Executive Summary

Performance and Strategy Execution Progress

April 2025

TOKAI TOKYO FINANCIAL HOLDINGS, INC.

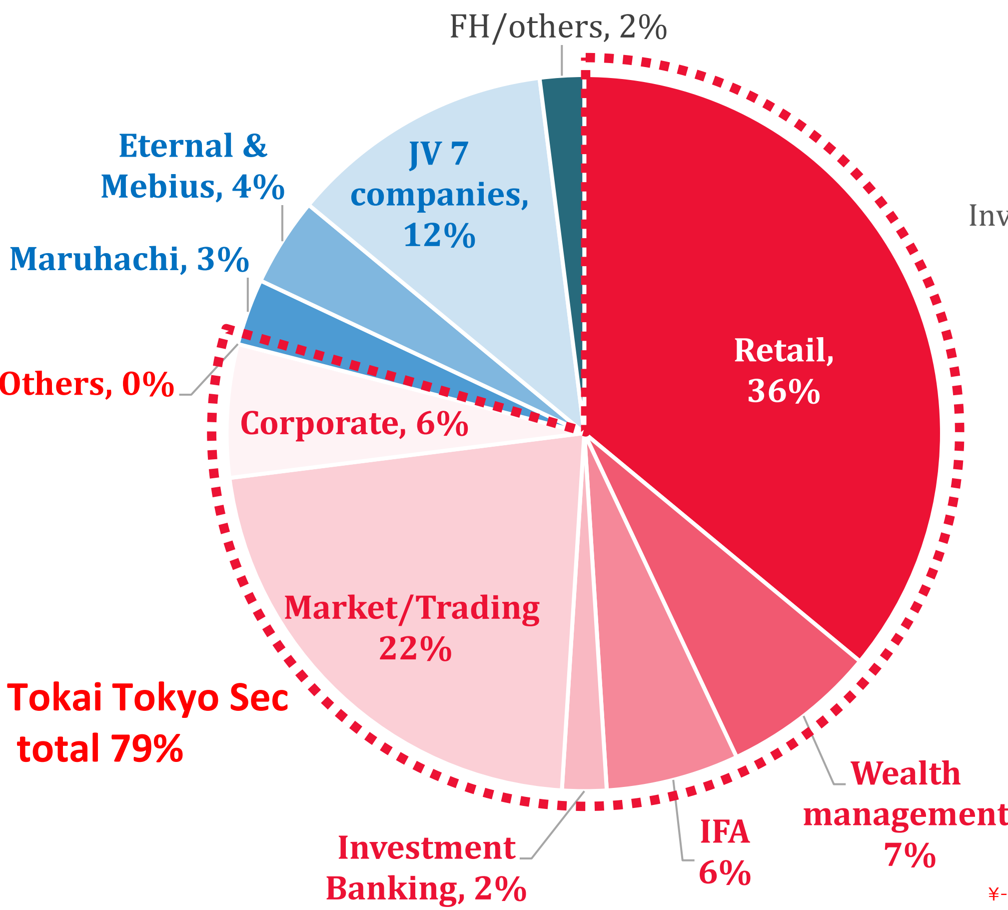
Main figures of Tokai Tokyo Financial Group (in Billions)

	Company Name	Assets Under Custody (AUC)	Number of employees	Ordinary Profit (3Q Cumulative)	Net Increase in Assets (Indivdual) (3Q Cumulative)
Face to Face	Nomura Holdings, Inc.	¥152,200B	26,850	¥374B	¥1,108B
	Daiwa Securities Group Inc.	¥93,900B	14,600	¥174B	¥473B
	SMBC Nikko Securities Inc.	¥83,600B	9,060	¥51B	–
	Mizuho Securities Co., Ltd.	¥64,427B	6,593	¥76B	–
	Mitsubishi UFJ Morgan Stanley Securities Co., Ltd.	¥54,400B	5,681	¥58B	–
	Tokai Tokyo Financial Holdings, Inc.	**¥11,416B**	**2,779**	**¥13B**	**¥207B**
	Okasan Securities Group Inc.	¥8,693B	3,281	¥12B	¥57B
	Iwaicosmo Holdings, Inc.	¥2,578B	800	¥7B	–
	Marusan Securities Co., Ltd.	¥2,447B	1,112	¥3B	–
	Ichiyoshi Securities Co., Ltd.	¥2,295B	957	¥2B	–
	Aizawa Securities Group Co., Ltd.	¥2,058B	742	¥2B	–
Online	SBI SECURITIES Co., Ltd	¥47,200B	348	¥60B	–
	Rakuten Securities, Inc.	¥36,198B	669	¥24B	–
	Monex, Inc.	¥8,919B	399	-¥6B	–
	Matsui Securities Co., Ltd.	¥4,303B	203	¥12B	–
	Mitsubishi UFJ eSmart Securities Co., Ltd.	¥3,930B	256	¥2B	–

