

# Consolidated Results of Operations

## **Fourth quarter, year ended March 2016**

(US GAAP)

Nomura Holdings, Inc.

April 2016

## Presentation

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## FY2015/16 full year highlights

- **Three segment total income before income taxes: Y179.7bn (-35% YoY); Retail and Wholesale results impacted by market dislocation and slowdown in client activity from August onwards**

### Retail

- Sales of stocks and investment trusts slowed as retail client risk appetite dropped off
- Continued transformation of business model: Recurring revenue up 20% YoY

### Asset Management

- Reported record net revenue driven by ongoing inflows into investment trusts and growth in assets under management
- Income before income taxes strongest since year ended March 2007

### Wholesale

- Equities and Investment Banking reported stronger revenues, while Fixed Income had challenging year, particularly in Spread Products
- Reviewed EMEA and Americas businesses based on current market environment

- **Group income before income taxes: Y165.2bn (-52% YoY); Net income<sup>1</sup>: Y131.6bn (-41% YoY)**

- Group income before income taxes weighed down by slower performance in three business segments, unrealized loss on security holdings (Y43.2bn)<sup>2</sup>, and impact of settlement in legal proceedings (approx. Y35bn)<sup>3</sup>
- Decline in net income narrowed due to booking of deferred tax assets (lower tax expense)<sup>4</sup>

- **Solid capital position**

- CET1 capital ratio: 14.7% (2019 fully-loaded basis); Consolidated leverage ratio: 4.32%

- **Shareholder returns**

- Dividend per share: Year end Y3; Annual Y13
- Launch of share buyback program to deliver shares upon the exercise of stock options and to raise capital efficiency and ensure a flexible capital management policy
  - ✓ Total shares: Upper limit of 35 million shares
  - ✓ Total value: Upper limit of Y20bn
  - ✓ Period: From May 18, 2016, to July 22, 2016

(1) Net income attributable to Nomura Holdings shareholders.

(2) Unrealized loss on investments in equity securities held for operating purposes (Y20.7bn), unrealized loss from Ashikaga Holdings shares (Y22.5bn).

(3) Impact of settlement with Banca Monte dei Paschi di Siena SpA (approx. Y35bn).

(4) Booked deferred tax assets (tax expense declined) due to decision to wind up specified subsidiaries based in EMEA (Nomura Capital Markets Limited and Nomura Asia Holding N. V.).

# Executive summary

## FY2015/16 4Q highlights

■ **Three segment total loss before income taxes of Y4.9bn as business environment deteriorated from January due to plunge in share prices, stronger yen, and decline in liquidity in fixed income markets**

- Despite controlling costs (-8% QoQ), unable to offset drop in revenues and profitability suffered
- Severance-related expenses arising from headcount reduction in April were booked in 4Q (just under Y16bn)

### Retail

- Investor sentiment deteriorated from January on the back of plunge in share prices and sharp appreciation of the yen
- Solid sales of bonds, but other products sluggish

### Asset Management

- AuM declined due to market factors; Non-recurrence of dividend income booked last quarter

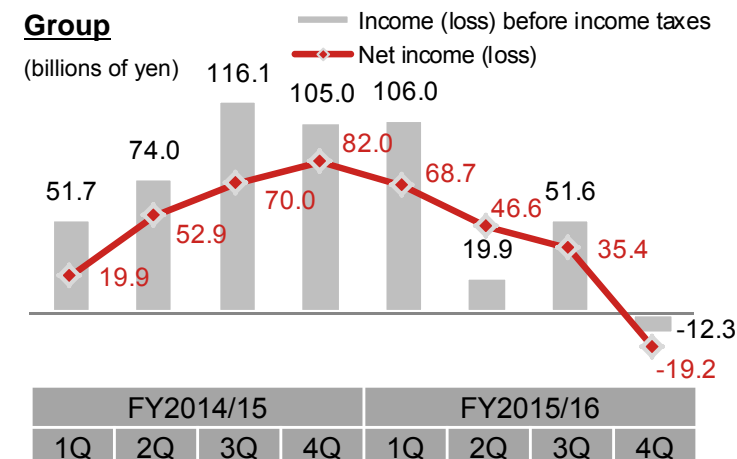
### Wholesale

- Fixed income revenues declined in all regions and products due to market turmoil and lower client activity
- Resilient performance in Equities and Investment Banking

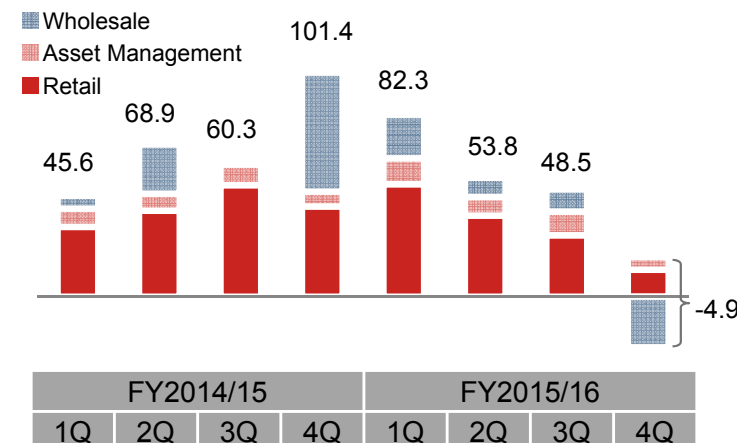
■ **Group loss before income taxes: Y12.3bn; Net loss<sup>1</sup>: Y19.2bn**

- Higher unrealized loss on securities holdings due to decline in share prices (approx. Y42bn)<sup>2</sup>, while positive contributions came from equity stake in affiliates earnings and gain on changes to own and counterparty credit spreads

## Income (loss) before income taxes and net income (loss)<sup>1</sup>



## Three segment income (loss) before income taxes



(1) Net income (loss) attributable to Nomura Holdings shareholders.

(2) Unrealized loss on investments in equity securities held for operating purposes (Y23.5bn), unrealized loss from Ashikaga Holdings shares (Y18.6bn).

## Highlights

(billions of yen, except EPS and ROE)

	FY2015/16 4Q	QoQ	YoY	FY2015/16 Full year	YoY
<b>Net revenue</b>	280.1	-21%	-36%	1,395.7	-13%
<b>Non-interest expenses</b>	292.5	-4%	-11%	1,230.5	-2%
<b>Income (loss) before income taxes</b>	-12.3	-	-	165.2	-52%
<b>Net income (loss)<sup>1</sup></b>	-19.2	-	-	131.6	-41%
<b>EPS<sup>2</sup></b>	-Y5.33	-	-	Y35.52	-41%
<b>ROE<sup>3</sup></b>	-			4.9%	

- (1) Net income (loss) attributable to Nomura Holdings shareholders.  
 (2) Diluted net income (loss) attributable to Nomura Holdings shareholders per share.  
 (3) Calculated using annualized net income (loss) for each period.

## Business segment results

### Net revenue and income (loss) before income taxes

(billions of yen)		FY2015/16 4Q	QoQ	YoY	FY2015/16 Full year	YoY
Net revenue	Retail	85.0	-18%	-31%	435.6	-9%
	Asset Management	20.3	-20%	-15%	95.4	+3%
	Wholesale	136.2	-27%	-41%	720.3	-9%
	Subtotal	241.5	-23%	-36%	1,251.3	-8%
	Other *	62.1	+80%	+28%	165.1	-25%
	Unrealized gain (loss) on investments in equity securities held for operating purposes	-23.5	-	-	-20.7	-
Net revenue		280.1	-21%	-36%	1,395.7	-13%
Income (loss) before income taxes	Retail	12.2	-56%	-70%	127.6	-21%
	Asset Management	5.8	-46%	-13%	36.7	+14%
	Wholesale	-22.8	-	-	15.4	-81%
	Subtotal	-4.9	-	-	179.7	-35%
	Other *	16.1	-	-	6.1	-87%
	Unrealized gain (loss) on investments in equity securities held for operating purposes	-23.5	-	-	-20.7	-
Income (loss) before income taxes		-12.3	-	-	165.2	-52%

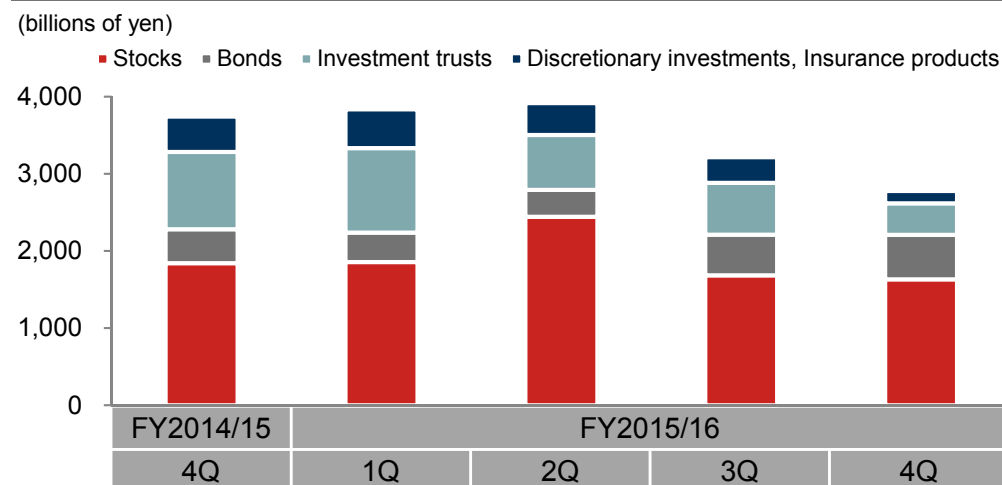
\*Additional information on "Other" (4Q)

- Gain on changes to own and counterparty credit spreads (Y9.2bn vs. loss of Y1.5bn in 3Q)
- Unrealized loss from Ashikaga Holdings shares (Y18.6bn vs. loss of Y3.2bn in 3Q)

## Net revenue and income before income taxes

(billions of yen)

	Full year		Quarter						QoQ	YoY
	FY14 /15	FY15 /16	FY14 /15 4Q	FY2015/16						
			1Q	2Q	3Q	4Q				
Net revenue	476.5	<b>435.6</b>	122.9	130.7	115.7	104.3	<b>85.0</b>	-18%	-31%	
Non-interest expenses	314.7	<b>308.0</b>	82.0	79.8	78.9	76.5	<b>72.9</b>	-5%	-11%	
Income before income taxes	161.8	<b>127.6</b>	40.9	50.9	36.7	27.8	<b>12.2</b>	-56%	-70%	

Total sales<sup>1</sup>

(1) Retail channel only.

(2) Retail channels, Net &amp; Call, and Hotto Direct.

