



IR Presentation

The Fiscal Year 2020 ending in March 2021

(FYE Mar 2021)



Tateaki Ishida
President and CEO

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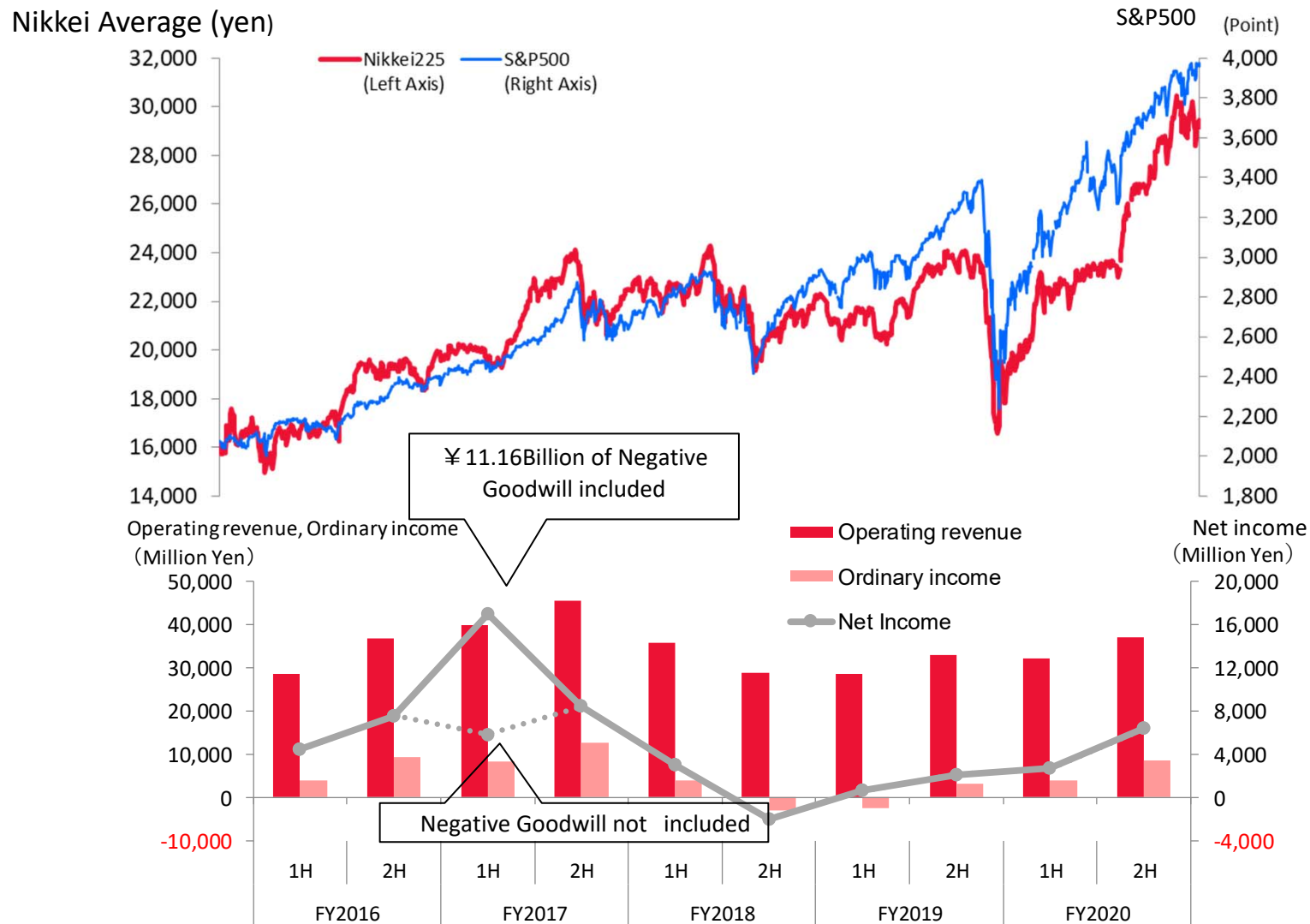
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I. The Performance Review

I. The Performance Review

1. Trends

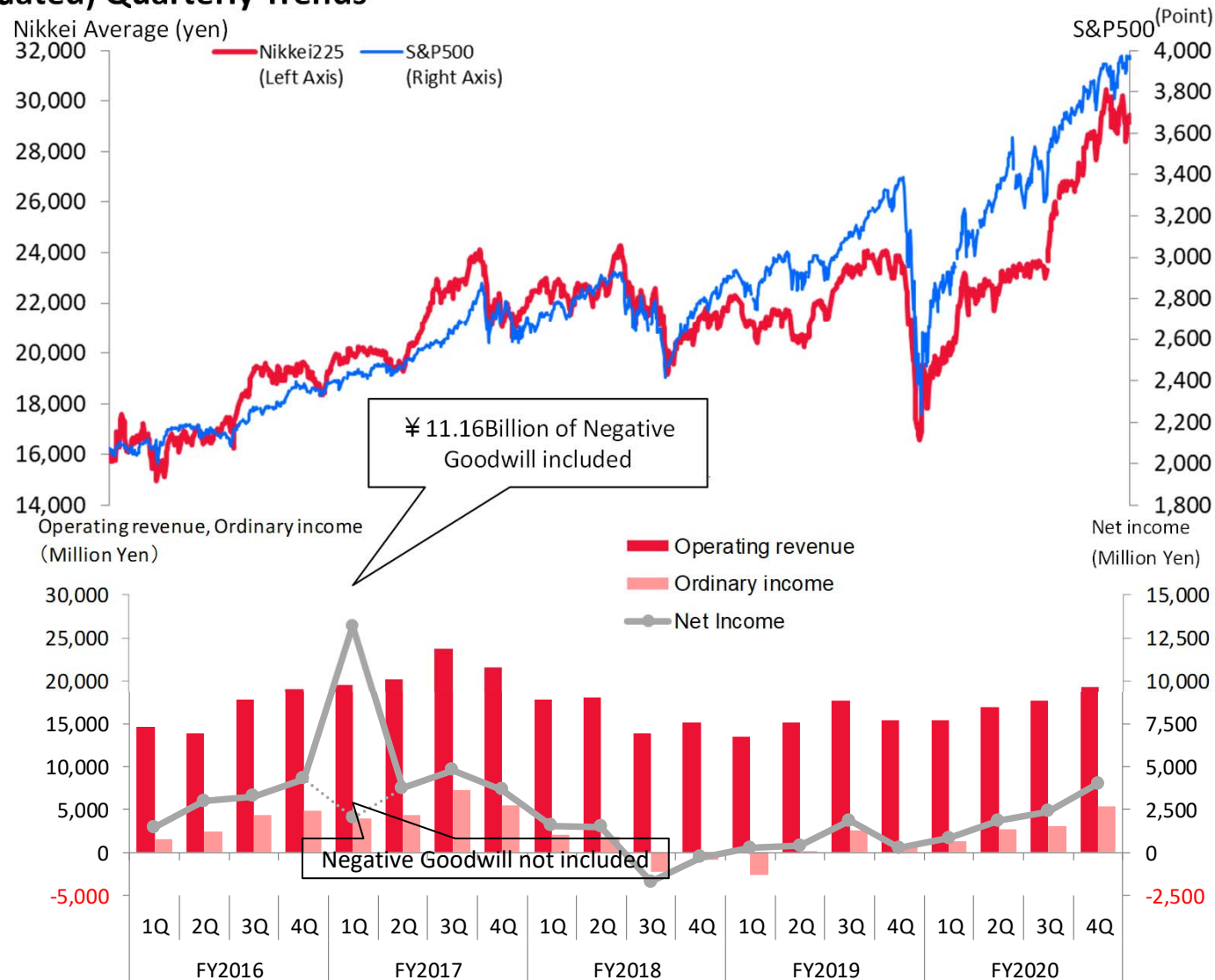
Half-Year Performance Trend (Consolidated)



I. The Performance Review

1. Trends

(Consolidated) Quarterly Trends



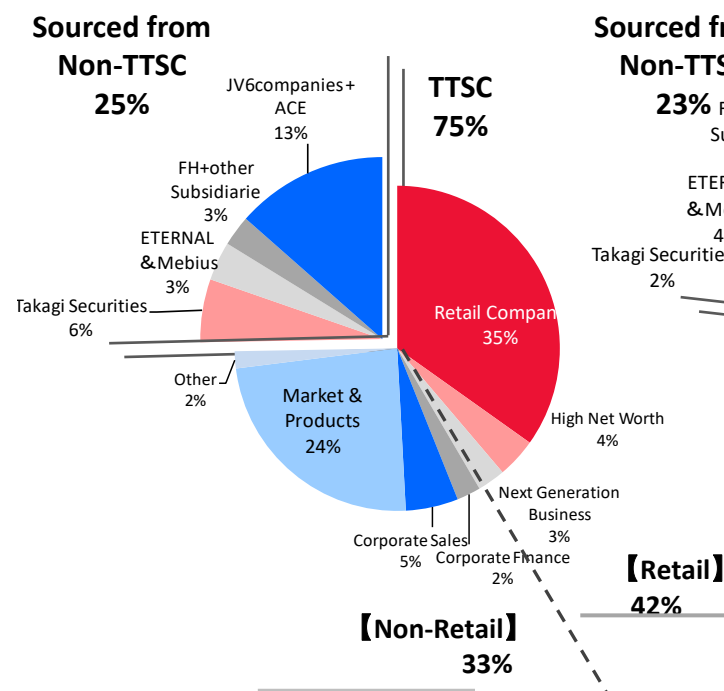
I. The Performance Review

2. Revenue Sources

Consolidated Breakdown of Operating Revenue Sources

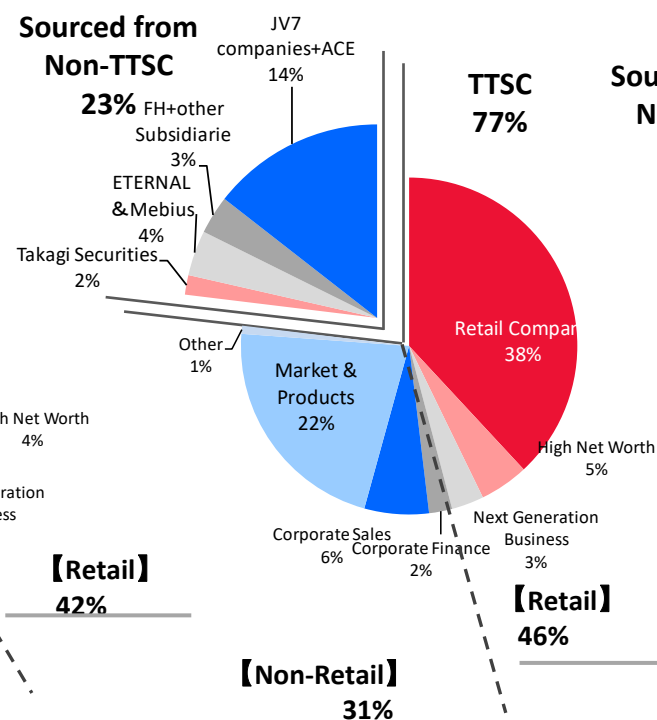
< Full Fiscal 2018 Ended in Mar. 2019 >

Operating revenue ¥ 64,772Mill.



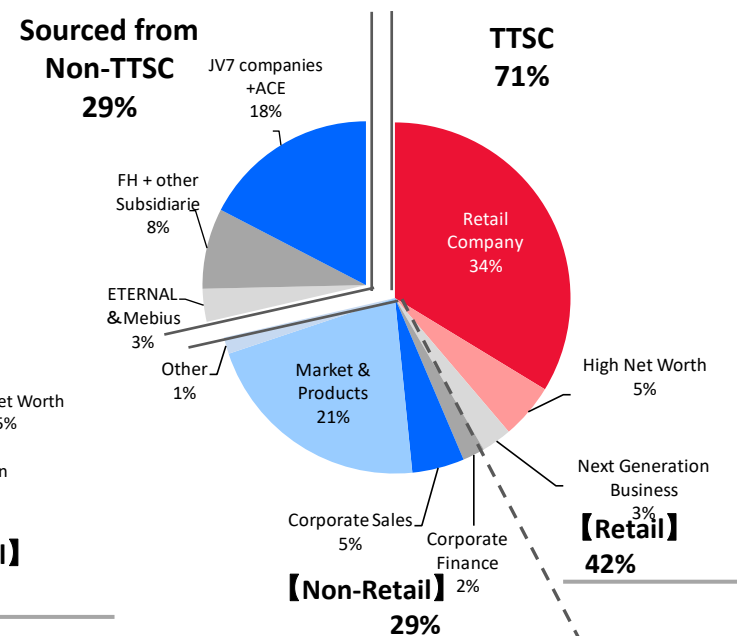
< Full Fiscal 2019 Ended in Mar. 2020 >

Operating revenue ¥ 61,694 Mill.



< Full Fiscal 2020 Ended in Mar. 2021 >

Operating Revenue ¥ 69,362Mill.



※ We prepared the above data not as formal consolidated accounting information but just for your reference, intending to give you an idea about how we generated revenues for each period. The revenue contribution made by equity method affiliates, which include JV Partnerships and ACE Securities, was assessed proportionally in accordance with our respective equity share of such affiliates.

I. The Performance Review

3. Financial Characteristics of the Group <Revenue Generation Attributes>

Trends in ordinary income (loss) earned by the group subsidiaries and affiliates

* the single month figure for Mar.

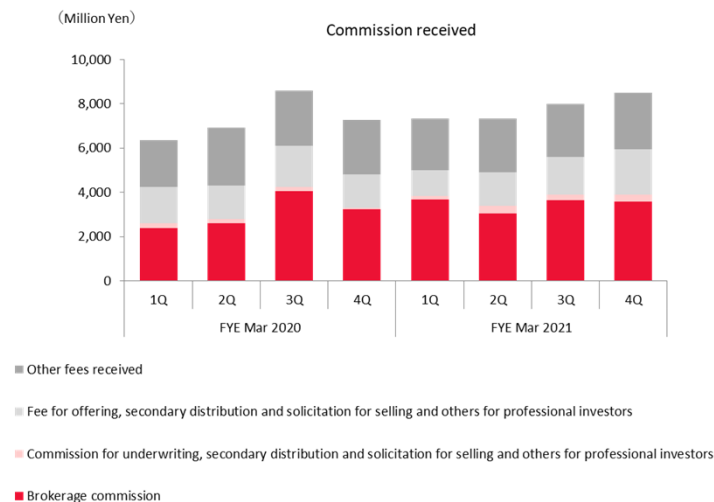
(Million Yen)	FYE Mar 2020						FYE Mar 2021					Comparison over the previous FY with respective FYE Mar. figures deemed as base value of 100.
	1Q	2Q	3Q	4Q	*	Total	1Q	2Q	3Q	4Q	Total	
Tokai Tokyo Securities	-1,911	187	1,841	595	-390	713	-359	1,504	1,871	3,170	6,186	868
JV Securities Total	-33	-54	178	41	-125	131	41	320	494	772	1,628	1,243
Tokai Tokyo Global Investments	25	169	426	-394	-398	226	1,135	591	804	894	3,424	1,515
Takagi Securities	-497	-397	-	-	-	-894	-	-	-	-	0	-
Insurance (Eternal、Mebius)	-0	71	64	139	21	274	12	233	100	192	538	196
M&A (Pinnacle)	-5	36	-66	-59	-11	-94	360	-61	109	-64	343	-
Others	-245	121	82	385	378	344	94	155	-282	462	429	125
Total Consolidated ordinary income (loss)	-2,666	133	2,525	707	-525	700	1,283	2,742	3,096	5,426	12,548	1,793

I. The Performance Review

3. P&L Analysis

(Consolidated) Commission received

(Million Yen)	FYE Mar 2020				FYE Mar 2021				Comparison over the previous FY with respective FYE Mar. figures deemed as base value of 100.
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Brokerage commission	2,371	2,597	4,041	3,229	3,679	3,044	3,640	3,571	114
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	231	201	202	67	151	329	266	328	153
Fee for offering, secondary distribution and solicitation for selling and others for professional investors	1,624	1,521	1,870	1,502	1,182	1,534	1,698	2,046	99
Other fees received	2,126	2,602	2,494	2,486	2,331	2,418	2,407	2,542	100
Total Commission received	6,352	6,922	8,609	7,287	7,344	7,327	8,012	8,489	107



I. The Performance Review

3. Financial Characteristics of the Group <P&L Analysis>

(Consolidated) Other fees received (Half-year)

(Million Yen)	FYE Mar 2020			FYE Mar 2021			Comparison over the previous FY with respective FYE Mar. figures deemed as base value of 100.
	1H	2H	Total	1H	2H	Total	
Beneficiary Certificate(Investment Trust Brokerage Commission)	2,077	1,920	3,997	1,715	1,932	3,647	91
Commission on the Outstanding WRAP Accounts Balance	166	174	340	175	227	403	119
Insurance fee	1,513	1,650	3,164	1,455	1,755	3,210	101
Consulting fee (M&A etc.)	414	278	693	659	421	1,080	156
Others	558	959	1,516	746	614	1,360	90
Other fees received	4,728	4,981	9,710	4,750	4,949	9,700	100

(reference) The share accounted for by “Interest on Loans collateralized by securities” against total Financial revenue

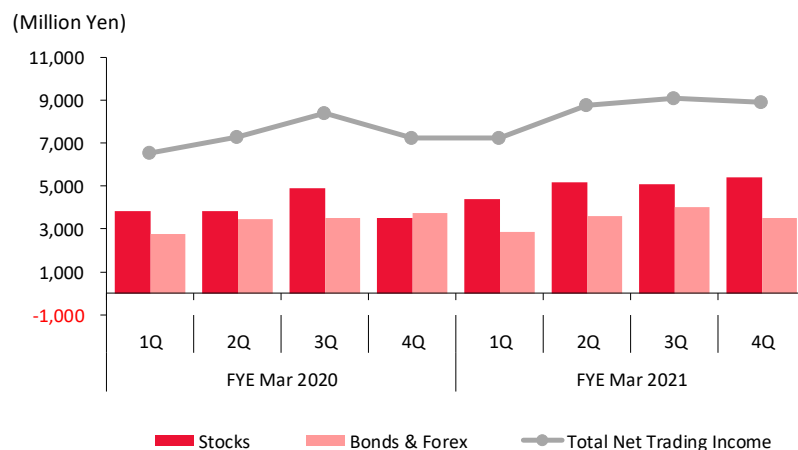
Balance and Revenue of Securities secured loan (Million Yen)	FYE Mar 2020		FYE Mar 2021	
	1H	2H	1H	2H
Short-term loans receivable(Balance)	406	2,798	6,047	14,157
Interest income (Revenue)	2	15	28	59

I. The Performance Review

3. Financial Characteristics of the Group <P&L Analysis>

(Consolidated) Net Trading Income ~ Loss/Profit from equity swap is now included in Stocks ~

(Million Yen)	FYE Mar 2020					FYE Mar 2021					Comparison over the previous FY with respective FYE Mar. figures deemed as base value of 100.
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
Stocks	3,815	3,836	4,878	3,489	16,020	4,375	5,190	5,062	5,389	20,014	125
Japanese Equities & Equity Swap	148	88	458	1,024	1,718	39	601	713	-451 ※1	902	53
									(553)		
Foreign Equities	3,629	3,478	3,705	3,320	14,134	2,662	4,024	3,503	4,135	14,325	101
Others (Funds .etc)	38	269	713	-855	168	1,672	565	846	1,705	4,789	2,851
Bonds & Forex	2,747	3,469	3,520	3,749	13,489	2,858	3,587	4,042	3,503	13,993	104
Japanese Government Bond	-399	86	156	632	475	467	341	194	234	1,238	261
Public and Corporate Bonds	487	495	227	270	1,481	366	431	310	236	1,345	91
Foreign Bonds, Forex and Derivative	2,676	2,889	3,121	2,889	11,575	2,023	2,815	3,537	3,033	11,410	99
Total Net Trading Income	6,564	7,306	8,400	7,239	29,510	7,234	8,778	9,104	8,893	34,008	115
									(9,897)		

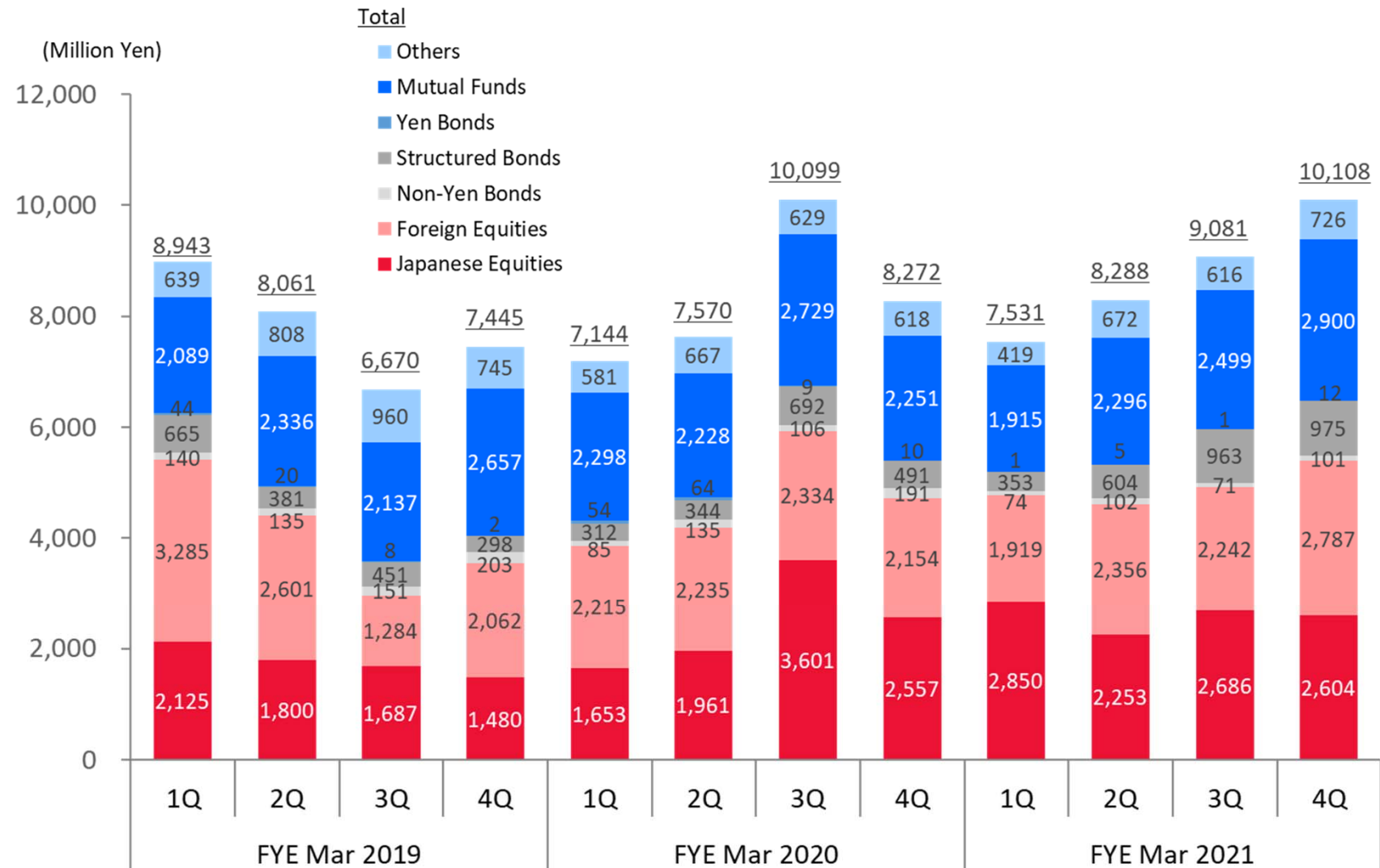


※1. The figure reflects the result of reserve appropriation. We set aside the reserve of 1,004 Million Yen, against the potential price drop that the stocks held for our principal transactions may incur as dividend payment period passes. The appropriated reserve is equivalent to the dividend payment we have received, which more than offsets Trading Income from Domestic stocks and Equity Swaps in the amount of 553 Million Yen.

