Stock Code:8624

IR Presentation

for Second quarter, year ending March 2013

November 2012

Ichiyoshi Securities Co., Ltd.

Ⅰ. Business Results (Consolidated)

1. Profit & Loss

ICHIYOSHI SECURITIES

(¥ million)

	2012／3				2013／3		Quarter-on-Quarter
	1Q	2Q	3Q	4Q	1Q	2Q	
Operating revenue	3,575	3,680	3,059	4,092	3,251	3,867	19.0%
Operating costs & expenses	3,693	3,511	3,544	3,708	3,593	3,420	△4.8%
Current income	△113	126	△504	354	△324	409	—
Extraordinary income	1	31	—	9	8	—	—
Extraordinary loss	6	11	3	66	2	6	128.3%
Corporate tax	9	11	14	18	11	20	71.7%
Tax adjustment	3	△1	1	△17	6	△3	—
Net income	△131	135	△523	297	△337	385	—

(¥ million)

	(accumulative)		Year-on-Year
	2012/3 2Q	2013/3 2Q	
Operating revenue	7,256	7,118	△1.9%
Operating costs & expenses	7,204	7,014	△2.6%
Current income	13	84	546.0%
Extraordinary income	32	8	△75.4%
Extraordinary loss	18	8	△52.6%
Corporate tax	21	32	53.3%
Tax adjustment	1	2	78.6%
Net income	4	47	—

2. Financial Results

	2012／3				2013／3		Quarter-on-Quarter	Year-on-Year
	1Q	2Q	3Q	4Q	1Q	2Q		
Total assets (¥mil.)	34,686	35,504	32,402	34,091	31,720	31,770	0.2%	△10.5%
Total net worth (¥mil.)	24,004	24,121	23,148	23,486	22,636	22,714	0.3%	△5.8%
Equity ratio (%)	69.0	67.7	71.2	68.7	71.1	71.3	—	—
Net worth per share (¥)	544.84	548.25	526.07	533.78	514.41	526.61	—	—
Capital adequacy ratio (%) (parent)	446.9	463.2	445.5	448.7	435.8	442.1	—	—
EPS (¥)	△2.99	0.09	△11.84	△5.08	△7.70	1.09	—	—
ROE (%)	△0.5	0.0	△2.2	△0.9	△1.5	0.2	—	—

3. Balance Sheets

ICHIYOSHI SECURITIES

（¥ million）

	2012／3				2013／3		Quarter-on-Quarter	Year-on-Year
	1Q	2Q	3Q	4Q	1Q	2Q		
Assets								
Current assets	26,734	27,574	24,656	26,469	24,299	24,463	0.7%	△11.3%
Fixed assets	7,952	7,929	7,746	7,622	7,421	7,306	△1.5%	△7.9%
Total assets	34,686	35,504	32,402	34,091	31,720	31,770	0.2%	△10.5%
Liabilities								
Current liabilities	9,800	10,371	8,243	9,731	8,220	8,188	△0.4%	△21.1%
Fixed liabilities	779	898	898	770	767	771	0.5%	△14.1%
Total liabilities	10,682	11,383	9,254	10,605	9,084	9,056	△0.3%	△20.4%
Net worth								
Net worth	24,004	24,121	23,148	23,486	22,636	22,714	0.3%	△5.8%
Total liabilities & net worth	34,686	35,504	32,402	34,091	31,720	31,770	0.2%	△10.5%

4. Breakdown of Net Operating Revenue

ICHIYOSHI SECURITIES

(¥ million)

	2012／3				2013／3		Quarter-on-Quarter
	1Q	2Q	3Q	4Q	1Q	2Q	
Commission revenue	3,233	3,374	2,740	3,600	2,919	3,559	21.9%
Gains on trading	73	70	75	197	29	28	△4.7%
Interest and dividend income	39	39	32	34	36	39	8.2%
Other operating revenue	229	196	210	259	265	240	△9.4%
Interest expenses	14	18	17	16	11	14	25.8%
Total	3,560	3,662	3,042	4,075	3,239	3,853	18.9%

(¥ million)

	(accumulative)		Year-on-Year
	2012/3 2Q	2013/3 2Q	
Commission revenue	6,607	6,478	△2.0%
Gains on trading	144	57	△59.9%
Interest and dividend income	78	76	△3.3%
Other operating revenue	425	505	18.9%
Interest expenses	33	26	△21.3%
Total	7,223	7,092	△1.8%

