

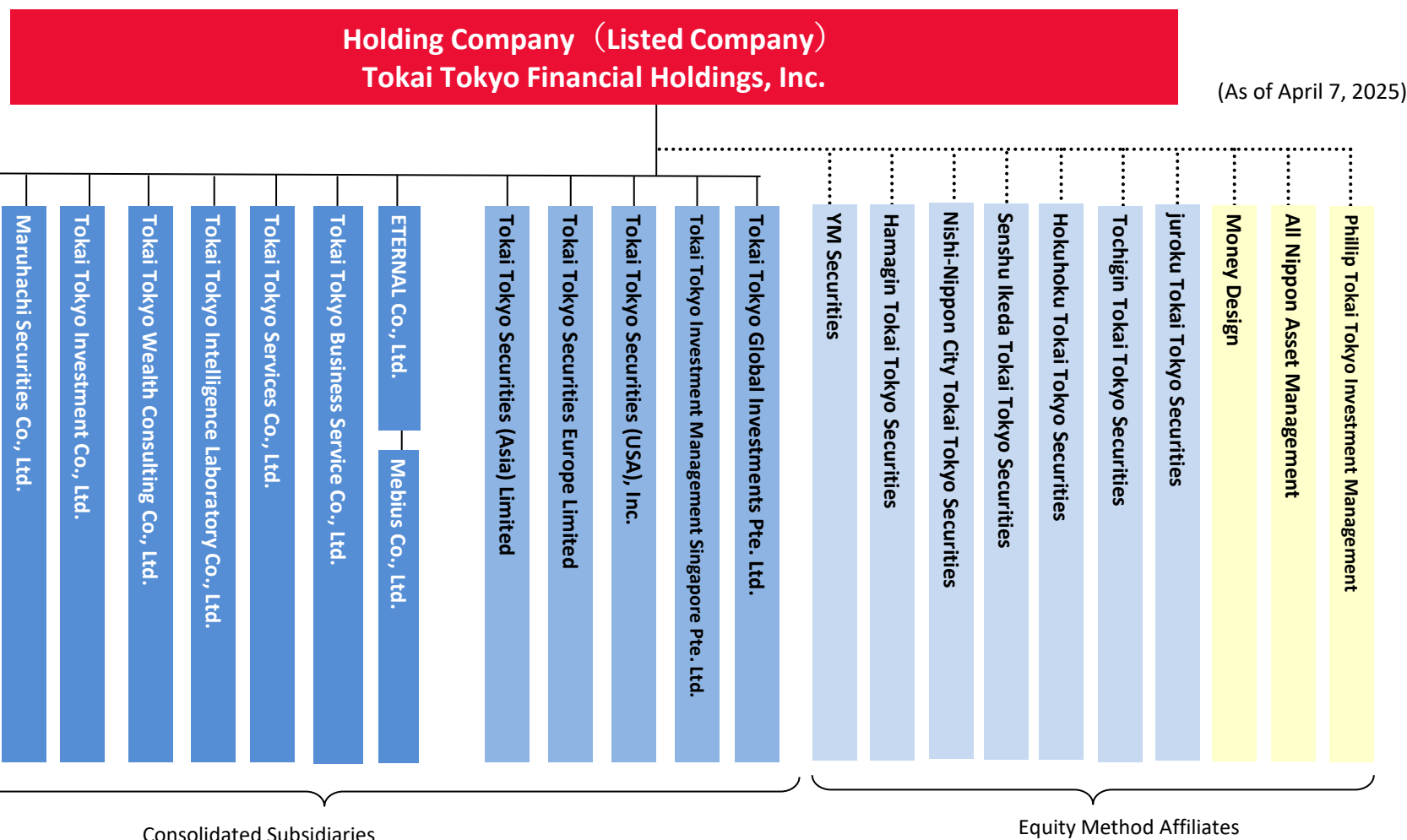
CITIC CLSA Japan Forum

May 2025



TOKAI TOKYO FINANCIAL HOLDINGS, INC.

The Group includes Tokai Tokyo Securities, a face-to-face securities, which generates 80% of total revenue and specializes in wealth management; CHEER Securities, a mobile brokerage targeting younger clients; and joint ventures with regional banks, providing diverse securities services to a wide customer base.



Tokai Tokyo Securities, headquartered in the heart of Japan, has a strong brand presence in Tokai area.

TOKAI TOKYO SECURITIES CO., LTD.

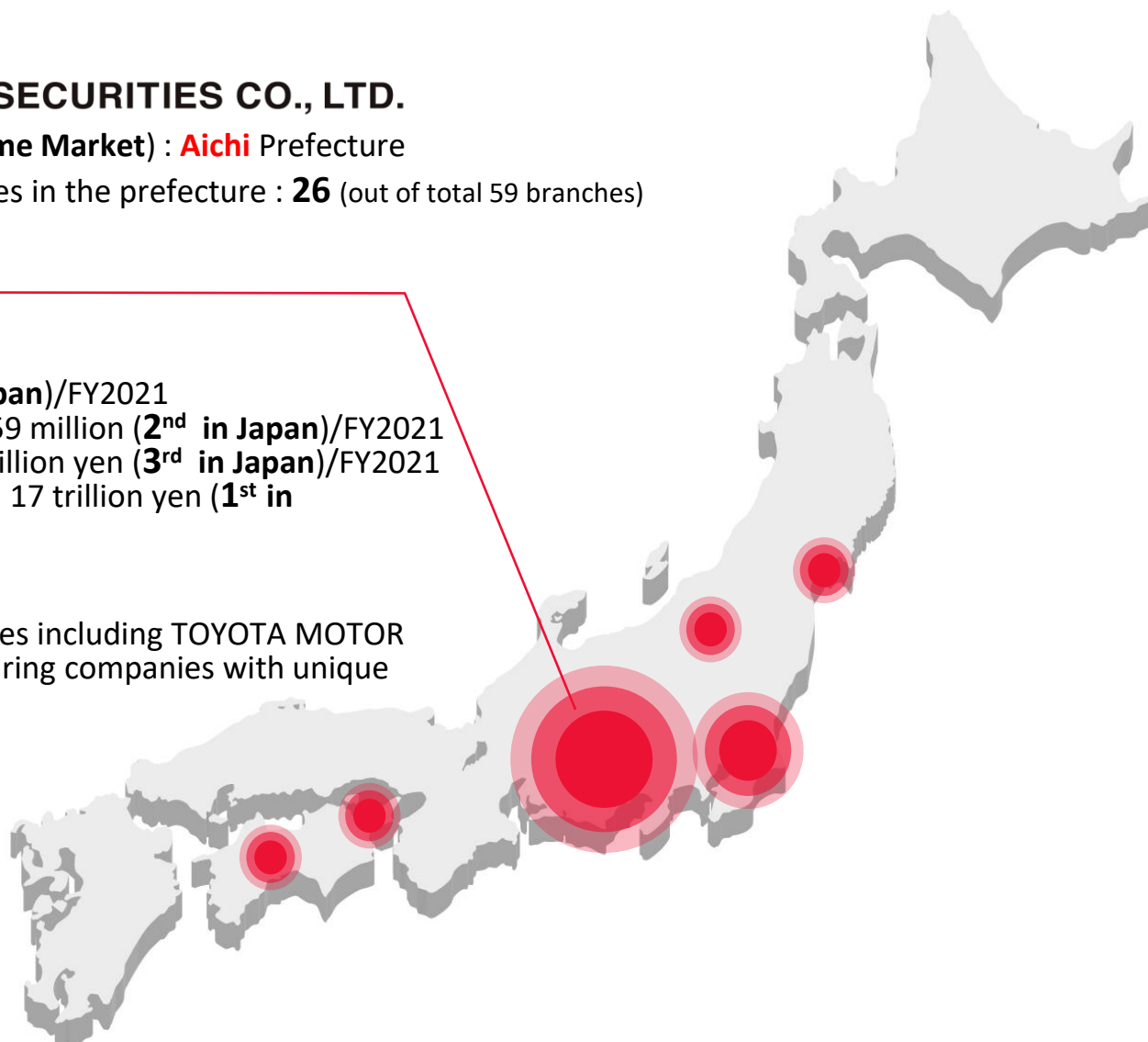
Headquarters (Home Market) : **Aichi** Prefecture

Number of branches in the prefecture : **26** (out of total 59 branches)

Features of Aichi Prefecture

- ✓ **Population**: 7.54 million (**4th in Japan**)/FY2021
- ✓ **Per capita prefectural income**: 3.59 million (**2nd in Japan**)/FY2021
- ✓ **Gross prefectural product**: 40.5 trillion yen (**3rd in Japan**)/FY2021
- ✓ **Total trade value of Nagoya Port** : 17 trillion yen (**1st in Japan**)/FY2021

- Cluster of manufacturing companies including TOYOTA MOTOR CORPORATION. (Many manufacturing companies with unique business)



Asset under Custody

10,922.7 billion of yen

[as of Mar. 31, 2025]

Net Worth

194.8 billion of yen

[as of Mar. 31, 2025]

Market Cap.

126.1 billion of yen

[as of Mar. 31, 2025]

Ordinary Profit

15.12 billion of yen

[FYE2025 March]

Securities Sales Offices

128 locations

[Tokai Tokyo Sec. 60、Maruhachi Sec. 5、JVs 63]

Number of Employees

2,658

[as of Mar. 31, 2025]

Company Name

Assets Under
Custody (AUC)

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Nomura Holdings, Inc. ¥143,800B

Daiwa Securities Group Inc. ¥90,200B

SMBC Nikko Securities Inc. ¥81,000B

Mizuho Securities Co., Ltd. ¥62,469B

Mitsubishi UFJ Morgan Stanley Securities Co., Ltd. ¥52,500B

Tokai Tokyo Financial Holdings, Inc. ¥10,923B

Okasan Securities Group Inc. ¥8,203B

Company Name

Assets Under
Custody (AUC)

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SBI SECURITIES Co., Ltd. ¥46,800B

Rakuten Securities, Inc. ¥36,022B

Monex, Inc. ¥8,543B

Matsui Securities Co., Ltd. ¥4,245B

Mitsubishi UFJ eSmart Securities Co., Ltd. ¥3,854B

【FYE Mar. 2025】

A history of "Innovation" and "Challenge"

2007~

Partnering with
top regional banks
in joint venture securities
cf.P.19

2010~

- ✓ Acquisition and consolidation of securities companies
- ✓ Acquisition of an insurance agency

2016~

Orque d'or Salon opened
NAGOYA
TOKYO : NIHONBASHI
TOKYO : AOYAMA

2018~

Proactive investment in
DX initiatives

Recognized as a 'DX Stock' by
the Ministry of Economy, Trade
and Industry in
2021, 2022, 2023, and 2024



DX銘柄2021
Digital Transformation



DX銘柄2022
Digital Transformation



DX銘柄2023
Digital Transformation



DX注目企業2024
Digital Transformation

Operating Revenue
(Cumulative)

YoY -3.2%

¥86.3 billion

1Q: ¥23.2 billion
2Q: ¥20.6 billion
3Q: ¥23.0 billion
4Q: ¥19.4 billion

Operating profit
(Cumulative)

YoY -10.2%

¥11.7 billion

1Q: ¥4.5 billion
2Q: ¥1.9 billion
3Q: ¥4.7 billion
4Q: ¥0.4 billion

Ordinary profit
(Cumulative)

