

Creditor Presentation

First quarter, year ending March 2017

(US GAAP)

Nomura Holdings, Inc.

July 2016

Presentation

- Executive summary (p. 2)
- Overview of results (p. 3)
- Business segment results (p. 4)
- Retail (p. 5-6)
- Asset Management (p. 7-8)
- Wholesale (p. 9-11)
- Non-interest expenses (p. 12)
- Robust financial position (p. 13)
- Funding and liquidity (p. 14)
- Debt profile (p. 15)
- Liquidity portfolio (p. 16)
- Credit ratings (p. 17)

Financial Supplement

- Consolidated balance sheet (p.19)
- Consolidated income (p. 20)
- Consolidated results: Income (loss) before income taxes by segment and region (p. 21)
- Retail related data (p. 22)
- Asset Management related data (p. 23)
- Wholesale related data (p. 24)
- Segment “Other” (p.25)
- Value at risk (p.26)
- Number of employees (p. 27)

Unless otherwise stated, conversion of Yen figures to U.S. Dollars has been calculated at the exchange rate of USD 1 = JPY102.77, i.e. FRB noon rate as of June 30, 2016

Executive summary

FY2016/17 1Q highlights

Income before income taxes and net income both up strongly QoQ

- Net revenue: Y338.5bn [\$3.3bn]; Income before income taxes: Y62.8bn [\$611m]; Net income¹: Y46.8bn[\$455m]; ROE²: 7.0%; EPS³: Y12.71[\$0.12]
- Income before income taxes from international businesses of Y16.9bn [\$164m] driven by significant lowering of breakeven point

Three segment income before income taxes of Y67.5bn [\$657m]

- Solid results driven by Wholesale as client activity and trading conditions improved

Retail

- Revenues were weak as choppy market conditions prompted retail investors to remain on the sidelines
- Focused on enhancing dialog with clients; Improved net inflows into discretionary investments and investment trusts

Asset Management

- Significantly stronger revenues QoQ from dividend income and realized gains from potential liquidation of overseas entity
- Income before income taxes at highest level since FY2007/08 2Q

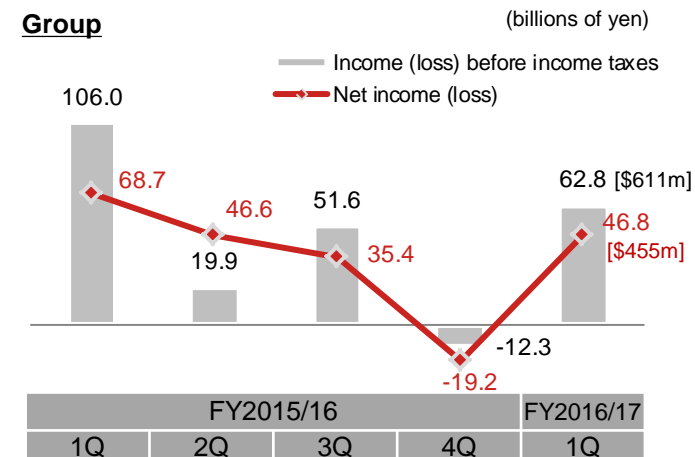
Wholesale

- Strong revenue growth QoQ as Fixed Income revenues increased across all regions and products
- Cost reduction initiatives also contributed to marked improvement in income before income taxes

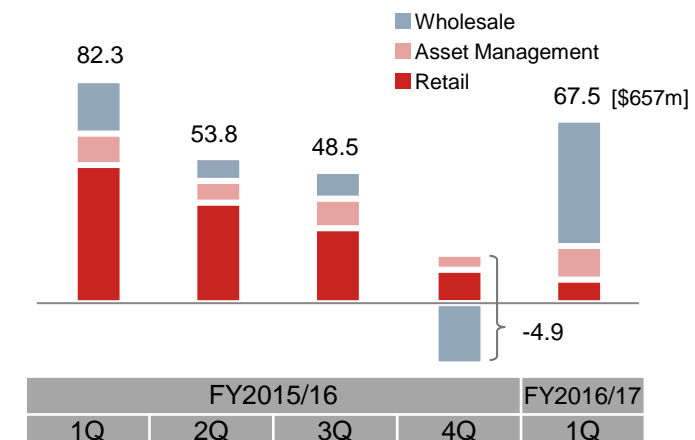
Shareholder returns

- Launch of share buyback program to deliver shares upon the exercise of stock options and to raise capital efficiency and ensure a flexible capital management policy
 - ✓ Total shares: Upper limit of 100 million shares (2.6 percent of outstanding shares)
 - ✓ Total value: Upper limit of Y45bn [\$438m]
 - ✓ Period: From August 15, 2016, to January 27, 2017
(However, excluding from October 28, 2016, to November 11, 2016)

Income (loss) before income taxes and net income (loss)¹



Three segment income (loss) before income taxes



(1) Net income (loss) attributable to Nomura Holdings shareholders.
 (2) Calculated using annualized net income attributable to Nomura Holdings shareholders for each period.
 (3) Diluted net income attributable to Nomura Holdings shareholders per share.

Overview of results

Highlights

(billions of yen, except EPS and ROE)

	FY2016/17 1Q	FY2015/16 4Q	QoQ	FY2015/16 1Q	YoY
Net revenue	338.5 [\$3.3bn]	280.1 [\$2.7bn]	+21%	424.0 [\$4.1bn]	-20%
Non-interest expenses	275.7 [\$2.7bn]	292.5 [\$2.8bn]	-6%	318.0 [\$3.1bn]	-13%
Income (loss) before income taxes	62.8 [\$611m]	-12.3 [-\$120m]	-	106.0 [1.0bn]	-41%
Net income (loss)¹	46.8 [\$455m]	-19.2 [-\$187]	-	68.7 [\$688m]	-32%
EPS²	Y12.71 [\$0.12]	-Y5.33 [-\$0.05]	-	Y18.65 [\$0.18]	-32%
ROE³	7.0%	-		10.0%	

(1) Net income (loss) attributable to Nomura Holdings shareholders.

(2) Diluted net income (loss) attributable to Nomura Holdings shareholders per share.

(3) Calculated using annualized net income attributable to Nomura Holdings shareholders for each period.

Business segment results

Net revenue and income (loss) before income taxes

(billions of yen)		FY2016/17 1Q	FY2015/16 4Q	QoQ	FY2015/16 1Q	YoY
Net revenue	Retail	83.8 [\$815m]	85.0 [\$827m]	-1%	130.7 [\$1.3bn]	-36%
	Asset Management	25.9 [\$252m]	20.3 [\$198m]	+28%	26.9 [\$262m]	-4%
	Wholesale	190.9 [\$1.9bn]	136.2 [\$1.3bn]	+40%	205.2 [\$2.0bn]	-7%
	Subtotal	300.6 [\$2.9bn]	241.5 [\$2.3bn]	+24%	362.8 [\$3.5bn]	-17%
	Other *	48.4 [\$471m]	62.1 [\$604m]	-22%	52.2 [\$508m]	-7%
	Unrealized gain (loss) on investments in equity securities held for operating purposes	-10.5 [-\$102m]	-23.5 [-\$229m]	-	9.0 [\$88m]	-
Net revenue		338.5 [\$3.3bn]	280.1 [\$2.7bn]	+21%	424.0 [\$4.1bn]	-20%
Income (loss) before income taxes	Retail	8.7 [\$85m]	12.2 [\$119m]	-29%	50.9 [\$495m]	-83%
	Asset Management	12.2 [\$119m]	5.8 [\$56m]	+112%	11.7 [\$114m]	+4%
	Wholesale	46.6 [\$453m]	-22.8 [-\$222m]	-	19.7 [\$192m]	+137%
	Subtotal	67.5 [\$657m]	-4.9 [-\$48m]	-	82.3 [\$801m]	-18%
	Other *	5.8 [\$56m]	16.1 [\$157m]	-64%	14.7 [\$143m]	-61%
	Unrealized gain (loss) on investments in equity securities held for operating purposes	-10.5 [-\$102m]	-23.5 [-\$229m]	-	9.0 [\$88m]	-
Income (loss) before income taxes		62.8 [\$611m]	-12.3 [-\$120m]	-	106.0 [\$1.0bn]	-41%

*Additional information on "Other" (1Q) ■ Loss on changes to own and counterparty credit spread relating to Derivatives (Y4.8bn[\$47m])¹

(1) Unrealized changes in the fair value of financial liabilities elected for the fair value option attributable to instrument-specific credit risk ("own credit adjustments") are presented separately in other comprehensive income rather than through earnings from the first quarter, year ending March 2017.

