

July 26, 2024

1st Quarter of the Fiscal Year Ending March 31, 2025 Results Briefing

The objective of the document is to provide information on the results of the 1st quarter of the fiscal year ending March 31, 2025 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 June 2024. 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.

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※Okasan Asset Management Co., LTD. (currently SBI Okasan Asset Management) has become an equity method affiliate from a consolidated subsidiary as of the end of the 3rd quarter of the fiscal year ended March 2023. Changes for B/S and P/L are as follows;
B/S : Deconsolidated from 3Q of FY ended March 2023 P/L : Deconsolidated from 4Q of FY ended March 2023

01. Business Results Overviews (Consolidated)

Financial Highlights of the 1st Quarter of the FY Ending March 2025

(Cumulative: Three months from April 1, 2024 to June 30, 2024)

<Year-on-year comparison (vs. the 1st quarter of the FY ended March 2024 (Cumulative: Three months from April 1, 2023 to June 30, 2023))>

- Operating revenue **decreased by 0.6%** year-on-year (YoY) and net operating revenue **decreased by 0.6%** YoY.
Commission received increased due to strong market conditions both domestic and overseas, while net trading income on foreign bonds and over-the-counter transactions of foreign securities, and others decreased.
- Selling, general, and administrative expenses (SG&A) **increased by 0.5%** YoY from higher real estate expenses and others.
- Operating profit **decreased by 5.1%** YoY and ordinary profit **decreased by 5.3%** YoY.
Profit attributable to owners of parent **decreased by 36.4%** YoY, amounting to **3,309 million yen**.
Extraordinary income decreased and total income taxes increased on a YoY bases.

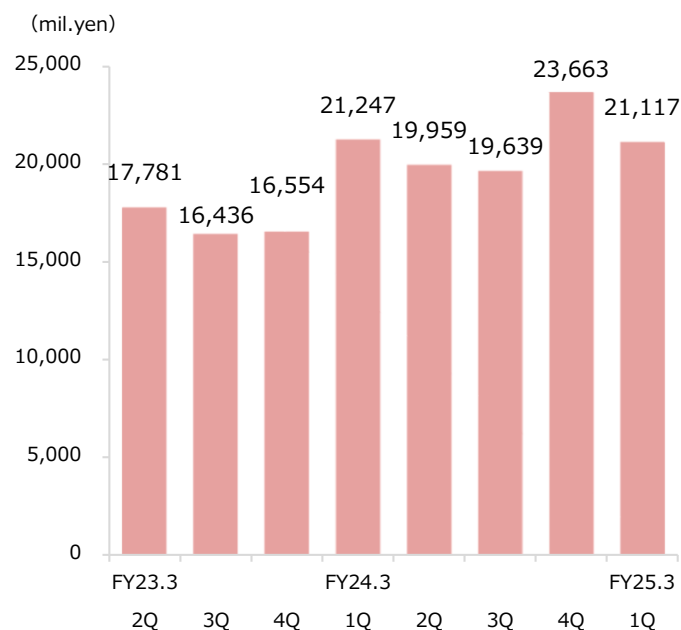
	(In millions of yen)				(In millions of yen)		(In millions of yen)		
	FY24.3				FY25.3	vs.FY24.3	FY24.3	FY25.3	vs.FY24.3
	1Q	2Q	3Q	4Q	1Q	4Q	1QTOTAL	1QTOTAL	1QTOTAL
Operating revenue	21,247	19,959	19,639	23,663	21,117	-10.8%	21,247	21,117	-0.6%
Net operating revenue	20,766	19,461	19,131	23,193	20,640	-11.0%	20,766	20,640	-0.6%
SG&A	16,603	16,285	16,349	17,203	16,688	-3.0%	16,603	16,688	0.5%
Operating profit	4,163	3,175	2,781	5,990	3,952	-34.0%	4,163	3,952	-5.1%
Ordinary profit	4,573	3,947	2,863	6,676	4,333	-35.1%	4,573	4,333	-5.3%
Profit attributable to owners of parent	5,201	2,794	1,785	3,385	3,309	-2.2%	5,201	3,309	-36.4%
EPS (YEN)	25.35	13.56	8.73	16.66	16.28		25.35	16.28	
BPS (YEN)	867.44	898.86	912.90	978.65	968.73		867.44	968.73	
ROE (ANNUALIZED)							11.9%	6.7%	

Performance by Quarter (Consolidated)

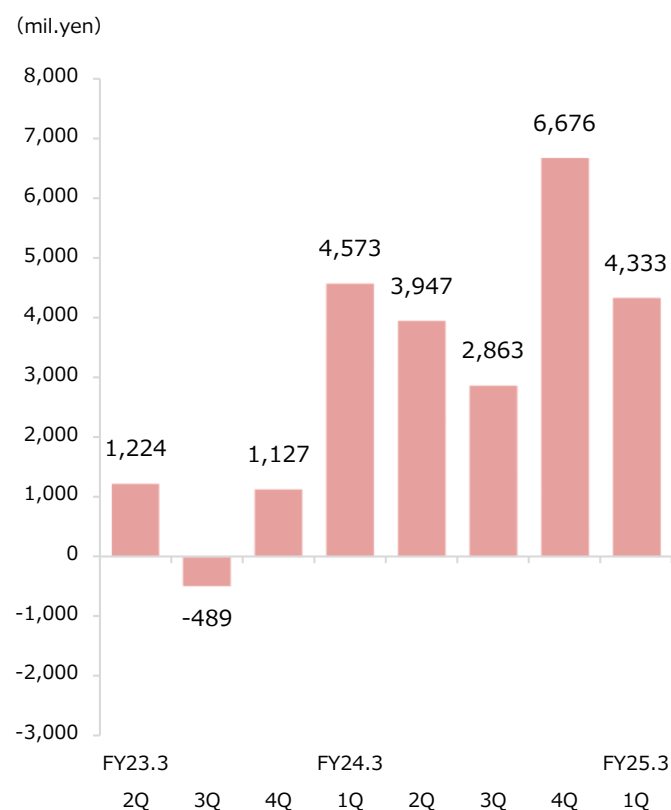
<Compared to previous quarter (vs. the 4th quarter of the fiscal year ended March 2024)>

- Operating revenue **decreased by 10.8%** from the previous quarter (QoQ) and net operating revenues **decreased by 11.0%** QoQ. Equity brokerage commission, as well as net trading income decreased.
- SG&A **decreased by 3.0%** QoQ, with lower office expenses, trading related expenses, and others.
- Ordinary profit **decreased by 35.1%** QoQ, while profit attributable to owners of parent **decreased by 2.2%** QoQ. Gain on sales of investment securities was recorded as extraordinary income in the current quarter.

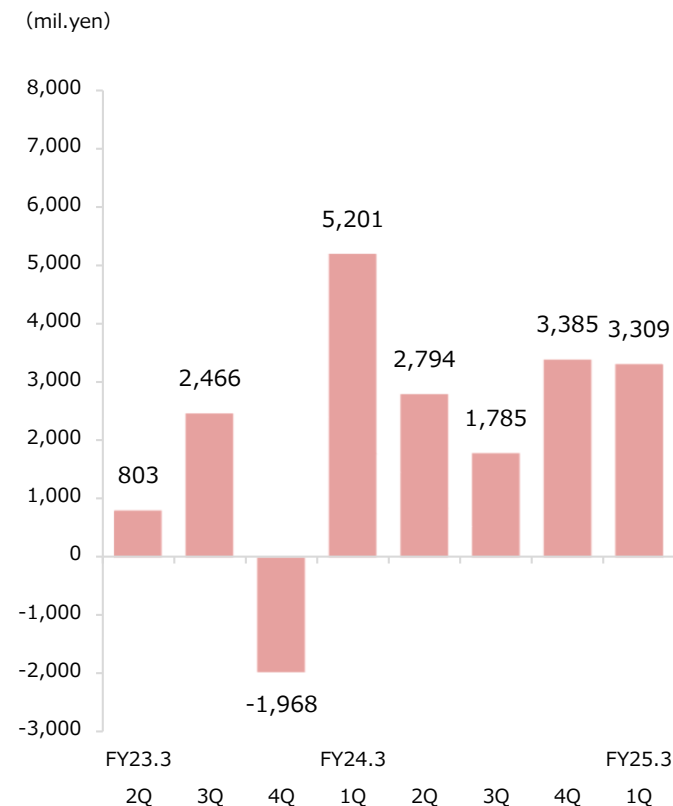
Operating revenue (quarterly)



Ordinary profit (quarterly)



Profit attributable to owners of parent (quarterly)



Operating Revenue I

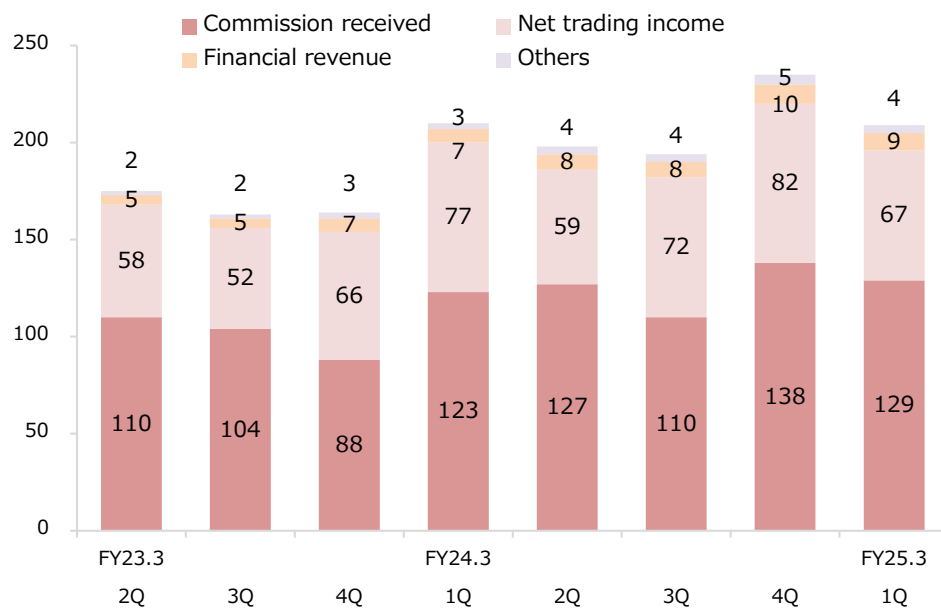
(In millions of yen)

