

# Financial Results

**Second Quarter**

**Fiscal Year ending March 2023**

October 2022

Mizuho Securities

**MIZUHO**

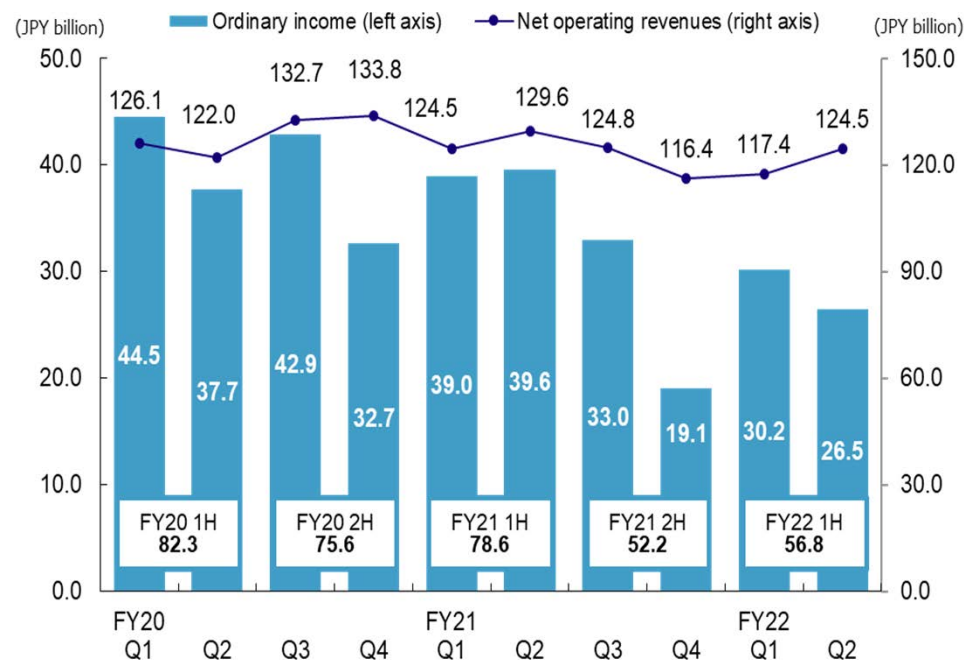
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\* The information herein is being provided solely for informational purposes in relation to the Company's FY22 Q2 financial results, not for investment purposes or advice regarding securities issued by the Company. The information herein is based on data as of October 28, 2022. 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\*)

## Financial results (aggregate basis)



Financial result (JPY billion)	FY22		QoQ %	FY21	FY22	YoY %
	Q1	Q2		1H	1H	
(Aggregate basis)						
Net operating revenues	117.4	124.5	+6%	254.2	241.9	( 5%)
Ordinary income	30.2	26.5	( 12%)	78.6	56.8	( 28%)

## External environment

- Primary market remained weak on back of rising US interest rates and volatile (Japan and overseas) stock prices. Dramatic reduction in scale of Japan and overseas equity issuance market particularly striking
- From end of Q1, secondary market began to recover. However, from end of Aug., with return of rising interest rates and falling stock prices, recovery became questionable

## Financial results

FY22 1H ordinary income declined 28% YoY due to impact of weak Mkt. prices on back of external factors Incl. worsening inflation worldwide

- Investment banking activity declined sharply due to Japan and overseas primary Mkt. stagnation
- Retail revenue declined significantly due to declines in investor sentiment negatively impacted by weak (Japan and overseas) stock prices
- Against backdrop of increased interest rate volatility, FICC (fixed income, currencies, and commodities) achieved solid performance both in Japan and overseas

As for Q2, despite ongoing challenging Mkt., recorded increased net operating revenues for quarter primarily thanks to global Mkts. revenue

- Solid FICC performance across Japan and US drove companywide revenue
- Despite primary Mkt. stagnation, investment banking monetized Japan M&A and real estate deals
- Retail struggled as investor sentiment recovery failed to materialize due to highly volatile stock prices both in Japan and overseas
- On an entity basis, Europe improved its financials to realize Q2 profit

\* "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.

# Earnings summary—Consolidated

## FY22 1H Financials

- While Japan FICC remained strong, investment banking and retail struggled resulting in overall decline in ordinary income of 74% YoY to JPY 11.9bn
- Income before tax declined 92.3% YoY to JPY 3.3bn resulting from extraordinary losses (primarily during Q2) arising from expenses in migrating to our new next-generation sales platform
- In light of Mizuho Securities new designation, in June, as a wholly-owned subsidiary of Mizuho FG<sup>\*1</sup>, considerations (such as the possibility that deferred tax assets may come due) were reevaluated leading to the recording of negative tax expenses. As a result, net income attributable to owners of parent decreased by JPY 63.3bn YoY to JPY 13.1bn

