

IR Presentation

**The Second Qtr., Fiscal Year 2023 ending March 2024
(FYE Mar 2024)**

**Ichiro Goda
President and Representative Director**

November 22, 2023

未来をつなぐ、心をむすぶ。

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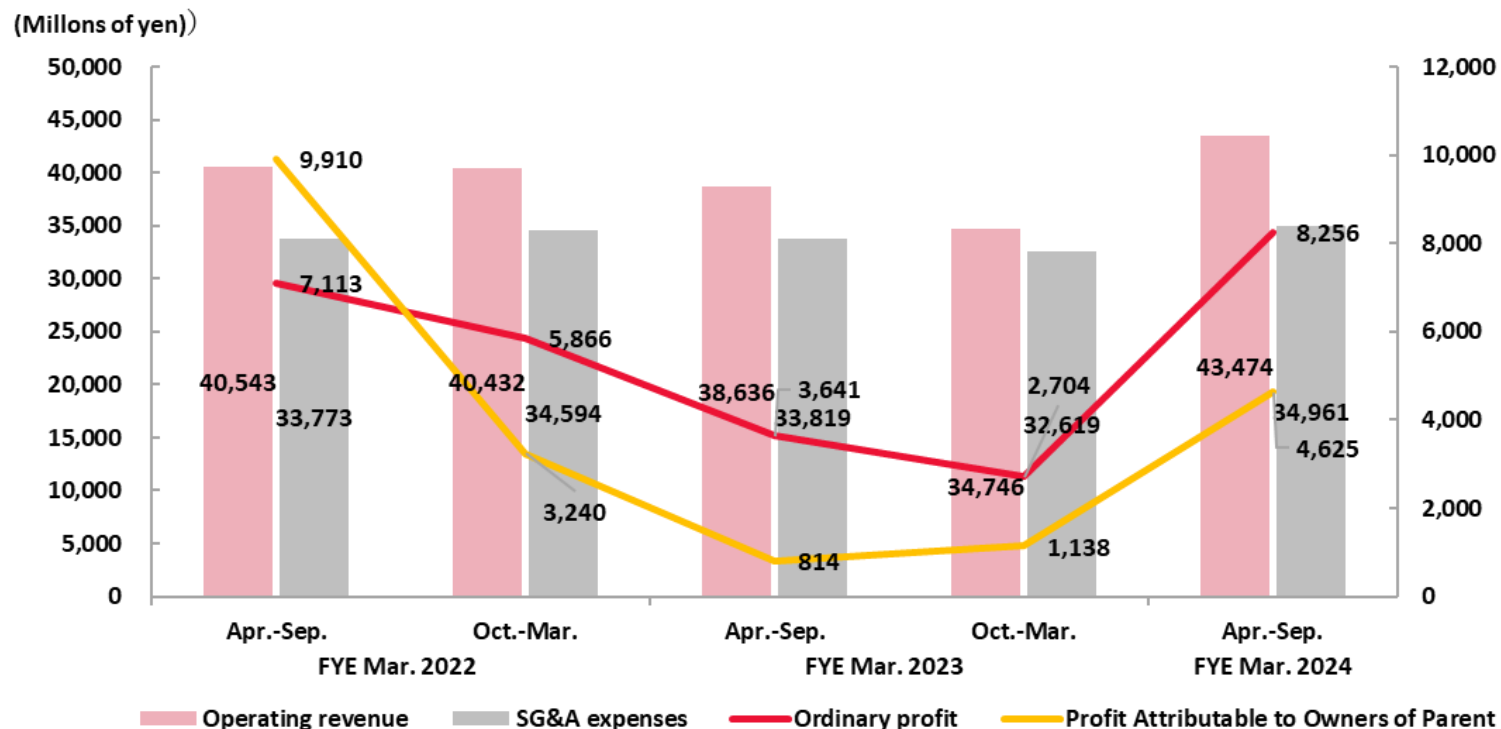
V . Capital Policy

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I . Performance Trends and Characteristics

I . Performance Trends and Characteristics

Half-year performance trends (TTFH)



Characteristics

(1) Recovery of TTSC's performance

- Recovery in Retail Sales Division (Retail, Wealth Management)
- Global Market Company' Solid Performance (Expand Foreign Equity and Derivatives Transactions, and Corporate Sales)

(2) Other

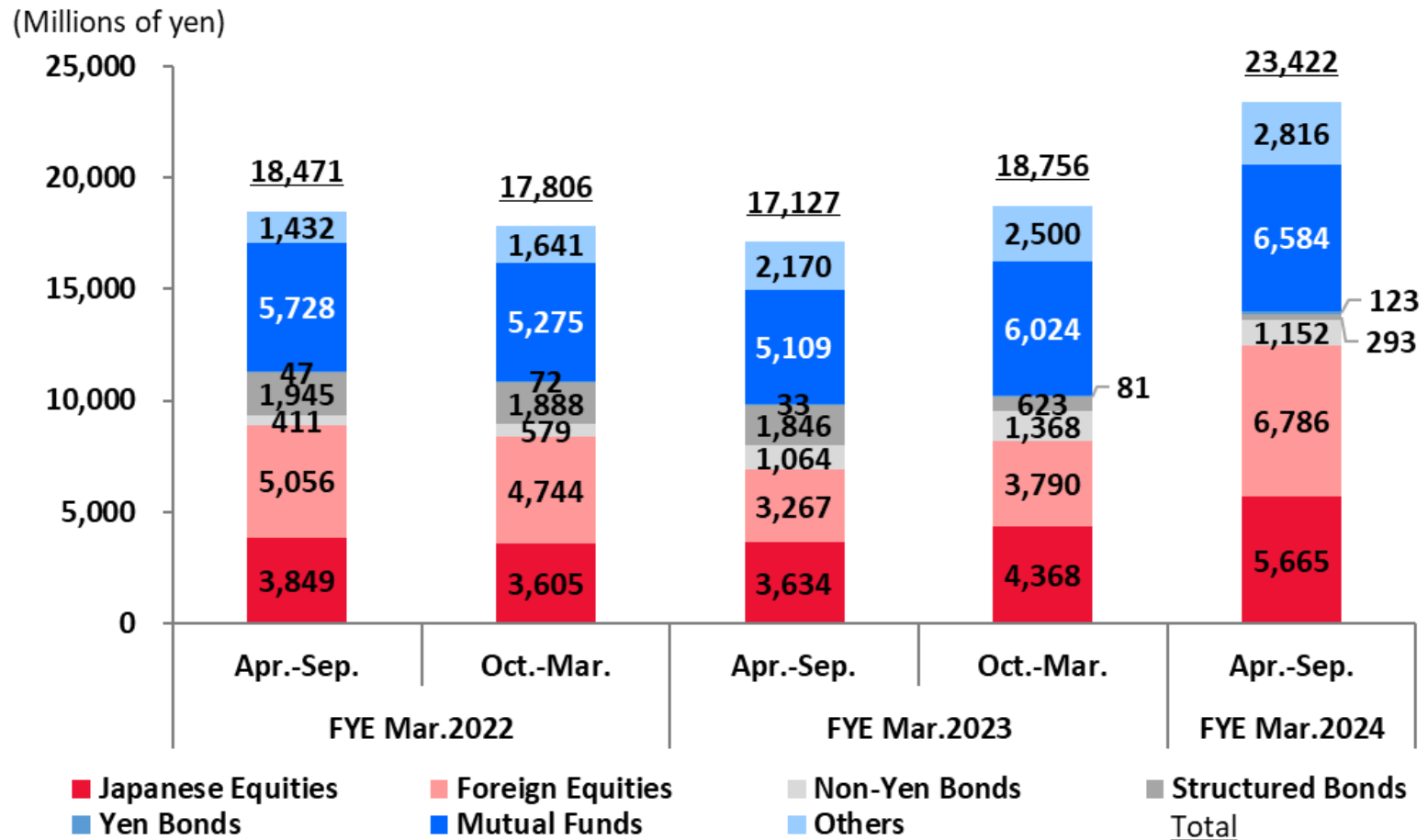
- Performance Recovery of JV Securities and Maruhachi Securities
- Stable insurance revenue
- Improve earnings contribution by investment company (TTGI*)
- *Tokai Tokyo Global Investment
- Increased ahead of the times DX investment

(3) Curbing on Expenditures

- Expenses except Personnel Expenses remained generally unchanged from the previous year.
- Operating office network reconfiguration, fixed cost containment and efficiency improvement

I . Performance Trends and Characteristics | Recovery of TTSC's performance

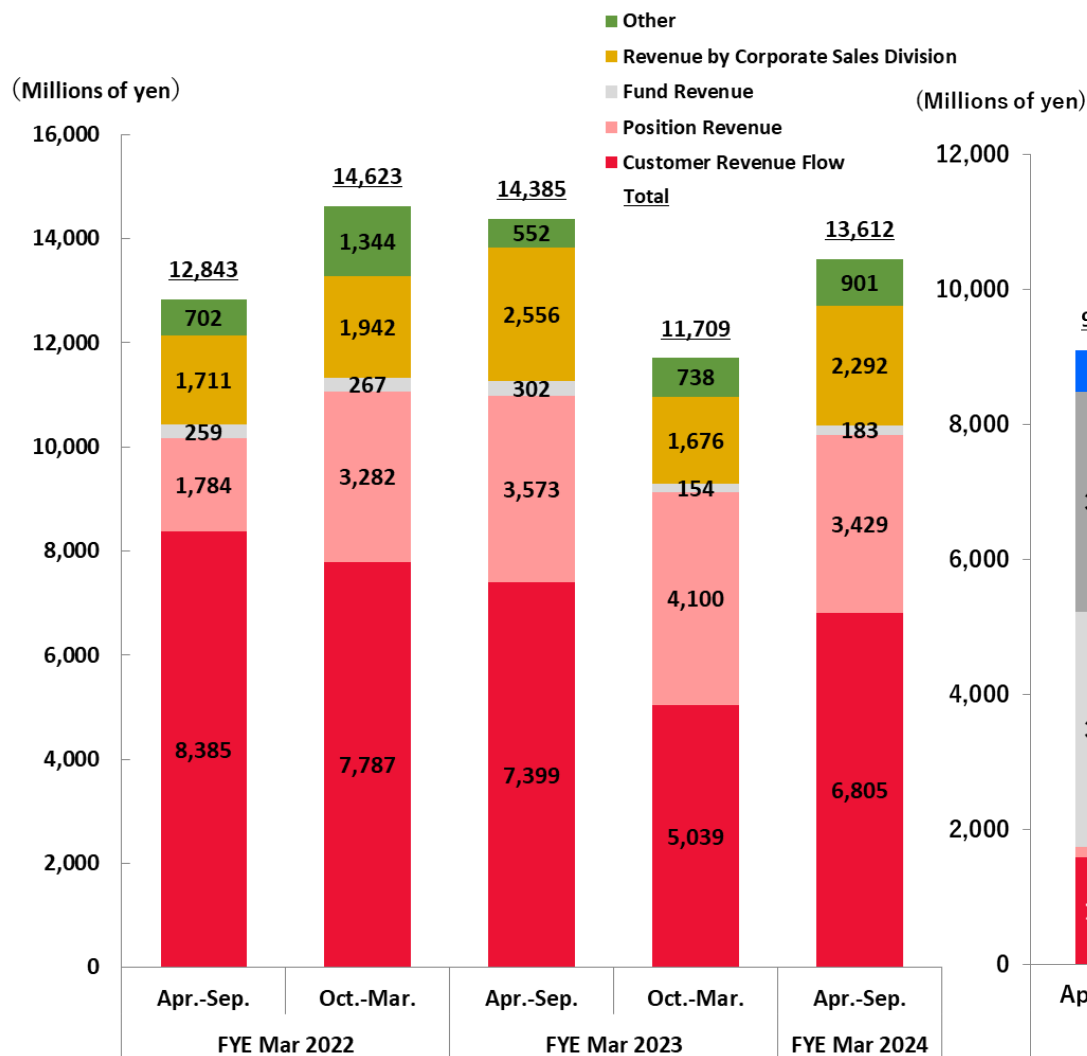
Revenue trends by product in Retail Sales Division



