
Materials on Consolidated Financial Results for the Three Months Ended June 30, 2025

-Financial Summary and the Company's Initiatives-



(stock code : 8707)

August 2025

Operating
revenue

Second
in the
series(※)

6,758 millions of yen

YoY +1.6%

Operating
profit

Second
in the
series(※)

2,409 millions of yen

YoY +5.0%

Ordinary
profit

Second
in the
series(※)

2,693 millions of yen

YoY +2.8%

Recorded ordinary profit for
51 consecutive quarters

Profit attributable
to owners of parent

Second
in the
series(※)

2,185 millions of yen

YoY +19.7%

Earnings
per share

93.03 yen

YoY 77.75yen

ROE

13.0%

YoY 11.0%

Ratio of ordinary
profit to operating
revenue

39.9%

YoY 39.4%

Fixed cost
coverage ratio

38.7%

YoY 42.8%

TSR
(Total Shareholder
Return)

(※) March 2025

313.3%

TOPIX 213.4%

(※) At the end of the first quarter

☆ Focusing more on selling US stocks with high growth expectations

- Trading profit exceeds 4 billion yen for the first time, reaching a record high (quarterly basis)

☆ Initiatives in the Sixth Medium-Term Management Plan

(fiscal years ending March 2026 to March 2028)

- Interim dividend: DOE plans to pay a dividend of approximately 2%
- Sale of investment securities (management focused on capital efficiency)
- Implemented continuous wage increases for 14 consecutive years

☆ Compensation for damages caused by unauthorized access, etc.

(Iwai Cosmo Securities)

- Full compensation has been provided regardless of the provisions of the terms and conditions.
- The impact of the compensation amount on Iwai Cosmo HD's business performance is minimal.
- We plan to add FIDO authentication (※), registered phone authentication service, and make it mandatory for two-factor authentication.

(※FIDO authentication is multi-factor authentication that uses identity verification information such as biometric authentication and passcodes.)

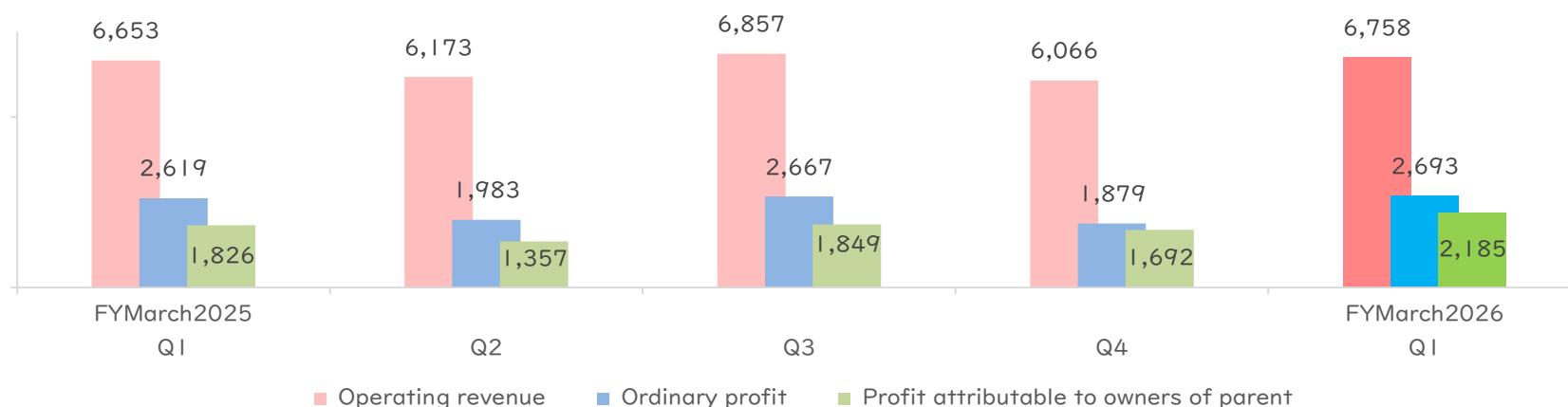
Management Summary

• Operating revenue, operating profit, ordinary profit, and profit attributable to owners of parent for the three-month period were the second highest after the first quarter of the fiscal year ended March 31, 2014 when the Bank of Japan implemented large-scale monetary easing (“Kuroda’ s bazooka”).

(Millions of yen, %)

	Year ended March 31, 2025		Year ending March 31, 2026	Change (%) compared with the same period last year	Change (%) compared with the previous quarter
	Q1	Q4	Q1		
Operating revenue	6,653	6,066	6,758	1.6%	11.4%
Net operating revenue	6,597	5,998	6,691	1.4%	11.6%
Selling, general and administrative expenses	4,301	4,149	4,281	△0.5%	3.2%
Operating profit	2,295	1,849	2,409	5.0%	30.3%
Ordinary profit	2,619	1,879	2,693	2.8%	43.3%
Profit attributable to owners of parent	1,826	1,692	2,185	19.7%	29.1%
Earnings per share	77.75yen	72.06yen	93.03yen	19.7%	29.1%
Net assets per share	2,764.96yen	2,882.29yen	2,823.32yen	2.1%	△2.0%
ROE	11.1%	10.0%	13.0%	2.0pt	3.0pt

※ Annualized for ROE



Operating revenue

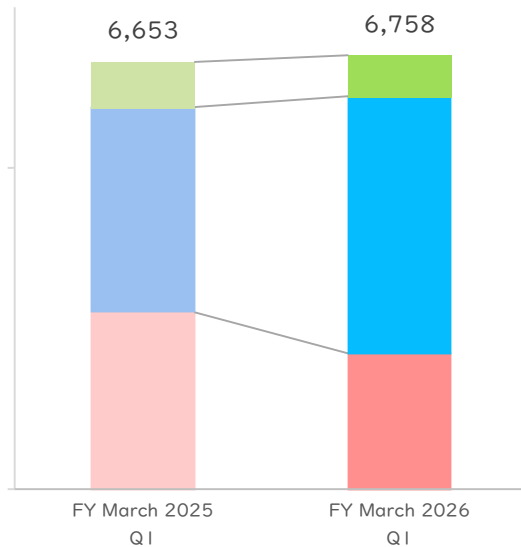
Although commission received declined, operating revenue increased 1.6% year on year due to higher net trading income.

