



## Half-Year Report for the 120th Fiscal Year

I would like to express my sincerest gratitude for your continued support. I am pleased to report our financial results for the first half of the 120th fiscal year.

### First-half market conditions

The six-month period started with international market participants taking a wait-and-see stance due to US bank failures in March 2023. This was followed by uncertainty in fixed income markets as the outlook for the federal funds rate changed dramatically. While equities markets remained robust overall, from August onward investors became nervous amid concerns over higher interest rates.

In Japan, we saw money flows from overseas driven by signs of the economy moving out of deflation and speculation about the Bank of Japan shifting its monetary policy stance, lifting the Nikkei Stock Average to a 33-year high.

### Overview of results

Amid this environment, we reported income before income taxes of 103 billion yen, net income of 58.6 billion yen, and annualized ROE of 3.6 percent. Income before income taxes from our three core business segments of Retail, Investment Management, and Wholesale was 89.2 billion yen, a 79 percent increase year on year. In particular, Retail reported a strong rebound in performance, reflecting a successful organizational realignment to better meet the needs of our clients coupled with the stock market rally.

Nomura declared a dividend of 8 yen per share for shareholders on record at the end of September based on our target dividend payout ratio of 40 percent and total payout ratio of at least 50 percent, and taking into consideration factors such as our first half results.

### Helping drive the shift from savings to investment

Under its asset income doubling plan, the Japanese government is moving to accelerate the shift from savings to investment through initiatives such as the expansion of the NISA system. With a big shift in individual financial assets in Japan highly likely, we recognize that the finance industry, and in particular Nomura, has a major role to play. We are committed to meeting those expectations.

Our role as financial institutions is to contribute to people's lives and the development of the economy and society by leveraging our expertise in the financial and capital markets to connect investors with companies, provide liquidity, ensure market soundness, and drive the circulation of risk capital,

the lifeblood of the economy.

The circulation of risk capital ensures that companies can invest in new growth opportunities and investors reap the benefits, leading to asset building and enriching people's lives. This in turn leads to economic growth and the development of the countries as a whole.

For over half a century, Nomura Group has promoted Japanese and Asian equities and bonds to global investors and contributed to the development and globalization of the Japanese financial and capital markets. Under our Revisit Japan initiative, we are actively promoting Japan to global investors by sending Nomura analysts on overseas visits to discuss Japanese markets, companies and investment opportunities.

For individual investors, in addition to strengthening our solutions for medium to long term investment management and portfolio management, we have been focusing on providing private services tailored to the needs of our clients such as real estate, insurance, inheritance and business succession. We will continue to build on the quality of our services.

We believe investor demand for private and alternative assets as a product will continue to rise even during phases when interest rates go up. We are enhancing our investment product lineup to give investors a diverse range of investment opportunities. For investors who are interested in the innovation and growth potential offered by clean energy and climate change related business, we are also working to provide additional opportunities for investment.

We will continue to leverage our strengths based on the risk-return profile of each business and the role it plays within the Group in order to achieve a stable ROE of 8-10 percent over the medium term.

We look forward to your continued support.

