

IR Presentation for Second quarter, year ending March 2024



Ichiyoshi Securities Co., Ltd.

October, 2023

I : Business Result (Consolidated)

- ◆ Operating revenue amounted to 9,168 million yen, an increase of 638 million yen (up 7.5%) from the year-earlier period.
- ◆ Current income amounted to 1,234 million yen, an increase of 471 million yen (up 61.7%) from the year-earlier period.
- ◆ Net income attributable to owners of parent amounted to 854 million yen, an increase of 354 million yen (up 70.8%) from the year-earlier period.

	(JPY mil.)				(JPY mil.)					
	FY 2022 2Q	FY 2023 2Q	Year-on- year (%)	Year-on- year	FY 2022				FY 2023	
					1Q	2Q	3Q	4Q	1Q	2Q
Operating revenue	8,529	9,168	7.5%	638	4,344	4,184	4,102	4,034	4,580	4,587
Net operating revenue	8,510	9,147	7.5%	636	4,335	4,175	4,096	4,018	4,569	4,578
Operating cost & expenses	7,773	7,922	1.9%	149	3,952	3,821	3,838	3,847	3,946	3,976
Operating income	737	1,224	66.1%	487	383	354	257	170	622	601
Current income	763	1,234	61.7%	471	399	363	284	167	642	592
Extraordinary income & loss	2	47	2,187.9%	45	-0	2	-1	0	47	0
Income taxes	265	427	61.3%	162	136	128	110	82	211	216
Net income attributable to owners of parent	500	854	70.8%	354	262	237	172	85	478	376

2. Breakdown of Net Operating Revenue

- ◆ Commissions amounted to 8,926 million yen, an increase of 608 million yen (up 7.3%) from the year-earlier period, mainly due to increased in brokerage commissions and other sources (mainly trust fees on investment trusts).

	(JPY mil.)				(JPY mil.)					
	FY 2022 2Q	FY 2023 2Q	Year-on-year (%)	Year-on-year	FY 2022				FY 2023	
					1Q	2Q	3Q	4Q	1Q	2Q
Commissions	8,318	8,926	7.3%	608	4,243	4,074	3,989	3,911	4,471	4,455
Gains on trading	29	53	81.7%	24	7	22	18	22	20	33
Other operating balance	98	102	4.3%	4	49	49	52	56	44	58
Interest & dividend income	64	64	0.3%	0	35	29	35	27	33	31
Total	8,510	9,147	7.5%	636	4,335	4,175	4,096	4,018	4,569	4,578

3. Breakdown of Commission Revenue

- ◆ Brokerage commissions on stocks amounted to 2,631 million yen, an increase of 440 million yen (up 20.1%) from the year-earlier period.
- ◆ Commissions from distribution of investment trusts amounted to 1,372 million yen, a decrease of 81 million yen (down 5.6%) from the year-earlier period.
- ◆ Commissions from other sources (mainly trust fees on investment trusts) amounted to 4,586 million yen, an increase of 425 million yen (up 10.2%) from the year-earlier period.

	(JPY mil.)				(JPY mil.)					
	FY 2022 2Q	FY 2023 2Q	Year-on-year (%)	Year-on-year	FY 2022				FY 2023	
					1Q	2Q	3Q	4Q	1Q	2Q
Commissions	8,318	8,926	7.3%	608	4,243	4,074	3,989	3,911	4,471	4,455
Brokerage (Major item)										
Stocks	2,190	2,631	20.1%	440	1,086	1,104	1,182	1,094	1,383	1,247
Distribution (Major item)										
Investment trusts	1,453	1,372	-5.6%	-81	791	662	546	642	686	685
Commissions from other sources (Major items)										
Investment trusts (trust fees, etc.)	4,160	4,586	10.2%	425	2,048	2,111	2,084	2,030	2,222	2,363
Other than investment trusts	279	282	1.1%	3	138	140	124	111	142	139
Total	4,439	4,868	9.7%	429	2,186	2,252	2,209	2,142	2,365	2,503

<Reference>

(JPY 100 mil.)

Fund distribution	953	917	-3.8%	-36
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* Including wrap-account fund sales

4. Breakdown of Gains or loss on Trading

- ◆ Net gains on trading amounted to 53 million yen, an increase of 24 million yen (up 81.7%) from the year-earlier period, chiefly as net trading income on stocks increased.