	FY March 2025 Q1	FY March 2026 Q1	Percentage change from the previous fiscal year
Commission received	2,757	2,111	Δ23.4%
Net trading income	3,191	4,006	25.5%
Financial revenue	704	640	Δ9.1%
Operating revenue	6,653	6,758	1.6%

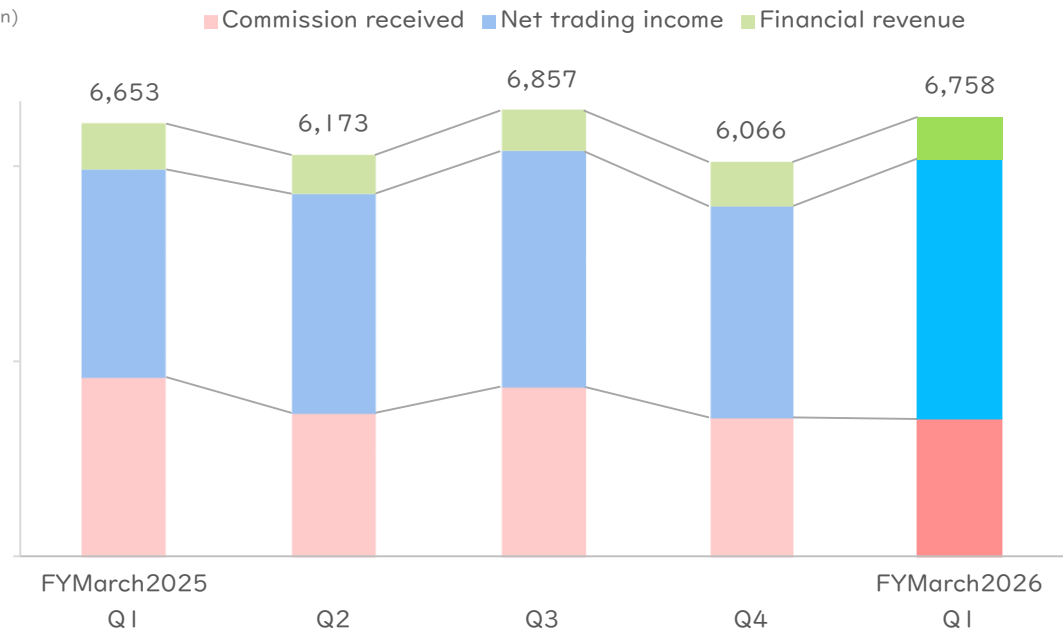
(million yen)

FY March 2025 Q1	Q2	Q3	Q4	FY March 2026 Q1	Change (%) compared with the previous quarter
2,757	2,207	2,610	2,135	2,111	Δ1.1%
3,191	3,370	3,622	3,249	4,006	23.3%
704	596	624	681	640	Δ6.0%
6,653	6,173	6,857	6,066	6,758	11.4%

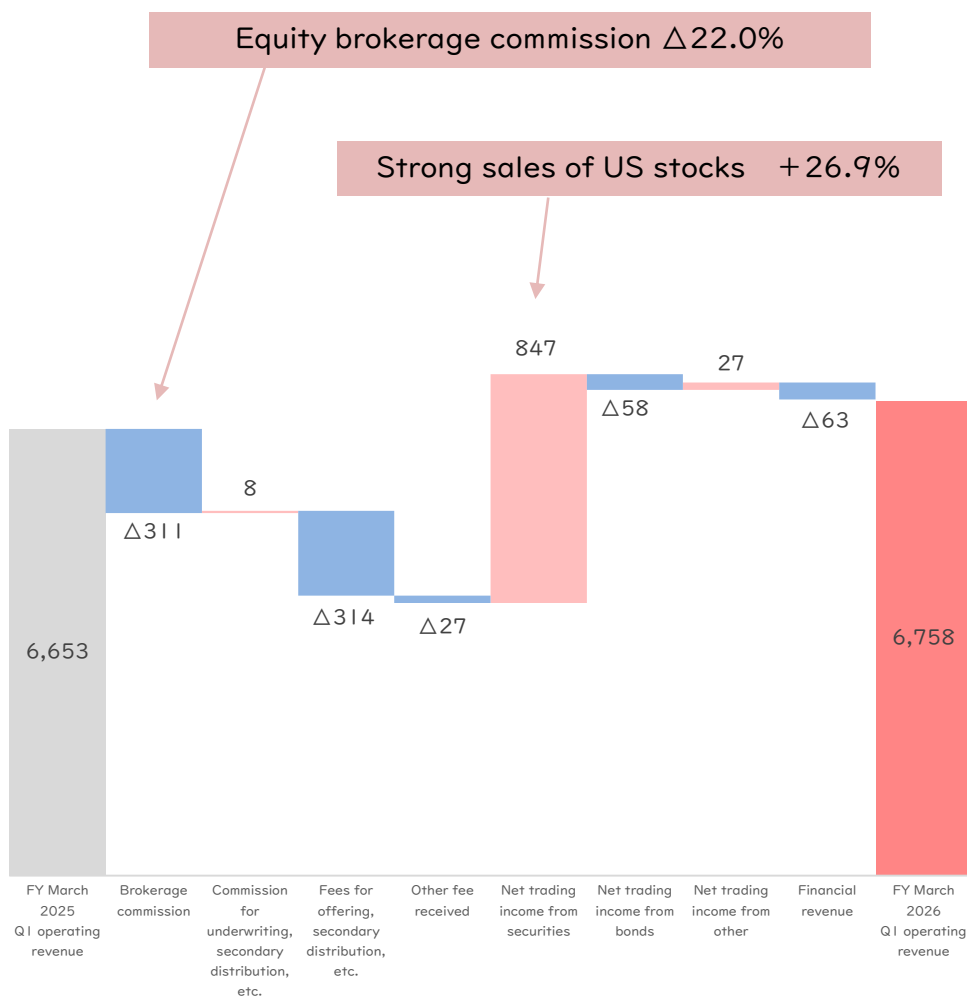
(Millions of yen)



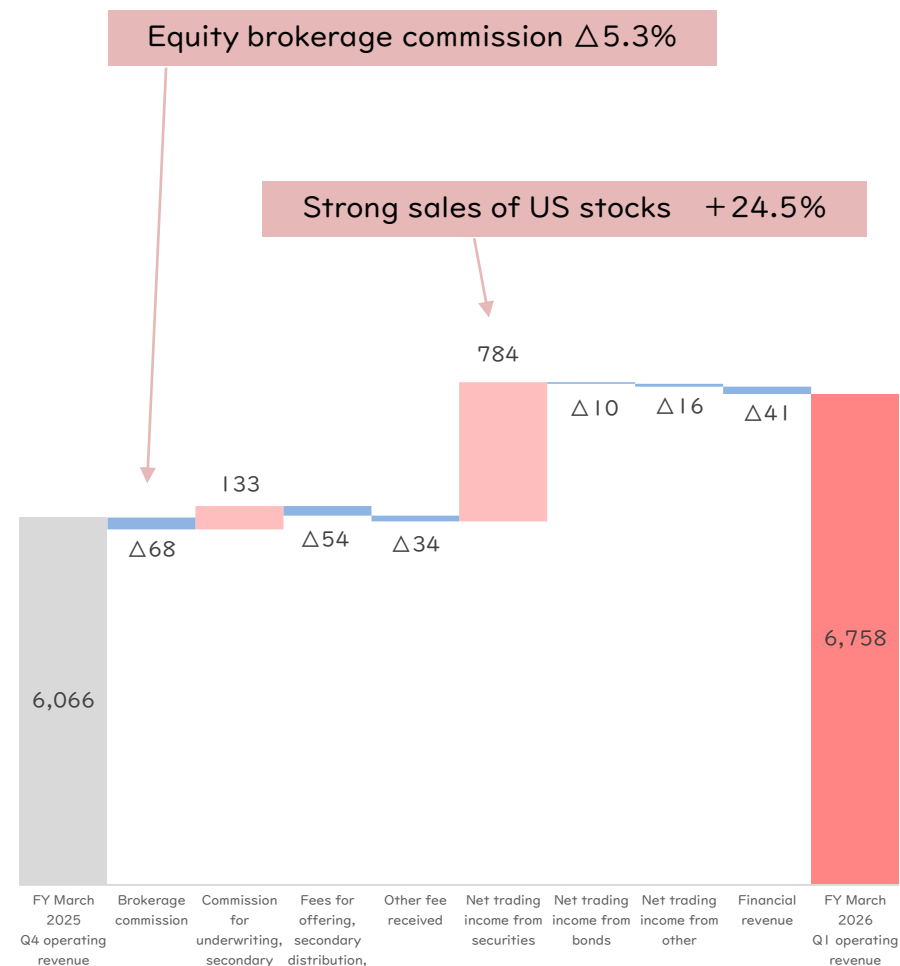
(Millions of yen)



