FINANCIAL RESULTS (CONSOLIDATED)

Trend of Financial Results (Semi-Annual)

Operating revenue, Ordinary income (Million Yen)

Operating Revenue
Ordinary Income
Net Income

¥11.16 billion gain of negative goodwill by acquiring Takagi Securities

Recorded positive ordinary income non stop for 28 consecutive quarters

1H calculated excluding Takagi Sec. and ETERNAL
CONTRIBUTING FACTORS

Product
Foreign Stocks
Structured Bonds

Income Growth

JV Affiliates
Market Division
FOCUS AREAS

HIGH WEALTH BUSINESS

JOINT VENTURE

NEW PROJECTS
CAPITAL POLICY

Shareholder Return
- Dividend
- Share Buyback
- Benefit Program

Reserved Capital
- Investment in Future Growth
- M&A / Alliance
- Restructuring Takagi Sec.
- Enhancement of Market Division
- Expansion in Tokyo
- IT Enhancement
- Development of “MONEQUE”
NEW MANAGEMENT PLAN “New Age’s Flag Bearer 5”

Management and Business Base built through “Ambitious 5”

Environmental Change

“New Age’s Flag Bearer 5”

Develop new sector in the industry

Retail Segmentation
Market Expansion
Productivity Revolution
Tokyo
M&A
Great Platform
Effective April 1, 2009, the Company spun off its financial instrument operation and Tokai Tokyo Security Co., Ltd. (former Tokai Tokyo Securities Spin-off Preparation Co., Ltd.) took it over. The Group (Tokai Tokyo Financial Group) at the same time shifted to a holding company system. Effective the same date, the Company and Tokai Tokyo Securities Spin-off Preparation Co., Ltd. changed their corporate names to Tokai Tokyo Financial Holdings, Inc., and Tokai Tokyo Securities Co., Ltd. respectively. The result for the fiscal year ended on March 31, 2009 or any earlier date account for the operation of the former Tokai Tokyo Securities Co., Ltd. under then existing organizational structure.

This material is intended to provide information regarding the Company’s most recent operational result and NOT to solicit investment in securities issued by the Company.
IR Presentation

Financial Summary & Business Strategy

November 2017
Contents

Overview of Tokai Tokyo Financial Holdings

Financial Summary and Characteristics of Business and Performance

Progress of New Project

Capital Policy

New Management Plan “New Age’s Flag Bearer 5”

* Unless otherwise specified, the numerical data we quote here were all compiled as consolidated figures of the Tokai Tokyo Financial Holdings, Inc.
Overview of Tokai Tokyo Financial Holdings
Overview of Tokai Tokyo Financial Holdings

Corporate Profile

Company Name: Tokai Tokyo Financial Holdings, Inc.

Consolidated Net Assets: 171.5 billion yen
Client Assets under Custody: 4,646.0 billion yen
(Retail Client Assets: 2,678.4 billion yen)
Market Capitalization: 187.1 billion yen
Number of Employees:
  Holding Company: 182
  Consolidated Basis: 3,424

(As of September 30, 2017)

Group History

Current group configuration was formed in October 2000 through merger between Tokyo Securities and Tokai Maruman Securities

- Apr. ’09: Tokai Tokyo Financial Holdings was established
- Apr. ’10: TTSC merged with Toyota Financial Services Sec.
- May ’10: Nishi-Nippon City TT
- Oct. ’10: Senshu Ikeda TT
- Apr. ’10: Relocated HQ of TTSC to Nagoya City
- Oct. ’12: SSU

Acquired:
- ETERNAL
- Takagi Sec.
- Pinnacle

- March ’17: Acquired ETERNAL
- Jan. ’17: Hokuhoku TT
- Sep. ’17: Acquired Takagi Sec.
- Apr. ’17: Acquired Pinnacle

- Apr. ’17: Tochigi Bank invested in Utsunomiya Securities

* Currently, (a) SMBC Nikko Securities, (b) Bank of Tokyo-Mitsubishi UFJ
Financial Summary and Characteristics of Business and Performance
Financial Summary
Trend Analysis (Consolidated)

Financial Results (Semi-Annual)

- Recorded positive ordinary income non stop for 28 consecutive quarters
- ¥11.16 billion gain of negative goodwill by acquiring Takagi Securities
Characteristics of Business and Performance
Revenue Source

