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# Consolidated Financial Results for the Fiscal Year Ended March 31, 2024 [under Japanese GAAP]

Company name: Mitsubishi UFJ Securities Holdings Co., Ltd.

URL: https://www.hd.sc.mufg.jp/

Representative: Makoto Kobayashi, President & CEO

Contact: Junzou Hashiba, General Manager, Financial Planning Division

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Scheduled date of General Shareholders' Meeting: June 26, 2024 Scheduled date to file Securities Report: June 24, 2024

Supplementary material on financial results: Yes Financial results presentation meeting: None

(Millions of yen with fractional amounts disregarded)

# 1. Consolidated performance for the fiscal year 2023 (from April 1, 2023 to March 31, 2024)

#### (1) Consolidated operating results

(Percentages indicate year-on-year changes.)

	Operating reve	nue	Net operating revenue		Operating profit		Ordinary profit	
	Millions of yen	%	Millions of yen	%	Millions of yen %		Millions of yen	%
FY2023	712,635	44.6	390,537	10.9	65,797	20.7	102,193	20.9
FY2022	492,807	40.3	352,257	14.3	54,516	136.8	84,541	75.8

	Profit attributable to owners of parent	Basic earnings per share	Diluted earnings per share	Profit attributable to owners of parent /equity	
	Millions of yen %	Yen	Yen	%	
FY2023	48,717 8.7	66.10	_	6.2	
FY2022	44,802 160.3	60.79	_	6.1	

(Note) Comprehensive income FY2023: 115,857 million yen 49.1% FY2022: 77,696 million yen 17.5% (Reference) Equity in earnings (losses) of affiliates FY2023: 26,001 million yen FY2022: 26,498 million yen

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of March 31, 2024	38,117,691	1,107,255	2.1	1,108.00
As of March 31, 2023	32,459,225	1,040,551	2.3	1,018.81

(Reference) Equity As of March 31, 2024: 816,578 million yen As of March 31, 2023: 750,851 million yen

(Note) "Equity ratio" is computed under the formula shown below:

(Total net assets – Share acquisition rights – Non-controlling interests) / Total assets

#### \*Notes

# (1) Changes in significant subsidiaries during the current period (changes in specified subsidiaries resulting in the change in scope of consolidation): None

# (2) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections

- a. Changes in accounting policies due to revisions to accounting standards and other regulations:

  None
- b. Changes in accounting policies due to other reasons: None
- c. Changes in accounting estimates: Yes
- d. Restatement of prior period financial statements after error corrections: None (Note) For details, please refer to "Consolidated financial statements and primary notes (4) Notes to consolidated financial statements (Changes in accounting estimates)" on page 6 of the "Attached Material."

#### (3) Number of issued shares (common stock)

a. Total number of issued shares at the end of the period (including treasury stock)

As of March 31, 2024	736,985,496 shares
As of March 31, 2023	736,985,496 shares

b. Number of shares of treasury stock at the end of the period

As of March 31, 2024	– shares
As of March 31, 2023	- shares

c. Average number of shares during the period

Fiscal year ended March 31, 2024	736,985,496 shares
Fiscal year ended March 31, 2023	736,985,496 shares

<\*>

This financial results report is not subject to audit.

#### <\* Other special matters>

None

# **Attached Material**

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		(Millions of yen)
	As of March 31, 2023	As of March 31, 2024
ASSETS		
Current assets		
Cash and deposits	2,866,906	2,471,009
Segregated deposits	1,053,452	1,189,099
Trading products	11,936,959	14,450,618
Trading securities and other	4,610,425	5,603,727
Derivatives	7,326,533	8,846,890
Trade date accrual	81,430	_
Margin transaction assets	295,567	374,996
Margin loans	196,669	245,653
Cash collateral provided for securities borrowed in margin transactions	98,898	129,342
Loans secured by securities	13,954,461	17,416,931
Cash collateral provided for securities borrowed	3,549,008	3,784,359
Securities purchased under resale agreements	10,405,452	13,632,572
Short-term guarantee deposits	1,350,932	1,317,753
Short-term loans receivable	36,811	7,089
Securities	16,977	27,270
Income taxes refund receivable	12,214	11,198
Other current assets	194,427	192,325
Total current assets	31,800,140	37,458,294
Non-current assets		, ,
Property, plant and equipment	24,316	24,481
Buildings	12,754	11,543
Equipment	6,659	7,515
Construction in progress	1	10
Other	4,900	5,411
Intangible assets	109,163	127,009
Software	86,088	106,023
Other	23,074	20,985
Investments and other assets	525,604	507,905
Investment securities	466,144	444,577
Long-term loans receivable	4,011	3,032
Net defined benefit asset	15,017	19,489
Deferred tax assets	17,569	18,053
Other	24,571	24,106
Allowance for doubtful accounts	(1,709)	(1,353)
Total non-current assets	659,084	659,396
	· · · · · · · · · · · · · · · · · · ·	
Total assets	32,459,225	38,117,691

