

Financial Highlights for 1st Quarter of Fiscal Year Ending March 2021

July 31, 2020

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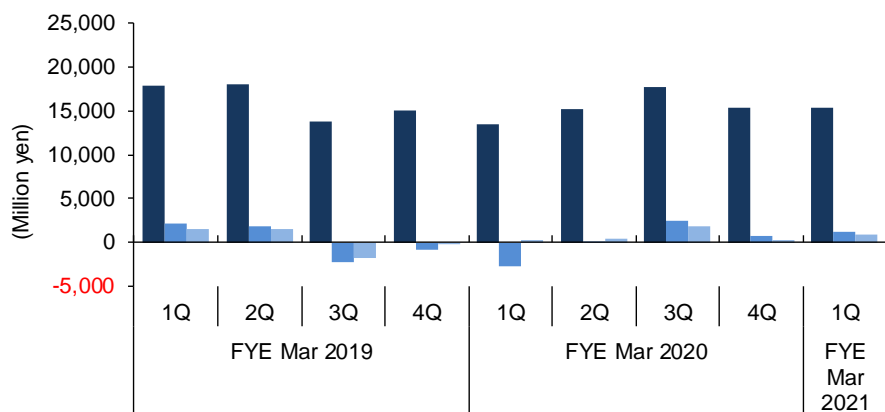
(Note) The Company has made changes in presentation methods of the financial revenue and the net trading income in the consolidated financial statements since 1Q FYE Mar 2020. The quarterly consolidated financial statements for FYE Mar 2019 also reflect these changes – changes in the accrual of gains and losses on internal derivatives of the bonds issued by the Company.

Overview of Consolidated Financial Results

Financial Summary (Consolidated)

(Million yen)

	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ FYE Mar 2020 4Q=100	YoY FYE Mar 2020 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
	Apr-Jun 2018	Jul-Sep 2018	Oct-Dec 2018	Jan-Mar 2019	Apr-Jun 2019	Jul-Sep 2019	Oct-Dec 2019	Jan - Mar 2020	Apr-Jun 2020		
Operating Revenue	17,855	17,986	13,855	15,074	13,482	15,156	17,665	15,389	15,365	100	114
Net Operating Revenue	17,244	17,469	13,319	14,519	12,992	14,703	17,213	14,858	14,696	99	113
SG&A Expenses	15,765	15,882	15,514	15,782	15,875	14,837	15,048	14,830	13,681	92	86
<i>(Operating Revenue=100)</i>	88	88	112	105	118	98	85	96	89	-	-
Operating Income (Loss)	1,479	1,586	-2,195	-1,262	-2,883	-134	2,165	27	1,014	3,756	-
Non-Operating Income	735	367	47	561	401	513	218	837	294	35	73
Non-Operating Expenses	76	106	66	138	184	246	-142	158	26	16	14
Ordinary Income (Loss)	2,138	1,847	-2,213	-839	-2,666	133	2,525	707	1,283	181	-
<i>(Operating Revenue=100)</i>	12	10	-	-	-	1	14	5	8	-	-
Extraordinary Income	79	225	475	883	2,236	69	166	64	124	194	6
Extraordinary Loss	58	14	224	769	50	16	98	22	213	968	426
Income (Loss)											
Before Income Taxes	2,159	2,058	-1,962	-726	-480	186	2,594	749	1,194	159	-
<i>(Operating Revenue=100)</i>	12	11	-	-	-	1	15	5	8	-	-
Income Taxes - Current &	557	530	-239	-471	-731	-241	633	626	-4	-	-
Profit (Loss) Attributable to Owners of Parent	1,554	1,506	-1,706	-274	256	388	1,862	256	849	332	332
<i>(Operating Revenue =100)</i>	9	8	-	-	2	3	11	2	6	-	-



[Quarter on Quarter]

- Operating Revenue: JPY15,365M, virtually flat from the preceding quarter (QoQ)
- Profit Attributable to Owners of Parent: JPY849M, up 232% QoQ

[Year on Year]

- Operating Revenue: up 14% from the preceding fiscal year (YoY)
- Profit Attributable to Owners of Parent: up 232% YoY

Operating Revenue (Consolidated)

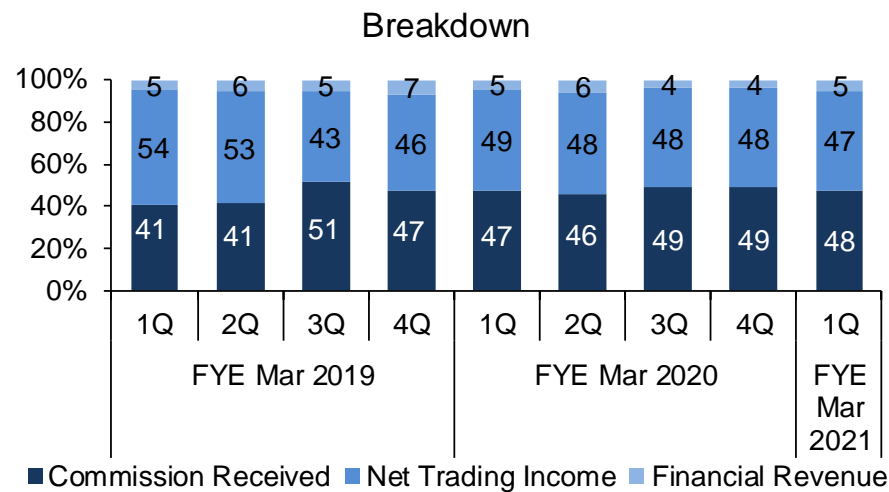
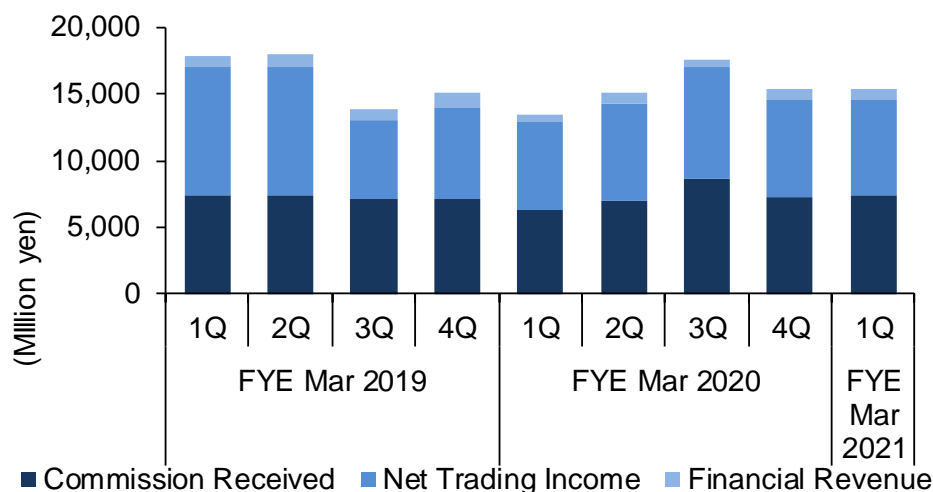
[Quarter on Quarter]

■ Commission Received: JPY7,344 M, up 1% QoQ; Net Trading Income: JPY7,234M, virtually flat QoQ

[Year on Year]

■ Commission Received: up 16% YoY; Net Trading Income: up 10% YoY

	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ FYE Mar 2020	YoY FYE Mar 2020
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	4Q=100	1Q=100
	(Million yen)										
Commission Received	7,330	7,405	7,116	7,102	6,352	6,922	8,609	7,287	7,344	101	116
Net Trading Income	9,674	9,583	5,983	6,938	6,564	7,306	8,400	7,239	7,234	100	110
Financial Revenue	850	997	755	1,034	565	927	656	862	785	91	139
Total Operating Revenue	17,855	17,986	13,855	15,074	13,482	15,156	17,665	14,858	15,365	103	114



(Note) The Company has made changes in presentation methods of the financial revenue and the net trading income in the consolidated financial statements since 1Q FYE Mar 2020. The quarterly consolidated financial statements for FYE Mar 2019 also reflect these changes – changes in the accrual of gains and losses on internal derivatives of the bonds issued by the Company.

