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Materials on Consolidated Financial Statements for 2nd Quarter of year ending March 2023

October,2022

Marusan Securities Co.,Ltd.

Note :

This document has been translated from a part of the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

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2nd Quarter of year ending March31,2023

status of consolidated financial statements

Summary of financial results

(JPY mil)

	FY2021	FY2022	Change vs 21/2Q (%)	FY2021				FY2022		Change vs 22/1Q (%)
	2Q	2Q		1Q	2Q	3Q	4Q	1Q	2Q	
Operating revenue	9,535	7,479	▲21.6	4,855	4,679	5,065	4,068	3,896	3,582	▲8.1
Net operating revenue	9,501	7,446	▲21.6	4,838	4,663	5,049	4,050	3,877	3,569	▲8.0
Selling, general & administrative expenses	7,798	7,407	▲5.0	3,959	3,839	3,861	3,722	3,757	3,650	▲2.9
Operating profit	1,703	39	▲97.7	879	823	1,187	328	120	▲80	-
Ordinary profit	1,983	356	▲82.0	1,065	917	1,302	362	331	24	▲92.5
Profit attributable to owners of parent	1,367	322	▲76.5	736	631	1,140	319	310	11	▲96.4
Total assets	111,680	71,746	▲35.8	100,933	111,680	110,773	90,885	88,218	71,746	▲18.7
Net assets	47,141	45,443	▲3.6	45,965	47,141	47,118	47,133	45,372	45,443	0.2
EPS(YEN)	20.56	4.90	—	11.07	9.49	17.15	4.80	4.71	0.17	—
BPS(YEN)	705.33	690.31	—	687.74	705.33	705.08	705.27	689.26	690.31	—

Breakdown of Net Operating Revenue

(JPY mil)

	FY 2021	FY2022	Change vs 21/2Q (%)	FY2021				FY2022		Change vs 22/1Q (%)
	2Q	2Q		1Q	2Q	3Q	4Q	1Q	2Q	
Total	9,501	7,446	▲21.6	4,838	4,663	5,049	4,050	3,877	3,569	▲8.0
Commission received	9,256	7,277	▲21.4	4,712	4,543	4,924	3,935	3,763	3,514	▲6.6
Net trading income	40	47	17.4	28	12	15	14	25	21	▲13.8
Net financial income	205	121	▲40.7	97	107	110	100	89	32	▲63.4

Breakdown of Commission Revenue

(JPY mil)

	FY2021	FY2022	Change vs 21/2Q (%)	FY2021				FY2022		Change vs 22/1Q (%)
	2Q	2Q		1Q	2Q	3Q	4Q	1Q	2Q	
Total	9,256	7,277	▲21.4	4,712	4,543	4,924	3,935	3,763	3,514	▲6.6
Stocks	3,266	2,007	▲38.6	1,656	1,610	1,800	1,325	1,119	887	▲20.8
Brokerage	3,237	1,994	▲38.4	1,640	1,597	1,764	1,311	1,111	883	▲20.6
Underwriting · distribution	14	4	▲72.1	9	4	29	6	3	0	▲74.8
Investment trusts	5,927	5,211	▲12.1	3,022	2,904	3,093	2,586	2,618	2,592	▲1.0
Distribution	2,550	2,178	▲14.6	1,360	1,190	1,374	1,063	1,122	1,055	▲6.0
Agent commissions	3,308	2,968	▲10.3	1,631	1,677	1,684	1,490	1,465	1,503	2.6
Bonds	50	45	▲9.9	24	25	24	16	17	28	66.7
Underwriting · distribution	48	42	▲12.2	23	25	23	15	15	27	73.3

(reference)

Total trading value of stocks (Individuals) (JPY Tri)	165.1	165.0	▲0.1	78.9	86.2	89.7	93.1	82.8	82.2	▲0.7
Our stock entrustment Trading value (JPY 100mil)	9,097	5,311	▲41.6	4,456	4,640	4,734	4,069	3,578	1,733	▲51.6

Breakdown of Net trading income

(JPY mil)

