

Nine Months Ended December 31, 2023 (FY2024/3 3Q) Non-consolidated Financial Results Briefing Materials

January 30, 2024
Mito Securities Co., Ltd.

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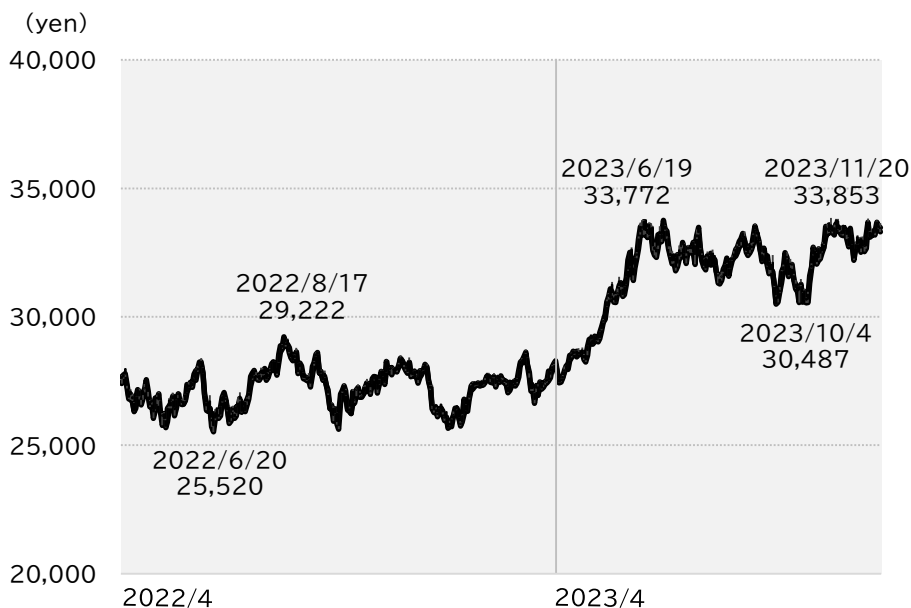
I . Financial Status

**Nine Months Ended December 31, 2023
(FY2024/3 3Q)**

- The Japanese stock market was on an upward trend until mid-June, but subsequently remained range-bound.
- The U.S. stock market fell back in 2Q after a recovery in 1Q, but it rose further toward the end of the year, reaching record highs.

(Source) Prepared by the Company from QUICK data
Apr.1, 2022 - Dec.31, 2023

■ Nikkei Stock Average



■ New York – Dow Jones



■ Closing prices at the end of December 2023

Nikkei Stock Average
33,464.17 yen

Dow Jones Industrial Average
37,689.54 USD

U.S. dollar / yen exchange rate
141.02 yen

Prime market Market capitalization
833,007.5 billions of yen

Prime Market (December) Average daily trading value
4,002.0 billions of yen

Financial Summary

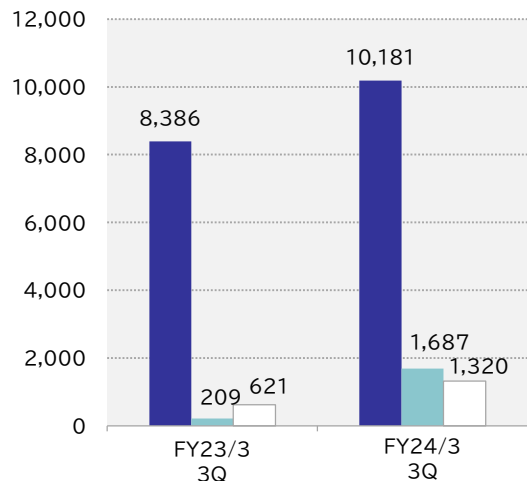
■ Operating revenue: 10,181 million yen (121.4% YoY)
 ■ Operating profit: 1,313 million yen
■ Ordinary profit: 1,687 million yen (806.5% YoY)
 ■ Profit: 1,320 million yen (212.4% YoY)

(Millions of yen)

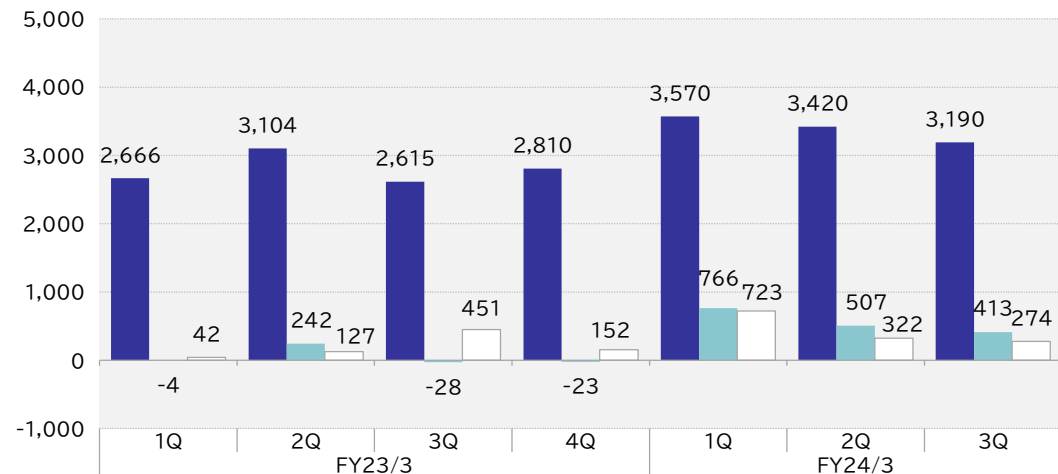
	Nine months			Quarter								Quarter-on-quarter change	Year-on-year change
	Ended Dec.31, 2022 (FY23/3)	Ended Dec.31, 2023 (FY24/3)	Year-on-year change	FY23/3				FY24/3					
				1Q	2Q	3Q	4Q	1Q	2Q	3Q			
Operating revenue	8,386	10,181	121.4%	2,666	3,104	2,615	2,810	3,570	3,420	3,190	93.3%	122.0%	
Net operating revenue	8,343	10,141	121.5%	2,653	3,089	2,600	2,796	3,555	3,406	3,178	93.3%	122.2%	
Operating profit (loss)	(221)	1,313	—	(221)	186	(187)	(46)	592	449	270	60.2%	—	
Ordinary profit(loss)	209	1,687	806.5%	(4)	242	(28)	(23)	766	507	413	81.5%	—	
Profit	621	1,320	212.4%	42	127	451	152	723	322	274	85.3%	60.8%	

■ Operating revenue
 ■ Ordinary profit(loss)
 ■ Quarterly net profit

(Millions of yen)



(Millions of yen)

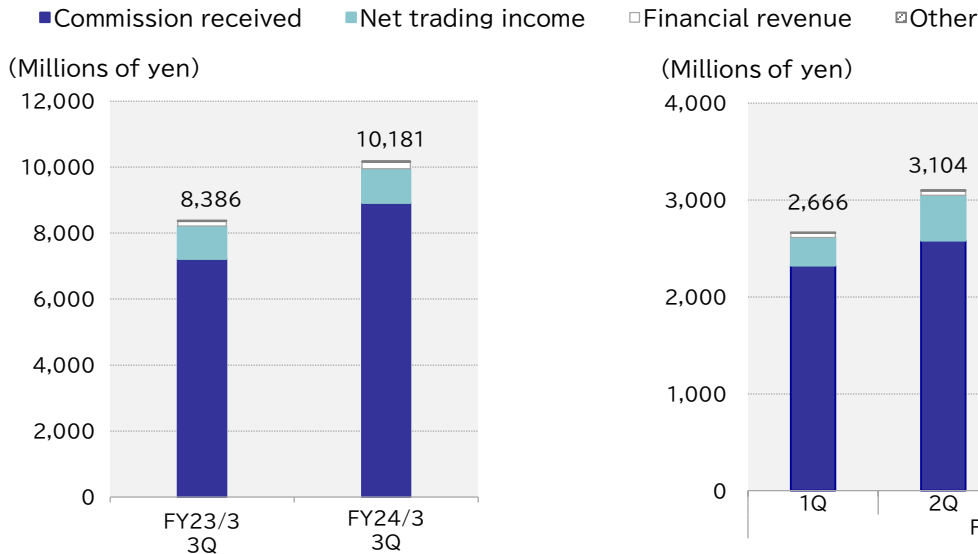


Breakdown of Operating Revenue

- Commission received: 8,914 million yen (123.5% YoY)
- Net trading income: 1,039 million yen (103.6% YoY)
- Finance revenue: 207 million yen (141.6% YoY)

(Millions of yen)

	Nine months			Quarter								
	Ended Dec.31, 2022 (FY23/3)	Ended Dec.31, 2023 (FY24/3)	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Commission received	7,216	8,914	123.5%	2,322	2,581	2,311	2,371	2,952	3,051	2,910	95.4%	125.9%
Net trading income	1,003	1,039	103.6%	292	466	244	376	539	294	204	69.6%	83.9%
Financial revenue	146	207	141.6%	44	49	52	56	70	68	68	100.2%	129.5%
Other	19	19	95.8%	6	6	6	6	6	6	6	100.6%	92.7%
Operating revenue	8,386	10,181	121.4%	2,666	3,104	2,615	2,810	3,570	3,420	3,190	93.3%	122.0%



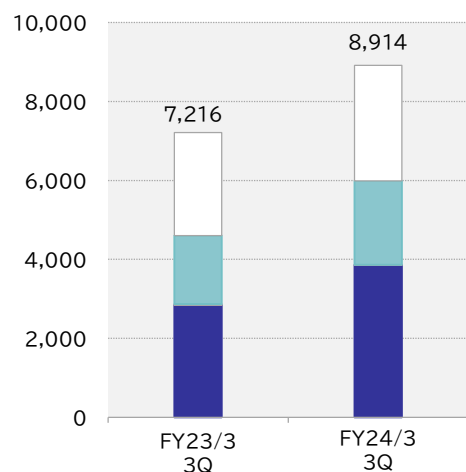
Commission Received (Commission by line item) MITO SECURITIES CO., LTD.

