

# Financial Results

**Fourth Quarter**

**Fiscal Year ending March 2021**

April 2021

Mizuho Securities

**MIZUHO**

The Mizuho logo consists of the word "MIZUHO" in a bold, white, sans-serif font, positioned above a white, curved horizontal line that spans the width of the text.

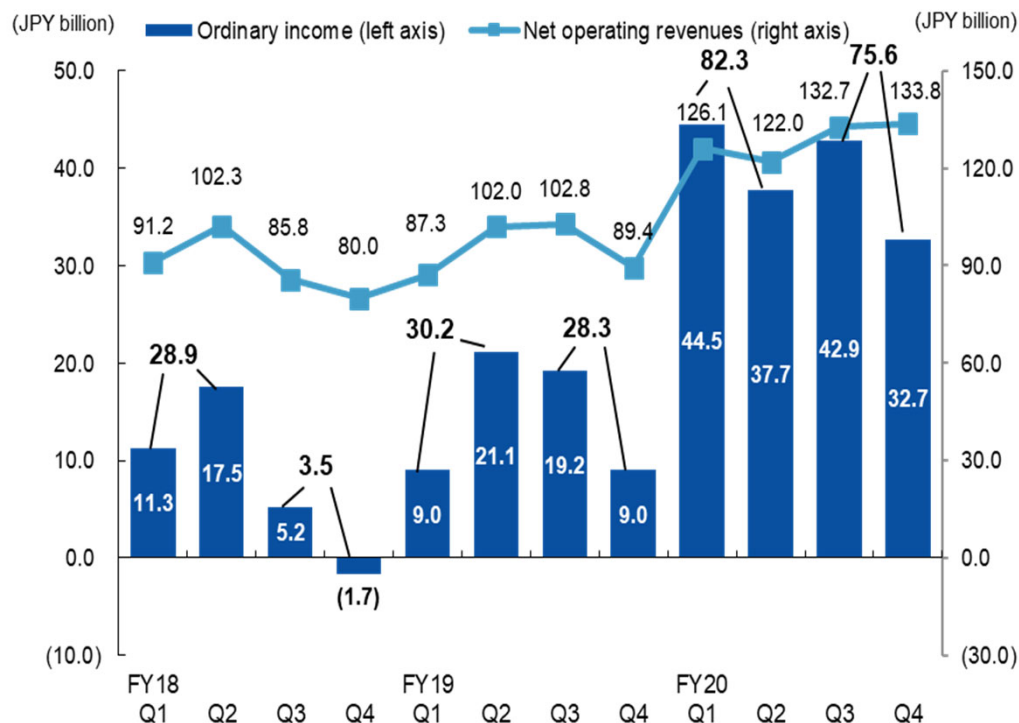
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\* The information herein is being provided solely for informational purposes in relation to the Company's FY20 Q4 financial results, not for investment purposes or advice regarding securities issued by the Company. The information herein is based on data as of April 28, 2021. 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.

# Quarterly highlights (aggregate basis inclusive of US entities\*1)

## Financial results (aggregate basis)



Financial result (JPY billion)	FY2020		QoQ %	FY2019 Q4YTD	FY2020 Q4YTD	YoY %
	Q3	Q4				

(Aggregate basis)

Net operating revenues	132.7	<b>133.8</b>	<b>+1%</b>	381.7	<b>514.8</b>	<b>+35%</b>
Ordinary income	42.9	<b>32.7</b>	<b>(24%)</b>	58.5	<b>157.9</b>	<b>+170%</b>

### ■ Q4 external environment

- Stock markets worldwide remained firm and the Tokyo Stock Exchange experienced high volume and active trading. Both of which were a reflection of worldwide vaccination program roll outs and expectations for early normalization of economic activity
- While the Japanese bond market experienced a Q3 decrease in large-scale bond issuance, the US primary market achieved a QoQ recovery

### ■ FY20 (aggregated) ordinary income as of Q4 (cumulative) was JPY 157.9bn, an all-time high\*2 and was JPY 32.7bn for Q4 representing a QoQ decrease

- For FY20 as a whole, strong performance across the overseas bond issuance market from the beginning of FY20 drove revenue, mainly overseas. Retail sales were also strong thanks to impressive stock price performance both in Japan and overseas. GIB, GMK, and R&BB each set new records for ordinary income as did each of our overseas entities
  - GIB: Won deals both in Japan and overseas across a wide range of markets including DCM and ECM
  - GMK: Successfully acquired client business across foreign equities, equities derivatives, etc.
  - R&BB: Achieved strong sales across a diverse range of products including stock investment trusts, structured bonds, as well as Japanese and foreign equities
- Ordinary income decreased QoQ as a result of overseas trading loses which outstripped both R&BB's success in maintaining high revenue for the quarter (thanks to strong product sales), and GIB's new all time high for quarterly ordinary income (thanks to strong sales overseas).

\*1 "Aggregate basis" is the simple aggregate of P/L Statement-reported: net operating revenues and ordinary income along with net operating revenues and ordinary income (both calculated on an internal management basis) of our US-based entities (such as MSUSA, etc.) which are not consolidated subsidiaries of Mizuho Securities.

\*2 "All time high" since the 2013 merger of the former Mizuho Securities and former Mizuho Investors Securities.

# Earnings summary—Consolidated

## Financials recap

- On a QoQ basis, net operating revenues increased 3.6% to JPY 106bn, ordinary income decreased (2.3%) to JPY 29.1bn, and net income attributable to owners of parent decreased 52.8% to JPY 14.5bn
- On a YoY basis, net operating revenues increased 32.5% to JPY 373.6bn, ordinary income increased 213.1% to JPY 97.8bn, and net income attributable to owners of parent increased 252.6% to JPY 75.5bn
- JPY 97.8bn for FY20 marks our highest ordinary income since our US-based entities became non-consolidated subsidiaries

## Aggregate basis inclusive of US entities

- On an aggregate basis inclusive of US entities, while QoQ ordinary income decreased (23.7%) to JPY 32.7bn, it increased 169.8% YoY to set a new record of JPY 157.9bn

