

# E\*TRADE Securities Co., Ltd.

# **Financial Review**

First Quarter Fiscal Year 2006

July 26, 2006

E\*TRADE Securities Co., Ltd.

Stock code: 8701

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# 1. Performance Overview



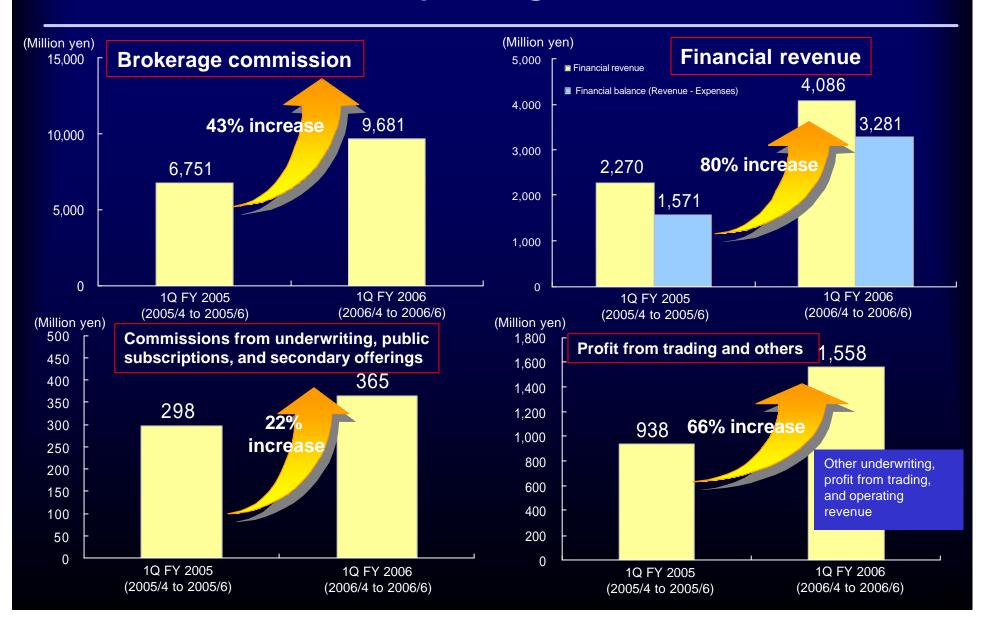
# **Consolidated Performance, 1Q FY 2006**

(Unit: Million yen, %)

	1Q FY 2005 (2005/4 to 2005/6)	1Q FY 2006 (2006/4 to 2006/6)	Compared to same period in previous year
Operating revenue	10,257	15,691	+53.0
Net operating revenue	9,558	14,886	+55.7
Operating profit	4,229	7,168	+69.5
Ordinary profit	4,381	7,391	+68.7
Quarterly net profit	2,407	4,182	+73.7



## **Consolidated Operating Revenue Details**





# Performance of E\*TRADE Korea Co., Ltd., 1Q FY 2006

(Unit: Million yen, %)

	1Q FY 2005 (2005/4 to 2005/6)	1Q FY 2006 (2006/4 to 2006/6)	Compared to same period in previous year
Operating revenue	840	1,502	+78.7
Net operating revenue	821	1,413	+72.2
Operating profit	28	411	+1,332.2
Ordinary profit	33	417	+1,134.0
Quarterly net profit	33	316	+833.6



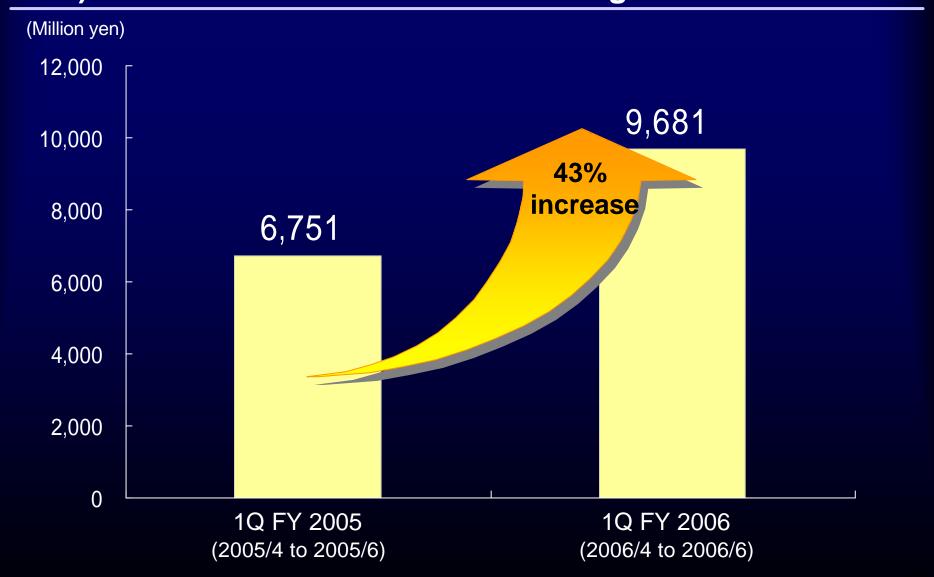
## **Consolidated Performance Highlights, 1Q FY 2006**

- (1) Commission earnings: Up 43% compared to the same period in the previous year, expanding to 9.681 billion yen.
  - Combined accounts: 1,259,163 (as of June 30, 2006) In 3 months, the number of accounts grew by 91,385 (30,461 accounts per month).
  - In June 2006, the individual stock brokerage turnover share was 33.5%. This share continues to expand.
- (2) Commission earnings: Up 80% compared to the same period in the previous, expanding to 4.086 billion yen.
  - Margin trading accounts: 127,485 (as of June 30, 2006) In 3 months, the number of accounts grew by 11,874 (3,958 accounts per month).
  - Margin open interest: 519.033 billion yen (as of June 30, 2006), which is 1.6 times larger than the same period in the previous year.
- (3) Commissions from underwriting, public subscriptions, and secondary offerings: Up 22% compared to the same period in the previous year, expanding to 365 million yen.
  - E\*TRADE has the top IPO underwriting participation rate among securities companies.
- (4) Profit from trading and other earnings: Up 66% compared to the same period in the previous year, expanding to 1.558 billion yen.
  - Bond sales are increasing steadily. The sale of government bonds for individuals recorded the best performance ever.
  - Earnings from foreign exchange guarantee deposit trading grew steadily.
- (5) Sales and management expenses
  - An increasing number of accounts and transactions contributed to a big reduction in the variable cost per contract.
- (6) E\*TRADE Korea Outlook
  - E\*Trade Korea greatly expanded its market share in private and online markets.



