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July 29, 2020

## Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2021 [under Japanese GAAP]

Company name: **Mitsubishi UFJ Securities Holdings Co., Ltd.**

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Supplementary material on quarterly financial results: Yes

Quarterly financial results presentation meeting: None

(Millions of yen with fractional amounts disregarded)

### 1. Consolidated performance for the first quarter of fiscal year 2020 (from April 1, 2020 to June 30, 2020)

#### (1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

	Operating revenue		Net operating revenue		Operating profit		Ordinary profit	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
First three months of FY2020	107,264	9.6	64,599	(3.3)	929	—	6,181	930.5
First three months of FY2019	97,828	5.6	66,830	(22.3)	(4,301)	—	599	(96.1)

	Profit attributable to owners of parent		Basic earnings per share	Diluted earnings per share
	Millions of yen	%	Yen	Yen
First three months of FY2020	4,359	478.7	5.92	—
First three months of FY2019	753	(91.1)	1.02	1.02

(Note) Comprehensive income First three months of FY2020: (13,304) million yen — %  
First three months of FY2019: 7,021 million yen 14.7%

#### (2) Consolidated financial position

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
As of June 30, 2020	32,088,968	919,183	2.0
As of March 31, 2020	31,866,151	943,963	2.1

(Reference) Equity As of June 30, 2020: 652,381 million yen As of March 31, 2020: 673,866 million yen

(Note) “Equity ratio” is computed under the formula shown below:

(Total net assets – Share acquisition rights – Non-controlling interests) / Total assets

**\*Notes**

- (1) **Changes in significant subsidiaries during the current period (changes in specified subsidiaries resulting in the change in scope of consolidation):** None
- (2) **Application of particular accounting for preparing quarterly consolidated financial statements:** None
- (3) **Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections**
- a. Changes in accounting policies due to revisions to accounting standards and other regulations: None
  - b. Changes in accounting policies due to other reasons: None
  - c. Changes in accounting estimates: None
  - d. Restatement of prior period financial statements after error corrections: None

(4) **Number of issued shares (common stock)**

- a. Total number of issued shares at the end of the period (including treasury stock)

As of June 30, 2020	736,985,496 shares
As of March 31, 2020	736,985,496 shares

- b. Number of shares of treasury stock at the end of the period

As of June 30, 2020	– shares
As of March 31, 2020	– shares

- c. Average number of shares during the period (cumulative from the beginning of the fiscal year)

First three months of the fiscal year ending March 31, 2021	736,985,496 shares
First three months of the fiscal year ended March 31, 2020	736,985,496 shares

< \* >

This quarterly financial results report is not subject to quarterly review.

< \* **Other special matters** >

None

## Attached Material

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#### <Reference>

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Consolidated financial statements and primary notes

(1) Consolidated balance sheets

(Millions of yen)

	As of March 31, 2020	As of June 30, 2020
<b>ASSETS</b>		
Current assets		
Cash and deposits	2,185,650	1,374,185
Cash segregated as deposits	858,165	907,311
Trading products	12,869,831	15,161,046
Trading securities and other	4,727,433	6,376,389
Derivatives	8,142,397	8,784,656
Trade date accrual	552,675	1,273,011
Margin transaction assets	214,735	224,094
Loans secured by securities	13,241,266	11,159,065
Short-term guarantee deposits	1,016,119	1,130,696
Short-term investment securities	5,618	33,421
Income taxes receivable	5,459	7,961
Other current assets	288,824	187,359
Total current assets	31,238,347	31,458,153
Non-current assets		
Property, plant and equipment	32,088	30,687
Intangible assets	106,827	104,687
Investments and other assets	488,887	495,440
Total non-current assets	627,804	630,815
Total assets	31,866,151	32,088,968

(Millions of yen)

