

Eleven-Year Consolidated Financial Summary (US GAAP)

For the fiscal years beginning April 1 and ending March 31 of the following year

Note: This financial summary is prepared solely for convenience. Readers are recommended to refer to Form 20-F.

(millions of yen)

	FY2011/12	FY2012/13	FY2013/14	FY2014/15	FY2015/16	FY2016/17	FY2017/18	FY2018/19	FY2019/20	FY2020/21	FY2021/22
Operating results:											
Revenue:											
Commission	347,135	358,210	473,121	453,401	431,959	327,129	373,313	293,069	308,805	376,897	332,344
Fees from investment banking	59,638	62,353	91,301	95,083	118,333	92,580	101,663	101,521	103,222	108,681	149,603
Asset management and portfolio service fees	144,251	141,888	168,683	203,387	229,006	216,479	245,616	245,519	238,202	230,047	269,985
Net gain (loss) on trading	272,557	367,979	476,356	531,337	354,031	475,587	442,885	342,964	356,609	310,040	368,799
Gain (loss) on private equity and debt investments	25,098	8,053	11,392	5,502	13,761	1,371	(869)	1,007	(93)	12,734	30,768
Interest and dividends	435,890	394,007	416,350	436,766	440,050	441,036	585,675	776,964	794,472	356,466	284,222
Gain (loss) on investments in equity securities	4,005	38,686	15,156	29,410	(20,504)	7,708	2,683	(6,983)	(14,726)	14,053	5,446
Other	563,186	708,767	179,485	175,702	156,460	153,626	221,192	81,057	165,991	208,317	152,832
Total revenue	1,851,760	2,079,943	1,831,844	1,930,588	1,723,096	1,715,516	1,972,158	1,835,118	1,952,482	1,617,235	1,593,999
Interest expense	315,901	266,312	274,774	326,412	327,415	312,319	475,189	718,348	664,653	215,363	230,109
Net revenue	1,535,859	1,813,631	1,557,070	1,604,176	1,395,681	1,403,197	1,496,969	1,116,770	1,287,829	1,401,872	1,363,890
Non-interest expenses:											
Compensation and benefits	534,648	547,591	570,058	596,593	574,191	496,385	530,641	497,065	479,420	507,906	529,506
Commissions and floor brokerage	93,500	91,388	111,849	129,977	123,881	94,495	99,868	82,637	106,123	111,550	105,204
Information processing and communications	177,148	179,904	192,168	192,300	189,910	175,280	184,781	166,865	170,317	178,835	184,319
Occupancy and related depreciation	100,891	91,545	80,142	76,112	78,411	69,836	67,895	64,940	72,986	72,367	69,742
Business development expenses	48,488	49,010	38,485	35,230	35,892	35,111	36,762	36,915	31,885	13,520	15,641
Other	496,227	616,463	202,754	227,205	228,238	209,295	248,864	306,049	178,837	287,023	232,855
Total non-interest expenses	1,450,902	1,575,901	1,195,456	1,257,417	1,230,523	1,080,402	1,168,811	1,154,471	1,039,568	1,171,201	1,137,267
Income (loss) before income taxes	84,957	237,730	361,614	346,759	165,158	322,795	328,158	(37,701)	248,261	230,671	226,623
Income tax expense (benefit)	58,903	132,039	145,165	120,780	22,596	80,229	103,866	57,010	28,894	70,274	80,090
Net income (loss)	26,054	105,691	216,449	225,979	142,562	242,566	224,292	(94,711)	219,367	160,397	146,533
Less: Net income (loss) attributable to noncontrolling interests	14,471	(1,543)	2,858	1,194	11,012	2,949	4,949	5,731	2,369	7,281	3,537
Net income (loss) attributable to NHI shareholders	11,583	107,234	213,591	224,785	131,550	239,617	219,343	(100,442)	216,998	153,116	142,996
