# 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 August 2023

# NOMURA HOLDINGS, INC.

(Translation of registrant's name into English)

13-1, 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 cov Form 20-F or Form 40-F.									
	Form 20-F <u>X</u>	Form 40-F							
Indicate by check m Regulation S-T Rule 10	e	itting the Form 6-K in paper as permitted by							
Indicate by check m Regulation S-T Rule 10	•	itting the Form 6-K in paper as permitted by							

Information furnished on this form:

## **EXHIBIT**

<u>Exhibit Number</u>
1. Consolidated Results of Operations (US GAAP), First quarter, year ending March 2024

#### **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.

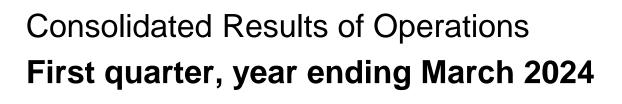
## NOMURA HOLDINGS, INC.

Date: August 4, 2023 By: /s/ Yoshifumi Kishida

Yoshifumi Kishida

Senior Managing Director





(US GAAP)

Nomura Holdings, Inc.

# **Outline**



#### **Presentation**

- Executive summary (p. 2)
- Overview of results (p. 3)
- Business segment results (p. 4)
- Retail (p. 5-7)
- Investment Management (p. 8-9)
- Wholesale (p. 10-12)
- Non-interest expenses (p. 13)
- Robust financial position (p. 14)

#### **Financial Supplement**

- Consolidated balance sheet (p. 16)
- Value at risk (p. 17)
- Consolidated financial highlights (p. 18)
- Consolidated income (p. 19)
- Main revenue items (p. 20)
- Consolidated results: Income (loss) before income taxes by segment and region (p. 21)
- Segment "Other" (p. 22)
- Retail related data (p. 23-26)
- Investment Management related data (p. 27-28)
- Wholesale related data (p. 29)
- Number of employees (p. 30)

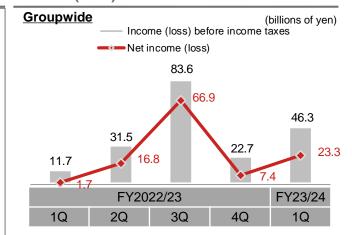
# **NOMURA**

# **Executive summary**

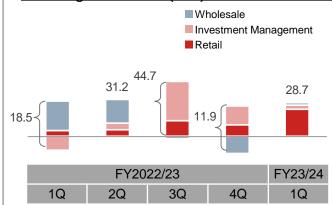
#### FY2023/24 1Q highlights

- Net revenue: Y348.9bn (+7% QoQ); Income before income taxes: Y46.3bn (+104% QoQ); Net income¹: Y23.3bn (3.2x QoQ); EPS²: Y7.40; ROE³: 2.9%
- Three segment income before income taxes of Y28.7bn (+140% QoQ): Rebound in Retail earnings
  - Retail
    - We finished reorganizing our teams to better understand client needs and provided detailed consulting services, resulting in stronger sales across all products and services and revenue growth
    - ✓ Recurring revenue assets reached record high of Y20.3trn
  - Investment Management
    - ✓ Business revenue increased by 13% QoQ as strong inflows of Y1.7trn combined with market factors to lift AuM to a record high of Y76.1trn
    - ✓ Investment gain/loss worsened QoQ due to unrealized loss related to investment in American Century Investments
  - Wholesale
    - Performance rebounded QoQ
    - Global Markets had a strong quarter in Japan-related businesses, but internationally market participants remained on the sidelines due to uncertainty in macro environment
    - ✓ Investment Banking booked stronger revenues in EMEA and Americas Advisory businesses while revenues from Financing, Solutions, etc. remained roughly unchanged QoQ
- Segment Other income before income taxes of Y21.9bn (+40% QoQ)

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



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



Net income (loss) attributable to Nomura Holdings shareholders.

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

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



## **Overview of results**

## **Highlights**

(billions of yen, excluding EPS and ROE) FY2022/23 FY2023/24 1Q 3Q 4Q QoQ YoY 2Q 1Q Net revenue 299.0 318.0 393.7 324.9 348.9 7% 17% Non-interest expenses 287.3 286.5 310.1 302.2 302.6 0.1% 5% Income (loss) before income 11.7 31.5 83.6 22.7 104% 46.3 3.9x taxes Net income (loss)1 1.7 16.8 66.9 7.4 23.3 3.2x 13.8x EPS<sup>2</sup> Y5.41 Y21.51 Y0.52 Y2.34 Y7.40 3.2x 14.2x ROE<sup>3</sup> 0.2% 2.2% 8.5% 0.9% 2.9%

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





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

(billions of yen)			FY2022/23					
		1Q	2Q	3Q	4Q	1Q	QoQ	YoY
Net revenue	Retail	71.4	72.5	81.0	75.3	92.1	22%	29%
	Investment Management	7.6	26.2	57.0	37.8	26.5	-30%	3.5x
	Wholesale	199.0	205.5	189.1	178.8	190.9	7%	-4%
	Subtotal	278.0	304.2	327.0	292.0	309.4	6%	11%
	Other*	23.9	15.6	87.3	37.9	43.8	16%	83%
	Unrealized gain (loss) on investments in equity securities held for operating purpose	-2.8	-1.8	-20.7	-4.9	-4.3	-	-
	Net revenue	299.0	318.0	393.7	324.9	348.9	7%	17%
l (l )	Retail	4.9	5.5	13.3	9.8	22.9	133%	4.7x
Income (loss) before income	Investment Management	-11.7	5.6	33.3	16.4	3.6	-78%	-
taxes	Wholesale	25.3	20.2	-1.9	-14.2	2.1	-	-92%
	Subtotal	18.5	31.2	44.7	11.9	28.7	140%	55%
	Other*	-3.9	2.1	59.5	15.7	21.9	40%	-
	Unrealized gain (loss) on investments in equity securities held for operating purpose	-2.8	-1.8	-20.7	-4.9	-4.3	-	-
	Income (loss) before income taxes	11.7	31.5	83.6	22.7	46.3	104%	3.9x
						~		

<sup>\*</sup>Additional information on "Other" (FY2023/24 1Q)

<sup>■</sup> Gain related to economic hedging (Y3.4bn)

<sup>■</sup> Loss on changes to own and counterparty credit spread relating to Derivatives (Y3.1bn)

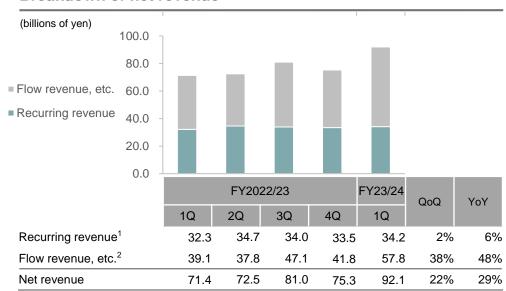


## Retail

#### Net revenue and income before income taxes

(billions of yen)	FY2022/23			FY23/24	QoQ	YoY	
	1Q	2Q	3Q	4Q	1Q	QUQ	101
Net revenue	71.4	72.5	81.0	75.3	92.1	22%	29%
Non-interest expenses	66.5	67.0	67.8	65.5	69.1	6%	4%
Income before income taxes	4.9	5.5	13.3	9.8	22.9	133%	4.7x

