

# Financial Results

**Fourth Quarter**

**Fiscal Year ending March 2019**

April 2019

Mizuho Securities

**MIZUHO**

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- “Underwriting and selling fees and commissions from solicitation to qualifying investors” and “offering, selling, and other commissions and fees, and commissions from solicitation to qualifying investors” are described as “underwriting and selling fees and commissions” and “offering, selling, and other commissions and fees,” respectively in this material.
- Financial statement figures shown have been rounded down to the nearest whole number.

\* The information herein is being provided solely for informational purposes in relation to the Company’s FY18 Q4 financial results, not for investment purposes or advice regarding securities issued by the Company. The information herein is based on data as of April 26, 2019. The Company makes no claims, promises or guarantees about the accuracy, completeness, or adequacy of this information which may change at any time without prior notice.

# 1. Financial statements

Looking at FY18 Q4 cumulative results, on a QoQ basis, net operating revenues decreased 13.9% to JPY 58.9bn, ordinary income decreased to JPY -5.3bn, and net income attributable to owners of parent decreased to JPY -19.3bn. If we include the results of Mizuho Securities USA (MSUSA), ordinary income decreased QoQ to JPY -1.7bn. In addition, on a YoY basis, net operating revenues decreased 7.2% to JPY 283.8bn, ordinary income decreased 47.4% to JPY 22.7bn, and net income attributable to owners of parent decreased 87.8% to JPY 4.3bn. If we include the results of MSUSA, ordinary income declined 46.1% to JPY 32.4bn YoY.

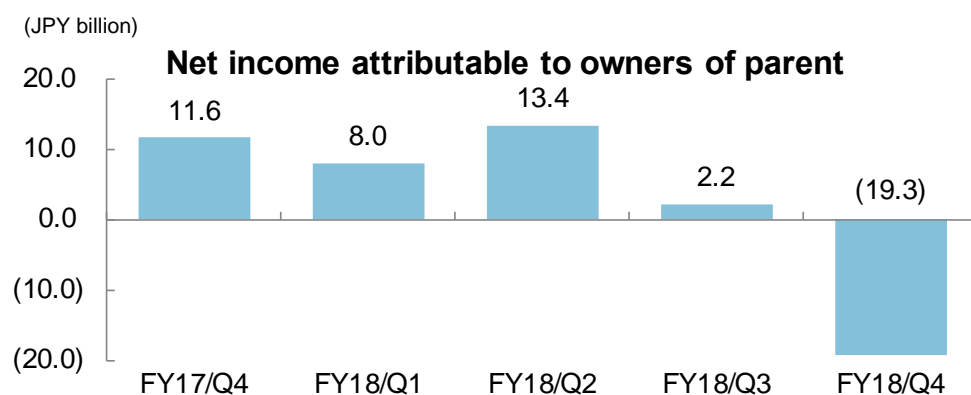
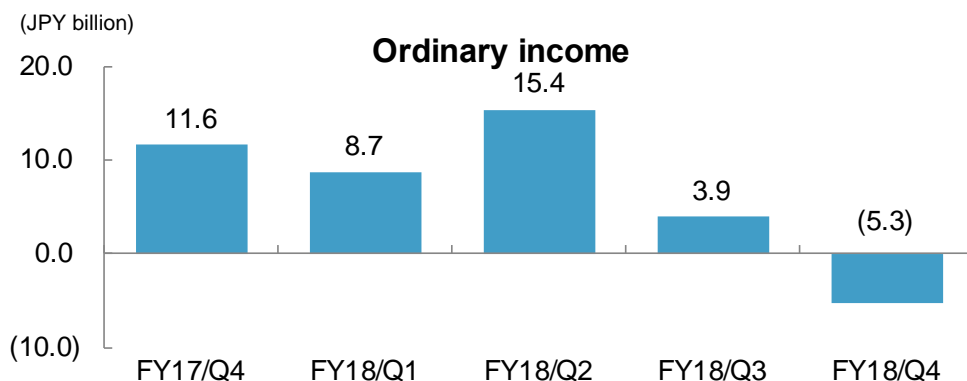
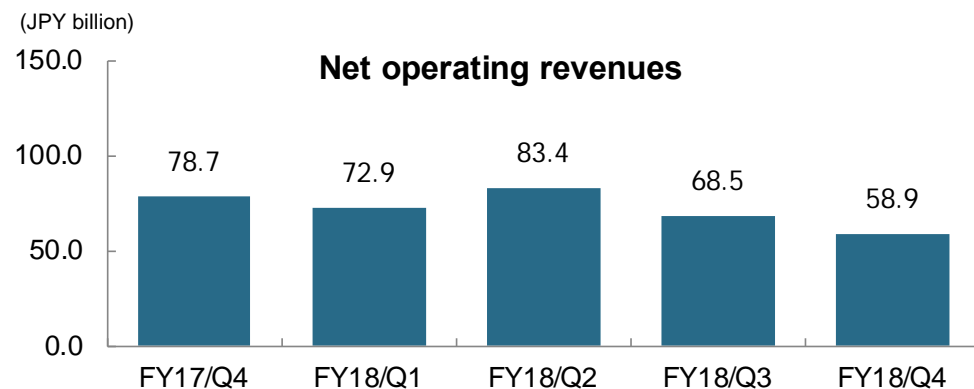
	2018/12	2019/3	QoQ change	2018/3	2019/3	YoY change
<b>Total assets</b>	16,280.4	<b>15,642.3</b>	(638.0)	15,153.0	<b>15,642.3</b>	489.3
<b>Total net assets</b>	909.5	<b>894.4</b>	(15.0)	910.8	<b>894.4</b>	(16.3)
	FY2018 Q3	FY2018 Q4	QoQ %	FY2017 Q4YTD	FY2018 Q4YTD	YoY %
<b>Operating revenues</b>	90.7	<b>88.3</b>	( 2.6%)	381.4	<b>381.5</b>	<b>0.0%</b>
Commissions	45.1	<b>38.4</b>	( 14.9%)	168.4	<b>167.9</b>	( 0.3%)
Net gain on trading	25.4	<b>18.5</b>	( 27.2%)	124.2	<b>101.3</b>	( 18.4%)
Net gain (loss) on operating investment securities	0.8	<b>0.5</b>	( 32.1%)	10.0	<b>7.7</b>	( 23.5%)
Interest and dividend income	19.2	<b>30.8</b>	<b>60.4%</b>	78.7	<b>104.4</b>	<b>32.6%</b>
Interest expenses	22.2	<b>29.4</b>	<b>32.4%</b>	75.4	<b>97.6</b>	<b>29.5%</b>
<b>Net operating revenues</b>	68.5	<b>58.9</b>	( 13.9%)	306.0	<b>283.8</b>	( 7.2%)
SG & A expenses	64.2	<b>65.1</b>	1.4%	263.4	<b>262.6</b>	( 0.3%)
<b>Operating income</b>	4.2	(6.2)	—	42.6	<b>21.2</b>	( 50.2%)
<b>Ordinary income(A)</b>	3.9	<b>(5.3)</b>	—	43.2	<b>22.7</b>	( 47.4%)
<b>Income before tax*</b>	3.4	(17.1)	—	42.5	<b>11.3</b>	( 73.3%)
<b>Net income attributable to owners of parent</b>	2.2	<b>(19.3)</b>	—	35.7	<b>4.3</b>	( 87.8%)
Information for reference:						
<b>Mizuho Securities USA ordinary income (B)</b>	1.3	<b>3.6</b>	<b>162.1%</b>	17.0	<b>9.7</b>	( 42.8%)
<b>Ordinary income calculated on simple aggregate basis (A+B) **</b>	5.2	<b>(1.7)</b>	—	60.2	<b>32.4</b>	( 46.1%)

\* Income before tax: Income before income taxes and non-controlling interests

\*\*Figures here represent the simple aggregate of ordinary income (B) of Mizuho Securities USA (MSUSA) (a company not included in our consolidated results) and ordinary income (A) reported on Mizuho Securities Co., Ltd. consolidated financial income statements.

