

Securities Code: 8622

Six Months Ended September 30, 2024 (FY2025/3 2Q) Non-consolidated Semi-annual Financial Results Briefing Materials

October, 2024
Mito Securities Co., Ltd.

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I . Financial Status

Six Months Ended September 30, 2024
(FY2025/3 2Q)

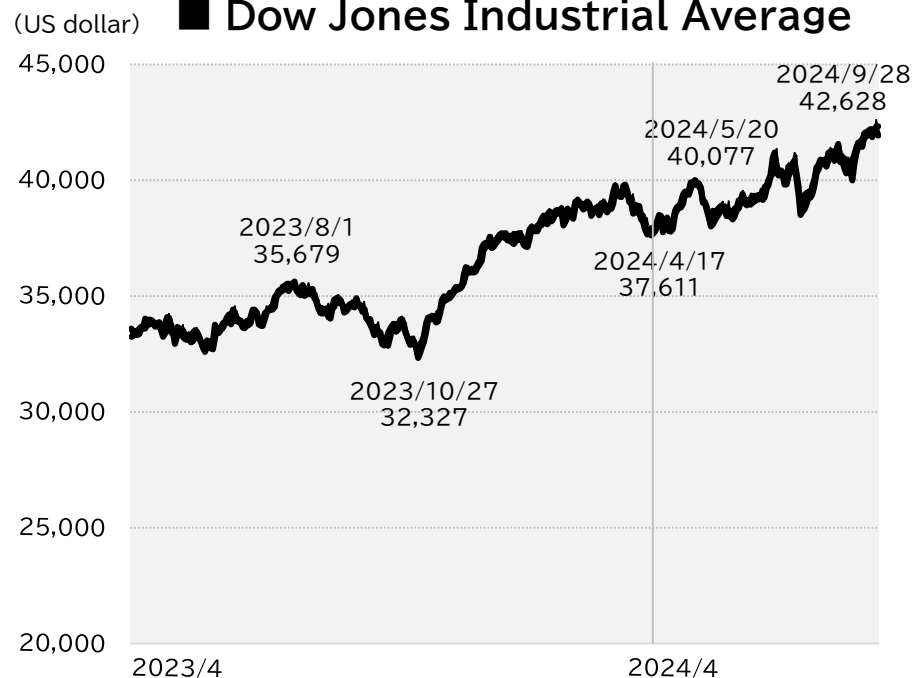
- In the domestic stock market, stock prices recorded the highest ever in July after being range bound in the first quarter. The market was then turbulent by a sharp rise and fall.
- In the U.S. stock market, stock prices were firm despite some wrangling. In September, the FRB decided to reduce the policy interest rate for the first time in four and a half years, which led to increase further in the market.

(Source) Prepared by the Company from QUICK data
Apr.3, 2023 – Sep.30, 2024

■ Nikkei Stock Average



■ Dow Jones Industrial Average



■ Closing prices at the end of September 2024

Nikkei Stock Average
37,919.55 yen

Dow Jones Industrial Average
42,330.15 US dollar

U.S. dollar / yen exchange rate
143.59 yen

Prime market Market capitalization
914,850.5 billions of yen

Prime Market (September) Average daily trading value
5,026.1 billions of yen

Financial Summary

MITO SECURITIES CO., LTD.

■ Operating revenue: 7,212 million yen (3.2% YoY) ■ Operating profit: 1,098 million yen (5.4% YoY)
 ■ Ordinary profit: 1,360 million yen (6.8% YoY) ■ Profit: 1,108 million yen (6.0% YoY)

(Millions of yen)

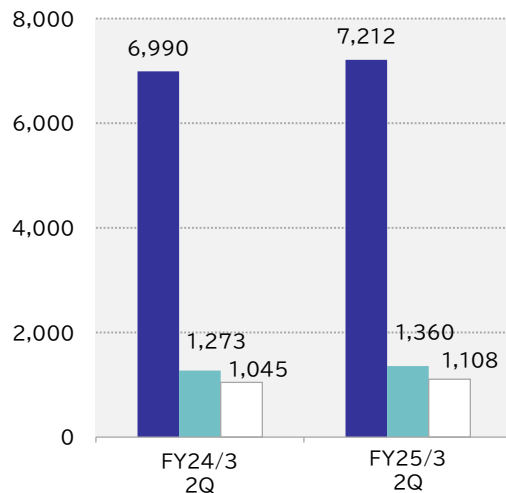
Six months	Ended Sep.30, 2023 (FY24/3)	Ended Sep.30, 2024 (FY25/3)	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q		
Operating revenue	6,990	7,212	3.2%	3,570	3,420	3,190	4,373	4,043	3,169	△21.6%	△7.4%
Net operating revenue	6,962	7,187	3.2%	3,555	3,406	3,178	4,361	4,031	3,155	△21.7%	△7.4%
Operating profit	1,042	1,098	5.4%	592	449	270	1,078	805	292	△63.6%	△34.9%
Ordinary profit	1,273	1,360	6.8%	766	507	413	1,116	1,022	338	△66.9%	△33.3%
Profit	1,045	1,108	6.0%	723	322	274	1,015	850	258	△69.7%	△19.9%

■ Operating revenue

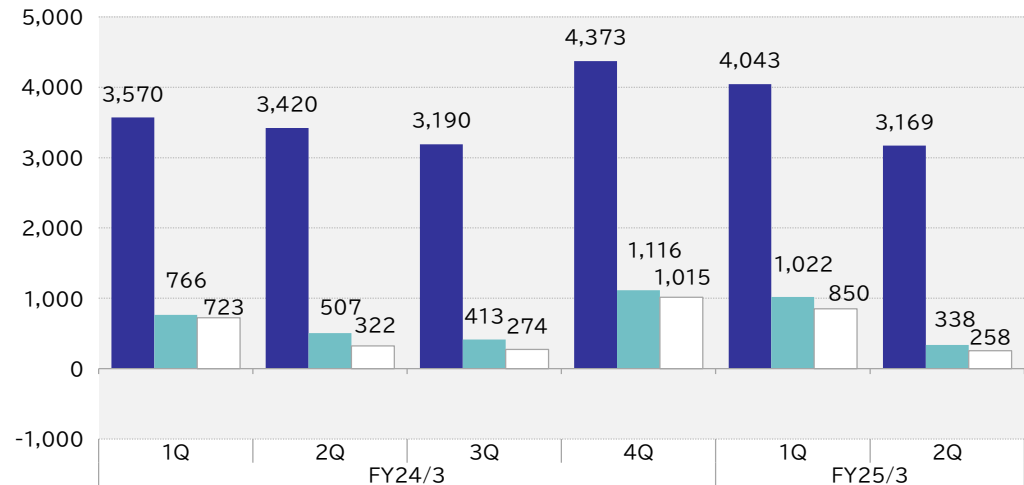
■ Ordinary profit

□ Profit

(Millions of yen)



(Millions of yen)



Breakdown of Operating Revenue

MITO SECURITIES CO., LTD.

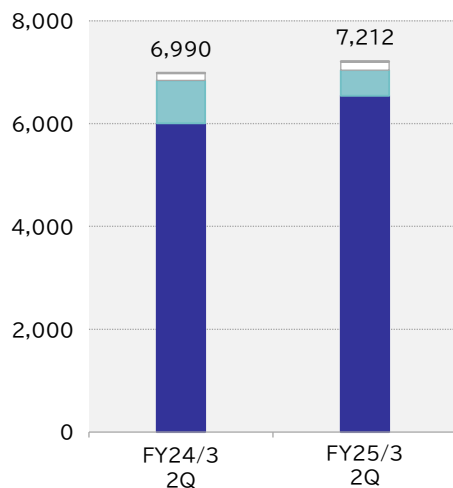
- Commission received: 6,543 million yen (9.0% YoY)
- Net trading income: 496 million yen (Δ40.5% YoY)
- Finance revenue: 160 million yen (15.1% YoY)

(Millions of yen)

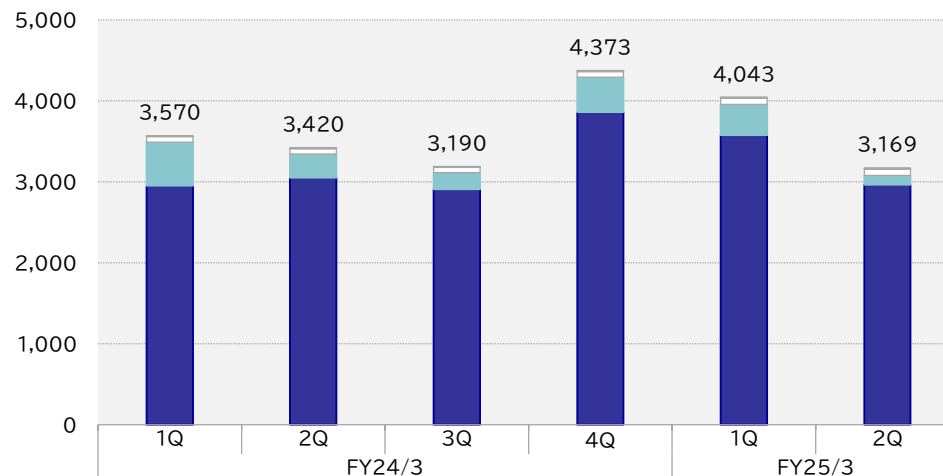
Six months	Ended Sep.30, 2023 (FY24/3)	Ended Sep.30, 2024 (FY25/3)	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q		
Commission received	6,004	6,543	9.0%	2,952	3,051	2,910	3,860	3,579	2,963	Δ17.2%	Δ2.9%
Net trading income	834	496	Δ40.5%	539	294	204	431	378	118	Δ68.8%	Δ59.9%
Financial revenue	139	160	15.1%	70	68	68	74	79	80	2.1%	18.5%
Other	12	13	1.1%	6	6	6	6	6	6	6.2%	7.7%
Operating revenue	6,990	7,212	3.2%	3,570	3,420	3,190	4,373	4,043	3,169	Δ21.6%	Δ7.4%

