

# Status of Efforts to Lower Investment Units

March 2026



# Outline of Efforts by Tokyo Stock Exchange

- Following the publication of the “Report on the Study Group on Small-Size Investments” (April 2025), Tokyo Stock Exchange, Inc. (TSE) has been steadily implementing various initiatives outlined in the report as part of its action plan.
- Going forward, TSE will continue to update these initiatives based on feedback from listed companies and investors.

## For listed companies

### **Presentation of individual preferences regarding investment units**

- Conducted a survey through five online securities companies regarding investment unit sizes and voting patterns (pp. 8–12)

### **Introduction of initiatives by listed companies**

- Disseminated information regarding listed companies’ initiatives to lower investment units and promote digitization through various seminars and lectures (target audience: management, IR/equity operations staff, etc.) and contributions to financial newspapers
- Conducted interviews with listed companies that implemented stock splits regarding their objectives and measures for individual shareholders (published on our media platform “TSE Manebu”)

## For investors

### **Distribution of information to retail investors**

- Conducted outreach activities to raise awareness about shareholder rights and the importance of exercising voting rights through our media platforms, targeting retail investors (e.g., TV and radio)

### **Introduced initiatives by listed companies**

- Introduced the status of investment units and examples of initiatives by listed companies through various lectures and meetings with institutional investors

## Cooperation with relevant organizations

### **Collaboration to reduce dividend-related documentation**

- Collaborated with relevant organizations to further reduce (digitize) dividend-related documents, such as dividend statements

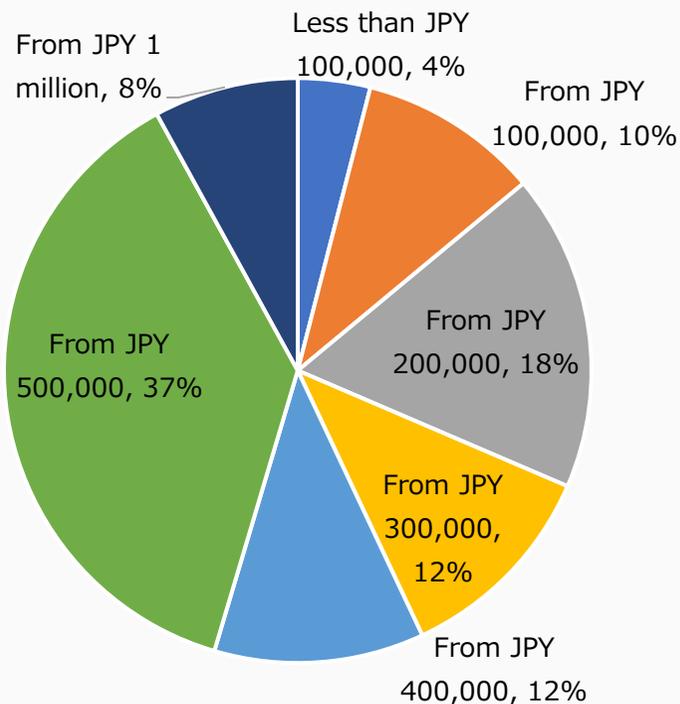
### **Collaboration to examine legal framework**

- Reported to the Legislative Council (Corporate Law Subcommittee) on the minimum investment unit levels of listed companies and the status of stock splits

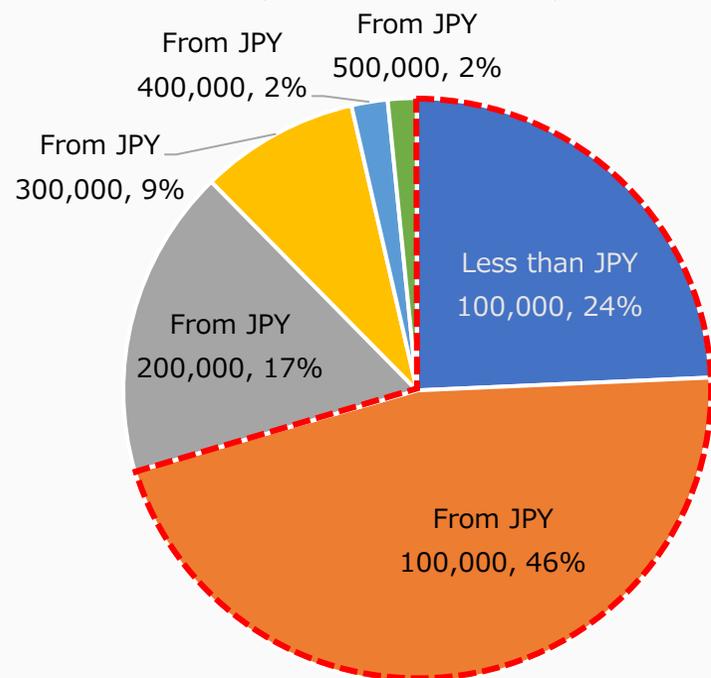
# Number of Companies that Resolved to Conduct a Stock Split in FY2025

- As of the end of February 2026, 266 companies had resolved to conduct stock splits in FY2025, indicating that many listed companies continue to make progress toward reducing their investment units.
- Approximately 70% of companies that have implemented stock splits aim to reduce their investment units to the JPY 100,000 range, and stock splits have enabled a significant reduction in investment units.

Investment unit on the day before the stock split announcement



Investment unit after the stock split (estimated value)<sup>1</sup>



Source: TSE

Data compiled for 266 companies that resolved to conduct a stock split between April 1, 2025, and the end of February 2026 (excluding REITs, foreign stocks, and TOKYO PRO Market listings)

<sup>1</sup> Calculated by dividing the investment unit on the day before the split announcement by the split ratio

# Investment Unit Sizes at Major Overseas Exchanges

Exchange/market	Investment unit (average) <sup>1</sup>	Investment unit (median) <sup>1</sup>	Investment unit (highest) <sup>1</sup>
TSE	JPY 245,029	JPY 157,650	JPY 7,550,000
(Prime)	JPY 355,032	JPY 246,750	JPY 7,550,000
(Standard)	JPY 181,792	JPY 118,500	JPY 2,169,000
(Growth)	JPY 119,413	JPY 88,050	JPY 1,202,000
U.S.	JPY 37,173	JPY 22,295	JPY 1,171,347
UK	JPY 178,046	JPY 80,564	JPY 5,085,146
Germany	JPY 28,151	JPY 12,601	JPY 306,060
France	JPY 19,894	JPY 4,730	JPY 1,617,616
Australia	JPY 2,494	JPY 923	JPY 23,609
Singapore	JPY 140,031	JPY 52,528	JPY 1,016,070
Hong Kong	JPY 434,940	JPY 321,347	JPY 1,791,900

