



Matsui Securities Co., Ltd.

(First Section of Tokyo Stock Exchange: 8628)

Results for 3Q FY2008

February 2009

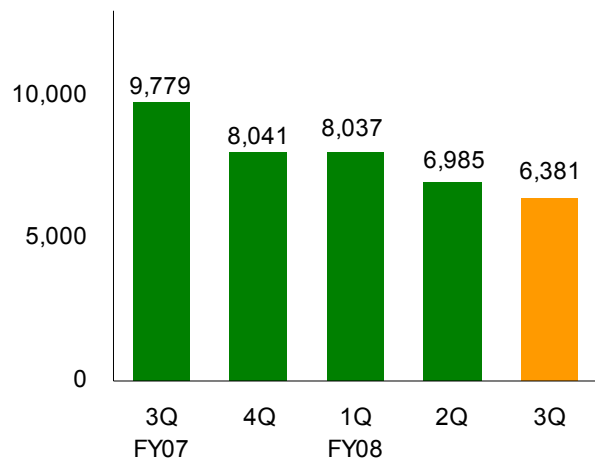
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Financial Results

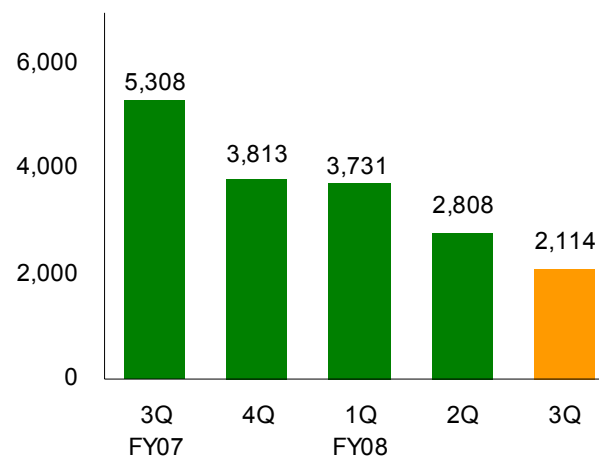
◆ Operating revenues

(JPY mn)



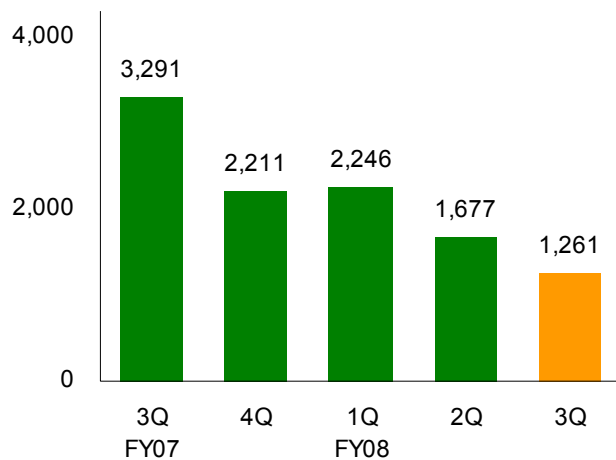
◆ Ordinary income

(JPY mn)

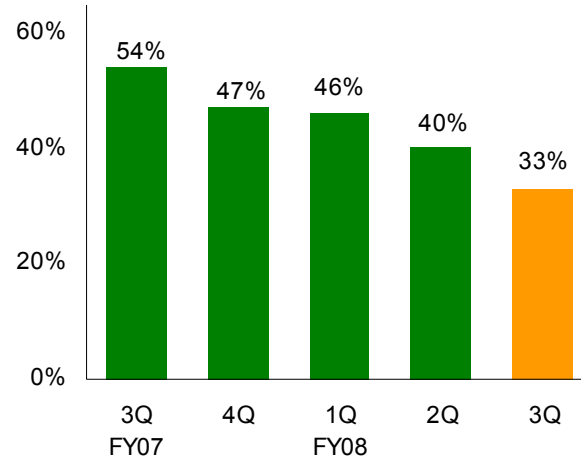


◆ Net income

(JPY mn)

