

NOMURA HOLDINGS INC
Form 6-K
July 27, 2007
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FORM 6-K

U.S. SECURITIES AND EXCHANGE COMMISSION

Washington, D.C. 20549

Report of Foreign Private Issuer

Pursuant to Rule 13a-16 or 15d-16 of
the Securities Exchange Act of 1934

Commission File Number: 1-15270

Supplement for the month of July 2007.

NOMURA HOLDINGS, INC.

(Translation of registrant's name into English)

9-1, Nihonbashi 1-chome

Chuo-ku, Tokyo 103-8645

Japan

(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F Form 40-F

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

Indicate by check mark whether by furnishing the information contained in this Form, the registrant is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

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Yes _____ No X

If Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b): 82_____ .

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Information furnished on this form:

EXHIBIT

Exhibit Number

1. Consolidated Results of Operations (US GAAP), First quarter, year ending March 2008

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

NOMURA HOLDINGS, INC.

Date: July 27, 2007

By: /s/ Toshio Hirota
Toshio Hirota

Executive Managing Director

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Consolidated Results of Operations
(US GAAP)
First quarter, year ending March 2008
Nomura Holdings, Inc.
July 2007

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read
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the
context
of
the
offering
materials

pursuant
to
which
any
securities
may
be
offered
or
sold
in
the

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6.
The consolidated financial information in this document is unaudited.

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4
First
quarter
ROE
(annualized)
of
13.7%
Commissions for distribution of investment trusts*
of
39.6 billion
yen,
a
record
high

since
quarterly
reporting
under US GAAP started
Global Merchant Banking exited investments in Europe
and Japan
*Nomura Securities
First Quarter Results Key Points

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First Quarter Financial Highlights
Net Revenue
Net Income/ROE (Annualized)
Income before Income Taxes
Appendix

Consolidated Income (Quarterly): P17

Adjustment of Consolidated Results and
Segment Results: Income before Income
Taxes (Quarterly): P19

*Annualized

(billions of yen)

Net

revenue

for

the

first

quarter

was

380.7

billion

yen

(+22.3%

QoQ,

+84.9%

YoY).

Income

before

income

taxes

was

142.8 billion

yen

(+71.8%

QoQ,

+4.3 times

YoY).

Net

income

was

76.7

billion

yen

(+2.3 times

QoQ,

+3.8 times

YoY).

ROE*

for

the

first quarter was 13.7%.

Net Income (lhs)

ROE (annualized, rhs)

(billions of yen)

(billions of yen)

FY2008.3

1Q

2Q

3Q

4Q

1Q

FY2007.3

FY2008.3

1Q

2Q

3Q

4Q

1Q

FY2007.3

FY2008.3

1Q

2Q

3Q

4Q

1Q

FY2007.3

Income before income taxes

Business Segment results

Effects of consolidation / deconsolidation of certain private
equity investee companies

Unrealized gain (loss) on investments in equity securities held
for operating purposes

20.1

43.5

79.1

33.1

76.7

13.7%

6.0%

14.6%

3.9%

8.3%

0

20

40

60

80

100

120

0%

5%

10%

15%

20%

25%
-20.6
-13.1
0.3
97.7
81.2
147.9
143.9
54.4
-4.8
-2.6
-0.4
-19.8
1.6
1.3
83.2
73.1
33.4
142.8
132.1
0
50
100
150
200
209.8
255.7
308.7
283.6
352.7
16.8
0.1
27.4
27.4
30.7
0.3
-13.1
-4.8
-20.6
-2.6
322.9
311.3
380.7
251.0
205.9
0
100
200
300
400

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6
657.8
266.0
0
100
200
300
400
500
600

700
RMBS Business
Total Position
Subprime
Mar. 31
657.8
210.2
Jun. 30
266.0
71.1
(billions of yen)
(billions of yen)
RMBS Business
2007.3 4Q
:
41.4
2008.3 1Q
:
31.2
(billions of yen)
Securitized over
300 billion yen
in first quarter
Securitized over
40 billion yen
in July
Losses in RMBS Business
Breakdown
Position
Mar. 31, 07
Jun. 30, 07

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First Quarter Business Segment Highlights
Net Revenue
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Global Investment Banking :P10

Global Merchant Banking :P11

Asset Management :P12

Segment Other
:P13

Adjustment of Consolidated
Results and Segment Results:

Income before Income Taxes
(Quarterly):P19

Income before Income Taxes

Other

Asset Management

Global Merchant Banking

Global Investment Banking

Global Markets

Domestic Retail

Net revenue from all business segments for the first quarter of 352.7 billion yen (+24.4% QoQ, +68.1% YoY), and income before income taxes of 147.9 billion yen (+82.0% QoQ, +2.7 times YoY).

(billions of yen)

(billions of yen)

FY2008.3

1Q

2Q

3Q

4Q

1Q

FY2007.3

FY2008.3

1Q

2Q

3Q

4Q

1Q

FY2007.3

105.6

94.5

115.9

124.1

121.8

68.9

48.5

78.1

94.6

108.9

24.1

26.6
36.7
9.2
24.1
26.4
29.7
18.8
-0.9
43.4
12.1
44.5
24.5
23.9
17.6
14.6
-13.3
56.8
15.2
15.4
308.7
283.6
209.8
255.7
352.7
0
100
200
300
400
42.5
28.2
46.9
43.3
50.6
24.1
23.9
26.0
10.9
11.6
20.7
6.7
8.0
12.2
43.1
14.3
-3.6
5.6
16.3
41.5
9.8

40.1
-5.2
12.2
11.1
5.2
-1.8
4.3
-23.0
-0.5
147.9
54.4
97.7
81.2
143.9
0
50
100
150
200

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Domestic Retail
Net Revenue and Income before Income Taxes
Appendix:

Retail stock brokerage

commissions, commissions for
distribution of investment trusts,
domestic distribution volume of
investment trusts, retail foreign
currency bond sales,
etc: P22

Domestic Client Assets: P23

Domestic Client Assets Net
Asset Inflow: P24

Number of Accounts: P25

First Quarter
Achievements:P30
* From end of prior quarter
**Nomura Securities (P22)

Net
revenue
of
121.8
billion
yen
(-1.8%
QoQ,
+15.4%
YoY),
income
before
income
taxes
of
50.6
billion
yen
(+16.8% QoQ,
+18.8%
YoY).
Domestic
Client
Assets
increased
by
3.1
trillion
yen*
to
88.3
trillion

yen.
Number
of
accounts
with
an
outstanding
balance
increased
by
49 thousand*
to
over 4 million
accounts.
Commissions
for
distribution
of
investment
trusts**
grew
1.4%
QoQ
to
39.6
billion
yen
on
continued
strong
sales
of
investment
trusts.
Stock
brokerage
commissions
declined
23.3%
QoQ
to
22.2
billion
yen.
(billions of yen)
(billions of yen)
Number of accounts and Domestic Client Assets expanding firmly
Full Year
Quarter
FY2008.3

| | |
|--|--|
| 1Q | |
| 2Q | |
| 3Q | |
| 4Q | |
| 1Q | |
| Commissions | |
| 104.1 | |
| 155.2 | |
| 174.0 | |
| 269.4 | |
| 251.4 | |
| 63.0 | |
| 50.8 | |
| 63.6 | |
| 73.9 | |
| 68.4 | |
| -7.5% | |
| 8.6% | |
| Sales credit | |
| 95.7 | |
| 97.8 | |
| 73.7 | |
| 109.0 | |
| 96.8 | |
| 23.8 | |
| 20.1 | |
| 26.7 | |
| 26.2 | |
| 33.2 | |
| 26.9% | |
| 39.3% | |
| Fees from investment banking | |
| 15.0 | |
| 26.1 | |
| 24.5 | |
| 26.4 | |
| 24.0 | |
| 3.5 | |
| 6.5 | |
| 8.9 | |
| 5.1 | |
| 3.4 | |
| -33.5% | |
| -1.2% | |
| Investment trust administration fees and other | |
| 32.0 | |
| 21.8 | |
| 26.1 | |
| 34.4 | |
| 47.5 | |