Note that from FY18 Q1, MSUSA's ordinary income includes the ordinary income (loss) of Mizuho Capital Markets as a result of this entity having been brought under MSUSA integrated management.

## 2. Earnings summary—consolidated



### Summary

#### ✓ Quarterly (FY18/Q4)

##### ➤ Financial results

**Net operating revenues:** JPY 58.9bn  
(-9.5bn QoQ -13.9%)

**Ordinary income:** JPY -5.3bn  
(-9.2bn QoQ)

**Net income attributable to owners of parent:** JPY -19.3bn  
(-21.5bn QoQ)

##### QoQ results

Ordinary income decreased JPY 9.2bn QoQ to record JPY -5.3bn, as a result of quarterly declines across areas including commissions & fees and trading. In addition, net income attributable to owners of parent decreased JPY 21.5bn QoQ to record JPY -19.3bn due to the recording of extraordinary losses and income taxes deferred.

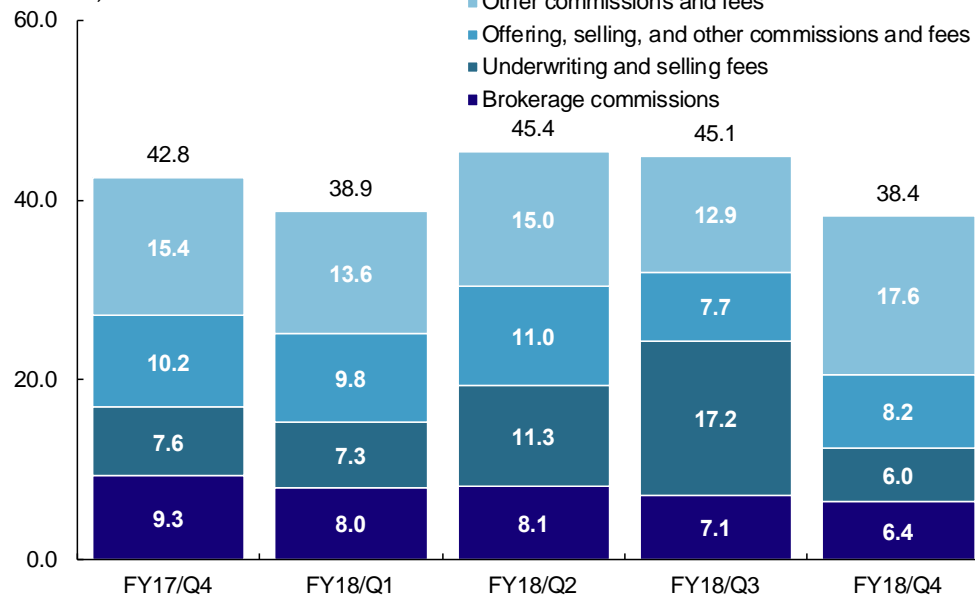
## 2. Earnings summary—commissions

(JPY billion)

	FY2018 Q3	FY2018 Q4	QoQ %	FY2017 Q4YTD	FY2018 Q4YTD	YoY %
<b>Total</b>	45.1	<b>38.4</b>	<b>(14.9%)</b>	168.4	<b>167.9</b>	<b>(0.3%)</b>
<b>Brokerage commissions</b>	7.1	<b>6.4</b>	<b>(10.1%)</b>	37.3	<b>29.7</b>	<b>(20.2%)</b>
Equities	6.8	6.1	(9.9%)	35.9	28.5	(20.6%)
<b>Underwriting and selling fees and commissions</b>	17.2	<b>6.0</b>	<b>(65.1%)</b>	29.5	<b>41.9</b>	<b>42.0%</b>
Equities	12.5	2.2	(82.2%)	14.4	21.8	51.0%
Bonds	4.7	3.6	(22.4%)	14.9	19.5	31.1%
<b>Offering, selling, and other commissions and fees</b>	7.7	<b>8.2</b>	<b>6.7%</b>	41.7	<b>36.9</b>	<b>(11.4%)</b>
Investment trusts	3.9	4.3	9.0%	27.5	22.0	(20.2%)
<b>Other commissions and fees</b>	12.9	<b>17.6</b>	<b>36.2%</b>	59.8	<b>59.2</b>	<b>(0.9%)</b>
Investment trusts	4.3	4.2	(1.9%)	17.3	17.6	1.7%

### Commissions

(JPY billion)



#### ✓ Highlights (FY18/Q4)

**Commissions: JPY 38.4bn (Q4 YTD: JPY 167.9bn)**

■ **-6.7bn QoQ -14.9%**

➤ **QoQ decrease due to declines across brokerage commissions as well as underwriting and selling fees and commissions despite increased revenue from certain “other commissions and fees,” specifically consulting fees and structured finance fees**

■ **-0.4bn YoY -0.3%**

➤ **Maintained the same level YoY thanks to increases in underwriting and selling fees and commissions despite declines across brokerage commissions as well as offering, selling, and other commissions and fees**

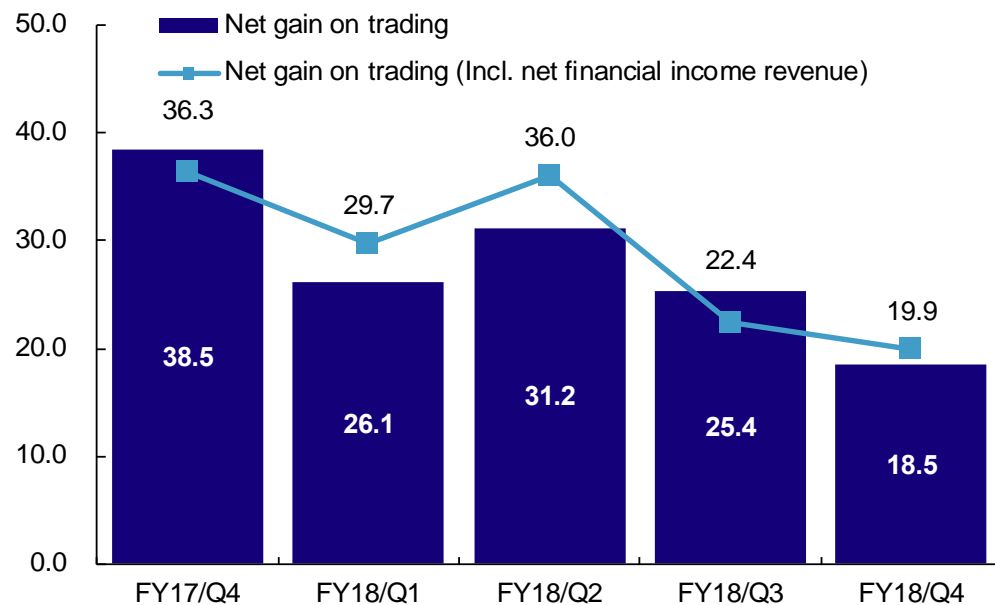
## 2. Earnings summary—net gain on trading