5. Breakdown of Gains on Trading

ICHIYOSHI SECURITIES

（¥ million）

	2012／3				2013／3		Quarter-on-Quarter
	1Q	2Q	3Q	4Q	1Q	2Q	
Stocks	52	37	20	115	7	8	18.0%
Bonds･Forex	21	32	55	81	22	19	△11.8%
（Bonds）	（56）	（33）	（51）	（64）	（22）	（14）	△37.7%
（Forex）	（△34）	（△0）	（3）	（17）	（△0）	（5）	—
Total	73	70	75	197	29	28	△4.7%

（¥ million）

(accumulative)		Year-on-Year
2012/3 2Q	2013/3 2Q	
89	15	△82.8%
54	42	△21.9%
（89）	（37）	（△58.3%）
（△35）	（4）	（—）
144	57	△59.9%

6. Breakdown of Commission Revenue

ICHIYOSHI SECURITIES

(¥ million)

	2012／3				2013／3		Quarter-on-Quarter
	1Q	2Q	3Q	4Q	1Q	2Q	
Brokerage							
Stocks	929	939	734	1,294	847	870	2.8%
Distribution							
Investment trust	924	1,161	980	1,290	1,051	1,563	48.6%
Underwriting							
IPO	1	4	25	2	1	54	―
PO	217	151	5	8	―	44	―
Total	218	155	30	10	1	98	―
Others							
Beneficiary certificates	1,059	998	887	886	885	895	1.2%
Others	95	113	90	111	114	117	2.5%
Total	1,155	1,111	977	997	1,000	1,013	1.4%

(¥ million)

	(accumulative)		Year-on-Year
	2012/3 2Q	2013/3 2Q	
Brokerage			
Stocks	1,869	1,717	△8.1%
Distribution			
Investment trust	2,085	2,615	25.4%
Underwriting			
IPO	5	56	980.6%
PO	368	44	△88.1%
Total	374	100	△73.2%
Others			
Beneficiary certificates	2,058	1,780	△13.5%
Others	209	232	10.9%
Total	2,267	2,013	△11.2%

7. Operating Cost and Expenses

(¥ million) (¥ million)

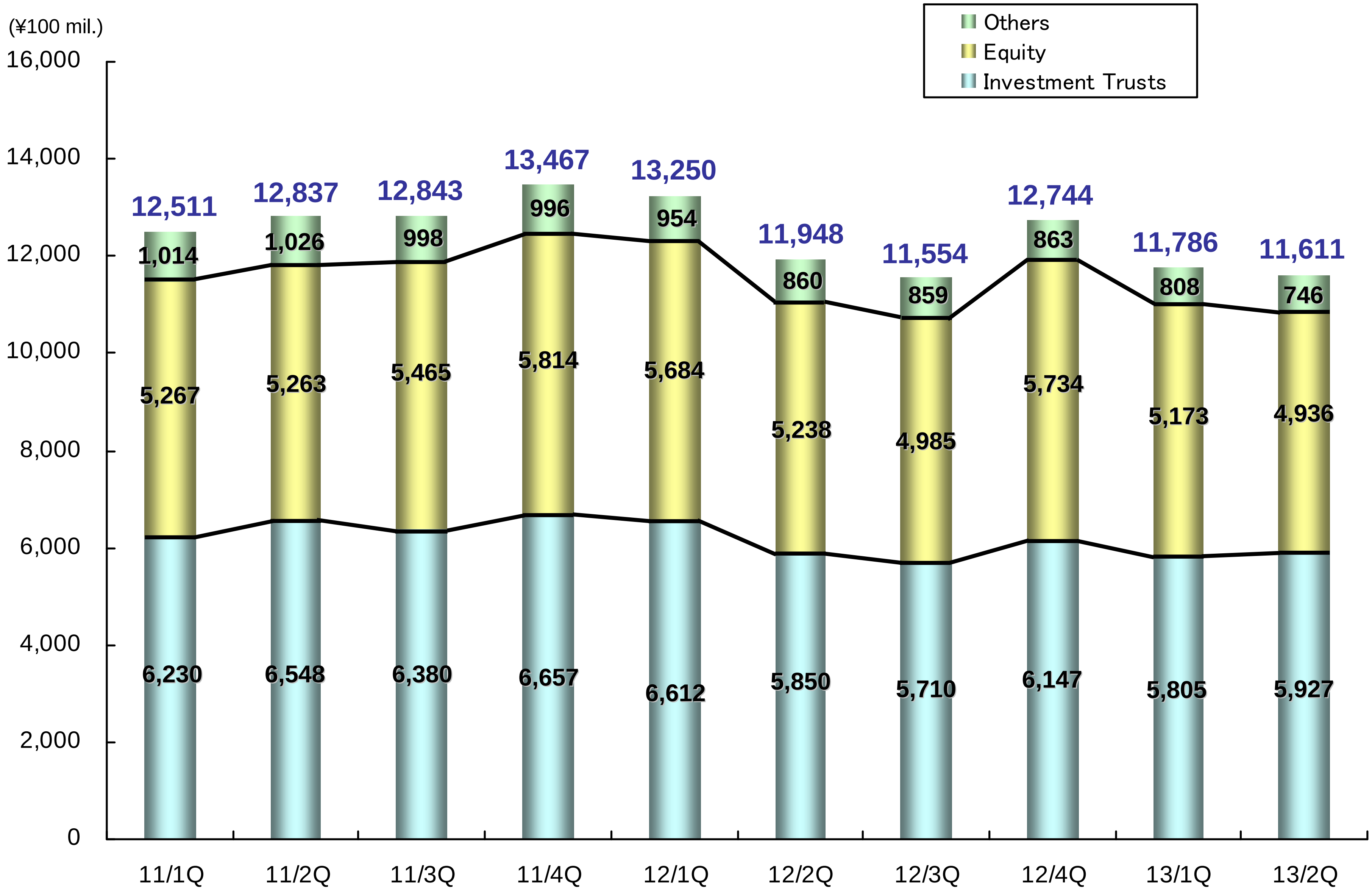
	2012／3				2013／3		Quarter-on-Quarter	(accumulative)		Year-on-Year
	1Q	2Q	3Q	4Q	1Q	2Q		2012/3 2Q	2013/3 2Q	
Transaction related expenses	364	298	342	394	362	274	△24.2%	662	637	△3.7%
Personnel expenses	1,966	1,936	1,909	1,967	1,924	1,889	△1.8%	3,903	3,813	△2.3%
Property related expenses	431	409	421	410	409	407	△0.5%	840	816	△3.0%
Clerical expenses	572	535	543	601	586	560	△4.4%	1,108	1,147	3.5%
Depreciation	147	149	151	147	114	110	△3.2%	296	224	△24.3%
Public charges	35	39	36	37	32	37	14.1%	75	70	△6.9%
Allowances for doubtful accounts	0	△0	0	0	0	△0	—	0	—	—
Others	175	142	140	148	163	141	△13.7%	317	304	△4.2%
Total	3,693	3,511	3,544	3,708	3,593	3,420	△4.8%	7,204	7,014	△2.6%