Compiled by TSE from TSE and Bloomberg data

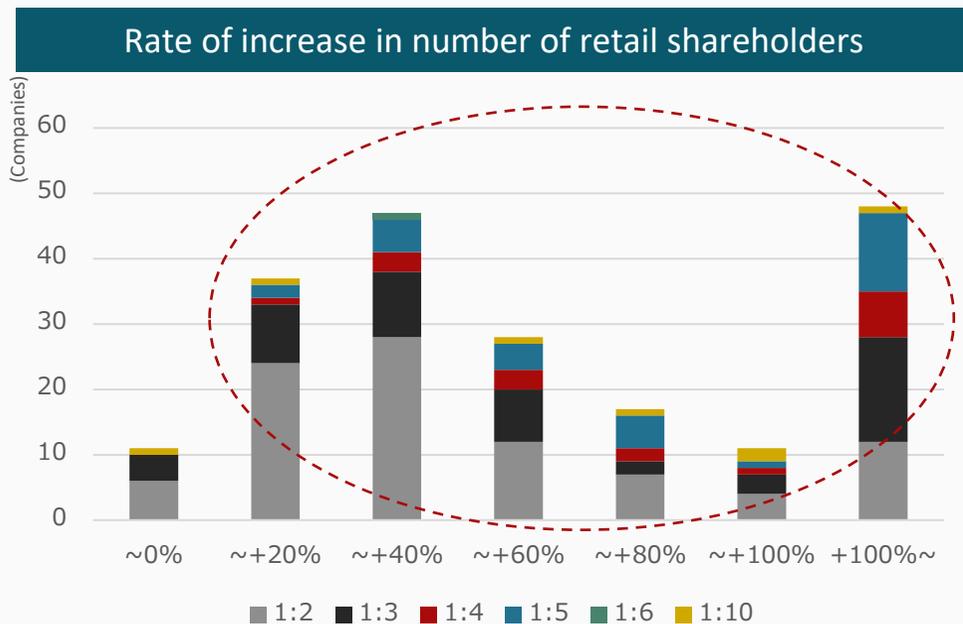
<sup>1</sup> TSE: All domestic stocks; United States: S&P 500; United Kingdom: FTSE 250; Germany: DAX; France: CAC All Shares; Hong Kong: Hang Seng Index; Australia: ASX 200; Singapore: ST

For constituents in the above indices, investment units are as of the end of January 2025 (exchange rates used for JPY conversion are spot rates as of the end of January 2025).

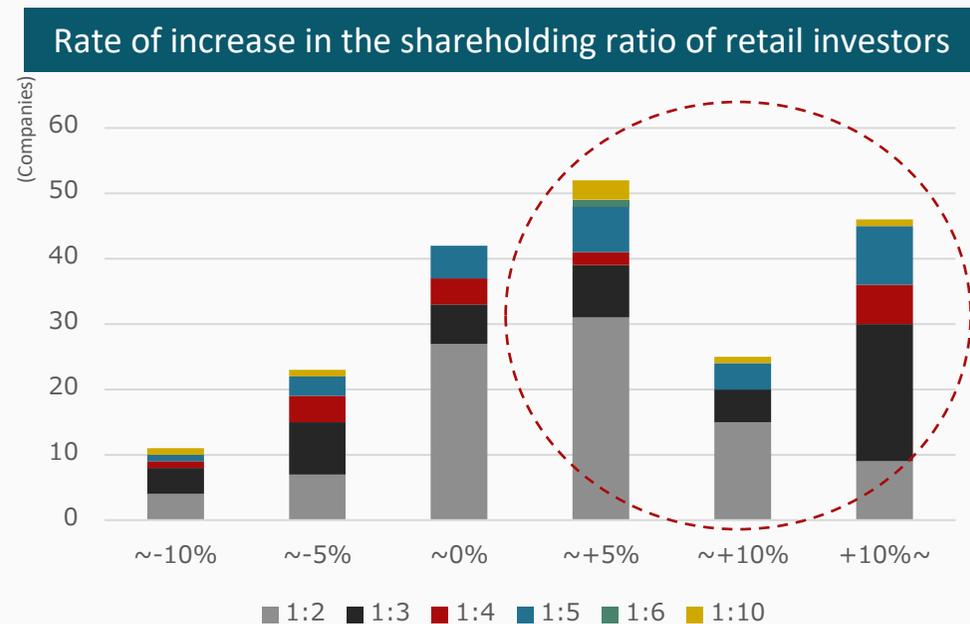
Investment units are calculated by multiplying the stock price by the trading unit. Trading units are: TSE and Singapore: 100 shares; Hong Kong: varies depending on security; others: one share

# Changes in the Number and Proportion of Shareholders Resulting from Stock Splits

- The changes in the number and ratio of retail shareholders of listed companies that carried out a stock split were examined.
- The number of retail shareholders **increased significantly** as a result of stock splits (median +44.2%). A **slight increase** in the ratio of retail shareholding was also observed (median +1.3%). The increase was particularly high for companies with a large split ratio.



	1:2 (N=93)	1:3 (N=52)	1:4 (N=17)	1:5 (N=29)	1:6 (N=1)	1:10 (N=7)
<b>Median</b>	+27%	+46%	+77%	+74%	+34%	+63%
<b>Average</b>	+56%	+76%	+100%	+105%	+34%	+111%



	1:2 (N=93)	1:3 (N=52)	1:4 (N=17)	1:5 (N=29)	1:6 (N=1)	1:10 (N=7)
<b>Median</b>	+0.6%	+4.8%	-0.8%	+4.2%	+4.3%	+0.2%
<b>Average</b>	+1.9%	+7.2%	+8.2%	+5.4%	+4.3%	+0.2%

Source: Compiled by TSE based on TSE "2024 Shareownership Survey". The data includes 199 companies that were covered by the same survey in FY2023 and that implemented a stock split of 1:2 or greater between the end of their FY2023 fiscal year and the end of their FY2024 fiscal year.

