

2Q Ending March 31, 2021

Results Briefing

The objective of the document is to provide information on the results of the 2nd quarter fiscal year ending March 31, 2021 and not to offer investments in securities issued by Okasan Securities Group Inc.

The document has been prepared based on data as of the end of September 2020. Okasan Securities Group Inc. does not accept responsibility for any omissions or errors in data, statements, etc. in this document.

The opinions and forecasts included in the document are based on our judgments at the time of writing.

We make no guarantees regarding the accuracy or completeness of the information, which is subject to change without notice.

October 29, 2020

OKASAN SECURITIES GROUP INC.



Outline

1 Business Results Overviews (Consolidated)

▪ Financial highlights of the 2nd quarter fiscal year ending March 2021	3
▪ Performance by quarter (Consolidated)	4
▪ Operating Revenues	5
▪ Fees and Commissions Recived	6
▪ Fees and Commissions Received by Category	7
▪ Net Trading Income	8
▪ SG&A : Selling, General and Administrative Expenses	9
▪ Assets under custody (Consolidated)	10
▪ Group status	11
▪ Statement of Income	12
▪ Balance Sheet Summary	13

2 Reference Data

▪ Performance by quarter (non-consolidated: Okasan Securities)	15
▪ Investment trusts / Foreign bonds (non-consolidated: Okasan Securities)	16
▪ Number of accounts (non-consolidated: Okasan Securities)	17
▪ Assets under custody / Net inflow of assets (non-consolidated: Okasan Securities)	18
▪ Capital Adequacy Requirement Ratio (non-consolidated: Okasan Securities)	19
▪ (Reference Data) Okasan Online Securities Data	20
▪ (Reference Data) Okasan Asset Management Data	21
▪ Group Topics	22

1 *Business Results Overviews (Consolidated)*

Financial highlights of the 2nd quarter fiscal year ending March 2021

<Year-on-year comparison (vs. 2nd quarter of the fiscal year ended March 2020)>

- Both revenues and profits increased on a consolidated basis in the 2nd quarter
- Operating revenues rose 2.3% year on year (YoY). Over the same period, net operating revenues rose 2.0%.
Both domestic and foreign stock markets recovered rapidly from the sharp drop in March. Fees, commissions, and trading profits from overseas stocks drove revenue growth.
Trading volumes in overseas stocks were higher than ever before.
- Selling, general, and administrative expenses fell 4.1% over the same period due to lower trading-related and personnel expenses.
Ordinary income increased approximately 3.7-fold.
- Net income attributable to owners of parent was 1,561 million yen due to factors including the recording of reversal of security transaction responsibility reserve.

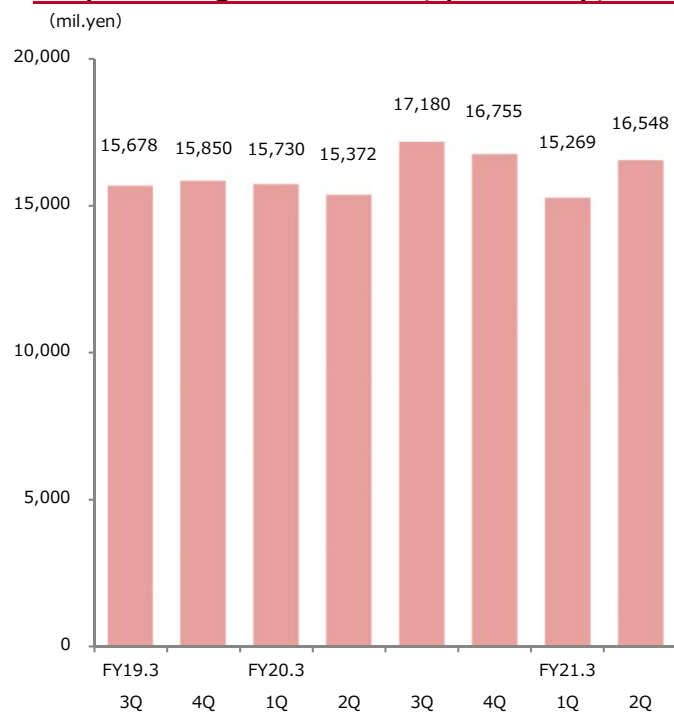
	(In millions of yen)			(In millions of yen)						
	FY20.3 2QTOTAL	FY21.3 2QTOTAL	vs.FY20.3 2QTOTAL	1Q	FY20.3		3Q	4Q	FY21.3	
Operating revenues	31,102	31,817	2.3%	15,730	15,372	17,180	16,755	15,269	16,548	8.4%
Net operating revenues	30,631	31,249	2.0%	15,509	15,121	16,921	16,500	14,990	16,258	8.5%
SG&A	30,842	29,589	-4.1%	15,508	15,334	15,546	15,590	14,673	14,915	1.6%
Operating income	-211	1,660	-	1	-212	1,374	909	316	1,343	324.0%
Ordinary income	641	2,390	272.3%	221	420	3,357	1,488	549	1,840	234.7%
Profit attributable to owners of	-223	1,561	-	-137	-85	4,160	-310	526	1,035	96.7%
EPS (YEN)	-1.13	7.90	-	-0.69	-0.43	21.04	-1.57	2.66	5.23	-
BPS (YEN)	753.15	817.49	-	738.69	753.15	806.79	787.78	799.74	817.49	-
ROE (annualized)	-	2.0%	-							

Performance by quarter (Consolidated)

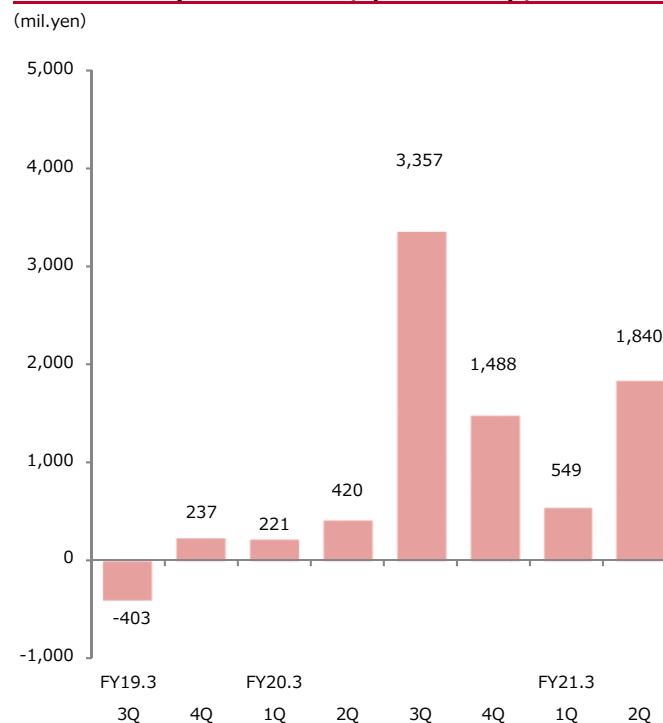
<Compared to previous quarter (vs. 1st quarter of fiscal year ended March 2021)>

- Operating revenues rose 8.4% from the previous quarter. Net operating revenues climbed 8.5%.
Compared to 1Q, the rebound in Japanese stocks was gentler, and the rise in brokerage commissions from individual customers stalled. However, with US stocks continuing to perform well, transactions in foreign stocks from domestic branches, orders for which had been suspended in April-May, resumed in June. Trading profits from overseas stocks helped push up revenues. Sales of investment trusts and foreign bonds declined compared to 1Q. Management fees rose from 1Q.
- Selling, general, and administrative expenses increased 1.6%. Ordinary income increased approximately 3.3 fold.
- Net income attributable to owners of parent jumped 96.7% to 1,035 million yen.

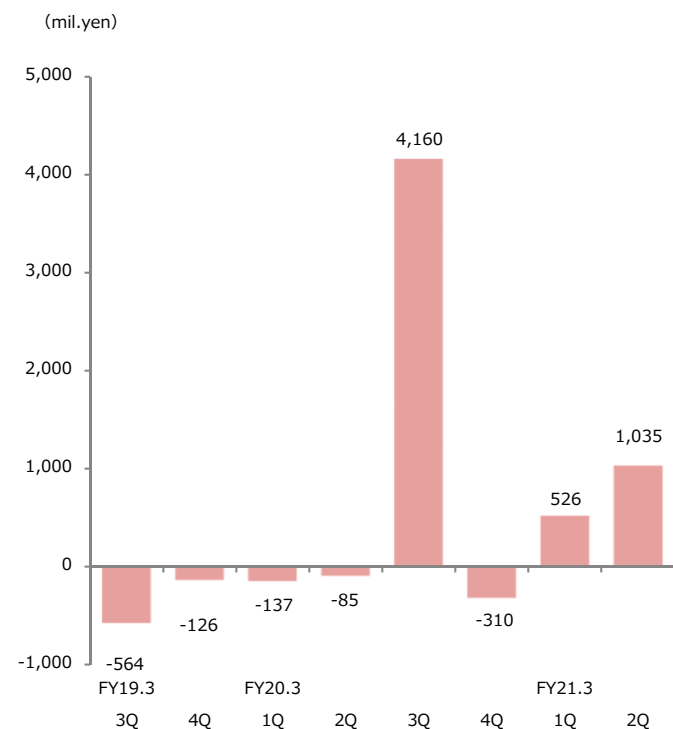
Operating revenues (quarterly)



Ordinary income (quarterly)



Profit attributable to owners of parent (quarterly)



Operating Revenues

(In millions of yen)

