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April 28, 2025

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(Securities code: 8622 Prime Market, Tokyo Stock Exchange)
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Notice Concerning the Formulation of the Seventh Medium-term Management Plan

Mito Securities Co., Ltd. announces that it has formulated the Seventh Medium-term Management Plan covering the five-year period from the fiscal year ending March 31, 2026 to the fiscal year ending March 31, 2030 as follows.

1. Period : The fiscal year ending March 2026 to the fiscal year ending March 2030 (five years)
2. Theme : Harnessing the power of people and organizations to enhance customers' trust and achieve sustainable growth
3. Basic Policies :
 - (1) Enhancement of customer-centric financial services
 - (2) Initiatives for coexistence with local communities through Creating Shared Value (CSV)
 - (3) Human capital investment
 - (4) Expansion of a stable revenue base and optimal allocation of management resources
4. KPI : Target to be achieved in the fiscal year ending March 31, 2030

| Item | Target value |
|---|-------------------------|
| ROE | 8.0% or more |
| Percent of SG&A expenses covered by subscription-type revenue ^{*1} | 50.0% or more |
| Total balance of equity investment trusts and Mito Fund Wrap ^{*2} | 750 billion yen or more |

^{*1} : Recurring revenue (sum of agency commission for investment trusts and fund wrap reward) as a percentage of SG&A expenses

^{*2} : Equity investment trusts excluding MRFs, bond investment trusts,

5. Capital Policy :

We consider returning profits to our shareholders to be one of our most important management priorities. As part of our efforts to further enhance shareholder returns, we have set the minimum annual dividend per share at 30 yen for the five fiscal years under the Seventh Medium-term Management Plan.

Under the Seventh Medium-term Management Plan, we will focus on improving capital profitability and pursue capital utilization aimed at sustainable growth and enhanced shareholder value.

End of document

(Reference1 Dividends per share for the period from the fiscal year ended March 2026 to the fiscal year ending March 2030)

(per share)

| | Annual dividend | Interim dividend | Year-end dividend | Full-year total |
|-----------------------------------|-----------------------------|------------------|-------------------|---|
| Fiscal year ending March 31, 2026 | Miniumum dividend of 30 yen | Undecided | Undecided | Undecided (Miniumum dividend of 30 yen) |
| Fiscal year ending March 31, 2027 | Miniumum dividend of 30 yen | Undecided | Undecided | Undecided (Miniumum dividend of 30 yen) |
| Fiscal year ending March 31, 2028 | Miniumum dividend of 30 yen | Undecided | Undecided | Undecided (Miniumum dividend of 30 yen) |
| Fiscal year ending March 31, 2029 | Miniumum dividend of 30 yen | Undecided | Undecided | Undecided (Miniumum dividend of 30 yen) |
| Fiscal year ending March 31, 2030 | Miniumum dividend of 30 yen | Undecided | Undecided | Undecided (Miniumum dividend of 30 yen) |

(Reference 2 The Company's basic policy for shareholder returns)

Our policy for shareholder returns is to pay dividends based on our management philosophy of providing BEST to our shareholders. Our policy is to pay dividends based on a dividend payout ratio of around 50%, taking into account continuity, net assets and other management decisions. The Company's policy is to repurchase treasury stock in a flexible manner after comprehensively considering the market and business performance. End of document.

The Seventh Medium-term Management Plan

~Harnessing the power of people and organizations
to enhance customers' trust and achieve sustainable growth~

(April,2025~March,2030)

March,2025

Mito Securities Co., Ltd.

