

Financial Highlights for 1st Quarter of Fiscal Year Ending March 2023

July 29, 2022

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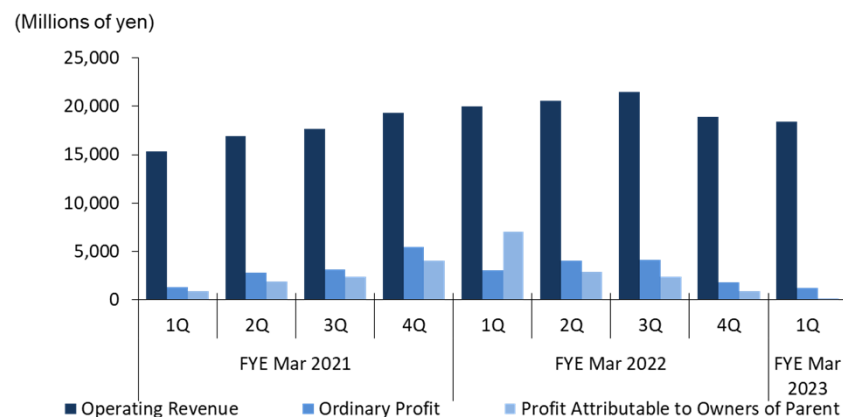
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(Note) The Company has made changes in presentation methods of “Real estate expenses” and “Other in the Non-operating income” since Fiscal 2021. The quarterly consolidated financial statements for Fiscal 2020 reflect these changes.

Overview of Consolidated Financial Results

Financial Summary (Consolidated)

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FYE Mar 2023 1Q		
	Apr-Jun 2020	Jul-Sep 2020	Oct-Dec 2020	Jan - Mar 2021	Apr - Jun 2021	Jul - Sep 2021	Oct - Dec 2021	Jan - Mar 2022	Apr - Jun 2022		
Operating Revenue	15,365	16,933	17,705	19,358	19,973	20,569	21,528	18,904	18,460	98	92
Net Operating Revenue	14,696	16,224	17,190	18,929	19,447	19,980	20,936	17,885	17,621	99	91
SG&A Expenses	13,563	14,176	14,640	14,974	16,966	16,806	17,296	17,298	16,912	98	100
<i>(Operating Revenue=100)</i>	88	84	83	77	85	82	80	92	92	-	-
Operating Profit	1,132	2,047	2,549	3,955	2,480	3,174	3,640	586	708	121	29
Non-Operating Income	176	826	589	1,641	605	1,009	441	1,286	616	48	102
Non-Operating Expenses	26	131	42	170	23	132	3	84	124	148	539
Ordinary Profit	1,283	2,742	3,096	5,426	3,061	4,051	4,077	1,789	1,200	67	39
<i>(Operating Revenue=100)</i>	8	16	17	28	15	20	19	9	7	-	-
Extraordinary Profit	124	-	103	89	8,409	86	-	89	54	61	1
Extraordinary Losses	213	9	48	-232	2,827	26	343	538	-	-	-
Profit	1,194	2,733	3,151	5,748	8,644	4,110	3,733	1,340	1,255	94	15
Before Income Taxes											
<i>(Operating Revenue=100)</i>	8	16	18	30	43	20	17	7	7	-	-
Income Taxes - Current & Deferred	-4	778	572	1,418	1,471	986	1,146	520	450	87	31
Profit Attributable to Owners of Parent	849	1,849	2,388	4,007	7,007	2,902	2,348	891	101	11	1
<i>(Operating Revenue =100)</i>	6	11	13	21	35	14	11	5	1	-	-



[Quarter on Quarter]

- Operating Revenue: JPY18,460M, down 2% from the preceding quarter (QoQ)
- Profit Attributable to Owners of Parent: JPY101M, down 89% QoQ

[Year on Year]

- Operating Revenue: down 8% from the preceding fiscal year (YoY)
- Profit Attributable to Owners of Parent: down 99% 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.

Operating Revenue (Consolidated)

[Quarter on Quarter]

■ Commission Received: JPY7,786M, down 11% QoQ; Net Trading Income: JPY8,561M, up 43% QoQ

[Year on Year]

■ Commission Received: down 18% YoY; Net Trading Income: down 11% YoY

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2022 4Q=100	FYE Mar 2022 1Q=100
Commission Received	7,344	7,327	8,012	8,489	9,504	9,642	9,675	8,752	7,786	89	82
Net Trading Income	7,234	8,778	9,104	8,891	9,587	7,995	10,419	5,997	8,561	143	89
Financial Revenue	785	828	588	1,977	881	2,931	1,433	4,154	2,113	51	240
Total Operating Revenue	15,365	16,933	17,705	19,358	19,973	20,569	21,528	18,904	18,460	98	92



Commission Received (Consolidated)

[Quarter on Quarter]

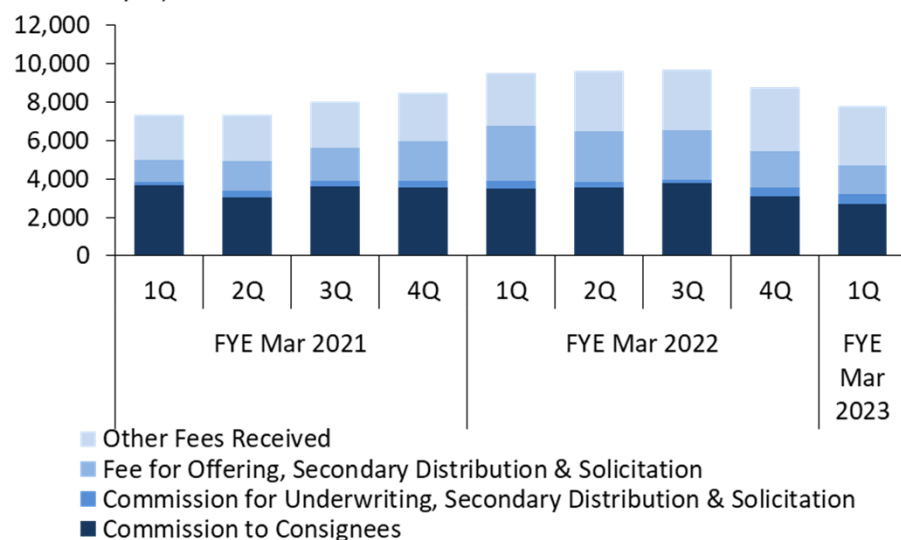
- Commission to Consignees: JPY2,689M, down 14% QoQ; Commission for Underwriting: JPY522M, up 24% QoQ; Fee for Offering, Secondary Distribution & Solicitation: JPY1,501M, down 21% QoQ ; Other Fees Received:JPY3,073M, down 7% QoQ

[Year on Year]

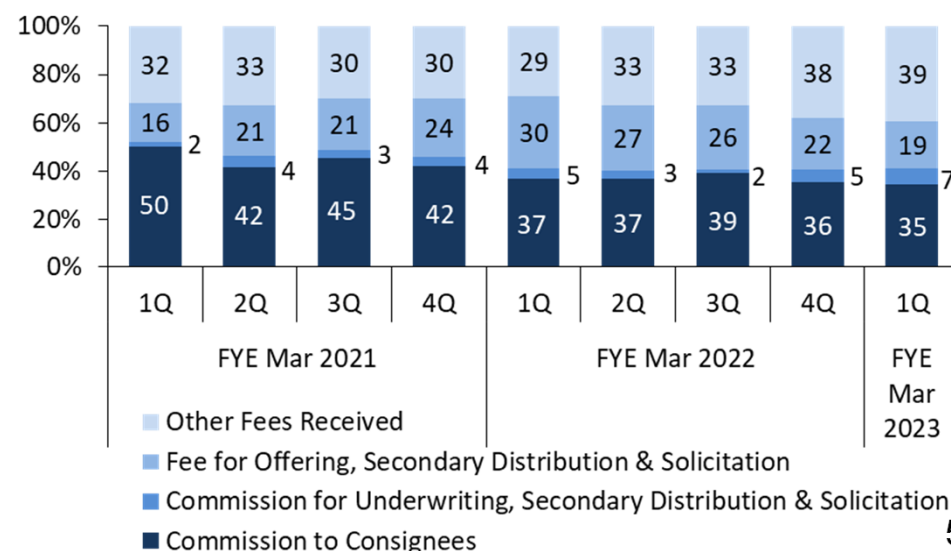
- Commission to Consignees: down 23% YoY; Commission for Underwriting: up 20% YoY; Fee for Offering, Secondary Distribution & Solicitation: down 47% YoY ; Other Fees Received:up 12% QoQ

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2022	FYE Mar 2022
										4Q=100	1Q=100
Commission to Consignees	3,679	3,044	3,640	3,571	3,485	3,549	3,782	3,111	2,689	86	77
Commission for Underwriting, Secondary Distribution & Solicitation	151	329	266	328	436	311	166	420	522	124	120
Fee for Offering, Secondary Distribution & Solicitation	1,182	1,534	1,698	2,046	2,844	2,626	2,563	1,905	1,501	79	53
Other Fees Received	2,331	2,418	2,407	2,542	2,738	3,155	3,163	3,314	3,073	93	112
Commission Received	7,344	7,327	8,012	8,489	9,504	9,642	9,675	8,752	7,786	89	82

(Millions of yen)



Breakdown



Net Trading Income (Consolidated)

