

Business segments

Retail

Retail Division provides a broad range of financial products and services through its head office and its nation-wide network of 158 branches, as well as Nomura Net & Call (online-based platform and call centers), to individual and corporate clients. Nomura also develops its Wealth Management Business in Japan and Asia ex-Japan.

Income before income taxes:
¥74.8 billion

Retail client assets:
¥107.7 trillion

Number of branches:
158



- Clients**
- Individual investors
 - Regional government agencies
 - Regional financial institutions
 - Corporates
 - Educational institutions
 - Other legal entities



- Our Services**
- Sales of financial products
 - M&A advisory
 - Real estate (agency services)
 - Inheritance and business succession services

Asset Management

Asset Management Division operates globally, with Nomura Asset Management playing a central role. Investment trusts business offers a wide lineup of products through a broad range of channels. Investment advisory business provides high-quality products and asset management services to a broad spectrum of institutional investors.

Income before income taxes:
¥42.3 billion

Assets under management:
¥44.4 trillion

Share of ETFs in Japan:
45 %

Source: The Investment Trusts Association, Japan



- Clients**
- Individual investors
 - Domestic and overseas pension funds
 - Governments and central banks
 - Institutional investors, etc.



- Our Services**
- Development of financial products and asset management
 - Direct sales of services to some investors

Wholesale

Wholesale Division consists of two businesses: Global Markets providing financial products and solutions and secondary market liquidity, and Investment Banking offering capital-raising transactions and advisory services.

It provides diverse services to a broad range of clients including corporates, government entities and financial institutions in Japan and overseas.

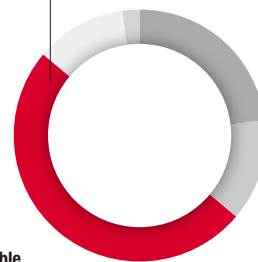
Income before income taxes:
¥161.4 billion

Countries possessing the Primary Dealer qualification

World's major markets
15 countries

Japan ECM League Table
1st / Share 22.0%

(April 2016 to March 2017) Source: Thomson Reuters



- Clients**
- Financial institutions
 - Institutional investors
 - Corporates
 - Governments and government entities



- Our Services**
- Underwriting of bonds and stocks
 - M&A advisory
 - Syndication of financial products, proposal for investment
 - Provision of liquidity, high-level execution

*1 Income before income taxes is for FY2016/17, and the remaining figures are as of March 31, 2017, unless otherwise defined.

Overview of regions

One of the Nomura's strengths is its global business platform. By collaborating closely across businesses and regions, we are able to provide optimal solutions to meet the needs of our clients.

Asia ex-Japan*²
6,619 people

We define Asia, including Japan, as our home market. It is in Asia ex-Japan however, where high economic growth is expected. We are well poised to capitalize on this growth as our business, led by our Wholesale and Asset Management Divisions, operates in 12 countries across the region. In addition, we also have an overseas Retail business in Asia ex-Japan.

Japan
16,227 people

Japan has been the home base of the Nomura Group for 91 years since it was established in 1925. The Group provides a full range of financial services to a broad range of clients through its Retail, Asset Management and Wholesale Divisions.

Asia and Oceania
¥23.7 billion

Japan
¥234.7 billion

Europe
¥14.4 billion

The Americas
¥50.0 billion

Income before income taxes
¥322.8 billion

Europe
3,026 people

Europe is the world's second-largest financial market, after the Americas. In this region, the Wholesale Division is focusing on businesses of strength, including Macro (Rates, Foreign Exchange), M&A advisory and solutions, while also controlling costs to improve profitability.

The Americas
2,314 people

The Americas is the largest financial market in the world and a key strategic region for Nomura. The Wholesale Division is looking to grow its market share by allocating management resources to areas where we have a competitive edge.

In addition, the Asset Management Division has been diversifying its investor base while increasing assets under management, mainly in high-yield bond products, through new investor mandates and assets appreciation.

*1 Income before income taxes is for FY2016/17, and the remaining figures are as of March 31, 2017

*2 Includes Powai office in India