

IR Presentation for Fiscal year ending March 2023



Ichiyoshi Securities Co., Ltd.

April, 2023

I : Business Result (Consolidated)

- ◆ Operating revenue amounted to 16,666 million yen, a decrease of 2,925 million yen (down 14.9%) from the year-earlier period.
- ◆ Current income amounted to 1,216 million yen, a decrease of 2,227 million yen (down 64.7%) from the year-earlier period.
- ◆ Net income attributable to owners of parent amounted to 758 million yen, a decrease of 1,768 million yen (down 70.0%) from the year-earlier period.

(JPY mil.)

	FY 2021	FY 2022	Year-on-year (%)	Year-on-year
Operating revenue	19,591	16,666	-14.9%	-2,925
Net operating revenue	19,553	16,625	-15.0%	-2,928
Operating cost & expenses	16,232	15,459	-4.8%	-772
Operating income	3,321	1,166	-64.9%	-2,155
Current income	3,443	1,216	-64.7%	-2,227
Extraordinary income & loss	138	0	-99.7%	-137
Income taxes	1,055	458	-56.6%	-597
Net income attributable to owners of parent	2,526	758	-70.0%	-1,768

(JPY mil.)

FY 2022			
1Q	2Q	3Q	4Q
4,344	4,184	4,102	4,034
4,335	4,175	4,096	4,018
3,952	3,821	3,838	3,847
383	354	257	170
399	363	284	167
-0	2	-1	0
136	128	110	82
262	237	172	85

2. Breakdown of Net Operating Revenue

- ◆ Commissions amounted to 16,219 million yen, a decrease of 2,767 million yen (down 14.6%) from the year-earlier period, mainly due to a fall in distribution fees on investment trusts.

	(JPY mil.)				(JPY mil.)			
	FY 2021	FY 2022	Year-on-year (%)	Year-on-year	FY 2022			
					1Q	2Q	3Q	4Q
Commissions	18,986	16,219	-14.6%	-2,767	4,243	4,074	3,989	3,911
Gains on trading	161	71	-55.9%	-90	7	22	18	22
Other operating balance	227	207	-8.8%	-19	49	49	52	56
Interest & dividend income	177	127	-28.4%	-50	35	29	35	27
Total	19,553	16,625	-15.0%	-2,928	4,335	4,175	4,096	4,018

3. Breakdown of Commission Revenue

- ◆ Brokerage commissions on stocks amounted to 4,468 million yen, a decrease of 849 million yen (down 16.0%) from the year-earlier period. Commissions from distribution of investment trusts amounted to 2,642 million yen, a decrease of 1,142 million yen (down 30.2%) from the year-earlier period. Commissions from other sources (mainly trust fees on investment trusts) amounted to 8,275 million yen, a decrease of 288 million yen (down 3.4%) from the year-earlier period.
- ◆ Commissions from underwriting amounted to 131 million yen, a decrease of 459 million yen (down 77.7%) from the year-earlier period, as the Company participated in the management and underwriting of 9 initial public offerings (of which 2 were lead-managed) and 1 public share offering in the secondary market.

	(JPY mil.)			
	FY 2021	FY 2022	Year-on-year (%)	Year-on-year
Commissions	18,986	16,219	-14.6%	-2,767
Brokerage (Major item)				
Stocks	5,318	4,468	-16.0%	-849
Distribution (Major item)				
Investment trusts	3,784	2,642	-30.2%	-1,142
Underwriting (Major items)				
IPO	509	129	-74.6%	-380
PO	81	2	-96.9%	-79
Total	591	131	-77.7%	-459
Commissions from other sources (Major items)				
Investment trusts (trust fees, etc.)	8,564	8,275	-3.4%	-288
Other than investment trusts	512	515	0.5%	2
Total	9,076	8,791	-3.1%	-285
<Reference>				
Fund distribution	2,533	1,672	-34.0%	-860

* Including wrap-account fund sales

	(JPY mil.)			
	FY 2022			
	1Q	2Q	3Q	4Q
Commissions	4,243	4,074	3,989	3,911
Brokerage (Major item)				
Stocks	1,086	1,104	1,182	1,094
Distribution (Major item)				
Investment trusts	791	662	546	642
Underwriting (Major items)				
IPO	121	7	0	—
PO	—	—	—	2
Total	121	7	0	2
Commissions from other sources (Major items)				
Investment trusts (trust fees, etc.)	2,048	2,111	2,084	2,030
Other than investment trusts	138	140	124	111
Total	2,186	2,252	2,209	2,142

4. Breakdown of Gains or loss on Trading

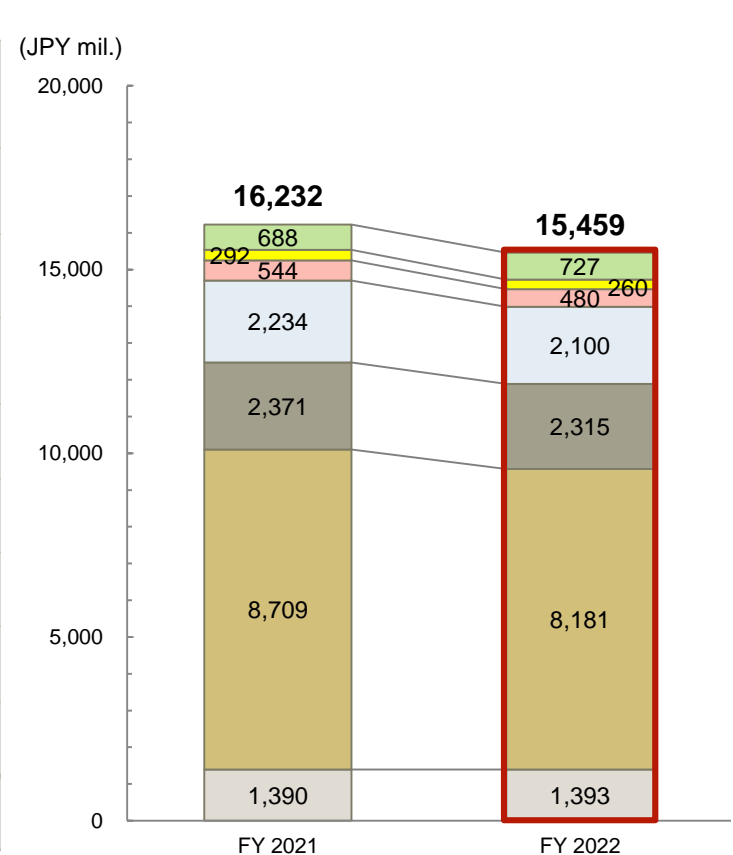
◆ Net gains on trading amounted to 71 million yen, a decrease of 90 million yen (down 55.9%) from the year-earlier period, chiefly as net trading income on stocks decreased.

