

Released on April 28, 2023

(English translation for reference purposes only)

## Business Result for Fiscal Year to March 31, 2023

(Consolidated under Japanese GAAP)

Name of Company: **Ichiyoshi Securities Co., Ltd.**

Listed on: Tokyo Stock Exchange (Prime Section) (Stock code: 8624)

Corporate representative: Mr. Hirofumi Tamada, President & Representative Executive Officer

Inquiry to: Mr. Shoichi Yamazaki, Senior Managing Executive Officer & Chief Supervisor for  
Finance and Management Tel: (03) 4346-4512 (URL <http://www.ichiyoshi.co.jp>)

Date of annual shareholders' meeting: June 24, 2023 (scheduled)

Payment of final dividends starts: on May 31, 2023 (scheduled)

Date of filing Annual Securities Report: June 27, 2023 (scheduled)

Supplementary documents on business result: Provided.

Business result-reporting meeting: Planned for institutional investors and analysts.

(Figures less than one million yen are discarded)

### 1. Consolidated Business Result for Fiscal Year Ended March 31, 2023

#### (1) Highlights of consolidated business result (in millions of yen except for per-share figures) (% indicates year-on-year change)

	Operating revenue (%)	Net operating revenue (%)	Operating profit (%)	Ordinary profit (%)	Profit attributable to owners of parent (%)
Fiscal year ended March 31, 2023	16,666 (-14.9)	16,625 (-15.0)	1,166 (-64.9)	1,216 (-64.7)	758 (-70.0)
Fiscal year ended March 31, 2022	19,591 (+7.2)	19,553 (+7.4)	3,321 (+162.7)	3,443 (+164.7)	2,526 (+152.2)

Note: Comprehensive income: For fiscal year ended March 31, 2023: 557 million yen (-76.6%)

For fiscal year ended March 31, 2022: 2,384 million yen (+69.7%)

	Earnings per share	Diluted earnings per share	Return on equity	Operating profit as % of operating revenue
Fiscal year ended March 31, 2023	21.93 yen	21.88 yen	2.6 %	7.0 %
Fiscal year ended March 31, 2022	69.97 yen	69.72 yen	8.6 %	17.0 %

Note: Share of profit(loss) of entities accounted for using equity method: For fiscal year ended March 31, 2023: --

For fiscal year ended March 31, 2022: --

#### (2) Consolidated financial condition (in millions of yen)

	Total assets	Net assets	Equity ratio	Net assets per share
As of March 31, 2023	42,670	27,826	65.2 %	823.78 yen
As of March 31, 2022	47,935	30,064	62.7 %	832.12 yen

Note: Shareholders' equity: As of March 31, 2023: 27,813 million yen

As of March 31, 2022: 30,042 million yen

### (3) Consolidated cash flow (in millions of yen)

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
Fiscal year ended March 31, 2023	1,608	-320	-2,818	15,363
Fiscal year ended March 31, 2022	2,092	-169	-1,375	16,892

## 2. Dividends

	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
Fiscal year ended March 31, 2022	--	19.00 yen	--	19.00 yen	38.00 yen
Fiscal year ended March 31, 2023	--	17.00 yen	--	17.00 yen	34.00 yen

	Aggregate amount of dividends paid (in millions of yen)	Payout ratio on a consolidated basis	Rate of dividends as % of net assets on a consolidated basis
Fiscal year ended March 31, 2022	1,371 million yen	54.3 %	4.6 %
Fiscal year ended March 31, 2023	1,156 million yen	155.0 %	4.1 %

Notes: (i) Ichiyoshi Securities Co., Ltd. (the “**Company**” or “**Ichiyoshi**” as the case may be) does not provide earnings forecast nor dividend forecast.

## 3. Forecast of Business Result for Fiscal 2023 (from April 1, 2023 to March 31, 2024)

Since the forecast of earnings in financial-instruments trading, the main-line business of the Company and its group companies, is hard to make due to volatile factors in the market, the Company does not provide such forecast prior to the end of quarterly and annual business term. Instead, the Company intends to release preliminary earnings figures after the end of each quarterly and annual business term as and when such figures become available.

### Points to note:

- (1) Changes in material subsidiaries (including changes in special subsidiaries resulting from change in scope of consolidation): None.
- (2) Changes in accounting policies and estimates and restatement of financial statement:
  - (i) Changes in accounting policies occasioned by revisions to accounting standards: Yes.
  - (ii) Changes in accounting policies other than those in (i): None.
  - (iii) Changes in accounting estimates: None.
  - (iv) Restatement of financial statement: None.

- (3) Number of shares issued (common stock):
- (i) Number of shares issued as of March 31, 2023: 40,431,386 shares (including treasury shares)  
Number of shares issued as of March 31, 2022: 42,431,386 shares (including treasury shares)
- (ii) Number of treasury shares as of March 31, 2023: 6,668,047 shares  
Number of treasury shares as of March 31, 2022: 6,327,697 shares
- (iii) Average number of shares outstanding during the Fiscal year ended March 31, 2023: 34,570,722 shares  
Average number of shares outstanding during the Fiscal year ended March 31, 2022: 36,103,743 shares

[Referential information]

1. Outline of Non-consolidated Business Result (parent company basis)

(1) Business result for fiscal year ended March 31, 2023 (in millions of yen except for per-share figures)

(% indicates year-on-year change)

	Operating revenue (%)	Net operating revenue (%)	Operating profit (%)	Ordinary profit (%)	Profit (%)
Fiscal year ended March 31, 2023	14,295 (-17.4)	14,254 (-17.4)	-323 -	786 (-76.6)	793 (-72.5)
Fiscal year ended March 31, 2022	17,302 (+5.3)	17,264 (+5.5)	1,876 (+685.8)	3,362 (+225.3)	2,889 (+178.9)

	Earnings per share	Diluted earnings per share	Return on equity
Fiscal year ended March 31, 2023	22.95 yen	22.90 yen	2.9 %
Fiscal year ended March 31, 2022	80.03 yen	79.74 yen	10.6 %

(2) Financial condition (in millions of yen except for per-share figures)

	Total assets	Net assets	Equity ratio	Net assets per share	Capital adequacy ratio
As of March 31, 2023	40,137	26,063	64.9 %	771.56 yen	505.8 %
As of March 31, 2022	45,205	28,060	62.0 %	776.61 yen	505.8 % --

Note: Shareholders' equity As of March 31, 2023: 26,050 million yen

As of March 31, 2022: 28,038 million yen

2. Forecast of Business Result for Fiscal 2023 (from April 1, 2023 to March 31, 2024)

Since the forecast of earnings in financial-instruments trading is hard to make due to changes in securities market conditions, the Company does not provide such forecast prior to the end of each quarterly and annual business term.

