

NOMURA HOLDINGS INC
Form 6-K
August 01, 2003
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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

For the month of August 2003.

Total number of pages: 37.

The exhibit index is located on page 2.

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.

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Form 20-F

Form 40-F

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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.

Yes

No

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

Page Number

1. [Consolidated Results of Operations (US GAAP) First quarter, fiscal year ended March 2004]

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Consolidated Results of Operations
(US GAAP)

First quarter, fiscal year ended March 2004

Nomura Holdings, Inc.

July 2003

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Outline of the Presentation

n Financial Summary

n Review of Businesses

Ø Segment Information

Ø Domestic Retail

Ø Global Wholesale

Ø Asset Management

Ø Non-interest Expenses

n Appendix

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

Table of Contents**Consolidated Financial Summary****First quarter ended March 31, 2004**

| | | |
|--------------------------|------------------------------|-------------------------|
| | Ø Net revenue | 200.1 (up 40%*) |
| | Ø Non-interest expenses | 128.8 (up 4%*) |
| | Ø Income before income taxes | 71.3 (up 288%*) |
| Results for the | Ø Income before cumulative | 39.0 (up 385%*) |
| First Quarter | effect of accounting change | |
| (Billions of yen) | | |
| | Ø Net income | 39.0 (down 67%*) |
| | Ø Total assets | 24,779.0 (up 3,609.6**) |
| | Ø Total shareholders equity | 1,690.3 (up 47.9**) |
| | Ø Leverage | 14.7 times (12.9 times) |
| | Ø ROE | 9.4% (APR***) |

* YOY

** Compared with corresponding items as of March 31, 2003

$$\frac{\text{Net income} \times 4}{(\text{Shareholders equity at the beginning of period} + \text{Shareholders equity at the end of period}) / 2}$$

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Review of Businesses

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Segment Information

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Domestic Retail (1)*

Points

n Commissions (25.7 billion yen, down 19%)

ii Stock Brokerage Commissions** (12.1 billion yen, down 28%)

Ø Individual Equity Agency Transaction Value*** (monthly average)

1 5.0 trillion, down 3%

Ø Equity Holding Accounts

1 1.308 million (end of June 03)

1 1.246 million (end of June 02)

ii Commissions for Investment Trusts Distribution and Redemption**** (7.1 billion yen, down 39%)

Ø Stock Investment Trusts Commission

1 2.6 billion yen, down 57%

Ø Foreign Investment Trusts Commission

1 2.4 billion yen, up 859%

Ø New Funds

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l UBS Australia Bond Income 122.5 billion yen (end of June)

ii Insurance

Ø Outstanding Value of Variable Annuity Insurance Contracts 182.8 billion yen (end of June)

ii Distribution of JGBs for Individual Investors

3rd Issue 42.0 billion yen

(Issue amount: 280.2 billion yen, Nomura's share: 15%)

n Sales Credit (40.4 billion yen, up 97%)

n Investment Trusts Administration Fee and Other

(4.8 billion yen, down 61%)

n Fees from Investment Banking (2.9 billion yen, up 68%)

* All percentages are year-on-year comparisons unless otherwise stated

** Domestic Retail

*** Three major exchanges = Tokyo, Osaka, Nagoya

**** Nomura Securities

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Domestic Retail (2)

**Distribution of Foreign Currency Bonds for Retail Investors/
Revenue Breakdown (approx. figs.)**

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Domestic Retail (3)

Client Assets / Net Asset Accumulation (excluding financials)

* Including CBs and warrants

** Includes variable annuity insurance

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Global Wholesale (1) Fixed Income

Points

n Foreign Currency Bond Distribution to Retail Investors

ü 976.8 billion yen, up 95% YOY

n Foreign Currency Bond Public Offering to Retail Investors

ü KfW: 118.8 billion yen (A\$)

ü IBRD: 99.8 billion yen (Can\$)

ü Toyota Motor Credit: 42.0 billion yen (US\$)