#### Breakdown of net revenue



#### **Key points**

- Net revenue: Y92.1bn (+22% QoQ; +29% YoY)
- Income before income taxes: Y22.9bn (+133% QoQ; 4.7x YoY)
- We finished reorganizing our teams to better understand client needs and provided detailed consulting services, resulting in stronger sales across all products and services and revenue growth
- Although bonus provisions increased in line with performance, we were able to contain non-personnel expenses and our recurring revenue cost coverage ratio remained at 50%

#### Recurring revenue

 Recurring revenue increased 2% QoQ; Investment trust AuM continue to grow, lifting recurring revenue assets to a record Y20.3trn

#### Flow revenue, etc.

- Flow revenue grew 38% QoQ as Japan stock market rally drove strong growth in stock trading and sales of investment trusts
- Flow business client numbers grew by over 10% YoY as reassignment of Sales Partners allowed access to greater range of clients

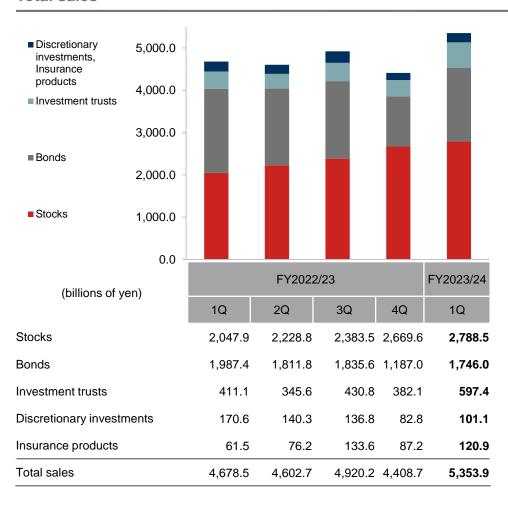
Growth of client assets	FY2022/23	FY2023/24
	<u>4Q</u>	<u>1Q</u>
<ul> <li>Investment trust net inflows<sup>3</sup></li> </ul>	+Y36.6bn	+Y6.6bn
<ul> <li>Discretionary investment net inflows<sup>3</sup></li> </ul>	-Y12.1bn	-Y12.8bn
<ul> <li>Net inflows of cash and securities<sup>4</sup></li> </ul>	+Y200.3bn	+Y214bn
- Recurring revenue cost coverage ratio <sup>5</sup>	51%	50%

- 1. Revenue from client assets and ongoing revenue (investment trusts, discretionary investments, insurance, loans, level fee assets, etc.). Revised figures from before FY2022/23 4Q.
- 2. Revenue from transactions (brokerage revenue, consulting-related revenue), interest income, etc. other than from loans. 3. Retail channels and Japan Wealth Management Group.



# Retail: Stronger sales across all products and services

#### Total sales



#### Total sales increased 21% QoQ

- Stocks: +4% QoQ
  - Groupwide efforts started last year to promote Japanese equities led to marked growth in sales of Japanese secondary stocks
  - Primary stock subscriptions¹ declined from last quarter which included a large offering (Y47.5bn; -87% QoQ)
- Bonds: +47% QoQ
  - Sales to corporates looking for short-term fund management increased
- Investment trusts: +56% QoQ
  - Sales of investment trusts increased significantly as market sentiment improved and investor risk aversion eased
  - Proposals aligned to client needs resulted in inflows into newly launched Japan stock and global stock funds
- Discretionary investments: +22% QoQ
  - SMA and Fund Wrap contracts increased QoQ
- Insurance products: +39% QoQ
  - With US rates remaining elevated, sales of insurance products increased on demand for retirement funding and estate planning

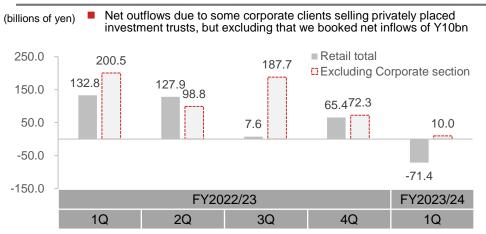
#### Top selling investment trusts (Apr – Jun 2023)

1	SPARX Enterprise Value Creation Japan Equity Fund
2	GS World Shift Equity Fund
3	T. Rowe Price US Smaller Companies Equity Fund

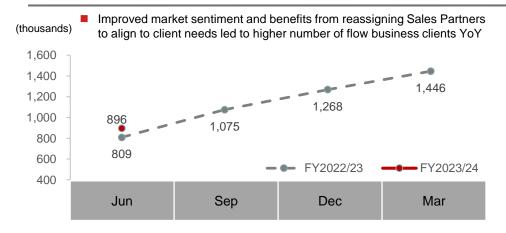


# **Retail: KPI summary**

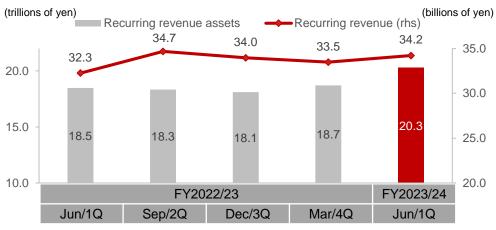
## Net inflows of recurring revenue assets<sup>1</sup>



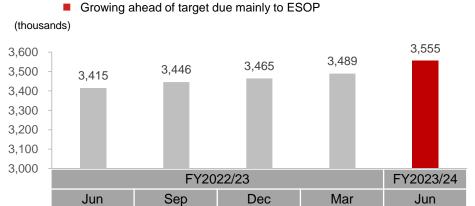
#### Flow business clients



## Recurring revenue assets and recurring revenue<sup>2</sup>



#### Services for salaried employees



Total excludes investment trust distributions, and investment trust net inflows in level fee accounts.

<sup>2.</sup> Revenue from client assets and ongoing revenue (investment trusts, discretionary investments, insurance, loans, level fee assets, etc.). Revised figures from before FY2022/23 4Q.

