

FY2022 Financial Summary

Mitsubishi UFJ Securities Holdings Co., Ltd.

April, 2023

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In addition, since the settlement date at overseas subsidiaries are three months earlier than the consolidation date, the cumulative performance trends

refer to the results for the period between January and December, while the guarterly performance trends refer to the results for the period between October and

(Note) Figures hereafter contained in this document are rounded down to the nearest whole unit, unless otherwise specified.

December.

Consolidated Performance Highlights



Annual Performance Trends

- Net operating revenue was JPY 352.2bn (+14% YoY), ordinary profit was JPY 84.5bn(+75% YoY) and profit attributable to owners of parent was JPY 44.8bn(+160% YoY) on financial accounting basis. Net operating revenue was JPY 417.0bn (+7% YoY), ordinary profit was JPY 85.6bn (+27% YoY) and profit attributable to owners of parent was JPY 45.7bn(+44% YoY) on substantial basis including MUSA.
 - The loss of approximately JPY 29.6bn recorded in the first quarter of the previous fiscal year as a result of transactions with a customer in the U.S. moved off the accounts, which consequently resulted in a rise in both revenue and profit on a financial accounting and substantial basis. Excluding that impact, revenue and profit increased on a financial accounting basis while revenue increased but profit decreased on a substantial basis.
- Net operating revenue from domestic subsidiaries increased. This was because, although Investment Banking business struggled due to the reduction in the size of the issuance market and Retail / Middle Markets saw the decline in sales of stock investment trusts and other products under uncertain market conditions, Global Markets posted greater revenue, capitalizing on market fluctuations. On the other hand, profit from domestic subsidiaries declined owing to the increase in trading related expenses linked to revenue.
- Overseas subsidiaries reported a significant increase in revenue after the loss related to transactions with a customer in the U.S. moved off the accounts. However, they struggled mainly in capital markets business.

(JPY billion)
Net operating revenue
SG&A
Ordinary profit
Profit (owners of parent)

Financial basis		
FY2021	FY2022	YoY %
308.1	352.2	+14%
285.1	297.7	+4%
48.0	84.5	+75%
17.2	44.8	+160%

Substantial basis including MUSA *		
FY2021	FY2022	YoY %
386.7	417.0	+7%
343.6	358.8	+4%
67.4	85.6	+27%
31.7	45.7	+44%

Quarterly Performance Trends

- Quarterly results: Fourth-quarter revenue decreased but profit increased compared to the previous quarter on both a financial accounting and substantial basis.
- Domestic subsidiaries: Both revenue and profit increased as the fixed income business of Global Markets business posted record profit.
- Overseas subsidiaries: Flow products and structured solution businesses recorded a quarter-on-quarter decline.

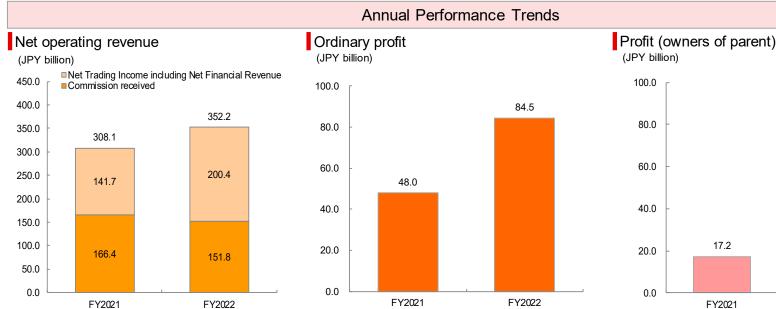
(JPY billion)
Net operating revenue
SG&A
Ordinary profit
Profit (owners of parent)

