

# FY2018 Financial Summary

Mitsubishi UFJ Securities Holdings Co., Ltd. April, 2019

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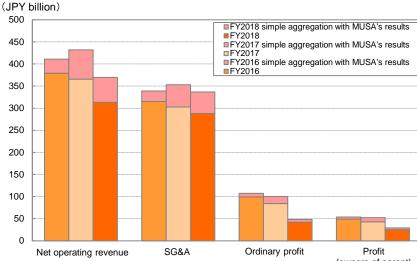
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### **Annual Performance Trends**

- Net operating revenue of JPY 313.3 billion (-14% YoY), ordinary profit of JPY 42.3 billion (-49% YoY) and profit attributable to owners of parent of JPY 25.1 billion (-41% YoY).
- Net operating revenue for FY2018 in a simple aggregation with the results of MUFG Securities Americas Inc. (hereinafter "MUSA"), which was deconsolidated from 3Q16, was JPY 369.8 billion. Ordinary profit was JPY 48.6 billion.
- Mitsubishi UFJ Kokusai Asset Management Co., Ltd. was excluded from the scope of equity-method affiliates due to the functional realignment of MUFG.

### **Annual Trends**



(owners of parent)

100.0

52.3

JPY billion

48.6

29.2

	FY2016	FY2017	FY2018
Net operating revenue	379.2	365.8	313.3
SG&A	315.1	302.6	287.8
Ordinary profit	99.5	84.2	42.3
Profit (owners of parent)	49.0	43.1	25.1
[Substantial basis] * Figures	represent the aggregation w	ith MUSA's results	
Net operating revenue	411.0	432.0	369.8
SG&A	338.9	353.0	336.9

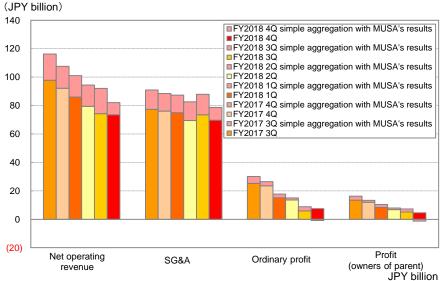
107.5

53.8

### **Quarterly Performance Trends**

- While overseas subsidiaries decreased both revenue and profit from the previous quarter mainly attributed to decline in customer flow resulting from unfavourable market condition such as decline in stock prices amid rising concerns about economic slowdown, domestic subsidiaries increased both revenue and profit from the previous quarter thanks to good performance of investment banking business including M&A business and recovery of trading business, which struggled in the previous guarter.
- Ordinary profit in a simple aggregation with the results of MUSA was JPY 6.7 billion and profit attributable to owners of parent was JPY 3.3 billion.

### **Quarterly Trends**



					J	PY billion
	FY2017	FY2017	FY2018	FY2018	FY2018	FY2018
	3Q	4Q	1Q	2Q	3Q	4Q
Net operating revenue	97.8	92.2	86.0	79.5	74.3	73.5
SG&A	77.3	76.1	75.0	69.4	73.5	69.7
Ordinary profit	25.3	23.6	15.1	13.6	5.9	7.5
Profit (owners of parent)	13.4	12.0	8.4	6.8	5.1	4.6
[Substantial basis] * Figu	ures represent	the aggregatio	n with MUSA's	results		
Net operating revenue	116.3	107.6	101.1	94.4	92.0	82.1
SG&A	90.9	88.5	87.4	82.7	87.9	78.8
Ordinary profit	30.1	26.6	17.8	15.1	8.8	6.7
Profit (owners of parent)	16.3	13.3	10.4	8.0	7.4	3.3

Profit (owners of parent)

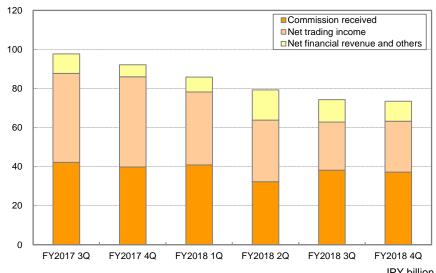
Ordinary profit

### **Net Operating Revenue**

- Net operating revenue of JPY 73.5 billion (-1% QoQ), of which commission received was JPY 37.2 billion (-2% QoQ) and net trading income including net financial revenue was JPY 36.3 billion (+0% QoQ).
- While net trading income including net financial revenue slightly increased from the previous quarter, commission received decreased from the previous quarter, resulting in decrease in net operating revenue.

