# **NOMURA ASSET MANAGEMENT**

Nomura Asset Management Co., Ltd. Financial Summary (Unconsolidated) For The Year Ended March 31, 2008

# Nomura Asset Management Co., Ltd.

# **Unconsolidated Balance Sheet Information (Unaudited)**

|   | March 31, 2008 | March 31, 2007 | Increase (Decrease) |
|---|----------------|----------------|---------------------|
| Assets  |                |                |                     |
| Current assets  | 61,020         | 58,221         | 2,798               |
| Cash and cash equivalents   | 2,855          | 23,242         | (20,386)            |
| Money held in trust   | 32,058         | 2,105          | 29,953              |
| Securities  | 6,300          | -              | 6,300               |
| Short-term loan receivable from a parent                                  | 1,526          | 14,000         | (12,474)            |
| Cash deposited for investment trust redemption and distribution of income | -              | 73             | (73)                |
| Accrued investment trust management fees                                  | 13,910         | 14,048         | (138)               |
| Accrued revenue   | 2,030          | 2,261          | (230)               |
| Deferred tax assets   | 1,137          | 1,352          | (214)               |
| Other current assets  | 1,208          | 1,152          | 56                  |
| Allowance for doubtful accounts   | (7)            | (15)           | 7                   |
| Fixed assets  | 56,253         | 69,436         | (13,182)            |
| Tangible fixed assets   | 1,972          | 1,743          | 228                 |
| Intangible fixed assets   | 8,857          | 7,642          | 1,214               |
| Investments and other   | 45,424         | 60,050         | (14,625)            |
| Investment securities   | 27,606         | 44,125         | (16,518)            |
| Investment in subsidiaries and affiliates                                 | 15,739         | 15,405         | 334                 |
| Long-term guarantee deposits  | 34             | 30             | 4                   |
| Deferred tax assets   | 1,567          | -              | 1,567               |
| Other investments   | 476            | 489            | (13)                |
| Allowance for doubtful accounts   | (0)            | (0)            | 0                   |
| Total assets  | 117,274        | 127,657        | (10,383)            |

|  | 1              |                | (Millions of Y      |
|--|----------------|----------------|---------------------|
|  | March 31, 2008 | March 31, 2007 | Increase (Decrease) |
| Liabilities  |                |                |                     |
| Current liabilities  | 24,794         | <u>27,279</u>  | (2,485)             |
| Investment trust distribution of income payable                            | 5              | 85             | (80)                |
| Investment trust redemptions payable                                       | 105            | 261            | (156)               |
| Accrued commission payable   | 6,115          | 6,040          | 74                  |
| Other accounts payable   | 6,622          | 7,944          | (1,321)             |
| Accrued expenses   | 8,363          | 8,486          | (122)               |
| Accrued income taxes   | 1,591          | 2, 640         | (1,049)             |
| Accrued bonuses  | 1, 730         | 1,650          | 80                  |
| Other current liabilities  | 259            | 170            | 89                  |
| Long-term liabilities  | <u>5,890</u>   | <u>7,528</u>   | (1,637)             |
| Reserve for retirement benefits  | 5,359          | 5,034          | 325                 |
| Reserve for loss on distribution of income and redemption after expiration | 467            | -              | 467                 |
| Deferred tax liabilities   | -              | 2,434          | (2,434)             |
| Other long-term liabilities  | 64             | 59             | 4                   |
| Total liabilities  | 30,685         | 34,808         | (4,123)             |
| Shareholder's equity   | 81,714         | 82,451         | (737)               |
| Common stock   | 17,180         | 17,180         | -                   |
| Capital reserve  | 11,729         | 11,729         | -                   |
| Additional paid-in capital   | 11,729         | 11,729         | -                   |
| Earned surplus   | 52,804         | 53,541         | (737)               |
| Earned surplus reserve   | 685            | 685            | -                   |
| Other Earned surplus   | 52,119         | 52,856         | (737)               |
| General reserve  | 35,606         | 35,606         | -                   |
| Earned surplus brought forward   | 16,512         | 17,249         | (737)               |
| Valuation and translation adjustments                                      | 4,874          | 10,397         | (5,522)             |
| Net unrealized gain on investments   | 5,124          | 11,008         | (5,883)             |
| Deferred gains or loss on hedges   | (250)          | (610)          | 360                 |
| Total net assets   | 86,589         | 92,849         | (6,260)             |
| Total liabilities and net assets   | 117,274        | 127,657        | (10,383)            |