Retail

Net revenue and income before income taxes

(billions of yen)

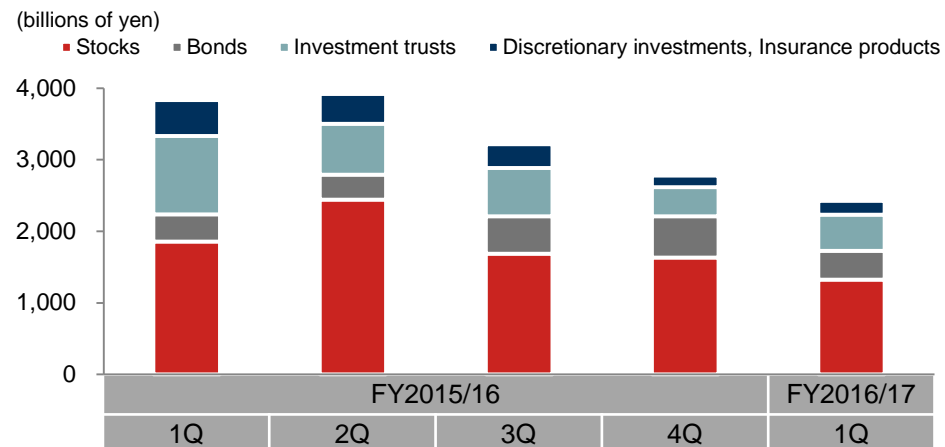
	FY2015/16				FY2016 /17	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q		
Net revenue	130.7	115.7	104.3	85.0	83.8 [\$815m]	-1%	-36%
Non-interest expenses	79.8	78.9	76.5	72.9	75.1 [\$731m]	+3%	-6%
Income before income taxes	50.9	36.7	27.8	12.2	8.7 [\$85m]	-29%	-83%

Key points

- Net revenue: Y83.8bn[\$815m] (-1% QoQ; -36% YoY)
- Income before income taxes: Y8.7bn[\$85m] (-29% QoQ; -83% YoY)
- Revenues remained soft
 - Choppy market conditions prompted investors to remain on the sidelines
 - Investment trusts and discretionary investments up QoQ, but sales of stocks declines
- Client franchise

	Jun / 1Q	Mar / 4Q
- Retail client assets	Y95.3trn	Y100.6trn
- Accounts with balance	5.39m	5.39m
- NISA account applications ¹	1.69m	1.67m
- Net inflows of cash and securities ²	-Y243.1bn	-Y43.0bn

Total sales³



Total sales³ declined 13% QoQ

- Stocks: -19% QoQ
 - Contributions from domestic secondary stock sales and primary deals slowed (primary stock subscriptions⁴: Y33.1bn, -56% QoQ)
- Investment trusts: +24% QoQ
 - Inflows into products investing in REITs and global bonds
- Bonds: Y403.6bn[\$3.9bn], -30% QoQ
 - Contributions from primary deals declined
 - Ongoing demand for JGBs for individuals under negative rate environment
- Discretionary investment and insurance sales up 19% QoQ

(1) Includes Junior NISA.

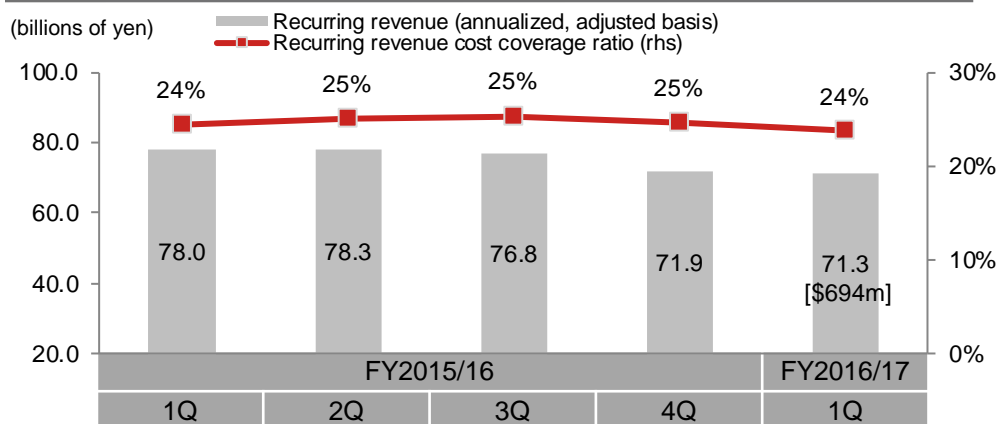
(2) Cash and securities inflows minus outflows, excluding regional financial institutions.

(3) Retail channel only.

(4) Retail channels, Net & Call, and Hotto Direct.

Retail: Continued focus on providing consulting services

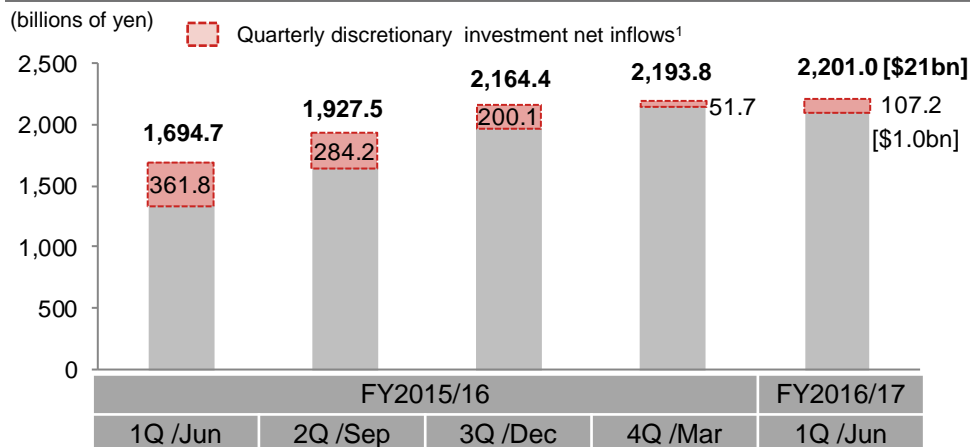
Recurring revenue



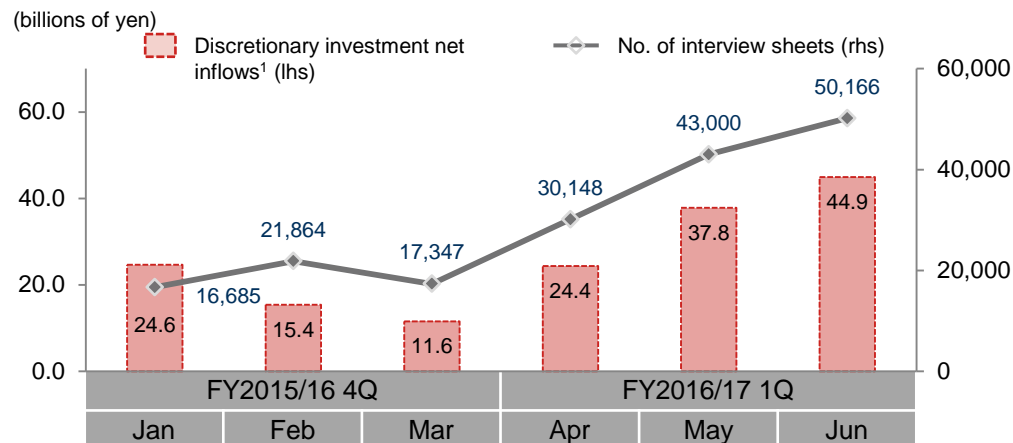
- Annualized recurring revenue of Y71.3bn
 - Proactive dialog and discussions on discretionary investments with clients
 - Although AuM of investment trusts declined due to market factors, booked steady net inflows into discretionary investments and investment trusts, maintaining recurring revenue at same level as last quarter

	Jun / 1Q	Mar / 4Q
■ Recurring revenue	Y17.8bn [\$173m]	Y17.9bn
- Discretionary investment net inflows ¹	Y107.2bn [\$1.0bn]	Y51.7bn
- Investment trust net inflows ¹	Y51.3bn [\$499m]	Y8.7bn
■ Sales of insurance products ²	Y50.7bn [\$493m]	Y72.3bn

Discretionary investment assets under management



Proactive dialog with clients, discretionary investment net inflows improved



(1) Retail channels, Japan Wealth Management Group.

(2) Retail channels only.

Asset Management

Net revenue and income before income taxes

(billions of yen)

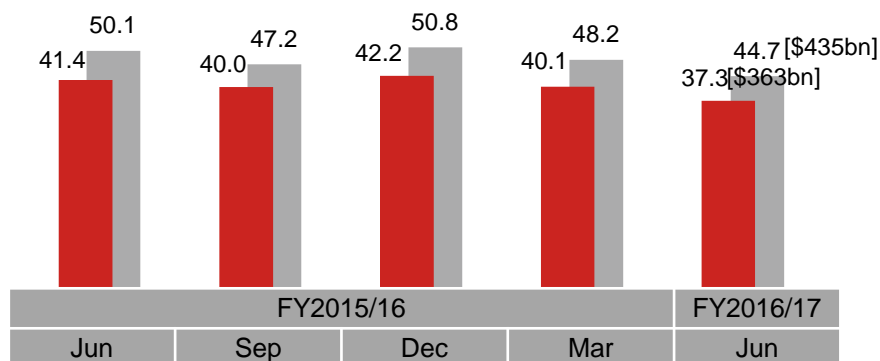
	FY2015/16				FY2016/17	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q		
Net revenue	26.9	22.9	25.3	20.3	25.9 [\$252m]	+28%	-4%
Non-interest expenses	15.2	14.4	14.6	14.5	13.7 [\$133m]	-6%	-10%
Income before income taxes	11.7	8.4	10.7	5.8	12.2 [\$119m]	+112%	+4%

Assets under management

(trillions of yen)

■ AuM (net)¹

■ AuM (gross)²



(1) Net after deducting duplications from assets under management (gross) of Nomura Asset Management, Nomura Funds Research and Technologies, Nomura Corporate Research and Asset Management and Nomura Private Equity Capital. (2) Assets under management (gross) of above four companies. Historical AuM (gross) figures have been reclassified in line with a revised calculation method introduced in the third quarter of the fiscal year ended March 2016. Nomura Asset Management took over the institutional investor advisory business and the retail related business of Nomura Funds Research and Technologies on July 1, 2015, and October 1, 2015, respectively, as well as all of the operations of Nomura Private Equity Capital on December 1, 2015.