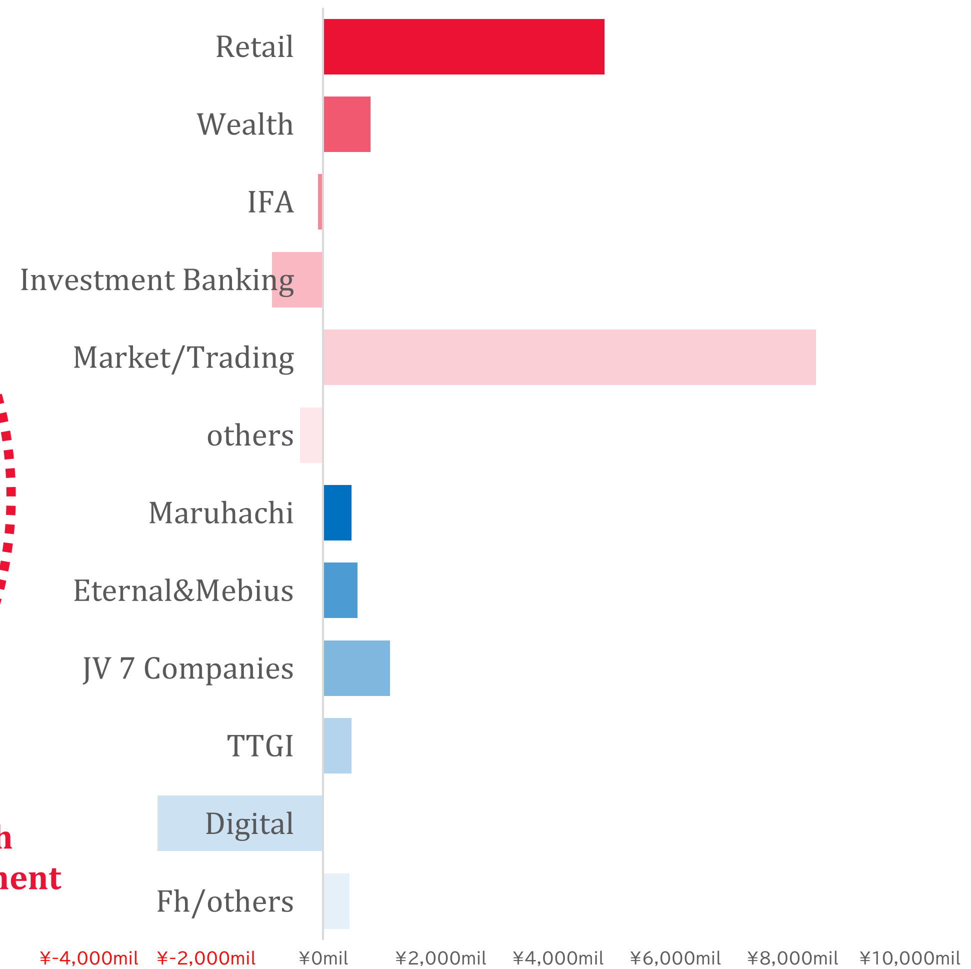
*Accumulated until FYE Mar. 2025 3Q

Ⅰ. Our Position
～How do we fare against competitors?～

Break down of Operating Revenue
(Image based on proportional sum)