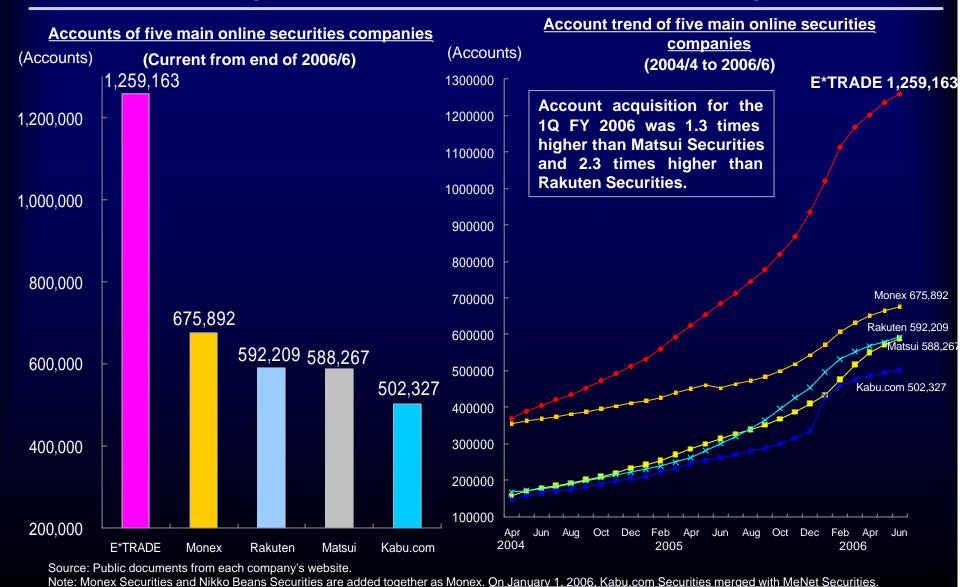
#### **Performance Highlights**

## 1) Consolidated Commission Earnings



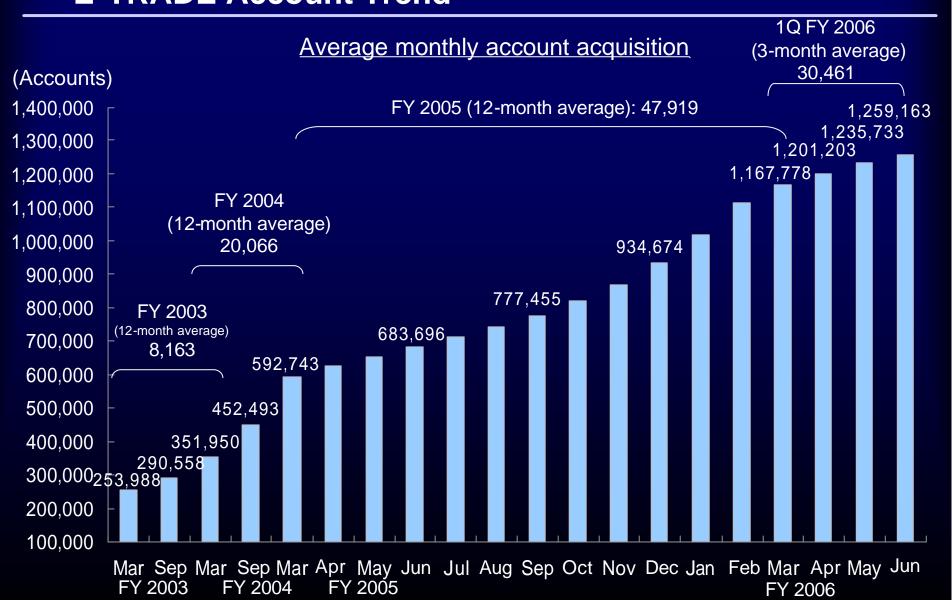


#### **Account Comparison for Main Online Securities Companies**



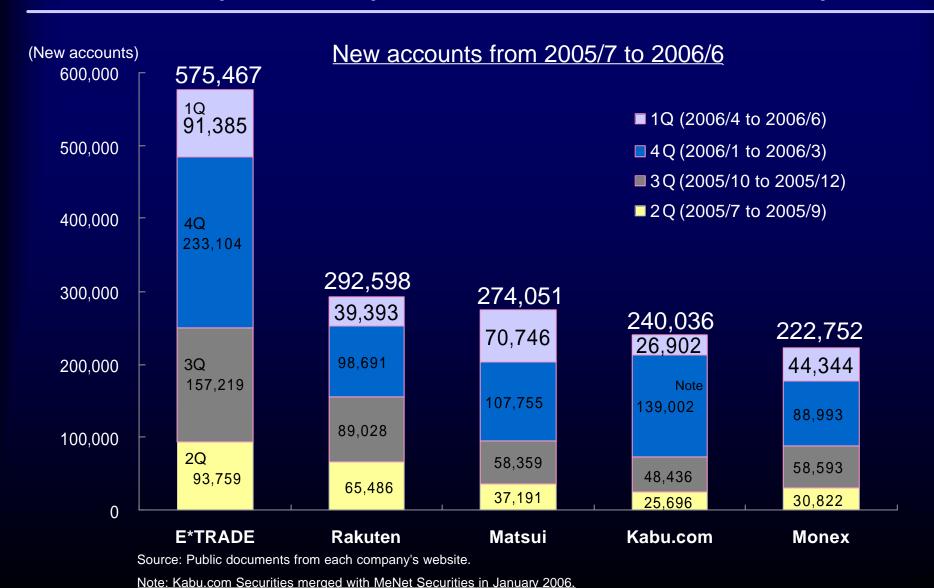


#### **E\*TRADE Account Trend**



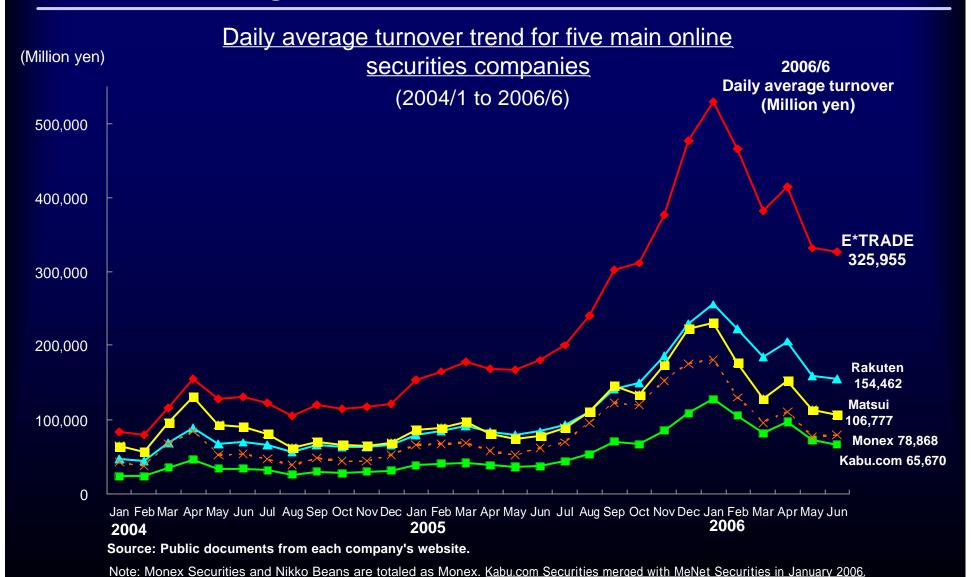


#### **Account Acquisition Comparison for Main Online Securities Companies**





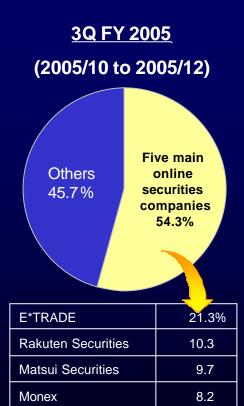
## Stock Brokerage Turnover Trend





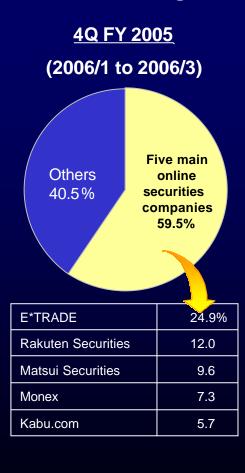
#### Individual Stock Brokerage Turnover Share of Main Online Securities Companies

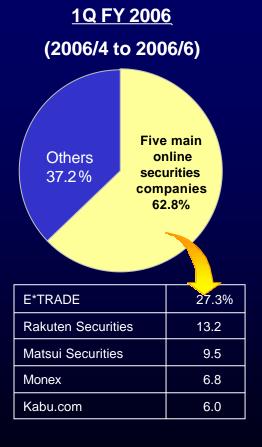
#### Individual stock brokerage turnover share



4.8

Kabu.com



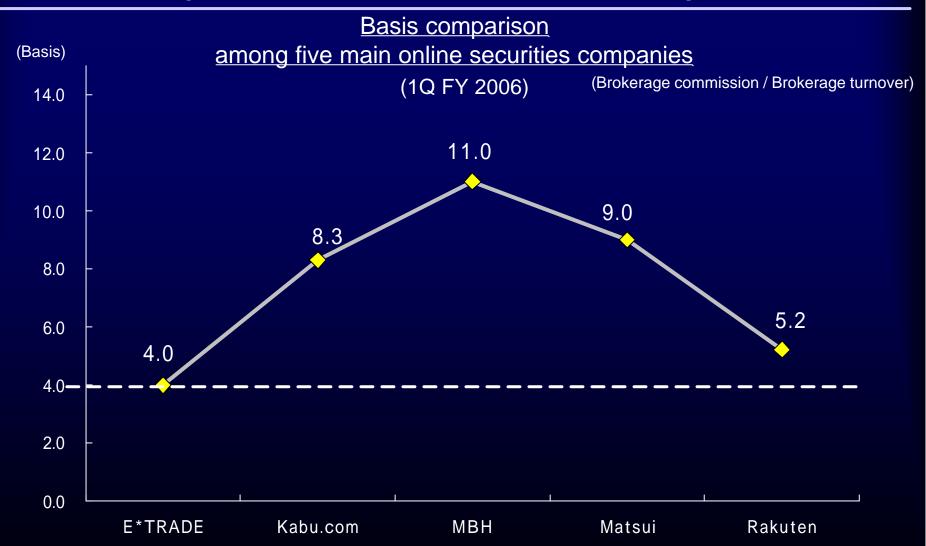


Source: Tokyo Stock Exchange statistical data, JASDAQ statistical data, and public documents from each company's website.

