

Earnings Announcement for the year ended March 2011 (JGAAP)

SMBC Nikko Securities Inc.

April 27, 2011



As of April 1, 2011, Nikko Cordial Securities Inc. renamed itself as SMBC Nikko Securities Inc.

The new company name represents our strong determination to provide high quality services to the clients of both companies as a member of Sumitomo Mitsui Financial Group by exercising professional skills and knowledge in cooperation with Sumitomo Mitsui Banking Corporation.



SMBC NIKKO

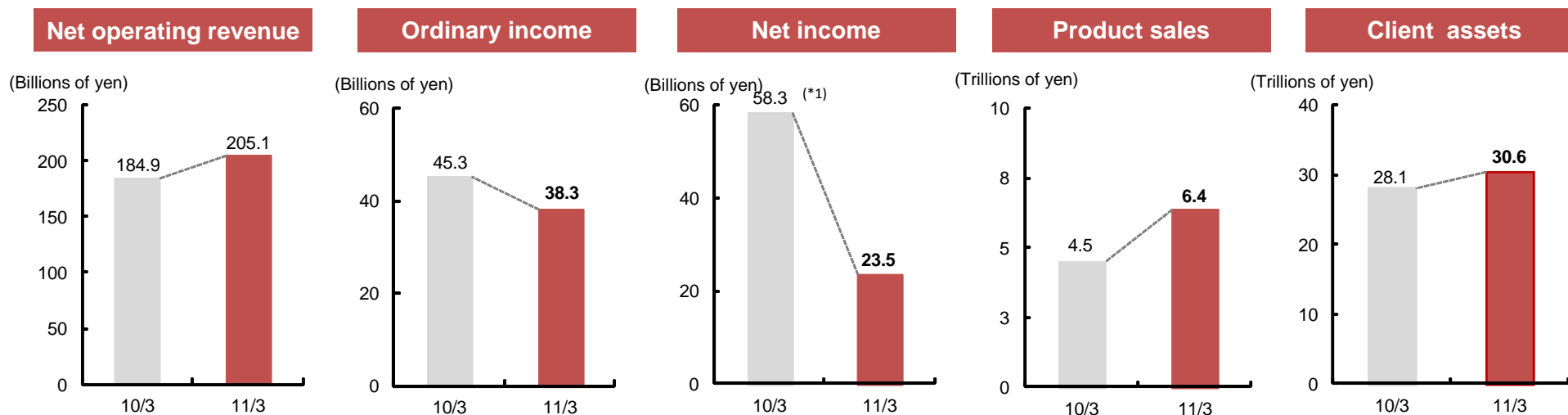
Nikko Cordial Securities Inc. has renamed itself as SMBC Nikko Securities Inc.

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The information contained in this document is based on data available as of April 27th, 2011 and this document is intended to provide information on the business results of SMBC Nikko Securities Inc. Any information and opinions contained in this document reflect our judgment as of the date of preparation of the document and are subject to change without notice. No guarantees, representations or warranties are made as to the accuracy or completeness of such information. Reference information contained and shown in this document for the period before September 2009 are based on the former Nikko Cordial Securities Inc.

Highlights of business results for fiscal year ended March 2011

- Operating revenue ¥ 218.6 B (+15% Y on Y), Net operating revenue ¥ 205.1 B (+11%), Ordinary income ¥ 38.3 B (-15%), Net income ¥23.5 B (-60%)
 Net operating revenue increased by 11% thanks to a steady growth in sales of investments trusts and bonds during the year, together with underwriting and sales & trading business emerging as reliable revenue sources.
 Ordinary income decreased by 15% due to upward trend of expenses for ongoing functionality enhancement to evolve into a full-line securities firm.
- Increase in total product sales by 41% with stable offering products throughout the year resulted in revenue growth.
 Total product sales ¥ 6.4 trillion (+ 41%), including investment trusts ¥ 2.4 trillion (+12%) and foreign/domestic bonds ¥ 3.8 trillion (double)
- As for underwriting and sales & trading on bonds, carved out an established position in the marketplace as a result of accumulated undertakings of deals for the past year.
 Market share of Japanese Corporate Debts (April 2010-March 2011) :16.6 % or ranked 5th (*) representing a stable slice in the market.
 (*Source: THOMSON REUTERS)
- Customer base grew. Overall client assets increased to 31 trillion (+9%) at the end of March 2011.
- Sound financial base: Total assets ¥ 7.9 trillion, Net assets ¥ 439.2 B, Capital adequacy ratio 519% as of March 31, 2011



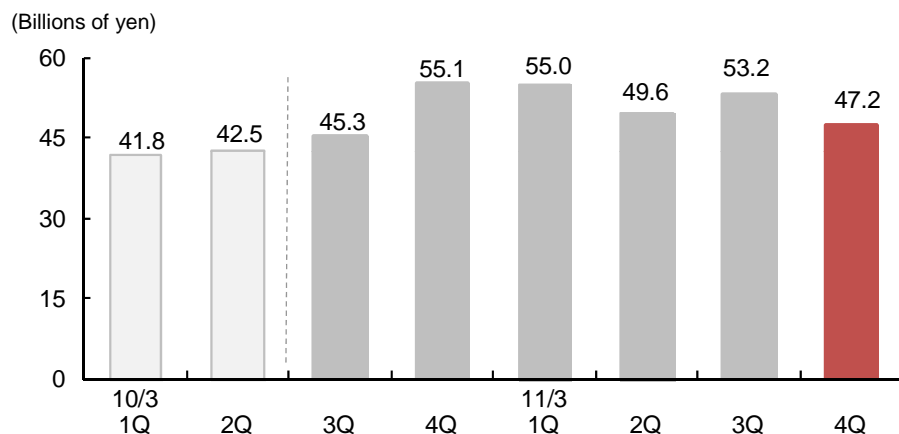
Highlights of business results for the 4Q of fiscal year ended March 2011

- Net operating revenue ¥ 47.2 B (-11% Q on Q), SG&A expenses ¥ 43.2 B (+3%) , Ordinary income ¥ 4.9 B (-54%)
Dent in sale of investment trusts due to turbulence in the market in March 2011 lowered the result for this quarter .
- Sale of foreign and domestic bonds recorded ¥ 1.1 trillion (+17%) contributing to revenue, although that of investment trusts declined to ¥ 0.5 trillion (-21%).
- Retained stable shares in the markets of Japanese Corporate Debts as well as Japanese M&A financial advisory (January 2011-March 2011) just as in the prior quarter.
- Collaboration with SMBC and customer base strengthened due to taking over from SMBC Friend Securities Co. Ltd. financial instruments intermediary services tied-up with SMBC.

