## Consolidated Financial Summary (for the year ended March 31, 2024)

April 30, 2024

Company Name: Tokai Tokyo Financial Holdings, Inc.

Stock Listings: Tokyo Stock Exchange/Nagoya Stock Exchange

Stock Code: 8616 URL: https://www.tokaitokyo-fh.jp/

Representative: Tateaki Ishida, Chairman

Contact: Shoji Maeta

General Manager - Finance Planning Department

Telephone: +81-(0)3-3517-8391

Scheduled date for general meeting of shareholders: June 26, 2024 Scheduled date for filing securities report: June 26, 2024 Scheduled day of commencing dividend payment: June 27, 2024

Supplementary explanation documents for earnings: Yes

Earnings presentation for the fiscal year: Yes (for financial analysts and institutional investors)

(Figures are rounded down to the nearest one million yen and those in parentheses are negative figures.)

#### 1. Consolidated Financial Results for the Year Ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

#### (1) Consolidated Results of Operation

(Figures in percentages denote the year-on-year change.)

|               | Operating rev | enue/ | Net operating r | evenue | Operating pro | ofit   | Ordinary profit |        | Profit attributable to owners of parent |        |
|---------------|---------------|-------|-----------------|--------|---------------|--------|-----------------|--------|---|--------|
| Year ended    | million yen   | %     | million yen     | %      | million yen   | %      | million yen     | %      | million yen                             | %      |
| March 31,2024 | 89,201        | 21.6  | 86,692          | 24.6   | 15,304        | 384.4  | 18,397          | 189.9  | 10,189                                  | 421.7  |
| March 31,2023 | 73,383        | (9.4) | 69,598          | (11.1) | 3,159         | (68.0) | 6,346           | (51.1) | 1,953                                   | (85.1) |

(Note) Comprehensive income:

March 31, 2024: 16,670 million yen [529.3%]

March 31, 2023: 2,649 million yen [(80.5)%]

|               | Net income per share | Diluted net income per share | Return on equity | Return on assets | Operating profit/<br>Operating revenue |
|---------------|----------------------|------------------------------|------------------|------------------|--|
| Year ended    | yen                  | yen                          | %                | %                | %                                      |
| March 31,2024 | 40.86                | 40.69                        | 5.8              | 1.5              | 17.2                                   |
| March 31,2023 | 7.85                 | 7.84                         | 1.1              | 0.5              | 4.3                                    |

(Reference) Share of profit of entities accounted for using equity method March 31, 2024: 506 million yen March 31, 2023: (749) million yen

#### (2) Consolidated Financial Position

| * /           |              |             |              |                     |
|---------------|--------------|-------------|--------------|---------------------|
|               | Total assets | Net assets  | Equity ratio | Net asset per share |
| As of         | million yen  | million yen | %            | yen                 |
| March 31,2024 | 1,400,360    | 192,935     | 12.8         | 718.21              |
| March 31,2023 | 1,056,020    | 181,348     | 16.0         | 679.99              |

(Reference) Shareholders' equity

March 31, 2024: 179,841 million yen

March 31, 2023: 169,286 million yen

#### (3) Consolidated Cash Flows Position

|               | Cash flows<br>from operation | Cash flows<br>from investment | Cash flows<br>from financing | Cash and cash equivalents |
|---------------|------------------------------|-------------------------------|------------------------------|---------------------------|
| Year ended    | million yen                  | million yen                   | million yen                  | million yen               |
| March 31,2024 | 12,814                       | (42,571)                      | ,                            | ,                         |
| March 31,2023 | 107,307                      | (18,620)                      | (57,593)                     | 130,423                   |

### 2. Dividends

|                                     |              | Dividend per share |              |             |        |             | Dividends    | Net assets     |                |                |
|-------------------------------------|--------------|--------------------|--------------|-------------|--------|-------------|--------------|----------------|----------------|----------------|
| (Base date)                         | End of first | End of second      | End of third | End of year | Annual | dividends   | payout ratio | dividend ratio |                |                |
|                                     | quarter      | quarter            | quarter      | End of year | Aimuai | Aiiiuai     | Aiiiuai      | (annual)       | (consolidated) | (consolidated) |
|                                     | yen          | yen                | yen          | yen         | yen    | million yen | %            | %              |                |                |
| Ended March 31, 2023                | _            | 8.00               | _            | 8.00        | 16.00  | 3,980       | 203.8        | 2.3            |                |                |
| Ended March 31, 2024                | _            | 12.00              | _            | 16.00       | 28.00  | 6,998       | 68.5         | 4.0            |                |                |
| Ending March 31, 2025<br>(Forecast) | _            | _                  | _            | _           | -      |             | _            |                |                |                |

#### 3. Forecast of Consolidated Operating Results for Fiscal 2024 (from April 1, 2024 to March 31, 2025)

The Group operates principally in the financial instruments business, and its operating results are likely to be affected by market fluctuations. Due to such nature of its business and consequential difficulty in predicting its performance, the Group does not disclose the forecast of operating results.

