
Materials on Consolidated Financial Results for the Year Ended March 31, 2023

-Financial Summary and the Company's Initiatives-



(stock code : 8707)

May 2023

Results for fiscal year ending March 31, 2023

- ✓ **Strengthen sales of Japanese stocks** (Brokerage commissions +73.9% YoY)
- ✓ **Top-ranked operating revenue and operating profit and ordinary profit and Profit attributable to owners of parent among seven mid-sized securities companies**
- ✓ Earnings per share : **151.73yen**
- ✓ ROE : **6.2%** Industry ranking (※) **1st**
- ✓ Ratio of ordinary profit to operating revenue: **26.2%** Industry ranking (※) **1st**
- ✓ Fixed cost coverage ratio: **33.5%**
- ✓ Continuous ordinary profit : **42** quarters

(※) Seventeen retail securities companies

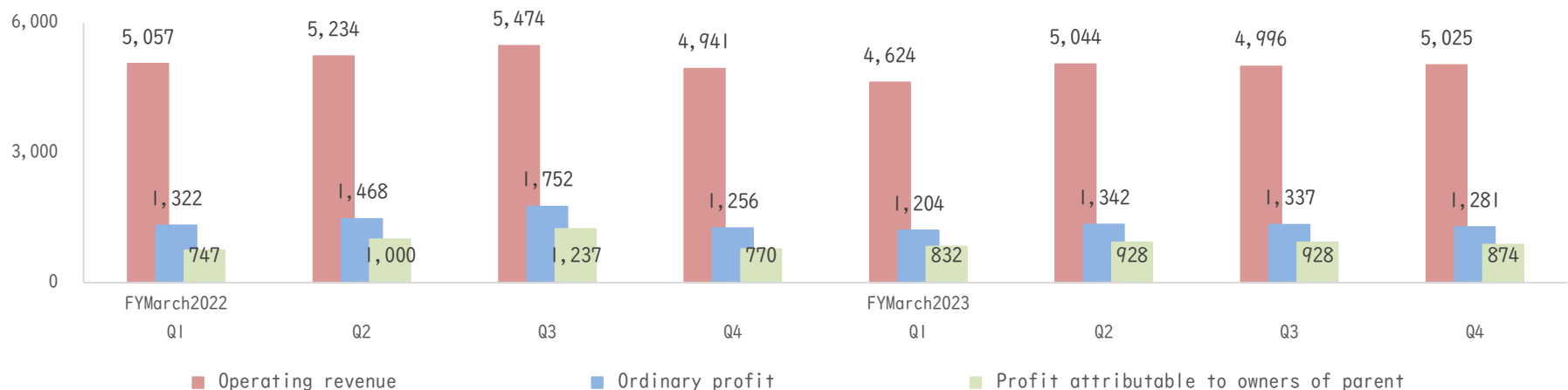
Main Initiatives for fiscal year ending March 31, 2023

- ✓ part of the “Cosmo Netre” online trading platform
 - Introduction of **real time trading system for U.S. stocks**
 - **“IwaiCosmo GoalNavi”** a discretionary investment service
- ✓ July 2022 Implemented **3% wage increase** (including base wage)
Decided on **5% wage increase** (including base wage) in fiscal 2023. 2.7% of which was **implemented ahead of schedule** in January 2023
- ✓ **Raised starting salary** to 246,000 yen
- ✓ Opening of **Nagasaki Plaza**, a new branch in Nagasaki Prefecture (March 2023)

- Top-ranked operating revenue and operating profit and ordinary profit and Profit attributable to owners of parent among seven mid-sized securities companies
- Recorded ordinary profit for 42 consecutive quarters

(Millions of yen, %)

| | Year ended March 31, 2022 | Year ending March 31, 2023 | | | Percentage change from the previous fiscal year | Change (%) compared with the previous quarter |
|--|---------------------------|----------------------------|-------------|-------------|---|---|
| | Q1~Q4 | Q3 | Q4 | Q1~Q4 | | |
| Operating revenue | 20,708 | 4,996 | 5,025 | 19,691 | △4.9% | 0.6% |
| Net operating revenue | 20,512 | 4,935 | 4,951 | 19,428 | △5.3% | 0.3% |
| Selling, general and administrative expenses | 15,131 | 3,720 | 3,681 | 14,658 | △3.1% | △1.1% |
| Operating profit | 5,381 | 1,214 | 1,270 | 4,770 | △11.4% | 4.5% |
| Ordinary profit | 5,799 | 1,337 | 1,281 | 5,165 | △10.9% | △4.2% |
| Profit attributable to owners of parent | 3,756 | 928 | 874 | 3,564 | △5.1% | △5.9% |
| Earnings per share | 159.93yen | 39.55yen | 37.23yen | 151.73yen | △5.1% | △5.9% |
| Net assets per share | 2,405.25yen | 2,400.63yen | 2,450.40yen | 2,450.40yen | 1.9% | 2.1% |
| ROE | 6.7% | 6.6% | 6.1% | 6.2% | △0.4pt | △0.5pt |



Operating revenue

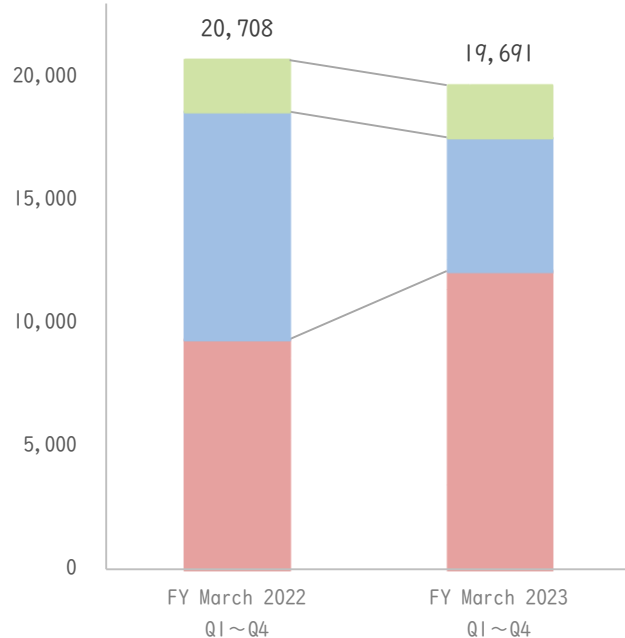
Strengthened proposal-based sales of domestic stocks focused on those expected to post strong financial performance, pay high dividends, and have future growth potential.
Meanwhile, trading profit decreased due to the uncertain market environment, in view of the trend of U.S. monetary policy.

| | FY March 2022 Q1~Q4 | FY March 2023 Q1~Q4 | Percentage change from the previous fiscal year |
|--------------------------|---------------------------|---------------------------|--|
| Commission received | 9,355 | 12,123 | 29.6% |
| Net trading income | 9,255 | 5,443 | △41.2% |
| Financial revenue | 2,097 | 2,124 | 1.3% |
| Operating revenue | 20,708 | 19,691 | △4.9% |

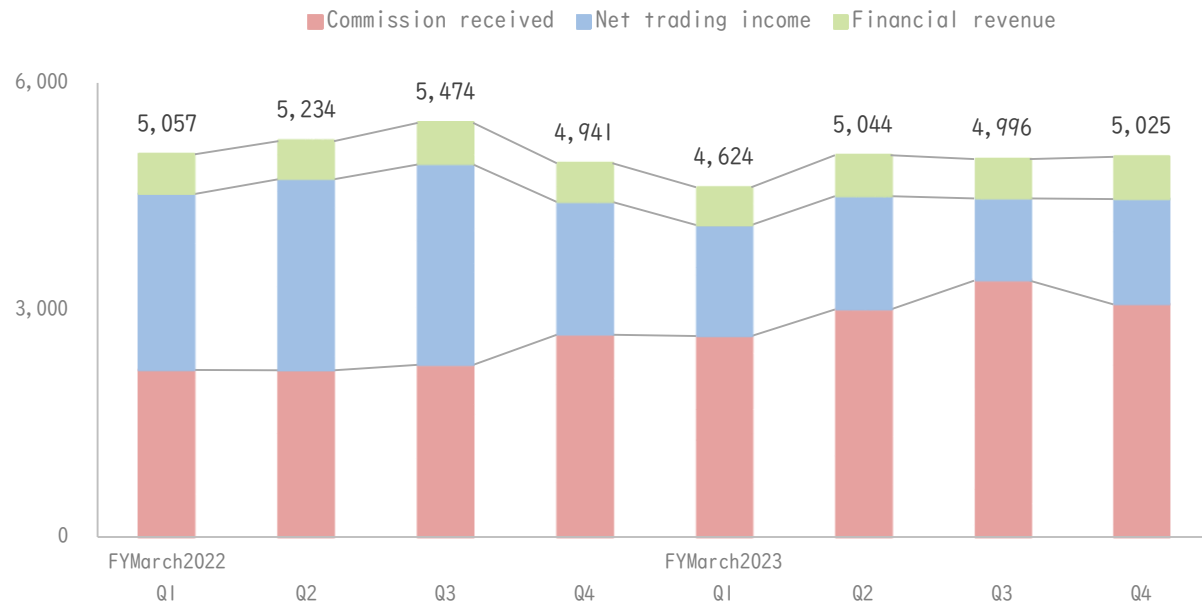
| FY March 2022 | | | | FY March 2023 | | | | Change (%) compared with the previous quarter |
|------------------|--------------|--------------|--------------|------------------|--------------|--------------|--------------|---|
| Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | |
| 2,206 | 2,201 | 2,275 | 2,671 | 2,656 | 3,007 | 3,385 | 3,073 | △9.2% |
| 2,325 | 2,525 | 2,647 | 1,756 | 1,467 | 1,494 | 1,090 | 1,391 | 27.6% |
| 525 | 506 | 551 | 513 | 500 | 542 | 520 | 560 | 7.7% |
| 5,057 | 5,234 | 5,474 | 4,941 | 4,624 | 5,044 | 4,996 | 5,025 | 0.6% |

