



Annual Report **2019**  
Corporate Profile **2020**

**MITA SECURITIES CO., LTD.**

3-11, Nihonbashi-kabutocho, Chuo-ku, Tokyo 〒103-0026  
Tel 03-3666-0011

**MITA SECURITIES CO., LTD.**

Greetings from the President

Thank you for your continued support for our company.  
In order to strengthen our relationship with our clients and business partners, we have been working on the disclosure diligently. The purpose of publishing "Annual Report / Corporate Profile" every year is to disclose our financial results as well as our services and products to our valued clients and partners.



Our company was founded in 1949, the same year when the Tokyo Stock Exchange reopened shortly after World War II. FY 2019 was the 70th anniversary of our company, but the business environment was extremely challenging. The global equity market continued to rise until mid-February 2020, although the impact of the U.S.-China trade war led to the feeble profitability of listed companies and high stock valuations. Then a new coronavirus (Covid-19) outbreak engulfed the entire world and it developed into a pandemic. As most of the countries imposed strict restrictions on some industries as well as bans on leaving home being people grounded, a simultaneous recession occurred all around the world. The Nikkei Stock Average, which was at 23,000 yen on February 21, 2020, plunged to 16,000 yen just after three weeks. The fear of Covid-19 has led the worldwide capital markets into a turmoil. In this environment, we faced a very difficult and challenging situation. Prior to Covid-19, we could not obtain good products which we would recommend with full confidence to our clients, and our prop traders also could not make enough profit as the stock market was exposed to extremely high valuations and extremely low volatility. Slightly, our company made earnings from TOB agent services and warrant trades. However, due to the massive market volatility after Covid-19 pandemic, our equity and bond trading business saw an unprecedented opportunity. The dealing division, which had been struggling since the third quarter of FY2019, earned the record monthly revenue in March 2020. The fixed income division, which had been forecasting much lower interest rates in the U.S., posted its highest earnings since the division was launched. Due to the large warrant trading gains in FY 2018, profits in FY 2019 were way lower than the previous fiscal year. However, we believe that our ordinary income of 671 million yen is a decent result for us in this difficult environment. Our company has been keeping in the black for 17 consecutive fiscal years through FY 2020. We have been able to make it thanks to the support of our clients and business partners. We have been able to continue our business for 70 years. I would like to express my gratitude for all the clients who have been supporting us all the time. We will continue to overcome various difficulties and build a much better company for the next milestone of the 80 years anniversary. I promise that I will do my best to achieve it. Lastly, I would like to take this opportunity to wish you stay safe and healthy.



Kunihiro Mita  
President & CEO  
MITA SECURITIES Co., Ltd.





Financial Summary of FY2019 (Income Statement)

Commissions

The total amount of commissions was ¥312MM (118.9% YoY). The breakdown is as follows.

Brokerage Commission

Although the Nikkei Stock Average recovered to above 24,000 yen in January for the first time in 15 months, the trading volume declined due to the lack of momentum and volatility. The brokerage commissions were slightly up to ¥114MM (102.8% YoY).

Subscription Commission

As a result of the low volatility in the global stock market, the track records of the hedge funds that we distributed were lackluster, and the fund sales were sluggish consequently. We launched new funds to invest in venture capital and domestic real estate, which supported the subscription commissions, but it remained at ¥97 MM (139.0% YoY).

Other Fees and Commissions / Underwriting Commissions

Due to the sluggish growth of the fund AUM, the other fees and commissions were ¥77 MM (108.6% YoY). The underwriting commissions were ¥22 MM (233.6% YoY).

Trading Profit

Trading profit was ¥2,563 MM (91.2% YoY).

Stock Trading Profit

The profit from stock trading was ¥2,186 MM (85.1% YoY). The negative repercussion from the large warrant trading profit recorded in the previous fiscal year, the stock trading profits were down year on year. Nevertheless, the revenues of the dealing division reached a new record high for the second consecutive year. The warrant trading gains also helped boost equity trading profits.

Bond Trading Profit

Profits on bond trading were ¥341MM (139.5% YoY). The trading activity was buoyed by soaring bond prices in major developed countries. The bond trading division made a record profit since it started and was also successful in huge fundraising too.

Financial Revenue

The financial revenue decreased to ¥614 MM (65.8% YoY). The financial revenue related to margin trading, interest income from money lending, and factoring fees decreased across the board. Especially, the large cancellation of securities-backed loans in the previous fiscal year had a large impact to the financial revenue.

Other Operating Revenue

The other operating revenues were ¥215 MM (59.1% YoY). While we received the five TOB agent services (two of which we did not carry out), the other advisory services were not as successful as the previous year. We could not make enough intermediation fees of real estate, which we were very successful in the previous fiscal year, resulting in negative YOY.

Financial Expenses

The finance expenses totaled ¥140 MM (51.9% YoY). The decline in the finance expenses was attributed to the lower demand for the back financing and lower finance costs.

As a result of the above, the net operating income stood at ¥3,566 MM (87.0% YoY).