#### \* Notes

(1) Important Changes in Subsidiaries during the Term (Changes Pursuant to the Subsidiaries that Lead to a Change in the Scope of

Consolidation): None New: None Exclusion: None

(2) Changes in Accounting Policies or Estimates and Retrospective Restatements

- 1) Changes in accounting policies in accordance with revision of accounting standards: None
- 2) Changes in accounting policies other than item 1) above: None
- 3) Change in accounting estimates: None
- 4) Retrospective restatements: None
- (3) Number of Shares Issued (Common Stock)

1) Number of shares issued at the end of the term including treasury shares

As of March 31, 2024: 260,582,115 As of March 31, 2023: 260,582,115

2) Number of treasury shares at the end of the term

As of March 31, 2024: 10,178,451 As of March 31, 2023: 11,626,798

3) Average number of shares outstanding

Year ended March 31, 2024: 249,411,377 Year ended March 31, 2023: 248,679,802

#### (Reference)

Non-consolidated Financial Results for the Year Ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

#### (1) Non-consolidated Results of Operations

(Figures in percentages denote the year-on-year change.)

|               | Operating r | evenue | Operating   | g profit | Ordinary p  | orofit | Net inco    | me     |
|---------------|-------------|--------|-------------|----------|-------------|--------|-------------|--------|
| Year ended    | million yen | %      | million yen | %        | million yen | %      | million yen | %      |
| March 31,2024 | 13,782      | 13.5   | 3,656       | 47.5     | 4,224       | 13.0   | 2,111       | (44.6) |
| March 31,2023 | 12,138      | (21.2) | 2,479       | (59.1)   | 3,737       | (45.1) | 3,814       | (39.9) |
| _             |             |        | D:11        | 4 :      | 1           |        |             |        |

|               | Net income per share | Diluted net income per share |
|---------------|----------------------|------------------------------|
| Year ended    | yen                  | yen                          |
| March 31,2024 | 8.47                 | 8.43                         |
| March 31,2023 | 15.34                | 15.31                        |

#### (2) Non-consolidated financial position

|               | Total assets | Net assets  | Equity ratio | Net assets per share |
|---------------|--------------|-------------|--------------|----------------------|
| As of         | million yen  | million yen | %            | yen                  |
| March 31,2024 | 230,838      | 107,188     | 46.2         | 426.34               |
| March 31,2023 | 234,652      | 107,870     | 45.7         | 431.09               |

(Reference) Shareholders' equity

March 31, 2024: 106,757 million yen

March 31, 2023: 107,322 million yen

### \* This consolidated financial summary is exempt from certified public accountant and audit corporations

#### \* Note to proper use of forecast of operating results and other special remarks

Dividends for the fiscal year ending March 31, 2025 have not been determined because it is difficult to forecast operating results, as described similarly in "3.Forecast of Consolidated Operating Results for Fiscal 2024."

### \* How to view supplementary explanation documents for earnings

Supplementary explanation documents for earnings will be available on both Timely Disclosure network and our website on Tuesday, April 30, 2024.

## **Consolidated Financial Statements**

(1) Consolidated Balance Sheets

|   |                         | (Unit: million ye    |
|---|-------------------------|----------------------|
|   | As of<br>March 31, 2023 | As of March 31, 2024 |
| ssets   | Waren 31, 2023          | Water 31, 2021       |
| Current assets  |                         |                      |
| Cash and deposits   | 131,606                 | 97,673               |
| Cash segregated as deposits   | 74,058                  | 95,426               |
| Cash segregated as deposits for customers                               | 69,336                  | 90,100               |
| Cash segregated as deposits for others                                  | 4,722                   | 5,325                |
| Trading products  | 272,917                 | 328,216              |
| Trading securities and other  | 260,859                 | 319,327              |
| Derivatives   | 12,058                  | 8,889                |
| Trade date accrual  | _                       | 24,877               |
| Margin transaction assets   | 79,497                  | 87,176               |
| Loans on margin transactions  | 40,789                  | 59,909               |
| Cash collateral pledged for securities borrowing on margin transactions | 38,708                  | 27,267               |
| Loans secured by securities   | 304,108                 | 506,706              |
| Cash collateral pledged for securities borrowed                         | 81,054                  | 93,985               |
| Loans on Gensaki transactions   | 223,054                 | 412,720              |
| Advances paid   | 213                     | 98                   |
| Short-term guarantee deposits   | 47,306                  | 54,048               |
| Short-term loans receivable   | 52,162                  | 90,585               |
| Accrued income  | 3,443                   | 4,889                |
| Other   | 14,647                  | 23,110               |
| Allowance for doubtful accounts   | (81)                    | (132                 |
| Total current assets  | 979,880                 | 1,312,677            |
| Non-current assets  |                         |                      |
| Property, plant and equipment   | 9,683                   | 11,107               |
| Buildings   | 3,703                   | 5,298                |
| Equipment   | 2,678                   | 2,508                |
| Land  | 3,300                   | 3,300                |
| Intangible assets   | 7,883                   | 7,615                |
| Goodwill  | 975                     | 664                  |
| Software  | 6,807                   | 6,916                |
| Telephone subscription right  | 32                      | 32                   |
| Other   | 67                      | 2                    |
| Investments and other assets  | 58,572                  | 68,959               |
| Investment securities   | 45,923                  | 51,781               |
| Long-term guarantee deposits  | 4,768                   | 4,845                |
| Deferred tax assets   | 51                      | 74                   |
| Retirement benefit asset  | 6,886                   | 11,297               |
| Other   | 1,274                   | 1,288                |
| Allowance for doubtful accounts   | (332)                   | (328                 |
| Total non-current assets  | 76,139                  | 87,682               |
| Total assets  | 1,056,020               | 1,400,360            |

