

NOMURA HOLDINGS INC
Form 6-K
January 31, 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 January 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.

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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):

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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

1. Consolidated Results of Operations (US GAAP), Third quarter, year ending March 2007

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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: January 30, 2007

By: /s/ TETSU OZAKI
Tetsu Ozaki
Senior Managing Director

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Consolidated Results of Operations
(US GAAP)
Third quarter, year ending March 2007
Nomura Holdings, Inc.
January 2007

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and
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time
to
time
our
management
may
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within
the
meaning

of
the
safe
harbor
provisions
of
The
Private
Securities
Litigation
Reform
Act
of
1995.
Any
such
statements
must
be
read
in
the
context
of
the
offering
materials
pursuant
to
which
any
securities
may
be
offered
or
sold
in
the
United
States.
These
forward-looking
statements
are
not
historical
facts
but
instead

represent
only
our
belief
regarding
future
events,
many
of
which,
by
their
nature,
are
inherently
uncertain
and
outside
our
control.
Important
factors
that
could
cause
actual
results
to
differ
from
those
in
specific
forward-looking
statements
include,
without
limitation,
economic
and
market
conditions,
political
events
and
investor
sentiments,
liquidity
of
secondary

markets,
level
and
volatility
of
interest
rates,
currency
exchange
rates,
security
valuations,
competitive
conditions
and
size,
and
the
number
and
timing
of
transactions.

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

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Points
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Third Quarter Results Key Points
*Nomura Securities (P24)
**Thomson Financial
Third quarter ROE (annualized) recovered to 14.6%, and cumulative ROE for 1Q-3Q now stands at 8.9%.
Commissions for distribution of investment trusts* totaled 33.7 billion yen, exceeding last year's 4Q and setting a record high since we began quarterly reporting under US GAAP in the fiscal year ended March 2002.

In the Asset Management division, assets under management increased to 25.6 trillion yen, while net revenue and income before income taxes both marked record highs since we began quarterly reporting.

Our equity and equity-related bookrunner

Japan deal value** totaled USD 7.3 billion in 3Q, a record

high

since

we

began

quarterly

reporting.

We

retained

the

top

spot

in

the

Equity

and

Equity-related league table** (Japan) for CY 2006, the fourth consecutive year on top.

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5
128.6
43.5
79.1
20.1
106.5

14.6%
8.3%
3.9%
22.1%
25.4%
0
20
40
60
80
100
120
140
0%
5%
10%
15%
20%
25%
30%

Third Quarter Financial Highlights

Net Revenue

Net Income/ROE (Annualized)

Income before Income Taxes**

Appendix :

Consolidated Income (Quarterly): P16

Adjustment of Consolidated Results
and Segment Results: Income before

Income Taxes (Quarterly): P20

*Annualized

**Income

before

income

taxes

for

the

year

ended

March

31,

2006,

is

the

total

for

continuing

and

discontinued

operations.

Note:

In
accordance
with
SFAS
No.
144
Accounting
for
the
Impairment
or
Disposal
of
Long-Lived
Assets,
net
revenue
and
non-interest
expenses
from
the
operations
of
Millennium
Retailing
Inc.
(one
of
Nomura
Principal
Finance s
private
equity
investee
companies,
and
whose
operations
were
treated
as
discontinued
during
the
third
quarter
of
the
fiscal

year
ended
March
31,
2006,
in
conjunction
with
the
agreement
reached
in
the
third
quarter
by
Nomura
Principal
Finance
to
sell
its
stake
in
Millennium
Retailing
Inc.)
are
not
shown
independently.
Income from discontinued operations
before income taxes
Income before income taxes
(billions of yen)
(billions of yen)
(billions of yen)
Effects of consolidation / deconsolidation of certain private
equity investee companies
Unrealized gain (loss) on investments in equity securities held
for relationship purposes
Business Segment results
3Q
4Q
1Q
2Q
3Q
FY2006.3
FY2007.3
3Q

4Q
 1Q
 2Q
 3Q
 FY2006.3
 FY2007.3
 3Q
 4Q
 1Q
 2Q
 3Q
 FY2006.3
 FY2007.3

Net revenue for the third quarter was 322.9 billion yen (+28.7% QoQ, -10.2% YoY). Income before income taxes was 132.1 billion yen (+80.8% QoQ, -29.4% YoY). Net income was 79.1 billion yen (+81.7% QoQ, -25.7% YoY). ROE* for the third quarter was 14.6%.

Net Income (lhs)

ROE (annualized, rhs)

308.7
 40.7
 27.4
 386.4
 282.2
 209.8
 255.7
 -4.8
 36.3
 -13.1
 -20.6
 2.8
 16.8
 -62.9
 0.1
 325.7
 205.9
 251.0
 322.9
 0
 100
 200
 300
 400
 500
 359.8
 231.8
 101.2
 54.4
 82.6
 36.3
 2.8

-20.6
-4.8
-13.1
-90.8
23.0
-19.8
143.9
97.7
9.9
-0.4
1.3
33.4
209.6
187.1
132.1
73.1
0
100
200
300

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6
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Net Revenue
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Adjustment of Consolidated Results
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Income Taxes (Quarterly): P20
Segment Other

Income (Loss)
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Income before Income Taxes
Other
Asset Management
Global Merchant Banking
Global Investment Banking
Global Markets
Domestic Retail
(billions of yen)
(billions of yen)
3Q
4Q
1Q
2Q
3Q
FY2006.3
FY2007.3
3Q
4Q
1Q
2Q
3Q
FY2006.3
FY2007.3
With
a
significant
quarter-on-quarter
recovery
in
net
revenue
in
Domestic
Retail
and
Global
Markets,
net
revenue
from
business
segments
was
308.7
billion
yen
(+20.7%
QoQ,

-20.1%
YoY),
and
income
before
income
taxes
was
143.9
billion
yen
(+47.3%
QoQ,
-37.9%
YoY).
In
the
Other
segment,
we
reported
approximately
34.0
billion
yen
in
revenue
related
to
the
IPO
of
Nomura
Real
Estate
Holdings.
74.1
51.4
42.5
28.2
46.9
66.0
14.3
-3.6
24.1
5.6
16.3
10.9
9.8
41.5

6.7
11.1
12.2
-23.0
60.9
17.0
23.3
77.6
-21.0
6.2
5.7
5.2
4.3
-10.3
-17.9
43.1
54.4
97.7
101.2
231.8
143.9
0
50
100
150
200
250
136.7
123.6
105.6
94.5
115.9
115.2
128.4
68.9
48.5
78.1
18.8
29.7
24.1
12.1
44.5
9.2
23.9
24.5
31.1
35.3
80.1
-15.5
17.6

18.4
18.1
-3.9
1.0
-13.3
14.6
56.8
209.8
255.7
386.4
282.2
308.7
0
100
200
300
400

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7
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: P24
Domestic Client Assets: P25
Domestic Client Assets Net Asset
Inflow: P26
Number of Accounts: P27
Third Quarter Achievements:P32
*Nomura Securities (P24)
(billions of yen)
(billions of yen)
Net
revenue
of
115.9
billion
yen
(+22.6%
QoQ,
-15.2%
YoY).
Income
before
income
taxes
of
46.9
billion
yen
(+66.4%
QoQ,
-36.7%
YoY).
Domestic
Client
Assets
increased
by
3.8
trillion
yen
to
81.5
trillion
yen.
Commissions
for
distribution
of

investment trusts* grew 40.9% QoQ to 33.7 billion yen, reflecting the strong sales of existing investment trusts offering frequent distributions as well as newly-launched products. The steady growth of assets in stock investment trusts pushed investment trust administration fees to 12.1 billion yen, the eighth consecutive quarterly increase. Retail stock

brokerage
commissions
increased
19.8%
QoQ
to
22.6
billion
yen.

