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(English translation for reference purposes only)

## Business Result for Fiscal Year to March 31, 2025

(Consolidated under Japanese GAAP)

Name of Company: **Ichiyoshi Securities Co., Ltd.**

Listed on: Tokyo Stock Exchange (Prime Section) (Stock code: 8624)

Corporate representative: Mr. Hirofumi Tamada, President & Representative Executive Officer

Inquiry to: Mr. Shoichi Yamazaki, Deputy President, Representative Executive Officer &  
Chief Supervisor for Finance and Management

Tel: (03) 4346-4512 (URL <https://www.ichiyoshi.co.jp>)

Date of annual shareholders' meeting: June 21, 2025 (scheduled)

Payment of final dividends starts: on May 30, 2025 (scheduled)

Date of filing Annual Securities Report: June 19, 2025 (scheduled)

Supplementary documents on business result: Provided.

Business result-reporting meeting: Planned for institutional investors and analysts.

(Figures less than one million yen are discarded)

### 1. Consolidated Business Result for Fiscal Year Ended March 31, 2025

#### (1) Highlights of consolidated business result (in millions of yen except for per-share figures) (% indicates year-on-year change)

	Operating revenue (%)	Net operating revenue (%)	Operating profit (%)	Ordinary profit (%)	Profit attributable to owners of parent (%)
Fiscal year ended March 31, 2025	18,804 (-0.2)	18,762 (-0.2)	2,285 (-18.5)	2,406 (-16.3)	1,564 (-18.9)
Fiscal year ended March 31, 2024	18,837 (+13.0)	18,798 (+13.1)	2,803 (+140.4)	2,875 (+136.4)	1,929 (+154.5)

Note: Comprehensive income for fiscal year ended March 31 2025: 1,444 million yen (-36.8%)

Comprehensive income for fiscal year ended March 31 2024: 2,284 million yen (+309.9%)

	Earnings per share	Diluted earnings per share	Return on equity	Operating profit as % of operating revenue
Fiscal year ended March 31, 2025	47.11 yen	46.89 yen	5.5 %	12.2 %
Fiscal year ended March 31, 2024	57.11 yen	56.95 yen	6.8 %	14.9 %

Note: Investment gains on equity method for fiscal year ended March 31, 2025: - million yen

Investment gains on equity method for fiscal year ended March 31, 2024: - million yen.

#### (2) Consolidated financial condition (in millions of yen)

	Total assets	Net assets	Equity ratio	Net assets per share
As of March 31, 2025	41,900	27,461	65.4 %	861.85 yen
As of March 31, 2024	46,647	29,008	62.1 %	856.59 yen

Note: Shareholders' equity as of March 31, 2025: 27,418 million yen

Shareholders' equity as of March 31, 2024: 28,987 million yen

### (3) Consolidated cash flow (in millions of yen)

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
Fiscal year ended March 31, 2025	346	-296	-3,040	14,504
Fiscal year ended March 31, 2024	3,793	-524	-1,137	17,495

## 2. Dividends

	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total
Fiscal year ended March 31, 2024	--	17.00 yen	--	17.00 yen	34.00 yen
Fiscal year ended March 31, 2025	--	17.00 yen	--	17.00 yen	34.00 yen

	Aggregate amount of dividends paid (in millions of yen)	Payout ratio on a consolidated basis	Rate of dividends as % of net assets on a consolidated basis
Fiscal year ended March 31, 2024	1,149 million yen	59.5 %	4.0 %
Fiscal year ended March 31, 2025	1,116 million yen	72.2 %	4.0 %

Note: (i) Ichiyoshi Securities Co., Ltd. (the "Company" or "Ichiyoshi" as the case may be) does not provide earnings forecast nor dividend forecast.

## 3. Forecast of Business Result for Fiscal 2025 (from April 1, 2025 to March 31, 2026)

Since the forecast of earnings in financial-instruments trading, the main-line business of the Company and its group companies, is hard to make due to volatile factors in the market, the Company does not provide such forecast prior to the end of quarterly and annual business term. Instead, the Company intends to release preliminary earnings figures after the end of each quarterly and annual business term as and when such figures become available.

### Points to note:

- (1) Material changes in scope of consolidation during the fiscal year: None.
- (2) Changes in accounting policies and estimates and restatements of modifications
  - (i) Changes in accounting policies resulting from revisions to accounting standards: None.
  - (ii) Changes in accounting policies other than those in (i) above: None.
  - (iii) Changes in accounting estimates: None.
  - (iv) Restatements of modifications: None.

<b>(3) Number of issued shares (common stock)</b>		
(i) Number of shares issued as of March 31, 2025: (including treasury shares)	37,931,386	shares
Number of shares issued as of March 31, 2024: (including treasury shares)	37,931,386	shares
(ii) Number of treasury shares as of March 31, 2025:	6,117,472	shares
Number of treasury shares as of March 31, 2024:	4,090,909	shares
(iii) Average number of shares outstanding during the Fiscal year ended March 31, 2025:	33,199,257	shares
Average number of shares outstanding during the Fiscal year ended March 31, 2024:	33,788,978	shares

## [Referential information]

### 1. Outline of Non-consolidated Business Result (parent company basis)

(1) Business result for fiscal year ended March 31, 2025 (in millions of yen except for per-share figures)

(% indicates year-over-year changes)

	Operating revenue (%)	Net operating revenue (%)	Operating profit (%)	Ordinary profit (%)	Profit (%)
Fiscal year ended March 31, 2025	15,752 (-2.3)	15,711 (-2.4)	279 (-74.6)	1,309 (-26.1)	1,082 (-16.6)
Fiscal year ended March 31, 2024	16,131 (+12.8)	16,092 (+12.9)	1,099 -	1,772 (+125.3)	1,297 (+63.6)

	Earnings per share	Diluted earnings per share	Return on equity
Fiscal year ended March 31, 2025	32.60 yen	32.45 yen	4.3 %
Fiscal year ended March 31, 2024	38.41 yen	38.31 yen	5.0 %

(2) Financial condition (in millions of yen except for per-share figures)

	Total assets	Net assets	Equity ratio	Net assets per share	Capital adequacy ratio
As of March 31, 2025	37,809	24,385	64.4 %	765.15 yen	448.0 %
As of March 31, 2024	42,901	26,282	61.2 %	776.06 yen	518.0 %

Note: Shareholders' equity at the end of each fiscal year: 24,342 million yen as of March 31, 2025.

Shareholders' equity at the end of each fiscal year: 26,262 million yen as of March 31, 2024.