Commission Received (Consolidated)

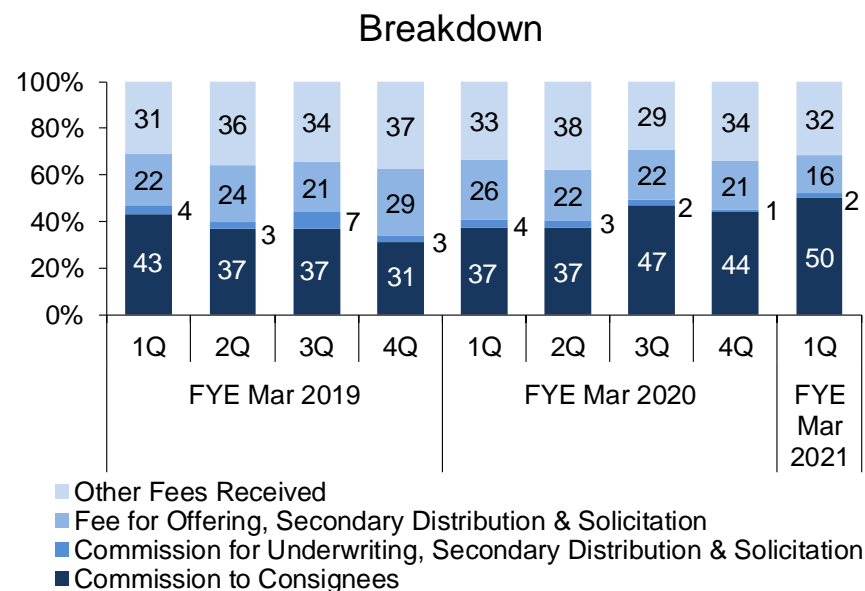
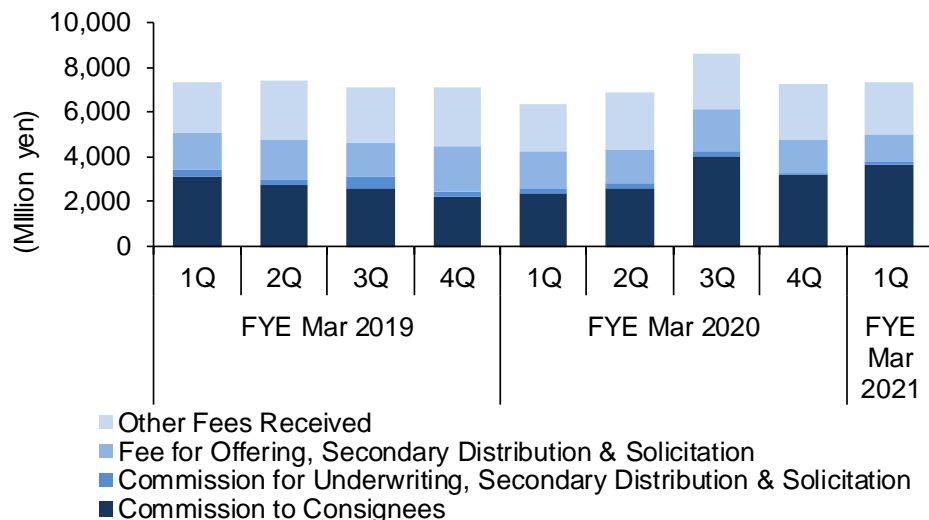
[Quarter on Quarter]

- Commission to Consignees: JPY3,679M, up 14% QoQ; Commission for Underwriting: JPY151M, up 125% QoQ; Fee for Offering, Secondary Distribution & Solicitation: JPY1,182M, down 21% QoQ

[Year on Year]

- Commission to Consignees: up 55% YoY; Commission for Underwriting: down 35% YoY; Fee for Offering, Secondary Distribution & Solicitation: down 27% YoY

	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2020	FYE Mar 2020
											4Q=100
Commission to Consignees	3,157	2,737	2,628	2,205	2,371	2,597	4,041	3,229	3,679	114	155
Commission for Underwriting, Secondary Distribution & Solicitation	299	218	512	217	231	201	202	67	151	225	65
Fee for Offering, Secondary Distribution & Solicitation	1,595	1,794	1,527	2,033	1,624	1,521	1,870	1,502	1,182	79	73
Other Fees Received	2,278	2,654	2,447	2,645	2,126	2,602	2,494	2,486	2,331	94	110
Commission Received	7,330	7,405	7,116	7,102	6,352	6,922	8,609	7,287	7,344	101	116



Net Trading Income (Consolidated)

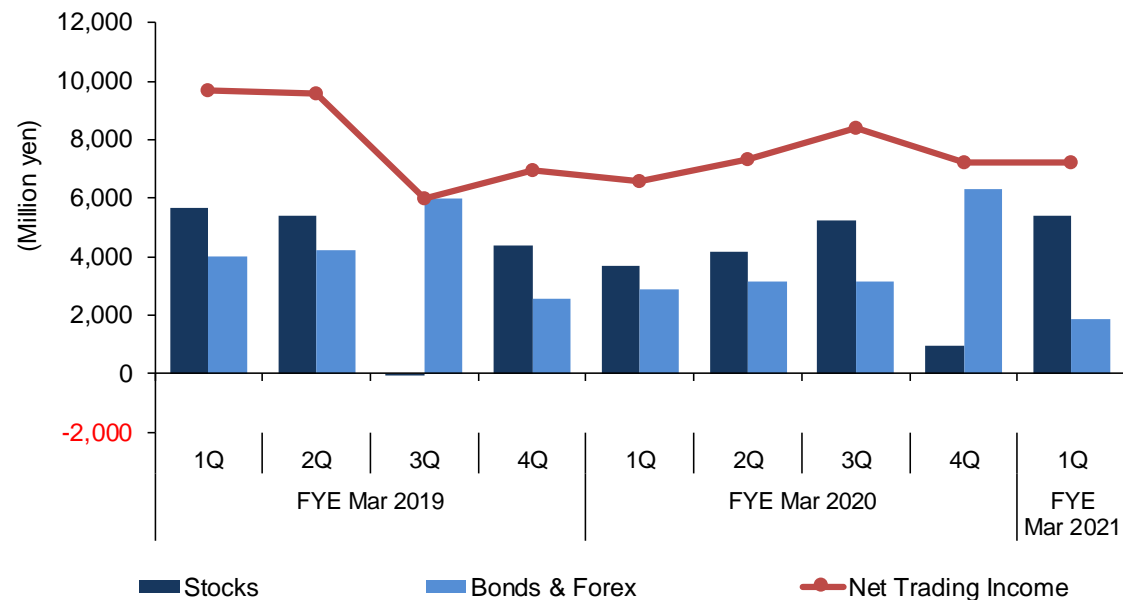
[Quarter on Quarter]

■ Net Trading Income for Stocks: JPY5,387M, up 477% QoQ; Net Trading Income for Bonds & Forex: JPY1,847, down 71% QoQ

[Year on Year]

■ Net Trading Income for Stocks: up 47% YoY; Net Trading Income for Bonds & Forex: down 36% YoY

	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ FYE Mar 2020 4Q=100	YoY FYE Mar 2020 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
	(Million yen)										
Stocks	5,679	5,377	-17	4,361	3,676	4,152	5,247	934	5,387	577	147
Bonds & Forex	3,995	4,206	6,000	2,576	2,887	3,153	3,153	6,304	1,847	29	64
Net Trading Income	9,674	9,583	5,983	6,938	6,564	7,306	8,400	7,239	7,234	100	110

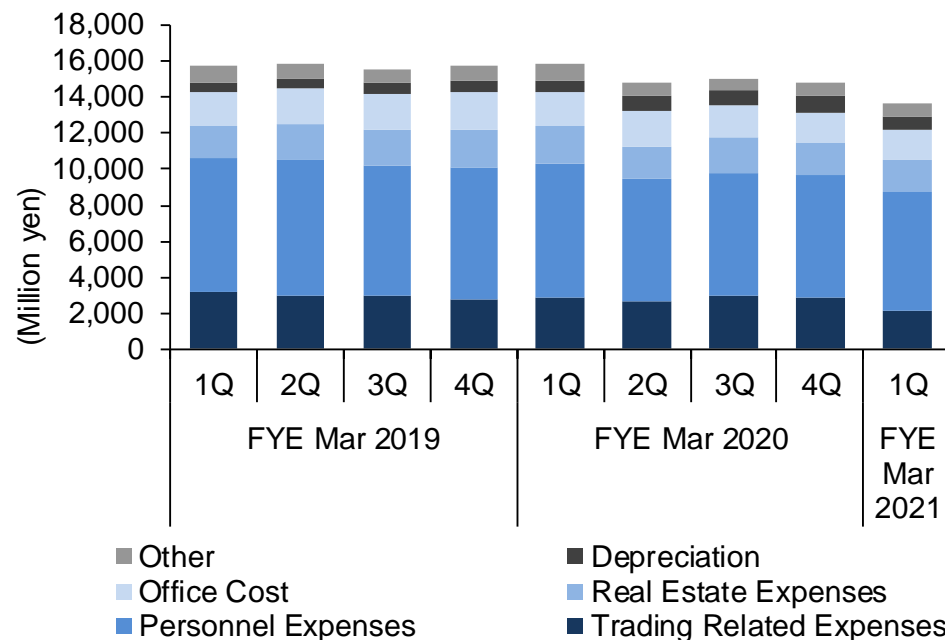


(Note) The Company has made changes in presentation methods of the financial revenue and the net trading income in the consolidated financial statements since 1Q FYE Mar 2020. The quarterly consolidated financial statements for FYE Mar 2019 also reflect these changes – changes in the accrual of gains and losses on internal derivatives of the bonds issued by the Company.

