#### 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 February 2008.

# 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)

20-F or Form 40-F.	irk whether the registrant fi	iles or will file annual reports under cove	r Form
	Form 20-F <u>X</u>	Form 40-F	
Indicate by check ma Regulation S-T Rule 101(b)(1	•	mitting the Form 6-K in paper as permi	tted by
Indicate by check ma Regulation S-T Rule 101(b)(7	_	mitting the Form 6-K in paper as permi	tted by
-	ishing the information to the	g the information contained in this For the Commission pursuant to Rule 12g3-2(b	
	Yes	No <u>X</u>	
If "Yes" is marked, is Rule 12g3-2(b): 82	ndicate below the file numb	ber assigned to the registrant in connection	on with

Information furnished on this form:

#### **EXHIBIT**

#### Exhibit Number

1. Consolidated Results of Operations (US GAAP), Third quarter, year ending March 2008

#### **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.

Date: February 1, 2008	By: /s/ TOSHIO HIROTA
•	Toshio Hirota
	Executive Managing Director

# **NOMURA**

# **Consolidated Results of Operations** (US GAAP)

Third quarter, year ending March 2008

Nomura Holdings, Inc.

January 2008

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#### **Outline**

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- Adjustment of Consolidated Results and Segment Results: Income before Income Taxes (Annually)(P39)

# **Third Quarter Results Key Points**

- □ Investment trust administration fees and other\* increased for the 12<sup>th</sup> straight quarter.
- □ Number one in Global Equity and Equity-related (Japan) and Any Japanese Involvement Financial Advisors (M&A Advisory) CY2007 league tables\*\*.
- ☐ Third quarter ROE of 4.1% (annualized) mainly due to global financial market turmoil.

<sup>\*</sup> Domestic Retail

<sup>\*\*</sup>Thomson Financial

\*Annualized

# **Third Quarter Financial Highlights**

equity investee companies

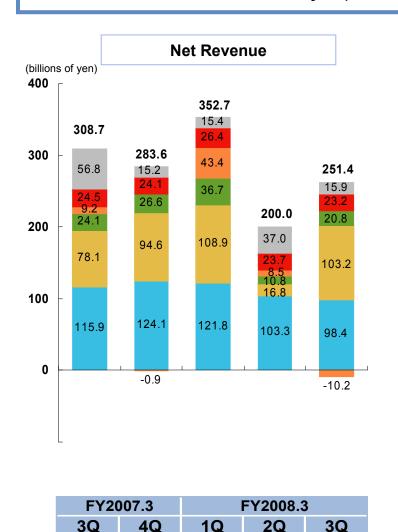
Net revenue for the third quarter was 276.1 billion yen (+25.4% QoQ, -14.5% YoY). Income before income taxes was 46.1 billion yen (-65.1% YoY). Net income was 22.6 billion yen (-71.4% YoY). ROE\* for the third quarter was 4.1 %.

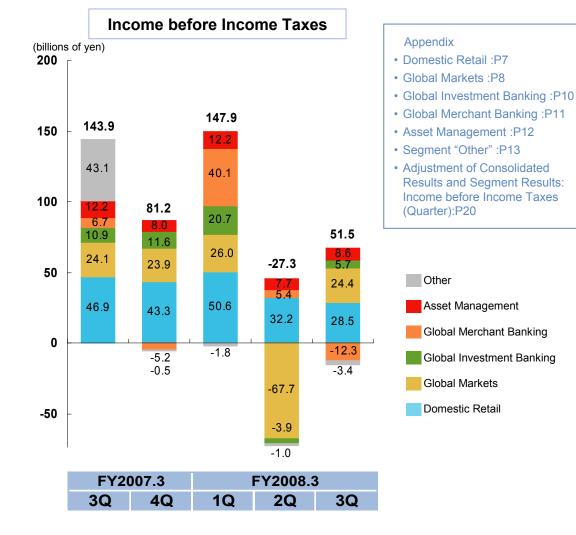
**Net Revenue** Income before Income Taxes **Net Income/ROE (Annualized)** (billions of yen) (billions of yen) (billions of yen) 200 25% 100 Net Income (Ihs) 400 380.7 ROE (annualized, rhs) 30.7 322.9 132.1 311.3 142.8 27.4 80 20% 1.3 276.1 150 300 27.4 0.3 220.2 31.8 13.7% 60 15% 43.7 100 200 352.7 79.1 40 10% 308.7 46.1 76.7 283.6 147.9 143.9 251.4 4.1% 50 100 200.0 20 5% 81.2 33.1 22.6 -2.6 0 0 0 0% -2.6 -7.1 -13.1 27.3 -2.4 -13.1 -10.5 -23.4 -1.9% -46.5 FY2007.3 FY2008.3 FY2007.3 FY2008.3 FY2007.3 FY2008.3 **3Q 4Q 1Q 2Q 3Q 3Q 4Q 1Q** 2Q **3Q 3Q 4Q** 10 **2Q 3Q Appendix**  Consolidated Income (Quarter): P18 Adjustment of Consolidated Results Unrealized gain (loss) on investments in equity securities held Business Segment results and Segment Results: Income before for operating purposes Income Taxes (Quarter): P20 Effect of consolidation / deconsolidation of certain private --- Income before income taxes



# **Third Quarter Business Segment Highlights**

Net revenue from all business segments for the third quarter was 251.4 billion yen (+25.7% QoQ, -18.6% YoY), and income before income taxes was 51.5 billion yen (-64.2% YoY).





### Domestic Retail: Domestic Client Asset net asset inflow remained firm

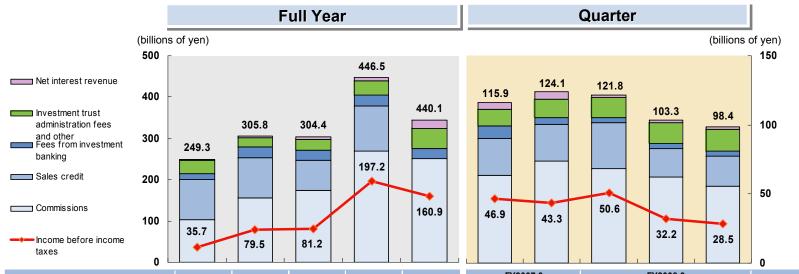
Net revenue was 98.4 billion yen (-4.7% QoQ, -15.1% YoY). Income before income taxes was 28.5 billion yen (-11.5% QoQ, -39.2% YoY).

- Domestic Client Assets declined by 3 trillion ven from the end of September to 81.3 trillion ven at the end of December due to the stock market decline.
- □ Net asset inflow was 900 billion yen. The number of accounts with balance increased by 51,000\* to 4.12 million accounts.
- □ Investment trust administration fees and other increased for twelfth straight quarter to 15.5 billion yen.

□ Commissions for distribution of investment trusts\*\* declined 11.1% QoQ to 31.4 billion yen, while stock brokerage commissions fell 8.3% QoQ to 18.7 billion yen.

#### Net Revenue and Income before Income Taxes

- \* From end of prior quarter
- \*\* Nomura Securities (P23)



•											v	
	EVOCAS A	EV0004.0	EVOCAT A	EVOCAC A	EV0007.0	FY20	07.3		FY2008.3			
	FY2003.3	FY2004.3	FY2005.3	FY2006.3	FY2007.3	3Q	4Q	1Q	2Q	3Q	QoQ	YoY
Commissions	104.1	155.2	174.0	269.4	251.4	63.6	73.9	68.4	62.4	55.8	-10.5%	-12.3%
Sales credit	95.7	97.8	73.7	109.0	96.8	26.7	26.2	33.2	20.5	21.6	5.4%	-19.0%
Fees from investment banking	15.0	26.1	24.5	26.4	24.0	8.9	5.1	3.4	3.3	3.6	9.1%	-59.4%
Investment trust administration fees and other	32.0	21.8	26.1	34.4	47.5	12.1	13.4	14.7	15.3	15.5	1.4%	27.9%
Net interest revenue	2.4	4.9	6.1	7.4	20.4	4.5	5.5	2.2	1.7	1.8	5.7%	-60.1%
Net revenue	249.3	305.8	304.4	446.5	440.1	115.9	124.1	121.8	103.3	98.4	-4.7%	-15.1%
Non-interest expenses	213.6	226.2	223.2	249.3	279.3	69.0	80.8	71.3	71.1	69.9	-1.6%	1.3%
Income before income taxes	35.7	79.5	81.2	197.2	160.9	46.9	43.3	50.6	32.2	28.5	-11.5%	-39.2%

