



Ichiyoshi Securities Co., Ltd.

Financial Results Briefing for the Fiscal Year Ending March 2025



(excerpt)

May 29, 2025

Hirofumi Tamada

President, Representative Executive Officer

I : Business Result (Consolidated)

- ◆ Operating revenue amounted to 18,804 million yen, a decrease of 33 million yen (down 0.2%) from the year-earlier period.
- ◆ Current income amounted to 2,406 million yen, a decrease of 468 million yen (down 16.3%) from the year-earlier period.
- ◆ Net income attributable to owners of parent amounted to 1,564 million yen, a decrease of 365 million yen (down 18.9%) from the year-earlier period.

	(JPY mil.)				(JPY mil.)			
	FY 2023	FY 2024	Year-on-year (%)	Year-on-Year	FY 2024			
					1Q	2Q	3Q	4Q
Operating revenue	18,837	18,804	▲0.2%	▲33	4,998	4,726	4,732	4,347
Net operating revenue	18,798	18,762	▲0.2%	▲35	4,990	4,715	4,722	4,334
Operating cost & expenses	15,995	16,476	3.0%	481	4,108	4,073	4,209	4,085
Operating income	2,803	2,285	▲18.5%	▲517	882	641	512	248
Current income	2,875	2,406	▲16.3%	▲468	900	681	537	286
Extraordinary income & loss	42	▲21	—	▲64	0	1	4	▲27
Income taxes	987	820	▲16.9%	▲167	310	232	187	90
Net income attributable to owners of parent	1,929	1,564	▲18.9%	▲365	590	451	354	168

2. Breakdown of Net Operating Revenue

- ◆ Commissions amounted to 18,346 million yen, a slight decrease of 26 million yen (down 0.1%) from the year-earlier period, mainly due to a fall in brokerage commissions and distribution fees on investment trusts.
- ◆ Net gains on trading amounted to 45 million yen, a decrease of 45 million yen (down 49.7%) from the year-earlier period, chiefly as net trading income on stocks decreased.

	(JPY mil.)				(JPY mil.)			
	FY 2023	FY 2024	Year-on-year (%)	Year-on-year	FY 2024			
					1Q	2Q	3Q	4Q
Commissions	18,372	18,346	▲0.1%	▲26	4,882	4,606	4,624	4,232
Gains on trading	91	45	▲49.7%	▲45	20	5	12	7
Other operating balance	214	241	12.8%	27	56	69	52	64
Interest & dividend income	120	128	7.0%	8	31	34	32	29
Total	18,798	18,762	▲0.2%	▲35	4,990	4,715	4,722	4,334

3. Breakdown of Commission Revenue

- ◆ Brokerage commissions on stocks amounted to 4,320 million yen, a decrease of 1,016 million yen (down 19.0%) from the year-earlier period.
- ◆ Commissions from distribution of investment trusts amounted to 1,603 million yen, a decrease of 959 million yen (down 37.4%) from the year-earlier period.
- ◆ Commissions from other sources (mainly trust fees on investment trusts) amounted to 11,756 million yen, an increase of 1,970 million yen (up 20.1%) from the year-earlier period.

(JPY mil.)					(JPY mil.)			
	FY 2023	FY 2024	Year-on-year (%)	Year-on-year	FY 2024			
					1Q	2Q	3Q	4Q
Commissions	18,372	18,346	▲0.1%	▲26	4,882	4,606	4,624	4,232
Brokerage (Major item)								
Stocks	5,336	4,320	▲19.0%	▲1,016	1,180	1,110	1,040	987
Distribution (Major item)								
Investment trusts	2,563	1,603	▲37.4%	▲959	519	399	396	288
Commissions from other sources (Major items)								
Investment trusts (trust fees, etc.)	9,786	11,756	20.1%	1,970	3,012	2,918	3,029	2,795
Other than investment trusts	579	560	▲3.3%	▲18	144	147	132	136
Total	10,365	12,317	18.8%	1,951	3,156	3,066	3,161	2,932

4. Breakdown of Gains or loss on Trading

◆ Net gains on trading amounted to 45 million yen, a decrease of 45 million yen (down 49.7%) from the year-earlier period, chiefly as net trading income on stocks decreased.

	FY 2023	FY 2024	Year-on-year (%)	Year-on-year	(JPY mil.)			
					FY 2024			
					1Q	2Q	3Q	4Q
Stocks, etc.	75	25	▲65.9%	▲50	16	1	1	5
Bonds ・ Forex, etc.	15	19	32.2%	4	3	4	10	1
(Bonds, etc.)	(1)	(1)	(▲8.8%)	(▲0)	(0)	(0)	(0)	(0)
(Forex, etc.)	(13)	(18)	(37.9%)	(5)	(2)	(3)	(10)	(1)
Total	91	45	▲49.7%	▲45	20	5	12	7

5. Operating Cost and Expenses

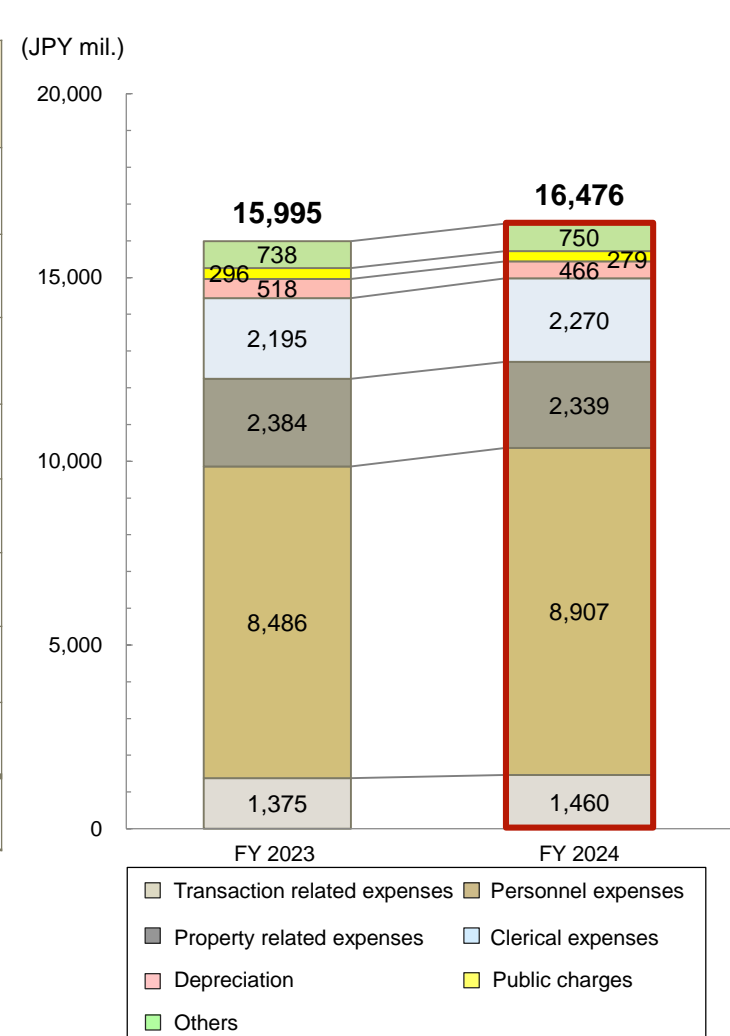
- ◆ Operating cost and expenses amounted to 16,476 million yen, an increase of 481 million yen (up 3.0%) from the year-earlier period, mainly increased in personnel expenses.