■ Commission received ■ Net trading income □ Financial revenue ■ Other

(Millions of yen)



(Millions of yen)



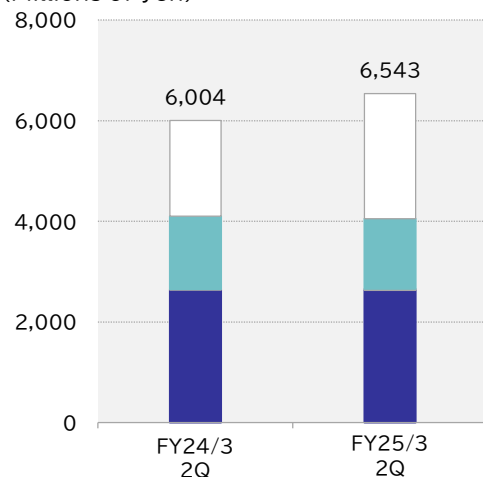
Commission Received (Commission by line item) MITO SECURITIES CO., LTD.

- Brokerage commission : 2,637 million yen ($\Delta 0.2\%$ YoY)
- Fees for offering, secondary distribution and solicitation of selling and others for professional investors : 1,397 million yen ($\Delta 3.7\%$ YoY)
- Other fees received : 2,486 million yen (30.7% YoY)

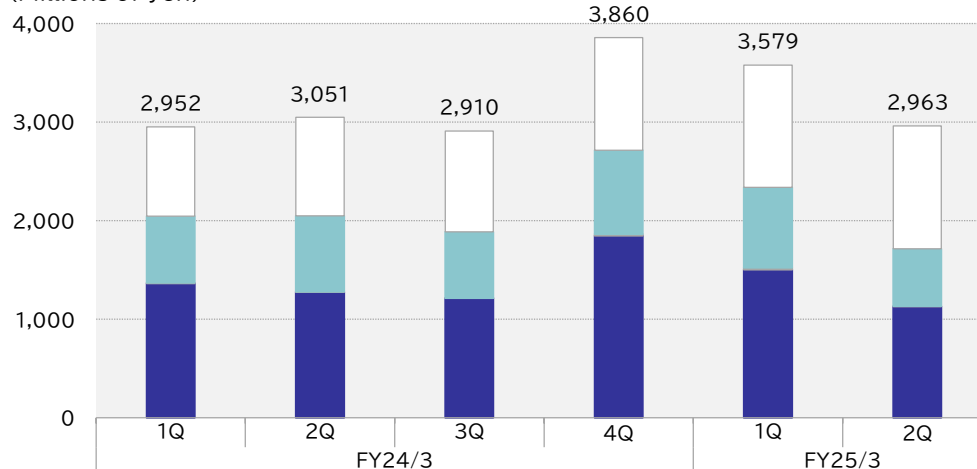
(Millions of yen)

Six months	Ended Sep.30, 2023 (FY24/3)	Ended Sep.30, 2024 (FY25/3)	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q		
■ Brokerage commission	2,642	2,637	$\Delta 0.2\%$	1,365	1,277	1,215	1,847	1,506	1,131	$\Delta 24.9\%$	$\Delta 11.4\%$
■ Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	9	21	133.3%	5	3	2	19	19	2	$\Delta 86.9\%$	$\Delta 35.7\%$
■ Fees for offering, secondary distribution and solicitation for selling and others for professional investors	1,450	1,397	$\Delta 3.7\%$	678	771	669	849	815	582	$\Delta 28.6\%$	$\Delta 24.6\%$
□ Other fees received	1,901	2,486	30.7%	903	998	1,024	1,144	1,238	1,247	0.7%	25.0%
Commission received	6,004	6,543	9.0%	2,952	3,051	2,910	3,860	3,579	2,963	$\Delta 17.2\%$	$\Delta 2.9\%$

(Millions of yen)



(Millions of yen)



Commission Received (Commission by product) MITO SECURITIES CO., LTD.

■ Stocks: 2,628 million yen ($\Delta 0.5\%$ YoY)

■ Beneficiary certificates: 3,882 million yen (16.2% YoY)

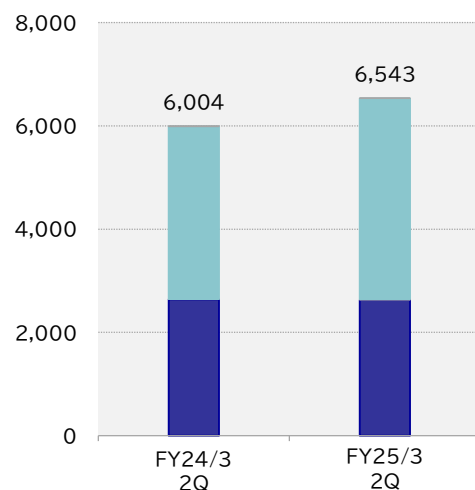
* Please refer to the slides II. Reference Information for market value balances, fees, etc. for each product type.

(Millions of yen)

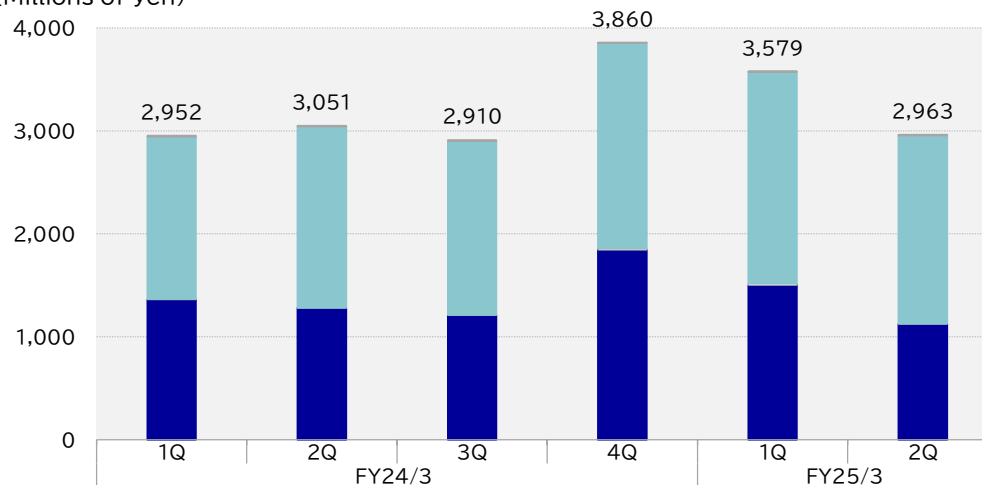
Six months	Ended Sep.30, 2023 (FY24/3)	Ended Sep.30, 2024 (FY25/3)	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q		
Stocks	2,641	2,628	$\Delta 0.5\%$	1,362	1,279	1,211	1,844	1,502	1,126	$\Delta 25.0\%$	$\Delta 12.0\%$
Bonds	5	21	279.4%	4	0	1	18	19	2	$\Delta 87.8\%$	133.8%
Beneficiary certificates *	3,340	3,882	16.2%	1,576	1,764	1,692	1,991	2,053	1,828	$\Delta 10.9\%$	3.7%
Other	16	10	$\Delta 32.3\%$	9	6	5	5	4	5	22.9%	$\Delta 13.1\%$
Commission received	6,004	6,543	9.0%	2,952	3,051	2,910	3,860	3,579	2,963	$\Delta 17.2\%$	$\Delta 2.9\%$

*Including fund wraps, etc.

