

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

First quarter, year ending March 2011

**Nomura Holdings, Inc.**

**July 2010**

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- The consolidated financial information in this document is unaudited.

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# Executive summary

## First quarter highlights

- **Profitable in first quarter. Net revenue: 259.8 billion yen (-12.9% YoY; -6.5% QoQ); Non-interest expenses: 253.4 billion yen; Income before income taxes: 6.5 billion yen (-79.4% YoY; -77.4% QoQ).**
- **Wholesale net revenue of 108.6 billion yen (-35.5% QoQ)**
  - Eurozone market turbulence led to subdued client activity market-wide.
  - Client revenues grew further as we maintained our focus on supplying liquidity to clients. Client franchise continued to trend upwards.
  - Continued to invest in areas of future growth such as the US and Asia.
- **Retail net revenue of 111.0 billion yen (+16.2% QoQ)**
  - Increased client assets, mainly in investment trusts and foreign bonds, by accurately meeting the needs of retail investors despite the difficult market conditions.
  - Stable growth in client account openings.
- **Asset Management net revenue of 18.1 billion yen (+0.7% QoQ)**
  - Net inflow of funds into investment trusts coupled with growth in international investment advisory business.
- **Maintained robust financial position**
  - Tier 1 capital ratio of 16.9% and Tier 1 common ratio of 16.8% at industry leading levels as of the end of June 2010.

# Overview of first quarter results

## Highlights

### First quarter results

	FY10/11 Q1	FY09/10 Q4	QoQ	FY09/10 Q1	YoY
Net revenue	Y259.8bn	Y277.9bn	(6.5%)	Y298.4bn	(12.9%)
Non-interest expenses	Y253.4bn	Y249.3bn	1.6%	Y266.9bn	(5.1%)
Income before income taxes	Y6.5bn	Y28.6bn	(77.4%)	Y31.4bn	(79.4%)
Net income <sup>(1)</sup>	Y2.3bn	Y18.4bn	(87.4%)	Y11.4bn	(79.7%)
ROE <sup>(2)</sup>	0.4%	3.7%		3.0%	

1. Net income attributable to Nomura Holdings shareholders.
2. Calculated using annualized net income.

# Robust financial position

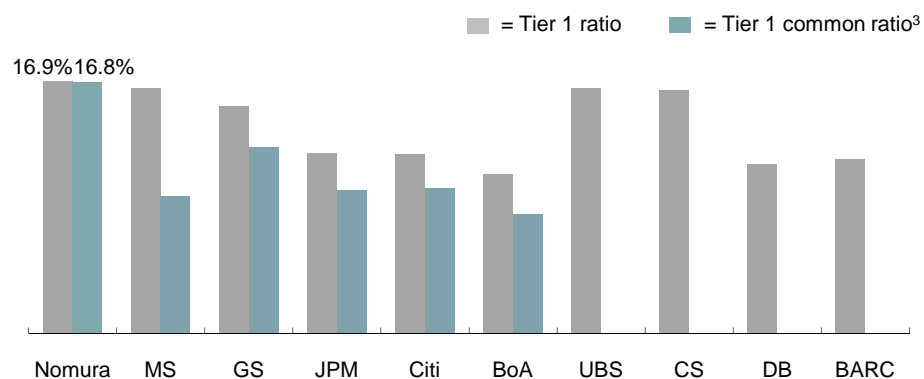
## Capital ratio

### Financial indicators

	(Preliminary)	(billions of yen)		
		31 Mar	30 Jun	
		Tier 1	2,000	1,986
		Tier 2	560	500
		Tier 3	306	306
■ Total assets	Y33.9trn	Total capital	2,806	2,733
■ Shareholders' equity	Y2.1trn	RWA	11,525	11,699
■ Gross leverage	16.1x	Tier 1 ratio	17.3%	16.9%
■ Net leverage	10.1x	Tier 1 Common ratio <sup>3</sup>	17.3%	16.8%
■ Level 3 assets (net) <sup>1</sup>	approx. Y0.8trn	Total capital ratio	24.3%	23.3%
■ Liquidity	Y5.9trn			

## Comparison of capital ratios

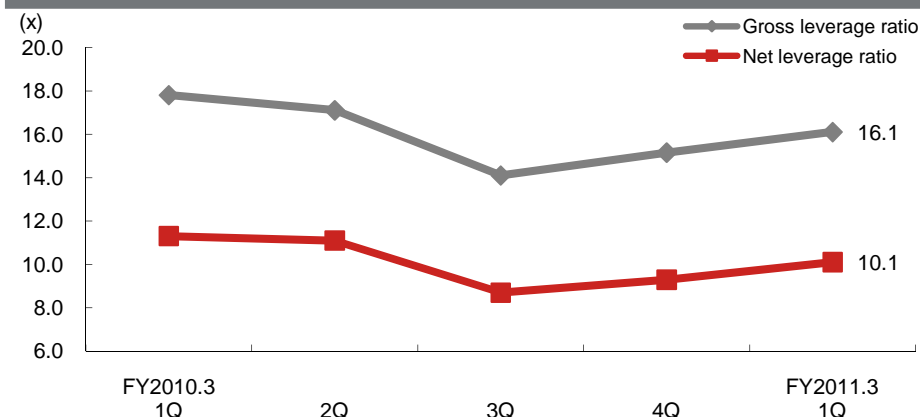
### Tier 1 capital / Risk Weighted Assets <sup>2</sup>



1. Preliminary (before review). Level 3 assets (net) is net basis after netting off derivative assets and liabilities.
2. As of the end of June. Barclays as of the end of March.
3. Tier 1 common ratio is defined as Tier 1 capital minus hybrid capital and minority interest.

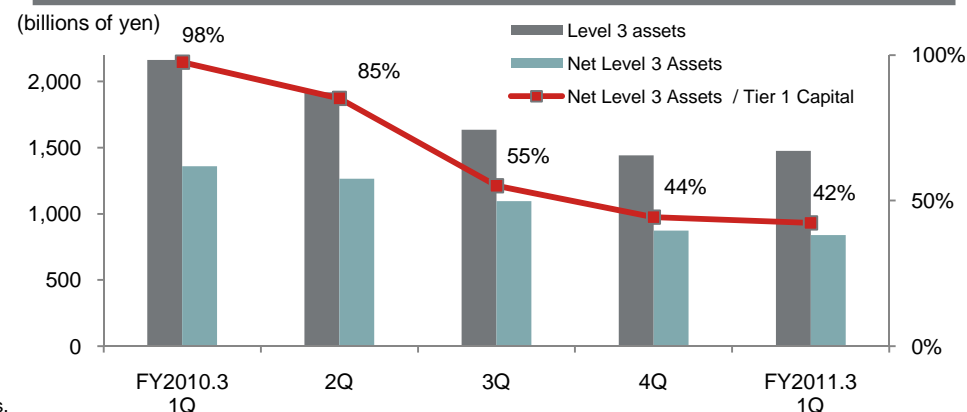
## History of leverage ratios

### Gross leverage and net leverage



## Level 3 assets <sup>1</sup>

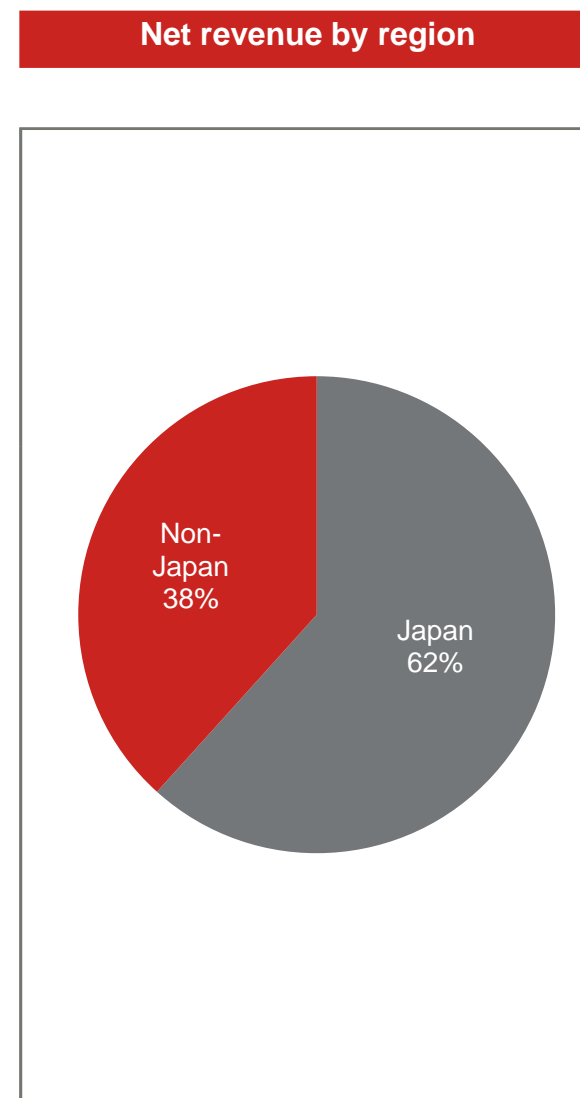
### Level 3 assets and net level 3 assets / Tier 1 capital



Note: No responsibility or liability can be accepted by Nomura for errors or omissions on this slide.

# Revenue breakdown

Net revenue					
	FY10/11 Q1	FY09/10 Q4	QoQ	FY09/10 Q1	YoY
Retail	Y1111.0bn	Y95.5bn	+16.2%	Y95.4bn	+16.3%
Asset Management	Y18.1bn	Y18.0bn	+0.7%	Y18.7bn	(2.8%)
Wholesale	Y108.6bn	Y168.4bn	(35.5%)	Y211.7bn	(48.7%)
Segment total	Y237.7bn	Y281.9bn	(15.7%)	Y325.8bn	(27.0%)
Others <sup>1</sup>	Y32.7bn	-Y9.4bn		-Y37.1bn	
Unrealized gain (loss) on investments in equity securities held for operating purposes	-Y10.6bn	Y5.4bn		Y9.7bn	
<b>Net revenue</b>	<b>Y259.8bn</b>	<b>Y277.9bn</b>	<b>(6.5%)</b>	<b>Y298.4bn</b>	<b>(12.9%)</b>



1. "Others" includes fair value gains on own debt of 13.9billion yen .

# Retail

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

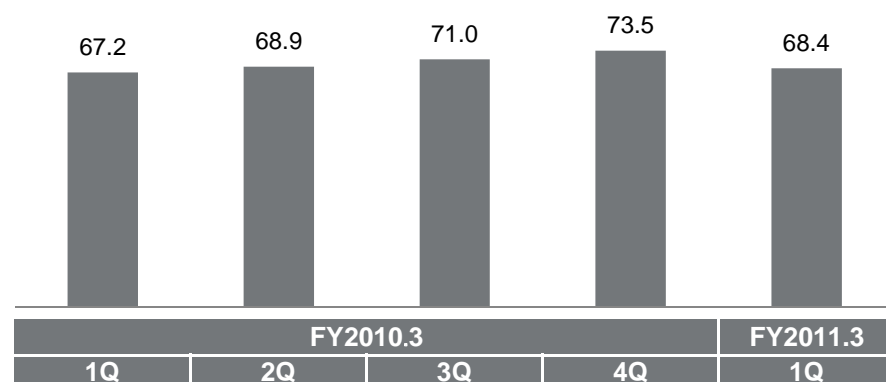
(billions of yen)

	FY2010.3				FY2011.3
	1Q	2Q	3Q	4Q	1Q
Net revenue	95.4	93.2	104.3	95.5	111.0
Non-interest expenses	67.5	66.8	69.1	71.5	73.2
Income before income taxes	27.9	26.4	35.2	24.0	37.7

## Retail client assets

### Key performance indicators

(trillions of yen)



## First quarter key points

### Business performance

- First quarter net revenue was 111 billion yen (+16.2% QoQ and +16.3% YoY).
- Income before income taxes was 37.7 billion yen (+57.4% QoQ, +35.5% YoY).

