

IR Presentation

FYE Mar 2025

May 14, 2025

The purpose of this material is to provide information concerning the Company’s most recent operating results and is NOT to solicit investment in marketable securities issued by the Company.

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TOKAI TOKYO FINANCIAL HOLDINGS, INC.

1 Financial Summary

2 Strategy & Business Updates

1

Financial Summary

- Financial Highlights for FYE March 2025
- Topics of Tokai Tokyo Securities / Group companies

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

Highlights (FYE March 2025, YoY)

Operating Revenue Decrease:

- Decrease in foreign stock flows due to sudden market changes (falling stock prices and appreciating yen) in 2Q and 4Q.
- Recording of foreign currency translation losses related to foreign currency-denominated funds.
- Investors exhibit caution but maintain a composed outlook due to their understanding of the company's medium- to long-term strategic management through diversified investment portfolios.

Future Strategies: Focus on expanding stable earnings (investment trust agency fees, interest income, etc.).

- Continue making portfolio proposals.
- Aggressively take up securities-backed loans.
- Make insurance proposals related to asset succession.

Expenses:

- Selling, general and administrative expenses were flat.

Digital Business:

- Deficit widened due to liquidation of unprofitable businesses and impairment disposal.
- Additional investments in focus areas.
- Money Design Co., Ltd. has achieved profitability.

Income:

- Ordinary income decreased (includes non-operating income such as JV equity income and investment partnership profits).
- Net income increased (gain on return of retirement benefit trusts, gain on sale of cross-shareholdings).

Tokai Tokyo Financial Group's AUM:

- Despite volatile market conditions, the net increase in assets under custody for individual customers has surpassed the previous year's figures.
- Note: Foreign currency translation losses related to foreign currency-denominated funds, which are outside the Company's investment interests, do not impact net income as they are adjusted for gains and losses attributable to non-controlling shareholders' interests.

Hilights (4Q,QoQ)

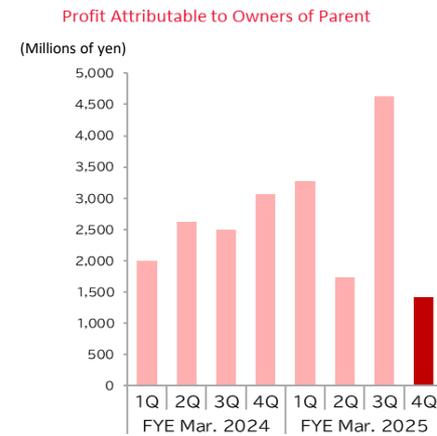
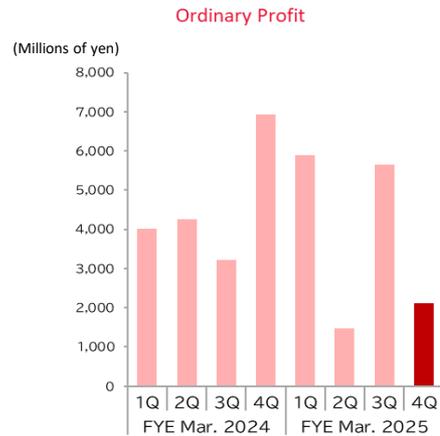
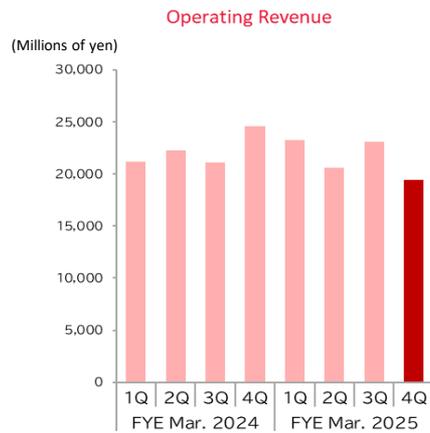
- The primary factors contributing to the decline in sales were a reduction in trading income related to foreign stocks and a foreign exchange translation loss associated with foreign currency-denominated funds, which are outside the Company's investment interests, due to fluctuations in market prices.
- Upfront costs, including regular depreciation of goodwill, in the digital business remained consistent in 3Q and 4Q. Money Design achieved profitability in 3Q.

(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 is annualized

*2: Dividend yield is calculated based on the stock price at the end of each fiscal year. For the interim period, the annualized rate



[YoY]

- Total commission declined due to a decrease in stock trading volume by individuals. However, the accumulation of underwriting commission and stable earnings increased, driven by the acquisition of the IPO lead manager.
- Trading income decreased due to a reduced in foreign equity flows and a decline in profits and losses on funds under management at overseas subsidiaries, including currency transaction gains and losses, which outweighed the increase in sales from derivatives.
- Financial income was bolstered by higher in dividends received from shares and increased interest income from securities-backed loans.

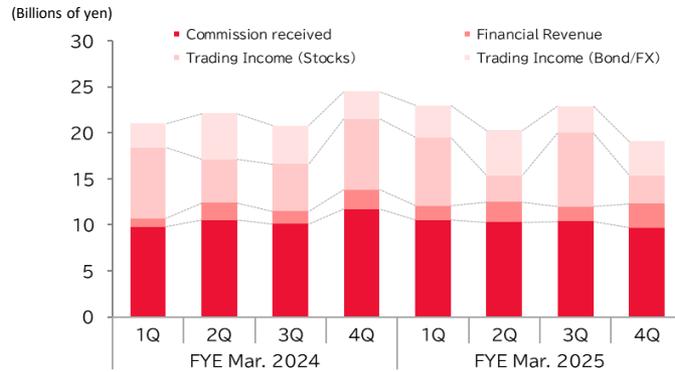
[QoQ]

- Regarding commission, sales declined mainly due to the elimination of fees for underwriting and selling large amounts recorded in 3Q.
- Trading gains and losses decreased due to reduced foreign stock income and investment fund gains and losses at overseas subsidiaries.

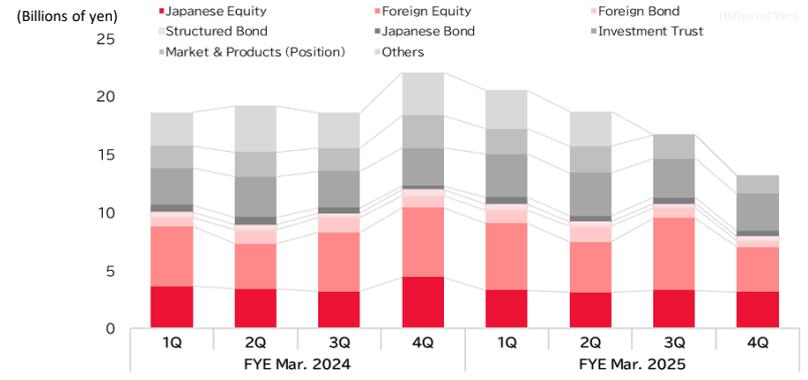
(Millions of Yen)

	FYE Mar.2024				FYE Mar.2025				FYE Mar. 2024	FYE Mar. 2025	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Apr.-Mar.	Apr.-Mar.	% Change	% Change
Commission Received	9,815	10,567	10,148	11,707	10,559	10,384	10,455	9,780	42,239	41,178	-6.5%	-2.5%
Brokerage Commission	4,283	4,039	3,873	5,586	4,212	3,594	3,707	3,599	17,783	15,114	-2.9%	-15.0%
Underwriting and Secondary offering Commission	231	269	397	248	251	214	805	228	1,146	1,501	-71.6%	31.0%
Distribution Commission	2,009	2,341	1,877	1,953	2,297	2,251	1,778	1,649	8,182	7,976	-7.3%	-2.5%
Other Commission	3,291	3,916	3,999	3,919	3,797	4,323	4,163	4,302	15,126	16,586	3.3%	9.7%
Net Trading Income	10,398	9,777	9,478	10,784	11,001	7,946	11,005	6,952	40,439	36,905	-36.8%	-8.7%
Stocks	7,790	4,741	5,193	7,771	7,477	2,981	8,073	3,197	25,497	21,729	-60.4%	-14.8%
Bonds & FX	2,607	5,036	4,285	3,012	3,524	4,964	2,932	3,754	14,941	15,175	28.1%	1.6%
Financial Revenue	990	1,923	1,489	2,119	1,642	2,277	1,628	2,696	6,523	8,244	65.6%	26.4%
Total 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%

Operating Revenue



“Tokai Tokyo Securities” Operating Revenue by Product



(in 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				
Trading Related Expenses	3,043	3,144	3,342	3,837	3,762	3,696	3,433	3,576	13,367	14,468	4.1%	8.2%
Personnel Expenses	8,032	8,739	8,022	9,133	8,223	7,975	8,475	8,180	33,928	32,855	-3.5%	-3.2%
Real Estate Expenses	1,898	1,932	1,942	2,003	1,967	1,888	1,928	1,950	7,777	7,733	1.1%	-0.6%
Office Expenses	2,284	2,169	2,095	2,336	2,107	2,288	2,033	2,281	8,885	8,711	12.2%	-2.0%
Depreciation	839	863	882	849	900	920	900	956	3,435	3,677	6.2%	7.0%
Other	1,022	990	992	987	1,093	985	959	957	3,993	3,996	-0.2%	0.1%
Total 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%

[YoY]

- Reduced Expenses by lowering performance-linked bonuses (personnel costs) and implementing measures to reduce system-related expenses.
- Variable Expenses, including IFA brokerage fees, advertising and communication expenses (transaction-related expenses), and depreciation and amortization expenses associated with new software increased. However overall SG&A Expenses remained nearly unchanged.

[QoQ]

- IFA brokerage fees and system-related expenses increased, leading to a modest increase in overall SG&A Expenses.

Selling, General, and Administrative Expenses



[YoY]

- Profits from the seven Joint Ventures (JVs, equity method investment income) increased due to the accumulation of foreign currency assets in addition to Japanese stocks and investment trusts. The net increase in personal funds and assets also showed steady growth.
- Gains and losses on investments related to digital equity investees loss increased, primarily due to the processing of one-time expenses associated with the strategic selection and concentration of businesses. This include an increased burden from the regular depreciation of goodwill due to a strategic increase in equity. Money Design became profitable from 3Q.
- Exit profits from investment projects by VC investment subsidiaries increased, along with a rise in investment partnership management income increased.

[QoQ]

- Profits from the seven JVs (equity method investment income), saw a declined in sales mainly due to a decrease in foreign equity flows. However, stock income contributed to the company's continued profitability.
- Conversely the cost burden of the digital equity investee, resulted in the equity method investment profit and loss turning negative.
- Revenue in the "Other" segment increased significantly, driven by the of dividends received on overseas investment shares held by overseas subsidiaries and the accumulation of investment partnership management gains by VC investment subsidiaries.
- Overall non-operating income and loss increased.

Non-Operating Income

(Millions of yen)

	FYE Mar. 2024				FYE Mar. 2025				FYE Mar. 2024	FYE Mar. 2025	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Apr.-Mar.	Apr.-Mar.	% Change	% Change Apr.-Mar.
Non-Operating Income	740	484	-42	2,252	1,355	-47	646	1,695	3,435	3,650	162.1%	6.3%
Share of Profit of Entities												
Accounted for Using Equity Methods	66	109	74	255	52	-52	244	-67	506	177	-	-65.0%
Other	673	375	-117	1,997	1,303	4	402	1,763	2,928	3,472	338.6%	18.6%
Non-Operating Expenses	230	-20	6	124	31	417	-195	16	341	268	-	-21.5%
Share of Loss of Entities												
Accounted for Using Equity Method	-	-	-	-	-	5	-5	-	-	-	-	-
Other	230	-20	6	124	31	412	-190	16	341	268	-	-21.5%

Profits on affiliated joint venture securities included in the "Equity Method Investment Gains and Losses" above

(Millions of yen)

	FYE Mar. 2024				FYE Mar. 2025				FYE Mar. 2024	FYE Mar. 2025	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Apr.-Mar.	Apr.-Mar.	% Change	% Change Apr.-Mar.
JV Securities Total	268	274	230	452	405	312	418	250	1,226	1,387	-40.2%	13.1%

(1) Tokai Tokyo Global Investments has successfully secured the expected performance of its primary fund investments. Stock-related income from policy-based investments accumulated and contributed to the year-to date results.

