

# Earnings Announcement for Second Quarter of FY2012 ending March 31, 2013 (JGAAP)

SMBC Nikko Securities Inc.

October 30, 2012



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The information contained in this document is based on data available as of October 30th, 2012 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 (October 30th, 2012) and are subject to change without notice. No guarantees, representations or warranties are made as to the accuracy or completeness of such information.

(\*) Information in this document is presented on a consolidated basis unless otherwise specified.

# Summary of business results for the 2Q of FY ending Mar. 2013

6 months to Sep.30 2012	<ul style="list-style-type: none"> <li>■ <b>Net operating revenue ¥ 108.5 B (-4% Y on Y), Ordinary income ¥ 17.3 B (-20%), Net income ¥ 6.6 B (-38%).</b></li> <li>■ While aggregate sales of products was down to ¥ 2.9 trillion (-10% Y on Y), keeping active offerings of foreign bonds at ¥ 1.1 trillion together with a jump in subscription on stocks to ¥ 121.7 B (+141%) held up the revenue for the period.</li> <li>■ League table rankings for Apr.2012-Sep.2012: the 5th place(*1) in Global Equity &amp; Equity-Related-Japan the 5th place(*2) in All Bonds in Yen the 4th place(*3) in M&amp;A announced deals in terms of values</li> <li>■ SG&amp;A was ¥ 91.8 B (+1% Y on Y)</li> <li>■ As of the end of September 2012, total assets was ¥ 7.4 trillion, net assets was ¥ 462.0 B, capital adequacy ratio (on a stand-alone basis) was 506%, representing a sound financial base of the company.</li> </ul>
FY ending Mar. 2013 2Q	<ul style="list-style-type: none"> <li>■ <b>Net operating revenue ¥ 53.2 B (-4% Q on Q), Ordinary income ¥ 7.4 B (-24%), Net income ¥ 2.7 B (-32%).</b></li> <li>■ Aggregate sales of products decreased to ¥ 1,364.4 B (-16%), yet an increase in subscription income on stocks helped to keep net operating revenue for the quarter comparable to the previous quarter.</li> </ul>

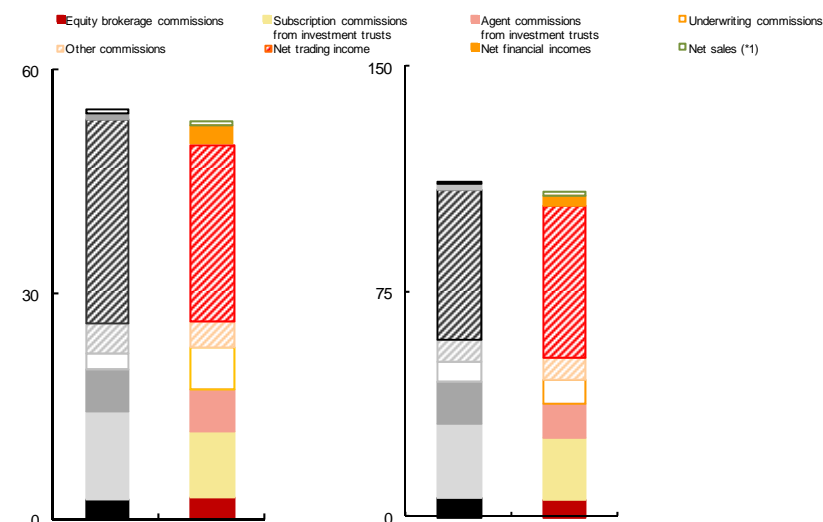
Billions of Yen	FY2012		Q on Q (%)	6 months to Sep.30 2011	6 months to Sep.30 2012	Y on Y (%)
	1Q	2Q				
Operating revenue	60.5	58.1	-4%	123.6	118.7	-4%
Net operating revenue	55.2	53.2	-4%	112.5	108.5	-4%
SG&A	45.8	45.9	+0%	91.0	91.8	+1%
Ordinary income / loss	9.8	7.4	-24%	21.8	17.3	-20%
Income before taxes	7.0	5.7	-19%	20.8	12.7	-39%
Net income / loss	3.9	2.7	-32%	10.7	6.6	-38%
	Jun.-end '12	Sep.-end '12	Q on Q	Sep.-end '11	Sep.-end '12	Y on Y
Total assets (Trillions of yen)	8.7	7.4	-1.2	7.9	7.4	-0.5
Total net assets (Billions of yen)	458.9	462.0	+3.0	446.2	462.0	+15.7

# Net operating revenue / Product sales

- ◇ Net operating revenue for this quarter was ¥ 53.2 B (-4% Q on Q) comparable to the previous quarter, contributed by a chunk of trading income of ¥ 23.5 B (-13%) together with an increase in underwriting commission. Aggregate sales of products was ¥ 1.3 trillion (-16%).
- ◇ Net operating revenue for the six months ended Sep. 2012 was ¥ 108.5 B (-4% Y on Y), including subscription commissions on investment trusts of ¥ 20.7 B (-17%), trading income of ¥ 50.7 B, and underwriting commissions of ¥ 7.9 B (+14%), comparable to the same period of the previous year. Aggregate sales of products for the period was ¥ 2.9 trillion (-10%).