YoY -10.8%

¥15.1 billion

1Q: ¥5.8 billion
2Q: ¥1.4 billion
3Q: ¥5.6 billion
4Q: ¥2.1 billion

Profit Attributable to
Owners of Parent
(Cumulative)

YoY +8.2%

¥11.0 billion

1Q: ¥3.2 billion
2Q: ¥1.7 billion
3Q: ¥4.6 billion
4Q: ¥1.4 billion

(Millions of yen)

	FYE Mar.2024				FYE Mar.2025				FYE Mar. 2024 Apr.-Mar.	FYE Mar. 2025 Apr.-Mar.	QoQ % Change	YoY % Change Apr.-Mar.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q				
Operating Revenue	21,205	22,269	21,116	24,610	23,203	20,607	23,088	19,428	89,201	86,328	-15.9%	-3.2%
Net Operating Revenue	20,615	21,588	20,538	23,949	22,623	19,688	22,528	18,341	86,692	83,182	-18.6%	-4.0%
SG&A Expenses	17,121	17,840	17,278	19,147	18,053	17,756	17,730	17,902	71,387	71,442	1.0%	0.1%
Operating Profit	3,494	3,747	3,259	4,802	4,569	1,932	4,797	439	15,304	11,739	-90.8%	-23.3%
Ordinary Profit	4,004	4,252	3,210	6,930	5,893	1,467	5,640	2,118	18,397	15,120	-62.4%	-17.8%
Profit Attributable to Owners of Parent	1,998	2,626	2,498	3,066	3,271	1,731	4,625	1,419	10,189	11,048	-69.3%	8.4%
EPS(Yen)	8.03	10.55	10.03	12.29	13.06	6.91	18.46	5.66	-	-	-	-
BPS(Yen)	682.38	695.66	692.49	718.21	716.45	721.52	721.34	723.29	-	-	-	-
ROE (%) *1	4.7	6.1	5.8	6.8	7.3	3.8	10.2	6.1	-	-	-	-
Dividend per share (Yen)	-	12.00	-	16.00	-	12.00	-	16.00	-	-	-	-
Dividend payout ratio (%)	-	64.6	-	68.5	-	60.1	-	63.5	-	-	-	-
Dividend yield (%) *2	-	4.9	-	4.6	-	5.0	-	5.8	-	-	-	-

*1 : ROE: Converted to annual basis.

*2 : The dividend yields are based on the stock price at market closing either on interim or term-end account settlement date, while evaluating semi-annual dividend payments on a full-year basis.

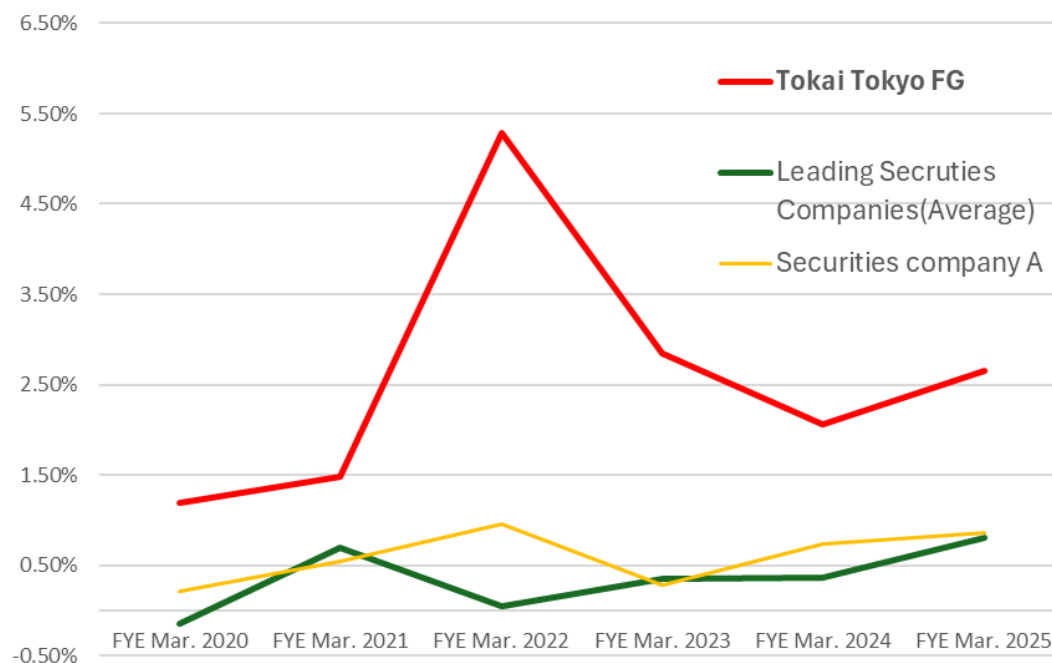
Due to our commitment to customer-oriented sales, our individual net inflow of assets and ratio of net inflow are favorable compared to competitors

Change in Net inflow of Assets (Individuals customers)

Billions of yen

	FYE Mar. 2020	FYE Mar. 2021	FYE Mar. 2022	FYE Mar. 2023	FYE Mar. 2024	FYE Mar. 2025
Leading Securties Companies(Average)	-130.1	565.9	43.4	341.4	358.2	986.7
Tokai Tokyo FG	74.4	84.9	378.8	235.7	179.0	290.0
Tokai Tokyo Securities	10.5	38.5	226.7	103.8	140.3	139.5
Joint Venture Securities	63.9	46.4	95.8	94.2	41.8	150.6
Securities company A	11.1	25.6	59.0	18.9	51.5	57.3

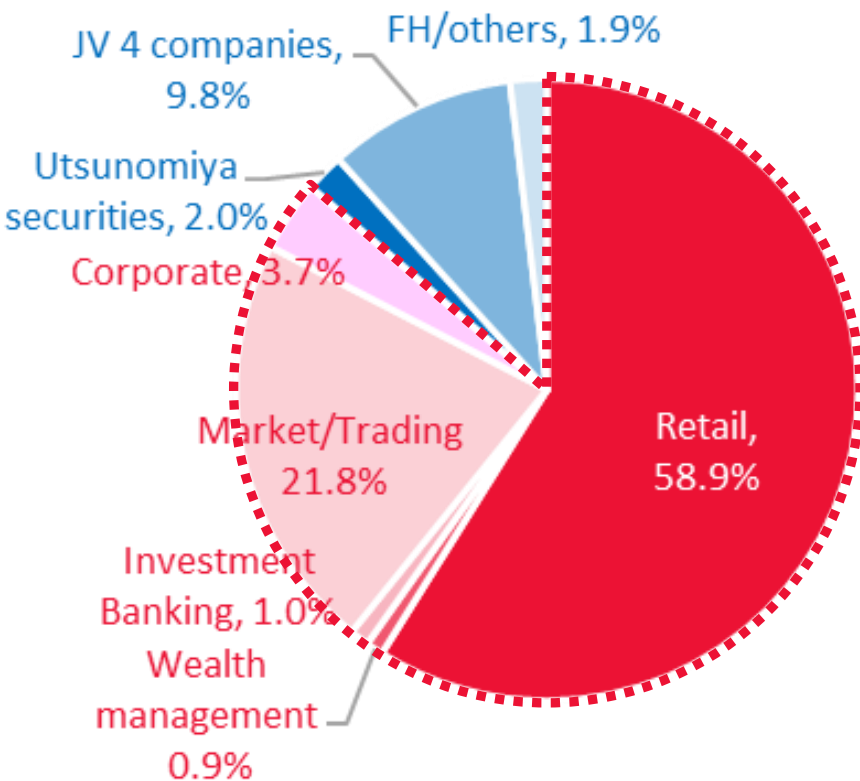
Ratio of Net inflow to AUC



Break down of Operating Revenue

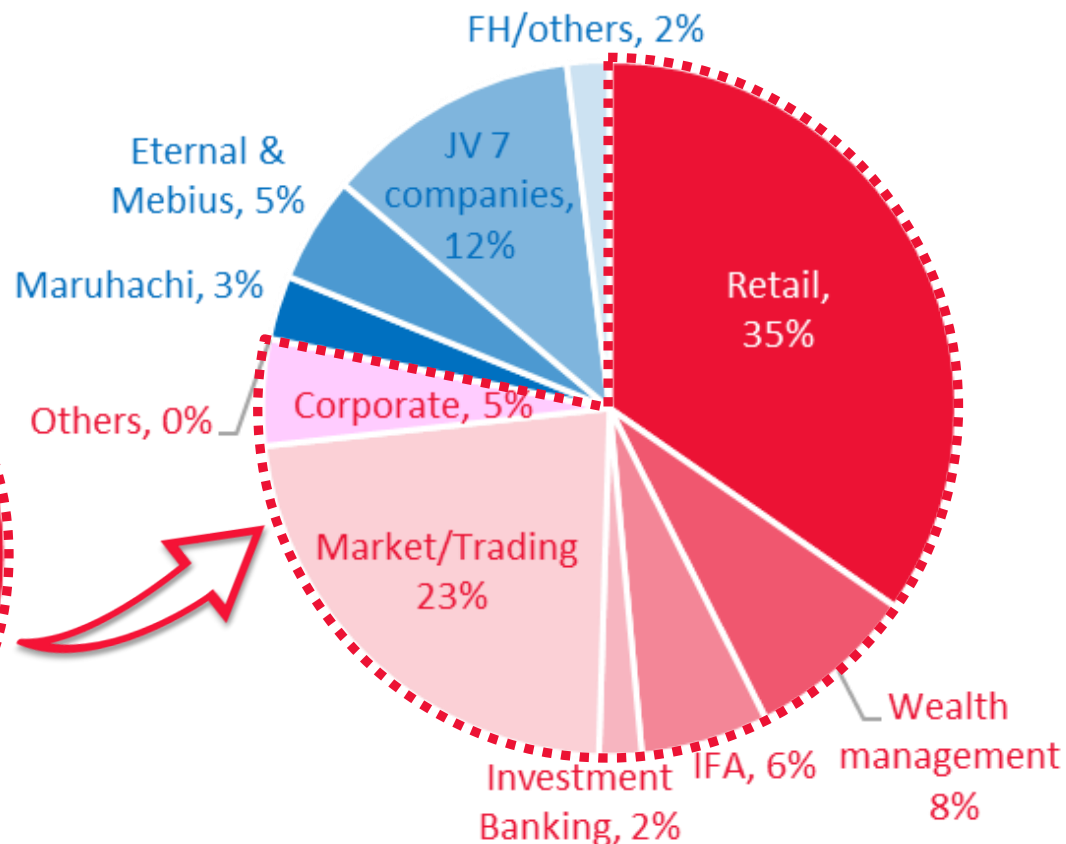
(Image based on proportional sum)

