# Annual Securities Report Including Financial Statements Under Japanese GAAP For the Year Ended March 31, 2014



1-4, Kojimachi, Chiyoda-ku, Tokyo, Japan

## 1 Information on the Company

## Part 1 Outlook for the Company's Status

## 1 Major Business Indices

## (1) Consolidated Business Indices

|  |                   | Year Ended<br>March 31,<br>2010 | Year Ended<br>March 31,<br>2011 | Year Ended<br>March 31,<br>2012 | Year Ended<br>March 31,<br>2013 | Year Ended<br>March 31,<br>2014 |
|--|-------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Operating revenues                         | (Millions of Yen) | 24,346                          | 22,091                          | 17,703                          | _                               | _                               |
| Net operating revenues                     | (Millions of Yen) | 23,276                          | 21,320                          | 16,728                          | 1                               | _                               |
| Ordinary income                            | (Millions of Yen) | 11,545                          | 8,479                           | 7,426                           |                                 | _                               |
| Net income                                 | (Millions of Yen) | 7,661                           | 5,410                           | 4,263                           | 1                               | _                               |
| Comprehensive income                       | (Millions of Yen) | _                               | 5,398                           | 4,260                           | _                               | _                               |
| Net assets                                 | (Millions of Yen) | 74,203                          | 75,752                          | 76,161                          | _                               | _                               |
| Total assets                               | (Millions of Yen) | 466,089                         | 431,729                         | 421,063                         | _                               | _                               |
| Net assets per share                       | (Yen)             | 289.03                          | 295.06                          | 296.66                          | _                               | _                               |
| Earnings per share                         | (Yen)             | 29.84                           | 21.07                           | 16.60                           | _                               | _                               |
| Fully diluted earnings per share           | (Yen)             | 26.97                           | 19.86                           | _                               | _                               | _                               |
| Equity ratio                               | (%)               | 15.9                            | 17.5                            | 18.1                            | _                               | _                               |
| Return on equity                           | (%)               | 10.7                            | 7.2                             | 5.6                             | _                               | _                               |
| Price earnings ratio                       | (Times)           | 22.39                           | 21.45                           | 32.11                           | _                               | _                               |
| Cash flows from operating Activities       | (Millions of Yen) | (44,912)                        | 8,639                           | 10,388                          | 1                               |                                 |
| Cash flows from investing Activities       | (Millions of Yen) | (3,272)                         | (1,272)                         | (1,439)                         | 1                               |                                 |
| Cash flows from financing Activities       | (Millions of Yen) | (3,265)                         | (5,310)                         | (9,310)                         | _                               | _                               |
| Cash and cash equivalents at end of period | (Millions of Yen) | 23,391                          | 25,448                          | 25,087                          | _                               | _                               |
| Number of employees                        |                   | 108                             | 117                             | 119                             | _                               | _                               |
| [Average temporary staff]                  |                   | [178]                           | [169]                           | [155]                           | 1                               | _                               |

#### Note:

- 1. The Company does not report fully diluted earnings per share for the year ended March 31, 2012, as there are no residual securities.
- 2. The consolidated financial statements of the company are not prepared since the year ending March 31, 2013 due to the merger of its sole subsidiary on April 1, 2012.

## (2) Non-Consolidated Business Indices

| .,   |                                | Year Ended<br>March 31,<br>2010 | Year Ended<br>March 31,<br>2011 | Year Ended<br>March 31,<br>2012 | Year Ended<br>March 31,<br>2013 | Year Ended<br>March 31,<br>2014 |
|--|--------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Operating revenues [Commissions]                         | (Millions of Yen)              | 24,346<br>[17,282]              | 22,091<br>[15,037]              | 17,703<br>[11,547]              | 20,799<br>[14,165]              | 39,883<br>[27,349]              |
| Net operating revenues                                   | (Millions of Yen)              | 23,276                          | 21,320                          | 16,728                          | 19,915                          | 38,738                          |
| Ordinary income  | (Millions of Yen)              | 11,532                          | 8,467                           | 7,417                           | 10,245                          | 27,175                          |
| Net income   | (Millions of Yen)              | 7,653                           | 5,403                           | 4,257                           | 6,427                           | 16,300                          |
| investment gain on equity method                         | (Millions of Yen)              | _                               | _                               | _                               | _                               | _                               |
| Capital stock  | (Millions of Yen)              | 11,944                          | 11,945                          | 11,945                          | 11,945                          | 11,945                          |
| Total shares outstanding                                 | (share)                        | 269,260,202                     | 269,264,702                     | 269,264,702                     | 269,264,702                     | 269,264,702                     |
| Net assets   | (Millions of Yen)              | 74,118                          | 75,660                          | 76,063                          | 80,841                          | 85,365                          |
| Total assets   | (Millions of Yen)              | 465,999                         | 431,632                         | 420,961                         | 610,804                         | 688,353                         |
| Net assets per share                                     | (Yen)                          | 288.70                          | 294.70                          | 296.27                          | 314.89                          | 332.51                          |
| Annual dividends per share [Interim dividends per share] | (Yen)                          | 15.00<br>[—]                    | 15.00<br>[—]                    | 15.00<br>[—]                    | 20.00<br>[—]                    | 50.00<br>[30.00]                |
| Earnings per share                                       | (Yen)                          | 29.81                           | 21.05                           | 16.58                           | 25.03                           | 63.49                           |
| Fully diluted earnings per share                         | (Yen)                          | 26.94                           | 19.83                           | _                               | _                               | _                               |
| Equity ratio   | (%)                            | 15.9                            | 17.5                            | 18.1                            | 13.2                            | 12.4                            |
| Return on equity   | (%)                            | 10.7                            | 7.2                             | 5.6                             | 8.2                             | 19.6                            |
| Price earnings ratio                                     | (Times)                        | 22.41                           | 21.47                           | 32.15                           | 39.55                           | 16.51                           |
| Dividend payout ratio                                    | (%)                            | 50.3                            | 71.3                            | 90.5                            | 79.9                            | 78.8                            |
| Cash flows from operating Activities                     | (Millions of Yen)              | _                               | _                               | 10,379                          | (74,775)                        | (18,060)                        |
| Cash flows from investing<br>Activities                  | (Millions of Yen)              | _                               | _                               | (1,432)                         | (791)                           | (1,142)                         |
| Cash flows from financing<br>Activities                  | (Millions of Yen)              | _                               | _                               | (9,310)                         | 77,102                          | 25,910                          |
| Cash and cash equivalents a end of period                | <sup>t</sup> (Millions of Yen) | _                               | _                               | 24,812                          | 26,624                          | 33,333                          |
| Number of employees<br>[Average temporary staff]         |                                | 108<br>[174]                    | 117<br>[165]                    | 119<br>[151]                    | 121<br>[155]                    | 124<br>[151]                    |

#### Note:

- 1. The Company does not report fully diluted earnings per share for the year ended March 31, 2014, as there are no residual securities.
- 2. The term-end dividends (20 yen per share) which are included in the annual dividends for the fiscal year ended March 31, 2014 (50 yen per share) are pending until the payment is approved by the shareholder's meeting to be held on June 22, 2014.

## 2 Affiliated Companies

No relevant items.

## 3 **Employees**

## (1) Non-Consolidated Company

The Company employs 124 employees (This number includes six employees on leave) and 151 temporary employees. The average age is 37.6, the average length of service of employees is 11.1 years and the average of their annual compensation is 8,462 thousand yen.

## (2) Employees' Union

The Company has been maintaining a good relationship with the Matsui Securities Co., Ltd. Employees' Union. The total number of Union members is 96.

## Part 2 Outlook for the Company's Business

## 1. Risk of the Company's Business

The material business risks that the Company recognizes as of March 31, 2014 are as follows:

- 1. Fluctuation of operating results: The operating result of the Company may fluctuate reflecting the nature of the Company's business.
- Severe competition in securities brokerage business: The Company faces severe competition with various types of present and potential competitors.
- Concentration of securities brokerage business: The Company concentrates its resources on
  its securities brokerage business, which may risk the Company's operating results when
  circumstances become unfavorable.
- 4. Risk related to margin trading
  - 1) Dependence on margin trading: Revenue of the Company considerably relies on margin trading.
  - 2) Effect on the Capital Adequacy Ratio: The growth of the balance of margin trading lowers the Company's capital adequacy ratio.
  - Credit risk: The Company takes credit risks of its customers by providing margin trading service.
  - 4) Liquidity risk: The Company requires operating cash to provide margin trading service to its customers. The Company might face liquidity problems in fund procurement when the market situation becomes unfavorable.
- Reliability of system: The stability of the online brokerage system is crucial to the Company's business.
- 6. Market risk in underwriting business: The Company faces market risk in its underwriting business.
- Protection of personal data: Personal Information Protection Law strictly requires the Company to protect personal data of customers and others.
- 8. Dependence on business partners: The operation of The Company's business significantly relies on outside business partners, mostly in the operation of its online trading system and the provision of trade information to its customers.

- Dependence on specific executives: As the organization of the Company is relatively small, an
  unexpected absence or accident of specific executives, especially Mr. Michio Matsui, CEO,
  may destabilize or damage the management of the business.
- 10. Risk related to foreign exchange margin trading: The Company trades foreign exchange transactions with Central Tanshi FX Co., Ltd. to cover positions held through foreign exchange margin trades with its customers. As a result, the Company takes credit risk from Central Tanshi FX Co., Ltd.
- 11. Future regulations: New regulations may be introduced which negatively impact the Company's business.
- 12. Compliance: Violation of laws or regulations by the Company or its employees may cause legal punishment or deterioration of its reputation.
- 13. Disasters and others: If disasters occur such as; fire, long term power failure, pandemic disease, international dispute, or terrorist attack occurs, the Company may face difficulty in continuing to provide services.
- 14. Others: There are no significant law suits in dispute that may have a material effect on the financial results as of March 31, 2014.

## 2. Important Contracts for the Company's Business

| Contract term                 | Title                                  | Counterparty   | Content   |
|-------------------------------|--|----------------|---|
| From June 2009<br>to May 2014 | Contract on the Information Processing | SCSK Co., Ltd. | Information processing services on brokerage services |

Note:

The Company has renewed the contract shown in the table above in the fiscal year ends in March 31, 2015, with the new contract term expiring in May 2015.

## 3. Research and Development

No relevant Items.

## Part 3 Equipment

## 1 Investment in Equipment

The Company has invested 1,164 million yen during the year ended March 31, 2014 mainly to acquire software to enhance capability of the system and introduce new services.

## 2 Major Equipment

## (1) The Company

| Offices Location    |                                  | Catagony                     |           | Number of |          |       |             |
|---------------------|----------------------------------|------------------------------|-----------|-----------|----------|-------|-------------|
|                     |                                  | Category                     | Buildings | Equipment | Software | Total | employees   |
| Headquarters        | Chiyoda-ku,<br>Tokyo             | Online trading systems, etc. | 48        | 327       | 2,725    | 3,100 | 118<br>(21) |
| Sapporo Call Center | Chuo-ku,<br>Sapporo,<br>Hokkaido | Call center equipment        | 4         | 3         | 0        | 8     | 6<br>(130)  |

#### Note:

- 1. The headquarters are rented from Sumitomo Realty & Development Co., Ltd., the Sapporo Call Center is rented from Nippon Life Insurance Company.
- 2. The number in parentheses under the number of employees shows the average number of temporary employees.