<Reference> Fixed cost and Variable cost are inscribed on a parent basis.

	2012／3 1Q	2012／3 2Q	2012／3 3Q	2012／3 4Q	2013／3 1Q	2013／3 2Q	Quarter-on-Quarter	2012/3 2Q	2013/3 2Q	Year-on-Year
Fixed cost	2,727	2,587	2,638	2,564	2,609	2,500	△4.2%	5,315	5,109	△3.9%
Variable cost	719	683	633	837	707	658	△6.9%	1,403	1,365	△2.7%

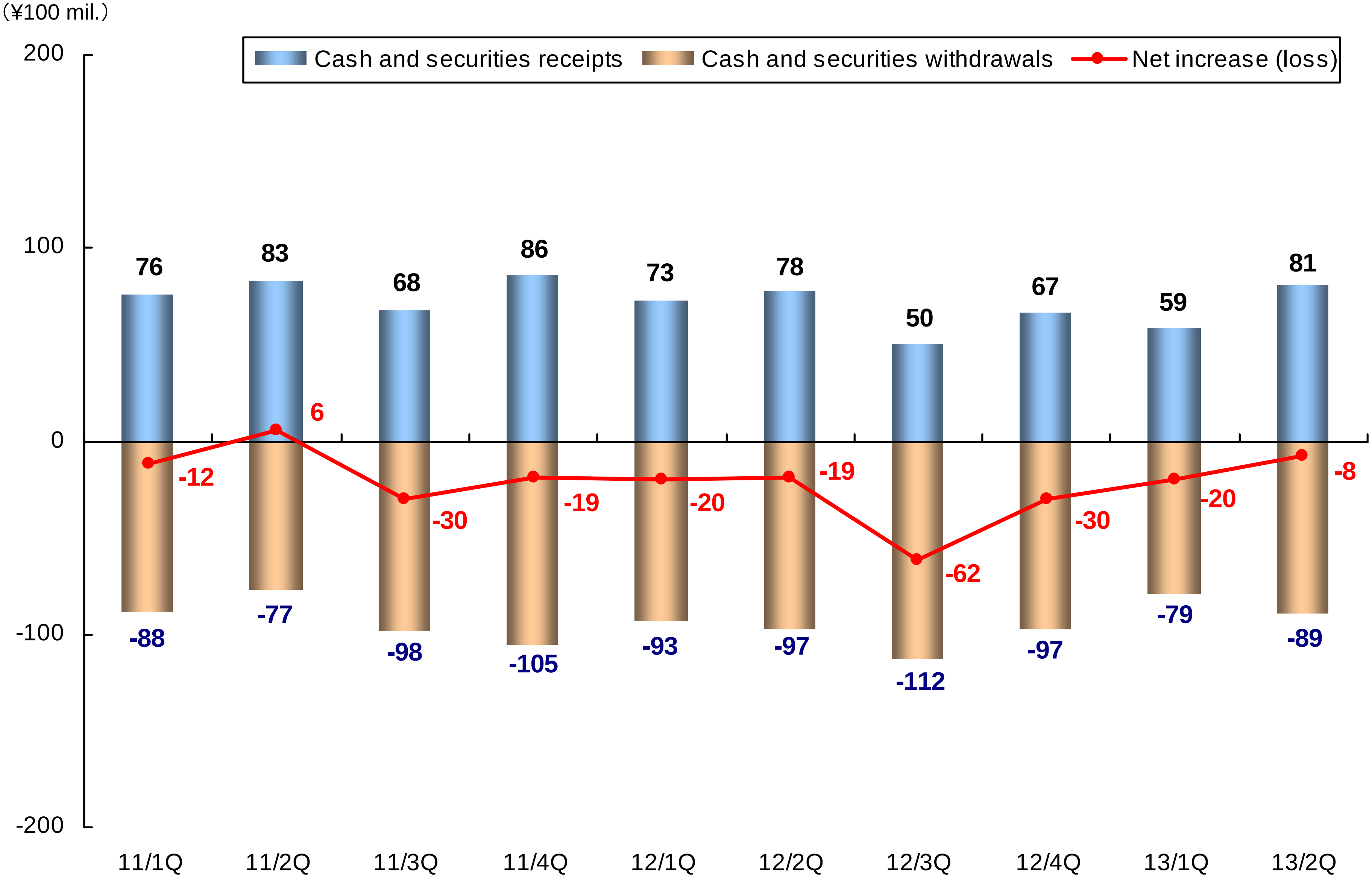
Ⅱ. Business Circumstances

1. Customer Assets under Custody

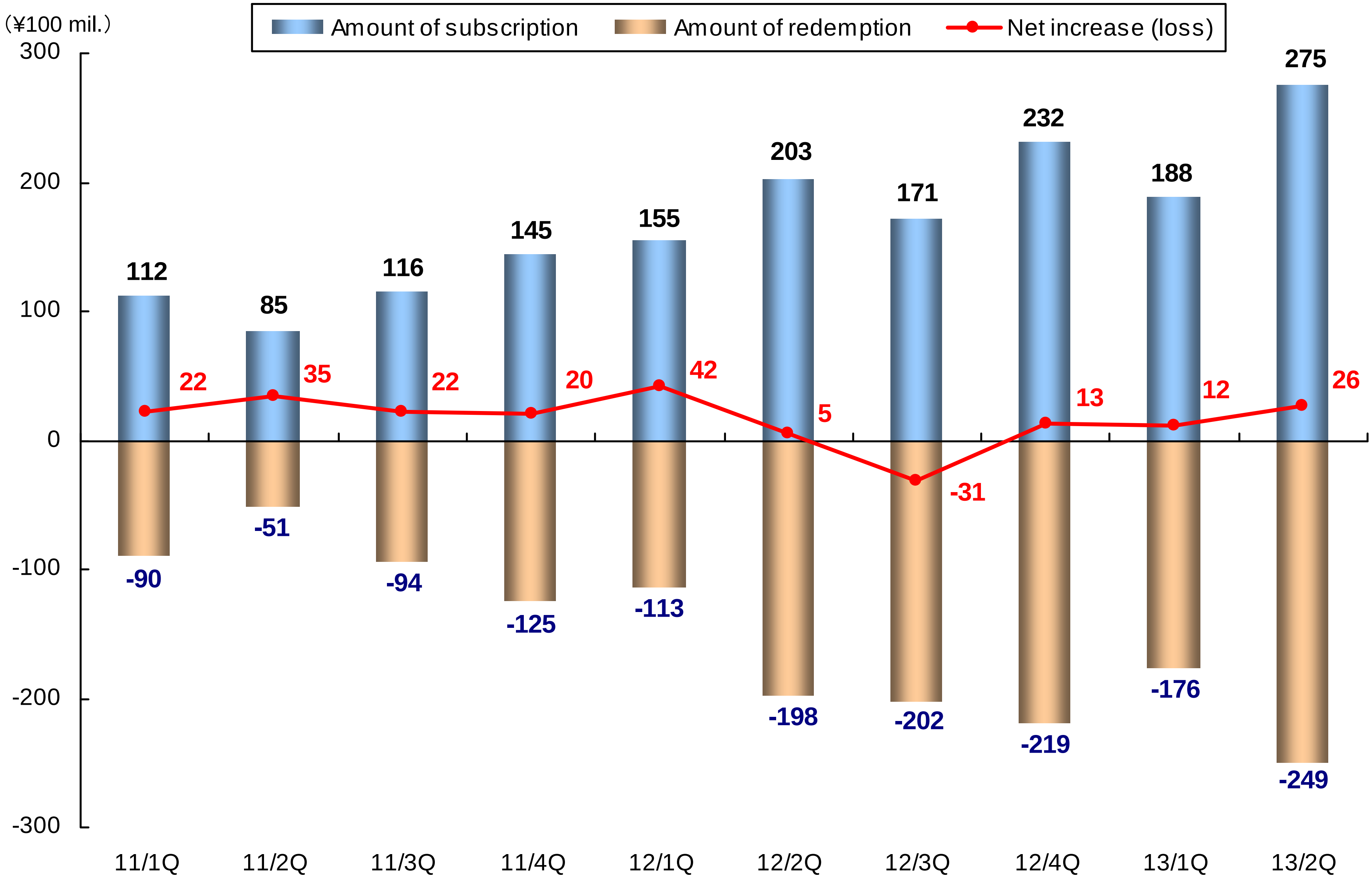


2. Cash and Securities Receipts/ Cash and Securities