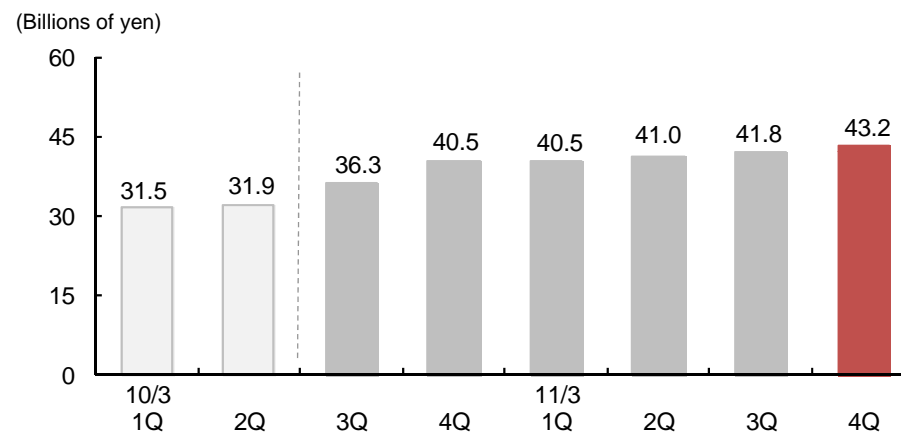
Billions of yen	FY ended	FY ended	Q on Q (%)
	Mar. 2011 3Q	Mar. 2011 4Q	
Operating revenue	56.6	50.5	-11%
Net operating revenue	53.2	47.2	-11%
SG&A	41.8	43.2	3%
Ordinary income / loss	10.7	4.9	-54%
Net income / loss	5.8	1.5	-74%
	Dec.-end '10	Mar.-end '11	Variance
Total assets	7.7 T	7.9 T	0.1 T
Total net assets	437.5 B	439.2 B	+1.6 B
Capital Adequacy Ratio	537%	519%	-19 pt

Business Results (Quarterly Trend)

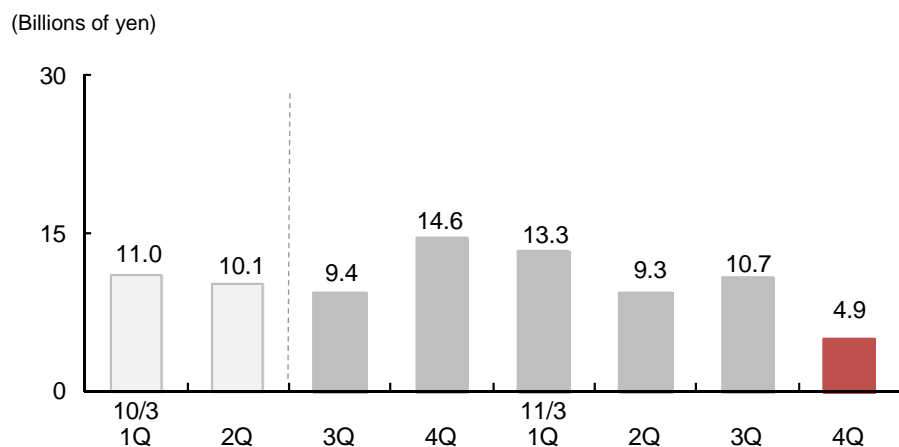
Net operating revenue



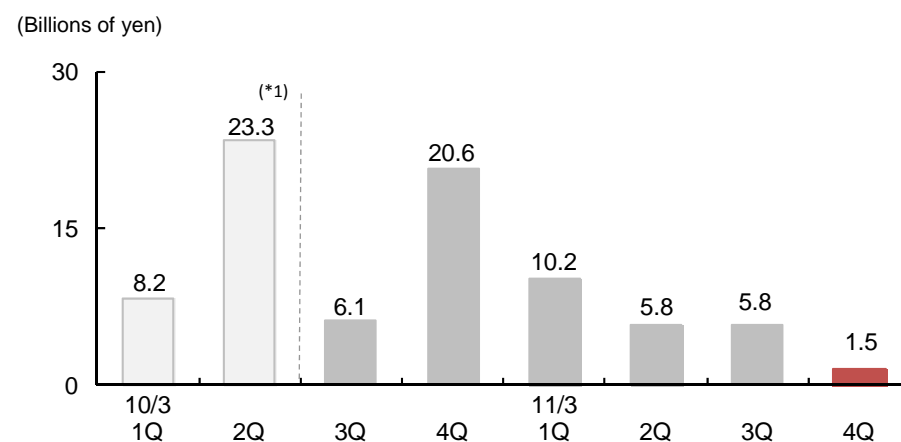
SG&A



Ordinary income



Net income

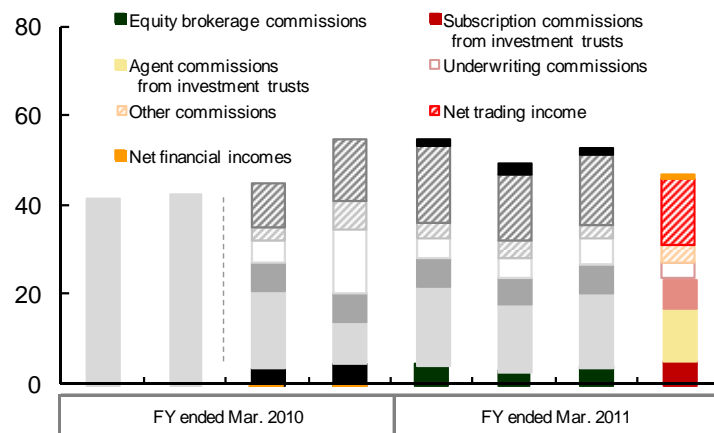


Net operating revenue / Product sales

- ◇ Net operating revenue decreased for the quarter as subscription commission on investment trust, constituting around 30 percent of all revenues, decreased to ¥ 11.9 B (-28% Q on Q), while net trading income remained almost the same level of ¥ 14.6 B (-5%).
- ◇ Product sales resulted in about ¥ 1.6 trillion, almost the same level as the prior quarter, with some variance among products: investment trusts ¥ 489.4 B (-21%), foreign bonds ¥ 572.4 B (+41%), and domestic bonds ¥ 478.1 B (-3%).

Net operating revenue

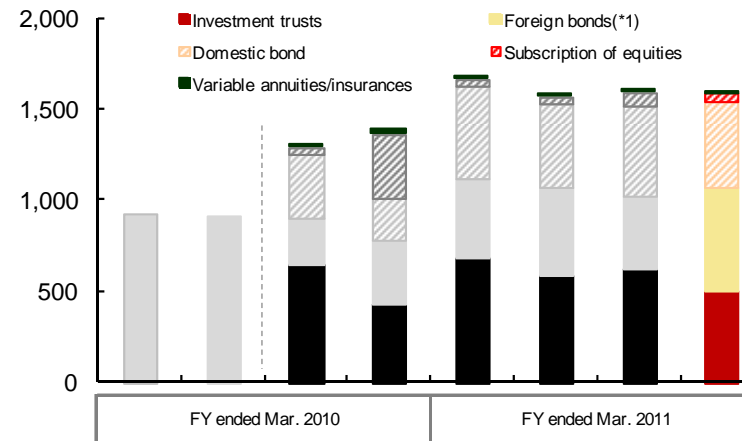
(Billions of yen)



(Billions of yen)	FY ended Mar. 2010				FY ended Mar. 2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Equity brokerage commissions	4.8	4.5	3.5	4.6	4.3	2.8	3.9	5.2
Subscription commissions from investment trusts	13.2	15.0	17.5	9.5	17.8	15.2	16.5	11.9
Agent commissions from investment trusts	5.2	5.7	6.1	6.3	6.3	6.1	6.4	6.4
Underwriting commissions	-	-	5.0	14.4	4.5	4.4	6.1	3.7
Other commissions	5.9	5.4	3.0	6.5	3.1	3.6	3.0	3.8
Net trading income	12.1	11.2	10.1	13.6	17.6	14.8	15.4	14.6
Net financial incomes	0.2	0.4	-0.1	-0.0	1.1	2.5	1.6	1.3
Total	41.8	42.5	45.3	55.1	55.0	49.6	53.2	47.2

Product Sales

(Billions of yen)