### Quarterly Trends

(JPY billion)

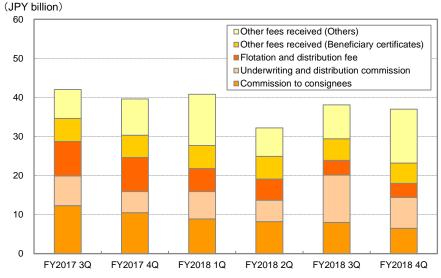


						JP Y DIIIION
	FY2017	FY2017	FY2018	FY2018	FY2018	FY2018
	3Q	4Q	1Q	2Q	3Q	4Q
Commission received	42.2	39.8	40.9	32.3	38.2	37.2
Net trading income	45.5	46.2	37.3	31.5	24.6	26.0
Net financial revenue and others	10.0	6.1	7.6	15.5	11.5	10.3
Total	97.8	92.2	86.0	79.5	74.3	73.5

### **Commission Received**

- Commission to consignees: Decreased from the previous quarter due to low stock trading volume.
- Underwriting and distribution commission: Decreased from the previous quarter due to a decline in deals in equity, which benefited from large-scale deals in the previous quarter, but secured the second highest level in the past six quarters.
- Flotation and distribution fee: Continued to be sluggish as in the previous quarter due to contraction of the sales market impacted by inactive investor activities.
- Other fees received: Significantly increased from the previous quarter mainly due to strong M&A business. Recorded the highest revenue in the past six quarters.

Quarterly Trends



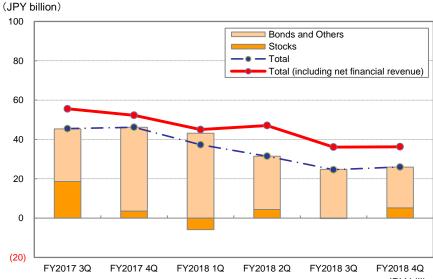
JPY billion

	FY2017 3Q	FY2017 4Q	FY2018 1Q	FY2018 2Q	FY2018 3Q	FY2018 4Q
Commission to consignees	12.3	10.5	8.9	8.2	8.0	6.5
Underwriting and distribution commission	7.6	5.4	7.0	5.5	12.1	7.9
Flotation and distribution fee	8.8	8.7	5.9	5.4	3.8	3.6
Other fees received (Beneficiary certificates)	5.9	5.7	5.9	5.8	5.5	5.2
Other fees received (Others)	7.4	9.3	13.1	7.3	8.7	13.8
Total	42.2	39.8	40.9	32.3	38.2	37.2

### **Net Trading Income**

- Domestic subsidiaries increased revenue from the previous quarter thanks to recovery of fixed income and equity businesses, which performed poorly in the previous quarter.
- Overseas subsidiaries decreased revenue from the previous quarter due to struggling credit and rates businesses.

#### Quarterly Trends



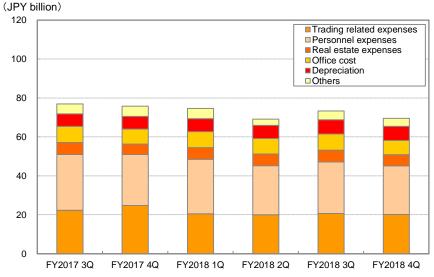
JPY billion

	FY2017	FY2017	FY2018	FY2018	FY2018	FY2018
	3Q	4Q	1Q	2Q	3Q	4Q
Stocks	18.6	3.6	(5.8)	4.4	(0.2)	5.2
Bonds and Others	26.8	42.6	43.2	27.1	24.8	20.7
Total	45.5	46.2	37.3	31.5	24.6	26.0
Net financial revenue	10.0	6.1	7.6	15.5	11.5	10.3
Total (including net financial revenue)	55.6	52.3	45.0	47.1	36.1	36.3

### SG & A

The strengthened curbing of fixed costs in domestic and overseas subsidiaries led to declines in all items of SG&A from the previous quarter, reaching to the second lowest level in the past six quarters. SG&A decreased by JPY 6.3 billion YoY (4Q17).