	FY2021		Change vs 21/2Q (%)	FY2021				FY2022		Change vs 22/1Q (%)
	2Q	2Q		1Q	2Q	3Q	4Q	1Q	2Q	
Total	40	47	17.4	28	12	15	14	25	21	▲13.8
Stocks,etc	▲0	▲0	-	▲0	▲0	▲0	▲0	▲0	▲0	-
Bonds・Forex, etc	40	47	17.4	28	12	15	14	25	21	▲13.8
Bonds,etc	7	15	115.4	4	3	4	1	6	9	53.8
Forex,etc	33	31	▲3.9	24	9	10	12	19	12	▲35.3

Breakdown of Selling, general and administrative expenses

(JPY mil)

	FY2021	FY2022	Change vs 21/2Q (%)	FY2021				FY2022		Change vs 22/1Q (%)
	2Q	2Q		1Q	2Q	3Q	4Q	1Q	2Q	
Total	7,798	7,407	▲5.0	3,959	3,839	3,861	3,722	3,757	3,650	▲2.9
Transaction related expenses	688	625	▲9.2	331	357	404	349	294	330	12.1
Personnel expenses	4,673	4,416	▲5.5	2,346	2,326	2,242	2,118	2,210	2,205	▲0.2
Real estate expenses	754	715	▲5.2	403	350	351	364	352	362	3.0
Office expenses	1,054	982	▲6.8	555	498	523	516	555	427	▲23.0
Depreciation	189	254	34.0	93	96	142	161	128	126	▲1.4
Taxes and dues	121	103	▲14.9	56	64	61	55	50	52	4.3
Others	316	310	▲1.9	171	144	136	156	166	144	▲13.3

Balance Sheet Summary

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(JPY mil)	March 31,2022	September 30,2022	Increase (Decrease)
Assets			
Current assets	74,671	56,767	▲17,903
Cash and deposits	25,873	34,872	8,999
Segregated as deposits	27,122	11,512	▲15,610
Trading products	667	641	▲26
Margin transaction assets	16,018	5,228	▲10,789
Deposits paid for underwritten offering, etc.	3,094	2,870	▲223
Other	1,895	1,642	▲252
Non-current assets	16,213	14,978	▲1,234
Property, plant and equipment	2,931	2,722	▲209
Intangible assets	149	191	42
Investments and other assets	13,132	12,065	▲1,067
Total assets	90,885	71,746	▲19,138

(JPY mil)	March 31,2022	September 30,2022	Increase (Decrease)
Liabilities			
Current liabilities	39,725	22,601	▲17,123
Margin transaction liabilities	2,905	333	▲2,572
Deposits received	22,584	16,340	▲6,244
Guarantee deposits received	9,512	1,284	▲8,228
Short-term borrowings	2,750	2,750	-
Other	1,972	1,894	▲78
Non-current liabilities	3,861	3,537	▲324
Deferred tax liabilities	2,846	2,539	▲307
Retirement Benefit Liability	888	882	▲5
Other	125	115	▲10
Reserve for financial instruments transaction liabilities	165	164	▲0
Total liabilities	43,751	26,303	▲17,448
Net assets			
Shareholders' equity	40,388	39,476	▲911
Share capital	10,000	10,000	-
Capital surplus	331	331	▲0
Retained earnings	30,526	30,116	▲409
Treasury shares	▲469	▲970	▲500
Accumulated other comprehensive income	6,524	5,754	▲769
Share acquisition rights	220	211	▲8
Total net assets	47,133	45,443	▲1,690
Total liabilities & net assets	90,885	71,746	▲19,138

Part2 : Data collection

Trends in financial result(Year)

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(JPY mil)

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Operating revenue	15,697	18,985	15,648	16,493	19,188	18,670
Net operating revenue	15,571	18,853	15,548	16,371	19,078	18,602
Selling, general and administrative expenses	14,913	15,813	15,480	15,355	15,417	15,382
Operating profit	657	3,039	68	1,015	3,661	3,219
Ordinary profit	1,012	3,411	570	1,518	4,085	3,647
Profit attributable to owners of parent	797	2,365	526	792	4,156	2,827
EPS(YEN)	12.01	35.61	7.91	11.92	62.50	42.51
BPS(YEN)	725.49	707.04	640.06	631.70	694.33	705.27
ROE(%)	1.6	5.0	1.2	1.9	9.4	6.1

Trends in financial result(Quarter)