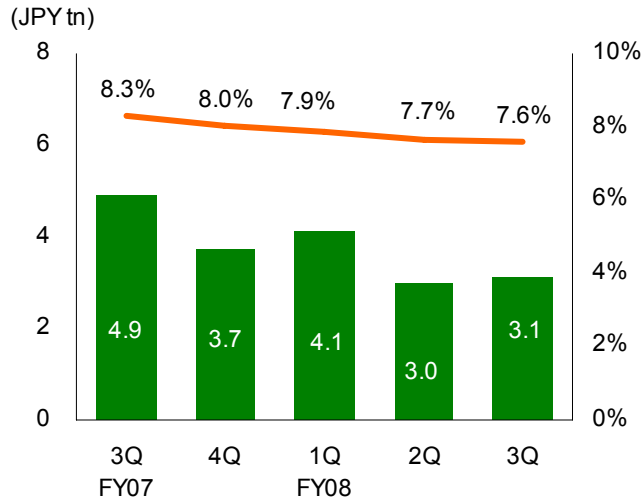


◆ Ordinary income ratio

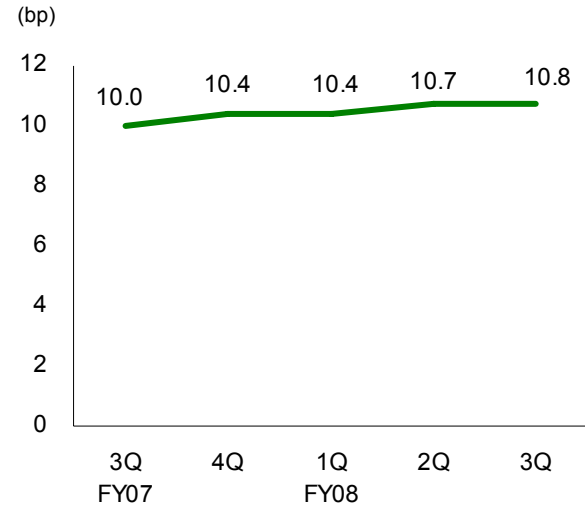


Results of Operation

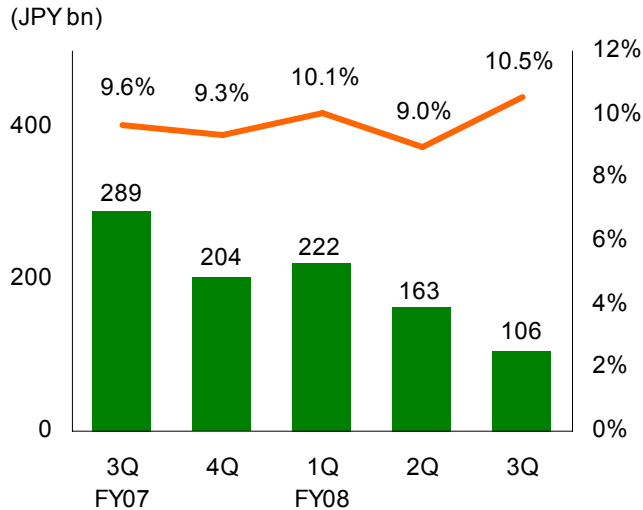
◆ Equity trading value



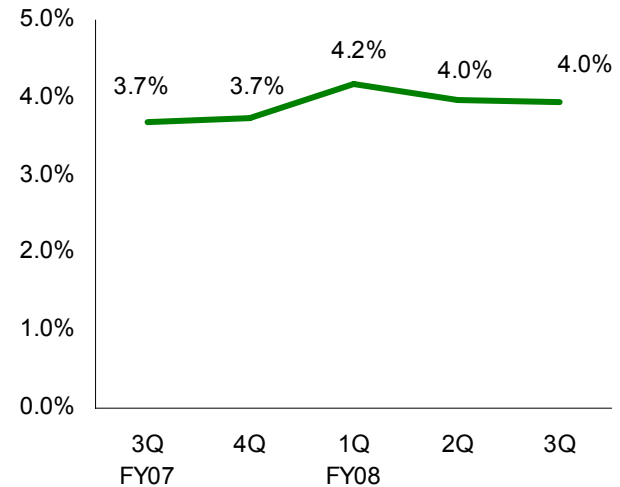
◆ Commission rate



◆ Shares bought on margin

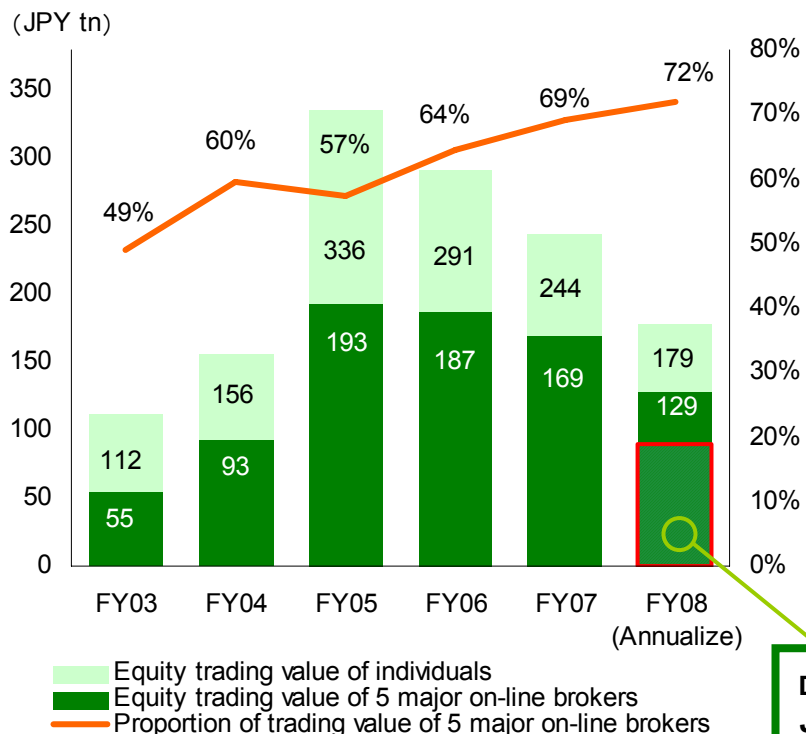


◆ Net interest income ratio



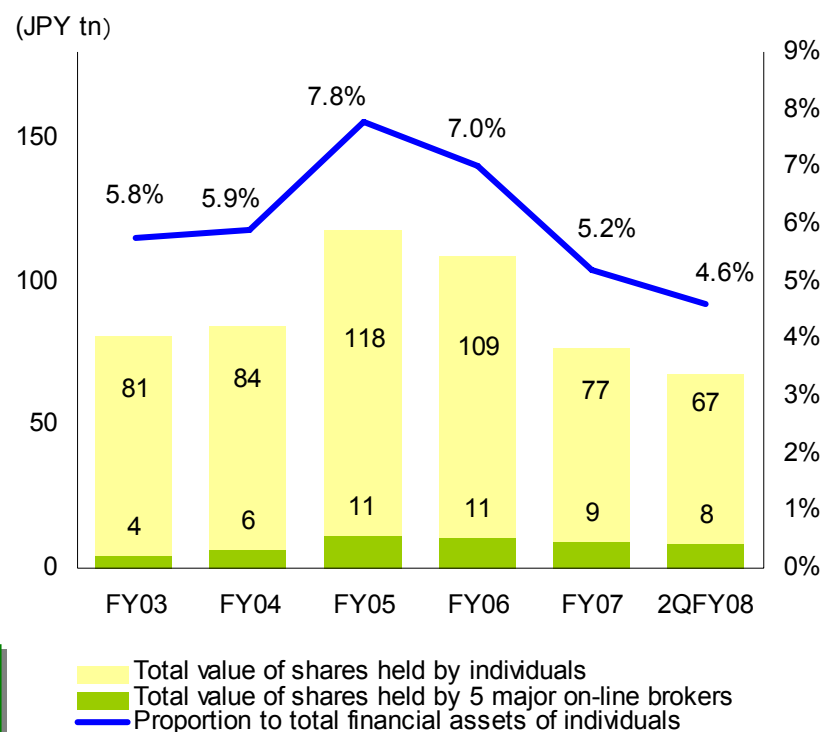
Overview of Retail Equity Trading Market

◆ Equity trading value of individuals¹ (FLOW)



**Day traders
JPY 90 tn
(Estimate)**

◆ Total value of shares held by individuals (STOCK)



Financial Summary

Section 1

Summary of Financial Results(3Q FY08)

(JPY mn)

	3Q(Apr.-Dec.) FY2008	3Q(Apr.-Dec.) FY2007	YoY
Operating Revenues	21,403	31,874	-33%
Commissions	14,487	19,301	-25%
Interest & dividend income	6,911	12,567	-45%
Interest expenses	1,765	2,597	-32%
Net operating revenues	19,638	29,277	-33%
SG&A	11,042	12,423	-11%
Operating income	8,595	16,854	-49%
Ordinary income	8,653	16,931	-49%
Net income	5,184	10,570	-51%
Ordinary income ratio	40%	53%	-
Matsui's trading value (JPY tn)	10.2	15.2	-33%
Daily average trading value onTSE (JPY tn)	2.2	3.0	-26%

Breakdown of Net Operating Revenues (3Q FY08)

(JPY mn)

	3Q(Apr.-Dec.) FY2008	3Q(Apr.-Dec.) FY2007	YoY
Commissions	14,487	19,301	-25%
Brokerage	12,731	17,438	-27%
Underwriting secondary distribution and solicitation for selling and others for professional investors	1	9	-89%
Offering secondary distribution and solicitation for selling and others for professional investors	0	1	-69%
Others	1,754	1,852	-5%
Net gain (loss) on trading	5	6	-16%
Interest & dividend income(1)	6,911	12,567	-45%
Total operating revenues	21,403	31,874	-33%
Interest expenses (2)	1,765	2,597	-32%
Net operating revenues	19,638	29,277	-33%
Net interest income (1) - (2)	5,146	9,970	-48%

Breakdown of SG&A (3Q FY08)

(JPY mn)

	3Q(Apr.-Dec.) FY2008	3Q(Apr.-Dec.) FY2007	YoY
Transaction related expenses	3,150	3,496	-10%
Advertisement	468	449	4%
Employees' compensation & benefits	1,579	1,668	-5%
Occupancy & rental	377	326	15%
Data processing & office supplies	4,777	5,166	-8%
Depreciation	930	818	14%
Duties & taxes other than income taxes	129	195	-34%
Provision of allowance for doubtful accounts	-	626	-
Others	102	128	-20%
Total SG&A	11,042	12,423	-11%

Summary of Financial Results(Quarterly)

(JPY mn)

	FY08	FY08	QoQ	FY08	FY07		YoY	FY07
	3Q	2Q		1Q	4Q	3Q		TOTAL
Operating Revenues	6,381	6,985	-9%	8,037	8,041	9,779	-35%	39,915
Commissions	4,672	4,453	5%	5,362	5,221	6,176	-24%	24,521
Interest & dividend income	1,707	2,531	-33%	2,673	2,817	3,599	-53%	15,384
Interest expenses	532	614	-13%	619	628	711	-25%	3,226
Net operating revenues	5,848	6,371	-8%	7,418	7,413	9,067	-36%	36,689
SG&A	3,740	3,565	5%	3,738	3,607	3,761	-1%	16,030
Operating income	2,109	2,807	-25%	3,680	3,806	5,306	-60%	20,660
Ordinary income	2,114	2,808	-25%	3,731	3,813	5,308	-60%	20,744
Net income	1,261	1,677	-25%	2,246	2,211	3,291	-62%	12,781
Ordinary income ratio	33%	40%	-	46%	47%	54%	-	52%
Matsui's trading value (JPY tn)	3.1	3.0	5%	4.1	3.7	4.9	-37%	18.9
Daily average trading value on TSE (JPY tn)	1.9	2.2	-15%	2.5	2.8	2.8	-33%	2.9

Breakdown of Net Operating Revenues (Quarterly)

(JPY mn)