- Brokerage commission : 3,857 million yen (135.5% YoY) mainly due to an increase in the volume of stock brokered
- Fees for offering, secondary distribution and solicitation of selling and others for professional investors : 2,120 million yen (122.0% YoY) due to an increase in investment trust sales commissions
- Other fees received : 2,925 million yen (112.2% YoY) mainly due to increases in agency commission for investment trusts and commission for mutual fund wraps.

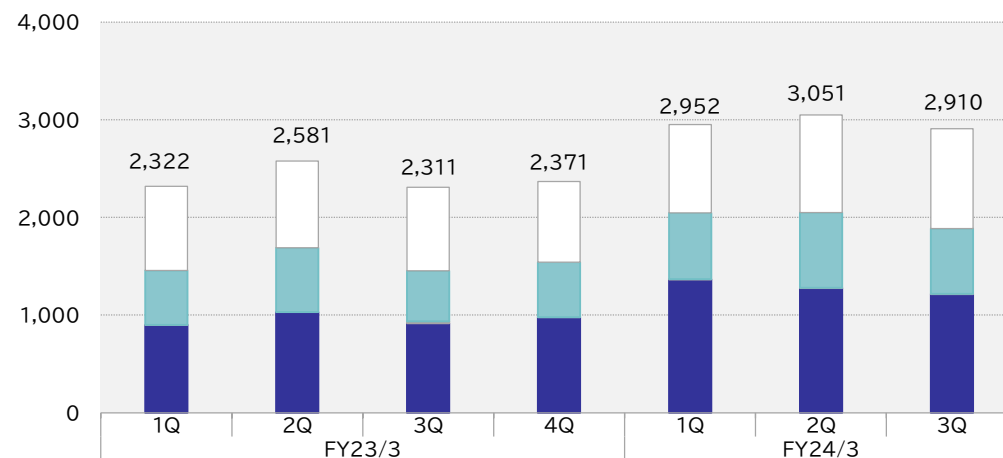
(Millions of yen)

	Nine months			Quarter								
	Ended Dec.31, 2022 (FY23/3)	Ended Dec.31, 2023 (FY24/3)	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q	3Q		
■ Brokerage commission	2,847	3,857	135.5%	899	1,030	917	979	1,365	1,277	1,215	95.1%	132.5%
■ Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	22	11	50.8%	2	0	18	1	5	3	2	52.2%	11.0%
■ Fee for offering, secondary distribution and solicitation for selling and others for professional investors	1,738	2,120	122.0%	555	661	520	561	678	771	669	86.7%	128.5%
□ Other commission received	2,607	2,925	112.2%	864	887	855	828	903	998	1,024	102.6%	119.8%
Commission received	7,216	8,914	123.5%	2,322	2,581	2,311	2,371	2,952	3,051	2,910	95.4%	125.9%

(Millions of yen)



(Millions of yen)



Commission Received (Commission by product) MITO SECURITIES CO., LTD.

■ Stock: 3,852 million yen (136.3% YoY)

■ Beneficiary certificates: 5,033 million yen (115.9 % YoY)

* Please refer to the slides 16 to 19 for market value balances, fees, etc. for each product type.

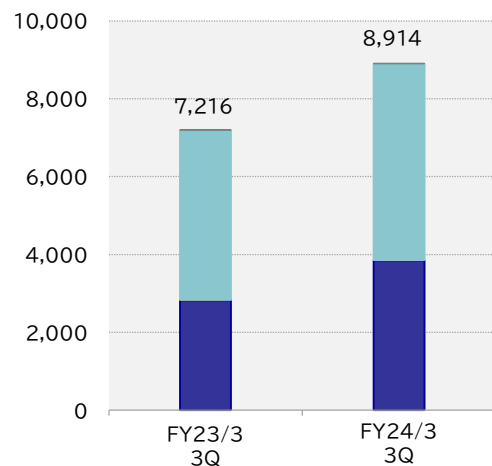
(Millions of yen)

	Nine months			Quarter								
	Ended Dec.31, 2022 (FY23/3)	Ended Dec.31, 2023 (FY24/3)	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Stocks	2,826	3,852	136.3%	893	1,022	911	976	1,362	1,279	1,211	94.7%	132.9%
Bonds	16	7	44.3%	0	0	15	1	4	0	1	163.4%	10.7%
Beneficiary Certificates *	4,344	5,033	115.9%	1,419	1,548	1,377	1,386	1,576	1,764	1,692	96.0%	122.9%
Other	28	21	75.0%	9	10	8	6	9	6	5	73.0%	60.2%
Commission received	7,216	8,914	123.5%	2,322	2,581	2,311	2,371	2,952	3,051	2,910	95.4%	125.9%

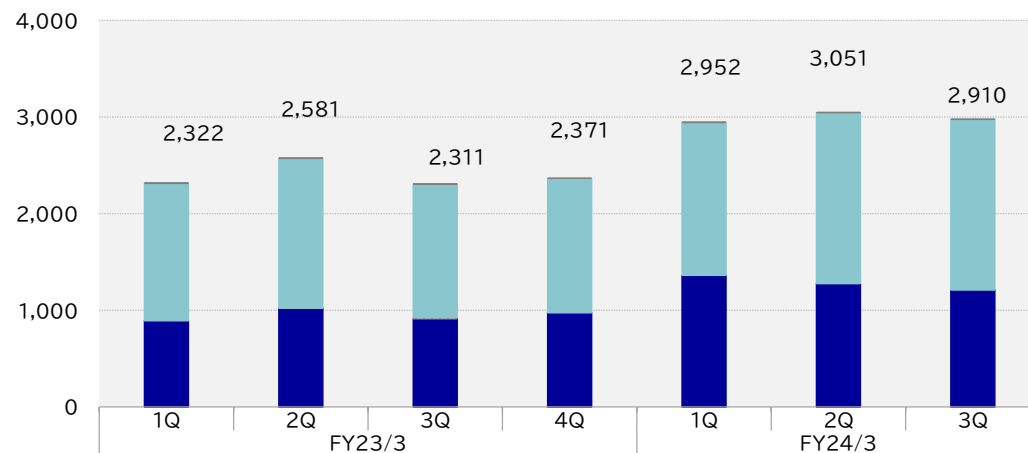
*Including fund wraps, etc.

■ Stock certificate ▣ Bonds ■ Beneficiary Certificate □ Other

(Millions of yen)



(Millions of yen)



Breakdown of Net Trading Income

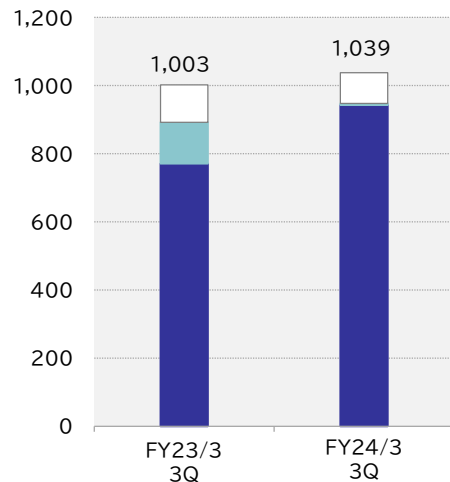
- Net trading income(Stocks, etc.): 943 million yen (122.3 % YoY) due to an increase in the trading value of US stocks
- Net trading income(Bonds, foreign exchange , etc.): 95 million yen (41.2 % YoY)

(Millions of yen)