### Quarterly Trends



JPY billion

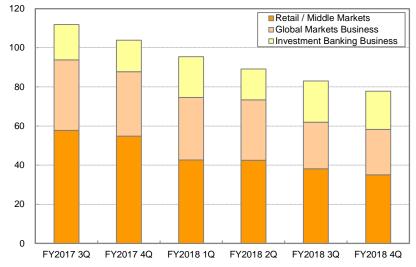
	FY2017 3Q	FY2017 4Q	FY2018 1Q	FY2018 2Q	FY2018 3Q	FY2018 4Q
Trading related expenses	22.3	24.8	20.5	20.0	20.7	20.2
Personnel expenses	28.7	26.2	28.0	25.2	26.4	24.9
Real estate expenses	6.1	5.3	6.0	6.0	6.1	5.8
Office cost	8.3	7.7	8.2	8.0	8.3	7.3
Depreciation	6.4	6.5	6.7	6.7	7.3	7.2
Others	5.1	5.3	5.2	3.2	4.5	4.1
Total	77.3	76.1	75.0	69.4	73.5	69.7

### **Overview by Business Segments**

- While Global Markets secured the same level of revenue as the previous quarter, Retail / Middle Markets and Investment Banking decreased revenue.
- Retail / Middle Markets: Revenue decreased from the previous quarter due to struggling MUMSS and kabu.com amid weak stock prices and decline in individual stock trading volume.
- Global Markets: Domestic revenue increased from the previous quarter mainly due to recovery of fixed income business. Meanwhile, overseas subsidiaries (October - December) decreased revenue from the previous quarter due to struggling position management in flow products business.
- Investment Banking: Domestic subsidiaries increased revenue from the previous quarter driven by M&A and real estate businesses. Meanwhile, overseas subsidiaries (October - December) decreased revenue toward the end of the year due to factors including seasonality.

### Quarterly Trends

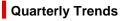


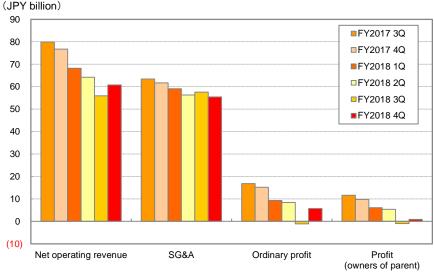


\* Figures are based on management accounting basis (before internal transaction elimination) including MUSA.

### **Quarterly Performance Trends**

- Net operating revenue of JPY 60.8 billion (+8% QoQ), ordinary profit of JPY 5.7 billion (JPY -1.1 billion at the previous quarter) and profit attributable to owners of parent of JPY 0.9 billion (JPY -1.0 billion at the previous quarter).
- Although Retail / Middle Market Division struggled, MUMSS increased both revenue and profit from the previous quarter thanks to good performance of investment banking business including strong M&A business and recovery of trading business.
- Revenue of Mitsubishi UFJ Morgan Stanley PB Securities Co., Ltd. (MUMSPB) was unchanged due to unrecovered investor activities.





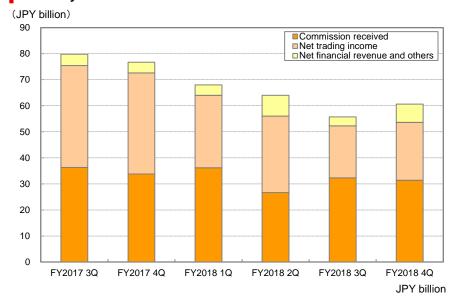
JPY billion

	FY2017 F 3Q	Y2017 I 4Q	T2018 1 1Q	FY2018   2Q	FY2018 F 3Q	Y2018 4Q	FY2018	YoY
Net operating revenue	79.9	76.7	68.2	64.2	55.9	60.8	249.1	(44.1)
SG&A	63.4	61.7	59.1	56.3	57.6	55.4	228.6	(16.7)
Ordinary profit	16.8	15.2	9.3	8.4	(1.1)	5.7	22.4	(26.9)
Profit (owners of parent)	11.6	9.8	6.1	5.4	(1.0)	0.9	11.5	(20.9)

6 \* Figures are on a consolidated basis, which include those of MUMSPB.

### **Net Operating Revenue**

- Net operating revenue of JPY 60.8 billion, of which commission received was JPY 31.4 billion and net trading income including net financial revenue was JPY 29.3 billion.
- While commission received decreased from the previous quarter, net trading income including net financial revenue increased from the previous quarter.

