## 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 May 2016

## 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), Fourth quarter and fiscal year ended March 2016

### 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: May 6, 2016

By: /s/ Hajime Ikeda Hajime Ikeda Senior Managing Director





## Consolidated Results of Operations Fourth quarter, year ended March 2016

(US GAAP)

Nomura Holdings, Inc.

April 2016

## Outline

## **NO///URA**

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## FY2015/16 full year highlights

Three segment total income before income taxes: Y179.7bn (-35% YoY); Retail and Wholesale results impacted by market dislocation and slowdown in client activity from August onwards

### Retail

- Sales of stocks and investment trusts slowed as retail client risk appetite dropped off
- Continued transformation of business model: Recurring revenue up 20% YoY

### Asset Management

- Reported record net revenue driven by ongoing inflows into investment trusts and growth in assets under management
- Income before income taxes strongest since year ended March 2007

### Wholesale

- Equities and Investment Banking reported stronger revenues, while Fixed Income had challenging year, particularly in Spread Products
- Reviewed EMEA and Americas businesses based on current market environment

### Group income before income taxes: Y165.2bn (-52% YoY); Net income<sup>1</sup>: Y131.6bn (-41% YoY)

- Group income before income taxes weighed down by slower performance in three business segments, unrealized loss on security holdings (Y43.2bn)<sup>2</sup>, and impact of settlement in legal proceedings (approx. Y35bn)<sup>3</sup>
- Decline in net income narrowed due to booking of deferred tax assets (lower tax expense)<sup>4</sup>

### Solid capital position

CET1 capital ratio: 14.7% (2019 fully-loaded basis); Consolidated leverage ratio: 4.32%

### Shareholder returns

- Dividend per share: Year end Y3; Annual Y13
- 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 35 million shares
  - Total value: Upper limit of Y20bn
  - From May 18, 2016, to July 22, 2016 Period:

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Net income attributable to Nomura Holdings shareholders. Unrealized loss on investments in equity securities held for operating purposes (Y20.7bn), unrealized loss from Ashikaga Holdings shares (Y22.5bn). Impact of settlement with Banca Monte dei Paschi di Siena SpA (approx. Y35bn). Booked deferred tax assets (tax expense declined) due to decision to wind up specified subsidiaries based in EMEA (Nomura Capital Markets Limited and Nomura Asia Holding N. V.).

## **Executive summary**

## FY2015/16 4Q highlights

### Three segment total loss before income taxes of Y4.9bn as business environment deteriorated from January due to plunge in share prices, stronger yen, and decline in liquidity in fixed income markets

- Despite controlling costs (-8% QoQ), unable to offset drop in revenues and profitability suffered
- Severance-related expenses arising from headcount reduction in April were booked in 4Q (just under Y16bn)

### Retail

- Investor sentiment deteriorated from January on the back of plunge in share prices and sharp appreciation of the yen
- Solid sales of bonds, but other products sluggish

### Asset Management

- AuM declined due to market factors; Non-recurrence of dividend income booked last quarter

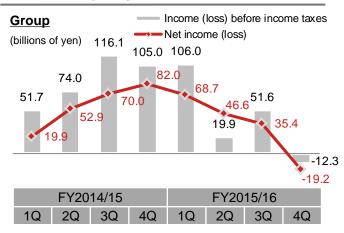
### Wholesale

- Fixed income revenues declined in all regions and products due to market turmoil and lower client activity
- Resilient performance in Equities and Investment Banking

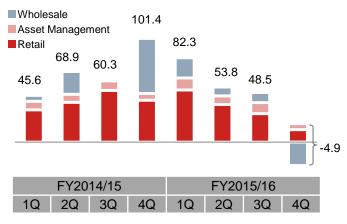
### Group loss before income taxes: Y12.3bn; Net loss<sup>1</sup>: Y19.2bn

Higher unrealized loss on securities holdings due to decline in share prices (approx. Y42bn)<sup>2</sup>, while positive contributions came from equity stake in affiliates earnings and gain on changes to own and counterparty credit spreads

Income (loss) before income taxes and net income (loss)<sup>1</sup>



### Three segment income (loss) before income taxes



<sup>(1)</sup> Net income (loss) attributable to Nomura Holdings shareholders.

<sup>(2)</sup> Unrealized loss on investments in equity securities held for operating purposes (Y23.5bn), unrealized loss from Ashikaga Holdings shares (Y18.6bn).

## **Overview of results**



## Highlights

(billions of yen, except EPS and ROE)	r				
	FY2015/16 4Q	QoQ	YoY	FY2015/16 Full year	YoY
Net revenue	280.1	-21%	-36%	1,395.7	-13%
Non-interest expenses	292.5	-4%	-11%	1,230.5	-2%
Income (loss) before income taxes	-12.3	-	· .	165.2	-52%
Net income (loss) <sup>1</sup>	-19.2	-		131.6	-41%
EPS <sup>2</sup>	-Y5.33	-		Y35.52	-41%
ROE <sup>3</sup>	-			4.9%	
		j.		·	

(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 (loss) for each period.

## **Business segment results**

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

(billions of yen)		FY2015/16 4Q	QoQ	YoY	FY2015/16 Full year	YoY
Net revenue	Retail	85.0	-18%	-31%	435.6	-9%
	Asset Management	20.3	-20%	-15%	95.4	+3%
	Wholesale	136.2	-27%	-41%	720.3	-9%
	Subtotal	241.5	-23%	-36%	1,251.3	-8%
	Other *	62.1	+80%	+28%	165.1	-25%
	Unrealized gain (loss) on investments in equity securities held for operating purposes	-23.5	-	-	-20.7	-
	Net revenue	280.1	-21%	-36%	1,395.7	-13%
Income	Retail	12.2	-56%	-70%	127.6	-21%
(loss) before income taxes	Asset Management	5.8	-46%	-13%	36.7	+14%
	Wholesale	-22.8	-	-	15.4	-81%
E E	Subtotal	-4.9	-	-	179.7	-35%
	Other *	16.1			6.1	-87%
	Unrealized gain (loss) on investments in equity securities held for operating purposes	-23.5	-	-	-20.7	
	Income (loss) before income taxes	-12.3	· ·	-	165.2	-52%

\*Additional information on "Other" (4Q)

Gain on changes to own and counterparty credit spreads (Y9.2bn vs. loss of Y1.5bn in 3Q)

Unrealized loss from Ashikaga Holdings shares (Y18.6bn vs. loss of Y3.2bn in 3Q)

**NO/MURA** 

## **NO///URA**

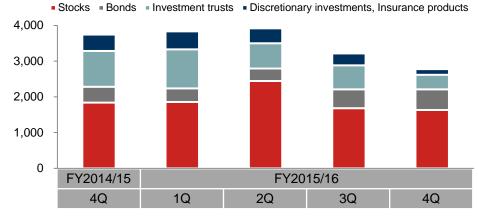
## Net revenue and income before income taxes

Retail

(billions of yen)											
	Full year			C	Quarter						
	FY14 FY15	FY14 /15		FY201	15/16		QoQ	YoY			
	/15 /16	4Q	1Q	2Q	3Q	4Q					
Net revenue	476.5 <b>435.6</b>	122.9	130.7	115.7	104.3	85.0	-18%	-31%			
Non-interest expenses	314.7 <b>308.0</b>	82.0	79.8	78.9	76.5	72.9	-5%	-11%			
Income before income taxes	161.8 <b>127.6</b>	40.9	50.9	36.7	27.8	12.2	-56%	-70%			