(3) Nomura CRF (Cash Reserve Fund)

(4) Free Financial Fund

(5) Nomura Corporate Research and Asset Management

Key points

- Net revenue: Y25.9bn[\$252m] (+28% QoQ; -4% YoY)
- Income before income taxes: Y12.2bn[\$119m] (+112% QoQ; +4% YoY)
 - Significantly stronger revenues QoQ from dividend income and realized gains from potential liquidation of overseas entity
 - Expenses also declined and income before income taxes was at highest level since FY2007/08 2Q

Investment trust business

- Outflows from money market funds in view of redemptions of CRF³ and FFF⁴, but continued inflows into privately placed funds for regional financial institutions and investment trusts for discretionary investments

1Q inflows

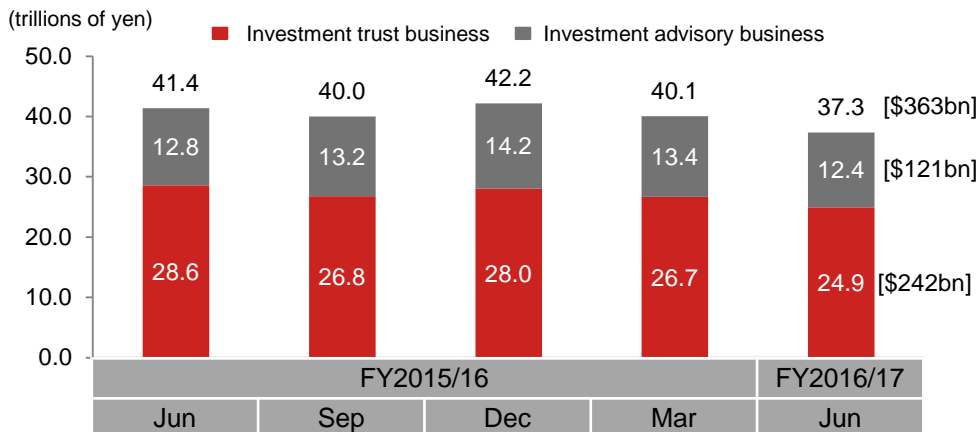
- Nomura US High Yield Bond Fund: Y30.9bn
- Nomura International Bond Index (For Nomura Investment Discretionary Account): Y24.0bn
- Robo Japan: Y12.3bn

Investment advisory and international businesses

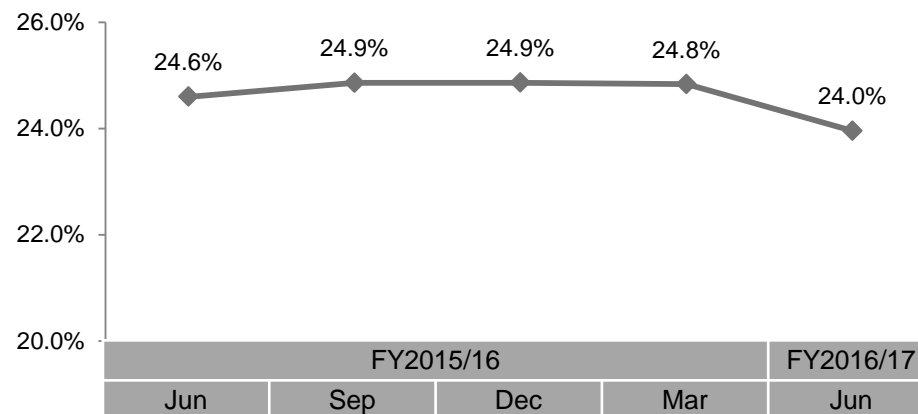
- Japan reported outflows due to factors including a decline in funds managed for public pension funds
- Internationally, Japan equity products reported outflows, but US high yield products continued to book inflows
- NCRAM⁵ won mandate to manage US retail mutual fund managed by Northern Trust Investments; Second non-Nomura mutual fund in the US that NCRAM has been appointed to manage

Asset Management: Expanding business platform

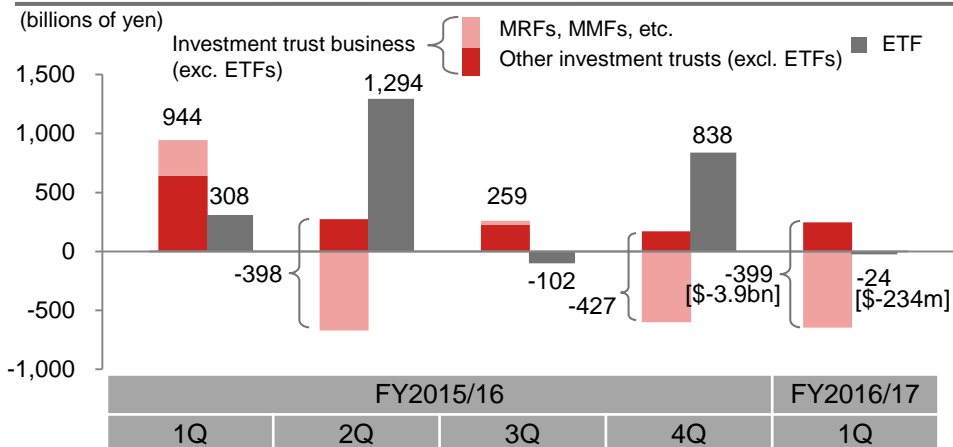
Assets under management (net)¹ by business



Nomura Asset Management public investment trust market share²



Inflows into investment trust business³



Acquired stakes in American Century Investments

- Acquired approximately 41% economic interest (10.1% voting interest) in American Century Investments on May 19, 2016
- Established ACI-NAM Business Opportunities Committee with Nomura Asset Management and ACI CEOs serving as Co-Chairman to find opportunities for business growth
- Several working groups have been set up under the Committee to map out detailed strategies



(1) Net after deducting duplications from assets under management (gross) of Nomura Asset Management, Nomura Funds Research and Technologies, Nomura Corporate Research and Asset Management and Nomura Private Equity Capital.

(2) Source: The Investment Trusts Association, Japan. (3) Based on net assets under management

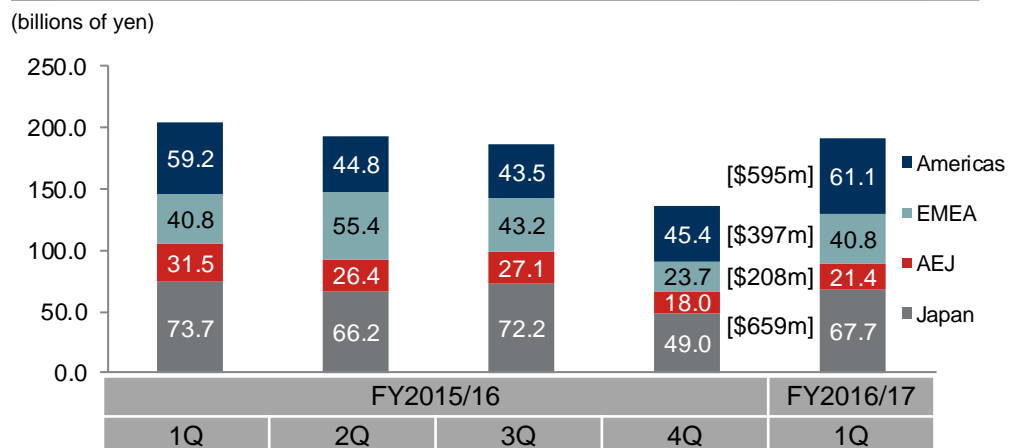
Wholesale

Net revenue and income (loss) before income taxes

(billions of yen)

	FY2015/16				FY2016 /17	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q		
Global Markets	176.2	158.7	157.2	108.3	170.5 [\$1.7bn]	+57%	-3%
Investment Banking	29.0	34.2	28.8	27.9	20.4 [\$199m]	-27%	-30%
Net revenue	205.2	192.9	186.0	136.2	190.9 [\$1.9bn]	+40%	-7%
Non-interest expenses	185.5	184.3	176.0	159.0	144.3 [\$1.4bn]	-9%	-22%
Income (loss) before income taxes	19.7	8.6	9.9	-22.8	46.6 [\$453m]	-	+137%

Net revenue by region



Key points

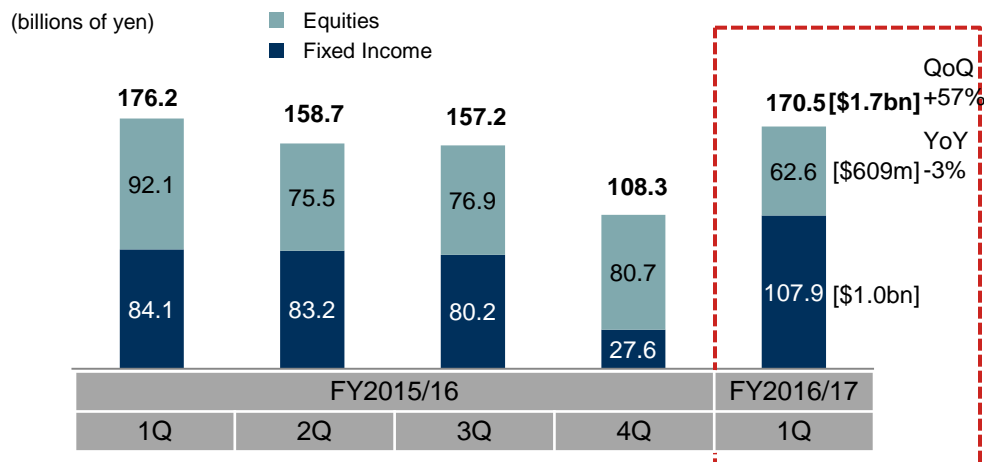
- Net revenue: Y190.9bn[\$1.9bn] (+40% QoQ; -7% YoY)
- Income before income taxes: Y46.6bn[\$45m] (+137% YoY)
- Revenues up significantly QoQ
 - Fixed Income revenues grew across all regions and products on the back of an uptick in client activity and improved trading conditions
- Cost reduction initiatives also contributed to marked improvement in income before income taxes

Net revenue by region (QoQ; YoY)

- Japan: Y67.7bn[\$659m] (+38%, -8%)
 - Solid performance in Fixed Income driven by Rates and Credit
 - Investment Banking revenues declined due to market turmoil and seasonal factors
- Americas: Y61.1bn[\$595m] (+34%; +3%)
 - Fixed Income revenues grew strongly driven by Rates; Equities revenues declined due to non-recurrence of gain booked from sale of equity stake last quarter
 - Market conditions settled down and Spread Products performance improved
- EMEA: Y40.8bn[\$397m] (+72%; Unchanged)
 - Fixed Income performance up driven by Rates
- AEJ: Y21.4bn[\$208m] (+19%; -32%)
 - Improved performance in Credit and Emerging Market