(JPY billion)

	FY2018 Q3	FY2018 Q4	QoQ %	FY2017 Q4YTD	FY2018 Q4YTD	YoY %
<b>Total</b>	25.4	18.5	(27.2%)	124.2	101.3	(18.4%)
Equities, etc.	(1.1)	2.6	—	18.3	48.8	166.0%
Bonds, etc. and others	26.5	15.8	(40.3%)	105.8	52.5	(50.4%)
<b>Net gain on trading (Incl. net financial income revenue)</b>	22.4	19.9	(11.2%)	127.5	108.1	(15.2%)
Net financial income revenue	(2.9)	1.4	—	3.3	6.8	103.3%

### Net gain on trading

(JPY billion)



#### ✓ Highlights (FY18/Q4)

Net gain on trading : JPY 18.5bn (Q4YTD: JPY 101.3bn)

■ -6.9bn QoQ -27.2%

➤ QoQ decrease despite dedicated efforts to boost client flows in Japan amidst a challenging environment characterized by global pressure for interest rate cuts in addition to sluggish market conditions around the world

■ -22.8bn YoY -18.4%

➤ Despite efforts to boost client flows amidst a challenging market environment, recorded YoY decrease due to a number of factors including the impact of sluggish performance of overseas entities from the outset of FY18

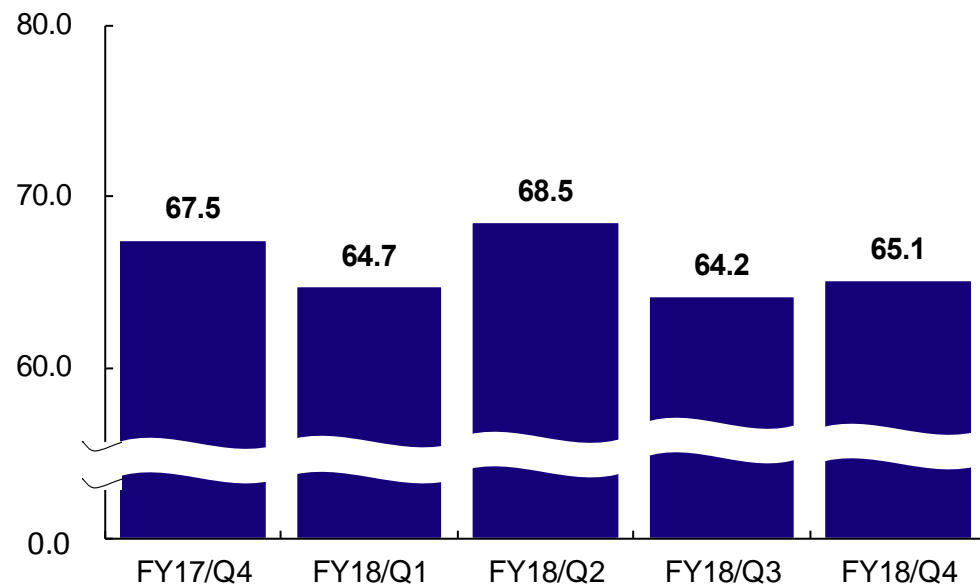
## 2. Earnings summary—SG&A expenses

(JPY billion)

	FY2018 Q3	FY2018 Q4	QoQ %	FY2017 Q4YTD	FY2018 Q4YTD	YoY %
<b>Total</b>	64.2	65.1	1.4%	263.4	262.6	(0.3%)
Transaction-related	12.2	11.8	(3.7%)	46.3	46.9	1.5%
Personnel	27.9	27.5	(1.4%)	117.1	117.3	0.2%
Real estate	7.7	7.9	3.3%	31.9	31.6	(0.8%)
Administrative	6.8	6.9	2.5%	30.3	27.2	(10.4%)
Depreciation and amortization	7.0	7.3	5.5%	26.7	28.4	6.6%
Taxes and dues	1.4	1.5	7.2%	5.3	5.7	6.5%
Other	1.0	1.8	82.2%	5.5	5.2	(6.5%)

### Consolidated SG&A expenses

(JPY billion)



#### ✓ Highlights (FY18/Q4)

SG&A expenses: JPY 65.1bn (Q4YTD: JPY 262.6bn)

■ +0.9bn QoQ +1.4%

➤ Despite increases in real estate expenses as well as depreciation and amortization costs, SG&A expenses overall essentially remained flat QoQ thanks to reductions across areas including transaction-related expenses and personnel expenses

■ -0.7bn YoY -0.3%

➤ Despite increases in expenses such as depreciation and amortization costs, SG&A remained essentially flat YoY thanks to reductions in administrative and other expenses

### 3. Business segments

(JPY billion)

Net operating revenues*	FY2018 Q3	FY2018 Q4	QoQ %	FY2017 Q4YTD	FY2018 Q4YTD	YoY %
Global Investment Banking	20.0	21.8	9.1%	63.2	79.3	25.4%
Global Markets	32.6	38.1	16.8%	162.6	156.5	(3.8%)
R & BB**	33.8	26.8	(20.8%)	150.5	131.3	(12.8%)

(JPY billion)

Ordinary income*	FY2018 Q3	FY2018 Q4	QoQ %	FY2017 Q4YTD	FY2018 Q4YTD	YoY %
Global Investment Banking	7.4	8.8	19.4%	11.2	27.3	142.9%
Global Markets	(3.6)	0.1	—	21.9	3.9	(82.1%)
R & BB**	3.2	(3.6)	—	28.0	7.6	(72.8%)

\* Net operating revenues and ordinary income calculated on an internal management basis prior to the deduction of internal transactions.

Includes results of Mizuho Securities USA (which is no longer included in consolidated results).

Note that from FY18 Q1, MSUSA's net income and ordinary income include the net income and ordinary income (loss) of Mizuho Capital Markets as a result of this entity having been brought under MSUSA integrated management.

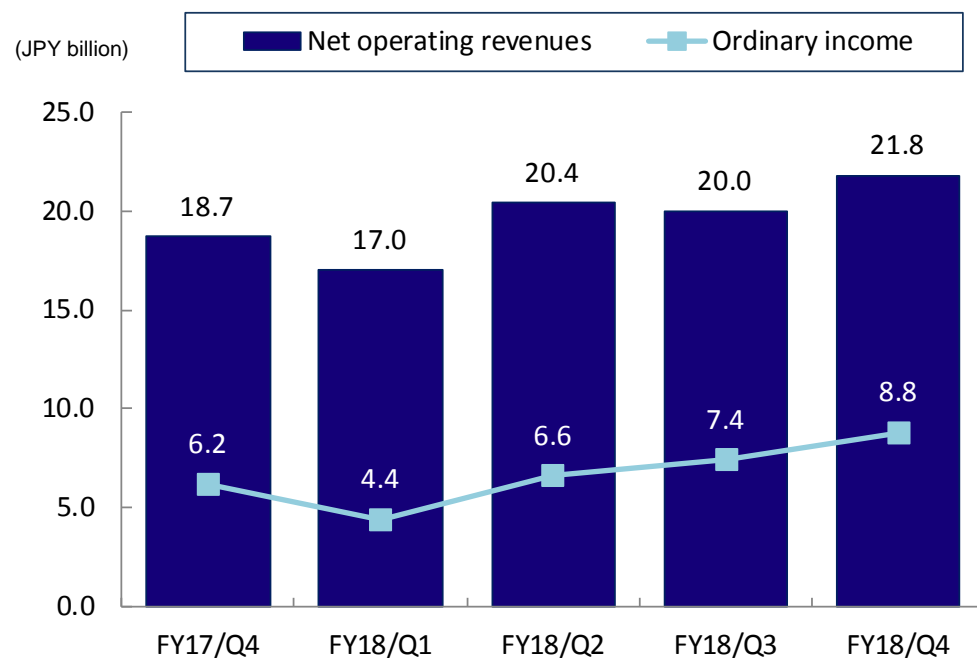
\*\* R&BB: Retail & Business Banking Division.



