

# **NOMURA**

**Asset Management Division** 

## **Asset Management Division**

May 10, 2010

Atsushi Yoshikawa Nomura Asset Management CEO

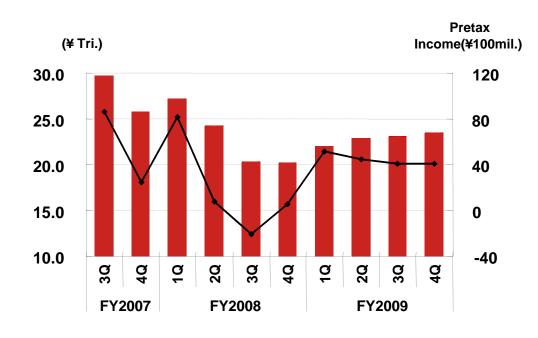


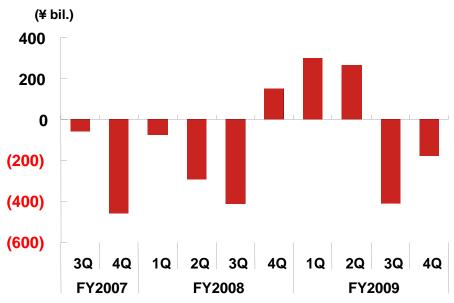
### FY 2009 in Review

Gradual Recovery from the Financial Crisis

**Division's AUM and Income** 

**Public Investment Trust Net Asset Inflow (ex. ETF)** 







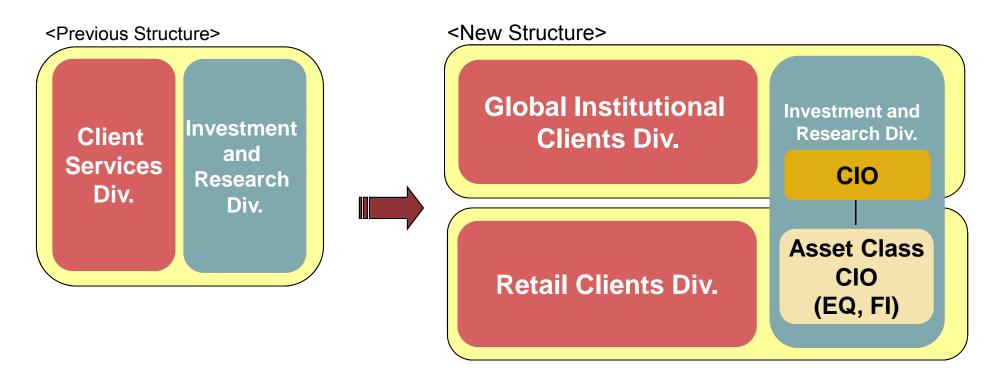
### Go Back to Basics

- Generate "α" in our actively managed products
- Anticipate and respond to the needs of our clients
- Operate with a global perspective

### **New Structure**

#### **Business Units Operated according to Client Segments**

- Provide services with strong expertise in key areas of business responsibility
- Maximize investment performance potential; Appoint CIO and Asset Class CIOs
- Enhanced cooperation between Investment and Research Division and both Client Divisions to promote further business development





### What We Envision

### "World-Class"

**Asset Management Firm** 

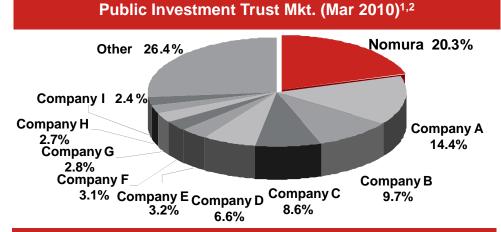
Establish a Strong Competitive Edge in Japan and Asia

Deliver Competitive Asia/Japan Investment Products Globally

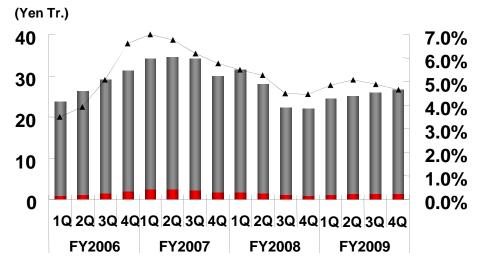
Deliver Wide Range of Products to Asian/Japanese Investors

