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# **Materials on Consolidated Financial Results for the Nine Months Ended December 31, 2024**

**-Financial Summary and the Company's Initiatives-**



**February 2025**

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## Financial highlights

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

Operating revenue

All-time high  
(※)

19,684 millions of yen

YoY +13.7%

Operating profit

All-time high  
(※)

6,799 millions of yen

YoY +30.4%

Ordinary profit

All-time high  
(※)

7,270 millions of yen

YoY +30.5%

Recorded ordinary profit for  
49 consecutive quarters

Profit attributable to owners of parent

Second in the series  
(※)

5,033 millions of yen

YoY +28.8%

Earnings per share

214.28 yen

YoY 166.42yen

ROE

10.0%

YoY 8.7%

Ratio of ordinary profit to operating revenue

36.9%

YoY 32.2%

Fixed cost coverage ratio

40.9%

YoY 38.2%

TSR  
(Total Shareholder Return)

※March 2024

219.5%

TOPIX 196.2%

※ Nine months ended December 31, 2024

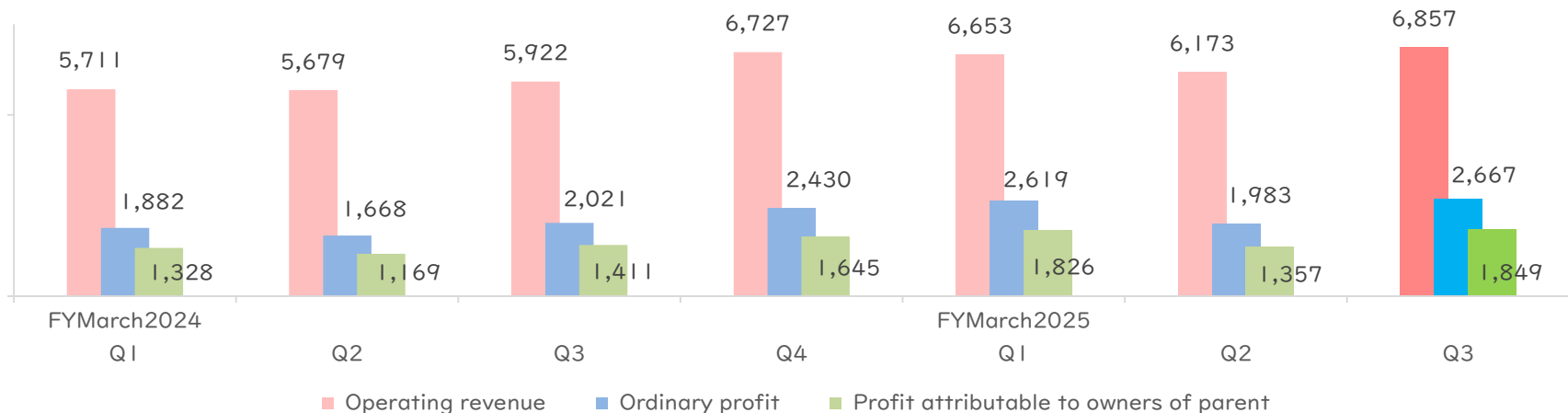
# Management Summary

• Operating revenue (cumulative)、Operating profit (cumulative)、Ordinary profit (cumulative) for the nine months ended December 31, 2024 exceeded the level reached in the fiscal year ended March 31, 2014, when the Bank of Japan implemented large-scale monetary easing measures ( “Kuroda’ s bazooka” ), and recorded an all-time high

(Millions of yen, %)

|  | Year ended March 31, 2024 | Year ending March 31, 2025 |             |             | Change (%) compared with the same period last year | Change (%) compared with the previous quarter |
|--|---------------------------|----------------------------|-------------|-------------|--|---|
|  | Q1 ~Q3                    | Q2                         | Q3          | Q1 ~Q3      |  |   |
| Operating revenue                            | 17,313                    | 6,173                      | 6,857       | 19,684      | 13.7%  | 11.1%   |
| Net operating revenue                        | 17,121                    | 6,115                      | 6,806       | 19,519      | 14.0%  | 11.3%   |
| Selling, general and administrative expenses | 11,909                    | 4,132                      | 4,285       | 12,719      | 6.8%   | 3.7%  |
| Operating profit                             | 5,212                     | 1,982                      | 2,521       | 6,799       | 30.4%  | 27.1%   |
| Ordinary profit                              | 5,573                     | 1,983                      | 2,667       | 7,270       | 30.5%  | 34.5%   |
| Profit attributable to owners of parent      | 3,908                     | 1,357                      | 1,849       | 5,033       | 28.8%  | 36.2%   |
| Earnings per share                           | 166.42yen                 | 57.81yen                   | 78.72yen    | 214.28yen   | 28.8%  | 36.2%   |
| Net assets per share                         | 2,637.95yen               | 2,821.62yen                | 2,865.54yen | 2,865.54yen | 8.6%   | 1.6%  |
| ROE  | 8.7%                      | 8.3%                       | 11.1%       | 10.0%       | 1.3pt  | 2.8pt   |

※ Annualized for ROE

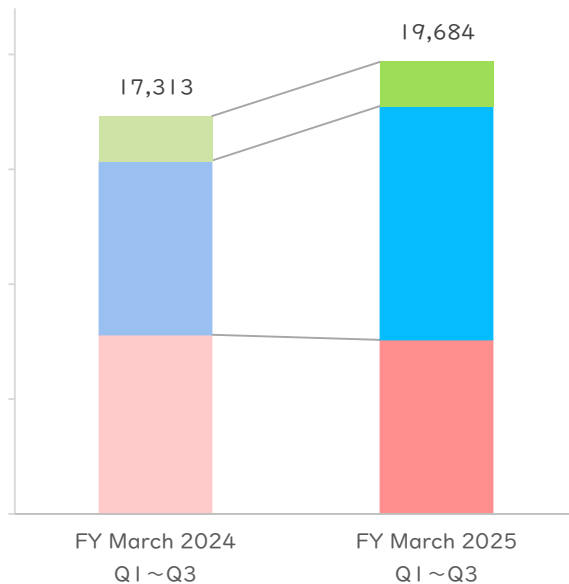


# Operating revenue

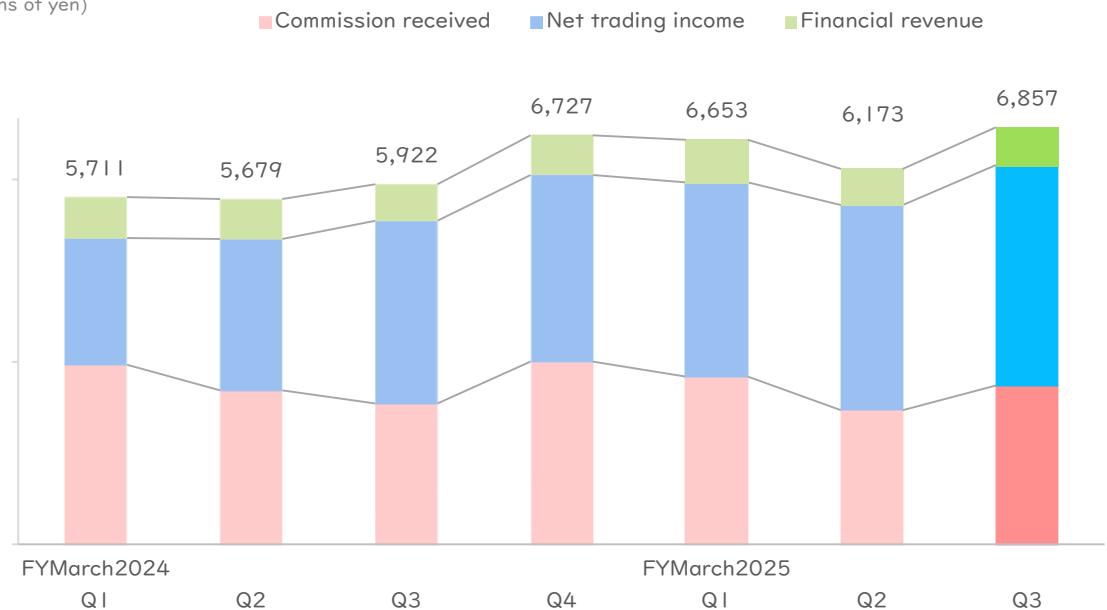
Although commission received declined, operating revenue increased 13.7% year on year due to higher net trading income.