## Key points

## Full year

- Net revenue: Y435.6bn (-9% YoY)
- Income before income taxes: Y127.6bn (-21% YoY)
  - Solid performance in 1H but sales of stocks and investment trusts slowed from August as market conditions deteriorated
  - Continued to transform business model: Recurring revenue up 20% YoY (from Y63.5bn to Y76.5bn)

## Fourth quarter

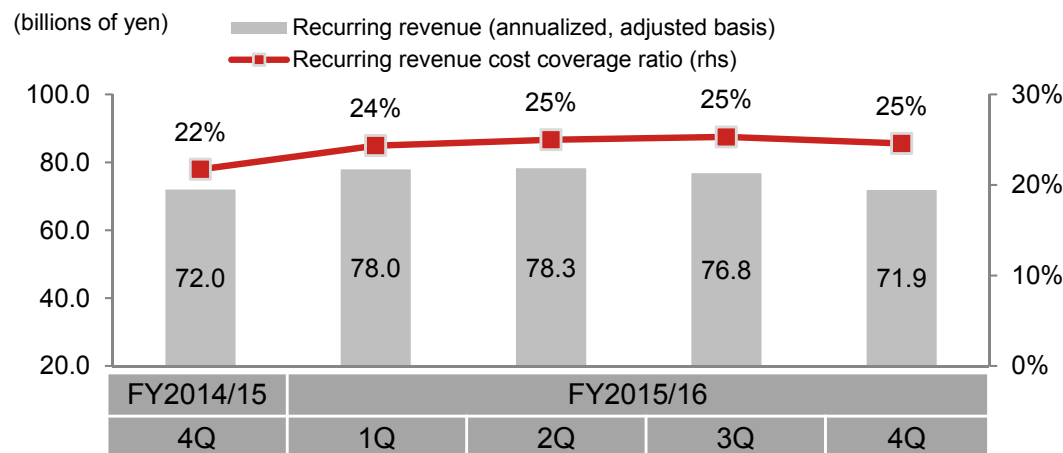
- Net revenue: Y85bn (-18% QoQ; -31% YoY)
- Income before income taxes: Y12.2bn (-56% QoQ; -70% YoY)
- Net revenue and income before income taxes both down QoQ
  - Investor sentiment deteriorated from January on the back of plunge in share prices and sharp appreciation of the yen
  - Robust sales of bonds but other product sales generally weak

Total sales<sup>1</sup> declined 14% QoQ

- Stocks: -3% QoQ
  - Lower contribution from primary deals (primary stock subscriptions<sup>2</sup>: Y75.2bn, -77% QoQ)
- Investment trusts: -39% QoQ
  - Slow sales of investment trusts as investors in wait-and-see mode
- Bonds: Y578.2bn, +10% QoQ
  - Increased demand for JGBs for individual investors driven by negative interest rates
  - Contributions from primary deals
- Discretionary investment and insurance sales down -51% QoQ

# Retail: Progress amid challenging environment

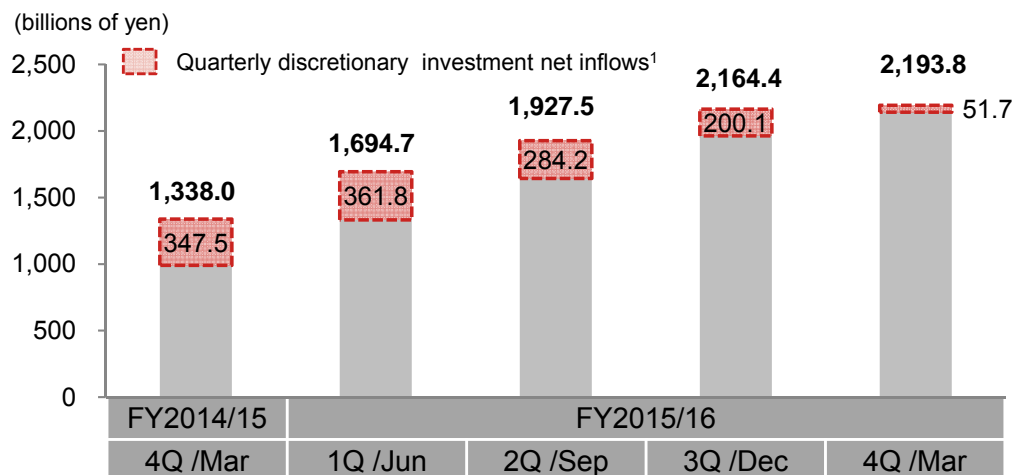
## Recurring revenue



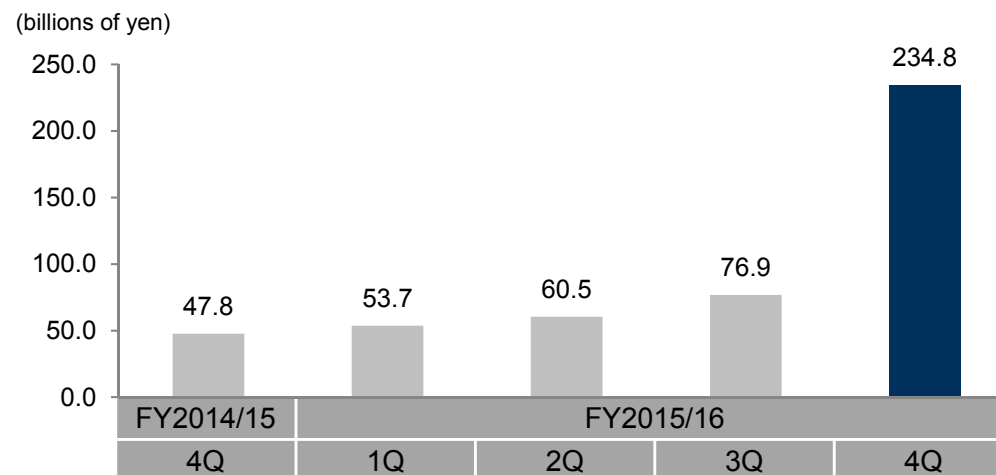
■ Continued net inflows into discretionary investments and investment trusts despite challenging environment; Recurring revenue down QoQ due to market factors

	Mar 2016/4Q	Dec 2015/3Q
■ Recurring revenue	Y17.9bn	Y19.4bn
■ - Discretionary investment net inflows <sup>1</sup>	Y51.7bn	Y200.1bn
■ - Investment trust net inflows <sup>1</sup>	Y8.7bn	Y9.2bn
■ Sales of insurance products <sup>2</sup>	Y72.3bn	Y105.2bn
■ Client franchise		
■ - Retail client assets	Y100.6trn	Y108.8trn
■ - Accounts with balance	5.39m	5.38m
■ - NISA account applications <sup>3</sup>	1.67m	1.64m
■ - Net inflows of cash and securities <sup>4</sup>	-Y43bn	-Y355.8bn

## Discretionary investment assets under management



## Sales of JGBs to individual investors



(1) Retail channels, Japan Wealth Management Group. (2) Retail channels only.  
 (3) NISA account applications as at end Mar 2016 includes Junior NISA.  
 (4) Cash and securities inflows minus outflows, excluding regional financial institutions.

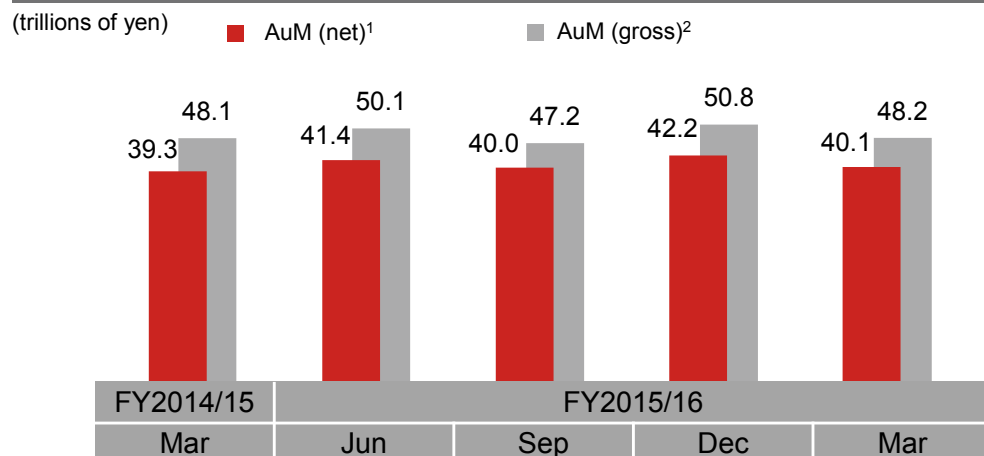


# Asset Management

## Net revenue and income before income taxes

(billions of yen)	Full year		Quarter							QoQ	YoY
	FY2014/15	FY2015/16	FY2014/15 4Q	FY2015/16				4Q			
				1Q	2Q	3Q	4Q				
Net revenue	92.4	<b>95.4</b>	23.9	26.9	22.9	25.3	<b>20.3</b>	-20%	-15%		
Non-interest expenses	60.3	<b>58.7</b>	17.2	15.2	14.4	14.6	<b>14.5</b>	-0.4%	-16%		
Income before income taxes	32.1	<b>36.7</b>	6.7	11.7	8.4	10.7	<b>5.8</b>	-46%	-13%		

## Assets under management



(1) Net after deducting duplications from assets under management (gross) of Nomura Asset Management, Nomura Funds Research and Technologies, Nomura Corporate Research and Asset Management.

(2) Assets under management (gross) of above three companies. Historical AuM (gross) figures have been reclassified in line with a revised calculation method introduced in the third quarter of the fiscal year ending March 2016. Nomura Asset Management took over the institutional investor advisory business and the retail related business of Nomura Funds Research and Technologies on July 1, 2015, and October 1, 2015, respectively, as well as all of the operations of Nomura Private Equity Capital on December 1, 2015.

## Key points

### Full year

- Net revenue: Y95.4bn (+3% YoY)
- Income before income taxes: Y36.7bn (+14% YoY)
  - Significantly stronger inflows into ETFs, investment trusts for discretionary investments and privately placed funds for regional financial institutions amid heightened market volatility
  - AuM growth drove net revenue to record high and income before income taxes to strongest level since the year ended March 2007
  - GPIF chose four foreign bond mandates managed by Nomura

### Quarter

- Net revenue: Y20.3bn (-20% QoQ; -15% YoY)
- Income before income taxes: Y5.8bn (-46% QoQ; -13% YoY)
  - Net revenue and income before income taxes both down QoQ as market factors led to decline in AuM and due to non-recurrence of dividend income booked last quarter and other factors

### Investment trust business

- Continued inflows into ETFs, privately placed funds for regional financial institutions and investment trusts for discretionary investments

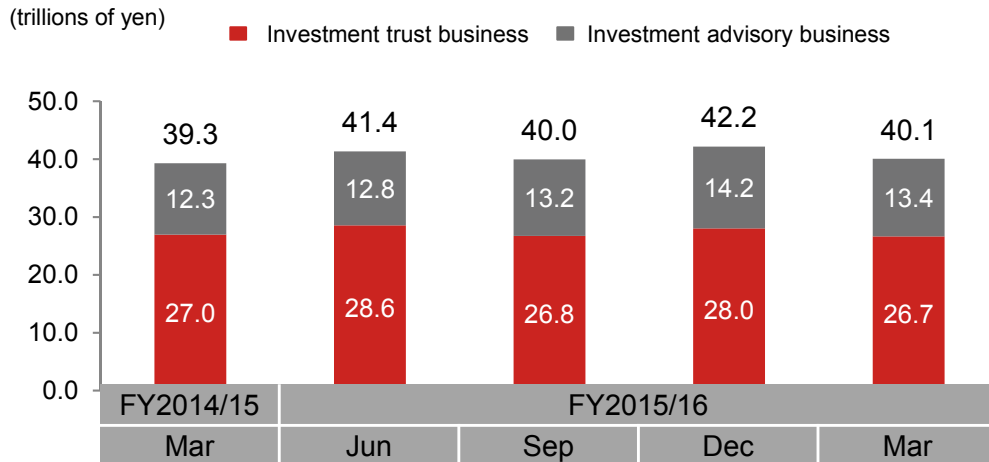
	4Q inflows
- NOMURA Hyper Bull Bear 5 :	Y43.6bn
- Nomura Fund Wrap Japan Stock :	Y14.3bn
- Nomura Fund Wrap International Bond :	Y12.9bn

### Investment advisory and international businesses

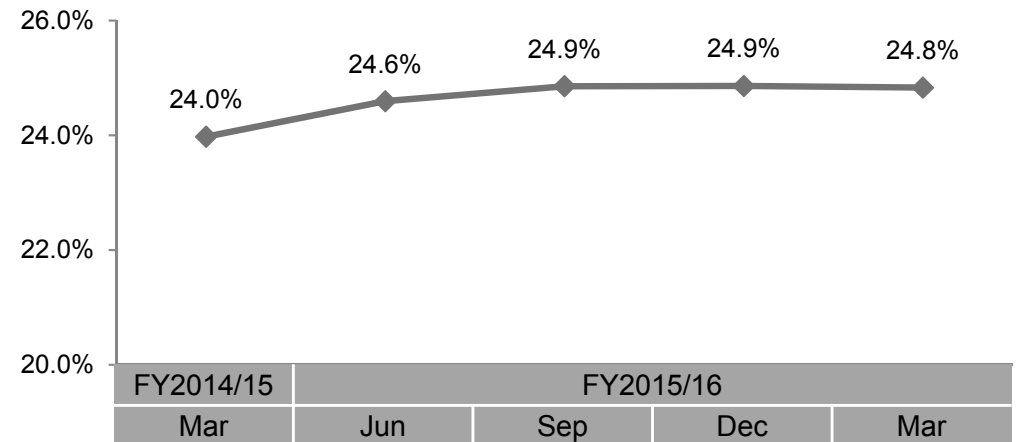
- Ongoing inflows from large Japanese public pension fund
- Internationally, although Japan equities reported outflows, we saw ongoing inflows into US high yield products