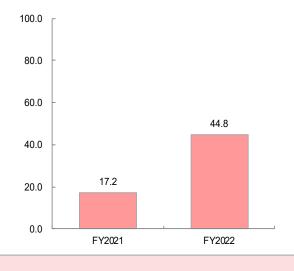
Financial basis		
FY2022 3Q	FY2022 4Q	QoQ %
94.1	94.1	(0)%
77.4	76.2	(1)%
18.5	31.4	+69%
10.1	15.8	+55%

Substantial basis including MUSA *		
FY2022 3Q	FY2022 4Q	QoQ %
114.5	104.8	(8)%
95.2	87.5	(8)%
20.2	29.7	+46%
11.5	14.5	+26%

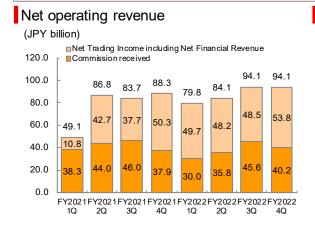
^{*} Figures represent the aggregation with the results of MUFG Securities America Inc. (hereinafter "MUSA"), given that MUSA, despite its deconsolidation in 3Q16 as a result of the application of the U.S. Enhanced Prudential Standards, continues to be included in the Company's internal revenue management.

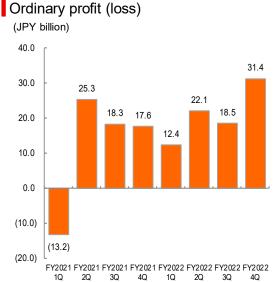


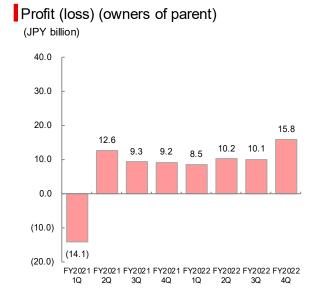




Quarterly Performance Trends







Consolidated Financial Summary (1) Commission Received (Financial basis)



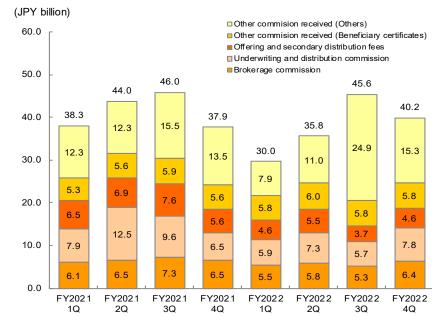
Commission received

FY2022: JPY 151.8 billion

- YoY JPY (14.5) billion (8)%
- Brokerage commission: Revenue decreased against a weaker stock market backdrop.
- Underwriting and distribution commission: Revenue decreased due to the heavy impact of the smaller issuance market caused by rising interest rates and falling stock prices.
- Offering and secondary distribution fees: Sales of stock investment trusts decreased due to market conditions.
- Other commission received (Beneficiary certificates): Revenue increased as a result of steadily accumulating stock investment trusts.
- Other commission received (Others): Revenue increased thanks to the closing of large-scale M&A deals and solutions deals.

FY2022 4Q: JPY 40.2 billion

- QoQ JPY (5.3) billion (11)%
- Underwriting and distribution commission: Revenue recovered as a result of accumulating multiple underwriting deals.
- Other commission received (Others): Revenue decreased due to the absence of the large-scale deals recorded in the previous quarter.



(JPY billion)
Brokerage commission
Underwriting and distribution commission
Offering and secondary distribution fees
Other commission received (Beneficiary certificates)
Other commission received (Others)
Total

FY2021	FY2022	YoY %
26.6	23.2	(12)%
36.6	26.8	(26)%
26.7	18.6	(30)%
22.5	23.6	+5%
53.7	59.4	+10%
166.4	151.8	(8)%

FY2022 3Q	FY2022 4Q	QoQ %
5.3	6.4	+19%
5.7	7.8	+38%
3.7	4.6	+24%
5.8	5.8	+0%
24.9	15.3	(38)%
45.6	40.2	(11)%

Consolidated Financial Summary (2) Net Trading Income • Net Financial Revenue (Financial basis)