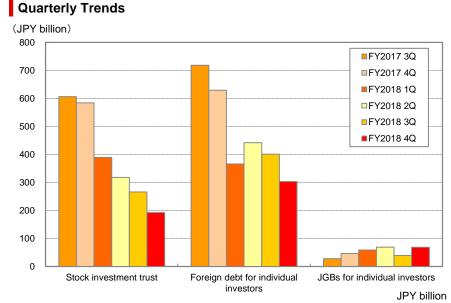


	FY2017 F	Y2017 F	Y2018 F	Y2018 F	Y2018 F	Y2018	-2004.0	ΥοΥ
	3Q	4Q	1Q	2Q	3Q	4Q	-12010	101
Commission received	36.3	33.8	36.2	26.7	32.3	31.4	126.9	(9.5)
Net trading income	39.1	38.8	27.8	29.3	20.0	22.2	99.5	(37.0)
Net financial revenue and others	4.4	4.1	4.0	8.0	3.4	7.0	22.6	2.5
Total	79.9	76.7	68.2	64.2	55.9	60.8	249.1	(44.1)

### Quarterly Trends

### Sales of Retail / Middle Market Division

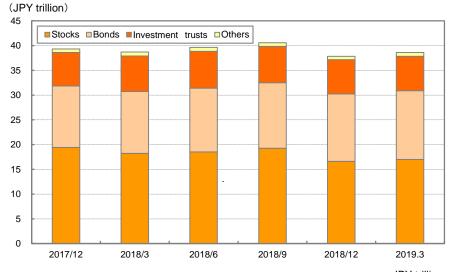
- Revenue from sales of stock investment trusts decreased from the previous quarter partly due to a slump in the investment trust sales market, despite efforts to focus on investment trusts that invest in domestic owner-operator companies with unique strength.
- Revenue from sales of foreign bonds for individual investors decreased from the previous quarter due to decrease in sales of structured notes at MUMSS.



	FY2017 3Q	FY2017 4Q	FY2018 1Q	FY2018 2Q	FY2018 3Q	FY2018 4Q
Stock investment trusts	606.3	583.8	389.4	317.6	266.1	192.1
Foreign bonds for individual investors	718.2	628.8	365.5	441.9	400.9	303.0
JGBs for individual investors	27.7	46.1	58.4	68.7	39.0	68.5

### **Trends of AUM**

- AUM recorded approximately JPY 38.6 trillion at the end of March 2019, increasing from the previous quarter. Net money inflow was also positive.
- Of the above, AUM for the Retail / Middle Market Division recorded JPY 31.1 trillion (JPY 30.6 trillion at the end of December, 2018).



### Quarterly Trends

JPY trillion

	2017/12	2018/3	2018/6	2018/9	2018/12	2019/3
Stocks	19.4	18.2	18.5	19.3	16.6	17.0
Bonds	12.5	12.5	12.9	13.2	13.6	13.9
Investment trusts	6.7	7.2	7.4	7.3	6.9	6.9
Others	0.7	0.8	0.8	0.7	0.7	0.8
Total	39.3	38.7	39.6	40.6	37.8	38.6

\* Simple aggregation of MUMSS and MUMSPB

### Investment banking business ~ League Table (from April, 2018 to March, 2019)

In collaboration with Morgan Stanley, engaged mainly in cross-border trading, and ranked top in the M&A Advisory. In equity, maintained high presence in investment banking business through involvement in large-scale deals for SoftBank, Mercari, Renesas Electronics and other companies.

Highly evaluated by leading media

Awarded the Japan Green Bond Awards in the Japan Green Contributor category by the Japan Ministry of Environment

Awarded the Best International Bank by Asiamoney (\*)

Awarded the Outbound M&A Financial Adviser of the Year by Mergermarket (\*)

(\*) Awarded as Japanese Securities Joint Venture between MUFG and Morgan Stanley (comprising Mitsubishi UFJ Morgan Stanley Securities and Morgan Stanley MUFG Securities)

Japa	Japan Domestic Debt <sup>*1</sup>								
Rank	Securities Firm	Share (%)		Rank					
1	Mizuho Securities	23.6		1	1				
2	Nomura Securities	20.4		2	0				
3	Daiwa Securities	17.6		3	ç				
4	Mitsubishi UFJ Morgan Stanley	16.9		4	ſ				
5	SMBC Nikko Securities	16.8		5	ſ				
6	Tokai Tokyo Securities	1.4		6	ç				
7	Shinkin Securities	1.1		7					
8	Goldman Sachs Japan	0.8		8	E				
9	SBI Securities	0.4		9	(				
10	Okasan Securities	0.2		10	(				