|                          | FY March 2024<br>Q1~Q3 | FY March 2025<br>Q1~Q3 | Percentage change<br>from the<br>previous<br>fiscal year | (million yen) |                     |              |              |              |              |              | Change<br>(%)<br>compared with<br>the<br>previous<br>quarter |
|--------------------------|------------------------|------------------------|--|---------------|---------------------|--------------|--------------|--------------|--------------|--------------|--|
|                          | FY March 2024<br>Q1    | Q2                     | Q3   | Q4            | FY March 2025<br>Q1 | Q2           | Q3           |              |              |              |  |
| Commission received      | 7,801                  | 7,575                  | Δ2.9%  | 2,951         | 2,533               | 2,317        | 3,007        | 2,757        | 2,207        | 2,610        | 18.3%  |
| Net trading income       | 7,572                  | 10,183                 | 34.5%  | 2,085         | 2,484               | 3,001        | 3,064        | 3,191        | 3,370        | 3,622        | 7.5%   |
| Financial revenue        | 1,939                  | 1,924                  | Δ0.8%  | 674           | 660                 | 603          | 655          | 704          | 596          | 624          | 4.6%   |
| <b>Operating revenue</b> | <b>17,313</b>          | <b>19,684</b>          | <b>13.7%</b>   | <b>5,711</b>  | <b>5,679</b>        | <b>5,922</b> | <b>6,727</b> | <b>6,653</b> | <b>6,173</b> | <b>6,857</b> | <b>11.1%</b>   |

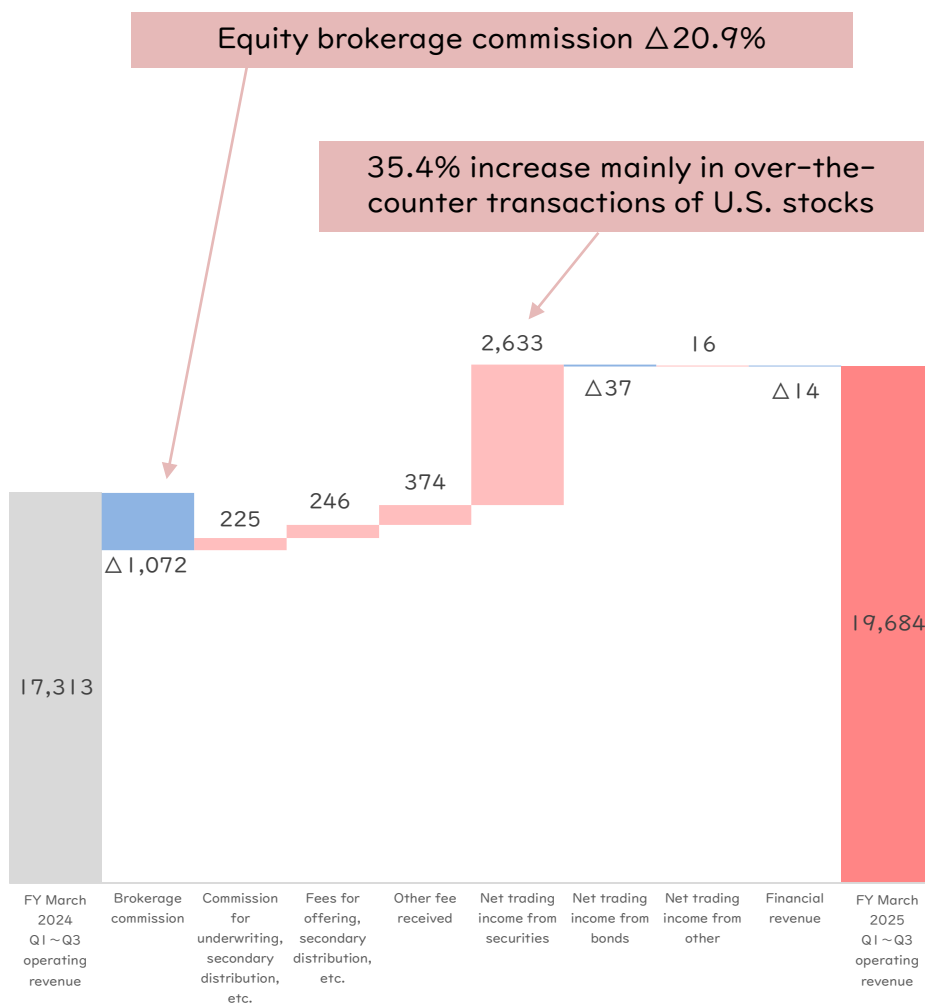
(Millions of yen)



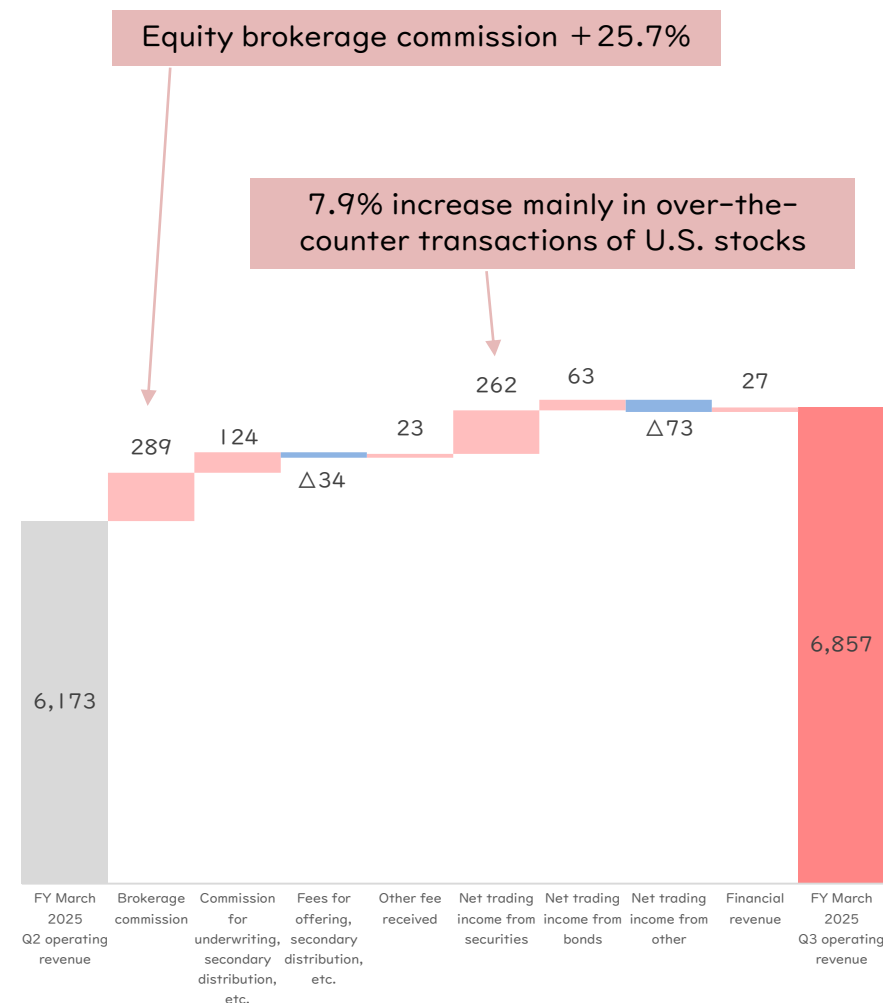
(Millions of yen)



## YoY



## QoQ



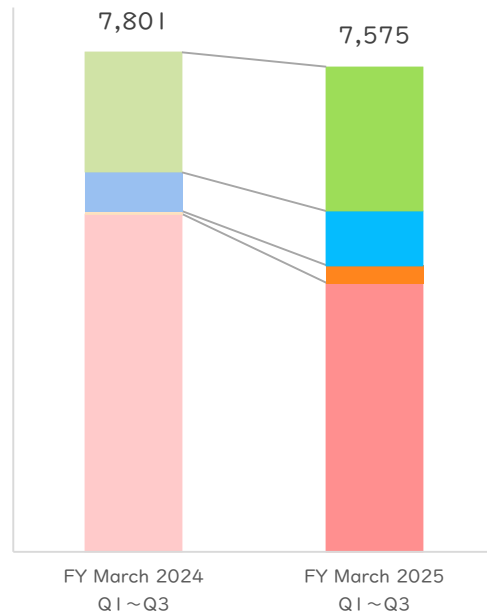
# Commission receive

While commission for underwriting, secondary distribution, etc. increased 465.0% year on year, equity brokerage commission decreased 20.9%.