## 3 Plans to Purchase or Dispose Equipment

The Company plans to invest 1,500 million yen mainly in online securities trading systems using its own capital from April 2014 through March 2015. The Company has no plans to dispose of any major equipment.

## Part 4 Corporate Profiles

## 1 Number of Shares

## (1) Total Number of Shares

| Total Shares Authorized |                      |  |  |  |  |
|-------------------------|----------------------|--|--|--|--|
| Common Stock            | 1,050,000,000 shares |  |  |  |  |
| Total                   | 1,050,000,000 shares |  |  |  |  |

|                 | Number of Shar   | res Outstanding   | Stock Evolungo(a)                          |                              |  |
|-----------------|--|---|--|------------------------------|--|
|                 | As of March 31, 2014<br>(End of the fiscal year ended<br>March 31, 2014) | As of June 16, 2014<br>(Date of the filing of this<br>Report) | Stock Exchange(s) Listed at                | Details                      |  |
| Common<br>Stock | 269,264,702 shares   | 269,264,702 shares  | Tokyo Stock<br>Exchange<br>(First Section) | 1 unit consists of 100shares |  |
| Total           | 269,264,702 shares   | 269,264,702 shares  | _  | _                            |  |

## (2) New-Share Purchase Rights

No relevant items.

## (3) Exercise of Moving Strike Convertible Bonds

No relevant items.

## (4) Rights Plan

No relevant items.

## (5) Total Number of Shares Outstanding and Capital Stock

|   | Shares Outstanding (share) |                    |        | Capital Stock<br>(Millions of Yen) |        | aid-in Capital<br>s of Yen) | Note  |  |
|---|----------------------------|--------------------|--------|------------------------------------|--------|-----------------------------|---|--|
|   | Change                     | Outstanding amount | Change | Outstanding amount                 | Change | Outstanding amount          | Note  |  |
| From April 1, 2010<br>To March 31, 2011 | 4,500                      | 269,264,702        | 1      | 11,945                             | 1      | 9,793                       | Exercise of<br>New-share purchase<br>rights |  |

#### Note:

- 1. There were no changes in the total number of shares outstanding or capital stock from April 1, 2009 to March 31, 2010.
- 2. There were no changes in the total number of shares outstanding or capital stock from April 1, 2011 to March 31, 2014.

## (6) Distribution of Shares

(As of March 31, 2014)

|  | Distribution of shares (1 unit = 100 shares) |                        |                      |                    |  |                                 |                           |           |                   |
|--|--|------------------------|----------------------|--------------------|--|---------------------------------|---------------------------|-----------|-------------------|
|  | National and                                 |                        |                      |                    | and o  | Foreign institutions and others |                           |           | Odd-lot<br>Shares |
|  | municipal<br>governments                     | Financial institutions | Securities companies | Other institutions | Share-<br>holders<br>other than<br>individuals | Individuals                     | Individuals<br>and others | Total     | (Shares)          |
| Number of shareholders                         | _  | 33                     | 54                   | 165                | 207  | 33                              | 36,829                    | 37,321    | _                 |
| Number of<br>shares in<br>possession<br>(unit) | -  | 309,968                | 90,122               | 618,455            | 320,646  | 360                             | 1,352,955                 | 2,692,506 | 14,102            |
| Percentage of shares in possession (%)         | _  | 11.51                  | 3.35                 | 22.97              | 11.91  | 0.01                            | 50.25                     | 100.00    |                   |

#### Note:

- 1. 125,330 units out of 12,533,093 treasury stock are included in the "Individuals and others" and 93 shares out of 12,533,093 treasury stock are included in "odd-lot shares".
- 2. 4 units under the title of Japan Securities Depositary Center Inc. are included in "other institutions".

## (7) Principal Shareholders

(As of March 31, 2014)

| Name  | Address   | Shares in possession (Thousands of shares) | Percentage of shares in possession to the total shares outstanding (%) |
|---|---|--|--|
| Chizuko Matsui  | Bunkyo-ku, Tokyo, Japan   | 57,142                                     | 21.22  |
| Maruroku Ltd.   | 2-4-2, Nishikata, Bunkyo-ku, Tokyo,<br>Japan  | 33,866                                     | 12.58  |
| Shokosha Ltd.   | 2-4-2, Nishikata, Bunkyo-ku, Tokyo,<br>Japan  | 27,522                                     | 10.22  |
| The Master Trust Bank of Japan, Ltd. (Trust account)      | 2-11-3, Hamamatsucho, Minato-ku, Tokyo, Japan   | 11,744                                     | 4.36   |
| TAIYO FUND, L,P,<br>(Standing proxy: Citibank Japan Ltd.) | 40 RAGSDALE DRIVE,SUITE 200<br>MONTEREY, CA 93940 US<br>(2-3-14, Higashi-shinagawa,<br>Shinagawa-ku, Tokyo, Japan,) | 10,367                                     | 3.85   |
| Michio Matsui   | Bunkyo-ku, Tokyo, Japan   | 8,001                                      | 2.97   |
| Michitaro Matsui  | Bunkyo-ku, Tokyo, Japan   | 7,762                                      | 2.88   |
| Chiaki Matsui   | Bunkyo-ku, Tokyo, Japan   | 7,762                                      | 2.88   |
| Yuma Matsui   | Bunkyo-ku, Tokyo, Japan   | 7,762                                      | 2.88   |
| Japan Trustee Services Bank, Ltd. (Trust account)         | 1-8-11, Harumi, Chuo-ku, Tokyo,<br>Japan  | 7,455                                      | 2.77   |
| Total   | _   | 179,382                                    | 66.62  |

#### Note:

- 1. 12,533 thousands of treasury stock (4.65% of total shares outstanding) is not included in the table.
- 2. Because the Company was not able to verify the number of shares held by Japan Trustee Services Bank, Ltd. (Trust account) and The Master Trust Bank of Japan, Ltd. (Trust account) for their trustee businesses, the Company does not show these numbers.

## (8) Voting Rights

(i) Outstanding shares

(As of March 31, 2014)

|   | Number of shares                              | Number of voting rights |
|---|---|-------------------------|
| Shares without voting rights                                  | _   | _                       |
| Shares with limited voting rights (Treasury stock)            | -   | _                       |
| Shares with limited voting rights (Other than treasury stock) | _   | _                       |
| Shares with full voting rights (Treasury stock)               | ( Treasury stock )<br>Common stock 12,533,000 | _                       |
| Shares with full voting rights (Other than treasury stock)    | Common stock 256,717,600                      | 2,564,492               |
| Odd lot shares (1 lot = 100 shares)                           | Common stock 14,102                           | -                       |
| Total number of shares outstanding                            | 269,264,702                                   |                         |
| Total number of voting rights                                 | _   | 2,564,492               |

#### Note:

- 1. 400 shares under the title of Japan Securities Depositary Center Inc. and 268,400 shares of securities bought by customers using money loaned from the Company's own fund are included in "Shares with full voting rights (Other than treasury stock)." 4 voting rights under the title of Japan Securities Depositary Center Inc. are included in "Shares with full voting rights (Other than treasury stock)." 2,684 voting rights of securities bought by customers using money loaned from the Company's own fund are not included in "Shares with full voting rights (Other than treasury stock)".
- 2. 93 treasury shares are included in odd-lot shares.

## (ii) Treasury Stock

(As of March 31, 2014)

| Name of shareholders  | Address                                     | Treasury stock<br>held by the<br>Company's own<br>name | held by other | Total Number of<br>shares held | Percentage of<br>shares to the<br>total number of<br>outstanding<br>shares<br>(%) |
|---|---|--|---------------|--------------------------------|---|
| (Treasury stock held by the Company ) Matsui Securities Co., Ltd. | 1-4, Kojimachi, Chiyoda-ku,<br>Tokyo, Japan | 12,533,000   | I             | 12,533,000                     | 4.65  |
| Total   | _   | 12,533,000   | _             | 12,533,000                     | 4.65  |

## (9) Details of Stock Options

No relevant items.

## 2 Acquisition of treasury stock

## (1) Acquisition based on the resolution of shareholders' meeting

No relevant items.

## (2) Acquisition based on the resolution of board of directors

No relevant items.

# (3) Acquisition not based on the resolution of shareholders' meeting nor board of directors

| Item   | Number of shares | Total value<br>(Millions of Yen) |
|--|------------------|----------------------------------|
| Acquisition of treasury stock during the year ended March 31, 2014 | 146              | 0                                |
| Acquisition of treasury stock from April 1, 2014 to June 16, 2014  | _                | _                                |

Note: Acquisition of treasury stock from April 1, 2014 to June 16, 2014 does not include the purchase of odd-lot shares from June 1, 2014 to June 16, 2014.

## (4) Retirement and holdings of treasury stocks

|   | Year ended M     | larch 31, 2014                              | From April 1, 2014 to June 16, 2014 |   |  |
|---|------------------|---|-------------------------------------|---|--|
| Item  | Number of shares | Total value of retirement (Millions of Yen) | Number of shares                    | Total value of retirement (Millions of Yen) |  |
| Treasury stock subscribed   | _                | _   | _                                   |   |  |
| Treasury stock retired  | _                | _   | _                                   | _   |  |
| Treasury stock transferred by merger, stock exchanges or corporate separation | _                | _   | _                                   | _   |  |
| Others ( – )  | _                | _   | _                                   |   |  |
| Number of treasury stock  | 12,533,093       | _   | 12,533,093                          | _   |  |

Note: The number of treasury stock from April 1, 2014 to June 16, 2014 does not include the purchase of odd-lot shares from June 1, 2014 to June 16, 2014.

## 3 Dividend Policy

The dividend policy of the Company is to distribute 30% or above of non-consolidated net income to its shareholders, considering various factors, such as the level of equity to provide margin-trading services to its customers and the circumstances to make strategic investments.

The Company distributes the term-end dividend based on the resolution of the shareholder's meeting, and the interim dividend based on the resolution of the Board of Directors' meeting. Also, Interim dividend based on September 30 every year, depending on the resolution of the Board of Directors meeting, is permitted by the company's articles of incorporation.

Annual dividends per share for the fiscal year ended March 31, 2014, will be 50 yen per share including 30 yen interim dividends and 20 yen term-end dividends. The Company considers the equity level sufficiently high to support customers' margin trading even in the case of sudden and rapid expansion of the trading volume, which enables the Company to offer the proposed amount of dividends.

Retained earnings are to be used to invest in online securities trading systems and to increase working capital for margin-trading services to its customers.