I. The Performance Review

3. Financial Characteristics of the Group ~ Revenue from Retail Sales ~

《Tokai Tokyo Securities : Retail Sales Revenue by Product Category》
 ~Total Figures from Retail Sales (High Net worth, Retail , Next Generation and IFA)

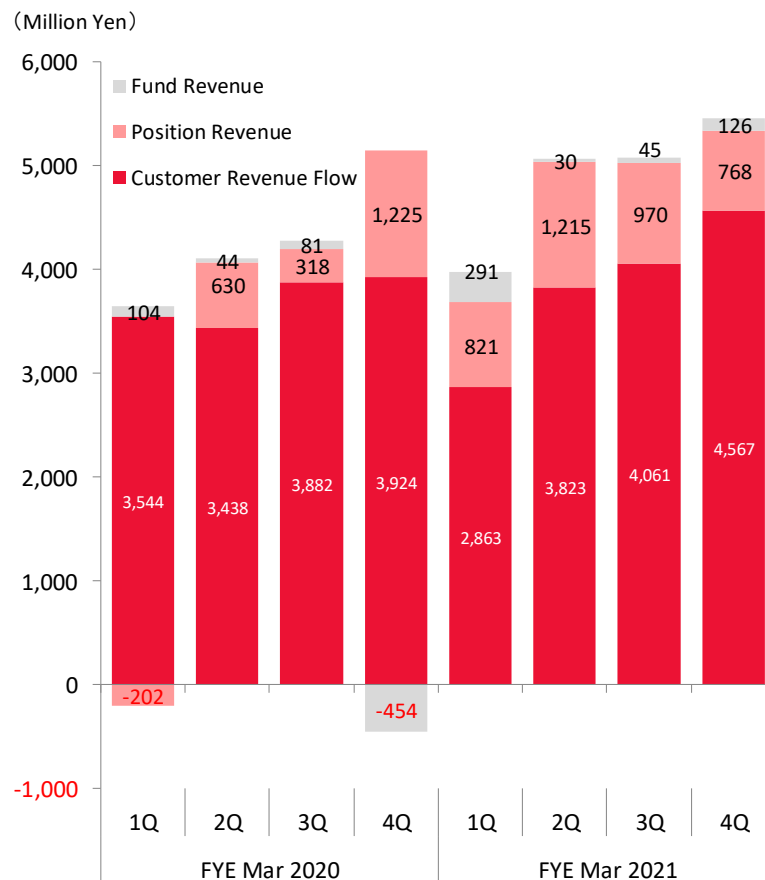


I. The Performance Review

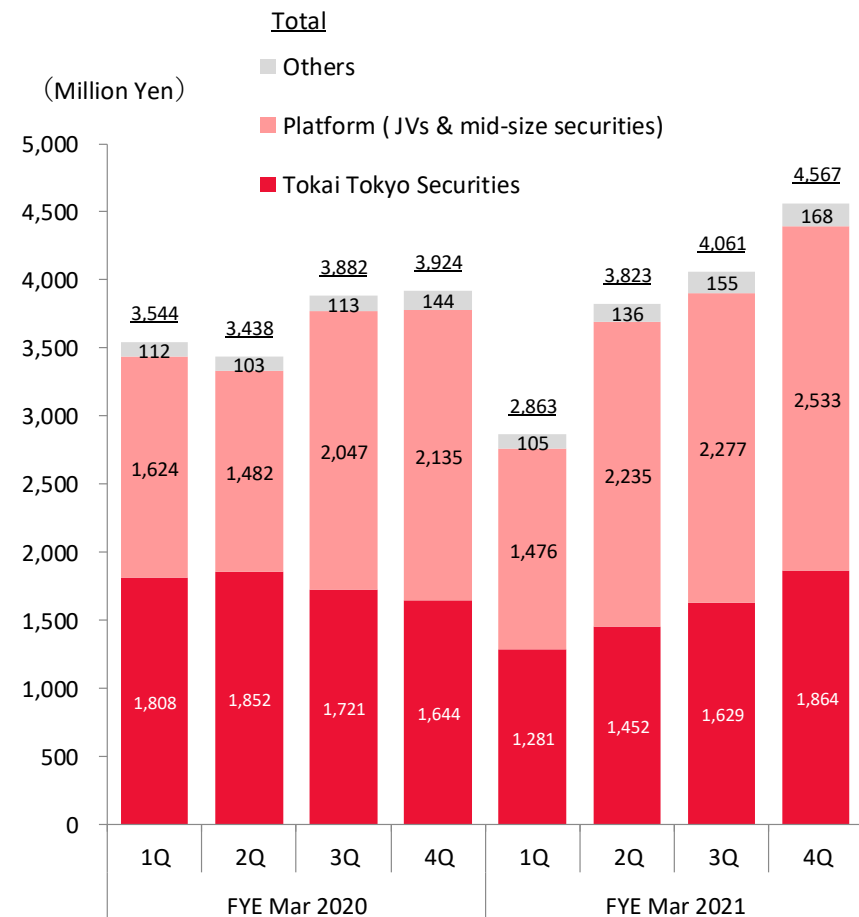
3. Financial Characteristics of the Group ~ Revenue from Market ~

(Tokai Tokyo Securities) Market Division Revenue Sources Breakdown

By transaction type



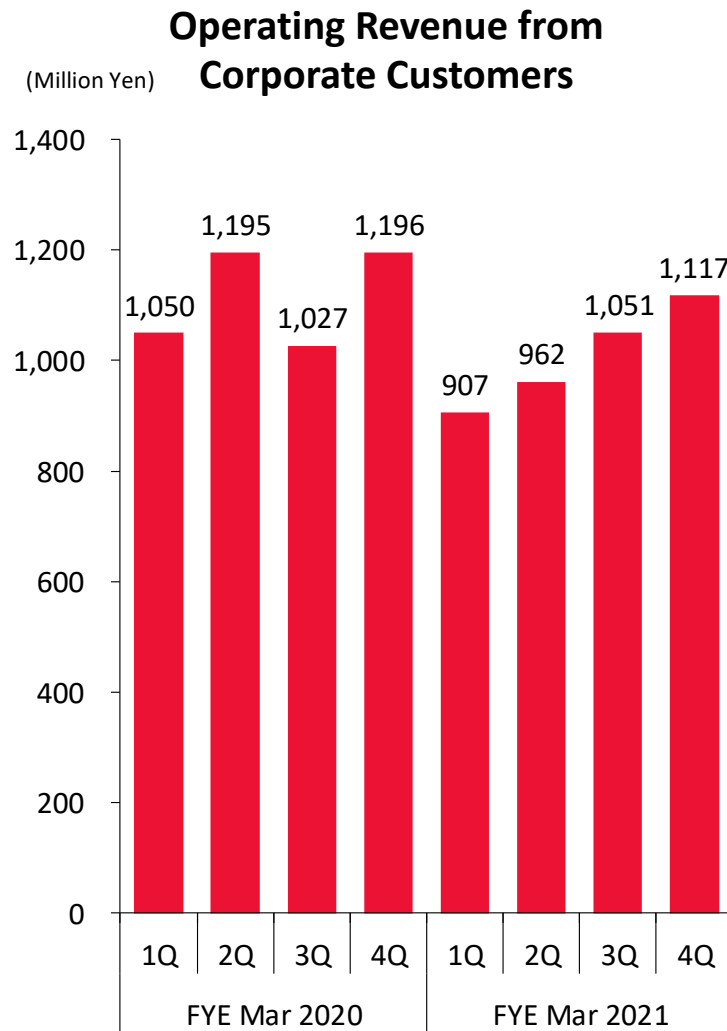
By affiliate and subsidiary



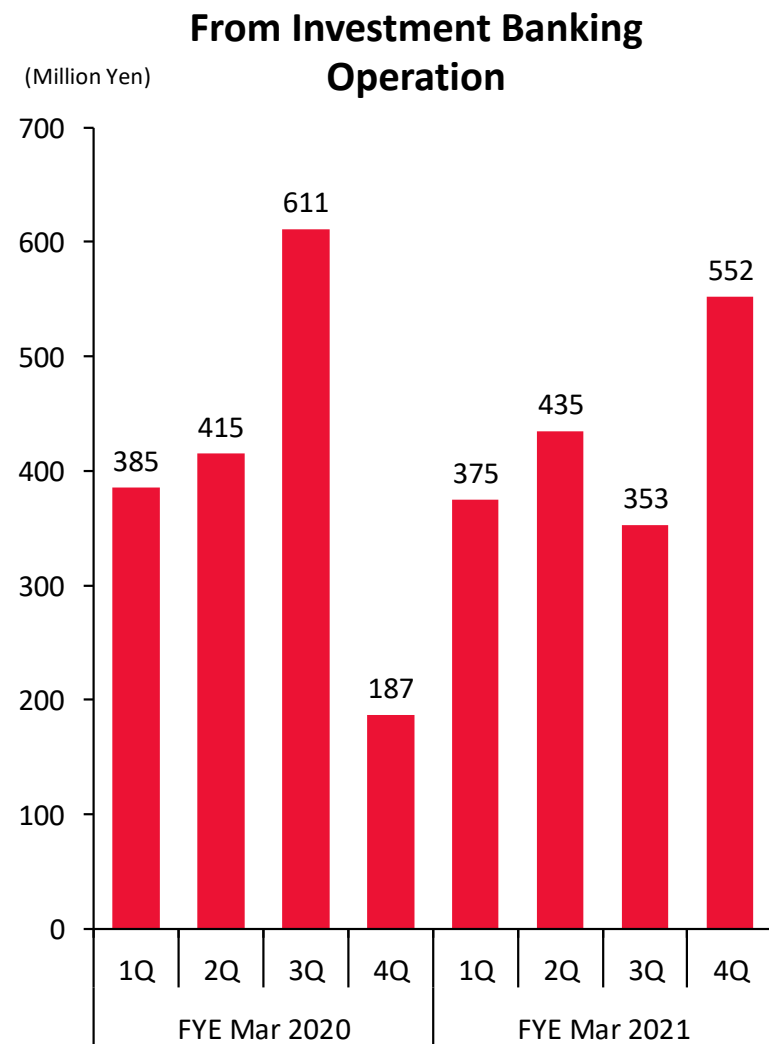
I. The Performance Review

3. Financial Characteristics of the Group

(Tokai Tokyo Securities) Trend in Revenue from Corporate Customers



※The revenue from institutional investors included



I. The Performance Review

3. Financial Characteristics of the Group ~ Sales and General Administrative Expenses ~

《 Consolidated Sales and General Administrative Expenses 》 Comparisons: F2020 vs. F2019 & 4Q vs. 3Q

(F2020 vs. F2019)

- **Trading related expenses** : While the operating revenue growth caused the increase, the Corona Pandemic made us reduce significantly the expenses for business travel and advertisement including event organizing activities and others.
- **Personnel expenses** : Merit-based bonuses increased. But, salaries and wages were decreased due to the adoption of specified employment and the subsequently resulted reduction of temporary allowance as well as the drop of overtime payment.
- **Office cost**: In F2019, we spent the one-time expenses for data transfer accompanying both the business office hand over to Jyuroku TT Securities and the merger with Takagi Securities.

(4Q vs. 3Q)

- **Personnel Expenses**: Merit-based bonuses was the factor.
- **Depreciation**: Some additional depreciation included in 4Q due to the recognition of the increase in the customer related asset that may be loosely classified as goodwill.

	FYE Mar 2020					FYE Mar 2021					Comparison over the previous FY with respective FYE Mar. figures deemed as base value of 100.
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
(Million Yen)											
Trading related expenses	2,867	2,709	2,955	2,853	11,386	2,147	2,546	2,747	2,768	10,210	90
Personnel expenses	7,412	6,728	6,873	6,814	27,827	6,590	6,810	6,925	7,175	27,501	99
Real estate expenses	2,089	1,814	1,903	1,775	7,583	1,818	1,800	1,811	1,817	7,247	96
Office cost	1,883	2,047	1,879	1,705	7,516	1,655	1,598	1,758	1,744	6,756	90
Depreciation	715	773	801	936	3,226	772	743	776	893	3,185	99
System expenses	195	206	222	215	844	211	231	229	212	886	105
Takagi Sec expenses	19	23	-	-	42	-	-	-	-	-	-
Other	908	764	634	744	3,050	697	801	725	683	2,907	95
Total Selling, general and administrative expenses	15,875	14,837	15,048	14,830	60,591	13,681	14,299	14,743	15,083	57,808	95

I. The Performance Review

3. Financial Characteristics of the Group

(Consolidated) Revenue from investee entities

(Million Yen)	FYE Mar 2020					FYE Mar 2021					Comparison over the previous FY with respective FYE Mar. figures deemed as base value of 100.
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	
FinTech ^{※1}	-129	-135	-147	-135	-548	-165	-124	-116	-140	-547	100
Insurance ^{※2}	-0	82	64	140	286	12	233	100	192	538	188
M&A ^{※3}	-5	36	-66	-58	-94	360	-61	109	-64	343	-365

《 Consolidated Sales and General Administrative Expenses 》

※¹ Profit and Loss and Goodwill Amortization were recognized under Equity Method from the operating result of Money Design Co., Ltd. and “Hash DasH Holdings”.

※² Ordinary Profit of Eternal Co., Ltd. and Mebius.Co., Ltd. were added.

※³ Ordinary Profit and Loss of Pinnacle and Pinnacle TT Solutions were recognized as added together. (Large deal was closed in the 1st QTR of Fiscal Year ending in March 2021)

【note】Assets under Custody (Money Design Co., Ltd.)

(At the time of equity contribution)			(Million Yen)		
	As of Jun 30, 2018	As of Mar 31, 2019	As of Mar 31, 2020	As of Oct 31, 2020	As of Mar 31, 2021
Total Assets under Custody	29,181	42,038	64,999	93,009	125,450
THEO、THEO+	27,133	39,119	53,203	72,492	86,819
Investment Trust	2,048	2,919	11,796	20,517	38,631

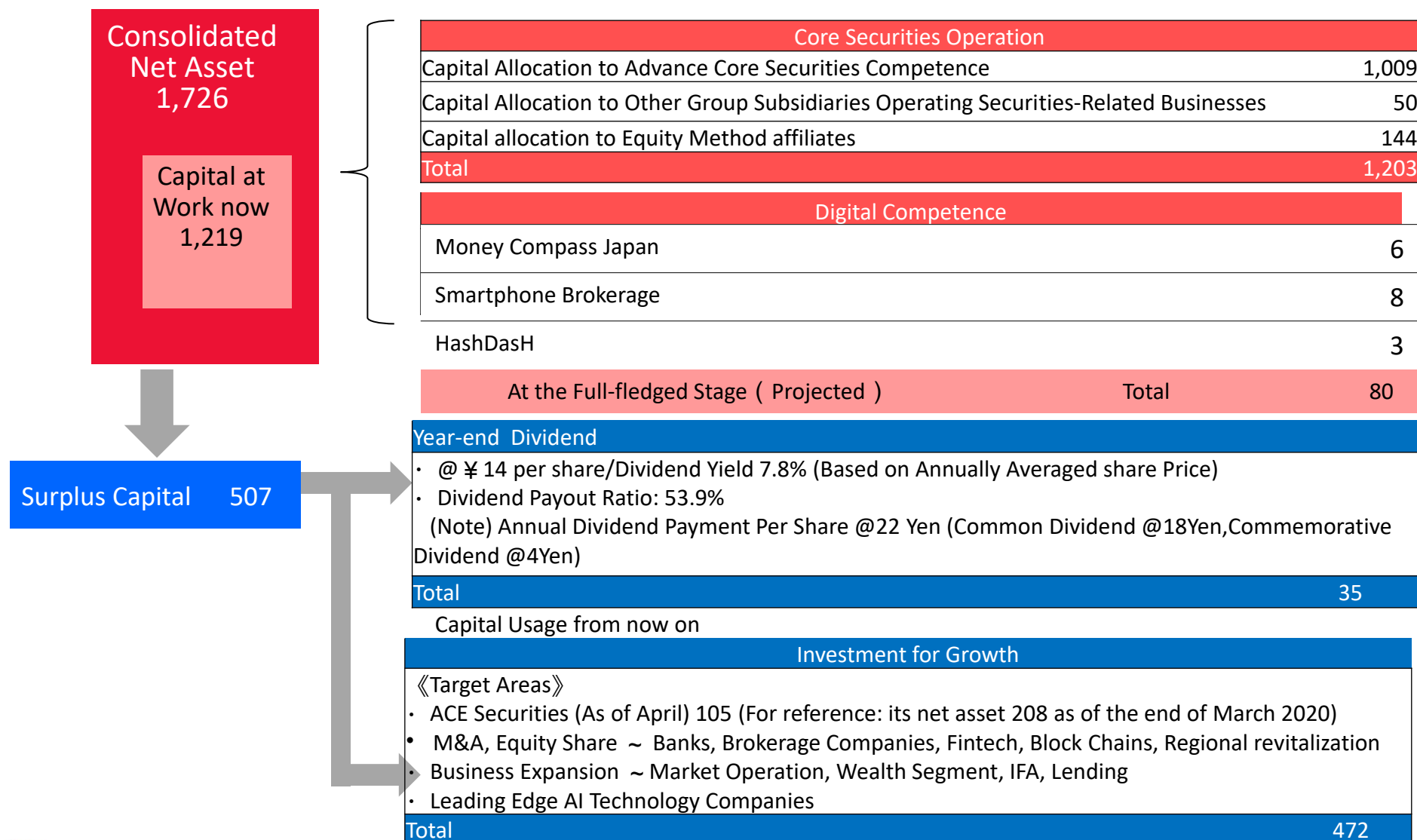
* The above figures were all stated as Net Asset Values.

I. The Performance Review

3. Financial Characteristics of the Group ~ Capital Account Status ~

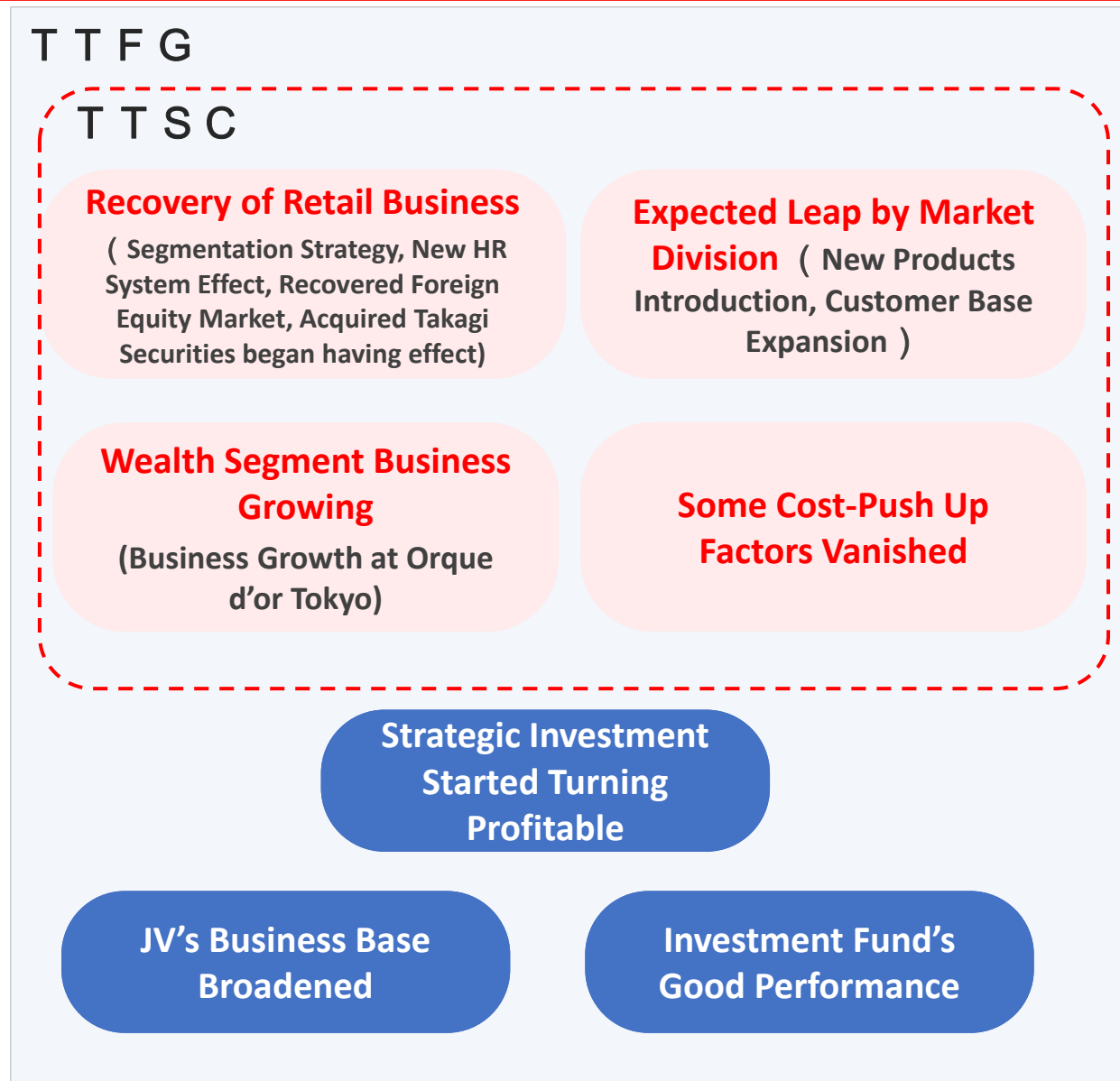
The Group's Capital Account Status (As of the end of March 2021) (Hundred Million Yen)

(Hundred Million Yen)