## **Investment Management in Japan**

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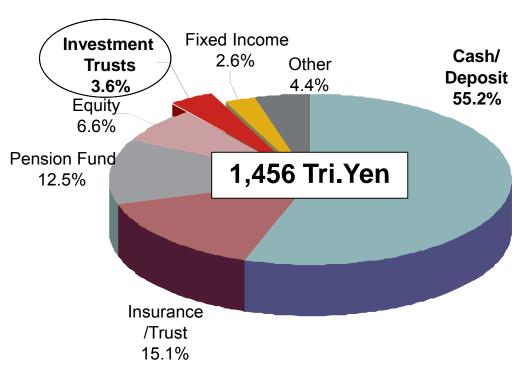
#### NAM's Share in Bank Sales 1,2



1. Nomura, based on data from The Investment Trust Association, Japan

2. AUM for Nomura shown as NAM only

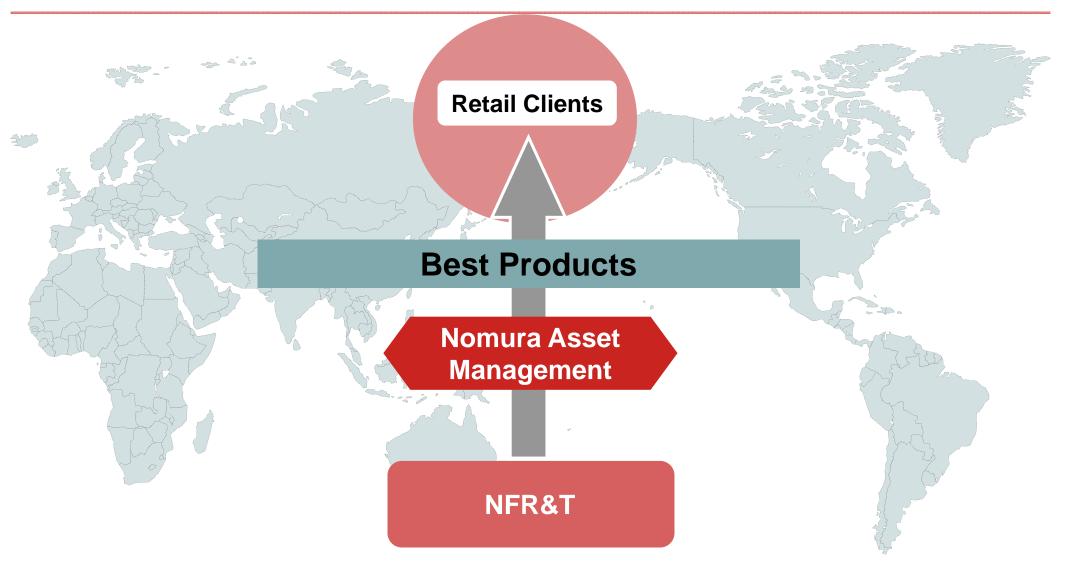
#### **Household Financial Assets (Dec 2009)**



Source: Bank of Japan



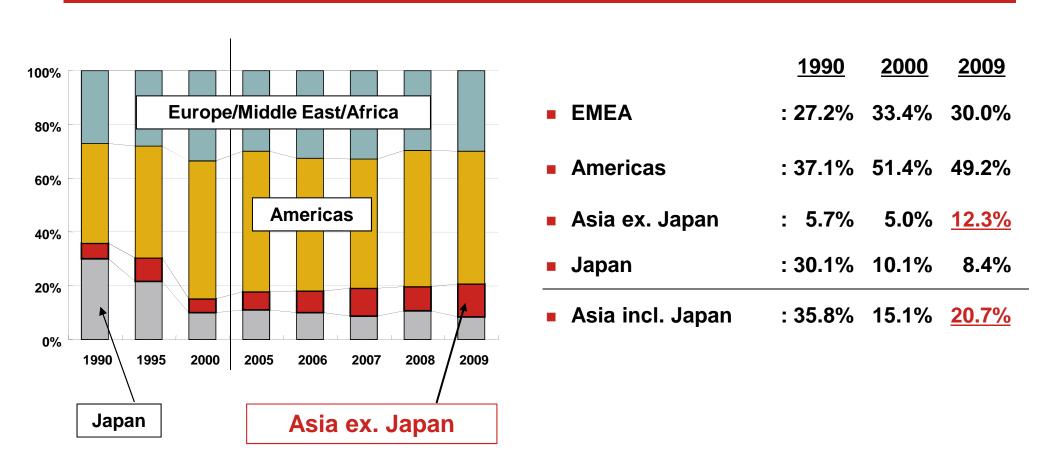
## Delivering the World's Best Products to Japan