## Net operating revenue

(Billions of yen)

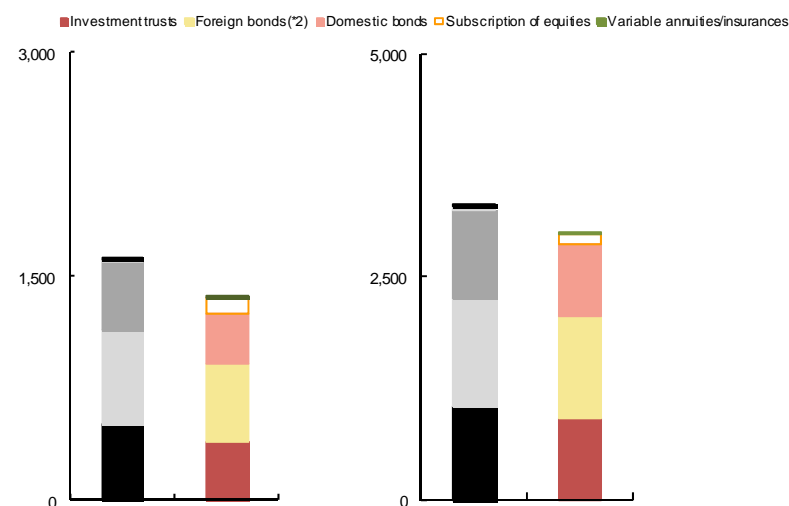


	FY2012 1Q	2Q	Q on Q %	6 months to Sep. 30 2011	6 months to Sep. 30 2012	Y on Y %
Equity brokerage commissions	2.6	3.0	+15%	6.4	5.7	-10%
Subscription commissions from investment trusts	11.8	8.8	-25%	25.0	20.7	-17%
Agent commissions from investment trusts	5.6	5.6	-1%	13.7	11.3	-18%
Underwriting commissions	2.3	5.6	+145%	6.9	7.9	+14%
Other commissions	4.0	3.4	-15%	6.9	7.5	+9%
Net trading income	27.1	23.5	-13%	50.5	50.7	+0%
Net financial incomes	0.9	2.5	+171%	1.9	3.4	+76%
Net sales (*1)	0.5	0.4	-16%	0.9	1.0	+9%
<b>Total</b>	<b>55.2</b>	<b>53.2</b>	<b>-4%</b>	<b>112.5</b>	<b>108.5</b>	<b>-4%</b>

## Product Sales

(Billions of yen)

【on a stand-alone basis】



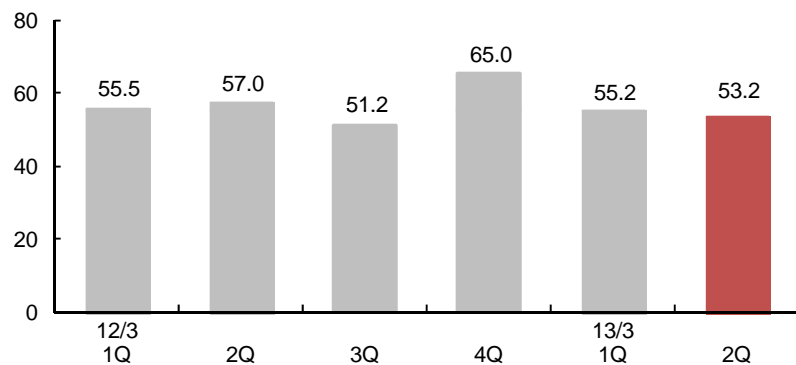
	FY2012 1Q	2Q	Q on Q %	6 months to Sep. 30 2011	6 months to Sep. 30 2012	Y on Y %
Investment trusts	521.2	395.9	-24%	1,050.5	917.2	-13%
Foreign bonds(*2)	622.0	517.9	-17%	1,212.0	1,139.9	-6%
Domestic bonds	460.9	338.0	-27%	985.7	798.8	-19%
(Retail - targeted JGBs)	(181.2)	(24.7)	(-86%)	(148.8)	(205.9)	(+38%)
Subscription of equities	11.4	110.3	+867%	50.6	121.7	+141%
Variable annuities/insurances	3.0	2.3	-22%	5.5	5.3	-5%
<b>Total</b>	<b>1,618.5</b>	<b>1,364.4</b>	<b>-16%</b>	<b>3,304.3</b>	<b>2,982.9</b>	<b>-10%</b>

(\*2) Foreign bonds sales include already-issued bonds and yen-denominated foreign bonds.