Note: Individual brokerage turnover is totaled from three exchanges (sections one and two) and JASDAQ. Monex Securities and Nikko Beans are totaled as Monex. <u>Kabu.com Securities merged with MeNet Securities in January 2006.</u>



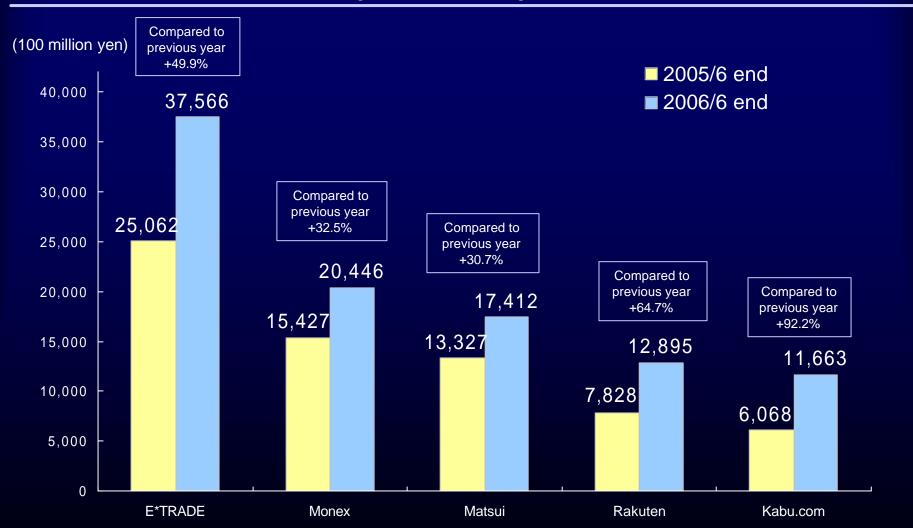
#### **Basis Comparison for Main Online Securities Companies**



Source: Prepared by E\*TRADE using settlement of account documents from each company.



## **Client Asset Trend (Reference)**



Source: Public documents from each company's website.

Note: Monex Securities and Nikko Beans are totaled as Monex. Kabu.com Securities merged with MeNet Securities in January 2006.



## **Futures Trading Expansion**

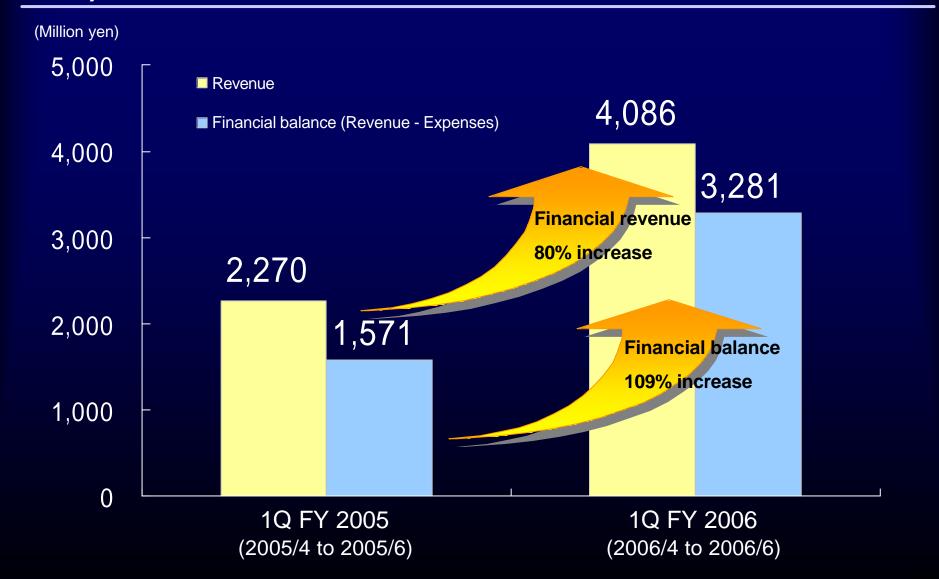






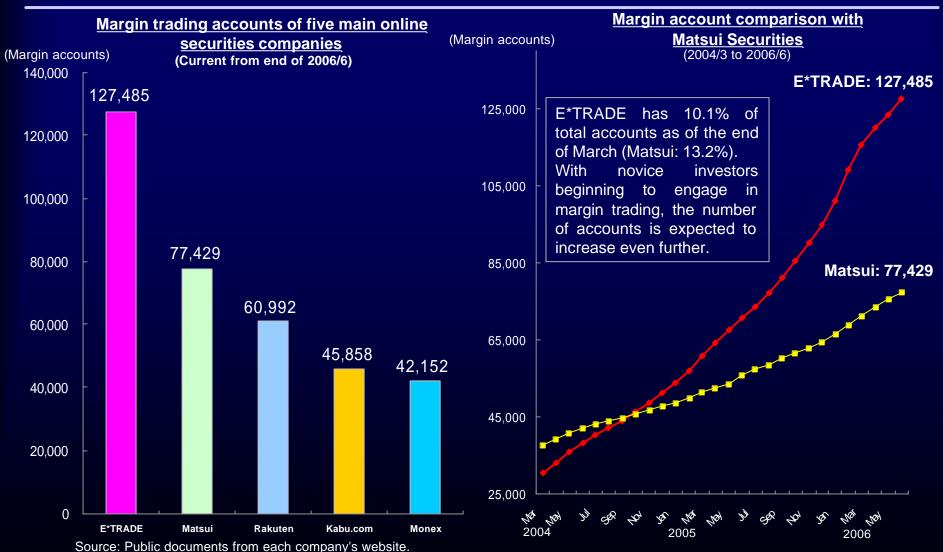
#### **Performance Highlights**

## 2) Consolidated Financial Revenue





#### Margin Trading Account Comparison for Main Online Securities Companies



Note: Monex Securities and Nikko Beans Securities are added together as Monex. On January 1, 2006, Kabu.com Securities merged with MeNet Securities



# Margin Open Interest Trend



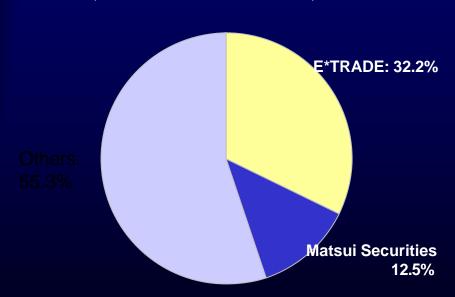


## **Margin Trading Comparison with Matsui Securities**

E\*TRADE's turnover share in margin trading is increasing further. On a contract day base, E\*TRADE outstripped Matsui in the number of outstanding margin open interest contracts at the end of June 2006.

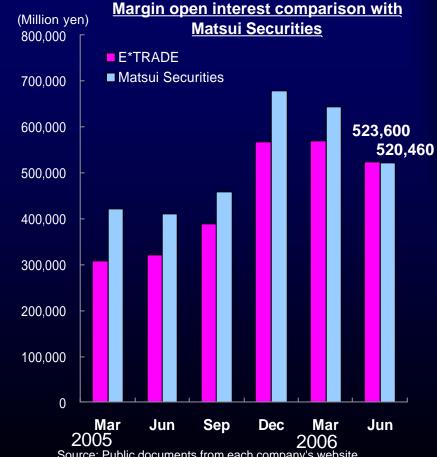
# Brokerage turnover share in individual margin trading

(Three months from 2006/4 to 2006/6)



Source: Tokyo Stock Exchange statistical data, JASDAQ statistical data, and public documents from each company's website. Note: Brokerage turnover in individual margin trading is totaled from

three exchanges (sections one and two) and JASDAQ.



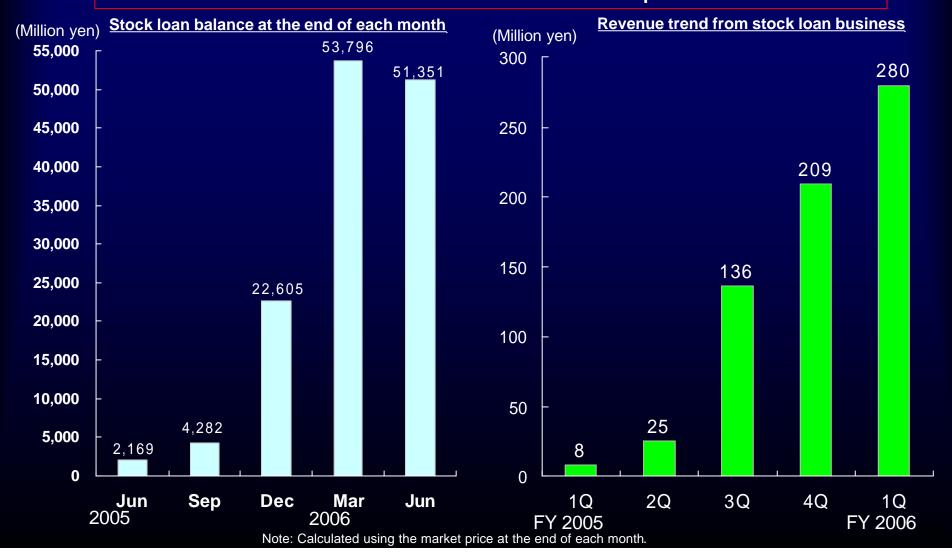
Source: Public documents from each company's website.