Selling, General and Administrative Expenses (Consolidated)

(Million yen)

	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ FYE Mar 2020	YoY FYE Mar 2020
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	4Q=100	1Q=100
Trading Related Expenses	3,183	2,962	3,020	2,785	2,867	2,709	2,955	2,853	2,147	75	75
Personnel Expenses	7,422	7,600	7,227	7,293	7,412	6,728	6,873	6,814	6,590	97	89
Real Estate Expenses	1,766	1,933	1,989	2,156	2,089	1,814	1,903	1,775	1,818	102	87
Office Cost	1,945	2,016	1,980	2,051	1,883	2,047	1,879	1,705	1,655	97	88
Depreciation	532	540	584	664	715	773	801	936	772	82	108
Other	915	829	712	831	908	764	634	744	697	94	77
Total SG&A Expenses	15,765	15,882	15,514	15,782	15,875	14,837	15,048	14,830	13,681	92	86



[Quarter on Quarter]

- SG&A Expenses: JPY13,681M, down 8% QoQ.
- Trading Related Expenses: JPY2,147M, down 25% QoQ
- Personnel Expenses: JPY6,590M, down 3% QoQ

[Year on Year]

- SG&A Expenses: down 14% YoY
- Trading Related Expenses: down 25% YoY
- Personnel Expenses: down 11% YoY

Non-Operating Income & Expenses, Extraordinary Income & Loss

[Quarter on Quarter]

■ Non-Operating Income: JPY294M, down 65% QoQ

	(Million yen)										
	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2020 4Q=100	FYE Mar 2020 1Q=100
Non-Operating Income	735	367	47	561	401	513	218	837	294	35	73
Share of Profit of Entities	325	89	-219	-195	-	-	-	-	7	-	-
Accounted for Using Equity Method											
Other	410	278	267	757	401	401	217	837	287	34	72
Non-Operating Expenses	76	106	66	138	184	246	-142	158	26	16	14
Share of Loss of Entities	-	-	-	61	137	81	-173	47	-	-	-
Accounted for Using Equity Method											
Other	76	106	66	77	46	164	30	110	26	24	57

[Quarter on Quarter]

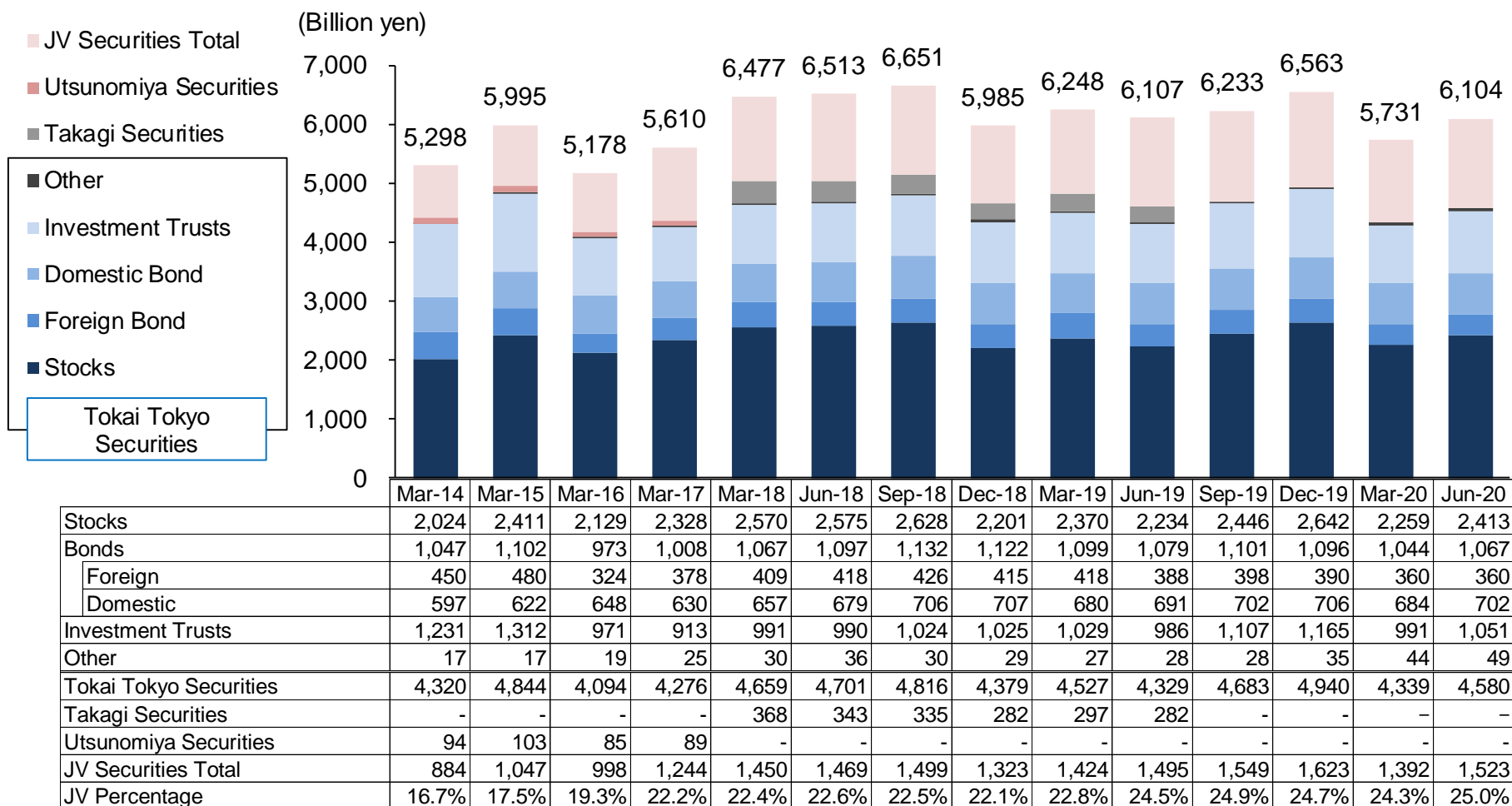
■ Extraordinary Loss: JPY213M, up 868% QoQ mainly due to loss on valuation of investment securities

	(Million yen)										
	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	FYE Mar 2020 4Q=100	FYE Mar 2020 1Q=100
Extraordinary Income	79	225	475	883	2,236	69	166	64	124	194	6
Extraordinary Loss	58	14	224	769	50	16	98	22	213	968	426

Assets under Custody

[Year on Year]

- The total volume of the Assets under Custody for Tokai Tokyo Securities was JPY4,580B, up 6% YoY
- The total volume of the Assets under Custody for all the JVs combined was JPY1,523B, up 2% YoY

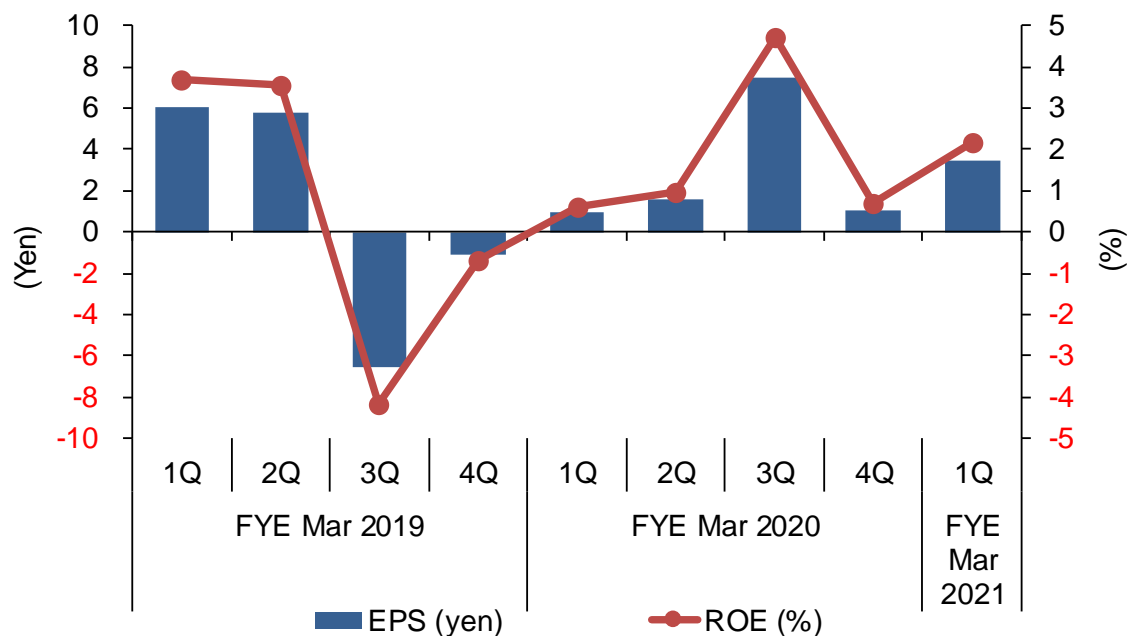


* JV Securities (equity method affiliates): YM Securities, Hamagin Tokai Tokyo Securities, Nishi-Nippon City Tokai Tokyo Securities, Senshu Ikeda Tokai Tokyo Securities, Hokuhoku Tokai Tokyo Securities, Tochigin Tokai Tokyo Securities, and Juroku Tokai Tokyo Securities

Performance Indicators (Consolidated)

	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
EPS (yen)	6.02	5.83	-6.60	-1.06	1.00	1.56	7.49	1.03	3.42
BPS (yen)	648.49	653.13	630.95	625.05	629.39	631.12	635.45	630.24	630.51
ROE (%)	3.7	3.6	-4.2	-0.7	0.6	1.0	4.7	0.7	2.2
Dividend Per Share (Yen)	-	12.00	-	4.00	-	4.00	-	4.00	-

*ROE is annualized



Balance Sheet (Consolidated)

(Million yen)	As of Mar 31, 2020	As of Jun 30, 2020	Increase (Decrease)
Current Assets	1,043,541	1,154,420	110,879
Cash & Deposits	64,745	60,659	-4,086
Cash Segregated as Deposits	51,122	58,821	7,699
Trading Products	422,351	479,270	56,919
Margin Transaction Assets	99,267	47,651	-51,616
Loans Secured by Securities	341,868	452,718	110,850
Other	64,185	55,299	-8,886
Non-current Assets			
Property, Plant & Equipment	69,772	69,797	25
Intangible Assets	12,038	11,782	-256
Investments & Other Assets	5,370	5,338	-32
Investment Securities	52,362	52,676	314
Net Defined Benefit Asset	45,047	45,170	123
Other	1,783	1,866	83
	5,531	5,639	108
Total Assets	1,113,313	1,224,218	110,905