I. The Performance Review

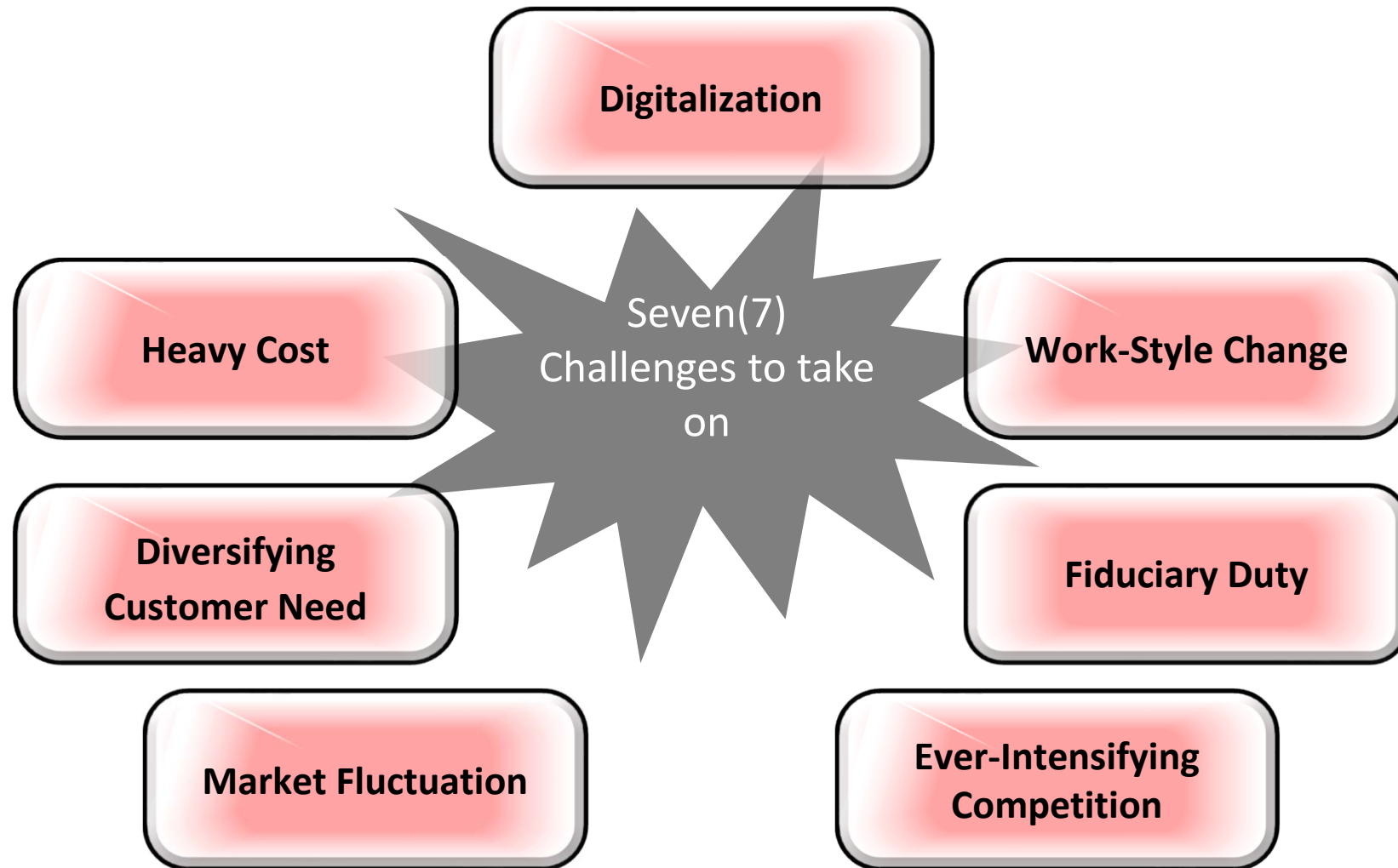
4. Group Performance Summary



II. Seven Challenges and the Progress

II. Seven Challenges and the Progress

1. Pending Tasks associated with Face to Face Sales



II. Seven Challenges and the Progress

2. Solutions to the Changing Environment

Solutions

**Boost Earning
Capability of
Tokai Tokyo
Securities**

**Originate New Business
Models**

Ⅲ. Boost Tokai Tokyo Securities' Earning Capability

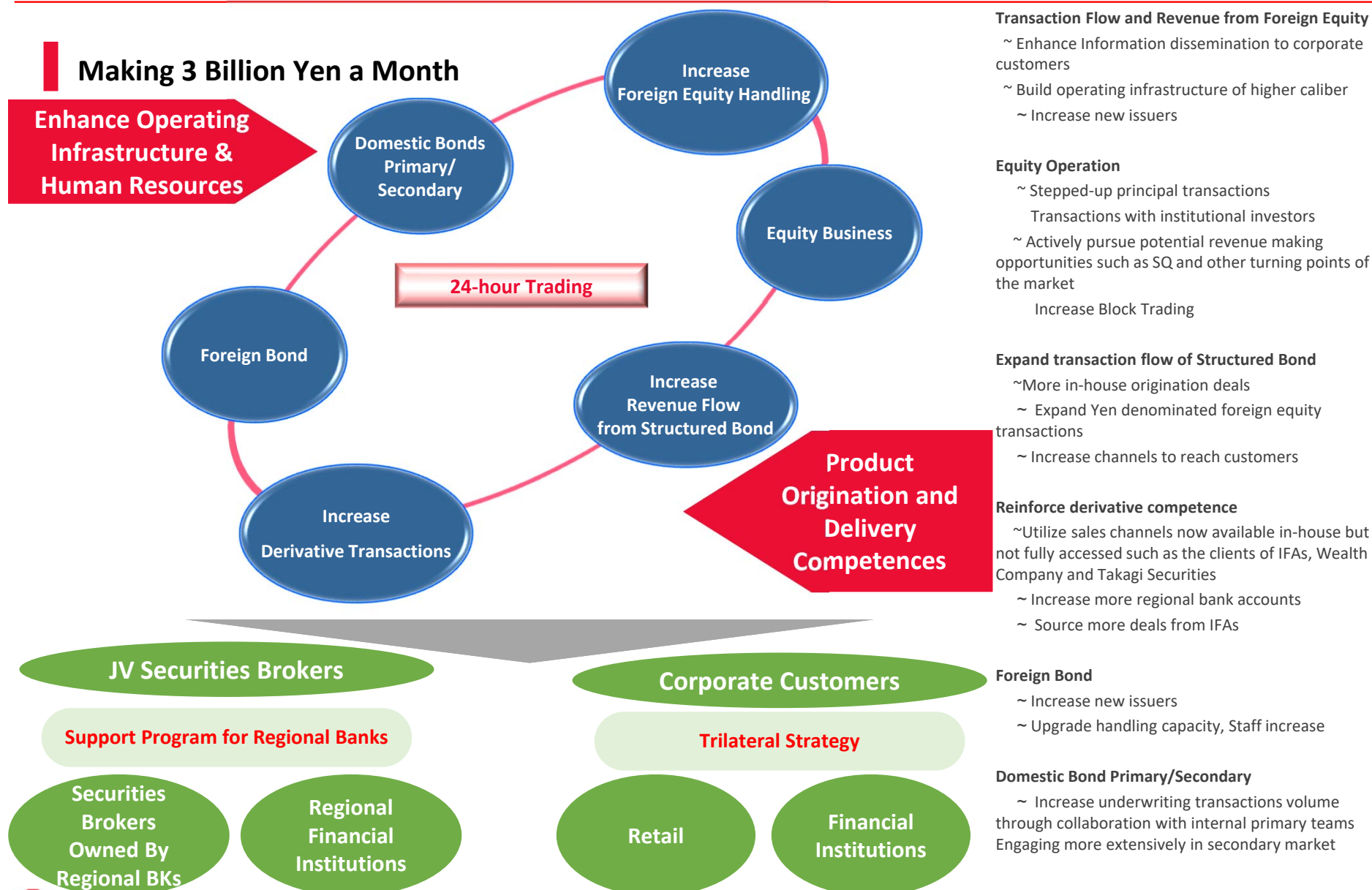
III. Boost Tokai Tokyo Securities' Earning Capability

1. Overall Picture



III. Boost Tokai Tokyo Securities' Earning Capability

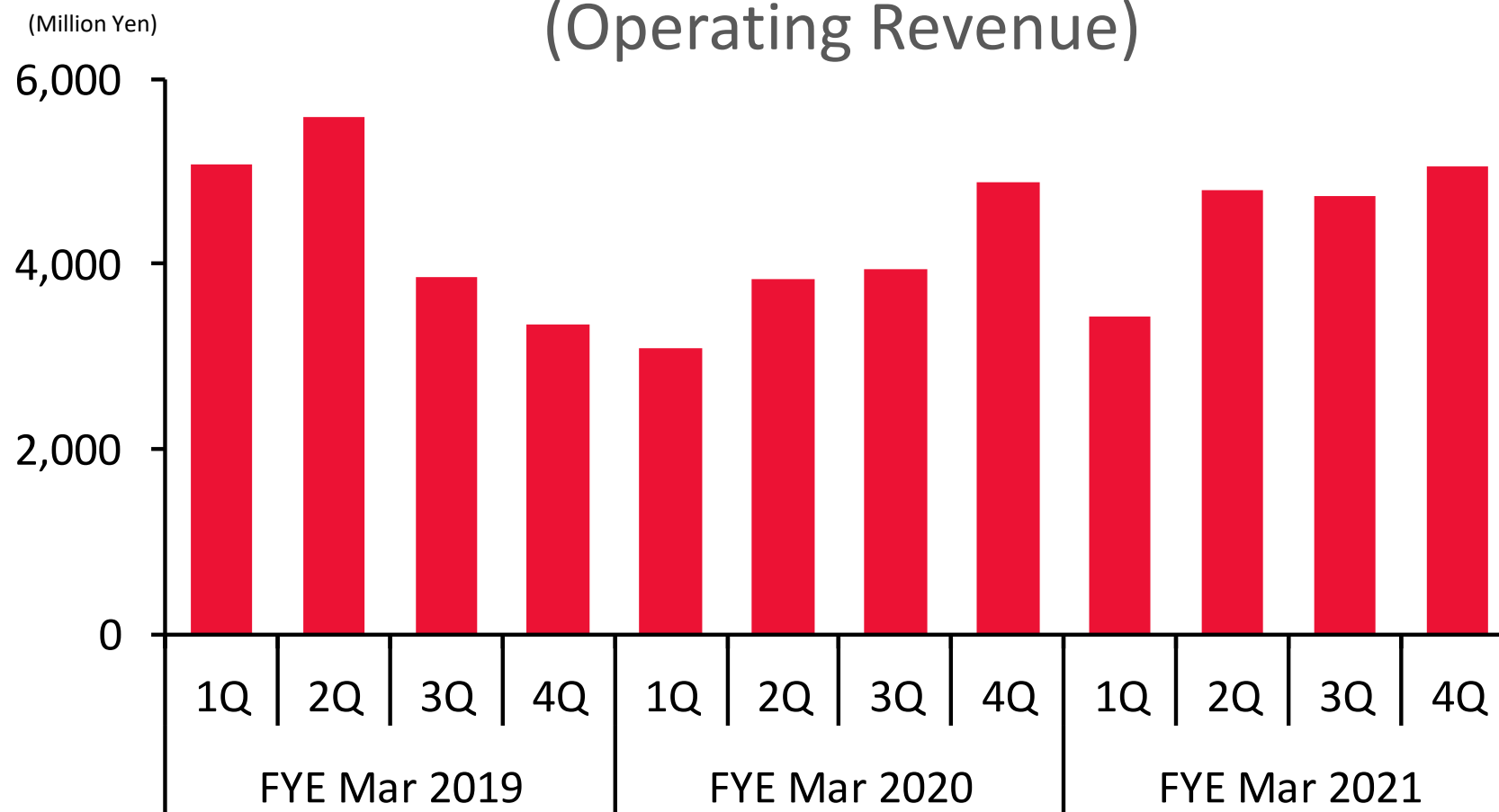
2. Market & Corporate Sales Divisions — Project 3 Billion Yen Revenue a Month—



III. Boost Tokai Tokyo Securities' Earning Capability

2. Market & Corporate Sales Divisions — Project 3 Billion Yen (Revenue a Month)—

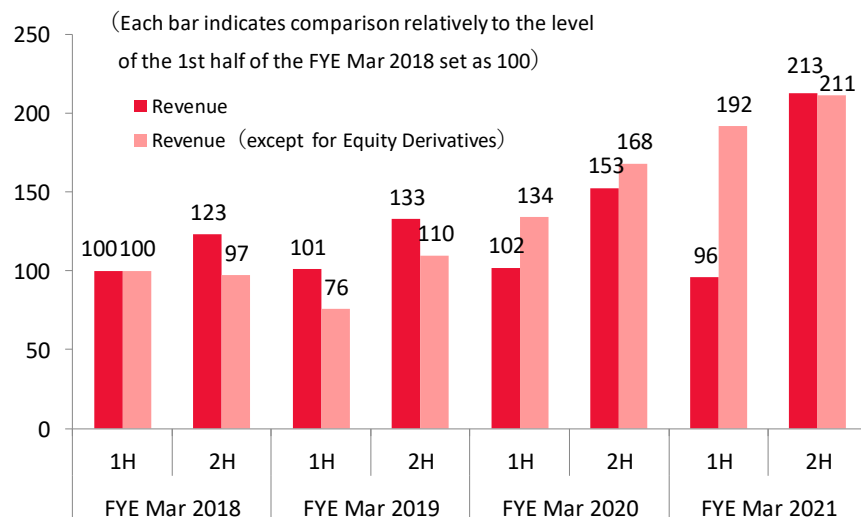
Solid Performance by Market Division (Operating Revenue)



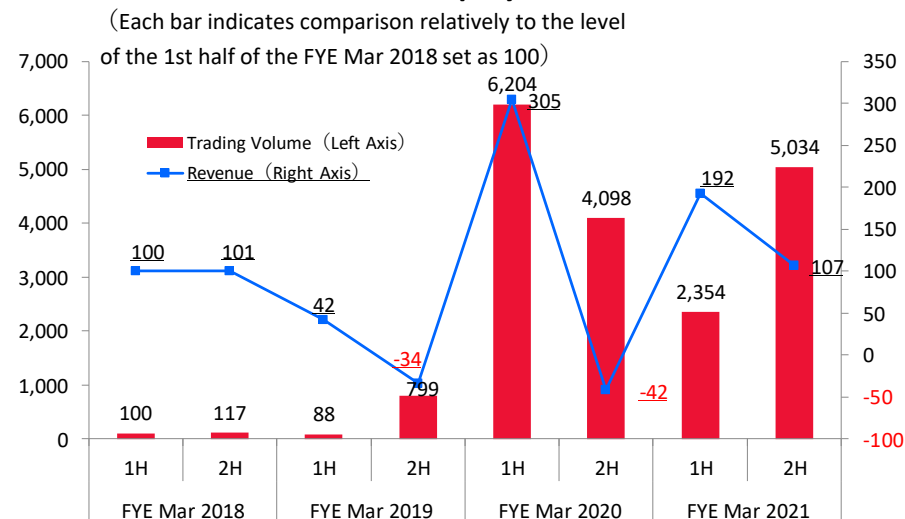
III. Boost Tokai Tokyo Securities' Earning Capability

2. Market & Corporate Sales Divisions — Project 3 Billion Yen (Revenue a Month)—

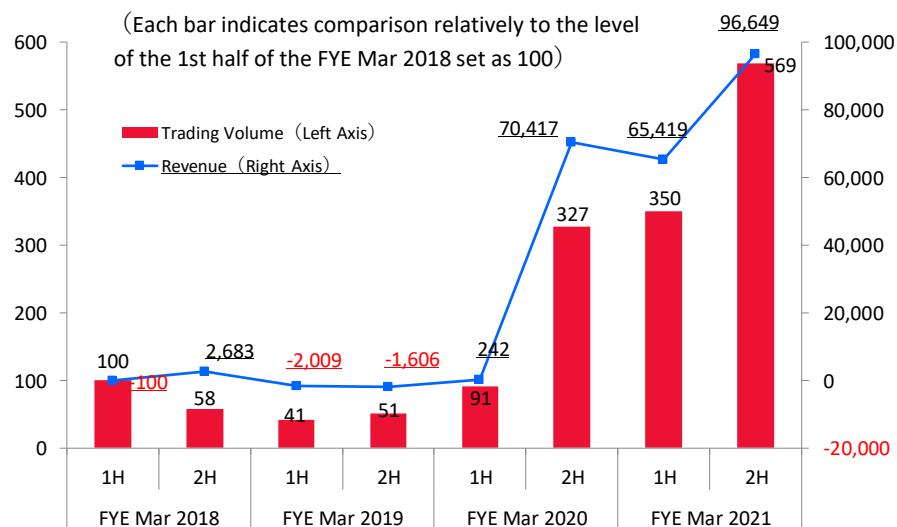
Sales at Institutional Investors



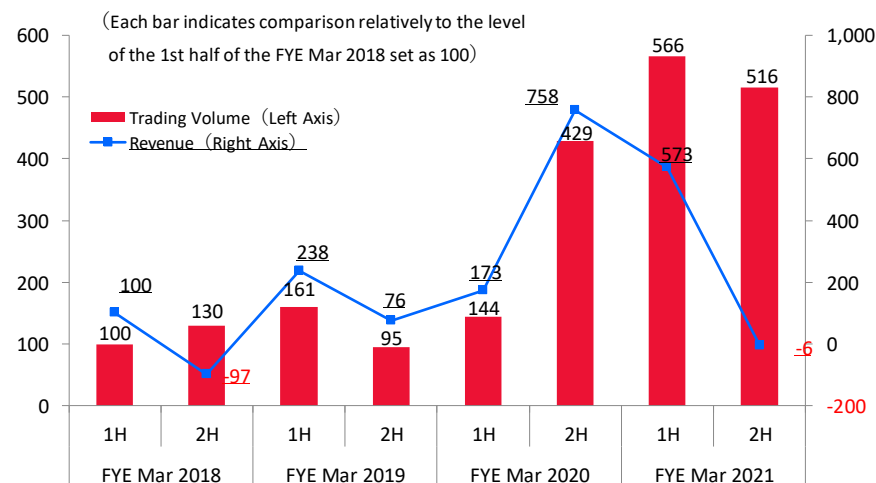
Block-Basket Equity Transactions



Equity Index Transactions

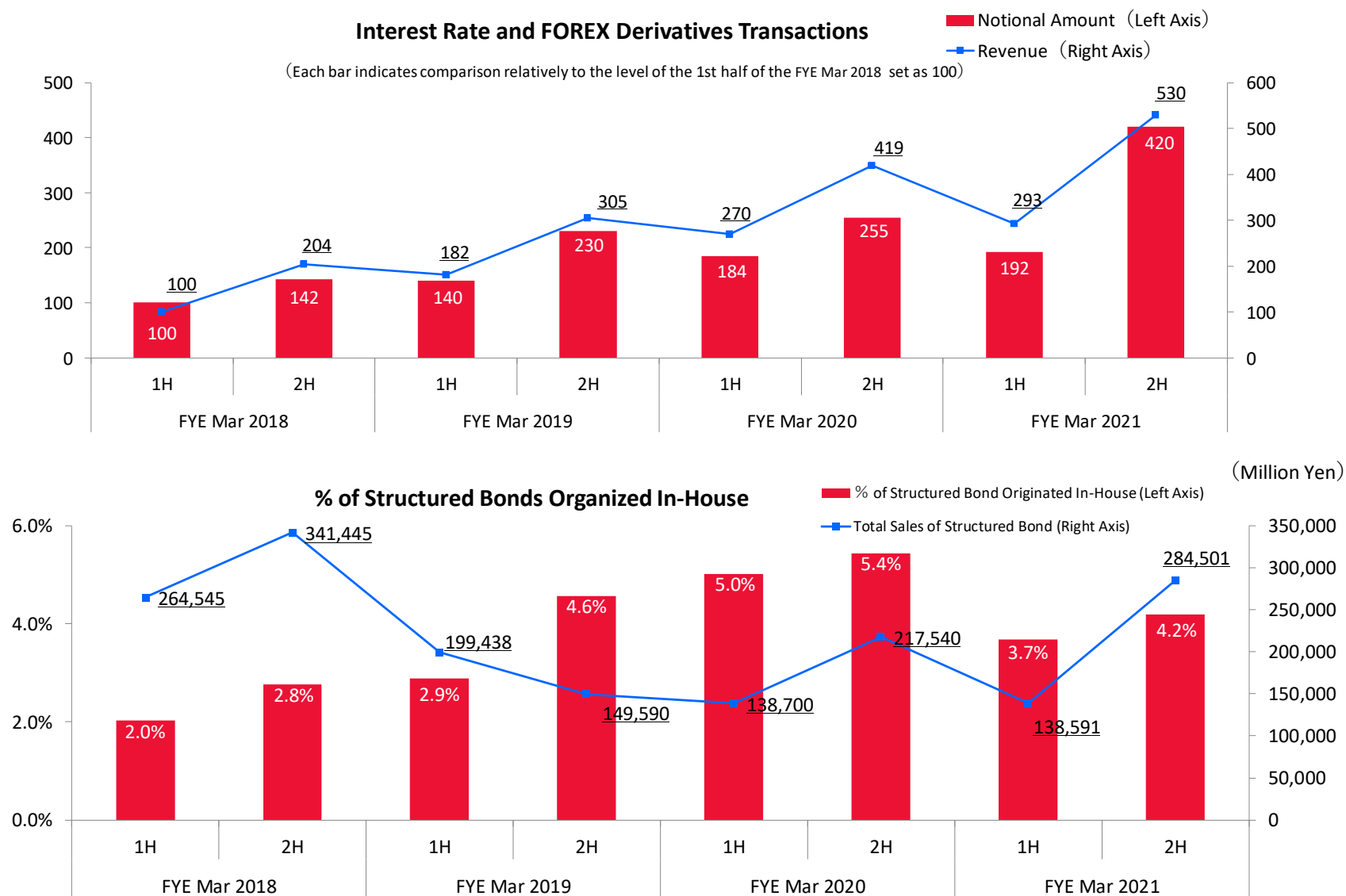


Equity Vwap Transactions



Ⅲ. Boost Tokai Tokyo Securities' Earning Capability

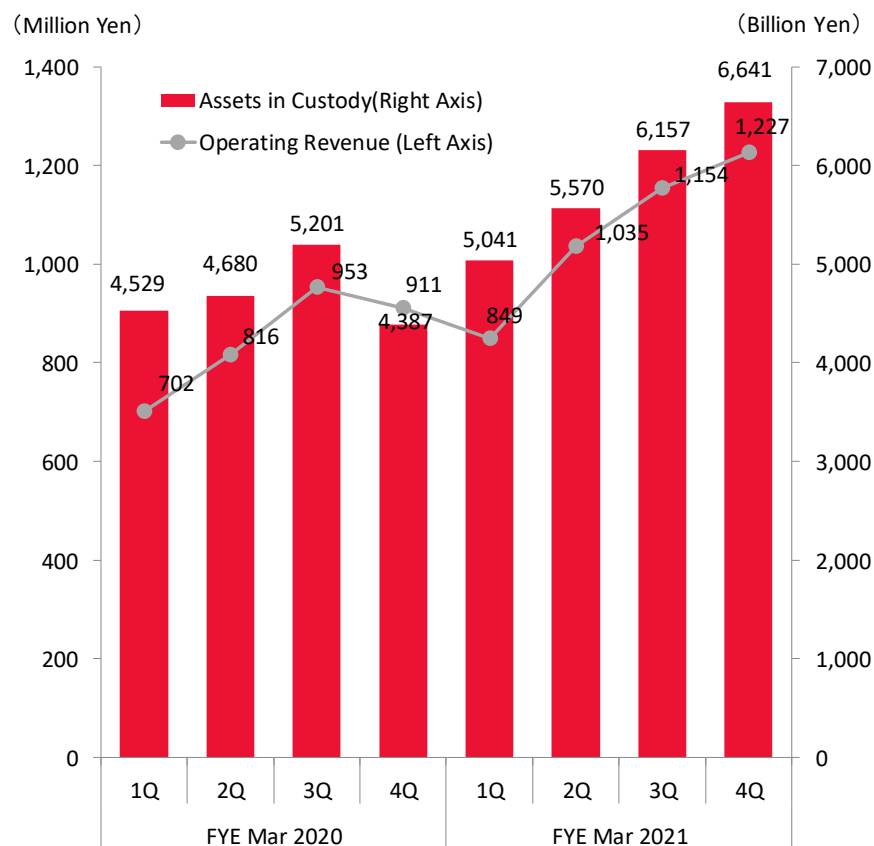
2. Market & Corporate Sales Divisions — Project 3 Billion Yen (Revenue a Month)—



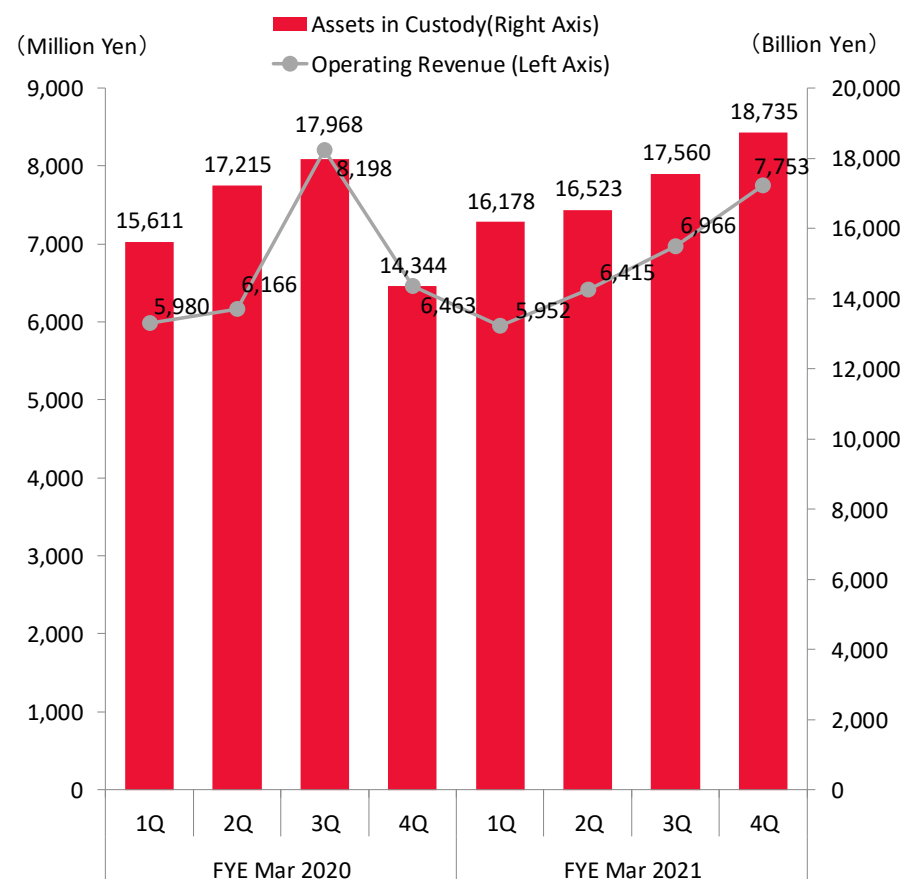
III. Boost Tokai Tokyo Securities' Earning Capability