#### Appendix:

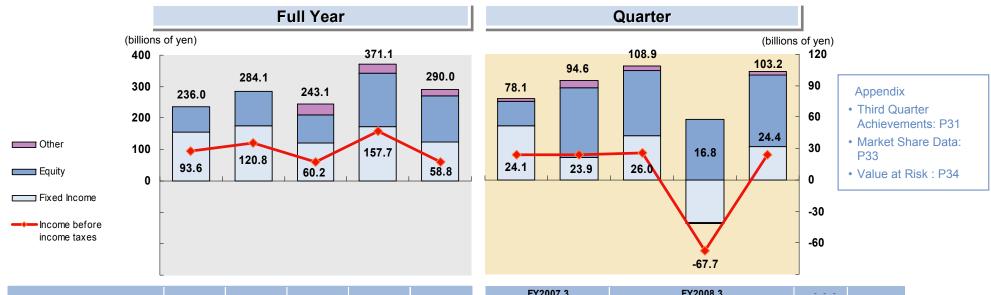
- Retail stock brokerage commissions, commissions for distribution of investment trusts domestic distribution volume of investment trusts, retail foreign currency bond sales, etc: P23
- Domestic Client Assets: P24
- Domestic Client Assets Net Asset Inflow: P25
- Number of Accounts: P26
- Third Quarter Achievements:P31

#### Global Markets: Significant recovery from previous quarter

Net revenue was 103.2 billion yen (6.2x QoQ, +32.2% YoY). Income before income taxes was 24.4 billion yen (+1.1% YoY).

- ☐ In Fixed Income, interest rate and currency-linked derivative trading in Japan and Europe was solid.
- ☐ In Equity, stock trading was strong, equity derivative trading in Europe was solid, and revenue from Instinet was firm.

#### Net Revenue and Income before Income Taxes



	FY2003.3	FY2004.3	FY2005.3	FY2006.3	FY2007.3
Fixed Income	154.0	174.0	119.8	173.8	123.1
Equity	82.0	110.2	90.2	168.5	147.9
Other	0.0	0.0	33.1	28.8	19.1
Net revenue	236.0	284.1	243.1	371.1	290.0
Non-interest expenses	142.4	163.3	182.9	213.4	231.2
Income before income taxes	93.6	120.8	60.2	157.7	58.8

FTZ	JU7.3	FY2008.3			QoQ	YoY
3Q	4Q	1Q	2Q	3Q	Q O Q	101
51.8	21.8	42.4	-40.6	32.3	-	-37.7%
23.3	66.6	61.9	58.1	68.0	17.2%	192.1%
3.0	6.2	4.6	-0.7	2.9	-	-1.0%
78.1	94.6	108.9	16.8	103.2	515.8%	32.2%
53.9	70.6	82.9	84.5	78.8	-6.7%	46.2%
24.1	23.9	26.0	-67.7	24.4	-	1.1%

Notes 1: In April 2004, Fixed Income, Equity and certain functions of Investment Banking were consolidated to create Global Markets.

<sup>2:</sup> Figures up to FY2004.3 are the total of Fixed Income and Equity and differ slightly in composition.

# **Global Markets: Topics**

# US RMBS Business US RMBS-related exposure\* = Approx. 7.5bn yen With flexible hedging operations, booked slight loss in 3Q US CMBS Business US CMBS-related exposure\* = Approx. 170bn yen

#### **Monoline Exposure**

□ Effective exposure\* is approx. 37bn yen(Exposure\* = approx. 79bn yen, Protection\* = approx. 42bn yen)

\* As of end of December 2007



# Global Investment Banking: Top ranking in Equity and Equity-related and M&A Advisory league tables\*

Net revenue was 20.8 billion yen (+92.0% QoQ, -13.8% YoY). Income before income taxes was 5.7 billion yen (-47.6% YoY).

- ☐ In equity finance, we acted as lead manager for Sony Financial Holdings' large IPO and other deals.
- □ In M&A, we acted as financial advisor on a tender offer by Japan Tobacco for Katokichi, and on the management integration of TIS and INTEC Holdings.

\*Jan.-Dec. 2007 (Japan related), Thomson Financial

#### **Net Revenue and Income before Income Taxes**



	FY2003.3	FY2004.3	FY2005.3	FY2006.3	FY2007.3
Net revenue	69.1	70.9	75.4	99.7	99.2
Non-interest expenses	56.4	53.7	46.2	48.1	54.8
Income before income taxes	12.8	17.2	29.2	51.5	44.4

FY2007.3		FY2008.3			QoQ	YoY
3Q	4Q	1Q	2Q	3Q	QUQ	YOY
24.1	26.6	36.7	10.8	20.8	92.0%	-13.8%
13.2	15.0	16.0	14.7	15.0	2.0%	14.2%
10.9	11.6	20.7	-3.9	5.7	-	-47.6%

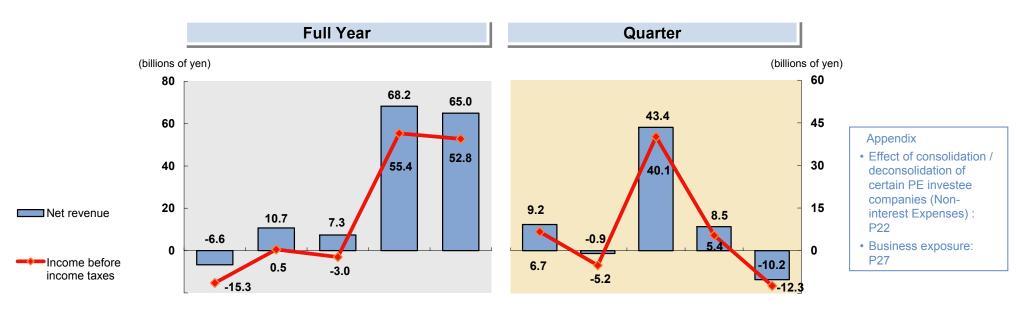
Note: In April 2004, Fixed Income, Equity and certain functions of Investment Banking were consolidated to create Global Markets.

# **Global Merchant Banking:**

Net revenue was -10.2 billion yen. Income before income taxes was -12.3 billion yen.

□ Unrealized losses and gains booked due to valuation at fair value of certain investee companies in Europe.

#### **Net Revenue and Income before Income Taxes**



	FY2003.3	FY2004.3	FY2005.3	FY2006.3	FY2007.3
Net revenue	-6.6	10.7	7.3	68.2	65.0
Non-interest expenses	8.6	10.2	10.4	12.8	12.2
Income before income taxes	-15.3	0.5	-3.0	55.4	52.8

QoQ YoY		FY2008.3		007.3	FY20
Q0Q 101	3Q	2Q	1Q	4Q	3Q
	-10.2	8.5	43.4	-0.9	9.2
-29.6% -16.5%	2.1	3.0	3.3	4.2	2.6
	-12.3	5.4	40.1	-5.2	6.7

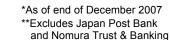


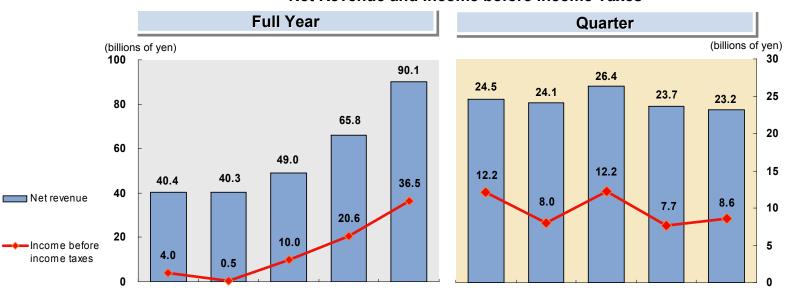
# **Asset Management:** Strong sales of newly-launched funds such as the Nomura New Global High Interest Rate Currencies Fund

Net revenue was 23.2 billion yen (-2.0% QoQ, -5.4% YoY). Income before income taxes was 8.6 billion yen (+12.3% QoQ, -29.1% YoY). Total assets under management remained roughly unchanged from end of September at 29.7 trillion yen\*.

- □ Net assets in funds for bank customers\*\* declined approximately 241.0 billion yen from the end of September to 1.9 trillion yen, while net assets in funds distributed through Japan Post Bank increased approximately 7.0 billion yen to 575.9 billion yen\*.
- □ Sales of Nomura Global High Interest Rate Currencies Fund and newly-launched Nomura New Global High Interest Rate Currencies Fund were strong.