Distribution of retained earnings for the fiscal year ended March 31, 2014 is as follows:

| Date of resolution   | Amount of dividend payment | Dividends per share |
|--|----------------------------|---------------------|
| Board of directors' meeting held on October 24, 2013                       | 7,702 million yen          | 30 yen              |
| Ordinary General Meeting of<br>Shareholders to be held on<br>June 22, 2014 | 5,135 million yen          | 20 yen              |

## 4 Price of Shares

| Yearly highest and lowest prices for the last five fiscal years |               | Year Ended<br>March 31,<br>2010 | Year Ended<br>March 31,<br>2011 | Year Ended<br>March 31,<br>2012 | Year Ended<br>March 31,<br>2013 | Year Ended<br>March 31,<br>2014 |
|---|---------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
|   | Highest (Yen) | 931                             | 748                             | 565                             | 1,085                           | 1,355                           |
|   | Lowest (Yen)  | 558                             | 405                             | 311                             | 372                             | 793                             |

Note: The highest and lowest prices are quoted on the 1<sup>st</sup> section of the Tokyo Stock Exchange.

| Monthly highest and lowest prices for the second half of fiscal year Ended March 31, 2014 |               | October<br>2013 | November 2013 | December<br>2013 | January<br>2014 | February<br>2014 | March<br>2014 |
|---|---------------|-----------------|---------------|------------------|-----------------|------------------|---------------|
|   | Highest (Yen) | 1,113           | 1,188         | 1,355            | 1,339           | 1,167            | 1,138         |
|   | Lowest (Yen)  | 978             | 1,016         | 1,112            | 1.166           | 1.063            | 999           |

Note: The highest and lowest prices are quoted on the 1<sup>st</sup> section of the Tokyo Stock Exchange.

## 5 Executives

(As of June 16, 2014)

|                  |   | (As of June 16, 2014)                                |
|------------------|---|--|
|                  | Title   | Number of shares in possession (Thousands of shares) |
| Michio Matsui    | President and Chief Executive Officer   | 8,001  |
| Hirohito Imada   | Managing Director (General Manager of Corporate Administration and Human Resources Dept., Managing Director of Finance Dept.) | 9  |
| Takashi Moribe   | Managing Director (Director in charge of Compliance Dept. and Managing Director of System Dept.)                              | 37   |
| Akira Warita     | Managing Director (Director in charge of Marketing Dept., Business Development Dept. and Customer Support Dept.)              | 10   |
| Kunihiko Sato    | Director (Director in charge of System Dept.)   | 26   |
| Shinichi Uzawa   | Director<br>(General Manager of Finance Dept.)  | 29   |
| Akihiro Ichimura | Director  | 0  |
| Hiroyuki Yajima  | Standing Corporate Auditor  | 11   |
| Norio Igarashi   | Corporate Auditor   | _  |
| Yasuo Mochizuki  | Corporate Auditor   | _  |
| Total            | _   | 8,123  |

The Company appointed Mr. Yoshio Yoshida, a lawyer, as a substitute auditor in preparation for the vacancy of the incumbent auditors.

The re-appointment of the above-mentioned directors excluding Mr. Akihiro Ichimura, the re-appointment of Mr. Hiroyuki Yajima, the standing corporate auditor, and the appointment of 2 outside directors shown below are the agenda of the shareholders' meeting to be held on June 22, 2014. Mr. Ichimura's term as director will end at the close of this meeting.

|             | Title            | Number of shares in possession (Thousands of shares) |
|-------------|------------------|--|
| Motoo Igawa | Outside director | 4  |
| Junji Annen | Outside director | _  |
| Total       | ł                | 4  |

## Part 5 Financial Status

## 1 Presentation of Financial Statements

#### (1) Non-Consolidated Financial Statements

Pursuant to the "Regulations of Financial Statements" (Ministry of Finance Ordinance No. 59, 1963) and its Article 2, the non-consolidated financial statements of the Company are prepared in accordance with the "Cabinet Office Ordinance Concerning Financial Instruments Business" (Cabinet Office Ordinance 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) along with the "Regulations of Financial Statements".

#### (2) Presentation of Amounts

The amounts presented in the consolidated and non-consolidated financial statements are rounded to the nearest million yen.

## 2 Audit Report

The non-consolidated financial statements for the fiscal year ended March 31, 2014 were audited by PricewaterhouseCoopers Aarata based on the Article 193-2-1 of Financial Instruments and Exchange Law.

## 3 Consolidated Financial Statements

The consolidated financial statements of the company are not prepared because there is not a subsidiary.

#### 4 Specific Measures to Enhance the Reliability of Financial Reporting

The Company has undertaken specific measures to enhance the reliability of its Financial Reporting. The Company has joined the Financial Accounting Standards Foundation. Additionally, its officers participate in lectures and trainings provided by audit firms and/or other organizations in order to keep the knowledge and capability of the financial accounting team at sufficient levels to meet the requirements of rules and regulations.

#### **Notice to readers:**

The accompanying non-consolidated financial statements have been prepared in accordance with the provision set forth in the Corporation Law of Japan and the Financial Instruments and Exchange Law, and 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 non-consolidated 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.

## 1. Non-Consolidated financial statements

## (1) Non-Consolidated balance sheets

(Millions of Yen)

|  |                | (Millions o    |
|--|----------------|----------------|
|  | March 31, 2013 | March 31, 2014 |
| Assets   |                |                |
| Current Assets   |                |                |
| Cash and bank deposits   | 8,857          | 12,166         |
| Cash segregated as deposits  | 300,116        | 341,812        |
| Cash in trust  | 19,067         | 21,867         |
| Trading assets:  | 1,402          | 1,307          |
| Trading securities and others  | 0              | 0              |
| Derivatives  | 1,402          | 1,307          |
| Net receivables arising from<br>pre-settlement date trades                             | _              | 139            |
| Margin account assets:   | 252,751        | 282,225        |
| Loans receivable from customers  | 248,476        | 279,353        |
| Cash deposited as collateral for securities borrowed from securities finance companies | 4,275          | 2,872          |
| Receivables on collateralized securities transactions:                                 | 12,225         | 9,636          |
| Cash deposits collateral for securities borrowed                                       | 12,225         | 9,636          |
| Receivables  | 20             | 86             |
| Receivables from customers   | 20             | 86             |
| Receivables from others  | 0              | 0              |
| Short-term guarantee deposits  | 3,749          | 4,122          |
| Advances paid  | 2              | 1              |
| Prepaid expenses   | 208            | 209            |
| Accounts receivable  | _              | 4              |
| Accrued income   | 3,762          | 4,142          |
| Deferred income taxes  | 267            | 733            |
| Others   | 41             | 307            |
| Allowance for doubtful accounts  | (20)           |                |
|  | , ,            | (14)           |
| Total current assets Fixed assets  | 602,447        | 678,743        |
| Tangible fixed assets  | 927            | 998            |
| Buildings  | 253            | 232            |
| Equipment and instruments  | 240            | 331            |
| Land   | 434            | 434            |
| Intangible assets  | 3,271          | 2,726          |
| Software   | 3,266          | 2,726          |
| Others   | 5              | 1              |
| Investments and others   | 4,158          | 5,886          |
| Investment securities  | 3,562          | 5,201          |
| Investment in partnership  | 8              | 8              |
| Long-term loans receivable   | 425            | 438            |
| Long-term guarantee deposits   | 256            | 257            |
| Long-term prepaid expenses   | 3              | 6              |
| Long-term receivables  | 1,767          | 1,251          |
| Others   | 97             | 97             |
| Allowance for doubtful accounts  | (1,959)        | (1,372)        |
| Total fixed assets   | 8,357          | 9,610          |
| Total assets   | 610,804        | 688,353        |

|  | March 31, 2013 | March 31, 2014  |
|--|----------------|-----------------|
| abilities  |                |                 |
| Current liabilities  |                |                 |
| Trading liabilities:                                       | 611            | 699             |
| Trading securities and others                              | 0              | C               |
| Derivatives  | 611            | 699             |
| Net receivables arising from<br>pre-settlement date trades | 71             | _               |
| Margin account liabilities:                                | 47,790         | 32,025          |
| Loans from securities finance companies                    | 3,360          | 2,798           |
| Proceeds of securities sold on customers' account          | 44,431         | 29,228          |
| Payables on collateralized securities transactions:        | 36,598         | 25,498          |
| Cash deposits as collateral for<br>securities loaned       | 36,598         | 25,498          |
| Deposits received  | 151,654        | 178,071         |
| Deposits received from customers                           | 146,087        | 173,874         |
| Others   | 5,567          | 4,19            |
| Guarantee money received                                   | 149,923        | 176,61          |
| Suspense account for undelivered securities                | 7              | 1               |
| Short-term borrowings                                      | 137,525        | 176,100         |
| Advances received  | 0              | (               |
| Deferred revenue   | 33             | 16              |
| Accounts payable   | 308            | 78              |
| Accrued expenses   | 821            | 892             |
| Accrued income taxes                                       | 2,976          | 9,03            |
| Accrued bonuses  | 112            | 309             |
| Total current liabilities                                  | 528,430        | 600,058         |
| Long-term liabilities                                      | ``             | ·               |
| Long-term borrowings                                       | _              | 150             |
| Deferred tax liability                                     | 226            | 65 <sup>-</sup> |
| Reserve for retirement bonuses for directors and auditors  | 204            | 204             |
| Others   | 3              | ;               |
| Total long-term liabilities                                | 433            | 1,009           |
| Statutory reserves   |                |                 |
| Reserve for financial products transaction liabilities     | 1,100          | 1,922           |
| Total statutory reserves                                   | 1,100          | 1,922           |
| Total liabilities  | 529,963        | 602,988         |

|   | March 31, 2013 | March 31, 2014 |
|---|----------------|----------------|
| Net assets  |                |                |
| Shareholders' equity  |                |                |
| Common stock  | 11,945         | 11,945         |
| Capital surplus   |                |                |
| Additional paid-in capital  | 9,793          | 9,793          |
| Total Capital surplus   | 9,793          | 9,793          |
| Earned surplus  |                |                |
| Earned surplus reserves   | 159            | 159            |
| Other earned surplus  |                |                |
| Special purpose reserves  | 4,250          | 4,250          |
| Earned surplus carried forward                                    | 61,970         | 65,433         |
| Total earned surplus  | 66,378         | 69,841         |
| Treasury stock  | (9,475)        | (9,475)        |
| Total shareholders' equity  | 78,641         | 82,104         |
| Valuation and translation adjustments                             |                |                |
| Net unrealized gain (loss) on investment securities, net of taxes | 2,200          | 3,260          |
| Total valuation and translation adjustments                       | 2,200          | 3,260          |
| Total net assets  | 80,841         | 85,365         |
| Total liabilities and net assets                                  | 610,804        | 688,353        |

