

Japan Credit Rating Agency, Ltd. (JCR) announces the following credit rating.

## **OKASAN SECURITIES GROUP INC. (security code: 8609)**

<Affirmation>

Long-term Issuer Rating: BBB+  
Outlook: Negative

## **OKASAN SECURITIES CO., LTD. (security code: -)**

<Affirmation>

Long-term Issuer Rating: BBB+  
Outlook: Negative

### *Rationale*

- (1) OKASAN SECURITIES GROUP INC. (the “Company”) is a holding company of a second-tier securities group, which has strength in retail operations centering on face-to-face consulting sales. It has under its umbrella wide-ranging subsidiaries including provincial securities firms, online securities firms, asset management and system companies, in addition to OKASAN SECURITIES CO., LTD. (“OKASAN SECURITIES”) as the core company. It is working on business expansion by, for instance, acquiring businesses from peer companies and enhancing alliance with partner securities firms, while maintaining independence in terms of management.
- (2) It has a certain level of operating bases measured by entrusted assets and number of accounts in retail operations. It also maintains a sufficient capital level against risk amount. While the ratings are supported by these factors, they are dragged down by the low earnings capacity partly owing to the heavy burden of fixed expenses. That said, the Company is making progress in its efforts to regain the earnings capacity, and the cost structure is improving with reductions in fixed expenses. There are signs that the profit level is recovering, which however still stays low. Based on the above, JCR affirmed the ratings on the Company and retained the Negative outlook. The Company plans to continue drastic cost-cutting efforts, and JCR will watch whether the cost structure will improve further. As regards the structurally subordinated nature inherent in a holding company, JCR judged it not necessary to reflect it as a notching for the Company in light of the Company’s unity with OKASAN SECURITIES, double leverage ratio, etc.
- (3) In the fiscal year ended March 2021, brokerage commissions climbed sharply thanks to a turnaround in market conditions as well as to increases in foreign-stock trading and subsidiaries’ earnings. Yet, consolidated net operating revenues grew only by 3% due to a drop in investment trust sales and foreign-bond trading. Consolidated operating revenues were 5.1 billion yen, which is low compared to the level before business went down. Still, the Company achieved revenue growth for two years in a row thanks also to ongoing cost-cutting efforts. Measures taken to regain the earnings capacity, including the expansion of the customer base, yielded certain results. While the number of accounts increased for Okasan Online Securities Co., Ltd., businesses acquired from other securities firms contributed to revenue growth, albeit by a small margin. Moreover, the Company is also enhancing the IFA business by making Securities Japan, Inc. a consolidated subsidiary. In terms of costs, fixed expenses, especially personnel expenses, continue falling, and the break-even point is lowering, though still at a high level. Going forward, the Company plans to drastically cut system expenses by developing a common system through the migration of the securities core system and management integration between OKASAN SECURITIES and Okasan Online Securities and also intends to engage in the allocation and optimization of human resources. JCR will keep an eye on whether the Company can restore the profit level by reducing fixed expenses, diversifying earnings sources and taking other measures.
- (4) As of March 31, 2021, consolidated shareholders’ equity came to 152.5 billion yen, and OKASAN SECURITIES’ capital adequacy ratio on an unconsolidated basis stood at 425.8%, both at decent levels. As trading, in principle, is based on customer flow, risk amount is small. As for financing, the Company raises required funds mainly through bank borrowings, call money and repos. It has

abundant liquid assets centering on JGBs and also secures sufficient credit lines including commitment line. Given these facts, there are little concerns about liquidity.

Kengo Sakaguchi, Tatsuya Shimizu

### Rating

Issuer: OKASAN SECURITIES GROUP INC.

<Affirmation>

Long-term Issuer Rating: BBB+      Outlook: Negative

Issuer: OKASAN SECURITIES CO., LTD.

<Affirmation>

Long-term Issuer Rating: BBB+      Outlook: Negative

Rating Assignment Date: July 6, 2021

The assumptions for the credit ratings and the definitions of the rating symbols are published as "Types of Credit Ratings and Definitions of Rating Symbols" (January 6, 2014) in Information about JCR Ratings on JCR's website (<https://www.jcr.co.jp/en/>).

Outline of the rating methodology is shown as "JCR's Rating Methodology" (November 7, 2014), "Securities" (May 8, 2014) and "Rating Methodology for Financial Groups' Holding Companies and Group Companies" (March 29, 2019) in Information about JCR Ratings on JCR's website (<https://www.jcr.co.jp/en/>).

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JCR publishes its press releases regarding the rating actions both in Japanese and in English on the same day. In case that it takes time to translate rating rationale, JCR may publicize the summary version, which will be replaced by the full translated version within three business days. (Regarding Structured Finance products, JCR only publicize the summary version in English.)