### 3. Business segments—Global Investment Banking

(JPY billion)

Global Investment Banking	FY2018 Q3	FY2018 Q4	QoQ %	FY2017 Q4YTD	FY2018 Q4YTD	YoY %
Net operating revenues	20.0	21.8	9.1%	63.2	79.3	25.4%
Ordinary income	7.4	8.8	19.4%	11.2	27.3	142.9%



Net operating revenues and ordinary income calculated on an internal management basis prior to the deduction of internal transactions. Includes results of Mizuho Securities USA (which is no longer included in consolidated results).

#### ✓ Global Investment Banking highlights (QoQ)

➤ Ordinary income increased JPY 1.4bn QoQ to JPY 8.8bn as a result of participating in hybrid financing deals for large-scale cross-border M&As, and posting structured finance-related revenue

#### ✓ Global Investment Banking highlights (YoY)

➤ Ordinary income increased JPY 16bn YoY to JPY 27.3bn as a result of winning a wide range of bond and equities underwriting deals throughout the year and solid accumulation of M&A advisory revenue. Captured 1st place in total straight bond underwriting league tables

### 3. Business segments—Global Investment Banking league tables

#### Major league tables

Total Japan publicly offered bonds (2018/4/1-2019/3/31)			
Rank	Company Name	Amount (JPY bn)	Share (%)
1	<b>Mizuho Sec.</b>	<b>3,718.8</b>	<b>21.4</b>
2	Nomura Sec.	3,295.5	19.0
3	SMBC Nikko Sec.	3,145.5	18.1
4	Daiwa Sec.	3,122.5	18.0
5	Mitsubishi UFJ Morgan Stanley Sec.	2,755.4	15.9

Based on underwriting amount and pricing date basis  
Deals including straight bonds, investment corporation bonds, zaito institution bonds, municipal bonds (lead manager method only), samurai bonds and preferred securities, but excluding own debt  
Source: Prepared by Mizuho Securities based on data from I-N Information Systems

Total equity underwriting worldwide (2018/4/1-2019/3/31)			
Rank	Company Name	Amount (JPY bn)	Share (%)
1	Nomura Sec.	1,175.2	20.6
2	Daiwa Sec.	906.4	15.9
3	Sumitomo Mitsui Financial Group	864.7	15.2
4	<b>Mizuho Financial Group</b>	<b>746.7</b>	<b>13.1</b>
5	Morgan Stanley	731.4	12.8

Based on underwriting amount and pricing date basis  
Deals including initial public offerings, public offerings, convertible bonds and REITs  
Source: Prepared by Mizuho Securities based on data from Refinitiv (formerly the financial and risk business of Thomson Reuters)

#### M&A Advisory for announced deals (2018/4/1-2019/3/31)

Rank	Company Name	No. of transactions	Amount (JPY bn)
1	Sumitomo Mitsui Financial Group	212	8,469.3
2	<b>Mizuho Financial Group</b>	<b>166</b>	<b>11,096.7</b>
3	Nomura Sec.	108	11,878.3
4	Kaede Group	79	4.8
5	KPMG	76	877.5

Based on number of deals  
Any Japanese related deals (excluding real estate deals)  
Source: Prepared by Mizuho Securities based on data from Refinitiv (formerly the financial and risk business of Thomson Reuters)

#### ABS lead manager (Prelim. figures) (2018/4/1-2019/3/31)

Rank	Company Name	No. of transactions	Amount (JPY bn)
1	<b>Mizuho Financial Group</b>	<b>146</b>	<b>1,457.0</b>
2	Sumitomo Mitsui Trust Holdings	18	895.4
3	Sumitomo Mitsui Financial Group	25	650.3
4	Morgan Stanley	11	435.1
5	Daiwa Sec.	13	397.3

Based on deal amounts and settlement date basis  
Source: Prepared by Mizuho Securities based on data (as of 9:00am, Apr. 15, 2019) from Refinitiv (formerly the financial and risk business of Thomson Reuters)

(Preliminary figures prior to release)

#### Major deals (FY18/Q4)

##### DCM

Japan	Global
– MORI BUILDING	– Abertis
– TAIYO NIPPON SANSO	– Altria Group Inc
– JAPAN POST INSURANCE	– Asian Development Bank
– ORIENTAL LAND	– Broadcom Inc
– Kyushu Railway	– Daimler Finance North America LLC
– Tokyo Tatemono	– Gazprom
– Dai-ichi Life Holdings	– Indian Railway Finance Corp Ltd
– TEPCO Power Grid	– Metropolitan Life Global Funding
– Kyushu Electric Power	– State Bank of India (London)
– Credit Saison	– Sun Hung Kai Properties (Capital Market) Ltd
– AEON Mall	– Sunoco LP
– Metropolitan Expressway	– Telefonica Emisiones SAU
– Korea National Oil	
– BPCE	
– Fukuoka Prefecture	
– City of Kyoto	

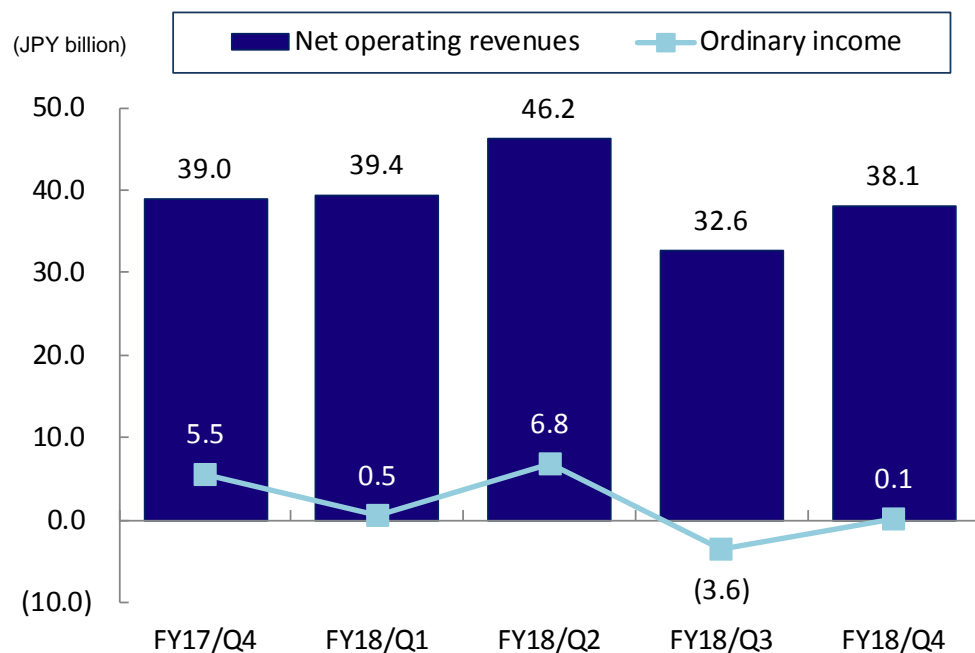
##### ECM

– ARUHI	– QTS Realty Trust Inc
– SILVER LIFE	– WaVe Life Sciences Ltd
– Japan Hotel REIT	– Xeris Pharmaceuticals Inc
– Comforia Residential REIT	
– Kenedix Residential Next Investment	
– Renewable Japan Energy Infrastructure Fund	
– Kyoei Security Service	
– a dot	
– SANKEI REAL ESTATE	

