# Quarterly Securities Report for the Third Quarter of the 105th Fiscal Year (From October 1, 2020 to December 31, 2020)

## Matsui Securities Co., Ltd.

1-4, Kojimachi, Chiyoda-ku, Tokyo

Representative: WARITA Akira, President & CEO

Original Japanese Report was filed with the Director of the Kanto Local Finance Bureau on February 12, 2021 pursuant to Article 24-4-7, Paragraph 1 of the Financial Instrument and Exchange Act.

Notice to Readers 1: This English translation is prepared for reference purposes only and does not constitute any offer or sale of securities or other similar action whether inside or outside Japan. If any questions arise in this document, please refer to the original Japanese Report. This document may contain forward-looking statements. These statements are based on our assumptions and beliefs at the end of the third quarter accounting period of the current fiscal year or at the time of filing of the original Report in light of the information available to us at the time. They are subject to risks and uncertainties. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those we then anticipated. Given these risks and uncertainties, you are cautioned not to place undue reliance on forward-looking statements. We disclaim any obligation to update any of the forward-looking statements contained in this document to reflect future actual events or developments.

Notice to Readers 2: The accompanying quarterly financial statements are prepared in conformity with accounting principles and practices generally accepted in Japan, which are different in certain respects from the application and disclosure requirements of International Financial Reporting Standards. The financial statements are not intended to present the financial position, results of operations and cash flows in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Japan.

Notice to Readers 3: The original Report is attached with a quarterly review report by PricewaterhouseCoopers Aarata LLC for the quarterly financial statements for the third quarter accounting period of the current fiscal year (From October 1, 2020 to December 31, 2020) and the cumulative third quarter period of the current fiscal year (From April 1, 2020 to December 31, 2020) in the original Report.

### Part 1. Company Information

#### 1. Overview of Company

#### 1) Summary of Business Results

| Fiscal period                              | Cumulative third   | Cumulative third   | 104 <sup>th</sup> fiscal year |
|--|--------------------|--------------------|-------------------------------|
|  | quarter period of  | quarter period of  |                               |
|  | 104th fiscal year  | 105th fiscal year  |                               |
| Accounting Period                          | From April 1, 2019 | From April 1, 2020 | From April 1, 2019            |
|  | to December 31,    | to December 31,    | to March 31, 2020             |
|  | 2019               | 2020               |                               |
| Operating revenue (millions of yen)        | 17,360             | 21,570             | 24,150                        |
| Net operating revenue (millions of yen)    | 15,905             | 20,482             | 22,345                        |
| Ordinary profit (millions of yen)          | 6,370              | 9,172              | 9,016                         |
| Profit (millions of yen)                   | 4,400              | 7,747              | 6,136                         |
| Equity in earnings of affiliates if equity | -                  | -                  | -                             |
| method is applied (millions of yen)        |                    |                    |                               |
| Share capital (millions of yen)            | 11,945             | 11,945             | 11,945                        |
| Total number of issued shares (number of   | 259,264,702        | 259,264,702        | 259,264,702                   |
| shares)                                    | 239,204,702        | 239,204,702        | 239,204,702                   |
| Net assets (millions of yen)               | 78,546             | 76,656             | 80,285                        |
| Total assets (millions of yen)             | 770,789            | 872,496            | 708,314                       |
| Basic earnings per share (yen)             | 17.13              | 30.15              | 23.89                         |
| Diluted earnings per share (yen)           | 17.11              | 30.11              | 23.86                         |
| Dividend paid per share(yen)               | 22.50              | 20.00              | 45.00                         |
| Equity-to-asset ratio (%)                  | 10.2               | 8.8                | 11.3                          |

| Fiscal period                  | Third quarter accounting period of | Third quarter accounting period of |
|--------------------------------|------------------------------------|------------------------------------|
|                                | 104th fiscal year                  | 105th fiscal year                  |
| Accounting Period              | From October 1, 2019 to December   | From October 1, 2020 to December   |
| _                              | 31, 2019                           | 31, 2020                           |
| Basic earnings per share (Yen) | 6.20                               | 8.79                               |

#### **Description of Business**

There were no significant changes in the description of business of the Company in the cumulative third quarter period of the current fiscal year.

Note 1: Operating revenue does not include consumption tax etc.

Note 2: Equity in earnings of affiliates if equity method is applied is not shown above because the Company does not have affiliates.

#### 2. Status of Business

#### 1) Business Risks

In the cumulative third quarter period of the current fiscal year, of the matters related to status of business and status of accounting etc. as described in this quarterly securities report, there were no major risks which had arisen recognized by management as possibly having a material effect on the financial condition, results of operations, or cash flow conditions of the Company, and there are no material changes to the "Business Risks" described in the securities report for the preceding fiscal year ended March 31, 2020.