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## INFORMATION DISCLOSURE FORM

Japan Credit Rating Agency, Ltd.

### Disclosure Required by Paragraph (a)(1)(ii) of Rule 17g-7

Issuer:	OKASAN SECURITIES GROUP INC.
Issuer:	OKASAN SECURITIES CO.,LTD.
Rating Publication Date:	July 9, 2021

1

The Symbol, Number, or Score in the Rating Scale used to Denote Credit Rating Categories and Notches and, the Identity of the Obligor or the Identity and a Description of the Security or Money Market Instrument as Required by Paragraph (a)(1)(ii)(A) of Rule 17g-7

- Please see the news release. If the credit rating is a private rating, please see the report for private rating.

2

The version of the procedure or methodology used to determine the credit rating; as Required by Paragraph (a)(1)(ii)(B) of Rule 17g-7

- Please see the news release. If the credit rating is a private rating, please see the report for private rating.

3

The Main Assumptions and Principles used in Constructing the Procedures and Methodologies used to Determine the Credit Rating as Required by Paragraph (a)(1)(ii)(C) of Rule 17g-7

- The credit rating methodology assumes, in principle, to be applied to assess the likelihood of a given debt payment in light of its issuer's condition and business environment, etc. in the relevant future. There is certain limitation, however, in the time horizon that the rating foresees.
- The credit rating methodology assumes, in principle, that the factors posted in the below are particularly important for such likelihood to be determined, and that the rating determination is made by evaluating each of them not only quantitatively but also employing qualitative analyses.

#### A) Business Bases

The likelihood of a given debt payment is highly conditional to its issuer's business bases - how they can be maintained/ expanded into the future and thereby secure earnings and cash flows in adequacy and in a sustainable way.

#### B) Financial Grounds and Asset Quality

The likelihood of debt payment is highly dependent on the degree of the issuer's indebtedness and loss absorption capacity in terms of equity capital. Also notable is that a financial institution might see a significant loss of financial grounds as a result of changes in value of the assets under its possession.

C) Liquidity Positions

The likelihood of debt payment is highly dependent on the adequacy of the issuer's cash and other sources of repayment (liquidity positions).

D) Related Parties' Status and Stance of Support/ Assistance for the Issuer

The likelihood of debt payment is affected one way or the other by the issuer's related parties such as parent company, subsidiary, guarantor, and the government of the issuer's business domicile, etc. - by their own conditions and/ or position of support/ assistance for the issuer.

E) Order of Seniority in Debt Payment

The likelihood of debt payment can be different between given debts of the same issuer. The likelihood of debt payment for an individual debt is dependent on the issuer's discretion, and/ or its rank relative to other debts of the same issuer in the order of seniority in principal/ interest payment which is determined by design as financial product or by laws, etc.

## 4 The Potential Limitations of the Credit Rating as Required by Paragraph (a)(1)(ii)(D) of Rule 17g-7

- The credit rating herewith presented by JCR is its summary opinion with regard to the likelihood of given debt payment and hence not necessarily a perfect representation of such likelihood. The credit rating is not intended to estimate the probability of default or the loss on given default, either.
- The objective of the credit rating herewith presented does not include any concerns other than the likelihood of debt payment, such as risks of price changes, market liquidity, etc.
- The credit rating herewith presented is necessary to be reviewed along with possible changes of the issuer of rated objects in its business performance and/ or circumstances which include regulatory environment, and hence subject to possible alteration.

## 5 Information on the Uncertainty of the Credit Rating as Required by Paragraph (a)(1)(ii)(E) of Rule 17g-7

- The information used for the determination of credit rating as herewith presented is obtained by JCR from the issuer of rated objects and other sources that JCR trusts in terms of accuracy and reliability but possibly contains errors due to human, non-human or other causes. Consequently, the credit rating determined on the grounds of such information does not constitute, explicitly or implicitly, any representation or warrant of JCR on the information itself or any consequences of its use in terms of accuracy, relevance, timeliness, wholeness, market value, or usefulness for any specific purposes.

## 6 Use of Due Diligence Services of a Third Party in Taking the Rating Action as Required by Paragraph (a)(1)(ii)(F) of Rule 17g-7

- There is no use of any third-party due diligence service in the determination of the credit rating herewith presented.

## 7 Use of Servicer or Remittance Reports to Conduct Surveillance of the Credit Rating Required by Paragraph (a)(1)(ii)(G) of Rule 17g-7

- There is no use of any servicer or remittance report to conduct surveillance of the credit rating herewith presented.