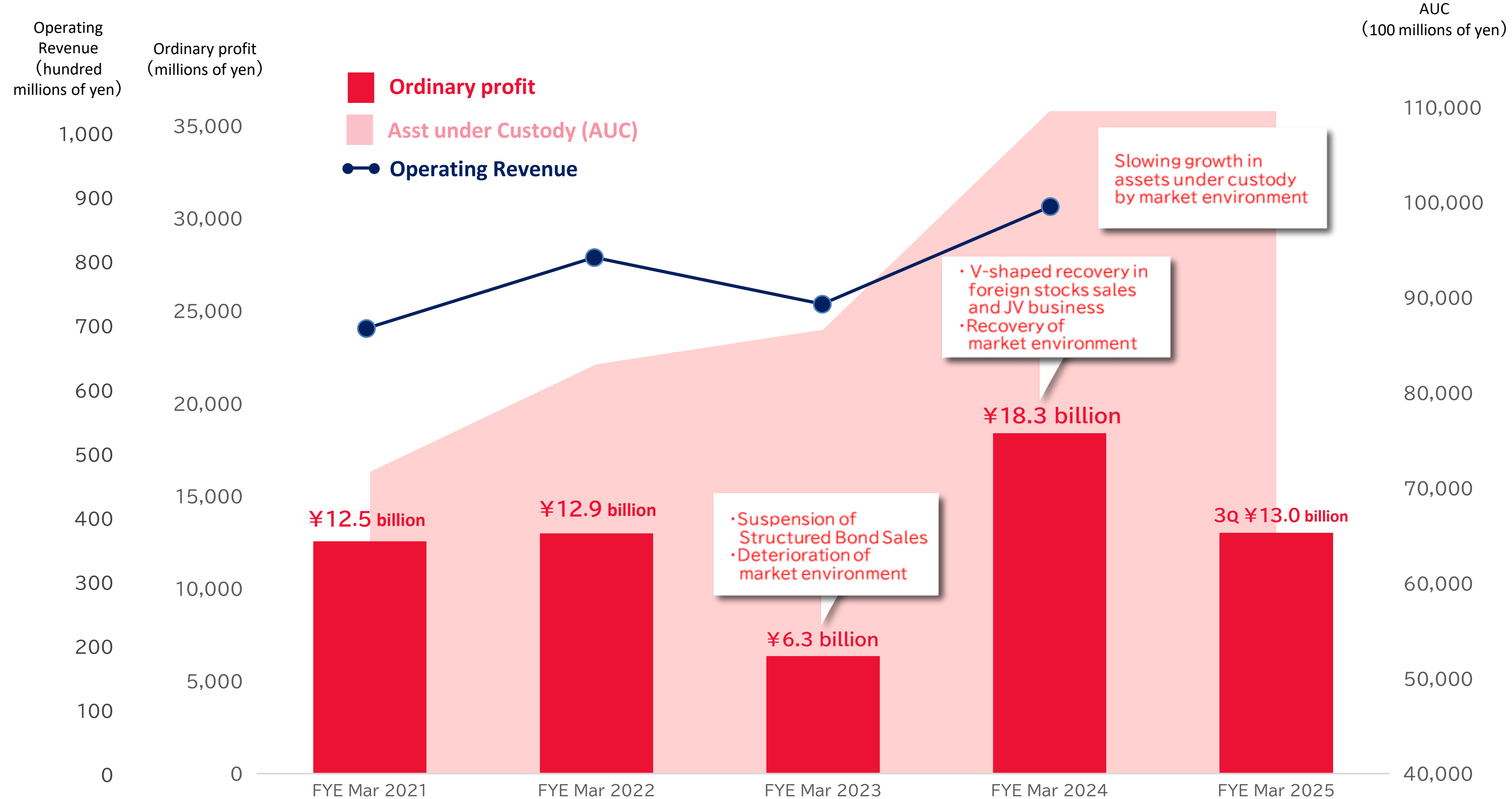
Break down of Ordinary Profit



*FYE Mar. 2025 3Q Accumulated

Ⅰ. Our Position
～How do we fare against competitors?～

Changes in Financial results of Tokai Tokyo Financial Group



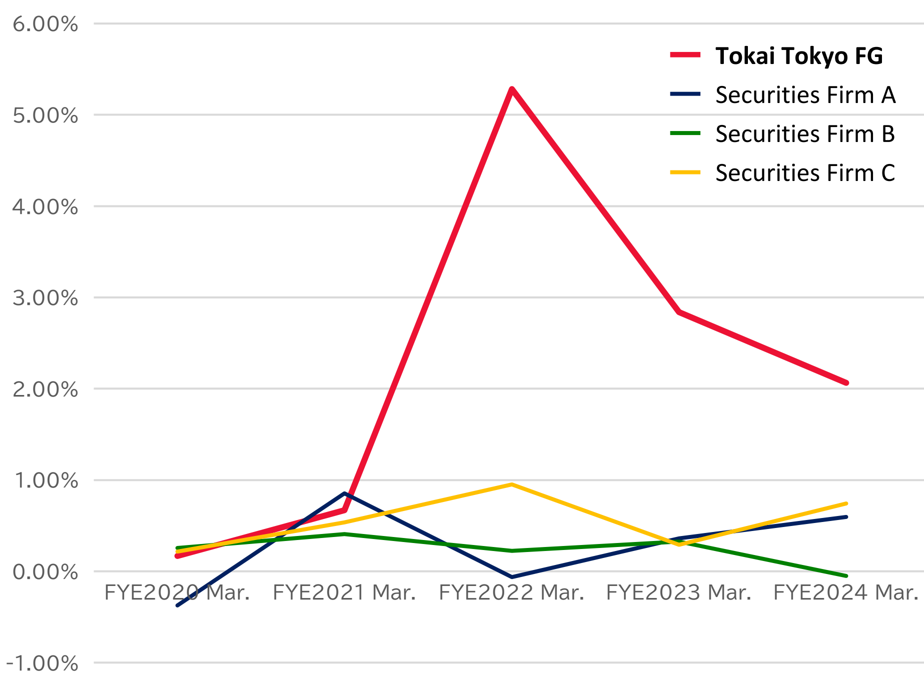
ROE	5.6%	7.8%	1.1%	6.2%	7.1%*

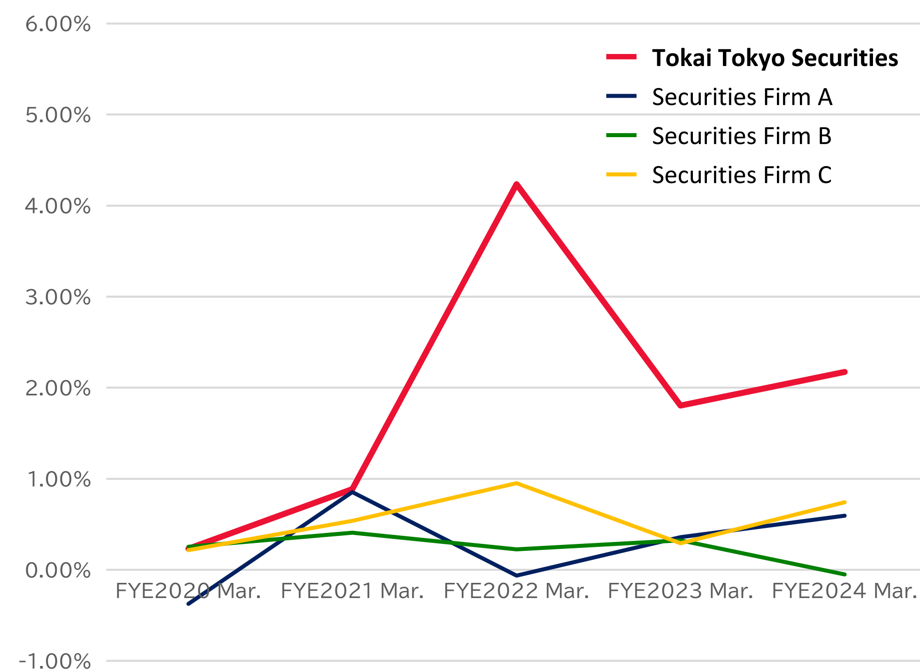
Ⅰ. Our Position
～How do we fare against competitors?～

Change in Net inflow of Assets

	FYE2020 Mar.	FYE2021 Mar.	FYE2022 Mar.	FYE2023 Mar.	FYE2024 Mar.	FYE2025 Mar.(3Q)
Securities Firm A	-429.0	888.0	-82.0	439.0	726.0	1,108.0
Securities Firm B	168.8	243.7	168.8	243.7	-38.0	472.9
Tokai Tokyo FG	**—**	**—**	**378.8**	**235.7**	**179.0**	**207.2**
Tokai Tokyo Securities	**10.5**	**38.5**	**226.7**	**103.8**	**140.3**	**97.1**
Securities Firm C	11.1	25.6	59.0	18.9	51.5	57.3