10.6
11.3
12.1
13.4
14.7
9.6%
38.0%
Net interest revenue
2.4
4.9
6.1
7.4
20.4
4.7
5.7
4.5
5.5
2.2
-60.5%
-54.1%
Net revenue
249.3
305.8
304.4
446.5
440.1
105.6
94.5
115.9
124.1
121.8
-1.8%
15.4%
Non-interest expenses
213.6
226.2
223.2
249.3
279.3
63.1
66.3
69.0
80.8
71.3
-11.8%
13.0%
Income before income taxes
35.7
79.5
81.2

| | |
|-------------------------|--|
| 197.2 | |
| 160.9 | |
| 42.5 | |
| 28.2 | |
| 46.9 | |
| 43.3 | |
| 50.6 | |
| 16.8% | |
| 18.8% | |
| FY2005.3 | |
| FY2006.3 | |
| FY2003.3 | |
| FY2004.3 | |
| FY2007.3 | |
| YoY | |
| QoQ | |
| FY2007.3 | |
| 46.9 | |
| 43.3 | |
| 50.6 | |
| 28.2 | |
| 42.5 | |
| 121.8 | |
| 105.6 | |
| 94.5 | |
| 115.9 | |
| 124.1 | |
| 0 | |
| 50 | |
| 100 | |
| 150 | |
| 249.3 | |
| 305.8 | |
| 304.4 | |
| 35.7 | |
| 79.5 | |
| 81.2 | |
| 197.2 | |
| 160.9 | |
| 0 | |
| 100 | |
| 200 | |
| 300 | |
| 400 | |
| 500 | |
| Net interest revenue | |
| Investment trust | |
| administration fees and | |
| other | |
| Fees from investment | |

banking
Sales credit
Commissions
Income before income
taxes
446.5
440.1

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Global Markets
Appendix

First Quarter
Achievements: P30

Market Share Data: P32

Value at Risk : P33

Net Revenue and Income before Income Taxes

Notes 1: In April 2004, Fixed Income, Equity and certain functions of Investment Banking were consolidated to create Global

2: Figures up to FY2004.3 are the total of Fixed Income and Equity and differ slightly in composition.

Net
revenue
of
108.9
billion
yen
(+15.1%
QoQ,
+58.1%
YoY),
income
before
income
taxes
of
26.0
billion
yen
(+8.8% QoQ,
+81.8%
YoY).
Fixed
Income
net
revenue
increased
94.8%
QoQ
to
42.4
billion
yen
as
order
flow
for
interest
rate
and
currency-linked
structured
bonds
reached
a
record
high,

more than offsetting the impact of the deterioration in the US RMBS market.

Equity

net

revenue

declined

7.0%

QoQ

to

61.9

billion

yen

due

mainly

to

a

drop

MPO

trading

revenue.

(billions of yen)

(billions of yen)

Order flow for interest rate and currency-linked structured bonds at record high

Full Year

Quarter

58.8

93.6

120.8

60.2

157.7

290.0

236.0

284.1

243.1

371.1

0

50

100

150

200

250

300

350

400

Other

Equity

Fixed Income

Income before

income taxes

14.3

-3.6

24.1
23.9
26.0
68.9
48.5
78.1
94.6
108.9
0
20
40
60
80
100
120
140
160
FY2008.3
1Q
2Q
3Q
4Q
1Q
Fixed Income
154.0
174.0
119.8
173.8
123.1
30.8
18.7
51.8
21.8
42.4
94.8%
37.9%
Equity
82.0
110.2
90.2
168.5
147.9
34.0
24.0
23.3
66.6
61.9
-7.0%
82.1%
Other

0.0
0.0
33.1
28.8
19.1
4.1
5.7
3.0
6.2
4.6
-26.7%
10.5%
Net revenue
236.0
284.1
243.1
371.1
290.0
68.9
48.5
78.1
94.6
108.9
15.1%
58.1%
Non-interest expenses
142.4
163.3
182.9
213.4
231.2
54.6
52.1
53.9
70.6
82.9
17.3%
51.8%
Income before income taxes
93.6
120.8
60.2
157.7
58.8
14.3
-3.6
24.1
23.9
26.0
8.8%

81.8%

YoY

QoQ

FY2005.3

FY2006.3

FY2007.3

FY2007.3

FY2003.3

FY2004.3

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10
Global Investment Banking
Appendix

First Quarter
Achievements: P30

League Tables: P31

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Market Share Data:

P32

Net Revenue and Income before Income Taxes

Note: In April 2004, Fixed Income, Equity and certain functions of Investment Banking were consolidated to create Global Markets

*

First

half

of

CY2007

(Japan
related),

Thomson
Financial

Net

revenue

of

36.7

billion

yen

(+38.1%

QoQ,

+95.3%

YoY),

income

before

income

taxes

of

20.7

billion

yen

(+78.2%

QoQ,

+3.7 times

YoY).

In

equity

financing,

we

acted

as

lead

manager

for

such

large

deals

as

a

public
offering
by
Daikin
Industries
and
a
secondary
offering
by
Japan
Petroleum
Exploration.
In
M&A,
we
acted
as
financial
advisor
on
All
Nippon
Airways
sale
of
its
hotel
business
and
the
business
restructuring
of
Jupiter
TV
by
Sumitomo
Corporation.
Internationally,
we
acted
as
global
coordinator
on
the
IPO
of
PIK

Group,
a
major
Russian
residential
property
developer,
and
we
advised
Vedanta
Resources
of
the
UK on
its
acquisition
of
an Indian
iron ore company
from
Mitsui
&
Co.
(billions of yen)
(billions of yen)
Topped M&A advisory and Equity and Equity-related league tables*
Full Year
Quarter
FY2008.3
1Q
2Q
3Q
4Q
1Q
Net revenue
69.1
70.9
75.4
99.7
99.2
18.8
29.7
24.1
26.6
36.7
38.1%
95.3%
Non-interest expenses
56.4

53.7
46.2
48.1
54.8
13.2
13.4
13.2
15.0
16.0
6.9%
20.9%
Income before income taxes
12.8
17.2
29.2
51.5
44.4
5.6
16.3
10.9
11.6
20.7
78.2%
272.2%
YoY
QoQ
FY2005.3
FY2006.3
FY2007.3
FY2007.3
FY2003.3
FY2004.3
99.2
99.7
75.4
70.9
69.1
44.4
51.5
29.2
17.2
12.8
0
20
40
60
80
100
120
Net revenue

Income before
income taxes

36.7
26.6
24.1
29.7
18.8
20.7
11.6
10.9
16.3
5.6
0
10
20
30
40

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11
Global Merchant Banking
Appendix

Effect of consolidation /
deconsolidation of certain
PE investee companies
(Non-interest Expenses) :

P21

Business exposure: P26

Net
revenue
of
43.4
billion
yen,
income
before
income
taxes
of
40.1
billion
yen
Sale
of
Deutsche
Annington,
an
investee
company
of
Terra
Firma
in
Europe,
and
Wanbishi
Archives,
a
Nomura
Principal
Finance
investee
company.
(billions of yen)
(billions of yen)
Net Revenue and Income before Income Taxes
Exited investments in Europe and Japan
FY2008.3
1Q
2Q
3Q
4Q
1Q
Net revenue
-6.6

10.7
7.3
68.2
65.0
12.1
44.5
9.2
-0.9
43.4
-
258.1%
Non-interest expenses
8.6
10.2
10.4
12.8
12.2
2.3
3.1
2.6
4.2
3.3
-21.5%
42.1%
Income before income taxes
-15.3
0.5
-3.0
55.4
52.8
9.8
41.5
6.7
-5.2
40.1
-
309.3%
FY2005.3
FY2006.3
FY2007.3
FY2007.3
FY2003.3
FY2004.3
QoQ
YoY
65.0
-6.6
10.7
7.3
68.2

52.8
0.5
-15.3
-3.0
55.4
0
20
40
60
80
Net revenue
Income before
income taxes
12.1
44.5
9.2
-0.9
43.4
40.1
6.7
41.5
9.8
-5.2
0
15
30
45
60
Full Year
Quarter

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12
Asset Management
Appendix

Assets Under
Management: P27,28

Asset Management

Related Data: P29

Net Revenue and Income before Income Taxes

Note: In January 2006, certain functions of Other business were integrated into Asset Management. Certain reclassifications of the current presentation.

*From the end of previous quarter

Net revenue

of

26.4

billion

yen

(+9.7%

QoQ,

+49.7%

YoY),

income

before

income

taxes

of

12.2

billion

yen

(+52.4%

QoQ,

+2.3

times

YoY).