- Group operating revenue image including the affiliates’ figures on Pro-Rata Basis*

* The charts present an image of the source of Group revenue, in FY2017 1H, which, being different from our consolidated PL, include affiliates’ figures on pro-rata basis.
Characteristics of Business and Performance Breakdown by Business Segment

Revenue Breakdown by Business Segment

* Numeric data on this slide were extracted from the internal managerial record of Tokai Tokyo Securities Co., Ltd.
Characteristics of Business and Performance

Wealth Management Unit

Assets under Custody
(Wealth Management Unit & Premier Executive Advisors)

Number of Membership & Assets under Custody
(Orque d’or)

(Billion Yen)

<table>
<thead>
<tr>
<th>Premier Executive Advisors</th>
<th>Overlap</th>
<th>Wealth Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>1H FY2013</td>
<td>FY2014</td>
<td>FY2015</td>
</tr>
<tr>
<td>184</td>
<td>223</td>
<td>240</td>
</tr>
</tbody>
</table>

FY2013 | 2H FY2013 | 1H FY2014 | 2H FY2014 | 1H FY2015 | 2H FY2015 | 1H FY2016 | 2H FY2016 | 1H FY2017 |

(Billion Yen)

<table>
<thead>
<tr>
<th>Assets under Custody</th>
<th>Number of Membership</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY2015</td>
<td>1Q FY2016</td>
</tr>
<tr>
<td>100</td>
<td>110</td>
</tr>
</tbody>
</table>

| FY2015 | FY2016 | FY2017 |
| 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q |
| 0 | 50 | 100 | 150 | 200 | 250 | 300 | 350 | 400 | 450 | 500 | 550 | 600 | 650 | 700 | 750 | 800 | 850 | 900 | 950 | 1000 | 1050 | 1100 | 1150 | 1200 | 1250 | 1300 |

TOKAI TOKYO FINANCIAL HOLDINGS, INC.
Characteristics of Business and Performance
Wealth Management Unit

Share of High Wealth AUC in Retail Segment

End of March 2013

High Wealth: Holding over 100 million yen in assets under custody
Wealth: 30 million to 100 million yen
Middle: 5 million to 30 million yen
General: less than 5 million yen

End of Sep. 2017

Share of High Wealth Revenue in Retail Segment

FYE March 2013

1H of FYE Mar. 2018
(6 months from Apr.- Sep. 2017)
Characteristics of Business and Performance
Trend of Revenue and its Composition at Market Segment

Increase in Foreign bonds & derivatives, and Foreign stocks

- Foreign Bonds and Derivatives (Mostly origination fee)
- Foreign Stocks
- Bond Trading (Domestic/structured bonds, etc.)
- Equity Trading (Japanese equity)

* Numeric data on this slide were extracted from the internal managerial record of Tokai Tokyo Securities Co., Ltd.
* “Others” comprises trading which cannot be classified into products according to management accounting rule.
Characteristics of Business and Performance
Joint Ventures

Assets under Custody - from JVs (6 Entities)

(Billion Yen)

Income Contribution from JV Affiliates

(Million Yen)

Proportion to Consolidated Ordinary Income

Assets under Custody by Product

(Billion Yen)
### Characteristics of Business and Performance Joint Ventures

#### Top 20 Regional Banks (total deposits)

(As of March 31, 2017)