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(JPY mil)

	FY2019				FY2020				FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Operating revenue	3,960	3,886	4,547	4,099	4,291	4,524	5,065	5,307	4,855	4,679	5,065	4,068	3,896	3,582
Net operating revenue	3,933	3,851	4,513	4,072	4,264	4,494	5,038	5,281	4,838	4,663	5,049	4,050	3,877	3,569
Selling, general and administrative expenses	3,812	3,841	3,893	3,808	3,723	3,928	3,845	3,920	3,959	3,839	3,861	3,722	3,757	3,650
Operating profit(loss)	120	10	620	264	541	566	1,192	1,360	879	823	1,187	328	120	▲80
Ordinary profit(loss)	360	128	737	291	738	630	1,324	1,391	1,065	917	1,302	362	331	24
Profit(loss) attributable to owners of parent	231	92	485	▲17	789	1,061	1,329	976	736	631	1,140	319	310	11
EPS(YEN)	3.48	1.39	7.30	▲0.26	11.87	15.96	19.99	14.68	11.07	9.49	17.15	4.80	4.71	0.17
BPS(YEN)	625.46	627.38	640.68	631.70	656.31	676.21	675.59	694.33	687.74	705.33	705.08	705.27	689.26	690.31

Breakdown of Commission Revenue (Year)

(JPY mil)

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Commissions	15,035	18,335	14,879	15,925	18,646	18,115
Stocks	4,792	7,508	5,878	6,384	8,133	6,392
Brokerage	4,713	7,430	5,794	6,345	8,080	6,313
Underwriting・Distribution	46	45	52	13	28	50
Investment trusts	10,108	10,636	8,877	9,396	10,394	11,607
Distribution	5,535	5,239	3,345	3,968	4,694	4,988
Agent commissions	4,465	5,308	5,444	5,316	5,577	6,483
Bonds	108	116	100	120	96	91
Underwriting・Distribution	104	110	94	114	91	88

Breakdown of Commission Revenue (Quarter)

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(JPY mil)

	FY2019				FY2020				FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Commissions	3,827	3,724	4,400	3,973	4,179	4,385	4,909	5,171	4,712	4,543	4,924	3,935	3,763	3,514
Stocks	1,521	1,400	1,895	1,567	1,906	1,887	2,167	2,171	1,656	1,610	1,800	1,325	1,119	887
Brokerage	1,513	1,391	1,883	1,557	1,901	1,867	2,153	2,157	1,640	1,597	1,764	1,311	1,111	883
Underwriting- Distribution	2	1	6	3	0	13	8	7	9	4	29	6	3	0
Investment trusts	2,278	2,284	2,456	2,376	2,246	2,467	2,710	2,971	3,022	2,904	3,093	2,586	2,618	2,592
Distribution	920	933	1,075	1,039	1,004	1,073	1,218	1,398	1,360	1,190	1,374	1,063	1,122	1,055
Agent commissions	1,337	1,328	1,360	1,290	1,200	1,366	1,464	1,546	1,631	1,677	1,684	1,490	1,465	1,503
Bonds	23	35	36	24	22	25	24	22	24	25	24	16	17	28
Underwriting- Distribution	21	34	34	23	20	25	23	21	23	25	23	15	15	27

Breakdown of Net trading income (Year)

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(JPY mil)

	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Total	202	132	256	140	137	70
Stocks, etc	0	0	▲5	7	6	▲0
Bonds・Forex, etc	202	132	262	133	130	70
Bonds, etc	144	41	29	15	19	13
Forex, etc	57	90	232	117	111	56