	(JPY mil.)				(JPY mil.)			
	FY 2021	FY 2022	Year-on-year (%)	Year-on-year	FY 2022			
					1Q	2Q	3Q	4Q
Stocks, etc.	140	52	-62.8%	-87	1	13	18	18
Bonds · Forex, etc.	21	19	-10.5%	-2	5	9	0	4
(Bonds, etc.)	(7)	(5)	-27.9%	-2	(1)	(1)	(0)	(1)
(Forex, etc.)	(13)	(13)	-0.8%	-0	(3)	(7)	(-0)	(3)
Total	161	71	-55.9%	-90	7	22	18	22

5. Operating Cost and Expenses

- ◆ Operating cost and expenses amounted to 15,459 million yen, a decrease of 772 million yen (down 4.8%) from the year-earlier period, mainly decreased in personnel expenses.

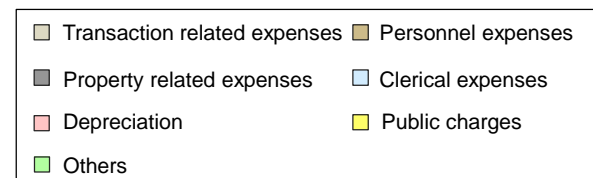
	FY 2021	FY 2022	Year-on-year (%)	Year-on-year
Transaction related expenses	1,390	1,393	0.2%	2
Personnel expenses	8,709	8,181	-6.1%	-528
Property related expenses	2,371	2,315	-2.4%	-55
Clerical expense	2,234	2,100	-6.0%	-134
Depreciation	544	480	-11.8%	-64
Public charges	292	260	-10.8%	-31
Provision of allowance for doubtful accounts	0	0	-79.1%	-0
Others	688	727	5.7%	38
Total	16,232	15,459	-4.8%	-772



<Reference> FY 2022 fixed cost and variable cost (non-consolidated basis)

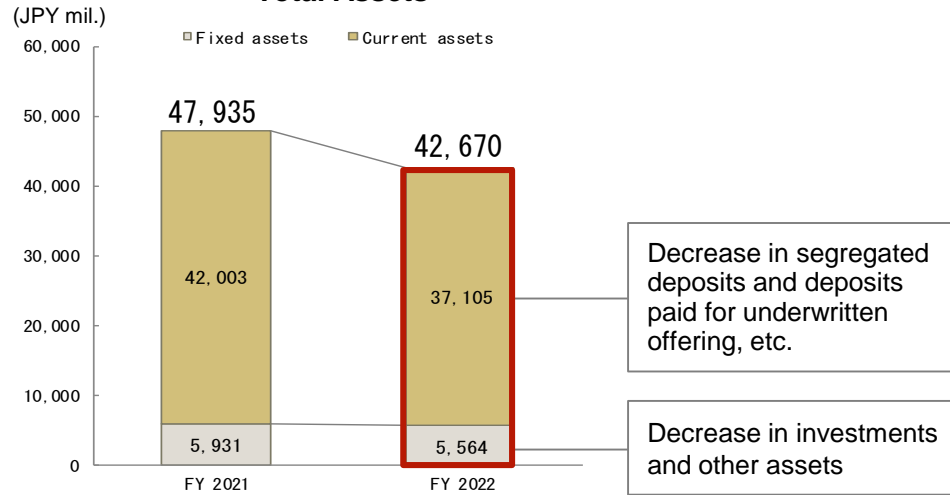
Fixed cost	11,664
Variable cost	2,913

(JPY mil.)

