# CONSOLIDATED FINANCIAL INFORMATION

For First Six Months (April 1 – Sept 30, 2012) of Fiscal Year Ending March 31, 2013

KYOKUTO SECURITIES CO., LTD.

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# CONSOLIDATED RESULTS FOR FIRST SIX MONTHS (APR-SEPT 2012) OF THE FISCAL YEAR ENDING MARCH 31, 2013(SUMMARY)

Name of company: **Kyokuto Securities Co., Ltd.** Listed Stock Exchange: Tokyo Stock Exchange

Stock code number: 8706 URL: http://www.kyokuto-sec.co.jp Company's representative: Kazuhiro KIKUCHI, President and Chief Executive Officer

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Scheduled date of filing of quarterly securities report: November 13, 2012 Scheduled date of commencement of payment of dividends: November 27, 2012

### 1. Consolidated Results for First Six Months (Apr. 1 – Sept. 30, 2012) of Fiscal Year 2012

(1) Consolidated Business Results (Millions of yen with fractions less than a million yen discarded)

	Six months ended	Six months ended
	Sept. 30, 2011	Sept. 30, 2012
Operating income	3,246 (-21.8)	4,325 ( 33.2)
Net operating income	3,178 (-22.1)	4,265 ( 34.2)
Operating profit	521 (-66.5)	1,849 (254.4)
Ordinary profit	625 (-59.5)	1,935 (209.6)
Net profit	271 (-67.4)	1,224 (351.2)
Earnings per share	8.51 yen	38.38 yen
Earnings per share (diluted)	_	_

Note: 1. The figures in the parenthesis are percentage increase/decrease from the corresponding period of the previous fiscal year.

2. Comprehensive income: Quarter ended Sept. 30, 2012: 1,177 million yen (372.7%)

Quarter ended Sept. 30, 2011: 249 million yen (-68.7%)

#### (2) Consolidated Financial Condition

	Sept. 30, 2012	Mar. 31, 2012
Total assets (Millions of yen)	54,657	60,741
Net assets (Millions of yen)	33,189	32,968
Shareholders' equity ratio	60.7%	54.3%
Net assets per share	1,040.26 yen	1,033.33 yen

Note: Shareholders' equity:

September 30, 2012: 33,186 million yen. March 31, 2012: 32,965 million yen.

#### 2. Matters Concerning Dividends

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	Dividends per share					
(Record date)	End of 1st Qr.	End of 2 <sup>nd</sup> Qr.	End of 3 <sup>rd</sup> Qr.	End of FY	Annual Total	
FY2011	_	10.00 yen	_	30.00 yen	40.00 yen	
FY2012	_	10.00 yen	_	_	_	

# 3. Forecast of Consolidated Business Results for Fiscal Year Ending March 31, 2013 (Year from April 1, 2012 to March 31, 2013)

The Company does not disclose forecast of business results. Please see pages 5-6 for further information.

#### (Notes)

- (1) Changes in important subsidiary companies (i.e., changes in scope of consolidation)

  No company was added to or removed from the scope of full/partial consolidation.
- (2) Application of any accounting treatments peculiar to preparation of quarterly consolidated financial statements

The Company has not applied any accounting treatments peculiar to preparation of quarterly consolidated financial statements.

- (3) Changes in accounting policies, changes in accounting estimates, or retrospective restatements
  - (a) Any changes caused by amendments to accounting standards: Yes (See page 6)
  - (b) Any changes other than (a): None.
  - (c) Any changes in accounting estimates: Yes (See page 6)
  - (d) Retrospective restatements: None
- (4) Number of shares outstanding (common stock)
- (a) Number of shares outstanding (including treasury shares)

September 30, 2012: 32,779,000 March 31, 2012: 32,779,000

(b) Number of treasury shares

September 30, 2012: 876,798 March 31, 2012: 876,749

(c) Average number of shares outstanding

April 1—Sept 30, 2012: 31,902,224 April 1—Sept 30, 2011: 31,902,307

### \*Explanation concerning forecast of business results:

As stated in 3. above the Company does not disclose forecast of business results, and accordingly does not disclose forecast of dividends. Instead, the Company will disclose, concurrently with disclosure of preliminary business results, the expected amount of dividends by around tenth business day following the end of each fiscal year or second quarter, both of which are record dates for dividends payment.