# Business Results (Quarterly Trend)

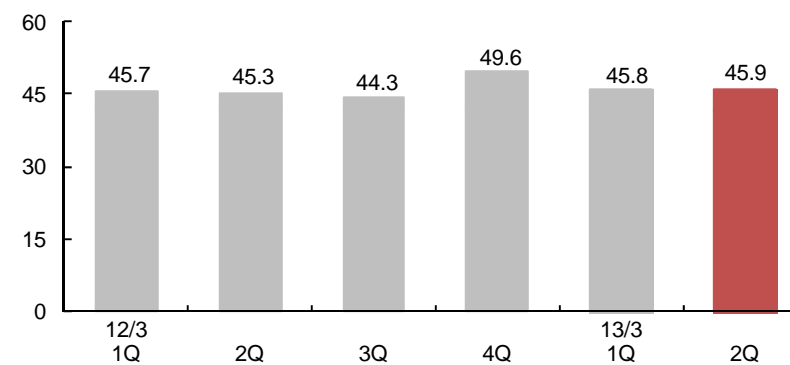
## Net operating revenue

(Billions of yen)



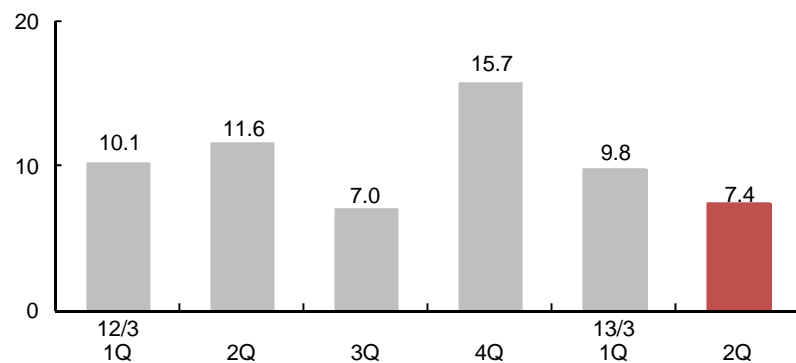
## SG&A

(Billions of yen)



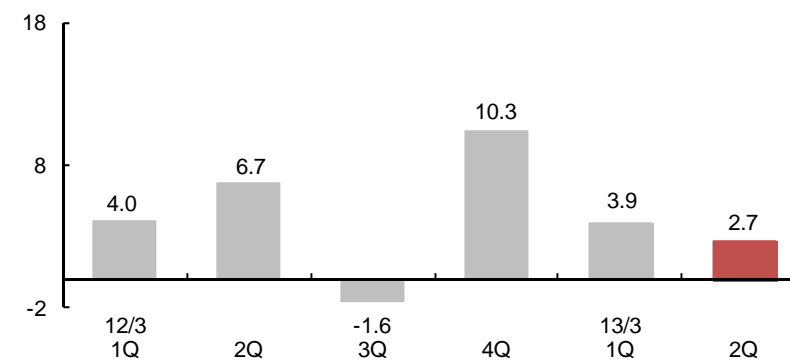
## Ordinary income

(Billions of yen)



## Net income

(Billions of yen)

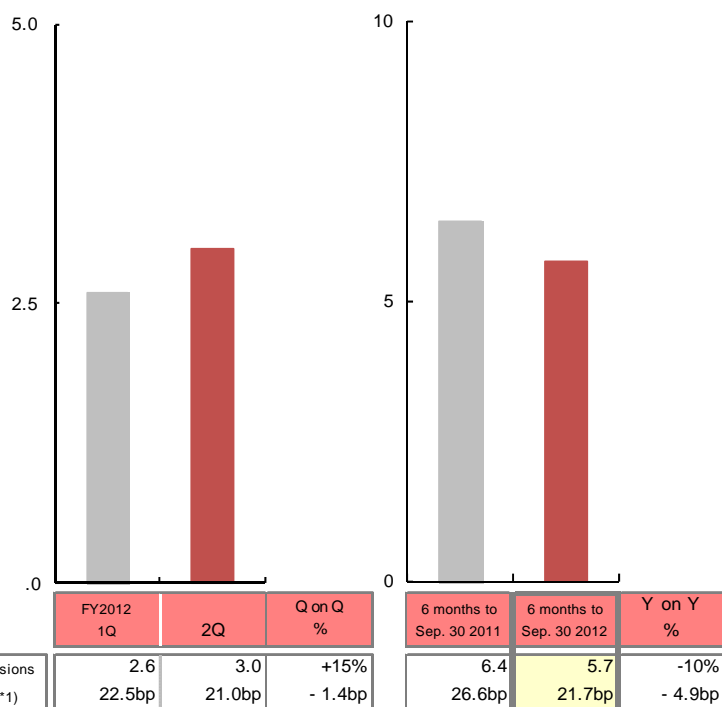


# Equity brokerage commissions

- ◇ Equity brokerage commissions for this quarter was ¥ 3.0 B (+15% Q on Q).
- ◇ Down 10% Y on Y for the six months ended Sep. 2012 due to a decline in commission rate according to an expansion in transactions with corporate clients, though brokerage amount increased by 12%.