	(JPY mil.)				(JPY mil.)					
	FY 2022 2Q	FY 2023 2Q	Year-on- year (%)	Year-on- year	FY 2022				FY 2023	
					1Q	2Q	3Q	4Q	1Q	2Q
Stocks, etc.	15	44	194.4%	29	1	13	18	18	15	28
Bonds • Forex, etc.	14	9	-34.8%	-5	5	9	0	4	4	4
(Bonds, etc.)	(3)	(0)	(-73.9%)	(-2)	(1)	(1)	(0)	(1)	(0)	(0)
(Forex, etc.)	(11)	(8)	(-22.6%)	(-2)	(3)	(7)	(-0)	(3)	(4)	(3)
Total	29	53	81.7%	24	7	22	18	22	20	33

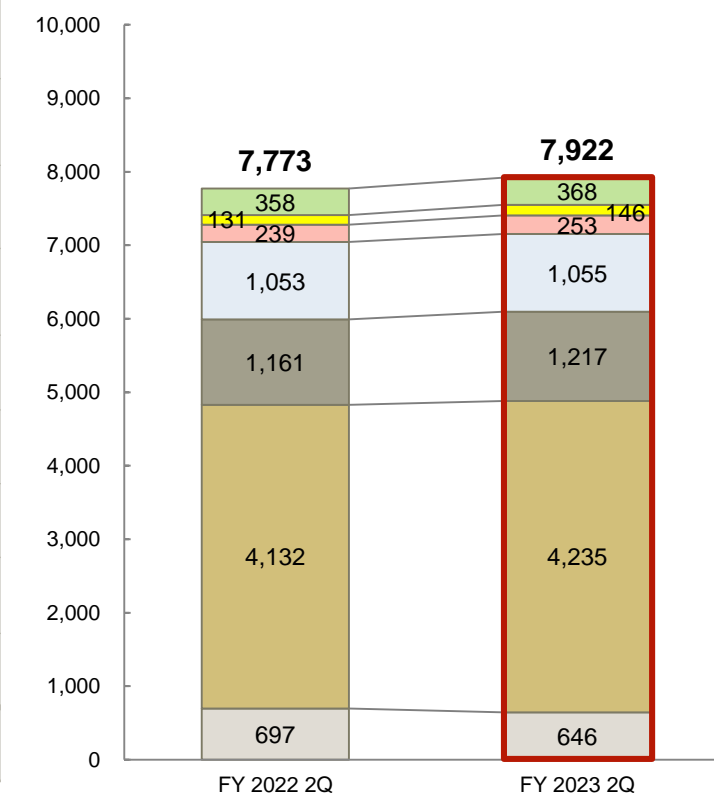
5. Operating Cost and Expenses

- ◆ Operating cost and expenses amounted to 7,922 million yen, an increase of 149 million yen (up 1.9%) from the year-earlier period, mainly increased in personnel expenses.

	FY 2022 2Q	FY 2023 2Q	Year-on- year (%)	Year-on- year
Transaction related expenses	697	646	-7.3%	-50
Personnel expenses	4,132	4,235	2.5%	103
Property related expenses	1,161	1,217	4.8%	55
Clerical expense	1,053	1,055	0.2%	1
Depreciation	239	253	6.0%	14
Public charges	131	146	11.2%	14
Provision of allowance for doubtful accounts	0	0	-86.7%	-0
Others	358	368	2.9%	10
Total	7,773	7,922	1.9%	149

(JPY mil.)

(JPY mil.)



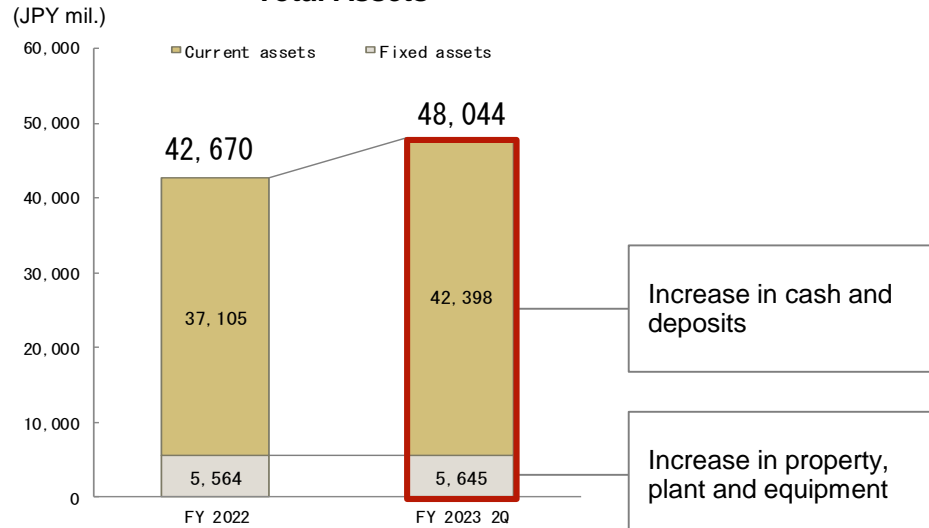
<Reference> FY 2023 2Q fixed cost and variable cost (non-consolidated basis)