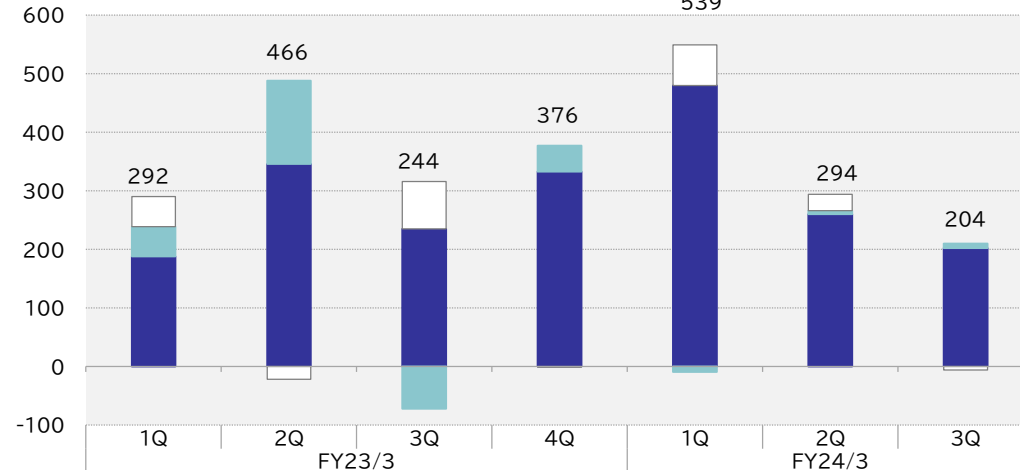
	Nine months			Quarter								
	Ended Dec.31, 2022 (FY23/3)	Ended Dec.31, 2023 (FY24/3)	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Stocks, etc.	771	943	122.3%	188	346	235	333	480	260	202	77.8%	85.9%
Bonds, foreign exchange, etc.:	231	95	41.2%	103	119	8	42	59	34	2	6.6%	26.7%
(Bonds, etc.)	121	4	3.6%	51	142	(72)	44	(9)	6	8	137.2%	—
(Foreign exchange, etc.)	110	91	82.8%	51	(22)	81	(1)	69	28	(6)	—	—
Net trading income	1,003	1,039	103.6%	292	466	244	376	539	294	204	69.6%	83.9%

■ Stocks, etc ■ Bonds, etc □ Foreign exchange, etc.

(Millions of yen)



(Millions of yen)



Breakdown of Financial Revenue and Expenses MITO SECURITIES CO., LTD.

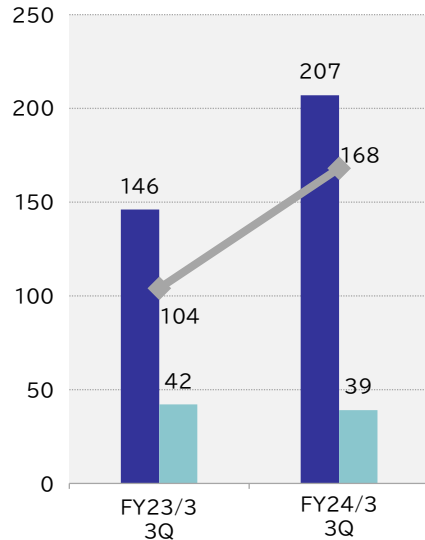
- Financial revenue: 207 million yen (141.6% YoY)
- Financial expenses: 39 million yen (92.9% YoY)
- Financial revenue and expenses (financial revenue deducted by financial expenses): 168 million yen (161.4% YoY)

(Millions of yen)

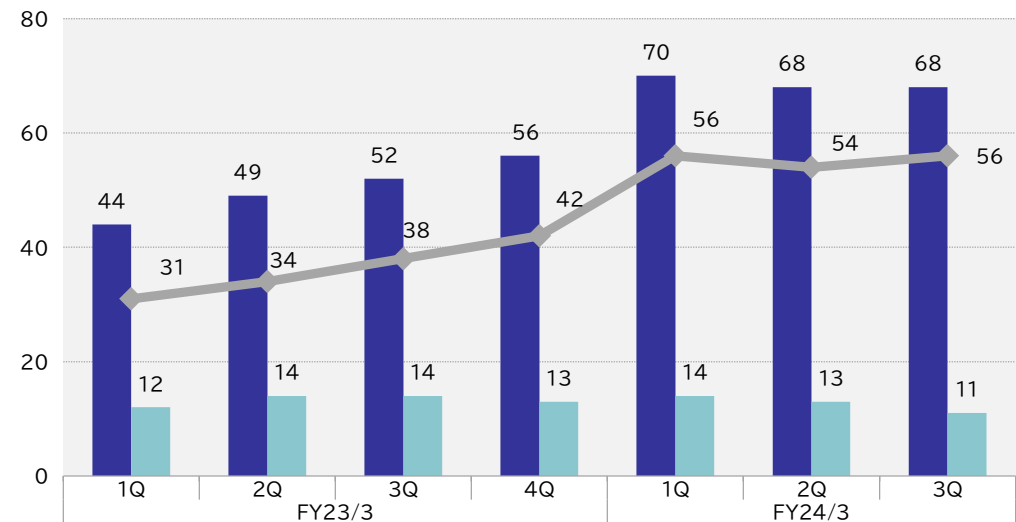
	Nine months			Quarter							Quarter-on-quarter change	Year-on-year change
	Ended Dec.31, 2022 (FY23/3)	Ended Dec.31, 2023 (FY24/3)	Year-on-year change	FY23/3				FY24/3				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q					
Financial revenue	146	207	141.6%	44	49	52	56	70	68	68	100.2%	129.5%
Financial expenses	42	39	92.9%	12	14	14	13	14	13	11	85.5%	77.6%
Financial revenue and expenses	104	168	161.4%	31	34	38	42	56	54	56	103.8%	149.7%

■ financial income ■ financial costs — Net financial income

(Millions of yen)



(Millions of yen)



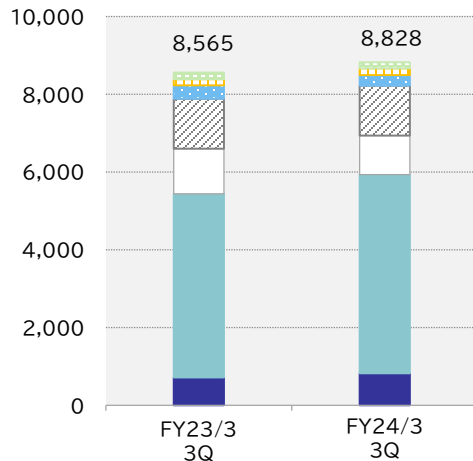
Breakdown of Selling, General and Administrative Expenses

- Selling, general and administrative expenses: 8,828 million yen (103.1% YoY) due to a decrease in Real estate expenses offset by an increase in Personnel expenses

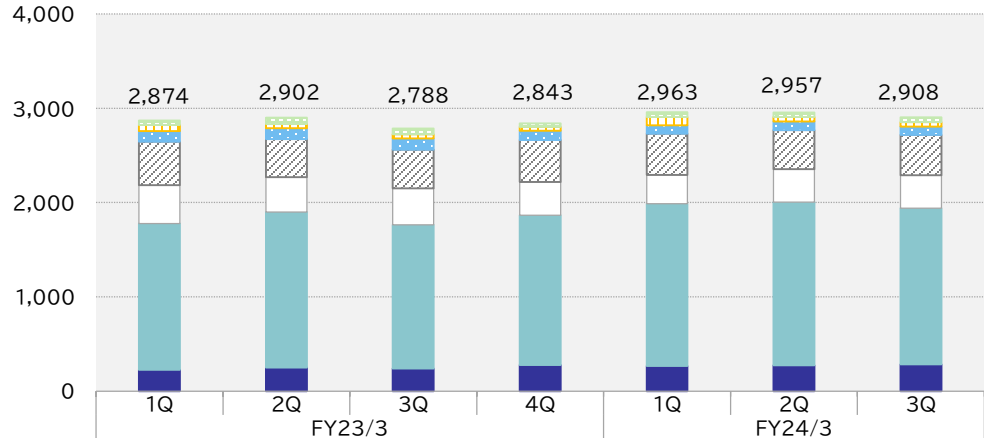
(Millions of yen)

	Nine months			Quarter								
	Ended Dec.31, 2022 (FY23/3)	Ended Dec.31, 2023 (FY24/3)	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q	3Q		
■ Trading related expenses	720	823	114.4%	228	251	240	277	266	273	283	103.7%	118.0%
■ Personnel expenses	4,722	5,113	108.3%	1,549	1,649	1,523	1,589	1,721	1,733	1,658	95.7%	108.9%
□ Real estate expenses	1,164	1,008	86.6%	407	368	389	353	307	350	350	100.2%	90.1%
▨ Office expenses	1,281	1,279	99.8%	462	407	411	444	438	414	425	102.6%	103.5%
■ Depreciation	344	271	79.0%	112	113	117	99	89	90	91	101.5%	78.1%
■ Taxes and dues	157	179	114.1%	66	46	44	41	85	46	47	101.2%	105.8%
■ Other	175	151	86.5%	46	66	61	36	52	48	50	104.9%	81.6%
Selling, general and administrative expenses	8,565	8,828	103.1%	2,874	2,902	2,788	2,843	2,963	2,957	2,908	98.3%	104.3%

(Millions of yen)



(Millions of yen)