ü SEK: 15.5 billion yen (EU)

n Large-scale Foreign Currency Bonds Underwriting

ü Republic of Italy: US\$ 1.25 billion

ü Republic of Austria: EU 5 billion

ü EIB: EU 5 billion

n Domestic Bonds

ü Japan Highway Public Corp: 200 billion yen (joint lead)

ü Hitachi: 80 billion yen (joint lead)

n Securitized Products

ü Wachovia Bank - CMBS US\$1.2 billion (joint lead)

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Global Wholesale (2) Equity

Points

n Market Environment

ii Equity Agency Transaction Value* (monthly average) 30.6 trillion yen, down 11% YOY

ii Businesses focused on customer order flow

n Net Gain on Equity Trading (Nomura Securities)

* Three major exchanges = Tokyo, Osaka, Nagoya

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Global Wholesale (3) Investment Banking

Points

n IPO, PO*

ü IPO Market: 137.5 billion yen, up 318% YOY

Nomura: 7.1 billion yen, down 34% YOY

ü PO Market: 78.8 billion yen, down 79% YOY

Nomura: 49.6 billion yen, down 66% YOY

Major Issue: Daiwa House (38.2 billion yen)

n Advisory Business

ü Tokyu Construction

ü Toyo Construction

n Established Corporate Revival Project Department

(M&A Ranking)**

ü Rank No.7

ü No. of deals 54

ü Value US\$ 5.8 billion

ü Market share 11%

Sources: * Nomura Securities, 2004.3 1Q pricing day base
** Thomson Financial, Announced Mergers and Acquisitions:
Any Japanese involvement. League table based on rank
value. (Jan. 2003 - Jun. 2003)

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Global Wholesale (4) Merchant Banking

Points

n Exit Transactions

ii Daikuma

n Exposure to Merchant Banking Business

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Asset Management (1)

Points

n New Funds

ü Attractive Dividends Blue Chip Fund 2

Sales: 25.4 billion yen

n Assets Under Management of NCRAM

ü Jun. 30, 2002 US\$ 3.7 billion

ü Jun. 30, 2003 US\$ 5.3 billion (up 43% YOY)

n Assets Under Management of Main Foreign Currency Bond Funds

* Primarily invests in US dollar denominated bonds, (government bonds, ABS, corporate bonds)

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Asset Management (2)

Source: The Investment Trusts Association, Japan

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Non-Interest Expenses* (1)

Points

n Compensation and Benefits

65.9 billion yen, up 4%

n Information Processing and Communications

18.9 billion yen, up 4%

n Business and Development Expenses

5 billion yen, down 15%

n Other Expenses (of which special losses)

20.8 billion yen, up 18% (2.1 billion yen)

n Fixed Cost Coverage Ratio

ü FY04.3 1Q 24%

ü Asset management related fees 14.9 billion yen

ü Fixed-type expenses 63.4 billion yen

Asset management related fees: Asset management fee, custodial services fee, and fee from coupon payments

Fixed-type expenses: Fixed salary, guaranteed bonus, depreciation, real estate related expenses and others

* All percentages are year-on-year comparisons unless otherwise stated

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Non-Interest Expenses* (2)

n **Compensation and Benefits**

ü **Fixed-type expenses: 36.6 billion yen, down 0.2%**

ü **Variable-type expenses: 29.3 billion yen, up 8.9%**

* Excludes expenses related to PFG entities (70.4 bil. yen for FY02.3)

** Figures for FY02.3 exclude a special charge (18.9 bil. yen) for withdrawal from the multi-employer pension plan

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Table of Contents**Revenue and Income by Business Segment (Quarterly Base)**