(In millions of yen)

	FY24.3				FY25.3 vs.FY24.3			FY24.3 FY25.3 vs.FY24.3		
	1Q	2Q	3Q	4Q	1Q	4Q		1QTOTAL	1QTOTAL	1QTOTAL
Commission received	12,363	12,754	11,021	13,809	12,976	-6.0%		12,363	12,976	5.0%
Brokerage	6,053	5,417	4,825	7,877	6,392	-18.9%		6,053	6,392	5.6%
Underwriting	560	289	169	440	409	-7.1%		560	409	-27.0%
Distribution	3,491	4,603	3,510	2,813	3,224	14.6%		3,491	3,224	-7.6%
Others	2,258	2,444	2,516	2,677	2,950	10.2%		2,258	2,950	30.6%
Net trading income	7,711	5,902	7,287	8,239	6,790	-17.6%		7,711	6,790	-11.9%
Equities	5,674	4,838	5,922	6,372	5,395	-15.3%		5,674	5,395	-4.9%
Bonds	2,001	1,404	1,086	2,003	1,500	-25.1%		2,001	1,500	-25.0%
Others	34	-340	278	-136	-106	-		34	-106	-
Financial revenue	794	878	887	1,027	928	-9.7%		794	928	16.8%
Others	378	423	442	587	422	-28.1%		378	422	11.6%
Operating revenue	21,247	19,959	19,639	23,663	21,117	-10.8%		21,247	21,117	-0.6%

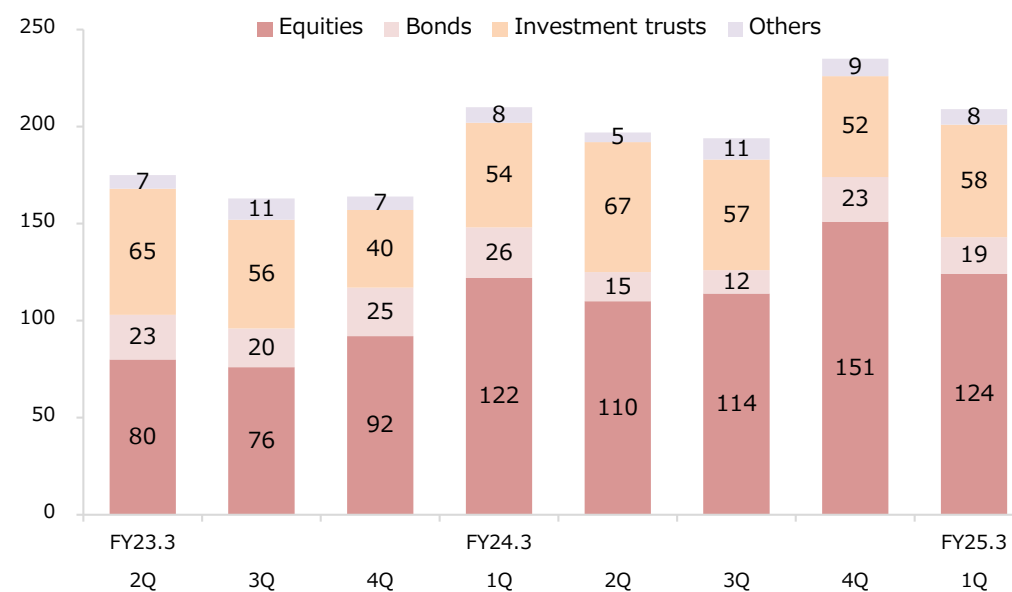
Quarterly change in operating revenue

(100mil.yen)



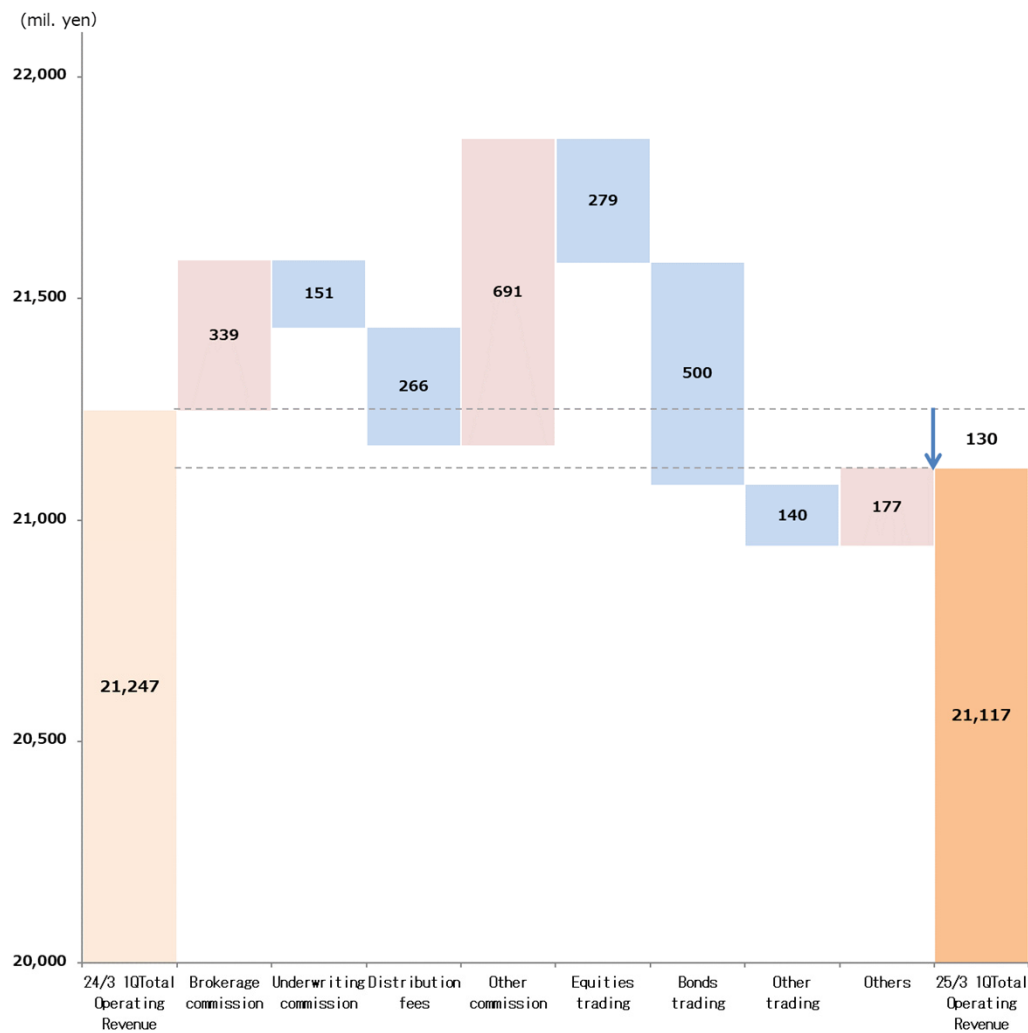
Quarterly change in operating revenue by product

(100mil.yen)

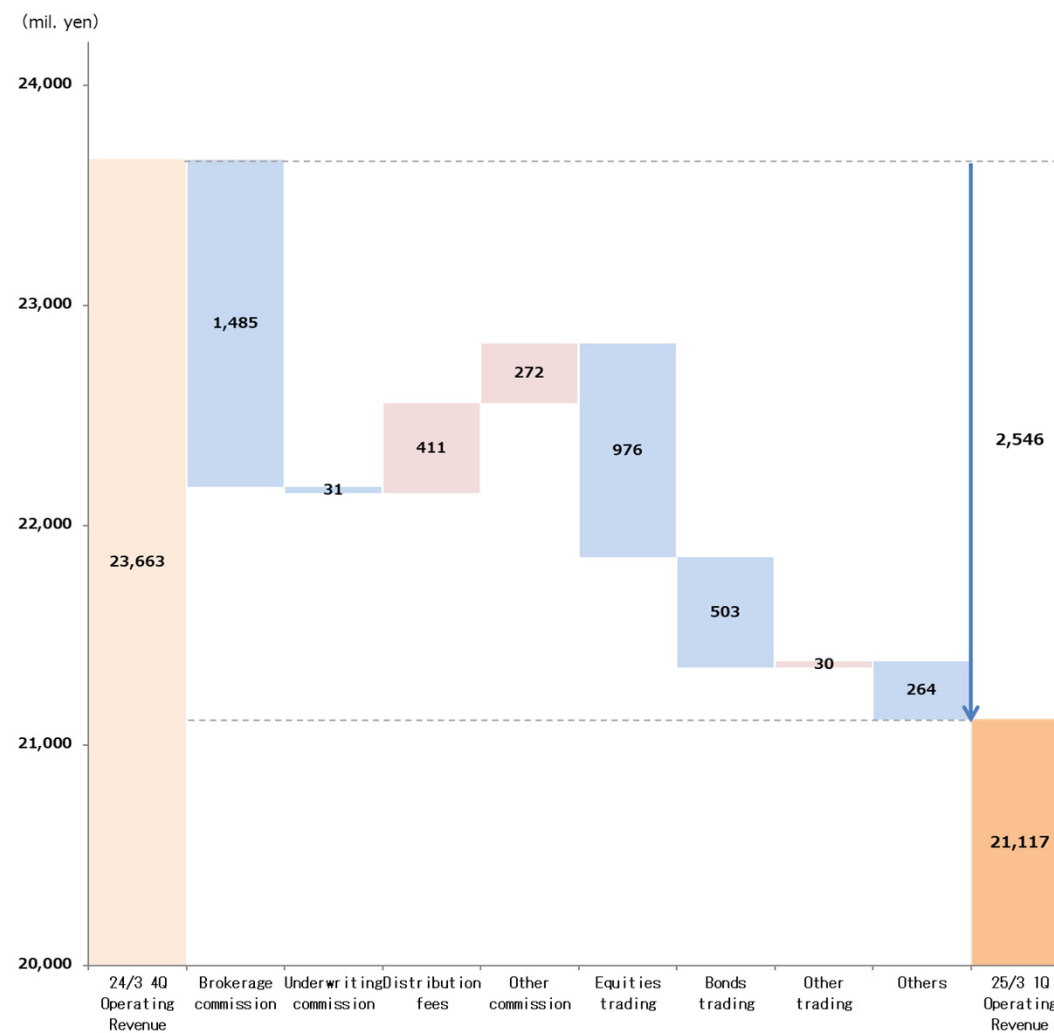


Operating Revenue II

Changing factors of operating revenue (vs. FY24.3 1QTotal)



Changing factors of operating revenue (vs. FY24.3 4Q)



※Figures less than 1million yen are omitted.

