

**Securities Code: 8622** 

# Six Months Ended September 30, 2024 (FY2025/3 2Q) Non-consolidated Semi-annual Financial Results Briefing Materials

October, 2024 Mito Securities Co., Ltd.

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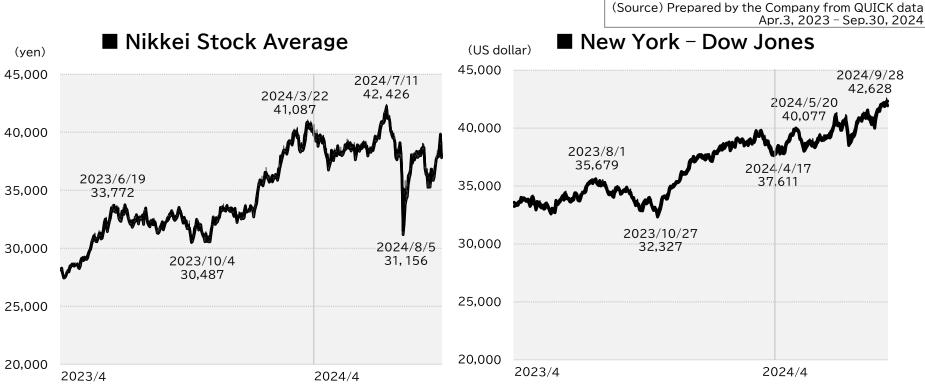
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# I. Financial Status

Six Months Ended September 30, 2024 (FY2025/3 2Q)

#### **Business Environment**

- In the domestic stock market, stock prices recorded the highest ever in July after being range bound in the first quarter. The market was then turbulent by a sharp rise and fall.
- In the U.S. stock market, stock prices were firm despite some wrangling. In September, the FRB decided to reduce the policy interest rate for the first time in four and a half years, which led to increase further in the market.



■ Closing prices at the end of September 2024

Nikkei Stock Average 37,919.55 yen Dow Jones Industrial Average 42,330.15 USD U.S. dollar / yen exchange rate 143.59 yen

Prime market Market capitalization 914,850.5 billions of yen Prime Market (September) Average daily trading value 5,026.1 billions of yen

## Financial Summary

- Operating revenue: 7,212 million yen (3.2% YoY) Operating profit: 1,098 million yen (5.4% YoY)
- Ordinary profit: 1,360 million yen (6.8% YoY) Profit: 1,108 million yen (6.0% YoY)

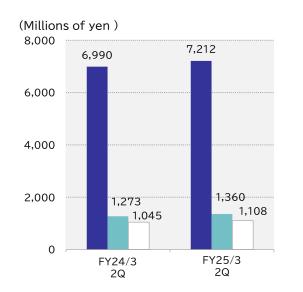
(Millions of yen)

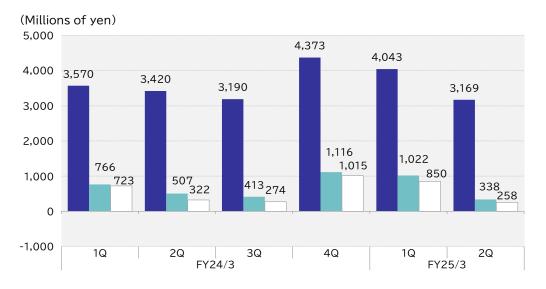
Civ months	Ended Sep.30,	Ended Sep.30,	Year-on-		FY2	1/3		FY2	5/3	Quarter- on-quarter	Year-on-
Six months	2023 (FY24/3)	2024 (FY25/3)	Year change	1Q	2Q	3Q	4Q	1Q	2Q	change	year change
Operating revenue	6,990	7,212	3.2%	3,570	3,420	3,190	4,373	4,043	3,169	∆21.6%	△7.4%
Net operating revenue	6,962	7,187	3.2%	3,555	3,406	3,178	4,361	4,031	3,155	△21.7%	△7.4%
Operating profit (loss)	1,042	1,098	5.4%	592	449	270	1,078	805	292	∆63.6%	∆34.9%
Ordinary profit(loss)	1,273	1,360	6.8%	766	507	413	1,116	1,022	338	∆66.9%	∆33.3%
Profit	1,045	1,108	6.0%	723	322	274	1,015	850	258	∆69.7%	△19.9%



Ordinary profit(loss)