# Asset Management: Highly recognized investment management expertise

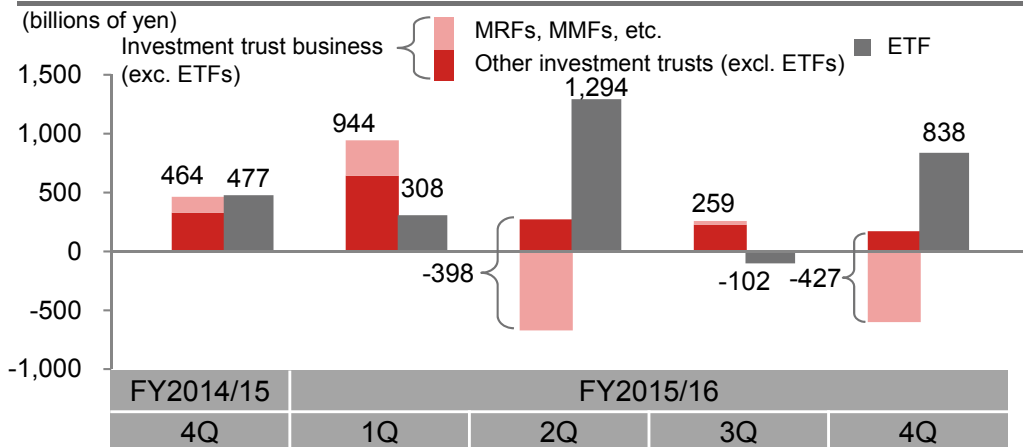
## Assets under management (net)<sup>1</sup> by business



## Nomura Asset Management public investment trust market share<sup>2</sup>

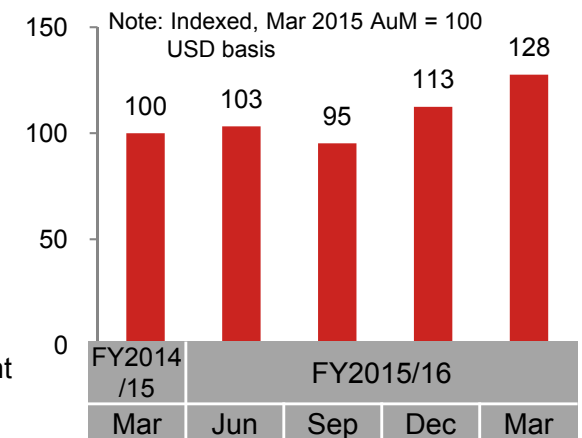


## Inflows into investment trust business<sup>3</sup>



## NCRAM<sup>4</sup> investment advisory assets under management

- Highly rated for strong performance over medium to long term, NCRAM<sup>4</sup> has seen ongoing inflows from institutional investors and investment advisory AuM increased 28% over past year
- New clients from UCITS<sup>5</sup> and continued growth in investment advisory mandates



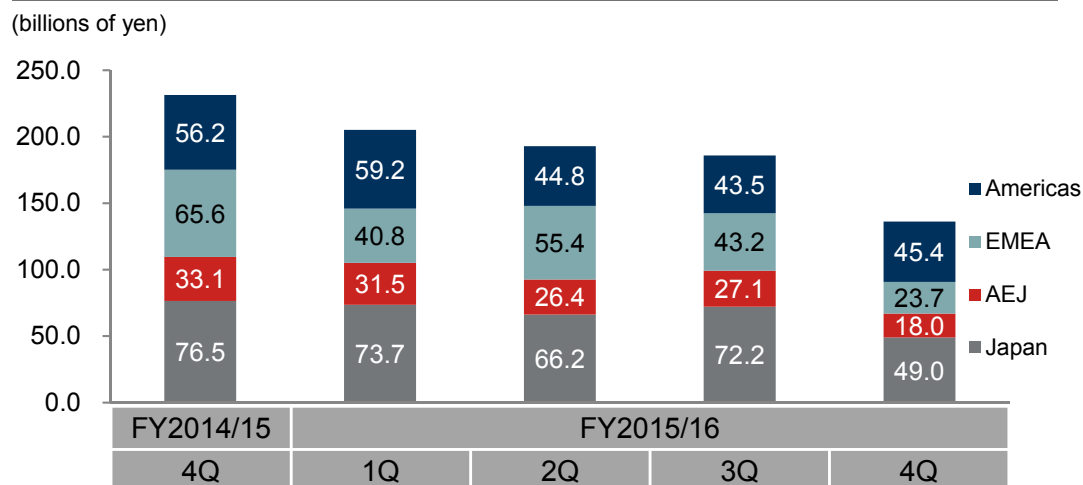
(1) Net after deducting duplications from assets under management (gross) of Nomura Asset Management, Nomura Funds Research and Technologies, and Nomura Corporate Research and Asset Management.  
 (2) Source: The Investment Trusts Association, Japan. (3) Based on net assets under management. (4) Nomura Corporate Research and Asset Management.  
 (5) Undertakings for Collective Investment in Transferable Securities (UCITS) is the main European framework covering collective investment schemes investing in transferable securities.

# Wholesale

## Net revenue and income (loss) before income taxes

(billions of yen)	Full year		Quarterly						QoQ	YoY
	FY14 /15	FY15 /16	FY14 /15	FY2015/16						
			4Q	1Q	2Q	3Q	4Q			
Global Markets	683.4	<b>600.3</b>	199.0	176.2	158.7	157.2	<b>108.3</b>	-31%	-46%	
Investment Banking	106.5	<b>120.0</b>	32.4	29.0	34.2	28.8	<b>27.9</b>	-3%	-14%	
Net revenue	789.9	<b>720.3</b>	231.5	205.2	192.9	186.0	<b>136.2</b>	-27%	-41%	
Non-interest expenses	707.7	<b>704.9</b>	177.7	185.5	184.3	176.0	<b>159.0</b>	-10%	-10%	
Income (loss) before income taxes	82.2	<b>15.4</b>	53.8	19.7	8.6	9.9	<b>-22.8</b>	-	-	

## Net revenue by region



## Key points

### Full year

- Net revenue: Y720.3bn (-9% YoY)
- Income before income taxes: Y15.4bn (-81% YoY)
  - Equities and Investment Banking both reported stronger revenues YoY, while in Fixed income, strong performance in Rates was offset by a challenging period for Spread Products
  - Continued to control costs, but unable to offset decline in revenues resulting in decline in income before income taxes

### Fourth quarter

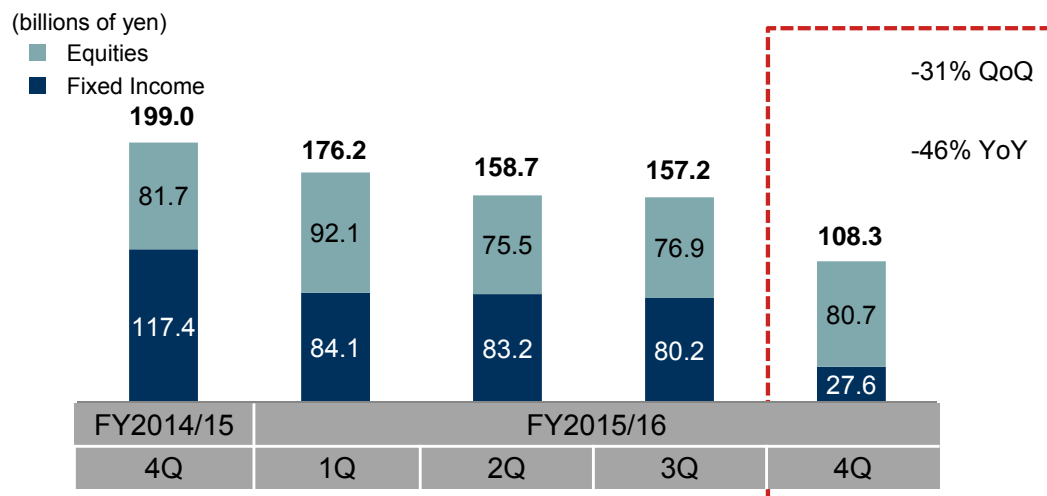
- Net revenue: Y136.2bn (-27% QoQ; -41% YoY)
- Loss before income taxes: Y22.8bn
- Booked loss before income taxes on marked decline in revenue QoQ
  - Fixed Income revenues declined across all regions and products due to market turmoil and slowdown in client activity
  - Equities and Investment Banking remained resilient

### Net revenue by region (QoQ, YoY)

- Japan: Y49.0bn (-32%, -36%)
  - Sluggish performance in Rates and Credit coupled with absence of private equity gain booked last quarter
- Americas: Y45.4bn (+4%, -19%)
  - Slow quarter in Rates and Securitized Products offset by realized gain on sale of Chi-X shares
- EMEA: Y23.7bn (-45%, -64%)
  - Challenging quarter for Fixed Income, primarily in Rates
- AEJ: Y18.0bn (-33%, -46%)
  - Slower client activity led to slowdown in Emerging Market FX

# Wholesale: Global Markets

## Net revenue<sup>1</sup>

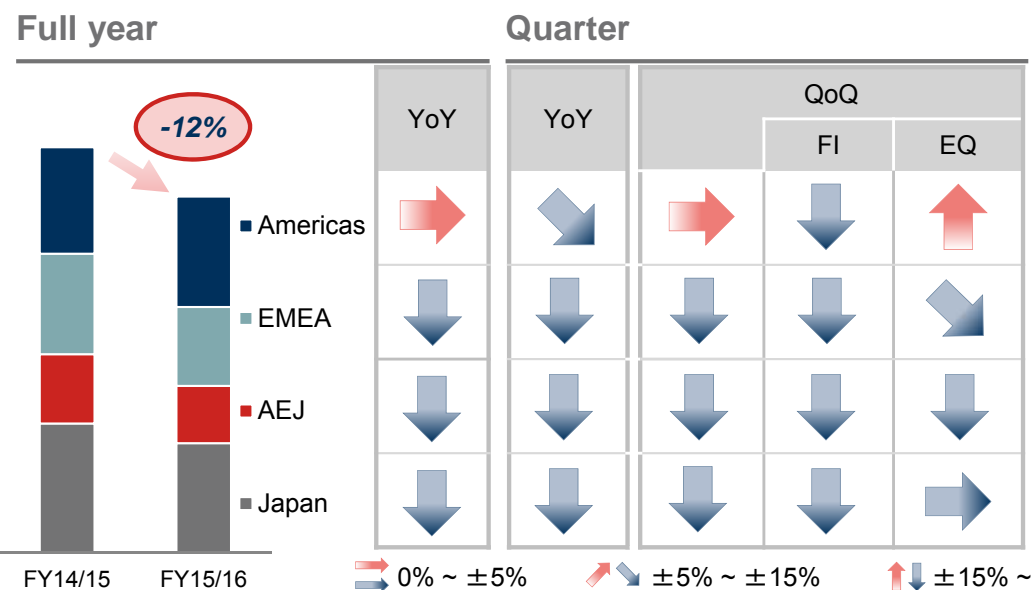


### Key points

#### Fourth quarter Global Markets

- Net revenue: Y108.3bn (-31% QoQ; -46% YoY)
  - Equities uplifted by gain on sale of Chi-X shares, but Fixed Income significantly declined
- Fixed Income
  - Net revenue: Y27.6bn (-66% QoQ; -76% YoY)
    - Trading environment impacted by rapid spread widening, plunging liquidity, and market disruption following negative rates in Japan
    - Decline in revenues due to under-performance in Spread Products and slowdown in Rates, particularly in Japan
- Equities
  - Net revenue: Y80.7bn (+5% QoQ; -1% YoY)
    - Stronger revenues QoQ amid heightened volatility as Japan business performed well, and Americas booked gain on sale of Chi-X shares

## FY2015/16 full year and 4Q net revenue by region



#### Full year

- Strong performance in Rates weighed down by sharp decline in Spread Products and EMEA Equities

#### Fourth quarter

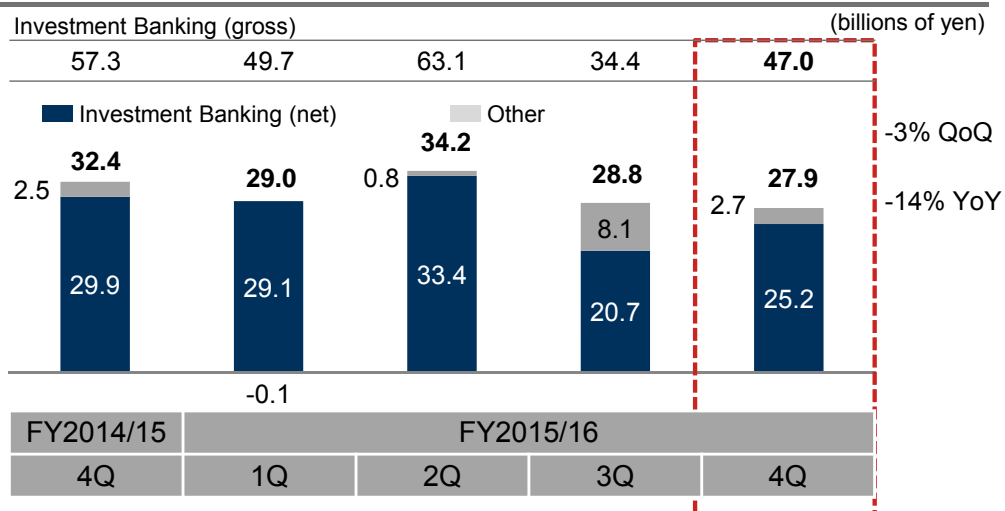
- Americas: Slow quarter for all Fixed Income products except FX; Cash Equities was resilient
- EMEA: In Fixed Income, Rates slowed significantly from strong 3Q; In Equities, Derivatives had a slow quarter
- AEJ: Slowdown in Fixed Income, mainly in Emerging Markets FX; Equities reported weak performance in Derivatives due to low client activity
- Japan: Fixed Income saw significant slowdown in Rates and Credit, while increased client activity in Equities led to solid performance in Cash Equities

(1) Fixed Income and Equities figures for FY2014/15 have been reclassified following a reorganization in April 2015.