□ Bonds ■ Beneficiary certificates ■ Other
(Millions of yen)



Commission received
(Millions of yen)



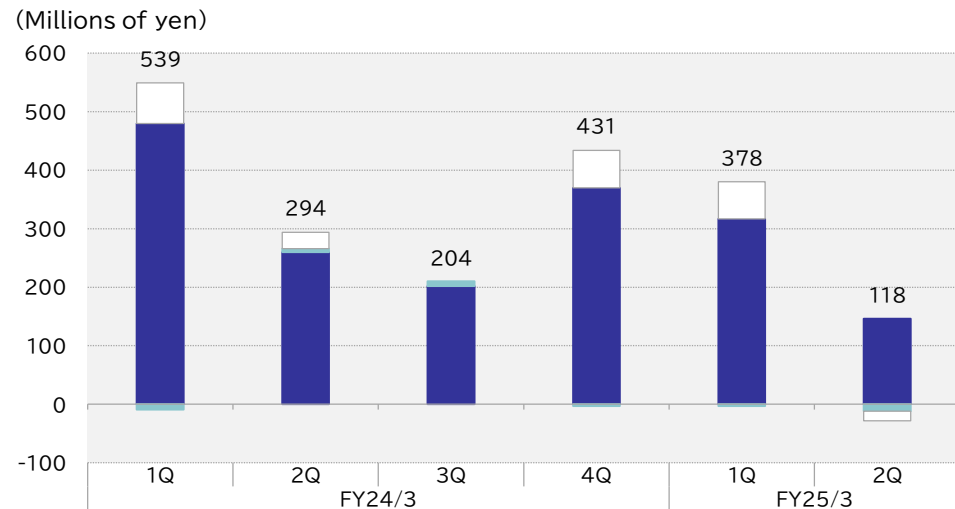
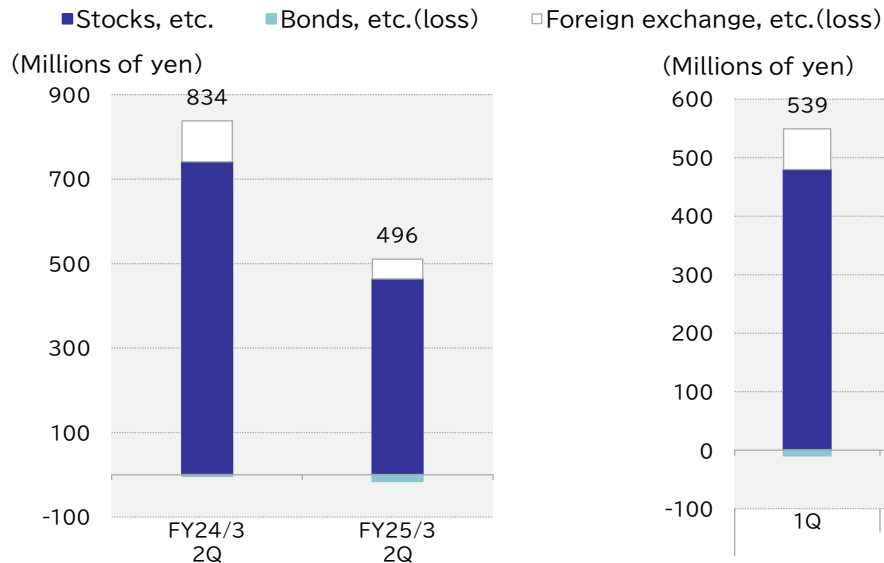
Breakdown of Net Trading Income

MITO SECURITIES CO., LTD.

- Net trading income(Stocks, etc.): 494 million yen ($\Delta 37.3\%$ YoY)
- Net trading income(Bonds, foreign exchange , etc.): 31million yen ($\Delta 66.1\%$ YoY)

(Millions of yen)

Six months	Ended Sep.30, 2023 (FY24/3)	Ended Sep.30, 2024 (FY25/3)	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q		
Stocks, etc.	741	464	$\Delta 37.3\%$	480	260	202	370	317	146	$\Delta 53.8\%$	$\Delta 43.7\%$
Bonds, foreign exchange, etc.:	93	31	$\Delta 66.1\%$	59	34	2	61	60	$\Delta 28$	—	—
Bonds, etc.(loss)	$\Delta 3$	$\Delta 15$	—	$\Delta 9$	6	8	$\Delta 3$	$\Delta 3$	$\Delta 12$	—	—
Foreign exchange, etc.(loss)	97	47	$\Delta 51.6\%$	69	28	$\Delta 6$	64	63	$\Delta 16$	—	—
Net trading income	834	496	$\Delta 40.5\%$	539	294	204	431	378	118	$\Delta 68.8\%$	$\Delta 59.9\%$



Breakdown of Financial Revenue and Expenses MITO SECURITIES CO., LTD.

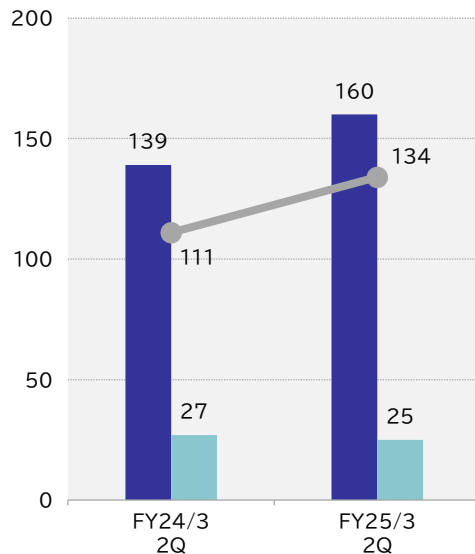
- Financial revenue: 160 million yen (15.1% YoY) ■ Financial expenses: 25 million yen (Δ9.2 YoY)
- Financial revenue and expenses : 134 million yen (21.3% YoY)

(Millions of yen)

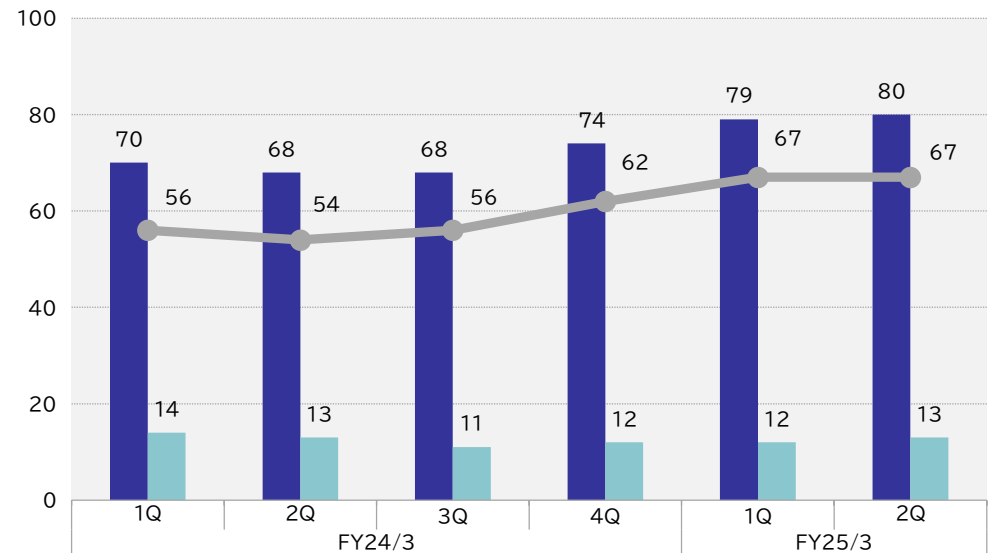
Six months	Ended Sep.30, 2023 (FY24/3)	Ended Sep.30, 2024 (FY25/3)	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q		
Financial revenue	139	160	15.1%	70	68	68	74	79	80	2.1%	18.5%
Financial expenses	27	25	Δ9.2%	14	13	11	12	12	13	7.7%	Δ2.8%
Financial revenue and expenses	111	134	21.3%	56	54	56	62	67	67	1.0%	23.7%

■ Financial revenue ■ Financial expenses ● Financial revenue and expenses

(Millions of yen)



(Millions of yen)



Breakdown of Selling, General and Administrative Expenses

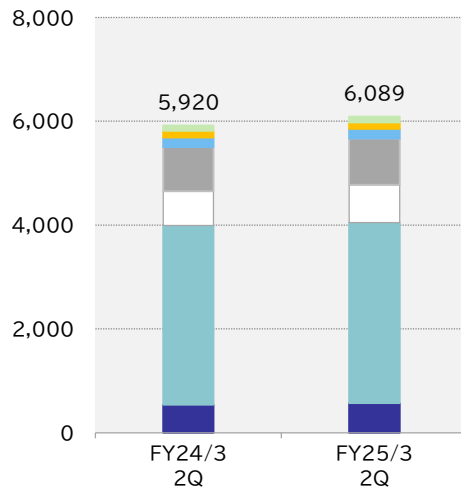
MITO SECURITIES CO., LTD.

■ Selling, general and administrative expenses: 12,111 million yen (2.8% YoY)

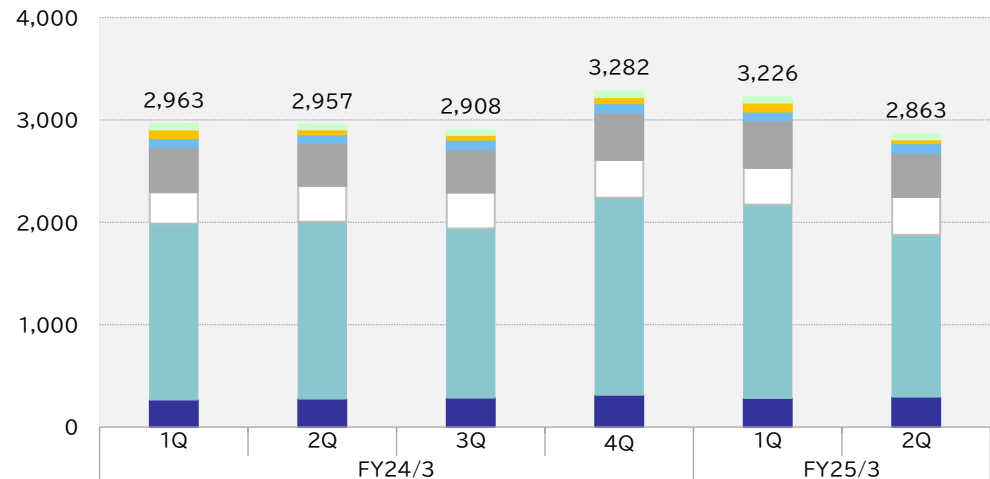
(Millions of yen)

