



Mitsubishi UFJ Securities Holdings

1QFY2024 Financial Summary

Mitsubishi UFJ Securities Holdings Co., Ltd.

July, 2024

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(Note1) Figures hereafter contained in this document are rounded down to the nearest whole unit, unless otherwise specified.

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 and the quarterly performance trends refer to the results for the period between January and March.

(Note2) Figures represent the aggregation with the results of MUFG Securities Americas Inc. (hereinafter “MUSA”) unless otherwise specified, 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.

1Q Performance Trends

- Net operating revenue was JPY 130.6bn (+7% YoY, +3% QoQ), ordinary profit was JPY 31.4bn (+15% YoY, (29)% QoQ) and profit attributable to owners of parent was JPY 18.5bn (+14% YoY, (14)% QoQ).
- YoY: Both revenue and profit rose, as Retail / Middle Markets and Investment Banking performed favorably. Retail / Middle Markets posted revenue growth on the back of a favorable market environment. Investment Banking was propelled by an expansion in the size of issuance markets and the monetization of M&A and securitization deals. Global Markets recorded consistent revenue from the fixed income and equity businesses but was affected by the weakness of the solution business that had benefitted from large deals in the previous fiscal year.
- QoQ: Profit declined due to a rise in SG&A caused mainly by higher personnel expenses at subsidiaries and to a fall in share of profit of entities accounted for using equity method.

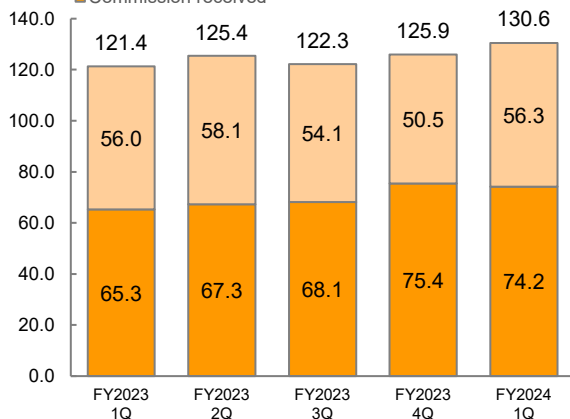
(JPY billion)
Net operating revenue
SG&A
Ordinary profit*
Profit (owners of parent)*

1Q Performance		
FY2023 1Q	FY2024 1Q	YoY %
121.4	130.6	+7%
102.7	108.9	+6%
27.2	31.4	+15%
16.2	18.5	+14%

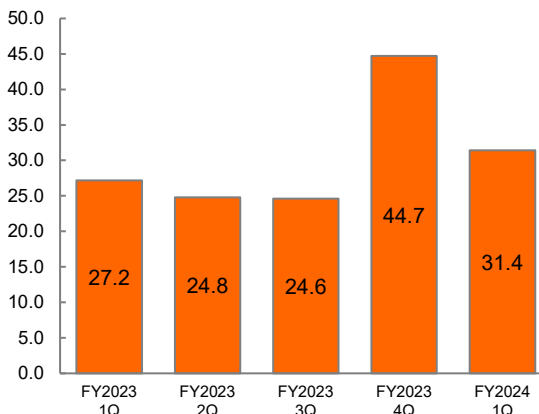
Quarterly Performance		
FY2023 4Q	FY2024 1Q	QoQ %
125.9	130.6	+3%
92.8	108.9	+17%
44.7	31.4	(29)%
21.7	18.5	(14)%

Net operating revenue (JPY billion)

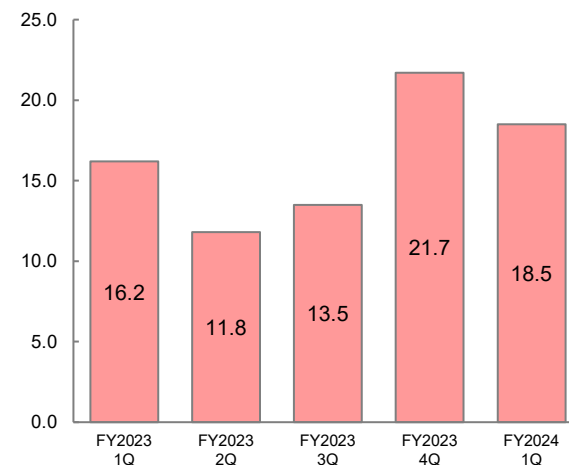
■ Net Trading Income including Net Financial Revenue
■ Commission received



Ordinary profit (JPY billion)

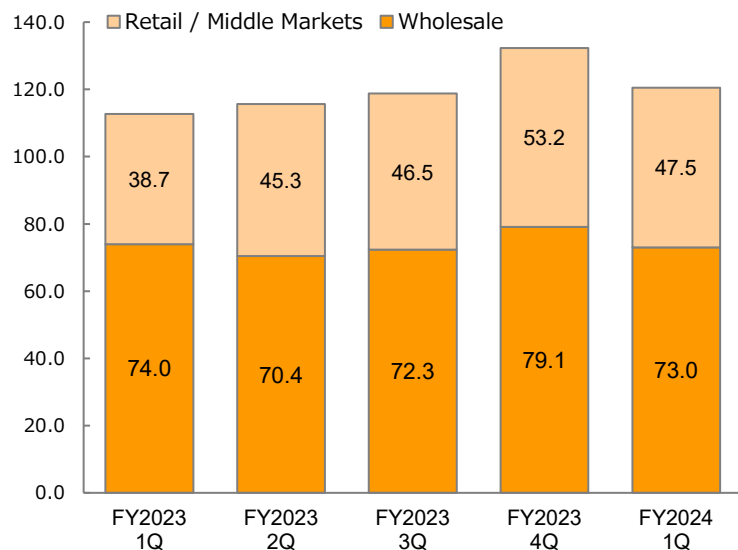


Profit (owners of parent) (JPY billion)