【FYE Mar. 2015】



**Tokai Tokyo Sec
Total 86.3%**

【FYE Mar. 2025】



**Tokai Tokyo Sec
Total 78%**



◆ Unique Business Model



Our Strength

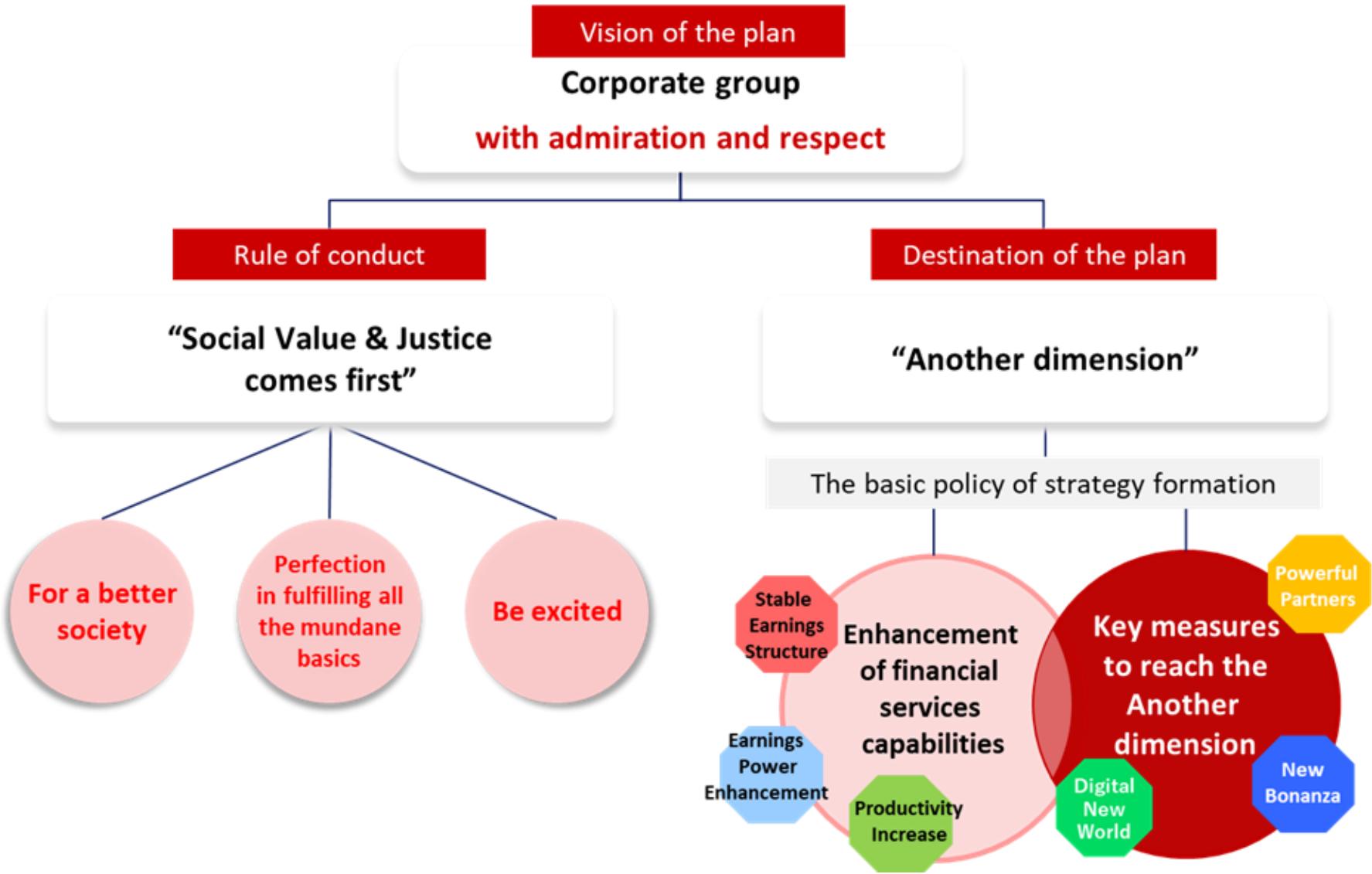
◆ Face to Face Brokerage Sales Model

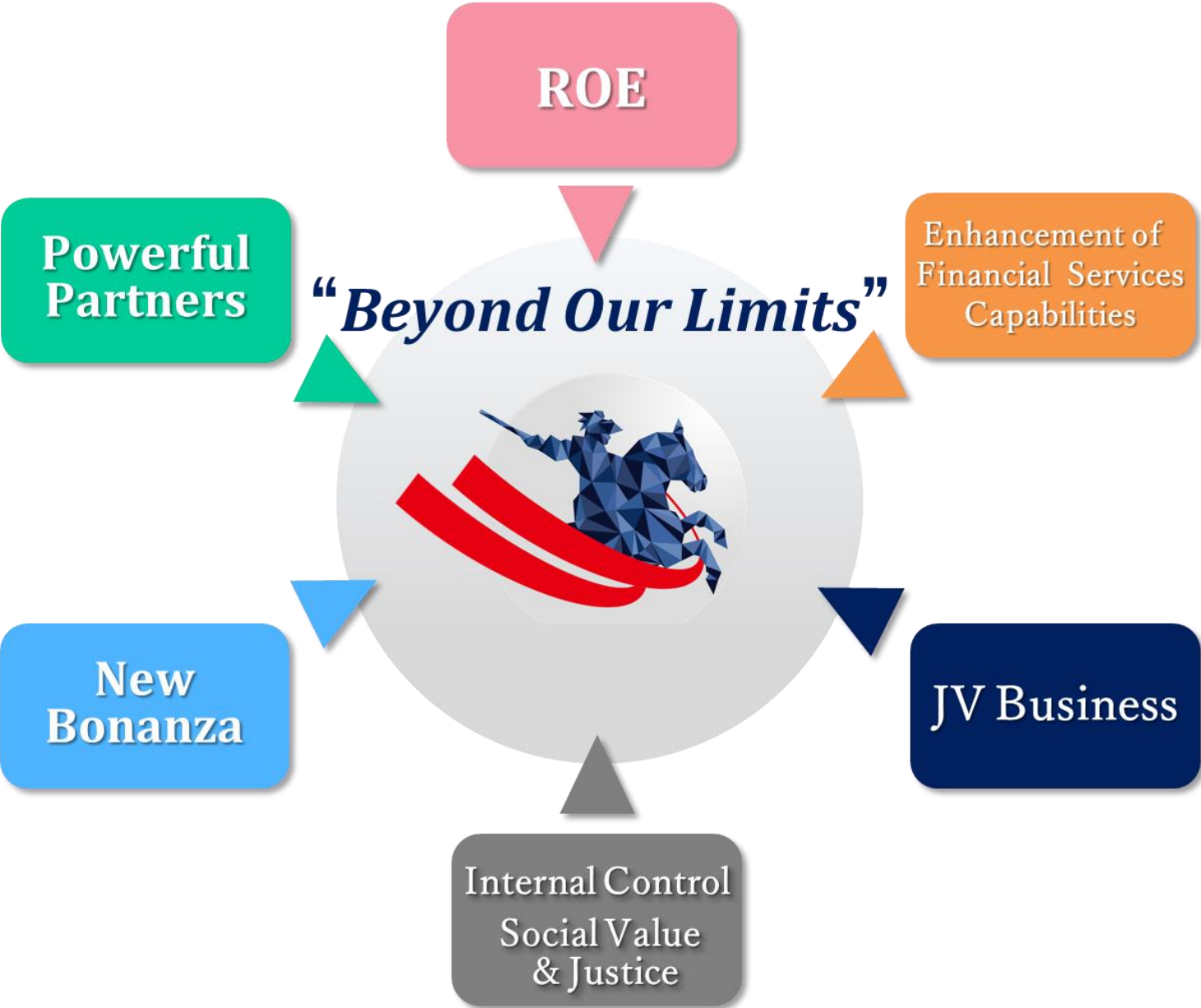


Our Weakness

◆ Key Issues being addressed





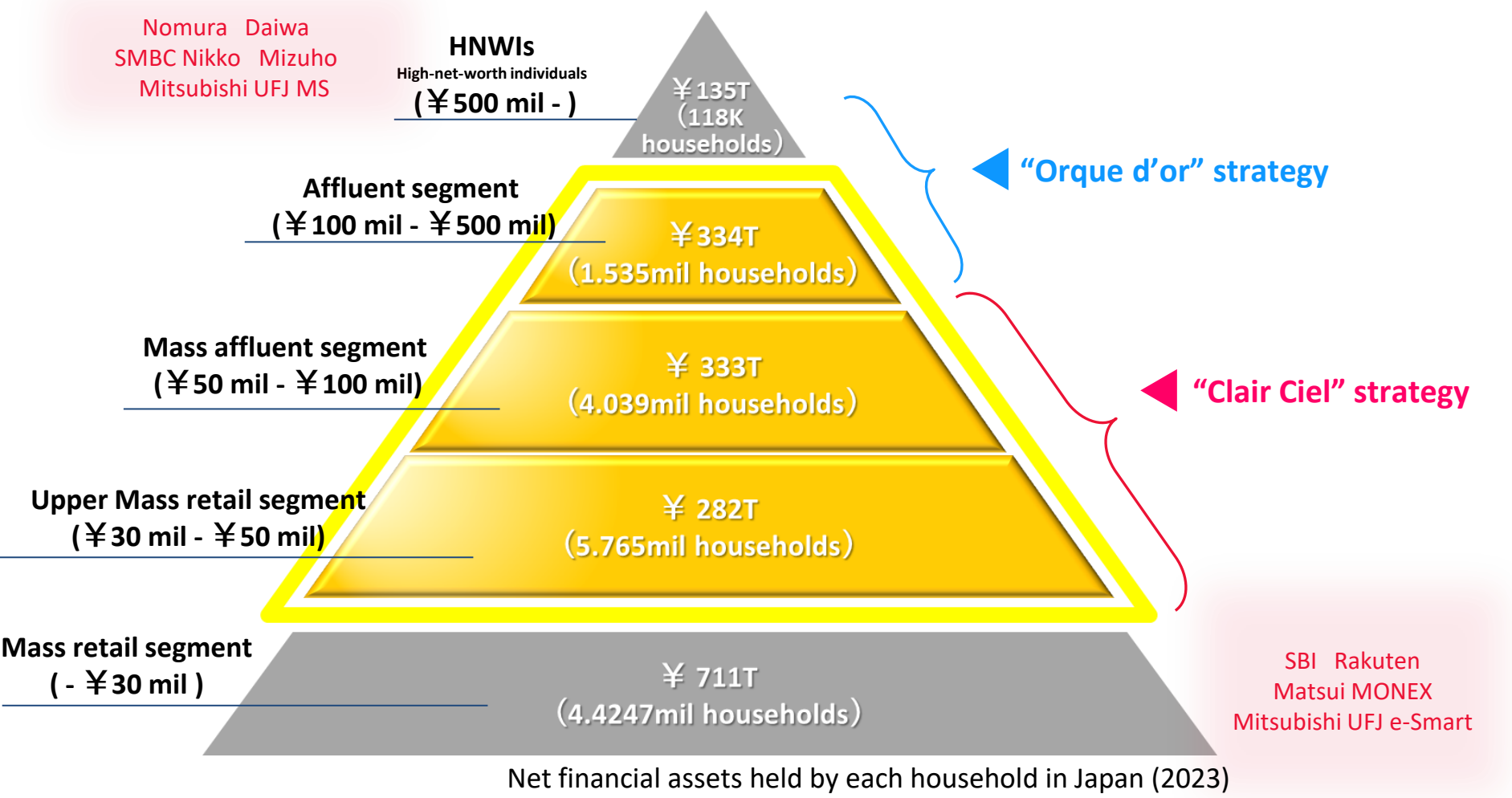


Strategy (1) Enhancement of financial services capabilities:

Personal Financial Market "Trapezoidal Strategy"

"Beyond Our Limits"