□Profit

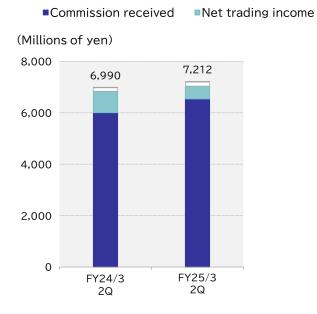


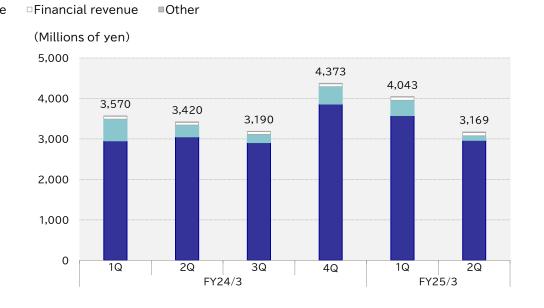


# Breakdown of Operating Revenue

- Commission received: 6,543 million yen (9.0% YoY)
- Net trading income: 496 million yen ( $\triangle$ 40.5% YoY)
- Finance revenue: 160 million yen (15.1% YoY)

Civ mantha	Ended Sep.30,	Ended Sep.30,	Year-on-		FY24	1/3		FY2	5/3	Quarter-	Year-on- year	
Six months	2023 (FY24/3)	2024 (FY25/3)	Year change	1Q	2Q	3Q	4Q	1Q	2Q	on-quarter change	change	
Commission received	6,004	6,543	9.0%	2,952	3,051	2,910	3,860	3,579	2,963	△17.2%	△2.9%	
Net trading income	834	496	△40.5%	539	294	204	431	378	118	∆68.8%	△59.9%	
Financial revenue	139	160	15.1%	70	68	68	74	79	80	2.1%	18.5%	
Other	12	13	1.1%	6	6	6	6	6	6	6.2%	7.7%	
Operating revenue	6,990	7,212	3.2%	3,570	3,420	3,190	4,373	4,043	3,169	△21.6%	△7.4%	

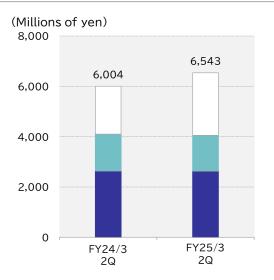


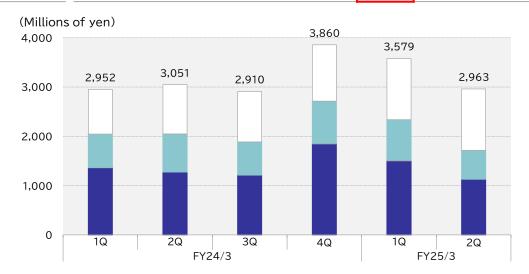


### Commission Received (Commission by line item) //// SECURITIES CO., LTD.

- Brokerage commission: 2,637 million yen (△0.2% YoY)
- Fees for offering, secondary distribution and solicitation of selling and others for professional investors : 1,397 million yen ( $\triangle 3.7\%$  YoY)
- Other fees received: 2,486 million yen (30.7% YoY)

Civ. mantha	Ended Ended Year-o				FY2	4/3		FY2	5/3	Quarter-	Year-on-
Six months	2023 (FY24/3)	2024 (FY25/3)	Year change	1Q	2Q	3Q	4Q	1Q	2Q	on-quarter change	year change
■Brokerage commission	2,642	2,637	△0.2%	1,365	1,277	1,215	1,847	1,506	1,131	△24.9%	△11.4%
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	9	21	133.3%	5	3	2	19	19	2	∆86.9%	∆35.7%
Fee for offering, secondary distribution and solicitation for selling and others for professional investors	1,450	1,397	∆3.7%	678	771	669	849	815	582	∆28.6%	△24.6%
$\Box$ Other commission received	1,901	2,486	30.7%	903	998	1,024	1,144	1,238	1,247	0.7%	25.0%
Commission received	6,004	6,543	9.0%	2,952	3,051	2,910	3,860	3,579	2,963	△17.2%	△2.9%



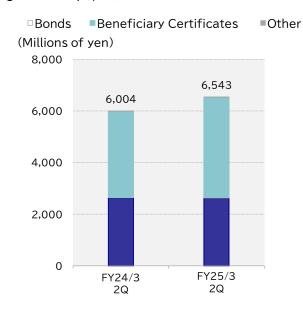


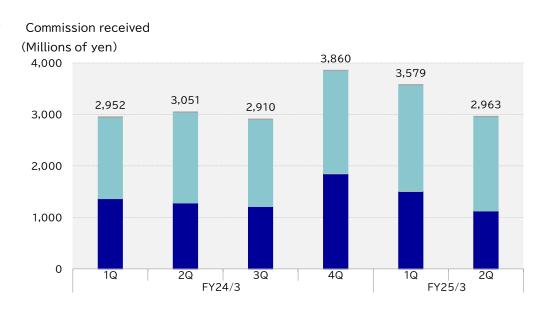
# Commission Received (Commission by product) ANITO SECURITIES CO., LTD.