|  |                        | (Clift, illimon yell) |
|--|------------------------|-----------------------|
|  | As of                  | As of                 |
| T (.1.1)(d)  | March 31, 2023         | March 31, 2024        |
| Liabilities Current liabilities                                      |                        |                       |
|  | 225 026                | 422.074               |
| Trading products   | 235,926                | 422,974               |
| Trading securities and other Derivatives                             | 212,558<br>23,368      | 397,368               |
|  |                        | 25,605                |
| Trade date accrual   | 8,405                  | 10.701                |
| Margin transaction liabilities                                       | 29,856                 | 19,701                |
| Borrowings on margin transactions                                    | 13,323                 | 16,273                |
| Cash received for securities lending on margin transactions          | 16,532                 | 3,427                 |
| Borrowings secured by securities                                     | 146,125                | 264,354               |
| Cash received on debt credit transaction of securities               | 48,999                 | 92,980                |
| Borrowings on Gensaki transactions                                   | 97,125                 | 171,374               |
| Deposits received  | 63,050                 | 92,383                |
| Guarantee deposits received  | 14,394                 | 18,826                |
| Short-term borrowings  | 208,602                | 201,043               |
| Short-term bonds payable   | 11,500                 | 12,500                |
| Current portion of bonds payable                                     | 26,778                 | 9,070                 |
| Income taxes payable   | 1,273                  | 6,358                 |
| Provision for bonuses  | 1,797                  | 3,267                 |
| Provision for bonuses for directors (and other officers)             | _                      | 74                    |
| Other  | 6,797                  | 8,166                 |
| Total current liabilities  | 754,508                | 1,058,720             |
| Non-current liabilities  | <b>44</b> 0 <b>7</b> 0 | 10.501                |
| Bonds payable  | 21,979                 | 13,731                |
| Long-term borrowings   | 93,500                 | 127,000               |
| Deferred tax liabilities   | 1,804                  | 3,567                 |
| Provision for retirement benefits for directors (and other officers) | 127                    | 105                   |
| Retirement benefit liability   | 169                    | 141                   |
| Other  | 1,893                  | 3,373                 |
| Total non-current liabilities  | 119,474                | 147,919               |
| Reserves under special laws  |                        |                       |
| Reserve for financial instruments transaction liabilities            | 689                    | 784                   |
| Total reserves under special laws                                    | 689                    | 784                   |
| Total liabilities  | 874,672                | 1,207,425             |
| Net assets   | ·                      |                       |
| Shareholders' equity   |                        |                       |
| Share capital  | 36,000                 | 36,000                |
| Capital surplus  | 24,533                 | 24,440                |
| Retained earnings  | 111,064                | 116,270               |
| Treasury shares  | (5,036)                | (4,409)               |
| Total shareholders' equity   | 166,562                | 172,302               |
|  | 100,302                | 172,302               |
| Accumulated other comprehensive income                               | 224                    | <b></b>               |
| Valuation difference on available-for-sale securities                | 934                    | 2,736                 |
| Foreign currency translation adjustment                              | 413                    | 753                   |
| Remeasurements of defined benefit plans                              | 1,376                  | 4,049                 |
| Total accumulated other comprehensive income                         | 2,724                  | 7,539                 |
| Share acquisition rights   | 547                    | 430                   |
| Non-controlling interests  | 11,513                 | 12,663                |
| Total net assets   | 181,348                | 192,935               |
| Total liabilities and net assets                                     | 1,056,020              | 1,400,360             |
|  | 1,030,020              | 1,700,300             |