#### **BUSINESS RESULTS**

#### 1. Business Results

During the first six months (i.e., the period of six months from April 1 to September 30, 2012. Hereinafter called the "period".), the Japanese economy saw a slow recovery supported mainly by demand for reconstruction after the devastating earthquake and tsunami. Nonetheless, in the latter half of the period the firming domestic demand was almost offset by the opaque overseas environments to the detriment of the nation's economic recovery. The simmering territorial dispute between Japan and China increased uncertainty about the economic outlook.

After starting the period at 10,161 in terms of Nikkei 225, the stock market turned downward to 8,238 in June. The market slightly went up thereafter to end the period at 8,870. In the currency market, the Japanese yen kept rising almost throughout the period. At the end of September 2012, the Japanese yen was 5 yen and 10 yen higher against the US dollar and Euro, respectively, than six months ago.

In this environment, we kept endeavoring to offer "in-season financial products" based on our "Face to Face" business model, in response to customers' varied needs. Our efforts resulted in good performance for the six months: The group's consolidated earnings for the period sharply grew from the corresponding previous period, with operating income increasing 33.2% to 4,325 million yen, net operating income expanding 34.2% to 4,265 million yen, ordinary profit surging 209.6% to 1,935 million yen, and net profit jumping 351.2% to 1,224 million yen.

Details of the period's results are as follows:

#### (1) Commission Revenue

The total commission revenue for the period decreased 7.8% to 705 million yen from the previous corresponding period, as shown in below:

#### (a) Brokerage commissions

We earned 203 million yen (down 6.1%) as brokerage commissions on equity securities. As a result, total amount of brokerage commissions including those on fixed-income securities reached 209 million yen (down 4.4%).

### (b) Fees for underwriting, selling and sales solicitation to professional investors

We earned 15 million yen (up 304.2%) for underwriting, selling and sales solicitation to professional investors.

#### (c) Fees for handling of offering, selling and sales solicitation to professional investors

Fees for handling of offering, selling and sales solicitation to professional investors declined 15.1% to 335 million yen, due to a decrease in sales volume of investment trusts.

#### (d) Other fees

Other fees consisting mainly of trailer fees and those derived from investment banking business edged down 1.2% to 144 million yen.

#### (2) Gains/Loss on Trading

Trading in equity-related securities resulted in gains of 57 million yen (loss of 155 million yen for the corresponding previous period), thanks to recovery of price of investment trusts held for our own account, which more than offset a decline in sales of foreign convertible bonds. Gains on bond trading jumped 51.1% to 3,126 million yen, reflecting strong sales of foreign fixed income securities and increase in unrealized gains on our own holdings. Subtracting loss on other trading of 68 million yen (loss of 10 million yen for the corresponding previous period), the total gains swelled 63.7% to 3,115 million yen.

#### (3) Gains/Loss on Private Equity and Other Securities

Our consolidated subsidiary company, the FE Invest, Co., Ltd. recorded a loss of 4 million yen (loss of 173 million yen for the corresponding previous period) on private equity and other securities.

#### (4) Interest and Dividend Income

The period's net interest and dividend income deceased 33.9% to 407 million yen

### (5) Other Operating Income

Other operating income consisting of rent on real estate and fees earned by our two consolidated subsidiaries totaled 42 million yen (down 38.5%).

#### (6) Operating Expenses

Operating expenses for the period deceased 9.1% to 2,415 million yen, reflecting our cost-cutting effort.

### (7) Non-operating Income/Expenses

Non-operating income for the period consisting mainly of dividends on investment securities totaled 131 million yen (down 29.0%), while non-operating expenses amounted to 45 million yen (down 44.8%), due mainly to unrealized losses on investments in limited partnerships. As a result, we recorded net non-operating profit of 86 million yen (down 16.5%).

### (8) Extraordinary Profit/Loss

We realized extraordinary profit of 5 million yen (down 31.0%), which came mainly from gains on sales of investment securities, while extraordinary loss amounted to 8 million yen (down 50.4%), due mainly to loss on sales of golf course membership. As a result we recorded a net loss of 2 million yen (loss of 8 million yen for the corresponding previous period).