	FY 2023	FY 2024	Year-on-year (%)	Year-on-year (JPY mil.)
Transaction related expenses	1,375	1,460	6.2%	85
Personnel expenses	8,486	8,907	5.0%	421
Property related expenses	2,384	2,339	▲1.9%	▲44
Clerical expense	2,195	2,270	3.5%	75
Depreciation	518	466	▲10.0%	▲51
Public charges	296	279	▲5.9%	▲17
Provision of allowance for doubtful accounts	0	0	—	0
Others	738	750	1.7%	12
Total	15,995	16,476	3.0%	481

<Reference> FY 2024 fixed cost and variable cost (non-consolidated basis)

Fixed cost	11,614
Variable cost	3,817

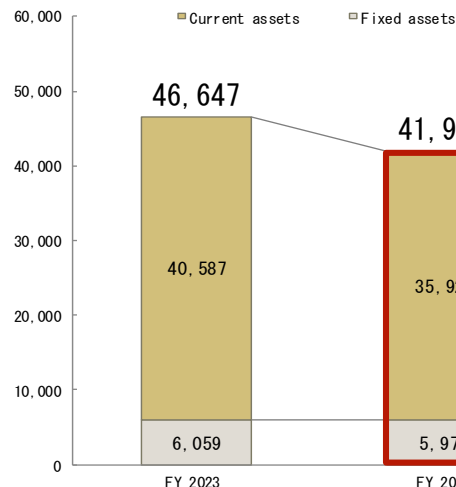
(JPY mil.)



Balance Sheets

Total Assets

(JPY mil.)



Increase in margin transaction assets and advances paid

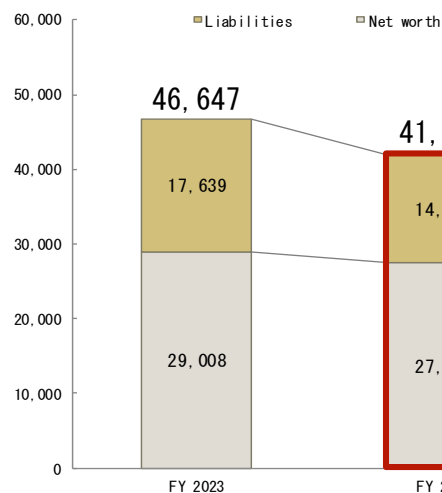
Decrease in cash and deposits, segregated deposits and deposits paid for underwritten offering, etc.

Increase in intangible assets

Decrease in property, plant and equipment, investments and other assets

Sum of Liabilities and Net Worth

(JPY mil.)



Decrease in margin transaction liabilities, deposits received and guarantee deposits received

Increase as a result of recorded net income

Decrease due to dividend payments and acquisition of treasury shares

Financial Result

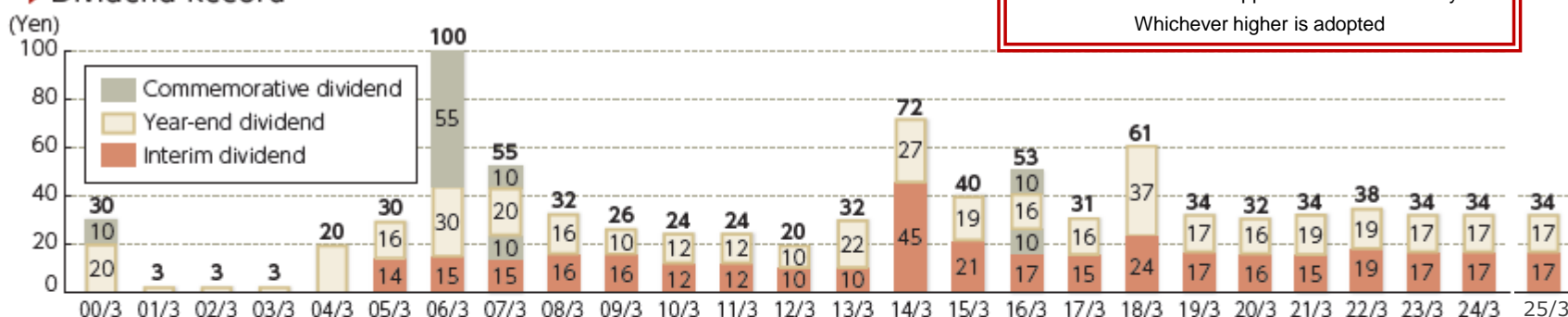
	FY 2024	Change from FY 2023 end.
Equity ratio (%)	65.4	3.3
Net assets per share (JPY)	861.85	5.26
Capital adequacy ratio (non-consolidated basis) (%)	448.0	▲70.0

	FY 2024	Year-on-year
EPS (JPY)	47.11	▲10.00
ROE (%)	5.5	▲1.3

7. Shareholder Return Policy

- One of Ichiyoshi's core management policies is to make an appropriate earnings distribution to its shareholders.
- Ichiyoshi places its stress on a continuous stream of dividend payments linked to business results.
- In deciding on an amount of dividend payment, payout ratio is a basic measure. Additionally, DOE (the ratio of dividends to shareholders' equity) measure is taken into account in order to continue the appropriate return of profits to our shareholders.
- Specifically, Ichiyoshi has currently adopted a payout ratio of approximately 50% and DOE of approximately 2%, both measures being calculated semi-annually on a consolidated basis and the larger result of calculation between the two measures being chosen.