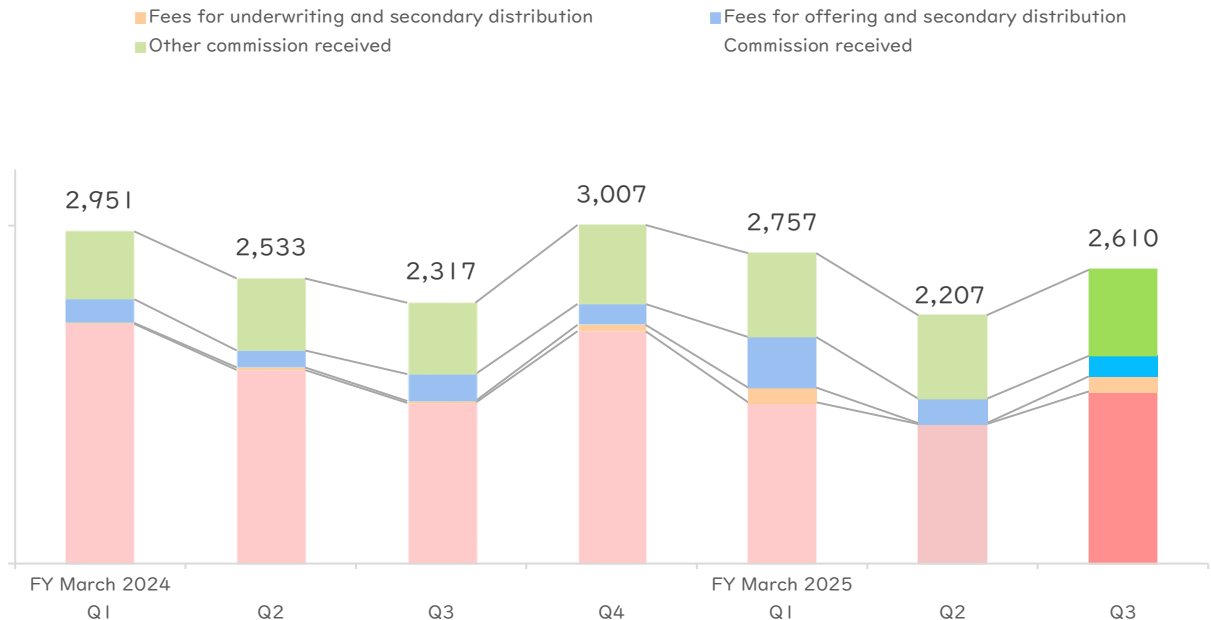
|  | FY March 2024<br>Q1~Q3 | FY March 2025<br>Q1~Q3 | Percentage<br>change from<br>the previous<br>fiscal year |
|--|------------------------|------------------------|--|
| Brokerage commission                                   | 5,274                  | 4,201                  | Δ20.3%   |
| Fees for underwriting<br>and secondary<br>distribution | 48                     | 273                    | 465.0%   |
| Fees for offering and<br>secondary distribution        | 601                    | 848                    | 41.0%  |
| Other commission<br>received                           | 1,877                  | 2,251                  | 19.9%  |
| <b>Commission received</b>                             | <b>7,801</b>           | <b>7,575</b>           | <b>Δ2.9%</b>   |

| (million yen)       |              |              |              |                     |              |              |  | Change (%)<br>compared<br>with the<br>previous<br>quarter |
|---------------------|--------------|--------------|--------------|---------------------|--------------|--------------|--|---|
| FY March 2024<br>Q1 | Q2           | Q3           | Q4           | FY March 2025<br>Q1 | Q2           | Q3           |  |   |
| 2,128               | 1,718        | 1,427        | 2,062        | 1,431               | 1,239        | 1,529        |  | 23.4%   |
| 8                   | 23           | 16           | 58           | 132                 | 8            | 133          |  | -   |
| 211                 | 151          | 238          | 185          | 447                 | 217          | 183          |  | Δ15.9%  |
| 602                 | 639          | 635          | 700          | 746                 | 740          | 764          |  | 3.2%  |
| <b>2,951</b>        | <b>2,533</b> | <b>2,317</b> | <b>3,007</b> | <b>2,757</b>        | <b>2,207</b> | <b>2,610</b> |  | <b>18.3%</b>  |

(Millions of yen)

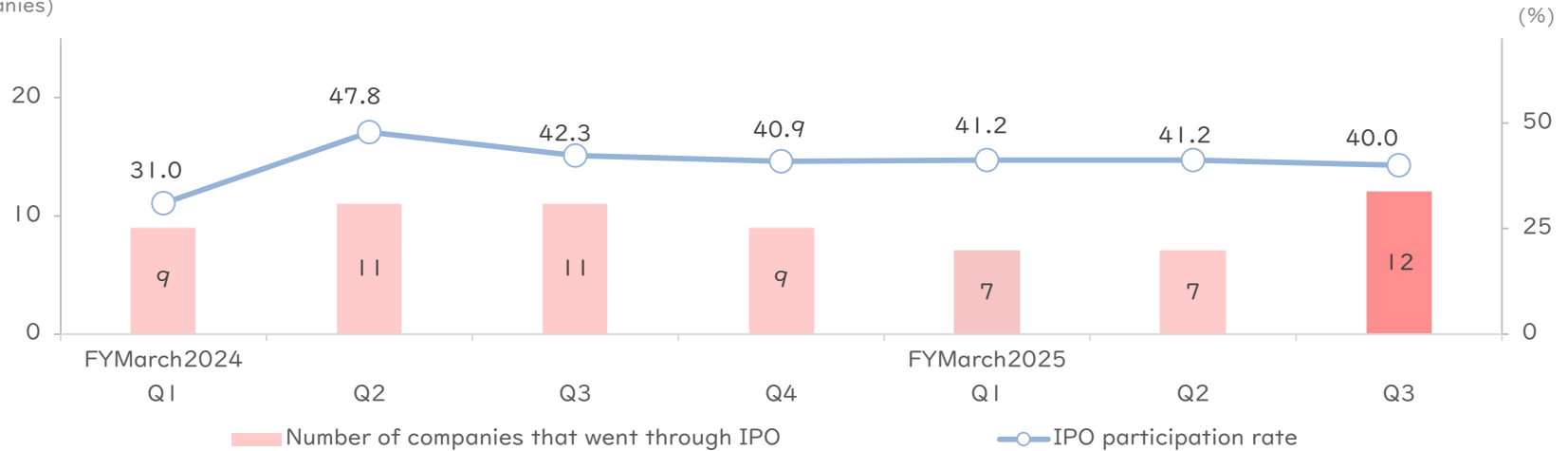


(Millions of yen)



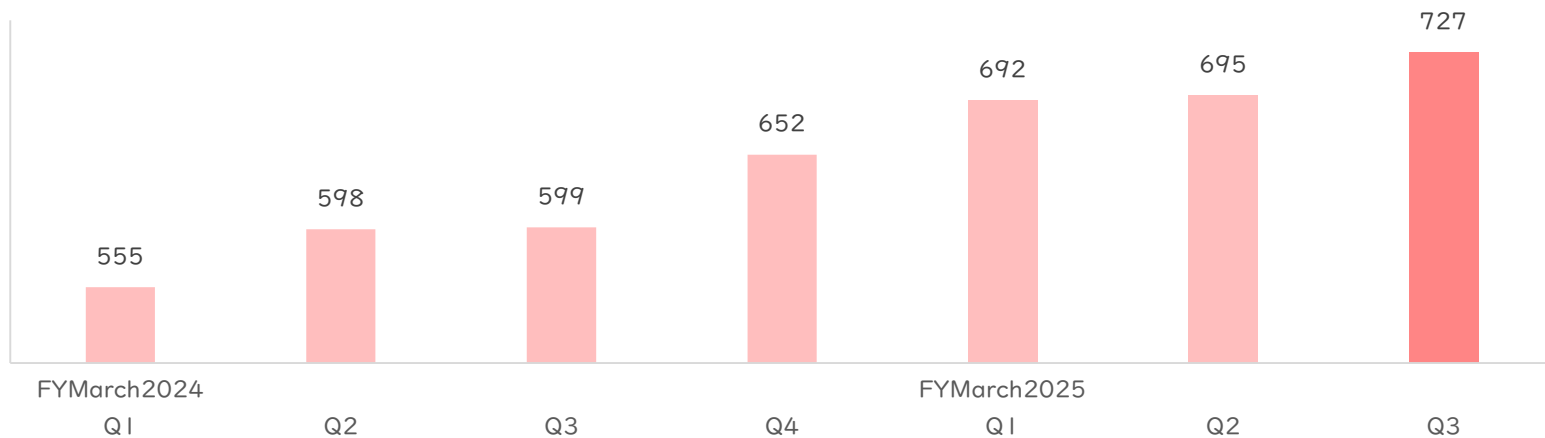
## Quarterly Changes in IPO Transactions

(Companies)



## Changes in trust fees

(Millions of yen)