## Equity brokerage commissions

(Billions of yen)



(\*1) adjusted brokerage commissions / brokerage amounts  
(scope: cash and margin transactions)

## Equity brokerage amount / TSE share

(Billions of yen)

【on a stand-alone basis】



(\*2) All stock exchanges

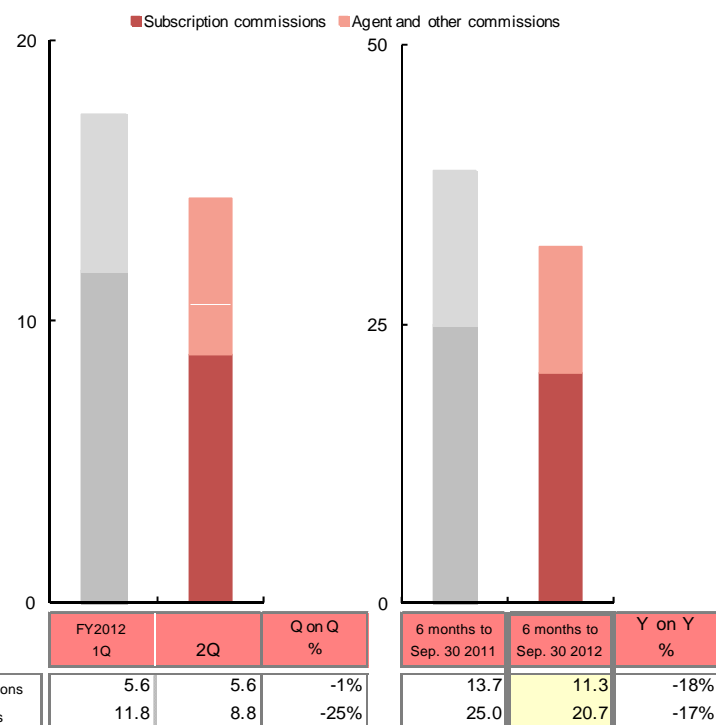
(\*3) Total of 1<sup>st</sup> and 2<sup>nd</sup> sections of Tokyo, Osaka and Nagoya stock exchanges

# Commissions on investment trusts

- ◇ Sales of investment trusts for this quarter was ¥ 395.9 B (-25% Q on Q). Subscription commissions on investment trusts was ¥ 8.8 B (-25%) affected by the concerns about slowdown in the emerging countries.
- ◇ Sales fell 13% Y on Y for the six months ended Sep. 2012. Subscription commissions decreased 17%. Agency commission dropped 18% as the asset value of the funds under management has remained plunged since the middle of the previous fiscal year.

## Subscription commissions / Agent and other commissions

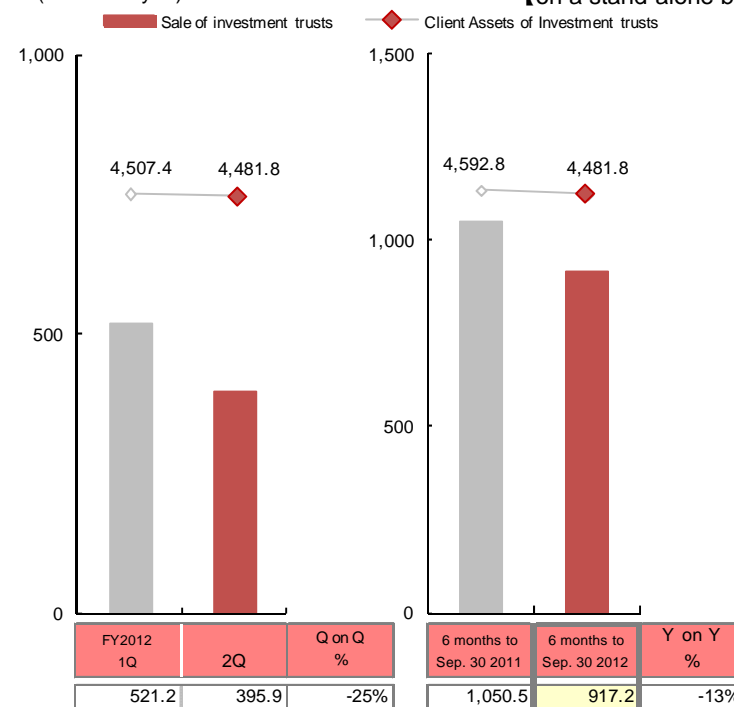
(Billions of yen)