#### **Net Revenue and Income before Income Taxes**





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- Assets Under Management: P28,29
- Asset Management Related Data: P30

	FY2003.4	FY2004.3	FY2005.3	FY2006.3	FY2007.3
Net revenue	40.4	40.3	49.0	65.8	90.1
Non-interest expenses	36.3	39.8	39.0	45.2	53.6
Income before income taxes	4.0	0.5	10.0	20.6	36.5

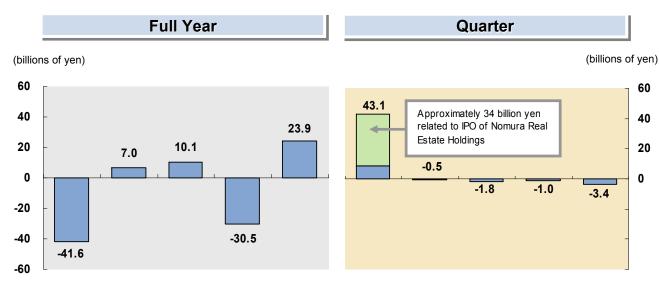
QoQ		FY2008.3		007.3	FY20	
QUQ	3Q	2Q	1Q	4Q	3Q	
-2.0%	23.2	23.7	26.4	24.1	24.5	
-8.8%	14.6	16.0	14.2	16.1	12.4	
12.3% -2	8.6	7.7	12.2	8.0	12.2	

Note: In January 2006, certain functions of Other business were integrated into Asset Management. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

# Segment "Other"

"Other" income before income taxes was -3.4 billion yen.

#### **Income before Income Taxes**



	FY2003.3	FY2004.3	FY2005.3	FY2006.3	FY2007.3
Net gain/loss on trading related to economic hedging transactions	-6.2	-12.8	-9.7	-64.8	-38.4
Realized gain on investments in equity securities held for operating purposes	1.7	1.2	6.9	8.4	18.1
Equity in earnings of affiliates	-3.8	8.5	7.3	27.8	53.2
Corporate items	-9.4	-10.7	4.5	-7.4	-11.1
Others*	-23.9	20.7	1.0	5.4	2.1
Income before income taxes	-41.6	7.0	10.1	-30.5	23.9

YoY	QoQ		FY2008.3		007.3	FY20
101	GOG	3Q	2Q	1Q	4Q	3Q
-	-87.0%	0.4	2.8	-14.4	-1.1	-11.9
99.0%	-	0.1	-0.8	2.1	0.3	13.0
	-	-5.2	2.6	5.1	4.7	39.0
	-	-11.8	-12.3	-9.7	-1.8	-5.9
46.5%	97.7%	13.1	6.6	15.1	-2.6	8.9
	-	-3.4	-1.0	-1.8	-0.5	43.1

<sup>\*</sup>Businesses not included in the five business divisions (Joinvest Securities, Nomura Trust & Banking, etc.) are included in Others. FY2003.3 includes 21.2 billion yen of impairment loss on investment of affiliates.



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# Non-interest Expenses (Business Segment Total)

Note: All non-interest expense figures shown on this slide exclude the effect of consolidation/deconsolidation of certain private equity investee companies.

See P22 for more details.

Non-interest expenses (business segment total) were 199.9 billion yen (-12.1% QoQ, +21.3% YoY).

#### Compensation and Benefits **Full Year** Quarter Full Year Quarter (billions of yen) (billions of ven) 800 (billions of yen) 227.3 350 680.5 331.0 204.9 202.3 199.9 311.3 Other 607.8 200 600 300 164.8 ■ Business 521.4 264.7 development ■ Fixed-type compensation and benefits expenses 150 250 Occupancy and 173.4 related 160.7 ■ Variable-type compensation and depreciation 400 Information 200 benefits processing and 100 151.1 communications Commissions and 150 floor brokerage □ Compensation and 200 50 100.7 benefits 93.5 94.4 93.4 100 82.8 157.6 150.5 47.9 47.9 48.6 47.8 113.6 50 52.8 45.6 45.8 45.6 FY2007.3 FY2008.3 FY2005.3 FY2006.3 FY2007.3 QoQ YoY 4Q 1Q 3Q 3Q 100.7 Compensation and benefits 264.7 331.0 82.8 93.5 -1.1% 311.3 94.4 93.4 12.8% FY2007.3 FY2008.3 FY2005.3 FY2006.3 FY2007.3 4Q 1Q 2Q 22.1 31.4 49.8 11.8 18.1 22.7 22.6 -9.7% 73.5% Commissions and floor brokerage 20.4 80.9 89.1 109.5 27.2 32.0 29.2 34.7 -2.4% 33.9 24.7% Information processing and communications **Appendix** 50.8 50.8 57.4 13.5 17.6 15.9 15.1 -5.8% 5.3% Occupancy and related depreciation 14.3 Effect of Consolidation / 26.2 30.6 35.3 8.4 10.4 8.8 9.9 -4.2% 12.0% Business development expenses 9.5 Deconsolidation of Certain PE Other 76.6 94.7 97.5 21.1 30.8 27.6 50.6 28.5 -43.7% 35.2% Investee Companies (Non-521.4 607.8 680.5 164.8 202.3 204.9 227.3 199.9 -12.1% 21.3% interest Expenses): P22 Number of Employees: P35

# **Dividend Policy**

- Target Dividend → Minimum level of cash dividend, paid quarterly since FY2007.3
- Additional Payout → When a sufficient level of profit is achieved, an additional payout is added to the fiscal year-end dividend taking into consideration a payout ratio of over 30%
- Full-year Consolidated Payout Ratio Over 30%

**Additional payout** 

Target dividend (based on DOE of 3%)

(yen)

- Dooont Di	ividanda (nar ahara)						() /
Recent Di	ividends (per share)	1Q	2Q	3Q	4Q	Total	Payout Ratio
FY2006.3	Target Dividend	-	12	-	12	48	30%
	Additional Payout	-	-	-	24	40	30 /6
FY2007.3	Target Dividend	8	8	8	8	44	48%
	Additional Payout	-	-	-	12	44	40 /0
FY2008.3	Target Dividend	8.5	8.5	8.5	8.5	34+α	
	Additional Payout	-	-	-	α	34±u	-

(billions of yen)

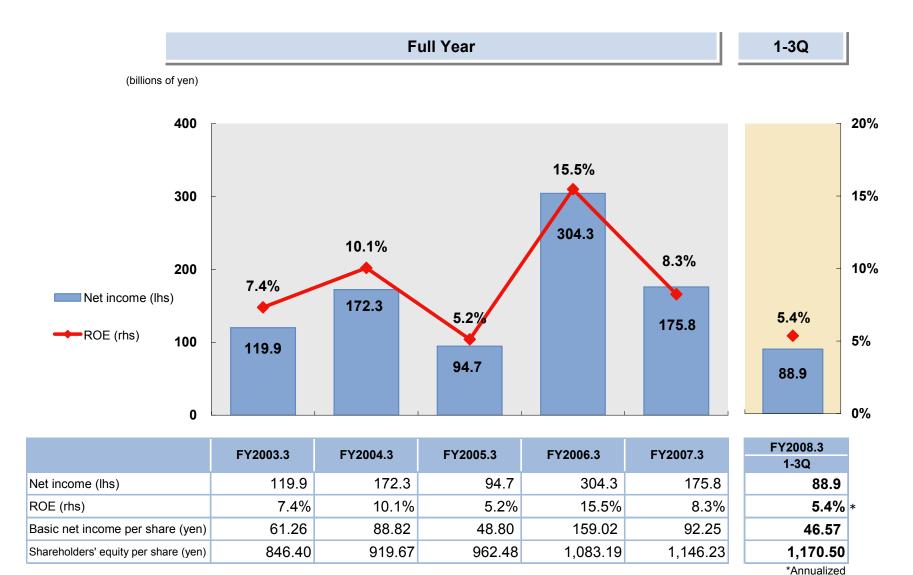
■ Total Return Ratio	FY2006.3	FY2007.3
Target Dividend	46	61
Additional Payout	46	23
Share Buyback	49	0
Total	141	84
Total Return Ratio	46%	48%

<sup>\*</sup>Total Return Ratio = (Total dividend amount + Share buyback amount) / Net income

# **NOMURA Appendix**



#### **Net Income and ROE**



1-3Q

# Consolidated Income (Quarter / 1-3Q)

(billions of yen)