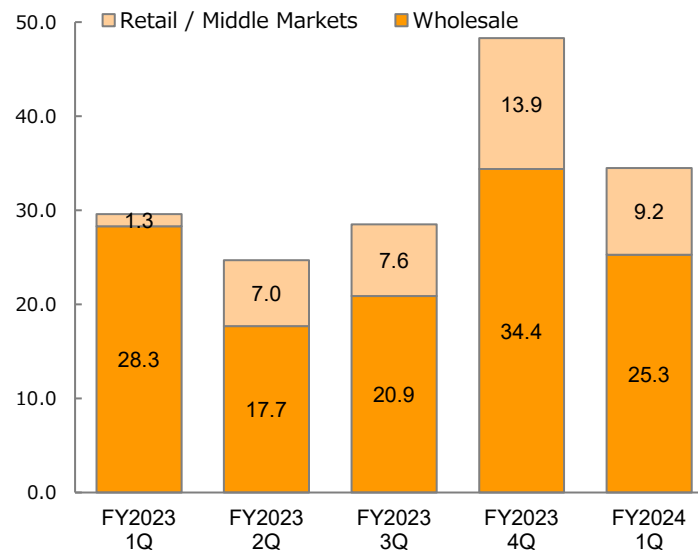


(JPY billion)	1Q Performance			Quarterly Performance		
	FY2023 1Q	FY2024 1Q	YoY %	FY2023 4Q	FY2024 1Q	QoQ %
Net operating revenue						
Retail / Middle Markets	38.7	47.5	+ 23%	53.2	47.5	(11) %
Wholesale	74.0	73.0	(1) %	79.1	73.0	(8) %
Ordinary profit						
Retail / Middle Markets	1.3	9.2	+630%	13.9	9.2	(34) %
Wholesale* ²	28.3	25.3	(11) %	34.4	25.3	(26) %

Net operating revenue
(JPY billion)



Ordinary profit
(JPY billion)



*1 Each segment's results are based on internal management data and rounded off. Exchange rate is 1\$=¥120.00

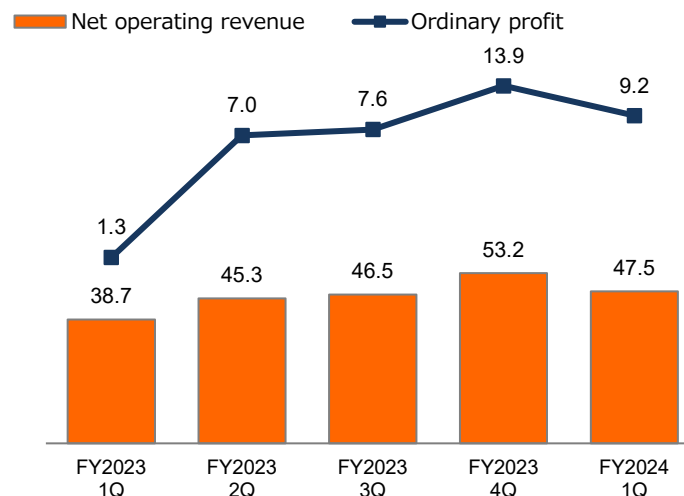
*2 The figures include profit from Morgan Stanley MUFG Securities Co., Ltd., an associated company accounted for by using the equity-method.

(JPY billion)	FY2024 1Q	YoY %	QoQ %
Net operating revenue	47.5	+ 23%	(11) %
Ordinary profit	9.2	+ 630%	(34) %

- In a favorable market environment, investors' investment appetite was as strong as in the previous quarter. The increased inclusion of stock investment trusts based on portfolio proposals, as well as a rise in stock trading value, also contributed to the results.
- The first quarter saw an increase in the sales of investment trusts.
- Assets balances expanded steadily, maintaining a positive trend.