## Nomura Asset Management Co.,Ltd.

# **Unconsolidated Income Statement Information (Unaudited)**

|   | Year Ended<br>March 31, 2008<br>(A) | Year Ended<br>March 31, 2007<br>(B) | Comparison (A-B)/B (%) |
|---|-------------------------------------|-------------------------------------|------------------------|
| Operating revenue                         | 135,408                             | 94,482                              | 143.3                  |
| Investment trust management fees          | 124,893                             | 82,515                              | 151.4                  |
| Investment advisory fees                  | 10,506                              | 11,959                              | 87.8                   |
| Other operating revenue                   | 8                                   | 7                                   | 118.1                  |
| Operating expenses                        | 95,938                              | 62,756                              | 152.9                  |
| Commissions                               | 57,704                              | 37,426                              | 154.2                  |
| Research                                  | 32,108                              | 19,783                              | 162.3                  |
| Other operating expenses                  | 6,125                               | 5,546                               | 110.4                  |
| General and administrative expenses       | 22,949                              | 18,347                              | 125.1                  |
| Compensation and benefits                 | 12,573                              | 10,545                              | 119.2                  |
| Occupancy                                 | 1,687                               | 1,821                               | 92.7                   |
| Depreciation of fixed assets              | 2,543                               | 1,915                               | 132.8                  |
| Other general and administrative expenses | 6,145                               | 4,065                               | 151.2                  |
| Operating income                          | 16,519                              | 13,378                              | 123.5                  |
| Non-operating income                      | 4,384                               | 2,632                               | 166.5                  |
| Non-operating expenses                    | 647                                 | 267                                 | 242.0                  |
| Ordinary income                           | 20,256                              | 15,743                              | 128.7                  |
| Special profits                           | 1,734                               | 12,884                              | 13.5                   |
| Special losses                            | 589                                 | 1,830                               | 32.2                   |
| Income before income taxes                | 21,400                              | 26,797                              | 79.9                   |
| Income taxes - current                    | 9,211                               | 9,913                               | 92.9                   |
| Income taxes - deferred                   | 50                                  | 73                                  | 67.8                   |
| Net income                                | 12,139                              | 16,810                              | 72.2                   |

# Nomura Asset Management Co.,Ltd. Unconsolidated Statements of Shareholder's Equity (Unaudited) For The Year Ended March 31, 2008

(Millions of Yen)

|                          | Shareholder's equity |                                  |                             |                              |                    |   |                            |                         |
|--------------------------|----------------------|----------------------------------|-----------------------------|------------------------------|--------------------|---|----------------------------|-------------------------|
|                          |                      | Capital re                       | eserve                      |                              | Earned             | surplus                                 |                            |                         |
|                          | Common               |                                  |                             |                              | Other Earn         | ed surplus                              |                            | Total                   |
|                          | stock                | Additional<br>paid-in<br>capital | Total<br>capital<br>reserve | Earned<br>surplus<br>reserve | General<br>reserve | Earned<br>surplus<br>brought<br>forward | Total<br>Earned<br>surplus | Shareholder's<br>equity |
| Balance at March 31,2007 | 17,180               | 11,729                           | 11,729                      | 685                          | 35,606             | 17,249                                  | 53,541                     | 82,451                  |
| Cash dividends           |                      |                                  |                             |                              |                    | (12,876)                                | (12,876)                   | (12,876)                |
| Net profit               |                      |                                  |                             |                              |                    | 12,139                                  | 12,139                     | 12,139                  |
| Other-net                |                      |                                  |                             |                              |                    |   |                            |                         |
| Change in the term       | _                    | -                                | ı                           | ı                            | -                  | (737)                                   | (737)                      | (737)                   |
| Balance at March 31,2008 | 17,180               | 11,729                           | 11,729                      | 685                          | 35,606             | 16,512                                  | 52,804                     | 81,714                  |