Note: Figures for Matsui Securities and E\*TRADE are recorded from a June period contract base.



## **Expanding Revenues from Stock Loan Business**

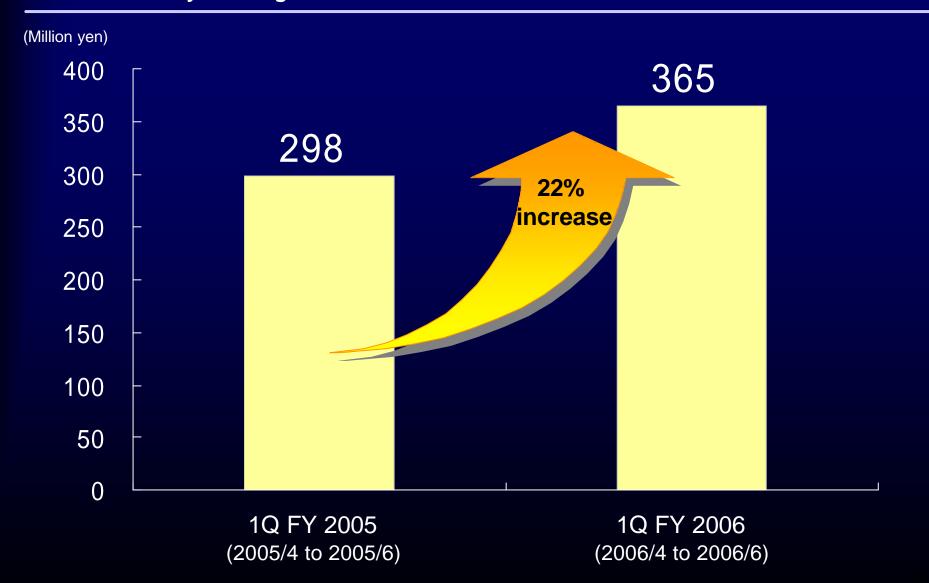
The stock loan business is a new revenue source that will expand further in the future.





#### **Performance Highlights**

3) Consolidated Commissions from Underwriting, Public Subscriptions, and Secondary Offerings

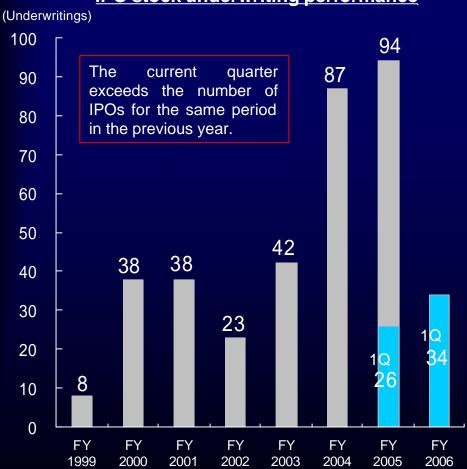




#### 3) Underwriting and Other Commissions

## **IPO Underwriting Performance**

# E\*TRADE SECURITIES IPO stock underwriting performance



Note: Figures do not include listing date base, agency transactions, and real estate investment trusts.

# IPO underwriting ranking (2006/4 to 2006/6)

#### Top among all securities firms

Rank	Name	(Underwritings)	Participation ratio (%)
1	E*TRADE SECURITIES	34 companies	69.4%
2	Mitsubishi UFJ Securities	32 companies	65.3%
3	Shinko Securities	26 companies	53.1%
4	Monex Securities	25 companies	51.0%
5	Daiwa Shoken SMBC	23 companies	46.9%
6	Nomura Securities	22 companies	44.9%
7	Nikko City Group	21 companies	42.9%

Note: The data was collected as much as possible from public documents by E\*TRADE. Data was collected from 2006/4 until 2006/6 for domestic underwriting of 49 companies (listing date base) undergoing an IPO, not including secondary offerings.



Note: The data is from the first day of online trading for each company

to June 30, 2007 (Listing date base). Figures do not include agency

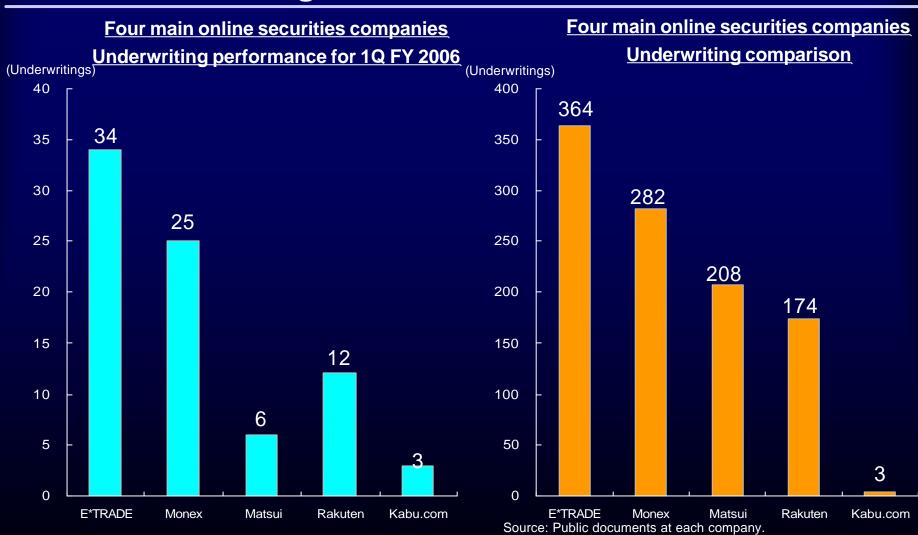
transactions and real estate investment trusts.

#### 3) Underwriting and Other Commissions

Note: Figure includes over allotment. Listing date base. Dealer agency not

included

## **IPO Underwriting Performance**





#### 3) Underwriting and Other Commissions

## **Off-Floor Distribution Performance (Reference)**

#### Performance on TSE, OSE, and JASDAQ

1Q FY 2006 (2006/4 to 2006/6)

**Companies handled: 22 (1Q FY 2005: 40)** 

Distribution total: 8.3 billion yen (1Q FY 2005: 25.2 billion yen)

E\*TRADE application total: 8.9 billion yen (1Q FY 2005: 42.4 billion yen)

Handling total: 2 billion yen (1Q FY 2005: 4 billion yen)

E\*TRADE handling share: **24.9%** (1Q FY 2005: 15.9%)

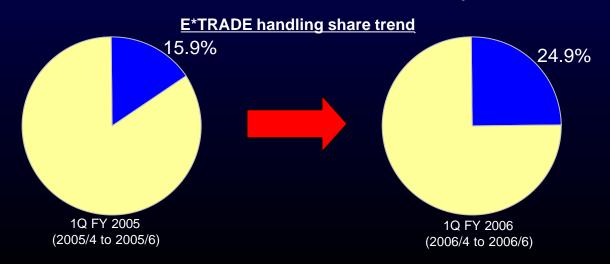
Note: Earnings from off-floor distributions include commissions.

# Companies with off-floor distributions handled by E\*TRADE

(1Q FY 2006)

Date implemented	Company name	Stock exchange
2005/5/12	GAGA Communications	нс
2005/6/29	GEO	Tokyo Section 1

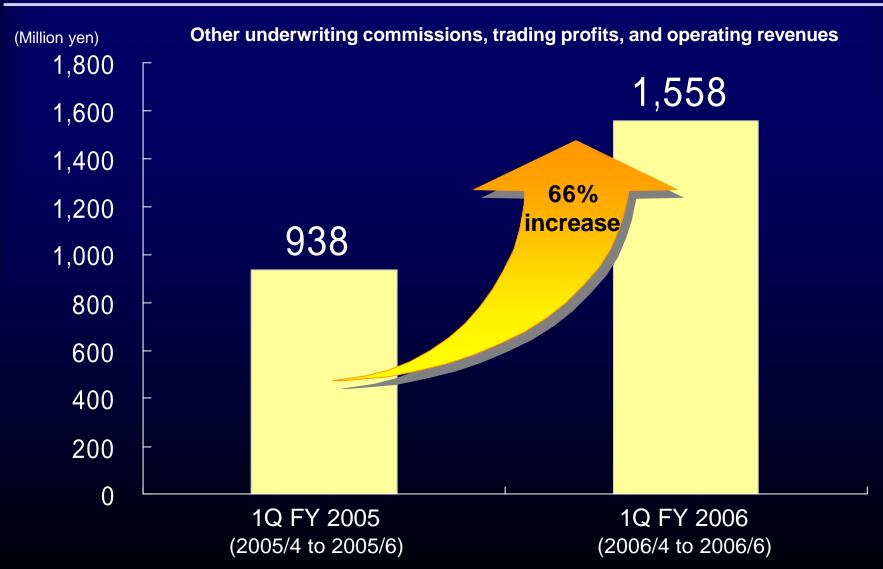
Due to market conditions, the number of companies with off-floor distributions decreased. However, E\*TRADE's handling share steadily increased.





