

# **IR Presentation for Fiscal year ending March 2021**



Ichiyoshi Securities Co., Ltd.  
April, 2021

## **I : Business Result (Consolidated)**

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- ◆ Operating revenue amounted to 19,747 million yen, an increase of 901 million yen (up 4.8%) from the year-earlier period.
- ◆ Current income amounted to 1,300 million yen, an increase of 1,770 million yen from the year-earlier period.
- ◆ Net income attributable to owners of parent amounted to 1,001 million yen, an increase of 1,725 million yen from the year-earlier period.

(JPY mil.)

	FY 2019	FY 2020	Year-on-year (%)	Year-on-year
Operating revenue	18,846	19,747	4.8%	901
Net operating revenue	17,241	18,200	5.6%	958
Operating cost & expenses	17,786	16,935	-4.8%	-850
Operating income	-545	1,264	—	1,809
Current income	-469	1,300	—	1,770
Extraordinary income & loss	20	13	-36.3%	-7
Income taxes	264	312	18.2%	48
Net income attributable to owners of parent	-724	1,001	—	1,725

(JPY mil.)

FY 2020			
1Q	2Q	3Q	4Q
4,182	4,588	5,198	5,777
3,792	4,223	4,808	5,375
4,174	4,223	4,272	4,266
-381	0	535	1,108
-365	-12	566	1,111
103	-0	-12	-77
139	-71	99	144
-401	58	454	889

## 2. Breakdown of Net Operating Revenue

◆ Commissions amounted to 17,608 million yen, an increase of 762 million yen (up 4.5%) from the year-earlier period, mainly increased in brokerage commissions.

	(JPY mil.)				(JPY mil.)			
	FY 2019	FY 2020	Year-on-year (%)	Year-on-year	FY 2020			
					1Q	2Q	3Q	4Q
Commissions	16,845	17,608	4.5%	762	3,689	4,136	4,639	5,142
Gains on trading	89	310	245.3%	220	28	24	98	159
Other operating balance	141	144	1.9%	2	43	28	34	37
Interest & dividend income	163	136	-16.7%	-27	31	34	35	35
Total	17,241	18,200	5.6%	958	3,792	4,223	4,808	5,375

### 3. Breakdown of Commission Revenue

- ◆ Brokerage commissions on stocks amounted to 6,026 million yen, an increase of 1,281 million yen (up 27.0%) from the year-earlier period. Commissions from distribution of investment trusts amounted to 3,442 million yen, a decrease of 434 million yen (down 11.2%) from the year-earlier period. Commissions from other sources (mainly trailer fees on investment trusts) amounted to 6,680 million yen, a decrease of 52 million yen (down 0.8%) from the year-earlier period.
- ◆ Commissions from underwriting amounted to 496 million yen, a decrease of 60 million yen (down 10.9%) from the year-earlier period, as the Company participated in the management and underwriting of 31 initial public offerings (of which 4 was lead-managed) and 6 public share offering in the secondary market.

(JPY mil.)					(JPY mil.)			
	FY 2019	FY 2020	Year-on-year (%)	Year-on-year	FY 2020			
					1Q	2Q	3Q	4Q
Commissions	16,845	17,608	4.5%	762	3,689	4,136	4,639	5,142
Brokerage (Major item)								
Stocks	4,745	6,026	27.0%	1,281	1,260	1,353	1,678	1,734
Distribution (Major item)								
Investment trusts	3,876	3,442	-11.2%	-434	654	771	964	1,051
Underwriting (Major items)								
IPO	495	379	-23.4%	-116	4	155	91	128
PO	61	117	89.9%	55	1	76	10	28
Total	557	496	-10.9%	-60	5	231	102	156
Commissions from other sources (Major items)								
Investment trusts (trailer fees, etc.)	6,733	6,680	-0.8%	-52	1,467	1,593	1,722	1,897
Other than investment trusts	661	693	4.9%	32	129	161	135	266
Total	7,394	7,374	-0.3%	-19	1,596	1,755	1,858	2,163
<Reference>					(JPY 100 mil.)			
Fund distribution	2,435	2,213	-9.1%	-221				

\* Including wrap-account fund sales

## 4. Breakdown of Gains or loss on Trading

- ◆ Net gains on trading amounted to 310 million yen, an increase of 220 million yen (up 245.3%) from the year-earlier period, chiefly as net trading income on stocks, etc. increased.

	(JPY mil.)			
	FY 2019	FY 2020	Year-on-year (%)	Year-on-year
Stocks, etc.	37	171	355.4%	134
Bonds Forex, etc.	52	138	165.9%	86
(Bonds, etc.)	(27)	(24)	-10.8%	-2
(Forex, etc.)	(25)	(114)	355.6%	89
Total	89	310	245.3%	220

	(JPY mil.)			
	FY 2020			
	1Q	2Q	3Q	4Q
Stocks, etc.	17	15	76	62
Bonds Forex, etc.	11	9	22	96
(Bonds, etc.)	(7)	(4)	(6)	(5)
(Forex, etc.)	(3)	(4)	(15)	(91)
Total	28	24	98	159