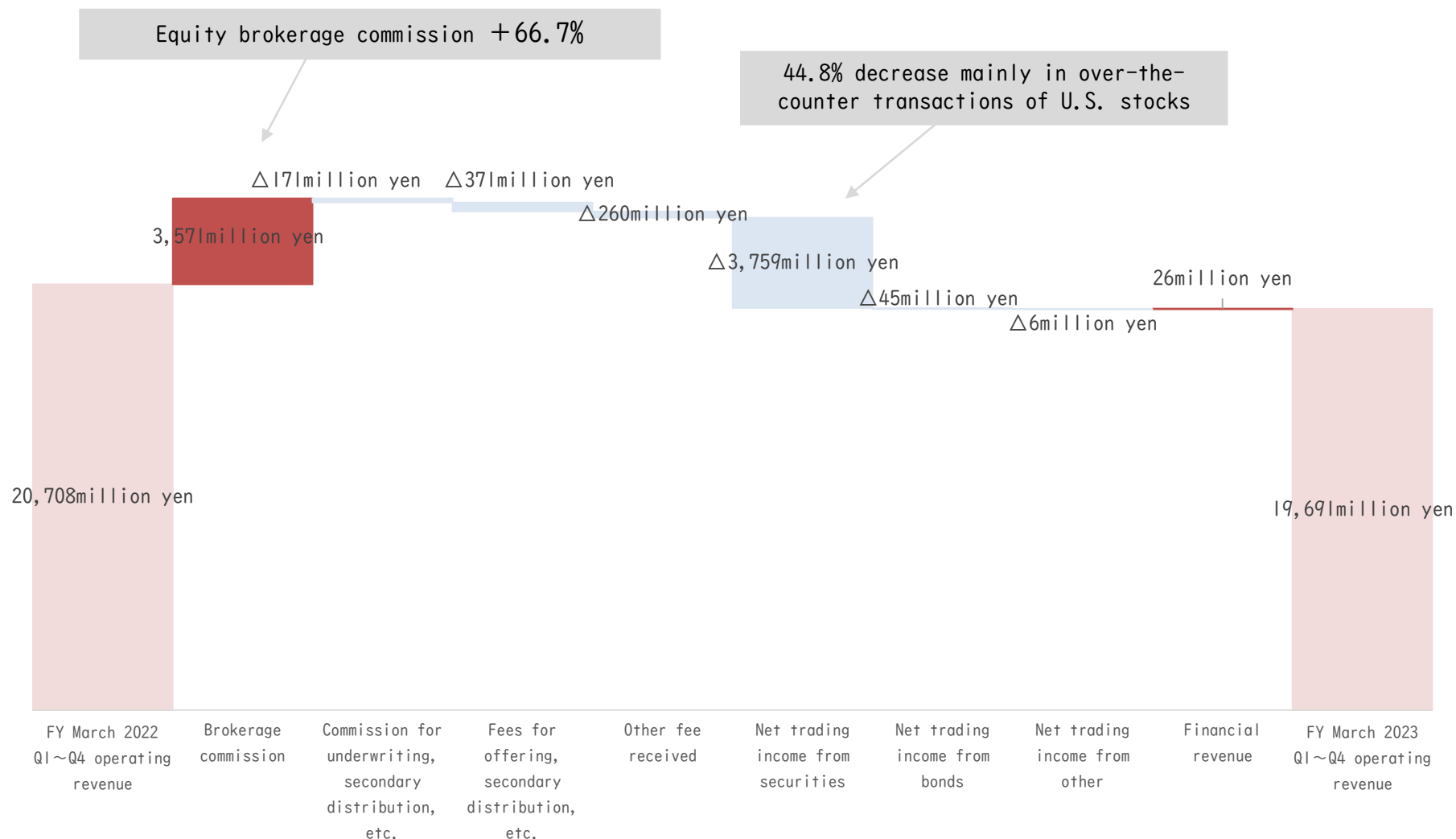
(million yen)

(Millions of yen)



(Millions of yen)





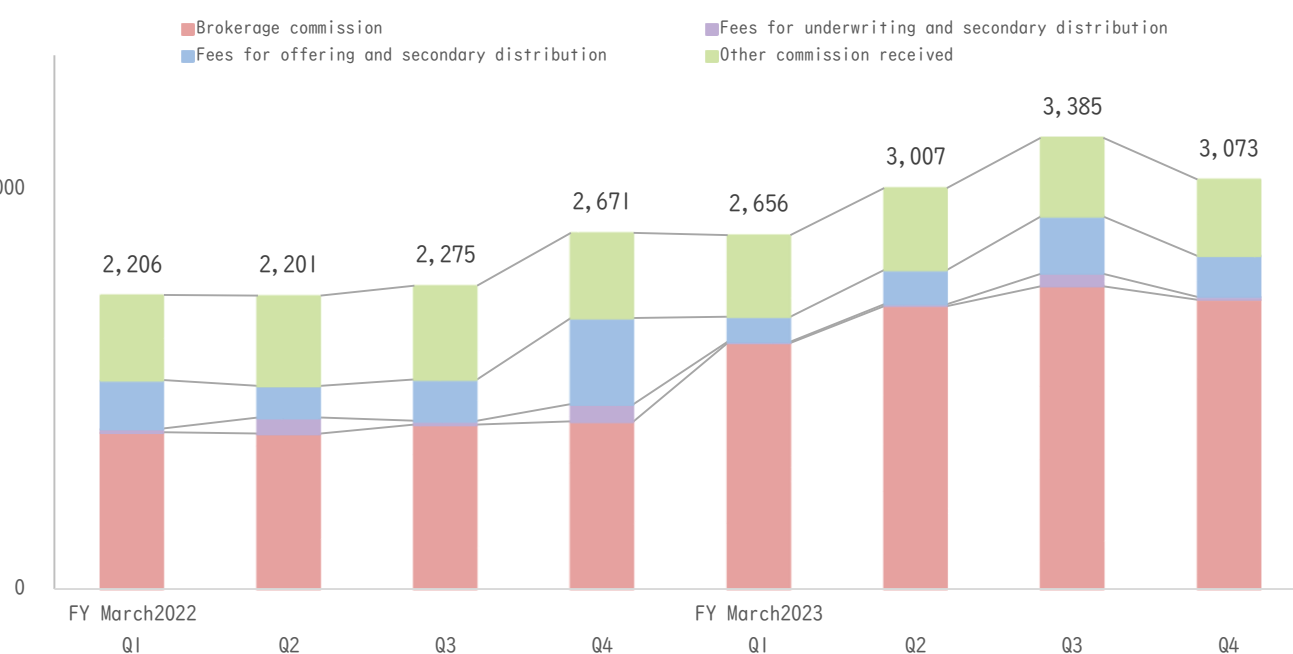
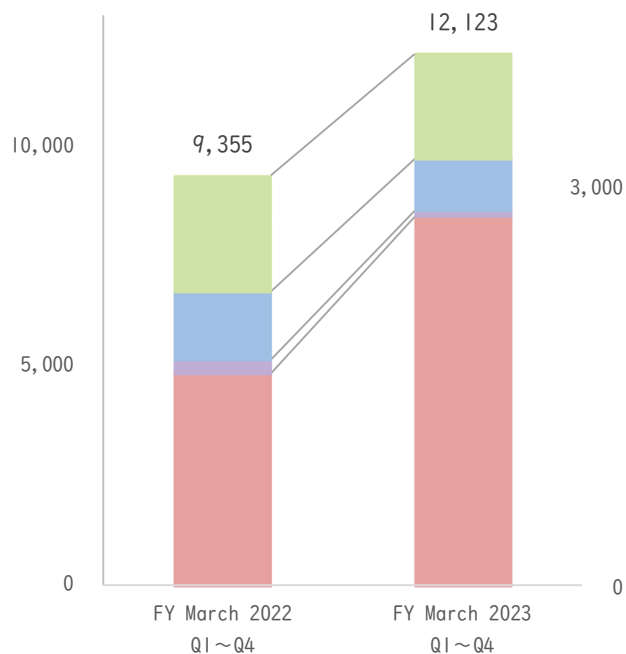
Equity brokerage commission increased