		(Millions of yen)
	As of March 31, 2023	As of March 31, 2024
LIABILITIES		
Current liabilities		
Trading products	12,412,654	13,985,409
Trading securities and other	4,950,647	5,326,313
Derivatives	7,462,006	8,659,096
Trade date accrual	_	52,213
Margin transaction liabilities	167,316	193,294
Margin borrowings	12,501	24,185
Cash received for securities sold in margin transactions	154,815	169,108
Borrowings secured by securities	8,552,144	12,257,130
Cash collateral received for securities lent	946,001	983,839
Securities sold under repurchase agreements	7,606,142	11,273,290
Deposits received	784,928	907,765
Guarantee deposits received	1,683,328	1,846,680
Short-term borrowings	4,451,360	4,604,436
Current portion of bonds payable	237,356	110,596
Current portion of long-term borrowings	169,270	226,988
Commercial papers	878,154	886,058
Income taxes payable	6,674	13,026
Provision for bonuses	34,170	42,016
Asset retirement obligations	73	67
Other current liabilities	131,724	119,479
Total current liabilities	29,509,157	35,245,165
Non-current liabilities	27,307,137	33,213,103
Bonds payable	841,706	496,900
Long-term borrowings	1,046,074	1,245,244
Deferred tax liabilities	966	1,220
Net defined benefit liability	2,622	2,426
Provision for retirement benefits for directors	18	29
Asset retirement obligations	7,364	8,026
Other non-current liabilities	6,104	6,363
Total non-current liabilities	1,904,856	1,760,211
Reserves under special laws	1,904,830	1,700,211
Reserves under special laws  Reserve for financial instruments transaction		
liabilities	4,659	5,058
Total reserves under special laws	4,659	5,058
Total liabilities	31,418,673	37,010,435
NET ASSETS	,,	0,,000,00
Shareholders' equity		
Share capital	75,518	75,518
Capital surplus	434,441	434,441
Retained earnings	232,334	257,889
Total shareholders' equity	742,295	767,849
Accumulated other comprehensive income	, , , , ,	,
Valuation difference on available-for-sale securities	933	1,279
Deferred gains or losses on hedges	8	17
Foreign currency translation adjustment	5,373	44,497
Remeasurements of defined benefit plans	2,240	2,934
Total accumulated other comprehensive income	8,555	48,728
Non-controlling interests	289,700	290,677
Total net assets	1,040,551	1,107,255
Total liabilities and net assets	32,459,225	38,117,691
	32,137,223	30,117,071

		(Millions of yer
	FY2022 (From April 1, 2022 to March 31, 2023)	FY2023 (From April 1, 2023 to March 31, 2024)
Operating revenue		
Commission received	151,850	196,772
Brokerage commission	23,241	29,797
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	26,896	38,238
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	18,628	25,737
Other commission received	83,085	102,999
Net trading income	182,567	136,190
Financial revenue	158,384	379,667
Other operating revenue	4	4
Total operating revenue	492,807	712,635
Financial expenses	140,549	322,098
Net operating revenue	352,257	390,537
Selling, general and administrative expenses	· · · · · · · · · · · · · · · · · · ·	· · · · · · · · · · · · · · · · · · ·
Trading related expenses	66,781	71,958
Personnel expenses	119,849	131,013
Real estate expenses	23,367	23,632
Office expenses	38,763	42,114
Depreciation	30,341	31,626
Taxes and dues	10,309	13,690
Other	8,327	10,704
Total selling, general and administrative expenses	297,741	324,740
Operating profit	54,516	65,797
Non-operating income	34,310	03,797
Interest income	5,721	10,161
	· · · · · · · · · · · · · · · · · · ·	26,001
Share of profit of entities accounted for using equity method  Other	26,498	*
	3,202	1,451
Total non-operating income	35,422	37,614
Non-operating expenses	2.411	705
Loss on sale of investment securities	2,411	785
Loss on investments in money held in trust	-	151
Foreign exchange losses	2,488	_
Other	498	281
Total non-operating expenses	5,397	1,218
Ordinary profit	84,541	102,193
Extraordinary income		•
Gain on sale of investment securities	1,191	56
Total extraordinary income	1,191	56
Extraordinary losses		•••
Impairment losses	2,222	239
Provision of reserve for financial instruments transaction liabilities	2	399
Business restructuring expenses	235	1,766
Other	286	
Total extraordinary losses	2,748	2,405
Profit before income taxes	82,985	99,844
Income taxes-current	17,956	25,641
Income taxes-deferred	(3,105)	(654)
Total income taxes	14,851	24,986
Profit	68,133	74,857
Profit attributable to non-controlling interests	23,331	26,139
Profit attributable to owners of parent	44,802	48,717

		(Millions of yen)
	FY2022 (From April 1, 2022 to March 31, 2023)	FY2023 (From April 1, 2023 to March 31, 2024)
Profit	68,133	74,857
Other comprehensive income		
Valuation difference on available-for-sale securities	28	710
Deferred gains or losses on hedges	(18)	8
Foreign currency translation adjustment	10,806	39,124
Remeasurements of defined benefit plans, net of tax	(1,253)	1,156
Total other comprehensive income	9,563	41,000
Comprehensive income	77,696	115,857
(Comprehensive income attributable to)		_
Comprehensive income attributable to owners of parent	54,726	88,890
Comprehensive income attributable to non-controlling interests	22,970	26,967