# Net trading income

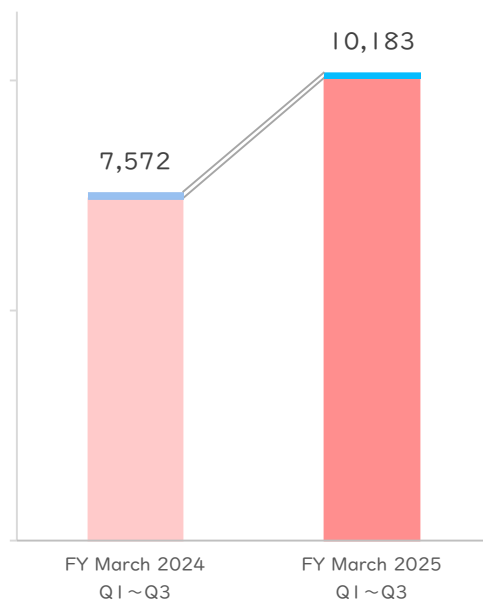
Active trading centered on U.S. stocks led to a 35.4% year-on-year increase in net trading income from share certificates and other securities.

|                           | FY March 2024<br>Q1~Q3 | FY March 2025<br>Q1~Q3 | Percentage<br>change from<br>the previous<br>fiscal year |
|---------------------------|------------------------|------------------------|--|
| Securities                | 7,432                  | 10,065                 | 35.4%  |
| Bonds, etc. and other     | 139                    | 117                    | △15.4%   |
| <b>Net trading income</b> | <b>7,572</b>           | <b>10,183</b>          | <b>34.5%</b>   |

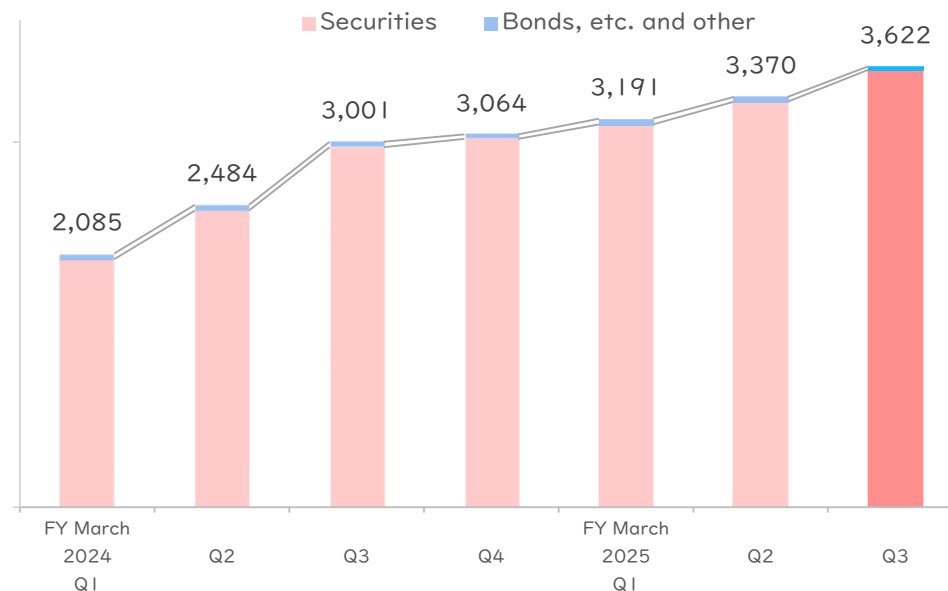
(million yen)

| FY March 2024<br>Q1 | Q2           | Q3           | Q4           | FY March 2025<br>Q1 | Q2           | Q3           | Change (%)<br>compared with<br>the previous<br>quarter |
|---------------------|--------------|--------------|--------------|---------------------|--------------|--------------|--|
| 2,038               | 2,437        | 2,957        | 3,026        | 3,143               | 3,330        | 3,592        | 7.9%   |
| 47                  | 47           | 44           | 37           | 47                  | 40           | 30           | △24.5%   |
| <b>2,085</b>        | <b>2,484</b> | <b>3,001</b> | <b>3,064</b> | <b>3,191</b>        | <b>3,370</b> | <b>3,622</b> | <b>7.5%</b>  |

(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: 46.9 billion yen (As of December 31, 2024) ,6th in industry (17 retail securities companies, excluding online securities companies).

Although interest income increased 22.4% year on year, foreign exchange gain (loss) decreased 39.0% due to exchange rate fluctuations.

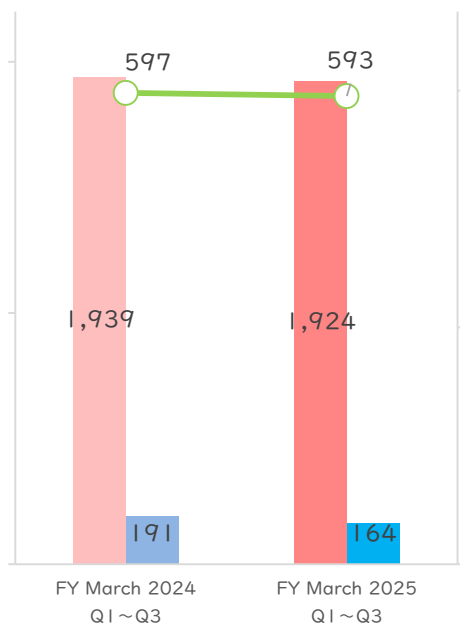
|                          | FY March 2024<br>Q1~Q3 | FY March 2025<br>Q1~Q3 | Percentage<br>change from<br>the previous<br>fiscal year |
|--------------------------|------------------------|------------------------|--|
| Financial revenue        | 1,939                  | 1,924                  | △0.8%  |
| Financial expenses       | 191                    | 164                    | △14.0%   |
| <b>Financial balance</b> | <b>1,748</b>           | <b>1,760</b>           | <b>0.7%</b>  |

| Average balance of<br>customers' borrowing<br>on margin transactions<br>(100 millions of yen) | 597 | 593 | △0.7% |
|---|-----|-----|-------|

|                     |            |            |            |                     |            |            | (million yen, %)                                       |
|---------------------|------------|------------|------------|---------------------|------------|------------|--|
| FY March 2024<br>Q1 | Q2         | Q3         | Q4         | FY March 2025<br>Q1 | Q2         | Q3         | Change (%)<br>compared with<br>the previous<br>quarter |
| 674                 | 660        | 603        | 655        | 704                 | 596        | 624        | 4.6%   |
| 81                  | 64         | 46         | 68         | 55                  | 58         | 50         | △12.5%   |
| <b>593</b>          | <b>596</b> | <b>557</b> | <b>587</b> | <b>648</b>          | <b>538</b> | <b>573</b> | <b>6.5%</b>  |

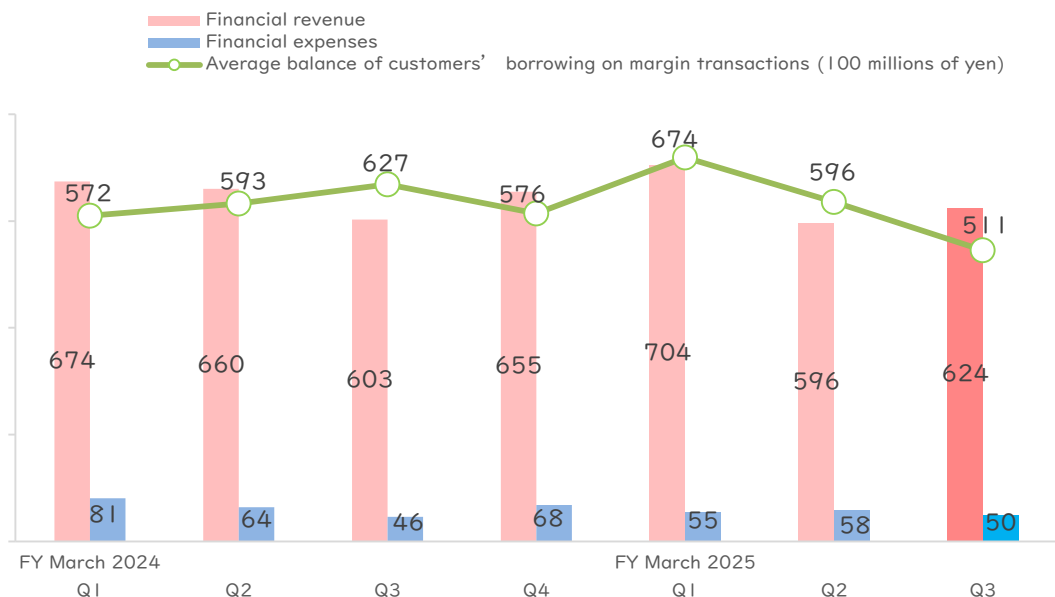
| 572 | 593 | 627 | 576 | 674 | 596 | 511 | △14.2% |
|-----|-----|-----|-----|-----|-----|-----|--------|

(Millions of yen)



(100 millions of yen)

(Millions of yen)



(100 millions of yen)