Record high commissions for distribution of investment trusts* since FY March 2002

Full Year

Full Year

Quarter

Quarter

3Q

4Q

1Q

2Q

3Q

Commissions

104.1

155.2

174.0

269.4

85.5

77.7

63.0

50.8

63.6

25.2%

-25.5%

Sales credit

95.7

97.8

73.7

109.0

32.3

24.5

23.8

20.1

26.7

32.8%

-17.2%

Fees from investment banking

15.0

26.1

24.5

26.4

8.0

8.9

3.5
6.5
8.9
35.8%
10.1%
Investment
trust
administration
fees
and
other
32.0
21.8
26.1
34.4
9.1
10.1
10.6
11.3
12.1
7.1%
33.8%
Net interest revenue
2.4
4.9
6.1
7.4
1.9
2.3
4.7
5.7
4.5
-20.5%
141.7%
Net revenue
249.3
305.8
304.4
446.5
136.7
123.6
105.6
94.5
115.9
22.6%
-15.2%
Non-interest expenses
213.6
226.2
223.2

249.3
62.6
72.2
63.1
66.3
69.0
4.0%
10.2%
Income before income taxes
35.7
79.5
81.2
197.2
74.1
51.4
42.5
28.2
46.9
66.4%
-36.7%
FY2005.3
FY2006.3
FY2003.3
FY2004.3
YoY
QoQ
FY2006.3
FY2007.3
74.1
51.4
46.9
28.2
42.5
94.5
105.6
123.6
136.7
115.9
0
50
100
150
304.4
305.8
249.3
197.2
81.2
79.5
35.7
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

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8
Global Markets
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Third Quarter
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Value at Risk : P35
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.

(billions of yen)

(billions of yen)

Net

revenue

was

78.1

billion

yen

(+61.0%

QoQ,

-32.2%

YoY).

Income

before

income

taxes

was

24.1

billion

yen

(+27.7

billion

yen

QoQ,

-60.4%

YoY).

Net

revenue

from

Fixed

Income

climbed

176.8%

QoQ

to

51.8

billion

yen

due

to

a

recovery

in

order

flow

for

interest

rate

and
currency-linked
structured
bonds.
Equity
net
revenue
decreased
3.1%
QoQ
to
23.3
billion
yen,
reflecting
weak
trading
revenue
from
MPO
transactions
and
block
trades.
Fixed income revenue recovered significantly
Quarter
Quarter
Full Year
Full Year
3Q
4Q
1Q
2Q
3Q
Fixed Income
154.0
174.0
119.8
173.8
54.1
62.0
30.8
18.7
51.8
176.8%
-4.1%
Equity
82.0
110.2
90.2

168.5
53.3
57.2
34.0
24.0
23.3
-3.1%
-56.3%
Other
0.0
0.0
33.1
28.8
7.8
9.3
4.1
5.7
3.0
-48.1%
-62.1%
Net revenue
236.0
284.1
243.1
371.1
115.2
128.4
68.9
48.5
78.1
61.0%
-32.2%
Non-interest expenses
142.4
163.3
182.9
213.4
54.3
62.4
54.6
52.1
53.9
3.6%
-0.6%
Income before income taxes
93.6
120.8
60.2
157.7
60.9

66.0
14.3
-3.6
24.1
-
-60.4%
YoY
QoQ
FY2005.3
FY2006.3
FY2007.3
FY2006.3
FY2003.3
FY2004.3
93.6
120.8
60.2
157.7
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
24.1
-3.6
14.3
66.0
60.9
78.1
48.5
68.9
128.4
115.2
0
20
40
60

80
100
120
140
160

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9
3Q
4Q
1Q
2Q
3Q
Net revenue
69.1

70.9
75.4
99.7
35.3
31.1
18.8
29.7
24.1
-18.9%
-31.7%
Non-interest expenses
56.4
53.7
46.2
48.1
12.0
14.2
13.2
13.4
13.2
-1.9%
9.6%
Income before income taxes
12.8
17.2
29.2
51.5
23.3
17.0
5.6
16.3
10.9
-32.9%
-53.1%
YoY
QoQ
FY2005.3
FY2006.3
FY2007.3
FY2006.3
FY2003.3
FY2004.3
99.7
75.4
70.9
69.1
51.5
29.2
17.2
12.8

0
20
40
60
80
100
120
Net revenue
Income before
income taxes

24.1
29.7
18.8
31.1
35.3
10.9
16.3
5.6
17.0
23.3

0
10
20
30
40

Global Investment Banking

Appendix:

Third Quarter

Achievements: P32

League Tables: P33

Market Share Data: P34

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.
(billions of yen)

* Since we began USGAAP quarterly reporting in the fiscal year ended March 2002.

**

Thomson Financial

Net

revenue

of

24.1

billion

yen

(-18.9%

QoQ,

-31.7%

YoY),

Income
before
income
taxes
of
10.9
billion
yen
(-32.9%
QoQ,
-53.1%
YoY).

In
equity-related
underwriting,
we
acted
as
lead
manager
for
such
large
deals
as
the
public
offerings
from
Aeon
and
Toyota
Motor,
and
a
CB
issue
from
Sharp.
We
ranked
number
one
in
the
Equity
and
Equity-Related
(Japan)
league

table**
for
CY
2006,
marking
the
fourth
consecutive
year
in
the
top
spot.
In
M&A,
we
acted
as
financial
advisor
on
the
consolidation
of
Sumitomo
Corporation's
lease
businesses
(TOB
for
Sumisho
Lease),
and
the
Toshiba
Ceramics
MBO.
In
overseas
deals,
we
acted
as
joint
bookrunner
for
Infosys
Technologies
global
offering,

and
the
IPO
for
Sistema-Hals,
a
major
Russian
real
estate
company.
Bookrunner
deal value a record USD 7.3 billion*
(billions of yen)
Full Year
Full Year
Quarter
Quarter

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10
Global Merchant Banking
Appendix:
Effect of consolidation /
deconsolidation of certain
PE investee companies
(Non-interest Expenses) :
P23
Business exposure: P28

Net Revenue and Income before Income Taxes

(billions of yen)

(billions
of yen)

Net
revenue
of

9.2

billion

yen

(-79.2%

QoQ,

-88.5%

YoY),

income

before

income

taxes

of

6.7

billion

yen

(-83.9%

QoQ,

-91.4%

YoY).

Booked

gains

and

losses

including

the

impact

from Terra

Firma s

sale

of

a

partial

stake

in

an

investee

company.

Steady progress in exits

Quarter

Quarter

Full Year

Full Year

3Q

4Q
1Q
2Q
3Q
Net revenue
-6.6
10.7
7.3
68.2
80.1
-15.5
12.1
44.5
9.2
-79.2%
-88.5%
Non-interest expenses
8.6
10.2
10.4
12.8
2.5
5.5
2.3
3.1
2.6
-16.4%
1.8%
Income before income taxes
-15.3
0.5
-3.0
55.4
77.6
-21.0
9.8
41.5
6.7
-83.9%
-91.4%
FY2007.3
FY2003.3
FY2004.3
FY2006.3
FY2005.3
FY2006.3
QoQ
YoY
-6.6
10.7

7.3
68.2
-15.3
0.5
-3.0
55.4
0
30
60
90
Net revenue
Income before
income taxes
80.1
-15.5
12.1
44.5
9.2
6.7
9.8
-21.0
77.6
41.5
0
30
60
90

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11
Asset Management
Appendix:
Assets Under
Management: P29,30
Asset Management
Related Data: P31
Net Revenue and Income before Income Taxes

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

**As of December 31, 2006

(billions of yen)

(billions of yen)

Net

revenue

of

24.5

billion

yen

(+2.9%

QoQ,

+35.8%

YoY).