Dividend Record



Retirement of shares

	Retirement of treasury shares	Acquisition price	Retirement ratio
September 1998 to January 2004	11,841,000 shares	265 yen	20.2%
January to March 2008	1,699,200 shares	1,032 yen	3.5%
November 2008 to January 2009	1,957,500 shares	673 yen	4.2%
June 2019	2,000,000 shares	871 yen	4.5%
May 2022	2,000,000 shares	645 yen	4.7%
August 2023	2,500,000 shares	644 yen	6.2%
TOTAL	21,997,700 shares		

Total number of shares issued
as of March 31, 1998: 58,585,401 shares

↓ Cancellation of approximately
37.5% of shares

Total number of shares issued
as of March 31, 2025: 37,931,386 shares

Reference: Total number of shares issued as of March 31, 2024: 37,931,386 shares (of which 4,090,909 shares were treasury shares)

II : Progress of the medium-term management plan "3D"

Ichiyoshi 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.

Vis-à-vis employees:

Respecting employees' individuality and striving for human resource cultivation.
Prioritizing teamwork and creating a bright and transparent workplace.
Striving to create a free and open-minded corporate culture where employees can make use of their abilities and perform their duties with passion.

Vis-à-vis shareholders:

Striving to raise the corporate value through the continuous expansion of business result.
Placing stress on shareholder return by raising profitability and financial soundness.
Striving for PR activities through the appropriate disclosure of information, thereby ensuring the transparency of management.

Vis-à-vis customers:

Listening carefully to what customers have to say, standing in customers' shoes and giving them advice with all our heart.
Providing customers with high-quality services, products and information matching changes in the society and market.
Sparing no efforts to continue serving customers' next generations.

Vis-à-vis society:

Contributing to the development of the society as a participant in the financial and securities markets.
Complying with laws and regulations and behaving with high ethical standards.
Continuing our activities for the contribution to local communities.
Striving for the realization of a sustainable society through activities to cope with climate change and to promote environmental protection.

Management Philosophy

To remain a company of customers' trust and choice.