Fees and Commission Received

<Compared to previous quarter>

Brokerage commission decreased by 18.9% QoQ, as a reactionary drop from the previous quarter's solid equity market.

Underwriting commission decreased by 7.1% QoQ, with fewer underwritten public offerings, although large-scale underwriting of corporate bonds were executed.

Distribution fees increased by 14.6% QoQ, due to the higher sales volume of publicly offered stock-investment trusts.

Other commission increased by 10.2% QoQ, as factors such as trust fees and Forex trading commission rose.

<Year-on-year comparison (cumulative)>

Brokerage commission increased by 5.6% YoY, due to higher commission on foreign equities brokerage.

Underwriting commission decreased by 27.0% YoY, caused by lower influx on investment for listings, fewer lead management cases, and others.

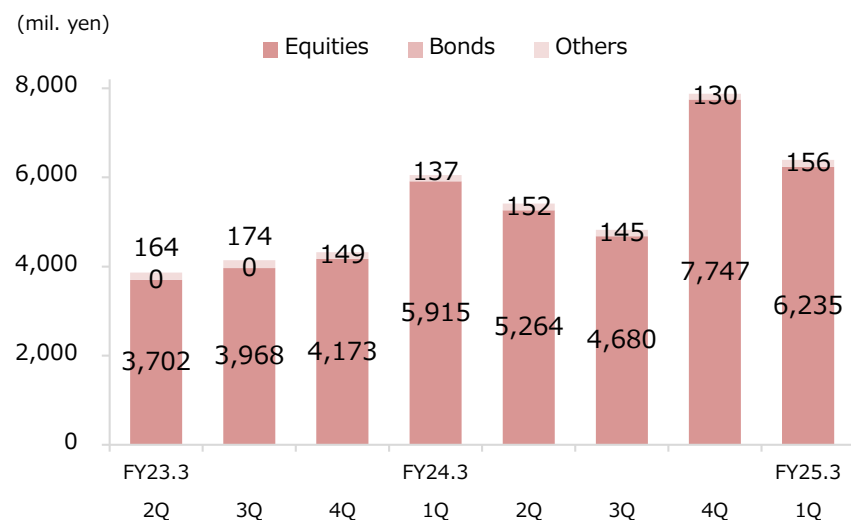
Distribution fees decreased by 7.6% YoY, as sales volume of publicly offered investment trusts dropped.

Other commission increased by 30.6% YoY, owing to the rise in balance on investment trusts and others.

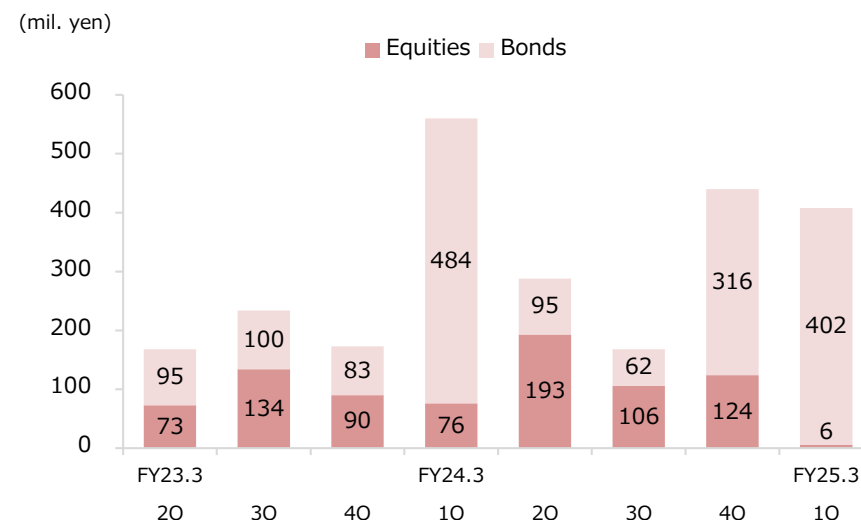
	(In millions of yen)				(In millions of yen)		(In millions of yen)		
	FY24.3				FY25.3	vs.FY24.3	FY24.3	FY25.3	vs.FY24.3
	1Q	2Q	3Q	4Q	1Q	4Q	1QTOTAL	1QTOTAL	1QTOTAL
Brokerage	6,053	5,417	4,825	7,877	6,392	-18.9%	6,053	6,392	5.6%
Equities	5,915	5,264	4,680	7,747	6,235	-19.5%	5,915	6,235	5.4%
Bonds	—	—	—	—	—	—	—	—	—
Others	137	152	145	130	156	19.9%	137	156	14.1%
Underwriting	560	289	169	440	409	-7.1%	560	409	-27.0%
Equities	76	193	106	124	6	-94.7%	76	6	-91.3%
Bonds	484	95	62	316	402	27.3%	484	402	-16.9%
Distribution	3,491	4,603	3,510	2,813	3,224	14.6%	3,491	3,224	-7.6%
Beneficiary Certificates	3,486	4,605	3,503	2,810	3,223	14.7%	3,486	3,223	-7.5%
Others	2,258	2,444	2,516	2,677	2,950	10.2%	2,258	2,950	30.6%
Beneficiary Certificates	1,888	2,051	2,106	2,291	2,468	7.7%	1,888	2,468	30.7%
Total	12,363	12,754	11,021	13,809	12,976	-6.0%	12,363	12,976	5.0%

Fees and Commission Received by Category (Quarterly Transition)