## 5. Operating Cost and Expenses

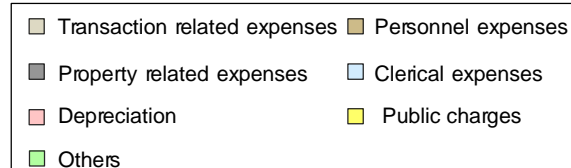
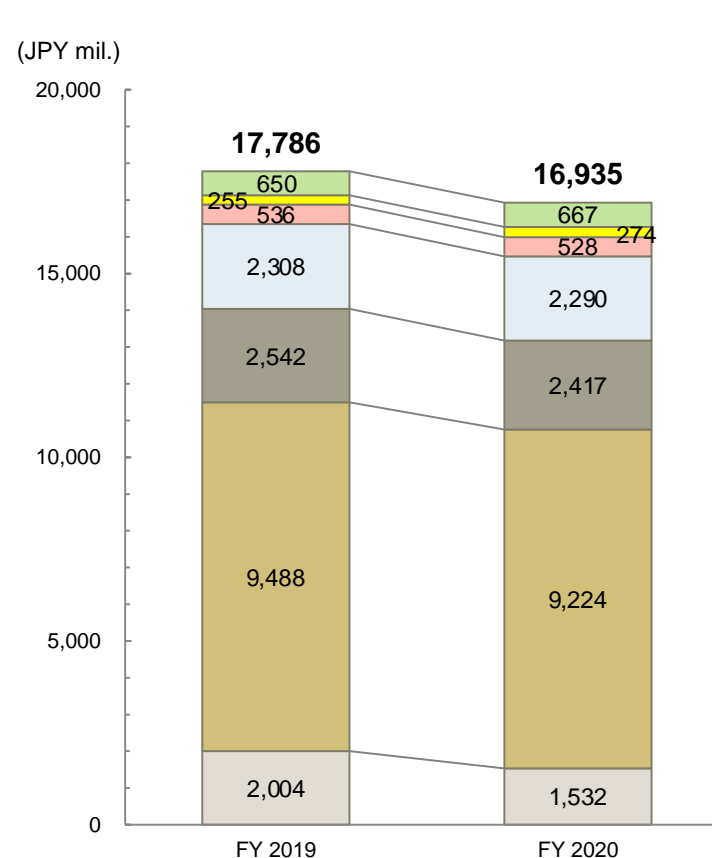
- ◆ Operating cost and expenses amounted to 16,935 million yen, a decrease of 850 million yen (down 4.8%) from the year-earlier period, mainly decreased in transaction related expenses.

	FY 2019	FY 2020	Year-on-year (%)	Year-on-year
Transaction related expenses	2,004	1,532	-23.6%	-472
Personnel expenses	9,488	9,224	-2.8%	-263
Property related expenses	2,542	2,417	-4.9%	-125
Clerical expense	2,308	2,290	-0.8%	-17
Depreciation	536	528	-1.5%	-8
Public charges	255	274	7.4%	18
Provision of allowance for doubtful accounts	—	0	—	0
Others	650	667	2.6%	16
<b>Total</b>	<b>17,786</b>	<b>16,935</b>	<b>-4.8%</b>	<b>-850</b>

<Reference> FY 2020 fixed cost and variable cost (non-consolidated basis)

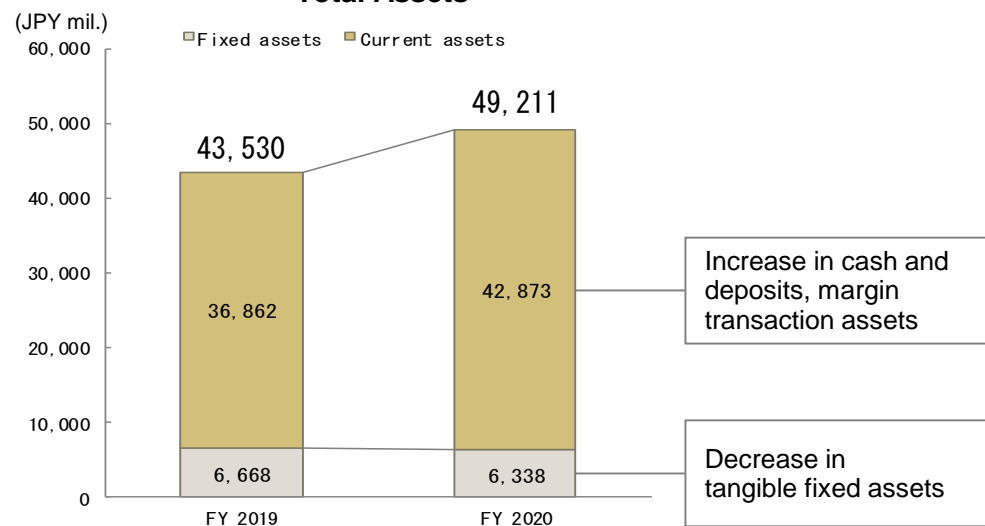
Fixed cost	12,737
Variable cost	3,388

(JPY mil.)

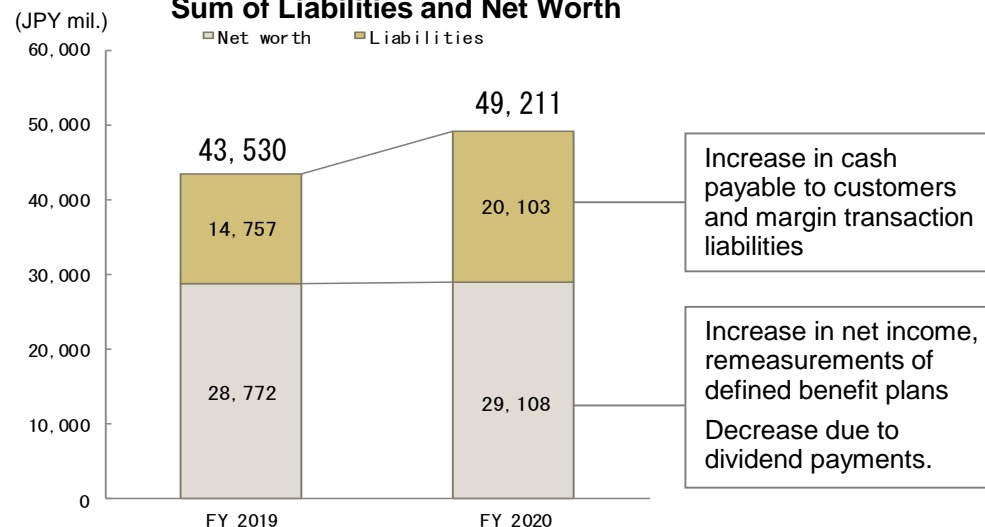


## Balance Sheets

### Total Assets



### Sum of Liabilities and Net Worth



## Financial Result

	FY 2020	Change from FY 2019 end.
Equity ratio (%)	59.0	-6.9
Net worth per share (JPY)	804.07	6.95
Capital adequacy ratio (non-consolidated basis) (%)	450.1	3.3