| | FY March 2022 Q1~Q4 | FY March 2023 Q1~Q4 | Percentage change from the previous fiscal year |
|--|------------------------|------------------------|---|
| Brokerage commission | 4,834 | 8,405 | 73.9% |
| Fees for underwriting and secondary distribution | 311 | 139 | △55.1% |
| Fees for offering and secondary distribution | 1,555 | 1,183 | △23.9% |
| Other commission received | 2,654 | 2,393 | △9.8% |
| Commission received | 9,355 | 12,123 | 29.6% |

| FY March 2022 Q1 | Q2 | Q3 | Q4 | FY March 2023 Q1 | Q2 | Q3 | Q4 | Change (%) compared with the previous quarter | |
|---------------------|--------------|--------------|--------------|---------------------|--------------|--------------|--------------|---|--|
| 1,175 | 1,167 | 1,233 | 1,256 | 1,844 | 2,121 | 2,269 | 2,169 | △4.4% | |
| 30 | 120 | 30 | 130 | 10 | 14 | 93 | 21 | △76.4% | |
| 362 | 237 | 308 | 646 | 187 | 257 | 431 | 307 | △28.9% | |
| 637 | 676 | 702 | 637 | 613 | 614 | 590 | 574 | △2.7% | |
| 2,206 | 2,201 | 2,275 | 2,671 | 2,656 | 3,007 | 3,385 | 3,073 | △9.2% | |

(Millions of yen)

(Millions of yen)



Net trading income

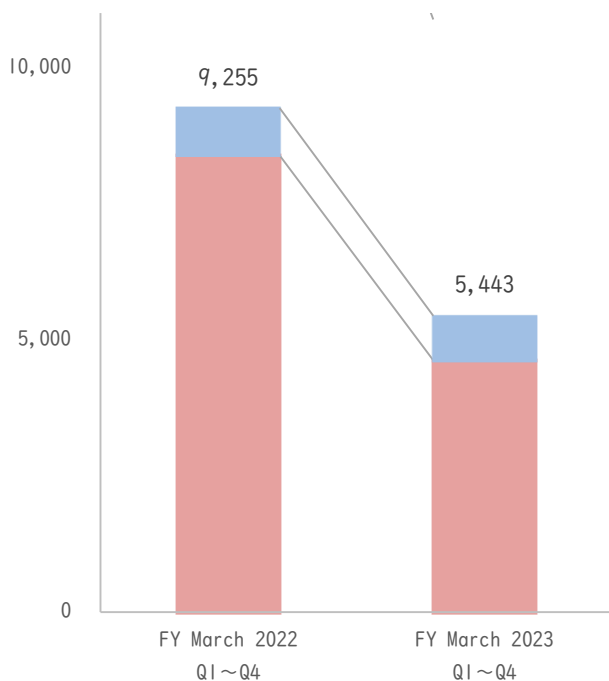
Decline in net trading income from securities amid the uncertain market environment in the U.S.

(million yen)

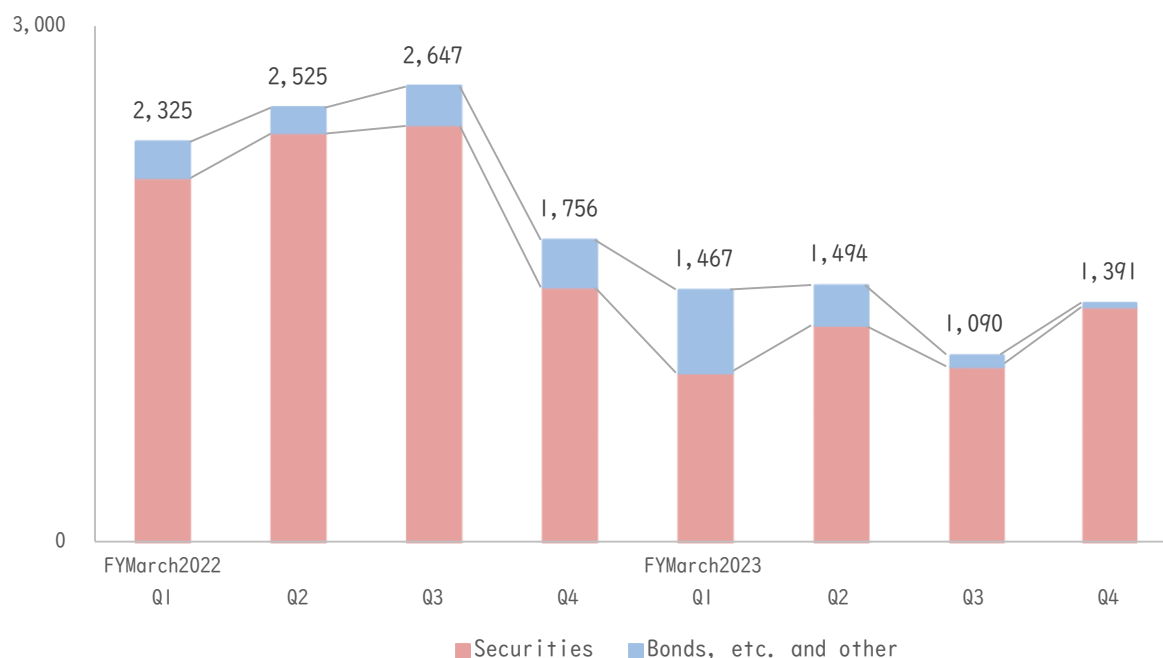
| | FY March 2022 Q1~Q4 | FY March 2023 Q1~Q4 | Percentage change from the previous fiscal year |
|---------------------------|---------------------------|---------------------------|---|
| Securities | 8,388 | 4,628 | △44.8% |
| Bonds, etc. and other | 867 | 815 | △6.0% |
| Net trading income | 9,255 | 5,443 | △41.2% |

| FY March 2022 Q1 | Q2 | Q3 | Q4 | FY March 2023 Q1 | Q2 | Q3 | Q4 | Change (%) compared with the previous quarter |
|------------------------|--------------|--------------|--------------|------------------------|--------------|--------------|--------------|---|
| 2,113 | 2,374 | 2,418 | 1,481 | 983 | 1,259 | 1,020 | 1,364 | 33.6% |
| 212 | 150 | 229 | 274 | 484 | 234 | 69 | 27 | △60.5% |
| 2,325 | 2,525 | 2,647 | 1,756 | 1,467 | 1,494 | 1,090 | 1,391 | 27.6% |

(Millions of yen)



(Millions of yen)



※ Income from securities is mainly related to over-the-counter transactions of U.S. stocks

Financial balance

Balance of customers' borrowing on margin transactions: 61.7 billion yen (As of March 31, 2023), 5th in industry (17 retail securities companies, excluding online securities companies)

| | FY March 2022 Q1~Q4 | FY March 2023 Q1~Q4 | Percentage change from the previous fiscal year |
|--------------------------|------------------------|------------------------|---|
| Financial revenue | 2,097 | 2,124 | 1.3% |
| Financial expenses | 195 | 262 | 34.4% |
| Financial balance | 1,902 | 1,861 | Δ2.1% |

| Average balance of customers' borrowing on margin transactions (100 millions of yen) | 515 | 554 | 7.5% |
|---|-----|-----|------|

| FY March 2022 Q1 | Q2 | Q3 | Q4 | FY March 2023 Q1 | Q2 | Q3 | Q4 | Change (%) compared with the previous quarter |
|---------------------|------------|------------|------------|---------------------|------------|------------|------------|---|
| 525 | 506 | 551 | 513 | 500 | 542 | 520 | 560 | 7.7% |
| 47 | 48 | 39 | 60 | 51 | 75 | 61 | 74 | 21.2% |
| 478 | 458 | 512 | 453 | 448 | 467 | 459 | 486 | 5.9% |