#### (3) Consolidated statements of changes in equity

#### FY2022 (From April 1, 2022 to March 31, 2023)

(Millions of yen) Shareholders' equity Accumulated other comprehensive income Valuation Non-Foreign currency translation adjustment Total Total net Deferred difference controlling cumulated other Total Remeasurements on availablegains or losses on Capital assets shareholders of defined benefit interests capital surplus earnings mprehensiv income equity plans for-sale hedges ecurities Balance at the beginning of current period 75,518 434,441 212,759 722,720 1,045 27 (5,433) 2,992 (1,368) 283,237 1,004,589 Changes of items during the period (25,227) Dividends from surplus (25,227) (25,227) Profit attributable to owners of parent 44,802 44,802 44,802 Net changes of items other than shareholders' (111) 10,806 16,387 (18) (751) 9,924 6,463 equity Total changes of items during the period 19,575 (111) (18) 10,806 (751) 9,924 75,518 434,441 232,334 742,295 933 8 5,373 2,240 8,555 289,700 1,040,551 Balance at the end of current period

#### FY2023 (From April 1, 2023 to March 31, 2024)

	Shareholders' equity			Accumulated other comprehensive income							
	Share capital	Capital surplus	Retained earnings	Total shareholders' equity	Valuation difference on available- for-sale securities	Deferred gains or losses on hedges	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income	Non- controlling interests	Total net assets
Balance at the beginning of current period	75,518	434,441	232,334	742,295	933	8	5,373	2,240	8,555	289,700	1,040,551
Changes of items during the period											
Dividends from surplus			(23,163)	(23,163)							(23,163)
Profit attributable to owners of parent			48,717	48,717							48,717
Net changes of items other than shareholders' equity					345	8	39,124	694	40,172	977	41,149
Total changes of items during the period	_	-	25,554	25,554	345	8	39,124	694	40,172	977	66,703
Balance at the end of current period	75,518	434,441	257,889	767,849	1,279	17	44,497	2,934	48,728	290,677	1,107,255

(4) Notes to consolidated financial statements(Notes on premise of going concern)None

#### (Changes in accounting estimates)

(Changes in amortization period of actuarial gain or loss and past service cost in accounting for retirement benefits) Actuarial gain or loss and past service cost in accounting for retirement benefits were previously amortized over a certain number of years within the average remaining service period of employees, mainly 12 years. However, since the average remaining service period is lower than this, the number of years for amortization has been changed to mainly 10 years, effective from the fiscal year ended March 31, 2024. As a result, operating profit, ordinary profit and profit before income taxes for the fiscal year ended March 31, 2024 each increased by 1,113 million yen.

(Segment information)

FY2023 (From April 1, 2023 to March 31, 2024)

1. Overview of reportable segments

The Group identifies a reportable segment as a component unit that constitutes a business for which discrete financial information is available and is regularly reviewed by the Board of Directors to make decisions about the allocation of resources to the segment and assess its performance.

The Group is engaged in business activities centered on the financial instruments business in many areas and provides investment and financing-related services. While promoting cooperation among Group companies under control, the Company, as a holding company, makes decisions about the allocation of resources and assesses the performance of each Group company by type of service.

Therefore, the Group's segments are distinguished by the type of service and the geographic area, and thus the following is identified as reportable segments: "Securities Brokerage (Japan)," "Securities Brokerage (Europe)" and "Securities Brokerage (Americas)."

"Securities Brokerage" provides customers with broader investment and financing services from both funding and investment aspects.

Although MUFG Securities Americas Inc. ("MUSA") was excluded from the Company's scope of consolidation on July 1, 2016, the Company continues to identify "Securities Brokerage (Americas)" as reportable segment because it will continue to include MUSA in its internal revenue management. The Company reconciles the difference between the total amounts in reportable segments and the amount on the consolidated financial statements by using the "Adjustment."

2. The calculation method of net operating revenue, profit or loss, assets and other items by reportable segment Accounting policies for business segment reported are largely consistent with the accounting policies adopted for the preparation of consolidated financial statements. Profit or loss of a reportable segment is the amount based on the profit or loss after applicable taxes. Inter-segment net operating revenue and transfers are based on actual market prices.

#### 3. Information about net operating revenue, profit or loss, assets and other items by reportable segment

(Millions of yen)

		Reportabl	e segment				Adjustment	Amounts on consolidated financial statements (Note 3)
	Securities Brokerage (Japan)	Securities Brokerage (Europe)	Securities Brokerage (Americas)	Total	Other (Note 1) Total	Total		
Net operating revenue								
Net operating revenue from external customers	332,923	66,793	96,887	496,604	(13,077)	483,526	(92,989)	390,537
Inter-segment net operating revenue or transfers	(22,128)	9,980	10,439	(1,707)	45,048	43,340	(43,340)	_
Total	310,795	76,774	107,326	494,896	31,971	526,867	(136,329)	390,537
Segment profit	57,108	4,046	13,411	74,565	110,587	185,152	(136,434)	48,717
Segment assets	24,156,830	11,509,987	9,102,598	44,769,416	3,064,641	47,834,057	(9,716,365)	38,117,691
Other items:								
Depreciation	22,994	8,047	1,101	32,144	1,040	33,184	(1,557)	31,626
Amortization of goodwill	2,253	_	_	2,253	_	2,253	(175)	2,077
Interest income	-	10,161	_	10,161	0	10,161	_	10,161
Interest expenses	_	_	6,633	6,633	_	6,633	(6,633)	_
Share of profit (loss) of entities accounted for using equity method	_	_	_	_	_	_	26,001	26,001
Extraordinary income	5,126	_	_	5,126	_	5,126	(5,070)	56
Gain on sale of investment securities	56	_	_	56	_	56	_	56
Gain on sale of businesses	5,070	_	_	5,070	_	5,070	(5,070)	_
Extraordinary losses	2,405	_	_	2,405	_	2,405	(0)	2,405
Provision of reserve for financial instruments transaction liabilities	399	_	_	399	_	399	_	399
Business restructuring expenses	1,766	_	_	1,766	_	1,766	_	1,766
Taxes	22,326	3,869	5,042	31,238	(412)	30,826	(5,839)	24,986
Investment to entities accounted for using the equity method	_	_	_	_	412,554	412,554	(174,920)	237,634
Increase in property, plant and equipment and intangible assets	35,230	13,093	107	48,431	599	49,031	(313)	48,718

(Notes) 1. "Other" includes the holding company of securities companies and others.