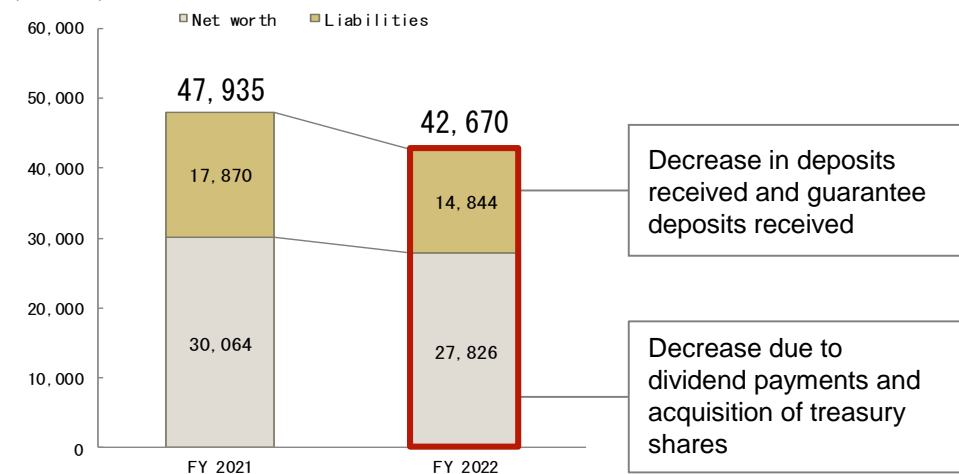


Balance Sheets

Total Assets



Sum of Liabilities and Net Worth



Financial Result

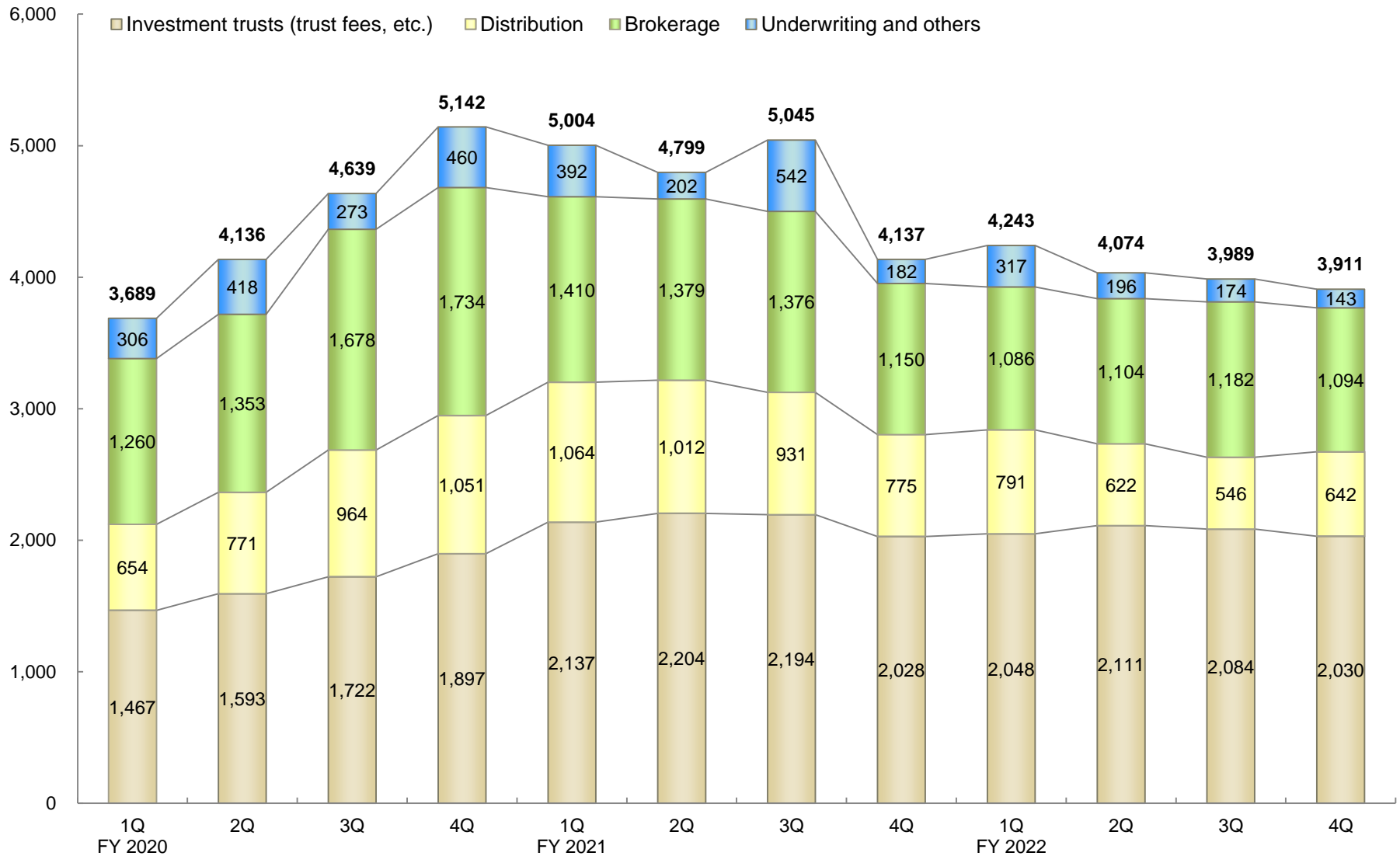
	FY 2022	Change from FY 2021 end.
Equity ratio (%)	65.2	2.5
Net worth per share (JPY)	823.78	-8.34
Capital adequacy ratio (non-consolidated basis) (%)	505.8	-0