Income

before

income

taxes

of

12.2

billion

yen

(+9.9%

QoQ,

+94.7%

YoY).

Total

assets

under

management

increased

by

2.6

trillion

yen

to

25.6

trillion

yen**.

In

addition

to

the

growth

in

profits

resulting

from

the

increase
in
assets
under
management,
both
calendar
year-end
performance
fees
and
unrealized
gains
from
seed
money
for
new
product
development
were
booked.
Sales
of
My
Story
Profit
Distribution-type
Fund
and
other
investment
trusts
offering
frequent
distributions,
as
well
as
newly-launched
investment
trusts
such
as
the
Asia
Attractive
Dividend
Stock
Fund

were
strong.
Net
assets
in
funds
for
bank
customers

up
385.6
billion
yen
QoQ

to
1.5
trillion
yen**,
while
net

assets
in
Nomura
Global
6
Assets
Diversified

Fund
distributed
through
Japan
Post

rose
102.1
billion
yen
QoQ

to
349.0
billion
yen**.

Record high net revenue and income before income taxes*

* Since we began US GAAP quarterly
reporting in the fiscal year ended March
2002.

Full Year
Full Year
Quarter
Quarter
3Q

4Q
1Q
2Q
3Q
Net revenue
40.4
40.3
49.0
65.8
18.1
18.4
17.6
23.9
24.5
2.9%
35.8%
Non-interest expenses
36.3
39.8
39.0
45.2
11.8
12.7
12.4
12.8
12.4
-3.2%
4.7%
Income
before
income
taxes
4.0
0.5
10.0
20.6
6.2
5.7
5.2
11.1
12.2
9.9%
94.7%
YoY
QoQ
FY2007.3
FY2006.3
FY2005.3
FY2006.3
FY2003.3

FY2004.3

65.8

49.0

40.3

40.4

20.6

4.0

0.5

10.0

0

20

40

60

80

Net revenue

Income before income

taxes

24.5

23.9

17.6

18.4

18.1

6.2

5.7

5.2

11.1

12.2

0

5

10

15

20

25

30

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12
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
P23
for
more
details.

Compensation and Benefits

Appendix:

Effect of Consolidation /
Deconsolidation of Certain PE

Investee Companies(Non-
interest Expenses): P23

Number of Employees: P36

(billions of yen)

(billions of yen)

Non-interest

expenses

(business

segment

total)

of

164.8

billion

yen

(+4.3%

QoQ,

+6.6%

YoY)

Compensation

and

benefits

increased

10%

QoQ

to

82.8

billion
yen
with
the
growth
in
earnings.

3Q
4Q
1Q
2Q
3Q
FY2004.3
FY2005.3
FY2006.3
FY2007.3
FY2006.3

114.4
113.6
150.5
142.4
151.1
160.7
264.7
311.3
256.9
0
50
100
150
200
250
300
350
(billions of yen)
43.5
46.2
37.7
33.4
40.9
41.0
41.5
41.7
41.9
41.9
75.2
79.5
87.7
84.5
82.8

Fixed-type compensation and benefits

Variable-type compensation and
benefits

1

Full Year

Quarter

3Q

4Q

1Q

2Q

3Q

Compensation and benefits

256.9

264.7

311.3

84.5

87.7

79.5

75.2

82.8

10.0%

-2.0%

Commissions and floor brokerage

18.9

22.1

31.4

8.1

9.3

9.8

10.1

11.8

16.2%

45.8%

Information

processing

and

communications

79.9

80.9

89.1

20.8

27.3

23.0

27.3

27.2

-0.6%

30.8%

Occupancy and related depreciation

53.7

50.8

50.8
12.4
14.3
13.4
12.9
13.5
5.3%
9.5%
Business development expenses
22.8
26.2
30.6
7.0
9.6
7.2
9.2
8.4
-8.2%
19.9%
Other
72.4
76.6
94.7
21.8
32.8
22.4
23.3
21.1
-9.4%
-3.3%
Total
504.0
521.4
607.8
154.5
180.9
155.3
158.0
164.8
4.3%
6.6%
YoY
QoQ
FY2004.3
FY2005.3
FY2006.3
FY2006.3
FY2007.3
504.0
607.8

521.4
0
100
300
400
500
600
700
Other
Business development
expenses
Occupancy and related
depreciation
Information processing
and communications
Commissions and floor
brokerage
Compensation and
benefits
158.0
155.3
180.9
154.5
164.8
50
100
150
200
250
0
200

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Appendix

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14
FY2007.3
1-3Q
Net income (lhs)
168.0
119.9
172.3
94.7
304.3
142.7
ROE (rhs)

11.1%
 7.4%
 10.1%
 5.2%
 15.5%
 8.9%
 *
 Net income per basic share (yen)
 85.6
 61.3
 88.8
 48.8
 159.0
 74.9
 Shareholders' equity per share (yen)
 816.5
 846.4
 919.7
 962.5
 1,083.2
 1,159.2
 * Annualized
 FY2006.3
 FY2005.3
 FY2002.3
 FY2003.3
 FY2004.3
 0%
 5%
 10%
 15%
 20%
 304.3
 94.7
 172.3
 119.9
 168.0
 11.1%
 10.1%
 15.5%
 7.4%
 5.2%
 0
 100
 200
 300
 400
 Net income (lhs)
 ROE (rhs)
 Net Income and ROE

(billions of yen)

8.9%

142.7

Full Year

1Q-3Q

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15
Consolidated Income (Annually)
(billions of yen)
*FY2002.3
includes
3.5
billion
yen
for
equity
in

earnings
(losses)
of
affiliates,
294.9
billion
yen
in
product
sales
(PFG
investee
company),
177.1
billion
yen
in
revenue
from
rental
business
(PFG
investee
company),
and
116.3
billion
yen
gain
from
sale
of
PFG
investee
company.