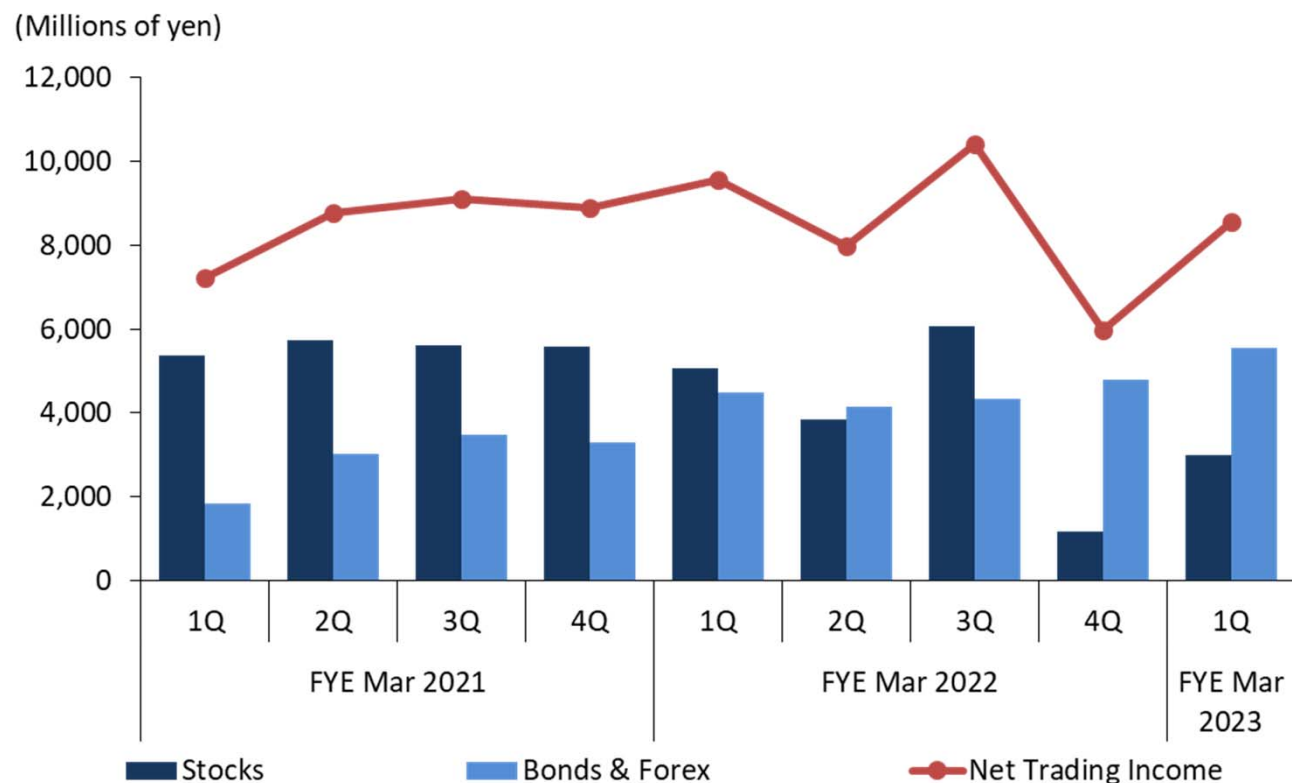
[Quarter on Quarter]

■ Net Trading Income for Stocks: JPY2,998M, up 154% QoQ; Net Trading Income for Bonds & Forex: JPY5,562M, up 15% QoQ

[Year on Year]

■ Net Trading Income for Stocks: down 41% YoY; Net Trading Income for Bonds & Forex: up 24% YoY

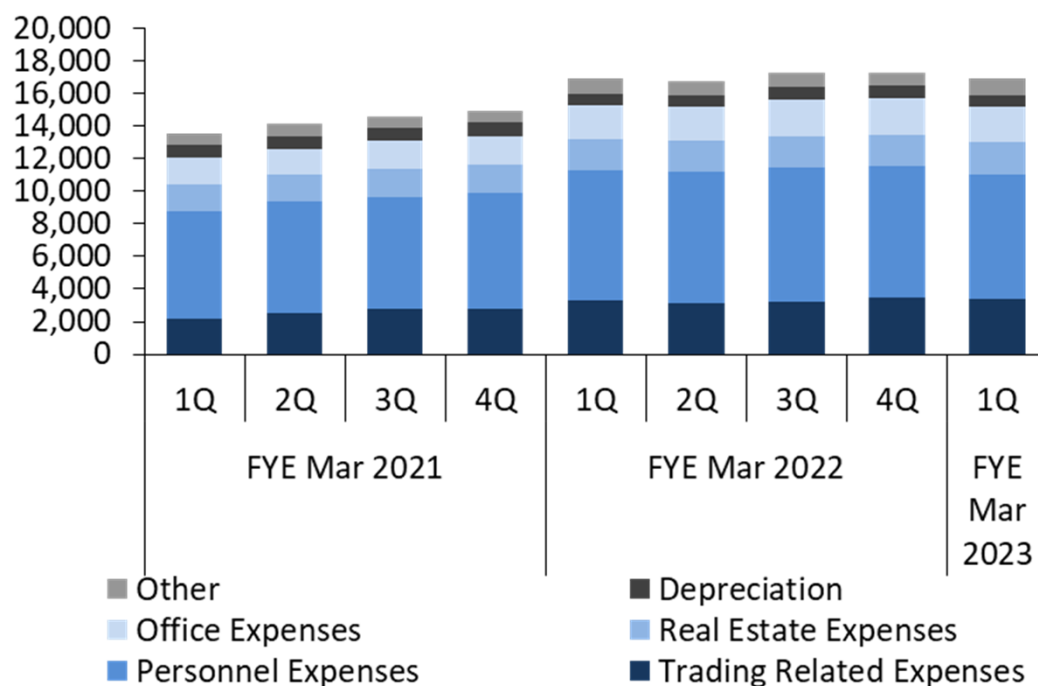
(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2022 4Q=100	FYE Mar 2022 1Q=100
Stocks	5,387	5,754	5,626	5,601	5,086	3,849	6,068	1,180	2,998	254	59
Bonds & Forex	1,847	3,023	3,478	3,289	4,500	4,145	4,350	4,816	5,562	115	124
Net Trading Income	7,234	8,778	9,104	8,891	9,587	7,995	10,419	5,997	8,561	143	89



Selling, General and Administrative Expenses (Consolidated)

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
	Trading Related Expenses	2,147	2,546	2,747	2,768	3,272	3,129	3,260	3,464	3,429	99
Personnel Expenses	6,590	6,810	6,925	7,175	8,013	8,071	8,173	8,061	7,590	94	95
Real Estate Expenses	1,700	1,676	1,709	1,708	1,959	1,916	1,940	1,916	2,033	106	104
Office Expenses	1,655	1,598	1,758	1,744	2,034	2,066	2,253	2,292	2,177	95	107
Depreciation	772	743	776	893	690	699	758	754	712	94	103
Other	697	801	725	683	995	923	909	810	968	0	0
Total SG&A Expenses	13,563	14,176	14,640	14,974	16,966	16,806	17,296	17,298	16,912	98	100

(Millions of yen)



[Quarter on Quarter]

- SG&A Expenses: JPY16,912M down 2% QoQ.
- Trading Related Expenses: JPY3,429M, down 1% QoQ
- Personnel Expenses: JPY7,590M, down 6% QoQ

[Year on Year]

- SG&A Expenses: virtually flat YoY
- Trading Related Expenses: up 5% YoY
- Personnel Expenses: down 5% 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

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Non-Operating Income	176	826	589	1,641	605	1,009	441	1,286	616	48	102
Share of Profit of Entities Accounted for Using Equity Method	7	338	492	753	341	615	340	-119	-	-	-
Other	169	488	97	887	263	393	100	1,405	616	44	233
Non-Operating Expenses	26	131	42	170	23	132	3	84	124	148	539
Share of Loss of Entities Accounted for Using Equity Method	-	-	-	-	-	-	-	-	83	-	-
Other	26	131	42	170	23	132	3	84	41	49	178

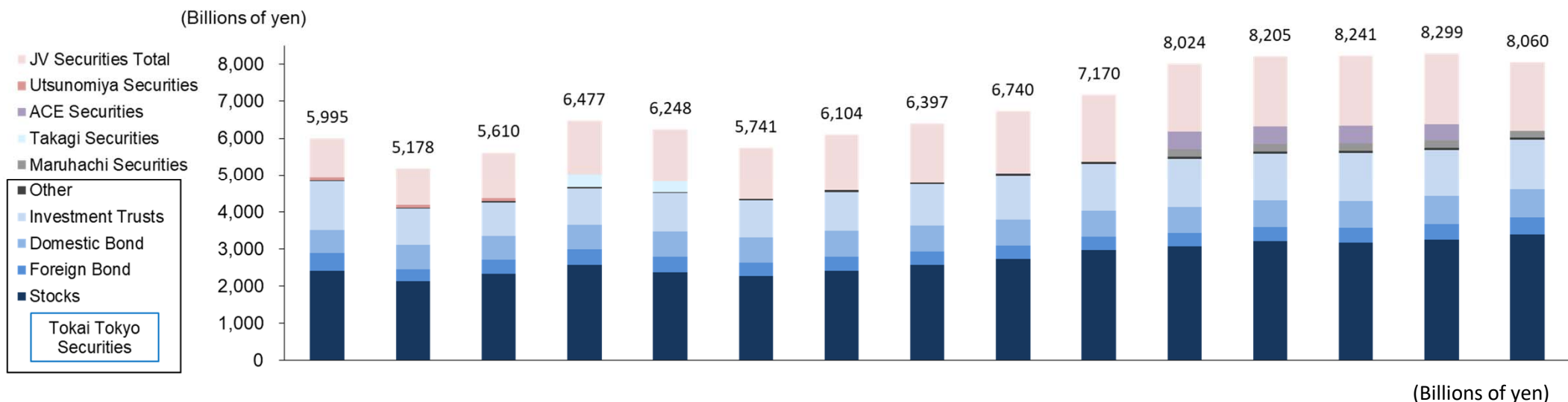
(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Extraordinary Income	124	-	103	89	8,409	86	-	89	54	61	1
Extraordinary Loss	213	9	48	-232	2,827	26	343	538	-	-	-

(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 JPY6,016B, up 9% YoY
- The total volume of the Assets under Custody for all the JVs combined was JPY1,857B, virtually flat YoY