Financial results (JPY billion)	FY2020		QoQ	FY2019	FY2020	YoY
	Q3 (a)	Q4 (b)	% (c)	Q4YTD (d)	Q4YTD (e)	% (f)
Commissions	56.2	57.7	+2.8%	161.6	203.5	+25.9%
Net gain on trading	39.5	43.3	+9.9%	108.4	147.2	+35.7%
Net gain (loss) on operating investment securities	1.6	0.2	(82.2%)	3.2	3.3	+1.2%
Net financial income	5.0	4.5	(9.3%)	8.7	19.5	+124.6%
<b>Net operating revenues</b>	102.3	<b>106.0</b>	<b>+3.6%</b>	282.0	<b>373.6</b>	<b>+32.5%</b>
SG & A expenses	72.0	78.9	+9.4%	252.8	277.7	+9.8%
Operating income	30.2	27.1	(10.4%)	29.2	95.9	+228.1%
<b>Ordinary income (A)</b>	29.7	<b>29.1</b>	<b>(2.3%)</b>	31.2	<b>97.8</b>	<b>+213.1%</b>
Income before tax	34.6	17.0	(50.7%)	29.1	88.9	+204.7%
<b>Net income attributable to owners of parent</b>	30.7	<b>14.5</b>	<b>(52.8%)</b>	21.4	<b>75.5</b>	<b>+252.6%</b>
<b>&lt;Aggregate basis inclusive of US entities*&gt;</b>						
<b>Mizuho Securities USA ordinary income (B)</b>	13.1	<b>3.6</b>	<b>(72.5%)</b>	27.3	<b>60.0</b>	<b>+120.1%</b>
<b>Ordinary income calculated on simple aggregate basis (A+B)</b>	42.9	<b>32.7</b>	<b>(23.7%)</b>	58.5	<b>157.9</b>	<b>+169.8%</b>

\* "Aggregate basis" is the simple aggregate of P/L Statement-reported: net operating revenues and ordinary income along with net operating revenues and ordinary income (both calculated on an internal management basis) of our US-based entities (such as MSUSA, etc.) which are not consolidated subsidiaries of Mizuho Securities.

# Business segments (aggregate basis inclusive of US entities\*1)

(JPY billion)

	FY2019	FY2020				QoQ	FY2019	FY2020	YoY
	Q4	Q1	Q2	Q3	Q4	Change	Q4YTD	Q4YTD	Change
	(a)	(b)	(c)	(d)	(e)	(f) = (e)-(d)	(g)	(h)	(i) = (h)-(g)
<b>[Global Investment Banking]</b>									
Net operating revenues	18.5	26.0	23.7	23.5	<b>29.1</b>	+5.6	76.2	<b>102.3</b>	+26.1
SG & A expenses	12.4	13.6	13.1	13.3	<b>15.3</b>	+1.9	51.9	<b>55.3</b>	+3.4
Ordinary income	6.0	12.3	10.6	10.1	<b>13.8</b>	+3.6	24.3	<b>46.9</b>	+22.6
<b>[Global Markets]</b>									
Net operating revenues	39.6	70.4	62.6	65.7	<b>59.4</b>	(6.3)	184.4	<b>258.2</b>	+73.8
SG & A expenses	35.1	43.6	41.9	42.1	<b>49.2</b>	+7.0	150.7	<b>176.9</b>	+26.1
Ordinary income	4.4	26.8	20.7	23.5	<b>10.1</b>	(13.4)	33.6	<b>81.3</b>	+47.6
<b>[Retail &amp; Business Banking (R&amp;BB)]</b>									
Net operating revenues	32.8	32.1	40.3	44.2	<b>47.8</b>	+3.5	124.3	<b>164.5</b>	+40.1
SG & A expenses	30.6	27.4	29.7	31.0	<b>34.9</b>	+3.8	118.2	<b>123.2</b>	+4.9
Ordinary income	2.1	4.6	10.4	13.2	<b>12.9</b>	(0.2)	6.1	<b>41.2</b>	+35.1
<b>Net operating revenues</b>	<b>89.4</b>	<b>126.1</b>	<b>122.0</b>	<b>132.7</b>	<b>133.8</b>	+1.1	<b>381.7</b>	<b>514.8</b>	+133.0
<b>Ordinary income</b>	<b>9.0</b>	<b>44.5</b>	<b>37.7</b>	<b>42.9</b>	<b>32.7</b>	(10.1)	<b>58.5</b>	<b>157.9</b>	+99.4

## Global Investment Banking

- In Japan, acquired deals across a wide range of products, including DCM and structured products, by carefully uncovering needs of clients impacted by the corona pandemic
- Outside Japan, US-based DCM/ECM business increased due to US primary market recovery and other factors, resulting in new all time high\*2 for quarterly profit
- New all time highs\*2 for both net operating revenues (JPY 102.3bn) and ordinary income (JPY 46.9bn)

## Global Markets

- In Japan, achieved strong performance by effectively meeting client needs for both equities and derivatives on the back of strong stock price performance both in Japan and overseas
- Despite relatively strong performance overseas in terms of fixed income and equities, revenue declined due to US trade losses
- New all time highs\*2 for both net operating revenue and ordinary income

## Retail & Business Banking

- In offering truly comprehensive consulting, clients praised our ability to propose a wide range of products (including equity investments, structured bonds, and Japanese and overseas equities) in the midst of increasing demand resulting from both rising stock prices worldwide and TSE trading volume
- Achieved new FY all time highs\*2 both in terms of net operating revenues (JPY 164.5bn) and ordinary income (JPY 41.2bn)

\*1 "Aggregate basis" is the simple aggregate of P/L Statement-reported: net operating revenues and ordinary income along with net operating revenues and ordinary income (both calculated on an internal management basis) of our US-based entities (such as MSUSA, etc.) which are not consolidated subsidiaries of Mizuho Securities.

\*2 "New all time high" since the 2013 merger of the former Mizuho Securities and former Mizuho Investors Securities.