Financial results (JPY billion)	FY22		QoQ	FY21	FY22	YoY
	Q1	Q2	%	1H	1H	%
	(a)	(b)	(c)	(d)	(e)	(f)
Commissions	36.0	39.7	+10.0%	106.0	75.8	( 28.5%)
Net gain on trading	23.3	23.5	+1.0%	64.3	46.8	( 27.2%)
Net gain (loss) on operating investment securities	1.1	0.0	( 95.5%)	(1.0)	1.1	—
Net financial income	4.6	9.3	+103.0%	10.6	13.9	+31.0%
Net operating revenues	65.1	72.6	+11.6%	180.0	137.8	( 23.4%)
SG & A expenses	60.5	65.9	+8.9%	133.4	126.5	( 5.2%)
Operating income	4.5	6.7	+47.8%	46.5	11.2	( 75.7%)
Ordinary income (A)	4.9	7.0	+42.3%	46.1	11.9	( 74.0%)
Income before tax	2.9	0.4	( 83.6%)	44.3	3.3	( 92.3%)
Net income attributable to owners of parent	12.1	0.9	( 92.2%)	35.7	13.1	( 63.3%)
<Aggregate basis inclusive of US entities <sup>*2</sup> >						
Mizuho Securities USA ordinary income (B)	25.3	19.5	( 22.8%)	32.5	44.8	+37.9%
Ordinary income calculated on simple aggregate basis (A+B)	30.2	26.5	( 12.2%)	78.6	56.8	( 27.7%)

\*1: On June 1, 2022, Mizuho FG acquired all common shares (via stock transfer) of Mizuho Securities previously held by The Norinchukin Bank. In so doing, Mizuho Securities became a wholly-owned subsidiary of Mizuho FG. In addition, as of the same date, Mizuho Securities joined Mizuho FG consolidated group relief system.

\*2: "Aggregate basis" is the simple aggregate of P/L Statement-reported: ordinary income along with 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\*)

(JPY billion)										
		FY21			FY22		QoQ	FY21	FY22	YoY
		Q2	Q3	Q4	Q1	Q2	Change	1H	1H	Change
		(a)	(b)	(c)	(d)	(e)	(f) = (e) - (d)	(g)	(h)	(i) = (h) - (g)
<b>Global Investment Banking</b>										
Net operating revenues		27.7	28.8	27.9	16.2	20.6	+4.4	52.5	36.9	(15.5)
SG & A expenses	CIC	14.0	15.2	17.9	13.0	16.1	+3.1	27.8	29.2	+1.4
Ordinary income	GCC	13.6	13.6	10.0	3.1	4.5	+1.3	24.7	7.7	(17.0)
<b>Global Markets</b>										
Net operating revenues		59.9	53.8	60.2	74.1	77.6	+3.4	117.8	151.7	+33.9
SG & A expenses		41.1	44.1	51.2	49.4	52.5	+3.0	84.1	101.9	+17.8
Ordinary income	GMC	18.6	9.6	9.0	24.6	25.0	+0.3	33.6	49.7	+16.1
<b>Retail &amp; Business Banking (R&amp;BB)</b>										
Net operating revenues		43.3	43.0	33.4	29.2	29.1	(0.1)	87.4	58.4	(29.0)
SG & A expenses		30.2	29.8	27.2	26.5	27.6	+1.1	61.9	54.2	(7.7)
Ordinary income	RBC	13.0	13.2	6.2	2.7	1.4	(1.3)	25.4	4.2	(21.2)
<b>Total</b>										
Net operating revenues		129.6	124.8	116.4	117.4	124.5	+7.1	254.2	241.9	(12.3)
Ordinary income		39.6	33.0	19.1	30.2	26.5	(3.6)	78.6	56.8	(21.8)

## Global Investment Banking

- 1H: Revenue declined YoY due to primary Mkt. weakness both in Japan and overseas
- Q2: Definitively monetized Japan M&A and real estate deals despite failure of primary Mkt. to achieve adequate recovery

## Global Markets

- 1H: Definitively captured client flow amid increasing interest rate volatility, both in Japan and overseas, to achieve solid FICC performance for Japan and US
- Q2: In addition to maintaining solid FICC performance both in Japan and US, Europe improved its financials

## Retail & Business Banking (R&BB)

- 1H: Faced challenges as investor sentiment failed to recover due to highly volatile stock prices both in Japan and overseas
- Q2: While challenging Mkt. conditions persisted, maintained net increase trend for asset inflow and equity investment trusts/fund wrap Accts.

**CIC** : Corporate & Institutional Company

**GCC** : Global Corporate Company

**GMC** : Global Markets Company

**RBC** : Retail & Business Banking Company

\* "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—Global Investment Banking

## Major league tables (2022/4/1-2022/9/30)

### Total Japan publicly offered bonds\*1

Rank	Company Name	Amount (JPY bn)	Share (%)
1	Mizuho Sec.	2,125.7	24.8
2	Nomura Sec.	2,099.6	24.5
3	Daiwa Sec.	1,891.3	22.0
4	Mitsubishi UFJ Morgan Stanley Sec.	1,388.6	16.2
5	SMBC Nikko Sec.	306.2	3.6

### M&A Advisory for announced deals\*3

Rank	Company Name	No. of transactions	Amount (JPY bn)
1	Mitsubishi UFJ Morgan Stanley Sec.	17	2,219.1
2	Sumitomo Mitsui Financial Group	47	1,457.8
3	UBS	5	1,446.6
4	Nomura Sec.	44	1,434.6
9	Mizuho Financial Group	47	571.9