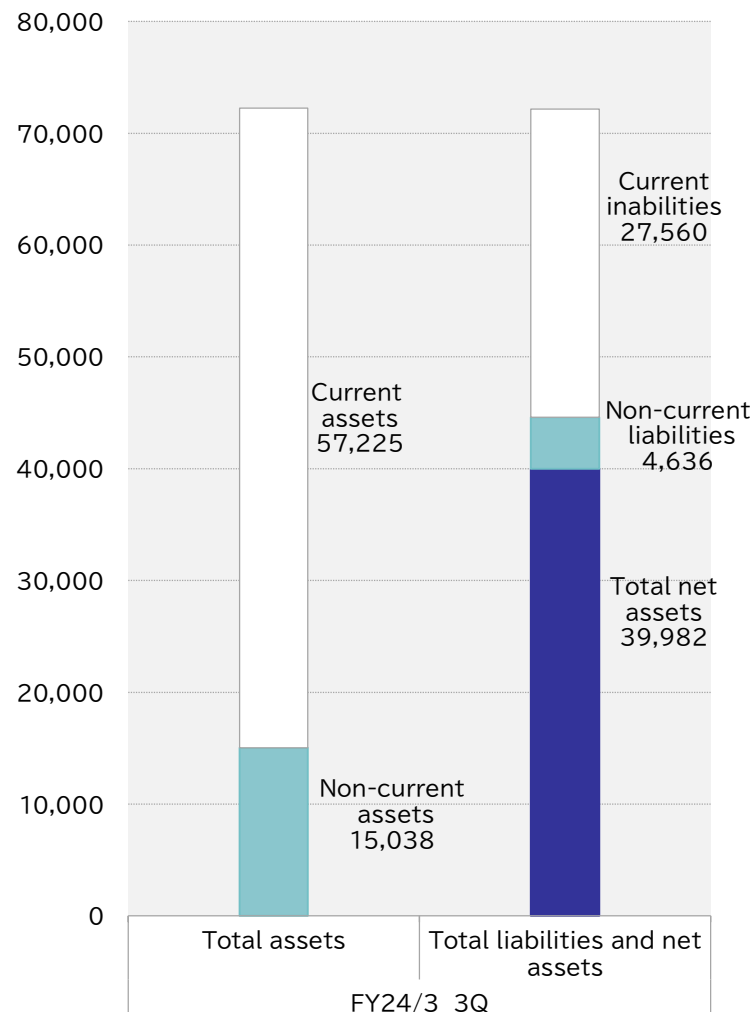


Balance Sheet Summary

(Millions of yen)

	As of March 31, 2022 (FY22/3)	As of March 31, 2023 (FY23/3)	As of December 31, 2023 (FY24/3 3Q)	Comparison to March 31, 2023 (FY23/3)
Assets				
Current assets	48,766	48,424	57,225	118.2%
Non-current assets	15,745	13,139	15,038	114.4%
Total assets	64,511	61,564	72,264	117.4%
Liabilities				
Current inabilities	20,390	18,710	27,560	147.3%
Non-current liabilities	4,947	3,727	4,636	124.4%
Total liabilities	25,439	22,540	32,281	143.2%
Net assets				
Total net assets	39,071	39,024	39,982	102.5%
Total liabilities and net assets	64,511	61,564	72,264	117.4%

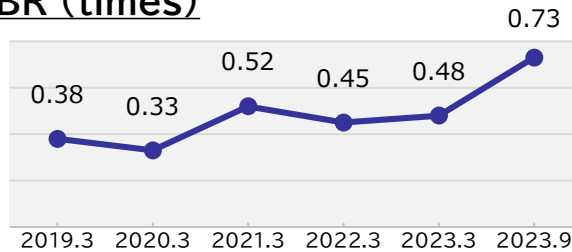
(Millions of yen)



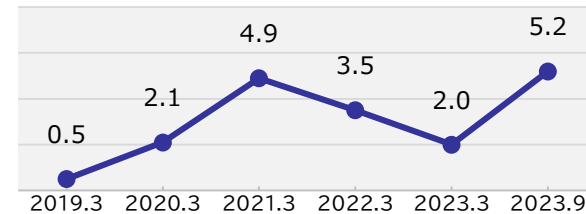
Actions to Achieve Management Conscious of Capital Costs and Stock Prices

Our PBR is less than 1x. We believe this is due to the fact that our current ROE is lower than our estimated cost of shareholders' equity in a broad sense, which is approximately 6% to 9%. In order to improve our PBR going forward, we will work to improve ROE and reduce the cost of shareholders' equity in a broad sense.

PBR (times)



ROE (%)



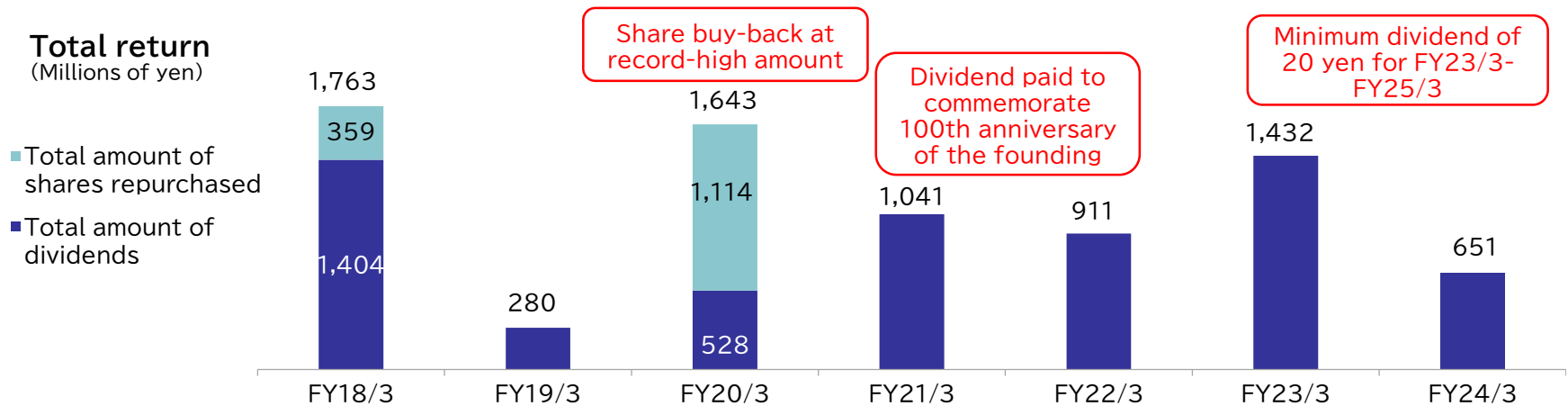
Increase in corporate value	Important item	Specific initiatives
Improvement of ROE	Expansion of customer base and sales base	Offer financial services with value-added features for customers
		Build competitive advantage as a community-based face-to-face securities firm
		Expand customer base by solving local issues and increasing presence
	Increase in cash flow	Strengthen organizational responsiveness to improve customer lifetime value
		Increase productivity through human capital investment, digitalization, etc.
		Improve cost coverage ratio through SG&A stock income
Efficient use of capital	Implement capital control with consideration of shareholder value	
Reduction in cost of shareholders' equity Increase in expected growth rate	Growth strategy	Achieve sustainable growth and consider non-continuous growth strategies
	Corporate Governance	Implement capital cost management
	IR	Enhance market-oriented information disclosure and dialogue



II. Reference Information

Shareholder Return

- The Company has set the minimum annual dividend for the Sixth Medium-Term Management Plan, from the fiscal year ended March 2023 to the fiscal year ending March 2025, at ¥20.00 (announced on January 20, 2023).
- Dividend policy: To be implemented based on a dividend payout ratio of approximately 50%, taking into account continuity, status of net assets, and other management decisions.



Dividend per share (yen)	FY18/3		FY19/3		FY20/3		FY21/3		FY22/3		FY23/3		FY24/3	
	2Q-end	Fiscal year end	2Q-end	Fiscal year end	2Q-end	Fiscal year end	2Q-end	Fiscal year end	2Q-end	Fiscal year end	2Q-end	Fiscal year end	2Q-end	Fiscal year end
Half-year	5	15	2	2	4	4	6	10 <small>Regular: 8 Commemorative: 2</small>	8	6	2	20	10	Undecided
Full-year	20		4		8		16		14		22		[Undecided] Minimum dividend of 20 yen	
Dividend payout ratio	54.2% (%)		150.4% (1.5)		67.4% (%)		55.1% (%)		64.4% (%)		183.2% (183.2%)		-	
Total return ratio	68.3% (%)		150.4% (1.5)		207.6% (207.6%)		55.1% (%)		64.4% (%)		183.2% (183.2%)		-	

Fourth Medium-Term Management Plan

Fifth Medium-Term Management Plan

Sixth Medium-Term Management Plan

Assets under custody (Market value balance)

MITO SECURITIES CO., LTD.