## (2) Non-Consolidated Statements of Income

|  | Year ended March 31,<br>2013 | Year ended March 31,<br>2014 |
|--|------------------------------|------------------------------|
| Operating revenues   |                              |                              |
| Commissions  | 14,165                       | 27,349                       |
| Brokerage commissions  | 13,072                       | 26,180                       |
| Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors | 6                            | 5                            |
| Fee for offering, secondary distribution and solicitation for  | 0                            | 0                            |
| selling and others for professional investors  | -                            | •                            |
| Others   | 1,088                        | 1,164                        |
| Net gain (loss) on trading   | (26)                         | 11                           |
| Interest and dividend income   | 6,654                        | 12,519                       |
| Other operating revenues   | 5                            | 5                            |
| Total operating revenues   | 20,799                       | 39,883                       |
| Interest expenses  | 884                          | 1,145                        |
| Net operating revenues   | 19,915                       | 38,738                       |
| Selling, general and administrative expenses   |                              |                              |
| Transaction related expenses   | 3,356                        | 4,957                        |
| Employees' compensation and benefits   | 1,832                        | 2,075                        |
| Occupancy and rental   | 925                          | 905                          |
| Data processing and office supplies  | 1,625                        | 1,745                        |
| Depreciation   | 1,788                        | 1,635                        |
| Duties and taxes other than income taxes   | 116                          | 226                          |
| Provision of allowance for doubtful accounts   | (36)                         | (68)                         |
| Others   | 114                          | 173                          |
| Total selling, general and administrative expenses   | 9,719                        | 11,648                       |
| Operating income   | 10,195                       | 27,090                       |
| Non-operating income   |                              | ,                            |
| Dividend income  | 26                           | 68                           |
| Others   | 24                           | 19                           |
| Total non-operating income   | 50                           | 87                           |
| Non-operating expenses   |                              |                              |
| Others   | 0                            | 3                            |
| Total non-operating expenses   | 0                            | 3                            |
| Ordinary income  | 10,245                       | 27,175                       |
| Special profits  | 10,210                       | 27,170                       |
| Gain on sales of investment securities   | 20                           | 0                            |
| Gain on extinguishment of tie-in shares  | 98                           | _                            |
| Total special profits  | 118                          | 0                            |
| Special losses   | 110                          |                              |
| Loss on sales and disposals of property and equipment  | 5                            | 5                            |
| Provision for statutory reserves   | 33                           | 822                          |
| Loss on sales of investment securities   | 43                           | 022                          |
|  | 81                           |                              |
| Total special losses   |                              |                              |
| Income before income taxes   | 10,282                       | 26,348                       |
| Income taxes - current   | 3,753                        | 10,676                       |
| Income taxes - deferred  | 102                          | (628)                        |
| Income taxes   | 3,855                        | 10,048                       |
| Net income   | 6,427                        | 16,300                       |

## (3) Non-Consolidated Statements of Changes in Net Assets

(Year ended March 31, 2013)

|   |        | Shareholders' equity        |            |                          |                                |                      |         |
|---|--------|-----------------------------|------------|--------------------------|--------------------------------|----------------------|---------|
|   | Capita |                             | al surplus |                          | Earned                         |                      |         |
|   | SIUCK  |                             |            | _                        |                                | ned surplus          |         |
|   |        | Additional Total Capital Ea | reserves   | Special purpose reserves | Earned surplus carried forward | Total earned surplus |         |
| Balance at the beginning of current period          | 11,945 | 9,793                       | 9,793      | 159                      | 4,250                          | 59,394               | 63,802  |
| Changes in the current term                         |        |                             |            |                          |                                |                      |         |
| Dividends from capital and earned surplus           |        |                             |            |                          |                                | (3,851)              | (3,851) |
| Net income  |        |                             |            |                          |                                | 6,427                | 6,427   |
| Purchase of treasury stock                          |        |                             |            |                          |                                |                      |         |
| Net change of items other than shareholders' equity |        |                             |            |                          |                                |                      |         |
| Total changes of items in the current term          | _      | _                           | _          | _                        | _                              | 2,576                | 2,576   |
| Balance at the end of current period                | 11,945 | 9,793                       | 9,793      | 159                      | 4,250                          | 61,970               | 66,378  |

|   | Shareholders' equity |                            | Valuation and translati   |   |                  |  |
|---|----------------------|----------------------------|---|---|------------------|--|
|   | Treasury stock       | Total shareholders' equity | Net unrealized gain (loss) on investment securities, net of taxes | Total valuation and translation adjustments | Total net assets |  |
| Balance at the beginning of current period          | (9,475)              | 76,065                     | (2)   | (2)   | 76,063           |  |
| Changes in the current term                         |                      |                            |   |   |                  |  |
| Dividends from capital and earned surplus           |                      | (3,851)                    |   |   | (3,851)          |  |
| Net income  |                      | 6,427                      |   |   | 6,427            |  |
| Purchase of treasury stock                          | (0)                  | (0)                        |   |   | (0)              |  |
| Net change of items other than shareholders' equity |                      |                            | 2,202   | 2,202                                       | 2,202            |  |
| Total changes of items in the current term          | (0)                  | 2,576                      | 2,202   | 2,202                                       | 4,778            |  |
| Balance at the end of current period                | (9,475)              | 78,641                     | 2,200   | 2,200                                       | 80,841           |  |

## (Year ended March 31, 2014)

|   | Shareholders' equity |                            |       |                            |                          |                                |                      |
|---|----------------------|----------------------------|-------|----------------------------|--------------------------|--------------------------------|----------------------|
|   |                      | Capital surplus            |       | Earned surplus             |                          |                                |                      |
|   | Common               |                            | 1     | Earned surplus<br>reserves | Other earned surplus     |                                |                      |
|   | stock                | Additional paid-in capital |       |                            | Special purpose reserves | Earned surplus carried forward | Total earned surplus |
| Balance at the beginning of current period          | 11,945               | 9,793                      | 9,793 | 159                        | 4,250                    | 61,970                         | 66,378               |
| Changes in the current term                         |                      |                            |       |                            |                          |                                |                      |
| Dividends from capital and earned surplus           |                      |                            |       |                            |                          | (12,837)                       | (12,837)             |
| Net income  |                      |                            |       |                            |                          | 16,300                         | 16,300               |
| Purchase of treasury stock                          |                      |                            |       |                            |                          |                                |                      |
| Net change of items other than shareholders' equity |                      |                            |       |                            |                          |                                |                      |
| Total changes of items in the current term          | _                    | _                          | _     | _                          | _                        | 3,463                          | 3,463                |
| Balance at the end of current period                | 11,945               | 9,793                      | 9,793 | 159                        | 4,250                    | 65,433                         | 69,841               |

| Shareholders' equity                                |                | Valuation and translati    |   |   |                  |
|---|----------------|----------------------------|---|---|------------------|
|   | Treasury stock | Total shareholders' equity | Net unrealized gain (loss) on investment securities, net of taxes | Total valuation and translation adjustments | Total net assets |
| Balance at the beginning of current period          | (9,475)        | 78,641                     | 2,200   | 2,200                                       | 80,841           |
| Changes in the current term                         |                |                            |   |   |                  |
| Dividends from capital and earned surplus           |                | (12,837)                   |   |   | (12,837)         |
| Net income  |                | 16,300                     |   |   | 16,300           |
| Purchase of treasury stock                          | (0)            | (0)                        |   |   | (0)              |
| Net change of items other than shareholders' equity |                |                            | 1,061   | 1,061                                       | 1,061            |
| Total changes of items in the current term          | (0)            | 3,463                      | 1,061   | 1,061                                       | 4,524            |
| Balance at the end of current period                | (9,475)        | 82,104                     | 3,260   | 3,260                                       | 85,365           |

## (4) Non-Consolidated Statements of Cash Flows

|  | Year ended march 31, 2013 | Year ended march 31 2014 |
|--|---------------------------|--------------------------|
| Cash flows from operating activities   |                           |                          |
| Income before income taxes   | 10,282                    | 26,348                   |
| Depreciation and amortization  | 1,788                     | 1,635                    |
| Net change in allowance for doubtful accounts                                      | (326)                     | (593)                    |
| Net change in accrued bonuses  | 19                        | 192                      |
| Net change in reserve for financial products                                       | 22                        | 000                      |
| transaction liabilities  | 33                        | 822                      |
| Interest and dividend income   | (6,281)                   | (12,228)                 |
| Interest expenses  | 568                       | 837                      |
| Loss (gain) on extinguishment of tie-in shares                                     | (98)                      | _                        |
| Gain or loss on sales and disposals of fixed assets                                | 5                         | Ę                        |
| Gain or loss on sales of investment securities                                     | 23                        | (0                       |
| Net change in cash segregated as deposits  | (72,199)                  | (41,700                  |
| Net change in cash in trust  | (300)                     | 600                      |
| Net change in trading assets and liabilities                                       | 610                       | 182                      |
| Net change in net receivables and payables arising from pre-settlement date trades | 72                        | (211)                    |
| Net change in margin assets and liabilities  | (117,375)                 | (45,239                  |
| Net change in receivables on collateralized securities                             | ,                         | ·                        |
| transactions   | 2,463                     | 2,590                    |
| Net change in deposits received and receivables from customers and others          | 33,840                    | 26,352                   |
| Net change in payables on collateralized securities transactions                   | 30,863                    | (11,100)                 |
| Net change in guarantee money received   | 36,278                    | 26,695                   |
| Net change in short-term guarantee deposits  | (411)                     | (373                     |
| Others   | 1,519                     | 907                      |
| Sub total  | (78,629)                  | (24,281                  |
| Interest and dividend received   | 6,343                     | 11,734                   |
| Interest paid  | (558)                     | (826                     |
| Income taxes paid  | (1,930)                   | (4,687                   |
| Net cash flows from operating activities   | (74,775)                  | (18,060                  |
| Cash flows from investing activities   | (: :,::=)                 | (10,000                  |
| Payments for purchases of property and equipment                                   | (8)                       | (221                     |
| Payments for purchases of intangible assets  | (852)                     | (940                     |
| Proceeds from sales of investment securities                                       | 43                        | (040)                    |
| Others   | 26                        | 18                       |
|  |                           | (1,142                   |
| Net cash flows from investing activities   | (791)                     | (1,142                   |
| Cash flows from financing activities   | 04.000                    | 00.500                   |
| Net change in short-term borrowings  | 81,000                    | 38,500                   |
| Proceeds from long-term borrowings   | _                         | 300                      |
| Repayments of long-term borrowings   | (50)                      | (75                      |
| Payments for purchase of treasury stock  | (0)                       | (0                       |
| Dividends paid   | (3,848)                   | (12,815                  |
| Net cash flows from financing activities   | 77,102                    | 25,910                   |
| Translation difference of cash and cash equivalent                                 | 0                         | (0)                      |
| Net change in cash and cash equivalent   | 1,537                     | 6,709                    |
| Cash and cash equivalents at beginning of period                                   | 24,812                    | 26,624                   |
| Increase in cash and cash equivalents resulting from merger                        | 275                       | _                        |
| Cash and cash equivalents at end of period   | 26,624                    | 33,333                   |
| i record   | -,                        | /                        |

#### Significant Accounting Policies for the Non-Consolidated Financial Statements

Significant Accounting Policies for the Non-Consolidated Financial Statements

#### 1. Valuation of Significant Assets

(1) Securities and derivatives classified as trading assets:

Securities and derivatives classified as trading assets are carried at fair value.