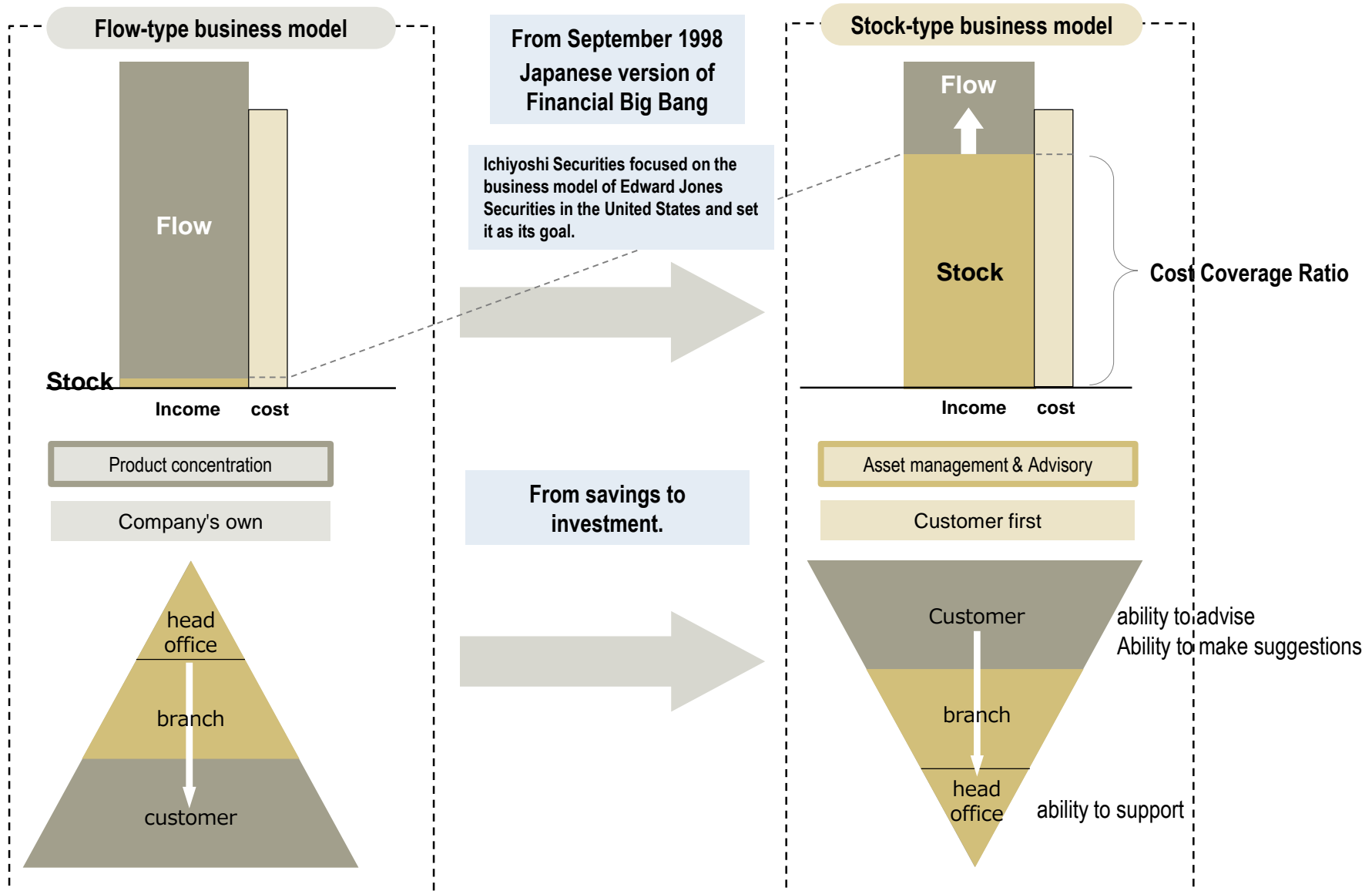
Management Objective

Name-brand boutique house in the finance and securities industry

Action Guidelines

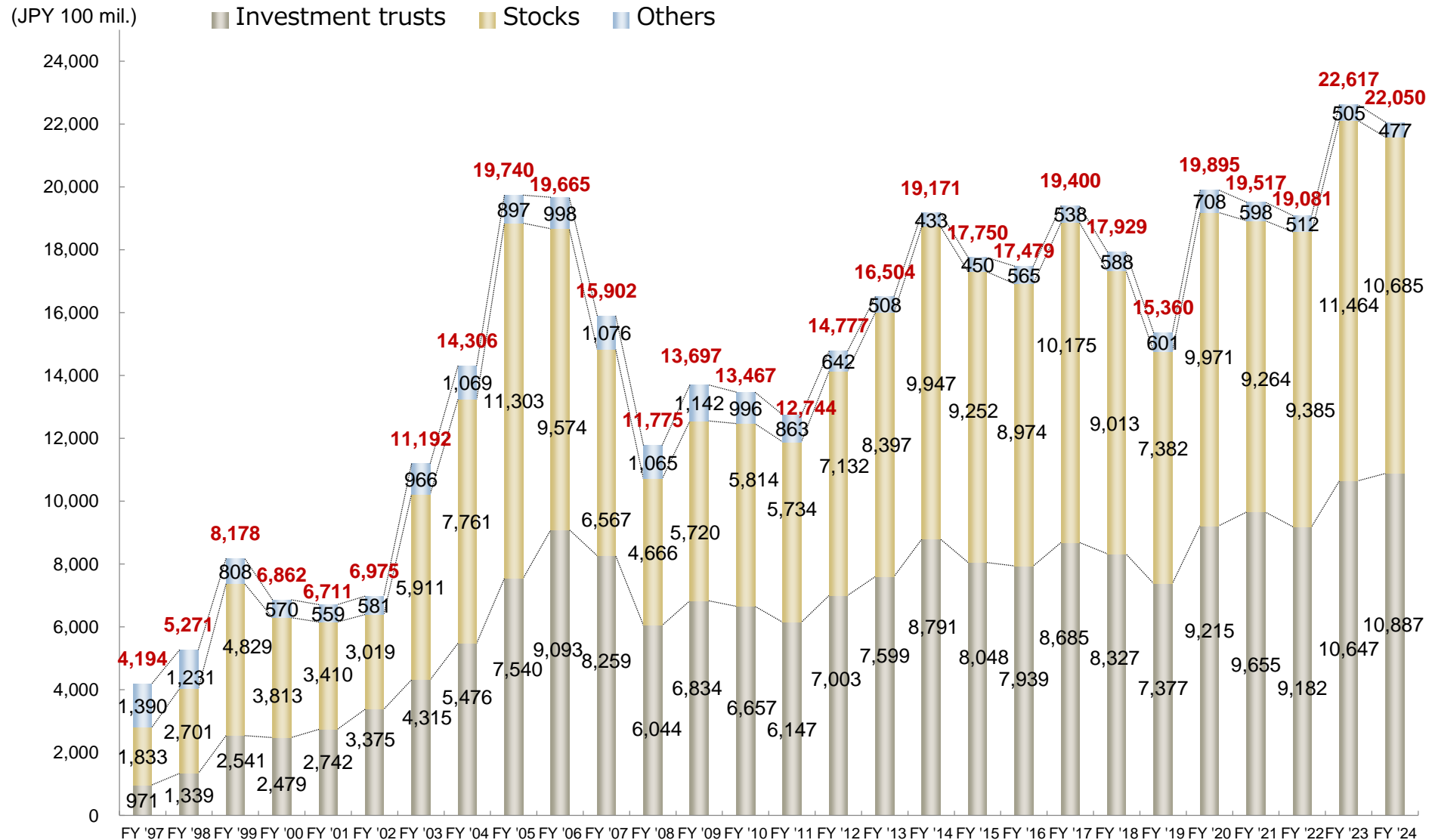
Gratitude, Integrity, Courage, Responsiveness, Continuity