Net Trading Income • Net Financial Revenue

FY2022: JPY 200.4 billion

- YoY JPY +58.6 billion +41%
- > Equity business:

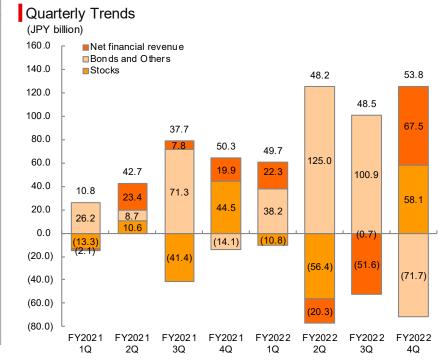
Domestic subsidiaries recorded a decline in revenue due to sluggishness in equity derivatives and foreign stocks throughout the fiscal year.

Overseas subsidiaries recorded an increase in revenue as the impact of the loss related to transactions with a customer in the U.S. moved off the accounts.

- > Fixed income business:
 - Domestic subsidiaries posted record profit, driven by the rates business that captured JGB auction-related flows and managed positions benefitting from rising interest rates.
 - Overseas subsidiaries recorded a decline in revenue due to poor performance of the credit, MBS, and other businesses despite a recovery in the rates business.

FY2022 4Q: JPY 53.8 billion

- QoQ JPY +5.3 billion +11%
- > Equity business:
 - Both domestic and overseas subsidiaries continued to perform weakly.
- > Fixed income business:
 - Domestic subsidiaries posted record profit in a volatile environment after the Bank of Japan's modification of the conduct of yield curve control.
 - Overseas subsidiaries saw the rates and structured solution businesses slow down.



(JPY billion)
Stocks
Bonds and Others
Net financial revenue
Total

FY2021	FY2022	YoY %
0.4	(9.8)	_
92.2	192.4	+108%
49.0	17.8	(63)%
141.7	200.4	+41%

FY2022 3Q	FY2022 4Q	QoQ %
(0.7)	58.1	_
100.9	(71.7)	_
(51.6)	67.5	_
48.5	53.8	+11%

[Reference] Management accounting basis *

Equity business
Fixed income business
Total

32.5	32.5	(0)%
76.8	109.1	+42%
109.4	141.7	+29%

7.7	6.8	(10)%
25.8	34.2	+32%
33.5	41.1	+22%

^{*} Figures represent the simple aggregation of Mitsubishi UFJ Morgan Stanley Securities Co., Ltd. (MUMSS) and overseas subsidiaries including MUSA which based on management accounting basis.

Consolidated Financial Summary (3)

SG & A (Financial basis)



SG & A

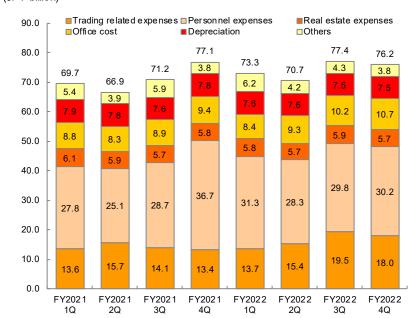
FY2022: JPY 297.7 billion

- YoY JPY +12.6 billion +4%
- ➤ Domestic subsidiaries: Although trading related expenses increased owing in part to the closing of large-scale deals, fixed costs were continuously restrained while depreciation as well as real estate and other expenses decreased.
- > Overseas subsidiaries: In addition to the foreign exchange effect, personnel and other expenses increased due to inflation.

FY2022 4Q: JPY 76.2 billion

- QoQ JPY (1.2) billion (1)%
- ➤ Declined due to the absence of the trading related expenses linked to large-scale deals that were incurred in the previous quarter.