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
1Q-3Q
FY2006.3
FY2007.3
1-3Q
1-3Q
Commissions
140.0
141.6
210.2
222.0
356.3
238.8
229.8
-3.8%
Fees from investment banking
75.3
81.8
87.0
92.3
108.8

67.4
73.6
9.2%
Asset management and portfolio service fees
110.0
79.3
66.2
78.5
102.7
70.5
101.9
44.6%
Net gain on trading
162.2
172.3
229.0
201.7
304.2
205.2
192.5
-6.2%
Gain (loss) on private equity investments
232.5
-14.4
13.1
7.7
12.3
7.4
47.5
544.6%
Interest and dividends
500.5
368.7
343.3
401.4
693.8
532.4
703.1
32.1%
Gain (loss) on investments in equity securities
-55.9
-41.3
55.9
15.3
67.7
64.6
-20.7
-
Private equity entities product sales
-

6.2
17.6
75.1
88.2
70.4
71.5
1.5%
Other*
660.8
13.4
23.6
32.3
58.8
31.8
61.3
93.0%
1,825.4
807.7
1,045.9
1,126.2
1,792.8
1,288.5
1,460.5
13.4%
504.0
241.4
242.8
327.0
647.2
468.5
680.7
45.3%
1,321.4
566.3
803.1
799.2
1,145.7
819.9
779.8
-4.9%
1,148.4
518.9
520.4
594.4
700.1
501.3
541.2
8.0%
173.0
47.4

282.7
204.8
445.6
318.6
238.6
-25.1%
-
-
-
-
99.4
16.8
-
-
Income before income taxes
173.0
47.4
282.7
204.8
545.0
335.4
238.6
-28.9%
168.0
119.9
172.3
94.7
256.6
173.8
142.7
-17.9%
-
-
-
-
47.7
1.8
-
-
Net income
168.0
119.9
172.3
94.7
304.3
175.7
142.7
-18.8%
Net income from discontinued operations
Net income from continuing operations

Revenue

FY2002.3

FY2003.3

Non-interest expenses

Income from continuing operations before income taxes

FY2006.3

Income from discontinued operations before income taxes

Total revenue

Net revenue

YoY

Interest expense

FY2005.3

FY2004.3

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16
Consolidated Income (Quarterly)
(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
retroactively
to
the
first
quarter
of
the
fiscal
year
ended
March
31,
2006.
1Q
2Q

3Q	
4Q	
1Q	
2Q	
3Q	
Commissions	
55.2	
77.5	
106.2	
117.5	
79.6	
66.1	
84.2	
27.4%	
-20.7%	
Fees from investment banking	
14.7	
24.1	
28.6	
41.5	
14.4	
26.9	
32.3	
20.1%	
13.1%	
Asset management and portfolio service fees	
19.9	
24.9	
25.6	
32.2	
29.7	
35.5	
36.7	
3.5%	
43.5%	
Net gain on trading	
70.8	
43.8	
90.6	
99.0	
55.8	
47.5	
89.2	
87.5%	
-1.6%	
Gain (loss) on private equity investments	
-2.5	
2.2	
7.6	
5.0	

9.8
27.5
10.2
-62.8%
34.3%
Interest and dividends
132.9
183.3
216.2
161.4
207.9
232.3
262.9
13.2%
21.6%
Gain (loss) on investments in equity securities
-2.8
31.2
36.2
3.1
-20.5
-0.0
-0.2
-
-
Private equity entities product sales
24.5
22.0
23.9
17.8
21.0
21.7
28.8
32.5%
20.3%
Other
6.9
5.7
19.1
27.0
4.2
11.7
45.4
286.7%
137.4%
319.6
414.8
554.0
504.4
401.7

469.2
589.5
25.6%
6.4%
132.1
142.2
194.2
178.7
195.8
218.2
266.6
22.2%
37.3%
187.5
272.6
359.8
325.7
205.9
251.0
322.9
28.7%
-10.2%
158.4
160.3
182.5
198.7
172.5
177.9
190.8
7.3%
4.5%
29.1
112.3
177.2
127.0
33.4
73.1
132.1
80.8%
-25.5%
1.6
5.3
9.9
82.6
-
-
-
-
-
Income before income taxes

30.7
117.6
187.1
209.6
33.4
73.1
132.1
80.8%
-29.4%
9.1
60.7
104.0
82.8
20.1
43.5
79.1
81.7%
-24.0%
-0.8
0.2
2.4
45.9
-
-
-
-
-
Net income
8.3
60.9
106.5
128.6
20.1
43.5
79.1
81.7%
-25.7%
Net income from continuing operations
Net income from discontinued operations
Net revenue
Non-interest expenses
Income from continuing operations before income taxes
Income from discontinued operations before income taxes
YoY
Revenue
Total revenue
Interest expense
FY2007.3
FY2006.3
QoQ

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17
Main Revenue Items (Annually)
(billions of yen)
*Includes net interest revenue
Full Year
1Q-3Q
Commissions
Fees from
Investment

Banking	
Asset Management	
and Portfolio	
Service Fees	
Net Gain on	
Trading*	
FY2006.3	
FY2007.3	
1-3Q	
1-3Q	
Stock brokerage commissions (Domestic Retail)	
48.2	
92.1	
103.0	
153.6	
109.3	
69.4	
-36.5%	
Stock brokerage commissions (Other)	
29.3	
45.4	
40.2	
79.5	
38.9	
43.1	
10.8%	
Other brokerage commissions	
7.6	
12.2	
13.0	
14.3	
11.0	
6.6	
-39.8%	
Commissions for distribution of investment trusts	
30.5	
37.3	
41.7	
85.1	
59.5	
81.9	
37.7%	
Other	
26.0	
23.2	
24.1	
23.8	
20.1	
28.8	
43.0%	

Total
141.6
210.2
222.0
356.3
238.8
229.8
-3.8%
Equity underwriting commissions
24.6
44.7
49.1
57.3
35.2
41.8
18.9%
Bond underwriting commissions
37.0
26.4
20.5
21.2
12.6
13.8
9.9%
M&A/Financial advisory fees
16.8
15.8
22.6
30.3
19.5
17.6
-9.6%
Other
3.4
0.1
0.1
0.1
0.1
0.3
185.9%
Total
81.8
87.0
92.3
108.8
67.4
73.6
9.2%
Asset management fees
60.2

44.2
51.1
68.5
47.4
74.0
56.3%
Administration fees
10.0
12.1
16.1
20.6
13.5
16.8
23.9%
Custodial fees
9.1
9.9
11.3
13.6
9.6
11.2
16.4%
Total
79.3
66.2
78.5
102.7
70.5
101.9
44.6%
Bonds and other
133.6
152.3
120.9
150.9
114.5
121.1
5.8%
Equity
35.9
75.2
76.8
148.1
87.1
73.3
-15.8%
Gain on merchant banking trading
2.8
1.5
4.0

5.2
3.6
-2.0
-
Net interest revenue
127.3
100.4
74.3
46.6
63.9
22.4
-64.9%
Total
299.6
329.4
276.0
350.8
269.1
214.9
-20.1%
FY2005.3
FY2006.3
YoY
FY2003.3
FY2004.3

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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*

1Q

2Q

3Q

4Q

1Q

2Q

3Q

Stock brokerage commissions (Domestic Retail)

20.8

34.6

53.9

44.2

28.0

18.8

22.6

19.8%

-58.1%

Stock brokerage commissions (Other)

8.0

14.2

16.7

40.6

13.8

11.8

17.4

47.5%

4.3%

Other brokerage commissions

2.8

2.2

6.0

3.3

2.7

1.9

1.9

-0.1%

-67.8%

Commissions for distribution of investment trusts

17.5

19.6

22.4

25.6

25.8

23.1

33.0

42.5%

47.1%

Other

6.1

6.9

7.2

3.7

9.2

10.3

9.3

-10.3%

29.7%

Total

55.2

77.5

106.2

117.5

79.6

66.1

84.2

27.4%

-20.7%

Equity underwriting commissions

4.9

12.4

17.9

22.1

6.3

16.2

19.4

19.9%

8.5%

Bond underwriting commissions

3.6

4.7

4.2

8.6

2.9

4.2

6.7

60.7%

58.8%

M&A/Financial advisory fees

6.2

6.9

6.4

10.8

5.2

6.4

6.1

-4.3%

-4.8%

Other

0.1

0.0

0.1

0.0

0.0

0.2

0.1

-38.3%

58.7%

Total

14.7

24.1

28.6

41.5

14.4

26.9

32.3

20.1%

13.1%

Asset management fees

13.5

16.1

17.8

21.1

21.7

23.9

28.4

18.6%

59.4%

Administration fees

3.4

5.9

4.2

7.1

4.5

7.8

4.4

-43.2%

6.2%

Custodial fees

3.1

2.9

3.6

4.0

3.6

3.7

3.9

4.5%

8.3%

Total

19.9

24.9

25.6

32.2

29.7

35.5

36.7

3.5%

43.5%

Bonds and other

31.7

24.4

58.4

36.4

26.7

34.4

60.0

74.5%

2.8%

Equity

38.9

15.4

32.8

61.0

31.7

12.7

28.9

128.0%

-11.7%

Gain on merchant banking trading

0.2

4.0

-0.6

1.6

-2.6

0.4

0.2

-55.7%

-

Net interest revenue

0.8

41.1

22.0

-17.3

12.1

14.1

-3.7

-

-

Total
71.6
85.0
112.5
81.7
67.8
61.6
85.5
38.7%
-24.1%
YoY
QoQ
FY2006.3
FY2007.3

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19
(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 Bank.