Units: Millions of yen

| Domestic Retail | FY02.3 | | | | FY03.3 | | | | FY04.3 |
|----------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | <u>1Q</u> | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> | <u>1Q</u> | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> | <u>1Q</u> |
| Non-interest revenue | 60,953 | 50,806 | 57,224 | 57,172 | 66,436 | 56,136 | 69,366 | 54,999 | 74,573 |
| Net-interest revenue | 1,076 | 467 | 870 | 537 | 599 | 605 | 915 | 194 | 397 |
| Net revenue | 62,029 | 51,274 | 58,091 | 57,710 | 67,035 | 56,742 | 70,280 | 55,193 | 74,970 |
| Non-interest expenses | 51,678 | 55,533 | 50,120 | 51,291 | 53,137 | 55,294 | 51,180 | 53,951 | 54,201 |
| Income before income taxes | 10,351 | -4,259 | 7,974 | 6,418 | 13,899 | 1,449 | 19,100 | 1,241 | 20,769 |
| Global Wholesale | FY02.3 | | | | FY03.3 | | | | FY04.3 |
| | <u>1Q</u> | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> | <u>1Q</u> | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> | <u>1Q</u> |
| Non-interest revenue | 62,483 | 65,845 | 57,803 | 199,298 | 73,321 | 24,324 | 40,124 | 58,906 | 68,977 |
| Net-interest revenue | 7,816 | 7,734 | 14,725 | 24,230 | 16,541 | 30,970 | 30,571 | 23,712 | 25,177 |
| Net revenue | 70,299 | 73,580 | 72,528 | 223,528 | 89,861 | 55,294 | 70,695 | 82,619 | 94,154 |
| Non-interest expenses | 48,046 | 48,932 | 49,482 | 102,197 | 53,387 | 46,320 | 48,946 | 58,784 | 56,356 |
| Income before income taxes | 22,253 | 24,648 | 23,046 | 121,331 | 36,474 | 8,974 | 21,749 | 23,835 | 37,798 |
| Asset Management | FY02.3 | | | | FY03.3 | | | | FY04.3 |
| | <u>1Q</u> | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> | <u>1Q</u> | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> | <u>1Q</u> |
| Non-interest revenue | 12,779 | 10,401 | 12,037 | 11,623 | 9,850 | 10,288 | 7,290 | 7,400 | 7,598 |
| Net-interest revenue | 516 | 87 | 50 | -286 | -55 | 23 | 1,762 | 502 | 682 |
| Net revenue | 13,295 | 10,488 | 12,087 | 11,338 | 9,795 | 10,311 | 9,052 | 7,902 | 8,280 |
| Non-interest expenses | 8,383 | 8,331 | 9,423 | 10,894 | 8,682 | 8,995 | 8,021 | 8,167 | 8,192 |
| Income before income taxes | 4,912 | 2,156 | 2,665 | 442 | 1,113 | 1,316 | 1,031 | -265 | 88 |

Table of Contents**Global Wholesale (Revenue and Income by Business Line, Quarterly Base)**

| | Units: Millions of yen | | | | | | | | |
|----------------------------|------------------------|--------|---------|---------|--------|--------|--------|--------|--------|
| Fixed Income | FY02.3 | | | | FY03.3 | | | | FY04.3 |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Net revenue | 20,727 | 23,175 | 19,549 | 27,302 | 43,887 | 32,476 | 41,550 | 36,052 | 62,261 |
| Non-interest expenses | 15,450 | 16,768 | 15,648 | 18,873 | 18,944 | 16,334 | 17,605 | 23,877 | 25,093 |
| Income before income taxes | 5,277 | 6,407 | 3,900 | 8,430 | 24,943 | 16,142 | 23,946 | 12,176 | 37,168 |
| Equity | FY02.3 | | | | FY03.3 | | | | FY04.3 |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Net revenue | 27,976 | 35,882 | 25,595 | 35,623 | 30,416 | 12,353 | 17,872 | 21,384 | 20,381 |
| Non-interest expenses | 16,054 | 15,813 | 17,336 | 17,272 | 18,340 | 14,329 | 16,026 | 16,980 | 16,470 |
| Income before income taxes | 11,922 | 20,069 | 8,259 | 18,351 | 12,076 | -1,977 | 1,846 | 4,404 | 3,911 |
| Investment Banking | FY02.3 | | | | FY03.3 | | | | FY04.3 |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Net revenue | 21,597 | 14,522 | 32,272 | 19,958 | 16,830 | 16,453 | 14,801 | 21,041 | 12,908 |
| Non-interest expenses | 16,542 | 16,350 | 10,371 | 14,143 | 13,850 | 13,636 | 13,081 | 15,807 | 12,086 |
| Income before income taxes | 5,055 | -1,827 | 21,902 | 5,815 | 2,980 | 2,817 | 1,720 | 5,234 | 822 |
| Merchant Banking* | FY02.3 | | | | FY03.3 | | | | FY04.3 |
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Net revenue | | | -4,888 | 140,644 | -1,272 | -5,989 | -3,528 | 4,142 | -1,396 |
| Non-interest expenses | | | 6,127 | 51,909 | 2,253 | 2,019 | 2,233 | 2,122 | 2,707 |
| Income before income taxes | | | -11,015 | 88,735 | -3,525 | -8,009 | -5,762 | 2,021 | -4,103 |