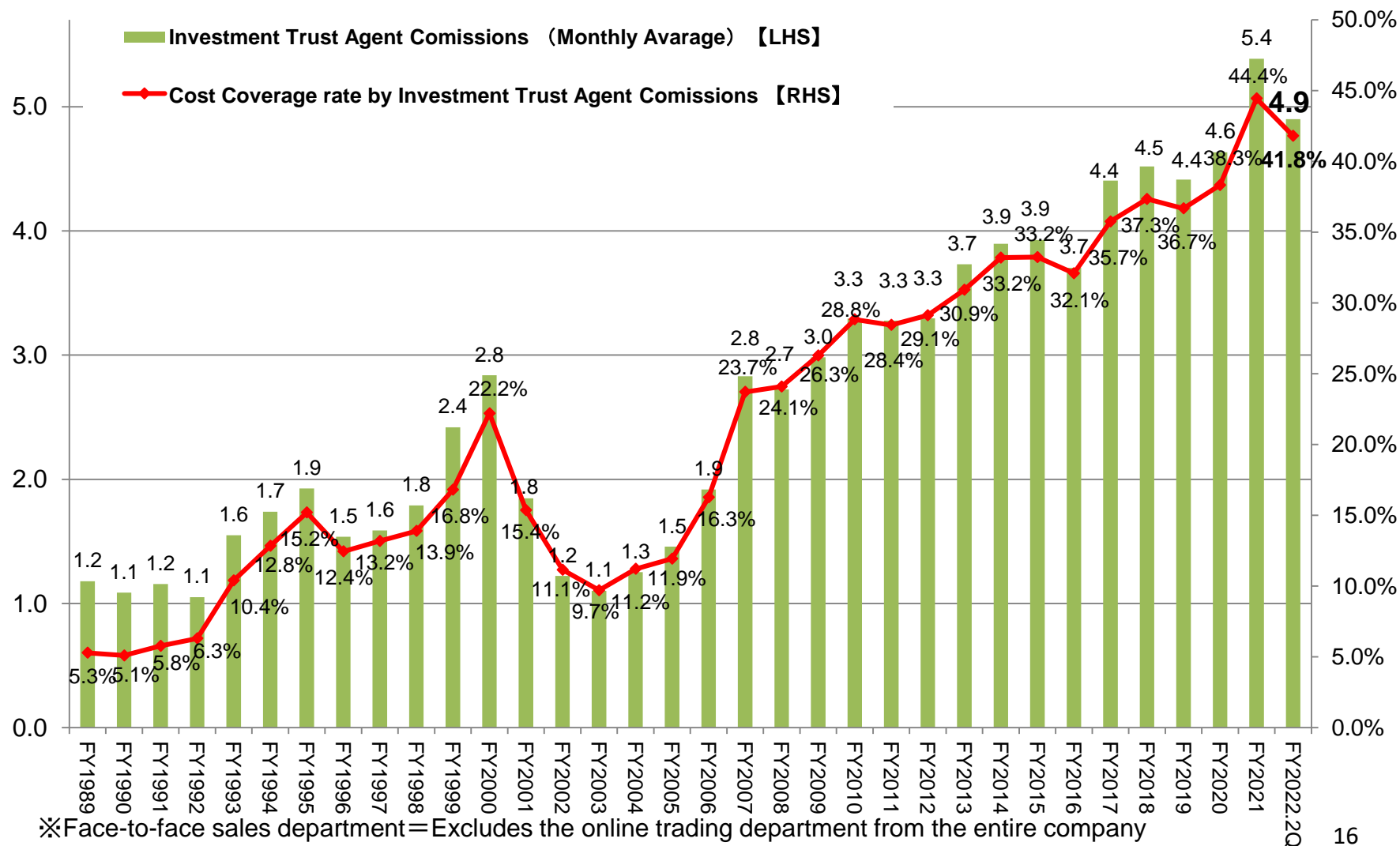
Breakdown of Net trading income (Quarter)

(JPY mil)

	FY2019				FY2020				FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Total	33	45	40	20	22	38	53	23	28	12	15	14	25	21
Stocks, etc	1	1	5	▲0	5	▲1	▲0	2	▲0	▲0	▲0	▲0	▲0	▲0
Bonds・Forex, etc	31	44	35	21	16	39	53	20	28	12	15	14	25	21
Bonds, etc	3	8	▲0	3	4	6	3	4	4	3	4	1	6	9
Forex, etc	27	35	35	17	12	32	50	16	24	9	10	12	19	12

Trend of Investment Trust Agent Commissions and Its Cost Coverage (Face-to-face sales department)

(JPY 100mil)



Capital adequacy ratio

(%)

year	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Capital adequacy ratio	682.6	603.2	604.2	624.2	627.8	631.7

(%)

quarter	FY2019				FY2020				FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Capital adequacy ratio	613.3	613.6	624.3	624.2	628.3	619.5	644.6	627.8	632.5	613.6	638.0	631.7	650.5	667.6

※Capital adequacy ratio is calculated based on the figures for the non-consolidated financial statements.