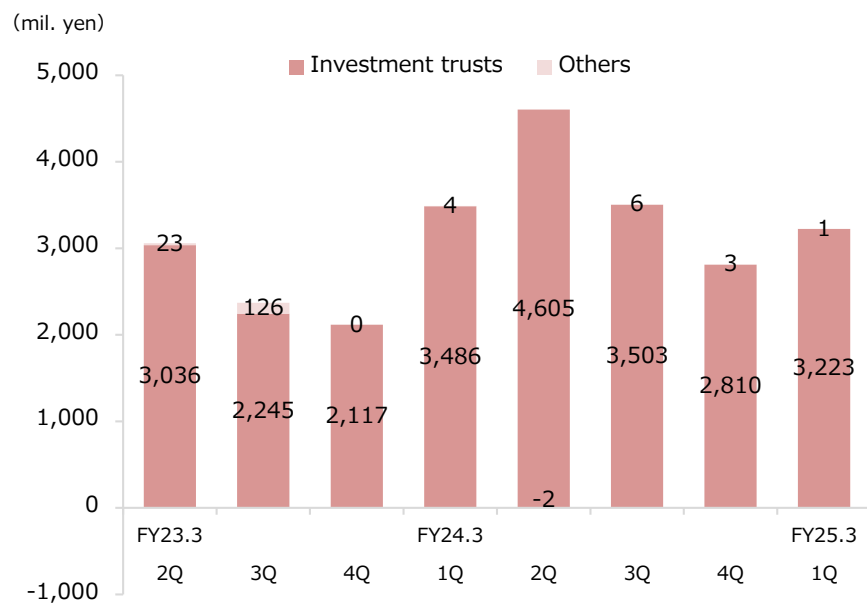
Brokerage



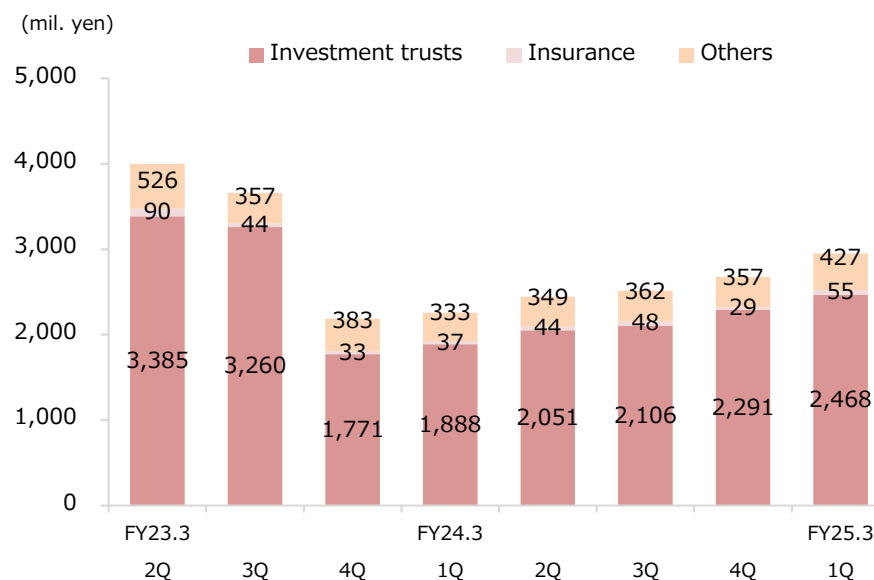
Underwriting



Distribution



Others

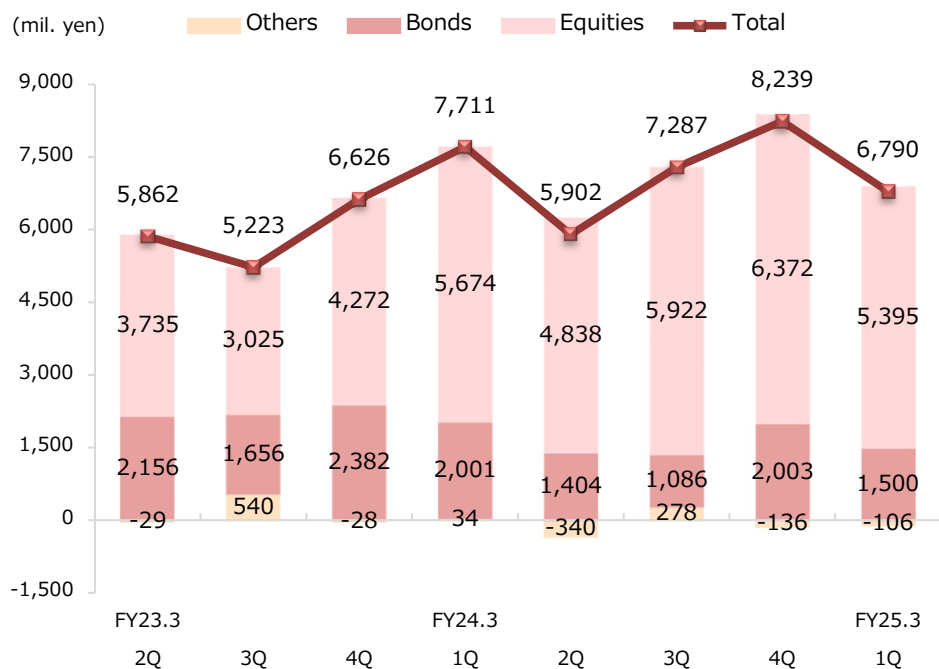


Net Trading Income

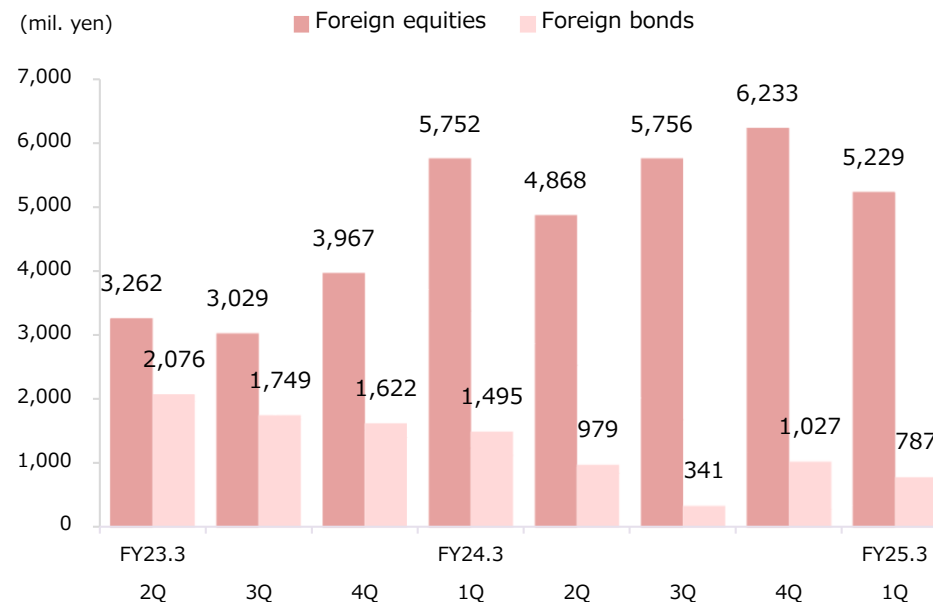
	(In millions of yen)				(In millions of yen)	
		FY24.3			FY25.3	vs.FY24.3
	1Q	2Q	3Q	4Q	1Q	4Q
Equities	5,674	4,838	5,922	6,372	5,395	-15.3%
Domestic equities	-77	-29	166	138	165	20.0%
Foreign equities	5,752	4,868	5,756	6,233	5,229	-16.1%
Bonds and others	2,001	1,404	1,086	2,003	1,500	-25.1%
Domestic bonds	506	424	744	975	712	-27.0%
Foreign bonds	1,495	979	341	1,027	787	-23.3%
Others	34	-340	278	-136	-106	-
Net trading income	7,711	5,902	7,287	8,239	6,790	-17.6%

	(In millions of yen)		
	FY24.3	FY25.3	vs.FY24.3
	1QTOTAL	1QTOTAL	1QTOTAL
Equities	5,674	5,395	-4.9%
Domestic equities	-77	165	-
Foreign equities	5,752	5,229	-9.1%
Bonds and others	2,001	1,500	-25.0%
Domestic bonds	506	712	40.8%
Foreign bonds	1,495	787	-47.3%
Others	34	-106	-
Net trading income	7,711	6,790	-11.9%

Net income by products



Net income from foreign equities and bonds



SG&A : Selling, General and Administrative Expenses I

<Compared to previous quarter>

SG&A **decreased by 3.0%** QoQ, due to lower office expenses, trading related expenses, and others.

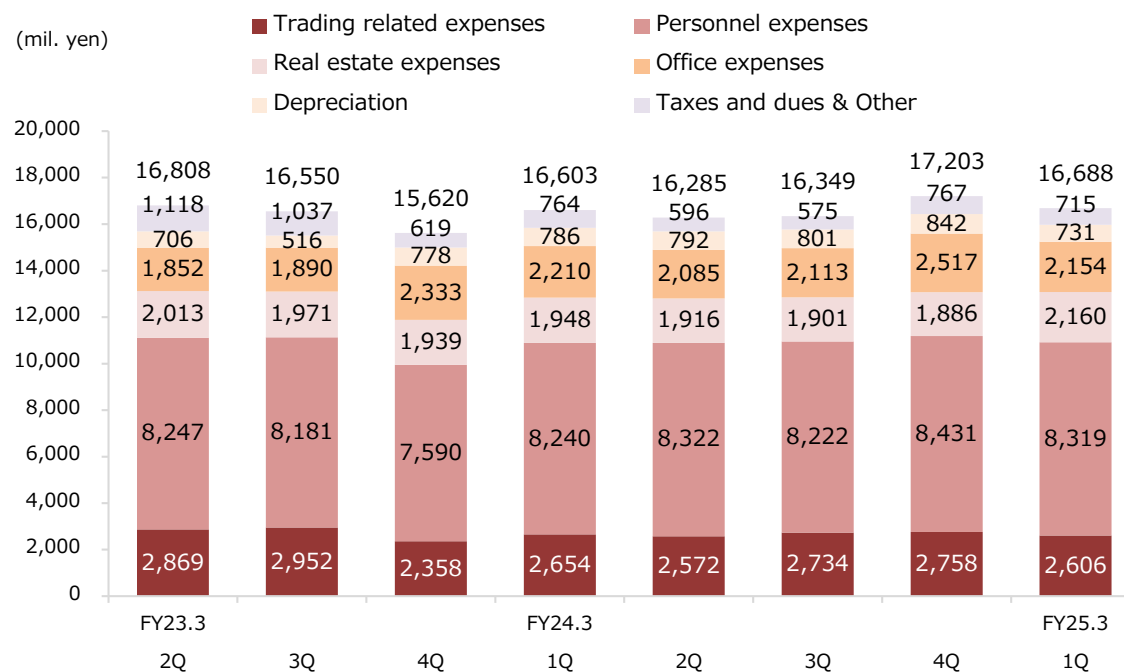
- Office expenses decreased by 14.4% QoQ, as factors including administrative outsourcing expenses lessened.
- Trading related expenses decreased by 5.5% QoQ, with a drop in advertising expenses, communication expenses, and others.

<Year-on-year comparison (cumulative)>

SG&A **increased by 0.5%** YoY, due to higher real estate expenses and others.

- Real estate expenses rose from events such as office relocations.