### Japan Equity and Equity-linked<sup>\*2</sup>

Japa	n Equity and Equity mittod	
Rank	Securities Firm	Share (%)
1	Nomura	23.1
2	Daiwa Securities Group	17.5
3	Sumitomo Mitsui Financial Group	15.6
4	Mizuho Financial Group	14.7
5	Mitsubishi UFJ Morgan Stanley	14.3
6	SBI Holdings	4.5
7	JP Morgan	2.2
8	Bank of America Merrill Lynch	2.1
9	Citi	1.3
10	Goldman Sachs & Co	0.9

### M&A Advisory / Based on Rank Value<sup>\*3</sup>

Rank	Financial Advisor	JPY billion
1	Mitsubishi UFJ Morgan Stanley	21,917
2	Goldman Sachs & Co	19,714
3	JP Morgan	18,221
4	Evercore Partners	14,935
5	Nomura	11,878
6	Mizuho Financial Group	11,097
7	Citi	9,410
8	Credit Suisse	8,708
9	Sumitomo Mitsui Financial Group	8,469
10	Deutsche Bank Group	7,572

\*1 Source: REFINITIV, REFINITIV DealWatch (data compiled by Mitsubishi UFJ Morgan Stanley) Includes Japanese Straight Bonds, Ex-FILP Agency Bonds (incl. Expressway company's Bonds) and Municipal Bonds Related. Based on lead manager's credit.

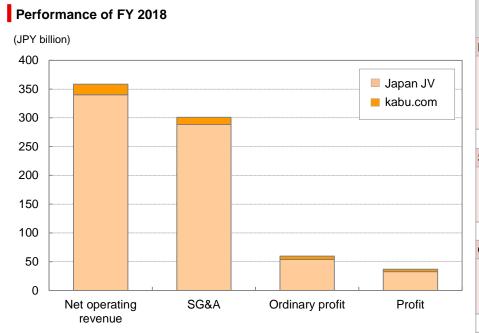
\*2 Source: REFINITIV (data compiled by Mitsubishi UFJ Morgan Stanley) Mitsubishi UFJ Morgan Stanley includes domestic offerings of Japanese issuers underwritten by Morgan Stanley MUFG Securities as well as global offerings of Japanese issuers underwritten by Morgan Stanley. Based on underwriting amount.

\*3 Source: REFINITIV (data compiled by Mitsubishi UFJ Morgan Stanley) Any Japanese involvement announced including property acquisitions. Mitsubishi UFJ Morgan Stanley includes deals advised by Morgan Stanley.

(IDV hillion)

### Domestic Securities Companies' Performance

- Net operating revenue of the Domestic Securities Companies is over JPY 350 billion on a simple sum basis. It includes the full net operating revenue from Morgan Stanley MUFG Securities Co., Ltd. ("MSMS"); this is one of the joint venture securities companies with Morgan Stanley in Japan and an associated company accounted for by using the equity-method.
- "Domestic Securities Companies" consists of four companies including three joint venture companies with Morgan Stanley ("Japan JV") and kabu.com Securities Co., Ltd.



* The figures in the graph above represent the simp	le sum of the Domestic Securities Companies.
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	(JPY billion)
(Simple sum of the figures for the Domestic Securities Companies)	FY 2018
Net operating revenue	358.7
Japan JV	340.2
Mitsubishi UFJ Morgan Stanley Securities Co., Ltd. Consolidated base ("MUMSS" + "MUMSPB") *1	249.1
Morgan Stanley MUFG Securities Co., Ltd. ("MSMS") *2	91.1
kabu.com Securities Co., Ltd.("kabu.com")	18.4
SG & A	301.1
Japan JV	288.5
MUMSS Consolidated base	228.6
MSMS	59.9
kabu.com	12.5
Ordinary profit	59.8
Japan JV	53.9
MUMSS Consolidated base	22.4
MSMS	31.5
kabu.com	5.9
Profit	37.1
Japan JV	32.8
MUMSS Consolidated base (Profit attributable to owners of parent)	11.5
MSMS	21.2
kabu.com	4.2

\*1 MUMSS Consolidated base includes Mitsubishi UFJ Morgan Stanley PB Securities Co., Ltd. (MUMSPB).

\*2 MSMS is an associated company accounted for by using the equity-method.

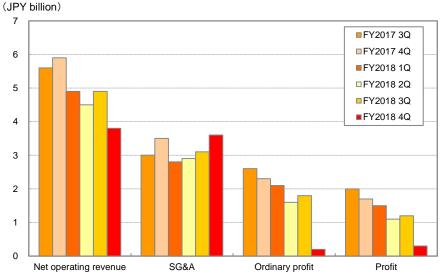
# kabu.com Securities Co., Ltd. (kabu.com) and Overseas Business



### kabu.com Quarterly Trends

Revenue decreased from the previous quarter due to a decrease in commission fee on the back of decline in individual stock trading volume. Partly due to a temporary increase in SG&A, while securing profit, ordinary profit decreased to JPY 0.2 billion.