3. Retail Sales Division (Wealth & Retail)

Wealth Division/ Trends in Operating Revenue & Asset under Custody April 2019 ~ March 2021



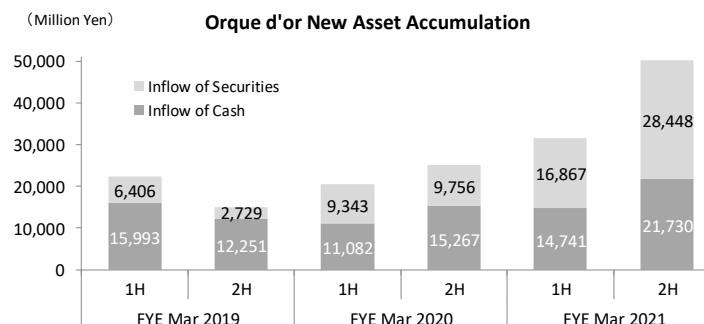
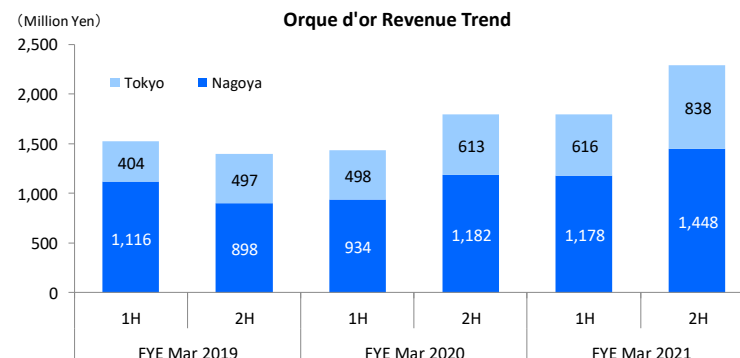
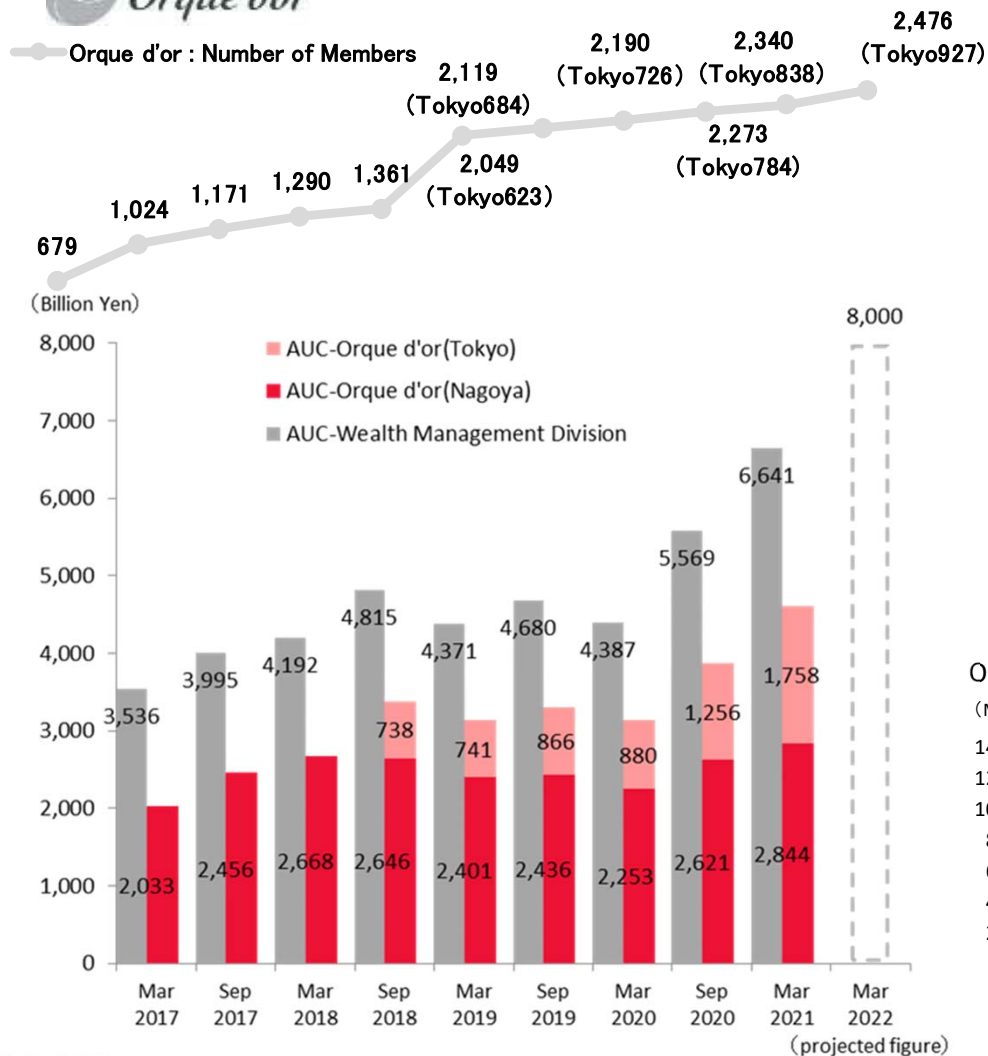
Retail Division/ Trends in Operating Revenue & Asset under Custody April 2019 ~ March 2021



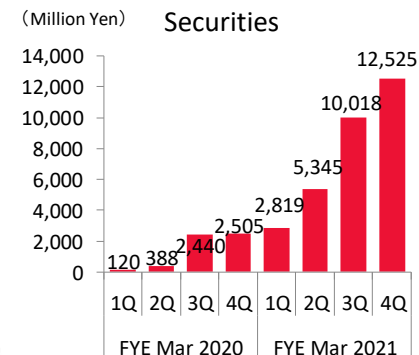
III. Boost Tokai Tokyo Securities' Earning Capability

3. Retail Sales Division (Wealth & Retail) - Wealth

《 Orque d'or: Number of Members, Asset under Custody (AUC) 》

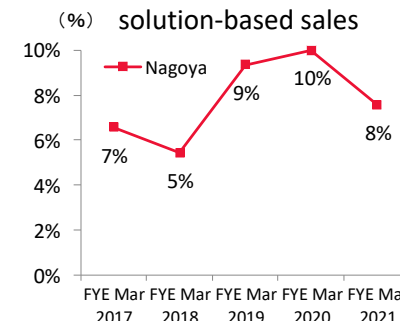


Wealth management Company
Outstanding Loan Collateralized by Securities



(For your reference)

Wealth management Company
Revenue share accomplished by solution-based sales



III. Boost Tokai Tokyo Securities' Earning Capability

3. Retail Sales Division (Wealth & Retail) - Retail

《 Effect of Segmentation Approach 》

Account Classification by the Size of Assets in Custody	Status of Account Activity	Number of Accounts as of Mar.31,2021	Change in the Number. of Accounts from Sept.30,2020 to Mar.31,2021	Change(%) in the Number of Active Accounts from Sep 30, 2020 to March 31, 2021	Change of the Revenue for the half - year beginning Oct.1, 2020 over that of the immediately preceding half-year
A ¥10 Million or Larger	Already Active	13.5million	+ 20.3%	+ 13.9%	+ 27.4%
B ¥10 Million or Larger	Was *Dormant	31.0million	+ 5.6%	+ 73.4%	+ 65.7%
C Less than ¥10 Million	Already Active	3.5million	▲ 7.9%	▲ 32.3%	▲ 43.4%
D Less than ¥10 Million	Was Dormant	90.0million	▲ 6.9%	+ 8.1%	+ 10.0%
<u>Gross Revenue from all the segments, A thru. D.</u>					+ 23.0%

Active Accounts during the 2nd
Half of FY 2021

Number of Accounts as of
Mar.31,2021

(The accounts for which we serve
as an agent are not included. Also,
included are only those generating
100 thousand Yen or more of
revenue.)

Gross Revenue during
the 2nd Half of FY
2021

138 Thousand

17 Thousand

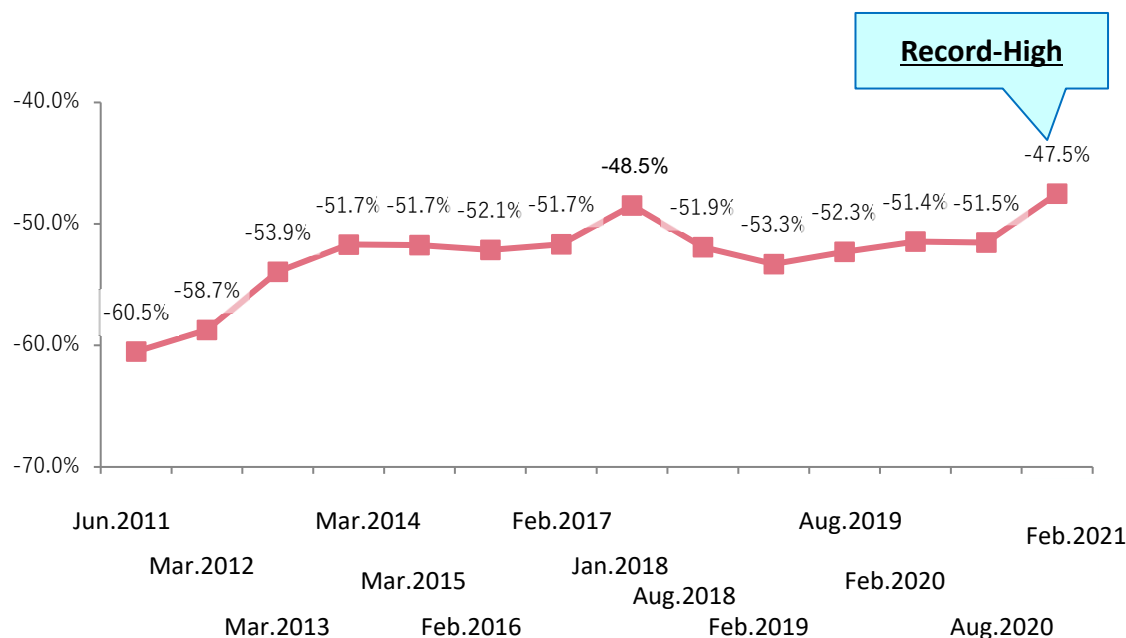
14.8 Billion Yen

* "Dormant" denotes the account status
yielding half year commission of less than
¥ 100 Thousand.

III. Boost Tokai Tokyo Securities' Earning Capability

3. Retail Sales Division (Wealth & Retail) - Retail

NPS® Survey Result (over the group as a whole)



NPS® of the Company shows -47.5%, which marks the Company's record -high, up 4.0% from the previous result measured in August 2020. The Company started NPS® assessment since 2011.

※NPS® is a registered trade mark of Bain and Company Fred Reichheld、 Satmetrics Systems.

※NPS® is the acronym of Net Promoter Score meaning in Japanese "the % of net endorser", and it quantifies the customer loyalty (as the level of fondness for or confidence in, corporations and brands customers feel.)

NPS®s Specific to some Department and Office

Branches	NPS	No.
Orque d'or Department Tokyo 2	-0.9%	1
Orque d'or Department 1	-9.6%	2
Orque d'or Department Tokyo 1	-17.7%	3
Orque d'or Department 2	-22.9%	4
A branch	-24%	5
Orque d'or Department Tokyo 3	-27%	6
B branch	-29.5%	7
Orque d'or Department, Professionals	-29.7%	8
C branch	-37.9%	9
D branch	-38%	10
Segment A	-22.5%	-

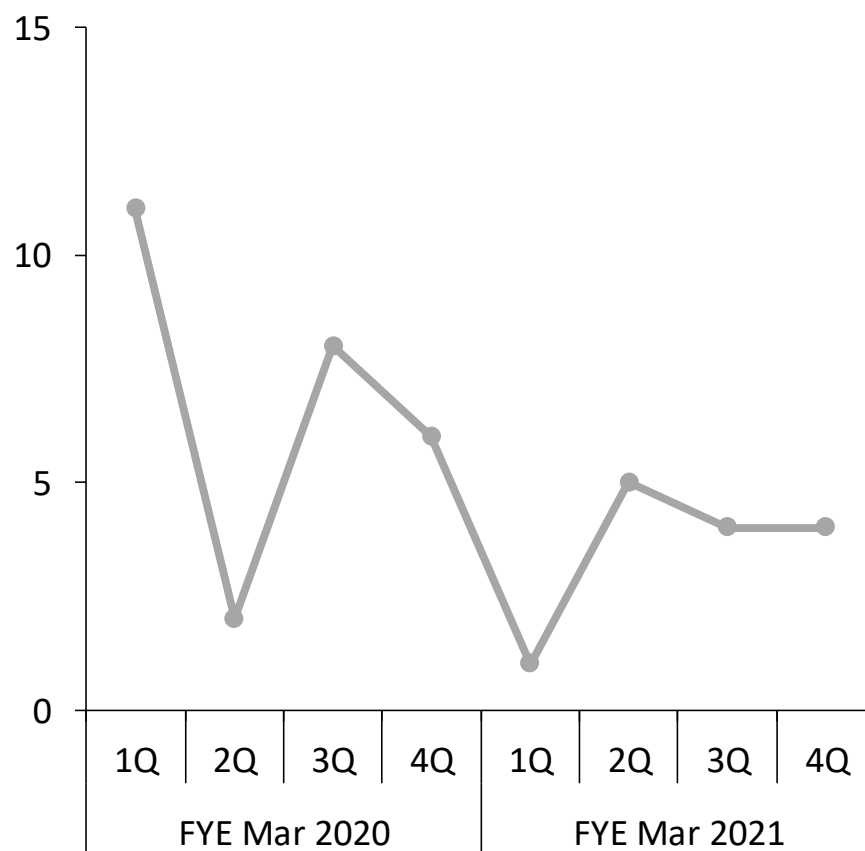
* NPS® Survey Result Conducted in Feb. 2021

III. Boost Tokai Tokyo Securities' Earning Capability

4. Investment Banking Division—Expand IPO Businesses—

Quarterly Trend in IPO Underwriting Closed

● (Nr. of IPO Underwriting)



IPO Underwriting Ranking Table Apr. 2020 ~ Mar. 2021

Ranks	Peers	Nr.Of Deals	Total Amount (Million Yen)	Share (%)
1	Daiwa	44	68,107	21.7
2	SMBC Nikko	47	64,760	20.7
3	Nomura	41	62,361	19.9
4	Mizuho	58	52,405	16.7
5	SBI	80	33,704	10.8
6	Mitsubishi UFJ MS	19	6,312	2.0
7	Morgan Stanley	1	4,711	1.5
8	Ichiyoshi	30	3,630	1.2
9	Credit Suisse	4	3,393	1.1
10	Rakuten	43	2,227	0.7
11	UBS	2	2,141	0.7
12	Tokai Tokyo	12	1,802	0.6

※Derived from Capital Eye's data

Local Bond Underwriting Ranking Table Apr. 2020 ~ Mar. 2021

Ranks	Peers	Nr.Of Deals	Total Amount (Million Yen)	Share (%)
1	Nomura	103	625,823	22.4
2	SMBC Nikko	91	488,894	17.5
3	Daiwa	88	481,372	17.2
4	Mizuho	78	434,694	15.5
5	Mitsubishi UFJ MS	73	417,064	14.9
6	Goldman Sachs	17	127,293	4.6
7	Tokai Tokyo	23	109,929	3.9
8	Okasan	6	38,200	1.4
9	BNP Paribas	4	25,567	0.9
10	Shinkin	5	24,200	0.9

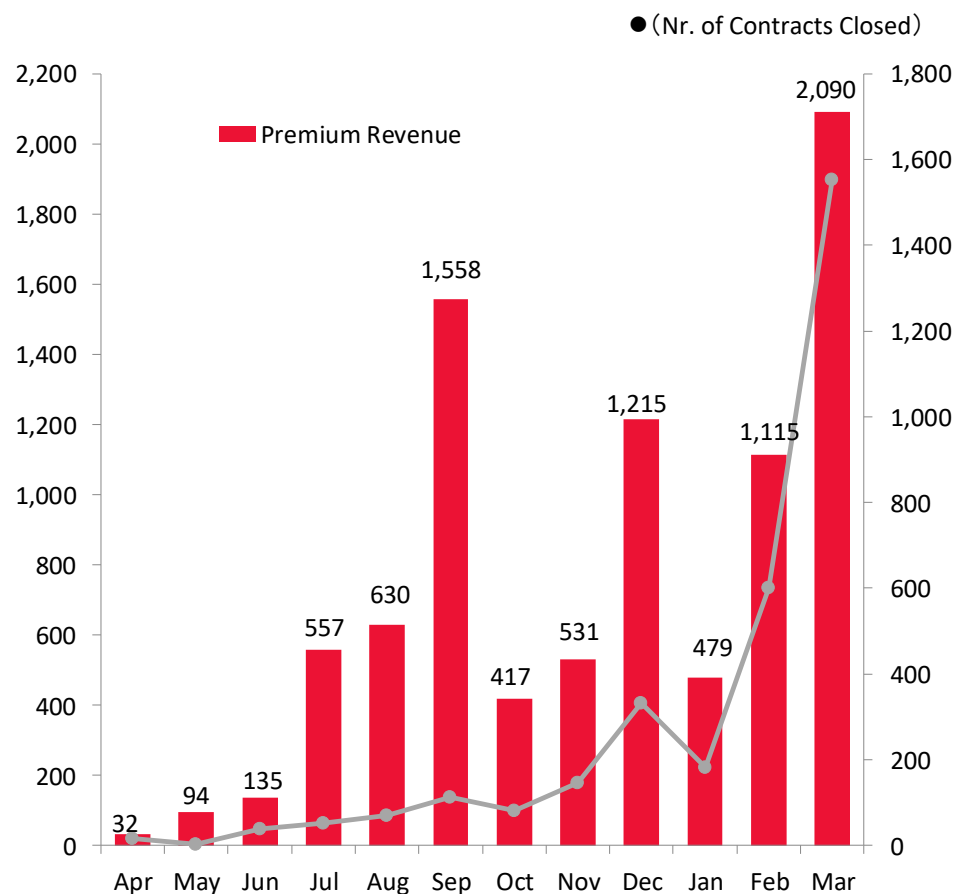
※ Derived from Thomson Reuter's data

III. Boost Tokai Tokyo Securities' Earning Capability

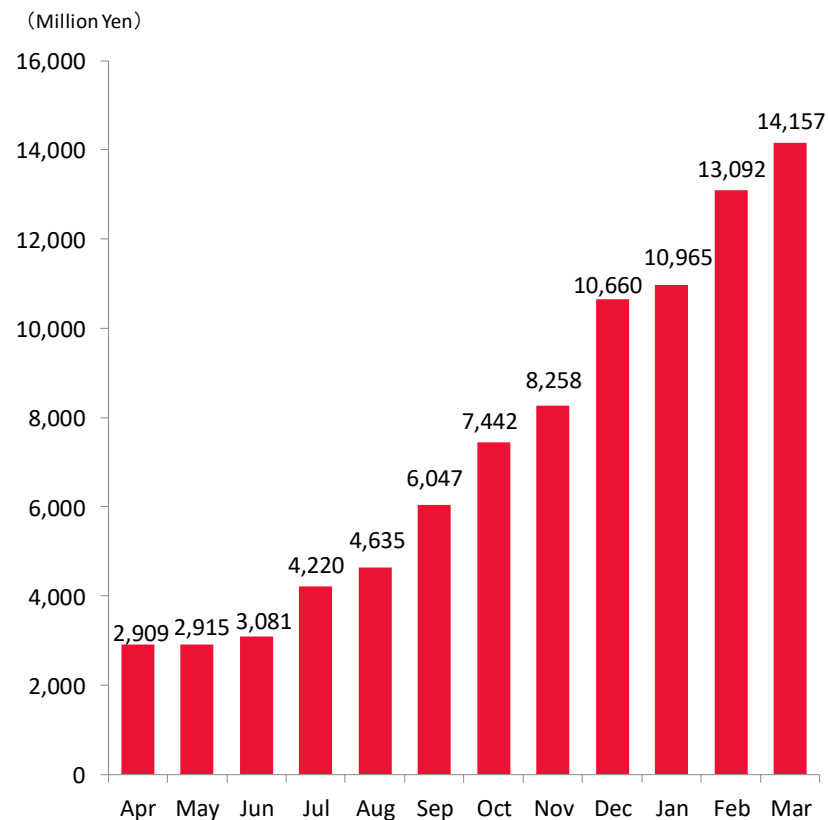
5. Products and Services—Insurance, Lending, Wealth Diagnosis

Trend of Insurance Contract Closed

Apr. 2020 ~ Mar. 2021



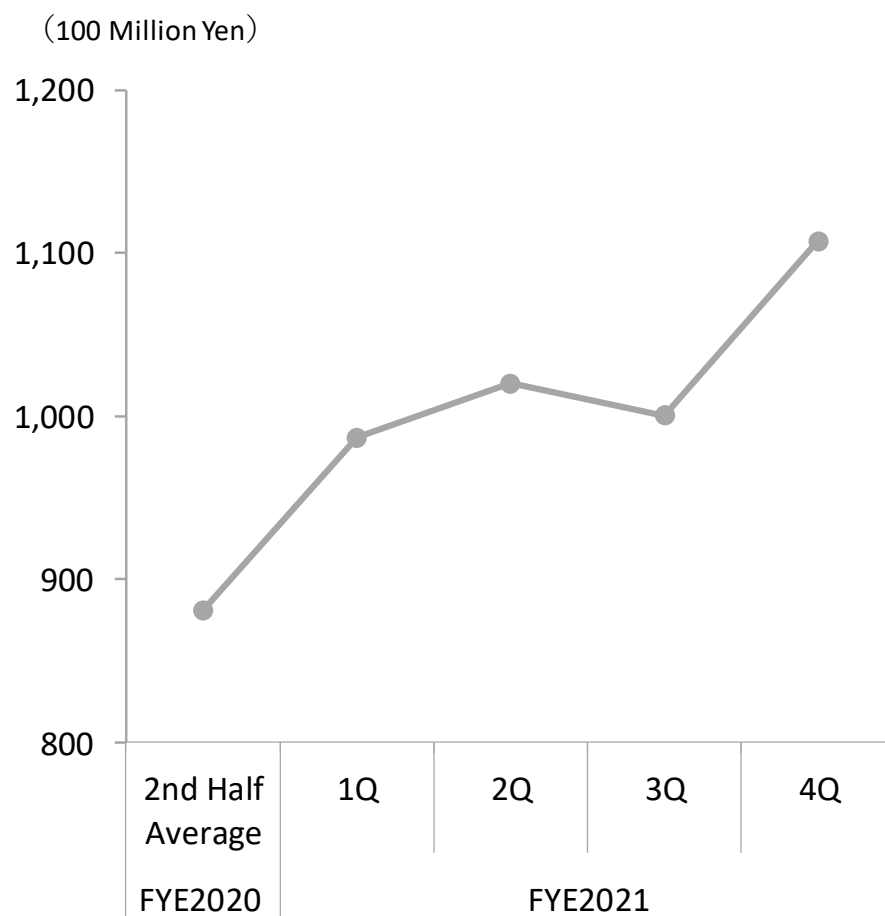
Trend of Lending with Collateralized Securities Apr. 2020 ~ Mar. 2021