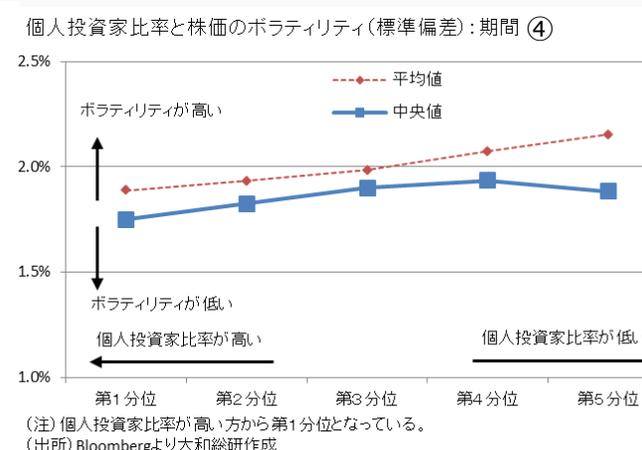
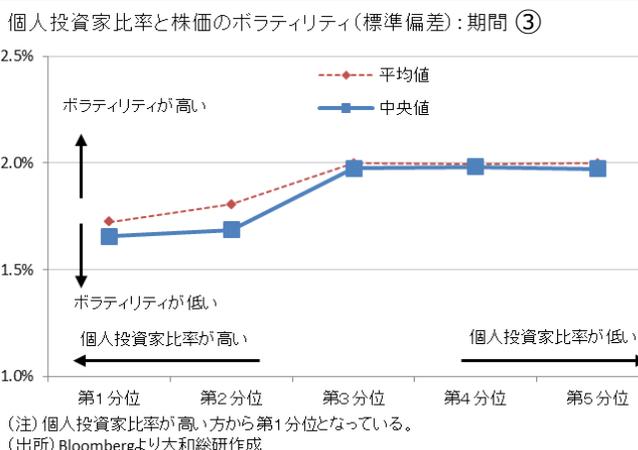
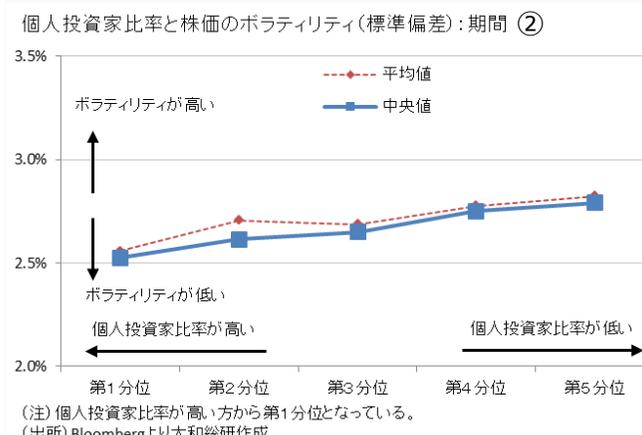
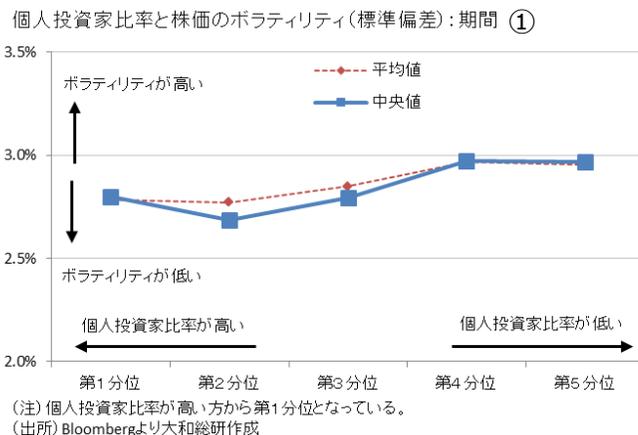
# Retail Shareholder Ratio and Volatility (1)

- Listed companies with a high ratio of retail investors tend to have relatively smaller fluctuations in stock prices when the market experiences a substantial downturn.

Measurement period



Measurement results



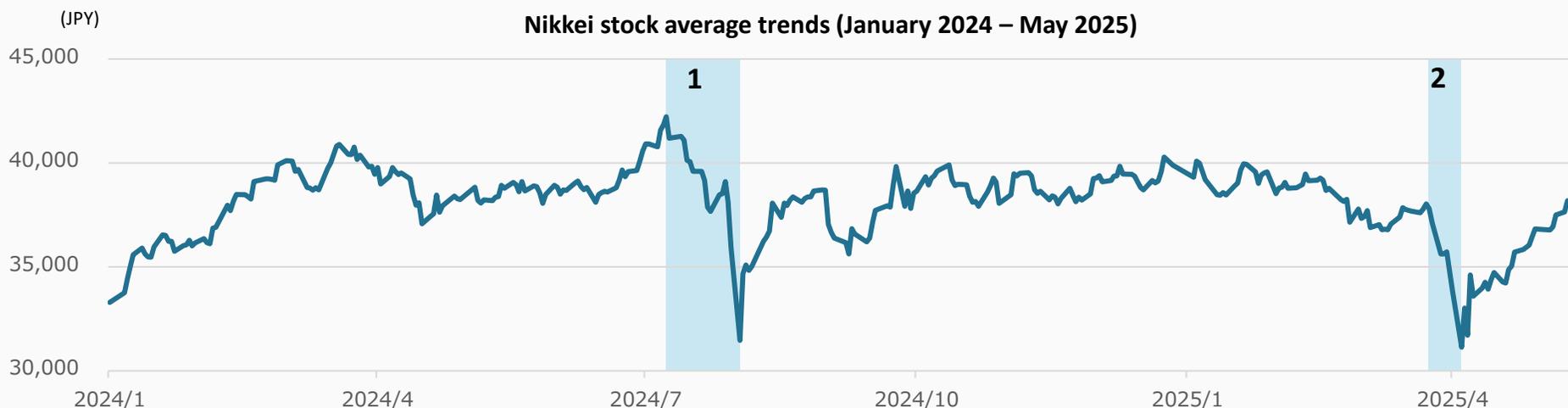
- Measurements were made of stock price volatility (standard deviation of daily returns) for companies included in the TOPIX 500 during market downturns from 2015 to 2018

- August 17, 2015 – September 29, 2015
- December 3, 2015 – February 12, 2016
- January 24, 2018 – March 26, 2018
- October 5, 2018 – October 29, 2018

Source: Data provided by Daiwa Institute of Research; partially updated from “Shareholder Management Required of Companies” by Tamami Ota, Financial Research Department, Daiwa Institute of Research (2018)

# Retail Shareholder Ratio and Volatility (2)

- The measurement periods for the analysis on the previous slide were updated. Stock price volatility also tends to be relatively low when the market experiences a substantial downturn.



**1. July 10 – August 5, 2024**



**2. March 26 – April 7, 2025**



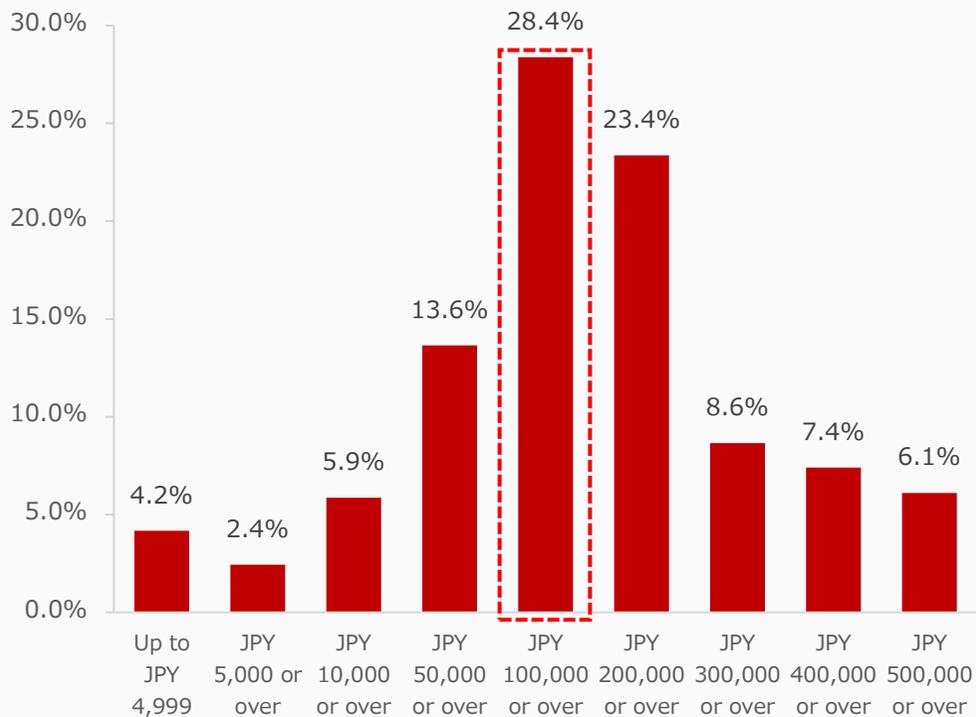
Source: Compiled by TSE using data from Bloomberg and TSE\*