	FY 2020	Year-on-year
EPS (JPY)	27.79	45.51
ROE (%)	3.5	—



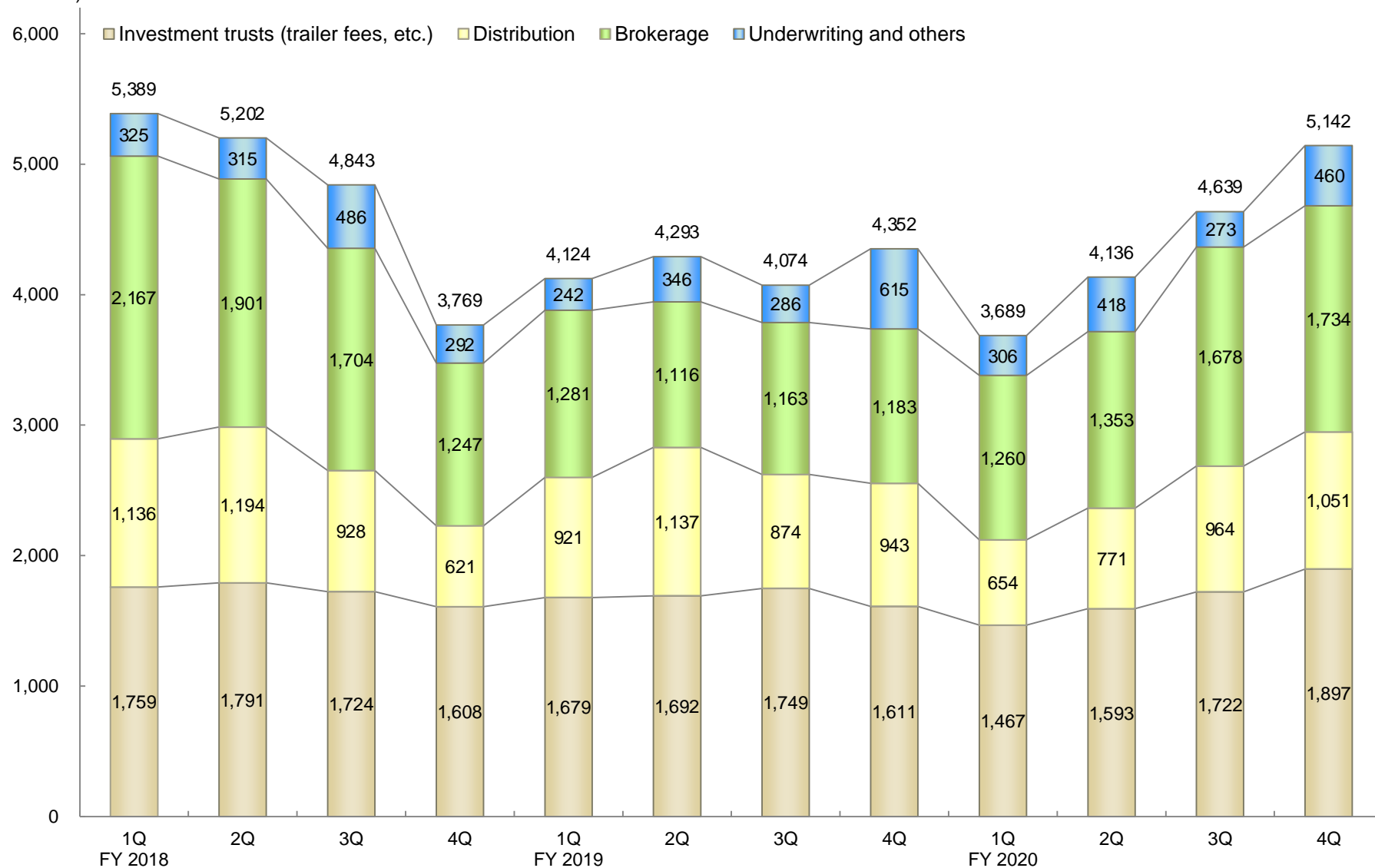
## **II : Business Circumstances**

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# 1. Commission Revenue

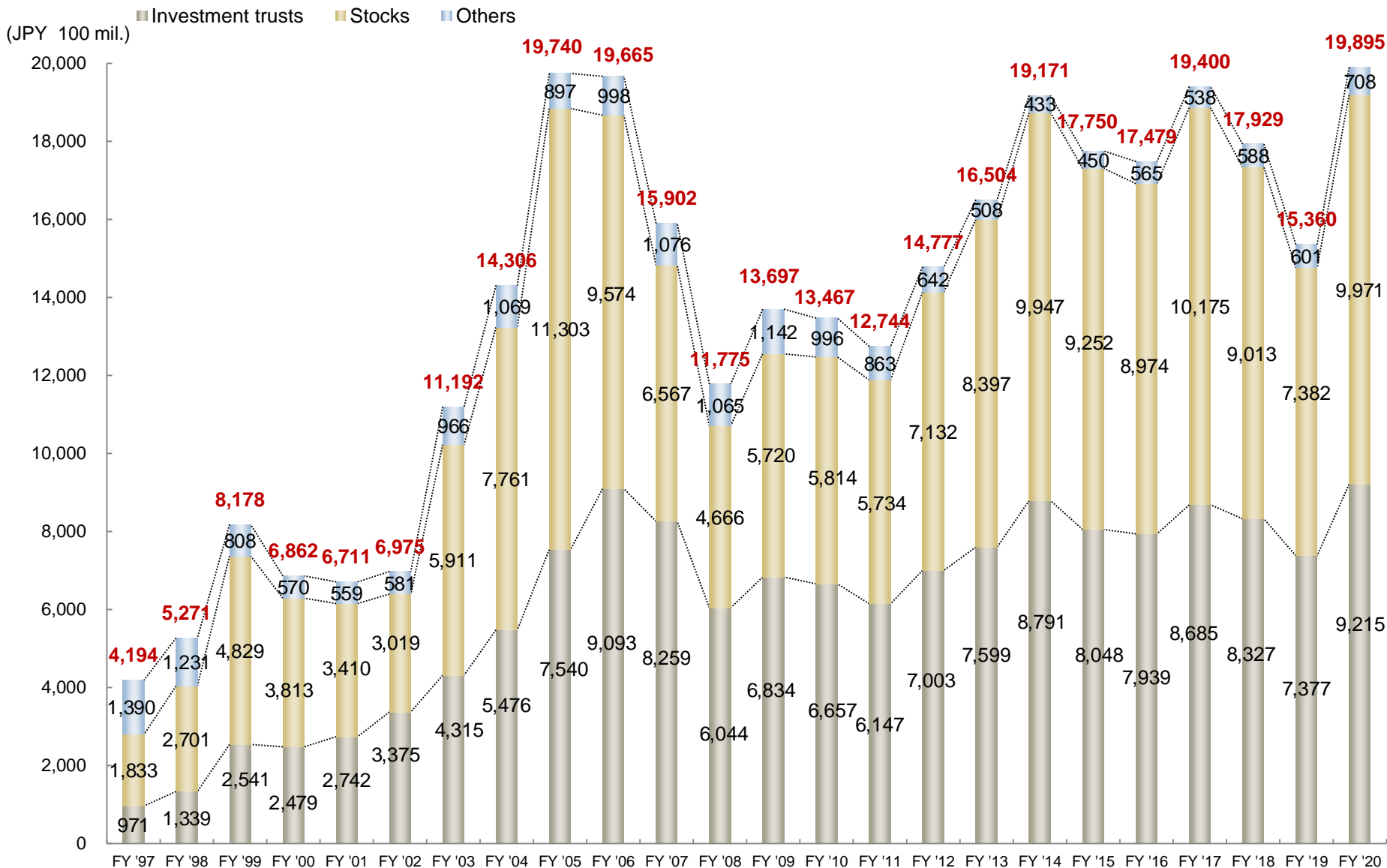
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(JPY mil.)