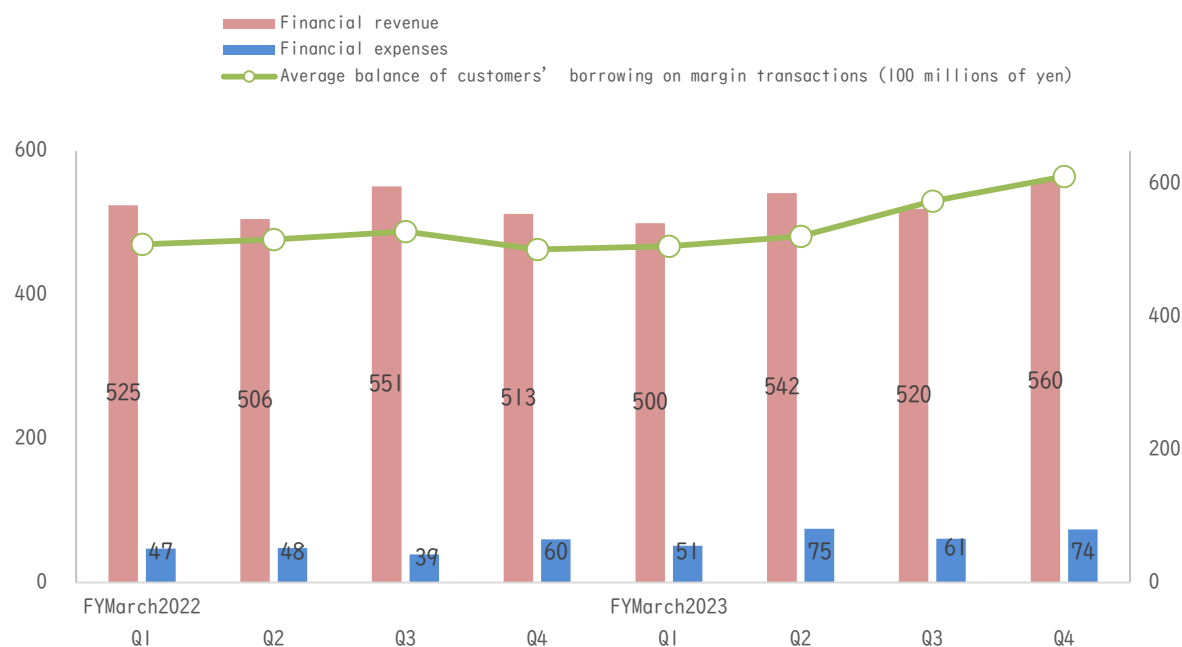
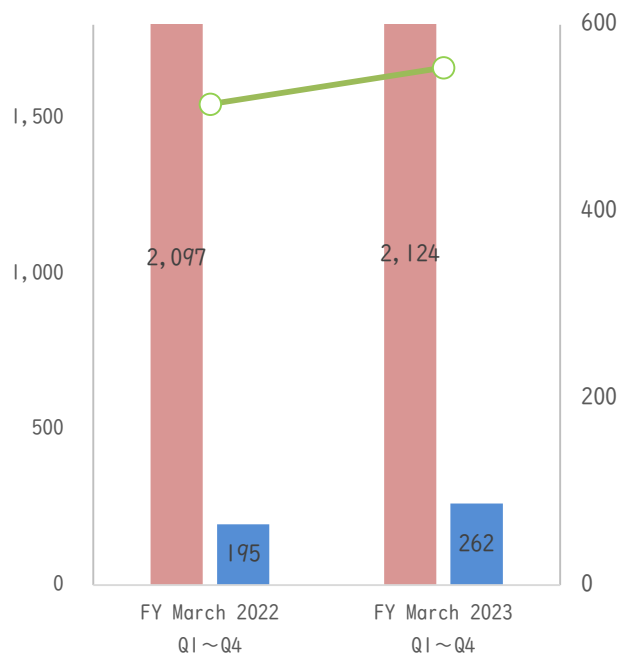
| 510 | 517 | 529 | 502 | 507 | 522 | 575 | 612 | 6.4% |
|-----|-----|-----|-----|-----|-----|-----|-----|------|

(Millions of yen)

(100 millions of yen)

(Millions of yen)

(100 millions of yen)



Selling, general and administrative expenses

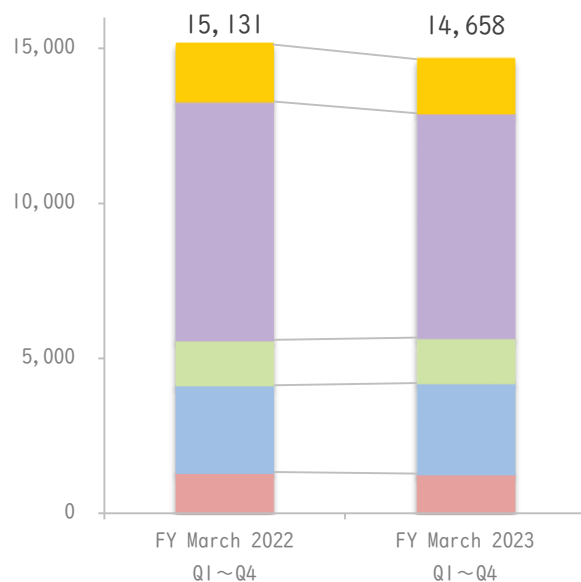
Total SG&A expenses fell 3.1% year on year despite the introduction of the “real time trading system for U.S. stocks.”

| | FY March 2022 Q1~Q4 | FY March 2023 Q1~Q4 | Percentage change from the previous fiscal year |
|---|---------------------------|---------------------------|---|
| Trading related expenses | 1,837 | 1,752 | △4.6% |
| Personnel expenses | 7,692 | 7,233 | △6.0% |
| Real estate expenses | 1,469 | 1,470 | 0.1% |
| Office expenses | 2,802 | 2,918 | 4.1% |
| Other | 1,329 | 1,283 | △3.5% |
| Selling, general and administrative expenses | 15,131 | 14,658 | △3.1% |

| FY March 2022 Q1 | | | | | FY March 2023 Q1 | | | | | Change (%) compared with the previous quarter |
|------------------------|--------------|--------------|--------------|--|------------------------|--------------|--------------|--------------|--|---|
| Q2 | Q3 | Q4 | | | Q2 | Q3 | Q4 | | | |
| 488 | 431 | 477 | 439 | | 440 | 434 | 440 | 436 | | △1.0% |
| 1,886 | 1,971 | 1,981 | 1,852 | | 1,736 | 1,850 | 1,794 | 1,851 | | 3.2% |
| 385 | 370 | 357 | 354 | | 381 | 366 | 355 | 365 | | 2.7% |
| 768 | 666 | 678 | 688 | | 705 | 692 | 814 | 705 | | △13.4% |
| 374 | 314 | 315 | 325 | | 335 | 312 | 313 | 321 | | 2.5% |
| 3,904 | 3,755 | 3,811 | 3,658 | | 3,600 | 3,656 | 3,720 | 3,681 | | △1.1% |

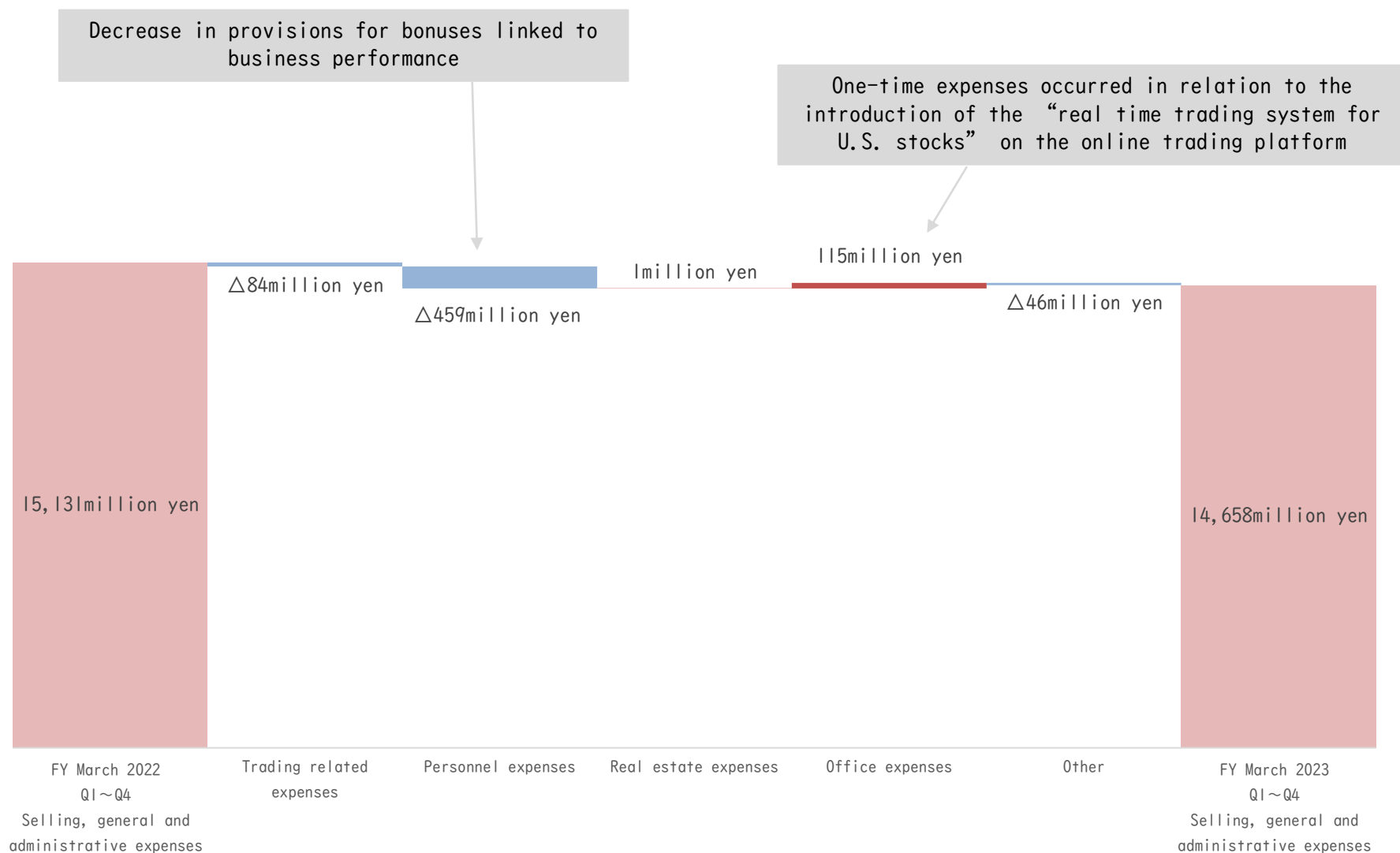
(million yen, %)