- 2. Adjustment includes the following:
- (1) Adjustment to net operating revenue from external customers, amounting to (92,989) million yen, is mainly the adjustments of net operating revenue from external customers in relation to MUSA, which was excluded from the scope of consolidation of the Company.
- (2) Adjustment to segment profit, amounting to (136,434) million yen, is mainly eliminations of inter-segment transactions.
- (3) Adjustment to segment assets, amounting to (9,716,365) million yen, includes (5,117,132) million yen of assets in relation to MUSA., which was excluded from the scope of consolidation of the Company, and (4,512,266) million yen of eliminations of assets and liabilities between segments.
- 3. Segment profit is adjusted to be consistent with profit attributable to owners of parent for the fiscal year ended March 31, 2024.

# (Per share information)

	FY2023
	(From April 1, 2023
	to March 31, 2024)
Net assets per share (Yen)	1,108.00
Basic earnings per share (Yen)	66.10

(Notes)1. Diluted earnings per share is not presented since there were no potential shares.

(Notes)2. The basis of calculation for basic earnings per share is as follows.

	FY2023
	(From April 1, 2023
	to March 31, 2024)
Basic earnings per share (Yen)	66.10
Profit attributable to owners of parent	48,717
(Millions of yen)	48,717
Amounts not attributable to common	_
shareholders (Millions of yen)	
Profit attributable to owners of parent	40.717
related to common stock (Millions of yen)	48,717
Average number of common shares	727,005
(Thousands of shares)	736,985

(Notes)3. The basis of calculation for net assets per share is as follows.

	As of March 31, 2024
Total net assets (Millions of yen)	1,107,255
Amounts to be deducted from total net assets (Millions of yen)	290,677
Non-controlling interests (Millions of yen)	290,677
Net assets at the end of the period related to common stock (Millions of yen)	816,578
Number of common shares outstanding at the end of the period used to calculate net assets per share (Thousands of shares)	736,985

# Consolidated Financial Results for the Fiscal Year Ended March 31, 2024

#### 1. Commission received

# (1) Breakdown by item

(Millions of yen)

	FY2022 (From April 1, 2022 to March 31, 2023)	FY2023 (From April 1, 2023 to March 31, 2024)	Increase (Decrease)
Brokerage commission	23,241	29,797	6,555
Stocks	22,423	28,941	6,517
Bonds	1	_	(1)
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	26,896	38,238	11,342
Stocks	6,793	11,389	4,595
Bonds	20,102	26,849	6,746
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	18,628	25,737	7,108
Beneficiary certificates	16,068	23,635	7,566
Other commission received	83,085	102,999	19,914
Beneficiary certificates	23,681	27,065	3,384
Total	151,850	196,772	44,921

## (2) Breakdown by product

(Millions of yen)

	FY2022 (From April 1, 2022 to March 31, 2023)	FY2023 (From April 1, 2023 to March 31, 2024)	Increase (Decrease)
Stocks	31,324	46,942	15,617
Bonds	25,680	29,501	3,821
Beneficiary certificates	40,396	51,352	10,955
Other	54,449	68,976	14,527
Total	151,850	196,772	44,921

## 2. Net trading income

	FY2022 (From April 1, 2022 to March 31, 2023)	FY2023 (From April 1, 2023 to March 31, 2024)	Increase (Decrease)
Stocks	(9,883)	(12,508)	(2,624)
Bonds and other	192,450	148,699	(43,751)
Total	182,567	136,190	(46,376)