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

(Unit: million yen) Year ended Year ended March 31, 2023 March 31, 2024 **Operating revenue** Commission received 32,929 42,239 Brokerage commission 11,758 17,783 Commission for underwriting, secondary distribution and 1.146 1,112 solicitation for selling and others for professional investors Fees for offering, secondary distribution and solicitation 6,900 8,182 for selling and others for professional investors Other fees received 13,157 15,126 Net trading income 31,287 40,439 Financial revenue 9,165 6,523 73,383 89,201 **Total operating revenue** 3,784 2,509 Financial expenses 69,598 Net operating revenue 86,692 Selling, general and administrative expenses Trading related expenses 12,428 13,367 Personnel expenses 30,836 33,928 Real estate expenses 7,585 7,777 Office expenses 8,885 8,635 Depreciation 3,280 3,435 Taxes and dues 1,676 1,768 Provision of allowance for doubtful accounts 34 65 Other 1,962 2,159 66,438 71,387 Total selling, general and administrative expenses 3,159 15,304 **Operating profit** Non-operating income Dividend income 1,153 1,280 Share of profit of entities accounted for using equity method 506 Gain on investments in investment partnerships 555 212 Gain on sale of investment securities 63 Gain on valuation of investment securities 1,180 2,166 Other 345 191 **Total non-operating income** 4,219 3,435 Non-operating expenses Share of loss of entities accounted for using equity method 749 194 271 Loss on investments in investment partnerships 89 Other 69 341 **Total non-operating expenses** 1,033 **Ordinary profit** 6,346 18,397

|  | Year ended     | Year ended     |
|--|----------------|----------------|
|  | March 31, 2023 | March 31, 2024 |
| Extraordinary income   |                |                |
| Gain on sale of non-current assets                                     | _              | 2              |
| Gain on sales of shares of subsidiaries and associates                 | _              | 202            |
| Gain on sale of investment securities                                  | 142            | 183            |
| Gain on change in equity   | _              | 430            |
| Gain on reversal of share acquisition rights                           | _              | 117            |
| Gain on extinguishment of tie-in shares                                | 21             | _              |
| Reversal of reserve for financial instruments transaction liabilities  | 13             | _              |
| Total extraordinary income   | 177            | 936            |
| Extraordinary losses   |                |                |
| Impairment losses  | _              | 157            |
| Loss on sale of investment securities                                  | _              | 283            |
| Loss on valuation of investment securities                             | 235            | 278            |
| Loss on retirement of noncurrent assets                                | _              | 178            |
| Loss on change in equity   | _              | 9              |
| Settlement payments  | 188            | _              |
| Provision of reserve for financial instruments transaction liabilities | _              | 95             |
| Total extraordinary losses   | 423            | 1,003          |
| Profit before income taxes   | 6,099          | 18,330         |
| Income taxes-current   | 2,824          | 5,985          |
| Income taxes for prior periods   | _              | 677            |
| Income taxes-deferred  | 565            | (143)          |
| Total income taxes   | 3,390          | 6,520          |
| Profit   | 2,709          | 11,810         |
| Profit attributable to non-controlling interests                       | 756            | 1,620          |
| Profit attributable to owners of parent                                | 1,953          | 10,189         |

|   | Year ended<br>March 31, 2023 | Year ended<br>March 31, 2024 |
|---|------------------------------|------------------------------|
| Profit  | 2,709                        | 11,810                       |
| Other comprehensive income  |                              |                              |
| Valuation difference on available-for-sale securities                             | (153)                        | 1,846                        |
| Foreign currency translation adjustment   | 321                          | 334                          |
| Remeasurements of defined benefit plans, net of tax                               | (231)                        | 2,673                        |
| Share of other comprehensive income of entities accounted for using equity method | 2                            | 4                            |
| Total other comprehensive income  | (60)                         | 4,859                        |
| Comprehensive income  | 2,649                        | 16,670                       |
| (Comprehensive income attributable to)  |                              |                              |
| Owners of parent  | 1,899                        | 15,004                       |
| Non-controlling interests   | 749                          | 1,665                        |

## (3) Consolidated Statements of Changes in Equity Year ended March 31, 2023 (Fiscal 2022)

(Unit: million yen)