## 8 The Types of Data Relied Upon for the Purpose of Determining the Credit Rating as Required by Paragraph (a)(1)(ii)(H) of Rule 17g-7

- The information posted in the below, which includes data, is used for the determination of the credit rating herewith presented.
  - A) Audited financial statements presented by the rating stakeholders
  - B) Explanations of business performance, management plans, etc. presented by the rating stakeholders

## 9 Overall assessment of the Quality of Information Available and Considered in Determining the Credit Rating as Required by Paragraph (a)(1)(ii)(I) of Rule 17g-7

- JCR holds its basic policies for securing the quality of information as a base of due diligence for the determination of credit ratings. The information used as a base for the determination of credit rating herewith presented satisfies such policies, which include the audit by an independent auditor, the warranty made by the issuer, the publication by the issuer, some independent media or, otherwise, JCR analyst's scrutiny, etc.
- JCR sees no particular weakness in the quality of information used for the determination of the credit rating herewith presented as compared to the information used in other cases of the credit rating for comparable issuers or ratable objects.
- If the credit rating is an Indication, please see the report for Indication.

## 10 Information Relating to Conflicts of Interest as Required by Paragraph (a)(1)(ii)(J) of Rule 17g-7

- JCR receives payment of compensation for the determination of the credit rating herewith presented from either one of those parties who are issuer, underwriter, depositor or sponsor.
- JCR did not receive in the last fiscal year in the past payment of compensation from the same party for any kind of JCR's service other than the determination of public or private credit rating, such as one in the ancillary business.

## 11 Explanation or Measure of the Potential Volatility of the Credit Rating as Required by Paragraph (a)(1)(ii)(K) of Rule 17g-7

### A) Business Bases

The credit rating is subject to alteration if there is improvement or deterioration of the issuer's business bases, since its revenue, etc. may improve or deteriorate by the change in its business management policies, clients' preferences, competitive situation, or a technological innovation. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change in the business bases is large.

### B) Financial Grounds and Asset Quality

The credit rating is subject to alteration if the issuer increases/ decreases its debt/ capital or vice versa and thereby makes its individual debt payment liability less or more bearable and its loss absorption capacity into the future decreased or increased. Also, the changes in the quality of asset under the issuer's holding may affect the credit rating, since such changes could raise or lower the likelihood of future loss of the issuer's financial grounds. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change in the financial grounds and/ or asset quality is large.

### C) Liquidity Positions

The credit rating is subject to alteration if there is a change in the issuer's financial management policy or in the relations with fund procurement sources and the change thereby makes its liquidity positions improve or deteriorate. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change is large.

### D) Related Parties' Status and Stance of Support/ Assistance for the Issuer

The credit rating is subject to alteration if there is a change in the issuer's parent company or subsidiary, guarantor or other provider of credit enhancement, or the government of the issuer's business domicile, or other related parties' own conditions and/ or position of support/ assistance for the issuer, and the change thereby makes its business bases, financial grounds and/ or liquidity positions improve or deteriorate, and/ or making the effectiveness of guarantee and other credit enhancement improve or deteriorate. The resultant alteration of the credit rating is usually a notch, with possibility of a few notches if and when the change is large.

### E) Order of Seniority in Debt Payment and Non-Payment Forgiven by Contract

The credit rating is subject to alteration if there is a change in the rated debt's status in the order of seniority relative to other debts caused by the improvement/ deterioration of the issuer's financial condition. The resultant alteration of the credit rating is usually a notch, with possibility of a few notches if and when the change is large. Also, in case of the financial products for which non-payment of interest/ principal is contractually permissible, the credit rating is subject to alteration if and when the likelihood of such non-payment is projected to increase or decrease. The resultant alteration of the credit rating could be by a notch but often as much as a few notches.

### F) Rise and Fall in General Economy and Markets

The credit rating is subject to alteration if there is a rise/ fall in the general economy and/ or the markets inducing the issuer's revenues/ expenses to increase/ decrease and vice versa, etc. The resultant alteration of the credit rating is usually by a notch, with possibility of a few notches if and when the change is exceptionally large.

### G) Various Events

The credit rating is subject to alteration on occurrence of various events, such as change in the issuer's major shareholders, M&A and other organizational change, accident, violation of the law, litigation, legal/ regulatory change, natural disaster, etc., which are unforeseeable at the time when the credit rating is determined, causing a significant change on the issuer's business bases, financial grounds, etc. The resultant alteration of the credit rating could be by a notch but more often than not as much as a few notches.