(2) Major Progress of Digital Strategy : Negotiations on alliances with multiple corporate groups are progressing concretely

① CHEER Securities: Integrating the TT Digital Platform on April 1. This integration aims to reduce costs by enhancing the efficiency of personnel in the administration and system divisions. Additionally, the company plans to expand its customer base through effective collaboration between the smartphone securities business and the workplace area business.

② Money Design: The Company's stake was increased to 33.4%, achieving profitability from the 3Q due to management reforms and the evolution of its business model. Following the acquisition of Tokai Tokyo Asset Management as a wholly owned subsidiary in December 2023, it has steadily accumulated net increases in assets under management by offering fund wraps for wealthy individuals and robot advisors for asset builders.

(3) Digital business performance : The initiation of the consolidation process for underperforming business units (strategic selection and concentration of operations)

① TT Digital Platform: Decided to withdraw from the digital gift certificate business (software retirement) due to intensifying competition.

② Hash Dash HD: Impairment of software and goodwill (excess earning capacity in the future) in light of business progress

Income and Loss by Group Company (Consolidated)

(Millions of yen)

	FYE Mar. 2024				FYE Mar. 2025				FYE Mar. 2024	FYE Mar. 2025	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Apr.-Mar.	Apr.-Mar.	% Change	% Change
Tokai Tokyo Securities	3,736	3,928	3,671	5,730	4,925	3,004	4,748	1,034	17,067	13,713	-78.2%	-19.7%
JV Securities Total	268	274	230	452	405	312	418	250	1,226	1,387	-40.2%	13.1%
Tokai Tokyo Global Investments	164	254	-14	1,189	199	-276	572	697	1,592	1,192	21.9%	-25.1%
Maruhachi Securities	169	211	140	246	238	30	216	114	768	599	-47.2%	-22.0%
Insurance (ETERNAL, Mebius)	168	241	209	206	169	224	187	239	825	820	27.8%	-0.6%
M&A ^{*1}	-60	125	67	-40	-7	-5	-0	-	91	-13	-	-
Digital Operations (Subsidiaries + Equity Method Affiliates' Profit and Loss as proportionally recognized) ^{*2}	-823	-736	-792	-817	-976	-1,043	-796	-804	-3,169	-3,621	-	-
Others	379	-45	-300	-37	938	-779	295	588	-3	1,043	99.3%	-
Total Consolidated ordinary income (loss)	4,004	4,252	3,210	6,930	5,893	1,467	5,640	2,118	18,397	15,120	-62.4%	-17.8%

*1 Until the fiscal year ending March 2024, Pinnacle is included. In the first quarter of the fiscal year ending March 2025, TT Solutions (formerly Pinnacle TT Solution) and MAfolova were recorded, and in the second and third quarters of the fiscal year ending March 2025, only MAfolova was recorded.

*2 Total of ordinary income and loss of CHEER Securities, TT Digital Platform, Money Design, and equity method investment gains and losses of Hash Dash HD and Digital Platformer.

Initiatives for Net Capital and Asset Growth ~ Continuous Net Asset Increase Despite Market Fluctuations

(1) Tokai Tokyo Securities

- Wealth: We are steadily expanding our base by providing new investment trusts, including private assets, and capturing funding needs through securities-backed loans, including transfers from other companies.
- Retail: Proposed a goal-based approach and promoted net portfolio asset growth. Sales of new investment trusts, which involve planned asset liquidation with the goal of second life, is also performing well.
- IFA: Focusing on accumulating foreign currency assets, with a focus on foreign bonds, mainly for high-net-worth clients.

(2) 7 Joint Ventures

- Achieved net increases in all seven companies. Develop portfolio proposal sales and expand net additions in new funds and assets, with a focus on mutual funds and bonds.

Net Inflow of Cash and Securities (Individuals customers)

(Millions of yen)

	FYE Mar. 2024				FYE Mar. 2025				FYE Mar. 2024	FYE Mar. 2025	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Apr.-Mar.	Apr.-Mar.	% Change	% Change
Inflow of Cash	75,249	87,104	87,286	113,735	110,054	122,461	108,775	108,829	363,376	450,121	0.0%	23.9%
Outflow of Cash	81,572	68,996	84,848	93,314	87,459	84,386	97,943	84,330	328,731	354,119	-13.9%	7.7%
Net Inflow of Cash	-6,323	18,108	2,438	20,420	22,595	38,075	10,831	24,498	34,644	96,002	126.2%	177.1%
Inflow of Securities	49,349	39,710	38,407	43,127	34,913	44,413	33,981	36,797	170,595	150,106	8.3%	-12.0%
Outflow of Securities	10,702	15,682	16,356	22,149	18,380	40,844	28,394	18,912	64,889	106,531	-33.4%	64.2%
Net Inflow of Securities	38,647	24,028	22,050	20,978	16,533	3,569	5,587	17,884	105,705	43,575	220.1%	-58.8%
Tokai Tokyo Securities Net Inflow of Cash and Securit	32,323	42,136	24,489	41,399	39,129	41,645	16,419	42,383	140,349	139,577	158.1%	-0.5%
JV Securities Net Inflow of Cash and Securities	-1,043	11,856	11,386	19,681	28,426	57,289	25,911	39,044	41,880	150,671	50.7%	259.8%
Maruhachi Securities Net Inflow of Cash and Securit	-1,182	-698	-99	-1,241	1,103	48	-854	-507	-3,221	-211	-	-
Net Inflow of Cash and Securities of the Group	30,098	53,294	35,777	59,838	68,658	98,983	41,475	80,919	179,008	290,037	95.1%	62.0%

Asset Under Custody

(Billions of yen)

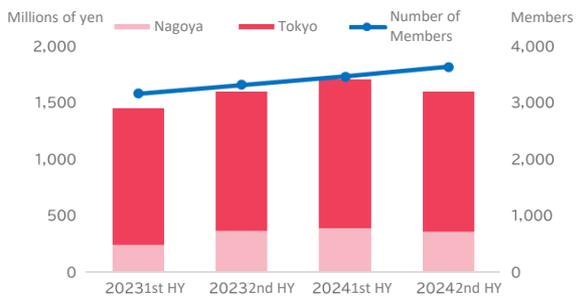
	Mar. 2023	Jun. 2023	Sep. 2023	Dec. 2023	Mar. 2024	Jun. 2024	Sep. 2024	Dec. 2024	Mar. 2025
Stocks	3,711	4,145	4,246	4,300	4,935	4,890	4,582	4,828	4,561
Foreign	195	247	260	274	330	400	354	408	336
Domestic	3,516	3,897	3,986	4,025	4,604	4,490	4,227	4,419	4,225
Bonds	1,337	1,368	1,386	1,425	1,466	1,514	1,600	1,662	1,705
Foreign	528	547	539	565	594	626	637	680	705
Domestic	809	821	847	859	871	888	963	982	1,000
Investment Trusts	1,340	1,435	1,436	1,500	1,624	1,676	1,599	1,665	1,560
Other	59	76	80	77	87	90	90	97	87
Tokai Tokyo Securities	6,450	7,025	7,150	7,303	8,113	8,173	7,872	8,253	7,915
Maruhachi Securities	193	218	224	225	266	275	252	271	249
YM Securities	325	361	366	373	410	425	534	568	504
Hamagin TT Securites	598	662	674	687	760	796	771	825	813
JV Securities	334	361	368	378	438	453	431	455	429
Nishi-Nippon City TT Securites	186	212	225	234	265	282	279	304	297
Senshu Ikeda TT Securites	230	249	253	252	281	295	279	294	295
Hokuhoku TT Securites	147	161	164	166	181	185	176	185	174
Tochigin TT Securites	197	212	214	216	239	251	238	255	241
Juroku TT Securites	2,021	2,221	2,268	2,308	2,577	2,689	2,710	2,889	2,757
JV Securities Total	2,021	2,221	2,268	2,308	2,577	2,689	2,710	2,889	2,757
Group Total	8,664	9,465	9,643	9,838	10,959	11,139	10,837	11,416	10,922

Wealth Management Company



- Increase in revenue in the stock business (+50% YoY/+800 million yen)
- Expansion of stable revenue ratio (ratio of 38%, Up 7ppt from the previous year)
- Increase in Orque d'or members / Expansion of asset inflow

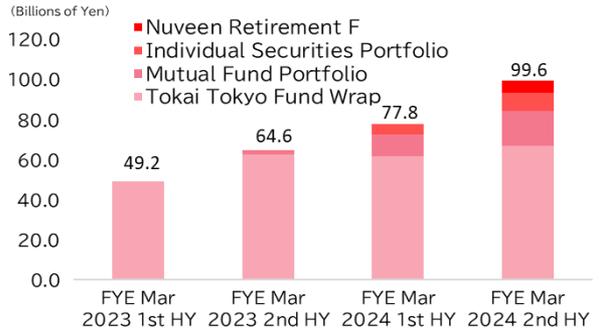
Orque d'or members / asset inflow (FYE 2024)
¥330B(+8% YoY) 3,631members(+10% YoY)



Retail Company

- As a family portfolio manager, we continued to propose a goal-based approach.
- Steady sales of new funds in line with the life cycle and financial plan

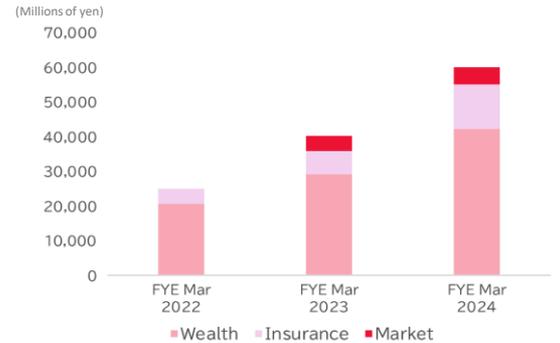
[Portfolio Balance]



IFA Company

- Stable revenue increased by accumulation of investment trust balances, securities-backed loans, and raised loan interest rates
- Increase in the number of independent advisors
- Promotion of foreign bonds and stocks led to an increase in foreign currency-denominated revenue

[Foreign Currency-Denominated Earnings]



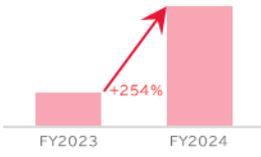
Global Market Company

[Interest Rate and Foreign Exchange Derivatives]



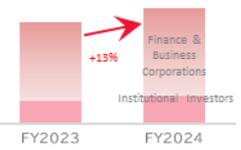
- Increase in interest rates and foreign exchange derivatives due to increased demand for foreign currency hedging by customers due to volatile market environment

[Equity Block Offer Contract Amount]



- Increased equity block offers due to increased intention to sell cross-shareholdings

[Corporate Sales Revenue]



- Expansion of ⇒ Solutions Business (Foreign Exchange & Equity) Increased matching transactions
- Institutional investors ⇒ increased flows from hedge fund clients

Investment Banking Company

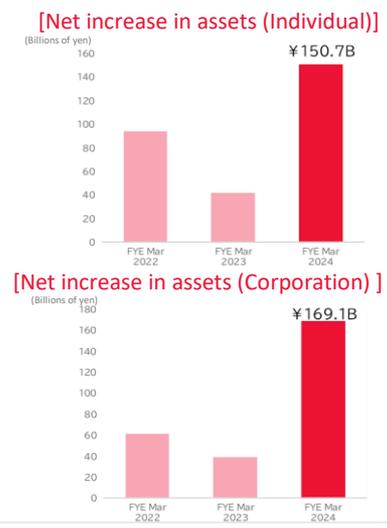
[The company has achieved significant milestones]

- Record Retail Bond Underwriting
- Realization of the largest IPO lead undermanager project
- Number of TOB agents reached a record high (6)

League Table	
FYE Mar 2025 (April March)	Rank
Comprehensive Bond Underwriting	6th
Amount of straight bonds underwritten	6th
IPO Underwriting Amount	11th
IPO Underwriters	11th

Joint Venture Securities

- [Individual]
- Investment trust sales are strong due to the promotion of portfolio proposals.
 - Net asset increase for the full year was 150.6 billion yen, marking a record high.
- [Corporation]
- Entered the world with interest rates and achieved Strong bond sales.
 - Net increase in operating for the full year expanded rapidly by 4.3 times, reaching 169 billion yen.