# Wholesale: Investment Banking

  FY2015/16 4Q announced deals

## Net revenue



## Key points

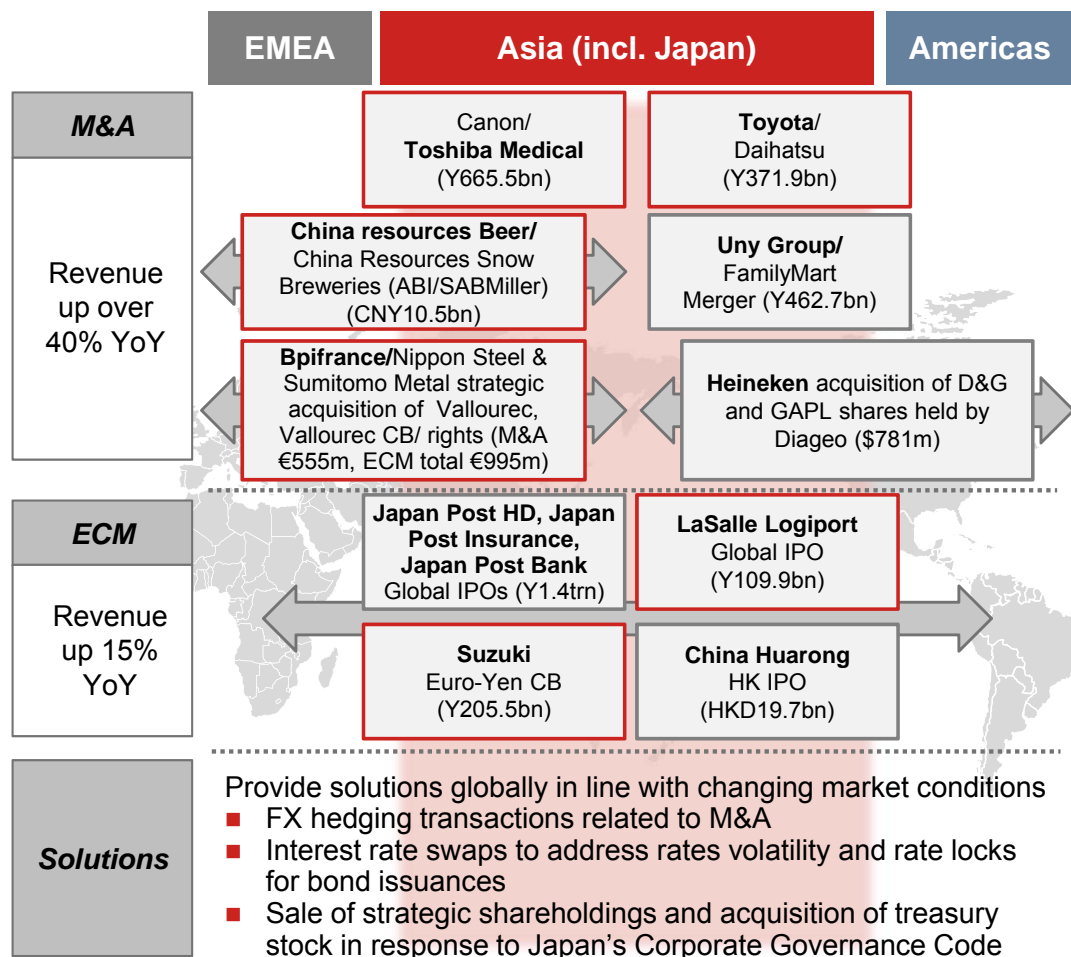
### Fourth quarter

- Net revenue: Y27.9bn (-3% QoQ; -14% YoY)
  - Stronger revenues in core business, but absence of one-off gain booked last quarter (gain on sale of private equity investment)
- Investment Banking (gross) revenue up 37% QoQ to Y47bn despite decline in fee pools
  - All products booked higher revenues QoQ, with revenues driven particularly by M&A and DCM
  - Japan: Stronger revenues both QoQ and YoY
    - ✓ Revenues driven by high-profile M&A and ECM deals; Retained top spot in Japan-related league tables (Market share: M&A 36.5%; ECM 47.3%)<sup>1</sup>
    - ✓ Growth in Solutions business, which now accounts for over 20% of Japan revenues
  - International: Revenues up QoQ driven by improvement in Americas business, but down YoY

(1) Source: Thomson Reuters, Jan – Mar 2016.

## Full year gross revenue flat YoY despite fee pool decline of over 10%

- Driven by global business centered on Asia; Japan revenues at five-year high
- Slowdown in fixed income related businesses, but revenue growth in M&A, ECM and Solutions businesses



# Non-interest expenses

## Full year

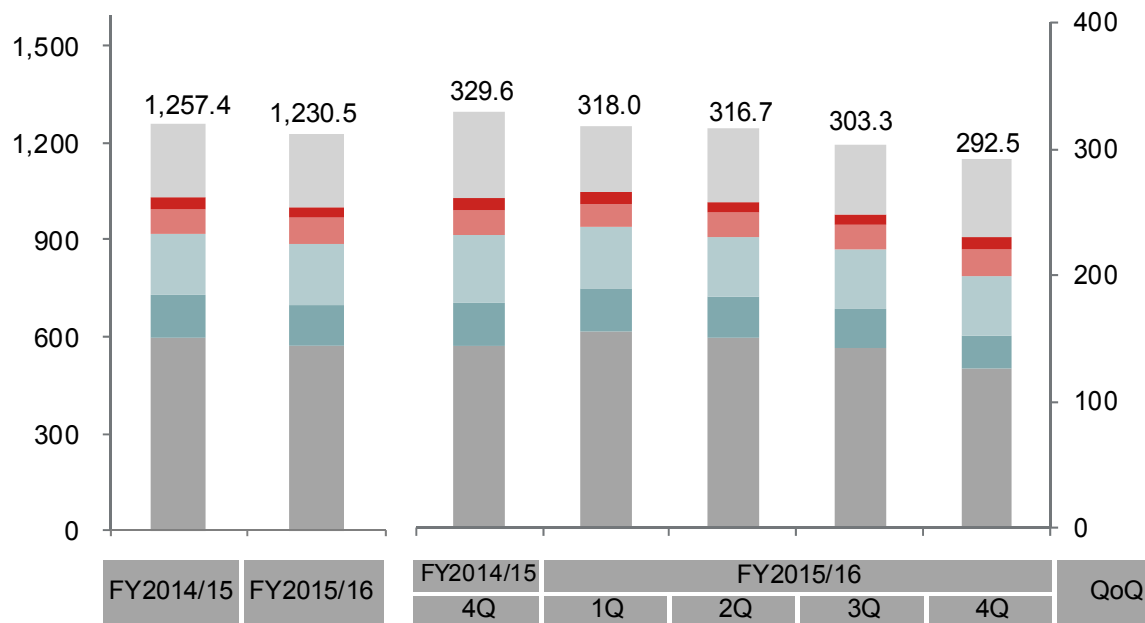
## Quarter

## Key points

(billions of yen)

(billions of yen)

- Other
- Business development expenses
- Occupancy and related depreciation
- Information processing and communications
- Commissions and floor brokerage
- Compensation and benefits



	FY2014/15	FY2015/16	FY2014/15 4Q	FY2015/16 1Q	FY2015/16 2Q	FY2015/16 3Q	FY2015/16 4Q	QoQ
Compensation and benefits	596.6	574.2	144.2	155.9	149.7	141.8	126.8	-10.6%
Commissions and floor brokerage	130.0	123.9	34.7	34.2	32.6	31.1	25.9	-16.8%
Information processing and communications	192.3	189.9	52.7	47.9	48.2	46.8	46.9	0.2%
Occupancy and related depreciation	76.1	78.4	20.1	18.7	19.2	19.6	20.9	6.7%
Business development expenses	35.2	35.9	9.2	8.3	8.5	9.3	9.8	4.8%
Other	227.2	228.2	68.6	52.9	58.5	54.6	62.2	13.9%
<b>Total</b>	<b>1,257.4</b>	<b>1,230.5</b>	<b>329.6</b>	<b>318.0</b>	<b>316.7</b>	<b>303.3</b>	<b>292.5</b>	<b>-3.6%</b>

### Full year

■ Non-interest expenses: Y1,230.5bn (-2% YoY)

- Compensation and benefits declined mainly internationally due to cost reductions and pay for performance (-4% YoY)

### Fourth quarter

■ Non-interest expenses: Y292.5bn (-4% QoQ)

- Compensation and benefits (-11% QoQ)
- ✓ Decline due to focus on pay for performance
- ✓ Severance related expenses associated with headcount reduction (just under Y16bn)
- Commissions and floor brokerage (-17% QoQ)
- ✓ Declined in line with lower trading volumes
- Other (+14% QoQ)
- ✓ Higher expenses at consolidated subsidiaries

# Robust financial position

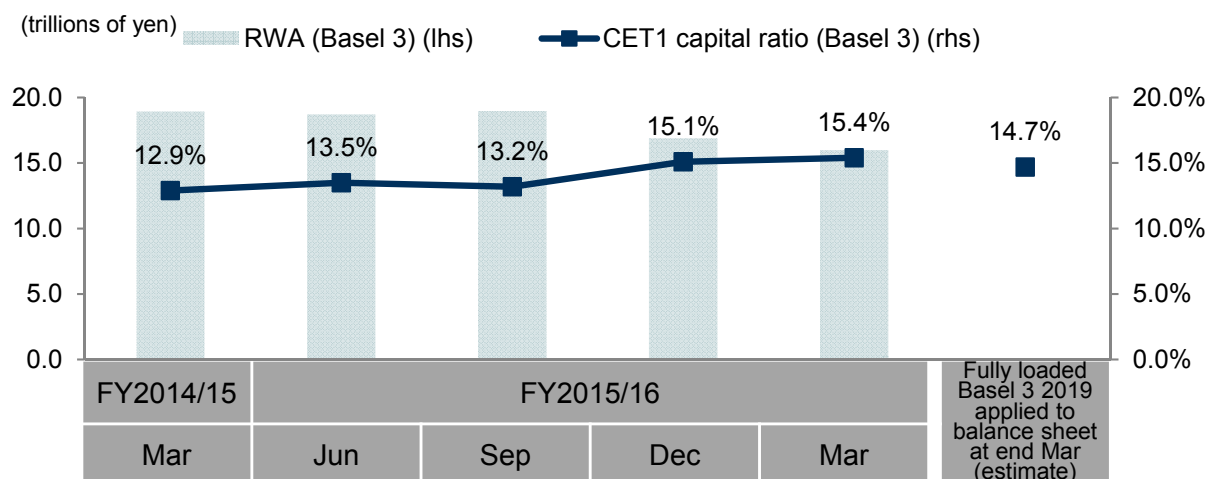
## Balance sheet related indicators and capital ratios