(Millions of yen)



(Millions of yen)





Quarterly Changes in Operating Results

Recorded ordinary profit for 42 consecutive quarters

(Millions of yen)

| | Year ending March 31, 2022 | | | | | Year ending March 31, 2023 | | | | |
|---|----------------------------|--------------|--------------|--------------|---------------|----------------------------|--------------|--------------|--------------|---------------|
| | Q1 | Q2 | Q3 | Q4 | full year | Q1 | Q2 | Q3 | Q4 | full year |
| Operating revenue | 5,057 | 5,234 | 5,474 | 4,941 | 20,708 | 4,624 | 5,044 | 4,996 | 5,025 | 19,691 |
| Commission received | 2,206 | 2,201 | 2,275 | 2,671 | 9,355 | 2,656 | 3,007 | 3,385 | 3,073 | 12,123 |
| Brokerage commission | 1,175 | 1,167 | 1,233 | 1,256 | 4,834 | 1,844 | 2,121 | 2,269 | 2,169 | 8,405 |
| Commission for underwriting, secondary distribution, etc. | 30 | 120 | 30 | 130 | 311 | 10 | 14 | 93 | 21 | 139 |
| Fees for offering, secondary distribution, etc. | 362 | 237 | 308 | 646 | 1,555 | 187 | 257 | 431 | 307 | 1,183 |
| Other fee received | 637 | 676 | 702 | 637 | 2,654 | 613 | 614 | 590 | 574 | 2,393 |
| Net trading income | 2,325 | 2,525 | 2,647 | 1,756 | 9,255 | 1,467 | 1,494 | 1,090 | 1,391 | 5,443 |
| Securities | 2,113 | 2,374 | 2,418 | 1,481 | 8,388 | 983 | 1,259 | 1,020 | 1,364 | 4,628 |
| Bonds, etc. and other | 212 | 150 | 229 | 274 | 867 | 484 | 234 | 69 | 27 | 815 |
| Financial revenue | 525 | 506 | 551 | 513 | 2,097 | 500 | 542 | 520 | 560 | 2,124 |
| Financial expenses | 47 | 48 | 39 | 60 | 195 | 51 | 75 | 61 | 74 | 262 |
| Net operating revenue | 5,010 | 5,185 | 5,435 | 4,881 | 20,512 | 4,572 | 4,969 | 4,935 | 4,951 | 19,428 |
| Selling, general and administrative expenses | 3,904 | 3,755 | 3,811 | 3,658 | 15,131 | 3,600 | 3,656 | 3,720 | 3,681 | 14,658 |
| Operating profit | 1,105 | 1,430 | 1,623 | 1,222 | 5,381 | 972 | 1,313 | 1,214 | 1,270 | 4,770 |
| Non-operating income | 218 | 42 | 128 | 39 | 428 | 233 | 31 | 124 | 66 | 456 |
| Non-operating expenses | 1 | 3 | 0 | 5 | 10 | 1 | 2 | 2 | 55 | 60 |
| Non-operating profit | 217 | 38 | 128 | 34 | 418 | 231 | 29 | 122 | 11 | 395 |
| Ordinary profit | 1,322 | 1,468 | 1,752 | 1,256 | 5,799 | 1,204 | 1,342 | 1,337 | 1,281 | 5,165 |
| Extraordinary profit | 0 | - | 5 | △0 | 5 | 0 | - | △0 | - | - |
| Extraordinary losses (※) | 239 | 11 | - | 1 | 251 | - | - | 0 | 0 | 1 |
| Extraordinary profit | △ 239 | △ 11 | 5 | △ 1 | △ 245 | 0 | - | △ 0 | △ 0 | △ 1 |
| Profit before income taxes | 1,082 | 1,457 | 1,758 | 1,255 | 5,553 | 1,204 | 1,342 | 1,337 | 1,280 | 5,164 |
| Profit attributable to owners of parent | 747 | 1,000 | 1,237 | 770 | 3,756 | 832 | 928 | 928 | 874 | 3,564 |

(※) The main factor is the cost related to the migration of the core system

| | Year ending March 31, 2022 | | | | | Year ending March 31, 2023 | | | | |
|---|----------------------------|----------|----------|----------|-----------|----------------------------|----------|----------|----------|-----------|
| | Q1 | Q2 | Q3 | Q4 | full year | Q1 | Q2 | Q3 | Q4 | full year |
| Ratio of ordinary profit to operating revenue | 26.1% | 28.1% | 32.0% | 25.4% | 28.0% | 26.0% | 26.6% | 26.8% | 25.5% | 26.2% |
| ROE | 5.4% | 7.2% | 8.8% | 5.5% | 6.7% | 6.0% | 6.7% | 6.6% | 6.1% | 6.2% |
| Earnings per share | 31.84yen | 42.58yen | 52.70yen | 32.82yen | 159.93yen | 35.43yen | 39.52yen | 39.55yen | 37.23yen | 151.73yen |
| Capital adequacy ratio | 751.2% | 764.5% | 807.2% | 823.4% | 823.4% | 776.8% | 732.3% | 736.5% | 740.8% | 740.8% |

ROE: annualized

Reference : Operating Performance Time Series

| | (Millions of yen) | | | | | |
|---|-------------------|---------------|---------------|---------------|---------------|---------------|
| | FY March 2018 | FY March 2019 | FY March 2020 | FY March 2021 | FY March 2022 | FY March 2023 |
| Operating revenue | 21,089 | 21,241 | 18,948 | 22,993 | 20,708 | 19,691 |
| Ordinary profit | 5,465 | 5,924 | 4,239 | 7,530 | 5,799 | 5,165 |
| Profit | 4,726 | 4,148 | 2,700 | 5,362 | 3,756 | 3,564 |
| Ratio of ordinary profit to operating revenue | 25.9% | 27.9% | 22.4% | 32.8% | 28.0% | 26.2% |
| (Industry ranking *1) | 5th | 1st | 1st | 3rd | 3rd | 1st |
| (Industry average *2) | 22.0% | 4.0% | 3.4% | 19.8% | 13.0% | △2.5% |
| Dividends per share | 75yen | 75yen | 75yen | 117yen | 80yen | 80yen |
| Dividend payout ratio | 37.3% | 42.5% | 65.2% | 51.3% | 50.0% | 52.7% |

※1 17 retail securities companies

※2 Industry simple average excluding our company

11 consecutive years of profitability since the merger in May 2012

■ Comparison of business results over time (past 10 years)

(Millions of yen)