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 those of Global Wholesale.

5. In January 2006, certain functions of Other business were integrated into Asset Management. Certain reclassifications of pre-2006 figures were made to conform to the current presentation.

Full Year

1Q-3Q

FY2006.3

FY2007.3

1-3Q

1-3Q

35.7

79.5

81.2

197.2

145.8

117.6

-19.4%

93.6

120.8

60.2

157.7

91.7

34.9

-62.0%

12.8

17.2

29.2

51.5

34.6
32.8
-5.2%
-15.3
0.5
-3.0
55.4
76.4
58.0
-24.1%
4.0
0.5
10.0
20.6
14.9
28.5
91.1%
130.8
218.5
177.5
482.5
363.4
271.6
-25.3%
-41.6
7.0
10.1
-30.5
-12.7
24.4
-
89.2
225.5
187.6
452.0
350.7
296.0
-15.6%
-43.0
54.7
8.4
59.3
56.5
-38.6
-
1.2
2.4
8.9
-65.7
-88.7

-18.9
 -
 Income from continuing
 operations before income taxes
 47.4
 282.7
 204.8
 445.6
 318.6
 238.6
 -25.1%
 Income from discontinued
 operations before income taxes
 -
 -
 -
 99.4
 16.8
 -
 -
 Total
 47.4
 282.7
 204.8
 545.0
 335.4
 238.6
 -28.9%
 Unrealized gain (loss) on investments in equity
 securities held for relationship purposes
 Effects of consolidation/deconsolidation of
 certain private equity investee
 companies
 FY2003.3
 FY2004.3
 Other
 Segment Total
 FY2005.3
 FY2006.3
 YoY
 US GAAP
 Domestic Retail
 Global Markets
 Global Investment Banking
 Global Merchant Banking
 Asset Management
 5 Business Segment Total

Table of Contents

20
Adjustment of Consolidated Results and Segment Results:
Income before Income Taxes (Quarterly)
(billions of yen)
Notes:
1.
In
April
2005,
Global
Wholesale

was
reorganized
into
Global
Markets,
Global
Investment
Banking
and
Global
Merchant
Banking.

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

3. 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 retri March 31, 2006.

1Q
2Q
3Q
4Q
1Q
2Q
3Q
30.3

41.4
74.1
51.4
42.5
28.2
46.9
66.4%
-36.7%
-0.7
31.5
60.9
66.0
14.3
-3.6
24.1
-
-60.4%
2.2
9.1
23.3
17.0
5.6
16.3
10.9
-32.9%
-53.1%
-5.9
4.7
77.6
-21.0
9.8
41.5
6.7
-83.9%
-91.4%
4.0
4.7
6.2
5.7
5.2
11.1
12.2
9.9%
94.7%
29.9
91.4
242.1
119.1
77.5
93.4

100.8
7.9%
-58.4%
7.6
-9.9
-10.3
-17.9
-23.0
4.3
43.1
902.8%
-
37.4
81.5
231.8
101.2
54.4
97.7
143.9
47.3%
-37.9%
-11.0
31.3
36.3
2.8
-20.6
-4.8
-13.1
-
-
2.7
-0.5
-90.8
23.0
-0.4
-19.8
1.3
-
-
29.1
112.3
177.2
127.0
33.4
73.1
132.1
80.8%
-25.5%
1.6
5.3

9.9
82.6
-
-
-
-
30.7
117.6
187.1
209.6
33.4
73.1
132.1
80.8%
-29.4%
QoQ
YoY
FY2006.3
FY2007.3
Income from continuing
operations before income taxes
Income from discontinued
operations before income taxes
Total
Unrealized gain (loss) on investments in equity
securities held for relationship purposes
Effects of consolidation/deconsolidation of
certain private equity investee
companies
Other
Segment Total
US GAAP
Domestic Retail
Global Markets
Global Investment Banking
Global Merchant Banking
Asset Management
5 Business Segment Total

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21
Segment Other
Income (Loss) before Income Taxes
(billions of yen)
*
Others
for
the
FY2003.3
period
includes
21.2
billion
yen
of
impairment
loss

on
investment
of
affiliates.

Full Year
Quarter

1Q
2Q
3Q
4Q
1Q
2Q
3Q
-41.6
7.0
10.1
-30.5
7.6
-9.9
-10.3
-17.9
-23.0
4.3
43.1
-6.2
-12.8
-9.7
-64.8
-2.8
-8.5
-17.6
-36.0
-11.4
-14.0
-11.9
1.7
1.2
6.9
8.4
8.2
-0.1
0.0
0.3
0.1
4.8
13.0
-3.8
8.5
7.3
27.8

2.7	
2.9	
8.3	
13.9	
3.3	
6.1	
39.0	
-9.4	
-10.7	
4.5	
-7.4	
0.5	
-3.7	
-3.6	
-0.6	
-7.2	
3.7	
-5.9	
-23.9	
20.7	
1.0	
5.5	
-1.1	
-0.6	
2.6	
4.5	
-7.9	
3.7	
8.9	
FY2007.3	
FY2006.3	
FY2006.3	
FY2003.3	
FY2004.3	
FY2005.3	
Corporate items	
Others*	
"Other" income before income taxes	
Net gain/loss on trading related to economic hedging transactions	
Realized Loss/gain on investment in equity securities held for relationship purposes	
Equity in losses/earnings of affiliates	

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22
Consolidated Balance Sheet
(billions of yen)
Mar. 31, 2006
Dec. 31, 2006
Mar. 31, 2006
Dec. 31, 2006
Cash and cash deposits
1,556
1,033
Short-term borrowings
692
795
Payables and deposits

1,240
1,284
Loans and receivables
1,364
1,645
Collateralized financing
20,263
21,281
Trading liabilities
6,528
6,106
Collateralized agreements
17,028
17,818
Other liabilities
642
638
Long-term borrowings
3,599
4,611
13,697
14,705
Total liabilities
32,963
34,716
Other assets
1,381
1,725
Shareholders' equity
Total shareholders' equity
2,063
2,210
Total assets
35,026
36,926
Total liabilities and shareholders' equity
35,026
36,926
Assets
Liabilities
Trading assets and private equity
investments

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23
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