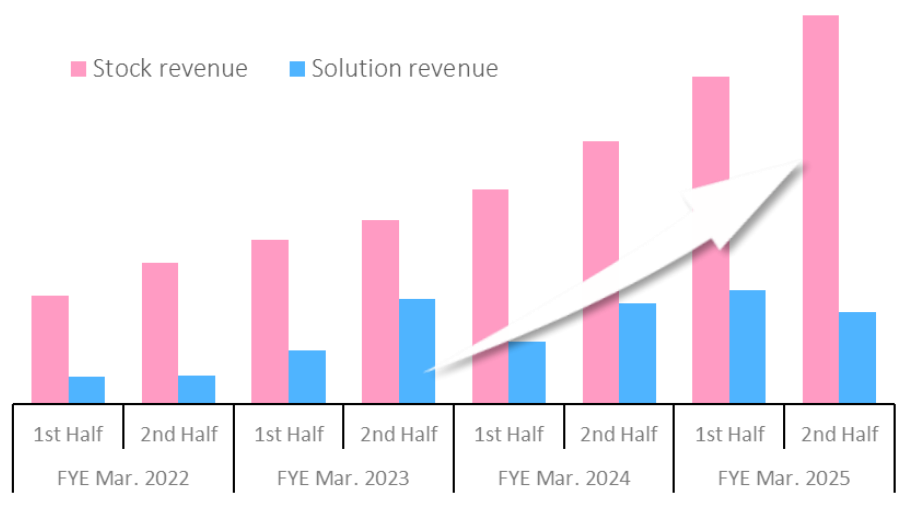
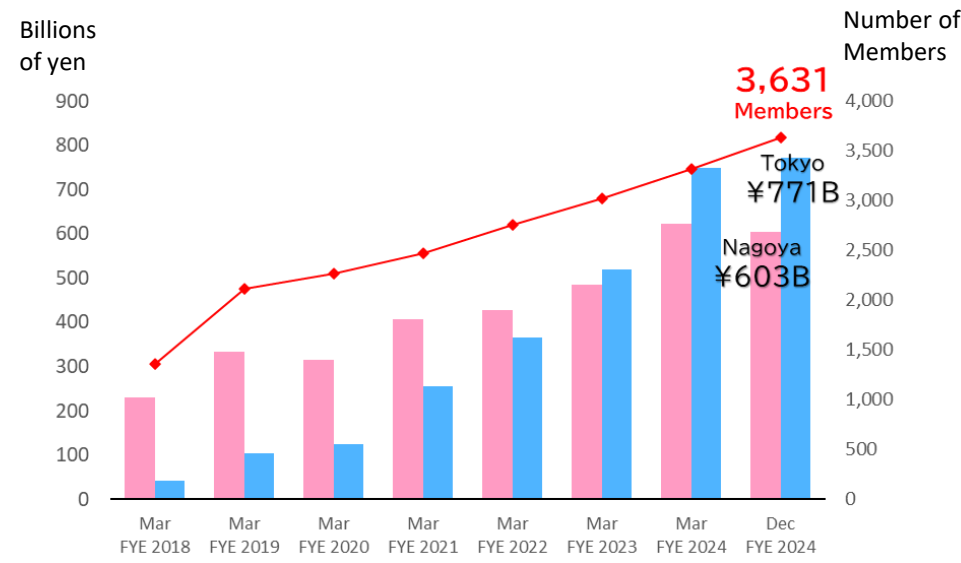
Orque d’or has been ahead of the competition by focusing on this market and developing a unique business model. Additionally, Clair Ciel is approaching markets that others have not entered with a strong strategy. Together, we are not just participants in the industry; we are pioneers shaping the future



Strategy (1) Enhancement of financial services capabilities: High-net-worth Business : “Orque d’or” brand

“Beyond Our Limits”

Launched Japan's first high-net-worth brand with unique PB services, securing strong market position

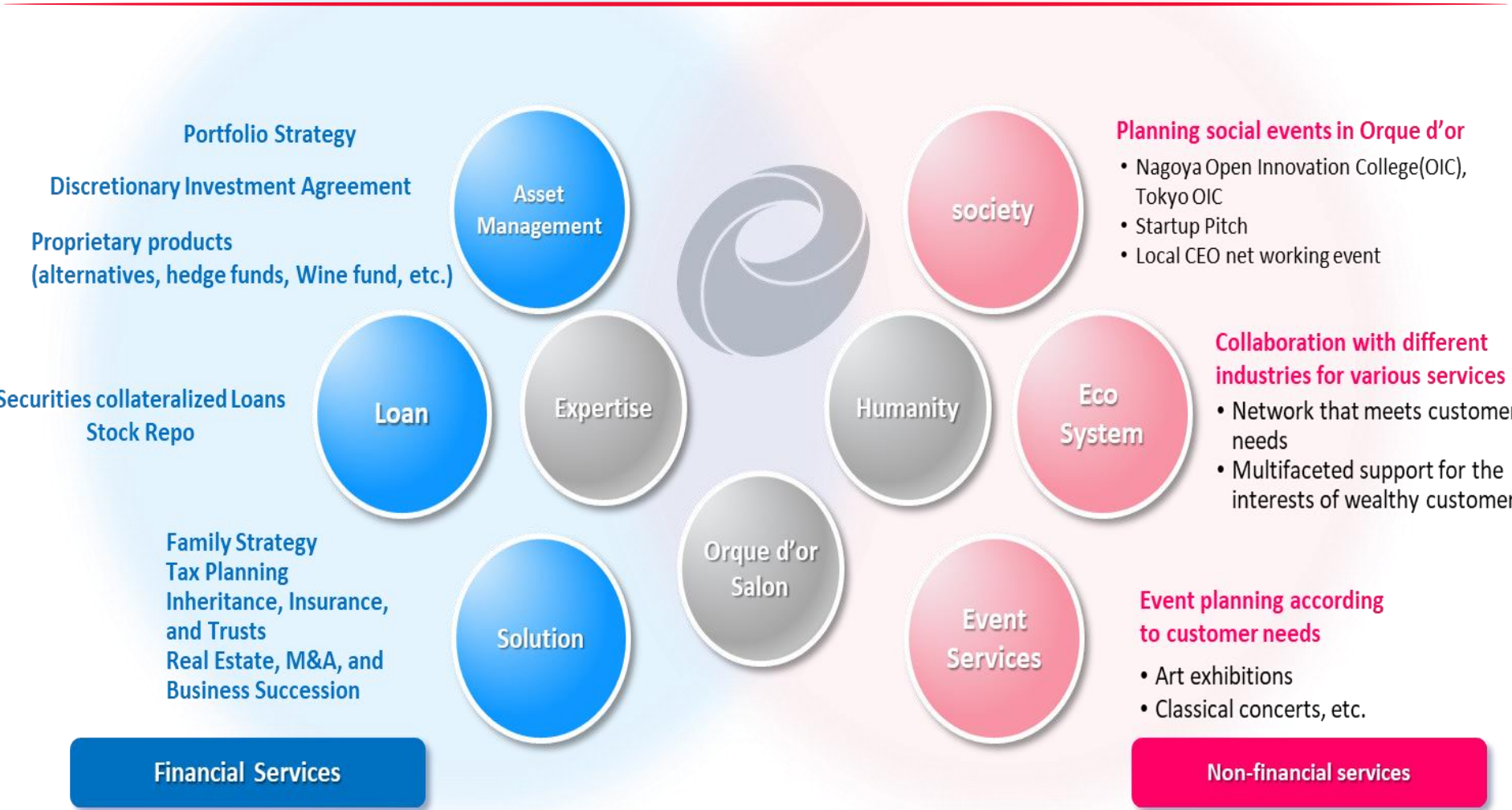


Strategy (1) Enhancement of financial services capabilities: Basic Concept of “Orque d’or” Strategy


“Beyond Our Limits”

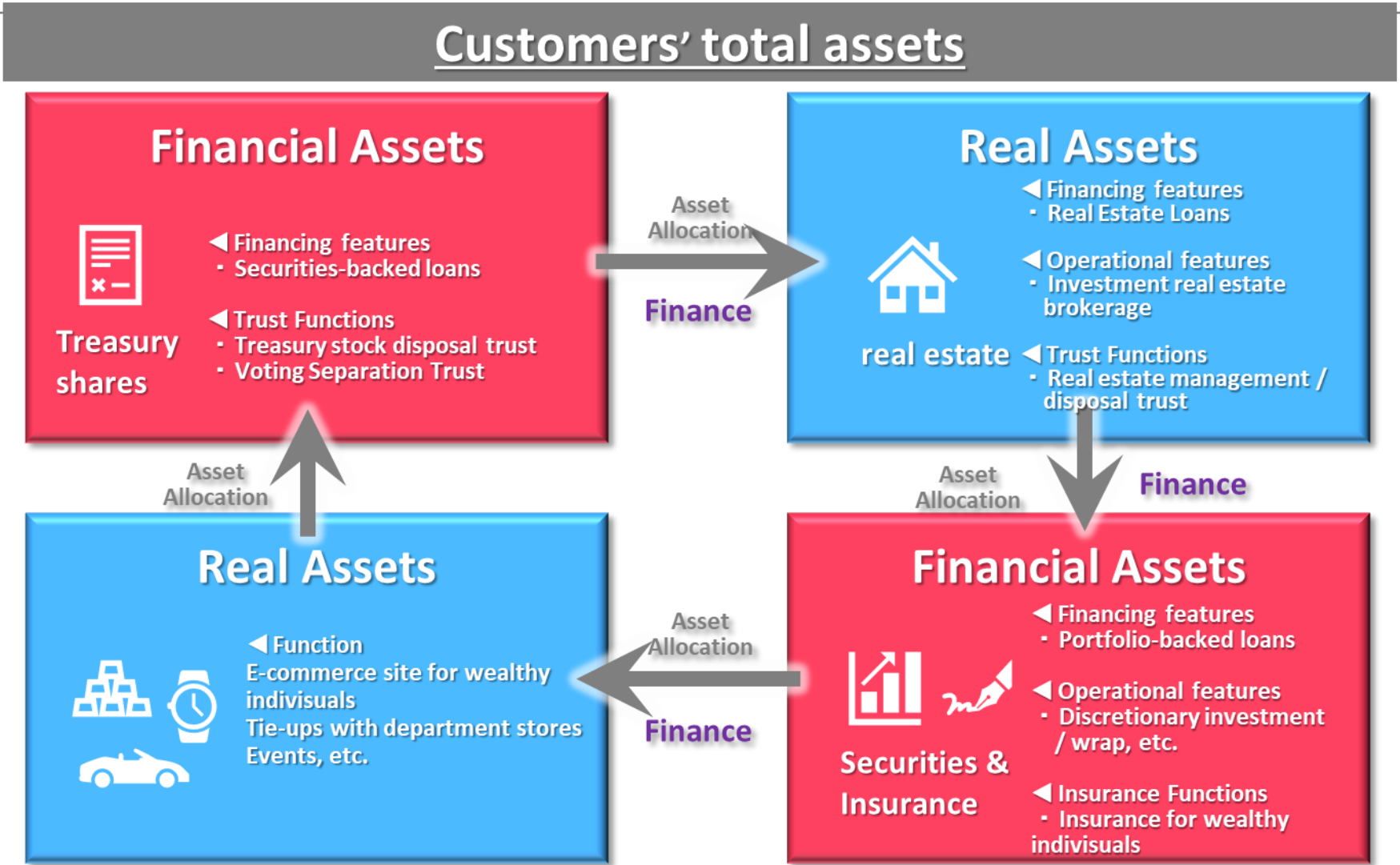


The Relationship Manager(RM) at Orque d’or Salon combines expertise and humanity to provide comprehensive financial and non-financial services, ensuring that customers receive exceptional support to enhance their lives.



