Mizuho Securities

Corporate Profile
2023-2024







### Policy on Initiatives for **Practicing Fiduciary Duties of** Mizuho Securities

As a member of the Mizuho group, Mizuho Securities has adopted the group's Corporate Philosophy. The "Purpose" of this Philosophy states that we will "proactively innovate together with our clients for a prosperous and sustainable future" as symbolized by our tagline "Innovating today. Transforming tomorrow." Our Philosophy also states that to realize this Purpose we shall demonstrate values and behaviors that enable us to think from the client's perspective and act with sincerity and integrity.

All of us at Mizuho share these values and behaviors. Each group company, including Mizuho Securities, is comprised of experts possessing extensive knowledge of our wide ranging financial services. We are committed to fulfilling our fiduciary duty by accurately responding to your diverse needs while providing solutions of the highest caliber.

\* Fiduciary duty is a general term for the broad range of various roles and responsibilities that fiduciaries are expected to fulfill when engaging in certain business activities in order to live up to the trust that is placed in them by their clients











# Top message

"Innovating today. Transforming tomorrow." together with you

I would like to take this opportunity to thank you for your ongoing support

Under Mizuho's recently revised corporate philosophy, Mizuho Securities will take on the challenge of creating value hand-in-hand with you, aiming for nothing less than the best outcome. Together with all stakeholders, including companies, investors, and employees, we will rise to meet new challenges, aiming to deliver growth and prosperity to clients and the larger society.

Together with you, we will aim to double asset income. At the same time, we will strive to maintain truly client-centric business operations, always by your side to assist you in achieving peace of mind and a prosperous future in this age where 100-year lifespans are becoming the norm.

We constantly strive to enhance our comprehensive asset consulting capabilities and provide services tailored to your specific circumstances and life plans.

In addition, we will continue to work as one united Mizuho group to help accelerate Japan's shift from saving to investing including by actively participating in Japan's newly revised NISA tax-exempt savings account framework. We will enhance our engagement with clients facing sustainability, digital transformation, supply chain reforms and other challenges with an awareness of achieving economic security. Together with you, we will create a path leading to the solutions you require. We are always by your side to share your concerns, leveraging our extensive domestic and global networks to provide sophisticated solutions.

The global market outlook is becoming increasingly uncertain. Mizuho Securities remains carefully attuned to your needs and concerns while keeping an eye out for signs of change and potential risks, working together with you to leverage our professional expertise to meet your needs.

Above all, each and every one of our employees will continue to dedicate their sincerity, passion, and ingenuity to realize sustainable growth together with you.

In FY23, we will promote our business based on three pillars: to be truly client-centric, achieve differentiation and competitive superiority by leveraging Mizuho's edge, and explore growth opportunities able to drive the entire Mizuho Group forward. We will also endeavor to respect the viewpoints of our frontline sales reps and employees, strengthen governance control functions, and enhance the efficiency of business operations. Together with you and the rest of our stakeholders, we will tackle new challenges and achieve success. We will do this by outcompeting our peers to remain the most-trusted partner for our clients, as well as the markets and communities we serve.

Again, thank you for your ongoing support. All of us at Mizuho Securities look forward to serving you.

Yoshiro Hamamoto President & CEO Mizuho Securities Co., Ltd.



### **Mizuho Securities Overview**

As a member of the Mizuho Financial Group, we at Mizuho Securities have garnered significant praise from our clients as a result of our sophisticated one-stop service options forged through seamless collaboration among all of our Group partner companies. By undertaking the kind of product development which consistently results in highly-desirable products and by quickly and accurately responding to the diverse financial needs of clients both in Japan and around the world, we are building bridges to a more prosperous future for our clients, the economy, and the communities we serve.

# Mizuho Financial Group

In a drastically changing world where social structures and the economic landscape are in constant flux, we provide sophisticated financial services in collaboration with group companies to address client concerns and business issues.

### Mizuho Bank

- Asset management
- Asset succession
- Capital policy
- Corporate strategy
- Financial strategy

# Mizuho Trust & Banking

- Asset management
- Asset succession
- Real estate
- Capital policy
- Corporate strategy
- Financial strategy

# Other core group companies

- Asset management
- Real estate
- Capital policy
- Corporate strategy
- Financial strategy

### 

Client-driven/
client-centric

consulting and
services

A professional organization possessing sophisticated expertise and

knowledge

Leveraging the group's collective strength to

deliver optimal solutions

The largest client base in Japan coupled with

an industry-leading network of offices

A global network and

in the growing
US market



# Mizuho Securities business overview

As a member of the Mizuho Financial Group,

result of our sophisticated one-stop solutions

among all of our Group partner companies.

development which consistently results in

highly desirable products and by quickly and accurately responding to the diverse financial needs of clients both in Japan and

we at Mizuho Securities have garnered

significant praise from our clients as a

forged through seamless collaboration

By undertaking the kind of product

around the world, we are building bridges to a more prosperous future

communities we serve.

for our clients, the economy, and the



- High-quality, comprehensive asset consulting which takes all life stages into consideration
- Seamless collaboration between our banking, trust, and securities arms enables us to be extremely responsive to your diverse needs
- As Japan's industry leader in number of offices, we have an extensive nationwide network to offer services tailored to your specific needs





# Global Investment **Banking Business**

- Cutting-edge proposal capabilities which leverage our industry group expertise and knowledge with our global cross-sector networks
- Cutting-edge ESG/SDG initiatives based on leading presence in DCM\*1
- Providing innovative companies with value-chain solutions closely aligned with their growth
- Well-established global collaborative securities-banking framework\*2, including the CIB model launched in the Americas



# Global Markets Business

- Extensive product lineup at appealing price points tailored to diverse investor needs
- Ongoing rollout of securities-banking derivatives business
- Solutions which bridge the needs of Japanese and overseas investors and issuers



# Mizuho Securities growing presence(FY22)

### Retail business

AUM increase

Exceeding JPY 1 trillion for past 8 Yrs. in a row

Achieved AUM net increase exceeding 1 trillion yen for the past eight years consecutively, leading to cumulative assets under management in excess of 16 trillion yen.