	Mar 2015	Dec 2015	Mar 2016
■ Total assets	Y41.8trn	Y43.5trn	Y41.1trn
■ Shareholders' equity	Y2.7trn	Y2.8trn	Y2.7trn
■ Gross leverage	15.4x	15.5x	15.2x
Net leverage <sup>1</sup>	9.3x	9.7x	9.6x
■ Level 3 assets <sup>2</sup> (net)	Y0.3trn	Y0.4trn	Y0.4trn
■ Liquidity portfolio	Y6.1trn	Y6.5trn	Y5.9trn

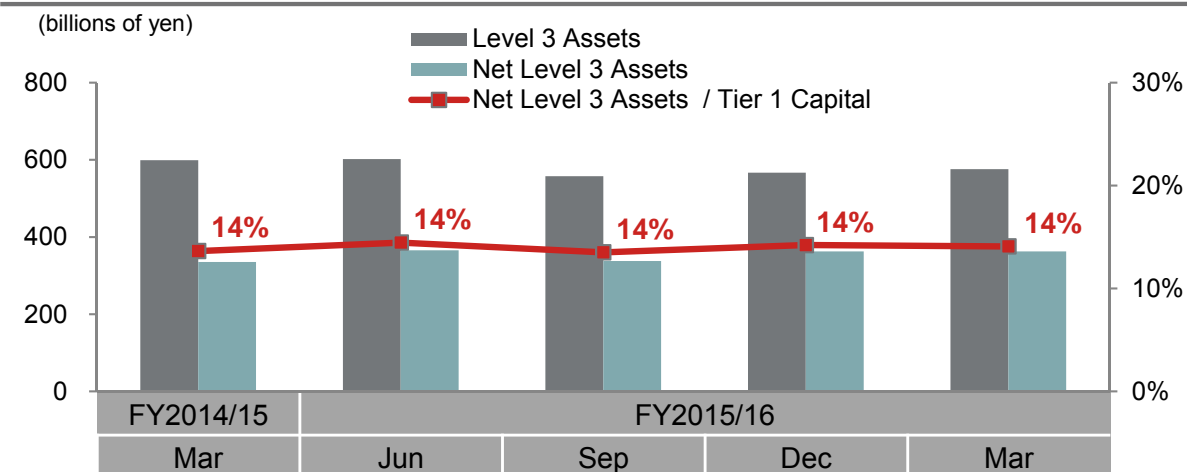
(billions of yen)

Basel 3 basis	Mar 2015	Dec 2015	Mar 2016 <sup>2</sup>
Tier 1 capital	2,459	2,552	2,576
Tier 2 capital	361	342	323
Total capital	2,820	2,894	2,899
RWA <sup>3</sup>	18,929	16,864	15,994
Tier 1 capital ratio	12.9%	15.1%	16.1%
CET 1 capital ratio <sup>4</sup>	12.9%	15.1%	15.4%
Consolidated capital adequacy ratio	14.8%	17.1%	18.1%
Consolidated Leverage ratio <sup>5</sup>	3.82%	4.14%	4.32%
HQLA <sup>6</sup>	-	Y6.0trn	Y6.2trn
LCR <sup>6</sup>	-	177.4%	175.8%

## Risk weighted assets<sup>3</sup> and CET1 capital ratio



## Level 3 assets<sup>2</sup> and net level 3 assets/Tier 1 capital



(1) Net leverage: Total assets minus securities purchased under agreements to resell and securities borrowed, divided by Nomura Holdings shareholders' equity. (2) Preliminary.  
 (3) Credit risk assets are calculated using the internal model method. (4) CET 1 capital ratio is defined as Tier 1 capital minus minority interest divided by risk-weighted assets.  
 (5) Tier 1 capital divided by exposure (sum of on-balance sheet exposures and off-balance sheet items). (6) Monthly average for each quarter.



# Funding and liquidity

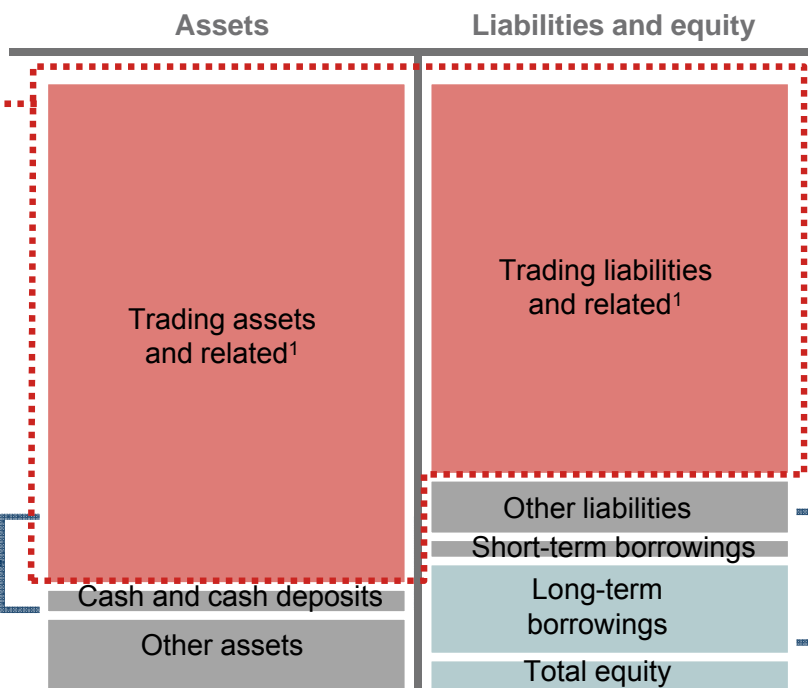
## Balance sheet structure

Balance sheet  
(As of Mar 2016)

- Highly liquid, healthy balance sheet structure
  - 77% of assets are highly liquid trading and related assets<sup>1</sup> that are marked-to-market and matched to trading and related liabilities<sup>1</sup> through repos etc. (regionally and by currency)
  - Other assets are funded by equity and long-term debt, ensuring structural stability

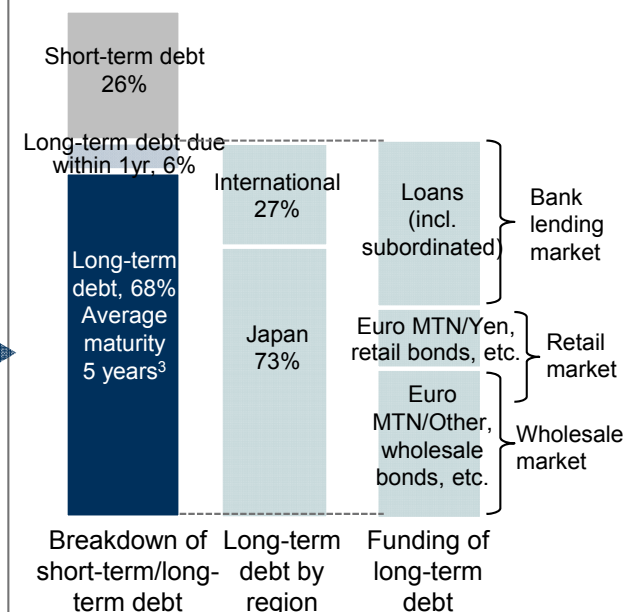
## Liquidity portfolio<sup>2</sup>

- Liquidity portfolio:
  - Y5.9trn, or 14% of total assets
  - Maintain a high quality liquidity portfolio surplus without the need for additional unsecured funding over a certain period



## Unsecured funding<sup>2</sup>

- More than 70% of unsecured funding is long-term debt
- Diversified sources of funding



(1) Trading assets and related: Reverse repo, securities, derivatives, etc. Trading liabilities and related: Repo, securities loaned, derivatives, etc.  
 (2) Definition differs from financial disclosures reflecting Liquidity Management's view. Cash and cash deposits portion of liquidity portfolio excludes funds on deposit at exchanges and segregated client funds.  
 (3) Excludes long-term debt due within one year. Redemption schedule is individually estimated by considering the probability of redemption under certain stressed scenarios.



# **Financial Supplement**

# Consolidated balance sheet

(billions of yen)	Mar 31, 2015	Mar 31, 2016	Increase (Decrease)		Mar 31, 2015	Mar 31, 2016	Increase (Decrease)
<b>Assets</b>				<b>Liabilities</b>			
Total cash and cash deposits	2,097	<b>3,899</b>	1,802	Short-term borrowings	662	<b>663</b>	1
				Total payables and deposits	3,399	<b>4,249</b>	851
Total loans and receivables	2,948	<b>2,970</b>	21	Total collateralized financing	15,380	<b>16,606</b>	1,226
				Trading liabilities	10,044	<b>7,499</b>	-2,545
Total collateralized agreements	16,720	<b>15,078</b>	-1,642	Other liabilities	1,217	<b>1,201</b>	-16
				Long-term borrowings	8,336	<b>8,130</b>	-207
Total trading assets <sup>1</sup> and private equity investments	17,309	<b>16,410</b>	-899	Total liabilities	39,038	<b>38,347</b>	-691
Total other assets	2,710	<b>2,734</b>	24	<b>Equity</b>			
				Total NHI shareholders' equity	2,708	<b>2,700</b>	-8
<b>Total assets</b>	<b>41,783</b>	<b>41,090</b>	<b>-693</b>	Noncontrolling interest	37	<b>43</b>	6
				<b>Total liabilities and equity</b>	<b>41,783</b>	<b>41,090</b>	<b>-693</b>

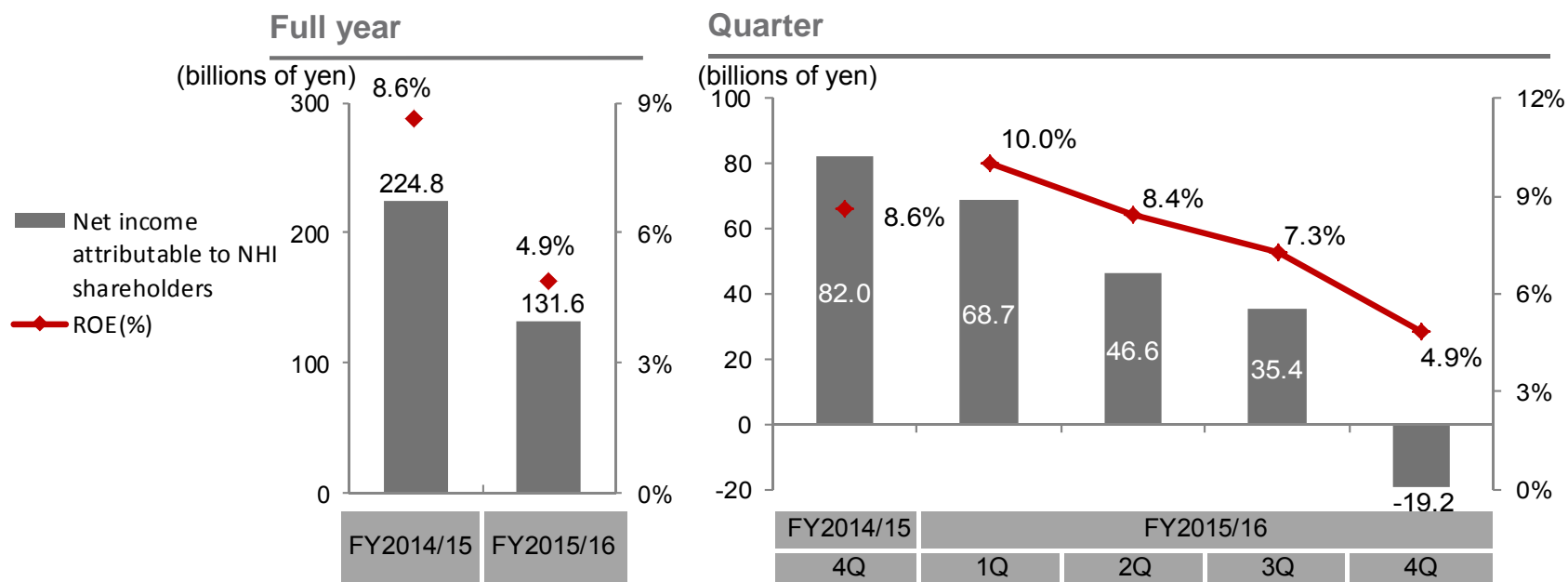
(1) Including securities pledged as collateral.

