

# IR Presentation for First quarter, year ending March 2024



Ichiyoshi Securities Co., Ltd.

July, 2023

# **I : Business Result (Consolidated)**

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- ◆ Operating revenue amounted to 4,580 million yen, an increase of 235 million yen (up 5.4%) from the year-earlier period.
- ◆ Current income amounted to 642 million yen, an increase of 242 million yen (up 60.7%) from the year-earlier period.
- ◆ Net income attributable to owners of parent amounted to 478 million yen, an increase of 215 million yen (up 82.1%) from the year-earlier period.

	(JPY mil.)				(JPY mil.)				
	FY 2022 1Q	FY 2023 1Q	Year-on- year (%)	Year-on- year	FY 2022				FY 2023
					1Q	2Q	3Q	4Q	1Q
Operating revenue	4,344	4,580	5.4%	235	4,344	4,184	4,102	4,034	4,580
Net operating revenue	4,335	4,569	5.4%	233	4,335	4,175	4,096	4,018	4,569
Operating cost & expenses	3,952	3,946	-0.1%	-5	3,952	3,821	3,838	3,847	3,946
Operating income	383	622	62.5%	239	383	354	257	170	622
Current income	399	642	60.7%	242	399	363	284	167	642
Extraordinary income & loss	-0	47	—	47	-0	2	-1	0	47
Income taxes	136	211	54.5%	74	136	128	110	82	211
Net income attributable to owners of parent	262	478	82.1%	215	262	237	172	85	478

## 2. Breakdown of Net Operating Revenue

- ◆ Commissions amounted to 4,471 million yen, an increase of 227 million yen (up 5.4%) from the year-earlier period, mainly due to increased in brokerage commissions.

	(JPY mil.)				(JPY mil.)				
	FY 2022 1Q	FY 2023 1Q	Year-on- year (%)	Year-on- year	FY 2022				FY 2023
					1Q	2Q	3Q	4Q	1Q
Commissions	4,243	4,471	5.4%	227	4,243	4,074	3,989	3,911	4,471
Gains on trading	7	20	181.7%	13	7	22	18	22	20
Other operating balance	49	44	-10.5%	-5	49	49	52	56	44
Interest & dividend income	35	33	-5.5%	-1	35	29	35	27	33
<b>Total</b>	<b>4,335</b>	<b>4,569</b>	<b>5.4%</b>	<b>233</b>	<b>4,335</b>	<b>4,175</b>	<b>4,096</b>	<b>4,018</b>	<b>4,569</b>

### 3. Breakdown of Commission Revenue

- ◆ Brokerage commissions on stocks amounted to 1,383 million yen, an increase of 297 million yen (up 27.4%) from the year-earlier period.
- ◆ Commissions from distribution of investment trusts amounted to 686 million yen, a decrease of 104 million yen (down 13.2%) from the year-earlier period.
- ◆ Commissions from other sources (mainly trust fees on investment trusts) amounted to 2,222 million yen, an increase of 174 million yen (up 8.5%) from the year-earlier period.

	(JPY mil.)				(JPY mil.)				
	FY 2022 1Q	FY 2023 1Q	Year-on-year (%)	Year-on-year	FY 2022				FY 2023
					1Q	2Q	3Q	4Q	1Q
Commissions	4,243	4,471	5.4%	227	4,243	4,074	3,989	3,911	4,471
Brokerage (Major item)									
Stocks	1,086	1,383	27.4%	297	1,086	1,104	1,182	1,094	1,383
Distribution (Major item)									
Investment trusts	791	686	-13.2%	-104	791	662	546	642	686
Commissions from other sources (Major items)									
Investment trusts (trust fees, etc.)	2,048	2,222	8.5%	174	2,048	2,111	2,084	2,030	2,222
Other than investment trusts	138	142	3.3%	4	138	140	124	111	142
Total	2,186	2,365	8.2%	178	2,186	2,252	2,209	2,142	2,365

<Reference>

(JPY 100 mil.)