Net operating revenue / Ordinary profit

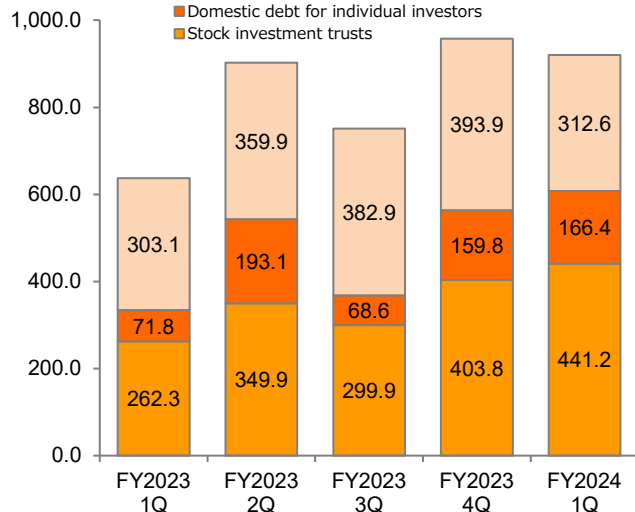
(JPY billion)



Sales of Products *2·3

(JPY billion)

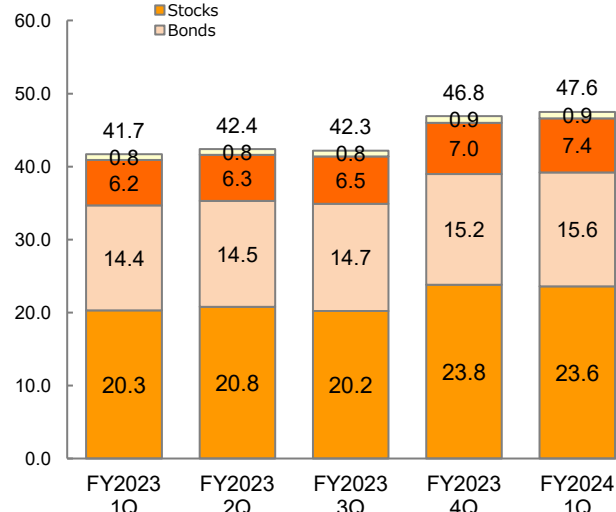
- Foreign debt for individual investors
- Domestic debt for individual investors
- Stock investment trusts



Trends of AUM *3

(JPY trillion)

- Stocks
- Bonds



Awards

J.D. Power*4

for three consecutive years



"Customer Satisfaction"
Face-to-face securities division
:MUMSS

MUMSS ranked first in the four factors:
customer care; products and services;
account information; and fees and interest.

Overview by Business Segments③ Wholesale

(JPY billion)	FY2024 1Q	YoY %	QoQ %
Net operating revenue	73.0	(1)%	(8) %
Ordinary profit ^{*2}	25.3	(11) %	(26) %

■ Global Markets

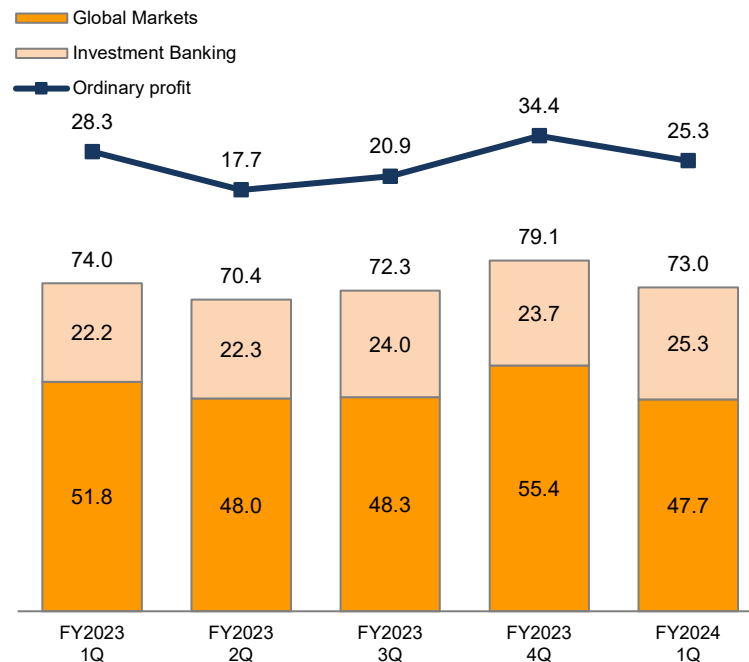
- Fixed income business
 - YoY: Domestic subsidiaries maintained high-level performance thanks to the increased customer flows for US dollar bonds in the Credit business, which more than offset revenue decline in the Rates business that had performed well in the previous fiscal year. Overseas subsidiaries performed strongly in the interest rate derivative business, resulting in an increase in overall revenue.
 - QoQ: Domestic subsidiaries saw revenue increase in the Rates business. The Credit business maintained a strong performance, however, overall revenue remained flat owing in part to the impact of the large deals in DSG that had been recorded at overseas subsidiaries in the previous quarter.
- Equity business
 - YoY: Revenue rose on account of the increase in customer flows that was supported by favorable stock market conditions and effective position management.
 - QoQ: Revenue declined due to the impact of the large-scale stock trading flow that had benefitted domestic subsidiaries in the previous quarter.

■ Investment Banking

- Revenue increased on both YoY and QoQ bases, driven by an expansion in the size of issuance markets in Japan and overseas and by the monetization of M&A and securitization deals at domestic subsidiaries.