Total

assets

under

management

increased

by

3.6

trillion

yen*

to

30.6

trillion

yen.

Net assets

in

funds

for

bank

customers

up

260

billion

yen*

to
2.2
trillion
yen,
while
net
assets
in
funds
distributed
through
Japan
Post
rose
112
billion
yen* to
537.1 billion yen.
Launched
Nomura
Asset
Design
Fund,
a
target
year
fund
for
distribution
through
Japan
Post,
and
Nomura
Global
Contrarian
Fund
and
Nomura
RAFI
®
Japan
Equity Fund for distribution through Nomura Securities.
(billions of yen)
(billions of yen)
Record level of assets under management
Full Year
Quarter
FY2008.3
1Q

2Q
3Q
4Q
1Q
Net revenue
40.4
40.3
49.0
65.8
90.1
17.6
23.9
24.5
24.1
26.4
9.7%
49.7%
Non-interest expenses
36.3
39.8
39.0
45.2
53.6
12.4
12.8
12.4
16.1
14.2
-11.6%
14.5%
Income before income taxes
4.0
0.5
10.0
20.6
36.5
5.2
11.1
12.2
8.0
12.2
52.4%
133.6%
FY2007.3
FY2005.3
FY2006.3
FY2003.3
FY2004.3
YoY
QoQ

FY2007.3

90.1

65.8

49.0

40.3

40.4

36.5

20.6

4.0

0.5

10.0

0

20

40

60

80

100

Net revenue

Income before

income taxes

17.6

23.9

24.5

24.1

26.4

5.2

11.1

12.2

8.0

12.2

0

5

10

15

20

25

30

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13
Segment Other
Other
income
before
income
taxes
of

minus

1.8

billion yen

Results for Fortress

Investment

Group,

the

US

alternative

asset

manager

in

which

we

announced

an

investment

in

December

2006

and

was

listed

on

the

New York

Stock Exchange in February 2007, have been included from the first quarter under the equity method according to US GAAP.

(billions of yen)

(billions of yen)

Income before Income Taxes

*Businesses not included in the five business divisions (Joinvest Securities, Nomura Trust & Banking, etc.) are included in Other

loss on investment of affiliates.

Quarter

FY2008.3

1Q

2Q

3Q

4Q

1Q

Net gain/loss on trading related to

economic hedging transactions

-6.2

-12.8

-9.7

-64.8

-38.4

-11.4

-14.0

-11.9

-1.1

-14.4

-

-

Realized
Loss/gain
on
investment
in
equity

1.7

1.2

6.9

8.4

18.1

0.1

4.8

13.0

0.3

2.1

657.9%

1,405.0%

Equity

in

losses/earnings

of

affiliates

-3.8

8.5

7.3

27.8

53.2

3.3

6.1

39.0

4.7

5.1

7.7%

54.3%

Corporate items

-9.4

-10.7

4.5

-7.4

-11.1

-7.2

3.7

-5.9

-1.8

-9.7

-

-
Others*
-23.9
20.7
1.0
5.4
2.1
-7.9
3.7
8.9
-2.6
15.1
-
-
Income before income taxes
-41.6
7.0
10.1
-30.5
23.9
-23.0
4.3
43.1
-0.5
-1.8
-
-
FY2003.3
FY2004.3
FY2005.3
FY2006.3
FY2007.3
QoQ
YoY
FY2007.3
-1.8
-0.5
43.1
-23.0
4.3
-60
-40
-20
0
20
40
60
23.9
-30.5
-41.6

7.0
10.1
-60
-40
-20
0
20
40
60

Approximately 34 billion yen
related to IPO of Nomura
Real Estate Holdings
Full Year
securities
held
for
operating
purposes

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14
Non-interest Expenses (Business Segment Total)
Note:
All
non-interest
expense

figures
shown
on
this
slide
exclude
the
effects
of
consolidation/deconsolidation of certain private equity investee companies.

See
P21
for
more
details.
Compensation and Benefits
Appendix

Effect of Consolidation /
Deconsolidation of Certain PE
Investee Companies (Non-
interest Expenses): P21

Number of Employees: P34

Non-interest expenses
(business
segment
total)

of
204.9
billion
yen
(+1.2%
QoQ,
+31.9% YoY)

As
the
investment
in
Instinet
was
conducted
on
February
1,
2007,
the
prior
quarter
includes

only
two
months
of
expenses
related
to
Instinet.

As
such,
commissions
and
floor
brokerage
for
the
first
quarter
increased

25.4%

QoQ

to

22.7

billion

yen.

(billions of yen)

(billions of yen)

FY2008.3

1Q

2Q

3Q

4Q

1Q

Compensation and benefits

264.7

311.3

331.0

79.5

75.2

82.8

93.5

100.7

7.6%

26.7%

Commissions and floor brokerage

22.1

31.4

49.8

9.8

10.1

11.8
18.1
22.7
25.4%
131.0%
Information processing and communications
80.9
89.1
109.5
23.0
27.3
27.2
32.0
29.2
-8.7%
26.9%
Occupancy and related depreciation
50.8
50.8
57.4
13.4
12.9
13.5
17.6
15.9
-9.4%
18.7%
Business development expenses
26.2
30.6
35.3
7.2
9.2
8.4
10.4
8.8
-15.5%
21.9%
Other
76.6
94.7
97.5
22.4
23.3
21.1
30.8
27.6
-10.2%
23.2%
Total

521.4
607.8
680.5
155.3
158.0
164.8
202.3
204.9
1.2%
31.9%
YoY
QoQ
FY2005.3
FY2006.3
FY2007.3
FY2007.3
521.4
680.5
607.8
0
200
400
600
800
Other
Business development
expenses
Occupancy and related
depreciation
Information processing
and communications
Commissions and floor
brokerage
Compensation and
benefits
202.3
164.8
158.0
155.3
204.9
0
50
100
150
200
250
Full Year
Quarter
FY2008.3
1Q

| | |
|--|--|
| 2Q | |
| 3Q | |
| 4Q | |
| 1Q | |
| FY2005.3 | |
| FY2006.3 | |
| FY2007.3 | |
| FY2007.3 | |
| 113.6 | |
| 150.5 | |
| 157.6 | |
| 160.7 | |
| 151.1 | |
| 173.4 | |
| 311.3 | |
| 331.0 | |
| 264.7 | |
| 0 | |
| 50 | |
| 100 | |
| 150 | |
| 200 | |
| 250 | |
| 300 | |
| 350 | |
| (billions of yen) | |
| 37.7 | |
| 33.4 | |
| 40.9 | |
| 45.6 | |
| 52.8 | |
| 41.7 | |
| 41.9 | |
| 41.9 | |
| 47.9 | |
| 47.9 | |
| 93.5 | |
| 82.8 | |
| 75.2 | |
| 79.5 | |
| 100.7 | |
| Fixed-type compensation and benefits | |
| Variable-type compensation and benefits | |

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| |
|---|
| 16 |
| Net Income and ROE (billions of yen) |
| Full Year |
| FY2008.3 |
| 1Q |
| Net income (lhs) |
| 119.9 |
| 172.3 |
| 94.7 |

304.3
 175.8
 76.7
 ROE (rhs)
 7.4%
 10.1%
 5.2%
 15.5%
 8.3%
 13.7%

*

Net income per basic share (yen)

61.3
 88.8
 48.8
 159.0
 92.2
 40.2

Shareholders' equity per share (yen)

846.4
 919.7
 962.5
 1,083.2
 1,146.2
 1,197.0

* Annualized

FY2007.3
 FY2006.3
 FY2005.3
 FY2003.3
 FY2004.3

76.7
 0%
 5%
 10%
 15%
 20%

119.9
 172.3
 94.7
 304.3
 175.8
 15.5%
 10.1%
 8.3%
 5.2%
 7.4%

0
 100
 200

300
400
Net income (lhs)
ROE (rhs)
13.7%
Quarter

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17
Consolidated Income (Quarterly)
(billions of yen)
FY2008.3
1Q
2Q
3Q
4Q
1Q
Commissions
79.6