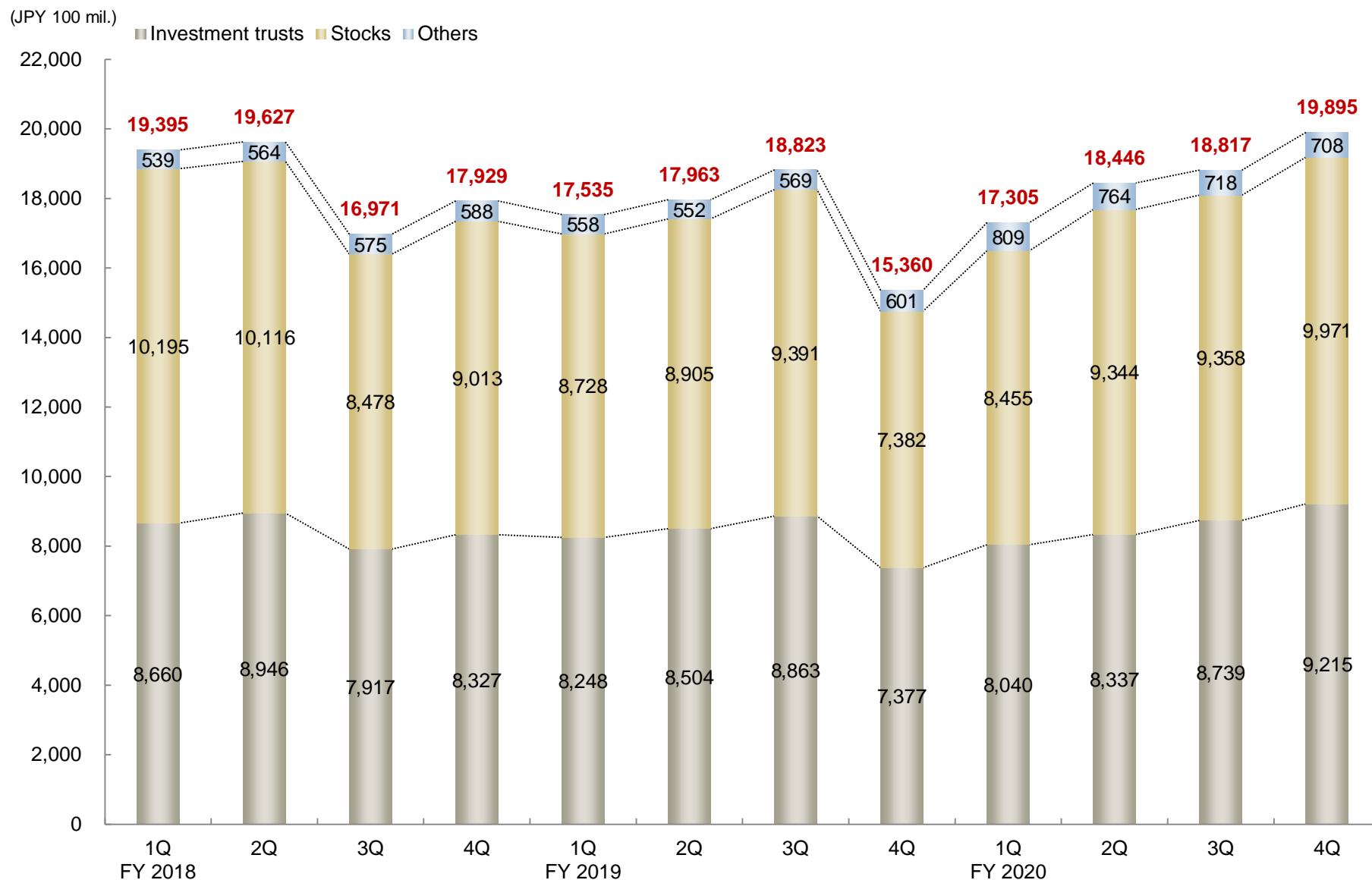
## 2. Customer Assets in Custody

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### 3. Quarterly Customer Assets in Custody

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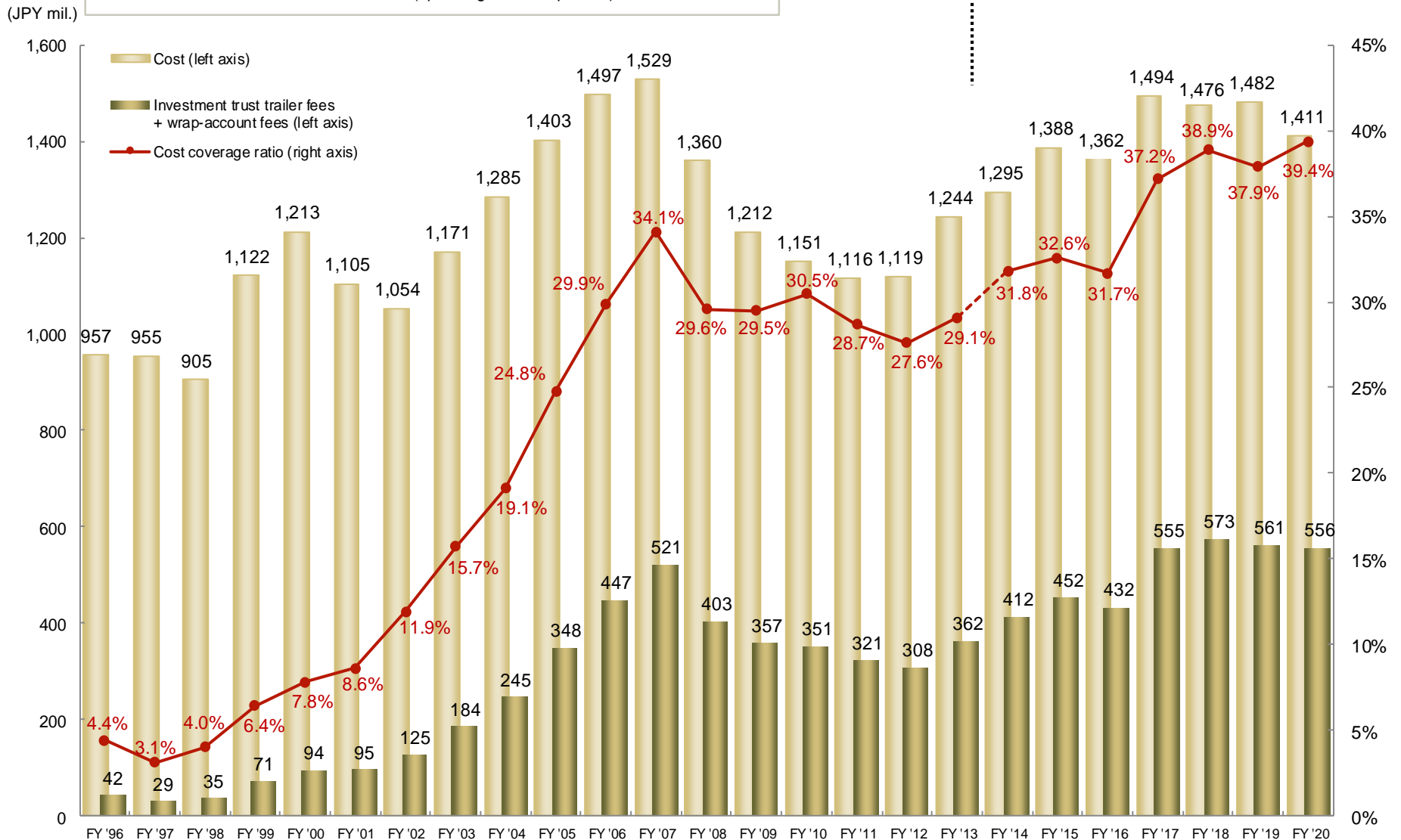