Wholesale: Global Markets

Net revenue



Key points

Global Markets

- Net revenue: Y170.5bn[1.7bn] (+57% QoQ; -3% YoY)
 - A solid quarter with strong performance in Fixed Income across all regions, offsetting slowdown in Equities

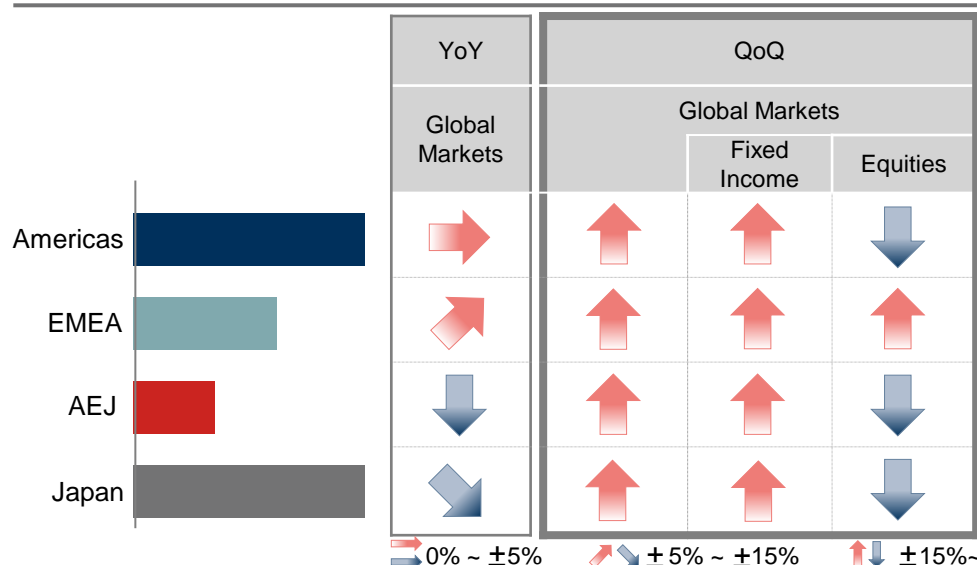
Fixed Income

- Net revenue: Y107.9bn[\$1.0bn] (3.9x QoQ; +28% YoY)
 - Strong performance in Rates from increased client flows and market opportunities
 - Improved performance in Credit and Securitized Products from favorable macro environment and gradual return in client activity

Equities

- Net revenue: Y62.6bn[\$609m] (-22% QoQ; -32% YoY)
 - Revenues declined as last quarter included a realized gain from sale of Chi-X shares, client activity slowed QoQ, and appreciation of yen

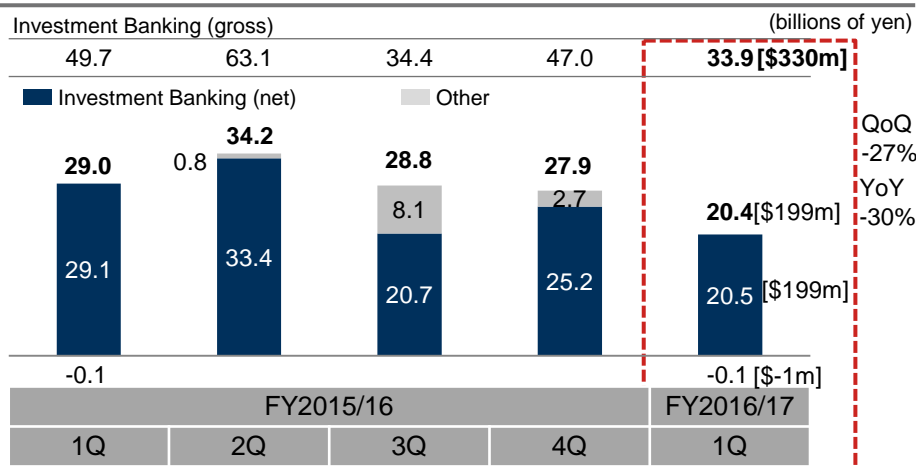
FY2016/17 1Q net revenue by region



- Americas: Fixed Income saw strong performance in Rates and improvement in Spread Products; Equities revenues declined mainly due to non-recurrence of one-off gains in previous quarter
- EMEA: Fixed Income saw improved results in Rates; Equities reported an uptick in revenues despite a review of the business during the quarter
- AEJ: Improved performance across all Fixed Income products, while Equities revenues declined due to slower client activity
- Japan: Turnaround in Rates and Credit was the main driver of robust Fixed Income; Equities reported softer revenues QoQ on the back of a decline in markets and client activity

Wholesale: Investment Banking

Net revenue



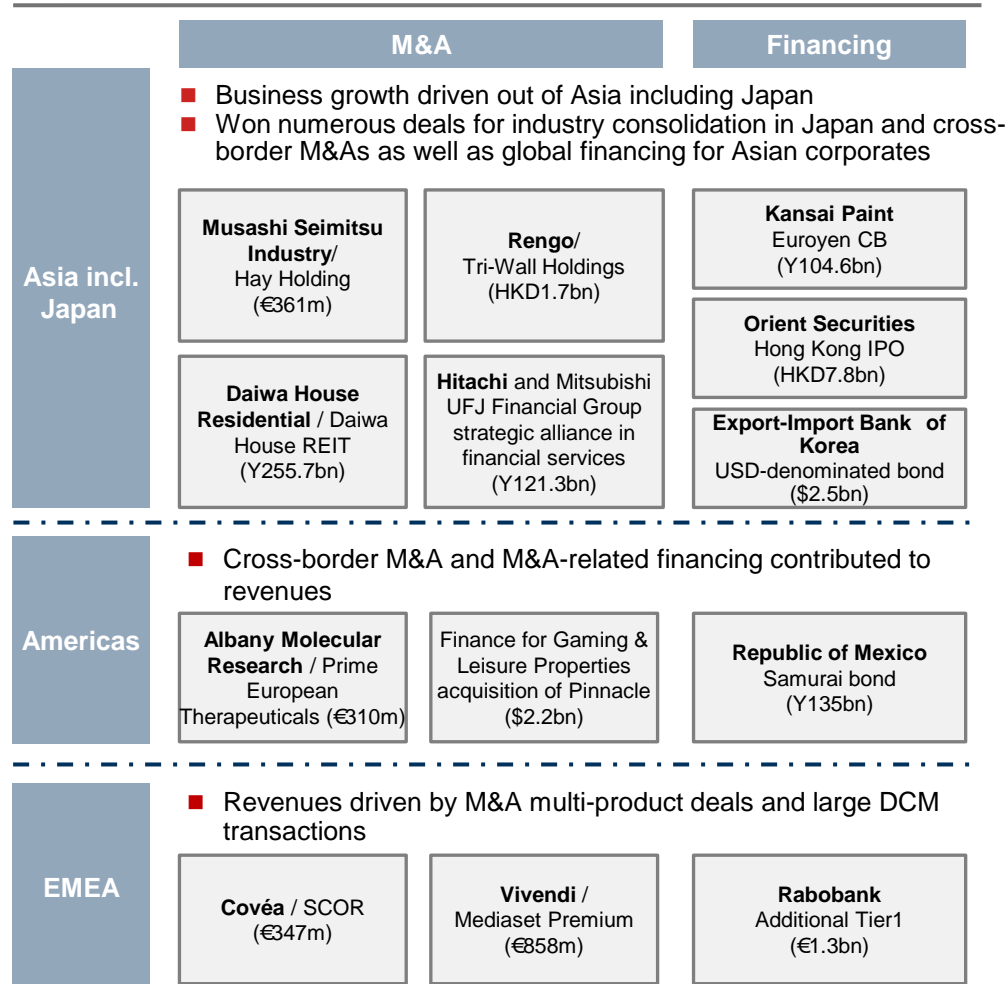
Key points

- Net revenue: Y20.4bn[\$199m] (-27% QoQ; -30% YoY)
- Investment Banking (gross) revenue of Y33.9bn[\$330m]
 - Revenues down both QoQ and YoY due to decline in ECM transactions and yen appreciation
 - Solid revenues from M&A driven by completed deals
 - Japan: Market turmoil and seasonal factors led to slower ECM revenues
 - ✓ Revenues driven by industry consolidation and cross-border M&A deals
 - ✓ Retained top position in Japan ECM league table by capturing financing needs of corporates (market share: 38.9%)¹
 - International: Revenues up QoQ driven by improvement in Americas
 - ✓ Conducted strategic review of EMEA and Americas businesses to focus on competitive strengths
 - ✓ Executed multi-product M&A deals and supported a number of large bond issuances by financial institutions and SSAs²

(1) Source: Thomson Reuters, Jan - Jun 2016.

(2) Sovereigns, Supranationals and Agencies.