Ratio of Net inflow to AUC





Ⅱ. Business Environment

The times of Restructuring or Elimination

Ⅲ. “Strength” & “Weakness”

Our strength

◆ Face to Face Brokerage Sales Model

Salesperson	Investment Banking	Digital
Market Dealing	Trading	Corporate Account
Research Function	Training System	Product
System	Compliance	Administrative Function

◆ Unique Business Model

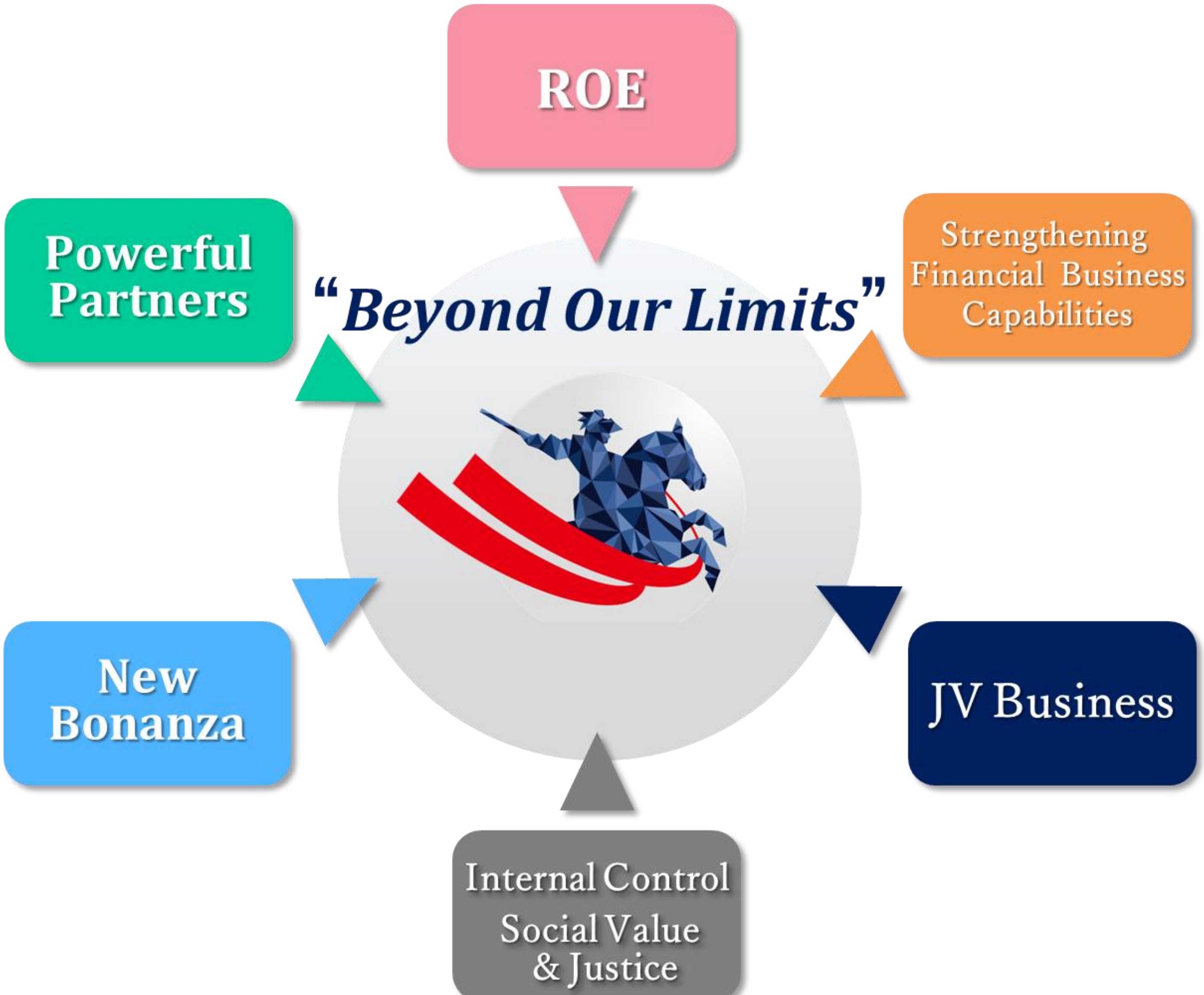
- Regional Bank Strategy 7 JVs
- Wealth Business
- Brand recognition in Tokai region
- Trading Capabilities
- Diversified Business Portfolio
- Digitalization
- Enhanced education system
- Corporate Governance

Our Weakness

we must address issues such as;

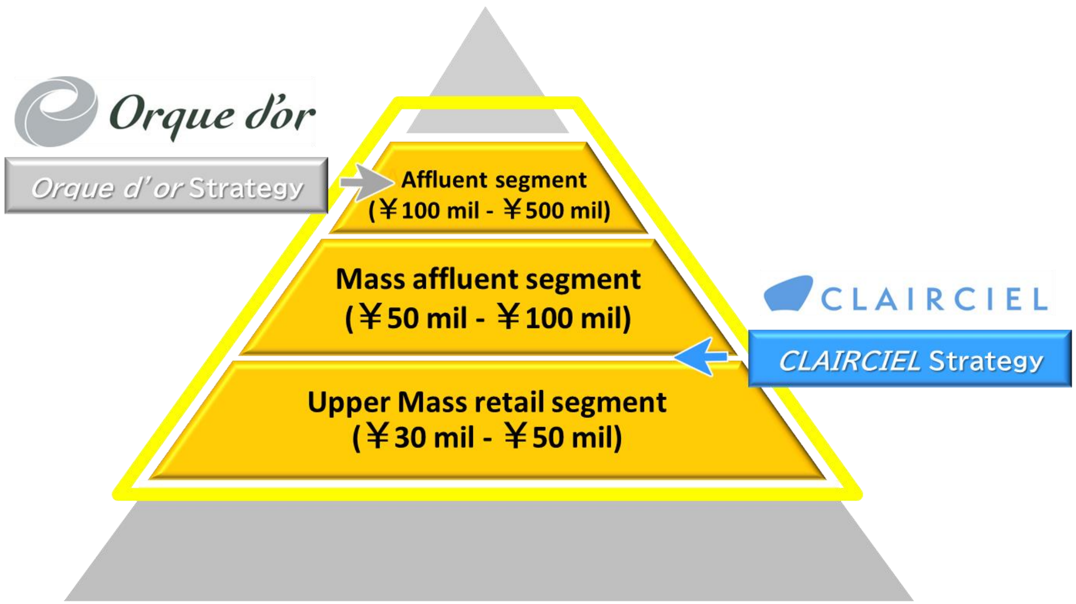
- Deficiency in Business Portfolio (Banking Functions / Finance, etc.)
- Unstable Performance