**Kentaro Okuda**  
Director, President and Group CEO  
Nomura Holdings, Inc.

November 2023

### Presentations

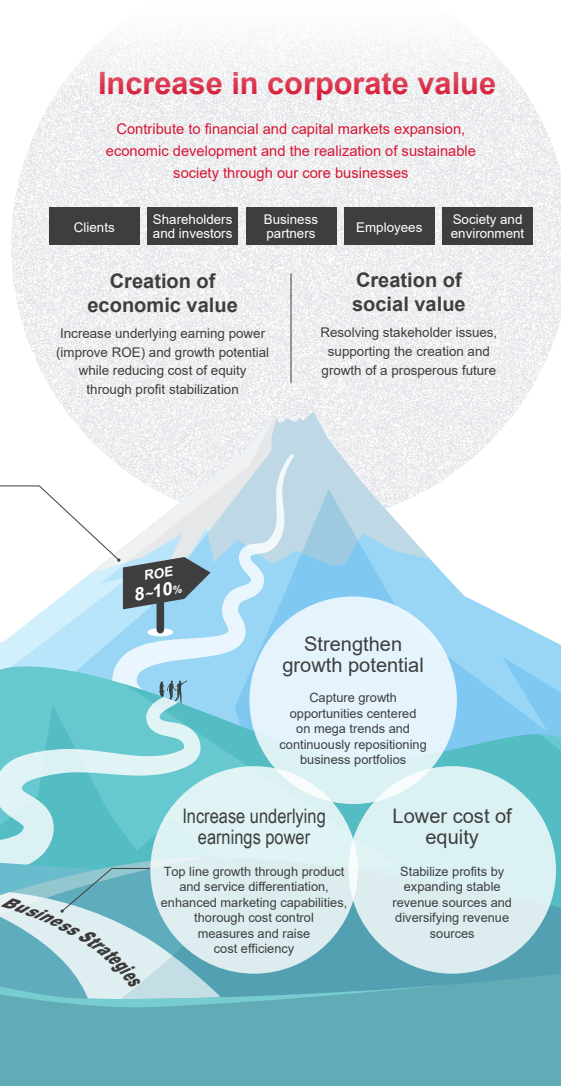


Presentation videos and materials on the latest management strategies are available here.  
<https://www.nomuraholdings.com/investor/presentation/>



# Strategy Overview of business strategy for value creation

Nomura Group aims to enhance the earnings power of existing businesses, mainly in the three main segments (Retail, Investment Management and Wholesale), while strengthening the growth potential of the entire Group through the pursuit of new business opportunities that capture the changing business environment and the replacement of business portfolios. Our aim is to establish a business model capable of achieving a stable ROE of 8~10% and creating economic value. At the same time, by contributing to the creation of a prosperous future while helping our stakeholders solve issues and grow, we will create social value and further strengthen Nomura Group's organizational value.



## Milestones for Sustainable Corporate Value Improvement

ROE 8-10% (FY ending March 2025)	
<b>Top line growth</b> (3 segment net revenue) ¥1.2 trillion → <b>Approx. ¥1.4 trillion</b> <small>FY ended March 2023      FY ending March 2025</small>	<b>Income before income taxes</b> (3 segments) ¥106.4 billion → <b>¥288 billion</b> <small>FY ended March 2023      FY ending March 2025</small>
<b>Cost control</b> (3 segment expenses (Cost-to-income ratio)) ¥1.1 trillion(91%) → <b>Approx. ¥1.1 trillion(80%)</b> <small>FY ended March 2023      FY ending March 2025</small>	<b>Income before income taxes</b> (Consolidated) ¥149.5 billion → <b>¥350 billion+</b> <small>FY ended March 2023      FY ending March 2025</small>

## Improving PBR

Nomura Group is working to improve our price-to-book ratio (PBR). We broke down PBR into three components as shown to the right and determined policies to address each component. In our Nomura Report 2023 (shown below), our CFO outlines our initiatives to raise PBR by maximizing our ROE and minimizing earnings volatility to lower our cost of equity. Please refer to the report to read our CFO message.

$$PBR = \frac{1 \text{ ROE}}{2 \text{ Cost of equity} - 3 \text{ Expected growth rate}}$$

- |  |   |
|--|---|
| <b>1 Maximize ROE</b>                  | <ul style="list-style-type: none"> <li>Improve profitability</li> <li>Raise capital efficiency</li> </ul>   |
| <b>2 Lower cost of equity</b>          | <ul style="list-style-type: none"> <li>Smooth out earnings volatility by stabilizing and diversifying groupwide revenues</li> </ul>                 |
| <b>3 Increase expected growth rate</b> | <ul style="list-style-type: none"> <li>Capture growth markets</li> <li>Realize organic and inorganic</li> <li>Realign business portfolio</li> </ul> |



Please also refer to Nomura Report 2023 to learn about our strategy and specific measures for creating economic and social value, and our initiatives to enhance governance, compliance, and risk management, which support value creation.

Nomura Report 2023 is available on our website.  
<https://www.nomuraholdings.com/investor/library/ar/>

# Performance

## First Half

● **Income before income taxes: JPY 103.0 billion (+138% YoY), net income: JPY 58.6 billion (3.2x YoY)**  
**EPS: JPY 18.62, ROE: 3.6%**

● **Three segment income before income taxes totaled JPY 89.2 billion (+79% YoY)**

- Realignment of organization done in Spring to better meet needs of clients, coupled with stock market rally, resulted in rebound in Retail performance
- Investment Management performance improved: Net inflows lifted Asset under Management to record high; Stable business revenues increased and investment gain/loss improved
- Wholesale income before income taxes declined: Equities and Investment Banking reported higher revenues, but international Fixed Income (notably Rates and FX/Emerging Markets) were muted due to market uncertainty