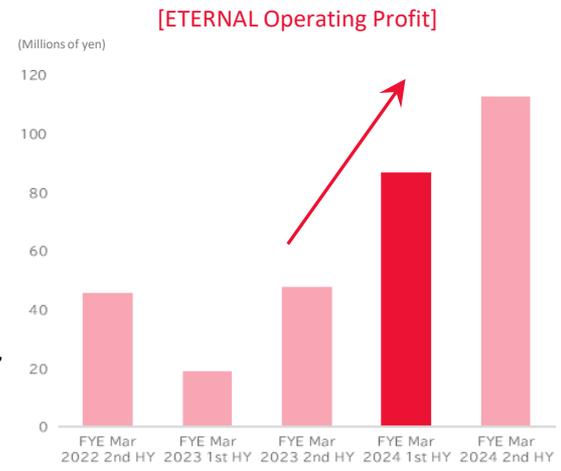


Digital Subsidiaries / Affiliates

- Based on the selection and concentration of businesses, we will invest in our focus areas while organizing unprofitable businesses and processing impairments.
- [CHEER Securities]
- Collaborating with Japan Post Bank and TEPCO i-Frontiers (a Tokyo Electric Power Company Group company) on advertisement distribution
 - StockPoint for CHEER Securities started cooperation with "Moppy Point" and other
- [Money Design]
- Tokai Tokyo Nuveen Retirement Fund started operation
 - "NISA Adjustment Function" on THEO was released
 - Steadily accumulate net increases in assets under management and return to profitability

Insurance Agency Business

- [ETERNAL]
- Both net sales and operating income reached record-highs.
- [Corporation]
- Opened a Tokyo office and collaborated with 3 additional companies.
 - Due to the expansion of call center functions, a new office has been established in Osaka, Nanba.



Venture Capital

- [Tokai Tokyo Investment]
- Promoted a balanced approach between GP investment and LP investment with an emphasis on track performance.
 - In the FYE March 2025, the successful exit of the buyout project resulted in the company posting a record profit.

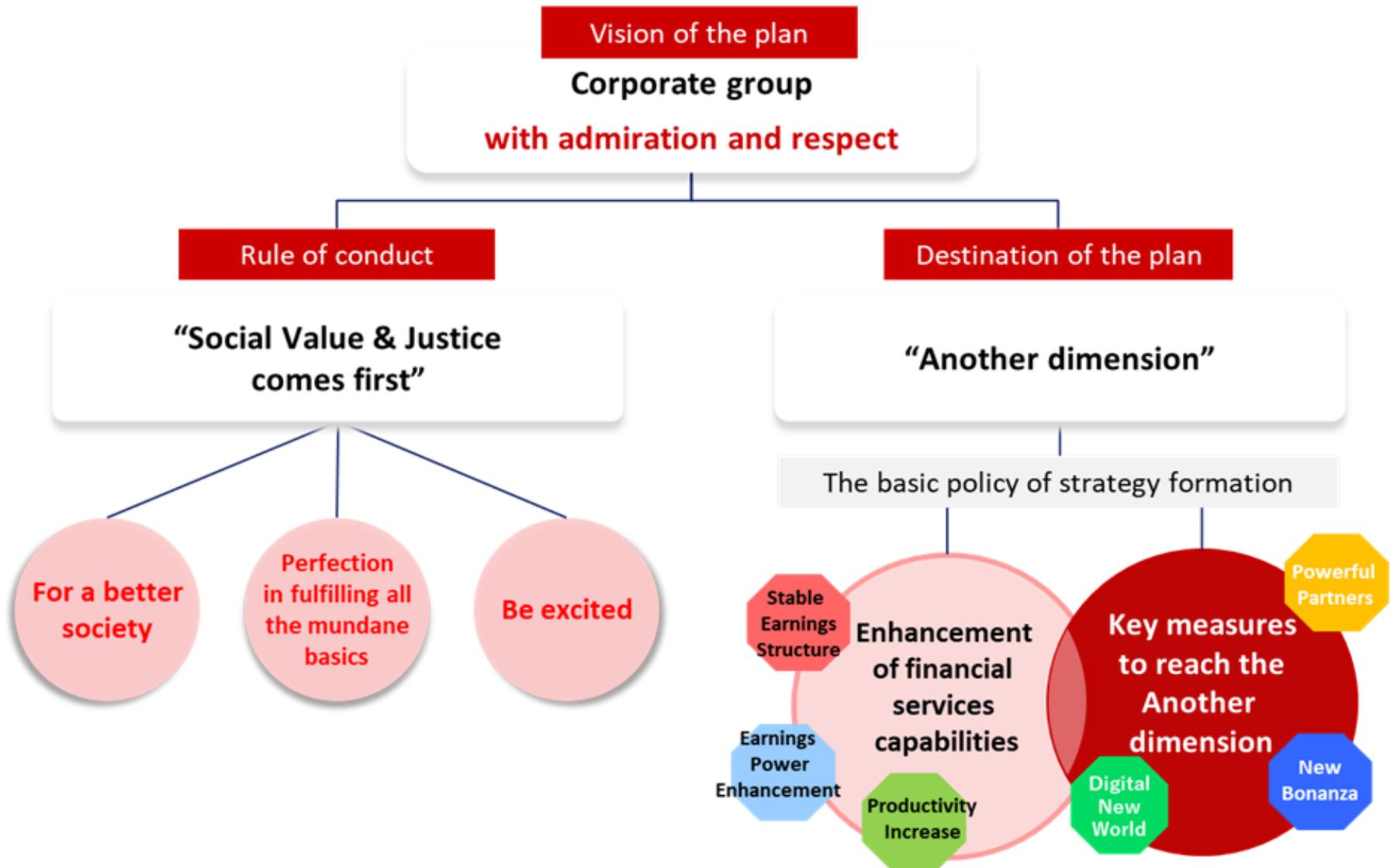
Overseas Subsidiaries

- [Tokai Tokyo Securities Hong Kong]
- Worked with the Market department to strengthen the Japan equity brokerage business for offshore institutional investors.
- [Tokai Tokyo Singapore]
- The balance of the Japan Phoenix Fund (investment in Japan stocks) increased significantly.

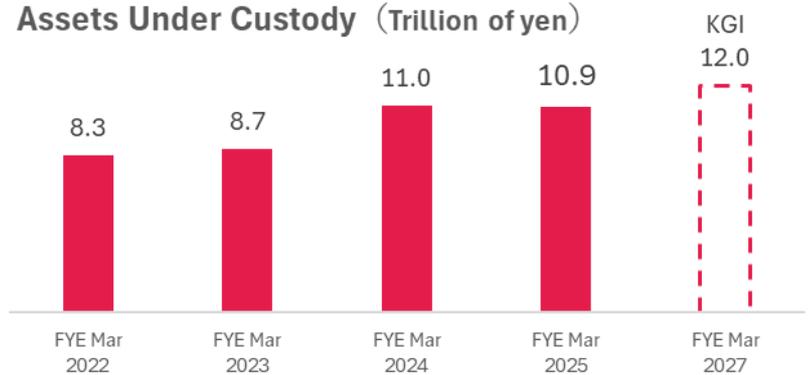
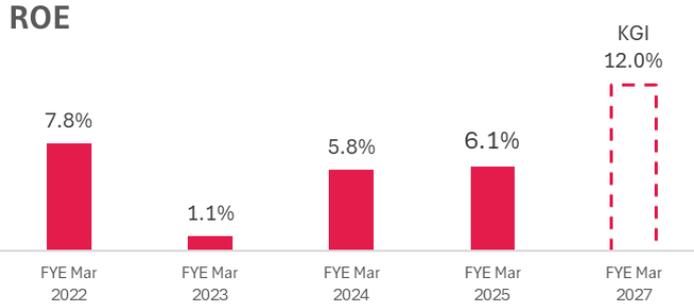
Strategy & Business Updates

- The Medium-Term Management Plan "***Beyond Our Limits***"
- Strategy (1) Enhancement of financial services capabilities
- Strategy (2) To reach the Another dimension

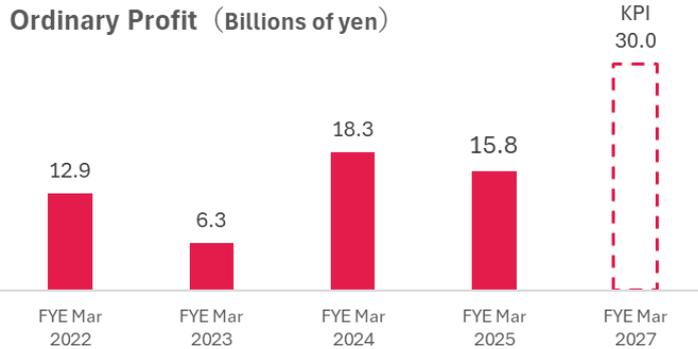
2



Group KGI



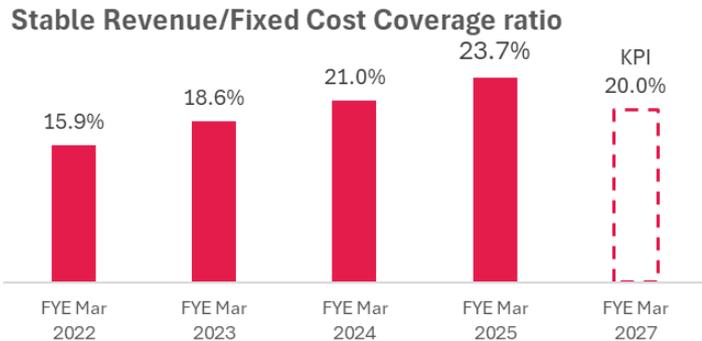
Financial KPI



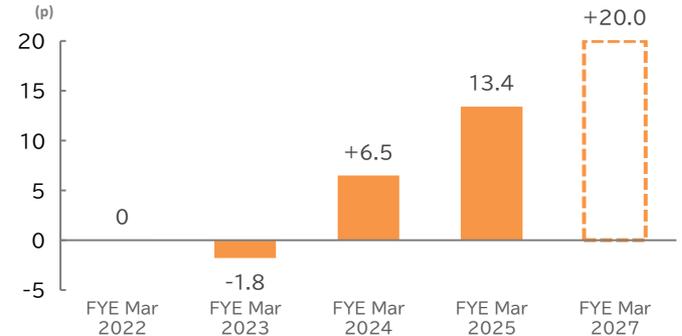
Group KGI & Enhancement of financial services capabilities

- Reflecting the results of the fourth quarter, ROE and ordinary income related to Enhancement of strengthening financial services struggled.
- Expansion of asset management-type sales led to steady growth in stable revenue and assets under custody.
- Aim to achieve the targets of the Medium-Term Management Plan by promoting future major strategies (from the next phase onwards).