#### 2. Financial Condition

#### (1) Assets

The total assets as of September 30, 2012 decreased 6,084 million yen to 54,657 million yen from 60,741 million yen as of March 31, 2012. Current assets shrank 5,756 million yen to 41,372 million yen from 47,128 million yen, reflecting a decrease in cash and bank deposits which shrank 9,121 million yen to 4,987 million yen from 14,109 million yen, vis-à-vis an increase in trading assets which swelled 4,192 million yen to 20,435 million yen from 16,243 million yen. Fixed assets decreased 328 million yen to 13,284 million yen from 13,612 million yen, due to a decrease in investment securities which dropped 310 million yen to 7,433 million yen from 7,744 million yen.

#### (2) Liabilities

The total liabilities as of September 30, 2012 shrank 6,305 million yen to 21,467 million yen from 27,772 million yen as of March 31, 2012. Current liabilities declined 5,969 million yen to 20,568 million yen from 26,537 million yen, reflecting a drop in short-term borrowings which fell 3,610 million yen to 11,540 million yen from 15,150 million yen. Fixed liabilities shrank 333 million yen to 885 million yen from 1,219 million yen, due mainly to a decrease in long-term borrowings which diminished 250 million yen to 250 million yen from 500 million yen.

#### (3) Net Assets

Net assets as of September 30, 2012 swelled 220 million yen to 33,189 million yen from 32,968 million yen as of March 31, 2012, due to an increase in retained earnings which went up 267 million yen to 23,906 million yen from 23,639, reflecting payment of dividends.

#### 3. Forecast of Consolidated Business Results

(Reason for being unable to disclose forecast of business results)

The Kyokuto group's operating income consists mainly of commission revenue and gain/loss on principal trading, and substantial part of its income comes from business activities in the equity and fixed income securities markets. The amount of income we earned from our business in the equity market accounted for 8.4% (4.7% as commissions and 3.7% as gains on trading) and 19.0%

(9.4% as commissions and 9.6% as gains on trading) of consolidated net operating income in the fiscal years ended March 2012 and 2011, respectively. Similarly, 74.0% and 59.1% of consolidated net operating income in the two fiscal years, respectively were derived from our business activity in the bond market. While we have endeavored to make our revenue structure resilient to market changes by diversifying revenue sources such as those from investment banking business, our operating income is still susceptible to trends of the securities markets, and thus may fluctuate unexpectedly, depending on the market situation. In addition, we have, while adhering to a business model of face-to-face consultation, offered varied financial products in response to the evolving needs of customers. In this course of business, we at times take relatively heavy positions of foreign currency-denominated fixed-income securities, exposing ourselves to risk of recording large amount of unrealized gains or loss that may be caused by unexpected, sudden changes in foreign exchange markets.

Movement of securities markets and foreign exchange markets is influenced by various factors, including, among others, overseas and/or domestic political or economic developments, corporate performance, interest rates, fiscal policy changes and so forth. Accordingly, in order to predict the group's future business results, we need to grasp future movements of the markets by properly foreseeing these factors—that can hardly be done. In addition, as for investment banking business, it is almost impossible for us to predict every future business opportunity. We believe that disclosing earnings forecast in such circumstance where there is a high probability that the forecast sharply deviates from the actual outcome due to many uncertain factors may well result in sending a wrong message to the market, thereby causing adverse influence on investment judgment of investors and shareholders to the ultimate detriment of fair price discovery.

For the reasons mentioned in the above, we refrain from disclosing earnings forecast and instead, we will endeavor to disclose actual business results as early as possible. We will disclose preliminary consolidated results by around tenth business day following the end of each fiscal year or quarter, by which business result figures are expected to be available.

### 4. Changes in accounting policies, changes in accounting estimates, or retrospective restatements

Since the beginning of this period, the Company and its consolidated subsidiaries have changed the method of depreciation for tangible fixed assets acquired on and after April 1, 2012, in accordance with the amendments to the Corporate Tax Law. The change had little effect on the consolidated operating profit, ordinary profit and net profit before taxes for the period.

