### 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 November 2011

### 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.

Form 20-F <u>X</u> 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):

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):

Information furnished on this form:

#### **EXHIBIT**

Exhibit Number
1. Consolidated Results of Operations (US GAAP), second quarter, year ended March 2012

#### **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.

By<u>: /s/ Shinji Iwai</u> Shinji Iwai Date: November 10, 2011

Senior Managing Director

# Consolidated Results of Operations Second quarter, year ending March 2012

(US GAAP)



Nomura Holdings, Inc.

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- The consolidated financial information in this document is unaudited.

### **Outline**



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### **Executive summary**



#### **Highlights**

■ Net revenue of Y301.6bn (-9% QoQ; +9% YoY), loss before income taxes of Y44.6bn, net loss¹ of Y46.1bn.

#### Retail

- Net revenue of Y84.0bn (-11% QoQ), income before income taxes of Y10.7bn (-51% QoQ).
- Although revenues and income declined due to adverse market conditions, client assets continued to record net inflows as we diversified our
  product offering across asset classes and currencies.

#### Asset Management

- Net revenue of Y16.0bn (-15% QoQ), income before income taxes of Y4.7bn (-37% QoQ).
- Despite lower revenues and income due to a decline in assets under management, public investment trusts and the investment advisory business both reported further net fund inflows.

#### Wholesale

- Net revenue of Y79.3bn (-44% QoQ), loss before income taxes of Y73.1bn; especially international businesses heavily impacted by poor global macro environment
- Client flows in Global Markets continued to grow through the quarter. However, challenging trading conditions led to a decline in overall revenues.
- In Investment Banking, cross-border transactions related to Japan and solutions business were the main revenue drivers, but revenues
  declined QoQ mainly due to the weak ECM market.
- First half net revenue of Y632bn (+18% YoY), loss before income taxes of Y10.3bn, net loss¹ of Y28.3bn.

#### **Upcoming initiatives**

■ Recalibrate operations in line with the market and revenue opportunities based on uncertain outlook for the global economy and financial markets.

## Adapting to changing environment

Market uncertainties driven out of Europe expected to continue.

- Optimize cost structure in line with current market and revenue opportunities.
  - Improve earnings by lowering breakeven point through tighter business focus and enhanced cost efficiencies.
- Maintain global franchise and reallocate resources from EMEA to Americas and AEJ.
  - Americas: Continue organic growth given the region's market size and revenue potential.
  - AEJ: Strengthen integrated management in Asia including Japan; position as strategically important region.
  - EMEA: Lay foundation for growth under new cost structure.

## Cost implications of recalibration

Total cost reductions of \$1.2bn (including \$400m announced last quarter).

- Additional cost reductions of \$800m
  - Firm-wide initiative
  - Primarily in Wholesale

### Asia's No.1 Global Investment Bank

- > Remain client focused.
- > Leverage expanded franchise to establish position as a global player.

### **Overview of results**



#### Highlights

(billions of yen)	f	1			
	FY2011/12 2Q	QoQ %	YoY %	FY2011/12 1H	YoY %
Net revenue	301.6	(9)	+9	632.0	+18
Non-interest expenses	346.2	17	+36	642.2	+27
Income (loss) before income taxes	(44.6)	-	-	(10.3)	-
Net income (loss) <sup>1</sup>	(46.1)	-	-	(28.3)	-
	<u> </u>	j			

### **Business segment results**



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

		<u></u>				
(billions of yen)		FY2011/12 2Q	QoQ %	YoY %	FY2011/12 1H	YoY %
Revenue	Retail	84.0	(11)	(4)	178.2	(10)
	Asset Management	16.0	(15)	(1)	34.8	9
	Wholesale	79.3	(44)	(51)	220.6	(19)
	Segment total	179.3	(30)	(33)	433.5	(14)
	Other <sup>1</sup>	124.7	61	9.4x	202.1	4.2x
	Unrealized gain (loss) on investments in equity securities held for operating purposes	(2.4)	-	-	(3.6)	-
	Net revenue	301.6	(9)	9	632.0	18
Income	Retail	10.7	(51)	(53)	32.7	(46)
(loss) before income taxes	Asset Management	4.7	(37)	13	12.2	49
	Wholesale	(73.1)	-	-	(88.0)	-
	Segment total	(57.7)	-	-	(43.0)	-
	Other <sup>1</sup>	15.4	(27)	-	36.4	4.3x
	Unrealized gain (loss) on investments in equity securities held for operating purposes	(2.4)	-	-	(3.6)	-
	Income (loss) before income taxes	(44.6)	-	-	(10.3)	-
		\				

<sup>(1) &</sup>quot;Other" includes entities consolidated as a result of converting Nomura Land and Building into a subsidiary. FY2011/12 2Q also includes a credit valuation adjustment of Y11.8bn.

Nomura Bank (Luxembourg) S.A. in Asset Management was integrated to Other business in April 2011. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

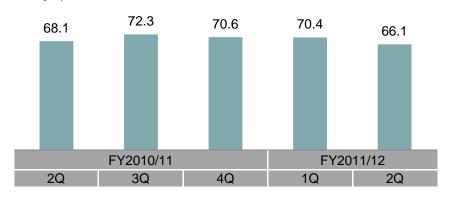


#### Net revenue and income before income taxes

(billions of yen)							
	F	Y2010/11	1	FY20	11/12	QoQ	YoY
	2Q	3Q	3Q 4Q		2Q	QUQ	101
Net revenue	87.8	97.5	96.2	94.2	84.0	-11%	-4%
Non-interest expenses	65.0	74.5	78.6	72.2	73.3	1%	13%
Income before income taxes	22.8	23.0	23.0 17.7 22.0 <b>10</b>		10.7	-51%	-53%

#### Retail client assets

Key performance indicator (trillions of yen)



#### **Key points**

- Net revenue: Y84.0bn (-11% QoQ; -4% YoY)
- Income before income taxes: Y10.7bn (-51% QoQ; -53% YoY)
- Net revenue and income before income taxes declined QoQ as a result of adverse market conditions due to fiscal instability in Europe.
- Client asset net inflows of Y1.1trn driven by diversified product offering across asset classes and currencies. Retail client assets declined Y4.3trn QoQ due primarily to market factors.
- Client franchise

Retail client assets Y66.1trn
Accounts with balance 4.95m
Net asset inflow Y1,106.9bn

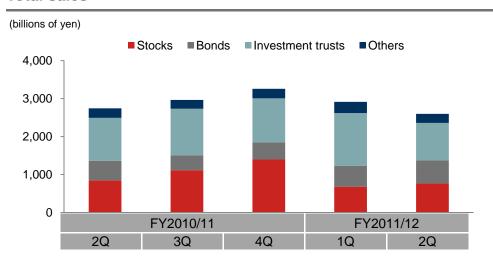
- Sales of main investment trusts.
  - Nomura Global High Yield Bond Fund
     UBS (JP) Global Defensive Sector Corporate Bond Fund
     Nomura Japan Brand Stock Fund
     Nomura DB High Dividend Infrastructure Stock Fund

    Y215.8bn
    Y136.8bn
    Y91.0bn
    Y56.0bn
- Other sales
  - IPOs and public offerings
     Bonds (total)
     (of which) foreign bonds
     Y27.6bn
     Y605.1bn
     Y439.7bn

### **Retail: Consulting based approach**

### **NOMURA**

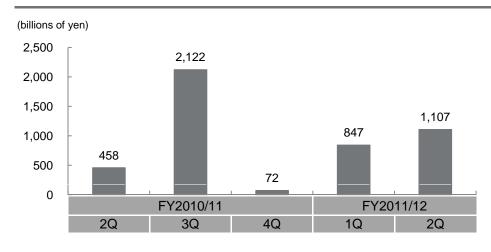
#### **Total sales**



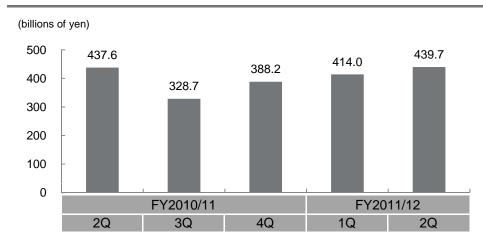
Sixth quarter of positive client asset inflows resulting from focus on consulting services and diversified product offering across asset classes and currencies.