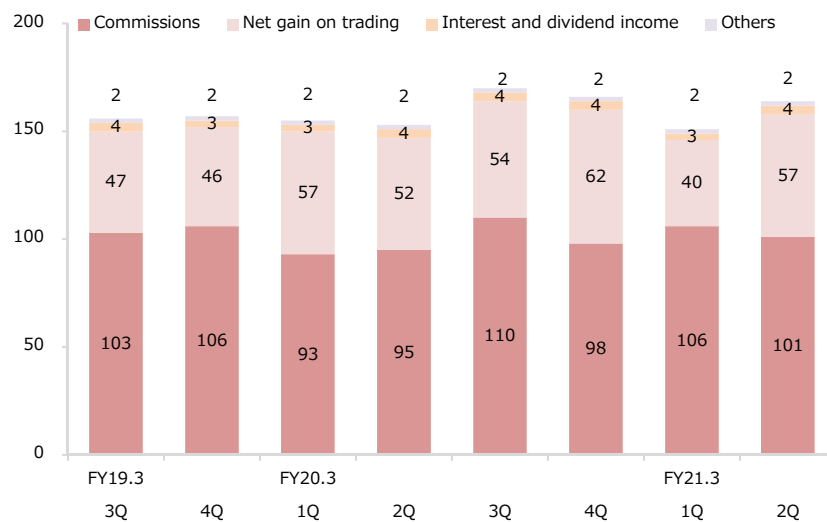
	FY20.3	FY21.3	vs.FY20.3
	2QTOTAL	2QTOTAL	2QTOTAL
Commissions	18,863	20,782	10.2%
Brokerage	6,501	10,835	66.7%
Underwriting	173	207	19.7%
Distribution	4,731	3,223	-31.9%
Others	7,457	6,517	-12.6%
Net gain on trading	10,984	9,819	-10.6%
Equities	4,546	6,023	32.5%
Bonds	6,438	3,799	-41.0%
Others	-0	-3	-
Interest and dividend income	810	779	-3.9%
Others	444	436	-1.8%
Operating revenues	31,102	31,817	2.3%

(In millions of yen)

	FY20.3				FY21.3		vs.FY21.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q
	9,350	9,513	11,029	9,839	10,610	10,171	-4.1%
	3,335	3,165	4,137	4,294	5,669	5,165	-8.9%
	73	99	155	56	45	161	256.4%
	2,210	2,520	3,127	1,879	1,716	1,506	-12.2%
	3,730	3,727	3,609	3,609	3,179	3,337	5.0%
	5,779	5,204	5,455	6,256	4,081	5,738	40.6%
	2,267	2,279	2,785	3,175	1,924	4,098	112.9%
	3,503	2,935	2,953	2,614	2,229	1,570	-29.6%
	9	-10	-283	466	-73	69	-
	376	434	459	431	364	414	13.5%
	224	219	236	226	212	223	5.2%
	15,730	15,372	17,180	16,755	15,269	16,548	8.4%

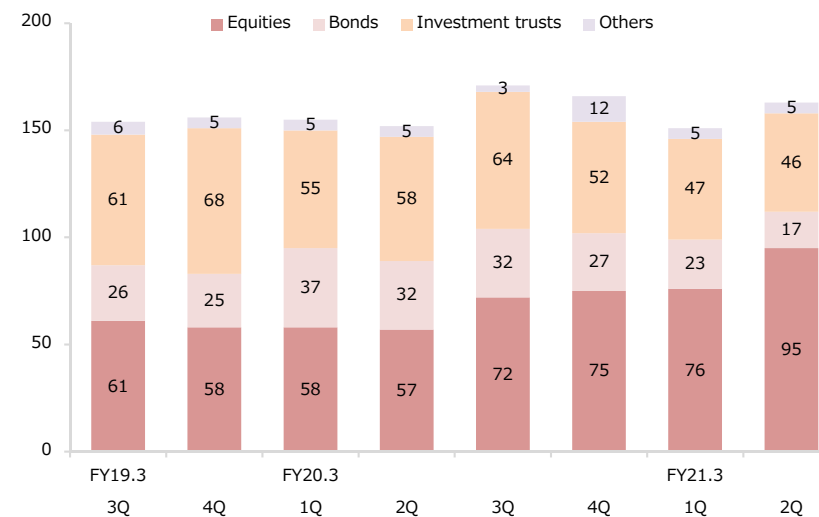
Quarterly change in operating revenues

(100mil.yen)



Quarterly change in operating revenues by product

(100mil.yen)



Fees and Commissions Received

<Compared to previous quarter>

Brokerage commissions fell 8.9% from the previous quarter. Compared to 1Q, the rebound in Japanese stocks was gentler, and trading volumes from individual investors treaded water.

Underwriting fees were 3.6 times higher. Thanks to some large deals, the value underwritten increased.

Distribution commissions fell 12.2% due to lower sales of investment trusts.

Other commissions rose 5.0% from the previous quarter due to increased trust fees and other factors.

<<Year-on-year comparison (cumulative)>

Brokerage commissions rose 66.7% YoY. Transactions in both domestic and foreign stocks increased substantially, and especially among individuals.

Underwriting fees climbed 19.7% YoY.

Distribution commissions fell 31.9% due to lower sales of investment trusts.

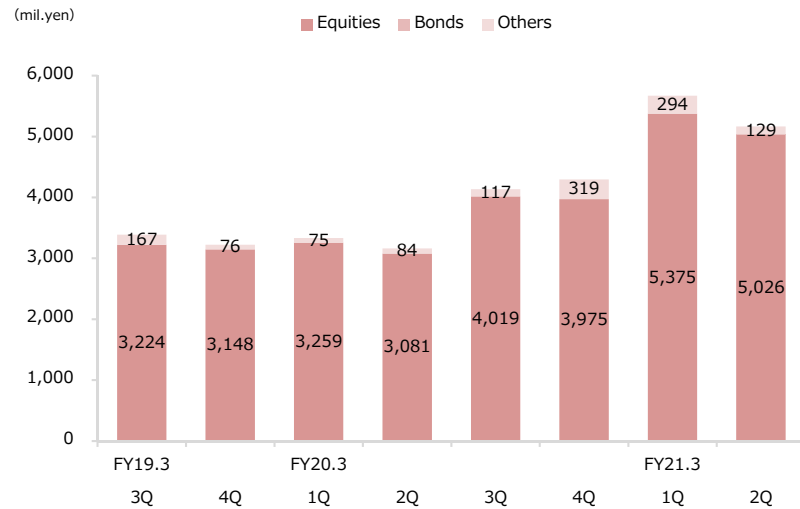
Other commissions dropped 12.6% due to decreased trust fees.

	(In millions of yen)			(In millions of yen)							
	FY20.3	FY21.3	vs.FY20.3	FY20.3				FY21.3			vs.FY21.3
	2QTOTAL	2QTOTAL	2QTOTAL	1Q	2Q	3Q	4Q	1Q	2Q	1Q	
Brokerage	6,501	10,835	66.7%	3,335	3,165	4,137	4,294	5,669	5,165	-8.9%	
Equities	6,341	10,401	64.0%	3,259	3,081	4,019	3,975	5,375	5,026	-6.5%	
Bonds	0	9	※ -	0	0	0	0	0	9	※ -	
Others	159	423	165.6%	75	84	117	319	294	129	-55.8%	
Underwriting	173	207	19.7%	73	99	155	56	45	161	256.4%	
Equities	35	113	219.3%	16	18	84	32	13	99	655.6%	
Bonds	137	93	-31.8%	56	80	71	23	32	61	92.2%	
Distribution	4,731	3,223	-31.9%	2,210	2,520	3,127	1,879	1,716	1,506	-12.2%	
Beneficiary Certificates	4,552	3,200	-29.7%	2,131	2,421	3,094	1,864	1,712	1,488	-13.1%	
Others	7,457	6,517	-12.6%	3,730	3,727	3,609	3,609	3,179	3,337	5.0%	
Beneficiary Certificates	6,732	5,838	-13.3%	3,393	3,338	3,255	3,102	2,814	3,024	7.4%	
Total	18,863	20,782	10.2%	9,350	9,513	11,029	9,839	10,610	10,171	-4.1%	

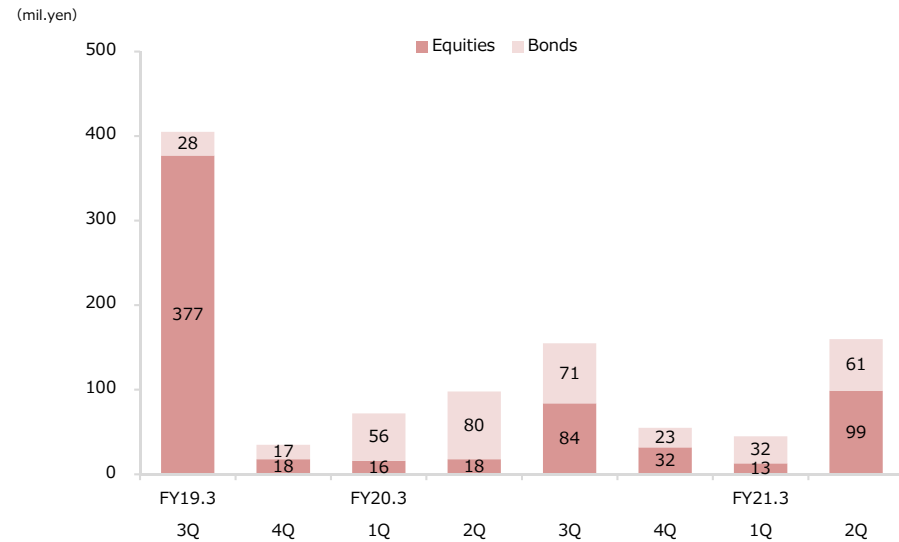
※) In case of percentage changes from the previous year being equal to or higher than 1,000%, they are not shown.