### 2. Forecast of Business Result for Fiscal 2025 (from April 1, 2025 to March 31, 2026)

Since the forecast of earnings in financial-instruments trading is hard to make due to changes in securities market conditions, the Company does not provide such forecast prior to the end of each quarterly and annual business term.

**Additional points to note:**

1. The financial figures contained herein are released without being audited by certified public accountants or accounting house.
2. Explanation for proper use of earnings forecast and other special points to note:  
For the same reason that the Company does not provide earnings forecast prior to the end of each quarterly and annual business term as stated in “**3. Forecast of Business Result for Fiscal 2025 (from April 1, 2025 to March 31, 2026)**” on page 2, the Company does not provide a dividend forecast.
3. The Company plans to hold a business result-reporting meeting for institutional investors and analysts on May 29, 2025, Thursday, (at 3:30 pm). Supplementary documents for business result to be distributed at the meeting will be forthwith disclosed and posted on the Company’s website.

## I. Outline of Business Result, Etc.

### **(1) Outline of Business Result for the Fiscal Year Ended March 31, 2025**

During the fiscal year ended March 31, 2025, the Japanese economy continued its gradual recovery pattern. Personal consumption showed signs of revival despite rising prices. While corporate production activities leveled off, equipment investments mainly focused on DX (digital transformation) to raise productivity continued to grow steadily on the back of high-level of corporate earnings. Globally, while some economies remained weak, overall economic activities recorded a gradual growth pattern under weakening inflationary pressure.

The Japanese stock market underwent volatile price movements. The Nikkei Stock Average on the Tokyo Stock Exchange (the TSE) recorded its historic high of 42,224 yen on July 11, 2024, aided by the weakening yen and the future potentials of generative AI. Thereafter, however, as anxiety over the U.S. economy grew and the Bank of Japan made its additional rate increases, the Nikkei Stock Average plummeted to 31,458yen on August 5, the lowest since October 31, 2023. Thereafter, as expectation for soft-landing of the U.S. economy rose and the prediction of additional rate increases by the Bank of Japan receded, the strength of the yen came to a pause and the stock market regained its norm. From Autumn on, uncertainty over Japanese and U.S. politics mounted, limiting the stock market's upward movements. After Donald J. Trump assumed presidency on January 20, 2025, the Nikkei Stock Average registered sharp declines out of concern over the effect of tariff hikes by the U.S. on the global economy as a whole. Thus, the Nikkei Stock Average ended the period at 35,617yen.

In the foreign currency market, the yen rate against the U.S. dollar was on the 151yen per 1 U.S. dollar level at the beginning of the period. On July 3, the yen recorded 162yen per 1 U.S. dollar, the weakest in 37 years and half. Thereafter, however, the yen's strength accelerated, reflecting changes in Japanese and U.S. interest rate policies. After the yen strengthened below 140yen temporarily, the yen turned weaker again, ending the period at the 149 yen per 1 U.S. dollar level.

In the Growth Section of the TSE for companies with high growth potential, the TSE Growth Section Index started the period at 924. The index plummeted to 628 on August 5, and then rebounded with its upward rise limited, Thus, the Index ended the period at 836.

In the Prime Section of the TSE, the average daily turnover was 5,063.1 billion yen. In the Standard Section of the TSE, the average daily turnover was 137.9 billion yen. In the Growth Section of the TSE, the average daily turnover was 134.4 billion yen.

Under these circumstances, the Company has been aiming to build customer-focused "Stock-Type Business Model," and exerting its efforts to increase core-stock assets in fund-wrap accounts and investment trust funds in order to expand its customers' assets in custody to 3 trillion yen as a numerical target under the Medium-Term Management Plan "3 · D."

The Company regards the cost coverage ratio as an important management index which indicates the degree of the Company's advance towards "Stock-Type Business Model" (asset-accumulation type business model). The cost coverage ratio for the fiscal year ended March 31, 2025 was 71.4%, up from 61.2% for the year-earlier period. (The cost coverage ratio is the ratio at which the sum of fund management fees, trailer fees and wrap-account fees cover selling, general and administrative expenses.)

Also, fees on stable –income sources accounted for 64.1% of total commissions and fees received, up from 53.3%.

With regard to "Dream Collection," a fund wrap account vehicle and a core of "Stock Type Business Model," it enjoys an increasing popularity among customers as a medium- to long-term

investment vehicle for customers' conservative assets. Its outstanding balance as of March 31, 2025, amounted to 327.3 billion yen, up 21.5%. "Dream Collection Pass" for which the Company started to receive application from September 2024 is a next generation inheritance service pass. The Pass makes it possible for the next generations of customers (investors) to inherit the assets without changing them into cash—a yet rare service for fund wraps in Japan. Together with this service, the Company intends to support medium-to long-term asset-building across generations.

With respect to investment trust funds (other than Dream Collection), the Company has recommended stock funds matching customers' needs, such as "Ichiyoshi Global Equity Fund" and "Ichiyoshi Japan Select Dividend Equity & J-REIT Fund."

"Ichiyoshi Global High Dividend Strategic Fund," launched in June 2024 as a distribution-type fund popular among customers and another no-load fund, following after "Ichiyoshi Global Equity Fund," is also contributing to an increase in assets of investment trust funds.

The outstanding balances of these funds as of March 31, 2025, amounted to 762.3 billion yen, down 4.3%.

With respect to Ichiyoshi Asset Management Co., Ltd. the assets under its management continued to increase and amounted to recorded 582.6 billion yen as of March 31, 2025, up 7.5%.

With respect to activities on stocks, the Company has proposed to customers asset-backed stocks with stress on stability and stable dividends under low-interest rate and inflationary circumstances. In addition, the Company has recommended to customers investment in small- and medium-cap growth stocks selected based on the Company's strength in research. The Company has thus continued to make various proposals and recommendations to promote stocks as means of medium-to long-term asset-formation.

Under such environment and activities, net operating revenue for fiscal 2024 amounted to 18,762 million yen, down 0.2% from fiscal 2023. Selling, general and administrative expenses amounted to 16,476million yen, up 3.0%. Hence, operating profit registered 2,285 million yen, down 18.5%.

Customers' assets in custody as of March 31, 2025, amounted to 2,205 billion yen, down 2.5%.

Set forth below are revenue sources, cost and expenses and financial condition.

#### **i. Commissions and fees received**

Total commissions for fiscal 2024 amounted to 18,346 million yen, down 0.1 % from the previous fiscal year.