Change in Selling, General and Administrative Expenses



(In millions of yen)

	FY24.3				FY25.3 vs.FY24.3	
	1Q	2Q	3Q	4Q	1Q	4Q
Trading related expenses	2,654	2,572	2,734	2,758	2,606	-5.5%
Personnel expenses	8,240	8,322	8,222	8,431	8,319	-1.3%
Real estate expenses	1,948	1,916	1,901	1,886	2,160	14.5%
Office expenses	2,210	2,085	2,113	2,517	2,154	-14.4%
Depreciation	786	792	801	842	731	-13.2%
Taxes and dues	375	319	275	387	381	-1.4%
Other	388	276	300	380	333	-12.3%
SG&A	16,603	16,285	16,349	17,203	16,688	-3.0%

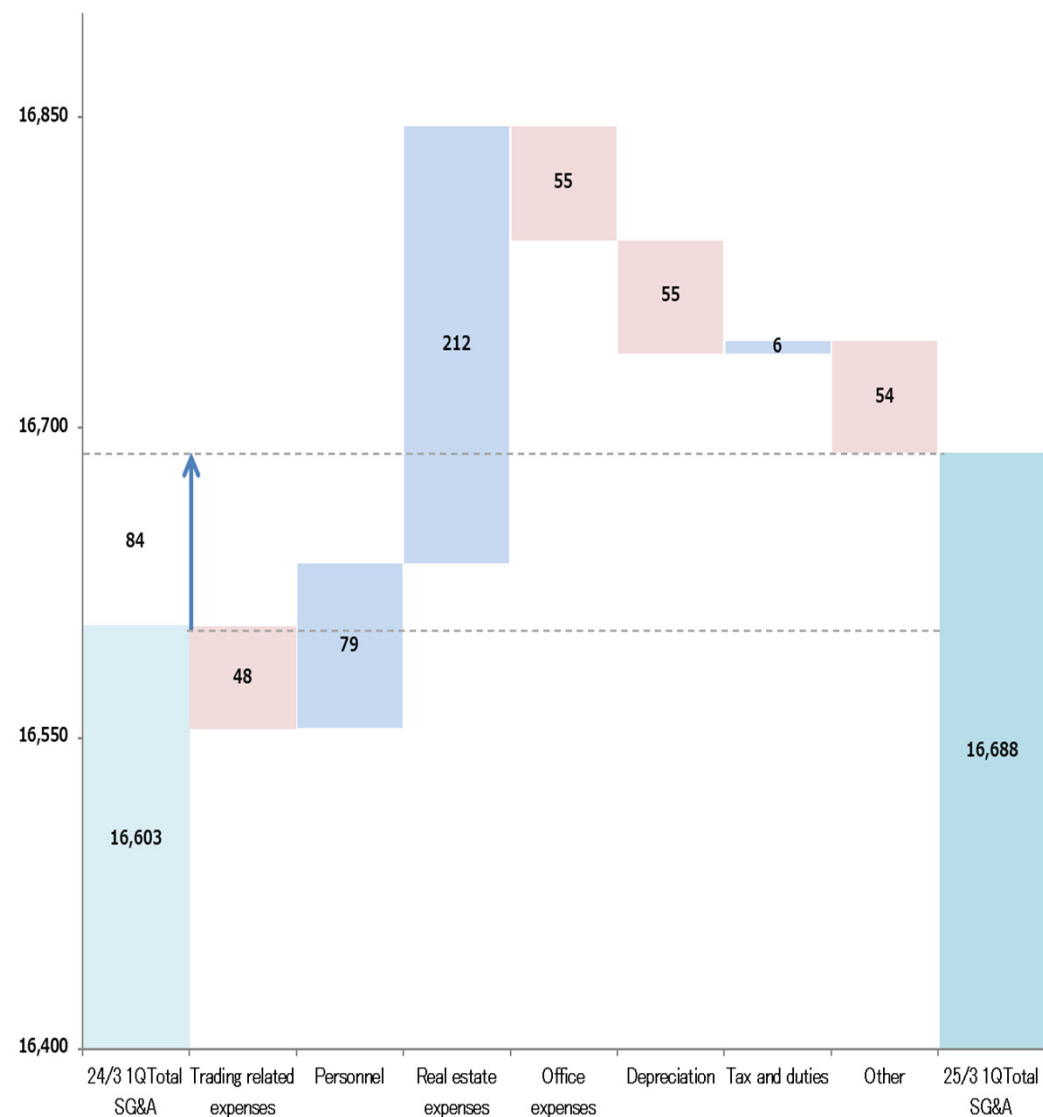
(In millions of yen)

	FY24.3 1QTOTAL	FY25.3 1QTOTAL	vs.FY24.3 1QTOTAL
Trading related expenses	2,654	2,606	-1.8%
Personnel expenses	8,240	8,319	1.0%
Real estate expenses	1,948	2,160	10.9%
Office expenses	2,210	2,154	-2.5%
Depreciation	786	731	-7.0%
Taxes and dues	375	381	1.7%
Other	388	333	-14.1%
SG&A	16,603	16,688	0.5%

SG&A : Selling, General and Administrative Expenses II

Changing factors of SG&A (vs. FY24.3 1QTotal)

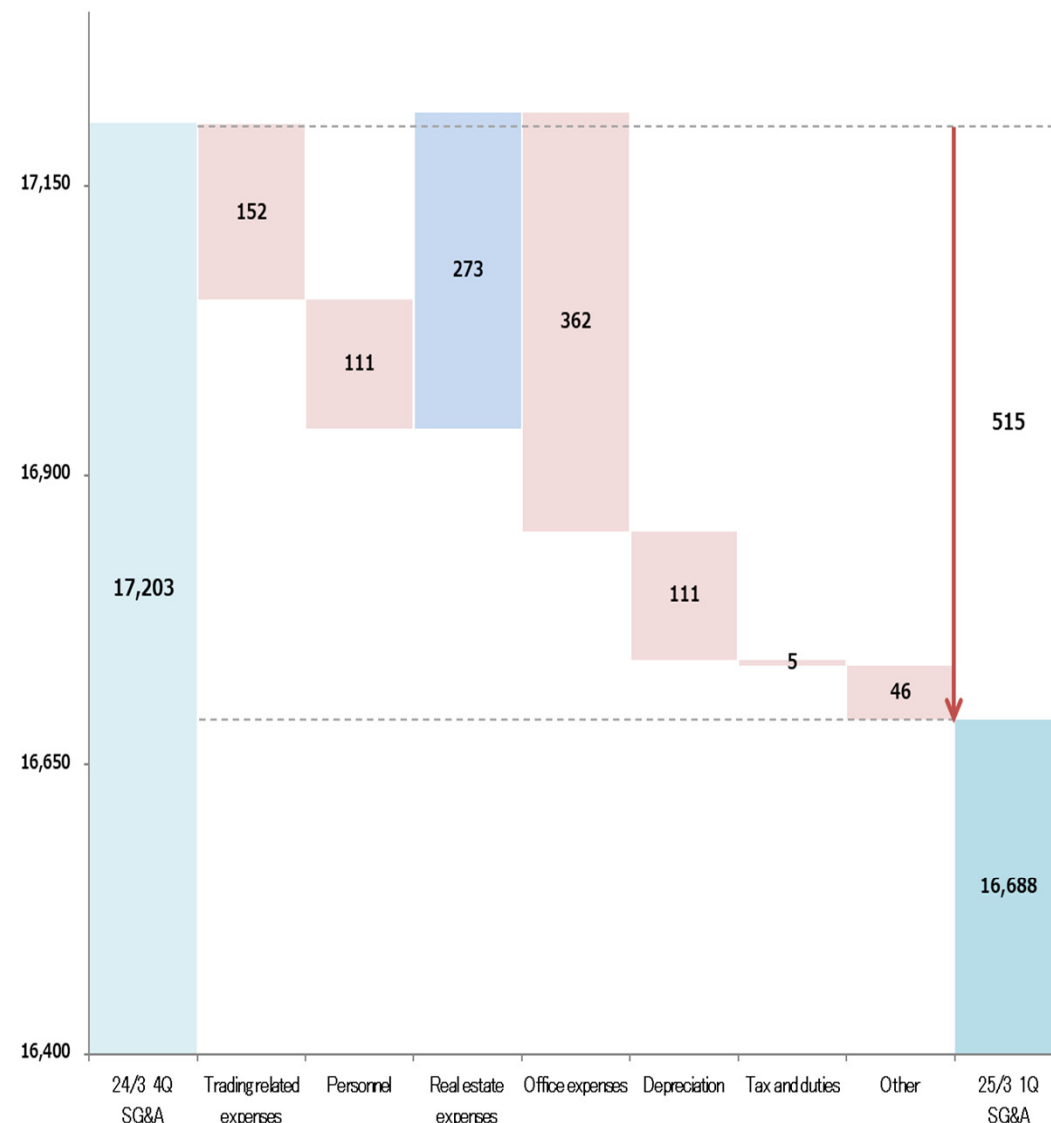
(mil. yen)



※Figures less than 1million yen are omitted.

Changing factors of SG&A (vs. FY24.3 4Q)

(mil. yen)

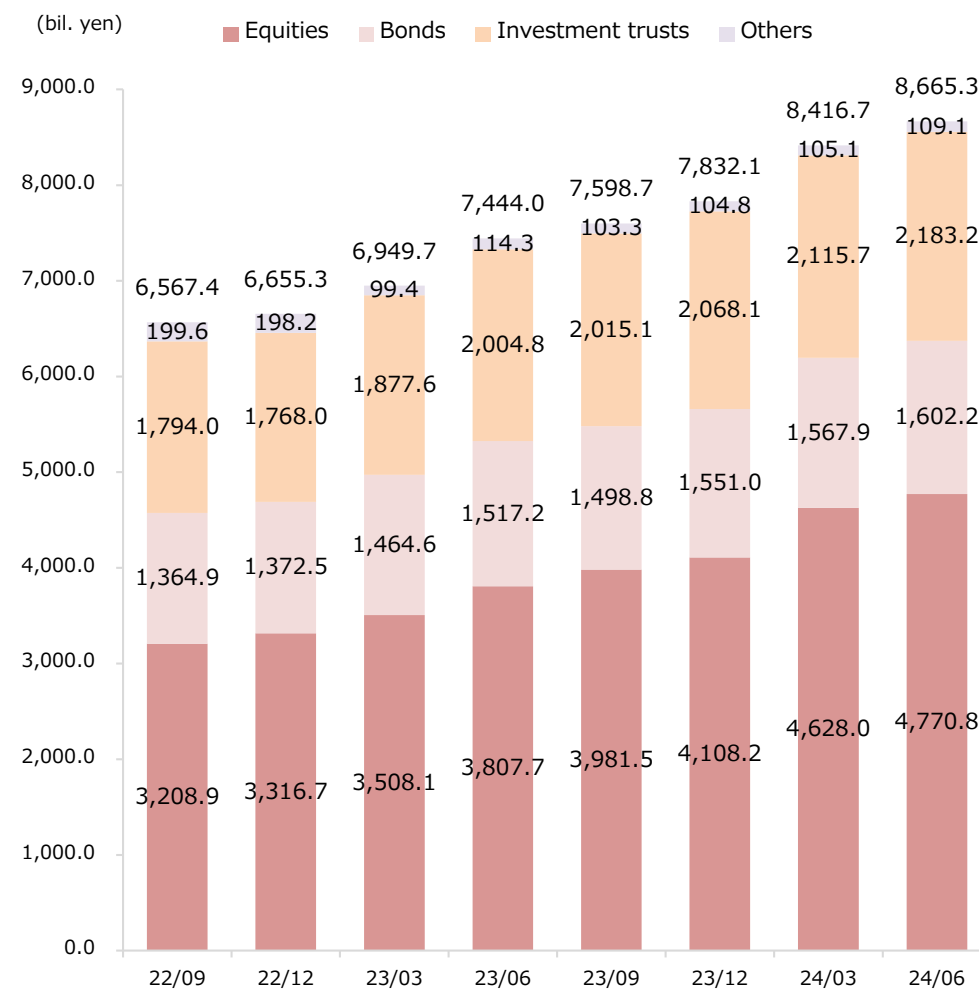


Group Status

Number of accounts in the Group



Assets under custody



※From 23/06, assets under custody of non-consolidated subsidiaries Mitsui Securities and Zukawa Securities have been added, and figures from previous quarters have been revised to the same standards.