**Additional points to note:**

1. The financial figures contained herein are released without being audited by certified public accountants or an auditing firm.
2. Explanation for proper use of earnings forecast and other special points to note:  
For the same reason that the Company does not provide an earnings forecast prior to the end of each quarter as stated in **3. Forecast of Business Result for Fiscal 2023 (from April 1, 2023 to March 31, 2024)** on page 2, the Company does not provide a dividend forecast.
3. The Company plans to hold a business result-reporting meeting for institutional investors and analysts on May 30, 2023, Tuesday, (at 3:30 pm). Supplementary documents for business result to be distributed at the meeting will be forthwith disclosed and posted on the Company's website.

## I. Outline of Business Result, Etc.

### **(1) Outline of Business Result for the Fiscal Year Ended March 31, 2023**

During the fiscal year ended March 31, 2023, the Japanese economy showed signs of moderate pickup due to various governmental measures. While price rises affected household finances and business activities, consumer spending recorded a solid movement with business sentiment among service industries in particular improving in parallel with the reopening of economic activities. In the meantime, the global economy underwent monetary-tightening movements across the world amid the highest inflationary pressures in 40 years.

The Japanese stock market went through correctional periods due to monetary tightening measures taken by major central banks of the world to cope with record-high inflations. As an excessive sense of caution about interest-raising attitude of the Federal Reserve Board of the U.S. eased toward mid-August, the Nikkei Stock Average of the Tokyo Stock Exchange (the "TSE") rebounded and recorded a year-high of 29,222yen on August 17. But the rebounding was short-lived as, soon thereafter, the U.S. stocks tumbled out of concern over economic slowdown to be caused by a sharp increase in official interest rates, feeding through to the selling of Japanese stocks. In December, U.S. and European central banks continued their interest-raising policies and the Bank of Japan made an unexpected change in its monetary policy (expanding the range of fluctuation of long-term interest rate from previously set  $\pm 0.25\%$  to  $\pm 0.5\%$ ), resultantly strengthening the Japanese yen against the U.S. dollar and pushing down the Nikkei Stock Average. As the new year started, the concern over the Bank of Japan's sudden change in its monetary policy eased, and the Nikkei Stock Average rose to 28,734yen on March 9, 2023. While the selloff of Japanese stocks temporally increased out of concern over the U.S. and European financial systems due to the failure of a major regional bank in the U.S., the Nikkei Stock Average ended the period at 28,041yen as the U.S. and European financial authorities took quick responding measures, thereby easing concerns over financial instability.

On the foreign currency market, yen-selling and dollar-buying progressed further in the light of a widening difference in interest rates between Japan and the U.S. Thus, on October 21, the yen recorded 151.93yen per 1 U.S. dollar. Thereafter, as inflationary pressures in the U.S. showed signs of peaking-out, long-term interest rates in the U.S. rapidly declined, giving the weaker trend of the yen a short-term pause. Thus, the yen ended the period at the lower side of the 133yen per 1 U.S. dollar level.

In the Japanese emerging stock market, the TSE Mothers Index recorded the closing index of 615 on June 20, which was the lowest closing index in two years and two months since April 2020. Thereafter, the Index rose to 806 on December 1. Then, undergoing slightly correctional periods, the Index ended the period at 749.

In the Growth Section of the TSE, high PER issues, regarded as relatively highly valued, were sold off, pushing down the Growth Section Index to 781 on June 20. Thereafter, however, there occurred review-based repurchases of growth stocks considered as having a higher potential for growth, and the index ended the period at 963.

In the Prime Section of the TSE, the average daily turnover was 3,277.7 billion yen. In the Standard Section of the TSE, the average daily turnover was 91.0 billion yen. In the Growth Section of the TSE, the average daily turnover was 145.4 billion yen.

Under these circumstances, the Company has been pushing through its customer-focused

“Decisive Action for Reform” to establish “Stock Type Business Model” (asset-accumulation type business model) initiated since 2019.

With respect to activities on stocks, the Company has proposed to customers asset-backed stocks with stress on stability and stable dividends under low-interest rate and high inflationary circumstances. In addition, the Company has recommended to customers investment in small- and medium-cap growth stocks selected based on the Company’s strength in research. The Company has thus made various proposals and recommendations to promote stocks as means of medium-to long-term asset-formation.

With regard to “Dream Collection,” a fund wrap account vehicle, it continued to enjoy an increase in continuous need for customers’ conservative investment vehicles for medium- to long-term asset management. Its outstanding balance as of March 31, 2023 registered 207.3 billion yen, up 9.6% from the previous fiscal year.

With respect to investment trust funds (other than Dream Collection), the Company has recommended stock funds matching customers’ needs, such as “Pictet Global Income Equity Fund,” “Ichiyoshi Japan Select Dividend Equity & J-REIT Fund,” Ichiyoshi Global Equity Fund” “Ichiyoshi Small and mid cap Growth Companies Fund.” The outstanding balance of these funds as of March 31, 2023 amounted to 711.4 billion yen, down 8.5% from the year ago.

With respect to Ichiyoshi Asset Management Co., Ltd. the net asset values of funds under its management recorded a continuous increase and registered 440.7 billion yen as of March 31, 2023, up 4.1% from the previous fiscal year.

As a result of these activities, net operating revenue amounted to 16,625 million yen, down 15.0% from the previous fiscal year. Selling, general and administrative expenses amounted to 15,459 million yen, down 4.8%. Hence, operating profit registered 1,166 million yen, down 64.9%.

Customers’ assets in custody as of March 31, 2023, amounted to 1,908.1 billion yen, down 2.2%.

The Company regards the cost coverage ratio as an important management index which indicates the degree of the Company’s advance towards the stability of its earnings structure and “Stock Type Business Model” (asset-accumulation type business model). The cost coverage ratio for the fiscal year ended March 31, 2023 was 53.5%, up from 52.8% in the year-earlier period.