Strategy (1) Enhancement of financial services capabilities: *"Beyond Our Limits"*
"Orque d'or" Strategy ~ Optimization of customer assets

 While upholding the core principles of the "Orque d'or Strategy", our new initiative focus on targeting the total assets of our customers. By proposing strategic allocations and strengthening financing functions, we aim to optimize and maximize our customers' assets.



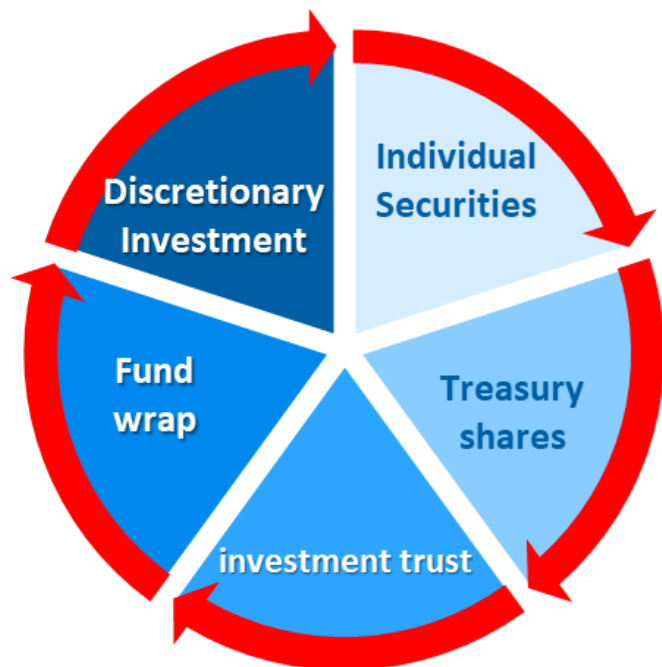
Strategy (1) Enhancement of financial services capabilities: *"Beyond Our Limits"*

"Orque d'or" Strategy ~ Centralized Management of Customer Assets



Orque d'or

The management style based on Unified Managed Accounts (UMA) facilitates centralized management of customer assets and enables the provision of comprehensive one-stop services through RM.



UMA(Unified Managed Account)
Orque d'or Comprehensive Asset
Management Account

■ Expansion of discretionary services for the HNWI

- Asset Allocation Service for Mutual funds, ETFs, individual stocks, private asset, and so on

■ Introduction of an asset management system

- System that enables portfolio management and tax management

■ Provision of management rights and asset transfer services

- Asset transfer model with an asset management company
- Intergenerational Stock Transfer Services

■ Real Estate

■ Investment Banking Services (M&A, IPO)

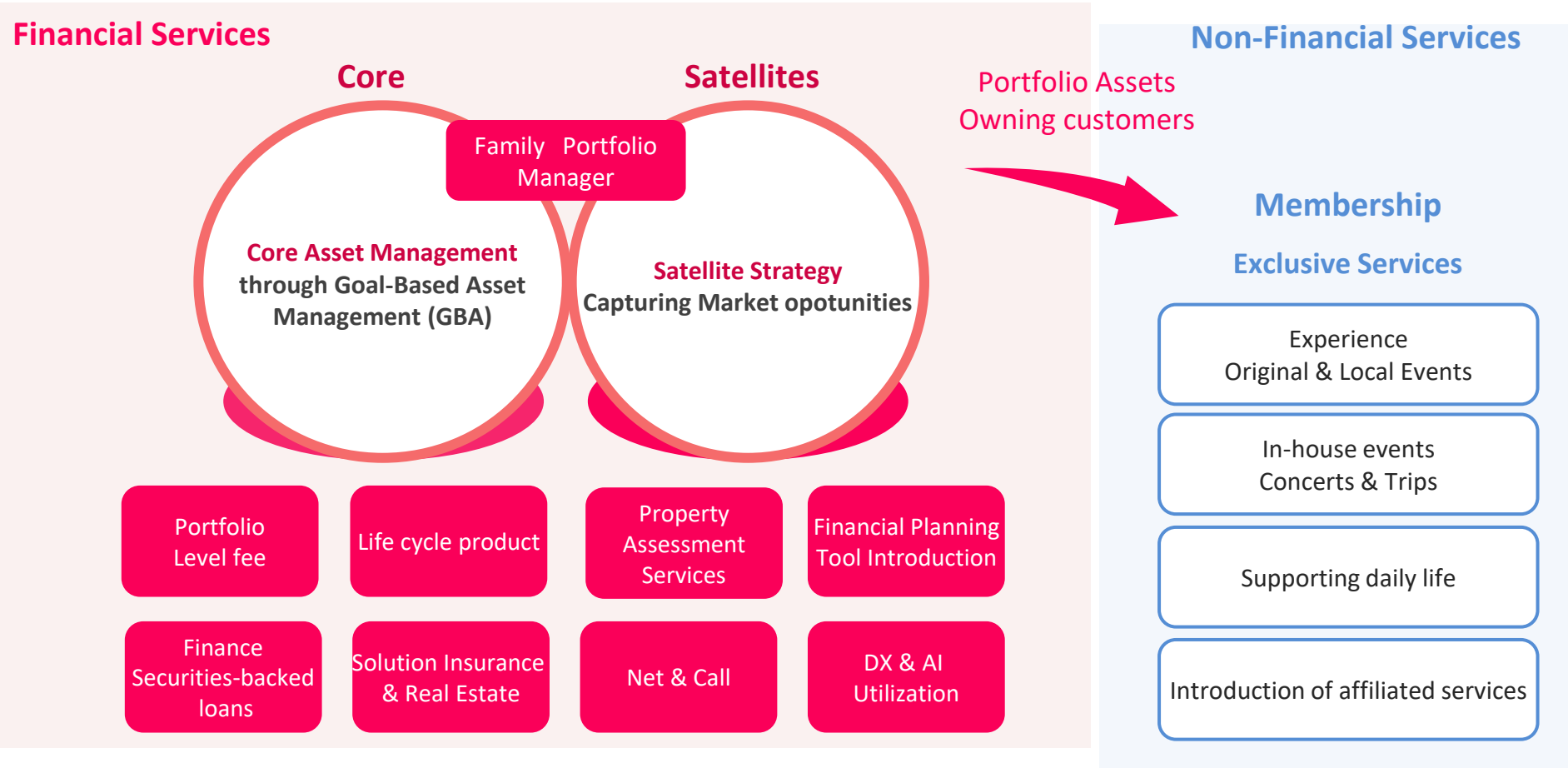
■ Society Services

Strategy (1) Enhancement of financial services capabilities:
"CLAIRCIEL" Strategy

"Beyond Our Limits"



Semi-HNWI Upper Mass Small Business Owners



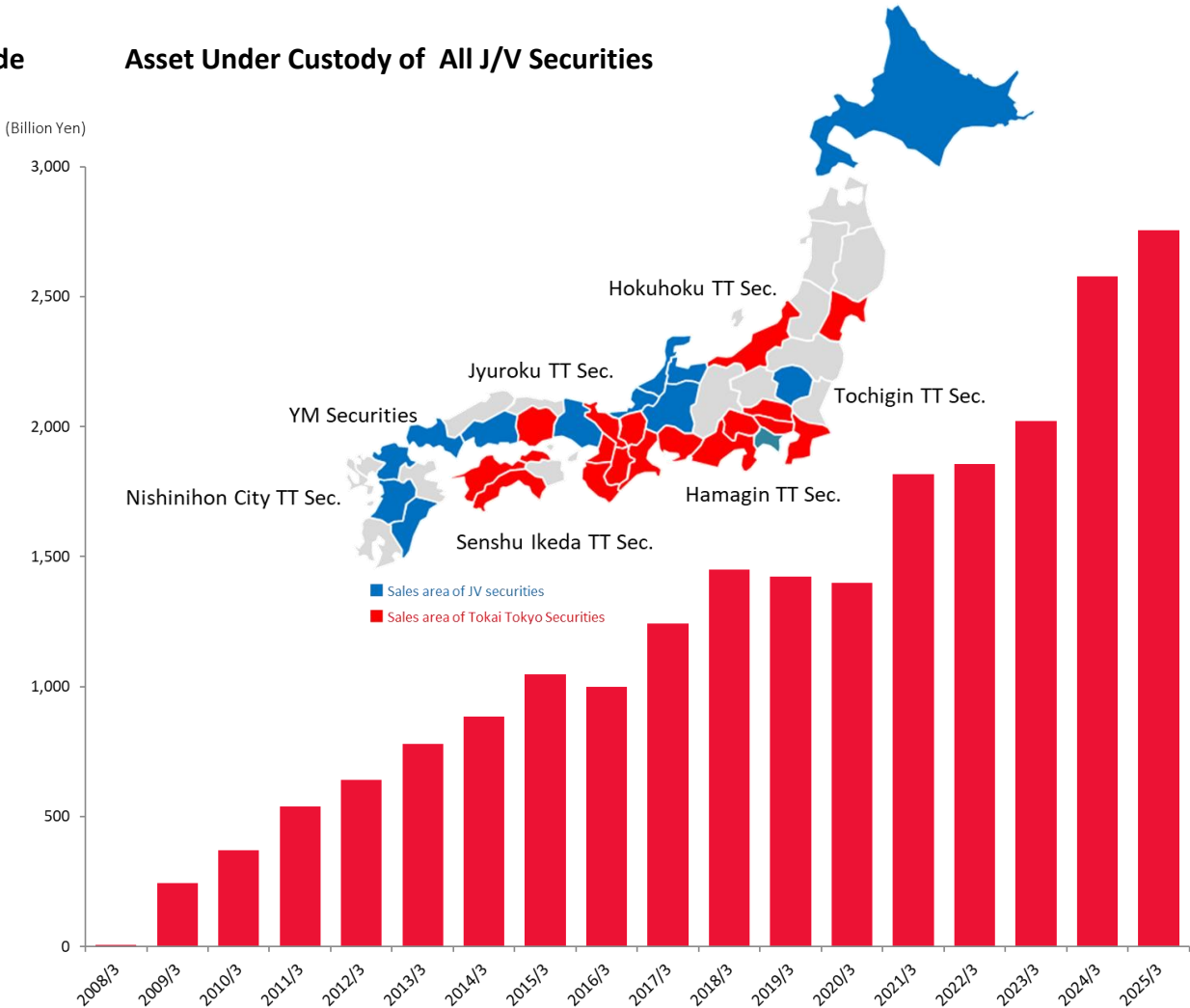
"'Clair Ciel' is a French phrase that translates to 'clear sky' in English."