### 3. Business segments—Global Markets

(JPY billion)

Global Markets	FY2018 Q3	FY2018 Q4	QoQ %	FY2017 Q4YTD	FY2018 Q4YTD	YoY %
Net operating revenues	32.6	38.1	16.8%	162.6	156.5	(3.8%)
Ordinary income	(3.6)	0.1	—	21.9	3.9	(82.1%)



#### ✓ Global Markets highlights (QoQ)

➤ Although overseas entities continued to struggle, ordinary income increased JPY 3.8bn QoQ to record JPY 100M on the back of our Japan operations (mainly fixed income) showing signs of recovery as a result of efforts to boost client flows

#### ✓ Global Markets highlights (YoY)

➤ Recorded JPY 3.9bn in ordinary income, representing a significant decline YoY as a result of ongoing globally challenging market conditions, including falling stock prices and widening credit spreads. Such results reflect the fact that while Japan results for fixed income were largely favorable, this was not the case for equity and results for overseas entities have struggled as well

Net operating revenues and ordinary income calculated on an internal management basis prior to the deduction of internal transactions.

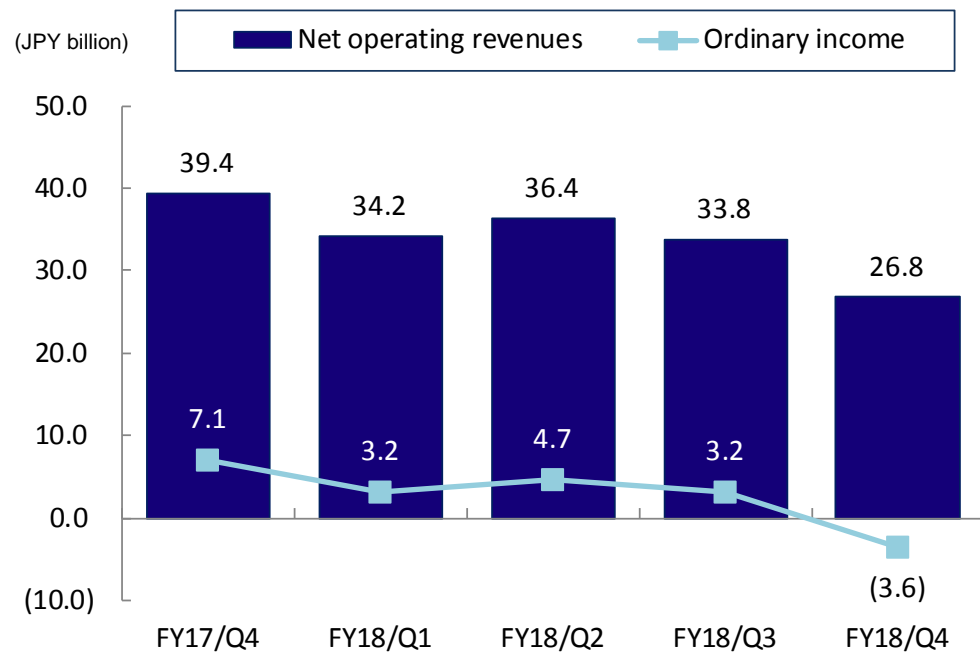
Includes results of Mizuho Securities USA (which is no longer included in consolidated results).

Note that from FY18 Q1, MSUSA's net income and ordinary income include the net income and ordinary income (loss) of Mizuho Capital Markets as a result of this entity having been brought under MSUSA integrated management.

### 3. Business segments—Retail & Business Banking (R&BB)

(JPY billion)

R & BB	FY2018 Q3	FY2018 Q4	QoQ %	FY2017 Q4YTD	FY2018 Q4YTD	YoY %
Net operating revenues	33.8	26.8	(20.8%)	150.5	131.3	(12.8%)
Ordinary income	3.2	(3.6)	—	28.0	7.6	(72.8%)



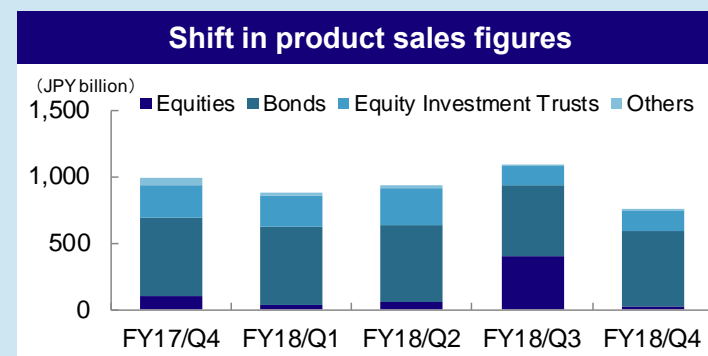
Net operating revenues and ordinary income calculated on an internal management basis prior to the deduction of internal transactions.

#### ✓ R&BB highlights (QoQ)

➤ Despite recovery in bond sales, ordinary income declined QoQ to record JPY -3.6bn due to stagnating sales of equities and equity investment trusts

#### ✓ R&BB highlights (YoY)

➤ Recorded JPY 7.6bn in ordinary income, representing a significant decline YoY due to sluggish sales of various products as a result of falling stock market prices from the second half



### 3. Business segments—Retail & Business Banking (R&BB)/topics

#### ✓ Asset inflow

- FY18: JPY 4.606 trillion (new all-time high since 2013 merger\*1)
- Of this, net cash inflow was JPY 1.121 trillion (new all-time high since 2013 merger\*1)

#### ✓ Number of lead-managed IPOs

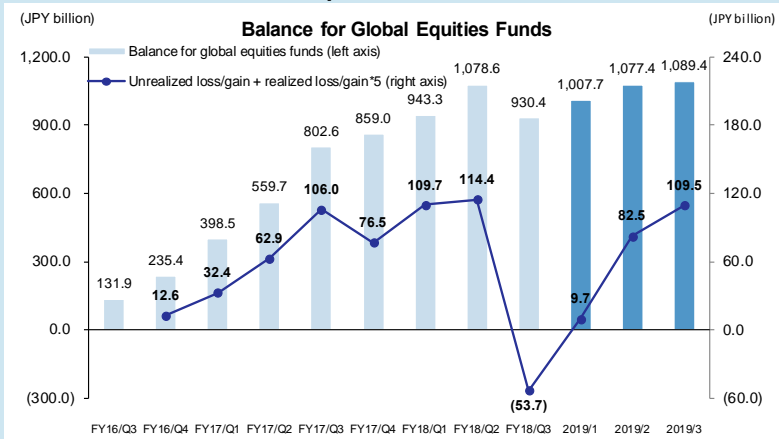
- FY18: Won 21 deals and placed 3rd for number of IPO lead-managed deals\*2