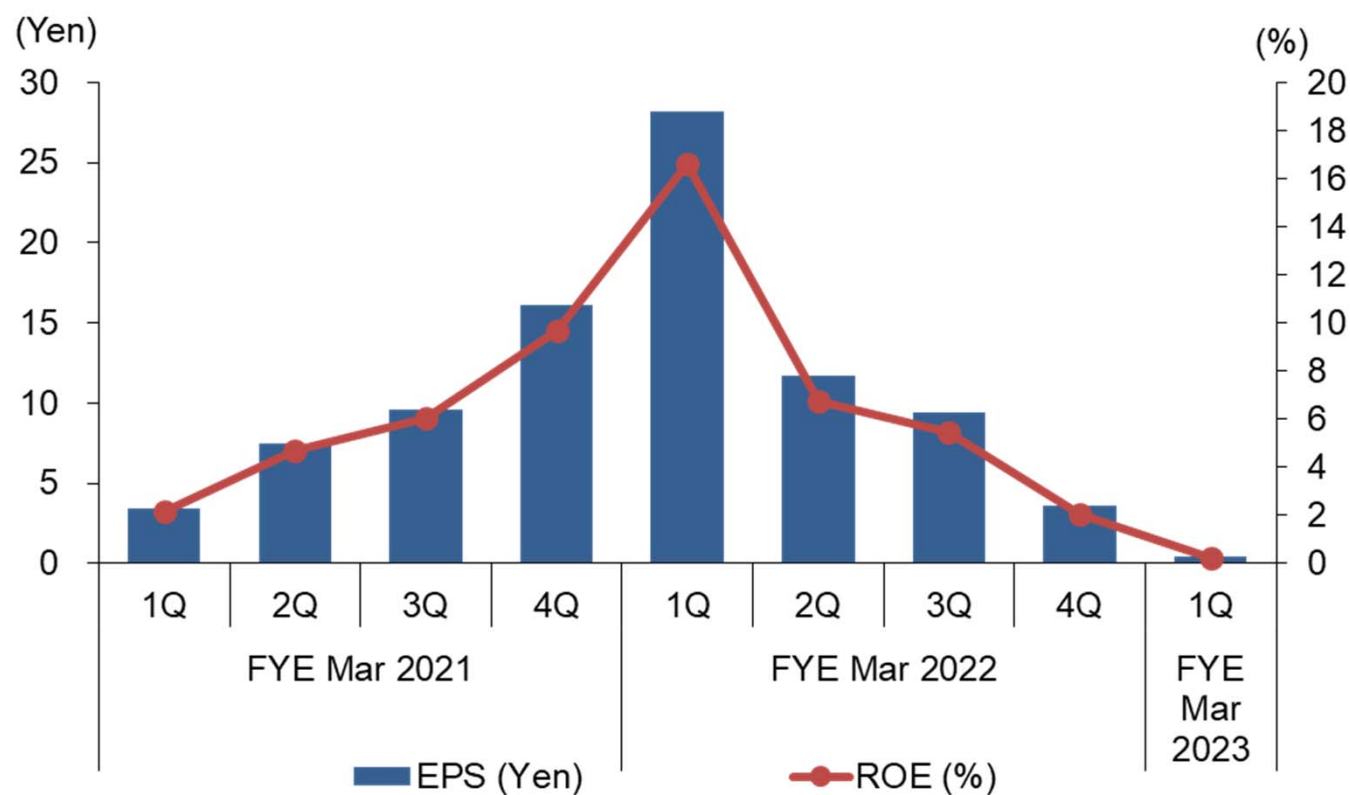
	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Jun-20	Sep-20	Dec-20	Mar-21	Jun-21	Sep-21	Dec-21	Mar-22	Jun-22
Stocks	2,411	2,129	2,328	2,570	2,370	2,259	2,413	2,562	2,729	2,957	3,059	3,203	3,164	3,238	3,384
Bonds	1,102	973	1,008	1,067	1,099	1,044	1,067	1,067	1,064	1,062	1,072	1,100	1,119	1,177	1,224
Foreign	480	324	378	409	418	360	365	368	361	359	368	381	397	427	453
Domestic	622	648	630	657	680	684	702	699	703	702	704	718	722	750	771
Investment Trusts	1,312	971	913	991	1,029	991	1,051	1,105	1,194	1,273	1,311	1,275	1,316	1,273	1,352
Other	17	19	25	30	27	44	49	46	53	58	56	62	65	58	55
Tokai Tokyo Securities	4,844	4,094	4,276	4,659	4,527	4,339	4,580	4,782	5,042	5,352	5,501	5,641	5,666	5,748	6,016
Takagi Securities	-	-	-	368	297	-	-	-	-	-	-	-	-	-	-
Utsunomiya Securities	103	85	89	-	-	-	-	-	-	-	-	-	-	-	-
ACE Securities	-	-	-	-	-	-	-	-	-	-	472	470	468	442	-
Maruhachi Securities	-	-	-	-	-	-	-	-	-	-	199	200	201	197	186
JV Securities Total	1,047	998	1,244	1,450	1,424	1,402	1,523	1,615	1,698	1,818	1,851	1,893	1,905	1,911	1,857
JV Percentage	17.5%	19.3%	22.2%	22.4%	22.8%	24.4%	25.0%	25.2%	25.2%	25.4%	25.2%	23.1%	23.1%	23.0%	23.0%

* 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 2021				FYE Mar 2022				FYE Mar 2023
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
EPS (Yen)	3.42	7.45	9.62	16.15	28.22	11.68	9.46	3.59	0.41
BPS (Yen)	630.51	637.19	639.73	666.65	680.69	692.23	690.95	694.86	682.82
ROE (%)	2.2	4.7	6.0	9.7	16.6	6.8	5.5	2.1	0.2
Dividend Per Share (Yen)	-	8.00	-	14.00	-	10.00	-	14.00	-

*ROE is annualized



Balance Sheet (Consolidated)

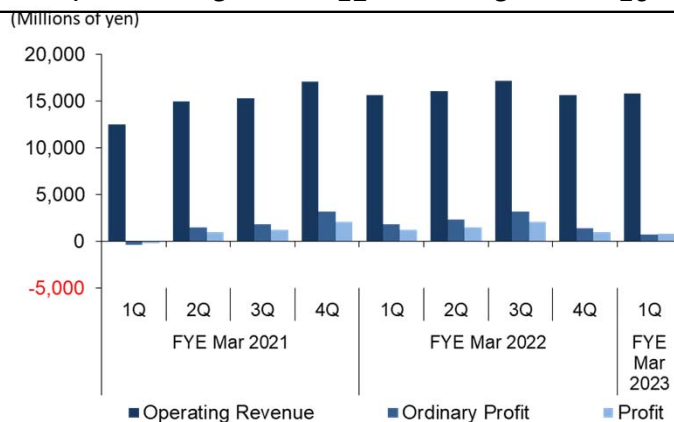
(Million yen)	As of Mar 31, 2022	As of Jun 30, 2022	Increase (Decrease)	(Million yen)	As of Mar 31, 2022	As of Jun 30, 2022	Increase (Decrease)
Current Assets	1,505,707	1,382,669	-123,038	Current Liabilities	1,254,845	1,139,651	-115,194
Cash & Deposits	100,360	105,178	4,818	Trading Products	444,613	457,275	12,662
Cash Segregated as Deposits	74,648	71,846	-2,802	Trade Date Accrual	78,170	2,788	-75,382
Trading Products	529,440	473,253	-56,187	Margin Transaction Liabilities	18,072	30,102	12,030
Margin Transaction Assets	135,347	82,357	-52,990	Loans Payable Secured by Securities	326,725	303,698	-23,027
Loans Secured by Securities	551,583	543,186	-8,397	Deposits Received	69,609	65,253	-4,356
Other	114,326	106,845	-114,326	Guarantee Deposits Received	22,627	14,582	-8,045
				Short-term Loans Payable	234,364	206,487	-27,877
				Short-term Bonds Payable	14,500	19,500	5,000
				Current Portion of Bonds	27,594	31,648	4,054
				Provision for Bonuses	2,387	769	-1,618
				Other	16,180	7,544	-16,180
Non-current Assets	75,523	75,602	79	Non-current Liabilities	140,114	134,744	-5,370
Property, Plant & Equipment	10,478	10,478	0	Bonds Payable	28,585	22,075	-6,510
Intangible Assets	7,585	7,784	199	Long-term Loans Payable	107,300	108,500	1,200
Investments & Other Assets	57,459	57,339	-120	Deferred Tax Liabilities	1,468	1,732	264
Investment Securities	44,206	44,546	340	Provision for Directors' Retirement Benefits	114	106	-8
Net Defined Benefit Asset	6,618	6,675	57	Net Defined Benefit Liability	256	190	-66
Other	6,634	6,117	-6,634	Other	2,389	2,139	-250
				Reserves under Special Laws	703	689	-14
				Total Liabilities	1,395,663	1,275,084	-120,579
				Shareholders' Equity	169,952	166,573	-3,379
				Accumulated other Comprehensive Income	2,778	3,162	384
				Share Acquisition Rights	497	512	15
				Non-controlling Interests	12,340	12,937	597
Total Assets	1,581,231	1,458,271	-122,960	Total Net Assets	185,568	183,186	-2,382
				Total Liabilities & Net Assets	1,581,231	1,458,271	-122,960