Selling, General and Administrative Expenses

The selling, general and administrative expenses were ¥2,919 MM (101.4% YoY). Due to the strong performance of the dealing division, the compensation to dealers increased significantly.

As a result of the above, the operating profit was ¥646 MM (52.9% YoY), and the ordinary profit was ¥671 MM (52.4% YoY). The income before taxes was ¥667 MM (52.3% YoY) and the net income was ¥474 MM (47.5% YoY).

Income Statement

(Unit: Millions of Yen)

Accounts	Amounts			
	FY2019		FY2018	
Operating Revenue		3,706		4,369
Commissions		312		263
Brokerage	114		111	
Underwriting/Distribution/Solicitations for sales to specified investors	22		9	
Subscription/ Distribution/ Solicitations for sales to specified investors	97		69	
Others	77		71	
Trading profit		2,563		2,808
Financial revenue		614		932
Other operating revenue		215		364
Financial Expenses		140		270
Net Operating Income		3,566		4,098
Selling, General and Administrative Expenses		2,919		2,876
Business related expenses	368		409	
Personnel expenses	2,069		1,987	
Real estate related expenses	68		78	
Office expenses	223		208	
Depreciation expenses	35		28	
Tax and dues	142		140	
Provision of allowance for doubtful accounts	—		2	
Others	10		21	
Operating Profit		646		1,221
Non-operating Income and Loss		25		59
Ordinary Profit		671		1,280
Extraordinary Loss		4		5
Provision of financial products transaction liabilities reserve	4		5	
Income Before Income Taxes		667		1,274
Income taxes	136		378	
Income taxes adjustment	55	192	△101	276
Net Income		474		997

## Financial Summary of FY2019 (Balance Sheets)

## Current Assets

The total current assets were ¥23,064 MM (109.3% YoY).

- Cash and deposits increased by ¥1,830 MM due to an increase in deposits from clients.
- Assets for margin transactions decreased by ¥875 MM due to a decrease in the margin balance.
- Short-term loans receivables were down to ¥583 MM due to the continued cancellation of large clients' contracts.

## Fixed Assets

The total fixed assets were ¥2,104 MM (102.9% YoY)

- Tangible fixed assets increased by ¥118 MM, mainly due to the purchase of real estate in Kyoto.
- As a result of the establishment of a subsidiary (Mita Global Finance Co., Ltd.) to provide real estate collateralized loans, investments in capital of subsidiaries and affiliates increased by ¥50 MM.
- Long-term loans receivable decreased by ¥147 MM due to the partial repayment of the loan to the debtor.

## Current Liabilities

The total current liabilities amounted to ¥17,537 MM (108.2% YoY).

- Deposits received increased by ¥1,753 MM due to an increase in clients' deposits.
- As a result of the redemption of the subordinated bond, the short-term debts decreased by ¥500 MM.

## Fixed Liabilities

The total fixed liabilities were ¥535 MM (15.7 times YoY).

- Subordinated bond issuance increased the bonds by ¥500 MM.

As a result, the total liabilities totaled to ¥18,095 MM (111.2% YoY).

## Net Assets

The total net assets were ¥7,072 MM (102.8% YoY)

- Retained earnings increased by ¥193 MM, as we were able to make a net profit for FY2019.