Enhancement of financial services capabilities



Customer-oriented (TTSC NPS®)

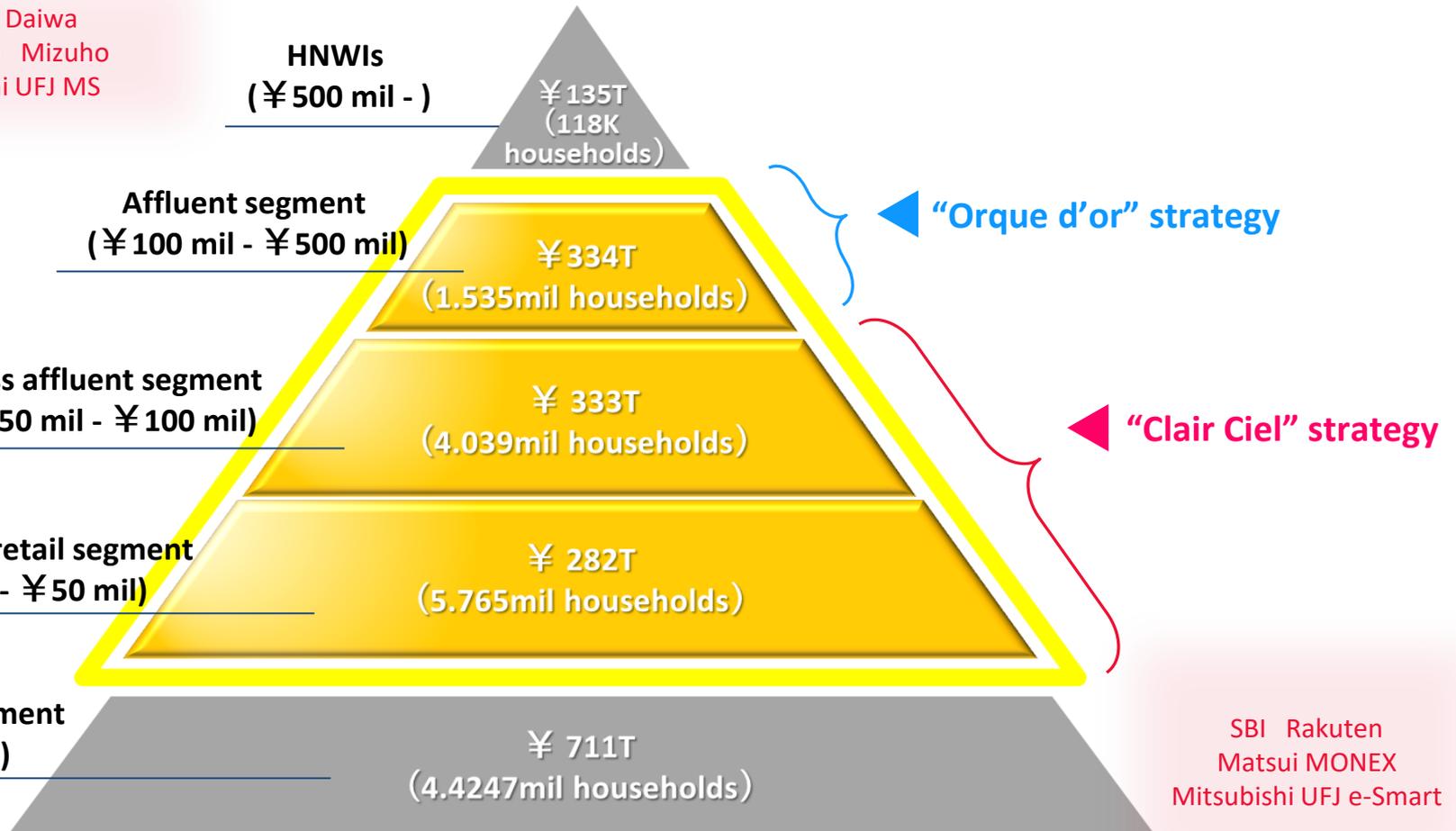


Tokai Tokyo Securities Co., Ltd. in its "R&I Customer-Oriented Financial Sales Company Evaluation" Received the "SS" rating for the first time

Strategy (1) Enhancement of financial services capabilities: *"Beyond Our Limits"* Personal Financial Market "Trapezoidal Strategy"

Ahead of other companies, we have built a winning business model in the unestablished "golden trapezoidal market"

Nomura Daiwa
 SMBC Nikko Mizuho
 Mitsubishi UFJ MS



SBI Rakuten
 Matsui MONEX
 Mitsubishi UFJ e-Smart

Net financial assets held by each household in Japan (2023)

Strategy (1) Enhancement of financial services capabilities: Basic Concept of the Orque d'or Strategy

"Beyond Our Limits"



A Relationship Manager(RM) who embodies both "expertise" and "humanity" along with the unparalleled Orque d'or Salon, offers comprehensive financial and non-financial services. Our commitment to exceptional hospitality ensures that our customers receive the support they need to enrich their lives.

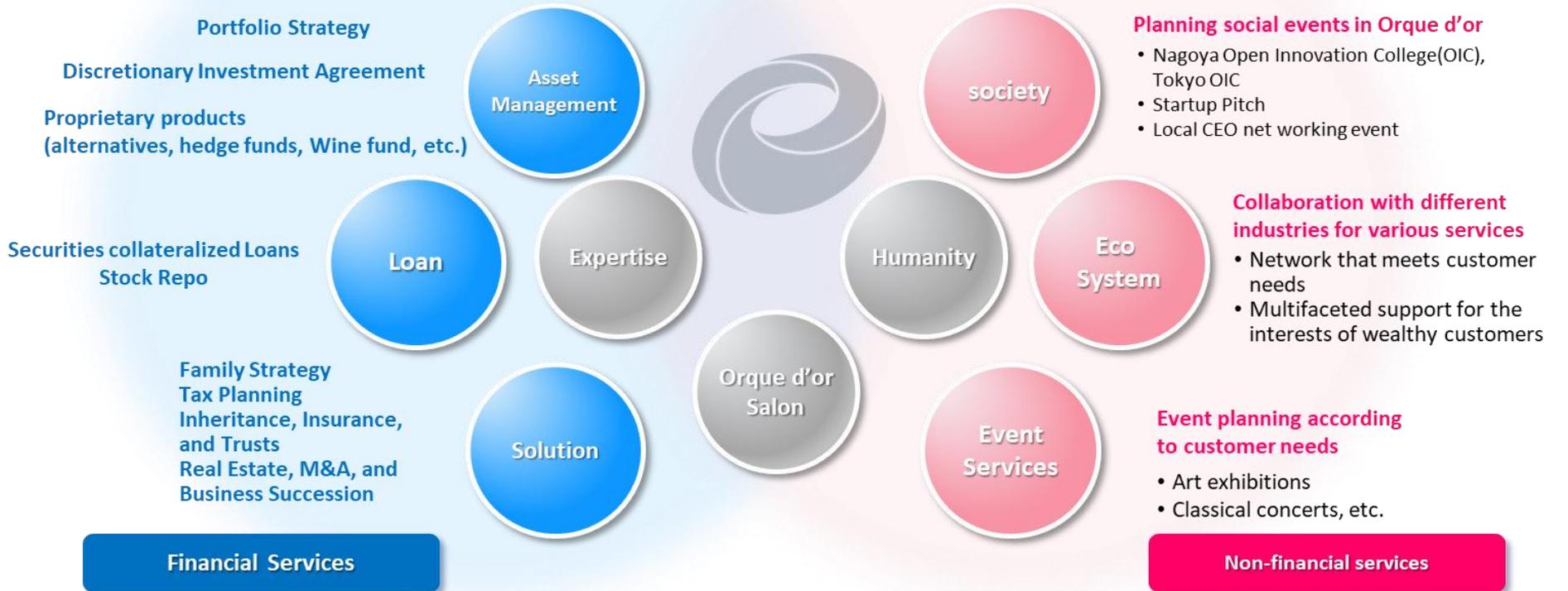
Orque d'or Salon (Nagoya)



Orque d'or Salon TOKYO (Nihonbashi)



Orque d'or Salon AOYAMA

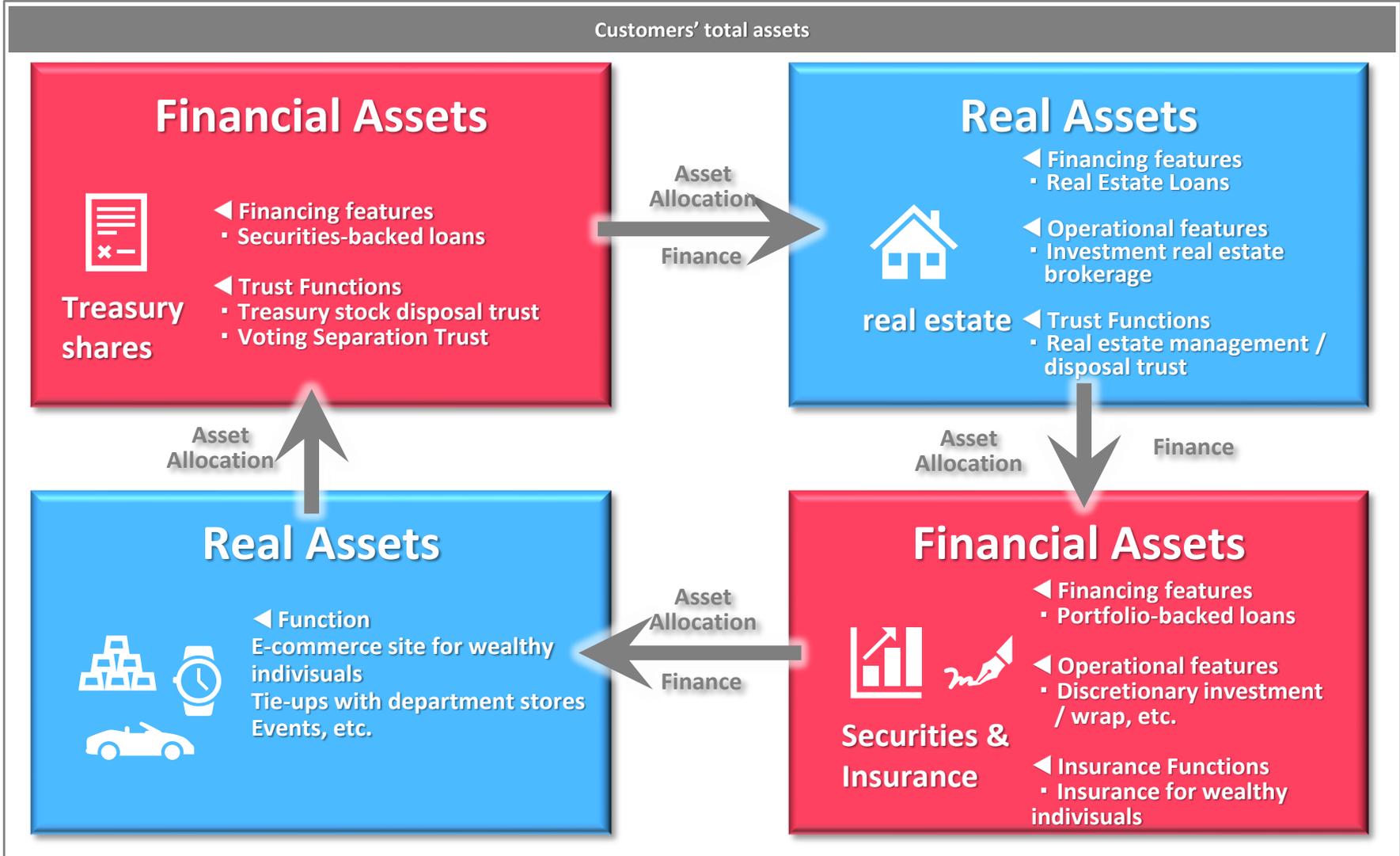


Strategy (1) Enhancement of financial services capabilities:
 "Orque d'or Strategy" ~ Optimization of customer assets