- Stock: 2,628 million yen ( $\triangle$ 0.5% YoY)
- Beneficiary certificates: 3,882 million yen (16.2% YoY)
- \* Please refer to the slides II. Reference Information for market value balances, fees, etc. for each product type.

o:	Ended Sep.30,	Ended Year-on-			FY2	4/3		FY2	5/3	Quarter-on-	Year-on-
Six months	2023 (FY24/3)	2024 (FY25/3)	Year change	1Q	2Q	3Q	4Q	1Q	2Q	quarter change	year change
Stocks	2,641	2,628	△0.5%	1,362	1,279	1,211	1,844	1,502	1,126	△25.0%	△12.0%
Bonds	5	21	279.4%	4	0	1	18	19	2	△87.8%	133.8%
Beneficiary Certificates *	3,340	3,882	16.2%	1,576	1,764	1,692	1,991	2,053	1,828	∆10.9%	3.7%
Other	16	10	∆32.3%	9	6	5	5	4	5	22.9%	△13.1%
Commission received	6,004	6,543	9.0%	2, 952	3,051	2,910	3,860	3,579	2,963	△17.2%	△2.9%

<sup>\*</sup>Including fund wraps, etc.

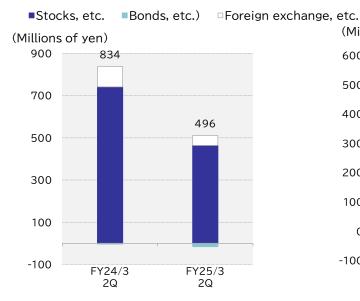


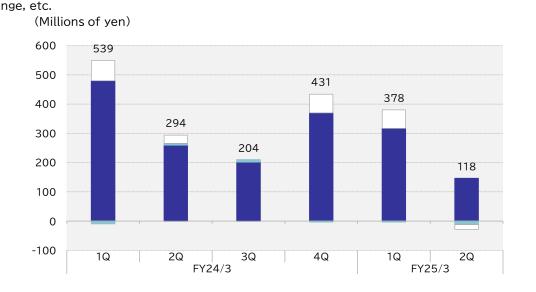


# Breakdown of Net Trading Income

- Net trading income(Stocks, etc.): 494 million yen (△37.3% YoY)
- Net trading income(Bonds, foreign exchange, etc.): 31million yen (△66.1% YoY)

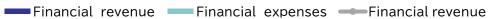
Six months	Ended Sep.30,	Ended Sep.30,	Year-on-		FY2	4/3		FY2	5/3	Quarter- on-quarter	Year-on-
Six months	2023 (FY24/3)	2024 (FY25/3)	Year change	1Q	2Q	3Q	4Q	1Q	2Q	change	year change
Stocks, etc.	741	464	∆37.3%	480	260	202	370	317	146	∆53.8%	∆43.7%
Bonds, foreign exchange, etc.:	93	31	△66.1%	59	34	2	61	60	∆28	_	_
(Bonds, etc.)	△ 3	△ 15	_	△9	6	8	△ 3	△ 3	△ 12	_	_
(Foreign exchange, etc.)	97	47	△51.6%	69	28	Δ6	64	63	∆16	_	_
Net trading income	834	496	△40.5%	539	294	204	431	378	118	△68.8%	△59.9%

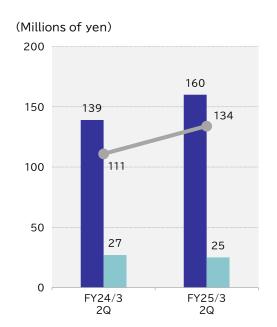


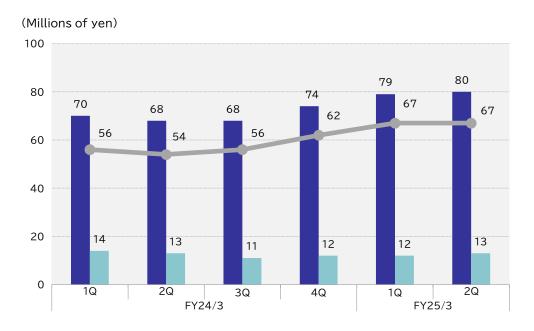


- Financial revenue: 160 million yen (15.1% YoY)
   Financial expenses: 25 million yen (△9.2 YoY)
- Financial revenue and: 134 million yen (21.3% YoY)

Six months Sep.30, Sep.3		Ended Year-on- Sep.30, Year			FY2	4/3		FY2	5/3	Quarter-	Year-on-
SIX IIIOITUIS	2023 (FY24/3)	2024 (FY25/3)	change	1Q	2Q	3Q	4Q	1Q	2Q	on-quarter change	year change
Financial revenue	139	160	15.1%	70	68	68	74	79	80	2.1%	18.5%
Financial expenses	27	25	△9.2%	14	13	11	12	12	13	7.7%	△2.8%
Financial revenue and expenses	111	134	21.3%	56	54	56	62	67	67	1.0%	23.7%



