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February 1, 2024

Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending March 31, 2024 [under Japanese GAAP]

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

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Supplementary material on quarterly financial results: Yes

Quarterly financial results presentation meeting: None

(Millions of yen with fractional amounts disregarded)

1. Consolidated performance for the third quarter of fiscal year 2023 (from April 1, 2023 to December 31, 2023)

(1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Operating revenue		Net operating revenue		Operating profit		Ordinary profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
First nine months of FY2023	545,327	31.1	286,766	11.1	39,116	6.9	62,193	17.1
First nine months of FY2022	415,900	62.8	258,134	17.5	36,596	208.5	53,104	74.3

	Profit attributable to owners of parent		Basic earnings per share	Diluted earnings per share
	Millions of yen	%	Yen	Yen
First nine months of FY2023	30,519	5.4	41.41	—
First nine months of FY2022	28,962	265.9	39.30	—

(Note) Comprehensive income First nine months of FY2023: 87,843 million yen 50.8%
First nine months of FY2022: 58,254 million yen 36.8%

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of December 31, 2023	37,596,828	1,093,649	2.2
As of March 31, 2023	32,459,225	1,040,551	2.3

(Reference) Equity As of December 31, 2023: 816,046 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) **Application of particular accounting for preparing quarterly consolidated financial statements:** None
- (3) **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: None
 - d. Restatement of prior period financial statements after error corrections: None

(4) Number of issued shares (common stock)

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

As of December 31, 2023	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 December 31, 2023	– shares
As of March 31, 2023	– shares

- c. Average number of shares during the period (cumulative from the beginning of the fiscal year)

First nine months of the fiscal year ending March 31, 2024	736,985,496 shares
First nine months of the fiscal year ended March 31, 2023	736,985,496 shares

< * >

This quarterly financial results report is not subject to quarterly review.

< * Other special matters >

None

Attached Material

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Consolidated financial statements and primary notes

(1) Consolidated balance sheets

(Millions of yen)

	As of March 31, 2023	As of December 31, 2023
ASSETS		
Current assets		
Cash and deposits	2,866,906	2,371,612
Segregated deposits	1,053,452	1,134,976
Trading products	11,936,959	15,739,042
Trading securities and other	4,610,425	5,962,919
Derivatives	7,326,533	9,776,123
Trade date accrual	81,430	—
Margin transaction assets	295,567	289,109
Loans secured by securities	13,954,461	15,992,571
Short-term guarantee deposits	1,350,932	1,210,431
Securities	16,977	90,057
Income taxes refund receivable	12,214	17,427
Other current assets	231,239	133,947
Total current assets	31,800,140	36,979,175
Non-current assets		
Property, plant and equipment	24,316	23,769
Intangible assets	109,163	122,041
Investments and other assets	525,604	471,841
Total non-current assets	659,084	617,652
Total assets	32,459,225	37,596,828

(Millions of yen)

	As of March 31, 2023	As of December 31, 2023
LIABILITIES		
Current liabilities		
Trading products	12,412,654	14,971,593
Trading securities and other	4,950,647	5,461,433
Derivatives	7,462,006	9,510,159
Trade date accrual	—	242,209
Margin transaction liabilities	167,316	132,205
Borrowings secured by securities	8,552,144	11,365,336
Short-term borrowings	4,451,360	3,993,617
Current portion of bonds payable	237,356	101,212
Current portion of long-term borrowings	169,270	7,516
Commercial papers	878,154	773,348
Income taxes payable	6,674	4,614
Asset retirement obligations	73	154
Other current liabilities	2,634,151	3,101,015
Total current liabilities	29,509,157	34,692,824
Non-current liabilities		
Bonds payable	841,706	547,507
Long-term borrowings	1,046,074	1,240,195
Retirement benefit liability	2,622	2,438
Provision for retirement benefits for directors	18	26
Asset retirement obligations	7,364	7,950
Other non-current liabilities	7,070	7,072
Total non-current liabilities	1,904,856	1,805,191
Reserves under special laws		
Reserve for financial instruments transaction liabilities	4,659	5,162
Total reserves under special laws	4,659	5,162
Total liabilities	31,418,673	36,503,178
NET ASSETS		
Shareholders' equity		
Share capital	75,518	75,518
Capital surplus	434,441	434,441
Retained earnings	232,334	254,098
Total shareholders' equity	742,295	764,058
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	933	1,006
Deferred gains or losses on hedges	8	7
Foreign currency translation adjustment	5,373	48,928
Remeasurements of defined benefit plans	2,240	2,045
Total accumulated other comprehensive income	8,555	51,987
Non-controlling interests	289,700	277,603
Total net assets	1,040,551	1,093,649
Total liabilities and net assets	32,459,225	37,596,828

(2) Consolidated statements of income and Consolidated statements of comprehensive income
Consolidated statements of income (cumulative)