#### (2) Securities not classified as trading assets:

Other securities, such as available-for-sale securities, whose fair values:

Other securities, such as available-for-sale securities, whose fair values are readily determinable, are readily determinable, are carried at fair value with unrealized gains or losses included as a component of net assets, net of applicable income taxes.

Other securities not publicly quoted:

Other securities not publicly quoted are stated at cost determined on the moving average method. Investments in investment funds are stated at the proportional net value of the Company's interest to the total fund interest.

#### 2. Depreciation of Fixed Assets

#### (1) Tangible fixed assets(excluding leased assets)

The Company applies the straight-line method.

The useful life for depreciation is 15 to 40 years for buildings and 4 to 10 years for equipment and instruments.

#### (2) Intangible assets (excluding leased assets)

The straight-line method is primarily applied. Software for in-house use is depreciated under the straight-line method based on an internal estimated useful life (within 5 years).

#### (3) Leased assets

Finance lease transactions that do not transfer the ownership to lessee.

Leased assets arising from transactions under finance lease contracts which do not transfer ownership to lessee are depreciated to residual value of zero by the straight-line method using the term of the contract as useful life.

#### 3. Accounting Policies for Significant Provisions

#### (1)Allowance for doubtful accounts

An allowance for doubtful accounts is provided for estimated uncollectible doubtful accounts at an amount specifically assessed plus an amount computed based on historical loss experience.

#### (2)Accrued bonuses

Estimated amount of employees' bonuses is accrued.

#### (3) Reserve for Financial Products Transactions Liabilities

The Company accounts for a Reserve for Financial Products Transactions Liabilities for possible customer losses by default of the securities company on securities transactions according to Article 46-5 of the Financial Instruments and Exchange Law.

#### 4. Hedge accounting

#### (1)Hedge accounting method

The Company is eligible for the application of the allowed alternative method for interest rate swaps. The Company accounts for interest rate swap trading pursuant to the allowed alternative method.

#### (2)Hedging policy

The Company and its subsidiary use interest rate swap trading to limit exposures to fluctuations in interest rates. The objective of hedging is identified for each individual contract.

- 5. Scope of "Cash and cash equivalents" in non-consolidated statements of cash flows "Cash and cash equivalents" in the non-consolidated statements of cash flow is defined as liquid funds including cash in hand, current account deposits and short-term investments which are subject to an insignificant risk of changes in values.
- 6. Other material items
  Consumption taxes
  National and local consumption taxes are separately recorded.

#### **Notes to Non-Consolidated Financial Statements**

Notes to Non-Consolidated Balance Sheet

#### Accumulated depreciation deducted from tangible fixed assets is as follows.

|                           |                      | (Millions of Yen)    |
|---------------------------|----------------------|----------------------|
|                           | As of March 31, 2013 | As of March 31, 2014 |
| Buildings                 | 392                  | 414                  |
| Equipment and instruments | 773                  | 892                  |
| Total                     | 1.164                | 1.306                |

**%**2

(As of March 31, 2013)

Note: None of the assets are collateralized. The securities bought by customers using money loaned from the Company's own fund, of which fair value amounted to 1,962 million yen are collateralized for the loans from securities finance companies. 10,171 million yen of the guarantee securities received from customers are collateralized for loans from securities finance companies.

(As of March 31, 2014)

Note: None of the assets are collateralized. The securities bought by customers using money loaned from the Company's own fund, of which fair value amounted to 855 million yen are collateralized for the loans from securities finance companies. 8,763 million yen of the guarantee securities received from customers are collateralized for loans from securities finance companies.

3 Fair value of securities received and deposited are as follows.

(Excluding those listed in the previous note):

#### (1) Securities deposited

|   | As of March 31, 2013 | As of March 31, 2014 |
|---|----------------------|----------------------|
| Securities lent for customers' short positions in margin trading        | 50,476               | 31,218               |
| 2)Collateralized securities for loans from securities finance companies | 3,375                | 2,819                |
| 3)Securities loaned out in securities loaned vs. cash transactions      | 38,048               | 28,371               |
| 4)Long-term guarantee securities deposited                              | 7,167                | 10,085               |
| 5)Securities pledged as collateral for short-term guarantee             | 30,914               | 33,529               |

#### (2) Securities received (Millions of Yen)

(Millions of Yen)

|   | As of March 31, 2013 | As of March 31, 2014 |
|---|----------------------|----------------------|
| Securities received for customers' long positions in margin trading         | 245,891              | 247,729              |
| 2)Securities borrowed from securities finance companies                     | 4,245                | 2,900                |
| 3)Securities received in securities borrowed vs. cash transactions          | 11,321               | 9,350                |
| 4)Guarantee securities received from customers                              | 279,314              | 346,889              |
| 5)Securities received from customers as collateral for short-term guarantee | 2,130                | 2,758                |

<sup>\*4</sup> The Company accounts for a Reserve for Securities Transactions for possible customer losses by default of the securities company on securities transactions according to Article 46-5 of the Financial Instruments and Exchange Law.

#### **Notes to Non-Consolidated Statement of Income**

#### X1 Breakdown of net gain on trading

|        |                           | (Millions of Yen)         |
|--------|---------------------------|---------------------------|
|        | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Stocks | (31)                      | 0                         |
| Bonds  | 6                         | 10                        |
| Total  | (26)                      | 11                        |

#### ※2 Breakdown of interest and dividend income

|  |                           | (Millions of Yen)         |
|--|---------------------------|---------------------------|
|  | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Interest on margin trading                   | 5,979                     | 11,074                    |
| Interest received for the securities lending | 171                       | 815                       |
| Others                                       | 504                       | 630                       |
| Total  | 6,654                     | 12,519                    |

#### 3 Breakdown of interest expense

|   |                           | (Millions of Yen)         |
|---|---------------------------|---------------------------|
|   | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Interest expense on margin trading  | 385                       | 367                       |
| Interest paid for the borrowings from finance companies on margin trading | 26                        | 105                       |
| Interest paid   | 116                       | 330                       |
| Others  | 357                       | 344                       |
| Total   | 884                       | 1,145                     |

## ¾4 Breakdown of transaction related expenses

|   |                           | (Millions of Yen)         |
|---|---------------------------|---------------------------|
|   | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Commissions paid  | 438                       | 762                       |
| Membership fees for stock exchanges and securities associations | 886                       | 1,912                     |
| Communications expenses   | 1,477                     | 1,665                     |
| Travel and transportation expenses                              | 11                        | 12                        |
| Advertisements  | 538                       | 594                       |
| Entertainment and social Expenses                               | 6                         | 14                        |
| Total   | 3,356                     | 4,957                     |

## Breakdown of employees' compensation and benefits

|   |                           | (Millions of Yen)         |
|---|---------------------------|---------------------------|
|   | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Directors' and auditors' compensation         | 304                       | 302                       |
| Employees' compensation                       | 694                       | 709                       |
| Other compensation                            | 578                       | 597                       |
| Welfare expenses                              | 143                       | 162                       |
| Provision of allowance for employees' bonuses | 112                       | 305                       |
| Total   | 1,832                     | 2,075                     |

## %6 Breakdown of occupancy and rental

| , ,                                |                           | (Millions of Yen)         |
|------------------------------------|---------------------------|---------------------------|
|                                    | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Occupancy and rental fee           | 319                       | 318                       |
| Equipment and instruments expenses | 605                       | 586                       |
| Total                              | 925                       | 905                       |

## %7 Breakdown of data processing and office supplies

|  |                           | (Millions of Yen)         |
|--|---------------------------|---------------------------|
|  | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Data processing and outsourcing cost of operations | 1,621                     | 1,740                     |
| Office supplies                                    | 5                         | 5                         |
| Total  | 1,625                     | 1,745                     |

#### Breakdown of duties and taxes other than income taxes

|  |                           | (Millions of Yen)         |
|--|---------------------------|---------------------------|
|  | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Property taxes and automobile taxes                | 12                        | 11                        |
| Official fees                                      | 7                         | 9                         |
| Consumption tax                                    | 14                        | 15                        |
| Enterprise tax (reduction on VAT and capital levy) | 78                        | 162                       |
| Others   | 6                         | 30                        |
| Total  | 116                       | 226                       |

## 

|                             |                           | (Millions of Yen)         |
|-----------------------------|---------------------------|---------------------------|
|                             | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Printing cost               | 1                         | 1                         |
| Water, lighting and heating | 19                        | 20                        |
| Library expenses            | 3                         | 3                         |
| Training                    | 3                         | 3                         |
| Employee recruitment costs  | 3                         | 3                         |
| Sales Promotions            | 12                        | 11                        |
| Others                      | 72                        | 133                       |
| Total                       | 114                       | 173                       |

# %10 Breakdown of loss on sales and disposals of property and equipment Loss on disposals

|                           |                           | (14111116116 61 1611)     |
|---------------------------|---------------------------|---------------------------|
|                           | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Buildings                 | 5                         |                           |
| Equipment and instruments | 0                         | _                         |
| Software                  | _                         | 1                         |
| Others                    | _                         | 3                         |
| Total                     | 5                         | 5                         |

## Notes to Non-Consolidated Statements of Changes in Net Assets

(Year ended March 31, 2013)

1. Types and number of outstanding shares and treasury stock

(Number of shares)

|                    | Number of shares<br>as of April 1, 2012 | Number of shares<br>increased in<br>the year ended<br>March 31, 2013 | Number of shares<br>decreased in<br>the year ended<br>March 31, 2013 | Number of shares as of March 31, 2013 |
|--------------------|---|--|--|---------------------------------------|
| Outstanding shares |   |  |  |                                       |
| Common stock       | 269,264,702                             |  | _  | 269,264,702                           |
| Total              | 269,264,702                             | 1  | -  | 269,264,702                           |
| Treasury stock     |   |  |  |                                       |
| Common stock       | 12,532,887                              | 60   | _  | 12,532,947                            |
| Total              | 12,532,887                              | 60   | _  | 12,532,947                            |

Note: Increase of treasury stock is a result of the purchase of odd-lot shares.

## 2. New-share purchase rights

No relevant items.

#### 3. Dividends

## (1) Dividend payment

| Date of resolution           | Ordinary General Meeting of Shareholders held on June 24, 2012 |
|------------------------------|--|
| Type of shares               | Common stock   |
| Amount of dividend payment   | 3,851 million yen  |
| Dividends per share          | 15 yen   |
| Date of record for dividends | March 31, 2012   |
| Effective date               | June 25, 2012  |

## (2) Dividends for which effective date is in the year ending March 31, 2013

| Date of resolution           | Ordinary General Meeting of Shareholders to be held on June 23, 2013 |  |
|------------------------------|--|--|
| Type of shares               | Common stock   |  |
| Source of dividends          | Earned surplus   |  |
| Amount of dividend payment   | 5,135 million yen  |  |
| Dividends per share          | 20 yen   |  |
| Date of record for dividends | March 31, 2013   |  |
| Effective date               | June 24, 2013  |  |

#### (Year ended March 31, 2014)

## 1. Types and number of outstanding shares and treasury stock

(Number of shares)

|                    | Number of shares<br>as of April 1, 2013 | Number of shares<br>increased in<br>the year ended<br>March 31, 2014 | Number of shares<br>decreased in<br>the year ended<br>March 31, 2014 | Number of shares as of March 31, 2014 |
|--------------------|---|--|--|---------------------------------------|
| Outstanding shares |   |  |  |                                       |
| Common stock       | 269,264,702                             | _  | _  | 269,264,702                           |
| Total              | 269,264,702                             | _  | -  | 269,264,702                           |
| Treasury stock     |   |  |  |                                       |
| Common stock       | 12,532,947                              | 146  | _  | 12,533,093                            |
| Total              | 12,532,947                              | 146  | -  | 12,533,093                            |

Note: Increase of treasury stock is a result of the purchase of odd-lot shares.