2. Converting from a “flow-type business model” to a “stock-type business model”



3. Customer Assets in Custody

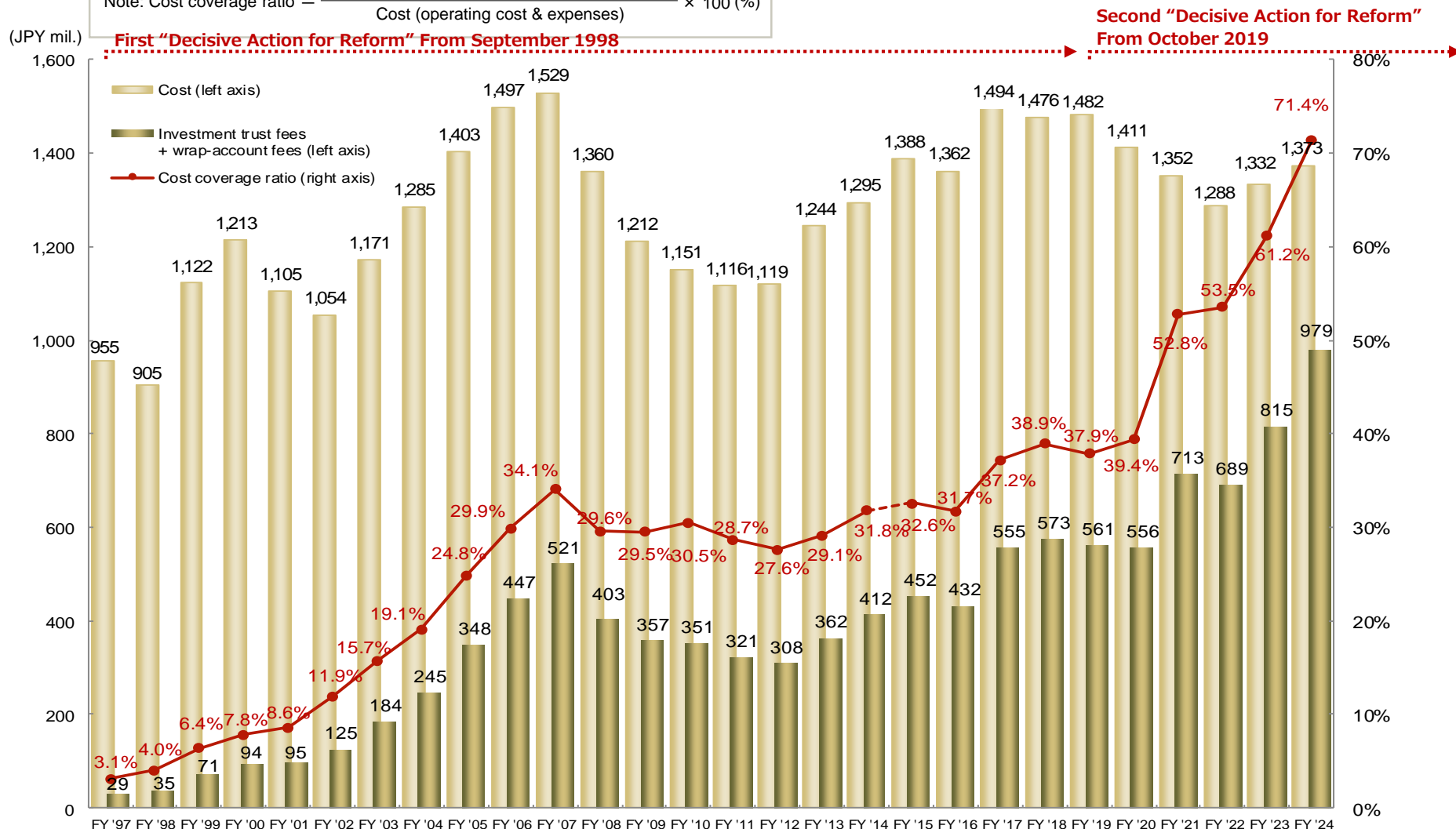
ICHIYOSHI
SECURITIES



4. Trend of Investment Trust Fees and Its Cost Coverage ratio (Month-end Average)

“Cost coverage ratio” is the best index to measure the progress of the Ichiyoshi’s shift to “stock-type (asset-accumulation type) business model”.

Note: Cost coverage ratio = $\frac{\text{Investment trust fees} + \text{wrap-account fees}}{\text{Cost (operating cost \& expenses)}} \times 100 (\%)$



Note: The figures are on a non-consolidated basis up to March 2014 and on a consolidated basis thereafter.

"Ichiyoshi's lineup of financial products"

Portfolio proposals tailored to customer needs

We make portfolio recommendations based on "**Core assets**" that aim to be managed stably with low risk.

By combining "**Semi -core assets**" and "**Active assets**" depending on the risk tolerance of the customer, we will propose a medium- to long -term distributed investment according to the customer's intention.



* The above is an example of a portfolio based on products and services offered by Ichiyoshi Securities

9 major companies that handle fund wraps

The percentage of customers with positive performance in fund wrap investment profits and losses

Company Name		2024	23	22	21	20
1	Ichiyoshi Securities	100.0	76.2	95.0	99.3	9.1
2	Daiwa Securities	99.3	80.7	97.8	99.6	18.9
3	Sumitomo Mitsui Trust Bank	99.0	82.0	98.0	97.0	8.0
	SMBC Nikko Securities	99.0	73.0	94.0	99.0	6.0
5	Mitsubishi UFJ Morgan Stanley Securities	98.0	46.0	86.0	96.0	18.0
6	Resona Bank	96.0	21.0	81.0	98.0	19.2
7	Nomura Securities	95.0	75.0	94.0	100.0	16.0
8	Mizuho Securities	82.0	42.0	48.0	87.0	5.0
9	Mitsubishi UFJ Trust and Banking	57.0	15.0	20.0	45.0	22.0

Source: Quick Co., Ltd.

Based on published materials, as of the end of March of each year.

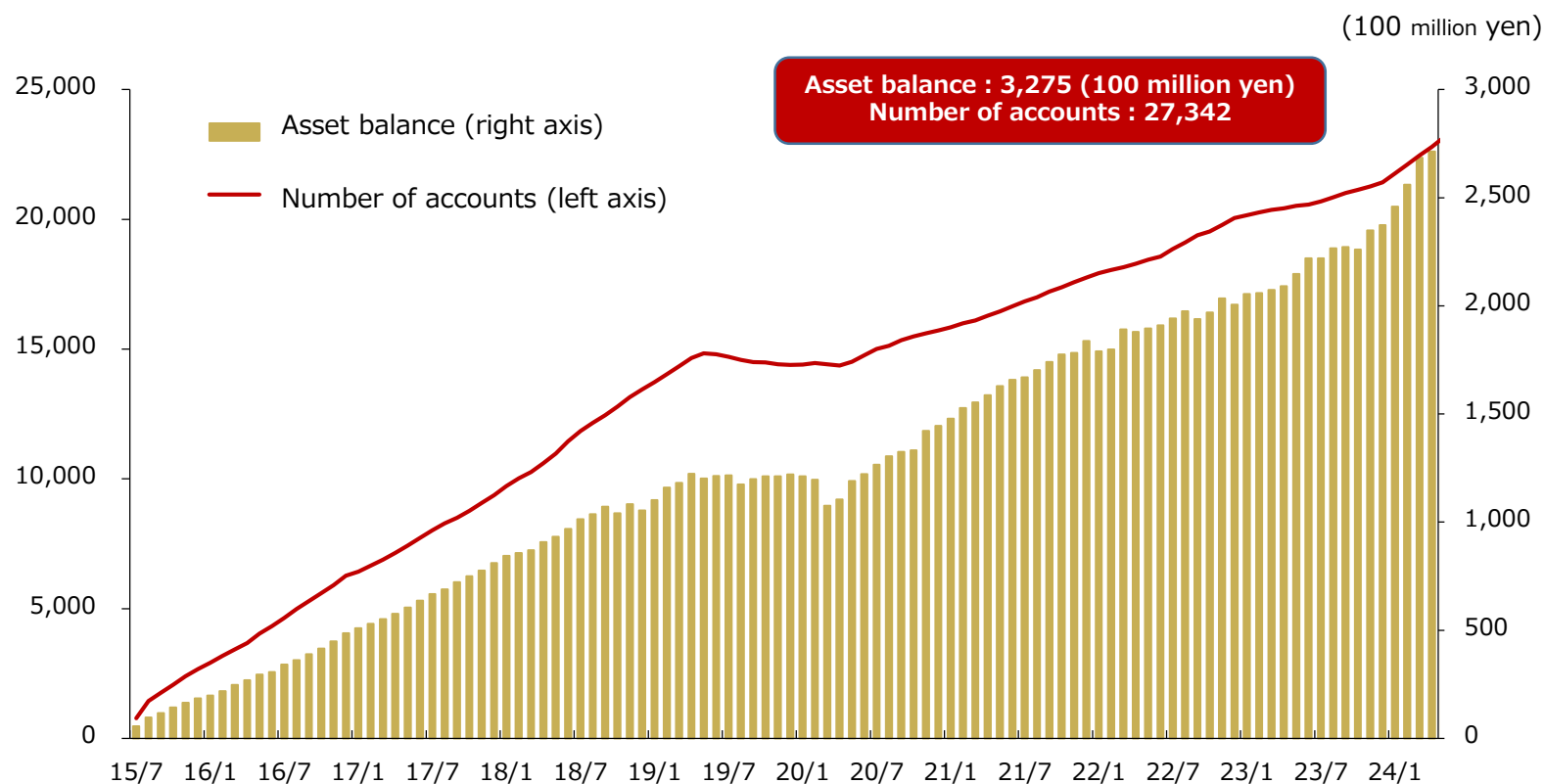
7. Expansion of “Core assets” : Fund wrap “Dream Collection”