[Dominant customer base in the region] × [Securities business know-how] = [Joint Venture Securities business]

Deposits Balance at Regional Banks Nationwide
(as of Sep. 2024) [Trillions in yen]

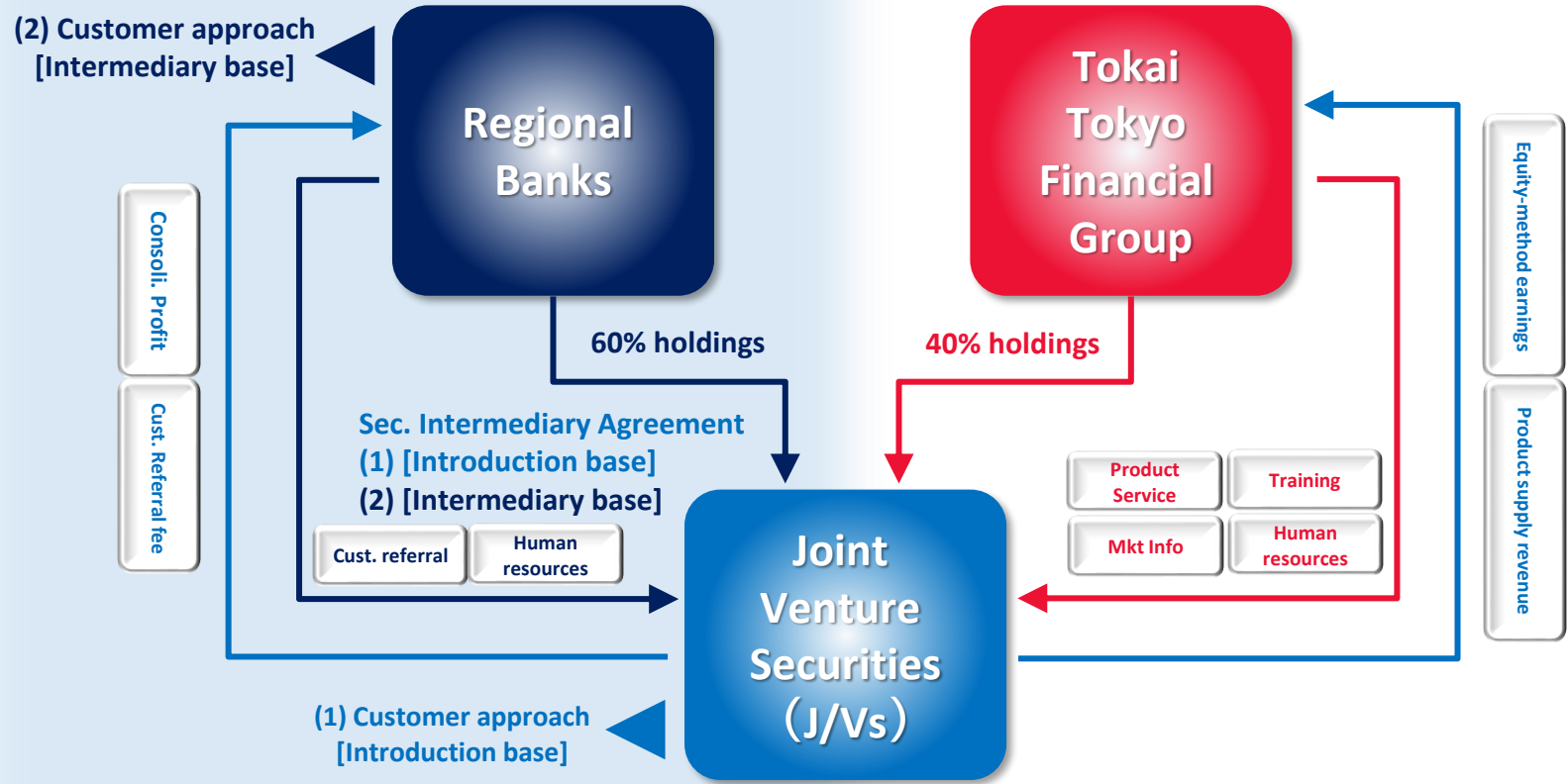
	Name of Bank	Deposit
1	Fukuoka FG	21.1
2	Concordia FG	19.5
3	Mebuki FG	17.2
4	Chiba Bank	15.8
5	Hokuhoku FG	13.7
6	Shizuoka FG	11.6
7	Yamaguchi FG	10.1
8	Kyushu FG	10.1
9	Nishinihon FH	10.0
10	Hirogin HD	9.0
11	Kyoto FG	8.5
12	77 Bank	8.5
13	Hachijyuuni Bank	8.5
14	Daishi-Hokusetsu FG	8.3
15	Gunma Bank	8.2
16	Chugin FG	7.9
17	Kansai Mirai FG	7.5
18	Iyogin HD	6.4
19	Jyuroku FG	6.4
20	Hyakugo Bank	5.9

Asset Under Custody of All J/V Securities

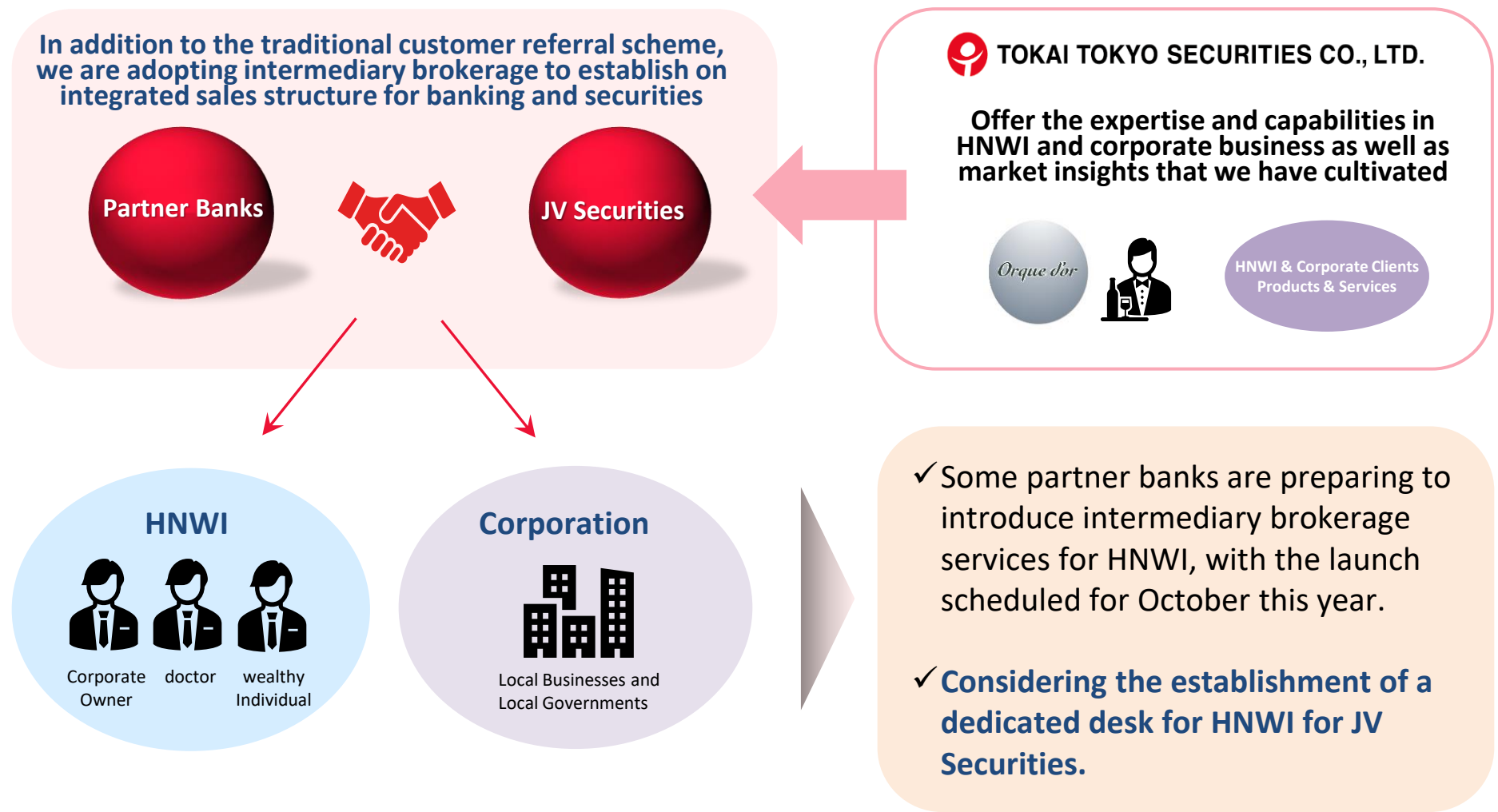


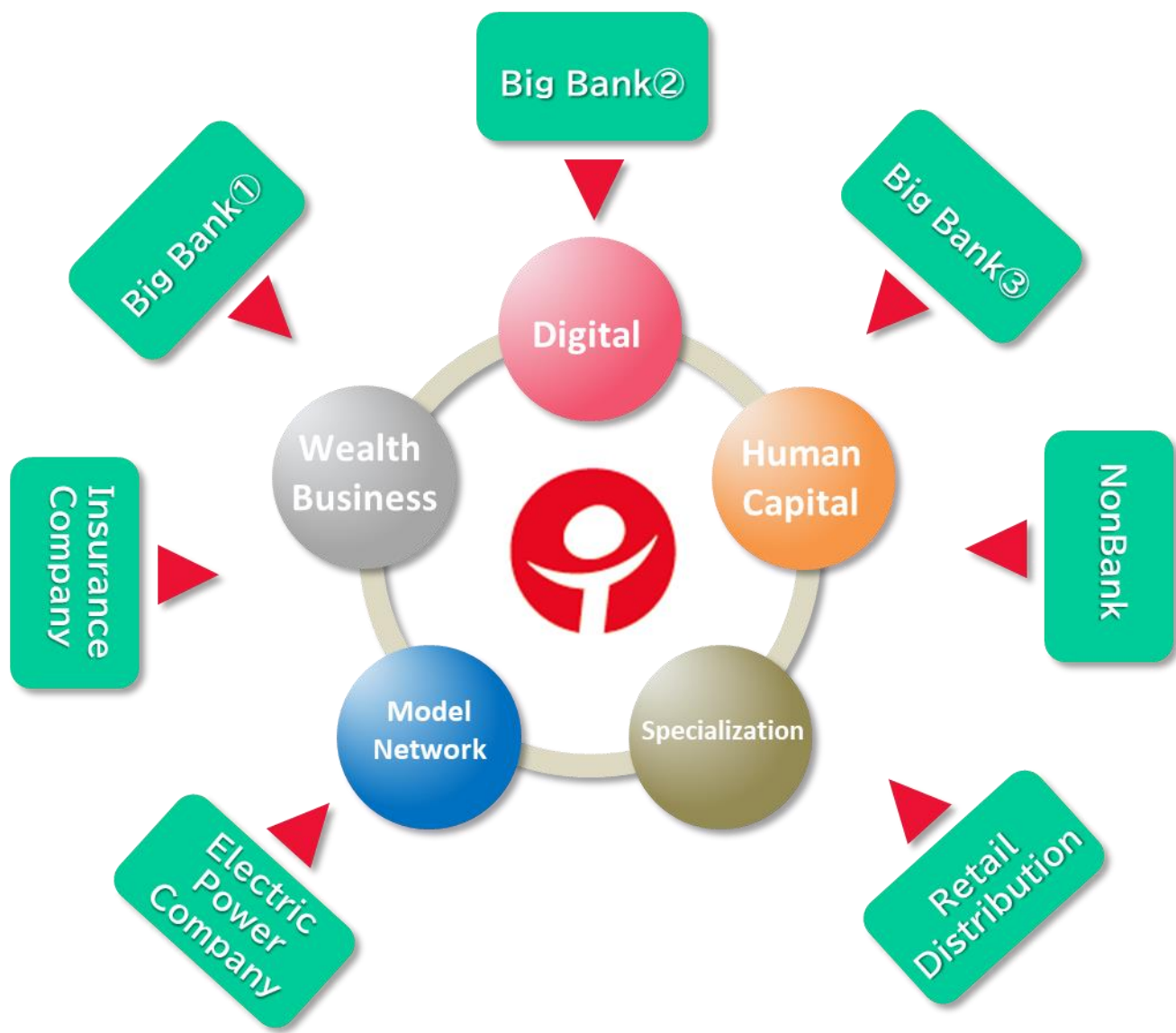
Japan's only "bank/securities joint venture model" enables us strong access to regional financial assets