### Inflow of new funds

- Net asset inflow Y1.289trn
- Investment trust net inflows Y438.1bn

### Client base

- Retail client assets Y68.4trn
- Accounts with balance 4.894m

### Sales of newly launched funds

- Nomura Global High Yield Bond Fund Y708.9bn
- Nomura Cloud Computing and Smart Grid Stock Fund Y154.7bn

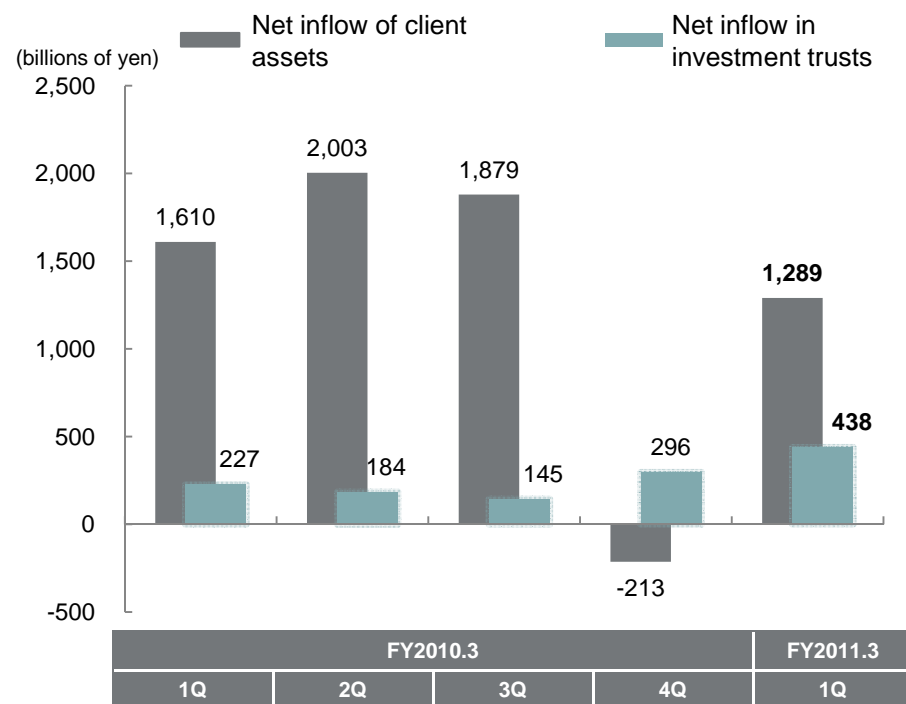
### Other sales (quarterly total)

- IPOs and POs Y109.0bn
- Foreign currency bonds Y411.0bn

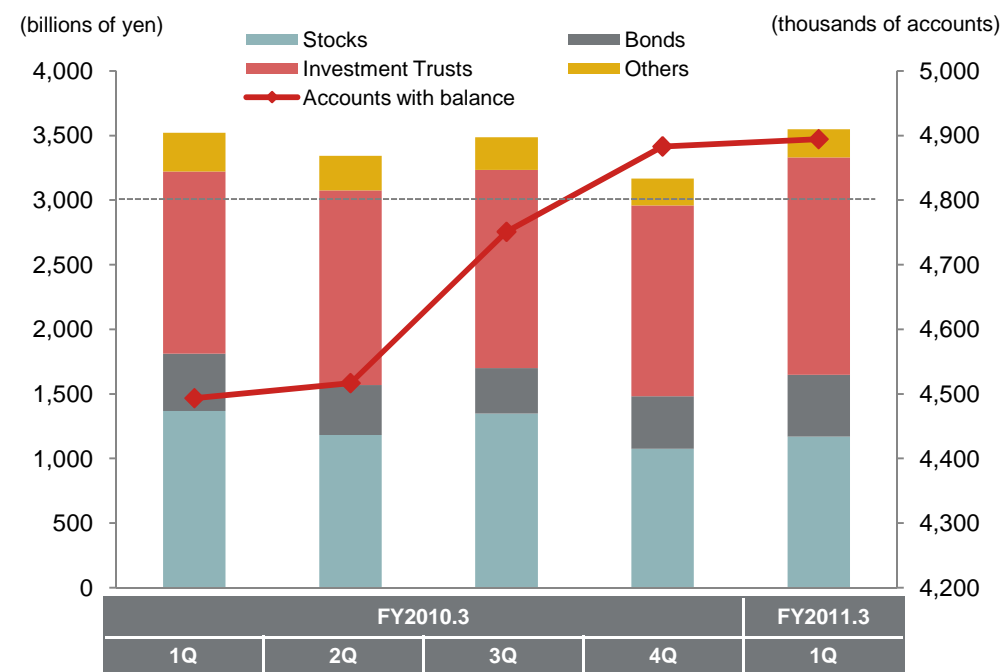


# Retail: Focus on consulting services, inflow of new funds

Net inflow of client assets<sup>1</sup> and investment trusts<sup>2</sup>



Total sales



それ、野村にきいてみよう。

1. Excludes regional financial institutions.  
2. Retail channel only.

# Asset Management

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

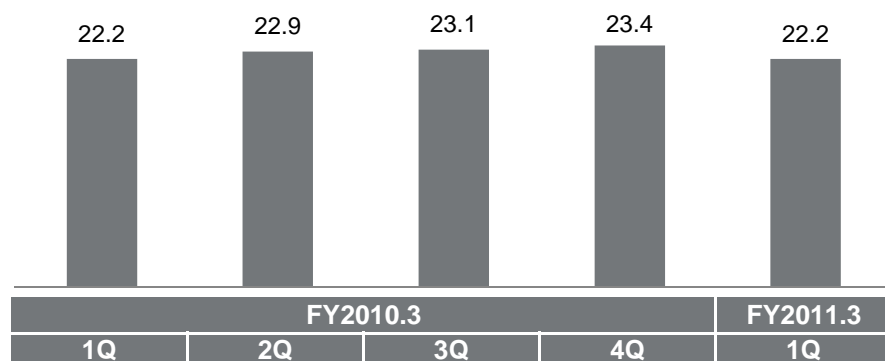
(billions of yen)

	FY2010.3				FY2011.3
	1Q	2Q	3Q	4Q	1Q
Net revenue	18.7	16.5	17.2	18.0	<b>18.1</b>
Non-interest expenses	13.5	12.0	13.2	13.1	<b>13.2</b>
Income (loss) before income taxes	5.1	4.5	4.1	4.9	<b>4.9</b>

## Asset under management

### Key performance indicators

(trillions of yen)



## First quarter key points

### ■ Business performance

- First quarter net revenue was 18.1 billion yen (+0.7% QoQ, -2.8% YoY).
- Income before income taxes was 4.9 billion yen (-0.2% QoQ, -4.5% YoY).

- Assets under management at the end of June totaled 22.2 trillion yen, a decline of 1.2 trillion yen from the end of March due to the market slump.

- Net inflow of funds into public stock investment trusts (excluding ETFs) was strong at 550 billion yen.

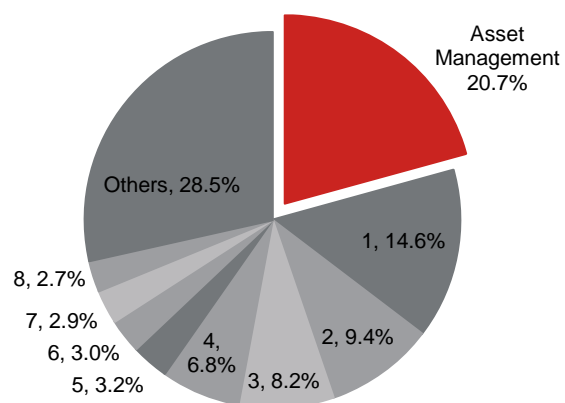
- In investment advisory, new mandates from international clients for Japanese and Asian equities and global bonds.

- Acquired US\$200m investment quota in Chinese market (A shares, etc.) under QFII program.

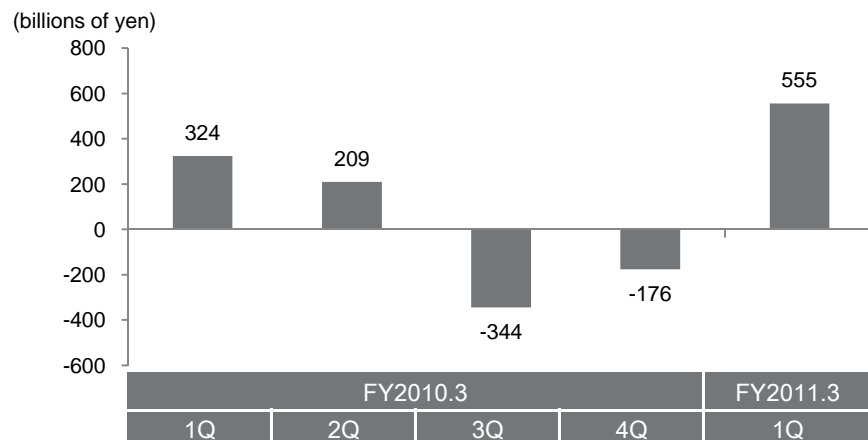
# Asset Management: Steady growth in investment trust and investment advisory businesses

## Investment trust business driving revenues

Share of public investment trust market in Japan (Jun 2010)<sup>1,2</sup>

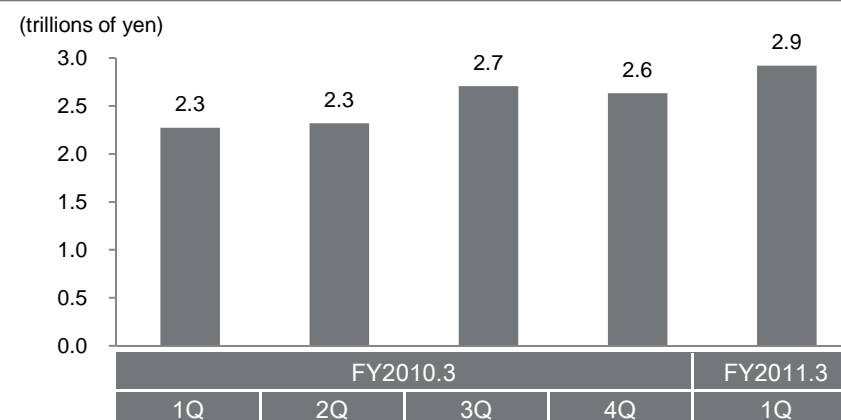


## Net inflow in public stock investment trusts (excluding ETFs)<sup>1</sup>



## International investment advisory business growing steadily

Investment advisory AuM (international)<sup>1</sup>



## Awards

### R&I Fund Award 2010

Total of five awards including:

**Defined Benefit Pension Category/Mixed Asset Fund**  
Balance Fund (2:5:5)



**First prize**

Japanese REIT Fund: J-REIT Open  
Global Equity Fund: Nomura Pictet Premium Brand Fund Course B

**Second prize**

Global REIT Fund: Nomura Global REIT Fund

### Global Pensions Awards 2010

Specialist equities manager: Nomura Asset Management UK



1. Nomura Asset Management non-consolidated basis  
2. Source: Nomura, based on data from the Investment Trusts Association, Japan

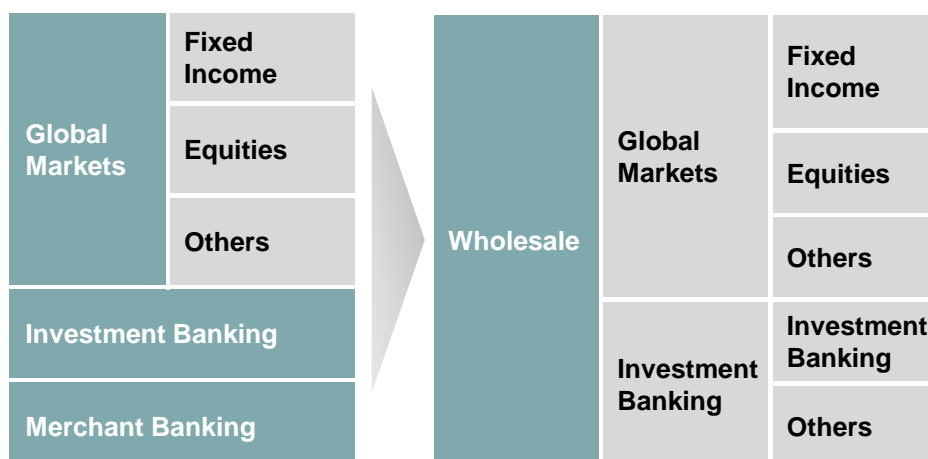
# Wholesale

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

(billions of yen)