Balance sheets (Period end):											
Cash and cash deposits	1,953,677	1,652,752	2,189,310	2,096,596	3,898,843	2,972,088	2,959,046	3,261,869	3,874,948	4,164,735	4,063,511
Loans and receivables	2,211,423	2,629,875	2,570,678	2,948,424	2,969,578	3,097,428	3,875,199	3,882,038	5,116,913	4,142,447	5,000,702
Collateralized agreements	13,742,646	14,115,257	17,347,001	16,719,520	15,077,660	18,729,825	16,237,743	17,306,959	15,907,112	16,039,438	16,876,441
Trading assets and private equity and debt investments	14,123,594	17,124,349	18,714,314	17,308,848	16,410,002	15,192,364	14,980,156	14,385,789	16,898,100	15,738,179	15,296,010
Other assets	3,665,972	2,420,206	2,699,011	2,709,848	2,734,084	2,860,373	2,291,803	2,132,784	2,202,742	2,431,681	2,175,492
Total assets	35,697,312	37,942,439	43,520,314	41,783,236	41,090,167	42,852,078	40,343,947	40,969,439	43,999,815	42,516,480	43,412,156
Short-term borrowings	1,185,613	738,445	602,131	662,256	662,902	543,049	743,497	841,758	1,486,733	1,368,098	1,050,141
Payables and deposits	2,437,370	2,413,801	2,836,873	3,398,600	4,249,118	3,708,435	3,567,655	3,768,038	4,397,082	4,570,918	4,920,365
Collateralized financing	12,519,274	15,409,383	17,111,999	15,379,803	16,605,591	19,061,091	16,696,994	16,684,403	18,028,339	15,133,573	14,538,198
Trading liabilities	7,495,177	8,491,296	11,047,285	10,044,236	7,499,335	8,191,794	8,202,936	8,219,811	8,546,284	9,473,261	9,652,118
Other liabilities	1,165,901	978,163	1,141,750	1,217,099	1,200,647	1,308,510	950,534	858,867	1,034,448	1,239,167	1,020,225
Long-term borrowings	8,504,840	7,592,368	8,227,063	8,336,296	8,129,559	7,195,408	7,382,507	7,915,769	7,775,665	7,975,012	9,258,306
Total liabilities	33,308,175	35,623,456	40,967,101	39,038,290	38,347,152	40,008,287	37,544,123	38,288,646	41,268,551	39,760,029	40,439,353
Total NHI shareholders' equity	2,107,241	2,294,371	2,513,680	2,707,774	2,700,239	2,789,916	2,749,320	2,631,061	2,653,467	2,694,938	2,914,605
Noncontrolling interests	281,896	24,612	39,533	37,172	42,776	53,875	50,504	49,732	77,797	61,513	58,198
Total equity	2,389,137	2,318,983	2,553,213	2,744,946	2,743,015	2,843,791	2,799,824	2,680,793	2,731,264	2,756,451	2,972,803
Total liabilities and equity	35,697,312	37,942,439	43,520,314	41,783,236	41,090,167	42,852,078	40,343,947	40,969,439	43,999,815	42,516,480	43,412,156
Cash flows:											
Net cash provided by (used in) operating activities	290,863	549,501	457,426	(77,028)	1,238,372	1,305,025	(445,690)	(361,165)	(15,943)	665,770	(1,368,710)
Net cash provided by (used in) investing activities	9,942	(160,486)	(103,195)	12,337	(23,711)	(118,051)	(56,172)	(112,503)	216,336	(139,026)	(45,301)
Net cash provided by (used in) financing activities	(844,311)	(701,623)	289,385	(178,206)	986,387	(2,130,644)	373,168	761,191	332,062	(269,927)	1,070,715
Effect of exchange rate changes on cash and cash equivalents	(6,314)	47,175	41,089	68,513	(40,195)	4,249	(53,504)	44,741	(27,277)	60,884	149,693
Net increase (decrease) in cash and cash equivalents	(549,820)	(265,433)	684,705	(174,384)	2,160,853	(939,421)	(182,198)	332,264	505,178	317,701	(193,603)