* The 3rd quarter figure for FY02.3 is the accumulated total from April through December 2002

Table of Contents**Domestic Retail Related Data**

| | FY02.3 | | | | FY03.3 | | | | FY04.3 |
|--|--------|------|------|------|--------|------|------|------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Domestic Retail (Billions of yen) | | | | | | | | | |
| Net interest revenue | 1.1 | 0.5 | 0.9 | 0.6 | 0.6 | 0.8 | 0.7 | 0.2 | 1.2 |
| Sales credit | 13.1 | 12.3 | 18.8 | 17.3 | 20.5 | 17.8 | 32.2 | 25.2 | 40.4 |
| Investment trust administration fees and other | 14.9 | 13.2 | 12.6 | 12.4 | 12.3 | 7.7 | 6.9 | 5.2 | 4.8 |
| Fees from investment banking | 2.9 | 5.3 | 2.7 | 3.1 | 1.8 | 4.8 | 3.7 | 4.8 | 2.9 |
| Commissions | 30.1 | 20.0 | 23.1 | 24.3 | 31.9 | 25.7 | 26.8 | 19.8 | 25.7 |
| Stock brokerage commissions (Domestic Retail) | 20.5 | 12.9 | 14.4 | 13.9 | 16.8 | 10.2 | 13.5 | 7.7 | 12.1 |

(Billions of yen)**Commissions for investment trusts**

| | | | | | | | | | |
|---------------------------------------|-----|-----|-----|-----|------|-----|-----|-----|-----|
| distribution and redemption* | 7.7 | 4.6 | 6.5 | 7.7 | 11.8 | 6.1 | 6.3 | 6.1 | 7.1 |
| Bond investment trusts commission* | 1.5 | 2.0 | 3.0 | 4.2 | 5.5 | 4.2 | 4.0 | 3.2 | 2.2 |
| Stock investment trusts commission* | 6.1 | 2.6 | 3.3 | 3.4 | 6.0 | 1.8 | 1.3 | 2.6 | 2.6 |
| Foreign investment trusts commission* | 0.1 | 0.0 | 0.2 | 0.0 | 0.2 | 0.2 | 1.1 | 0.3 | 2.4 |

(Trillions of yen)**Domestic distribution volume of investment trusts**

| | | | | | | | | | |
|---------------------------|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| trusts | 6.2 | 7.0 | 5.4 | 3.8 | 3.3 | 2.5 | 3.5 | 2.6 | 3.2 |
| Bond investment trusts | 5.4 | 6.4 | 4.8 | 3.6 | 2.4 | 1.8 | 2.7 | 1.7 | 2.0 |
| Stock investment trusts | 0.5 | 0.3 | 0.3 | 0.3 | 0.5 | 0.3 | 0.2 | 0.3 | 0.3 |
| Foreign investment trusts | 0.3 | 0.3 | 0.3 | 0.0 | 0.5 | 0.4 | 0.6 | 0.5 | 0.8 |

| | 2001.6 | 2001.9 | 2001.12 | 2002.3 | 2002.6 | 2002.9 | 2002.12 | 2003.3 | 2003.6 |
|---|--------|--------|---------|--------|--------|--------|---------|--------|--------|
| (Billions of yen) | | | | | | | | | |
| Outstanding value of bond investment trusts* | 5,854 | 6,215 | 6,225 | 6,092 | 5,291 | 4,785 | 4,282 | 3,883 | 3,612 |

| | 2001.6 | 2001.9 | 2001.12 | 2002.3 | 2002.6 | 2002.9 | 2002.12 | 2003.3 | 2003.6 |
|--|--------|--------|---------|--------|--------|--------|---------|--------|--------|
| (Billions of yen) | | | | | | | | | |
| Outstanding value of variable annuity | | | 1.8 | 7.7 | 28.1 | 105.3 | 149.3 | 166.6 | 182.8 |