Net operating revenue / Ordinary profit

(JPY billion)



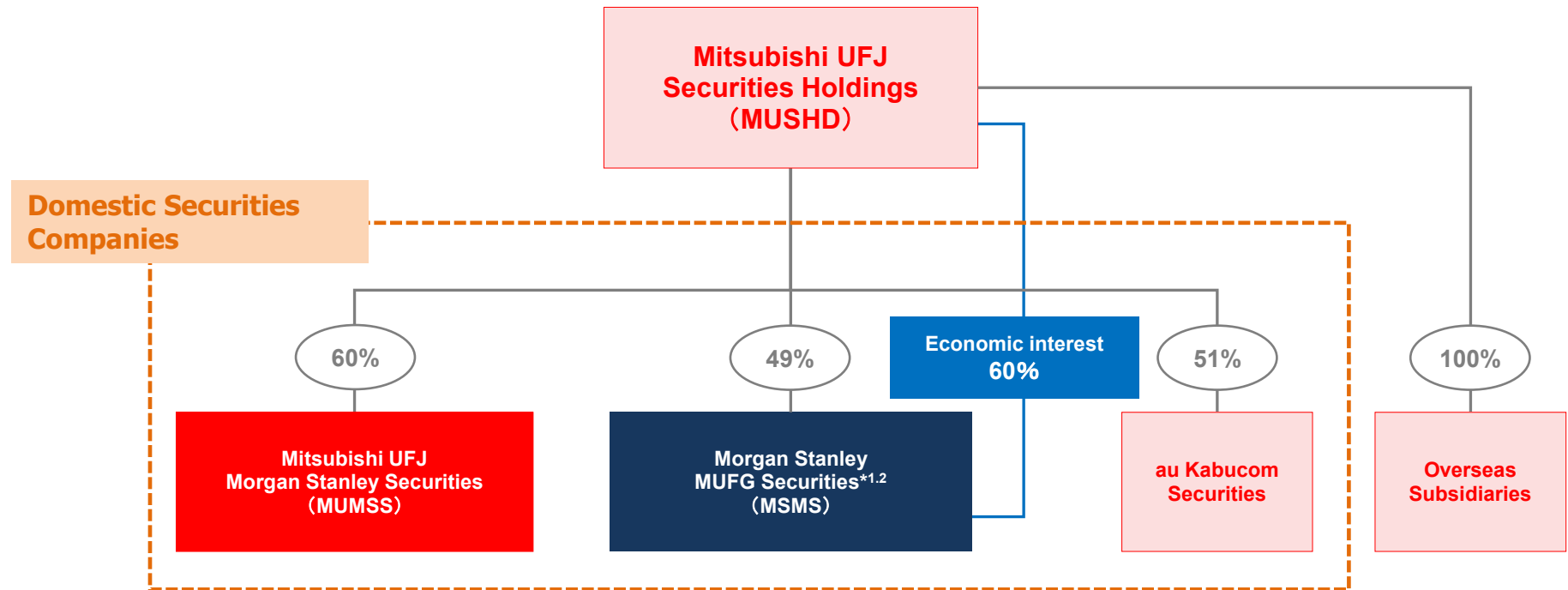
Net operating revenue by Business segments

(JPY billion)	1Q Performance		
	FY2023 1Q	FY2024 1Q	YoY %
Global Markets	51.8	47.7	(8) %
Fixed income business	37.5	39.2	+5%
Equity business	7.6	8.2	+7%
Investment Banking	22.2	25.3	+14%

Quarterly Performance		
FY2023 4Q	FY2024 1Q	QoQ %
55.4	47.7	(14) %
38.8	39.2	+1%
13.6	8.2	(40) %
23.7	25.3	+7%

^{*1} Each segment's results are based on internal management data and rounded off.

^{*2} The figures include profit from Morgan Stanley MUFG Securities Co., Ltd., an associated company accounted for by using the equity-method.



* All percentage figures represent voting rights

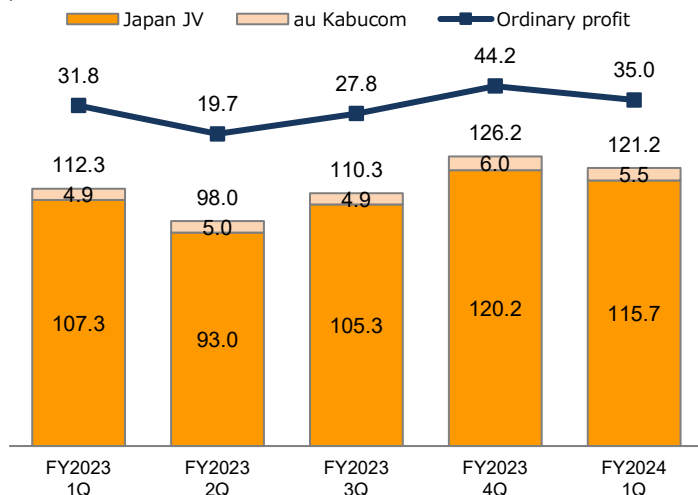
*1 Equity method affiliate

*2 The voting rights in MSMS is 49% for MUSHD and 51% for Morgan Stanley Japan Holdings. In terms of economic interests, such as profit distribution rights, MUSHD holds 60% while Morgan Stanley Japan Holdings holds 40%