|   | Shareholders' equity |                    |                   |                 |                                  |  |
|---|----------------------|--------------------|-------------------|-----------------|----------------------------------|--|
|   | Share capital        | Capital<br>surplus | Retained earnings | Treasury shares | Total<br>shareholders'<br>equity |  |
| Balance at the beginning of current period  | 36,000               | 24,569             | 114,580           | (5,197)         | 169,952                          |  |
| Changes of items during the period  |                      |                    |                   |                 |                                  |  |
| Dividends from surplus  |                      |                    | (5,469)           |                 | (5,469)                          |  |
| Profit attributable to owners of parent   |                      |                    | 1,953             |                 | 1,953                            |  |
| Purchase of treasury shares   |                      |                    |                   | (0)             | (0)                              |  |
| Disposal of treasury shares   |                      | (35)               |                   | 162             | 126                              |  |
| Change in ownership interest of parent<br>due to transactions with non-controlling<br>interests |                      |                    |                   |                 |                                  |  |
| Net changes of items other than shareholders' equity  |                      |                    |                   |                 |                                  |  |
| Total changes of items during period  | _                    | (35)               | (3,515)           | 161             | (3,390)                          |  |
| Balance at the end of current period  | 36,000               | 24,533             | 111,064           | (5,036)         | 166,562                          |  |

|   | Accun  | nulated other                                    | comprehensive                                 | income   |                                |                                  |                  |  |
|---|--|--|---|--|--------------------------------|----------------------------------|------------------|--|
|   | Valuation<br>difference on<br>available-for-<br>sale<br>securities | Foreign<br>currency<br>translation<br>adjustment | Remeasurements<br>of defined benefit<br>plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Share<br>acquisition<br>rights | Non-<br>controlling<br>interests | Total net assets |  |
| Balance at the beginning of current period  | 1,083  | 87   | 1,607   | 2,778  | 497                            | 12,340                           | 185,568          |  |
| Changes of items during the period  |  |  |   |  |                                |                                  |                  |  |
| Dividends from surplus  |  |  |   |  |                                |                                  | (5,469)          |  |
| Profit attributable to owners of parent   |  |  |   |  |                                |                                  | 1,953            |  |
| Purchase of treasury shares   |  |  |   |  |                                |                                  | (0)              |  |
| Disposal of treasury shares   |  |  |   |  |                                |                                  | 126              |  |
| Change in ownership interest of parent<br>due to transactions with non-controlling<br>interests |  |  |   |  |                                |                                  | -                |  |
| Net changes of items other than shareholders' equity  | (148)  | 326  | (231)   | (53)   | 50                             | (826)                            | (830)            |  |
| Total changes of items during period  | (148)  | 326  | (231)   | (53)   | 50                             | (826)                            | (4,220)          |  |
| Balance at the end of current period  | 934  | 413  | 1,376   | 2,724  | 547                            | 11,513                           | 181,348          |  |

|   |               | Shareholders' equity |                   |                 |                                  |  |  |
|---|---------------|----------------------|-------------------|-----------------|----------------------------------|--|--|
|   | Share capital | Capital<br>surplus   | Retained earnings | Treasury shares | Total<br>shareholders'<br>equity |  |  |
| Balance at the beginning of current period  | 36,000        | 24,533               | 111,064           | (5,036)         | 166,562                          |  |  |
| Changes of items during the period  |               |                      |                   |                 |                                  |  |  |
| Dividends from surplus  |               |                      | (4,983)           |                 | (4,983)                          |  |  |
| Profit attributable to owners of parent   |               |                      | 10,189            |                 | 10,189                           |  |  |
| Purchase of treasury shares   |               |                      |                   | (0)             | (0)                              |  |  |
| Disposal of treasury shares   |               | (56)                 |                   | 628             | 571                              |  |  |
| Change in ownership interest of parent<br>due to transactions with non-controlling<br>interests |               | (36)                 |                   |                 | (36)                             |  |  |
| Net changes of items other than shareholders' equity  |               |                      |                   |                 |                                  |  |  |
| Total changes of items during period  |               | (93)                 | 5,206             | 627             | 5,739                            |  |  |
| Balance at the end of current period  | 36,000        | 24,440               | 116,270           | (4,409)         | 172,302                          |  |  |

|   | Accun  | nulated other                                    | comprehensive                                 | income   |                                |                                  |                  |
|---|--|--|---|--|--------------------------------|----------------------------------|------------------|
|   | Valuation<br>difference on<br>available-for-<br>sale<br>securities | Foreign<br>currency<br>translation<br>adjustment | Remeasurements<br>of defined benefit<br>plans | Total<br>accumulated<br>other<br>comprehensive<br>income | Share<br>acquisition<br>rights | Non-<br>controlling<br>interests | Total net assets |
| Balance at the beginning of current period  | 934  | 413  | 1,376   | 2,724  | 547                            | 11,513                           | 181,348          |
| Changes of items during the period  |  |  |   |  |                                |                                  |                  |
| Dividends from surplus  |  |  |   |  |                                |                                  | (4,983)          |
| Profit attributable to owners of parent   |  |  |   |  |                                |                                  | 10,189           |
| Purchase of treasury shares   |  |  |   |  |                                |                                  | (0)              |
| Disposal of treasury shares   |  |  |   |  |                                |                                  | 571              |
| Change in ownership interest of parent<br>due to transactions with non-controlling<br>interests |  |  |   |  |                                |                                  | (36)             |
| Net changes of items other than shareholders' equity  | 1,802  | 339  | 2,673   | 4,815  | (117)                          | 1,149                            | 5,847            |
| Total changes of items during period  | 1,802  | 339  | 2,673   | 4,815  | (117)                          | 1,149                            | 11,587           |
| Balance at the end of current period  | 2,736  | 753  | 4,049   | 7,539  | 430                            | 12,663                           | 192,935          |