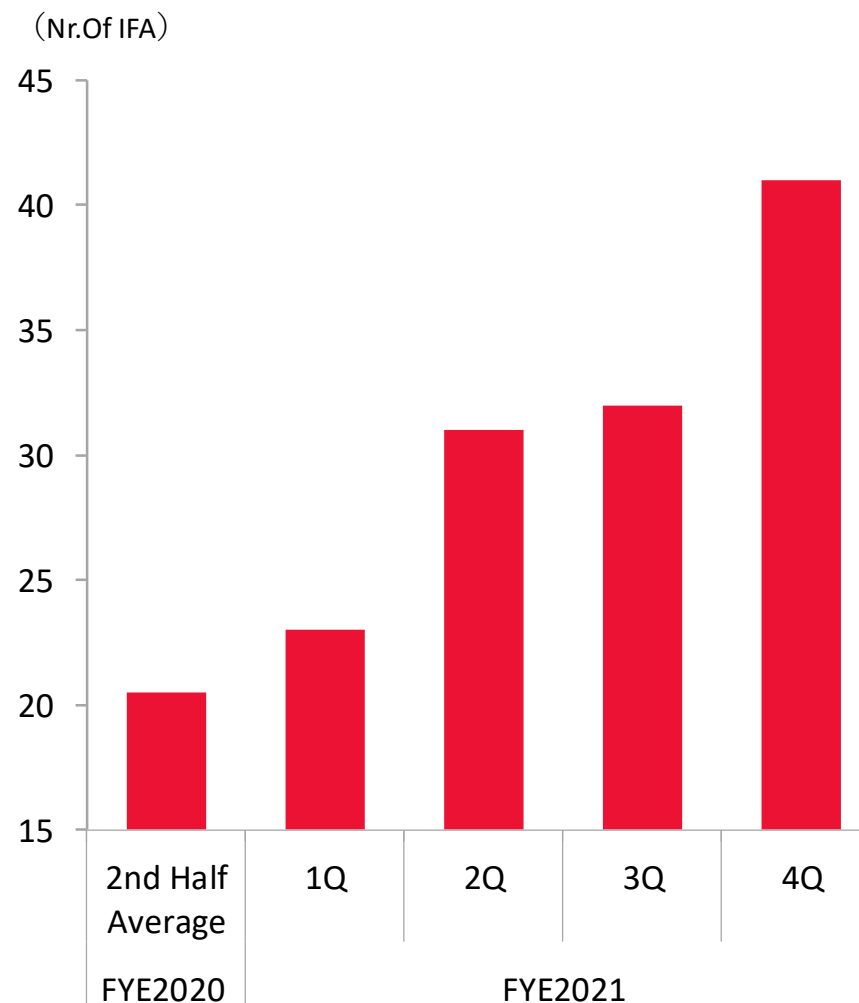
III. Boost Tokai Tokyo Securities' Earning Capability

6. IFA Network Expansion

Trend of Asset in Custody Achieved by IFA Division

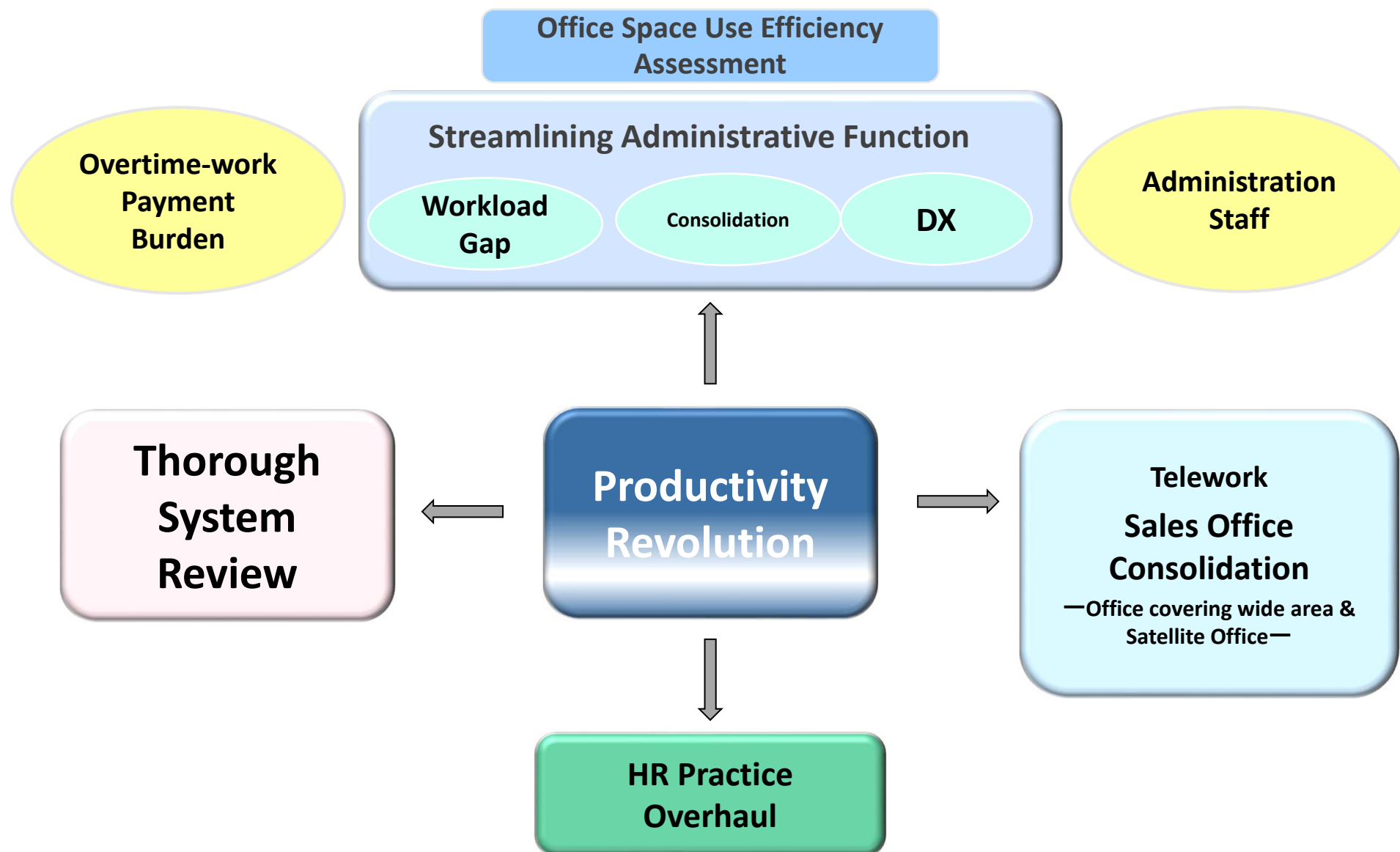


Nr. Of IFAs associated with Tokai Tokyo Securities



Ⅲ. Boost Tokai Tokyo Securities' Earning Capability

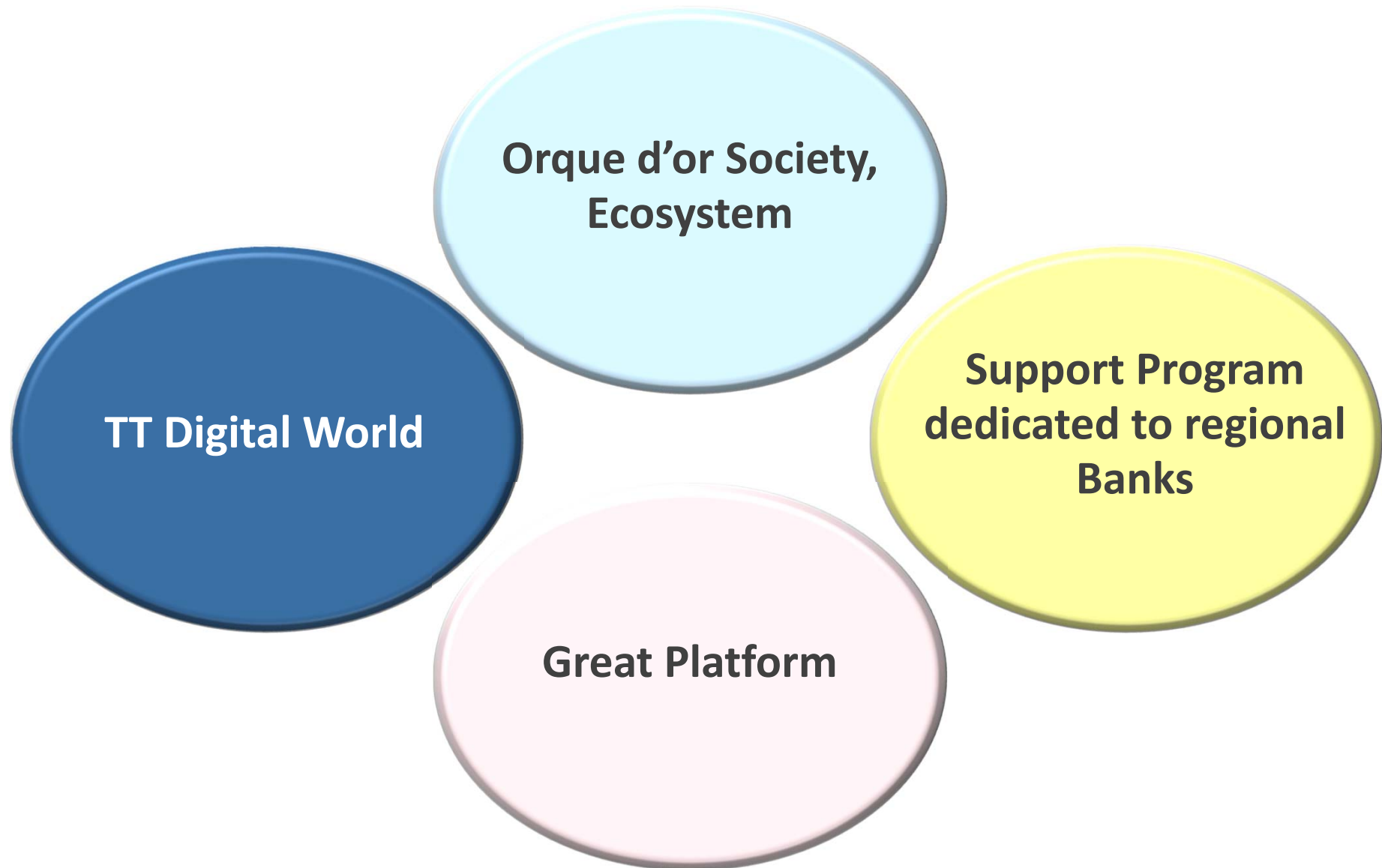
7. Productivity Revolution



IV. The Future Strategy ~ Four Components ~

IV. The Future Strategy ~ Four (4) Components

1. Overall Picture



IV. The Future Strategy ~ Four (4) Components

2. Orque d'or

Orque d'or Salon TOKYO

Opened in 2019



Orque d'or Salon (Nagoya)

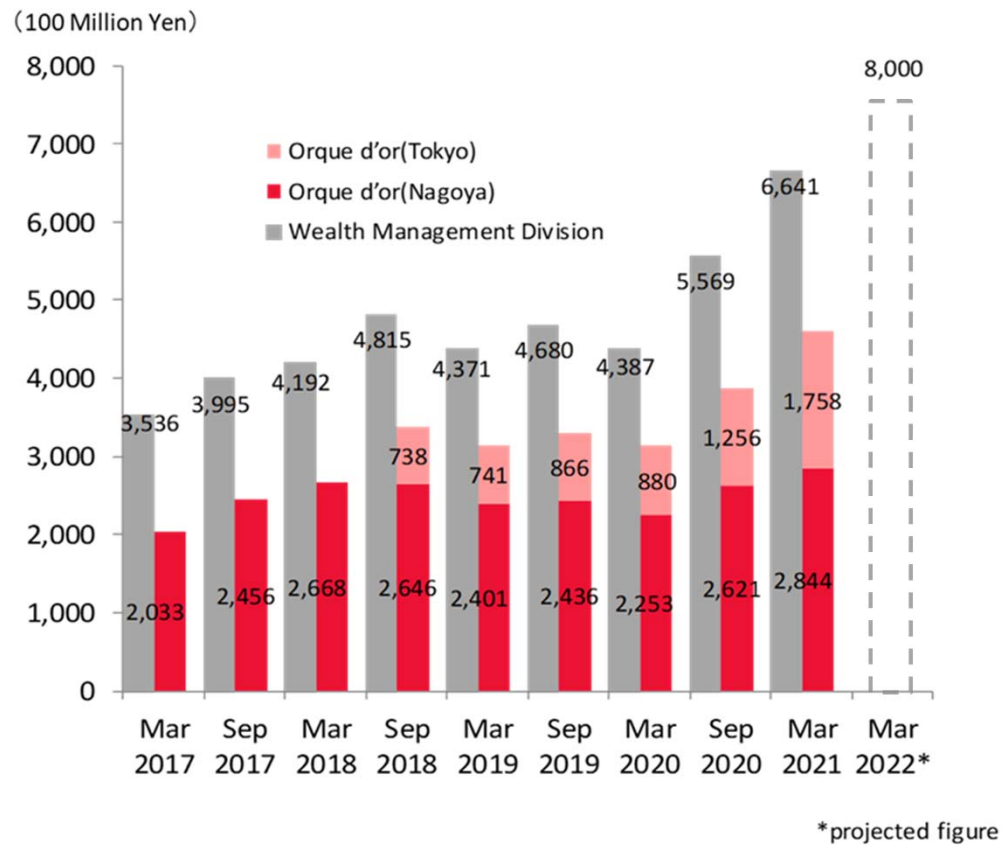
Opened in 2016



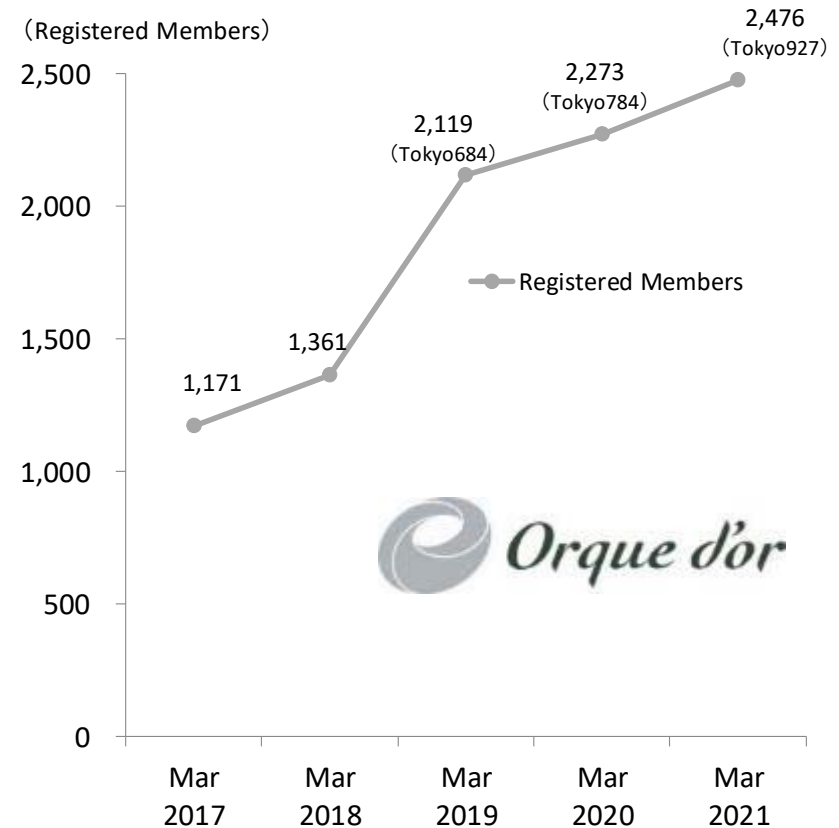
IV. The Future Strategy ~ Four (4) Components

2. Orque d'or

Trend of Asset under Custody

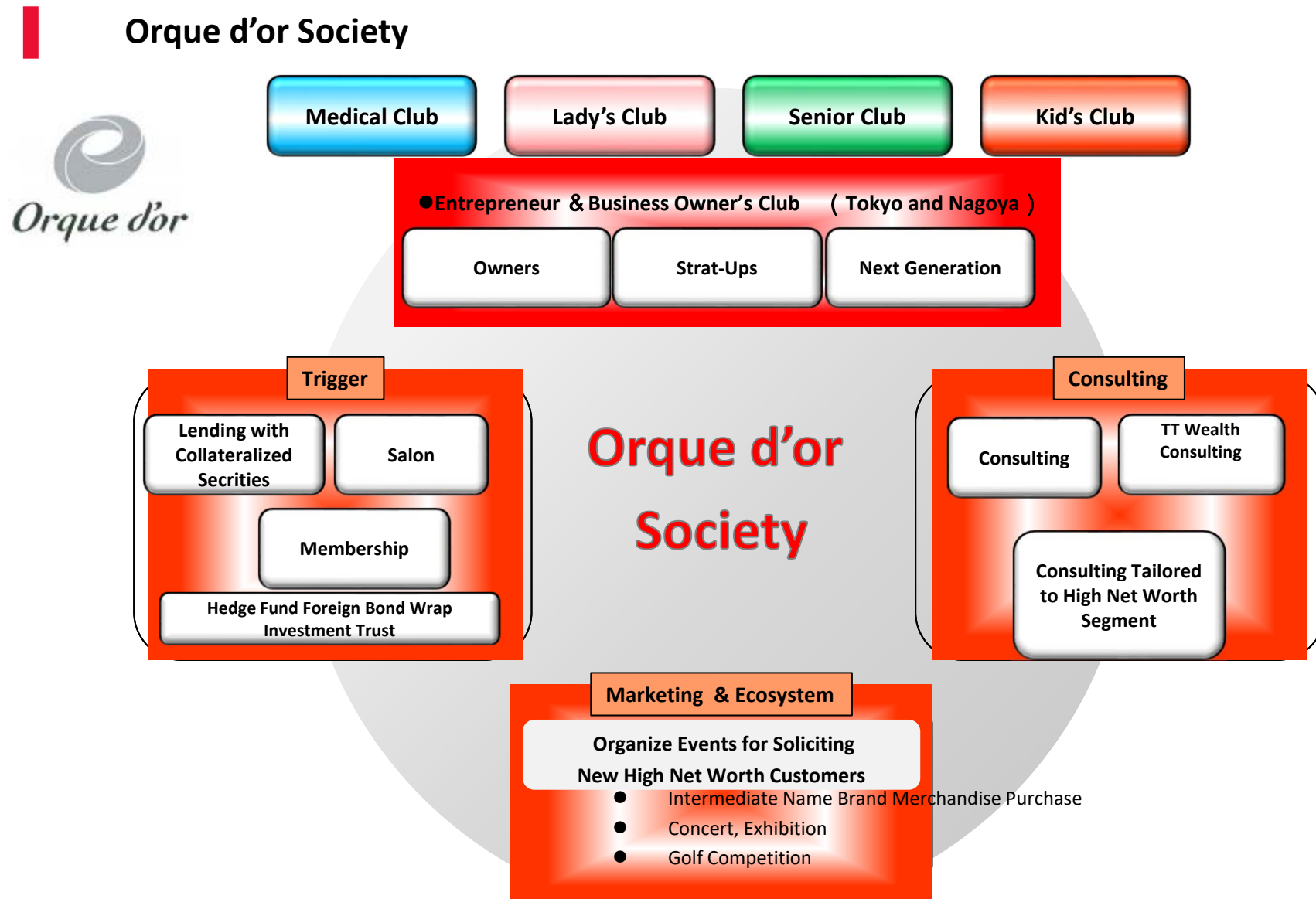


Trend of the Nr. of Registered Members



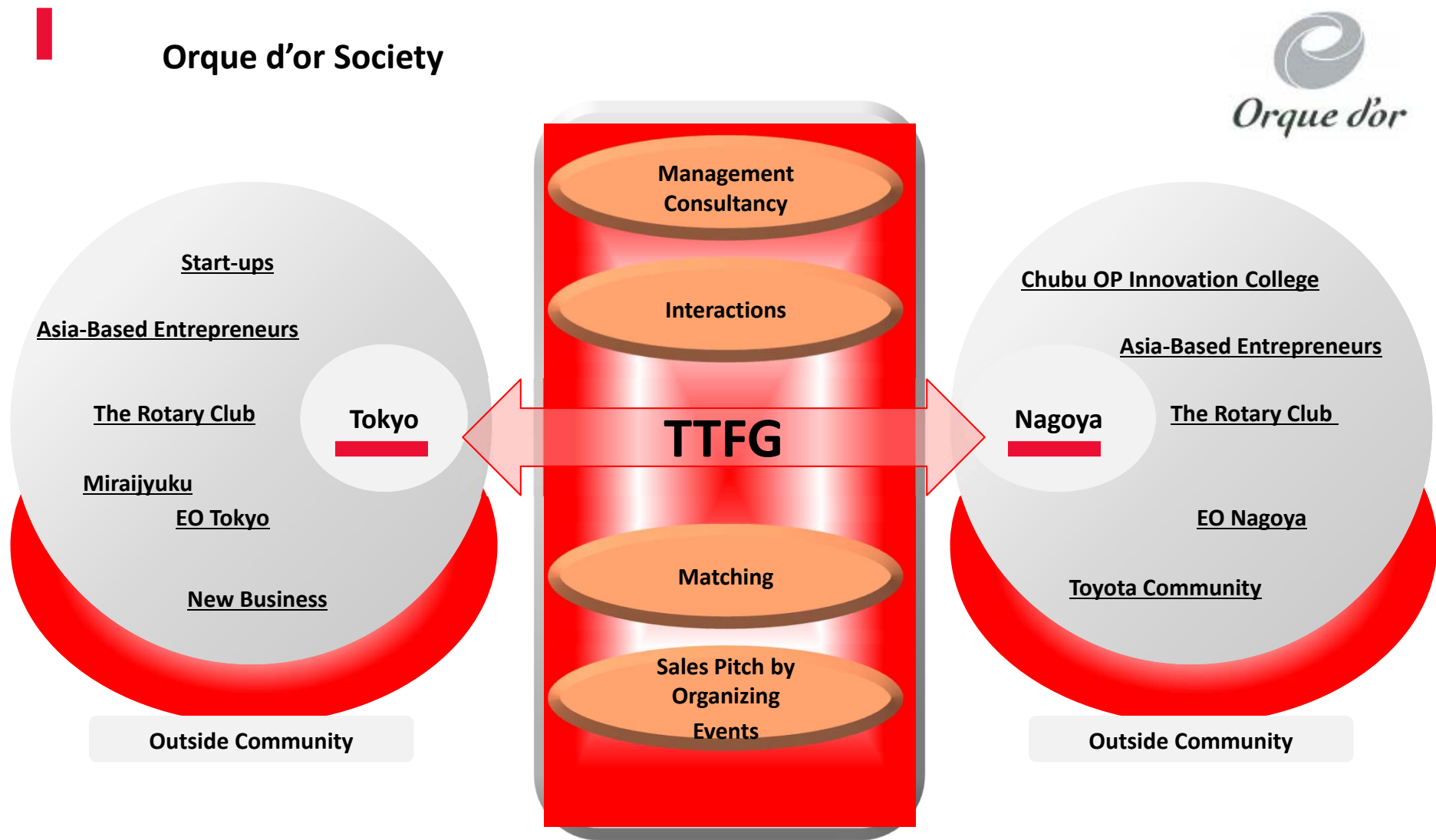
IV. The Future Strategy ~ Four (4) Components