Six months	Ended Sep.30, 2023 (FY24/3)	Ended Sep.30, 2024 (FY25/3)	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
				1Q	2Q	3Q	4Q	1Q	2Q		
Trading related expenses	540	575	6.5%	266	273	283	311	282	292	3.5%	6.8%
Personnel expenses	3,455	3,476	0.6%	1,721	1,733	1,658	1,929	1,890	1,586	△16.1%	△8.5%
Real estate expenses	657	727	10.6%	307	350	350	370	359	368	2.4%	5.2%
Office expenses	853	893	4.7%	438	414	425	460	461	432	△6.2%	4.3%
Depreciation	180	182	1.5%	89	90	91	93	90	92	2.2%	2.1%
Taxes and dues	132	126	△4.6%	85	46	47	59	87	38	△56.0%	△17.1%
Other	101	106	5.5%	52	48	50	57	54	52	△4.4%	8.0%
Selling, general and administrative expenses	5,920	6,089	2.8%	2,963	2,957	2,908	3,282	3,226	2,863	△11.3%	△3.2%

(Millions of yen)



(Millions of yen)



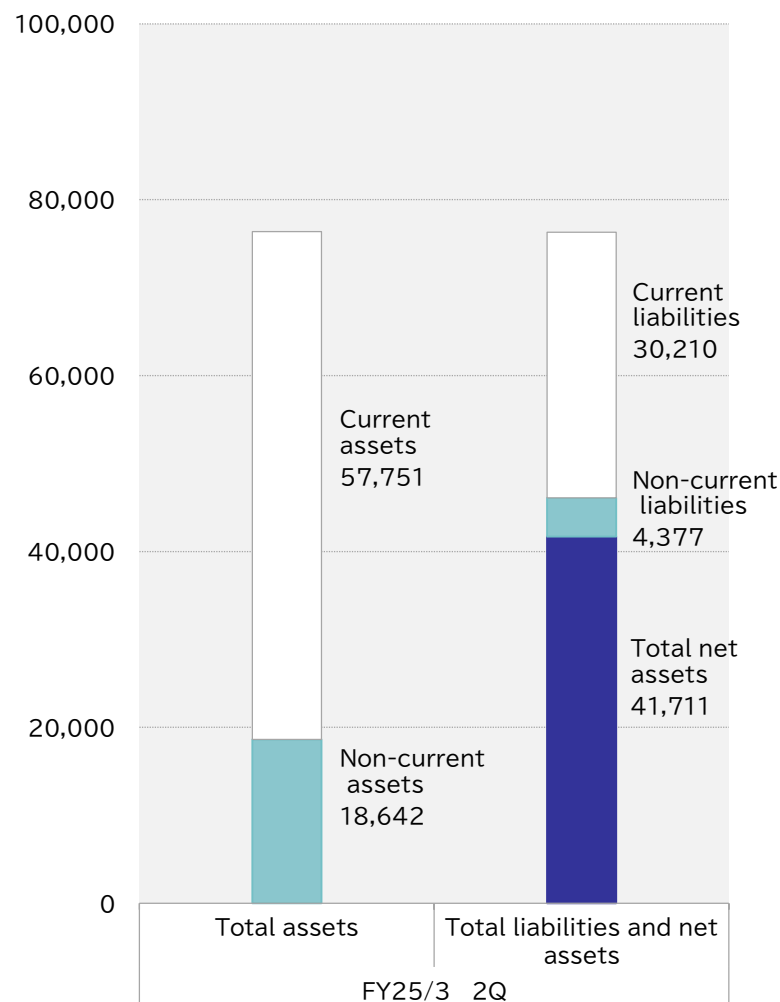
Balance Sheet Summary

MITO SECURITIES CO., LTD.

(Millions of yen)

(Millions of yen)

	As of March 31, 2023 (FY23/3)	As of March 31, 2024 (FY24/3)	As of Sep. 30,2024 (FY25/3)	Comparison to March 31, 2024 (FY24/3)
Assets				
Current assets	48,424	54,446	57,751	6.1%
Non-current assets	13,139	19,586	18,642	△4.8%
Total assets	61,564	74,033	76,394	3.2%
Liabilities				
Current liabilities	18,710	25,861	30,210	16.8%
Non-current liabilities	3,727	5,249	4,377	△16.6%
Total liabilities	22,540	31,205	34,682	11.1%
Net assets				
Total net assets	39,024	42,827	41,711	△2.6%
Total liabilities and net assets	61,564	74,033	76,394	3.2%

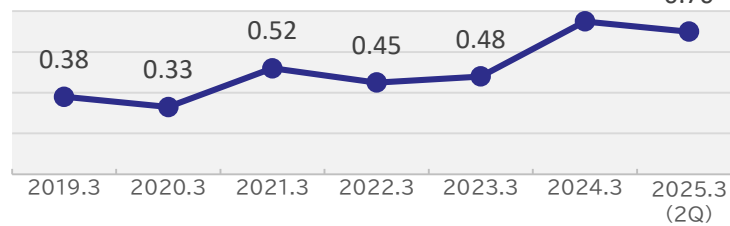


Actions to Achieve Management Conscious of Capital Costs and Stock Prices

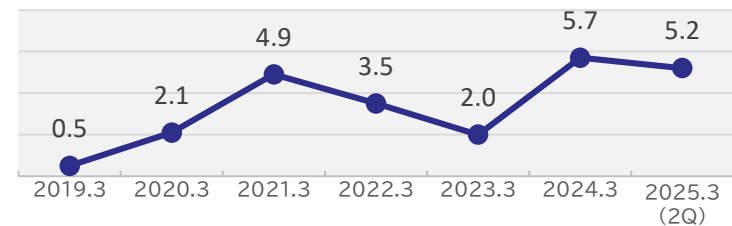
MITO SECURITIES CO., LTD.

- While efforts to implement the Sixth Medium-term Management Plan are progressing smoothly, we recognize that PBR is still below 1.0x, along with ROE being below what we consider the cost of capital (6–9%).
- To enhance our corporate value, we will focus on improving PBR and ROE through customer-centric business practices and by further strengthening our investment proposal capabilities, human capital investment, and organizational responsiveness.

PBR (times)



ROE (%)



Increase in corporate value	Important item	Specific initiatives
Improvement of ROE	Expansion of customer base and sales base	<ul style="list-style-type: none"> ■ Assets under custody (total of Japanese stocks, Foreign stocks, Investment trusts, Fund wraps, etc.) exceeded 1,400 billion yen at the end of September 2024 through promotion of portfolio sales. ■ SG&A coverage ratio increased to 40.5% due to an increase in stock income, a stable revenue base. ■ The number of fund wrap contracts, our core product, reached a record high. ■ A new branch format was launched to improve customer services. ■ Recognized for the fourth consecutive year as one of the “2024 Certified Health & Productivity Management Outstanding Organizations (large-enterprise category).”
	Increase in cash flow	
	Efficient use of capital	
Reduction in cost of shareholders' equity Increase in expected growth rate	Growth strategy	<ul style="list-style-type: none"> ■ Considered initiatives for sustainable growth for the 7th Medium-term Management Plan starting from FY2025. ■ increased the number of female outside directors by one from the viewpoint of diversity on the Board of Directors. ■ Held dialogues with investors (major shareholders, insurance companies, asset management companies, etc.) on growth strategies, capital efficiency, etc.
	Corporate Governance	
	IR	



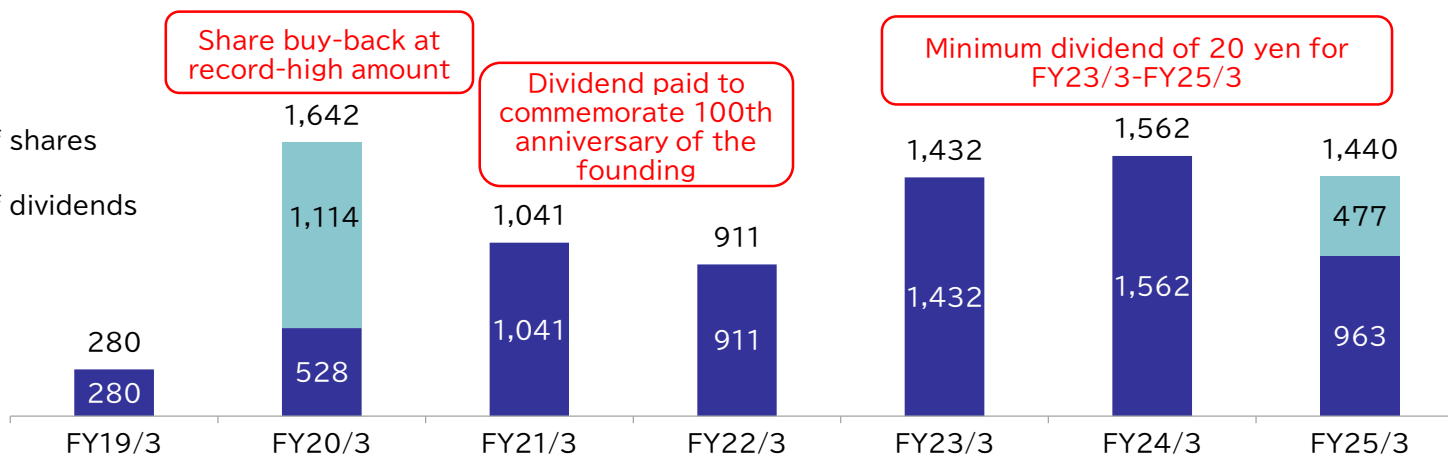
II. Reference Information

Shareholder Return

- The Company has set the minimum annual dividend for the Sixth Medium-Term Management Plan, from the fiscal year ended March 2023 to the fiscal year ending March 2025, at ¥20.00 (announced on January 20, 2023).
- Dividend policy: To be implemented based on a dividend payout ratio of approximately 50%, taking into account continuity, status of net assets, and other management decisions.
- Acquired 897,600 treasury shares (477,042,700 yen) and cancelled 5 million treasury shares during 1Q FY25/3
- October 30, 2024 「Notice Concerning the Status of Acquisition of Treasury Shares」
(Up to 2,000,000 shares, Up to 1.1 billion yen)