(JPY billion)
Trading related expenses
Personnel expenses
Real estate expenses
Office cost
Depreciation
Others
Total

FY2021	FY2022	YoY %
56.9	66.7	+17%
118.5	119.8	+1%
23.6	23.3	(1)%
35.5	38.7	+9%
31.3	30.3	(3)%
19.0	18.6	(2)%
285.1	297.7	+4%

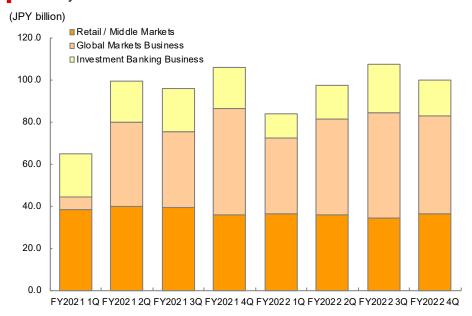
FY2022 3Q	FY2022 4Q	QoQ %
19.5	18.0	(7)%
29.8	30.2	+1%
5.9	5.7	(3)%
10.2	10.7	+4%
7.5	7.5	+0%
4.3	3.8	(12)%
77.4	76.2	(1)%

Overview by Business Segments



Overview by Business Segments in FY2022 4Q

- Global Markets carried over the momentum from the previous quarter. Revenue from Retail / Middle Markets increased but Investment Banking recorded a decline in revenue.
- Retail / Middle Markets: Revenue increased from the previous quarter because, despite the uncertain market environment, stock assets steadily accumulated and contributed to performance thanks to the penetration of the advisory business model.
- Global Markets: Overseas subsidiaries saw a quarter-on-quarter decline in the flow products business. In contrast, domestic subsidiaries posted record profit as the fixed income business successfully managed positions and captured customers' flows in a volatile environment after the Bank of Japan's modification of the conduct of yield curve control.
- Investment Banking: Revenue from both domestic and overseas subsidiaries declined. Domestic subsidiaries saw debt and equity underwriting recover but was impacted by the absence of the revenue related to large-scale M&A deals recorded in the previous quarter. Overseas subsidiaries continued to struggle against the backdrop of a sluggish debt issuance market.



^{*} Figures are based on management accounting basis including MUSA.

Topics for FY2022



Drive ESG

- Underwriting of ESG bonds
 - MUMSS underwriting results in 2022

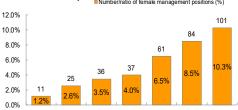
Green Bond : 40 deals/JPY110.3bn Social Bond : 57 deals/JPY273.2bn Sustainability Bond : 26 deals/JPY147.0bn Transition Bond : 19 deals/JPY55.6bn Sustainability Link Bond : 11 deals/JPY56.3bn Transition Link Bond : 2 deals/JPY54.0bn

- ESG JV report published (MUMSS × MSMS)
 - Conducted an analysis of Japan's unique progress in ESG in cooperation with MUMSS and MSMS and co-wrote the report.
- Launched a donation program linked to ETN balances
 - Launched a framework for annual donations to ESG-related organizations linked to investors' balance of holdings in the three "Smart ESG 30" series stocks.

Diversity Promotion Initiatives

* Aggregate: MUMSS

- Promotion of female's activities: Ratio of female in management positions*: 10.3%. (Target 13.0% in FY2023)
- Number / Ratio of female management positions



- Promotion of male participation in household chores and childcare:
 Percentage of male employees taking childcare leave*: 100%.
- Evaluation by external organizations



Platinum Kurumin: Obtained certification as a childcare support company (Ministry of Health, Labor and Welfare)



PRIDE Indicator "Gold": Support for LGBTQ and other minorities (voluntary organization "work with Pride") • Highest evaluation for efforts to promote understanding



Tomonin: Certified as a company that balances work and nursing care (Ministry of Health, Labor and Welfare)