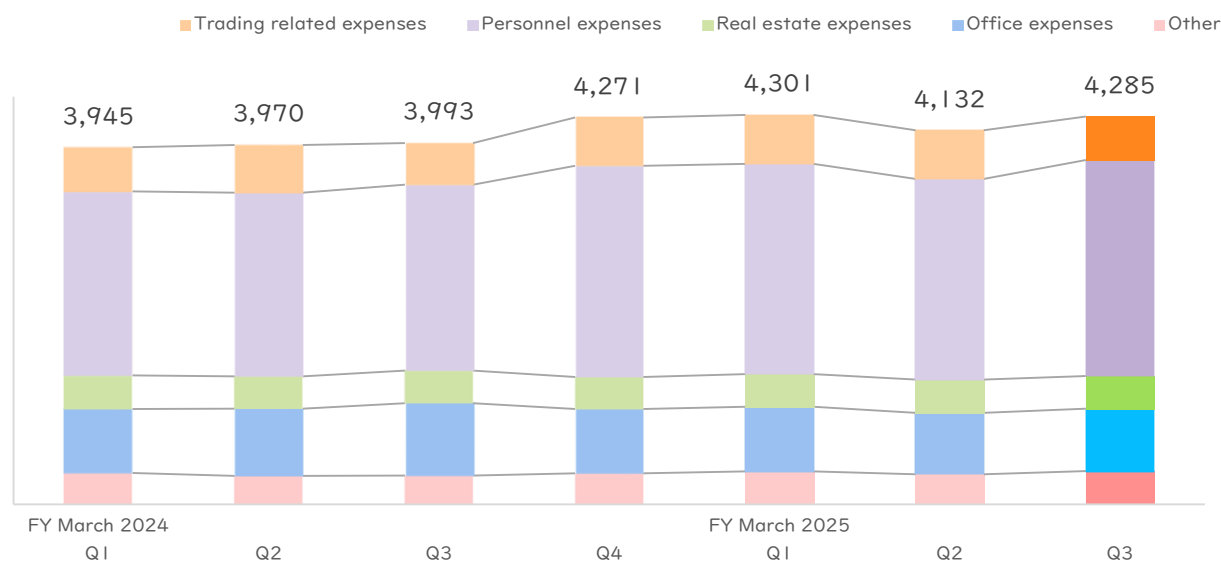
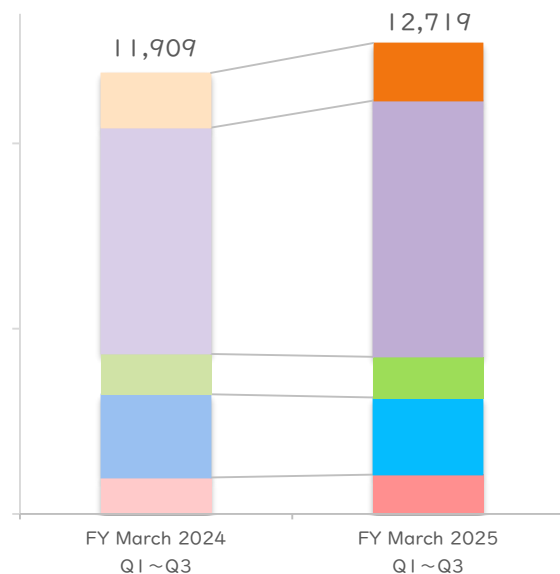
# Selling, general and administrative expenses

Total SG&A expenses increased 6.8% year on year, mainly due to an increase in variable expenses such as bonuses, in addition to expenses including television commercial fees.

|   | FY March 2024<br>Q1~Q3 | FY March 2025<br>Q1~Q3 | Percentage<br>change from<br>the previous<br>fiscal year |                     |              |              |              |                     |              |              |   | (million yen, %) |
|---|------------------------|------------------------|--|---------------------|--------------|--------------|--------------|---------------------|--------------|--------------|---|------------------|
|   |                        |                        |  | FY March 2024<br>Q1 | Q2           | Q3           | Q4           | FY March 2025<br>Q1 | Q2           | Q3           | Change (%)<br>compared<br>with the<br>previous<br>quarter |                  |
| Trading related expenses                            | 1,477                  | 1,557                  | 5.4%   | 488                 | 527          | 461          | 531          | 539                 | 536          | 481          | Δ10.3%  |                  |
| Personnel expenses                                  | 6,112                  | 6,923                  | 13.3%  | 2,031               | 2,027        | 2,053        | 2,334        | 2,322               | 2,216        | 2,383        | 7.5%  |                  |
| Real estate expenses                                | 1,090                  | 1,091                  | 0.1%   | 370                 | 358          | 360          | 352          | 361                 | 366          | 363          | Δ0.8%   |                  |
| Office expenses                                     | 2,247                  | 2,083                  | Δ7.3%  | 707                 | 740          | 798          | 711          | 715                 | 678          | 689          | 1.6%  |                  |
| Other   | 980                    | 1,062                  | 8.4%   | 346                 | 315          | 318          | 342          | 362                 | 333          | 366          | 9.8%  |                  |
| <b>Selling, general and administrative expenses</b> | <b>11,909</b>          | <b>12,719</b>          | <b>6.8%</b>  | <b>3,945</b>        | <b>3,970</b> | <b>3,993</b> | <b>4,271</b> | <b>4,301</b>        | <b>4,132</b> | <b>4,285</b> | <b>3.7%</b>   |                  |

(Millions of yen)

(Millions of yen)



## YoY

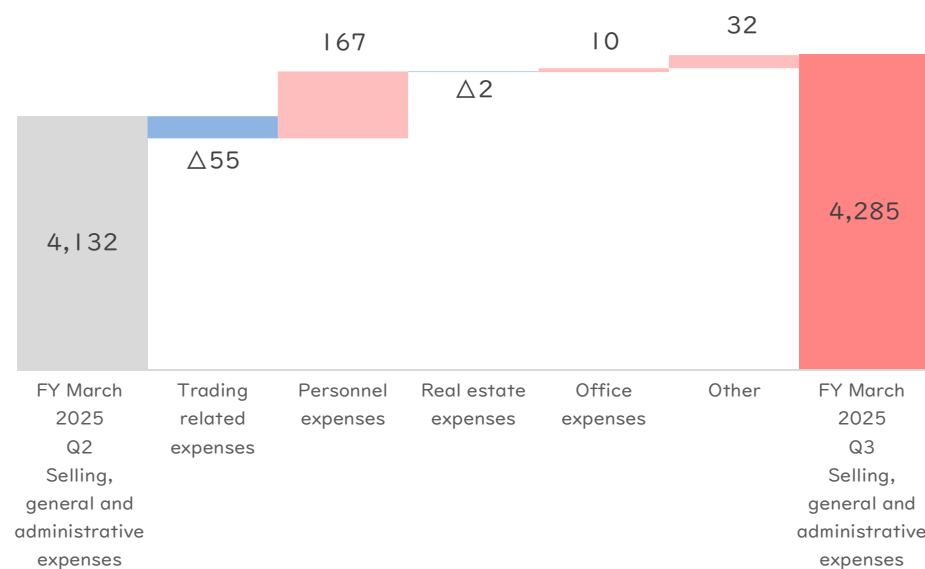
Increase in provisions for bonuses linked to business performance

New NISA system support expenses declined.



## QoQ

Increase in provisions for bonuses linked to business performance



## Recorded ordinary profit for 49 consecutive quarters

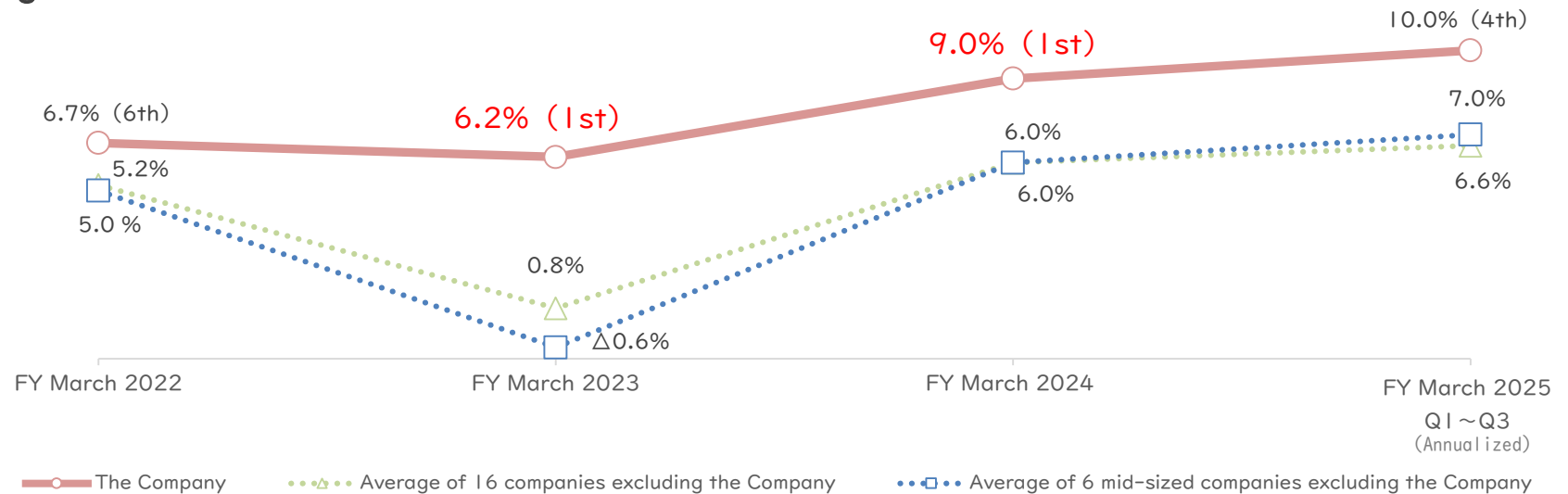
(Millions of yen)