	FY08	FY08	QoQ	FY08	FY07		YoY	FY07
	3Q	2Q		1Q	4Q	3Q		TOTAL
Commissions	4,672	4,453	5%	5,362	5,221	6,176	-24%	24,521
Brokerage	3,990	3,865	3%	4,875	4,647	5,600	-29%	22,085
Underwriting secondary distribution and solicitation for selling and others for professional investors	0	1	-73%	0	2	2	-90%	11
Offering secondary distribution and solicitation for selling and others for professional investors	0	0	488%	-	0	0	200%	2
Others	681	587	16%	486	572	574	19%	2,424
Net gain (loss) on trading	2	1	27%	2	3	4	-53%	9
Interest & dividend income(1)	1,707	2,531	-33%	2,673	2,817	3,599	-53%	15,384
Total operating revenues	6,381	6,985	-9%	8,037	8,041	9,779	-35%	39,915
Interest expenses (2)	532	614	-13%	619	628	711	-25%	3,226
Net operating revenues	5,848	6,371	-8%	7,418	7,413	9,067	-36%	36,689
Net interest income (1) - (2)	1,175	1,917	-39%	2,054	2,189	2,888	-59%	12,159

Breakdown of SG&A (Quarterly)

(JPY mn)

	FY08	FY08	QoQ	FY08	FY07		YoY	FY07
	3Q	2Q		1Q	4Q	3Q		TOTAL
Transaction related expenses	1,073	1,009	6%	1,068	1,105	1,205	-11%	4,601
Advertisement	175	129	36%	164	153	198	-11%	602
Employees' compensation & benefits	512	521	-2%	546	501	543	-6%	2,169
Occupancy & rental	137	120	14%	119	115	107	29%	441
Data processing & office supplies	1,635	1,548	6%	1,593	1,586	1,624	1%	6,752
Depreciation	322	316	2%	291	257	261	23%	1,076
Duties & taxes other than income taxes	34	34	-2%	61	49	53	-37%	243
Provision of allowance for doubtful accounts	-	△ 15	-	15	△ 40	△ 62	-	586
Others	26	31	-15%	46	34	29	-10%	162
Total SG&A	3,740	3,565	5%	3,738	3,607	3,761	-1%	16,030

Policy of Profit Sharing with Shareholders

◆ Dividend policy

- Maintain the performance based return to the shareholders
- Target of payout ratio is “30% and above”

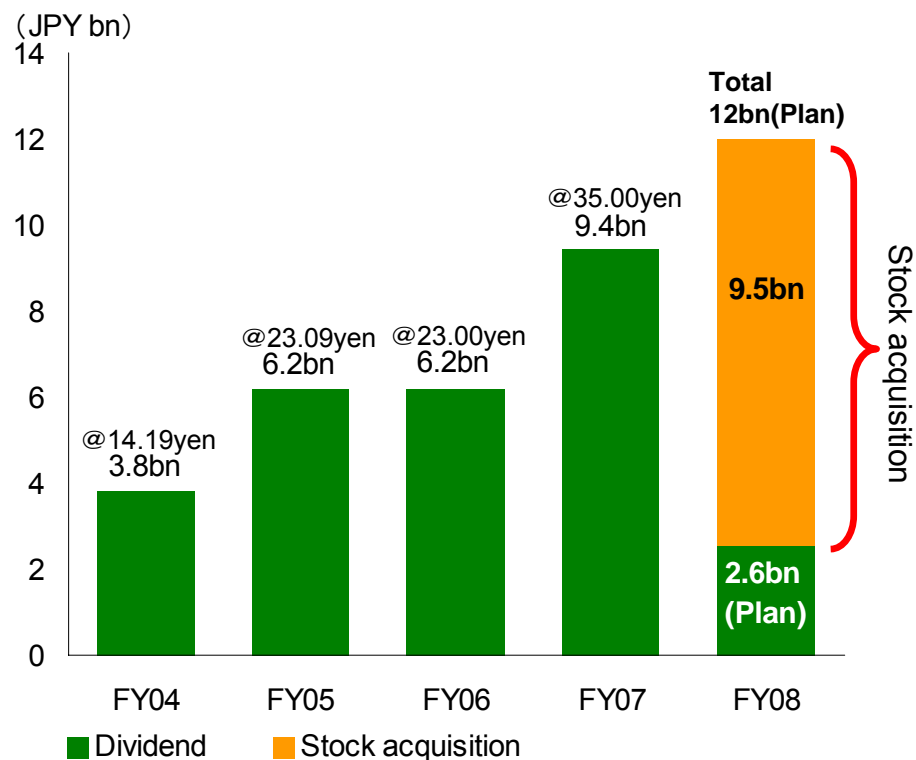
◆ Dividends for FY08

- Plan to pay 10 yen per share

◆ Result of Stock Acquisition

- Period of acquisition: From Aug.1, 08 to Oct.31, 08
- Total # of shares acquired: 12.5 million shares
- Total cost of acquisition: 9,452 million yen

◆ Total of profit shared with shareholders(Annual)

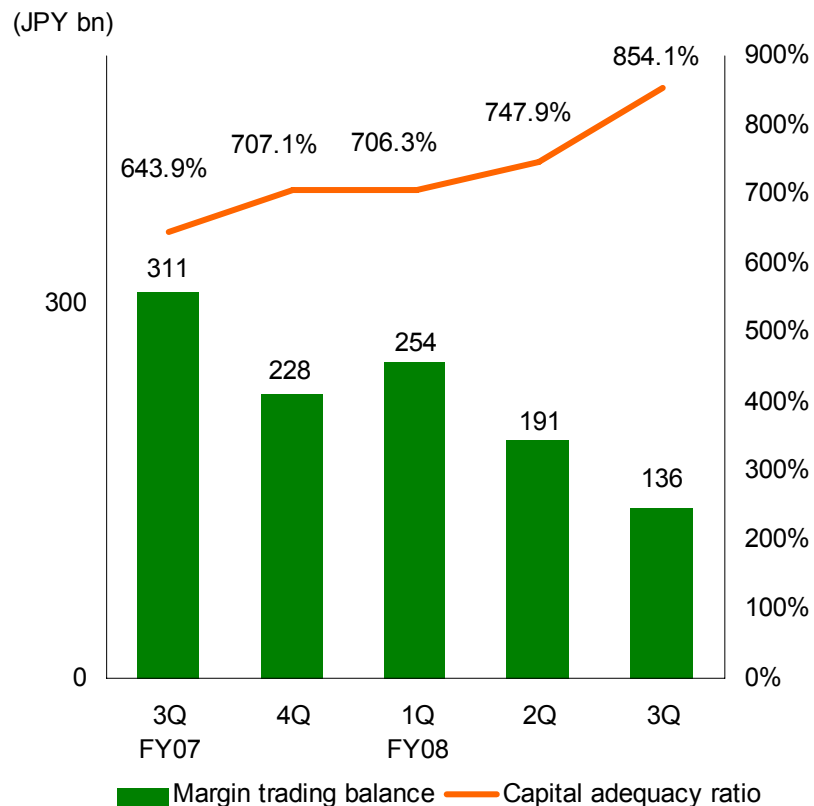


Capital Adequacy Ratio

◆ Capital adequacy ratio (As of 31 December 08)

		(JPY mn)
Tier 1	(A)	67,250
Tier 2	Net unrealized gain on investment	-
	Statutory reserves	3,745
	Allowance for doubtful accounts	180
	Sub total (B)	3,926
Assets to be deducted from equity capital	(C)	7,858
Net Capital		
	(A) + (B) - (C) (D)	63,317
Total risk	Market risk	2
	Counterparty risk	3,596
	Basic risk	3,813
	Total (E)	7,412
Capital Adequacy ratio (D)/(E)		854.1%