Statement of Income

(In millions of yen)

	FY24.3				FY25.3 vs.FY24.3	
	1Q	2Q	3Q	4Q	1Q	4Q
Operating revenue	21,247	19,959	19,639	23,663	21,117	-10.8%
Commission received	12,363	12,754	11,021	13,809	12,976	-6.0%
Net trading income	7,711	5,902	7,287	8,239	6,790	-17.6%
Financial revenue	794	878	887	1,027	928	-9.7%
Other operating revenue	378	423	442	587	422	-28.1%
Financial expenses	480	497	507	469	476	1.6%
Net operating revenue	20,766	19,461	19,131	23,193	20,640	-11.0%
SG&A	16,603	16,285	16,349	17,203	16,688	-3.0%
Operating profit (loss)	4,163	3,175	2,781	5,990	3,952	-34.0%
Non-operating income	430	814	132	1,089	446	-59.0%
Non-operating expenses	20	41	50	402	65	-83.8%
Ordinary profit (loss)	4,573	3,947	2,863	6,676	4,333	-35.1%
Extraordinary income	1,711	0	40	522	1,291	147.0%
Extraordinary losses	49	61	294	1,732	225	-87.0%
Profit before income taxes	6,235	3,887	2,608	5,467	5,399	-1.2%
Income taxes - current	838	1,396	494	2,997	1,780	-40.6%
Income taxes - deferred	148	-362	353	-1,236	-126	-
Profit (loss)	5,249	2,853	1,761	3,705	3,744	1.0%
Profit (loss) attributable to non-controlling interests	47	58	-24	320	435	35.7%
Profit (loss) attributable to owners of parent	5,201	2,794	1,785	3,385	3,309	-2.2%

(In millions of yen)

	FY24.3	FY25.3	vs.FY24.3
	1QTOTAL	1QTOTAL	1QTOTAL
Operating revenue	21,247	21,117	-0.6%
Commission received	12,363	12,976	5.0%
Net trading income	7,711	6,790	-11.9%
Financial revenue	794	928	16.8%
Other operating revenue	378	422	11.6%
Financial expenses	480	476	-0.8%
Net operating revenue	20,766	20,640	-0.6%
SG&A	16,603	16,688	0.5%
Operating profit (loss)	4,163	3,952	-5.1%
Non-operating income	430	446	3.6%
Non-operating expenses	20	65	225.3%
Ordinary profit (loss)	4,573	4,333	-5.3%
Extraordinary income	1,711	1,291	-24.5%
Extraordinary losses	49	225	356.5%
Profit before income taxes	6,235	5,399	-13.4%
Income taxes - current	838	1,780	112.5%
Income taxes - deferred	148	-126	-
Profit (loss)	5,249	3,744	-28.7%
Profit (loss) attributable to non-controlling interests	47	435	820.8%
Profit (loss) attributable to owners of parent	5,201	3,309	-36.4%

Balance Sheet Summary

(In millions of yen)

Assets	Mar.31, 2024	Jun.30, 2024	Changes from Mar.31, 2024
Current assets	1,091,843	963,024	-128,819
Cash and deposits	82,586	95,689	13,103
Segregated deposits	110,256	111,399	1,143
Trading products	284,513	240,097	-44,416
Margin transaction assets	110,476	123,314	12,838
Loans secured by securities	431,439	334,166	-97,273
Other current assets	72,570	58,357	-14,213
Non-current assets	115,936	113,185	-2,751
Property, plant and equipment	16,495	16,620	125
Intangible assets	6,861	6,793	-68
Investments and other assets	92,578	89,771	-2,807
Total assets	1,207,779	1,076,209	-131,570

(In millions of yen)

Liabilities and net assets	Mar.31, 2024	Jun.30, 2024	Changes from Mar.31, 2024
Current liabilities	960,485	832,164	-128,321
Trading products	438,673	323,802	-114,871
Margin transaction liabilities	22,774	19,098	-3,676
Borrowings secured by securities	200,854	140,121	-60,733
Deposits received	83,750	100,828	17,078
Guarantee deposits received	39,752	42,998	3,246
Short-term borrowings	157,191	194,356	37,165
Other current liabilities	17,488	10,959	-6,529
Non-current liabilities	32,158	31,078	-1,080
Long-term borrowings	6,728	6,328	-400
Retirement benefit liability	5,418	5,392	-26
Other non-current liabilities	20,012	19,357	-655
Reserves under special laws	978	1,130	152
Total liabilities	993,623	864,374	-129,249
Share capital	18,589	18,589	-
Capital surplus	37,959	37,948	-11
Retained earnings	127,612	124,824	-2,788
Treasury shares	-13,089	-13,042	47
Accumulated other comprehensive income	27,827	28,644	817
Share acquisition rights	266	229	-37
Non-controlling interests	14,990	14,640	-350
Total net assets	214,156	211,835	-2,321
Total liabilities and net assets	1,207,779	1,076,209	-131,570

02. Reference Data

Performance by Quarter (non-consolidated: Okasan Securities)

(In millions of yen)							(In millions of yen)		
	FY24.3				FY25.3		vs.FY24.3		
	1Q	2Q	3Q	4Q	1Q	4Q			
Operating revenue	17,874	16,573	16,632	19,245	17,521		-9.0%	17,874	-2.0%
Commission received	9,869	10,266	8,794	10,566	10,256		-2.9%	9,869	3.9%
Brokerage	4,145	3,689	3,315	5,400	4,540		-15.9%	4,145	9.5%
Underwriting	559	282	183	432	408		-5.5%	559	-27.0%
Distribution	3,218	4,175	3,107	2,421	2,743		13.3%	3,218	-14.7%
Others	1,945	2,118	2,188	2,311	2,563		10.9%	1,945	31.8%
Net trading income	7,346	5,583	7,097	7,800	6,518		-16.4%	7,346	-11.3%
Equities	5,420	4,650	5,801	5,973	5,180		-13.3%	5,420	-4.4%
Bonds	1,879	1,266	1,035	1,944	1,434		-26.2%	1,879	-23.7%
Others	46	-333	260	-117	-96		-	46	-
Financial revenue	658	724	740	878	746		-15.1%	658	13.4%
Financial expenses	408	439	448	418	412		-1.5%	408	0.9%
Net operating revenue	17,465	16,134	16,184	18,827	17,109		-9.1%	17,465	-2.0%
SG&A	13,567	13,360	13,635	13,867	13,728		-1.0%	13,567	1.2%
Trading related expenses	2,104	2,036	2,241	2,153	2,048		-4.9%	2,104	-2.7%
Personnel expenses	6,303	6,460	6,432	6,485	6,417		-1.1%	6,303	1.8%
Real estate expenses	1,826	1,787	1,843	1,865	2,032		9.0%	1,826	11.3%
Office expenses	2,647	2,523	2,584	2,710	2,600		-4.0%	2,647	-1.8%
Depreciation	137	113	113	122	150		23.2%	137	9.9%
Taxes and dues	229	218	182	239	222		-6.9%	229	-3.2%
Other	317	219	237	291	255		-12.3%	317	-19.4%
Operating profit (loss)	3,897	2,774	2,548	4,959	3,380		-31.8%	3,897	-13.3%
Non-operating income	53	48	54	37	36		-1.3%	53	-31.4%
Non-operating expenses	17	27	7	444	21		-95.2%	17	19.8%
Ordinary profit (loss)	3,934	2,795	2,595	4,552	3,396		-25.4%	3,934	-13.7%
Extraordinary income	368	0	-	-75	-		-	368	-
Extraordinary losses	-	-	-	143	151		5.3%	-	-
Profit before income taxes	4,302	2,796	2,595	4,333	3,244		-25.1%	4,302	-24.6%
Income taxes - current	505	1,202	278	1,982	290		-85.3%	505	-42.5%
Income taxes - deferred	150	-459	465	-731	734		-	150	388.5%
Profit (loss)	3,646	2,053	1,851	3,081	2,219		-28.0%	3,646	-39.1%

Investment Trusts / Foreign Bonds Sales (non-consolidated: Okasan Securities)