#### Management's Discussion and Analysis of Financial Condition, Results of Operations, and Cash Flow Conditions

Management's discussion and analysis of financial condition, results of operation of the Company is provided below. Since the Company has only one segment which is its online securities brokerage service, description by segment has been omitted.

#### (1) Status and analysis of results of operations

In the domestic stock market in this cumulative third quarter period, the Nikkei Average declined sharply from the end of February 2020 given caution towards global economic deterioration due to the spreading of infection of COVID-19, and slightly recovered thereafter, and the Nikkei Average for the cumulative third quarter period began from just above 18,600 yen. Going into April, stock prices entered an upward trend given decisions made by the FRB and other central banks around the world on large-scale monetary easing and economic stimulus measures. Furthermore, from May, stock prices rose due to increased expectations towards resumption of economic activities in Europe and the U.S. and lifting of the declaration of emergency in Japan, as well as hopes towards progress in vaccine development, and in early June the Nikkei Average recovered to 23,000 yen. Thereafter, stock prices failed to go higher given concerns towards re-spreading of infection of COVID-19 and increased uncertainty towards the future of additional U.S. economic stimulus measures. Going into November, given reports of progress in vaccine development and candidate Biden leading the U.S. presidential elections, stock prices increased significantly and recorded levels above 26,000 yen. In December, stock prices continued to fluctuate at high levels, and given the passing of resolutions to approve additional economic stimulus measures in the U.S. towards the end of the year, stock prices hit record highs for the first time in 30 years since 1990, and December trading ended with the Nikkei Average at slightly above 27,400 yen.

Under this market environment, total trading value of stocks etc. in the two markets (Tokyo and Nagoya stock exchanges) increased by 19% compared to the cumulative third quarter period of the preceding year. Also, with respect to individual investors who are our main customer base, trading volume increased due to increase in buying capacity given the rise in stock prices etc., and stock etc. brokerage trading value by individual investors in the two markets significantly increased by 50% compared to the same period in the preceding year. As a result, the percentage of the stock etc. brokerage trading value by individual investors in the two markets was 22%, a large increase compared to 17% in the cumulative third quarter period in the preceding year. Furthermore, the aggregate stock etc. brokerage trading value of the Company increased by 51% compared to the same period in the preceding year, as customers increased trading activities.

With respect to new initiatives by the Company in the cumulative third quarter period, for investment trusts, we commenced the "investment trust (toshin) monthly cash refund service" which is a service that refunds to customers in cash a portion of the trust fees, and continued to increase the product lineup. With respect to FX services, we made efforts to improve the service, such as by reducing spreads on all currency pairs, etc. Furthermore, we expanded the contents offered to customers by establishing a "Stock Trading Consultation Desk" to provide support on identifying stock names and timing of trading for stock investments, and also by commencing distribution of fun videos to learn about asset management. Also, in order to improve name recognition, efforts were made to strengthen promotions through TV commercials and putting up advertisements at Tokyo Dome.

Under the above background, during the cumulative third quarter period, commissions received was 13,210 million yen (a 40.9% increase from the cumulative third quarter period of the preceding year) due to an increase in the stocks etc. brokerage trading value. Furthermore, due to the increase in the average balance of long positions of margin transactions and increase in other net financial revenues, net financial revenues increased by 16.9% to 6,659 million yen compared to that of the cumulative third quarter period of the preceding year.

As a result, operating revenue was 21,570 million yen (a 24.2% increase from the same period of the preceding year), and net operating revenue was 20,482 million yen (a 28.8% increase from the same period of the preceding year). Also, operating profit was 9,101 million yen (a 45.6% increase from the same period of the preceding year), ordinary profit was 9,172 million yen (a 44.0% increase from the same period of the preceding year), and net profit was 7,747 million yen (a 76.1% increase from the same period of the preceding year). Operating revenue, net operating revenue, operating profit, ordinary profit, and net profit all sharply increased compared to the cumulative third quarter period of the preceding year. Although spreading of infection of COVID-19 has impacted the stock markets, apart from the impact on actual market trends, given the characteristic of the Company as an on-line securities company, it had no material effect on the Company's business results.

Revenue and expense items are as described below.

#### (Commissions received)

Commissions received was 13,210 million yen (a 40.9% increase from the same period of the preceding fiscal year). Of this figure, brokerage commission was 12,665 million yen (a 42.5% increase from the same period of the preceding fiscal year), mainly due to a 51% increase (compared to the same period of the preceding fiscal year) in the stocks etc. brokerage trading value.

#### (Net trading income)

Net trading income was recorded a profit of 611 million yen, mainly due to FX trading profits.