(Billions of yen)	FY ended Mar. 2010				FY ended Mar. 2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Investment trusts	514.7	549.4	644.1	424.9	682.9	590.0	618.4	489.4
Foreign bonds(*1)	293.4	268.9	255.9	360.0	433.2	483.3	405.0	572.4
Domestic bond	60.3	54.4	348.9	232.2	515.4	462.7	494.6	478.1
(Retail - targeted JGBs)	(5.2)	(1.9)	(1.3)	(6.0)	(51.2)	(6.7)	(3.3)	(4.7)
Subscription of equities	45.8	36.0	45.8	344.8	34.3	33.1	71.9	38.6
Variable annuities/insurances	10.9	6.1	12.1	27.6	1.1	1.8	0.9	0.9
Total	925.2	914.8	1,306.8	1,389.5	1,666.8	1,571.0	1,590.9	1,579.5

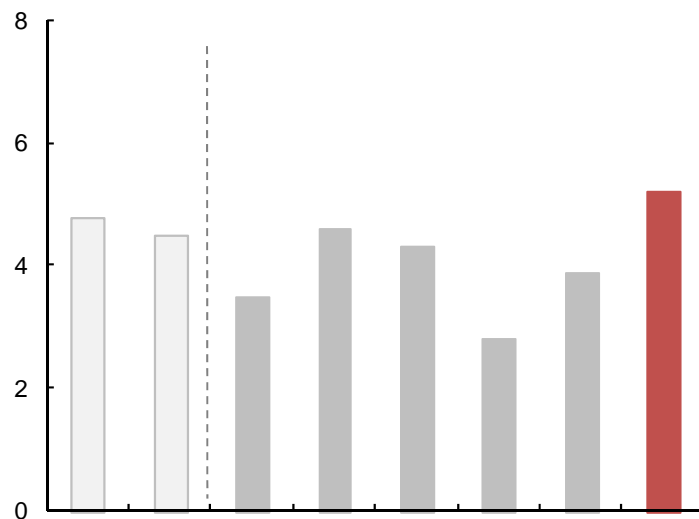
(*1) Foreign bonds sales include already-issued bonds and yen-denominated foreign bonds.

Equity brokerage commissions

- ◇ Equity brokerage commissions increased to ¥ 5.2 B (+33% Q on Q)
- ◇ Equity brokerage amount increased to ¥ 1,227.9 B (+43%), due to an upward trend in the market and an increase in order volume toward the end of the fiscal year.
- ◇ TSE share gained due to increased large orders obtained from institutional investors.

Equity brokerage commissions

(Billions of yen)



(Billions of yen, bp)

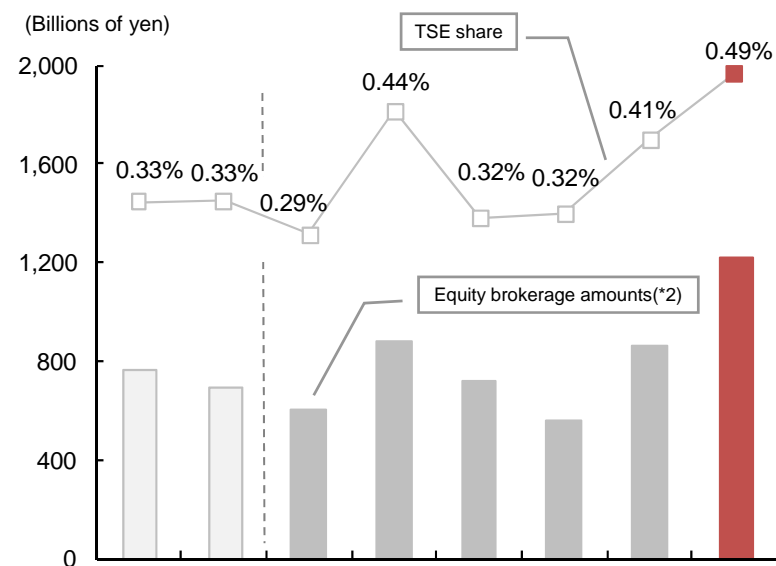
	FY ended Mar. 2010		FY ended Mar. 2011					
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Equity brokerage commissions	4.8	4.5	3.5	4.6	4.3	2.8	3.9	5.2
Equity commissions rate (*1)	62.8bp	64.4bp	58.0bp	51.1bp	59.1bp	48.9bp	44.8bp	40.6bp

(*1) "Equity brokerage commissions"/"Equity brokerage amounts"

(in the table represent the total of cash and margin transactions)

Equity brokerage amount / TSE share

(Billions of yen)



(Billions of yen)

	FY ended Mar. 2010		FY ended Mar. 2011					
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Equity brokerage amounts (*2)	764.6	693.9	600.1	881.7	718.3	558.9	857.5	1,227.9
TSE share	0.33%	0.33%	0.29%	0.44%	0.32%	0.32%	0.41%	0.49%
Retail market share (*3)	1.4%	1.5%	1.5%	2.1%	1.6%	1.4%	1.9%	1.8%

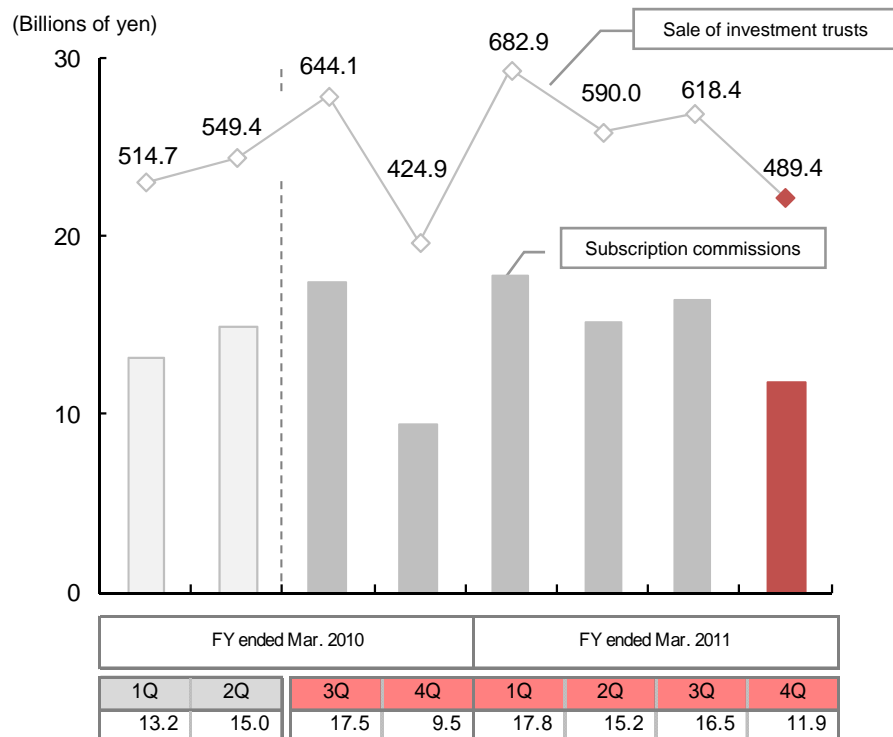
(*2) All stock exchanges.

(*3) Total of 1st and 2nd sections of Tokyo, Osaka and Nagoya stock exchanges.