##### **(a) Brokerage commissions**

Total brokerage commissions on stocks fell 19.0% to 4,320 million yen. Brokerage commissions on small- and medium-cap stocks (listed on Standard Section of the TSE, Growth Section of the TSE, Main Section of the Nagoya Stock Exchange (the NSE) and Next Section of the NSE) registered 468 million yen, down 29.1%, accounting for 10.9% of total brokerage commissions on stocks.

##### **(b) Fees for offering, secondary distribution and solicitation for selling and others for professional investors**

Fees on investment trust funds amounted to 1,603 million yen, down 37.4%. Thus, total fees for offering, secondary distribution and solicitation for selling and others for professional investors recorded 1,615 million yen, down 37.5%.

### **(c) Other fees received**

The trailer fees related to the outstanding balances of investment trusts under custody registered 4,538 million yen, up 5.0%. Fees on fund-wrap accounts amounted to 4,623 million yen, up 43.1%. Investment trust management fees at Ichiyoshi Asset Management Co., Ltd. recorded 2,594 million yen, up 16.3%. Thus, total other fees received amounted to 12,317 million yen, up 18.8%.

### **ii. Gains or loss on trading**

Trading in stocks, etc. recorded net gains of 25 million yen, down 65.9% from the year-earlier period. Trading in bonds and foreign exchange, etc. registered net gains of 19 million yen, up 32.2%. As a result, total net gains on trading amounted to 45 million yen, down 49.7%.

### **iii. Net financial revenue**

Interest and dividend income rose 6.9% to 170 million yen, Interest expenses grew 6.6% to 41 million yen. As a result, net financial revenue recorded 128 million yen, up 7.0%.

Resultantly, net operating revenue for fiscal 2024 stood at 18,762 million yen, down 0.2% from the year-earlier period.

### **iv. Selling, general and administrative expenses**

Selling, general and administrative expenses rose 3.0% to 16,476 million yen chiefly as personnel expenses increased.

### **v. Non-operating income and expenses**

The Company recorded non-operating income of 121 million yen, including investment gains of 65 million yen on investment partnerships and 20 million yen in the form of insurance proceeds, dividends etc. As a result, net non-operating income amounted to 121 million yen, up 68.2%.

Resultantly, current profit for fiscal 2024 amounted to 2,406 million yen, down 16.3%.

### **vi. Extraordinary income and loss**

Extraordinary income amounted to 10 million yen, mainly in the form of sales proceeds on investment securities, and extraordinary loss registered 32 million yen, mainly in the form of transfer of 13 million yen to reserve for financial instruments transaction liabilities and an impairment loss of 10 million yen. Thus, net extraordinary loss amounted to 21 million yen, a decline of 64 million yen from the previous fiscal year.

Resultantly, income before taxes and tax adjustments for fiscal 2024 registered 2,385 million yen, down 18.2%, and net income attributable to owners of parent (after deduction of corporate income taxes, resident's taxes and enterprise taxes in the aggregate amount of 832 million yen and after addition of corporate tax adjustments of 11 million yen) recorded 1,564 million yen, down 18.9%.

## **(2) Outline of Financial Condition for Fiscal 2024**

### **(a) Assets**

Assets amounted to 41,900 million yen as of March 31, 2025, a decrease of 4,747 million yen (down 10.2%) from March 31, 2024, mainly as cash and deposits fell by 2,971 million yen and cash paid for offering slid by 911 million yen.

(b) Liabilities

Liabilities stood at 14,438 million yen as of March 31, 2025, a fall of 3,200 million (down 18.1%) from March 31, 2024, mainly as deposits received declined by 1,259 million yen and margin transaction liabilities fell by 1,061 million yen.

(c) Net worth

Net worth amounted to 27,461 million yen as of March 31, 2025, a fall of 1,546 million yen (down 5.3%) from March 31, 2024. The decrease resulted mainly from recording of net income (attributable to owners of parent) of 1,564 million yen for the fiscal year while the Company paid dividends in the amount of 1,150 million yen and acquired treasury shares at the cost of 1,901 million yen.

As a result, equity ratio as of March 31, 2025 recorded 65.4% as compared with 62.1% as of March 31, 2024. Capital adequacy ratio, as defined by the regulator, registered 448.0% as compared with 518.0% as of March 31, 2024.

**(3) Cash Flow**

Cash flow from operating activities for the fiscal year ended March 31, 2025 recorded a positive figure of 346 million yen, a fall of 3,447 million yen from the previous fiscal year mainly as income before taxes and tax adjustments recorded 2,385 million yen, deposits received and guarantee deposits received slid by 1,769 million yen, corporate taxes were paid in the amount of 1,278 million yen and cash flow rose by 911 million yen as a result of cash paid for offering registering the same amount of decline.

Cash flow from investing activities registered a negative figure of 296 million yen, a rise of 227 million yen, mainly due to payment for the acquisition of tangible fixed assets and intangible fixed assets and due to revenue from the sale of investment securities.

Cash flow from financing activities recorded a negative figure of 3,040 million yen, a fall of 1,903 million yen, chiefly as a result of acquisition of treasury shares at the cost of 1,901 million yen and payment of dividends in the amount of 1,148 million yen.

Consequently, the amount of cash and cash equivalents as of March 31, 2025, stood at 14,504 million yen, a decrease of 2,991 million yen from the end of the previous fiscal year.

**(4) Basic Policy on Earnings Distribution and Dividends for the Fiscal Year ended March 31, 2025.**

One of the Company's core management policies is to make an appropriate earnings distribution to its shareholders. The Company places its stress on a continuous stream of dividend payment linked to business result. In deciding on an amount of dividend payment, payout ratio is a basic measure. Additionally, DOE (namely, ratio of dividends to shareholders' equity) is taken into account for a continuous stream of dividend payment.

Specifically, the Company has adopted the payout ratio of approximately 50% and the DOE of approximately 2%, the both measures being calculated semiannually on a consolidated basis and the larger result of the calculation between the two measures being chosen.

Under this dividend policy, an interim dividend per share paid out of the Company's retained earnings to shareholders of record as of September 30, 2024 was 17yen (calculated on the basis of the DOE measure), and a final dividend per share payable to shareholders of record as of March 31, 2025 is to be 17yen (calculated on the basis of the DOE measure), thus an annual total dividend per share being 34yen.



## II. State of Ichiyoshi Group

The Ichiyoshi group, consisting of Ichiyoshi Securities Co., Ltd. (the “Company”) and its four consolidated subsidiaries, is principally engaged in investment and financial services chiefly associated with financial instruments.