Fees and Commissions Received by Category

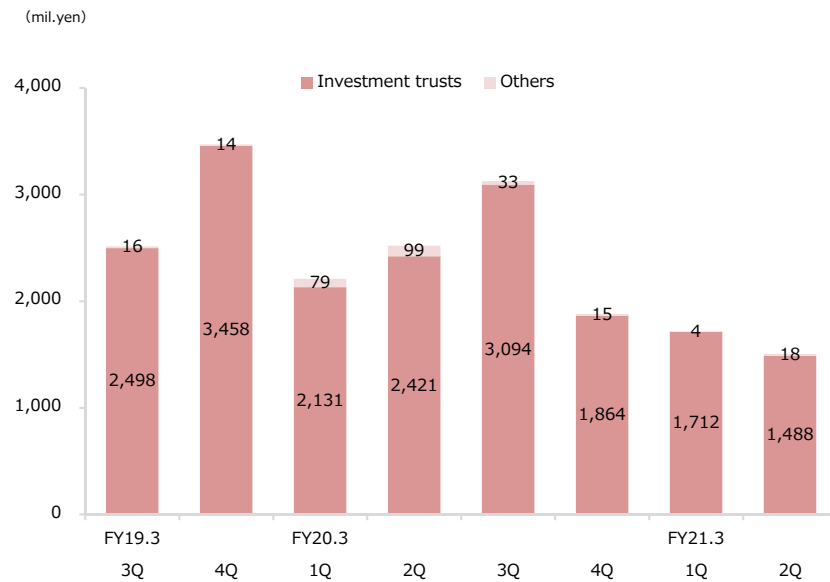
Brokerage



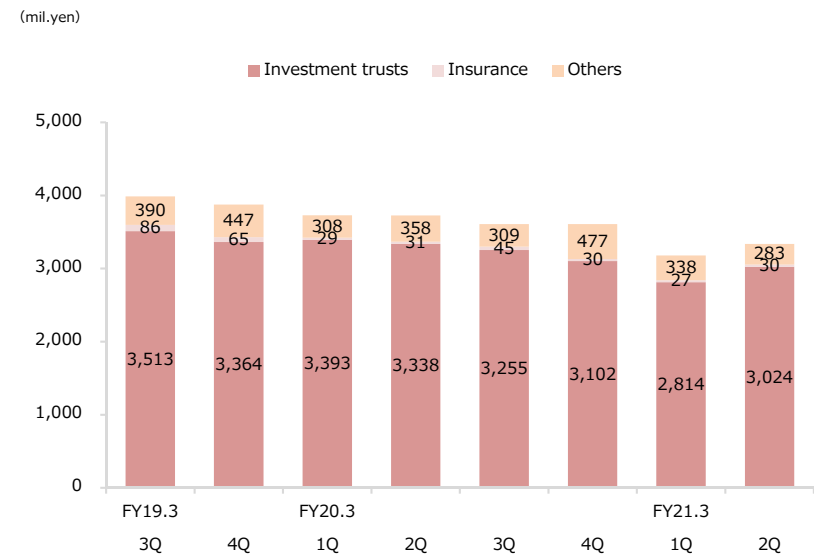
Underwriting



Distribution



Others



Net Trading Income

(In millions of yen)

	FY20.3	FY21.3	vs.FY20.3
	2QTOTAL	2QTOTAL	2QTOTAL
Equities	4,546	6,023	32.5%
Domestic equities	25	607	※ -
Foreign equities	4,521	5,415	19.8%
Bonds and others	6,438	3,799	-41.0%
Domestic bonds	725	883	21.9%
Foreign bonds	5,713	2,915	-49.0%
Others	-0	-3	-
Net gain on trading	10,984	9,819	-10.6%

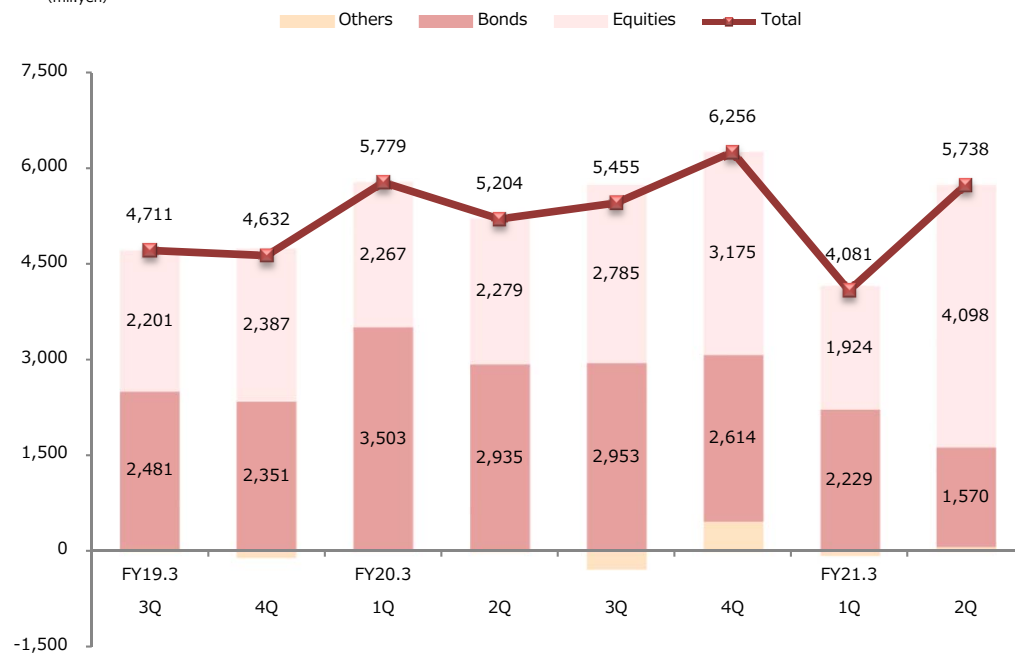
(In millions of yen)

	FY20.3				FY21.3			vs.FY21.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q	
	2,267	2,279	2,785	3,175	1,924	4,098	112.9%	
	-18	44	158	179	262	345	31.8%	
	2,286	2,235	2,626	2,995	1,662	3,752	125.7%	
	3,503	2,935	2,953	2,614	2,229	1,570	-29.6%	
	381	343	262	311	470	413	-11.9%	
	3,121	2,591	2,690	2,303	1,759	1,156	-34.3%	
	9	-10	-283	466	-73	69	-	
	5,779	5,204	5,455	6,256	4,081	5,738	40.6%	

※) In case of percentage changes from the previous year being equal to or higher than 1,000%, they are not shown.

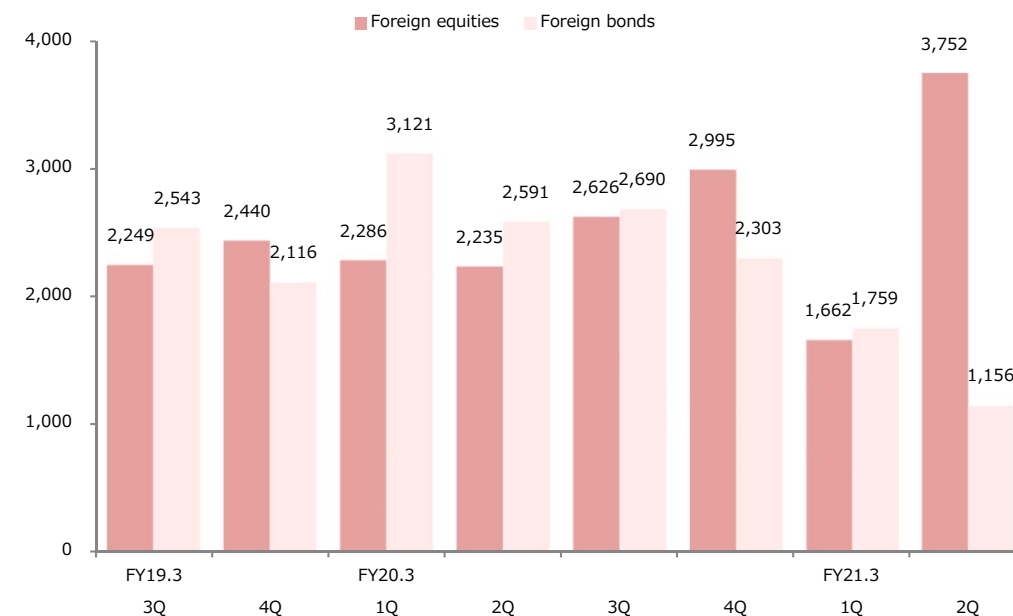
Net gain by Products

(mil.yen)



Net gain from foreign equities and bonds

(mil.yen)



SG&A : Selling, General and Administrative Expenses

<Compared to previous quarter>

Selling, general, and administrative expenses grew 1.6% from the previous quarter.

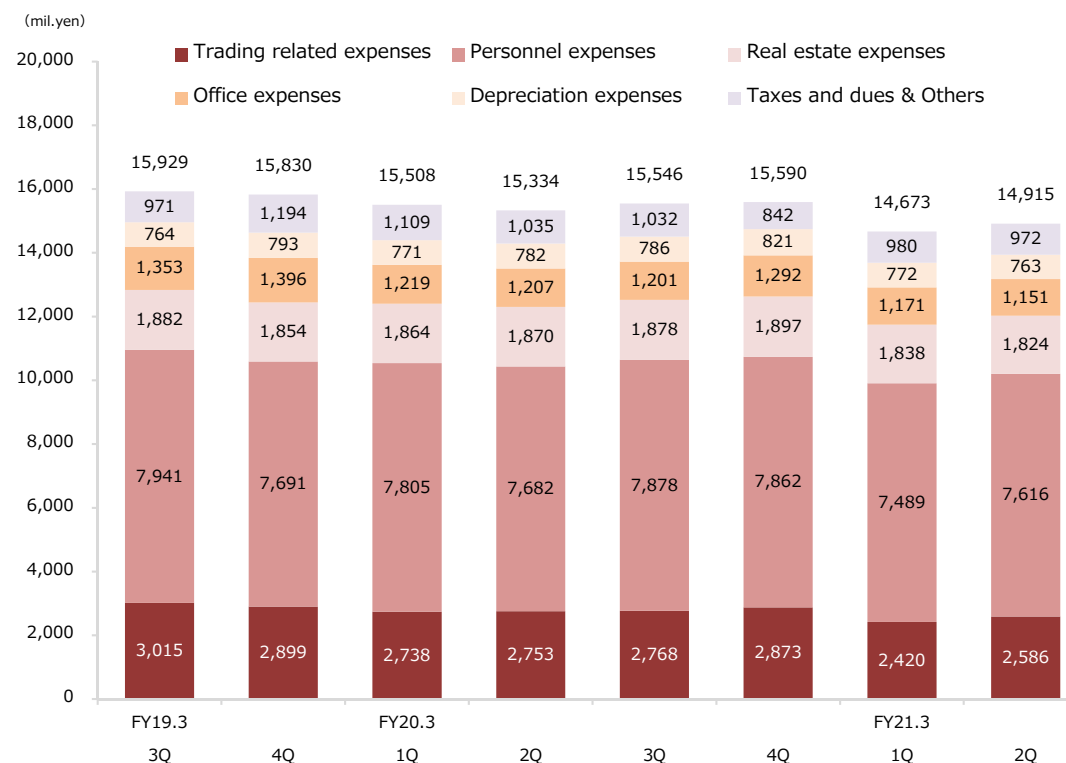
- Trading-related expenses rose 6.9% over the same period due to an increase commissions paid due to growth in trading volumes.