### Quarterly Trends



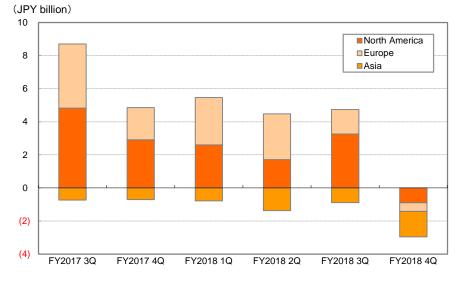
JPY billion

	FY2017 F	Y2017 F	017 FY2018 FY2018 FY2018 FY2018		FY2018	ΥοΥ		
	3Q	4Q	1Q	2Q	3Q	4Q	F12010	101
Net operating revenue	5.6	5.9	4.9	4.5	4.9	3.8	18.4	(3.0)
SG&A	3.0	3.5	2.8	2.9	3.1	3.6	12.5	(0.9)
Ordinary profit	2.6	2.3	2.1	1.6	1.8	0.2	5.9	(2.0)
Profit	2.0	1.7	1.5	1.1	1.2	0.3	4.2	(2.0)

### **Overseas Business Quarterly Trends**

- Overseas business as a whole recorded a loss for the first time since 4Q15, with JPY 2.9 billion of ordinary loss.
- Business in Europe recorded a loss. Although underwriting business increased revenue from the previous quarter, credit and rates businesses decreased revenue due to a decline in customer flow.
- Business in Asia continued to record a loss due to lack of deals.
- Business in North America recorded a loss due to decline in revenue in underwriting and credit businesses.

### Ordinary profit (loss): Quarterly Trends



JPY billion

	FY2017 3Q	FY2017 4Q	FY2018 1Q	FY2018 2Q	FY2018 3Q	FY2018 4Q	FY2018	YoY
North America	4.83	2.91	2.60	1.71	3.26	(0.90)	6.68	(9.07)
Europe	3.88	1.95	2.87	2.77	1.48	(0.52)	6.61	(10.33)
Asia	(0.73)	(0.71)	(0.78)	(1.37)	(0.89)	(1.54)	(4.59)	(2.65)
Total	7.98	4.14	4.69	3.11	3.86	(2.97)	8.70	(22.06)

\* Figures represent the aggregation with MUSA's results.

JPY million

Full year Quarter FY2017 FY2018 FY2017 FY2018 3Q 4Q 1Q 2Q 3Q 4Q **Operating revenue** 376,901 371,484 100,449 94,820 92,611 92,925 91,152 94,794 Commission received 158,576 148,788 39,828 40,974 38,218 37,216 42,234 32,379 46,262 26,022 Net trading income 171,147 119,559 45,551 37,354 31,575 24,606 0 3 0 3 Other operating revenue \_ 12,663 8,728 14,279 28,970 28,327 31,555 Financial revenue 47,176 103,133 6.608 11,075 58,085 2.584 2.616 13.414 16,815 21,248 **Financial expenses** 92,203 86,003 365,825 313,399 97,864 79,511 74,337 73,546 Net operating revenue 77,305 76,109 75,042 69,473 73,535 69,760 SG & A 302,603 287,812 **Operating profit** 63.222 25.586 20,559 16,094 10,960 10,037 801 3,785 Non-operating income 5,291 7,810 5,616 3,892 4,997 4,357 22,482 18,863 523 216 1,380 262 (103)547 Non-operating expenses 1,498 2,086 **Ordinary profit** 84.206 42.363 25,326 23,688 15,196 13,668 5,903 7,595 179 5,877 84 53 1.611 (1) 4.213 **Extraordinary income** 68 827 1,379 304 505 218 46 1,046 Extraordinary losses 3,418 20,946 5,357 6,127 3,468 4,262 (575) Income taxes 10,574 Profit attributable to non-controlling 6,229 5,129 3,091 4,055 1,293 2,704 19,419 11,145 interests 13,435 12,009 8,471 4,640 43,192 6,892 5,137 Profit attributable to owners of parent 25,141