Fund distribution	558	663	18.9%	105
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\* Including wrap-account fund sales

## 4. Breakdown of Gains or loss on Trading

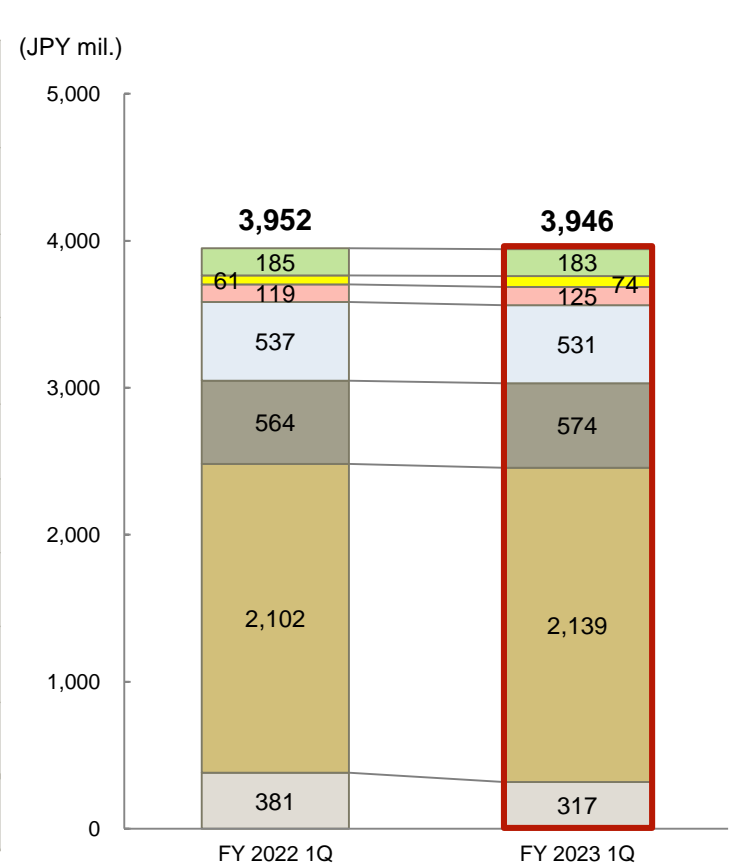
- ◆ Net gains on trading amounted to 20 million yen, an increase of 13 million yen (up 181.7%) from the year-earlier period, chiefly as net trading income on stocks increased.

	(JPY mil.)				(JPY mil.)				
	FY 2022 1Q	FY 2023 1Q	Year-on- year (%)	Year-on- year	FY 2022				FY 2023 1Q
					1Q	2Q	3Q	4Q	
Stocks, etc.	1	15	752.8%	14	1	13	18	18	15
Bonds • Forex, etc.	5	4	-10.6%	-0	5	9	0	4	4
(Bonds, etc.)	(1)	(0)	-88.5%	-1	(1)	(1)	(0)	(1)	(0)
(Forex, etc.)	(3)	(4)	31.3%	1	(3)	(7)	(-0)	(3)	(4)
<b>Total</b>	<b>7</b>	<b>20</b>	<b>181.7%</b>	<b>13</b>	<b>7</b>	<b>22</b>	<b>18</b>	<b>22</b>	<b>20</b>

## 5. Operating Cost and Expenses

- ◆ Operating cost and expenses amounted to 3,946 million yen, a decrease of 5 million yen (down 0.1%) from the year-earlier period, mainly decreased in transaction related expenses.

	FY 2022 1Q	FY 2023 1Q	Year-on- year (%)	Year-on- year
Transaction related expenses	381	317	-16.6%	-63
Personnel expenses	2,102	2,139	1.7%	36
Property related expenses	564	574	1.8%	9
Clerical expense	537	531	-1.1%	-5
Depreciation	119	125	4.4%	5
Public charges	61	74	21.5%	13
Provision of allowance for doubtful accounts	0	0	-86.2%	-0
Others	185	183	-0.9%	-1
<b>Total</b>	<b>3,952</b>	<b>3,946</b>	<b>-0.1%</b>	<b>-5</b>



<Reference> FY 2023 1Q fixed cost and variable cost (non-consolidated basis)

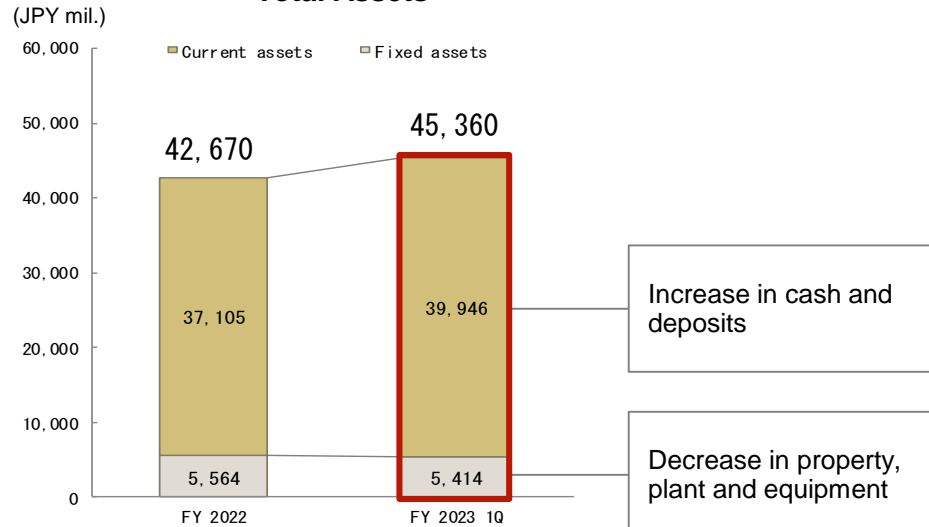
Fixed cost	2,914
Variable cost	789

(JPY mil.)