YoY



QoQ



Commission receive

While commission for underwriting, secondary distribution, etc. increased 6.5% year on year

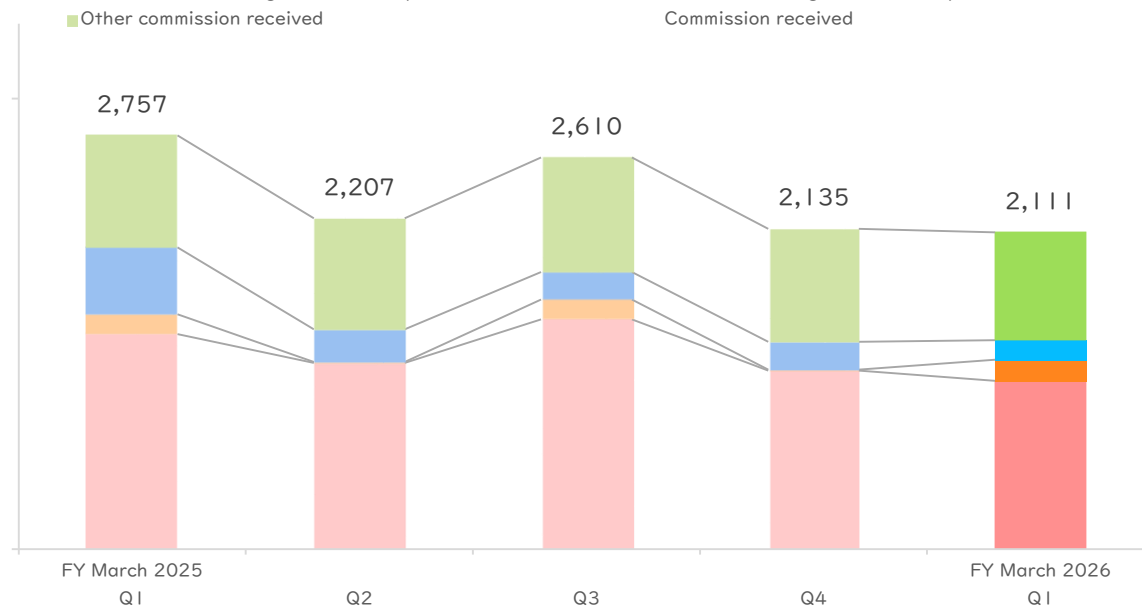
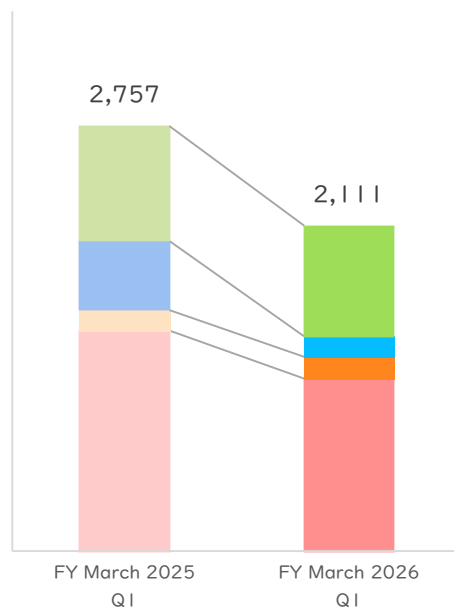
	FY March 2025 Q1	FY March 2026 Q1	Percentage change from the previous fiscal year						(million yen)	
	FY March 2025 Q1	FY March 2026 Q1		FY March 2025 Q1	Q2	Q3	Q4	FY March 2026 Q1		Change (%) compared with the previous quarter
Brokerage commission	1,431	1,120	△21.8%	1,431	1,239	1,529	1,188	1,120		△5.8%
Fees for underwriting and secondary distribution	132	140	6.5%	132	8	133	7	140		-
Fees for offering and secondary distribution	447	132	△70.3%	447	217	183	186	132		△28.9%
Other commission received	746	718	△3.7%	746	740	764	752	718		△4.6%
Commission received	2,757	2,111	△23.4%	2,757	2,207	2,610	2,135	2,111		△1.1%

(Millions of yen)

(Millions of yen)

■ Fees for underwriting and secondary distribution
■ Other commission received

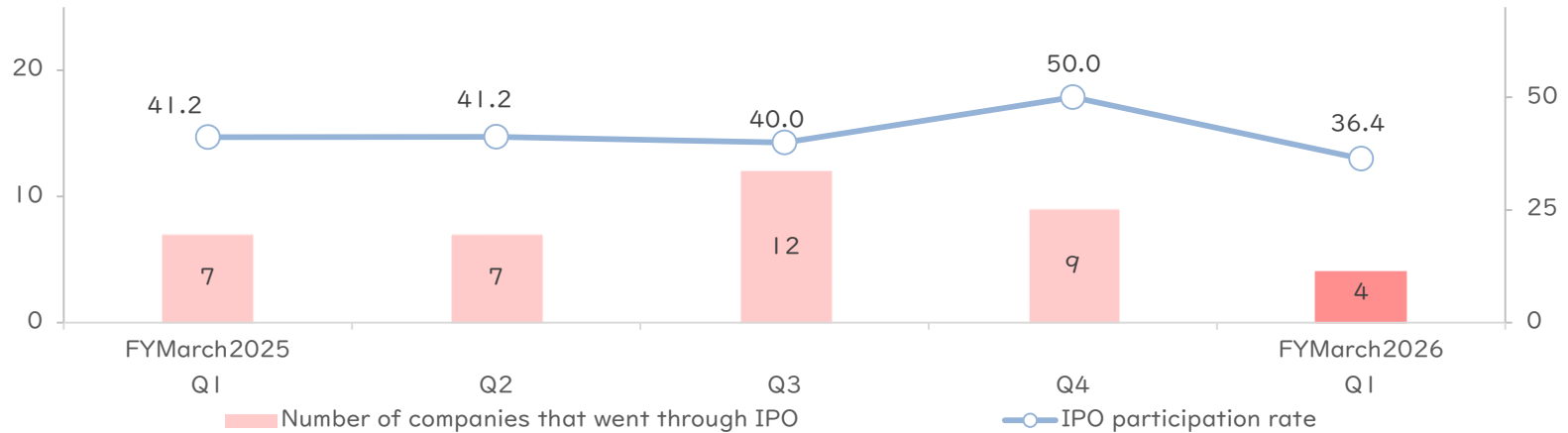
■ Fees for offering and secondary distribution
■ Commission received