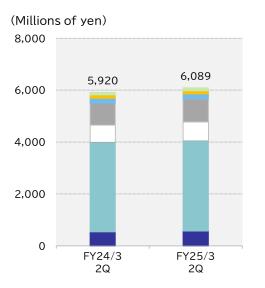


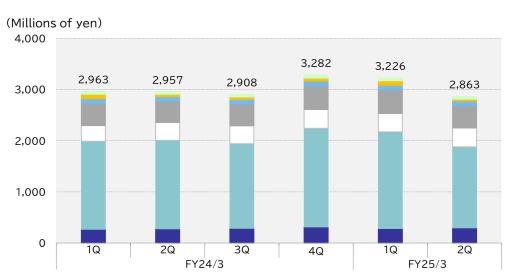


# Breakdown of Selling, General and Administrative Expenses

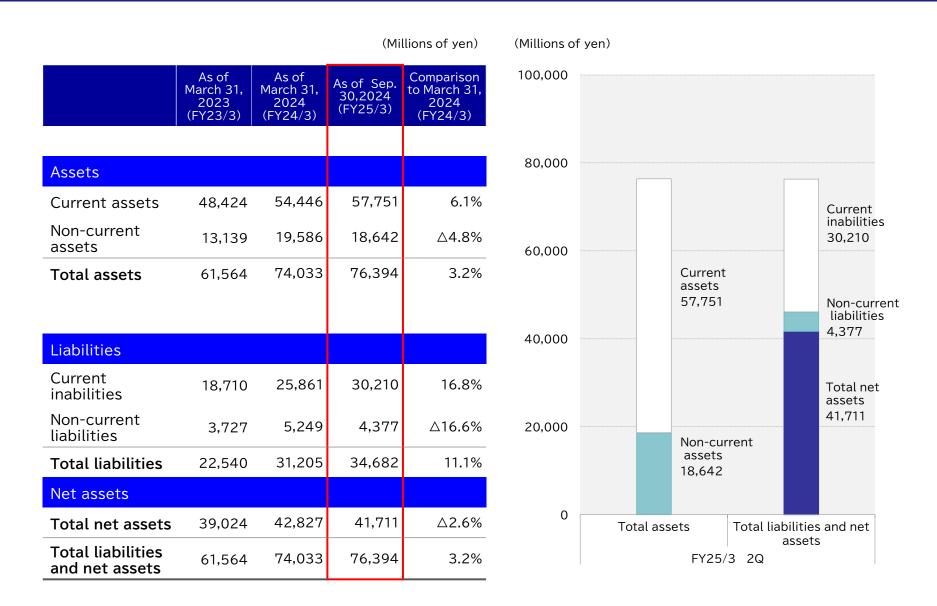
■ Selling, general and administrative expenses: 12,111 million yen (2.8% YoY)

Six months	Ended Sep.30,	Ended Sep.30,	Year-on-		FY2	1/3		FY2	5/3	Quarter-	Year-on-
SIX MONUIS	2023 (FY24/3)	2024 (FY25/3)	Year change	1Q	2Q	3Q	4Q	1Q	2Q	on-quarter change	year change
■Trading related expenses	997	1,135	6.5%	266	273	283	311	282	292	3.5%	6.8%
Personnel expenses	6,311	7,042	0.6%	1,721	1,733	1,658	1,929	1,890	1,586	∆16.1%	△8.5%
□Real estate expenses	1,518	1,379	10.6%	307	350	350	370	359	368	2.4%	5.2%
	1,725	1,740	4.7%	438	414	425	460	461	432	∆6.2%	4.3%
Depreciation	443	365	1.5%	89	90	91	93	90	92	2.2%	2.1%
□Taxes and dues	199	238	△4.6%	85	46	47	59	87	38	∆56.0%	△17.1%
<b>Ø</b> Other	211	208	5.5%	52	48	50	57	54	52	∆4.4%	8.0%
Selling, general and administrative expenses	11,408	12,111	2.8%	2,963	2,957	2,908	3,282	3,226	2,863	∆11.3%	∆3.2%





# Balance Sheet Summary

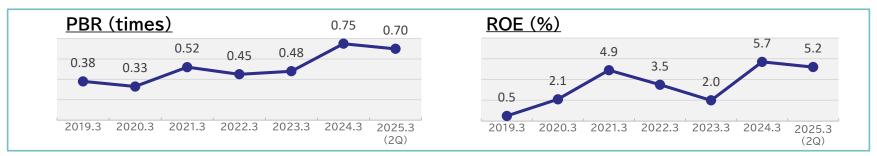




# Actions to Achieve Management Conscious of Capital Costs and Stock Prices

MITO SECURITIES CO., LTD.