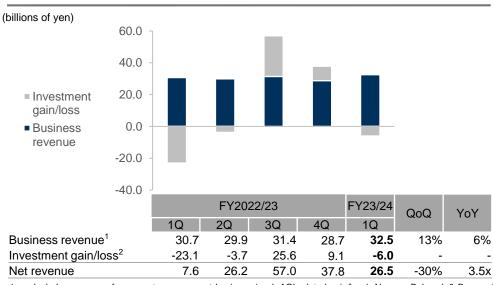


# **Investment Management**

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

(billions of yen)	FY2022/23				FY23/24	QoQ	YoY
	1Q	2Q	3Q	4Q	1Q	QOQ YOY	
Net revenue	7.6	26.2	57.0	37.8	26.5	-30%	3.5x
Non-interest expenses	19.3	20.6	23.7	21.5	22.9	7%	19%
Income (loss) before income taxes	-11.7	5.6	33.3	16.4	3.6	-78%	-

#### Breakdown of net revenue



#### **Key points**

- Net revenue: Y26.5bn (-30% QoQ; 3.5x YoY)
- Income before income taxes: Y3.6bn (-78% QoQ)
  - Business revenue, which is a stable revenue, increased 13% QoQ
    - Inflows of Y1.7trn highest in 31 quarters<sup>3</sup>; AuM at record high of Y76.1trn lifted partly by market factors
  - Investment gain/loss worsened due to mark down in valuation related to investment in American Century Investments (ACI)

#### Business revenue

- Net revenue: Y32.5bn (+13% QoQ; +6% YoY)
  - Asset management business continued to grow as we won new investment advisory mandates in Japan and internationally and ETFs booked inflows
  - Nomura Babcock & Brown aircraft lease business performance improved

#### Investment gain/loss

- Net revenue: -Y6bn
  - Booked unrealized gain on Nomura Capital Partners portfolio company,
     while investment in ACI booked unrealized loss

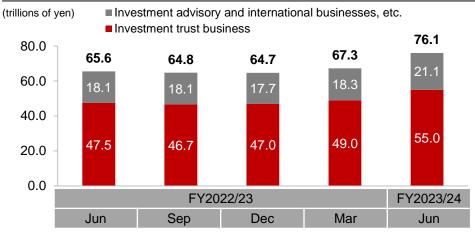
<sup>1.</sup> Includes revenues from asset management business (excl. ACI-related gain/loss), Nomura Babcock & Brown aircraft leasing-related revenues and general partner management fees gained from private equity and other investment businesses, but excludes investment gains/losses.

Comprised of returns from investments (changes in fair valuation, funding costs, management fees, dividends, etc.) including ACI-related gain/loss, private equity/credit and other investment businesses gain/loss, and Mebuki Financial Group investment gain/loss.
 Data prior to April 2022 refer to the former Asset Management Division before the establishment of the Investment Management Division.

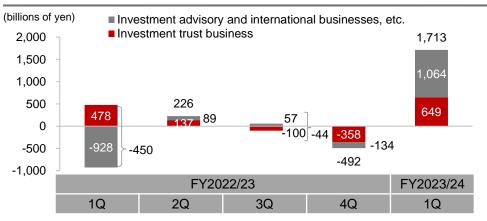


# **Investment Management: Inflows lifted AuM to record high**

## Assets under management (net)1



#### Net inflows<sup>2</sup>



#### AuM at record high of Y76.1trn

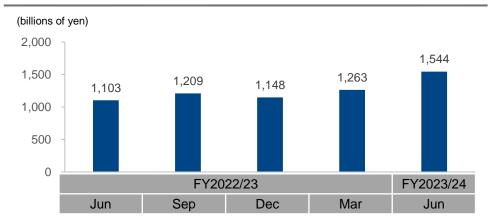
#### Investment trust business

- Inflows into Japan stock related ETFs (Y40bn); Profit taking led to inflows of idle funds and an increase in MRF AuM of Y730bn
- Main investment trusts<sup>3</sup> reported outflows of Y120bn
  - Inflows into US and Japan stock funds, but outflows from a Japan stock fund with early redemptions planned due to rise in net asset value and foreign bond funds

#### Investment advisory and international businesses, etc.

- Japan reported strong inflows into yen-denominated bonds and global stock funds
- International business saw a jump in AuM driven by high-yield bond funds

#### Alternative AuM growth driven by net inflows and weak yen4



Net after deducting duplications from assets under management (gross) of Nomura Asset Management, Nomura Corporate Research and Asset Management, and Wealth Square, as well as third party investment by Nomura SPARX Investment, Nomura Mezzanine Partners, Nomura Capital Partners, Nomura Research & Advisory, and Nomura Real Asset Investment 2. Based on assets under management (net). 3. Excluding ETFs and MRFs, etc. 4.
 Total of Nomura Asset Management alternative AuM and third party investments related to Nomura SPARX Investment, Nomura Mezzanine Partners, Nomura Capital Partners, Nomura Research & Advisory, and Nomura Real Asset Investment.

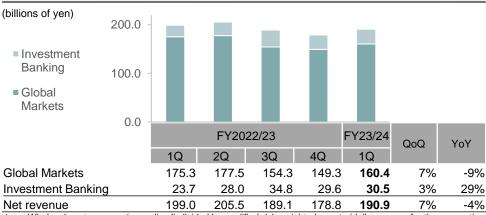


## **Wholesale**

## Net revenue and income (loss) before income taxes<sup>2</sup>

(billions of yen)	FY2022/23			FY23/24	QoQ	YoY	
	1Q	2Q	3Q	4Q	1Q	QUQ	101
Net revenue	199.0	205.5	189.1	178.8	190.9	7%	-4%
Non-interest expenses	173.7	185.3	190.9	193.1	188.7	-2%	9%
Income (loss) before income taxes	25.3	20.2	-1.9	-14.2	2.1	-	-92%
CIR	87%	90%	101%	108%	99%		
Revenue/modified RWA <sup>1</sup>	7.3%	7.1%	5.9%	5.8%	6.2%		

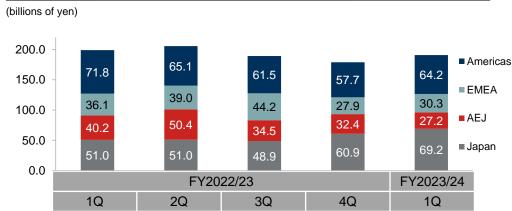
#### Net revenue by business line



#### **Key points**

- Net revenue: Y190.9bn (+7% QoQ; -4% YoY)
- Income before income taxes: Y2.1bn (-92% YoY)
- Overall performance improved QoQ
  - Global Markets saw a slowdown in FX/EM and Securitized Products as internationally market participants remained on the sidelines due to macro uncertainty, but Credit had a strong quarter globally and Japan Equities booked significantly higher revenues on inflows from overseas
  - Investment Banking reported stronger revenues in EMEA and Americas Advisory, while the Financing, Solutions, etc. businesses revenues remained roughly unchanged QoQ

#### Net revenue by region



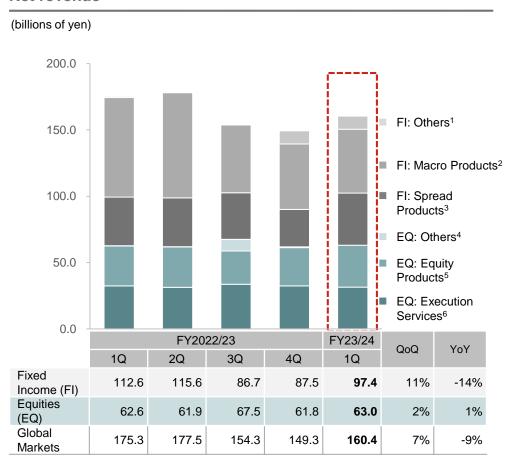
<sup>1.</sup> Wholesale net revenue (annualized) divided by modified risk-weighted assets (daily average for the accounting period) used by Wholesale. Modified risk-weighted assets (daily average for the accounting period) is a non-GAAP financial measure and is the total of (i) risk-weighted assets (as calculated and presented under Basel III) and (ii) an adjustment equal to the regulatory adjustment to common equity tier 1 capital calculated and presented under Basel III divided by our internal minimum capital ratio target.