#### (Net financial revenue)

Net financial revenue derived from subtracting financial expenses from financial revenue was 6,659 million yen (a 16.9% increase from the same period of the preceding fiscal year). This was mainly due to an increase in the average balance of customers' long positions of margin transactions and an increase in other net financial revenue.

(Selling, general and administrative expenses)

Selling, general and administrative expenses increased by 17.9% compared to the same period of the preceding fiscal year to 11,381 million yen. This was mainly due to an increase in trading related expenses (a 31.5% increase compared to the same period of the preceding fiscal year) resulting from an increase in advertising costs and trading fees for stock exchanges.

(Non-operating income and expenses)

Net non-operating income totaled 71 million yen. This was mainly due to dividend income of 81 million yen.

(Extraordinary income and expenses)

Net Extraordinary income totaled 1,990 million yen. This was mainly due to gain on sales of investment securities of 1,994 million yen.

#### (2) Factors which have a material impact on results of operations

The main business of the Company is stocks etc. brokerage trading business targeting individual investors, and of the revenue items, commissions received and in particular brokerage commission relating to the trading of stocks etc. have a material impact on the business performance of the Company. Furthermore, financial revenue arising mainly from margin transactions is a factor having a material impact on the business performance of the Company. However, the level of such revenues is largely affected by the stock market environment.

#### (3) Status and analysis of financial conditions

As of the end of the third quarter accounting period, total assets was 872,496 million yen, a 23.2% increase from the end of the preceding fiscal year. This was mainly due to a 20.3% increase of cash segregated as deposits to 540,712 million yen resulting from an increase in deposits received and guarantee deposits received, and a 42.9% increase of loans on margin transactions to 220,517 million yen.

Total liabilities was 795,840 million yen, a 26.7% increase from the end of the preceding fiscal year. This was mainly due to a 22.7% increase in deposits received to 331,297 million yen, a 77.3% increase in short-term borrowings to 139,900 million yen resulting from an increase of loans on margin transactions and a 13.7% increase in guarantee deposits received to 241,753 million yen, .

Total net assets was 76,656 million yen, a 4.5% decrease from the end of the preceding fiscal year. In the cumulative third quarter period of the current fiscal year, the sum of the year-end dividends for the end of the fiscal year ended March 2020 and the interim dividend for the fiscal year ending March 2021, which is 10,919 million yen, was recorded, and at the same time a quarterly profit of 7,747 million yen was recorded.

The main assets of the Company are cash segregated as deposits for customers (included in cash segregated as deposits) where deposits received and guarantee deposits received etc. from customers are entrusted to trust banks, and margin transaction assets mainly comprised of loans on margin transactions. On the other hand, funds are being procured through short-term borrowings etc. for the purpose of allocating to loans on margin transactions. The main liabilities of the Company are deposits received, guarantee deposits received and short-term borrowings.

As of the end of the third quarter accounting period, deposits received was 331,297 million yen, an 22.7% increase from the end of the preceding fiscal year, and guarantee deposits received was 241,753 million yen, a 13.7% increase from the end of the preceding fiscal year. Accordingly, cash segregated as deposits increased by 20.3% from the end of the preceding fiscal year to 540,712 million yen. Furthermore, given an increase in loans on margin transactions by 42.9% from the end of the preceding fiscal year to 220,517 million yen, short-term borrowings also increased by 77.3% from the end of the preceding fiscal year to 139,900 million yen.

#### (4) Analyses of sources of capital and liquidity of funds

The Company's fund procurements are conducted mainly to respond to increase in loans on margin transactions, recurring loans on margin transactions are funded mainly by increase and decrease in short-term borrowings procured from financial institutions such as banks etc. In order to prepare for situations where loans on margin transactions increase significantly, the Company has made shelf registration so that it may flexibly procure funds through bond issues. However, as of the end of the third quarter accounting period of the current fiscal year, taking into account the levels of loans on margin transactions and internal reserves, a major portion of funds procurement was conducted by short-term borrowings including call money.

Furthermore, the Company secures safety of procurement of funds by making overdraft agreement and/or commitment line agreement with multiple financial institutions.

There was no significant effect on procurement of funds due to the spreading of infection of COVID-19.

# (5) Important accounting estimates and assumptions used for such estimates

In the cumulative third quarter period of the current fiscal year, there were no material changes to our important accounting estimates and assumptions used for such estimates.

#### (6) Management policy and management strategy etc.

In the cumulative third quarter period of the current fiscal year, there were no material changes to our management policy and management strategy.

#### (7) Operational and financial issues to be addressed in priority

In the cumulative third quarter period of the current fiscal year, there were no material changes to the Company's operational and financial issues to be addressed in priority, and no new operational or financial issues have arisen.

#### (8) Research and Development (R&D) activities

Not applicable.

#### 3) Critical Contracts for Operation

Not applicable.

