

NOMURA

Nomura Individual Investor Survey

December 2021

16 December 2021

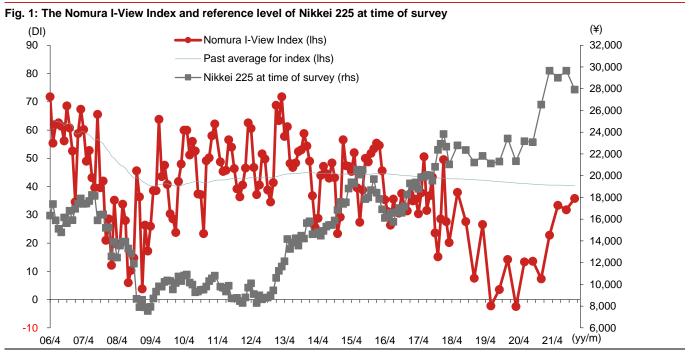
Global Research Division Nomura Securities Co., Ltd.

The Nomura Individual Investor Survey is a periodic survey conducted with the aim of better understanding investing activity by individuals and providing information on related trends.

1. Survey results

(1) Nomura I-View Index at 35.8, highest level since June 2018 survey

The Nomura Individual Investor Market View Index (Nomura I-View Index), based on respondents' three-month outlook for share prices and calculated by subtracting the percentage of responses for "fall" from that for "rise," was 35.8 in December 2021, up 4.0pt versus the previous survey. The Nikkei 225 reference level (6 December 2021 close) was 27,927.37, down 1,732.52 versus the previous survey (6 September 2021 close of 29,659.89).

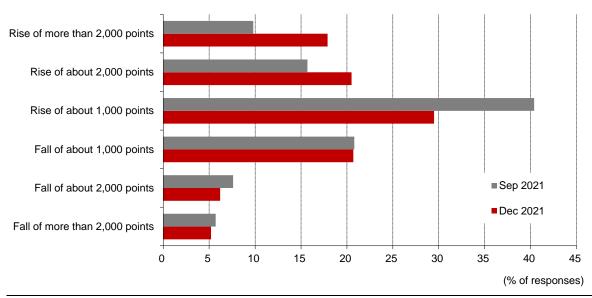


Note: (1) The Nomura I-View Index is based on data collected by this survey and expressed as a diffusion index (DI). The calculation method is as follows: ([(number of responses indicating expected rise in share prices in the next three months) minus (number of responses indicating expected fall in share prices in the next three months)] divided by number of respondents) x 100. The figure for January 2010 used here excludes those respondents who projected that the Nikkei Average would be flat. (2) The Nomura I-View Index ranges from -100 to +100. The closer to +100, the more bullish the outlook held by individual investors. The closer to -100, the more bullish the outlook held by individual investors.

The combined percentage of respondents expecting the Nikkei 225 to rise over the next three months was 67.9%, up 2.0ppt from 65.9% in the previous survey. The percentage of respondents expecting a "rise of about 1,000 points" was down 10.9ppt versus the previous survey at 29.5%. The percentage of respondents expecting a "rise of about 2,000 points" rose 4.8ppt to 20.5%, while the percentage expecting a "rise of more than 2,000 points" was up 8.1ppt at 17.9%.

The proportion expecting a "fall of about 1,000 points" declined 0.1ppt to 20.7%. The proportion expecting a "fall of about 2,000 points" was down 1.4ppt at 6.2%, while the proportion expecting a "fall of more than 2,000 points" was down 0.5ppt at 5.2% (Figure 2).

Fig. 2: Outlook for Nikkei 225 during the next three months

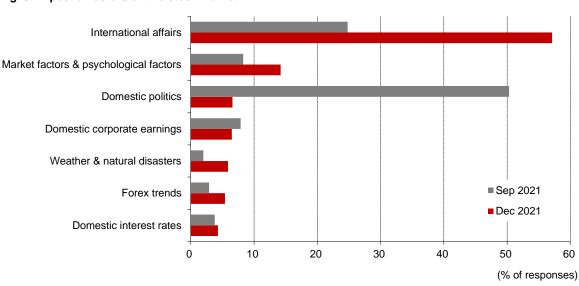


Note: Respondents were asked to share their outlook for the Nikkei 225 during the next three months based on the 6 December 2021 close of 27,927. Respondents could choose one answer from a possible six responses ranging from a rise of more than 2,000 points to a fall of more than 2,000 points, with 1,000-point increments in between.