66.1
84.2
107.6
113.0
5.0%
41.9%
Fees from investment banking
14.4
26.9
32.3
25.7
29.9
16.3%
108.3%
Asset management and portfolio service fees
29.7
35.5
36.7
44.0
47.3
7.4%
59.1%
Net gain on trading
55.8
47.5
89.2
97.5
99.7
2.2%
78.7%
Gain (loss) on private equity investments
9.8
27.5
10.2
0.1
45.8
64,433.8%
368.3%
Interest and dividends
207.9
232.3
262.9
278.2
294.7
5.9%
41.8%
Gain (loss) on investments in equity securities
-20.5
-0.0
-0.2

0.6
-0.5
-
-
Private equity entities product sales
21.0
21.7
28.8
28.6
36.5
27.4%
73.8%
Other
4.2
11.7
45.4
6.1
16.4
167.0%
292.5%
401.7
469.2
589.5
588.6
682.7
16.0%
69.9%
195.8
218.2
266.6
277.3
302.0
8.9%
54.2%
205.9
251.0
322.9
311.3
380.7
22.3%
84.9%
172.5
177.9
190.8
228.1
237.9
4.3%
37.9%
33.4
73.1

132.1
83.2
142.8
71.8%
327.6%
20.1
43.5
79.1
33.1
76.7
131.9%
281.1%
QoQ
YoY
Revenue
Total revenue
Interest expense
FY2007.3
Net revenue
Non-interest expenses
Income before income taxes
Net income

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18
Main Revenue Items (Quarterly)
(billions of yen)
*Includes net interest revenue
Commissions
Fees from
Investment
Banking
Asset
Management

and Portfolio
 Service Fees
 Net Gain on
 Trading*

FY2008.3

1Q

2Q

3Q

4Q

1Q

Stock brokerage commissions (Domestic Retail)

28.0

18.8

22.6

28.9

22.2

-23.3%

-20.8%

Stock brokerage commissions (Other)

13.8

11.8

17.4

30.2

40.3

33.5%

191.3%

Other brokerage commissions

2.7

1.9

1.9

0.2

1.7

820.9%

-36.9%

Commissions for distribution of investment trusts

25.8

23.1

33.0

38.5

39.2

1.7%

51.5%

Other

9.2

10.3

9.3

9.8

9.6

-2.3%

4.8%

Total
79.6
66.1
84.2
107.6
113.0
5.0%
41.9%
Equity underwriting and distribution
6.3
16.2
19.4
14.7
7.8
-47.1%
24.3%
Bond underwriting and distribution
2.9
4.2
6.7
1.5
2.6
73.4%
-8.8%
M&A/Financial advisory fees
5.2
6.4
6.1
9.1
18.2
100.3%
251.2%
Other
0.0
0.2
0.1
0.4
1.3
247.3%
5,827.0%
Total
14.4
26.9
32.3
25.7
29.9
16.3%
108.3%
Asset management fees
21.7

23.9
28.4
32.2
38.7
20.2%
78.7%
Administration fees
4.5
7.8
4.4
7.2
4.2
-42.5%
-7.5%
3.6
3.7
3.9
4.6
4.4
-3.5%
24.1%
Total
29.7
35.5
36.7
44.0
47.3
7.4%
59.1%
Bonds and other
26.7
34.4
60.0
33.7
47.8
41.7%
79.2%
Equity
31.7
12.7
28.9
64.3
51.7
-19.6%
63.0%
Merchant banking
-2.6
0.4
0.2
-0.5

0.2
-
-
Net interest revenue
12.1
14.1
-3.7
0.9
-7.3
-
-
Total
67.8
61.6
85.5
98.4
92.4
-6.1%
36.2%
YoY
QoQ
FY2007.3
Custodial fees

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19
Adjustment of Consolidated Results and Segment Results:
Income before Income Taxes (Quarterly)
(billions of yen)
FY2008.3
1Q
2Q
3Q
4Q

1Q
42.5
28.2
46.9
43.3
50.6
16.8%
18.8%
14.3
-3.6
24.1
23.9
26.0
8.8%
81.8%
5.6
16.3
10.9
11.6
20.7
78.2%
272.2%
9.8
41.5
6.7
-5.2
40.1
-
309.3%
5.2
11.1
12.2
8.0
12.2
52.4%
133.6%
77.5
93.4
100.8
81.7
149.6
83.1%
93.2%
-23.0
4.3
43.1
-0.5
-1.8
-
-

54.4
97.7
143.9
81.2
147.9
82.0%
171.6%
-20.6
-4.8
-13.1
0.3
-2.6
-
-
-0.4
-19.8
1.3
1.6
-2.4
-
-
33.4
73.1
132.1
83.2
142.8
71.8%
327.6%
5 Business Segment Total
Other
Segment Total
Total
QoQ
YoY
FY2007.3
Asset Management
Domestic Retail
Global Markets
Global Investment Banking
Global Merchant Banking
Unrealized gain (loss) on investments in equity
securities held for operating purposes
Effects of consolidation/deconsolidation of
certain
private
equity
investee
companies

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| |
|----------------------------|
| 20 |
| Consolidated Balance Sheet |
| (billions of yen) |
| Mar. 31, 2007 |
| Jun. 30, 2007 |
| Mar. 31, 2007 |
| Jun. 30, 2007 |
| Cash and cash deposits |
| 1,054 |
| 1,081 |
| Short-term borrowings |
| 1,094 |
| 1,371 |

| | |
|--|--|
| Payables and deposits | |
| 1,346 | |
| 1,383 | |
| Loans and receivables | |
| 1,618 | |
| 2,069 | |
| Collateralized financing | |
| 20,599 | |
| 18,798 | |
| Trading liabilities | |
| 4,800 | |
| 6,985 | |
| Collateralized agreements | |
| 17,838 | |
| 18,948 | |
| Other liabilities | |
| 846 | |
| 1,190 | |
| Long-term borrowings | |
| 5,003 | |
| 5,356 | |
| 13,178 | |
| 12,679 | |
| Total liabilities | |
| 33,687 | |
| 35,084 | |
| Other assets | |
| 2,185 | |
| 2,591 | |
| Shareholders' equity | |
| Total shareholders' equity | |
| 2,186 | |
| 2,284 | |
| Total assets | |
| 35,873 | |
| 37,368 | |
| Total liabilities and shareholders' equity | |
| 35,873 | |
| 37,368 | |
| Assets | |
| Liabilities | |
| Trading assets and private equity | |
| investments | |

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21
Effect of Consolidation/Deconsolidation of Certain Private
Equity Investee Companies (Non-interest Expenses)
(billions of yen)
Note: In accordance
with
SFAS
No.
144

Accounting
for
the
Impairment
or
Disposal
of
Long-Lived
Assets,
net
revenue
and
non-interest
expenses
from
operations
that
were
treated
as
discontinued during
the
fiscal
year
ended
March
31,
2006,
are
separately
reported
as
income
from
discontinued
operations.
Full Year
Quarter
FY2008.3
1Q
2Q
3Q
4Q
1Q
Compensation and benefits
275.0
325.4
345.9
82.8
79.1

| |
|---|
| 86.7 |
| 97.4 |
| 105.6 |
| Fixed-type compensation and benefits |
| 159.6 |
| 170.4 |
| 182.8 |
| 43.8 |
| 44.3 |
| 44.3 |
| 50.4 |
| 50.8 |
| Segment total |
| 151.1 |
| 160.7 |
| 173.4 |
| 41.7 |
| 41.9 |
| 41.9 |
| 47.9 |
| 47.9 |
| Private equity investee companies |
| 8.5 |
| 9.7 |
| 9.4 |
| 2.1 |
| 2.4 |
| 2.4 |
| 2.5 |
| 2.9 |
| Variable-type compensation and benefits |
| 115.4 |
| 155.0 |
| 163.1 |
| 39.0 |
| 34.8 |
| 42.4 |
| 47.0 |
| 54.8 |
| Segment total |
| 113.6 |
| 150.5 |
| 157.6 |
| 37.7 |
| 33.4 |
| 40.9 |
| 45.6 |

| | |
|---|--|
| 52.8 | |
| Private | |
| equity | |
| investee | |
| companies | |
| 1.8 | |
| 4.5 | |
| 5.5 | |
| 1.2 | |
| 1.4 | |
| 1.5 | |
| 1.4 | |
| 2.0 | |
| Commissions and floor brokerage | |
| 23.9 | |
| 32.9 | |
| 50.8 | |
| 10.3 | |
| 10.3 | |
| 12.0 | |
| 18.2 | |
| 23.0 | |
| Segment total | |
| 22.1 | |
| 31.4 | |
| 49.8 | |
| 9.8 | |
| 10.1 | |
| 11.8 | |
| 18.1 | |
| 22.7 | |
| Private | |
| equity | |
| investee | |
| companies | |
| 1.8 | |
| 1.5 | |
| 1.0 | |
| 0.4 | |
| 0.2 | |
| 0.2 | |
| 0.1 | |
| 0.3 | |
| Information processing and communications | |
| 81.4 | |
| 89.6 | |
| 110.0 | |
| 23.2 | |
| 27.4 | |
| 27.3 | |