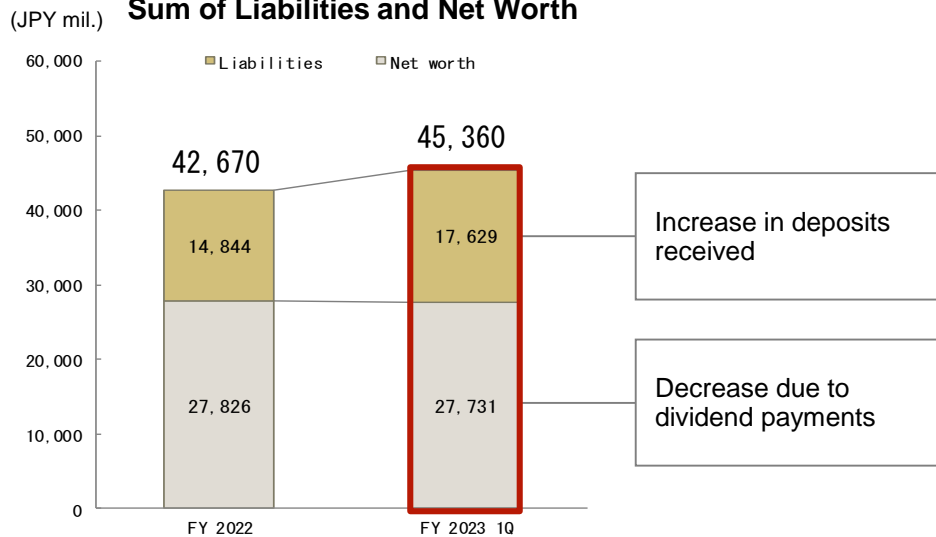
## Balance Sheets

## Financial Result

### Total Assets



### Sum of Liabilities and Net Worth



	FY 2023 1Q	Change from FY 2022 end.
Equity ratio (%)	61.1	-4.1
Net worth per share (JPY)	820.96	-2.82
Capital adequacy ratio (non-consolidated basis) (%)	529.3	23.5