	As of March 31, 2020	As of June 30, 2020
<b>LIABILITIES</b>		
Current liabilities		
Trading products	11,765,256	12,346,122
Trading securities and other	4,002,899	3,790,016
Derivatives	7,762,356	8,556,106
Margin transaction liabilities	179,207	141,011
Borrowings secured by securities	10,234,296	11,636,314
Short-term borrowings	3,259,551	1,559,676
Current portion of bonds	276,710	293,385
Current portion of long-term borrowings	115,501	106,148
Commercial papers	729,871	522,449
Income taxes payable	7,417	4,007
Provision for contingent loss	680	607
Asset retirement obligations	103	49
Other current liabilities	2,559,489	2,813,585
<b>Total current liabilities</b>	<b>29,128,086</b>	<b>29,423,358</b>
Non-current liabilities		
Bonds payable	1,017,479	963,255
Long-term borrowings	753,034	760,219
Net defined benefit liability	2,641	2,536
Provision for directors' retirement benefits	93	82
Asset retirement obligations	7,787	7,824
Other non-current liabilities	8,795	8,128
<b>Total non-current liabilities</b>	<b>1,789,832</b>	<b>1,742,047</b>
Reserves under special laws		
Reserve for financial instruments transaction liabilities	4,269	4,378
<b>Total reserves under special laws</b>	<b>4,269</b>	<b>4,378</b>
<b>Total liabilities</b>	<b>30,922,188</b>	<b>31,169,785</b>
<b>NET ASSETS</b>		
Shareholders' equity		
Share capital	75,518	75,518
Capital surplus	434,441	434,441
Retained earnings	191,165	187,610
<b>Total shareholders' equity</b>	<b>701,126</b>	<b>697,570</b>
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	571	595
Deferred gains or losses on hedges	20	21
Foreign currency translation adjustment	(28,417)	(46,366)
Remeasurements of defined benefit plans	566	560
<b>Total accumulated other comprehensive income</b>	<b>(27,259)</b>	<b>(45,189)</b>
Non-controlling interests	270,096	266,802
<b>Total net assets</b>	<b>943,963</b>	<b>919,183</b>
<b>Total liabilities and net assets</b>	<b>31,866,151</b>	<b>32,088,968</b>

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

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)
Operating revenue		
Commission received	32,012	29,014
Net trading income	32,114	31,676
Financial revenue	33,698	46,568
Other operating revenue	4	4
Total operating revenue	97,828	107,264
Financial expenses	30,997	42,665
Net operating revenue	66,830	64,599
Selling, general and administrative expenses	71,132	63,669
Operating profit (loss)	(4,301)	929
Non-operating income		
Share of profit of entities accounted for using equity method	3,676	1,758
Foreign exchange gains	430	1,927
Other	826	2,153
Total non-operating income	4,934	5,839
Non-operating expenses		
Loss on investments in money held in trust	0	492
Other	31	95
Total non-operating expenses	32	587
Ordinary profit	599	6,181
Extraordinary income		
Reversal of reserve for financial instruments transaction liabilities	1	—
Total extraordinary income	1	—
Extraordinary losses		
Loss on valuation of investment securities	20	0
Impairment loss	201	—
Provision of reserve for financial instruments transaction liabilities	—	108
Other	43	29
Total extraordinary losses	265	138
Profit before income taxes	336	6,043
Income taxes-current	416	1,451
Income taxes-deferred	(858)	74
Total income taxes	(441)	1,526
Profit	777	4,516
Profit attributable to non-controlling interests	24	156
Profit attributable to owners of parent	753	4,359

Consolidated statements of comprehensive income (cumulative)

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)
Profit	777	4,516
Other comprehensive income		
Valuation difference on available-for-sale securities	(351)	136
Deferred gains or losses on hedges	24	1
Foreign currency translation adjustment	6,561	(17,948)
Remeasurements of defined benefit plans, net of tax	10	(10)
Total other comprehensive income	6,243	(17,821)
Comprehensive income	7,021	(13,304)
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of parent	7,154	(13,570)
Comprehensive income attributable to non-controlling interests	(132)	265

(3) Notes to consolidated financial statements

(Notes on premise of going concern)