3. Orque d'or Society



IV. The Future Strategy ~ Four (4) Components

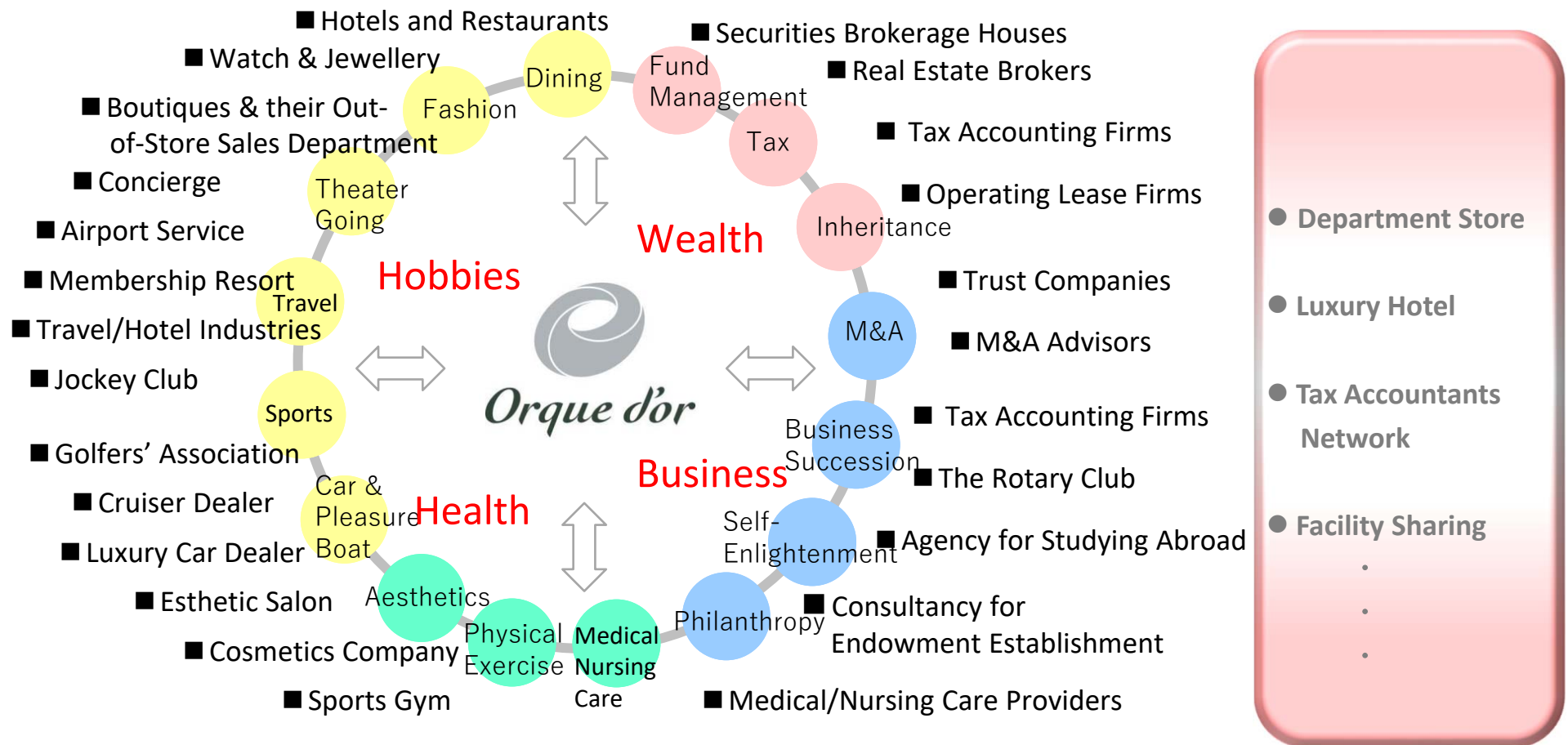
3. Orque d'or Society



IV. The Future Strategy ~ Four (4) Components

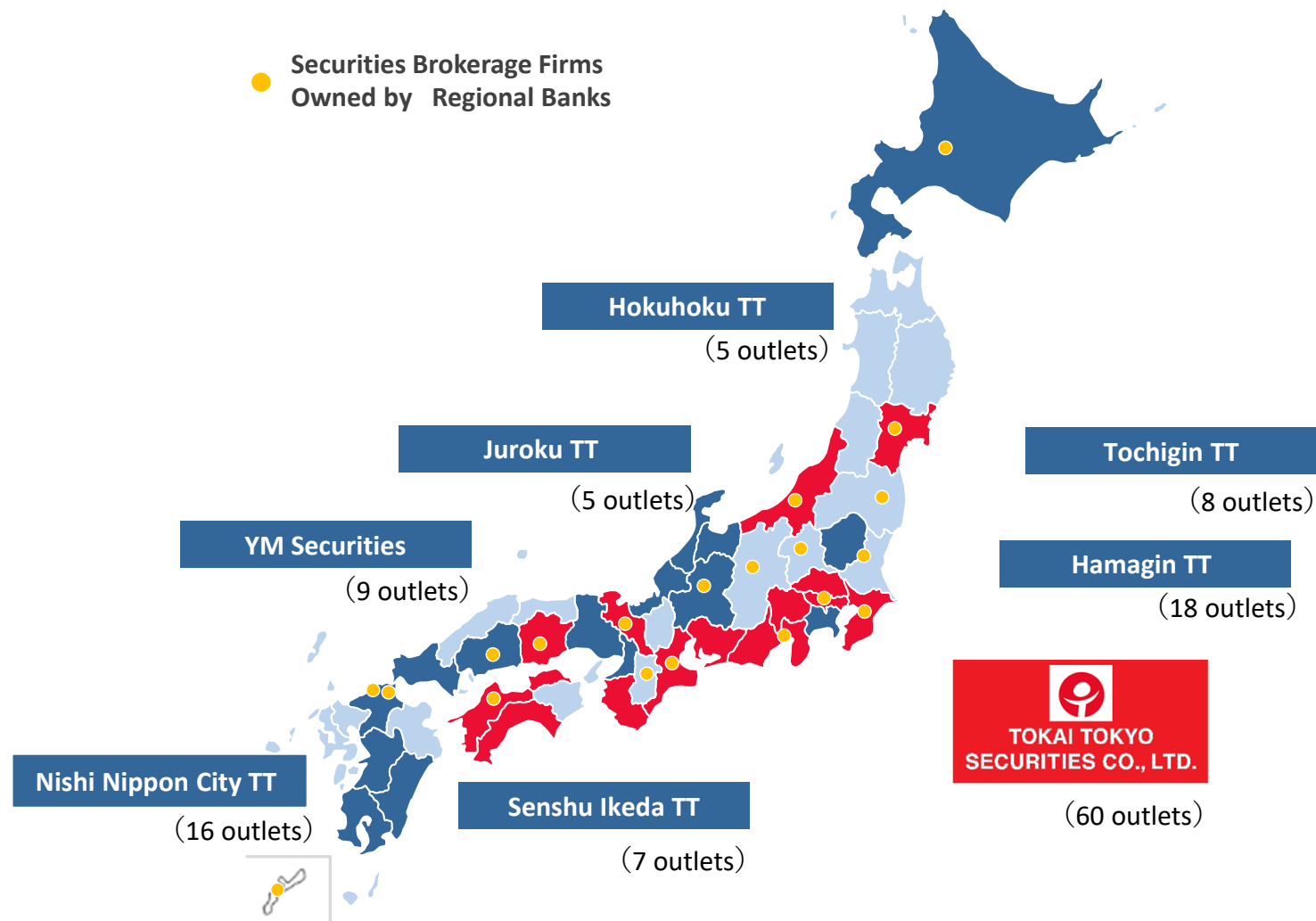
4. Orque D'or Ecosystem

Orque d'or Ecosystem



IV. The Future Strategy ~ Four (4) Components

5. Network Coverage with Partner Regional banks



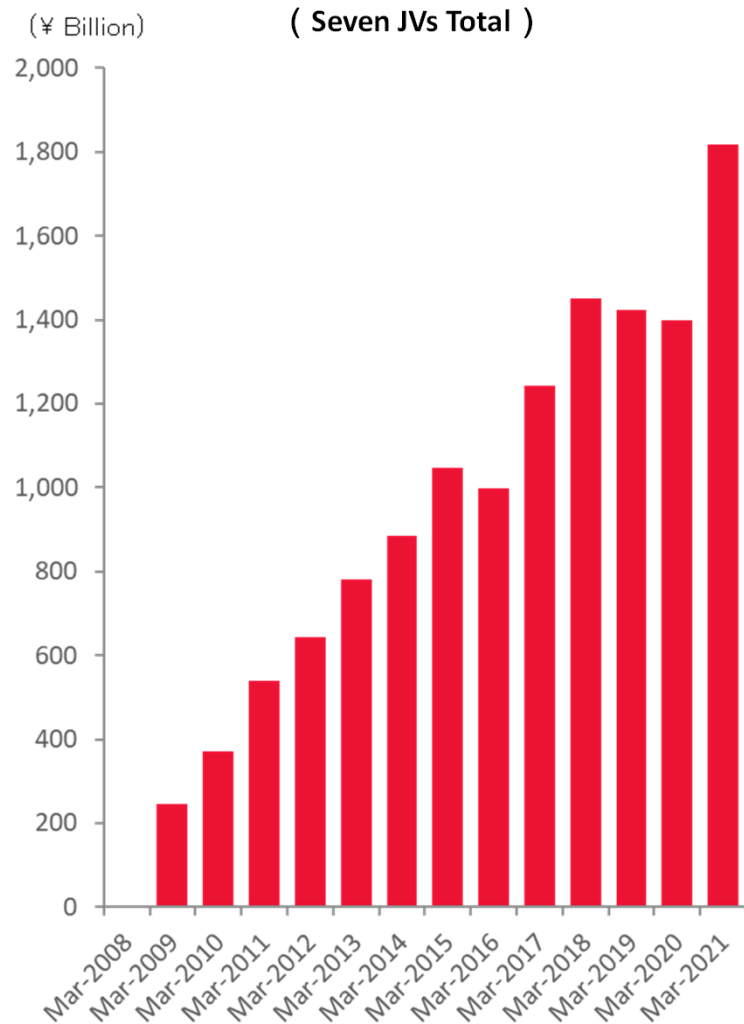
(As of Apr. 1, 2021)

IV. The Future Strategy ~ Four (4) Components

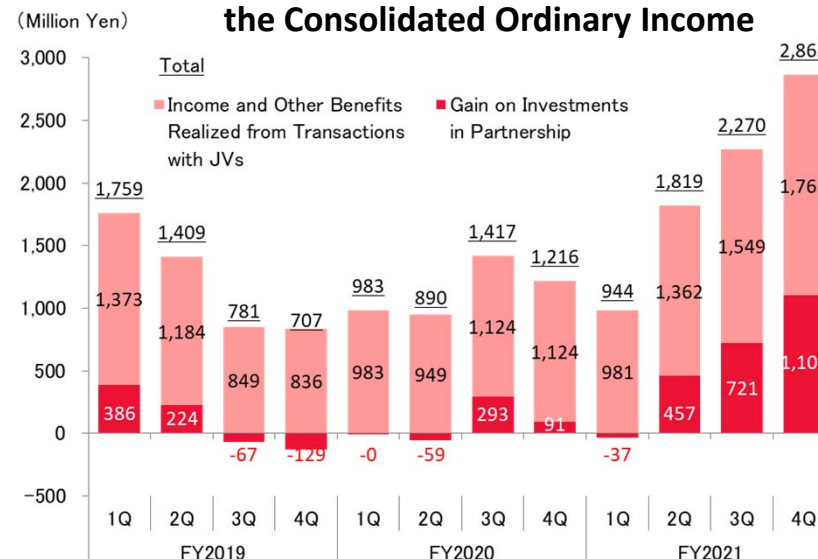
6. Expansion of JV Security Brokerage Operation with Regional Banks

Security Brokerage JV Operation with Regional Banks

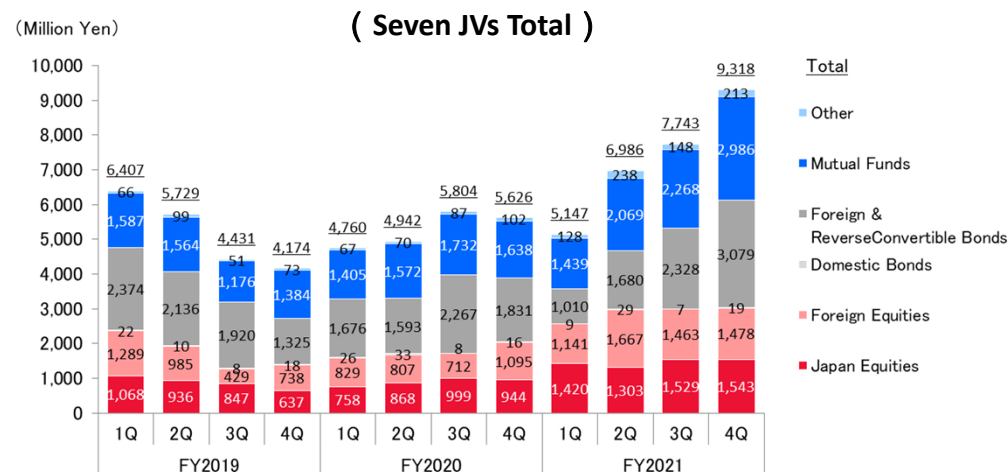
**Trend of Asset under Custody
(Seven JVs Total)**



**Trend of contribution Share of JV Brokerage Entities for
the Consolidated Ordinary Income**

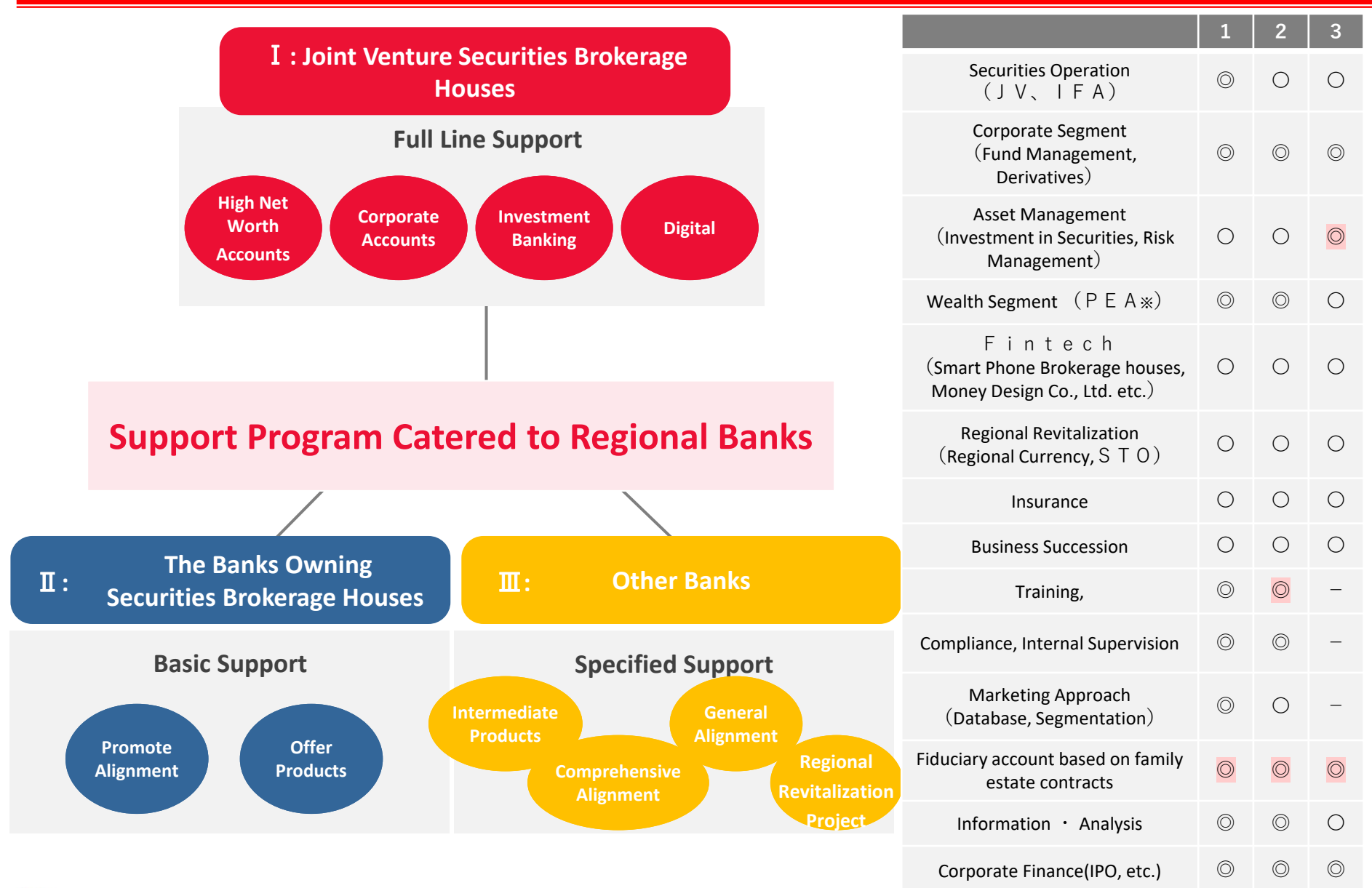


**Trend of 7 JV Brokerage Entities' contribution
share for the Consolidated Revenue by Product**



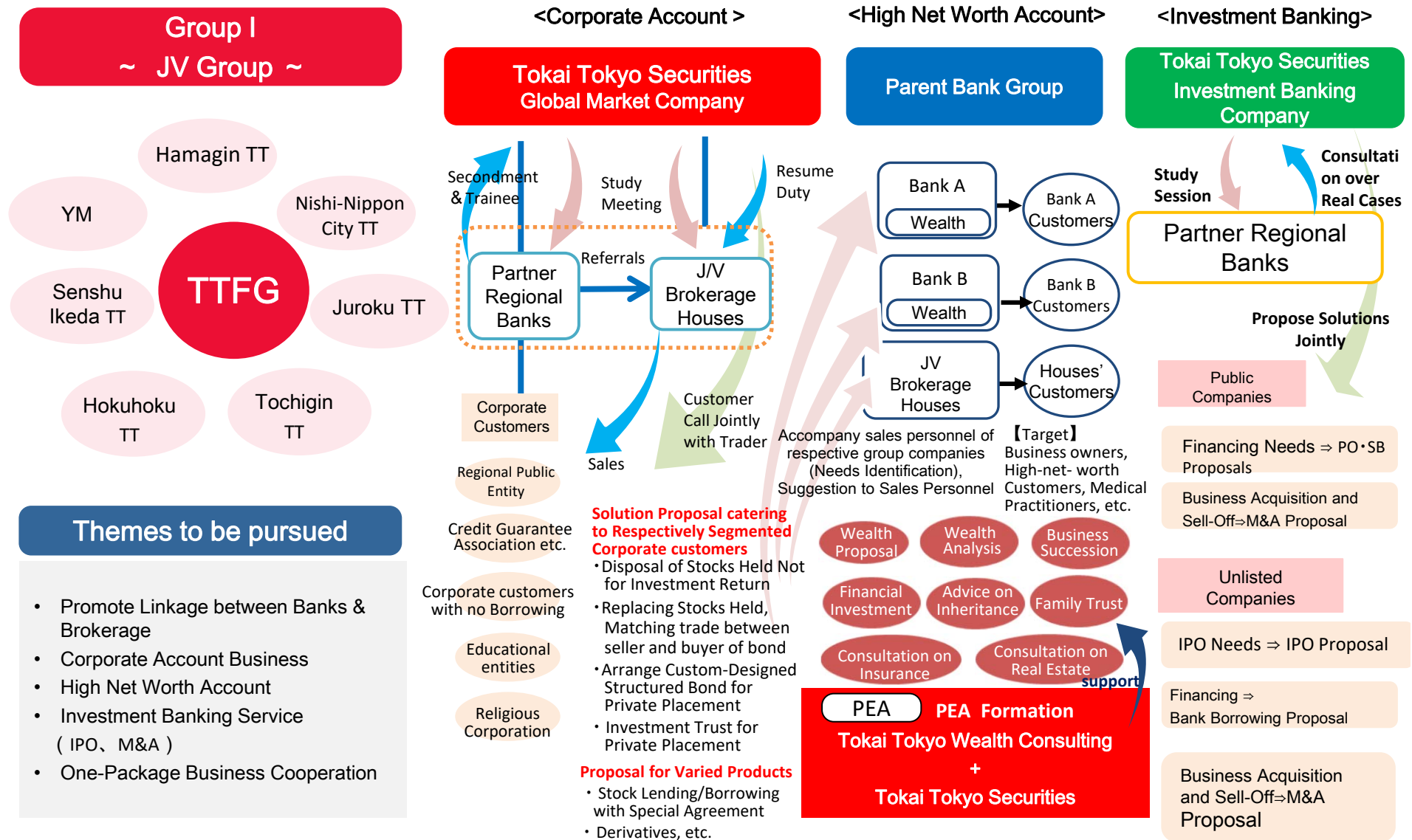
IV. The Future Strategy ~ Four (4) Components

7. Support Program Catered to Regional Banks



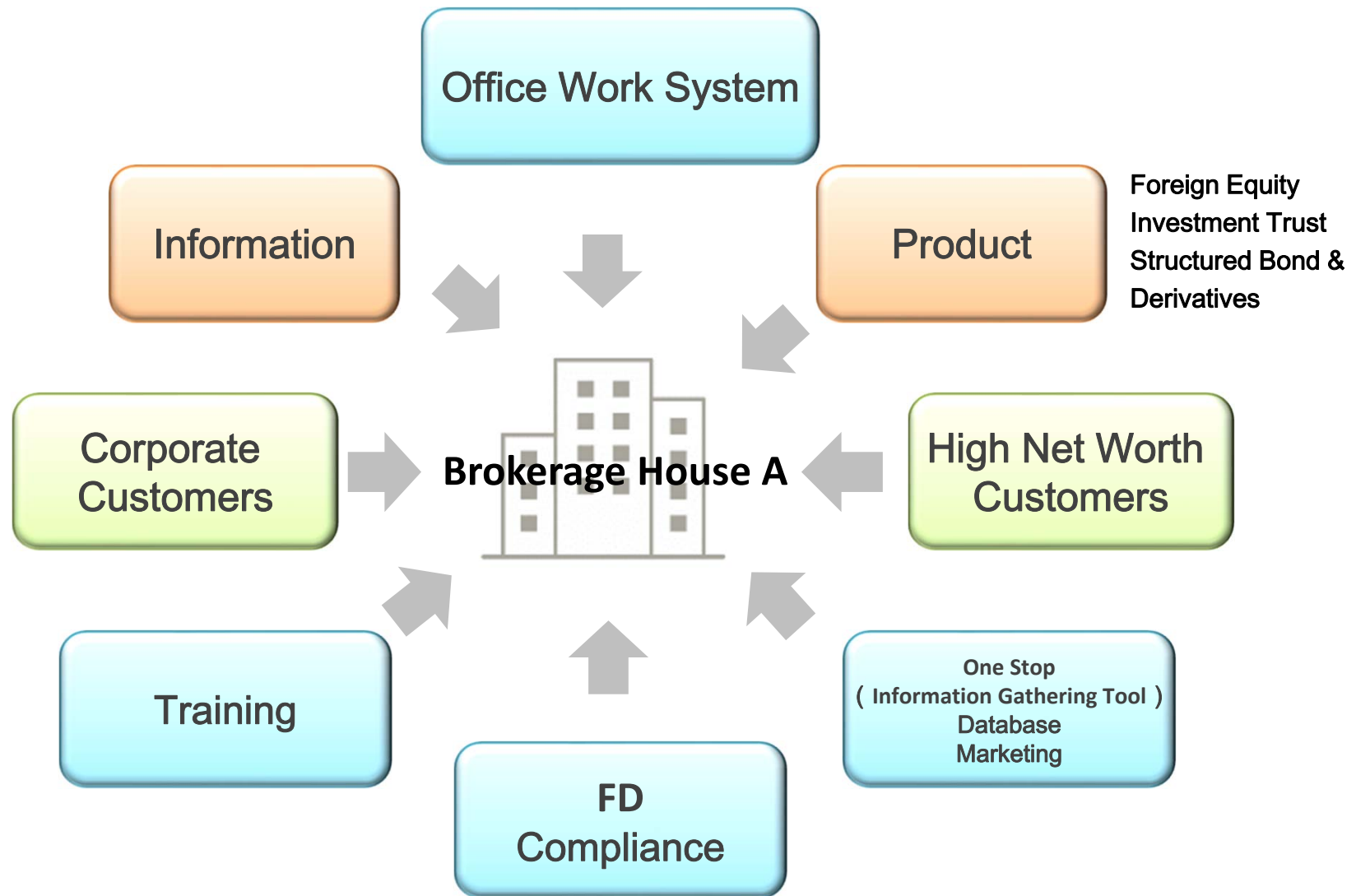
IV. The Future Strategy ~ Four (4) Components