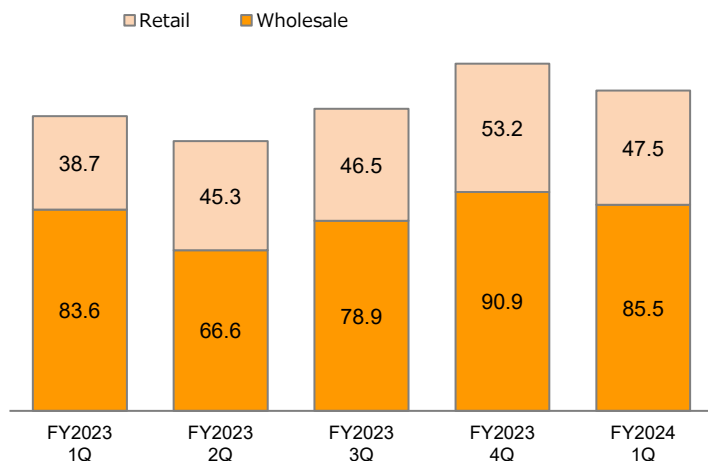
Status of Domestic Securities Companies

- The two securities joint venture entities with Morgan Stanley (Japan JV) and au Kabucom Securities increased revenue and profit in total on YoY and continued to maintain a high level of ROE.

Net operating revenue / Ordinary profit (JPY billion)



Business Segments (Net operating revenue) (JPY billion)



*1 Equity capital is calculated as the average of the beginning and ending balances.

*2 MSMS and au Kabucom are financial accounting figures, MUMSS is internal management accounting data and rounded

Simple sum of the figures for the Domestic Securities Companies (JPY billion)	FY2024 1Q
Net operating revenue	121.2
Japan JV	115.7
MUMSS	75.3
MSMS	40.4
au Kabucom Securities Co., Ltd. ("au Kabucom")	5.5
SG & A	86.7
Japan JV	82.4
MUMSS	55.4
MSMS	26.9
au Kabucom	4.3
Ordinary profit	35.0
Japan JV	33.7
MUMSS	20.2
MSMS	13.5
au Kabucom	1.2
Profit	25.0
Japan JV	24.4
MUMSS	15.1
MSMS	9.3
au Kabucom	0.5
ROE*1	14.7%
Japan JV	15.4%
MUMSS	13.8%
MSMS	18.8%
au Kabucom	5.6%

Business Segments *2

Retail / Middle Markets (MUMSS + au Kabucom)	
Net operating revenue	47.5
Ordinary profit	9.2
Wholesale (MUMSS + MSMS)	
Net operating revenue	85.5
Ordinary profit	25.8

Japan Summit 2024

- On May 22 and 23, Morgan Stanley held the Japan Summit 2024 event for institutional investors at a hotel in Tokyo. MUMSS and MSMS invited a broad range of clients comprising issuers (approximately 140 companies) and domestic and foreign investors (approximately 750 people) to this event, which was the first large-scale summit Morgan Stanley hosted in Japan.
- The two-day event consisted of one-on-one meetings between issuers and investors, as well as presentations given by leading figures from various fields including politics, government, business, and sports.



The venue was adorned with **the new logo of the integrated research team** that was launched as part of Alliance 2.0.

- Epitomizing the integration of the MUMSS and MSMS equity research teams in January as part of Alliance 2.0, the speakers at Japan Summit 2024 included MSMS Analysts who had been transferred from MUMSS. As seen in the use of the new logo of the integrated research team, the event served as another opportunity for MUFG and Morgan Stanley to showcase their strong partnership to investors.

Morgan Stanley | MUFG

2024年1月15日 11:46 AM GMT

日銀ウォッチ | Japan

日銀1月決定会合プレビュー

1月金融政策決定会合では、政策の現状維持を予想。ただし、マイナス金利政策解除が近づいているとの見方は変わ

Investment banking business ~ League Table (from April, 2024 to June, 2024)

Debt (Domestic and Foreign Bonds)*¹

Rank	Securities Firm	Share (%)
1	Mizuho Securities	16.8
2	Mitsubishi UFJ Morgan Stanley	14.8
3	SMBC Nikko Securities	14.3
4	Nomura Securities	13.5
5	Daiwa Securities	12.7
6	BofA Securities	6.1
7	JP Morgan	5.7
8	Citigroup Global Markets Japan	5.1
9	Barclays	2.9
10	Goldman Sachs Japan	1.9

Japan Equity and Equity-linked*²

Rank	Securities Firm	Share (%)
1	Nomura	38.5
2	Goldman Sachs & Co	18.7
3	Mizuho Financial Group	12.8
4	Sumitomo Mitsui Financial Group	11.9
5	Mitsubishi UFJ Morgan Stanley	10.5
6	Daiwa Securities Group	6.8
7	SBI Holdings	0.5
8	Macquarie Group	0.2
9	Rakuten Group	0.0
10	IwaiCosmo Holdings	0.0

M&A Advisory / Based on Rank Value*³

Rank	Financial Advisor	JPY billion
1	Mitsubishi UFJ Morgan Stanley	1,128
2	Nomura	940
3	JP Morgan	914
4	KPMG	673
5	Plutus Consulting Co Ltd	619
6	Daiwa Securities Group	522
7	Goldman Sachs & Co	464
8	Sumitomo Mitsui Financial Group	415
9	UBS	385
10	Mizuho Financial Group	376

*1 Source: Domestic bonds are compiled by Mitsubishi UFJ Morgan Stanley based on LSEG (former 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: LSEG (former 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: LSEG (former 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.