<sup>2.</sup> As the recoverable amount for part of the claim related to the loss arising from transactions with a US client can now be reasonably estimated, gains of Y11.1bn (Y9.1bn trading revenue, Y1.9bn loan-loss provision reversal) were booked in FY2022/23 3Q.



## **Wholesale: Global Markets**

#### Net revenue



#### **Key points**

- Net revenue: Y160.4bn (+7% QoQ; -9% YoY)
  - Despite ongoing macro uncertainties, Fixed Income revenues increased 11% driven by growth in the Credit business globally, improved performance in Rates in the Americas
  - Equities revenues gained 2% QoQ as international inflows into Japanese stocks remained strong amid overall muted client activity in International regions

#### Fixed Income

- Net revenue: Y97.4bn (+11% QoQ; -14% YoY)
  - Macro Products: Americas Rates revenues increased as activity picked up towards quarter end while Japan Rates remained strong; FX/EM slowed in AEJ due to lower volatility and client activity partially offset by growth in EMEA and Japan
  - Spread Products: Securitized Products investors remained on the sidelines due to macro uncertainty; In Credit, Japan revenues increased substantially on strong demand for foreign bonds given the interest rate differential between Japan and overseas markets, while International regions increased on the back of good client activity and credit spread tightening

#### **Equities**

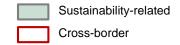
- Net revenue: Y63bn (+2% QoQ; +1% YoY)
  - <u>Equity Products:</u> As interest in Japanese equities grows, we captured increased client flows and booked stronger revenues in Derivatives, particularly in Japan, while Americas revenues remained steady
  - Execution Services: Market rally boosted Japan revenues, while Americas revenues slowed on the back of lower market volumes
- 1. International Wealth Management, businesses run together with Investment Banking, and other revenue not attributed to a particular desk. 2. Rates, FX/EM. 3. Credit, Securitized Products.
- 4. Businesses run together with Investment Banking, includes gain and losses related to transactions with a US client (trading loss of Y9.1bn was booked in FY2022/23 3Q ), Other gains and losses not attributable to individual desk.

5. Cash and derivatives trading and Prime Services.

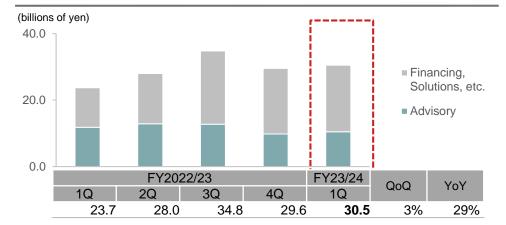
Equities execution business.







#### Net revenue



#### **Key points**

- Net revenue: Y30.5bn (+3% QoQ; +29% YoY)
  - Advisory revenues increased QoQ amid a general decline in M&A fee pools, driven by contributions from completed M&A deals in EMEA
  - Financing, Solutions, etc. revenues flat QoQ as ECM and DCM both slowed while revenues were supported by Solutions and ALF

#### **Advisory**

 Japan and AEJ slowed QoQ, while EMEA and Americas revenues increased; Supported multiple transactions in focus sectors and areas (consumer & retail, healthcare and sustainability), contributing to quarterly revenues

#### Financing, Solutions, etc.1

- ECM: Executed multiple deals such as CB issuances, maintaining leading position in Japan ECM and IPO league tables<sup>2</sup>
- DCM: Supported issuances of ESG/SDG bonds in Japan and overseas

# Business improving in each region, won multiple high-profile mandates

 Global collaboration to execute sustainability deals Kenedix Office Macquarie Group (AUS) **Pattern Energy Group** Investment merger with (US) sale of Green Power acquisition of Coastal Kenedix Retail REIT. Investment stock to JERA, Waste & Recycling (US), Kenedix Residential NTT Anode Energy and Private debt solution Advisory/ **NFXT** (Y300bn) (Undisclosed / \$430m) (Total Y652.7bn) Multiproduct **Antin Infrastructure** Sundaram Clayton (India) Segens (France) sale of Partners (France) tender sale of TVS Credit PCAS Canada (Canada) Services (India) to Premji offer to acquire to DIC Opdenergy (Spain) Invest (India) (CAD131m) (€1.4bn) (INR4.8bn)

Japan ECM steadily executing deals, EMEA and Americas ALF showing signs of improving

# Tokyu Euroyen CB (Y61.5bn)

## Novarese IPO (Y7.5bn)

Financing of Engineering

agilon health (US) PO (\$1.9bn)

# Financing Hub International (US) Refinance

Ingegneria Informatica (Italia) acquisition of Be Shaping the Future (Italia) (€385m)

**Toyota Motor** Sustainability bonds (Y100bn)

#### Softbank Group Retail subordinated bonds (Y222bn)

(\$6.9bn)

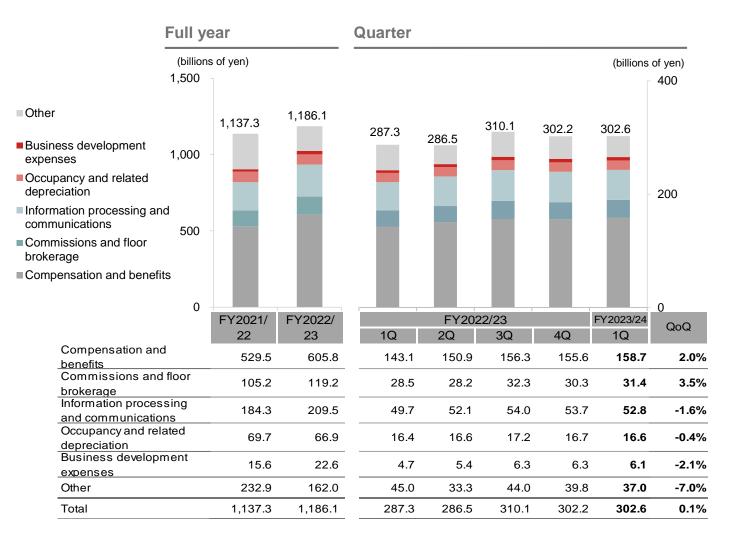
Credit Agricole (France) Samurai bonds (Y157.8bn) Societe Nationale SNCF (France) Green bonds (€1.3bn)

<sup>1.</sup> ECM, DCM, ALF, businesses run together with Global Markets, other revenue not attributed to a particular product.