## Total sales<sup>1</sup>

### (billions of yen)



### **Key points**

### Full year

- Net revenue: Y435.6bn (-9% YoY)
- Income before income taxes: Y127.6bn (-21% YoY)
  - Solid performance in 1H but sales of stocks and investment trusts slowed from August as market conditions deteriorated
  - Continued to transform business model: Recurring revenue up 20% YoY (from Y63.5bn to Y76.5bn)

### Fourth quarter

- Net revenue: Y85bn (-18% QoQ; -31% YoY)
- Income before income taxes: Y12.2bn (-56% QoQ; -70% YoY)
- Net revenue and income before income taxes both down QoQ
  - Investor sentiment deteriorated from January on the back of plunge in share prices and sharp appreciation of the yen
  - Robust sales of bonds but other product sales generally weak

Total sales<sup>1</sup> declined 14% QoQ

Stocks: -3% QoQ

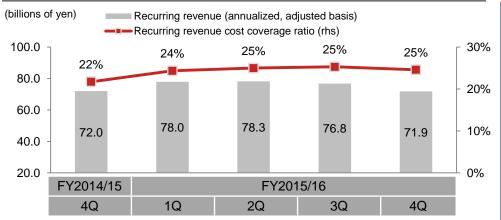
 Lower contribution from primary deals (primary stock subscriptions<sup>2</sup>: Y75.2bn, -77% QoQ)

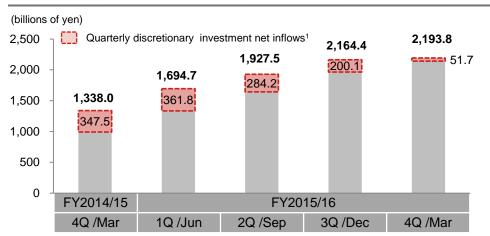
- Investment trusts: -39% QoQ
  - Slow sales of investment trusts as investors in wait-and-see mode
- Bonds: Y578.2bn, +10% QoQ
  - Increased demand for JGBs for individual investors driven by negative interest rates
  - Contributions from primary deals
- Discretionary investment and insurance sales down -51% QoQ

- (1) Retail channel only.
- (2) Retail channels, Net & Call, and Hotto Direct.

## **Retail: Progress amid challenging environment**

## **Recurring revenue**





(2) Retail channels only.

Discretionary investment assets under management

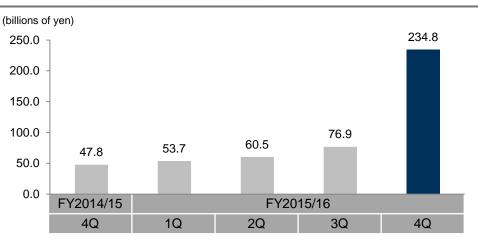
Retail channels, Japan Wealth Management Group.
 NISA account applications as at end Mar 2016 includes Junior NISA.

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

<ul> <li>Continued net inflows into discretionary investments and investment trusts despite challenging environment; Recurring revenue down QoQ due to market factors</li> <li><u>Mar 2016/4Q</u> <u>Dec 2015/3Q</u></li> </ul>									
<ul> <li>Recurring revenue         <ul> <li>Discretionary investment net inflows<sup>1</sup></li> <li>Investment trust net inflows<sup>1</sup></li> </ul> </li> <li>Sales of insurance products<sup>2</sup></li> <li>Client franchise</li> </ul>	Y17.9bn Y51.7bn Y8.7bn Y72.3bn	Y19.4bn Y200.1bn Y9.2bn Y105.2bn							
<ul> <li>Retail client assets</li> <li>Accounts with balance</li> <li>NISA account applications<sup>3</sup></li> <li>Net inflows of cash and securities<sup>4</sup></li> </ul>	Y100.6trn 5.39m 1.67m -Y43bn	Y108.8trn 5.38m 1.64m -Y355.8bn							

Continued not inflowed into discretionery investments

Sales of JGBs to individual investors



**NO/MURA** 

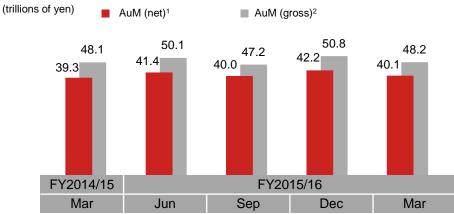
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## Asset Management

### Net revenue and income before income taxes

(billions of yen)	Full year		Quarter						
		FY2014FY2015		FY2015/16				QoQ	YoY
	/15	/16	4Q	1Q	2Q	3Q	4Q	QUQ	
Net revenue	92.4	95.4	23.9	26.9	22.9	25.3	20.3	-20%	-15%
Non-interest expenses	60.3	58.7	17.2	15.2	14.4	14.6	14.5	-0.4%	-16%
Income before income taxes	32.1	36.7	6.7	11.7	8.4	10.7	5.8	-46%	-13%

## Assets under management



## Key points

### Full year

- Net revenue: Y95.4bn (+3% YoY)
- Income before income taxes: Y36.7bn (+14% YoY)
  - Significantly stronger inflows into ETFs, investment trusts for discretionary investments and privately placed funds for regional financial institutions amid heightened market volatility
  - AuM growth drove net revenue to record high and income before income taxes to strongest level since the year ended March 2007
  - GPIF chose four foreign bond mandates managed by Nomura

### Quarter

- Net revenue: Y20.3bn (-20% QoQ; -15% YoY)
- Income before income taxes: Y5.8bn (-46% QoQ; -13% YoY)
  - Net revenue and income before income taxes both down QoQ as market factors led to decline in AuM and due to non-recurrence of dividend income booked last quarter and other factors

### Investment trust business

 Continued inflows into ETFs, privately placed funds for regional financial institutions and investment trusts for discretionary investments

	<u>4Q INHOWS</u>
–NOMURA Hyper Bull Bear 5 :	Y43.6bn
– Nomura Fund Wrap Japan Stock :	Y14.3bn
–Nomura Fund Wrap International Bond :	Y12.9bn

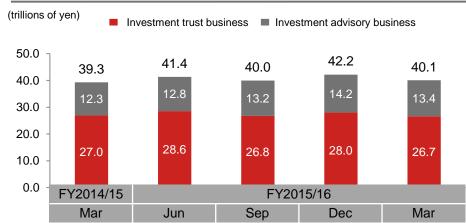
### Investment advisory and international businesses

- Ongoing inflows from large Japanese public pension fund
- Internationally, although Japan equities reported outflows, we saw ongoing inflows into US high yield products
- (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.

(2) Assets under management (gross) of above three companies. Historical AuM (gross) figures have been reclassified in line with a revised calculation method introduced in the third quarter of the fiscal year ending 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.