<Year-on-year comparison (cumulative)>

Selling, general, and administrative expenses were down 4.1% YoY, due mainly to factors such as lower trading-related expenses and personnel expenses.

- Trading-related expenses were down 8.8% YoY due to lower commission expenses and advertising expenses.
- Personnel expenses were down 2.5% YoY. Real estate expenses were down 1.9% YoY.
- Office expenses were down 4.3% YoY. Depreciation expenses were down 1.2% YoY.
- Other expenses were down 16.7% YoY. Contributing factors included lower research expenses and human resource development expenses.

Change in net operating revenues and SG&A



(In millions of yen)

	FY20.3	FY21.3	vs.FY20.3
	2QTOTAL	2QTOTAL	2QTOTAL
Trading related expenses	5,492	5,007	-8.8%
Personnel expenses	15,487	15,105	-2.5%
Real estate expenses	3,735	3,663	-1.9%
Office expenses	2,427	2,322	-4.3%
Depreciation expenses	1,553	1,536	-1.2%
Taxes and dues	400	499	24.6%
Others	1,745	1,454	-16.7%
SG&A	30,842	29,589	-4.1%

(In millions of yen)

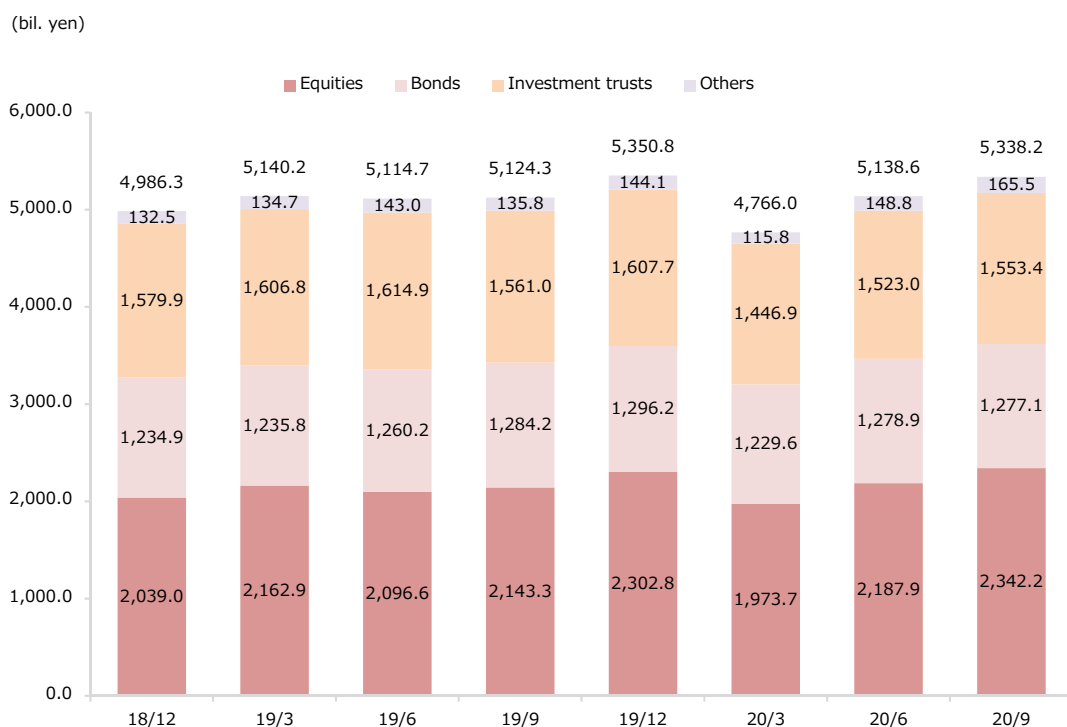
	FY20.3				FY21.3		vs.FY21.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q
Trading related expenses	2,738	2,753	2,768	2,873	2,420	2,586	6.9%
Personnel expenses	7,805	7,682	7,878	7,862	7,489	7,616	1.7%
Real estate expenses	1,864	1,870	1,878	1,897	1,838	1,824	-0.7%
Office expenses	1,219	1,207	1,201	1,292	1,171	1,151	-1.7%
Depreciation expenses	771	782	786	821	772	763	-1.3%
Taxes and dues	244	156	261	72	243	256	5.4%
Others	865	879	771	770	737	716	-2.9%
SG&A	15,508	15,334	15,546	15,590	14,673	14,915	1.6%

Assets under custody (Consolidated)

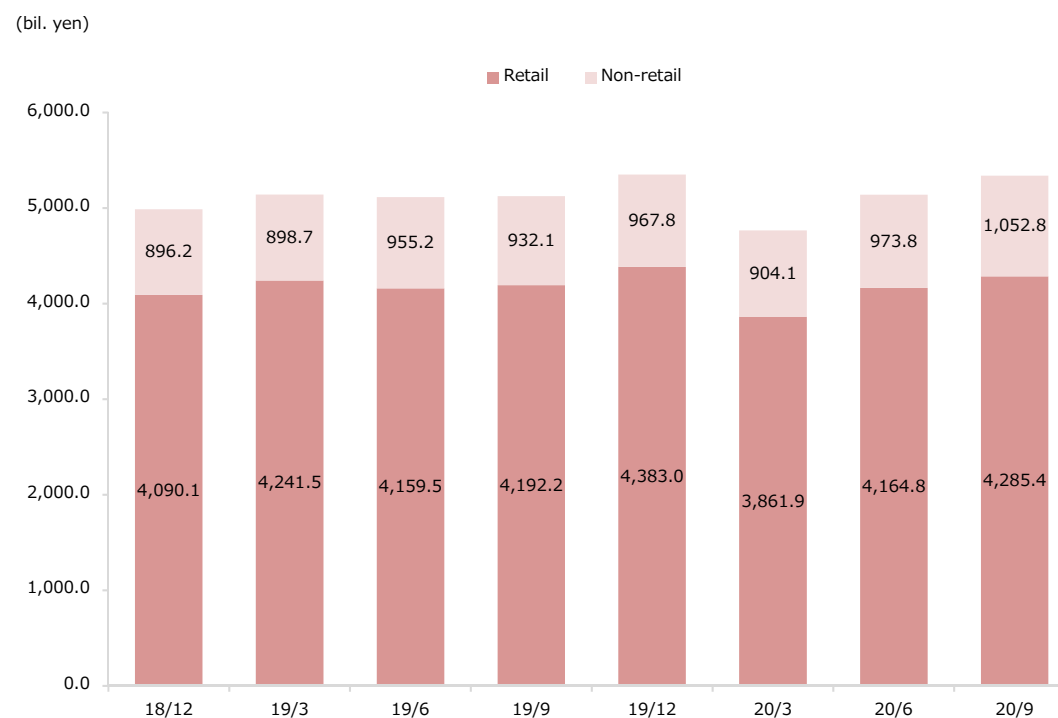
<Compared to the end of the previous fiscal year (vs. the end of March 2020)>

- On a consolidated basis, customers' assets under custody increased 572.2 billion yen from the end of the previous fiscal year to 5,338.2 billion yen.
- The balance of assets under custody swelled in response to large-scale recovery from the market downturn caused by the COVID-19 pandemic. Current balances grew significantly, centered in particular on equities.

Assets under Custody



Retail Assets under Custody



Group status

Results by segment

Operating revenues

(In millions of yen)

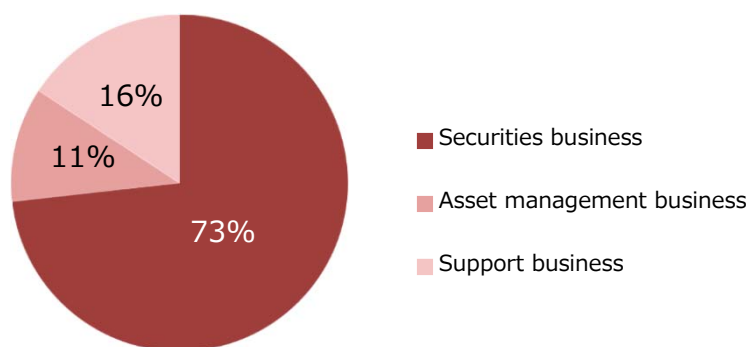
	FY20.3	FY21.3	vs.FY20.3
	2QTOTAL	2QTOTAL	2QTOTAL
Securities business	27,177	28,799	6.0%
Asset management business	5,388	4,320	-19.8%
Support business	6,178	6,194	0.3%

Segment income(loss)

(In millions of yen)