- Stocks
  - Sales of stocks increased 13% QoQ despite subdued trading volumes on TSE at same level as 1Q.
- Investment trusts
  - Continued positive inflows driven by product lineup across a broader range of asset classes matched to investor needs.
- Bonds
  - Robust sales of Australian dollar-denominated bonds and other foreign bonds as well as sales of JGBs and corporate bonds contributed to asset inflows.
- Other products
  - Sales of foreign currency insurance products remained strong.

#### **Net asset inflows**



#### Sales of foreign bonds



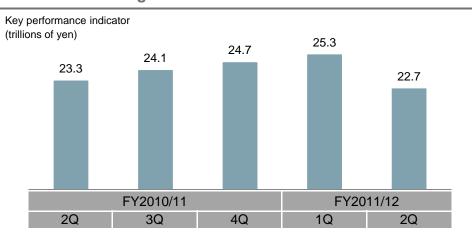
### **Asset Management**



#### Net revenue and income before income taxes<sup>1</sup>

(billions of yen)							
	F	FY2010/11 FY2011/12					
	2Q	3Q	4Q	1Q	2Q	QoQ	YoY
Net revenue	16.2	17.3	17.3	18.8	16.0	-15%	-1%
Non-interest expenses	12.0	11.7	11.0	11.4	11.2	-1%	-7%
Income before income taxes	4.2	5.6	6.3	7.4	4.7	-37%	13%

#### **Assets under management**



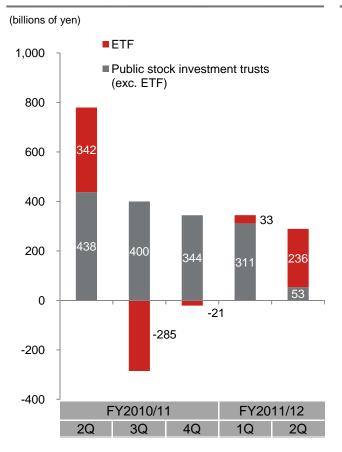
#### **Key points**

- Net revenue: Y16.0bn (-15% QoQ; -1% YoY)
- Income before income taxes: Y4.7bn (-37% QoQ; +13% YoY)
- Lower net revenue and income before income taxes QoQ driven by a decline in assets under management due to market slump resulting from uncertainty in Europe and downgrade of US credit rating. Income before income taxes increased YoY.
- Public stock investment trusts (excl. ETFs) saw an outflow of funds as investors turned risk adverse, but newly launched and existing Japan stock funds reported net inflows.
- Launched thematic Japan stock public investment trusts<sup>2</sup>
  - Nomura Japan Value Financial Stock Fund 1108
     Y47.3bn
  - Nomura Japan Stock Fund(Australian Dollar Investment Type)1109
     Y30.8bn
  - Nomura Japan Industry Innovation Stock Fund 1108
     Y20.1bn
- Inflows into existing Japan stock investment trusts such as the Nomura Japan Brand Stock Fund (currency selection type).
- Maintained high market share in ETFs with 2Q net inflows of Y236.1bn driven by products linked to Japanese stock indices (market share of 52.5% as of Sep 30)<sup>3</sup>.
- In international investment advisory business, inflows came from sovereign wealth funds and overseas pension funds through a wide range of products including undervalued Japanese equities, Asian equities, and global bonds.
- (1) Nomura Bank (Luxembourg) S.A. in Asset Management was integrated to Other business in April 2011. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.
- (2) Size at inception.
- (3) Source: Nomura, based on data from The Investment Trust Association, Japan. Nomura Asset Management only.

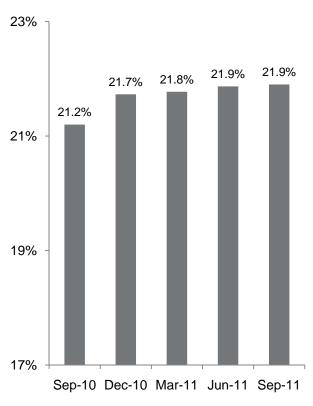
### **Asset Management: Inflows into public stock investment trusts**



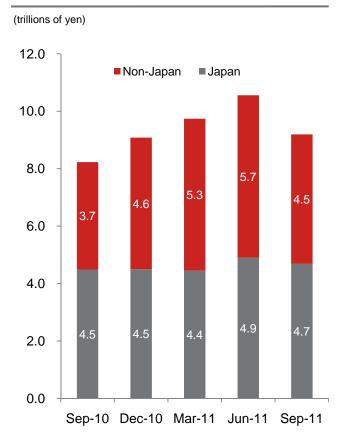
## Net inflow in public stock investment trusts<sup>1,2</sup>



## Share of Japan public investment trust market 1, 2



## Investment advisory assets under management<sup>1,3</sup>



<sup>(1)</sup> Nomura Asset Management only

<sup>(2)</sup> Source: Nomura, based on data from The Investment Trust Association, Japan

<sup>(3)</sup> Based on reporting standard for Japan Securities Investment Advisers Association

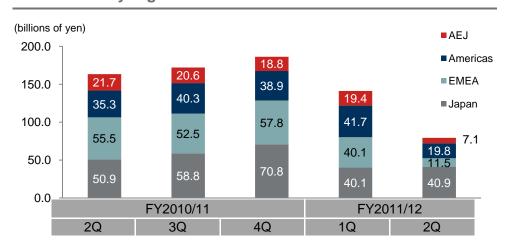
#### **Wholesale**



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

(billions of yen)							
	F	FY2010/11 FY2011/12					YoY
	2Q	3Q	4Q	1Q	2Q	QoQ	101
Net revenue	163.4	172.2	186.3	141.2	79.3	-44%	-51%
Non-interest expenses	155.8	161.4	156.9	156.1	152.4	-2%	-2%
Income (loss) before income taxes	7.6	10.8	29.4	-14.9	-73.1		

#### Net revenue by region



#### **Key points**

- Net revenue: Y79.3bn (-44% QoQ; -51% YoY)
- Loss before income taxes: Y73.1bn
- Wholesale net revenue declined 44% QoQ. Challenging market conditions led to weak performance in EMEA, Americas, and AEJ, driving down overall revenues.
- Japan net revenue increased 2% QoQ, driven by Fixed Income revenues.
   Equities and Investment Banking both reported only slight QoQ declines in net revenue
- Reported unprofitable quarter, booking a loss before income taxes of Y73.1bn. Expenses declined 2% QoQ, primarily in Global Markets.

#### **Business lines**

- Global Markets net revenue declined 44% QoQ due to the difficult trading environment. Despite a significant drop in client activity globally, our client flows were up QoQ in both Fixed Income and Equities.
- In Investment Banking, net revenue declined 40% QoQ due to a slowdown in equity financing activities across all regions, while DCM, including solutions business, and cross-border M&A contributed to revenue.

### **Wholesale: Global Markets**



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

(billions of yen)

(* * * * * * * * * * * * * * * * * * *							
	FY	′2010/1 <sup>·</sup>	1	FY201	11/12	QoQ	YoY
	2Q	3Q	4Q	1Q	2Q	QUQ	101
Fixed Income	77.8	71.7	69.4	67.6	45.7	-32%	-41%
Equities	55.2	61.5	64.3	56.7	33.4	-41%	-39%
Others	11.4	7.8	3.3	5.8	-6.5	-	-
Net revenue	144.4	141.0	137.0	130.1	72.6	-44%	-50%
Non-interest expenses	123.2	127.8	125.5	124.3	121.2	-3%	-2%
Income (loss) before income taxes	21.1	13.2	11.5	5.7	-48.6	-	-

#### **Key points**

- Net revenue: Y72.6bn (-44% QoQ; -50% YoY)
- Loss before income taxes: Y48.6bn

#### **Fixed Income**

- Client revenues were resilient despite market-wide decline in flows. Rates revenues increased QoQ, but overall revenues were down 32% QoQ and 41% YoY driven by sluggish performance in Securitized Products trading.
  - Robust quarter in Japan from Rates, driven by derivatives, and increased client activity in FX.
  - Impact from ongoing debt crisis on EMEA Rates business was contained through prudent risk management, and Credit franchise in the region delivered its best quarter since FY'10/11
  - Securitized Products impacted by sharp decline in market liquidity and continued fall in prices.