# Business segments—Global Investment Banking

## Major league tables

### Total Japan publicly offered bonds (2020/4/1-2021/3/31)

Rank	Company Name	Amount (JPY bn)	Share (%)
1	<b>Mizuho Sec.</b>	<b>4,642.4</b>	<b>21.2</b>
2	SMBC Nikko Sec.	4,138.9	18.9
3	Nomura Sec.	4,117.0	18.8
4	Mitsubishi UFJ Morgan Stanley Sec.	3,872.1	17.7
5	Daiwa Sec.	3,845.3	17.6

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 Refinitiv

### Total equity underwriting worldwide (2020/4/1-2021/3/31)

Rank	Company Name	Amount (JPY bn)	Share (%)
1	Nomura Holdings	1,014.2	22.6
2	<b>Mizuho Financial Group</b>	<b>706.0</b>	<b>15.7</b>
3	Daiwa Securities Group	659.1	14.7
4	Sumitomo Mitsui Financial Group	627.6	14.0
5	Morgan Stanley	409.3	9.1

Based on underwriting amount and pricing date basis  
Deals including initial public offerings, public offerings, convertible bonds and REITs  
Source: Refinitiv

### M&A Advisory for announced deals (2020/4/1-2021/3/31)

Rank	Company Name	No. of transactions	Amount (JPY bn)
1	Mitsubishi UFJ Morgan Stanley Sec.	37	11,514.0
2	Nomura Sec.	90	11,385.7
3	Goldman Sachs	19	7,535.3
4	Deloitte	88	6,083.1
15	<b>Mizuho Financial Group</b>	<b>90</b>	<b>885.0</b>

Based on deal amounts  
Any Japanese related deals (excluding real estate deals)  
Source: Prepared by Mizuho Securities based on data from Refinitiv

### ABS lead manager (Prelim. figures) (2020/4/1-2021/3/31)

Rank	Company Name	No. of transactions	Amount (JPY bn)
1	<b>Mizuho Financial Group</b>	<b>156</b>	<b>1,329.6</b>
2	Sumitomo Mitsui Financial Group	29	631.5
3	Sumitomo Mitsui Trust Holdings	35	466.5
4	Morgan Stanley	11	439.6
5	Nomura Holdings	12	417.6

Based on deal amounts and settlement date basis  
Source: Prepared by Mizuho Securities based on data (as of 9:00am, Apr. 15, 2021) from Refinitiv  
(Preliminary figures prior to release)

## Major deals underwritten (FY20/Q4)

### DCM

Japan	Global
— JAPAN POST INSURANCE Co.,Ltd.	— AT&T Inc
— SoftBank Corp.	— Aviation Capital Group LLC
— TOYOTA MOTOR CORPORATION	— China CITIC Bank Corp Ltd (London)
— Mitsubishi Estate Company, Limited	— Comision Federal de Electricidad
— Asahi Group Holdings, Ltd.	— Daimler Finance North America LLC
— Dai-ichi Life Holdings, Inc.	— DBJ
— Marubeni Corporation	— Galaxy Pipeline Assets Bidco Ltd
— ISUZU MOTORS LIMITED	— Hyundai Capital America
— Hankyu Hanshin Holdings, Inc.	— KEXIM
— Tokyo Tatemono Co., Ltd.	— Korea Development Bank - KDB
— The Kansai Electric Power Company, Incorporated	— Korea Southern Power Co Ltd
— TEPCO Power Grid, Incorporated	— Metropolitan Life Global Funding I
— Central Nippon Expressway Company Limited	— Nissan Motor Acceptance Corp
— West Nippon Expressway Company Limited	— NTT Finance Corp
— Development Bank of Japan Inc.	— QNB Finance Ltd
— Aichi prefecture	— Siemens Financieringsmaatschappij NV

### ECM

— Japan Airport Terminal Co., Ltd.	— Kenedix Residential NEXT Investment Corporation.
— NISSIN FOODS HOLDINGS CO.,LTD.	— <b>coly</b>
— Appier Group	— Comforia Residential Reit, Inc.
— Nippon Prologis REIT, Inc.	— KIBUN FOODS INC.
— Canadian Solar Infrastructure Fund, Inc.	— Renewable Japan Energy Infrastructure Fund, Inc.
— coconala Inc.	— Nomura Research Institute, Ltd.
— RAKUS Co., Ltd.	— Allegro Microsystems Inc
— RAKSUL INC.	— Coupang Inc

## SDG bond and hybrid bond league tables

### SDG bonds

Rank	Company Name	Amount (JPY bn)	Share (%)
1	Mizuho Sec.	592.3	26.8
2	Mitsubishi UFJ Morgan Stanley Sec.	415.1	18.8
3	Nomura Sec.	413.7	18.7
4	SMBC Nikko Sec.	401.4	18.1
5	Daiwa Sec.	337.9	15.3

Total 2,211.8 100.0

Source: Prepared by Mizuho Securities based on data from Refinitiv

### Corp. hybrid bonds

Rank	Company Name	Amount (JPY bn)	Share (%)
1	Mizuho Sec.	539.0	31.0
2	Daiwa Sec.	303.4	17.4
3	Nomura Sec.	297.5	17.1
4	SMBC Nikko Sec.	288.4	16.6
5	Mitsubishi UFJ Morgan Stanley Sec.	261.3	15.0

Total 1,740.0 100.0

Source: Prepared by Mizuho Securities based on data from Refinitiv

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

## I. Asset inflow

- FY20 Q4: **JPY 1.3035 trillion** (305% increase YoY)  
FY cumulative: **JPY 3.1003 trillion** (119% increase YoY)  
**exceeding JPY 1 trillion for 6<sup>th</sup> year in a row**

## II. Equity investment trusts

- “Global equities strategy” achievements
  - Bal. as of end of Mar. 2021: **JPY 4.5 trillion** (+JPY 2.2 trillion (+94%) vs end of Mar. 2020)
  - Global equities strategy funds\*1 balance: **JPY 3.5 trillion and built-in gains (net unrealized gains/losses + realized gains losses) of JPY 1.2 trillion** (as of 3/31)
  - Net increase\*2: FY20 Q4 **JPY 226.2bn** (+273% YoY) **All time high\*3**  
FY net increase: **JPY 671.6bn** (+279% YoY) **All time high\*3**
  - Holding period\*4 has increased to **4.58 years** (as of end of Mar. 2021)  
representing an increase of **2.22 years** vs end of Mar. 2016
  - KPI-based ratio of clients according to managed asset P/L\*5 as of end of Mar. 2021: **88%** with P/L of 0% or better
- Stable revenue ratio\*6 **jumped to 23.6%** (as of FY20 Q4) representing an **11.1% increase** vs FY16 Q1