Note: Analysis scope: Constituents of TOPIX 500; analysis period: Stock price declines from 2024 to 2025; analysis details: median calculated from the standard deviation of each stock's daily price change

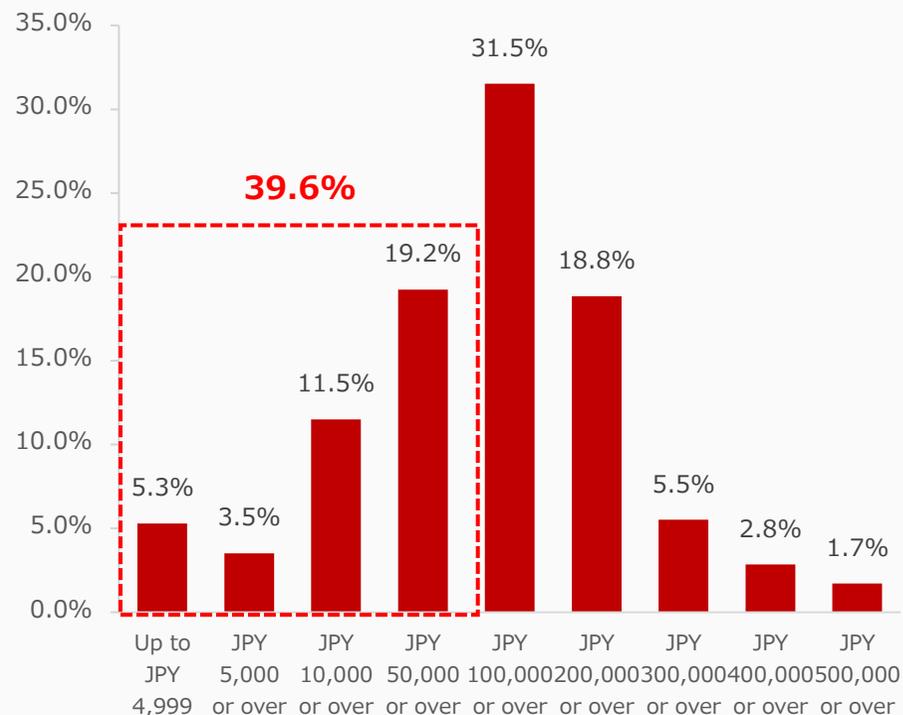
# Investment Unit Size Preferred by Retail Investors

- The most common response (28.4%) indicated that retail investors prefer an investment unit of around JPY 100,000.
- Furthermore, when focusing on younger people in their 30s or below, about 40% said that less than JPY 100,000 is ideal.

Investment unit size preferred by retail investors  
(all respondents)



Investment unit size preferred by retail investors  
(30s and younger)



Note: Results of a survey of retail investors with accounts at securities companies (Survey period: November 2025 – January 2026; number of respondents: 26,342)

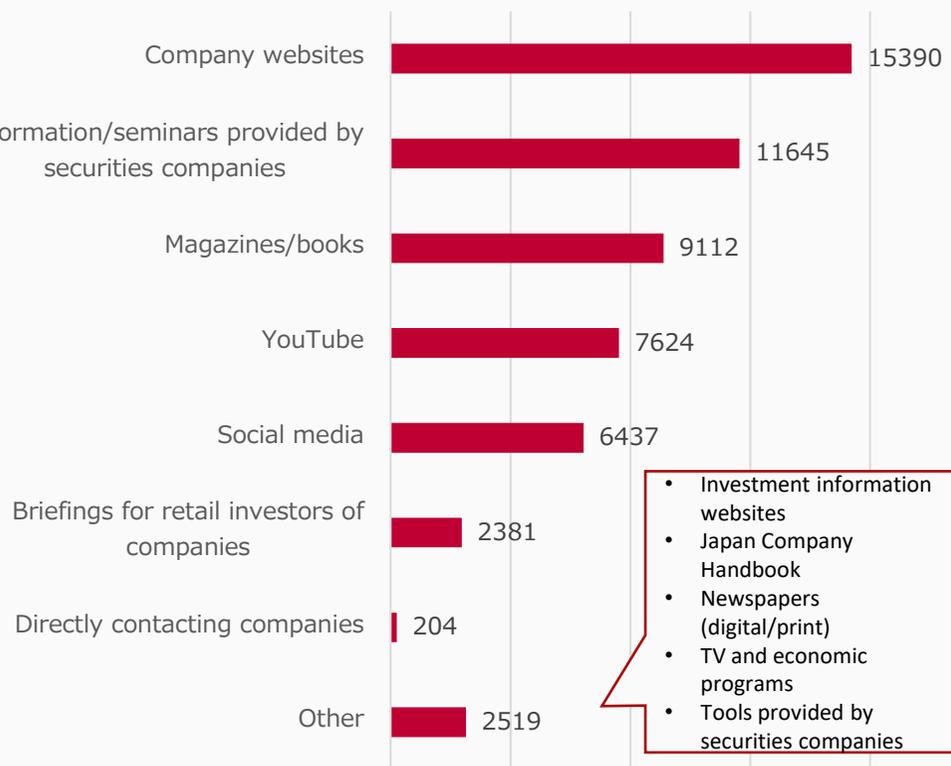
# How Information was Gathered on Retail Investors

- Company websites were the primary source of information across all age groups
- Among younger people in their 30s or below, social media and generative AI/conversational AI tools were also used

Methods of gathering information  
(all respondents)

(People)