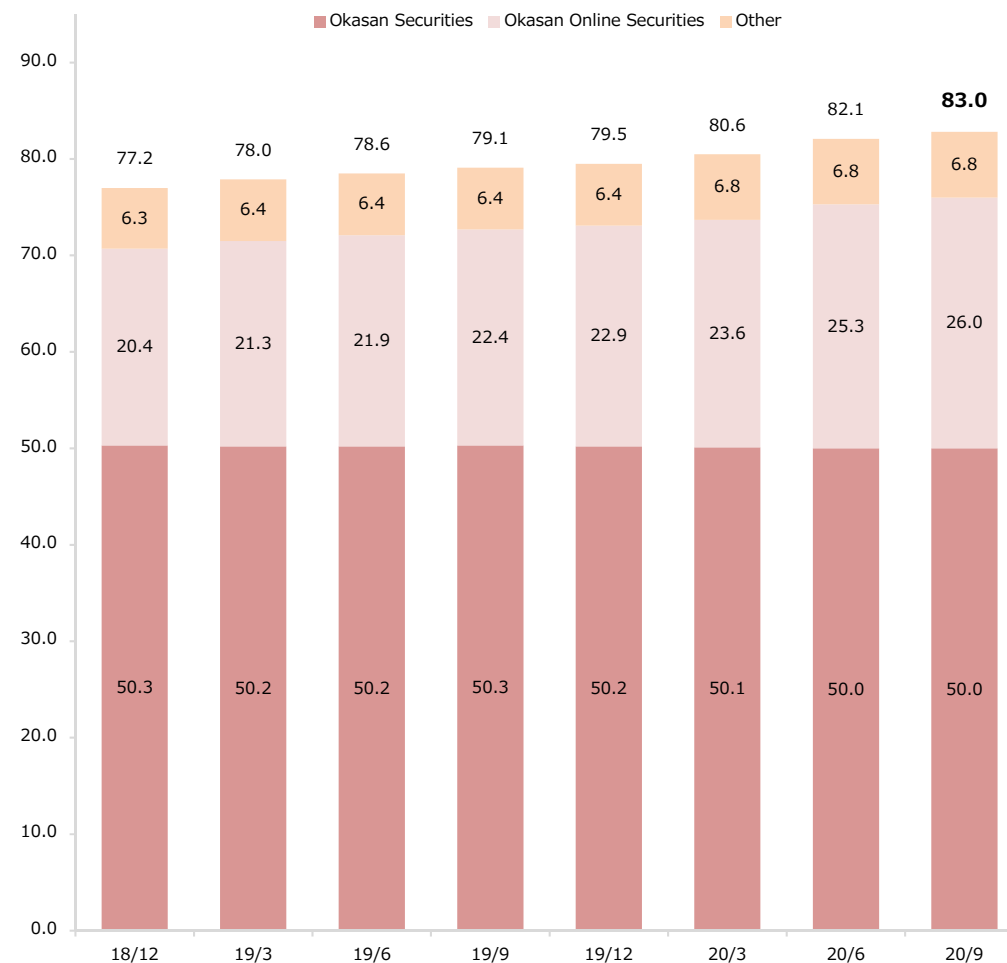
	FY20.3	FY21.3	vs.FY20.3
	2QTOTAL	2QTOTAL	2QTOTAL
Securities business	-858	1,288	-
Asset management business	474	103	-78.2%
Support business	608	627	3.0%

Operating revenues



Number of accounts in the Group

(10,000 accounts)



Statement of Income

(In millions of yen)

	FY20.3	FY21.3	vs.FY20.3
	2QTOTAL	2QTOTAL	2QTOTAL
Operating revenues	31,102	31,817	2.3%
Commissions	18,863	20,782	10.2%
Net gain on trading	10,984	9,819	-10.6%
Interest and dividend income	810	779	-3.9%
Service fee and other revenues	444	436	-1.8%
Interest expenses	471	567	20.4%
Net operating revenues	30,631	31,249	2.0%
SG&A	30,842	29,589	-4.1%
Operating income	-211	1,660	-
Non-operating income	944	845	-10.4%
Non-operating expenses	90	115	27.5%
Ordinary income	641	2,390	272.3%
Extraordinary gain	37	228	518.1%
Extraordinary loss	269	165	-38.4%
Net profit, before taxes	409	2,453	498.6%
Income taxes	475	544	14.5%
Adjustment amount for income taxes	-178	192	-
Net profit	112	1,716	※ -
Profit attributable to non-controlling interests	335	154	-54.0%
Profit attributable to owners of parent	-223	1,561	-

(In millions of yen)

	FY20.3				FY21.3		vs.FY21.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q
	15,730	15,372	17,180	16,755	15,269	16,548	8.4%
	9,350	9,513	11,029	9,839	10,610	10,171	-4.1%
	5,779	5,204	5,455	6,256	4,081	5,738	40.6%
	376	434	459	431	364	414	13.5%
	224	219	236	226	212	223	5.2%
	220	251	259	254	278	289	3.7%
	15,509	15,121	16,921	16,500	14,990	16,258	8.5%
	15,508	15,334	15,546	15,590	14,673	14,915	1.6%
	1	-212	1,374	909	316	1,343	324.0%
	265	679	1,997	622	267	577	115.9%
	45	45	14	43	34	80	133.0%
	221	420	3,357	1,488	549	1,840	234.7%
	12	24	1,596	28	228	0	-99.9%
	62	207	-177	804	69	95	37.0%
	171	238	5,131	712	708	1,744	146.2%
	223	251	296	532	194	350	80.2%
	-92	-86	621	416	-81	274	-
	40	72	4,212	-236	596	1,120	87.9%
	177	158	51	74	69	84	21.1%
	-137	-85	4,160	-310	526	1,035	96.7%

※) In case of percentage changes from the previous year being equal to or higher than 1,000%, they are not shown.

Balance Sheet Summary

(In millions of yen)

	FY20.3	FY21.3	vs. FY20.3
	4Q	2Q	4Q
Current assets	368,731	406,871	38,140
Cash and deposits	70,538	79,458	8,920
Cash segregated as deposits	88,160	75,960	-12,200
Trading products	123,273	101,935	-21,338
Receivables on margin transactions	35,295	47,292	11,997
Receivables on collateralized securities transactions	32,221	85,379	53,158
Other current assets	19,241	16,845	-2,396
Fixed assets	71,722	80,851	9,129
Tangible fixed assets	18,379	18,450	71
Intangible fixed assets	6,026	6,264	238
Investments and other assets	47,316	56,136	8,820
Total assets	440,453	487,723	47,270

(In millions of yen)

	FY20.3	FY21.3	vs. FY20.3
	4Q	2Q	4Q
Current liabilities	251,258	292,388	41,130
Trading liabilities	67,341	87,329	19,988
Payables on margin transactions	15,374	17,111	1,737
Payables on collateralized securities transactions	3,181	26	-3,155
Deposits received	39,885	52,300	12,415
Guarantee deposits received	32,343	35,417	3,074
Short-term borrowings	77,176	81,844	4,668
Other current liabilities	15,954	18,357	2,403
Fixed liabilities	23,539	23,228	-311
Long-term borrowings	9,033	7,165	-1,868
Reserves for retirement benefits	6,315	6,318	3
Other fixed liabilities	8,191	9,744	1,553
Financial instruments transaction reserve	1,207	1,044	-163
Total liabilities	276,005	316,662	40,657
Common stock	18,589	18,589	-
Capital surplus	23,622	23,843	221
Retained earnings	109,836	109,422	-414
Treasury stock	-3,814	-3,795	19
Accumulated other comprehensive income	7,579	13,667	6,088
Subscription rights to shares	358	422	64
Minority interests	8,274	8,911	637
Total net assets	164,447	171,060	6,613
Total liabilities&net assets	440,453	487,723	47,270

2 Reference Data

Performance by quarter (non-consolidated: Okasan Securities)

(In millions of yen)

	FY20.3 2QTOTAL	FY21.3 2QTOTAL	vs.FY20.3 2QTOTAL
Operating revenues	23,604	23,821	0.9%
Commissions	12,234	14,027	14.7%
Brokerage	4,921	8,167	66.0%
Underwriting	172	206	19.7%
Distribution	4,227	2,876	-32.0%
Others	2,913	2,777	-4.7%
Net gain on trading	10,788	9,233	-14.4%
Equities	4,487	5,578	24.3%
Bonds	6,301	3,658	-41.9%
Others	-0	-3	-
Interest and dividend income	581	560	-3.7%
Financial expenses	400	482	20.7%
Net operating revenues	23,204	23,338	0.6%
SG&A	23,518	22,308	-5.1%
Trading related expenses	3,561	3,207	-10.0%
Personnel expenses	11,703	11,064	-5.5%
Real estate expenses	3,398	3,393	-0.2%
Administrative expenses	3,872	3,826	-1.2%
Depreciation expenses	231	191	-17.2%
Taxes and dues	295	297	0.6%
Others	454	327	-27.9%
Operating income(loss)	-314	1,030	-
Non-operating income	245	296	20.7%
Non-operating expenses	57	72	25.5%
Ordinary income	-126	1,254	-
Extraordinary gain	-	126	-
Extraordinary loss	19	-	-
Net profit, before taxes	-146	1,381	-
Income taxes	35	278	690.0%
Adjustment amount for income tax:	5	154	※ -
Net profit	-186	948	-

(In millions of yen)