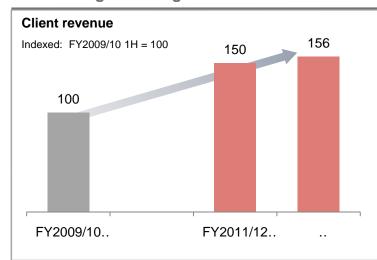
#### **Equities**

- Client flows were up QoQ, but overall revenues were down due to difficult trading environment for derivatives and convertibles. Net revenue declined 41% QoQ and 39% YoY.
  - Client flow businesses remained resilient, growing 8% QoQ and 29% YoY globally.
  - Market conditions remained challenging as TSE volumes and primary offerings were subdued. Nevertheless, revenues from cash equities were resilient and Japan revenues were down only slightly.
  - International revenues declined QoQ due to a slowdown in the derivatives business in EMEA and the US and program trading in AEJ.

### Global Markets: Robust domestic business driven by global franchise

### **NOMURA**

#### Continued growth in global client franchise



- Continued growth in client revenues despite industry-wide decline in client activity
- Reinforced competitive position and recognition for intellectual capital:
  - #1 in TSE and LSE, and increase in share in other major exchanges
  - Institutional Investor: #1 in Japan Equities, #1 in Americas FX, #2 in China Equities
  - Rate Derivatives Poll by Total Derivatives: #1 Yen derivatives, and #4 in long-term Euro swaps

#### Strengthened Japan business leveraging global platform

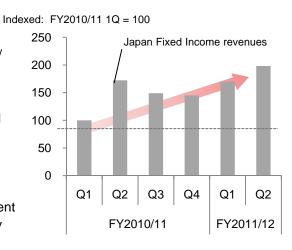
#### Fixed Income

#### **Expanded product platform**

- Enhanced foreign currency linked bonds/ notes, and other structured products in collaboration with Retail division and overseas product development teams
- Expanded FX footprint, leveraging global execution and product capabilities to onboard corporate and asset management clients

#### Broader investor base

 Expanded business with international client base including central banks, real money and hedge funds



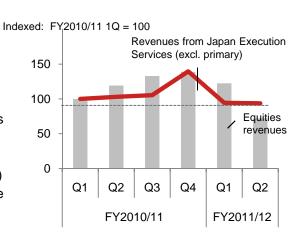
#### **Equities**

#### Market share growth

- => Increased market share on TSE
- => Higher share for non-resident investors
- Greater presence among global clients
- Enhanced Pan-Asia research capabilities
- Expanded electronic trading offering

#### Cash equities revenues

 Japan Execution Services (excl. primary) revenues have remained resilient despite softer revenues in Equities



### **Wholesale: Investment Banking**



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

(billions of yen)

	F۱	/2010/1	1	FY20	11/12	QoQ	YoY	
	2Q	3Q	4Q	1Q	2Q	<b>494</b>		
Investment Banking (gross) <sup>1</sup>	39.7	61.9	54.4	32.3	23.8	-26%	-40%	
Allocation to other divisions	18.7	25.6	25.1	13.4	12.3	-8%	-34%	
Investment Banking (net)	21.1	36.2	29.3	18.9	11.5	-39%	-45%	
Other	-2.0	-5.1	20.1	-7.7	-4.8			
Net revenue	19.0	31.1	49.4	11.2	6.7	-40%	-65%	
Non-interest expenses	32.5	33.5	31.5	31.8	31.2	-2%	-4%	
Income (loss) before income taxes	-13.5	-2.4	17.9	-20.6	-24.5			

#### **Key points**

- Gross revenue<sup>1</sup>: Y23.8bn (-26% QoQ; -40% YoY)
- Loss before income taxes: Y24.5bn
- Gross revenue declined as global fee pool dropped by 40% QoQ to the lowest level since 2002. For ECM, adverse market conditions led to a challenging quarter.
- DCM, including solutions business, and M&A have become strong revenue sources.

#### Japan

- Performance was solid in debt issuance by Japanese corporate and international issuers; outbound M&A was also strong, driven by low growth of domestic market and yen appreciation.
- #1 in ECM (32.2%)<sup>2</sup>, DCM (24.2%)<sup>3</sup> and M&A (38.0%)<sup>2</sup> league tables.

#### EMEA

- Sovereign debt crisis prolonged during the quarter, leading to further slowdown in financing activities.
- Significant fees were booked on completed M&A business; Derivatives and other solutions continue to be solid revenue drivers.

#### AEJ

- Cross-border M&A deals contributed to revenue.
- AEJ M&A (announced) league table position improved to #9 up from #19<sup>2</sup>

#### Americas

- Solutions and sponsor-related business have steadily grown.
- Several high-profile cross-border M&A deals were closed.

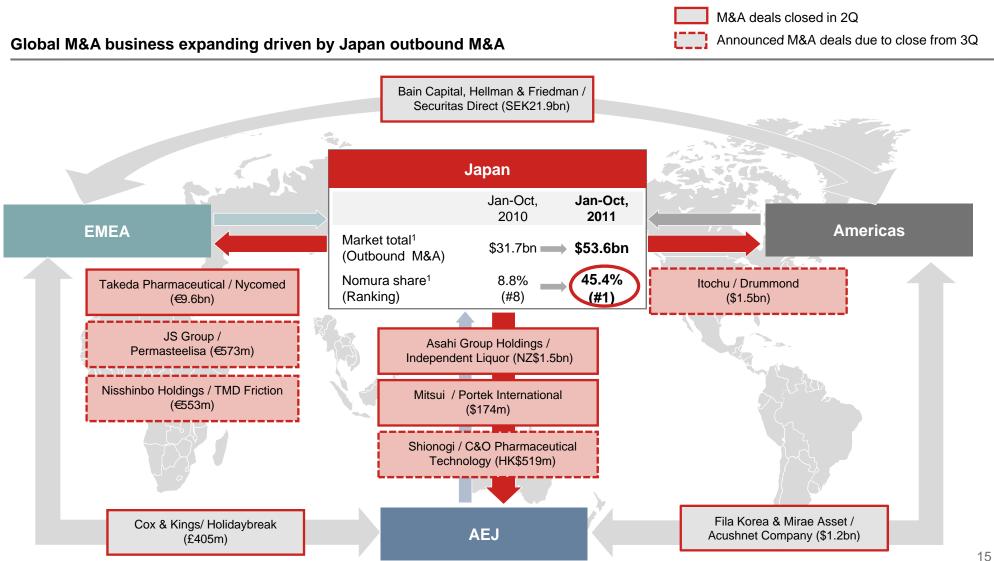
<sup>(1)</sup> Gross revenues in Investment Banking excluding "Other".

<sup>(2)</sup> Source: Thomson Reuters (Jan 1 – Oct 26), M&A includes real-estate related acquisitions.

<sup>(3)</sup> Source: Thomson DealWatch (Jan 1 – Oct 26, includes self-funded).

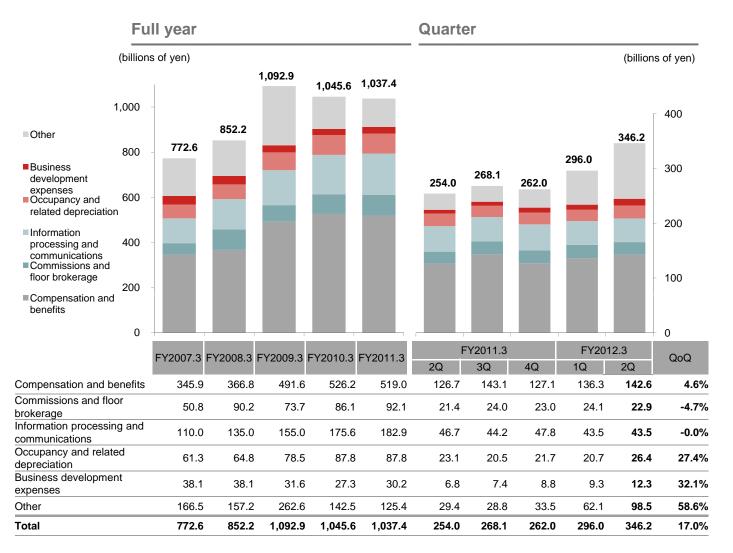
### Investment Banking: Expanding global franchise out from home market NOMURA





### Non-interest expenses





#### **Key points**

- Non-interest expenses: Y346.2bn (+17% QoQ)
- Expenses declined slightly QoQ excluding effects of consolidation of Nomura Land and Building.
  - Compensation and benefits also declined QoQ.
- Increase in expenses due primarily to expenses booked at newly consolidated entities.
  - Compensation and benefits, occupancy and related depreciation, other expenses, etc.
  - Full three months of expenses booked in 2Q for newly consolidated entities.
- Total cost reduction of \$1.2bn (including \$400m announced last quarter) excludes newly consolidated entities.