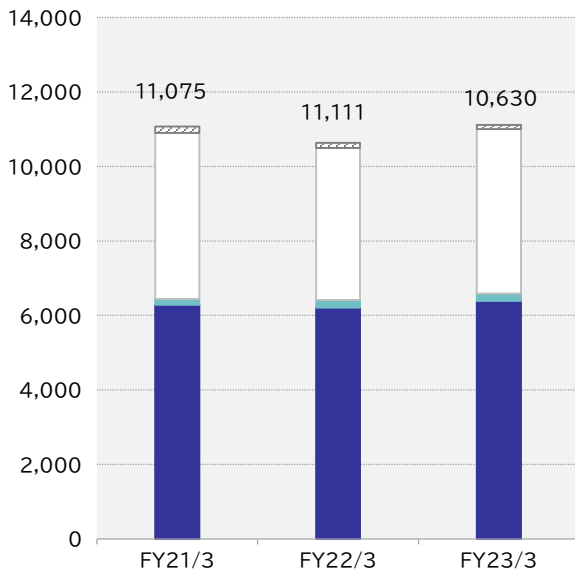
(100 millions of yen)

	FY21/3	FY22/3	FY23/3	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Shares	6,288	6,213	6,392	102.9%	6,033	5,983	5,999	6,392	7,134	7,370	7,373	100.0%	122.9%
Bonds	157	203	197	97.1%	205	212	197	197	191	171	170	99.3%	86.1%
Beneficiary certificates *	4,453	4,080	4,412	108.1%	4,340	4,322	4,226	4,412	4,947	4,958	5,223	105.3%	123.6%
Other	176	135	111	82.1%	121	116	116	111	139	122	135	110.2%	115.7%
Assets under custody	11,075	10,630	11,111	104.5%	10,699	10,634	10,539	11,111	12,410	12,621	12,901	102.2%	122.4%

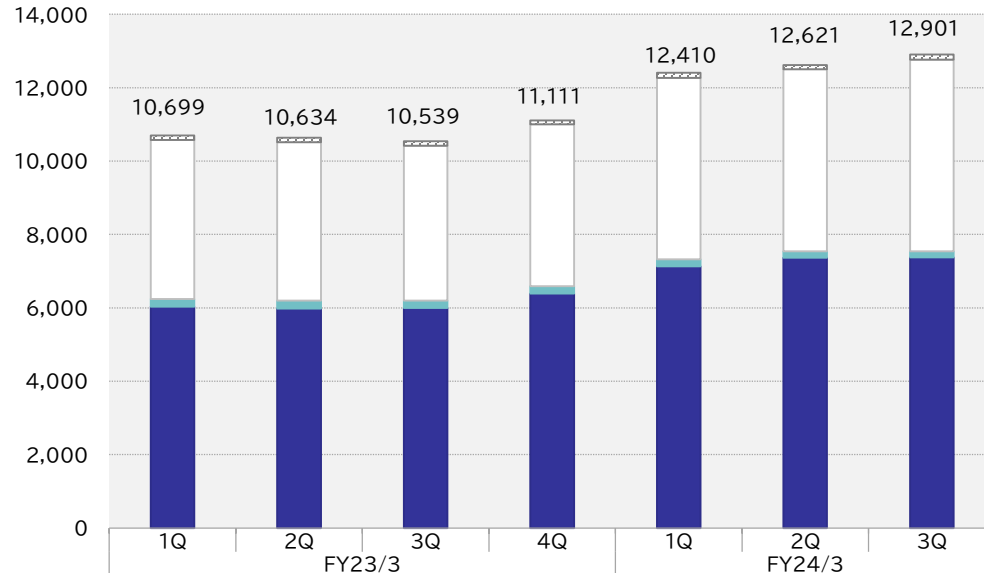
* Including fund wraps, etc.

■ stock ■ bond □ Beneficiary Certificate □ Other

(100 millions of yen)



(100 millions of yen)



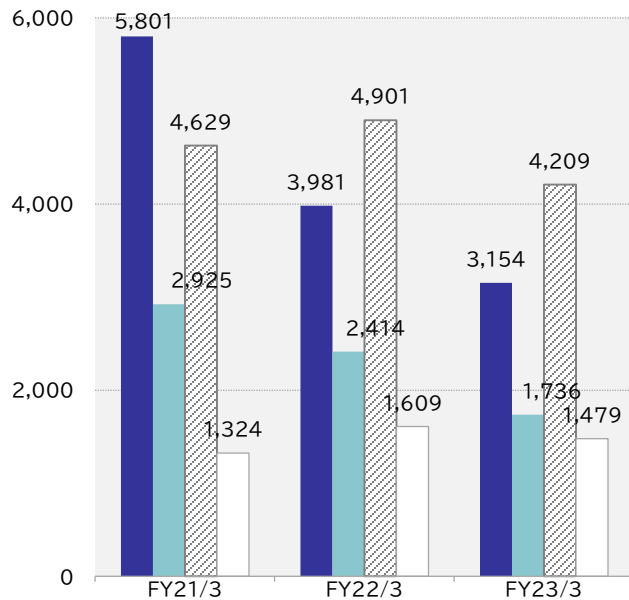
Major Revenues

(Millions of yen)

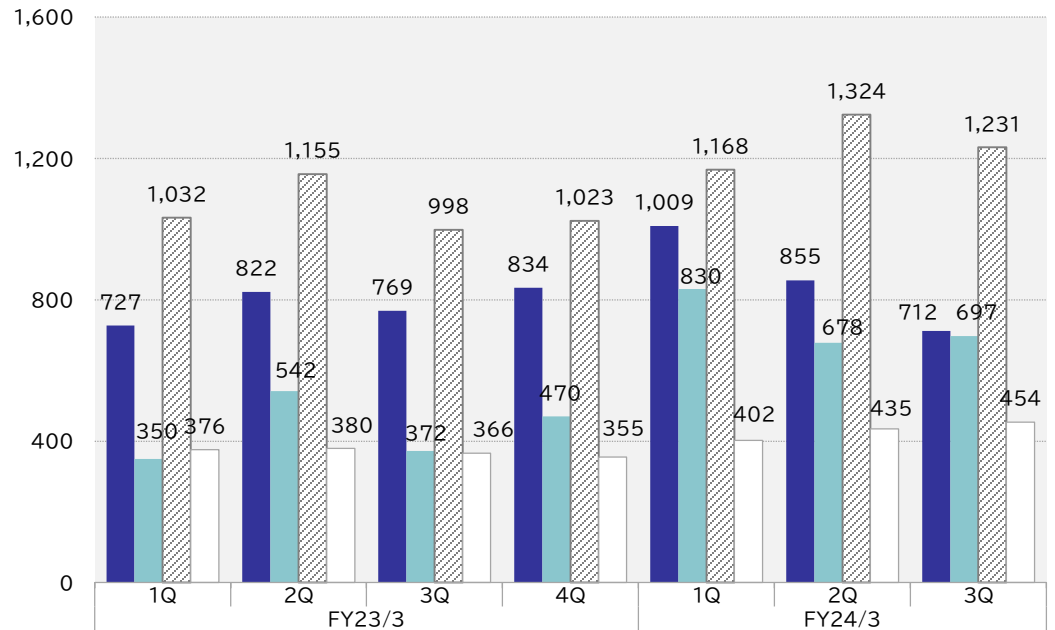
	FY21/3	FY22/3	FY23/3	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Japanese stocks	5,801	3,981	3,154	79.2%	727	822	769	834	1,009	855	712	83.3%	92.5%
Foreign stocks (Brokerage transaction / over-the-counter transactions)	2,925	2,414	1,736	71.9%	350	542	372	470	830	678	697	102.9%	187.5%
Investment trust (including agency fee)	4,629	4,901	4,209	85.9%	1,032	1,155	998	1,023	1,168	1,324	1,231	93.0%	123.3%
Fund wrap reward	1,324	1,609	1,479	91.9%	376	380	366	355	402	435	454	104.4%	123.8%

■ Japanese stocks ■ Foreign stocks ■ Investment trust ■ Fund wrap reward

(Millions of yen)