# Quarterly Trends in Consolidated Statements of Income

Page		1		1		(Millions of yen)
Commission received   40,260   46,156   43,962   48,039   58,614     Brokeringe commission   6,441   7,321   7,265   6,912   8,298     Bonds   6,260   7,114   7,075   6,679   8,071     Bonds   0             Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors     Stocks   3,550   1,433   2,400   5,420   2,133     Bonds   4,345   8,355   6,241   6,356   5,895     Fees for offering, secondary distribution and solicitation for selling and others for peofessional investors     Beneficiary certificates   3,992   5,048   6,032   5,919   7,833     Beneficiary certificates   3,992   5,048   6,032   5,214   7,339     Other commission received   21,259   23,893   21,221   23,431   34,453     Beneficiary certificates   5,864   6,255   6,691   6,743   7,375     Net trading income   (13,637)   41,906   38,640   75,129   (19,485)     Net trading income from securities (stocks)   58,145   7,445   (28,907)   (7,753)   16,706     Net trading income from bonds and other   (71,782)   34,460   67,547   82,883   (36,192)     Financial evenue   9,4123   98,590   94,818   93,357   103,771     Financial evenue   94,123   98,590   94,818   93,357   103,771     Real extent expenses   18,046   21,053   17,222   17,709   15,973     Real extent expenses   18,046   21,053   17,222   17,709   15,973     Real extent expenses   30,297   31,289   32,744   34,067   32,911     Real extent expenses   1,700   5,838   1,631   4,577   1,642     Other expensing revenue   10,700   1,636   11,040   11,059   9,377     Personnel expenses   1,700   5,838   1,631   4,577   1,642     Other expenses   1,700   5,838   1,631   4,577   1,642     Other expenses   1,700   5,838   1,631   4,577   1,642     Other expenses   1,620   1,061   896   (972)   2,33     Other operating evenue   14,438   11,031   4,843   8,187   13,552     Other expenses   1,620   1,061   896   (972)   2,33     Other operating evenue   1,438   11,031   4,843   8,187   13,552     Other operating evenue   1,438   1		(January 1 to	(April 1 to	(July 1 to	(October 1 to	(January 1 to
Commission received   40,260   46,156   43,962   48,039   58,614     Brokeringe commission   6,441   7,321   7,265   6,912   8,298     Bonds   6,260   7,114   7,075   6,679   8,071     Bonds   0             Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors     Stocks   3,550   1,433   2,400   5,420   2,133     Bonds   4,345   8,355   6,241   6,356   5,895     Fees for offering, secondary distribution and solicitation for selling and others for peofessional investors     Beneficiary certificates   3,992   5,048   6,032   5,919   7,833     Beneficiary certificates   3,992   5,048   6,032   5,214   7,339     Other commission received   21,259   23,893   21,221   23,431   34,453     Beneficiary certificates   5,864   6,255   6,691   6,743   7,375     Net trading income   (13,637)   41,906   38,640   75,129   (19,485)     Net trading income from securities (stocks)   58,145   7,445   (28,907)   (7,753)   16,706     Net trading income from bonds and other   (71,782)   34,460   67,547   82,883   (36,192)     Financial evenue   9,4123   98,590   94,818   93,357   103,771     Financial evenue   94,123   98,590   94,818   93,357   103,771     Real extent expenses   18,046   21,053   17,222   17,709   15,973     Real extent expenses   18,046   21,053   17,222   17,709   15,973     Real extent expenses   30,297   31,289   32,744   34,067   32,911     Real extent expenses   1,700   5,838   1,631   4,577   1,642     Other expensing revenue   10,700   1,636   11,040   11,059   9,377     Personnel expenses   1,700   5,838   1,631   4,577   1,642     Other expenses   1,700   5,838   1,631   4,577   1,642     Other expenses   1,700   5,838   1,631   4,577   1,642     Other expenses   1,620   1,061   896   (972)   2,33     Other operating evenue   14,438   11,031   4,843   8,187   13,552     Other expenses   1,620   1,061   896   (972)   2,33     Other operating evenue   1,438   11,031   4,843   8,187   13,552     Other operating evenue   1,438   1	Operating revenue	76,906	146.225	152,748	246,354	167.307
Brokerage commission	· ·	l ' l	*	1	i i	
Stocks		·		1	ĺ ,	
Bonds	5	· I	*	1	· ·	
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors   Stocks   3.550   1.433   2.400   5.420   2.133   Stocks   3.550   1.433   2.400   5.420   2.133   Stocks   3.550   1.433   2.400   5.420   2.133   Stocks   3.550   5.895   Stocks   5.895		· I		- 1,075		- 0,071
Bonds	distribution and solicitation for selling and others		9,789	8,642	11,776	8,029
Fees for offering, secondary distribution and solicitation for selling and others for professional investors  Beneficiary certificates 3,992 5,048 6,032 5,214 7,339 Other commission received 21,259 23,893 21,221 23,431 34,453 Beneficiary certificates 5,864 6,255 6,691 6,743 7,375 Net trading income (13,637) 41,906 38,640 75,129 (19,485) Net trading income from securities (stocks) 88,145 7,445 (28,907) (7,753) 16,706 Net trading income from bonds and other (7(1,782) 34,460 67,547 82,883 (36,192) Financial revenue 50,283 58,157 70,146 123,184 123,179 Other operating revenue 0 4 4	Stocks	3,550	1,433	2,400	5,420	2,133
solicitation for selling and others for professional investors         4,662         5,152         6,832         5,919         7,833           Beneficiary certificates         3,992         5,048         6,032         5,214         7,339           Other commission received         21,259         23,893         21,221         23,431         34,453           Beneficiary certificates         5,864         6,255         6,691         6,743         7,375           Net trading income         (13,637)         41,906         38,640         75,129         (19,485)           Net trading income from securities (stocks)         58,145         7,445         (28,907)         (7,753)         16,706           Net trading income from bonds and other         (71,782)         34,460         67,547         82,883         (36,192)           Financial revenue         0         4         —         —         —         —           Other operating revenue         0         4         —         —         —           Financial expenses         (17,216)         47,634         57,929         152,996         63,536           Net operating revenue         94,123         98,590         94,818         93,357         103,771           Selling, gener	Bonds	4,345	8,355	6,241	6,356	5,895
Other commission received         21,259         23,893         21,221         23,431         34,453           Beneficiary certificates         5,864         6,255         6,691         6,743         7,375           Net trading income         (13,637)         41,906         38,640         75,129         (19,485)           Net trading income from securities (stocks)         58,145         7,445         (28,907)         (7,753)         16,706           Net trading income from bonds and other         (71,782)         34,460         67,547         82,883         (36,192)           Financial revenue         50,283         58,157         70,146         123,184         128,179           Other operating revenue         0         4         —         —         —           Financial expenses         (17,216)         47,634         57,929         152,996         63,536           Net operating revenue         94,123         98,590         94,818         93,357         103,771           Selling, general and administrative expenses         76,203         84,421         79,714         83,513         77,090           Trading related expenses         30,297         31,289         32,744         34,067         32,911           Real estate ex	solicitation for selling and others for professional	4,662	5,152	6,832	5,919	7,833
Beneficiary certificates         5,864         6,255         6,691         6,743         7,375           Net trading income         (13,637)         41,906         38,640         75,129         (19,485)           Net trading income from securities (stocks)         58,145         7,445         (28,907)         (7,753)         16,706           Net trading income from bonds and other         (71,782)         34,460         67,547         82,883         (36,192)           Financial revenue         50,283         58,157         70,146         123,184         128,179           Other operating revenue         0         4         —         —         —           Financial expenses         (17,216)         47,634         57,929         152,996         63,536           Net operating revenue         94,123         98,590         94,818         93,357         103,771           Selling, general and administrative expenses         16,620         84,421         79,714         83,513         77,090           Trading related expenses         18,046         21,053         17,222         17,709         15,973           Personnel expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses<	Beneficiary certificates	3,992	5,048	6,032	5,214	7,339
Net trading income         (13,637)         41,906         38,640         75,129         (19,485)           Net trading income from securities (stocks)         58,145         7,445         (28,907)         (7,753)         16,706           Net trading income from bonds and other         (71,782)         34,460         67,547         82,883         (36,192)           Financial revenue         50,283         58,157         70,146         123,184         128,179           Other operating revenue         0         4         -         -         -         -           Financial expenses         (17,216)         47,634         57,929         152,996         63,536           Net operating revenue         94,123         98,990         94,818         93,357         103,771           Selling, general and administrative expenses         76,203         84,421         79,714         83,513         77,090           Trading related expenses         18,046         21,053         17,222         17,709         15,973           Personnel expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses         5,767         6,214         5,892         5,884         5,641           Office	Other commission received	21,259	23,893	21,221	23,431	34,453