7. Support Program Catered to Group I Regional Banks



IV. The Future Strategy ~ Four (4) Components

7. Support Program catered to Group II Regional Banks



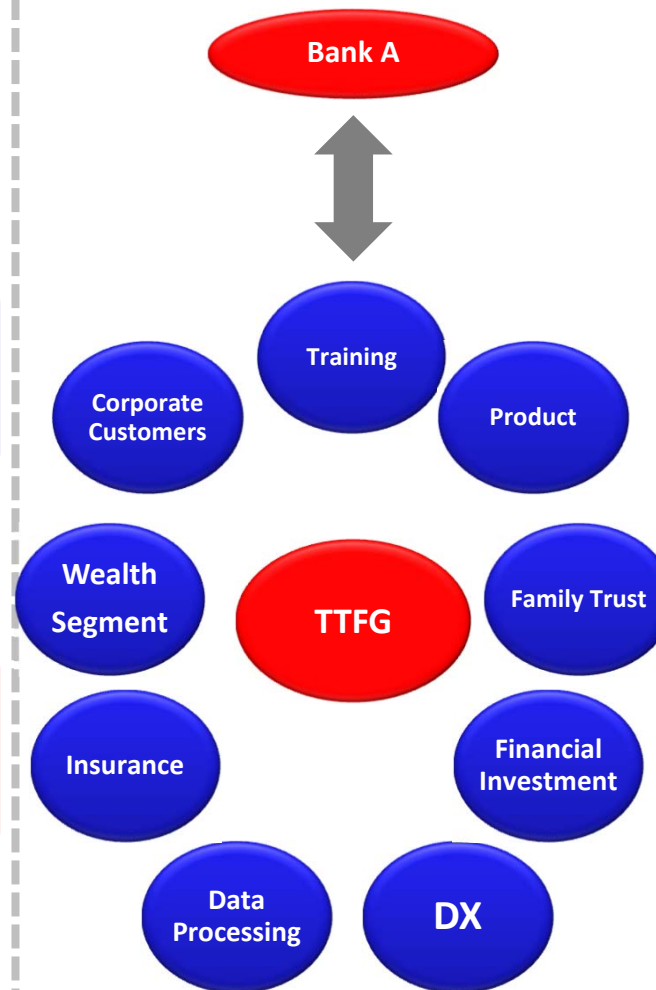
IV. The Future Strategy ~ Four (4) Components

7. Support Program catered to Group III Regional Banks

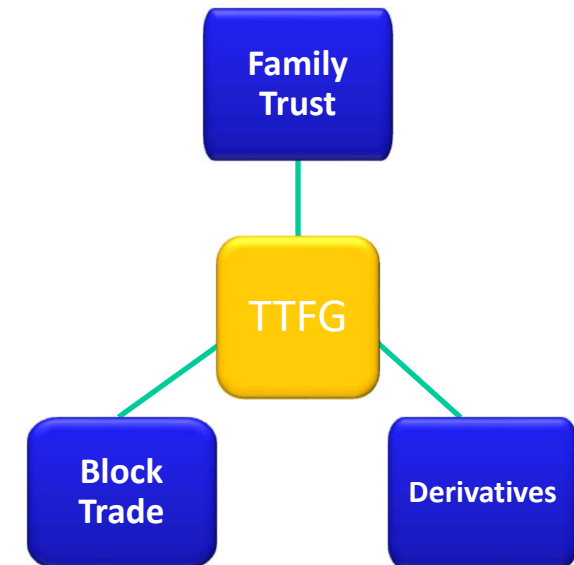
① Financial Product Intermediation Program



② All in One-Package Program



③ Generic Program



IV. The Future Strategy ~ Four (4) Components

8. TT Digital World

Grappling with Digitalization

~Selected by the METI
as one of the DX2020 Companies~



3.0 Securities Preparatory Company

- Stock/Investment Trust/Bond
- Earned Points Investment
- Cryptocurrency Asset・ Local Currency
- Securities Token
- Secured Lending with Securities Collateral/ Unsecured Lending
- Sweep Function linked with bank account

Money Compass Japan Co., Ltd.

- Household Account Book
- Wealth Management aggregation
- Life Planning
- Small Change Investment
- Robo Advisor
- Insurance and Pension Management

Financial Service Tool
for
the Next Generation Customers



Hash Dash
System Development
(Block Chain)

ICHX

(Digital Securities Exchange)

Huobi Japan

(Cryptocurrency Exchange Company)

Money Design

(Robot Advisor)

TORANOTEC

(Small Change Investment)

xenodata lab.

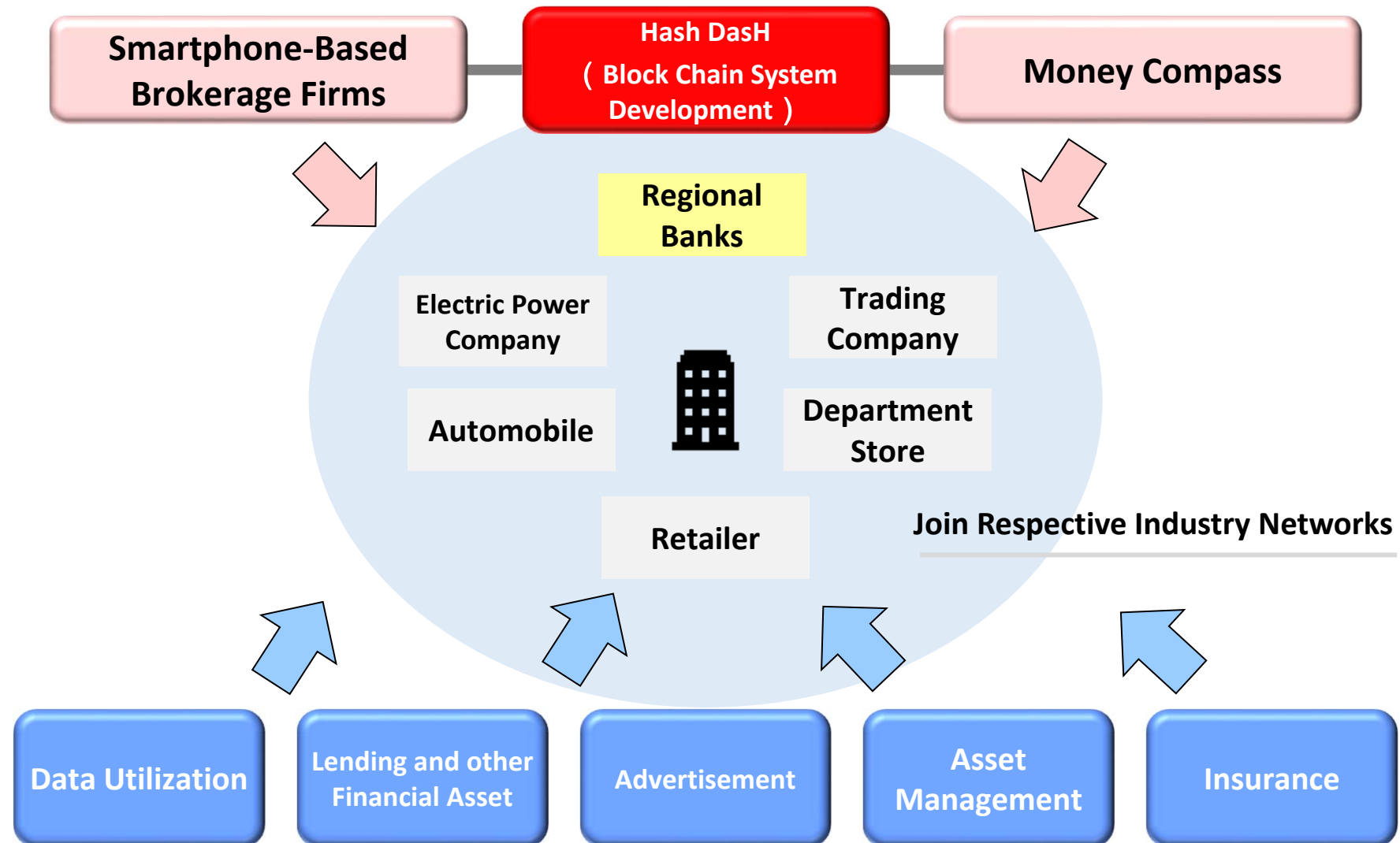
(SaaS-Type AI Service)

Digital Platformer

(Digital Currency)

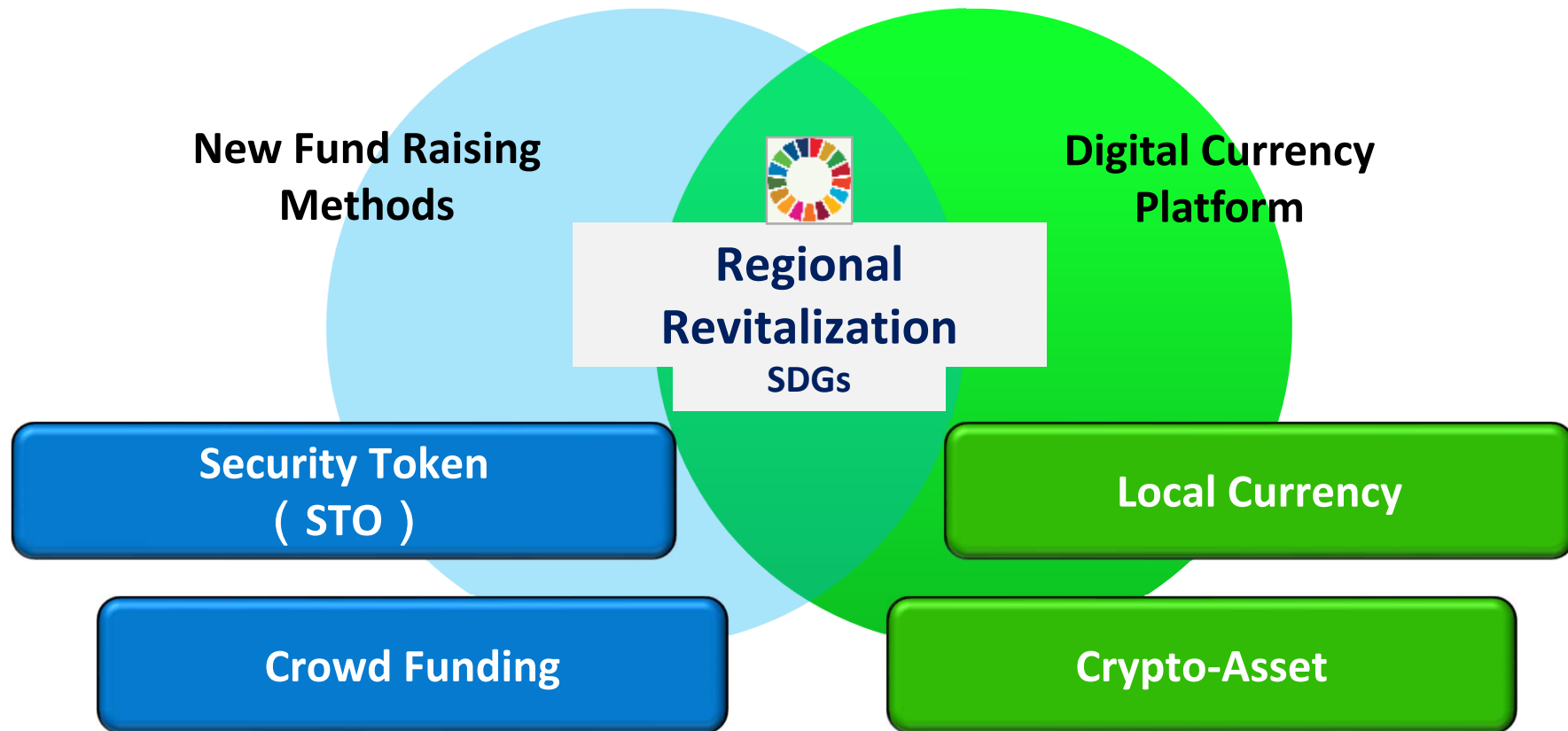
IV. The Future Strategy ~ Four (4) Components

8. TT Digital World + Great Platform



IV. The Future Strategy ~ Four (4) Components

9. Great Platform



V. The Management Plan

~ Aiming to be a New Age's, Flag Bearer 5 ~

V. The Management Plan

~ Aiming to be a New Age's, Flag Bearer 5 ~

Further Enhancement and Growth of Operating Foundation

Humanity

Deploying Unique
Retail Strategy

Organization

Expertise



Defense Line

New Age's, Flag Bearer 5
~新時代の旗手~

Market Operation &
Investment Banking

Great Platform

Productivity Revolution

Final Target K G I

	Goal	On March 31 2021 (the end of FY 2020)
R O E	10%	5.6%
Ordinary Income	30 Billion Yen	12.5 Billion Yen
Asset under Custody of the Group	10 Trillion Yen	7.1 Trillion Yen

V. The Management Plan

~ Aiming to be a New Age's, Flag Bearer 5 ~



Further Tasks under the Management Plan

Growth by M&A
Convert ACE Securities to a Subsidiary (April)