We will position the fund wrap “Dream Collection” as the core of our “Core assets” and aim to increase assets under management through portfolio proposals.

Asset balance of fund wrap “Dream Collection”

(As of the end of March 2025)

Aim for 400 billion yen
at the end of 26/3



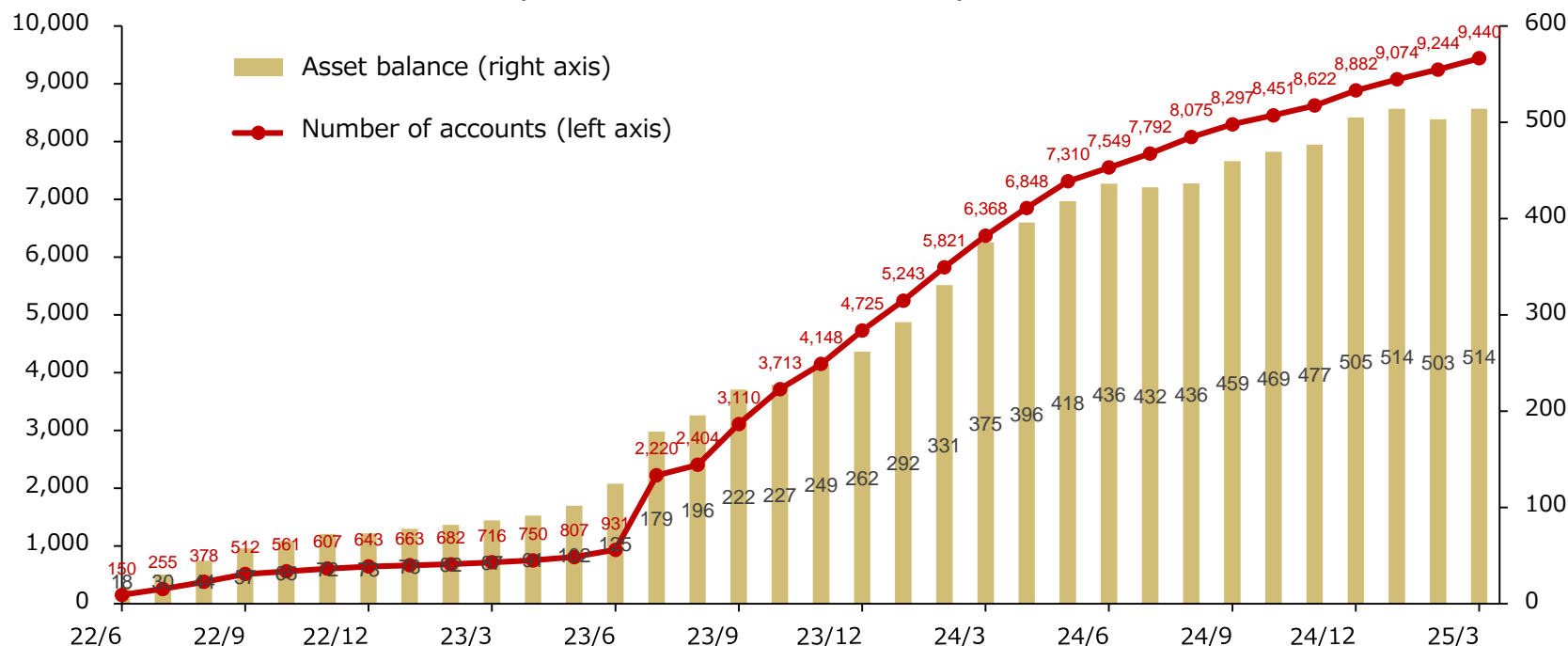
8. Expansion of "Semi -Core assets" : Ichiban Boshi

- "Ichiban Boshi" is the flagship product of "Semi-Core Assets." This fund invests in undervalued stocks and small and mid-cap stocks around the world, including Japan.
- Ichiyoshi Securities will provide investment advice on allocation of investment regions (United States, Europe, Japan, emerging countries).
- Among face-to-face securities companies, this is the only no-load type fund and it incorporates performance fees into its trustee fees.
- "Ichiban Boshi" has been rated "5," the highest level, by R&I (as of the end of April 2024).