Fixed cost	5,815
Variable cost	1,588

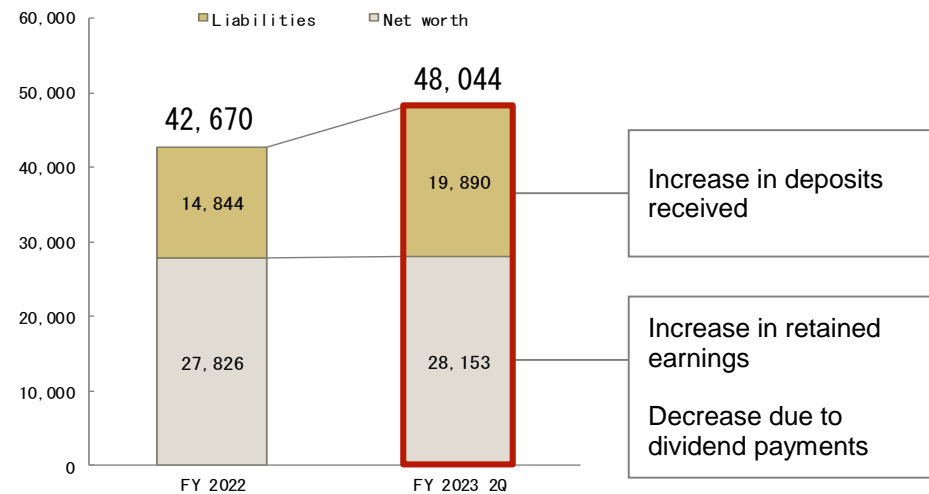
(JPY mil.)

Balance Sheets

Total Assets



Sum of Liabilities and Net Worth



Financial Result

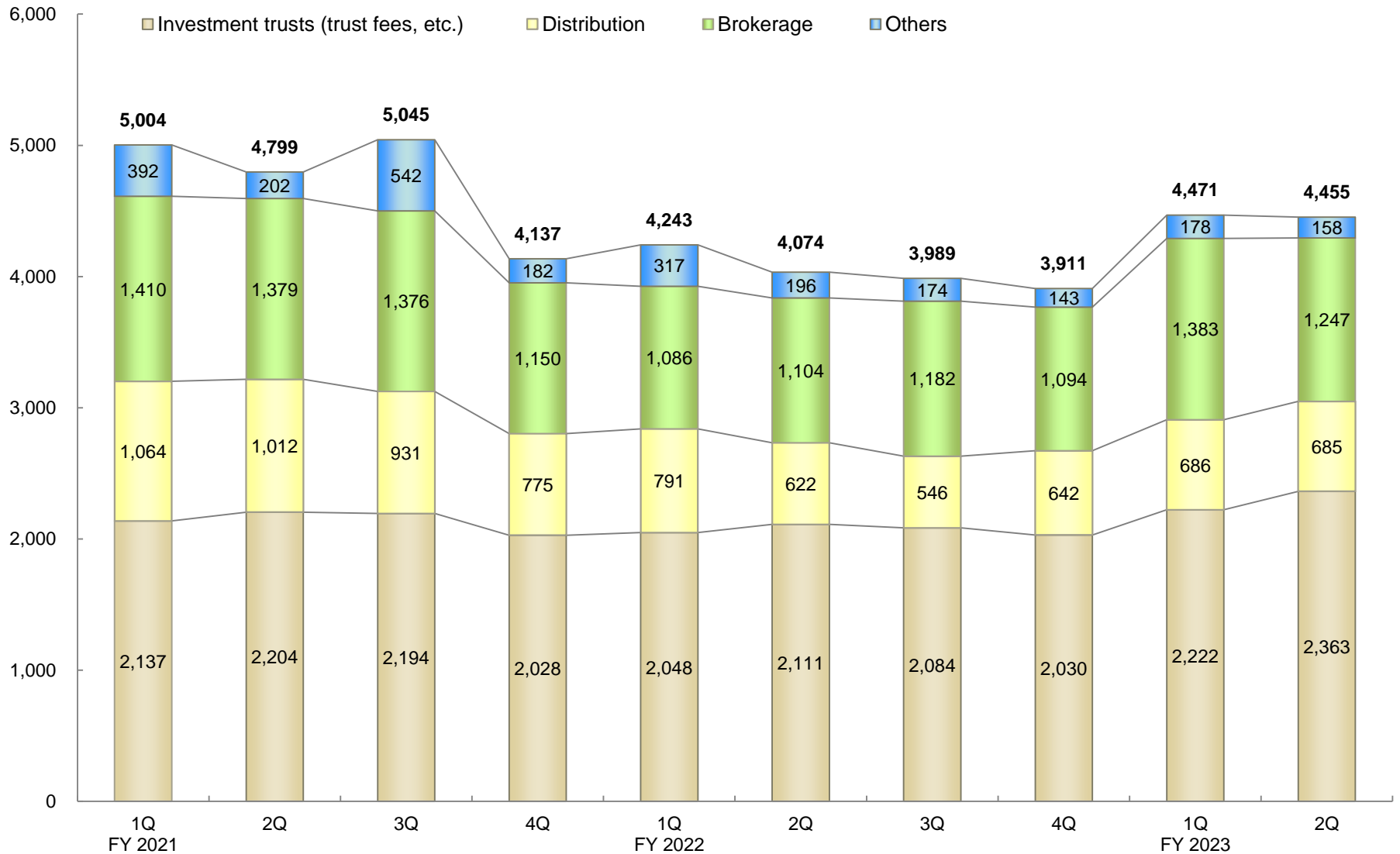
	FY 2023 2Q	Change from FY 2022 end.
Equity ratio (%)	58.6	-6.6
Net worth per share (JPY)	832.55	8.77
Capital adequacy ratio (non-consolidated basis) (%)	527.2	21.4