# Asset Management: Highly recognized investment management expertise





## Assets under management (net)<sup>1</sup> by business

Inflows into investment trust business<sup>3</sup>

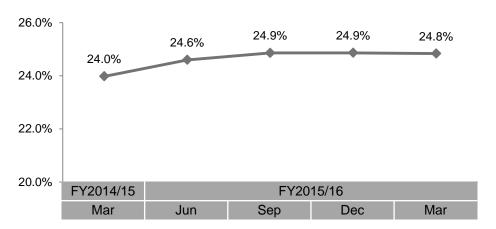
1Q

4Q

#### (billions of yen) MRFs, MMFs, etc. Investment trust business ETF Other investment trusts (excl. ETFs) (exc. ETFs) 1,500 1.294 944 838 1,000 464 477 308 500 259 0 -398 -102 -427 -500 -1.000FY2014/15 FY2015/16

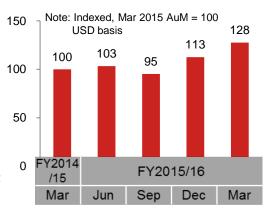
2Q

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



## NCRAM<sup>4</sup> investment advisory assets under management

- Highly rated for strong performance over medium to long term, NCRAM<sup>4</sup> has seen ongoing inflows from institutional investors and investment advisory AuM increased 28% over past year
- New clients from UCITS<sup>5</sup> and continued growth in investment advisory mandates



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

4Q

(2) Source: The Investment Trusts Association, Japan. (3) Based on net assets under management. (4) Nomura Corporate Research and Asset Management.

3Q

(5) Undertakings for Collective Investment in Transferable Securities (UCITS) is the main European framework covering collective investment schemes investing in transferable securities.

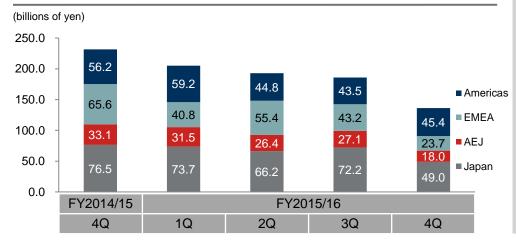
## **NO///URA**

## Wholesale

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

(billions of yen)	Full year		Quarterly						
	FY14	FY14 FY15			FY201	15/16		QoQ	YoY
	/15	/16	4Q	1Q	2Q	3Q	4Q	QOQ	TOT
Global Markets	683.4	600.3	199.0	176.2	158.7	157.2	108.3	-31%	-46%
Investment Banking	106.5	120.0	32.4	29.0	34.2	28.8	27.9	-3%	-14%
Net revenue	789.9	720.3	231.5	205.2	192.9	186.0	136.2	-27%	-41%
Non-interest expenses	707.7	704.9	177.7	185.5	184.3	176.0	159.0	-10%	-10%
Income (loss) before income taxes	82.2	15.4	53.8	19.7	8.6	9.9	-22.8	-	-

## Net revenue by region



### Key points

### Full year

- Net revenue: Y720.3bn (-9% YoY)
- Income before income taxes: Y15.4bn (-81% YoY)
- Equities and Investment Banking both reported stronger revenues YoY, while in Fixed income, strong performance in Rates was offset by a challenging period for Spread Products
- Continued to control costs, but unable to offset decline in revenues resulting in decline in income before income taxes

### Fourth quarter

- Net revenue: Y136.2bn (-27% QoQ; -41% YoY)
- Loss before income taxes: Y22.8bn
- Booked loss before income taxes on marked decline in revenue QoQ
- Fixed Income revenues declined across all regions and products due to market turmoil and slowdown in client activity
- Equities and Investment Banking remained resilient

### Net revenue by region (QoQ, YoY)

- Japan: Y49.0bn (-32%, -36%)
- Sluggish performance in Rates and Credit coupled with absence of private equity gain booked last quarter
- Americas: Y45.4bn (+4%, -19%)
- Slow quarter in Rates and Securitized Products offset by realized gain on sale of Chi-X shares
- EMEA: Y23.7bn (-45%, -64%)
- Challenging quarter for Fixed Income, primarily in Rates
- AEJ: Y18.0bn (-33%, -46%)
  - Slower client activity led to slowdown in Emerging Market FX

## Wholesale: Global Markets

#### (billions of yen) Equities -31% QoQ Fixed Income 199.0 176.2 -46% YoY 158.7 157.2 81.7 92.1 108.3 75.5 76.9 80.7 117.4 84.1 83.2 80.2 27.6 FY2014/15 FY2015/16 4Q 1Q 2Q 3Q 4Q

## Key points

Net revenue<sup>1</sup>

## Fourth quarter

### Global Markets

- Net revenue: Y108.3bn (-31% QoQ; -46% YoY)
  - Equities uplifted by gain on sale of Chi-X shares, but Fixed Income significantly declined

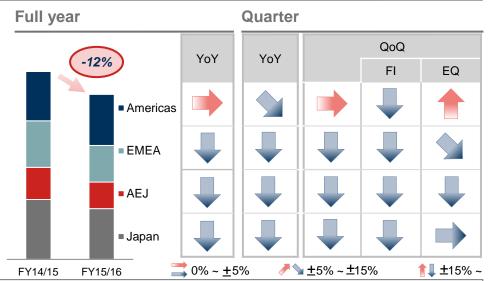
## Fixed Income

- Net revenue: Y27.6bn (-66% QoQ; -76% YoY)
  - Trading environment impacted by rapid spread widening, plunging liquidity, and market disruption following negative rates in Japan
  - Decline in revenues due to under-performance in Spread Products and slowdown in Rates, particularly in Japan

## Equities

- Net revenue: Y80.7bn (+5% QoQ; -1% YoY)
  - Stronger revenues QoQ amid heightened volatility as Japan business performed well, and Americas booked gain on sale of Chi-X shares

## FY2015/16 full year and 4Q net revenue by region



### Full year

 Strong performance in Rates weighed down by sharp decline in Spread Products and EMEA Equities

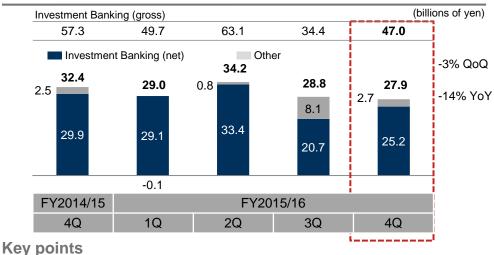
## Fourth quarter

- Americas: Slow quarter for all Fixed Income products except FX; Cash Equities was resilient
- EMEA: In Fixed Income, Rates slowed significantly from strong 3Q; In Equities, Derivatives had a slow quarter
- AEJ: Slowdown in Fixed Income, mainly in Emerging Markets FX; Equities reported weak performance in Derivatives due to low client activity
- Japan: Fixed Income saw significant slowdown in Rates and Credit, while increased client activity in Equities led to solid performance in Cash Equities

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## Wholesale: Investment Banking

FY2015/16 4Q announced deals



### Net revenue

### Fourth quarter

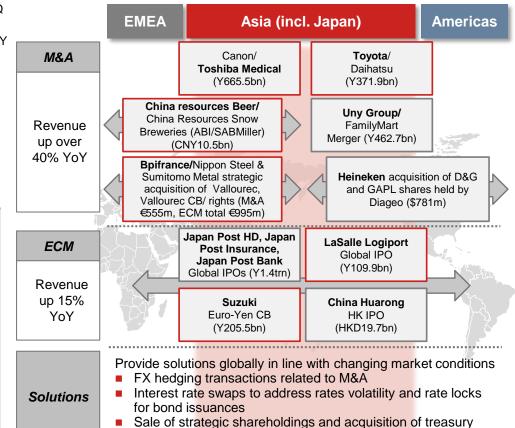
- Net revenue: Y27.9bn (-3% QoQ; -14% YoY)
  - -Stronger revenues in core business, but absence of one-off gain booked last quarter (gain on sale of private equity investment)
- Investment Banking (gross) revenue up 37% QoQ to Y47bn despite decline in fee pools