	FY 2023 1Q	Year-on-year
EPS (JPY)	14.17	6.78
ROE (%)	1.7	0.8

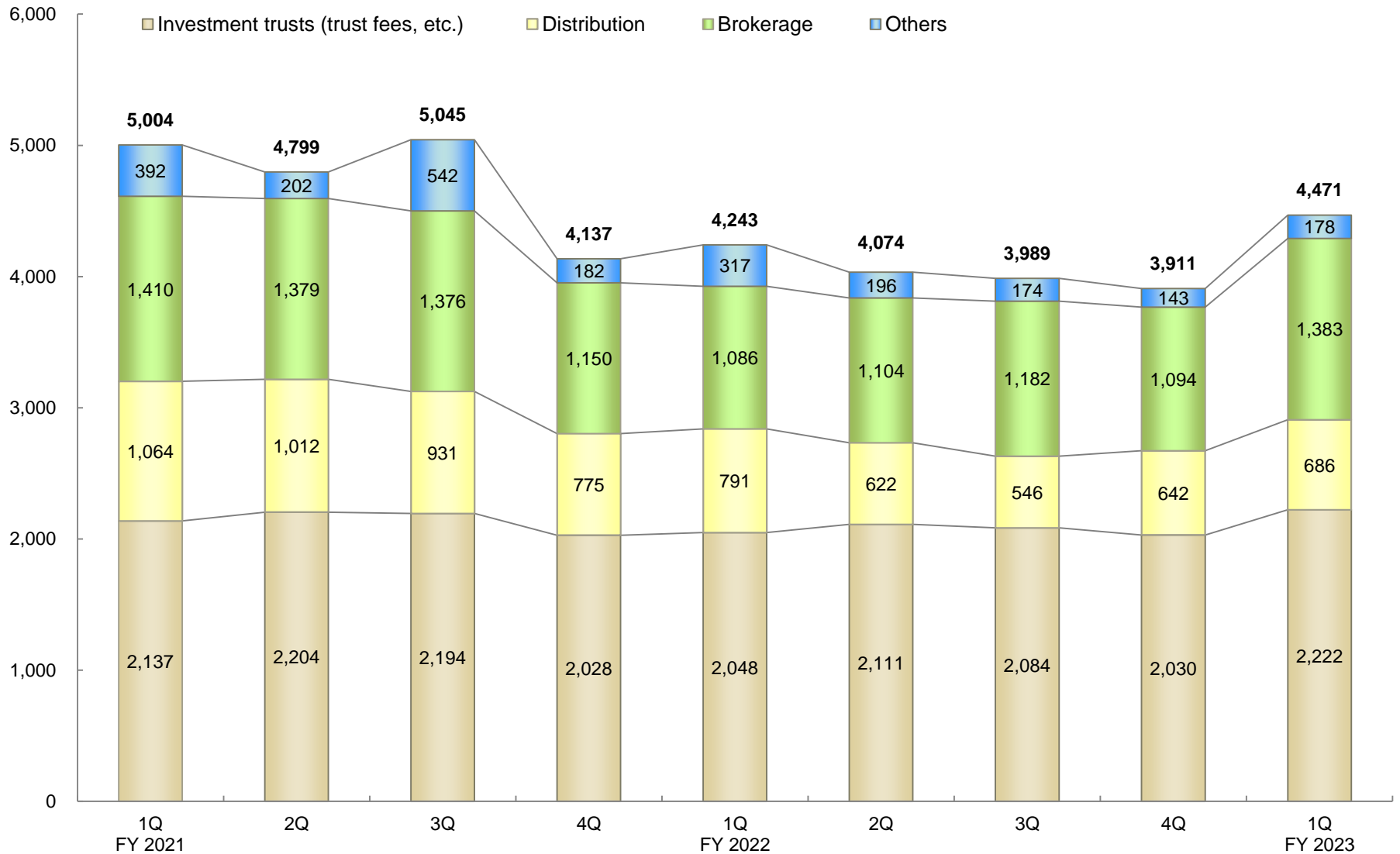


## **II : Business Circumstances**

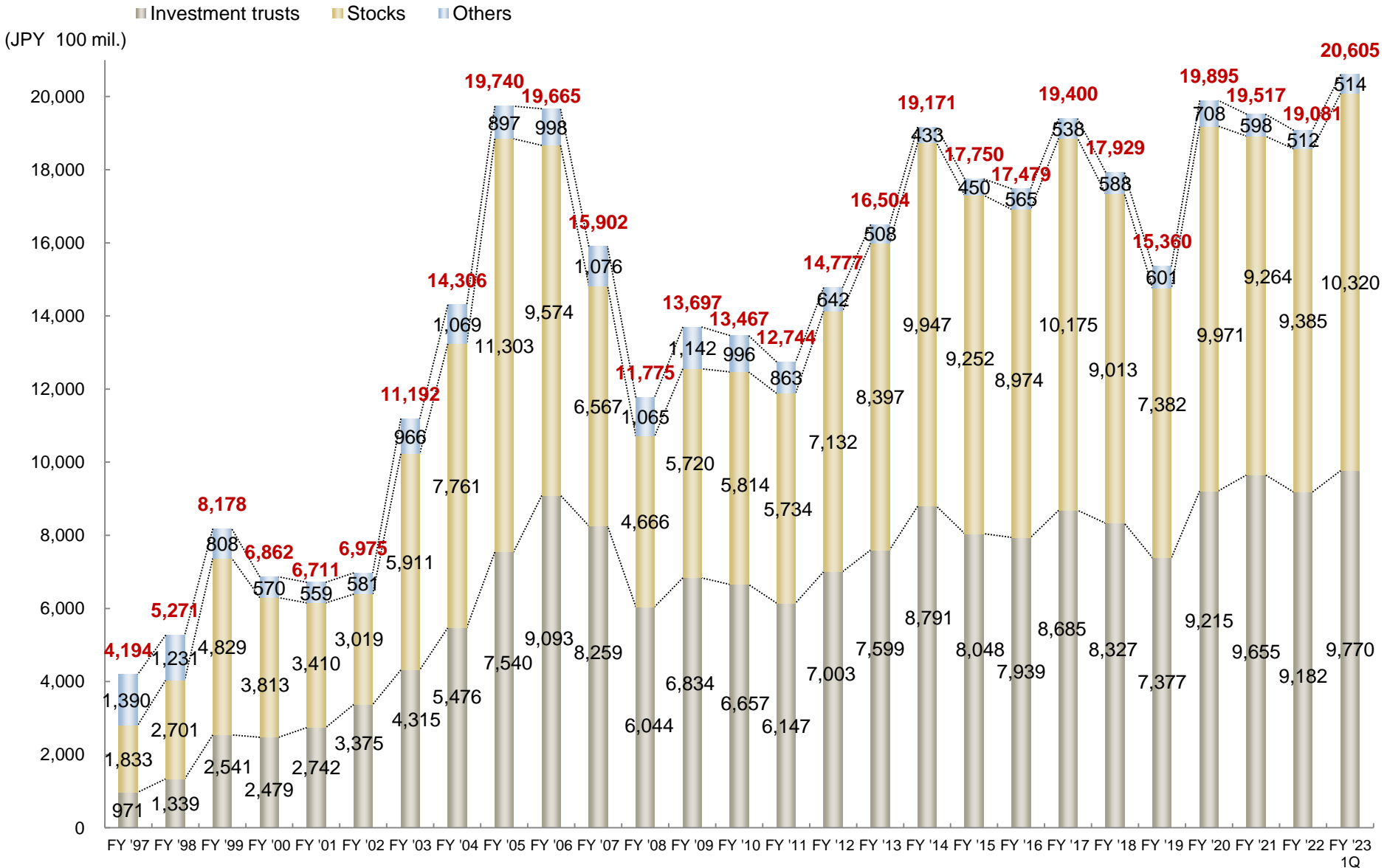
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# 1. Commission Revenue