<table>
<thead>
<tr>
<th>Bank Name</th>
<th>Bank Deposits (Trillion Yen)</th>
<th>JV Name</th>
<th>Date of Commencing Operation</th>
</tr>
</thead>
<tbody>
<tr>
<td>1 Concordia Financial Group</td>
<td>14.9</td>
<td>Hamagin Tokai Tokyo</td>
<td>Nov-2008</td>
</tr>
<tr>
<td>2 ★ Mebuki Financial Group</td>
<td>13.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>3 ★ Fukuoka Financial Group</td>
<td>13.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>4 ★ Chiba Bank</td>
<td>11.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>5 Hokuhoku Financial Group</td>
<td>10.6</td>
<td>Hokuhoku Tokai Tokyo</td>
<td>Jan-2017</td>
</tr>
<tr>
<td>6 ★ Shizuoka Bank</td>
<td>9.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>7 Yamaguchi Financial Group</td>
<td>8.5</td>
<td>YM Securities</td>
<td>Oct-2007</td>
</tr>
<tr>
<td>8 ★ North Pacific Bank</td>
<td>8.1</td>
<td></td>
<td></td>
</tr>
<tr>
<td>9 ★ Nishi-Nippon City Bank</td>
<td>7.6</td>
<td>Nishi-Nippon City Tokai Tokyo</td>
<td>May-2010</td>
</tr>
<tr>
<td>10 ★ The 77 Bank</td>
<td>7.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11 ★ Hiroshima Bank</td>
<td>7.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12 ★ Kyoto Bank</td>
<td>6.6</td>
<td></td>
<td></td>
</tr>
<tr>
<td>13 ★ Gunma Bank</td>
<td>6.5</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14 ★ The Hachijuni Bank</td>
<td>6.4</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15 ★ Chugoku Bank</td>
<td>6.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>16 The Juroku Bank</td>
<td>5.3</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17 ★ The Toho Bank</td>
<td>5.2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>18 ★ Iyo Bank</td>
<td>5.0</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19 Senshu Ikeda Holdings</td>
<td>4.8</td>
<td>Senshu Ikeda Tokai Tokyo</td>
<td>Sep-2013</td>
</tr>
<tr>
<td>20 Ogaki Kyoritsu Bank</td>
<td>4.8</td>
<td></td>
<td></td>
</tr>
<tr>
<td>- Tochigi Bank</td>
<td>2.6</td>
<td>Utsunomiya</td>
<td>Apr-2017</td>
</tr>
</tbody>
</table>

Total Bank Deposits: 49 Trillion Yen

★: Banks that have subsidiary securities companies

※: Denotes Tokai Tokyo Financial Holdings’ alliance partners
Characteristics of Business and Performance
Broker’s Broker Business

Assets under Custody

(Million Yen)

Number of Accounts

Revenue (RHL Million Yen)

Number of Clients (LHS)

Assets under Custody (Foreign Stocks)

(Billion Yen)

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>1H</td>
<td>10,310</td>
<td>63,299</td>
<td>58,712</td>
<td>80,805</td>
<td>85,662</td>
<td></td>
</tr>
<tr>
<td>2H</td>
<td>5,506</td>
<td>30,755</td>
<td>54,489</td>
<td>62,104</td>
<td>56,759</td>
<td></td>
</tr>
</tbody>
</table>
Characteristics of Business and Performance
Cost Analysis (Consolidated)

Increase in salaries of employees by acquiring Takagi Sec.

Increase in salaries of employees by acquiring Takagi Sec. and ETERNAL

* Excluding the Data Transfer Cost (Operational Expenses) to JV Securities Companies in 2Q & 4Q FY2016
Progress of New Project
Major Initiatives and Project Progress since FY2016

<table>
<thead>
<tr>
<th>Year</th>
<th>Project</th>
<th>Achievement/Status</th>
<th>Outlook</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016 Mar.</td>
<td>“Orque d’or”</td>
<td>Opened facility in Nagoya</td>
<td>Started services for high-net-worth customers and already profitable with assets amassing to JY200 billion.</td>
</tr>
<tr>
<td>2016 Apr.</td>
<td>ANAM</td>
<td>Own 33%</td>
<td>Started surplus fund management business for affiliate local banks as a new revenue source (212.9 billion yen of AUM as of Sep. 2017)</td>
</tr>
<tr>
<td>2016 Sep.</td>
<td>Ace Sec.</td>
<td>Own 29%</td>
<td>Started alliance to wholesale our products. Their client base is helping us increase trading revenue</td>
</tr>
<tr>
<td>2017 Jan.</td>
<td>Hokuhoku TT Sec.</td>
<td>Own 40% (jointly owned with Hokuhoku FG)</td>
<td>Commenced securities brokerage operation and made a jump start with profit as of 1Q of this fiscal year</td>
</tr>
<tr>
<td>2017 Feb.</td>
<td>Utsunomiya Sec.</td>
<td>Business alliance with Tochigi Bank</td>
<td>Owning 40% as of April 2017 and started JV operation</td>
</tr>
<tr>
<td>2017 Mar.</td>
<td>Takagi Sec.</td>
<td>Own 100%</td>
<td>To expand business base in Kansai area. Operating loss of 783 million yen as of 1H FYE Mar. 2018</td>
</tr>
<tr>
<td>2017 Mar.</td>
<td>ETERNAL</td>
<td>Own 100%</td>
<td>To expand insurance business base</td>
</tr>
<tr>
<td>2017 “MONEQUE”</td>
<td>Opened 3 outlets</td>
<td></td>
<td>Launched as a new service brand to attract younger customers with “one-stop for every thing” channel meeting their changing financial needs over their life-time</td>
</tr>
</tbody>
</table>
Capital Policy
Capital Policy
Comparison with Major Securities Companies