### **Robust financial position**

Y36.9trn



#### **Capital ratio**

Total assets

#### Balance sheet related indicators

Shareholders' equity Y2.0trnGross leverage Y18.1x

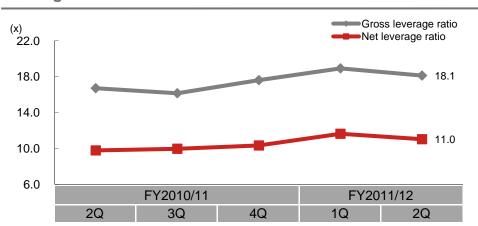
Gross leverage Y18.1x
Net leverage<sup>1</sup> Y11.0x

Level 3 assets (net)<sup>2</sup> Y0.7trn

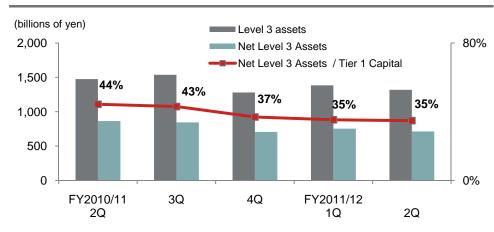
Liquidity Y5.6trn

		(billio	ons of yen)	
(preliminary)		Jun 30	Sep 30	
	Tier 1	2,134	2,050	
	Tier 2	451	449	
	Tier 3	146	132	
Total capital		2,608	2,530	(Preliminary,
RWA		13,099	12,895	based on Basel 2.5)
Tier 1 ratio		16.2%	15.8%	12.2%
Tier 1 common ratio <sup>3</sup>		13.8%	13.7%	10.5%
Total capital ratio		19.9%	19.6%	15.3%

#### Leverage ratio<sup>1</sup>



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



<sup>(1)</sup> Net leverage: Total assets minus securities purchased under agreements to resell and securities borrowed, divided by Nomura Holdings shareholders' equity.

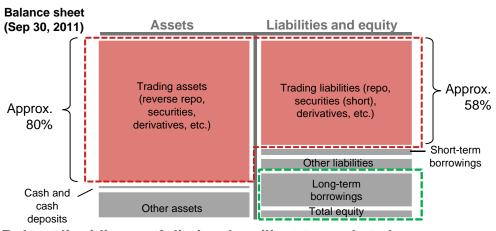
<sup>(2)</sup> Preliminary

<sup>(3)</sup> Tier 1 common ratio is defined as Tier 1 capital minus minority interest divided by risk-weighted assets.

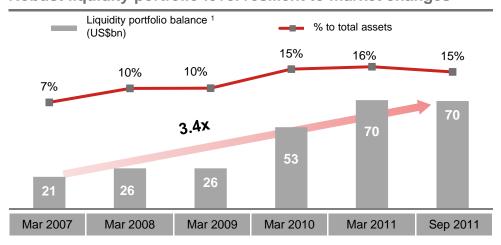
### **Funding and liquidity**

### **NOMURA**

#### Solid balance sheet structure

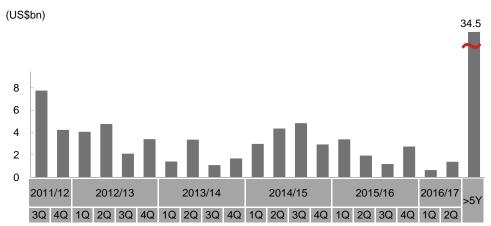


#### Robust liquidity portfolio level resilient to market changes



- Approximately 80% of assets are short-term trading assets.
- Assets and liabilities matched by funding trading assets in local currencies in each region through repurchase agreements, etc.
- Maintain a liquidity portfolio surplus to withstand potential outflows under severe market-wide stress that could disrupt repo markets and other secured / unsecured financing flows without the need for additional unsecured funding (liquidity portfolio has increased 3.4x since March 2007) over one year.
- Difference between trading assets and liabilities, and assets other than cash, cash deposits, and trading assets are funded using stable debt (longterm debt and bonds) and equity. Solid balance sheet structure with longer debt maturity profile.

#### Weighted average maturity of long-term debt<sup>1,2</sup> of six years



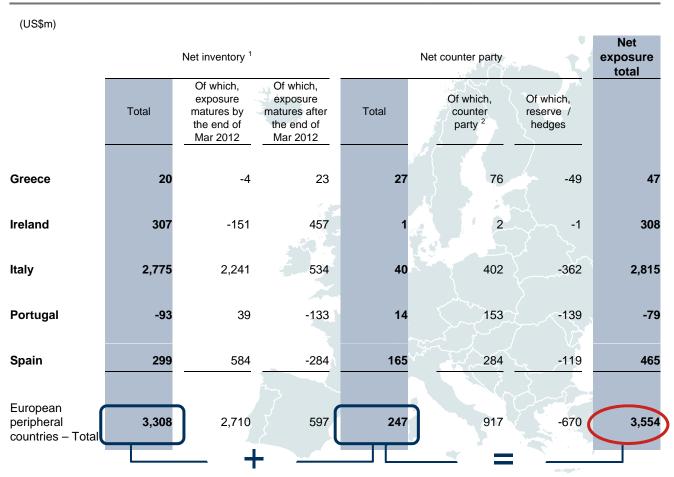
<sup>(1)</sup> Definition differs from financial disclosures reflecting Liquidity Management's view. Based on original maturity.

<sup>(2)</sup> Redemption schedule is individually estimated by considering the probability of redemption under certain stressed scenarios. Average maturity of debt excludes current portion of long-term debt.

### **Exposure in European peripheral countries**



#### GIIPS country exposure (as of Sep 30, 2011)



- Net country exposure in European peripheral countries of \$3.55bn.
  - 83% (\$2.96bn) matures by end Mar 2012.
  - 74% (\$2.65bn) government bonds, 20%
     (\$710m) financial institutions, 6%(\$200m) corporates.
  - All inventory is trading assets that are marked to market.
  - Mostly short-term government bonds due to status as primary dealer.
- Italy accounts for 79% (\$2.82bn) of net country exposure.
  - Mostly government securities
  - 81% (\$2.28bn) matures by end Mar 2012.
- Net country exposure to Greece is \$50m.

<sup>(1)</sup> Inventory, both long and short single name positions (i.e., bonds, CDS, equities).

<sup>(2)</sup> Net counterparty exposure (i.e. repurchase transactions, securities lending and OTC derivatives), less collateral.