### Half-Year Dividend

Declared dividend with record date of  
September 30 of

**JPY 8 per share**

Corresponding period  
of the previous year

JPY 5 per share



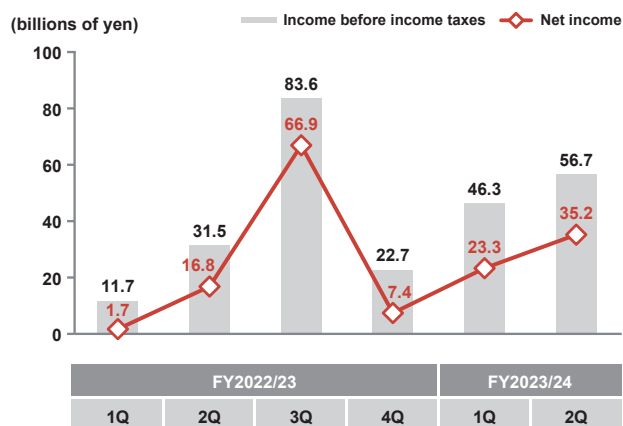
For more information on the financial results, please visit our website at  
<https://www.nomuraholdings.com/investor/>



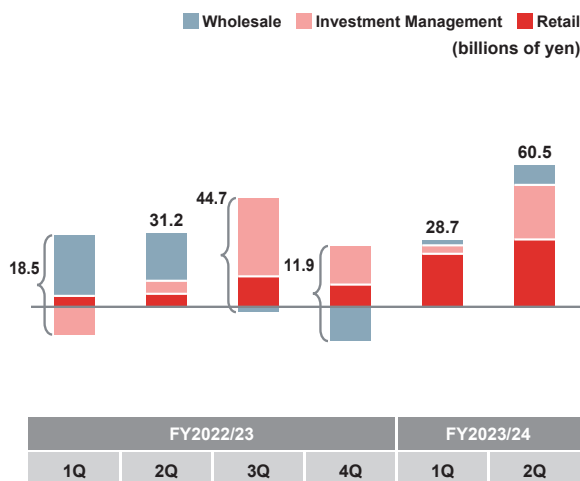
Nomura Investor Relations

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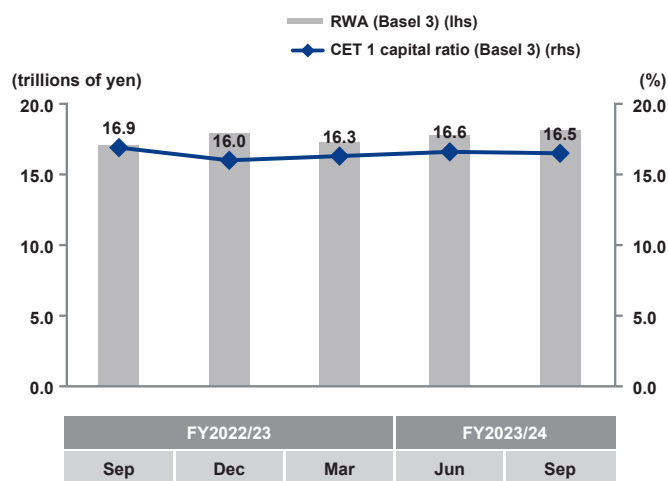
### Groupwide



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



### RWA and CET 1 capital ratio



First Half Highlights

Partnerships

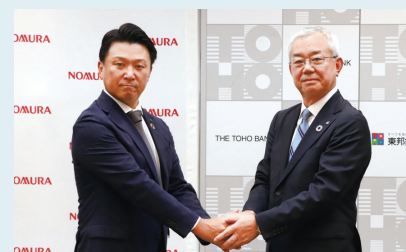
## Business Alliances with Regional Financial Institutions

Nomura has comprehensive business alliances with four regional financial institutions: San-in Gondo Bank, Awa Bank, Oita Bank, and Fukui Bank. In August 2023, we also announced the signing of a memorandum of understanding with the Toho Bank Group.

The alliances enable Nomura and our partners to deliver high-quality financial services to more clients by fully leveraging our strengths to produce synergies.

We will continue to contribute to the development of regional economies by providing solutions to clients based on their assets and life plan, and helping address challenges such as growing the regional investor base, and inheritance and asset succession solutions.

Please view Nomura Report 2023 for a spotlight feature on one of our comprehensive business alliances.