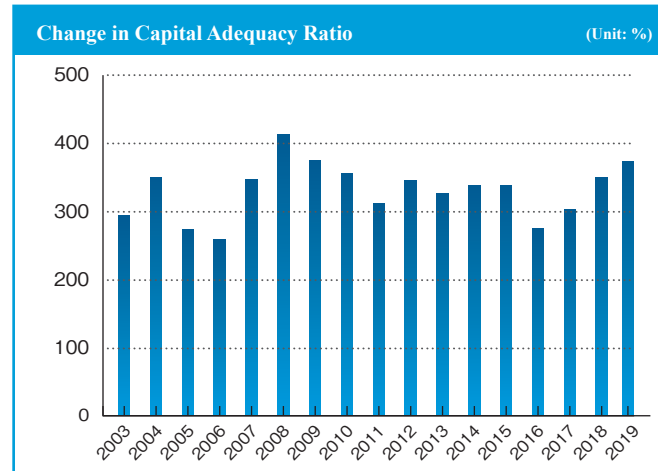
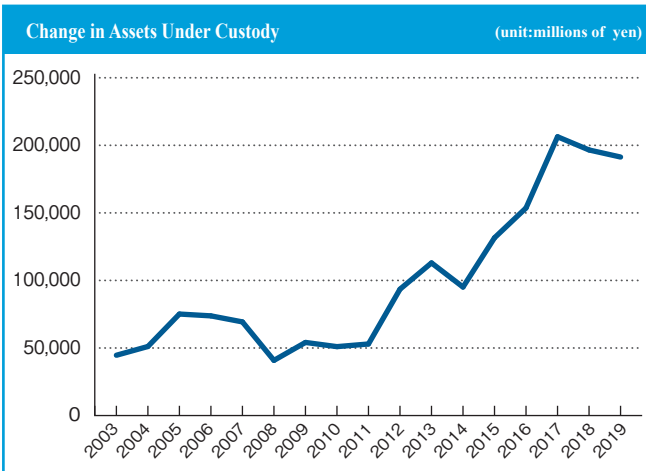
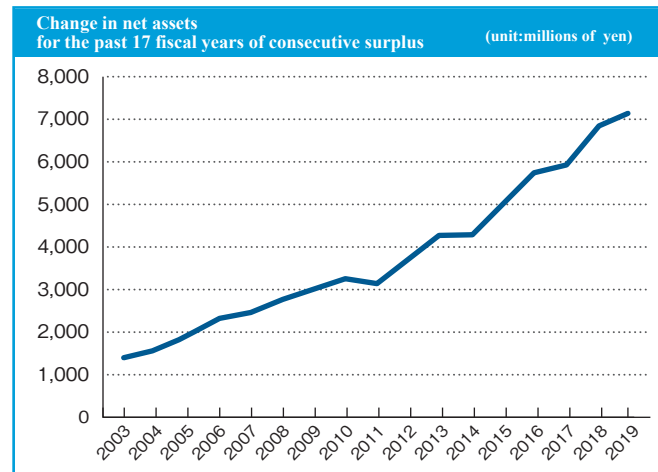
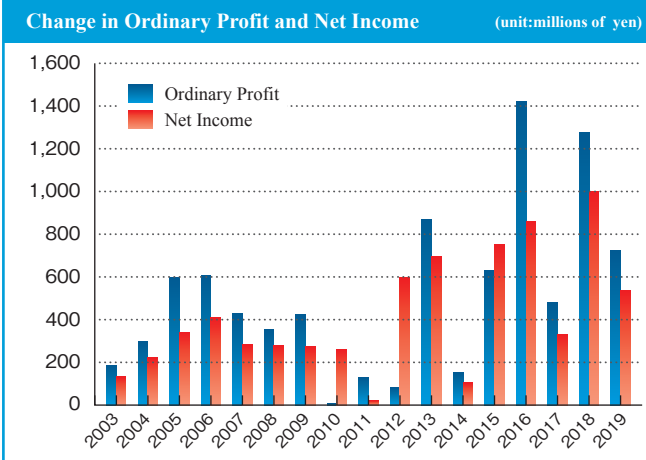
As a result, the total assets stood at ¥25,168 MM (108.7% YoY).

## Balance Sheets (For the year ended on March 31, 2020)

(Unit: Millions of Yen)

Assets		Liabilities	
Accounts	Amounts	Accounts	Amounts
<b>Current Assets</b>	<b>23,064</b>	<b>Current Liabilities</b>	<b>17,537</b>
Cash and deposits	2,828	Trading products	442
Segregated cash and deposits	3,690	Trade date accrual	481
Trading products	1,622	Liabilities for margin transactions	3,242
Assets for margin transactions	4,821	Deposits received	3,022
Short-term guarantee deposits	2,293	Guarantee deposits received	1,600
Short-term loans receivables	6,878	Short-term debts	7,120
Accounts receivable-monetary claims	770	Accounts payable-other	1,319
Other current assets	173	Income taxes payable	16
Allowance for doubtful accounts	△ 14	Provision for bonuses	220
		Other current liabilities	71
<b>Fixed Assets</b>	<b>2,104</b>	<b>Fixed Liabilities</b>	<b>535</b>
Tangible fixed assets	176	Subordinated bond	500
Intangible fixed assets	25	Other noncurrent liabilities	35
Investments and other assets	1,903		
Investment securities	273	<b>Reserves Under the Special Laws</b>	<b>23</b>
Stocks of subsidiaries and affiliates	50	Reserve for financial products transaction liabilities	23
Investments in capital of subsidiaries	927	<b>Total Liabilities</b>	<b>18,095</b>
Long-term loans receivables	476	<b>Net Assets</b>	
Deferred tax assets	111	<b>Shareholders' Equity</b>	<b>7,072</b>
Other investments	158	Capital stock	500
Allowance for doubtful accounts	△ 94	Retained earnings	6,818
		Treasury stock	△ 245
		<b>Total Net Assets</b>	<b>7,072</b>
<b>Total Assets</b>	<b>25,168</b>	<b>Total Liabilities and Net Assets</b>	<b>25,168</b>

## Financial Highlights





Company Executives (from June 2020)



**Kunihiro Mita / President & CEO**  
1994 Graduated from the Faculty of Law at Sophia University  
1994 Joined Nikko Securities (current SMBC Nikko Securities)  
1998 Joined Mita Securities  
2001 President & CEO of the Company



**Yuji Nakao / Board Director**  
1982 Graduated from the Faculty of Economics at Saga University  
1982 Joined Yamaichi Securities  
1998 Joined Merrill Lynch Japan Securities  
(currently Bank of America Merrill Lynch Securities)  
2002 Joined DLJ Direct SFG Securities (currently Rakuten Securities)  
2004 Joined Mizuho Securities  
2008 Joined Mita Securities  
2012 Executive Director of the Company