(The cost coverage ratio is the ratio at which the sum of fund management fees, trailer fees and wrap-account fees cover selling, general and administrative expenses.)

Set forth below are revenue sources, cost and expenses and financial condition.

#### **i. Commission received**

Total commission received for the fiscal year ended March 31, 2023 amounted to 16,219 million yen, down 14.6 % from the previous fiscal year.

##### **(a) Brokerage commission**

Total brokerage commissions on stocks fell 16.0% to 4,468 million yen. Brokerage commissions on small- and medium-sized stocks (stocks listed on Standard Section and Growth Section of the TSE, Main Section and Next Section of Nagoya Stock Exchange) registered 715 million yen, down 17.9%, and accounted for 16.0% of total brokerage commissions on stocks.

##### **(b) Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors**

In the primary market, the Company participated in 9 initial public offerings (of which the

Company lead-managed 2) on a management and underwriting basis as against 39 participations (of which the Company lead-managed 3) in the previous fiscal year. In the secondary market (which deals with financing by already-listed companies), the Company participated in 1 deal on an underwriting basis as against 6 deals in the previous fiscal year. As a result, commission for underwriting, secondary distribution and solicitation for selling and others for professional investors amounted to 131 million yen, down 77.7% from the previous fiscal year.

The cumulative number of companies whose offerings were lead- or co-managed by the Company stood at 1,199 (of which 66 were lead-managed by the Company) as of March 31, 2023.

**(c) Fees for offering, secondary distribution and solicitation for selling and others for professional investors**

As commissions on beneficiary certificates recorded 2,642 million yen, down 30.2% from the previous fiscal year, total fees for offering, secondary distribution and solicitation for selling and others for professional investors registered 2,680 million yen, down 30.1%.

**(d) Other commission received**

Trailer fees relating to balances of funds registered 3,972 million yen, down 3.9% from the previous fiscal year. Fund management fees at Ichiyoshi Asset Management Co., Ltd. recorded 1,968 million yen, up 7.5%. With the addition of fees from wrap-accounts of 2,334 million yen, down 10.2%, total other commission received amounted to 8,791 million yen, down 3.1%.

**ii. Net trading income**

Net trading income from stocks, etc. recorded net gains of 52 million yen, down 62.8%. Net trading income from bonds and foreign exchange, etc. recorded net gains of 19 million yen, down 10.5%. As a result, total net trading income recorded net gains of 71 million yen, down 55.9%.

**iii. Net financial revenue**

Financial revenue decreased 21.9% to 168 million yen as the average outstanding amount of margin loans during the period fell. Financial expenses rose 8.6% to 41 million yen. As a result, net financial revenue registered 127 million yen, down 28.4%.

Resultantly, net operating revenue for the fiscal year ended March 31, 2023 amounted to 16,625 million yen, down 15.0%.

**iv. Selling, general and administrative expenses**

Selling, general and administrative expenses recorded 15,459 million yen, down 4.8%, as personnel expenses fell.

**v. Non-operating income and expenses**

The Company recorded non-operating income of 66 million yen, mainly consisting of 22 million yen of insurance claim and dividend income. As a result, net non-operating income amounted to 49 million yen, down 59.1%.

Resultantly, ordinary profit for the fiscal year ended March 31, 2023 amounted to 1,216 million yen, down 64.7%.

**vi Extraordinary income and losses**

Extraordinary income registered 2 million yen mainly in the form of gains on sale of investment

securities, and extraordinary losses amounted to 2 million yen mainly in the form of settlement payments. As a result, net extraordinary income recorded 0 million yen, down 99.7%.

Resultantly, profit before income taxes for the fiscal year ended March 31, 2023 amounted to 1,216 million yen, down 66.0%. Profit attributable to owners of parent (after deduction of income taxes - current in the amount of 395 million yen and income taxes - deferred in the amount of 63 million yen) amounted to 758 million yen, down 70.0%.

## **(2) Information on Financial Condition**

### **(a) Assets**

Assets amounted to 42,670 million yen as of March 31, 2023, a fall of 5,264 million yen (down 11.0%) from March 31, 2022, mainly as segregated deposits decreased by 2,439 million yen and deposits paid for underwritten offering, etc. decreased by 1,242 million yen.

### **(b) Liabilities**

Liabilities amounted to 14,844 million yen as of March 31, 2023, a fall of 3,026 million yen (down 16.9%) from March 31, 2022, mainly as deposits received decreased by 1,880 million yen and guarantee deposits received decreased by 1,138 million yen.

### **(c) Net assets**

Net assets amounted to 27,826 million yen as of March 31, 2023, a fall of 2,238 million yen (down 7.4%) from March 31, 2022. The decrease resulted mainly as the Company recorded 758 million yen as profit attributable to owners of parent while the Company paid dividends of 1,268 million yen and purchased treasury shares in the amount of 1,626 million yen.

As a result, equity ratio amounted to 65.2%, up from 62.7% in the previous fiscal year. Capital adequacy ratio amounted to 505.8%, down from 505.8% in the year-earlier period.

## **(3) Information on Cash Flow**

Cash flows from operating activities for the fiscal year ended March 31, 2023 recorded a positive figure of 1,608 million yen, a decrease of 483 million yen from the previous fiscal year mainly as profit before income taxes recorded 1,216 million yen, a decrease in cash segregated as deposits for customers led to an on-book increase of 2,440 million yen and a decrease in deposits and guarantee deposits received led to an on-book decrease of 3,019 million yen.

Cash flows from investing activities registered a negative figure of 320 million yen, a decrease of 150 million yen, mainly due to purchase of property, plant and equipment and purchase of intangible assets.

Cash flows from financing activities recorded a negative figure of 2,818 million yen, a decrease of 1,443 million yen, chiefly as a result of purchase of treasury shares in the amount of 1,626 million yen and dividends paid in the amount of 1,265 million yen.

Consequently, the amount of cash and cash equivalents as of March 31, 2023 stood at 15,363 million yen, a decrease of 1,528 million yen from the end of the previous fiscal year.



**(4) Basic Policy on Earnings Distribution and Dividends for the Fiscal Year ended March 31, 2023.**

One of the Company's core management policies is to make an appropriate earnings distribution to its shareholders. The Company places its stress on a continuous stream of dividend payment linked to business result. In deciding on an amount of dividend payment, payout ratio is a basic measure. Additionally, DOE (namely, ratio of dividends to shareholders' equity) is taken into account for a continuous stream of dividend payment.