(2) Increased focus on "international affairs"

Respondents were asked to select the factor most likely to affect the stock market over the next three months. The response rate for "international affairs" rose 32.3ppt versus the previous survey to 57.1%. The percentage responding "market factors & psychological factors" rose 5.9ppt to 14.2%. The percentage responding domestic politics meanwhile dropped 43.7ppt to 6.6%.

Fig. 3: Impact of factors on the stock market



Note: Respondents were asked to choose one answer from a possible seven responses concerning factors likely to impact the stock market over the next three months or so.

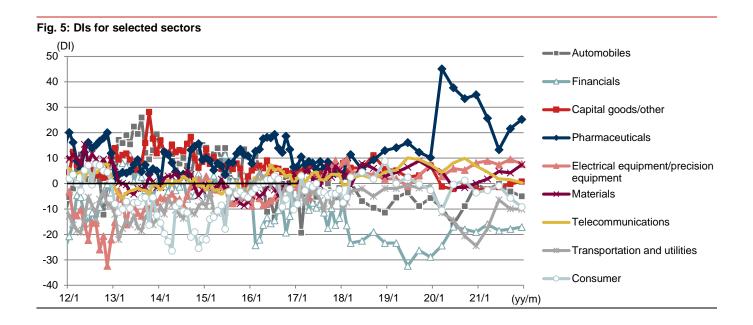
(3) Appeal of pharmaceuticals increases, while appeal of consumer sector declines

On the outlook for sectors over the next three months or so, we calculate a diffusion index (DI) by subtracting the percentage of responses for "unappealing" from that for "appealing." The DI for the pharmaceuticals sector increased 3.6pt versus the previous survey to 25.2, while the DI for the consumer category declined 3.5pt to -9.2 (Figures 4 and 5).

Fig. 4: Investment appeal by sector

Sector	DI	Breakdown of DI	Breakdown of DI (% of responses)			
Sector	DI	Appealing	Unappealing	Previous DI		
Pharmaceuticals	25.2	28.5	3.3	21.6		
Electrical equipment/precision equipment	7.7	12.7	5.0	9.5		
Materials	7.4	16.3	8.9	4.2		
Capital goods/other	0.8	6.5	5.7	-0.2		
Telecommunications	0.3	4.9	4.6	1.5		
Automobiles	-5.0	7.0	12.0	-3.1		
Consumer	-9.2	9.4	18.6	-5.7		
Transportation and utilities	-10.1	10.2	20.3	-9.9		
Financials	-17.1	4.5	21.6	-17.9		

Note: Respondents were given nine sectors and asked to choose one they viewed as an appealing investment target and one they viewed as unappealing. For each sector, we calculated a DI by subtracting the percentage of responses for "unappealing" from that for "appealing." The materials sector comprises mining, textiles, paper & pulp, chemicals, oil, ceramics, steel, nonferrous metals, and trading houses. The financial sector comprises banks, miscellaneous finance, securities, and insurance. The capital goods/other sector comprises construction, machinery, shipbuilding, transportation equipment, miscellaneous manufacturing, and real estate. The transportation and utilities sector comprises railroads & buses, trucking, shipping, airlines, warehousing, electric power, and gas. The consumer sector comprises marine products, food, retail, and services.



(4) Most-watched stocks

Respondents were asked to name one stock that they would like to have in their portfolio, or that they find appealing, regardless of whether their investment horizon is the short term or long term (including stocks actually held). We show the most popular responses in Figure 6.