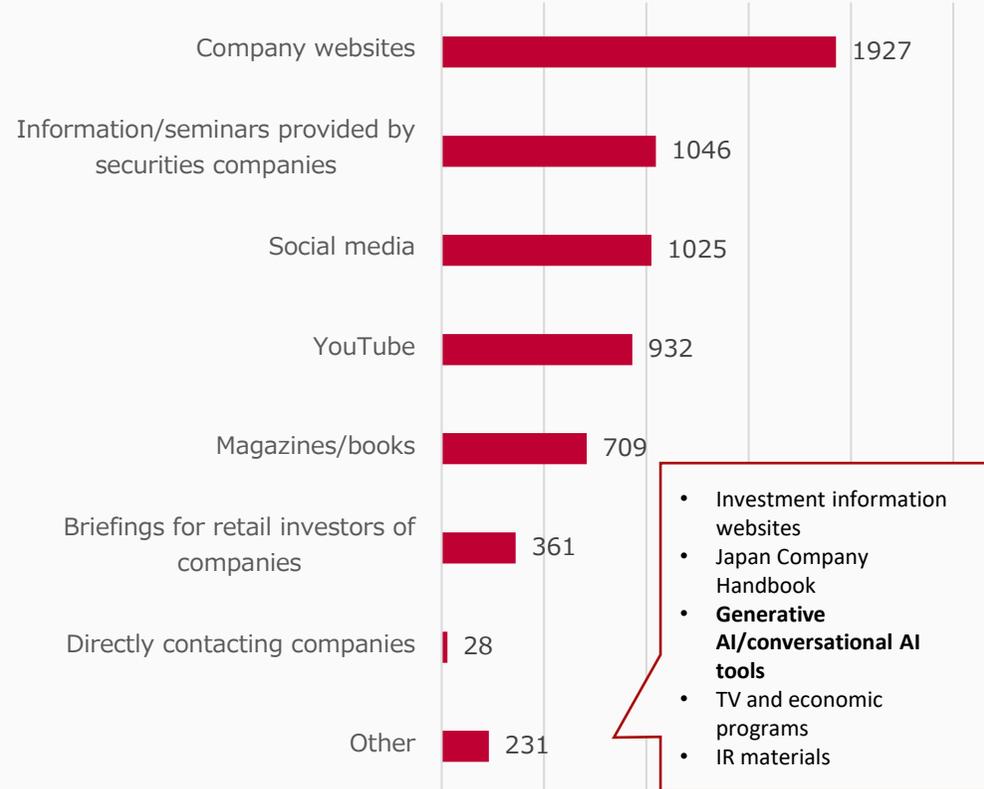
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Methods of gathering information  
(30s and younger)

(People)

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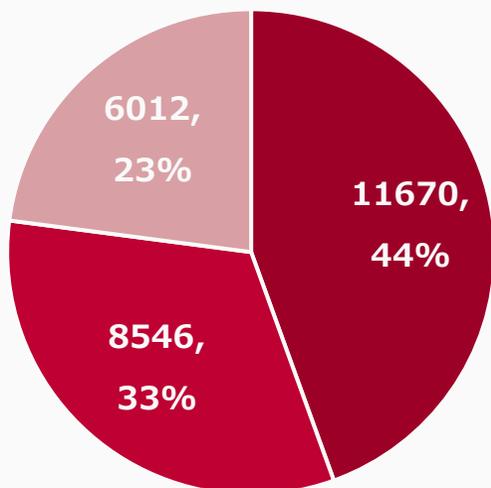


Note: Results of a survey of retail investors with accounts at securities companies (Survey period: November 2025 – January 2026; number of respondents: 26,342)

# Status of Exercising Voting Rights by Retail Investors

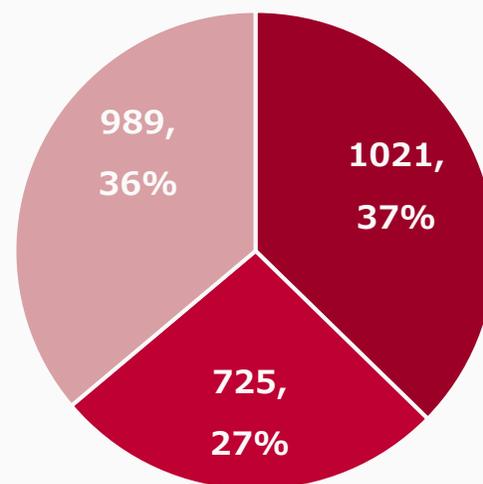
- Just under 50% of respondents exercise their voting rights for all the stocks they hold.
- Among younger people in their 30s or below, about 40% reported that they have never exercised their voting rights.

Status of exercising voting rights  
(all respondents)



- Exercising voting rights in all invested companies
- Exercising voting rights in a portion of invested companies
- Not exercising voting rights

Status of exercising voting rights  
(30s and younger)



- Exercising voting rights in all invested companies
- Exercising voting rights in a portion of invested companies
- Not exercising voting rights

Note: Results of a survey of retail investors with accounts at securities companies (Survey period: November 2025 – January 2026; number of respondents: 26,342)

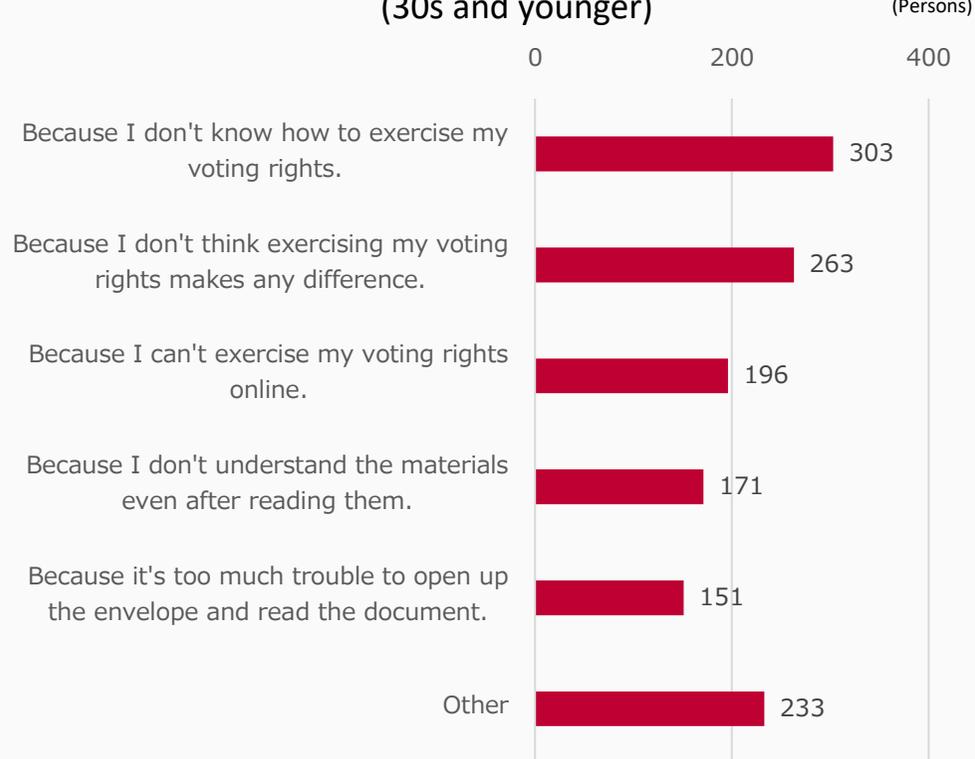
# Reasons for Not Exercising Voting Rights

- Overall, there is a strong tendency not to exercise voting rights because the value is not seen in doing so.
- Among younger people, the most common response is that they do not know how to exercise their voting rights, partly due to their limited investment experience.