#### 4. Trend of Investment Trust Trailer Fees and Its Cost Coverage (Month-end Average)

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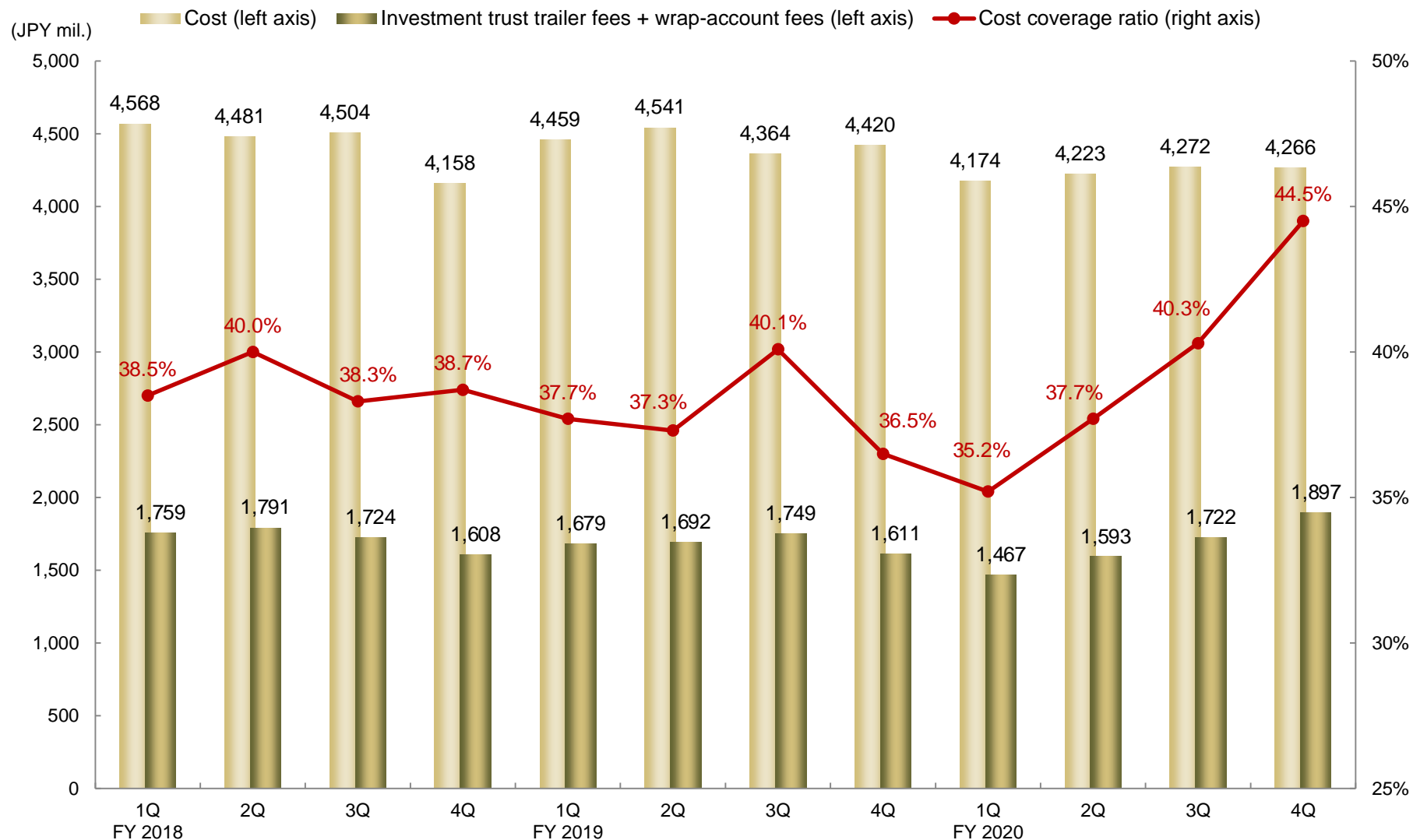
Note: Cost coverage ratio =  $\frac{\text{Investment trust trailer fees} + \text{wrap-account fees}}{\text{Cost (operating cost \& expenses)}} \times 100 (\%)$