|   | Year ending March 31, 2024 |              |              |              |               | Year ending March 31, 2025 |              |              |               |
|---|----------------------------|--------------|--------------|--------------|---------------|----------------------------|--------------|--------------|---------------|
|   | Q1                         | Q2           | Q3           | Q4           | full year     | Q1                         | Q2           | Q3           | Q1 ~ Q3       |
| <b>Operating revenue</b>                                  | <b>5,711</b>               | <b>5,679</b> | <b>5,922</b> | <b>6,727</b> | <b>24,040</b> | <b>6,653</b>               | <b>6,173</b> | <b>6,857</b> | <b>19,684</b> |
| Commission received                                       | 2,951                      | 2,533        | 2,317        | 3,007        | 10,809        | 2,757                      | 2,207        | 2,610        | 7,575         |
| Brokerage commission                                      | 2,128                      | 1,718        | 1,427        | 2,062        | 7,336         | 1,431                      | 1,239        | 1,529        | 4,201         |
| Commission for underwriting, secondary distribution, etc. | 8                          | 23           | 16           | 58           | 107           | 132                        | 8            | 133          | 273           |
| Fees for offering, secondary distribution, etc.           | 211                        | 151          | 238          | 185          | 787           | 447                        | 217          | 183          | 848           |
| Other fee received  | 602                        | 639          | 635          | 700          | 2,577         | 746                        | 740          | 764          | 2,251         |
| Net trading income  | 2,085                      | 2,484        | 3,001        | 3,064        | 10,636        | 3,191                      | 3,370        | 3,622        | 10,183        |
| Securities  | 2,038                      | 2,437        | 2,957        | 3,026        | 10,459        | 3,143                      | 3,330        | 3,592        | 10,065        |
| Bonds, etc. and other                                     | 47                         | 47           | 44           | 37           | 177           | 47                         | 40           | 30           | 117           |
| Financial revenue   | 674                        | 660          | 603          | 655          | 2,595         | 704                        | 596          | 624          | 1,924         |
| Financial expenses  | 81                         | 64           | 46           | 68           | 259           | 55                         | 58           | 50           | 164           |
| Net operating revenue                                     | 5,630                      | 5,614        | 5,876        | 6,659        | 23,781        | 6,597                      | 6,115        | 6,806        | 19,519        |
| Selling, general and administrative expenses              | 3,945                      | 3,970        | 3,993        | 4,271        | 16,180        | 4,301                      | 4,132        | 4,285        | 12,719        |
| <b>Operating profit</b>                                   | <b>1,685</b>               | <b>1,644</b> | <b>1,883</b> | <b>2,387</b> | <b>7,600</b>  | <b>2,295</b>               | <b>1,982</b> | <b>2,521</b> | <b>6,799</b>  |
| Non-operating income                                      | 198                        | 29           | 144          | 54           | 428           | 324                        | 21           | 156          | 502           |
| Non-operating expenses                                    | 1                          | 5            | 6            | 12           | 25            | 0                          | 20           | 10           | 31            |
| Non-operating profit                                      | 197                        | 24           | 138          | 42           | 403           | 323                        | 0            | 146          | 470           |
| <b>Ordinary profit</b>                                    | <b>1,882</b>               | <b>1,668</b> | <b>2,021</b> | <b>2,430</b> | <b>8,003</b>  | <b>2,619</b>               | <b>1,983</b> | <b>2,667</b> | <b>7,270</b>  |
| Extraordinary profit                                      | 19                         | 24           | 15           | △ 19         | 40            | 5                          | -            | -            | 5             |
| Extraordinary losses                                      | -                          | -            | -            | 95           | 95            | -                          | -            | 0            | 0             |
| Extraordinary profit(loss)                                | 19                         | 24           | 15           | △ 115        | △ 55          | 5                          | -            | △ 0          | 5             |
| Profit before income taxes                                | 1,902                      | 1,693        | 2,037        | 2,314        | 7,947         | 2,625                      | 1,983        | 2,667        | 7,276         |
| <b>Profit attributable to owners of parent</b>            | <b>1,328</b>               | <b>1,169</b> | <b>1,411</b> | <b>1,645</b> | <b>5,554</b>  | <b>1,826</b>               | <b>1,357</b> | <b>1,849</b> | <b>5,033</b>  |

|   | Year ending March 31, 2024 |          |          |          |           | Year ending March 31, 2025 |          |          |           |
|---|----------------------------|----------|----------|----------|-----------|----------------------------|----------|----------|-----------|
|   | Q1                         | Q2       | Q3       | Q4       | full year | Q1                         | Q2       | Q3       | Q1 ~ Q3   |
| Ratio of ordinary profit to operating revenue | 33.0%                      | 29.4%    | 34.1%    | 36.1%    | 33.3%     | 39.4%                      | 32.1%    | 38.9%    | 36.9%     |
| ROE   | 9.1%                       | 7.9%     | 9.2%     | 10.3%    | 9.0%      | 11.1%                      | 8.3%     | 11.1%    | 10.0%     |
| Earnings per share                            | 56.54yen                   | 49.80yen | 60.08yen | 70.08yen | 236.49yen | 77.75yen                   | 57.81yen | 78.72yen | 214.28yen |
| Capital adequacy ratio                        | 846.9%                     | 839.5%   | 856.2%   | 806.9%   | 806.9%    | 757.4%                     | 778.4%   | 785.8%   | 785.8%    |

ROE: annualized

## Changes in ROE



(Note) Seventeen retail securities companies

## Operating Performance Time Series

|   | FY March 2020 | FY March 2021 | FY March 2022 | FY March 2023 | FY March 2024 | (Millions of yen)<br>FY March 2025 Q1 ~ Q3 |
|---|---------------|---------------|---------------|---------------|---------------|--|
| Operating revenue                             | 18,948        | 22,993        | 20,708        | 19,691        | 24,040        | 19,684                                     |
| Ordinary profit                               | 4,239         | 7,530         | 5,799         | 5,165         | 8,003         | 7,270                                      |
| Profit  | 2,700         | 5,362         | 3,756         | 3,564         | 5,554         | 5,033                                      |
| Ratio of ordinary profit to operating revenue | 22.4%         | 32.8%         | 28.0%         | 26.2%         | 33.3%         | 36.9%                                      |
| (Industry ranking *1)                         | 1st           | 3rd           | 3rd           | 1st           | 2nd           | 2nd  |
| (Industry average *2)                         | 3.4%          | 19.8%         | 13.0%         | △2.5%         | 19.0%         | 14.1%                                      |
| Dividends per share                           | 75yen         | 117yen        | 80yen         | 80yen         | 120yen        | -  |
| Dividend payout ratio                         | 65.2%         | 51.3%         | 50.0%         | 52.7%         | 50.7%         | -  |