The Company is directly engaged in buying and selling of, and dealing in, securities (such buying and selling of, and dealing in, securities are called hereinafter as “securities transactions”), acting as agent or broker for securities transactions, distributing publicly-offered or privately-placed securities and carrying out other securities-related businesses. Thus, the Company provides wide-ranging services matching varying needs of its customers relating to securities and investments.

In conjunction with the above-mentioned activities by the Company, the four consolidated subsidiaries perform their respective functions:

Ichiyoshi Research Institute Inc. undertakes research and data/information collection relating to small- and mid-cap growth companies and provides investment advices and agency services;

Ichiyoshi Asset Management Co., Ltd. provides management of investment trust funds, discretionary-investment and asset-management advices and services for institutional investors and investment trusts;

Ichiyoshi Business Service Co., Ltd. undertakes peripheral services for the Ichiyoshi group, provides real estate renting/broking/management services and agencies, deals in office supplies and goods and acts as agent for financial-instruments trading; and

Ichiyoshi IFA Co., Ltd. acts as agent for transactions of financial instruments.

### List of Ichiyoshi Group Companies

Parent company: Ichiyoshi Securities Co., Ltd. — financial-instruments trading and agency business

Consolidated subsidiaries: Ichiyoshi Research Institute Inc. — information services, investment advices and agencies  
(100.0% owned)

Ichiyoshi Asset Management Co., Ltd. — investment trust management, investment advisories and agencies  
(100.0% owned)

Ichiyoshi Business Service Co., Ltd. — property renting/  
broking/management, sales of office supplies and financial-  
instruments trading intermediaries.  
(100.0% owned)

Ichiyoshi IFA Co., Ltd. — intermediaries for transactions financial instruments.  
(100% owned)

## III. Management Policy

### **(1) Basic Policy**

The Company’s management philosophy focuses on “Remaining a Firm of Customers’ Trust and Choice.” Under this philosophy, the Company aims to become a “Name-brand Boutique House in the Finance and Securities Industry” with the motto of “Becoming a Securities Company Like No Other in Japan.” In its efforts for management policy realization, the Company intends to heighten the

fairness and transparency of management along its credo (corporate philosophy) and to promote flexible and relevant decision-making, thereby maximizing earnings and corporate value while bolstering its corporate governance as one of overriding tasks for management. Taking advantage of the company-with-committees system and its executive officer system, the Company aims to raise the promptitude and effectiveness of business executions and toughen its surveillance over business executions.

The Company's credo

Ichiyoshi's raison d'être

The Company contributes to the development of local communities and the securities markets by serving each and every customer's interests.

- Management philosophy: To remain a company of customers' trust and choice
- Management objective: Name-brand boutique house in finance and securities industry
- Action guidelines: Gratitude, Integrity, Courage, Responsiveness, Continuity.

## **(2) Triangular Pyramid Management**

Under this triangular pyramid management, 4 divisions ("Customer services," "Products and Management," "Research" and "Backup") form their respective facets of the pyramid and support one another, thereby maximizing functions of each division/ subsidiary. Co-working between and among divisions and subsidiaries will further enhance synergistic process. The synergistic process will help provide better services, products and more useful information, thereby contributing to customers' asset and business management.

## **(3) "Decisive Action for Reform"**

The Company aims to build a "Name-brand Boutique House in Finance and Securities Industry" as its management object to realize its management philosophy based on "Ichiyoshi Credo."

Regarding "Customers' Assets under Custody" as a barometer of "Customers' Trust" and "Ichiyoshi's Basic Corporate Strength" and also as the management's overriding indicator, the Company intends to continue its efforts to expand customers' assets in custody and realize its sustainable growth.

While the Company has long continued to provide services to customers with first priority placed on trust relationship with customers, the Company has decided to carry out "Decisive Action for Reform," the first reformative action in 20 years, in order to cope with fast-changing circumstances and to further advance its customer-focused operations.

"Decisive Action for Reform" aims to further promote the transfer to customer-focused "Stock-type Business Model" (asset-accumulation-type business model) by expanding "customers' assets in custody," an overriding management index.

20 years ago, we formulated "Ichiyoshi Standards" which consists of 7 principles, including "We do not deal in structured bonds" and "We do not solicit for foreign stocks." Following these standards, Ichiyoshi does not sell products simply because they are popular. In addition, now, the Company is at work on presenting each customers with an order-made proposal based on its new standard of "Belief in making order-made product matching each customer's needs."

[Ichiyoshi Basic Strategies for Decisive Action on Reform]

1. Execution of “Ichiyoshi Credo”

Ichiyoshi “Credo” and “will”—Basic for everlasting growth

Management philosophy, management objective and action guidelines for the Company’s raison d’etre

2. Expansion of Customers’ Assets

Customers’ assets in custody as most important indicator of management

Customers’ assets in custody as barometer of customers’ trust in Ichiyoshi and barometer of Ichiyoshi’s underlying strength

<strategy vis-à-vis customers> <Channeling strategy> <Store strategy> <Advice strategy>

3. Continuous Improvement on Revenue-Cost Structure

Fostering of revenue-cost structure insusceptible to market fluctuations

<Stable income Improvement on cost coverage ratio by Dream Collection and investment trust funds>

Cost coverage ratio a measure of improvement on stock-type business model,

<Foward investment><Improvement on productivity>

4. Comprehensive Power of Ichiyoshi Group

“Triangular Pyramid Management”

<Focusing on high-net-worth business customers>

<Specialization in small-and medium-cap growth stocks>

5. Practical observance of compliance

Compliance is a source and power of competitiveness.

Up-graded compliance focused on customers

<Absoluteness of Compliance, > <Stress on compliance from client perspective>

6. Cultivation of human resources

Growth lies in personnel.

Cultivation of human resources is the most powerful forward investment.

<Up-grading of advisers> <Nurturing of young-age advisers and potential managerial staff>

<Positive use and promotion of female personnel>

<Up-grading of professionalism of head office staff>

7. Setting up of “worker-friendly and worthwhile office” “Company worthy of pride”

Promotion of staff motivation

Company worthy of staying for willful workers

<Furtherance of communication vertically and horizontally>

<Review of personnel system and evaluation>

<Improvement on working environment> <Review of working practices>

#### (4) Medium-Term Management Plan “3 · D”

In order to further accelerate the transformation to customer-focused “Stock-Type Business Model” from “Flow-Type Business Model” chiefly based on brokerage commissions, the Company formulated a new Medium-Term Management Plan “3 · D” starting from April 2023 with its target date set for the end of March 31, 2026.