Net trading income from securities (stocks)         58,145         7,445         (28,907)         (7,753)         16,706           Net trading income from bonds and other         (71,782)         34,460         67,547         82,883         (36,192)           Financial revenue         50,283         58,157         70,146         123,184         128,179           Other operating revenue         0         4         -         -         -         -           Financial expenses         (17,216)         47,634         57,929         152,996         63,536           Net operating revenue         94,123         98,590         94,818         93,357         103,771           Selling, general and administrative expenses         76,203         84,421         79,714         83,513         77,090           Tarding related expenses         18,046         21,053         17,222         17,709         15,973           Real estate expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses         5,767         6,214         5,892         5,884         5,641           Office expenses         10,720         10,636         11,040         11,059         9,377           Depreciation	Beneficiary certificates	5,864	6,255	6,691	6,743	7,375
Net trading income from bonds and other         (71,782)         34,460         67,547         82,883         (36,192)           Financial revenue         50,283         58,157         70,146         123,184         128,179           Other operating revenue         0         4         -         -         -           Financial expenses         (17,216)         47,634         57,929         152,996         63,536           Net operating revenue         94,123         98,590         94,818         93,357         103,771           Selling, general and administrative expenses         76,203         84,421         79,714         83,513         77,090           Tading related expenses         18,046         21,053         17,222         17,709         15,973           Personnel expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses         10,720         10,636         11,040         11,059         9,377           Depreciation         7,569         7,281         8,204         7,920         8,220           Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,97	Net trading income	(13,637)	41,906	38,640	75,129	(19,485)
Financial revenue         50,283         58,157         70,146         123,184         128,179           Other operating revenue         0         4         -         -         -         -           Financial expenses         (17,216)         47,634         57,929         152,996         63,536           Net operating revenue         94,123         98,590         94,818         93,357         103,771           Selling, general and administrative expenses         76,203         84,421         79,714         83,513         77,090           Trading related expenses         18,046         21,053         17,222         17,709         15,973           Personnel expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses         5,767         6,214         5,892         5,884         5,641           Office expenses         10,720         10,636         11,040         11,059         9,377           Depreciation         7,569         7,281         8,204         7,920         8,220           Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,977	Net trading income from securities (stocks)	58,145	7,445	(28,907)	(7,753)	16,706
Other operating revenue         0         4         -         -         -           Financial expenses         (17,216)         47,634         57,929         152,996         63,536           Net operating revenue         94,123         98,590         94,818         93,357         103,771           Selling general and administrative expenses         76,203         84,421         79,714         83,513         77,090           Trading related expenses         18,046         21,053         17,222         17,709         15,973           Personnel expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses         5,767         6,214         5,892         5,884         5,641           Office expenses         10,720         10,636         11,040         11,059         9,377           Depreciation         7,569         7,281         8,204         7,920         8,220           Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,977         2,295         3,323           Operating profit         17,919         14,168         15,104         9,843	Net trading income from bonds and other	(71,782)	34,460	67,547	82,883	(36,192)
Financial expenses         (17,216)         47,634         57,929         152,996         63,536           Net operating revenue         94,123         98,590         94,818         93,357         103,771           Selling, general and administrative expenses         76,203         84,421         79,714         83,513         77,090           Trading related expenses         18,046         21,053         17,222         17,709         15,973           Personnel expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses         5,767         6,214         5,892         5,844         5,641           Office expenses         10,720         10,636         11,040         11,059         9,377           Depreciation         7,569         7,281         8,204         7,920         8,220           Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,977         2,295         3,323           Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating expenses         1,020         1,061         896	Financial revenue		58,157			
Net operating revenue         94,123         98,590         94,818         93,357         103,771           Selling, general and administrative expenses         76,203         84,421         79,714         83,513         77,090           Trading related expenses         18,046         21,053         17,222         17,709         15,973           Personnel expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses         5,767         6,214         5,892         5,884         5,641           Office expenses         10,720         10,636         11,040         11,059         9,377           Depreciation         7,569         7,281         8,204         7,920         8,220           Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,977         2,295         3,323           Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating expenses         1,020         1,061         896         (972)         233           Nordiary profit         31,436         24,138         19,050         19,003 <td>Other operating revenue</td> <td>0</td> <td>4</td> <td>_</td> <td>_</td> <td>_</td>	Other operating revenue	0	4	_	_	_
Selling, general and administrative expenses         76,203         84,421         79,714         83,513         77,090           Trading related expenses         18,046         21,053         17,222         17,709         15,973           Personnel expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses         5,767         6,214         5,892         5,884         5,641           Office expenses         10,720         10,636         11,040         11,059         9,377           Depreciation         7,569         7,281         8,204         7,920         8,220           Other         2,102         2,107         2,977         2,295         3,323           Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating expenses         1,020         1,061         896         (972)         233           Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         -         -         56         -           Extraordinary losses         730         196         1,170         1,147         (109) </td <td>Financial expenses</td> <td>(17,216)</td> <td>47,634</td> <td>57,929</td> <td>152,996</td> <td>63,536</td>	Financial expenses	(17,216)	47,634	57,929	152,996	63,536
Trading related expenses         18,046         21,053         17,222         17,709         15,973           Personnel expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses         5,767         6,214         5,892         5,884         5,641           Office expenses         10,720         10,636         11,040         11,059         9,377           Depreciation         7,569         7,281         8,204         7,920         8,220           Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,977         2,295         3,233           Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating expenses         1,020         1,061         896         (972)         233           Nordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108	Net operating revenue	94,123	98,590	94,818	93,357	103,771
Personnel expenses         30,297         31,289         32,744         34,067         32,911           Real estate expenses         5,767         6,214         5,892         5,884         5,641           Office expenses         10,720         10,636         11,040         11,059         9,377           Depreciation         7,569         7,281         8,204         7,920         8,220           Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,977         2,295         3,323           Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating expenses         1,020         1,061         896         (972)         233           Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         -         -         56         -           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108 <t< td=""><td>Selling, general and administrative expenses</td><td>76,203</td><td>84,421</td><td>79,714</td><td>83,513</td><td>77,090</td></t<>	Selling, general and administrative expenses	76,203	84,421	79,714	83,513	77,090