Specifically, the Company has adopted the payout ratio of approximately 50% and the DOE of approximately 2%, the both measures being calculated semiannually on a consolidated basis and the larger result of the calculation between the two measures being chosen.

Under this dividend policy, an interim dividend per share paid out of the Company's retained earnings to shareholders of record as of September 30, 2022 was 17yen (calculated on the basis of the DOE measure), and a final dividend per share payable to shareholders of record as of March 31, 2023 is to be 17yen (calculated on the basis of the DOE measure), thus an annual total dividend per share being 34yen.

## II. State of Ichiyoshi Group

The Ichiyoshi group, consisting of Ichiyoshi Securities Co., Ltd. (the “Company”) and its four consolidated subsidiaries, is principally engaged in investment and financial services chiefly associated with financial instruments.

The Company is directly engaged in buying and selling of, and dealing in, securities (such buying and selling of, and dealing in, securities are called hereinafter as “securities transactions”), acting as agent or broker for securities transactions, underwriting and distributing publicly-offered or privately-placed securities and carrying out other securities-related businesses. Thus, the Company provides wide-ranging services matching varying needs of its customers relating to securities and investments.

In conjunction with the above-mentioned activities by the Company, the four consolidated subsidiaries perform their respective functions:

Ichiyoshi Research Institute Inc. undertakes research and data/information collection relating to small- and mid-cap growth companies and provides investment advices and agency services;

Ichiyoshi Asset Management Co., Ltd. provides management of investment trust funds, discretionary-investment and asset-management advices and services for institutional investors and investment trusts;

Ichiyoshi Business Service Co., Ltd. undertakes peripheral services for the Ichiyoshi group, provides real estate renting/broking/management services and agencies, deals in office supplies and goods and acts as agent for financial-instruments trading; and

Ichiyoshi IFA Co., Ltd. acts as agent for transactions of financial instruments.

### List of Major Ichiyoshi Group Companies

Parent company: Ichiyoshi Securities Co., Ltd. – financial-instruments trading business

Consolidated subsidiaries: Ichiyoshi Research Institute Inc. – information services, investment advices and agencies  
(100.0% owned)

Ichiyoshi Asset Management Co., Ltd. – investment trust management, investment advisories and agencies  
  
(100.0% owned)

Ichiyoshi Business Service Co., Ltd. – property renting/broking/management, sales of office supplies and financial-instruments trading agency.  
  
(100.0% owned)

Ichiyoshi IFA Co., Ltd. – agent for transactions of financial instruments  
  
(100.0% owned)

## III. Management Policy

### **(1) Basic Policy**

The Company’s management philosophy focuses on “Remaining a company of customers’ trust and choice.” Under this philosophy, the Company aims to become a “Name-brand boutique house in finance and securities industry” with the motto of “Becoming a Securities Company Like No Other in Japan.” In its efforts for management policy realization, the

Company intends to heighten the fairness and transparency of management along its credo (corporate philosophy) and to promote flexible and relevant decision-making, thereby maximizing earnings and corporate value while bolstering its corporate governance. Taking advantage of the company-with-committees system and its executive officer system, the Company aims to raise the promptitude and effectiveness of business executions and toughen its surveillance over business executions.

The Company's credo (corporate philosophy):

- Management philosophy: Remaining a company of customers' trust and choice
- Management objective: Name-brand boutique house in finance and securities industry
- Action guidelines: Gratitude, Integrity, Courage, Responsiveness, Continuity and Long-Term Good Relation

## **(2) Triangular Pyramid Management**

Under this triangular pyramid management, 4 divisions ("Customer services," "Products and Management," "Research" and "Backup") form their respective facets of the pyramid and support one another, thereby maximizing functions of each division/ subsidiary. Co-working between and among divisions and subsidiaries will further enhance synergistic process. The synergistic process will help provide better products, more useful information and better services, thereby contributing to customers' asset and business management.

## **(3) "Decisive Action for Reform"-First Reformative Action in 20 years**

The Company aims to build a "Name-brand boutique house in finance and securities industry" as its management object to realize its management philosophy based on "Ichiyoshi Credo."

Regarding "Customers' Assets under Custody" as a barometer of "Customers' Trust" and "Ichiyoshi's Basic Corporate Strength" and also as the management's overriding indicator, the Company intends to continue its efforts to expand customers' assets and realize its sustainable growth.

While the Company has long continued to provide services to customers with first priority placed on trust relationship with customers, the Company has decided to carry out "Decisive Action for Reform," the first reformative action in 20 years, in order to cope with fast-changing circumstances and to further advance its customer-focused operations.

"Decisive Action for Reform" aims to further promote the transfer to customer-focused "Stock-type Business Model" (asset-accumulation-type business model) by expanding "customers' assets in custody," an overriding management index.

20 years ago, we formulated "Ichiyoshi Standards" which consists of 7 seven principles, including "We do not deal in structured bonds" and "We do not solicit for foreign stocks." Following these standards, Ichiyoshi does not sell products simply because they are popular. In addition, now, the Company is at work on presenting each customers with an order-made proposal based on its new standard of "Belief in making order-made product matching each customer's needs."

[Basic Strategies for Decisive Action on Reform]

1. Execution of “Ichiyoshi Credo”

Management philosophy as basis for everlasting corporate growth.

2. Expansion of Customers’ Assets

Customers’ assets in custody as most important indicator of management

Customers’ assets in custody as barometer of customers’ trust in Ichiyoshi and barometer of Ichiyoshi’s underlying strength

<strategy vis-à-vis customers> <Channeling strategy> <Product strategy>

3. Continuous Improvement on Revenue-Cost Structure

Fostering of revenue-cost structure insusceptible to market fluctuations

<Stable income>

<Improvement on cost coverage ratio by Dream Collection and investment trust funds>

<Cost coverage ratio a measure of improvement on stock-type business model>

<Improvement on productivity, Reduction of cost, Leaner of head office>

4. Comprehensive Power of Ichiyoshi Group

“Triangular Pyramid Management”

<Specialization in small-and medium-cap growth stocks>

<Focusing on high-net-worth business customers>

5. Practical observance of compliance

Compliance is a source and power of competitiveness.