## **NOMURA**

## **Financial Supplement**

### **Consolidated balance sheet**



Total assets	36,693	36,936	243	Total liabilities and shareholders' equity	36,693	36,936	243
				Noncontrolling interest	9	277	268
				Total Nomura shareholders' equity	2,083	2,038	(45)
Total Other assets	1,916	3,672	1,756	Equity			
Total Trading assets <sup>1</sup> and private equity investments	15,242	15,538	296	Total liabilities	34,601	34,621	20
				Long-term borrowings	8,403	8,754	351
Total Collateralized agreements	15,156	14,452	(705)	Other liabilities	552	971	419
				Trading liabilities	8,689	7,447	(1,242)
Total Loans and receivables	2,228	1,991	(237)	Collateralized financing	13,686	13,916	229
				Payables and deposits	2,104	2,336	233
Total Cash and cash deposits	2,150	1,283	(867)	Short-term borrowings	1,167	1,197	30
Assets				Liabilities			
(billions of yen)	Mar. 31, 2011	Sep. 30, 2011	Increase (Decrease)		Mar. 31, 2011	Sep. 30, 2011	Increase (Decrease)
<i>a.</i>							

### 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 1 to September 30, 2011 (billions of yen)

Maximum: 7.7

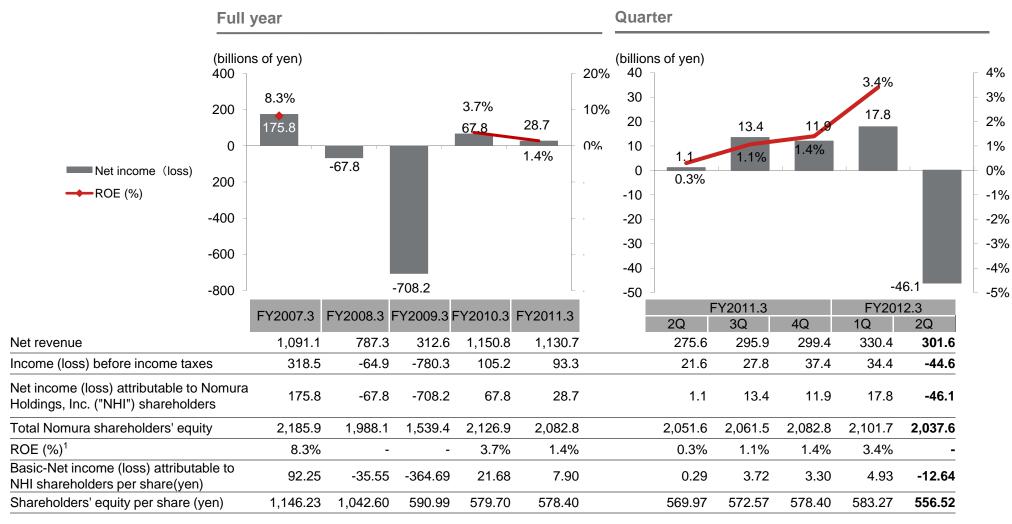
- Minimum: 4.9

Average: 6.1

(billions of yen)	Mar. 31, 2007	Mar. 31, 2008	Mar. 31, 2009	Mar. 31, 2010	Mar. 31, 2011	Jun. 30, 2011	Sep. 30, 2011
Equity	4.7	4.2	3.8	2.6	1.8	1.6	1.9
Interest rate	3.7	4.7	6.7	4.4	4.1	4.3	4.0
Foreign exchange	1.4	8.0	8.7	10.5	4.5	3.8	2.8
Sub-total	9.8	16.9	19.2	17.5	10.4	9.7	8.8
Diversification benefit	-3.6	-6.8	-7.5	-5.0	-4.1	-3.7	-3.6
VaR	6.2	10.1	11.7	12.6	6.3	6.0	5.2

### **Consolidated financial highlights**





<sup>\*1</sup> Quarterly ROE is calculated using annualized year-to-date net income.

Note: Net income (loss) attributable to Nomura Holdings was previously reported as Net income (loss).

### **Consolidated income**



	Full year					Quarter					
(billions of yen)	EV2007.3	EV2008 3	EV2000 3	FY2010.3	EV2011 3		FY2011.3		FY201	12.3	
	1 12007.3	1 12000.3	1 12009.5	1 12010.5	1 12011.5	2Q	3Q	4Q	1Q	2Q	
Revenue											
Commissions	337.5	404.7	306.8	395.1	405.5	83.5	100.0	103.8	96.8	85.9	
Fees from investment banking	99.3	85.1	55.0	121.3	107.0	24.9	34.0	27.8	13.8	13.8	
Asset management and portfolio service fees	146.0	189.7	140.2	132.2	143.9	33.7	37.1	38.3	39.1	36.7	
Net gain on trading	290.0	61.7	-128.3	417.4	336.5	103.0	104.9	68.7	67.5	26.0	
Gain (loss) on private equity investments	47.6	76.5	-54.8	11.9	19.3	-1.0	-2.4	23.6	-6.0	-2.3	
Interest and dividends	981.3	796.5	331.4	235.3	346.1	70.0	106.9	93.5	133.1	107.3	
Gain (loss) on investments in equity securities	-20.1	-48.7	-25.5	6.0	-16.7	-5.7	2.1	-2.8	-0.6	-2.5	
Private equity entities product sales	100.1	-	-	-	-	-	-	-	-	_	
Other	67.4	28.2	39.9	37.5	43.9	12.0	3.4	12.2	83.4	113.0	
Total revenue	2,049.1	1,593.7	664.5	1,356.8	1,385.5	320.4	386.0	365.0	427.0	377.8	
Interest expense	958.0	806.5	351.9	205.9	254.8	44.8	90.2	65.6	96.6	76.3	
Net revenue	1,091.1	787.3	312.6	1,150.8	1,130.7	275.6	295.9	299.4	330.4	301.6	
Non-interest expenses	772.6	852.2	1,092.9	1,045.6	1,037.4	254.0	268.1	262.0	296.0	346.2	
Income (loss) before income taxes	318.5	-64.9	-780.3	105.2	93.3	21.6	27.8	37.4	34.4	-44.6	
Net income (loss)	175.8	-67.8	-708.2	67.8	28.7	1.1	13.4	11.9	17.8	-46.1	

### Main revenue items



		Full year	Full year			Quarter					
	(billions of yen)	FY2007.3F	Y2008.3F	FY2009.3F	Y2010.3F	Y2011.3	ZQ F	Y2011.3 3Q	4Q	FY201 1Q	2.3 2Q
	Stock brokerage commissions (retail)	98.3	75.1	50.8	55.3	51.4	8.7	12.7	16.3	8.7	9.2
	Stock brokerage commissions (other)	73.2	166.6	144.7	140.3	144.6	30.7	35.9	37.7	34.2	34.4
Commissions	Other brokerage commissions	6.8	9.3	7.9	8.0	11.5	1.8	2.3	5.3	2.5	3.2
	Commissions for distribution of investment trusts	120.5	121.2	75.9	165.9	166.4	36.1	39.8	34.8	43.1	31.0
	Other	38.6	32.4	27.5	25.5	31.6	6.2	9.5	9.7	8.2	8.2
	Total	337.5	404.7	306.8	395.1	405.5	83.5	100.0	103.8	96.8	85.9
	Equity underwriting and distribution	56.6	32.1	13.2	74.9	49.8	10.1	21.8	9.8	2.7	2.1
Fees from	Bond underwriting and distribution	15.3	13.4	11.9	16.6	26.3	8.7	4.8	6.8	3.4	5.0
Investment Banking	M&A / financial advisory fees	26.7	37.8	26.7	29.2	27.1	5.7	6.8	8.4	7.3	6.4
	Other	0.7	1.8	3.1	0.5	3.9	0.4	0.6	2.8	0.3	0.4
	Total	99.3	85.1	55.0	121.3	107.0	24.9	34.0	27.8	13.8	13.8
	Asset management fees	106.3	150.3	104.1	97.6	106.7	25.1	27.8	28.7	29.5	27.8
Asset Management	Administration fees	24.0	21.7	21.3	19.4	21.0	5.4	5.0	4.9	4.8	4.5
and portfolio service	Custodial fees	15.7	17.7	14.7	15.3	16.3	3.2	4.3	4.7	4.7	4.4
fees	Total	146.0	189.7	140.2	132.2	143.9	33.7	37.1	38.3	39.1	36.7

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



	Full year					Quarter					
(billions of yen)	FY2007 3	FY2008 3	FY2009 3	FY2010 3	FY2011.3	ı	FY2011.3		FY201	2.3	
	1 12007.5	1 12000.5	1 12005.5	1 12010.5	1 12011.5	2Q	3Q	4Q	1Q	2Q	
Retail	160.9	122.3	18.2	113.4	101.2	22.8	23.0	17.7	22.0	10.7	
Asset Management	36.3	31.1	4.1	15.2	20.0	4.2	5.6	6.3	7.4	4.7	
Wholesale	156.0	-150.1	-717.3	175.2	6.7	7.6	10.8	29.4	-14.9	-73.1	
Three Business segments total	353.2	3.3	-695.0	303.8	127.9	34.6	39.4	53.4	14.6	-57.7	
Other	24.0	-18.1	-62.1	-207.9	-17.8	-8.0	-13.3	-12.9	21.0	15.4	
Segments total	377.3	-14.7	-757.1	95.8	110.2	26.6	26.1	40.5	35.6	-42.3	
Unrealized gain (loss) on investments in equity securities held for operating purposes	-38.2	-50.2	-23.1	9.4	-16.9	-5.0	1.7	-3.0	-1.3	-2.4	
Effect of consolidation/deconsolidation of certain private equity investee companies	-205	-	-	-	-	-	-	-	-	-	
Total	318.5	-64.9	-780.3	105.2	93.3	21.6	27.8	37.4	34.4	-44.6	

<sup>1.</sup> Gain (loss) on investments in equity securities, our share of equity in the earnings (losses) of affiliates, impairment losses on long-lived assets, corporate items and other financial adjustments are included as "Other" operating results outside business segments in our segment information.