* Nomura Securities

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Major Differences (Segment / Income Statement) (FY04.3 three months)

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(Commissions)

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Revenue (2)

(Fees from Investment Banking)

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Revenue (3)

(Asset Management and Portfolio Service Fees)

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Revenue (4)

(Net Gain on Trading / Net Interest Revenue*)

* Excluding net interest revenue from PFG entities

** Net gain on private equity investment (232.5 bil. yen) is excluded from FY ended March 31, 2002 due to a change in structure of PFG business. However, this figure includes the gain on sales of PFG assets (116.3 bil. yen).

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Non-interest Expenses*

* Excludes expense related to PFG entities (484.4 bil. yen for FY02.3)

Items: Compensation and benefits, information processing and communications, occupancy and related depreciation, PFG entities cost of goods sold, expenses associated with rental income, other.

Table of Contents**Client Assets (trillions of yen)****Nomura Securities**

| | <u>Jun. 01</u> | <u>Sep. 01</u> | <u>Dec. 01</u> | <u>Mar. 02</u> | <u>Jun. 02</u> | <u>Sep. 02</u> | <u>Dec. 02</u> | <u>Mar. 03</u> | <u>Jun. 03</u> |
|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Equities | 28.9 | 24.9 | 24.8 | 25.1 | 24.9 | 23.6 | 22.3 | 21.6 | 24.8 |
| Bonds | 12.3 | 12.8 | 13.3 | 13.7 | 14.9 | 15.4 | 15.4 | 16.8 | 17.9 |
| Stock investment trusts | 3.2 | 2.6 | 2.7 | 2.7 | 2.7 | 2.5 | 2.4 | 2.4 | 2.6 |
| Bond investment trusts | 12.1 | 11.1 | 9.7 | 9.3 | 8.2 | 7.4 | 6.9 | 6.5 | 6.3 |
| Overseas mutual funds | 0.9 | 0.8 | 0.9 | 0.9 | 1.0 | 1.0 | 1.1 | 1.2 | 1.3 |
| Other | 0.2 | 0.1 | 0.1 | 0.1 | 0.1 | 0.1 | 0.0 | 0.0 | 0.1 |
| Total | 57.5 | 52.3 | 51.4 | 51.8 | 51.8 | 50.0 | 48.2 | 48.5 | 53.0 |

Client Assets (Domestic Retail, excluding financials)

| | <u>Jun. 01</u> | <u>Sep. 01</u> | <u>Dec. 01</u> | <u>Mar. 02</u> | <u>Jun. 02</u> | <u>Sep. 02</u> | <u>Dec. 02</u> | <u>Mar. 03</u> | <u>Jun. 03</u> |
|-------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Equities | 13.5 | 10.9 | 11.2 | 11.1 | 11.4 | 10.6 | 9.9 | 9.5 | 11.1 |
| Foreign Bonds | 1.6 | 1.8 | 2.2 | 2.5 | 2.6 | 2.8 | 3.2 | 3.4 | 3.9 |
| Domestic bonds | 3.9 | 4.1 | 4.1 | 4.2 | 4.7 | 4.9 | 5.0 | 5.0 | 5.1 |
| Stock investment trusts | 2.7 | 2.1 | 2.2 | 2.4 | 2.4 | 2.2 | 2.1 | 2.0 | 2.2 |
| Bond investment trusts | 10.0 | 9.3 | 8.8 | 8.4 | 7.9 | 6.7 | 6.3 | 5.9 | 5.7 |
| Overseas mutual funds | 0.7 | 0.7 | 0.7 | 0.8 | 0.8 | 0.9 | 0.9 | 1.0 | 1.1 |
| Other | 0.0 | 0.0 | 0.0 | 0.0 | 0.1 | 0.2 | 0.2 | 0.2 | 0.2 |
| Total | 32.2 | 28.4 | 29.0 | 28.9 | 29.3 | 28.2 | 27.6 | 27.1 | 29.3 |