Source: Refinitiv. Jan – Jun 2023



# Non-interest expenses



## **Key points**

Non-interest expenses: Y302.6bn (+0.1% QoQ)

Yen depreciation continued but groupwide expenses remained flat QoQ

- Compensation and benefits (+2% QoQ)
- Slight increase QoQ due to yen depreciation and base pay hikes in international business
- Commissions and floor brokerage (+4% QoQ)
- ✓ Increase due to higher trading volumes
- Other expenses (-7% QoQ)
- Expenses related to professional fees declined QoQ

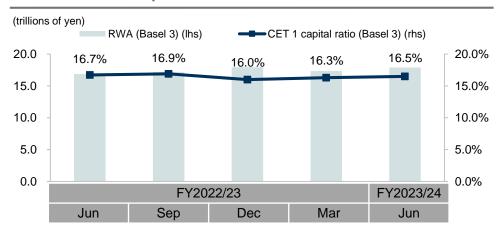


# **Robust financial position**

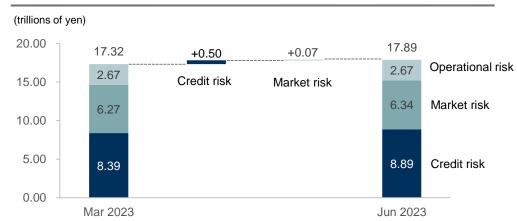
## Balance sheet related indicators and capital ratios

	Mar 2023	<u>Jun 2023</u>
■ Total assets	Y47.8trn	Y52.5trn
■ Shareholders' equity	Y3.1trn	Y3.3trn
■ Gross leverage	15.2x	16.1x
Net leverage <sup>1</sup>	9.4x	10.2x
<ul> <li>Level 3 assets<sup>2</sup> (net)</li> </ul>	Y0.9trn	Y0.9trn
■ Liquidity portfolio	Y7.6trn	Y7.7trn
(billions of yen)	Mar	Jun
Basel 3 basis	2023	2023 <sup>2</sup>
Tier 1 capital	3,204	3,344
Tier 2 capital	0.4	0.4
Total capital	3,204	3,345
RWA	17,324	17,895
Tier 1 capital ratio	18.4%	18.6%
CET 1 capital ratio <sup>3</sup>	16.3%	16.5%
Consolidated capital adequacy ratio	18.4%	18.6%
Consolidated leverage ratio <sup>4</sup>	5.63%	5.41%
HQLA <sup>5</sup>	Y6.5trn	Y6.5trn
LCR <sup>5</sup>	203.8%	207.1%
TLAC ratio (RWA basis)	31.7%	32.6%
TLAC ratio (Total exposure basis)	10.6%	10.3%

#### RWA and CET 1 capital ratio<sup>3</sup>



## Changes in RWA<sup>2</sup>



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

June 2023 is preliminary.

CET 1 capital ratio is defined as Tier 1 capital minus Additional Tier 1 capital divided by risk-weighted assets.
 Tier 1 capital divided by exposure (sum of on-balance sheet exposures and off-balance sheet items).



**Financial Supplement** 



# **Consolidated balance sheet**

## **Consolidated balance sheet**

(billions of yen)

(Dillions of yen)							
	Mar 31, 2023	Jun 30, 2023	Increase (Decrease)		Mar 31, 2023	Jun 30, 2023	Increase (Decrease)
Assets				Liabilities			
Total cash and cash deposits	4,521	4,760	238	Short-term borrowings	1,009	827	-181
				Total payables and deposits	5,297	6,104	807
Total loans and receivables	5,207	5,594	386	Total collateralized financing	16,109	18,362	2,253
				Trading liabilities	10,558	11,751	1,193
Total collateralized agreements	18,117	19,145	1,028	Other liabilities	1,176	1,130	-45
				Long-term borrowings	10,399	10,973	574
Total trading assets and private equity and debt investments <sup>1</sup>	17,609	20,630	3,021	Total liabilities	44,548	49,147	4,600
Total other assets <sup>1</sup>	2,317	2,365	48	Equity			
				Total NHI shareholders' equity	3,149	3,265	117
				Noncontrolling interest	76	80	5
Total assets	47,772	52,493	4,721	Total liabilities and equity	47,772	52,493	4,721

1. Including securities pledged as collateral.



## Value at risk<sup>1</sup>

Definition

- 95% confidence level

- 1-day time horizon for outstanding portfolio

Inter-product price fluctuations considered

From April 1, 2023, to June 30, 2023 (billions of yen)

- Maximum: 6.3

- Minimum: 4.6

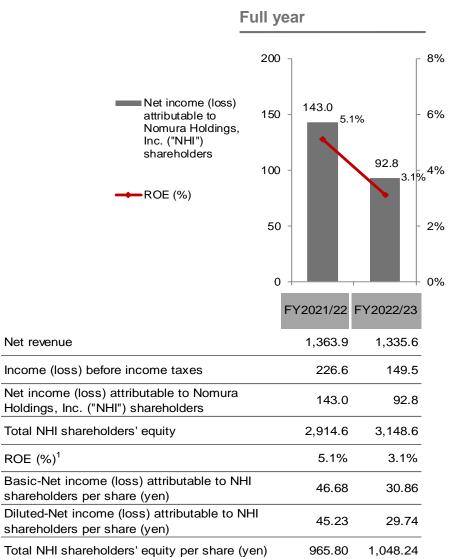
- Average: 5.4

(billions of yen)

J =/							
	FY2021/22	FY2022/23		FY2022/23			FY2023/24
	Mar	Mar	Jun	Sep	Dec	Mar	Jun
Equity	1.4	3.3	1.7	2.4	3.5	3.3	3.2
Interest rate	2.3	4.7	4.8	3.7	4.0	4.7	4.6
Foreign exchange	0.9	1.4	1.8	1.6	1.8	1.4	2.3
Sub-total	4.6	9.4	8.4	7.7	9.3	9.4	10.1
Diversification benefit	-1.9	-3.2	-3.4	-2.8	-3.7	-3.2	-3.9
VaR	2.7	6.2	5.0	4.9	5.6	6.2	6.2



# **Consolidated financial highlights**



billions of yen	)	
200 ]	,	
	3.8%	
100 -		
		3.1%
	66.9	<b>•</b> 2.9%
	1.2%	
		00.0
0.	2% 16.8	23.3
1	7	7.4

	FY20:	FY2022/23					
1Q	2Q	3Q	4Q	1Q			
299.0	318.0	393.7	324.9	348.9			
11.7	31.5	83.6	22.7	46.3			
1.7	16.8	66.9	7.4	23.3			
3,055.5	3,163.0	3,138.8	3,148.6	3,265.4			
0.2%	1.2%	3.8%	3.1%	2.9%			
0.56	5.59	22.30	2.46	7.71			
0.52	5.41	21.51	2.34	7.40			
1,017.18	1,053.91	1,045.65	1,048.24	1,071.38			