※1 17 retail securities companies

※2 Industry simple average excluding our company

## Reference : Time Series in operating revenue (by product)

|  | Year ending March 31, 2020 |       | Year ending March 31, 2021 |       | Year ending March 31, 2022 |       | Year ending March 31, 2023 |       | Year ending March 31, 2024 |       | Year ending March 31, 2025 Q1 ~ Q3 |       |
|--|----------------------------|-------|----------------------------|-------|----------------------------|-------|----------------------------|-------|----------------------------|-------|------------------------------------|-------|
|  | Amount                     | %     | Amount                     | %     | Amount                     | %     | Amount                     | %     | Amount                     | %     | Amount                             | %     |
| Japanese equity (※)                        | 5,809                      | 30.7  | 5,781                      | 25.1  | 5,222                      | 25.2  | 9,173                      | 46.6  | 8,480                      | 35.3  | 4,968                              | 25.2  |
| Foreign equity (brokerage commission + MM) | 6,009                      | 31.8  | 11,993                     | 52.1  | 9,625                      | 46.4  | 5,080                      | 25.8  | 11,311                     | 47.0  | 10,778                             | 54.7  |
| Investment trusts (including trust fees)   | 5,087                      | 26.8  | 3,651                      | 15.9  | 4,237                      | 20.5  | 4,073                      | 20.7  | 3,334                      | 13.9  | 3,081                              | 15.7  |
| Bonds                                      | 1,505                      | 7.9   | 1,025                      | 4.5   | 1,112                      | 5.4   | 906                        | 4.6   | 249                        | 1.0   | 366                                | 1.9   |
| Other                                      | 536                        | 2.8   | 541                        | 2.4   | 510                        | 2.5   | 457                        | 2.3   | 664                        | 2.8   | 488                                | 2.5   |
| Operating revenue                          | 18,948                     | 100.0 | 22,993                     | 100.0 | 20,708                     | 100.0 | 19,691                     | 100.0 | 24,040                     | 100.0 | 19,684                             | 100.0 |

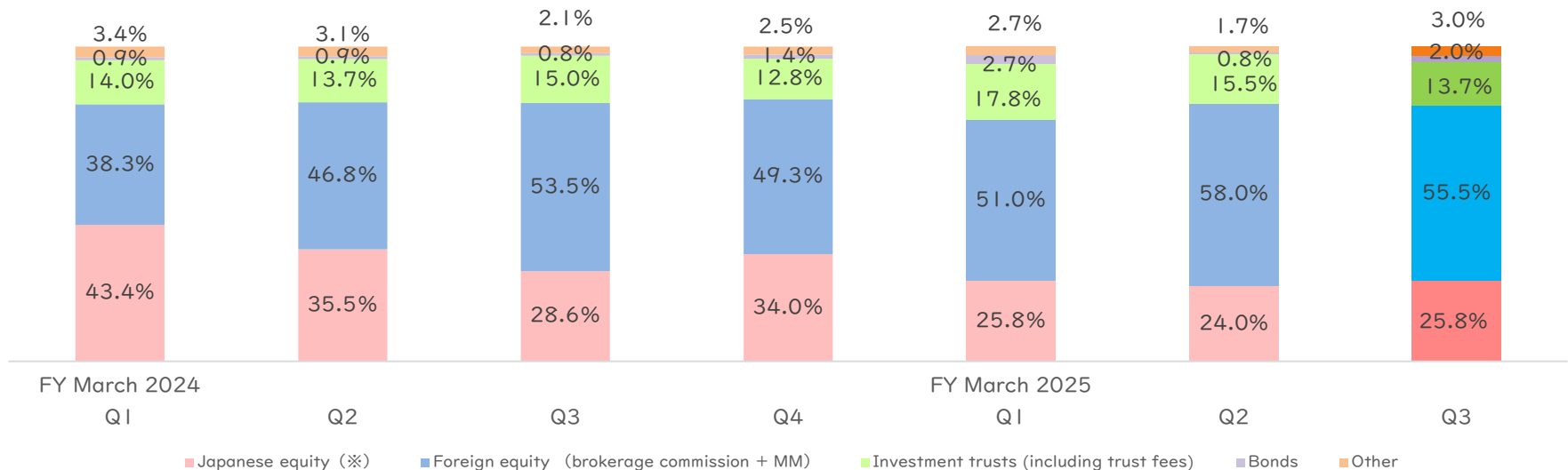
※Includes a portion of financial revenue (margin transaction revenue, etc.)

## Reference : Quarterly changes in operating revenue (by product)

(million yen, %)

|  | Year ending March 31, 2024 |       |        |       |        |       |        |       | Year ending March 31, 2025 |       |        |       |        |       |
|--|----------------------------|-------|--------|-------|--------|-------|--------|-------|----------------------------|-------|--------|-------|--------|-------|
|  | Q1                         |       | Q2     |       | Q3     |       | Q4     |       | Q1                         |       | Q2     |       | Q3     |       |
|  | Amount                     | %     | Amount | %     | Amount | %     | Amount | %     | Amount                     | %     | Amount | %     | Amount | %     |
| Japanese equity (※)                        | 2,478                      | 43.4  | 2,018  | 35.5  | 1,696  | 28.6  | 2,287  | 34.0  | 1,715                      | 25.8  | 1,483  | 24.0  | 1,769  | 25.8  |
| Foreign equity (brokerage commission + MM) | 2,185                      | 38.3  | 2,652  | 46.8  | 3,164  | 53.5  | 3,309  | 49.3  | 3,398                      | 51.0  | 3,577  | 58.0  | 3,802  | 55.5  |
| Investment trusts (including trust fees)   | 801                        | 14.0  | 779    | 13.7  | 888    | 15.0  | 864    | 12.8  | 1,181                      | 17.8  | 958    | 15.5  | 940    | 13.7  |
| Bonds                                      | 50                         | 0.9   | 53     | 0.9   | 48     | 0.8   | 96     | 1.4   | 179                        | 2.7   | 46     | 0.8   | 140    | 2.0   |
| Other                                      | 195                        | 3.4   | 175    | 3.1   | 124    | 2.1   | 169    | 2.5   | 177                        | 2.7   | 106    | 1.7   | 204    | 3.0   |
| Operating revenue                          | 5,711                      | 100.0 | 5,679  | 100.0 | 5,922  | 100.0 | 6,727  | 100.0 | 6,653                      | 100.0 | 6,173  | 100.0 | 6,857  | 100.0 |

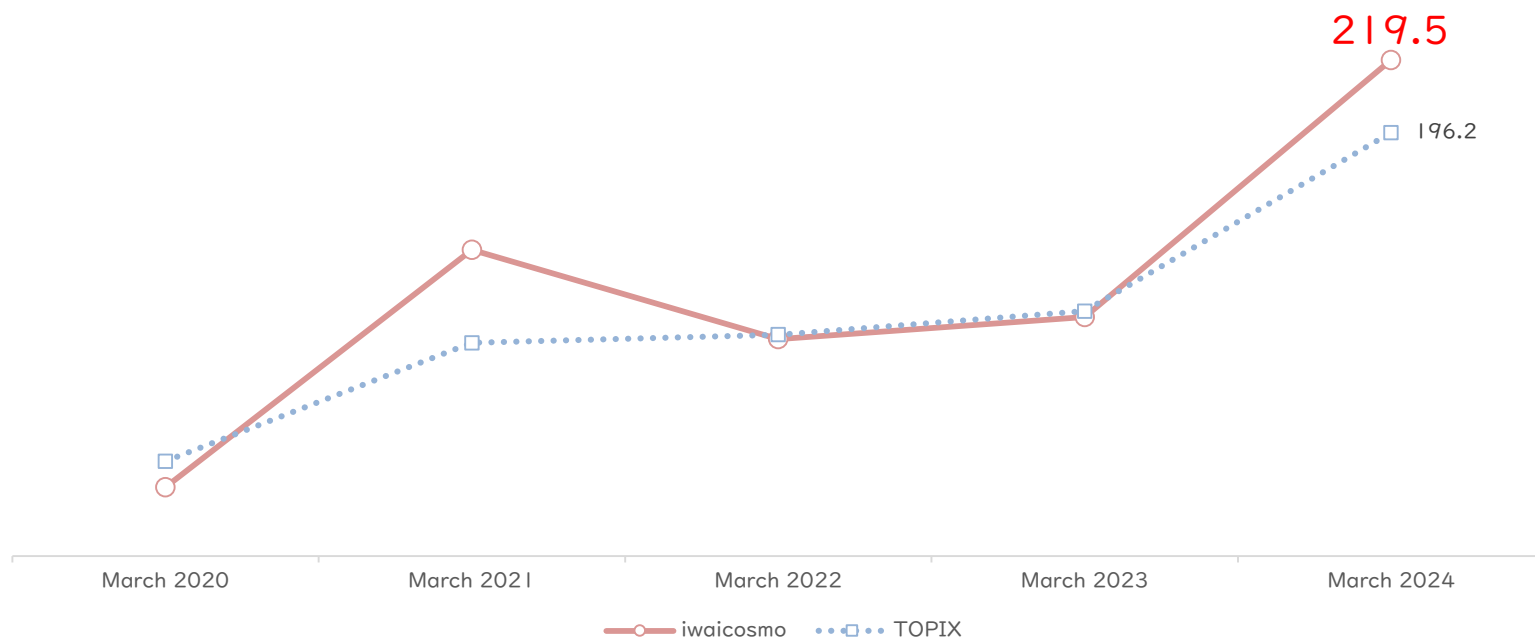
※Includes a portion of financial revenue (margin transaction revenue, etc.)