		FY20	07.3			FY2008.3		QoQ	YoY	FY2007.3	FY2008.3	YoY
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	QUQ	101	1-3Q	1-3Q	101
Revenue												
Commissions	79.6	66.1	84.2	107.6	113.0	106.9	103.4	-3.2%	22.9%	229.8	323.3	40.7%
Fees from investment banking	14.4	26.9	32.3	25.7	29.9	16.2	20.3	25.7%	-37.1%	73.6	66.4	-9.7%
Asset management and portfolio service fees	29.7	35.5	36.7	44.0	47.3	50.9	47.6	-6.4%	29.7%	101.9	145.9	43.1%
Net gain on trading	55.8	47.5	89.2	97.5	99.7	7.5	65.1	764.4%	-27.0%	192.5	172.3	-10.5%
Gain (loss) on private equity investments	9.8	27.5	10.2	0.1	45.8	17.8	-4.7	-	-	47.5	59.0	24.1%
Interest and dividends	207.9	232.3	262.9	278.2	294.7	246.0	176.8	-28.1%	-32.8%	703.1	717.5	2.0%
Gain (loss) on investments in equity securities	-20.5	-0.0	-0.2	0.6	-0.5	-24.2	-7.0	-	-	-20.7	-31.7	
Private equity entities product sales	21.0	21.7	28.8	28.6	36.5	34.3	33.9	-1.4%	17.6%	71.5	104.7	46.4%
Other	4.2	11.7	45.4	6.1	16.4	9.0	-2.8	-	-	61.3	22.6	-63.1%
Total revenue	401.7	469.2	589.5	588.6	682.7	464.5	432.8	-6.8%	-26.6%	1,460.5	1,579.9	8.2%
Interest expense	195.8	218.2	266.6	277.3	302.0	244.3	156.7	-35.9%	-41.2%	680.7	702.9	3.3%
Net revenue	205.9	251.0	322.9	311.3	380.7	220.2	276.1	25.4%	-14.5%	779.8	877.0	12.5%
Non-interest expenses	172.5	177.9	190.8	228.1	237.9	266.7	230.0	-13.7%	20.5%	541.2	734.6	35.7%
Income before income taxes	33.4	73.1	132.1	83.2	142.8	-46.5	46.1	-	-65.1%	238.6	142.5	-40.3%
Net income	20.1	43.5	79.1	33.1	76.7	-10.5	22.6	-	-71.4%	142.7	88.9	-37.7%

Quarter

# Main Revenue Items (Quarter / 1-3Q)

(billions of yen)

			Quarter									1-3Q			
			FY200	07.3			FY2008.3		QoQ	YoY	FY2007.3	FY2008.3	YoY		
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	QUQ	101	1-3Q	1-3Q	101		
	Stock brokerage commissions (Domestic Retail)	28.0	18.8	22.6	28.9	22.2	20.4	18.7	-8.3%	-17.3%	69.4	61.2	-11.8%		
	Stock brokerage commissions (Other)	13.8	11.8	17.4	30.2	40.3	40.6	44.5	9.4%	154.9%	43.1	125.4	190.9%		
Commissions	Other brokerage commissions	2.7	1.9	1.9	0.2	1.7	3.7	2.4	-35.6%	21.4%	6.6	7.7	16.9%		
Commissions	Commissions for distribution of investment trusts	25.8	23.1	33.0	38.5	39.2	34.2	30.6	-10.6%	-7.2%	81.9	104.0	26.9%		
	Other	9.2	10.3	9.3	9.8	9.6	8.0	7.4	-8.0%	-20.6%	28.8	25.0	-13.2%		
	Total	79.6	66.1	84.2	107.6	113.0	106.9	103.4	-3.2%	22.9%	229.8	323.3	40.7%		
	Equity underwriting and distribution	6.3	16.2	19.4	14.7	7.8	6.8	11.3	66.4%	-41.8%	41.8	25.8	-38.2%		
Fees from	Bond underwriting and distribution	2.9	4.2	6.7	1.5	2.6	3.6	2.9	-19.1%	-56.8%	13.8	9.1	-33.9%		
Investment	M & A/Financial advisory fees	5.2	6.4	6.1	9.1	18.2	5.7	5.7	1.0%	-5.5%	17.6	29.6	68.1%		
Banking	Other	0.0	0.2	0.1	0.4	1.3	0.1	0.4	274.2%	269.7%	0.3	1.8	475.1%		
	Total	14.4	26.9	32.3	25.7	29.9	16.2	20.3	25.7%	-37.1%	73.6	66.4	-9.7%		
Asset	Asset management fees	21.7	23.9	28.4	32.2	38.7	39.6	38.7	-2.2%	36.4%	74.0	117.1	58.2%		
Management	Administration fees	4.5	7.8	4.4	7.2	4.2	6.5	4.6	-29.3%	4.1%	16.8	15.3	-8.5%		
and Portfolio	Custodial fees	3.6	3.7	3.9	4.6	4.4	4.8	4.3	-10.1%	10.0%	11.2	13.4	20.5%		
Service Fees	Total	29.7	35.5	36.7	44.0	47.3	50.9	47.6	-6.4%	29.7%	101.9	145.9	43.1%		
	Bonds and other	26.7	34.4	60.0	33.7	47.8	-21.5	44.7	-	-25.6%	121.1	71.0	-41.4%		
Net Gain on	Equity	31.7	12.7	28.9	64.3	51.7	28.2	25.6	-9.3%	-11.6%	73.3	105.5	43.8%		
Trading*	Merchant banking	-2.6	0.4	0.2	-0.5	0.2	0.9	-5.1	-	-	-2.0	-4.1	-		
- Trading	Net interest revenue	12.1	14.1	-3.7	0.9	-7.3	1.8	20.1	1,033.5%	-	22.4	14.6	-34.8%		
	Total	67.8	61.6	85.5	98.4	92.4	9.3	85.2	815.7%	-0.3%	214.9	186.9	-13.0%		

<sup>\*</sup>Includes net interest revenue



# Adjustment of Consolidated Results and Segment Results: Income before Income Taxes (Quarter / 1-3Q)

(billions of yen)

						1-3Q						
	1Q	FY20	07.3 3Q	4Q	1Q	FY2008.3 2Q	3Q	QoQ	YoY	FY2007.3 1-3Q	FY2008.3 1-3Q	YoY
Domestic Retail	42.5	28.2	46.9	43.3	50.6	32.2	28.5	-11.5%	-39.2%	117.6	111.3	-5.4%
Global Markets	14.3	-3.6	24.1	23.9	26.0	-67.7	24.4	-	1.1%	34.9	-17.2	-
Global Investment Banking	5.6	16.3	10.9	11.6	20.7	-3.9	5.7	-	-47.6%	32.8	22.5	-31.2%
Global Merchant Banking	9.8	41.5	6.7	-5.2	40.1	5.4	-12.3	-	-	58.0	33.2	-42.7%
Asset Management	5.2	11.1	12.2	8.0	12.2	7.7	8.6	12.3%	-29.1%	28.5	28.5	0.2%
5 Business Segment Total	77.5	93.4	100.8	81.7	149.6	-26.3	54.9	-	-45.5%	271.6	178.3	-34.4%
Other	-23.0	4.3	43.1	-0.5	-1.8	-1.0	-3.4	-	-	24.4	-6.2	-
Segment Total	54.4	97.7	143.9	81.2	147.9	-27.3	51.5	-	-64.2%	296.0	172.1	-41.9%
Unrealized gain (loss) on investments in equity securities held for operating purposes	-20.6	-4.8	-13.1	0.3	-2.6	-23.4	-7.1	-	-	-38.6	-33.2	-
Effect of consolidation/deconsolidation of certain private equity investee	-0.4	-19.8	1.3	1.6	-2.4	4.3	1.7	-60.9%	27.8%	-18.9	3.6	-
Total	33.4	73.1	132.1	83.2	142.8	-46.5	46.1	-	-65.1%	238.6	142.5	-40.3%

Note: We operate five business divisions: Domestic Retail, Global Markets, Global Investment Banking, Global Merchant Banking and Asset Management. 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. Unrealized gain (loss) on investments held for operating purposes and the effects of consolidation and deconsolidation of certain investments in our private equity business are classified as reconciling items outside our segment information.

### **Consolidated Balance Sheet**

□ Collateralized agreements, Collateralized financing and Trading assets and private equity investments declined due to the reduction of fixed income positions in conjunction with initiatives to focus on core businesses in U.S.