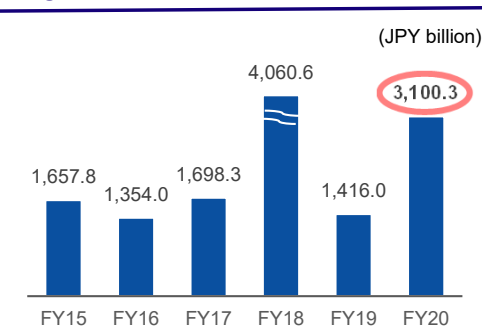
## III. IPOs

- Number of lead manager deals\*7 FY20 cumulative: **21** (No. 2 in the industry)
- Underwriting: FY20 cumulative\*8 **JPY66.7bn** (+32.8bn YoY) (No. 3 in the industry)

## IV. Ability to propose products tailored to the needs of clients

- Morningstar Award “Fund of the Year 2020” \*10
    - Among 5,433 targeted Japan-based funds (domestic publicly offered open-ended equity investment trusts), four of our funds, covering three out of seven categories, were awarded **the Best Fund Award / Overall Best Fund Award Category**
- |                                                                  |                                       |
|------------------------------------------------------------------|---------------------------------------|
| <b>Overall best fund award:</b> <b>Investment Sommelier Fund</b> | Stability (bonds/balanced stability)  |
| <b>Best fund award:</b> <b>Mirai-no-sekai (no FX hedge)</b>      | Global equities (global)              |
| <b>Innovative future</b>                                         | Global equities (regionally-specific) |
| <b>American royal road</b>                                       | Global equities (regionally-specific) |

Fig. 1 Shift in asset inflow



Global Equities Strategy Funds\*2  
Fig. 3 Incr. Bal. and built-in gains

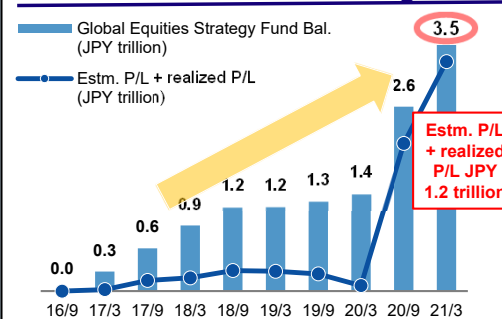


Fig. 5 KPI-based ratio of clients with managed asset P/L of 0% or better\*5 (Invst. trusts)

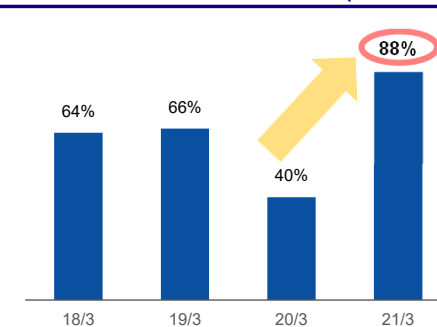


Fig. 2 Shift in equities & wrap Accts. (Mizuho's share)

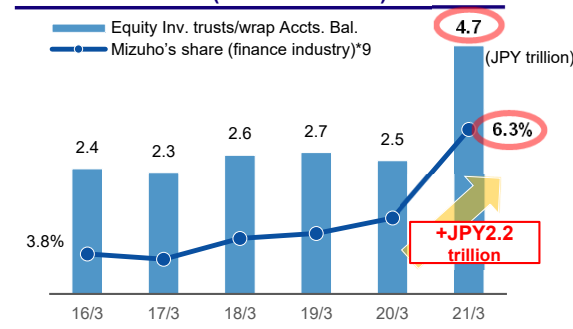


Fig. 4 Holding period\*4

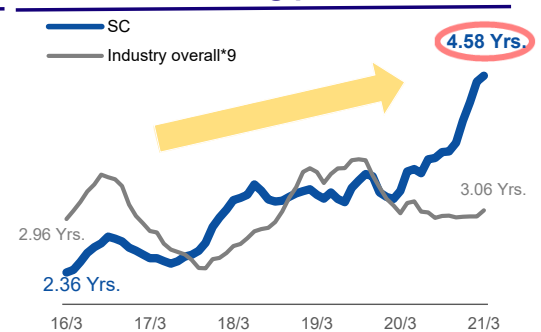
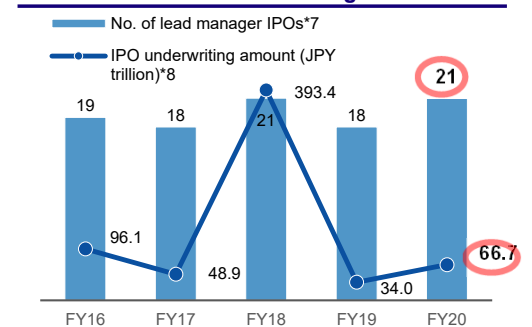