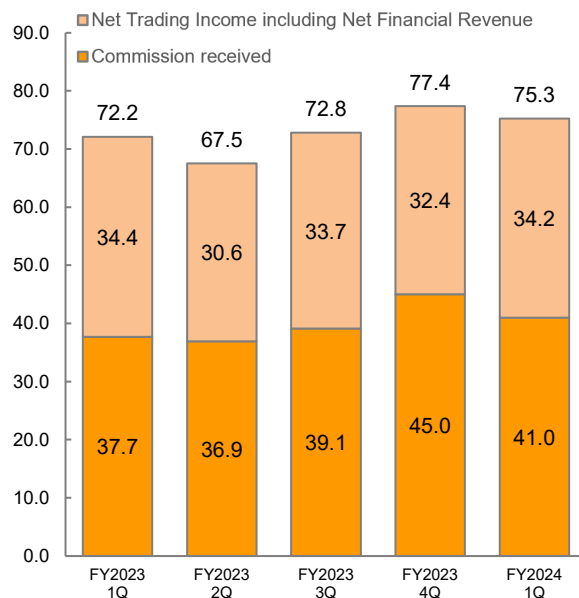
Appendix

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

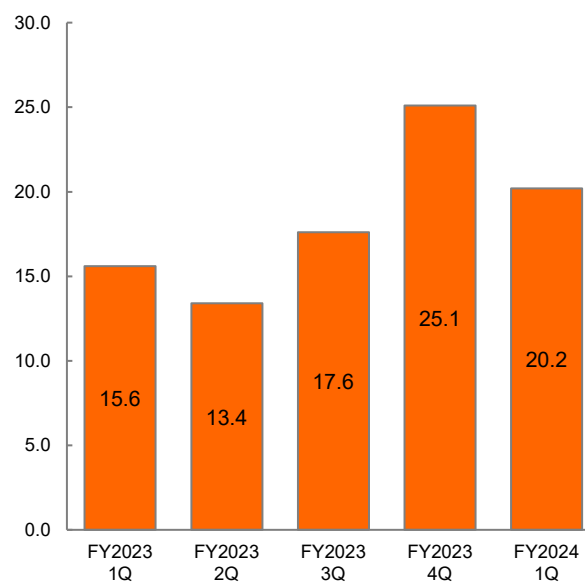
1Q Performance		
FY2023 1Q	FY2024 1Q	YoY %
72.2	75.3	+4%
57.1	55.4	(2) %
15.6	20.2	+29%
11.8	15.1	+27%

Quarterly Performance		
FY2023 4Q	FY2024 1Q	QoQ %
77.4	75.3	(2) %
52.9	55.4	+4%
25.1	20.2	(19) %
21.2	15.1	(29) %

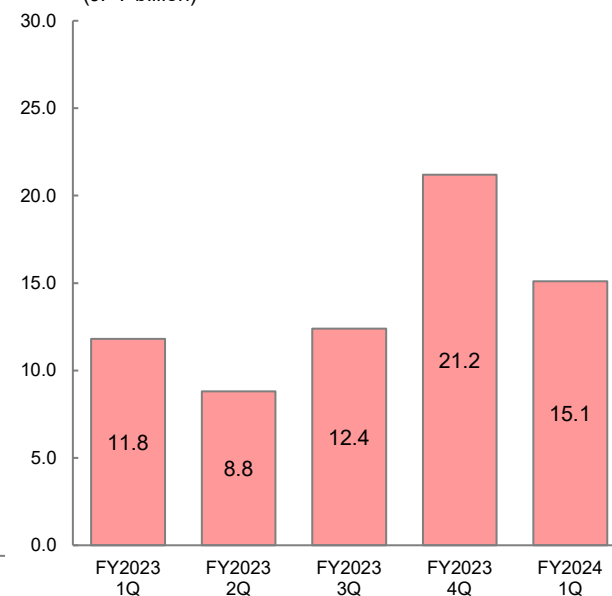
Net operating revenue
(JPY billion)



Ordinary profit
(JPY billion)



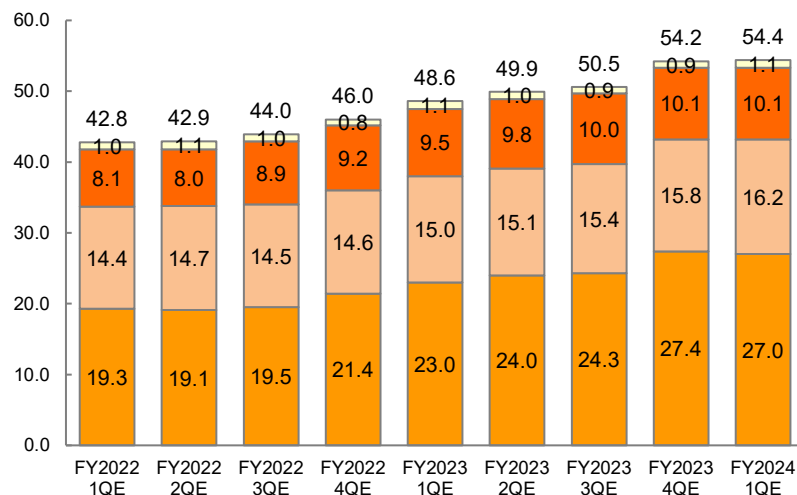
Profit
(JPY billion)