**Tatehito Kadokura / Board Director**  
1991 Graduated from the Faculty of Economics at Chuo University  
1991 Joined Nikko Securities (currently SMBC Nikko Securities)  
2002 Joined Japan Global Securities (currently Naito Securities)  
2004 Joined Mita Securities  
2009 Board Director of the Company



**Tsukasa Nakamoto / Board Director**  
1998 Graduated from the Faculty of Computer Science at University of California  
1998 Joined Atsugi Information System  
2002 Joined United World Securities  
2004 Joined Societe General Securities  
2005 Joined Mita Securities  
2017 Board Director of the Company



**Tadashi Chaki / Board Director**  
1992 Graduated from the Faculty of Commerce at Waseda University  
1992 Joined Nomura Securities  
2008 Joined Mita Securities  
2018 Board Director of the Company



**Shigenari Ishibashi/ Board Director**  
1992 Joined Aoyama Audit Corporation  
1993 Graduated from the Faculty of Political Science and Economics at Meiji University  
1997 Registered as a Certified Public Accountant  
1998 Joined Credit Lyonnais Bank  
2000 Joined Canadian Imperial Bank of Commerce (CIBC)  
2003 Transferred to CIBC World Markets (Japan)  
2017 Joined Mita Securities  
2019 Board Director of the Company



**Tatsuya Otsuki / Board Director**  
1991 Graduated from the Faculty of Commerce at Doshisha University  
1991 Joined Fuji Bank (currently Mizuho Bank)  
2000 Joined HSBC  
2005 Joined Deutsche Bank  
2006 Joined Capital Partners Securities  
2016 Joined Mita Securities  
2020 A member of the Board of Directors, Mita Securities



**Kenichi Iwasa / Board Director**  
1976 Graduated from the Faculty of Commerce at Chuo University  
1976 Joined JUSCO (currently AEON)  
1987 Joined Nikko Securities (currently SMBC Nikko Securities)  
1999 Joined Mita Securities  
2000 A member of the Board of Directors, Mita Securities  
2016 Resignation a member of the Board of Directors, Mita Securities  
2020 A member of the Board of Directors, Mita Securities



**Yoshinobu Fujimoto / Corporate Auditor**  
1989 Graduated from the Faculty of Law at Waseda University  
1991 Registered with the Second Tokyo Bar Association  
1991 Joined Asahi Koma Law Office (currently Nishimura & Asahi LPC)  
1995 Graduated from University of Chicago Law School (LL.M.)  
1996 Registered with the NY state Bar Association  
2008 Company auditor of Mita Securities  
(Currently he is Partner of Nishimura & Asahi LPC.)



**Yukihiro Shimizu / Corporate Auditor**  
1995 Graduated from the Faculty of Engineering at Hokkaido University  
1995 Joined Hokkaido Takushoku Bank  
1998 Joined IBJ Securities (currently Mizuho Securities)  
2000 Joined Nikko Solomon Smith Barney (currently City Group Securities)  
2005 Joined Livedoor  
2006 Vice President of Livedoor  
Chairman of Kazaka Securities (currently Naito Securities)  
President of Kazaka Financial Group  
Executive Director of Cecile  
Executive Director of Media Exchange  
2008 Joined Mita Securities as Executive Director  
2013 Company auditor of the Company



**Yoshiaki Iida / Managing Director**  
2003 Graduated from the Faculty of Business at Toyo University  
2003 Joined Okasan Securities  
2006 Joined Japan M&A Management  
2007 Joined Mita Securities



**Keisuke Tomoyori / Managing Director**  
2002 Graduated from the Faculty of Economics at Musashi University  
2006 Joined Nikko Cordial Securities  
2009 Joined Mita Securities



**Takehiro Mishiri / Managing Director**  
2002 Graduated from Faculty of Law, the University of Tokyo  
2008 Admitted as a Attorney-at-Law in Japan  
Joined Sidley Austin Nishikawa Foreign Law Joint Enterprise  
2009 Joined Kawashima Law Office  
2011 Served as Securities and Exchange Inspector,  
the Kanto Local Finance Bureau of the Ministry of Finance  
2014 Readmitted as a Attorney-at-Law in Japan  
Joined Nomura Securities Co., Ltd.  
2017 Joined Morgan, Lewis & Bockius Law Offices  
2019 Joined Mita Securities Co., Ltd.