#### ✓ Equity investment trusts net increase

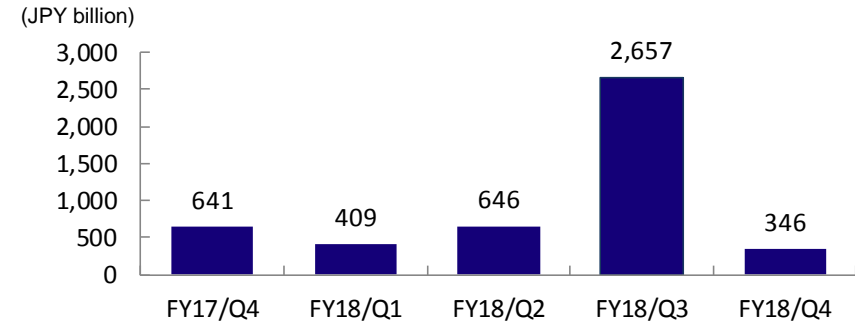
- FY18: net increase of JPY 65.4bn (maintained net increase even as overall balance for equities investment trusts across securities industry declined\*3)

#### ✓ Results of global equities investment strategy

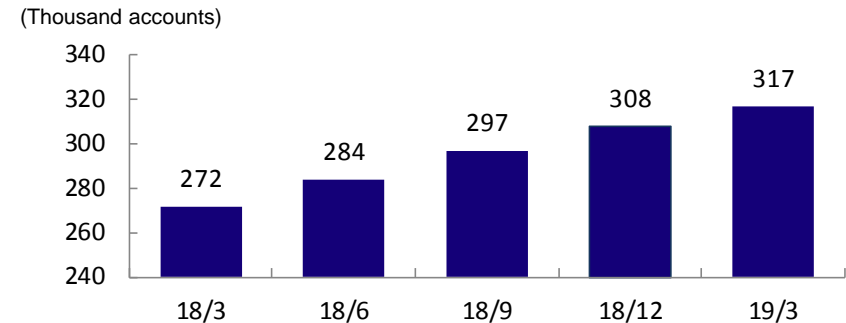
- Definitive progress in consulting business focused (since FY16) on "long-term ongoing investment" and "globally-diversified investment" themes
- Global equities funds\*4 recovered to an overall balance of JPY 1 trillion
- Accelerate "the shift from saving to investing (asset building)" by building on successful investment experiences



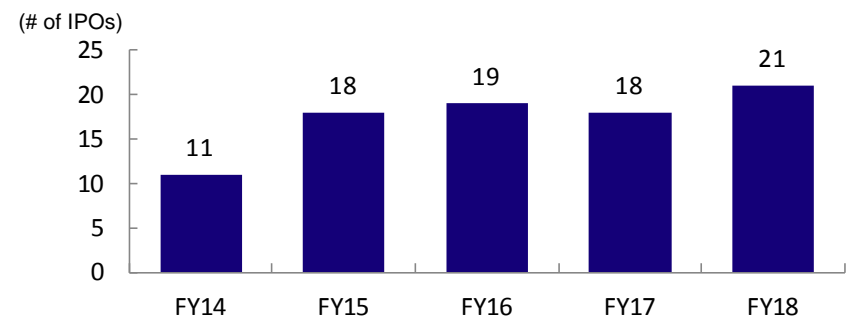
#### Asset inflow



#### # of accounts introduced by Mizuho Bank



#### # of lead-managed IPOs



\*1 Since the merger of the former Mizuho Securities and former Mizuho Investors Securities

\*2 Source: Prepared by Mizuho Securities based on CAPITAL EYE information (Incl. lead-managed deals)

\*3 Source: Prepared by Mizuho Securities based on information provided by the Japan Investment Trusts Association of Japan (Excl. ETFs)

\*4 Nine funds investing in global equities

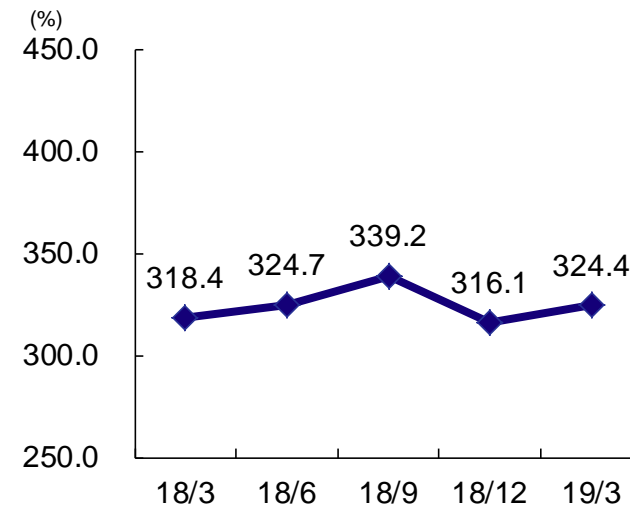
\*5 Calculated by subtracting equity investment trust net increase from estimated value

## 4. Balance sheet summary

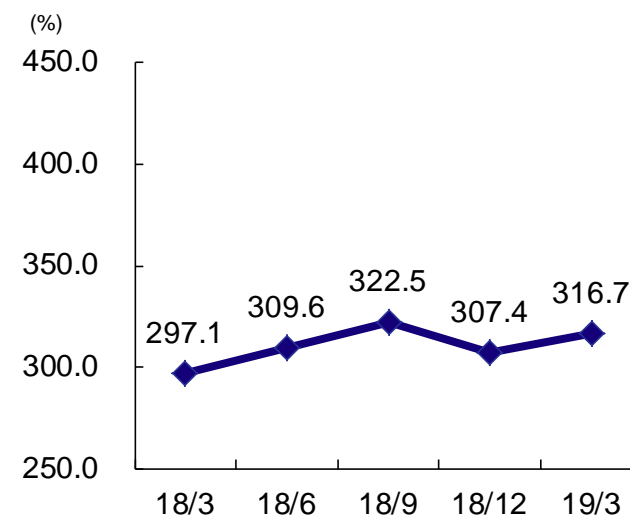
### Balance sheets (consolidated)

	2018		2019	
	Dec.	Mar.	Dec.	Mar.
	(JPY billion)			
<b>Assets</b>			<b>Liabilities</b>	
<b>Total current assets</b>	16,035	15,422	<b>Total current liabilities</b>	14,355 13,767
Cash and bank deposits	445	517	Trading liabilities	6,022 6,013
Trading assets	7,646	7,740	Collateralized short-term financing agreements-receivable	5,631 5,470
Operating investment securities	58	59	Short-term borrowings	870 886
Collateralized short-term financing agreements-receivable	7,065	6,204	Commercial paper	333 333
<b>Total noncurrent assets</b>	244	220	<b>Total noncurrent liabilities</b>	1,013 977
Property and equipment	30	29	Bonds and notes	777 779
Intangible assets	91	87	Long-term borrowings	211 173
Investments and other assets	121	103	<b>Total liabilities</b>	15,370 14,747
Investment securities	63	51	<b>Net assets</b>	
			Total shareholders' equity	946 927
			Accumulated other comprehensive income	(43) (38)
			Non-controlling interests	6 5
			<b>Total net assets</b>	909 894
<b>Total assets</b>	16,280	15,642	<b>Total liabilities and net assets</b>	16,280 15,642