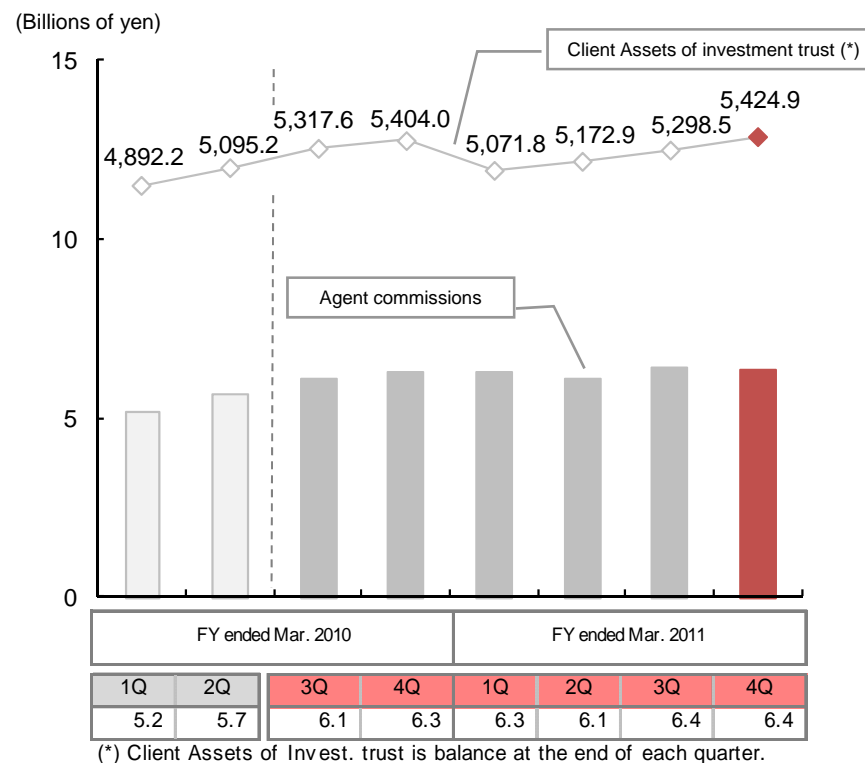
Subscription and agent commissions from investment trusts

- ◇ Client assets increased to ¥ 5.4 trillion (+2% Q on Q) although subscription commission revenue declined to ¥ 11.9 B (-28%).
- ◇ Sale of investment trusts totaled ¥ 489.4 B, including Nikko Hybrid Tri-Asset Fund (all currencies totaled) of ¥ 119.5 B.

Subscription commissions / Sales



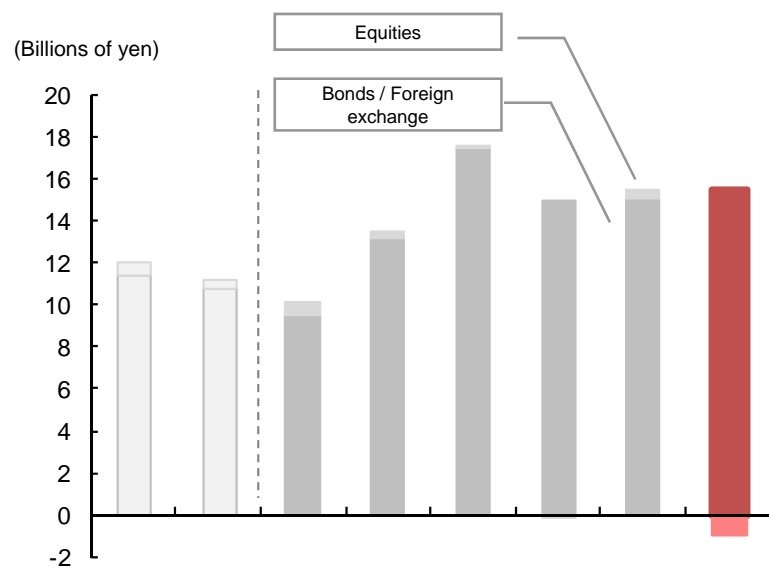
Agent commissions / Client Assets of Invest. trust



Net trading income

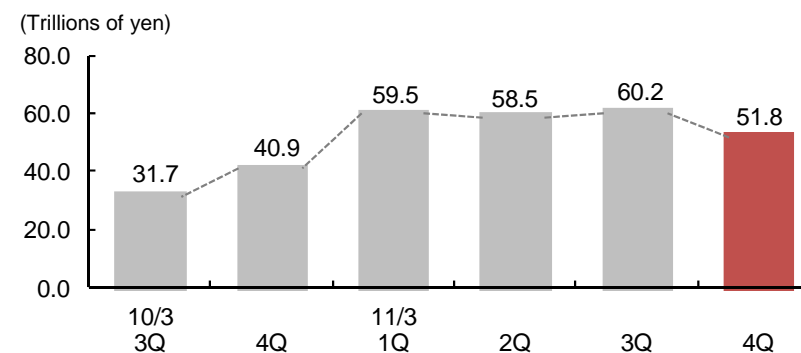
- ◇ Net trading income for the quarter posted ¥ 14.6 B (-5% Q on Q)
- ◇ Sale of foreign bonds extended by 41%, due to a success in inducing redemption proceeds from JGB for individual investors.

Net trading income

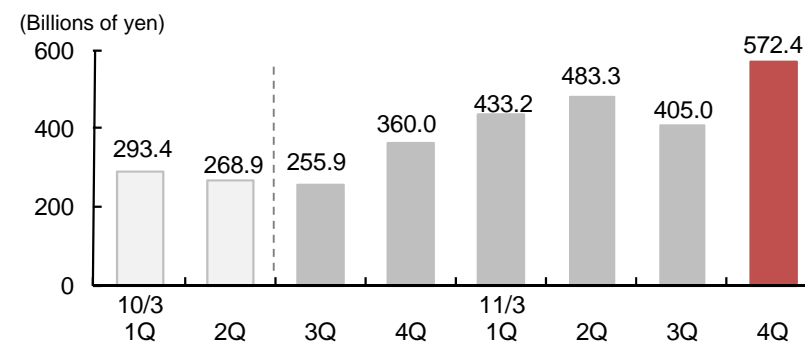


	FY ended Mar. 2010				FY ended Mar. 2011			
(Billions of yen)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Equities	0.7	0.4	0.6	0.4	0.1	-0.1	0.4	-0.9
Bonds / Foreign exchange	11.4	10.8	9.5	13.1	17.4	15.0	15.0	15.5
Total	12.1	11.2	10.1	13.6	17.6	14.8	15.4	14.6

Trading volume on Bond



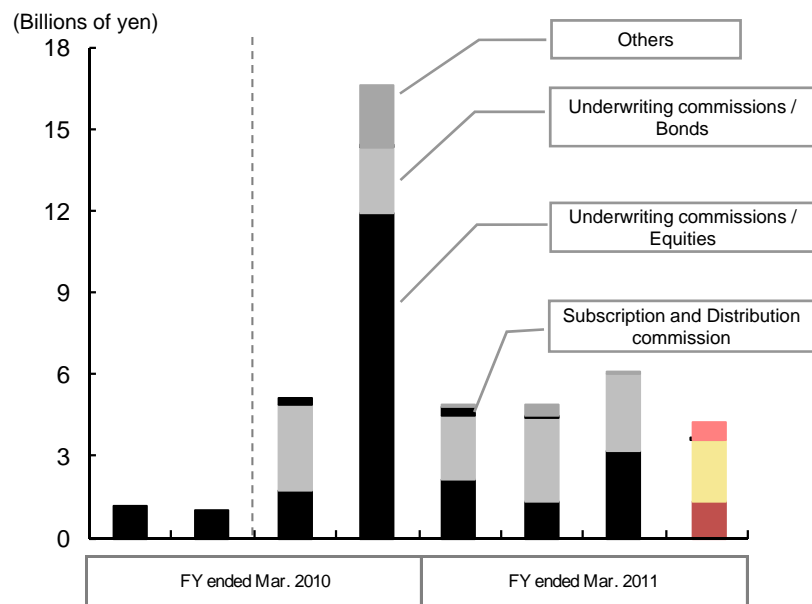
Sale of foreign bonds



Underwriting commissions (Equities / Bonds)

- ◇ Underwriting commission revenue for the quarter decreased to ¥ 3.7 B (-40% Q on Q)
- ◇ Underwriting commission revenue on equity and bond were ¥ 1.4 B (-55 %) and ¥ 2.2 B (-22%), respectively.