| r                        |                                    |                                     |   | (Millions of Tell) |
|--------------------------|------------------------------------|-------------------------------------|---|--------------------|
|                          |                                    |                                     |   |                    |
|                          | Net unrealized gain on investments | Deferred gains or loss<br>on hedges | Total Valuation and translation adjustments | Total net assets   |
| Balance at March 31,2007 | 11,008                             | (610)                               | 10,397                                      | 92,849             |
| Cash dividends           |                                    |                                     |   | (12,876)           |
| Net profit               |                                    |                                     |   | 12,139             |
| Other-net                | (5,883)                            | 360                                 | (5,522)                                     | (5,522)            |
| Change in the term       | (5,883)                            | 360                                 | (5,522)                                     | (6,259)            |
| Balance at March 31,2008 | 5,124                              | (250)                               | 4,874                                       | 86,589             |

# For The Year Ended March 31, 2007

|                             | Shareholder's equity |                                  |                             |                              |                    |   |                            |                         |
|-----------------------------|----------------------|----------------------------------|-----------------------------|------------------------------|--------------------|---|----------------------------|-------------------------|
|                             |                      | Capital re                       | eserve                      |                              | Earned             | surplus                                 |                            |                         |
|                             | Common               |                                  | _ ,                         |                              | Other Earn         | ed surplus                              | _ ,                        | Total                   |
|                             | stock                | Additional<br>paid-in<br>capital | Total<br>capital<br>reserve | Earned<br>surplus<br>reserve | General<br>reserve | Earned<br>surplus<br>brought<br>forward | Total<br>Earned<br>surplus | Shareholder's<br>equity |
| Balance at March 31,2006    | 17,180               | 11,729                           | 11,729                      | 685                          | 63,606             | 13,644                                  | 77,936                     | 106,846                 |
| Reversal of general reserve |                      |                                  |                             |                              | (28,000)           | 28,000                                  | -                          | -                       |
| Cash dividends              |                      |                                  |                             |                              |                    | (41,205)                                | (41,205)                   | (41,205)                |
| Net profit                  |                      |                                  |                             |                              |                    | 16,810                                  | 16,810                     | 16,810                  |
| Other-net                   |                      |                                  |                             |                              |                    |   |                            |                         |
| Change in the term          | -                    |                                  |                             |                              | (28,000)           | 3,605                                   | (24,394)                   | (24,394)                |
| Balance at March 31,2007    | 17,180               | 11,729                           | 11,729                      | 685                          | 35,606             | 17,249                                  | 53,541                     | 82,451                  |

|                             |                                       |                                     |   | (Millions of Yen) |  |
|-----------------------------|---------------------------------------|-------------------------------------|---|-------------------|--|
|                             | Valuation and translation adjustments |                                     |   |                   |  |
|                             | Net unrealized gain on investments    | Deferred gains or loss<br>on hedges | Total Valuation and translation adjustments | Total net assets  |  |
| Balance at March 31,2006    | 17,435                                | _                                   | 17,435                                      | 124,282           |  |
| Reversal of general reserve |                                       |                                     |   | _                 |  |
| Cash dividends              |                                       |                                     |   | (41,205)          |  |
| Net profit                  |                                       |                                     |   | 16,810            |  |
| Other-net                   | (6,427)                               | (610)                               | (7,038)                                     | (7,038)           |  |
| Change in the term          | (6,427)                               | (610)                               | (7,038)                                     | (31,433)          |  |
| Balance at March 31,2007    | 11,008                                | (610)                               | 10,397                                      | 92,849            |  |

#### **Notes to Unconsolidated Financial Statements**

The unconsolidated financial statements of Nomura Asset Management Co., Ltd. ("the Company") were prepared in accordance with "Regulations Concerning the Terminology, Forms and Preparation Methods of Financial Statements" (Ministry of Finance Ordinance No. 59, 1963) and "Cabinet Office Ordinance of Financial Instruments Firms, etc" (Cabinet Office Ordinance No. 52, 2007), collectively Japanese GAAP.

#### **Significant Accounting Policies**

1. Basis and Method of Valuation for Securities

Securities held are accounted for as follows:

(1) Stocks of subsidiaries and affiliates Recorded at cost using the moving average method

(2) Other Securities:

(i) with market value Recorded at market value

The difference between the cost using the moving average method and market value less deferred tax is recorded as "Net unrealized gain on investments" in "shareholders' equity" on

the balance sheet.