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	Mar. 31, 2007	Dec. 31, 2007	% Change		Mar. 31, 2007	Dec. 31, 2007	% Change
Assets				Liabilities			
Cash and cash deposits	1,054	1,490	41.4%	Short-term borrowings	1,094	1,268	16.0%
				Payables and deposits	1,346	1,359	1.0%
Loans and receivables	1,618	1,890	16.8%	Collateralized financing	20,599	9,480	-54.0%
				Trading liabilities	4,800	5,006	4.3%
Collateralized agreements	17,838	8,593	-51.8%	Other liabilities	846	815	-3.6%
				Long-term borrowings	5,003	5,944	18.8%
Trading assets and private equity investments	13,178	11,874	-9.9%	Total liabilities	33,687	23,872	-29.1%
Other assets	2,185	2,258	3.4%	Shareholders' equity			
				Total shareholders' equity	2,186	2,235	2.2%
Total assets	35,873	26,106	-27.2%	Total liabilities and shareholders' equity	35,873	26,106	-27.2%



# Effect of Consolidation/Deconsolidation of Certain Private Equity Investee Companies (Non-interest Expenses)

**Full Year** 

(billions of yen)

Quarter

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					E\/000	. <del>.</del> .			F)/0000 0	
	FY2005.3	FY2006.3	FY2007.3	1Q	FY200 2Q	7.3 3Q	4Q	1Q	FY2008.3 2Q	3Q
Compensation and benefits	275.0	325.4	345.9	82.8	79.1	86.7	97.4	105.6	97.7	97.1
Fixed-type compensation and benefits	159.6	170.4	182.8	43.8	44.3	44.3	50.4	50.8	51.1	50.1
Segment total	151.1	160.7	173.4	41.7	41.9	41.9	47.9	47.9	48.6	47.8
Private equity investee companies	8.5	9.7	9.4	2.1	2.4	2.4	2.5	2.9	2.5	2.3
Variable-type compensation and benefits	115.4	155.0	163.1	39.0	34.8	42.4	47.0	54.8	46.6	46.9
Segment total	113.6	150.5	157.6	37.7	33.4	40.9	45.6	52.8	45.8	45.6
Private equity investee companies	1.8	4.5	5.5	1.2	1.4	1.5	1.4	2.0	0.8	1.3
Commissions and floor brokerage	23.9	32.9	50.8	10.3	10.3	12.0	18.2	23.0	23.3	19.5
Segment total	22.1	31.4	49.8	9.8	10.1	11.8	18.1	22.7	22.6	20.4
Private equity investee companies	1.8	1.5	1.0	0.4	0.2	0.2	0.1	0.3	0.8	-0.9
Information processing and communications	81.4	89.6	110.0	23.2	27.4	27.3	32.1	29.3	34.9	34.0
Segment total	80.9	89.1	109.5	23.0	27.3	27.2	32.0	29.2	34.7	33.9
Private equity investee companies	0.5	0.5	0.5	0.2	0.1	0.1	0.1	0.1	0.2	0.2
Occupancy and related depreciation	53.5	55.0	61.3	14.4	13.7	14.6	18.5	17.4	16.4	15.7
Segment total	50.8	50.8	57.4	13.4	12.9	13.5	17.6	15.9	15.1	14.3
Private equity investee companies	2.7	4.3	3.9	1.0	0.9	1.1	0.9	1.5	1.3	1.4
Business development expenses	28.2	32.8	38.1	7.8	9.8	9.2	11.2	9.6	10.5	10.1
Segment total	26.2	30.6	35.3	7.2	9.2	8.4	10.4	8.8	9.9	9.5
Private equity investee companies	2.0	2.2	2.8	0.6	0.6	0.8	0.8	0.8	0.6	0.7
Other	87.6	115.4	106.0	22.7	25.7	23.6	34.1	30.1	62.7	32.7
Segment total	76.6	94.7	97.5	22.4	23.3	21.1	30.8	27.6	50.6	28.5
Private equity investee companies	11.0	20.8	8.5	0.3	2.4	2.5	3.4	2.4	12.1	4.2
Private equity entities cost of goods sold	44.7	48.8	57.2	11.4	11.8	17.4	16.6	22.9	21.2	20.8
Total non-interest expenses	594.4	700.1	769.3	172.5	177.9	190.8	228.1	237.9	266.7	230.0
Segment total	521.4	607.8	680.5	155.3	158.0	164.8	202.3	204.9	227.3	199.9
Private equity investee companies	73.0	92.2	88.9	17.2	19.9	26.0	25.8	33.0	39.4	30.2

Note: In accordance with SFAS No. 144 "Accounting for the Impairment or Disposal of Long-Lived Assets," net revenue and non-interest expenses from operations that were treated as discontinued during the fiscal year ended March 31, 22 2006, are separately reported as income from discontinued operations.

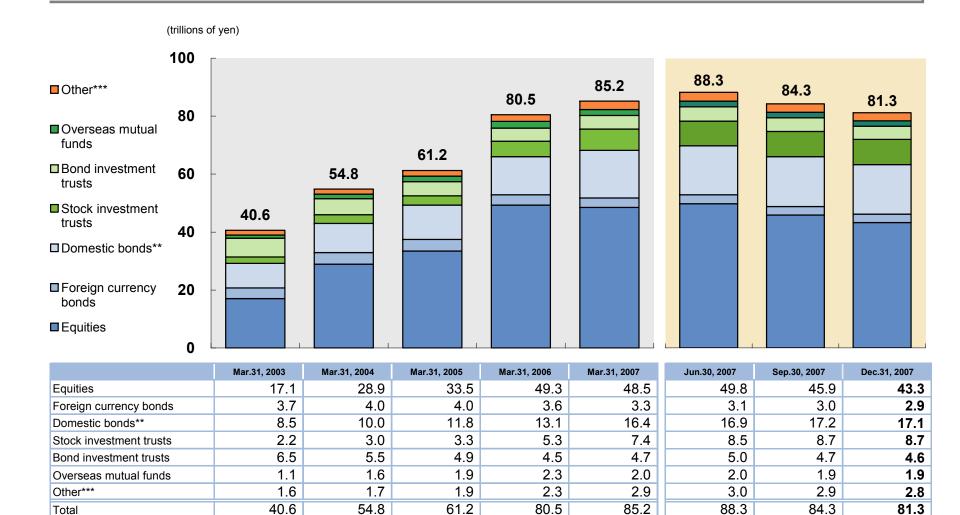
# **Domestic Retail Related Data (1)**

	Full Year					Quarter						
	FY2003.3 FY2004.3 FY2005.3 FY2006.3 FY2007.3				FY2007.3				FY2008.3			
	F12003.3	F12004.3	F12005.3	F12006.3	F12007.3	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Stock brokerage commissions (billions of yen)	48.2	92.1	103.0	153.6	98.3	28.0	18.8	22.6	28.9	22.2	20.4	18.7
Commissions for distribution of investment trusts* (billions of yen)	34.9	46.9	49.9	95.9	124.7	28.0	23.9	33.7	39.1	39.6	35.4	31.4
Bond investment trusts commission	16.9	11.1	6.4	3.5	2.3	0.6	0.7	0.5	0.4	0.3	0.3	0.3
Stock investment trusts commission	11.6	21.5	31.6	74.2	114.5	23.2	22.1	32.3	36.9	37.3	32.9	30.1
Foreign investment trusts commission	6.4	14.2	11.9	18.2	7.9	4.2	1.1	0.9	1.7	1.9	2.2	1.1
Domestic distribution volume of investment trusts* (trillions of yen)	11.9	13.7	14.2	20.5	21.4	5.0	4.7	5.6	6.2	6.3	5.5	4.9
Bond investment trusts	8.6	10.1	10.4	14.3	14.4	3.3	3.0	3.9	4.3	4.3	3.6	3.3
Stock investment trusts	1.3	1.6	2.3	4.5	6.0	1.3	1.4	1.6	1.6	1.7	1.5	1.2
Foreign investment trusts	2.1	2.1	1.4	1.7	1.0	0.3	0.2	0.2	0.3	0.3	0.4	0.3
Other (billions of yen)												
Outstanding value of annuity insurance policies (end of the period)	166.6	261.6	446.4	683.3	990.4	791.0	861.1	927.3	990.4	1,063.4	1,114.8	1,165.3
Sales of JGBs for individual investors (transaction base)	101.3	1,271.6	1,290.6	747.8	615.2	189.0	187.3	130.4	108.5	159.7	68.4	41.4
Retail foreign currency bond sales	2,284.7	1,990.0	1,154.4	1,119.2	677.1	166.4	195.9	184.5	130.2	129.9	154.1	286.9

<sup>\*</sup> Nomura Securities

# **Domestic Retail Related Data (2)**

#### **Domestic Client Assets\***



<sup>\*</sup> Domestic Client Assets = Total of client assets in custody in Domestic Retail (including regional financial institutions) and Financial Management Division