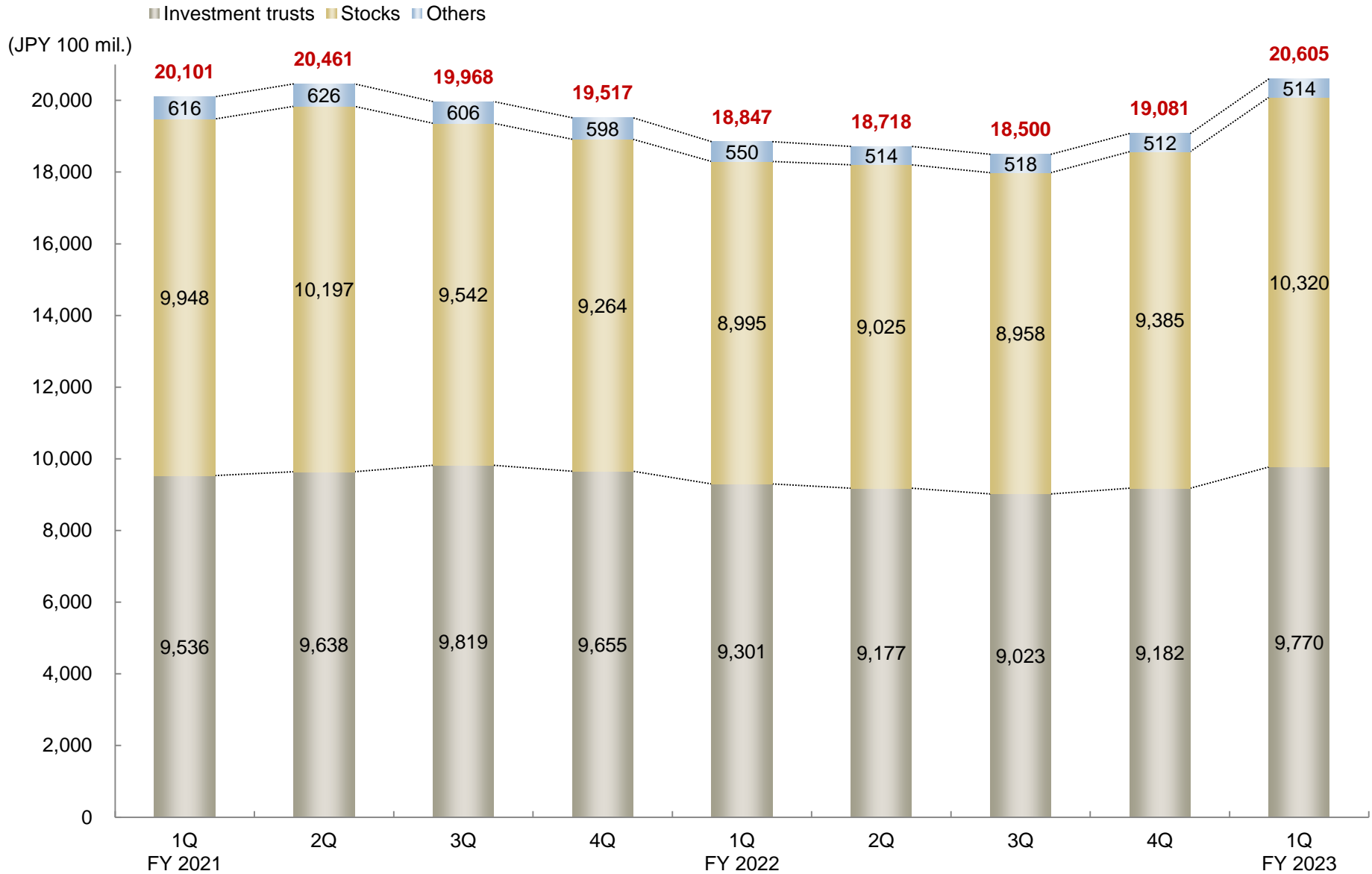
(JPY mil.)