None

(Notes on significant changes in the amount of shareholders' equity)

None

**Consolidated Financial Results**  
**for the First Quarter of the Fiscal Year Ending March 31, 2021**

## I. Commission received

## (1) Breakdown by item

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Brokerage commission	5,771	6,995	1,224	27,228
Stocks	5,558	6,572	1,014	26,053
Bonds	0	1	1	3
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	8,805	4,339	(4,465)	28,560
Stocks	2,614	70	(2,543)	6,557
Bonds	6,190	4,269	(1,921)	22,002
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	3,366	2,912	(453)	17,346
Beneficiary certificates	2,757	2,885	128	15,378
Other fees received	14,068	14,766	697	70,156
Beneficiary certificates	5,291	4,615	(676)	21,372
Total	32,012	29,014	(2,997)	143,291

## (2) Breakdown by product

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Stocks	8,707	6,911	(1,795)	35,721
Bonds	6,649	5,198	(1,451)	25,782
Beneficiary certificates	8,235	7,869	(365)	37,765
Other	8,419	9,034	615	44,021
Total	32,012	29,014	(2,997)	143,291

## 2. Net trading income

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Stocks	26,458	(13,158)	(39,617)	59,510
Bonds and other	5,655	44,835	39,180	90,158
Total	32,114	31,676	(437)	149,668



## Quarterly Trends in Consolidated Statements of Income

(Millions of yen)

	1Q of FY2019 (April 1 to June 30, 2019)	2Q of FY2019 (July 1 to September 31, 2019)	3Q of FY2019 (October 1 to December 31, 2019)	4Q of FY2019 (January 1 to March 31, 2020)	1Q of FY2020 (April 1 to June 30, 2020)
Operating revenue	97,828	106,826	117,999	133,125	107,264
Commission received	32,012	36,117	37,720	37,441	29,014
Brokerage commission	5,771	6,281	7,253	7,922	6,995
Stocks	5,558	6,040	7,051	7,404	6,572
Bonds	0	0	0	1	1
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	8,805	7,174	6,864	5,716	4,339
Stocks	2,614	1,241	1,103	1,597	70
Bonds	6,190	5,932	5,760	4,118	4,269
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	3,366	4,778	4,964	4,236	2,912
Beneficiary certificates	2,757	4,356	4,445	3,818	2,885
Other fees received	14,068	17,882	18,638	19,566	14,766
Beneficiary certificates	5,291	5,422	5,475	5,183	4,615
Net trading income	32,114	33,555	37,162	46,836	31,676
Net trading income from securities (stocks)	26,458	6,041	15,183	11,825	(13,158)
Net trading income from bonds and other	5,655	27,513	21,978	35,010	44,835
Financial revenue	33,698	37,153	43,116	48,848	46,568
Other operating revenue	4	0	—	—	4
Financial expenses	30,997	32,023	31,937	38,658	42,665
Net operating revenue	66,830	74,802	86,062	94,467	64,599
Selling, general and administrative expenses	71,132	71,370	75,096	75,987	63,669
Trading related expenses	17,687	19,297	21,876	21,037	12,829
Personnel expenses	26,183	27,543	27,944	28,978	24,415
Real estate expenses	6,296	5,983	6,051	6,044	5,776
Office cost	8,475	7,665	8,001	7,993	8,031
Depreciation	7,654	7,505	7,478	8,051	7,598
Taxes and dues	3,046	1,376	1,819	1,587	2,626
Other	1,788	1,997	1,925	2,294	2,391
Operating profit (loss)	(4,301)	3,432	10,966	18,480	929
Non-operating income	4,934	6,055	3,426	7,126	5,839
Non-operating expenses	32	75	72	1,438	587
Ordinary profit	599	9,412	14,320	24,169	6,181
Extraordinary income	1	531	—	1,169	—
Extraordinary losses	265	345	40	1,819	138
Profit before income taxes	336	9,598	14,280	23,519	6,043
Income taxes-current	416	1,590	3,088	5,149	1,451
Income taxes-deferred	(858)	1,276	2,443	2,282	74
Total income taxes	(441)	2,867	5,532	7,432	1,526
Profit	777	6,731	8,747	16,086	4,516
Profit attributable to non-controlling interests	24	3,297	2,385	5,492	156
Profit attributable to owners of parent	753	3,433	6,362	10,594	4,359