# 5. Quarterly Consolidated Financial Statements

# (1) Quarterly Consolidated Balance Sheet

(Millions of yen)

(Millions			
	March 31, 2012	September 30, 2012	
Assets			
Current assets:			
Cash and bank deposits	14,109	4,987	
Segregated cash and statutory deposits	7,156	6,828	
Trading assets	16,243	20,435	
Securities inventory, etc.	16,243	20,435	
Net receivables pertaining to contracts to be settled	249	734	
Private equity and other securities	4,126	4,106	
Assets pertaining to margin transactions	4,059	2,883	
Loans to customers on margin transactions	2,088	2,246	
Cash collateral to finance companies for securities borrowed	1,970	637	
Other current assets	1,222	1,426	
Provision for doubtful debts	-38	-30	
Total current assets	47,128	41,372	
Fixed assets:			
Tangible fixed assets	4,903	4,914	
Intangible fixed assets	118	106	
Investments and other assets	8,590	8,264	
Investment securities	7,744	7,433	
Other	904	864	
Provision for doubtful debts	-58	-34	
Total fixed assets	13,612	13,284	
Total Assets	60,741	54,657	
Liabilities			
Current liabilities:			
Trading liabilities	1	180	
Short positions of securities, etc.	_	18	
Derivatives contracts	1	161	
Liabilities pertaining to margin transactions	2,070	791	
Borrowings for margin transactions	92	113	
Cash collateral for borrowed securities sold short	1,977	677	
Payables to customers and others	6,767	6,706	
Short-term borrowings	15,150	11,540	
Accrued income taxes	1,796	581	
Accrued bonuses to employees	310	241	
Other current liabilities	440	527	
Total current liabilities	26,537	20,568	

	March 31, 2012	September 30, 2012
Fixed liabilities		
Long-term borrowings	500	250
Provision for retirement/severance benefits to employees	30	36
Other fixed liabilities	688	599
Total fixed liabilities	1,219	885
Statutory reserve		
Financial instruments trading liability reserve	15	13
Total statutory reserve	15	13
Total liabilities	27,772	21,467
Net Assets		
Shareholders' equity		
Capital stock	5,251	5,251
Capital surplus	4,774	4,774
Retained earnings	23,639	23,906
Treasury stock	-862	-862
Total shareholders' equity	32,803	33,070
Unrealized gains on other securities	162	116
Total other comprehensive income	162	116
Minority interests	3	3
Total net assets	32,968	33,189
Total liabilities and net assets	60,741	54,657

# (2) Consolidated Income Statement (For Quarter Ended September 30, 2012)

(Millions of yen)

Operating income	6 months ended	
	·	6 months ended
	Sept 30, 2011	Sept 30, 2012
Commissions and fees	764	705
Brokerage commissions	219	209
Fees on underwriting, selling and sales solicitation to professional investors	3	15
Fees for handling of offering, selling and sales solicitation to professional investors	395	335
Other fees	146	144
Gains or loss on trading	1,902	3,115
Net gains or loss on private equity and other securities	-173	-4
Interest and dividend income	683	467
Other operating income	68	42
Total operating income	3,246	4,325
Financial expenses	67	59
Net operating income	3,178	4,265
Operating Expenses		·
Transaction-related expenses	308	304
Personnel expenses	1,662	1,480
Real estate-related expenses	262	229
Data processing and office supplies	261	246
Depreciation and amortization	48	46
Miscellaneous taxes and dues	41	54
Provision for doubtful debts	_	2
Other	65	51
Total operating expenses	2,656	2,415
Operating Profit	521	1,849
Non-operating income		ĺ
Dividends received	110	119
Other	75	12
Total non-operating income	185	131
Non-operating expenses		
Loss on investments in TK (Tokumei Kumiai)	=	14
Loss on investments in limited partnerships	79	22
Other	2	8
Total non-operating expenses	81	45
Ordinary profit	625	1,935
Extraordinary profit		·
Gains on sales of investment securities	1	3
Liquidation of financial instruments trading liability reserve	5	2
Other	0	_
Total extraordinary profit	8	5
Extraordinary loss		
Loss on valuation of investment securities	0	_
Loss on sale of golf course membership	_	7
Loss on valuation of golf course membership	5	_
Provision for doubtful debts	9	_
Other	1	0
Total extraordinary loss	16	8
Net profit before taxes	617	1,933
Corporate tax, inhabitant tax and business tax	367	586
Adjustments for corporate tax, etc.	-20	123
Total corporate tax, etc.	347	709
Net profit before minority interests	270	1,224
Minority interests	-1	-0
Net profit	271	1,224
Net profit before minority interests	270	1,224
Other comprehensive income	-21	-46
Other comprehensive income Unrealized gains/loss on other securities		-46
Other comprehensive income Unrealized gains/loss on other securities Total other comprehensive income	-21	40
Other comprehensive income Unrealized gains/loss on other securities Total other comprehensive income Comprehensive income	-21 <b>249</b>	1,177
Other comprehensive income Unrealized gains/loss on other securities Total other comprehensive income Comprehensive income Of which income pertinent to:		
Other comprehensive income Unrealized gains/loss on other securities Total other comprehensive income Comprehensive income		