Up-graded compliance focused on customers

<Absoluteness of Compliance> <Stress on compliance from client perspective>

6. Cultivation of human resources

Growth lies in personnel.

<Up-grading of advisers> <Nurturing of young-age advisers and potential managerial staff>

<Positive use and promotion of female and senior personnel>

<Up-grading of professionalism of head office staff>

7. Setting up of “worker-friendly and worthwhile office”

Promotion of staff motivation

Company worthy of staying for willful workers

<Furtherance of communication vertically and horizontally>

<Review of personnel system and evaluation>

<Improvement on working environment> <Review of working practices>

#### (4) New Medium-Term Management Plan “3 D”

In order to further accelerate the transformation to customer-focused “Stock-Type Business Model” from April 2023, the Company formulated a new Medium-Term Management Plan “3 D” with its target date set for the end of March 31, 2026.

Under the Plan “3 D,” the Company will aim to expand customers’ assets in custody to 3 trillion yen and double the outstanding balances of wrap-accounts and investment trust funds. 3 of “3 D” represents 3 trillion yen of customers’ assets and D stands for the doubling of the sum of the outstanding balances of investment trust funds and fund wraps

The following are the numerical targets in “3 D” and the status of the targets as at March 31, 2023:

Item	Numerical targets in “3 D”	Status as at March 31, 2023
Customers’ assets in custody	3 trillion yen	1.9081 trillion yen
Cost-coverage ratio*	70%	53.5%
ROE	App. 10%	2.6%

\*= Ratio at which the sum of investment trust management and trailer fees and wrap-account fees covers selling, general and administrative expenses.

#### (5) Challenges to Be Tackled

As the flow of capital from “Savings to investments” has got into full swing for the past several years under the low-interest rate circumstances and in tandem with 100 year life planning, the Japanese finance and securities industry is strongly required to conduct customer-focused business operations.

For the 20 years or so, the Company has maintained the “Ichiyoshi Standards” containing 7 principles, which prohibit the Company from dealing in products incomprehensible or not advantageous to customers such as structured bonds containing risk-return packages and advise the Company’ employees not to sell products simply because they are popular among people. In the same spirit, the Company has sought to transform itself from “Flow-Type Business Model” chiefly based on brokerage commissions to “Stock-Type Business Model” chiefly based on retainer fees on investment trust funds and wrap-account fees. Since 2019, the Company has been proceeding with its “Decisive Acton for Reform” in its first reformative action in 20 years to cope with changes in circumstances and to more focus on customer-based business. Decisive Action for Reform is intended to further expand customers’ assets in custody as the management’s overriding indicator and further solidify its transformation to “Stock-Type Business Model.” In addition to “Not selling products simply because they are popular,” the Company has put up another guideline of “Belief in making order-made product matching each customer’s needs.”

In the course of carrying out “Decisive Action for Reform,” the Company has streamlined its management and staff, including the replacement of president and rejuvenation of management staff. The Company has also abolished its regional advisers system and changed its sales promotion system from traditional headquarters-based system to branch-led system, thereby each branch providing locally-based goods and services to each customer. Efforts to make various reforms to provide each customer-focused services are continuing.

As of the end of March 31, 2023, the Company discontinued its underwriting division which had been underperforming and losing its relative weight in the Company in order to more specialize in investment advisory business.

Further from the point of view to serve customers better, the Company is in process of reorganizing its branch network system, such as changing branches to a smaller scale of planet plazas closer to customers.

The Company has also adopted the following as its important task: improvement on working conditions and surroundings, personnel system and personnel training. As such, the Company has incorporated “cultivation of human resources” and setting up of “worker-friendly and worthwhile office” in its “Decisive Action for Reform” and has been taking several concrete steps.

The Company has been proceeding with its “Decisive Action for Reform” to become a “Name-brand boutique house in finance and securities industry,” and the Company believes that its achievement status on its “Decisive Action for Reform” is 60%, or at the 6th station on a mountain. New Medium-Term Management Plan is a sort of 2nd stage for the “Decisive Action for Reform” starting from April 2023. Taking advantage of the Ichiyoshi group’s strength (advising capability of Ichiyoshi Securities Co. Ltd., research capability of Ichiyoshi Research Institute Inc. and fund management capability of Ichiyoshi Asset Management Co. Ltd.) and compliance capability (leading to customer satisfaction), the Company is determined to realize growth on the expansion of customers’ assets in custody.

## VI. Basic Policy on Choice of Accounting Standards

The Company and its group companies prepare financial statements in compliance with generally-accepted accounting standards in Japan. The Company has no plan to consider applying IFRS (International Financial Reporting Standards).