	FY 2023 2Q	Year-on-year
EPS (JPY)	25.31	10.97
ROE (%)	3.1	1.4

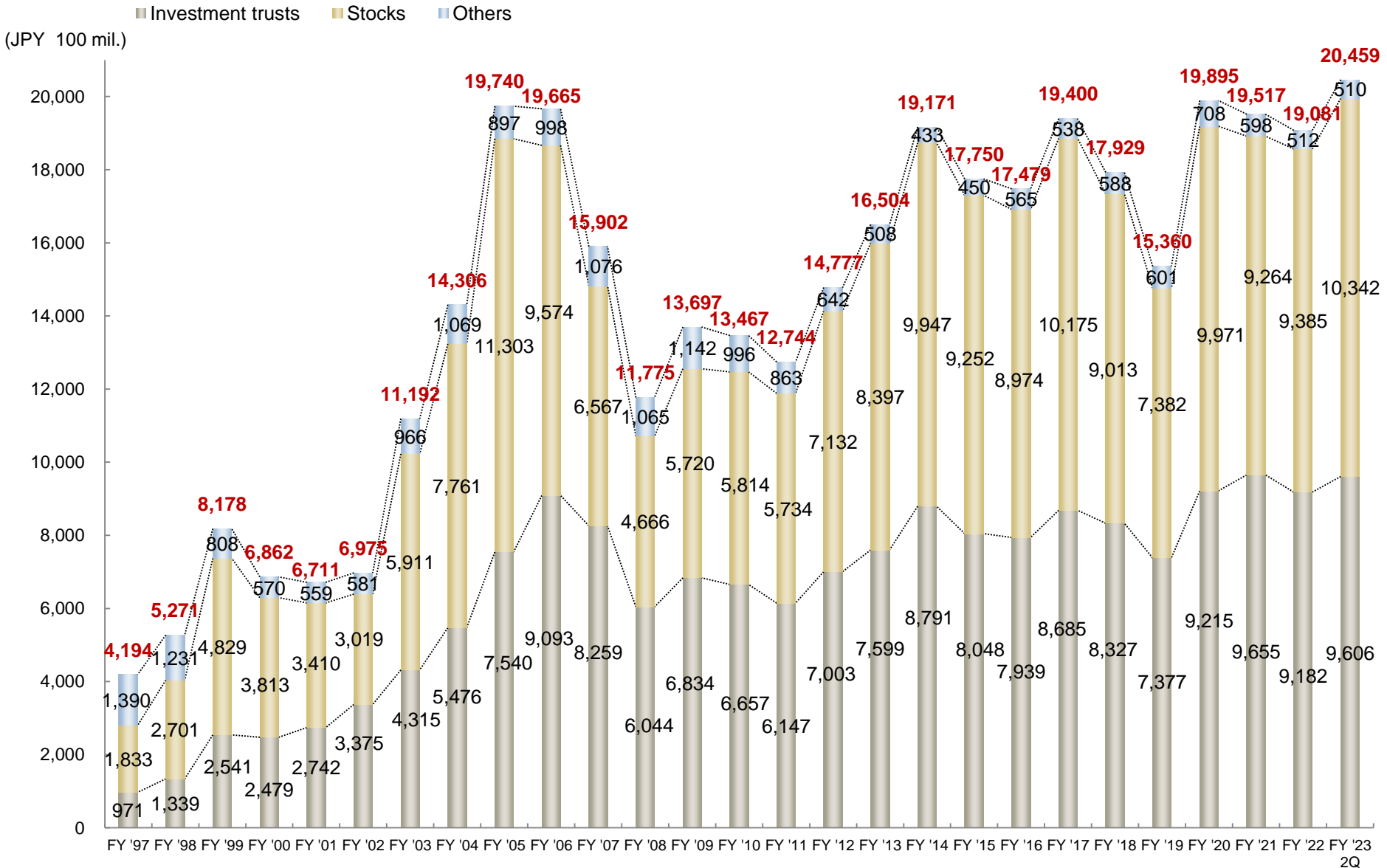