Under the Plan “3 · D,” the Company will aim to expand customers’ assets in custody to 3 trillion yen and double customers’ investments in fund-wraps and investment trust funds. 3 of “3 · D” represents 3 trillion yen of customers’ assets and D stands for the doubling of assets accumulated under “Stock-Type Business Model.” The target of cost-coverage ratio, a barometer indicating the Company’s advance toward “Stock-Type Business Model,” is also included in the Plan.

The following are the numerical targets in “3 · D” and the status of the targets as at March 31, 2025:

Item	Numerical targets in “3 · D”	Status as at March 31, 2025
Customers’ assets in custody	3 trillion yen	2.205 trillion yen
Cost-coverage ratio*	70%	71.4%
ROE	10%	5.5%

\*= Ratio at which the sum of investment trust management and trailer fees and wrap-account fees covers selling, general and administrative expenses.

#### (5) Challenges to Be Tackled

As the flow of capital from “Savings to investments” has got into full swing for the past several years amid inflationary economy and the starting of NISA and in tandem with 100 year life planning, the Japanese finance and securities industry is strongly required to conduct customer-focused business operations.

For the 20 years or so, the Company has maintained the “Ichiyoshi Standards” containing 7 principles, which prohibit the Company from dealing in products incomprehensible or not advantageous to customers such as structured bonds containing risk-return packages and advise the Company’ employees not to sell products simply because they are popular among people. In the same spirit, the Company has sought to transform itself from “Flow-Type Business Model” chiefly based on brokerage commissions to “Stock-Type Business Model” chiefly based on retainer fees on investment trust funds and wrap-account fees. Since 2019, the Company has been proceeding with its “Decisive Acton for Reform” in its first reformative action in 20 years to cope with changes in circumstances and to more focus on customer-based business. “Decisive Action for Reform” is intended to further expand customers’ assets in custody as a barometer of management and further solidify its transformation to “Stock-Type Business Model. In addition to “Not selling products simply because they are popular,” the Company has put up another guideline of “Producing of products suited for each customer’s needs.”

In the course of carrying out “Decisive Action for Reform,” the Company has streamlined its management and staff, including the replacement of president and rejuvenation of management staff. In addition, the Company discontinued its underwriting division which had been underperforming and losing its relative weight in the Company. The Company has also abolished its regional advisers system and changed its sales promotion system from traditional headquarters-based system to branch-led system, thereby each branch providing locally-based goods and services

to each customer. Efforts to make various reforms to provide each customer-focused services are continuing.

Further from the point of view to serve customers better, the Company is in process of reorganizing its branch network system, such as changing branches to a smaller scale of planet plazas closer to customers.

The Company has also adopted the following as its important task: improvement on working conditions and surroundings, personnel system and personnel training. As such, the Company has included such task in its “Decisive Action for Reform” and has been taking several concrete steps.

The Company has been proceeding with its “Decisive Action for Reform” to become a “Name-brand boutique house in finance and securities industry”. Taking advantage of the Ichiyoshi group’s strength (advising capability of Ichiyoshi Securities Co. Ltd., research capability of Ichiyoshi Research Institute Inc. and fund management capability of Ichiyoshi Asset Management Co., Ltd.) and compliance capability(leading to customer satisfaction),the Company is determined to realize growth on the expansion of customers’ assets in custody.

#### IV. Basic Policy on Choice of Accounting Standards

The Company and its group companies prepare financial statements in compliance with generally-accepted accounting standards in Japan. The Company has no plan to consider applying IFRS (International Financial Reporting Standards).

## V. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

(in millions of yen)

	As of March 31 2024	As of March 31 2025
<b>Assets</b>		
Current assets		
Cash and deposits	18,305	15,333
Segregated deposits	7,840	6,965
Trading products	-	0
Derivatives	-	0
Trade date accrual	-	6
Margin transaction assets	8,171	8,332
Margin loans	8,009	8,297
Cash collateral provided for securities borrowed in margin transactions	161	35
Loans secured by securities	-	70
Cash collateral provided for securities borrowed	-	70
Advances paid	23	135
Deposits paid for underwritten offering, etc.	3,566	2,654
Short-term loans receivable	31	35
Accrued revenue	2,549	2,240
Other current assets	102	155
Allowance for doubtful accounts	△2	△3
<b>Total current assets</b>	<b>40,587</b>	<b>35,927</b>
Non-current assets		
Property, plant and equipment	3,095	2,912
Buildings, net	1,107	973
Equipment	635	592
Land	1,329	1,329
Leased assets, net	23	16
Intangible assets	544	750
Software	508	749
Other	36	1
Investments and other assets	2,419	2,310
Investment securities	794	731
Long-term loans receivable	20	19
Long-term guarantee deposits	934	929
Retirement benefit asset	604	501
Deferred tax assets	70	131
Other	75	75
Allowance for doubtful accounts	△79	△79
<b>Total non-current assets</b>	<b>6,059</b>	<b>5,972</b>
<b>Total assets</b>	<b>46,647</b>	<b>41,900</b>
<b>Liabilities</b>		
Current liabilities		
Trade date accrual	0	-
Margin transaction liabilities	3,079	2,018
Margin borrowings	2,722	1,967
Cash received for securities sold in margin transactions	357	50
Borrowings secured by securities	22	26
Cash collateral received for securities lent	22	26
Deposits received	10,173	8,913
Guarantee deposits received	1,100	590
Short-term borrowings	230	230
Lease liabilities	7	7
Income taxes payable	917	478
Provision for bonuses	565	759
Other current liabilities	1,208	1,092
<b>Total current liabilities</b>	<b>17,304</b>	<b>14,116</b>
Non-current liabilities		
Long-term borrowings	86	66
Lease liabilities	16	9
Deferred tax liabilities for land revaluation	7	8
Other noncurrent liabilities	33	34
<b>Total non-current liabilities</b>	<b>144</b>	<b>118</b>
Reserves under special laws		
Reserve for financial instruments transaction liabilities	189	203
<b>Total reserves under special laws</b>	<b>189</b>	<b>203</b>
<b>Total liabilities</b>	<b>17,639</b>	<b>14,438</b>
<b>Net assets</b>		
Shareholders' equity		
Share capital	14,577	14,577
Capital surplus	3,941	3,930
Retained earnings	13,941	14,354
Treasury shares	△2,634	△4,484
<b>Total shareholders' equity</b>	<b>29,826</b>	<b>28,377</b>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	59	70
Revaluation reserve for land	△1,125	△1,125
Remeasurements of defined benefit plans	226	95
<b>Total accumulated other comprehensive income</b>	<b>△838</b>	<b>△958</b>
Share acquisition rights	20	43
<b>Total net assets</b>	<b>29,008</b>	<b>27,461</b>
<b>Total liabilities and net assets</b>	<b>46,647</b>	<b>41,900</b>