	FY2010.3				FY2011.3
	1Q	2Q	3Q	4Q	1Q
Net revenue	211.7	199.3	210.1	168.4	<b>108.6</b>
Non-interest expenses	158.5	161.1	161.6	133.2	<b>149.8</b>
Income (Loss) before income taxes	53.3	38.2	48.5	35.2	<b>-41.1</b>

## Changes to business segments (from April 2010)



## First quarter key points

- Net revenue: 108.6 billion yen (-35.5%QoQ; -48.7% YoY)
  - Pretax loss: 41.1 billion yen
  - Global Markets
    - Revenues declined as credit spreads widened and market volatility spiked due to the market turbulence in Europe.
    - Revenues were underpinned by a further rise in client revenues as we maintained our strategic focus on client flow businesses.
    - Market share on stock exchanges in Korea and Taiwan increasing following rise on Tokyo and London stock exchanges.
  - Investment Banking
    - Revenues declined due to seasonal factors and the adverse market environment.
    - Continue to win mandates on high-profile deals.
- ECM: Toray Industries: Public offering (Lead manager) Y106.3bn  
 Yamaha Motor: Public offering (Lead manager) Y77.9bn
- DCM: UK Gilt (Joint bookrunner) £8bn  
 Korea Development Bank samurai bond Y27bn  
 (Joint lead manager)
- M&A: - Lead financial advisor to Grifols on its acquisition of Talecris and joint lead arranger and joint bookrunner for acquisition finance.  
 - Exclusive financial advisor to Sompo Japan on its acquisition of Fiba Sigorta.  
 - Financial advisor to Carlsberg on its acquisition of a 12.25% equity stake in Chongqing Brewery Company

# Wholesale (Global Markets)

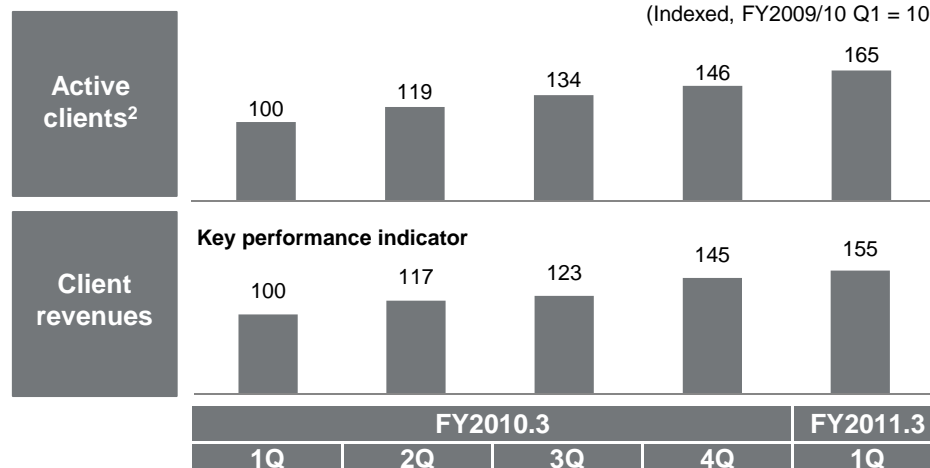
## Net revenue and income (loss) before income taxes

(billions of yen)

	FY2010.3				FY2011.3
	1Q	2Q	3Q	4Q	1Q
Fixed Income	105.4	76.6	70.5	55.6	41.0
Equities	92.8	93.4	90.1	76.5	46.3
Other	-11.1	4.6	3.2	0.9	9.2
Net revenue	187.1	174.5	163.9	133.0	96.4
Non-interest expenses	124.9	127.8	130.8	103.0	122.8
Income (Loss) before income taxes	62.3	46.7	33.1	30.0	-26.3

## Business momentum

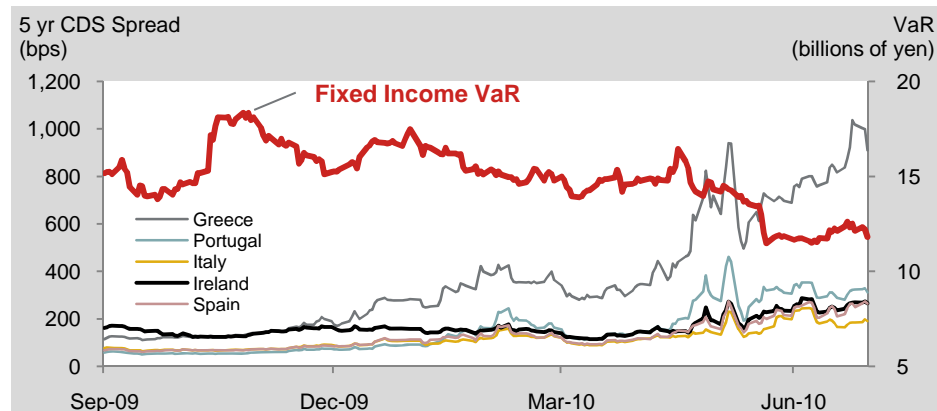
(Indexed, FY2009/10 Q1 = 100)



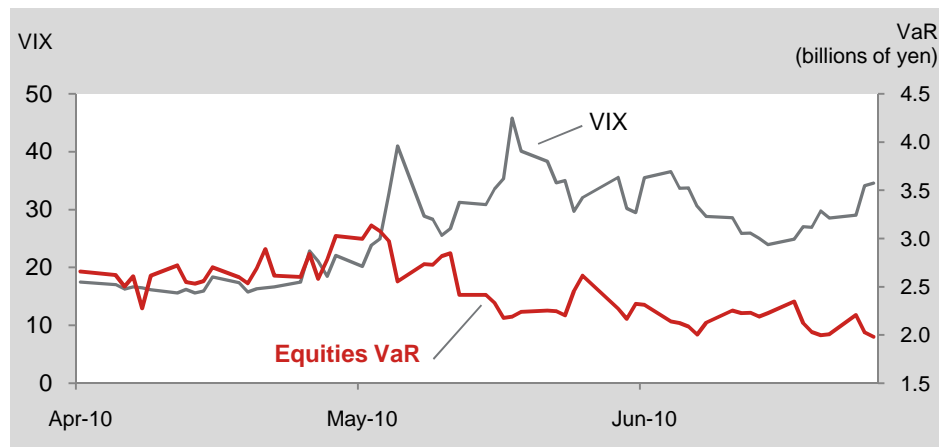
1. VIX= Chicago Board Options Exchange Volatility Index; calculated based on volatility of S&P500 option trades. Source: Bloomberg.  
 2. Accumulated total number of clients Nomura facilitated trades for in each quarter.

## Decreased risk as market conditions became turbulent

### GIIPS country CDS spreads and Nomura Fixed Income VaR



### VIX<sup>1</sup> and Nomura Equities VaR



# Wholesale (Investment Banking)

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

(billions of yen)

	FY2010.3				FY2011.3
	1Q	2Q	3Q	4Q	1Q
Investment Banking (Gross)	38.0	33.2	81.7	43.3	29.0
Allocation to other divisions	12.3	12.2	37.2	15.4	13.2
Investment Banking (Net)	25.7	20.9	44.5	27.8	15.8
Other	-1.1	3.9	1.8	7.6	-3.6
Net revenue	24.6	24.8	46.2	35.5	12.2
Non-interest expenses	33.6	33.3	30.8	30.2	27.0
Income (Loss) before income taxes	-9.0	-8.5	15.4	5.2	-14.8

## Global ECM / M&A ranking<sup>1</sup>

Key performance indicator

Global ECM		Global M&A	
2009	2010 Jan - Jun	2009	2010 Jan - Jun
9 <sup>th</sup>	9 <sup>th</sup> (10 <sup>th</sup> )	15 <sup>th</sup>	16 <sup>th</sup> (24 <sup>th</sup> )

Note: As of July 29, Nomura ranked #9 in global ECM and #13 in global M&A. Figures in parentheses are for same period last year.

## Awards

### Thomson Reuters DealWatch

- House of the Year (Japan)
- Equity House of the Year (Japan)

### Euromoney

- Best M&A House in Korea

### Global Finance

- Best Debt Bank in Asia
- Best Investment Bank in Japan

### Finance Asia

- Best Investment Bank (Japan)
- Best Equity House (Japan)

## Cross-border deals

### China Investment Corporation

#### Lead Financial Advisor

- Acquisition of 45% interest in a newly formed joint venture with Penn West to develop Penn West's bitumen assets in northern Alberta
- Acquisition of a 5% stake in Penn West by private placement

CAD817mm  
CAD435mm  
May 2010

### Grifols

#### Lead Financial Advisor Joint-Lead Arranger Joint-Bookrunner

- Acquisition of 100% of the outstanding common stock of Talecris
- Underwriting of US\$4.5bn Senior Facility

US\$4,000mm  
US\$4,500mm  
June 2010

### Carlsberg

#### Financial Advisor

- Acquisition of a 12.25% equity stake in Chongqing Brewery Company

RMB2,385mm  
June 2010

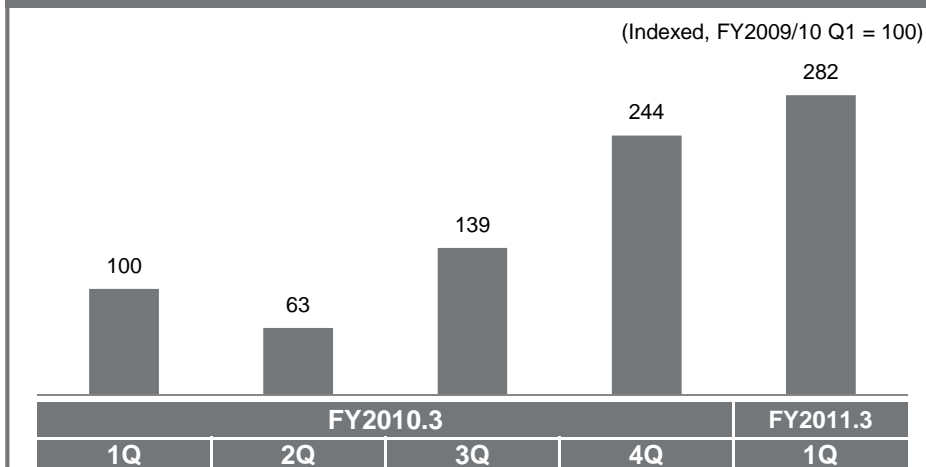
1. Source: Thomson Reuters

# Wholesale: Progress of growth drivers—US and Asia

## US

- **Client base expanding steadily**
  - Number of accounts with ISDA Master Agreements<sup>1</sup> up 35% QoQ.
- **Talented hires joining from competitors. Headcount<sup>2</sup> up from 726 in June 2009 to 1,455 in June 2010.**
  - Hired eight new analysts (financials, retail/consumer, etc.), including some placed in Institutional Investor top rankings.
  - Hired senior bankers in Investment Banking.
- **Continued investment in US platform**