Quarterly Changes in IPO Transactions

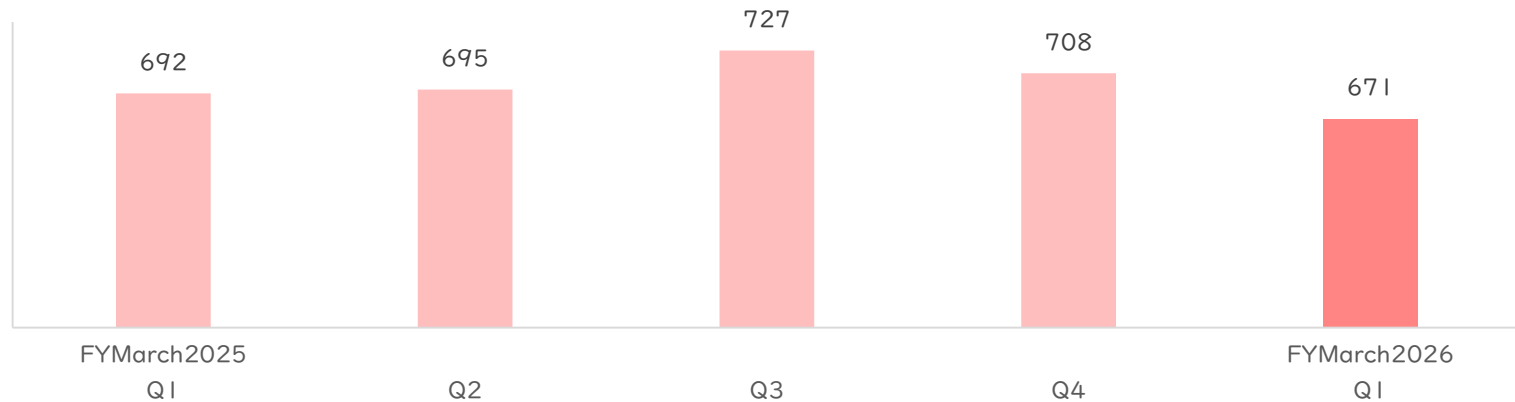
(Companies)

(%)



Changes in trust fees

(Millions of yen)



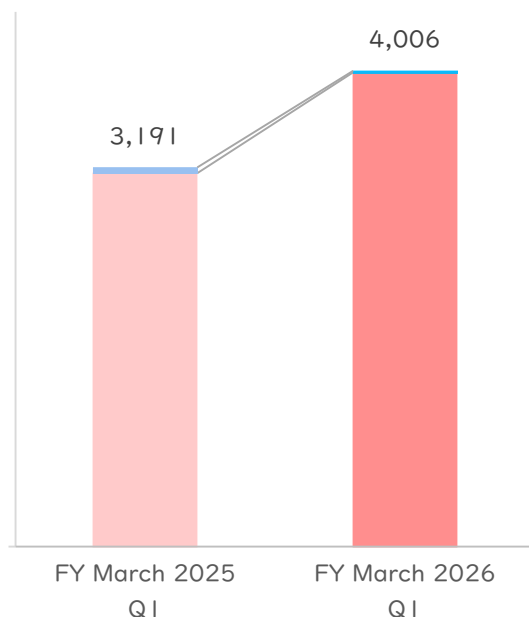
Net trading income

Further focus on proposal-based sales of U.S. stocks led to a 26.9% year-on-year increase in net trading income from share certificates and other securities.

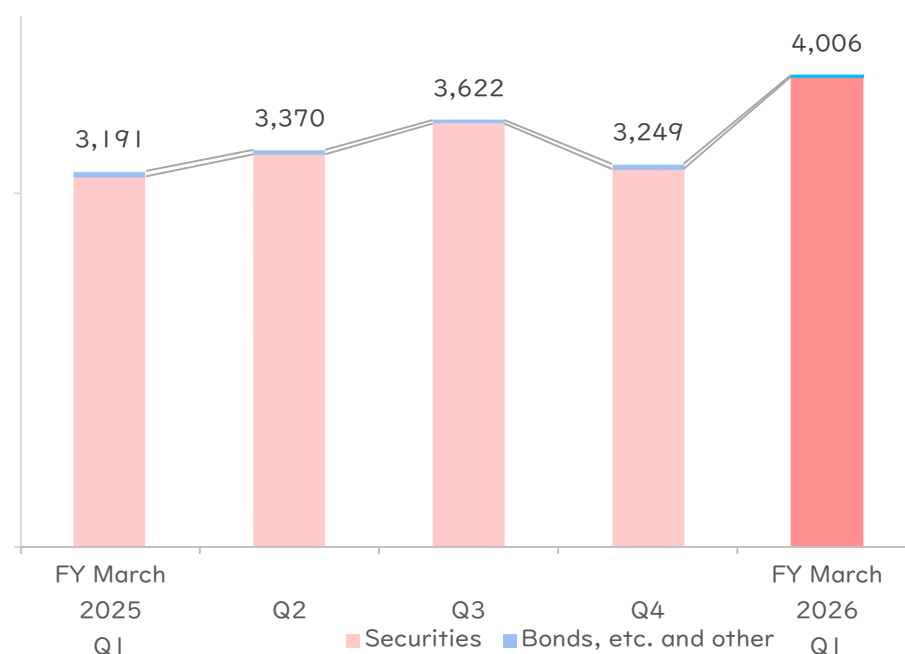
	FY March 2025 Q1	FY March 2026 Q1	Percentage change from the previous fiscal year
Securities	3,143	3,990	26.9%
Bonds, etc. and other	47	15	△66.8%
Net trading income	3,191	4,006	25.5%

					(million yen)	
FY March 2025 Q1	Q2	Q3	Q4	FY March 2026 Q1	Change (%) compared with the previous quarter	
3,143	3,330	3,592	3,206	3,990	24.5%	
47	40	30	43	15	△63.5%	
3,191	3,370	3,622	3,249	4,006	23.3%	

(Millions of yen)



(Millions of yen)



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

Balance of customers' borrowing on margin transactions: 45.8 billion yen (As of June 30, 2025) ,6th in industry (17 retail securities companies, excluding online securities companies).

Margin transaction revenue declined 22.2% year on year while interest income increased 105.6% year on year.