Financial and Economic Education Initiatives

- Financial and economic programs for students (elementary school to university students) and adults. Policy to contribute to society by providing programs for children who will lead the next generation.
- Launched "Power of Money-VALUE" program for elementary school students
- Developed a new program for junior high and high school students, to be offered from FY2023
- Partnership agreements with several junior high schools and high schools, including Toshimagaoka Gakuen Junior and Senior High Schools.
- Signed a cooperation agreement with a local government (Aisai City, Aichi Prefecture)



Employee Return Initiatives

- In FY2022, the bonus level was raised.
- In FY2023, special raises and lump-sum payments will be provided.
- Monthly salary increase rate: approximately 5% in real terms (including regular salary increases, promotions, and appointments)
- Two-year total annual income growth rate: about 10% in real terms compared to FY2021
- Starting salary will be raised by JPY12k to JPY267k from FY2024.
- Published multi-stakeholder policy

DX Initiatives

- Certified as a "DX Certified Business Operator" by the Ministry of Economy, Trade and Industry.
- Participated in one of the world's largest metaverse events "Virtual Market" (organized by HIKKY).



Various awards, etc.

- Awarded "Best Private Bank in Japan" for the 11th consecutive year in the "Global Private Banking Awards" sponsored by EUROMONEY
- Ranked No. 1 in "Customer Satisfaction with Retail Asset Management (Face-to-Face Brokerage)" by J.D. Power
- Received various awards in investment banking (Refer to the Appendix)

JPY million

	Cumu	lative	Quarter				or i illillori			
	E)/0004	E)/0000		FY2021				FY2022		
	FY2021	FY2022	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Operating revenue	351,282	492,807	69,015	92,233	94,276	95,756	86,759	130,330	198,810	76,906
Commission received	166,415	151,850	38,337	44,068	46,050	37,959	30,070	35,865	45,654	40,260
Net trading income	92,630	182,567	12,944	19,331	29,889	30,464	27,413	68,589	100,201	(13,637)
Other operating revenue	4	4	3	0	_	_	4	0	_	0
Financial revenue	92,232	158,384	17,730	28,833	18,336	27,331	29,271	25,875	52,954	50,283
Financial expenses	43,156	140,549	19,839	5,426	10,484	7,405	6,899	46,213	104,653	(17,216)
Net operating revenue	308,126	352,257	49,175	86,806	83,792	88,351	79,860	84,116	94,157	94,123
SG & A	285,106	297,741	69,768	66,924	71,220	77,192	73,311	70,725	77,499	76,203
Operating profit (loss)	23,020	54,516	(20,592)	19,881	12,572	11,158	6,548	13,390	16,657	17,919
Non-operating income	26,505	35,422	7,765	5,427	6,090	7,221	7,046	9,881	3,956	14,538
Non-operating expenses	1,442	5,397	402	(48)	331	757	1,122	1,159	2,094	1,020
Ordinary profit (loss)	48,083	84,541	(13,229)	25,357	18,331	17,622	12,472	22,112	18,519	31,436
Extraordinary income	132	1,191	_	126	_	5	0	123	954	114
Extraordinary losses	1,410	2,748	38	380	940	50	520	5	1,491	730
Income taxes	10,585	14,851	(2,821)	6,473	4,316	2,616	33	5,008	4,736	5,072
Profit attributable to non-controlling interests	19,009	23,331	3,667	5,950	3,724	5,666	3,397	6,966	3,059	9,907
Profit (loss) attributable to owners of parent	17,211	44,802	(14,114)	12,680	9,350	9,294	8,520	10,254	10,186	15,840