Table of Contents**Number of Accounts****Nomura Home Trade (online trading accounts)**

| (Thousands of accounts) | | | | | | | | |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <u>Jun.01</u> | <u>Sep.01</u> | <u>Dec.01</u> | <u>Mar.02</u> | <u>Jun.02</u> | <u>Sep.02</u> | <u>Dec.02</u> | <u>Mar.03</u> | <u>Jun.03</u> |
| 686 | 778 | 860 | 936 | 1,005 | 1,079 | 1,114 | 1,141 | 1,168 |

IT Share

| | FY02.3 | | | | FY03.3 | | | | FY04.3 |
|-------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| | <u>1Q</u> | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> | <u>1Q</u> | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> | <u>1Q</u> |
| No. of order | 38% | 36% | 37% | 39% | 39% | 38% | 33% | 42% | 45% |
| Transaction value | 18% | 17% | 13% | 17% | 17% | 14% | 9% | 17% | 21% |

Nomura Cash Management Service

| (Thousands of accounts) | | | | | | | | |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <u>Jun.01</u> | <u>Sep.01</u> | <u>Dec.01</u> | <u>Mar.02</u> | <u>Jun.02</u> | <u>Sep.02</u> | <u>Dec.02</u> | <u>Mar.03</u> | <u>Jun.03</u> |
| 2,539 | 2,686 | 2,805 | 2,899 | 2,965 | 3,029 | 3,079 | 3,112 | 3,145 |

Equity Holding Accounts

| (Thousands of accounts) | | | | | | | | |
|-------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| <u>Jun.01</u> | <u>Sep.01</u> | <u>Dec.01</u> | <u>Mar.02</u> | <u>Jun.02</u> | <u>Sep.02</u> | <u>Dec.02</u> | <u>Mar.03</u> | <u>Jun.03</u> |
| 1,135 | 1,163 | 1,187 | 1,204 | 1,246 | 1,274 | 1,285 | 1,302 | 1,308 |

New Accounts (individual, monthly average)

| (Thousands of accounts) | | | | | | | | |
|-------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| FY02.3 | | | | FY03.3 | | | | FY04.3 |
| <u>1Q</u> | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> | <u>1Q</u> | <u>2Q</u> | <u>3Q</u> | <u>4Q</u> | <u>1Q</u> |
| 22 | 25 | 21 | 21 | 20 | 22 | 20 | 16 | 16 |

Table of Contents**Secondary Market Share Data**

Market units: trillions of yen

| Individual Equity Agency Transactions Share (monthly average) | FY02.3 | | | | FY03.3 | | | | FY04.3 |
|---|--------|-----|-----|-----|--------|-----|-----|-----|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Market | 4.9 | 3.3 | 3.9 | 4.0 | 5.2 | 3.9 | 5.2 | 3.1 | 5.0 |
| Nomura's share | 16% | 16% | 16% | 13% | 20% | 16% | 17% | 8% | 8% |

| Off-floor/Off-exchange Equity Trading Share | FY02.3 | | | | FY03.3 | | | | FY04.3 |
|---|--------|-----|-----|-----|--------|-----|-----|-----|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Off-floor market | 5.3 | 4.5 | 4.4 | 5.1 | 4.1 | 4.1 | 2.7 | 3.2 | 3.5 |
| Off-exchange | 8.2 | 8.2 | 8.3 | 7.7 | 9.6 | 8.7 | 8.7 | 6.3 | 8.1 |
| Nomura's share | 19% | 19% | 18% | 19% | 24% | 18% | 21% | 15% | 15% |

| JGB Auction Share | FY02.3 | | | | FY03.3 | | | | FY04.3 |
|-------------------|--------|------|------|------|--------|------|------|------|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Market | 13.8 | 13.4 | 14.6 | 14.3 | 16.8 | 18.2 | 15.7 | 17.3 | 18.4 |
| Nomura's share | 12% | 20% | 13% | 14% | 20% | 18% | 10% | 12% | 14% |

| Secondary Bond Trading | FY02.3 | | | | FY03.3 | | | | FY04.3 |
|------------------------|--------|-----|-----|-----|--------|-----|-----|-----|--------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q |
| Market | 271 | 221 | 227 | 247 | 296 | 299 | 261 | 273 | 216 |
| Nomura's share | 15% | 17% | 14% | 14% | 13% | 16% | 13% | 14% | 16% |