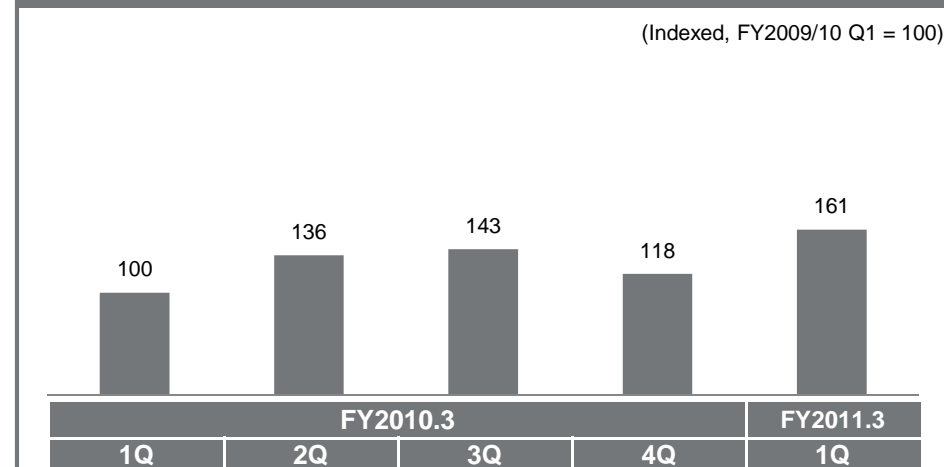
### Client revenues



## Asia

- **Platform expansion**
  - Non-Banking Financial Company started operations in India (Apr 30).
  - Turned Korean branch into a local subsidiary (May 28).
  - Opened bank branch in Labuan (Malaysia) (Jul 19).
  - Issued bond in Islamic finance market.
- **Solid growth in client base**
  - Number of accounts with ISDA Master Agreements<sup>1</sup> up 38% QoQ.
- **Continued business momentum**
  - FinanceAsia Best FX Structured Product Award **FinanceAsia**
  - Ranked #2 All-Asia Equity Research Team and #1 All-China Research Team by Institutional Investor **Institutional Investor**

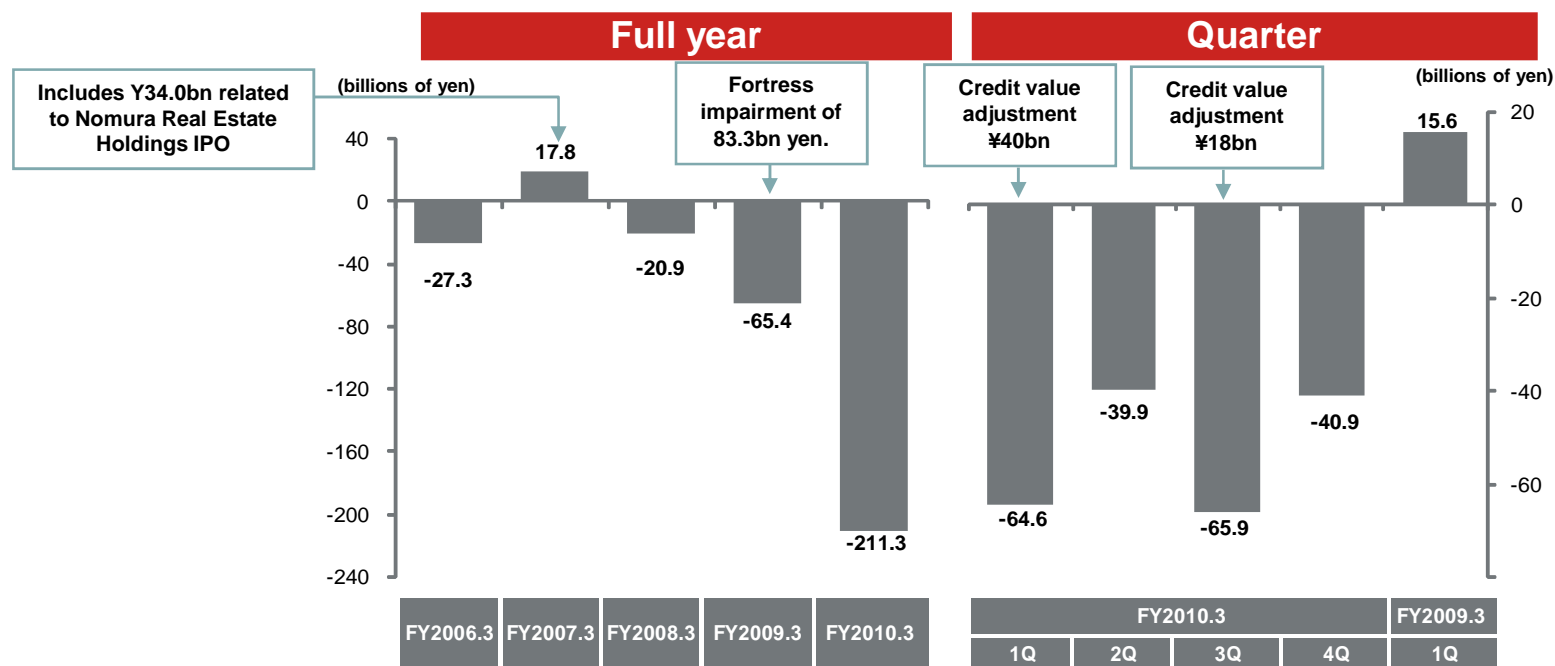
### Client revenues



1. Number of priority clients that have executed ISDA Master Agreements since Lehman integration.  
 2. Excludes Instinet and Nomura Asset Management U.S.A., Inc.

# Segment “Other”

## Income (loss) before income taxes



- First quarter income before income taxes of 15.6 billion yen.
- Fair value gain on own debt of 13.9 billion yen booked under “Others”.

	Full year					Quarter				
	FY2006.3	FY2007.3	FY2008.3	FY2009.3	FY2010.3	FY2010.3				FY2009.3
						1Q	2Q	3Q	4Q	1Q
Net gain (loss) related to economic hedging transactions	-64.1	-30.0	11.4	28.0	3.3	5.4	8.6	-13.3	2.7	5.2
Realized gain on investments in equity securities held for operating purposes	8.4	18.1	1.5	-2.4	-3.4	0.1	-0.5	0.1	-3.0	0.3
Equity in earnings of affiliates	27.8	53.2	4.7	-0.7	7.8	3.7	0.6	1.9	1.6	0.4
Corporate items	-7.4	-11.1	-13.4	-70.5	-83.3	-24.9	-19.6	-10.7	-28.1	-2.5
Others <sup>1</sup>	8.0	-12.4	-25.1	-19.8	-135.7	-48.8	-29.0	-43.8	-14.1	12.2
Income (Loss) before income taxes	-27.3	17.8	-20.9	-65.4	-211.3	-64.6	-39.9	-65.9	-40.9	15.6

1. Businesses not included in the three business divisions (Nomura Trust & Banking, etc.) are included in others.

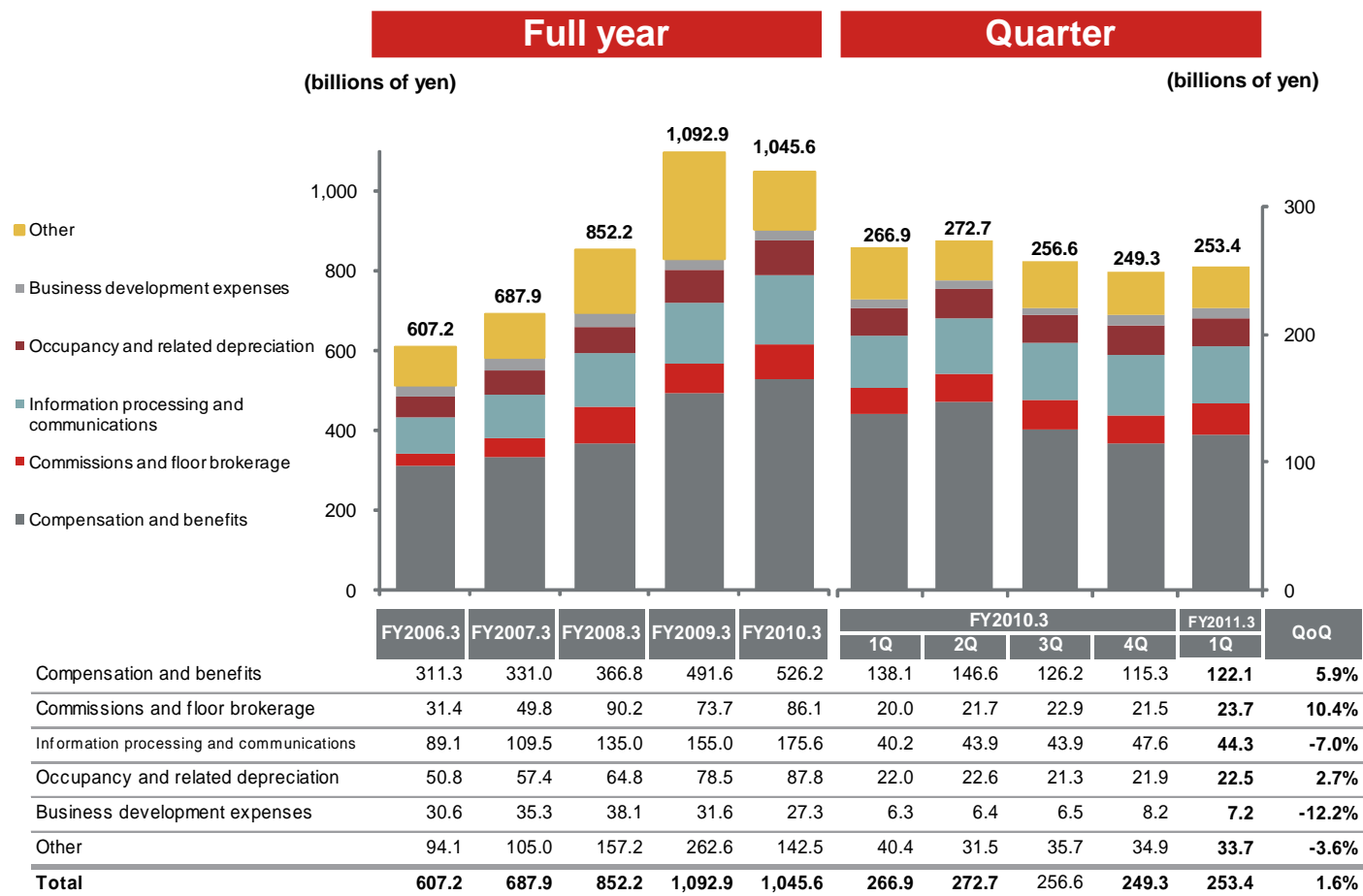
Note: 1 The defined contribution pension plan business in Asset Management was integrated to Other business in the second quarter of the fiscal year ended March 31, 2009. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

Note 2: Net income (loss) is net income (loss) before subtracting net income attributable to non-controlling interest. Certain reclassifications of previously reported amounts have been made to conform to the current year presentation.

Note 3: Net gain (loss) on trading related to economic hedging transactions was reclassified as “Net gain (loss) related to economic hedging transactions” from the fourth quarter of the fiscal year ended March 2010 and includes net gain (loss) related to economic hedging transactions not included in net gain (loss) on trading. In addition, net gain (loss) on trading from the change in own credit of certain structured notes issued, which was previously classified as “Net gain (loss) on trading related to economic hedging transactions”, has been included in “Others”. The reclassifications of previously reported amounts have been made to conform to the current year presentation.



# Non-interest expenses



- First quarter non-interest expenses of 253.4 billion yen (+1.6% QoQ).
- Commissions and floor brokerage increased 10.4% QoQ to 23.7 billion yen due to a rise in client flow businesses globally (notably stock brokerage transactions).
- Compensation and benefits rose 5.9% QoQ to 122.1 billion yen due to business expansion in the US and building out of global platform.
- Information processing and communications decreased 7% QoQ to 44.3 billion yen.