-All products booked higher revenues QoQ, with revenues driven particularly by M&A and DCM

- -Japan: Stronger revenues both QoQ and YoY
- Revenues driven by high-profile M&A and ECM deals; Retained top spot in Japan-related league tables (Market share: M&A 36.5%; ECM 47.3%)<sup>1</sup>
- Growth in Solutions business, which now accounts for over 20% of Japan revenues
- International: Revenues up QoQ driven by improvement in Americas business, but down YoY

Full year gross revenue flat YoY despite fee pool decline of over 10%

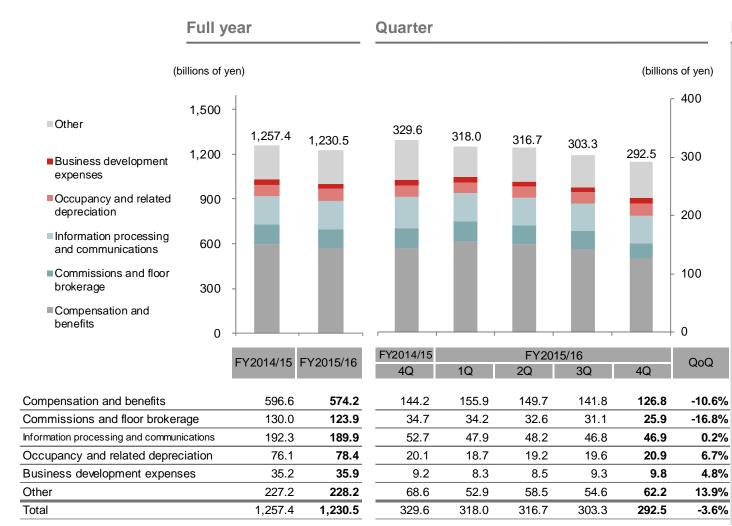
Driven by global business centered on Asia; Japan revenues at five-year high
 Slowdown in fixed income related businesses, but revenue growth in M&A, ECM and Solutions businesses



stock in response to Japan's Corporate Governance Code

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## **Non-interest expenses**



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	-				

### Full year

Non-interest expenses: Y1,230.5bn (-2% YoY)

 Compensation and benefits declined mainly internationally due to cost reductions and pay for performance (-4% YoY)

### Fourth quarter

- Non-interest expenses: Y292.5bn (-4% QoQ)
  - Compensation and benefits (-11% QoQ)
  - Decline due to focus on pay for performance
  - Severance related expenses associated with headcount reduction (just under Y16bn)
  - Commissions and floor brokerage (-17% QoQ)
  - Declined in line with lower trading volumes

- Other (+14% QoQ)

 Higher expenses at consolidated subsidiaries

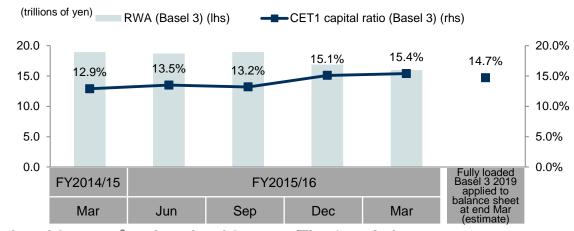
## **Robust financial position**

## **NOMURA**

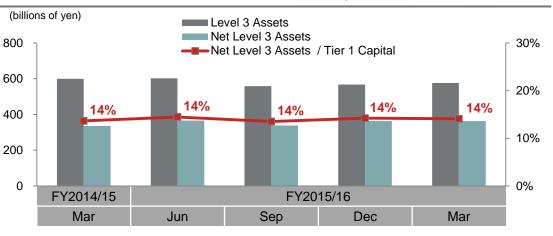
## Balance sheet related indicators and capital ratios

	<u>Mar 2015</u>	<u>Dec 2015</u>	<u>Mar 2016</u>
Total assets	Y41.8trn	Y43.5trn	Y41.1trn
Shareholders' equity	Y2.7trn	Y2.8trn	Y2.7trn
<ul> <li>Gross leverage</li> </ul>	15.4x	15.5x	15.2x
Net leverage <sup>1</sup>	9.3x	9.7x	9.6x
<ul> <li>Level 3 assets<sup>2</sup> (net)</li> </ul>	Y0.3trn	Y0.4trn	Y0.4trn
Liquidity portfolio	Y6.1trn	Y6.5trn	Y5.9trn
(billions of yen)			
Basel 3 basis	Mar 2015	Dec 2015	Mar 2016 <sup>2</sup>
Tier 1 capit	al 2,459	2,552	2,576
Tier 2 capit	al 361	342	323
Total capital	2,820	2,894	2,899
RWA <sup>3</sup>	18 929	16,864	15,994
Tier 1 capital ratio	12.9%	15.1%	16.1%
CET 1 capital ratio <sup>4</sup>	12.9%	15.1%	15.4%
Consolidated capital adequacy ratio	14.8%	17.1%	18.1%
Consolidated Leverage ratio <sup>5</sup>	3.82%	4.14%	4.32%
HQLA <sup>6</sup>	-	Y6.0trn	Y6.2trn
			••••••

### Risk weighted assets<sup>3</sup> and CET1 capital ratio



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



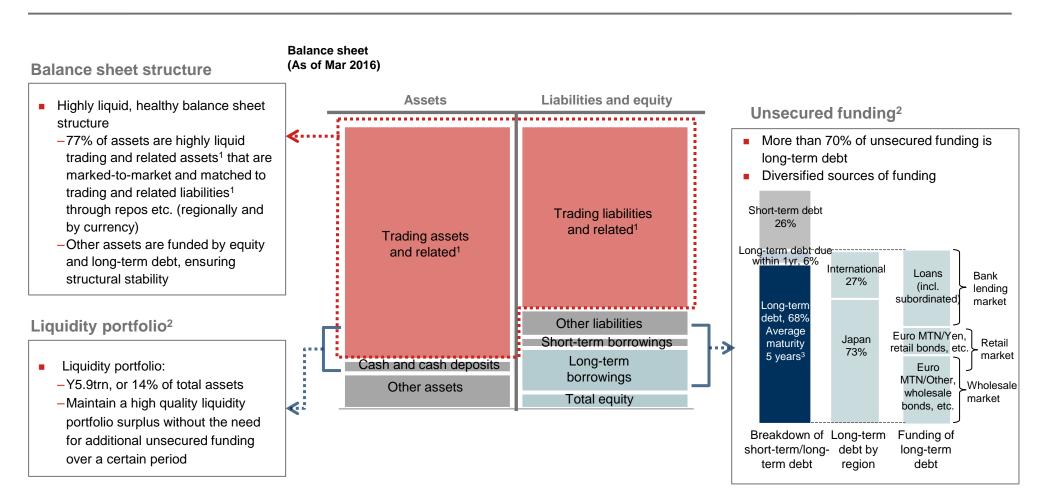
(1) Net leverage: Total assets minus securities purchased under agreements to resell and securities borrowed, divided by Nomura Holdings shareholders' equity. (2) Preliminary.

(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.