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

## Consolidated Income Statements

(in millions of yen)

	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Operating revenue		
Commission received	18,372	18,346
Brokerage commission	5,423	4,413
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	0	-
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	2,584	1,615
Other commission received	10,365	12,317
Net trading income	91	45
Financial revenue	159	170
Other operating revenue	214	241
<b>Total operating revenue</b>	<b>18,837</b>	<b>18,804</b>
Financial expenses	39	41
<b>Net operating revenue</b>	<b>18,798</b>	<b>18,762</b>
Selling, general and administrative expenses		
Trading related expenses	1,375	1,460
Personnel expenses	8,486	8,907
Real estate expenses	2,384	2,339
Office expenses	2,195	2,270
Depreciation	518	466
Taxes and dues	296	279
Other	738	751
<b>Total selling, general and administrative expenses</b>	<b>15,995</b>	<b>16,476</b>
<b>Operating profit</b>	<b>2,803</b>	<b>2,285</b>
Non-operating income		
Dividends from investment securities	17	16
Gain on investments in investment partnerships	19	65
Insurance claim and dividend income	23	20
Other	23	19
<b>Total non-operating income</b>	<b>84</b>	<b>121</b>
Non-operating expenses		
Loss on investments in investment partnerships	11	0
Other	0	0
<b>Total non-operating expenses</b>	<b>12</b>	<b>0</b>
<b>Ordinary profit</b>	<b>2,875</b>	<b>2,406</b>
Extraordinary income		
Gain on sale of investment securities	40	10
Gain on sale of non-current assets	18	-
Gain on reversal of share acquisition rights	3	0
Compensation income	31	-
<b>Total extraordinary income</b>	<b>94</b>	<b>10</b>
Extraordinary losses		
Loss on sale of investment securities	-	4
Loss on retirement of non-current assets	0	0
Settlement payments	11	4
Impairment losses	19	10
Provision of reserve for financial instruments transaction liabilities	19	13
<b>Total extraordinary losses</b>	<b>51</b>	<b>32</b>
<b>Profit before income taxes</b>	<b>2,917</b>	<b>2,385</b>
Income taxes - current	1,094	832
Income taxes - deferred	△106	△11
<b>Total income taxes</b>	<b>987</b>	<b>820</b>
<b>Profit</b>	<b>1,929</b>	<b>1,564</b>
<b>Profit attributable to owners of parent</b>	<b>1,929</b>	<b>1,564</b>

## Consolidated Comprehensive Income Statements

(in millions of yen)

	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Profit	1,929	1,564
Other comprehensive income		
Valuation difference on available-for-sale securities	14	11
Revaluation reserve for land	-	△0
Remeasurements of defined benefit plans, net of tax	339	△130
Total other comprehensive income	354	△119
Comprehensive income	2,284	1,444
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	2,284	1,444



### (3) Consolidated Statement of changes in equity

for the fiscal year ended March 31, 2024

(in millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	14,577	5,562	13,160	△4,293	29,006
Changes during period					
Dividends of surplus			△1,148		△1,148
Profit attributable to owners of parent			1,929		1,929
Purchase of treasury shares				△0	△0
Disposal of treasury shares		△11		49	38
Cancellation of treasury shares		△1,609		1,609	-
Net changes in items other than shareholders' equity					
Total changes during period	-	△1,621	780	1,659	819
Balance at end of period	14,577	3,941	13,941	△2,634	29,826

	Total accumulated other comprehensive income			
	Valuation difference on available-for-sale securities	Revaluation reserve for land	Remeasurements of defined benefit plans	Total accumulated other comprehensive income
Balance at beginning of period	45	△1,125	△113	△1,193
Changes during period				
Dividends of surplus				
Profit attributable to owners of parent				
Purchase of treasury shares				
Disposal of treasury shares				
Cancellation of treasury shares				
Net changes in items other than shareholders' equity	14	-	339	354
Total changes during period	14	-	339	354
Balance at end of period	59	△1,125	226	△838

	Share acquisition rights	Total net assets
Balance at beginning of period	12	27,826
Changes during period		
Dividends of surplus		△1,148
Profit attributable to owners of parent		1,929
Purchase of treasury shares		△0
Disposal of treasury shares		38
Cancellation of treasury shares		-
Net changes in items other than shareholders' equity	7	362
Total changes during period	7	1,181
Balance at end of period	20	29,008

for the fiscal year ended March 31, 2025

(in millions of yen)

	Shareholders' equity				
	Share capital	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at beginning of period	14,577	3,941	13,941	△2,634	29,826
Changes during period					
Dividends of surplus			△1,150		△1,150
Profit attributable to owners of parent			1,564		1,564
Purchase of treasury shares				△1,901	△1,901
Disposal of treasury shares		△11		51	39
Cancellation of treasury shares					-
Net changes in items other than shareholders' equity					
Total changes during period	-	△11	413	△1,850	△1,448
Balance at end of period	14,577	3,930	14,354	△4,484	28,377

	Total accumulated other comprehensive income			
	Valuation difference on available-for-sale securities	Revaluation reserve for land	Remeasurements of defined benefit plans	Total accumulated other comprehensive income
Balance at beginning of period	59	△1,125	226	△838
Changes during period				
Dividends of surplus				
Profit attributable to owners of parent				
Purchase of treasury shares				
Disposal of treasury shares				
Cancellation of treasury shares				
Net changes in items other than shareholders' equity	11	△0	△130	△119
Total changes during period	11	△0	△130	△119
Balance at end of period	70	△1,125	95	△958

	Share acquisition rights	Total net assets
Balance at beginning of period	20	29,008
Changes during period		
Dividends of surplus		△1,150
Profit attributable to owners of parent		1,564
Purchase of treasury shares		△1,901
Disposal of treasury shares		39
Cancellation of treasury shares		-
Net changes in items other than shareholders' equity	22	△97
Total changes during period	22	△1,546
Balance at end of period	43	27,461

#### (4) Consolidated Cash Flow Statements

(in millions of yen)

