

## Management and sale of publicly offered investment trusts

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## 【165A SBI RHEOS HIFUMI Sector : Securities and Commodities Futures】

Fiscal Year	Net sales	YoY	Operating profit	YoY	Ordinary profit	YoY	Profit	YoY	EPS	BPS	DPS
	(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)	(mn yen)	(%)	(yen)	(yen)	(yen)
Mar. 2023	9,660	1.9	1,610	-17.5	1,625	-17.4	1,087	-16.6	90.5	474.4	27.5
Mar. 2024	10,309	6.7	1,780	10.5	1,797	10.6	1,313	20.8	103.9	534.2	36.0
Mar. 2025 CE	-	-	-	-	-	-	-	-	-	-	TBD
Mar. 2025 E	12,320	19.5	2,405	35.1	2,417	34.4	1,674	27.5	129.7	625.9	45.0
Mar. 2026 E	13,650	10.8	2,682	11.5	2,694	11.5	1,870	11.7	144.8	723.7	50.0
Mar. 2027 E	15,284	12.0	3,127	16.6	3,139	16.5	2,184	16.8	169.1	840.8	58.0

Note: CE(company expectations),E(Stock Research Center expectations)  
Source: Stock Research Center

### 1. Corporate Overview

SBI RHEOS HIFUMI is a holding company whose core subsidiary is asset management company Rheos Capital Works. This subsidiary manages and sells investment trusts under the Hifumi brand, such as the Hifumi Plus Fund, which boasts one of the largest total net assets among Japanese investment trusts that invest primarily in Japanese stocks.

Investment trust management fees from the investment trust management business accounted for 98.6% of operating revenue of fiscal year ended March 2024. The balance of assets under management totaled 1,368.8 billion yen at the end of fiscal year ended March 2024. Of the total, 982.2 billion yen was sold through sales partners such as securities companies and banks.

### 2. Financial Analysis

Net sales increased by an average of 17.8% per year from fiscal year ended March 2018 (non-consolidated) to fiscal year ended March 2024 (consolidated) due to the increase in assets under management. Meanwhile, the average annual growth rate of ordinary profit over the same period was only 8.1%. This was primarily attributable to the deterioration in the operating revenue commission expenses ratio due to a higher proportion of publicly offered investment trusts sold through distribution sales partners.

### 3. Non-Financial Analysis

The source of the company's intellectual capital comes from its ability to manage and build a following for its investment trusts.

### 4. Corporate Strategy Analysis

SBI RHEOS HIFUMI aims to popularize asset formation by conveying the appeal of investment and knowledge about money through a variety of media and by developing and providing a system that enables anyone to begin asset building easily and safely. The company also believes that investments in installments are the basis of asset building.

### **5. Analyst Evaluation**

Based on fiscal year ending March 2024 results, fund inflows and outflows for investment trusts from April to May, the company's policies, and other factors, we forecast a 19.5% year-on-year increase in revenue and a 35.1% year-on-year increase in operating profit for fiscal year ending March 2025.

Given the company's plans to introduce a crossover fund that will invest from the unlisted stage and continue to hold the shares following listing, we anticipate double-digit revenue and profit growth in fiscal years ending March 2026 and March 2027.

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