## **Funding and liquidity**





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



**Financial Supplement** 

## **NO/MURA**

## **Consolidated balance sheet**

(billions of yen)	Mar 31, 2015	Mar 31, 2016	Increase (Decrease)		Mar 31, 2015	Mar 31, 2016	Increase (Decrease)
Assets				Liabilities			
Total cash and cash deposits	2,097	3,899	1,802	Short-term borrowings	662	663	1
				Total payables and deposits	3,399	4,249	851
Total loans and receivables	2,948	2,970	21	Total collateralized financing	15,380	16,606	1,226
				Trading liabilities	10,044	7,499	-2,545
Total collateralized agreements	16,720	15,078	-1,642	Other liabilities	1,217	1,201	-16
				Long-term borrowings	8,336	8,130	-207
Total trading assets <sup>1</sup> and private equity investments	17,309	16,410	-899	Total liabilities	39,038	38,347	-691
Total other assets	2,710	2,734	24	Equity			
				Total NHI shareholders' equity	2,708	2,700	-8
				Noncontrolling interest	37	43	6
Total assets	41,783	41,090	-693	Total liabilities and equity	41,783	41,090	-693

## Value at risk



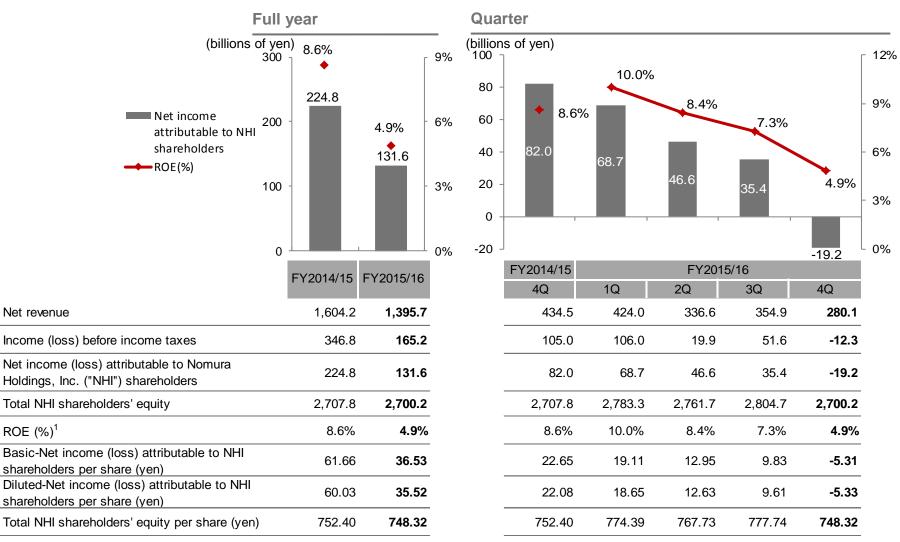
- Definition
  - 99% confidence level
  - 1-day time horizon for outstanding portfolio
  - Inter-product price fluctuations considered

- From April 1, 2015 to March 31, 2016 (billions of yen)
  - Maximum: 9.1
  - Minimum: 3.5
  - Average: 5.3

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

## **NOMURA**

## **Consolidated financial highlights**



(1) Quarterly ROE is calculated using annualized year-to-date net income (loss).

## **Consolidated income**

	Full year		Quarter					
(billions of yen)	FY2014/15	FY2015/16	FY2014/15 4Q	1Q	FY2015/16 2Q 3Q		4Q	
Revenue			. УЧ		29		27	
Commissions	453.4	432.0	123.7	130.3	111.5	102.3	87.8	
Fees from investment banking	95.1	118.3	25.8	24.5	44.9	20.0	29.0	
Asset management and portfolio service fees	203.4	229.0	54.3	59.9	58.2	57.8	53.1	
Net gain on trading	531.3	354.0	134.3	124.7	62.6	105.2	61.5	
Gain on private equity investments	5.5	13.8	5.5	1.2	0.6	8.7	3.3	
Interest and dividends	436.8	440.1	107.5	113.6	111.5	107.9	106.9	
Gain (loss) on investments in equity securities	29.4	-20.5	8.4	9.2	-10.9	4.7	-23.5	
Other	175.7	156.5	50.5	44.9	39.6	27.9	44.1	
Total revenue	1,930.6	1,723.1	510.0	508.4	417.9	434.5	362.2	
Interest expense	326.4	327.4	75.5	84.4	81.3	79.6	82.1	
Net revenue	1,604.2	1,395.7	434.5	424.0	336.6	354.9	280.1	
Non-interest expenses	1,257.4	1,230.5	329.6	318.0	316.7	303.3	292.5	
Income (loss) before income taxes	346.8	165.2	105.0	106.0	19.9	51.6	-12.3	
Net income (loss) attributable to NHI shareholders	224.8	131.6	82.0	68.7	46.6	35.4	-19.2	

**NO/MURA** 

## Main revenue items

Full year Quarter		
(billions of yen) FY2014/15 FY2015/16 FY2014/15 FY2014/1	5/16 3Q	4Q
Stock brokerage commissions         252.8         275.0         70.7         78.7         71.3	63.7	61.3
Other brokerage commissions         19.6         23.3         5.8         5.2         6.8	5.4	5.8
CommissionsCommissions for distribution of investment trusts134.389.533.634.322.0	20.8	12.4
Other 46.8 44.2 13.5 12.2 11.3	12.4	8.3
Total 453.4 <b>432.0</b> 123.7 130.3 111.5	102.3	87.8
Equity underwriting and distribution28.856.76.97.430.8	10.3	8.2
Bond underwriting and distribution         20.4         12.9         6.1         4.6         3.3	1.8	3.3
Fees from         M&A / financial advisory fees         24.6         33.1         5.6         7.7         7.5	6.5	11.3
investment banking Other 21.2 <b>15.6</b> 7.2 4.8 3.3	1.4	6.2
Total 95.1 <b>118.3</b> 25.8 24.5 44.9	20.0	29.0
Asset management fees         151.8         164.4         39.9         44.2         42.0	41.2	36.9
Asset management Administration fees 32.6 45.7 9.4 10.7 11.3	11.9	11.7
and portfolio service feesAdministration lees32.040.7Custodial fees19.019.05.05.04.8	4.7	4.4
Total         203.4         229.0         54.3         59.9         58.2	57.8	53.1

NOMURA

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

	Full year			Quarter							
(billions of yen)			FY2014/15		FY201	5/16					
	FY2014/15	FY2015/16	4Q	1Q	2Q	3Q	4Q				
Retail	161.8	127.6	40.9	50.9	36.7	27.8	12.2				
Asset Management	32.1	36.7	6.7	11.7	8.4	10.7	5.8				
Wholesale	82.2	15.4	53.8	19.7	8.6	9.9	-22.8				
Three Business segments total	276.1	179.7	101.4	82.3	53.8	48.5	-4.9				
Other	46.0	6.1	-4.0	14.7	-23.0	-1.6	16.1				
Segments total	322.1	185.8	97.4	97.0	30.8	46.9	11.2				
Unrealized gain (loss) on investments in equity securities held for operating purposes	24.7	-20.7	7.6	9.0	-10.9	4.7	-23.5				
Income (loss) before income taxes	346.8	165.2	105.0	106.0	19.9	51.6	-12.3				