◆ Margin trading balance and capital adequacy ratio

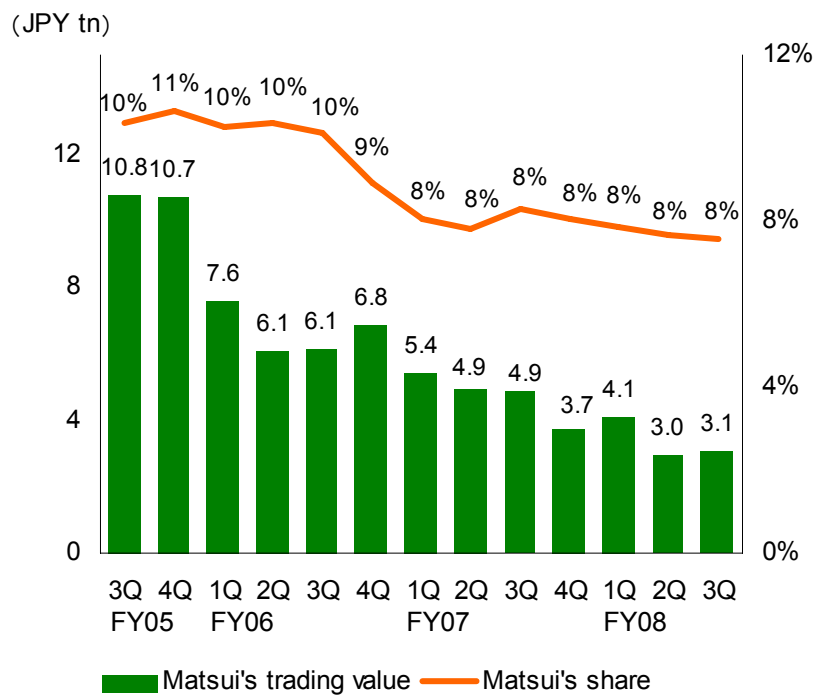


Results of Operation

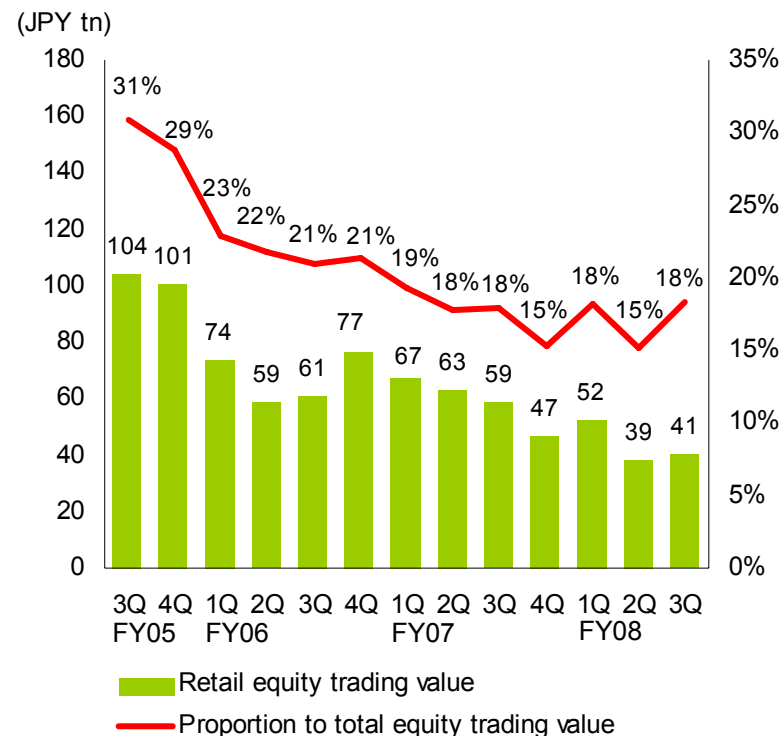
Section 2

Equity Trading Value

◆ Matsui's equity trading value and its market share¹

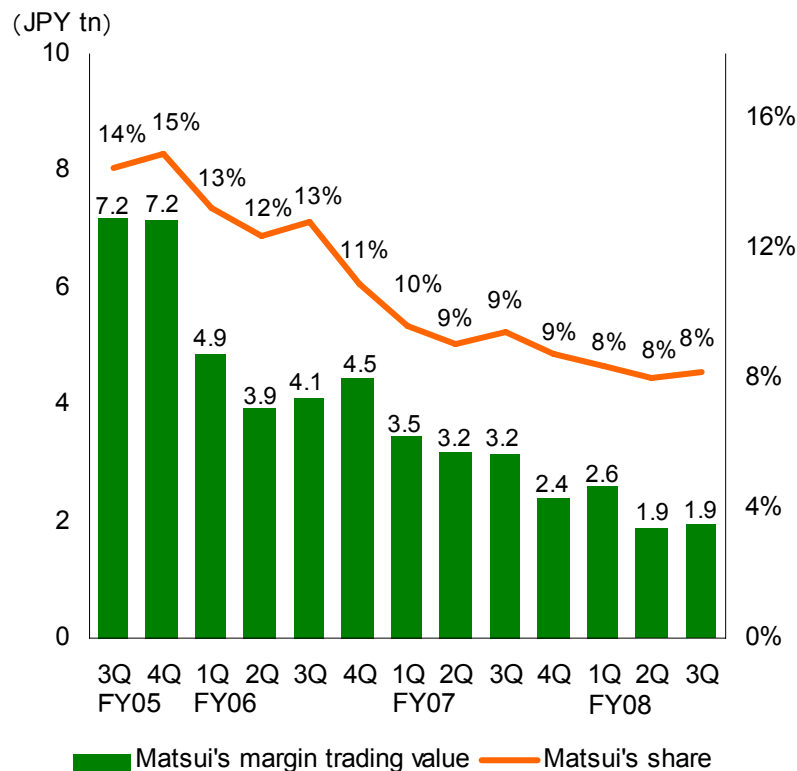


◆ Retail equity trading value¹ and proportion to total equity trading value

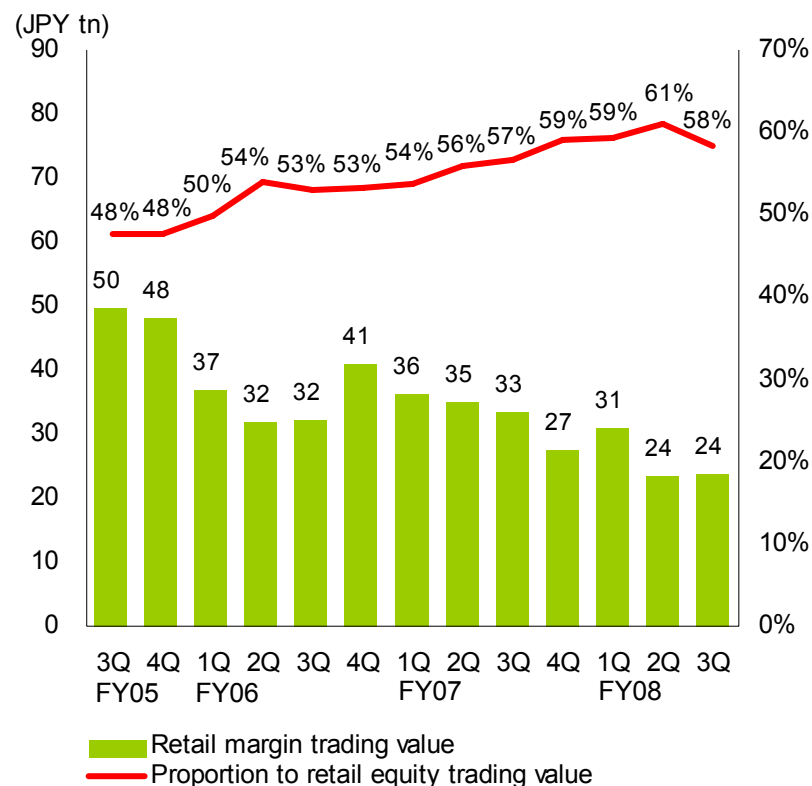


Margin Trading Value

◆ Matsui's margin trading value and its market share¹

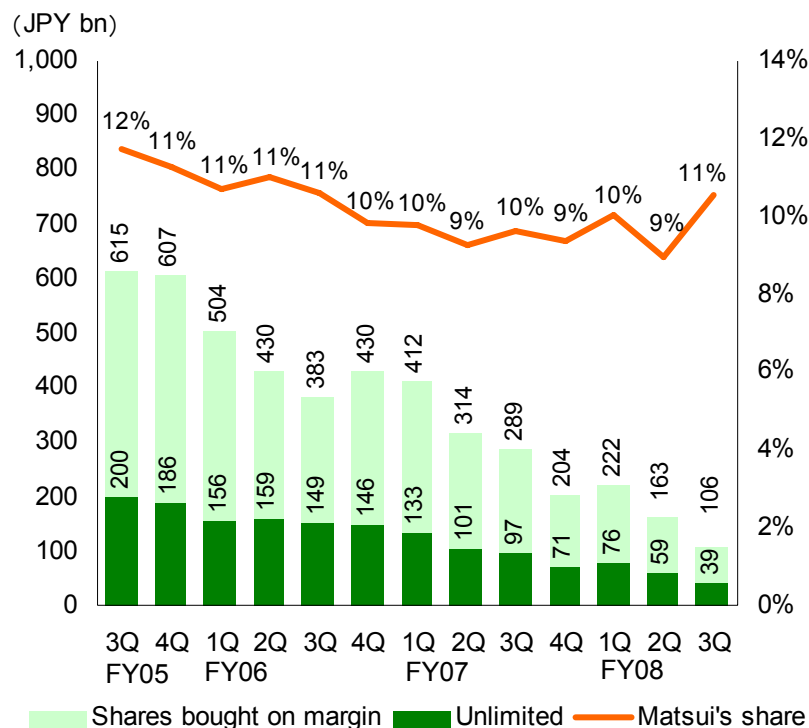


◆ Retail margin trading value¹ and proportion to total retail equity trading value