## Value at risk

- Definition
  - 99% confidence level
  - 1-day time horizon for outstanding portfolio
  - Inter-product price fluctuations considered
- From April 1, 2015 to March 31, 2016 (billions of yen)
  - Maximum: 9.1
  - Minimum: 3.5
  - Average: 5.3

(billions of yen)	FY2014/15	FY2015/16	FY2014/15	FY2015/16			
	Mar	Mar	Mar	Jun	Sep	Dec	Mar
Equity	1.0	<b>0.9</b>	1.0	1.3	1.5	1.7	<b>0.9</b>
Interest rate	4.2	<b>3.8</b>	4.2	3.9	5.2	4.9	<b>3.8</b>
Foreign exchange	1.1	<b>0.8</b>	1.1	1.1	1.4	2.0	<b>0.8</b>
Sub-total	6.2	<b>5.5</b>	6.2	6.2	8.2	8.5	<b>5.5</b>
Diversification benefit	-1.6	<b>-2.0</b>	-1.6	-2.4	-2.8	-2.8	<b>-2.0</b>
<b>VaR</b>	4.6	<b>3.5</b>	4.6	3.8	5.4	5.7	<b>3.5</b>

# Consolidated financial highlights



Net revenue	1,604.2	<b>1,395.7</b>
Income (loss) before income taxes	346.8	<b>165.2</b>
Net income (loss) attributable to Nomura Holdings, Inc. ("NHI") shareholders	224.8	<b>131.6</b>
Total NHI shareholders' equity	2,707.8	<b>2,700.2</b>
ROE (%) <sup>1</sup>	8.6%	<b>4.9%</b>
Basic-Net income (loss) attributable to NHI shareholders per share (yen)	61.66	<b>36.53</b>
Diluted-Net income (loss) attributable to NHI shareholders per share (yen)	60.03	<b>35.52</b>
Total NHI shareholders' equity per share (yen)	752.40	<b>748.32</b>

Item	FY2014/15	FY2015/16			
	4Q	1Q	2Q	3Q	4Q
Net revenue	434.5	424.0	336.6	354.9	<b>280.1</b>
Income (loss) before income taxes	105.0	106.0	19.9	51.6	<b>-12.3</b>
Net income (loss) attributable to NHI shareholders	82.0	68.7	46.6	35.4	<b>-19.2</b>
Total NHI shareholders' equity	2,707.8	2,783.3	2,761.7	2,804.7	<b>2,700.2</b>
ROE (%)	8.6%	10.0%	8.4%	7.3%	<b>4.9%</b>
Basic-Net income (loss) attributable to NHI shareholders per share (yen)	22.65	19.11	12.95	9.83	<b>-5.31</b>
Diluted-Net income (loss) attributable to NHI shareholders per share (yen)	22.08	18.65	12.63	9.61	<b>-5.33</b>
Total NHI shareholders' equity per share (yen)	752.40	774.39	767.73	777.74	<b>748.32</b>

(1) Quarterly ROE is calculated using annualized year-to-date net income (loss).

# Consolidated income

(billions of yen)	Full year		Quarter					
	FY2014/15	FY2015/16	FY2014/15	FY2015/16				
			4Q	1Q	2Q	3Q	4Q	
Revenue								
Commissions	453.4	<b>432.0</b>	123.7	130.3	111.5	102.3	<b>87.8</b>	
Fees from investment banking	95.1	<b>118.3</b>	25.8	24.5	44.9	20.0	<b>29.0</b>	
Asset management and portfolio service fees	203.4	<b>229.0</b>	54.3	59.9	58.2	57.8	<b>53.1</b>	
Net gain on trading	531.3	<b>354.0</b>	134.3	124.7	62.6	105.2	<b>61.5</b>	
Gain on private equity investments	5.5	<b>13.8</b>	5.5	1.2	0.6	8.7	<b>3.3</b>	
Interest and dividends	436.8	<b>440.1</b>	107.5	113.6	111.5	107.9	<b>106.9</b>	
Gain (loss) on investments in equity securities	29.4	<b>-20.5</b>	8.4	9.2	-10.9	4.7	<b>-23.5</b>	
Other	175.7	<b>156.5</b>	50.5	44.9	39.6	27.9	<b>44.1</b>	
Total revenue	1,930.6	<b>1,723.1</b>	510.0	508.4	417.9	434.5	<b>362.2</b>	
Interest expense	326.4	<b>327.4</b>	75.5	84.4	81.3	79.6	<b>82.1</b>	
Net revenue	1,604.2	<b>1,395.7</b>	434.5	424.0	336.6	354.9	<b>280.1</b>	
Non-interest expenses	1,257.4	<b>1,230.5</b>	329.6	318.0	316.7	303.3	<b>292.5</b>	
Income (loss) before income taxes	346.8	<b>165.2</b>	105.0	106.0	19.9	51.6	<b>-12.3</b>	
Net income (loss) attributable to NHI shareholders	224.8	<b>131.6</b>	82.0	68.7	46.6	35.4	<b>-19.2</b>	

## Main revenue items

	Full year		Quarter					
	FY2014/15	FY2015/16	FY2014/15	FY2015/16				
			4Q	1Q	2Q	3Q	4Q	
(billions of yen)								
Commissions	Stock brokerage commissions	252.8	<b>275.0</b>	70.7	78.7	71.3	63.7	<b>61.3</b>
	Other brokerage commissions	19.6	<b>23.3</b>	5.8	5.2	6.8	5.4	<b>5.8</b>
	Commissions for distribution of investment trusts	134.3	<b>89.5</b>	33.6	34.3	22.0	20.8	<b>12.4</b>
	Other	46.8	<b>44.2</b>	13.5	12.2	11.3	12.4	<b>8.3</b>
	<b>Total</b>	<b>453.4</b>	<b>432.0</b>	<b>123.7</b>	<b>130.3</b>	<b>111.5</b>	<b>102.3</b>	<b>87.8</b>
Fees from investment banking	Equity underwriting and distribution	28.8	<b>56.7</b>	6.9	7.4	30.8	10.3	<b>8.2</b>
	Bond underwriting and distribution	20.4	<b>12.9</b>	6.1	4.6	3.3	1.8	<b>3.3</b>
	M&A / financial advisory fees	24.6	<b>33.1</b>	5.6	7.7	7.5	6.5	<b>11.3</b>
	Other	21.2	<b>15.6</b>	7.2	4.8	3.3	1.4	<b>6.2</b>
	<b>Total</b>	<b>95.1</b>	<b>118.3</b>	<b>25.8</b>	<b>24.5</b>	<b>44.9</b>	<b>20.0</b>	<b>29.0</b>
Asset management and portfolio service fees	Asset management fees	151.8	<b>164.4</b>	39.9	44.2	42.0	41.2	<b>36.9</b>
	Administration fees	32.6	<b>45.7</b>	9.4	10.7	11.3	11.9	<b>11.7</b>
	Custodial fees	19.0	<b>19.0</b>	5.0	5.0	4.8	4.7	<b>4.4</b>
	<b>Total</b>	<b>203.4</b>	<b>229.0</b>	<b>54.3</b>	<b>59.9</b>	<b>58.2</b>	<b>57.8</b>	<b>53.1</b>

# Consolidated results: Income (loss) before income taxes by segment and region

**NOMURA**

## Adjustment of consolidated results and segment results: Income (loss) before income taxes

(billions of yen)	Full year		Quarter				
	FY2014/15	FY2015/16	FY2014/15	FY2015/16			
			4Q	1Q	2Q	3Q	4Q
Retail	161.8	<b>127.6</b>	40.9	50.9	36.7	27.8	<b>12.2</b>
Asset Management	32.1	<b>36.7</b>	6.7	11.7	8.4	10.7	<b>5.8</b>
Wholesale	82.2	<b>15.4</b>	53.8	19.7	8.6	9.9	<b>-22.8</b>
Three Business segments total	276.1	<b>179.7</b>	101.4	82.3	53.8	48.5	<b>-4.9</b>
Other	46.0	<b>6.1</b>	-4.0	14.7	-23.0	-1.6	<b>16.1</b>
Segments total	322.1	<b>185.8</b>	97.4	97.0	30.8	46.9	<b>11.2</b>
Unrealized gain (loss) on investments in equity securities held for operating purposes	24.7	<b>-20.7</b>	7.6	9.0	-10.9	4.7	<b>-23.5</b>
Income (loss) before income taxes	346.8	<b>165.2</b>	105.0	106.0	19.9	51.6	<b>-12.3</b>

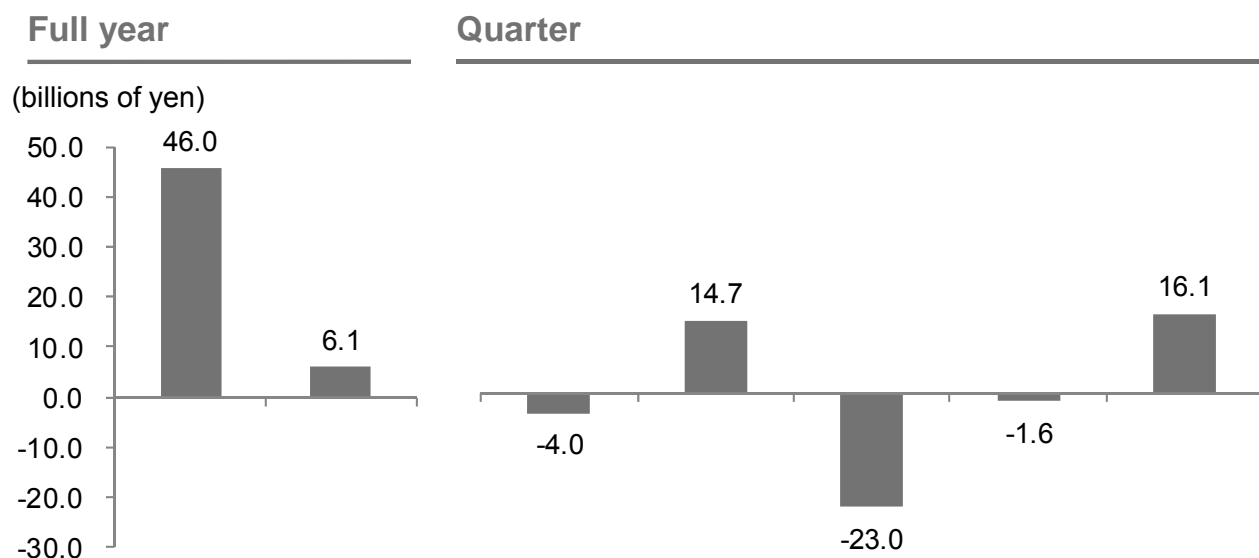
## Geographic information: Income (loss) before income taxes<sup>1</sup>

(billions of yen)	Full year		Quarter				
	FY2014/15	FY2015/16	FY2014/15	FY2015/16			
			4Q	1Q	2Q	3Q	4Q
Americas	-27.6	<b>-32.0</b>	-14.2	-2.4	-19.8	-12.3	<b>2.4</b>
Europe	-23.5	<b>-67.4</b>	7.8	-9.7	-35.2	-5.7	<b>-16.8</b>
Asia and Oceania	34.6	<b>19.8</b>	10.3	14.8	9.2	-2.0	<b>-2.2</b>
Subtotal	-16.4	<b>-79.6</b>	3.9	2.7	-45.8	-19.9	<b>-16.6</b>
Japan	363.2	<b>244.8</b>	101.0	103.3	65.6	71.6	<b>4.3</b>
Income (loss) before income taxes	346.8	<b>165.2</b>	105.0	106.0	19.9	51.6	<b>-12.3</b>

(1) Geographic information is based on U.S. GAAP. (Figures are preliminary for the three months ended March 31, 2016). Nomura's revenues and expenses are allocated based on the country of domicile of the legal entity providing the service. This information is not used for business management purposes.