Real estate expenses         5,767         6,214         5,892         5,884         5,641           Office expenses         10,720         10,636         11,040         11,059         9,377           Depreciation         7,569         7,281         8,204         7,920         8,220           Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,977         2,295         3,323           Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating income         14,538         11,031         4,843         8,187         13,552           Non-operating expenses         1,020         1,061         896         (972)         233           Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         -         -         56         -           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108 <t< td=""><td>Trading related expenses</td><td>18,046</td><td>21,053</td><td>17,222</td><td>17,709</td><td>15,973</td></t<>	Trading related expenses	18,046	21,053	17,222	17,709	15,973
Office expenses         10,720         10,636         11,040         11,059         9,377           Depreciation         7,569         7,281         8,204         7,920         8,220           Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,977         2,295         3,323           Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating income         14,538         11,031         4,843         8,187         13,552           Non-operating expenses         1,020         1,061         896         (972)         233           Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         -         -         -         56         -           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-current         6,226         2,464         5,018         7,071         11,086	Personnel expenses	30,297	31,289	32,744	34,067	32,911
Depreciation         7,569         7,281         8,204         7,920         8,220           Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,977         2,295         3,323           Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating income         14,538         11,031         4,843         8,187         13,552           Non-operating expenses         1,020         1,061         896         (972)         233           Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         —         —         —         56         —           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-current         6,226         2,464         5,018         7,071         11,086           Income taxes         1,020         5,138         5,815         4,211         9,821 <t< td=""><td>Real estate expenses</td><td>5,767</td><td>6,214</td><td>5,892</td><td>5,884</td><td>5,641</td></t<>	Real estate expenses	5,767	6,214	5,892	5,884	5,641
Taxes and dues         1,700         5,838         1,631         4,577         1,642           Other         2,102         2,107         2,977         2,295         3,323           Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating income         14,538         11,031         4,843         8,187         13,552           Non-operating expenses         1,020         1,061         896         (972)         233           Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         —         —         56         —           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-deferred         (1,153)         2,673         797         (2,860)         (1,264)           Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286	Office expenses	10,720	10,636	11,040	11,059	9,377
Other         2,102         2,107         2,977         2,295         3,323           Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating income         14,538         11,031         4,843         8,187         13,552           Non-operating expenses         1,020         1,061         896         (972)         233           Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         —         —         56         —           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-current         6,226         2,464         5,018         7,071         11,086           Income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Depreciation	7,569	7,281	8,204	7,920	8,220
Operating profit         17,919         14,168         15,104         9,843         26,680           Non-operating income         14,538         11,031         4,843         8,187         13,552           Non-operating expenses         1,020         1,061         896         (972)         233           Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         -         -         56         -           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-current         6,226         2,464         5,018         7,071         11,086           Income taxes deferred         (1,153)         2,673         797         (2,860)         (1,264)           Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409	Taxes and dues	1,700	5,838	1,631	4,577	1,642
Non-operating income         14,538         11,031         4,843         8,187         13,552           Non-operating expenses         1,020         1,061         896         (972)         233           Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         -         -         56         -           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-current         6,226         2,464         5,018         7,071         11,086           Income taxes-deferred         (1,153)         2,673         797         (2,860)         (1,264)           Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Other	2,102	2,107	2,977	2,295	3,323
Non-operating expenses         1,020         1,061         896         (972)         233           Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         —         —         56         —           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-current         6,226         2,464         5,018         7,071         11,086           Income taxes-deferred         (1,153)         2,673         797         (2,860)         (1,264)           Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Operating profit	17,919	14,168	15,104	9,843	26,680
Ordinary profit         31,436         24,138         19,050         19,003         39,999           Extraordinary income         114         —         —         56         —           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-current         6,226         2,464         5,018         7,071         11,086           Income taxes-deferred         (1,153)         2,673         797         (2,860)         (1,264)           Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Non-operating income	14,538	11,031	4,843	8,187	13,552
Extraordinary income         114         -         -         56         -           Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-current         6,226         2,464         5,018         7,071         11,086           Income taxes-deferred         (1,153)         2,673         797         (2,860)         (1,264)           Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Non-operating expenses	1,020	1,061	896	(972)	233
Extraordinary losses         730         196         1,170         1,147         (109)           Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-current         6,226         2,464         5,018         7,071         11,086           Income taxes-deferred         (1,153)         2,673         797         (2,860)         (1,264)           Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Ordinary profit	31,436	24,138	19,050	19,003	39,999
Profit before income taxes         30,820         23,942         17,880         17,913         40,108           Income taxes-current         6,226         2,464         5,018         7,071         11,086           Income taxes-deferred         (1,153)         2,673         797         (2,860)         (1,264)           Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Extraordinary income	114	_	-	56	
Income taxes-current         6,226         2,464         5,018         7,071         11,086           Income taxes-deferred         (1,153)         2,673         797         (2,860)         (1,264)           Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Extraordinary losses	730	196	1,170	1,147	(109)
Income taxes-deferred         (1,153)         2,673         797         (2,860)         (1,264)           Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Profit before income taxes	30,820	23,942	17,880	17,913	40,108
Total income taxes         5,072         5,138         5,815         4,211         9,821           Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Income taxes-current	6,226	2,464	5,018	7,071	11,086
Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Income taxes-deferred	(1,153)	2,673	797	(2,860)	(1,264)
Profit         25,747         18,804         12,064         13,701         30,286           Profit attributable to non-controlling interests         9,907         4,911         4,730         4,409         12,087	Total income taxes	5,072	5,138	5,815	4,211	9,821
Profit attributable to non-controlling interests 9,907 4,911 4,730 4,409 12,087	Profit	25,747			·	
	Profit attributable to non-controlling interests	· ·		-		
	Profit attributable to owners of parent	15,840	13,893	7,333	9,292	18,198