II : Business Circumstances

1. Commission Revenue

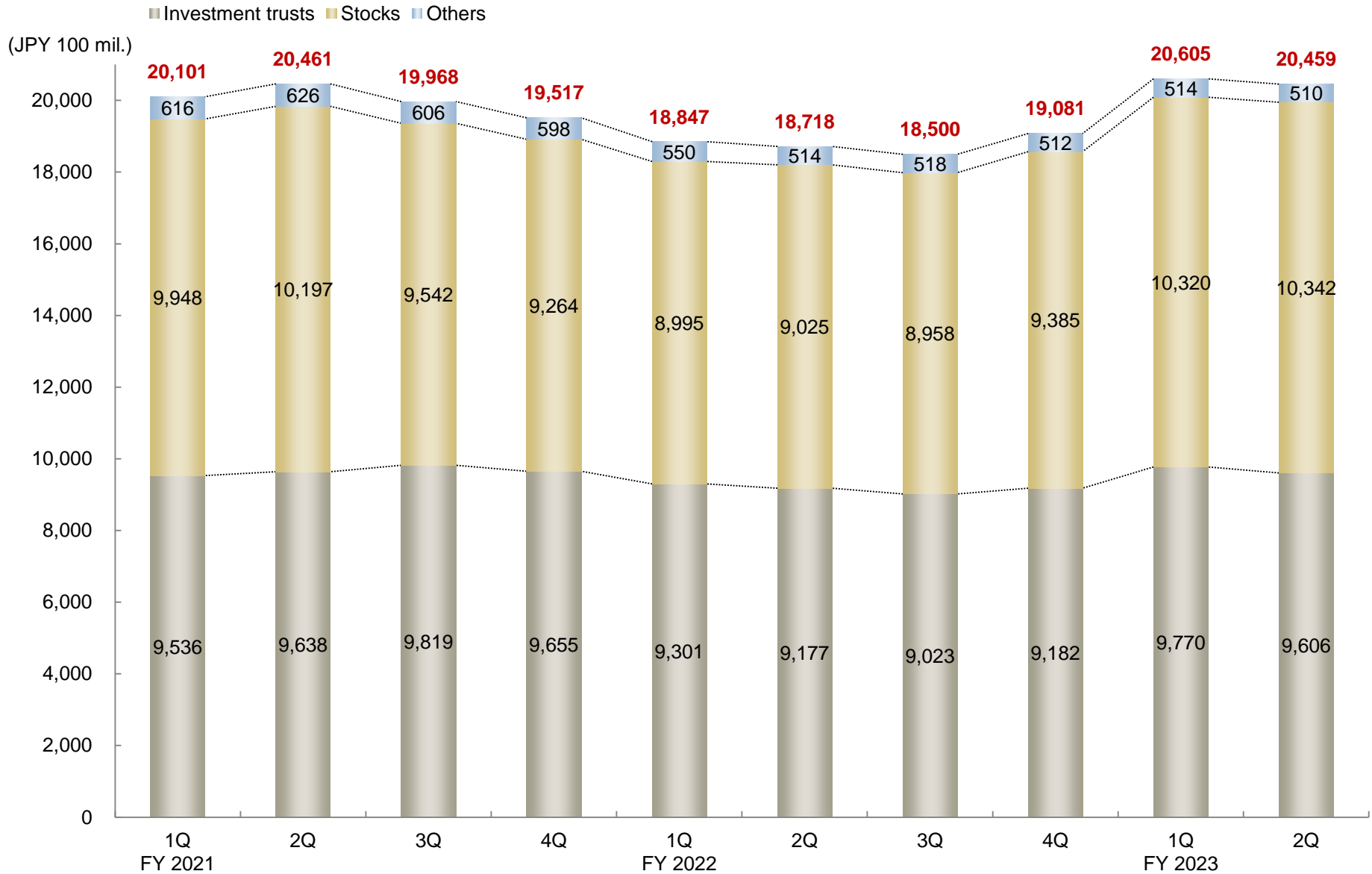
(JPY mil.)