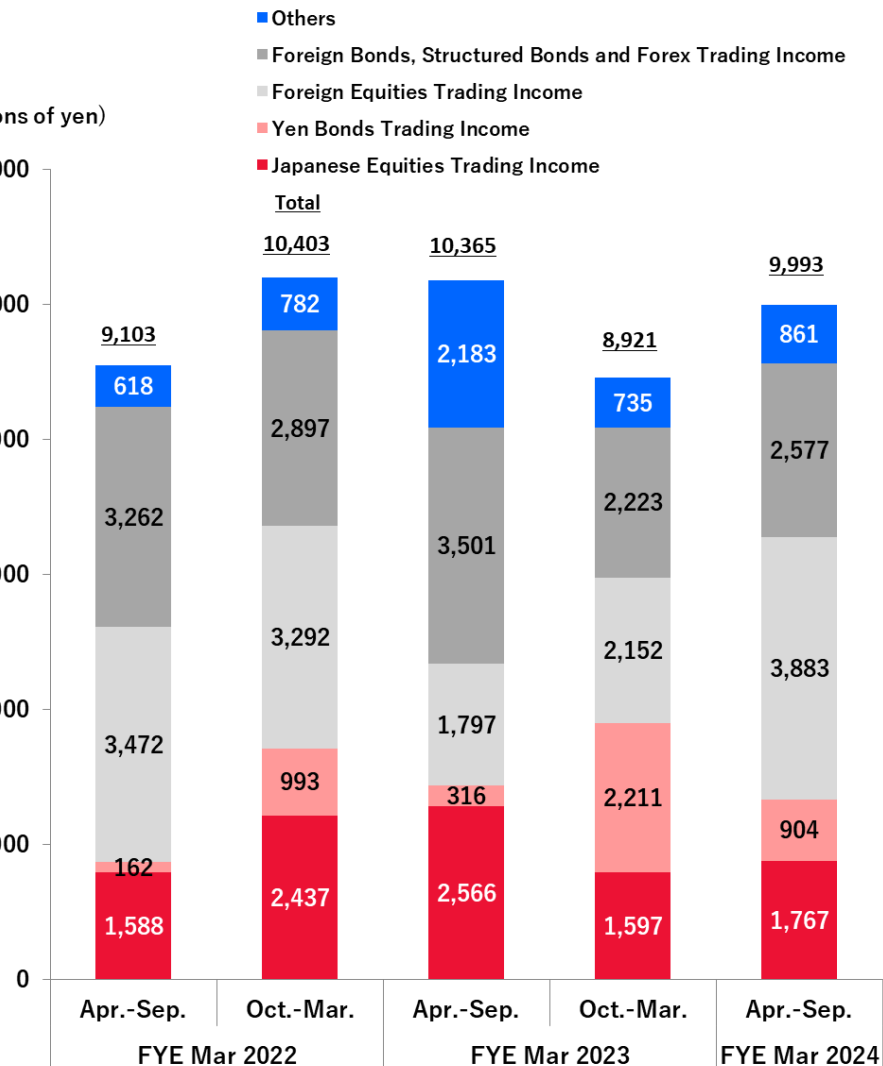
※Figures indicate the total revenue generated by Wealth Management Company, Retail Company、Multi-Channel Company、IFA Company.

I . Performance Trends and Characteristics | Recovery of TTSC's performance

Revenue sources breakdown of Global Market Company



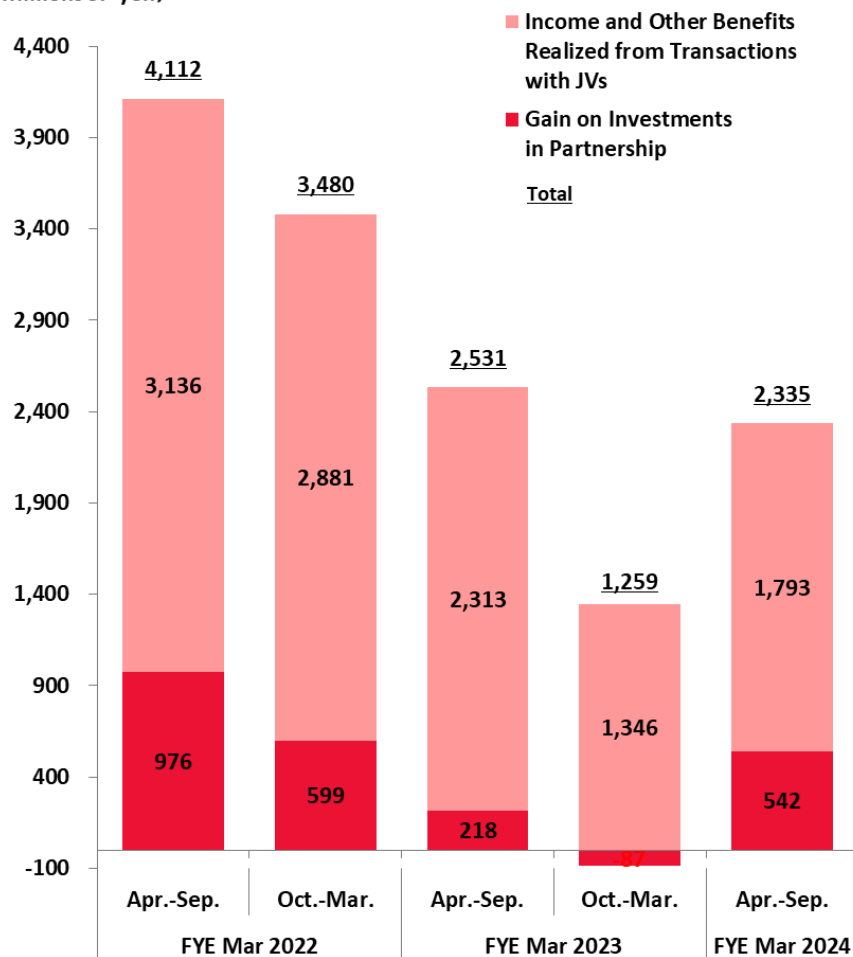
Market Division Revenue: Trend by product



I . Performance Trends and Characteristics | Recovery of JV's performance

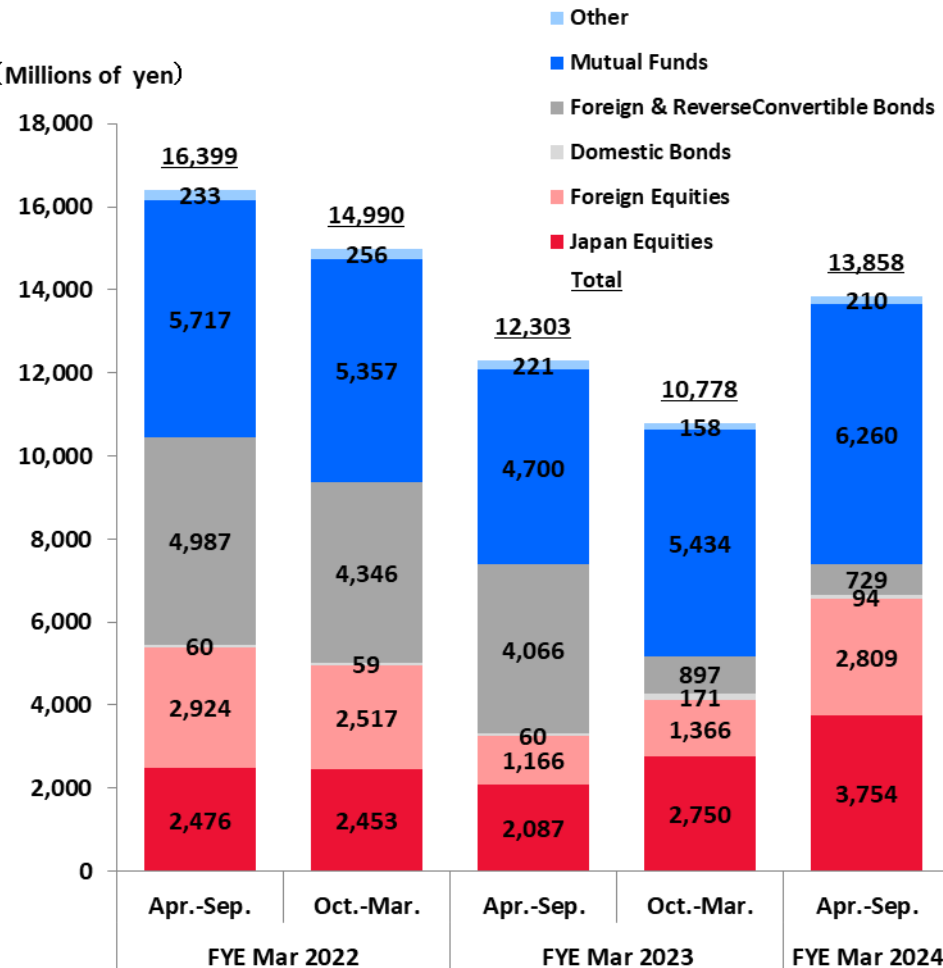
JV Securities Companies' contribution to Ordinary Income

(Millions of yen)



Revenue Trend by product (7 JVs combined)

(Millions of yen)



I . Performance Trends and Characteristics

Ordinary Profit from Subsidiaries, Affiliates, and Investees

	(Millions of yen)					
	FYE Mar. 2022		FYE Mar. 2023		FYE Mar. 2024	YoY % Change Apr.-Sep.
	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	
Tokai Tokyo Securities	4,285	4,638	1,773	1,228	7,665	332%
JV Securities Total	976	599	218	-87	542	149%
Tokai Tokyo Global Investments	425	-125	584	1,969	418	-28%
ACE Securities	720	352	-3	-	-	-
Maruhachi Securities	188	264	72	57	381	429%
Insurance (ETERNAL, Mebius)	242	380	352	462	409	16%
M&A (Pinnacle, Pinnacle TT Solution, Mafolova)	16	-40	-44	5	65	-
Digital Operations (Subsidiaries + Equity Method						
Affiliates' Profit and Loss as proportionally	-309	-933	-1,271	-1,578	-1,559	-
recognized) ※						
Others	570	731	1,961	646	333	-83%
Total Consolidated ordinary Profit (loss)	7,113	5,866	3,641	2,703	8,256	127%

※ The figure of this contributing category is calculated as the sum of (1) Ordinary profit and loss earned by CHEER Securities and TTDP, and (2) evaluated gain or loss on a pro-rata basis from equity-method affiliates including Money Design Co., Ltd., Hash Dash Holdings, and Digital Platformer.

I . Performance Trends and Characteristics

Selling, General and Administrative Expenses (Consolidated)

(Millions of yen)

	FYE Mar. 2022		FYE Mar. 2023		FYE Mar. 2024	YoY Change	YoY % Change
	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	Apr.-Sep.	Apr.-Sep.
Trading Related Expenses	6,402	6,724	6,506	5,921	6,187	-318	-5%
Personnel Expenses	16,085	16,234	15,651	15,184	16,772	1,121	7%
Real Estate Expenses	3,875	3,856	3,924	3,660	3,830	-94	-2%
Office Expenses	4,100	4,545	4,207	4,427	4,453	245	6%
Depreciation	1,389	1,513	1,534	1,746	1,703	169	11%
Other	1,919	1,719	1,994	1,679	2,012	18	1%
Total SG&A Expenses	33,773	34,594	33,819	32,619	34,961	1,142	3%

I . Performance Trends and Characteristics

Selling, General and Administrative Expenses (Consolidated, (Fixed Cost + Variable Cost))

(Millions of yen)		FYE Mar.2022		FYE Mar.2023		FYE Mar.2024	YoY Change Apr.-Sep.	YoY % Change Apr.-Sep.
		Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.		
Fixed Expenses	Trading Related Expenses	2,310	2,405	2,503	2,420	2,480	-23	-1%
	Personnel Expenses	13,399	13,252	13,316	12,952	13,865	549	4%
	Real Estate Expenses	3,875	3,856	3,814	3,660	3,830	15	0%
	Office Expenses	3,522	3,863	3,470	3,716	3,592	122	4%
	Depreciation	1,389	1,513	1,534	1,746	1,703	169	11%
	Other	1,919	1,719	1,883	1,679	1,972	88	5%
	Total (Fixed Expenses)	26,417	26,611	26,522	26,175	27,444	922	3%
Variable Expenses	Trading Related Expenses	4,092	4,319	4,002	3,501	3,707	-294	-7%
	the portion paid to partners with whom we run security brokerage operation jointly.	1,066	666	606	218	243	-362	-60%
	Personnel Expenses	2,685	2,982	2,335	2,231	2,907	572	24%
	Real Estate Expenses	-	-	110	-	-	-110	-100%
	Office Expenses	577	681	737	711	860	123	17%
	Other	-	-	111	-	40	-70	-63%
	Total (Variable Expenses)	7,355	7,983	7,296	6,444	7,516	220	3%
Total SG&A Expenses		33,773	34,594	33,819	32,619	34,961	1,142	3%

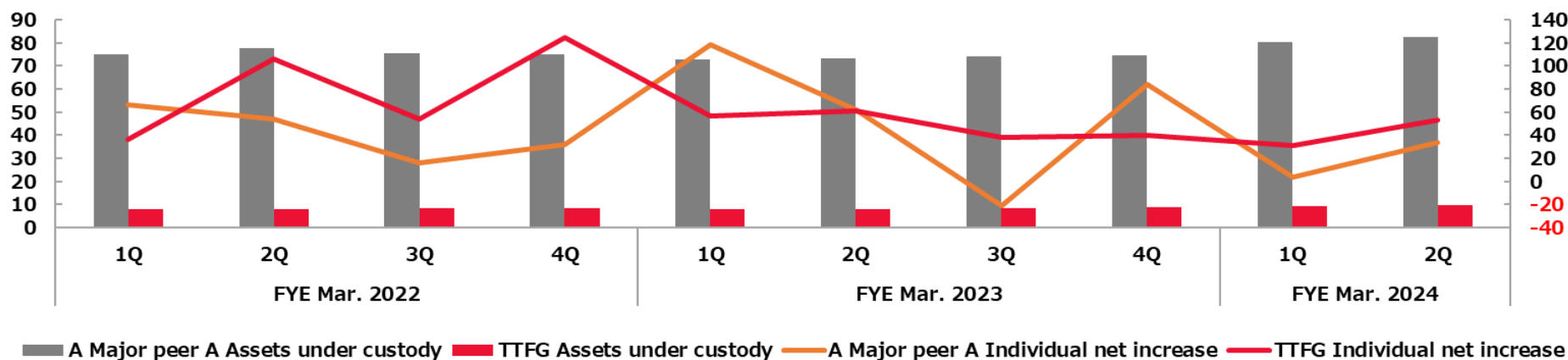
I . Performance Trends and Characteristics