Banking Competence

Asset Management Competence

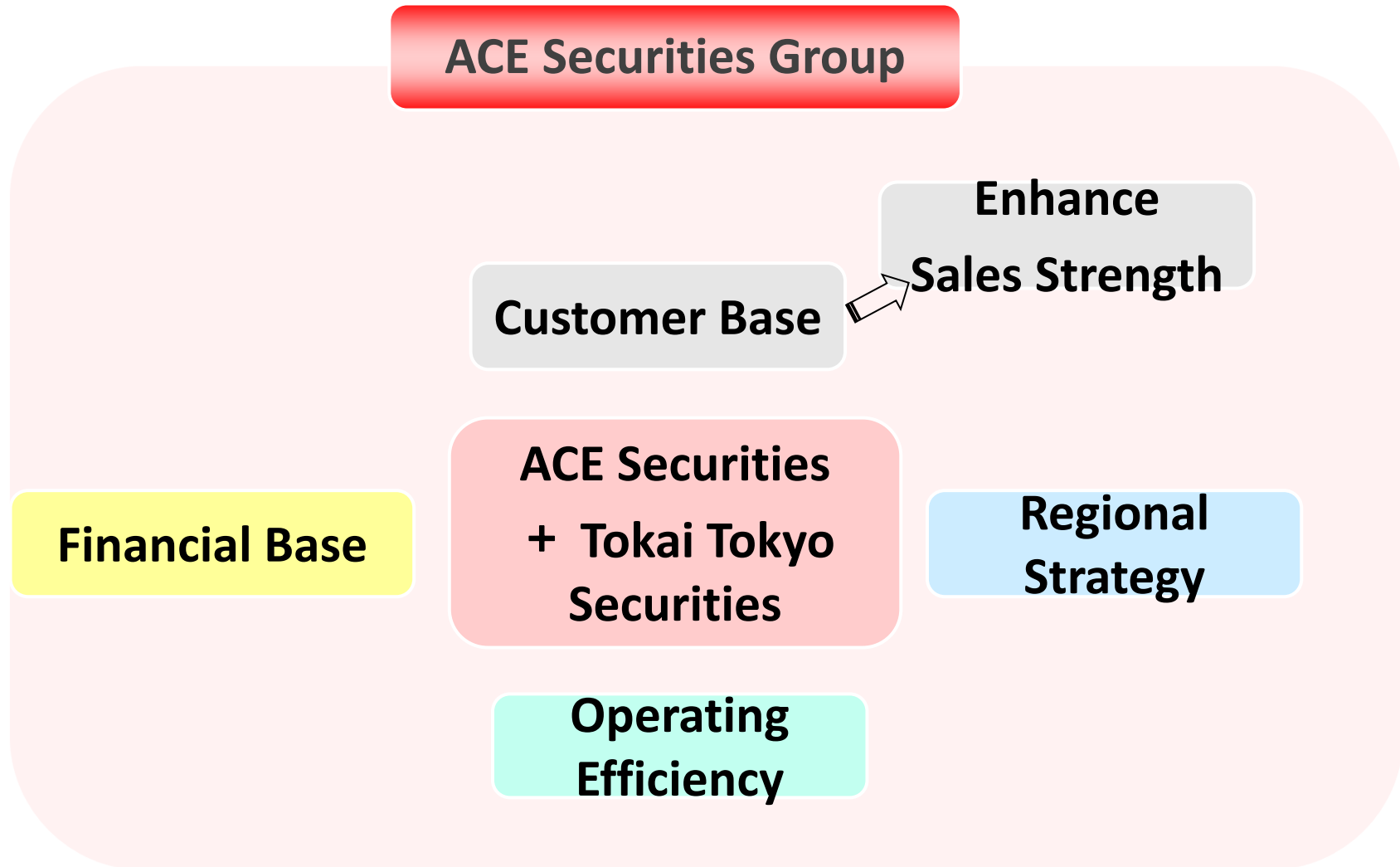
Diverse Pension and Insurance Products

Strategy for Overseas Operation



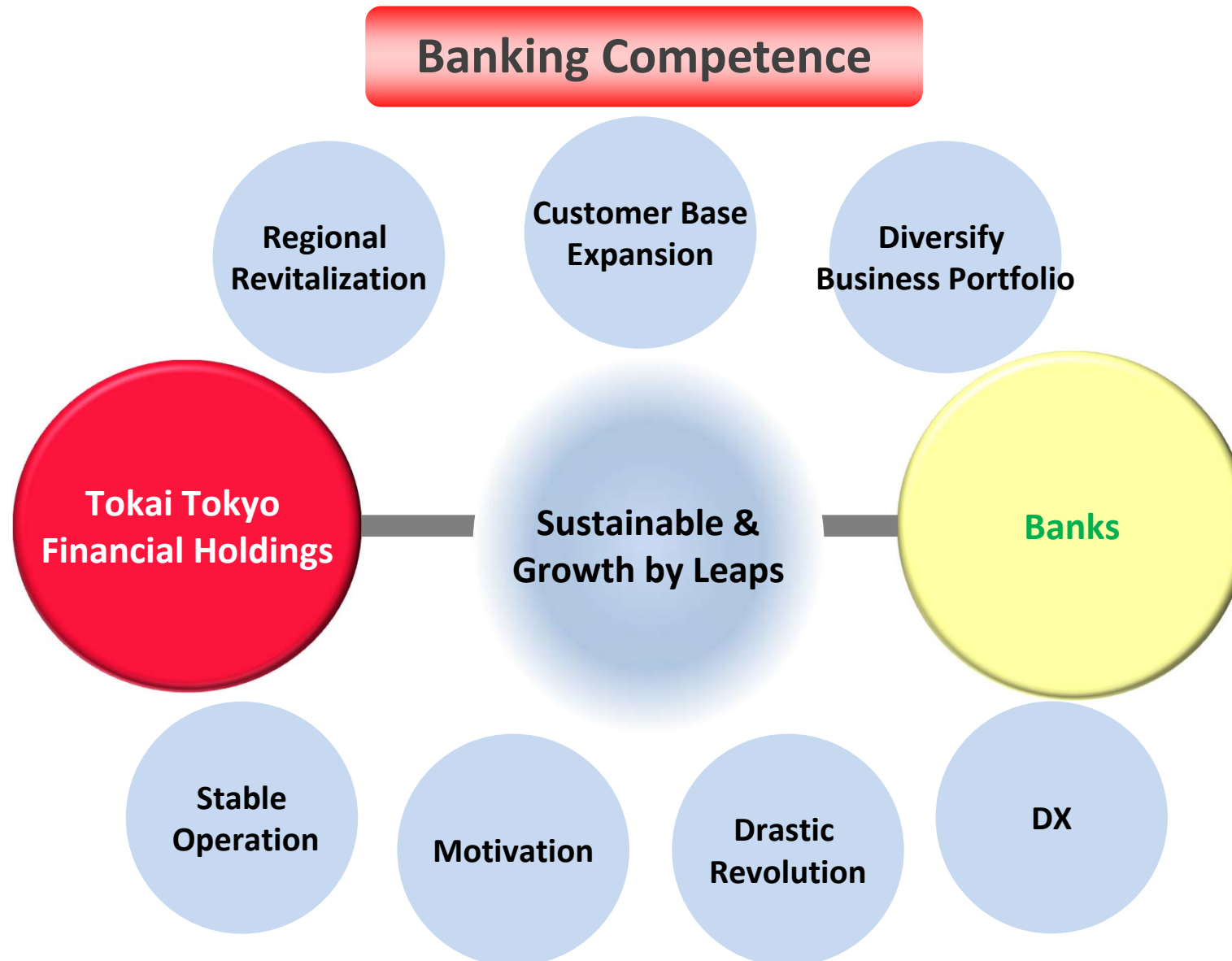
V. The Management Plan

1. Further Tasks under the Management Plan: M&A



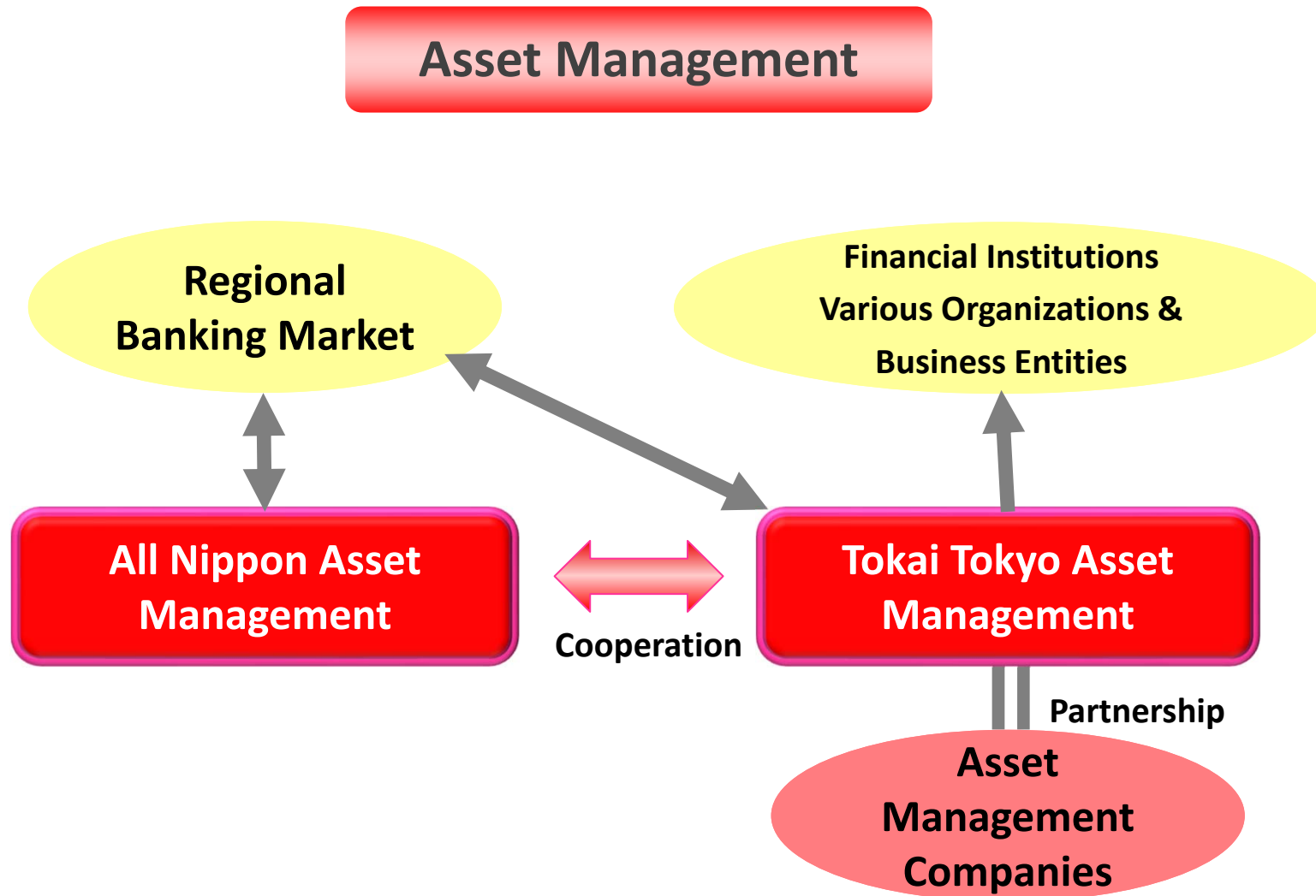
V . The Management Plan

1. Further Tasks under the Management Plan: Banking Competence



V. The Management Plan

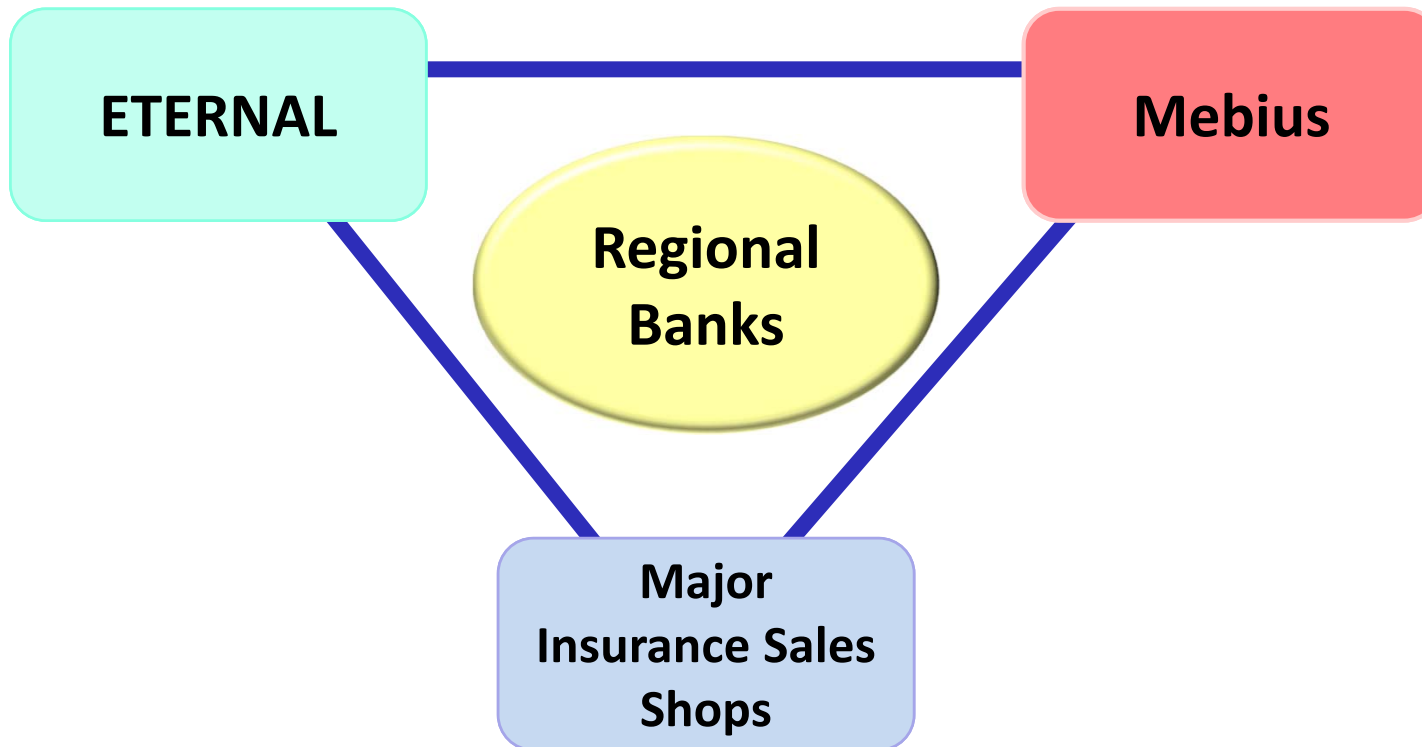
1. Further Tasks under the Management Plan: Asset Management Competence



V. The Management Plan

1. Further Tasks under the Management Plan: Insurance Competence

Strengthen Insurance Competence

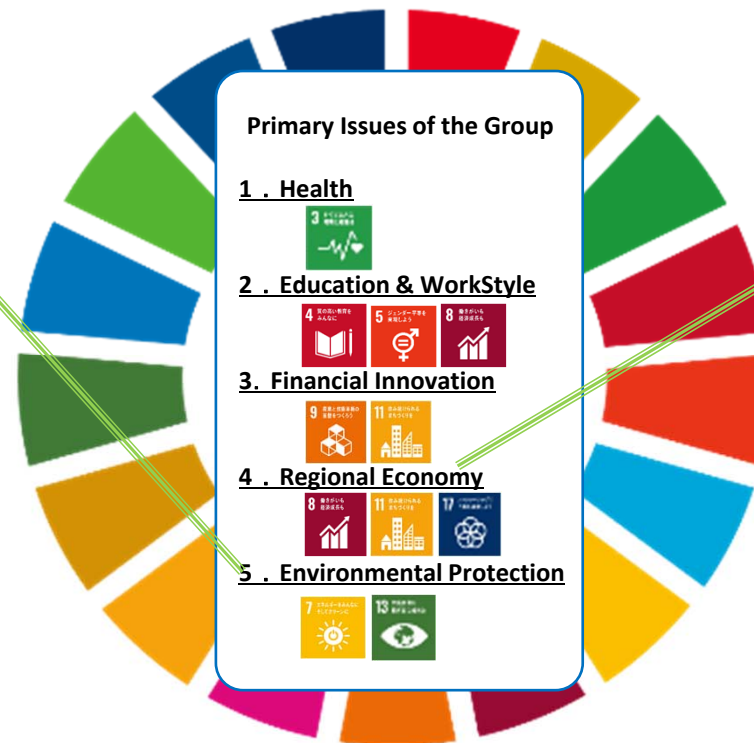


VI. SDGs Initiatives

VI. SDGs Initiatives

Energy & Climate

- Green Bond Issue Supporter
- Dealing in Bonds of Social Service Type (Green Bond , Water Bond)
- Switching to Lighting and Air Conditioning of Higher Energy Efficiency
- Switching to Fuel Saving Automobiles



Communities

- Regional Revitalization Jointly with Major Regional Banks
- Disaster Recovery Assistance
- Supporting Sports in Communities
- Funding Support for Cultural and Art Promotion in Communities
- Funding Support for Preservation of Local Festival and Folklore through Tokai Tokyo Foundation

VI. SDGs Initiatives

The List of Awards and Recognitions given the Group by External Institutions



Diversity Management Selection 100
[Ministry of Economy, Trade and Industry]



Excellent Health Management Corporation
[Ministry of Economy, Trade and Industry]



L-boshi
[Ministry of Health, Labour and Welfare]



Good Career Company Award
[Ministry of Health, Labour and Welfare]



The Woman's Social Participation Award
[Tokyo Metropolitan Government]



Sports Yell Company
[Japan Sports Agency]



The Workplace where the Women Work Sparkingly
[Aichi Prefecture]



Sports Promoting Corporation
[Tokyo Metropolitan Government]



The Company in Nagoya Encouraging Women to Assume Active Role
[Nagoya City]



The Corporation Promoting Work-Life Balance for Employees
[Nagoya City]



Noteworthy DX Companies
[Ministry of Economy, Trade and Industry]



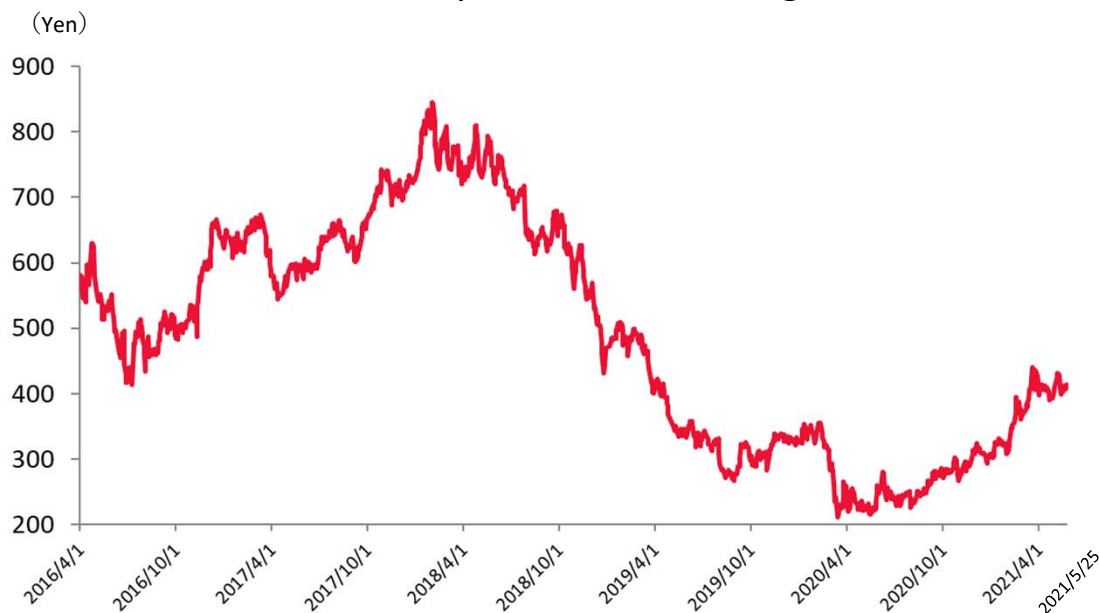
Child-Care Supporting Corporation Nagoya City
[Nagoya City]

VII. Rewarding the Shareholders

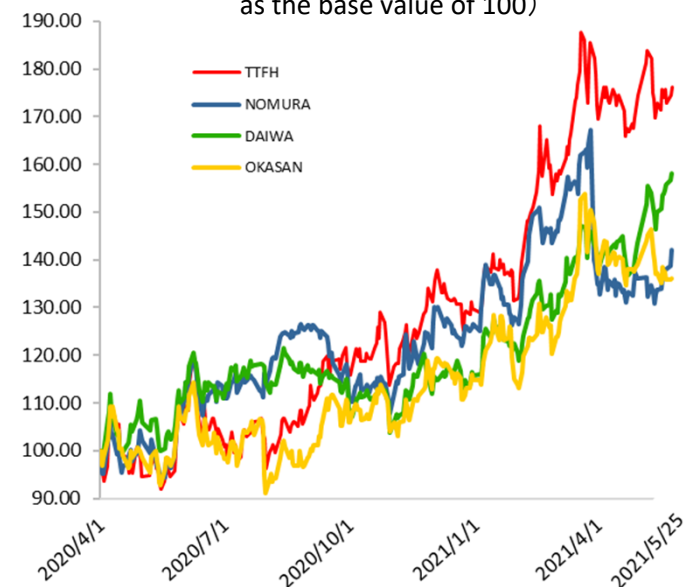
VII. Rewarding the Shareholders

Our Stock Price Trend and Dividend Payments

Trend of Tokai Tokyo Financial Holdings' Stock Price



Comparison among the Peers
(Set respective closing market prices as of April 1, 2020
as the base value of 100)



	FYE Mar 2016		FYE Mar 2017		FYE Mar 2018		FYE Mar 2019		FYE Mar 2020		FYE Mar 2021	
	Interim	Year-end	Interim	Year-end	Interim	Year-end	Interim	Year-end	Interim	Year-end	Interim	Year-end
Dividend per share(Yen)	14.00	14.00	12.00	14.00	14.00	24.00	12.00	4.00	4.00	4.00	8.00	14.00
Dividend yield ※1	4.0%	4.5%	4.9%	4.5%	4.2%	5.2%	3.7%	4.0%	2.7%	3.3%	5.9%	6.9%
Dividend payout ration ※2	47.4%	59.7%	71.2%	56.9%	63.2% ※3	69.7% ※3	101.3%	382.8%	156.2%	72.5%	73.6%	60.1%

*1 We posted dividend yields here based on our stock prices at market closing either on interim or term-end account settlement date, while evaluating semi-annual dividend payment on full year basis.

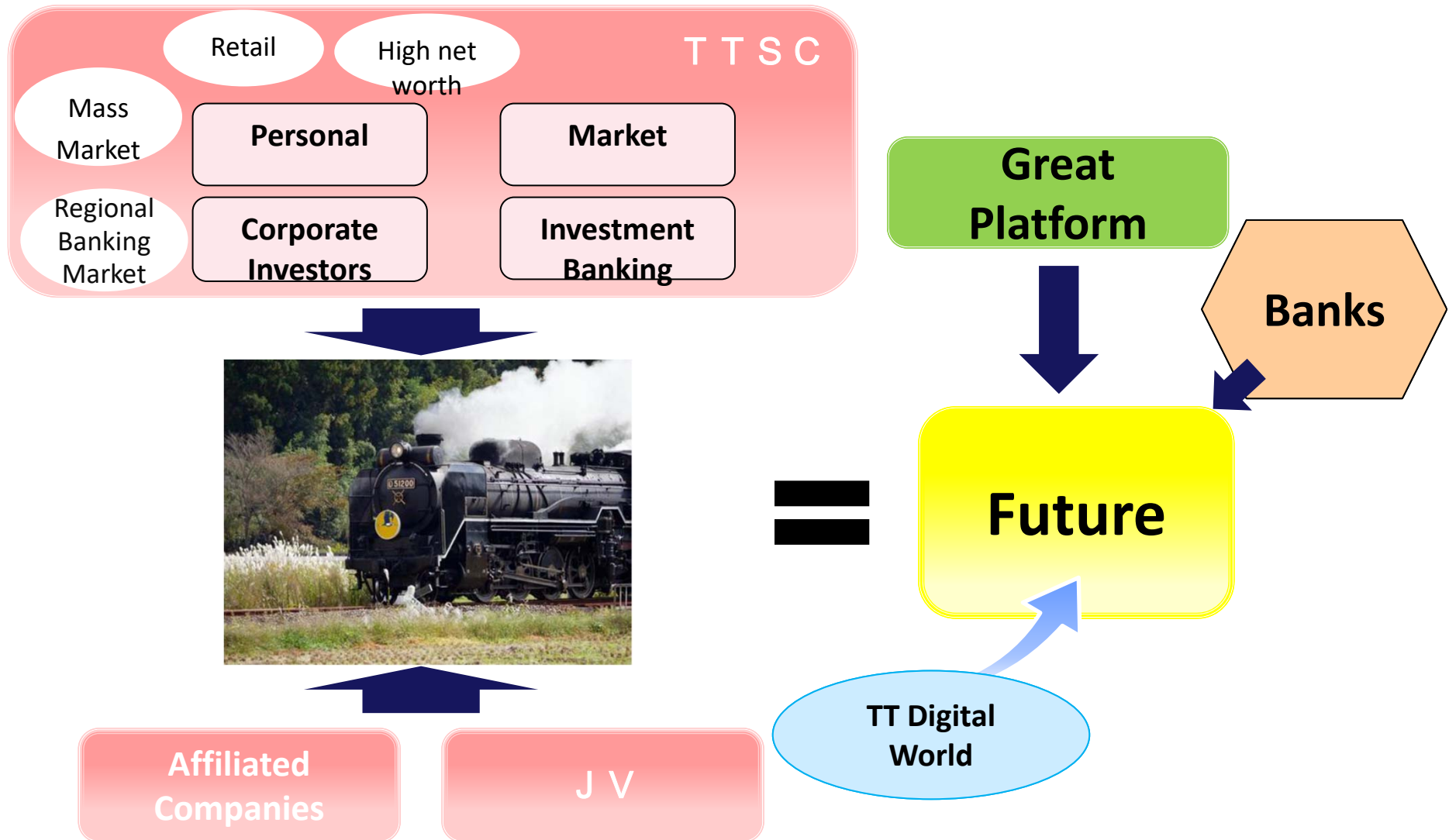
*2 We posted dividend pay-out ratios at respective term-ends as the result of the following calculation; Dividend pay-out ratio = Total dividend payment (which is Interim dividend + Year end dividend) divided by the Net income of full year.

*3 In calculating these figures, we eliminated the effect of Gain on negative goodwill, which resulted from transient consolidated accounting treatment associated with company integration.

VIII. The Way Forward to be a New Age's Flag Bearer

VIII. The Way Forward to be a New Age's Flag Bearer

1. Locomotive Program



VIII. The Way Forward to be a New Age's Flag Bearer

2. The Performance Ranking over the past 20 Years

Net Operating Revenue

FYE Mar 2001			FYE Mar 2020			FYE Mar 2021		
Ranking	Company	NOR (100 Million Yen)	Ranking	Company	NOR (100 Million Yen)	Ranking	Company	NOR (100 Million Yen)
1	NOMURA	11,382	1	NOMURA	12,878	1	NOMURA	14,018
2	DAIWA	7,181	2	DAIWA	4,262	2	DAIWA	4,666
3	NIKKO	4,425	3	mitsubishi UFJ MORGAN S	3,221	3	MIZUHO	3,736
4	SHINKO	1,354	4	SMBC NIKKO	3,160	4	SMBC NIKKO	3,579
5	KOKUSAI	905	5	MIZUHO	2,820	5	mitsubishi UFJ MORGAN S	3,376
6	TSUBASA	717	6	SBI	1,134	6	SBI	1,491
7	OKASAN	522	7	OKASAN	640	7	MONEX	736
8	MIZUHO INVESTORS	424	8	TTFH	597	8	RAKUTEN	694
9	TTFH	390	9	RAKUTEN	535	9	TTFH	670 (786) ※
10	SAKURA FRIEND	251	10	MONEX	479	10	OKASAN	661

※TTFH+ Sum of the each Equity-Share Apportioned JV Brokerage Figure

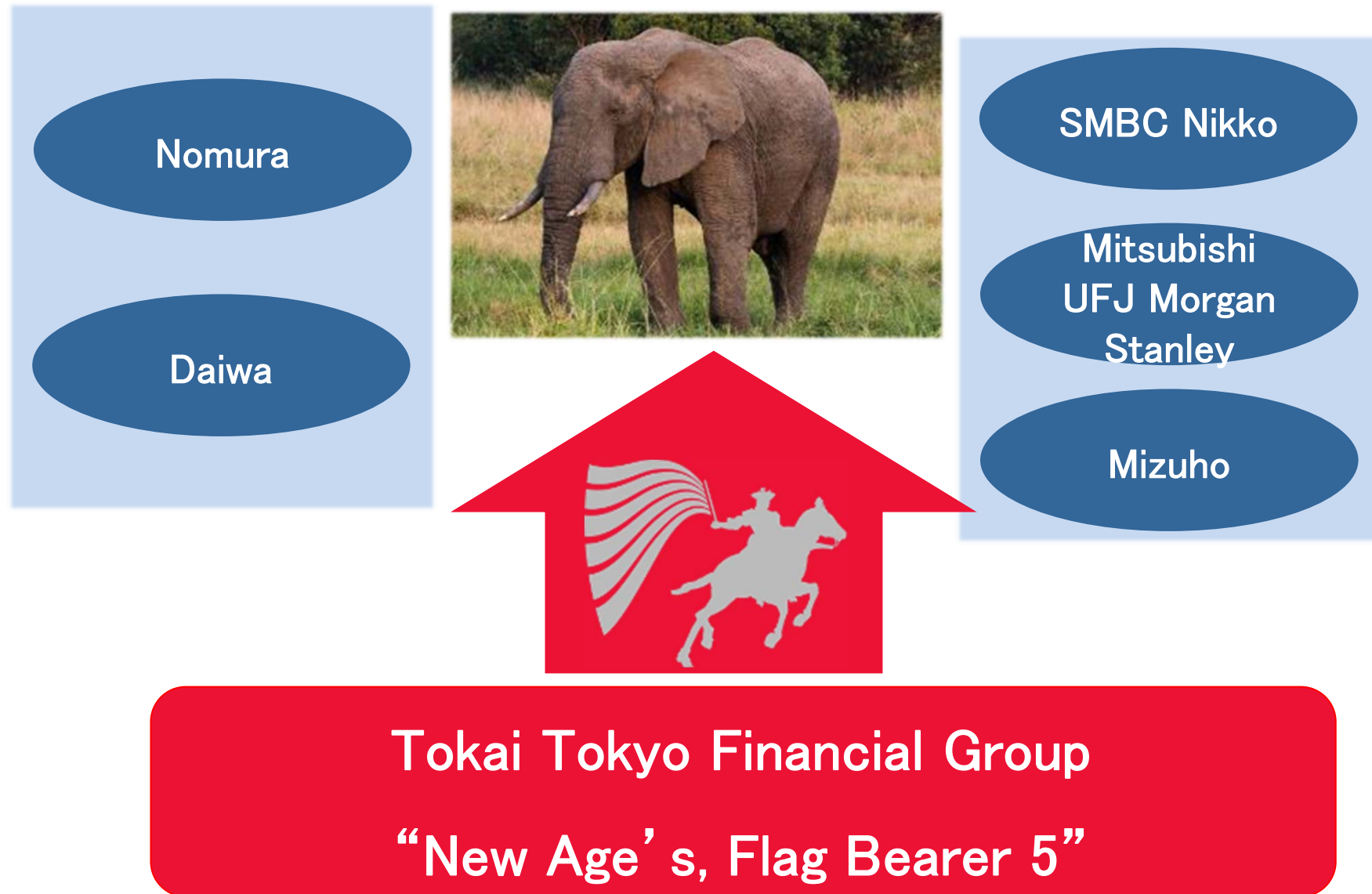
Retail Sales Strength

※ Comparison with a certain major competitor's operating revenue earned by their retail sales (assuming their actual figure as 100% for relative comparison purpose)

TTFH (Tokai Tokyo Securities/Retail Sales + All JV Securities)	FYE Mar 2016	FYE Mar 2021
	28%	38%

VIII. The Way Forward to be a New Age's Flag Bearer

3. Aspiring to become one of the 5 Big Elephants



MEMO

Inquiries to be directed to:

- Corporate Communications
- Phone: +81-3-3517-8618 FAX: +81-3-3517-8314
- E-mail: fh_ir@tokaitokyo-fh.jp

Effective April 1, 2009, the Company spun off its financial instrument operation and Tokai Tokyo Security Co., Ltd. (former Tokai Tokyo Securities Spin-off Preparation Co., Ltd.) took it over. The Group (Tokai Tokyo Financial Group) at the same time shifted to a holding company system.

Effective the same date, the Company and Tokai Tokyo Securities Spin-off Preparation Co., Ltd. changed their corporate names to Tokai Tokyo Financial Holdings, Inc., and Tokai Tokyo Securities Co., Ltd. respectively.

The result for the fiscal year ended on March 31, 2009 or any earlier date account for the operation of the former Tokai Tokyo Securities Co., Ltd. under then existing organizational structure.

This material is intended to provide information regarding the Company's most recent operational result and NOT to solicit investment in securities issued by the Company.