# Mitsubishi UFJ Morgan Stanley Securities, Co., Ltd. for the Fiscal Year Ended March 31, 2024

#### (1) Non-consolidated operating results

(Millions of yen)

	FY2022 (From April 1, 2022 to March 31, 2023)	FY2023 (From April 1, 2023 to March 31, 2024)	Increase (Decrease)
Operating revenue	291,397	349,496	58,098
Commission received	129,389	158,923	29,534
Net trading income	114,524	126,015	11,490
Net operating revenue	261,100	290,173	29,073
Operating profit	44,263	69,357	25,094
Ordinary profit	46,982	71,860	24,878
Profit	36,341	54,499	18,157

#### (Breakdown of operating revenue)

(Millions of yen)

			(ivilinella et jeli)
	FY2022 (From April 1, 2022 to March 31, 2023)	FY2023 (From April 1, 2023 to March 31, 2024)	Increase (Decrease)
Brokerage commission	17,281	22,096	4,815
Commission for underwriting, secondary			
distribution and solicitation for selling and	15,943	21,347	5,404
others for professional investors			
Fees for offering, secondary distribution and			
solicitation for selling and others for	18,628	25,737	7,108
professional investors			
Other commission received	77,535	89,742	12,206
Total	129,389	158,923	29,534

#### <Breakdown by product of commission received>

(Millions of yen)

	FY2022 (From April 1, 2022 to March 31, 2023)	FY2023 (From April 1, 2023 to March 31, 2024)	Increase (Decrease)
Stocks	25,177	39,015	13,838
Bonds	16,242	14,376	(1,866)
Beneficiary certificates	39,671	50,498	10,826
Other	48,297	55,032	6,735
Total	129,389	158,923	29,534

#### <Net trading income>

(Millions of yen)

	FY2022 (From April 1, 2022 to March 31, 2023)	FY2023 (From April 1, 2023 to March 31, 2024)	Increase (Decrease)
Stocks	308	7,395	7,087
Bonds and other	114,216	118,619	4,403
Total	114,524	126,015	11,490

#### (2) Non-consolidated financial position

	As of March 31, 2023	As of March 31, 2024	Increase (Decrease)
Total assets	18,748,293	22,979,176	4,230,882
Net assets	433,572	447,761	14,188

<sup>&</sup>lt;Breakdown by item of commission received>