Asset balance of "Ichiban Boshi"

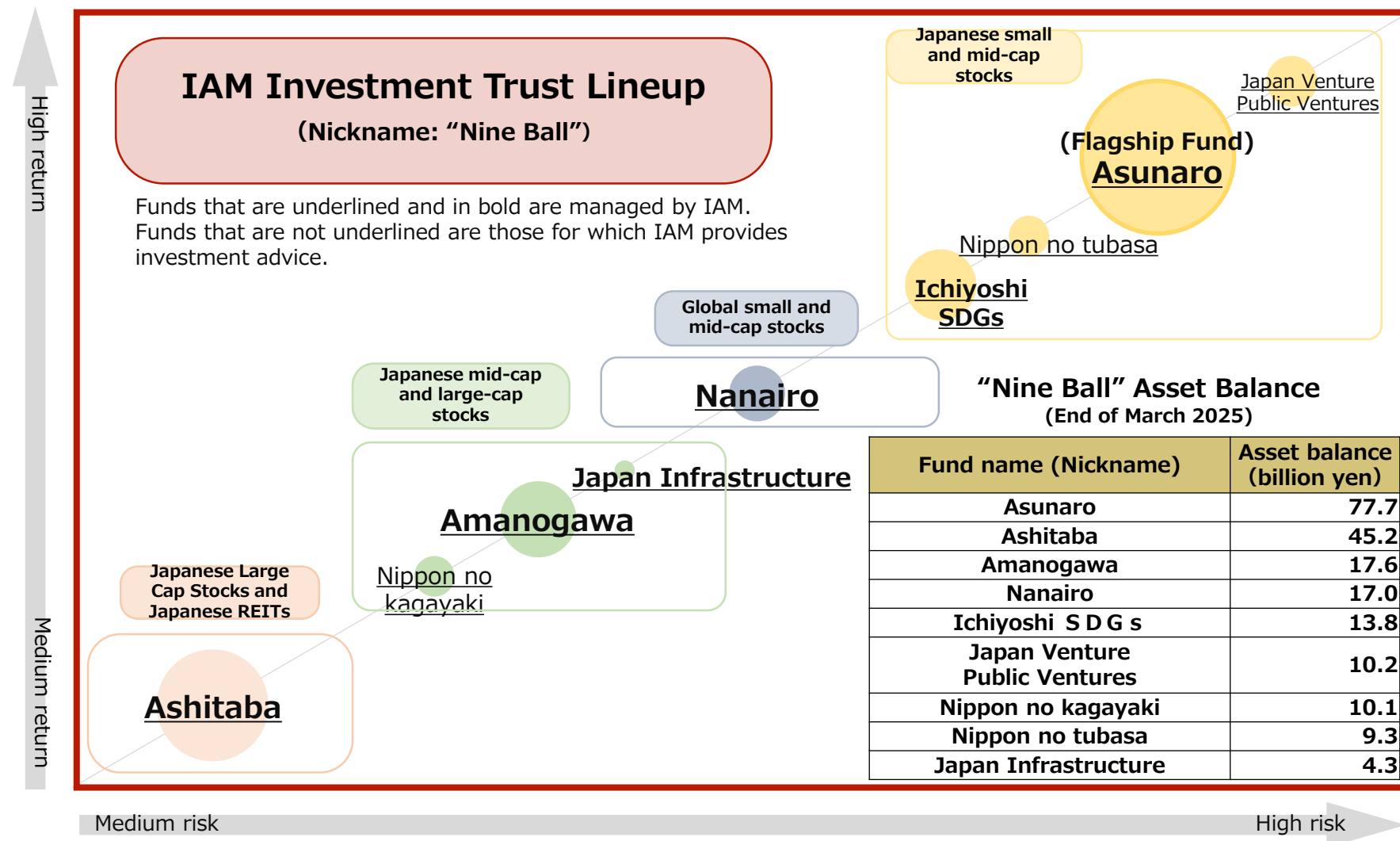
(100 million yen)

(As of the end of March 2025)



9. Expansion of “Active assets” : IAM Investment Trust

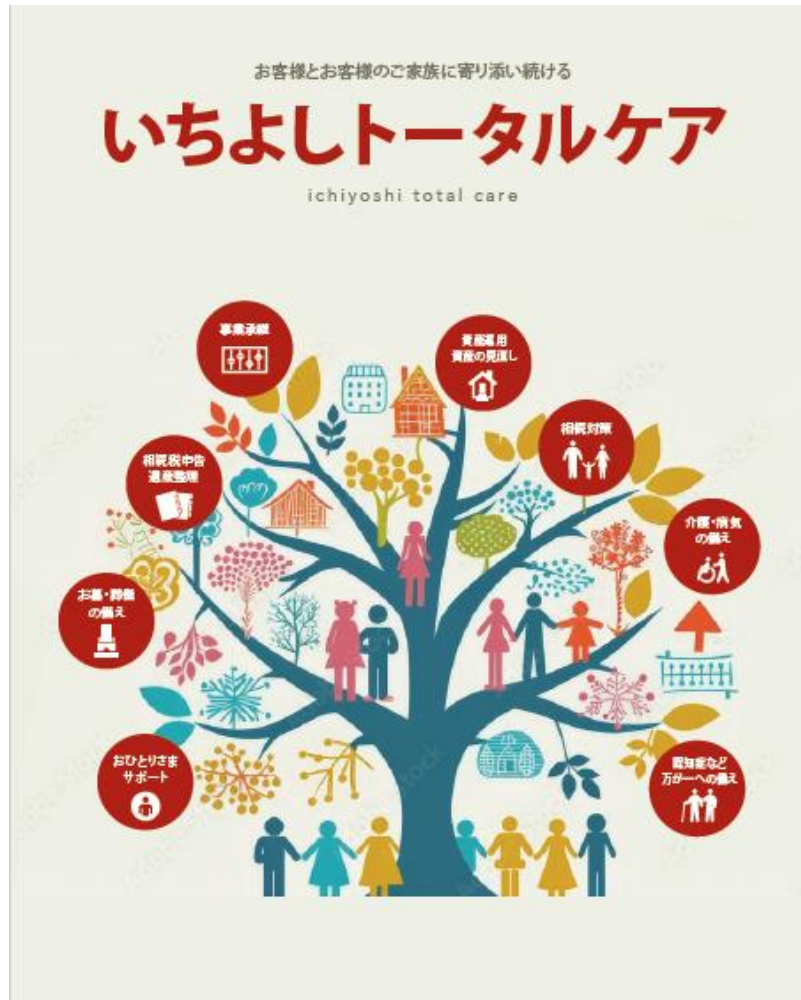
This is an illustration of the relationship between risk and return for each fund.