3Q

4Q

1Q

2Q

3Q

Compensation and benefits

259.3

275.0

325.4
87.9
91.2
82.8
79.1
86.7
Fixed-type compensation and benefits
144.3
159.6
170.4
43.2
43.8
43.8
44.3
44.3
Segment total
142.4
151.1
160.7
41.0
41.5
41.7
41.9
41.9
Private equity investee
companies
1.9
8.5
9.7
2.2
2.3
2.1
2.4
2.4
Variable-type compensation and benefits
115.0
115.4
155.0
44.7
47.4
39.0
34.8
42.4
Segment total
114.4
113.6
150.5
43.5
46.2
37.7

33.4
40.9
Private equity investee companies
0.6
1.8
4.5
1.2
1.2
1.2
1.4
1.5
Commissions and floor brokerage
19.2
23.9
32.9
8.5
9.7
10.3
10.3
12.0
Segment total
18.9
22.1
31.4
8.1
9.3
9.8
10.1
11.8
Private equity investee companies
0.3
1.8
1.5
0.4
0.4
0.4
0.2
0.2
Information processing and communications
80.0
81.4
89.6
21.0
27.4
23.2
27.4
27.3
Segment total

79.9
80.9
89.1
20.8
27.3
23.0
27.3
27.2
Private equity investee companies
0.1
0.5
0.5
0.2
0.1
0.2
0.1
0.1
Occupancy and related depreciation
54.2
53.5
55.0
13.4
15.2
14.4
13.7
14.6
Segment total
53.7
50.8
50.8
12.4
14.3
13.4
12.9
13.5
Private equity investee companies
0.5
2.7
4.3
1.0
0.9
1.0
0.9
1.1
Business development expenses
23.1
28.2
32.8

7.6
10.2
7.8
9.8
9.2
Segment total
22.8
26.2
30.6
7.0
9.6
7.2
9.2
8.4
Private equity investee
companies
0.3
2.0
2.2
0.6
0.6
0.6
0.6
0.8
Other
73.3
87.6
115.4
30.5
38.0
22.7
25.7
23.6
Segment total
72.4
76.6
94.7
21.8
32.8
22.4
23.3
21.1
Private equity investee
companies
0.9
11.0
20.8
8.7
5.3
0.3

2.4
2.5
Private equity entities cost of goods sold
11.9
44.7
48.8
13.7
7.1
11.4
11.8
17.4
Total non-interest expenses
520.4
594.4
700.0
182.5
198.7
172.5
177.9
190.8
Segment total
504.0
521.4
607.8
154.5
180.9
155.3
158.0
164.8
Private equity investee
companies
16.4
73.0
92.2
28.0
17.8
17.2
19.9
26.0
FY2007.3
FY2004.3
FY2005.3
FY2006.3
FY2006.3

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24
* Nomura Securities
Domestic Retail Related Data (1)
Full Year
Quarter
1Q
2Q
3Q
4Q
1Q
2Q
3Q
Retail stock brokerage commissions (billions of yen)
48.2

92.1
103.0
153.6
20.8
34.6
53.9
44.2
28.0
18.8
22.6
Commissions for distribution of investment trusts* (billions of yen)
34.9
46.9
49.9
95.9
19.5
20.9
26.8
28.6
28.0
23.9
33.7
Bond investment trusts commission
16.9
11.1
6.4
3.5
1.1
0.8
0.7
0.8
0.6
0.7
0.5
Stock investment trusts commission
11.6
21.5
31.6
74.2
14.8
16.9
19.1
23.4
23.2
22.1
32.3
Foreign investment trusts commission
6.4
14.2
11.9

18.2
3.7
3.2
7.0
4.4
4.2
1.1
0.9
Domestic distribution volume of investment trusts (trillions of yen)
11.9
13.7
14.2
20.5
3.9
4.7
6.3
5.7
5.0
4.7
5.6
Bond investment trusts
8.6
10.1
10.4
14.3
2.6
3.4
4.4
3.9
3.3
3.0
3.9
Stock investment trusts
1.3
1.6
2.3
4.5
0.9
1.0
1.2
1.4
1.3
1.4
1.6
Foreign investment trusts
2.1
2.1
1.4
1.7
0.4

0.3
0.6
0.4
0.3
0.2
0.2
Other (billions of yen)
Outstanding value of annuity insurance policies (end of the period)
166.6
261.6
446.4
683.3
504.3
562.7
632.8
683.3
791.0
861.1
927.3
Sales of JGBs
for individual investors (transaction base)
101.3
1,271.6
1,290.6
747.8
206.4
179.6
186.4
175.4
189.0
187.3
130.4
Retail foreign currency bond sales
2,284.7
1,990.0
1,154.4
1,119.2
304.8
340.7
268.6
205.1
166.4
195.9
184.5
FY2007.3
FY2006.3
FY2004.3
FY2005.3
FY2003.3
FY2006.3

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Domestic Retail Related Data (2)

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

**Includes CBs and warrants

***Includes variable annuity insurance

Mar. 31, 2003

Mar. 31, 2004

Mar. 31, 2005

Mar. 31, 2006	
Jun. 30, 2006	
Sep. 30, 2006	
Dec. 31, 2006	
Equities	
17.1	
28.9	
33.5	
49.3	
45.6	
45.7	
47.7	
Foreign currency bonds	
3.7	
4.0	
4.0	
3.6	
3.5	
3.5	
3.4	
Domestic bonds**	
8.5	
10.0	
11.8	
13.1	
13.4	
13.6	
14.4	
Stock investment trusts	
2.2	
3.0	
3.3	
5.3	
5.3	
5.8	
6.8	
Bond investment trusts	
6.5	
5.5	
4.9	
4.5	
4.3	
4.3	
4.5	
Overseas mutual funds	
1.1	
1.6	
1.9	
2.3	
2.2	

2.2	
2.2	
Other***	
1.6	
1.7	
1.9	
2.3	
2.5	
2.4	
2.6	
Total	
40.6	
54.8	
61.2	
80.5	
76.7	
77.7	
81.5	
40.6	
54.8	
61.2	
80.5	
76.7	
77.7	
81.5	
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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26

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)

Full Year

Quarter

Domestic Client Assets Net Asset Inflow *

1Q

2Q

3Q
FY2003.3
FY2007.3
FY2004.3
FY2005.3
FY2006.3
1,788
3,391
6,749
4,581
0
2,000
4,000
6,000
8,000
2,042
1,009
1,340

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27

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**

(thousands of accounts)

Mar. 31, 2003

Mar. 31, 2004

Mar. 31, 2005

Mar. 31, 2006

Jun. 30, 2006

Sep. 30, 2006

Dec. 31, 2006

Accounts with balance

3,418

3,460

3,678

3,780

3,815

3,859

3,900

Equity holding accounts

1,311

1,379

1,680

1,745

1,767

1,806

1,819

Nomura Home Trade (online trading accounts)

1,141

1,367

1,716

1,969

2,029

2,094

2,155

1Q

2Q

3Q

(thousands of accounts)

237

297

425

343

86

94

102

IT share**

No. of orders

41%

49%

52%

55%

54%

56%

55%

Transaction value

14%

22%

24%

27%

28%

26%

26%

FY2004.3

FY2005.3

FY2007.3

New accounts (individual)

FY2006.3

FY2003.3

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Global Merchant Banking Related Data

Notes: 1.

Amount of exposure in Japan is total of Nomura Principal Finance (NPF), Nomura Financial Partners (NFP) and Nomura Research & Advisory (NR&A).

2.