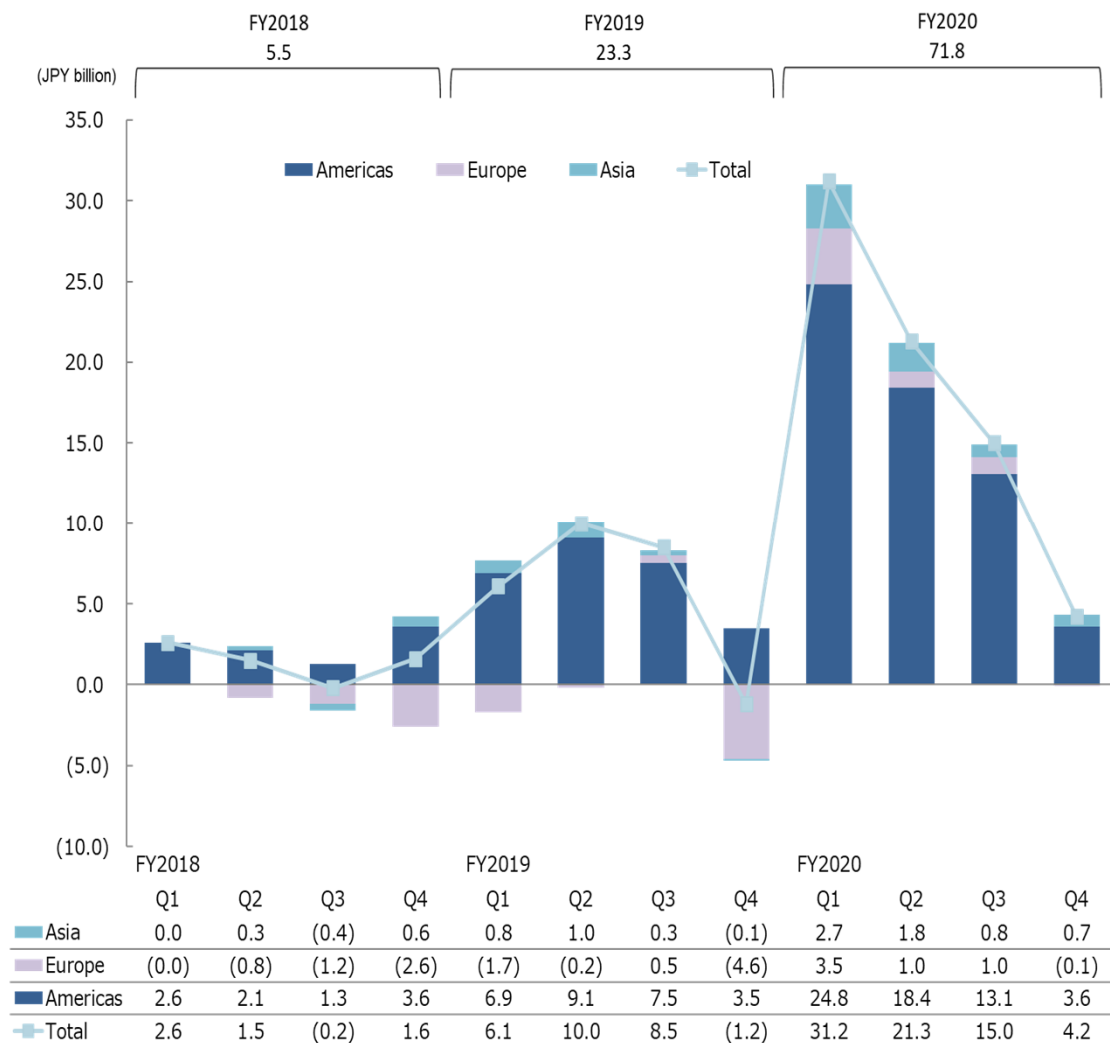
Fig. 6 Number of lead manager IPOs & underwriting amount



\*1 Sixteen investment funds investing in global emerging markets and US equities (targeting 15 funds from Oct. 2020). \*2 Incl. reinvested dividends. \*3 Since the merger of the former Mizuho Securities and former Mizuho Investors Securities  
\*4 Calculated by dividing average holdings balance over past year by amount of cancellations and redemptions (having reached maturity) \*5 Calculated based on Japan's Financial Services Agency's common-use KPI (ratio of clients according to revenue generated from investment trusts and fund wrap Accts). \*6 "Stable revenue ratio" is calculated by dividing R&BB Div.'s stable revenue (investment trust brokerage fees & revenue from fund wrap accounts) by expenses.  
\*7 Including SC-BK collaborative deals \*8 Not including over allotment  
\*9 Calculated based on statistics from The Investment Trusts Association, Japan's "Changes in Assets of Publicly Offered Open-Type Stock Investment Trusts" (Excl. ETFs).  
\*10 Morningstar Award "Fund of the Year 2020" is based on historical information. Past performance does not necessarily indicate future performance. In addition, although Morningstar Japan K.K. has evaluated performance based on data the company judged to be reliable, neither Morningstar, its affiliates, nor the content providers guarantee data or content to be accurate, complete or timely. All rights reserved, including copyrights. Related content belongs to Morningstar Inc. and may not be copied, reproduced or quoted without prior written consent. These Japanese stock investment trusts have been judged to be comprehensively outstanding for each category awarded based on Morningstar Japan K.K.'s original quantitative and qualitative analyses.

# Ordinary income\*—Overseas entities

## Ordinary income of overseas entities by region



## Ordinary income of overseas entities by region

- Ordinary income declined QoQ as bond issuance (which had experienced a boom from the beginning of FY20) tapered down to former levels, as well as due to trade losses in the US

### --Americas

- Despite QoQ recovery in DCM, the Americas recorded trade losses
- Maintained high ranking across primary market league tables
  - US DCM league table ranking: 9<sup>th</sup> (IG bonds)
  - US ECM league table ranking: 16<sup>th</sup>

### --Europe

- On a QoQ basis, Europe experienced challenges across a number of fronts including credit, rates, etc.

\*Figures for the above graph are those calculated on an internal management basis prior to subtracting internal transaction figures.

Note that ordinary income for "Americas" includes that of our US entities (such as MSUSA, etc.) which are not consolidated subsidiaries of Mizuho Securities.



# FY20 topics

## Key financial results for FY20

■ **Asset inflows** **JPY 3.1003 trillion** (exceeding JPY 1 trillion for 6th year in a row)

■ **Net Incr. in equity investments** **JPY 671.6bn** (New all time high<sup>\*1</sup>)

■ **Major league tables<sup>\*2</sup>**

Japan publicly offered bonds **#1**

SDG bonds **#1**

Hybrid bonds (business-based companies) **#1**

Japan & foreign equities **#2**

US IG<sup>\*3</sup> USD bonds **#9** (vs #10 for FY19)

US ECM **#16** (vs #29 for FY19)

## Mizuho Securities sustainability initiatives

### FY20 initiatives

By leveraging our expert ability to create meaningful SDG-bond stories tailored to our clients' sustainability strategies, we have succeeded in conducting structuring and underwriting leading to countless Japan-first and industry-first deals

	Issuer	Summary
Major FY20 deals	Kawasaki Kisen Kaisha, Ltd.	Deal which led to transition loan (a Japan 1 <sup>st</sup> )
	Nagano prefecture	<b>1st round deal</b> involving subsidy funding <sup>*4</sup> to help Nagano undertake Ministry of the Environment adaptation projects
	Tohoku Electric Power Company, Incorporated	Green bond issuance (CBI certified) ( <b>1<sup>st</sup> for a Japanese electric power company</b> )
	Hulic Co.,Ltd.	Sustainability-linked bond issuance (a Japan 1 <sup>st</sup> )
	NIPRO CORPORATION	Social-hybrid bond issuance (a Japan 1 <sup>st</sup> ) (to address corona)
	The University of Tokyo	Social bond issuance ( <b>1<sup>st</sup> for a Japanese University</b> )
	Takara Leben Infrastructure Fund	Green equities underwriting (a Japan 1 <sup>st</sup> )