# Financial Supplement

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# Consolidated balance sheet

## Consolidated balance sheet

				(billions of yen)			
	Mar. 31, 2010	Jun. 30, 2010	Increase (Decrease)		Mar. 31, 2010	Jun. 30, 2010	Increase (Decrease)
<b>Assets</b>				<b>Liabilities</b>			
Cash and cash deposits	1,352	<b>1,048</b>	(304)	Short-term borrowings	1,302	<b>1,822</b>	520
Loans and receivables	2,072	<b>1,972</b>	(100)	Payables and deposits	1,528	<b>1,462</b>	(67)
Collateralized agreements	12,467	<b>12,762</b>	295	Collateralized financing	11,216	<b>12,290</b>	1,073
Trading assets and private equity investments <sup>1</sup>	14,700	<b>16,402</b>	1,702	Trading liabilities	8,357	<b>8,143</b>	(214)
Other assets	1,639	<b>1,751</b>	112	Other liabilities	495	<b>354</b>	(141)
				Long-term borrowings	7,199	<b>7,753</b>	554
<b>Total assets</b>	<b>32,230</b>	<b>33,935</b>	<b>1,705</b>	Total liabilities	30,097	<b>31,823</b>	1,726
				<b>Equity</b>			
				Total Nomura shareholders' equity	2,127	<b>2,102</b>	(25)
				Noncontrolling interest	6	<b>10</b>	4
				<b>Total liabilities and shareholders' equity</b>	<b>32,230</b>	<b>33,935</b>	<b>1,705</b>

1. Including securities pledged as collateral.

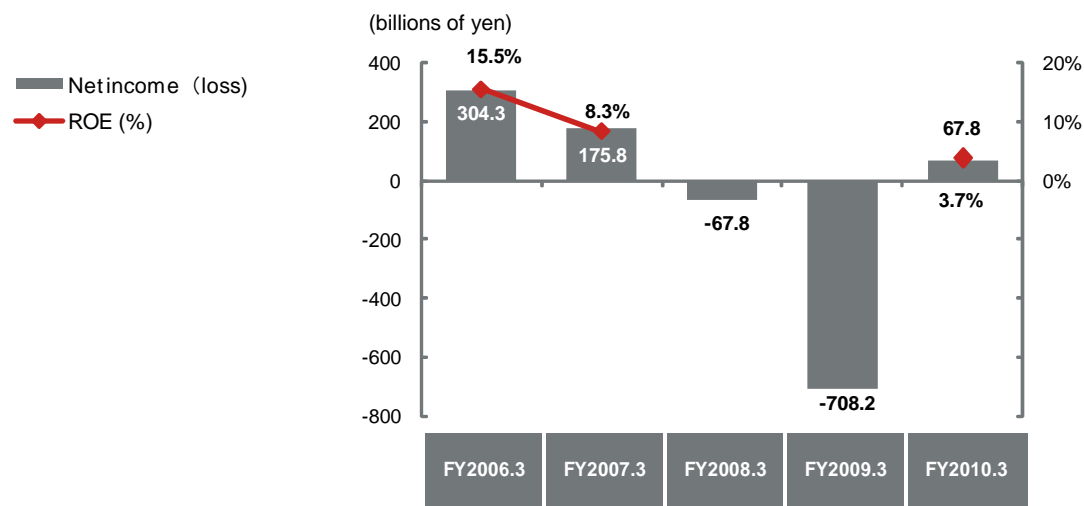
## Value at risk

- Definition
  - 99% confidence level (2.33 standard dev.)
  - 1-day time horizon for outstanding portfolio
  - Inter-product price fluctuations considered
- From April 1, 2010, to June 30, 2010 (billions of yen)
  - Maximum: 13.6
  - Minimum: 9.4
  - Average: 11.3

(billions of yen)	Mar. 31, 2006	Mar. 31, 2007	Mar. 31, 2008	Mar. 31, 2009	Mar. 31, 2010	Jun. 30, 2010
Equity	6.0	4.7	4.2	3.8	2.6	<b>2.0</b>
Interest rate	3.3	3.7	4.7	6.7	4.4	<b>4.2</b>
Foreign exchange	1.4	1.4	8.0	8.7	10.5	<b>7.6</b>
Sub-total	10.7	9.8	16.9	19.2	17.5	<b>13.8</b>
Diversification benefit	-3.7	-3.6	-6.8	-7.5	-5.0	<b>-4.4</b>
<b>VaR</b>	<b>7.0</b>	<b>6.2</b>	<b>10.1</b>	<b>11.7</b>	<b>12.6</b>	<b>9.4</b>

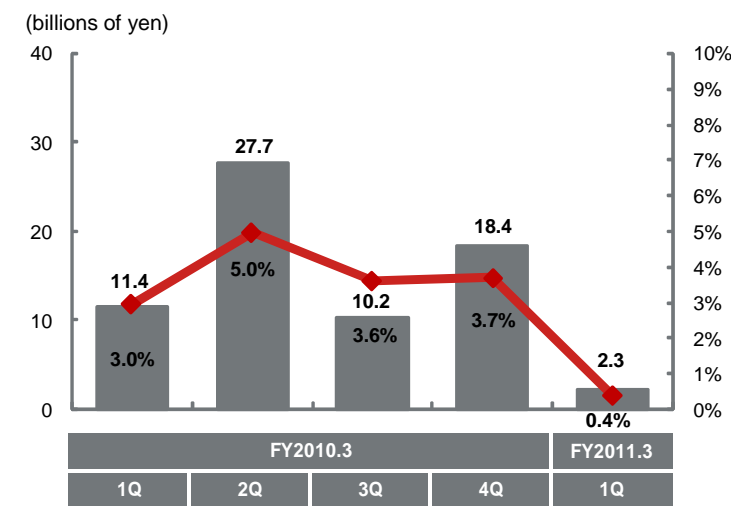
# Consolidated financial highlights

## Full year



Net revenue	1,145.7	1,091.1	787.3	312.6	1,150.8
Income (loss) before income taxes	452.0	318.5	-64.9	-780.3	105.2
Net income (loss) attributable to Nomura Holdings, Inc. ("NHI") shareholders	304.3	175.8	-67.8	-708.2	67.8
Total Nomura shareholders' equity	2,063.3	2,185.9	1,988.1	1,539.4	2,126.9
ROE (%) <sup>1</sup>	15.5%	8.3%	-	-	3.7%
Basic-Net income (loss) attributable to NHI shareholders per share (yen)	159.02	92.25	-35.55	-364.69	21.68
Shareholders' equity per share (yen)	1,083.19	1,146.23	1,042.60	590.99	579.70

## Quarter



	FY2010.3				FY2011.3
	1Q	2Q	3Q	4Q	1Q
Net revenue	298.4	300.0	274.5	277.9	<b>259.8</b>
Income (loss) before income taxes	31.4	27.3	18.0	28.6	<b>6.5</b>
Net income (loss) attributable to NHI shareholders	11.4	27.7	10.2	18.4	<b>2.3</b>
Total Nomura shareholders' equity	1,544.5	1,615.9	2,109.8	2,126.9	<b>2,101.8</b>
ROE (%)	3.0%	5.0%	3.6%	3.7%	<b>0.4%</b>
Basic-Net income (loss) attributable to NHI shareholders per share (yen)	4.37	10.22	2.91	5.02	<b>0.63</b>
Shareholders' equity per share (yen)	589.32	580.96	575.16	579.70	<b>572.10</b>

\* Calculated using annualized accumulated net income for each period.

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

# Consolidated income

(billions of yen)	FY2006.3	FY2007.3	FY2008.3	FY2009.3	FY2010.3	FY2010.3				FY2011.3
						1Q	2Q	3Q	4Q	1Q
Revenue										
Commissions	356.3	337.5	404.7	306.8	395.1	102.0	95.4	101.0	96.6	<b>118.1</b>
Fees from investment banking	108.8	99.3	85.1	55.0	121.3	29.7	15.6	44.5	31.4	<b>20.4</b>
Asset management and portfolio service fees	102.7	146.0	189.7	140.2	132.2	30.3	34.0	34.2	33.7	<b>34.9</b>
Net gain on trading	304.2	290.0	61.7	-128.3	417.4	121.1	148.5	66.5	81.3	<b>60.0</b>
Gain (loss) on private equity investments	12.3	47.6	76.5	-54.8	11.9	-2.1	2.0	2.3	9.7	<b>-0.9</b>
Interest and dividends	693.8	981.3	796.5	331.4	235.3	58.4	53.6	67.4	55.9	<b>75.8</b>
Gain (loss) on investments in equity securities	67.7	-20.1	-48.7	-25.5	6.0	9.8	-2.3	-3.8	2.4	<b>-10.3</b>
Private equity entities product sales	88.2	100.1	-	-	-	-	-	-	-	-
Other	58.8	67.4	28.2	39.9	37.5	14.3	8.7	9.4	5.2	<b>16.3</b>
<b>Total revenue</b>	<b>1,792.8</b>	<b>2,049.1</b>	<b>1,593.7</b>	<b>664.5</b>	<b>1,356.8</b>	<b>363.6</b>	<b>355.5</b>	<b>321.6</b>	<b>316.1</b>	<b>314.0</b>
Interest expense	647.2	958.0	806.5	351.9	205.9	65.2	55.4	47.1	38.2	<b>54.2</b>
<b>Net revenue</b>	<b>1,145.7</b>	<b>1,091.1</b>	<b>787.3</b>	<b>312.6</b>	<b>1,150.8</b>	<b>298.4</b>	<b>300.0</b>	<b>274.5</b>	<b>277.9</b>	<b>259.8</b>
Non-interest expenses	693.7	772.6	852.2	1,092.9	1,045.6	266.9	272.7	256.6	249.3	<b>253.4</b>
Income (loss) from continuing operations before income taxes	452.0	318.5	-64.9	-780.3	105.2	31.4	27.3	18.0	28.6	<b>6.5</b>
Income from discontinued operations before income taxes	99.4	-	-	-	-	-	-	-	-	-
<b>Income (loss) before income taxes</b>	<b>551.4</b>	<b>318.5</b>	<b>-64.9</b>	<b>-780.3</b>	<b>105.2</b>	<b>31.4</b>	<b>27.3</b>	<b>18.0</b>	<b>28.6</b>	<b>6.5</b>
Net income (loss) attributable to Nomura Holdings, Inc. ("NHI") shareholders from continuing operations	256.6	175.8	-67.8	-708.2	67.8	11.4	27.7	10.2	18.4	<b>2.3</b>
Net income (loss) attributable to Nomura Holdings, Inc. ("NHI") shareholders from discontinued operations	47.7	-	-	-	-	-	-	-	-	-
<b>Net income (loss)</b>	<b>304.3</b>	<b>175.8</b>	<b>-67.8</b>	<b>-708.2</b>	<b>67.8</b>	<b>11.4</b>	<b>27.7</b>	<b>10.2</b>	<b>18.4</b>	<b>2.3</b>

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

## Main revenue items

(billions of yen)		FY2006.3	FY2007.3	FY2008.3	FY2009.3	FY2010.3	FY2010.3				FY2011.3
							1Q	2Q	3Q	4Q	1Q
<b>Commissions</b>	Stock brokerage commissions (retail)	153.6	98.3	75.1	50.8	55.3	15.8	14.7	12.3	12.5	<b>13.7</b>
	Stock brokerage commissions (other)	79.5	73.2	166.6	144.7	140.3	39.2	34.5	33.7	33.0	<b>40.3</b>
	Other brokerage commissions	14.3	6.8	9.3	7.9	8.0	2.9	-0.0	2.6	2.6	<b>2.2</b>
	Commissions for distribution of investment trusts	85.1	120.5	121.2	75.9	165.9	39.5	41.3	43.6	41.5	<b>55.7</b>
	Other	23.8	38.6	32.4	27.5	25.5	4.7	5.0	8.8	7.0	<b>6.2</b>
	<b>Total</b>	<b>356.3</b>	<b>337.5</b>	<b>404.7</b>	<b>306.8</b>	<b>395.1</b>	<b>102.0</b>	<b>95.4</b>	<b>101.1</b>	<b>96.6</b>	<b>118.1</b>
<b>Fees from Investment Banking</b>	Equity underwriting and distribution	57.3	56.6	32.1	13.2	74.9	17.1	7.7	30.4	19.6	<b>8.1</b>
	Bond underwriting and distribution	21.2	15.3	13.4	11.9	16.6	3.8	2.9	6.5	3.5	<b>6.0</b>
	M&A / financial advisory fees	30.3	26.7	37.8	26.7	29.2	8.6	4.9	7.6	8.2	<b>6.2</b>
	Other	0.1	0.7	1.8	3.1	0.5	0.3	0.1	0.1	0.1	<b>0.1</b>
	<b>Total</b>	<b>108.8</b>	<b>99.3</b>	<b>85.1</b>	<b>55.0</b>	<b>121.3</b>	<b>29.7</b>	<b>15.6</b>	<b>44.5</b>	<b>31.4</b>	<b>20.4</b>
<b>Asset Management and portfolio service fees</b>	Asset management fees	68.5	106.3	150.3	104.1	97.6	22.0	26.0	25.5	24.1	<b>25.1</b>
	Administration fees	20.6	24.0	21.7	21.3	19.4	4.5	4.6	4.8	5.4	<b>5.7</b>
	Custodial fees	13.6	15.7	17.7	14.7	15.3	3.8	3.4	4.0	4.1	<b>4.0</b>
	<b>Total</b>	<b>102.7</b>	<b>146.0</b>	<b>189.7</b>	<b>140.2</b>	<b>132.2</b>	<b>30.3</b>	<b>34.0</b>	<b>34.2</b>	<b>33.7</b>	<b>34.9</b>