Focusing on areas of competitive strength

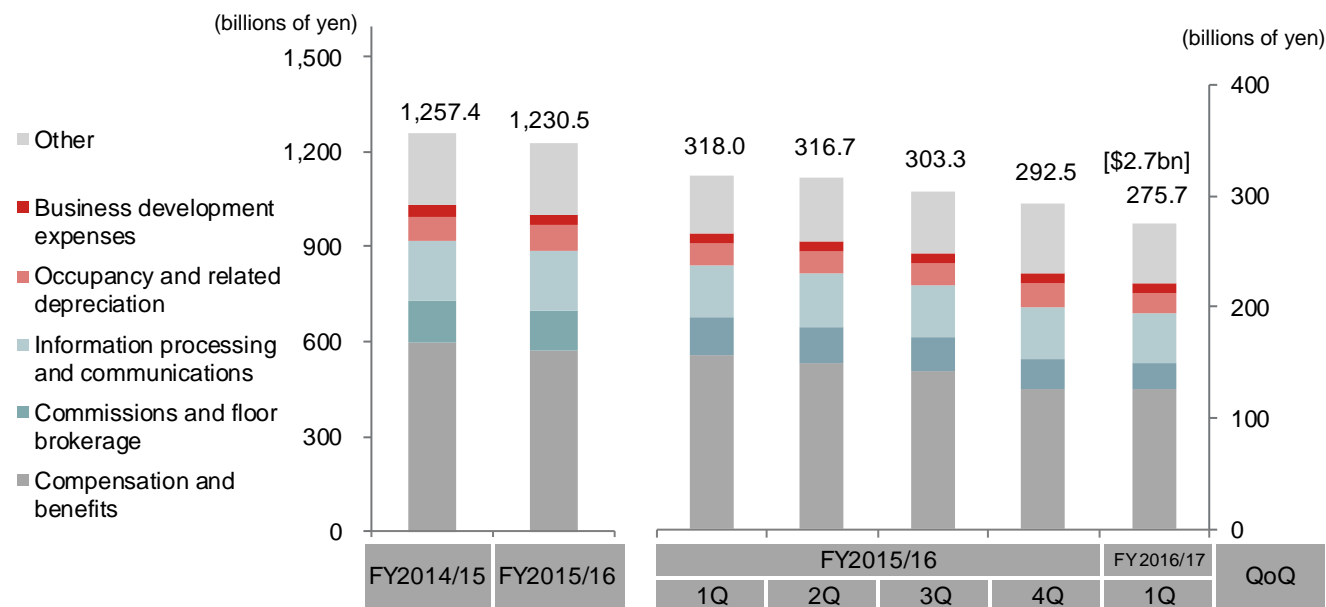


Non-interest expenses

Full year

Quarter

Key points



	FY2014/15	FY2015/16	FY2015/16				FY2016/17	QoQ
			1Q	2Q	3Q	4Q	1Q	
Compensation and benefits	596.6	574.2	155.9	149.7	141.8	126.8	125.9	-0.6%
Commissions and floor brokerage	130.0	123.9	34.2	32.6	31.1	25.9	24.2	-6.6%
Information processing and communications	192.3	189.9	47.9	48.2	46.8	46.9	44.2	-5.7%
Occupancy and related depreciation	76.1	78.4	18.7	19.2	19.6	20.9	18.2	-12.8%
Business development expenses	35.2	35.9	8.3	8.5	9.3	9.8	8.3	-15.2%
Other	227.2	228.2	52.9	58.5	54.6	62.2	54.8	-11.9%
Total	1,257.4	1,230.5	318.0	316.7	303.3	292.5	275.7	-5.7%

- Non-interest expenses: Y275.7bn[\$2.7bn] (-6% QoQ; -13% YoY)
- Group expenses down QoQ due to yen appreciation and lower non-personnel expenses
 - Non-personnel expenses (-10% QoQ)
 - ✓ Controlled business development expenses and occupancy and related depreciation
- Marked decline in Group expenses YoY
 - Personnel expenses (-19% YoY)
 - ✓ Decline due to currency exchange, cost reductions in international operations, focus on pay for performance
 - Non-personnel expenses (-8% YoY)
 - ✓ Decline in trading volumes led to lower commissions and floor brokerage

Robust financial position

Balance sheet related indicators and capital ratios

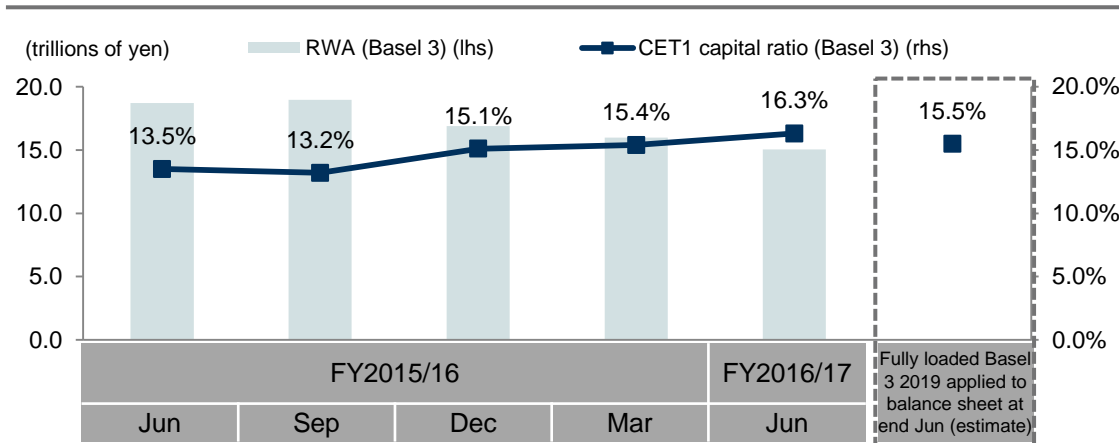
	Mar 2016	Jun 2016	
■ Total assets	Y41.1trn	Y42.9trn	\$417bn
■ Shareholders' equity	Y2.7trn	Y2.6trn	\$25.3bn
■ Gross leverage	15.2x	16.2x	16.2x
Net leverage ¹	9.6x	9.8x	9.8x
■ Level 3 assets ² (net)	Y0.4trn	Y0.4trn	\$3.9bn
■ Liquidity portfolio	Y5.9trn	Y5.5trn	\$53.5bn

(billions of yen)

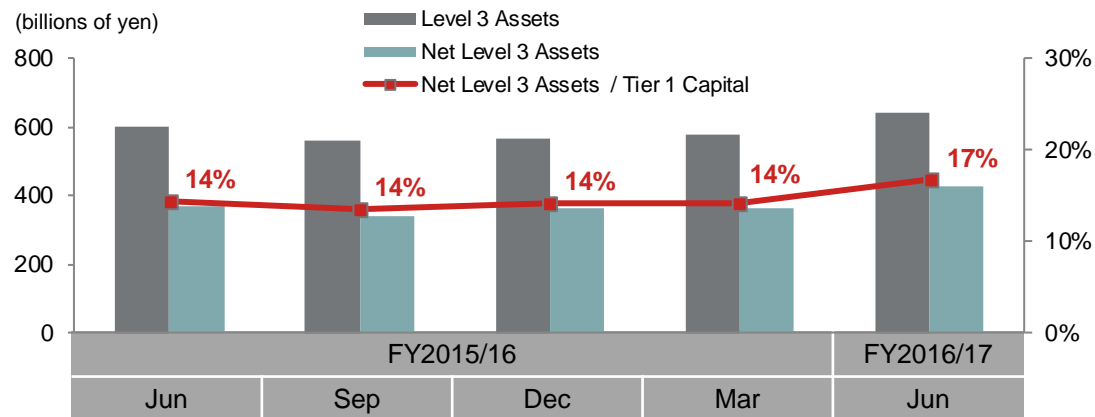
Basel 3 basis	Mar 2016	Jun 2016 ²
Tier 1 capital	2,578	2,556
Tier 2 capital	323	315
Total capital	2,901	2,871
RWA ³	15,971	15,043
Tier 1 capital ratio	16.1%	16.9%
CET 1 capital ratio ⁴	15.4%	16.3%
Consolidated capital adequacy ratio	18.1%	19.0%
Consolidated leverage ratio ⁵	4.28%	4.28%
HQLA ⁶	Y6.2trn	Y5.8trn
LCR ⁶	175.8%	190.8%

(1) Net leverage: Total assets minus securities purchased under agreements to resell and securities borrowed, divided by Nomura Holdings shareholders' equity. (2) June 2016 is preliminary.
 (3) Credit risk assets are calculated using the internal model method. (4) CET 1 capital ratio is defined as Tier 1 capital minus minority interest divided by risk-weighted assets.
 (5) Tier 1 capital divided by exposure (sum of on-balance sheet exposures and off-balance sheet items). (6) Monthly average for each quarter.

Risk weighted assets³ and CET 1 capital ratio⁴



Level 3 assets² and net level 3 assets/Tier 1 capital



Funding and liquidity

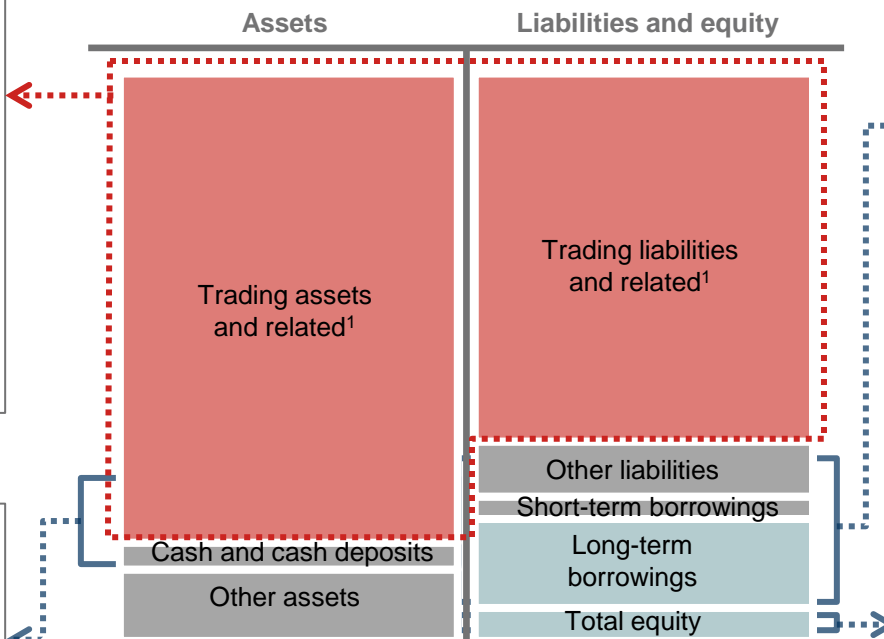
Balance sheet structure

- Highly liquid, healthy balance sheet structure
 - 80% of assets are highly liquid trading and related assets¹ that are marked-to-market and matched to trading and related liabilities¹ through repos etc. (regionally and by currency)
 - Other assets are funded by equity and long-term debt, ensuring structural stability