32.1
29.3
Segment total
80.9
89.1
109.5
23.0
27.3
27.2
32.0
29.2
Private
equity
investee
companies
0.5
0.5
0.5
0.2
0.1
0.1
0.1
0.1
Occupancy and related depreciation
53.5
55.0
61.3
14.4
13.7
14.6
18.5
17.4
Segment total
50.8
50.8
57.4
13.4
12.9
13.5
17.6
15.9
Private
equity
investee
companies
2.7
4.3
3.9
1.0
0.9

| | |
|-----------------------------------|--|
| 1.1 | |
| 0.9 | |
| 1.5 | |
| Business development expenses | |
| 28.2 | |
| 32.8 | |
| 38.1 | |
| 7.8 | |
| 9.8 | |
| 9.2 | |
| 11.2 | |
| 9.6 | |
| Segment total | |
| 26.2 | |
| 30.6 | |
| 35.3 | |
| 7.2 | |
| 9.2 | |
| 8.4 | |
| 10.4 | |
| 8.8 | |
| Private equity investee companies | |
| 2.0 | |
| 2.2 | |
| 2.8 | |
| 0.6 | |
| 0.6 | |
| 0.8 | |
| 0.8 | |
| 0.8 | |
| Other | |
| 87.6 | |
| 115.4 | |
| 106.0 | |
| 22.7 | |
| 25.7 | |
| 23.6 | |
| 34.1 | |
| 30.1 | |
| Segment total | |
| 76.6 | |
| 94.7 | |
| 97.5 | |
| 22.4 | |
| 23.3 | |
| 21.1 | |
| 30.8 | |

| |
|--|
| 27.6 |
| Private equity investee companies |
| 11.0 |
| 20.8 |
| 8.5 |
| 0.3 |
| 2.4 |
| 2.5 |
| 3.4 |
| 2.4 |
| Private equity entities cost of goods sold |
| 44.7 |
| 48.8 |
| 57.2 |
| 11.4 |
| 11.8 |
| 17.4 |
| 16.6 |
| 22.9 |
| Total non-interest expenses |
| 594.4 |
| 700.1 |
| 769.3 |
| 172.5 |
| 177.9 |
| 190.8 |
| 228.1 |
| 237.9 |
| Segment total |
| 521.4 |
| 607.8 |
| 680.5 |
| 155.3 |
| 158.0 |
| 164.8 |
| 202.3 |
| 204.9 |
| Private equity investee companies |
| 73.0 |
| 92.2 |
| 88.9 |
| 17.2 |
| 19.9 |
| 26.0 |

25.8
33.0
FY2007.3
FY2005.3
FY2006.3
FY2007.3

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22
* Nomura Securities
Domestic Retail Related Data (1)
Full Year
Quarter
FY2008.3
1Q
2Q
3Q
4Q
1Q
Stock brokerage commissions (billions of yen)

| |
|--------------------------------------|
| 48.2 |
| 92.1 |
| 103.0 |
| 153.6 |
| 98.3 |
| 28.0 |
| 18.8 |
| 22.6 |
| 28.9 |
| 22.2 |
| 34.9 |
| 46.9 |
| 49.9 |
| 95.9 |
| 124.7 |
| 28.0 |
| 23.9 |
| 33.7 |
| 39.1 |
| Bond investment trusts commission |
| 16.9 |
| 11.1 |
| 6.4 |
| 3.5 |
| 2.3 |
| 0.6 |
| 0.7 |
| 0.5 |
| 0.4 |
| Stock investment trusts commission |
| 11.6 |
| 21.5 |
| 31.6 |
| 74.2 |
| 114.5 |
| 23.2 |
| 22.1 |
| 32.3 |
| 36.9 |
| Foreign investment trusts commission |
| 6.4 |
| 14.2 |
| 11.9 |
| 18.2 |
| 7.9 |
| 4.2 |
| 1.1 |
| 0.9 |
| 1.7 |
| 11.9 |

| |
|---|
| 13.7 |
| 14.2 |
| 20.5 |
| 21.4 |
| 5.0 |
| 4.7 |
| 5.6 |
| 6.2 |
| Bond investment trusts |
| 8.6 |
| 10.1 |
| 10.4 |
| 14.3 |
| 14.4 |
| 3.3 |
| 3.0 |
| 3.9 |
| 4.3 |
| Stock investment trusts |
| 1.3 |
| 1.6 |
| 2.3 |
| 4.5 |
| 6.0 |
| 1.3 |
| 1.4 |
| 1.6 |
| 1.6 |
| Foreign investment trusts |
| 2.1 |
| 2.1 |
| 1.4 |
| 1.7 |
| 1.0 |
| 0.3 |
| 0.2 |
| 0.2 |
| 0.3 |
| Other (billions of yen) |
| Outstanding value of annuity insurance policies (end of the period) |
| 166.6 |
| 261.6 |
| 446.4 |
| 683.3 |
| 990.4 |
| 791.0 |
| 861.1 |
| 927.3 |
| 990.4 |
| 1,063.4 |

Sales of JGBs

for individual investors (transaction base)

101.3

1,271.6

1,290.6

747.8

615.2

189.0

187.3

130.4

108.5

159.7

Retail foreign currency bond sales

2,284.7

1,990.0

1,154.4

1,119.2

677.1

166.4

195.9

184.5

130.2

129.9

FY2004.3

FY2007.3

FY2005.3

FY2003.3

FY2006.3

FY2007.3

39.6

0.3

37.3

1.9

6.3

4.3

1.7

0.3

Commissions for distribution of investment trusts* (billions of yen)

Domestic
distribution

volume

of

investment

trusts*

(trillions

of

yen)

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23

Domestic Retail Related Data (2)

* Domestic Client Assets = Total of client assets in custody in Domestic Retail (including regional financial institutions) and Financial Management Division

** Includes CBs and warrants

***Includes variable annuity insurance

Domestic Client Assets*

Mar. 31, 2003

Mar. 31, 2004

| | |
|-------------------------|--|
| Mar. 31, 2005 | |
| Mar. 31, 2006 | |
| Mar. 31, 2007 | |
| Jun. 30, 2007 | |
| Equities | |
| 17.1 | |
| 28.9 | |
| 33.5 | |
| 49.3 | |
| 48.5 | |
| 49.8 | |
| Foreign currency bonds | |
| 3.7 | |
| 4.0 | |
| 4.0 | |
| 3.6 | |
| 3.3 | |
| 3.1 | |
| Domestic bonds** | |
| 8.5 | |
| 10.0 | |
| 11.8 | |
| 13.1 | |
| 16.4 | |
| 16.9 | |
| Stock investment trusts | |
| 2.2 | |
| 3.0 | |
| 3.3 | |
| 5.3 | |
| 7.4 | |
| 8.5 | |
| Bond investment trusts | |
| 6.5 | |
| 5.5 | |
| 4.9 | |
| 4.5 | |
| 4.7 | |
| 5.0 | |
| Overseas mutual funds | |
| 1.1 | |
| 1.6 | |
| 1.9 | |
| 2.3 | |
| 2.0 | |
| 2.0 | |
| Other*** | |
| 1.6 | |
| 1.7 | |
| 1.9 | |

| | |
|--------------------------------|--|
| 2.3 | |
| 2.9 | |
| 3.0 | |
| Total | |
| 40.6 | |
| 54.8 | |
| 61.2 | |
| 80.5 | |
| 85.2 | |
| 88.3 | |
| 40.6 | |
| 54.8 | |
| 61.2 | |
| 80.5 | |
| 85.2 | |
| 88.3 | |
| 0 | |
| 20 | |
| 40 | |
| 60 | |
| 80 | |
| 100 | |
| Other*** | |
| Overseas mutual funds | |
| Bond investment trusts | |
| Stock investment trusts | |
| Domestic bonds** | |
| Foreign currency bonds | |
| Equities (trillions of yen) | |