<sup>2.</sup> Certain reclassifications of previously reported amounts have been made to conform to the current year presentation.

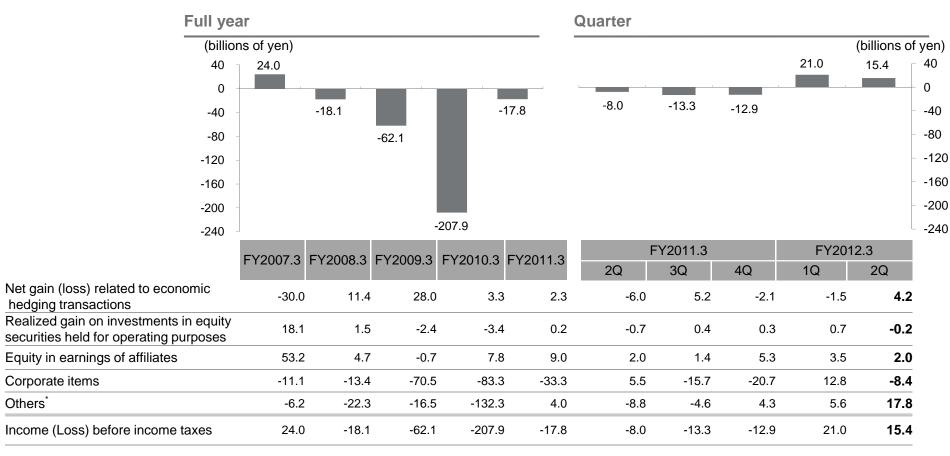
<sup>3.</sup> The defined contribution pension plan business in Asset Management was integrated to Other business in the second quarter of the fiscal year ended March 31, 2009. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

<sup>4.</sup> Nomura Bank (Luxembourg) S.A. in Asset Management was integrated to Other business in April 2011. Certain reclassifications of previously reported amounts have been made to conform to the current presentation..

### Segment "Other"

### **NOMURA**

#### Income (loss) before income taxes



<sup>\*</sup> Businesses not included in the three business divisions (Nomura Trust & Banking, etc.) are included in others.

<sup>1:</sup> The defined contribution pension plan business in Asset Management was integrated to Other business in the second quarter of the fiscal year ended March 31, 2009. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

<sup>2:</sup> Net income (loss) is net income (loss) before subtracting net income attributable to non-controlling interest. Certain reclassifications of previously reported amounts have been made to conform to the current year presentation.

<sup>3:</sup> Net gain (loss) on trading related to economic hedging transactions was reclassified as "Net gain (loss) related to economic hedging transactions" from the fourth quarter of the fiscal year ended March 2010 and includes net gain (loss) related to economic hedging transactions not included in net gain (loss) on trading from the change in own credit of certain structured notes issued, which was previously classified as "Net gain (loss) on trading related to economic hedging transactions", has been included in "Others". The reclassifications of previously reported amounts have been made to conform to the current year presentation.

<sup>4:</sup> Nomura Bank (Luxembourg) S.A. in Asset Management was integrated to Other business in April 2011. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

### Retail related data (1)

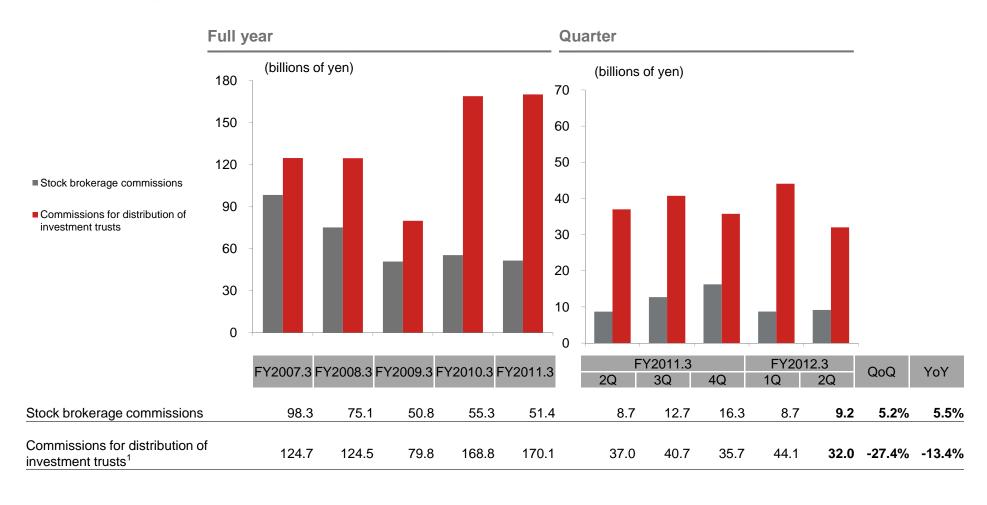


	Full year					Quarter						
4.111	FY2007.3 I	-Y2008.3F	-Y2009.3F	- - - - - - - - - - - - - - - - - - -	Y2011.3		Y2011.3		FY20		QoQ	YoY
(billions of yen)						2Q	3Q	4Q	1Q	2Q		
Commissions	251.4	225.9	151.0	238.9	244.8	50.2	60.2	58.8	58.7	48.2	-17.9%	-3.9%
Sales credit	96.8	94.2	71.4	63.8	52.8	13.8	13.0	13.2	15.2	13.0	-14.0%	-5.2%
Fees from investment banking	24.0	14.9	13.4	33.6	42.3	11.2	11.0	10.7	6.2	9.5	53.3%	-15.4%
Investment trust administration fees and other	47.5	59.7	50.9	47.3	48.5	11.8	12.2	12.4	12.9	12.3	-4.7%	3.4%
Net interest revenue	20.4	7.3	5.2	4.7	4.1	0.7	1.1	1.2	1.2	1.0	-21.3%	30.9%
Net revenue	440.1	402.0	291.9	388.3	392.4	87.8	97.5	96.2	94.2	84.0	-10.8%	-4.3%
Non-interest expenses	279.3	279.7	273.6	274.9	291.2	65.0	74.5	78.6	72.2	73.3	1.5%	12.7%
Income before income taxes	160.9	122.3	18.2	113.4	101.2	22.8	23.0	17.7	22.0	10.7	-51.3%	-52.9%
Domestic distribution volume of investment trusts <sup>1</sup>		9,846.9	6,825.1	9,713.2	9,473.5	2,103.8	2,258.8	2,312.9	2,642.7	2,081.8	-21.2%	-1.0%
Bond investment trusts		3,681.8	2,731.6	2,380.1	2,641.8	575.6	650.1	718.9	787.6	647.3	-17.8%	12.5%
Stock investment trusts		4,816.1	2,969.3	6,165.7	5,606.9	1,207.4	1,327.4	1,342.9	1,577.9	1,203.1	-23.8%	-0.4%
Foreign investment trusts		1,349.0	1,124.2	1,167.4	1,224.8	320.8	281.3	251.0	277.3	231.4	-16.5%	-27.9%
Other												
Accumulated value of annuity insurance policies	990.4	1,205.3	1,413.3	1,609.2	1,697.3	1,652.0	1,675.2	1,697.3	1,722.7	1,756.4	2.0%	6.3%
Sales of JGBs for individual investors (transaction base)	615.2	292.3	109.6	22.2	32.8	1.4	10.7	15.8	36.7	102.9	2.8x	73.0x
Retail foreign currency bond sales	677.1	954.0	867.4	1,080.3	1,565.6	437.6	328.7	388.2	414.0	439.7	6.2%	0.5%