Ⅳ. Our Strategy



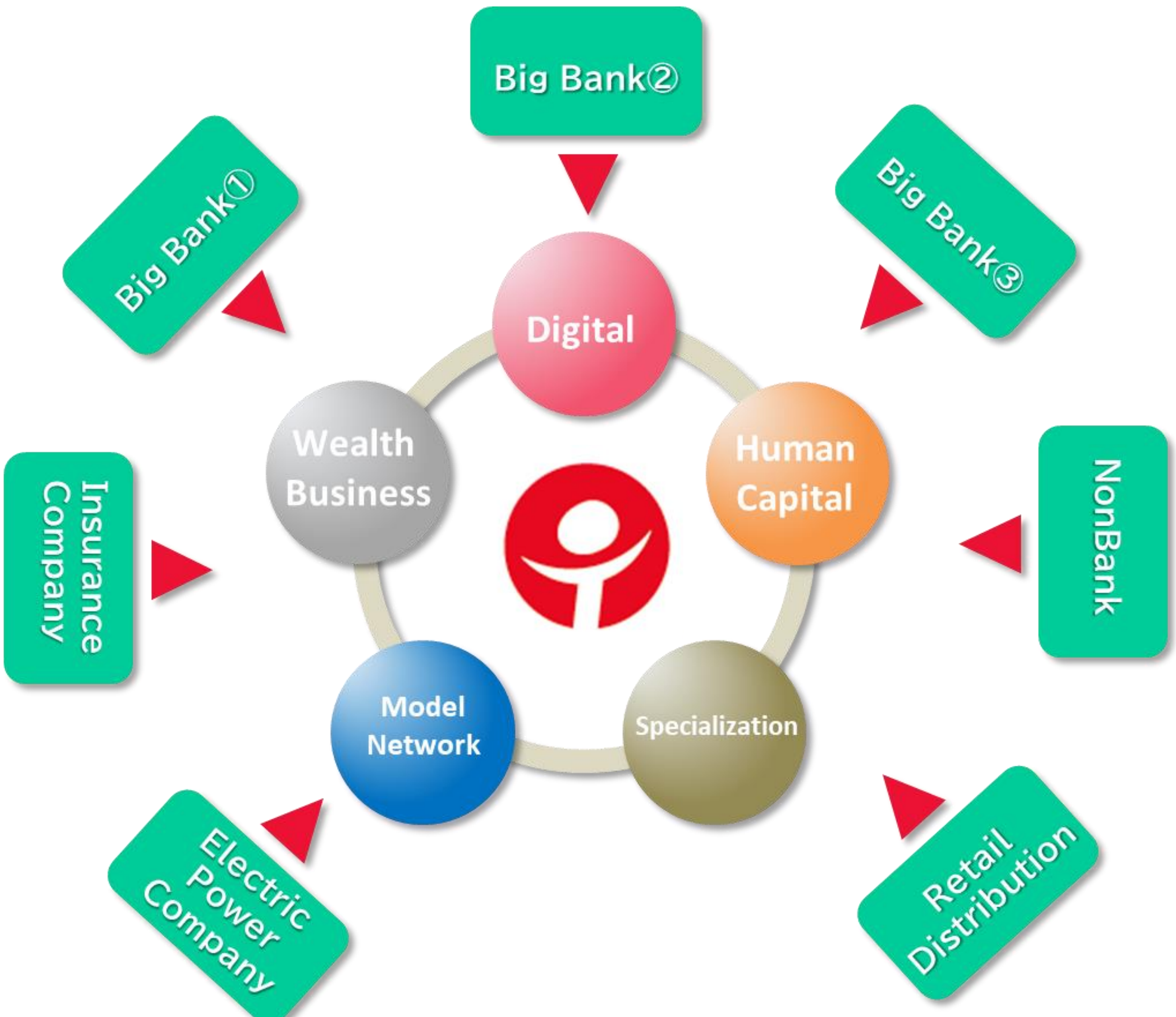
Ⅳ. Our Strategy
～ Strengthening Financial Business Capabilities～

