Daiwa Securities Group Inc.

Code number: 8601 Stock Exchange Listings: Tokyo, Nagoya URL: <u>https://www.daiwa-grp.ip/english/</u> Scheduled date of filing quarterly financial report: November 10, 2020 Scheduled date of dividend payment: December 1, 2020 Supplemental information for quarterly financial results: Yes Earnings announcement for quarterly financial results: Yes (for analysts)

October 29, 2020

Financial Summary (Consolidated)

For the six months period ended September 30, 2020 <Under Japanese GAAP>

(Figures less than one million yen are rounded down)

1. Consolidated financial results (April 1, 2020 to September 30, 2020)

(1) Consolidated operating results					(1	Millions of yer	n, % of cha	ange from prev	from previous year)				
		Operating revenue		Net operating	g revenue	Operating income		Ordinary income					
	FY 2020	257,180	(24.6)%	215,934	6.1%	36,331	92.2%	45,120	62.4%				
	FY 2019	341,007	(1.9)%	203,446	(8.9)%	18,900	(49.8)%	27,784	(39.6)%				

(Note) Comprehensive income:

FY 2020: 37,906 million yen , 138.6% ; FY 2019: 15,885 million yen , (66.7)%

	Profit attributable to owners of parent		Net incom per share	-	Diluted net income per share		
FY 2020	32,804	(1.7)%	21.56	Yen	21.47	Yen	
FY 2019	33,383	(8.0)%	21.34	Yen	21.24	Yen	

(2) Consolidated financial conditions

(Millions of yen, except per share amounts and percentage)

	Total assets		s Equity ratio		Net assets per share	
As of Sep. 30, 2020	25,583,609	1,285,466	4.8	%	810.92	Yen
As of Mar. 31, 2020	23,822,099	1,257,766	5.1	%	796.33	Yen

(Reference) Stockholders' equity (Total net assets - Subscription rights to shares - Non-controlling interests): As of Sep. 30, 2020: 1,235,097 million yen ; As of Mar. 31, 2020: 1,210,014 million yen

2. Cash dividends

		Dividends per share (yen)							
	First	Second	Third	Fiscal	Total				
	quarter-end	quarter-end quarter-end		year-end	Total				
FY 2019	-	11.00	-	9.00	20.00				
FY 2020(actual)	-	11.00							
FY 2020(expected)			-	-	-				

(Note) Modification from the most recently announced dividend forecast: None

The expected amount of dividends for the fiscal year ending March 31, 2021 is undecided.

3. Earnings forecasts for the fiscal year ending March 31, 2021 (consolidated)

Daiwa Securities Group's (hereinafter the "Group") principal business is securities-related business, and the performance of the Group is significantly influenced by the economic and market environment in which it operates. Therefore, Daiwa Securities Group Inc. (hereinafter the "Company") does not disclose the forecasts of consolidated operating results, considering the difficulty to forecast the performance.

Due to the economic situation and the deterioration of the market environment caused by the outbreak of Coronavirus Disease (COVID-19), the performance of the securities-related business, which is the Group's main business, may be adversely affected. The impact on the Group's business results is not clear at this time, but it will be disclosed immediately if there should be anything to be disclosed.



4. Other notes

- Changes in significant subsidiaries during the period (changes in specified subsidiaries causing changes in the scope of consolidation): None
 New companies: None
 Excluded companies: None
- (2) Application of accounting methods which are exceptional for quarterly consolidated financial statements: None
- (3) Changes in accounting policies, estimates, and restatements:
 - (i) Changes in accounting policies due to the revision of accounting standards: None
 - (ii) Changes in accounting policies other than (i): Yes
 - (iii) Changes in accounting estimates: None
 - (iv) Restatements: None
- (4) Number of shares issued (common stock)

(i) Number of shares issued (including treasury shares):							
As of Sep. 30, 2020 :	1,699,378,772	;	As of Mar. 31, 2020 :	1,699,378,772			
(ii) Number of treasury shares	3:						
As of Sep. 30, 2020 :	176,295,862	;	As of Mar. 31, 2020 :	179,915,970			
(iii) Average number of shares issued and outstanding in each fiscal year:							
As of Sep. 30, 2020:	1,521,503,590	;	As of Sep. 30, 2019:	1,564,161,988			

Implementation status of audit procedure:

Financial Summary and accompanying materials including the consolidated financial statements are not subject to the audit procedure by external auditors.