|  | Year ended<br>March 31, 2023 | Year ended<br>March 31, 2024 |
|--|------------------------------|------------------------------|
| Cash flows from operating activities                                 |                              |                              |
| Profit before income taxes   | 6,099                        | 18,330                       |
| Depreciation   | 3,280                        | 3,435                        |
| Amortization of goodwill   | 282                          | 283                          |
| Share of (profit) loss of entities accounted for using equity method | 749                          | (506)                        |
| Increase (decrease) in net defined benefit liability                 | (688)                        | (585)                        |
| Increase (decrease) in provision for directors' retirement benefits  | 13                           | (9)                          |
| Increase (decrease) in allowance for doubtful accounts               | (18)                         | 47                           |
| Interest and dividend income   | (10,319)                     | (7,803)                      |
| Interest expenses  | 3,784                        | 2,509                        |
| Impairment losses  | _                            | 157                          |
| Loss on retirement of non-current assets                             | _                            | 178                          |
| Loss (gain) on sale of non-current assets                            | _                            | (2)                          |
| Loss (gain) on sale of shares of subsidiaries and associates         | _                            | (202)                        |
| Loss (gain) on sale of investment securities                         | (127)                        | 36                           |
| Loss (gain) on valuation of investment securities                    | (1,930)                      | (902)                        |
| Loss (gain) on change in equity                                      | _                            | (421)                        |
| Gain on reversal of share acquisition rights                         | _                            | (117)                        |
| Loss (gain) on extinguishment of tie-in shares                       | (21)                         | _                            |
| Decrease (increase) in cash segregated as deposits for customers     | 1,888                        | (20,763)                     |
| Decrease (increase) in trading products (assets)                     | 256,523                      | (55,298)                     |
| Increase (decrease) in trading products (liabilities)                | (208,686)                    | 187,047                      |
| Decrease (increase) in trade date accrual                            | (69,764)                     | (33,280)                     |
| Decrease (increase) in margin transaction assets                     | 55,849                       | (7,679)                      |
| Increase (decrease) in margin transaction liabilities                | 11,784                       | (10,155)                     |
| Decrease (increase) in loans secured by securities                   | 247,474                      | (202,597)                    |
| Increase (decrease) in borrowings secured by securities              | (180,600)                    | 118,229                      |
| Increase (decrease) in deposits received                             | (7,035)                      | 29,166                       |
| Increase (decrease) in guarantee deposits received                   | (8,233)                      | 4,431                        |
| Decrease (increase) in other assets                                  | 9,759                        | (18,985)                     |
| Increase (decrease) in other liabilities                             | (8,060)                      | 5,783                        |
| Subtotal   | 102,004                      | 10,326                       |
| Interest and dividends received                                      | 13,544                       | 6,986                        |
| Interest expenses paid   | (4,107)                      | (2,908)                      |
| Income taxes paid  | (4,134)                      | (1,589)                      |
| Net cash provided by (used in) operating activities                  | 107,307                      | 12,814                       |