## 2. Customer Assets in Custody



### 3. Quarterly Customer Assets in Custody

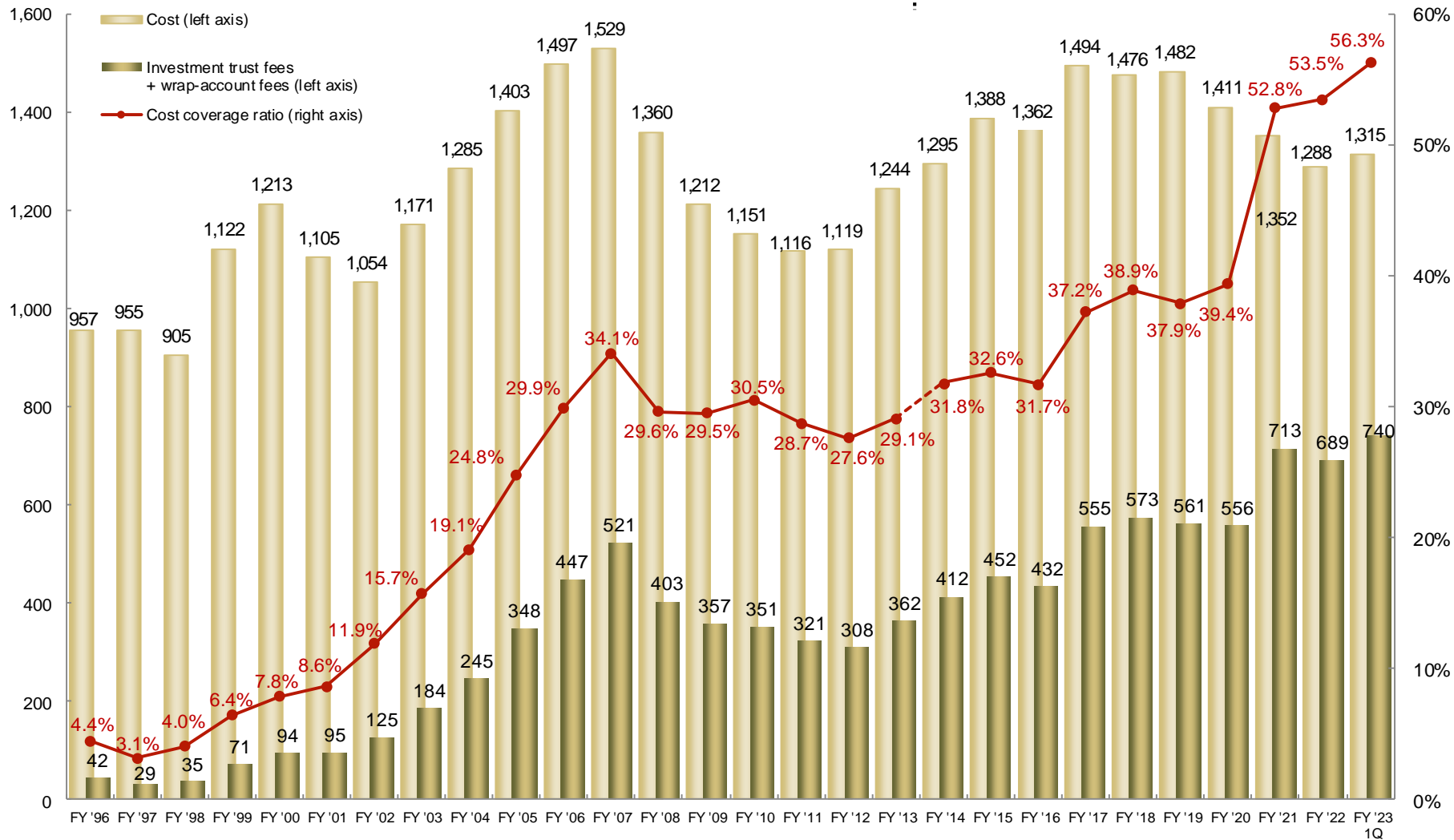


# 4. Trend of Investment Trust Fees and Its Cost Coverage (Month-end Average)

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

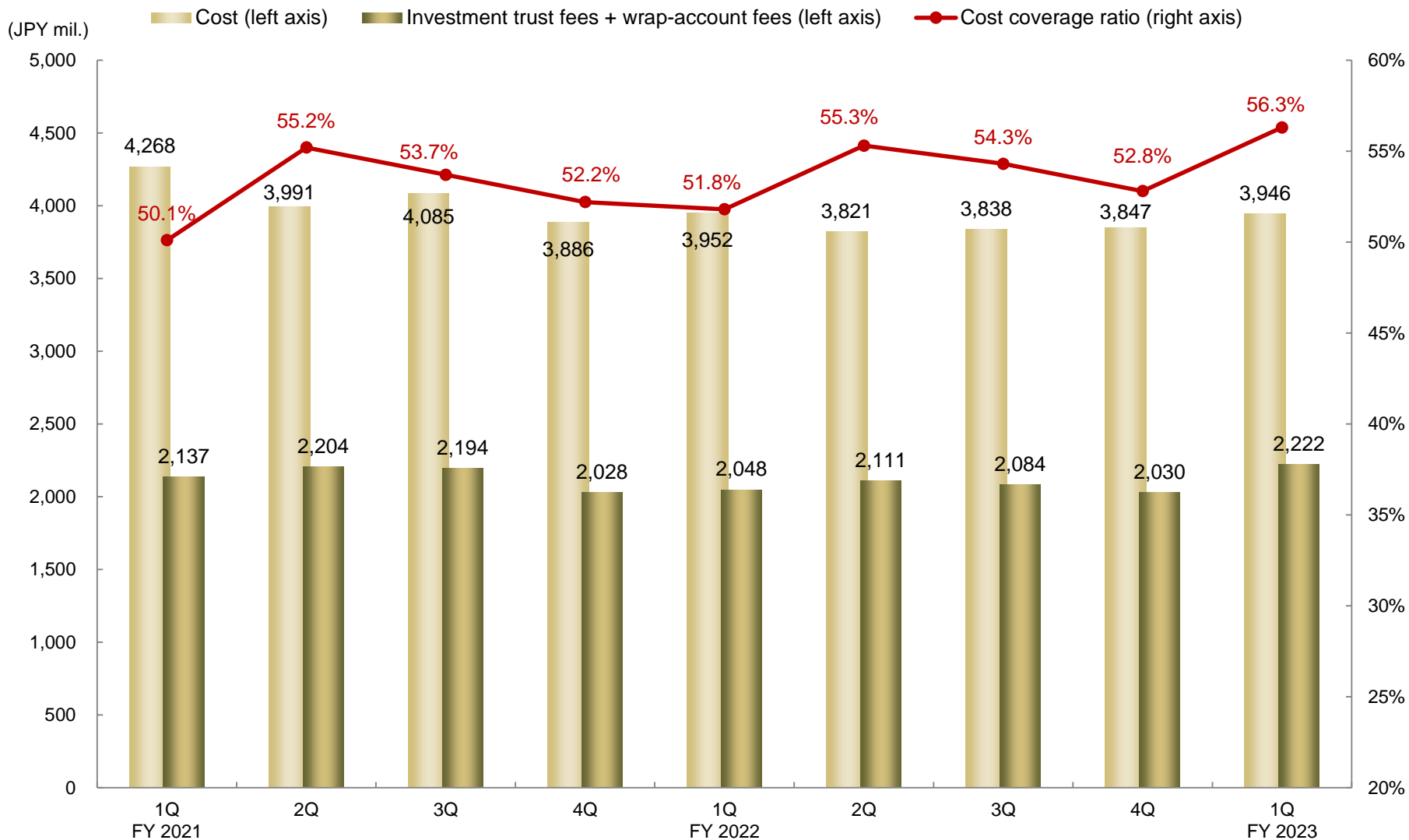
Parent company basis ← → Consolidated basis

(JPY mil.)