Net revenue

ROE (%)<sup>1</sup>



# **Consolidated income**

	Full year		Quarter						
(billions of yen)	EV2024/22	EV2022/22			FY2023/24				
	FY2021/22	FY2022/23	1Q	2Q	3Q	4Q	1Q		
Revenue									
Commissions	332.3	279.9	70.4	68.2	77.5	63.8	82.8		
Fees from investment banking	149.6	113.2	27.3	24.2	33.8	28.0	31.1		
Asset management and portfolio service fees	270.0	271.7	68.3	69.0	67.0	67.4	71.8		
Net gain on trading	368.8	563.3	141.9	160.9	142.1	118.3	115.6		
Gain (loss) on private equity and debt investments	30.8	14.5	-4.5	5.7	8.1	5.3	6.9		
Interest and dividends	284.2	1,114.7	109.0	196.9	373.3	435.5	549.7		
Gain (loss) on investments in equity securities	5.4	-1.4	-1.7	-1.5	0.6	1.2	4.8		
Other	152.8	130.9	-0.7	10.5	69.8	51.4	30.8		
Total revenue	1,594.0	2,486.7	410.0	533.9	772.2	770.7	893.4		
Interest expense	230.1	1,151.1	110.9	215.9	378.6	445.7	544.4		
Net revenue	1,363.9	1,335.6	299.0	318.0	393.7	324.9	348.9		
Non-interest expenses	1,137.3	1,186.1	287.3	286.5	310.1	302.2	302.6		
Income (loss) before income taxes	226.6	149.5	11.7	31.5	83.6	22.7	46.3		
Net income (loss) attributable to NHI shareholders	143.0	92.8	1.7	16.8	66.9	7.4	23.3		



# Main revenue items

		Full year		Quarter					
	(billions of yen)	FY2021/22	FY2022/23	1Q	FY202 2Q	2/23 3Q	4Q	FY2023/24 1Q	
	Stock brokerage commissions	236.4	190.8	48.4	48.5	52.6	41.3	55.2	
	Other brokerage commissions	18.0	17.9	4.8	4.7	4.3	4.0	4.0	
Commissions	Commissions for distribution of investment trusts	43.7	30.3	7.5	6.4	8.3	8.0	13.4	
	Other	34.3	41.0	9.7	8.6	12.2	10.4	10.1	
	Total	332.3	279.9	70.4	68.2	77.5	63.8	82.8	
	Equity underwriting and distribution	33.1	18.9	3.7	1.6	8.1	5.4	4.5	
Fees from	Bond underwriting and distribution	29.8	21.1	6.7	4.5	4.5	5.4	5.3	
investment banking	M&A / Financial advisory fees	64.2	53.9	14.0	14.3	14.3	11.3	13.6	
3	Other	22.4	19.3	2.8	3.8	6.9	5.7	7.6	
	Total	149.6	113.2	27.3	24.2	33.8	28.0	31.1	
Asset management	Asset management fees	171.1	171.3	43.7	43.2	41.8	42.6	45.2	
and portfolio service	Administration fees	79.6	76.2	19.0	19.6	19.0	18.6	20.0	
fees	Custodial fees	19.4	24.2	5.6	6.2	6.2	6.2	6.6	
	Total	270.0	271.7	68.3	69.0	67.0	67.4	71.8	

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



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

	Full year		Quarter						
(billions of yen)	EV2024/22	FY2022/23			FY2023/24				
	F Y 202 1/22	F 1 2022/23	1Q	2Q	3Q	4Q	1Q		
Retail	59.2	33.5	4.9	5.5	13.3	9.8	22.9		
Investment Management	71.5	43.5	-11.7	5.6	33.3	16.4	3.6		
Wholesale	74.5	29.4	25.3	20.2	-1.9	-14.2	2.1		
Three business segments total	205.2	106.4	18.5	31.2	44.7	11.9	28.7		
Other	15.8	73.4	-3.9	2.1	59.5	15.7	21.9		
Segments total	221.0	179.7	14.6	33.3	104.3	27.6	50.6		
Unrealized gain (loss) on investments in equity securities held for operating purposes	5.6	-30.3	-2.8	-1.8	-20.7	-4.9	-4.3		
Income (loss) before income taxes	226.6	149.5	11.7	31.5	83.6	22.7	46.3		

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

	Full year		Quarter						
(billions of yen)	EV2024/22	FY2022/23		FY2023/24					
	F 1 202 1/22	FY2022/23	1Q	2Q	3Q	4Q	1Q		
Americas	-41.0	-51.7	-21.6	-21.4	7.9	-16.6	-19.9		
Europe	-21.8	9.2	-1.9	6.4	8.3	-3.6	-5.9		
Asia and Oceania	28.6	31.0	8.3	15.6	-1.7	8.7	1.9		
Subtotal	-34.1	-11.5	-15.2	0.6	14.6	-11.5	-23.9		
Japan	260.8	161.0	26.9	30.9	69.0	34.2	70.3		
Income (loss) before income taxes	226.6	149.5	11.7	31.5	83.6	22.7	46.3		

<sup>1.</sup> Geographic information is based on U.S. GAAP. (Figures are preliminary for the three months ended June 30, 2023). 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.

# Segment "Other"

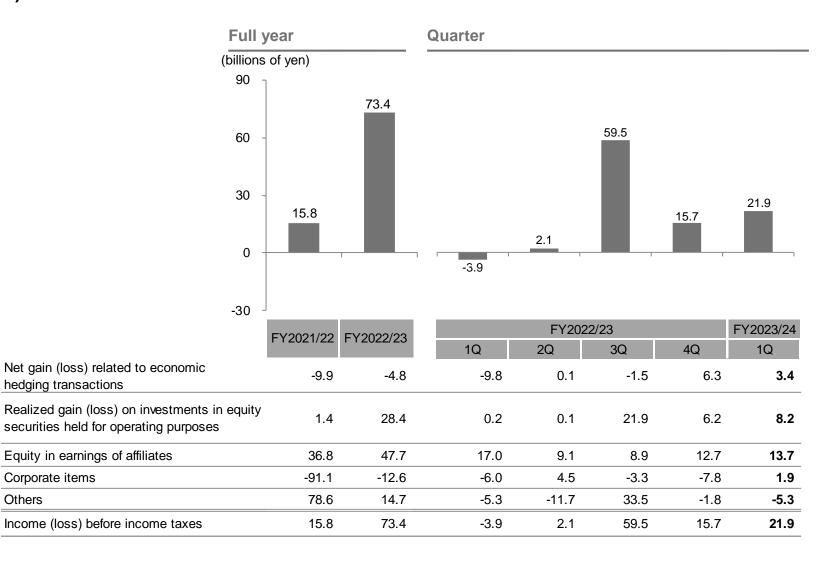
## Income (loss) before income taxes

hedging transactions

Corporate items

Others

Equity in earnings of affiliates





# Retail related data (1)

Full year

Quarter

(billions of yen)

