.

(JPY mil.)

	FY 2020	FY 2021	Year-on-year (%)	Year-on-year
Commissions	17,608	18,986	7.8%	1,378
Brokerage (Major item)				
Stocks	6,026	5,318	-11.8%	-708
Distribution (Major item)				
Investment trusts	3,442	3,784	10.0%	342
Underwriting (Major items)				
IPO	379	509	34.3%	130
PO	117	81	-30.6%	-35
Total	496	591	19.0%	94
Commissions from other sources (Major items)				
Investment trusts (trailer fees, etc.)	6,680	8,564	28.2%	1,883
Other than investment trusts	693	512	-26.1%	-180
Total	7,374	9,076	23.1%	1,702

<Reference>

(JPY 100 mil.)

Fund distribution	2,213	2,533	14.4%	319
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* Including wrap-account fund sales

(JPY mil.)

FY 2021			
1Q	2Q	3Q	4Q
5,004	4,799	5,045	4,137
1,410	1,379	1,376	1,150
1,064	1,012	931	775
211	23	270	3
0	1	78	1
212	24	349	4
2,137	2,204	2,194	2,028
132	128	130	121
2,269	2,333	2,325	2,149

4. Breakdown of Gains or loss on Trading

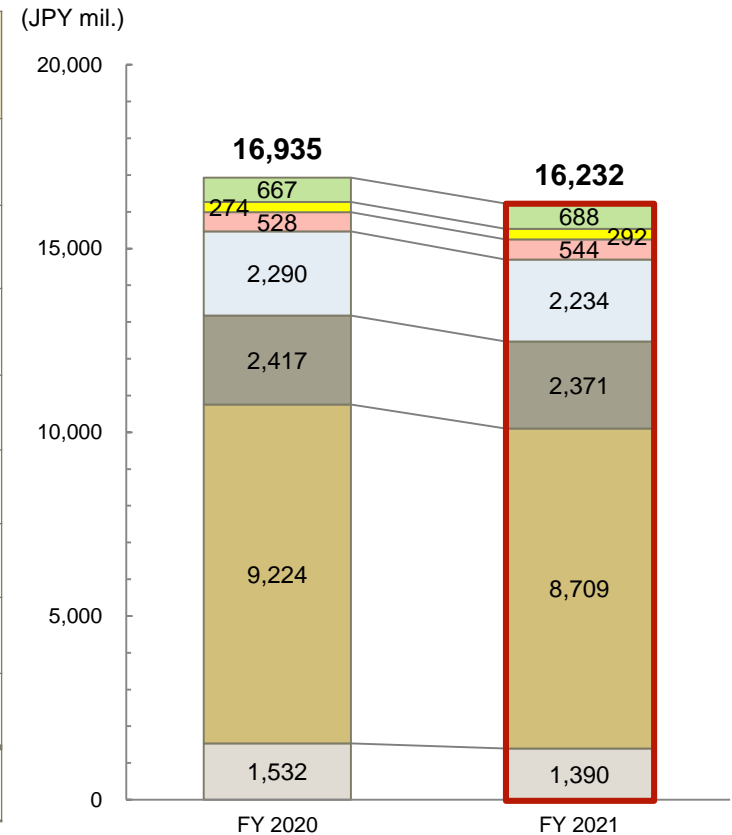
◆ Net gains on trading amounted to 161 million yen, a decrease of 149 million yen (down 48.0%) from the year-earlier period, chiefly as net trading income on Forex decreased.

	(JPY mil.)				(JPY mil.)			
	FY 2020	FY 2021	Year-on-year (%)	Year-on-year	FY 2021			
					1Q	2Q	3Q	4Q
Stocks, etc.	171	140	-18.4%	-31	25	43	70	0
Bonds · Forex, etc.	138	21	-84.6%	-117	2	4	6	7
(Bonds, etc.)	(24)	(7)	-68.4%	-16	(1)	(2)	(2)	(1)
(Forex, etc.)	(114)	(13)	-88.1%	-101	(0)	(2)	(4)	(5)
Total	310	161	-48.0%	-149	28	48	77	7

5. Operating Cost and Expenses

- ◆ Operating cost and expenses amounted to 16,232 million yen, a decrease of 703 million yen (down 4.2%) from the year-earlier period, mainly decreased in transaction related expenses and personnel expenses.

	(JPY mil.)			
	FY 2020	FY 2021	Year-on-year (%)	Year-on-year
Transaction related expenses	1,532	1,390	-9.2%	-141
Personnel expenses	9,224	8,709	-5.6%	-515
Property related expenses	2,417	2,371	-1.9%	-45
Clerical expense	2,290	2,234	-2.4%	-55
Depreciation	528	544	3.1%	16
Public charges	274	292	6.5%	17
Provision of allowance for doubtful accounts	0	0	-67.2%	-0
Others	667	688	3.1%	20
Total	16,935	16,232	-4.2%	-703



<Reference> FY 2021 fixed cost and variable cost (non-consolidated basis)