190 billion yen net increase in equity investment trusts / exceeding 100 billion yen for each of the past four years

We offer you sophisticated solutions from our extensive lineup of investment trusts expertly tailored to your needs.

Total assets under management (AUM)

(as of March 31, 2017)

(as of March 31, 2023)

The thorough execution of our fiduciary duty is at the heart of the service we provide. It enables us to increase the financial assets of our clients to meet their mid to long term goals.

### Total straight bond underwriting (Japan)

NO.

Our ability to make proposals that reflect market realities while meeting the needs of issuers and investors has earned us the coveted position as industry No. 1 both for underwriting amount and reputation.

# Wholesale

Number of SDG bond deals as SA (SA = Structuring Agent

We are proud to have achieved the No. 1 track record for the past three years in a row with our innovative, sophisticated deal structuring always attuned to the latest market trends.

ABS deals as comprehensive lead manager



Our strong track record and reputation underpin our front-runner position in the Japanese securities market

### Number of M&As



We also have a leading track record in providing M&A advisory for Japan and overseas projects.

### Total domestic and overseas equity



Our industry knowledge, cutting-edge deal structuring capabilities, and global standard sales platform are the bedrock of our top-class underwriting results.

### Number of IPO deals serving as lead manager



We support the growth of midcap companies and innovative startups and boast an incomparable industry track record of deals serving as lead manager

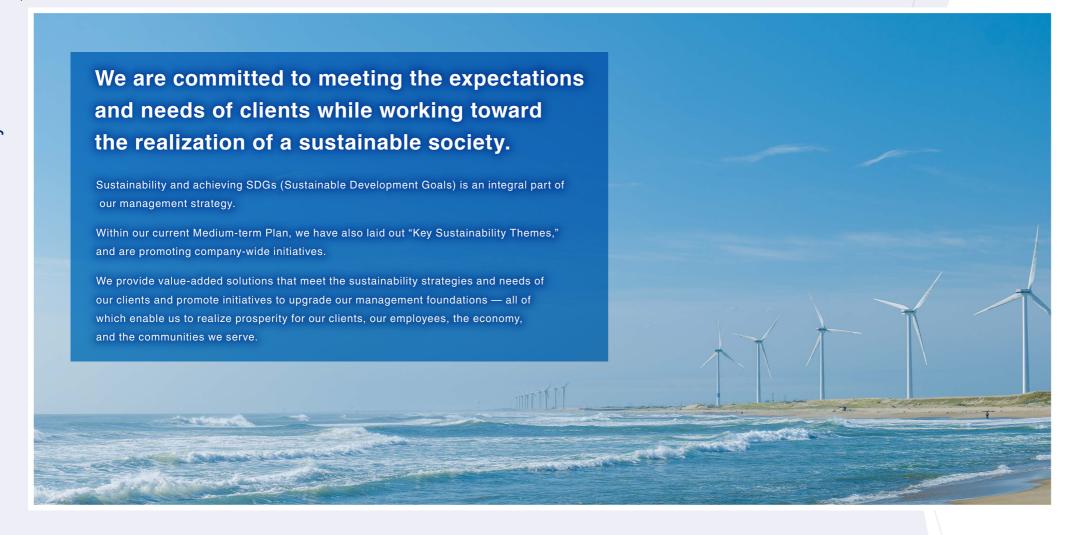
### US dollar-denominated IG bonds



Our ability to leverage the unique strengths of Mizuho's integrated banking-securities approach has also resulted in our exceptional track record in US DCM.

<sup>\*1 ·</sup> Debt Capital Markets

<sup>\*2:</sup> Corporate & Investment Banking / Business model that seamlessly integrates all banking, securities, primary (banking), and secondary (markets) operations



Sustainability Key Themes

### **Client-centric** sales approach







- Enhancing our comprehensive asset consulting capabilities
- Realizing and expanding our sophisticated product lineup

# **Decarbonization**

support Transition finance-based

business development









- Transition finance-related
- Business portfolio restructuring support

### Support for midcap companies and innovative startups

Providing solutions to

spur growth









 Providing various solutions, including IPO, M&A, and financing via new schemes

### Efforts to energize capital markets

Exercising market intermediation functions highly attuned to needs







Main Initiatives

- Diversification of products, such as carbon credits
- Enhancing ability to provide ESG-related information

Sustainability Key Themes

# **Environmental &**













- Scope 1.2 GHG emission reduction
- Providing and supporting quality financial education services

### Enhancing human talent & organizational strengths



- Main Initiatives
- DF&I promotion
- Enhancing employee engagement

### **Achieving sophisticated** governance approach





Main Initiatives

· Achieving stable business operations (advancing global governance, etc.)

# **MIZUHO** Sustainability **Action**

### Sustainable business initiatives

Japan's sustainable finance market is experiencing rapid growth. SDG-linked bond issuance in FY22 expanded to JPY 4.6 trillion.