## 2. New-share purchase rights

No relevant items.

#### 3. Dividends

## (3) Dividend payment

| Date of resolution           | Ordinary General Meeting of Shareholders held on June 23, 2013 | Board of directors' meeting held on October 24, 2013 |
|------------------------------|--|--|
| Type of shares               | Common stock   | Common stock   |
| Amount of dividend payment   | 5,135 million yen  | 7,702 million yen                                    |
| Dividends per share          | 20 yen   | 30 yen   |
| Date of record for dividends | March 31, 2013   | September 30, 2013                                   |
| Effective date               | June 24, 2013  | November 25, 2013                                    |

## (4) Dividends for which effective date is in the year ending March 31, 2014 (Plan)

| Date of resolution           | Ordinary General Meeting of Shareholders to be held on June 22, 2014 |
|------------------------------|--|
| Type of shares               | Common stock   |
| Source of dividends          | Earned surplus   |
| Amount of dividend payment   | 5,135 million yen  |
| Dividends per share          | 20 yen   |
| Date of record for dividends | March 31, 2014   |
| Effective date               | June 23, 2014  |

#### Notes to Non-Consolidated Statements of Cash Flow

X1 The reconciliation between cash and cash equivalents and the balance of cash in hand and at banks presented in the non-consolidated balance sheet is as follows.

|   |                           | (Millions of Yen)         |
|---|---------------------------|---------------------------|
|   | Year ended March 31, 2013 | Year ended March 31, 2014 |
| Cash and bank deposits                                      | 8,857                     | 12,166                    |
| Cash in trust   | 19,067                    | 21,867                    |
| Cash in trust whose purpose is to segregate guarantee money | (1,300)                   | (700)                     |
| Cash and bank deposits                                      | 26.624                    | 33.333                    |

#### **Notes to Financial Instruments**

(Year ended March 31, 2014)

#### 1. General information

#### (1) Policies to handle Financial Instruments

The Company focuses on the stock trading of individual investors. The Non-Consolidated Company borrows operating capital from financial institutions to support margin trading. When needed, the Non-Consolidated Company may procure operating capital by issuing straight bonds, convertible bonds, and/or other appropriate measures.

Deposits received from customers and guarantee money received are managed by trust funds in accordance with the requirements of the Financial Instruments and Exchange Law. The Non-Consolidated Company prioritizes safety in the management of its cash on hand. The cash is deposited in bank accounts or held as highly liquid investments.

The Non-Consolidated Company has the minimum range of trading operations in order to provide various services for online trading customers. The Non-Consolidated Company generally does not trade its own investments for earnings.

#### (2) Details of and risks arising from financial instruments

Financial assets of the Non-Consolidated Company mainly consist of Cash in Trust, which consists of deposits received from customers, guarantee money received, and margin trading loans receivable from customers. Cash in trust is mainly invested in government bonds and call money receivables, which are exposed to the credit risk of borrowers and interest rate risk. Margin trading loans receivable from customers are exposed to the credit risk of customers, despite the fact that they are secured by collateral. The Non-Consolidated Company procures cash through short-term borrowings and convertible bonds, which are exposed to liquidity risk at the time of redemption.

The Non-Consolidated Company engages in foreign exchange margin trading with other financial institutions to avoid market risk related to the foreign exchange margin trading that the Non-Consolidated Company offers to its customers.

#### (3) Risk management

Risk management is based on the corporate rules. The finance division of the Non-Consolidated Company monitors credit risk and market risk quantitatively according to the Financial Instruments and Exchange Law. The compliance Division of the Non-Consolidated Company monitors credit risk on margin trading. It monitors margin positions at the individual security level and as a whole.

Trading operations are monitored by the finance division which is independent of the trading division.

#### (4) Supplementary explanation on the fair value of financial instruments

Fair value of financial instruments is measured by the market price. If a market price is unattainable, a reasonably calculated value is used. Because this calculation requires the use of estimates, the value may vary according to the differences in these assumptions. Contract value of derivative trading shown in "Notes to Securities and Derivatives Transactions" does not take into account the market risk of the derivative trading.

#### 2. Fair value of financial instruments

Book value, fair value of financial instruments, and the differences between these values as of March 31, 2013 are given in the table below. Financial instruments whose fair values are extremely difficult to obtain are not included in the table. (See Note 2)

|                                 | Book value        | Fair value        | Difference        |
|---------------------------------|-------------------|-------------------|-------------------|
|                                 | (millions of yen) | (millions of yen) | (millions of yen) |
| (1) Cash and Bank deposits      | 8,857             | 8,857             | _                 |
| (2) Cash segregated as          | 300,116           | 300,116           | _                 |
| deposits                        | 300,110           | 300,110           |                   |
| (3) Cash in trust               | 19,067            | 19,067            | _                 |
| (4) Trading assets and          | 4,846             | 4,846             |                   |
| Investment securities           | 4,040             | 4,040             |                   |
| Trading securities and          | 0                 | 0                 | _                 |
| others                          |                   |                   |                   |
| 2) Derivatives                  | 1,402             | 1,402             | _                 |
| 3) Other securities             | 3,444             | 3,444             |                   |
| (5) Loans receivable from       | 248,476           | 248,476           |                   |
| customers                       | ,                 | ,                 |                   |
| (6) Cash deposited as           |                   |                   |                   |
| collateral for securities       | 12,225            | 12,225            | _                 |
| borrowed from securities        | ,                 | ,                 |                   |
| finance companies               |                   |                   |                   |
| Total assets                    | 593,588           | 593,588           |                   |
| (1) Trading liabilities         | 611               | 611               | _                 |
| Trading securities and          | 0                 | 0                 | _                 |
| others                          |                   |                   |                   |
| 2) Derivatives                  | 611               | 611               | _                 |
| (2) Proceeds of securities sold | 44,431            | 44,431            | _                 |
| on customers' account           |                   |                   |                   |
| (3) Cash deposits as collateral | 36,598            | 36,598            | _                 |
| for securities loaned           | 454.054           | 454.054           |                   |
| (4) Deposits received           | 151,654           | 151,654           | _                 |
| (5) Guarantee money received    | 149,923           | 149,923           | _                 |
| (6) Short-term borrowings       | 137,525           | 137,525           | _                 |
| Total liabilities               | 520,742           | 520,742           | <u> </u>          |

Note 1: Calculation methods for fair value of financial instruments and details of Securities and Derivative Transactions

#### **Assets**

(1) Cash and Bank deposits, (5) Loans receivable from customers, (6) Cash deposited as collateral for securities borrowed from securities finance companies.

These are items whose positions are usually settled in short term. The book value is regarded as fair value.

### (2) Cash segregated as deposits, (3) Cash in trust

These are mostly trust asset and marked to market. The book value is regarded as fair value.

#### (4) Trading assets and Investment securities

Fair value of the stock is based on the price in the securities exchanges. Fair value of foreign exchange margin trades are based on the spot rate of the currency at the end of the fiscal period.

#### Liabilities

#### (1) Trading liabilities

Fair value of the stock is based on the price in the securities exchanges. Fair value of foreign exchange margin trades are based on the spot rate of the currency at the end of the fiscal period.

(2) Proceeds of securities sold on customers' account, (3) Cash deposits as collateral for securities loaned, (4) Deposits received, (5) Guarantee money received, (6) Short-term borrowings

These are items whose positions are usually settled in short term. The book value is regarded as fair value.

Note 2: Financial instruments whose fair value is extremely difficult to obtain are as follows.

| Items   | Book value<br>(millions of yen) |  |
|---|---------------------------------|--|
| "Other securities" which are not listed on securities exchanges | 117                             |  |

The fair value of ""Other securities" which are not listed on securities exchanges" and others are not included in "Assets (4) Trading assets and Investment securities", because they are not priced in markets which makes it difficult to measure their fair value. Investments in investment funds are included in ""Other securities" which are not listed on securities exchanges".

Note3: Estimated redemptions for monetary claims and securities with maturity dates after March 31, 2013 All monetary claims are scheduled due within one year.

Note4: All monetary debts shown in the table above are scheduled due within one year.

## (Year ended March 31, 2014)

Book value, fair value of financial instruments, and the differences between these values as of March 31, 2014, are given in the table below. Financial instruments whose fair values are extremely difficult to obtain are not included in the table. (See Note 2)

|   | Book value        | Fair value        | Difference        |
|---|-------------------|-------------------|-------------------|
|   | (millions of yen) | (millions of yen) | (millions of yen) |
| (1) Cash and Bank deposits                            | 12,166            | 12,166            | _                 |
| (2) Cash segregated as deposits                       | 341,812           | 341,812           | _                 |
| (3) Cash in trust                                     | 21,867            | 21,867            | _                 |
| (4) Trading assets and<br>Investment securities       | 6,391             | 6,391             | _                 |
| Trading securities and others                         | 0                 | 0                 | _                 |
| 2) Derivatives  | 1,307             | 1,307             | _                 |
| 3) Other securities                                   | 5,084             | 5,084             | _                 |
| (5) Loans receivable from customers                   | 279,353           | 279,353           | _                 |
| (6) Cash deposits collateral for securities borrowed  | 9,636             | 9,636             | _                 |
| Total assets  | 671,225           | 671,225           |                   |
| (1) Trading liabilities                               | 699               | 699               |                   |
| Trading securities and others                         | 0                 | 0                 | _                 |
| 2) Derivatives  | 699               | 699               | _                 |
| (2) Loans from securities finance companies           | 29,228            | 29,228            | _                 |
| (3) Proceeds of securities sold on customers' account | 25,498            | 25,498            | _                 |
| (4) Deposits received                                 | 178,071           | 178,071           | _                 |
| (5) Guarantee money received                          | 176,619           | 176,619           | _                 |
| (6) Short-term borrowings                             | 176,100           | 176,100           |                   |
| Total liabilities                                     | 586,215           | 586,215           |                   |

Note 1: Calculation methods for fair value of financial instruments and details of Securities and Derivative Transactions

#### Assets

(1) Cash and Bank deposits, (5) Loans receivable from customers, (6) Cash deposits collateral for securities borrowed.

These are items whose positions are usually settled in short term. The book value is regarded as fair value.

#### (2) Cash segregated as deposits, (3) Cash in trust

These are mostly trust asset and marked to market. The book value is regarded as fair value.