"Beyond Our Limits"



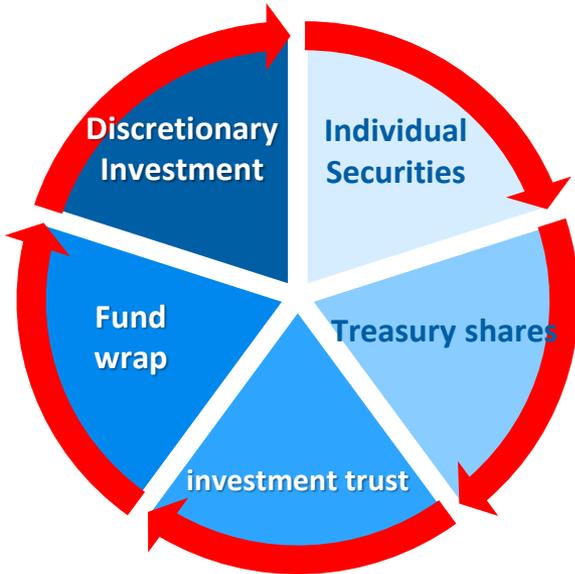
While maintaining the essence of the "Orque d'or Strategy", our new initiative focus on targeting the total assets of our customers. By proposing allocations and strengthening financing functions, we aim to optimize and maximize our customers' assets.



Strategy (1) Enhancement of financial services capabilities:

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

We plan to be the first domestic financial institution to offer a management style based on UMA(Unified Managed Accounts), which is the mainstream in the U.S. This initiative will enable the centralized management of customer assets and the provision of one-stop services through RM.



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

■ **Expansion of discretionary services for the HNWI**

Mutual funds, ETFs, individual stocks, private Asset allocation, including tosets Service Implementation

■ **Introduction of an asset management system**

Portfolio of all or part of assets under management Implementation of a system that enables management and tax management

■ **Provision of management rights and asset transfer services**

Combining an asset management company with assets under management Implementation of an asset transfer model Intergenerational Stock Transfer Services Securities-backed loans Portfolio-backed loans and insurance Securities collateral from Powerful Partner Provision of loans (to be introduced)

■ **Society Services**

Providing a place for exchange between owners
Children's Education, Study Abroad Support Services
E-Commerce Deployment
Wine fund in collaboration with wine chateau
Medical Assistance Services

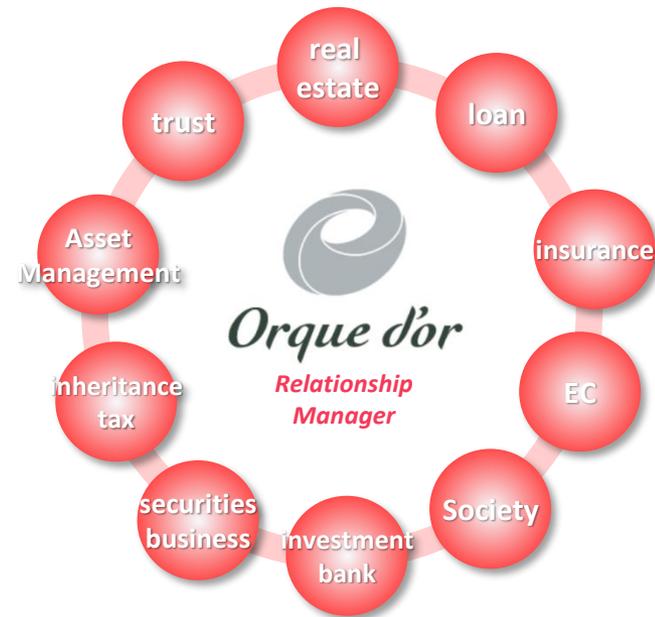
■ **Real Estate**

Real Estate Management Trust (to be introduced)
Real Estate Brokerage
Real Estate Loans

■ **Investment Banking Services**

M&A, IPO

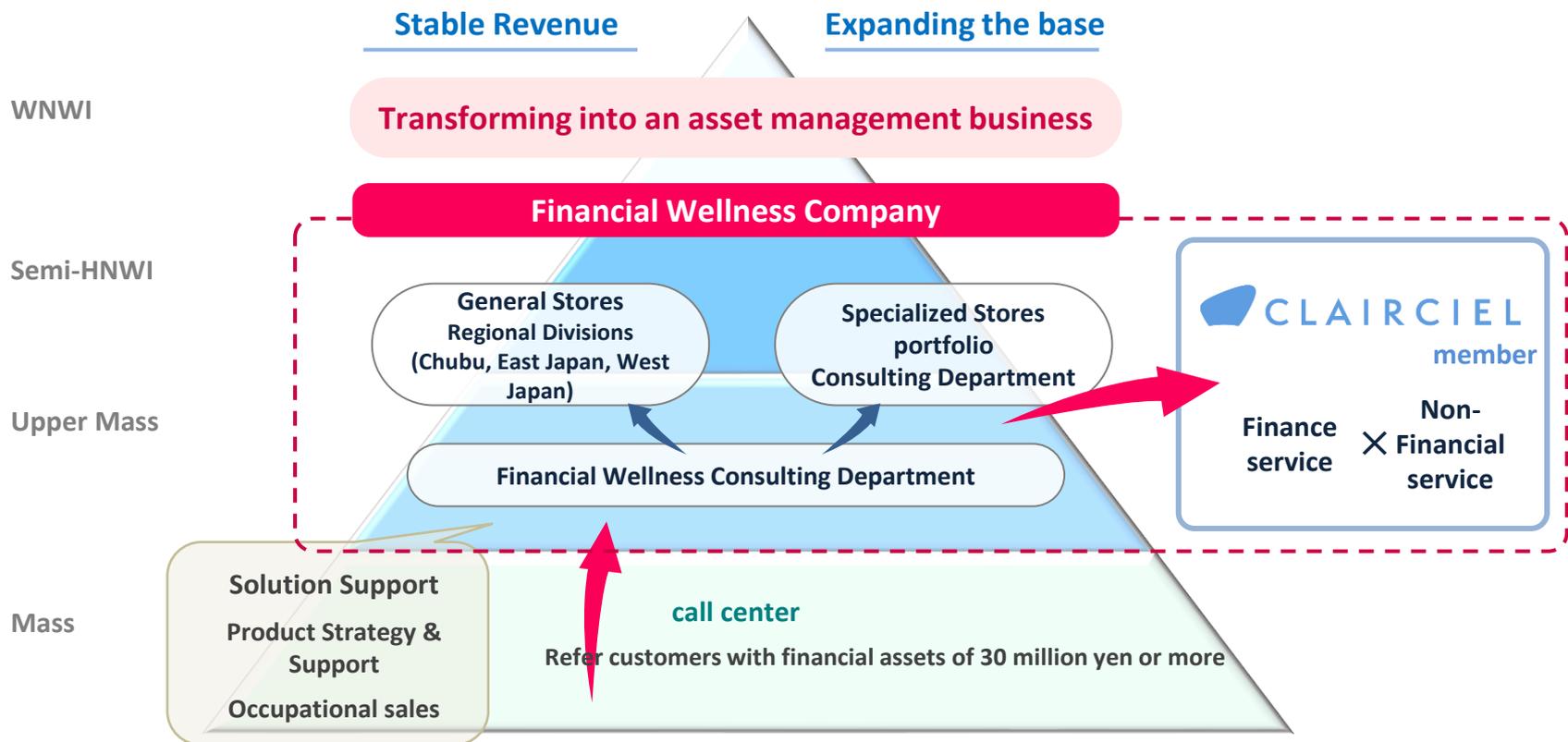
One-Stop service by RM



Strategy (1) Enhancement of financial services capabilities: Financial Wellness Strategy

“Beyond Our Limits”

- In addition to the business targeting satellite assets, we will promote the transformation into an asset management business.
- In order to expand our base, we have established four stores specializing in portfolio proposals.
- At the call center, we have initiated a program to refer customers with financial assets of 30 million yen or more to face-to-face sales.
- Established CLAIR CIEL membership.



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

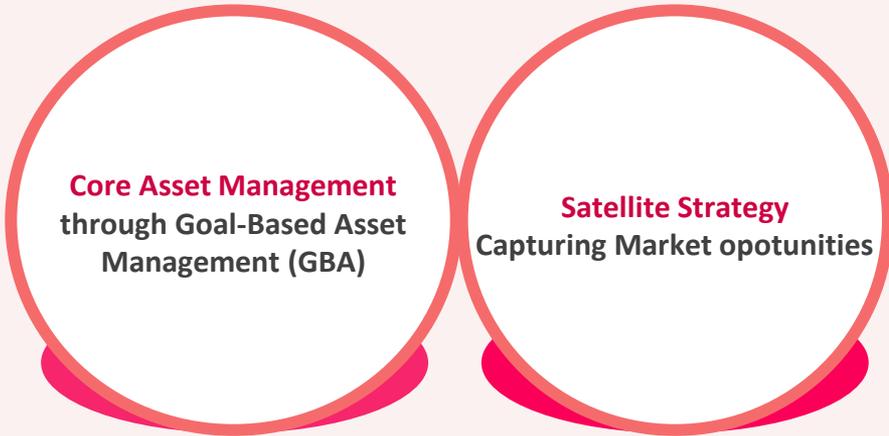
"Beyond Our Limits"



Semi-HNWI Upper Mass Small Business Owners

Financial Services

Core Satellites



Portfolio Assets
Owning customers



Non-Financial Services

Membership

Exclusive Services

Experience
Original & Local Events

In-house events
Concerts & Trips

Supporting daily life

Introduction of affiliated services



Brand Message

May your tomorrow be sunny.

In this ever-changing world, predicting the future can be challenging. But rest assured, we are here to help you navigate the days ahead with confidence and vitality.

At CLAIRCIEL, we aim to deliver a life where you can experience true affluence. Our unique services are designed to meet the diverse expectations of our customers, ensuring that you receive the support you need to thrive.

Beyond financial solutions, we offer a variety of services that make every day more enjoyable. From events to problem-solving information, we are committed to enhancing your daily life.

Just like our name, which means “bright sky,” we strive to bring a refreshing and sunny outlook to our customers’ hearts.