### SDG bonds\*1

Rank	Company Name	Amount (JPY bn)	Share (%)
1	Mizuho Sec.	594.1	25.5
2	Daiwa Sec.	570.3	24.5
3	Nomura Sec.	549.1	23.6
4	Mitsubishi UFJ Morgan Stanley Sec.	445.3	19.1
5	SMBC Nikko Sec.	71.8	3.1

### Total equity underwriting worldwide\*2

Rank	Company Name	Amount (JPY bn)	Share (%)
1	Daiwa Securities Group	55.3	19.2
2	Nomura Holdings	50.6	17.6
3	Sumitomo Mitsui Financial Group	34.5	12.0
4	Morgan Stanley	31.7	11.0
5	Mizuho Financial Group	29.8	10.3

### ABS lead manager (Prelim. figures)\*4

Rank	Company Name	No. of transactions	Amount (JPY bn)
1	Mizuho Financial Group	77	546.8
2	Morgan Stanley	7	223.2
3	Nomura Holdings	6	179.4
4	Daiwa Securities Group	6	178.5
5	The Norinchukin Bank	3	161.6

### Corp. hybrid bonds\*1

Rank	Company Name	Amount (JPY bn)	Share (%)
1	Mizuho Sec.	196.2	70.1
2	Nomura Sec.	41.9	15.0
3	Daiwa Sec.	28.0	10.0
4	Mitsubishi UFJ Morgan Stanley Sec.	13.9	5.0

\*1: Based on underwriting amount and pricing date basis. Excluding own debt and securitization. (subordinated corporate bonds of operating companies Incl. utilities companies)  
Source: Prepared by Mizuho Securities based on data from Capital Eye

\*2: Based on bookrunner 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

\*3: Based on deal amounts. Any Japanese related deals (excluding real estate deals).  
Source: Prepared by Mizuho Securities based on data from Refinitiv

\*4: Based on deal amounts and settlement date basis. Source: Prepared by Mizuho Securities based on data (as of 10:00am, Oct. 18, 2022) from Refinitiv. (Preliminary figures prior to release)

## Major deals (FY22/Q2)

### DCM

#### ■ Japan

##### Transition bond

- Daiwa Steel Co., Ltd.
- OSAKA GAS CO., LTD.
- Idemitsu Kosan Co., Ltd.
- Mitsubishi Heavy Industries, Ltd.

##### Sustainability bond

- Development Bank of Japan Inc.
- United Mexican States
- Japan Railway Construction, Transport and Technology Agency

##### Sustainability-linked bond

- NEC Corporation
- Mitsubishi Estate Company, Limited
- KITZ CORPORATION

##### Green bond

- JAPAN POST HOLDINGS Co., Ltd.
- TEPCO Renewable Power, Incorporated

##### Social impact bond

- East Nippon Expressway Company Limited
- West Nippon Expressway Company Limited

##### Industrial bond

- Tokyo Metro Co., Ltd.
- AEON Mall Co., Ltd.
- NARITA INTERNATIONAL AIRPORT CORPORATION
- Z Holdings Corporation

##### Electric utility bond

- Tohoku Electric Power Company, Incorporated (Hybrid Bond)

##### Retail bond

- HIKARI TSUSHIN, INC.
- SBI Holdings, Inc.

### ECM

#### ■ Japan

##### FO

- JMDC Inc.

##### IPO

- HOUSEI Inc.
- airCloset, Inc.
- PORTERS CORPORATION
- Japan Business Systems, Inc.
- Kurashicom Inc.

##### REIT/FO

- Tokyo Infrastructure Energy Investment Corporation
- Takara Leben Real Estate Investment Corporation
- Star Asia Investment Corporation
- Samty Residential Investment Corporation

#### ■ Global

- Corebridge Financial, Inc.
- Dr. Ing. h.c. F. Porsche AG.

## M&A and other advisory deals

#### ■ Japan

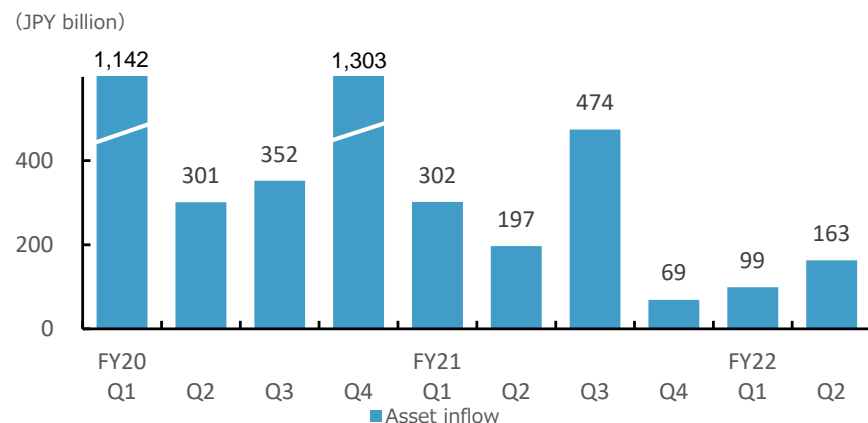
- Central Glass acquisition of treasury shares to conduct tender offer
- Seibu Holdings hotel portfolio sale
- ENEOS project bonds to develop solar distributed power generation
- Securitization of XICA advertising agency services debt