Customer Assets in Custody

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(JPY 100mil)

	FY2019				FY2020				FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Total	19,162	19,226	20,336	16,787	18,669	19,393	20,716	22,014	22,291	22,423	22,221	21,692	20,494	17,778
Stocks	9,634	9,670	10,240	8,455	9,309	9,553	10,112	10,946	10,877	11,295	11,126	11,083	10,671	8,403
Investment trusts	8,769	8,796	9,335	7,614	8,675	9,117	9,877	10,377	10,768	10,484	10,499	9,995	9,238	8,919
Stock Investment Trusts	7,531	7,561	7,940	6,327	7,320	7,814	8,426	8,930	9,348	9,053	9,096	8,645	7,952	7,974
Bond	555	550	519	493	474	471	456	429	381	389	366	366	353	382
Foreign bonds	139	118	102	77	57	55	54	35	3	3	3	3	10	17
Other	202	208	241	224	211	250	269	262	264	254	228	248	230	73

※Term-end price

※Investment trusts exclude no-load

※Customer assets in the online trading department was 259.3 billion yen as of the end of June 30,2022.

The online trading department had been transferred on July.

Investment trusts/Foreign bonds sales

Investment trust

	FY2019				FY2020				FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Sales amount (JPY 100mil)	373	385	455	395	355	384	431	493	489	420	505	382	396	373
commissions (JPY mil)	920	933	1,075	1,039	1,004	1,073	1,218	1,398	1,360	1,190	1,374	1,063	1,122	1,055
Stock investment trust balance (JPY 100mil)	7,531	7,561	7,940	6,327	7,320	7,814	8,426	8,930	9,348	9,053	9,096	8,645	7,952	7,974
Agent commissions (JPY mil)	1,337	1,328	1,360	1,290	1,200	1,366	1,464	1,546	1,631	1,677	1,684	1,490	1,465	1,503

※Sales amount and balance is for investment trusts (exclude no-load)

Foreign bonds sales

	FY2019				FY2020				FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Sales amount (JPY 100mil)	0	0	0	0	—	0	—	—	0	0	0	—	6	6
Balance (JPY 100mil)	139	118	102	77	57	55	54	35	3	3	3	3	10	17

Dividend

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(YEN/Share)

	FY 2008	FY 2009	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022
Ordinary dividend	7.5	5.0	5.0	5.0	13.5	55.0	45.0	30.0	10.0	35.0	5.0	6.0	33.5	22.0	TBD
Interim	5.0	2.5	2.5	2.5	2.5	30.0	15.0	15.0	3.0	5.0	3.0	3.0	13.5	11.0	5.0
Term end	2.5	2.5	2.5	2.5	11.0	25.0	30.0	15.0	7.0	30.0	2.0	3.0	20.0	11.0	TBD
Special or anniversary dividend	—	5.0 100th anniversary Dividend	—	—	—	—	40.0	40.0	40.0	30.0	20.0	10.0	—	—	—
Interim	—	—	—	—	—	—	—	—	—	15.0	10.0	5.0	—	—	—
Term end	—	5.0	—	—	—	—	40.0	40.0	40.0	15.0	10.0	5.0	—	—	—
Total	7.5	10.0	5.0	5.0	13.5	55.0	85.0	70.0	50.0	65.0	25.0	16.0	33.5	22.0	TBD