Code	Company	No. of respondents	Code	Company	No. of respondents
7203	Toyota Motor	101	7201	Nissan Motor	12
4507	Shionogi	46	6501	Hitachi	11
4502	Takeda Pharmaceutical	28	2702	MCDONALD'S HOLDINGS COMPANY(JAPAN),LTD.	10
9434	SoftBank Corp	28	4661	Oriental Land	10
9984	SoftBank Group	21	6702	Fujitsu	9
2914	Japan Tobacco	20	8031	Mitsui & Co	9
8267	Aeon	19	4755	Rakuten	8
9432	Nippon Telegraph and Telephone	18	6594	Nidec	8
8591	Orix	17	9104	Mitsui OSK Lines	8
9202	ANA Holdings	17	6920	Lasertec	7
7974	Nintendo	16	6981	Murata Manufacturing	7
4901	Fujifilm Holdings	15	8001	ltochu	7
6758	Sony	15	9020	East Japan Railway	7
8035	Tokyo Electron	14	9201	Japan Airlines	7
9101	Nippon Yusen	14	9433	KDDI	7
5020	ENEOS Holdings	13	2811	Kagome	6
8058	Mitsubishi Corp	13	5201	AGC	6
8306	Mitsubishi UFJ Financial Group	13	6752	Panasonic	6
2897	Nissin Foods Holdings	12			

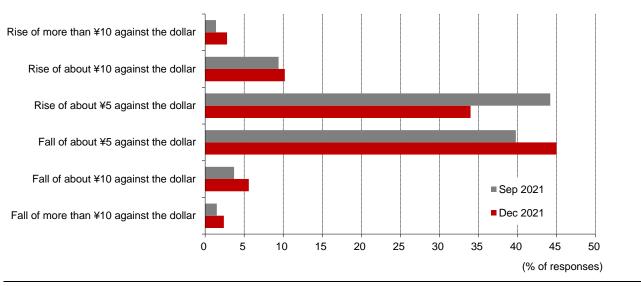
Note: Not included in valid responses were answers of "none" or clearly mistaken responses.

(5) Rise in percentage of investors expecting yen to depreciate against US dollar

On the outlook for USD/JPY over the next three months, the combined percentage of respondents expecting the yen to depreciate against the US dollar was 53.0%, up 8.0ppt from the previous survey. The response rate for "fall of about ¥5 against the dollar" rose 5.2ppt versus the previous survey to 45.0%. The response rate for "fall of about ¥10 against the dollar" rose 1.9ppt to 5.6%, while that for "fall of more than ¥10 against the dollar" rose 0.9ppt to 2.4%.

The response rate for "rise of about ¥5 against the dollar" declined 10.2ppt to 34.0%. The response rate for "rise of about ¥10 against the dollar" rose 0.8ppt to 10.2%, and the response rate for "rise of more than ¥10 against the dollar" rose 1.4ppt to 2.8% (Figure 7).

Fig. 7: Respondents' three-month outlook for USD/JPY



Note: Respondents were asked to share their outlook for USD/JPY over the next three months, referencing the 6 December 2021 indicative rate of 112.99. They could choose one answer from six possible responses ranging from a rise of more than ¥10 against the dollar to a fall of more than ¥10 against the dollar, with ¥5 increments in between.

(6) Rise in DI for investment appeal of US dollar

On the outlook for different currencies over the next three months, we calculate a DI for each currency by subtracting the percentage of responses for "unappealing" from that for "appealing." The DI for the US dollar rose 8.6pt to 54.8, and the DI for the Brazilian real rose 8.0pt to -28.1. Meanwhile, the DI for the Japanese yen fell 5.7pt to 11.2 and the DI for the euro fell 4.6pt to -4.0 (Figures 8 and 9).

Fig. 8: Investment				
Currency	DI	Breakdown of DI	(Ref)	
Currency	DI	Appealing	Unappealing	Previous DI
US dollar	54.8	59.4	4.6	46.2
Japanese yen	11.2	26.4	15.2	16.9
Australian dollar	3.9	6.1	2.2	5.3
Canadian dollar	0.7	0.9	0.2	0.3
Pound sterling	-1.8	1.2	3.0	-0.8
Euro	-4.0	2.3	6.3	0.6
Brazilian real	-28.1	0.4	28.5	-36.1
Chinese yuan	-35.4	1.8	37.2	-32.6

Note: Respondents were given nine possible responses, consisting of the above eight currencies and "other," and asked to choose one they viewed as an appealing investment target and one they viewed as unappealing. Those selecting "other" were asked to specify a currency.