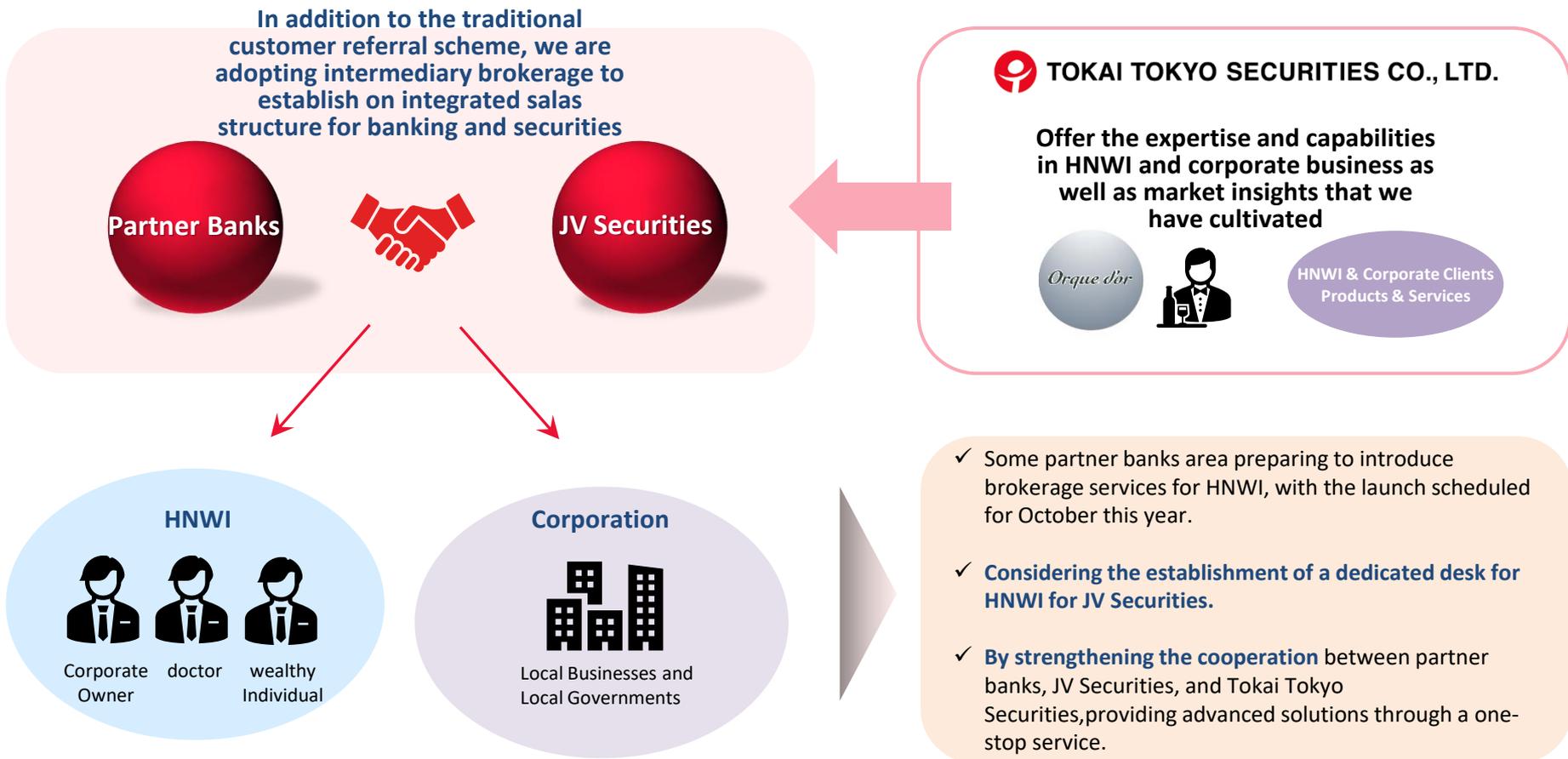
We are dedicated to contributing to the realization of a fulfilling and prosperous life for you.



JVs

From the Collaboration of Banking and Securities to the Integration of Banking and Securities
~Strengthening HNWI and Corporate Business~

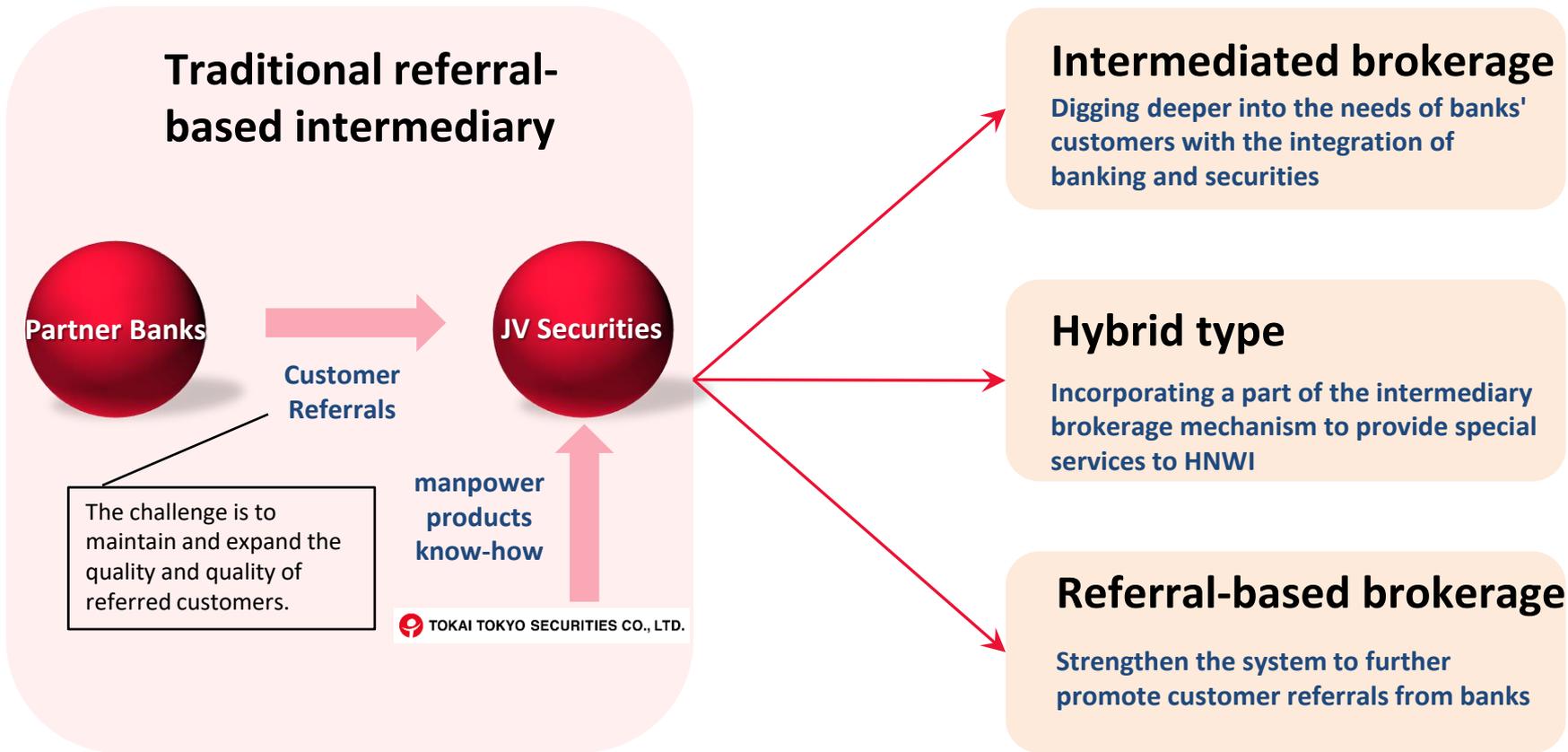
- Leveraging strong relationships between partner banks and local companies and corporate owners, we are focusing on expanding business through the integration of Japanese banks.
- Develop new services for HNWI and corporations to maximize the potential of the JV business.



JVs

From the Collaboration of Banking and Securities to the Integration of Banking and Securities
~Evolution of Business Models~

- Optimize the JV model according to the management policies and business environment of each partner bank, and aim to dramatically expand alliance synergies.
- Based on conventional referral-type brokerage, flexibly design business models such as intermediary and hybrid mediation



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

"Beyond Our Limits"

Super Tie Up

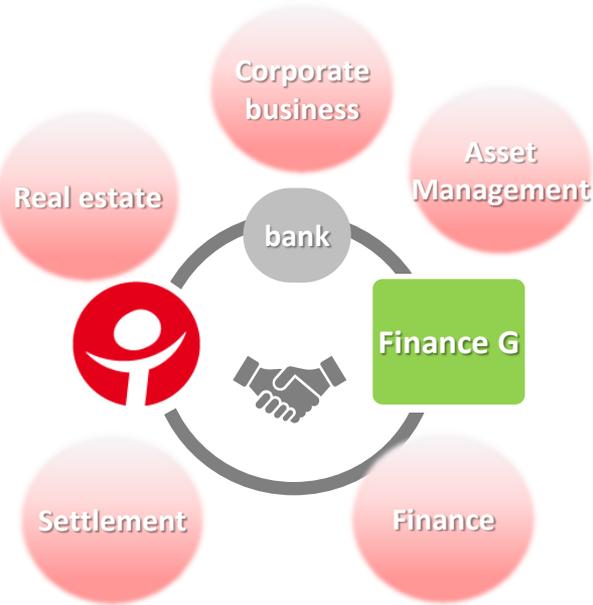
- Provision of new financial functions -

DX Tie Up

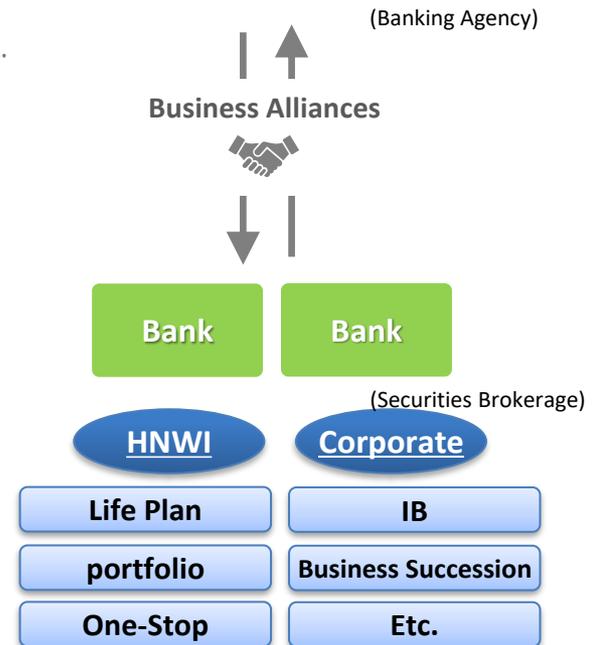
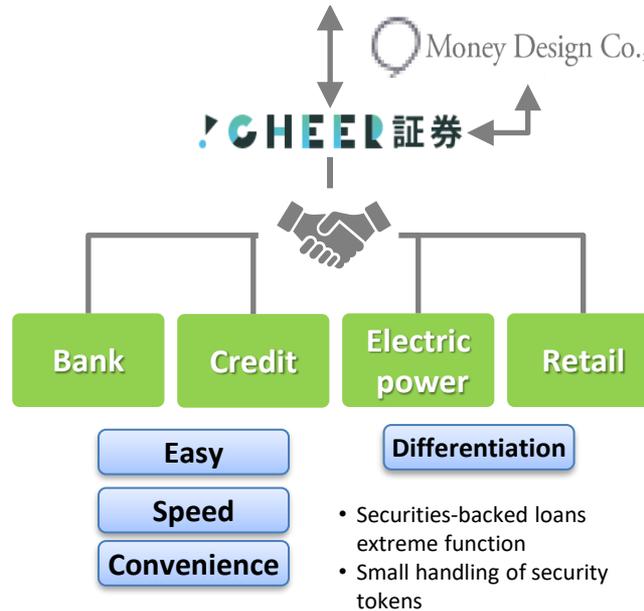
-Establishment of a B-to-B-to-C model-