(Million yen)	As of Mar 31, 2020	As of Jun 30, 2020	Increase (Decrease)
Current Liabilities	853,507	964,538	111,031
Trading Products	341,416	424,972	83,556
Trade Date Accrual	44,102	0	-44,102
Margin Transaction Liabilities	8,943	11,276	2,333
Loans Payable Secured by Securities	211,557	276,689	65,132
Deposits Received	46,489	57,028	10,539
Guarantee Deposits Received	13,692	13,839	147
Short-term Loans Payable	135,680	137,603	1,923
Short-term Bonds Payable	16,000	17,500	1,500
Current Portion of Bonds	21,101	19,410	-1,691
Provision for Bonuses	1,521	775	-746
Other	13,000	5,441	-7,559
Non-current Liabilities	98,781	97,145	-1,636
Bonds Payable	13,496	11,935	-1,561
Long-term Loans Payable	81,909	81,905	-4
Deferred Tax Liabilities	55	41	-14
Provision for Directors' Retirement Benefits	63	68	5
Net Defined Benefit Liability	181	178	-3
Other	3,075	3,016	-59
Reserves under Special Laws	619	495	-124
Total Liabilities	952,908	1,062,179	109,271
Shareholders' Equity	156,572	156,428	-144
Accumulated other Comprehensive Income	-41	169	210
Share Acquisition Rights	478	499	21
Non-controlling Interests	3,395	4,941	1,546
Total Net Assets	160,404	162,038	1,634
Total Liabilities & Net Assets	1,113,313	1,224,218	110,905

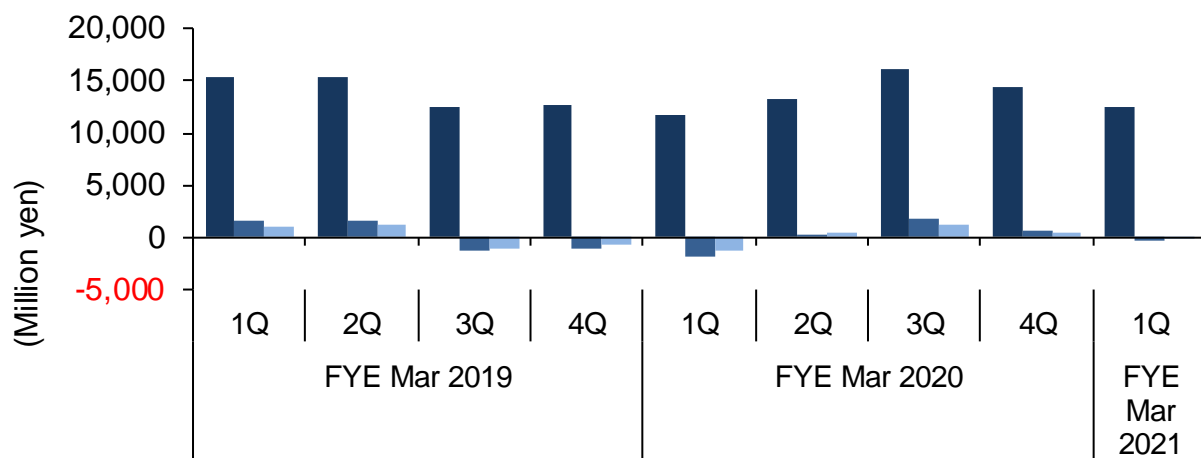
Overview of Tokai Tokyo Securities

(Note) Tokai Tokyo Securities has merged Takagi Securities as of September 1, 2019

Financial Summary

(Million yen)

	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ FYE Mar 2020 4Q=100	YoY FYE Mar 2020 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
	Apr-Jun 2018	Jul-Sep 2018	Oct-Dec 2018	Jan-Mar 2019	Apr-Jun 2019	Jul-Sep 2019	Oct-Dec 2019	Jan-Mar 2020	Apr-Jun 2019		
Operating Revenue	15,374	15,413	12,463	12,700	11,761	13,272	16,086	14,358	12,538	87	107
Net Operating Revenue	14,577	14,718	11,747	11,980	11,117	12,651	15,444	13,671	11,704	86	105
SG&A Expenses	13,099	13,186	13,087	13,075	13,146	12,668	13,691	13,187	12,151	92	92
<i>(Operating Revenue = 100)</i>	85	86	105	103	112	95	85	92	97	-	-
Operating Income (loss)	1,477	1,531	-1,339	-1,095	-2,029	-16	1,752	483	-446	-	-
Non-Operating Income	123	125	151	116	137	207	95	115	88	77	64
Non-Operating expenses	3	6	41	33	19	3	6	3	1	33	5
Ordinary Income (loss)	1,598	1,650	-1,230	-1,012	-1,911	187	1,841	595	-359	-	-
<i>(Operating Revenue = 100)</i>	10	11	-	-	-	1	11	4	-	-	-
Extraordinary Income	-	-	-	-	4	0	-	61	123	202	3,075
Extraordinary Loss	6	14	0	0	-	-	-	0	0	-	-
Income (loss)	1,592	1,635	-1,230	-1,013	-1,907	187	1,841	655	-235	-	-
Before Income Taxes	1,592	1,635	-1,230	-1,013	-1,907	187	1,841	655	-235	-	-
<i>(Operating Revenue=100)</i>	10	11	-10	-8	-16	1	11	5	-	-	-
Income Taxes - Current & Deferred	546	450	-240	-230	-573	-242	541	231	-86	-	-
Quarterly Profit (Loss)	1,045	1,185	-990	-782	-1,333	430	1,300	424	-149	-	-
<i>(Operating Revenue=100)</i>	7	8	-	-	-	3	8	3	-	-	-

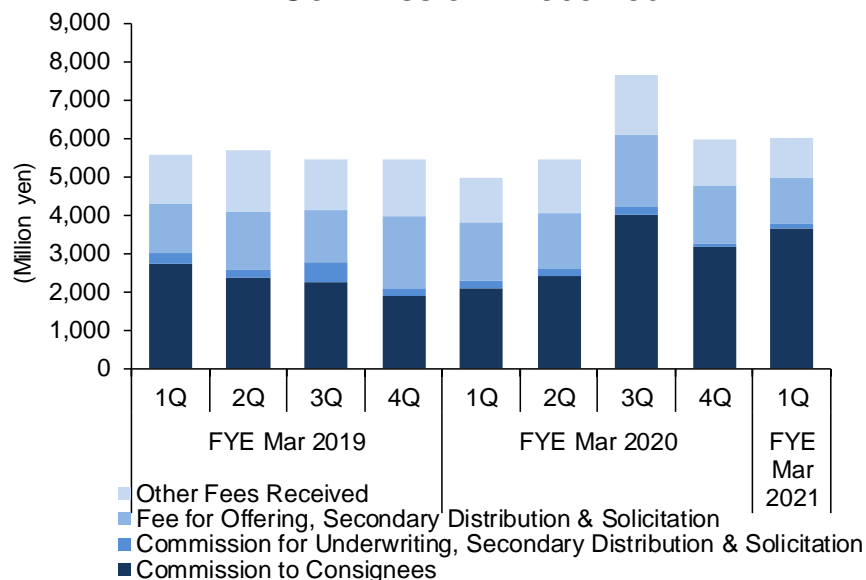


■ Operating Revenue ■ Ordinary Income (loss) ■ Quarterly Profit (Loss)

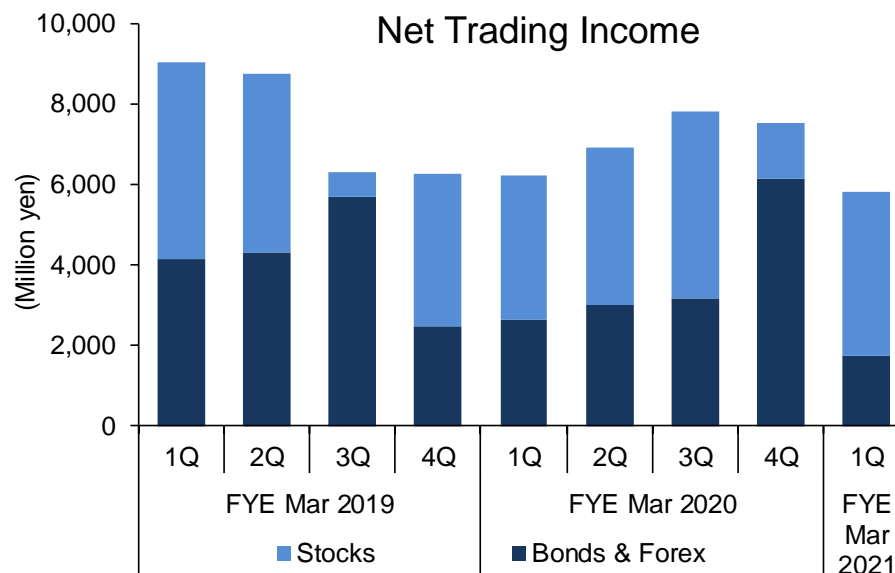
Operating Revenue

	(Million yen)											
	FYE Mar 2019				FYE Mar 2020				FYE	QoQ	YoY	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	Mar 2021	FYE Mar 2020	FYE Mar 2020	
								1Q	4Q=100	1Q=100		
Commission Received	5,577	5,696	5,428	5,445	4,980	5,459	7,647	5,967	6,026	101	121	
Commission to Consignees	2,723	2,358	2,250	1,885	2,073	2,393	4,013	3,183	3,630	114	175	
Commission for Underwriting, Secondary Distribution & Solicitation	296	212	509	215	228	200	200	65	151	232	66	
Fee for Offering, Secondary Distribution & Solicitation	1,288	1,510	1,371	1,850	1,494	1,455	1,870	1,502	1,181	79	79	
Other Fees Received	1,268	1,614	1,298	1,494	1,183	1,410	1,563	1,215	1,062	87	90	
Net Trading Income	9,056	8,776	6,321	6,266	6,254	6,926	7,804	7,554	5,807	77	93	
Stocks	4,893	4,471	622	3,768	3,607	3,892	4,618	1,394	4,058	291	113	
Bonds & Forex	4,162	4,305	5,698	2,497	2,647	3,034	3,185	6,160	1,749	28	66	
Financial Revenue	741	940	713	989	525	886	634	836	704	84	134	
Total Operating Revenue	15,374	15,413	12,463	12,700	11,761	13,272	16,086	14,358	12,538	87	107	