T S R : Total Shareholder Return

|           | March 2020 | March 2021 | March 2022 | March 2023 | March 2024 |
|-----------|------------|------------|------------|------------|------------|
| iwaicosmo | 82.2       | 158.5      | 129.8      | 136.9      | 219.5      |
| TOPIX     | 90.5       | 128.6      | 131.2      | 138.8      | 196.2      |

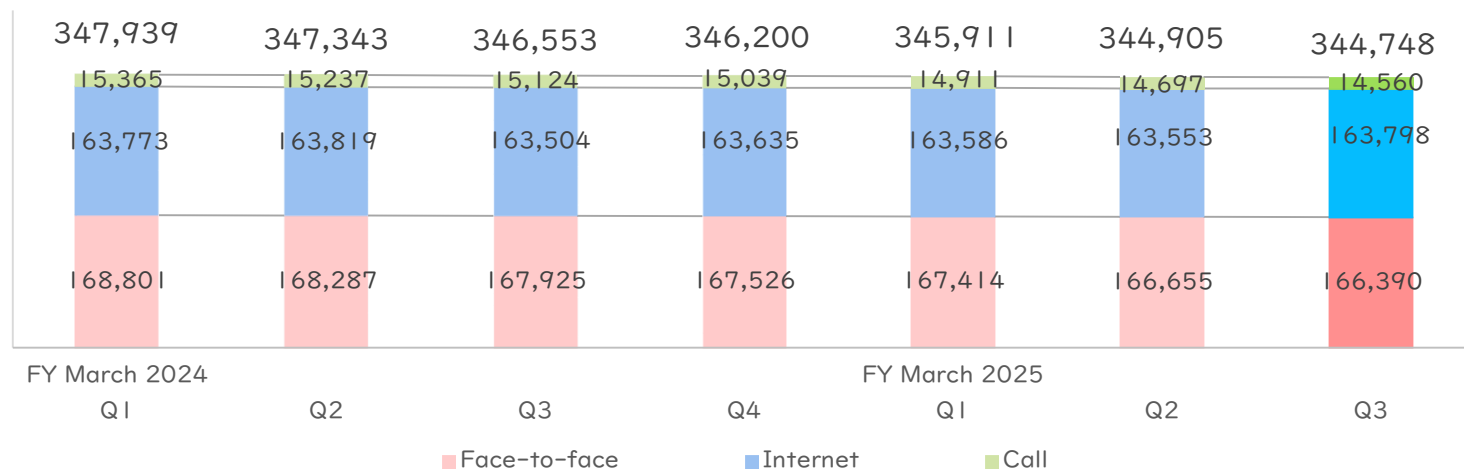
T S R = (Stock price at the end of each fiscal year + Cumulative amount of dividends per share from four fiscal years prior to the current fiscal year to each fiscal year) / Stock price on the last day of the five fiscal years prior to the current fiscal year



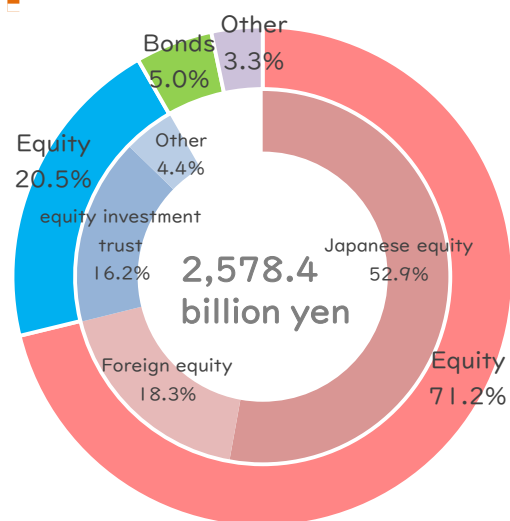


## Quarterly Changes in the Number of Accounts

( Accounts )

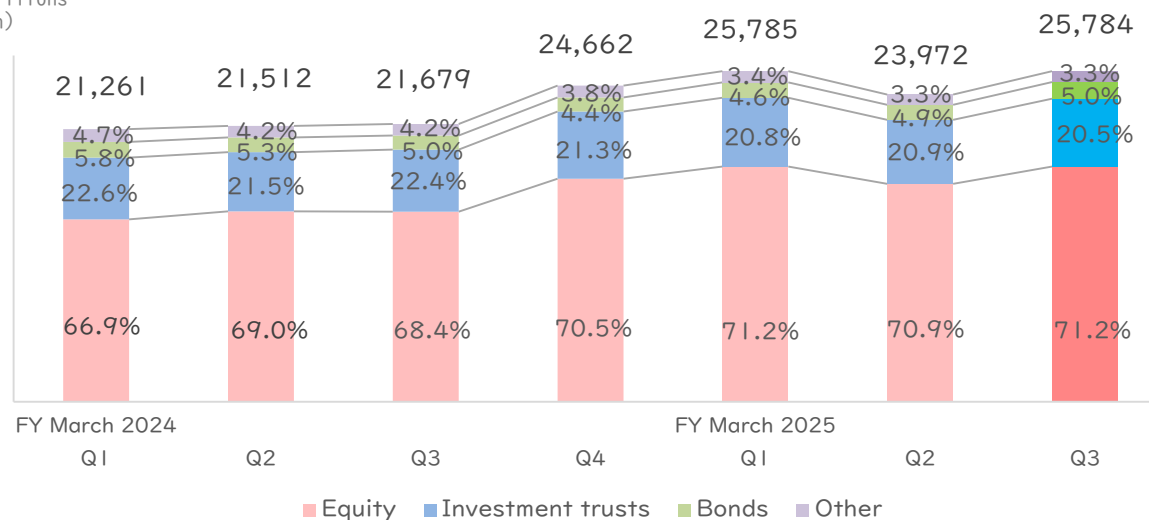


## Assets under Custody



## Changes in assets under custody

(100 millions of yen)



## Social contribution activities

- Introduced Social Contribution Reserve Fund System (from fiscal year ended March 31, 2021)
- 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)
- Sponsorship of the Bunraku Evening, an event to promote the appeal of bunraku (Japanese puppet theater), a traditional performing art that originated in Osaka, to contribute to the development of cultural activities in Osaka
- Sponsorship of Japan Annual-International Arts Festival to promote Japanese history, art, and culture



## Reduction of environmental burden

- Use of environmentally-friendly handouts and envelopes made from recycled old banknotes (banknote cutting waste).
- Introduction of electric vehicles as business cars at the head office
- Gradually switched branch lighting to LED
- The Tokyo head office (Kayabacho Green Building) is a state-of-the-art energy-saving building that uses a hybrid radiant air-conditioning system and other equipment that is both earth- and people-friendly, thereby efficiently saving on energy consumption and water resources.
- Compared to the target of reducing CO2 emissions by 55% or more by the fiscal year ending March 31, 2025, realized a 56.2% reduction in emissions by the end of the fiscal year ended March 31, 2024, achieving the original target two years ahead of schedule ( the fiscal year ending March 31, 2025, realized a 59.0% )



## Promoting active participation by diverse human resources

- Percentage of female officers 33.3% (three out of nine)  
Achieved the target (30% by 2030) required by the government for TSE prime listed companies by the end of June 2023!
- Percentage of female managers 19.3% (As of December 31, 2024) <Target: 25.0%>



## Newspaper publications, press releases, etc.

|      |        |   |
|------|--------|---|
| 2024 | Apr 1: | Launched free brokerage for Japanese and U.S. equities through NISA accounts at “Cosmo Netre” online trading platform |
|      | Apr26: | IwaiCosmo Holdings: First increase in bottom line profit for three years (Nikkei Shimbun, Nikkei Online Edition)      |
|      | Aug~   | Produced and began airing new TV commercials to further increase recognition of the company and its services          |
|      | Sep24: | Opening of the renovated Nishiogikubo Branch  |
|      | Oct~   | Renewal of the stock price information screen at the Tokyo Call Center  |
|      | Oct26: | IwaiCosmo: April to September profit up 28% driven by bonds and U.S. stocks (Nikkei Shimbun, Nikkei Online Edition).  |

new television commercials  
(face-to-face trading edition)



The “face-to-face trading episode” highlights the information and analytical capabilities of analysts in the Investment Research Department.

new television commercials  
(online trading edition).



“The “online trading episode” features Shigeru Fujimoto, a senior citizen day trader who has been a hot topic on TV and in magazines, and highlights user-friendliness and customer-support capabilities of online trading tools.

### < Actively rolled out various campaigns >



### < Renewal of the stock price information screen at the Tokyo Call Center >



The stock price information screen at the Tokyo Call Center was renewed to allow the press to use it when covering economic indicators and various events that affect the stock market.



(For inquiries)

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This material is provided for the purpose of providing information on operating performance for up to the nine months ended December 2024, 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 December 31, 2024, and opinions and forecasts contained represent the Company's views.

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