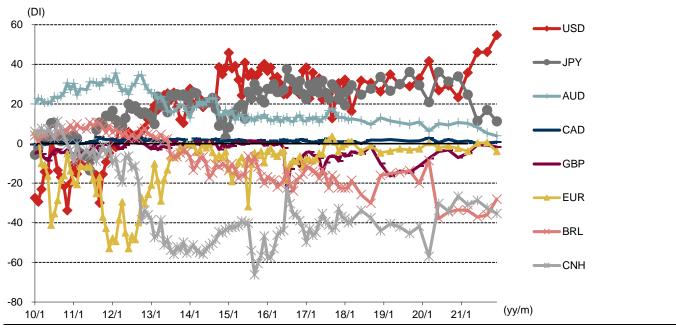


Fig. 9: DIs for investment appeal of selected currencies

(7) Among financial instruments, appeal of foreign investment trusts rises

To give an indication of plans for holding financial instruments, we calculate DIs for each type of financial instrument by subtracting the percentage of respondents planning to cease holding the instrument or decrease their holdings from the percentage planning to hold the instrument for the first time or increase their holdings. The DI for foreign investment trusts rose 1.8pt to 12.7. Meanwhile, the DI for Japanese equities declined 3.4pt to 42.3, and the DI for foreign equities declined 3.3pt to 18.6 (Figure 10).

Financial instrument	DI -	Breakdown of DI	(Ref)	
	Di	Plan to increase	Plan to decrease	Previous DI
Japanese equities	42.3	53.0	10.7	45.7
Cash & deposits	26.7	33.2	6.5	29.2
Japanese investment trusts	19.7	23.6	3.9	22.1
Foreign equities	18.6	20.7	2.1	21.9
Foreign investment trusts	12.7	13.7	1.0	10.9
Gold	7.5	8.1	0.6	9.1
Japanese bonds	6.0	8.0	2.0	6.9
Foreign bonds	3.7	4.5	0.8	3.0
Hybrid securities	2.1	2.3	0.2	2.5
Other	0.5	0.7	0.2	1.1
None	-53.5	25.9	79.4	-55.0

Note: Respondents were given a list of 11 responses and asked to choose those financial instruments for which they planned to increase their holdings (multiple responses were allowed). "Plan to increase" refers to financial instruments that investors plan to hold for the first time or for which they plan to increase their holdings, while "plan to decrease" refers to financial instruments that investors plan to hold for the first time or for which they plan to increase their holdings, while "plan to decrease" refers to financial instruments that investors plan to decrease their holdings. Hybrid securities and gold were added to the list of choices from the February 2012 survey. Since the April 2013 survey, we have divided the former category of "Securities issued oversease" into "foreign equities", "foreign investment trusts", and "foreign bonds".

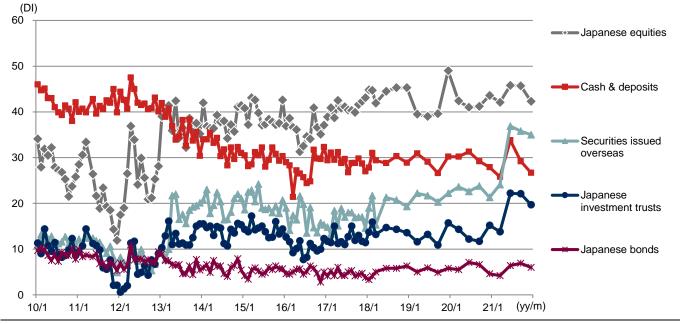


Fig. 11: DIs for financial instruments in which investors are planning either to increase or to decrease their holdings

Note: "Securities issued overseas" is the total for "foreign equities," "foreign investment trusts," and "foreign bonds."

(8) Greater percentage of respondents expect prices to be higher one year out

When asked for their outlook for prices of regularly purchased goods and services one year out, 63.3% of respondents selected a "rise" response, up 12.4ppt from last time. The percentage of respondents selecting a "no change" response was down 16.0ppt at 22.1%. The percentage of respondents selecting a "fall" response rose 3.6ppt to 14.6% (Figure 12).

	Choices	% of responses	(Ref) Previous % of responses
1	Fall of 5% or more	4.5	2.4
2	Fall of 2% up to 5%	5.6	3.5
3	Fall of less than 2%	4.5	5.1
4	No change (0%)	22.1	38.1
5	Rise of less than 2%	33.3	33.3
6	Rise of 2% up to 5%	21.7	14.9
7	Rise of 5% or more	8.3	2.7
	Total	100.0	100.0

Fig. 12: Outlook for prices one year out	

Note: Respondents were asked to select one response to the question: "How do you expect prices of regularly purchased goods and services to differ from current levels one year out?