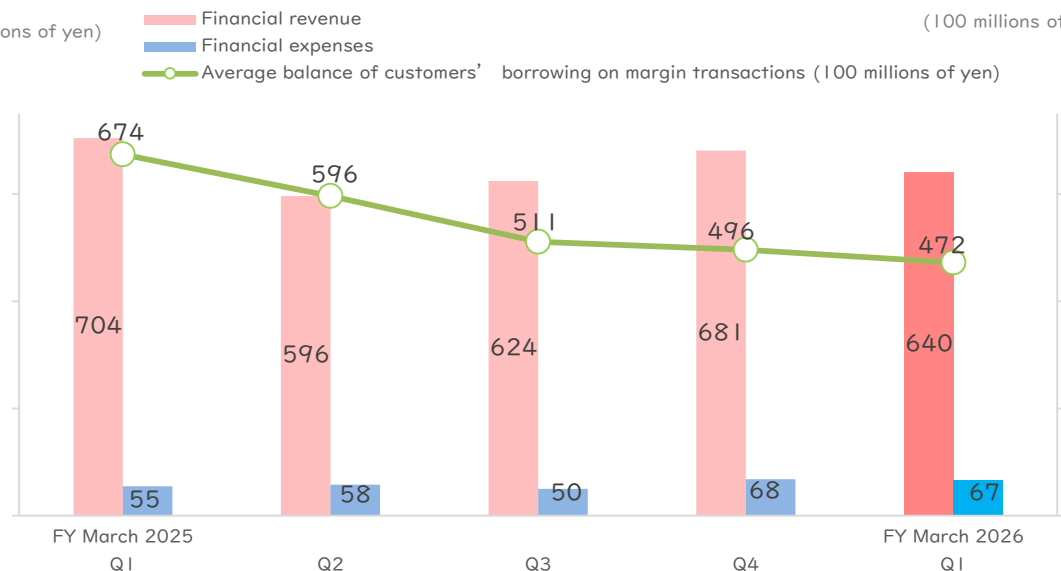
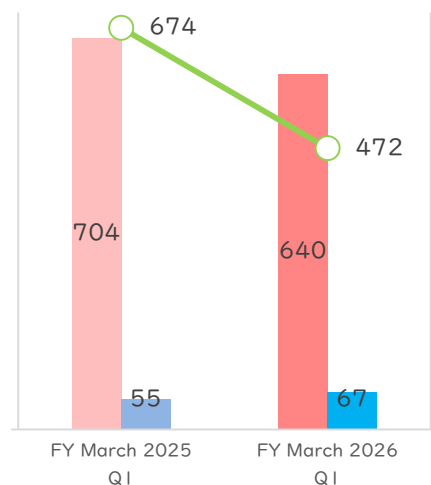
	FY March 2025 Q1	FY March 2026 Q1	Percentage change from the previous fiscal year		FY March 2025 Q1	Q2	Q3	Q4	FY March 2026 Q1	Change (%) compared with the previous quarter
Financial revenue	704	640	△9.1%		704	596	624	681	640	△6.0%
Financial expenses	55	67	21.2%		55	58	50	68	67	△1.4%
Financial balance	648	572	△11.7%		648	538	573	613	572	△6.6%
Average balance of customers' borrowing on margin transactions (100 millions of yen)	674	472	△29.9%		674	596	511	496	472	△4.8%

(Millions of yen)

(100 millions of yen)

(Millions of yen)

(100 millions of yen)

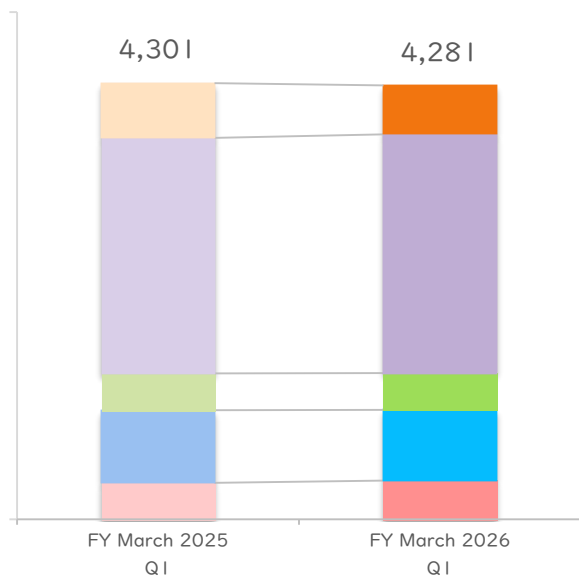


Selling, general and administrative expenses

Administrative expenses decreased 2.4% year-on-year, mainly due to a review of outsourced operations. Further management efficiency improvements will be pursued.

	FY March 2025 Q1	FY March 2026 Q1	Percentage change from the previous fiscal year	FY March 2025 Q1	Q2	Q3	Q4	FY March 2026 Q1	Change (%) compared with the previous quarter
Trading related expenses	539	483	△10.3%	539	536	481	570	483	△15.1%
Personnel expenses	2,322	2,354	1.4%	2,322	2,216	2,383	2,178	2,354	8.1%
Real estate expenses	361	361	0.2%	361	366	363	367	361	△1.4%
Office expenses	715	698	△2.4%	715	678	689	678	698	3.0%
Other	362	382	5.6%	362	333	366	355	382	7.6%
Selling, general and administrative expenses	4,301	4,281	△0.5%	4,301	4,132	4,285	4,149	4,281	3.2%

(Millions of yen)



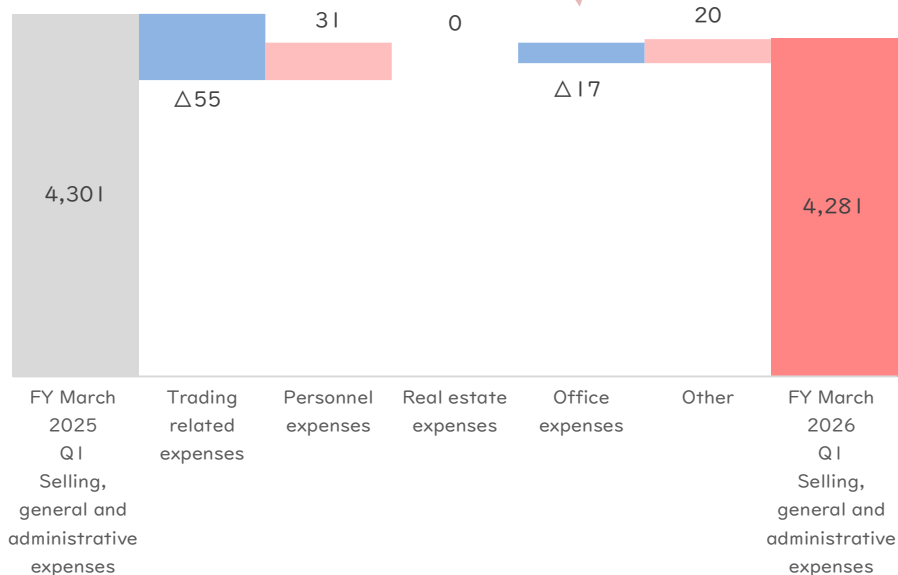
(Millions of yen)



YoY

The main drivers were increases in salary levels (increase in base salaries and regular salary increases) and provision of allowance for performance-linked bonuses.