※IAM : Ichiyoshi Asset Management

We have formed business partnerships with various specialist companies to help resolve the various concerns faced by customers.

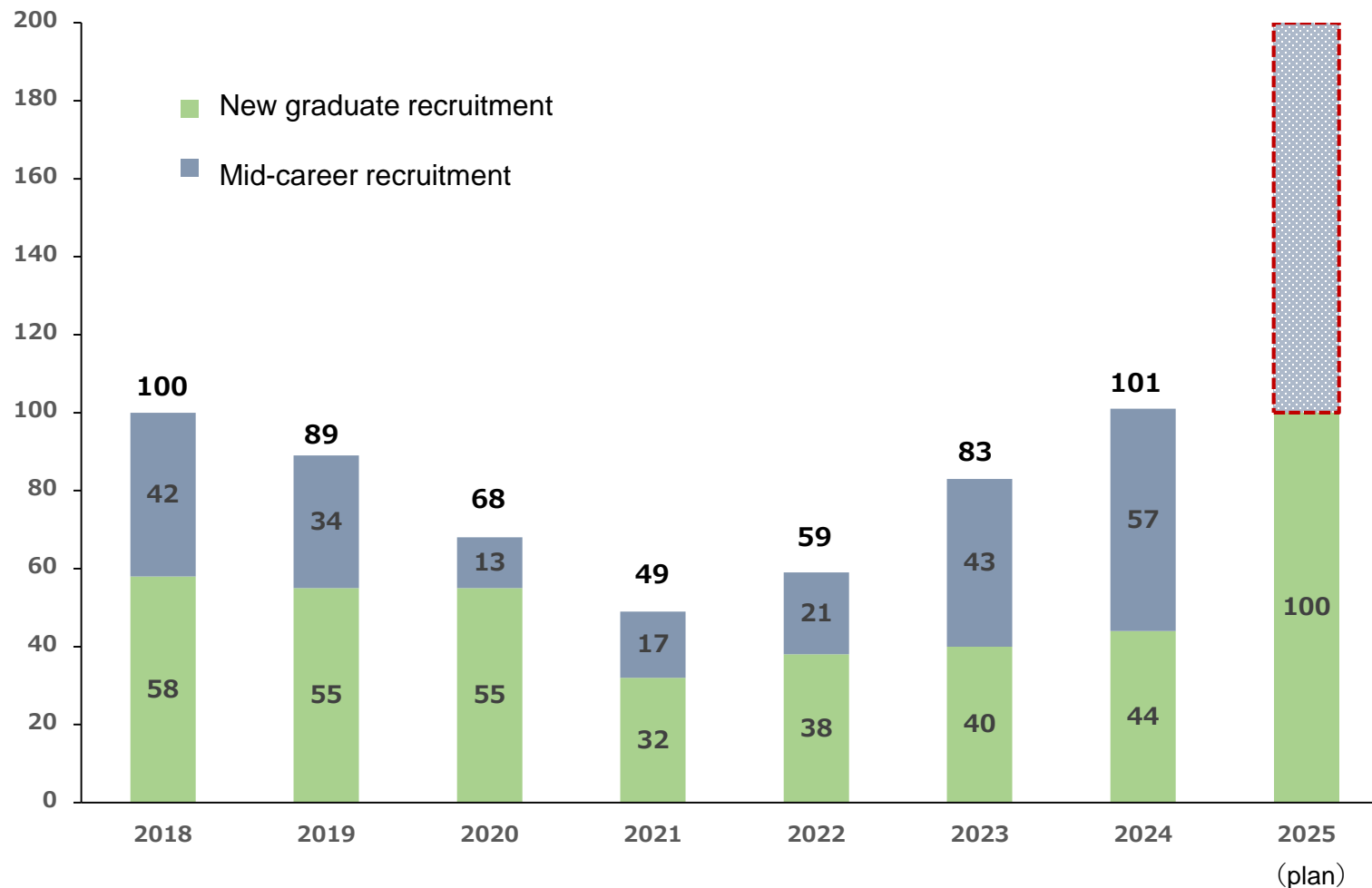
Ichiyoshi's Total Care Services



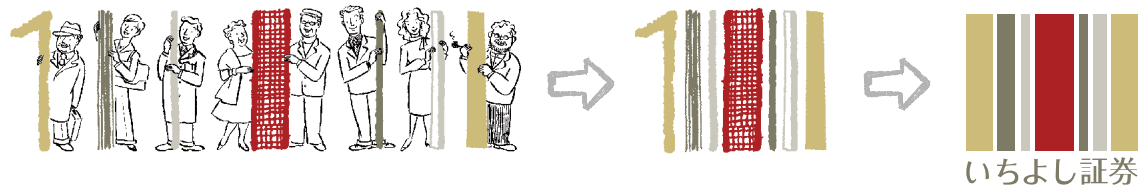
Eight services	Details
Asset management support	<ul style="list-style-type: none"> • Real estate appraisal • Real estate brokerage • Review of insurance contracts
Support for inheritance planning	<ul style="list-style-type: none"> • Gift to made before death • Life insurance contracts • Writing a will • Inheritance tax measures
Support for caregiving and illness	<ul style="list-style-type: none"> • Introduction to elderly care facilities • Monitoring support • Identity guarantee • Support for daily life affairs
Support for preparing for dementia and preparing for the end of life	<ul style="list-style-type: none"> • Guardianship system • Agent system • Arrangement before death • Support for post-death affairs
Support for elderly people living alone	<ul style="list-style-type: none"> • Monitoring support • Identity guarantee • Support for daily life affairs • Support for post-death affairs
Support for a family grave and funeral	<ul style="list-style-type: none"> • Purchasing a grave • Closing a family grave • Pre-funeral consultation
Support for inheritance tax returns and estate management	<ul style="list-style-type: none"> • Inheritance tax return • Estate sorting services
Business succession support	<ul style="list-style-type: none"> • Formulation of business succession plan • Selection of M&A target

Employee recruitment results and plans (fiscal year)

Number of people



一人、一人の、『いちばん』でありたい。



Ichiyoshi Securities Co., Ltd.

Public Relations Office

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