	FY20.3				FY21.3		vs.FY21.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q
Operating revenues	11,984	11,620	13,233	12,532	11,321	12,500	10.4%
Commissions	6,048	6,185	7,619	6,254	7,242	6,785	-6.3%
Brokerage	2,538	2,382	3,181	3,146	4,345	3,822	-12.0%
Underwriting	73	99	154	55	45	161	258.9%
Distribution	1,965	2,261	2,817	1,614	1,521	1,354	-10.9%
Others	1,471	1,441	1,465	1,437	1,330	1,446	8.7%
Net gain on trading	5,668	5,119	5,286	5,978	3,816	5,417	41.9%
Equities	2,230	2,257	2,688	2,989	1,722	3,855	123.9%
Bonds	3,429	2,872	2,881	2,522	2,167	1,491	-31.2%
Others	9	-10	-283	466	-73	69	-
Interest and dividend income	266	315	328	299	262	298	13.5%
Financial expenses	187	212	216	211	232	250	7.9%
Net operating revenues	11,796	11,407	13,017	12,321	11,088	12,249	10.5%
SG&A	11,814	11,704	11,849	11,861	10,957	11,351	3.6%
Trading related expenses	1,775	1,786	1,829	1,876	1,524	1,682	10.3%
Personnel expenses	5,915	5,788	5,967	5,861	5,420	5,643	4.1%
Real estate expenses	1,697	1,701	1,683	1,663	1,698	1,694	-0.2%
Administrative expenses	1,927	1,945	1,926	1,978	1,905	1,921	0.8%
Depreciation expenses	109	121	123	122	95	95	0.2%
Taxes and dues	147	147	158	152	135	161	19.2%
Others	241	213	161	206	175	151	-13.7%
Operating income(loss)	-17	-296	1,167	459	131	898	582.9%
Non-operating income	146	99	51	121	121	175	45.2%
Non-operating expenses	16	41	1	24	22	50	125.8%
Ordinary income	111	-237	1,217	555	230	1,024	344.5%
Extraordinary gain	-	-	-	-	126	-	-
Extraordinary loss	19	-	-	502	-	-	-
Net profit, before taxes	91	-237	1,217	52	357	1,024	186.7%
Income taxes	12	22	94	654	-30	309	-
Adjustment amount for income tax:	55	-49	315	-380	119	35	-70.7%
Net profit	24	-210	806	-220	268	680	153.3%

※) In case of percentage changes from the previous year being equal to or higher than 1,000%, they are not shown.

Investment trusts / Foreign bonds(non-consolidated: Okasan Securities)

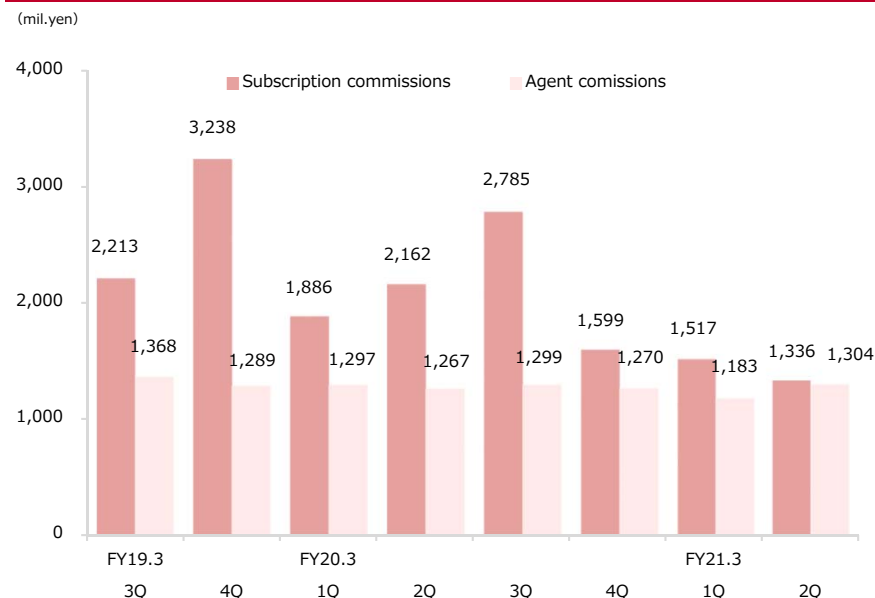
<Compared to previous quarter>

- Investment trust sales fell 14.3% from the previous quarter to 47.0 billion yen.
- Subscription commissions fell 11.9% to 1,336 million yen.
- Agent commissions rose 10.2% to 1,304 million yen.
- Foreign bond sales fell 41.3% to 33.2 billion yen.

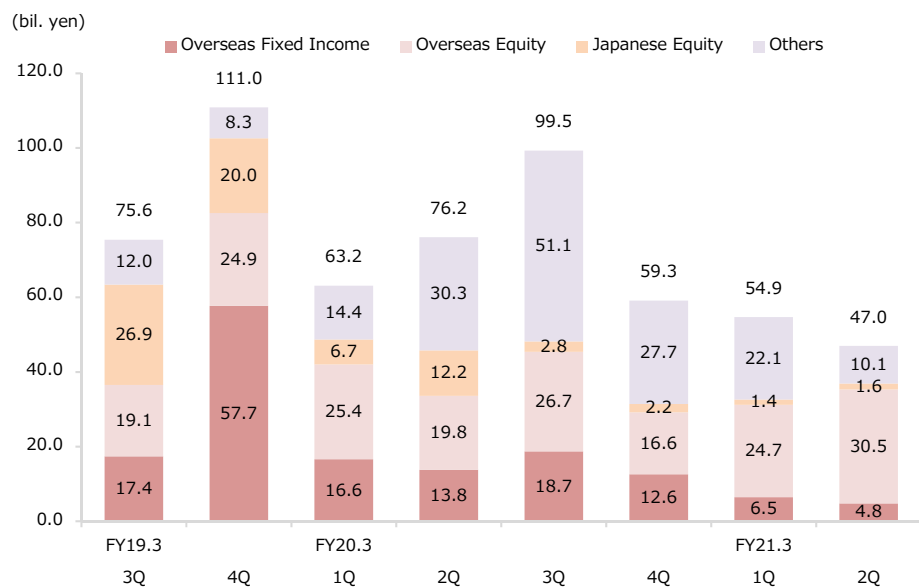
<Year-on-year comparison (cumulative)>

- Investment trust sales fell 26.9% YoY to 101.9 billion yen.
- Subscription commissions fell 29.5% YoY to 2,854 million yen.
- Agent commissions fell 3.0% YoY to 2,487 million yen.
- Foreign bond sales fell 37.1% YoY to 89.8 billion yen, due mainly to lower sales of bonds to individual investors.