|  | Year ended<br>March 31, 2023 | Year ended March 31, 2024 |
|--|------------------------------|---------------------------|
| Cash flows from investing activities   | Widtell 31, 2023             | Maich 31, 2024            |
| Short-term loan advances   | (24,847)                     | (51,157)                  |
| Proceeds from collection of short-term loans receivable                                      | 9,439                        | 12,890                    |
| Purchase of property, plant and equipment  | (541)                        | (2,204)                   |
| Proceeds from sale of property, plant and equipment  | 0                            | 2                         |
| Purchase of intangible assets  | (2,577)                      | (2,249)                   |
| Purchase of investment securities  | (2,491)                      | (2,990)                   |
| Proceeds from sale of investment securities  | 1,930                        | 2,849                     |
| Proceeds from sale of shares of subsidiaries resulting in change in scope of consolidation   | _                            | 173                       |
| Purchase of shares of subsidiaries and associates  | (100)                        | (100)                     |
| Payments for guarantee deposits  | (501)                        | (306)                     |
| Proceeds from collection of guarantee deposits   | 446                          | 190                       |
| Other, net   | 621                          | 332                       |
| Net cash provided by (used in) investing activities  | (18,620)                     | (42,571)                  |
| Cash flows from financing activities   |                              |                           |
| Net increase (decrease) in short-term borrowings   | (43,833)                     | 7,415                     |
| Proceeds from long-term borrowings   | 4,200                        | 36,500                    |
| Repayments of long-term borrowings   | _                            | (18,000)                  |
| Proceeds from issuance of short-term bonds   | 79,200                       | 88,100                    |
| Redemption of short-term bonds   | (82,200)                     | (87,100)                  |
| Proceeds from issuance of bonds  | 33,449                       | 13,535                    |
| Redemption of bonds  | (40,871)                     | (39,491)                  |
| Proceeds from exercise of stock option   | 106                          | 492                       |
| Net decrease (increase) in treasury shares   | (0)                          | (0)                       |
| Cash dividends paid  | (5,455)                      | (4,976)                   |
| Proceeds from share issuance to non-controlling interests                                    | 73                           | 300                       |
| Repayments to non-controlling shareholders   | (1,560)                      | (635)                     |
| Dividends paid to non-controlling interests  | (89)                         | (83)                      |
| Other, net   | (612)                        | (585)                     |
| Net cash provided by (used in) financing activities  | (57,593)                     | (4,530)                   |
| Effect of exchange rate changes on cash and cash equivalents                                 | 839                          | 515                       |
| Net increase (decrease) in cash and cash equivalents   | 31,933                       | (33,772)                  |
| Cash and cash equivalents at beginning of period   | 98,442                       | 130,423                   |
| Increase in cash and cash equivalents resulting from merger with unconsolidated subsidiaries | 48                           | _                         |
| Cash and cash equivalents at end of period   | 130,423                      | 96,651                    |
| <del>-</del>   |                              |                           |

# **Supplementary Information**

- (1) Breakdown of Commission Received and Net Trading Income
- ① Commission received

(i) By item (Unit: million yen)

|  | Year ended     | Year ended     | Yr/                    | Yr       |
|--|----------------|----------------|------------------------|----------|
|  | March 31, 2023 | March 31, 2024 | Increase<br>(Decrease) | % change |
| Brokerage commission   | 11,758         | 17,783         | 6,024                  | 51.2 %   |
| Stocks   | 11,018         | 17,249         | 6,231                  | 56.6     |
| Bonds  | 13             | 14             | 1                      | 8.8      |
| Beneficiary certificates   | 715            | 501            | (213)                  | (29.9)   |
| Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors | 1,112          | 1,146          | 33                     | 3.0      |
| Stocks   | 510            | 558            | 48                     | 9.5      |
| Bonds  | 602            | 587            | (15)                   | (2.5)    |
| Fee for offering, secondary distribution<br>and solicitation for selling and others for<br>professional investors      | 6,900          | 8,182          | 1,282                  | 18.6     |
| Beneficiary certificates   | 6,873          | 8,125          | 1,252                  | 18.2     |
| Other fees received  | 13,157         | 15,126         | 1,968                  | 15.0     |
| Beneficiary certificates   | 5,331          | 5,983          | 652                    | 12.2     |
| Total  | 32,929         | 42,239         | 9,309                  | 28.3     |

(ii ) By product (Unit: million yen)

|                          | Year ended     | Year ended     | Yr/                    | /Yr<br>% change |  |
|--------------------------|----------------|----------------|------------------------|-----------------|--|
|                          | March 31, 2023 | March 31, 2024 | Increase<br>(Decrease) |                 |  |
| Stocks                   | 11,772         | 18,515         | 6,742                  | 57.3 %          |  |
| Bonds                    | 639            | 622            | (16)                   | (2.6)           |  |
| Beneficiary certificates | 12,919         | 14,611         | 1,691                  | 13.1            |  |
| Others                   | 7,598          | 8,489          | 891                    | 11.7            |  |
| Total                    | 32,929         | 42,239         | 9,309                  | 28.3            |  |

② Net trading income (Unit: million yen)

|                 | Year ended     | Year ended       | Year ended Yr/Yr       |          |  |
|-----------------|----------------|------------------|------------------------|----------|--|
|                 | March 31, 2023 | March 31, 2024   | Increase<br>(Decrease) | % change |  |
| Stocks          | 13,630         | 25,497           | 11,867                 | 87.1 %   |  |
| Bonds and Forex | 17,656         | 6 14,941 (2,715) |                        | (15.4)   |  |
| Total           | 31,287         | 40,439           | 9,152                  | 29.3     |  |