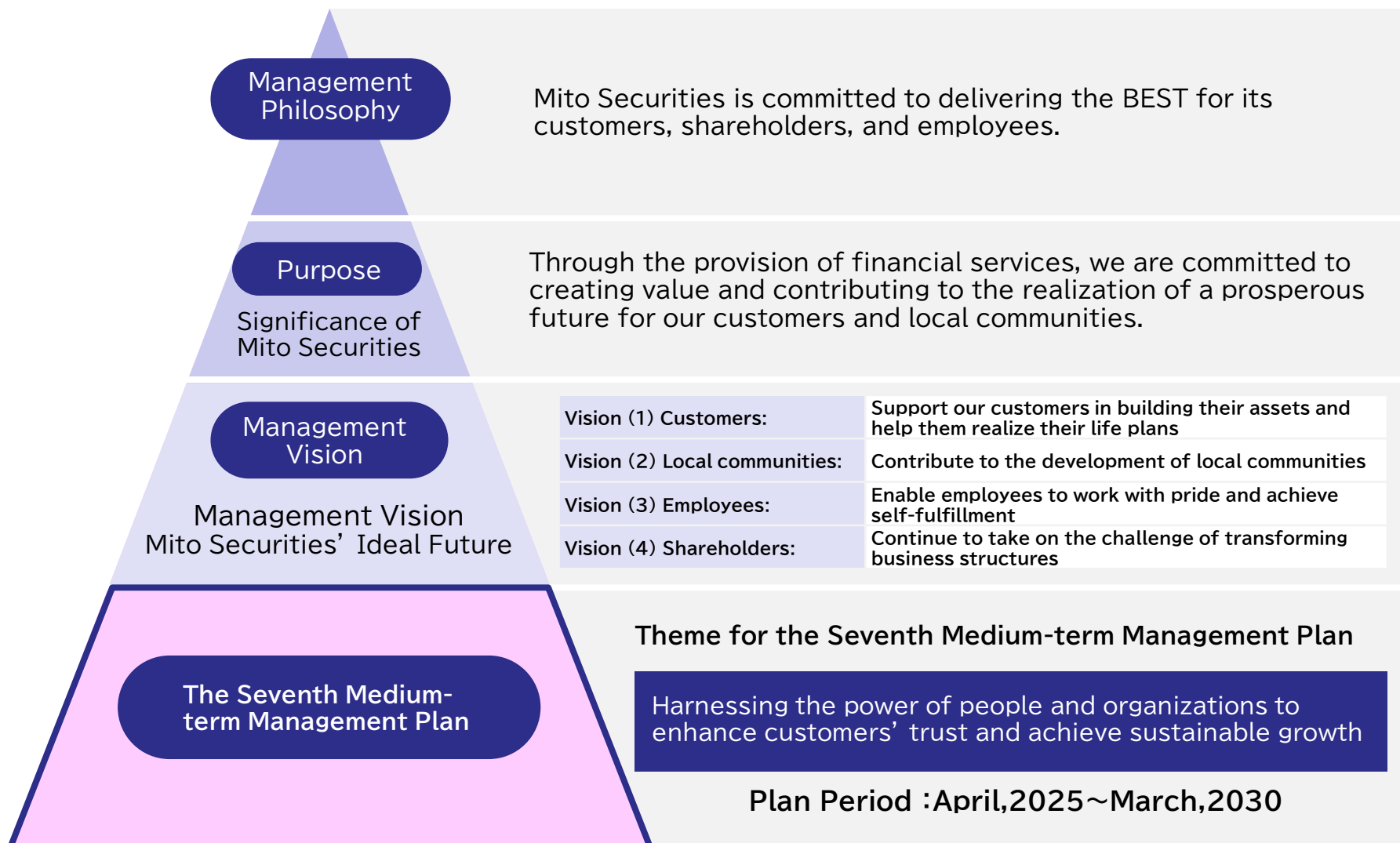
This material has been prepared for the purpose of providing information only and is not a solicitation to buy or sell specific securities. This material has been created based on data as of the end of March, 2025. Please note that the opinions and predictions contained in this document are based on our judgment at the time of creating the document, and we do not guarantee or promise the accuracy or completeness of the information. In addition, the information may be changed in the future without prior notice. Note : This document has been translated from a part of the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.



The Seventh Medium-term Management Plan

The Seventh Medium-term Management Plan

MITO SECURITIES CO., LTD.



Basic Policies and Key Strategies of the Seventh Medium-term Management Plan

MITO SECURITIES CO., LTD.

The Seventh Medium-term Management Plan

| Management Vision | Four Basic Policies | |
|-------------------------------|--|-----------------------|
| Vision 1 Customers | Enhancement of customer-centric financial services Offer financial services tailored to each customer's life plan to grow, protect, and pass on their assets | Value Creation |
| Vision 2 Local Communities | Initiatives for coexistence with local communities through Creating Shared Value (CSV) Contribute to the development of local communities | |
| Vision 3 Employees | Human capital investment Support employee growth and promote organizational revitalization | Management Foundation |
| Vision 4 Shareholders | Expansion of a stable revenue base and optimal allocation of management resources Deepen and accelerate the management foundation for sustainable growth | Capital Policy |

Key Strategies

Value Creation

Offer financial services tailored to each customer's life plan to grow, protect, and pass on their assets

Market responsiveness

Providing rational proposals and after-sales support aligned with market conditions to grow customers' assets

Supportive capability

Offer our capability to support customers through changes in their life plans by offering advice on stable asset formation and effective solutions to protect and pass on their assets

Coexistence with local communities

Regional contribution

Move forward with local communities by staying close to the community and addressing local issues through financial services