	EV2021/22	FY2022/23		FY202	22/23		FY2023/24	QoQ	YoY
	F 1 202 1/22	F 1 2022/23	1Q	2Q	3Q	4Q	1Q	QUQ	101
Commissions	138.5	112.5	26.0	26.2	31.2	29.1	41.3	41.9%	58.9%
Of which, stock brokerage commission	67.4	50.9	11.8	12.2	13.4	13.4	19.1	42.3%	62.1%
Of which, commissions for distribution of investment trusts	43.5	30.2	7.5	6.4	8.3	8.0	13.4	67.2%	78.2%
Sales credit	44.0	44.2	10.4	10.9	12.2	10.6	12.8	20.2%	22.3%
Fees from investment banking and other	19.0	16.2	3.5	3.2	5.2	4.2	3.8	-10.2%	10.4%
Investment trust administration fees and other	109.3	108.1	26.8	27.6	27.1	26.6	28.4	6.9%	5.9%
Net interest revenue	17.2	19.3	4.7	4.5	5.3	4.8	5.8	20.8%	23.6%
Net revenue	328.0	300.2	71.4	72.5	81.0	75.3	92.1	22.2%	28.9%
Non-interest expenses	268.7	266.7	66.5	67.0	67.8	65.5	69.1	5.5%	4.0%
Income before income taxes	59.2	33.5	4.9	5.5	13.3	9.8	22.9	133.4%	4.7x
Domestic distribution volume of investment trusts <sup>1</sup>	2,197.0	2,111.0	506.3	479.6	647.1	478.0	726.7	52.0%	43.5%
Stock investment trusts	1,931.5	1,560.3	374.8	351.0	438.3	396.2	607.9	53.4%	62.2%
Foreign investment trusts	265.5	550.7	131.5	128.6	208.8	81.8	118.8	45.3%	-9.6%
Other									
Sales of JGBs for individual investors (transaction base)	618.6	526.2	167.7	93.7	111.4	153.4	103.1	-32.8%	-38.5%
Retail foreign currency bond sales	643.0	949.6	160.8	279.6	239.5	269.7	234.1	-13.2%	45.6%

1. Including former Net & Call.

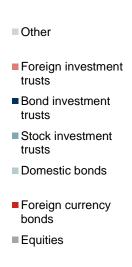


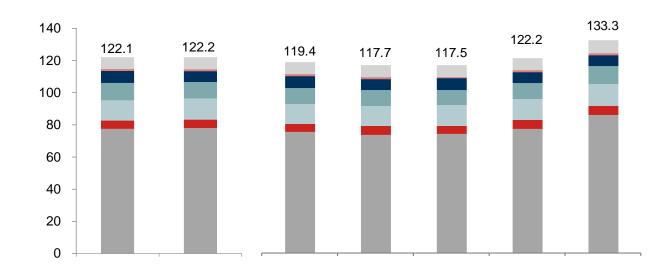
24

# Retail related data (2)

#### **Retail client assets**

(trillions of yen)





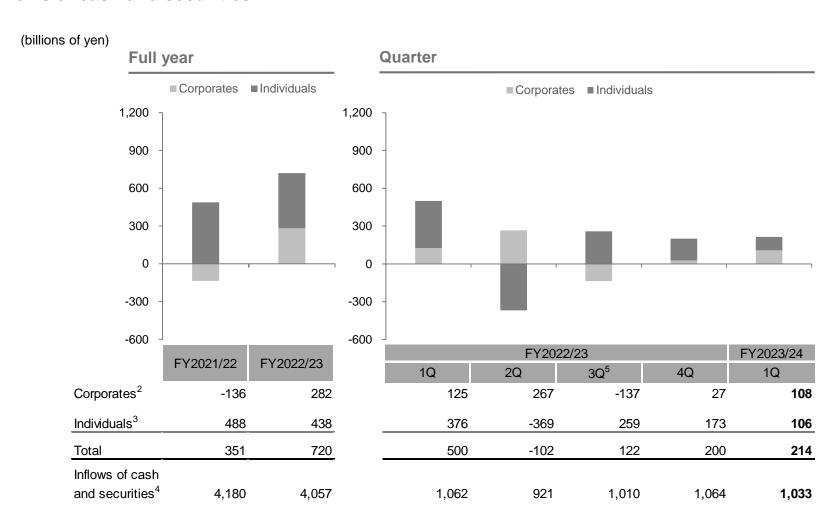
	FY2021/22	FY2022/23
	Mar	Mar
Equities	77.5	78.0
Foreign currency bonds	5.1	5.3
Domestic bonds <sup>1</sup>	12.6	13.2
Stock investment trusts	10.8	10.2
Bond investment trusts	7.5	6.8
Foreign investment trusts	1.3	1.2
Other <sup>2</sup>	7.3	7.5
Total	122.1	122.2

	FY2022/23										
Jun	Sep	Dec	Mar	Jun							
75.7	74.0	74.4	78.0	86.6							
5.3	5.4	5.2	5.3	5.7							
12.7	12.9	12.9	13.2	13.3							
10.0	9.8	9.7	10.2	11.3							
7.4	7.2	7.1	6.8	7.2							
1.3	1.2	1.2	1.2	1.4							
7.1	7.2	7.0	7.5	7.8							
119.4	117.7	117.5	122.2	133.3							



# Retail related data (3)

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



<sup>1.</sup> Cash and securities inflows minus outflows, excluding regional financial institutions.

<sup>2.</sup> Incudes Corporate section (excluding regional financial institutions) and Japan Wealth Management Group.

<sup>.</sup> Includes Retail channels, Net & Call, intermediary, salaried employee business, and Hotto Direct.

<sup>4.</sup> Retail channels only.

<sup>5.</sup> Revised figures for FY2022/23 3Q.



# Retail related data (4)

#### **Number of accounts**

(thousands)	FY2021/22	FY2022/23		FY2022/23			
	Mar	Mar	Jun	Sep	Dec	Mar	Jun
Accounts with balance	5,348	5,353	5,354	5,359	5,352	5,353	5,395
Equity holding accounts	2,955	2,963	2,958	2,957	2,950	2,963	2,943
NISA accounts opened (accumulated) <sup>1</sup>	1,589	1,632	1,598	1,609	1,625	1,632	1,681
Online service accounts	5,067	5,208	5,102	5,136	5,173	5,208	5,297

## New Individual accounts / IT share<sup>2</sup>

	Full year		Quarter						
(thousands)	EV2024/22	FV2022/22	FY2022/23 FY2023/24						
	FY2021/22	FY2022/23	1Q	2Q	3Q	4Q	1Q		
New individual accounts	201	199	48	48	48	55	60		
IT share <sup>2</sup>									
No. of orders	83%	85%	85%	86%	84%	85%	84%		
Transaction value	59%	59%	59%	60%	58%	59%	58%		

<sup>1.</sup> Including Junior NISA.

<sup>2.</sup> Ratio of cash stocks traded via online service.



# **Investment Management related data (1)**

#### Full year

#### Quarter

(hillians of you)	FY2021/22	FY2022/23		FY202	22/23	FY2023/24	QoQ	YoY	
(billions of yen)	F 1 202 1/22	F 1 2022/23	1Q	2Q	3Q	4Q	1Q	QOQ	YOY
Business revenue	119.9	120.7	30.7	29.9	31.4	28.7	32.5	13.2%	6.1%
Investment gain/loss	28.1	7.9	-23.1	-3.7	25.6	9.1	-6.0	-	_
Net revenue	148.0	128.6	7.6	26.2	57.0	37.8	26.5	-29.9%	3.5x
Non-interest expenses	76.5	85.1	19.3	20.6	23.7	21.5	22.9	6.6%	18.7%
Income (loss) before income taxes	71.5	43.5	-11.7	5.6	33.3	16.4	3.6	-77.8%	-

## Assets under management by company

(trillions of yen)	FY2021/22 FY2022/23			FY2023/24			
	Mar	Mar	Jun	Sep	Dec	Mar	Jun
Nomura Asset Management	69.6	69.1	67.4	66.6	66.5	69.1	78.0
Nomura Corporate Research and Asset Management, etc.	3.9	3.9	3.7	3.9	3.8	3.9	4.7
Assets under management (gross) <sup>1</sup>	73.5	73.0	71.1	70.5	70.2	73.0	82.7
Group company overlap	5.5	5.7	5.5	5.7	5.6	5.7	6.6
Assets under management (net) <sup>2</sup>	67.9	67.3	65.6	64.8	64.7	67.3	76.1

<sup>1.</sup> Total of assets under management (gross) of Nomura Asset Management, Nomura Corporate Research and Asset Management, and Wealth Square, as well as third party investment by Nomura SPARX Investment, Nomura Mezzanine Partners, Nomura Capital Partners, Nomura Research & Advisory, and Nomura Real Asset Investment.