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

(billions of yen)	FY2006.3	FY2007.3	FY2008.3	FY2009.3	FY2010.3	FY2010.3				FY2011.3
						1Q	2Q	3Q	4Q	1Q
<b>Retail</b>	197.2	160.9	122.3	18.2	113.4	27.9	26.4	35.2	24.0	<b>37.7</b>
<b>Asset Management</b>	23.8	39.4	34.0	7.4	18.6	5.1	4.5	4.1	4.9	<b>4.9</b>
<b>Wholesale</b>	264.7	156.0	-150.1	-717.3	175.2	53.3	38.2	48.5	35.2	<b>-41.1</b>
<b>3 Business segment total</b>	485.7	356.3	6.2	-691.7	307.1	86.3	69.0	87.8	64.1	<b>1.5</b>
<b>Other</b>	-33.1	21.0	-20.9	-65.4	-211.3	-64.6	-39.9	-65.9	-40.9	<b>15.6</b>
<b>Segment total</b>	452.6	377.3	-14.7	-757.1	95.8	21.7	29.1	21.8	23.2	<b>17.1</b>
<b>Unrealized gain (loss) on investments in equity securities held for operating</b>	59.3	-38.2	-50.2	-23.1	9.4	9.7	-1.8	-3.9	5.4	<b>-10.6</b>
<b>Unrealized gain (loss) on investments in equity securities held for operating</b>	-59.9	-21.5	-	-	-	-	-	-	-	<b>-</b>
<b>US GAAP</b>	452.0	318.5	-64.9	-780.3	105.2	31.4	27.3	18.0	28.6	<b>6.5</b>
	99.4	-	-	-	-	-	-	-	-	<b>-</b>
	<b>551.4</b>	<b>318.5</b>	<b>-64.9</b>	<b>-780.3</b>	<b>105.2</b>	<b>31.4</b>	<b>27.3</b>	<b>18.0</b>	<b>28.6</b>	<b>6.5</b>

Note:

- Gain (loss) on investments in equity securities, our share of equity in the earnings (losses) of affiliates, impairment losses on long-lived assets, corporate items and other financial adjustments are included as "Other" operating results outside business segments in our segment information.
- Certain reclassifications of previously reported amounts have been made to conform to the current year presentation.
- In January 2006, certain functions of Other business were integrated into Asset Management. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.
- The defined contribution pension plan business in Asset Management was integrated to Other business in the second quarter of the fiscal year ended March 31, 2009. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.



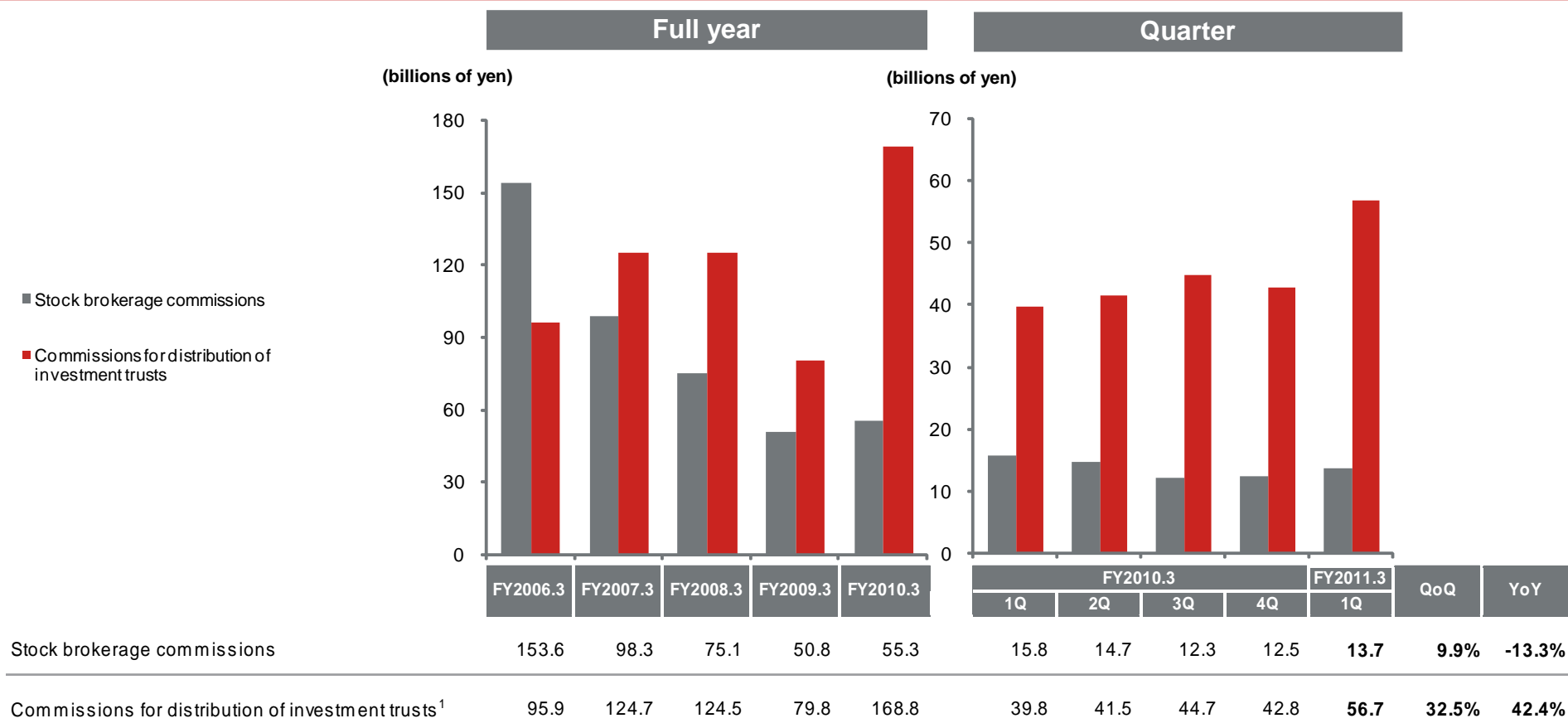
# Retail related data (1)

(billions of yen)	FY2006.3	FY2007.3	FY2008.3	FY2009.3	FY2010.3	FY2010.3				FY2011.3 1Q	QoQ	YoY
						1Q	2Q	3Q	4Q			
Commissions	269.4	251.4	225.9	151.0	238.9	55.9	59.8	62.3	61.0	<b>75.6</b>	<b>24.1%</b>	<b>35.4%</b>
Sales credit	109.0	96.8	94.2	71.4	63.8	20.0	15.5	13.3	15.0	<b>12.8</b>	<b>-14.3%</b>	<b>-35.8%</b>
Fees from investment banking	26.4	24.0	14.9	13.4	33.6	7.2	5.1	15.1	6.1	<b>9.4</b>	<b>53.0%</b>	<b>30.3%</b>
Investment trust administration fees and other	34.4	47.5	59.7	50.9	47.3	11.1	11.8	12.1	12.3	<b>12.1</b>	<b>-1.7%</b>	<b>8.2%</b>
Net interest revenue	7.4	20.4	7.3	5.2	4.7	1.2	0.9	1.5	1.1	<b>1.0</b>	<b>-6.3%</b>	<b>-10.8%</b>
Net revenue	446.5	440.1	402.0	291.9	388.3	95.4	93.2	104.3	95.5	<b>111.0</b>	<b>16.2%</b>	<b>16.3%</b>
Non-interest expenses	249.3	279.3	279.7	273.6	274.9	67.5	66.8	69.1	71.5	<b>73.2</b>	<b>2.4%</b>	<b>8.4%</b>
Income before income taxes	197.2	160.9	122.3	18.2	113.4	27.9	26.4	35.2	24.0	<b>37.7</b>	<b>57.4%</b>	<b>35.5%</b>
Domestic distribution volume of investment trusts <sup>1</sup>			9,846.9	6,825.1	9,713.2	2,327.2	2,446.8	2,438.2	2,501.0	<b>2,797.9</b>	<b>11.9%</b>	<b>20.2%</b>
Bond investment trusts			3,681.8	2,731.6	2,380.1	624.0	593.3	544.8	618.1	<b>697.2</b>	<b>12.8%</b>	<b>11.7%</b>
Stock investment trusts			4,816.1	2,969.3	6,165.7	1,425.0	1,595.4	1,602.7	1,542.6	<b>1,729.1</b>	<b>12.1%</b>	<b>21.3%</b>
Foreign investment trusts			1,349.0	1,124.2	1,167.4	278.3	258.0	290.7	340.4	<b>371.6</b>	<b>9.2%</b>	<b>33.6%</b>
Other												
Accumulated value of annuity insurance policies	683.3	990.4	1,205.3	1,413.3	1,609.2	1,462.5	1,507.0	1,542.5	1,609.2	<b>1,633.3</b>	<b>1.5%</b>	<b>11.7%</b>
Sales of JGBs for individual investors (transaction base)	747.8	615.2	292.3	109.6	22.2	8.1	7.0	4.7	2.5	<b>4.9</b>	<b>94.8%</b>	<b>-39.9%</b>
Retail foreign currency bond sales	1,119.2	677.1	954.0	867.4	1,080.3	288.4	252.6	215.3	323.9	<b>411.0</b>	<b>26.9%</b>	<b>42.5%</b>

1. Nomura Securities.

## Retail related data (2)

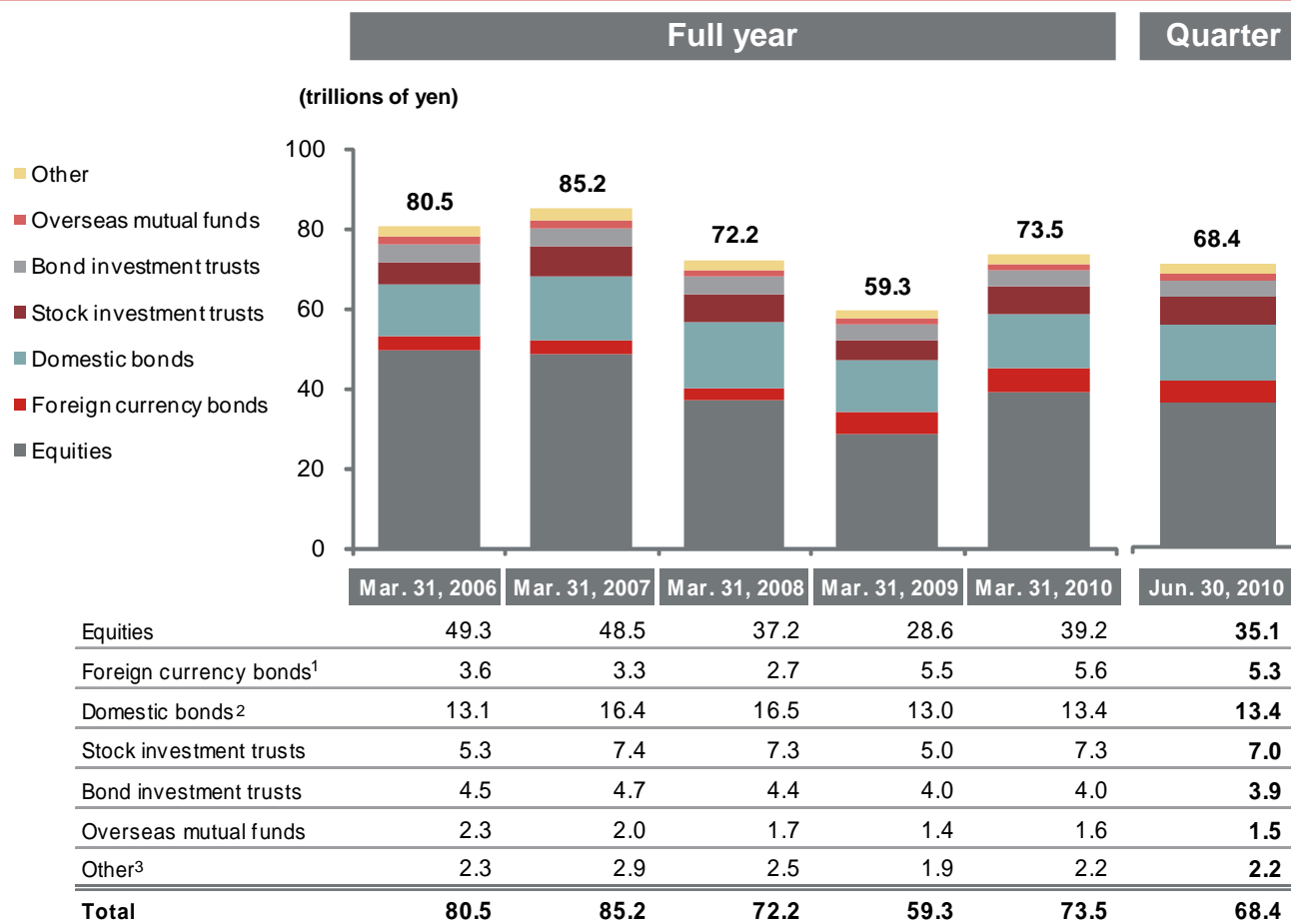
### Stock brokerage commissions and commissions for distribution of investment trusts<sup>1</sup>