	(Millions of yen)	
	First nine months of FY2022 (From April 1, 2022 to December 31, 2022)	First nine months of FY2023 (From April 1, 2023 to December 31, 2023)
Operating revenue		
Commission received	111,590	138,158
Net trading income	196,204	155,676
Financial revenue	108,100	251,488
Other operating revenue	4	4
Total operating revenue	415,900	545,327
Financial expenses	157,766	258,561
Net operating revenue	258,134	286,766
Selling, general and administrative expenses	221,537	247,649
Operating profit	36,596	39,116
Non-operating income		
Interest income	4,301	7,725
Share of profit of entities accounted for using equity method	14,975	14,940
Other	1,607	1,395
Total non-operating income	20,884	24,061
Non-operating expenses		
Loss on sale of investment securities	2,376	790
Foreign exchange losses	1,380	—
Other	619	193
Total non-operating expenses	4,376	984
Ordinary profit	53,104	62,193
Extraordinary income		
Gain on sale of investment securities	1,077	56
Total extraordinary income	1,077	56
Extraordinary losses		
Impairment losses	1,554	184
Provision of reserve for financial instruments transaction liabilities	3	503
Business restructuring expenses	172	1,827
Other	286	—
Total extraordinary losses	2,017	2,514
Profit before income taxes	52,164	59,735
Income taxes-current	11,730	14,554
Income taxes-deferred	(1,951)	610
Total income taxes	9,778	15,164
Profit	42,385	44,570
Profit attributable to non-controlling interests	13,423	14,051
Profit attributable to owners of parent	28,962	30,519

Consolidated statements of comprehensive income (cumulative)

(Millions of yen)

	First nine months of FY2022 (From April 1, 2022 to December 31, 2022)	First nine months of FY2023 (From April 1, 2023 to December 31, 2023)
Profit	42,385	44,570
Other comprehensive income		
Valuation difference on available-for-sale securities	(3)	43
Deferred gains or losses on hedges	(31)	(1)
Foreign currency translation adjustment	16,364	43,554
Remeasurements of defined benefit plans, net of tax	(460)	(324)
Total other comprehensive income	15,868	43,272
Comprehensive income	58,254	87,843
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of parent	44,921	73,950
Comprehensive income attributable to non-controlling interests	13,332	13,892

(3) Notes to consolidated financial statements

(Notes on premise of going concern)

None

(Notes on significant changes in the amount of shareholders' equity)

None

Consolidated Financial Results
for the Third Quarter of the Fiscal Year Ending March 31, 2024

1. Commission received

(1) Breakdown by item

(Millions of yen)

	First nine months of FY2022 (From April 1, 2022 to December 31, 2022)	First nine months of FY2023 (From April 1, 2023 to December 31, 2023)	Increase (Decrease)	FY2022 (From April 1, 2022 to March 31, 2023)
Brokerage commission	16,799	21,498	4,699	23,241
Stocks	16,163	20,869	4,706	22,423
Bonds	1	—	(1)	1
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	18,999	30,209	11,209	26,896
Stocks	3,243	9,255	6,012	6,793
Bonds	15,756	20,953	5,197	20,102
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	13,965	17,903	3,938	18,628
Beneficiary certificates	12,075	16,296	4,220	16,068
Other commission received	61,825	68,546	6,721	83,085
Beneficiary certificates	17,816	19,689	1,873	23,681
Total	111,590	138,158	26,568	151,850

(2) Breakdown by product

(Millions of yen)

	First nine months of FY2022 (From April 1, 2022 to December 31, 2022)	First nine months of FY2023 (From April 1, 2023 to December 31, 2023)	Increase (Decrease)	FY2022 (From April 1, 2022 to March 31, 2023)
Stocks	20,958	33,488	12,529	31,324
Bonds	20,034	22,903	2,868	25,680
Beneficiary certificates	30,405	36,472	6,066	40,396
Other	40,191	45,294	5,103	54,449
Total	111,590	138,158	26,568	151,850

2. Net trading income

(Millions of yen)

	First nine months of FY2022 (From April 1, 2022 to December 31, 2022)	First nine months of FY2023 (From April 1, 2023 to December 31, 2023)	Increase (Decrease)	FY2022 (From April 1, 2022 to March 31, 2023)
Stocks	(68,029)	(29,215)	38,813	(9,883)
Bonds and other	264,233	184,891	(79,342)	192,450
Total	196,204	155,676	(40,528)	182,567

Quarterly Trends in Consolidated Statements of Income

(Millions of yen)