Total return (Millions of yen)

- Total amount of shares repurchased
- Total amount of dividends



Dividend per share (yen)	2Q-end	Fiscal year end	2Q-end	Fiscal year end	2Q-end	Fiscal year end	2Q-end	Fiscal year end	2Q-end	Fiscal year end	2Q-end	Fiscal year end	2Q-end	Fiscal year end
Half-year	2	2	4	4	6	10 Regular: 8 Commemorative: 2	8 Regular: 6 Commemorative: 2	6	2	20	10	14	15	Undecided
Full-year	4		8		16		14		22		24		【Undecided】 Minimum dividend of 20 yen	
Dividend payout ratio	150.4%		67.4%		55.1%		64.4%		183.2%		66.4%		—	
Total return ratio	150.4%		207.6%		55.1%		64.4%		183.2%		66.4%		—	

Fourth Medium-Term
Management Plan

Fifth Medium-Term
Management Plan

Sixth Medium-Term
Management Plan

Assets under custody (Market value balance)

MITO SECURITIES CO., LTD.

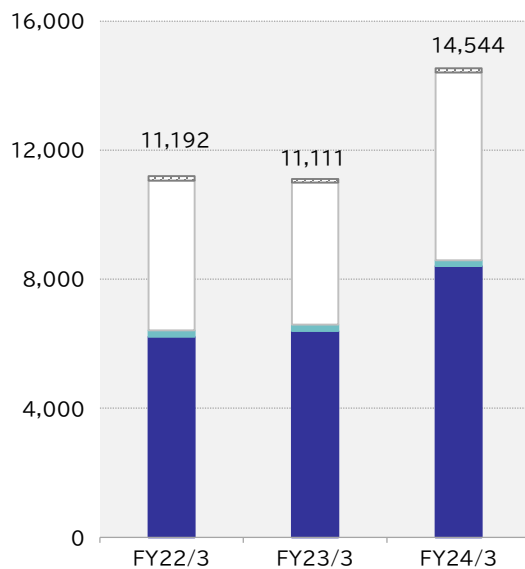
(100 millions of yen)

	FY22/3	FY23/3	FY24/3	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q		
Stocks	6,213	6,392	8,409	31.6%	7,134	7,370	7,373	8,409	8,665	8,094	△6.6%	9.8%
Bonds	203	197	177	△9.8%	191	171	170	177	189	193	2.2%	12.7%
Beneficiary certificates *	4,642	4,412	5,822	32.0%	4,947	4,958	5,223	5,822	6,207	5,902	△4.9%	19.0%
Other	135	111	135	21.9%	139	122	135	135	145	115	△20.6%	△6.0%
Assets under custody	11,192	11,111	14,544	30.9%	12,410	12,621	12,901	14,544	15,206	14,303	△5.9%	13.3%

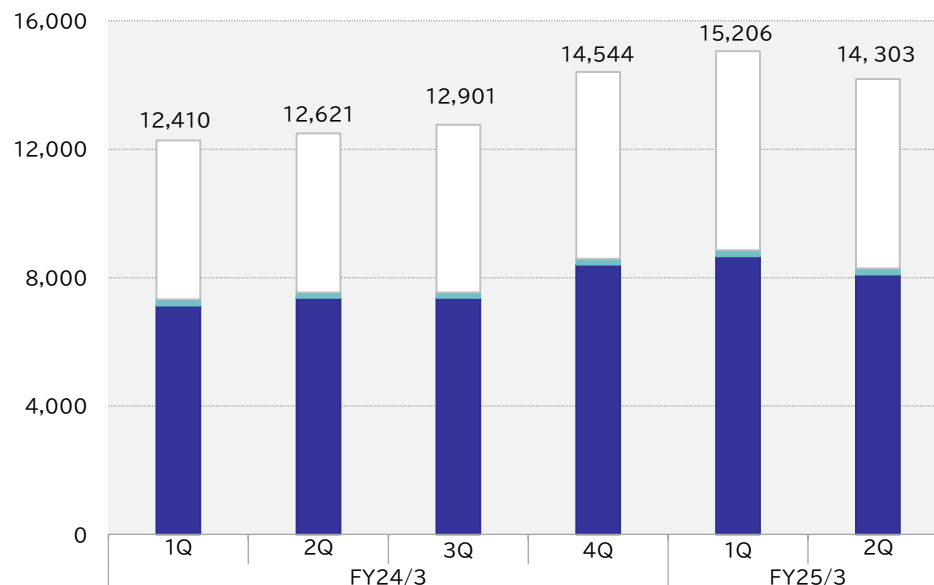
※ Including fund wraps and cumulative investment

■ Stocks ■ Bonds □ Beneficiary certificates * ▨ Other

(100 millions of yen)



(100 millions of yen)



Major Revenues

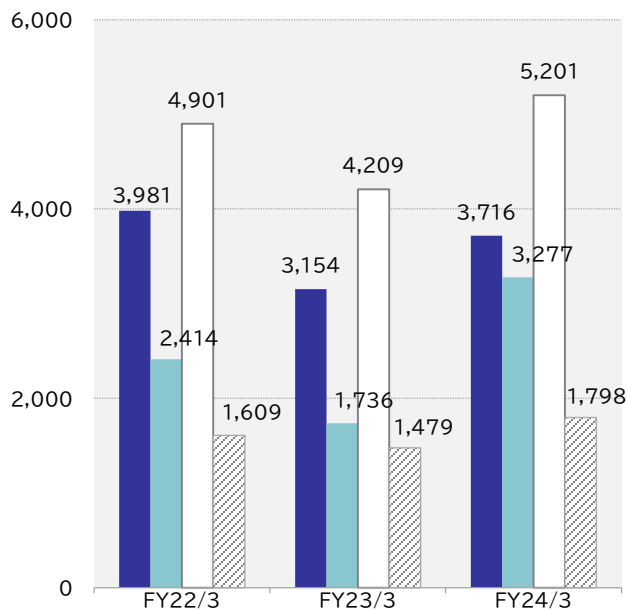
MITO SECURITIES CO., LTD.

(Millions of yen)

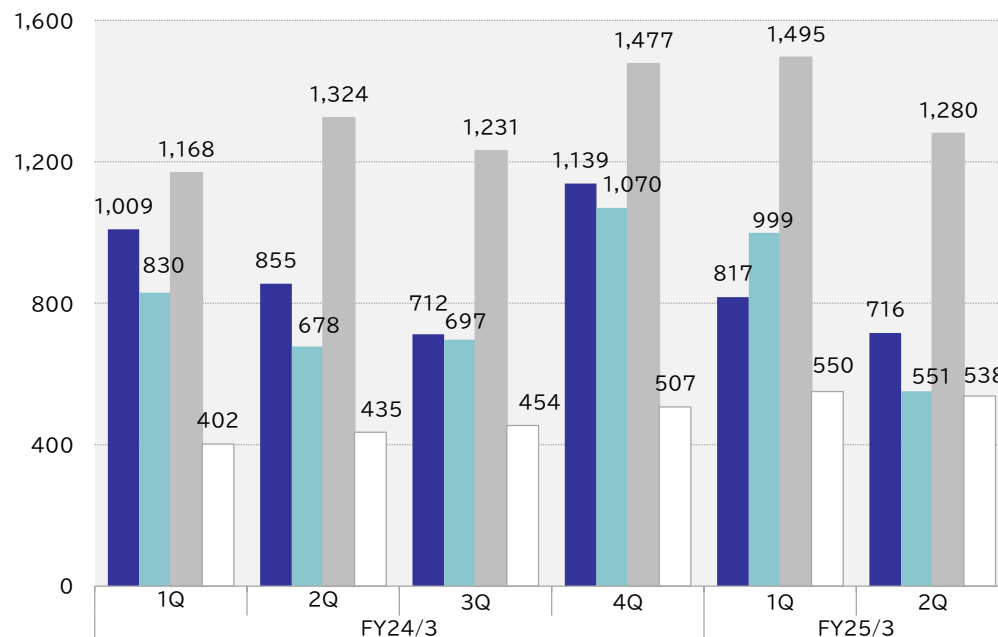
	FY22/3	FY23/3	FY24/3	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q		
Domestic stocks	3,981	3,154	3,716	17.8%	1,009	855	712	1,139	817	716	△12.4%	△16.2%
Foreign stocks (Brokerage transaction/Over-the-counter transactions)	2,414	1,736	3,277	88.8%	830	678	697	1,070	999	551	△44.8%	△18.6%
Investment trust (including agency fee)	4,901	4,209	5,201	23.6%	1,168	1,324	1,231	1,477	1,495	1,280	△14.4%	△3.3%
Fund wrap reward	1,609	1,479	1,798	21.6%	402	435	454	507	550	538	△2.2%	23.7%