Management Foundation

Develop proactive human resources

Foster a workforce capable of responding flexibly to change and taking initiative through independent thinking and action by developing proactive individuals

Promote autonomous organizational management

Focus on improving capital profitability and pursue capital utilization aimed at sustainable growth and enhanced shareholder value

Capital Policy

Effective use of capital

Focus on improving capital profitability and pursue capital utilization aimed at sustainable growth and enhanced shareholder value

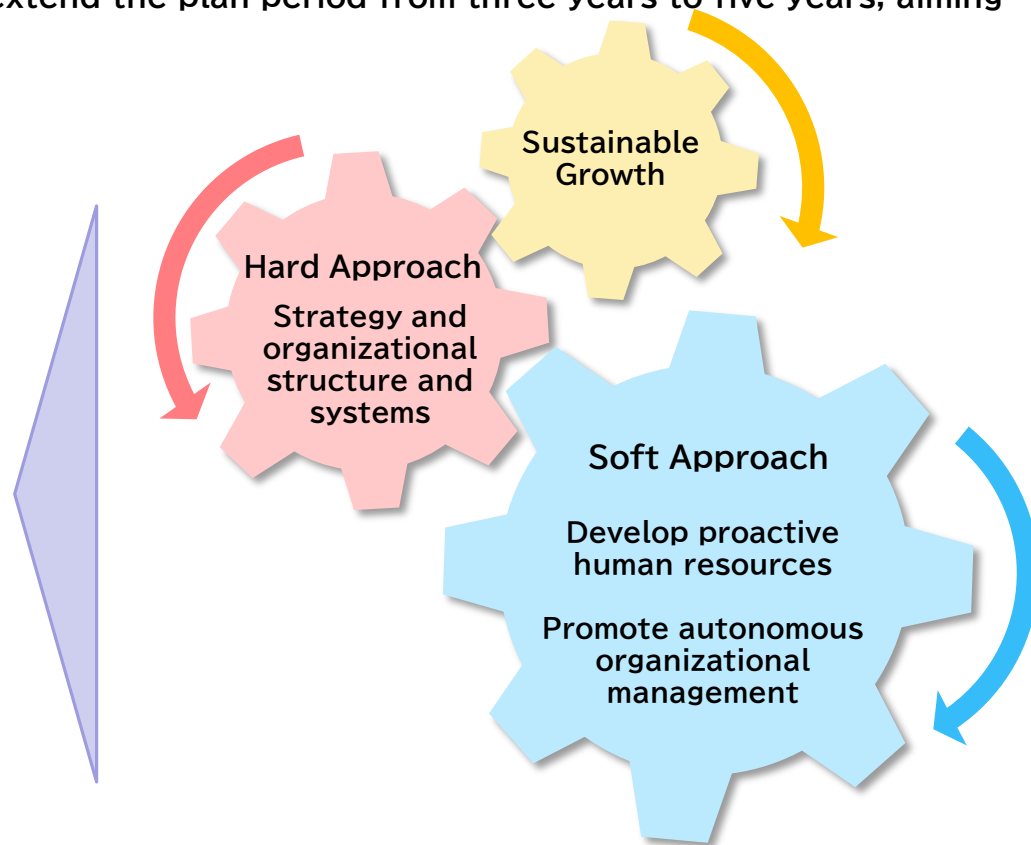
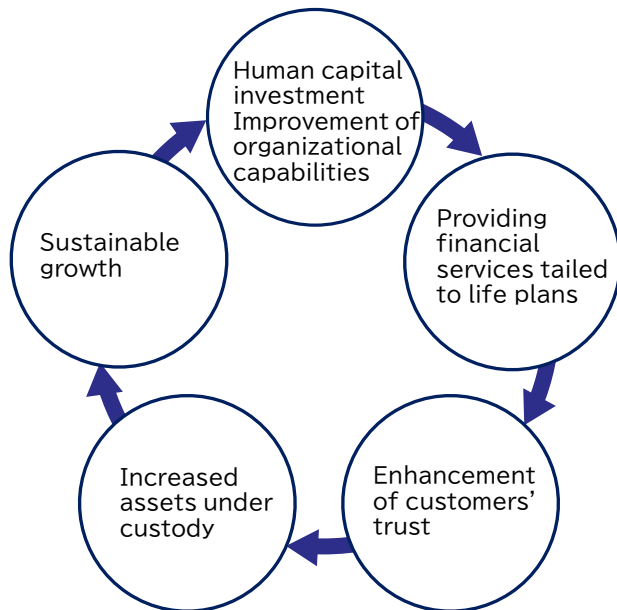
Approach to Sustainable Growth (Value Creation and Management Foundation)

MITO SECURITIES CO., LTD.