2. Customer Assets in Custody



3. Quarterly Customer Assets in Custody

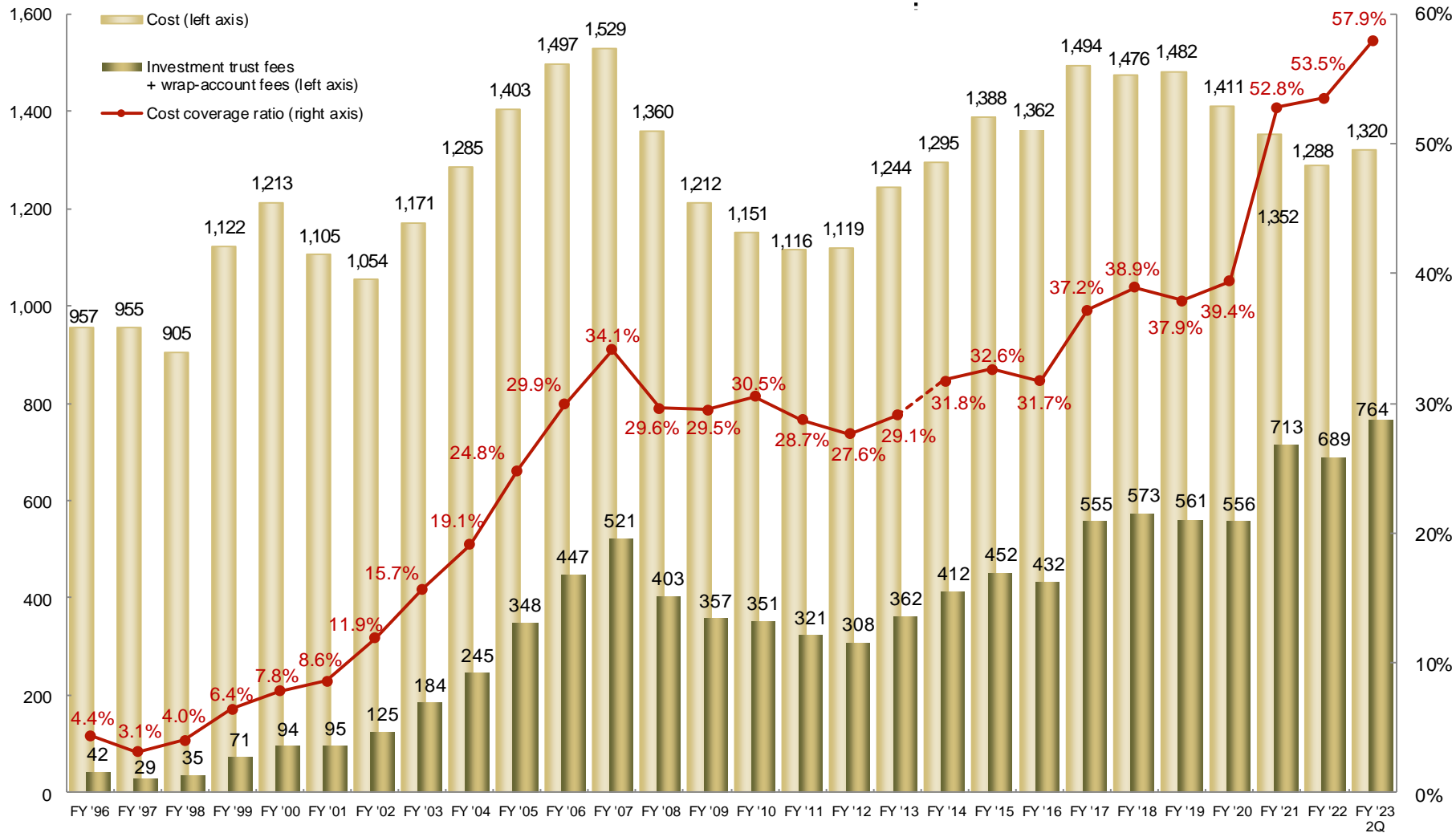


4. Trend of Investment Trust Fees and Its Cost Coverage (Month-end Average)