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24

Domestic Retail Related Data (3)

*Domestic Client Assets excluding portion from regional financial institutions

Note: Net Asset Inflow = Asset Inflow - Asset Outflow

(billions of yen)

1,582

Domestic Client Assets Net Asset Inflow *

Full Year

Quarter

FY2008.3

1Q

FY2004.3
FY2005.3
FY2006.3
FY2007.3
FY2003.3
5,975
4,581
6,749
3,391
1,788
0
2,000
4,000
6,000
8,000

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25

Domestic Retail Related Data (4)

* Total of Domestic Retail and Financial Management Division

**IT share is total of cash stock transaction and kabushiki-mini-toshi (odd lot stock investment)

Number of Accounts*

/

IT Share**

Full Year

Quarter

(thousands of accounts)

Mar. 31, 2003

Mar. 31, 2004

Mar. 31, 2005

Mar. 31, 2006

Mar. 31, 2007

Jun. 30, 2007

Accounts with balance

3,418

3,460

3,678

3,780

3,953

4,002

Equity holding accounts

1,311

1,379

1,680

1,745

1,853

1,877

Nomura Home Trade (online trading accounts)

1,141

1,367

1,716

1,969

2,243

2,340

FY2008.3

1Q

(thousands of accounts)

237

297

425

343

417

135

IT share**

No. of orders

41%

49%

52%

55%

55%

57%

Transaction value

14%

22%

24%

27%

27%

27%

New accounts (individual)

FY2006.3

FY2003.3
FY2004.3
FY2005.3
FY2007.3

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26
Global Merchant Banking Related Data
Notes:
1.
Amount
of
exposure
in
Japan
is

total
of
Nomura
Principal
Finance
(NPF),
Nomura
Financial
Partners
(NFP),
Nomura Research & Advisory (NR&A) and others

2.
Amount
of
exposure
in
Europe
(excluding
Terra
Firma)

is
total
of
Private
Equity
Group
(PEG)
and
Nomura
Phase4
Ventures (NPV)
(billions of yen)

Mar. 31, 2003

Mar. 31, 2004

Mar. 31, 2005

Mar. 31, 2006

Mar. 31, 2007

Jun. 30, 2007

Japan

20.1

68.9

108.4

59.9

195.5

183.9

Europe (excluding Terra Firma)

15.9

15.6

23.7

38.8

35.7
35.7
Sub Total
35.9
84.5
132.1
98.7
231.2
219.6
Terra Firma
265.7
291.2
325.5
340.4
312.2
327.1
Total
301.6
375.7
457.6
439.1
543.4
546.8
35.9
84.5
132.1
98.7
231.2
219.6
301.6
375.7
457.6
439.1
543.4
546.8
0
100
200
300
400
500
600
Terra Firma
Europe (excluding Terra Firma)
Japan
Business Exposure

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27
Notes:
1.
Total
assets
under
management
of
Nomura
Asset
Management,
Nomura

Corporate
Research
and
Asset
Management,
Nomura
Funds
Research
and
Technologies,
MAINTRUST
KAG,
and
Nomura
Funds
Research
and
Technologies
America.
Adjusted
for
asset
overlap
amongst
group
companies.

Data
until
June
30,
2006,
include Nomura
Black
Rock
Asset
Management.

2. Nomura Funds
Research
and
Technologies
America
data
as
of
end
of
February,
2007.

Asset Management Related Data (1)
(trillions of yen)

Total Assets Under Management

Mar. 31, 2003

Mar. 31, 2004

Mar. 31, 2005

Mar. 31, 2006

Mar. 31, 2007

Jun. 30, 2007

27.0

23.1

17.9

17.6

15.9

30.6

0

5

10

15

20

25

30

35

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| |
|---|
| 28 |
| Public stock investment trusts |
| Public bond investment trusts |
| Privately placed investment trusts |
| Domestic investment advisory |
| Overseas investment advisory |
| Asset Management Related Data (2) |
| (trillions of yen) |
| Nomura Asset Management Assets Under Management |

Full Year

Quarter

Mar. 31

2003

Mar. 31

2004

Mar. 31

2005

Mar. 31

2006

Mar. 31

2007

Jun. 30

2007

10.7

11.3

10.8

14.0

18.8

22.0

Public stock investment trusts

3.2

4.5

4.4

6.9

10.8

13.3

Public bond investment trusts

7.3

6.3

5.6

5.6

5.8

6.2

Privately placed investment trusts

0.2

0.4

0.8

1.5

2.2

2.4

3.6

4.4

5.1

7.0

7.1

7.3

Domestic investment advisory

2.9

3.0

| |
|------------------------------|
| 3.2 |
| 4.0 |
| 3.7 |
| 3.9 |
| Overseas investment advisory |
| 0.7 |
| 1.4 |
| 2.0 |
| 3.0 |
| 3.4 |
| 3.4 |
| 14.2 |
| 15.7 |
| 16.0 |
| 21.0 |
| 25.9 |
| 29.2 |
| FY2008.3 |
| 1Q |
| 0.8 |
| 0.1 |
| -0.1 |
| 1.0 |
| 3.8 |
| 2.0 |
| Exclude ETF |
| 0.2 |
| -0.1 |
| 0.2 |
| 1.4 |
| 3.7 |
| 1.2 |
| -3.1 |
| -1.0 |
| -0.7 |
| 0.0 |
| 0.2 |
| 0.5 |
| 0.1 |
| 0.1 |
| 0.3 |
| 0.5 |
| 0.7 |
| 0.2 |
| -2.2 |
| -0.7 |
| -0.5 |
| 1.5 |
| 4.6 |
| 2.6 |

Investment trusts
<Assets Under Management>
< Net Asset Inflows>
FY2007.3
Investment advisory
Total
Public bond investment trusts
FY2006.3
FY2005.3
FY2003.3
Public stock investment trusts
FY2004.3
Privately placed investment trusts
Net Asset Inflows
Mar. 31, 2003
Mar. 31, 2004
Mar. 31, 2005
Mar. 31, 2006
Mar. 31, 2007
Jun. 30, 2007
29.2
25.9
21.0
16.0
15.7
14.2
0
5
10
15
20
25
30
(trillions of yen)
35

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29
Asset Management Related Data (3)
Domestic Public
Investment Trust
Market and
Nomura Asset
Management

Market Share

(trillions of yen)

Mar. 31, 2003

Mar. 31, 2004

Mar. 31, 2005

Mar. 31, 2006

Mar. 31, 2007

Jun. 30, 2007

Stock investment trusts

3.2

4.5

4.4

6.9

10.8

13.3

Bond investment trusts

7.3

6.3

5.6

5.6

5.8

6.2

Public stock investment trusts, Nomura's share (%)

19%

19%

15%

15%

18%

20%

Public bond investment trusts, Nomura's share (%)

40%

40%

42%

42%

44%

44%

Stock investment trusts

16.3

23.3

28.9

45.0

59.4

67.9

Bond investment trusts

18.1

15.8

13.5

13.5

13.2

14.1

Source: Investment Trusts Association, Japan

Market Total

Nomura Asset

Management

(billions of yen)

AUM in Key

Funds

My Story Profit Distribution-type Fund B

0

454

1,537

1,955

Global REIT Open

18

307

684

735

Global Attractive Dividend Stock Fund (Monthly)

0

0

411

504

Nomura Global six Assets Diversified Fund

0

59

333

414

Asia Attractive Dividend Stock Fund

0

0

341

413

Nomura Japan-US REIT Fund

3

18

348

388

Nomura Global REIT Fund

0

225

334

329

Nomura

Japan

Stock

Strategic

Fund

(Big

Project

-

| | |
|---|--|
| N) | |
| 353 | |
| 441 | |
| 342 | |
| 329 | |
| Nomura Global All Stars | |
| 0 | |
| 0 | |
| 263 | |
| 324 | |
| Nomura Multi-currency Japan Stock Fund | |
| 0 | |
| 384 | |
| 339 | |
| 305 | |
| AUM of Products | |
| Supplied to Banks | |
| and Japan Post | |
| Mar. 31, 2005 | |
| Mar. 31, 2006 | |
| Mar. 31, 2007 | |
| Jun. 30, 2007 | |
| Banks* | |
| 330 | |
| 791 | |
| 1,935 | |
| 2,191 | |
| Japan Post | |
| 0 | |
| 90 | |
| 425 | |
| 537 | |
| *Excluding Nomura Trust & Banking | |
| ** Figure for March 31, 2007, has been reclassified based on estimation method used for June 30, 2007 | |