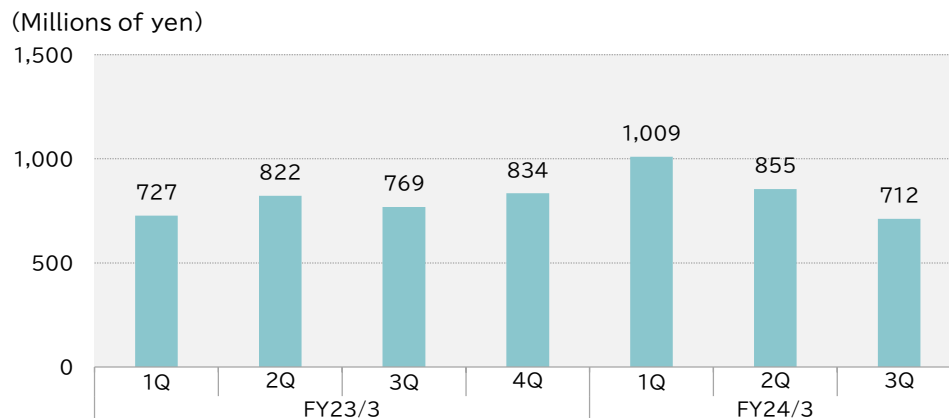
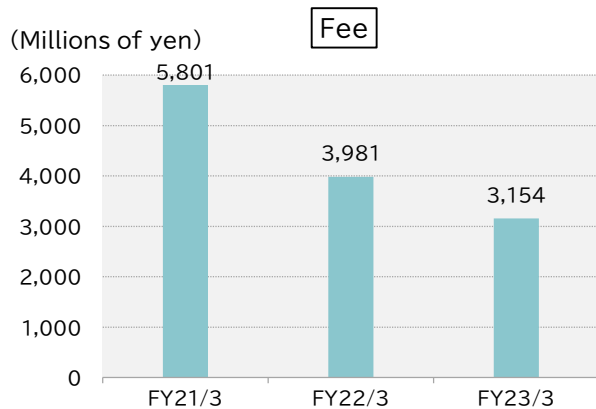
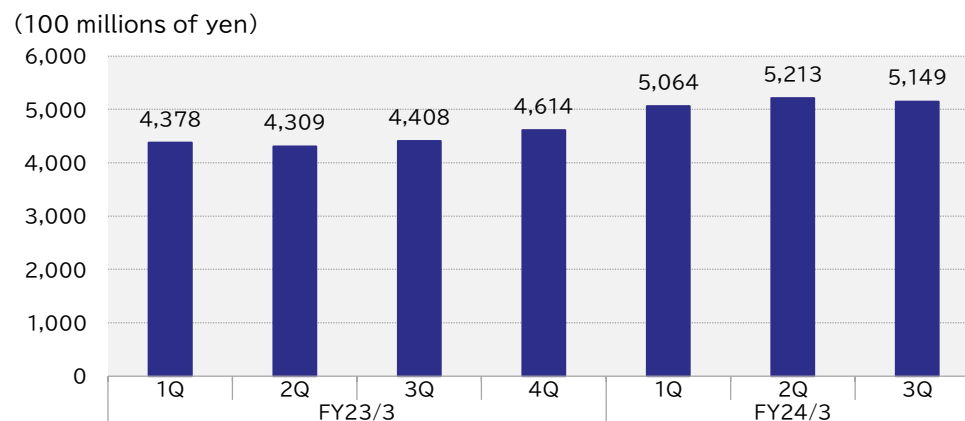
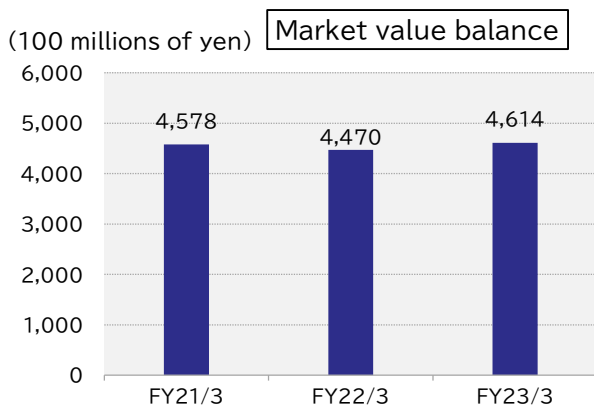


(Millions of yen)



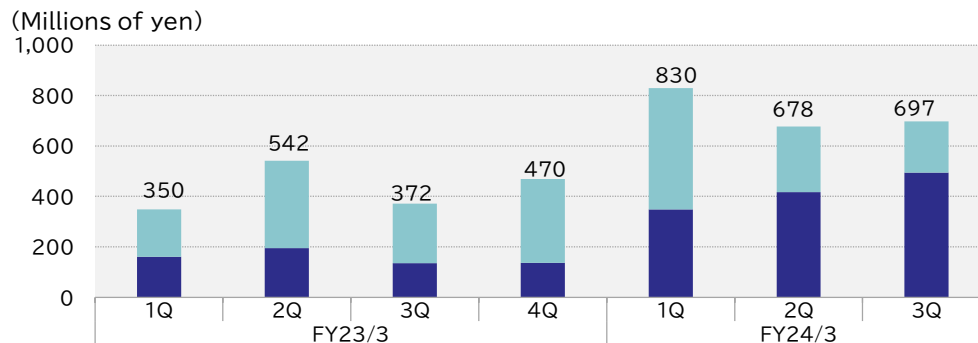
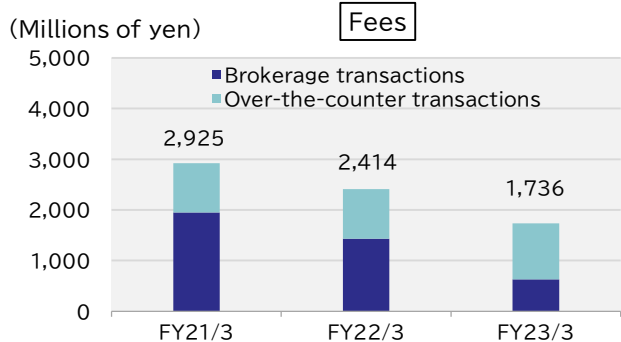
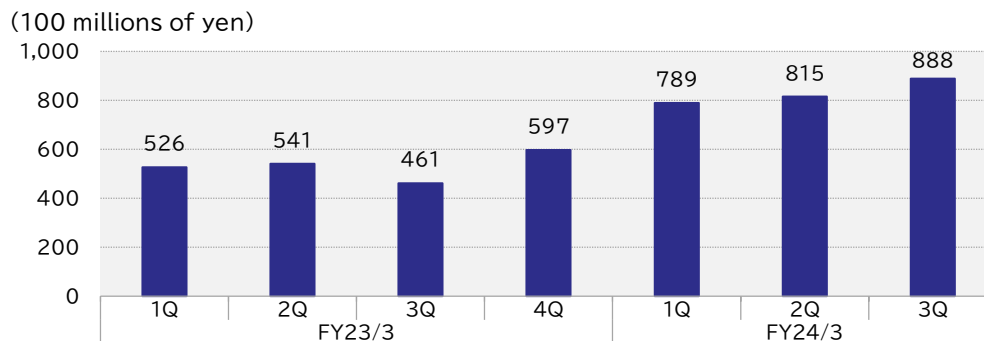
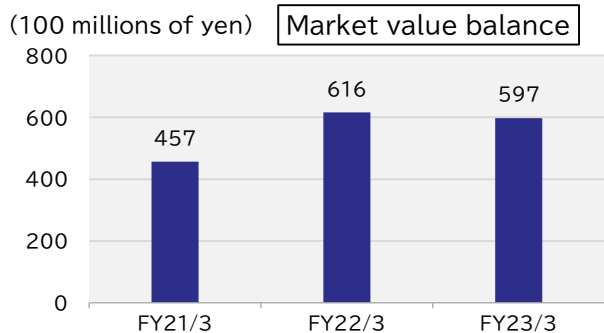
Domestic Stocks

	FY21/3	FY22/3	FY23/3	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Market value balance (100 millions of yen)	4,578	4,470	4,614	103.2%	4,378	4,309	4,408	4,614	5,064	5,213	5,149	98.8%	116.8%
Fee (Millions of yen)	5,801	3,981	3,154	79.2%	727	822	769	834	1,009	855	712	83.3%	92.5%
Trading volume (100 millions of yen)	9,500	7,463	6,443	86.3%	1,531	1,729	1,509	1,673	1,918	1,786	1,676	93.8%	111.0%



Foreign Stocks (U.S. Stocks)