- (3) Note on going concern Not applicable.
- (4) Note on substantial change in shareholders' equity, if any Not applicable.

# [Referential Data]

# Referential Date on Consolidated Business Results for First Six Months Ended September 30, 2012

### (1) Commissions and fees earned

# (a) Commissions and fees by sources

(Millions of yen)

	6 months ended Sept. 30, 2011	6 months ended Sept. 30, 2012	Change %		Year ended Mar. 31, 2012
Brokerage commissions	219	209	-9	-4.4	450
(Equities)	(217)	(203)	(-13)	(-6.1)	(445)
(Bonds)	(0)	(2)	(2)	(-)	(0)
Fees for underwriting, selling and					
sales solicitation to professional					
investors	3	15	11	304.2	7
(Equities)	(3)	(15)	(11)	(296.5)	(7)
(Bonds)	(-)	(0)	(0)	(-)	(-)
Fees for handling of offering, selling					
and sales solicitation to professional					
investors	395	335	-59	-15.1	675
Other fees	146	144	-1	-1.2	315
Total	764	705	-59	-7.8	1,449

# (b) Commissions and fees by instruments

(Millions of ven)

	6 months ended Sept. 30, 2011	6 months ended Sept. 30, 2012	Change %		Year ended Mar. 31, 2012
Equities	226	224	-2	-1.0	462
Bonds	0	3	2	250.6	1
Beneficiary securities	518	471	-47	-9.1	863
Other	19	7	-12	-62.9	121
Total	764	705	-59	-7.8	1,449

# (2) Gains/loss on trading

(Millions of yen)

	6 months ended Sept. 30, 2011	6 months ended Sept. 30, 2012	Change %		Year ended Mar. 31, 2012
Equities, etc.	-155	57	213	_	361
Bonds, etc.	2,069	3,126	1,056	51.1	7,227
Other	-10	-68	-57	_	26
Total	1,902	3,115	1,212	63.7	7,614

# [Referential Data]

# Referential Date on Business Results for First Six Months Ended September 30, 2012

# (1) Volume/value of equity trading (except trading in derivatives)

(Million shares/Millions of yen)

	6 months ended 6 months ended			Change		Year ended		
	Sept.	30, 2011	Sept.	30, 2012	%		Mar. 31, 2012	
	Number of shares	Trade value	Number of shares	Trade value	Number of shares	Trade value	Number of shares	Trade value
Total	1,394	397,178	935	272,489	-33.0	-31.4	2,840	756,267
(Agency)	(137)	(44,575)	(122)	(46,751)	(-10.5)	(4.9)	(314)	(88,415)
(Principal)	(1,257)	(352,603)	(812)	(225,738)	(-35.4)	(-36.0)	(2,525)	(667,851)
(Agency)/Total (%)	9.8%	11.2%	13.1%	17.2%			11.1%	11.7%
Total/TSE volume (%)	0.26 %	0.12%	0.19 %	0.09%			0.26%	0.12%
Brokerage commission per share	1.5	4 yen	1.61 yen				1.	38 yen