**Yuji Isoda / Managing Director**  
1990 Graduated from the Faculty of Education at Nagasaki University  
1990 Joined Yamaichi Securities  
2000 Joined Merrill Lynch Japan Securities  
2002 Joined Maeda Securities (currently FFG Securities)  
2010 Joined Izuka nakagawa securities  
(currently Nakagawa Securities Advisors)  
2013 Joined Capital Partners Securities  
2016 Joined Mita Securities



**Masahiro Fuse / Managing Director**  
1990 Graduated from the Faculty of Political Science and Economics at Waseda University  
1990 Joined Sumitomo 3M Limited  
1995 Joined Daiichi Real Estate Appraisal Co.,Ltd  
2000 Joined Ikoma CB Richard Ellis  
2005 Joined Secured Capital Japan  
(currently PAG Investment Management)  
2007 Joined ING Real Estate Investment Management  
(currently CBRE Global Investors)  
2010 Joined RPA  
2011 Joined Hospitality Partners Group  
2016 Joined CBRE  
2018 Joined Colliers International Japan  
2019 Joined Mita Securities

Mission / Business Principles

Mission

- » **Sincere** — Our Company’s officers and employees act faithfully for our clients, business partners, laws and ordinances, and shareholders.
- » **Soft&Servic** — Our Company’s officers and employees provide high-value added businesses with our original business knowhow and the best services.
- » **Small, Slim&Speedy** — Our Company carries out speedy decision-making with our compact and lean organization.

All of the executives and employees share the concept of “ Six S ” as the fundamental principles, make the best effort to achieve our client’s goals through the securities business, and furthermore, contribute to develop the sound Japanese economy.

Business Principles

- Client Focus** Listen to our clients  
We can find the best solutions eventually if we fully understand the essence of our clients’ problems.
- Win-Win** Conduct businesses by which we can build a win-win relationship with every one of our clients, business partners, officers and employees, and shareholders  
Only businesses which make every member engaged in projects happy can last longer.
- Reputation** Seek businesses which enhance our reputation  
Reputation can be enhanced by our efforts with a proper attitude toward businesses.
- ROE** Achieve high profit by effective resource allocation  
We manage our company with higher ROEs, enhance capital stock, and build a sound financial base.
- Compliance** Place importance on compliance  
Management focusing on compliance is required naturally within this free market in principle.
- Teamwork** Set a high value on teamwork  
We can provide the more appropriate business solution for our clients if our team can gain power by respecting each other’s individuality among the team members.
- Adaptability, Creativity** Cherish adaptability and creativity  
Personnel with high productivity can absorb the constantly changing trends of society and anticipate the future.
- Commitment** Deal with our services with absolute responsibility  
Businesses without responsibility give troubles to various people including our clients, business partners, and his/her own team members.

Features of Mita Securities

Positive net profit for 17 consecutive years

We have been continuing to achieve a positive net profit for 17 consecutive years through the FY2019. The Lehman shock, the European debt crisis, the Great East Japan Earthquake, and the new coronavirus (Covid-19) outbreak and other major crises continuously occurred. It was difficult for securities firm to keep profits in black for this long We diversified our business, such as Private Banking, Investment Banking, Proprietary trading, Real Estate Business, Money Lending Businesses and so on. And we have a wide range of services and products. Diversification and the adaptability to new environments are the clues to our strength.

Fiduciary Duty

We have been addressing and emphasizing the importance of the "Fiduciary Duty" since 2003 and sharing with all the staff. We believe in it as an ultimate responsibility to be professional and faithful to our clients. This awareness is reflected in a number of indicators. While high turnover is often criticized as an issue from the standpoint of sales activities in securities companies and banks, our commission turnover ratio is 0.34% per year (FY2019 results), which is well below the average in our industry. "Commission Turnover Ratio" = (Commissions + gains on bond trading)÷Clients' assets under custody

Lineup of our highly unique products and services

We differentiate ourselves from our competitors by creating and developing highly unique products and services. The era of pushy sales strategy, in which securities firms forced their products to clients even though they were unwilling to purchase them, is over. We believe it is important to provide products and services that are truly desired for and supported by investors. As for the development of our products and services, we try to proceed with it flexibly and quickly, and to complying with all applicable laws and regulations thoroughly.