Liquidity portfolio²

- Liquidity portfolio:
 - Y5.5trn [\$53.5bn], or 13% of total assets
 - Maintain a high quality liquidity portfolio surplus without the need for additional unsecured funding over a certain period

Balance sheet
(As of June 2016)



Funding Profile

- Conservative Funding Profile**
 - Approx. 80% of unsecured funding² is long-term debt
 - Unsecured funding sources are diversified across products, investor types and maturities

Capital Position

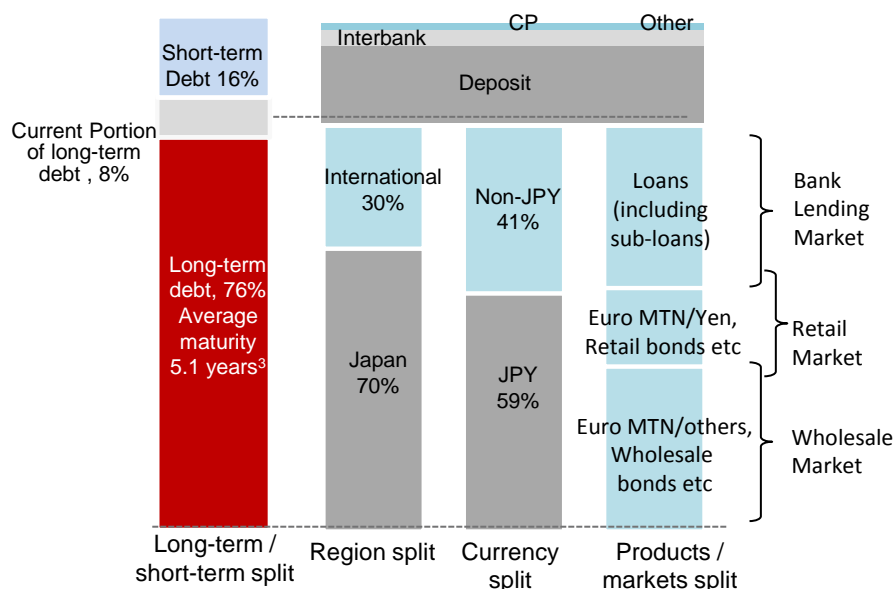
- Robust Capital Base**
 - Basel 3 Base
 - ✓ Tier 1 Ratio at 16.9%
 - ✓ Tier 1 Common Ratio³ at 16.3%
 - Consolidated Capital adequacy ratio 19.0%
 - Consolidated Leverage ratio⁴ 4.28%

(1) Trading assets and related: Reverse repo, securities, derivatives, etc. Trading liabilities and related: Repo, securities loaned, derivatives, etc.
 (2) Definition differs from financial disclosures reflecting Liquidity Management's view. Cash and cash deposits portion of liquidity portfolio excludes funds on deposit at exchanges and segregated client funds.
 (3) Tier 1 common ratio is defined as Tier 1 capital minus minority interest divided by risk-weighted assets.
 (4) Net leverage: Total assets minus securities purchased under agreements to resell and securities borrowed, divided by Nomura Holdings shareholders' equity.

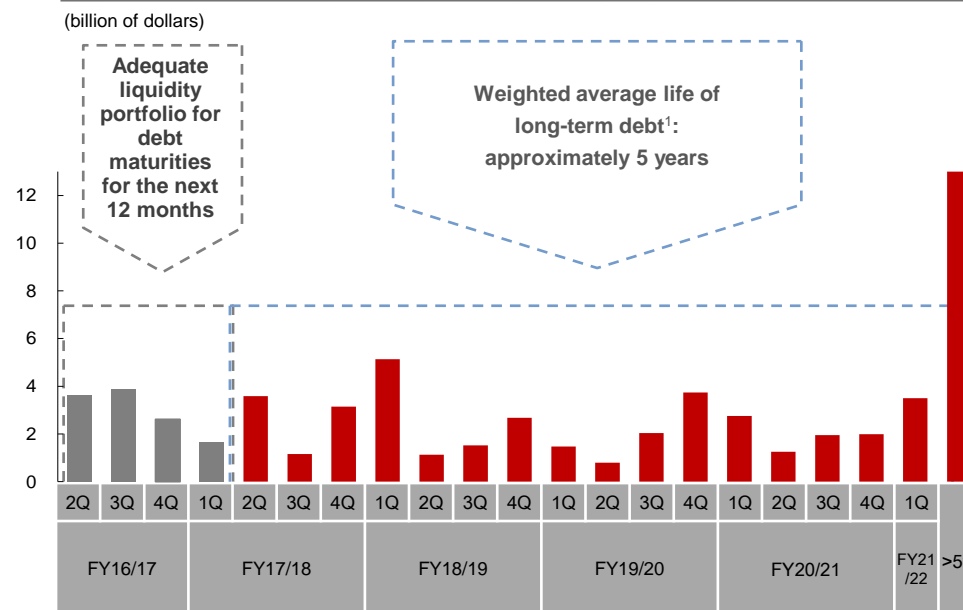
Debt profile

- Robust structure: More than 80% of long-term debt is comprised of unsecured funding
- Funding sources are diversified among the following three markets to mitigate refinance risk:
 - ✓ Bank Lending Market: Funding mainly from Japanese relationship banks
 - ✓ Wholesale Market: Access to the bond markets, including international markets where institutional investors are active
 - ✓ Retail Market: Funding from long-established domestic retail markets
- Manage refinancing risk: weighted average life of long-term debt¹ is approximately 5 years
- Funding of JPY/non-JPY continues to be diversified across public offerings, private offerings and bank loans, Nomura pursues a staggered maturity ladder and manages flexible sourcing suitable to the market environment and business demands

Unsecured funding²: more than 80% of debt is long-term and funding sources are diversified (June 2016)



Refinancing risk management; weighted average life of long-term debt¹ is approximately 5 years (June 2016)



(1) Excludes long-term debt due within one year. Redemption schedule is individually estimated by considering the probability of redemption under certain stressed scenarios.

(2) Definition differs from financial disclosures reflecting Liquidity Management's view. Cash and cash deposits portion of liquidity portfolio excludes funds on deposit at exchanges and segregated client funds.

Liquidity portfolio

- The firm's liquidity portfolio¹ was approximately JPY5.5 trillion [\$53.5bn] as of June 30, 2016 and is measured on the basis of an established liquidity management framework
- The liquidity portfolio is primarily comprised of highly liquid G4 government bonds, is diversified across currencies, and is held across legal entities

Liquidity Management Framework ~ managed through a stress testing cash outflow model

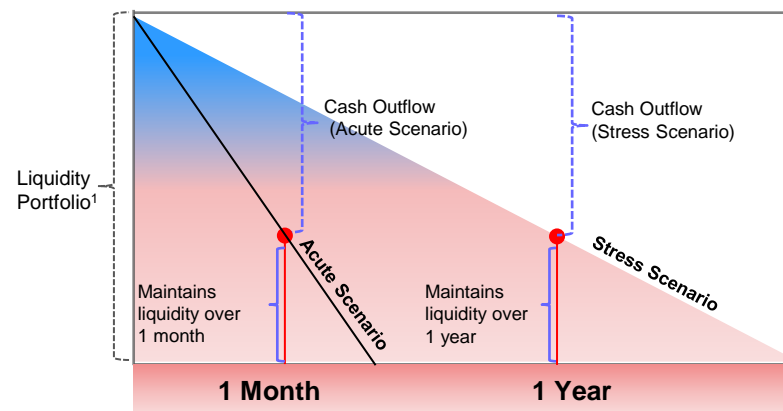
- Manage liquidity risk based on stress testing
- Aim to ensure continuous business operation without additional unsecured funding, including refinancing or asset liquidation, under two potential stress scenarios for definite period given respectively

- (1) Stress scenario: Survive 1 year under severe market-wide liquidity stress
- (2) Acute scenario: Survive 1 month under severe market-wide liquidity stress coupled with credit concerns specific to Nomura

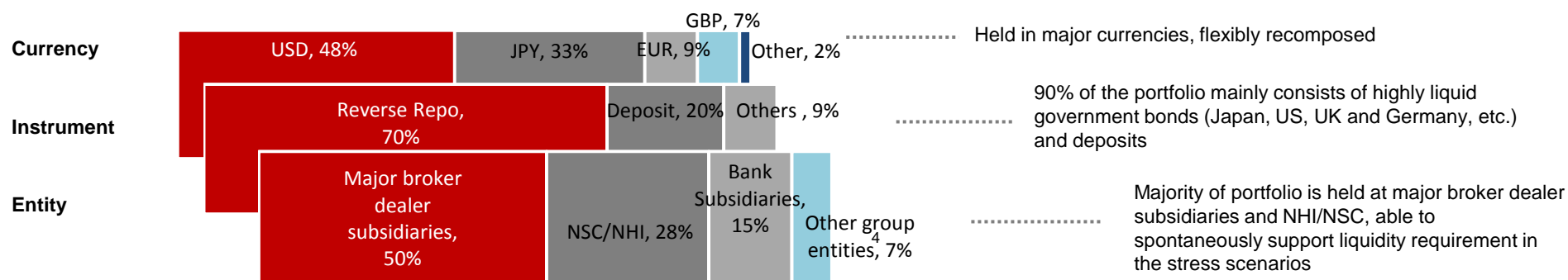
Major stress items

- ✓ Partial or full drawdown of off-balance sheet commitment loans
- ✓ Option adjusted maturity stressed incrementally
- ✓ Credit rating downgrade
- ✓ Loss/haircut widening on Repo
- ✓ Liquidity impact from increased margin requirements
- ✓ Settlement requirements
- ✓ Cash outflow from Nomura bond repurchases