<Reference>

Mitsubishi UFJ Morgan Stanley Securities, Co., Ltd.  
for the First Quarter of the Fiscal Year Ending March 31, 2021

(1) Consolidated operating results

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Operating revenue	52,918	48,608	(4,309)	246,946
Commission received	26,924	23,876	(3,048)	122,539
Net trading income	21,366	21,796	429	101,599
Net operating revenue	51,466	47,761	(3,704)	241,541
Operating profit (loss)	(2,645)	385	3,030	17,493
Ordinary profit (loss)	(2,135)	899	3,035	19,765
Profit (loss) attributable to owners of parent	(1,662)	1,028	2,690	13,158

(Breakdown of operating revenue)

<Breakdown by item of commission received>

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Brokerage commission	4,308	5,496	1,188	20,928
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	5,881	1,354	(4,526)	16,391
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	3,339	2,912	(426)	17,256
Other fees received	13,395	14,112	716	67,962
Total	26,924	23,876	(3,048)	122,539

<Breakdown by product of commission received>

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Stocks	7,094	5,373	(1,720)	29,119
Bonds	3,882	2,504	(1,377)	14,281
Beneficiary certificates	8,052	7,740	(312)	37,069
Other	7,895	8,257	362	42,068
Total	26,924	23,876	(3,048)	122,539

<Net trading income>

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Stocks	5,845	4,926	(919)	25,872
Bonds and other	15,520	16,869	1,348	75,727
Total	21,366	21,796	429	101,599

(2) Consolidated financial position

(Millions of yen)

	As of June 30, 2019	As of June 30, 2020	Increase (Decrease)	As of March 31, 2020
Total assets	14,373,207	18,803,716	919,449	17,884,267
Net assets	395,714	388,313	(4,461)	392,774

<Reference>

(3) Non-consolidated operating results

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Operating revenue	46,658	43,475	(3,182)	219,907
Commission received	23,620	20,948	(2,671)	107,313
Net trading income	17,656	17,852	196	85,060
Net operating revenue	44,430	40,913	(3,517)	209,721
Operating profit (loss)	(4,097)	(2,261)	1,835	9,660
Ordinary profit (loss)	(1,613)	(1,499)	114	14,610
Profit (loss)	(352)	(494)	(142)	11,299

(Breakdown of operating revenue)

<Breakdown by item of commission received>

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Brokerage commission	4,172	5,259	1,087	20,220
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	5,881	1,354	(4,526)	16,391
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	1,895	1,990	94	10,133
Other fees received	11,671	12,344	673	60,567
Total	23,620	20,948	(2,671)	107,313

<Breakdown by product of commission received>

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Stocks	6,972	5,165	(1,806)	28,497
Bonds	3,698	2,502	(1,195)	13,272
Beneficiary certificates	5,345	5,416	71	24,860
Other	7,605	7,864	258	40,682
Total	23,620	20,948	(2,671)	107,313

<Net trading income>

(Millions of yen)

	First three months of FY2019 (From April 1, 2019 to June 30, 2019)	First three months of FY2020 (From April 1, 2020 to June 30, 2020)	Increase (Decrease)	FY2019 (From April 1, 2019 to March 31, 2020)
Stocks	5,696	4,863	(832)	25,523
Bonds and other	11,959	12,989	1,029	59,537
Total	17,656	17,852	196	85,060

(4) Non-consolidated financial position

(Millions of yen)

	As of June 30, 2019	As of June 30, 2020	Increase (Decrease)	As of March 31, 2020
Total assets	14,280,810	18,692,062	906,453	17,785,608
Net assets	398,687	403,361	(5,973)	409,334