	FY 2022	Year-on-year
EPS (JPY)	21.93	-48.04
ROE (%)	2.6	-6.0

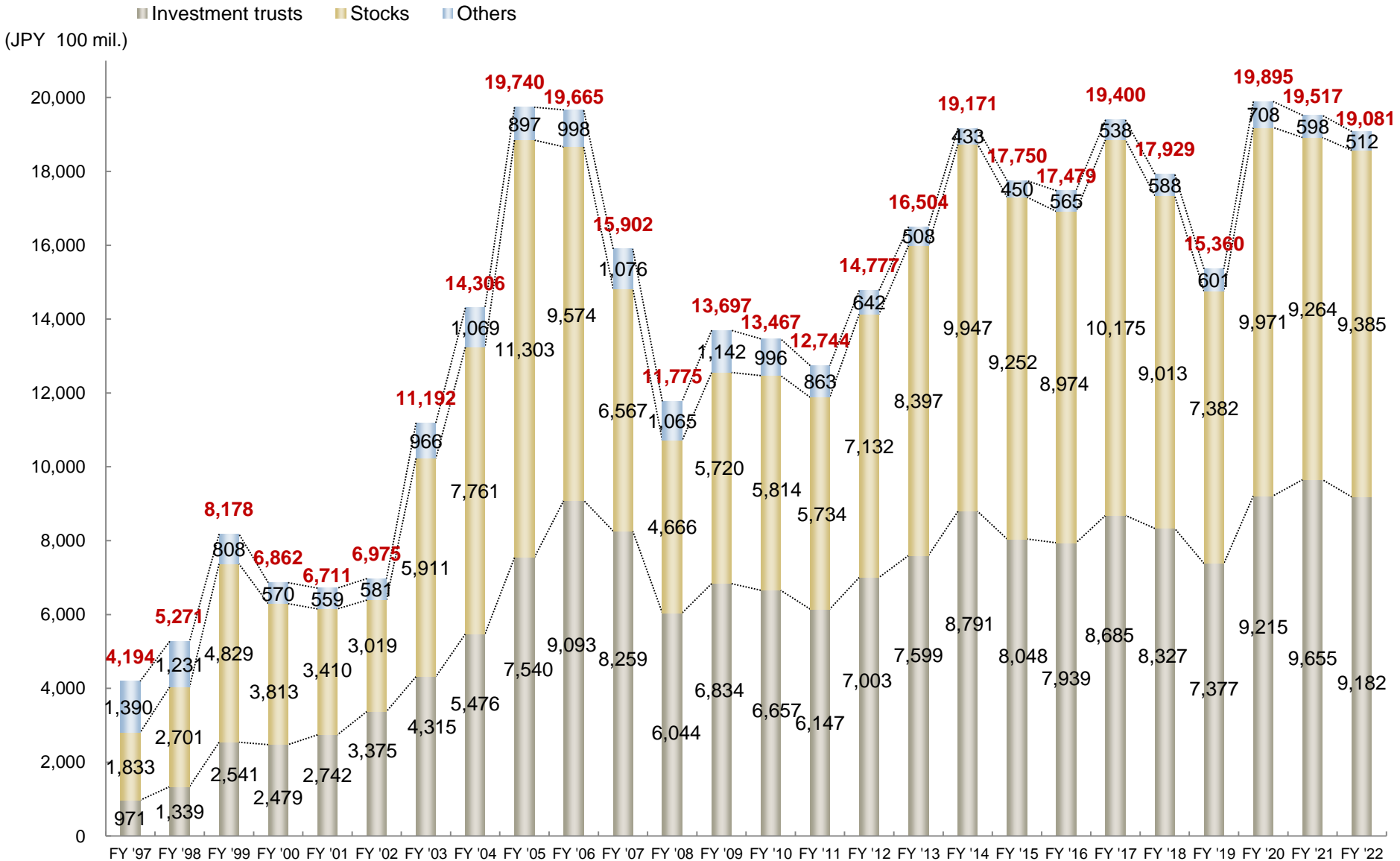
II : Business Circumstances

1. Commission Revenue

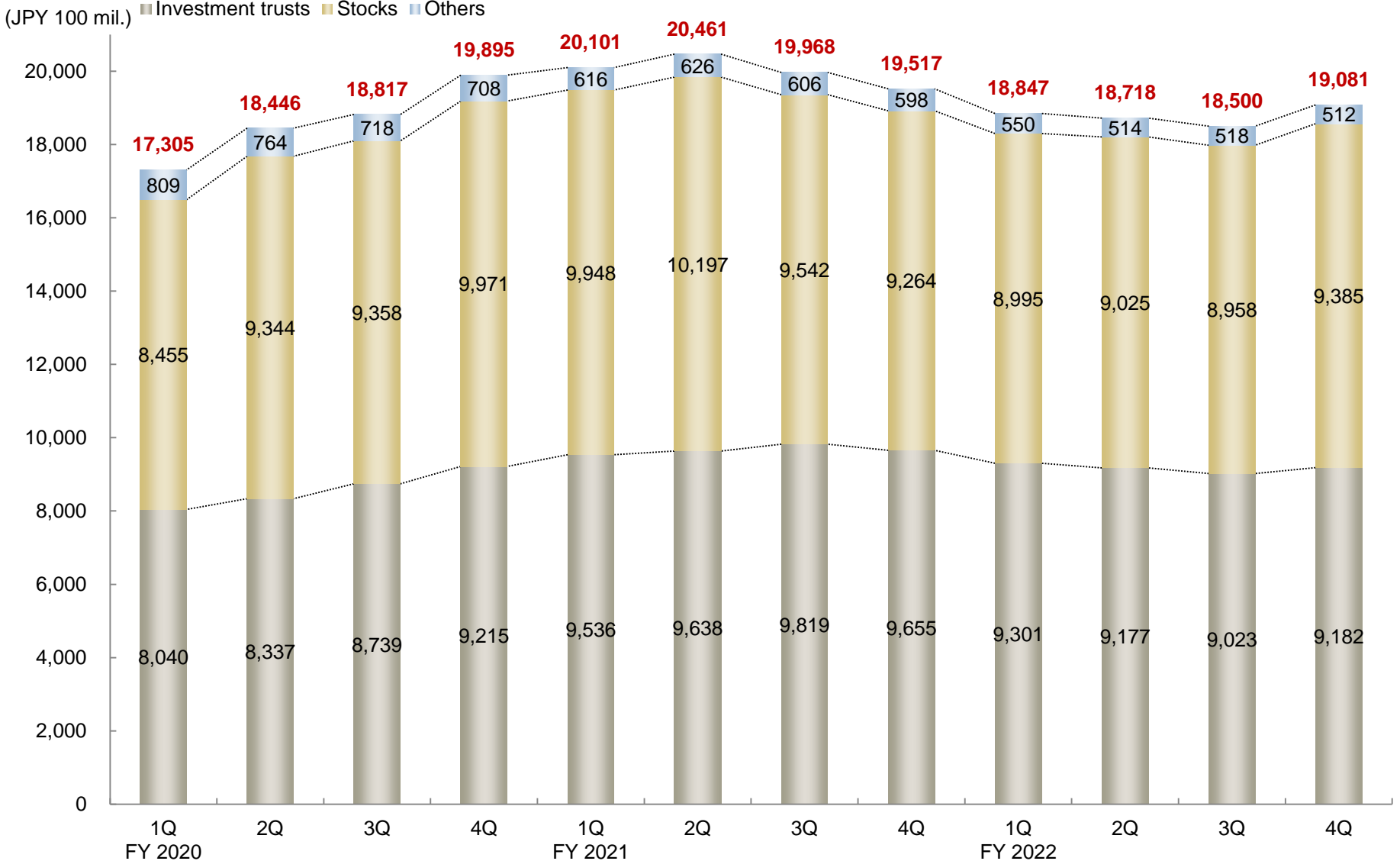
(JPY mil.)