Even as the market continues to expand, Mizuho Securities has remained the sustainable finance leader by underwriting 1.1 trillion yen during FY22 and we have maintained the No. 1 share for underwriting SDG bonds in Japan for four consecutive years since FY19.

Number of domestic

SDG bond and

SA appointments

Third year in a row

### **Topics**

Domestic SDG bond underwriting amount/share

Fourth year in a row

NO.

NO. FY 20 - 22 Global SDG bond underwriting amount/share

Highest ever

FY 22

In addition, we are engaged in a number of Japan firsts, industry firsts, and innovative, far-reaching sustainable finance projects. We have also advanced into multifaceted advisory services that leverage our extensive knowledge-all of which continue to support our clients' sustainability initiatives.

### **Topics**

### Support for renewable energy procurement

Mizuho advised AEON MALL on finance for and construction of Japan's largest low-voltage distributed solar power generation network for dedicated use, and arranged capital for its construction. This project made extensive use of Mizuho's strengths in non-financial aspects (such as environmental technology expertise foreseeing the shift from mega solar farms to low-voltage distributed solar power generation) and financial aspects (such as bridge fund/project bond formation knowhow and lease accounting). This project has been widely recognized not only for supporting client decarbonization efforts, but also for addressing Japanese social issues such as utilization of abandoned farmland and addressing the lack of suitable locations for power generation.

# Finance, economics, and investment education, as well as industry-government-academia collaboration

To improve financial literacy widely across people of all ages, we collaborate with government agencies, universities, and other institutions to offer and support courses and seminars tailored to the needs of participants on various topics including finance, economics, and investment. We are also working to expand our non-face-to-face educational tools.

# Finance, economics, and investment education

For Elementary School

For Middle School

For High School

Teacher Support and Training

For Universities and **Vocational Schools** 

For Working People

Endowed Chair, Joint research Book publication, Co-sponsoring and supporting symposiums

### Financial economics education

• Teacher support and training

### Teacher training research with Waseda University **Graduate School of Education Professional Degree**

We are active in numerous endeavors to promote and expand education, including commissioned research and other initiatives to train and develop teachers who are highly effective in the classroom.



### • For Jr. high and high schools

### **Development of digital education** materials (for secondary education)

As part METI's (Ministry of Economy, Trade and Industry) Steam Library digital educational materials development project, in collaboration with Waseda University we developed educational materials and posted them on METI's website for free public use.



https://www.steam-library.go.jp/content/9

### For elementary schools

### Publishing assistance for public library materials

To help elementary school students acquire accurate knowledge about money, we have assisted in the creation of educational materials, such as books and manga, for both parents and children which touch on a variety of related themes (cashless society, etc.).



"My First Money Class" four volumes Publisher: Bunken Shuppan (Shinkoshuppansha Keirinkan)

### For adults and others

### Finance and economics education initiatives undertaken by our employees

In efforts to further finance and economic education, we have established a system whereby our department and branch employees act as instructors and conduct lectures.



Lectures for working adults by employees

### Industry-government-academia collaboration

### Courses we sponsor at universities and graduate schools, and joint research, etc.

We undertake industry-government-academia collaboration and cooperation activities to foster the development of competent individuals who will become key players in capital markets of the future. We also engage in ongoing educational and research pursuits (such as our sponsorship of academic courses which address the latest capital market trends, including fintech and sustainable finance), we co-host symposiums, we are building a net-based finance glossary, and we conduct joint research on sustainability. All of these pursuits draw on the actual business experiences of our employees.

### Mizuho Securities DX



# **Providing** better service

Mizuho Securities has positioned DX(Digital Transformation) as one of the key themes to be addressed across the entire company. As we continue to evolve, we will pursue our vision as a digital age company, characterized by a team of dynamic employees serving clients as their most trusted partner. We will carry out this vision based on the following four themes by leveraging data and digital technology to enhance our customer service and competitiveness.

### Boost efficiency and **Enhance business** productivity Advanced sales &

- Automate contact center

### **Human resource development** as well as products and services

- Training programs for data scientists and

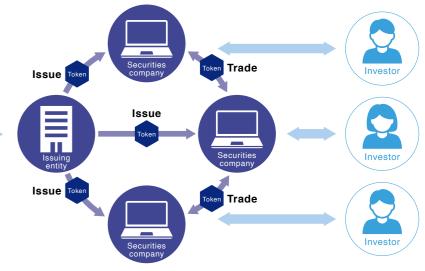
### **Digital securities** (security token) initiatives

In March 2023, Mizuho Securities began handling Japan's first privately-placed STO backed by real estate, leveraging our sophisticated knowledge of real estate and securitization products. Going forward, in addition to real estate, we will consider handling tokens and corporate bonds backed by various assets such as infrastructure, ships, aircraft, and other movable assets via public and private offerings.

All of these activities underpin our commitment to contribute to the development of capital markets by responding to the increasingly diverse needs of issuers for capital and investors for asset management.

### Blockchain networks (Shift to digitization & smaller lots)





### » Security tokens

Securities legally issued / circulated using distributed ledger technology or blockchain technology.

### **Retail corporate business**

We offer sophisticated comprehensive financial services to individual and corporate clients by providing them with the kind of value-added experiences that only Mizuho can offer, seamlessly tailored to their lives and business needs.

To meet the increasingly diverse needs of clients, we also offer an industry-leading network of branches, call centers, and internet (Mizuho Securities Net Club) channels.



### Mizuho Comprehensive Asset Consulting

In carrying out our fiduciary duty\*1, our Retail and Business Banking Division remains committed to each client's personal vision, including their dreams, aspirations, and goals, supporting their long-term asset building by accurately understanding their needs and providing the most appropriate, timely products and services to realize them. In addition, to ensure clients can continue to invest with complete peace of mind, we are always by their side to provide follow-up in response to changes in market prices and trends, as well as the circumstances of each client.