Commission Received

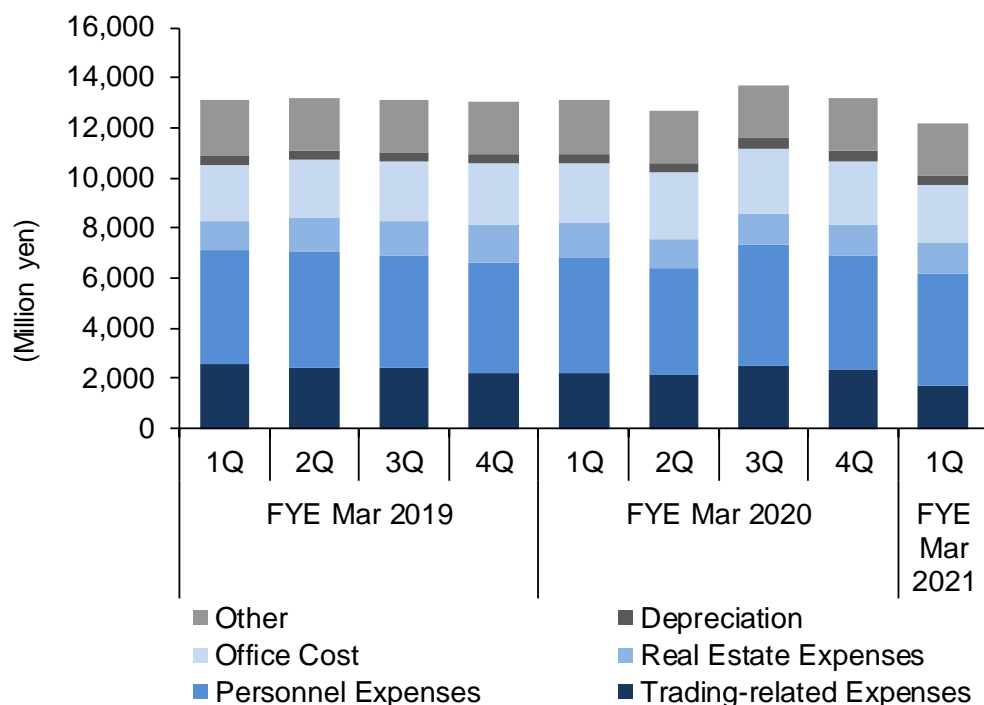


Net Trading Income



Selling, General and Administrative Expenses

	FYE Mar 2019				FYE Mar 2020				(Million yen)		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	FYE Mar 2021	QoQ FYE Mar 2020	YoY FYE Mar 2020
									1Q	4Q=100	1Q=100
Trading-related Expenses	2,569	2,415	2,417	2,179	2,215	2,141	2,515	2,379	1,740	73	79
Personnel Expenses	4,591	4,629	4,518	4,442	4,591	4,260	4,796	4,499	4,453	99	97
Real Estate Expenses	1,154	1,352	1,345	1,521	1,410	1,190	1,240	1,255	1,195	95	85
Office Cost	2,237	2,361	2,391	2,448	2,386	2,656	2,649	2,542	2,359	93	99
Depreciation	339	335	355	366	342	350	408	399	330	83	96
Other	2,207	2,092	2,059	2,117	2,200	2,070	2,081	2,111	2,072	98	94
Total SG&A Expenses	13,099	13,186	13,087	13,075	13,146	12,668	13,691	13,187	12,151	92	92

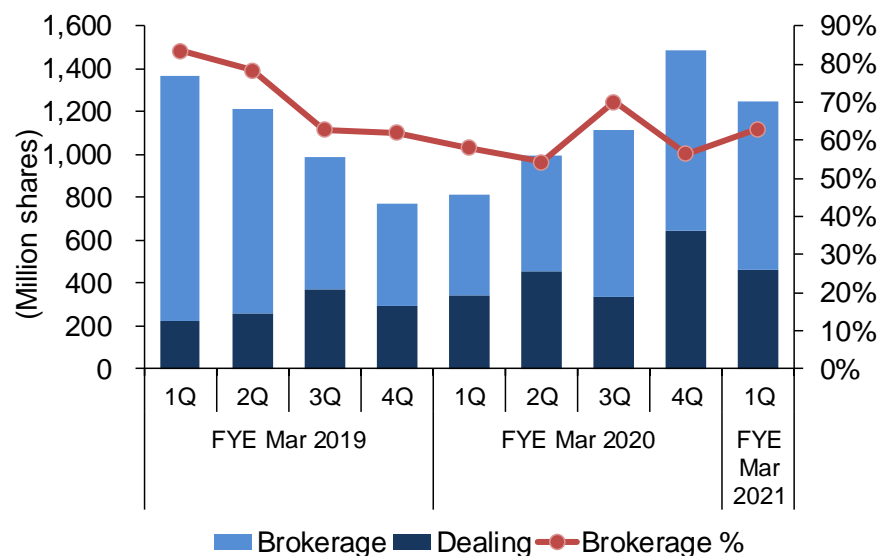


Stock Trading Volume and Amount

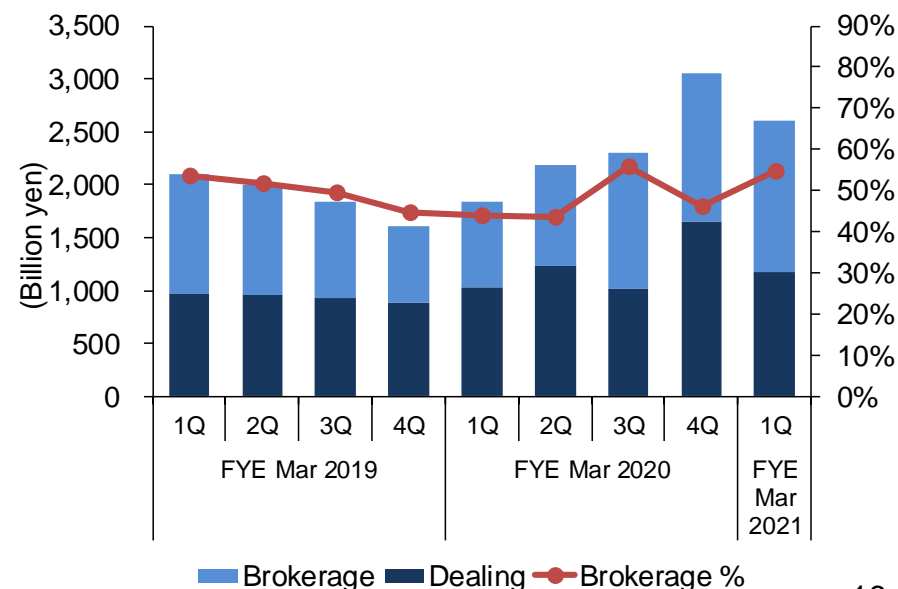
(Million shares, Million yen)

	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ FYE Mar 2020	YoY FYE Mar 2020
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	4Q=100	1Q=100
Number of Shares	1,369	1,212	987	772	813	995	1,117	1,486	1,244	84	153
Dealing	225	261	367	293	342	455	335	647	461	71	135
Brokerage	1,143	951	619	478	471	539	782	838	783	93	166
Brokerage %	84%	78%	63%	62%	58%	54%	70%	56%	63%	-	-
Amount	2,101,099	2,003,890	1,846,241	1,606,157	1,841,883	2,185,899	2,309,382	3,059,720	2,600,043	85	141
Dealing	972,158	966,695	929,736	886,617	1,031,781	1,231,822	1,018,923	1,651,235	1,174,876	71	114
Brokerage	1,128,940	1,037,195	916,505	719,540	810,101	954,076	1,290,459	1,408,485	1,425,167	101	176
Brokerage %	54%	52%	50%	45%	44%	44%	56%	46%	55%	-	-