## Sales / Client Assets of Invest. trust

(Billions of yen)

【on a stand-alone basis】

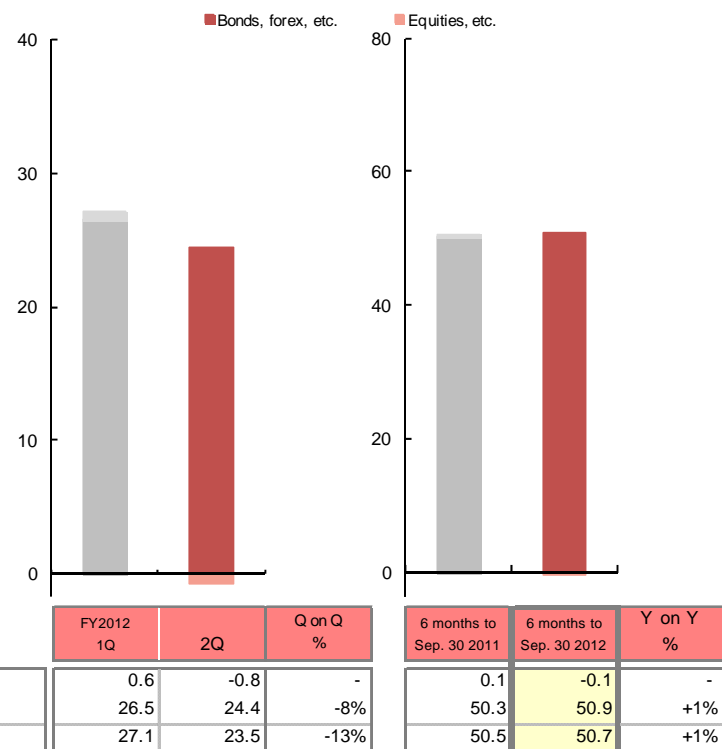


# Net trading income

- ◇ Net trading income for the quarter posted ¥ 23.5 B (-13% Q on Q) due to a decrease in sales of foreign bonds.
- ◇ Up 1% Y on Y for the six months ended Sep. 2012, maintaining the high sales of bonds in foreign currencies against the backdrop of the overseas monetary easing and the appreciated yen brought by European uncertainty.

## Net trading income

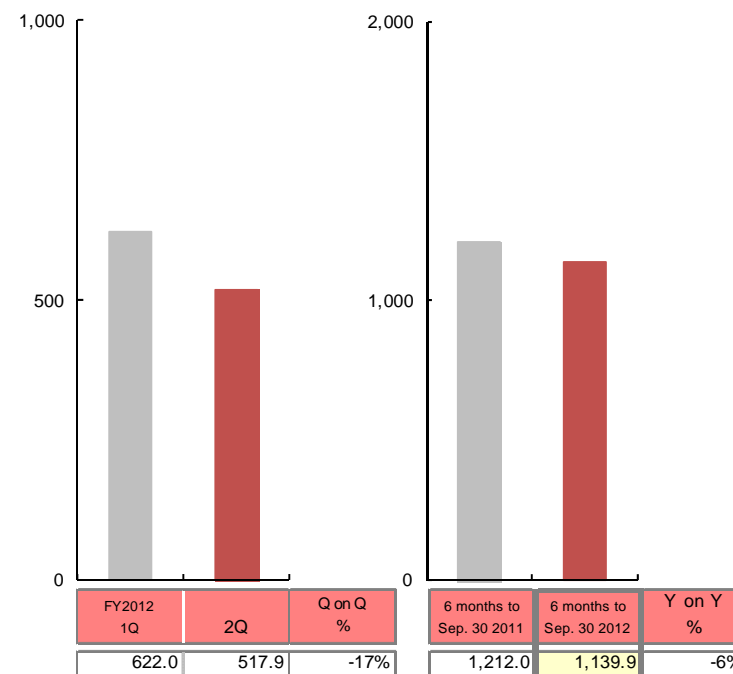
(Billions of yen)



## Sale of foreign bonds

(Billions of yen)