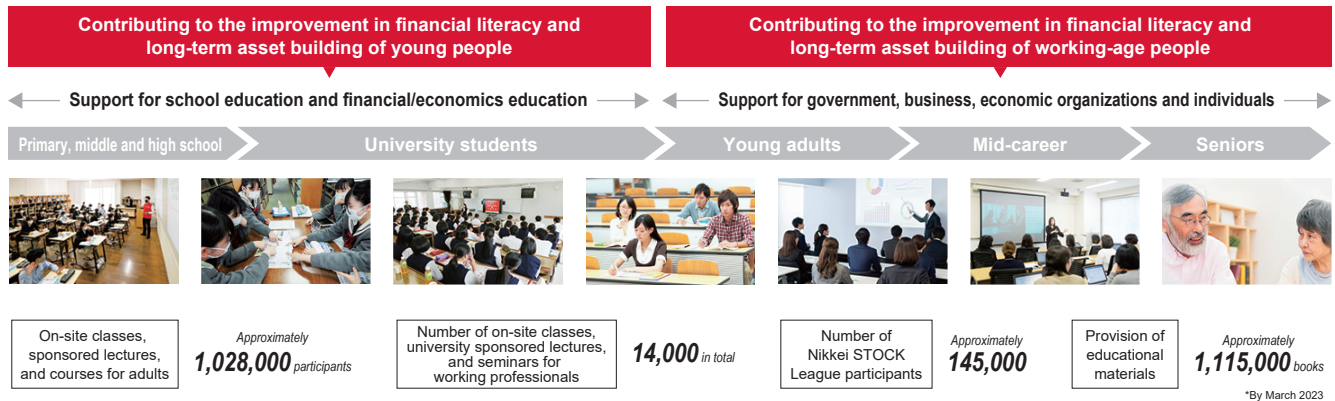


Go Sugiyama, Director, Executive Vice President, Nomura Securities Co., Ltd.  
 Minoru Sato, President, The Toho Bank, Ltd.

## Initiative 1 Financial Education Initiatives ~Improving Financial Literacy for People of All Ages~

Nomura Group has been providing financial and economic education at schools since the 1990s, supporting financial literacy for students as well as teachers. We will continue to provide opportunities for people of all ages to learn about money.

### Provision of integrated financial and economic education for people of all ages



## Initiative 2 Social Contribution Activities

Nomura Group carries out a variety of social and community contribution activities as part of our commitment to taking on greater social responsibility as a global corporate citizen.



### Corporate Data (As of September 30, 2023)

Company name	Nomura Holdings, Inc.	Listing	The common shares of Nomura Holdings, Inc. are listed on the Tokyo, Nagoya, and Singapore stock exchanges. The shares are also listed on the NYSE in the form of American Depositary Shares (ADSs) evidenced by American Depositary Receipts (ADRs). Each ADS represents one share of common stock.
Date of incorporation	December 25, 1925	Securities code	8604 (Tokyo Stock Exchange), NMR (New York Stock Exchange)
Head office	1-13-1, Nihonbashi, Chuo-ku, Tokyo 103-8645, Japan	Transfer agent and registrar	Mitsubishi UFJ Trust and Banking Corporation Corporate Agency Department
Paid-in capital	¥594,493 million	Depository for American Depositary Receipts (ADRs)	The Bank of New York Mellon
Group employees	27,129	Date of record for dividend payments	September 30, March 31
Common stock issued	3,163,562,601 shares		
Number of shareholders	345,895 (Unit shareholders: 318,177)		

### Request for Delivery of Printed Materials for the General Meeting of Shareholders (Notice of Convocation)

Following the revision of the Companies Act, shareholder meeting materials (notice of convocation) are, in principle, provided via the Nomura Holdings website. Starting from the next shareholders' meeting, shareholders who wish to receive a printed copy of the materials must submit a request for delivery of printed materials through their securities company or our transfer agent and registrar Mitsubishi UFJ Trust and Banking Corporation, by the record date for voting rights (March 31, 2024 in the case of the next annual meeting of shareholders). For details, please contact the following.

**For inquiries regarding this matter, please contact:**  
**Mitsubishi UFJ Trust and Banking Corporation, Corporate Agency Division**  
**Tel: +81-42-204-0303**  
 Operating hours: 9:00 to 17:00 on weekdays (except Saturdays, Sundays, and national holidays)

Shareholders who have already completed the prescribed procedures are not required to do so again.

### For Other Inquiries

- **To change your name, address, method of receiving dividends, bank transfer address, etc., and for procedures related to inheritance**  
Please contact your securities company
- **Inquiries about mailings, returns, and unpaid dividends**  
Mitsubishi UFJ Trust and Banking Corporation  
Corporate Agency Division  
+81-42-204-0303
- **Inquiries about the Half-Year Report**  
Nomura Holdings, Inc.  
Group Corporate Services Department  
+81 (3) 5255-1000 (Main switchboard)  
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103-8645, Japan