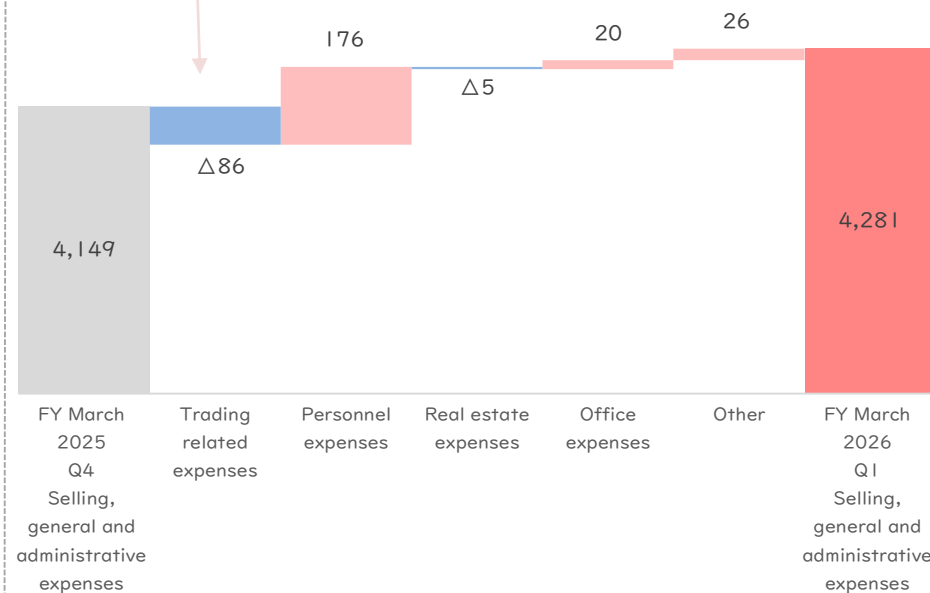
The main reason is a review of operations.



QoQ

TV commercial airing fees declined

increased in provisions for bonuses linked to business performance



Recorded ordinary profit for 51 consecutive quarters

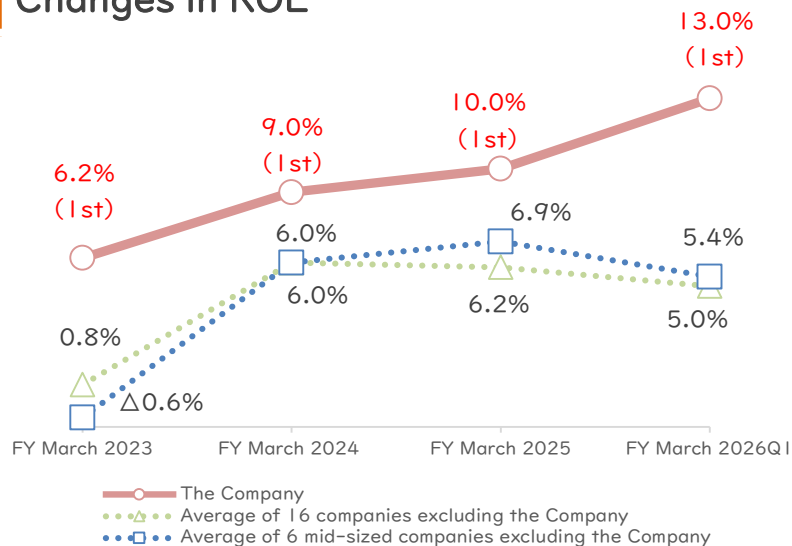
(Millions of yen)

	Year ending March 31, 2025					Year ending March 31, 2026
	Q1	Q2	Q3	Q4	full year	Q1
Operating revenue	6,653	6,173	6,857	6,066	25,750	6,758
Commission received	2,757	2,207	2,610	2,135	9,711	2,111
Brokerage commission	1,431	1,239	1,529	1,188	5,390	1,120
Commission for underwriting, secondary distribution, etc.	132	8	133	7	281	140
Fees for offering, secondary distribution, etc.	447	217	183	186	1,035	132
Other fee received	746	740	764	752	3,004	718
Net trading income	3,191	3,370	3,622	3,249	13,433	4,006
Securities	3,143	3,330	3,592	3,206	13,272	3,990
Bonds, etc. and other	47	40	30	43	161	15
Financial revenue	704	596	624	681	2,605	640
Financial expenses	55	58	50	68	232	67
Net operating revenue	6,597	6,115	6,806	5,998	25,517	6,691
Selling, general and administrative expenses	4,301	4,132	4,285	4,149	16,868	4,281
Operating profit	2,295	1,982	2,521	1,849	8,648	2,409
Non-operating income	324	21	156	45	548	294
Non-operating expenses	0	20	10	15	47	11
Non-operating profit	323	0	146	30	501	283
Ordinary profit	2,619	1,983	2,667	1,879	9,150	2,693
Extraordinary profit	5	-	-	-	5	444
Extraordinary losses	-	-	0	0	0	-
Extraordinary profit(loss)	5	-	△ 0	△ 0	5	444
Profit before income taxes	2,625	1,983	2,667	1,879	9,155	3,138
Profit attributable to owners of parent	1,826	1,357	1,849	1,692	6,725	2,185

	Year ending March 31, 2025					Year ending March 31, 2026 Q1
	Q1	Q2	Q3	Q4	full year	
Ratio of ordinary profit to operating revenue	39.4%	32.1%	38.9%	31.0%	35.5%	39.9%
ROE	11.1%	8.3%	11.1%	10.0%	10.0%	13.0%
Earnings per share	77.75yen	57.81yen	78.72yen	72.06yen	286.34yen	93.03yen
Capital adequacy ratio	757.4%	778.4%	785.8%	754.3%	754.3%	791.1%