【on a stand-alone basis】



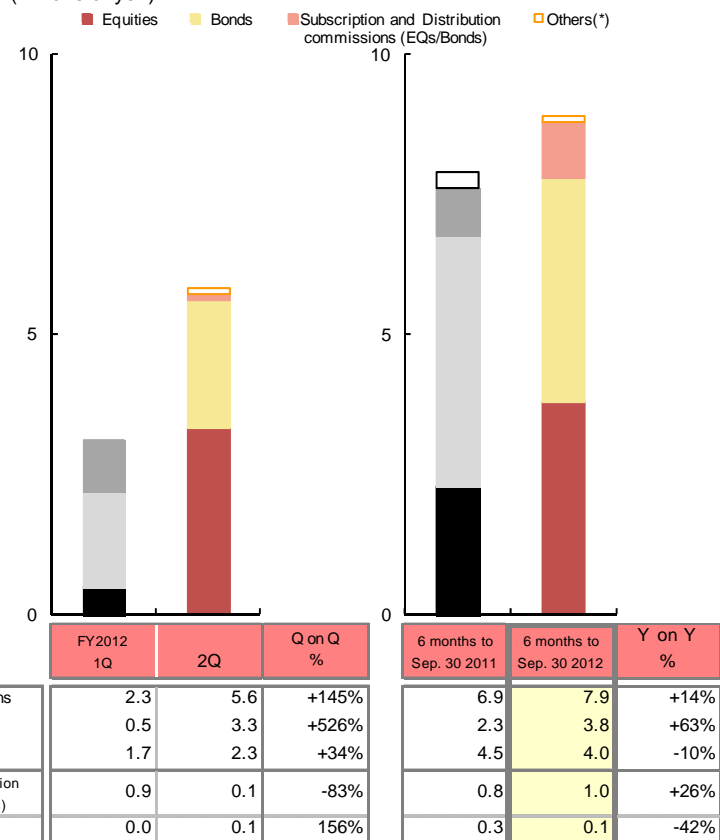


# Underwriting commissions (Equities / Bonds)

- ◇ Underwriting commission revenue for the quarter was ¥ 5.6 B (+145% Q on Q), boosted by the mandates of some large issues and others.
- ◇ For Apr.2012- Sep.2012, book runner in Global Equity & Equity-Related-Japan: share 13.6% in the 5th place; Lead manager in All Bonds in Yen: share 7.3% in the 5th place

## Underwriting commissions (Equities / Bonds)

(Billions of yen)



## Global Equity & Equity-Related-Japan Apr. - Sep. 2012

Rank	Book runner	Proceeds (bill of yen)	Mkt.Share (%)
1	Nomura Securities	235.0	19.8%
2	Daiwa Securities	226.9	19.2%
3	Mizuho Securities	193.2	16.3%
4	Mitsubishi UFJ Morgan Stanley	165.6	14.0%
5	SMBC Nikko Securities	161.2	13.6%

Source: prepared by the SMBC Nikko based on the information published by THOMSON REUTERS (including overseas entities)

## All Bonds in Yen Apr. - Sep. 2012

Rank	Manager	Proceeds (bill of yen)	Mkt.Share (%)
1	Mitsubishi UFJ Morgan Stanley	1,840.7	23.3%
2	Mizuho Securities	1,825.3	23.1%
3	Daiwa Securities	1,188.7	15.1%
4	Nomura Securities	1,179.0	14.9%
5	SMBC Nikko Securities	579.6	7.3%

Source: prepared by SMBC Nikko (corporate bonds, FILP agency/municipality bonds(proportional shares as lead manager) samurai bonds)

(\*)Revenues related to securitization arrangements included

- ◇ For Jul. 2012 - Sep. 2012 in the league table of M&A financial advisor for any Japanese involvement announced deals:  
With total 16 deals acquired, ranked 3rd or 22.2% in terms of deal values, and 2nd or 2.6% in terms of number of deals.
- ◇ For Apr. 2012 - Sep. 2012, 4th or 27.6% in terms of deal values, and 6th or 2.2% in terms of number of deals.

(Source: THOMSON REUTERS)

## Financial Advisor Rank value basis Apr. - Sep. 2012

Rank	Advisor	Rank value (bill of yen)	Mkt.Share (%)
1	Nomura Securities	3,128.0	49.3%
2	Mizuho Securities	2,351.9	37.1%
3	Mitsubishi UFJ Morgan Stanley	1,864.3	29.4%
4	SMBC Nikko Securities	1,749.0	27.6%
5	J.P. Morgan	1,642.4	25.9%

## Financial Advisor No. of deals Apr. - Sep. 2012

Rank	Advisor	No. Deals	Mkt.Share (%)
1	Mitsubishi UFJ Morgan Stanley	64	5.0%
2	Nomura Securities	58	4.5%
3	KPMG Tax Corporation	58	4.5%
4	Barclays	44	3.4%
6	SMBC Nikko Securities	28	2.2%