Underwriting commissions (Equities / Bonds)



Category	FY ended Mar. 2010				FY ended Mar. 2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Underwriting commissions	-	-	5.0	14.4	4.5	4.4	6.1	3.7
Equities	-	-	1.7	11.9	2.1	1.3	3.2	1.4
Bonds	-	-	3.2	2.4	2.4	3.1	2.8	2.2
Subscription and Distribution commissions (EQs/Bonds)	1.2	1.0	0.2	0.0	0.3	0.0	0.0	0.0
Others(*1)	-	-	-	2.3	0.1	0.4	0.0	0.7

(*1) Revenues related to securitization arrangements included

Major lead manager deals / Market share

Equities

- Market share (*2): 1.2% (-2.1 pts Q on Q)
- Lead managing underwriter (incl. joint lead manager)
 - Fukuoka REIT Co.,Ltd. • Industrial & Infrastructure Fund Investment Corporation • STARTIA.INC • ARATA CORPORATION

Bonds

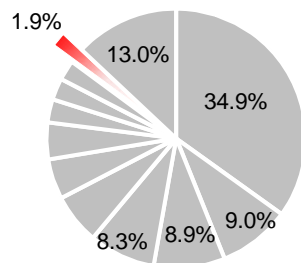
- Market share (*3): 7.3% (-7.1 pts)
 - Lead managing underwriter (incl. joint lead manager)
 - Domestic Bonds
 - Panasonic Corp. • Sumitomo Mitsui Banking Corp.
 - Mitsui Sumitomo Insurance Co., Ltd
 - NIPPON TELEGRAPH AND TELEPHONE Corp. • ORIX Corp.
 - SOFTBANK CORP. • Dainippon Sumitomo Pharma Co., Ltd.
 - Central Nippon Expressway Co., Ltd • Tohoku Electric Power Co., Inc.
 - NIKON CORPORATION
 - Sumitomo Mitsui Finance & Leasing Co.,Ltd
 - Electric Power Development Co.,Ltd. • Hanshin Expressway Co. Ltd
 - East Nippon Expressway Co., Ltd • Hokkaido Electric Power Co., Inc.
 - Mitsui Engineering & Shipbuilding Co., Ltd. • Kajima Corporation
 - West Japan Railway Co.
 - Local Governments/Public bonds
 - Tokyo Metropolitan Government • City of Yokohama • Nagoya Expressway Public Corp. • Kanagawa Prefecture • Fukuoka Prefecture
 - FILP agency bonds
 - Japan Housing Finance Agency • Kansai International Airport Co., Ltd
- Please refer to P10 for league tables. More detailed lead underwriting deals on P22.

(*2) Global equity & equity related book runner Jan.-Mar. 2011 (Source : THOMSON REUTERS)

(*3) All bonds in Yen book runner January-March 2011 (Source : THOMSON REUTERS)

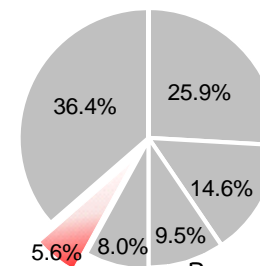
League tables for the fiscal year ended March 2011

Global Equity & Equity-Related - Japan



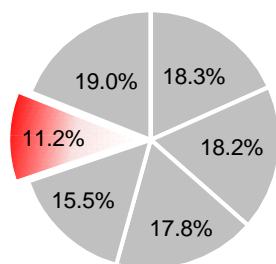
Rank	Book runner	Proceeds (bill of yen)	Mkt.Share (%)	No.Deals
1	Nomura	1,403.0	34.9%	47
2	Nomura International PLC	361.7	9.0%	10
3	Daiwa Capital Markets	356.6	8.9%	25
4	Mizuho Securities	332.2	8.3%	15
11	Nikko Cordial Securities Inc	74.7	1.9%	13

Global Equity & Equity-Related – Volume - Japan



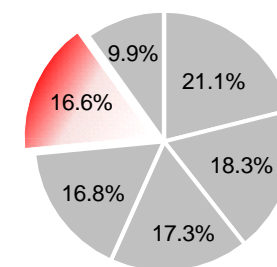
Rank	Manager	Proceeds (bill of yen)	Mkt.Share (%)	No.Deals
1	Nomura	1,041.4	25.9%	74
2	Mizuho Securities	588.9	14.6%	49
3	Daiwa Capital Markets	384.3	9.5%	57
4	Nomura International PLC	322.1	8.0%	11
5	Nikko Cordial Securities Inc	224.8	5.6%	59

All Bonds in Yen



Rank	Book runner	Proceeds (bill of yen)	Mkt.Share (%)	No.Deals
1	Mitsubishi UFJ Morgan Stanley	3,621.9	18.3%	216
2	Mizuho Securities	3,603.4	18.2%	265
3	Nomura	3,519.6	17.8%	218
4	Daiwa Capital Markets	3,075.3	15.5%	206
5	Nikko Cordial Securities Inc	2,218.3	11.2%	154

Japanese Corporate Debt



Rank	Manager	Proceeds (bill of yen)	Mkt.Share (%)	No.Deals
1	Mizuho Securities	2,062.1	21.1%	309
2	Mitsubishi UFJ Morgan Stanley	1,789.0	18.3%	285
3	Nomura	1,669.0	17.3%	285
4	Daiwa Capital Markets	1,643.1	16.8%	297
5	Nikko Cordial Securities Inc	1,623.0	16.6%	266

◇ Market share and ranking on M&A financial advisor for any Japanese involvement announced (April 2010-March 2011): No. of deals basis 74 deals or ranked 3rd, Transaction value basis 19 % or ranked 5th (Source: THOMSON REUTERS)

Financial Advisor No. of deals. 2011

Rank	Advisor	Rank value	Mkt.Share (%)
1	Nomura	5,331.9	51.2%
2	JP Morgan Securities Ltd	2,827.1	27.2%
3	Mitsubishi UFJ Morgan Stanley	2,444.0	23.5%
4	Bank of America .Merrill Lynch	2,411.2	23.2%
5	Nikko Cordial Securities Inc	1,980.4	19.0%

Financial Advisor Rank value basis. 2011

Rank	Advisor	No. Deals	Mkt.Share (%)
1	Nomura	114	4.3%
2	Mizuho Securities	75	2.8%
3	Nikko Cordial Securities Inc	74	2.8%
4	Mitsubishi UFJ Morgan Stanley	58	2.2%
5	Daiwa Capital Markets	52	2.0%