Comparison with a major peer A re; Asset under Custody and Net Inflow

Comparative Advantage: net increase in assets

(Trillions of yen)

(Billions of yen)

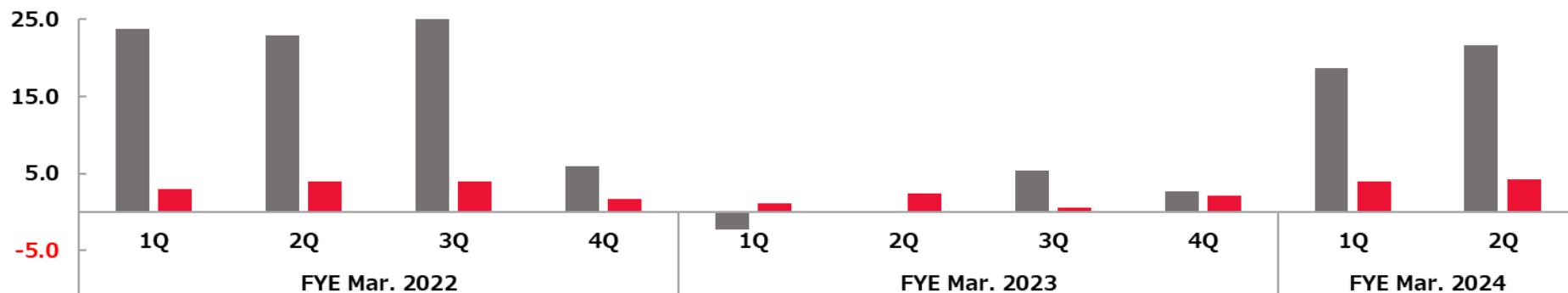


(Billions of yen)

Comparison of ordinary profit

■ A Major peer A

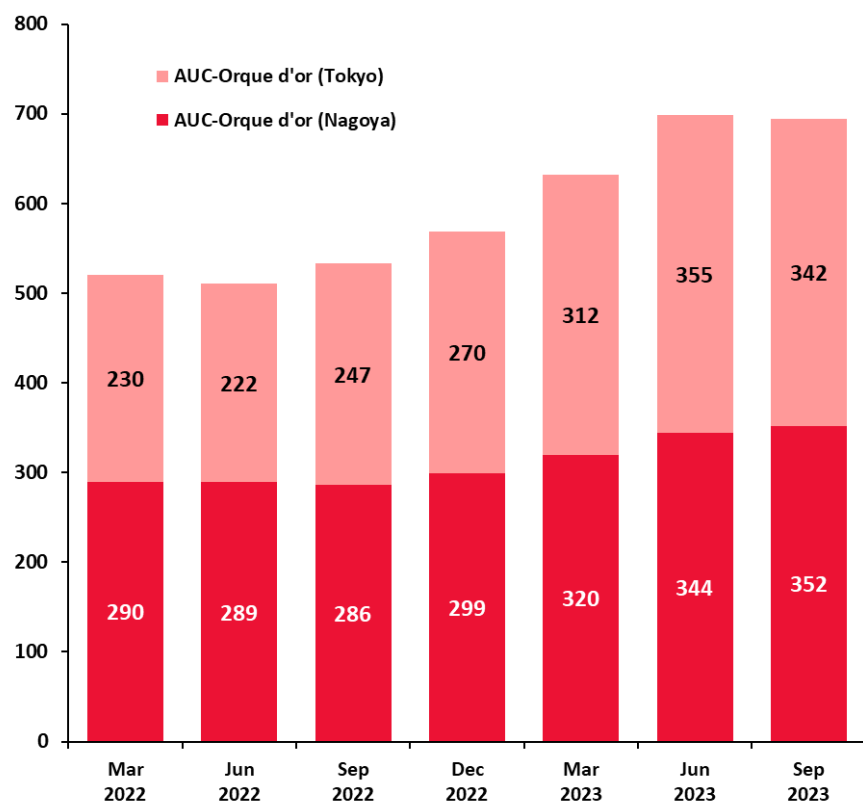
■ TTFG



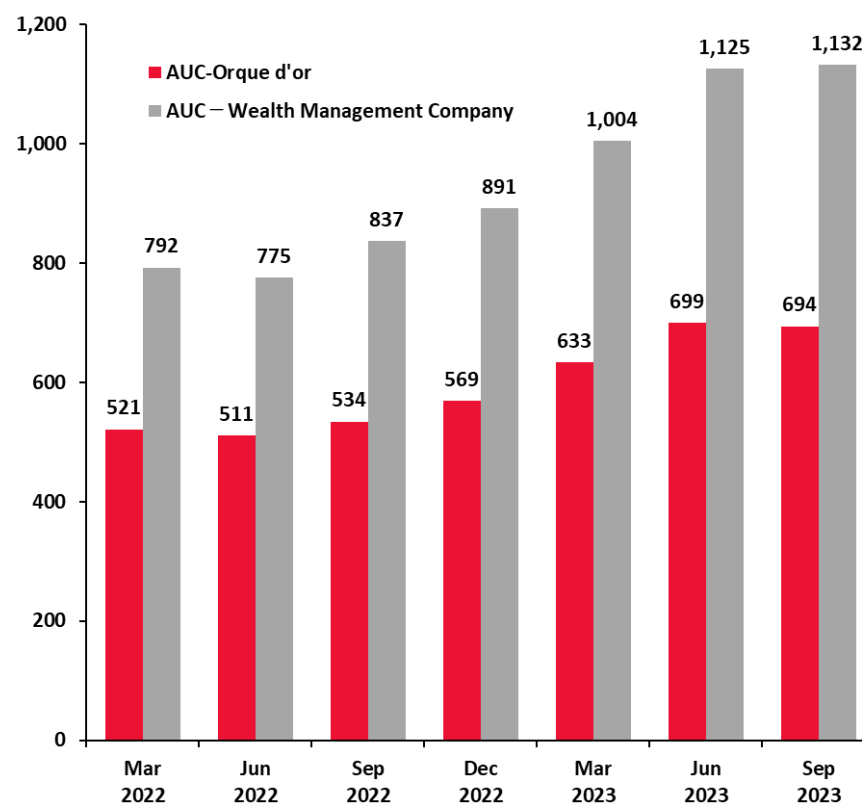
I . Performance Trends and Characteristics

Wealth Segment Division Asset under Custody (Tokai Tokyo Securities)

(Billions of yen)

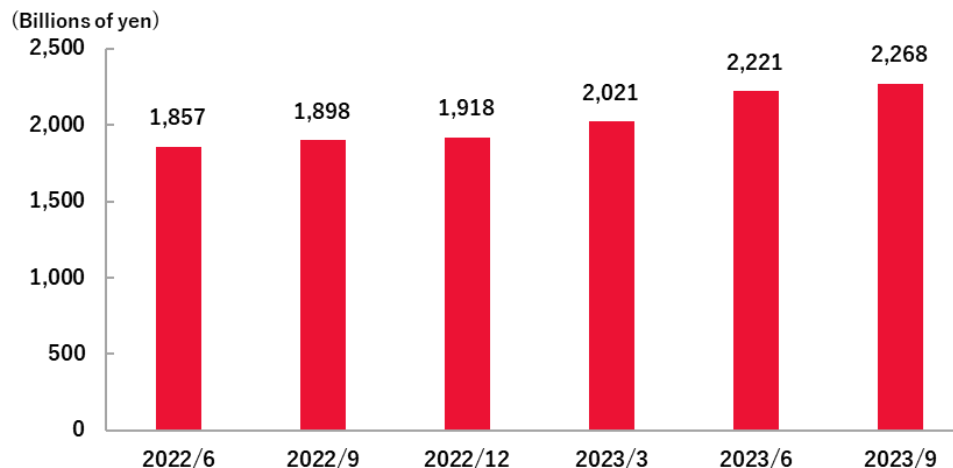


(Billions of yen)

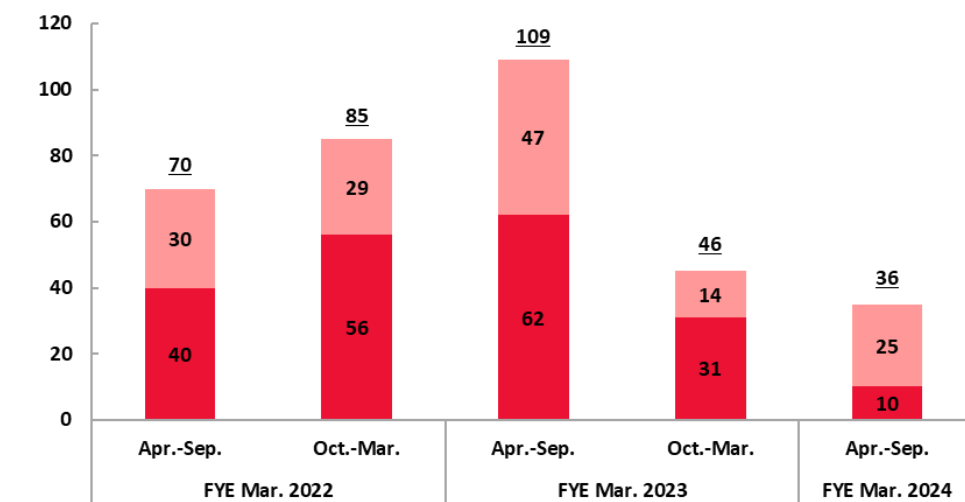


I . Performance Trends and Characteristics

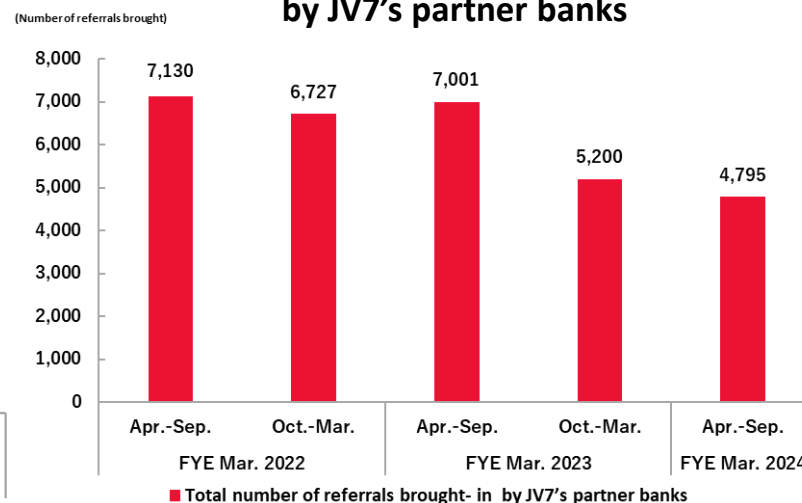
JV7's Total Asset under Custody



Total Net Inflow achieved by JV7



Total number of referrals brought-in by JV7's partner banks



Tokai Tokyo Securities (Individuals and Corporations)

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024		FYE Mar. 2023 Apr.–Sep.	FYE Mar. 2024 Apr.–Sep.	QoQ % Change	YoY % Change Apr.–Sep.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q				
Inflow of Cash	941,082	1,011,448	1,199,077	1,068,388	951,546	939,570	933,289	825,757	746,734	784,998	1,891,116	1,531,732	5%	-19%
Outflow of Cash	960,823	1,038,748	1,075,869	841,084	810,543	804,208	797,489	871,038	738,412	681,881	1,614,751	1,420,293	-8%	-12%
Net Inflow of Cash	-19,740	-27,299	123,208	227,304	141,002	135,362	135,799	-45,281	8,321	103,117	276,364	111,438	-	-60%
Inflow of Securities	56,967	111,061	62,049	105,621	38,994	85,294	46,090	58,954	77,712	71,029	124,288	148,741	-9%	20%
Outflow of Securities	19,349	21,445	20,896	24,779	32,347	62,331	22,216	64,560	38,602	40,841	94,678	79,443	6%	-16%
Net Inflow of Securities	37,617	89,616	41,153	80,842	6,646	22,963	23,874	-5,606	39,110	30,187	29,609	69,297	-23%	134%
Net Inflow of Cash and Securities	17,877	62,316	164,361	308,147	147,649	158,326	159,673	-50,887	47,432	133,305	305,975	180,737	181%	-41%

JV Securities (Individuals and Corporations)

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024		FYE Mar. 2023 Apr.–Sep.	FYE Mar. 2024 Apr.–Sep.	QoQ % Change	YoY % Change Apr.–Sep.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q				
Net Inflow of Cash and Securities	29,075	41,631	33,694	51,699	36,326	73,458	24,125	22,051	15,631	20,758	109,784	36,390	33%	-67%

Maruhachi Securities (Individuals and Corporations)

(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024		FYE Mar. 2023 Apr.–Sep.	FYE Mar. 2024 Apr.–Sep.	QoQ % Change	YoY % Change Apr.–Sep.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q				
Net Inflow of Cash and Securities	-835	-1,722	183	-765	-621	5	-742	-629	-2,313	-1,241	-615	-3,554	-	-