Withdrawals/ Net Increase (Monthly Average)

ICHIYOSHI SECURITIES



3. Subscription/ Redemption/ Net Increase of Investment Trusts (Monthly Average)



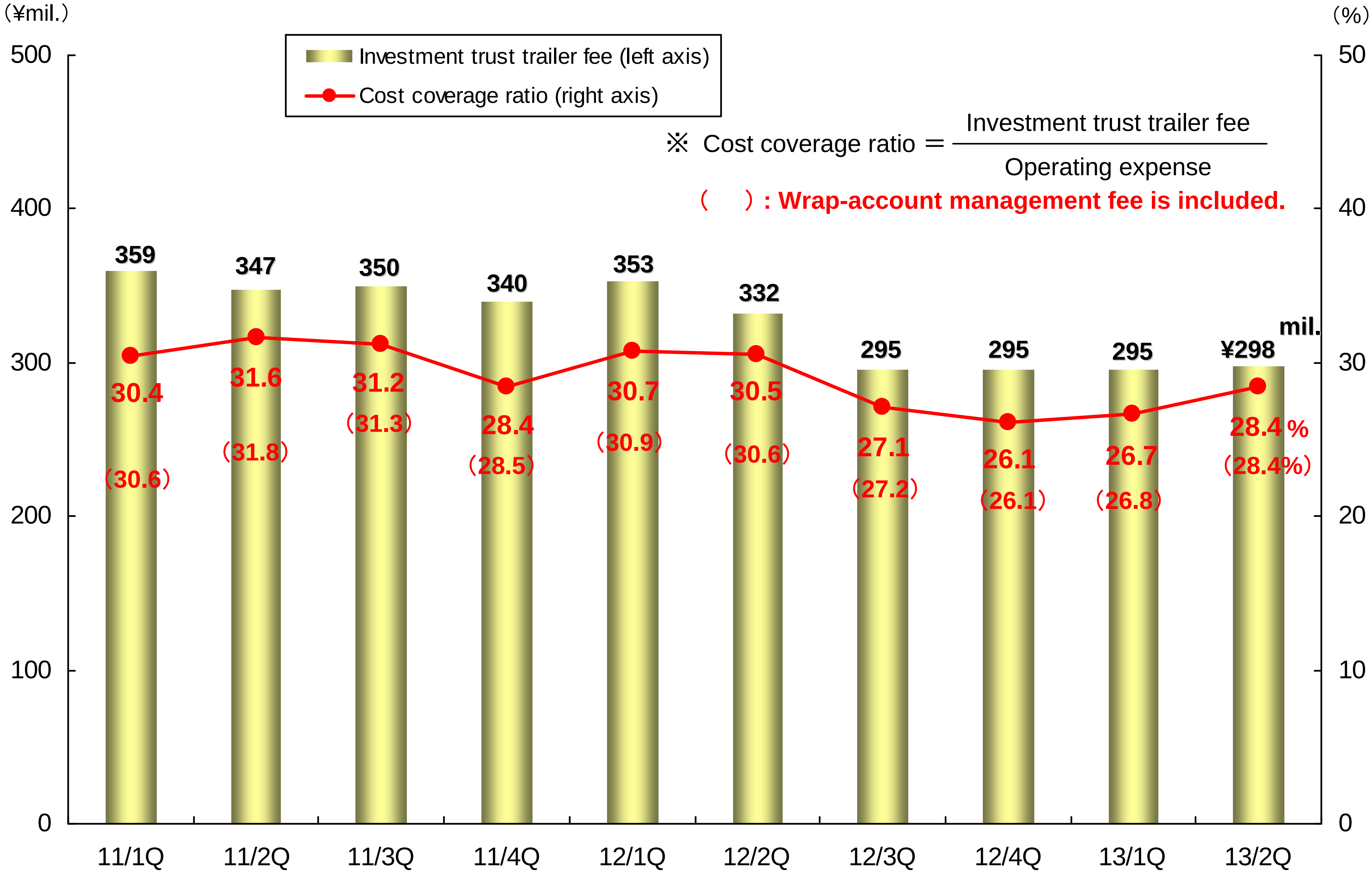
4. Top 5 Best Selling Investment Trusts (Total Amounts of 3 Months)