### Mizuho Securities initiatives continue to win praise



(Ministry of the Environment)

Financial Services (Securities category)

**Bronze**

DEALWATCH AWARDS 2020

CELEBRATING THE ACHIEVERS IN JAPAN'S CAPITAL MARKETS

(Refinitiv)

**Sustainable Finance House of the Year**



(Research Institute for Environmental Finance)

**Gold**



Lead manager of the year, green bonds – local authority/municipality (Environmental Finance)

**Lead Manager of the Year**

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

\*2 Source: Prepared by Mizuho Securities based on Refinitiv data covering: Japan-based publicly-offered bonds, SDG bonds, and hybrid bonds (of business-based companies) as well as Japan and foreign equities. Also based on Dealogic data covering: US IG USD-denominated bonds and US ECM

\*3 IG = Investment Grade bonds

\*4 This is a Japanese governmental support program aimed at developing a platform for promoting the issuance of green bonds and green loans for green projects

# Reference Data

# Commissions & fees and SG&A expense—Consolidated

(JPY billion)

Commissions & fees	FY2019					FY2020						YoY Change
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	QoQ Change	YTD	
Equities	9.4	10.9	11.1	15.2	46.7	10.6	13.6	20.0	19.7	(0.3)	64.1	+17.4
Brokerage commissions	6.0	7.0	7.2	8.0	28.2	7.8	7.0	8.8	10.1	+1.3	33.9	+5.6
Underwriting and selling fees and commissions*	2.5	2.6	2.6	3.0	10.8	0.4	4.8	7.8	4.6	(3.1)	17.6	+6.8
Offering, selling, and other commissions and fees*	0.0	0.5	0.1	0.3	1.2	0.0	0.6	1.7	2.4	+0.7	4.8	+3.6
Other commissions and fees	0.7	0.7	1.0	3.8	6.3	2.3	1.1	1.7	2.4	+0.7	7.7	+1.3
Bond	10.4	12.0	10.2	7.5	40.2	8.7	10.8	11.8	10.1	(1.7)	41.6	+1.4
Brokerage commissions	0.2	0.2	0.2	0.3	0.9	0.2	0.2	0.2	0.3	+0.0	1.1	+0.1
Underwriting and selling fees and commissions*	6.1	8.0	5.4	2.9	22.6	4.4	7.0	7.9	4.3	(3.5)	23.7	+1.1
Offering, selling, and other commissions and fees*	2.2	2.8	3.2	2.9	11.3	2.7	2.7	2.4	3.6	+1.2	11.6	+0.3
Other commissions and fees	1.7	0.9	1.3	1.3	5.2	1.3	0.7	1.2	1.7	+0.5	5.0	(0.2)
Beneficiary certificates	11.4	10.3	11.4	10.9	44.2	14.3	16.1	16.2	18.6	+2.4	65.4	+21.2
Brokerage commissions	0.1	0.1	0.0	0.2	0.5	0.2	0.1	0.1	0.1	+0.0	0.5	+0.0
Offering, selling, and other commissions and fees*	7.0	5.7	6.7	6.0	25.5	9.6	10.3	9.7	11.3	+1.5	41.0	+15.4
Agency commissions	4.3	4.4	4.5	4.7	18.1	4.5	5.6	6.4	7.2	+0.8	23.8	+5.7
Other	5.8	8.5	8.3	7.6	30.4	8.5	6.4	7.9	9.2	+1.2	32.2	+1.8
Fees on Insurance Business Related	0.0	0.0	0.0	0.0	0.3	0.0	0.0	0.0	0.0	(0.0)	0.3	(0.0)
Fees on Wrap Accounts Services	0.7	0.7	0.7	0.7	3.0	0.6	0.6	0.6	0.6	+0.0	2.6	(0.4)
Financial advisory Fee - M&A	1.9	2.5	3.9	2.0	10.4	3.6	1.3	1.9	2.5	+0.5	9.5	(0.9)
Financial advisory Fee - Structured Finance	1.2	2.1	1.4	2.3	7.2	2.5	1.7	2.7	3.5	+0.7	10.5	+3.3
Financial advisory Fee - Other consulting	0.8	1.1	0.6	1.2	3.8	0.8	1.4	1.2	0.5	(0.7)	4.1	+0.2
Other commissions and fees	1.0	1.7	1.5	1.0	5.4	0.8	1.2	1.1	1.9	+0.7	5.1	(0.3)
<b>Total</b>	<b>37.2</b>	<b>41.8</b>	<b>41.1</b>	<b>41.3</b>	<b>161.6</b>	<b>42.4</b>	<b>47.1</b>	<b>56.2</b>	<b>57.7</b>	<b>+1.5</b>	<b>203.5</b>	<b>+41.9</b>

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(JPY billion)