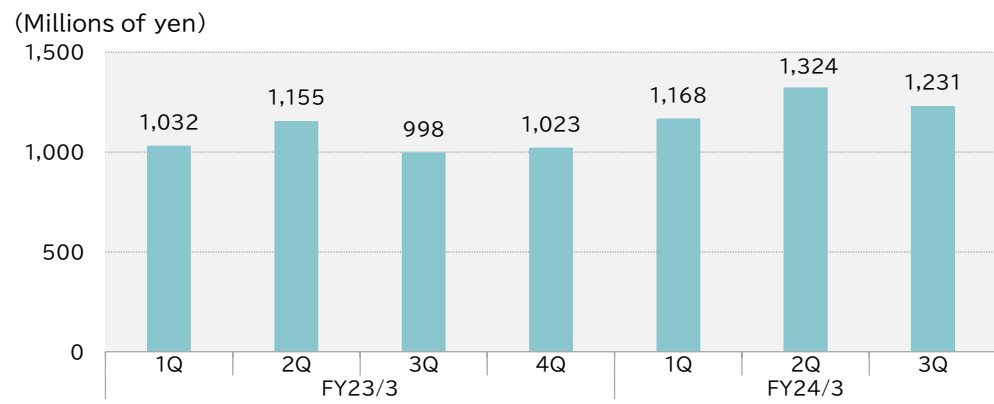
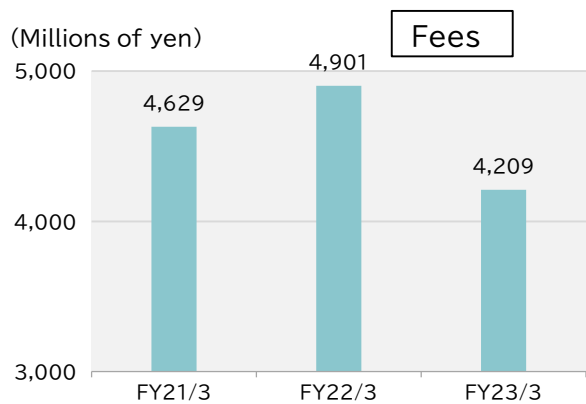
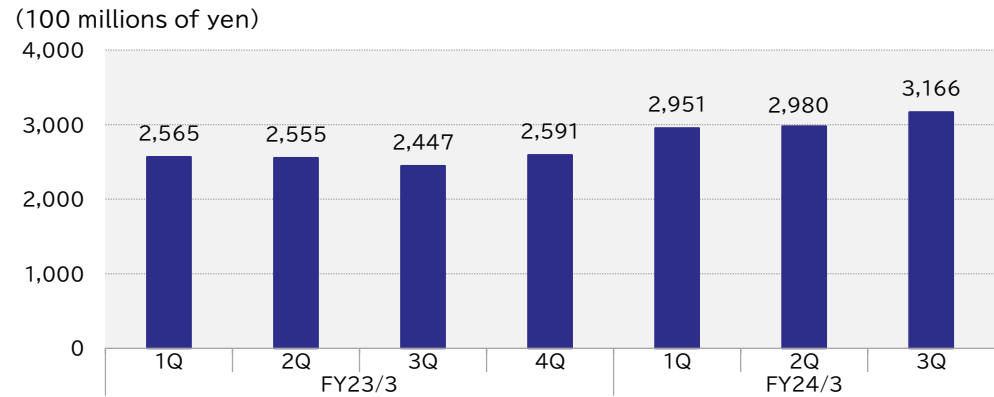
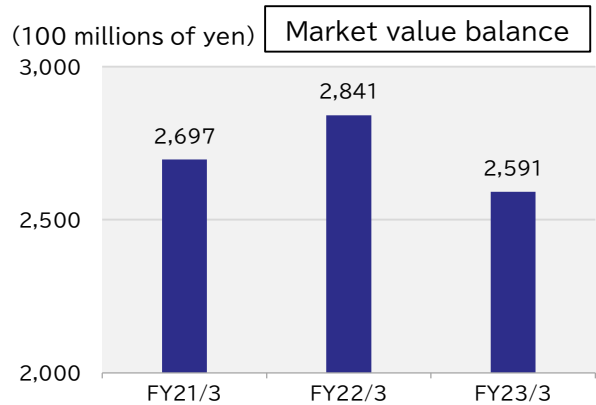
	FY21/3	FY22/3	FY23/3	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Market value balance (100 millions of yen)	457	616	597	96.9%	526	541	461	597	789	815	888	108.9%	192.6%
Fees (Millions of yen)	2,925	2,414	1,736	71.9%	350	542	372	470	830	678	697	102.9%	187.5%
Of which: Brokerage transactions	1,952	1,431	630	44.0%	161	195	135	136	349	417	495	118.6%	364.6%
Of which: Over-the-counter transactions	972	982	1,105	112.6%	188	346	236	333	480	260	202	77.8%	85.7%
Trading Volume (100 millions of yen)	2,522	1,969	1,107	56.2%	244	350	233	279	580	568	636	112.0%	272.5%
Of which: Brokerage transactions	2,062	1,526	630	41.3%	164	199	132	135	372	457	549	120.1%	414.6%
Of which: Over-the-counter transactions	460	444	477	107.6%	80	152	101	144	209	111	88	78.8%	86.6%



Investment trusts

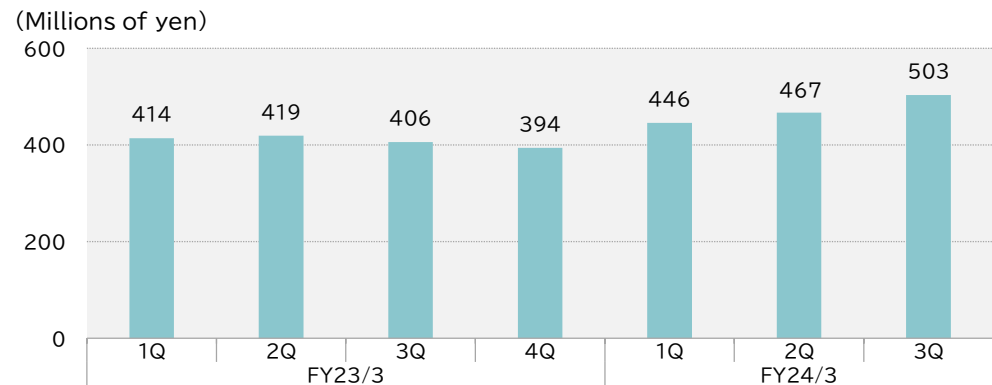
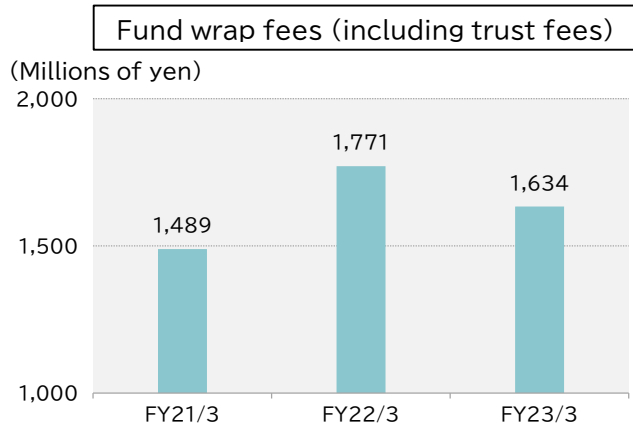
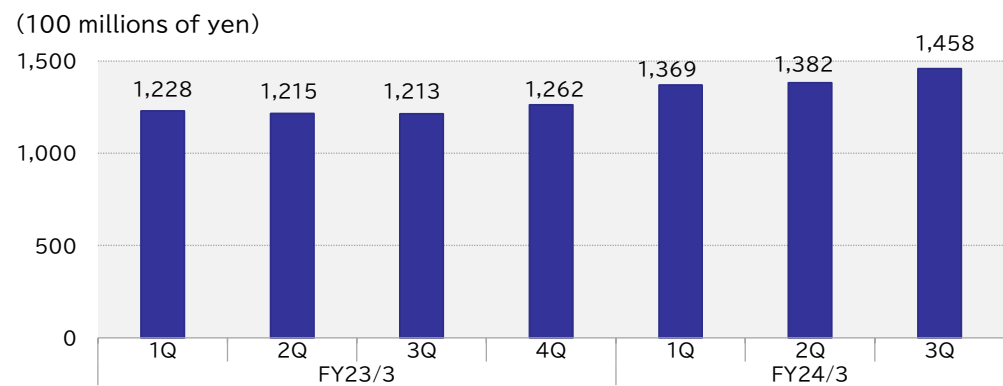
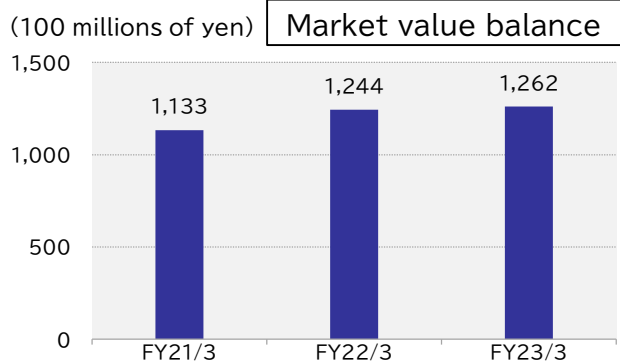
Market value balance of equity investment trusts
(excluding fund wraps, MRFs and foreign currency MMFs)

	FY21/3	FY22/3	FY23/3	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Market value balance (100 millions of yen)	2,697	2,841	2,591	91.2%	2,565	2,555	2,447	2,591	2,951	2,980	3,166	106.2%	129.4%
Fees (including agency fees, millions of yen)	4,629	4,901	4,209	85.9%	1,032	1,155	998	1,023	1,168	1,324	1,231	93.0%	123.3%
Sales (100 millions of yen)	1,162	1,131	899	79.5%	209	261	219	210	249	293	248	84.5%	113.3%
Average holding period (years)	2.73	3.24	3.16	97.5%	3.36	3.16	3.19	3.16	3.08	3.21	3.35	104.4%	105.0%