#### **Performance Highlights**

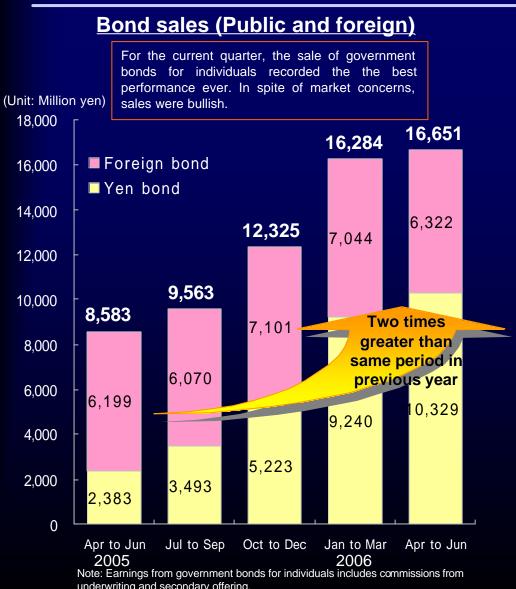
# 4) Consolidated Trading Profits and Other Earnings





#### 4) Trading Profits and Other Earnings

#### **Bond and Other Product Performance**



Support long-term asset formation of individual investors.

Expand no-load fund

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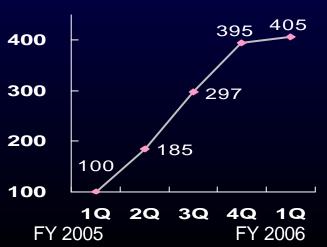


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In June 2006, E\*TRADE added 23 commission free investment trusts, which is the highest level in the industry.

Private investment trust balance of E\*TRADE SECURITIES

(1Q FY 2006 is taken as a base index of 100)





4) Consolidated Trading Profits and Other Earnings

#### **Expansion of Foreign Exchange Guarantee Deposit Trading**

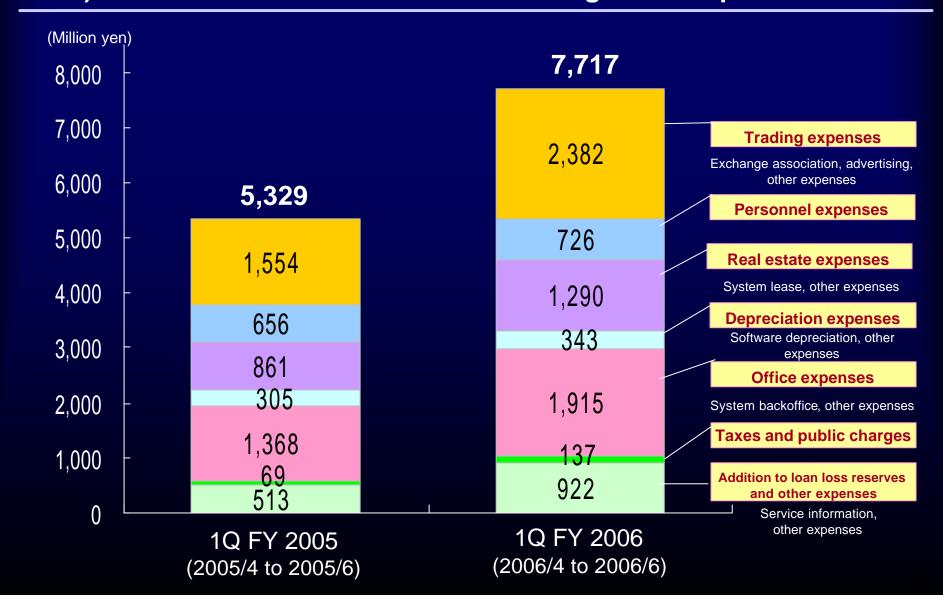
Growing as a pillar of earning power, we expect it to expand further in the future.





#### **Performance Highlights**

#### 5) Consolidated Sales and General Management Expenses

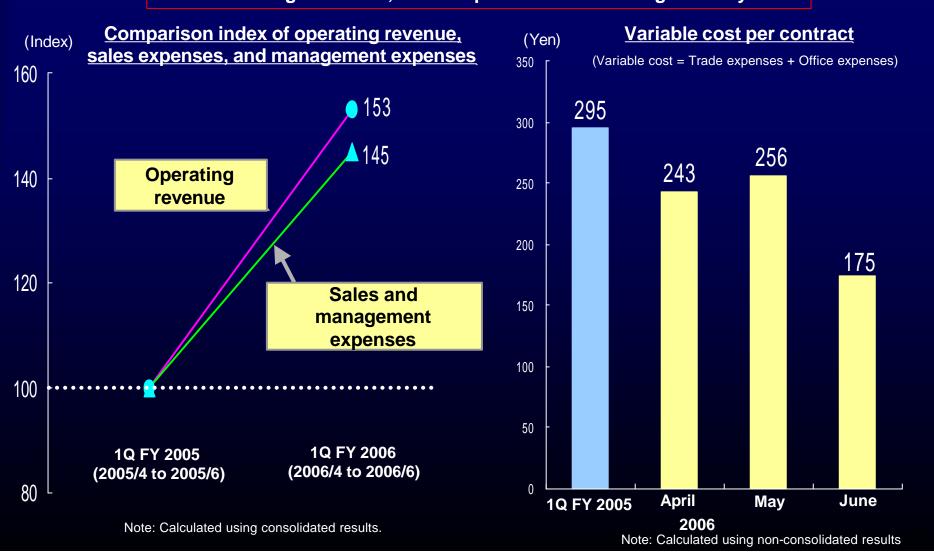




#### 5) Sales and General Management Expenses

Operating Revenue, Contracts, Sales Expenses, and General Management Expenses

As trading increases, the cost per trade declines significantly.





#### 6) E\*TRADE Korea

#### E\*TRADE Korea Outlook



The relative importance of the online stock market and individual stock traders declined in the first quarter of FY 2006. Regardless of this trend, E\*TRADE Korea's market share increased.

#### Outlook (Current from end of 2006/6)

Stock capitalization: 56 billion Korean won

**Investment ratio: 87%** 

**Accounts: 102,325** 

Brokerage turnover: 12.4948 trillion won

(1Q FY 2006)

#### **Main trading products**

- Stocks
- Application for publicly offered stocks
- Futures
- Options
- Stock warrants
- Japanese stock trading
- Investment trusts
- Securities-secured loan

#### **Main strengths**

- The lowest online commission rate in Korea (Stock: 0.024%)
- Online investment consulting (video, audio, chat)
- There is good potential to acquire new accounts through greater cooperation with banks and portal services.





(Including tax)

#### 2. Lower Stock Commission Rates

#### **Maintain the Lowest Commission Rates in the Industry**

From June 1, 2006, the Active Plan sets a price range of zero yen.

The commission campaign from June is striving to assure an overwhelming market share.

#### **Spot trading**

#### **Standard Plan**

Commission is charged on the price of each contract order.

#### **Active Plan**

Regardless of the number of trades during one day, the commission rate is fixed based on the amount of a daily total contract price.