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30

Large International Bond Underwritings

KfW (Germany): 3 billion US dollars

Equity Derivatives:

Completed 20 fund derivative contracts (total amount: 391 million euros)

Loan-related Business:

Approx. 58

billion yen

Nomura Capital Investment (NCI): Total of approx. 45 billion yen

Major Deals

IPO

Yachiyo

Bank: 13.8 billion yen

PO

Daikin Industries: 118.8 billion yen; Japan Petroleum Exploration: 85.6 billion yen

CB

Heiwa Real Estate: 20 billion yen

REIT Kenedix

Realty Investment: 39.3 billion yen; Hankyu REIT 24 billion yen

HPO/STEP Ulvac: 15.5 billion yen (HPO); Takisawa

Machine Tool: 1.5 billion yen (STEP)

M&A

Sale of All Nippon Airways

hotel business: 281.3 billion yen

Business restructuring of Jupiter TV by Sumitomo Corporation: 104.9 billion yen

Int 1

Deals

IPO

for

PIK

Group

(major

Russian

residential

property

developer):

Approx.

2

billion

US

dollars

Acquisition

of

an Indian

iron ore company

from

Mitsui

&

Co.

by

Vedanta

Resources

of

UK:

980

million

US

dollars

Mothers IPO by Chinese firm Asia Media: 5.1 billion yen

Sales of New Investment Trusts

Nomura Global Contrarian Fund (launched April 26, 2007)

230.9 billion yen (as of June 30, 2007)

Fidelity Asset Diversified Fund (launched June 28, 2007)

64.9 billion yen (as of June 30, 2007)

Nomura RAFI

®

Japan Equity Fund (launched May 30, 2007)

39.8 billion yen (as of June 30, 2007)

First Quarter Achievements

June

September

December

March

June

Number of Accounts

40,156

61,554

75,562

129,516

166,387

Number of Margin Trading Account

1,224

3,182

5,805

9,054

11,272

Monthly Transaction Value (millions of yen)

54,919

177,096

316,303

591,354

699,710

Monthly Margin Transaction Value

19,472

100,698

191,666

386,363

453,191

Assets in Custody

(millions of yen)

47,754

113,301

171,540

256,215

319,248

2007

2006

Domestic
Retail
Global
Markets
Global
Investment
Banking
Joinvest
Securities

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31
League Tables
Source: Thomson Financial
Proceeds
(USD mil)
Mkt. Share
No. of
Deals
Rank Value

(USD mil)

Mkt. Share

No. of

Deals

1

Nomura

6,669.6

46.9%

50

1

Nomura

25,993.4

32.0%

94

2

Daiwa Securities SMBC

1,805.5

12.7%

38

2

GCA

15,363.9

18.9%

11

3

Mitsubishi UFJ Financial Group

1,632.7

11.5%

16

3

Citi

13,768.8

16.9%

57

4

Mizuho Financial Group

1,161.1

8.2%

21

4

Mizuho Financial Group

13,416.2

16.5%

44

5

Nikko Citi

1,081.1

7.6%

16

5

Morgan Stanley

10,257.6

12.6%

17

6

Merrill Lynch

612.0

4.3%

3

6

Merrill Lynch

9,896.4

12.2%

10

7

Shinko Securities

347.7

2.4%

15

7

Goldman Sachs

9,277.4

11.4%

16

8

Goldman Sachs

230.3

1.6%

3

8

Mitsubishi UFJ Financial Group

9,127.2

11.2%

49

9

Deutsche Bank

159.5

1.1%

2

9

KPMG

8,974.0

11.0%

17

10

UBS

156.0

1.1%

2

10

Daiwa Securities SMBC
5,700.0
7.0%
54
Proceeds
(JPY mil)
Mkt. Share
No. of
Issues
Proceeds
(JPY mil)
Mkt. Share
No. of
Issues
1
Nikko Citi
1,006,666.3
30.1%
62
1
Mizuho Financial Group
902,220.0
36.8%
47
2
Daiwa Securities SMBC
306,057.1
9.2%
17
2
Daiwa Securities SMBC
474,891.0
19.4%
31
3
Nomura
296,811.5
8.9%
13
3
Nomura
346,232.0
14.1%
22
4
Morgan Stanley
289,884.5
8.7%
15
4

Mitsubishi UFJ Financial Group
332,474.5
13.5%
21
5
Deutsche Bank
238,078.2
7.1%
15
5
Nikko Citi
104,994.0
4.3%
6
6
Mitsubishi UFJ Financial Group
217,560.4
6.5%
8
6
Merrill Lynch
62,500.0
2.6%
5
7
Merrill Lynch
198,849.3
6.0%
6
7
Credit Suisse Securities
55,000.0
2.2%
3
8
UBS
158,221.9
4.7%
6
8
Shinko Securities
48,000.0
2.0%
4
9
Lehman Brothers
122,932.0
3.7%
2
9

Morgan Stanley

33,320.0

1.4%

1

10

Mizuho Financial Group

88,177.3

2.6%

4

10

Goldman Sachs & Co

29,993.0

1.2%

3

Global Equity & Equity-related (Japan)

Any Japanese Involvement Financial Advisors

Announced deals, value base

R

a

n

k

Bookrunner

Jan. 1, 2007 -

Jun. 30, 2007

R

a

n

k

Advisor

Jan. 1, 2007 -

Jun. 30, 2007

Global & Euro Yen Bonds

Domestic Straight Bonds (excluding self-funding)

R

a

n

k

Bookrunner

Jan. 1, 2007 -

Jun. 30, 2007

R

a

n

k

Bookrunner

Apr. 1, 2007 -

Jun. 30, 2007

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32
Market Share Data
(trillions of yen)
Secondary Market
Share Data
Primary Market
Share Data
Full Year

Quarter

FY2008.3

1Q

Individual Equity Agency Transactions Share

Market

52.0

105.9

144.7

308.3

270.2

67.2

Nomura's share

16%

10%

8%

7%

5%

4%

Off-floor/Off-exchange Equity Trading Share

Off-floor market

33.2

31.9

33.2

48.6

48.2

13.5

Off-exchange

14.1

19.3

21.1

30.5

42.8

14.2

Nomura's share

20%

16%

17%

21%

21%

22%

JGB Auction Share

Market

68.1

74.4

80.1

80.7

85.3

21.7

Nomura's share

15%

| |
|--|
| 16% |
| 18% |
| 11% |
| 11% |
| 11% |
| Bond Secondary Trading Share |
| Market |
| 1,129 |
| 1,235 |
| 1,361 |
| 1,296 |
| 1,341 |
| 353 |
| Nomura's share |
| 14% |
| 16% |
| 15% |
| 13% |
| 11% |
| 10% |
| FY2008.3 |
| 1Q |
| (accumulated) |
| Global Equity and Equity-related Japan |
| Nomura's share |
| 30% |
| 30% |
| 25% |
| 26% |
| 33% |
| 53% |
| Japanese IPO |
| Nomura's share |
| 11% |
| 27% |
| 32% |
| 20% |
| 21% |
| 53% |
| Japanese PO |
| Nomura's share |
| 50% |
| 33% |
| 25% |
| 27% |
| 40% |
| 57% |
| Convertible Bonds |
| Nomura's share |
| 13% |

28%

19%

34%

34%

31%

Global and Euro Yen Bonds

Nomura's share

21%

31%

23%

23%

7%

7%

Straight Bonds, Lead Manager (excl. self-funding)

Nomura's share

26%

19%

17%

18%

14%

13%

Source: Thomson Financial (Value base)

FY2007.3

FY2006.3

FY2006.3

FY2007.3

FY2003.3

FY2004.3

FY2005.3

FY2003.3

FY2004.3

FY2005.3

Note: Off-floor/off-exchange equity trading share data for 1Q are preliminary figures as of July 25.

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Value at Risk

Definition

99% confidence level (2.33 standard dev.)