Parent company basis ← Consolidated basis



## 5. Quarterly Trend of Investment Trust Trailer Fees and Its Cost Coverage

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



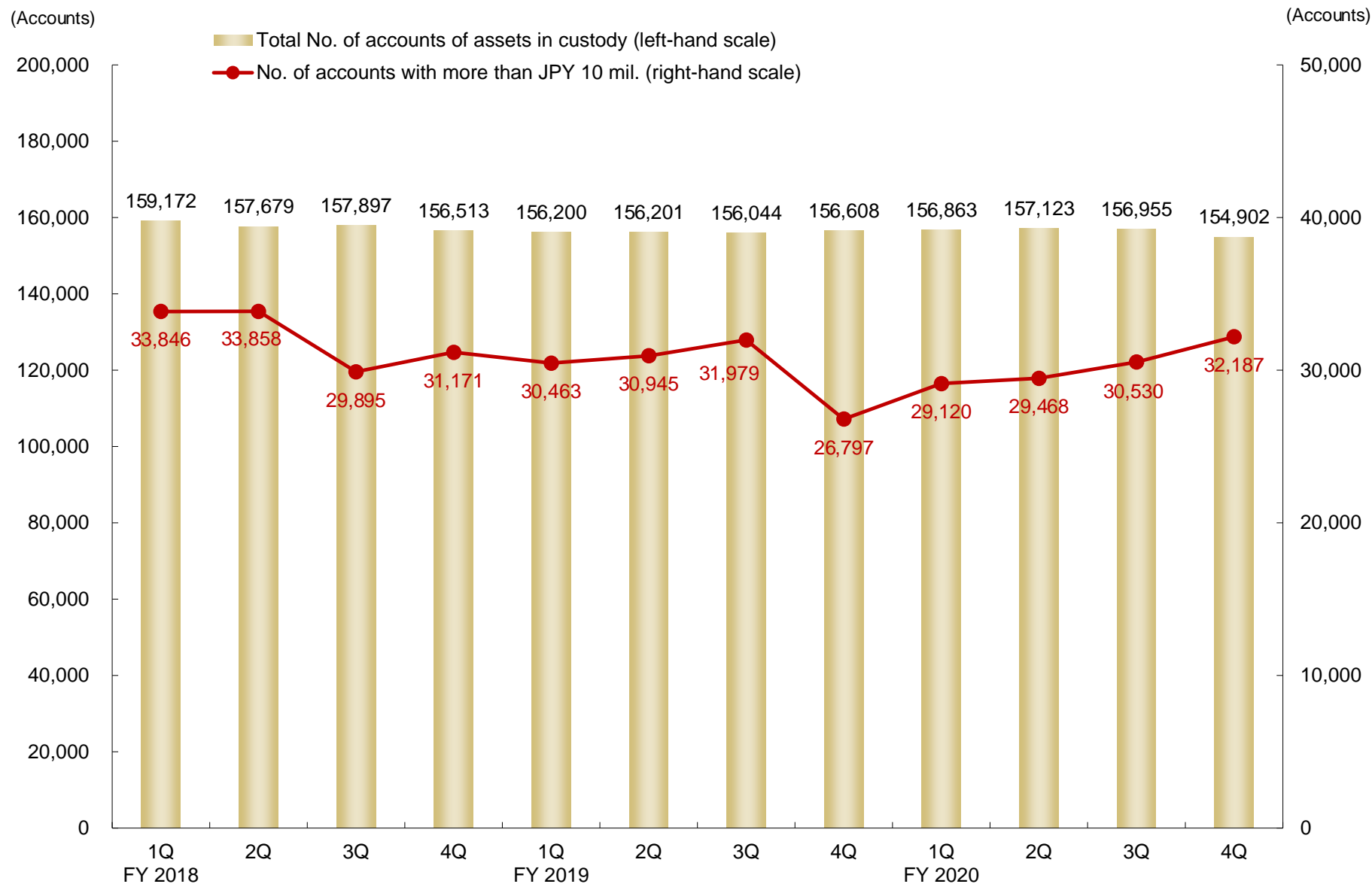
## 6. Top 5 Best Selling Investment Trust Funds (Total Amounts of 3 Months)