<sup>\*\*</sup> Includes CBs and warrants

<sup>\*\*</sup> Includes variable annuity insurance

# **Domestic Retail Related Data (3)**

# **Domestic Client Assets Net Asset Inflow \* Full Year** Quarter (billions of yen) 8,000 6,749 5,975 6,000 4,581 4,000 3,391 1,687 1,788 1,582 2,000 897 FY2008.3

FY2006.3

FY2007.3

**1Q** 

FY2005.3

FY2004.3

FY2003.3

**3Q** 

2Q

<sup>\*</sup>Domestic Client Assets excludes portion from regional financial institutions Note: Net Asset Inflow = Asset Inflow - Asset Outflow

# **Domestic Retail Related Data (4)**

#### Number of Accounts\* / IT Share\*\*

(thousands)

	Mar. 31,2003	Mar. 31,2004	Mar. 31,2005	Mar. 31,2006	Mar. 31,2007	Jun. 30,2007	Sep. 30,2007	Dec. 31,2007
Accounts with balance	3,418	3,460	3,678	3,780	3,953	4,002	4,066	4,117
Equity holding accounts	1,311	1,379	1,680	1,745	1,853	1,877	1,932	1,969
Nomura Home Trade (online trading accounts)	1,141	1,367	1,716	1,969	2,243	2,340	2,575	2,686

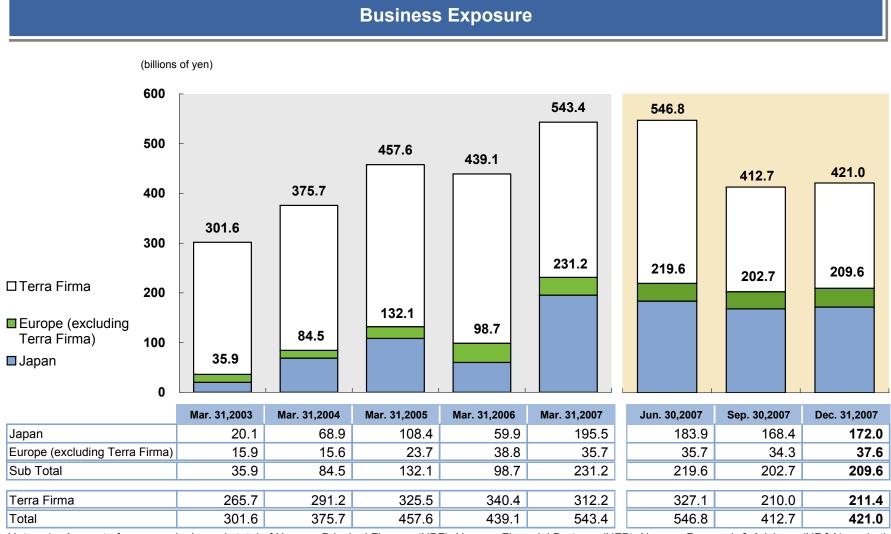
Full Year Quarter
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		FY2003.3	FY2004.3	FY2005.3	FY2006.3 FY2007.3	FY2008.3			
		F12003.3	F12004.3	F12005.3	F12000.3	F12007.3	1Q	2Q	3Q
New accounts (individual) (thousands)		237	297	425	343	417	135	162	148
IT	share**			•					
	No. of orders	41%	49%	52%	55%	55%	57%	58%	57%
	Transaction value	14%	22%	24%	27%	27%	27%	29%	29%

<sup>\*</sup> Total of Domestic Retail and Financial Management Division

<sup>\*\*</sup>IT share is the percentage of trades via Nomura Home Trade and Telephone Answer comprising the total of cash stock transactions and kabushiki-mini-toshi (odd lot stock investment)

# **Global Merchant Banking Related Data**

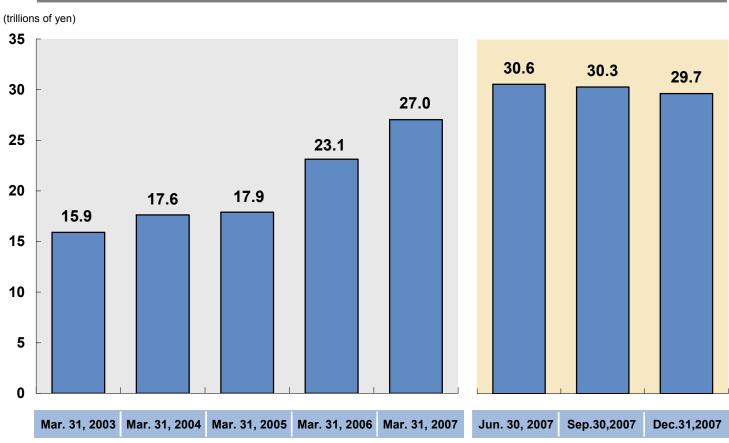


Notes: 1. Amount of exposure in Japan is total of Nomura Principal Finance (NPF), Nomura Financial Partners (NFP), Nomura Research & Advisory (NR&A) and others.

<sup>2.</sup> Amount of exposure in Europe (excluding Terra Firma) is total of Private Equity Group (PEG) and Nomura Phase4 Ventures (NPV).

# **Asset Management Related Data (1)**

#### **Total Assets Under Management**



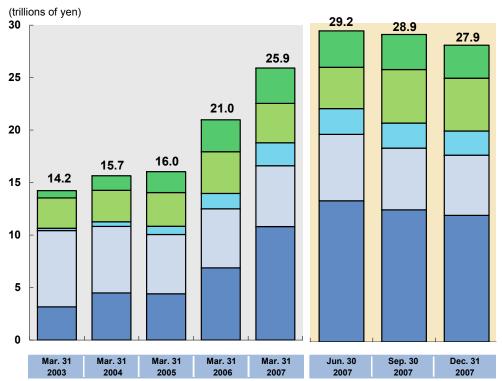
Notes: 1. Total assets under management of Nomura Asset Management, Nomura Corporate Research and Asset Management, Nomura Funds Research and Technologies, MAINTRUST KAG, and Nomura Funds Research and Technologies America. Adjusted for asset overlap amongst group companies. Data until March 31, 2006, include Nomura BlackRock Asset Management.

2. Nomura Funds Research and Technologies America data as of end of Nov. 2007.

# **Asset Management Related Data (2)**

#### **Nomura Asset Management Assets Under Management**





	Assets Under Management									
		Mar. 31 2003	Mar. 31 2004	Mar. 31 2005	Mar. 31 2006	Mar. 31 2007	Jun. 30 2007	Sep. 30 2007	Dec. 31 2007	
Inv	estment trusts	10.7	11.3	10.8	14.0	18.8	22.0	20.6	19.8	
	Public stock investment trusts	3.2	4.5	4.4	6.9	10.8	13.3	12.4	11.9	
	Public bond investment trusts	7.3	6.3	5.6	5.6	5.8	6.2	5.8	5.7	
	Privately placed investment trusts	0.2	0.4	0.8	1.5	2.2	2.4	2.3	2.3	
Inv	estment advisory	3.6	4.4	5.1	7.0	7.1	7.3	8.3	8.1	
	Domestic investment advisory	2.9	3.0	3.2	4.0	3.7	3.9	5.0	5.0	
	Overseas investment advisory	0.7	1.4	2.0	3.0	3.4	3.4	3.3	3.1	
To	al	14.2	15.7	16.0	21.0	25.9	29.2	28.9	27.9	

#### **Net Asset Inflows**

	Full Year						Quarte	r
	FY2003.3	FY2005.3	1Q	FY2008.3 2Q	3Q			
Public stock investment trusts	0.8	0.1	-0.1	1.0	3.8	2.0	0.0	0.2
Exclude ETF	0.2	-0.1	0.2	1.4	3.7	1.2	0.7	0.1
Public bond investment trusts	-3.1	-1.0	-0.7	0.0	0.2	0.5	-0.4	-0.1
Privately placed investment trusts	0.1	0.1	0.3	0.5	0.7	0.2	0.0	0.0
Net Asset Inflows	-2.2	-0.7	-0.5	1.5	4.6	2.6	-0.4	0.0

- Public stock investment trusts
- ☐ Public bond investment trusts
- □ Privately placed investment trusts■ Overseas investment advisory
- Domestic investment advisory

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# **Asset Management Related Data (3)**

(trillions of yen)