## V. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(in millions of yen)

	As of March 31 2022	As of March 31 2023
<b>Assets</b>		
Current assets		
Cash and deposits	16,714	15,173
Segregated deposits	8,890	6,450
Trading products	23	13
Trading securities and other	23	13
Derivatives	0	-
Trade date accrual	-	0
Margin transaction assets	10,114	10,119
Margin loans	9,919	9,539
Cash collateral provided for securities borrowed in margin transactions	195	579
Loans secured by securities	-	20
Cash collateral provided for securities borrowed	-	20
Advances paid	68	106
Deposits paid for underwritten offering, etc.	3,305	2,062
Short-term loans receivable	3	0
Securities	1,000	1,000
Accrued revenue	1,766	1,720
Other current assets	121	439
Allowance for doubtful accounts	△3	△2
<b>Total current assets</b>	<b>42,003</b>	<b>37,105</b>
Non-current assets		
Property, plant and equipment	3,162	3,048
Buildings, net	1,192	1,079
Equipment	619	600
Land	1,333	1,344
Leased assets, net	16	24
Intangible assets	528	448
Software	527	434
Other	1	14
Investments and other assets	2,239	2,067
Investment securities	871	876
Long-term loans receivable	25	24
Long-term guarantee deposits	914	926
Retirement benefit asset	339	124
Deferred tax assets	91	118
Other	78	76
Allowance for doubtful accounts	△79	△79
<b>Total non-current assets</b>	<b>5,931</b>	<b>5,564</b>
<b>Total assets</b>	<b>47,935</b>	<b>42,670</b>
<b>Liabilities</b>		
Current liabilities		
Trading products	-	0
Derivatives	-	0
Trade date accrual	7	-
Margin transaction liabilities	3,144	3,982
Margin borrowings	2,869	3,170
Cash received for securities sold in margin transactions	275	812
Borrowings secured by securities	221	268
Cash collateral received for securities lent	221	268
Deposits received	9,296	7,415
Guarantee deposits received	2,408	1,270
Short-term borrowings	230	230
Lease liabilities	4	6
Income taxes payable	706	209
Provision for bonuses	390	333
Other current liabilities	1,106	785
<b>Total current liabilities</b>	<b>17,516</b>	<b>14,501</b>
Non-current liabilities		
Long-term borrowings	126	106
Lease liabilities	11	18
Deferred tax liabilities for land revaluation	7	7
Other noncurrent liabilities	37	38
<b>Total non-current liabilities</b>	<b>183</b>	<b>172</b>
Reserves under special laws		
Reserve for financial instruments transaction liabilities	170	170
<b>Total reserves under special laws</b>	<b>170</b>	<b>170</b>
<b>Total liabilities</b>	<b>17,870</b>	<b>14,844</b>
<b>Net assets</b>		
Shareholders' equity		
Share capital	14,577	14,577
Capital surplus	6,885	5,562
Retained earnings	13,670	13,160
Treasury shares	△4,098	△4,293
<b>Total shareholders' equity</b>	<b>31,035</b>	<b>29,006</b>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	43	45
Revaluation reserve for land	△1,125	△1,125
Remeasurements of defined benefit plans	89	△113
<b>Total accumulated other comprehensive income</b>	<b>△992</b>	<b>△1,193</b>
Share acquisition rights	22	12
<b>Total net assets</b>	<b>30,064</b>	<b>27,826</b>
<b>Total liabilities and net assets</b>	<b>47,935</b>	<b>42,670</b>

## (2) Consolidated Income Statements and Comprehensive Income Statements

## Consolidated Income Statements

(in millions of yen)

	Fiscal year ended March 31,2022	Fiscal year ended March 31,2023
Operating revenue		
Commission received	18,986	16,219
Brokerage commission	5,486	4,615
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	591	131
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	3,832	2,680
Other commission received	9,076	8,791
Net trading income	161	71
Financial revenue	216	168
Other operating revenue	227	207
<b>Total operating revenue</b>	<b>19,591</b>	<b>16,666</b>
Financial expenses	38	41
<b>Net operating revenue</b>	<b>19,553</b>	<b>16,625</b>
Selling, general and administrative expenses		
Trading related expenses	1,390	1,393
Personnel expenses	8,709	8,181
Real estate expenses	2,371	2,315
Office expenses	2,234	2,100
Depreciation	544	480
Taxes and dues	292	260
Other	688	727
<b>Total selling, general and administrative expenses</b>	<b>16,232</b>	<b>15,459</b>
<b>Operating profit</b>	<b>3,321</b>	<b>1,166</b>
Non-operating income		
Dividends from investment securities	18	14
Gain on investments in investment partnerships	66	11
Insurance claim and dividend income	16	22
Other	29	18
<b>Total non-operating income</b>	<b>131</b>	<b>66</b>
Non-operating expenses		
Loss on investments in investment partnerships	6	14
Other	3	1
<b>Total non-operating expenses</b>	<b>9</b>	<b>16</b>
<b>Ordinary profit</b>	<b>3,443</b>	<b>1,216</b>
Extraordinary income		
Gain on sale of investment securities	85	2
Gain on reversal of share acquisition rights	65	0
Reversal of reserve for financial instruments transaction liabilities	11	-
<b>Total extraordinary income</b>	<b>162</b>	<b>2</b>
Extraordinary losses		
Loss on retirement of non-current assets	0	0
Loss on sale of non-current assets	5	-
Loss on sale of investment securities	5	-
Loss on valuation of investment securities	13	-
Settlement payments	-	2
<b>Total extraordinary losses</b>	<b>24</b>	<b>2</b>
<b>Profit before income taxes</b>	<b>3,581</b>	<b>1,216</b>
Income taxes - current	901	395
Income taxes - deferred	154	63
<b>Total income taxes</b>	<b>1,055</b>	<b>458</b>
<b>Profit</b>	<b>2,526</b>	<b>758</b>
Profit attributable to owners of parent	2,526	758



## Comprehensive Income Statements

(in millions of yen)

	Fiscal year ended March 31,2022	Fiscal year ended March 31,2023
Profit	2,526	758
Other comprehensive income		
Valuation difference on available-for-sale securities	Δ41	1
Remeasurements of defined benefit plans, net of tax	Δ100	Δ202
Total other comprehensive income	Δ141	Δ200
Comprehensive income	2,384	557
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	2,384	557

### (3) Consolidated Statement of changes in equity

for the fiscal year ended March 31, 2022

(in millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	14,577	6,885	12,516	△4,098	29,881
Changes during period					
Dividends of surplus			△1,371		△1,371
Profit attributable to owners of parent			2,526		2,526
Purchase of treasury shares				△0	△0
Disposal of treasury shares					—
Cancellation of treasury shares					—
Net changes in items other than shareholders' equity					
Total changes during period	—	—	1,154	△0	1,154
Balance at end of period	14,577	6,885	13,670	△4,098	31,035

	Total accumulated other comprehensive income			
	Valuation difference on available-for-sale securities	Revaluation reserve for land	Remeasurements of defined benefit plans	Total accumulated other comprehensive income
Balance at beginning of period	85	△1,125	189	△851
Changes during period				
Dividends of surplus				
Profit attributable to owners of parent				
Purchase of treasury shares				
Disposal of treasury shares				
Cancellation of treasury shares				
Net changes in items other than shareholders' equity	△41	—	△100	△141
Total changes during period	△41	—	△100	△141
Balance at end of period	43	△1,125	89	△992