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(JPY 100 mil.)

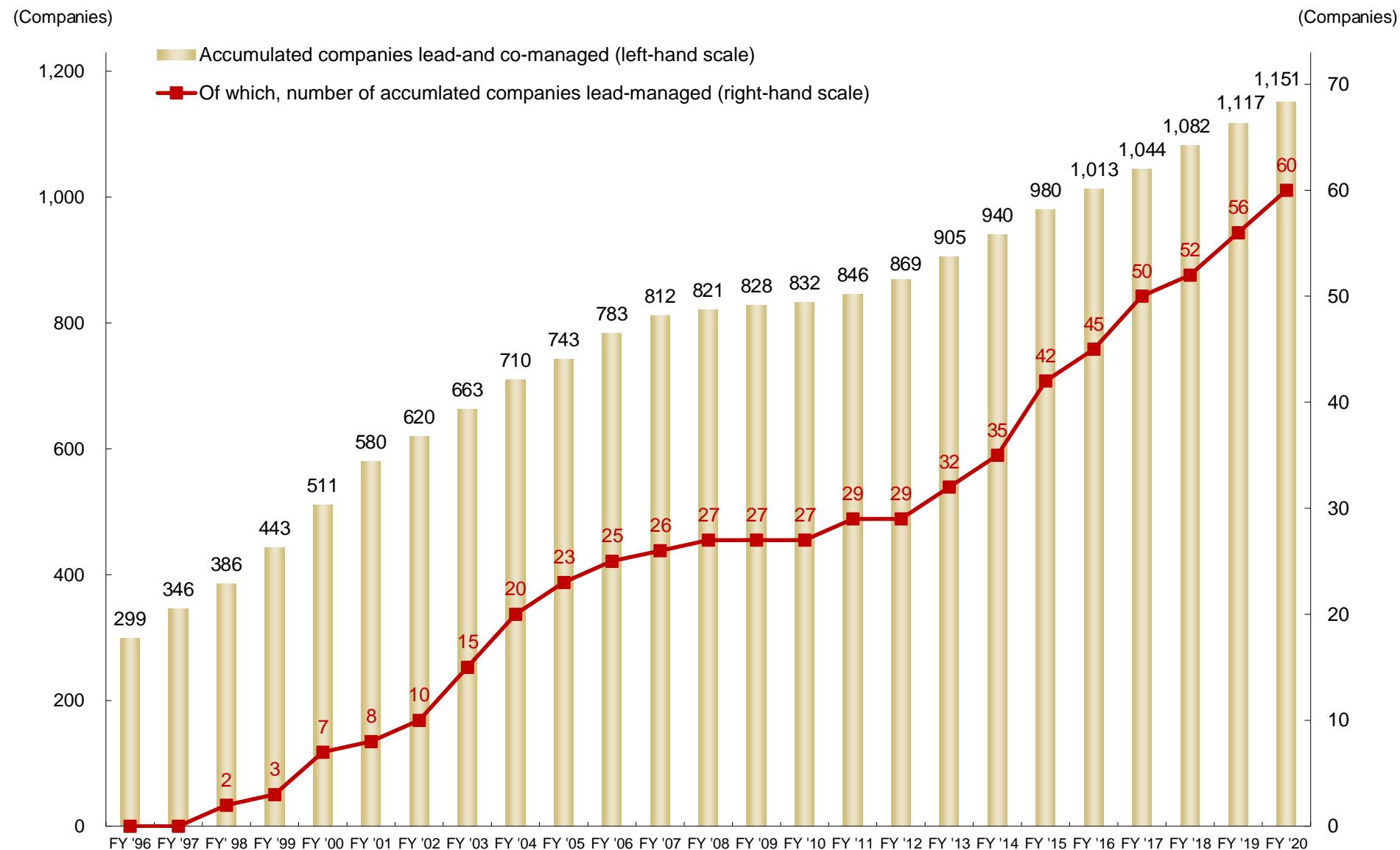
	FY 2018				FY 2019				FY 2020			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Ichiyoshi Small and mid cap Growth Companies Fund	181	121	43	40	20							54
Ichiyoshi SDGs Small Medium Size Equity Fund										84	76	43
Fidelity US REIT Fund (A/B/C/D)						34	29		20	25	25	31
Pictet Global Income Equity Fund (Monthly Dividend)	17	35	39	38	78	116	93	80	43	35	44	31
GS US Growth Equity Concentrate Investment Fund (Monthly Settlement/ Quarterly Settlement/Semi-Annual Settlement)								36	23	13		31
Ichiyoshi Japan Growth Equities Fund											55	
US NASDAQ Open (A/B)									26	36	22	
Shinko J-REIT Open	79	133	84	61	77	71	37		32			
Tokio Marine JPY Asset Balance Fund (Monthly Settlement/Yearly Settlement)						95	125	80				
LM Australia High Yield Equity Fund (Monthly Dividend)					25	42	28	32				
Ichiyoshi Japan Venture Fund								31				
US Micro Cap Equity Fund					40							
JREIT Asia Mix Open (Monthly Settlement/Asset Growth Type)				16								
Japan Recover Growth Equity Fund	21	27	65	13								
100-Year-Life World Allocation Fund (3% Target Receivable Type/ 6% Target Receivable Type/Asset Growth Type)		45	37									
Nomura PIMCO World Income Strategy Fund (A/B/C/D)	17											