Overview of Tokai Tokyo Securities

(Note) Tokai Tokyo Securities has merged ACE Securities as of May 1, 2022

Financial Summary

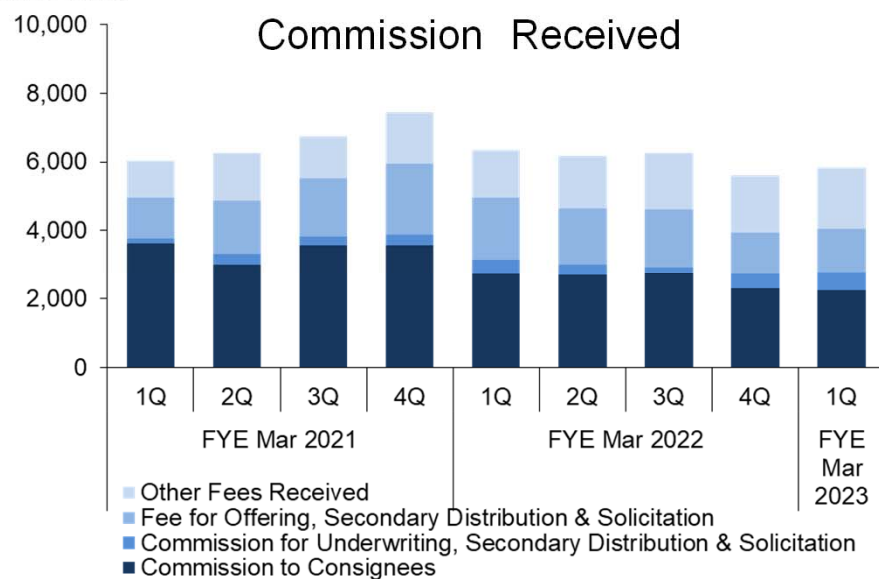
(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Operating Revenue	12,538	14,988	15,328	17,094	15,698	16,101	17,216	15,638	15,793	101	101
Net Operating Revenue	11,704	14,110	14,650	16,498	15,029	15,344	16,460	14,483	14,822	102	99
SG&A Expenses	12,151	12,712	12,854	13,394	13,177	12,980	13,300	13,078	14,064	108	107
<i>(Operating Revenue=100)</i>	97	85	84	78	84	81	77	84	89	-	-
Operating Profit	-446	1,397	1,796	3,103	1,851	2,364	3,160	1,404	758	54	41
Non-Operating Income	88	106	100	105	40	34	45	43	47	109	118
Non-Operating expenses	1	0	24	39	2	2	10	5	21	420	1,050
Ordinary Profit	-359	1,504	1,871	3,170	1,888	2,396	3,195	1,443	758	54	42
<i>(Operating Revenue=100)</i>	-	10	12	19	12	15	19	9	5	-	-
Extraordinary Income	123	-	-	87	0	-	-	-	288	-	-
Extraordinary Loss	0	-	4	16	-	-	-	19	-	-	-
Profit	-235	1,504	1,867	3,241	1,889	2,396	3,195	1,424	1,072	75	57
Before Income Taxes	-235	1,504	1,867	3,241	1,889	2,396	3,195	1,424	1,072	75	57
<i>(Operating Revenue=100)</i>	-	10	12	19	12	15	19	9	7	-	-
Income Taxes - Current & Deferred	-86	467	619	1,169	662	841	1,049	402	269	67	41
Profit	-149	1,037	1,248	2,071	1,226	1,554	2,146	1,021	803	79	65
<i>(Operating Revenue=100)</i>	-	7	8	12	8	10	12	7	5	-	-



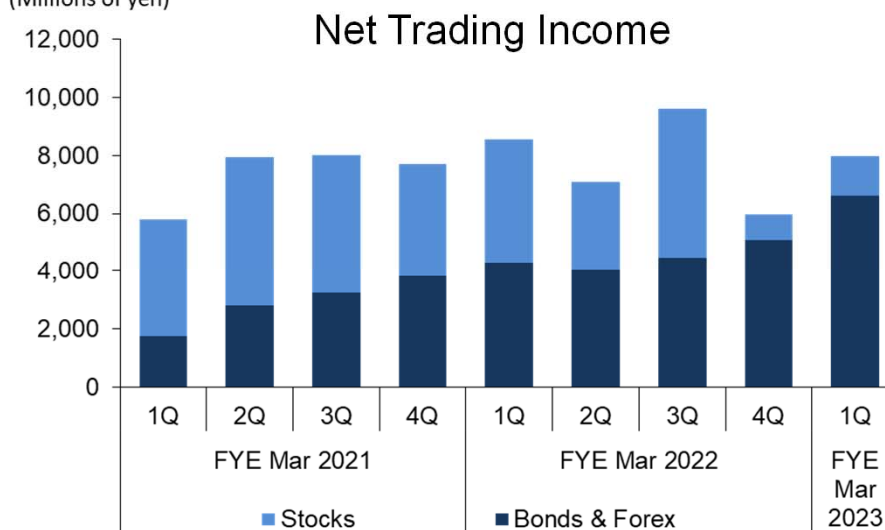
Operating Revenue

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2022 4Q=100	FYE Mar 2022 1Q=100
Commission Received	6,026	6,251	6,749	7,440	6,336	6,181	6,254	5,618	5,823	104	92
Commission to Consignees	3,630	3,010	3,564	3,573	2,729	2,709	2,760	2,307	2,254	98	83
Commission for Underwriting, Secondary Distribution & Solicitation	151	324	265	325	428	311	162	419	520	124	121
Fee for Offering, Secondary Distribution & Solicitation	1,181	1,534	1,697	2,042	1,803	1,629	1,705	1,222	1,290	106	72
Other Fees Received	1,062	1,381	1,222	1,499	1,374	1,531	1,625	1,669	1,757	105	128
Net Trading Income	5,807	7,936	8,006	7,698	8,571	7,087	9,610	5,962	7,972	134	93
Stocks	4,058	5,126	4,769	3,882	4,277	3,054	5,122	868	1,365	157	32
Bonds & Forex	1,749	2,809	3,236	3,816	4,294	4,033	4,487	5,094	6,606	130	154
Financial Revenue	704	800	573	1,955	790	2,833	1,351	4,057	1,997	49	253
Total Operating Revenue	12,538	14,988	15,328	17,094	15,698	16,101	17,216	15,638	15,793	101	101

(Millions of yen)



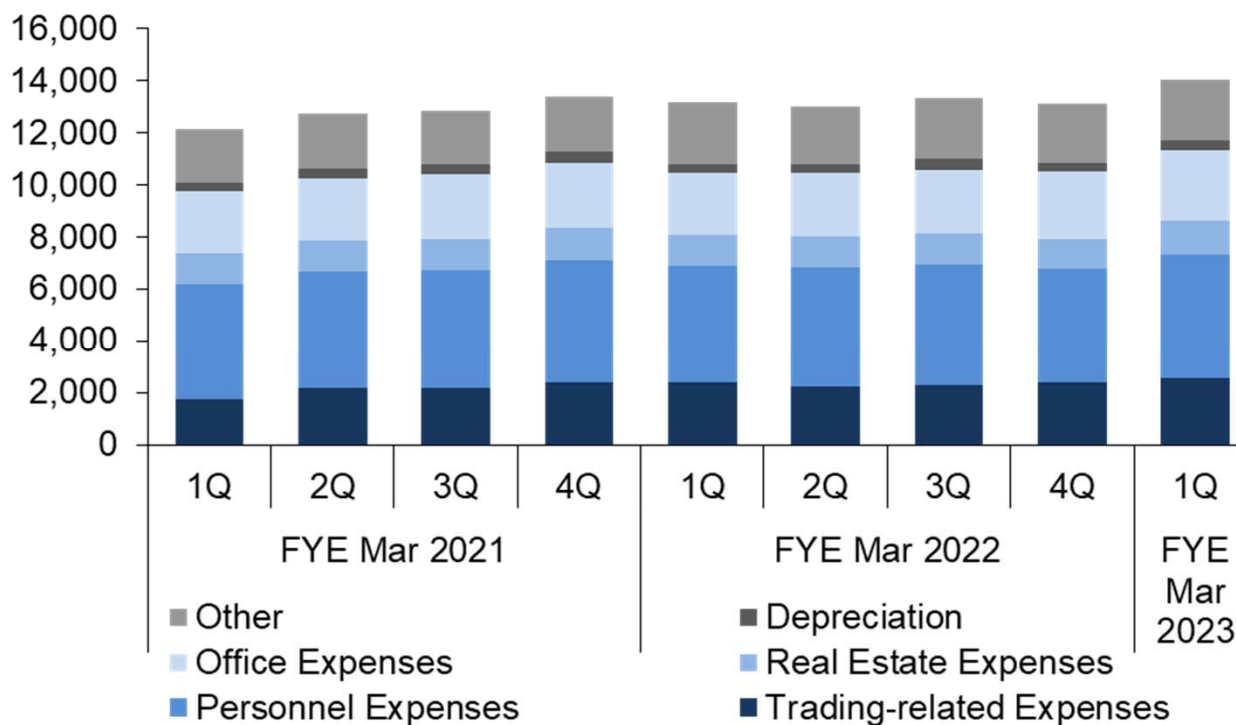
(Millions of yen)



Selling, General and Administrative Expenses

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Trading-related Expenses	1,740	2,147	2,179	2,404	2,371	2,234	2,264	2,378	2,558	108	108
Personnel Expenses	4,453	4,527	4,521	4,705	4,521	4,585	4,666	4,377	4,758	109	106
Real Estate Expenses	1,195	1,189	1,197	1,209	1,165	1,194	1,186	1,167	1,295	111	111
Office Expenses	2,359	2,386	2,511	2,512	2,402	2,408	2,454	2,554	2,703	106	113
Depreciation	330	341	366	400	327	336	400	366	370	101	113
Other	2,072	2,121	2,078	2,161	2,389	2,221	2,327	2,233	2,350	105	98
Total SG&A Expenses	12,151	12,712	12,854	13,394	13,177	12,980	13,300	13,078	14,064	108	107

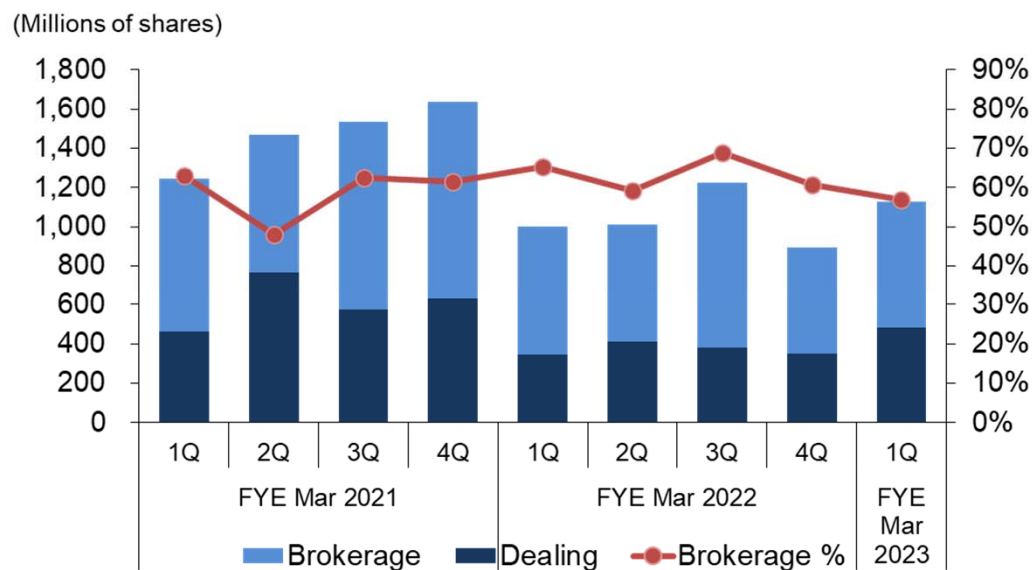
(Millions of yen)