11

JPY billion

	As of Mar. 31, 2018	As of Mar. 31, 2019	Change
ASSETS			
Current assets	21,761	23,957	+2,195
Cash and deposits	2,148	1,977	(170)
Trading products	9,665	10,607	+942
Loans secured by securities	7,266	8,981	+1,714
Others	2,681	2,390	(291)
Non-current assets	582	551	(31)
PP & E	37	28	(9)
Intangible assets	109	108	(0)
Investments and other assets	436	414	(21)
Total assets	22,344	24,508	+2,164

	As of Mar. 31, 2018	As of Mar. 31, 2019	Change
LIABILITIES			
Current liabilities	19,712	21,670	+1,957
Trading products	8,608	9,321	+713
Loans payable secured by securities	5,040	6,173	+1,133
Short-term loans payable	2,155	2,517	+362
Others	3,909	3,657	(251)
Non-current liabilities	1,630	1,885	+254
Bonds payable	1,013	1,244	+231
Long-term loans payable	604	628	+23
Others	12	12	(0)
Total liabilities	21,347	23,559	+2,212
NET ASSETS			
Shareholders' equity	725	702	(23)
Accumulated other comprehensive income	(13)	(30)	(16)
Share acquisition rights	0	0	+0
Non-controlling interests	284	276	(7)
Total net assets	996	948	(47)
Total liabilities and net assets	22,344	24,508	+2,164

# Appendix Mitsubishi UFJ Morgan Stanley Securities (MUMSS)

# • MUFG Mitsubishi UFJ Securities Holdings

JPY million

MUMSS (non-consolidated)

Statement of Income	atement of Income Full year Quarter							
	FY2017	FY2018	FY2017 FY2018					
	112017	112010	3Q	4Q	1Q	2Q	3Q	4Q
Operating revenue	261,997	227,925	72,335	69,781	61,911	58,639	51,228	56,145
Commission received	117,905	113,273	31,683	29,642	32,398	23,167	29,342	28,365
Net trading income	116,744	83,066	34,441	33,786	23,717	25,146	15,819	18,382
Others	0	3	_	0	3	—	—	—
Financial revenue	27,345	31,582	6,211	6,351	5,792	10,324	6,066	9,398
Financial expenses	7,130	9,001	1,716	2,224	1,769	2,284	2,617	2,330
Net operating revenue	254,866	218,923	70,619	67,557	60,142	56,354	48,610	53,815
SG & A	218,732	205,339	56,883	55,238	53,084	50,402	51,918	49,933
Operating profit	36,134	13,584	13,736	12,318	7,058	5,952	(3,307)	3,881
Net non-operating income (expenses)	7,830	9,222	3,057	588	4,606	918	3,039	657
Ordinary profit	43,964	22,806	16,794	12,907	11,665	6,870	(268)	4,538
Net extraordinary income (losses)	(160)	(434)	_	(143)	(218)	(56)	(45)	(113)
Income taxes	10,744	6,807	3,877	3,958	1,944	2,015	(1,031)	3,878
Profit	33,060	15,564	12,917	8,805	9,502	4,798	717	546

Current liabilities Trading products

Balance Sheet

	As of	As of	Change
	Mar. 31, 2018	Mar. 31, 2019	Change
Current assets	12,699	13,260	+561
Cash and deposits	1,775	1,647	(128)
Trading products	6,561	7,359	+797
Loans secured by securities	3,250	3,279	+28
Others	1,111	975	(136)
Non-current assets	169	160	(9)
PP& E	24	22	(2)
Intangible assets	59	58	(1)
Investments and other assets	85	79	(5)
Total assets	12,868	13,421	+552

MUMSPB (non-consolidated)

Statement of Income

Full year

	FY2017	FY2018	
Net operating revenue	38,519	30,358	
Ordinary profit	12,312	7,520	
Profit	8,447	5,168	

0.0		.,	-
JPY billion			
Change	As of	As of	
Change	Mar. 31, 2019	Mar. 31, 2018	
+569	12,576	12,007	
+247	6,490	6,243	
+230	2 242	2 012	

Loans payable secured by securities	2,012	2,242	+230
Short-term loans payable	2,324	2,639	+314
Others	1,427	1,204	(222)
Non-current liabilities	456	442	(14)
Long-term loans payable	445	431	(14)
Others	11	10	(0)
Total liabilities	12,466	13,021	+554
Net assets	402	399	(2)
Total liabilities and net assets	12,868	13,421	+552
			JPY million

Quarter

FY2	017	FY2018					
3Q	4Q	1Q	2Q	3Q	4Q		
9,348	9,184	8,107	7,878	7,361	7,011		
2,853	2,814	2,161	2,019	1,696	1,642		
1,954	1,929	1,487	1,384	1,155	1,141		

### Appendix Financial Soundness Indicators (Credit Rating, Capital Adequacy Ratio, etc.)



### **Credit Rating**

Stable credit rating levels were maintained in light of the fact that the Company is the core general securities company of the MUFG Group.