(9) ESG investment, 2022 equity market themes

The survey included spot questions on ESG investment and 2022 equity market themes.

Asked about their interest in companies' environmental, social, and corporate governance (ESG) initiatives, respondents chose "if anything, I'm interested" more than any other response, with 43.6% of respondents choosing it, down 0.1ppt versus the June 2021 survey. "If anything, I'm not interested" was the second most popular response, selected by 30.0% of respondents, up 2.7ppt versus June (Figure 13).

Fig. 13: Interest in companies' ESG initiatives

	Choices	No. of respondents	% of responses	Previous survey Jun 2021 (%)
1.	I'm very interested	97	9.7	9.7
2.	If anything, I'm interested	436	43.6	43.7
3.	If anything, I'm not interested	300	30.0	27.3
4.	I'm not interested at all	106	10.6	10.1
5.	I can't say, I don't know	61	6.1	9.2
	Total	1,000	100.0	100.0

Note: The question was: "Are you interested in companies' ESG (environment, social, corporate governance) initiatives (choose one)"?

When asked whether or not ESG factors should be taken into consideration in equity markets, the most popular response was "return on investment is important for stock market investment, but it is also important to consider ESG factors to some extent," at 51.2%, up 3.4ppt from the June survey. (Figure 14).

	Choices	No. of respondents	% of responses	Previous survey Jun 2021 (%)
1.	Return on investment is what is important for stock market investment, so it is not necessary to consider ESG factors	72	7.2	10.9
2.	Return on investment is important for stock market investment, but it is also important to consider ESG factors to some extent	512	51.2	47.8
3.	Given the importance of sustainable growth, ESG factors are at least as important to consider as return on investment when investing in the stock market	209	20.9	21.1
4.	Don't know	207	20.7	20.2
	Total	1,000	100.0	100.0

Note: Respondents were asked: "Do you think it is necessary to consider ESG (environmental, social, and corporate governance) factors when investing in the stock market (choose one)"?

We also asked about interest in financial products related to ESG. "I have no interest in ESG-related financial products" was the most common response with 38.5% of respondents choosing it, up 0.8ppt from the June survey. The next most popular response was "investment trusts that actively invest in environmentally friendly companies," selected by 33.2% of respondents, up 3.8ppt from June (Figure 15).

Fig. 15: Interest in ESG-related financial products

	Choices	No. of respondents	% of responses	Previous survey Jun 2021 (%)
1.	Investment trusts that actively invest in environmentally friendly companies	332	33.2	29.4
2.	Investment trusts that actively invest in companies promoting women's participation in the workforce	109	10.9	9.5
3.	Investment trusts that actively invest in companies excelling in corporate governance	196	19.6	21.2
4.	Green bonds (bonds issued to fund environmentally friendly businesses)	124	12.4	10.2
5.	ETFs that track ESG indices (indices made up of companies with high scores based on a comprehensive assessment of ESG factors)	181	18.1	18.2
6.	Financial products that contribute to specific or all SDGs	175	17.5	17.4
7.	Social impact investment (financial products that aim to deliver both an economic return (investment income) and provide funding to resolve social problems)	140	14.0	12.7
8.	Other	0	0.0	0.1
9.	I have no interest in ESG-related financial products	385	38.5	37.7
	Total	1,000	-	-

Note: Respondents were asked, "Which of these environmental, social, and governance (ESG)-related products are you interested in (choose all that apply)"?

The survey also asked respondents whether economic and social changes resulting from the COVID-19 pandemic had changed how they viewed ESG investment. The most popular response was "No major change," at 54.2%, down 4.7ppt from the June survey, followed by "I regard ESG investment as somewhat important," at 34.6%, up 5.2ppt (Figure 16).

Fig. 16: Changes in view of ESG investment Previous survey No. of % of Jun 2021 Choices respondents responses (%) 1. I regard ESG investment as very important 42 4.2 4.7 2. I regard ESG investment as somewhat important 346 29.4 34.6 3. I do not regard ESG investment as particularly important 52 5.2 5.2 4. I do not regard ESG investment as important at all 18 1.8 1.8 5. No major change 542 54.2 58.9 Total 1,000 100.0 100.0

Note: Respondents were asked to select a single response to the question: "Has your view of ESG investment changed as a result of economic and social changes arising because of the COVID-19 pandemic (choose one)?"