\*1 Fiduciary duty: The responsibility of all financial institutions engaged in the sale of financial products, asset management, and investment management, to conduct their business operations in good faith, in fairness, and in the best interests of clients.

### Highlights

### Qualified financial planners

As one of a number of initiatives to further enhance our consulting capabilities, we support and encourage employees to acquire financial planner qualifications. Approximately 90% of our Retail & Business Banking Division employees currently hold financial planner qualifications.

Approx.
2.4-fold increase
in 7 Yrs.

36.7%

MAR 2016

MAR 2023

Percentage of Retail & Business Banking Division employees holding financial planner qualifications

# Rated "S+" by R&I in recognition of our fiduciary initiatives

For the third year in a row, we received an "S+" (the highest rating in the industry) from R&I in recognition of our "client-first" investment trust sales & marketing approach and initiatives based on an excellent fiduciary approach in conducting investment trust sales.



# Received "CRM Best Practices Award" in 2022 (6th consecutive year)

For the past six years, we have received the "CRM Best Practices Award," which recognizes companies, government agencies, and organizations for excellence in strategic, operational, and organizational relationship building with clients to realize truly client-centric business.



### Channels

In striving to meet the increasingly diverse needs of our clients, along with our countrywide branch network, we possess additional strategic communication channels, including call centers and the internet

(Mizuho Securities Net Club). We also provide investment information to clients via digital technology, such as social media content.



### >>> Sales offices

Drawing on our industry-leading Japan-wide branch network, our sales representatives provide asset management consulting and other services carefully tailored to the needs of each client. To further strengthen our consulting functions, we continue to roll out joint branches (linking Mizuho's banking, trust banking, and securities arms) with 70 out of a total 102 branches now serving as joint branches (as of June 30, 2023).

### >>> Call center

In addition to accepting client orders, our call center handles a wide array of inquiries in an attentive and easy-to-understand manner.

### **Highlights**

# COPC® CX CSP Certification acquired in 2022 for the 6th year in a row



Obtained international quality assurance standards certification for contact centers, granted only to those organizations which achieve excellent performance as evaluated by US-based Customer Operations Performance Center Inc. (COPC).

In 2022, awarded 5 stars for 2nd year in a row by HDI for excellence in call center/net support service





Based on HDI's benchmarking and assessment, HDI-Japan recognized Mizuho Securities customer support as capable of effectively contributing to Japan and overseas business.

### >>> Online

Both online, and via our smartphone app, we provide access to trading services. We also deliver timely and relevant investment information via e-mail and LINE app.



Mizuho Securities Net Club online trading service



Brokerage app



Market/ investment information (LINE)

### Finance and economic education initiatives

Mizuho Securities is actively engaged in educational support to improve literacy across areas including life planning, finance, and asset building among people of all ages.

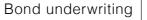


- Seminars for companies, local governments, and organizations
- · Courses for universities and vocational schools
- Visits to elementary, Jr. high, and high schools

(Also see p.8 for more information on financial and economic education)

Our Global Investment Banking Division comprises "coverage" units, which directly interface with clients, and "product" units which create highly advanced solutions for them. These units work in harmony to provide tailored investment banking services, including equity and bond financing through capital markets and M&A advisory services, as part of global management strategies.

To meet the increasingly sophisticated and diverse needs of our clients, we are building strategic partnerships with them by offering customized solutions based on our business and financial strategy expertise, our knowledge of industry and production, and our investment banking track record.



Mizuho Securities has earned a first-class reputation as an industry leader in bond underwriting operations backed by proven skills in proposing solutions inherently suited to market conditions and issuer needs, an ability to determine prices that accurately reflect investor demands, an incomparable responsiveness to market changes, and a strong track record in bond sales.

### >>> Total domestic bonds from public offerings



Total domestic bonds from public offerings (April 1, 2022 - March 31, 2023) Amount(JPY bn) Share(%) Company name 1 Mizuho Securities 4.053.9 24.6 2 Nomura Securities 3,698.2 22.5 Daiwa Securities 3,506.7 21.3 4 Mitsubishi UFJ Morgan Stanley Securities 2,451.2 14.9 7.9 5 SMBC Nikko Securities 1,301.5

Includes straight corporate bonds, investment corporation bonds, FILP agency bonds, local government bonds (lead underwriter), samurai bonds, and preferred investment securitie but excludes company's own bonds.

Source: Prepared by Mizuho Securities based on data from Refinitiv

### Equity underwriting

Mizuho Securities has achieved sector-leading performance in equity underwriting operations, serving as a lead underwriter in a number of large finance deals thanks to superior underwriting knowhow and strong equity selling power both in Japan and overseas. We also provide extensive support to companies transitioning from private to public.

### >>> Total domestic and cross-border equities



Total domestic and cross-border equities (April 1, 2022 - March 31, 2023) Company name Amount(JPY bn) Share(%) 601.8 24.9 1 Nomura Holdings 17.1 414 9 Daiwa Securities Group Inc. Mitsubishi UFJ Financial Group 408.0 16.9

4 Mizuho Financial Group 301.9 12.5 5 Goldman Sachs 243.3 10.1

Total of initial public offering, existing public offering, and convertible bonds with stock acquisition rights (including REITs).

Source: Prepared by Mizuho Securities based on data from Refinitiv

### FY22 deal highlights

Mizuho Securities provides solutions tailored to the sophisticated and diverse needs of clients.