	3Q of FY2022 (October 1 to December 31, 2022)	4Q of FY2022 (January 1 to March 31, 2023)	1Q of FY2023 (April 1 to June 30, 2023)	2Q of FY2023 (July 1 to September 30, 2023)	3Q of FY2023 (October 1 to December 31, 2023)
Operating revenue	198,810	76,906	146,225	152,748	246,354
Commission received	45,654	40,260	46,156	43,962	48,039
Brokerage commission	5,392	6,441	7,321	7,265	6,912
Stocks	5,192	6,260	7,114	7,075	6,679
Bonds	—	0	—	—	—
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	5,717	7,896	9,789	8,642	11,776
Stocks	1,755	3,550	1,433	2,400	5,420
Bonds	3,961	4,345	8,355	6,241	6,356
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	3,757	4,662	5,152	6,832	5,919
Beneficiary certificates	3,385	3,992	5,048	6,032	5,214
Other commission received	30,787	21,259	23,893	21,221	23,431
Beneficiary certificates	5,820	5,864	6,255	6,691	6,743
Net trading income	100,201	(13,637)	41,906	38,640	75,129
Net trading income from securities (stocks)	(768)	58,145	7,445	(28,907)	(7,753)
Net trading income from bonds and other	100,970	(71,782)	34,460	67,547	82,883
Financial revenue	52,954	50,283	58,157	70,146	123,184
Other operating revenue	—	0	4	—	—
Financial expenses	104,653	(17,216)	47,634	57,929	152,996
Net operating revenue	94,157	94,123	98,590	94,818	93,357
Selling, general and administrative expenses	77,499	76,203	84,421	79,714	83,513
Trading related expenses	19,526	18,046	21,053	17,222	17,709
Personnel expenses	29,833	30,297	31,289	32,744	34,067
Real estate expenses	5,997	5,767	6,214	5,892	5,884
Office expenses	10,271	10,720	10,636	11,040	11,059
Depreciation	7,539	7,569	7,281	8,204	7,920
Taxes and dues	3,004	1,700	5,838	1,631	4,577
Other	1,325	2,102	2,107	2,977	2,295
Operating profit	16,657	17,919	14,168	15,104	9,843
Non-operating income	3,956	14,538	11,031	4,843	8,187
Non-operating expenses	2,094	1,020	1,061	896	(972)
Ordinary profit	18,519	31,436	24,138	19,050	19,003
Extraordinary income	954	114	—	—	56
Extraordinary losses	1,491	730	196	1,170	1,147
Profit before income taxes	17,982	30,820	23,942	17,880	17,913
Income taxes-current	5,937	6,226	2,464	5,018	7,071
Income taxes-deferred	(1,201)	(1,153)	2,673	797	(2,860)
Total income taxes	4,736	5,072	5,138	5,815	4,211
Profit	13,245	25,747	18,804	12,064	13,701
Profit attributable to non-controlling interests	3,059	9,907	4,911	4,730	4,409
Profit attributable to owners of parent	10,186	15,840	13,893	7,333	9,292

<Reference>

Mitsubishi UFJ Morgan Stanley Securities, Co., Ltd.
for the Third Quarter of the Fiscal Year Ending March 31, 2024

(1) Non-consolidated operating results

(Millions of yen)

	First nine months of FY2022 (From April 1, 2022 to December 31, 2022)	First nine months of FY2023 (From April 1, 2023 to December 31, 2023)	Increase (Decrease)	FY2022 (From April 1, 2022 to March 31, 2023)
Operating revenue	204,440	256,780	52,340	291,397
Commission received	93,663	113,891	20,227	129,389
Net trading income	78,199	95,579	17,379	114,524
Net operating revenue	185,750	212,687	26,936	261,100
Operating profit	26,549	44,783	18,233	44,263
Ordinary profit	28,771	46,741	17,970	46,982
Profit	23,279	33,216	9,936	36,341

(Breakdown of operating revenue)

<Breakdown by item of commission received>

(Millions of yen)

	First nine months of FY2022 (From April 1, 2022 to December 31, 2022)	First nine months of FY2023 (From April 1, 2023 to December 31, 2023)	Increase (Decrease)	FY2022 (From April 1, 2022 to March 31, 2023)
Brokerage commission	12,479	15,769	3,289	17,281
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	9,951	16,993	7,042	15,943
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	13,965	17,903	3,938	18,628
Other commission received	57,267	63,224	5,956	77,535
Total	93,663	113,891	20,227	129,389

<Breakdown by product of commission received>

(Millions of yen)

	First nine months of FY2022 (From April 1, 2022 to December 31, 2022)	First nine months of FY2023 (From April 1, 2023 to December 31, 2023)	Increase (Decrease)	FY2022 (From April 1, 2022 to March 31, 2023)
Stocks	16,487	27,568	11,081	25,177
Bonds	12,177	10,997	(1,179)	16,242
Beneficiary certificates	29,861	35,850	5,988	39,671
Other	35,137	39,475	4,337	48,297
Total	93,663	113,891	20,227	129,389

<Net trading income>

(Millions of yen)

	First nine months of FY2022 (From April 1, 2022 to December 31, 2022)	First nine months of FY2023 (From April 1, 2023 to December 31, 2023)	Increase (Decrease)	FY2022 (From April 1, 2022 to March 31, 2023)
Stocks	5,076	4,725	(350)	308
Bonds and other	73,123	90,853	17,730	114,216
Total	78,199	95,579	17,379	114,524

(2) Non-consolidated financial position

(Millions of yen)

	As of December 31, 2022	As of December 31, 2023	Increase (Decrease)	As of March 31, 2023
Total assets	19,445,609	22,716,629	3,968,336	18,748,293
Net assets	420,247	425,500	(8,071)	433,572