Trends of AUM (Company-wide of MUMSS) *

(JPY trillion)

■ Stocks
 ■ Bonds
 ■ Investment trusts
 ■ Others



Number of accounts(Retail / Middle Markets)*

(Thousands of accounts)	FY2023 1Q	FY2023 2Q	FY2023 3Q	FY2023 4Q	FY2024 1Q
Number of accounts with account balance	1,085	1,074	1,065	1,058	1,085
Newly opened accounts	11	14	12	16	10
Number of NISA accounts	219	227	234	239	242

reference MUSHD consolidated basis *

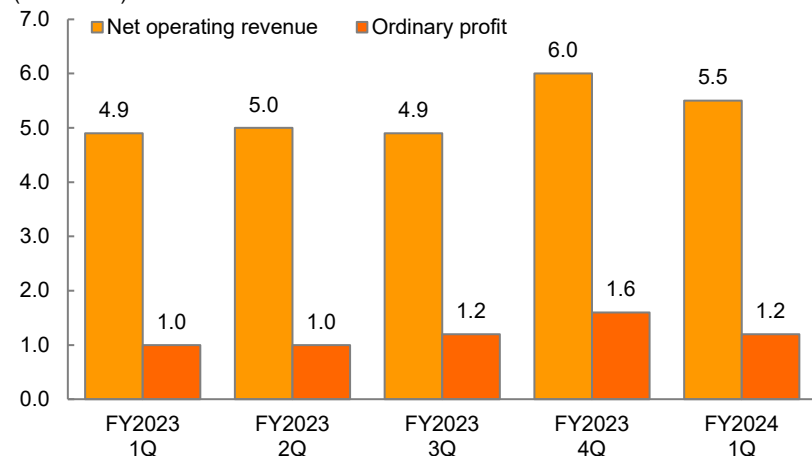
Number of NISA accounts (MUMSS+au Kabucom)	463	497	519
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* rounded off

au Kabucom

Net operating revenue / Ordinary profit

(JPY billion)



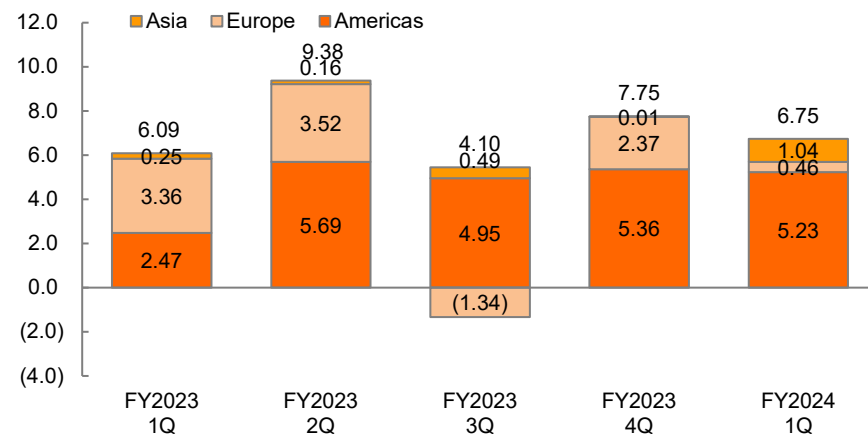
(JPY billion)	1Q Performance		
	FY2023 1Q	FY2024 1Q	YoY %
Net operating revenue	4.9	5.5	+12%
Ordinary profit	1.0	1.2	+26%

(JPY billion)	Quarterly Performance		
	FY2023 4Q	FY2024 1Q	QoQ %
Net operating revenue	6.0	5.5	(7) %
Ordinary profit	1.6	1.2	(21) %

Overseas Business

Ordinary profit (loss)

(JPY billion)



(JPY billion)	1Q Performance		
	FY2023 1Q	FY2024 1Q	YoY %
Americas	2.47	5.23	+111%
Europe	3.36	0.46	(86) %
Asia	0.25	1.04	+307%
Total	6.09	6.75	+10%

(JPY billion)	Quarterly Performance		
	FY2023 4Q	FY2024 1Q	QoQ %
Americas	5.36	5.23	(2) %
Europe	2.37	0.46	(80) %
Asia	0.01	1.04	— %
Total	7.75	6.75	(12) %

Consolidated Statement of Income (Financial basis)