#### ■ Global

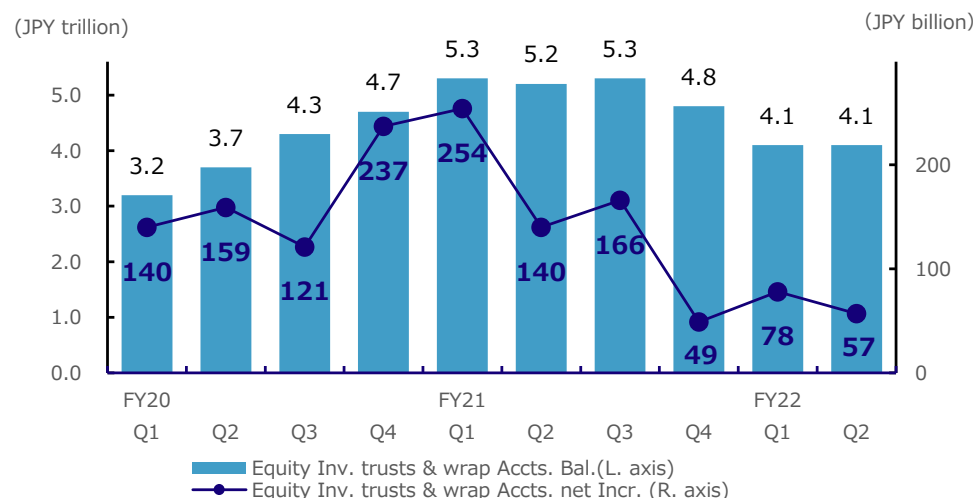
- H.I.S. transfer of Huis Ten Bosch theme park to PAG Asia Capital Group
- Accenture's TOB to make ALBERT a wholly owned subsidiary
- JFE Shoji America Holdings 100% acquisition of California Expanded Metal Products

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

## Asset inflow



## Equity investment trusts & wrap Accts. (Bal./Net Incr.)



## Q2 financials

### Asset inflow

- Asset inflows exceeding JPY 163.9bn. Large-scale inflows ongoing since FY13 Q1<sup>\*1</sup>

### Equity investment trusts & wrap Accts.

- Continuation of comprehensive asset consulting focused on “long term, diversified, and ongoing” resulted in net increase of JPY 57.6bn for publicly-offered equity investment trust and wrap Acct. Biz. Ongoing net increase trend since FY19 Q1

### Stable revenue ratio <sup>\*2</sup>

FY20				FY21				FY22	
Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
18%	21%	24%	23%	27%	30%	32%	30%	29%	27%

### Awards and accolades for our client services

- For 6<sup>th</sup> year in a row, awarded “CRM Best Practice Award”<sup>\*3</sup> by the CRM Association Japan
- For the 2<sup>nd</sup> year in a row, awarded five stars<sup>\*4</sup> by HDI for call center/web support service

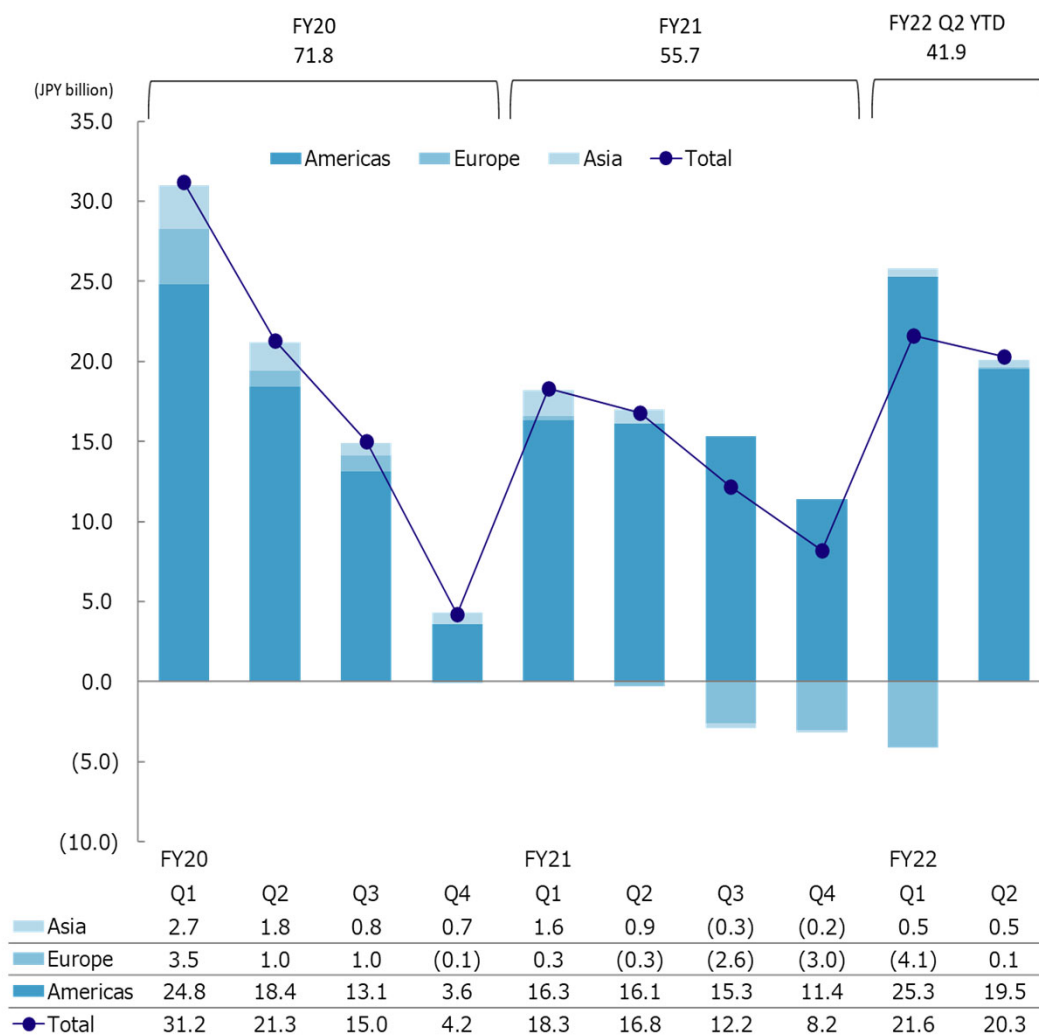
### Progress regarding migration to new retail sales platform