## A Strong Competitive Edge in Japan and Asia

#### **Change in NAV Ratio by Region**



Source: NRI

### **Recent Awards Received**

#### Japan

#### ■Morningstar Award "Fund of the Year 2009"

#### **Balanced Funds**

- Nomura Global Six Assets Diversified Fund
- (Profit Distribution Type)
- •Global Three Assets Balance Fund
- (Monthly Profit Distribution Type)

#### ■Lipper Fund Awards Japan 2010

#### Best Fund (3 Years)

- •US NASDAQ Open Course A
- •Nomura Pictet Premium Brand Fund Course A
- World Water Fund Course A

#### Best Fund (5 Years)

- Sector Index Select Funds Course G (Steel, Shipbuilding & Metals)
- Sector Index Select Funds Course K (Wholesale Trade)

#### Best Fund (10 Years)

- •Sector Index Select Funds Course G (Steel, Shipbuilding & Metals)
- ■NIKKEI NET •QUICK Fund Rankings 2009
- •#1 Balanced Fund

My Story Profit Distribution Type (6 times Per Year)

#### **Outside Japan**

- Asian Investors
  Investment Performance Awards 2009
- Japan ETF
- Japan Onshore Fund House
- Hong Kong Equity
- ■Global Pensions Award 2009
- Specialist Equities Manager of the Year
- ■European Pensions Awards 2009
- •Emerging Markets Manager of the Year
- ■Mercer MPA (Japan) Award 2009
- •Foreign Bond Active 6 Consecutive Years
- ■Pension & Investment Provider Awards 2010
- Active Asia-Pacific equity



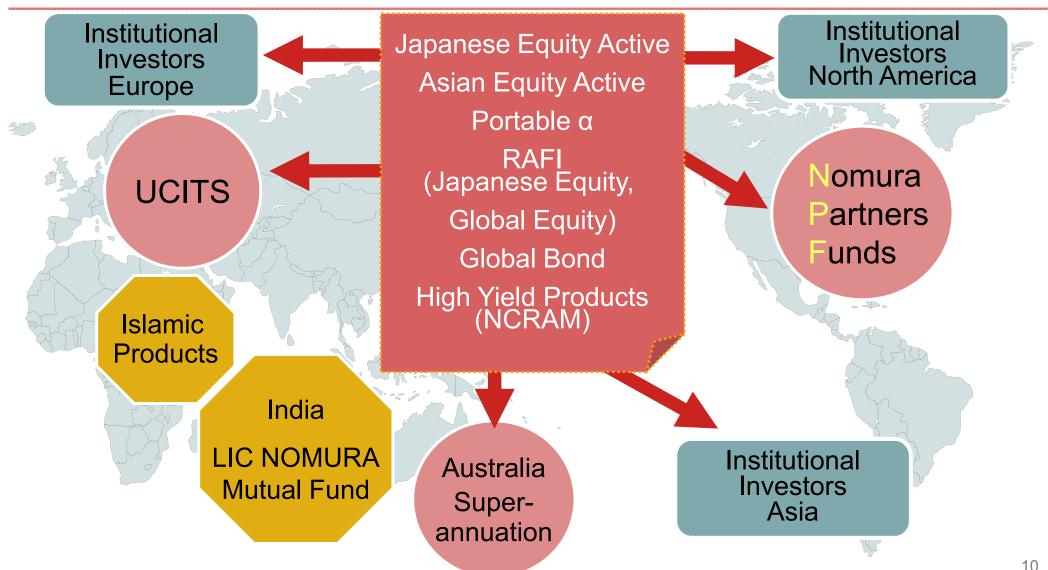








## **Delivering In-house Products Worldwide**



## **NOMURA**

Nomura Holdings, Inc. www.nomura.com/