- While efforts to implement the Sixth Medium-term Management Plan are progressing smoothly, we recognize that PBR is still below 1.0x, along with ROE being below what we consider the cost of capital (6–9%).
- To enhance our corporate value, we will focus on improving PBR and ROE through customer-centric business practices and by further strengthening our investment proposal capabilities, human capital investment, and organizational responsiveness.

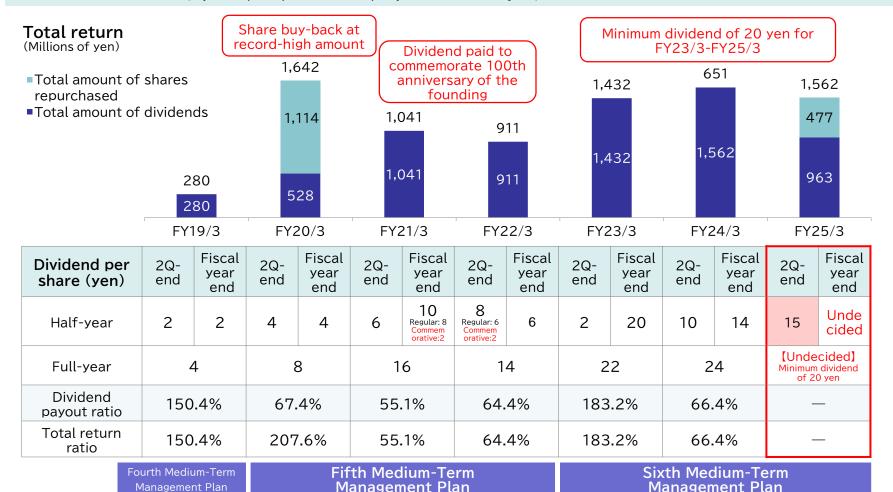


Increase in corporate value	Important item	Specific initiatives
	Expansion of customer base and sales base	<ul> <li>Assets under custody (total of Japanese stocks, Foreign stocks, Investment trusts, Fund wraps, etc.) exceeded 1,400 billion yen at the end of September 2024 through promotion of portfolio sales.</li> <li>SG&amp;A coverage ratio increased to 40.5% due to an increase in stock income, a stable revenue base.</li> </ul>
Improvement of ROE	Increase in cash flow	<ul> <li>The number of fund wrap contracts, our core product, reached a record high.</li> <li>A new branch format was launched to improve customer services.</li> <li>Recognized for the fourth consecutive year as one of the "2024 Certified Health &amp; Productivity Management Outstanding Organizations (large-enterprise category)."</li> </ul>
	Efficient use of capital	<ul> <li>The following measures were implemented to improve comprehensive shareholder returns and capital efficiency.</li> <li>April 2024 Resolved to acquire 1,000,000 shares (maximum) and cancel 5,000,000 shares of treasury stock.</li> <li>October 2024 Resolved the semi-annual dividend of 15 yen per share.</li> <li>October 2024 Resolved to acquire 2,000,000 shares (maximum) of treasury stock (maximum).</li> </ul>
Reduction in cost of shareholders'	Growth strategy	■ Considered initiatives for sustainable growth for the 7th Medium-term Management Plan starting from FY2025.
equity Increase in	Corporate Governance	■ increased the number of female outside directors by one from the viewpoint of diversity on the Board of Directors.
expected growth rate	IR	Held dialogues with investors (major shareholders, insurance companies, asset management companies, etc.) on growth strategies, capital efficiency, etc.

# 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.
- Acquired 897,600 treasury shares (477,042,700 yen) and cancelled 5 million treasury shares during 1Q FY25/3
- October 30, 2024 「Notice Concerning the Status of Acquisition of Treasury Shares」 (Up to 2,000,000 shares, Up to 1.1 billion yen)

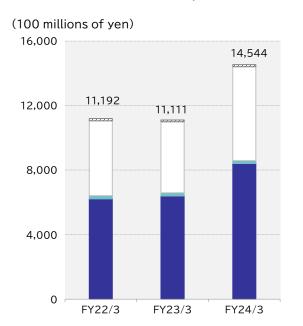


# Assets under custody (Market value balance) MITO SECURITIES CO., LTD.

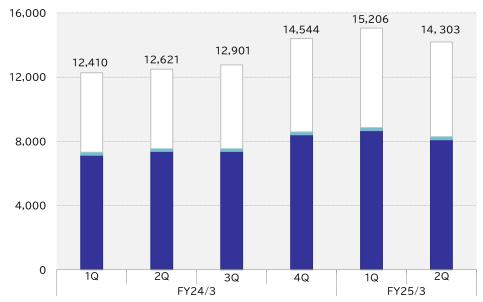
(100 millions of yen)