Statement on the proper use of earnings forecasts and other information:

For the reasons listed in "3. Earnings forecasts for the fiscal year ending March 31, 2021(consolidated)", the forecast of the dividend is not stated.

(Accompanying materials)

Contents

1. Summary information ······2
(1) Changes in accounting policies, estimates, and restatements
2. Consolidated financial statements
(1) Consolidated balance sheets
(2) Consolidated statements of income and Consolidated statements of comprehensive income
(3) Going concern assumption
(4) Changes in substantial amounts of fluctuation in shareholders' equity9
(5) Quarterly transition of consolidated statements of income

(Note) Presentation materials (PDF version) of "Earnings Announcement" are available at our website. URL: https://www.daiwa-grp.jp/english/ir/presentation/index.html

1. Summary information

(1) Changes in accounting policies, estimates, and restatements

(Changes in accounting policies)

The Company has applied "Accounting Standard for Fair Value Measurement" (ASBJ Statement No. 30 issued on July 4, 2019; hereinafter referred to as "Fair Value Accounting Standards"), etc., from the beginning of the fiscal year ending March 31, 2021.

The Company will apply a new accounting policy established by Fair Value Accounting Standards, etc., in accordance with the transitional treatment specified in Paragraph 19 of Fair Value Accounting Standards and Paragraph 44-2 of "Accounting Standard for Financial Instruments" (ASBJ Statement No. 10 issued on July 4, 2019).

This has no effect on the quarterly consolidated financial statements.

2. Consolidated financial statements

(1) Consolidated balance sheets

		A	-6	Millions of yen
Assets		As March 31, 2020	September 30, 2020	
Current assets:				
Cash and deposits	¥	3,964,512	¥	4,200,326
Cash segregated as deposits		415,953		403,118
Notes and accounts receivable - trade		18,427		17,838
Securities		873,064		947,601
Trading products:		8,027,289		9,521,487
Trading securities and other		4,300,600		6,180,284
Derivatives		3,726,689		3,341,203
Operational investment securities		202,557		244,641
Allowance for investment loss		(1,160)		(1,199
Operating loans		1,768,471		1,912,953
Work in process		609		1,001
Margin transaction assets:		114,384		142,358
Loans on margin transactions		105,203		119,799
Cash collateral pledged for securities borrowing on margin transactions		9,180		22,558
Loans secured by securities:		6,685,756		6,593,998
Cash collateral pledged for securities borrowed		4,813,361		4,706,651
Loans on Gensaki transactions		1,872,394		1,887,342
Advances paid		25,682		15,105
Short-term loans receivable		3,087		948
Accrued income		36,483		33,162
Other		711,935		594,768
Allowance for doubtful accounts		(415)		(548
Total current assets		22,846,637		24,627,568
Non-current assets:				
Property, plant and equipment		309,166		309,012
Intangible assets:		124,115		120,908
Goodwill		13,629		12,953
Other		110,486		107,955
Investments and other assets:		542,179		526,120
Investment securities		491,660		479,370
Long-term loans receivable		5,915		6,188
Guarantee deposits		17,877		17,830
Deferred tax assets		17,125		13,794
Other		10,042		9,484
Allowance for doubtful accounts		(440)		(547
Total non-current assets		975,462		956,041
Total assets	¥	23,822,099	¥	25,583,609