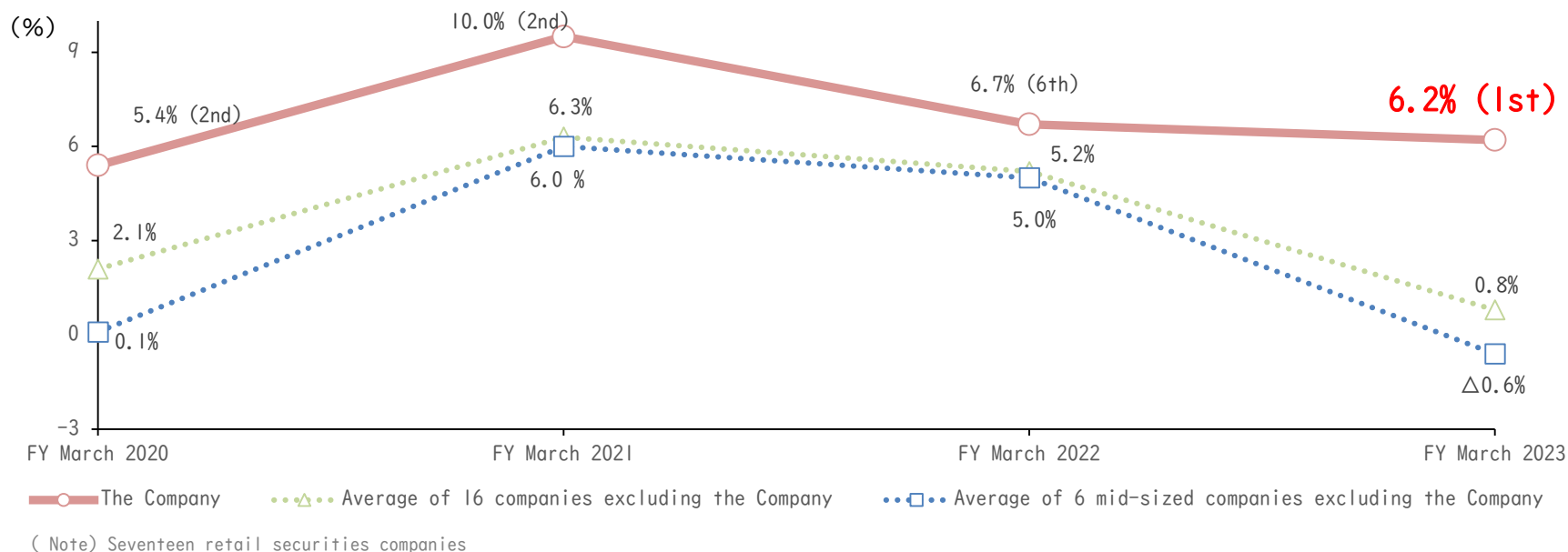
| | FY March 2014 | FY March 2015 | FY March 2016 | FY March 2017 | FY March 2018 | FY March 2019 | FY March 2020 |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Operating revenue | 23,903 | 20,373 | 18,774 | 16,146 | 21,089 | 21,241 | 18,948 |
| Operating profit | 7,061 | 4,460 | 3,403 | 1,579 | 5,202 | 5,523 | 3,817 |
| Ordinary profit | 7,353 | 4,743 | 3,686 | 1,921 | 5,465 | 5,924 | 4,239 |
| Profit attributable to owners of parent | 7,677 | 4,439 | 3,497 | 3,339 | 4,726 | 4,148 | 2,700 |

(Millions of yen)

| | FY March 2021 | FY March 2022 | FY March 2023 |
|---|---------------|---------------|---------------|
| Operating revenue | 22,993 | 20,708 | 19,691 |
| Operating profit | 7,182 | 5,381 | 4,770 |
| Ordinary profit | 7,530 | 5,799 | 5,165 |
| Profit attributable to owners of parent | 5,362 | 3,756 | 3,564 |

- FY March 2013 Merger of securities companies (May)
Turned profitable from August
- FY March 2014 Bank of Japan quantitative and qualitative monetary easing
- FY March 2015 Strengthening of information on foreign stocks (meetings with local experts commenced)
- FY March 2016 100th anniversary of establishment (May)
- FY March 2018 Commenced sales using tablets (December)
- FY March 2020 5 out of 17 retail securities companies, excluding online securities companies, posted operating losses as stock prices lacked direction against the backdrop of intensifying trade friction between the US and China
- FY March 2021 All-time high trading profit
- FY March 2022 Changed the core system to NRI (STAR-IV)
- FY March 2023 face-to-face trading: Stronger sales of Japanese stocks due to uncertain market environment in the United States.
Opened Nagasaki Plaza (January)
Online trading platform: Introduced the “real time trading system for U.S. stocks” (October), launched “IwaiCosmo GoalNavi” (January)

Changes in ROE

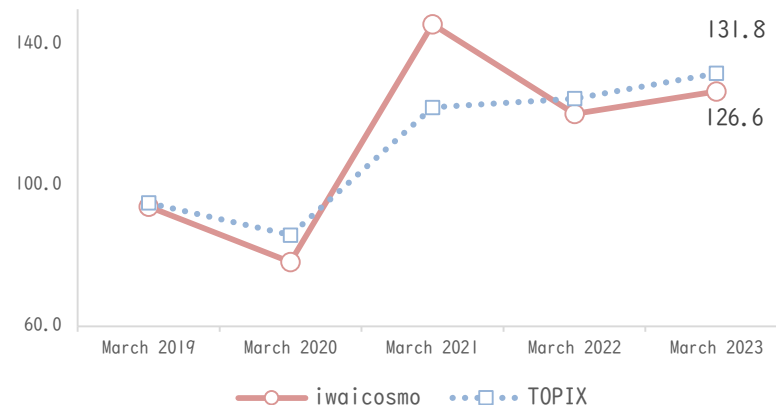


reference : Total Shareholder Return

T S R : Total Shareholder Return

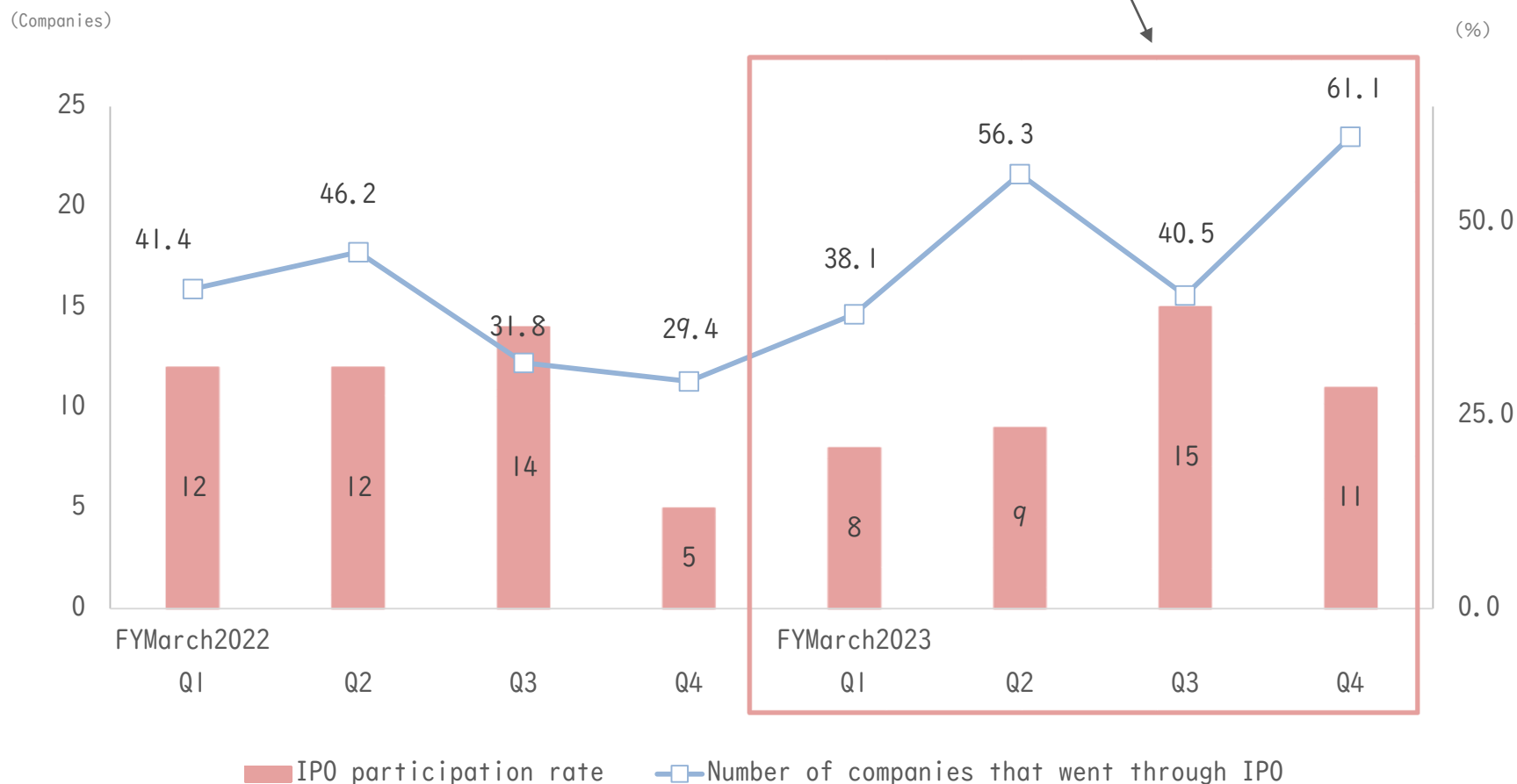
| | March 2019 | March 2020 | March 2021 | March 2022 | March 2023 |
|-----------|------------|------------|------------|------------|------------|
| iwaicosmo | 93.9 | 78.2 | 145.7 | 120.3 | 126.6 |
| TOPIX | 95.0 | 85.9 | 122.1 | 124.6 | 131.8 |