Regional Banks' customers
(regional financial assets)



From the Customer Referral scheme to the Integrated sales structure of Banking and Securities
~Strengthening HNWI and Corporate Business~





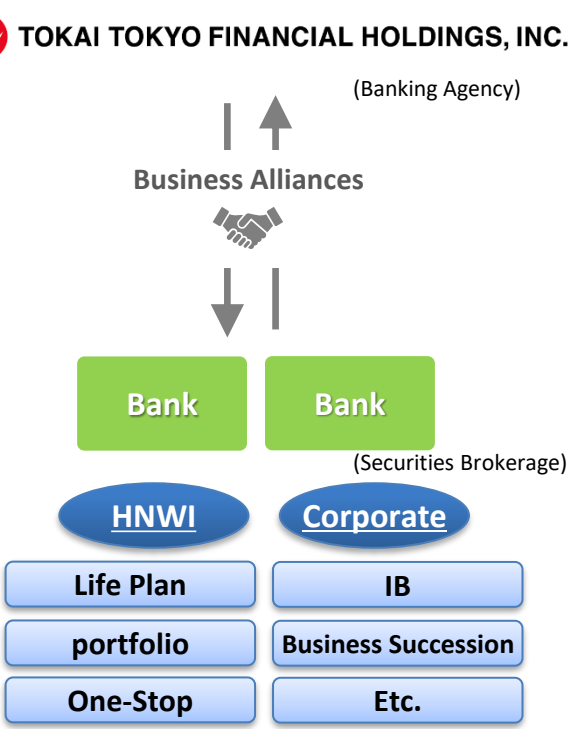
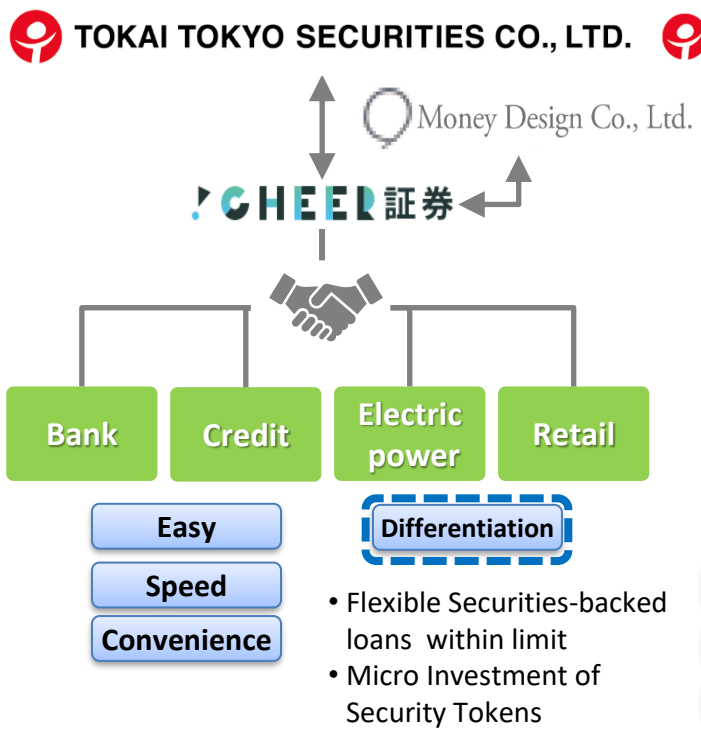
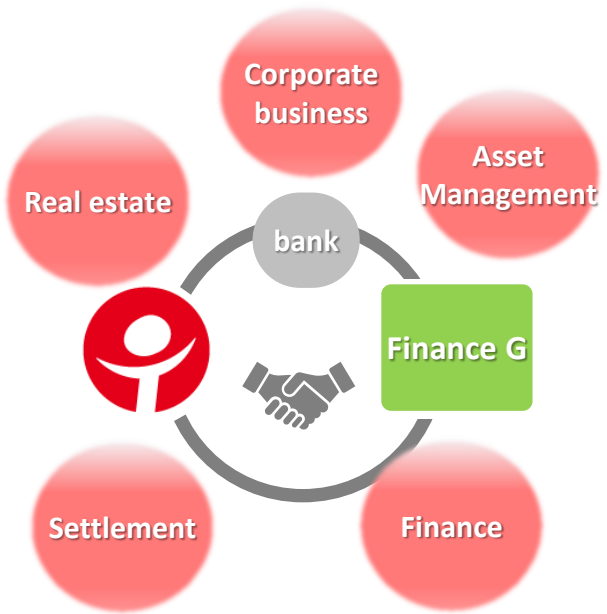
Strategy (2) To reach the Another dimension: “ Partnership Model with Powerful Partners ”

“Beyond Our Limits”

Super Tie Up
- Provision of new financial functions -

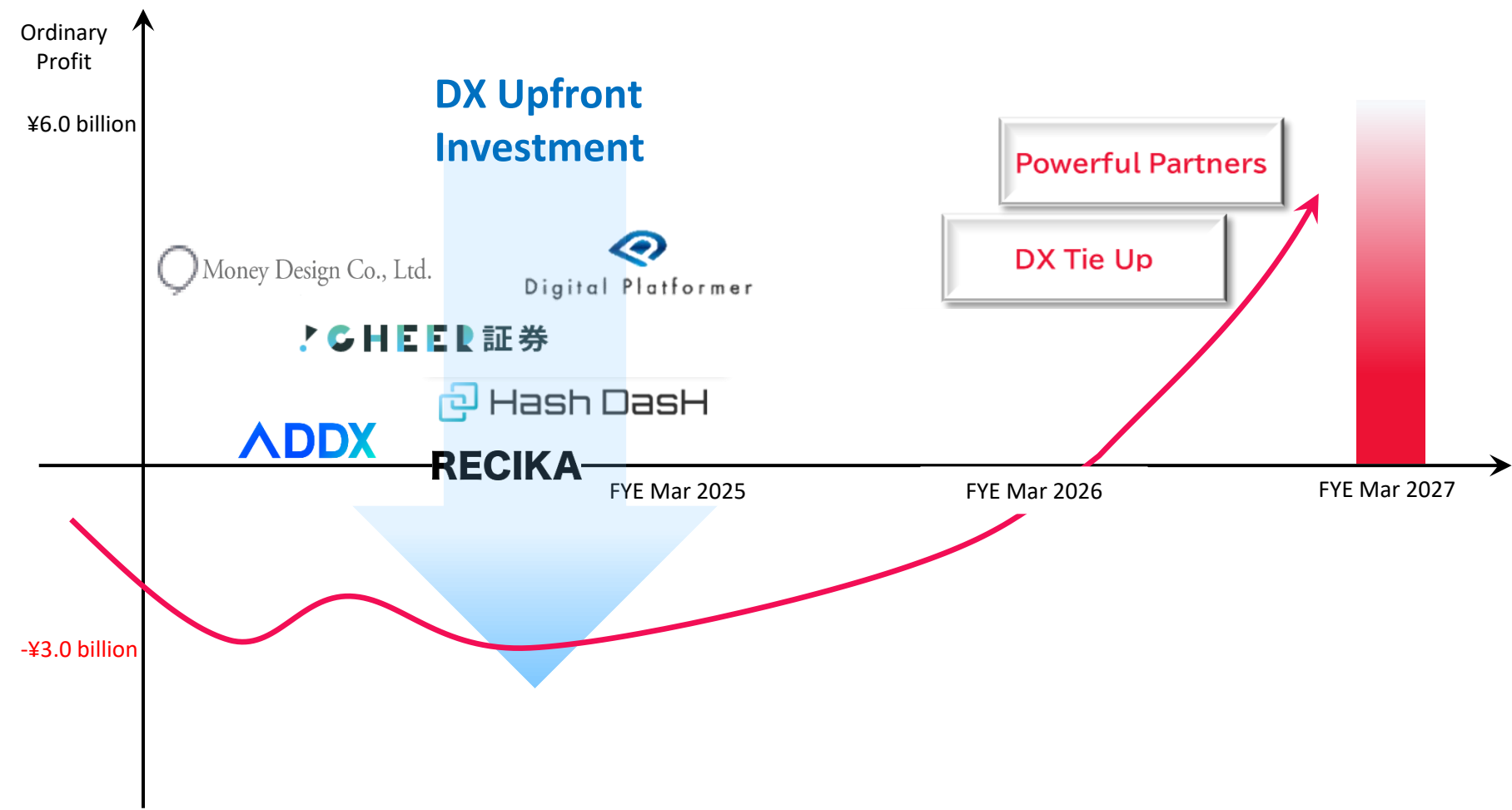
DX Tie Up
-Establishment of a B-to-B-to-C model-

Bank Tie Up
-Complementary functions in face-to-face business-



- Terms and Conditions:
- ①Sharing a Vision (Aiming for "Beyond The Bank")
 - ②Maximizing Synergies
 - ③Comprehensive Alliances

Positioning for FYE March 2026: After the DX upfront investment period, we enter a new phase, "Harvesting" and “Profit generation”