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

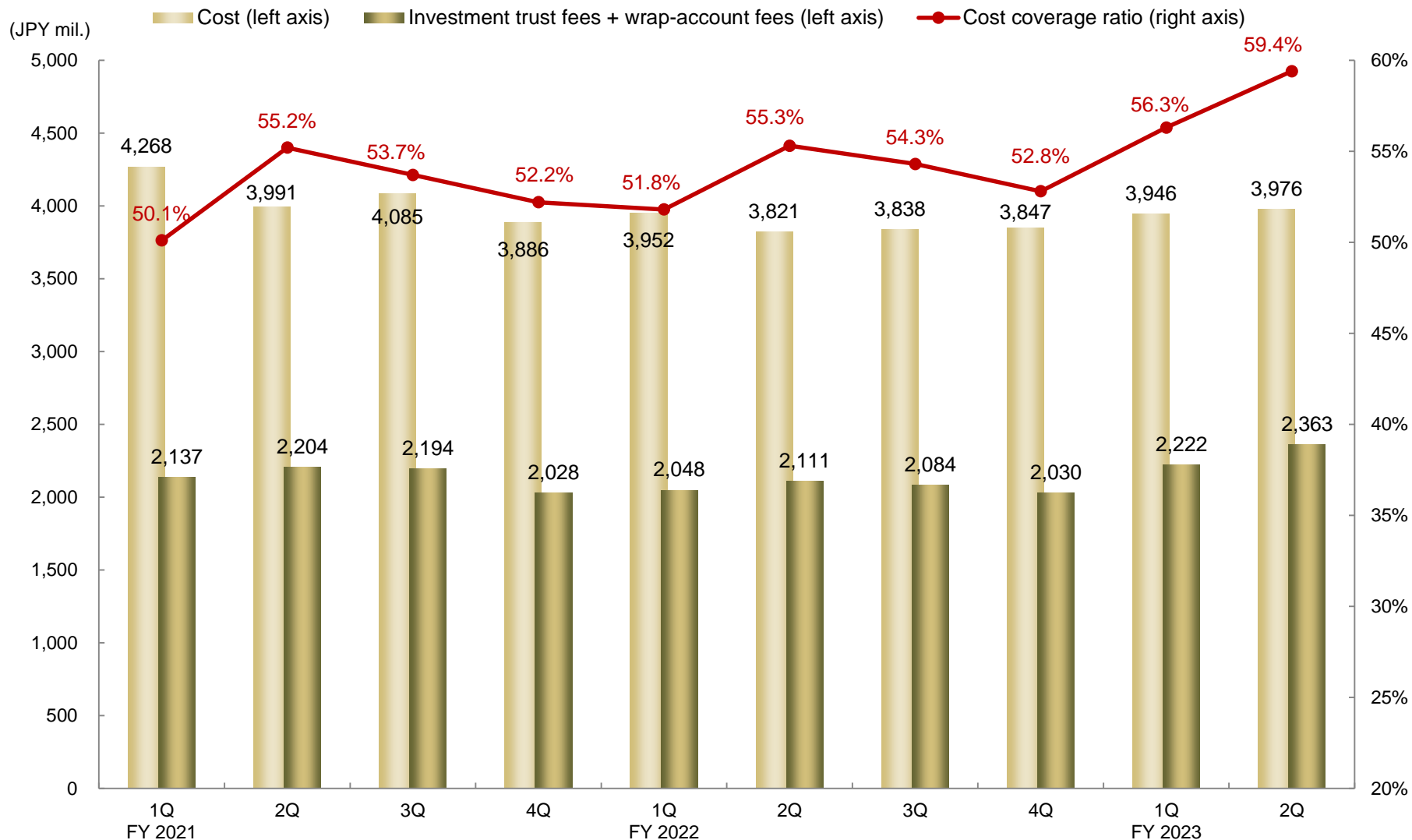
Parent company basis ← → Consolidated basis

(JPY mil.)