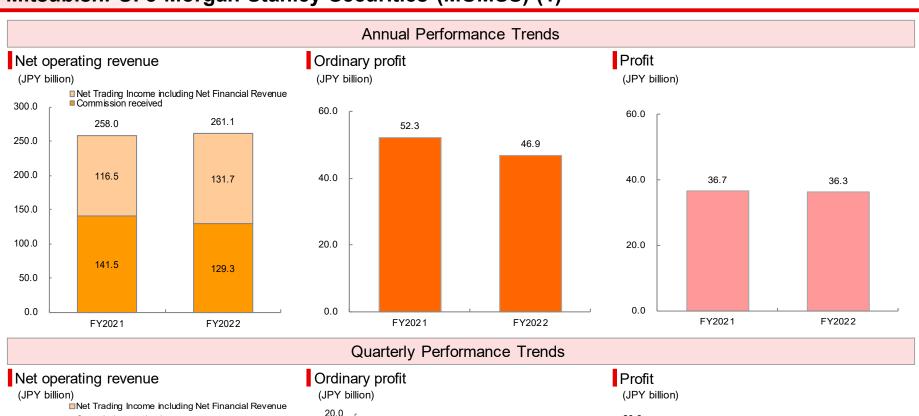
JPY billion

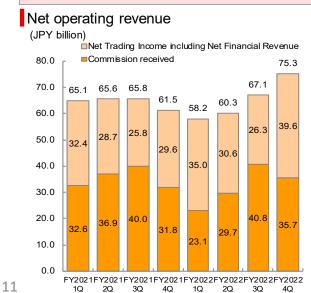
	As of Mar. 31, 2022	As of Mar. 31, 2023	Change
ASSETS			
Current assets	31,164	31,800	+635
Cash and deposits	2,186	2,866	+680
Trading products	12,870	11,936	(933)
Loans secured by securities	13,227	13,954	+727
Others	2,880	3,041	+161
Non-current assets	560	659	+98
PP & E	26	24	(2)
Intangible assets	101	109	+7
Investments and other assets	432	525	+93
Total assets	31,724	32,459	+734

	As of Mar. 31, 2022	As of Mar. 31, 2023	Change
LIABILITIES			
Current liabilities	28,835	29,509	+673
Trading products	10,432	12,412	+1,979
Borrowings secured by securities	10,702	8,552	(2,150)
Short-term borrowings	2,874	4,451	+1,576
Others	4,826	4,092	(733)
Non-current liabilities	1,879	1,904	+25
Bonds payable	896	841	(55)
Long-term borrowings	964	1,046	+81
Others	18	17	(1)
Total liabilities	30,720	31,418	+698
NET ASSETS			
Shareholders' equity	722	742	+19
Accumulated other comprehensive income	(1)	8	+9
Non-controlling interests	283	289	+6
Total net assets	1,004	1,040	+35
Total liabilities and net assets	31,724	32,459	+734

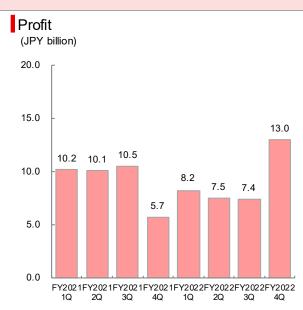








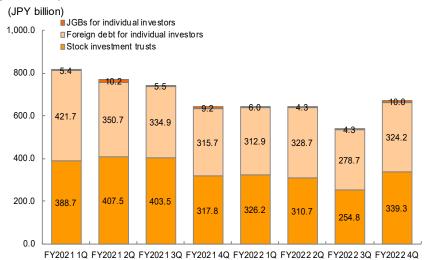




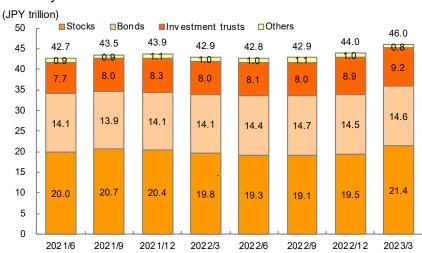


Sales of Retail / Middle Market Division

Quarterly Trends



Trends of AUM



Mitsubishi UFJ Morgan Stanley Securities (MUMSS) (3)



() MUFG Mitsubishi UFJ Securities Holdings

Investment banking business ~ League Table (from April, 2022 to March, 2023)