Amount of exposure in Europe (excluding Terra Firma) is total of Private Equity Group (PEG) and Nomura Phase4 Ventures (NPV). (billions of yen)

Business Exposure

Mar. 31, 2003

Mar. 31, 2004

Mar. 31, 2005

Mar. 31, 2006

Jun. 30, 2006

Sep. 30, 2006

Dec. 31, 2006

Japan

20.1

68.9

108.4

59.9

62.7

174.7

161.2

Europe (excluding Terra Firma)

15.9

15.6

23.7

38.8

35.6

33.8

36.3

Sub Total

35.9

84.5

132.1

98.7

98.4

208.5

197.5

Terra Firma

265.7

291.2

325.5

340.4

271.4

294.9

327.0

Total

301.6

375.7

457.6

439.1

369.7

503.3

524.6

35.9

84.5

132.1

98.7

98.4

208.5

197.5

301.6

375.7

457.6

439.1

369.7

503.3

524.6

0

100

200

300

400

500

600

Terra Firma

Europe (excluding Terra Firma)

Japan

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29

Notes: 1. Total assets under management of Nomura Asset Management, Nomura Corporate Research and Asset Management, Nomura Funds Research and Technologies, MAINTRUST (Germany), and Nomura Funds Research and Technologies America. Adjusted for asset overlap amongst group companies.

Data
till
June

30,
2006,
include
Nomura
BlackRock
Asset
Management.

2. Nomura Funds Research and Technologies America data as of end of November.

Asset Management Related Data (1)

(trillions of yen)

Total Assets Under Management

Mar. 31, 2003

Mar. 31, 2004

Mar. 31, 2005

Mar. 31, 2006

Jun. 30, 2006

Sep. 30, 2006

Dec. 31, 2006

23.0

15.9

17.6

17.9

23.1

23.0

25.6

0

5

10

15

20

25

30

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30
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)
(trillions of yen)
Nomura Asset Management Assets Under Management
Mar. 31, 2003
Mar. 31, 2004
Mar. 31, 2005

Mar. 31, 2006
Jun. 30, 2006
Sep. 30, 2006
Dec. 31, 2006

24.5
22.0
20.8
21.0
16.0
15.7
14.2
0
5
10
15
20
25
30

Mar. 31, 2003
Mar. 31, 2004
Mar. 31, 2005
Mar. 31, 2006
Jun. 30, 2006
Sep. 30, 2006
Dec. 31, 2006

10.7
11.3
10.8
14.0
14.1
14.9
17.3

Public stock investment trusts

3.2
4.5
4.4
6.9
7.3
7.7
9.4

Public bond investment trusts

7.3
6.3
5.6
5.6
5.3
5.3
5.8

Privately placed investment trusts

0.2

0.4	
0.8	
1.5	
1.5	
1.9	
2.1	
3.6	
4.4	
5.1	
7.0	
6.7	
7.1	
7.2	
Domestic investment advisory	
2.9	
3.0	
3.2	
4.0	
3.8	
3.9	
3.7	
Overseas investment advisory	
0.7	
1.4	
2.0	
3.0	
3.0	
3.2	
3.5	
14.2	
15.7	
16.0	
21.0	
20.8	
22.0	
24.5	
1Q	
2Q	
3Q	
0.8	
0.1	
-0.1	
1.0	
0.9	
0.2	
1.2	
Exclude ETF	
0.2	
-0.1	
0.2	

1.4	
0.4	
0.7	
1.1	
-3.1	
-1.0	
-0.7	
0.0	
-0.3	
0.0	
0.4	
0.1	
0.1	
0.3	
0.5	
0.1	
0.3	
0.2	
-2.2	
-0.7	
-0.5	
1.5	
0.7	
0.5	
1.8	
Public bond investment trusts	
< Net Asset Inflows>	
FY2006.3	
FY2005.3	
FY2003.3	
Privately placed investment trusts	
Net Asset Inflows	
<Assets Under Management>	
FY2007.3	
Public stock investment trusts	
Investment advisory	
Total	
FY2004.3	
Investment trusts	

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31
Asset Management Related Data (3)
AUM of Products
Supplied to Banks
and Japan Post
(trillions of yen)
Mar. 31, 2003
Mar. 31, 2004

Mar. 31, 2005

Mar. 31, 2006

Jun. 30, 2006

Sep. 30, 2006

Dec. 31, 2006

Stock investment trusts

3.2

4.5

4.4

6.9

7.3

7.7

9.4

Bond investment trusts

7.3

6.3

5.6

5.6

5.3

5.3

5.8

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

19%

19%

15%

15%

16%

16%

17%

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

40%

40%

42%

42%

42%

42%

43%

Stock investment trusts

16.3

23.3

28.9

45.0

46.1

49.8

55.7

Bond investment trusts

18.1

15.8

13.5

13.5

12.7	
12.5	
13.3	
Source: Investment Trusts Association, Japan	
Market Total	
Nomura Asset	
Management	
Domestic Public	
Investment Trust	
Market and Nomura	
Asset Management	
Market Share	
AUM in Key Funds	
(billions of yen)	
Mar. 31, 2005	
Mar. 31, 2006	
Jun. 30, 2006	
Sep. 30, 2006	
Dec. 31, 2006	
Banks*	
330	
791	
883	
1,082	
1,468	
Japan Post	
0	
90	
167	
247	
349	
*excluding The Nomura Trust & Banking	
My Story Profit Distribution-type Fund (6 Times/Year) B	
0	
454	
651	
922	
1,291	
Global REIT Open	
18	
307	
377	
450	
590	
Nomura Multi-currency Japan Stock Fund	
0	
384	
417	
464	
438	

Nomura Japan Stock Strategic Fund (Big Project -

N)

353

441

392

383

378

Asia Attractive Dividend Stock Fund

0

0

0

0

354

Nomura Global REIT Fund

0

225

241

293

337

Nomura Fund Masters Global Bond B

165

317

294

281

270

Nomura All-In-One Fund

0

0

0

213

263

Nomura US High Yield Bond Income

345

319

272

258

240

Nomura Japan-US REIT Fund

3

18

37

90

231

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Third Quarter Achievements
Large International Bond Underwritings
Dexia Municipal Agency (France): approx. 200 billion yen
Loan-related
Business:

approx.

70

billion

yen

Equity

Derivatives:

Completed

18

fund

derivative

contracts

(total

amount:

190

million

euros)

Nomura Capital Investment:

Provided loan (approx. 30 billion yen) in conjunction with refinancing of Daiei debt held by IRCJ

Provided loan (21.25 billion yen) to DA Office Investment

Major Deals

IPO

Kyoei Steel: 20.9 billion yen, Nifty: 14.6 billion yen

PO

Toyota Motors: 296.1 billion yen, Aeon: 206.3 billion yen, Toyota Tsusho: 63.9 billion yen, Hokuhoku

Financial Group: 43.4 billion yen

CB

Sharp: 200 billion yen, Ricoh: 55 billion yen, Nomura Research Institute: 50 billion yen

MPO/HPO

Zecs: 10 billion yen; total of 4 deals for 14.5 billion yen (based on resolution dates)

SB

Orix: US dollar-denominated unsecured SB (global dollar bond) USD 1 billion

Toshiba: Unsecured SB (total: 100 billion yen), Seven Bank: Unsecured SB (total: 60 billion yen)

M&A

Sumitomo Corp. s TOB for Sumisho Lease as part of consolidation of lease business: 192.9 billion yen

Toshiba Ceramics MBO : 119.4 billion yen

Hitachi Metals TOB for NEOMAX: 97 billion yen

Overseas Deals:

Infosys

Technologies

(major

Indian

IT

company)

global

offering:

USD

1.6

billion

Sistema-Hals

(major Russian real estate company) IPO: USD 430 million

Sales of New Investment Trusts

Asia Attractive Dividend Stock Fund (launched Nov. 15, 2006)

351.8 billion yen (as of December 31, 2006)

Nomura

US

High

Yield

Corporate

Bond

Fund

(launched

Nov.