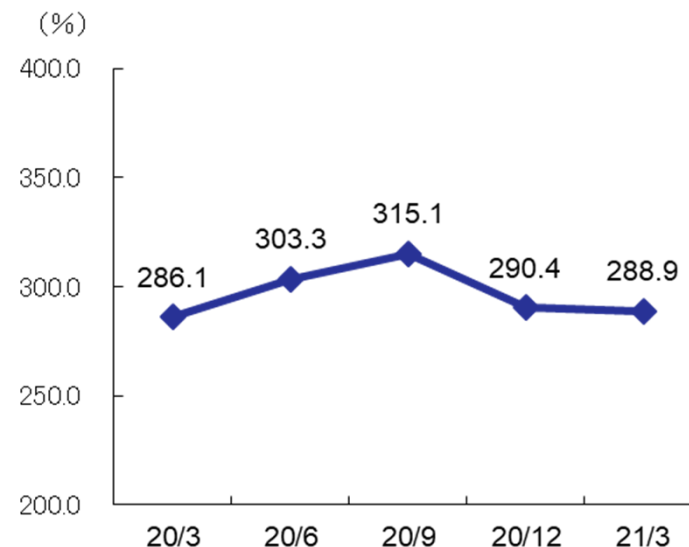
SG&A expenses	FY2019					FY2020						YoY Change
	Q1	Q2	Q3	Q4	YTD	Q1	Q2	Q3	Q4	QoQ Change	YTD	
Transaction-related	10.4	11.1	11.1	10.2	42.9	9.3	10.6	12.6	15.2	+2.6	47.8	+4.8
Personnel	26.8	30.2	30.0	27.6	114.7	28.6	31.4	34.8	38.1	+3.2	133.0	+18.2
Real estate	7.5	7.1	7.6	7.5	29.8	6.5	6.6	6.9	8.0	+1.0	28.1	(1.6)
Administrative	6.6	6.5	6.5	7.7	27.5	7.4	7.4	7.7	7.1	(0.6)	29.7	+2.2
Depreciation and amortization	7.0	7.4	8.0	7.1	29.6	7.0	7.3	7.0	7.1	+0.0	28.6	(1.0)
Other	2.6	1.0	2.4	1.8	7.9	2.2	1.9	2.8	3.2	+0.4	10.2	+2.3
<b>Total</b>	<b>61.1</b>	<b>63.7</b>	<b>65.8</b>	<b>62.2</b>	<b>252.8</b>	<b>61.2</b>	<b>65.4</b>	<b>72.0</b>	<b>78.9</b>	<b>+6.8</b>	<b>277.7</b>	<b>+24.8</b>

# Balance sheet summary

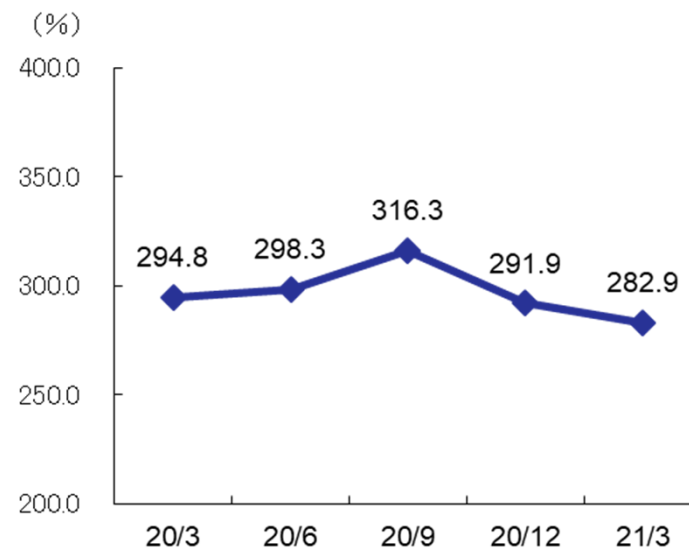
## Balance sheets (consolidated)

	2020		2021	
	Dec.	Mar.	Dec.	Mar.
<b>Assets</b>				
<b>Total current assets</b>	16,660	<b>16,769</b>	15,120	<b>15,142</b>
Cash and bank deposits	525	<b>475</b>	6,240	<b>6,415</b>
Trading assets	8,380	<b>8,059</b>	5,976	<b>5,758</b>
Operating investment securities	74	<b>74</b>	900	<b>848</b>
Collateralized short-term financing agreements-receivable	6,550	<b>6,975</b>	334	<b>423</b>
<b>Total noncurrent assets</b>	223	<b>234</b>	806	<b>870</b>
Property and equipment	27	<b>27</b>	639	<b>687</b>
Intangible assets	88	<b>92</b>	139	<b>150</b>
Investments and other assets	107	<b>114</b>		
Investment securities	62	<b>59</b>		
<b>Total assets</b>	16,883	<b>17,003</b>	16,883	<b>17,003</b>
<b>Liabilities</b>				
<b>Total current liabilities</b>	15,120	<b>15,142</b>	15,929	<b>16,016</b>
Trading liabilities	6,240	<b>6,415</b>	997	<b>1,011</b>
Collateralized short-term financing agreements-receivable	5,976	<b>5,758</b>	(45)	<b>(27)</b>
Short-term borrowings	900	<b>848</b>	1	<b>3</b>
Commercial paper	334	<b>423</b>		
<b>Total noncurrent liabilities</b>	806	<b>870</b>	954	<b>987</b>
Bonds and notes	639	<b>687</b>		
Long-term borrowings	139	<b>150</b>		
<b>Total liabilities</b>	15,929	<b>16,016</b>		
<b>Net assets</b>				
Total shareholders' equity	997	<b>1,011</b>		
Accumulated other comprehensive income	(45)	<b>(27)</b>		
Non-controlling interests	1	<b>3</b>		
<b>Total net assets</b>	954	<b>987</b>		
<b>Total liabilities and net assets</b>	16,883	<b>17,003</b>		

## Capital adequacy ratio (consolidated)



## Capital adequacy ratio (non-consolidated)



# Profit and Loss Statement—Non-consolidated results

(JPY million)