Number of Shares



Amount



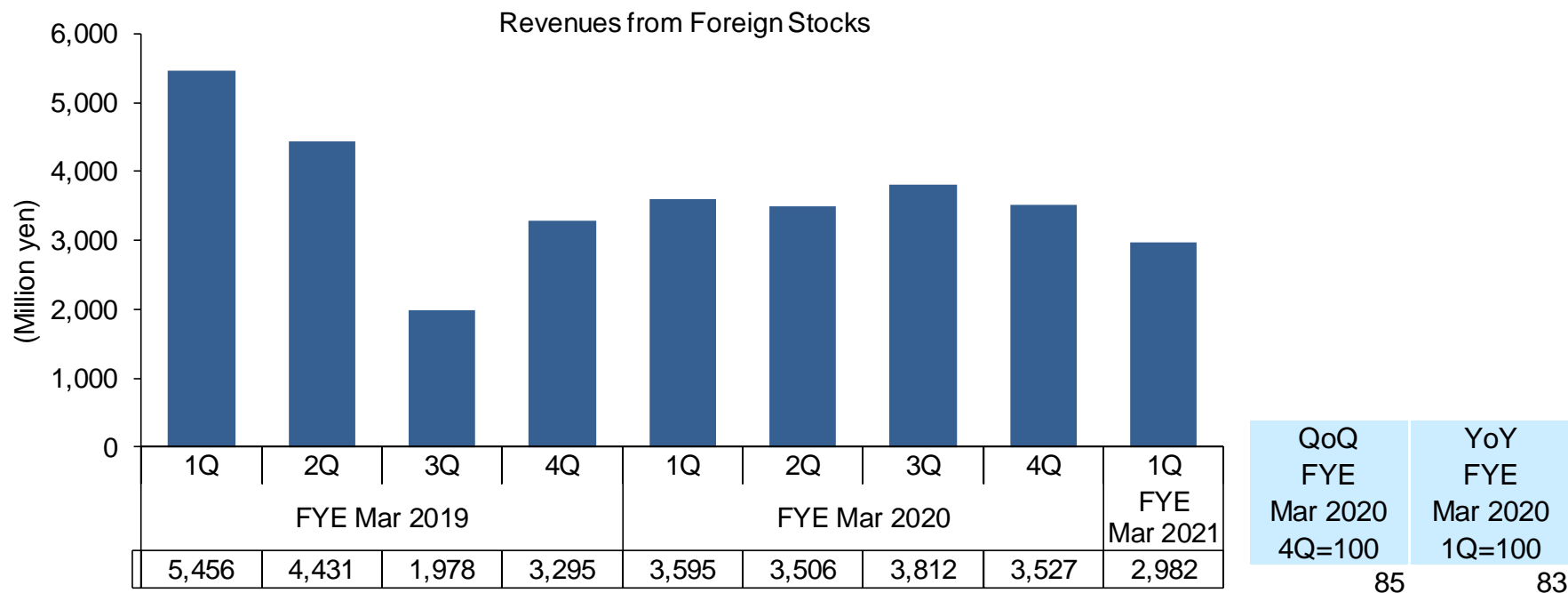
Foreign Stocks

[Quarter on Quarter]

■ Revenue from Foreign Stocks: JPY2,982M, down 15% QoQ

[Year on Year]

■ Revenue from Foreign Stocks: down 17% YoY



Sales of Foreign Bonds and Structured Bonds

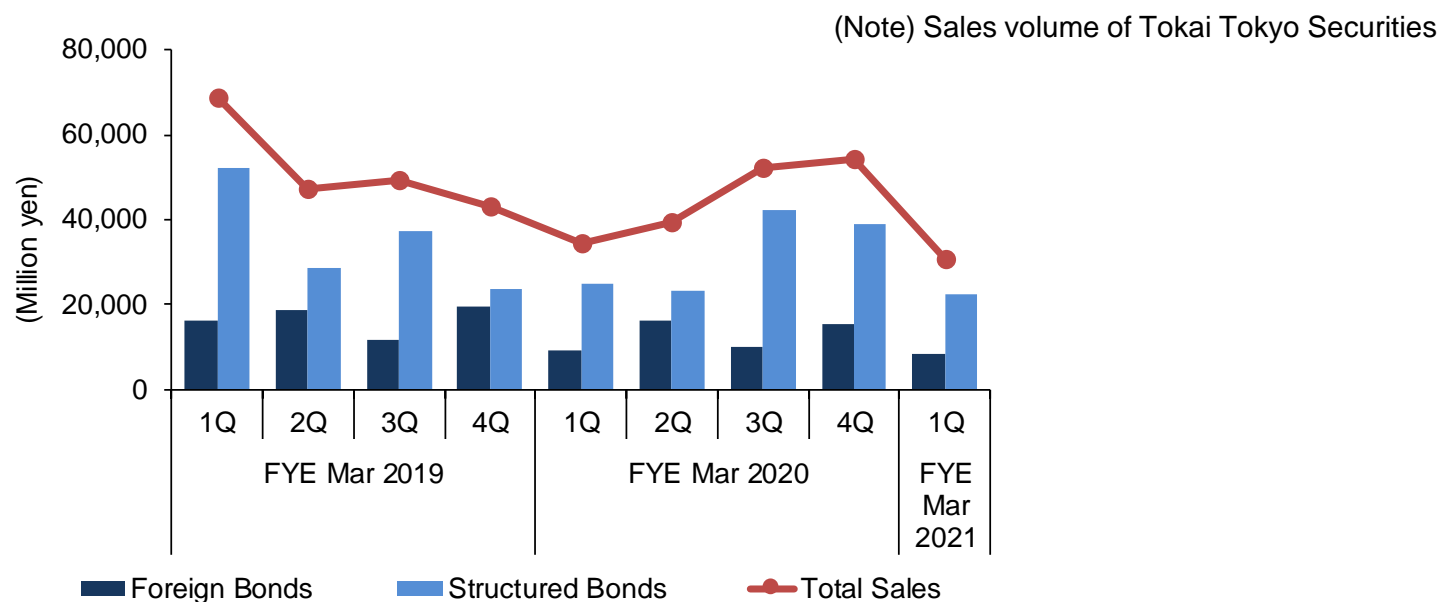
[Quarter on Quarter]

■ Sales of Foreign Bonds & Structured Bonds: JPY30,888M, down 43% QoQ

[Year on Year]

■ Sales of Foreign Bonds & Structured Bonds: down 10% YoY

	(Million yen)										QoQ FYE Mar 2020 4Q=100	YoY FYE Mar 2020 1Q=100
	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q			
Foreign Bonds	16,382	18,618	11,850	19,404	9,377	16,173	10,019	15,496	8,442	54	90	
Euro-Yen denominated bonds	7,475	11,297	3,032	6,204	3,564	5,518	2,203	4,049	5,217	129	146	
Structured Bonds	52,313	28,554	37,470	23,719	25,025	23,388	42,110	38,759	22,447	58	90	
Total Sales	68,695	47,172	49,320	43,124	34,402	39,561	52,129	54,255	30,888	57	90	



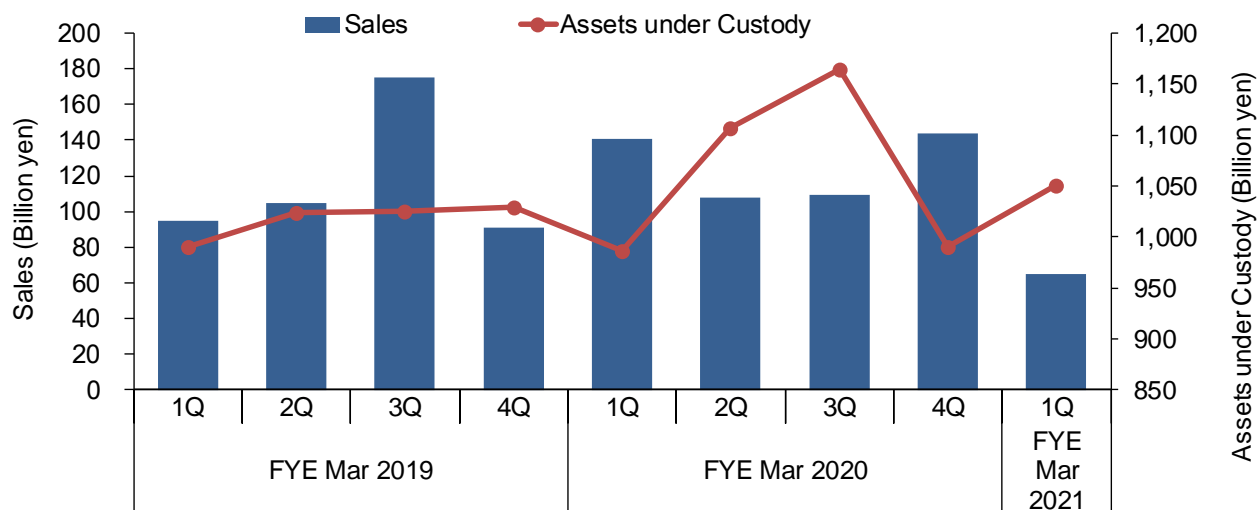
Investment Trust (Sales and Assets under Custody)

[Quarter on Quarter]

- Sales of investment trusts: JPY65B, down 55% QoQ
- Assets under Custody: JPY1,051B, up 6% QoQ

[Year on Year]

- Sale of Investment Trusts: down 54% YoY; Assets under Custody: up 7% YoY



Sales	95	105	175	91	141	108	109	144	65
Assets under Custody	990	1,024	1,025	1,029	986	1,107	1,165	991	1,051

	QoQ FYE Mar 2020 4Q=100	YoY FYE Mar 2020 1Q=100
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Sales	45	46
Assets under Custody	106	107