Table of Contents**Primary Market Share Data (Value Base)****Straight Bonds ***

| | FY02.3 | | | | FY03.3 | | | | |
|----------------|---------------|---------------|----------------|------------------|---------------|---------------|----------------|------------------|------------------|
| | <u>01.4-6</u> | <u>01.4-9</u> | <u>01.4-12</u> | <u>01.4-02.3</u> | <u>02.4-6</u> | <u>02.4-9</u> | <u>02.4-12</u> | <u>02.4-03.3</u> | <u>03.4-03.6</u> |
| Nomura's share | 19% | 19% | 19% | 21% | 20% | 22% | 22% | 23% | 22% |

Euro-Yen Bonds **

| | FY02.3 | | | | FY03.3 | | | | |
|----------------|---------------|---------------|----------------|------------------|---------------|---------------|----------------|------------------|------------------|
| | <u>01.4-6</u> | <u>01.4-9</u> | <u>01.4-12</u> | <u>01.4-02.3</u> | <u>02.4-6</u> | <u>02.4-9</u> | <u>02.4-12</u> | <u>02.4-03.3</u> | <u>03.4-03.6</u> |
| Nomura's share | 27% | 23% | 22% | 28% | 35% | 24% | 20% | 21% | 37% |

Samurai Bonds **

| | FY02.3 | | | | FY03.3 | | | | |
|----------------|---------------|---------------|----------------|------------------|---------------|---------------|----------------|------------------|------------------|
| | <u>01.4-6</u> | <u>01.4-9</u> | <u>01.4-12</u> | <u>01.4-02.3</u> | <u>02.4-6</u> | <u>02.4-9</u> | <u>02.4-12</u> | <u>02.4-03.3</u> | <u>03.4-03.6</u> |
| Nomura's share | 30% | 39% | 36% | 38% | 4% | 4% | 10% | 14% | 19% |

Japanese IPO***

| | FY02.3 | | | | FY03.3 | | | | |
|----------------|---------------|---------------|----------------|------------------|---------------|---------------|----------------|------------------|------------------|
| | <u>01.4-6</u> | <u>01.4-9</u> | <u>01.4-12</u> | <u>01.4-02.3</u> | <u>02.4-6</u> | <u>02.4-9</u> | <u>02.4-12</u> | <u>02.4-03.3</u> | <u>03.4-03.6</u> |
| Nomura's share | 7% | 17% | 37% | 36% | 89% | 70% | 50% | 49% | 1% |

Japanese PO***

| | FY02.3 | | | | FY03.3 | | | | |
|----------------|---------------|---------------|----------------|------------------|---------------|---------------|----------------|------------------|------------------|
| | <u>01.4-6</u> | <u>01.4-9</u> | <u>01.4-12</u> | <u>01.4-02.3</u> | <u>02.4-6</u> | <u>02.4-9</u> | <u>02.4-12</u> | <u>02.4-03.3</u> | <u>03.4-03.6</u> |
| Nomura's share | 48% | 40% | 37% | 34% | 40% | 42% | 47% | 44% | 68% |