Geographic information: Income (loss) before income taxes<sup>1</sup>

	Full year		Quarter							
(billions of yen)	FY2014/15	FY2015/16	FY2014/15 4Q	1Q	FY201 2Q	5/16 3Q	4Q			
Americas	-27.6	-32.0	-14.2	-2.4	-19.8	-12.3	2.4			
Europe	-23.5	-67.4	7.8	-9.7	-35.2	-5.7	-16.8			
Asia and Oceania	34.6	19.8	10.3	14.8	9.2	-2.0	-2.2			
Subtotal	-16.4	-79.6	3.9	2.7	-45.8	-19.9	-16.6			
Japan	363.2	244.8	101.0	103.3	65.6	71.6	4.3			
Income (loss) before income taxes	346.8	165.2	105.0	106.0	19.9	51.6	-12.3			

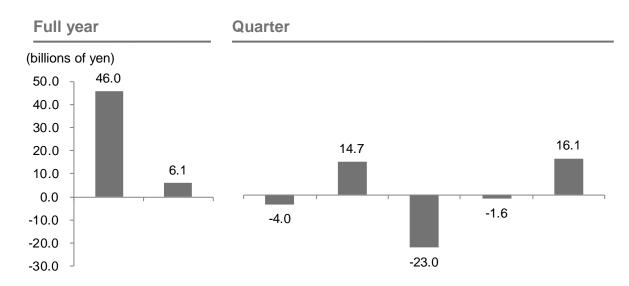
(1) Geographic information is based on U.S. GAAP. (Figures are preliminary for the three months ended March 31, 2016). Nomura's revenues and expenses are allocated based on the country of domicile of the legal entity providing the service. This information is not used for business management purposes.

**NOMURA** 



## Segment "Other"

## Income (loss) before income taxes



	EV2014/15	FY2015/16	FY2014/15		FY201	5/16	
	112014/13	112013/10	4Q	1Q	2Q	3Q	4Q
Net gain (loss) related to economic hedging transactions	15.1	6.4	-0.3	-2.6	1.1	-0.6	8.5
Realized gain on investments in equity securities held for operating purposes	4.7	0.2	0.8	0.2	0.0	0.0	0.0
Equity in earnings of affiliates	42.2	32.7	12.6	13.8	9.1	4.8	5.1
Corporate items	-20.1	-52.3	-5.5	-3.9	-40.0	-3.2	-5.2
Others	4.0	19.2	-11.5	7.2	6.9	-2.6	7.7
Income (loss) before income taxes	46.0	6.1	-4.0	14.7	-23.0	-1.6	16.1

## **NO/MURA**

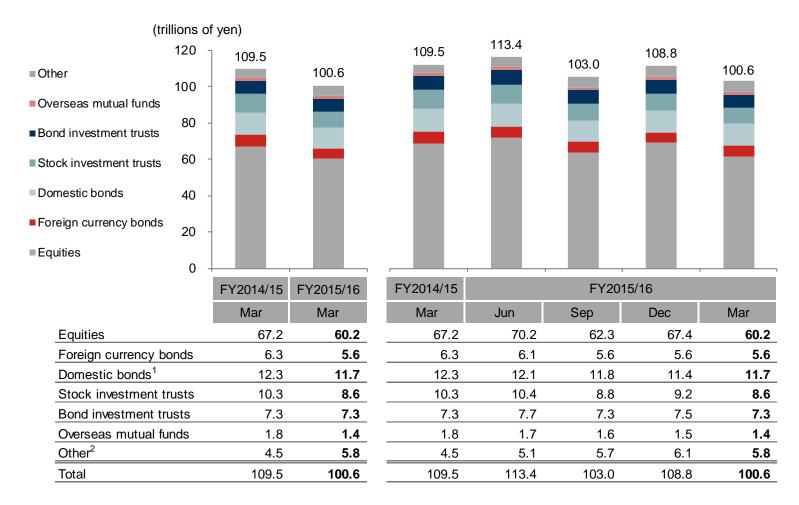
## Retail related data (1)