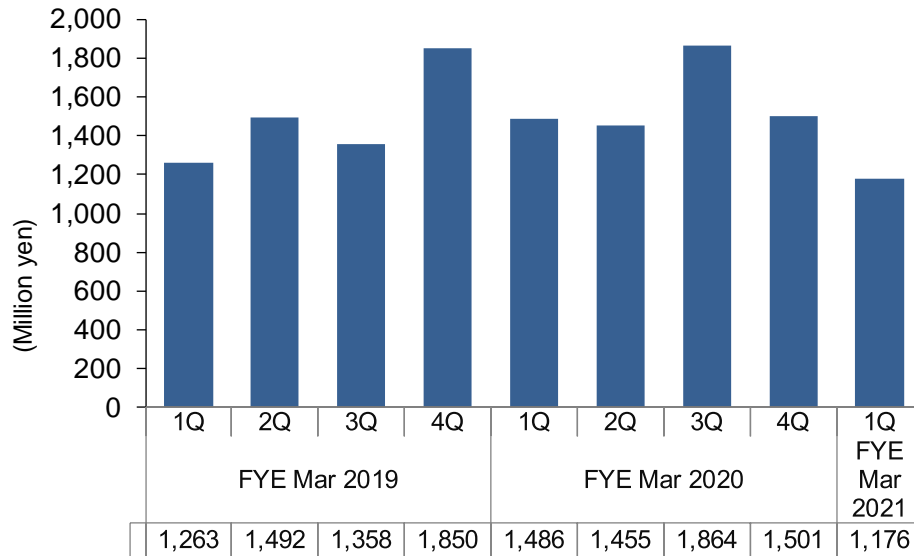
Sales Commissions

[Quarter on Quarter]

■ Sales Commissions: JPY1,176M, down 22% QoQ

[Year on Year]

■ Sales Commissions: down 21% YoY



Sales
Commissions

QoQ	YoY
FYE Mar 2020	FYE Mar 2020
4Q=100	1Q=100
78	79

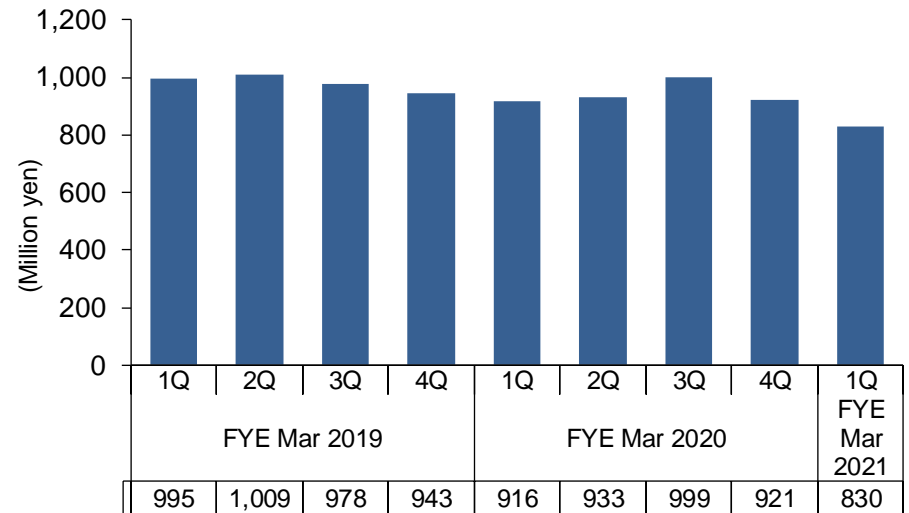
Agency Commissions

[Quarter on Quarter]

■ Agency Commissions: JPY830M, down 10% QoQ

[Year on Year]

■ Agency Commissions: down 9% YoY



Agency
Commissions

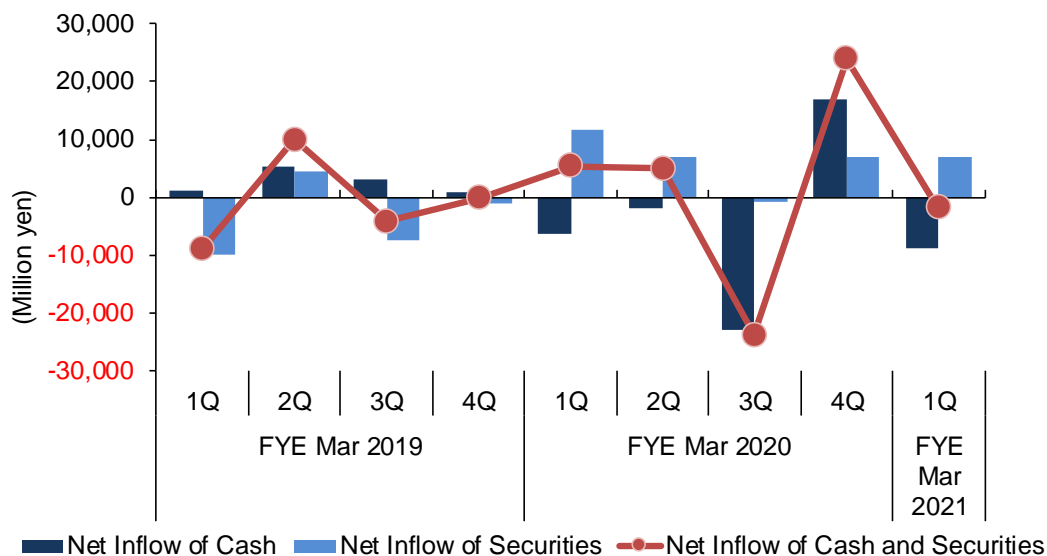
QoQ	YoY
FYE Mar 2020	FYE Mar 2020
4Q=100	1Q=100
90	91

Net Inflow of Cash and Securities (Individuals)

(Million yen)

	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Inflow of Cash	65,876	65,584	63,023	53,941	53,037	48,899	53,665	74,072	40,996
Outflow of Cash	-64,853	-60,187	-59,826	-52,977	-59,414	-50,913	-76,644	-57,045	-49,840
Net Inflow of Cash	1,023	5,397	3,197	964	-6,377	-2,014	-22,979	17,027	-8,844
Inflow of Securities	5,755	9,915	4,010	7,101	15,402	12,076	13,337	14,070	13,225
Outflow of Securities	-15,651	-5,378	-11,390	-8,233	-3,679	-5,050	-14,211	-7,101	-6,196
Net Inflow of Securities	-9,896	4,537	-7,380	-1,132	11,723	7,026	-874	6,969	7,029
Net Inflow of Cash and Securities	-8,873	9,934	-4,183	-168	5,346	5,012	-23,853	23,996	-1,815

* Excluding the transfer amount to Juroku Tokai Tokyo Securities in 1Q FYE Mar 2020 and the transfer amount from Takagi Securities due to the merger in 2Q FYE Mar 2020

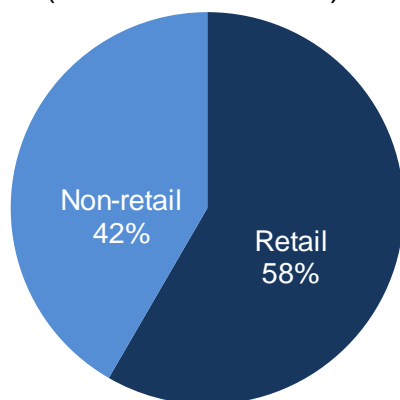


Overview by Business Segment

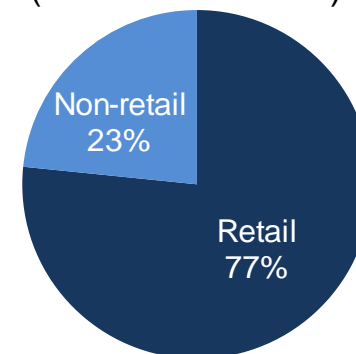
Total Revenue

										(Million yen)		
FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ FYE Mar 2020	YoY FYE Mar 2020		
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	4Q=100	1Q=100		
Retail	8,943	8,061	6,670	7,445	7,144	7,570	10,099	8,272	7,531	91	105	
%	56	51	52	59	59	56	62	54	58	-	-	
Non-retail	6,901	7,605	6,218	5,178	4,969	6,004	6,085	6,949	5,375	77	108	
%	44	49	48	41	41	44	38	46	42	-	-	
Total	15,844	15,666	12,889	12,624	12,114	13,574	16,184	15,221	12,907	85	107	

Revenues
(1Q FYE Mar 2021)



Employee Allocation
(end of June 2020)



* Numeric data on this slide were compiled based on the following definition.

Retail: Accounted for by Retail Business Company, Wealth Management Company, Multi-Channel Company, and IFA Company

Non-retail: Accounted for by other than any of the above

Overview by Business Segment

[Quarter on Quarter]

- Revenue from Retail Business Segment: JPY7,531M, down 9% QoQ
- Revenue from Non-retail Business Segment: JPY5,375M, down 23% QoQ (please refer to the previous page)

[Year on Year]

- Revenue from Retail Business Segment: up 5% YoY
- Revenue from Non-retail Business Segment: up 8% YoY (please refer to the previous page)
 - Revenue from Market & Products Segment: up 11% YoY

	(Million yen)											
	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ FYE Mar 2020	YoY FYE Mar 2020	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	4Q=100	1Q=100	
Retail	8,943	8,061	6,670	7,445	7,144	7,570	10,099	8,272	7,531	91	105	
Corporate Sales	606	673	836	612	799	959	760	920	648	70	81	
Institutional Sales	274	280	345	289	251	236	267	276	258	93	103	
Market & Products	5,070	5,587	3,861	3,346	3,091	3,832	3,951	4,885	3,425	70	111	
Corporate Finance	355	372	603	444	385	414	611	187	375	201	97	
Other	594	691	571	486	442	561	494	679	666	98	151	
Total	15,844	15,666	12,889	12,624	12,114	13,574	16,184	15,221	12,907	85	107	

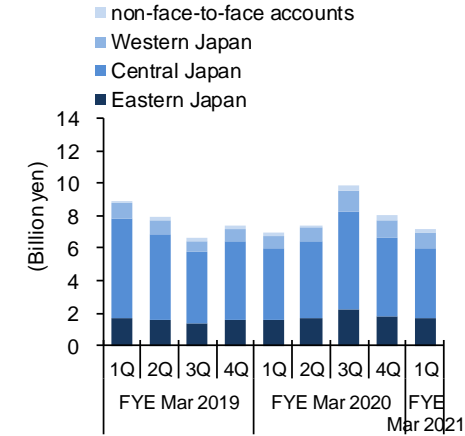
* Numeric data on this slide were compiled based on the following definition.