Bank Tie Up

-Complementary functions in face-to-face business-



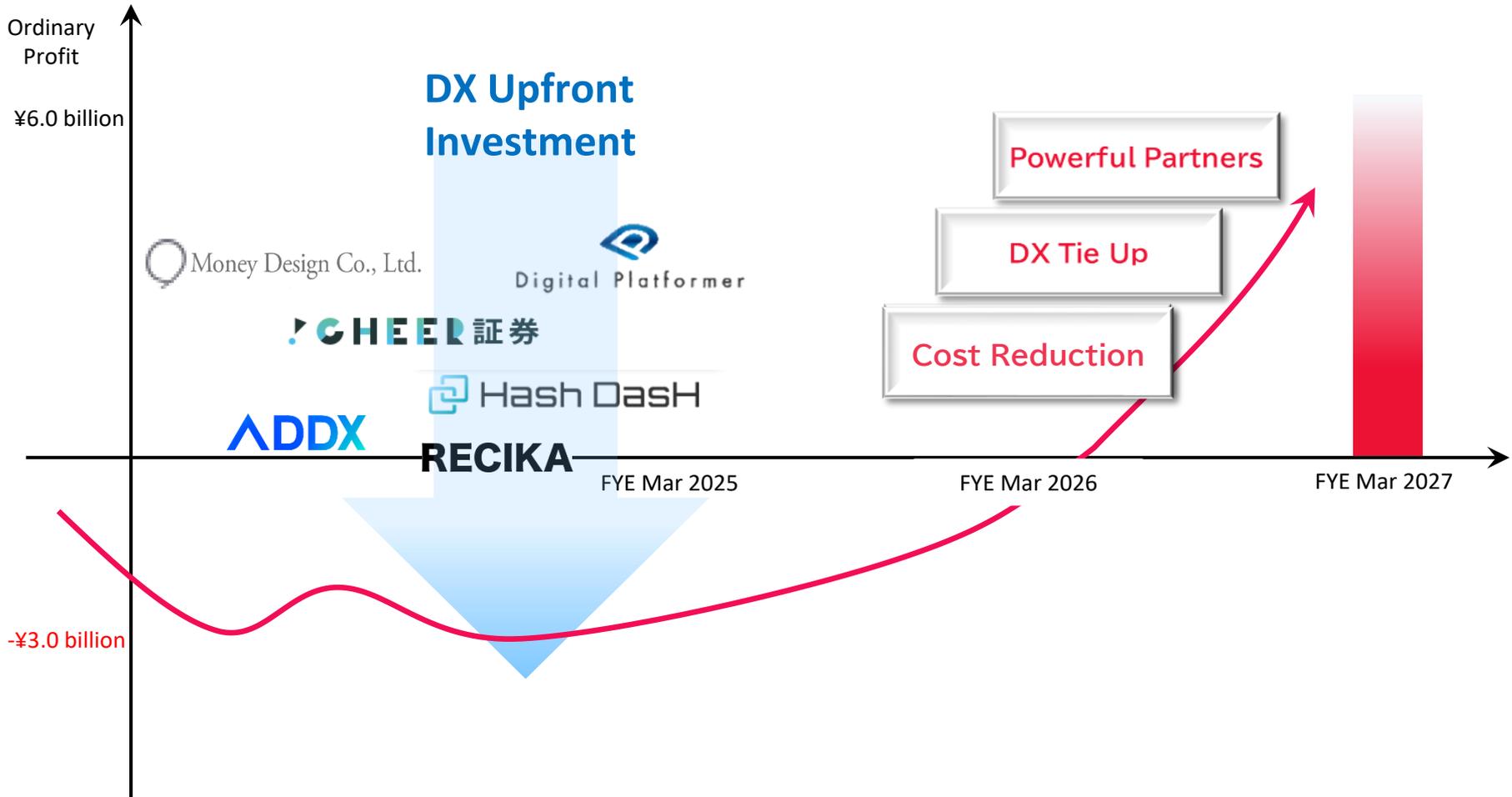
TOKAI TOKYO SECURITIES CO., LTD. **TOKAI TOKYO FINANCIAL HOLDINGS, INC.**



Terms and Conditions:

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

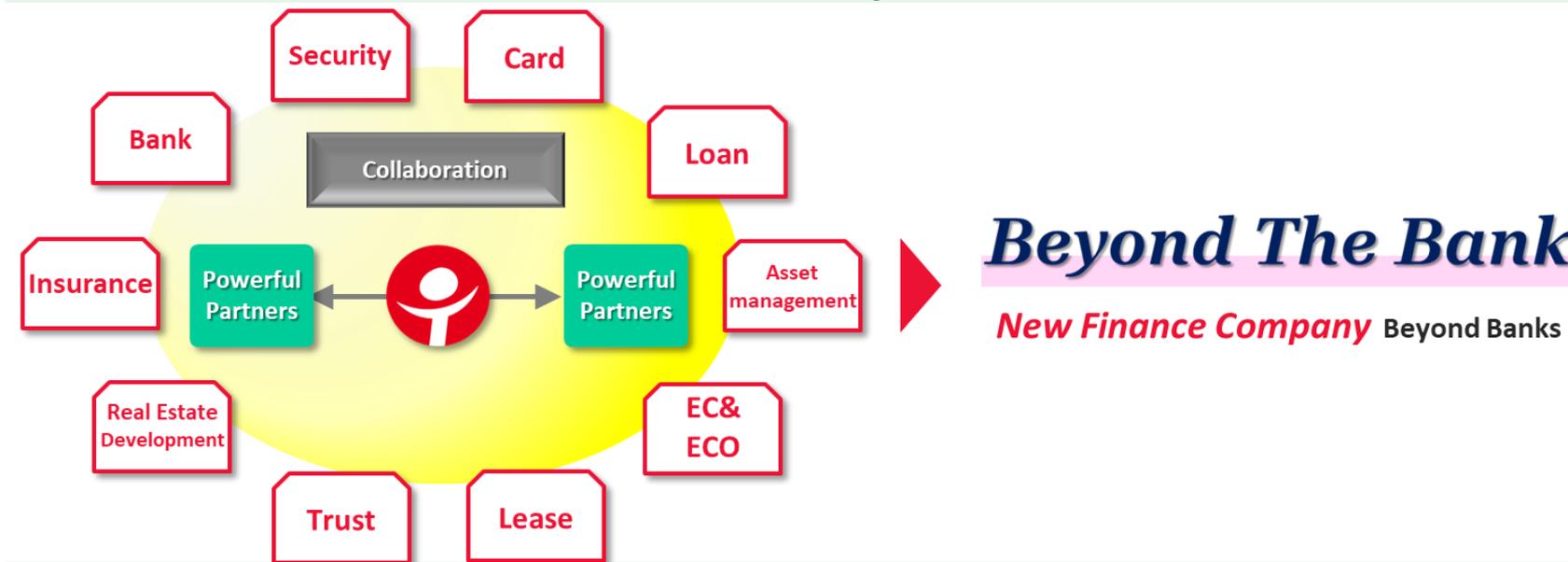
Positioning for FYE March 2026: After the DX upfront investment period, we enter a new phase, "harvesting" and "profit generation"

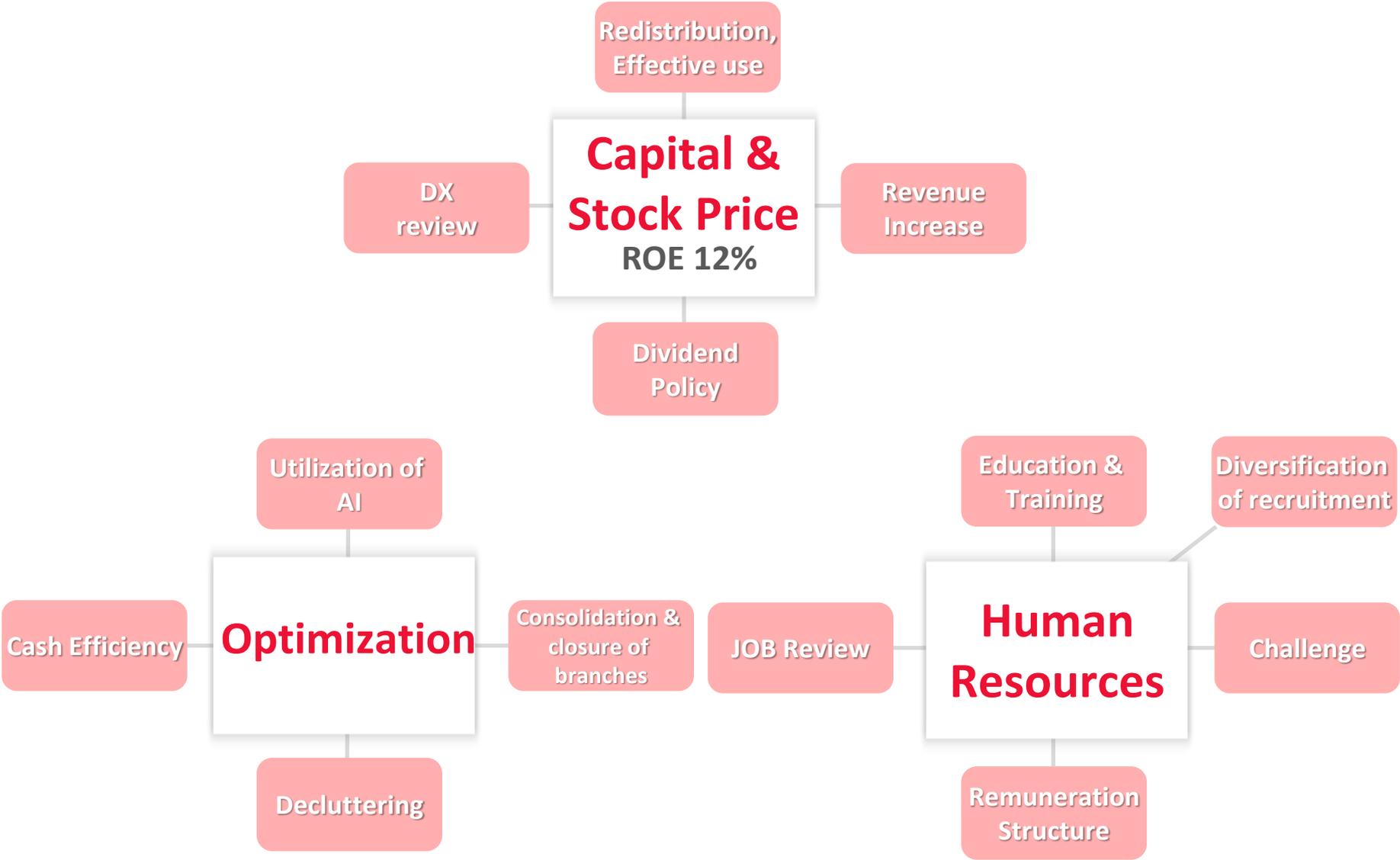


Strategy (2) To reach the Another dimension

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

We have established 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 instructions 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"