Group (Individuals and Corporations)

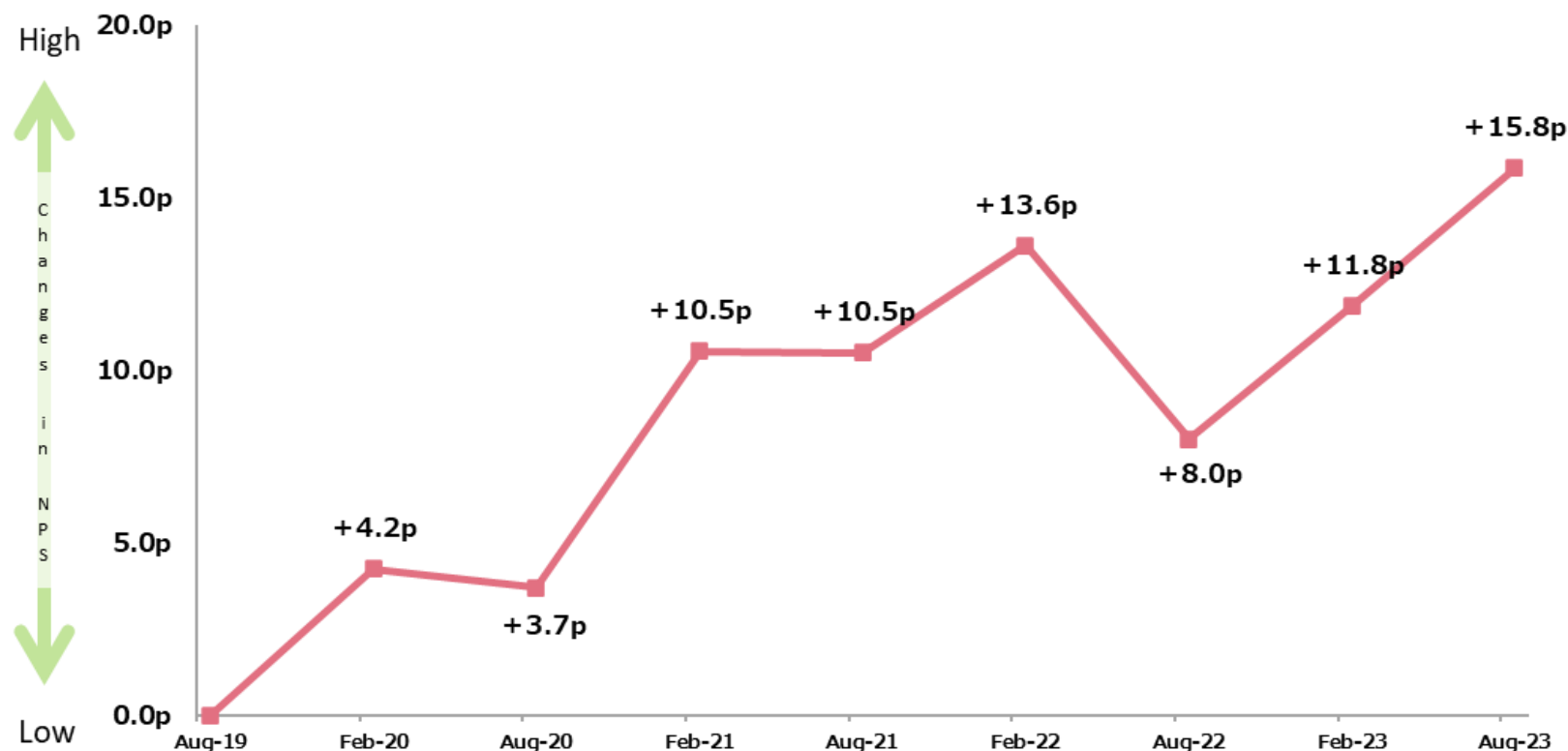
(Millions of yen)

	FYE Mar. 2022				FYE Mar. 2023				FYE Mar. 2024		FYE Mar. 2023 Apr.–Sep.	FYE Mar. 2024 Apr.–Sep.	QoQ % Change	YoY % Change Apr.–Sep.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q				
Net Inflow of Cash and Securities of the Group	46,116	102,225	198,240	359,081	183,354	231,790	183,056	-29,465	60,750	152,823	415,145	213,573	152%	-49%

I . Performance Trends and Characteristics

Customer Loyalty Trend (As measured by the Changes in Tokai Tokyo Securities' NPS® ※)

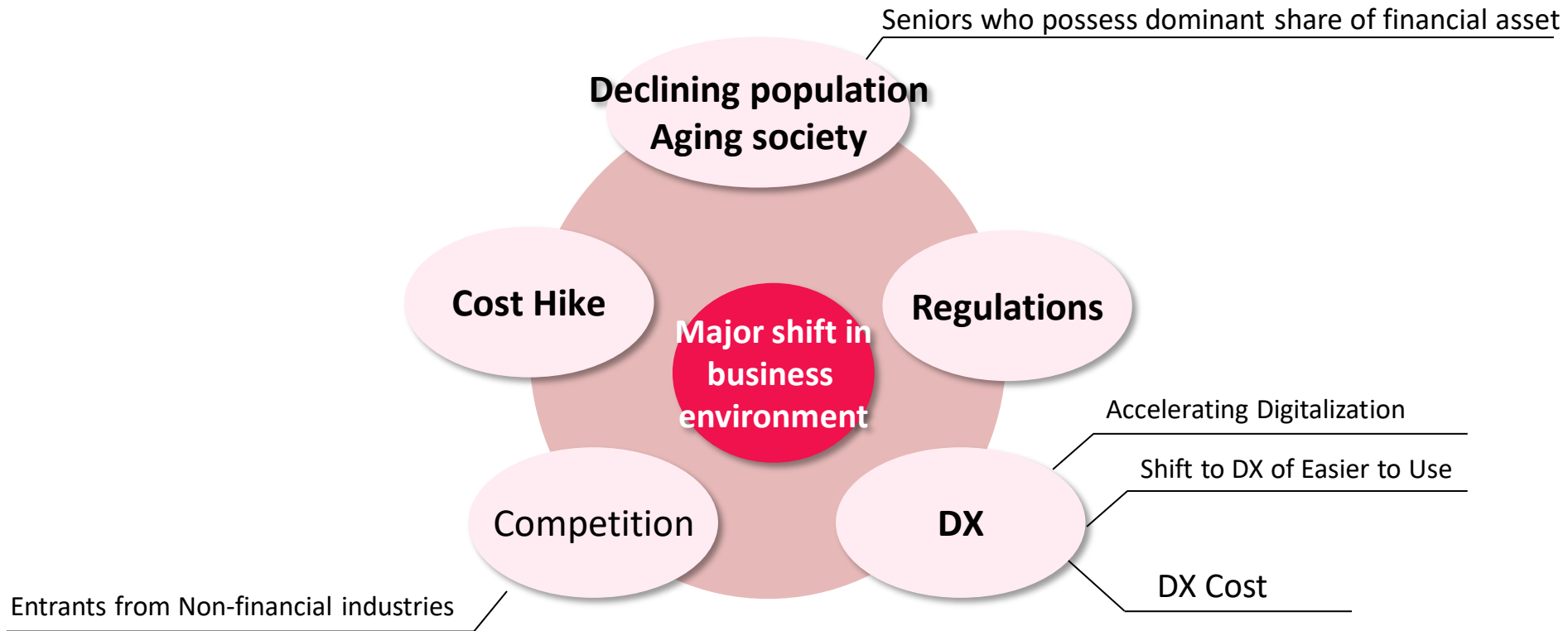
※The trend was analyzed with the NPS that Tokai Tokyo Securities earned during August 2019 as a base value of zero.



※NPS® is a trademark registered by BAIN & COMPANY, Fred Reichheld and Satmetrix Systems. (Currently, NICE Systems, Inc.). It is the abbreviation of Net Promoter Score® and is translated as a net recommender ratio and the score quantifies the level of loyalty, attachment and confidence customers feel about any given corporation and/or brand.

Ⅱ . Business Environment

Ⅱ . Business Environment



Ⅱ . Business Environment

New Capitalism of the Kishida Administration

Human Resources investment
(Doubling asset-based income)

**Doubling asset-based
income**



- Establish NISA Center
- Visiting sales activities

Decarbonization and DX



- Disclosure in line with TCFD recommendation
- Entry into GX League
- SDGs undertaking



Photo : Aflo

Innovation



- Chosen as a DX Stocks Company
3 years in a row

Start-ups



Chubu・Tokyo Open Innovation College

Ⅱ . Business Environment

Net financial assets held by all the households in Japan:

2,000 trillion yen (2021)

Average per household

Super-wealthy class
(500 million yen or more)

105 trillion yen
(90,000 households)

Approx. 1.6 billion yen

Wealthy class
(100 million yen or more but
less than 500 million yen)

259 trillion yen
(1.395 million households)

Approx. 180 million yen

Semi-wealthy class
(50 million yen or more but
less than 100 million yen)

258 trillion yen
(3.254 million households)

Approx. 79 million yen

Upper mass layer
(30 million yen or more but
less than 50 million yen)

332 trillion yen
(7.263 million households)

Approx. 45 million yen

Mass layer
(Less than 30 million yen)

678 trillion yen
(42.132 million households)

Approx. 16 million yen

Ⅲ. Progress of Medium-Term Management Plan

III. Progress of Medium-Term Management Plan | KGI, KPI

		FYE Mar. 2023	FYE Mar. 2024	FYE Mar. 2025	FYE Mar. 2027
Financial KPI	The caliber enlargement as a financial service provider				
	Ordinary profit <Plan>	17.8 billion yen	21 billion yen	26billion yen	31 billion yen
	Ordinary profit	9.19billion yen (Results)	19.63 billion yen *	—	—
	Stable earnings / fixed cost coverage ratio	18.6%	20.1% *	18%	20%
	Key measures to reach the New World				
	Ordinary profit <Plan>	△2.8 billion yen	△2.1 billion yen	△3 billion yen	6~10 billion yen
Group KGI	(3) Ordinary profit	△2.8 billion yen (Results)	△3.1 billion yen *	—	—
	Assets under custody	8.6 trillion yen	9.6 trillion yen	—	12 trillion yen
	ROE	1.1%	5.4% *	10%	12%