	Share acquisition rights	Total net assets
Balance at beginning of period	78	29,108
Changes during period		
Dividends of surplus		△1,371
Profit attributable to owners of parent		2,526
Purchase of treasury shares		△0
Disposal of treasury shares		—
Cancellation of treasury shares		—
Net changes in items other than shareholders' equity	△55	△197
Total changes during period	△55	956
Balance at end of period	22	30,064

for the fiscal year ended March 31, 2023

(in millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	14,577	6,885	13,670	△4,098	31,035
Changes during period					
Dividends of surplus			△1,268		△1,268
Profit attributable to owners of parent			758		758
Purchase of treasury shares				△1,626	△1,626
Disposal of treasury shares		△31		140	108
Cancellation of treasury shares		△1,290		1,290	—
Net changes in items other than shareholders' equity					
Total changes during period	—	△1,322	△510	△194	△2,028
Balance at end of period	14,577	5,562	13,160	△4,293	29,006

	Total accumulated other comprehensive income			
	Valuation difference on available-for-sale securities	Revaluation reserve for land	Remeasurements of defined benefit plans	Total accumulated other comprehensive income
Balance at beginning of period	43	△1,125	89	△992
Changes during period				
Dividends of surplus				
Profit attributable to owners of parent				
Purchase of treasury shares				
Disposal of treasury shares				
Cancellation of treasury shares				
Net changes in items other than shareholders' equity	1	—	△202	△200
Total changes during period	1	—	△202	△200
Balance at end of period	45	△1,125	△113	△1,193

	Share acquisition rights	Total net assets
Balance at beginning of period	22	30,064
Changes during period		
Dividends of surplus		△1,268
Profit attributable to owners of parent		758
Purchase of treasury shares		△1,626
Disposal of treasury shares		108
Cancellation of treasury shares		—
Net changes in items other than shareholders' equity	△9	△210
Total changes during period	△9	△2,238
Balance at end of period	12	27,826

## (4) Consolidated Cash Flow Statements

(in millions of yen)

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Cash flows from operating activities		
Profit before income taxes	3,581	1,216
Depreciation	544	480
Increase (decrease) in provision for bonuses	△127	△57
Decrease (increase) in retirement benefit asset	23	215
Increase (decrease) in allowance for doubtful accounts	△0	△0
Interest and dividend income	△31	△39
Interest expenses	3	6
Loss (gain) on sale of investment securities	△79	△2
Loss (gain) on valuation of investment securities	13	-
Loss (gain) on sale of non-current assets	5	-
Loss on retirement of non-current assets	0	0
Settlement payments	-	2
Gain on reversal of share acquisition rights	△65	△0
Increase (decrease) in reserve for financial instruments transaction liabilities	△11	-
Decrease (increase) in cash segregated as deposits for customers	△1,090	2,440
Increase (decrease) in deposits and guarantee deposits received	513	△3,019
Decrease (increase) in short-term loans receivable	△2	2
Decrease (increase) in trading products - assets (liabilities)	89	9
Decrease/increase in margin transaction assets/liabilities	105	833
Decrease (increase) in deposits paid for underwritten offering, etc.	△882	1,242
Other, net	△223	△655
Subtotal	2,365	2,674
Interest and dividends received	31	39
Interest paid	△3	△6
Income taxes paid	△300	△1,099
Net cash provided by (used in) operating activities	2,092	1,608
Cash flows from investing activities		
Purchase of property, plant and equipment	△373	△128
Proceeds from sale of property, plant and equipment	0	-
Purchase of intangible assets	△66	△160
Purchase of investment securities	△68	△42
Proceeds from sale of investment securities	291	28
Long-term loan advances	△20	△11
Proceeds from collection of long-term loans receivable	14	11
Other, net	52	△17
Net cash provided by (used in) investing activities	△169	△320
Cash flows from financing activities		
Repayments of long-term borrowings	△3	△20
Repayments of lease liabilities	△3	△6
Proceeds from exercise of employee share options	-	99
Purchase of treasury shares	△0	△1,626
Dividends paid	△1,368	△1,265
Net cash provided by (used in) financing activities	△1,375	△2,818
Effect of exchange rate change on cash and cash equivalents	0	1
Net increase (decrease) in cash and cash equivalents	547	△1,528
Cash and cash equivalents at beginning of period	16,345	16,892
Cash and cash equivalents at end of period	16,892	15,363

(5) Notes to Consolidated Financial Statements

(There is no note to premises for continuing business.)

(Changes to accounting policies)

(Application of Application Guideline for Accounting Standard for Fair Value Measurement)  
“Application Guideline for Accounting Standard for Fair Value Measurement (ASBJ Statement 31, dated June 17, 2021) has been applied effective from this fiscal year. In accordance with a transitional handling under Item 2 of Article 27 of Application Guideline for Accounting Standard for Fair Value Measurement, the Company will hereafter apply new guidelines as dictated by Application Guideline for Accounting Standard for Fair Value Measurement. This application has no effect on the consolidated financial statements of the Company.

(Segment Information)

1. Segment information

For the fiscal year ended March 31, 2023 (From April 1, 2022 to March 31, 2023)

Since the Company and its group companies are engaged in one single segment of business defined as “investment and financial services”, the description of segment information is omitted.

2. Related information

For the fiscal year ended March 31, 2023 (From April 1, 2022 to March 31, 2023)

(1) Information by product and service:

Since investment and financial services defined as one single segment accounted for more than 90% of operating revenue on the consolidated income statement, the description of information by product and service is omitted.

(2) Information by area:

(a) Operating revenue:

Since operating revenue derived from domestic customers accounted for more than 90% of operating revenue on the consolidated income statement, the description of operating revenue by area is omitted.

(b) Tangible fixed assets:

Since there is no tangible fixed asset outside Japan, the description of tangible fixed assets by area is omitted.

(c) Information by main customers:

Since there is no customer who accounts for more than 10% of operating revenue, the description of main customers is omitted.

(3) Information on impairment loss on tangible fixed asset by described segment:

For the fiscal year ended March 31, 2023 (From April 1, 2022 to March 31, 2023):

Since the Company and its group companies are engaged in one single segment of business defined as “investment and financial services,” the description of impairment

loss on tangible asset by segment is omitted.

- (4) Information on amortized amount or unamortized balance of goodwill by described segment:

For the fiscal year ended March 31, 2023 (From April 1, 2022 to March 31, 2023):

Since the Company and its group companies are engaged in one single segment of business defined as “investment and financial services,” the description of amortized amount or unamortized balance of goodwill by segment is omitted.

- (5) Information on gains from negative goodwill by described segment:

For the fiscal year ended March 31, 2023 (From April 1, 2022, to March 31, 2023):

Since the Company and its group companies are engaged in one single segment of business defined as “investment and financial services,” the description of gains from negative goodwill by segment is omitted.