## Major announced deals Apr. - Sep. 2012

<p><b>Innovation Network Corporation of Japan/Hitachi Construction Machinery Co., Ltd. and Nissan Motor Co., Ltd.</b> INCJ integrates the business of a subsidiary of Hitachi Construction Machinery Co., Ltd. and a subsidiary of Nissan Motor Co., Ltd.</p>	<p><b>Taisho Pharmaceutical Co., Ltd./TOKUHON Corporation</b> Taisho Pharmaceutical Co., Ltd. resolved to acquire TOKUHON Corporation into a wholly owned subsidiary through a triangular share exchange.</p>
<p><b>BIC CAMERA INC./Kojima Co., Ltd.</b> Kojima Co., Ltd. allocated its new shares to BIC CAMERA INC. and concluded a capital and business tie-up.</p>	<p><b>Nuclear Damage Liability Facilitation Fund/Tokyo Electric Power Company, Incorporated</b> TEPCO issued preferred stocks totaled ¥1 trillion to Nuclear Damage Liability Facilitation Fund.</p>
<p><b>TPG Savills Financial Holdings, Ltd./Joint Corporation under the Reorganization and Rehabilitation Act</b> TPG Savills Financial Holdings, Ltd. purchased all the shares of Joint Corporation.</p>	<p><b>Blue Horizon/Nissin Servicer Co., Ltd.</b> Blue Horizon purchases the shares of Nissin Servicer Co., Ltd. via TOB.</p>
<p><b>Japan Industrial Partners, Inc./ITX Corporation</b> Olympus Corporation transfers its subsidiary ITX Corporation to Japan Industrial Partners, Inc.</p>	<p><b>Sumitomo Light Metal Industries, Ltd./Furukawa-Sky Aluminum Corp.</b> Business integration of Sumitomo Light Metal Industries, Ltd. and Furukawa-Sky Aluminum Corp.</p>
<p><b>Daikin Industries, Ltd./Goodman Global Group, Inc.</b> Daikin Industries, Ltd. acquires the 100% shares of Goodman Global Group, Inc.</p>	<p><b>Sony Corporation/Olympus Corporation</b> A third-party allotment of Olympus's shares to Sony</p>

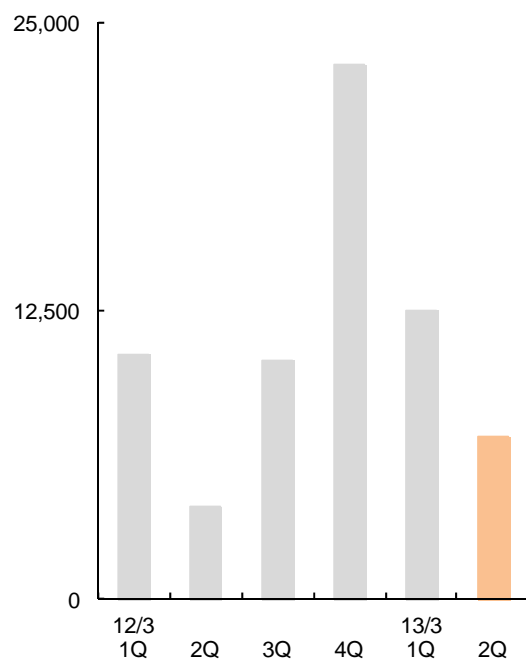
# Business collaboration with Sumitomo Mitsui Banking Corporation

【on a stand-alone basis】

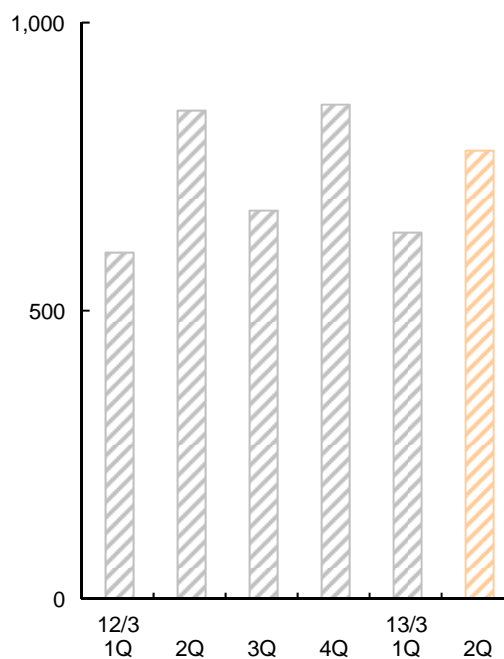
- ◇ Collaboration with SMBC is developing. Intermediary services(\*) as well as referral services provided by SMBC to ourselves stay on a growth path.
- ◇ On October 15 2012, an on-line account linkage service called "Bank & Trade" was released in tandem with SMBC to facilitate transactions across client's accounts with the bank and ourselves.