2. Customer Assets in Custody



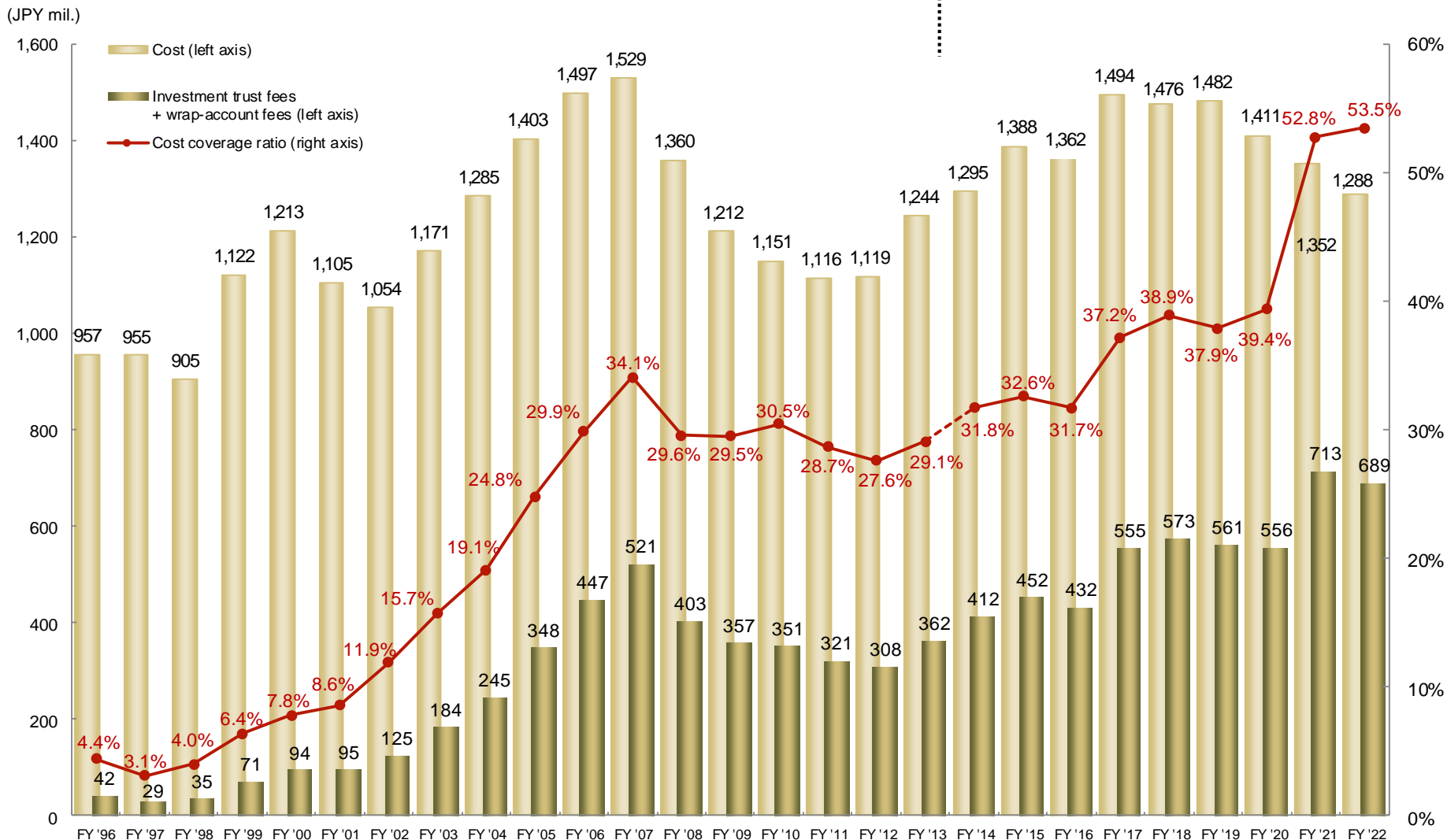
3. Quarterly Customer Assets in Custody



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

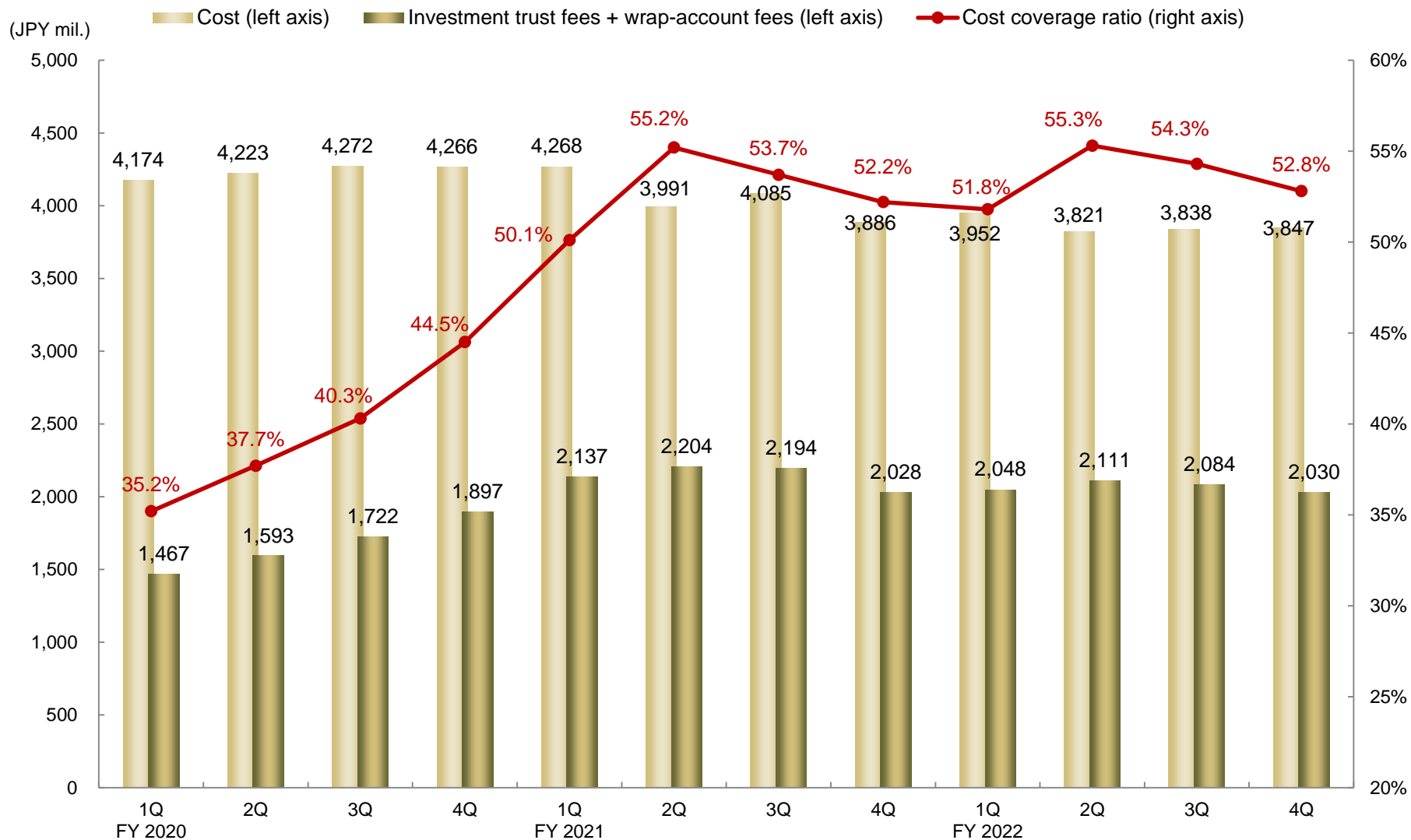
Note: Cost coverage ratio = $\frac{\text{Investment trust fees} + \text{wrap-account fees}}{\text{Cost (operating cost \& expenses)}} \times 100 (\%)$