### Highlights

### Tohoku Electric Power

Subordinated bonds

JPY 280bn September 2022

### **JMDC**

Overseas recruitment

JPY 30.3bn

September 2022

### **Toshiba Corporation**

Company taken private by Japan Industrial Partners

March 2023

### Maruha Nichiro Corporation

Blue Bond

JPY 5bn October 2022

iding domestic OA and overseas GSO)

### Thermo Fisher Scientific

Global yen bonds

JPY 110.1bn October 2022

### Japan Post Bank

Global offering

JPY 1,231.7bn

March 2023

### **GLP J-REIT**

Global offering

JPY 32.1bn (including OA) October 2022

### JFE Shoji Trade Corporation

Acquisition of CEMCO by **USA** subsidiary

August 2022

### Seibu Group

Sale of hotel property

June 2022

### M&A advisory

Mizuho Securities has a top-class track record in M&A advisory business, underpinned by cutting-edge knowledge and expertise that enables us to offer clients advice in line with their management strategies. Our advisory services reach far beyond Japan's borders, to cross-border deals, which have experienced a substantial increase in recent years.

### >>> M&A advisory for announced deals



M&A a	advisory for announced deals	(April 1, 2022 - March 31, 2023)		
Rank	Company name	No. of deals	Amount (JPY bn)	
1	Sumitomo Mitsui Financial Group	124	4,489.2	
2	Nomura Securities	82	4,479.9	
3	JP Morgan	16	3,932.9	
4	UBS	14	3,916.9	
5	Mizuho Financial Group	117	3,472.3	

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

### Structured finance

Mizuho Securities has also achieved a strong track record and earned a first-class reputation in structured finance operations, particularly regarding the securitization of various financial assets such as monetary claims and real estate. Accordingly, we have lived up to our reputation as a front runner in Japan's securitization market

### >>> ABS Lead Manager



ABS Lead Manager		(April 1, 2022 - March 31, 202		
	Rank	Company name	No. of deals	Amount (JPY b
	1	Mizuho Financial Group	159	1,146.7
	2	Mitsubishi UFJ Financial Group	32	488.2
	3	Sumitomo Mitsui Trust Holdings	35	393.3
	4	Daiwa Securities Group Inc.	13	354.1
	5	Morgan Stanley	11	312.6

Deal amounts and settlement date basis Source: Prepared by Mizuho Securities based on data from Refinitiv

# Global Markets Business

Our Global Markets Division offers a wide variety of investment products and services, including domestic and foreign bonds, equities, structured bonds, securitized products, and derivatives. Clients include institutional investors, financial corporations, business corporations, and others in Japan as well as overseas. In this challenging investment environment, where volatility is on the rise, we offer clients round-the-clock sales and trading services in conjunction with our global bases including Tokyo, Hong Kong, London, and New York. This seamless, international network enables us to connect investors and issuers worldwide and offer high value-added solutions customized to client investment policies and risk preferences.

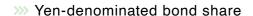


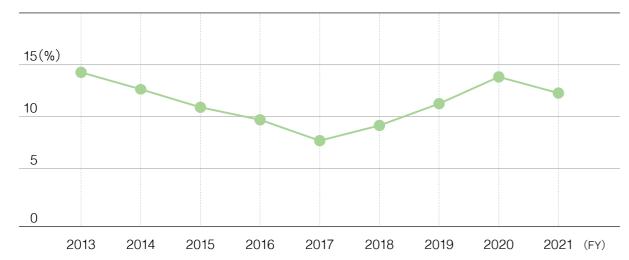
### Fixed income

Mizuho Securities has established itself as the market leader in government bonds, having secured top market share. We are dedicated to delivering products expertly tailored to our clients' investment strategies, proactively engaging in market making, and providing timely and insightful information.

Furthermore, we are strengthening cross-border transactions through fully-integrated domestic and overseas operations to effectively leverage global markets in responding to our clients' diverse needs.







Source: Created by Mizuho Securities based on information from Greenwich Associates (yen-denominated bond survey from 2013 to 2021)

### Equity

In the equity business, Mizuho Securities is committed to accurately satisfying the increasingly sophisticated needs of clients not only by providing top-class research, but also by enhancing execution services (such as electronic trading), expanding IR services for clients both in Japan and overseas, and by strengthening our product lineup (including derivatives and equity finance).

Furthermore, we constantly strive to offer state-of-the-art transaction methods and provide information useful to both corporate and individual clients.

We continue to strengthen groupwide collaboration not only across our Japan-based operations, but also with each of our overseas entities throughout the US, Europe, and Asia to ensure unified, seamless operations.



### >>> Share of TSE trading value





### Highlights

Year after year, we continue to be recognized as the top research house in Japan for both equities and fixed income.

For equity research, we ranked 2nd among all research houses for the Nikkei Veritas 2023 "Most Popular Analyst Survey." Seven of our analysts ranked 1st in individual category rankings.

For bond research, Mizuho Financial Group ranked 3rd among all companies and groups for the Nikkei Veritas 2023 "Most Popular Bond/Forex Analyst/Economist Survey." One of our analysts ranked 1st in individual category rankings.

While our achievements are notable, our quest to enhance our research capabilities to offer unsurpassable solutions tailored to the diverse needs of our clients is unending.