* Excludes data of Okasan Online Securities Company

<Compared to previous quarter>

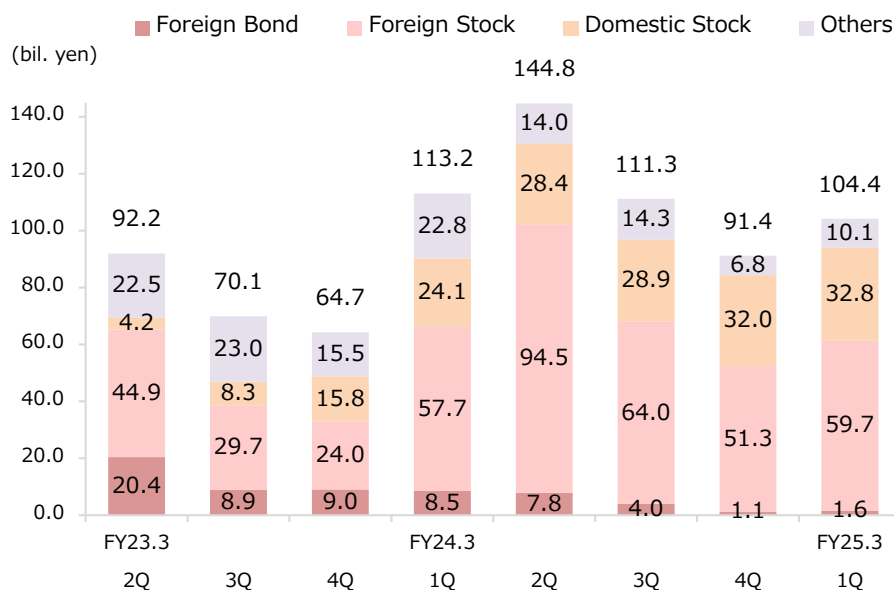
- Investment trusts sales increased by 14.2% QoQ to 104.4 billion yen.
- Sales charge increased by 13.3% QoQ to 2,743 million yen.
Publicly offered foreign stock-investment trusts sales to increase.
- Agent commissions increased by 7.8% QoQ to 2,144 million yen.
- Foreign bonds sales amount decreased by 15.5% QoQ to 18.7 billion yen.

Top selling investment trusts (quarterly: April-June 2024)

Fund	Management	Company
Japan High Dividend Rebalance Open II	SBI Okasan Asset Management	
World Semiconductor Related Focus Fund	SBI Okasan Asset Management	
Shin India Value Growth Equity Fund	SBI Okasan Asset Management	

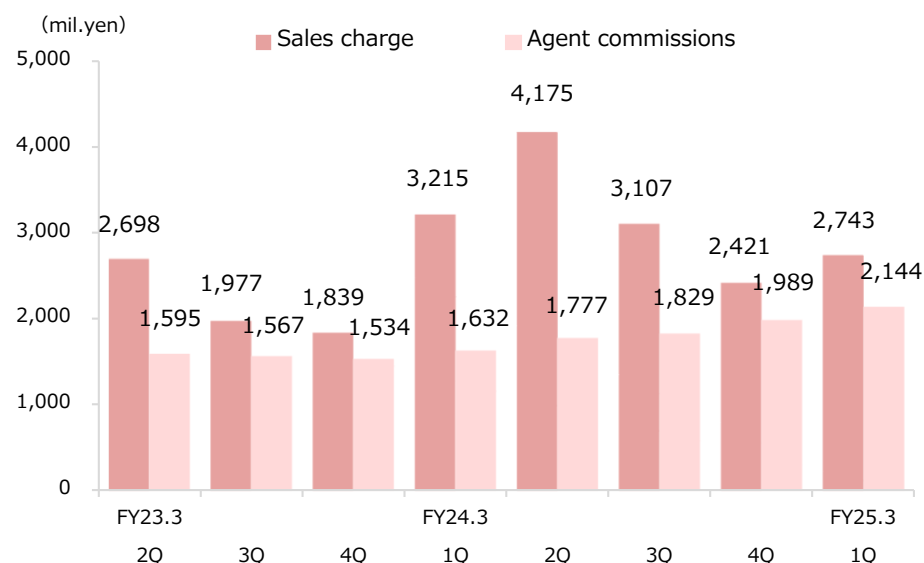
Investment trusts sales amount

※Excludes MRF, MMF, and privately placed investment trusts.

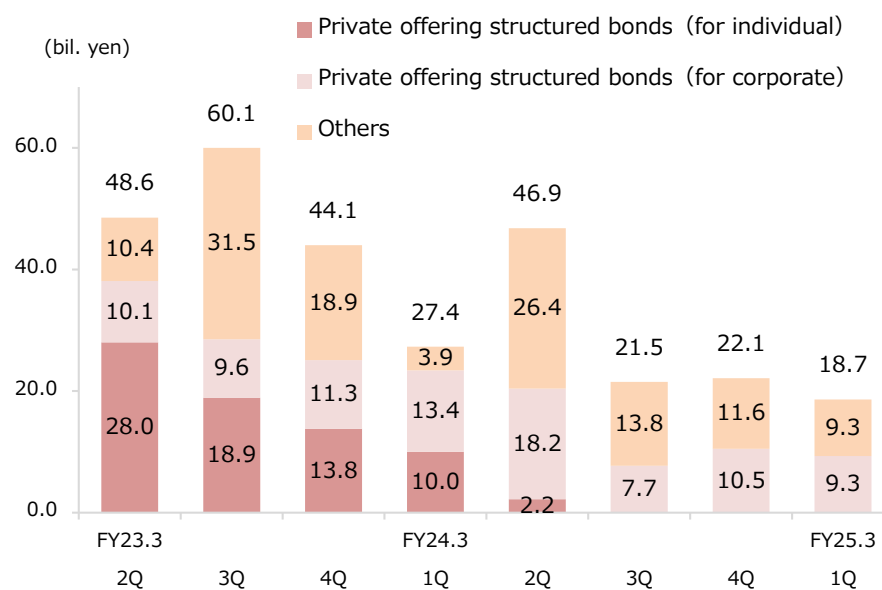


Investment trusts commissions

※Includes data of Okasan Online Securities Company



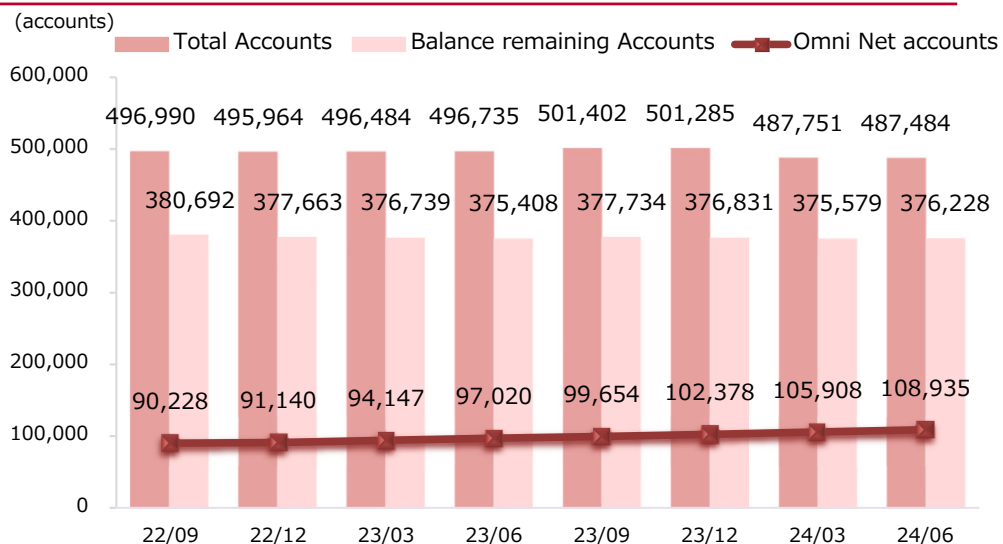
Foreign bonds sales amount



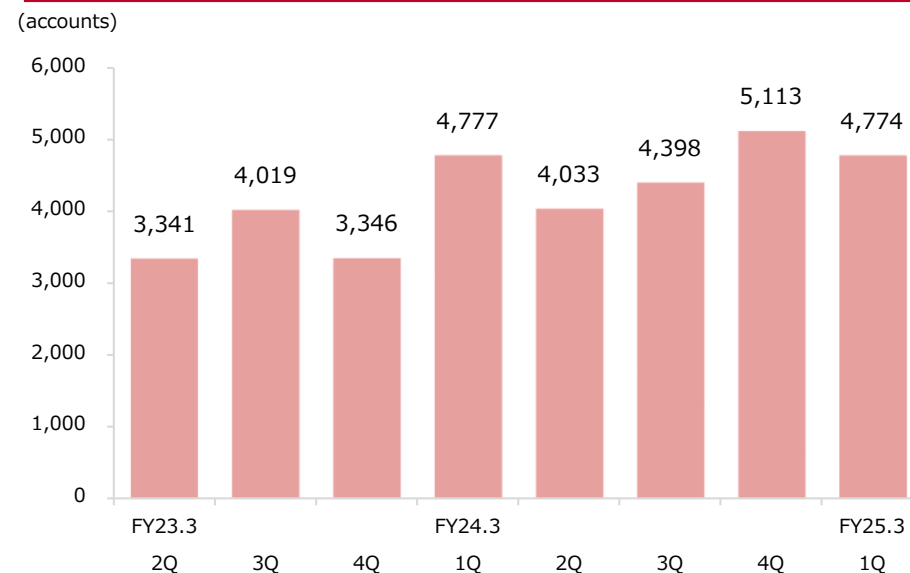
Number of Accounts / Net Inflow of Assets (non-consolidated: Okasan Securities)