- Further enhanced services to realize stable platform and environment to ensure clients' peace of mind

<sup>\*1</sup>: Since the 2013 merger of the former Mizuho Securities and former Mizuho Investors Securities. <sup>\*2</sup>: “Stable revenue ratio” is calculated by dividing R&BB Div.'s stable revenue (investment trust brokerage fees & revenue from fund wrap accounts) by expenses. <sup>\*3</sup>: Awarded to corporations, government agencies, and organizations that have achieved results in realizing customer-centric management by building customer-focused strategic, operational, and organizational relationships with customers. <sup>\*4</sup>: Recipients are chosen from among those centers awarded three stars (proof of excellence in providing outstanding customer-centric service). HDI international-certified officials evaluate each corporate candidate's call centers and web sites in accordance with HDI International Standards

# Ordinary income\*—Overseas entities

## Ordinary income of overseas entities by region



## Q2 financials

### Americas

- GIB performance declined due to lackluster primary Mkt. recovery
- Definitively captured client equities and derivatives flow amid increasing interest rate volatility to achieve solid FICC performance

### Europe

- Achieved profit for Q2 in part thanks to FICC-related restructuring and cautious position management

### Asia

- Amid bond Mkt. stagnation, achieved profit by carrying out effective position management

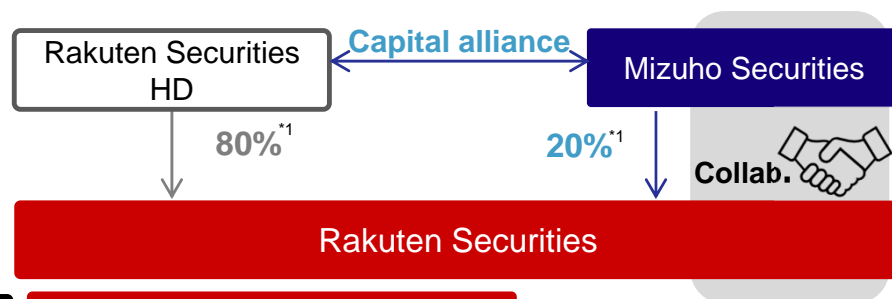
\* Figures for the above graph are those calculated on an internal management basis prior to subtracting internal transaction figures.  
Note that ordinary income for "Americas" includes that of our US entities (such as MSUSA, etc.) which are not consolidated subsidiaries of Mizuho Securities



# FY22 1H topics

## Strategic capital & business alliances

- On Oct. 7, Mizuho Securities (Mizuho) and Rakuten Securities HD (Rakuten) concluded a share transfer agreement to transfer 19.99% of Rakuten's common shares to Mizuho
- By aligning the strengths of Rakuten Securities and our company, we have realized full-fledged "hybrid-style" comprehensive asset consulting which caters to the needs of a diverse range of retail clients



### Targeting Rakuten clients by:

- introducing clients to Mizuho's comprehensive asset consulting services as a new alternative to address their asset formation/management needs
- expanding product options by consigning Rakuten to sell shares and bonds underwritten/structured by Mizuho Securities

### Targeting Mizuho clients by:

- introducing Rakuten products/services to Mizuho clients

Biz. alliance details \*2

## Sustainability

### Sustainable finance

- 1<sup>st</sup> (on monetary & share basis) among Japan SDGs  
Consecutively since FY19
- 1<sup>st</sup> among Japan SDGs bond SA\*3 & number of appointments  
Consecutively since FY20



### Creating new business

- Appointed FA for Marubeni's offshore wind power Proj.
- Appointed FA for Maruha Nichiro's issuance of Japan's 1<sup>st</sup> blue bond

### Finance & Econ. education initiatives

- Conducted classes for high schools using materials developed together with Waseda Univ. as part of METI's Digital Materials Dev. Proj.
- Offered classes and seminars to wide range of individuals such as Univ. students and working adults (Incl. teachers)



### Stock trading AI technology (DX) wins award

- Compass, our unique new algorithmic equities trading strategy utilizing cutting-edge AI technology, won top award at Markets Choice Award\*4 (AI category)

\* 1: Capital injection ratio rounded to nearest whole number \*2: Currently considering other areas of collaboration in addition to those mentioned at right

\* 3: SA=Structuring Agent. SAs support sustainable finance issuance via consulting, etc., designed to develop frameworks and obtain 3<sup>rd</sup> party evaluations (2<sup>nd</sup> party opinions, etc.)