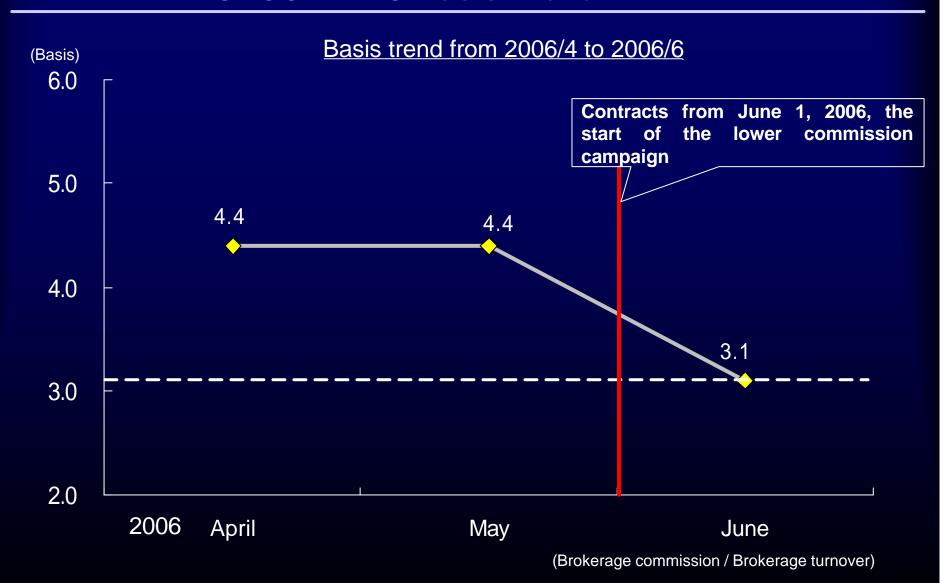
(Including tax)		
One contract price	Regular commission	Campaign commission
to 200,000 yen	472	100 yen
to 50,000 yen	472 yen	400 yen
to 100,000 yen	840 yen	750 yen
to 150,000 yen	1,050 yen	900 yen
to 30 million yen	Commission price over 1.5 million yen	1,400 yen
Over 30 million yen	1,575 yen	1,575 yen

		(moraumy tax)	
Total amount of daily contract price	Regular commission	Campaign commission	
to 100,000 yen	0 yen	0 yen	
to 200,000 yen	215 yon	200 yen	
to 300,000 yen	315 yen	315 yen	
to 50,000 yen	525 yen	450 yen	
to 100,000 yen	945 yen	800 yen	
to 3 million yen	2,100 yen	;420 yen	
	+2,100 yen for each additional 3 million yen	for each additional 1 million yen	

Note: 6.8% of investors selected the Active Plan as of the end of June 2006.

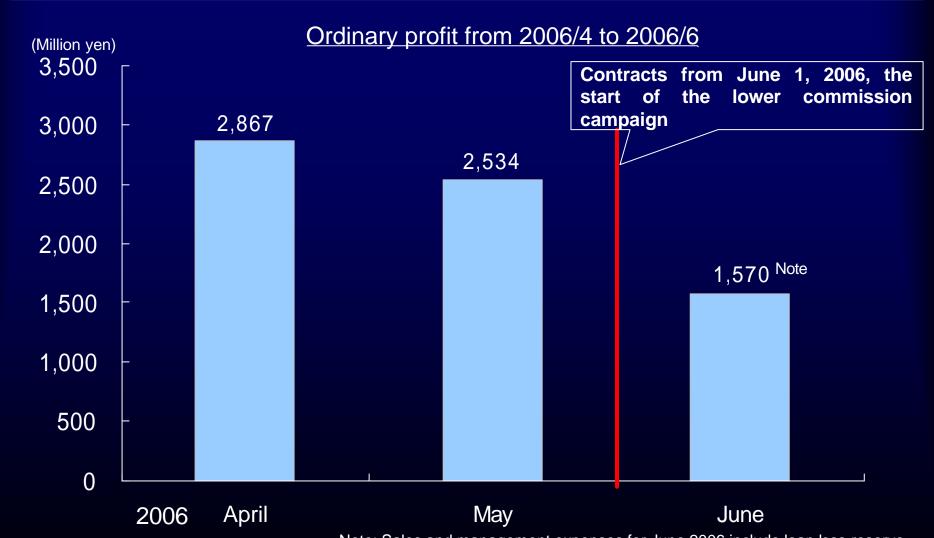


## E\*TRADE SECURITIES Basis Trend





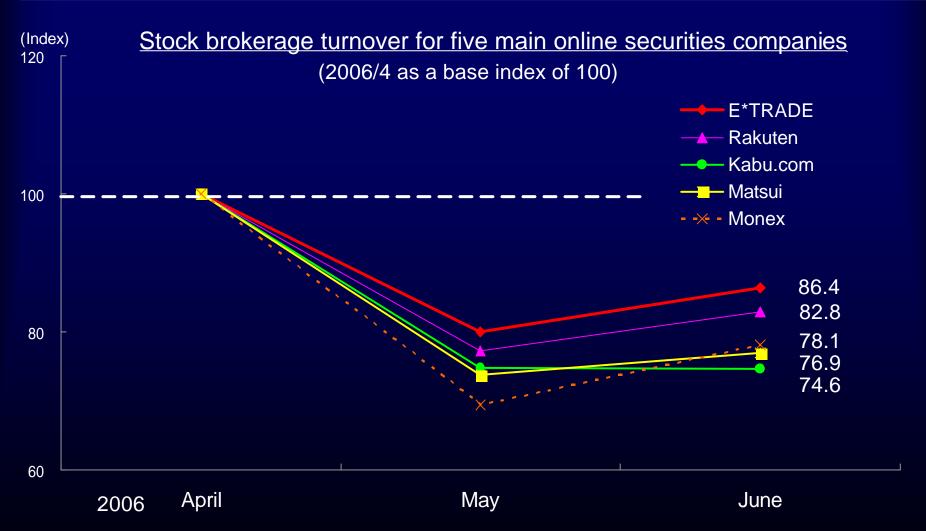
#### **E\*TRADE SECURITIES Ordinary Profit Trend (Non-Consolidated)**



Note: Sales and management expenses for June 2006 include loan loss reserve of 171 million yen and donation to SBI Children's Hope Foundation of 161 million yen.



# **Stock Brokerage Turnover Trend**



Source: Public documents from each company's website.

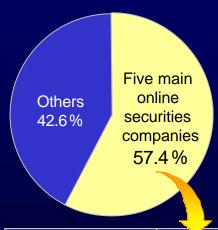


#### Individual Stock Brokerage Turnover Share of Main Online Securities Companies

#### Individual stock brokerage turnover share

#### Full term FY 2005

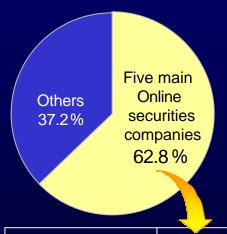
(One year from 2005/4 to 2006/3)



E*TRADE	23.1 %
Rakuten Securities	11.1
Matsui Securities	10.0
Monex	8.0
Kabu.com	5.2

#### 1Q FY 2006

(Three months from 2006/4 to 2006/6)



E*TRADE	27.3%
Rakuten Securities	13.2
Matsui Securities	9.5
Monex	6.8
Kabu.com	6.0

<u> 20</u>	006/6	
One	month	1)



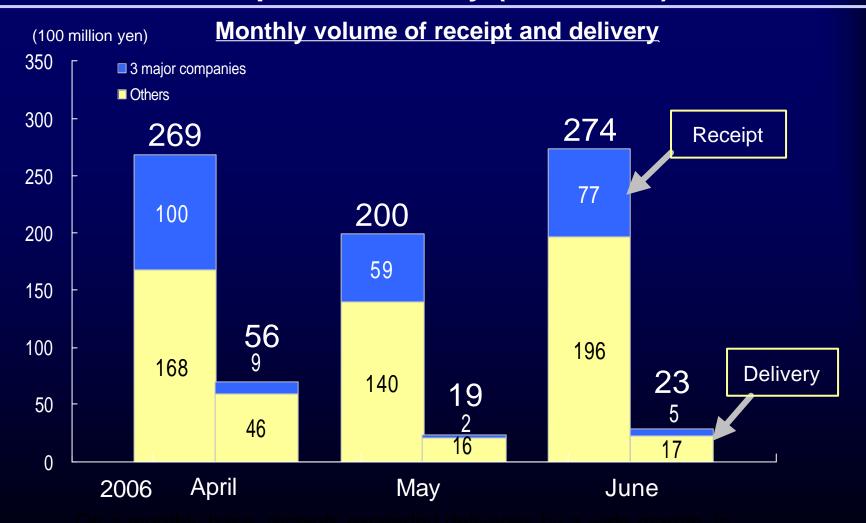
E*TRADE	33.5%
Rakuten Securities	15.9
Matsui Securities	11.0
Monex	8.1
Kabu.com	6.7

Source: Tokyo Stock Exchange statistical data, JASDAQ statistical data, and public documents from each company's website.

Note: Individual brokerage turnover is totaled from three exchanges (sections one and two) and JASDAQ. Kabu.com Securities merged with MeNet Securities in January 2006.