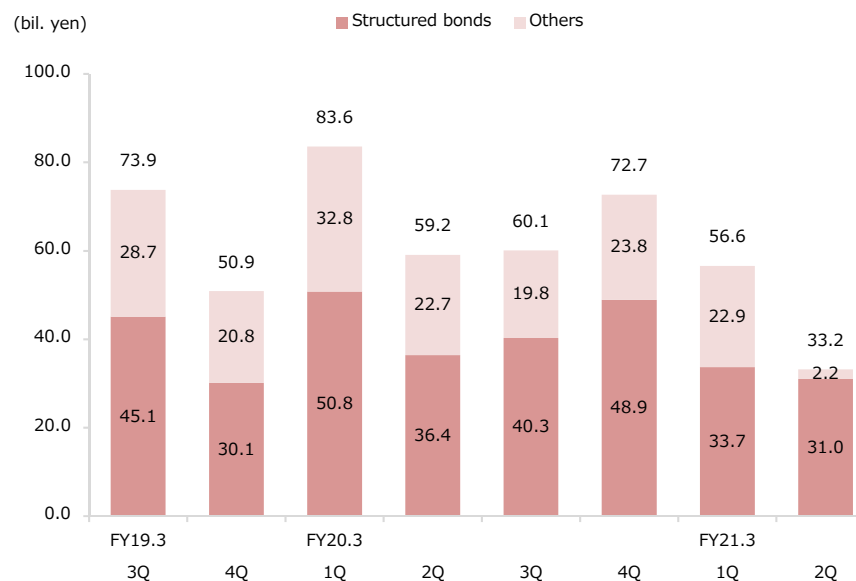
Investment trusts commissions



Investment trusts sales amount



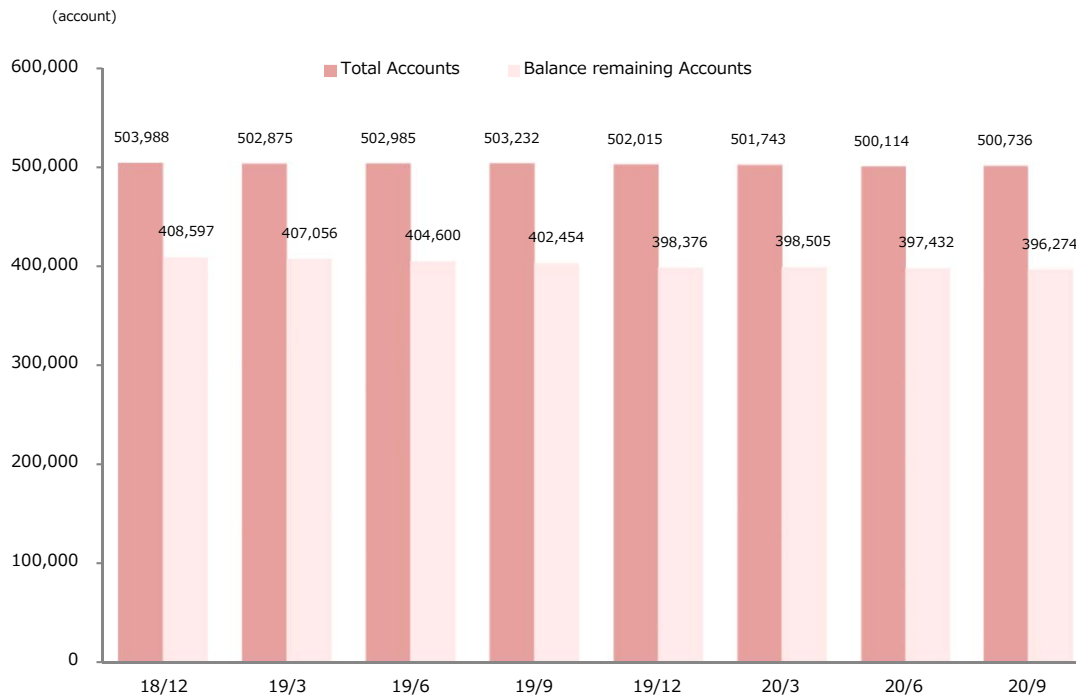
Foreign bonds sales amount



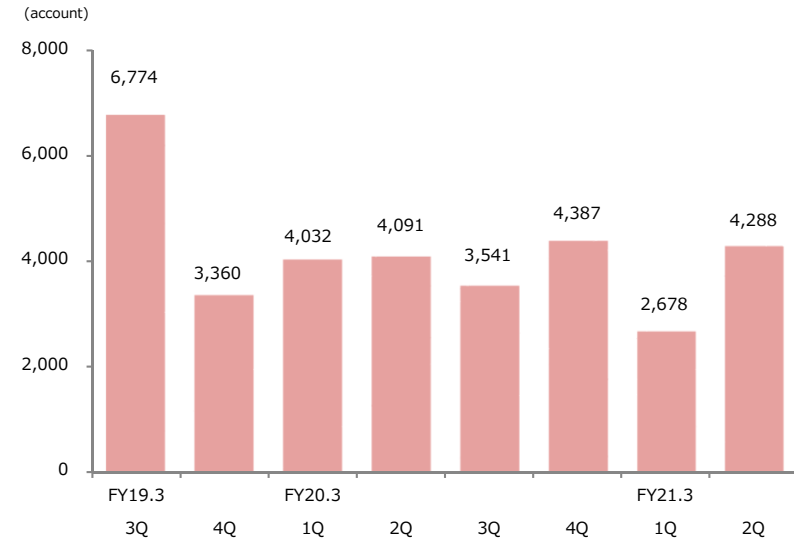
Number of accounts (non-consolidated: Okasan Securities)

- The total number of customer accounts stood at 500,736. The number of accounts with remaining balances stood at 396,274.
- The number of new customer accounts opened in this fiscal year (2Q cumulative) was 6,966 (down 14.2% YoY), due in part to the impact of lower in-person sales in response to COVID-19. However, the number of new customer accounts opened grew significantly from the previous quarter.
- Online accounts surpassed 15% of the total number of customer accounts for the first time ever. Online Trade system was upgraded in September.

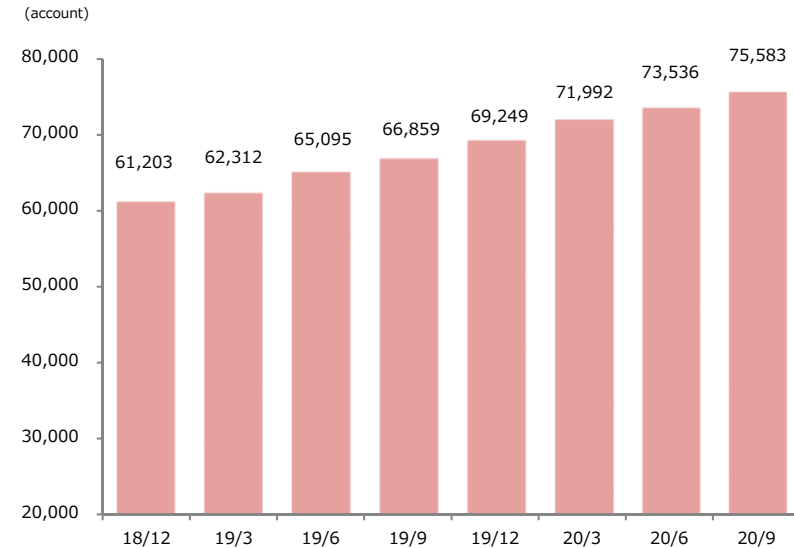
Number of customer accounts



Number of new accounts



Number of online accounts



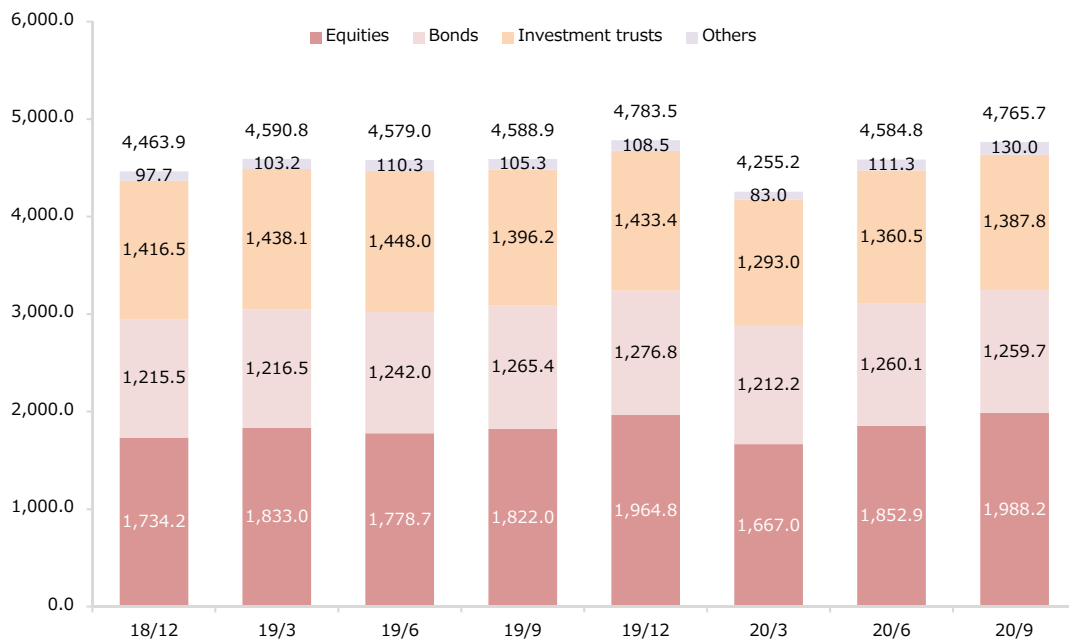
Assets under custody / Net inflow of assets (non-consolidated: Okasan Securities)

<Compared to the end of the previous fiscal year (vs. the end of March 2020)>

- Customers' assets under custody at Okasan Securities increased 510.5 billion yen from the end of the previous fiscal year to 4,765.7 billion yen. The current balance increased substantially, centered on equities.
- Net inflow/outflow of assets (sum of inflow/outflow of cash and securities; individuals only) in this fiscal year (2Q cumulative) was an inflow of 21,541 million yen.

Assets under Custody

(bil. yen)



Net inflow of assets (Individuals)

(mil.yen)



Capital Adequacy Requirement Ratio (non-consolidated: Okasan Securities)

<Compared to the end of the previous fiscal year>

The capital adequacy ratio increased 14.5 percentage points from the end of the previous fiscal year to 473.6%.

- This increase in the capital adequacy ratio was due to a decrease in market risk equivalents.

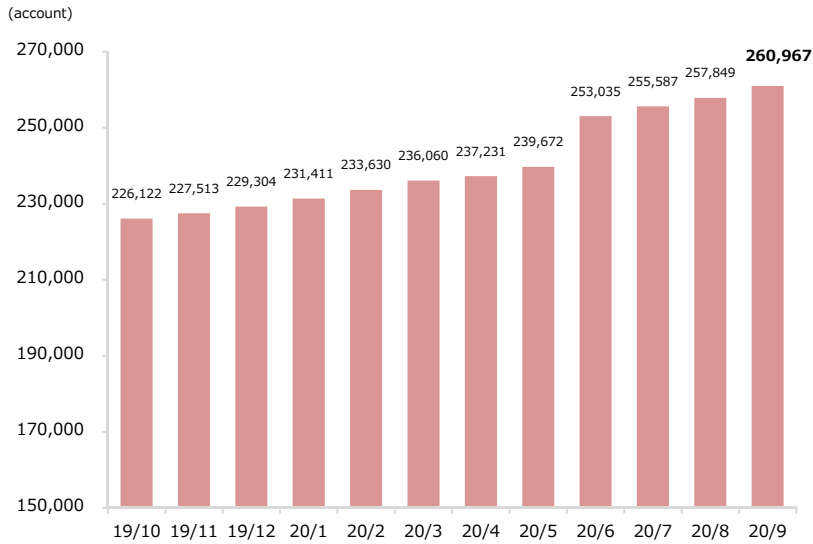
(In millions of yen)

		FY20.3				FY21.3		vs.FY20.3	
		1Q	2Q	3Q	4Q	1Q	2Q	4Q	
Basic items	(A)	76,472	76,261	77,068	73,844	74,112	74,796	952	
Complementary items	Appraisal gains (losses) etc.	7	7	13	–	–	2	2	
	Security transaction responsibility reserve	836	836	836	836	709	709	-127	
	General provision for loan losses	–	–	–	–	–	–	–	
	Short-term subordinated debt	4,000	2,000	2,000	6,000	6,000	6,000	–	
Total	(B)	4,843	2,843	2,849	6,836	6,709	6,711	-125	
Assets to be deducted	(C)	12,243	13,757	13,349	13,007	12,839	13,025	18	
Unfixed equity capital	(A) + (B) – (C)	(D)	69,072	65,347	66,568	67,672	67,982	68,482	810
Risk equivalents	Market risk equivalents	2,780	3,246	1,988	2,015	1,326	1,837	-178	
	Customer risk equivalents	907	957	1,004	958	915	1,074	116	
	Basic risk equivalents	12,297	12,042	11,959	11,763	11,703	11,547	-216	
	Total	(E)	15,985	16,246	14,952	14,737	13,945	14,458	-279
Capital adequacy ratio	(D) / (E) × 100 (%)	432.0%	402.2%	445.1%	459.1%	487.4%	473.6%	14.5.p	

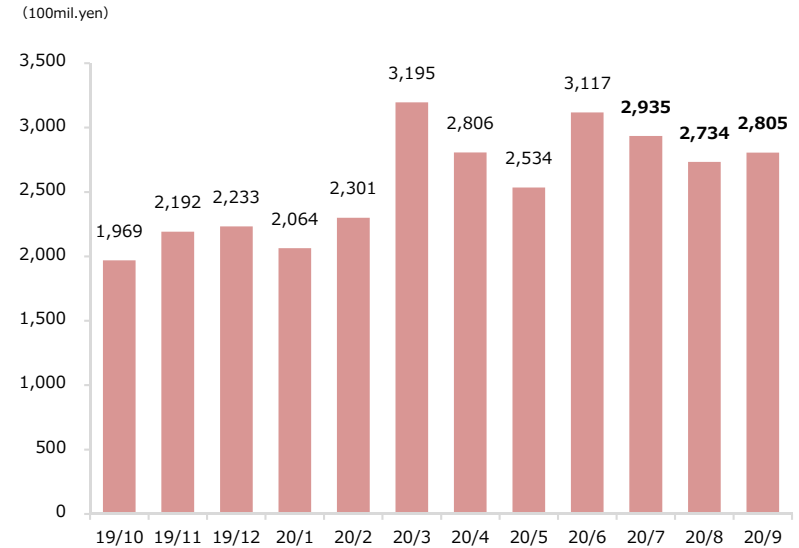
(Note) Short-term subordinated debt consists of subordinated borrowing.