												•
	FY22/3	FY23/3	FY24/3	Year-on-		FY2	1/3		FY2	5/3	Quarter-	Year-on-
	F122/3	F123/3	F124/3 	Year change	1Q	2Q	3Q	4Q	1Q	2Q	on-quarter change	year change
Shares	6,213	6,392	8,409	31.6%	7,134	7,370	7,373	8,409	8,665	8,094	△6.6%	9.8%
Bonds	203	197	177	△9.8%	191	171	170	177	189	193	2.2%	12.7%
Beneficiary certificates *	4,642	4,412	5,822	32.0%	4,947	4,958	5,223	5,822	6,207	5,902	∆4.9%	19.0%
Other	135	111	135	21.9%	139	122	135	135	145	115	△20.6%	△6.0%
Assets under custody	11,192	11,111	14,544	30.9%	12,410	12,621	12,901	14,544	15,206	14,303	∆5.9%	13.3%
※ Including fur	nd wraps and	d cumulative	e investmen	t								

■ Shares ■ Bonds □Beneficiary certificates \* ☑Other



(100 millions of yen)

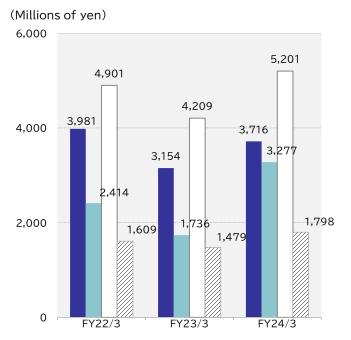


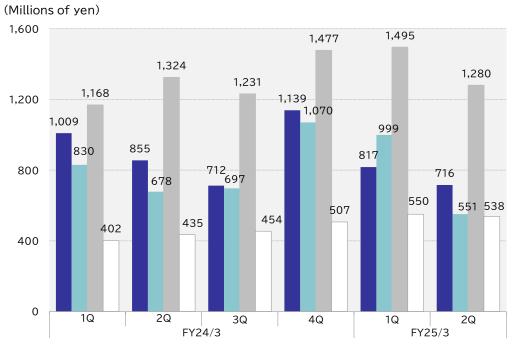
# Major Revenues

(Millions of yen)

	EV22/2	EV22/2	FY23/3 FY24/3	Year-on-		FY2	1/3		FY2	5/3	Quarter- on-quarter change	Year-on- year
	FY22/3	F123/3	F124/3	Year change	1Q	2Q	3Q	4Q	1Q	2Q		change
Japanese stocks	3,981	3,154	3,716	17.8%	1,009	855	712	1,139	817	716	∆12.4%	△16.2%
Foreign stocks (Brokerage transaction/over-the-counter transactions)	2,414	1,736	3,277	88.8%	830	678	697	1,070	999	551	△44.8%	△18.6%
Investment trust (including agency fee)	4,901	4,209	5,201	23.6%	1,168	1,324	1,231	1,477	1,495	1,280	∆14.4%	∆3.3%
Fund wrap reward	1,609	1,479	1,798	21.6%	402	435	454	507	550	538	△2.2%	23.7%

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

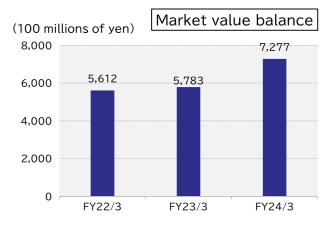


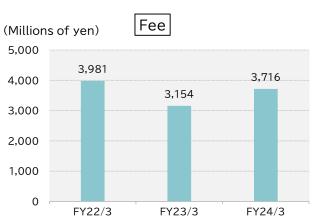


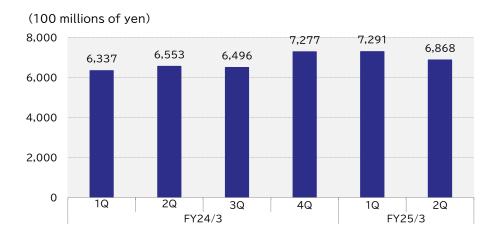
### **Domestic Stocks**

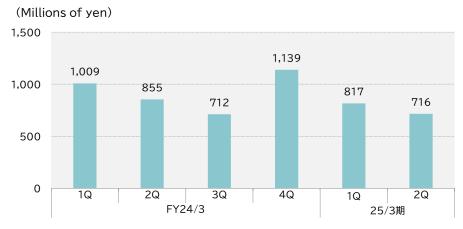
	FY22/3	FY23/3	FY24/3	Year-on- Year change
Market value balance (100 millions of yen)	5,612	5,783	7,277	25.8%
Fee (Millions of yen)	3,981	3,154	3,716	17.8%