Segment “Other”

Income (loss) before income taxes



	Full year		Quarter				
	FY2014/15	FY2015/16	FY2014/15 4Q	FY2015/16			
			1Q	2Q	3Q	4Q	
Net gain (loss) related to economic hedging transactions	15.1	<b>6.4</b>	-0.3	-2.6	1.1	-0.6	<b>8.5</b>
Realized gain on investments in equity securities held for operating purposes	4.7	<b>0.2</b>	0.8	0.2	0.0	0.0	<b>0.0</b>
Equity in earnings of affiliates	42.2	<b>32.7</b>	12.6	13.8	9.1	4.8	<b>5.1</b>
Corporate items	-20.1	<b>-52.3</b>	-5.5	-3.9	-40.0	-3.2	<b>-5.2</b>
Others	4.0	<b>19.2</b>	-11.5	7.2	6.9	-2.6	<b>7.7</b>
<b>Income (loss) before income taxes</b>	<b>46.0</b>	<b>6.1</b>	<b>-4.0</b>	<b>14.7</b>	<b>-23.0</b>	<b>-1.6</b>	<b>16.1</b>



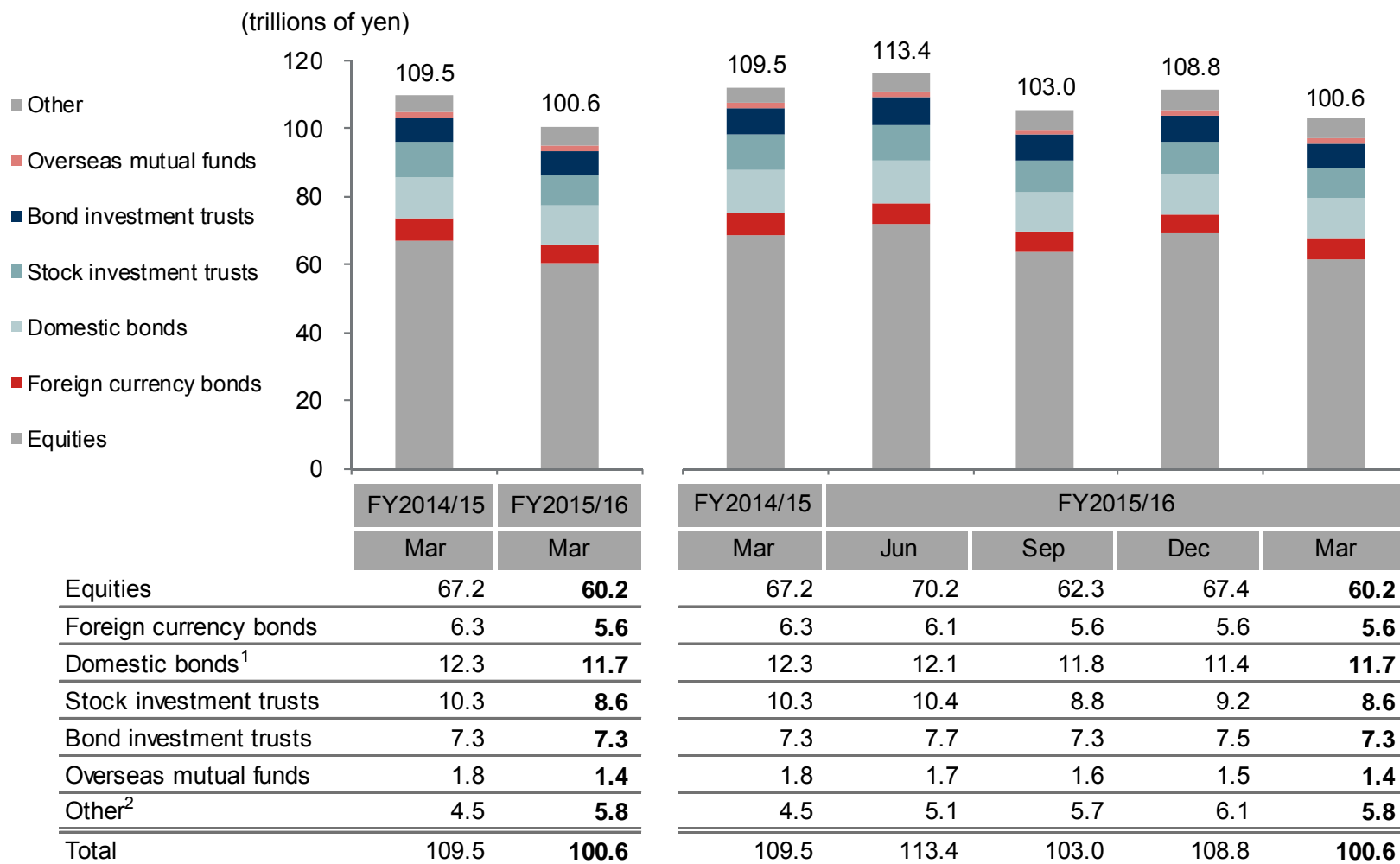
# Retail related data (1)

(billions of yen)	Full year		Quarter					QoQ	YoY
	FY2014/15	FY2015/16	FY2014/15	FY2015/16					
			4Q	1Q	2Q	3Q	4Q		
Commissions	258.9	<b>220.3</b>	67.7	73.8	55.8	51.8	<b>38.9</b>	<b>-24.9%</b>	<b>-42.6%</b>
Of which, brokerage commission	81.8	<b>78.9</b>	22.6	26.4	20.0	18.0	<b>14.4</b>	<b>-20.0%</b>	<b>-36.2%</b>
Of which, commissions for distribution of investment trusts	134.9	<b>93.6</b>	33.7	34.9	22.5	22.0	<b>14.3</b>	<b>-35.1%</b>	<b>-57.6%</b>
Sales credit	106.4	<b>86.4</b>	25.4	26.0	19.7	23.2	<b>17.5</b>	<b>-24.7%</b>	<b>-31.3%</b>
Fees from investment banking and other	32.5	<b>35.9</b>	8.0	6.2	16.6	6.1	<b>7.0</b>	<b>15.0%</b>	<b>-13.1%</b>
Investment trust administration fees and other	71.9	<b>85.3</b>	20.0	21.9	22.0	21.4	<b>20.0</b>	<b>-6.6%</b>	<b>0.2%</b>
Net interest revenue	6.9	<b>7.8</b>	1.8	2.8	1.5	1.8	<b>1.7</b>	<b>-7.5%</b>	<b>-7.1%</b>
Net revenue	476.5	<b>435.6</b>	122.9	130.7	115.7	104.3	<b>85.0</b>	<b>-18.5%</b>	<b>-30.8%</b>
Non-interest expenses	314.7	<b>308.0</b>	82.0	79.8	78.9	76.5	<b>72.9</b>	<b>-4.7%</b>	<b>-11.2%</b>
Income before income taxes	161.8	<b>127.6</b>	40.9	50.9	36.7	27.8	<b>12.2</b>	<b>-56.3%</b>	<b>-70.3%</b>
Domestic distribution volume of investment trusts <sup>1</sup>	9,478.5	<b>5,644.9</b>	2,336.3	1,975.3	1,407.3	1,485.8	<b>776.4</b>	<b>-47.7%</b>	<b>-66.8%</b>
Bond investment trusts	3,110.2	<b>1,094.0</b>	739.8	382.2	298.7	266.8	<b>146.2</b>	<b>-45.2%</b>	<b>-80.2%</b>
Stock investment trusts	5,445.1	<b>3,656.3</b>	1,372.4	1,378.9	922.2	842.0	<b>513.2</b>	<b>-39.1%</b>	<b>-62.6%</b>
Foreign investment trusts	923.1	<b>894.6</b>	224.1	214.2	186.4	377.0	<b>117.0</b>	<b>-69.0%</b>	<b>-47.8%</b>
Other									
Accumulated value of annuity insurance policies	2,401.7	<b>2,806.4</b>	2,401.7	2,531.4	2,640.5	2,742.7	<b>2,806.4</b>	<b>2.3%</b>	<b>16.9%</b>
Sales of JGBs for individual investors (transaction base)	380.6	<b>425.9</b>	47.8	53.7	60.5	76.9	<b>234.8</b>	<b>3.1x</b>	<b>4.9x</b>
Retail foreign currency bond sales	1,255.7	<b>1,205.0</b>	254.4	257.9	253.2	398.5	<b>295.4</b>	<b>-25.9%</b>	<b>16.1%</b>

(1) Excluding Net & Call and Hotto Direct.

## Retail related data (2)

### Retail client assets



(1) Including CBs and warrants.

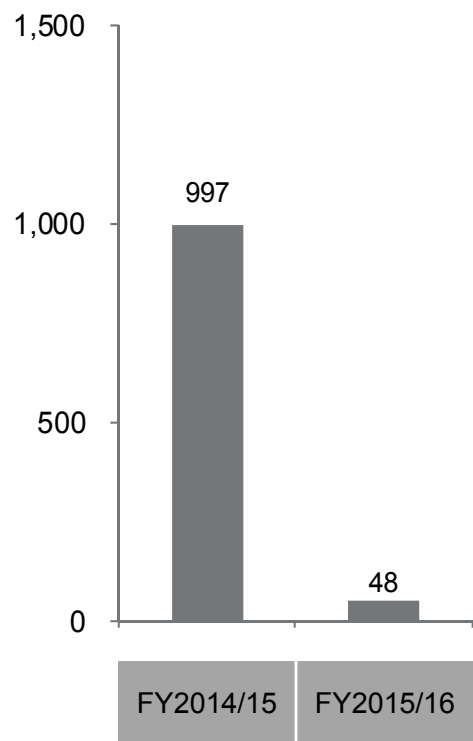
(2) Including annuity insurance.

## Retail related data (3)

### Net inflows of cash and securities<sup>1</sup>

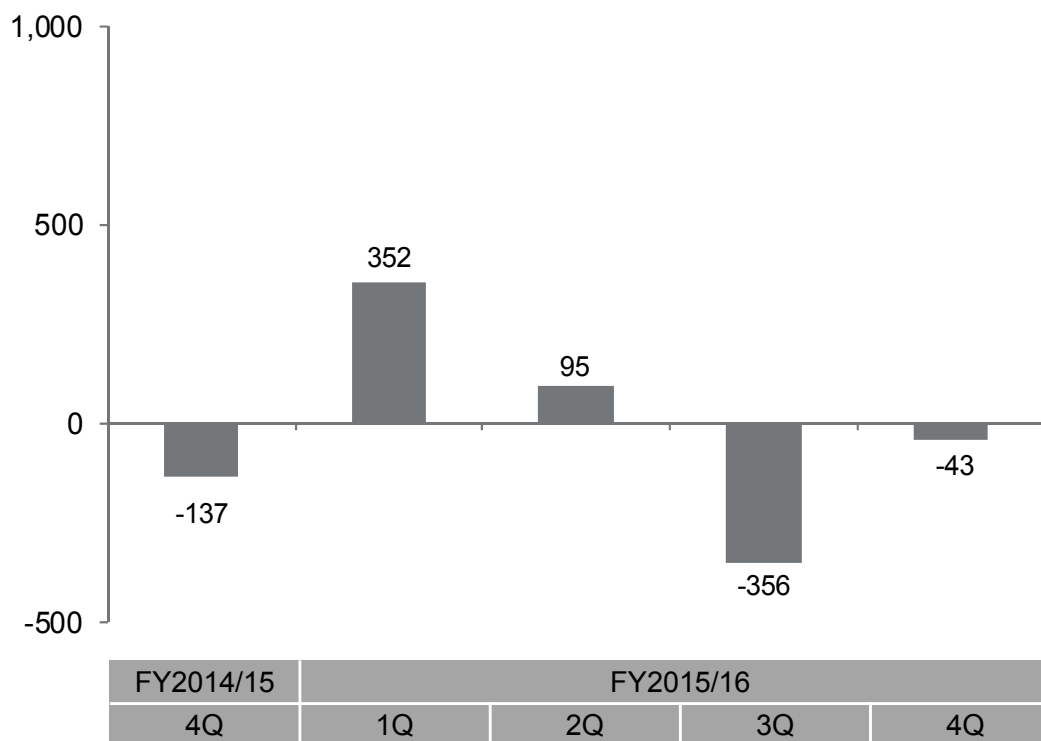
#### Full year

(billions of yen)



#### Quarter

(billions of yen)



(1) Cash and securities inflows minus outflows, excluding regional financial institutions.