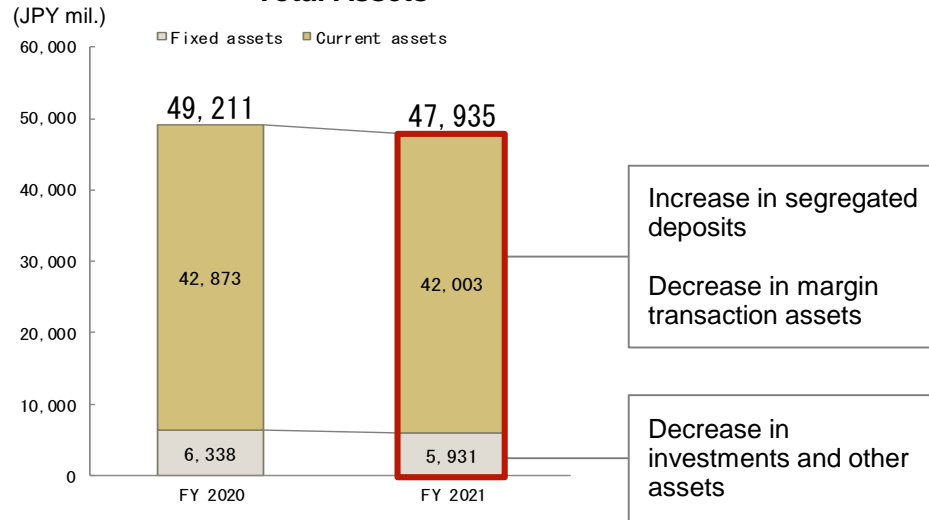
Fixed cost	12,164
Variable cost	3,224

(JPY mil.)

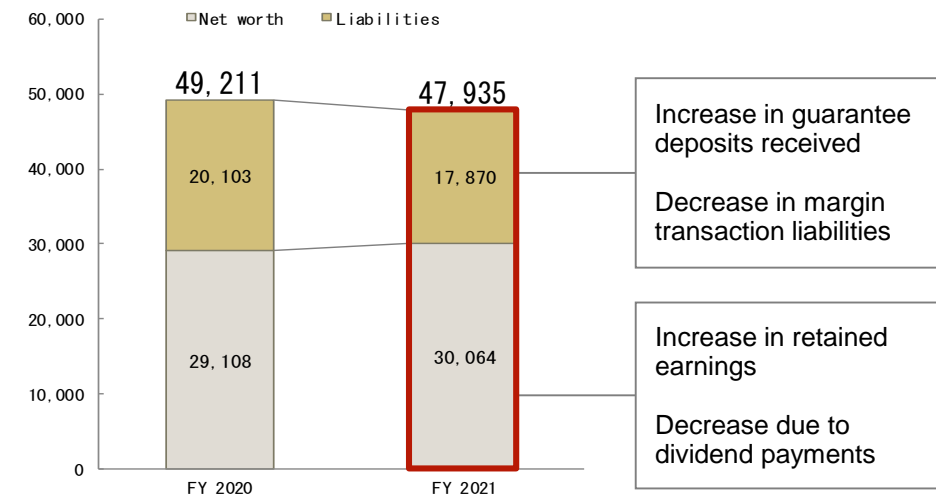
Balance Sheets

Financial Result

Total Assets



Sum of Liabilities and Net Worth



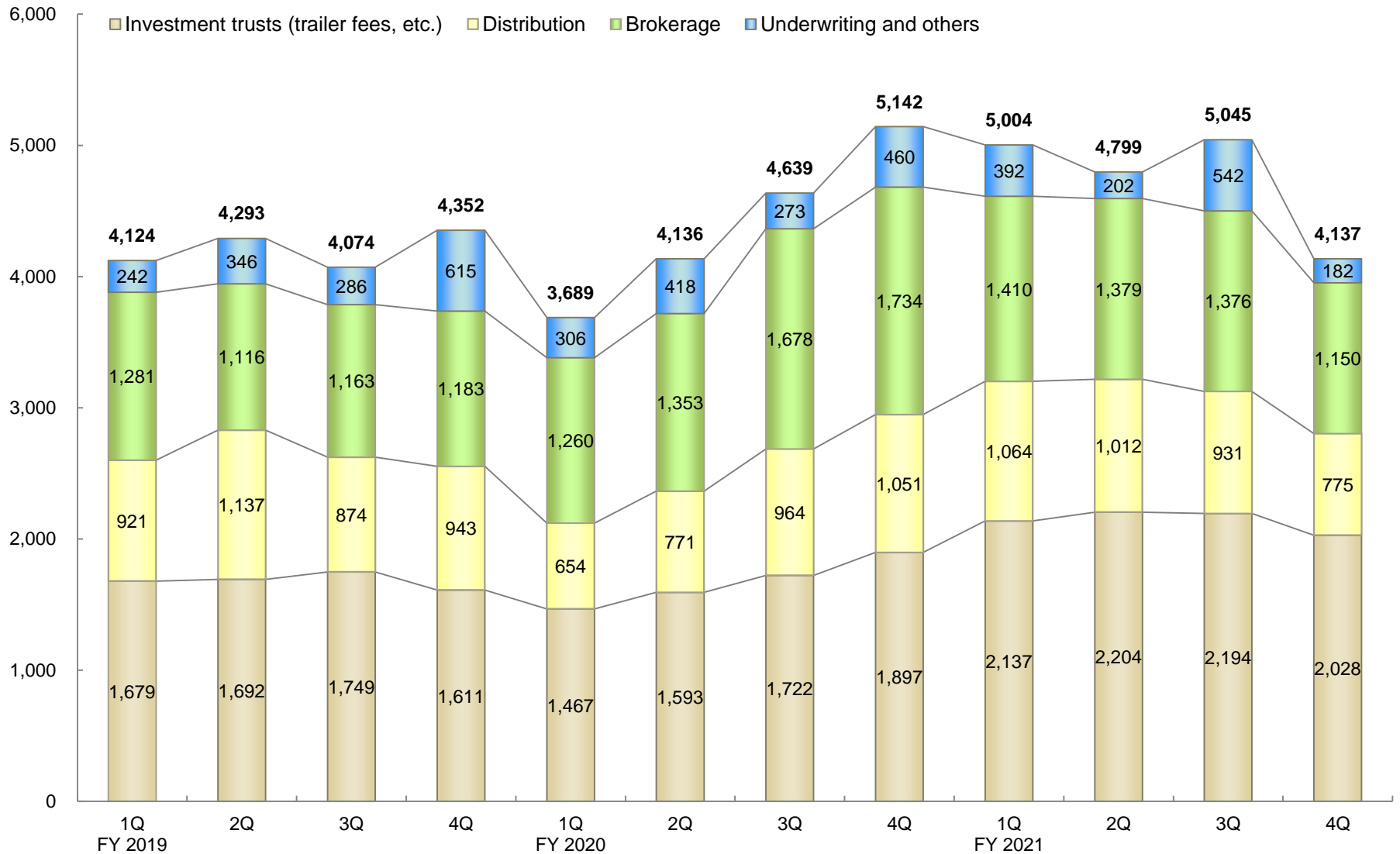
	FY 2021	Change from FY 2020 end.
Equity ratio (%)	62.7	3.7
Net worth per share (JPY)	832.12	28.05
Capital adequacy ratio (non-consolidated basis) (%)	505.8	55.7