The Seventh Medium-term Management Plan focuses not only on the hard aspects*¹ such as strategy, organizational structure, and systems, but also on the soft aspects*² such as human resource development, organizational culture, and sales style. By promoting the development of proactive human resources and autonomous organizational management, we aim to strengthen customers' trust and increase assets under custody.

To steadily promote these initiatives, we extend the plan period from three years to five years, aiming to achieve sustainable growth.

Cycle for Sustainable Growth



Hard Approach

Using visible changes as a trigger to transform the invisible, such as strategies, organizational structures, and systems

Soft Approach

Gradually bringing about change by approaching the invisible aspects, such as human resource development, organizational culture, and sales style

The Seventh Medium-term Management Plan places greater emphasis on improving capital profitability and pursuing efficient capital utilization aimed at sustainable growth and enhanced shareholder value.

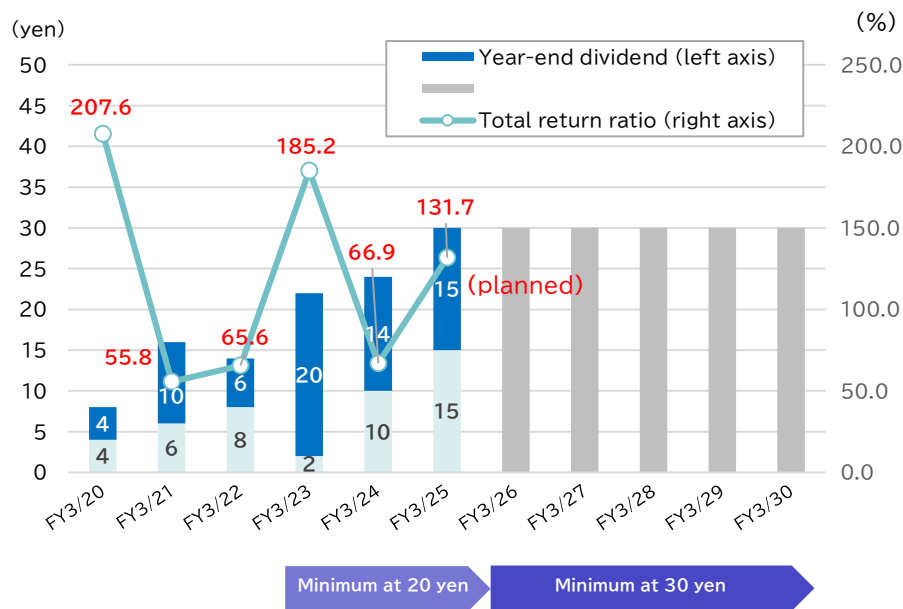
Efficient Capital Utilization

- ◆ Increase cash flow through growth investment (investment in human resources and systems)
- ◆ Enhance shareholder returns

For the five fiscal years under the Seventh Medium-term Management Plan, we have decided to set the minimum annual dividend per share at 30 yen.

(Announced in the press release dated on March 19, 2025)

<Shareholders Return (Total Return Ratio)>



Our policy is to repurchase treasury stock in a flexible manner after comprehensively considering the market and business performance.

April 2025: Resolved to acquire 2,000,000 shares (maximum) of treasury stock.
(Announced in the press release dated on April 28, 2025)

<Repurchase of Treasury Stock>

| Repurchase period | Number of shares repurchased |
|----------------------------|------------------------------|
| May to December 2019 | 5,000,000 shares |
| April to June 2024 | 897,600 shares |
| October 2024 to March 2025 | 1,515,900 shares |
| April to September 2025 | 2,000,000 shares (planned) |

<Cancellation of Treasury Stock>

| Month of implementation | Number of shares canceled |
|-------------------------|---------------------------|
| September 2024 | 5,000,000 shares |

Target value(KPI)

Target to be achieved in the fiscal year ending March 31, 2030

ROE

8.0% or more

As of the end of March 2025
5.8%

Percent of SG&A expenses
covered by subscription-
type revenue*1

50.0% or more

As of the end of March 2025
41.8%

Total balance of equity
investment trusts and
Mito Fund Wrap*2

**750 billion yen
or more**

As of the end of March 2025
532.6 billion yen

*1 : Recurring revenue (sum of agency commission for investment trusts and fund wrap reward) as a percentage of SG&A expenses

*2 : Equity investment trusts excluding MRFs, bond investment trusts, etc.