	FY2	4/3		FY2	5/3	Quarter- on-	Year-on-
1Q	2Q	3Q	4Q	1Q	2Q	quarter change	year change
6,337	6,553	6,496	7,277	7,291	6,868	∆5.8%	4.8%
1,009	855	712	1,139	817	716	∆12.4%	△16.2%





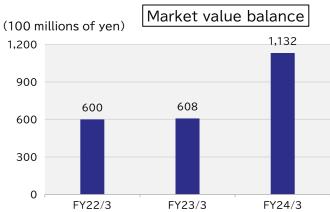


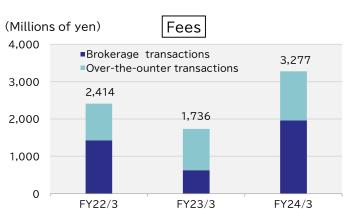


# Foreign Stocks (U.S. Stocks)

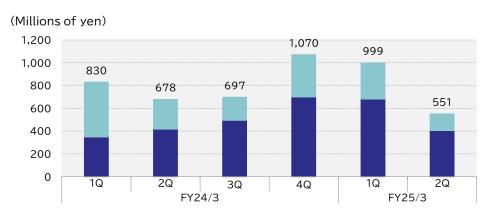
	FY22/3	FY23/3	FY24/3	Year-on- Year change
Market value balance (100 millions of yen)	600	608	1,132	86.0%
Fees (Millions of yen)	2,414	1,736	3,277	88.8%
Of which: Brokerage transactions	1,431	630	1,963	211.5%
Of which: Over-the- counter transactions	982	1,105	1,314	18.8%

	FY2	4/3		FY2	5/3	Quarter-	Year-on-
1Q	2Q	3Q	4Q	1Q	2Q	on-quarter change	year change
797	817	878	1,132	1,374	1,226	△10.8%	50.0%
830	678	697	1,070	999	551	∆44.8%	△18.6%
349	417	495	700	681	404	∆40.6%	∆3.0%
480	260	202	370	317	146	△53.8%	△43.7%







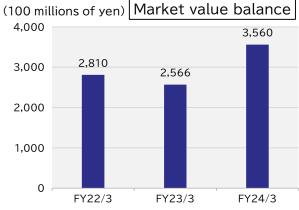


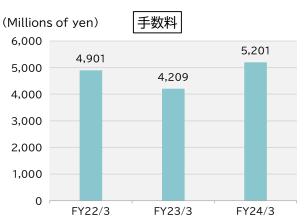


# Investment trusts Market value balance of equity investment trusts (excluding fund wraps, MRFs and foreign currency MMFs)

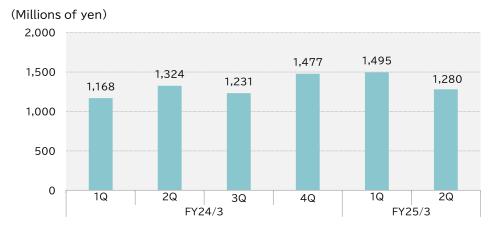
	FY22/3	FY23/3	FY24/3	Year-on- Year change
Market value balance (100 millions of yen)	2,810	2,566	3,560	38.8%
Fees (including agency fees, millions of yen)	4,901	4,209	5,201	23.6%

	FY2	4/3		FY2	5/3	Quarter- on-	Year-on- year change	
1Q	2Q	3Q	4Q	1Q	2Q	quarter change		
2,840	2,927	3,102	3,560	3,858	3,637	△5.7%	24.3%	
1,168	1,324	1,231	1,477	1,495	1,280	∆14.4%	∆3.3%	