	FY 2021	Year-on-year
EPS (JPY)	69.97	42.18
ROE (%)	8.6	5.1

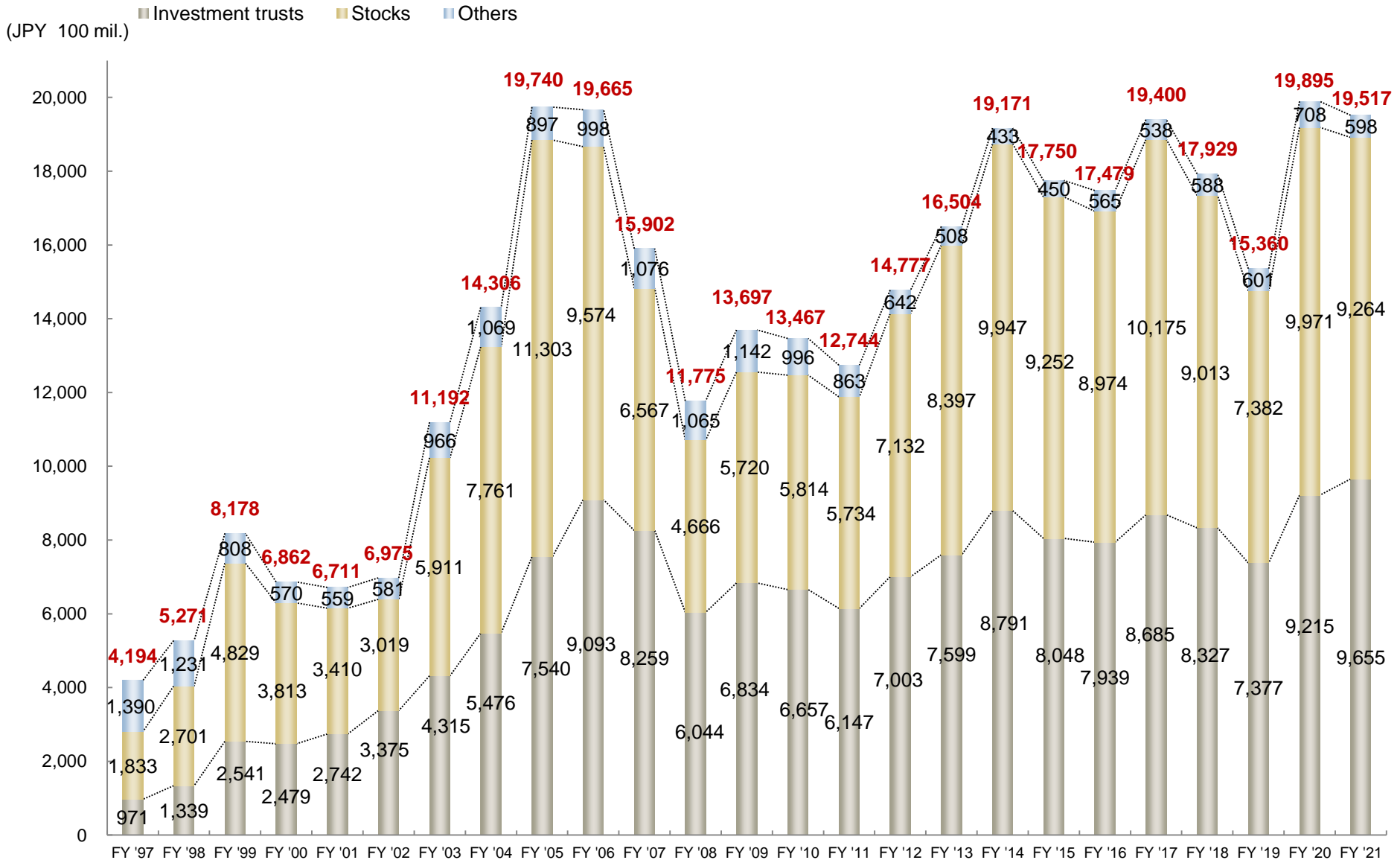
II : Business Circumstances

1. Commission Revenue

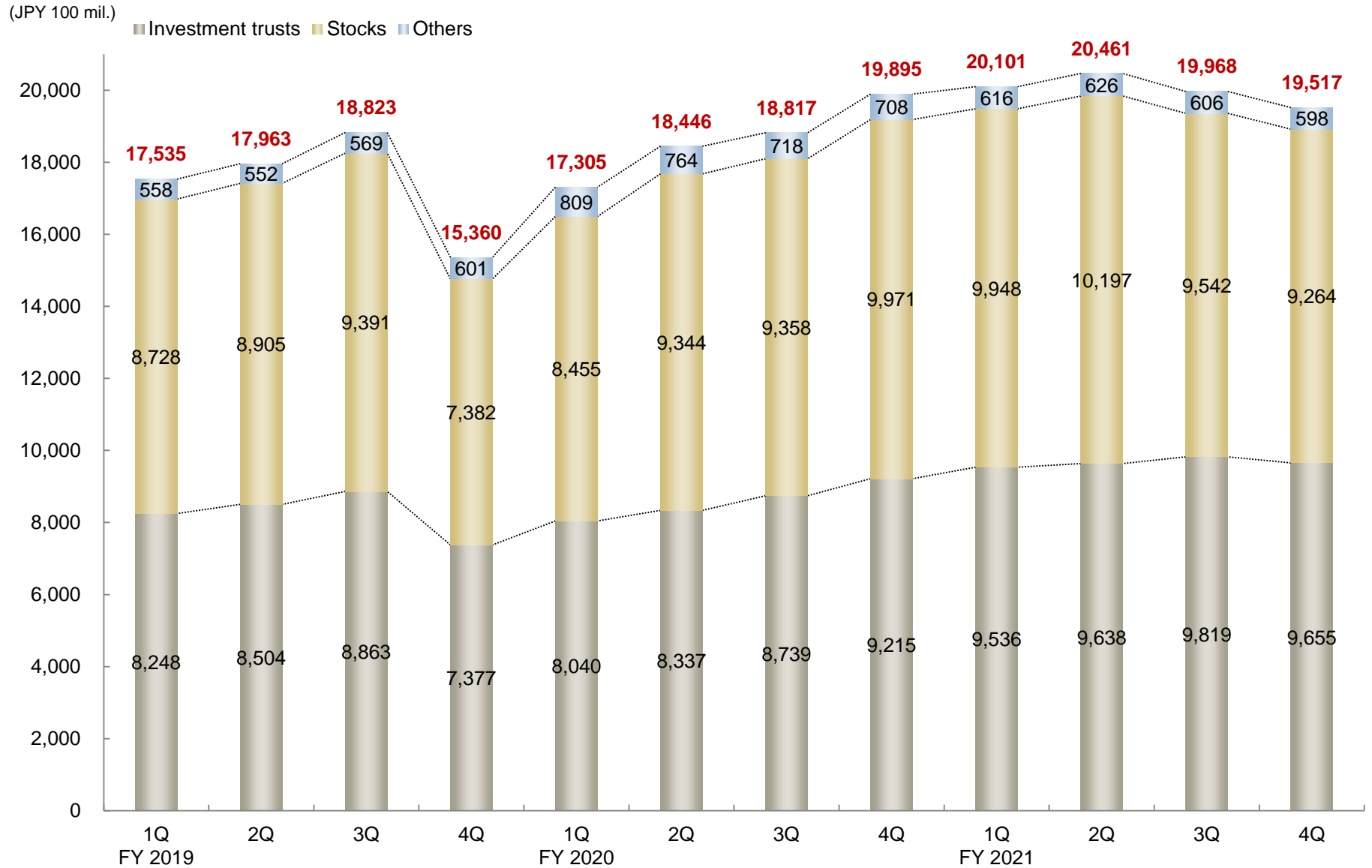
(JPY mil.)