Sources: * Thomson DealWatch, lead manager base

** Thomson Financial Securities Data, bookrunner base

*** Nomura Securities

Table of Contents**Assets Under Management (NAM / NCRAM)**

| NAM | (Trillions of yen) | | | | | | | | |
|--------------------------------|--------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| | Jun. 01 | Sep. 01 | Dec. 01 | Mar. 02 | Jun. 02 | Sep. 02 | Dec. 02 | Mar. 03 | Jun. 03 |
| Stock investment trusts | 2.7 | 2.4 | 2.9 | 3.2 | 3.6 | 3.3 | 3.3 | 3.2 | 3.5 |
| Bond investment trusts | 14.5 | 12.9 | 10.9 | 10.4 | 9.2 | 8.3 | 7.8 | 7.3 | 7.0 |
| Non-public investment trusts | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.2 | 0.3 |
| Investment advisory (domestic) | 3.5 | 3.6 | 3.7 | 3.6 | 3.3 | 3.1 | 3.0 | 2.9 | 2.9 |
| Investment advisory (overseas) | 1.0 | 0.8 | 0.9 | 0.9 | 0.8 | 0.8 | 0.7 | 0.7 | 0.8 |
| Total | 21.9 | 19.8 | 18.6 | 18.2 | 17.1 | 15.6 | 15.1 | 14.2 | 14.5 |
| NCRAM | (Billions of US\$) | | | | | | | | |
| | Jun. 01 | Sep. 01 | Dec. 01 | Mar. 02 | Jun. 02 | Sep. 02 | Dec. 02 | Mar. 03 | Jun. 03 |
| Total | 2.6 | 2.5 | 2.6 | 3.1 | 3.7 | 3.8 | 4.4 | 4.7 | 5.3 |

Table of Contents**Value at Risk (Consolidated)**

| n | Definition | n | From Apr. 2002 to Jun. 2003 |
|---|--|---|-----------------------------|
| Ø | 99% confidence level | Ø | Maximum: 4.0 billion yen |
| Ø | 1-day time horizon for out trading portfolio | Ø | Minimum: 1.7 billion yen |
| Ø | Inter-product price fluctuations considered | Ø | Average: 2.65 billion yen |

| End of Month | (Billions of yen) | | | | | | | | |
|--------------------------------|-------------------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Jun.01 | Sep.01 | Dec.01 | Mar.02 | Jun.02 | Sep.02 | Dec.02 | Mar.03 | Jun.03 |
| Equity | 2.5 | 2.0 | 2.8 | 2.0 | 1.8 | 1.3 | 1.3 | 1.5 | 2.1 |
| Interest Rate | 2.2 | 1.7 | 2.9 | 2.3 | 1.7 | 1.8 | 1.9 | 2.3 | 2.5 |
| Foreign Exchange | 0.2 | 0.3 | 0.2 | 0.2 | 0.4 | 0.4 | 0.3 | 0.2 | 0.3 |
| Sub-total | 4.9 | 4.0 | 6.0 | 4.5 | 3.8 | 3.5 | 3.5 | 4.0 | 4.9 |
| Diversification Benefit | (1.7) | (1.2) | (1.9) | (1.2) | (1.2) | (1.2) | (1.1) | (0.9) | (1.5) |
| VaR | 3.2 | 2.8 | 4.1 | 3.3 | 2.6 | 2.3 | 2.4 | 3.1 | 3.4 |

Table of Contents**Number of Employees**

| | <u>Jun. 01</u> | <u>Sep. 01</u> | <u>Dec. 01</u> | <u>Mar. 02</u> | <u>Jun. 02</u> | <u>Sep. 02</u> | <u>Dec. 02</u> | <u>Mar. 03</u> | <u>Jun. 03</u> |
|---------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Asia/Oceania | 473 | 476 | 464 | 468 | 469 | 462 | 461 | 616 | 622 |
| Americas | 874 | 893 | 881 | 827 | 769 | 753 | 752 | 797 | 821 |
| Europe | 1,380 | 1,449 | 1,430 | 1,381 | 1,346 | 1,352 | 1,343 | 1,389 | 1,439 |
| Japan (FA, SA) | 2,260 | 2,192 | 2,130 | 2,177 | 2,110 | 2,072 | 2,033 | 1,986 | 1,960 |
| Japan (excluding FA, SA)* | 10,011 | 9,846 | 9,735 | 9,697 | 10,069 | 9,969 | 9,868 | 9,258 | 9,561 |
| Total | 14,998 | 14,856 | 14,640 | 14,550 | 14,763 | 14,608 | 14,457 | 14,046 | 14,403 |

* Excluding NPF s consolidated subsidiaries.

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