Major announced deals. 2011

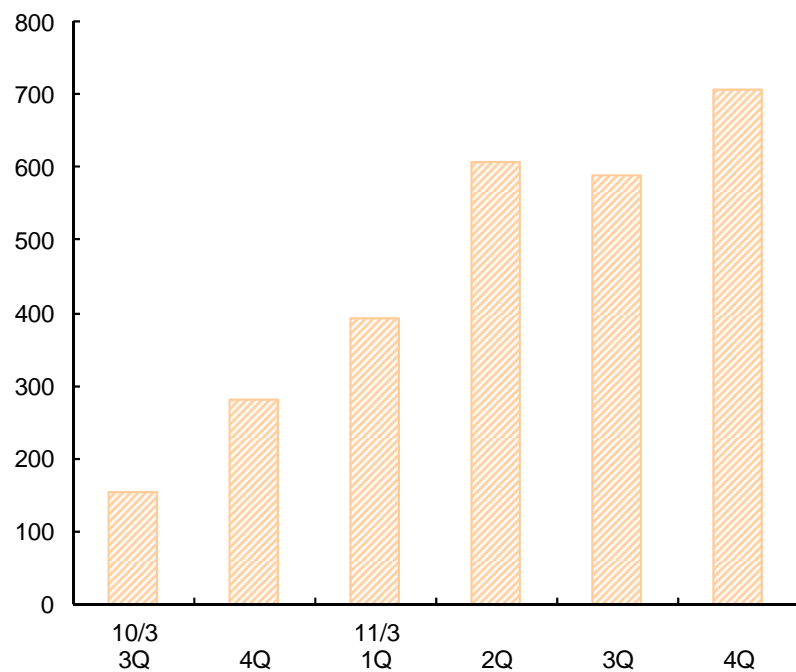
SANYO Semiconductor Co./ON Semiconductor Corporation	RENOWN INCORPORATED/Shandong Ruyi Science & Technology Group Co., Ltd
Chartis/Fuji Fire and Marine Insurance Co., Ltd.	DICJ/Resona Holdings, Inc
Sumitomo Corporation/CSK	Hitachi Transport System, Ltd. /Vantec Corporation
Anabuki Construction Inc./J-Will Partners, Daikyo Inc.	CRESCENDO Investment Corporation/Japan Single-residence REIT Inc.
Tanaka Holdings Co., Ltd./TANAKA GALVANING CO. , LTD	NEC Capital Solutions, Ltd./RISA Partners, Inc.

Business collaboration with Sumitomo Mitsui Banking Corporation

- ◇ The number of deals with clients referred by SMBC increased, by 20% in asset management in bonds and by 16% in investment banking services, mainly in M&A business, from the prior quarter.
- ◇ Revenue from collaboration with SMBC expanded due to taking over from SMBC Friend Securities Co. Ltd. financial instruments intermediary services tied-up with SMBC.

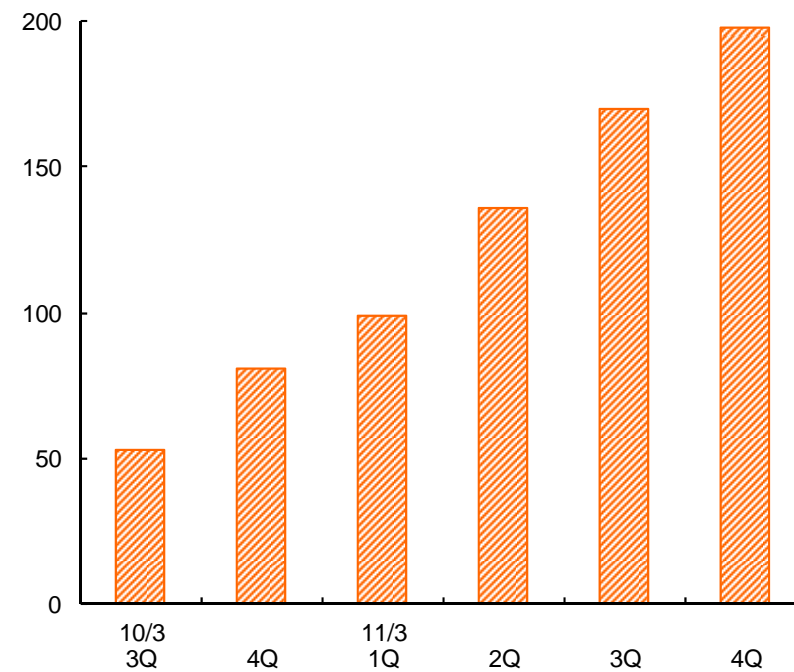
Asset management in bonds

(No. of deals)



Investment banking services

(No. of deals)



SG&A

- ◇ SG&A for the quarter ¥ 43.2 B (+3% Q on Q)
- ◇ Increased gradually due to capital expenditures for ongoing enhancement of infrastructure necessary as a full-line securities firm.



(Billions of yen)	FY ended Mar. 2010				FY ended Mar. 2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Trading related expenses	2.5	2.9	3.9	4.6	4.5	5.6	5.7	5.9
Personal expenses	15.6	15.5	17.3	20.3	20.0	18.8	20.4	19.6
Real estate expenses	3.9	3.8	4.6	4.4	4.4	4.4	4.4	4.8
Office cost	6.5	6.6	6.6	6.9	7.0	7.3	6.8	8.0
Others	2.8	2.9	3.8	4.2	4.3	4.7	4.2	4.7
SG&A Total	31.5	31.9	36.3	40.5	40.5	41.0	41.8	43.2
SG&A / Net operating revenue	75%	75%	80%	74%	74%	83%	79%	91%

Balance sheet / Capital Adequacy Ratio

(Billion of Yen)	Dec.10	Mar.11	Variance
Current assets	7,563.7	7,671.7	108.0
Trading products	3,081.1	2,528.0	-553.0
Loans secured by securities	4,098.4	4,296.7	198.3
Other current assets	384.1	846.9	462.7
Noncurrent assets	235.0	249.9	14.8
Property, plant and equipment	7.9	8.6	0.7
Intangible assets	46.7	46.3	-0.4
Investments and other assets	180.3	194.9	14.5
Total assets	7,798.7	7,921.7	122.9
Current liabilities	7,123.3	7,350.4	227.0
Trading products	2,019.0	1,638.4	-380.5
Loans payable secured by securities	1,143.0	1,081.6	-61.4
Short-term loans payable / Commercial papers	3,783.1	4,459.3	676.2
Other current liabilities	178.1	171.0	-7.1
Noncurrent liabilities / Reserves under the special laws	237.9	132.0	-105.8
Total liabilities	7,361.2	7,482.5	121.2
Total net assets	437.5	439.2	1.6
Total liabilities and net assets	7,798.7	7,921.7	122.9

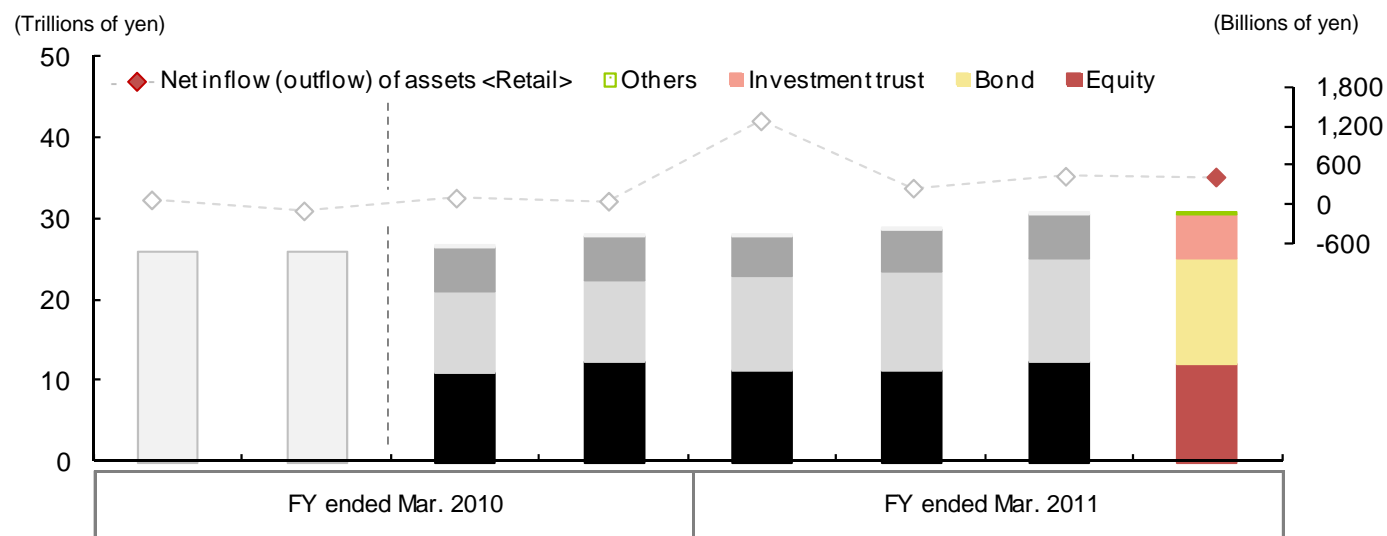
(Billion of Yen)	Dec.10	Mar.11	Variance
Basic items	436.8	438.6	1.7
Supplementary items	200.7	200.6	-0.0
Deductible assets	218.7	225.1	6.4
Net capital	418.8	414.1	-4.7
Risk total	77.9	79.8	1.8
Market Risk	26.9	27.3	0.4
Counterparty Risk	12.5	12.0	-0.5
Basic Risk	38.4	40.4	2.0
Capital Adequacy Ratio	537%	519%	-19pt