	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Cash flows from operating activities		
Profit before income taxes	2,917	2,385
Depreciation	518	466
Increase (decrease) in provision for bonuses	232	193
Decrease (increase) in retirement benefit asset	△479	102
Increase (decrease) in allowance for doubtful accounts	△0	0
Interest and dividend income	△43	△46
Interest expenses	6	9
Impairment losses	19	10
Loss (gain) on sale of investment securities	△40	△5
Loss (gain) on sale of non-current assets	△18	-
Loss on retirement of non-current assets	0	0
Settlement payments	11	4
Gain on reversal of share acquisition rights	△3	△0
Compensation income	△31	-
Increase (decrease) in reserve for financial instruments transaction liabilities	19	13
Decrease (increase) in cash segregated as deposits for customers	△1,390	870
Increase (decrease) in deposits and guarantee deposits received	2,587	△1,769
Decrease (increase) in short-term loans receivable	△30	△4
Decrease (increase) in trading products - assets (liabilities)	13	△0
Decrease/increase in margin transaction assets/liabilities	1,045	△1,222
Decrease (increase) in deposits paid for underwritten offering, etc.	△1,503	911
Other, net	373	△331
Subtotal	4,204	1,587
Interest and dividends received	43	46
Interest paid	△6	△9
Income taxes paid	△448	△1,278
Net cash provided by (used in) operating activities	3,793	346
Cash flows from investing activities		
Purchase of property, plant and equipment	△395	△49
Proceeds from sale of property, plant and equipment	45	-
Purchase of intangible assets	△306	△392
Purchase of investment securities	△150	△16
Proceeds from sale of investment securities	188	158
Proceeds from redemption of investment securities	107	6
Long-term loan advances	△4	△6
Proceeds from collection of long-term loans receivable	8	7
Other, net	△18	△4
Net cash provided by (used in) investing activities	△524	△296
Cash flows from financing activities		
Repayments of long-term borrowings	△20	△20
Repayments of lease liabilities	△7	△7
Proceeds from exercise of employee share options	35	36
Purchase of treasury shares	△0	△1,901
Dividends paid	△1,145	△1,148
Net cash provided by (used in) financing activities	△1,137	△3,040
Effect of exchange rate change on cash and cash equivalents	0	△0
Net increase (decrease) in cash and cash equivalents	2,131	△2,991
Cash and cash equivalents at beginning of period	15,363	17,495
Cash and cash equivalents at end of period	17,495	14,504

## (5) Notes to Consolidated Financial Statements

(There is no note to premises for continuing business.)

### (Segment Information)

#### 1. Segment information

For the fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025)

Since the Company and its group companies are engaged in one single segment of business defined as “investment and financial services”, the description of segment information is omitted.

#### 2. Related information

For the fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025)

##### (1) Information by product and service:

Since investment and financial services defined as one single segment accounted for more than 90% of operating revenue on the consolidated income statement, the description of information by product and service is omitted.

##### (2) Information by area:

###### (a) Operating revenue:

Since operating revenue derived from domestic customers accounted for more than 90% of operating revenue on the consolidated income statement, the description of operating revenue by area is omitted.

###### (b) Tangible fixed assets:

Since there is no tangible fixed asset outside Japan, the description of tangible fixed assets by area is omitted.

##### (3) Information by main customers:

Since there is no customer who accounts for more than 10% of operating revenue, the description of main customers is omitted.

#### 3. Information on impairment loss on tangible fixed asset by described segment:

For the fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025):

Since the Company and its group companies are engaged in one single segment of business defined as “investment and financial services,” the description of impairment loss on tangible asset by segment is omitted.

#### 4. Information on amortized amount or unamortized balance of goodwill by described segment:

For the fiscal year ended March 31, 2025 (From April 1, 2024 to March 31, 2025):

Since the Company and its group companies are engaged in one single segment of business defined as “investment and financial services,” the description of amortized amount or unamortized balance of goodwill by segment is omitted.

#### 5. Information on gains from negative goodwill by described segment:

For the fiscal year ended March 31, 2025 (From April 1, 2024, to March 31, 2025):

Since the Company and its group companies are engaged in one single segment of business defined as “investment and financial services,” the description of gains from negative goodwill by segment is omitted.

**[Per-share Data on a consolidated basis]**

	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Per-share net assets	856.59yen	861.85yen
Per-share net income	57.11yen	47.11yen
Per-share net income on a diluted basis (adjusted for shares potentially)	56.95yen	46.89yen

Notes: (1) Bases for computation of per-share net income on non-diluted and diluted basis are as follows:

	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Per-share net income:		
Net income attributable to owners of parent	1,929 million yen	1,564 million yen
Amount not attributable to common shareholders	—	—
Net income related to common shares attributable to owners of parent	1,929 million yen	1,564 million yen
Average no. of outstanding common shares during the fiscal year	33,788 thousand	33,199 thousand
Per-share net income on a diluted basis (adjusted for potentially issuable shares):		
Adjusted amount of net income attributable to owners of parent	—	—
No. of common shares increased during the fiscal year	92 thousand	155 thousand
(of which issued upon exercise of stock options)	(92 thousand)	(155 thousand)
Contents of potentially-issuable shares having no diluting effect and thus not included in computation of per-share income on a diluted basis		Share warrants relating to stock option: Resolved on Oct. 30, 2024: The number of warrants: 4,721 convertible into — 472,100 shares.

Note (2): Basis for computation of per-share net assets is as follows:

	Fiscal year ended March 31, 2024	Fiscal year ended March 31, 2025
Net assets	29,008 million yen	27,461 million yen
Deductions from net assets	20 million yen	43 million yen
(of which due to stock options)	(20 million yen)	(43 million yen)
Net assets related to common shares as of the end of fiscal year	28,987 million yen	27,418 million yen
No. of common shares as of the end of fiscal year used for computation of per-share net assets	33,840 thousand	31,813 thousand

(Subsequent Material Events after March 31, 2025): None

## VI. Supplementary Information for the Fiscal Year ended March 31, 2025

### 1. Commissions and fees received

#### (1) Commissions and fees by sources (in millions of yen)

	Fiscal year ended		year-on-year change	
	March 31, 2024	March 31, 2025		
Brokerage commissions	5,423	4,413	△	18.6 %
(Stocks)	( 5,336 )	( 4,320 )	( △	19.0 % )
(Beneficiary certificates)	( 86 )	( 93 )	(	8.7 % )
Commissions for underwriting, secondary distribution and solicitation for selling and others for professional investors	0	—		—
(Stocks)	( 0 )	( — )	(	— )
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	2,584	1,615	△	37.5 %
(Beneficiary certificates)	( 2,563 )	( 1,603 )	( △	37.4 % )
Other fees received	10,365	12,317		18.8 %
(Beneficiary certificates*1、 2)	( 9,786 )	( 11,756 )	(	20.1 % )
Total	18,372	18,346	△	0.1 %