Reasons for not exercising voting rights  
(all respondents)



Reasons for not exercising voting rights  
(30s and younger)

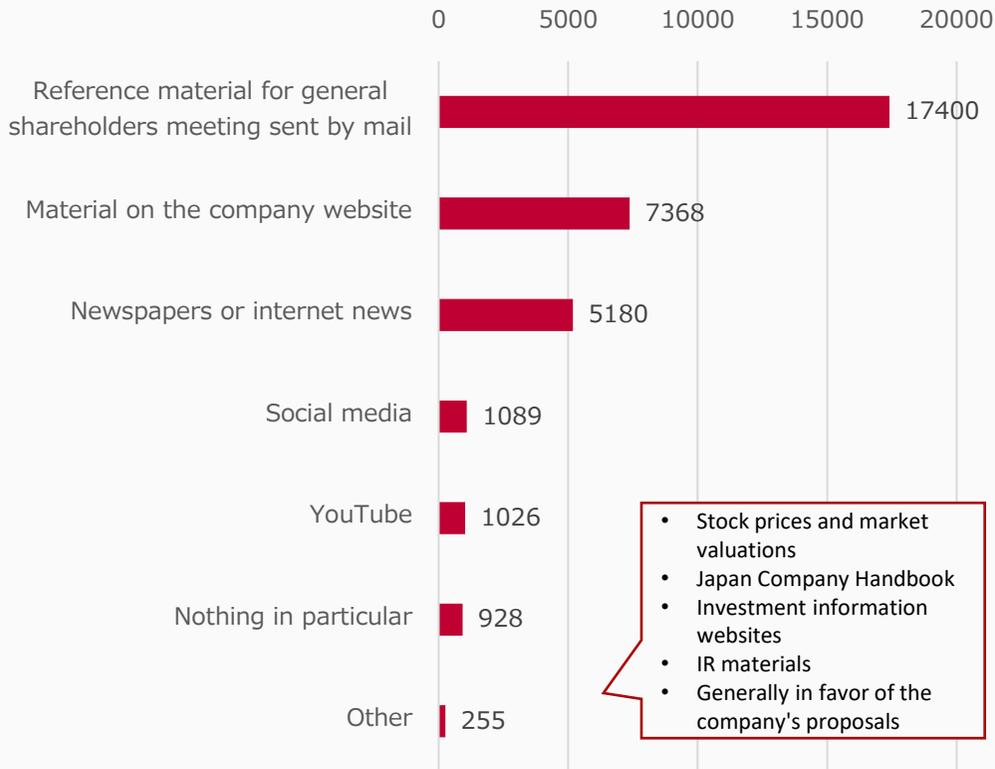


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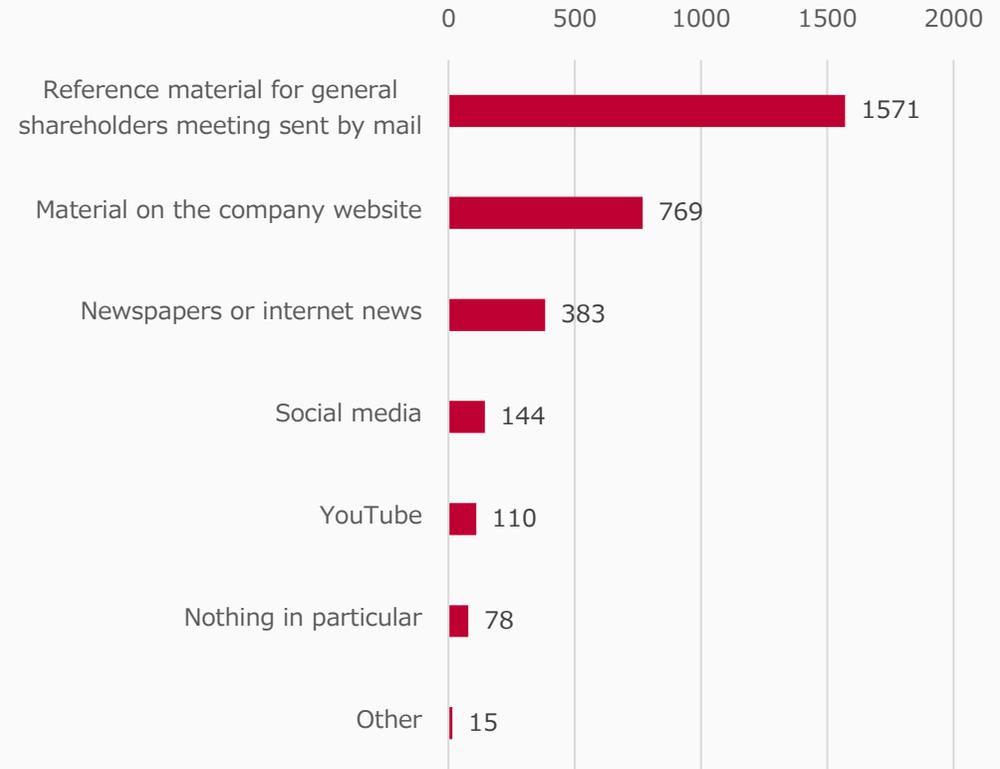
# Reference Materials for Exercising Voting Rights

- Shareholders in all age groups exercise their voting rights by referring to the reference materials for the general shareholders meeting sent to them by mail.
- A significant number of respondents also indicated that they refer to information on the company’s website, as well as newspaper and online news articles.

Information used as a reference when exercising voting rights (all respondents) (Persons)



Information used as a reference when exercising voting rights (30s and younger) (Persons)