Parent company basis ← → Consolidated basis



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

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

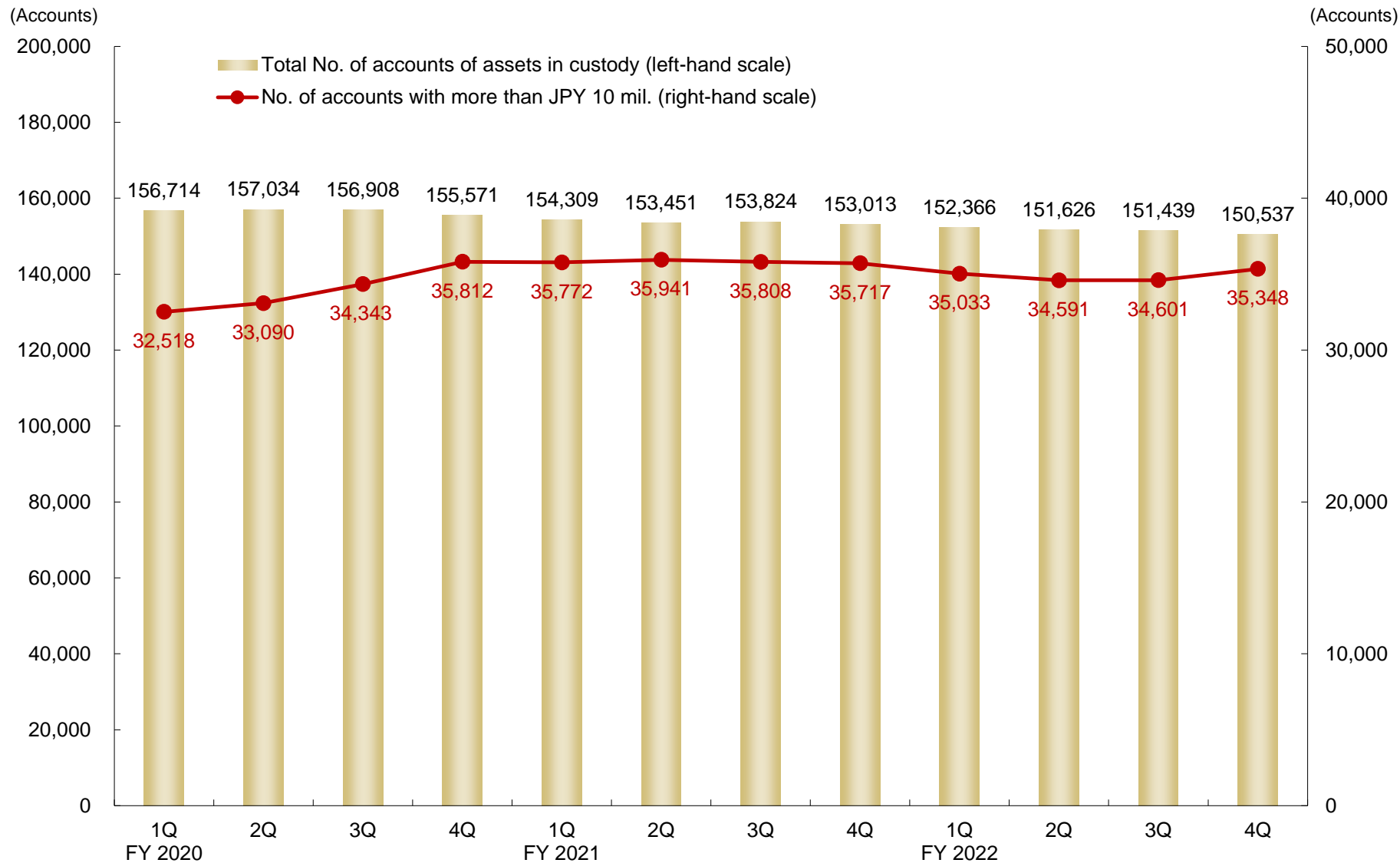


6. Top 5 Best Selling Investment Trust Funds (Total Amounts of 3 Months)

(JPY 100 mil.)

	FY 2020				FY 2021				FY 2022			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
BlackRock World High Dividend Equity Open												66
Fidelity US REIT Fund (A / B / C / D)	20	25	25	31	27				25	32	30	26
Ichiyoshi Japan Select Dividend Equity & J-REIT Fund (Quarterly Settlement Type/Asset Growth Type)								16	35	34	26	22
Pictet Global Income Equity Fund (Monthly Dividend)	43	35	44	31	32	26	20	47	60	33	22	22
Ichiyoshi Global Equity Fund									17	41		11
Ichiyoshi Small and mid cap Growth Companies Fund				54	92	71	56	31			18	
JREIT Asia Mix Open (Monthly Settlement/Asset Growth Type)										30	24	
GS US Growth Equity Concentrate Investment Fund (Monthly Settlement / Quarterly Settlement / Semi-Annual Settlement)	23	13		31	55	92	94	44	21			
Ichiyoshi Japan Growth Equities Fund			55			27	30	27				
Ichiyoshi SDGs Small Medium Size Equity Fund		84	76	43	34	23	28					
US NASDAQ Open (A / B)	26	36	22									
Shinko J-REIT Open	32											