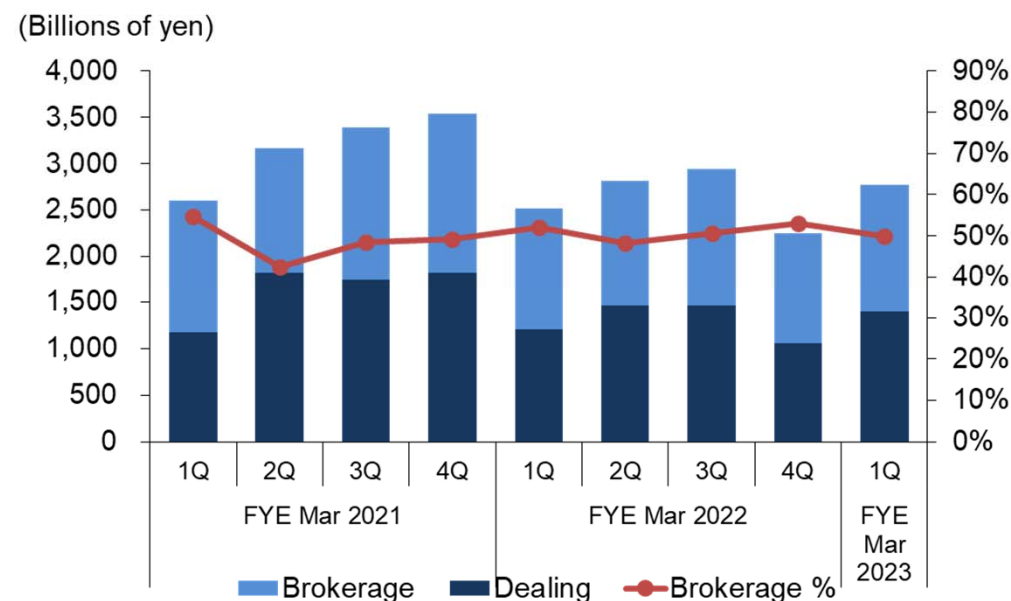
Stock Trading Volume and Amount

(Millions of shares, Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Number of Shares	1,244	1,471	1,535	1,637	1,002	1,010	1,227	893	1,131	127	113
Dealing	461	765	575	632	347	411	383	351	481	137	139
Brokerage	783	705	960	1,005	655	598	844	542	649	120	99
Brokerage %	63%	48%	63%	61%	65%	59%	69%	61%	57%	-	-
Amount	2,600,043	3,166,857	3,390,381	3,536,094	2,515,751	2,818,068	2,944,870	2,245,618	2,776,928	124	110
Dealing	1,174,876	1,821,611	1,748,909	1,827,371	1,204,590	1,459,611	1,456,809	1,052,458	1,393,284	132	116
Brokerage	1,425,167	1,345,245	1,641,472	1,708,722	1,311,160	1,358,456	1,488,061	1,193,159	1,383,644	116	106
Brokerage %	55%	42%	48%	49%	52%	48%	51%	53%	50%	-	-

Number of Shares



Amount



Foreign Stocks

[Quarter on Quarter]

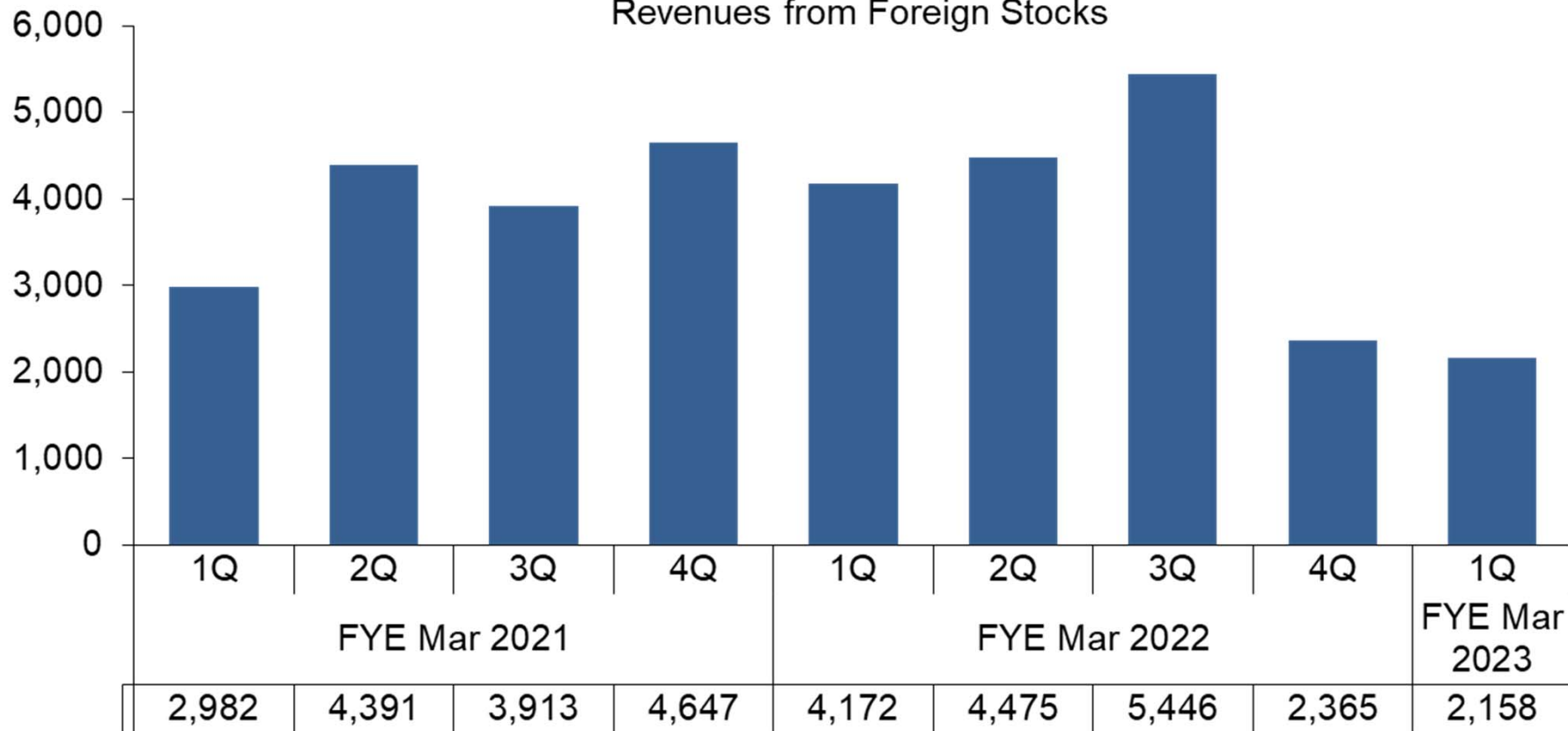
■ Revenue from Foreign Stocks: JPY2,158M, down 8% QoQ

[Year on Year]

■ Revenue from Foreign Stocks: down 48% YoY

(Millions of yen)

Revenues from Foreign Stocks



QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
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Sales of Foreign Bonds and Structured Bonds

[Quarter on Quarter]

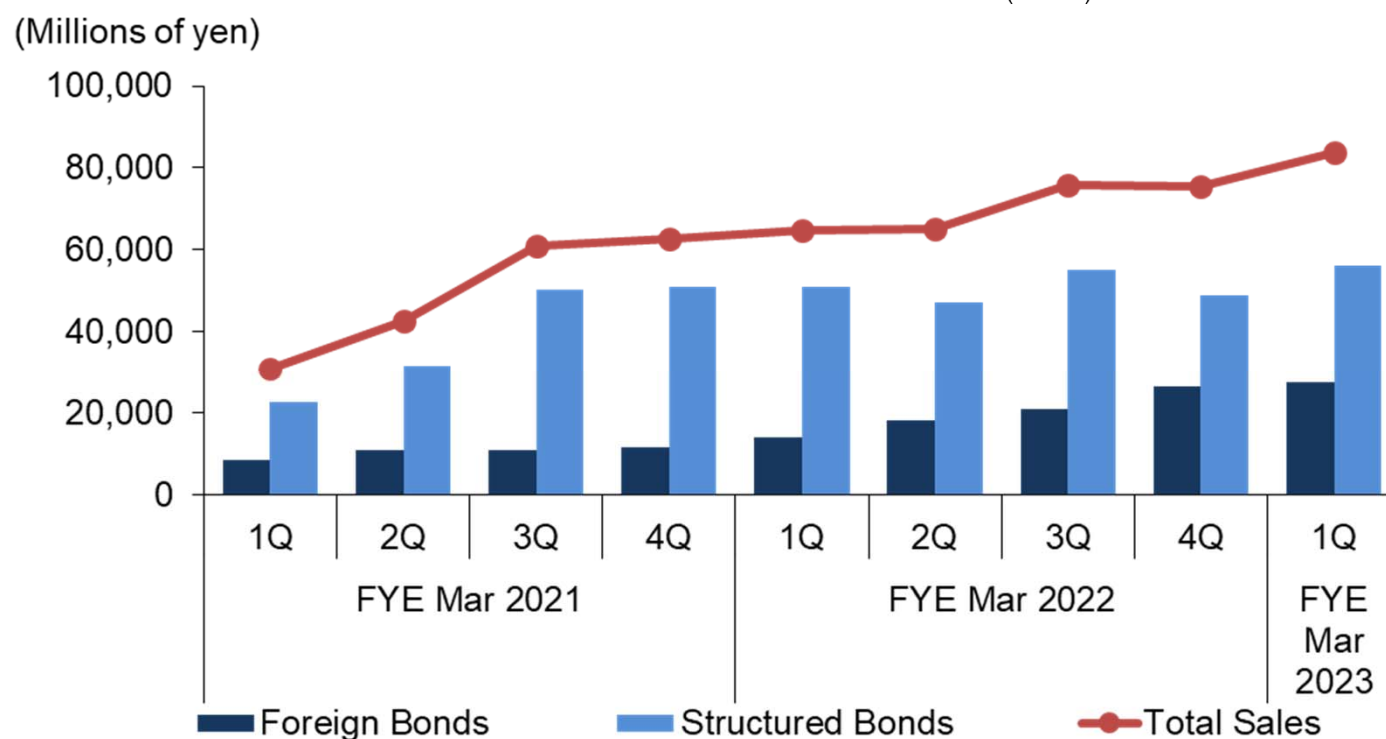
■ Sales of Foreign Bonds & Structured Bonds: JPY83,773M, up 11% QoQ