#### 3. Information about Reporting Company

- 1) Information about Shares etc.
  - (1) Total number of shares etc.

#### [1] Total number of shares

| Class        | Total shares authorized (number of shares) |
|--------------|--|
| Common stock | 1,050,000,000                              |
| Total        | 1,050,000,000                              |

#### [2] Issued shares

| Class        | Total number of issued shares at the end of third quarter accounting period of the current fiscal year (December 31, 2020) | Number of shares at<br>the date of filing of<br>this quarterly<br>securities report<br>(February 12, 2021) | Name of stock exchange where shares are listed at or certified securities dealers association by which shares are registered | Content                          |
|--------------|--|--|--|----------------------------------|
| Common stock | 259,264,702  | 259,264,702  | Tokyo stock<br>exchange (1st<br>section)   | 1 unit consists of<br>100 shares |
| Total        | 259,264,702  | 259,264,702  | -  | -                                |

Note: Total number of issued shares at the date of filing of this quarterly securities report does not include shares issued upon exercise of share acquisition rights from February 1, 2021 to the date of filing of this quarterly securities report.

#### (2) Share acquisition rights

 $[1] \ \ \text{Details of share option program}$ 

Not applicable.

[2] Other information about share acquisition rights Not applicable.

(3) Exercises etc. of moving strike convertible bonds etc.

Not applicable.

#### (4) Changes in number of issued shares, stated capital etc.

| Date       | Change in     | Total number | Change in     | Balance of    | Change in     | Balance of    |
|------------|---------------|--------------|---------------|---------------|---------------|---------------|
|            | number of     | of issued    | amount of     | share capital | amount of     | legal capital |
|            | issued shares | shares       | share capital | (millions of  | legal capital | surplus       |
|            |               |              | (millions of  | yen)          | surplus       | (millions of  |
|            |               |              | yen)          |               | (millions of  | yen)          |
|            |               |              |               |               | yen)          |               |
| From       | -             | 259,264,702  | -             | 11,945        | -             | 9,793         |
| October 1, |               |              |               |               |               |               |
| 2020 to    |               |              |               |               |               |               |
| December   |               |              |               |               |               |               |
| 31, 2020   |               |              |               |               |               |               |

#### (5) Major shareholders

Information of major shareholders is omitted because this quarterly accounting period is the third one for the current fiscal year.

#### (6) Voting rights

The following tables show the status of voting rights as of September 30, 2020, which is the latest date of record, because the Company is not able to settle and show the list of shareholders as of December 31, 2020.

#### [1] Issued shares

(As of September 30, 2020)

|                            |                     |                                       | As of September 50, 2020) |
|----------------------------|---------------------|---------------------------------------|---------------------------|
| Classification             | Number of shares    | Number of voting rights               | Content                   |
| Shares without voting      | -                   | -                                     | -                         |
| rights                     |                     |                                       |                           |
| Shares with limited voting | -                   | -                                     | -                         |
| rights (Treasury shares    |                     |                                       |                           |
| etc.)                      |                     |                                       |                           |
| Shares with limited voting | -                   | -                                     | -                         |
| rights (Other)             |                     |                                       |                           |
| Shares with full voting    | (Shares held by the | -                                     | -                         |
| rights (Treasury shares    | Company)            |                                       |                           |
| etc.)                      | Common stock:       |                                       |                           |
|                            | 2,316,700           |                                       |                           |
| Shares with full voting    | Common stock:       | 2,568,554                             | -                         |
| rights (Other)             | 256,921,200         |                                       |                           |
| Shares less than 1 unit of | Common stock:       | -                                     | -                         |
| shares                     | 26,802              |                                       |                           |
| Total number of issued     | 259,264,702         | -                                     | -                         |
| shares                     |                     |                                       |                           |
| Voting rights of all       | -                   | 2,568,554                             | -                         |
| shareholders               |                     |                                       |                           |
| 37 . 1 400 1               | 1 1 21 CT C         | · · · · · · · · · · · · · · · · · · · | 1.65.000 1 6 1.1          |

Note 1: 400 shares under the title of Japan Securities Depositary Center Inc. and 65,800 shares of securities bought by customers using money loaned from the Company's own fund are included in common stock of "Shares with full voting rights (Other)." The 4 voting rights under the title of Japan Securities Depositary Center Inc. are included in "Number of voting rights." The 658 voting rights of securities bought by customers using money loaned from the Company's own fund are not included in "Number of voting rights." Note 2: 46 treasury shares held by the Company are included in "Shares less than 1 unit of shares".