Full year		Quarter						
EV2014/15	EV2015/16	FY2014/15		FY201	5/16		0-0	YoY
112014/13	112013/10	4Q	1Q	2Q	3Q	4Q	QUQ	101
258.9	220.3	67.7	73.8	55.8	51.8	38.9	-24.9%	-42.6%
81.8	78.9	22.6	26.4	20.0	18.0	14.4	-20.0%	-36.2%
134.9	93.6	33.7	34.9	22.5	22.0	14.3	-35.1%	-57.6%
106.4	86.4	25.4	26.0	19.7	23.2	17.5	-24.7%	-31.3%
32.5	35.9	8.0	6.2	16.6	6.1	7.0	15.0%	-13.1%
71.9	85.3	20.0	21.9	22.0	21.4	20.0	-6.6%	0.2%
6.9	7.8	1.8	2.8	1.5	1.8	1.7	-7.5%	-7.1%
476.5	435.6	122.9	130.7	115.7	104.3	85.0	-18.5%	-30.8%
314.7	308.0	82.0	79.8	78.9	76.5	72.9	-4.7%	-11.2%
161.8	127.6	40.9	50.9	36.7	27.8	12.2	-56.3%	-70.3%
9,478.5	5,644.9	2,336.3	1,975.3	1,407.3	1,485.8	776.4	-47.7%	-66.8%
3,110.2	1,094.0	739.8	382.2	298.7	266.8	146.2	-45.2%	-80.2%
5,445.1	3,656.3	1,372.4	1,378.9	922.2	842.0	513.2	-39.1%	-62.6%
923.1	894.6	224.1	214.2	186.4	377.0	117.0	-69.0%	-47.8%
2,401.7	2,806.4	2,401.7	2,531.4	2,640.5	2,742.7	2,806.4	2.3%	16.9%
380.6	425.9	47.8	53.7	60.5	76.9	234.8	3.1x	4.9x
1,255.7	1,205.0	254.4	257.9	253.2	398.5	295.4	-25.9%	16.1%
	FY2014/15 258.9 81.8 134.9 106.4 32.5 71.9 6.9 476.5 314.7 161.8 9,478.5 3,110.2 5,445.1 923.1 2,401.7 380.6	FY2014/15       FY2015/16         258.9       220.3         81.8       78.9         134.9       93.6         106.4       86.4         32.5       35.9         71.9       85.3         6.9       7.8         476.5       435.6         314.7       308.0         161.8       127.6         9,478.5       5,644.9         3,110.2       1,094.0         5,445.1       3,656.3         923.1       894.6         2,401.7       2,806.4         380.6       425.9	FY2014/15         FY2015/16         FY2014/15           4Q         4Q           258.9         220.3         67.7           81.8         78.9         22.6           134.9         93.6         33.7           106.4         86.4         25.4           32.5         35.9         8.0           71.9         85.3         20.0           6.9         7.8         1.8           476.5         435.6         122.9           314.7         308.0         82.0           161.8         127.6         40.9           9,478.5         5,644.9         2,336.3           3,110.2         1,094.0         739.8           5,445.1         3,656.3         1,372.4           923.1         894.6         224.1           2,401.7         2,806.4         2,401.7           380.6         425.9         47.8	FY2014/15         FY2015/16         FY2014/15           4Q         1Q           258.9         220.3         67.7         73.8           81.8         78.9         22.6         26.4           134.9         93.6         33.7         34.9           106.4         86.4         25.4         26.0           32.5         35.9         8.0         6.2           71.9         85.3         20.0         21.9           6.9         7.8         1.8         2.8           476.5         435.6         122.9         130.7           314.7         308.0         82.0         79.8           161.8         127.6         40.9         50.9           9,478.5         5,644.9         2,336.3         1,975.3           3,110.2         1,094.0         739.8         382.2           5,445.1         3,656.3         1,372.4         1,378.9           923.1         894.6         224.1         214.2           2,401.7         2,531.4         380.6         425.9         47.8         53.7	FY2014/15         FY2015/16         FY2014/15         FY201           258.9         220.3         67.7         73.8         55.8           81.8         78.9         22.6         26.4         20.0           134.9         93.6         33.7         34.9         22.5           106.4         86.4         25.4         26.0         19.7           32.5         35.9         8.0         6.2         16.6           71.9         85.3         20.0         21.9         22.0           6.9         7.8         1.8         2.8         1.5           476.5         435.6         122.9         130.7         115.7           314.7         308.0         82.0         79.8         78.9           161.8         127.6         40.9         50.9         36.7           9,478.5         5,644.9         2,336.3         1,975.3         1,407.3           3,110.2         1,094.0         739.8         382.2         298.7           5,445.1         3,656.3         1,372.4         1,378.9         922.2           923.1         894.6         224.1         214.2         186.4           2,401.7         2,531.4	FY2014/15FY2015/16FY2014/15FY2015/164Q1Q2Q3Q258.9220.3 $67.7$ 73.8 $55.8$ $51.8$ 81.878.922.6 $26.4$ 20.0 $18.0$ 134.993.633.7 $34.9$ $22.5$ $22.0$ 106.486.425.4 $26.0$ $19.7$ $23.2$ 32.535.9 $8.0$ $6.2$ $16.6$ $6.1$ 71.985.320.0 $21.9$ $22.0$ $21.4$ $6.9$ 7.8 $1.8$ $2.8$ $1.5$ $18.8$ 476.5435.6 $122.9$ $130.7$ $115.7$ $104.3$ 314.7308.0 $82.0$ 79.8 $78.9$ $76.5$ 161.8127.6 $40.9$ $50.9$ $36.7$ $27.8$ 9,478.55,644.9 $2,336.3$ $1,975.3$ $1,407.3$ $1,485.8$ 3,110.21,094.0 $739.8$ $382.2$ $298.7$ $266.8$ 5,445.13,656.3 $1,372.4$ $1,378.9$ $922.2$ $842.0$ 923.1894.6 $224.1$ $214.2$ $186.4$ $377.0$ 2,401.72,806.4 $2,401.7$ $2,531.4$ $2,640.5$ $2,742.7$ 380.6425.9 $47.8$ $53.7$ $60.5$ $76.9$	FY2014/15FY2015/16FY2014/15FY2015/16FY2015/164Q1Q2Q3Q4Q258.9220.3 $67.7$ 73.855.851.838.981.878.922.626.420.018.014.4134.993.633.734.922.522.014.3106.486.425.426.019.723.217.532.535.98.06.216.66.17.071.985.320.021.922.021.420.06.97.81.82.81.51.81.7476.5435.6122.9130.7115.7104.385.0314.7308.082.079.878.976.572.9161.8127.640.950.936.727.812.29,478.55,644.92,336.31,975.31,407.31,485.8776.43,110.21,094.0739.8382.2298.7266.8146.25,445.13,656.31,372.41,378.9922.2842.0513.2923.1894.6224.1214.2186.4377.0117.02,401.72,806.42,401.72,531.42,640.52,742.72,806.4380.6425.947.853.760.576.9234.8	FY2014/15FY2015/16FY2014/15FY2014/15FY2015/16QoQ258.9220.3 $67.7$ $73.8$ $55.8$ $51.8$ $38.9$ $-24.9\%$ 81.8 <b>78.9</b> 22.6 $26.4$ 20.0 $18.0$ $14.4$ $-20.0\%$ 134.9 <b>93.6</b> $33.7$ $34.9$ $22.5$ $22.0$ $14.3$ $-35.1\%$ 106.4 <b>86.4</b> $25.4$ $26.0$ $19.7$ $23.2$ $17.5$ $-24.7\%$ 32.5 <b>35.9</b> $8.0$ $6.2$ $16.6$ $6.1$ <b>7.0</b> $15.0\%$ 71.9 <b>85.3</b> $20.0$ $21.9$ $22.0$ $21.4$ $20.0$ $-6.6\%$ $6.9$ <b>7.8</b> $1.8$ $2.8$ $1.5$ $1.8$ $1.7$ $-7.5\%$ $476.5$ <b>435.6</b> $122.9$ $130.7$ $115.7$ $104.3$ <b>85.0</b> $-18.5\%$ $314.7$ <b>308.0</b> $82.0$ $79.8$ $78.9$ $76.5$ $72.9$ $-4.7\%$ $161.8$ <b>127.6</b> $40.9$ $50.9$ $36.7$ $27.8$ $12.2$ $-56.3\%$ $9,478.5$ <b>5,644.9</b> $2,336.3$ $1,975.3$ $1,407.3$ $1,485.8$ $776.4$ $-47.7\%$ $3,110.2$ $1,094.0$ $739.8$ $382.2$ $298.7$ $266.8$ $146.2$ $-45.2\%$ $5,445.1$ $3,656.3$ $1,372.4$ $1,378.9$ $922.2$ $842.0$ $513.2$ $-39.1\%$ $923.1$ <b>894.6</b> $224.1$ $214.2$ $186.4$ $377.0$ $117.0$ $-69.0\%$ $923.1$ <b>894.6</b> $24.17$ $2,$



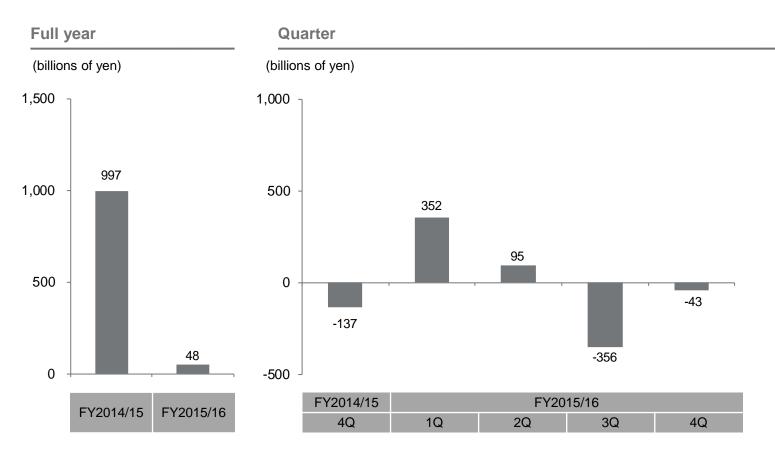
## Retail related data (2)

## **Retail client assets**



Retail related data (3)

## Net inflows of cash and securities<sup>1</sup>



**NO/MURA** 

## Retail related data (4)



## Number of accounts

(thousands)	FY2014/15	2014/15 FY2015/16			FY201	15/16	
	Mar	Mar	Mar	Jun	Sep	Dec	Mar
Accounts with balance	5,294	5,389	5,294	5,316	5,366	5,384	5,389
Equity holding accounts	2,719	2,827	2,719	2,700	2,725	2,796	2,827
Nomura Home Trade / Net & Call accounts	4,216	4,412	4,216	4,270	4,337	4,384	4,412