|   |                |                | Fiscal 2023    | (01            | iit: million yen) |
|---|----------------|----------------|----------------|----------------|-------------------|
| !   | 1              | 2.1            |                | 4.1            | Total of          |
|   | 1st quarter    | 2nd quarter    | 3rd quarter    | 4th quarter    | FY 2023           |
| !   | Apr. 1, 2023 - | Jul. 1, 2023 - | Oct. 1, 2023 - | Jan. 1, 2024 - | Apr. 1, 2023 -    |
| On anytin a management  | Jun. 30, 2023  | Sep. 30, 2023  | Dec. 31, 2023  | Mar. 31, 2024  | Mar. 31, 2024     |
| Operating revenues  Commission received                       | 0.015          | 10.567         | 10 140         | 11.707         | 42 220            |
| Brokerage commission  | 9,815          | 10,567         | 10,148         | 11,707         | 42,239            |
| (Stocks)  | 4,283          | 4,039          | 3,873          | 5,586          | 17,783            |
| Commission for underwriting, secondary                        | 4,147          | 3,911          | 3,722          | 5,469          | 17,249            |
| distribution and solicitation for selling and                 | 231            | 269            | 397            | 248            | 1,146             |
| others for professional investors                             |                |                |                |                | ,                 |
| Fee for offering, secondary distribution                      |                |                |                |                |                   |
| and solicitation for selling and others for                   | 2,009          | 2,341          | 1,877          | 1,953          | 8,182             |
| professional investors (Beneficiary certificates)             | 2,007          | 2,290          | 1,875          | 1,952          | 8,125             |
| Other fees received   | 3,291          | 3,916          | 3,999          | 3,919          | 15,126            |
| (Beneficiary certificates)                                    | 1,380          | 1,471          | 1,495          | 1,636          | 5,983             |
| Net trading income  | 10,398         | 9,777          | 9,478          | 10,784         | 40,439            |
| (Stocks)  | 7,790          | 4,741          | 5,193          | 7,771          | 25,497            |
| (Bonds and Forex)   | 2,607          | 5,036          | 4,285          | 3,012          | 14,941            |
| Financial revenue   | 990            | 1,923          | 1,489          | 2,119          | 6,523             |
| Total operating revenue                                       | 21,205         | 22,269         | 21,116         | 24,610         | 89,201            |
| Financial expenses  | 589            | 681            | 578            | 660            | 2,509             |
| · · · · · · · · · · · · · · · · · · ·                         |                |                |                |                |                   |
| Net operating revenue   | 20,615         | 21,588         | 20,538         | 23,949         | 86,692            |
| Selling, general and administrative expenses                  | 2.042          | 2 144          | 2 242          | 2 927          | 12 267            |
| Trading related expenses                                      | 3,043          | 3,144          | 3,342          | 3,837          | 13,367            |
| Personnel expenses  | 8,032<br>1,898 | 8,739<br>1,932 | 8,022<br>1,942 | 9,133<br>2,003 | 33,928<br>7,777   |
| Real estate expenses Office expenses                          | 2,284          | 2,169          | 2,095          | 2,003          | 8,885             |
| Depreciation  | 839            | 863            | 882            | 2,330<br>849   | 3,435             |
| Taxes and dues  | 397            | 426            | 464            | 480            | 1,768             |
| Provision of allowance for doubtful                           | 371            |                | 404            | 480            | 1,700             |
| accounts  | 4              | 12             | 55             | (7)            | 65                |
| Other   | 621            | 550            | 473            | 513            | 2,159             |
| Total selling, general and administrative                     | 17.101         |                |                |                |                   |
| expenses  | 17,121         | 17,840         | 17,278         | 19,147         | 71,387            |
| Operating profit  | 3,494          | 3,747          | 3,259          | 4,802          | 15,304            |
| Non-operating income  | 740            | 484            | (42)           | 2,252          | 3,435             |
| Share of profit of entities accounted for using equity method | 66             | 109            | 74             | 255            | 506               |
| Other   | 673            | 375            | (117)          | 1,997          | 2,928             |
| Non-operating expenses  | 230            | (20)           | 6              | 124            | 341               |
| Other   | 230            | (20)           | 6              | 124            | 341               |
| Ordinary profit   | 4,004          | 4,252          | 3,210          | 6,930          | 18,397            |
| Extraordinary income  | 244            | 2              | 547            | 141            | 936               |
| Extraordinary losses  | 369            | 27             | 159            | 447            | 1,003             |
| Profit before income taxes                                    | 3,879          | 4,228          | 3,598          | 6,624          | 18,330            |
| Income taxes-current  | 833            | 1,728          | 788            | 2,635          | 5,985             |
| Income taxes for prior periods                                | _              | _              | _              | 677            | 677               |
| Income taxes-deferred   | 423            | (565)          | 476            | (477)          | (143)             |
| Profit  | 2,623          | 3,064          | 2,333          | 3,789          | 11,810            |
| Profit attributable to non-controlling interests              | 624            | 438            | (165)          | 722            | 1,620             |
| Profit attributable to owners of parent                       | 1,998          | 2,626          | 2,498          | 3,066          | 10,189            |