				Millions of yen
		As	s of	
Liabilities		March 31, 2020		September 30, 2020
Current liabilities:	·			
Notes and accounts payable - trade	¥	8,938	¥	4,743
Trading products:		5,362,261		5,034,280
Trading securities and other		1,805,910		1,846,897
Derivatives		3,556,351		3,187,383
Trade date accrual		544,689		445,059
Margin transaction liabilities:		59,256		70,927
Borrowings on margin transactions		3,994		2,586
Cash received for securities lending on margin transactions		55,261		68,341
Borrowings secured by securities:		7,198,730		8,923,327
Cash received on debt credit transaction of securities		4,839,095		4,772,729
Borrowings on Gensaki transaction		2,359,635		4,150,597
Deposits from banking business		4,037,201		4,029,382
Deposits received		353,943		455,532
Guarantee deposits received		414,641		396,196
Short-term borrowings		1,276,948		1,584,954
Commercial papers		178,000		299,000
Current portion of bonds		277,852		196,328
Income taxes payable		7,403		5,408
Provision for bonuses		26,747		20,432
Other		172,101		109,346
Total current liabilities		19,918,716		21,574,925
Non-current liabilities:				
Bonds payable		1,379,226		1,434,210
Long-term borrowings		1,183,272		1,206,709
Deferred tax liabilities		4,369		5,158
Retirement benefit liability		44,359		44,638
Provision for loss on litigation		1,570		1,598
Other		28,900		26,983
Total non-current liabilities		2,641,697		2,719,298
Reserves under special laws:				
Reserve for financial instruments transaction liabilities		3,918		3,919
Total reserves under special laws		3,918		3,919
Total liabilities	¥	22,564,333	¥	24,298,143

				Millions of yen		
	As of					
Net assets		March 31, 2020		September 30, 2020		
Shareholders' equity:						
Share capital	¥	247,397	¥	247,397		
Capital surplus		230,808		230,699		
Retained earnings		834,442		852,993		
Treasury shares		(110,351)		(108,129)		
Deposit for subscriptions to treasury shares		13		0		
Total shareholders' equity		1,202,310		1,222,962		
Accumulated other comprehensive income:						
Valuation difference on available-for-sale securities		26,853		31,267		
Deferred gains or losses on hedges		(13,592)		(10,906)		
Foreign currency translation adjustment		(5,556)		(8,226)		
Total accumulated other comprehensive income		7,703		12,135		
Share acquisition rights		8,901		8,964		
Non-controlling interests		38,849		41,404		
Total net assets		1,257,766		1,285,466		
Total liabilities and net assets	¥	23,822,099	¥	25,583,609		

Financial Summary

(2) Consolidated statements of income and Consolidated statements of comprehensive income

Consolidated statements of income

				Millions of yen
		Six Month	ns Ended	
	Se	ptember 30, 2019	Sej	ptember 30, 2020
Operating revenue:				
Commission received:	¥	129,773	¥	128,559
Brokerage commission		25,101		33,544
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors		15,270		18,873
Fees for offering, secondary distribution and solicitation for selling and others for professional investors		12,068		8,274
Other fees received		77,332		67,866
Net trading income		50,613		54,888
Net gain on private equity and other securities		(5,297)		3,851
Financial revenue		139,969		46,913
Other operating revenue		25,948		22,968
Total operating revenue		341,007		257,180
Financial expenses		123,267		27,118
Other operating expenses		14,293		14,127
Net operating revenue		203,446		215,934
Selling, general and administrative expenses:				
Trading related expenses		34,568		27,704
Personnel expenses		90,607		91,627
Real estate expenses		18,072		18,851
Office cost		12,730		11,924
Depreciation		15,412		16,845
Taxes and dues		5,189		5,349
Provision of allowance for doubtful accounts		58		175
Other		7,905		7,122
Total selling, general and administrative expenses		184,545		179,602
Operating income	_	18,900		36,331
Non-operating income:				
Dividend income		2,681		1,490
Share of profit of entities accounted for using equity method		4,553		4,263
Gain on investments in partnerships		4		2,061
Other		2,107		1,893
Total non-operating income		9,347		9,709
Non-operating expenses:				
Interest expenses		12		251
Foreign exchange losses		95		143
Bond issuance cost		60		160
Other		295		364
Total non-operating expenses		464		921
Ordinary income	¥	27,784	¥	45,120

Daiwa Securities Group Inc.