[Year on Year]

■ Sales of Foreign Bonds & Structured Bonds: up 29% YoY

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Foreign Bonds	8,442	10,839	10,974	11,591	13,826	18,008	20,866	26,503	27,512	104	199
Euro-Yen denominated bonds	5,217	3,300	2,639	5,383	3,985	4,311	9,979	9,740	3,809	39	96
Structured Bonds	22,447	31,763	50,102	51,082	51,029	47,118	54,965	48,835	56,261	115	110
Total Sales	30,888	42,602	61,076	62,673	64,856	65,126	75,831	75,338	83,773	111	129

(Note) Sales volume of Tokai Tokyo Securities



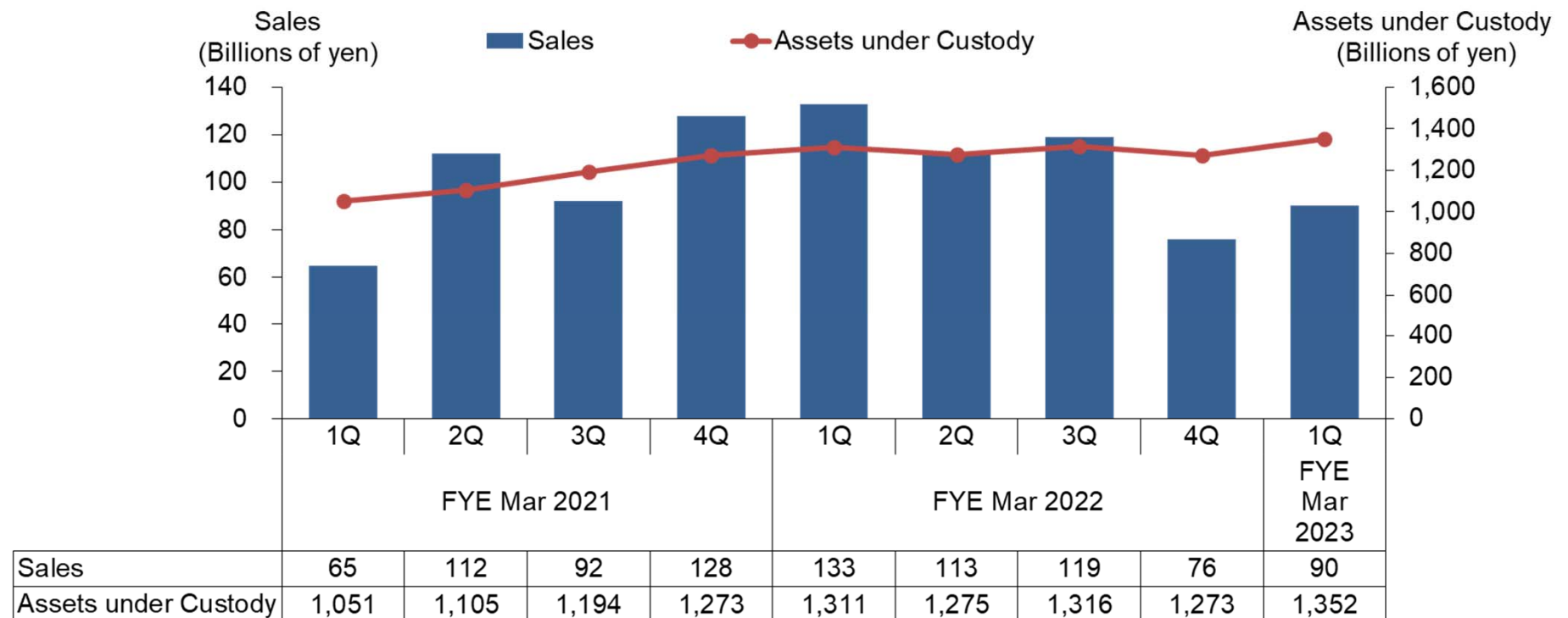
Investment Trust (Sales and Assets under Custody)

[Quarter on Quarter]

- Sales of investment trusts: JPY90B, up 18% QoQ
- Assets under Custody: JPY1,352B, up 6% QoQ

[Year on Year]

- Sale of Investment Trusts: down 32% YoY; Assets under Custody: up 3% YoY



(Billions of yen)

	FYE Mar 2022 Apr-Jun	FYE Mar 2023 Apr-Jun	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
Sales	133	90	118	68
Assets under Custody	-	-	106	103

Sales	133	90	118	68
Assets under Custody	-	-	106	103

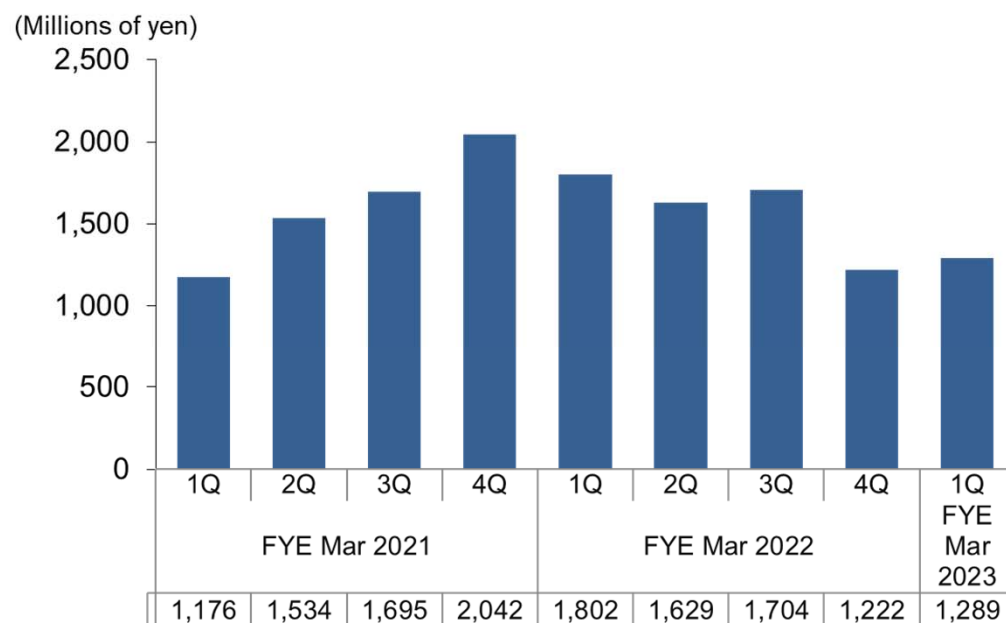
Sales Commissions

[Quarter on Quarter]

■ Sales Commissions: JPY1,289M, up 5% QoQ

[Year on Year]

■ Sales Commissions: down 28% YoY



(Millions of yen)

	FYE Mar 2022 Apr–Jun	FYE Mar 2023 Apr–Jun	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
Sales Commissions	1,802	1,289	105	72

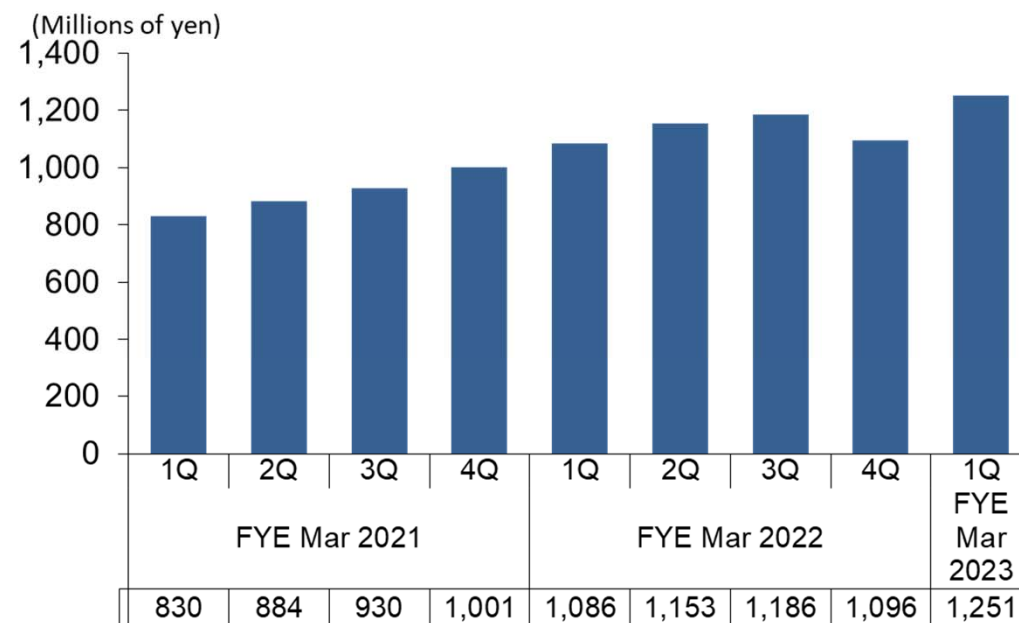
Agency Commissions

[Quarter on Quarter]

■ Agency Commissions: JPY1,251M, up 14% QoQ

[Year on Year]