*EPS and ROE is annualized by multiplying 2 to actual semi-annual figures.
Capital Policy
Shareholder Information

**Indicators per share**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Shareholders’ Equity (million yen)</td>
<td>121,947</td>
<td>140,462</td>
<td>154,633</td>
<td>153,089</td>
<td>155,312</td>
<td>169,482</td>
</tr>
<tr>
<td>Treasury Stock</td>
<td>4,207</td>
<td>3,835</td>
<td>3,639</td>
<td>6,390</td>
<td>7,572</td>
<td>7,528</td>
</tr>
<tr>
<td>Dividend per Share (yen)</td>
<td>16.00</td>
<td>32.00</td>
<td>34.00</td>
<td>28.00</td>
<td>26.00</td>
<td>14.00</td>
</tr>
<tr>
<td>Dividend Payout Ratio (%)</td>
<td>37.4 %</td>
<td>36.5 %</td>
<td>48.9 %</td>
<td>59.7 %</td>
<td>56.9 %</td>
<td>62.1 %</td>
</tr>
<tr>
<td>DOE (Dividend On Equity ratio) (%)</td>
<td>3.6 %</td>
<td>6.5 %</td>
<td>6.1 %</td>
<td>4.8 %</td>
<td>4.4 %</td>
<td>4.3 %</td>
</tr>
</tbody>
</table>

*Dividend per share of Sep. 2017 is semi-annual, and its payout ratio is calculated excluding 11.16 billion yen of negative goodwill caused by acquiring Takagi Securities, and also the ratio is annualized by multiplying 2 to actual semi-annual figures.*

**Distribution of Shareholders**

<table>
<thead>
<tr>
<th>Major Shareholders</th>
<th>No. of shares (K)</th>
<th>Ownership Ratio (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>&quot;Schroders Group&quot;(*)</td>
<td>18,200</td>
<td>7.55</td>
</tr>
<tr>
<td>1 Japan Trustee Services Bank, Ltd. (Trust Account)</td>
<td>12,875</td>
<td>4.58</td>
</tr>
<tr>
<td>2 The Bank of Tokyo-Mitsubishi UFJ, Ltd.</td>
<td>12,016</td>
<td>4.28</td>
</tr>
<tr>
<td>3 The Master Trust Bank of Japan, Ltd. (Trust Account)</td>
<td>10,379</td>
<td>3.69</td>
</tr>
<tr>
<td>4 Mitsui Sumitomo Insurance Co., Ltd.</td>
<td>9,033</td>
<td>3.21</td>
</tr>
<tr>
<td>5 Toyota Financial Services Corporation</td>
<td>8,885</td>
<td>3.16</td>
</tr>
<tr>
<td>6 The Bank of Yokohama, Ltd.</td>
<td>7,014</td>
<td>2.50</td>
</tr>
<tr>
<td>7 Nippon Life Insurance Company</td>
<td>5,611</td>
<td>2.00</td>
</tr>
<tr>
<td>8 J. P. Morgan Chase Bank 385166</td>
<td>4,840</td>
<td>1.72</td>
</tr>
<tr>
<td>9 Sumitomo Mitsui Trust Bank, Limited</td>
<td>4,800</td>
<td>1.71</td>
</tr>
<tr>
<td>10 Meiji Yasuda Life Insurance Company</td>
<td>4,406</td>
<td>1.57</td>
</tr>
</tbody>
</table>

(As of September 30, 2017)

* The data of the shareholder ranking No. 1 through 10 were identical in substance to what we had publicized for disclosure purpose. However, the Change Report Pertaining to the Report of Possession of Large Volume submitted on November 7, 2017 Schroder group show that their 4 companies altogether owned 7.55% of Tokai Tokyo Financial Holdings, Inc. as of October 31, 2017