#### [2] Treasury shares etc.

(As of September 30, 2020)

|                  |                 |                 |                 | (As of Se       | ptember 30, 2020) |
|------------------|-----------------|-----------------|-----------------|-----------------|-------------------|
| Name of          | Address of      | Treasury shares | Treasury shares | Total number of | Ratio of number   |
| shareholders     | shareholders    | held by the     | held by other   | shares held     | of shares held to |
|                  |                 | Company's own   | person's name   |                 | total number of   |
|                  |                 | name            | _               |                 | issued shares     |
|                  |                 |                 |                 |                 | (%)               |
| (Treasury shares | 1-4, Kojimachi, | 2,316,700       | -               | 2,316,700       | 0.89              |
| held by the      | Chiyoda-ku,     |                 |                 |                 |                   |
| Company)         | Tokyo           |                 |                 |                 |                   |
| Matsui           | -               |                 |                 |                 |                   |
| Securities Co.,  |                 |                 |                 |                 |                   |
| Ltd.             |                 |                 |                 |                 |                   |
| Total            | -               | 2,316,700       | -               | 2,316,700       | 0.89              |

#### 2) Information about officers

Followings are the changes in officers' titles from June 26, 2020 when the Company filed its annual securities report for the preceding fiscal year ended March 31, 2020 to the end of the cumulative third quarter period excluding those described in the annual securities report.

| New title                                      | Former title                        | Name           | Date of change  |
|--|-------------------------------------|----------------|-----------------|
| Managing Director, General                     | Director, General Manager of        | UZAWA          | June 28, 2020   |
| Manager of Finance Department                  | Finance Department                  | Shinichi       |                 |
| Director, Director in charge of                | Director, Director in charge of     | SHIBATA        | June 28, 2020   |
| Business Development Department                | Business Development Department     | Masashi        |                 |
|  | and Director in charge of Corporate |                |                 |
|  | Administration & Human Resources    |                |                 |
|  | Department                          |                |                 |
| Director, Director in charge of                | Director                            | HAGA           | June 28, 2020   |
| Corporate Administration & Human               |                                     | Manako         |                 |
| Resources Department                           |                                     |                |                 |
| Director, Director in charge of                | General Manager of Marketing        | TANAKA         | June 28, 2020   |
| Customer Support Department and                | Department                          | Takeshi        |                 |
| General Manager of Marketing                   |                                     |                |                 |
| Department                                     |                                     |                |                 |
| Managing Director, Director in                 | Managing Director, General          | UZAWA          | August 1,2020   |
| charge of Corporate Division                   | Manager of Finance Department       | Shinichi       |                 |
| Director, Director in charge of IT             | Director, Director in charge of     | SATO           | August 1,2020   |
| Division, General Manager of DX                | System Department                   | Kunihiko       |                 |
| Department                                     |                                     |                |                 |
| Director, Director in charge of Legal          | Director, General Manager of        | SAIGA          | August 1,2020   |
| and Compliance Division                        | Compliance Department, Director in  | Motoo          |                 |
|  | charge of Internal Audit Office     |                |                 |
| Director, Director in charge of                | Director, Director in charge of     | SHIBATA        | August 1,2020   |
| Business Development Division,                 | Business Development Department     | Masashi        |                 |
| Director in charge of IT Division (IT          |                                     |                |                 |
| Strategy)                                      | Di a Di a i 1 G                     | TI + C +       | 1 2020          |
| Director, Director in charge of                | Director, Director in charge of     | HAGA           | August 1,2020   |
| Human Resources and General                    | Corporate Administration & Human    | Manako         |                 |
| Affairs Division                               | Resources Department                | T 1 3 1 4 17 4 | 4 1 2020        |
| Director, Director in charge of Sales          | Director, Director in charge of     | TANAKA         | August 1,2020   |
| and Marketing Division                         | Customer Support Department and     | Takeshi        |                 |
|  | General Manager of Marketing        |                |                 |
| Dinata Dinata in shane C                       | Department Director                 | MATSUI         | A               |
| Director, Director in charge of                | Director                            |                | August 1,2020   |
| Strategic Planning Division                    | Diverton Diverton in about CIT      | Michitaro      | N1 2020         |
| Director, Director in charge of IT<br>Division | Director, Director in charge of IT  | SATO           | November 1,2020 |
| DIVISION                                       | Division, General Manager of DX     | Kunihiko       |                 |
|  | Department                          |                | 2 1: 1          |

Note 1: On June 28, 2020, members of the Management Committee were changed from directors whose position is Senior Managing Director or above to directors whose position is Managing Director or above. Accordingly, UZAWA Shinichi became a member of the Management Committee in addition to above mentioned change in title.

Note 2: TANAKA Takeshi was elected as a director on June 28, 2020 as planned, which is described in the annual securities report for the preceding fiscal year ended March 31, 2020. After this, his title was changed as described above.

