

Non-consolidated Financial Results
for the Fiscal Year Ended March 31, 2024
(Under Japanese GAAP)

Company name: Matsui Securities Co., Ltd.
Listing: Tokyo Stock Exchange
Securities code: 8628
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Scheduled date of annual general meeting of shareholders: June 23, 2024
Scheduled date to commence dividend payments: June 24, 2024
Scheduled date to file annual securities report: June 17, 2024
Preparation of supplementary material on financial results: Yes
Holding of financial results briefing: Yes

(Yen amounts are rounded to the nearest millions, unless otherwise noted.)

1. Non-consolidated financial results for the fiscal year ended March 31, 2024 (from April 1, 2023 to March 31, 2024)

(1) Non-consolidated operating results

(Percentages indicate year-on-year changes.)

	Operating revenue		Net operating revenue		Operating profit		Ordinary profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year ended								
March 31, 2024	40,207	29.4	35,245	24.0	15,165	33.6	15,054	33.8
March 31, 2023	31,071	1.5	28,415	-3.5	11,349	-11.1	11,253	-12.0

	Profit		Basic earnings per share	Diluted earnings per share	Return on equity	Ratio of ordinary profit to total assets	Ratio of operating profit to operating revenue
	Millions of yen	%	Yen	Yen	%	%	%
Fiscal year ended							
March 31, 2024	9,790	25.2	38.06	37.99	12.9	1.4	37.7
March 31, 2023	7,823	-31.6	30.42	30.37	10.1	1.2	36.5

Reference: Share of profit (loss) of entities accounted for using equity method

For the fiscal year ended March 31, 2024: None

For the fiscal year ended March 31, 2023: None

(2) Non-consolidated financial position

	Total assets	Net assets	Equity-to-asset ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of				
March 31, 2024	1,172,667	76,326	6.5	295.59
March 31, 2023	976,026	76,353	7.8	295.93

Reference: Equity

As of March 31, 2024: 76,054 million yen

As of March 31, 2023: 76,115 million yen

(3) Non-consolidated cash flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Fiscal Year ended				
March 31, 2024	-5,916	-8,883	8,621	76,249
March 31, 2023	-15,530	-4,276	41,921	82,427

2. Cash dividends

	Annual dividends per share					Total cash dividends (Total)	Payout ratio	Ratio of dividends to net assets
	First quarter-end	Second quarter-end	Third quarter-end	Fiscal year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Fiscal year ended March 31, 2023	—	20.00	—	20.00	40.00	10,287	131.5	13.3
Fiscal year ended March 31, 2024	—	20.00	—	20.00	40.00	10,291	105.1	13.5
Fiscal year ending March 31, 2025 (Forecast)	—	—	—	—	—		—	

Note: Forecast of the dividend for the fiscal year ends March 2025 is undecided at the time of filing of this financial results.

*Notes

- (1) Changes in accounting policies, changes in accounting estimates, and restatement
 - 1) Changes in accounting policies due to revisions to accounting standards and other regulations: None
 - 2) Changes in accounting policies due to other reasons: None
 - 3) Changes in accounting estimates: None
 - 4) Restatement : None
- (2) Number of issued shares (common shares)
 - 1) Total number of issued shares at the end of the period (including treasury shares)

Fiscal Year ended March 31, 2024	259,264,702 shares
Fiscal Year ended March 31, 2023	259,264,702 shares
 - 2) Number of treasury shares at the end of the period

Fiscal Year ended March 31, 2024	1,970,709 shares
Fiscal Year ended March 31, 2023	2,059,846 shares
 - 3) Average number of shares outstanding during the period

Fiscal Year ended March 31, 2024	257,252,585 shares
Fiscal Year ended March 31, 2023	257,136,881 shares

*Financial results reports are exempt from audit conducted by certified public accountants or an audit corporation.

*Proper use of earnings forecasts, and other special matters

The business results of securities brokerage companies depend on the market situation considerably, which makes it difficult to forecast the future business results. Accordingly, the Company does not issue such forecast while it discloses its monthly business information instead of such forecasts.

Notice to Readers 1: This document is an English translation of summary information and financial statements with major notes presented in the original Japanese Financial Results ("Kessan Tanshin" dated April 25, 2024).