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Information on the Content of the Credit Rating, Including the Historical Performance of the Credit Rating and the Expected Probability of Default and the Expected Loss in the Event of Default as Required by Paragraph (a)(1)(ii)(L) of Rule 17g-7

- Historical records of the credit rating herewith presented are posted in the end of this paper.
- The credit rating herewith presented by JCR is its summary opinion with regard to the likelihood of given debt payment and hence not necessarily a perfect representation of such likelihood. The credit rating is not intended to estimate the probability of default or the loss on given default, either.
- Facts of the probability of default are posted as Form NRSRO Exhibit 1 on the JCR website under the URL:

<https://www.jcr.co.jp/en/service/company/regu/nrsro/>

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Information on the Sensitivity of the Credit Rating to Assumptions Made as Required by Paragraph (a)(1)(ii)(M) of Rule 17g-7

### A) Business Bases

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's business bases and powers of earning or cash flow generation, etc. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if the development is rapid in improvement

or deterioration of the issuer's business bases on some drastic change in the operational environments, etc.

**B) Financial Grounds and Asset Quality**

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's financial grounds and asset quality. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if the development is rapid in improvement or deterioration of the issuer's financial grounds and/ or asset quality on some drastic change in its business bases.

**C) Liquidity Risks**

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's liquidity positions. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if the development is rapid in improvement or deterioration of the issuer's liquidity positions on some drastic change in its financial management policy or relations with fund procurement sources, etc.

**D) Related Parties' Status and Stance of Support/ Assistance for the Issuer**

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the issuer's parent company or subsidiaries, guarantor or other providers of credit enhancement, the government of the issuer's business domicile or other related parties' status and stance of support/ assistance for the issuer. The resultant change of the credit rating is most likely by a notch, as JCR speculates, but possibly as much as a few notches if there is a major change on the part of related parties, such as replacement, disappearance, some drastic improvement/ deterioration of financial grounds/ balances, etc.

**E) Rise and Fall in General Economy and Markets**

The credit rating herewith presented could be changed if and when the assumptions made at the time of its determination turn out to be inaccurate with regard to the prospects of general economy and markets. JCR expects the change should be most likely by a notch but could be as much as a few notches, should the economy or the markets change so greatly.

**14** Information on the Representations, Warranties, and Enforcement Mechanisms of an Asset-backed Security as Required by Paragraph (a)(1)(ii)(N) of rule 17g-7

- The credit rating herewith presented is not for an ABS product, and hence no relevant issue.

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## The Historical Performance of the Credit Rating

Issuer Name	Issue Name	Publication Date	Rating	Outlook/Direction
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	July 2, 1999	BBB-	
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	June 21, 2000	BBB	
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	July 2, 2001	BBB	
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	July 1, 2002	BBB	
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	September 24, 2003	BBB	
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	June 30, 2004	BBB	
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	August 8, 2005	BBB	
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	July 6, 2006	BBB	Positive
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	November 22, 2007	BBB	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	December 5, 2008	BBB	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	February 12, 2009	BBB	Negative
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	February 3, 2010	BBB	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	January 24, 2011	BBB	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	March 23, 2012	BBB	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	April 19, 2013	BBB	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	April 15, 2014	BBB+	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	April 15, 2015	BBB+	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	April 11, 2016	BBB+	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	April 12, 2017	BBB+	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	April 18, 2018	BBB+	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	April 16, 2019	BBB+	Stable
OKASAN SECURITIES GROUP INC.	Issuer(Long-term)	June 1, 2020	BBB+	Negative

## The Historical Performance of the Credit Rating

Issuer Name	Issue Name	Publication Date	Rating	Outlook/Direction
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	September 24, 2003	BBB	
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	June 30, 2004	BBB	
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	August 8, 2005	BBB	
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	July 6, 2006	BBB	Positive
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	November 22, 2007	BBB	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	December 5, 2008	BBB	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	February 12, 2009	BBB	Negative
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	February 3, 2010	BBB	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	January 24, 2011	BBB	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	March 23, 2012	BBB	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	April 19, 2013	BBB	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	April 15, 2014	BBB+	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	April 15, 2015	BBB+	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	April 11, 2016	BBB+	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	April 12, 2017	BBB+	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	April 18, 2018	BBB+	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	April 16, 2019	BBB+	Stable
OKASAN SECURITIES CO., LTD.	Issuer(Long-term)	June 1, 2020	BBB+	Negative

## Attestation Required by Paragraph (a)(1)(iii) of Rule 17g-7

I, Shozo Matsumura, have responsibility to this Rating Action and to the best of my knowledge:

- A) No part of the credit rating was influenced by any other business activities.
- B) The credit rating was based solely upon the merits of the obligor, security, or money market instrument being rated.
- C) The credit rating was an independent evaluation of the credit risk of the obligor, security, or money market instrument.

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Shozo Matsumura

General Manager of Financial Institution Rating Department

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