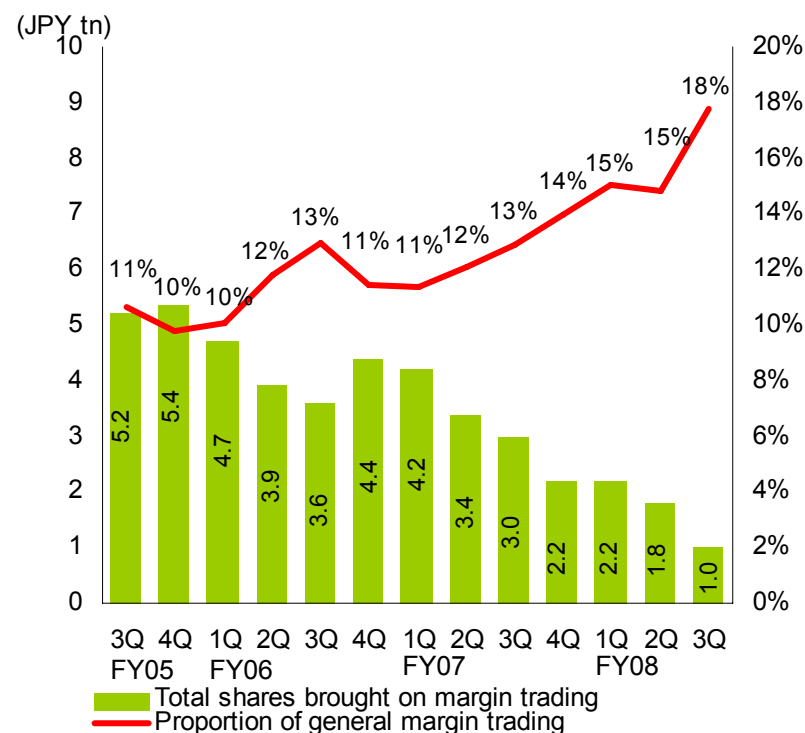


Margin Trading Balance

◆ Matsui's shares bought on margin¹ and its market share²

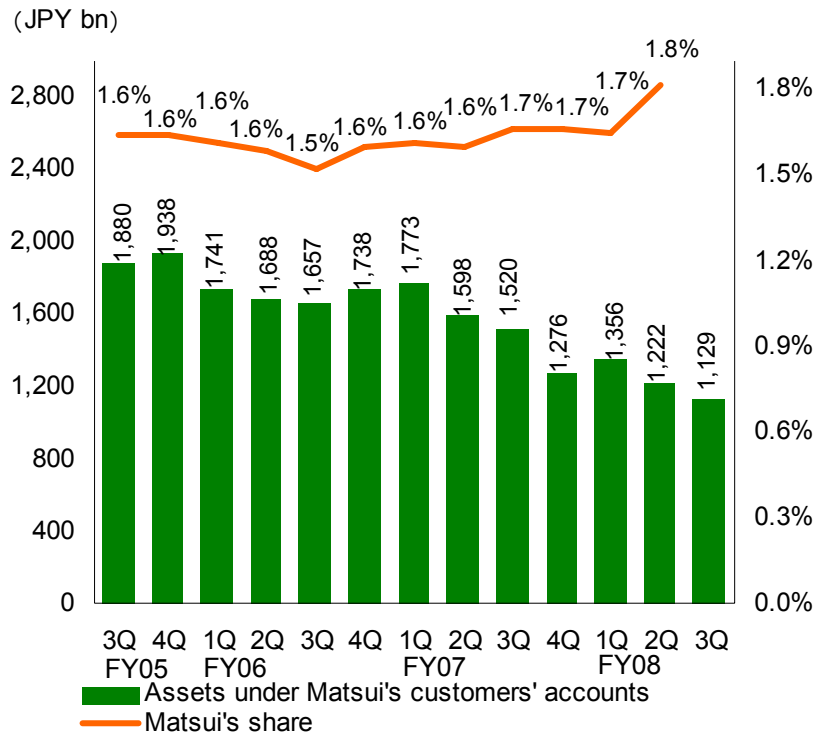


◆ Total shares bought on margin¹ and proportion of general margin trading

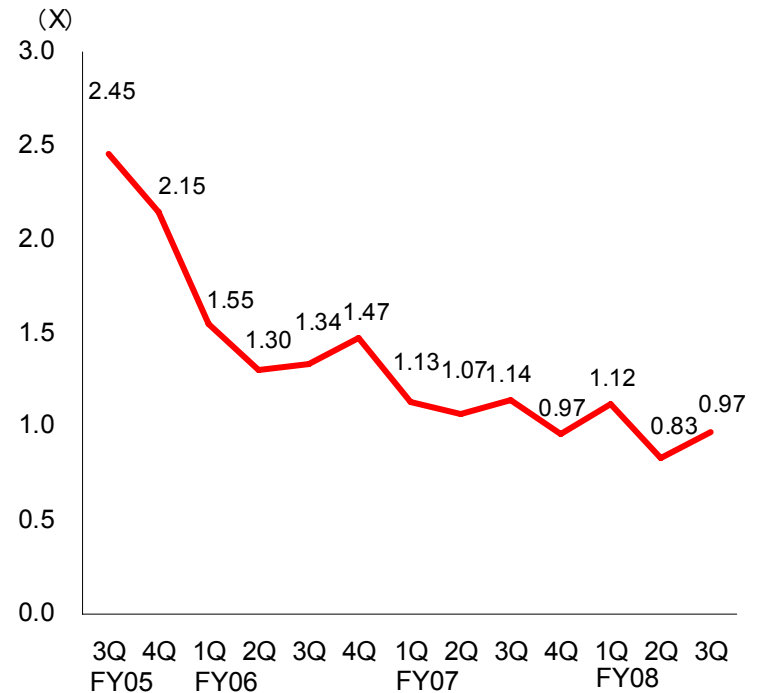


Assets under Customers' Accounts / Trading Turnover

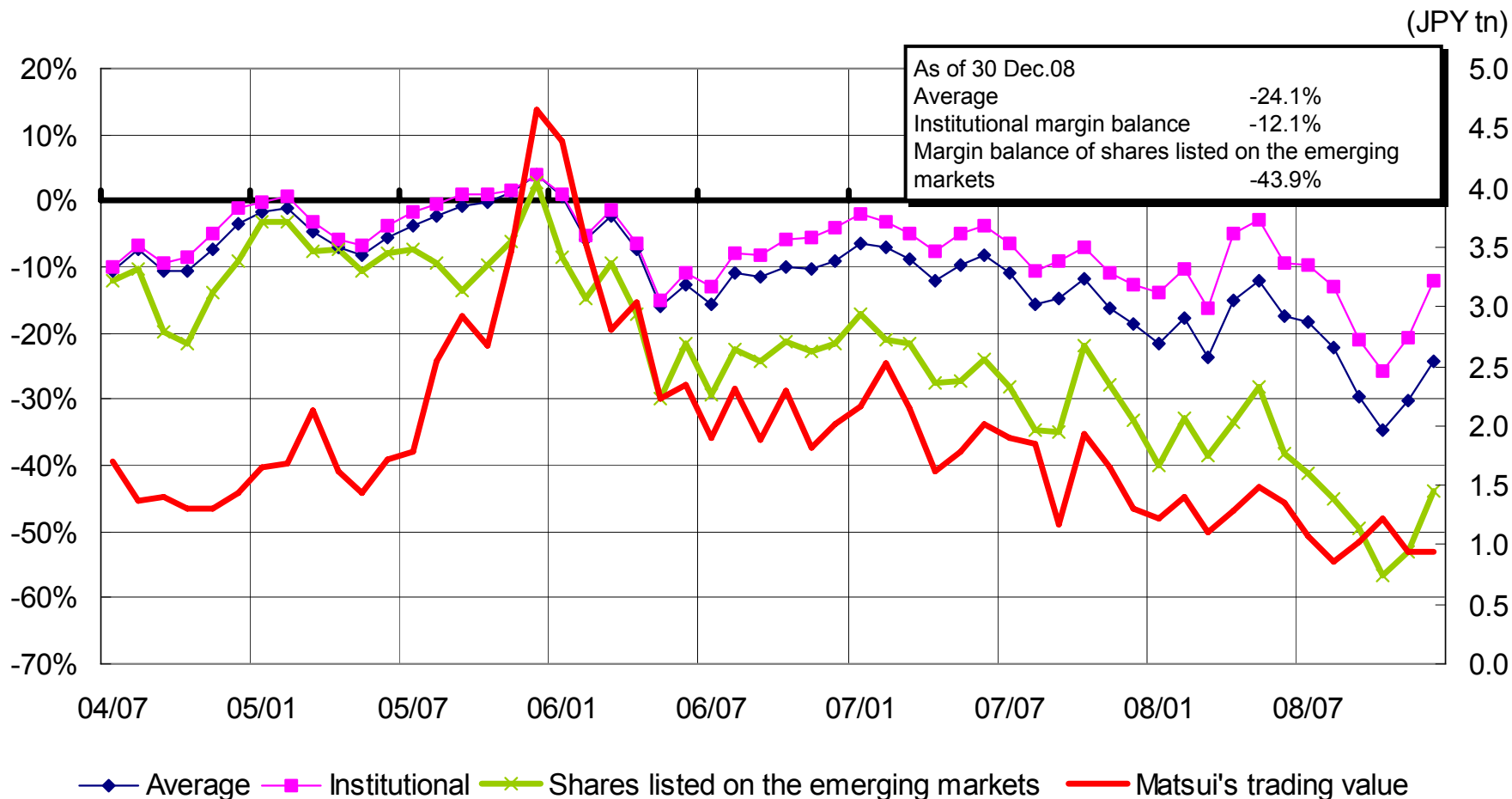
◆ Assets under Matsui's customers' accounts and its market share