Notice to Readers 2: This English translation is prepared for reference purposes only and does not constitute any offer or sale of securities or other similar action whether inside or outside Japan. If any questions arise in this document, please refer to the original Japanese Financial Results.

Notice to Readers 3: The accompanying financial statements are prepared in conformity with accounting principles and practices generally accepted in Japan, which are different in certain respects from the application and disclosure requirements of International Financial Reporting Standards. The financial statements are not intended to present the financial position and results of operations in accordance with accounting principles and practices generally accepted in countries and jurisdictions other than Japan.

Part 1. Financial Statements and Major Notes

1. Balance Sheet

	(Millions of yen)	
	Preceding fiscal year (March 31, 2023)	Current fiscal year (March 31, 2024)
Assets		
Current Assets		
Cash and deposits	79,331	72,280
Segregated deposits	553,312	700,212
Money held in trust	3,096	3,969
Trading products	4,034	4,614
Trading securities and other	0	0
Derivatives	4,034	4,614
Trade date accrual	15	20
Margin transaction assets	280,058	322,388
Margin loans	275,075	311,624
Cash collateral provided for securities borrowed in margin transactions	4,983	10,763
Loans secured by securities	25,905	28,218
Cash collateral provided for securities borrowed	25,905	28,218
Advances paid	80	70
Advances paid for customers	79	70
Other advances paid	0	0
Deposits paid for underwritten offering, etc.	453	2,013
Short-term guarantee deposits	8,109	11,585
Advance payments	2	4
Prepaid expenses	282	307
Accounts receivable – other	86	141
Accrued revenue	6,309	6,648
Other	197	-
Allowance for doubtful accounts	(23)	(16)
Total current assets	961,244	1,152,453
Non-current assets		
Property, plant and equipment	1,365	1,806
Buildings, net	328	349
Equipment	1,037	1,457
Intangible assets	7,882	8,805
Software	7,882	8,805
Other	0	0
Investments and other assets	5,535	9,603
Investment securities	2,886	6,649
Investments in capital	8	8
Long-term loans receivable	352	315
Guarantee deposits	669	740
Long-term prepaid expenses	109	116
Deferred tax assets	1,632	1,821
Long-term receivables	912	761
Other	86	85
Allowance for doubtful accounts	(1,118)	(893)
Total non-current assets	14,782	20,214
Total assets	976,026	1,172,667

	(Millions of yen)	
	Preceding fiscal year (March 31, 2023)	Current fiscal year (March 31, 2024)
Liabilities		
Current liabilities		
Trading products	334	979
Derivatives	334	979
Margin transaction liabilities	53,937	96,026
Margin borrowings	10,260	42,861
Cash received for securities sold in margin transactions	43,677	53,164
Borrowings secured by securities	39,452	38,106
Cash collateral received for securities lent	39,452	38,106
Deposits received	326,031	425,836
Deposits from customers	319,522	408,629
Deposits received for underwritten offering, etc.	79	-
Other deposits received	6,429	17,207
Guarantee deposits received	250,827	285,297
Payables for securities to receive over due for delivery	11	-
Short-term borrowings	219,900	238,900
Unearned revenue	68	17
Accounts payable – other	1,717	623
Accrued expenses	1,746	2,420
Income taxes payable	1,858	3,144
Provision for bonuses	304	325
Other	4	206
Total current liabilities	896,189	1,091,878
Non-current liabilities		
Long-term borrowings	150	50
Other	236	281
Total non-current liabilities	386	331
Reserves under special laws		
Reserve for financial instruments transaction liabilities	3,098	4,133
Total reserves under special laws	3,098	4,133
Total liabilities	899,673	1,096,342
Net assets		
Shareholders' equity		
Share capital	11,945	11,945
Capital surplus		
Legal capital surplus	9,793	9,793
Other capital surplus	10	13
Total capital surplus	9,803	9,805
Retained earnings		
Legal retained earnings	159	159
Other retained earnings		
Retained earnings brought forward	55,743	55,244
Total retained earnings	55,902	55,403
Treasury shares	(1,557)	(1,490)
Total shareholders' equity	76,092	75,663
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	23	391
Total valuation and translation adjustments	23	391
Share acquisition rights	238	271
Total net assets	76,353	76,326
Total liabilities and net assets	976,026	1,172,667