### Capital adequacy ratio (consolidated)



### Capital adequacy ratio (non-consolidated)



## 5. Key initiatives and topics

### Key initiatives

#### Recap of Medium-term Business Plan (FY16 – FY18)

- Focused on “4 Enhancement Strategies,” to definitively enhance profit base and business platform to expand brand visibility both in Japan and overseas
- Established foundations to carry out structural reforms addressing structural change across the securities business

4 Enhancement Strategies	Key initiatives
Further expand retail base	<ul style="list-style-type: none"> <li>• Set new all-time high (since 2013 merger*1) for AUM by expanding client base via promotion of integrated BK-TB-SC model</li> <li>• Achieved net increase in equity investment trusts for 23 straight months through Oct. 2018</li> </ul>
Strengthen equity business	<ul style="list-style-type: none"> <li>• Expanded foreign equity sales targeting institutional and retail investors</li> <li>• Boosted ability to win deals via various initiatives including upgrading both ECM system and process management</li> <li>• Achieved top-class position in ability to win lead manager for IPO deals</li> </ul>
Enhance global business	<ul style="list-style-type: none"> <li>• Established and enhanced BK-SC derivatives platform globally</li> <li>• Strengthened global M&amp;A Biz via Biz tie-up with Perella Weinberg Partners</li> <li>• Enhanced visibility in Europe in terms of DCM</li> <li>• Expanded global network</li> </ul>
Upgrade corporate functions	<ul style="list-style-type: none"> <li>• Achieved advances in use of speech recognition technology, AI, RPA, and other such technologies*2</li> <li>• Boosted efficiency of retail back office processes (such as shifting to STP*3-based account opening)</li> </ul>

\*1 Since the merger of the former Mizuho Securities and former Mizuho Investors Securities

\*2 Robotic Process Automation

\*3 Straight Through Processing

\*4 A subsidiary of Mizuho International plc

\*5 As of Mar. 29, 2019 (based on Mizuho Securities research)

### Topics

#### Signed Agreement with Perella Weinberg Partners to Collaborate on Cross-border M&A business

- In Feb. 2019, signed MOU with Perella Weinberg Partners, one of world’s leading independent investment banks, to collaborate on providing cross-border M&A advisory services
- MOU enables MHSC to provide sophisticated M&A advisory services to support business expansion needs of clients while also contributing to global economic development

#### Commenced Frankfurt-based Operations

- In Mar. 2019, Frankfurt-based Mizuho Securities Europe GmbH commenced operations\*4
- Launch has enabled Mizuho to ensure smooth and seamless continuation of securities and other services for clients across Europe and around the world regardless of status of Brexit negotiations

#### Mizuho Introduces LINE and e-mail-based “Mizuho Securities Markets and Investment Trust Information Service”

- In Mar. 2019, Mizuho became first\*5 in Japan’s securities industry to introduce this type of service which provides periodic stock market updates over LINE app and e-mail platforms
- Aiming to provide daily investment information to wider range of clients

Reference Data



## 6. Profit and Loss Statement—Consolidated results

(JPY million)

	FY17/Q1-Q4				FY18/Q1-Q4					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
Operating revenues	381,474	82,272	103,189	93,751	102,260	381,531	92,756	109,661	90,728	88,384
Commissions	168,429	37,653	42,116	45,835	42,823	167,998	38,927	45,424	45,198	38,447
Brokerage commissions	37,319	8,828	8,428	10,684	9,377	29,774	8,058	8,102	7,168	6,445
Equities	35,949	8,508	8,076	10,375	8,989	28,539	7,812	7,767	6,816	6,143
Bonds	856	192	264	200	199	822	162	235	191	231
Underwriting and selling fees and commissions	29,574	5,411	9,192	7,301	7,669	41,996	7,371	11,312	17,278	6,034
Equities	14,460	1,860	2,874	4,206	5,518	21,837	2,649	4,457	12,508	2,221
Bonds	14,913	3,499	6,268	3,012	2,133	19,546	4,636	6,473	4,751	3,684
Offering, selling, and other commissions and fees	41,704	9,763	9,560	12,092	10,286	36,942	9,877	11,002	7,772	8,290
Beneficiary certificates	27,594	7,010	6,292	8,026	6,264	22,027	6,174	7,606	3,945	4,301
Other commissions and fees	59,831	13,649	14,934	15,757	15,489	59,284	13,619	15,006	12,979	17,678
Beneficiary certificates	17,333	4,078	4,263	4,495	4,495	17,623	4,503	4,538	4,331	4,250
Other (excl. equities and bonds)	24,441	5,156	5,481	5,668	8,135	30,812	5,779	8,366	6,466	10,200
Net gain on trading	124,225	27,201	29,829	28,629	38,565	101,382	26,195	31,250	25,431	18,504
Equities, etc.	18,366	5,485	5,714	7,612	(446)	48,858	23,626	23,703	(1,115)	2,644
Bonds, etc. and Others	105,859	21,715	24,115	21,016	39,011	52,523	2,568	7,547	26,547	15,860
Net gain (loss) on operating investment securities	10,069	511	6,872	3,072	(387)	7,704	4,284	1,951	874	593
Interest and dividend income	78,750	16,906	24,372	16,213	21,258	104,446	23,350	31,034	19,223	30,838
Interest expenses	75,401	14,858	20,828	16,240	23,474	97,640	19,766	26,226	22,221	29,425
Net operating revenues	306,072	67,414	82,360	77,511	78,785	283,891	72,990	83,435	68,506	58,959
SG&A expenses	263,451	61,532	66,543	67,777	67,597	262,673	64,745	68,507	64,257	65,162
Operating income	42,620	5,881	15,817	9,733	11,188	21,217	8,244	14,927	4,249	(6,203)
Non-operating income	3,284	888	499	730	1,166	3,208	1,161	846	422	779
Non-operating expenses	2,644	470	431	1,020	721	1,671	629	343	755	(56)
Ordinary income	43,260	6,298	15,885	9,442	11,632	22,754	8,775	15,430	3,915	(5,367)
Extraordinary gains	4,572	1,907	86	323	2,254	2,939	1,848	418	69	603
Extraordinary losses	5,319	133	1,664	507	3,013	14,347	33	1,397	485	12,430
Net income attributable to owners of parent	35,751	5,269	11,868	6,921	11,692	4,377	8,019	13,488	2,225	(19,356)

## 7. Profit and Loss Statement—Non-consolidated results

(JPY million)