(Reference Data) Okasan Online Securities Data

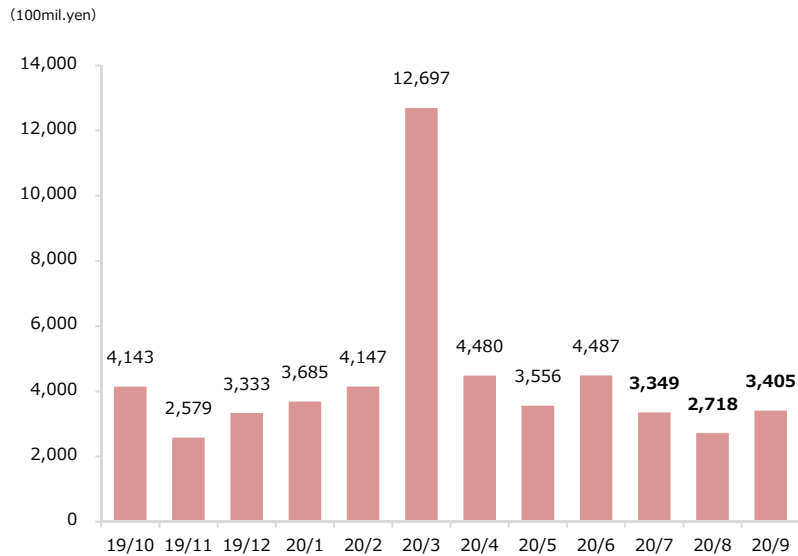
Number of customer accounts



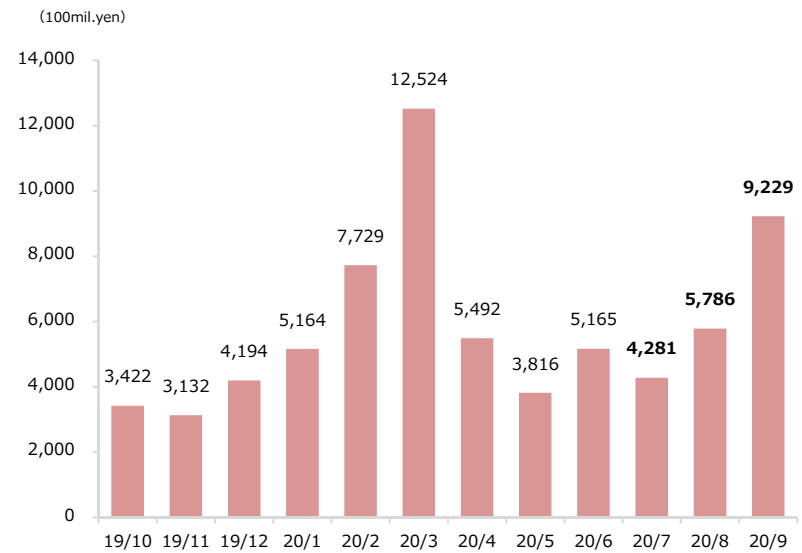
Domestic sales amount of equities by month



“Click 365” contract amount



“Click kabu365” contract amount

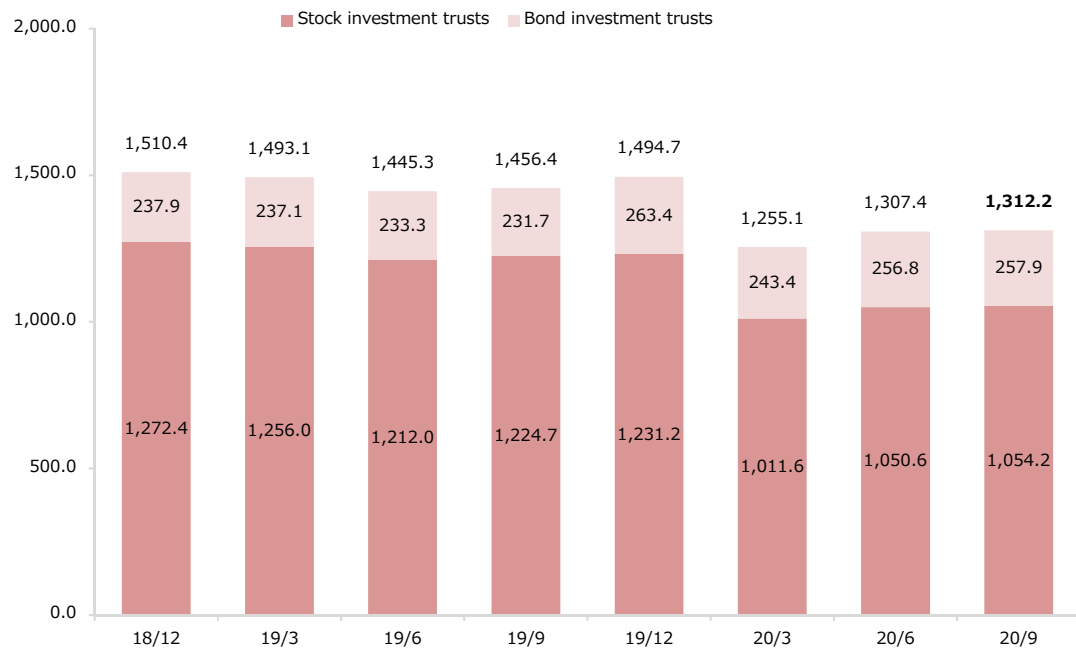


(Reference Data) Okasan Asset Management Data

Okasan Asset Management's balance of investment trusts managed rose 57.1 billion yen from the end of the previous fiscal year to 1,312.2 billion yen.

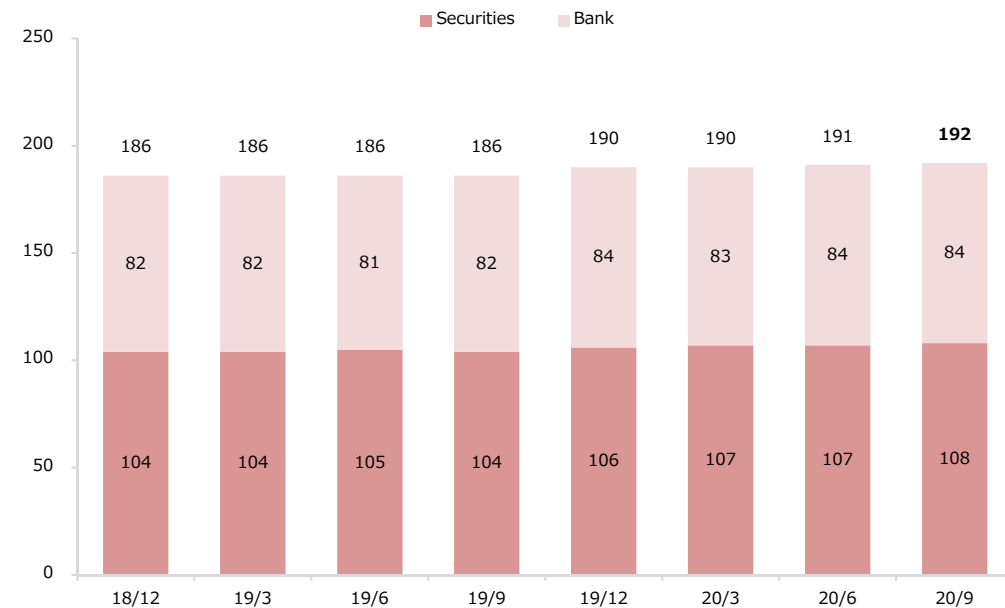
Assets under management

(bil. yen)



Number of sales companies

(Companies)



Group Topics

Okasan Securities Group

- **Began executing new medium-term management plan** (April)

Okasan Securities

- Egoshi becomes new company president; restructuring program implemented (Sales Management Division merged, regional structure scrapped, internal companies introduced) (April)
- Business partnership concluded with WealthNavi (July); **“Okasan Navi Hybrid”** launched (September)
- Online Trade system upgraded (September)
- Registered with Green Bond Issuance Promotion Platform (September)
- Tokyo-area wholesale departments merged; **Tokyo Corporate Business Unit** established (October)
- Rolled out **team-based sales** for retail at all branches (October)

Okasan Online Securities

- Scrapped brokerage commissions; plans to **expand zero commissions to cover all trades (both cash and margin trades) up to one million yen (ceiling amount)** (November)

Okasan Asset Management

- Shiokawa becomes new company president (April)
- Won R&I Fund Awards [First Prize in World REIT Selection (US) and Second Prize in Foreign Bond Category] (April)
- Joined Financial Advisors Association of Japan as corporate sponsor member (May)

Other subsidiaries

- Okasan Information Systems: Horino becomes new company president (April)
- Okasan Niigata Securities: Contract signed **to purchase Nissan Securities’ Niigata operations** (October)

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