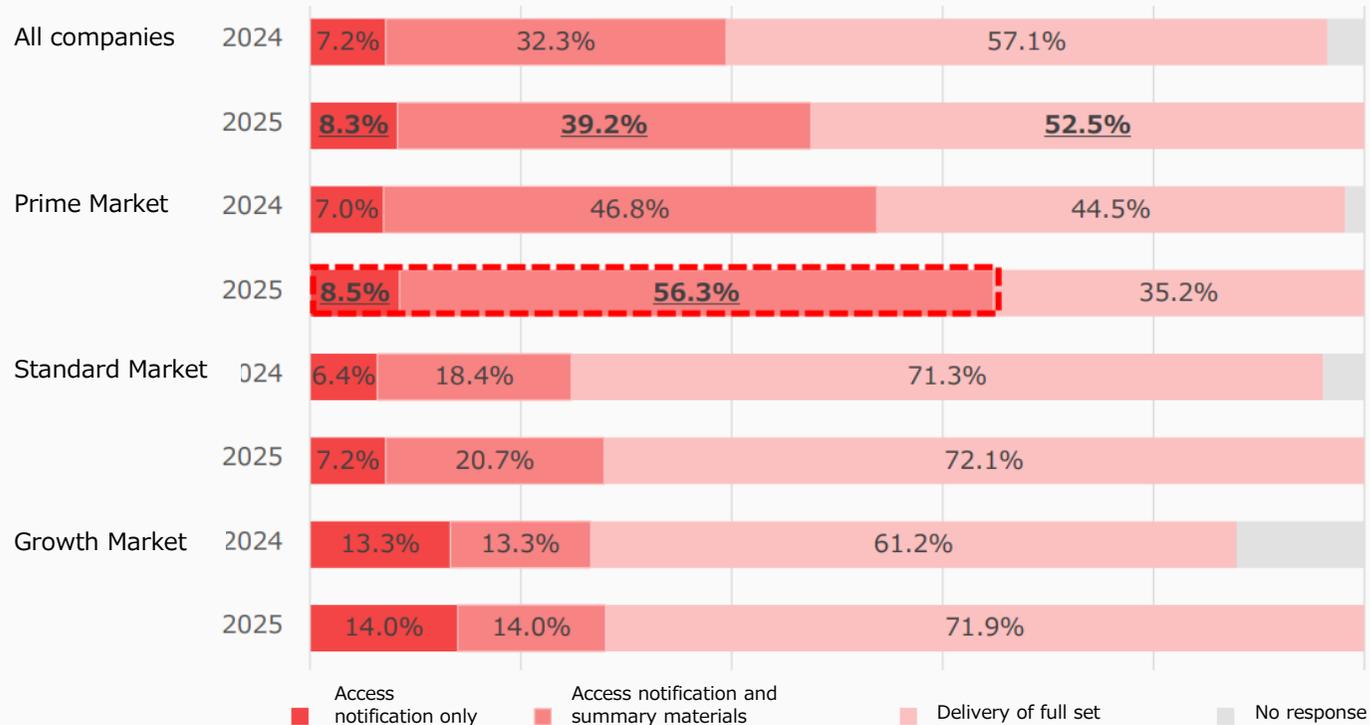


Note: Results of a survey of retail investors with accounts at securities companies (Survey period: November 2025 – January 2026; number of respondents: 26,342)

# Progress on the Digitization of Documents Provided to Shareholders

- Regarding written notices of convocation for general shareholder meetings, companies with a large number of shareholders can expect greater cost savings from reducing paper usage. Consequently, as shown in the graph below, the proportion of access notifications and summary materials is increasing.
- Regarding dividend-related documents, initiatives such as the discontinuation of sending certain parts of ETF income distribution statements<sup>1</sup> have begun. Meanwhile, since dividend receipts impose a significant burden on listed companies in terms of mailing costs and the management of unpaid dividends, we will continue to collaborate with relevant organizations to explore further measures.

**Status of written notices of convocation for general shareholders meetings**



Source: TSE, "Trends Regarding Annual General Shareholders Meetings of Companies Whose Fiscal Year Ended March 2025"

Note: Survey scope: 2,242 domestic companies listed on TSE for the fiscal year ending March 2025

Number of responding companies: 1,764 (79% of all markets), Prime Market: 937 (83%), Standard Market: 713 (76%), Growth Market: 114 (64%)

<sup>1</sup> Mitsubishi UFJ Trust and Banking Corporation's initiative to discontinue sending income distribution statements to beneficiaries who have selected the "proportional allocation method (securities account)" as their ETF distribution receipt method

# (Ref.) Initiatives to Enhance Engagement Between Retail Shareholders and Listed Companies

- Initiatives to support engagement between retail shareholders and listed companies are also making progress.
- The smartphone app “Shareholder Passport” (provided by Sumitomo Mitsui Trust Bank) enables shareholders to perform actions such as exercising voting rights and responding to surveys directly on their smartphones.



**株主パスポート**  
KABUNUSHI PASSPORT

スマホでつながる新たな株主体験を

採用社数  
**1,076社**

アプリ会員数  
**50万名**



**ポイント交換**  
各種企画等で取得したポイントと物品が交換可能です



**アクション**  
議決権行使、アンケート回答など様々なアクションがスマホで完結



**ポイント交換可能な物品例**



※交換可能な物品等は予告なく変更される可能性があります

**議決権行使**



**アンケート回答**



**配当金情報**



**タブ**  
「ホーム」「My銘柄」「ポイント」の画面に切り替えができます

※ 画像はイメージです

Source: Data provided by Sumitomo Mitsui Trust Bank (as of the end of February 2026)

# (Ref.) Expanding Distribution of Information to Listed Companies and Investors

- Strengthening distribution of information to listed companies and individual investors via our media platform, “TSE Manebu”

## Interviews with listed companies

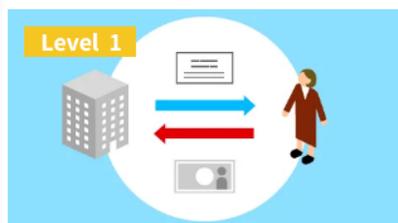
In an interview format, we explore the objectives behind stock splits implemented by listed companies, their strategies for cost reduction, and their thoughts on retail shareholders.



Publication date	Title
Sep. 30, 2025	Leveraging retail shareholders’ support to drive corporate growth Oriental Land experiences the benefits of a growing base of retail shareholders following a stock split
Oct. 29, 2025	Listening to the voices of “shareholders as customers” leads to increased corporate value Why Aeon, which advocates the “shareholders as customers” philosophy, decided to implement a stock split
Mar. 7, 2026	Corporate communications that prioritize clarity serve as a point of connection with investors Itochu Corporation, which has implemented a stock split: “We want to provide what shareholders truly need from their perspective”
Mar. 9, 2026	By strengthening relationships through shareholder benefits and events, we aim to turn “shareholders into loyal customers” Why JR East is strengthening initiatives for individual shareholders, including a “stock split”
Mar. 16, 2026	As a B2B company, it is essential to devise ways for individuals to become familiar with the company and its industry - The background behind Nippon Steel’s decision to carry out a stock split as it strives to become “the world’s best in overall capability”

## Infographic

An easy-to-understand guide to shareholder rights and voting rights for beginner investors



📅 2025/11/04 火 **インフォグラフィック**  
 株主になると得られる権利は配当金だけじゃない！  
**「株主」になることで得られる権利は？**



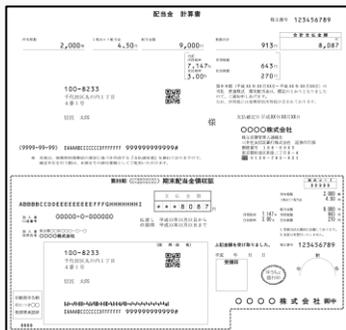
📅 2025/11/05 水 **インフォグラフィック**  
 「議決権」とは、何が出来る権利なのか確認してこう！  
**株主が行使できる「議決権」ってなに？**

# (Ref.) Methods of Receiving Dividends for Listed Shares

- There are four types of methods for receiving dividends from listed shares, etc.
- The dividend receipt method involves a high social cost compared to the transfer method, as it requires face-to-face procedures each time a dividend payment is made, and it also requires management of unpaid dividends for listed companies.