■ Japanese stocks ■ Foreign stocks □ Investment trust ▨ Fund wrap reward

(Millions of yen)



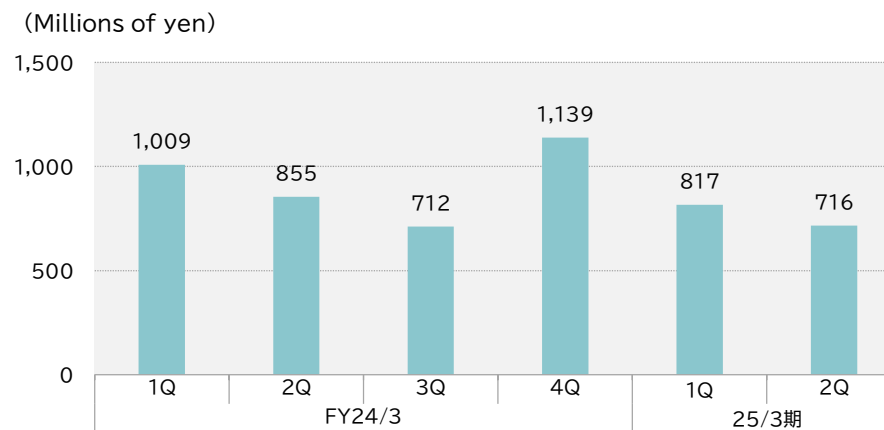
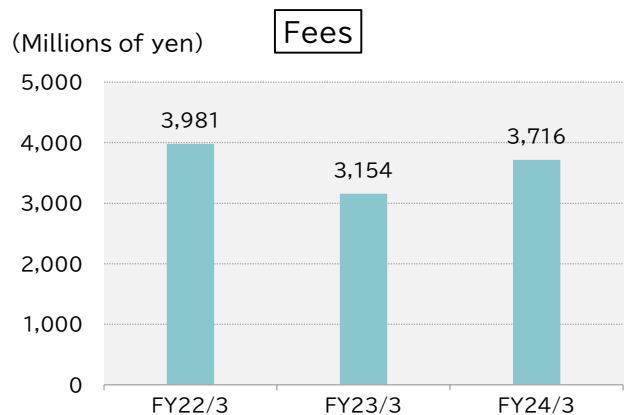
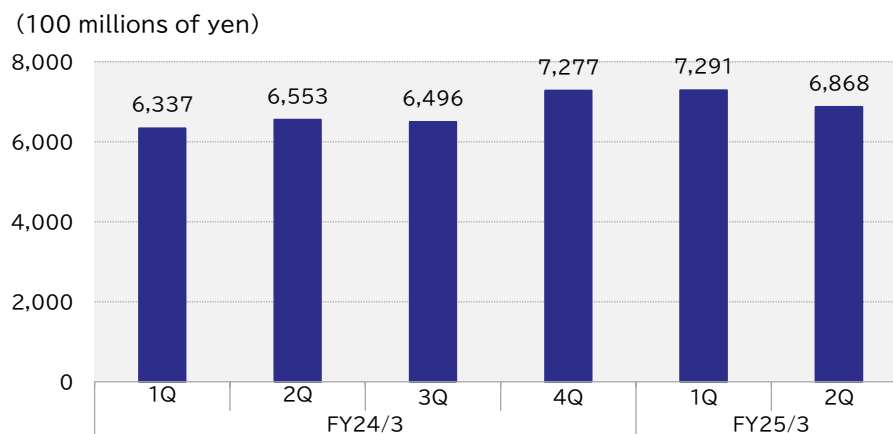
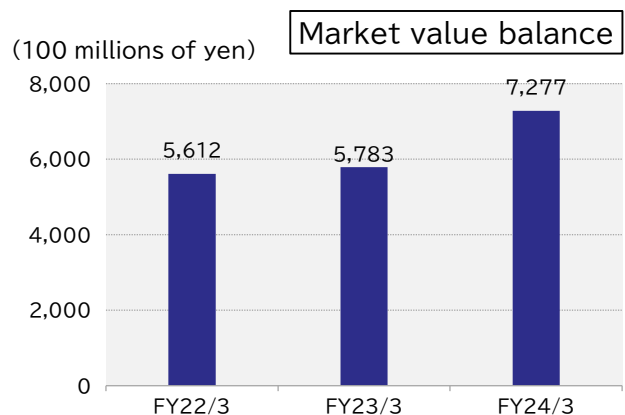
(Millions of yen)



Domestic Stocks

MITO SECURITIES CO., LTD.

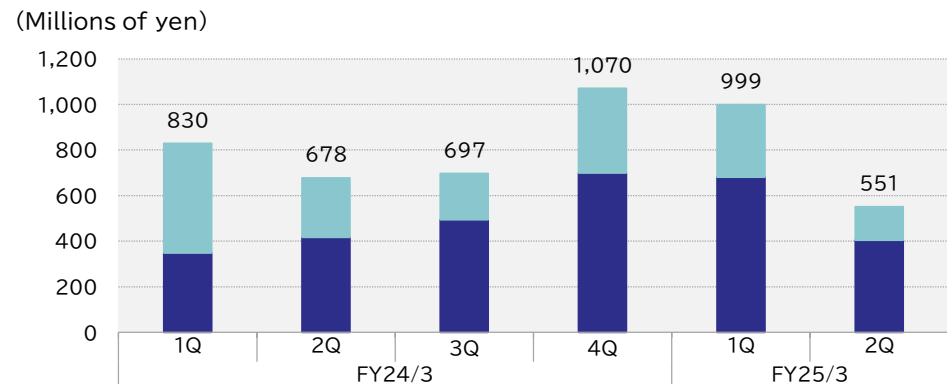
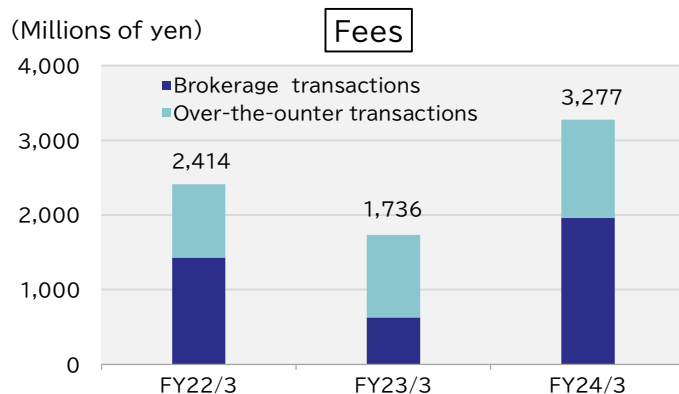
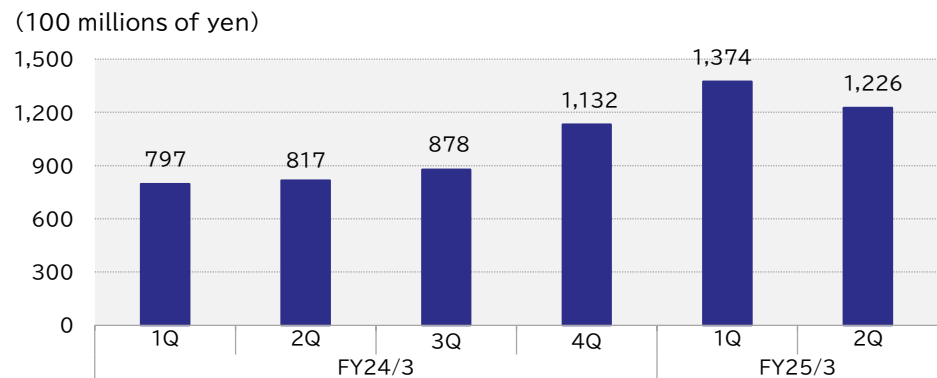
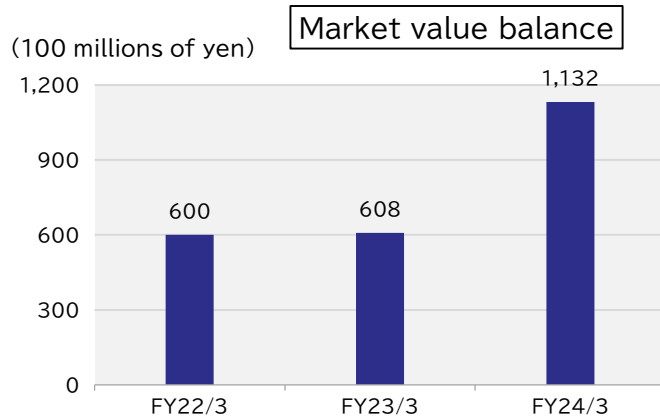
	FY22/3	FY23/3	FY24/3	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q		
Market value balance (100 millions of yen)	5,612	5,783	7,277	25.8%	6,337	6,553	6,496	7,277	7,291	6,868	△5.8%	4.8%
Fees (Millions of yen)	3,981	3,154	3,716	17.8%	1,009	855	712	1,139	817	716	△12.4%	△16.2%



Foreign Stocks (U.S. Stocks)

MITO SECURITIES CO., LTD.