NO. **2** 

NO. **3** 

35th Annual Survey on

Most Popular Equity Analyst

(Overall Company Ranking) of Nikkei Veritas

Nikkei Veritas 28th Annual Survey on Most Popular Bond/Forex Analyst/ Economist by company/group

### Research business

In response to client needs, both in Japan and overseas, our equities research business is developing an even stronger research team across Pan-Asia, including Japan. Our domestic top-class strategists, economists, and sector analysts in Japan address the entire range of needs by supplying information on industry trends, stock valuations of individual companies, equity investment strategies, quantitative analysis, and various thematic reports.

Our fixed income research team, which comprises some of Japan's foremost economists and analysts, provides Japanese and overseas economic, interest rate, and forex forecasts. Our team also offers credit analyses of issuing corporations, overseas financial institutions, evaluates the impact of Japanese and overseas monetary policy, and proposes fixed income investment strategies.

Furthermore, in light of recent advances we have made in digital innovation-driven research, we also supply clients with the latest information on various ESG investments.



### Seminars and investor events

At Mizuho Securities, sales and research work together to conduct seminars and events of various sizes for institutional investors.

Large-scale events include our annual Japan Alpha Conference held every September in Tokyo since 2020. It features a series of one-on-one meetings between companies and investors combined with small meetings on key topics. In fiscal 2022, we invited approximately 790 domestic and foreign institutional investors and 190 companies in a hybrid format (face-to-face and online) to great success.

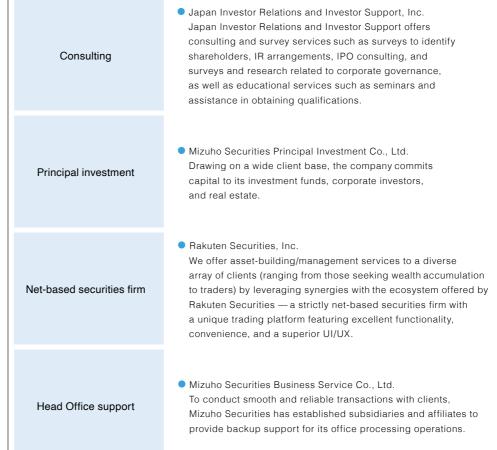
We also routinely hold seminars on topics of critical importance to investors We share ideas helpful for making investment decisions in a timely and highly accessible format.



# Corporate overview

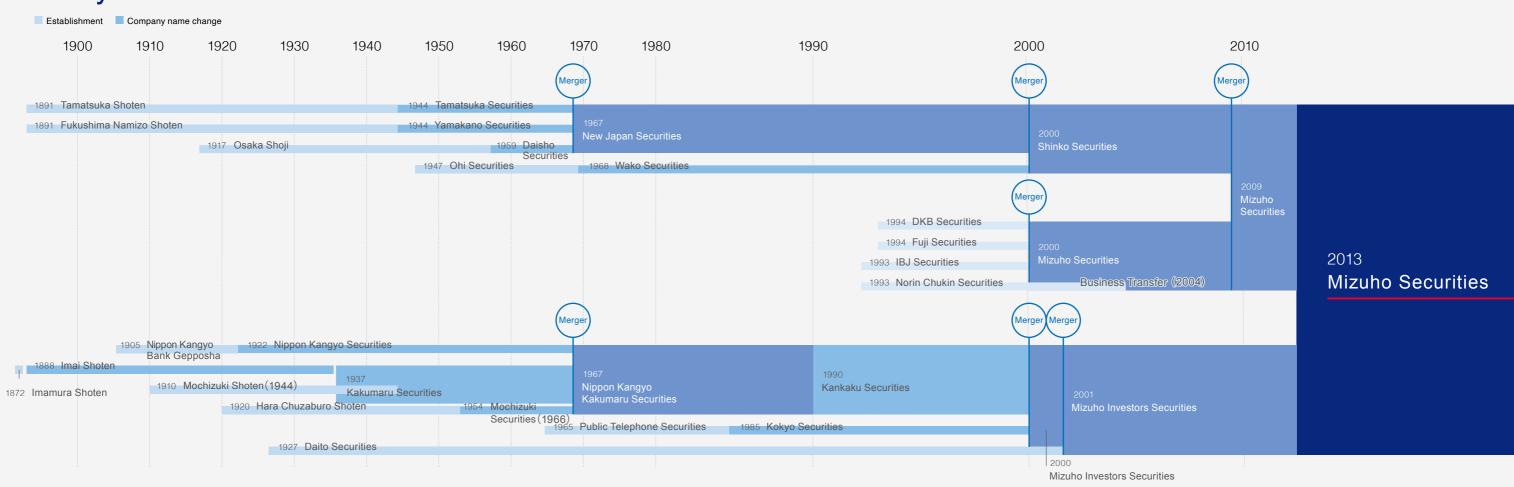
### Mizuho Securities Co., Ltd. Name Otemachi First Square, 1-5-1 Otemachi, Chiyoda-ku, Tokyo 100-0004 Japan Head Office Location Tel: +81 3-5208-3210 Established July 1917 Representative President & CEO: Yoshiro Hamamoto Main business Financial instruments business Registered with the Director of the Kanto Local Finance Registration number Bureau of the Ministry of Finance (Kin-sho) No. 94 Capital JPY 125,167 million Number of employees 7,057 Domestic: 225 offices Network Overseas: 19 offices Stock exchange Tokyo Stock Exchange, Osaka Exchange, Nagoya Stock Exchange, memberships Fukuoka Stock Exchange, Sapporo Securities Exchange, and Tokyo Financial Exchange Japan Securities Dealers Association, Japan Investment Advisers Association, Association The Financial Futures Association of Japan, memberships Type II Financial Instruments Firms Association, and Japan Security Token Offering Association (As of June 30, 2023)