◆ Equity trading turnover¹ of Matsui's customers

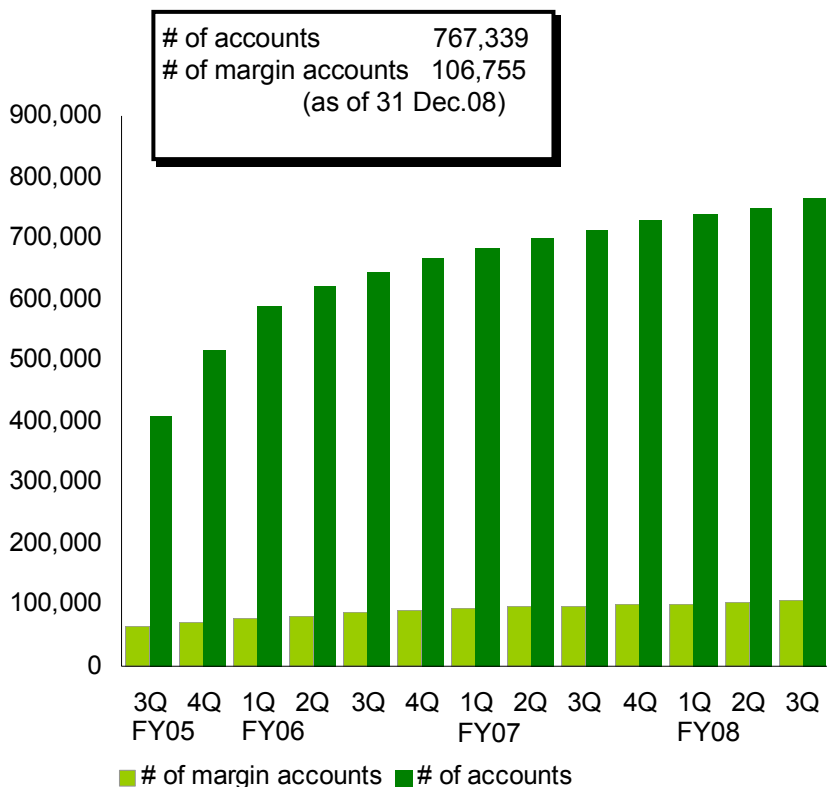


Evaluation Losses on Matsui's Margin Balance

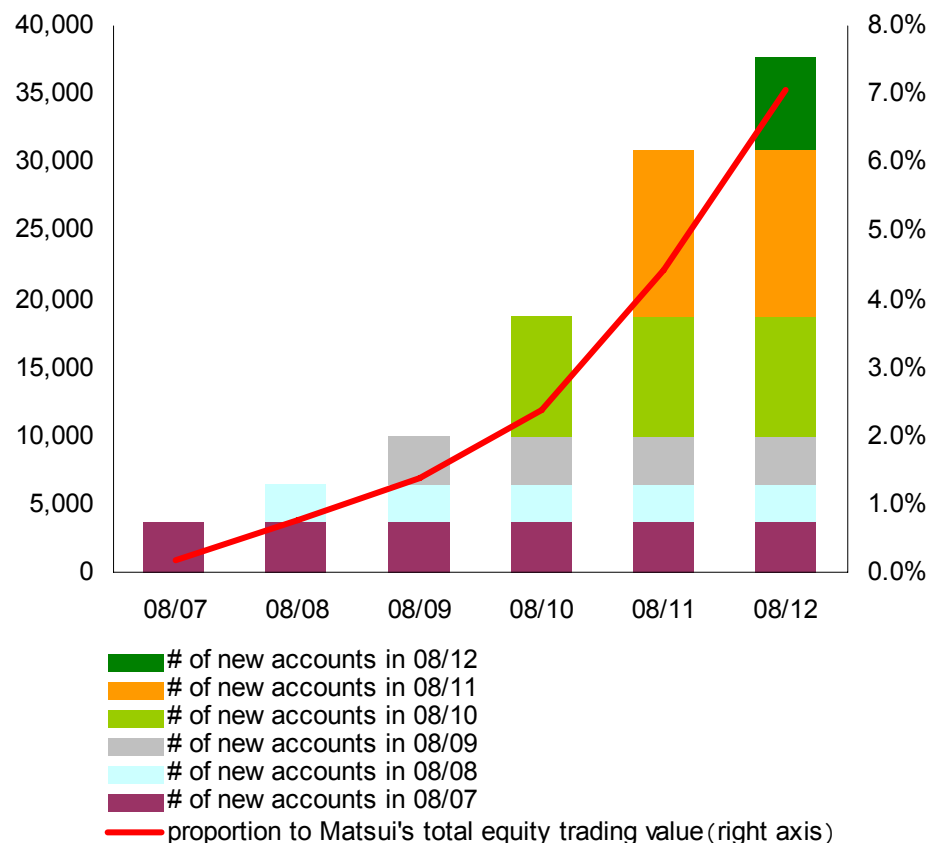


Number of Accounts

◆ Number of accounts at Matsui¹

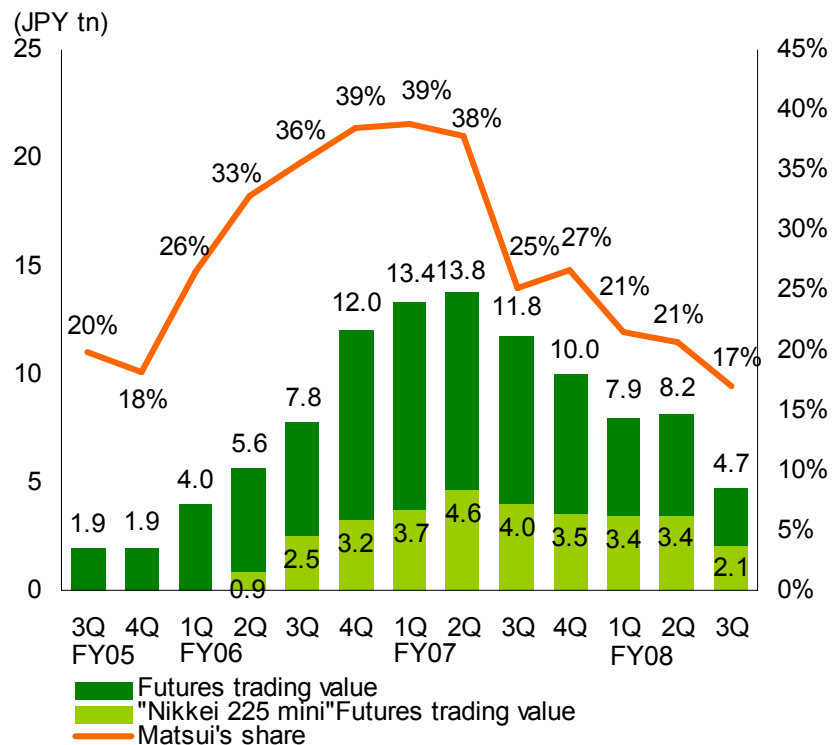


◆ Number of new accounts acquired since July 08 and its proportion