#### 4. Financial information

#### 1) Prefaces

#### (1) About preparation method of quarterly financial statements

Quarterly financial statements of the Company are prepared in accordance with the "Regulations of Quarterly Financial Statements" (Cabinet Office Ordinance No. 63, 2007) and, pursuant to the Article 54 and 73 of the "Regulations of Quarterly Financial Statements", also in accordance with the "Cabinet Office Order Concerning Financial Instruments Business" (Cabinet Office Order No.52, 2007) and the "Uniform Accounting Standards of Securities Business" (set by the board of directors of the Japan Securities Dealers Association, November 14, 1974).

#### (2) About certification by accounting auditors

Quarterly financial statements for the third quarter accounting period (From October 1, 2020 to December 31, 2020) and the cumulative third quarter period of the current fiscal year (From April 1, 2020 to December 31, 2020) were reviewed by PricewaterhouseCoopers Aarata LLC based on the Article 193-2, Paragraph 1 of the Financial Instruments and Exchange Act.

#### (3) About consolidated quarterly financial statements

Consolidated quarterly financial statements of the Company are not prepared because the Company has no subsidiaries.

#### 2) Quarterly Financial Statements etc.

#### (1) Quarterly financial statements

#### [1] Quarterly balance sheet

|   |  | (Millions of Yen)                                   |
|---|--|---|
|   | Preceding fiscal year (March 31, 2020) | Third quarter accounting period (December 31, 2020) |
| Assets  |  |   |
| Current assets  |  |   |
| Cash and deposits   | 52,501                                 | 46,980  |
| Cash segregated as deposits   | 449,312                                | 540,712   |
| Money held in trust   | 2,844                                  | 2,846   |
| Trading products  | 1,877                                  | 2,258   |
| Trading securities and other  | 0                                      | 215   |
| Derivatives   | 1,877                                  | 2,044   |
| Trade date accrual  | 3                                      | -   |
| Margin transaction assets   | 161,594                                | 229,881   |
| Loans on margin transactions  | 154,302                                | 220,517   |
| Cash collateral pledged for securities borrowing on margin transactions | 7,292                                  | 9,364   |
| Loans secured by securities   | 21,188                                 | 29,875  |
| Cash collateral pledged for securities borrowed                         | 21,188                                 | 29,875  |
| Advances paid   | 148                                    | 93  |
| Cash paid for offering  | 354                                    | 346   |
| Short-term guarantee deposits   | 3,378                                  | 3,384   |
| Other   | 4,121                                  | 4,762   |
| Allowance for doubtful accounts   | (49)                                   | (67)  |
| Total current assets  | 697,272                                | 861,071   |
| Non-current assets  |  | ,   |
| Property, plant and equipment   | 1,410                                  | 1,425   |
| Intangible assets   | 4,410                                  | 4,970   |
| Software  | 4,410                                  | 4,970   |
| Other   | 0                                      | 0   |
| Investments and other assets  | 5,222                                  | 5,031   |
| Investment securities   | 3,874                                  | 3,357   |
| Other   | 2,753                                  | 3,024   |
| Allowance for doubtful accounts   | (1,405)                                | (1,350)   |
| Total non-current assets  | 11,042                                 | 11,426  |
| Total assets  | 708,314                                | 872,496   |

|   |  | (Millions of yen)                                   |
|---|--|---|
|   | Preceding fiscal<br>year (March 31,<br>2020) | Third quarter accounting period (December 31, 2020) |
| Liabilities   | 2020)  | 2020)   |
| Current liabilities   |  |   |
| Trading products  | 120  | 151   |
| Derivatives   | 120  | 151   |
| Trade date accrual  | <u>-</u>                                     | 33  |
| Margin transaction liabilities                              | 44,846                                       | 52,502  |
| Borrowings on margin transactions                           | 6,369  | 6,425   |
| Cash received for securities lending on margin transactions | 38,477                                       | 46,077  |
| Borrowings secured by securities                            | 14,782                                       | 22,905  |
| Cash received on debt credit transaction of securities      | 14,782                                       | 22,905  |
| Deposits received   | 270,003                                      | 331,297   |
| Guarantee deposits received                                 | 212,539                                      | 241,753   |
| Accounts for non-received securities and others             | 27   | 211,733   |
| Short-term borrowings                                       | 78,900                                       | 139,900   |
| Income taxes payable  | 1,707  | 2,293   |
| Provision for bonuses                                       | 125  | 135   |
| Other   | 1,580  | 1,725   |
| Total current liabilities                                   | 624,628                                      | 792,694   |
| Non-current liabilities                                     | 02.,020                                      | ,,,,,,  |
| Long-term borrowings  | 150  | 100   |
| Reserve for retirement bonuses for directors                | 204  |   |
| Other   | 202  | 201   |
| Total non-current liabilities                               | 556  | 301   |
| Reserves under special laws                                 |  |   |
| Reserve for financial instruments transaction liabilities   | 2,845  | 2,845   |
| Total reserves under special laws                           | 2,845  | 2,845   |
| Total liabilities   | 628,029                                      | 795,840   |
| Net assets  | ,  | •   |
| Shareholders' equity  |  |   |
| Share capital   | 11,945                                       | 11,945  |
| Capital surplus   | 9,797  | 9,798   |
| Retained earnings   | 57,841                                       | 54,669  |
| Treasury shares   | (1,794)                                      | (1,752)   |
| Total shareholders' equity                                  | 77,789                                       | 74,660  |
| Valuation and translation adjustments                       | ,  | <del>,</del>  |
| Valuation difference on available-for-sale securities       | 2,290  | 1,735   |
| Total valuation and translation adjustments                 | 2,290  | 1,735   |
| Share acquisition rights                                    | 206  | 261   |
| Total net assets  | 80,285                                       | 76,656  |
| Total liabilities and net assets                            | 708,314                                      | 872,496   |
|   |  |   |