Individual Financial Market "Golden Trapezoid" Strategy



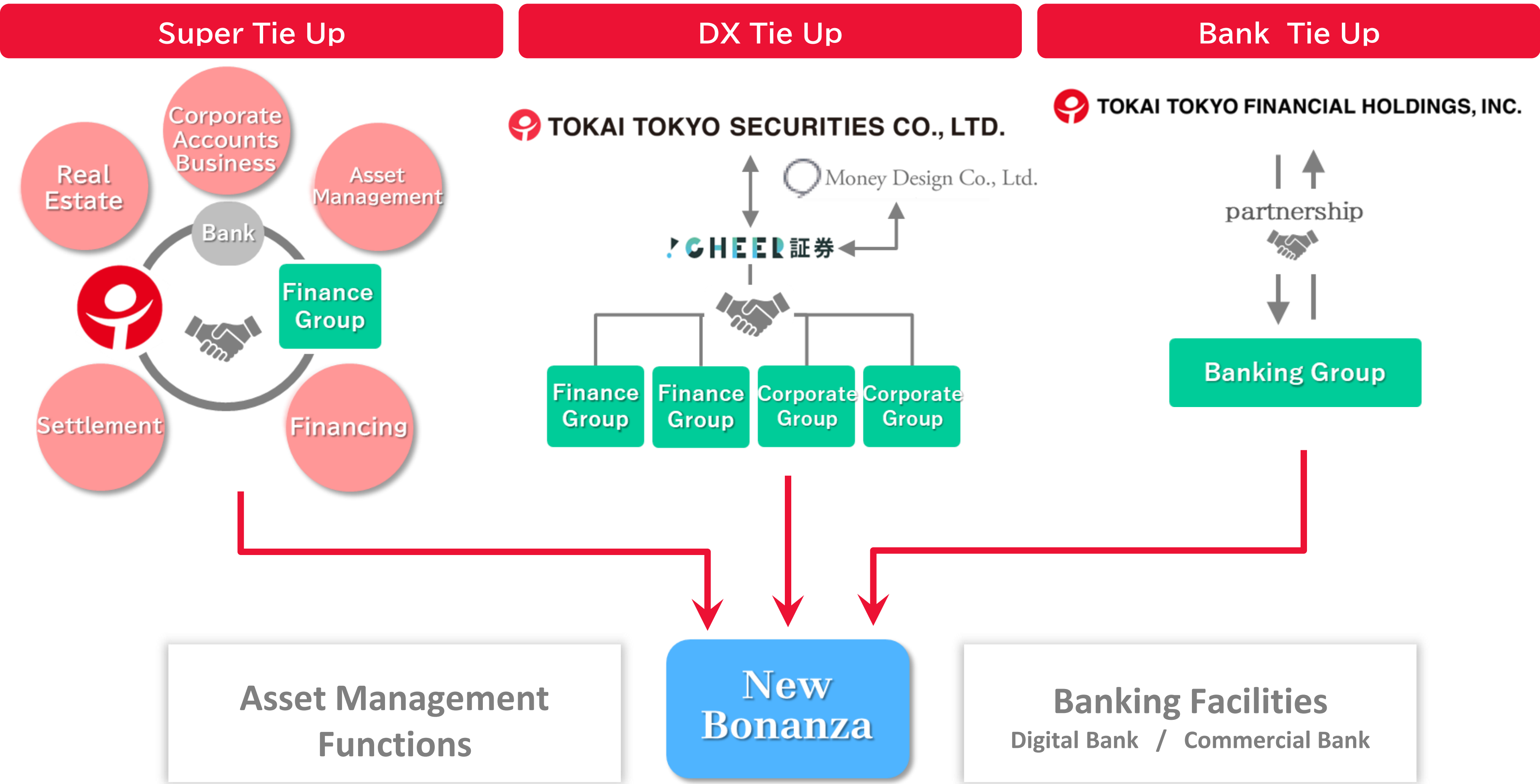
Strengthening and Advancing Market Division

Ⅳ. Our Strategy ~Attraction of TTFG



Ⅳ. Our Strategy
～Deploying Key Measures to Reach New World～

Pursue 3 tie up models with Powerful Partners and Acquire New Bonanza capabilities



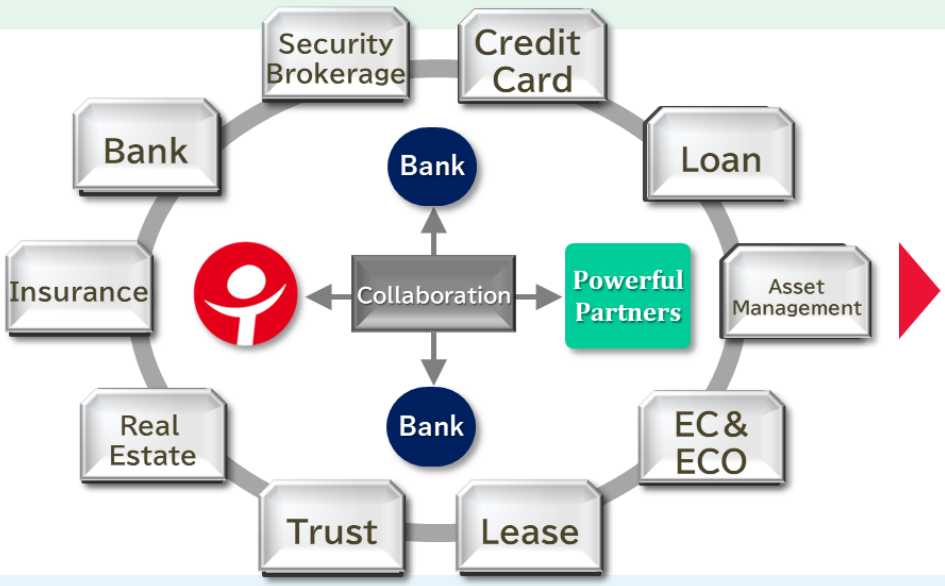
Ⅳ. Our Strategy ～Aiming for "Beyond The Bank"～

Corporate Accounts Area (B to B / B to B to C)

Startup
- Fundraising
- IPO
- Business Matching

Corporate
- workplace business
- Derivative
- Investment / Asset management
- M&A
- Divestment due to no successor
- Fundraising

JV & IFA
- Investment / Asset Management
- Loan / Finance
- Credit Card / Point Incentives