*Converted the result of 2Q FYE March 2024 to annual basis

III. Progress of Medium-Term Management Plan | KGI、KPI

Group KGI

ROE*

5.4%

FYE Mar.2027
Target Values

12.0%

Assets
under custody

9.6Trillion yen

12.0 trillion yen

The caliber enlargement as a financial service provider

Ordinary profit*

19.63Billion yen

30.0 billion yen

Assets
under custody

9.6 Trillion yen

10.0 trillion yen

Stable earnings /
fixed cost
coverage ratio*

20.1%

20.0%

Labor Productivity
per person *

19.7 Million yen

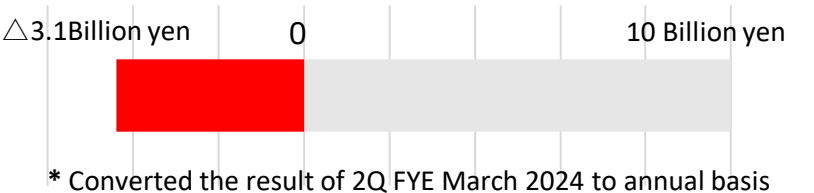
23.0 million yen

* Converted the result of 2Q FYE March 2024 to annual basis

III. Progress of Medium-Term Management Plan | KGI、KPI

Key measures to reach the New World

Ordinary profit



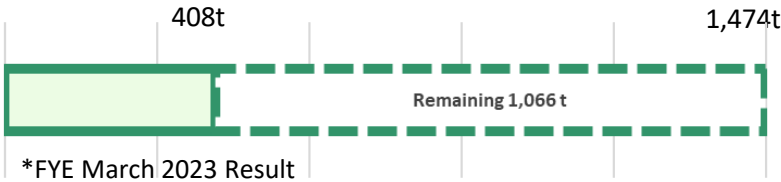
FYE Mar.2027
Target Value

6.0~10.0 billion yen

“Social Value & Justice” KPI

For a better
society

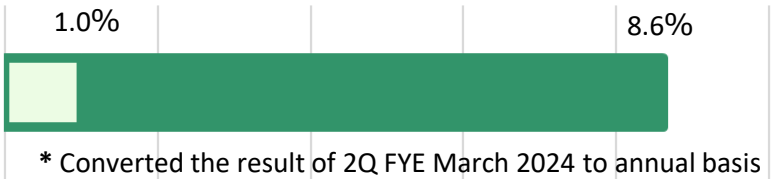
CO₂ net
emissions



FYE Mar.2027
Target Value

Reduced by half
Compared to
FYE Mar.2021 results

Social
contribution
activities

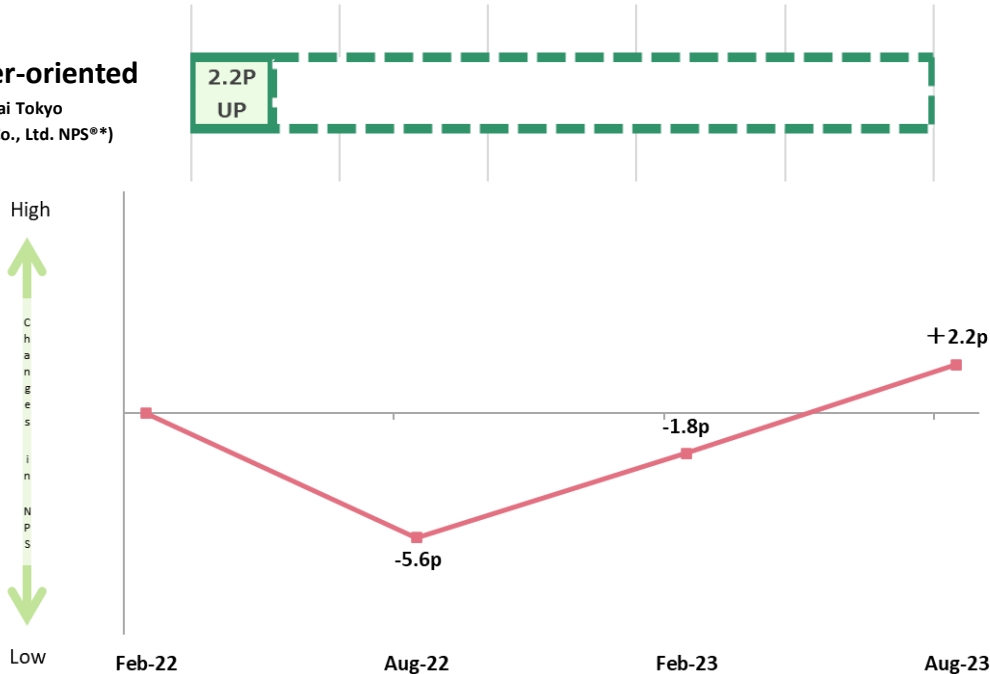


Compared to
Ordinary profit
1.0%

III. Progress of Medium-Term Management Plan | KGI、KPI

Perfection
in fulfilling all
the mundane basics

Customer-oriented
(Tokai Tokyo
Securities Co., Ltd. NPS**)

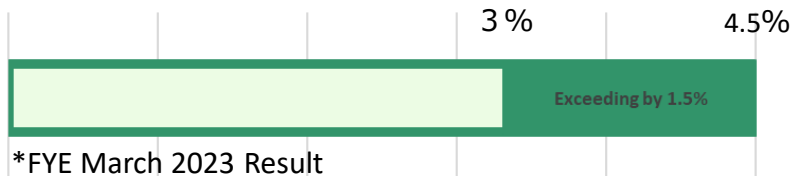


**FYE Mar.2027
Target Value**

**+20-point improvement
Compared to
FYE Mar.2021 results**

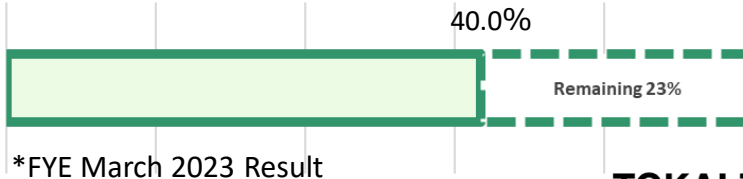
Be exciting

Employee
Training



**Compared to
Ordinary profit
3.0%**

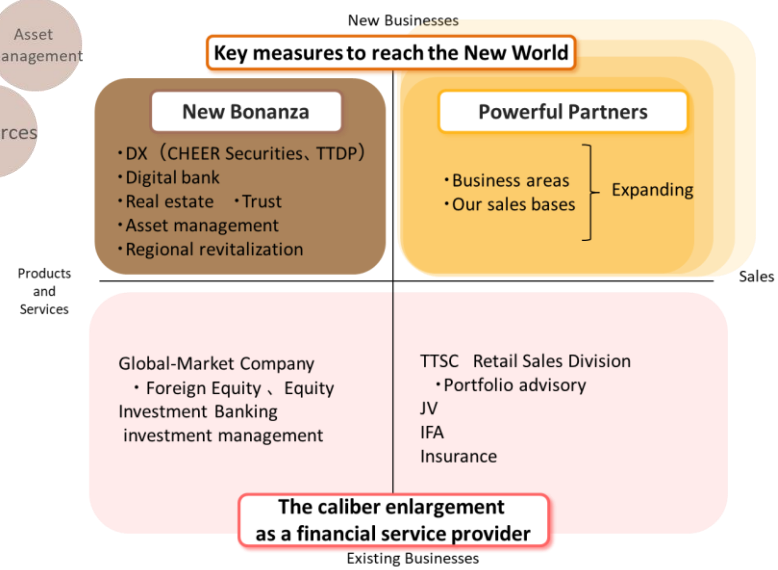
Employee
Engagement



63.0%

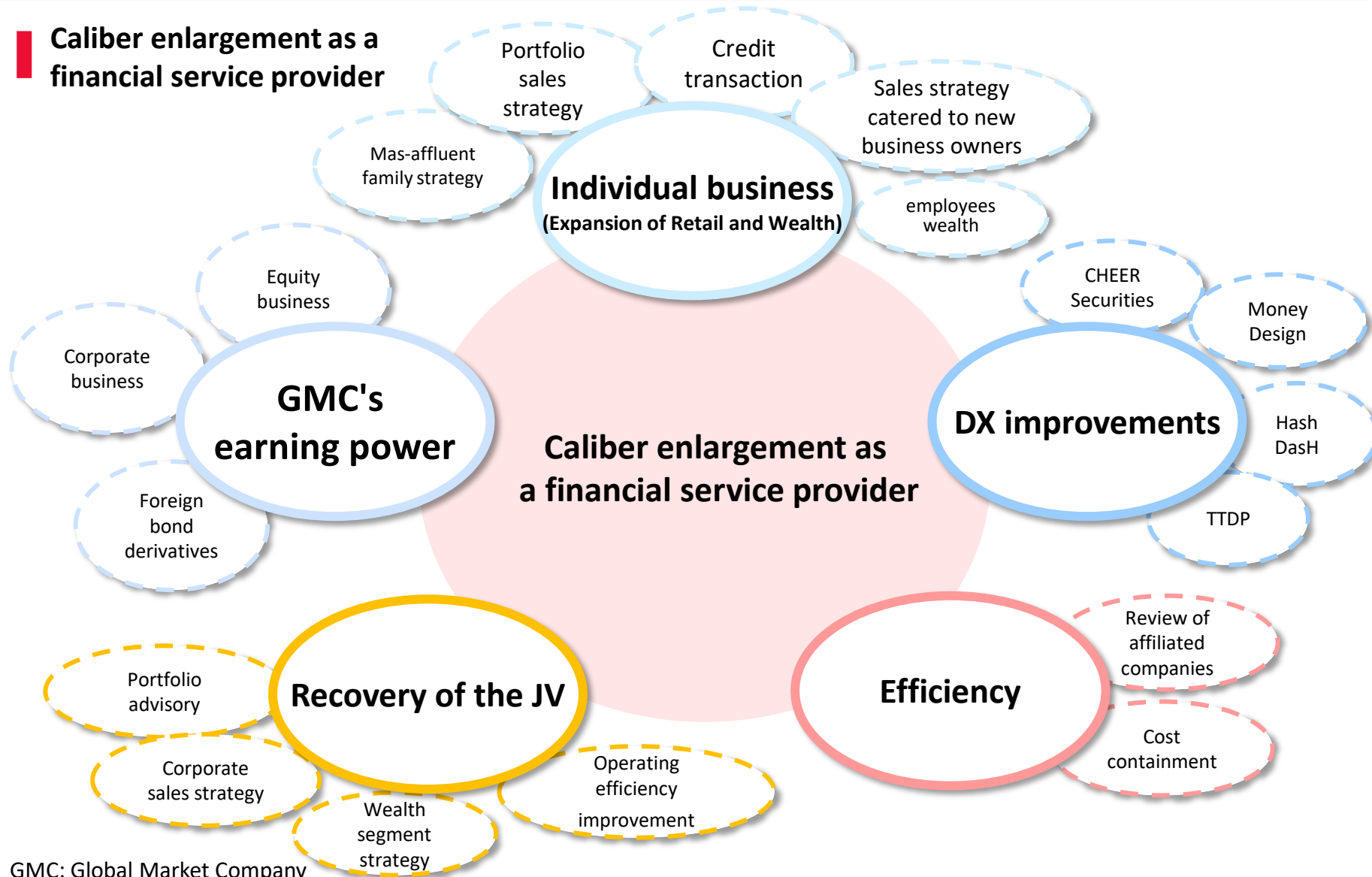
IV. Taking on New Era ∼ To Reach the New World ∼

IV. Taking on New Era



IV. Taking on New Era

Caliber enlargement as a financial service provider

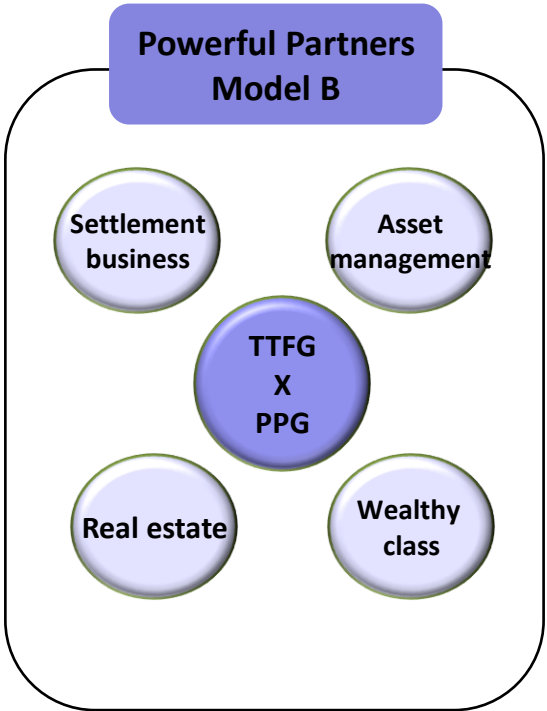
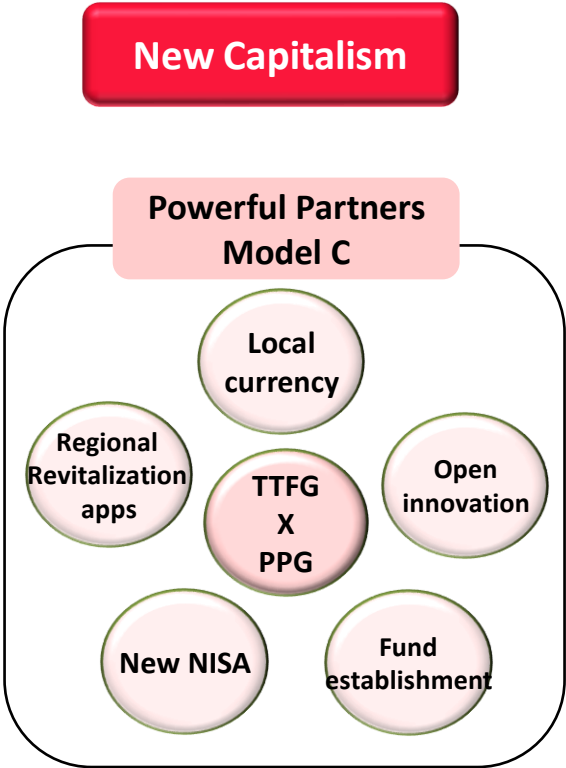
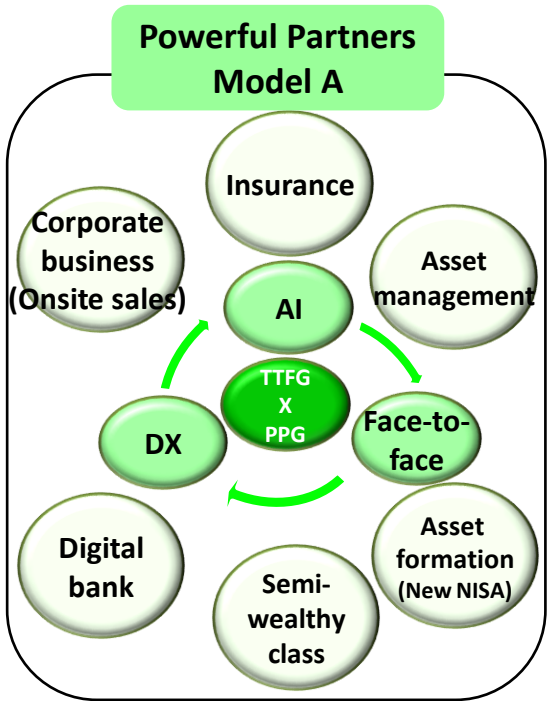