\* 4: Awarded by "Markets Media" (US financial publication)

# Appendix

# Commissions & fees and SG&A expense—Consolidated

									(JPY billion)
Commissions & fees	FY21			YTD	FY22			YTD	YoY Change
	Q1	Q2			Q1	Q2	QoQ Change		
Equities	12.6	16.5		29.1	9.2	10.3	+1.1	19.6	(9.5)
Brokerage commissions	7.2	7.8		15.1	7.1	6.9	(0.1)	14.1	(0.9)
Underwriting and selling fees and commissions*1	3.4	4.9		8.4	0.6	1.6	+0.9	2.3	(6.0)
Offering, selling, and other commissions and fees*2	0.7	2.1		2.9	0.1	0.5	+0.4	0.6	(2.2)
Other commissions and fees	1.1	1.5		2.7	1.2	1.2	(0.0)	2.4	(0.2)
Bond	12.3	11.8		24.1	7.1	6.8	(0.3)	13.9	(10.1)
Brokerage commissions	0.2	0.3		0.6	0.2	0.2	+0.0	0.5	(0.0)
Underwriting and selling fees and commissions*1	7.0	8.1		15.2	4.5	4.8	+0.2	9.3	(5.8)
Offering, selling, and other commissions and fees*2	3.6	2.6		6.2	1.3	1.1	(0.1)	2.4	(3.8)
Other commissions and fees	1.4	0.6		2.0	1.0	0.6	(0.4)	1.6	(0.4)
Beneficiary certificates	21.4	15.8		37.3	13.2	11.7	(1.4)	25.0	(12.3)
Brokerage commissions	0.1	0.1		0.2	0.1	0.1	(0.0)	0.2	+0.0
Offering, selling, and other commissions and fees*2	13.6	7.4		21.1	6.5	4.9	(1.5)	11.4	(9.6)
Agency commissions	7.7	8.2		15.9	6.5	6.7	+0.1	13.2	(2.7)
Other	6.8	8.4		15.3	6.4	10.7	+4.2	17.1	+1.7
Fees on Insurance Business Related	0.0	0.0		0.0	0.1	0.1	+0.0	0.2	+0.2
Fees on Wrap Accounts Services	0.7	0.7		1.4	0.9	0.9	+0.0	1.9	+0.4
Financial advisory Fee - M&A	2.1	3.0		5.2	1.5	2.6	+1.0	4.1	(1.0)
Financial advisory Fee - Structured Finance	2.1	2.8		5.0	1.7	4.2	+2.5	6.0	+0.9
Financial advisory Fee - Other consulting	0.5	0.5		1.0	0.6	0.5	(0.1)	1.1	+0.0
Other commissions and fees	1.2	1.1		2.4	1.4	2.1	+0.6	3.5	+1.1
<b>Total</b>	<b>53.3</b>	<b>52.7</b>		<b>106.0</b>	<b>36.0</b>	<b>39.7</b>	<b>+3.6</b>	<b>75.8</b>	<b>(30.2)</b>
									(JPY billion)
SG&A expenses	FY21			YTD	FY22			YTD	YoY Change
	Q1	Q2			Q1	Q2	QoQ Change		
Transaction-related	10.8	13.3		24.1	10.7	11.4	+0.7	22.2	(1.9)
Personnel	30.7	32.3		63.0	26.5	30.1	+3.5	56.6	(6.3)
Real estate	6.6	5.9		12.6	7.3	8.5	+1.2	15.9	+3.2
Administrative	7.4	7.9		15.4	8.0	7.6	(0.4)	15.6	+0.2
Depreciation and amortization	6.8	6.6		13.5	5.3	6.4	+1.0	11.8	(1.6)
Other	2.4	2.2		4.6	2.5	1.7	(0.7)	4.2	(0.4)
<b>Total</b>	<b>64.8</b>	<b>68.5</b>		<b>133.4</b>	<b>60.5</b>	<b>65.9</b>	<b>+5.3</b>	<b>126.5</b>	<b>(6.9)</b>

\*1 "Underwriting and selling fees and commissions from solicitation to qualifying investors" is described as "underwriting and selling fees and commissions".