Domestic Public Investment Trust Market and Nomura Asset Management Market Share

		Mar. 31, 2003	Mar. 31, 2004	Mar. 31, 2005	Mar. 31, 2006	Mar. 31, 2007	Jun. 30, 2007	Sep. 30, 2007	Dec. 31, 2007
	Stock investment trusts	3.2	4.5	4.4	6.9	10.8	13.3	12.4	11.9
Nomura Asset	Bond investment trusts	7.3	6.3	5.6	5.6	5.8	6.2	5.8	5.7
Management	Public stock investment trusts, Nomura's share (%)	19%	19%	15%	15%	18%	20%	18%	18%
	Public bond investment trusts, Nomura's share (%)	40%	40%	42%	42%	44%	44%	45%	44%
Market Total	Stock investment trusts	16.3	23.3	28.9	45.0	59.4	67.9	67.5	66.8
warket Total	Bond investment trusts	18.1	15.8	13.5	13.5	13.2	14.1	12.9	13.0

Source: Investment Trusts Association, Japan

(billions of yen)

AUM of Products Supplied to Banks and Japan Post Bank

	Mar. 31, 2005	Mar. 31, 2006	Mar. 31, 2007	Jun. 30, 2007	Sep. 30, 2007	Dec. 31, 2007
Banks*	330	791	1,935	2,191	2,124	1,882
Japan Post Bank (Japan Post)	0	90	425	537	569	576

\*Excludes Japan Post Bank and Nomura Trust & Banking. Figure for March 31, 2007, has been reclassified based on estimation method used for June 30, 2007

AUM in Key Funds

My Story Profit Distribution-type Fund B	0	454	1,537	1,955	2,099	2,115
Global REIT Open	18	307	684	735	668	520
Nomura Global Six Assets Diversified Fund	0	59	333	414	435	441
Nomura Global High Interest Rate Currencies Fund	0	0	0	0	209	419
Global Attractive Dividend Stock Fund (Monthly)	0	0	411	504	463	383
Nomura Global All Stars	0	0	263	324	314	292
Asia Attractive Dividend Stock Fund	0	0	341	413	389	288
Global High Income Stock Fund	10	24	180	271	308	288
Nomura New Global High Interest Rate Currencies Fund	0	0	0	0	0	246
Nomura Japan-US REIT Fund	3	18	348	388	339	281

#### **Third Quarter Achievements**

Domestic Retail

- Newly-launched Investment Trusts
  - □ Nomura New Global High Interest Rate Currencies Fund (launched 11/27/2007) AUM as of 12/31/2007 : 244.6 billion yen
- Existing Investment Trusts
  - □ Nomura Global High Interest Rate Currencies Fund
  - □ Schroders Latin America Stock Fund
- New Bond Issues
  - □ Toyota Motor Credit Corporation (euro AUD bond)

Issue amt.: AUD 930 million (total of SB and step-up bond)

Oct-Dec sales : Approx. 200 billion yen

Oct-Dec sales: Approx. 130 billion yen

Global Markets

- Large International Bond Underwritings
  - European Investment Bank: 5 billion euros
- **Equity Derivatives:** Completed 22 fund derivative contracts (total amount: approx. 507 million euros)
- Loan-related Business: Approx. 69.3 billion yen
  - □ Nomura Capital Investment (NCI): Total of approx. 61.3 billion yen

Global Investment Banking

- Major Deals
  - □ IPO Sony Financial Holdings: 348 billion yen
  - □ REIT Industrial & Infrastructure Fund Investment Corp.: 38 billion yen
  - M&A Tender offer by Japan Tobacco for Katokichi: 175 billion yen

Management integration of TIS and INTEC Holdings: 147 billion yen Tender offer by Asahi Breweries for Asahi Soft Drinks: 54 billion yen

Joinvest Securities

	2006			2007				
	June	September	December	March	June	September	December	
Number of Accounts	40,156	61,554	75,562	129,516	166,387	183,267	205,668	
Margin Trading Accounts	1,224	3,182	5,805	9,054	11,272	13,519	15,873	
Monthly Transaction Value (millions of yen)	54,919	177,096	316,303	591,354	699,710	573,236	695,415	
Margin Transaction Value	19,472	100,698	191,666	386,363	453,191	405,078	499,429	
Assets in Custody (millions of yen)	47,754	113,301	171,540	256,215	319,248	342,276	364,367	

# **League Tables**

2 Daiwa Securities SMBC

6 Mizuho Financial Group

4 Mitsubishi UFJ Financial Group

Bookrunner

а

Nomura

3 Nikko Citi

5 JP Morgan

7 Morgan Stanley

9 Shinko Securities

8 Merrill Lynch

10 UBS

#### **Global Equity & Equity-related (Japan)**

Jan. 1, 2007 - Dec. 31,

Mkt. Share

40.9%

10.2%

9.9%

9.8%

9.1%

6.0%

4.9%

2.4%

1.8%

1.7%

Proceeds

(USD mil)

10,378.8

2,584.9

2,515.5

2,493.9

2,300.8

1,529.3

1,243.8

612.0

456.6

437.3

#### **Any Japanese Involvement Financial Advisors**

2007	R
No. of	а
INO. OI	n
Deals	k
75	1
60	2
29	3
22	3 4
3	5
33	6
6	7

3

24

	Announced deals, value base									
R		Jan. 1, 2007 - Dec. 31, 2007								
a n	Advisor	Rank Value	Mkt. Share	No. of						
1	Nomura	(USD mil) 34,495.4	22.4%	Deals 155						
2	Citi	23,032.6	15.0%	96						
3	GCA	21,966.5	14.3%	25						
4	Merrill Lynch	21,133.8	13.7%	20						
5	Goldman Sachs	18,965.2	12.3%	31						
6	Mitsubishi UFJ Financial Group	18,386.2	11.9%	113						
7	Morgan Stanley	17,502.7	11.4%	29						
8	Mizuho Financial Group	16,020.8	10.4%	101						
9	Daiwa Securities SMBC	15,096.1	9.8%	130						
10	JP Morgan	14,032.3	9.1%	23						

#### **Global & Euro Yen Bonds**

<b>Domestic Straight Bonds</b>	(excluding	self-funding)

R		Jan. 1, 200	07 - Dec. 31	, 2007
a n	Bookrunner	Proceeds	Mkt. Share	No. of
k		(JPY mil)	WIKE. SHALE	Issues
1	Nikko Citi	1,424,757.2	23.5%	76
2	Morgan Stanley	730,336.5	12.0%	23
3	Deutsche Bank	445,612.0	7.3%	30
4	Daiwa Securities SMBC	367,739.8	6.1%	21
5	Nomura	320,152.0	5.3%	15
6	Barclays Capital	271,079.1	4.5%	23
7	Merrill Lynch	268,859.8	4.4%	7
8	BNP Paribas	255,970.0	4.2%	44
9	Mitsubishi UFJ Financial Group	235,812.8	3.9%	9
10	Bank of America Securities	230,000.0	3.8%	1

R		Apr. 1, 2007 - Dec. 31, 2007				
a n k	Bookrunner	Proceeds (JPY mil)	Mkt. Share	No. of Issues		
1	Mizuho Financial Group	1,772,957.9	24.9%	88		
2	Daiwa Securities SMBC	1,485,585.3	20.8%	74		
3	Nomura	1,319,135.7	18.5%	89		
4	Mitsubishi UFJ Financial Group	1,304,165.6	18.3%	77		
5	Nikko Citi	563,278.3	7.9%	36		
6	Merrill Lynch	110,814.3	1.6%	10		
7	UBS	110,000.0	1.5%	4		
8	Shinko Securities	108,833.3	1.5%	10		
9	Credit Suisse Securities	91,666.7	1.3%	7		
10	Goldman Sachs & Co	84,985.5	1.2%	7		

Source: Thomson Financial



# **Market Share Data**

(trillions of yen)

Full Year

Quarter

Secondary Market Share Data

		FY2003.3	FY2004.3	FY2005.3	FY2006.3	FY2007.3
Indiv	vidual Equity Agency Transactions	Share				
	Market	52.0	105.9	144.7	308.3	270.2
	Nomura Securities' share	16%	10%	8%	7%	5%
Off-f	loor/Off-exchange Equity Trading S	Share				
	Off-floor market	33.2	31.9	33.2	48.6	48.2
	Off-exchange	14.1	19.3	21.1	30.5	42.8
	Nomura Securities' share	20%	16%	17%	21%	21%
JGB	Auction Share					
	Market	68.1	74.4	80.1	80.7	85.3
	Nomura Securities' share	15%	16%	18%	11%	11%
Bon	d Secondary Trading Share					
	Market	1,129	1,235	1,361	1,296	1,341
	Nomura Securities' share	14%	16%	15%	13%	11%