	Fiscal year ended		year-on-year change	
	March 31, 2024	March 31, 2025		
Fees on beneficiary certificates as % total commissions and fees	53.3 %	64.1 %		10.8 %

#### \*1 Breakdown of Beneficiary certificates

(in millions of yen)

	Fiscal year ended		year-on-year change	
	March 31, 2024	March 31, 2025		
Trailer fees relating to balances of funds	4,323	4,538		5.0 %
Fund management fees	2,231	2,594		16.3 %
Fees from wrap-accounts	3,230	4,623		43.1 %
Total	9,786	11,756		20.1 %

\*2 The ratio at which selling, general and administrative expenses are covered by fees on wrap-accounts and trailer and management fees on investment trust funds = Cost-coverage ratio (in millions of yen)

	Fiscal year ended		year-on-year change
	March 31, 2024	March 31, 2025	
Other fees (beneficiary certificates)	9,786	11,756	1,970
Selling, general and administrative expenses	15,995	16,476	481
Cost-coverage ratio	61.2 %	71.4 %	10.2 %

(2) Amount of distribution(Beneficiary certificates) (in 100 millions of yen)

	Fiscal year ended		year-on-year change
	March 31, 2024	March 31, 2025	
Beneficiary certificates	5,728	5,533	△ 3.4 %
(Front-end load fund)	( 1,013 )	( 692 )	( △ 31.6 % )
(No-load fund)	( 4,715 )	( 4,841 )	( 2.7 % )

(3) Commissions by products (in millions of yen)

	Fiscal year ended		year-on-year change
	March 31, 2024	March 31, 2025	
Stocks	5,361	4,341	△ 19.0 %
Bonds	24	19	△ 17.7 %
Beneficiary certificates	12,436	13,454	8.2 %
Others	550	530	△ 3.7 %
Total	18,372	18,346	△ 0.1 %

2. Net trading income (in millions of yen)

	Fiscal year ended		year-on-year change
	March 31, 2024	March 31, 2025	
Stocks, etc.	75	25	△ 65.9 %
Bonds, foreign exchange, etc.	15	19	32.2 %
(Bonds, etc.)	( 1 )	( 1 )	( △ 8.8 % )
(Foreign exchange, etc.)	( 13 )	( 18 )	( 37.9 % )
Total	91	45	△ 49.7 %

### 3. Stock trading volume (excluding futures trading)

(in millions of shares, millions of yen except brokerage commission per share)

	Fiscal year ended				year-on-year change	
	March 31, 2024		March 31, 2025		Number of shares	Amount
	Number of shares	Amount	Number of shares	Amount		
Total	1,229	2,380,938	1,251	2,545,629	1.8%	6.9%
(Dealing)	(5)	(7,339)	(3)	(3,457)	(Δ40.7%)	(Δ52.9%)
(Brokerage)	(1,224)	(2,373,599)	(1,248)	(2,542,172)	(2.0%)	(7.1%)
Brokerage ratio	99.6%	99.7%	99.8%	99.9%		
Share of transaction on TSE*	0.11%	0.10%	0.09%	0.09%		
Brokerage commission per share	4.36 yen		3.46 yen			

\*Tokyo Stock Exchange, Inc.

### 4. Capital adequacy ratio

(in millions of yen)

	Fiscal year ended					
	March 31, 2024			March 31, 2025		
Basic items	(A)		27,343			25,412
Supplementary items	(B)	Δ	868	Δ		820
Valuation difference on available-for-sale securities		Δ	1,060	Δ		1,026
Reserve for financial instruments transaction liability			189			203
General allowance for doubtful accounts			1			2
Deductible assets	(C)		5,982			6,097
Equity capital (non-fixed)	(A)+(B)-(C)	(D)	20,492			18,494
Amount of risk equivalent	(E)		3,955			4,127
Amount of market risk equivalent			10			13
Amount of counterparty risk equivalent			438			409
Amount of fundamental risk equivalent			3,506			3,704
Capital adequacy ratio	(D)/(E)×100(%)		518.0 %			448.0 %

Note : The data in the table above are calculated based on figures adjusted after the settlement of accounts.



5. Quarterly Consolidated Income Statements for Recent Eight Quarters

(in millions of yen)

	1st Q (4-6/23)	2nd Q (7-9/23)	3rd Q (10-12/23)	4th Q (1-3/24)	1st Q (4-6/24)	2nd Q (7-9/24)	3rd Q (10-12/24)	4th Q (1-3/25)
<b>Operating revenue</b>	4,580	4,587	4,336	5,332	4,998	4,726	4,732	4,347
Commission received	4,471	4,455	4,239	5,206	4,882	4,606	4,624	4,232
Net trading income	20	33	2	34	20	5	12	7
Financial revenue	44	40	38	36	40	45	42	42
Other operating revenue	44	58	56	55	56	69	52	64
Financial expenses	11	8	5	13	8	10	9	13
Net operating revenue	4,569	4,578	4,330	5,319	4,990	4,715	4,722	4,334
<b>Selling, general and administrative expenses</b>	3,946	3,976	3,972	4,099	4,108	4,073	4,209	4,085
Trading related expenses	317	328	371	356	335	340	402	382
Personnel expenses	2,139	2,096	2,090	2,159	2,242	2,204	2,290	2,170
Real estate expenses	574	642	588	578	578	580	577	602
Office expenses	531	523	541	598	558	567	569	575
Depreciation	125	128	131	133	126	122	114	103
Taxes and dues	74	71	65	84	71	76	68	62
Provision of allowance for doubtful accounts	0	0	0	0	0	△0	△0	0
Other	183	185	182	187	194	182	185	187
Operating profit	622	601	358	1,220	882	641	512	248
Non-operating income	19	2	35	27	18	40	24	38
Non-operating expenses	0	11	0	1	0	0	0	0
Ordinary profit	642	592	393	1,246	900	681	537	286
Extraordinary income	47	1	31	13	0	1	9	0
Extraordinary losses	0	0	11	39	—	0	4	27
Profit before income taxes	689	593	413	1,221	900	683	541	259
Income taxes - current	190	304	54	545	195	379	48	208
Income taxes - deferred	20	△87	100	△139	114	△147	139	△118
Profit	478	376	259	815	590	451	354	168
Profit attributable to owners of parent	478	376	259	815	590	451	354	168

(END)