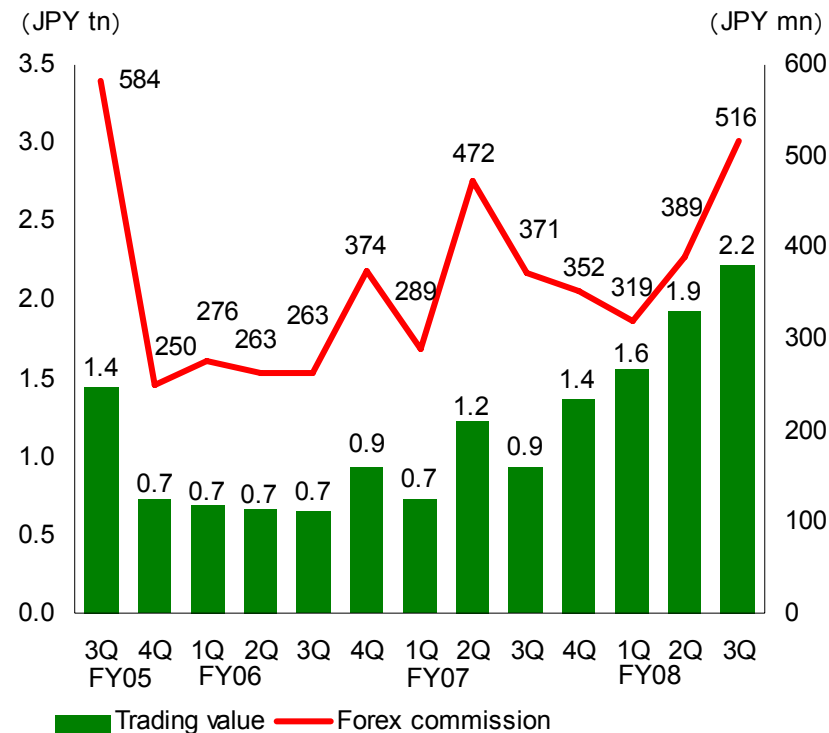


Nikkei 225 Futures / Forex Margin trading

◆ Matsui's Nikkei 225 Futures trading value and its market share¹



◆ Matsui's Forex margin commission income and trading value

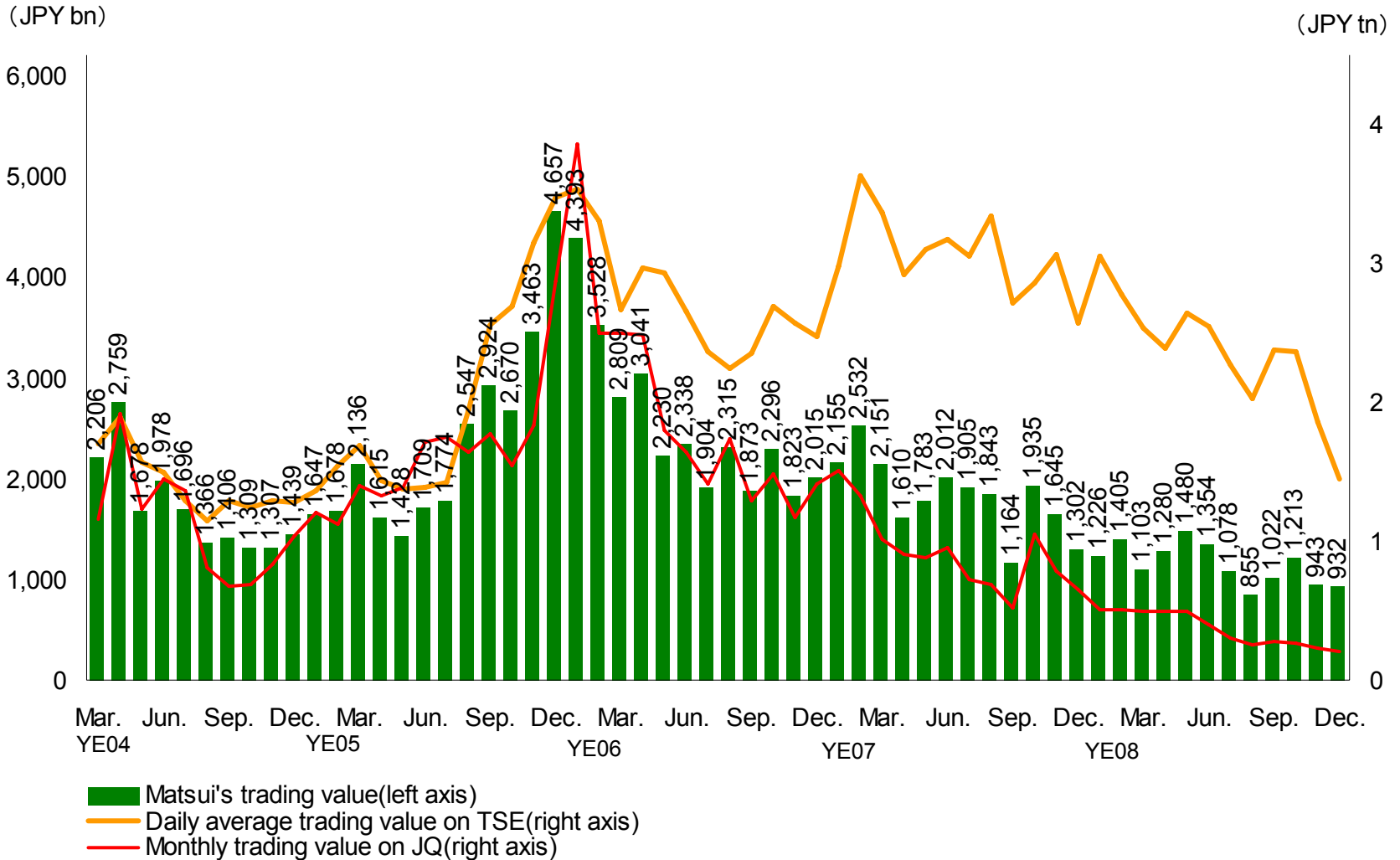


Source: OSE (Osaka Securities Exchange)