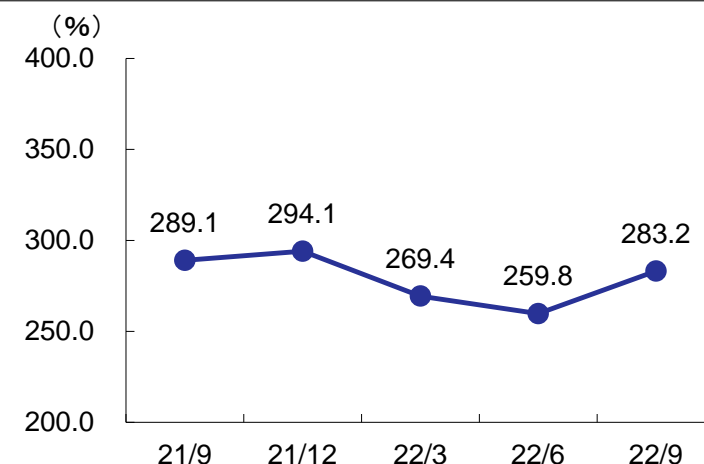
\*2 "Offering, selling, and other commissions and fees, and commissions from solicitation to qualifying investors" is described as "offering, selling, and other commissions and fees".

# Balance sheet summary

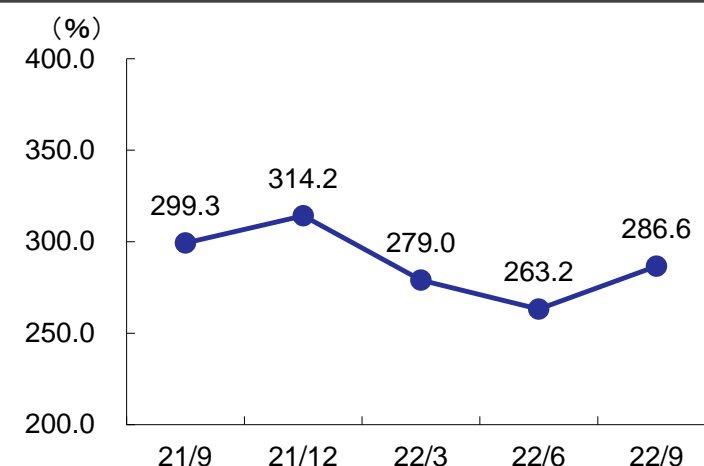
## Balance sheets (consolidated)

		(JPY billion)	
		2022	2022
		Jun.	Sep.
Assets			
<b>Total current assets</b>	21,147	<b>23,032</b>	
Cash and bank deposits	573	<b>642</b>	
Trading assets	11,945	<b>13,891</b>	
Operating investment securities	92	<b>93</b>	
Collateralized short-term financing agreements-receivable	6,677	<b>6,694</b>	
<b>Total noncurrent assets</b>	242	<b>242</b>	
Property and equipment	26	<b>27</b>	
Intangible assets	90	<b>88</b>	
Investments and other assets	125	<b>126</b>	
Investment securities	49	<b>48</b>	
Liabilities			
<b>Total current liabilities</b>	19,303	<b>21,162</b>	
Trading liabilities	10,773	<b>12,284</b>	
Collateralized short-term financing agreements-receivable	5,419	<b>6,006</b>	
Short-term borrowings	1,164	<b>678</b>	
Commercial paper	480	<b>478</b>	
<b>Total noncurrent liabilities</b>	1,509	<b>1,533</b>	
Bonds and notes	885	<b>865</b>	
Long-term borrowings	593	<b>636</b>	
<b>Total liabilities</b>	20,816	<b>22,699</b>	
Net assets			
Total shareholders' equity	578	<b>579</b>	
Accumulated other comprehensive income	(9)	<b>(8)</b>	
Non-controlling interests	5	<b>5</b>	
<b>Total net assets</b>	573	<b>575</b>	
<b>Total assets</b>	21,390	<b>23,275</b>	
<b>Total liabilities and net assets</b>	21,390	<b>23,275</b>	

## Capital adequacy ratio (consolidated)



## Capital adequacy ratio (non-consolidated)



# Profit and Loss Statement—Non-consolidated results

	(JPY million)							
	FY21					FY22		
	Q1-Q4	Q1	Q2	Q3	Q4	Q1-Q2	Q1	Q2
Operating revenues	380,505	92,363	109,617	92,323	86,200	185,527	81,977	103,549
Commissions	183,633	46,903	45,337	51,291	40,101	67,554	32,563	34,991
Brokerage commissions	26,300	6,132	6,793	7,242	6,132	11,874	5,988	5,886
Equities	25,660	5,979	6,644	7,083	5,952	11,554	5,817	5,736
Bonds	97	17	25	28	26	55	28	27
Underwriting and selling fees and commissions*	38,562	9,066	10,426	12,570	6,499	10,467	4,813	5,653
Equities	15,804	3,008	4,077	6,576	2,142	1,817	666	1,151
Bonds	22,425	5,929	6,278	5,971	4,246	8,445	4,067	4,377
Offering, selling, and other commissions and fees*	41,710	14,261	8,089	10,742	8,616	12,652	7,169	5,483
Beneficiary certificates	38,453	13,640	7,466	9,645	7,701	11,484	6,533	4,950
Other commissions and fees	77,058	17,442	20,028	20,736	18,851	32,559	14,591	17,967
Beneficiary certificates	31,333	7,710	8,283	8,338	7,001	13,264	6,539	6,724
Other (excl. equities and bonds)	27,977	5,656	7,146	6,996	8,177	13,253	4,760	8,493
Net gain on trading	123,761	31,969	41,717	29,680	20,394	49,734	26,704	23,029
Equities, etc.	66,577	4,188	20,494	27,732	14,162	10,366	(1,518)	11,884
Bonds, etc. and Others	57,183	27,781	21,222	1,948	6,232	39,368	28,222	11,145
Net gain (loss) on operating investment securities	(2,831)	22	(1,782)	(306)	(765)	930	431	498
Interest and dividend income	75,942	13,468	24,346	11,657	26,470	67,308	22,278	45,030
Interest expenses	53,612	8,981	19,099	8,746	16,785	55,482	18,521	36,960
Net operating revenues	326,892	83,382	90,518	83,577	69,414	130,044	63,455	66,588
SG&A expenses	251,967	62,203	67,340	63,899	58,523	114,065	55,118	58,947
Operating income	74,924	21,179	23,177	19,677	10,890	15,978	8,337	7,641
Non-operating income	3,437	1,271	361	1,067	737	1,366	864	502
Non-operating expenses	506	3	416	20	66	71	35	36
Ordinary income	77,855	22,447	23,122	20,724	11,561	17,273	9,165	8,107
Extraordinary gains	3,738	30	697	340	2,670	301	61	240
Extraordinary losses	10,627	972	1,318	1,522	6,814	9,171	2,275	6,895
Net income	60,459	17,081	18,579	20,005	4,792	18,507	16,302	2,204