2. Statement of Income

	(Millions of yen)	
	Preceding fiscal year (From April 1, 2022 to March 31, 2023)	Current fiscal year (From April 1, 2023 to March 31, 2024)
Operating revenue		
Commission received	16,067	20,390
Brokerage commission	15,157	19,368
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	53	70
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	0	0
Other commission received	857	952
Net trading income	2,345	3,157
Financial revenue	12,659	16,660
Total operating revenue	31,071	40,207
Financial expenses	2,656	4,961
Net operating revenue	28,415	35,245
Selling, general and administrative expenses		
Trading related expenses	5,636	6,682
Personnel expenses	3,239	3,589
Real estate expenses	928	991
Office expenses	4,141	4,925
Depreciation	2,540	3,193
Taxes and dues	360	443
Provision of allowance for doubtful accounts	(12)	(10)
Other	233	266
Total selling, general and administrative expenses	17,067	20,080
Operating profit	11,349	15,165
Non-operating income		
Dividend income	7	7
Gain on investments in investment partnerships	50	57
Other	23	19
Total non-operating income	79	83
Non-operating expenses		
Loss on investments in investment partnerships	161	182
Other	14	12
Total non-operating expenses	175	194
Ordinary profit	11,253	15,054
Extraordinary income		
Gain on sale of non-current assets	-	0
Gain on sale of investment securities	-	35
Gain on redemption of investment securities	18	-
Total extraordinary income	18	35
Extraordinary losses		
Loss on sale and retirement of non-current assets	33	10
Provision of reserve for financial instruments transaction liabilities	28	1,035
Total extraordinary losses	61	1,045
Profit before income taxes	11,209	14,043
Income taxes – current	3,274	4,605
Income taxes – deferred	112	(352)
Total income taxes	3,386	4,253
Profit	7,823	9,790

3. Statement of changes in equity

Preceding fiscal year (From April 1, 2022 to March 31, 2023)

(Millions of yen)

	Shareholders' equity						
	Share capital	Capital surplus			Retained earnings		
		Legal capital surplus	Other capital surplus	Total capital surplus	Legal retained earnings	Other Retained earnings	Total retained earnings
					Retained earnings brought forward		
Balance at beginning of period	11,945	9,793	7	9,799	159	58,205	58,364
Changes during period							
Dividends of surplus						(10,285)	(10,285)
Profit						7,823	7,823
Disposal of treasury shares			3	3			
Net changes in items other than shareholders' equity							
Total changes during period	-	-	3	3	-	(2,462)	(2,462)
Balance at end of period	11,945	9,793	10	9,803	159	55,743	55,902

	Shareholders' equity		Valuation and translation adjustments		Share acquisition rights	Total net assets
	Treasury shares	Total shareholders' equity	Valuation difference on available-for-sale securities	Total valuation and translation adjustments		
Balance at beginning of period	(1,642)	78,466	16	16	236	78,719
Changes during period						
Dividends of surplus		(10,285)				(10,285)
Profit		7,823				7,823
Disposal of treasury shares	85	88				88
Net changes in items other than shareholders' equity			6	6	2	8
Total changes during period	85	(2,374)	6	6	2	(2,366)
Balance at end of period	(1,557)	76,092	23	23	238	76,353

Current fiscal year (From April 1, 2023 to March 31, 2024)

(Millions of yen)

	Shareholders' equity						
	Share capital	Capital surplus			Retained earnings		
		Legal capital surplus	Other capital surplus	Total capital surplus	Legal retained earnings	Other Retained earnings	Total retained earnings
					Retained earnings brought forward		
Balance at beginning of period	11,945	9,793	10	9,803	159	55,743	55,902
Changes during period							
Dividends of surplus						(10,289)	(10,289)
Profit						9,790	9,790
Purchase of treasury shares							
Disposal of treasury shares			3	3			
Net changes in items other than shareholders' equity							
Total changes during period	-	-	3	3	-	(499)	(499)
Balance at end of period	11,945	9,793	13	9,805	159	55,244	55,403

	Shareholders' equity		Valuation and translation adjustments		Share acquisition rights	Total net assets
	Treasury shares	Total shareholders' equity	Valuation difference on available-for-sale securities	Total valuation and translation adjustments		
Balance at beginning of period	(1,557)	76,092	23	23	238	76,353
Changes during period						
Dividends of surplus		(10,289)				(10,289)
Profit		9,790				9,790
Purchase of treasury shares	(0)	(0)				(0)
Disposal of treasury shares	68	70				70
Net changes in items other than shareholders' equity			368	368	33	402
Total changes during period	67	(429)	368	368	33	(27)
Balance at end of period	(1,490)	75,663	391	391	271	76,326