	FY2008.3	
1Q	2Q	3Q
67.2	62.9	52.3
4%	4%	4%
13.4	11.4	11.0
14.2	11.8	11.7
22%	22%	19%
21.7	21.2	21.5
11%	9%	9%
353	386	387
10%	10%	10%

Primary Market Share Data

		FY2003.3	FY2004.3	FY2005.3	FY2006.3	FY2007.3	FY2008.3 1-3Q (accumulated)
Glob	oal Equity and Equity-related Japan						
	Nomura's share	30%	30%	25%	26%	33%	39%
Japa	anese IPO						
	Nomura's share	11%	27%	32%	20%	21%	47%
Japa	anese PO						
	Nomura's share	50%	33%	25%	27%	40%	43%
Con	vertible Bonds						
	Nomura's share	13%	28%	19%	34%	34%	18%
Glob	oal and Euro Yen Bonds						
	Nomura's share	21%	31%	23%	23%	7%	4%
Stra	ight Bonds, Lead Manager (excl. se	elf-funding)					
	Nomura's share	26%	19%	17%	18%	14%	17%

Source: Thomson Financial (Value base)

#### Value at Risk

#### Definition

- From April 2, 2007 to December 31, 2007 (billions of yen)
- □ 99% confidence level (2.33 standard dev.)
- ☐ 1-day time horizon for outstanding portfolio
- ☐ Inter-product price fluctuations considered

□ Maximum: 7.8

☐ Minimum: 4.6

□ Average: 5.8

(billions of ven)

End of the period	Mar. 2003	Mar. 2004	Mar. 2005	Mar. 2006	Mar. 2007	Jun. 2007	Sep. 2007	Dec. 2007
Equity	1.5	3.3	3.0	6.0	4.6	4.7	3.3	3.8
Interest Rate	2.3	2.0	2.8	3.3	3.7	3.5	3.2	2.4
Foreign Exchange	0.2	0.5	0.7	1.4	1.4	2.4	2.6	4.2
Sub-total	4.0	5.8	6.5	10.7	9.8	10.6	9.1	10.4
Diversification Benefit	-0.9	-1.9	-2.4	-3.7	-3.6	-4.2	-3.5	-5.0
VaR	3.1	3.9	4.1	7.0	6.2	6.4	5.6	5.4

# **Number of Employees**

	Mar. 2003	Mar. 2004	Mar. 2005	Mar. 2006	Mar. 2007	Dec. 2007
Japan (excluding FA, SA)*	9,285	9,185	9,236	9,618	10,667	11,685
Japan (FA, SA)	1,986	1,915	1,875	1,948	2,174	2,415
Europe	1,389	1,403	1,535	1,515	1,791	1,912
Americas	797	866	1,026	1,073	1,322	1,118
Asia/Oceania	616	655	718	778	900	1,046
Total	14,073	14,024	14,390	14,932	16,854	18,176

Note: Headcount figures have been reclassified to include certain contract employees since September 2007.

Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

<sup>\*</sup>Excludes employees of private equity investee companies

# **NOMURA Full Year**



# **Consolidated Income (Annually)**

(billions of yen)

					` ,
	FY2003.3	FY2004.3	FY2005.3	FY2006.3	FY2007.3
Revenue					
Commissions	141.6	210.2	222.0	356.3	337.5
Fees from investment banking	81.8	87.0	92.3	108.8	99.3
Asset management and portfolio service fees	79.3	66.2	78.5	102.7	146.0
Net gain on trading	172.3	229.0	201.7	304.2	290.0
Gain (loss) on private equity investments	-14.4	13.1	7.7	12.3	47.6
Interest and dividends	368.7	343.3	401.4	693.8	981.3
Gain (loss) on investments in equity securities	-41.3	55.9	15.3	67.7	-20.1
Private equity entities product sales	6.2	17.6	75.1	88.2	100.1
Other	13.4	23.6	32.3	58.8	67.4
Total revenue	807.7	1,045.9	1,126.2	1,792.8	2,049.1
Interest expense	241.4	242.8	327.0	647.2	958.0
Net revenue	566.3	803.1	799.2	1,145.7	1,091.1
Non-interest expenses	518.9	520.4	594.4	700.1	769.3
Income from continuing operations before income taxes	47.4	282.7	204.8	445.6	321.8
Income from discontinued operations before income taxes	-	-	-	99.4	-
Income before income taxes	47.4	282.7	204.8	545.0	321.8
Net income from continuing operations	119.9	172.3	94.7	256.6	175.8
Net income from discontinued operations	-	-	-	47.7	-
Net income	119.9	172.3	94.7	304.3	175.8

Note: In accordance with SFAS No. 144 "Accounting for the Impairment or Disposal of Long-Lived Assets," net revenue and non-interest expenses from operations that were treated as discontinued during the fiscal year ended March 31, 2006, are separately reported as income from discontinued operations.

# Main Revenue Items (Annually)

(billions of yen)

Commissions

	FY2003.3	FY2004.3	FY2005.3	FY2006.3	FY2007.3
Stock brokerage commissions (Domestic Retail)	48.2	92.1	103.0	153.6	98.3
Stock brokerage commissions (Other)	29.3	45.4	40.2	79.5	73.2
Other brokerage commissions	7.6	12.2	13.0	14.3	6.8
Commissions for distribution of investment trusts	30.5	37.3	41.7	85.1	120.5
Other	26.0	23.2	24.1	23.8	38.6
Total	141.6	210.2	222.0	356.3	337.5

Fees from Investment Banking

Equity underwriting and distribution	24.6	44.7	49.1	57.3	56.6
Bond underwriting and distribution	37.0	26.4	20.5	21.2	15.3
M&A/Financial advisory fees	16.8	15.8	22.6	30.3	26.7
Other	3.4	0.1	0.1	0.1	0.7
Total	81.8	87.0	92.3	108.8	99.3

Asset Management and Portfolio Service Fees

Asset management fees	60.2	44.2	51.1	68.5	106.3
Administration fees	10.0	12.1	16.1	20.6	24.0
Custodial fees	9.1	9.9	11.3	13.6	15.7
Total	79.3	66.2	78.5	102.7	146.0

Net Gain on Trading\*

Bonds and other	133.6	152.3	120.9	150.9	154.9
Equity	35.9	75.2	76.8	148.1	137.6
Merchant banking	2.8	1.5	4.0	5.2	-2.5
Net interest revenue	127.3	100.4	74.3	46.6	23.3
Total	299.6	329.4	276.0	350.8	313.4

<sup>\*</sup>Includes net interest revenue

# Adjustment of Consolidated Results and Segment Results: Income before Income Taxes (Annually)

(billions of yen)

		FY2003.3	FY2004.3	FY2005.3	FY2006.3	FY2007.3
Domestic Retail		35.7	79.5	81.2	197.2	160.9
Global Markets		93.6	120.8	60.2	157.7	58.8
Global Investment Banking		12.8	17.2	29.2	51.5	44.4
Global Merchant Banking		-15.3	0.5	-3.0	55.4	52.8
Asset Management		4.0	0.5	10.0	20.6	36.5
5 Business Segment Total		130.8	218.5	177.5	482.5	353.3
Other		-41.6	7.0	10.1	-30.5	23.9
Segment Total		89.2	225.5	187.6	452.0	377.3
Unrealized gain (loss) on investments in equity securities held for operating purposes		-43.0	54.7	8.4	59.3	-38.2
Effect of consolidation/deconsolidation of certain private equity investee companies		1.2	2.4	8.9	-65.7	-17.3
US GAAP	Income from continuing operations before income taxes	47.4	282.7	204.8	445.6	321.8
	Income from discontinued operations before income taxes	-	-	-	99.4	-
	Total	47.4	282.7	204.8	545.0	321.8

Notes:1. In accordance with SFAS No. 144 "Accounting for the Impairment or Disposal of Long-Lived Assets," net revenue and non-interest expenses from operations that were treated as discontinued during the fiscal year ended March 31, 2006, are separately reported as income from discontinued operations.

<sup>2.</sup> In April 2005, Global Wholesale was reorganized into Global Markets, Global Investment Banking and Global Merchant Banking.

<sup>3.</sup> In April 2004, Fixed Income, Equity and certain functions of Investment Banking were consolidated to create Global Markets.

<sup>4.</sup> Global Markets figures up to FY2004.3 are the total of Fixed Income and Equity and differ slightly in composition from those of FY2005.3 onward.

<sup>5.</sup> In January 2006, certain functions of Other business were integrated into Asset Management. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

# NOMURA

Nomura Holdings, Inc. www.nomura.com