1. Nomura Securities

# Retail related data (3)

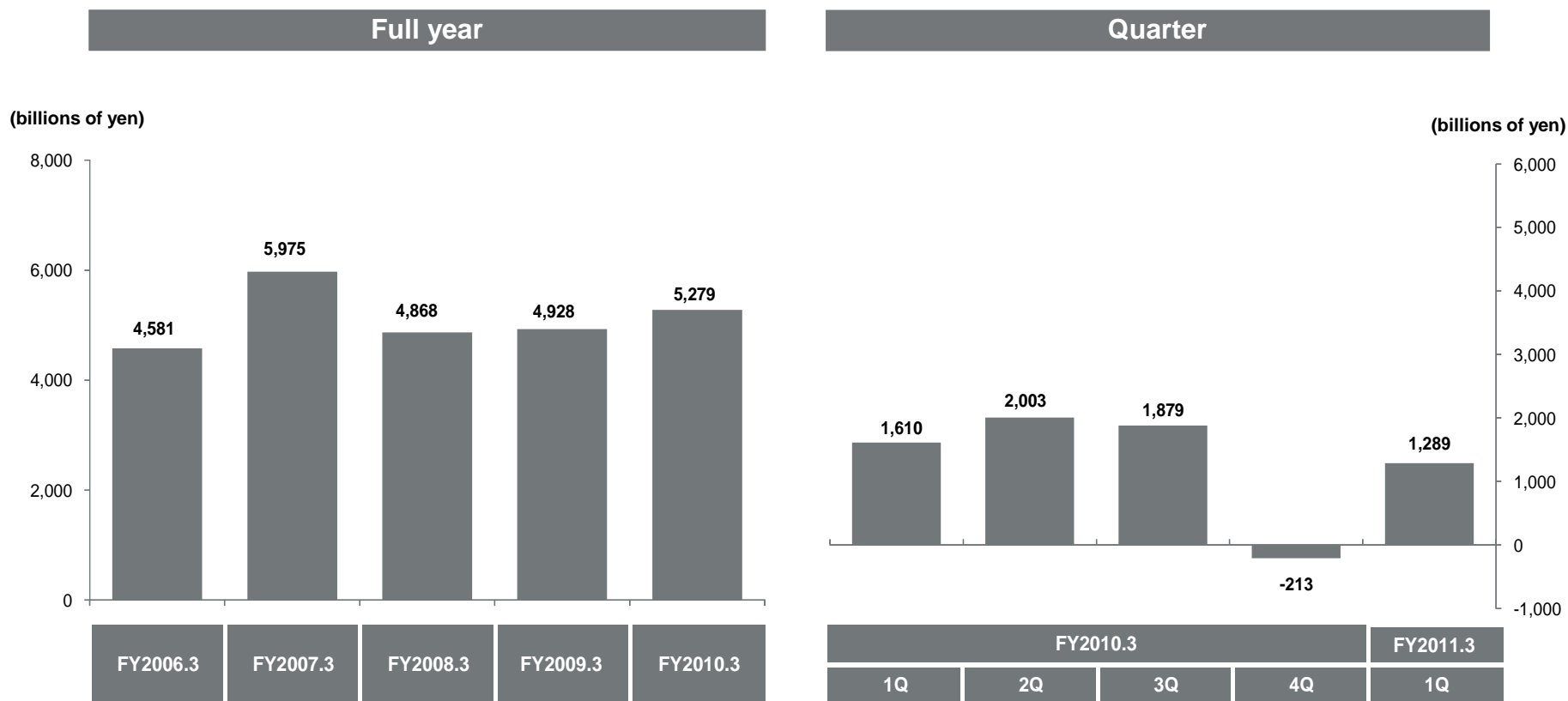
## Retail client assets



1. Euroyen bonds have been moved from domestic bonds to foreign currency bonds from the third quarter of the fiscal year ended March 31, 2009.
2. Includes CBs and warrants.
3. Includes annuity insurance.

# Retail related data (4)

## Retail client assets: Net asset inflow<sup>1</sup>



1. Retail client assets exclude portion from regional financial institutions.  
 Note: Net asset inflow = asset inflow – asset outflow.

## Retail related data (5)

### Number of accounts / IT share<sup>1</sup>

	Mar. 31, 2006	Mar. 31, 2007	Mar. 31, 2008	Mar. 31, 2009	Mar. 31, 2010	Jun. 30, 2010 (thousands)
Accounts with balance	3,780	3,953	4,165	4,467	4,883	<b>4,894</b>
Equity holding accounts	1,745	1,853	2,027	2,347	2,572	<b>2,600</b>
Nomura Home Trade (online trading accounts)	1,969	2,243	2,765	3,095	3,189	<b>3,235</b>

### Full year

### Quarter

	FY2006.3	FY2007.3	FY2008.3	FY2009.3	FY2010.3	FY2010.3				FY2011.3
						1Q	2Q	3Q	4Q	1Q
New individual accounts (thousands)	343	417	580	608	336	65	71	74	126	<b>93</b>
IT share <sup>1</sup>										
No. of orders	55%	55%	57%	59%	58%	61%	60%	56%	55%	<b>57%</b>
Transaction value	27%	27%	29%	29%	29%	31%	29%	26%	28%	<b>30%</b>

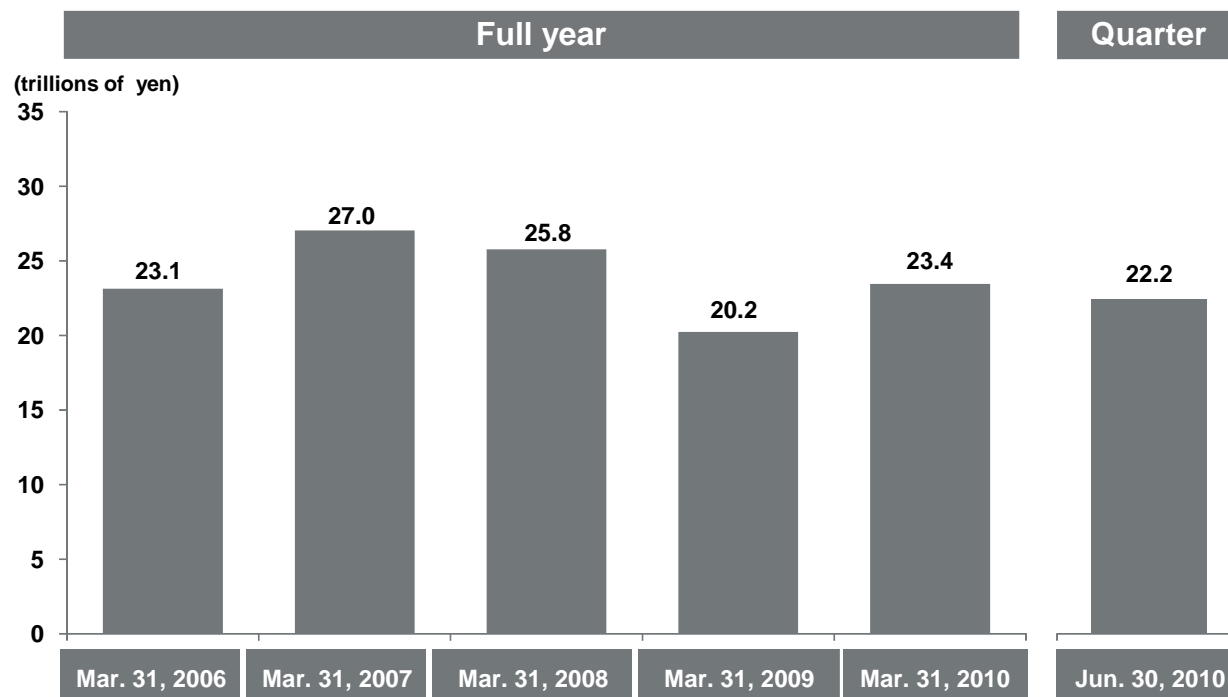
1. IT share is the percentage of trades via Nomura Home Trade and our Telephone Answer service comprising the total of cash stock transactions and kabushiki-mini-toshi (odd lot stock investment).

# Asset Management related data (1)

(billions of yen)	FY2006.3	FY2007.3	FY2008.3	FY2009.3	FY2010.3	FY2010.3				FY2011.3	QoQ	YoY
						1Q	2Q	3Q	4Q			
Net revenue	64.1	88.1	88.7	59.8	70.4	18.7	16.5	17.2	18.0	18.1	0.7%	-2.8%
Non-interest expenses	40.3	48.7	54.8	52.4	51.8	13.5	12.0	13.2	13.1	13.2	1.0%	-2.2%
Income before income taxes	23.8	39.4	34.0	7.4	18.6	5.1	4.5	4.1	4.9	4.9	-0.2%	-4.5%

Note: In January 2006, certain functions of Other business were integrated into Asset Management. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.  
 The defined contribution pension plan business in Asset Management was integrated to other business in the second quarter of the fiscal year ended March 31, 2009. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

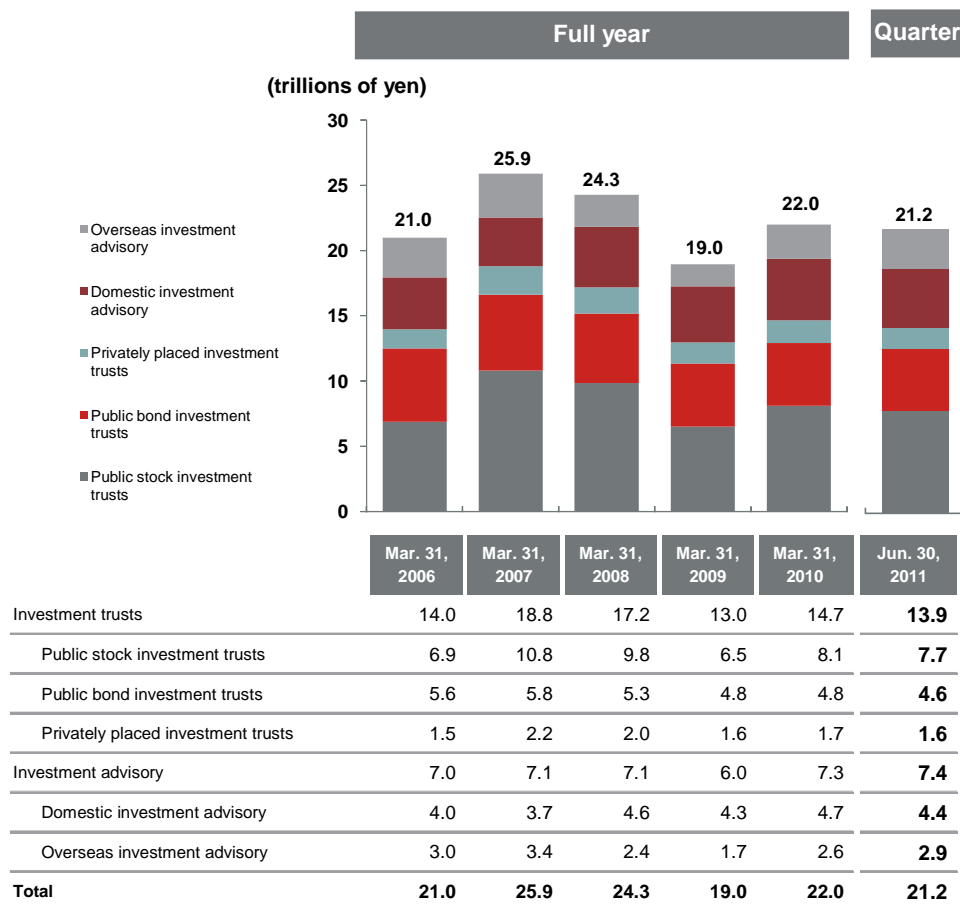
## Total assets under management



Note: Total assets under management of Nomura Asset Management, Nomura Corporate Research and Asset Management, Nomura Funds Research and Technologies, Nomura Asset Management Deutschland KAG, and Nomura Funds Research and Technologies America, Private Equity Funds Research and Investments. Adjusted for asset overlap amongst group companies. Data until March 31, 2006, include Nomura BlackRock Asset Management. Nomura Funds Research and Technologies America data as of end of May 2010.