\* "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.

# Product sales and number of accounts—Non-consolidated

					(JPY billion)	
	FY21				FY22	
	Q1	Q2	Q3	Q4	Q1	Q2
Equity sales*	45	57	241	15	5	12
Foreign bond sales*	238	307	211	214	179	226
Japan domestic bond sales*	215	217	123	211	226	125
Equity investment trust sales*	497	271	347	271	232	166
					(Thousand account)	
	21/6	21/9	21/12	22/3	22/6	22/9
Cash management accounts	1,844	1,854	1,856	1,861	1,864	1,800
Online trading accounts	1,356	1,364	1,371	1,377	1,380	1,380
Number of new client accounts (R&BB Division)	19	18	18	14	15	14
New NISA accounts	353	353	352	277	276	277
	FY21				FY22	
	Q1	Q2	Q3	Q4	Q1	Q2
% of # of transactions traded online (equities)	66.4%	66.4%	67.1%	67.1%	67.0%	62.5%
% of transaction value traded online (equities)	28.1%	30.3%	31.3%	28.5%	28.1%	29.2%

\* "Equity sales", "Foreign bond sales", "Japan domestic bond sales" and "Equity investment trust sales" specifically refer to R&BB Div. figures

# Market share and assets under management—Non-consolidated

		(JPY billion)					
		FY21				FY22	
		Q1	Q2	Q3	Q4	Q1	Q2
Equity trading volume	Total	11,537	14,140	15,165	13,938	17,412	15,341
	Dealing	4,523	6,912	6,983	5,723	7,669	6,900
	Brokerage	7,014	7,228	8,181	8,215	9,742	8,440
Share in TSE		2.68%	2.91%	2.89%	2.77%	3.63%	3.46%
Underwriting	Equities	54	80	254	28	6	16
	Bonds	1,822	1,710	1,869	1,330	1,703	1,676
Distribution	Equities	69	116	278	99	26	34
	Bonds	1,492	1,137	1,178	1,081	1,268	1,233
	Investment Trusts	1,757	1,507	1,670	1,350	1,284	1,106
		(JPY billion)					
		21/6	21/9	21/12	22/3	22/6	22/9
AUM		52,441	53,996	53,998	51,469	48,520	47,403
	Equities	29,791	31,407	31,418	29,429	27,399	27,671
	Bonds	14,007	14,076	13,951	13,855	13,801	12,709
	Investment trusts	7,849	7,721	7,883	7,342	6,602	6,395
	Others	792	791	744	841	716	626
R&BB AUM		47,226	48,633	47,269	46,487	43,970	44,094
	Equities	26,703	28,140	26,793	26,689	24,810	25,108
	Bonds	12,579	12,651	12,479	12,296	12,502	12,451
	Investment trusts	7,662	7,540	7,699	7,162	6,406	6,270
Net inflow of client assets (R&BB Division)		302	197	474	69	99	163

# Number of employees and offices

	21/6	21/9	21/12	22/3	22/6	22/9
Consolidated number of employees	9,518	9,486	9,422	9,106	9,257	9,217
Non-consolidated	7,427	7,336	7,233	7,094	7,221	7,096
Domestic affiliate companies	283	275	273	268	264	258
Overseas subsidiaries	1,808	1,875	1,916	1,744	1,772	1,863
Number of offices	247	247	242	240	240	240
Japan	237	237	232	230	230	230
Overseas (Rep. offices and subsidiaries)	10	10	10	10	10	10

\* Figures for number of employees and number of offices include those of Mizuho Securities USA (989 employees as of the end of Jun. 2021, 1,047 employees as of the end of Sep. 2021, 1,079 employees as of the end of Dec. 2021, 926 employees as of the end of Mar. 2022, 925 employees as of the end of Jun. 2022, 1,011 employees as of the end of Sep. 2022).