Credit ratings on Long Term

S&P	Moody's	R&I	JCR
A+ [Stable]	Aa3 [Negative]	A+ [Positive]	AA- [Stable]

Client Assets / Net Inflow (Outflow) of Assets

- ◇ Overall client assets at the end of March 2011: ¥ 30.6 trillion(-0.1% Q on Q)
- ◇ Net Inflow of Assets for this quarter was ¥ 388.8 B, including those taken over through the merger of certain retail business held by SMBC Friend Securities.



(Trillions of yen)	FY ended Mar. 2010		FY ended Mar. 2011		FY ended Mar. 2011		FY ended Mar. 2011	
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Equity	11.1	11.0	11.1	12.5	11.3	11.2	12.4	12.1
Bond	9.7	9.7	10.1	10.1	11.7	12.3	12.8	12.9
Investment trust	4.9	5.1	5.3	5.4	5.1	5.2	5.3	5.4
Others	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1
Client assets	25.9	25.9	26.6	28.1	28.1	28.8	30.6	30.6

(Billions of yen)	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net inflow (outflow) of assets <Retail>	73.5	-95.0	92.0	45.3	1,293.1	252.8	432.7	388.8
Inflow of assets	875.6	786.3	1,070.0	996.5	2,123.6	1,227.0	1,521.9	1,846.7
Outflow of assets	-802.2	-881.4	-978.0	-951.2	-830.4	-974.2	-1,089.2	-1,457.9

- ◇ As of April 1, 2011, Nikko Cordial Securities Inc. renamed itself as SMBC Nikko Securities Inc.
- ◇ Strengthened overseas operations built up hub sites, launched collaboration and concluded business tie-ups
- ◇ Taken relief measures to disasters of the East Japan earthquake

Company name changed

As of April 1, 2011, Nikko Cordial Securities Inc. renamed itself as SMBC Nikko Securities Inc.

The new company name represents our strong determination to provide high quality services to the clients of both companies as a member of Sumitomo Mitsui Financial Group by exercising professional skills and knowledge in cooperation with Sumitomo Mitsui Banking Corporation.

Overseas operations

- Business Initiated
 - SMBC Nikko Securities (Hong Kong) Limited (January 2011)
 - SMBC Nikko Investment Consulting (Shanghai) Limited (January 2011)
- Business Extension
 - Started collaboration with PetroVietnam Securities Incorporated, a member of Vietnam Oil and Gas Group, by taking a stake in it. (February 2011)
 - Concluded business tie-up with KB Investment & Securities Co., Ltd., a subsidiary of KB Financial Group Inc. (March 2011)

Relief measures to disasters of East Japan earthquake

- Reduction in power consumption
 - Discussing to set out a plan to curtail power consumption in this summer.
- Donated ¥ 100 million for the quake victims
- Decided to postpone the time to initiate recruiting college students to be expected to graduate in 2012 until May 2011 across the country, in order to ensure equality among them whether in the affected areas or not.
- Introduced volunteer leave allowing employees to participate in volunteer activities, as a part of support for the victims of East Japan earthquake.

Reference Data



Business Results (Quarterly Trend)

(Millions of yen)	FY ended Mar. 2010		FY ended Mar. 2010		FY ended Mar. 2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Operating revenue	42,496	43,135	47,148	57,777	58,251	53,119	56,697	50,594
Commissions received	29,392	30,927	35,379	41,555	36,236	32,277	36,165	31,207
Brokerage commissions	5,224	4,845	3,788	5,097	4,612	2,928	4,110	5,426
Commissions for underwriting, secondary distribution and solicitation for selling and others for professional investors	-	-	5,052	14,433	4,595	4,469	6,187	3,720
Fees for offering, secondary distribution and solicitation for selling and others for professional investors	14,572	16,081	17,737	9,612	18,137	15,299	16,645	12,070
Other commissions	9,596	9,999	8,801	12,412	8,891	9,580	9,222	9,989
Net trading income	12,170	11,227	10,161	13,602	17,605	14,853	15,466	14,681
Other net gain on goods trading	0	-	0	0	0	0	0	0
Financial revenue	933	980	1,607	2,619	4,408	5,988	5,065	4,705
[Net financial income]	[295]	[404]	[-187]	[-1]	[1,170]	[2,517]	[1,612]	[1,393]
Financial expenses	637	576	1,794	2,620	3,237	3,471	3,453	3,311
Net operating revenue	41,859	42,559	45,354	55,157	55,013	49,647	53,244	47,282
SG&A	31,563	31,922	36,381	40,590	40,543	41,069	41,814	43,219
Operating income / loss	10,295	10,637	8,972	14,566	14,470	8,578	11,430	4,063
Ordinary income / loss	11,031	10,191	9,482	14,607	13,344	9,311	10,739	4,940
Extraordinary income / loss	-346	-145	-2,202	639	-2,328	-430	29	-1,889
Income taxes-current	2,668	6,646	1,160	1,894	371	40	40	65
Income taxes-deferred	-236	-19,920	-	-7,272	399	2,947	4,884	1,444
Net income / loss	8,253	23,320	6,119	20,624	10,245	5,893	5,844	1,541

Operational Indicators -1

◇ Sales of Products

(Billions of yen)	FY ended Mar. 2010		FY ended Mar. 2010		FY ended Mar. 2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Investment trusts	514.7	549.4	644.1	424.9	682.9	590.0	618.4	489.4
(Equity investment trusts)	(223.5)	(346.0)	(489.8)	(271.5)	(253.0)	(455.7)	(494.0)	(336.6)
(Foreign registered investment trusts)	(251.6)	(164.1)	(100.1)	(104.9)	(388.6)	(97.2)	(88.3)	(112.1)
Foreign bonds	293.4	268.9	255.9	360.0	433.2	483.3	405.0	572.4
(Foreign currency bonds)	(69.3)	(68.0)	(60.8)	(88.4)	(70.2)	(79.2)	(81.3)	(101.8)
Domestic bond	60.3	54.4	348.9	232.2	515.4	462.7	494.6	478.1
(Retail target JGBs)	(5.2)	(1.9)	(1.3)	(6.0)	(51.2)	(6.7)	(3.3)	(4.7)
Public offering	45.8	36.0	45.8	344.8	34.3	33.1	71.9	38.6
Annuity / insurance	10.9	6.1	12.1	27.6	1.1	1.8	0.9	0.9
Total	925.2	914.8	1,306.8	1,389.5	1,666.8	1,571.0	1,590.9	1,579.5

* Foreign bonds sales include already-issued bonds and yen-denominated foreign bonds.