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

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

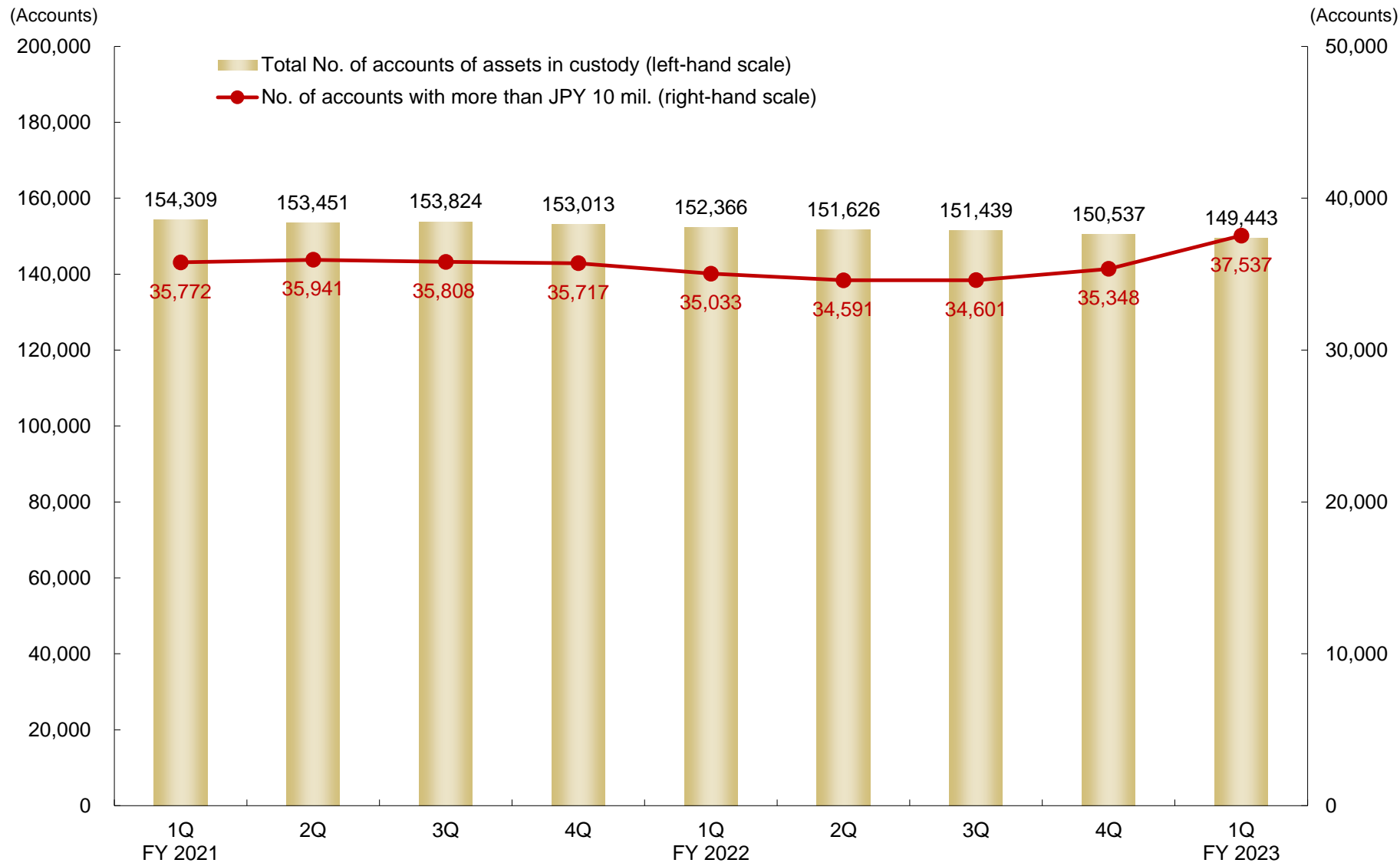


## 6. Top 5 Best Selling Investment Trust Funds (Total Amounts of 3 Months)

(JPY 100 mil.)

	FY 2021				FY 2022				FY 2023
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
BlackRock World High Dividend Equity Open								66	58
Ichiyoshi Japan Select Dividend Equity & J-REIT Fund (Quarterly Settlement Type/Asset Growth Type)				16	35	34	26	22	40
Ichiyoshi Global Equity Fund					17	41		11	33
Fidelity US REIT Fund (A / B / C / D)	27				25	32	30	26	23
Ichiyoshi Japan Growth Equities Fund		27	30	27					19
Pictet Global Income Equity Fund (Monthly Dividend)	32	26	20	47	60	33	22	22	
Ichiyoshi Small and mid cap Growth Companies Fund	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)	55	92	94	44	21				
Ichiyoshi SDGs Small Medium Size Equity Fund	34	23	28						

## 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.



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