ICHIYOSHI SECURITIES

(¥ 100 mil.)

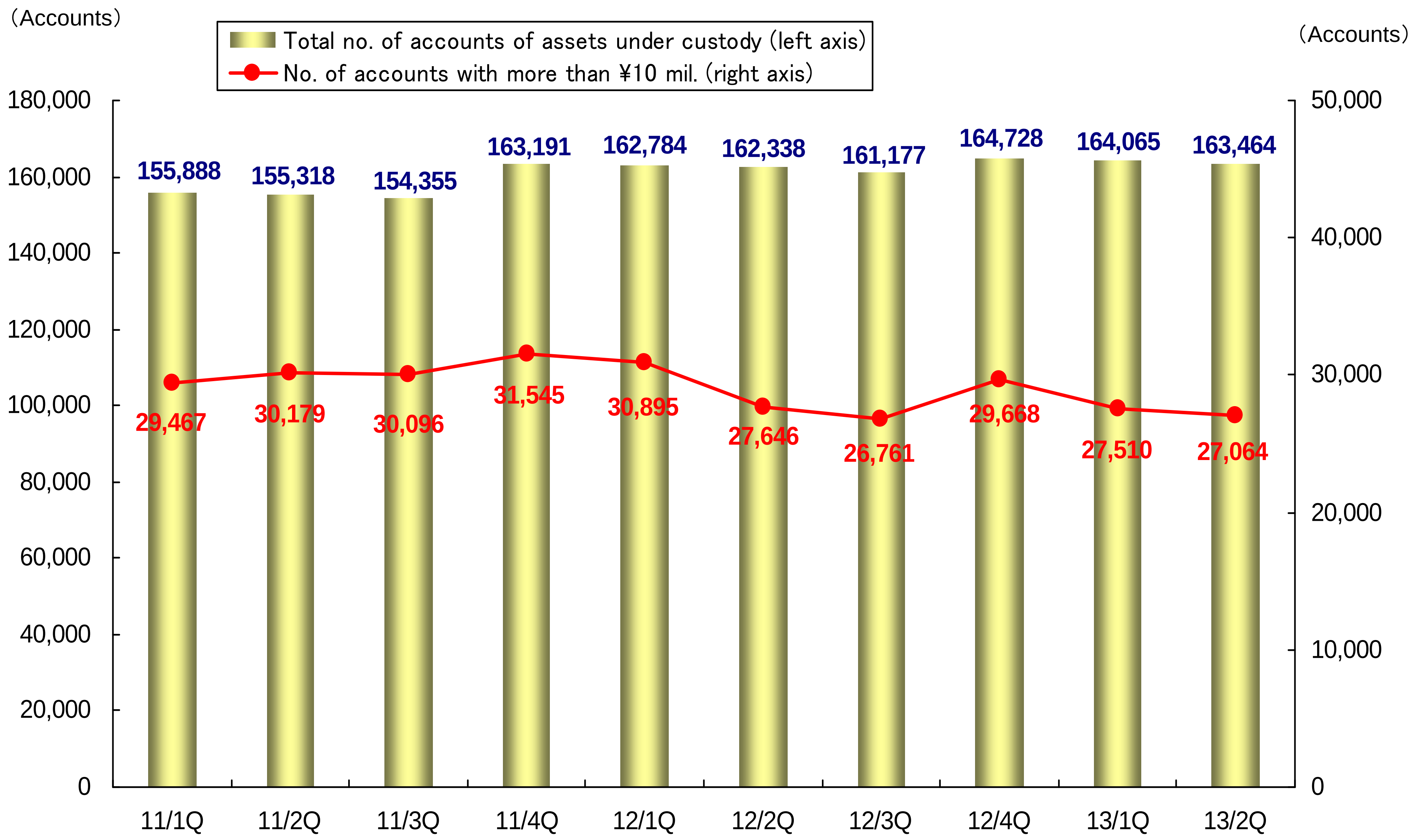
	2011/3				2012/3				2013/3	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
BAM World Bond & Currency Fund								195	211	259
LM Australia Monthly Dividend Fund							99	125	83	157
UBS Global High Yield CB Fund 2012-08(JPY Hedge)										122
Global REIT Open	39		165	148	100	65	75	105	66	78
Global High Yield CB Fund 2012-09(JPY Hedge)										48
US Manufacturer Stock Fund									51	
HSBC New Leaders Sovereign Open				25	90	144	36		34	
East Japan Reconstruction Support Stock Fund							61	47		
BNY Mellon Emerging Sovereign Fund(JPY Hedge)						68				
DWS Global Public Utility Bond Fund						80	124	67		
Mellon World Emerging Country Sovereign Fund	66	40	37	35	87	92				
Global Sovereign Open	89	111	58	64	74					
Ichiyoshi Invesco Mid/Small Growth Fund		29	21	59	46					
Daiwa Nippon-Kokusai Fund		28	18							
Pictet Global Income Stock Fund	45	17								
HSBC Asia Quality Stock Open	45									