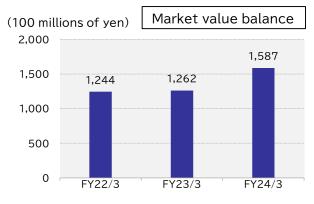


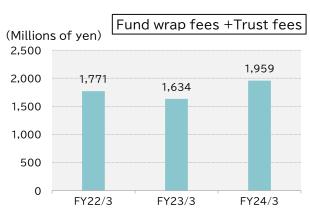




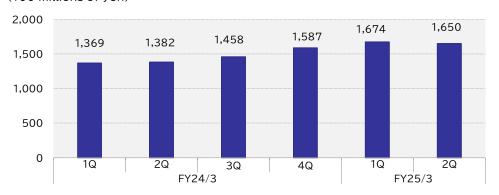
# Mito Fund Wrap

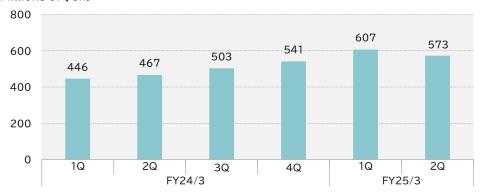
	EV22/2	FY22/3 FY23/3	Y23/3 FY24/3	Year-on- Y24/3 Year change	FY24/3				FY2	5/3	Quarter-	Year-on-
	F122/3				1Q	2Q	3Q	4Q	1Q	2Q	on-quarter change	year change
Market value balance (100 millions of yen)	1,244	1,262	1,587	25.7%	1,369	1,382	1,458	1,587	1,674	1,650	∆1.4%	19.4%
Fund wrap fees + Trust fees (Millions of yen)	1,771	1,634	1,959	19.9%	446	467	503	541	607	573	∆5.5%	22.7%
Cumulative number of contracts	9,607	10,888	12,261	12.6%	11,172	11,517	11,887	12,261	12,731	13,237	4.0%	14.9%





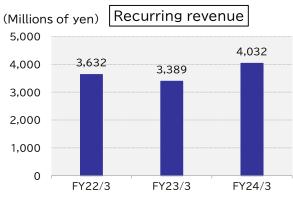
#### (100 millions of yen)

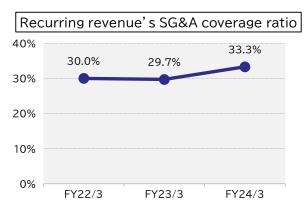


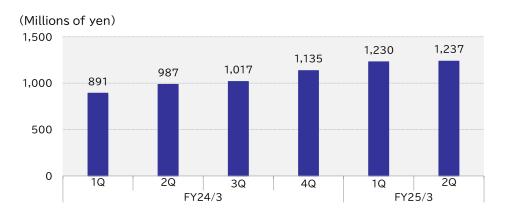


# Recurring Revenue and SG&A Expense Coverage Ratio MITO SECURITIES CO., LTD.

one year	FY22/3 FY23/3		EV24/2	Year-on-		FY2	4/3		FY25/3		Quarter-	Year-on-
	FY22/3	F123/3	FYZ4/3	Year change	1Q	2Q	3Q	4Q	1Q	2Q	on-quarter change	year change
Recurring revenue	3,632	3,389	4,032	19.0%	891	987	1,017	1,135	1,230	1,237	0.5%	25.2%
Of which: Investment trust agency commissions	2,022	1,909	2,233	17.0%	489	552	562	628	680	698	2.7%	26.5%
Of which: Fund wrap fees	1,609	1,479	1,798	21.6%	402	435	454	507	550	538	∆2.2%	+23.7%
Recurring revenue's SG&A coverage ratio	30.0%	29.7%	33.3%		30.1%	33.4%	35.0%	34.6%	38.2%	43.2%	_	





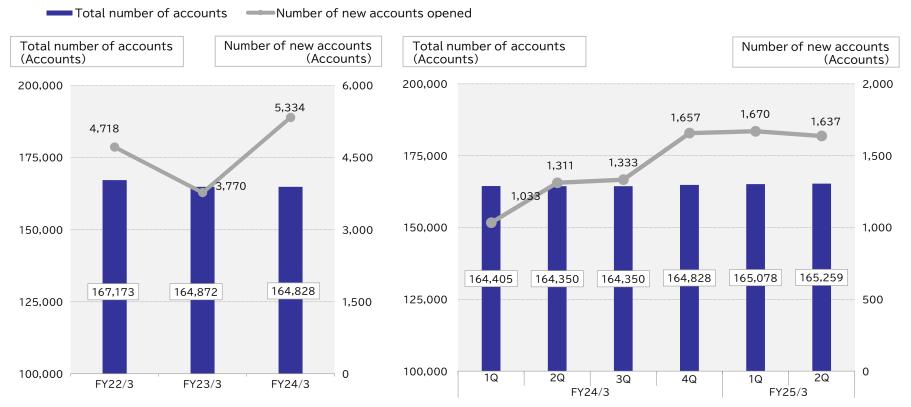




### Number of Customer Accounts

(Accounts)

	FY22/3 FY23/3 FY24/		Year-on- FY24/3 Year			FY2	4/3		FY2	5/3	Quarter-	Year-on-
	F122/3	F123/3	F124/3	change	1Q	2Q	3Q	4Q	1Q	2Q	on-quarter change	year change
Total number of accounts	167,173	164,872	164,828	△0.0%	164,405	164,350	164,350	164,828	165,078	165,259	0.1%	0.6%
Of which: retail	157,162	154,719	154,617	△0.1%	154,237	154,184	154,145	154,617	154,873	155,038	0.1%	0.6%
Number of new accounts opened	4,718	3,770	5,334	41.5%	1,033	1,311	1,333	1,657	1,670	1,637	△2.0%	24.9%





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#### Note:

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Mito Securities Co., Ltd.

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