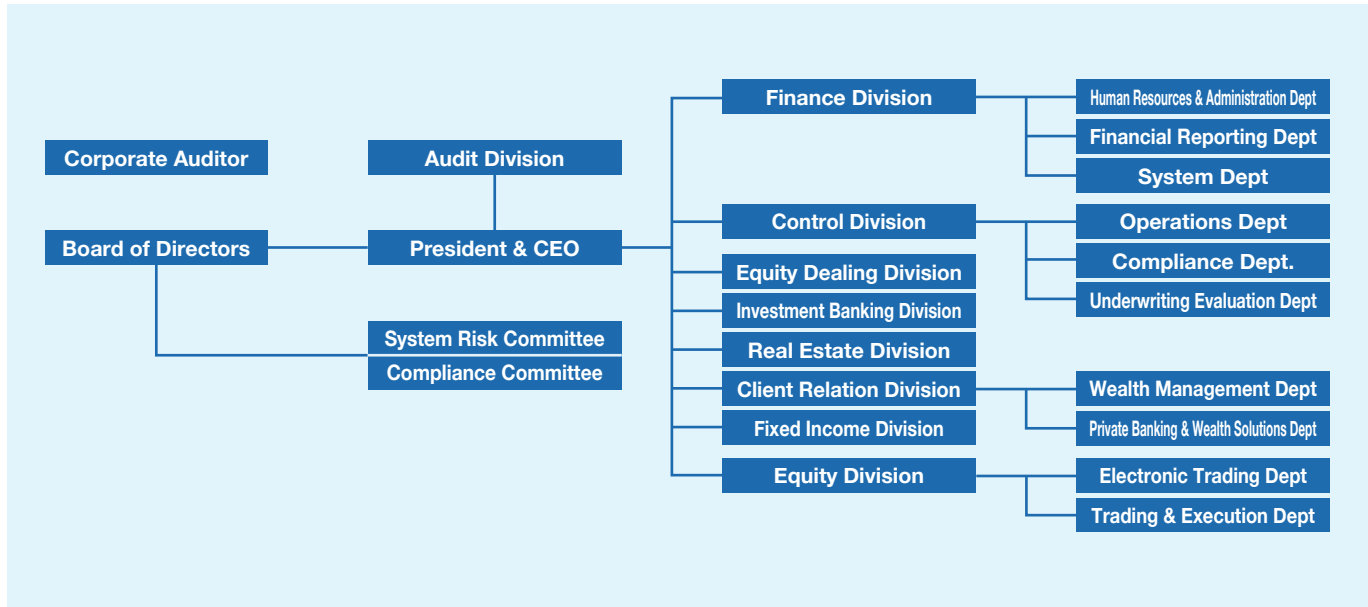
Venture Spirit

We value a free and open-minded culture as well as a spirit of challenge. It is essential for us to integrate the ingenuity, creativity and originality of the professionals from various fields. Despite the company's long history of 70 years, we never forget the venture spirit.

Hiring specialists actively

We employ a number of in-house specialists to ensure that we can perform highly professional work. We also actively collaborate with outside experts. By leveraging the expertise of internal and external experts, we provide the best differentiated service to our clients. As of March 2020, the Group has the following specialists  
1 lawyer, 3 CPAs, 1 US CPA, 2 Singapore CPAs and 1 tax accountant.

Organization Chart



Main Business Achievement since April 2019

- Mita Securities Global Consulting, a wholly-owned subsidiary, was established in Singapore and commenced the consulting and other cross-border businesses.
- We also installed an infrastructure for Direct Market Access (DMA) and launched online trading services for professional traders.
- We established Mita Global Finance, a wholly-owned subsidiary, and began real estate secured lending business.
- We were appointed as the TOB agent by Majesty Golf Korea in connection with the tender offer for shares of Majesty Golf Corporation (7834).
- We were appointed as the TOB agent by Yutaka Shoji (8747) in connection with the tender offer for treasury stock.
- We were appointed as the TOB agent by City Index Elevens in connection with the tender offer for shares of Toshiba Machine (6104).
- We purchased warrants issued by GFA (8783).
- We launched an original fund aiming to own the rights of a highly popular art aquarium event and to operate it.
- We set up an India private equity fund to give Japanese investors an opportunity to invest in Indian venture companies with small amounts of funds.
- We launched two real estate funds under the act of Specified Joint Real Estate Ventures.

The 70th anniversary party

In July 2019, we celebrated our 70th anniversary, and held the 70th anniversary party at the Capitol Tokyu Hotel. A large number of clients and business partners attended the grand party. We would like to thank everyone who came out participated in the party and sent us flowers and or a congratulatory telegram. The special pre-party event was a lecture given by David Atkinson, an outside director of Mita Securities, then with a large number of attendees. The party featured three renowned musicians who brought the party to life with great music from different genres - jazz, classical music and rock.





Wealth Management Services

We provide comprehensive solutions to our high net worth clients with a variety of products and unique services.

Asset Management

We offer a wide range of products from traditional ones to alternative ones.

Products

Listed stocks, Options, Futures, U.S. stocks, Bonds, Mutual funds, Hedge funds, PE funds, Real estate funds, Original funds, Structured bonds etc.

Advisory for Inheritance Tax and Business Succession Planning

You need sufficient and comprehensive plans to pass on your valuable assets and business to your descendants. We specialize in advisory for inheritance tax and business succession planning and have a wide range of experiences in advising clients.

Real Estate

We help our clients manage their real estate assets. We offer a wide range of services, such as brokerage, asset management and overseas real estate investment etc. We have a number of professionals with extensive experiences in the real estate industry.

Fund

We do a thorough research and due diligence to provide attractive funds from around the world to our clients. We differentiate ourselves to provide highly unique products that are only available with us. Even though it is a professional fund that requires a large investment, we reorganize it so that individual investors can invest in it even with a small amount.

Hedge Funds.

We have a lineup of good hedge funds. They aim at absolute returns even when the stock market is going down.

PE Funds.

We have provided opportunities for our clients to invest in venture funds that invest in attractive venture companies in the US and India.

Trade Funds.

We offer trade finance funds that aim to generate stable income.