(ii) without market value Recorded at cost using the moving average method

2. Basis and Method of Valuation for Derivatives

Recorded at fair value

3. Basis and Method of Valuation for Money In Trust

Recorded at fair value

- 4. Depreciation/Amortization Method of Fixed Assets
  - (1) Depreciation of tangible fixed assets

Tangible fixed assets are depreciated primarily on the declining balance method, except for buildings acquired after March 31, 1998, which are depreciated on the straight-line method.

(2) Amortization of intangible assets

Intangible assets are amortized primarily over their estimated useful lives on the straight-line method.

- 5. Provisions
  - (1) Allowance for doubtful accounts

To provide mainly for loan losses, the company made provisions for doubtful accounts based on an estimate of the maximum uncollectible amount calculated using its historical loss ratio or a reasonable estimate based on financial condition of individual borrowers.

(2) Accrued bonuses

To provide for employee bonus payments, accrual is recorded at the estimated amount to be paid as future bonuses to employees.

(3) Reserve for retirement benefits

To provide for the payment of lump-sum retirement benefits and funding the qualified retirement pension plan in the future, the estimated future obligations less the fair value of current pension assets is recorded as a reserve for employee retirement benefits.

(4) Reserve for loss on distribution of income and redemption after expiration

To provide for investment trust distribution of income and investment trust redemption money recognized as revenue by prescription, the estimated amount of payments in the future is recorded, based on actual payments.

### 6. Leasing Transactions

Lease contracts for which the titles of leased properties have not transferred are accounted for as operating lease transactions.

### 7. Hedging Activities

Mark-to-market profits and losses on hedging instruments are deferred as assets or liabilities until the profits or losses on the underlying hedged securities are realized.

## 8. Accounting for Consumption Taxes

National and local consumption taxes are accounted for based on the tax exclusion method.

### 9. Consolidated Tax Return System

Consolidated tax return system is applied.

#### **Change of Depreciation Method**

In accordance with the changes of tax code concerning the depreciation of fixed assets introduced in FY 2007 tax reform, these revisions is applied to fixed assets acquired after April 1, 2007 and before March 31, 2007.

The effect of these changes on Operating income, Ordinary income, and Income before income taxes is minor.

#### Accounting standard for Allowance for loss on investment trust dividend payments

Effective for the accounting period ended March 31, 2008, the Company has adopted the "Audit Treatment for Reserves of Special Taxation Measures Law, and Allowances or Reserves of Special Law (Accounting Standard Board Statement No.42)" issued by The Japanese Institute of Certified Public Accountants on April 13, 2007.

To provide for payments of investment trust distribution income and investment trust redemption money already recognized as revenue by prescription, the estimated amount of payments in the future is recorded as "Allowance for loss on investment trust dividend payments" based on actual payments.

This application resulted in the decrease of ordinary income by 38 million yen and income before income taxes by 467 million yen.

### **Change of Presentation Method**

(Balance Sheet)

In accordance with the newly introduced "The Guidelines for Financial Products Accounting Standard", effective for the accounting period ended March 31, 2008, presentation of Certificate of Deposit has been changed from "Cash and cash equivalents" to "Securities"

Certificate of Deposit was 19,800 million yen in the previous accounting year, which had been included in "Cash and cash equivalents".

#### **Notes to Balance Sheet Information**

1. Accumulated Depreciation on Tangible Fixed Assets

|                | (Millions of yen) |
|----------------|-------------------|
| Year Ended     | Year Ended        |
| March 31, 2008 | March 31, 2007    |
| 736            | 481               |

(Millions of ven)

#### **Notes to Income Statement Information**

1. Special Profits consist of the following:

|  |                | (Willions of yell) |
|--|----------------|--------------------|
|  | Year Ended     | Year Ended         |
|  | March 31, 2008 | March 31, 2007     |
| Gain on sales of investment securities and other | 1,421          | 7,863              |
| Gain on sales of an affiliate                    | _              | 4,893              |
| Receipt of stock option income                   | 312            | 127                |