# Principal domestic subsidiaries and affiliates



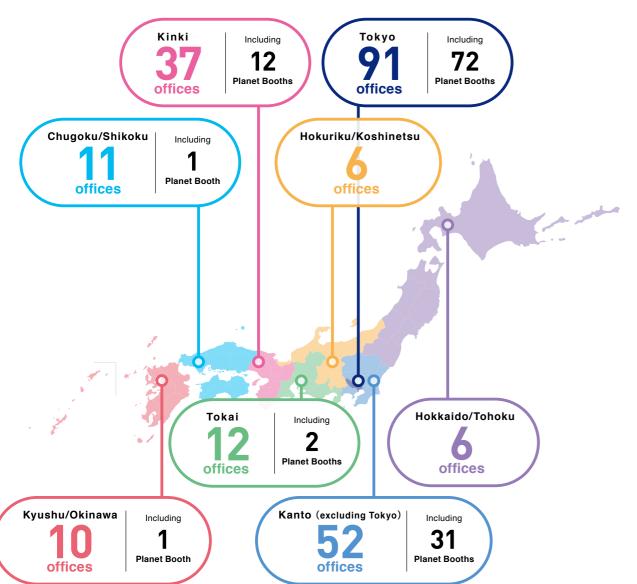
(As of June 30, 2023)

# History



# **Network**





(As of June 30, 2023)

### Europe

 Mizuho International plc Underwriting, sales and trading of marketable securities, M&A advisory, etc.

Head office: London

Mizuho Securities Europe GmbH1\*1
 Underwriting, sales and trading of marketable securities, etc.
 Head office: Frankfurt

\*1 Wholly-owned subsidiary of Mizuho International plc

### North America

 Mizuho Securities USA Inc.\*<sup>2</sup>
 Underwriting, sales and trading of marketable securities, exchange listed derivatives brokerage, and M&A advisory, etc.

Head office: New York

- \*2 Reorganized under the umbrella of Mizuho Americas LLC, a US Bank Holding Company (BHC).
- Mizuho Securities Canada Inc.\*3
   Advice regarding marketable securities and underwriting of marketable securities.

Head Office: Toronto

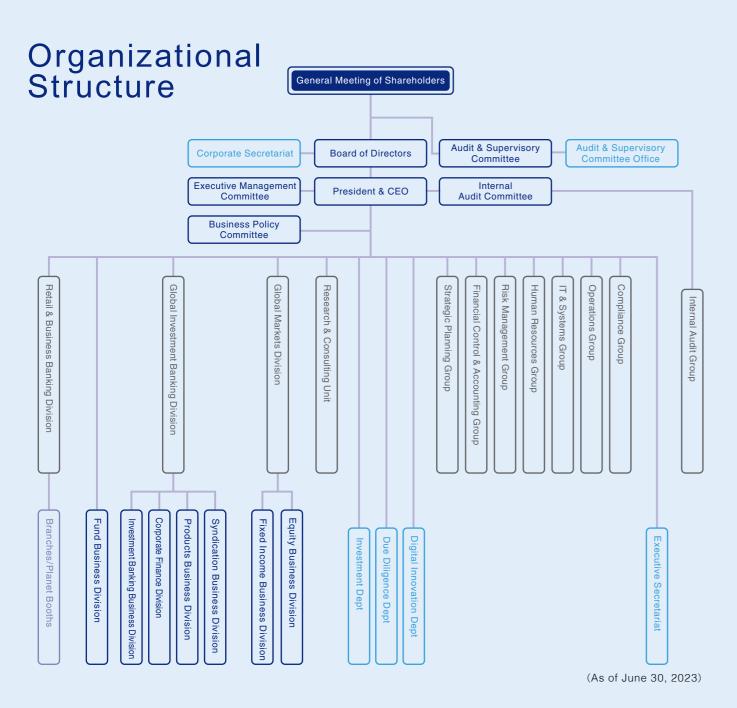
\*3 A wholly-owned subsidiary of Mizuho Securities USA LLC.

### Asia

- Mizuho Securities Asia Limited
   Underwriting, securities trading, investment advisory services, etc.
   Head office: Hong Kong
- Mizuho Securities (Singapore) Pte. Ltd.
   Underwriting, sales and trading of marketable securities,
   M&A advisory, futures brokerage/clearing, and wealth management.
   Head office: Singapore
- Mizuho Securities India Private Limited Intermediary and introductory services relating to overseas financing, M&A advisory, etc.
   Head office: Mumbai
- Beijing Representative Office Information gathering, etc.
- Shanghai Representative Office Information gathering, etc.

(As of June 30, 2023)

# Europe Mizuho International plc Mizuho Securities Europe GmbH Mizuho Securities Canada Inc Mizuho Securities Canada Inc Asia Mizuho Securities Asia Limited Mizuho Securities (Singapore) Pte. Ltd. Mizuho Securities India Private Limited Mizuho Securities India Private Limited



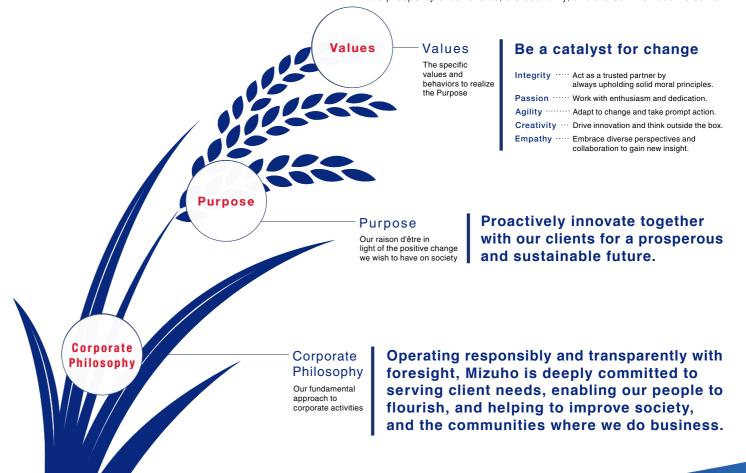
### Basic approach regarding corporate governance