Real Estate Funds

We have set up many kinds of real estate funds. Not only the funds to get both of income and capital gains but also the funds for inheritance planning. We also set up the funds to renovate traditional town house in Kyoto, and the distressed fund for U.S. real estate. We are licensed as a real estate fund management company.

Overseas Investment

We can help you invest in overseas assets, such as U.S. stocks, foreign bonds, hedge funds and overseas real estate etc. Our currency exchange commissions are comparatively cheap.

Support for Overseas Expansion and Emigration

We have a subsidiary in Singapore (Mita Securities Global Consulting and EJC) to support smooth and optimal overseas expansion and/or emigration.

Non-resident Accounts and Standing Proxy Services

We welcome non-residents clients to open an account with us. We can act as your standing proxy which is necessary for non-residents when investing in Japanese stocks.

Loans

We provide many types of loans, such as stock collateralized loan, mutual fund collateralized loan. Our subsidiary, Mita Global Finance, can offer mortgage loan.

Life Insurance

We provide life insurance policy. Qualified sales professionals support you. We also offer advice on reviewing your life insurance policy.

Original Funds

We are able to create original funds for our clients. When you set up your own original fund, you have to clear complex regulatory requirements. We have extensive experiences in advising clients on the structuring of original funds.

Examples of original funds

solar power fund, industry restructuring fund, modern art exhibition fund, pro-wrestling fund etc.



Investment Bank

We provide a wide range of investment banking services to clients. Our strength lies in our flexible solutions and professional advisory. In cooperation with our subsidiary in Singapore, we provide professional support for cross-border deals.

TOB Agent and Financial Advisory Services

We are proud to be ranked 6th in the league table. (Since 2007, based on number of cases). We have a substantial experience in this business, and established a reputation for giving right advice to various complicated situations.

Finance - Factoring

We do factoring of medical receivables, mainly for hospitals, nursing care homes and pharmacies, to support their funding. Since the start of our business in 2003, we have purchased a large number of medical receivables.

Finance - Warrants and CBs

We purchase warrants and CBs issued by listed companies and assist them in fundraising.

Finance - Rights Offerings

We have extensive experience in advising companies on rights offerings.

Capital Markets

Our equity and fixed income teams provide clients with a diverse range of products and professional services in our Capital Markets practice.

Direct Market Access (DMA)

For professional traders from fund managers to day traders, we provide the online trading services. Those who has a FIX device can connect to our DMA. We offer high-speed, low-cost trading environment. You can also take advantage of using our five types of algorithms to support your diversified investment strategies.

Fixed Income Business

Our fixed income traders with many years of experience in the bond business trade mainly government and corporate bonds of developed countries. We also provide emerging bonds and structured notes. We take an advantage in providing with a competitive price with over 10 investment banks and a nationwide network of brokerage firms.

Real Estate

We are engaged in real estate related business. We are licensed for the brokerage business as well as the fund management and distribution business. We have a wide range of real estate business experience.

Real Estate Agency

Our professionals have many years of experience in the real estate industry and can help you buy and sell real estates. As a licensed security firm, we also buy and sell real estate trust beneficiary rights.

Overseas Real Estate

We use our global network to support real estate investments in the U.S. and Asia. There are many barriers to overseas real estate investment, such as languages, laws, and business practices, which would make investors uncomfortable. Our experts are pleased to support you with good knowledge and English.

Moneylending Business

We have been operating money lending business since 2002. We provide quick and flexible support for clients.

Securities-Backed Loans

We provide loans secured by listed stocks, mutual funds, bonds and other securities. We can provide loans in two days at the shortest with a quick screening process. While you utilize your own company's shares as a collateral, the name of the shareholder is unchanged.

Factoring and Loans for Hospitals

Since 2003, we have been engaged in factoring business for hospitals. We will also purchase the future receivables. We are proud of our top-class experience and achievements in factoring for small and medium-sized medical institutions.

Mortgage Loans

Mita Global Finance, a subsidiary of Mita Securities, provides mortgage loans for clients to invest in real estates. Non-residents of Japan and foreign investors are accommodated.

Subsidiaries

We have established subsidiaries in Japan and Singapore to supplement our securities business.  
We will continue to leverage our strengths in cross-border transactions.



**Mita Securities Global Consulting (MSGC)**

MSGC was founded in Singapore in August 2019. We seek to provide a business and cultural bridge between Japan and overseas countries, especially Singapore. Our team members, with a wide range of expertise and experience in the international business and a proven track record, will provide the best solutions for our clients.

**Representative: Yui Haraguchi**

**Business Scope**

Cross-border M&A advisory services, due diligence, Post-Merger Integration, market research report, cross-border fundraising advisory, fund set-up support, overseas expansion support, finding cross-broader business alliance support, real estate advisory services, wealth management, international IR support, etc.



**EJ Consultancy Services**

The accounting firm was established in 2004 in Singapore and was acquired by Mita Securities in 2017.

The firm provides tax and accounting services in Singapore. Takeshi Narita, a Japanese tax accountant, is also a member of our affiliate company (EJA) and provides services for Japanese clients in Japanese language.