GMC: Global Market Company

IV. Taking on New Era

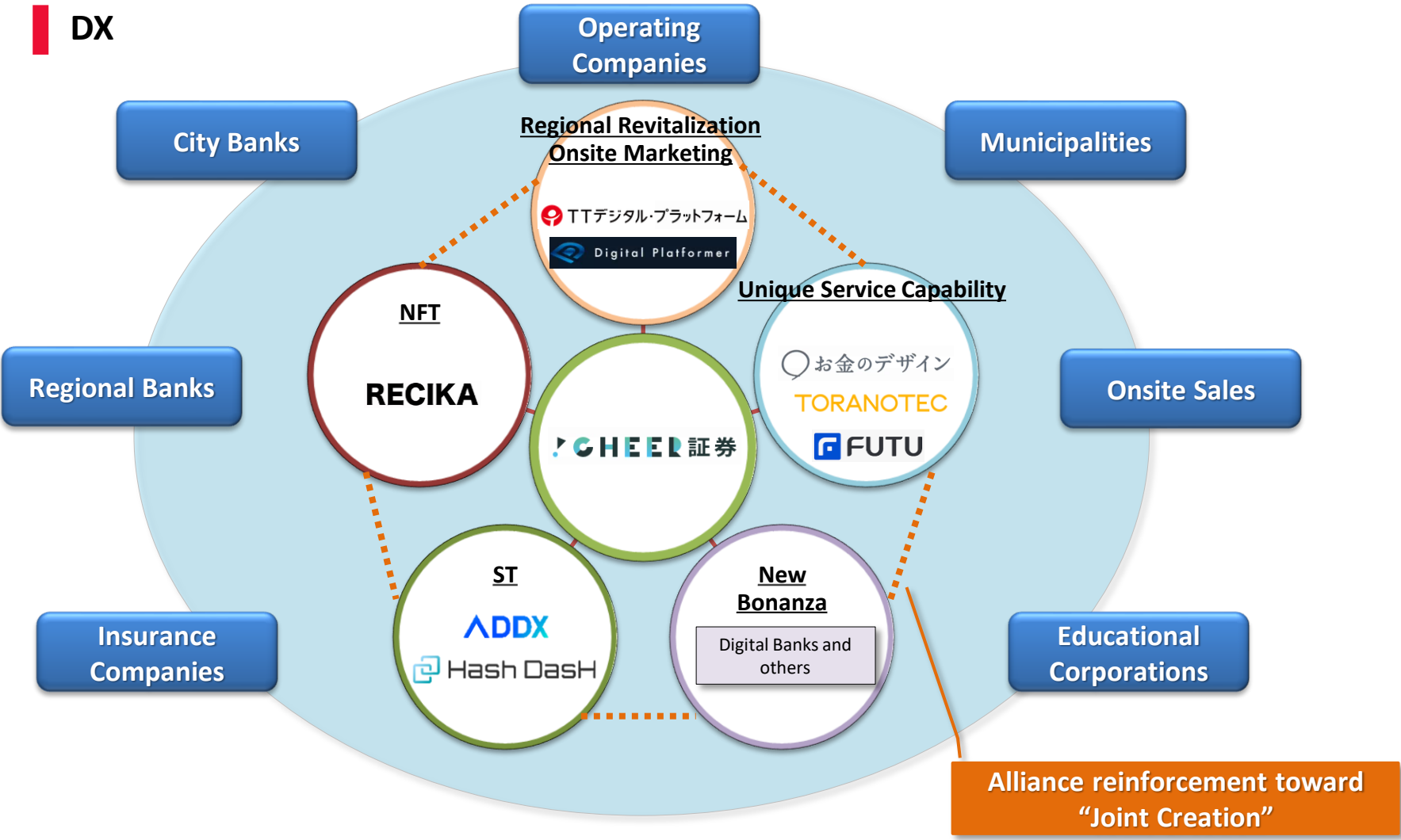
Alliance with Powerful Partners

“Beyond Our Limits”



IV. Taking on New Era

DX



V . Capital Policy

V. Capital Policy

Group capital (as of September 30, 2023)

Consolidated net assets 186.4 billion yen

Capital in use
131.2 billion yen

Core Securities business
123.8 billion yen

Digital business: 7.4 billion yen

Disposable capacity
55.2 billion yen

Capital Enhancement

Capital reinforcement measures

Investment company
(Recovery through
listing and sale)

TTSC and JV
(Capital recovery
through dividends)

Affiliated companies
(Capital recovery through
consolidation, etc.)

Dividend policy

<Dividend policy>

- (i) Dividend payout ratio based on consolidated net income attributable to the parent company shall be 50% or higher
- (ii) Annual dividends shall be 24 yen or more

Either (i) or (ii) of the above, whichever may result in higher payment, shall be the dividend basis.

These policies will remain effective until the end of the current medium-term management plan (which is the end of the fiscal year ending in March 2027).

Investment Policy

VI. Reference Data Collection

VI. Reference Data Collection

Financial Summary (Consolidated)

(Millions of yen)

	FYE Mar. 2022		FYE Mar. 2023		FYE Mar. 2024	YoY % Change Apr.-Sep.
	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	
Operating Revenue	40,543	40,432	38,636	34,746	43,474	13%
Net Operating Revenue	39,428	38,821	36,600	32,997	42,203	15%
SG&A Expenses	33,773	34,594	33,819	32,619	34,961	3%
Operating Profit	5,654	4,226	2,781	378	7,242	160%
Non-Operating Income	1,614	1,727	1,223	2,996	1,225	0%
Non-Operating Expenses	155	88	362	670	210	-42%
Ordinary Profit	7,113	5,866	3,641	2,704	8,256	127%
Extraordinary Profit	8,495	89	54	123	247	357%
Extraordinary Losses	2,854	882	377	45	396	5%
Profit Before Income Taxes	12,754	5,073	3,317	2,781	8,107	144%
Income Taxes - Current & Deferred	2,457	1,666	1,357	2,032	2,419	78%
Profit attributable to non-controlling interests	386	167	1,145	-389	1,062	-7%
Profit Attributable to Owners of Parent	9,910	3,240	814	1,138	4,625	468%

- Extraordinary Profit for the 1st Qtr. of FYE March 2022 includes profit from negative goodwill realization due to the acquisition of ACE Securities

VI. Reference Data Collection

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(Millions of yen)

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VI. Reference Data Collection

Commission Received (Consolidated)

(Millions of yen)

	FYE Mar. 2022		FYE Mar. 2023		FYE Mar. 2024	YoY
	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	% Change Apr.-Sep.
Brokerage Commission	7,035	6,894	5,546	6,212	8,322	50%
Commission for Underwriting, Secondary Distribution & Solicitation	747	586	681	431	500	-26%
Fee for Offering, Secondary Distribution & Solicitation	5,470	4,469	3,092	3,807	4,351	41%
Other Fees Received	5,894	6,477	6,357	6,799	7,208	13%
Commission Received	19,147	18,427	15,678	17,250	20,383	30%

Other Fees Received (Consolidated) 内訳

(Millions of yen)

	FYE Mar.2022		FYE Mar.2023		FYE Mar.2024	YoY
	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	% Change Apr.-Sep.
Beneficiary Certificate (Investment Trust Brokerage Commission)	2,907	2,943	2,740	2,591	2,852	4%
Commission on the Outstanding WRAP Accounts Balance	291	319	353	379	437	24%
Insurance fee	1,699	1,994	2,111	2,439	2,552	21%
Consulting fee (M&A etc.)	331	277	274	331	444	62%
Others	664	943	878	1,058	920	5%
Total Other fees received	5,894	6,477	6,357	6,799	7,208	13%

VI. Reference Data Collection

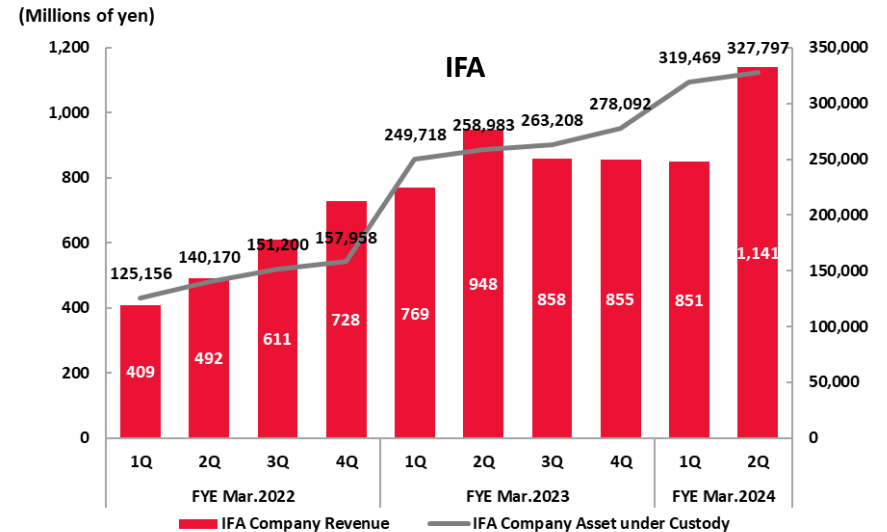
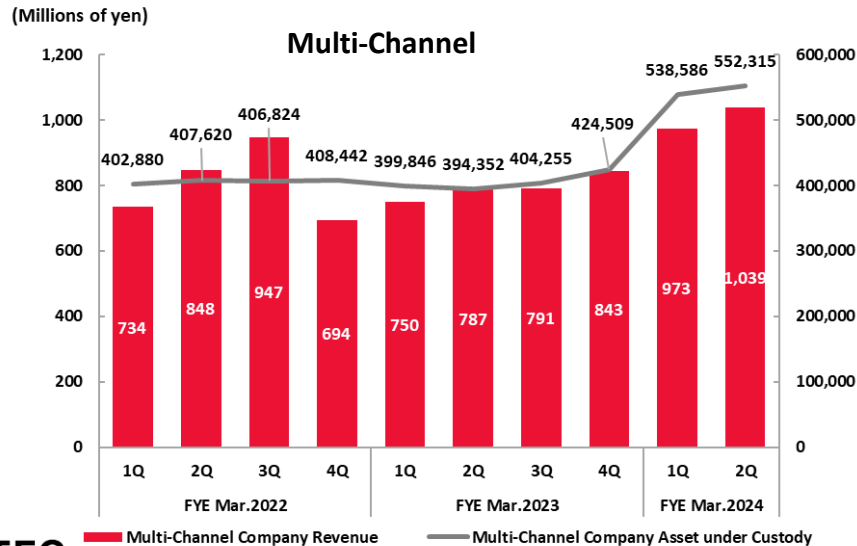
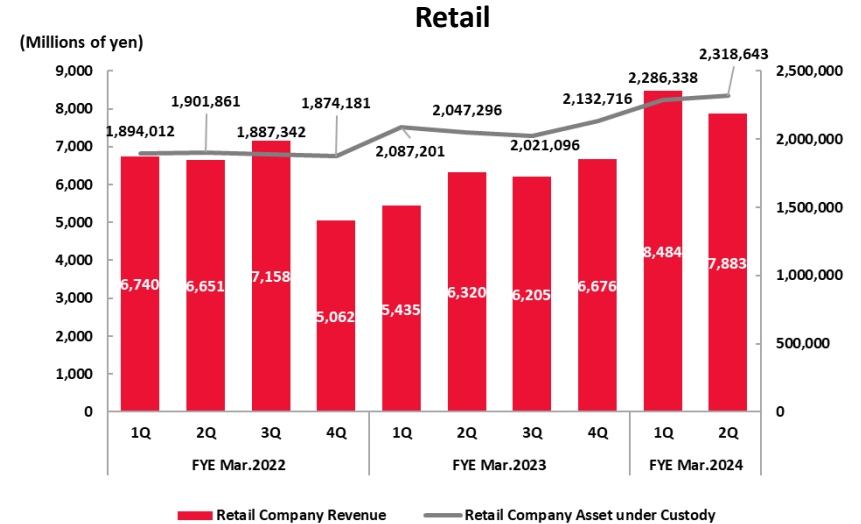
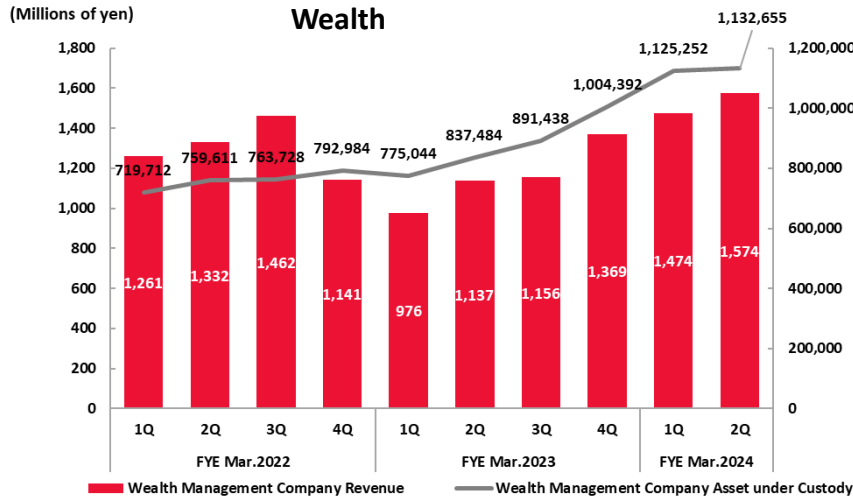
Net Trading Income (Consolidated)

(Millions of yen)	FYE Mar.2023		FYE Mar.2024	YoY % Change Apr.-Sep.
	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	
Stocks	10,883	6,943	12,673	16%
Japanese Equities & Equity Swap	2,560	1,242	1,136	-56%
Foreign Equities	4,903	5,582	9,899	102%
Others (Funds etc.)	3,419	118	1,637	-52%
Bonds & Forex	9,898	8,876	8,346	-16%
Japanese Government Bond	338	2,101	1,340	296%
Public and Corporate Bonds	591	709	543	-8%
Foreign Bonds, Forex, and Derivative	8,967	6,066	6,462	-28%
Total Net Trading Income	20,781	15,820	21,019	1%

* Equity Swap is now grouped under “Stocks” taken out from “Bonds & Forex” unlike in the previous format.