4. Statement of Cash Flows

	(Millions of yen)	
	Preceding fiscal year (From April 1, 2022 to March 31, 2023)	Current fiscal year (From April 1, 2023 to March 31, 2024)
Cash flows from operating activities		
Profit (loss) before income taxes	11,209	14,043
Depreciation	2,540	3,193
Increase (decrease) in allowance for doubtful accounts	(221)	(232)
Increase (decrease) in provision for bonuses	(5)	21
Increase (decrease) in reserve for financial instruments transaction liabilities	28	1,035
Interest and dividend income	(12,519)	(16,518)
Interest expenses	2,582	4,895
Loss (gain) on sale and retirement of non-current assets	33	10
Loss (gain) on sale of investment securities	-	(35)
Loss (gain) on redemption of investment securities	(18)	-
Decrease (increase) in segregated deposits	(22,800)	(146,900)
Decrease (increase) in trading products - assets (liabilities)	(1,674)	65
Decrease (increase) in trade date accrual	9	(5)
Decrease/increase in margin transaction assets/liabilities	(37,803)	(241)
Decrease (increase) in loans secured by securities	(3,469)	(2,314)
Decrease/increase in advance paid/deposits received	16,535	99,814
Increase (decrease) in borrowings secured by securities	18,043	(1,346)
Increase (decrease) in guarantee deposits received	5,835	34,470
Decrease (increase) in short-term guarantee deposits	994	(3,476)
Other, net	111	(792)
Subtotal	(20,588)	(14,310)
Interest and dividends received	11,436	16,232
Interest paid	(2,160)	(4,467)
Income taxes paid	(4,218)	(3,370)
Net cash provided by (used in) operating activities	(15,530)	(5,916)
Cash flows from investing activities		
Purchase of property, plant and equipment	(496)	(658)
Proceeds from sale of property, plant and equipment	151	0
Purchase of intangible assets	(2,967)	(4,900)
Purchase of investment securities	(1,192)	(3,496)
Proceeds from sale of investment securities	-	52
Proceeds from redemption of investment securities	118	-
Other, net	110	119
Net cash provided by (used in) investing activities	(4,276)	(8,883)
Cash flows from financing activities		
Net increase (decrease) in short-term borrowings	52,000	19,000
Proceeds from long-term borrowings	300	-
Repayments of long-term borrowings	(100)	(100)
Purchase of treasury shares	-	(0)
Proceeds from exercise of employee share options	0	0
Dividends paid	(10,279)	(10,279)
Net cash provided by (used in) financing activities	41,921	8,621
Effect of exchange rate change on cash and cash equivalents	(1)	1
Net increase (decrease) in cash and cash equivalents	22,114	(6,177)
Cash and cash equivalents at beginning of period	60,312	82,427
Cash and cash equivalents at end of period	82,427	76,249

5. Notes on Financial Statements

1) (Notes - Uncertainties of entity's ability to continue as going concern)

Not applicable.

2) (Notes - Segment information)

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

3) (Notes - Equity in earnings (losses) of affiliates if equity method is applied)

Not applicable.

4) (Notes - Per share information)

Current fiscal year (From April 1, 2023 to March 31, 2024)	
Net assets per share	295.59 Yen
Basic earnings per share	38.06 Yen
Diluted earnings per share	37.99 Yen

*Note: Calculation basis

Basic earnings per share and diluted earnings per share

Items	Current fiscal year (From April 1, 2023 to March 31, 2024)
Basic earnings per share	
Profit (Millions of yen)	9,790
Profit not attributed to common stock (Millions of yen)	-
Profit attributed to common stock (Millions of yen)	9,790
Average number of shares of common stock outstanding (Shares)	257,252,585
Diluted earnings per share	
Increase of common stock (Shares)	485,936
(Of the above, subscription right to shares (Shares))	(485,936)
Outline of share acquisition rights or others without dilution effects which are not considered in the calculation of diluted earnings per share	-

5) (Notes - Significant events after reporting period)

Not applicable.