**Representative: Eric Tong**

**Business Scope**

Incorporation, tax returns, accounting, secretarial services, dispatch of directors, advisory services, due diligence, etc.



**Mita Global Finance**  
(MGF, Tokyo Governor (1) No. 31780)

MGF was set up in 2020 for mortgage loans. We provide loans for investment properties. We also cater to non-residents of Japan.

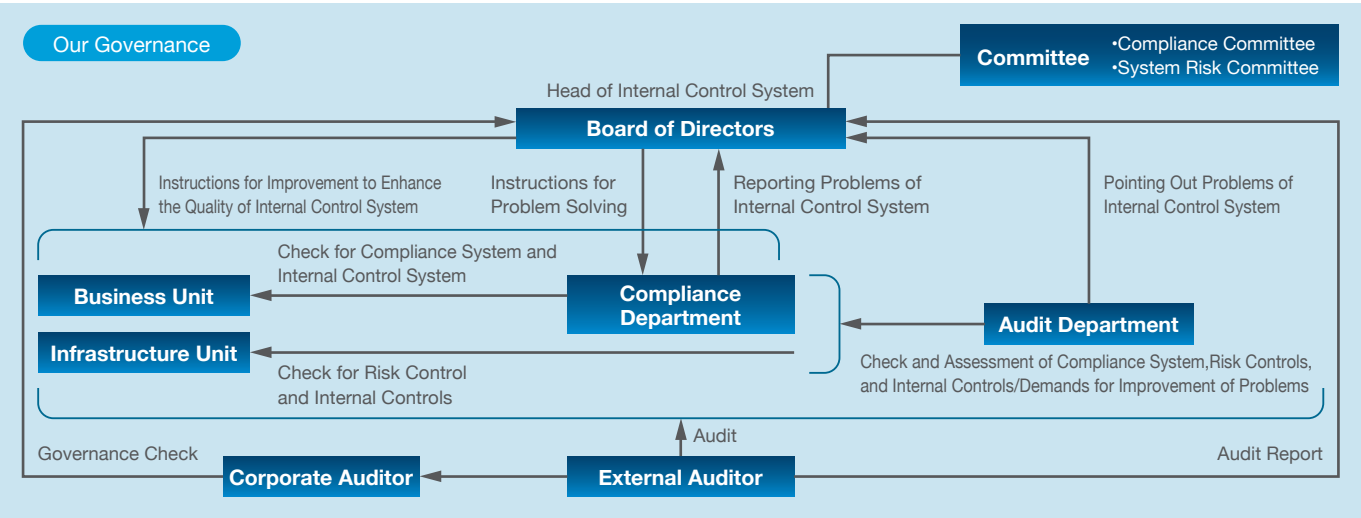
**Representative: Satoshi Kimura**

**Business Scope**

Mortgage loans

Compliance

We are a financial instrument business operator who is an important player in this financial market, therefore we not only ensure strict compliance with all laws and regulations, but also need to develop the sufficient internal control structure in order to protect investors and to secure fairness of the market. Compliance is a top management priority for our company.



Company Overview



Company Name:	MITA SECURITIES Co., Ltd.
Registration:	Director of Kanto Local Finance Bureau (Financial instruments firms) No.175 Moneylender / Tokyo Governor (6) No.27088 Registered Real Estate Broker / Tokyo Governor (1) No.103950 Real Estate Specified Joint Enterprises / Commissioner of the FSA•Minister of Land, Infrastructure and Transport No.76
Commencement of Operation:	July 1949
Capital:	¥500,000,000
Major Shareholder:	Kunihiro Mita
President & CEO:	Kunihiro Mita
Overseas Subsidiary:	EJ Consultancy Services Pte.Ltd. Mita Securities Global Consulting Pte. Ltd.
Subsidiary in Japan:	Mita Global Finance
Office addresses:	(Head Office) 3-11, Nihonbashi-kabutocho, Chuo-ku, Tokyo 〒103-0026 Tel +81-3-3666-0011 Fax +81-3-3668-7350 (Osaka Branch) 1-7-15-5F, Minami-honmachi, Chuo-ku, Osaka City, Osaka 〒541-0054 Tel +81-6-6260-5670 Fax +81-6-6260-0882 (Singapore Branch) 105 Cecil Street #24-02 The Octagon Singapore 069534 Tel +65-6692-8325 (Subsidiary) Mita Securities Global Consulting Pte. Ltd. 105 Cecil Street #24-02 The Octagon Singapore 069534 (Subsidiary) EJ Consultancy Services Pte. Ltd. 105 Cecil Street #24-02 The Octagon Singapore 069534
Membership in Associations:	Japan Securities Dealers Association Tokyo Real Estate Association Japan Financial Services Association
Membership in Exchanges:	The Tokyo Stock Exchange•The Osaka Stock Exchange
Membership in Investor Protection Funds:	Japan Investor Protection Funds
Accounting Auditor:	Moore Shisei & Co. / OAKFIELD & ASSOCIATES
(As of June, 2020)	