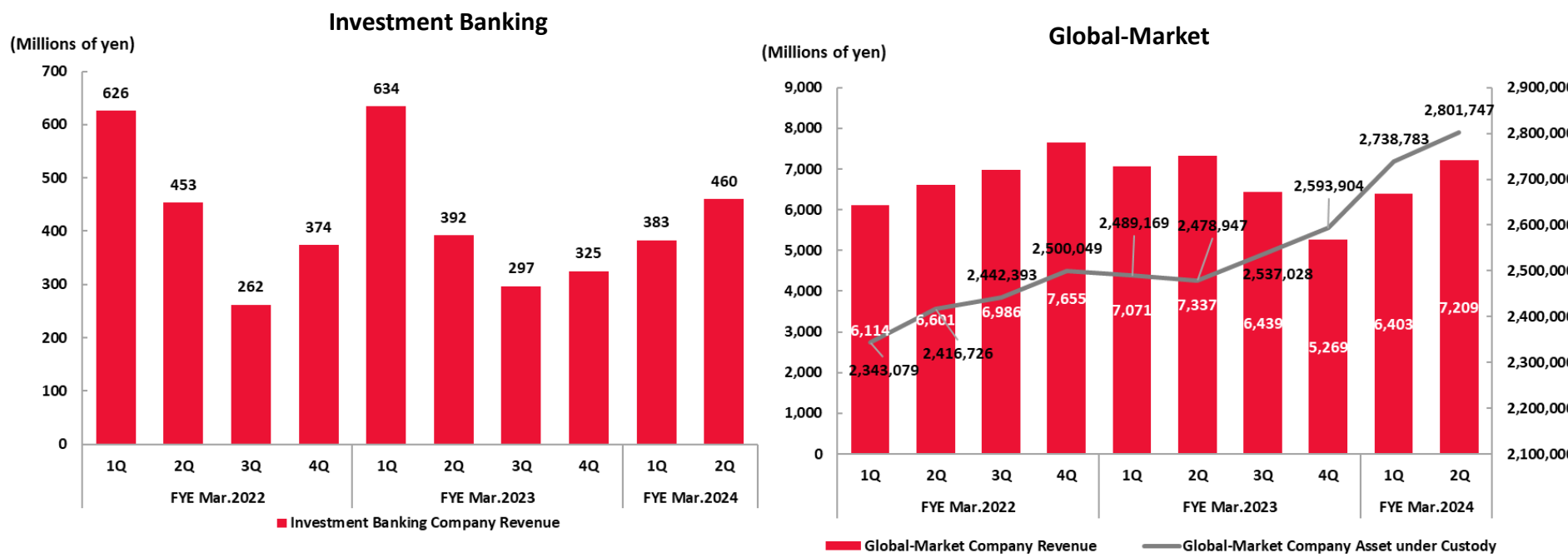
VI. Reference Data Collection

Tokai Tokyo Securities - Revenue and Asset Under Custody of Each Company



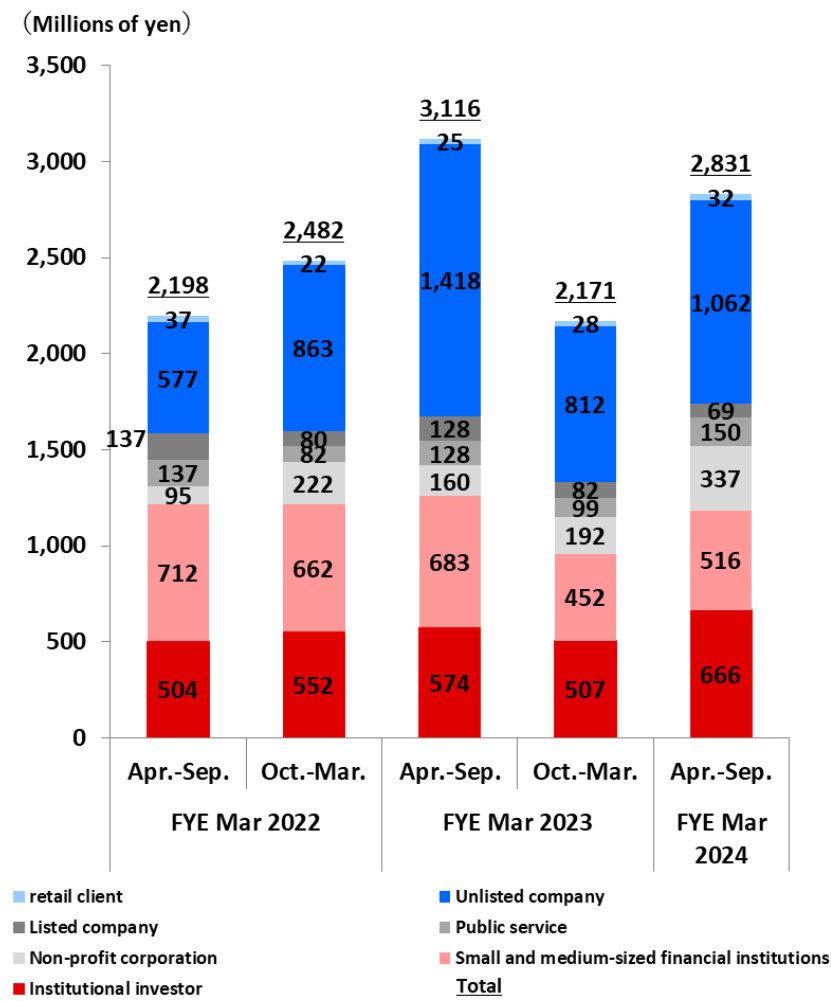
VI. Reference Data Collection

Tokai Tokyo Securities - Revenue and Asset Under Custody of Each Company

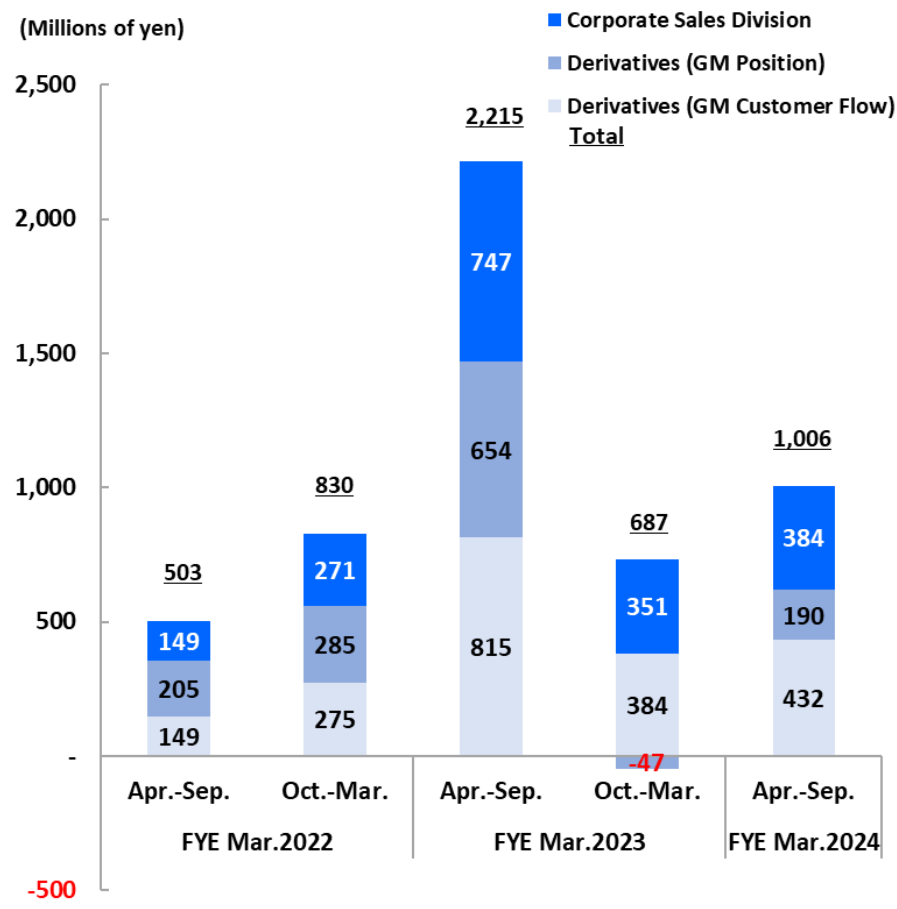


VI. Reference Data Collection

Corporate Sales Division* Revenue: Trend by customer

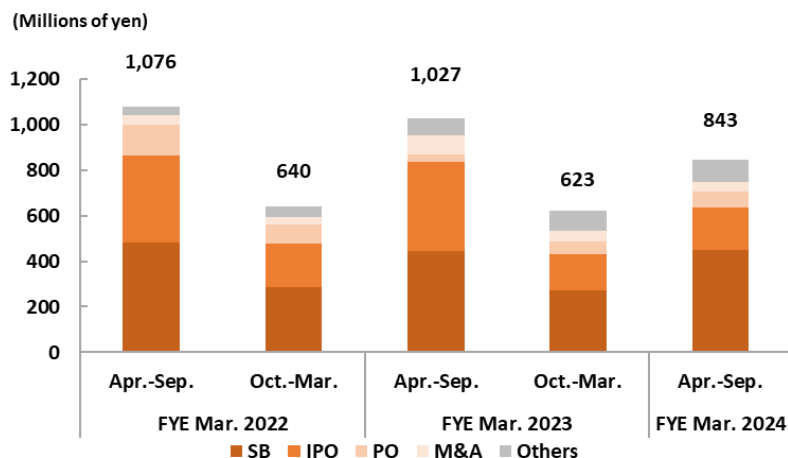


Trend of derivative trading revenue



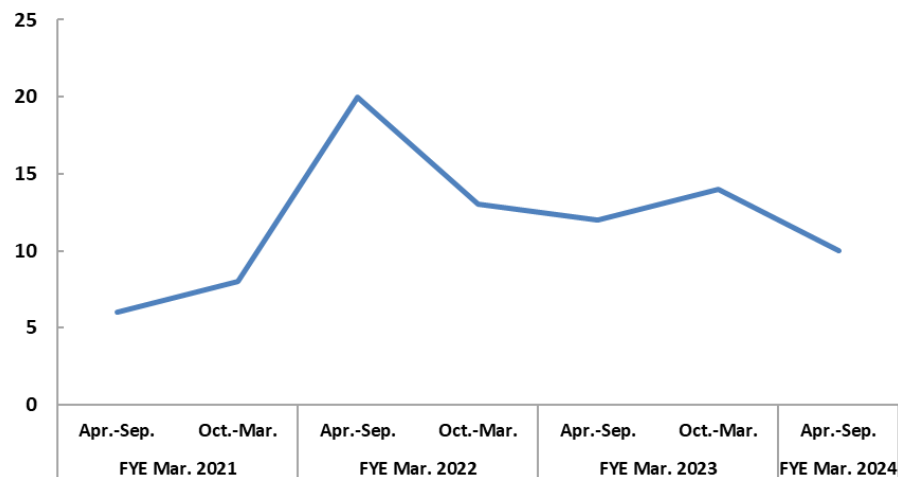
VI. Reference Data Collection

Investment Banking Company Trend of Operating Revenue



IPO Underwriting

(No. of IPO Underwriting)



IPO Ranking ~No. Of Issues Underwritten~

Apr. 2023 - Sep. 2023

Rank	Underwriter	No. of Issues	Amount (Millions of yen)	Share (%)
1	Nomura	24	50,934	23.7
2	SMBC Nikko	30	40,483	18.8
3	Daiwa	22	35,679	16.6
4	MUMSS	14	23,033	10.7
5	SBI	47	22,902	10.7
6	Mizuho	24	21,294	9.9
7	Rakuten	32	6,987	3.3
8	Goldman Sachs	2	4,769	2.2
9	Tokai Tokyo	10	1,614	0.8
10	Okasan	23	1,578	0.7

※Derived from Capital Eye's data

Straight Bond Ranking ~ Total Underwritten Face Value ~

Apr. 2023 - Sep. 2023

Rank	Underwriter	No. of Issues	Amount (Millions of yen)	Share (%)
1	Mizuho	219	1,975,981	25.0
2	MUMSS	175	1,582,332	20.1
3	SMBC Nikko	205	1,436,513	18.2
4	Nomura	202	1,346,168	17.1
5	Daiwa	171	1,143,833	14.5
6	SBI	12	99,294	1.3
7	Okasan	29	87,252	1.1
8	Tokai Tokyo	33	59,840	0.8
9	Shinkin	25	57,116	0.7
10	Goldman Sachs	10	55,791	0.7