	FY22/3	FY23/3	FY24/3	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q		
Market value balance (100 millions of yen)	600	608	1,132	86.0%	797	817	878	1,132	1,374	1,226	△10.8%	50.0%
Fees (Millions of yen)	2,414	1,736	3,277	88.8%	830	678	697	1,070	999	551	△44.8%	△18.6%
Of which: Brokerage transactions	1,431	630	1,963	211.5%	349	417	495	700	681	404	△40.6%	△3.0%
Of which: Over-the-counter transactions	982	1,105	1,314	18.8%	480	260	202	370	317	146	△53.8%	△43.7%

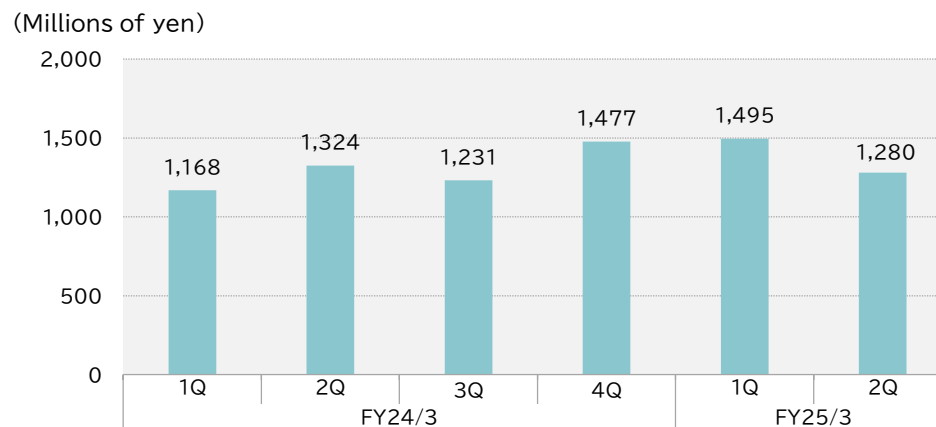
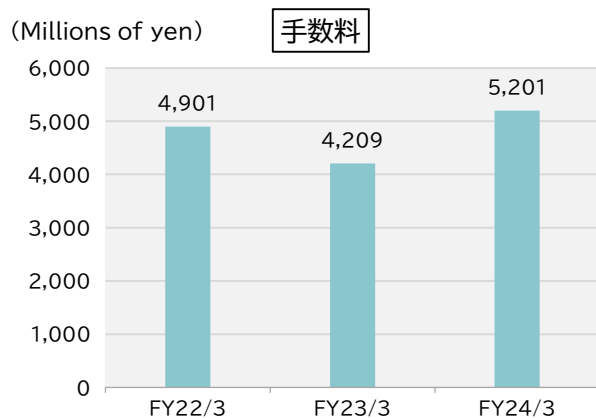
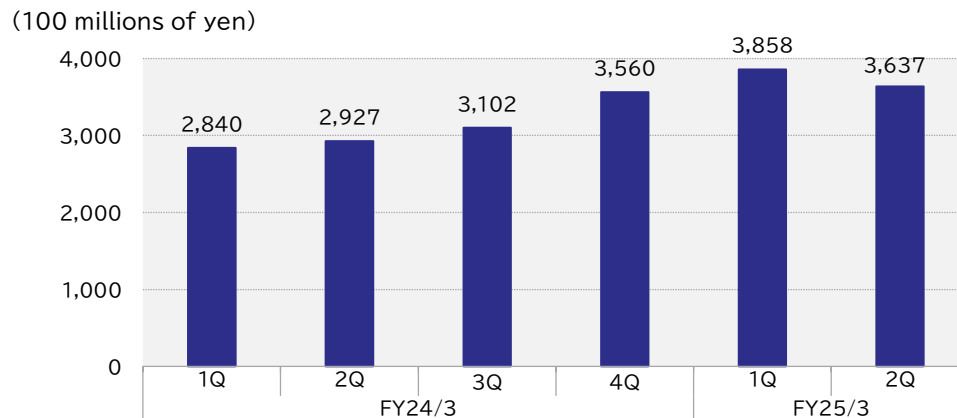
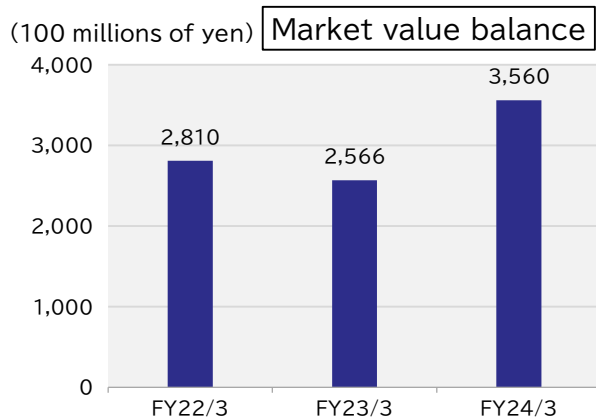


Investment trusts

Market value balance of equity investment trusts
(excluding fund wraps, MRFs and foreign currency MMFs)

MITO SECURITIES CO., LTD.

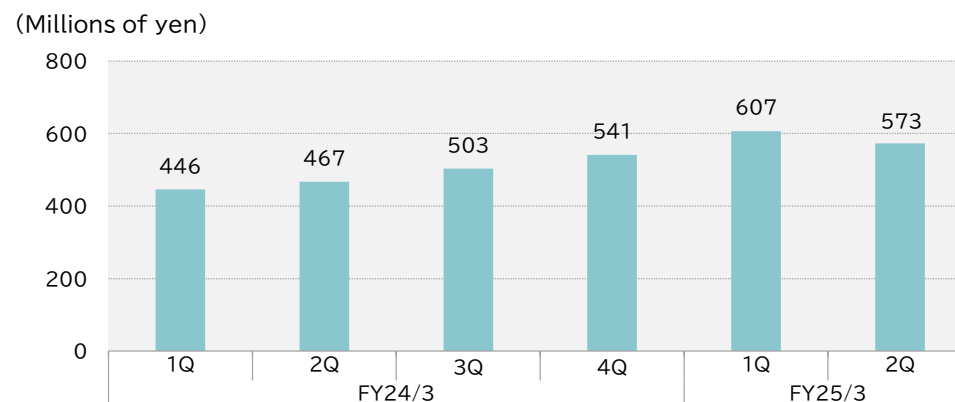
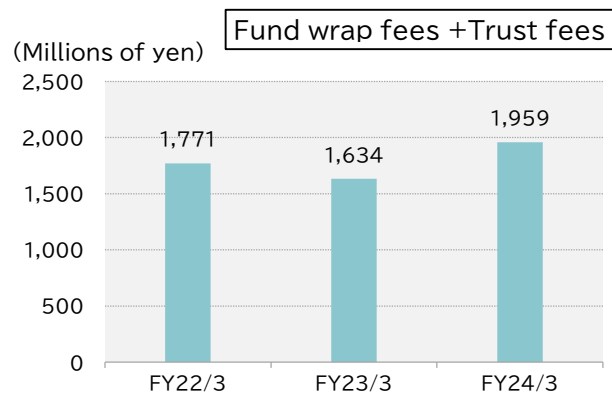
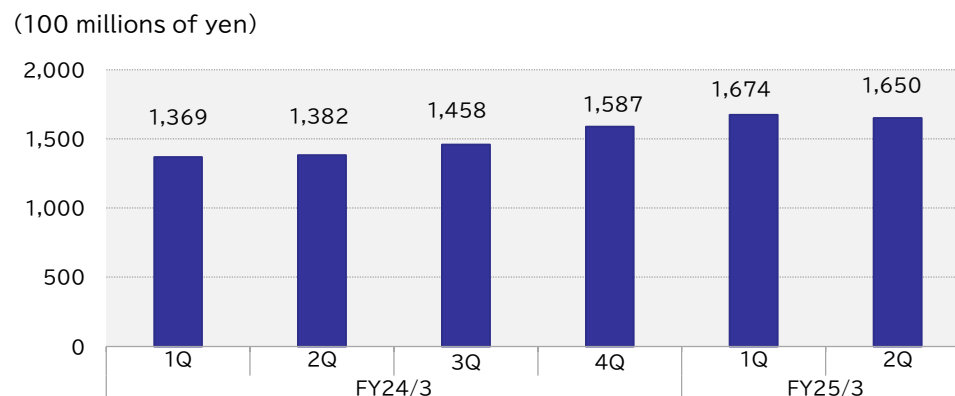
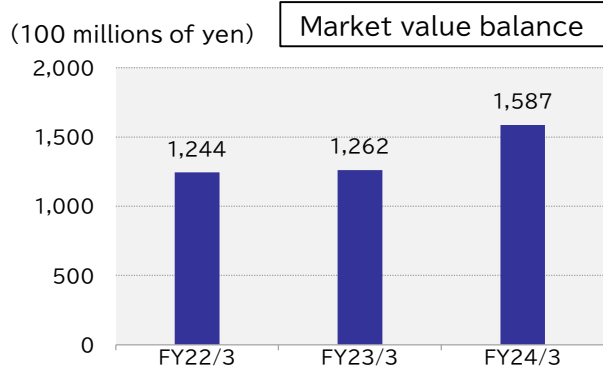
	FY22/3	FY23/3	FY24/3	Year-on- Year change	FY24/3				FY25/3		Quarter- on- quarter change	Year-on- year change
					1Q	2Q	3Q	4Q	1Q	2Q		
Market value balance (100 millions of yen)	2,810	2,566	3,560	38.8%	2,840	2,927	3,102	3,560	3,858	3,637	△5.7%	24.3%
Fees (including agency fees, millions of yen)	4,901	4,209	5,201	23.6%	1,168	1,324	1,231	1,477	1,495	1,280	△14.4%	△3.3%



Mito Fund Wrap

MITO SECURITIES CO., LTD.