#### (4) Trading assets and Investment securities

Fair value of the stock is based on the price in the securities exchanges. Fair value of foreign exchange margin trades are based on the spot rate of the currency at the end of the fiscal period.

#### Liabilities

#### (1) Trading liabilities

Fair value of the stock is based on the price in the securities exchanges. Fair value of foreign exchange margin trades are based on the spot rate of the currency at the end of the fiscal period.

(2) Loans from securities finance companies (3) Cash deposits as collateral for securities loaned, (4) Deposits received, (5) Guarantee money received, (6) Short-term borrowings

These are items whose positions are usually settled in short term. The book value is regarded as fair value.

Note 2: Financial instruments whose fair value is extremely difficult to obtain are as follows.

| Items   | Book value<br>(millions of yen) |  |
|---|---------------------------------|--|
| "Other securities" which are not listed on securities exchanges | 117                             |  |

The fair value of ""Other securities" which are not listed on securities exchanges" and others are not included in "Assets (4) Trading assets and Investment securities" because they are not priced in markets which makes it difficult to measure their fair value. Investments in investment funds are included in ""Other securities" which are not listed on securities exchanges".

Note3: Estimated redemptions for monetary claims and securities with maturity dates after March 31, 2014 All monetary claims are scheduled due within one year.

Note4: All monetary debts shown in the table above are scheduled due within one year

#### **Notes to Securities and Derivatives Transactions**

#### **Securities and Derivatives**

#### [1] Trading assets and liabilities

### i) Securities held for trading

(Millions of Yen)

|   | As of March 31, 2013 | As of March 31, 2014 |
|---|----------------------|----------------------|
| Net unrealized gain on those securities | (0)                  | 0                    |

#### ii )Derivative trading

1. Derivative trading which have not applied hedge accounting

(Year ended March 31, 2013)

|                                    | As  | sets  | Liabilities                         |                                 |  |
|------------------------------------|---|-------|-------------------------------------|---------------------------------|--|
|                                    | Contract value Fair value (Millions of Yen) (Millions of Yen) |       | Contract value<br>(Millions of Yen) | Fair value<br>(Millions of Yen) |  |
| Foreign exchange forward contracts | 58  | 0     | _                                   | _                               |  |
| Foreign exchange<br>margin trading | 71,490  | 1,402 | 8,131                               | 611                             |  |

#### Note:

- 1. Fair value of the foreign exchange forward contracts is calculated based on the discounted net future cash flows.
- Fair value of the foreign exchange margin trading is calculated with spot rate at the end of the year ended March 31, 2013.
- 3. The contract value of contracts or trading whose fair value is zero are included in "Assets".

#### (Year ended March 31, 2014)

|                                    | Assets                              |                                 | Liabilities                      |                                 |
|------------------------------------|-------------------------------------|---------------------------------|----------------------------------|---------------------------------|
|                                    | Contract value<br>(Millions of Yen) | Fair value<br>(Millions of Yen) | Contract value (Millions of Yen) | Fair value<br>(Millions of Yen) |
| Foreign exchange forward contracts | I                                   | I                               | 5                                | 0                               |
| Foreign exchange margin trading    | 54,981                              | 1,307                           | 11,281                           | 699                             |

#### Note:

- 1. Fair value of the foreign exchange forward contracts is calculated based on the discounted net future cash flows.
- Fair value of the foreign exchange margin trading is calculated with spot rate at the end of the year ended March 31, 2014.
- 3. The contract value of contracts or trading whose fair value is zero are included in "Assets".
  - Derivative trading which have applied hedge accounting No relevant Items.

## [2] Non-trading assets and liabilities

# i )The shares of the Company's subsidiary, and investments in subsidiaries and affiliates

(Year ended March 31, 2013)

No relevant items

(Year ended March 31, 2014)

No relevant items

## ii ) "Other securities" whose market price is available

(Year ended March 31, 2013)

|   | Type       | Year ended March 31, 2013          |                                 |                                  |
|---|------------|------------------------------------|---------------------------------|----------------------------------|
|   | Type       | Acquisition cost (Millions of Yen) | Book value<br>(Millions of Yen) | Differences<br>(Millions of Yen) |
| Those whose book value exceeds acquisition cost         | (1) Stocks | 3,444                              | 30                              | 3,414                            |
|   | (2) Bonds  | 1                                  | ı                               | _                                |
|   | (3) Others | -                                  |                                 | _                                |
|   | Sub total  | 3,444                              | 30                              | 3,414                            |
| Those whose book value does not exceed acquisition cost | (1) Stocks |                                    | ı                               | _                                |
|   | (2) Bonds  | _                                  | _                               | _                                |
|   | (3) Others | _                                  | _                               | _                                |
|   | Sub total  | _                                  | _                               | _                                |
| Total   |            | 3,444                              | 30                              | 3,414                            |

(Year ended March 31, 2014)

|   | T          | Year ended March 31, 2014          |                                 |                                  |
|---|------------|------------------------------------|---------------------------------|----------------------------------|
|   | Туре       | Acquisition cost (Millions of Yen) | Book value<br>(Millions of Yen) | Differences<br>(Millions of Yen) |
| Those whose book value exceeds                          | (1) Stocks | 5,084                              | 30                              | 5,054                            |
|   | (2) Bonds  | _                                  | _                               | _                                |
| acquisition cost  | (3) Others | _                                  | _                               | _                                |
|   | Sub total  | 5,084                              | 30                              | 5,054                            |
| Those whose book value does not exceed acquisition cost | (1) Stocks | _                                  | _                               | _                                |
|   | (2) Bonds  | _                                  | _                               | _                                |
|   | (3) Others | _                                  | _                               | _                                |
|   | Sub total  | _                                  | _                               | _                                |
| Total   |            | 5,084                              | 30                              | 5,054                            |

## iii )"Other securities" sold during the current period

(Year ended March 31, 2013)

| Item   | Price<br>(Millions of Yen) | Total gain on sales of<br>other securities<br>(Millions of Yen) | Total gain on sales of<br>other securities<br>(Millions of Yen) |  |
|--------|----------------------------|---|---|--|
| Stocks | 43                         | 20  | 43  |  |

## (Year ended March 31, 2014)

| Item Price (Millions of Yen) |   | Total gain on sales of<br>other securities<br>(Millions of Yen) | Total gain on sales of<br>other securities<br>(Millions of Yen) |  |
|------------------------------|---|---|---|--|
| Stocks                       | 2 | 0   | _   |  |

# iv ) Impaired Marketable Securities

No relevant Items.

## **Notes to Stock Options**

No relevant Items.

#### **Notes to Tax Effect Accounting**

1. Significant components of deferred income tax assets and deferred income tax liability

(Millions of Yen)

|  | As of March 21, 2012 | As of March 31, 2014 |
|--|----------------------|----------------------|
|  | As of March 31, 2013 | AS OF March 31, 2014 |
| Deferred income tax assets                                 |                      |                      |
| Accrued enterprise tax                                     | 217                  | 613                  |
| Excess of allowance for doubtful                           | 503                  | 371                  |
| accounts   | 503                  | 371                  |
| Reserve for retirement bonuses                             | 70                   | 70                   |
| for directors and auditors                                 | 73                   | 73                   |
| Excess of reserve for financial                            | 222                  | 205                  |
| products transaction liabilities                           | 392                  | 685                  |
| Accrued bonuses  | 43                   | 109                  |
| Others   | 33                   | 39                   |
| Total deferred income tax assets                           | 1,260                | 1,889                |
| Deferred income tax liabilities                            |                      |                      |
| Net unrealized gain on investment securities, net of taxes | (1,218)              | (1,806)              |
| Others   | (0)                  | (0)                  |
| Total deferred income tax liabilities                      | (1,219)              | (1,806)              |
| Net balance of deferred income tax assets                  | 41                   | 82                   |

2. The reconciliation between the nominal statutory income tax rate and the effective income tax rate reported in the consolidated statements of income

This note has been omitted since the difference between the nominal statutory income tax rate and the effective income tax rate is less than 5/100 of the nominal statutory income tax rate.

3. Due to the promulgation of the "Act to partially revise the Income Tax and Other Taxes" (Act No.10 of 2014), the Special Reconstruction Corporate Tax was abolished. As a result, effective statutory tax rate applied for the temporary differences which were expected to be settled in the fiscal years end after April 1, 2014, was lowered from 38.01% to 35.64%. Due to this change, deferred income tax assets were decreased by 51 million yen and the income taxes-deferred were increased by 51 million yen.

#### **Segment Information**

(Year ended March 31, 2013 and Year ended March 31, 2014)

Disclosures on segment information have been omitted, as the business of the Company consists of only a single segment of online brokerage services.

#### (Related Information)

(Year ended March 31, 2013)

(1)Information relating to product and service

Information relating to product and service has been omitted as over 90% of operating revenues from outside customers on the non-consolidated statement of income are related to only a single segment.

#### (2)Information relating to geographic area

1) Operating revenues

There is no relevant item as the Company does not earn any overseas revenues.

2) Fixed assets

There is no relevant item as the Company does not hold any overseas fixed assets.

#### (3) Information relating to principal customers

Information relating to principal customers has been omitted as no outside customer individually provides over 10% of the operating revenues from outside customers on the non-consolidated statement of income.

(Year ended March 31, 2014)

(1)Information relating to product and service

Information relating to product and service has been omitted as over 90% of operating revenues from outside customers on the consolidated statement of income are related to only a single segment.

#### (2)Information relating to geographic area

1) Operating revenues

There is no relevant item as the Company does not earn any overseas revenues.

2) Fixed assets

There is no relevant item as the Company does not hold any overseas fixed assets.

#### (3) Information relating to principal customers

Information relating to principal customers has been omitted as no outside customer individually provides over 10% of the operating revenues from outside customers on the non-consolidated statement of income.

(Information of impairment loss of fixed assets related to the segment)

Information of impairment loss from fixed assets related to the segment has been omitted, as the business of the Company consists of only a single segment of online brokerage service.

(Information of amortization of goodwill related to the segment)

No relevant items.

(Information of gain on negative goodwill related to the segment)

No relevant items.

(Equity in net income of affiliates)

Equity method is not applied as there is not an affiliated company.

#### **Related Parties information**

(Year ended March 31, 2013)

1.Trades with related parties

Directors and major individual shareholders of the Company

(Millions of Yen)

| Туре   | Name | Address                       | Equity invested | Business<br>Involved | Holding of the<br>Company's<br>voting right | Relationship details  | Trade<br>details             | Trading volume | Balances<br>to the<br>related<br>party |
|--|------|-------------------------------|-----------------|----------------------|---|---|------------------------------|----------------|--|
| Companies whose voting rights are held by the directors of the Company and their relatives |      | Bunkyo-ku,<br>Tokyo,<br>Japan | 50              | and rental of        | holds 10.73% of                             | Director of the Company<br>also appoints as a director<br>of Shokosha Ltd.<br>Rental of real estate | Rental of<br>real<br>estate. | 14             | _                                      |

Note: 1. Shokosha Ltd. is also a principal institutional shareholder.