2. Customer Assets in Custody



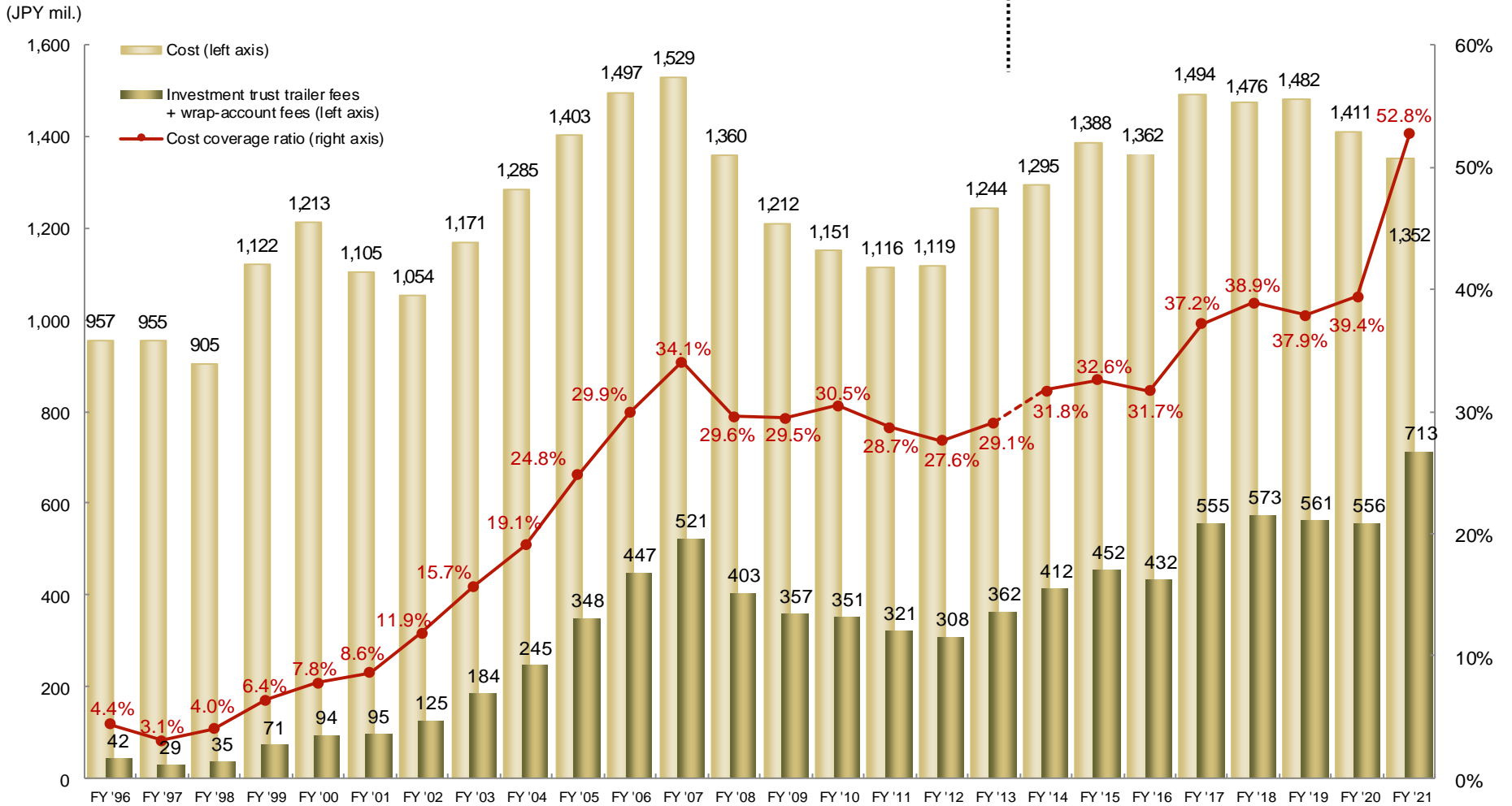
3. Quarterly Customer Assets in Custody



4. Trend of Investment Trust Trailer Fees and Its Cost Coverage (Month-end Average)