	FY17/Q1-Q4				FY18/Q1-Q4					
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
Operating revenues	326,755	68,413	84,132	79,174	95,035	341,131	82,950	97,708	81,116	79,356
Commissions	142,534	31,026	34,578	37,682	39,247	151,810	34,277	41,244	41,308	34,980
Brokerage commissions	30,818	7,143	6,666	9,015	7,993	23,947	6,512	6,491	5,843	5,100
Equities	30,142	6,973	6,531	8,866	7,771	23,367	6,388	6,332	5,638	5,008
Bonds	166	44	47	41	32	167	40	59	44	22
Underwriting and selling fees and commissions	24,966	4,731	7,524	6,203	6,507	36,912	6,139	9,830	15,586	5,356
Equities	12,601	1,444	2,494	3,816	4,846	20,228	2,218	4,059	11,871	2,079
Bonds	12,165	3,235	4,980	2,304	1,644	16,070	3,836	5,389	3,696	3,148
Offering, selling, and other commissions and fees	31,378	7,619	7,191	9,084	7,483	27,772	7,475	9,062	5,294	5,940
Beneficiary certificates	27,546	6,962	6,292	8,026	6,264	22,027	6,174	7,606	3,945	4,301
Other commissions and fees	55,370	11,531	13,195	13,379	17,264	63,177	14,150	15,859	14,583	18,583
Beneficiary certificates	17,308	4,052	4,263	4,495	4,495	17,623	4,503	4,538	4,331	4,250
Other (excl. equities and bonds)	20,808	4,081	4,628	4,725	7,373	27,448	4,890	7,457	5,619	9,481
Net gain on trading	114,858	23,904	26,025	27,462	37,466	93,568	25,150	27,529	23,071	17,816
Equities, etc.	18,369	5,534	5,691	7,602	(458)	48,813	23,618	23,657	(1,097)	2,634
Bonds, etc. and Others	96,488	18,370	20,334	19,859	37,924	44,754	1,532	3,872	24,168	15,181
Net gain (loss) on operating investment securities	2,300	35	1,935	402	(73)	5,287	3,642	739	600	304
Interest and dividend income	67,061	13,446	21,592	13,627	18,394	90,465	19,879	28,194	16,136	26,255
Interest expenses	57,147	10,237	15,952	11,430	19,526	77,794	15,278	21,226	17,761	23,528
Net operating revenues	269,607	58,175	68,179	67,743	75,508	263,337	67,672	76,481	63,355	55,827
SG&A expenses	236,574	54,277	59,092	60,353	62,851	236,229	59,572	60,527	57,748	58,380
Operating income	33,032	3,898	9,086	7,390	12,657	27,107	8,099	15,954	5,606	(2,553)
Non-operating income	6,947	5,527	530	243	646	9,044	6,970	973	511	589
Non-operating expenses	1,400	311	244	415	429	196	116	15	32	32
Ordinary income	38,580	9,114	9,373	7,218	12,874	35,955	14,953	16,913	6,084	(1,995)
Extraordinary gains	4,286	1,342	84	408	2,449	2,512	1,931	418	75	86
Extraordinary losses	5,015	44	1,686	410	2,873	16,467	31	502	544	15,389
Net income	32,161	7,859	6,560	6,016	11,725	12,393	14,099	14,883	4,835	(21,424)

## 7. Number of accounts and product sales—non-consolidated

(JPY billion)

	FY17/Q1	FY17/Q2	FY17/Q3	FY17/Q4	FY18/Q1	FY18/Q2	FY18/Q3	FY18/Q4
Equity sales*	29.4	133.9	60.8	99.9	40.2	63.0	408.7	28.5
Foreign bond sales*	254.7	315.7	293.8	344.8	254.5	303.3	257.8	264.6
Japan domestic bond sales*	222.0	201.8	170.3	251.8	335.1	272.8	268.1	296.4
Equity investment trust sales*	263.6	256.6	324.3	245.0	225.0	277.9	142.6	162.6

\* Retail & Business Banking Division (R & BB Division) figures

(Thousand account)

	17/6	17/9	17/12	18/3	18/6	18/9	18/12	19/3
Cash management accounts	1,706	1,717	1,725	1,740	1,752	1,763	1,775	1,782
Online trading accounts	1,125	1,141	1,154	1,174	1,192	1,213	1,231	1,245
Number of new client accounts (R & BB Division)	21	23	21	26	25	28	27	20
New NISA accounts	352	351	351	352	352	353	354	355

	FY17/Q1	FY17/Q2	FY17/Q3	FY17/Q4	FY18/Q1	FY18/Q2	FY18/Q3	FY18/Q4
% of # of transactions traded online (equities)	52.0%	53.8%	53.7%	55.8%	52.4%	54.9%	57.3%	56.5%
% of transaction value traded online (equities)	23.7%	26.9%	28.3%	26.2%	24.4%	19.2%	25.6%	19.3%

## 7. Assets under management—non-consolidated

(JPY billion)

	17/6	17/9	17/12	18/3	18/6	18/9	18/12	19/3
AUM	40,595	42,341	45,053	44,396	44,243	45,943	43,452	45,655
Equities	22,674	23,903	26,272	25,927	25,635	26,676	24,435	26,067
Bonds	12,267	12,579	12,606	12,647	12,726	13,131	13,528	13,896
Investment trusts	5,248	5,436	5,752	5,381	5,402	5,538	4,939	5,148
Others	405	422	421	439	479	596	549	544
R & BB* AUM	35,126	36,856	39,005	38,337	38,932	40,878	38,551	40,576
Equities	19,526	20,715	22,433	21,743	22,270	23,648	21,614	22,929
Bonds	11,135	11,489	11,562	11,641	11,638	12,040	12,259	12,600
Investment trusts	4,406	4,565	4,939	4,874	4,951	5,138	4,586	4,797
Net inflow of client assets (R & BB Division)	234	502	320	641	409	646	2,657	346

\* Since the end of Mar. 2019, figures from the end of Jun. 2017 forward have been recalculated to include certain business corporates which were excluded from the scope of calculation until now

## 8. Capital adequacy ratio

(JPY billion)

Consolidated	17/6	17/9	17/12	18/3	18/6	18/9	18/12	19/3
Basic items	850	862	869	867	874	891	886	865
Supplemental items	121	123	124	122	122	122	115	117
Deducted assets	201	211	209	207	214	212	222	207
Equity after deductions	769	774	784	782	782	800	779	774
Amount equivalent to risk	220	228	229	245	240	236	246	238
Capital adequacy ratio	348.6%	339.1%	341.2%	318.4%	324.7%	339.2%	316.1%	324.4%

(JPY billion)

Non-consolidated	17/6	17/9	17/12	18/3	18/6	18/9	18/12	19/3
Basic items	820	827	833	832	855	869	874	848
Supplemental items	106	105	107	107	107	107	101	105
Deducted assets	324	336	335	334	363	359	370	356
Equity after deductions	603	596	604	605	599	617	605	598
Amount equivalent to risk	172	181	186	203	193	191	197	188
Capital adequacy ratio	349.1%	328.7%	324.3%	297.1%	309.6%	322.5%	307.4%	316.7%

## 9. Number of employees and offices

	17/6	17/9	17/12	18/3	18/6	18/9	18/12	19/3
Consolidated number of employees	9,827	9,832	9,840	9,867	10,201	10,091	10,035	10,059
Non-consolidated	7,651	7,643	7,599	7,554	7,846	7,747	7,670	7,541
Domestic affiliate companies	755	742	734	725	743	718	727	705
Overseas subsidiaries	1,421	1,447	1,507	1,588	1,612	1,626	1,638	1,813
Number of offices	283	283	284	284	271	272	272	269
Japan	274	274	275	275	262	263	263	259
Overseas (Rep. offices and subsidiaries)	9	9	9	9	9	9	9	10

\*Figures for number of employees and number of offices include those of Mizuho Securities USA (610 employees as of the end of Jun. 2017, 627 employees as of the end of Sep. 2017, 690 employees as of the end of Dec. 2017, 776 employees as of the end of Mar. 2018, 788 employees as of the end of Jun. 2018, 801 employees as of the end of Sep. 2018, 818 employees as of the end of Dec. 2018 and 1,000 employees as of the end of Mar. 2019).