To ensure effective governance across the entire financial group, each core Mizuho company (including Mizuho Securities) carries out a system of corporate governance designed to ensure accountability and self-discipline in management. Also, to upgrade audit and supervisory functions and accelerate the decision-making process, we have adopted the Audit and Supervisory Committee structure and have introduced an executive officer system to reinforce corporate governance (by separating supervisory functions from business execution functions) and to clarify authority and responsibilities. Our subsidiaries have adopted systems to ensure effective and appropriate governance in accordance with the size and obligations of each and have integrated their approaches closely with the group's administrative framework. Going forward, we will continue to strive for highly transparent, highly efficient corporate management and seek to promote business activities based on fairness and honesty in way that is compliant with laws and regulations and conforms to societal norms.



# Mizuho's Corporate Identity

The Mizuho Financial Group has established Mizuho's Corporate Identity, which consists of the basic Values, Purpose, and Corporate Philosophy which serve as the foundation of all activities carried out by Mizuho. This foundation enables the entire group to seamlessly work together as one united team to collectively promote business while contributing to the prosperity of our clients, the economy, and the communities we serve.



Mizuho traces its roots back to three of Japan's oldest banks, one of which was First National Bank of Japan. The earliest of its kind in Japan, 150 years have passed since First National Bank of Japan was founded in 1873.

With the qualitative changes in globalism, a rapid increase in ESG awareness, the social change that accompanies technological advancements, and the acceleration of Japan's declining birthrate and aging society, we find ourselves in increasingly uncertain times. There is no solution to be found in carrying on as we have in the past.

To pave the way to the future, Japan—together with the rest of the world—must rise to many challenges.

Going forward, we will need to consistently create innovative solutions at an unprecedented pace while working together with people from all kinds of professional backgrounds.

The foresight and integrity of many of Japan's early industrialists and entrepreneurs, such as Eiichi Shibusawa and Zenjiro Yasuda, have left their mark on Mizuho's DNA. We have a legacy of striving for socioeconomic development. Fast-forwarding to the present day, we have the drive to keep one step ahead of change and create new value.

It is in this context that we have defined Mizuho's corporate purpose: "Proactively innovate together with our clients for a prosperous and sustainable future."

This purpose means we align ourselves with each customer's efforts toward achieving their goals and aspirations, and when doing so we use our finance and consulting capabilities to contribute to making the world a better place. It means we work towards a sustainable future together with corporate clients that are pushing themselves to develop new technologies and businesses, through collaborations with other companies and through business and finance support. And it means that we connect all our people, and that each day we are innovating and improving through new perspectives and contributing to a brighter future.

We will challenge ourselves, while supporting the endeavors of our clients, to co-create a prosperous future.

With renewed determination, we have put this purpose into words.

Proactively innovate together with our clients for a prosperous and sustainable future.

# Senior Executives

### **Board of Directors**



Managing Executive Officer



Deputy President\*1
(Representative Director)
Atsushi
Takahashi



Chief Compliance Officer (CCO) / In Charge of Due Diligence Department / Head of Global Compliance / Internal Administration Supervisor

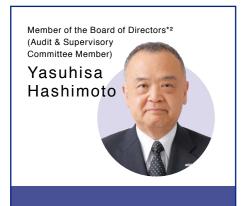


President & Group CEO
(Representative Executive Officer) of MHFG





Senior Executive Officer of MHFG







\*1 Concurrently serves as Executive Officer.
\*2 Messrs. Yasuhisa Hashimoto, Hiroyuki Suzuki, and Seiji Koga are "outside directors" as prescribed in Article 2, Item 15 of the Companies Act.

(As of July 1, 2023)

# **Deputy President & Executive Officer**



Head of Business Promotion



Managing

Head of Global Investment Banking Division, Head of Investment Banking Business Division, Head of Global Investment Banking, Co-Head of ICT & Retail Industry Group, Head of Global Sector Coverage



Head of Social Infrastructure Industry Group



Head of Sogo Shosha, Realty & Financial Sponsor Industry Group



In Charge of Global Investment Banking



In Charge of Global Investment Banking



Head of Global Markets Division, Head of Global Markets, Senior Executive Officer of MHFG



Head of Retail & Business Banking Division, Head of Fund Business Division



In Charge of Retail & Business Banking



(In charge of Strategic Planning for the Americas)
President & CEO of Mizuho Securities USA LLC



Attached to Strategic Planning Group (In charge of Strategic Planning for EMEA), President & CEO of Mizuho International plc



CFO, CHRO, Deputy CPO, Head of Global Finance, Head of Global Human Resources



CPO, Senior Executive Officer of MHFG

(As of July 1, 2023)



# Official sponsor of Tokyo Disneyland®

Mizuho Securities has endorsed Tokyo Disneyland's concept of a "Kingdom of Dreams and Magic" and currently sponsors The Enchanted Tiki Room: Stitch Presents "Aloha E Komo Mai!" show. We will continue to support everyone's dreams by providing services clients can always rely on and by contributing to community development.



Tokyo Disneyland



Disney