#	Method of receiving	Outline
1	Method of allocation in proportion to the number of shares held	<ul style="list-style-type: none"> <li>• A method of receiving dividends for all stocks held through a securities company with which one has a business relationship, depending on the balance of the account at said securities company.</li> <li>• This method must be selected to receive tax exemption for dividends on instruments such as listed shares held in a NISA account.</li> </ul>
2	Registered dividend-receiving account method	<ul style="list-style-type: none"> <li>• A system in which one receives dividends for all the stocks held in a single bank account that has been specified in advance.</li> </ul>
3	Individual stock designation method	<ul style="list-style-type: none"> <li>• A method of receiving dividends in a financial institution deposit account that has been specified in advance for each stock.</li> <li>• For stocks for which a financial institution deposit account has not been specified, the dividend receipt method is applied.</li> </ul>
4	Dividend receipt method	<ul style="list-style-type: none"> <li>• A method of receiving dividends in cash by taking the dividend receipt sent by the company to a post office or designated financial institution and presenting it at the counter.</li> </ul>

## Positioning and issues of dividend receipts



- Under the Companies Act, the payment of dividends is a debt owed by the company (an obligation that the debtor must fulfill by bringing them to the creditor's address) (Companies Act, Article 457)
- Since the mailing of dividend receipts is interpreted as fulfilling performance obligations, if a shareholder does not specify an account to receive dividends, it is customary to mail them.
- There are a certain number of shareholders who do not accept their dividends, and in such cases, the company needs to record them as unpaid dividends. As there are also costs such as for printing and mailing, this is the most expensive method of paying dividends.
- It would be preferable to reduce the number of shares by utilizing the method of allocation in proportion to the number of shares held, but as long as even one share remains, the printing costs will remain.

# Study Group on Small-Size Investment Units Report (Summary)

Reposted material  
from April 2025

- ❑ Tokyo Stock Exchange (TSE) has been working to reduce investment units (minimum investment amounts) for some time now. In recent years, many listed companies have carried out share splits.
- ❑ Meanwhile, the new NISA has been launched, and it is becoming more important to promote asset building among, and expansion of the base of, investors, which includes the working generation. Compared to overseas, investment units remain high, and there are expectations for further efforts to create an environment that is easier to invest in.
- ❑ Based on this, the study group has compiled information under the categories “1. Significance of reducing investment units”, “2. Issues associated with promoting reductions”, and “3. TSE’s action plan”.

## 1. Significance of reducing investment units

### Investors

- It will become easier for a diverse range of investors to invest in individual stocks, and by supporting companies they identify with, they will be able to contribute to the growth of listed companies and, in turn, the development of the Japanese economy.
- In the promotion of Japan as a leading asset management center, reducing the investment unit will make it possible to offer a diverse range of funds to investors, even for small amounts.
- By having a diverse range of investors participate in the market, it will be possible to curb excessive price fluctuations and improve liquidity.

### Listed companies

- Acquiring individual shareholders who sympathize with the company and support its growth
- Diversifying the shareholder structure by increasing the number of individual shareholders
- Curbing excessive price fluctuations and improving liquidity (an important factor for institutional investors when selecting investment targets)

- The investment unit level is related to the **capital policy (shareholder structure)** of a listed company, and is also important from the perspective of how to deal with the market and increase corporate value.
- **It is important that each company voluntarily considers the investment unit level and measures for reducing them by taking into account the level sought by retail investors\* after considering its ideal medium- to long-term capital policy.** (\*According to the results of the questionnaire presented at this study group, the investment unit level currently sought by retail investors is around JPY 100,000)

## 2. Issues associated with promoting reductions

- Categories of issues that have been pointed out in relation to promoting reduced investment units, such as the increased burden on listed companies due to the increase in the number of shareholders

1. Digitalization of documents provided to shareholders	<ul style="list-style-type: none"> <li>• The increased burden of printing and mailing documents for shareholders due to an increase in the number of shareholders is a hurdle to share splits.</li> <li>• Even under the current system, there is still a lot of scope for reducing the burden through digitalization (listed companies that have actually promoted digitalization have seen cost-cutting effects, and there have been no particular problems with communication with shareholders).</li> <li>• To promote further digitalization, it is necessary to publicize the efforts of each company and to collaborate with related organizations.</li> </ul>
2. Retail shareholders exercising their voting rights	<ul style="list-style-type: none"> <li>• The ratio of shareholders exercising their voting rights is only around 40%, so promoting the exercise of voting rights is an issue.</li> <li>• A lack of understanding of the significance of exercising voting rights and the difficulty of understanding the materials are hurdles to retail shareholders exercising their voting rights.</li> <li>• To promote the exercise of voting rights, it is necessary to make retail investors aware of the significance of voting rights, as well as how to exercise them, and to further promote their exercise electronically.</li> </ul>
3. Administration of shareholders meetings	<ul style="list-style-type: none"> <li>• Concerns about the relaxation of the exercise requirements for shareholder proposals related to reducing investment units and the hurdles to using fully-virtual general shareholders meetings (such as the risk of resolutions being revoked in the event of communication failures)</li> <li>• It is important to collaborate with related organizations regarding the awareness of issues and the current state of affairs for listed companies.</li> </ul>

## 3. Action plan of TSE

- In order to promote the reduction of investment units towards the realization of Japan as a leading asset management center, it is important to take a multifaceted approach, such as encouraging listed companies to voluntarily consider the issue, encouraging retail investors to build relationships with companies that contribute to increasing corporate value, and reducing the burden on listed companies.
- Specifically, the following measures will be taken
  - Based on the level of investment units sought by retail investors (currently around JPY 100,000), we will encourage listed companies to consider the ideal level of investment units and the reduction of investment units.
  - In addition, we will disseminate various types of information based on the results of discussions at study sessions.
- We will continue to take comprehensive measures, including regular information dissemination and further enhancements, based on the results of questionnaires for retail investors (scheduled to be conducted on an ongoing basis), the progress of initiatives by listed companies, and feedback from market stakeholders.

### Information dissemination plan

For listed companies	For investors (retail or institutional)	Collaboration with related organizations
Disseminating information through various methods such as seminars to encourage voluntary efforts towards the reduction of investment units <ul style="list-style-type: none"> <li>✓ The significance and benefits of share splits</li> <li>✓ The level of investment units sought by retail investors</li> <li>✓ Examples of initiatives by listed companies and evaluations from investors</li> <li>✓ Initiatives such as reducing the burden of paperwork through digitalization</li> </ul>	Disseminating information, such as through seminars, to promote the exercise of voting rights by retail investors and to make known the initiatives of listed companies <ul style="list-style-type: none"> <li>✓ The significance and methods of exercising voting rights (Individuals)</li> <li>✓ Initiatives by listed companies regarding the reduction of investment units and digitalization of various documents</li> </ul>	Promoting initiatives to reduce the burden on listed companies <ul style="list-style-type: none"> <li>✓ Collaboration and study with related organizations to reduce items such as dividend-related documents</li> <li>✓ Collaboration with the Ministry of Justice regarding the status of shareholder proposals and the practicalities of managing general shareholders meetings</li> </ul>

### Investment unit level sought by retail investors (results of survey of retail investors)