# (2) Volume of underwriting, offering and selling

(Million shares/Millions of yen)

		6 months ended Sept. 30, 2011	6 months ended Sept. 30, 2012	Change %	Year ended Mar. 31, 2012
ti	Equities (Number of shares)	0	0	973.1	0
rwri	Equities (Yen volume)	72	1,128	=	172
Underwriti	Bonds (Face value)	_	100	_	_
n	CPs, foreign instruments, etc.	_	_	_	_
ğ	Equities (Number of shares)	0	0	630.6	0
	Equities (Yen volume)	3,452	14,425	317.8	4,055
ng/s	Bonds (Yen volume at face value)	3,201	7,866	145.7	3,255
Offering/selling	Beneficiary securities	33,813	28,217	-16.5	58,112
Of	CPs, foreign instruments, etc.	1.500	_	_	2.294

# (3) Net capital regulation ratio

(Millions of yen)

			Sept. 30, 2011	Sept. 30, 2012	Mar. 31, 2012
Basic items		(A)	29,745	31,276	30,340
Complementary	Appraisal difference (appraisa other securities, etc. Financial instruments trading	-	88	117	164
items	reserve		15	13	15
	Provision for doubtful debts		110	104	684
	Total	(B)	215	235	865
Deductible asset	S	(C)	15,479	14,682	9,278
Unfixed net capi	(A) + (B) - (C)	(D)	14,480	16,828	21,927
Amount of risk	Market risk correspondence		1,744	1,946	1,558
correspondents	Trade party risk corresponden	ice	737	901	3,199
	Basic risk correspondence		1,285	1,296	1,343
	Total	(E)	3,767	4,144	6,101
Net capital regul	ation ratio (D)/(E)	× 100%	384.3%	406.0%	359.3%

(4) Number of directors/auditors and employees

(1) Transfer of all octors and employees								
	Sept. 30, 2011	Sept. 30, 2012	Mar. 31, 2012					
Directors and auditors	9	9	9					
Employees	251	238	243					

# [Referential Data]

# Consolidated Income Statement for Latest Five Quarters

Millions of yen)

Γ	(Millions of yen)				
	Qr. ended	Qr. ended	Qr. ended	Qr. ended	Qr. ended
	Sept. 30,	Dec. 31,	Mar. 31,	June 30,	Sept. 30,
	2011	2011	2012	2012	2012
I. Operating income	1,233	2,902	3,747	1,636	2,688
1. Commissions and fees	337	333	351	306	399
2. Gains or loss on trading	569	2,384	3,327	1,118	1,996
3. Gains on private equity and other securities	16	-6	-116	-14	9
4. Interest and dividend income	270	181	145	196	270
5. Other operating income	39	10	38	29	12
II. Financial expenses	33	27	33	26	33
Net operating income	1,200	2,875	3,714	1,610	2,655
III. Operating Expenses	1,399	1,281	1,262	1,191	1,224
1. Transaction-related expenses	163	193	138	143	160
2. Personnel expenses	907	765	764	727	752
3. Real estate-related expenses	137	129	123	114	114
4. Data processing and office supplies	129	122	118	121	125
5. Depreciation and amortization	23	22	24	22	24
6. Miscellaneous taxes and dues	14	21	45	23	30
7. Provision for doubtful debts	-3	_	_	12	-10
8. Other	27	26	47	25	26
Operating Profit	-198	1,594	2,451	418	1,430
IV. Non-operating income	61	16	9	120	11
V. Non-operating expenses	24	0	-47	72	-26
Ordinary profit	-161	1,610	2,507	467	1,468
VI. Extraordinary profit	1	8	9	5	_
VII. Extraordinary loss	9	40	224		8
Net profits before taxes	-169	1,578	2,292	472	1,460
Corporate tax, residential tax and business tax	2	583	1,190	8	578
Adjustments for corporate tax, etc.	-56	30	-161	158	-34
Net profit before minority interest	-116	964	1,264	306	917
Profit/loss belonging to minority interest	0	-0	-1	-0	-0
Net profit/loss	-116	965	1,265	307	917