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

	Full year			Quarter						
(thousands)			FY2014/15	15 FY2015/16						
(	FY2014/15	FY2014/15 FY2015/16		1Q	2Q	3Q	4Q			
New individual accounts	320	320 <b>336</b>		90	103	86	57			
IT share <sup>1</sup>										
No. of orders	59%	58%	60%	59%	60%	55%	59%			
Transaction value	37%	36%	39%	37%	40%	32%	36%			

## **NO/MURA**

## Asset Management related data (1)

	Full year		Quarter	Quarter						
(billions of yen)	FY2014/15 FY2015		FY2014/15		FY201		0.00	VoV		
	FY2014/15	FY2015/16	4Q	1Q	2Q	3Q	4Q	QoQ	YoY	
Net revenue	92.4	95.4	23.9	26.9	22.9	25.3	20.3	-19.8%	-15.0%	
Non-interest expenses	60.3	58.7	17.2	15.2	14.4	14.6	14.5	-0.4%	-15.6%	
Income before income taxes	32.1	36.7	6.7	11.7	8.4	10.7	5.8	-46.2%	-13.3%	

## Assets under management by company

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

(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, and Nomura Corporate Research and Asset Management.

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

## Asset inflows/outflows by business<sup>1</sup>

Full year			Quarter						
(billions of yen)	FY	FY	FY2014/15		FY2015	5/16			
	2014/15	2015/16	4Q	1Q	2Q	3Q	4Q		
Investment trusts business	3,418	2,717	942	1,252	896	157	412		
of which ETFs	843	2,339	477	308	1,294	-102	838		
Investment advisory business	50	2,038	113	38	1,446	646	-92		
Net asset inflow	3,469	4,755	1,055	1,290	2,342	803	320		

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

(trillions of yen)	FY2014/15 FY2015/16		FY2014/15	FY2015/16						
	Mar	Mar	Mar	Jun	Jun Sep		Mar			
Domestic public stock investment trusts										
Market	80.3	78.6	80.3	83.1	77.1	81.7	78.6			
Nomura's share (%)	20%	21%	20%	21%	21%	21%	21%			
Domestic public bond investment trusts										
Market	16.7	13.9	16.7	17.7	16.0	16.0	13.9			
Nomura's share (%)	43%	46%	43%	42%	43%	43%	46%			
ETF										
Market	12.9	15.8	12.9	14.5	14.5	16.2	15.8			
Nomura's share (%)	48%	48%	48%	47%	49%	47%	48%			

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

**NO/MURA** 



## Wholesale related data (1)

## Wholesale

	Full year	Full year							
(billions of yen)	EV2014/15	FY2015/16	FY2014/15	FY2014/15 FY2015/16					YoY
	F12014/13		4Q	1Q	2Q	3Q	4Q	QoQ	101
Net revenue	789.9	720.3	231.5	205.2	192.9	186.0	136.2	-26.8%	-41.2%
Non-interest expenses	707.7	704.9	177.7	185.5	184.3	176.0	159.0	-9.7%	-10.5%
Income (loss) before income taxes	82.2	15.4	53.8	19.7	8.6	9.9	-22.8	-	-

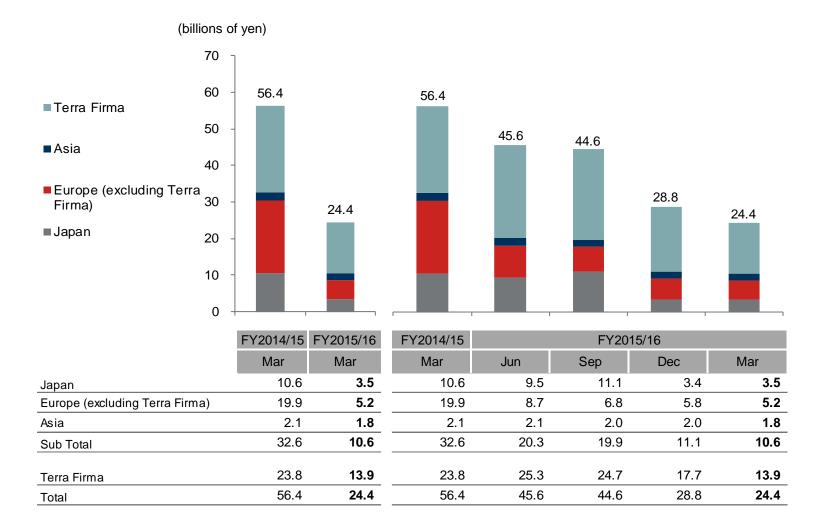
## **Breakdown of Wholesale revenues**

	Full year		Quarter						
(billions of yen)	EV2014/15	FY2015/16	FY2014/15 FY2015/16					QoQ	YoY
	F12014/15		4Q	1Q	2Q	3Q	4Q		101
Fixed Income <sup>1</sup>	396.9	275.2	117.4	84.1	83.2	80.2	27.6	-65.6%	-76.5%
Equities <sup>1</sup>	286.5	325.1	81.7	92.1	75.5	76.9	80.7	4.9%	-1.2%
Global Markets	683.4	600.3	199.0	176.2	158.7	157.2	108.3	-31.1%	-45.6%
Investment Banking (Net)	104.7	108.4	29.9	29.1	33.4	20.7	25.2	22.0%	-15.5%
Other	1.8	11.5	2.5	-0.1	0.8	8.1	2.7	-66.9%	5.9%
Investment Banking	106.5	120.0	32.4	29.0	34.2	28.8	27.9	-3.1%	-13.9%
Net revenue	789.9	720.3	231.5	205.2	192.9	186.0	136.2	-26.8%	-41.2%
Investment Banking (Gross)	193.8	194.2	57.3	49.7	63.1	34.4	47.0	36.8%	-17.9%



## Wholesale related data (2)

## **Private equity related investments**





## Number of employees

FY2014/15	FY2015/16	FY2014/15	FY2015/16			
Mar	Mar	Mar	Jun	Sep	Dec	Mar
15,973	16,083	15,973	16,570	16,381	16,282	16,083
3,485	3,424	3,485	3,492	3,494	3,433	3,424
2,449	2,503	2,449	2,439	2,514	2,501	2,503
6,765	6,855	6,765	6,788	6,862	6,853	6,855
28,672	28,865	28,672	29,289	29,251	29,069	28,865
	Mar 15,973 3,485 2,449 6,765	Mar         Mar           15,973         16,083           3,485         3,424           2,449         2,503           6,765         6,855	Mar         Mar         Mar           15,973         16,083         15,973           3,485         3,424         3,485           2,449         2,503         2,449           6,765         6,855         6,765	Mar         Mar         Mar         Jun           15,973         16,083         15,973         16,570           3,485         3,424         3,485         3,492           2,449         2,503         2,449         2,439           6,765         6,855         6,765         6,788	Mar         Mar         Jun         Sep           15,973         16,083         15,973         16,570         16,381           3,485         3,424         3,485         3,492         3,494           2,449         2,503         2,449         2,439         2,514           6,765         6,855         6,765         6,788         6,862	Mar         Mar         Jun         Sep         Dec           15,973         16,083         15,973         16,570         16,381         16,282           3,485         3,424         3,485         3,492         3,494         3,433           2,449         2,503         2,449         2,439         2,514         2,501           6,765         6,855         6,765         6,788         6,862         6,853

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