**Announcement of Share Repurchase and Retirement**

On Oct. 27, 2017, the Company announced its Board of Directors’ decisions of
1) share repurchase up to 5 million shares (1.91% of total issued shares excluding treasury shares, up to 3.5 billion yen)
2) share retirement of 10 million shares (3.56% of total issued shares including treasury shares before retirement)
**Capital Policy**

(Billion yen, as of the end of Sep. 2017)

**i) To keep existing operations**

- Required capital to keep operations by securities brokerage subsidiaries: 75.7
- Required capital at equity-method affiliates: 20.6
- Other fixed assets: 14.0

Sub total: 110.3

**ii) Available surplus capital**

- Available for further allocation: 61.2

Total: 134.8

**iii) Actual usage**

- Investment securities: 26.0
- Other investment: 22.5
- Cash equivalent: 86.3

Total: 134.8

**Consolidated own capital**

- Mid-long term debt: 73.6

Total: 171.5
New Management Plan
“New Age’s Flag Bearer 5”
New Management Plan “New Age’s Flag Bearer 5”
Achievement under Past Business Plan

Innovation Jump up 5
(2006 - 2009)

Premier House

IT Strategy
Instrumental to
Innovation +
Alliance Strategy

• Corporate Governance/
  Corporate Culture
  Innovation
• Business Portfolio /
  Business Model
  Innovation
• Network Reform
• Product and Service
  Innovation
• Employees Productivity
  Innovation

TT Revolution
(2009 - 2012)

Blue Ocean Strategy

M&A Strategy

• Growth Potential
• Productivity
• Communication
• Customer Loyalty
• Super Community
  House

Ambitious 5
(2012 – 2017)

Amplify
Earnings
Power

Growth
Strategy

Ambitious 5

Retail

Tokai Tokyo
Securities

Market &
Product

Group
Power

Capital
Policy

Overseas
Operation

1. Community
  & the Middle

2. Alliance
  & Platform

3. Expertise

4. Humanity

5. Risk
  Management

New Age’s Flag Bearer 5

Achievement under Past Business Plan
### New Management Plan “New Age’s Flag Bearer 5”

#### Achievements under the Previous Business Plan “Ambitious 5”

<table>
<thead>
<tr>
<th>Category</th>
<th>As of March 2012</th>
<th>As of March 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Assets under Custody</td>
<td>¥4.4 trn</td>
<td>¥6.1 trn</td>
</tr>
<tr>
<td>Assets under Custody of High Wealth Segment</td>
<td>14%</td>
<td>25%</td>
</tr>
<tr>
<td>Retail Dependence Ratio</td>
<td>73%</td>
<td>58%</td>
</tr>
<tr>
<td>Allied Regional Banks</td>
<td>3 banks</td>
<td>6 banks</td>
</tr>
<tr>
<td>Clients of Broker’s Broker Business</td>
<td>13 companies</td>
<td>50 companies</td>
</tr>
</tbody>
</table>
New Management Plan “New Age’s Flag Bearer 5”

 Achievements under the Previous Business Plan “Ambitious 5”

Management Base

Culture of discipline

Diversity

Integrated spirit of the organization

Measuring capability

Balance of offence and defence

Communication capability

Governance (Advanced/Independent)

Drive to challenge

Strengthened professionalism

Enriched education

Promoted originality

Business Model

1) Expanded business base

2) Strengthened activity in Chubu area

3) Promoted High Wealth Business

4) Enhanced Market Division

5) Step-up of Investment Bank Division
New Management Plan “New Age’s Flag Bearer 5”
Achievements under the Previous Business Plan “Ambitious 5”

Market Cap Trend in comparison with Nomura and Daiwa

Market Cap Multiple


2017/10
New Management Plan “New Age’s Flag Bearer 5”
Changing of Business Environment

- Precaution for financial environment
- Era of disparity
- Aged society (Era of big inheritance)
- Intensified competitiveness
- Work style reform
- Opaque, insecure and uneasy era
- Geopolitical issues
- New guidance by FSA
- Fiduciary Duty
- Monitoring
- Business model
- Governance

- Big Data
- Blockchain
- AI
- Account aggregation
- Robot advisor

Digital era of FinTech
New Management Plan “New Age’s Flag Bearer 5”
The Overall Picture