## Retail related data (4)

### Number of accounts

(thousands)	FY2014/15	FY2015/16	FY2014/15	FY2015/16			
	Mar	Mar	Mar	Jun	Sep	Dec	Mar
Accounts with balance	5,294	<b>5,389</b>	5,294	5,316	5,366	5,384	<b>5,389</b>
Equity holding accounts	2,719	<b>2,827</b>	2,719	2,700	2,725	2,796	<b>2,827</b>
Nomura Home Trade / Net & Call accounts	4,216	<b>4,412</b>	4,216	4,270	4,337	4,384	<b>4,412</b>

### New Individual accounts / IT share<sup>1</sup>

(thousands)	Full year		Quarter				
	FY2014/15	FY2015/16	FY2014/15	FY2015/16			
			4Q	1Q	2Q	3Q	4Q
New individual accounts	320	<b>336</b>	95	90	103	86	<b>57</b>
IT share <sup>1</sup>							
No. of orders	59%	<b>58%</b>	60%	59%	60%	55%	<b>59%</b>
Transaction value	37%	<b>36%</b>	39%	37%	40%	32%	<b>36%</b>

(1) Percentage of cash stock transactions conducted via Nomura Home Trade.

## Asset Management related data (1)

(billions of yen)	Full year		Quarter					QoQ	YoY
	FY2014/15	FY2015/16	FY2014/15	FY2015/16					
			4Q	1Q	2Q	3Q	4Q		
Net revenue	92.4	<b>95.4</b>	23.9	26.9	22.9	25.3	<b>20.3</b>	<b>-19.8%</b>	<b>-15.0%</b>
Non-interest expenses	60.3	<b>58.7</b>	17.2	15.2	14.4	14.6	<b>14.5</b>	<b>-0.4%</b>	<b>-15.6%</b>
Income before income taxes	32.1	<b>36.7</b>	6.7	11.7	8.4	10.7	<b>5.8</b>	<b>-46.2%</b>	<b>-13.3%</b>

## Assets under management by company

(trillions of yen)	FY2014/15	FY2015/16	FY2014/15	FY2015/16			
	Mar	Mar	Mar	Jun	Sep	Dec	Mar
Nomura Asset Management <sup>1,2</sup>	43.3	<b>43.5</b>	43.3	45.1	43.4	45.9	<b>43.5</b>
Nomura Funds Research and Technologies <sup>2</sup>	3.0	<b>3.1</b>	3.0	3.1	2.1	3.3	<b>3.1</b>
Nomura Corporate Research and Asset Management <sup>1</sup>	1.7	<b>1.6</b>	1.7	1.7	1.5	1.6	<b>1.6</b>
Nomura Private Equity Capital <sup>2</sup>	0.2	-	0.2	0.2	0.2	-	-
Assets under management (gross) <sup>1,2,3</sup>	48.1	<b>48.2</b>	48.1	50.1	47.2	50.8	<b>48.2</b>
Group company overlap <sup>1,2</sup>	8.8	<b>8.1</b>	8.8	8.7	7.2	8.6	<b>8.1</b>
Assets under management (net) <sup>4</sup>	39.3	<b>40.1</b>	39.3	41.4	40.0	42.2	<b>40.1</b>

(1) Historical AuM (gross) figures have been reclassified in line with a revised calculation method introduced in the third quarter of the fiscal year ended March 2016.

(2) Nomura Asset Management took over the institutional investor advisory business and the retail related business of Nomura Funds Research and Technologies on July 1, 2015, and October 1, 2015, respectively, as well as all of the operations of Nomura Private Equity Capital on December 1, 2015.

(3) Total assets under management for Nomura Asset Management, Nomura Funds Research and Technologies, and Nomura Corporate Research and Asset Management.

(4) Net after deducting duplications from assets under management (gross).

## Asset Management related data (2)

### Asset inflows/outflows by business<sup>1</sup>

(billions of yen)	Full year		Quarter				
	FY	FY	FY2014/15	FY2015/16			
	2014/15	2015/16	4Q	1Q	2Q	3Q	4Q
Investment trusts business	3,418	<b>2,717</b>	942	1,252	896	157	<b>412</b>
of which ETFs	843	<b>2,339</b>	477	308	1,294	-102	<b>838</b>
Investment advisory business	50	<b>2,038</b>	113	38	1,446	646	<b>-92</b>
Net asset inflow	3,469	<b>4,755</b>	1,055	1,290	2,342	803	<b>320</b>

### Domestic public investment trust market and Nomura Asset Management market share<sup>2</sup>

(trillions of yen)	FY2014/15	FY2015/16	FY2014/15	FY2015/16			
	Mar	Mar	Mar	Jun	Sep	Dec	Mar
Domestic public stock investment trusts							
Market	80.3	<b>78.6</b>	80.3	83.1	77.1	81.7	<b>78.6</b>
Nomura's share (%)	20%	<b>21%</b>	20%	21%	21%	21%	<b>21%</b>
Domestic public bond investment trusts							
Market	16.7	<b>13.9</b>	16.7	17.7	16.0	16.0	<b>13.9</b>
Nomura's share (%)	43%	<b>46%</b>	43%	42%	43%	43%	<b>46%</b>
ETF							
Market	12.9	<b>15.8</b>	12.9	14.5	14.5	16.2	<b>15.8</b>
Nomura's share (%)	48%	<b>48%</b>	48%	47%	49%	47%	<b>48%</b>

(1) Based on assets under management (net). (2) Source: Investment Trusts Association, Japan.

## Wholesale related data (1)

### Wholesale

(billions of yen)	Full year		Quarter					QoQ	YoY
	FY2014/15	FY2015/16	FY2014/15 4Q	FY2015/16					
				1Q	2Q	3Q	4Q		
Net revenue	789.9	<b>720.3</b>	231.5	205.2	192.9	186.0	<b>136.2</b>	<b>-26.8%</b>	<b>-41.2%</b>
Non-interest expenses	707.7	<b>704.9</b>	177.7	185.5	184.3	176.0	<b>159.0</b>	<b>-9.7%</b>	<b>-10.5%</b>
Income (loss) before income taxes	82.2	<b>15.4</b>	53.8	19.7	8.6	9.9	<b>-22.8</b>	-	-

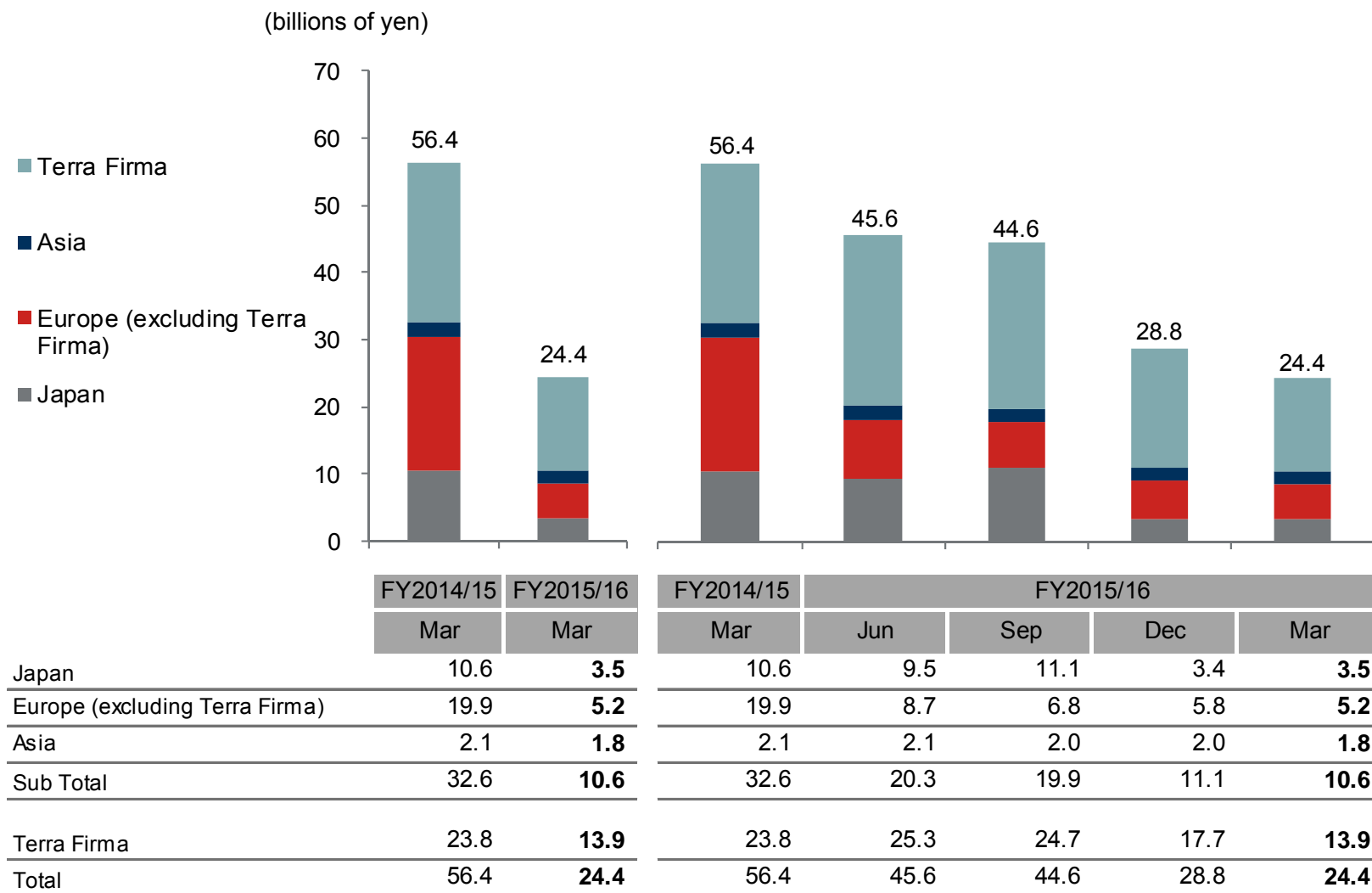
### Breakdown of Wholesale revenues

(billions of yen)	Full year		Quarter					QoQ	YoY
	FY2014/15	FY2015/16	FY2014/15 4Q	FY2015/16					
				1Q	2Q	3Q	4Q		
Fixed Income <sup>1</sup>	396.9	<b>275.2</b>	117.4	84.1	83.2	80.2	<b>27.6</b>	<b>-65.6%</b>	<b>-76.5%</b>
Equities <sup>1</sup>	286.5	<b>325.1</b>	81.7	92.1	75.5	76.9	<b>80.7</b>	<b>4.9%</b>	<b>-1.2%</b>
Global Markets	683.4	<b>600.3</b>	199.0	176.2	158.7	157.2	<b>108.3</b>	<b>-31.1%</b>	<b>-45.6%</b>
Investment Banking (Net)	104.7	<b>108.4</b>	29.9	29.1	33.4	20.7	<b>25.2</b>	<b>22.0%</b>	<b>-15.5%</b>
Other	1.8	<b>11.5</b>	2.5	-0.1	0.8	8.1	<b>2.7</b>	<b>-66.9%</b>	<b>5.9%</b>
Investment Banking	106.5	<b>120.0</b>	32.4	29.0	34.2	28.8	<b>27.9</b>	<b>-3.1%</b>	<b>-13.9%</b>
Net revenue	789.9	<b>720.3</b>	231.5	205.2	192.9	186.0	<b>136.2</b>	<b>-26.8%</b>	<b>-41.2%</b>
Investment Banking (Gross)	193.8	<b>194.2</b>	57.3	49.7	63.1	34.4	<b>47.0</b>	<b>36.8%</b>	<b>-17.9%</b>

(1) Fixed Income and Equities figures for FY2014/15 have been reclassified following a reorganization in April 2015.

# Wholesale related data (2)

## Private equity related investments





## Number of employees

	FY2014/15	FY2015/16	FY2014/15	FY2015/16			
	Mar	Mar	Mar	Jun	Sep	Dec	Mar
Japan	15,973	<b>16,083</b>	15,973	16,570	16,381	16,282	<b>16,083</b>
Europe	3,485	<b>3,424</b>	3,485	3,492	3,494	3,433	<b>3,424</b>
Americas	2,449	<b>2,503</b>	2,449	2,439	2,514	2,501	<b>2,503</b>
Asia and Oceania <sup>1</sup>	6,765	<b>6,855</b>	6,765	6,788	6,862	6,853	<b>6,855</b>
<b>Total</b>	<b>28,672</b>	<b>28,865</b>	<b>28,672</b>	<b>29,289</b>	<b>29,251</b>	<b>29,069</b>	<b>28,865</b>

(1) Includes Powai office in India.

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