JPY million

	Cumulative		Quarter				
	FY2023 1Q	FY2024 1Q	FY2023				FY2024
			1Q	2Q	3Q	4Q	1Q
Operating revenue	146,225	297,567	146,225	152,748	246,354	167,307	297,567
Commission received	46,156	50,859	46,156	43,962	48,039	58,614	50,859
Net trading income	41,906	77,642	41,906	38,640	75,129	(19,485)	77,642
Other operating revenue	4	4	4	—	—	—	4
Financial revenue	58,157	169,060	58,157	70,146	123,184	128,179	169,060
Financial expenses	47,634	197,445	47,634	57,929	152,996	63,536	197,445
Net operating revenue	98,590	100,121	98,590	94,818	93,357	103,771	100,121
SG & A	84,421	85,684	84,421	79,714	83,513	77,090	85,684
Operating profit	14,168	14,437	14,168	15,104	9,843	26,680	14,437
Non-operating income	11,031	12,302	11,031	4,843	8,187	13,552	12,302
Non-operating expenses	1,061	710	1,061	896	(972)	233	710
Ordinary profit	24,138	26,028	24,138	19,050	19,003	39,999	26,028
Extraordinary income	—	—	—	—	56	—	—
Extraordinary losses	196	275	196	1,170	1,147	(109)	275
Income taxes	5,138	5,246	5,138	5,815	4,211	9,821	5,246
Profit attributable to non-controlling interests	4,911	6,073	4,911	4,730	4,409	12,087	6,073
Profit attributable to owners of parent	13,893	14,433	13,893	7,333	9,292	18,198	14,433

* The figures do not include MUFG Securities Americas (MUSA).

JPY million

	Cumulative		Quarter				
	FY2023 1Q	FY2024 1Q	FY2023				FY2024
			1Q	2Q	3Q	4Q	1Q
Commission received	46,156	50,859	46,156	43,962	48,039	58,614	50,859
Brokerage commission	7,321	6,298	7,321	7,265	6,912	8,298	6,298
Underwriting and distribution commission	9,789	10,078	9,789	8,642	11,776	8,029	10,078
Offering and secondary distribution fees	5,152	8,616	5,152	6,832	5,919	7,833	8,616
Other commission received (Beneficiary certificates)	6,255	7,865	6,255	6,691	6,743	7,375	7,865
Other commission received (Others)	17,637	18,000	17,637	14,530	16,688	27,077	18,000
SG & A	84,421	85,684	84,421	79,714	83,513	77,090	85,684
Trading related expenses	21,053	15,915	21,053	17,222	17,709	15,973	15,915
Personnel expenses	31,289	35,526	31,289	32,744	34,067	32,911	35,526
Real estate expenses	6,214	6,114	6,214	5,892	5,884	5,641	6,114
Office expenses	10,636	11,994	10,636	11,040	11,059	9,377	11,994
Depreciation	7,281	7,950	7,281	8,204	7,920	8,220	7,950
Others	7,945	8,183	7,945	4,609	6,872	4,966	8,183

* The figures do not include MUFG Securities Americas (MUSA).

Consolidated Balance Sheet (Financial basis)

JPY billion

	As of Mar. 31, 2024	As of Jun. 30, 2024	Change
ASSETS			
Current assets	37,458	37,466	+7
Cash and deposits	2,471	1,503	(967)
Trading products	14,450	15,662	+1,212
Loans secured by securities	17,416	17,311	(105)
Others	3,119	2,988	(131)
Non-current assets	659	662	+3
PP & E	24	25	+0
Intangible assets	127	131	+4
Investments and other assets	507	505	(2)
Total assets	38,117	38,128	+11

	As of Mar. 31, 2024	As of Jun. 30, 2024	Change
LIABILITIES			
Current liabilities	35,245	35,263	+18
Trading products	13,985	14,473	+488
Borrowings secured by securities	12,257	12,576	+319
Short-term borrowings	4,604	3,234	(1,370)
Others	4,398	4,979	+581
Non-current liabilities	1,760	1,732	(27)
Bonds payable	496	428	(67)
Long-term borrowings	1,245	1,284	+39
Others	18	18	+0
Total liabilities	37,010	37,001	(8)
NET ASSETS			
Shareholders' equity	767	774	+6
Accumulated other comprehensive income	48	70	+21
Non-controlling interests	290	282	(7)
Total net assets	1,107	1,127	+20
Total liabilities and net assets	38,117	38,128	+11

* The figures do not include MUFG Securities Americas (MUSA).

Credit Rating

	R&I	JCR	Moody's	S&P	Fitch
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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	A	A-
Short-term	a-1+ *	-	P-1	A-1	F1

MUFG Securities EMEA plc

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

MUFG Securities (Canada), Ltd.

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

MUFG Securities (Europe) N.V.

Long-term	-	-	A1	A	-
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*CP rating

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

Capital Adequacy

Capital Adequacy Ratio MUMSS

Capital adequacy ratio of MUMSS at FY2024 1Q can be found on the following URL.

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



Mitsubishi UFJ Securities Holdings

This document has been compiled solely for the purpose of providing information regarding the financial results for the first quarter of the fiscal year ending March 31, 2025, and is not intended as a solicitation or recommendation to invest in or dispose of the securities issued by the Company. This document was prepared based on information available as of July 30, 2024. Financial information and other information contained in this document are not subject to reviews by the accounting auditors. The facts and opinions presented in this document are facts that the Company acknowledged and opinions held by the Company as of the time of the preparation of this document. No guarantees or warranties are made by the Company as to the accuracy or completeness of the information contained therein, and such information is subject to change without notice. In addition, the Company is not liable for any omissions or errors in the data or representations contained in this document. Please note that all rights, including copyrights, to this document, in whole or in part, belong to Mitsubishi UFJ Securities Holdings Co., Ltd., and are not permitted to reproduce, distribute or transmit this document, digitally or otherwise in any format, for any purpose, without the express consent of Mitsubishi UFJ Securities Holdings Co., Ltd.