Beyond Our Limits

Beyond The Bank

New Finance Group

Mass → **Mass affluent** → **Wealth**

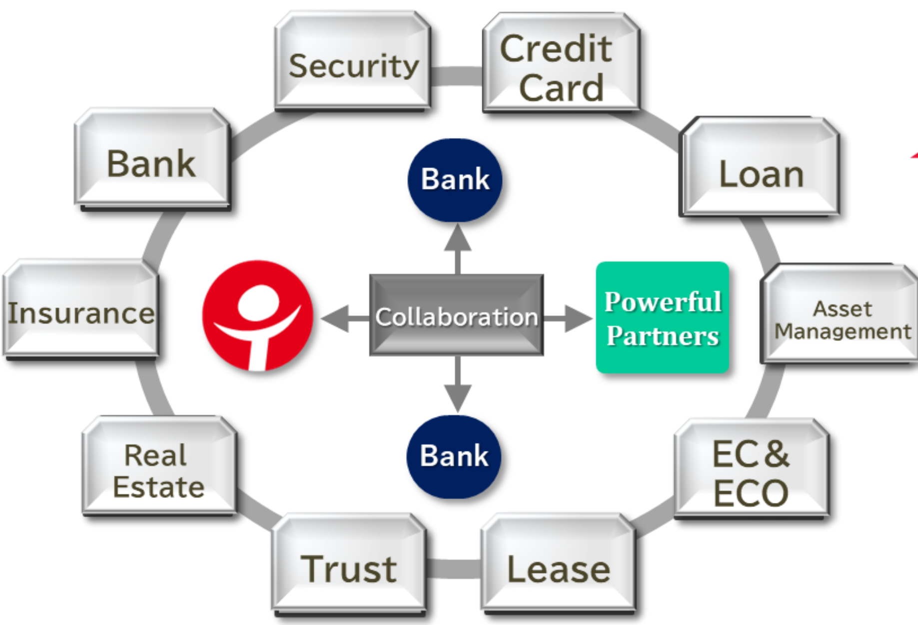
Mass
- Securities Operation Targeting on Smartphone users
- Loan / Finance
- Credit Card / Point Incentives

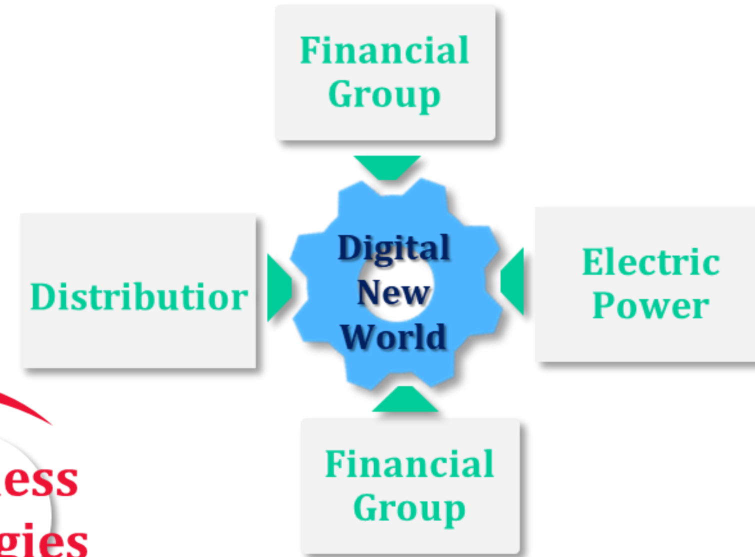
Mass affluent
- Investment / Asset Management
- Loan / Finance
- Credit Card / Point Incentives
- Club(By customer attributes)

Wealth
- Investment / Asset Management
- Loan / Finance
- Consultant
- EC / Business ECO system

Individual Area (B to C)