Movement of Liquidity Portfolio¹ Under Two Stress Scenarios (Conceptualized)



Breakdown of Liquidity Portfolio¹(June 2016)



(1) Definition differs from financial disclosures reflecting Liquidity Management's view. Cash and cash deposits portion of liquidity portfolio excludes segregated client funds. (2) Nomura International PLC, Nomura Securities International Inc. and others (3) NSC, a broker dealer located in Japan, holds an account with the BOJ and has a direct access to the BOJ Lombard facility through which same day funding is available for our securities pool. Liquidity surplus at NHI is lent to NSC via short-term intercompany loans, which can be unwound immediately when needed. (4) Nomura Bank International PLC, Nomura Singapore Limited, Nomura Bank (Luxembourg) S.A. and others

As of June 30, 2016

	Standard & Poor's	Moody's	Fitch	Rating and Investment Information	Japan Credit Rating Agency
Nomura Holdings, Inc.					
Long-term	BBB+	Baa1	A-	A+	AA-
Short-term	A-2	-	F1	a-1	-
Outlook	Negative	Stable	Negative	Stable	Stable
Nomura Securities Co., Ltd.					
Long-term	A-	A3	A-	A+	AA-
Short-term	A-2	P-2	F1	a-1	-
Outlook	Negative	Stable	Negative	Stable	Stable
The Nomura Trust & Banking Co., Ltd.					
Long-term	A-	-	-	-	AA-
Short-term	A-2	-	-	a-1	-
Outlook	Negative	-	-	-	Stable
Nomura Bank International plc					
Long-term	A-	-	-	-	AA-
Short-term	A-2	-	-	-	-
Outlook	Negative	-	-	-	Stable

Financial Supplement

Consolidated balance sheet

	Millions of yen		
	March 31,	June 30,	Increase/
	2016	2016	(Decrease)
ASSETS			
Cash and cash deposits:			
Cash and cash equivalents	3,476,261	1,950,897	(1,525,364)
Time deposits	196,632	163,039	(33,593)
Deposits with stock exchanges and other segregated cash	225,950	248,669	22,719
Total cash and cash deposits	<u>3,898,843</u>	<u>2,362,605</u>	<u>(1,536,238)</u>
Loans and receivables:			
Loans receivable	1,605,603	1,484,536	(121,067)
Receivables from customers	210,844	181,942	(28,902)
Receivables from other than customers	1,156,608	1,516,854	360,246
Allowance for doubtful accounts	(3,477)	(3,533)	(56)
Total loans and receivables	<u>2,969,578</u>	<u>3,179,799</u>	<u>210,221</u>
Collateralized agreements:			
Securities purchased under agreements to resell	9,205,165	11,189,830	1,984,665
Securities borrowed	5,872,495	5,760,815	(111,680)
Total collateralized agreements	<u>15,077,660</u>	<u>16,950,645</u>	<u>1,872,985</u>
Trading assets and private equity investments:			
Trading assets*	16,379,424	17,519,194	1,139,770
Private equity investments	30,578	27,684	(2,894)
Total trading assets and private equity investments	<u>16,410,002</u>	<u>17,546,878</u>	<u>1,136,876</u>
Other assets:			
Office buildings, land, equipment and facilities (net of accumulated depreciation and amortization of ¥ 402,599 million as of March 31, 2016 and ¥ 396,766 million as of June 30, 2016)	355,507	348,106	(7,401)
Non-trading debt securities*	870,812	879,487	8,675
Investments in equity securities*	137,970	123,854	(14,116)
Investments in and advances to affiliated companies*	395,284	391,031	(4,253)
Other	974,511	1,136,042	161,531
Total other assets	<u>2,734,084</u>	<u>2,878,520</u>	<u>144,436</u>
Total assets	<u>41,090,167</u>	<u>42,918,447</u>	<u>1,828,280</u>

	Millions of yen		
	March 31,	June 30,	Increase/
	2016	2016	(Decrease)
LIABILITIES AND EQUITY			
Short-term borrowings	662,902	722,950	60,048
Payables and deposits:			
Payables to customers	688,196	715,092	26,896
Payables to other than customers	1,337,931	1,736,240	398,309
Deposits received at banks	2,222,991	1,103,619	(1,119,372)
Total payables and deposits	<u>4,249,118</u>	<u>3,554,951</u>	<u>(694,167)</u>
Collateralized financing:			
Securities sold under agreements to repurchase	14,192,309	17,102,372	2,910,063
Securities loaned	1,937,009	2,010,872	73,863
Other secured borrowings	476,273	402,893	(73,380)
Total collateralized financing	<u>16,605,591</u>	<u>19,516,137</u>	<u>2,910,546</u>
Trading liabilities	7,499,335	7,528,501	29,166
Other liabilities	1,200,647	1,137,392	(63,255)
Long-term borrowings	8,129,559	7,759,236	(370,323)
Total liabilities	<u>38,347,152</u>	<u>40,219,167</u>	<u>1,872,015</u>
Equity			
NHI shareholders' equity:			
Common stock			
Authorized - 6,000,000,000 shares			
Issued - 3,822,562,601 shares as of March 31, 2016 and 3,822,562,601 shares as of June 30, 2016			
Outstanding - 3,608,391,999 shares as of March 31, 2016 and 3,587,751,476 shares as of June 30, 2016	594,493	594,493	—
Additional paid-in capital	692,706	689,859	(2,847)
Retained earnings	1,516,577	1,542,199	25,622
Accumulated other comprehensive income	44,980	(28,615)	(73,595)
Total NHI shareholders' equity before treasury stock	<u>2,848,756</u>	<u>2,797,936</u>	<u>(50,820)</u>

Consolidated income

(billions of yen)	Full year		Quarter				
	FY2014/15	FY2015/16	FY2015/16				FY2016/17
			1Q	2Q	3Q	4Q	1Q
Revenue							
Commissions	453.4	432.0	130.3	111.5	102.3	87.8	76.3
Fees from investment banking	95.1	118.3	24.5	44.9	20.0	29.0	17.3
Asset management and portfolio service fees	203.4	229.0	59.9	58.2	57.8	53.1	52.6
Net gain on trading	531.3	354.0	124.7	62.6	105.2	61.5	140.1
Gain on private equity investments	5.5	13.8	1.2	0.6	8.7	3.3	0.0
Interest and dividends	436.8	440.1	113.6	111.5	107.9	106.9	106.6
Gain (loss) on investments in equity securities	29.4	-20.5	9.2	-10.9	4.7	-23.5	-10.0
Other	175.7	156.5	44.9	39.6	27.9	44.1	35.5
Total revenue	1,930.6	1,723.1	508.4	417.9	434.5	362.2	418.4
Interest expense	326.4	327.4	84.4	81.3	79.6	82.1	79.9
Net revenue	1,604.2	1,395.7	424.0	336.6	354.9	280.1	338.5
Non-interest expenses	1,257.4	1,230.5	318.0	316.7	303.3	292.5	275.7
Income (loss) before income taxes	346.8	165.2	106.0	19.9	51.6	-12.3	62.8
Net income (loss) attributable to NHI shareholders	224.8	131.6	68.7	46.6	35.4	-19.2	46.8

Consolidated results: Income (loss) before income taxes by segment and region

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

(billions of yen)	Full year		Quarter				
	FY2014/15	FY2015/16	FY2015/16				FY2016/17
			1Q	2Q	3Q	4Q	1Q
Retail	161.8	127.6	50.9	36.7	27.8	12.2	8.7
Asset Management	32.1	36.7	11.7	8.4	10.7	5.8	12.2
Wholesale	82.2	15.4	19.7	8.6	9.9	-22.8	46.6
Three business segments total	276.1	179.7	82.3	53.8	48.5	-4.9	67.5
Other	46.0	6.1	14.7	-23.0	-1.6	16.1	5.8
Segments total	322.1	185.8	97.0	30.8	46.9	11.2	73.3
Unrealized gain (loss) on investments in equity securities held for operating purposes	24.7	-20.7	9.0	-10.9	4.7	-23.5	-10.5
Income (loss) before income taxes	346.8	165.2	106.0	19.9	51.6	-12.3	62.8

Geographic information: Income (loss) before income taxes¹

(billions of yen)	Full year		Quarter				
	FY2014/15	FY2015/16	FY2015/16				FY2016/17
			1Q	2Q	3Q	4Q	1Q
Americas	-27.6	-32.0	-2.4	-19.8	-12.3	2.4	15.2
Europe	-23.5	-67.4	-9.7	-35.2	-5.7	-16.8	-4.4
Asia and Oceania	34.6	19.8	14.8	9.2	-2.0	-2.2	6.1
Subtotal	-16.4	-79.6	2.7	-45.8	-19.9	-16.6	16.9
Japan	363.2	244.8	103.3	65.6	71.6	4.3	45.9
Income (loss) before income taxes	346.8	165.2	106.0	19.9	51.6	-12.3	62.8

(1) Geographic information is based on U.S. GAAP. (Figures are preliminary for the three months ended June 30, 2016). Nomura's revenues and expenses are allocated based on the country of domicile of the legal entity providing the service. This information is not used for business management purposes.