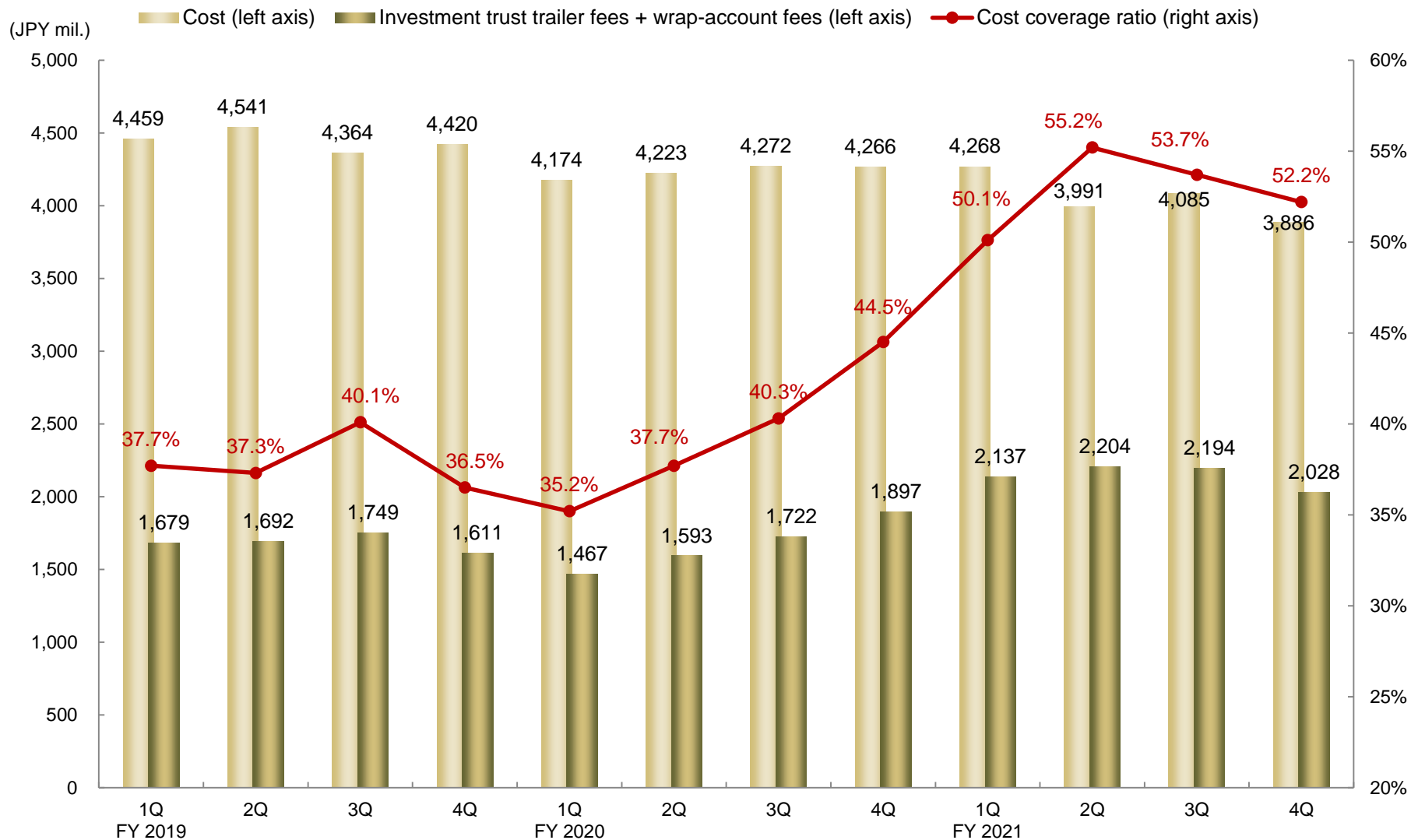
Note: Cost coverage ratio = $\frac{\text{Investment trust trailer fees} + \text{wrap-account fees}}{\text{Cost (operating cost \& expenses)}} \times 100 (\%)$