## Asset Management related data (2)

### Nomura Asset Management assets under management



### Domestic public investment trust market and Nomura Asset Management market share

(trillions of yen)

	Mar. 31, 2006	Mar. 31, 2007	Mar. 31, 2008	Mar. 31, 2009	Mar. 31, 2010	Jun. 30, 2010
Domestic public stock investment trusts						
Market	45.0	59.4	57.7	40.4	52.6	<b>48.6</b>
Nomura's share (%)	15%	18%	17%	16%	15%	<b>16%</b>
Domestic public bond investment trusts						
Market	13.5	13.2	12.0	11.1	11.1	<b>10.8</b>
Nomura's share (%)	42%	44%	44%	43%	43%	<b>43%</b>

Source: Investment Trusts Association, Japan

### Nomura Asset Management net asset inflow

Full year      Quarter

(trillions of yen)

	FY 2006.3	FY 2007.3	FY 2008.3	FY 2009.3	FY 2010.3	FY2010.3				FY2011.3
						1Q	2Q	3Q	4Q	1Q
Public stock investment trusts	1.0	3.8	2.0	0.0	-0.2	0.2	0.3	-0.5	-0.1	<b>0.5</b>
Exclude ETF	1.4	3.7	1.8	-0.4	0.0	0.3	0.2	-0.3	-0.2	<b>0.6</b>
Public bond investment trusts	0.0	0.2	-0.5	-0.5	-0.0	-0.0	0.1	-0.1	-0.0	<b>-0.2</b>
Privately placed investment trusts	0.5	0.7	0.2	0.1	-0.2	-0.1	-0.1	0.0	-0.1	<b>0.0</b>
<b>Net asset inflow</b>	<b>1.5</b>	<b>4.6</b>	<b>1.7</b>	<b>-0.4</b>	<b>-0.4</b>	<b>0.1</b>	<b>0.3</b>	<b>-0.6</b>	<b>-0.2</b>	<b>0.3</b>

# Wholesale related data (1)

## Wholesale

	FY2009.3	FY2010.3	FY2010.3				FY2011.3	QoQ	YoY
			1Q	2Q	3Q	4Q	1Q		
Global Markets	-157.3	658.4	187.1	174.5	163.9	133.0	<b>96.4</b>	<b>-27.5%</b>	<b>-48.5%</b>
Investment Banking	-6.4	131.1	24.6	24.8	46.2	35.5	<b>12.2</b>	<b>-65.6%</b>	<b>-50.5%</b>
Net revenue	-163.6	789.5	211.7	199.3	210.1	168.4	<b>108.6</b>	<b>-35.5%</b>	<b>-48.7%</b>
Non-interest expenses	553.7	614.3	158.5	161.1	161.6	133.2	<b>149.8</b>	<b>12.4%</b>	<b>-5.5%</b>
Income (Loss) before income taxes	-717.3	175.2	53.3	38.2	48.5	35.2	<b>-41.1</b>	-	-

## Global Markets

	FY2009.3	FY2010.3	FY2010.3				FY2011.3	QoQ	YoY
			1Q	2Q	3Q	4Q	1Q		
Fixed Income	-217.2	308.0	105.4	76.6	70.5	55.6	<b>41.0</b>	<b>-26.3%</b>	<b>-61.1%</b>
Equities	98.9	352.8	92.8	93.4	90.1	76.5	<b>46.3</b>	<b>-39.5%</b>	<b>-50.1%</b>
Other	-38.9	-2.4	-11.1	4.6	3.2	0.9	<b>9.2</b>	<b>931.4%</b>	-
Net revenue	-157.3	658.4	187.1	174.5	163.9	133.0	<b>96.4</b>	<b>-27.5%</b>	<b>-48.5%</b>
Non-interest expenses	417.4	486.4	124.9	127.8	130.8	103.0	<b>122.8</b>	<b>19.2%</b>	<b>-1.7%</b>
Income (Loss) before income taxes	-574.6	172.0	62.3	46.7	33.1	30.0	<b>-26.3</b>	-	-

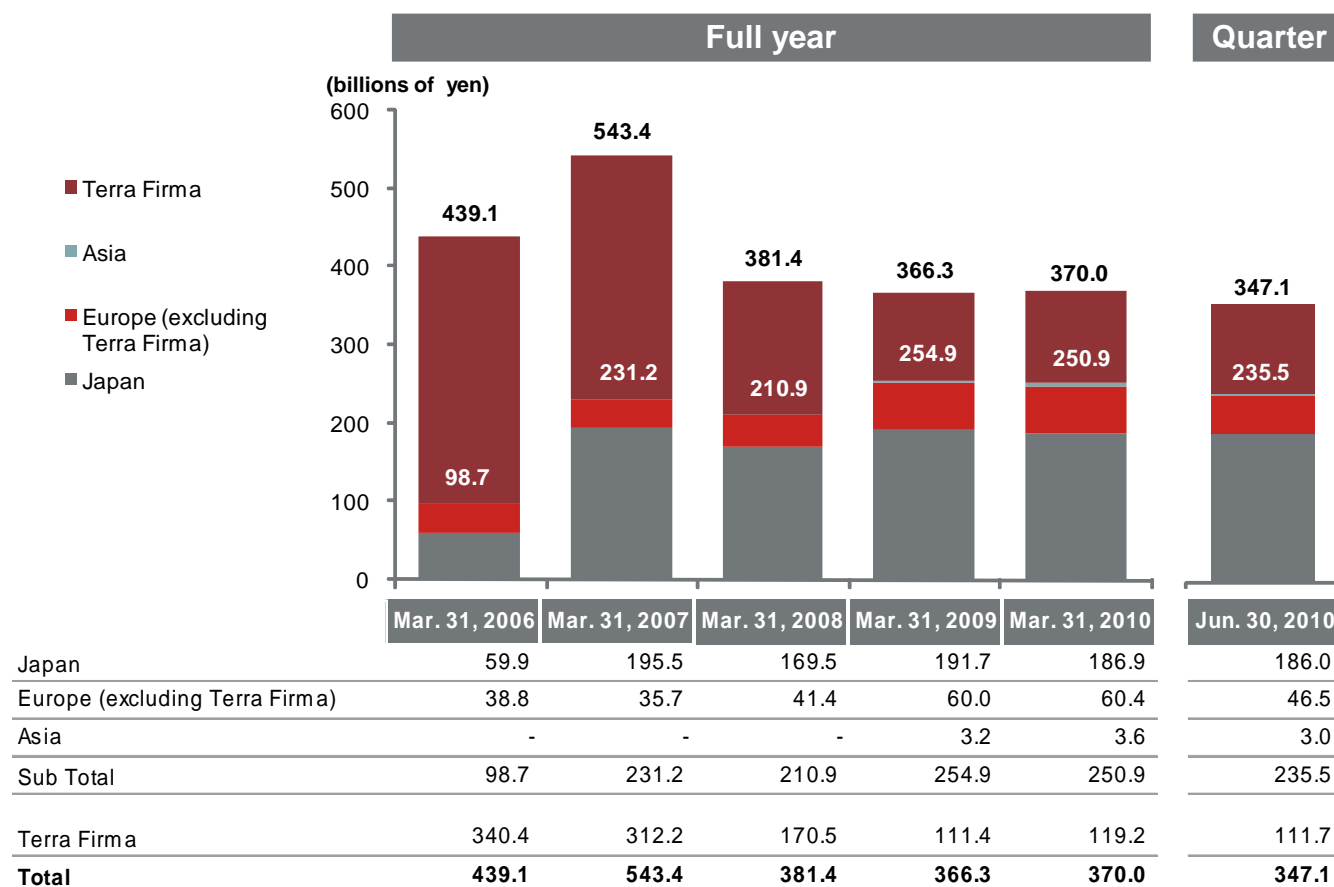
## Investment Banking

	FY2009.3	FY2010.3	FY2010.3				FY2011.3	QoQ	YoY
			1Q	2Q	3Q	4Q	1Q		
Investment Banking(Gross)	87.6	196.1	38.0	33.2	81.7	43.3	<b>29.0</b>	<b>-32.9%</b>	<b>-23.6%</b>
Allocation to other divisions	24.1	77.2	12.3	12.2	37.2	15.4	<b>13.2</b>	<b>-14.2%</b>	<b>7.3%</b>
Investment Banking(Net)	63.5	118.9	25.7	20.9	44.5	27.8	<b>15.8</b>	<b>-43.2%</b>	<b>-38.4%</b>
Other	-69.9	12.2	-1.1	3.9	1.8	7.6	<b>-3.6</b>	-	-
Net revenue	-6.4	131.1	24.6	24.8	46.2	35.5	<b>12.2</b>	<b>-65.6%</b>	<b>-50.5%</b>
Non-interest expenses	136.3	127.9	33.6	33.3	30.8	30.2	<b>27.0</b>	<b>-10.7%</b>	<b>-19.7%</b>
Income (Loss) before income taxes	-142.7	3.2	-9.0	-8.5	15.4	5.2	<b>-14.8</b>	-	-



## Wholesale related data (2)

### Private equity related investments



Note: Amount of exposure in Japan is total of Nomura Principal Finance (NPF), Nomura Financial Partners (NFP), Nomura Research & Advisory (NR&A) and others.  
 Amount of exposure in Europe (excluding Terra Firma) is total of Private Equity Group (PEG), Nomura Phase4 Ventures (NPV) and others.

## Number of employees

	Mar. 31, 2006	Mar. 31, 2007	Mar. 31, 2008	Mar. 31, 2009	Mar.31,2010	Jun.30,2010
Japan (excluding FA) <sup>1</sup>	9,618	10,667	11,561	12,929	12,857	<b>13,370</b>
Japan (FA) <sup>2</sup>	1,948	2,174	2,377	2,391	2,196	<b>2,184</b>
Europe	1,515	1,791	1,956	4,294	4,369	<b>4,499</b>
Americas	1,073	1,322	1,063	1,079	1,781	<b>1,941</b>
Asia-Pacific <sup>3</sup>	778	900	1,070	4,933	5,171	<b>5,399</b>
<b>Total</b>	<b>14,932</b>	<b>16,854</b>	<b>18,026</b>	<b>25,626</b>	<b>26,374</b>	<b>27,393</b>

1. Excludes employees of private equity investee companies.

2. Figures up to March 2008 include savings advisors.

3. Includes Powai office in India.

Note: Headcount figures have been reclassified to include certain contract employees since September 2007. Certain reclassifications of previously reported amounts have been made to conform to the current presentation.

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