Note 1: The steep decrease in market share in 3QFY07 is due to a statistical reason (a part of brokers' trading value have been included in that of retail since 3QFY07)

Equity Trading Value

◆ Matsui's monthly equity trading value



Recent Developments

Section 3

Corporate Strategy

Our Purpose

We will provide superior quality of trading platform for retail investors based upon "customer-centered strategy"



Our achievements

- ◆ Pioneer in providing full-fledged online brokerage services in Japan
- ◆ Customer-oriented trading rule for margin trading
- ◆ "Box Rate" fee structure
- ◆ Pioneer in developing unlimited margin trading
- ◆ Pioneering approach to "NetFx" "Off-trading floor distributions" "Nikkei 225 futures and Nikkei 225 Options"

Our direction

- ◆ Develop unique and innovative services
- ◆ Focus on brokerage business
- ◆ Pursue the services which expand brokerage(Flow) business rather than asset gathering related(stock) services

RTGS / CME Futures

◆ Real-Time-Gross-Settlement

- Steady operation of system, steady increase in number of accounts
- Secure liquidity is the highest priority

◆ Recent Developments

- No commission charge up to JPY10mn of trading value (~Mar.09)
- Release the list of market orders so as to easily identify the stock that can be possibly executed(Jan.09)
- Extend the morning session (Feb.09)
Introduction of trading at the closing price of the morning session during 11AM-12AM



Appeal the merits of RTGS

- Enable customers to day-trade the same stock several times on the same day
- Possible to transfer the proceeds of the sale of shares to the bank account using the real-time disbursement service

◆ Future developments

- Introduce margin transaction in order to increase liquidity

◆ The CME “Nikkei225” Futures Trading

Restart the CME “Nikkei 225” futures trading services and the application for opening account, which were temporarily suspended from 15 Sep.08.

■ Schedule

Plan to restart in the mid Feb.09

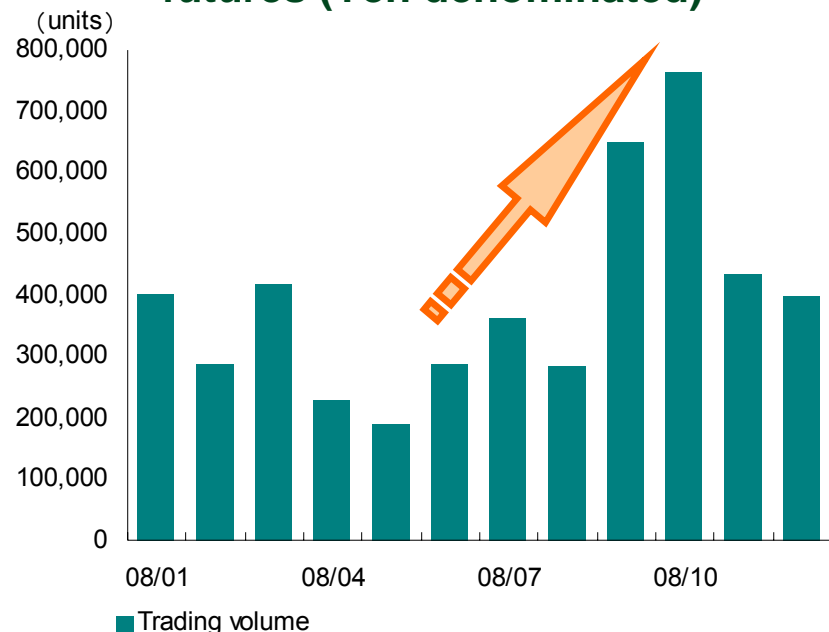
■ Intermediary broker for the service

Mizuho Securities USA Inc.

◆ New function

Enables to transfer guarantee money from the Night-time futures trading account to the daytime Futures trading account. (to be launched in the mid Feb.09)

◆ Trading volume of “CMENikkei 225” futures (Yen denominated)

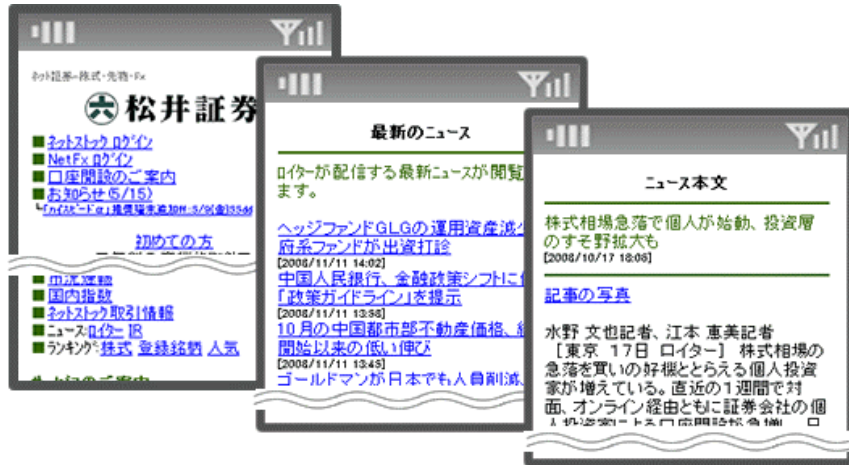


Improvement in Quality of Services to Customers

◆ Enhancement of mobile phone services

- Start to provide Reuter news on the public site of mobile phone (Nov.08)

The distribution of Reuter news to the mobile phone enables to timely access the most updated information which affect the Japanese equity market and the foreign exchange market.



◆ Enlargement of information tool to improve usability

- Add new function to the free information tool "QUICK"

【New function】

- Fluctuation ratio of stock prices in each market
- Chart of Nikkei 225 average (new display added)
- Chart of "Nikkei 225" futures and options (new display added)
- Financial information for listed companies
- New design of stock screening tool
- Linkage of "QUICK" and "Research-Net"
- New design of stock price information board

【Chart of the fluctuation ratio of stock prices】



List of Newly Offered Services / Products

Starting in	Detail of services
September,2006	Launch of "Netstock High-Speed"
October	Introduce "High-Speed α", a trading tool for mobile phone
January,2007	Add Futures and Options trading function on "Netstock High-Speed" Introduce "Matsui Com-stock Loan", a stock mortgage card loan
February	Start the notification service via e-mail for investors with regard to margin call Introduce "Stop order" function
April	Launch the margin trading of foreign stock(institutional and unlimited)
July	Launch the VWAP guarantee trading Add dealing currencies(ZAR and HKD) on NetFX
November	Start dealing with "Nikkei 225" Futures in the "Evening-Session" Start the real-time disbursement service
February,2008	Revised down commissions and spread for NetFx
May	Launch the RTGS service by establishment of the PTS
June	Launch the Night-time "Nikkei 225" Futures listed on CME
July	Add "Chart-folio"and "News Finder" as a new information research tool Introduce "High-Speed α" for Futures and Options trading
October	Offer the online cash transfer service to account holders at Resona Bank
November	Launch the "ETF Account" Start to provide Reuter news on the public site of mobile phone
January,2009	Add new function to the free information tool "QUICK"
February	Restart the CME "Nikkei 225" futures trading service Extend the morning session of RTGS service

The material is intended to provide the financial results for the nine months ended 31 December 2008 and the company's business strategy, and does not constitute a solicitation of an offer to buy the securities issued by the company. The material is created based upon information as of January 2009. The information herein identifies our views at the time of creation of the material, and the company does not make any representation or warranty as to its accuracy or completeness, therefore, the information may be changed without any notices. The company does not assume responsibility for any omissions or errors of any data and descriptions in the material.

This presentation may contain forward looking information. Please keep in mind that they are based on projections of the company and subject to changes depending on the situation. We will under no circumstances assume the obligation to revise this presentation in case such situation occurs.

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