Mito Fund Wrap

	FY21/3	FY22/3	FY23/3	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Market value balance (100 millions of yen)	1,133	1,244	1,262	101.4%	1,228	1,215	1,213	1,262	1,369	1,382	1,458	105.5%	120.2%
Fund wrap fees + Trust fees (Millions of yen)	1,489	1,771	1,634	92.3%	414	419	406	394	446	467	503	107.7%	123.8%
Contract amount (100 millions of yen)	143	134	152	113.1%	40	39	37	36	43	44	67	151.4%	179.5%
Cumulative number of contracts (cases)	8,673	9,607	10,888	113.3%	9,922	10,252	10,574	10,888	11,172	11,517	11,887	103.2%	112.4%

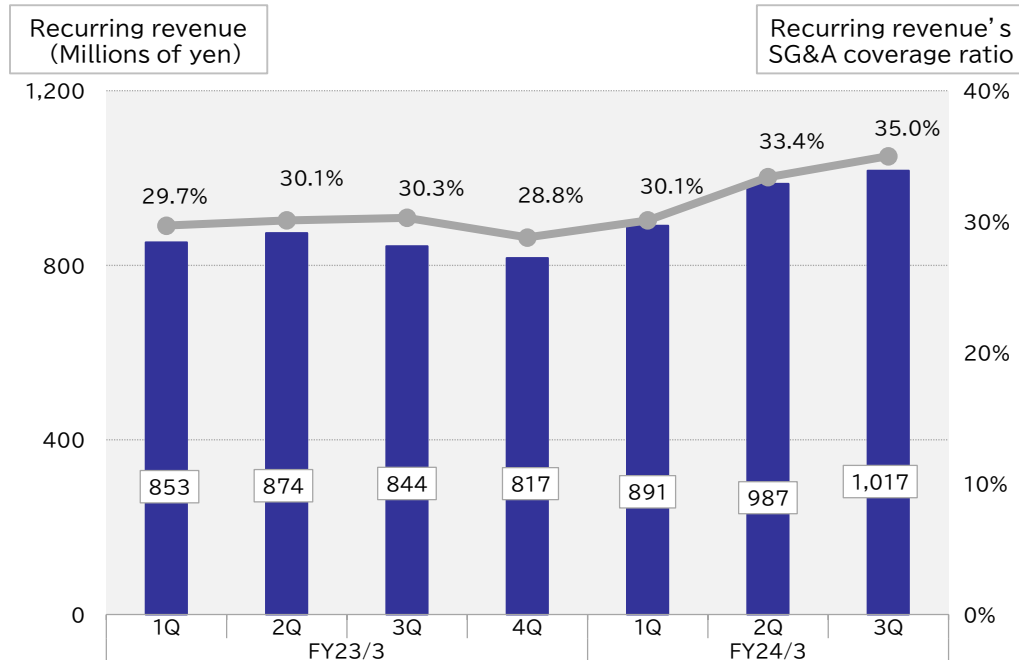
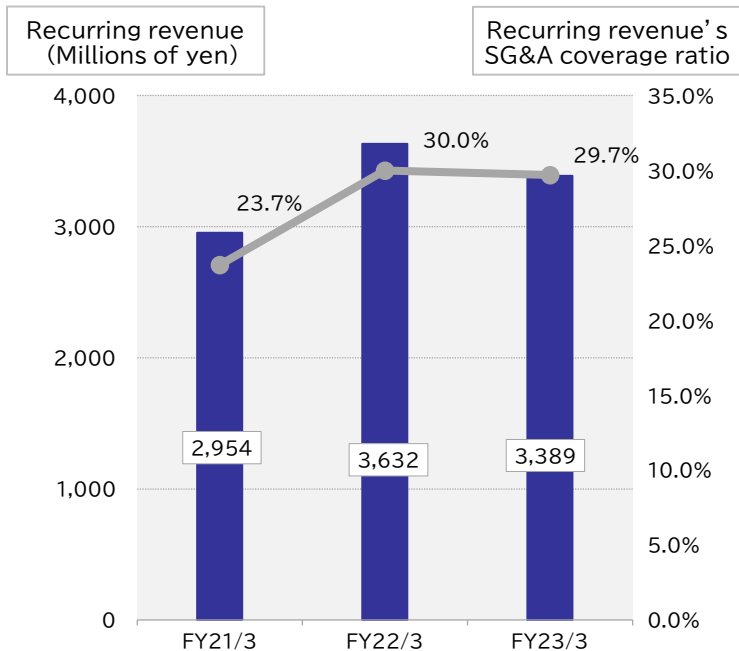


Recurring Revenue and SG&A Expense Coverage Ratio MITO SECURITIES CO., LTD.

(Millions of yen)

	FY21/3	FY22/3	FY23/3	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Recurring revenue	2,954	3,632	3,389	93.3%	853	874	844	817	891	987	1,017	103.0%	120.4%
Of which, investment trust agency commissions	1,630	2,022	1,909	94.4%	476	493	477	462	489	552	562	101.9%	117.8%
Fund wrap fees	1,324	1,609	1,479	91.9%	376	380	366	355	402	435	454	104.4%	123.8%
Recurring revenue's SG&A coverage ratio	23.7%	30.0%	29.7%	—	29.7%	30.1%	30.3%	28.8%	30.1%	33.4%	35.0%	—	—

■ Recurring revenue — Recurring revenue's SG&A coverage ratio

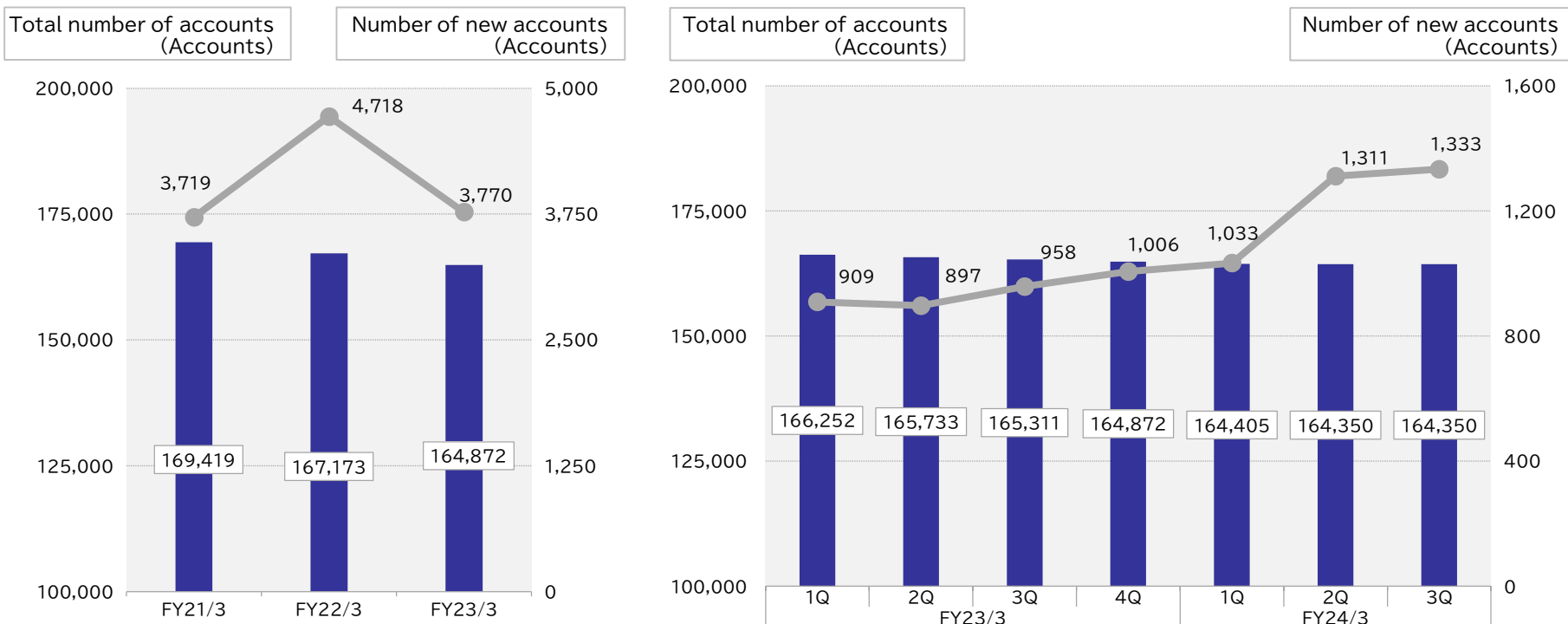


Number of Customer Accounts

(Accounts)

	FY21/3	FY22/3	FY23/3	Year-on-year change	FY23/3				FY24/3			Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q	3Q		
Total number of accounts	169,419	167,173	164,872	98.6%	166,252	165,733	165,311	164,872	164,405	164,350	164,350	100.0%	99.4%
Of which, retail	159,591	157,162	154,719	98.4%	156,179	155,652	155,232	154,719	154,237	154,184	154,145	100.0%	99.3%
Number of new accounts opened	3,719	4,718	3,770	79.9%	909	897	958	1,006	1,033	1,311	1,333	101.7%	139.1%

■ Total number of accounts ● Number of new accounts opened





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Note :

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Mito Securities Co., Ltd.

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