■ Agency Commissions: up 15% YoY

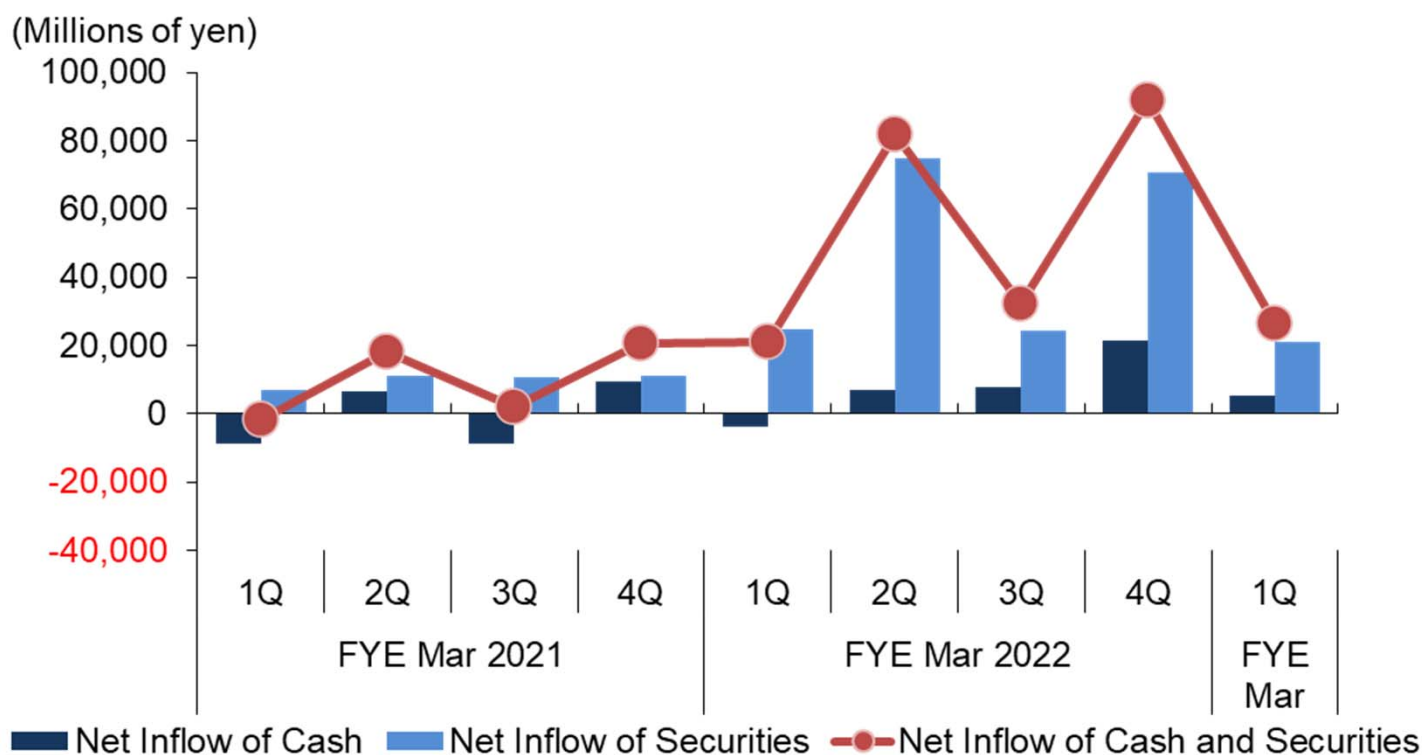


(Millions of yen)

	FYE Mar 2022 Apr–Jun	FYE Mar 2023 Apr–Jun	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
Agency Commissions	1,086	1,251	114	115

Net Inflow of Cash and Securities (Individuals)

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Inflow of Cash	40,996	55,341	63,044	74,200	76,221	71,572	66,796	70,271	65,770
Outflow of Cash	-49,840	-48,630	-71,749	-64,714	-79,919	-64,759	-58,967	-48,960	-60,392
Net Inflow of Cash	-8,844	6,712	-8,705	9,485	-3,698	6,813	7,829	21,311	5,378
Inflow of Securities	13,225	16,889	25,455	27,480	31,923	84,381	36,426	79,259	30,174
Outflow of Securities	-6,196	-5,629	-14,963	-16,329	-7,242	-9,402	-12,171	-8,722	-9,293
Net Inflow of Securities	7,029	11,260	10,492	11,151	24,681	74,979	24,255	70,537	20,881
Net Inflow of Cash and Securities	-1,815	17,972	1,787	20,636	20,983	81,792	32,084	91,848	26,259

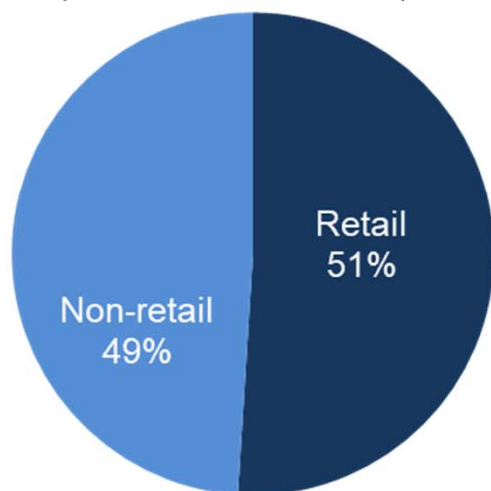


Overview by Business Segment

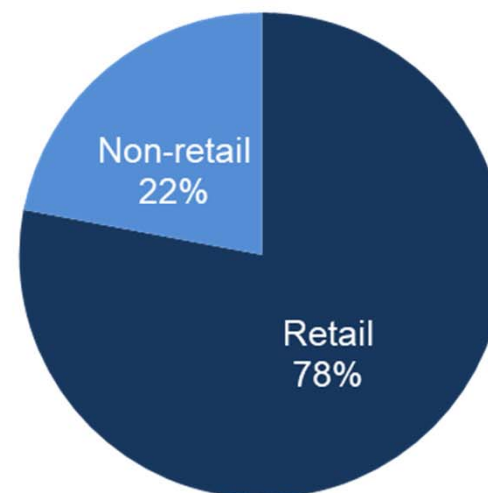
Total Revenue

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2 Q	3Q	4Q	1Q		
Retail	7,531	8,288	9,081	10,108	9,146	9,324	10,179	7,626	7,931	104	87
%	58	55	59	59	57	57	58	47	51	-	-
Non-retail	5,450	6,796	6,320	7,148	6,813	7,110	7,226	8,544	7,705	90	113
%	42	45	41	41	43	43	42	53	49	-	-
Total	12,981	15,084	15,401	17,256	15,960	16,435	17,405	16,171	15,637	97	98

Revenues
(1Q FYE Mar 2023)



Employee Allocation
(end of June 2022)



* 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: JPY7,931M, up 4% QoQ
- Revenue from Non-retail Business Segment: JPY7,705M, down 10% QoQ (please refer to the previous page)

[Year on Year]

- Revenue from Retail Business Segment: down 13% YoY
- Revenue from Non-retail Business Segment: up 13% YoY (please refer to the previous page)
 - Revenue from Market & Products Segment: up 2% YoY

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2 Q	3Q	4Q	1Q		
Retail	7,531	8,288	9,081	10,108	9,146	9,324	10,179	7,626	7,931	104	87
Corporate Sales	648	714	751	835	845	865	943	998	1,338	134	158
Institutional Sales	258	248	299	282	260	226	259	281	302	107	116
Market & Products	3,425	4,791	4,732	5,052	4,666	5,017	5,316	5,722	4,766	83	102
Corporate Finance	375	435	353	552	626	453	262	374	634	170	101
Other	741	607	183	424	414	547	444	1,167	664	57	160
Total	12,981	15,084	15,401	17,256	15,960	16,435	17,405	16,171	15,637	97	98

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

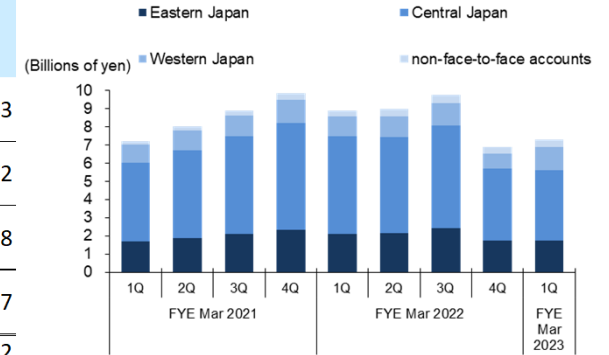
- Retail: Accounted for by Retail Business Company, Wealth Management Company, Multi-Channel Company, and IFA Company
- Corporate Sales: Accounted for by Corporate Sales Division
- Institutional Sales: Accounted for by Institutional Sales Department of Market Division
- Market & Products: Accounted for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

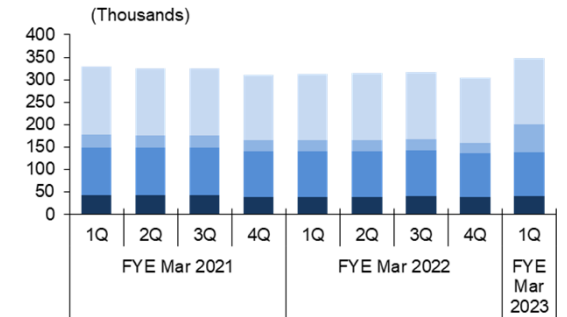
*Tokai Tokyo Securities has merged ACE Securities as of May 1, 2022

	(Millions of yen) FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Eastern Japan	1,682	1,864	2,086	2,323	2,105	2,163	2,410	1,756	1,747	100	83
	%	23.3%	23.2%	23.4%	23.6%	23.6%	24.1%	24.7%	25.4%	23.9%	
Central Japan	4,349	4,830	5,406	5,907	5,399	5,297	5,655	3,951	3,863	98	72
	%	60.1%	60.1%	60.7%	60.1%	60.5%	59.0%	57.9%	57.2%	52.8%	
Western Japan	987	1,095	1,131	1,270	1,093	1,118	1,246	830	1,294	156	118
	%	13.7%	13.6%	12.7%	12.9%	12.3%	12.4%	12.8%	12.0%	17.7%	
non-face-to-face accounts	213	252	289	334	321	406	459	366	409	112	127
	%	2.9%	3.1%	3.2%	3.4%	3.6%	4.5%	4.7%	5.3%	5.6%	
Total	7,231	8,041	8,912	9,834	8,917	8,984	9,770	6,903	7,313	106	82