7. Number of Customer Accounts 【Retail】

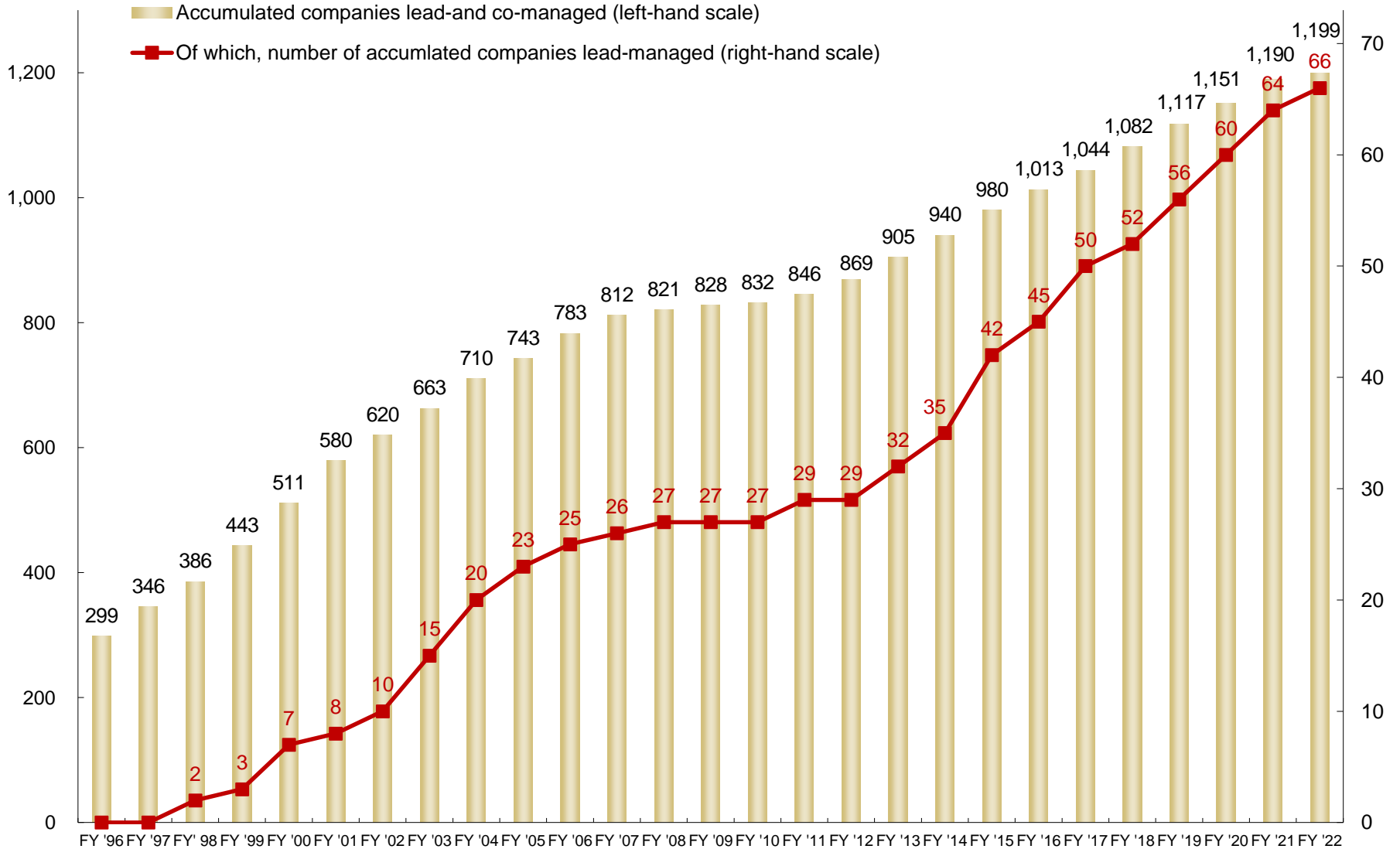


※Each number of accounts in the table above is revised from the one previously reported as the method of account compilation is changed.

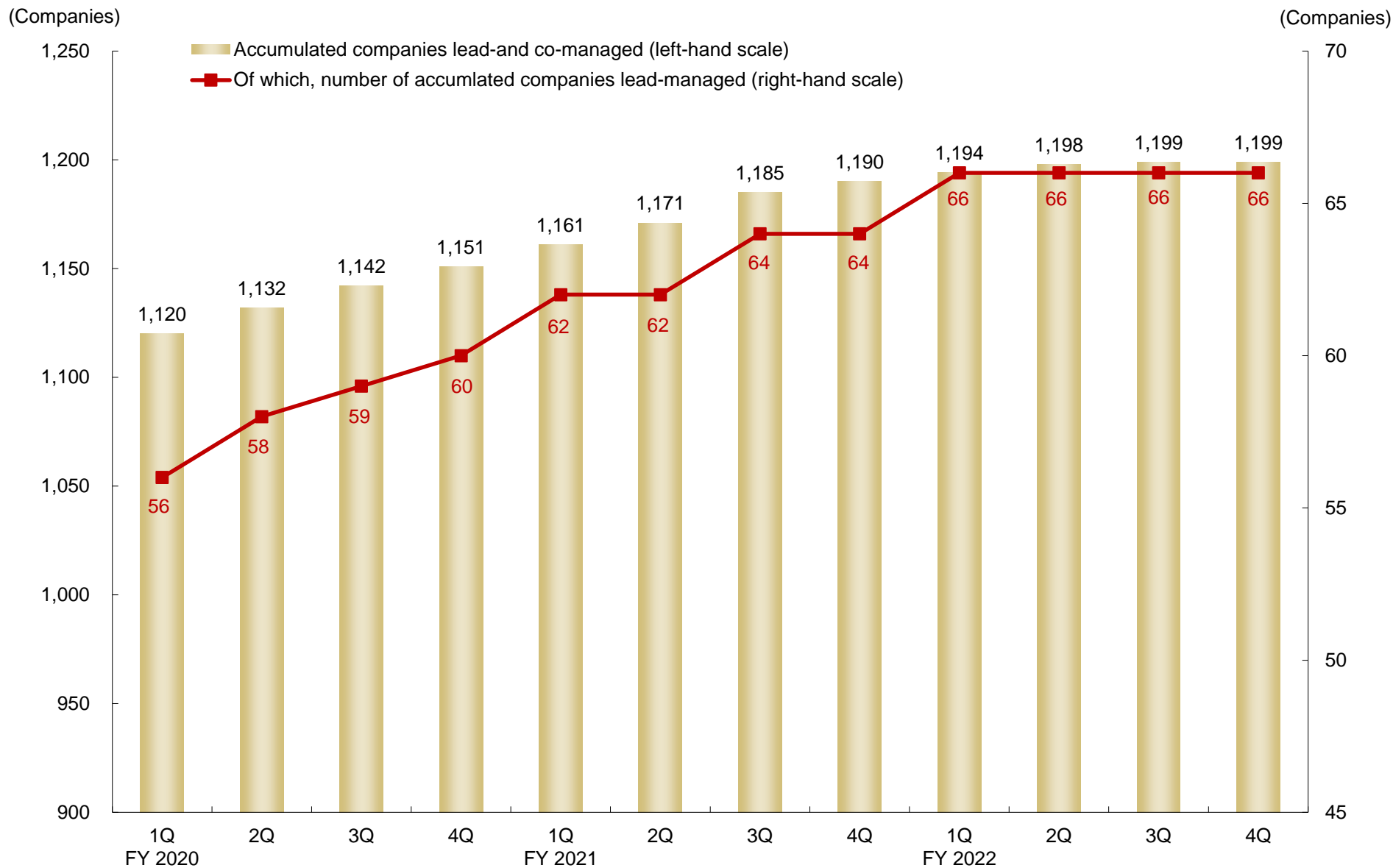
8. Accumulated Companies Lead- and Co-managed

(Companies)

(Companies)



9. Quarterly Accumulated Companies Lead- and Co-managed



- This document is produced by Ichiyoshi Securities Co., Ltd. (the “Company”), and nothing in this document shall be considered as an offer to sell or solicit an offer to buy any security, or other instrument, including securities issued by the Company.
- This document is based on Japanese accounting standards.
- No part of this document shall be reproduced, stored in a retrieval system or transmitted in any form or by any means, without the prior written permission of the Company.
- This document is based on the data as of March 31, 2023. (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

Japan Investment Advisers Association