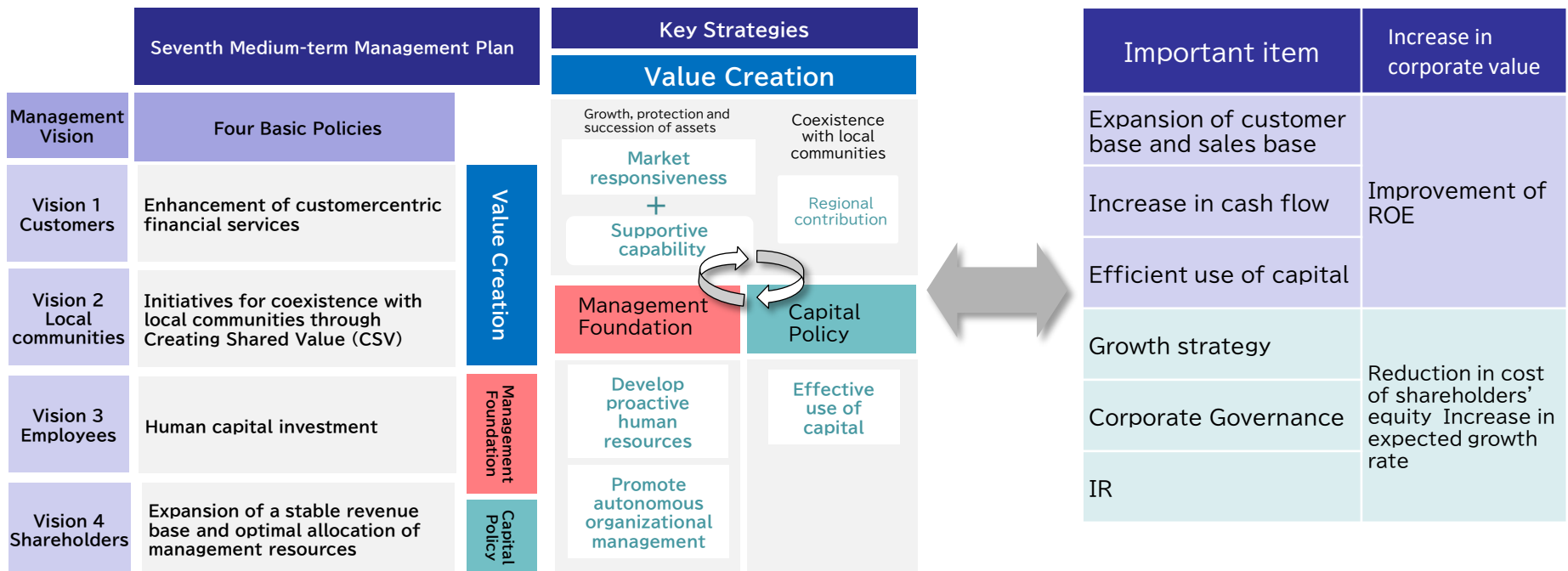


Actions to Achieve Management Conscious of Capital Costs and Stock Prices

Initiatives to Increase Corporate Value

With the completion of the Sixth Medium-term Management Plan, both ROE and PBR are on an improving trend. However, we recognize that ROE remains below our target cost of capital (6–9%) and PBR is still below the 1x level. Under the Seventh Medium-term Management Plan, we will promote the following initiatives to further enhance corporate value and lead to sustainable growth.

- ◆ Aim to **achieve ROE that exceeds the cost of shareholders' equity on a sustainable basis through increased cash flow** by offering financial services tailored to each customer's life plan to grow, protect, and pass on their assets and taking initiatives for coexistence with local communities through CSV
- ◆ Aim to ensure a stable performance that is less susceptible to market fluctuations and **reduce the cost of shareholders' equity** by increasing assets under custody through the accumulation of trust from customers and further expanding our stable revenue base
- ◆ Aim to build **a strong and sustainable management foundation** by developing proactive human resources and promoting autonomous organizational management
- ◆ Aim to **improve the expected growth rate and reduce the cost of shareholders' equity** through efficient use of capital (investment for growth and enhancement of shareholder returns) with the aim of increasing shareholder value and **further strengthening the relationship of trust with the capital market** through dialogue with the market (strengthening investor relations, etc.)





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Mito Securities Co., Ltd.
Financial instruments business operator registered with the Kanto Local Finance Bureau
(registration No.181)
Types of Financial Instruments Business: Type I Financial Instruments Business, Investment
Advisory and Agency Business, Investment Management Business
Member of Japan Securities Dealers Association and Japan Investment Advisors Association