* Excludes data of Okasan Online Securities Company

Number of customer accounts

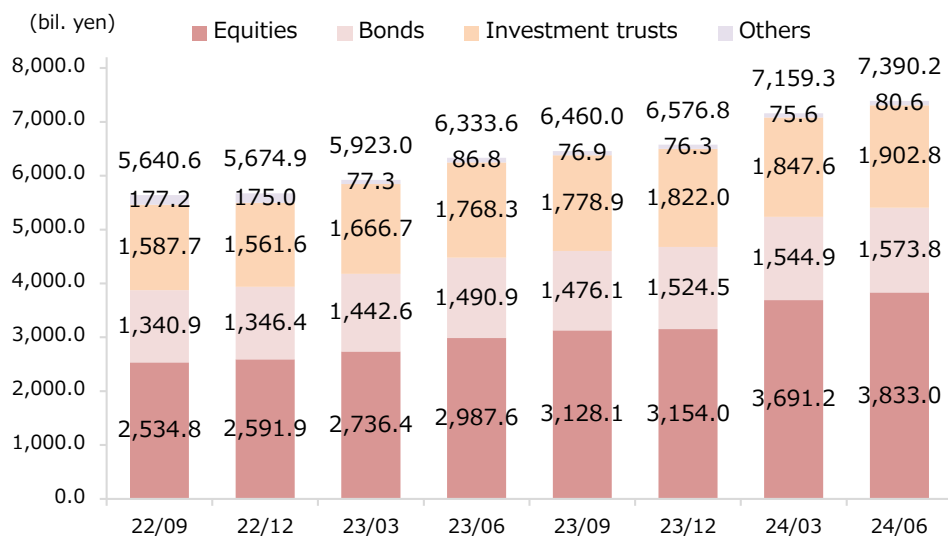


Number of new accounts

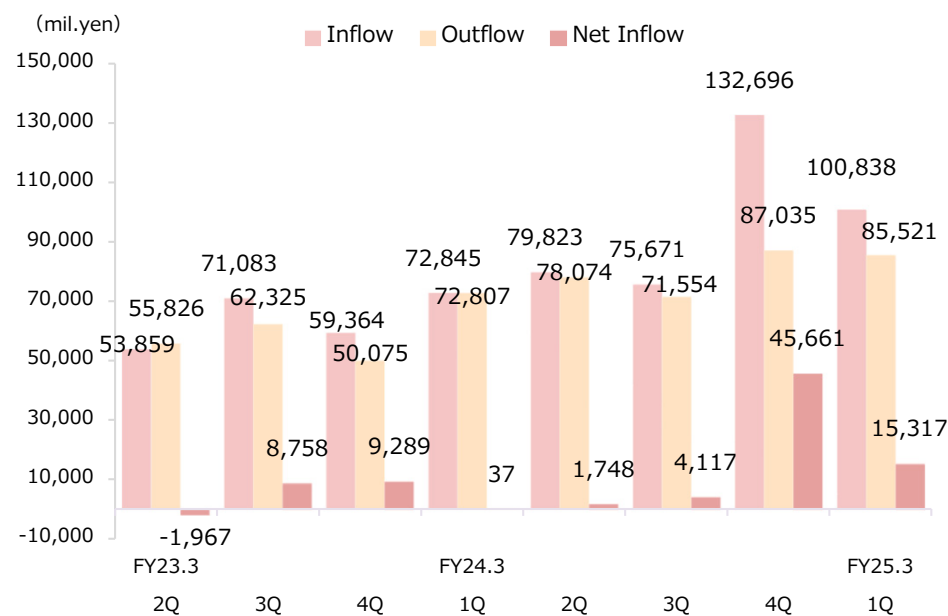


Assets under custody

※Includes data of Okasan Online Securities Company



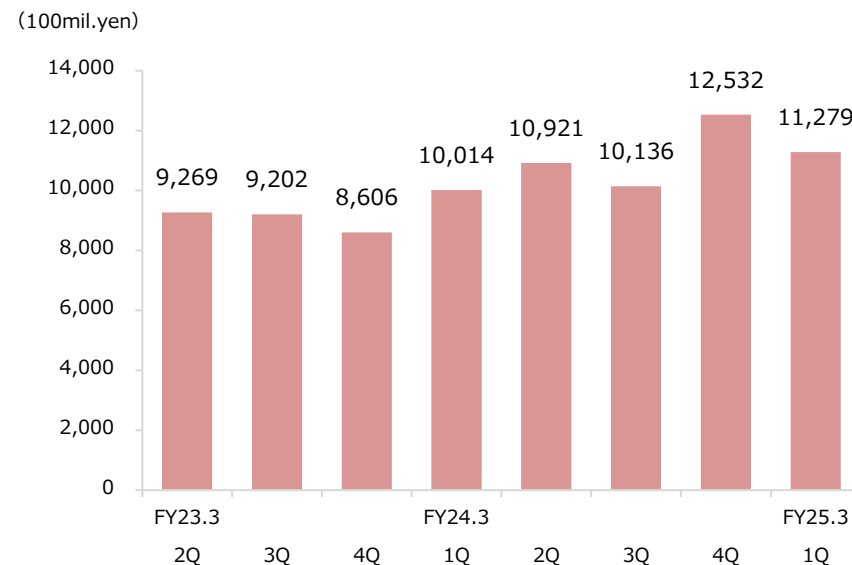
Net Assets inflow (Individual customers)



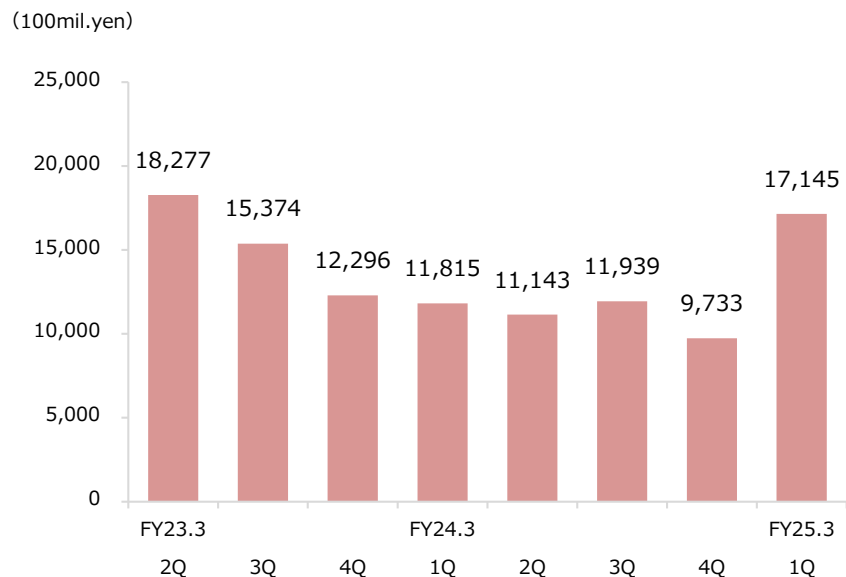
Business Data of Okasan Online Securities Company

- Trading volume of domestic equities remained high, although QoQ decreased as a reactionary drop from the previous quarter's market.
- "Click 365 (exchange listed Forex)" contract amount saw an upsurge in response to business transfers being executed.
- "Click kabu 365 (exchange listed Equity Index Daily Futures contracts)" contract amount remained high under a strong market condition.

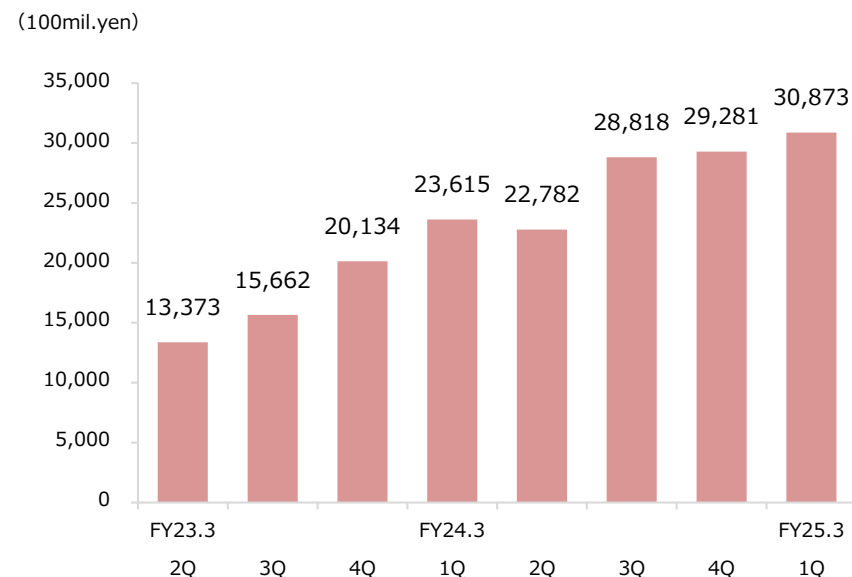
Domestic equities trading volume



"Click 365" contract amount



"Click kabu 365" contract amount



Capital Adequacy Ratio (non-consolidated: Okasan Securities)

<Compared to the end of the previous fiscal year>

The capital adequacy ratio increased 59.2 percentage points from the end of the previous fiscal year to 371.5%.

- Lower market risk equivalents combined with a higher unfixed equity capital, and other factors to increase the ratio.

						(In millions of yen)			
			FY24.3				FY25.3	vs.FY24.3	
			1Q	2Q	3Q	4Q	1Q	4Q	
Basic items		(A)	77,018	79,071	80,922	75,372	77,591	2,219	
Complementary items	Appraisal gains (losses) etc.		16	34	34	30	30	—	
	Security transaction responsibility reserve		768	767	767	843	994	151	
	General provision for loan losses		35	39	40	53	22	-31	
	Short-term subordinated debt		6,000	6,000	6,000	4,000	4,000	—	
	Total	(B)	6,819	6,841	6,843	4,927	5,047	120	
Assets to be deducted		(C)	11,512	12,132	11,971	11,660	11,337	-323	
Unfixed equity capital		(A) + (B) – (C)	(D)	72,326	73,780	75,794	68,639	71,301	2,662
Risk equivalents	Market risk equivalents		3,222	2,618	2,875	6,409	3,084	-3,325	
	Customer risk equivalents		2,127	2,299	2,151	2,392	2,584	192	
	Basic risk equivalents		12,869	12,901	12,855	13,176	13,521	345	
	Total	(E)	18,219	17,819	17,882	21,977	19,190	-2,787	
Capital adequacy ratio		(D) / (E) ×100 (%)	396.9%	414.0%	423.8%	312.3%	371.5%	59.2p	

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

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