1-day time horizon for outstanding portfolio

Inter-product price fluctuations considered

From April 2, 2007 to June 29, 2007 (billions of yen)

Maximum:

6.6

Minimum:

5.4

Average:

6.0

(billions of yen)

Equity

1.5

3.3

3.0

6.0

4.6

4.7

Interest Rate

2.3

2.0

2.8

3.3

3.7

3.5

Foreign Exchange

0.2

0.5

0.7

1.4

1.4

2.4

Sub-total

4.0

5.8

6.5

10.7

9.8

10.6

Diversification Benefit

-0.9

-1.9

-2.4

-3.7

-3.6

-4.2

VaR

3.1

3.9

4.1

7.0

6.2

6.4

End of the period

Mar. 2003

Mar. 2004

Mar. 2005

Jun. 2007

Mar. 2006

Mar. 2007

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34

Number of Employees

*Excludes employees of private equity investee companies

End of the period

Mar. 2003

Mar. 2004

Mar. 2005

Mar. 2006

Mar. 2007

Jun. 2007

Japan (excluding FA, SA)*

9,258

9,148

9,190

9,354

9,958

10,751

Japan (FA, SA)

1,986

1,915

1,875

| |
|--------------|
| 1,948 |
| 2,174 |
| 2,391 |
| Europe |
| 1,389 |
| 1,403 |
| 1,535 |
| 1,515 |
| 1,791 |
| 1,824 |
| Americas |
| 797 |
| 866 |
| 1,026 |
| 1,073 |
| 1,322 |
| 1,217 |
| Asia/Oceania |
| 616 |
| 655 |
| 718 |
| 778 |
| 900 |
| 950 |
| Total |
| 14,046 |
| 13,987 |
| 14,344 |
| 14,668 |
| 16,144 |
| 17,133 |

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Full Year

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36
Consolidated Income (Annually)
(billions of yen)
Note:
In
accordance
with
SFAS
No.
144

Accounting
for
the
Impairment or
Disposal
of
Long-Lived
Assets,
net
revenue
and
non-interest
expenses
from
operations
that
were
treated
as
discontinued
during
the
fiscal
year
ended
March
31,
2006,
are
separately
reported
as
income
from
discontinued
operations.
Commissions
141.6
210.2
222.0
356.3
337.5
Fees from investment banking
81.8
87.0
92.3
108.8
99.3
Asset management and portfolio service fees
79.3

66.2
78.5
102.7
146.0
Net gain on trading
172.3
229.0
201.7
304.2
290.0
Gain (loss) on private equity investments
-14.4
13.1
7.7
12.3
47.6
Interest and dividends
368.7
343.3
401.4
693.8
981.3
Gain (loss) on investments in equity securities
-41.3
55.9
15.3
67.7
-20.1
Private equity entities product sales
6.2
17.6
75.1
88.2
100.1
Other
13.4
23.6
32.3
58.8
67.4
807.7
1,045.9
1,126.2
1,792.8
2,049.1
241.4
242.8
327.0
647.2
958.0

566.3
803.1
799.2
1,145.7
1,091.1
518.9
520.4
594.4
700.1
769.3
47.4
282.7
204.8
445.6
321.8
-
-
-
99.4
-
Income before income taxes
47.4
282.7
204.8
545.0
321.8
119.9
172.3
94.7
256.6
175.8
-
-
-
47.7
-
Net income
119.9
172.3
94.7
304.3
175.8
FY2003.3
Non-interest expenses
Income from continuing operations before income taxes
FY2007.3
Net income from discontinued operations
Net income from continuing operations
Revenue
FY2006.3

Income from discontinued operations before income taxes

Total revenue

Net revenue

Interest expense

FY2005.3

FY2004.3

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37
Main Revenue Items (Annually)
(billions of yen)
*Includes net interest revenue
Commissions
Fees from
Investment
Banking
Asset
Management

| | |
|---|--|
| and Portfolio | |
| Service Fees | |
| Net Gain on | |
| Trading* | |
| Stock brokerage commissions (Domestic Retail) | |
| 48.2 | |
| 92.1 | |
| 103.0 | |
| 153.6 | |
| 98.3 | |
| Stock brokerage commissions (Other) | |
| 29.3 | |
| 45.4 | |
| 40.2 | |
| 79.5 | |
| 73.2 | |
| Other brokerage commissions | |
| 7.6 | |
| 12.2 | |
| 13.0 | |
| 14.3 | |
| 6.8 | |
| Commissions | |
| for | |
| distribution | |
| of | |
| investment | |
| trusts | |
| 30.5 | |
| 37.3 | |
| 41.7 | |
| 85.1 | |
| 120.5 | |
| Other | |
| 26.0 | |
| 23.2 | |
| 24.1 | |
| 23.8 | |
| 38.6 | |
| Total | |
| 141.6 | |
| 210.2 | |
| 222.0 | |
| 356.3 | |
| 337.5 | |
| Equity underwriting and distribution | |
| 24.6 | |
| 44.7 | |
| 49.1 | |
| 57.3 | |

| |
|------------------------------------|
| 56.6 |
| Bond underwriting and distribution |
| 37.0 |
| 26.4 |
| 20.5 |
| 21.2 |
| 15.3 |
| M&A/Financial advisory fees |
| 16.8 |
| 15.8 |
| 22.6 |
| 30.3 |
| 26.7 |
| Other |
| 3.4 |
| 0.1 |
| 0.1 |
| 0.1 |
| 0.7 |
| Total |
| 81.8 |
| 87.0 |
| 92.3 |
| 108.8 |
| 99.3 |
| Asset management fees |
| 60.2 |
| 44.2 |
| 51.1 |
| 68.5 |
| 106.3 |
| Administration fees |
| 10.0 |
| 12.1 |
| 16.1 |
| 20.6 |
| 24.0 |
| Custodial fees |
| 9.1 |
| 9.9 |
| 11.3 |
| 13.6 |
| 15.7 |
| Total |
| 79.3 |
| 66.2 |
| 78.5 |
| 102.7 |
| 146.0 |
| Bonds and other |

133.6
152.3
120.9
150.9
154.9
Equity
35.9
75.2
76.8
148.1
137.6
Merchant banking
2.8
1.5
4.0
5.2
-2.5
Net interest revenue
127.3
100.4
74.3
46.6
23.3
Total
299.6
329.4
276.0
350.8
313.4
FY2003.3
FY2004.3
FY2005.3
FY2006.3
FY2007.3

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38
(billions of yen)
Adjustment of Consolidated Results and Segment Results:
Income before Income Taxes (Annually)
Notes:
1.
In
accordance
with
SFAS
No.

144

Accounting
for
the
Impairment
or
Disposal
of
Long-Lived
Assets,
net
revenue
and
non-interest
expenses
from
operations
that
were treated
as
discontinued
during
the
fiscal
year
ended
March
31,
2006,
are
separately
reported
as
income
from
discontinued
operations.

2. In April 2005, Global Wholesale was reorganized into Global Markets, Global Investment Banking and Global Merchant Ba

3. In April

2004,

Fixed

Income,

Equity

and

certain

functions

of

Investment

Banking

were consolidated

to
create
Global
Markets.

4. Global Markets figures up to FY2004.3 are the total of Fixed Income and Equity and differ slightly in composition from the

5. In January 2006, certain functions of Other business were integrated into Asset Management. Certain reclassifications of pre

made to conform to the current presentation.

35.7
79.5
81.2
197.2
160.9
93.6
120.8
60.2
157.7
58.8
12.8
17.2
29.2
51.5
44.4
-15.3
0.5
-3.0
55.4
52.8
4.0
0.5
10.0
20.6
36.5
130.8
218.5
177.5
482.5
353.3
-41.6
7.0
10.1
-30.5
23.9
89.2
225.5
187.6
452.0
377.3
-43.0
54.7
8.4

59.3
-38.2
1.2
2.4
8.9
-65.7
-17.3
Income from continuing
operations before income taxes
47.4
282.7
204.8
445.6
321.8
Income from discontinued
operations before income taxes
-
-
-
99.4
-
Total
47.4
282.7
204.8
545.0
321.8
FY2007.3
FY2005.3
FY2006.3
US GAAP
Domestic Retail
Global Markets
Global Investment Banking
Global Merchant Banking
Asset Management
5 Business Segment Total
Unrealized
gain
(loss)
on
investments
in
equity
securities
held
for
operating
purposes
Effects of consolidation/deconsolidation of certain

private
equity
investee
companies
FY2003.3
FY2004.3
Other
Segment Total

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Nomura Holdings, Inc.
www.nomura.com