R&I	JCR	Moody's	S&P	Fitch

### Mitsubishi UFJ Securities Holdings

Long-term	AA-	AA	A1	A-	-
Short-term	a-1+ *	-	P-1	A-2	-

### Mitsubishi UFJ Morgan Stanley Securities

Long-term	AA-	AA	A1	А	А
Short-term	a-1+ *	-	P-1	A-1	F1

### **MUFG Securities EMEA plc**

Long-term	AA- **	AA **	A1	А	-
Short-term	-	-	P-1	A-1	-

### MUFG Securities (Canada), Ltd.

Long-term	-	-	-	А	А
Short-term	-	-	-	A-1	F1

### MUFG Securities (Europe) N.V.

Long-term A -
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\*CP rating

\*\*Euro Medium Term Note Programme rating (senior bonds)

### **Capital Adequacy**

- Capital adequacy ratio at the end of March, 2019 maintained a sufficient level of capital base.
- Capital base of MUSHD (consolidated) marked no major change.

### Capital Adequacy Ratio MUMSS (non-consolidated)

Capital adequacy ratio of MUMSS at FY2018 can be found on the following URL.

https://www.sc.mufg.jp/company/finance/cp\_ratio.html

### Net Assets MUSHD (Consolidated) / MUMSS

							JPY billion
MUSHD (Consolidat	2017/1	2 2018	/3 201	8/6 2	018/9 2	018/12	2019/3
Share capital	7	75.5	75.5	75.5	75.5	75.5	75.5
Net assets (To	otal) 98	9.1 9	96.6	963.1	961.4	960.0	948.7
MUMSS		2017/12	2018/3	2018/6	2018/9	2018/12	2019/3
Share capital		40.5	40.5	40.5	5 40.5	6 40.5	40.5
	Consolidated	424.3	406.6	400.8	3 407.2	397.8	398.4
(Total)	Non- consolidated	423.1	402.4	401.0	) 406.4	399.2	399.8

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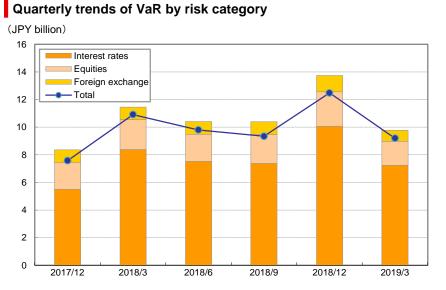
### Appendix Market Risks

### Value at Risk (VaR) associated with the trading activities

■ Interest rate risks for domestic subsidiaries decreased due mainly to a decrease in positions of JGBs.

### Methodology of VaR

Historical simulation method (10-day holding period, 99% of confidence interval and 701-business day observation period)

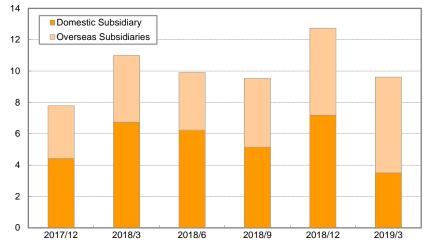


JPY	bil	lion
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	2017/12	2018/3	2018/6	2018/9	2018/12	2019/3
Interest rates	5.5	8.4	7.5	7.4	10.1	7.2
Equities	1.9	2.2	2.0	2.1	2.5	1.7
Foreign exchange	0.9	0.9	0.9	0.9	1.2	0.8
Total	7.6	10.9	9.8	9.3	12.5	9.2

### Quarterly trends of VaR by type of subsidiary

(JPY billion)



JPY billion

	2017/12	2018/3	2018/6	2018/9	2018/12	2019/3
Domestic Subsidiary	4.4	6.7	6.2	5.1	7.2	3.5
Overseas Subsidiaries	3.4	4.3	3.7	4.4	5.5	6.1
Total	7.6	10.9	9.8	9.3	12.5	9.2

Domestic Subsidiary: Mitsubishi UFJ Morgan Stanley Securities

Overseas Subsidiaries: MUFG Securities EMEA plc , MUFG Securities Asia Limited , MUFG Securities (Canada), Ltd.

# MUFG Mitsubishi UFJ Securities Holdings

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