Parent company basis ← → Consolidated basis



5. Quarterly Trend of Investment Trust Trailer Fees and Its Cost Coverage

Note: $\text{Cost coverage ratio} = \frac{\text{Investment trust trailer fees} + \text{wrap-account fees}}{\text{Cost (operating cost \& expenses)}} \times 100 (\%)$



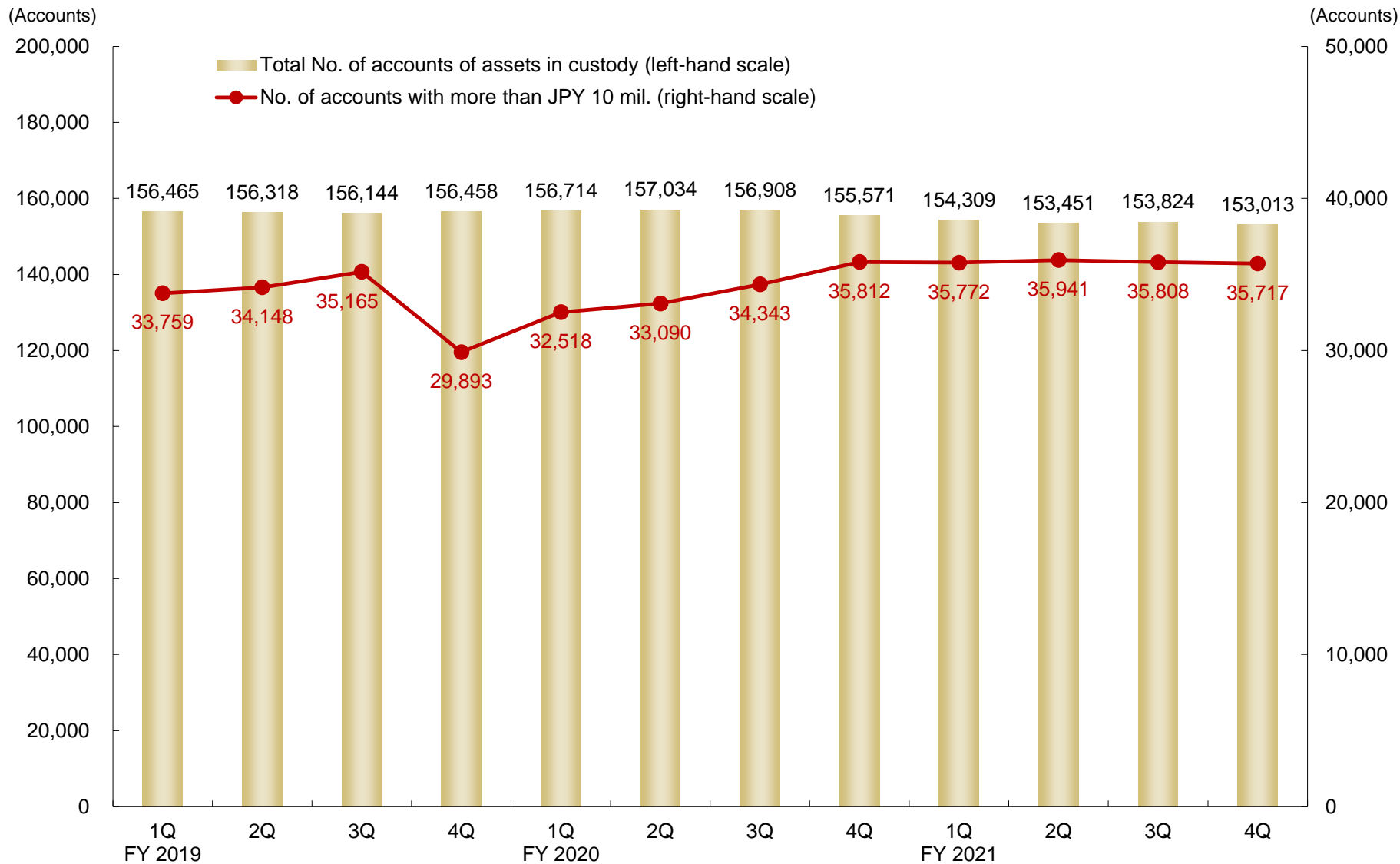
6. Top 5 Best Selling Investment Trust Funds (Total Amounts of 3 Months)