◇ Underwriting Share (Book runner)

	FY ended Mar. 2010		FY ended Mar. 2010		FY ended Mar. 2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
ECM Global Equity (*1)	-	-	1.2%	2.2%	4.2%	0.9%	3.3%	1.2%
DCM All bond in Yen (*2)	-	-	15.3%	6.7%	12.6%	10.1%	14.5%	7.3%
Japanese Corporate bond(*3)	-	-	17.0%	12.6%	16.2%	18.1%	15.4%	17.0%
M&A Japan related (*4)	-	-	5.2%	2.4%	10.8%	13.7%	39.4%	13.1%

(*1) Global Equity & Equity-Related - Japan : Book runner

(*2) All Bonds in Yen : Book runner

(*3) Japanese Corporate Debt : Manager

(*4) Any Japanese involvement announced excluding real property deals : Rank value

Operational Indicators -2

◇ Direct Channel Ratio(*1)

(%)

	FY ended Mar 2010		FY ended Mar 2010		FY ended. 2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Based on number of transaction (Nikko EZ Trade)	82.1% (65.8%)	80.1% (64.2%)	78.0% (61.9%)	72.5% (58.2%)	81.0% (65.2%)	78.8% (62.9%)	74.9% (60.1%)	83.1% (68.5%)
Based on commissions (Nikko EZ trade)	46.9% (30.2%)	45.8% (29.2%)	39.9% (24.5%)	18.7% (12.0%)	47.1% (29.2%)	41.0% (24.8%)	34.6% (20.2%)	50.3% (30.0%)

(*1) Percentage of transactions via non-face-to-face channels in equities & CBs (brokerage & subscription) with individual clients.

◇ Brokerage Commissions Rate (*2)

(Billions of yen, bp)

	FY ended Mar 2010		FY ended Mar 2010		FY ended Mar. 2011			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Equity brokerage amounts	764.6	693.9	600.1	881.7	718.3	558.9	857.5	1,227.9
Equity brokerage commissions	4.8	4.5	3.5	4.6	4.3	2.8	3.9	5.2
Equity commissions rate	62.8bp	64.4bp	58.0bp	51.1bp	59.1bp	48.9bp	44.8bp	40.6bp

(*2) "Equity brokerage amounts" and "Equity commissions rate" in the table represent the total of cash and margin transactions.

Operational Indicators -3

◇ Number of Accounts

(Thousands of accounts)	FY ended Mar. 2010		FY ended Mar. 2010		FY ended Mar. 2011			
	Jun.09	Sep.09	Dec.09	Mar.10	Jun.10	Sep.10	Dec.10	Mar.11
Total accounts	2,470	2,481	2,491	2,511	2,524	2,533	2,548	2,640
Cash management accounts	1,927	1,937	1,945	1,952	1,963	1,971	1,978	2,109
Newly opened accounts	20	22	19	22	20	16	20	138

◇ Number of Branches

	FY ended Mar. 2010		FY ended Mar. 2010		FY ended Mar. 2011			
	Jun.09	Sep.09	Dec.09	Mar.10	Jun.10	Sep.10	Dec.10	Mar.11
Number of branches	109	109	109	109	109	109	109	109

◇ Number of Employees

	FY ended Mar. 2010		FY ended Mar. 2010		FY ended Mar. 2011			
	Jun.09	Sep.09	Dec.09	Mar.10	Jun.10	Sep.10	Dec.10	Mar.11
Number of Employees		6,090	6,479	6,533	6,831	6,903	6,917	6,975

Operational Indicators -4

Sales of investment trusts (Jan.-Mar.2011)

	Sales
➤ Nikko Hybrid Tri-Asset Fund	119.5 B yen
➤ Fidelity US REIT Fund	29.6 B yen
➤ Nikko Ashmore Emerging Markets Tri-Asset Fund/all currencies totaled	26.6 B yen
➤ Sumishin J-REIT Research Open	26.4 B yen
➤ Nikko BNY Mellon Tri-Sector High Income Bond Fund	24.8 B yen

M&A (Jan.-Mar.2011)

■ Cross-border	
➤ Tender offer through Chartis Japan Capital Company LLC to acquire Fuji Fire and Marine Insurance Co., Ltd. to make it a wholly owned subsidiary (Acted as an adviser for Chartis)	
■ Domestic	
➤ Repurchase and cancellation by Resona Holdings, Inc. of its preferred shares held by Deposit Insurance Corporation of Japan, all of Class 1 Series 1 and Class 2 Series 1, and a part of Class 3 Series 1 (Acted as an adviser for DICJ)	
➤ Sumisho Computer Systems Corporation, a subsidiary of Sumitomo Corporation, resolved to acquire CSK Corporation (Acted as an adviser for Sumitomo Corporation)	
➤ Hitachi Transport System, Ltd. resolved to acquire Vantec Corporation through tender offer to make it a subsidiary	
■ Squeeze-out	
➤ TANAKA GALVANING CO., LTD resolved to become unlisted through MBO in order to improve its corporate value (Acted as an adviser for Tanaka Holdings Co., Ltd.)	

Major lead Underwriting Equity (Jan.-Mar.2011)

■ PO	
➤ Fukuoka REIT Co.,Ltd.	9.2 B yen
➤ Industrial & Infrastructure Fund Investment Corporation	6.3 B yen
➤ STARTIA INC	1.4 B yen
➤ ARATA CORPORATION	0.8 B yen

Major lead Underwriting Bonds (Jan.-Mar.2011)

■ Domestic Straight Bonds

➤ Panasonic Corporation #9,10,11	Total 500.0 B yen
➤ Sumitomo Mitsui Banking Corporation #52	100.0 B yen
➤ Mitsui Sumitomo Insurance Company, Limited #5	70.0 B yen
➤ NIPPON TELEGRAPH AND TELEPHONE CORPORATION #60	70.0 B yen
➤ ORIX Corporation #145,146	Total 60.0 B yen
➤ SOFTBANK CORP. #34,35	Total 55.0 B yen
➤ Daiippon Sumitomo Pharma Co., Ltd. #1,2,3	Total 50.0 B yen
➤ Central Nippon Expressway Company Limited #25	30.0 B yen
➤ Tohoku Electric Power Co., Inc. #458	30.0 B yen
➤ NIKON CORPORATION #18,19	Total 20.0 B yen
➤ Sumitomo Mitsui Finance & Leasing Company, Limited #2	20.0 B yen
➤ Electric Power Development Co., Ltd. #33	20.0 B yen
➤ Hanshin Expressway Company Limited #6	15.0 B yen
➤ East Nippon Expressway Company Limited #10	15.0 B yen
➤ Hokkaido Electric Power Co., Inc. #311	15.0 B yen
➤ Mitsui Engineering & Shipbuilding Co., Ltd. #11	10.0 B yen
➤ Kajima Corporation #36	10.0 B yen
➤ West Japan Railway Company #31	10.0 B yen

■ Local Governments/Public bonds

➤ Tokyo Metropolitan Government #691	50.0 B yen
➤ City of Yokohama #6, 23	Total 30.0 B yen
➤ Nagoya Expressway Public Corporation #105,106,107	Total 30.0 B yen
➤ Kanagawa Prefecture #16	20.0 B yen
➤ Fukuoka Prefecture #11	10.0 B yen

■ FILP agency bonds

➤ Japan Housing Finance Agency #45	276.0 B yen
➤ Kansai International Airport Co., Ltd #27, 28, 29	Total 40.0 B yen