30,

2006)

125.5

billion

yen

(as

of

December 31, 2006)

Nomura Japan REIT Fund

(launched Dec. 18, 2006)

53.2 billion yen (as of December 31, 2006)

Domestic

Retail

Global

Markets

Global

Investment

Banking

Joinvest

Securities

June

September

December

Number of Accounts

40,156

61,554

75,562

Number of Margin Trading Account

1,224

3,182

5,805

Monthly Transaction Value (millions of yen)

54,919

177,096

316,303

Monthly Margin Transaction Value

19,472

100,698

191,666
2006

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

Rank Value	
(USD mil)	
Mkt. Share	
No. of Deals	
1	
Nomura	
20,500.6	
30.2%	
111	
1	
Goldman Sachs	
48,864.0	
32.4%	
21	
2	
Daiwa Securities SMBC	
12,749.9	
18.8%	
100	
2	
UBS	
32,865.4	
21.8%	
31	
3	
Nikko	
Citigroup	
10,482.3	
15.4%	
58	
3	
Merrill Lynch	
29,414.4	
19.5%	
16	
4	
Goldman Sachs	
8,507.8	
12.5%	
16	
4	
Citigroup	
28,793.7	
19.1%	
32	
5	
Mizuho Financial Group	
4,401.1	
6.5%	

47
5
Nomura
28,184.2
18.7%
154
6
Merrill Lynch
2,702.6
4.0%
12
6
Mizuho Financial Group
25,991.9
17.3%
123
7
UBS
2,413.1
3.6%
10
7
Daiwa Securities SMBC
21,935.6
14.6%
128
8
Morgan Stanley
2,346.0
3.5%
6
8
Deutsche Bank
19,250.3
12.8%
8
9
Mitsubishi UFJ Financial Group
1,324.0
2.0%
33
9
Dresdner Kleinwort
19,169.9
12.7%
4
10
Shinko Securities
777.3
1.1%

35
10
Greenhill&Co,LLC
18,799.9
12.5%
1
Proceeds
(JPY mil)
Mkt. Share
No. of
Issues
Proceeds
(JPY mil)
Mkt. Share
No. of
Issues
1
Nikko
Citigroup
705,117.9
21.3%
57
1
Mizuho Securities
1,433,392.0
28.9%
70
2
Nomura
298,446.2
9.0%
17
2
Daiwa Securities SMBC
1,001,361.5
20.2%
63
3
Mizuho Financial Group
294,437.0
8.9%
13
3
Mitsubishi UFJ Securities
846,716.7
17.1%
46
4
Daiwa Securities SMBC
289,592.5

8.7%
16
4
Nomura
785,239.0
15.9%
51
5
Barclays Capital
249,100.0
7.5%
20
5
Nikko
Citigroup
484,433.0
9.8%
31
6
Merrill Lynch
248,935.2
7.5%
7
6
Goldman Sachs
169,957.5
3.4%
4
7
Morgan Stanley
248,310.3
7.5%
9
7
Merrill Lynch
48,488.7
1.0%
6
8
Deutsche Bank
241,468.5
7.3%
7
8
Shinko Securities
42,000.0
0.9%
4
9
UBS

182,893.9
5.5%
13
9
UBS
25,000.0
0.5%
2
10
Mitsubishi UFJ Financial Group
157,361.0
4.8%
6
10
Morgan Stanley
23,331.0
0.5%
1
Global & Euro Yen Bonds
Domestic Straight Bonds (excluding self-funding)
R
a
n
k
Bookrunner
Jan. 1, 2006 -
Dec. 31, 2006
R
a
n
k
Bookrunner
Apr. 1, 2006 -
Dec. 31, 2006
Global Equity & Equity-related (Japan)
Any Japanese Involvement Financial Advisors
Announced deals, value base
R
a
n
k
Bookrunner
Jan. 1, 2006 -
Dec. 31, 2006
R
a
n
k
Advisor
Jan. 1, 2006 -

Dec. 31, 2006

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Market Share Data
(trillions of yen)
Secondary Market
Share Data
Primary Market
Share Data
Full Year
Quarter
1Q

2Q
3Q
Individual Equity Agency Transactions Share
Market
52.0
105.9
144.7
308.3
74.2
58.7
60.6
Nomura's share
16%
10%
8%
7%
5%
4%
5%
Off-floor/Off-exchange Equity Trading Share
Off-floor market
33.2
31.9
33.2
48.6
13.9
9.5
12.3
Off-exchange
14.1
19.3
21.1
30.5
9.6
9.8
10.6
Nomura's share
20%
16%
17%
21%
22%
18%
21%
JGB Auction Share
Market
68.1
74.4
80.1
80.7

21.1
21.2
21.8
Nomura's share
15%
16%
18%
11%
12%
9%
11%
Bond Secondary Trading Share
Market
1,129
1,235
1,361
1,296
355
329
334
Nomura's share
14%
16%
15%
13%
12%
10%
10%
FY2007.3
1-3Q
(accumulated)
Global Equity and Equity-related Japan
Nomura's share
30%
30%
25%
26%
31%
Japanese IPO
Nomura's share
11%
27%
32%
20%
18%
Japanese PO
Nomura's share
50%
33%
25%

27%

38%

Convertible Bonds

Nomura's share

13%

28%

19%

34%

34%

Global and Euro Yen Bonds

Nomura's share

21%

31%

23%

23%

7%

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

Nomura's share

26%

19%

17%

18%

13%

Source: Thomson Financial (Value base)

FY2006.3

FY2005.3

FY2007.3

FY2006.3

FY2003.3

FY2004.3

FY2005.3

FY2003.3

FY2004.3

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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 3, 2006 to December 29, 2006 (billions of yen)

Maximum:

9.4

Minimum:

5.8
Average:
7.4
(billions of yen)
Equity
1.5
3.3
3.0
6.0
5.4
6.0
5.6
Interest Rate
2.3
2.0
2.8
3.3
4.1
3.5
4.0
Foreign Exchange
0.2
0.5
0.7
1.4
1.5
1.3
1.4
Sub-total
4.0
5.8
6.5
10.7
11.0
10.9
11.0
Diversification Benefit
-0.9
-1.9
-2.4
-3.7
-3.8
-3.5
-3.9
VaR
3.1
3.9
4.1
7.0
7.1

- 7.3
- 7.2
- Mar. 2006
- Dec. 2006
- Mar. 2003
- Mar. 2004
- Mar. 2005
- Sep. 2006
- Jun. 2006

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Number of Employees
*Excludes employees of private equity investee companies
Mar. 2003
Mar. 2004
Mar. 2005
Mar. 2006
Dec. 2006
+/-
From
Mar. 2006
Japan (excluding FA, SA)*
9,258
9,148
9,190
9,354
9,893
+539
Japan (FA, SA)
1,986

1,915
1,875
1,948
2,213
+265
Europe
1,389
1,403
1,535
1,515
1,576
+61
Americas
797
866
1,026
1,073
1,008
-65
Asia/Oceania
616
655
718
778
838
+60
Total
14,046
13,987
14,344
14,668
15,528
+860

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Nomura Holdings, Inc.
www.nomura.com