<sup>2.</sup> Net after deducting duplications from assets under management (gross).



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

## Asset inflows/outflows by business<sup>1, 2</sup>

Full year			Quarter				
(billions of yen)	FY2021/22	FY2022/23			FY2023/24		
	1 12021/22 1	1 12022/23	1Q	2Q	3Q	4Q	1Q
Investment trusts business	1,236	156	478	137	-100	-358	649
of which ETFs	683	-250	323	-5	-347	-221	42
Investment advisory and international businesses	830	-916	-928	89	57	-134	1,064
Total net asset inflow	2,066	-760	-450	226	-44	-492	1,713

## Domestic public investment trust market and Nomura Asset Management market share<sup>3</sup>

(trillions of yen)	FY2021/22	FY2022/23		FY2023/24			
,	Mar	Mar	Jun	Sep	Dec	Mar	Jun
Domestic public investment trusts							
Market	163.1	166.2	156.7	155.0	157.2	166.2	187.5
Nomura Asset Management share (%)	27%	27%	27%	27%	27%	27%	27%
Domestic public stock investment trusts							
Market	148.9	152.2	142.3	140.9	142.7	152.2	171.7
Nomura Asset Management share (%)	25%	25%	26%	25%	25%	25%	25%
Domestic public bond investment trusts							
Market	14.2	13.9	14.3	14.1	14.5	13.9	15.8
Nomura Asset Management share (%)	44%	44%	44%	44%	44%	44%	43%
ETF							
Market	61.8	63.3	59.6	57.9	59.2	63.3	72.8
Nomura Asset Management share (%)	44%	44%	44%	44%	44%	44%	44%

<sup>1.</sup> Based on assets under management (net). 2. Historical figures have been reclassified following a review in FY2022/23 1Q to the method for measuring assets under management and the flow of funds.

3. Source: Investment Trusts Association, Japan.



# Wholesale related data

	Full year		Quarter						
(billions of yen)									
	EV2021/22	FY2022/23		FY202	2/23		FY2023/24	QoQ	YoY
	F 1 202 1/22	F 1 2022/23	1Q	2Q	3Q	4Q	1Q	QUQ	101
Net revenue	703.1	772.4	199.0	205.5	189.1	178.8	190.9	6.7%	-4.1%
Non-interest expenses	628.6	743.0	173.7	185.3	190.9	193.1	188.7	-2.2%	8.7%
Income (loss) before income taxes	74.5	29.4	25.3	20.2	-1.9	-14.2	2.1	-	-91.7%

## **Breakdown of Wholesale revenues**

(billions of yen)	Full year		Quarter							
(Simone or you)	EV2024/22	FY2022/23		FY202	22/23	FY2023/24	0.0	VaV		
	F 1 202 1/22		1Q	2Q	3Q	4Q	1Q	QoQ	YoY	
Fixed Income	326.9	402.4	112.6	115.6	86.7	87.5	97.4	11.3%	-13.6%	
Equities	229.5	253.9	62.6	61.9	67.5	61.8	63.0	2.0%	0.6%	
Global Markets	556.4	656.3	175.3	177.5	154.3	149.3	160.4	7.4%	-8.5%	
Investment Banking	146.6	116.1	23.7	28.0	34.8	29.6	30.5	3.1%	28.6%	
Net revenue	703.1	772.4	199.0	205.5	189.1	178.8	190.9	6.7%	-4.1%	



# **Number of employees**

	FY2021/22	FY2022/23		FY2023/24			
	Mar	Mar	Jun	Sep	Dec	Mar	Jun
Japan	15,213	15,131	15,503	15,384	15,282	15,131	15,382
Europe	2,820	2,937	2,811	2,869	2,908	2,937	2,971
Americas	2,257	2,387	2,252	2,358	2,392	2,387	2,426
Asia and Oceania <sup>1</sup>	6,295	6,320	6,407	6,520	6,634	6,320	6,465
Total	26,585	26,775	26,973	27,131	27,216	26,775	27,244



## **Disclaimer**

- This document is produced by Nomura Holdings, Inc. ("Nomura").
- Nothing in this document shall be considered as an offer to sell or solicitation of an offer to buy any security, commodity or other instrument, including securities issued by Nomura or any affiliate thereof. Offers to sell, sales, solicitations to buy, or purchases of any securities issued by Nomura or any affiliate thereof may only be made or entered into pursuant to appropriate offering materials or a prospectus prepared and distributed according to the laws, regulations, rules and market practices of the jurisdictions in which such offers or sales may be made.
- The information and opinions contained in this document have been obtained from sources believed to be reliable, but no representations or warranty, express or implied, are made that such information is accurate or complete and no responsibility or liability can be accepted by Nomura for errors or omissions or for any losses arising from the use of this information.
- All rights regarding this document are reserved by Nomura unless otherwise indicated. No part of this document shall be reproduced, stored in a retrieval system or transmitted in any form or by any means, electronic, mechanical, photocopying, recording or otherwise, without the prior written permission of Nomura.
- This document contains statements that may constitute, and from time to time our management may make "forward-looking statements" within the meaning of the safe harbor provisions of The Private Securities Litigation Reform Act of 1995. Any such statements must be read in the context of the offering materials pursuant to which any securities may be offered or sold in the United States. These forward-looking statements are not historical facts but instead represent only our belief regarding future events, many of which, by their nature, are inherently uncertain and outside our control. Actual results and financial condition may differ, possibly materially, from what is indicated in those forward-looking statements. You should not place undue reliance on any forward-looking statement and should consider all of the following uncertainties and risk factors, as well as those more fully discussed under Nomura's most recent Annual Report on Form 20-F and other reports filed with the U.S. Securities and Exchange Commission ("SEC") that are available on Nomura's website (https://www.nomura.com) and on the SEC's website (https://www.sec.gov); Important risk factors that could cause actual results to differ from those in specific forward-looking statements include, without limitation, economic and market conditions, political events and investor sentiments, liquidity of secondary markets, level and volatility of interest rates, currency exchange rates, security valuations, competitive conditions and size, and the number and timing of transactions.
- Forward-looking statements speak only as of the date they are made, and Nomura undertakes no obligation to update any forward-looking statement to reflect the impact of circumstances or events that arise after the date the forward-looking statement was made.
- The consolidated financial information in this document is unaudited.



Nomura Holdings, Inc. www.nomura.com