TSR=(Stock price at the end of each fiscal year + Cumulative amount of dividends per share from four fiscal years prior to the current fiscal year to each fiscal year) / Stock price on the last day of the five fiscal years prior to the current fiscal year



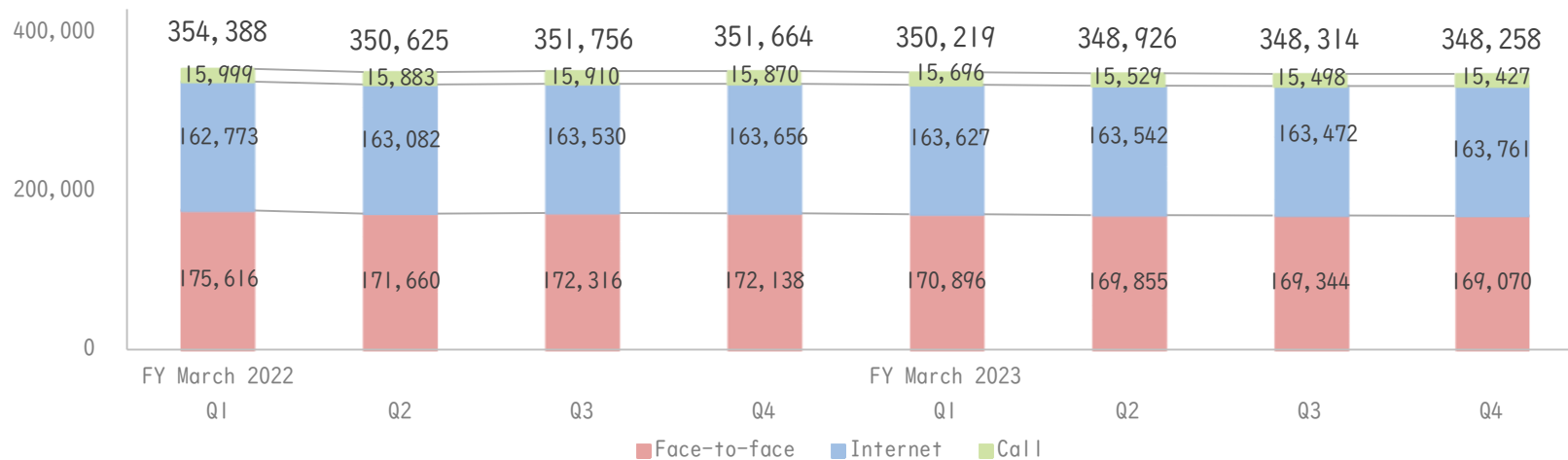
Quarterly Changes in IPO Transactions

Number of companies that went through IPO during the nine months ended March 31, 2023: 43, Participation rate: 46.7% (ranked 8th)

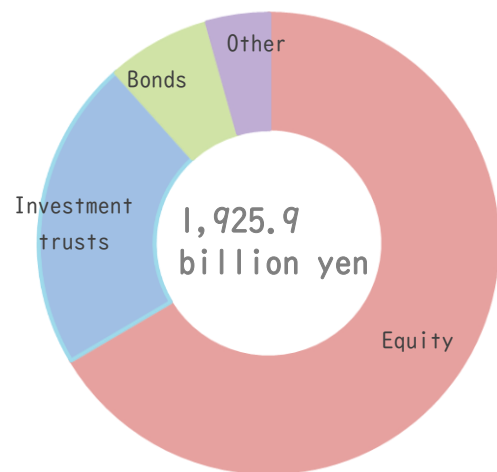


Quarterly Changes in the Number of Accounts

(Accounts)

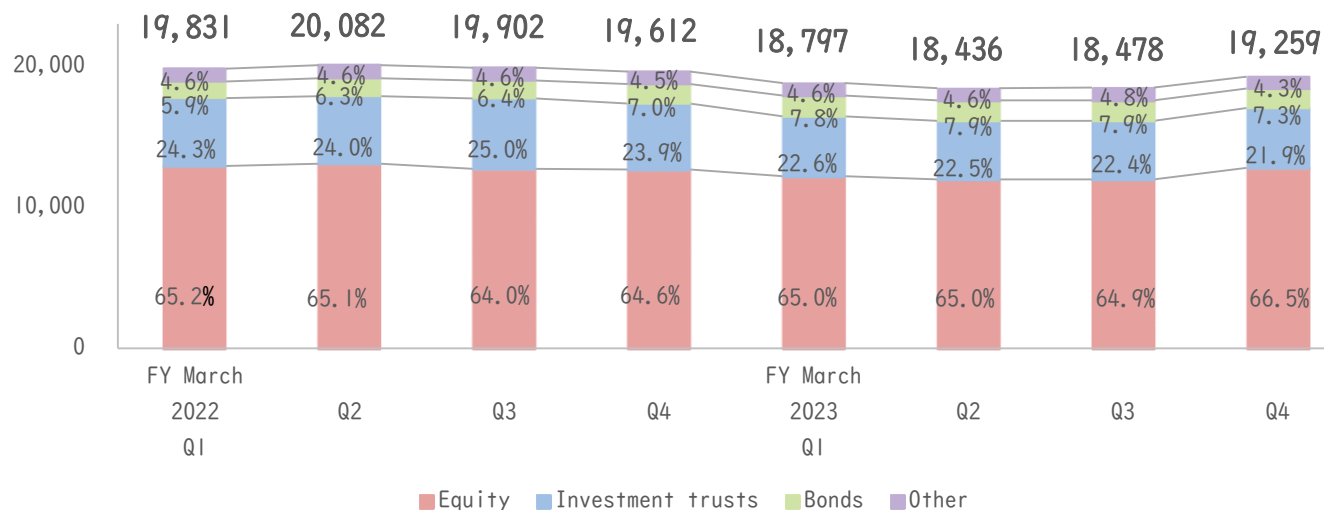


Assets under Custody



Changes in assets under custody

(100 millions of yen)



FYE March 31, 2023: Dividend

Year-end dividend per share : **60 yen (Annual dividend of 80 yen)**

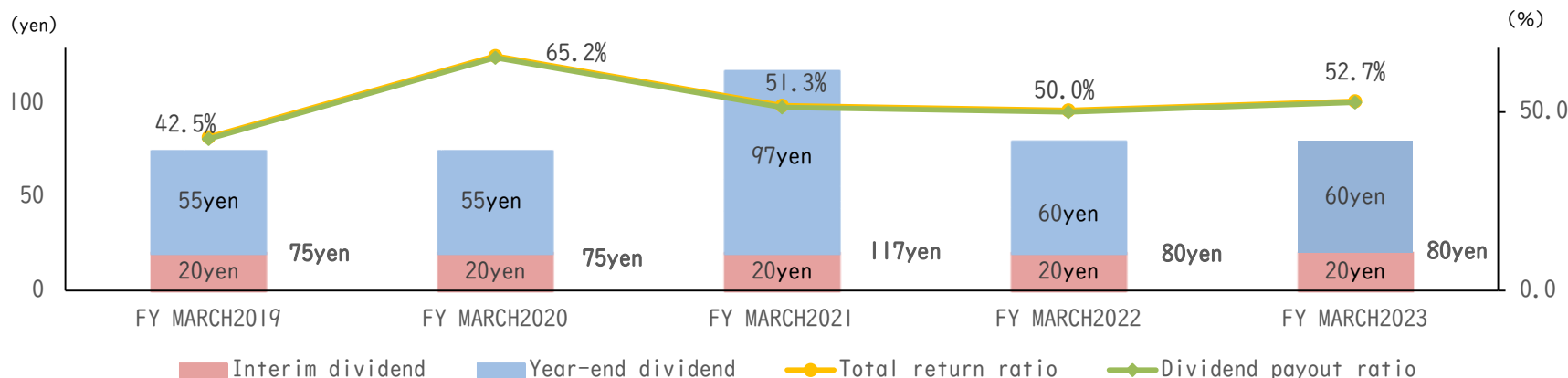
Effective date: Wednesday, June 7, 2023

Change in dividends per share

| | FY March 2019 | FY March 2020 | FY March 2021 | FY March 2022 | FY March 2023 |
|----------------------------------|---------------|---------------|---------------|---------------|---------------|
| Interim dividend | 20yen | 20yen | 20yen | 20yen | 20yen |
| Year-end dividend | 55yen | 55yen | 97yen | 60yen | 60yen |
| Annual dividend | 75yen | 75yen | 117yen | 80yen | 80yen |
| Dividend payout ratio | 42.5% | 65.2% | 51.3% | 50.0% | 52.7% |
| Ratio of dividends to net assets | 3.6% | 3.5% | 4.9% | 3.3% | 3.3% |