- The Company ranked top in bond underwriting, where it performed leading manager roles in various deals including ESG bonds. In M&A Advisory, the Company had a wide-ranging involvement mainly in cross-border deals in collaboration with Morgan Stanley. The Company also maintained high presence in the overall investment banking business, in such ways as playing leading manager roles in a number of deals in equity underwriting.
- Highly evaluated by leading media
 - Awarded the Best Corporate and Investment Bank (*1) by *Asiamoney*
 - Awarded the Best Investment Bank in Japan by *Euromoney* (*2)
 - Awarded the M&A Financial Adviser of the Year by *Mergermarket* (*2)
 - (*1) Awarded as MUFG and Morgan Stanley
 - (*2) Awarded as Japanese Securities Joint Venture between MUFG and Morgan Stanley (comprising Mitsubishi UFJ Morgan Stanley Securities and Morgan Stanley MUFG Securities)

Debt (Domestic and Foreign Bonds)*1

	. ,	
Rank	Securities Firm	Share (%)
1	Mitsubishi UFJ Morgan Stanley	20.9
2	Mizuho Securities	17.8
3	Daiwa Securities	15.2
4	Nomura Securities	15.1
5	SMBC Nikko Securities	5.8
6	JP Morgan	3.8
7	Goldman Sachs Japan	3.8
8	BofA Securities	3.6
9	Citigroup Global Markets Japan	3.2
10	Barclays	1.9

Japan Equity and Equity-linked*2

Rank	Securities Firm	Share (%)
1	Nomura	29.2
2	Daiwa Securities Group	24.1
3	Sumitomo Mitsui Financial Group	11.8
4	Mizuho Financial Group	11.8
5	Mitsubishi UFJ Morgan Stanley	11.6
6	Goldman Sachs & Co	4.7
7	SBI Holdings	2.5
8	JP Morgan	1.4
9	OKASAN Securities Group	0.7
10	Tokai Tokyo Financial Holdings	0.7

M&A Advisory / Based on Rank Value*3

Martravicory / Bacca off Raint Value					
Financial Advisor	JPY billion				
Nomura	4,470				
JP Morgan	3,933				
UBS	3,917				
Mizuho Financial Group	3,472				
Mitsubishi UFJ Morgan Stanley	3,043				
Sumitomo Mitsui Financial Group	2,136				
Crosspoint Advisors Inc	2,115				
BofA Securities	1,593				
Deloitte	1,236				
Goldman Sachs & Co	1,054				
	Nomura JP Morgan UBS Mizuho Financial Group Mitsubishi UFJ Morgan Stanley Sumitomo Mitsui Financial Group Crosspoint Advisors Inc BofA Securities Deloitte				

^{*1} Source: Domestic bonds are compiled by Mitsubishi UFJ Morgan Stanley based on REFINITIV and DealWatchDB. Includes Japanese Straight Bonds, Ex-FILP Agency Bonds (incl. Expressway company's Bonds) and Municipal Bonds Related. Based on lead manager's credit. Foreign bonds are compiled by Morgan Stanley MUFG Securities based on corporate disclosure data, Dealogic, Bloomberg, IFR, and Informa.

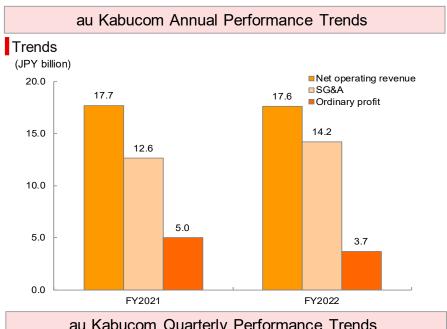
*2 Source: REFINITIV (data compiled by Mitsubishi UFJ Morgan Stanley)