Finally, out of a list of themes that look likely to become key themes in the Japanese equity market in 2022 or to have an impact, respondents were asked to select themes on which they intended to focus particularly when making investment decisions. The most popular was response, at 53.7%, was US monetary policy, followed by crude oil prices (42.1%) and response to the COVID-19 pandemic (38.5%). Other popular themes included forex trends, at 36.8%, shareholder returns (dividends, share buybacks), at 23.7%, and renewable energy, also at 23.7%. (Figure 17).

Fig. 17: Themes for the Japanese equity market in 2022

Choices	No. of respondents	% of responses
1. US monetary policy	537	53.7
2. Crude oil prices	421	42.1
3. Response to the COVID-19 pandemic	385	38.5
4. Forex trends	368	36.8
5. Shareholder returns (dividends, share buybacks)	237	23.7
6. Renewable energy	237	23.7
7. BOJ monetary policy	189	18.9
8. Initiatives to cut greenhouse gas emissions, move away from plastic	137	13.7
9. Artificial intelligence (AI)	112	11.2
10. Employment-related (labor shortages, employment regulatory reform, personnel cost revisions)	104	10.4
11. Stimulation of financial and capital markets	102	10.2
12. Reform of medical/healthcare market	86	8.6
13. TSE market restructuring	73	7.3
14. Disaster mitigation, infrastructure upgrade measures	67	6.7
15. Spread of 5G	63	6.3
16. Fintech (including cashless payments)	60	6.0
17. Management focused on ROE	48	4.8
18. Increase in M&A deals	46	4.6
19. Digitalization of government	38	3.8
20. Biodiversity	25	2.5
21. Integrated resorts including casinos	20	2.0
22. Agricultural sector regulatory reform	14	1.4
23. Digitalization of education	9	0.9
24. Other	7	0.7
25. Nothing in particular	101	10.1
Total	1,000	-

Note: Respondents were asked to select up to five themes on which they intended to focus particularly when making investment decisions, out of the themes listed above that look likely to become key themes in the Japanese equity market in 2022 or to have an impact.

2. Nomura Individual Investor Survey

With the aim of better understanding investing activity by individuals and providing information on those trends, Nomura Securities periodically conducts a survey—the Nomura Individual Investor Survey. The results of the survey have been published since April 2006.

<u>Survey method:</u> Questionnaire conducted electronically using the internet monitor questionnaire service administered by Nomura Investor Relations Co., Ltd.

<u>Survey target:</u> Survey sent to 3,000 individual investors randomly selected from the approximately 24,000 with equity investment experience participating in Nomura Investor Relations' internet monitor questionnaire service

Number of responses: 1,000 (survey closed when 1,000 responses received)

Survey period: Survey distributed on 6 December 2021, with deadline for responses on 7 December 2021

<u>Survey content</u>: Questions included each time are (1) share price outlook, (2) factors expected to impact the stock market, (3) attractive sectors and stocks, (4) USD/JPY outlook and attractive currencies, (5) financial instruments for which investors plan to change their holdings, and (6) inflation outlook (since July 2013). Respondents are also asked spot questions each time and queried about their personal profiles.

3. Nomura Individual Investor Survey (December 2021) respondents

Gender: Male (85.2%), female (14.8%)

Age: Under 30 (0.8%), 30-39 (4.4%), 40-49 (15.5%), 50-59 (27.6%), 60 and above (51.7%)

<u>Occupation</u>: Self-employed/fisheries, agriculture, forestry (6.6%), professional (physician/medical professional, lawyer, etc) (2.4%), company management/board member (3.5%), company employee/public servant (44.6%), student (0.0%), full-time homemaker (7.0%), part-time worker/casual worker/job-hopper (7.7%), unemployed/pensioner (26.0%), other (2.2%)

<u>Region:</u> Kanto (50.4%), Kinki (17.3%), Tokai/Koshinetsu/Hokuriku (15.3%), Hokkaido/Tohoku (6.4%), Chugoku/Shikoku/Kyushu (10.6%)