	FY22/3	FY23/3	FY24/3	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q		
Market value balance (100 millions of yen)	1,244	1,262	1,587	25.7%	1,369	1,382	1,458	1,587	1,674	1,650	△1.4%	19.4%
Fund wrap fees + Trust fees (Millions of yen)	1,771	1,634	1,959	19.9%	446	467	503	541	607	573	△5.5%	22.7%
Cumulative number of contracts	9,607	10,888	12,261	12.6%	11,172	11,517	11,887	12,261	12,731	13,237	4.0%	14.9%



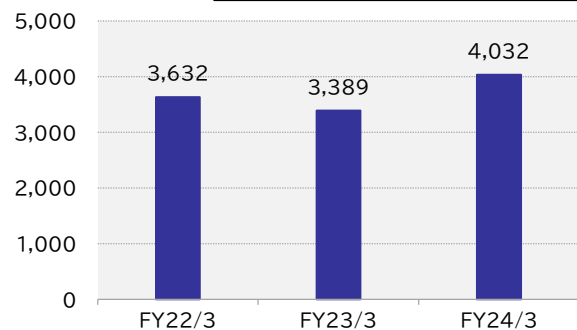
Percent of SG&A Expenses covered by Subscription-type Revenue

MITO SECURITIES CO., LTD.

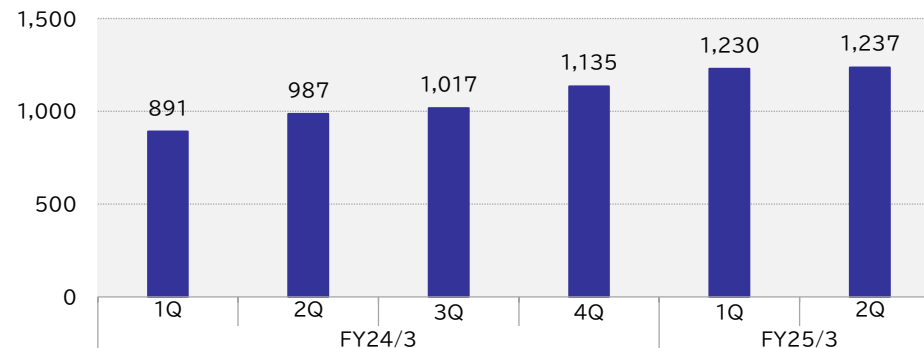
(Millions of yen)

one year	FY22/3	FY23/3	FY24/3	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q		
Subscription-type revenue	3,632	3,389	4,032	19.0%	891	987	1,017	1,135	1,230	1,237	0.5%	25.2%
Of which: Investment trust agency commissions	2,022	1,909	2,233	17.0%	489	552	562	628	680	698	2.7%	26.5%
Of which: Fund wrap fees	1,609	1,479	1,798	21.6%	402	435	454	507	550	538	△2.2%	23.7%
Percent of SG&A expenses covered by subscription-type revenue	30.0%	29.7%	33.3%	—	30.1%	33.4%	35.0%	34.6%	38.2%	43.2%	—	—

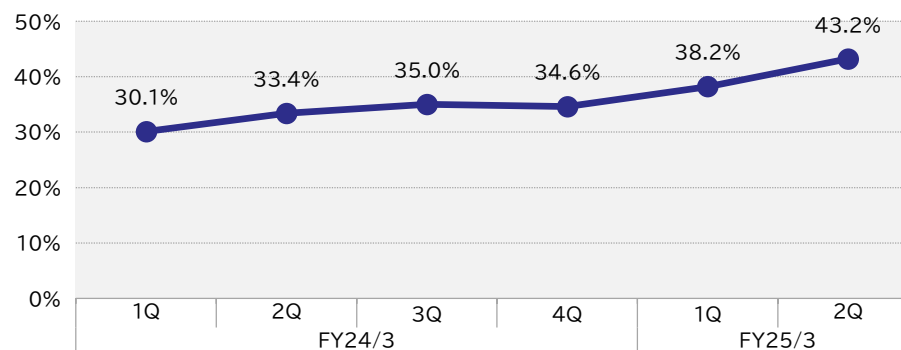
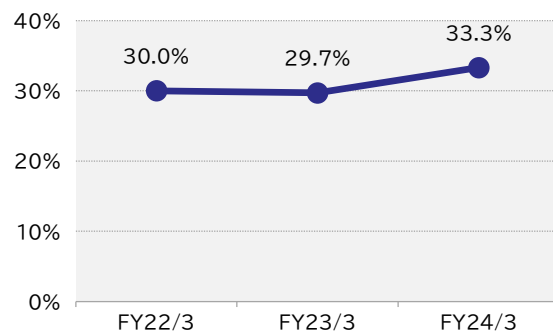
(Millions of yen) Subscription-type revenue



(Millions of yen)



Percent of SG&A expenses covered by subscription-type revenue



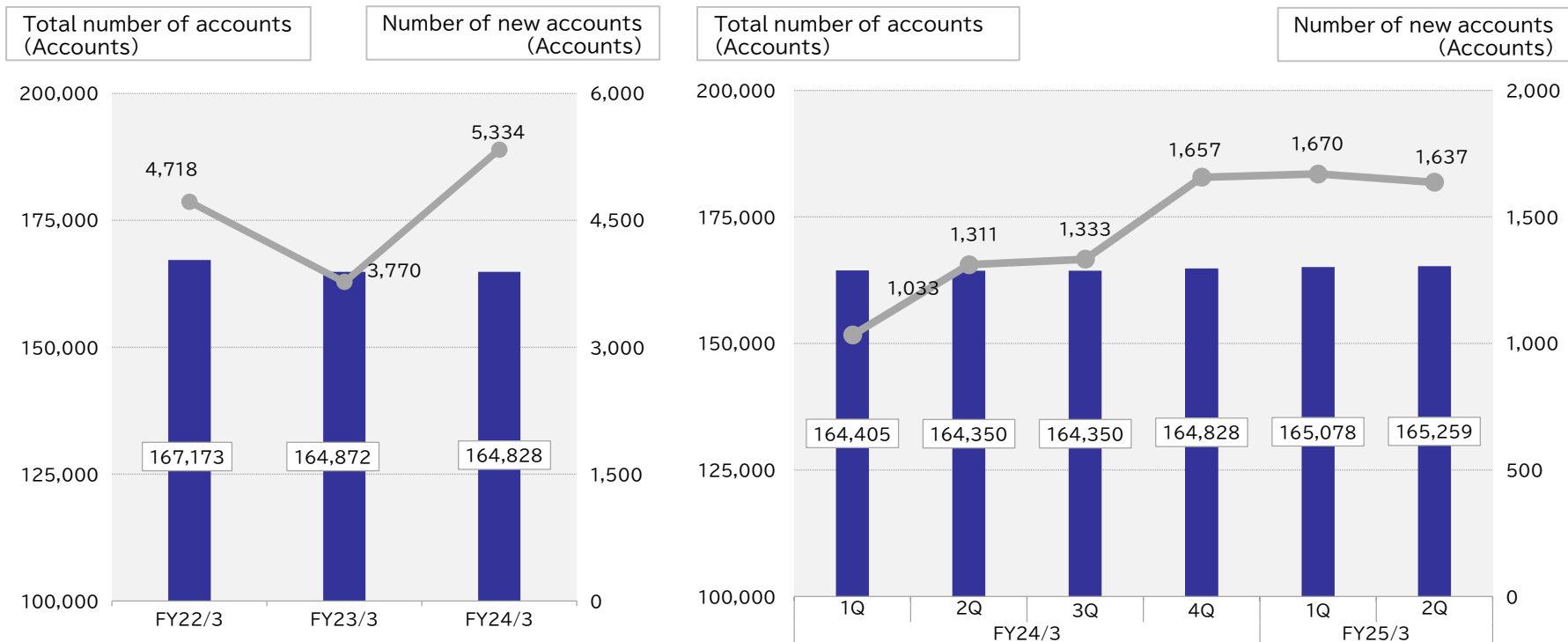
Number of Customer Accounts

MITO SECURITIES CO., LTD.

(Accounts)

	FY22/3	FY23/3	FY24/3	Year-on-Year change	FY24/3				FY25/3		Quarter-on-quarter change	Year-on-year change
					1Q	2Q	3Q	4Q	1Q	2Q		
Total number of accounts	167,173	164,872	164,828	△0.0%	164,405	164,350	164,350	164,828	165,078	165,259	0.1%	0.6%
Of which: retail	157,162	154,719	154,617	△0.1%	154,237	154,184	154,145	154,617	154,873	155,038	0.1%	0.6%
Number of new accounts opened	4,718	3,770	5,334	41.5%	1,033	1,311	1,333	1,657	1,670	1,637	△2.0%	24.9%

■ Total number of accounts ● Number of new accounts opened





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Note :

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