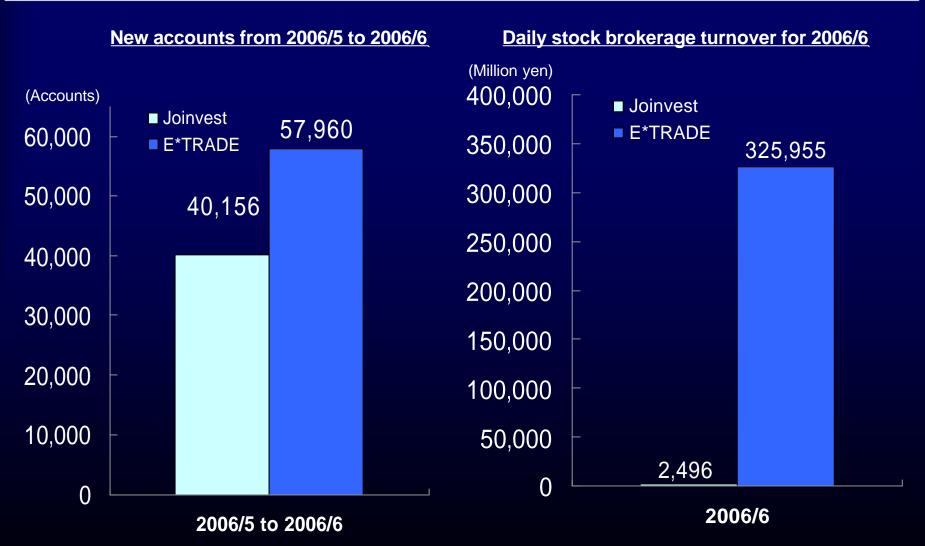
# **Securities Receipt and Delivery (Reference)**



Note: Calculated using the current value on the receipt/delivery day.



### **New Accounts and Receipt/Delivery Comparison with Joinvest Securities**

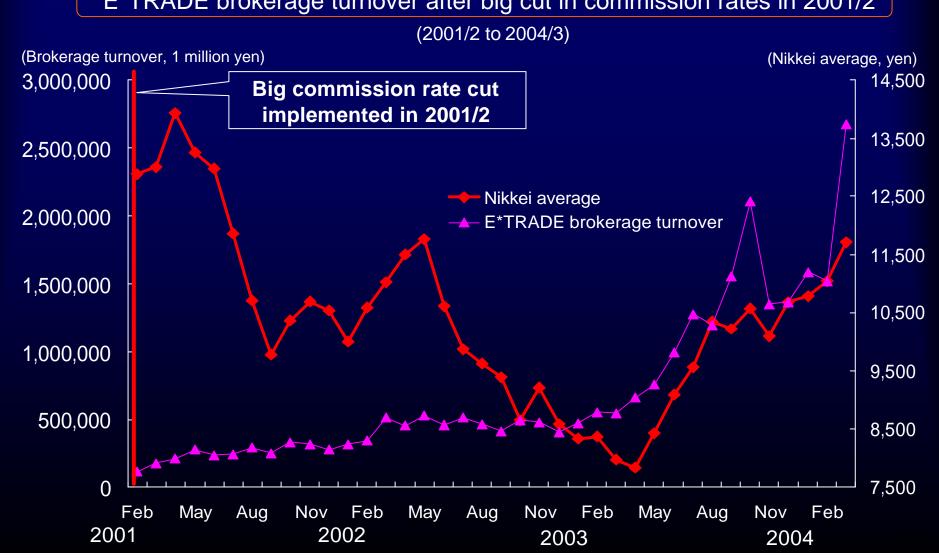


Source: Public documents from each company's website. Note: Joinvest Securities started accepting new accounts on May 14. Source: Public documents from each company's website.



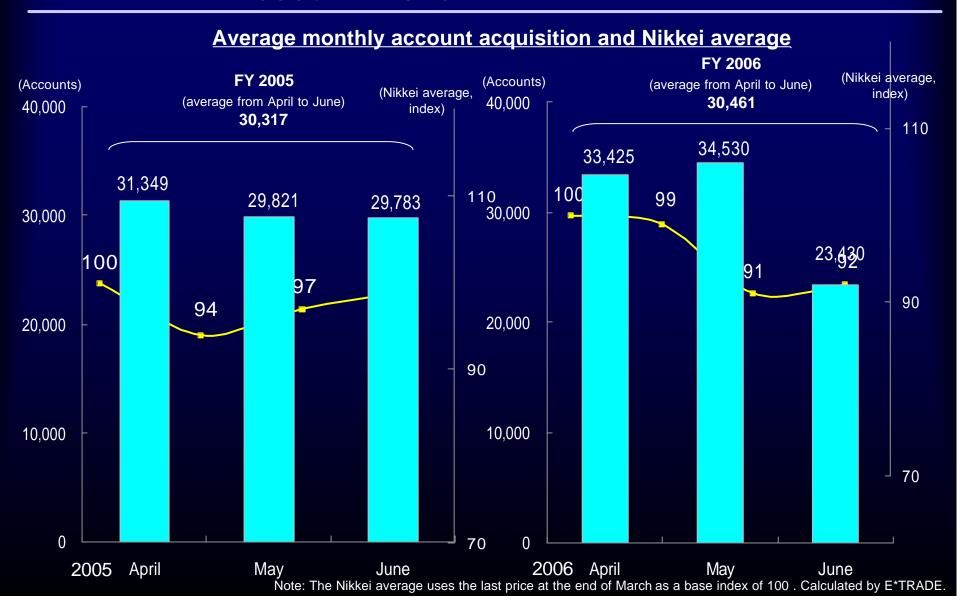
# Big cut in commission rates in 2001/2

E\*TRADE brokerage turnover after big cut in commission rates in 2001/2





### **E\*TRADE Account Trend**



3. E\*TRADE SECURITIES Business Model



#### E\*TRADE SECURITIES Business Model

## **Management Philosophy and Basic Policy**

Management Philosophy

**Total "customer-centric" approach** 

Offer the lowest commission rate system in the industry and the highest quality service.



Significantly reduce

the cost of investment.

Provide abundant high-quality investment

information.



Offer attractive investment products.



Provide a safe and stable trading environment.

Capture the largest market share in the industry.

**Customer accounts** 

Stock brokerage turnover

**Client Assets** 

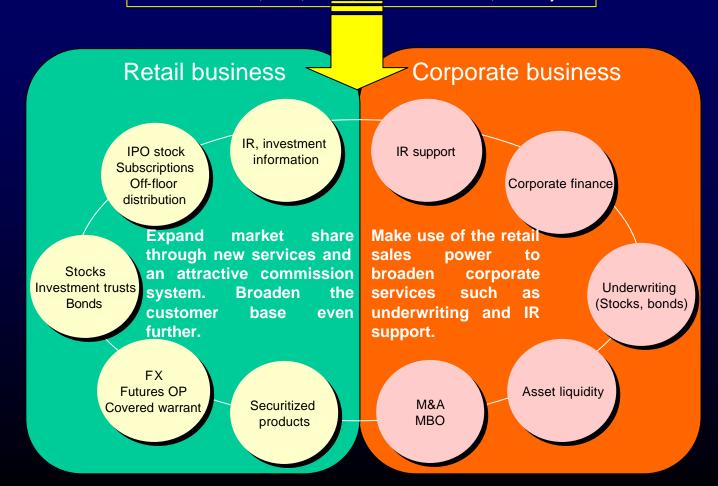


#### 3. E\*TRADE SECURITIES Business Model

# **E\*TRADE Management Policy**

E\*TRADE has a customer base that boasts an overwhelming market share.

Accounts: 1,259,163 (as of June 30, 2006)

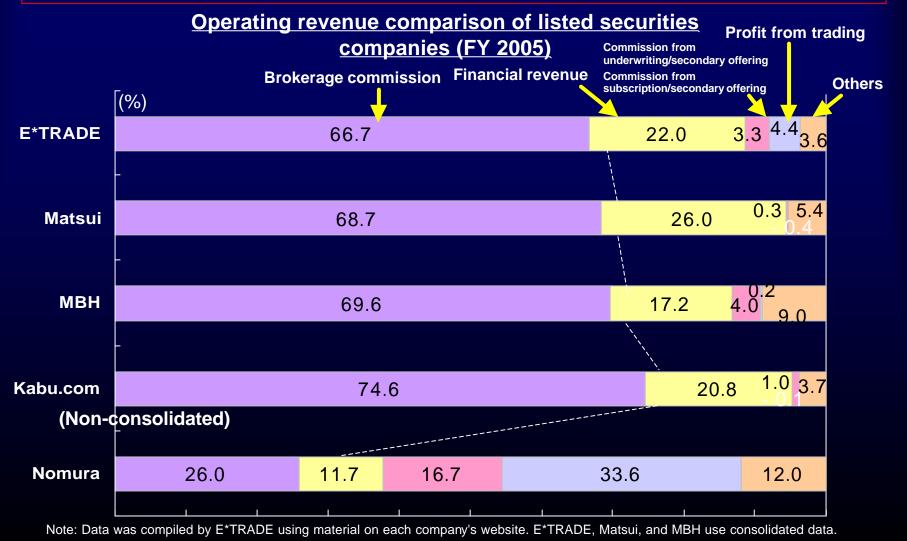




#### 3. E\*TRADE SECURITIES Business Model

# **Establish Stable Earnings Structure**

E\*TRADE is building an earnings structure not influenced by market conditions.