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(JPY 100 mil.)

	FY 2019				FY 2020				FY 2021			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Pictet Global Income Equity Fund (Monthly Dividend)	78	116	93	80	43	35	44	31	32	26	20	47
GS US Growth Equity Concentrate Investment Fund (Monthly Settlement / Quarterly Settlement / Semi-Annual Settlement)				36	23	13		31	55	92	94	44
Ichiyoshi Small and mid cap Growth Companies Fund	20							54	92	71	56	31
Ichiyoshi Japan Growth Equities Fund							55			27	30	27
Ichiyoshi Japan Select Dividend Equity & J-REIT Fund (Quarterly Settlement Type/Asset Growth Type)												16
Ichiyoshi SDGs Small Medium Size Equity Fund						84	76	43	34	23	28	
Fidelity US REIT Fund (A / B / C / D)		34	29		20	25	25	31	27			
US NASDAQ Open (A / B)					26	36	22					
Shinko J-REIT Open	77	71	37		32							
Tokio Marine JPY Asset Balance Fund (Monthly Settlement / Yearly Settlement)		95	125	80								
LM Australia High Yield Equity Fund (Monthly Dividend)	25	42	28	32								
Ichiyoshi Japan Venture Fund				31								
US Micro Cap Equity Fund	40											

7. Number of Customer Accounts 【Retail】

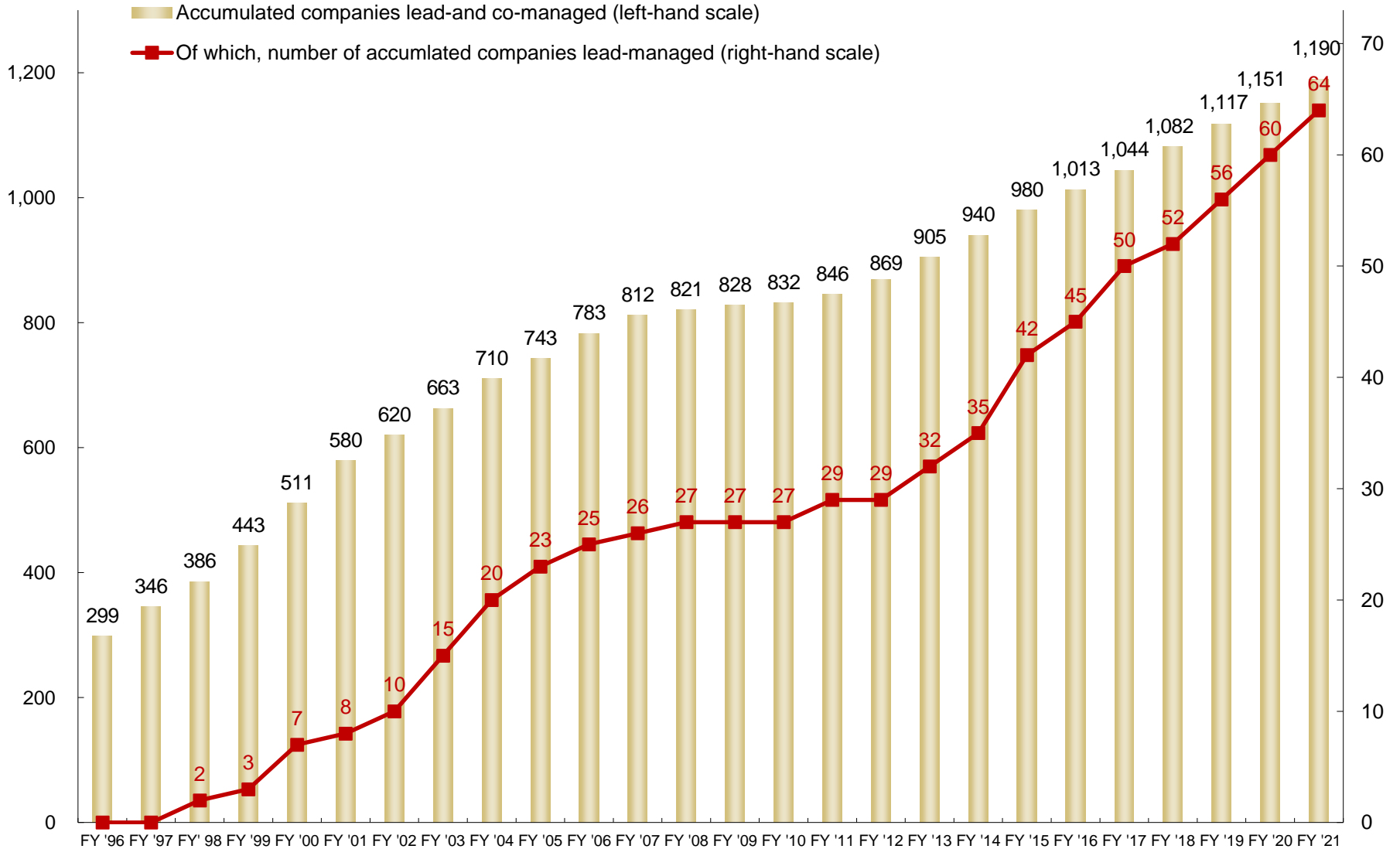


※Each number of accounts in the table above is revised from the one previously reported as the method of account compilation is changed.

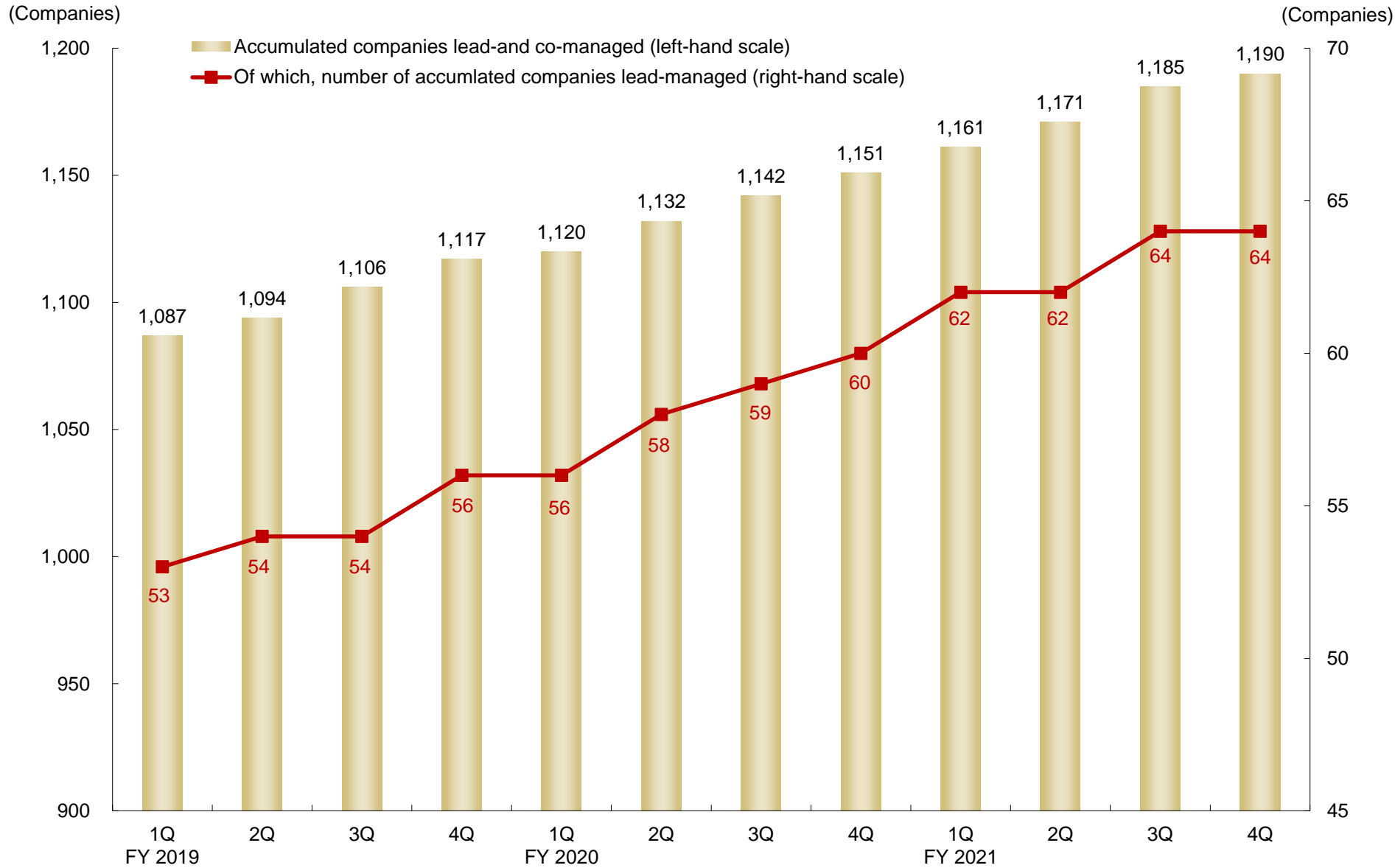
8. Accumulated Companies Lead- and Co-managed

(Companies)

(Companies)



9. Quarterly Accumulated Companies Lead- and Co-managed



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- This document is based on the data as of March 31, 2022. (Figures less than one million yen are rounded down)

Ichiyoshi Securities Co., Ltd.

Financial instruments business operator registered with the Kanto Local Finance Bureau (registration No. 24)

Member association: Japan Securities Dealers Association

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