#### [2] Quarterly statement of income

#### i. Cumulative third quarter period

| i. Camalative till a quarter period                        |                       | (Millions of yen      |
|--|-----------------------|-----------------------|
|  | Cumulative third      | Cumulative third      |
|  | quarter period of the | quarter period of the |
|  | preceding fiscal year | current fiscal year   |
|  | (From April 1, 2019   | (From April 1, 2020   |
|  | to December 31,       | to December 31,       |
|  | 2019)                 | 2020)                 |
| Operating revenue  |                       |                       |
| Commission received  | 9,374                 | 13,210                |
| Brokerage commission                                       | 8,886                 | 12,665                |
| Commission for underwriting, secondary distribution and    | 9                     | 51                    |
| solicitation for selling and others for professional       |                       |                       |
| investors  |                       |                       |
| Fees for offering, secondary distribution and solicitation | 36                    | 0                     |
| for selling and others for professional investors          |                       |                       |
| Other fees received  | 442                   | 494                   |
| Net trading income   | 832                   | 611                   |
| Financial revenue  | 7,153                 | 7,747                 |
| Other operating revenue                                    | 1                     | 1                     |
| Total operating revenue                                    | 17,360                | 21,570                |
| Financial expenses   | 1,455                 | 1,088                 |
| Net operating revenue                                      | 15,905                | 20,482                |
| Selling, general and administrative expenses               |                       | ,                     |
| Trading related expenses                                   | 3,119                 | 4,102                 |
| Personnel expenses   | 1,974                 | 2,033                 |
| Real estate expenses                                       | 848                   | 755                   |
| Office expenses  | 2,016                 | 2,344                 |
| Depreciation Depreciation                                  | 1,455                 | 1,576                 |
| Taxes and dues   | 217                   | 374                   |
| Provision of allowance for doubtful accounts               | (87)                  | 52                    |
| Other  | 114                   | 144                   |
| Total selling, general and administrative expenses         | 9,656                 | 11,381                |
| Operating profit   | 6,249                 | 9,101                 |
| Non-operating income                                       | 0,249                 | 9,101                 |
| Dividend income  | 121                   | 81                    |
|  |                       |                       |
| Other  | 14                    | 11                    |
| Total non-operating income                                 | 135                   | 92                    |
| Non-operating expenses                                     | 12                    | 21                    |
| Other  | 13                    | 21                    |
| Total non-operating expenses                               | 13                    | 21                    |
| Ordinary profit  | 6,370                 | 9,172                 |
| Extraordinary income                                       |                       | 1.001                 |
| Gain on sales of investment securities                     | -                     | 1,994                 |
| Total extraordinary income                                 |                       | 1,994                 |
| Extraordinary losses                                       |                       |                       |
| Loss on sales and retirement of non-current assets         | 11                    | 4                     |
| Loss on valuation of investment securities                 | 20                    | -                     |
| Total extraordinary losses                                 | 31                    | 4                     |
| Profit before income taxes                                 | 6,339                 | 11,162                |
| Income taxes – current                                     | 1,833                 | 3,400                 |
| Income taxes – deferred                                    | 106                   | 15                    |
|  | 1.020                 | 2 415                 |
| Total income taxes Profit                                  | 1,939                 | 3,415<br>7,747        |

#### [3] Notes

i. Notes – Quarterly statement of cash flows

The Company does not prepare the quarterly statement of cash flows for the cumulative third quarter period of the current fiscal year. Depreciation expenses (including the amortization of intangible assets) for the cumulative third quarter periods are as follows.

|              |  | (Millions of yen)                          |
|--------------|--|--|
|              | Cumulative third quarter period of the | Cumulative third quarter period of the     |
|              | preceding fiscal year (From April 1,   | current fiscal year (From April 1, 2020 to |
|              | 2019 to December 31, 2019)             | December 31, 2020)                         |
| Depreciation | 1,455                                  | 1,576                                      |