### Retail related data (2)



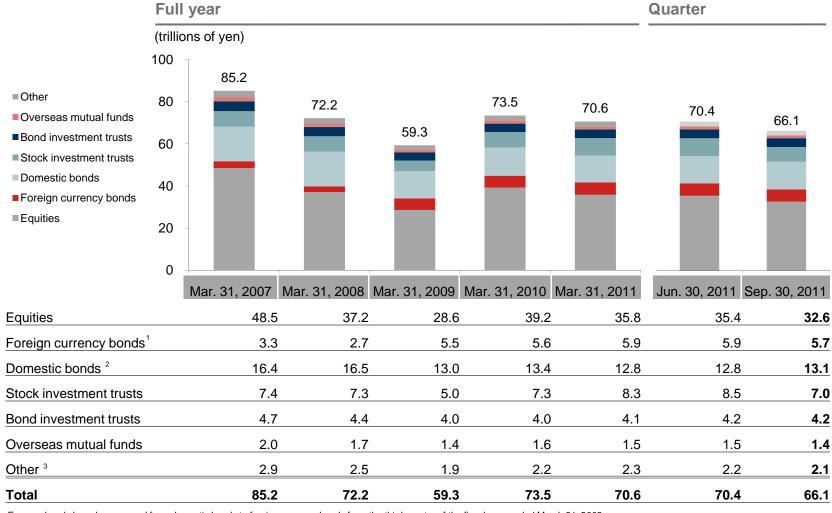
#### Stock brokerage commissions and commissions for distribution of investment trusts<sup>1</sup>



### Retail related data (3)

### **NOMURA**

#### Retail client assets



<sup>1.</sup> Euroyen bonds have been moved from domestic bonds to foreign currency bonds from the third quarter of the fiscal year ended March 31, 2009.

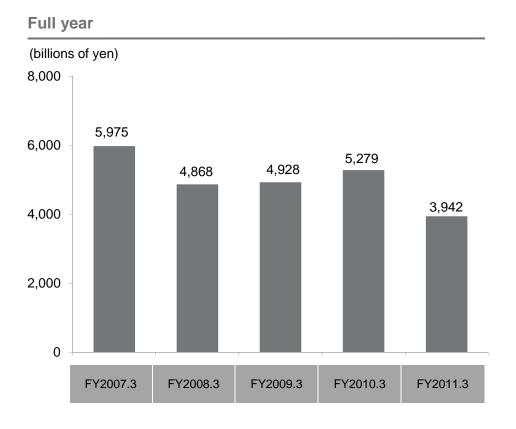
Includes CBs and warrants.

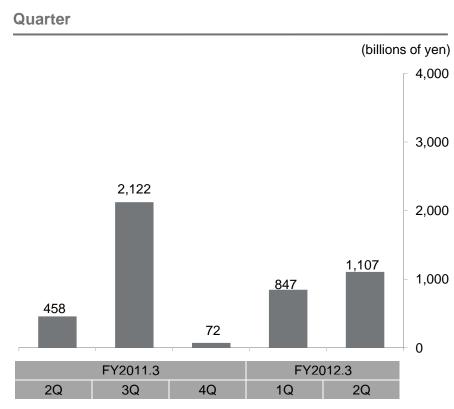
Includes annuity insurance.

### Retail related data (4)

### **NOMURA**

#### Retail client assets: Net asset inflow<sup>1</sup>





<sup>1.</sup> Retail client assets exclude portion from regional financial institutions. Note: Net asset inflow = asset inflow - asset outflow.

### Retail related data (5)



#### **Number of accounts**

(Thousands)	Mar. 31, 2007	Mar. 31, 2008	Mar. 31, 2009	Mar. 31, 2010	Mar. 31, 2011	Jun. 30, 2011	Sep. 30, 2011
Accounts with balance	3,953	4,165	4,467	4,883	4,936	4,945	4,954
Equity holding accounts	1,853	2,027	2,347	2,572	2,695	2,696	2,703
Nomura Home Trade (online trading accounts)	2,243	2,765	3,095	3,189	3,328	3,348	3,369

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

	Full year	,				Quarter						
(Thousands)	FY2007.3	FY2008 3	FY2009 3	FY2010.3	FY2010.3 FY2011.3		FY2011.3		FY2012.3			
,	1 12007.0	1 12000.0	1 12000.0	1 12010.0	1 12011.0	2Q	3Q	4Q	1Q	2Q		
New individual accounts	417	580	608	336	326	84	81	69	69	53		
IT share <sup>1</sup>												
No. of orders	55%	57%	59%	58%	53%	52%	43%	58%	58%	59%		
Transaction value	27%	29%	29%	29%	27%	26%	19%	31%	32%	32%		

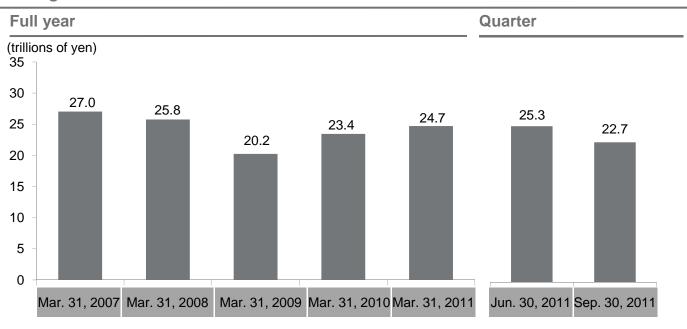
<sup>32</sup> 



(billions of yen)	EV2007.2	EV2009 2	EV2000 2	EV2010.2	FY2011.3	FY2011.3			FY20	012.3	QoQ	YoY
(Simons of you)	F12007.3	F 12006.3	F 1 2009.3	F 1 20 10.3	F12011.3	2Q	3Q	4Q	1Q	2Q	QUQ	101
Net revenue	80.7	' 81.1	51.9	62.1	66.5	16.2	17.3	17.3	18.8	16.0	-15.3%	-1.5%
Non-interest expenses	44.4	50.0	47.8	46.8	46.5	12.0	11.7	11.0	11.4	11.2	-1.4%	-6.5%
Income before income taxes	36.3	31.1	4.1	15.2	20.0	4.2	5.6	6.3	7.4	4.7	-36.7%	13.1%

<sup>1. :</sup>The defined contribution pension plan business in Asset Management was integrated to other business in the second quarter of the fiscal year ended March 31, 2009. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

#### Total assets under management<sup>1</sup>



<sup>1.</sup> Total assets under management of Nomura Asset Management, Nomura Corporate Research and Asset Management, Nomura Funds Research and Technologies, Nomura Asset Management Deutschland KAG, and Nomura Funds Research and Technologies America, Nomura Private Equity Capital. Adjusted for asset overlap amongst group companies. Nomura Funds Research and Technologies America data as of end of August 2011.