“New Age’s Flag Bearer 5”

Further Strengthen Operating Base and Achieve Growth

- Humanity
- Professionality
- Orque d’or
- Matured
- MONEQUE
- Unique development of retail strategy

Pursuit Strategic Themes

- Growth by M&A
- Asset management
- Pension and insurance service
- Banking service
- Overseas market expansion
- Expansion to Metropolis

Productivity Revolution

Great Platform

Market & Investment Bank

Defense Mechanism

Organization
New Management Plan “New Age’s Flag Bearer 5”
Pursue Unique Segment-Specific Strategy in Retail Operation

“Orque d’or”
- Nagoya
- Tokyo
- Kansai

“MONEQUE”
- Sony Bank
- “Insurance Terrace” (by ETERNAL)
- Online brokers
- “Mutual Fund Counter” (by Takagi Sec.)

FinTech
- MoneyForward
- KALAIS
- Life Plan Simulation

Matured Segment
- After-death care service
- Sales activities at affiliates
- Asset analysis
- IFA
- Integrated sales activity for corporate and retail
- Restructuring outlets

TOKAI TOKYO FINANCIAL HOLDINGS, INC.
New Management Plan “New Age’s Flag Bearer 5”

- **Strengthen Trilateral Approach**
  - Market
  - Corporate Finance
  - Corporate Sales
  - Financing
  - M&A
  - IPO
  - Underwriting bonds

- **Leap of Market Division**
  - Enhancement of location
  - Developing new product
  - Strengthening manpower
  - Upgrading system & infrastructure
  - Global market
  - Upgrading information
  - Developing new market globally

New Management Plan “New Age’s Flag Bearer 5”

- **Strengthen Trilateral Approach**
  - Market
  - Corporate Finance
  - Corporate Sales
  - Financing
  - M&A
  - IPO
  - Underwriting bonds

- **Leap of Market Division**
  - Enhancement of location
  - Developing new product
  - Strengthening manpower
  - Upgrading system & infrastructure
  - Global market
  - Upgrading information
  - Developing new market globally
New Management Plan “New Age’s Flag Bearer 5”
Productivity Revolution

- Organizational Administration
- Retail Sales Operation
  - Branch reorganization
  - Sales force with new IT equipment
- Human Resource Management Practice
- System Infrastructure

Integrate all the group resources and pursue synergy for the group
New Management Plan “New Age’s Flag Bearer 5”
Alliance Strategy and Great Platform

Platform alliances
(53 entities as of Sep. 2017)

Local banks
- Hamagin TT Sec.
- Nishi-Nippon City TT Sec.
- Ikeda Senshu TT Sec.
- Hokuhoku TT Sec.
- Utsunomiya Sec.

Securities companies
- YM Sec.

IFAs

Local financial firms

Provided functions
Strengthen functions
New functions

MONEQUE

Insurance

FinTech (IT・AI)

Trust bank

Consulting

Call center

Overseas

Operation

High-net-worth

Investment Bank

“Mutual Fund Counter” (by Takagi Sec.)

M&A

“New Age’s Flag Bearer 5”
New Management Plan “New Age’s Flag Bearer 5”
Area Strategy

- Nationwide network and plan to expand in Kanto area

- Tokai Tokyo Securities:
  66 operating outlets
- Takagi Securities:
  14 operating outlets
- JV Securities:
  64 operating outlets

(As of June 30, 2017)
Effective April 1, 2009, the Company spun off its financial instrument operation and Tokai Tokyo Security Co., Ltd. (former Tokai Tokyo Securities Spin-off Preparation Co., Ltd.) took it over. The Group (Tokai Tokyo Financial Group) at the same time shifted to a holding company system.

Effective the same date, the Company and Tokai Tokyo Securities Spin-off Preparation Co., Ltd. changed their corporate names to Tokai Tokyo Financial Holdings, Inc., and Tokai Tokyo Securities Co., Ltd. respectively.

The result for the fiscal year ended on March 31, 2009 or any earlier date account for the operation of the former Tokai Tokyo Securities Co., Ltd. under then existing organizational structure.

✧ This material is intended to provide information regarding the Company's most recent operational result and NOT to solicit investment in securities issued by the Company.