- 2. The rental of real estate described above is rental from Shokosha Ltd. to be used as the Company's dormitory for employees. The rental fee the Company pays to Shokosha Ltd. is determined based on current leasing rates in the area.
- 2. Information on controlling company and important affiliate company No relevant items.

(Year ended March 31, 2014)

1. Trades with related parties

Directors and major individual shareholders of the Company

(Millions of Yen)

| Туре   | Name             | Address                       | Equity invested | Business<br>Involved | Holding of the<br>Company's<br>voting right | Relationship details  | Trade<br>details            | Trading volume | Balances<br>to the<br>related<br>party |
|--|------------------|-------------------------------|-----------------|----------------------|---|---|-----------------------------|----------------|--|
| Companies whose voting rights are held by the directors of the Company and their relatives | Shokosha<br>Ltd. | Bunkyo-ku,<br>Tokyo,<br>Japan | 50              | and rental of        | holds 10.73% of                             | Director of the Company<br>also appoints as a director<br>of Shokosha Ltd.<br>Rental of real estate | Rental of<br>real<br>estate | 14             | _                                      |

Note: 1. Shokosha Ltd. is also a principal institutional shareholder.

- 2. The rental of real estate described above is rental from Shokosha Ltd. to be used as the Company's dormitory for employees. The rental fee the Company pays to Shokosha Ltd. is determined based on current leasing rates in the area.
- 2. Information on controlling company and important affiliate company No relevant items.

# **Per Share Information**

|                      | Year ended March 31, 2013 | Year ended March 31, 2014 |
|----------------------|---------------------------|---------------------------|
| Net assets per share | 314.89 Yen                | 332.51 Yen                |
| Net income per share | 25.03 Yen                 | 63.49 Yen                 |

## Note:

1. The Company does not report fully diluted earnings per share, as there are no residual securities.

## 2. Net income earnings per share as follows

| Items   | Year ended March 31, 2013 | Year ended March 31, 2014 |  |
|---|---------------------------|---------------------------|--|
| Net income on the statements of income (Millions of Yen)    | 6,427                     | 16,300                    |  |
| Net income not attributed to common stock (Millions of Yen) | _                         | _                         |  |
| Net income attributed to common stock (Millions of Yen)     | 6,427                     | 16,300                    |  |
| Average number of common stock outstanding (share)          | 256,731,770               | 256,731,680               |  |

3. Net assets per share as follows

| Items   | As of March 31, 2013 | As of March 31, 2014 |  |
|---|----------------------|----------------------|--|
| Total net assets on the balance sheets (Millions of Yen)                        | 80,841               | 85,365               |  |
| Amount deductible from total net assets on the balance sheets (Millions of Yen) | _                    | _                    |  |
| Net assets attributed to common stock (Millions of Yen)                         | 80,841               | 85,365               |  |
| Number of common stock outstanding (share)                                      | 256,731,755          | 256,731,609          |  |

## **Subsequent Events**

No relevant items

## [1] Supporting Schedules

#### i) List of investment securities

According to the Article 124 of Regulations on Financial Statements, a detailed list of investment securities whose book value as of March 31, 2014 totals less than 1/100 of the total assets is omitted.

## ii) Fixed Assets

(Millions of Yen)

|                            |                           |                        |   |   |        |  | 1                       | illions of Terry    |
|----------------------------|---------------------------|------------------------|---|---|--------|--|-------------------------|---------------------|
|                            |                           | As of April 1,<br>2013 | Increase<br>in the<br>current<br>period | Decrease<br>in the<br>current<br>period |        | Accumulated<br>Depreciation<br>and<br>Amortization | expensed in the current | Net Value of assets |
|                            | Buildings                 | 644                    | 2                                       | _                                       | 647    | 414  | 23                      | 232                 |
| Tangible                   | Equipment and instruments | 1,013                  | 212                                     | 1                                       | 1,223  | 892  | 121                     | 331                 |
| i angloro                  | Land                      | 434                    | _                                       | 0                                       | 434    | _  | _                       | 434                 |
|                            | Total                     | 2,092                  | 214                                     | 1                                       | 2,304  | 1,306  | 143                     | 998                 |
|                            | Software                  | 14,602                 | 951                                     | 315                                     | 15,237 | 12,512   | 1,490                   | 2,726               |
| Intangible                 | Others                    | 58                     | _                                       | 16                                      | 41     | 41   | 1                       | 1                   |
|                            | Total                     | 14,659                 | 951                                     | 332                                     | 15,278 | 12,552   | 1,491                   | 2,726               |
| Long-term prepaid expenses |                           | 7                      | 4                                       | 1                                       | 10     | 5  | 2                       | 6                   |

Note:

The increase in equipment and instruments and software is due to the capitalization of upgrade costs for the online securities trading system "Netstock" or due to acquisitions in response to the introduction of new services during the current year.

## iii )Bonds

No relevant items

#### iv )Borrowings

| Item   | As of April 1,<br>2013 | As of March 31, 2014 | Average<br>Interest Rate<br>(%) | Maturity     |
|--|------------------------|----------------------|---------------------------------|--------------|
| Short-term borrowings  | 137,500                | 176,000              | 0.26                            | _            |
| Long-term borrowings to be repaid within 1 year                        | 25                     | 100                  | 0.77                            | _            |
| Long-term lease liabilities to be repaid within 1 year                 | _                      | _                    | _                               | _            |
| Long-term borrowings excluding those to be repaid within 1 year        | _                      | 150                  | 0.77                            | July 29,2016 |
| Long-term lease liabilities excluding those to be repaid within 1 year | _                      | _                    | 1                               | _            |
| Other interest-bearing liabilities:                                    |                        |                      |                                 |              |
| Loans from securities finance companies to be repaid within 1 year     | 3,360                  | 2,798                | 0.77                            | _            |
| Total  | 140,885                | 179,048              | _                               | _            |

Note: 1. "Average Interest Rate" is the weighted average interest rate as of March 31, 2014.

2. Long-term borrowing within 5 years after March 31, 2014, is planned as follows:

(Millions of Yen)

| Item                 | Over 1 year and Within 2 years | Over 2 year and Within 3 years | Over 3 year and Within 4 years | Over 4 year and<br>Within 5 years |
|----------------------|--------------------------------|--------------------------------|--------------------------------|-----------------------------------|
| Long-term borrowings | 100                            | 50                             | -                              | _                                 |

## v )Schedule for Provisions

(Millions of Yen)

| lto m  | Balance as of | Increase | Decr          | Balance as of |                |
|--|---------------|----------|---------------|---------------|----------------|
| Item   | April 1, 2013 | Increase | Appropriation | Other         | March 31, 2014 |
| Allowance for doubtful account                         | 1,979         | 154      | 526           | 222           | 1,386          |
| Accrued bonuses  | 112           | 305      | 112           | -             | 305            |
| Reserve for financial products transaction liabilities | 1,100         | 822      | _             | _             | 1,922          |

Note: The decrease of allowance for doubtful account is a reversal from revaluation of the allowance and the collection of the doubtful accounts.

## vi )Assets retirement obligations

The breakdown of asset retirement obligations has been omitted as asset retirement obligations are less than 1/100 of total liabilities and net assets on consolidated balance sheet both as of April 1, 2013, and as of March 31,2014.

# **Breakdown of Major Assets and Liabilities**

# [1] Assets

# i) Cash in hand and at banks

|                     | Book value<br>(Millions of Yen) |  |  |
|---------------------|---------------------------------|--|--|
| Cash in hand        | 1                               |  |  |
| Cash at banks       | 12,165                          |  |  |
| Demand deposits     | 9,930                           |  |  |
| Ordinary deposits   | 2,202                           |  |  |
| Segregated deposits | 33                              |  |  |
| Total               | 12,166                          |  |  |

## ii ) Cash segregated as deposits

|  | Book value<br>(Millions of Yen) |
|--|---------------------------------|
| Trusted money segregated for customers as fiduciary assets                   | 329,000                         |
| Trusted money segregated for customers' foreign exchange margin transactions | 12,700                          |
| Others   | 112                             |
| Total  | 341,812                         |

## iii ) Margin account assets

|   | Book value<br>(Millions of Yen) |  |
|---|---------------------------------|--|
| Loans receivable from customers   | 279,353                         |  |
| Cash deposits as collateral for securities borrowed from securities finance companies | 2,872                           |  |
| Total   | 282,225                         |  |

# [2] Liabilities

## i )Deposits received

|                | Book value<br>(Millions of Yen) |  |
|----------------|---------------------------------|--|
| From customers | 173,874                         |  |
| Others         | 4,197                           |  |
| Total          | 178,071                         |  |

# ii ) Guarantee money received

|   | Book value<br>(Millions of Yen) |  |
|---|---------------------------------|--|
| Guarantee money received concerning margin trading  | 140,940                         |  |
| Guarantee money received concerning futures trading | 18,656                          |  |
| Others  | 17,023                          |  |
| Total   | 176,619                         |  |

# iii )Short-term borrowings

|   | Book value<br>(Millions of Yen) |
|---|---------------------------------|
| Sumitomo Mitsui Banking Corporation       | 24,000                          |
| Sumitomo Mitsui Trust Bank, Limited       | 24,000                          |
| Mizuho Bank, Ltd                          | 17,000                          |
| The Hachijuni Bank, Ltd                   | 5,000                           |
| The Bank of Tokyo-Mitsubishi UFJ, Limited | 5,000                           |
| Resona Bank, Limited                      | 5,000                           |
| Others                                    | 21,000                          |
| Call money                                | 75,000                          |
| Long-term borrowings due within one year  | 100                             |
| Total                                     | 176,100                         |

[2] Others

Quarterly operating revenues and others for the fiscal year ended March 31, 2014

|  | Three months Ended<br>June 30, 2013 | Six months Ended<br>September 30, 2013 | Nine months Ended<br>December 31, 2013 | Year Ended<br>March 31, 2014 |
|--|-------------------------------------|--|--|------------------------------|
| Operating revenues (Millions of Yen)         | 13,152                              | 22,190                                 | 31,363                                 | 39,883                       |
| Income before income taxes (Millions of Yen) | 9,347                               | 15,212                                 | 21,136                                 | 26,348                       |
| Net income<br>(Millions of Yen)              | 5,802                               | 9,435                                  | 13,117                                 | 16,300                       |
| Net income per share (Yen)                   | 22.60                               | 36.75                                  | 51.09                                  | 63.49                        |

|                            | Three months ended<br>June 30, 2013 | Three months ended September 30, 2013 | Three months ended December 31, 2013 | Three months ended<br>March 31, 2014 |
|----------------------------|-------------------------------------|---------------------------------------|--------------------------------------|--------------------------------------|
| Net income per share (Yen) | 22.60                               | 14.15                                 | 14.34                                | 12.40                                |

| <b>2</b> I | Information | on the | <b>Surety</b> | of the | Company |
|------------|-------------|--------|---------------|--------|---------|
|------------|-------------|--------|---------------|--------|---------|

No relevant items.

Note: The Original Annual Securities Report includes the audit reports by PricewaterhouseCoopers Aarata for the consolidated and non-consolidated financial statements for the year ended March 31, 2014.