Great Platformer Program



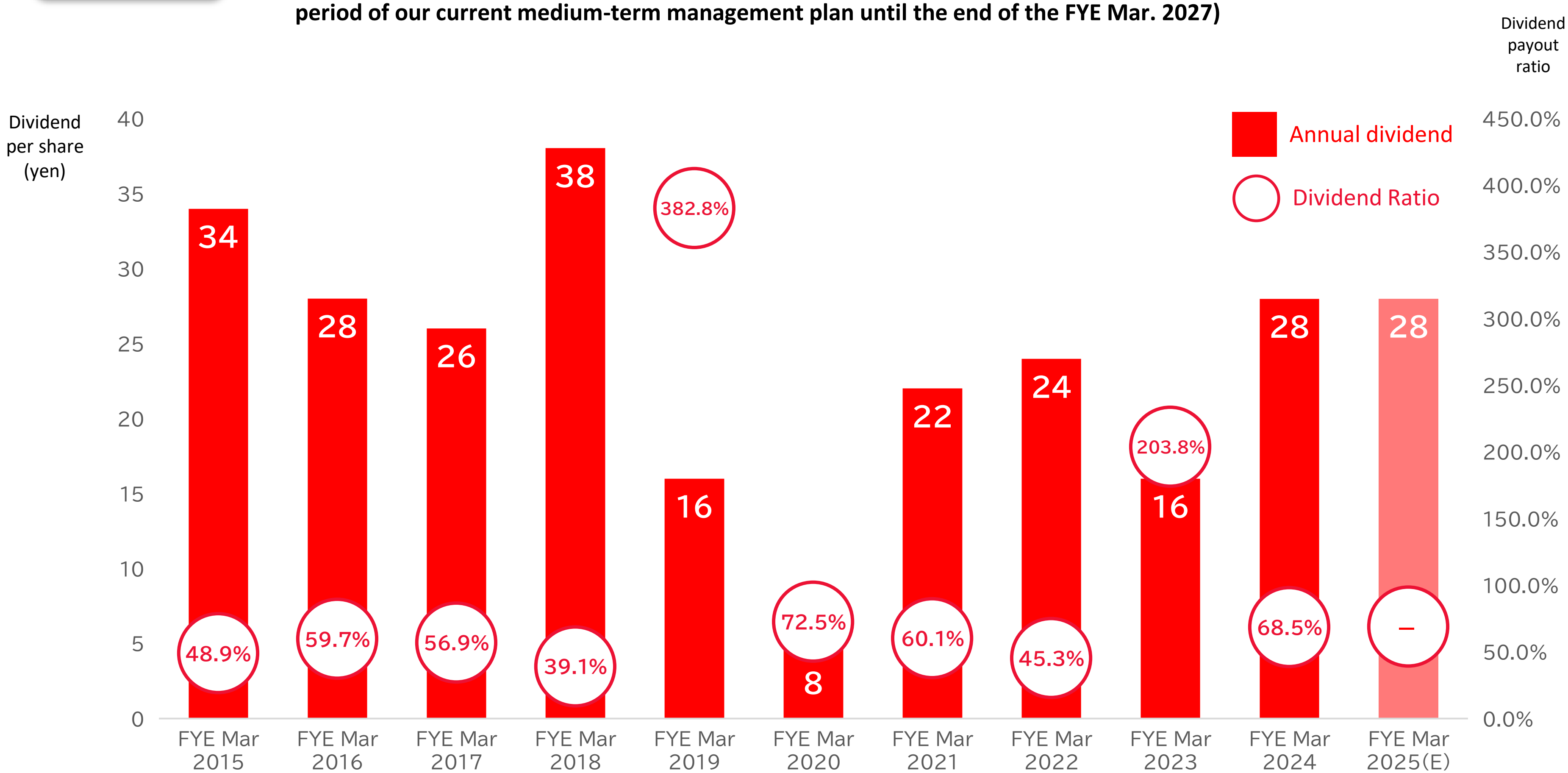


V. Capital Policy ～ Dividend

Dividend Policy

✓ **1. Maintain a consolidated dividend payout ratio of 50% or higher**
✓ **2. Payment of annual dividend per share of 24 Yen or more**

※Will adopt either 1 or 2. whichever basis that results in a larger payment.
(This policy of dividend payment of retained earnings shall be effective during the remaining period of our current medium-term management plan until the end of the FYE Mar. 2027)



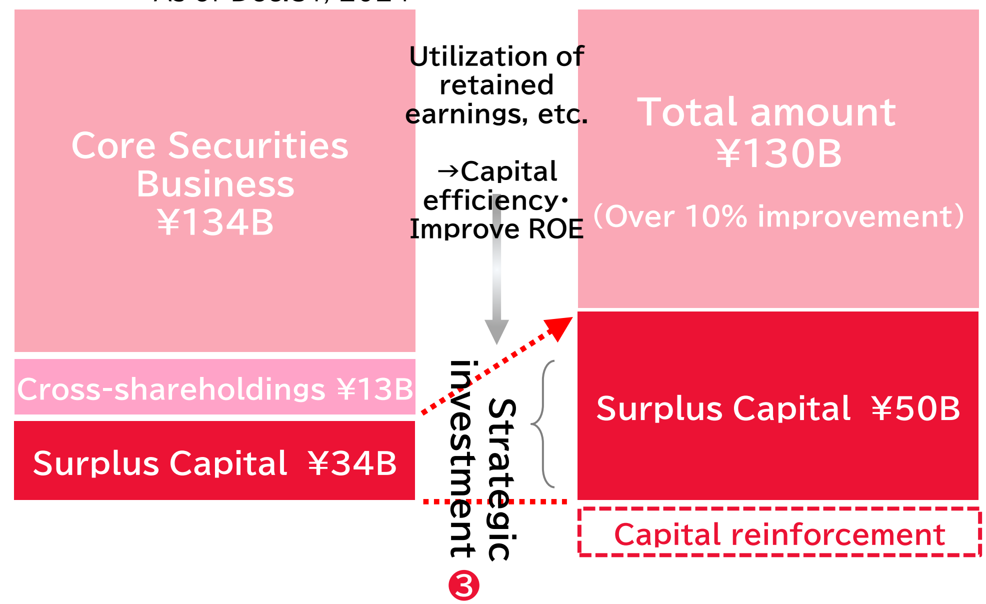
	FYE Mar 2015	FYE Mar 2016	FYE Mar 2017	FYE Mar 2018	FYE Mar 2019	FYE Mar 2020	FYE Mar 2021	FYE Mar 2022	FYE Mar 2023	FYE Mar 2024	FYE Mar 2025(E)
Dividend yield ▶	3.7%	4.5%	4.5%	5.2%	4.0%	3.3%	5.4%	6.0%	4.4%	4.6%	5.8%

V. Capital Policy ～ ROE Target

Consolidated equity capital ¥181B

【Efficiency plan】

As of Dec.31, 2024



❶ Business recovery

❷ To improve profitability of digital business

❸ Strategic investment of surplus capital

･New Business
･Acquisition / Investment
･Asset management(leverage)
･Buyback

FYE Mar 2025 (3Q Accum.)	FYE Mar 2026 Plan	FYE Mar 2027 Plan
ROE 7.1%	ROE 10%	ROE 12%
Net Income (9 months) ¥9.6B	Net Income ¥20B	Net Income ¥25B

V. Capital Policy ～ Stock Price

❶ Shareholder Return Policy:
Improvement of Total Payout Ratio

❷ Expansion and Improvement of Performance:
New Business Ventures / Cost Reduction

❸ Realization of Growth Strategy: Powerful Partners

❹ Strengthening IR Activities:
Expansion and Improvement of Dialogue Opportunities