#### ii. Notes – Equity

 i) Cumulative third quarter period of the preceding fiscal year (From April 1, 2019 to December 31, 2019)

#### (i) Dividend payment

| Resolution  | Class of<br>shares | Total<br>amount of<br>dividends<br>(millions of<br>yen) | Dividend<br>per share<br>(yen) | Record date        | Effective<br>date | Source of dividends  |
|---|--------------------|---|--------------------------------|--------------------|-------------------|----------------------|
| Ordinary<br>general<br>meeting of<br>shareholders<br>held on June<br>23, 2019 | Common<br>stock    | 16,693  | 65.00                          | March 31,<br>2019  | June 24,<br>2019  | Retained<br>earnings |
| Board of<br>directors'<br>meeting held<br>on October<br>28, 2019              | Common<br>stock    | 5,779   | 22.50                          | September 30, 2019 | November 22, 2019 | Retained earnings    |

Note: Dividend per share of ordinary general meeting of shareholders held on June 23, 2019 includes 39.00 yen of commemorative dividend for the 100<sup>th</sup> anniversary of the Company.

(ii) Dividends whose date of record is in the cumulative third quarter period of the current fiscal year and whose effective date is after the end of the third quarter accounting period of the current fiscal year Not applicable. ii) Cumulative third quarter period of the current fiscal year (From April 1, 2020 to December 31, 2020)

#### (i) Dividend payment

| Resolution  | Class of<br>shares | Total amount<br>of dividends<br>(millions of<br>yen) | Dividend per<br>share (yen) | Record date        | Effective<br>date | Source of dividends  |
|---|--------------------|--|-----------------------------|--------------------|-------------------|----------------------|
| Ordinary<br>general<br>meeting of<br>shareholders<br>held on June<br>28, 2020 | Common<br>stock    | 5,780  | 22.50                       | March 31,<br>2020  | June 29,<br>2020  | Retained<br>earnings |
| Board of<br>directors'<br>meeting held<br>on October<br>27, 2020              | Common stock       | 5,139  | 20.00                       | September 30, 2020 | November 24, 2020 | Retained earnings    |

(ii) Dividends whose date of record is in the cumulative third quarter period of the current fiscal year and whose effective date is after the end of the third quarter accounting period of the current fiscal year Not applicable.

#### iii. Notes - Segment information etc.

#### i) Segment information

Disclosures on segment information are omitted since the Company is a provider of on-line securities trading service comprising a single segment.

#### iv. Notes - Financial instruments

Short-term borrowings is important in Company's business operation and there was a significant change in the book value as of December 31, 2020 compared to the book value as of March 31, 2020. However, disclosure on financial instruments is omitted, as the difference between the book value and the market value of short-term borrowings at the end of the first quarter accounting period of the current fiscal year and the difference between them at the end of preceding fiscal year are immaterial.

# v. Notes – Securities Not applicable.

#### vi. Notes - Derivatives

Not applicable.

#### vii. Notes - Per share information

Basic earnings per share and diluted earnings per share with their respective bases of calculation are as follows.

| Item   | Cumulative third quarter period of<br>the preceding fiscal year (From<br>April 1, 2019 to December 31,<br>2019) | Cumulative third quarter period of the current fiscal year (From April 1, 2020 to December 31, 2020) |
|--|---|--|
| (1)Basic earnings per share (yen)  | 17.13   | 30.15  |
| (Calculation basis)  |   |  |
| Net profit (millions of yen)   | 4,400   | 7,747  |
| Net profit not attributed to common stock(millions of yen)   | -   | -  |
| Net profit attributed to common stock (millions of yen)  | 4,400   | 7,747  |
| Average number of common stock outstanding (number of shares)  | 256,842,945   | 256,922,800  |
| (2)Diluted earnings per share (yen)  | 17.11   | 30.11  |
| (Calculation basis)  |   |  |
| Adjustment to the net profit (millions of yen)   | -   | -  |
| Increase in common stock (number of shares)  | 311,089   | 371,504  |
| Overview of significant changes from the end of the preceding fiscal year in the share acquisition rights or others without dilution effects which are not considered in the calculation of diluted earnings per share | -   | -  |

#### 3) Notes - Other

At the meeting held on October 27, 2020, the board of directors of the Company resolved to distribute interim dividends for shareholders recorded on September 30, 2020. The details are as follows.

| Amount of dividend payment | 5,139 million yen |
|----------------------------|-------------------|
| Dividend paid per share    | 20.00 yen         |
| Effective date             | November 24, 2020 |

# Part 2. Information about Company which Provides Guarantee to Reporting Company

Not applicable.