- Retail: Accounted for by Retail Business Company, Wealth Management Company, Multi-Channel Company, and IFA Company
- Corporate Sales: Accounted for by Corporate Sales Division
- Institutional Sales: Accounted for by Institutional Sales Department of Market Division
- Market & Products: Accounted for by Market Division – excluding Institutional Sales Department –, and Platform Division
- Corporate Finance: Accounted for by Investment Banking Company

Revenue, Number of Accounts, and Assets under Custody Attained by Each Region (Retail)

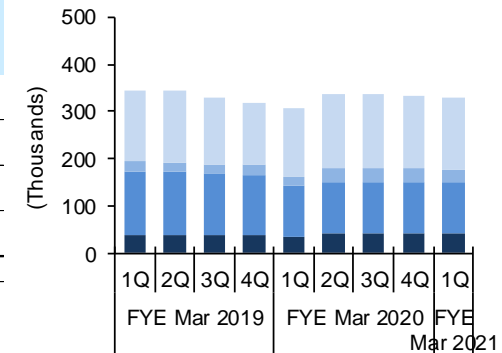
Revenue by Region

	(Million yen)										QoQ FYE Mar 2020 4Q=100	YoY FYE Mar 2020 1Q=100
	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q			
Eastern Japan	1,678	1,562	1,408	1,550	1,541	1,667	2,239	1,804	1,682		93	109
%	18.7%	19.7%	21.2%	21.1%	22.2%	22.4%	22.7%	22.6%	23.3%			
Central Japan	6,147	5,349	4,333	4,900	4,468	4,744	6,024	4,887	4,349		89	97
%	68.7%	67.5%	65.3%	66.6%	64.5%	63.7%	61.2%	61.1%	60.1%			
Western Japan	957	838	715	764	742	840	1,334	1,041	987		65	133
%	10.7%	10.6%	10.8%	10.4%	10.4%	11.3%	13.5%	13.0%	13.7%			
non-face-to-face accounts	171	174	181	147	176	198	254	263	213		81	121
%	1.9%	2.2%	2.7%	2.0%	2.0%	2.7%	2.6%	3.3%	2.9%			
Total	8,953	7,922	6,637	7,361	6,927	7,449	9,851	7,995	7,231		90	104



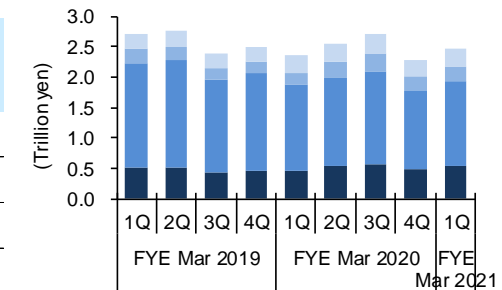
Number of Accounts by Region

	(Accounts)										QoQ FYE Mar 2020 4Q=100	YoY FYE Mar 2020 1Q=100
	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q			
Eastern Japan	40,413	40,335	39,556	38,843	34,347	42,252	42,550	42,485	42,036		99	122
%	11.7%	11.8%	11.9%	12.2%	11.1%	12.5%	12.6%	12.7%	12.8%			
Central Japan	133,216	133,317	129,928	128,294	109,073	109,961	109,836	108,464	107,096		99	98
%	38.6%	38.9%	39.2%	40.2%	35.4%	32.6%	32.6%	32.4%	32.6%			
Western Japan	19,952	19,832	19,593	19,120	17,313	28,181	28,154	28,261	28,040		99	162
%	5.8%	5.8%	5.9%	6.0%	5.6%	8.4%	8.4%	8.4%	8.5%			
non-face-to-face accounts	151,110	149,605	142,047	132,831	147,508	156,545	156,137	155,282	151,151		97	102
%	43.8%	43.6%	42.9%	41.6%	47.9%	46.5%	46.4%	46.4%	46.0%			
Total	344,691	343,089	331,124	319,088	308,241	336,939	336,677	334,492	328,323		98	107



Assets under Custody by Region

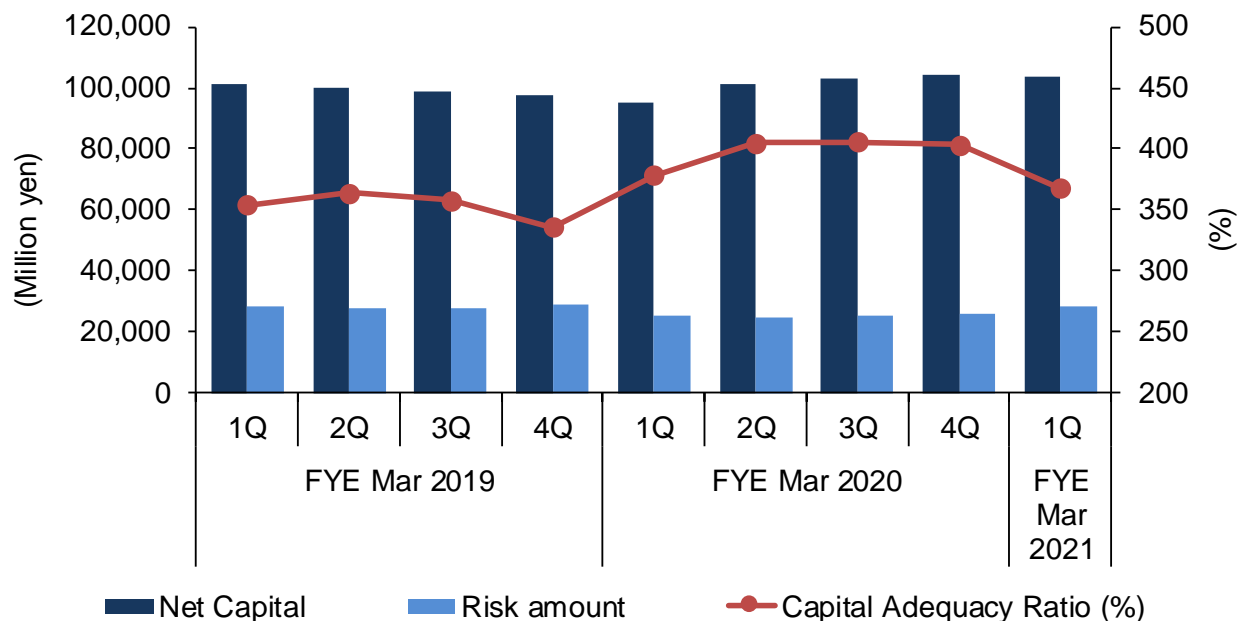
	(Billion yen)										QoQ FYE Mar 2020 4Q=100	YoY FYE Mar 2020 1Q=100
	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q			
Eastern Japan	507	520	442	470	445	527	562	475	533		112	120
%	18.7%	18.8%	18.6%	18.7%	18.9%	20.6%	20.8%	20.9%	21.6%			
Central Japan	1,722	1,754	1,514	1,587	1,437	1,453	1,539	1,287	1,391		108	97
%	63.3%	63.3%	63.5%	63.2%	60.8%	56.8%	56.9%	56.6%	56.3%			
Western Japan	230	234	201	212	199	278	290	242	261		108	131
%	8.5%	8.5%	8.5%	8.5%	8.4%	10.9%	10.7%	10.7%	10.6%			
non-face-to-face accounts	259	260	227	240	279	299	313	269	282		105	101
%	9.6%	9.4%	9.5%	9.6%	11.8%	11.7%	11.6%	11.8%	11.5%			
Total	2,720	2,770	2,386	2,510	2,362	2,557	2,706	2,273	2,469		109	105



Capital Adequacy Ratio

(Million yen)

	FYE Mar 2019				FYE Mar 2020				FYE Mar 2021	QoQ FYE Mar 2020 4Q=100	YoY FYE Mar 2020 1Q=100
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q		
Capital Adequacy Ratio (%)	353.8	363.8	358.1	335.5	378.2	404.5	405.9	403.2	367.4		
Net Capital	101,295	99,856	98,858	97,493	95,446	101,111	102,946	104,165	103,734	100	109
Risk amount	28,623	27,446	27,604	29,056	25,234	24,990	25,361	25,831	28,231	109	112
Market Risk Amount	13,467	12,319	12,246	14,075	10,149	9,775	10,163	10,799	13,201	122	130
Customer Risk Amount	1,732	1,617	1,747	1,558	1,689	1,891	2,045	1,668	1,786	107	106
Basic Risk Amount	13,423	13,510	13,610	13,422	13,395	13,323	13,152	13,363	13,243	99	99



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