Enhancement of financial services capabilities

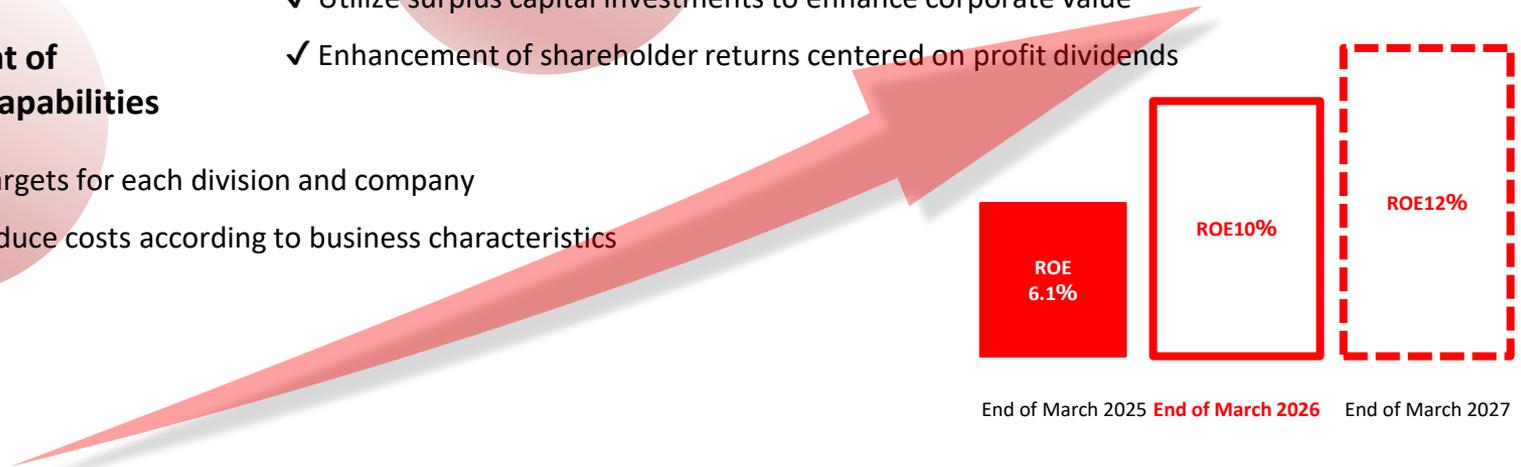
- ✓ Achievement of ROE targets for each division and company
- ✓ Increase profits and reduce costs according to business characteristics

Group Companies' Optimal capital allocation

- ✓ Consolidation of surplus capital
- ✓ Utilize surplus capital investments to enhance corporate value
- ✓ Enhancement of shareholder returns centered on profit dividends

Priority Measures for the Another Dimension

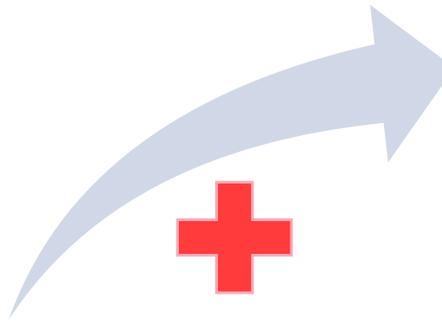
- ✓ Partnership model with Powerful Partners
- ✓ Establishment of comprehensive financial services with *enhanced financial functions "Beyond the Bank"*



Breakdown of Consolidated Equity



(As of the end of March 2025)



- Dividend Receipt
- Capital recovery through subsidiary restructuring
- Expand capital capacity through the sale of cross-shareholdings

Decluttering

Decluttering Project: 262 cases to be reviewed since the start of 2023 (as of the end of March 2025)
 Compression effect: Approximately 7.6 billion yen in total

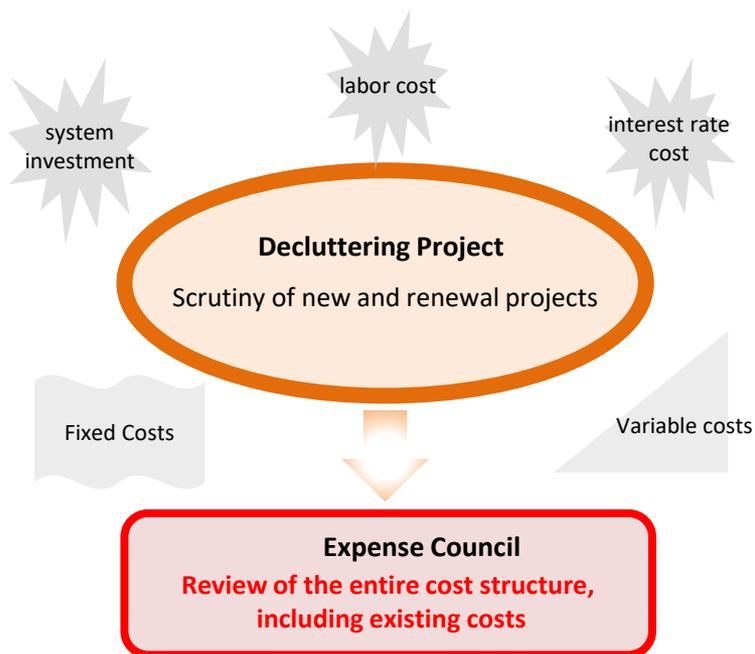
Established a “AI Strategy Office”

- ~ AI classes will be held to promote AI among employees → Drive efficiency of existing business.
- ~ Exploring the potential for business creation using cutting-edge technology.

Utilization of AI

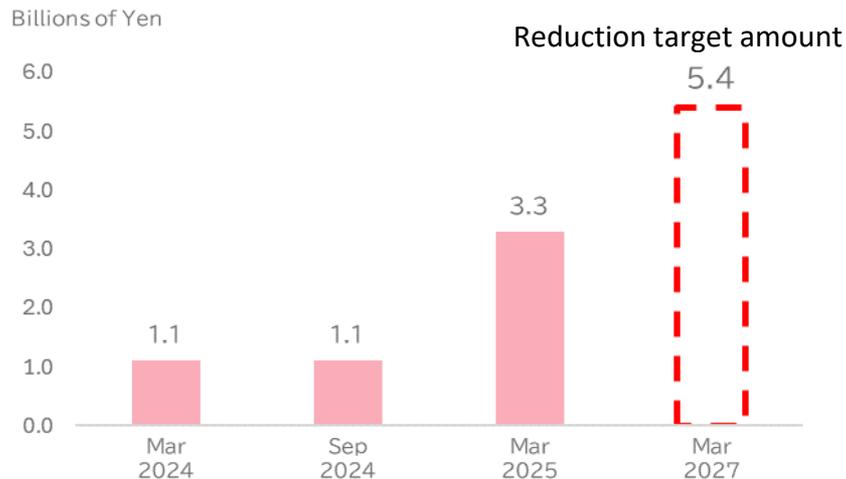
Cash Efficiency

- Raising the yield on assets under management in light of funding costs (securing interest rates)
- Review of inefficient funds (preventive reduction of liquidity funds and promotion of reduction of cross-shareholdings)



Reduction of cross-shareholdings

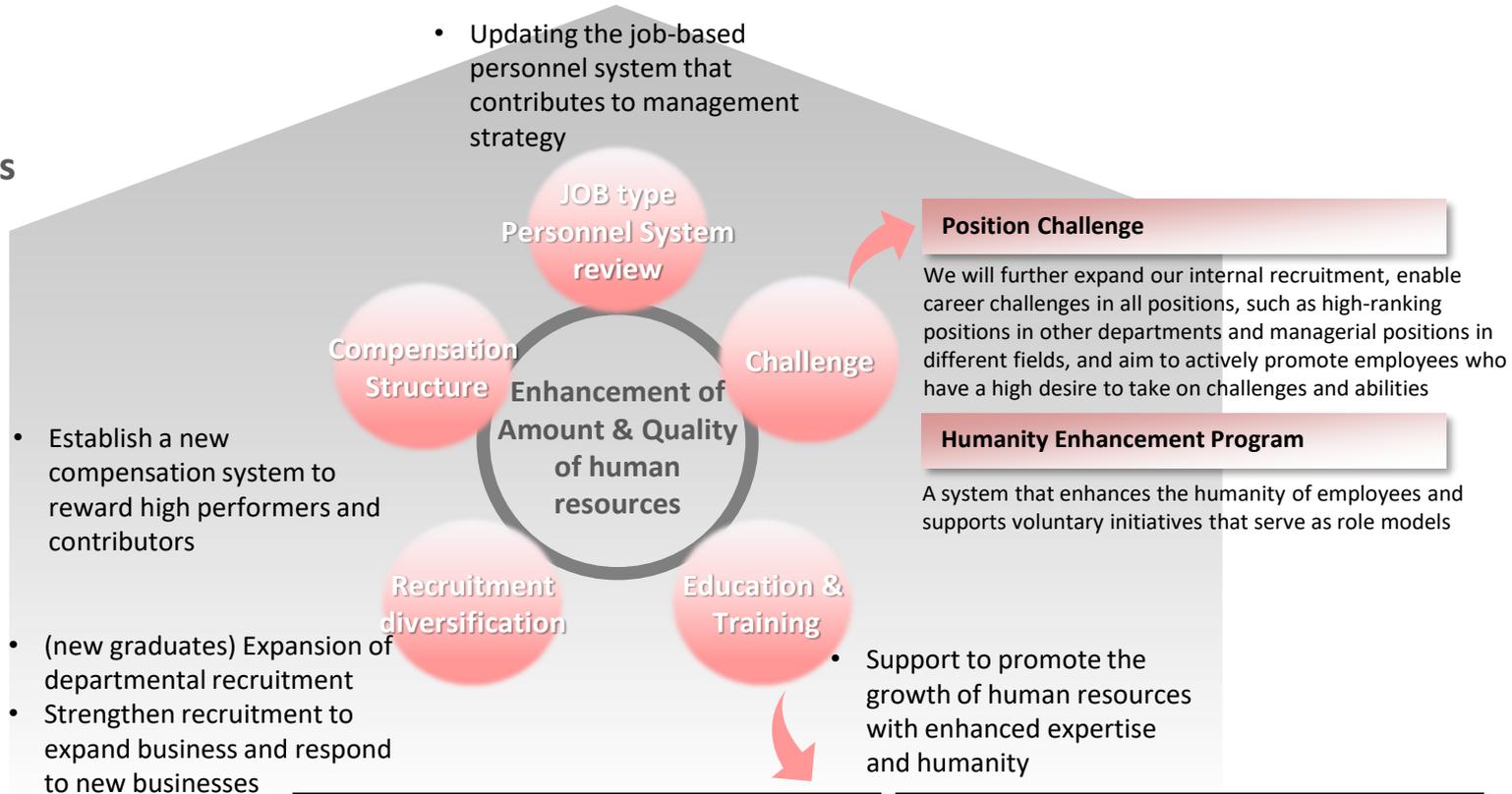
Reduction Performance based on market value as of the end of September 2023 (total holding amount of 10.7 billion yen)



Management Strategy

- ✓ Enhancement of financial services capabilities
- ✓ Management Strategies for the Another Dimension
- ✓ “Social Value & Justice” comes first

Human Resources Strategy



Toyo Keizai
Companies that spends a lot of money on employee education and training
Ranking of annual education and training costs per employee
→ We ranked **35th** / 715 companies

Toyo Keizai
Companies that takes the time to educate and train its employees
Ranking of annual education and training hours per employee
→ We ranked **16th** / 558 companies

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

Event Planning Proposal

[For customers]

- 25th Anniversary Party
- Western Art Exhibition (in collaboration with customers)
- Viewing of the stage play "Harry Potter and the Cursed Child"
- Ghibli Park Viewing

[For shareholders]

- Commemorative dividends (to be considered in detail in the future)

[For employees]

- Considering a project that will contribute to improving engagement

Tokai Tokyo Financial Group's 2025 Public Relations



Image Character
Sota Fujii



Image Character
Taro Hakase



Stage: Harry Potter and the Cursed Child
Exclusive Sponsor

- 2025 MASTERS
- News Stations
- 有働Times
- THE TIME

TV Sponsorship