# **Main Tasks for 1Q FY 2006**

A bullet mark ("•") indicates a service release and an yellow asterisk ("\*") indicates a business decision/alliance.

Month	Task content	Indicator trend
April	* Cooperated with Sumitomo Trust Bank in the market promotion business.	Total securities accounts top 1.2 million
May	<ul> <li>The system is enhanced to handle 1.75 million accounts.</li> <li>Bond lottery and gift certificate service (Informal name: Happy Choice) was launched.</li> <li>* Cooperate with Kanto Tsukuba Bank in the market promotion business.</li> </ul>	
June	<ul> <li>Lower the commission rate on stocks traded over the Internet. (Active Plan lowest commission rate: 0 yen)</li> <li>The lower stock commission rate campaign was launched (until August 31). When starting a margin trading account, the open interest limit was raised (from 50 to 100 million yen).</li> <li>Cover all market making issues.</li> <li>* Cooperated with Chuo Mitsui Trust Bank in the market promotion business.</li> </ul>	Individual stock brokerage turnover share exceeded 30% on a monthly basis.
July	<ul> <li>The system is enhanced to handle 2 million accounts.</li> <li>The i-appli trading tool "HYPER MOBILE Lite" is launched. It is compatible with FOMA 700i series and newer models.</li> <li>* Underwrote the allocation of shares to a third party for United World Securities.</li> <li>* Agreed with Rakuten Securities and SBI Securities to jointly prepare for the launch of evening trading.</li> </ul>	

Source: Compiled by E\*TRADE from public documents such as statistical data of Tokyo Stock Exchange and JASDAQ. Note: Individual brokerage turnover is totaled from three exchanges (sections one and two) and JASDAQ.



# **Open Interest Limit Raised When Starting Margin Trading**

To protect investors until now, a limit has been set on open interest.

Until now up to 50 million yen

100 million yen

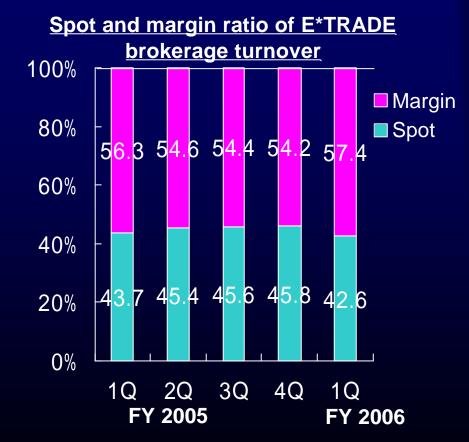
As margin trading increases,

E\*TRADE is working to

enhance customer

convenience.

Implemented from 2006/6/1



To raise the open interest limit to above 100 million yen, the same rigorous inspection is implemented.



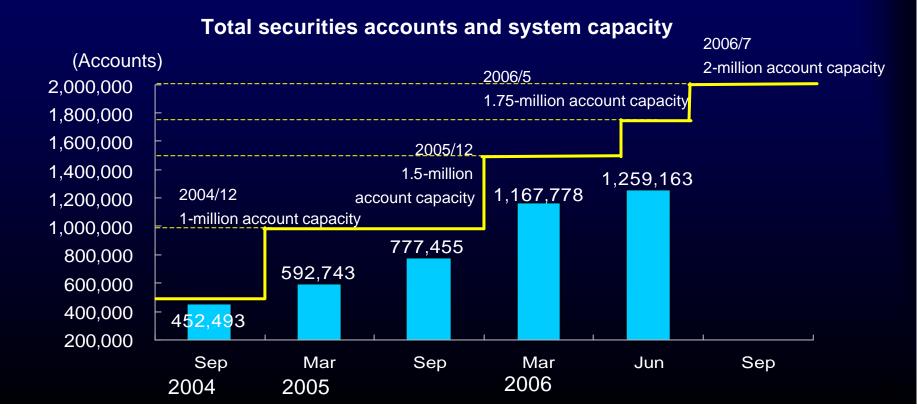
## Reinforce Online Securities Trading System

As trading volume expands sharply, strengthen the system even further.

From 2005/12, the system was strengthen to handle 1.5 million accounts.

From 2006/5 the system was strengthen to handle 1.75 million accounts.

From 2006/7 the system was further strengthened to handle 2 million accounts.



4. Future Business Development



# 5. Future Business Development

- 1) Corporate Business Promotion
  - Strengthen investment banking operations.
- 2) Other Future Developments
  - Maintain the lowest commission rates in the industry.
  - Launch E\*TRADE Elementary.
  - Start preparations for the launch of the evening trading market.
  - Enhance the HYPER E\*TRADE service.

1) Corporate Business Promotion



1) Promote Corporate Business

## **Strengthen Investment Banking Operations**

Strengthen earnings power by making the best use of the E\*TRADE base

High IPO underwriting participation rate -> 1Q FY 2006: 69.4%

Integrate underwriting operations with SBI Securities

-> Blend Internet and brick & mortar sales power

SBI Group synergies

-> Change the trade name to SBI E\*TRADE SECURITIES

Secondary finance

Capture off-floor distribution (main mediation plan)

M&A

Build a system that responds to diverse customer needs.



## **Maintain the Lowest Commission Rates in the Industry**

Continue to pursue low commission rates, which are already the lowest in the industry.

#### E\*TRADE SECURITIES commission strategy

Provide a commission system with the lowest rates in the industry.



Reduce the trading cost for individual investors.



Maintain an overwhelming market share in the online securities industry.

#### Contracts from June 1, 2006

The Active Plan implemented big reductions and E\*TRADE set a zero yen price range for the first time.

Contracts from 2006/6/1 to 2006/8/31

The stock commission reduction campaign helps E\*TRADE maintain the lowest commission rate system in the industry.

In the future, while looking at the actions of other securities companies, E\*TRADE will either continue the campaign or review the regular commission system.



# **Launch E\*TRADE Elementary**

SBI is researching whether to launch a special website for beginner stock investors that will cover everything from stock information to trading.

Current main website



Beginner website

"E\*TRADE Elementary" website

Develop services based on investment experience of individual investors on separate websites.

#### **Enhancement examples**

- Simple screen transitions
- Easy-to-navigate website
- Expand content for novices
- Create content with high entertainment value
- Use the main website as a backup site

Investment experience of customers who open an account with E\*TRADE

(2006/4 to 2006/6)

Have experience 36.6%

Have no

experience 63.4%

Additional support to help individual investors participate in their preferred securities market



# Prepare to Launch an Evening Trading Market

E\*TRADE made a joint preparation agreement with Rakuten Securities and SBI Securities.

Provide individual investors with an attractive investment environment opportunity.



The launch of evening trading by the three companies will create a new active trading environment.

**Evening trading market scenario** 







Evening Trading Market

System management
company

(Established jointly by three companies)





A joint preparation team has been set up to arrange the launch of evening trading.

While researching the market and services, the preparation team is taking account of various conditions.

The evening trading launch is based on the approval of the Financial Service Agency



### **Enhance HYPER E\*TRADE Service**

Provide a more convenient tool by enhancing the transaction and information windows.

With the end of the POWER E\*TRADE 2 service, broaden the scope of the HYPER tool so that diverse classes of individual investors can use it.





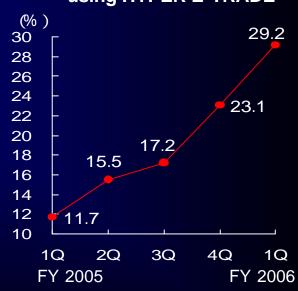
#### **Hyper E\*TRADE Ver. 2.0**



<u>features</u>

Note: Current HYPER E\*TRADE window

# Contracts implement using HYPER E\*TRADE



Planned for 2006/12

- HYPER E\*TRADE Version 2.0 release
- Lower the conditions for free use.

# 6. Changing the Trade Name



#### **6. Changing the Trade Name**

## The Purpose of Changing the Trade Name

2006/7/1

E\*TRADE is changing its trade name to <u>SBI E\*TRADE SECURITIES</u>



### The SBI Group

Continue to develop into an innovative and advanced financial group.

Towards becoming SBI E\*TRADE SECURITIES Co., Ltd.

- The purpose of the name change is to use brand value to enhance a sense of unity as a group.
- Pursue synergies among SBI Group companies and enhance enterprise value.
- Make the best use of SBI Group synergies to promote corporate businesses.

http://www.etrade.ne.jp