				Millions of yen
	Six Months Ended			
	September 30, 2019		September 30, 2020	
Extraordinary income:				
Gain on sales of non-current assets	¥	8,587	¥	57
Gain on sales of investment securities		2,241		3,123
Gain on step acquisitions		4,642		-
Gain on change in equity		11,413		-
Total extraordinary income		26,885		3,180
Extraordinary losses:				
Loss on sales and retirement of non-current assets		50		367
Impairment loss		619		383
Loss on valuation of investment securities		1,102		35
Loss on change in equity		-		68
Structural reform cost		11,593		-
Other		-		280
Total extraordinary losses		13,365		1,134
Income before income taxes		41,303		47,167
Income taxes – current		11,300		11,998
Income taxes - deferred		(3,400)		1,696
Total income taxes		7,900		13,694
Profit		33,403		33,472
Profit attributable to non-controlling interests		19		667
Profit attributable to owners of parent	¥	33,383	¥	32,804

Consolidated statements of comprehensive income

				Millions of yen
		Six Month	ns Ended	
	Se	ptember 30, 2019	Se	eptember 30, 2020
Profit	¥	33,403	¥	33,472
Other comprehensive income:				
Valuation difference on available-for-sale securities		(2,070)		4,689
Deferred gains or losses on hedges		(2,947)		2,562
Foreign currency translation adjustment		(12,248)		(3,126)
Share of other comprehensive income of entities accounted for using equity method		(250)		309
Total other comprehensive income		(17,517)		4,434
Comprehensive income	¥	15,885	¥	37,906
Comprehensive income attributable to:				
Comprehensive income attributable to owners of parent	¥	15,887	¥	37,235
Comprehensive income attributable to non-controlling interests		(1)		670

Financial Summary

- (3) Going concern assumptions Not applicable.
- (4) Changes in substantial amounts of fluctuation in shareholders' equity Not applicable.

Financial Summary

(5) Quarterly transition of consolidated statements of income

					Millions of yen
	Three Months Ended				
	September 30, 2019	December 31, 2019	March 31, 2020	June 30, 2020	September 30, 2020
Operating revenue:					
Commission received:	¥ 64,810	¥ 68,448	¥ 68,352	¥ 57,749	¥ 70,809
Brokerage commission	12,684	13,994	17,406	17,124	16,420
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	8,337	9,466	5,081	4,430	14,443
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	5,716	5,369	5,816	4,068	4,205
Other fees received	38,071	39,617	40,047	32,126	35,740
Net trading income	22,620	24,868	18,321	32,056	22,832
Net gain on private equity and other securities	(6,241)	1,563	3,748	641	3,210
Financial revenue	67,076	62,713	55,439	26,516	20,396
Other operating revenue	11,400	13,079	14,745	11,648	11,319
Total operating revenue	159,666	170,672	160,606	128,612	128,568
Financial expenses	57,492	49,216	37,432	15,582	11,536
Other operating expenses	5,850	9,264	12,552	7,583	6,543
Net operating revenue	96,323	112,191	110,621	105,445	110,488
Selling, general and administrative expenses:					
Trading related expenses	16,761	17,391	16,931	13,289	14,414
Personnel expenses	43,671	46,527	46,897	44,979	46,647
Real estate expenses	8,964	9,155	9,418	9,409	9,442
Office cost	6,298	6,653	6,585	6,144	5,779
Depreciation	7,664	7,605	7,795	8,404	8,441
Taxes and dues	2,629	2,585	2,753	2,762	2,587
Provision of allowance for doubtful accounts	10	11	99	136	39
Other	3,836	3,278	3,734	3,706	3,416
Total selling, general and administrative expenses	89,836	93,209	94,216	88,833	90,768
Operating income	6,486	18,982	16,405	16,612	19,719
Non-operating income	3,601	3,688	4,429	5,165	4,544
Non-operating expenses	226	431	574	407	513
Ordinary income	9,861	22,239	20,259	21,370	23,750
Extraordinary income	15,471	1,834	8,756	2,995	184
Extraordinary losses	3,871	446	9,118	185	949
Income before income taxes	21,461	23,627	19,897	24,181	22,985
Income taxes - current Income taxes - deferred	8,929	3,877	10,910	2,482	9,516
	(4,772)	3,594	(2,719)	3,795	(2,098)
Total income taxes Profit	4,157	7,471	8,190 11,706	6,277	7,417
Profit(loss) attributable to non-controlling interests	<u> </u>	<u>16,155</u> 447	451	<u>17,903</u> 351	<u>15,568</u> 316
Profit attributable to owners of parent	¥ 17,316	¥ 15,707	¥ 11,255	¥ 17,552	¥ 15,252
rion autoutable to owners of patent	± 17,010	+ 13,707	± 11,233	± 17,004	± 13,232