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

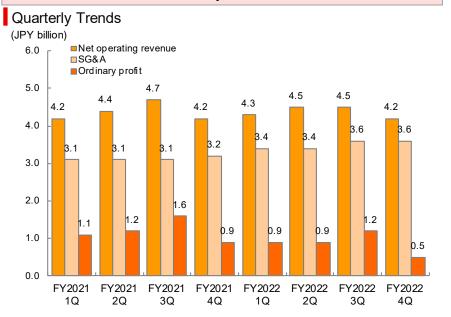
*3 Source: REFINITIV (data compiled by Mitsubishi UFJ Morgan Stanley)

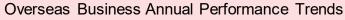
Any Japanese involvement announced including property acquisitions. Mitsubishi UFG Morgan Stanley includes deals advised by Morgan Stanley.





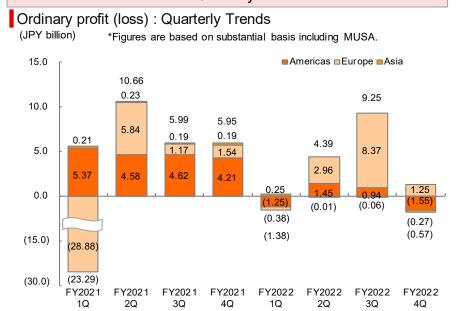
au Kabucom Quarterly Performance Trends







Overseas Business Quarterly Performance Trends



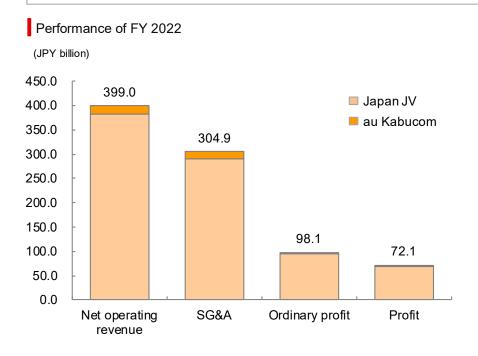
[Reference] Domestic Securities Companies



Domestic Securities Companies' Performance

- Net operating revenue of the Domestic Securities Companies is approximately JPY 400 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 three companies including two joint venture companies with Morgan Stanley ("Japan JV") and au Kabucom Securities Co., Ltd.



^{*} The figures in the graph above represent the simple sum of the Domestic Securities Companies.

Simple sum of the figures for the Domestic Securities Companies (JPY billion)	FY 2022
Net operating revenue	399.0
Japan JV	381.3
MUMSS	261.1
Morgan Stanley MUFG Securities Co., Ltd. ("MSMS") *	120.2
au Kabucom Securities Co., Ltd. ("au Kabucom")	17.6
SG & A	304.9
Japan JV	290.7
MUMSS	216.8
MSMS	73.8
au Kabucom	14.2
Ordinary profit	98.1
Japan JV	94.4
MUMSS	46.9
MSMS	47.4
au Kabucom	3.7
Profit	72.1
Japan JV	69.2
MUMSS	36.3
MSMS	32.9
au Kabucom	2.8

^{*} MSMS is an associated company accounted for by using the equity-method.



Credit Rating

	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	Α	A-		
Short-term	a-1+ *	_	P-1	A-1	F1		
MUFG Securities EMEA plc							
Long-term	AA- **	AA **	A1	Α	_		
Short-term	_	_	P-1	A-1	_		
MUFG Securities (Canada), Ltd.							
Long-term	_	_	_	Α	A-		
Short-term	_	_	_	A-1	F1		
MUFG Securities (Europe) N.V.							

Α

Α1

Capital Adequacy

Capital Adequacy Ratio MUMSS

Capital adequacy ratio of MUMSS at FY2022 can be found on the following URL.

https://www.sc.mufg.jp/company/finance/cp_ratio.html

Long-term

^{*}CP rating

^{**}Euro Medium Term Note Programme rating (senior bonds)



Mitsubishi UFJ Securities Holdings

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