5. Trend of Investment Trust Trailer Fee and its Cost Coverage (Monthly Average/Parent Company Basis)



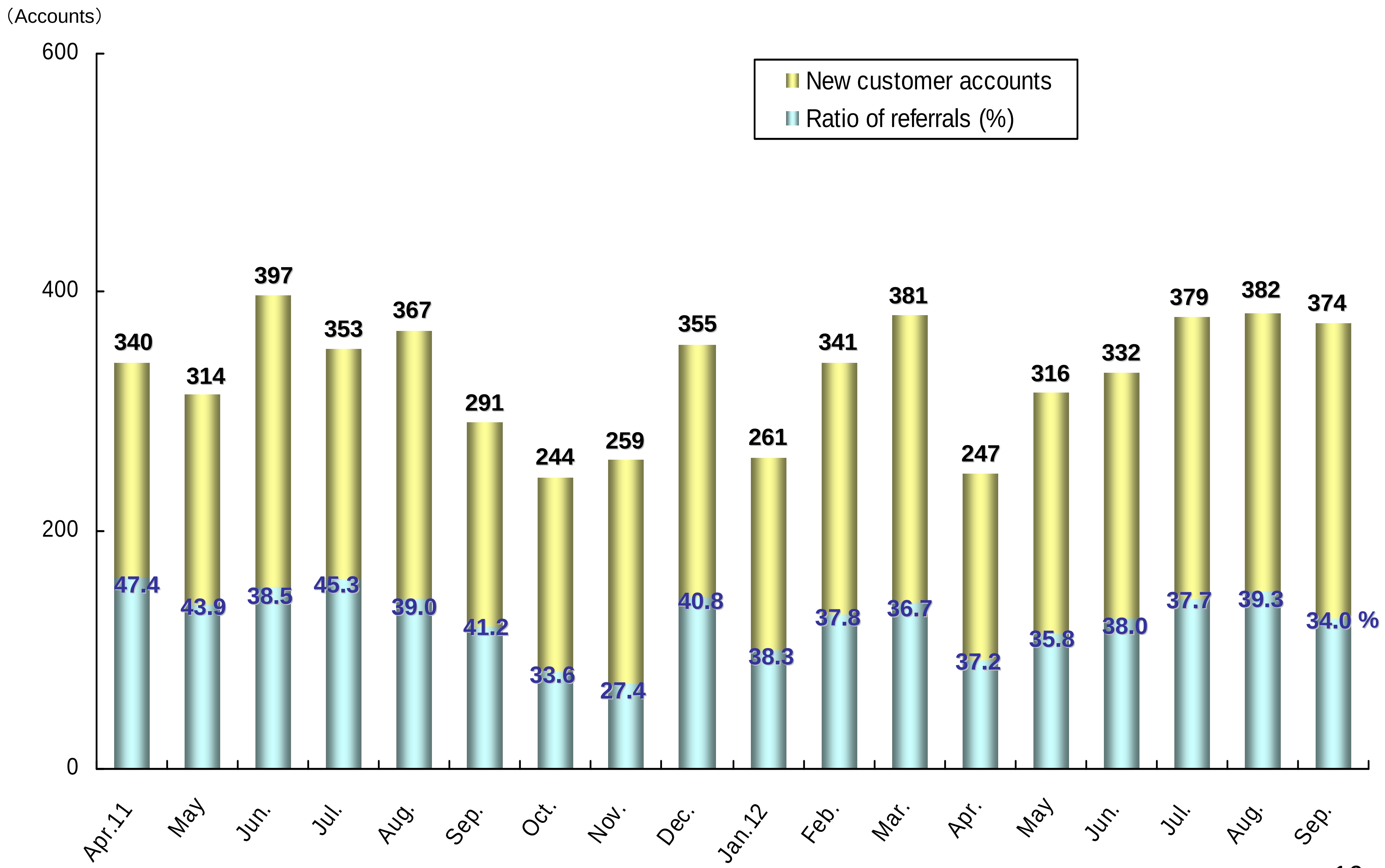
6. Number of Customer Accounts (Retail)