	FY19					FY20				
	Q1-Q4	Q1	Q2	Q3	Q4	Q1-Q4	Q1	Q2	Q3	Q4
Operating revenues	354,192	74,896	96,862	87,541	94,891	408,177	83,434	100,049	106,967	117,726
Commissions	149,514	34,070	37,933	37,753	39,756	181,774	39,308	42,209	50,905	49,351
Brokerage commissions	23,881	5,051	6,117	5,868	6,844	28,907	6,814	5,998	7,614	8,480
Equities	23,263	4,926	5,979	5,755	6,601	28,279	6,580	5,877	7,489	8,331
Bonds	102	21	23	30	26	82	18	18	22	21
Underwriting and selling fees and commissions*	30,166	8,032	9,206	7,429	5,498	35,642	4,195	10,716	13,769	6,961
Equities	10,086	2,413	2,254	2,501	2,917	14,330	358	4,173	6,306	3,492
Bonds	19,406	5,552	6,889	4,823	2,142	20,619	3,814	6,214	7,423	3,166
Offering, selling, and other commissions and fees*	31,525	8,242	7,515	8,457	7,310	42,786	9,842	10,597	10,370	11,975
Beneficiary certificates	25,562	7,021	5,733	6,774	6,032	41,029	9,605	10,389	9,734	11,300
Other commissions and fees	63,940	12,744	15,094	15,998	20,103	74,437	18,455	14,897	19,150	21,933
Beneficiary certificates	18,156	4,372	4,485	4,596	4,702	23,866	4,561	5,609	6,440	7,254
Other (excl. equities and bonds)	24,898	4,734	6,794	6,868	6,501	26,706	7,573	5,009	6,839	7,284
Net gain on trading	111,981	20,401	29,767	30,556	31,256	152,257	28,761	32,976	42,371	48,147
Equities, etc.	40,262	5,385	10,219	13,690	10,966	66,825	12,104	15,919	20,207	18,593
Bonds, etc. and Others	71,719	15,015	19,548	16,865	20,289	85,431	16,657	17,056	22,164	29,553
Net gain (loss) on operating investment securities	2,621	1,293	870	386	71	630	305	(83)	849	(441)
Interest and dividend income	90,075	19,132	28,290	18,845	23,806	73,514	15,058	24,946	12,839	20,669
Interest expenses	82,590	16,759	28,167	15,582	22,081	56,850	11,666	19,730	8,653	16,800
Net operating revenues	271,602	58,137	68,695	71,959	72,809	351,326	71,768	80,318	98,313	100,926
SG&A expenses	237,737	55,177	58,511	61,946	62,103	264,682	58,966	63,575	70,367	71,774
Operating income	33,864	2,960	10,184	10,013	10,706	86,643	12,801	16,743	27,946	29,152
Non-operating income	4,744	2,863	615	642	622	4,210	2,632	692	235	650
Non-operating expenses	179	57	10	53	58	221	32	42	95	51
Ordinary income	38,429	5,766	10,789	10,601	11,270	90,632	15,401	17,393	28,085	29,751
Extraordinary gains	1,110	181	4	759	165	13,748	6,655	85	5,309	1,699
Extraordinary losses	2,860	261	203	94	2,301	15,830	740	846	258	13,985
Net income	29,210	4,717	7,557	10,384	6,551	76,956	17,587	14,415	29,470	15,483

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# Product sales and number of accounts—Non-consolidated

(JPY billion)

	FY2019				FY2020			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Equity sales	69	39	26	26	2	153	105	33
Foreign bond sales	164	207	277	273	120	199	225	290
Japan domestic bond sales	272	283	352	275	2	11	302	224
Equity investment trust sales	263	205	257	235	346	371	351	426

\*R & BB Division figures

(Thousand account)

	FY2019				FY2020			
	19/6	19/9	19/12	20/3	20/6	20/9	20/12	21/3
Cash management accounts	1,785	1,790	1,801	1,812	1,815	1,818	1,828	1,838
Online trading accounts	1,254	1,263	1,281	1,298	1,304	1,315	1,332	1,349
Number of new client accounts (R & BB Division)	18	18	26	24	12	19	24	24
New NISA accounts	354	354	353	353	353	353	353	353

	FY2019				FY2020			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
% of # of transactions traded online (equities)	56.5%	55.1%	58.0%	61.8%	64.9%	64.4%	63.4%	64.5%
% of transaction value traded online (equities)	16.2%	20.9%	16.4%	27.8%	9.8%	20.4%	21.4%	22.2%

# Market share and assets under management—Non-consolidated

(JPY billion)

		FY2019				FY2020			
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Equity trading volume	Total	10,714	11,662	13,000	13,254	13,809	11,913	14,342	17,525
	Dealing	4,355	5,792	5,601	5,748	4,962	4,972	6,123	7,788
	Brokerage	6,359	5,870	7,398	7,505	8,846	6,941	8,218	9,736
Share in TSE		3.19%	3.40%	3.35%	3.07%	2.79%	3.06%	3.33%	3.23%
Underwriting	Equities	68	73	37	46	3	158	125	52
	Bonds	1,959	2,309	2,030	1,271	1,829	2,484	2,380	1,290
Distribution	Equities	78	86	70	104	10	167	147	93
	Bonds	1,324	1,837	1,390	871	1,188	1,723	1,625	883
	Investment Trusts	1,384	1,355	1,614	1,476	985	1,667	1,714	1,711

(JPY billion)

		19/6	19/9	19/12	20/3	20/6	20/9	20/12	21/3
AUM		45,737	46,322	48,213	42,317	45,050	47,494	49,403	53,627
	Equities	26,072	26,515	28,056	23,087	24,979	26,893	27,783	31,695
	Bonds	13,864	13,985	13,985	13,671	13,882	13,759	13,810	13,814
	Investment trusts	5,257	5,297	5,630	4,958	5,534	6,192	6,984	7,311
	Others	543	524	541	599	654	648	825	806
R & BB AUM		40,938	41,232	43,417	37,637	40,596	42,653	44,451	48,254
	Equities	23,354	23,535	25,254	20,365	22,540	24,078	24,924	28,433
	Bonds	12,502	12,618	12,684	12,374	12,473	12,335	12,468	12,450
	Investment trusts	4,932	4,943	5,327	4,712	5,471	5,954	6,749	7,073
Net inflow of client assets (R & BB Division)		435	169	489	321	1,142	301	352	1,303

## Number of employees and offices

	19/6	19/9	19/12	20/3	20/6	20/9	20/12	21/3
Consolidated number of employees	10,318	10,196	9,779	9,662	9,866	9,849	9,741	9,418
Non-consolidated	7,812	7,684	7,575	7,397	7,592	7,554	7,464	7,331
Domestic affiliate companies	702	675	338	323	292	265	259	253
Overseas subsidiaries	1,804	1,837	1,866	1,942	1,982	2,030	2,018	1,834
Number of offices	269	269	267	266	264	254	252	248
Japan	259	259	258	256	254	244	242	238
Overseas (Rep. offices and subsidiaries)	10	10	9	10	10	10	10	10

\*Figures for number of employees and number of offices include those of Mizuho Securities USA (996 employees as of the end of Jun. 2019, 1,050 employees as of the end of Sep. 2019, 1,082 employees as of the end of Dec. 2019, 1,132 employees as of the end of Mar. 2020, 1,153 employees as of the end of Jun. 2020, 1,182 employees as of the end of Sep. 2020, 1,177 employees as of the end of Dec. 2020, 1,011 employees as of the end of Mar. 2021).