Employees and average age

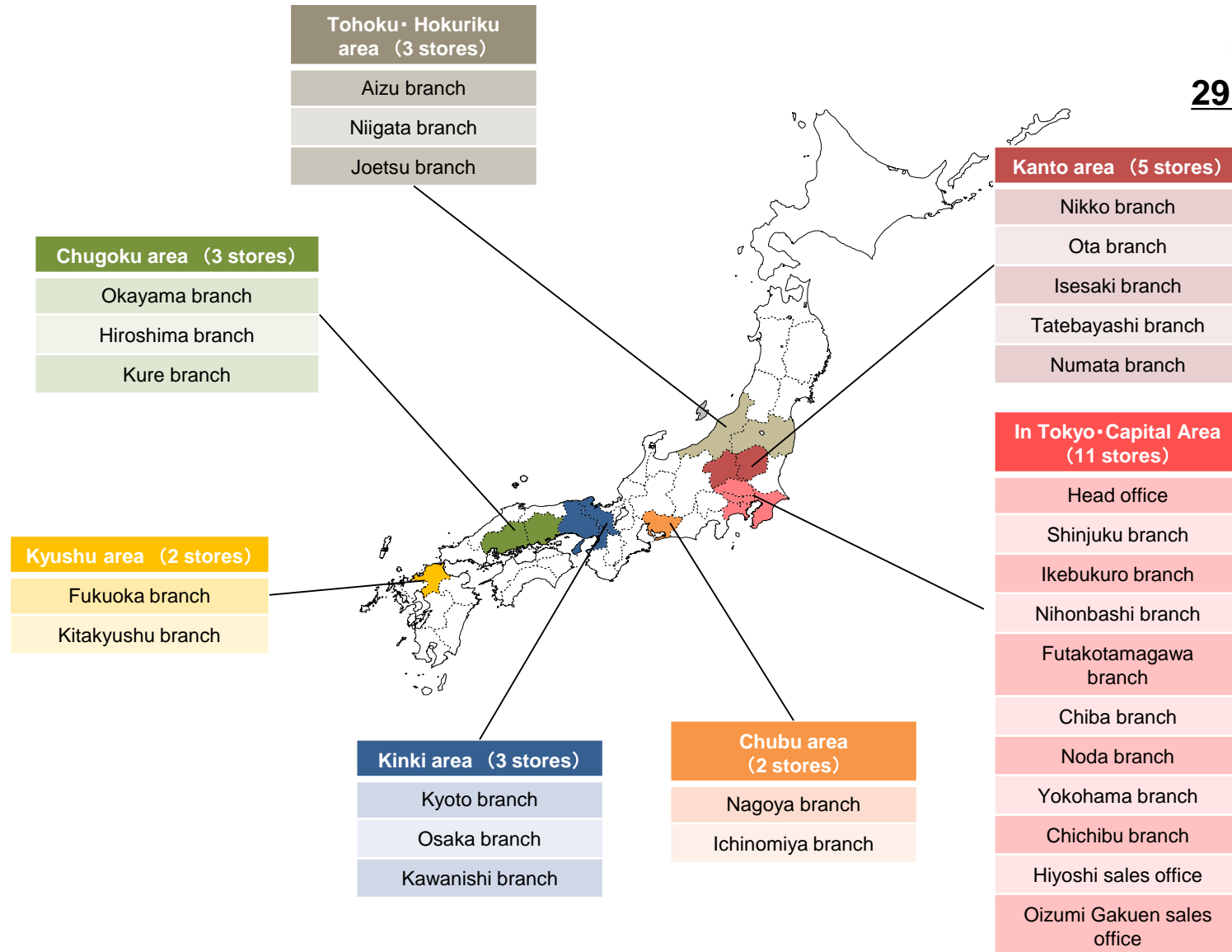
	FY2019				FY2020				FY2021				FY2022	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q
Employees (person)	1,276	1,243	1,212	1,184	1,205	1,172	1,137	1,115	1,216	1,186	1,140	1,103	1,200	1,166
average age (age/months)	34.2	34.7	34.11	35.4	35.0	35.5	35.9	36.2	35.0	35.4	35.10	36.3	35.1	35.5

- (Annotation)
1. Number of employees excludes commission sales representatives
 2. Average age is calculated excluding contract employees

Store network ~Community-based sales hub~

As of the end of
September 2022

29 bases in total



◇Disclaimer

Marusan Securities Co., Ltd.
Planning Department
TEL:03-3238-2301 FAX:03-3238-2225
<https://www.marusan-sec.co.jp/>



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This material was created based on the data as of the end of September 30,2022.

Please note that we are not responsible for any omissions or errors in the data and expressions used in this material.

The opinions and future forecasts contained in this material are based on our judgments at the time of writing, and do not guarantee the accuracy or completeness of the information.

In the future, it may be changed without notice.

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Member association : Japan Securities Dealers Association

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