ICHIYOSHI SECURITIES



7. Number of New Customer Accounts and Ratio of Referrals (Retail)

ICHIYOSHI SECURITIES



8. Accumulated Number of Companies Lead- and Co-managed

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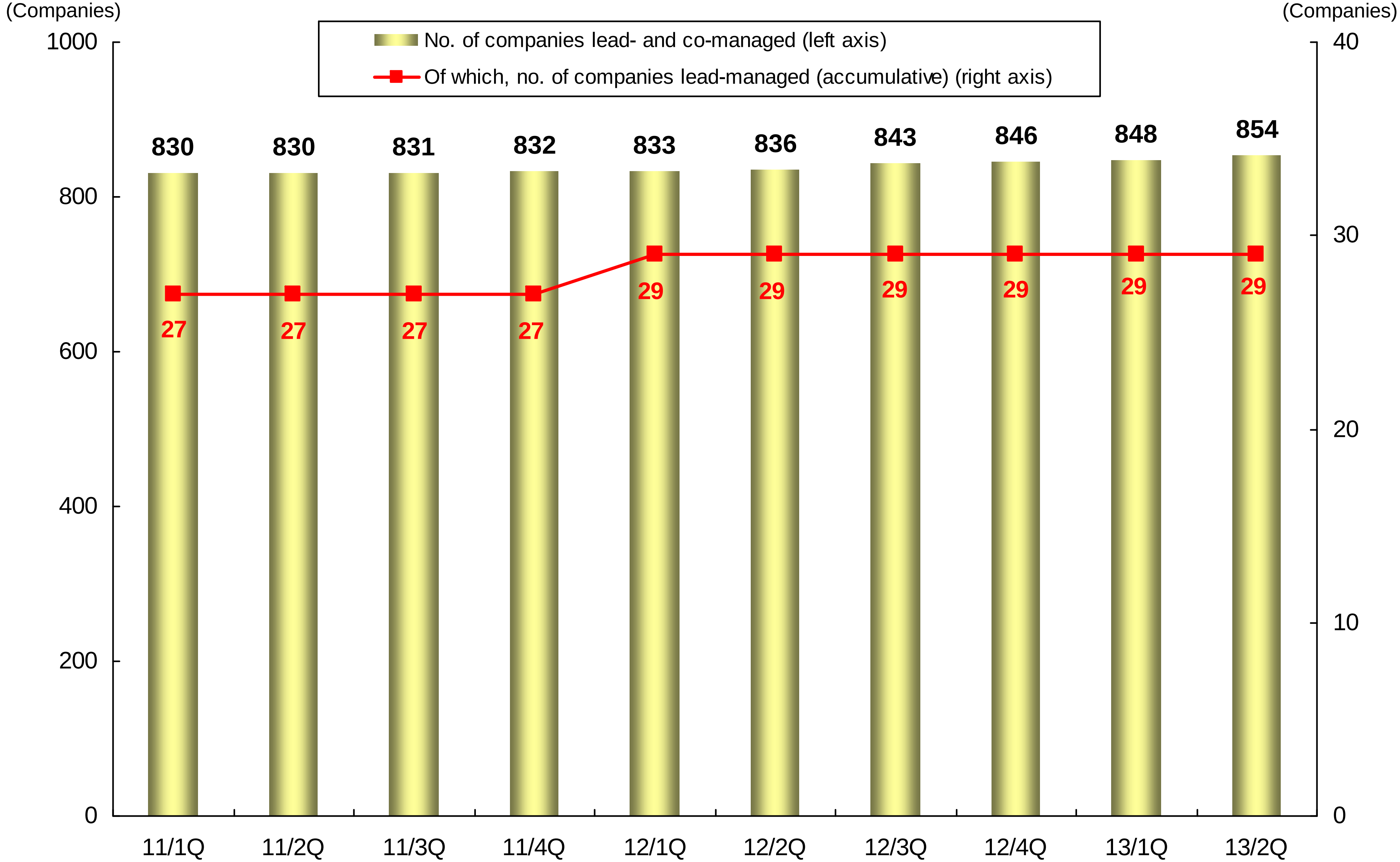

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