**[Per-share Data on a consolidated basis]**

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Per-share net assets	832.12yen	823.78yen
Per-share net income	69.97yen	21.93yen
Per-share net income on a diluted basis (adjusted for shares potentially)	69.72yen	21.88yen

Notes: (1) Bases for computation of per-share net income on non-diluted and diluted basis are as follows:

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Per-share net income:		
Net income attributable to owners of parent	2,526 million yen	758 million yen
Amount not attributable to common shareholders	—	—
Net income related to common shares attributable to owners of parent	2,526 million yen	758 million yen
Average no. of outstanding common shares during the fiscal year	36,103 thousand	34,570 thousand
Per-share net income on a diluted basis (adjusted for potentially issuable shares):		
Adjusted amount of net income attributable to owners of parent	—	—
No. of common shares increased during the fiscal year	128 thousand	81 thousand
(of which issued upon exercise of stock options)	(128 thousand)	(81 thousand)
Contents of potentially-issuable shares having no diluting effect and thus not included in computation of per-share income on a diluted basis	Stock option-based equity warrants: (2) No. of warrants:199; No. of shares issuable: 19,900 shares (resolved on Apr. 27, 2018)	Stock option-based equity warrants: (2) No. of warrants:174; No. of shares issuable: 17,400 shares (resolved on Apr. 27, 2018)

Note (2): Basis for computation of per-share net assets is as follows:

	Fiscal year ended March 31, 2022	Fiscal year ended March 31, 2023
Net assets	30,064 million yen	27,826 million yen
Deductions from net assets	22 million yen	12 million yen
(of which due to stock options)	(22 million yen)	(12 million yen)
Net assets related to common shares as of the end of fiscal year	30,042 million yen	27,813 million yen
No. of common shares as of the end of fiscal year used for computation of per-share net assets	36,103 thousand	33,763 thousand

(Subsequent Material Events after March 31, 2023): None

( END )

### III. Supplementary Information for the Fiscal Year ended March 31, 2023

(in millions of yen with fractions less than a million yen rounded down)

#### 1. Commission received

##### (1) Commissions by sources

	Fiscal year ended		year-on-year change
	March 31, 2022	March 31, 2023	
Brokerage commission	5,486	4,615	Δ15.9 %
(Stocks)	( 5,318 )	( 4,468 )	( Δ16.0 )
(Beneficiary certificates)	( 168 )	( 147 )	( Δ12.3 )
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	591	131	Δ77.7
(Stocks)	( 591 )	( 131 )	( Δ77.7 )
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	3,832	2,680	Δ30.1
(Beneficiary certificates)	( 3,784 )	( 2,642 )	( Δ30.2 )
Other commission received	9,076	8,791	Δ3.1
(Beneficiary certificates*)	( 8,564 )	( 8,275 )	( Δ3.4 )
Total	18,986	16,219	Δ14.6

##### \*Breakdown of Beneficiary certificates

	Fiscal year ended		year-on-year change
	March 31, 2022	March 31, 2023	
Trailer fees relating to balances of funds	4,133	3,972	Δ3.9 %
Trust fees for fund management	1,830	1,968	7.5
Fees from wrap-accounts	2,599	2,334	Δ10.2
Total	8,564	8,275	Δ3.4

##### (2) Commissions by products

	Fiscal year ended		year-on-year change
	March 31, 2022	March 31, 2023	
Stocks	5,936	4,624	Δ22.1 %
Bonds	47	37	Δ21.0
Beneficiary certificates	12,517	11,066	Δ11.6
Others	485	490	1.0
Total	18,986	16,219	Δ14.6

#### 2. Net trading income

	Fiscal year ended		year-on-year change
	March 31, 2022	March 31, 2023	
Stocks, etc.	140	52	Δ62.8 %
Bonds, foreign exchange, etc.	21	19	Δ10.5
(Bonds, etc.)	( 7 )	( 5 )	( Δ27.9 )
(Foreign exchange, etc.)	( 13 )	( 13 )	( Δ0.8 )
Total	161	71	Δ55.9



### 3. Quarterly Consolidated Income Statements for Recent Eight Quarters

(in millions of yen)

	1st Q (4-6/21)	2nd Q (7-9/21)	3rd Q (10-12/21)	4th Q (1-3/22)	1st Q (4-6/22)	2nd Q (7-9/22)	3rd Q (10-12/22)	4th Q (1-3/23)
Operating revenue	5,164	4,956	5,223	4,247	4,344	4,184	4,102	4,034
Commission received	5,004	4,799	5,045	4,137	4,243	4,074	3,989	3,911
Net trading income	28	48	77	7	7	22	18	22
Financial revenue	57	58	50	49	44	38	41	44
Other operating revenue	73	50	50	53	49	49	52	56
Financial expenses	12	11	4	9	9	9	6	16
Net operating revenue	5,151	4,945	5,218	4,238	4,335	4,175	4,096	4,018
Selling, general and administrative expenses	4,268	3,991	4,085	3,886	3,952	3,821	3,838	3,847
Trading related expenses	372	293	377	347	381	316	368	327
Personnel expenses	2,259	2,208	2,211	2,030	2,102	2,029	2,016	2,032
Real estate expenses	637	585	572	575	564	596	569	585
Office expenses	586	535	555	556	537	516	520	526
Depreciation	161	125	126	130	119	119	118	122
Taxes and dues	73	76	75	67	61	69	62	66
Provision of allowance for doubtful accounts	0	△0	0	0	0	0	0	△0
Other	177	167	165	178	185	173	181	187
Operating profit	882	953	1,133	351	383	354	257	170
Non-operating income	55	35	17	23	16	17	28	4
Non-operating expenses	0	3	0	4	0	7	1	7
Ordinary profit	937	985	1,150	369	399	363	284	167
Extraordinary income	154	0	7	0	0	2	0	0
Extraordinary losses	18	5	0	0	0	0	2	0
Profit before income taxes	1,073	979	1,158	370	399	366	282	167
Income taxes - current	99	351	264	186	45	181	24	143
Income taxes - deferred	189	△87	111	△59	91	△53	86	△61
Profit	785	715	782	242	262	237	172	85
Profit attributable to owners of parent	785	715	782	242	262	237	172	85

(END)