<u>Financial assets held:</u> Less than ¥1,000,000 (4.6%), ¥1,000,000–¥2,999,999 (9.1%), ¥3,000,000–¥4,999,999 (10.3%), ¥5,000,000–¥9,999,999 (15.7%), ¥10,000,000–¥29,999,999 (29.4%), ¥30,000,000–¥49,999,999 (13.8%), ¥50,000,000 or more (17.1%)

<u>Value of Japanese stocks held:</u> Less than ¥500,000 (10.4%), ¥500,000–¥999,999 (10.5%), ¥1,000,000–¥2,999,999 (20.9%), ¥3,000,000–¥4,999,999 (15.9%), ¥5,000,000–¥9,999,999 (16.8%), ¥10,000,000–¥29,999,999 (18.0%), ¥30,000,000 or more (7.5%)

Investment experience: Less than three years (5.7%), three years to less than five years (6.5%), five years to less than 10 years (14.7%), 10 years to less than 20 years (30.9%), 20 years or more (42.2%)

Investment plan for Japanese stocks: Mainly for long-term holding (46.0%), pursuit of gains from short-term appreciation (10.8%), pursuit of dividends and shareholder perks (30.3%), no particular plan (12.9%)

Notice

The next Nomura Individual Investor Survey (March 2022) is scheduled for release on Thursday, 10 March 2022.

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When bonds are purchased via public offerings, secondary distributions, or other OTC transactions with Nomura Securities, only the purchase price shall be paid, with no sales commission charged. Bonds carry the risk of losses, as prices fluctuate in line with changes in market interest rates. Bond prices may also fall below the invested principal as a result of such factors as changes in the management and financial circumstances of the issuer, or changes in third-party valuations of the bond in question. In addition, foreign currency-denominated bonds also carry the risk of losses owing to factors such as foreign exchange rate fluctuations.

When Japanese government bonds (JGBs) for individual investors are purchased via public offerings, only the purchase price shall be paid, with no sales commission charged. As a rule, JGBs for individual investors may not be sold in the first 12 months after issuance. When JGBs for individual investors are sold before maturity, an amount calculated via the following formula will be subtracted from the par value of the bond plus accrued interest: (1) for 10-year variable rate bonds, an amount equal to the two preceding coupon payments (before tax) x 0.79685 will be used, (2) for 5-year and 3-year fixed rate bonds, an amount equal to the two preceding coupon payments (before tax) x 0.79685 will be used.

When inflation-indexed JGBs are purchased via public offerings, secondary distributions (uridashi deals), or other OTC transactions with Nomura Securities, only the purchase price shall be paid, with no sales commission charged. Inflation-indexed JGBs carry the risk of losses, as prices fluctuate in line with changes in market interest rates and fluctuations in the nationwide consumer price index. The notional principal of inflation-indexed JGBs changes in line with the rate of change in nationwide CPI inflation from the time of its issuance. The amount of the coupon payment is calculated by multiplying the coupon rate by the notional principal at the time of payment. The maturity value is the amount of the notional principal when the issue becomes due. For JI17 and subsequent issues, the maturity value shall not undercut the face amount.

Purchases of investment trusts (and sales of some investment trusts) are subject to a purchase or sales fee of up to 5.5% (tax included) of the transaction amount. Also, a direct cost that may be incurred when selling investment trusts is a fee of up to 2.0% of the unit price at the time of redemption. Indirect costs that may be incurred during the course of holding investment trusts include, for domestic investment trusts, an asset management fee (trust fee) of up to 5.5% (tax included/annualized basis) of the net assets in trust, as well as fees based on investment performance. Other indirect costs may also be incurred. For foreign investment trusts, indirect fees may be incurred during the course of holding such as investment company compensation.

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In interest rate swap transactions and USD/JPY basis swap transactions ("interest rate swap transactions, etc."), only the agreed transaction payments shall be made on the settlement dates. Some interest rate swap transactions, etc. may require pledging of margin collateral. In some of these cases, transaction payments may exceed the amount of collateral. There shall be no advance notification of required collateral value or collateral ratios as they vary depending on the transaction. Interest rate swap transactions, etc. carry the risk of losses owing to fluctuations in

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