※ Derived from Refinitiv's data

VI. Reference Data Collection

JVs' Revenue Breakdown by Product

	(Millions of yen)					
	FYE Mar. 2022		FYE Mar. 2023		FYE Mar. 2024	YoY % Change Apr.-Sep.
	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	Oct.-Mar.	Apr.-Sep.	
Domestic Stocks	2,476	2,453	2,087	2,750	3,754	80%
Foreign Stocks	2,924	2,517	1,166	1,366	2,809	141%
Domestic Bonds	60	59	60	171	94	56%
Foreign Bonds • Structured Bonds	4,987	4,346	4,066	897	729	-82%
Foreign Bonds	285	356	379	643	725	91%
Structured Bonds	4,701	3,989	3,686	253	3	-100%
Investment Trust	5,717	5,357	4,700	5,434	6,260	33%
Other	233	256	221	158	210	-5%
Total Revenue	16,399	14,990	12,303	10,778	13,858	13%

VI. Reference Data Collection

Assets under Custody

		(Billions of yen)									
		Jun. 2021	Sep. 2021	Dec. 2021	Mar. 2022	Jun. 2022	Sep. 2022	Dec. 2022	Mar. 2023	Jun. 2023	Sep. 2023
Tokai Tokyo Securities	Stocks	3,059	3,203	3,164	3,238	3,384	3,384	3,484	3,711	4,145	4,246
	Foreign	175	167	181	175	175	173	153	195	247	260
	Domestic	2,883	3,035	2,982	3,062	3,208	3,210	3,330	3,516	3,897	3,986
	Bonds	1,072	1,100	1,119	1,177	1,224	1,276	1,299	1,337	1,368	1,386
	Foreign	368	381	397	427	453	484	492	528	547	539
	Domestic	704	718	722	750	771	792	807	809	821	847
	Investment Trusts	1,311	1,275	1,316	1,273	1,352	1,311	1,288	1,340	1,435	1,436
	Other	56	62	65	58	55	61	61	59	76	80
	Tokai Tokyo Securities	5,501	5,641	5,666	5,748	6,016	6,033	6,133	6,450	7,025	7,150
	ACE Securities (Tokai Tokyo Securities)	472	470	468	442						
JV Securities	Maruhachi Securities	199	200	201	197	186	181	181	193	218	224
	YM Securities	341	342	342	332	320	313	314	325	361	366
	Hamagin TT Securites	541	551	551	550	532	558	570	598	662	674
	Nishi-Nippon City TT Securites	306	312	315	317	306	311	316	334	361	368
	Senshu Ikeda TT Securities	140	145	148	152	155	163	172	186	212	225
	Hokuhoku TT Securities	206	215	221	227	219	219	218	230	249	253
	Tochigin TT Securites	134	139	137	142	138	142	140	147	161	164
	Juroku TT Securities	179	187	188	186	182	188	185	197	212	214
	JV Securities Total	1,851	1,893	1,905	1,911	1,857	1,898	1,918	2,021	2,221	2,268
	Group Total	8,024	8,205	8,241	8,299	8,060	8,113	8,233	8,664	9,465	9,643

- 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
- Figures above are stated as of the end of respective months.

The Profile of the Group

■ Stock Listing

On Prime of Tokyo Stock Exchange,
Premier Market of Nagoya Stock
Exchange
(Code 8616)

Regional Banks Strategy
7 JV Securities Operations

Brand Strength
in Tokai Region

■ Net Equity

186 Billion Yen

■ Assets in Custody

9,643 Billion Yen
(Group Total)
7,150 Billion Yen
(Tokai Tokyo Securities)

High
Trading Expertise



TTFG
Our Edges

Wealth Business

■ Market Capitalization

126 Billion Yen

Enhanced
Training System

Advanced
Digitalization

■ Number of Employees*

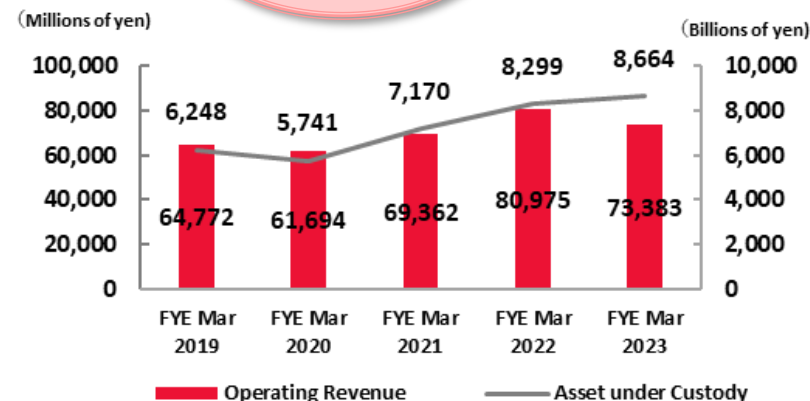
2,899 (Group Total)

Diverse
Business Portfolio

■ Network

64 Branches (Tokai Tokyo Securities)
62 Outlets (JV Operations)
5 Outlets (Maruhachi Securities)

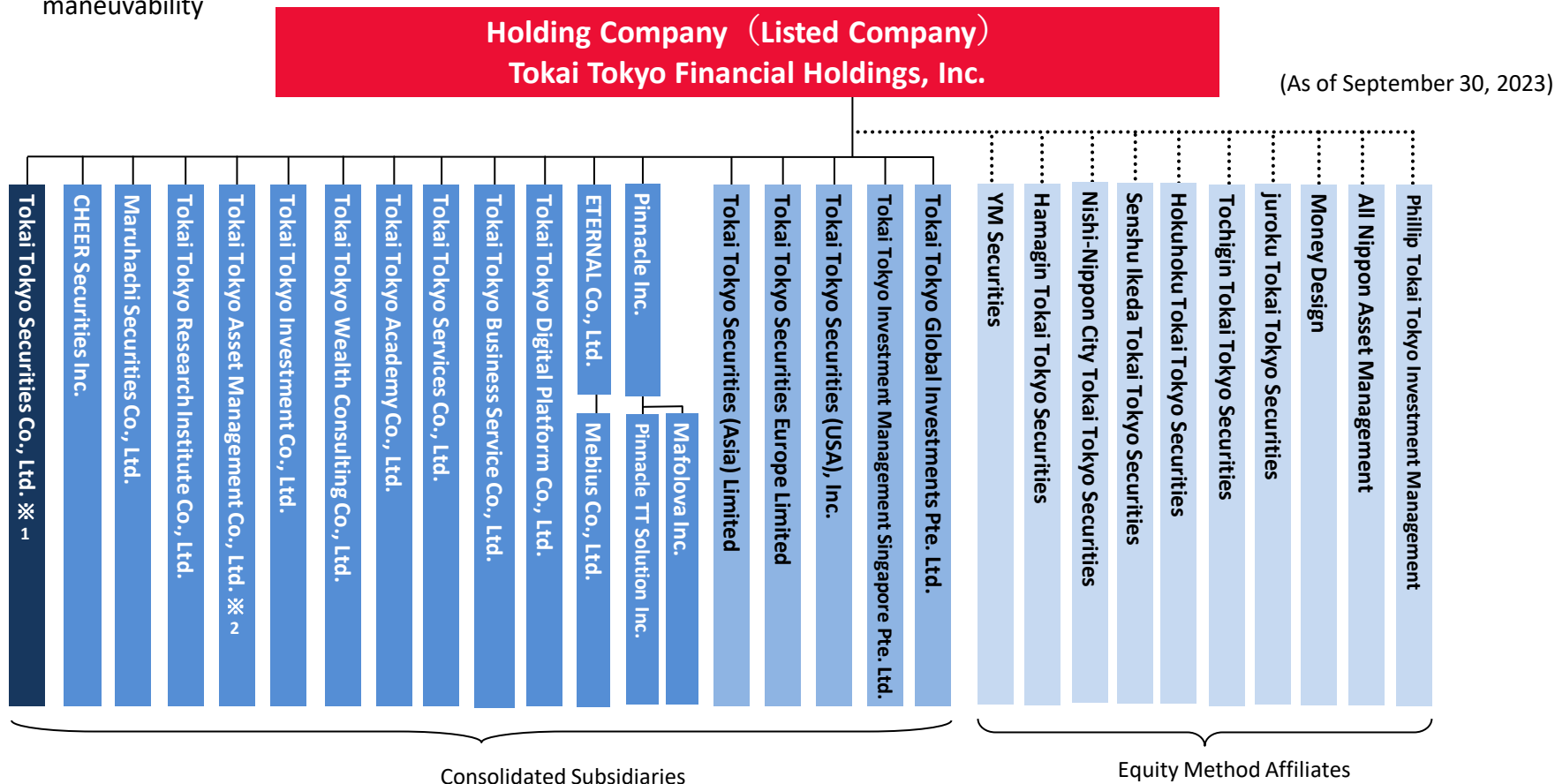
(As of September 30, 2023)



The Profile of the Group

Transition Made to Holding Company Structure Effective April 1, 2009

Speedup decision-making process and drive forward implementation of regional and alliance strategies by separating group management from day-to-day business execution of securities company with an aim to secure organizational flexibility and maneuverability

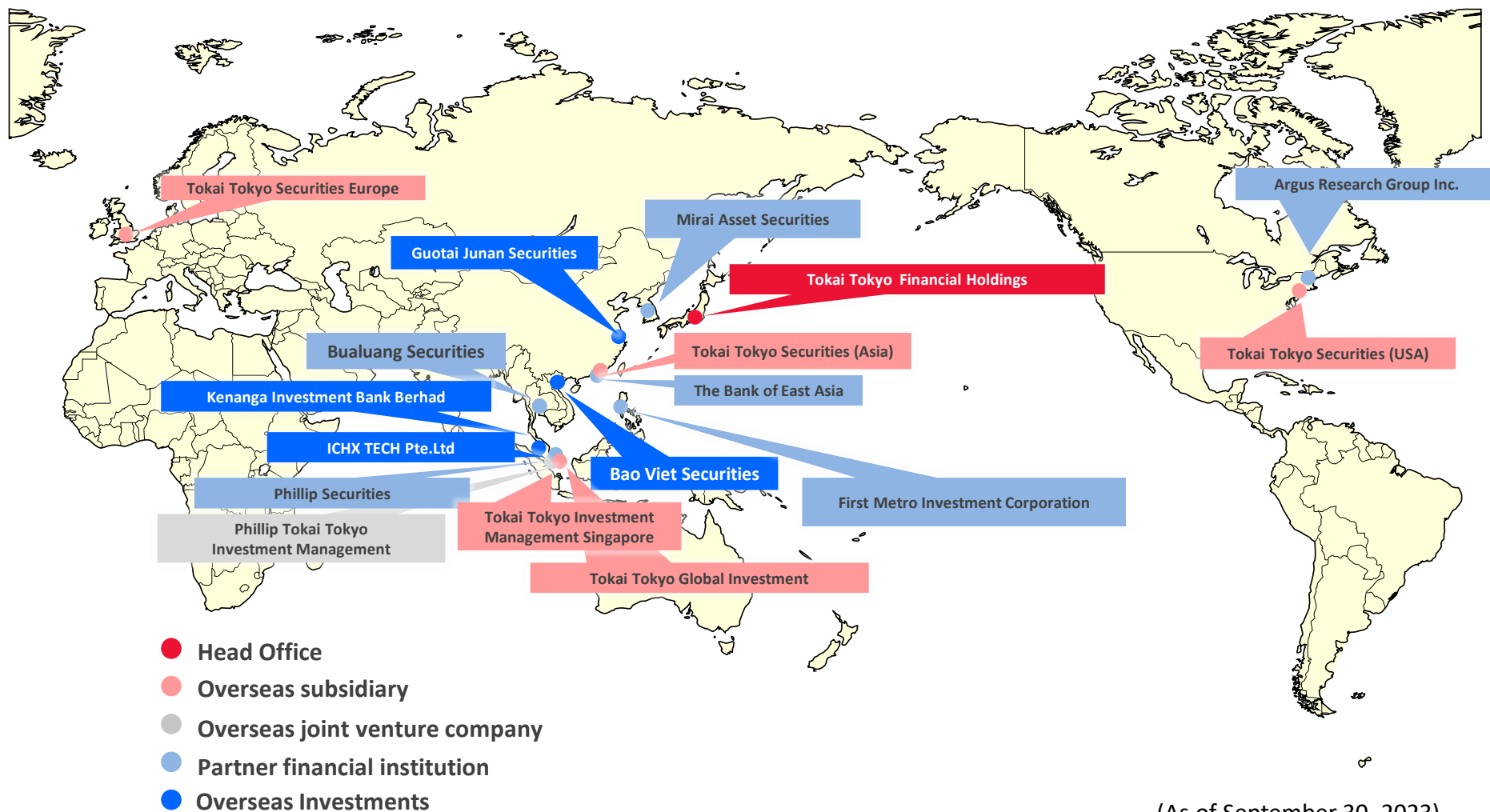


- ※1 Apr. 2010, Tokai Tokyo Securities (surviving company) and Toyota Financial Services Securities Corporation merged.
 Sept. 2019, Tokai Tokyo Securities (surviving company) and Takagi Securities merged.
 May 2022, Tokai Tokyo Securities (surviving company) and ACE Securities merged.

- ※2 Jan. 2011 Tokai Tokyo Finance & Real Estate (surviving company) and Tokai Tokyo Investment Management merged and changed the trading name to
 TOKAI TOKYO ASSET MANAGEMENT.

Overseas Network

Overseas Network



(As of September 30, 2023)

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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.