Retail related data (1)

(billions of yen)	Full year		Quarter						
	FY2014/15	FY2015/16	FY2015/16				FY2016/17	QoQ	YoY
			1Q	2Q	3Q	4Q	1Q		
Commissions	258.9	220.3	73.8	55.8	51.8	38.9	38.4	-1.2%	-48.0%
Of which, brokerage commission	81.8	78.9	26.4	20.0	18.0	14.4	13.1	-9.1%	-50.4%
Of which, commissions for distribution of investment trusts	134.9	93.6	34.9	22.5	22.0	14.3	17.6	23.3%	-49.6%
Sales credit	106.4	86.4	26.0	19.7	23.2	17.5	18.6	6.6%	-28.5%
Fees from investment banking and other	32.5	35.9	6.2	16.6	6.1	7.0	4.3	-38.2%	-30.8%
Investment trust administration fees and other	71.9	85.3	21.9	22.0	21.4	20.0	19.9	-0.7%	-9.1%
Net interest revenue	6.9	7.8	2.8	1.5	1.8	1.7	2.6	52.0%	-7.8%
Net revenue	476.5	435.6	130.7	115.7	104.3	85.0	83.8	-1.5%	-35.9%
Non-interest expenses	314.7	308.0	79.8	78.9	76.5	72.9	75.1	3.1%	-5.9%
Income before income taxes	161.8	127.6	50.9	36.7	27.8	12.2	8.7	-28.7%	-83.0%
Domestic distribution volume of investment trusts ¹	9,478.5	5,644.9	1,975.3	1,407.3	1,485.8	776.4	761.8	-1.9%	-61.4%
Bond investment trusts	3,110.2	1,094.0	382.2	298.7	266.8	146.2	0.2	-99.9%	-99.9%
Stock investment trusts	5,445.1	3,656.3	1,378.9	922.2	842.0	513.2	640.5	24.8%	-53.5%
Foreign investment trusts	923.1	894.6	214.2	186.4	377.0	117.0	121.0	3.4%	-43.5%
Other									
Accumulated value of annuity insurance policies	2,401.7	2,806.4	2,531.4	2,640.5	2,742.7	2,806.4	2,850.0	1.6%	12.6%
Sales of JGBs for individual investors (transaction base)	380.6	425.9	53.7	60.5	76.9	234.8	173.6	-26.1%	3.2x
Retail foreign currency bond sales	1,255.7	1,205.0	257.9	253.2	398.5	295.4	185.2	-37.3%	-28.2%

(1) Excluding Net & Call and Hotto Direct.

Asset Management related data (1)

(billions of yen)	Full year		Quarter						
	FY2014/15	FY2015/16	FY2015/16				FY2016/17	QoQ	YoY
			1Q	2Q	3Q	4Q	1Q		
Net revenue	92.4	95.4	26.9	22.9	25.3	20.3	25.9	27.7%	-3.7%
Non-interest expenses	60.3	58.7	15.2	14.4	14.6	14.5	13.7	-5.8%	-9.7%
Income before income taxes	32.1	36.7	11.7	8.4	10.7	5.8	12.2	111.8%	4.2%

Assets under management by company

(trillions of yen)	FY2014/15	FY2015/16	FY2015/16				FY2016/17
	Mar	Mar	Jun	Sep	Dec	Mar	Jun
	Nomura Asset Management ^{1,2}	43.3	43.5	45.1	43.4	45.9	43.5
Nomura Funds Research and Technologies ²	3.0	3.1	3.1	2.1	3.3	3.1	2.8
Nomura Corporate Research and Asset Management ¹	1.7	1.6	1.7	1.5	1.6	1.6	1.6
Nomura Private Equity Capital ²	0.2	-	0.2	0.2	-	-	-
Assets under management (gross) ^{1,2,3}	48.1	48.2	50.1	47.2	50.8	48.2	44.7
Group company overlap ^{1,2}	8.8	8.1	8.7	7.2	8.6	8.1	7.4
Assets under management (net) ⁴	39.3	40.1	41.4	40.0	42.2	40.1	37.3

(1) Historical AuM (gross) figures have been reclassified in line with a revised calculation method introduced in the third quarter of the fiscal year ended March 2016.

(2) Nomura Asset Management took over the institutional investor advisory business and the retail related business of Nomura Funds Research and Technologies on July 1, 2015, and October 1, 2015, respectively, as well as all of the operations of Nomura Private Equity Capital on December 1, 2015.

(3) Total assets under management for Nomura Asset Management, Nomura Funds Research and Technologies, Nomura Corporate Research and Asset Management, and Nomura Private Equity Capital.

(4) Net after deducting duplications from assets under management (gross).

Wholesale related data

(billions of yen)	Full year		Quarter					QoQ	YoY
	FY2014/15	FY2015/16	FY2015/16				FY2016/17		
			1Q	2Q	3Q	4Q	1Q		
Net revenue	789.9	720.3	205.2	192.9	186.0	136.2	190.9	40.2%	-6.9%
Non-interest expenses	707.7	704.9	185.5	184.3	176.0	159.0	144.3	-9.3%	-22.2%
Income (loss) before income taxes	82.2	15.4	19.7	8.6	9.9	-22.8	46.6	-	137.1%

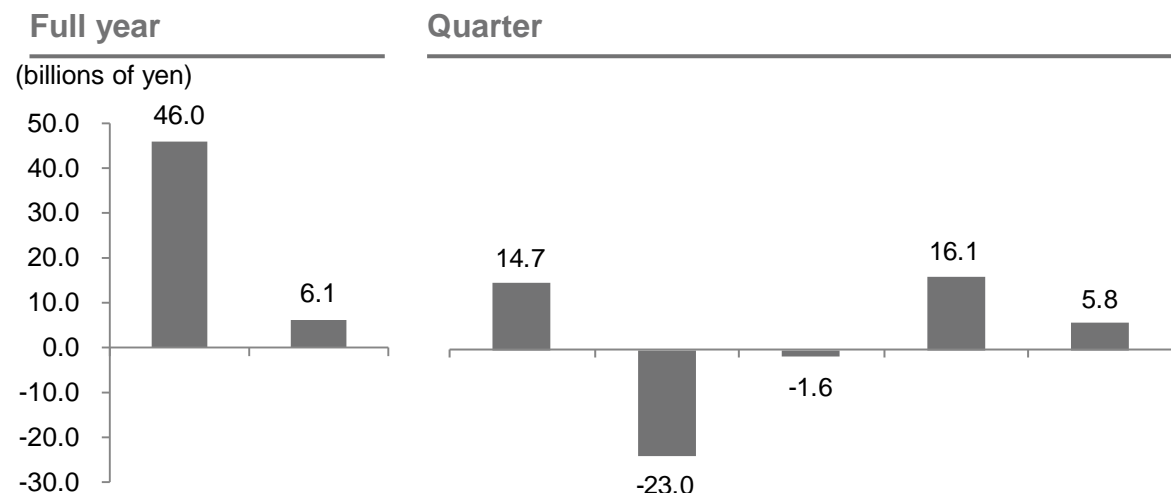
Breakdown of Wholesale revenues

(billions of yen)	Full year		Quarter					QoQ	YoY
	FY2014/15	FY2015/16	FY2015/16				FY2016/17		
			1Q	2Q	3Q	4Q	1Q		
Fixed Income ¹	396.9	275.2	84.1	83.2	80.2	27.6	107.9	3.9x	28.3%
Equities ¹	286.5	325.1	92.1	75.5	76.9	80.7	62.6	-22.4%	-32.0%
Global Markets	683.4	600.3	176.2	158.7	157.2	108.3	170.5	57.5%	-3.2%
Investment Banking (Net)	104.7	108.4	29.1	33.4	20.7	25.2	20.5	-18.6%	-29.4%
Other	1.8	11.5	-0.1	0.8	8.1	2.7	-0.1	-	-
Investment Banking	106.5	120.0	29.0	34.2	28.8	27.9	20.4	-26.9%	-29.6%
Net revenue	789.9	720.3	205.2	192.9	186.0	136.2	190.9	40.2%	-6.9%
Investment Banking (Gross)	193.8	194.2	49.7	63.1	34.4	47.0	33.9	-28.0%	-31.9%

(1) Fixed Income and Equities figures for FY2014/15 have been reclassified following a reorganization in April 2015.

Segment “Other”

Income (loss) before income taxes



	FY2014/15	FY2015/16	FY2015/16				FY2016/17
			1Q	2Q	3Q	4Q	1Q
Net gain (loss) related to economic hedging transactions	15.1	6.4	-2.6	1.1	-0.6	8.5	12.0
Realized gain on investments in equity securities held for operating purposes	4.7	0.2	0.2	0.0	0.0	0.0	0.6
Equity in earnings of affiliates	42.2	32.7	13.8	9.1	4.8	5.1	1.1
Corporate items	-20.1	-52.3	-3.9	-40.0	-3.2	-5.2	-4.3
Others	4.0	19.2	7.2	6.9	-2.6	7.7	-3.5
Income (loss) before income taxes	46.0	6.1	14.7	-23.0	-1.6	16.1	5.8

Value at risk

- Definition
 - 99% confidence level
 - 1-day time horizon for outstanding portfolio
 - Inter-product price fluctuations considered
- From April 1, 2016, to June 30, 2016 (billions of yen)
 - Maximum: 6.7
 - Minimum: 3.4
 - Average: 5.1

(billions of yen)	FY2014/15	FY2015/16	FY2015/16				FY2016/17
	Mar	Mar	Jun	Sep	Dec	Mar	Jun
Equity	1.0	0.9	1.3	1.5	1.7	0.9	0.7
Interest rate	4.2	3.8	3.9	5.2	4.9	3.8	4.1
Foreign exchange	1.1	0.8	1.1	1.4	2.0	0.8	2.5
Sub-total	6.2	5.5	6.2	8.2	8.5	5.5	7.3
Diversification benefit	-1.6	-2.0	-2.4	-2.8	-2.8	-2.0	-2.9
VaR	4.6	3.5	3.8	5.4	5.7	3.5	4.4

Number of employees

	FY2014/15	FY2015/16	FY2015/16				FY2016/17
	Mar	Mar	Jun	Sep	Dec	Mar	Jun
Japan	15,973	16,083	16,570	16,381	16,282	16,083	16,792
Europe	3,485	3,424	3,492	3,494	3,433	3,424	3,170
Americas	2,449	2,503	2,439	2,514	2,501	2,503	2,481
Asia and Oceania ¹	6,765	6,855	6,788	6,862	6,853	6,855	6,769
Total	28,672	28,865	29,289	29,251	29,069	28,865	29,212

(1) Includes Powai office in India.

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Nomura Holdings, Inc.
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