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

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

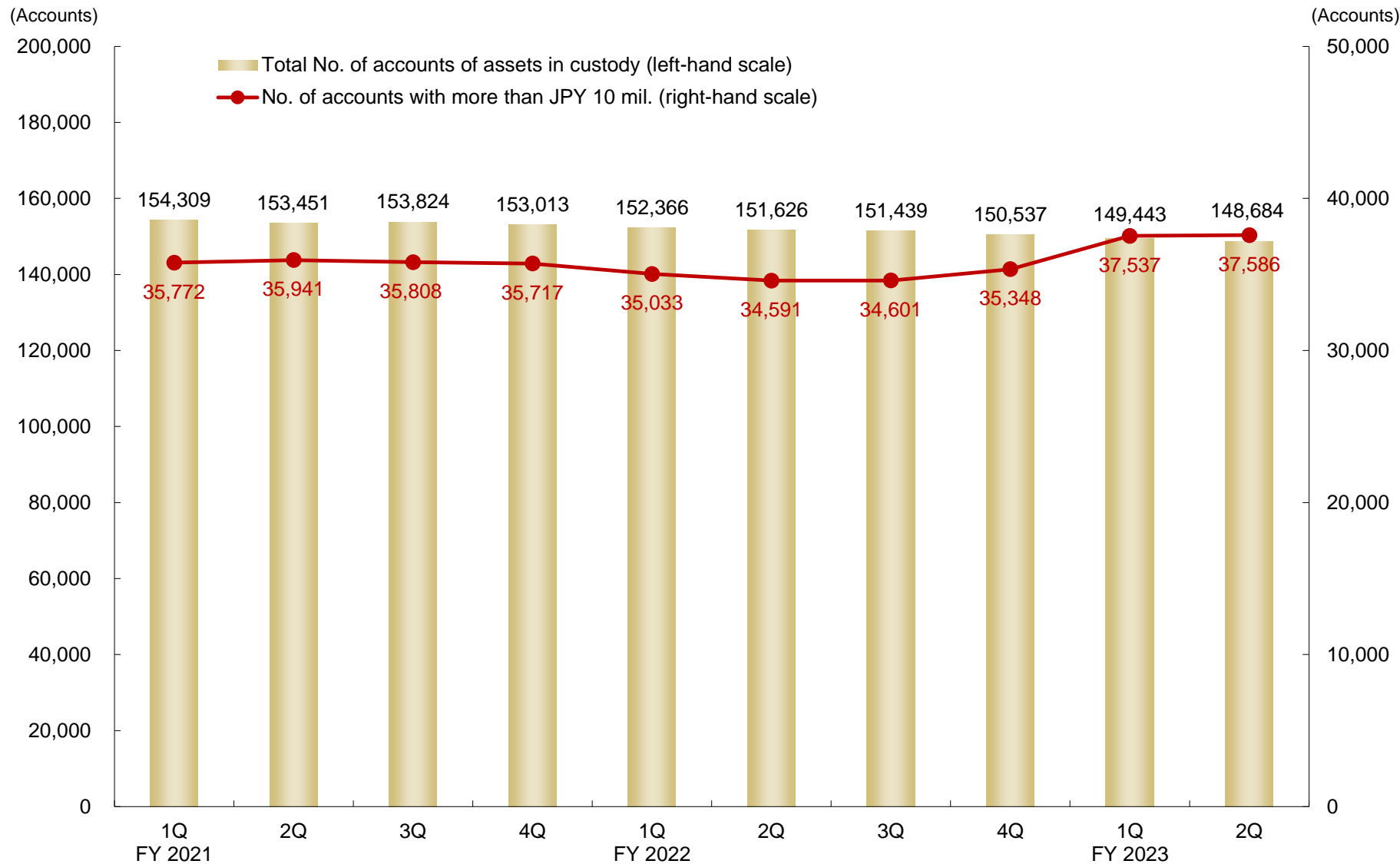


6. Top 5 Best Selling Investment Trust Funds (Total Amounts of 3 Months)

(JPY 100 mil.)

	FY 2021				FY 2022				FY 2023	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Ichiyoshi Global Equity Fund					17	41		11	33	92
Ichiyoshi Japan Select Dividend Equity & J-REIT Fund (Quarterly Settlement Type/Asset Growth Type)				16	35	34	26	22	40	58
BlackRock World High Dividend Equity Open								66	58	52
Fidelity US REIT Fund (A / B / C / D)	27				25	32	30	26	23	20
Ichiyoshi Invesco World Mid & Small Cap Growth Equity Fund										12
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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Ichiyoshi Securities Co., Ltd.

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