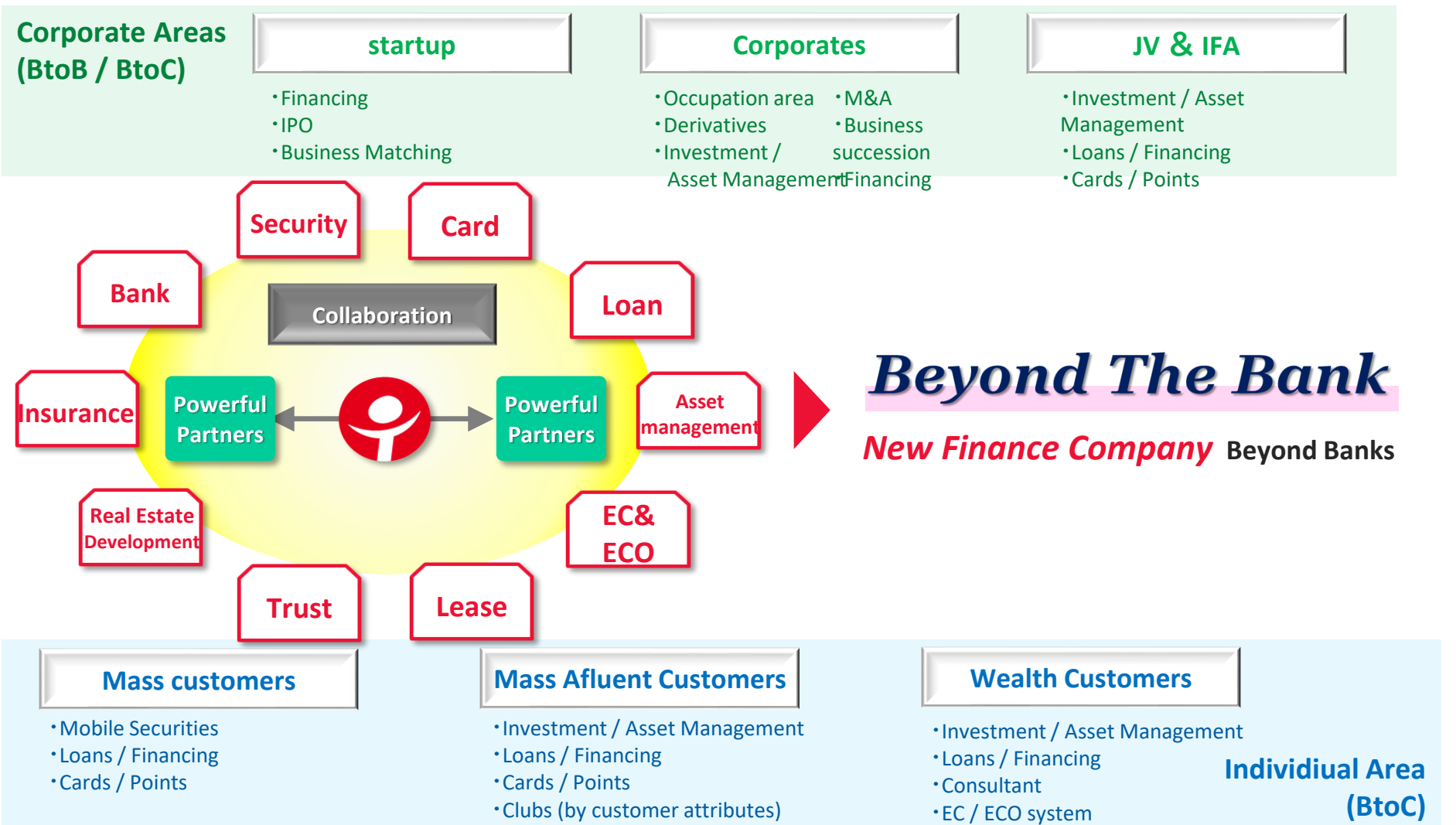


Strategy (2) To reach the Another dimension

“ Super Tie Up + Bank Tie Up + DX Tie Up ”

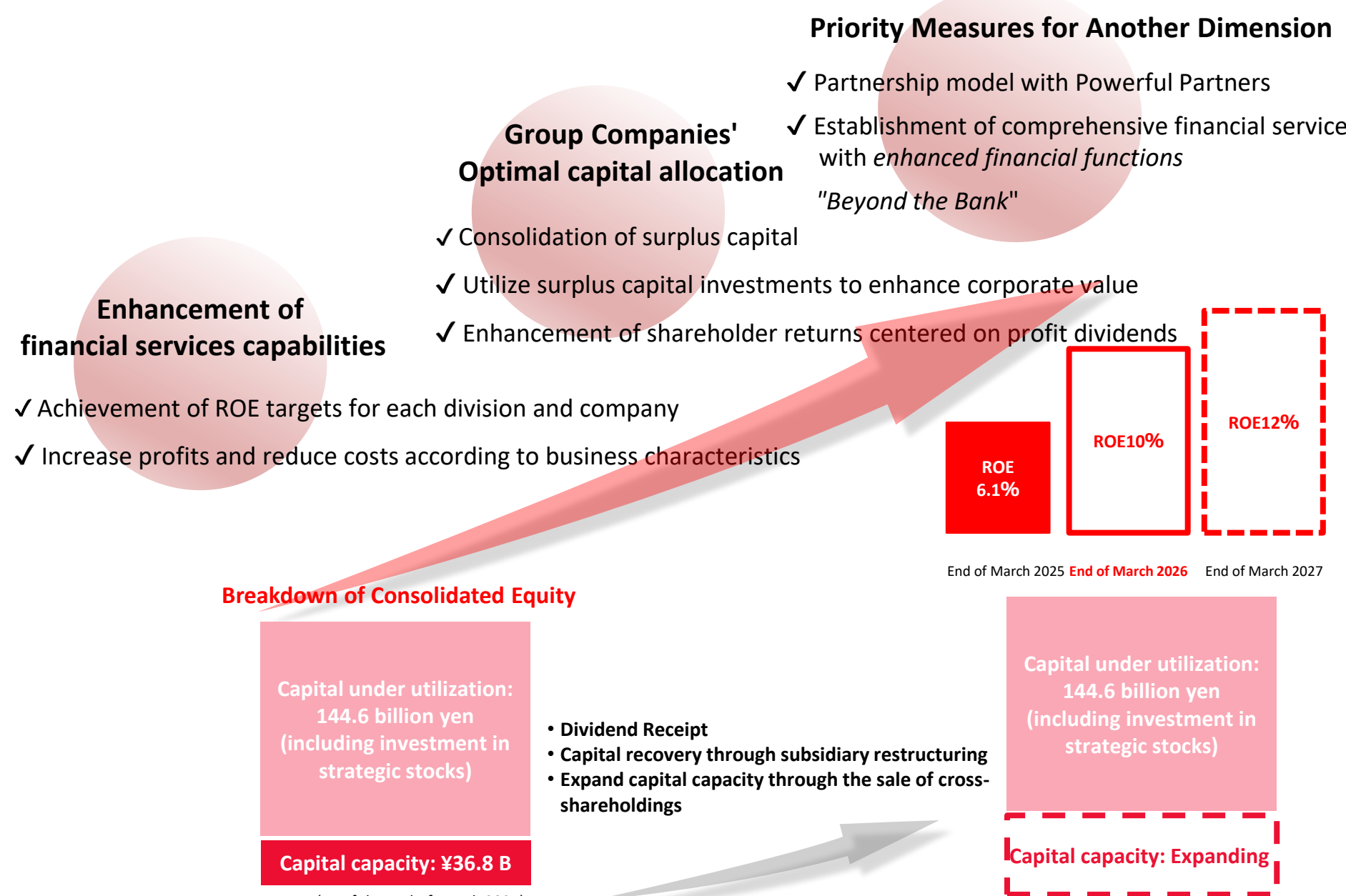
“Beyond Our Limits”

We are expecting three tie-up models with various “Powerful Partners” to provide both face-to-face and non-face-to-face services. By enhancing our financial functions, we aim to provide one-stop comprehensive financial services to individuals and corporations, surpassing traditional banking institutions and positioning ourselves uniquely as a **New Finance Company**



Improvement of capital efficiency (improvement of ROE)
~ Appropriate allocation and effective use of capital

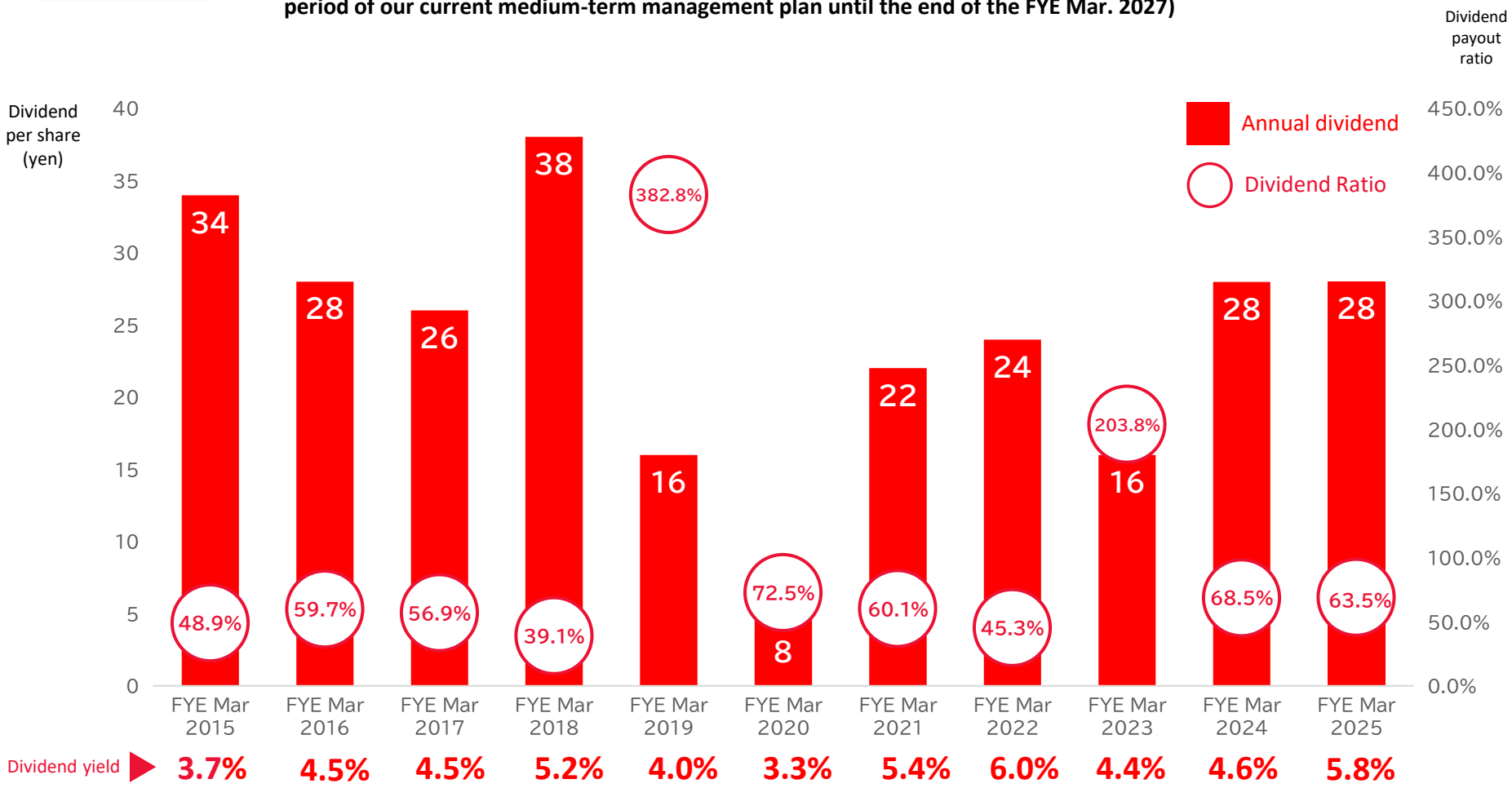
“Beyond Our Limits”



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)



In October 2025, Tokai Tokyo Financial Group will celebrate its 25th anniversary

Oct. 2000:

Tokyo Sec. (surviving company) and
Tokai Maruman Sec. merge to form



TOKAI TOKYO SECURITIES CO., LTD.

Apr. 2009:

Transition to the new structure



TOKAI TOKYO FINANCIAL HOLDINGS, INC.

Oct. 2025:

25th Anniversary

Customer : Anniversary Events

Shareholder : Ordinary Dividends +
Commemorative Dividends

Employee : Engagement Enhancement
Measures

Nikko Securities(※1)series

Tokyo Securities

Tokai Bank(※2)group

**Tokai Maruman
Securities**

2025 is the time to realize the results of our strategy!

“Beyond Our Limits”

~Challenge to the Another Dimension

[Changes of Medium-Term Plan]

Innovation Jump up 5

2006.4 ~ 2009.3

**Aiming to be
a "Premier House"**

TT Revolution

2009.4 ~ 2012.3

**“Blue Ocean” / M&A
strategies**

Ambitious 5

2012.4 ~ 2017.3

**Leading Player
in ASIA**

New Age's Flag Bearer 5

2017.4 ~ 2022.3

**“Flag-bearer “
of a new era ~**

Beyond Our Limits

2022.4 ~

Beyond Our Limits