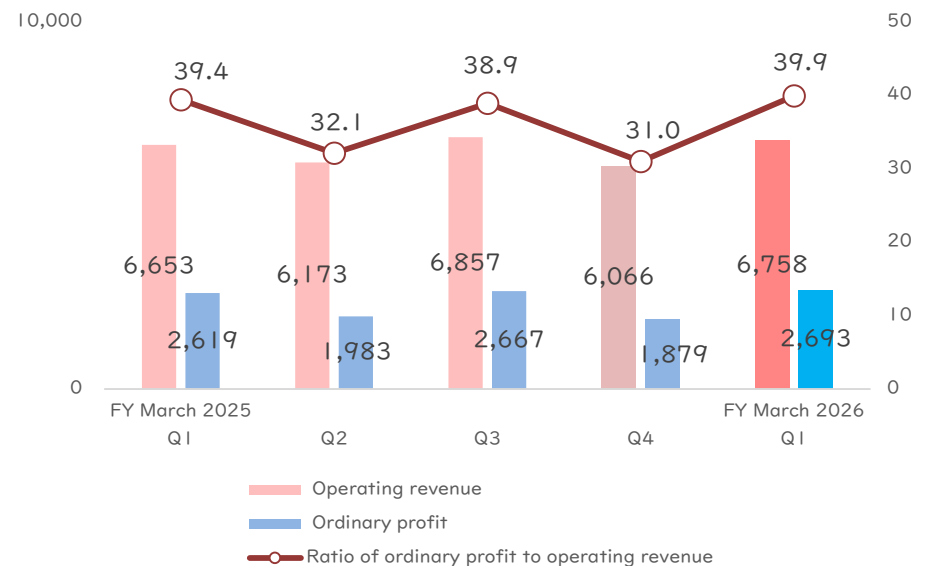
ROE: annualized

Changes in ROE



(Note) Seventeen retail securities companies

Ratio of ordinary profit to operating revenue



Operating Performance Time Series

(Millions of yen)

	FY March 2022	FY March 2023	FY March 2024	FY March 2025	FY March 2026 Q1
Operating revenue	20,708	19,691	24,040	25,750	6,758
Ordinary profit	5,799	5,165	8,003	9,150	2,693
Profit	3,756	3,564	5,554	6,725	2,185
Ratio of ordinary profit to operating revenue	28.0%	26.2%	33.3%	35.5%	39.9%
(Industry ranking *1)	3rd	1st	2nd	2nd	2nd
(Industry average *2)	13.0%	△2.5%	19.0%	10.8%	10.6%
Dividends per share	80yen	80yen	120yen	145yen	—
Dividend payout ratio	50.0%	52.7%	50.7%	50.6%	—

※1 Listed securities and major securities companies excluding online securities companies

※2 Simple industry average excluding the Company

Reference : Time Series in operating revenue (by product)

	Year ending March 31, 2022		Year ending March 31, 2023		Year ending March 31, 2024		Year ending March 31, 2025		Year ending March 31, 2026	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Japanese equity (※)	5,222	25.2	9,173	46.6	8,480	35.3	5,762	22.4	1,224	18.2
Foreign equity (brokerage commission + MM)	9,625	46.4	5,080	25.8	11,311	47.0	14,795	57.5	4,291	63.5
Investment trusts (including trust fees)	4,237	20.5	4,073	20.7	3,334	13.9	4,018	15.6	839	12.4
Bonds	1,112	5.4	906	4.6	249	1.0	413	1.6	158	2.3
Other	510	2.5	457	2.3	664	2.8	759	2.9	244	3.6
Operating revenue	20,708	100.0	19,691	100.0	24,040	100.0	25,750	100.0	6,758	100.0

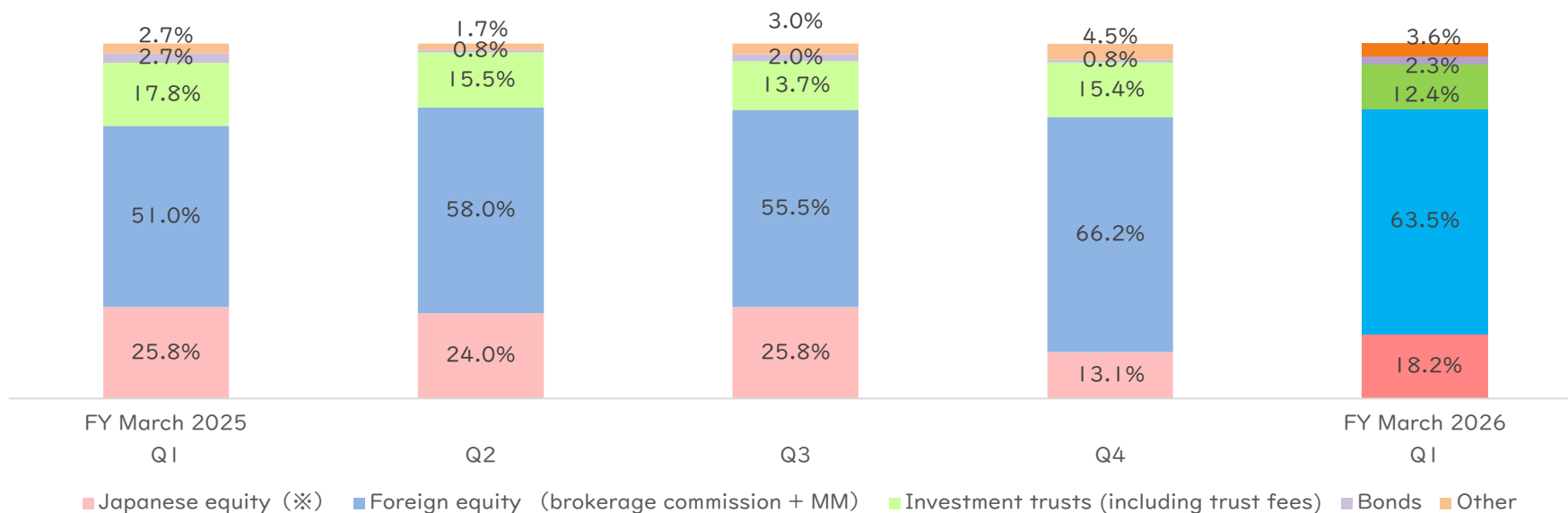
※Includes a portion of financial revenue (margin transaction revenue, etc.)

Reference : Quarterly changes in operating revenue (by product)

(million yen, %)

	Year ending March 31, 2025								Year ending March 31, 2026	
	Q1		Q2		Q3		Q4		Q1	
	Amount	%	Amount	%	Amount	%	Amount	%	Amount	%
Japanese equity (※)	1,715	25.8	1,483	24.0	1,769	25.8	793	13.1	1,224	18.2
Foreign equity (brokerage commission + MM)	3,398	51.0	3,577	58.0	3,802	55.5	4,017	66.2	4,291	63.5
Investment trusts (including trust fees)	1,181	17.8	958	15.5	940	13.7	937	15.4	839	12.4
Bonds	179	2.7	46	0.8	140	2.0	46	0.8	158	2.3
Other	177	2.7	106	1.7	204	3.0	270	4.5	244	3.6
Operating revenue	6,653	100.0	6,173	100.0	6,857	100.0	6,066	100.0	6,758	100.0

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



Including shareholder returns (dividends), the total shareholder return achieved high returns compared to the market as a whole (TOPIX).