## 7. Number of Customer Accounts 【Retail】



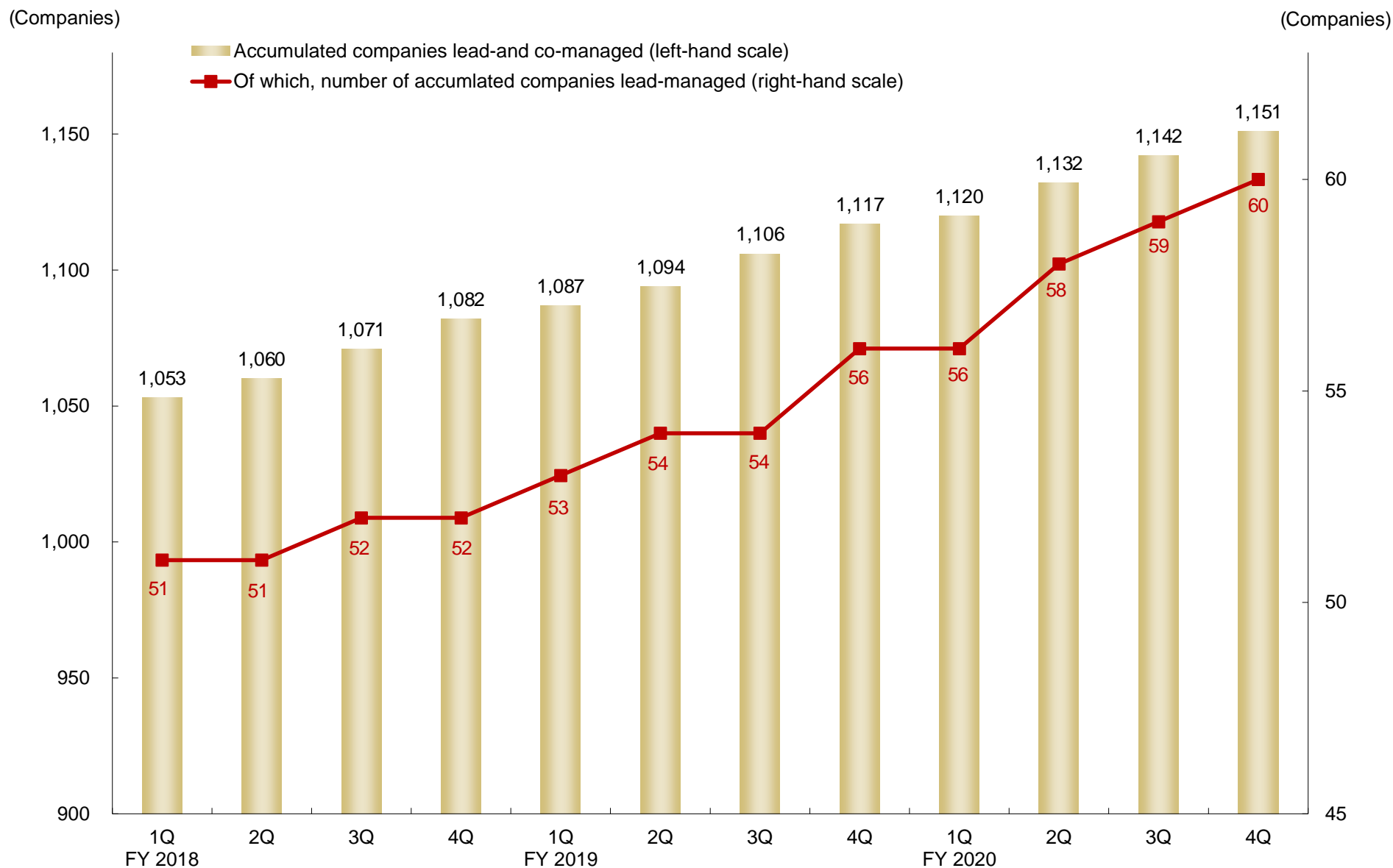


## 8. Accumulated Companies Lead- and Co-managed



## 9. Quarterly Accumulated Companies Lead- and Co-managed

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