Reference : Policy for Shareholder Returns (During the mid-term management plan period from FY March 2023 to FY March 2025)

- Annual dividends per share: 40 yen (lower limit)
- And, consolidated total return ratio: 50% or higher



※ Total return ratio = (Amount of dividends paid + Amount of treasury stock acquired) ÷ Consolidated profit × 100 (%)

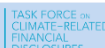
Social contribution activities

- Introduced Social Contribution Reserve Fund System (from fiscal year ended March 31, 2021)
- Concluded the Partnership Agreement to Promote Global Financial City Osaka Initiatives
- Announcement of the Declaration of Partnership Building
- Participation in Securities Industry Network for Supporting Children run by the Japan Securities Dealers Association for effective utilization of shareholder benefits, etc. and contribution to largest number of support activities
- Issued “SDGs Promotion Private Placement Bonds” in which a portion of issuance fee is donated to SDGs-related organizations (March 2023)



Reduction of environmental burden

- TCFD (Task Force on Climate-related Financial Disclosures) agree with the proposal
- Changed from paper to LIMEX as a material for the Company’ s business cards
 - ※ One hundred business cards will lead to a saving of 10 liters of water and, given the usage of business cards by the Company, it will result in the conservation of 17,000 liters of water per year
- Use of envelopes made from old banknotes (banknote scraps)
- Introduction of electric vehicles as business cars at the head office
- Gradually switched branch lighting to LED



Improved customer service and paperless operations through digitalization

- Lent mobile phones and tablets to all sales staff and converted sales materials, etc. into electronic copies to promote paperless operations
- Promoted the use of RPA (Robotic Process Automation) to automate office work
- Introduced a voice recognition system that uses AI to monitor the content of phone calls between sales representatives and customers, to further strengthen compliance and improve customer service



Initiatives for work-life balance

- Changes to system to enable diverse work styles, such as staggered working hours and not requiring employees to stop by the office
- Selected among the “Top 100 Telework Pioneers” (November 2019) by the Ministry of Internal Affairs and Communications and received “Incentive Award” (January 2020) in the Japan Telework Association’ s “Telework Promotion Awards,” both for the first time as a securities company!



Substantial employee education

- Implementation of training for finance professionals for the purpose of acquiring expertise in financial instruments and markets
- Attendance support in data-related human resource development program



ESG/SDGs investment

- Contributed to solving social issues together with customers through the sale of investment products related to ESG/SDGs
 - Nissay SDGs Global Select Fund
 - Baillie Gifford impact investment (the positive change) funds, etc.



Newspaper articles, etc.

- | | | |
|------|---------|---|
| 2022 | Apr 22: | Disclosure of information on response to climate change (https://www.iwaicosmo-hd.jp/ir/climate.html) |
| | Apr 22: | Announcement of the fifth mid-term management plan (https://www.iwaicosmo-hd.jp/ir/pdf/midplan_202303_202503.pdf) |
| | Apr 25: | Dispensed with interest and stock lending fees for online margin and day trading |
| | May 14: | Initiatives for the Company's internet trading service were introduced in a TV program "NEXT JAPAN - Atsuki Kyudousha (enthusiastic seeker)" of Mainichi Broadcasting System (MBS) |
| | June 8: | Received certificate of gratitude by World Food Programme (WFP) and Children's Future Support Fund as part of SDGs initiatives |
| | Sep 8: | Introduction of electric vehicles at head office (Osaka) as part of initiatives to realize the SDGs |
| | Oct 17: | Introduction of real time trading system for U.S. stocks on Cosmo Netre online trading platform |
| | Oct 22: | Maximum wage increases of 4%; ahead of schedule owing to rising prices (The Nikkei) |
| | Nov 10: | Announcement of "Policy Concerning Solicitation and Sales of Structured Bonds" |
| | Nov 25: | Announcement of "Raising the Salary Level (Increase in Base Wages) and Expanding Mid-career Hiring" |
| | Dec 8: | IwaiCosmo Securities: "Recommended" stocks by each branch; focusing on domestic stocks (The Nikkei) |
| | Dec 14: | Background to IwaiCosmo's "entry into online-only fund wrap" (Shikiho Online) |
| | Dec 16: | Announcement of "Notice Concerning the Opening of Nagasaki Plaza (branch office)" |
| | Dec 23: | In a news program on NHK, IwaiCosmo was featured as a "company that is actively working to raise its employees' wages" amid rising prices |
| 2023 | Jan 12: | Major wage increases; aiming to acquire human resources (Asahi Shimbun) |
| | Jan 17: | IwaiCosmo launches fund wrap with Nissay Asset Management (The Nikkei) |
| | Jan 23: | Launched "IwaiCosmo GoalNavi," a discretionary investment service, as part of the "Cosmo Netre" online trading platform |
| | Jan 27: | IwaiCosmo Securities offers online wrap services and develops asset-building segment (Nikken) |
| | Jan 30: | IwaiCosmo non face-to-face fund wrap (Fund Information) |

Major Initiatives of online trading platform

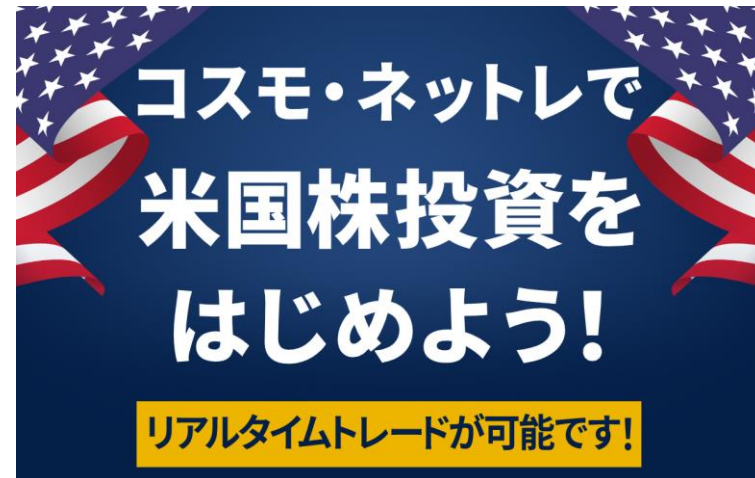
『信用・デイトレ』3つのポイント/



- 1 信用日計り
手数料
0円
- 2 信用日計り
金利・貸株料
0%
- 3 建玉の
持ち越し
可能(※)

※建玉を継続保有した場合、取引手数料は、新規建・返済ともに発生し、買方金利・貸株料は新規建日より起算されます。

Dispensed with interest and stock lending fees for online margin and day trading



コスモ・ネットレで
米国株投資を
はじめよう!

リアルタイムトレードが可能です!

Introduction of real time trading system for U.S. stocks

お任せ資産運用なら
岩井コスモ **GoalNavi** ゴールナビ

岩井コスモ **ゴールナビ**
ゴールまでしっかりナビゲート!

若いうちから運用や!
親世代也大歓迎!

これからの資産運用は
もっと手間なく、
もっと効率的に!



Launched “IwaiCosmo GoalNavi,” a discretionary investment service

口座開設で **現物 株式手数料**
最大3ヶ月第6弾
全額キャッシュバック
キャンペーン!

キャンペーン期間: 2023年1月4日 ~ 3月31日

stock trading

米国株のお取引で
日本株 取引手数料
キャッシュバックキャンペーン!

キャンペーン期間: 2023年1月4日 (水) ~ 3月31日 (金)



Actively rolled out various campaigns

■SDGs Initiatives



Award ceremony of certificate of gratitude for "Children's Future Support Fund"
(Left: Mr. Inubushi, Secretary General of Osaka District, Japan Securities Dealers Association, Right: Mr. Yoshiaki Okitsu, Chairman and CEO of the Company)



Introduction of electric vehicles as business cars at the head office

■Other initiatives



Opening of Nagasaki Plaza, a new branch in Nagasaki Prefecture



Large information display of IwaiCosmo Securities (Tokyo headquarters)
Live-streamed market information



(For inquiries)

General Affairs Department, IwaiCosmo Securities Co., Ltd.
Mail : ichd-ir@iwaicosmo.co.jp

This material is provided for the purpose of providing information on operating performance for up to the year ended March 2023, and is not intended for solicitation of investments in securities issued by the Company.

It has been prepared based on data available up to and including March 31, 2023, and opinions and forecasts contained represent the Company's views.

In addition, it does not guarantee the Company's operating performance, and is subject to change without notice.

We are not responsible for any omissions or errors in the data and expressions used in the material.

Please do not copy, reproduce, or forward this material without permission for any purpose.