## **Notes to Income Statement Information**

## 2. Special Losses consist of the following:

|  |                | (Millions of yen) |
|--|----------------|-------------------|
|  | Year Ended     | Year Ended        |
| _  | March 31, 2008 | March 31, 2007    |
| Loss on sales of investment securities and other                                       | 80             | 113               |
| Loss on devaluation of investment securities and other                                 | 23             | _                 |
| Transfer to reserve for loss on distribution of income and redemption after expiration | 429            | -                 |
| Loss on disposal of fixed assets   | 56             | 601               |
| Office relocation expense  | _              | 1,115             |

## **Supplementary Information**

### 1. Net Assets of Investment Trusts

(Billions of yen)

|                                  | March 31, 2008 | March 31, 2007 | Increase (Decrease) |
|----------------------------------|----------------|----------------|---------------------|
| Unit Type                        | 53             | 84             | (31)                |
| Open Type                        | 9,789          | 10,731         | (942)               |
| Stock Investment Trusts - Public | 9,842          | 10,816         | (973)               |
| Bond Investment Trusts           | 1,116          | 1,248          | (132)               |
| Money Management Fund            | 967            | 882            | 84                  |
| Others                           | 3,252          | 3,657          | (404)               |
| Bond Investment Trusts - Public  | 5,336          | 5,788          | (452)               |
| Unit Type                        | 1,995          | 2,191          | (196)               |
| Open Type                        | _              | -              | -                   |
| Private Investment Trusts        | 1,995          | 2,191          | (196)               |
| Total                            | 17,174         | 18,796         | (1,622)             |

## 2. Assets under Investment Management and Advisory Contracts

(Billions of yen)

|                    | March 31, 2008 | March 31, 2007 | Increase (Decrease) |
|--------------------|----------------|----------------|---------------------|
| Domestic - General | 181            | 237            | (55)                |
| Domestic - Pension | 4,467          | 3,506          | 960                 |
| Overseas           | 2,429          | 3,370          | (941)               |
| Total              | 7,078          | 7,115          | (36)                |

## **Quarterly Income Statement Information**

|                                     |                    | 1                     |                      |                      | (Millions of yell) |
|-------------------------------------|--------------------|-----------------------|----------------------|----------------------|--------------------|
|                                     | 1st quarter        | 2nd quarter           | 3rd quarter          | 4th quarter          | For the year       |
|                                     | From April 1, 2007 | From July 1, 2007     | From October 1, 2007 | From January 1, 2008 | From April 1, 2007 |
|                                     | To June 30, 2007   | To September 30, 2007 | To December 31, 2007 | To March 31, 2008    | To March 31, 2008  |
| Operating revenue                   | 34,973             | 35,839                | 34,888               | 29,706               | 135,408            |
| Investment trust management fees    | 32,093             | 33,107                | 32,285               | 27,406               | 124,893            |
| Investment advisory fees            | 2,878              | 2,729                 | 2,602                | 2,295                | 10,506             |
| Other operating revenue             | 1                  | 1                     | 1                    | 3                    | 8                  |
| Operating expenses                  | 24,075             | 25,556                | 24,729               | 21,578               | 95,938             |
| Commissions                         | 14,675             | 15,173                | 14,999               | 12,855               | 57,704             |
| Research                            | 8,103              | 8,816                 | 8,210                | 6,979                | 32,108             |
| Other operating expenses            | 1,296              | 1,566                 | 1,518                | 1,743                | 6,125              |
| General and administrative expenses | 5,202              | 5,991                 | 5,519                | 6,236                | 22,949             |
| Operating income                    | 5,695              | 4,291                 | 4,640                | 1,891                | 16,519             |
| Non-operating income                | 1,519              | 483                   | 965                  | 1,415                | 4,384              |
| Non-operating expenses              | 179                | 83                    | 41                   | 342                  | 647                |
| Ordinary income                     | 7,035              | 4,690                 | 5,565                | 2,964                | 20,256             |
| Special profits                     | 276                | 127                   | 1,244                | 85                   | 1,734              |
| Special losses                      | 23                 | 510                   | -                    | 54                   | 589                |
| Income before income taxes          | 7,288              | 4,307                 | 6,809                | 2,995                | 21,400             |
| Income taxes - current              | 1,862              | 2,726                 | 1,851                | 2,772                | 9,211              |
| Income taxes - deferred             | 775                | (760)                 | 759                  | (724)                | 50                 |
| Net income                          | 4,651              | 2,341                 | 4,198                | 947                  | 12,139             |