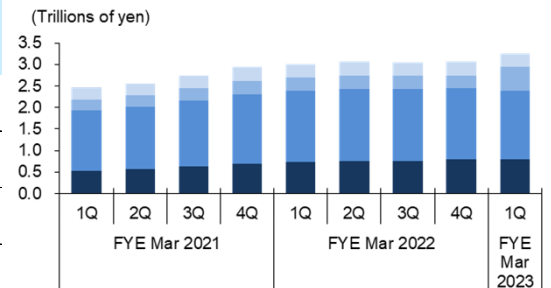
Number of Accounts by Region

	(Accounts) FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Eastern Japan	42,036	42,118	42,378	38,988	38,939	39,264	39,597	37,677	41,012	109	105
	%	12.8%	12.9%	13.0%	12.5%	12.4%	12.5%	12.5%	12.4%	11.8%	
Central Japan	107,096	105,704	105,884	101,032	101,025	101,628	102,364	97,505	97,971	100	97
	%	32.6%	32.5%	32.5%	32.5%	32.2%	32.2%	32.3%	32.1%	28.2%	
Western Japan	28,040	28,121	28,167	25,171	24,591	24,714	24,880	23,409	61,951	265	252
	%	8.5%	8.6%	8.6%	8.1%	7.8%	7.8%	7.8%	7.7%	17.8%	
non-face-to-face accounts	151,151	149,396	149,699	145,949	148,732	149,620	150,210	144,969	146,995	101	99
	%	46.0%	45.9%	45.9%	46.9%	47.5%	47.4%	47.8%	42.2%		
Total	328,323	325,339	326,128	311,140	313,287	315,226	317,051	303,560	347,929	115	111



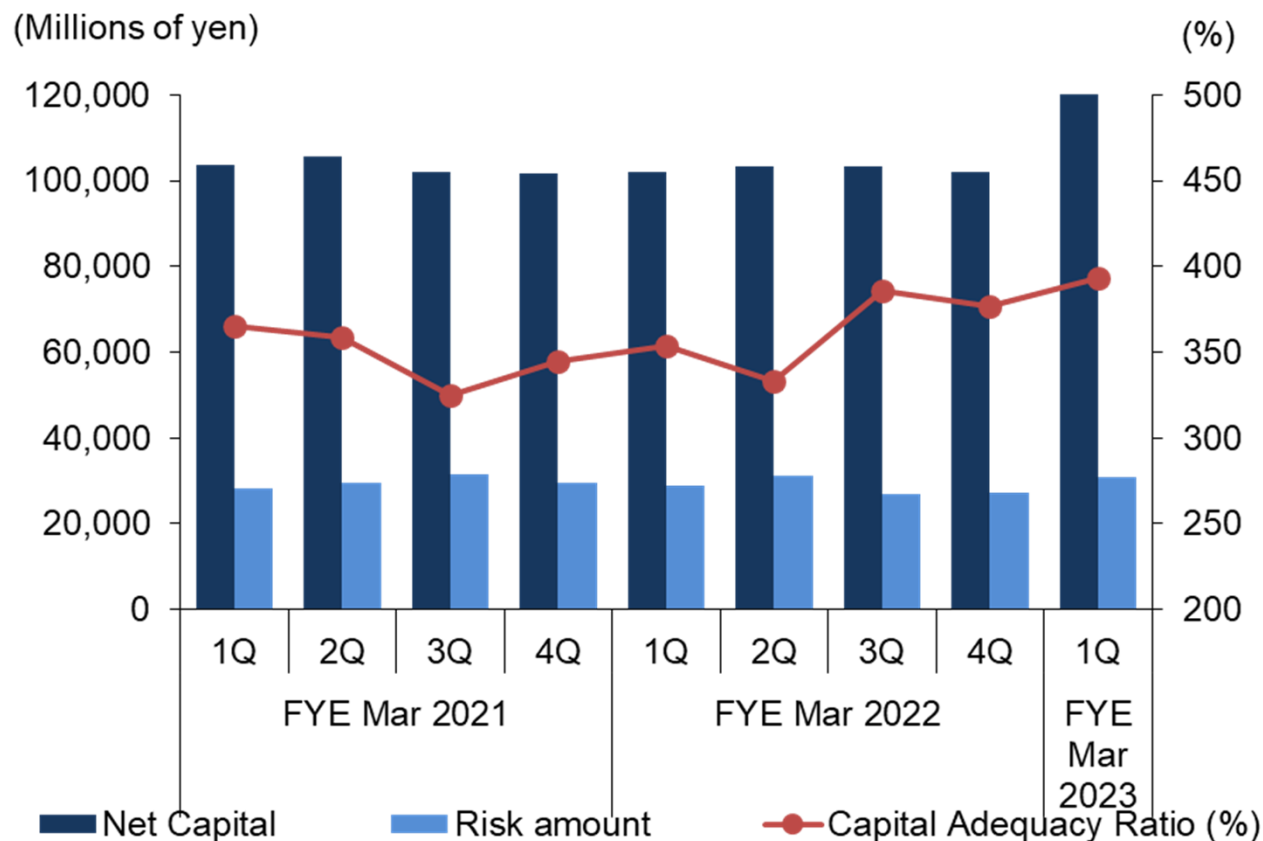
Assets under Custody by Region

	(Billions of yen) FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Eastern Japan	533	568	629	688	728	749	757	791	786	99	108
	%	21.6%	22.2%	22.9%	23.5%	24.2%	24.4%	24.8%	25.7%	24.1%	
Central Japan	1,391	1,440	1,533	1,627	1,663	1,689	1,675	1,658	1,594	96	96
	%	56.3%	56.2%	55.9%	55.4%	55.2%	55.1%	54.8%	53.9%	48.9%	
Western Japan	261	266	279	296	299	301	300	297	556	187	186
	%	10.6%	10.4%	10.2%	10.1%	9.9%	9.8%	9.8%	9.7%	17.1%	
non-face-to-face accounts	282	288	300	324	324	328	325	328	323	99	100
	%	11.5%	11.2%	11.0%	11.1%	10.8%	10.7%	10.6%	10.7%	9.9%	
Total	2,469	2,563	2,743	2,937	3,016	3,069	3,057	3,075	3,262	106	108



Capital Adequacy Ratio

(Millions of yen)	FYE Mar 2021				FYE Mar 2022				FYE Mar 2023	QoQ FYE Mar 2022 4Q=100	YoY FYE Mar 2022 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Capital Adequacy Ratio (%)	365.4	358.7	324.8	344.3	353.3	333.1	385.6	376.5	393.1	104	111
Net Capital	103,734	105,500	101,954	101,603	102,033	103,367	103,353	102,006	121,919	120	119
Risk amount	28,381	29,408	31,382	29,509	28,877	31,027	26,803	27,092	31,008	114	107
Market Risk Amount	13,201	13,942	14,340	12,270	12,884	14,213	10,691	10,343	11,480	111	89
Customer Risk Amount	1,936	2,349	3,928	4,366	2,950	3,652	2,864	3,327	4,413	133	150
Basic Risk Amount	13,243	13,115	13,113	12,872	13,042	13,161	13,246	13,422	15,114	113	116



Consolidated Statements of Income

(Millions of yen)

	FYE March 2022				FYE Mar 2022	FYE March 2023
	1Q	2Q	3Q	4Q	Apr-Mar	April
Total Revenues	1,992	1,987	2,013	1,609	7,604	456
Fees and Commissions	1,709	1,666	1,662	1,344	6,382	361
Brokerage Commissions	480	501	560	412	1,955	104
Underwriting and Sales	7	-	-	0	7	0
Subscription and Distribution	916	844	770	636	3,169	151
Other Fees Received	304	319	331	294	1,250	106
Trading Profit and Loss	226	259	305	210	1,000	62
Stocks	162	197	244	147	751	42
Bonds & Currencies	63	61	60	63	249	19
Financial Revenue	57	62	45	54	220	32
Financial Expenses	3	3	1	8	17	2
SG&A Expenses	1,696	1,605	1,712	1,578	6,593	493
Trading-related Expenses	368	348	394	325	1,436	109
Personnel Expenses	817	809	863	791	3,282	221
Occupancy and Rental	161	141	139	134	576	47
Office Expenses	267	254	261	272	1,055	95
Depreciation Expenses	9	9	9	16	44	6
Taxes and dues	49	33	32	23	138	7
Others	22	9	10	15	58	6
Operating Profit	292	378	299	22	993	-39
Non-operating Income	114	26	7	24	172	9
Non-operating Expenses	1	0	1	1	5	6
Ordinary Profit	404	404	305	46	1,161	-36
Extraordinary Income	78	62	0	58	199	87
Extraordinary Loss	-	-	-	944	944	14
Income Before Tax	483	466	305	-839	416	36
Income Tax - Current & Deferred	555	75	103	-367	366	1
Profit	-72	390	202	-472	49	34

Stock Trading Amount

(Millions of yen)

	FYE March 2022				FYE March 2023
	1Q	2Q	3Q	4Q	April
Amount	84,806	89,226	108,299	77,746	17,670
Dealing	21,002	25,802	32,870	17,029	5,238
Brokerage	63,804	63,424	75,429	60,717	12,432
Brokerage %	75%	71%	70%	78%	70%

Asset under Custody and Number of Accounts

(Billions of yen, Accounts)

	FYE March 2022				FYE March 2023
	1Q	2Q	3Q	4Q	April
Asset under Custody	472.7	470.1	468.7	442.1	420.3
Number of Accounts	72,949	73,964	74,857	75,417	75,405

Number of Operating Outlets

(Number of Operating Outlets)

June 2021	September 2021	December 2021	March 2022	April 2022
10	10	10	10	10

■ Consolidated Statements of Income
(Quick Estimation)

(Millions of yen)

	FYE March 2022				FYE March 2023
	1Q	2Q	3Q	4Q	1Q
Total Revenues	618	728	806	711	658
Operating Profit	8	132	200	61	43
Ordinary Profit	29	158	200	63	49
Profit	23	107	136	22	31

■ Asset under Custody and
Number of Accounts

(Billions of yen, Accounts)

	FYE March 2022				FYE March 2023
	1Q	2Q	3Q	4Q	1Q
Asset under Custody	199.8	200.0	201.2	197.8	186.9
Number of Accounts	24,056	23,884	23,813	23,704	23,555

■ Number of Operating Outlets

(Number of Operating Outlets)

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

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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.