T S R : Total Shareholder Return

	March 2021	March 2022	March 2023	March 2024	March 2025
iwaicosmo	200.2	162.5	171.8	280.3	313.3
TOPIX	142.1	145.0	153.4	216.8	213.4

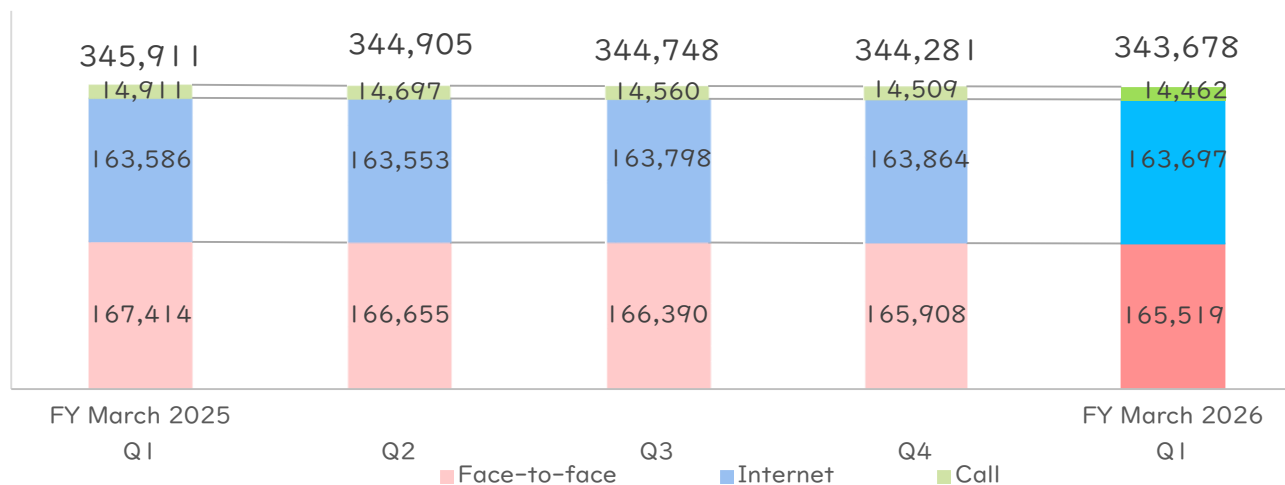
T S R = (Stock price at the end of each fiscal year + Cumulative amount of dividends per share from four fiscal years prior to the current fiscal year to each fiscal year) / Stock price on the last day of the five fiscal years prior to the current fiscal year

Reference: 10-year stock price trends for our company and TOPIX (based on stock prices as of June 1, 2016)

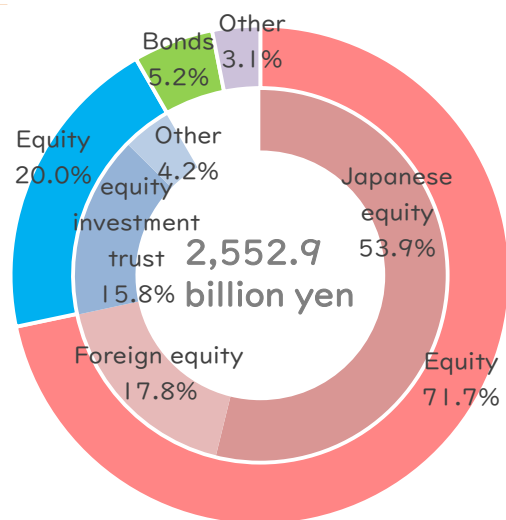


Quarterly Changes in the Number of Accounts

(Accounts)

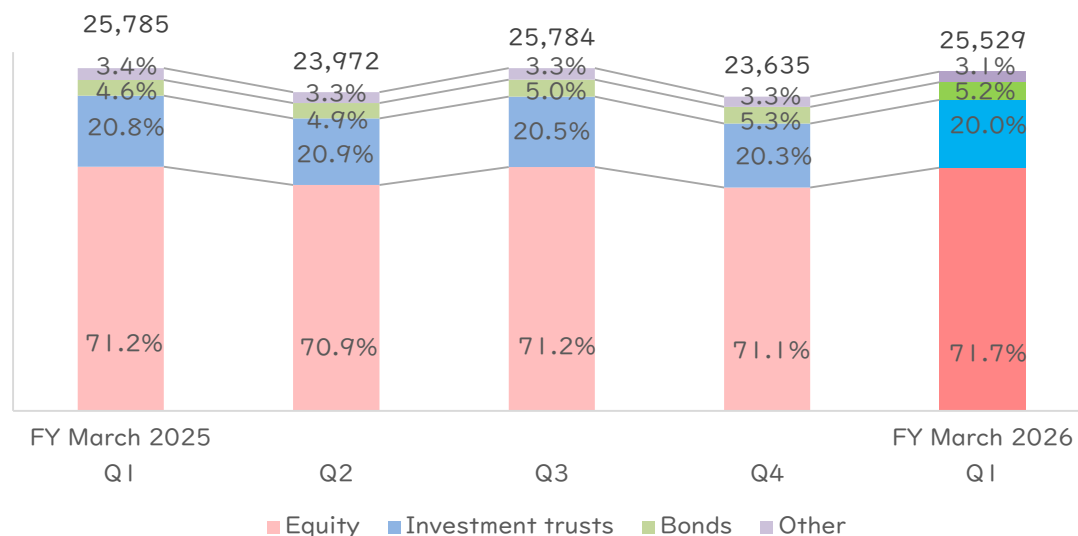


Assets under Custody



Changes in assets under custody

(100 millions of yen)



Newspaper publications, press releases, etc.

2025	Apr12:	High hurdles to achieving 3 trillion yen in economic benefits from the Expo (Toyo Keizai)
	Apr25:	Sixth Medium-Term Management Plan (from the fiscal year ending March 31, 2026 to the fiscal year ending March 31, 2028) announced
	Apr26:	IwaiCosmo: Net profit up 21% in fiscal year ended March 31, 2025 with strong trading in U.S. stocks (Nikkei Shimbun, Nikkei Online Edition)

Actively rolled out various campaigns



Group company IwaiCosmo Securities participates in the Shareholders Incentives Endowment Fund for the SDGs operated by the Japan Securities Dealers Association in order to contribute to solving social issues. IwaiCosmo Securities recently received letters of appreciation from the Japan Association for the UN World Food Programme (JAWFP) and the National Land Afforestation Promotion Organization, two of the organizations it donates to.



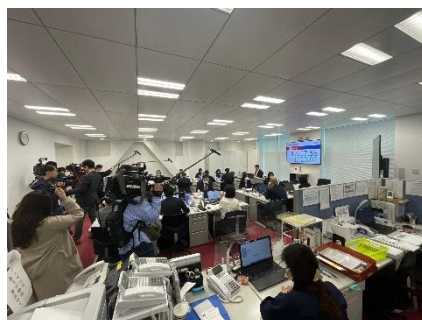
(Photo from left) Yoshiaki Okitsu, Chairman and CEO, IwaiCosmo Holdings、Aoki, Director, Office of Business Planning, Japan Association for the WFP



(Photo from left) Yoshiaki Okitsu, Chairman and CEO, IwaiCosmo Holdings、Managing Director Oda of the National Land Afforestation Promotion Organization

< The press covering the event >

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(For inquiries)

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It has been prepared based on data available up to and including June 30, 2025, and opinions and forecasts contained represent the Company's views.

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