<sup>2.</sup> Nomura Bank (Luxembourg) S.A. in Asset Management was integrated to Other business in April 2011. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

### **Asset Management related data (2)**



#### Nomura Asset Management assets under management<sup>1</sup>

(trillions of yen)	Mar. 31, 2007	Mar. 31, 2008	Mar. 31, 2009	Mar. 31, 2010	Mar. 31, 2011	Jun. 30, 2011	Sep. 30, 2011
Public stock investment trusts	10.8	9.8	6.5	8.1	9.4	9.5	8.1
Public bond investment trusts	5.8	5.3	4.8	4.8	4.8	4.8	4.6
Privately placed investment trusts	2.2	2.0	1.6	1.7	1.7	1.7	1.5
Investment trusts	18.8	17.2	13.0	14.7	15.9	16.0	14.2

#### Nomura Asset Management investment advisory assets<sup>1</sup>

(trillions of yen)							
	Mar. 31, 2007	Mar. 31, 2008	Mar. 31, 2009	Mar. 31, 2010	Mar. 31, 2011	Jun. 30, 2011	Sep. 30, 2011
Domestic investment advisory	3.7	4.6	4.3	4.7	4.4	4.9	4.7
Overseas investment advisory	3.4	2.4	1.7	2.6	5.3	5.7	4.5
Investment advisory	7.1	7.1	6.0	7.3	9.7	10.6	9.2

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

(trillions of yen)	Mar. 31, 2007	Mar. 31, 2008	Mar. 31, 2009	Mar. 31, 2010	Mar. 31, 2011	Jun. 30, 2011	Sep. 30, 2011
Domestic public stock investme	ent trusts						
Market	59.4	57.7	40.4	52.6	54.2	54.6	47.3
Nomura's share (%)	18%	17%	16%	15%	17%	17%	17%
Domestic public bond investme	ent trusts						
Market	13.2	12.0	11.1	11.1	11.1	11.1	10.5
Nomura's share (%)	44%	44%	43%	43%	43%	43%	43%

#### Nomura Asset Management net asset inflow<sup>1</sup>

	Full	year				Quarter						
(trillions of yen)	FY	FY	FY	FY	FY	F	Y2011.3		FY2012.3			
	2007.3	2008.3	2009.3	2010.3	2011.3	2Q	3Q	4Q	1Q	2Q		
Public stock investment trusts	3.8	2.0	0.0	-0.2	1.7	0.8	0.1	0.3	0.3	0.3		
Exclude ETF	3.7	1.8	-0.4	0.0	1.7	0.4	0.4	0.3	0.3	0.1		
Public bond investment trusts	0.2	-0.5	-0.5	-0.0	0.0	-0.0	0.3	-0.1	0.0	-0.3		
Privately placed investment trusts	0.7	0.2	0.1	-0.2	0.0	-0.0	0.1	-0.0	-0.0	-0.0		
Net asset inflow	4.6	1.7	-0.4	-0.4	1.7	0.7	0.5	0.3	0.4	-0.0		

<sup>1.</sup> Based on reporting standards for The Investment Trusts Association, Japan and the Japan Securities Investment Advisers Association.

<sup>2.</sup> Source: Investment Trusts Association, Japan

### Wholesale related data (1)



#### Wholesale

(billions of yen)	EV2000 2	FY2010.3	FY2011 3		FY2011.3		FY2012.3		QoQ	YoY
(	F12009.3	F12010.3	F12011.3	2Q	3Q	4Q	1Q	2Q	QUQ	101
Global Markets	-157.3	658.4	518.8	144.4	141.0	137.0	130.1	72.6	-44.1%	-49.7%
Investment Banking	-6.4	131.1	111.7	19.0	31.1	49.4	11.2	6.7	-40.3%	-65.0%
Net revenue	-163.6	789.5	630.5	163.4	172.2	186.3	141.2	79.3	-43.8%	-51.5%
Non-interest expenses	553.7	614.3	623.8	155.8	161.4	156.9	156.1	152.4	-2.4%	-2.2%
Income (Loss) before income taxes	-717.3	175.2	6.7	7.6	10.8	29.4	-14.9	-73.1	-	-

#### **Global Markets**

4.30	FY2009.3				FY2011.3		FY2012.3		QoQ	YoY
(billions of yen)	F12009.3			2Q	3Q	4Q	1Q	2Q	QUQ	101
Fixed Income	-217.2	308.0	259.8	77.8	71.7	69.4	67.6	45.7	-32.3%	-41.2%
Equities	98.9	352.8	227.3	55.2	61.5	64.3	56.7	33.4	-41.0%	-39.4%
Other	-38.9	-2.4	31.6	11.4	7.8	3.3	5.8	-6.5	-	-
Net revenue	-157.3	658.4	518.8	144.4	141.0	137.0	130.1	72.6	-44.1%	-49.7%
Non-interest expenses	417.4	486.4	499.3	123.2	127.8	125.5	124.3	121.2	-2.5%	-1.6%
Income (Loss) before income taxes	-574.6	172.0	19.5	21.1	13.2	11.5	5.7	-48.6	-	-

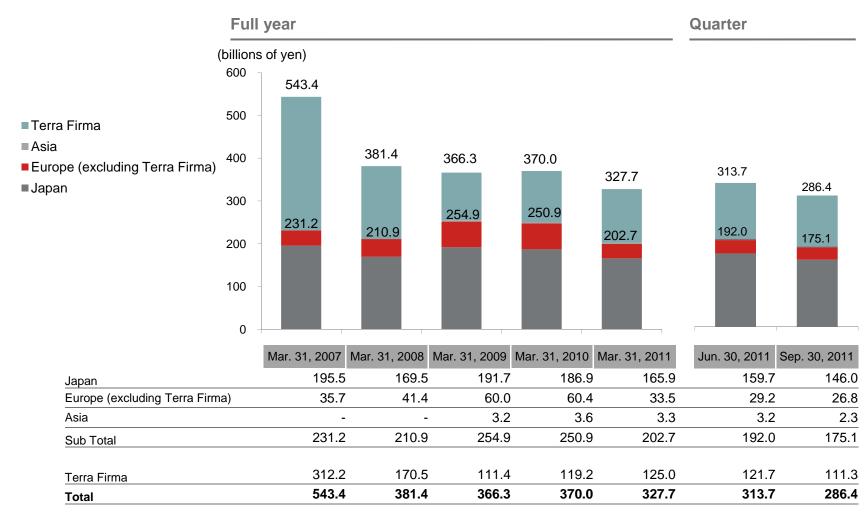
#### **Investment Banking**

(billions of yen)	FY2009.3	EV2040.2	FY2011.3		FY2011.3		FY20	12.3	000	VoV
(1 1 1 1 )	F12009.3	F12010.3	F12011.3	2Q	3Q	4Q	1Q	2Q	QoQ	YoY
Investment Banking(Gross)	87.6	196.1	185.0	39.7	61.9	54.4	32.3	23.8	-26.4%	-40.1%
Allocation to other divisions	24.1	77.2	82.6	18.7	25.6	25.1	13.4	12.3	-8.3%	-34.2%
Investment Banking(Net)	63.5	118.9	102.4	21.1	36.2	29.3	18.9	11.5	-39.3%	-45.5%
Other	-69.9	12.2	9.4	-2.0	-5.1	20.1	-7.7	-4.8	-	_
Net revenue	-6.4	131.1	111.7	19.0	31.1	49.4	11.2	6.7	-40.3%	-65.0%
Non-interest expenses	136.3	127.9	124.5	32.5	33.5	31.5	31.8	31.2	-1.8%	-4.1%
Income (Loss) before income taxes	-142.7	3.2	-12.8	-13.5	-2.4	17.9	-20.6	-24.5	-	-

### Wholesale related data (2)

### **NOMURA**

#### **Private equity related investments**



<sup>1.</sup> Amount of exposure in Japan is total of Nomura Principal Finance (NPF), Nomura Financial Partners (NFP), Nomura Research & Advisory (NR&A) and others.

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



	Mar. 31, 2007	Mar. 31, 2008	Mar. 31, 2009	Mar.31,2010	Mar. 31,2011	Jun. 30,2011	Sep. 30,2011
Japan (excluding FA) <sup>1</sup>	10,667	11,561	12,929	12,857	12,829	20,263	20,105
Japan (FA) <sup>2</sup>	2,174	2,377	2,391	2,196	2,089	2,096	2,078
Europe	1,791	1,956	4,294	4,369	4,353	4,436	4,492
Americas	1,322	1,063	1,079	1,781	2,348	2,383	2,537
Asia-Pacific <sup>3</sup>	900	1,070	4,933	5,171	5,252	6,452	6,485
Total	16,854	18,026	25,626	26,374	26,871	35,630	35,697

<sup>1.</sup> Excludes employees of private equity investee companies.

<sup>2.</sup> Figures up to March 2008 include savings advisors.

<sup>3.</sup> Includes Powai office in India.

### **NOMURA**

Nomura Holdings, Inc. www.nomura.com