## Asset management

Financial product intermediary service (No. of deals)

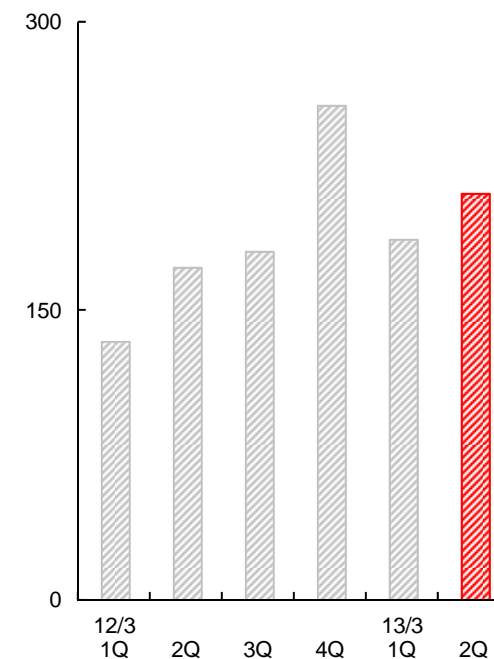


Referral service in asset management (No. of deals)



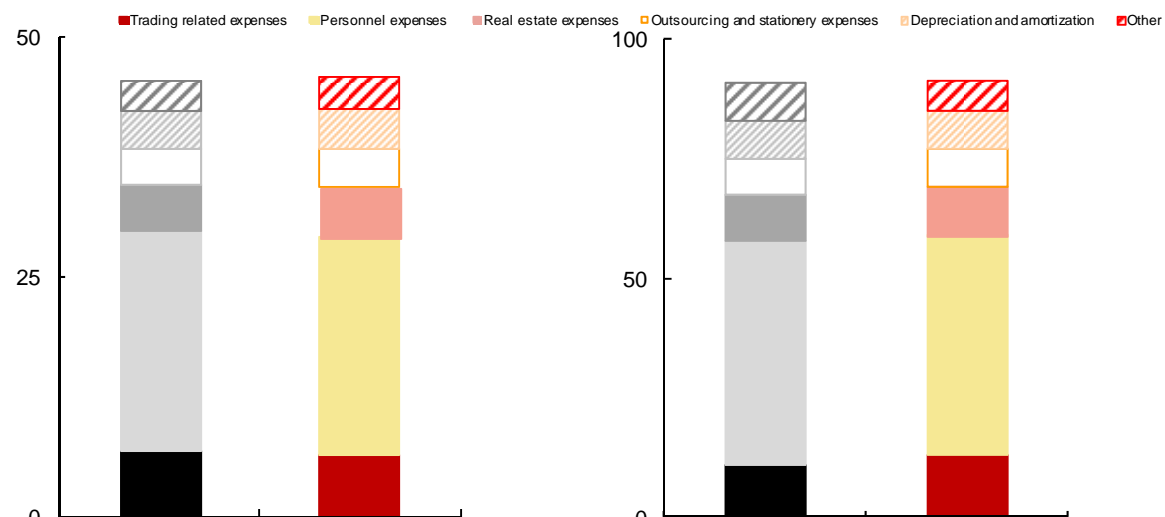
## Investment banking

Referral service in investment banking (No. of deals)



◇ SG&A for the quarter was ¥ 45.9 B (+0% Q on Q). Fixed expenses incremented in transition to a full-line securities firm.

(Billions of yen)



(Billions of yen)

	FY2012 1Q	2Q	Q on Q	6 months to Sep.30 2011	6 months to Sep.30 2012	Y on Y
Trading related expenses	7.0	6.3	-10%	11.4	13.4	+18%
Personnel expenses	22.8	22.8	+0%	46.8	45.7	-2%
Real estate expenses	4.9	5.2	+5%	9.7	10.2	+5%
Outsourcing and stationery expenses	3.8	4.0	+5%	7.4	7.8	+5%
Depreciation and amortization	3.9	4.0	+2%	7.8	7.9	+2%
Other	3.1	3.4	+10%	7.8	6.6	-16%
SG&A/ Fixed expense	45.8	45.9	+0%	91.0	91.8	+1%
SG&A/ Net operating revenue	83%	86%	+3pt	80%	85%	+5pt

# Balance sheet / Capital Adequacy Ratio

【on a stand-alone basis】

(Billions of Yen)	Mar.12	Sep.12	Variance
Current assets	8,058.2	7,246.9	-811.2
Trading products	3,723.4	3,961.5	+238.0
Loans secured by securities	3,766.8	2,752.8	-1,014.0
Other current assets	567.8	532.5	-35.3
Noncurrent assets	218.5	204.5	-14.0
Tangible assets	27.5	27.3	-0.2
Intangible assets	67.6	66.8	-0.7
Investments and other assets	123.3	110.3	-13.0
<b>Total assets</b>	<b>8,276.7</b>	<b>7,451.4</b>	<b>-825.3</b>
Current liabilities	7,409.8	6,533.2	-876.6
Trading products	1,987.3	1,866.0	-121.2
Loans payable secured by securities	2,320.4	1,889.4	-430.9
Short-term loans payable / Commercial papers	2,768.9	2,353.1	-415.7
Other current liabilities	333.2	424.5	+91.3
Noncurrent liabilities / Reserves under the special laws	408.1	456.1	+47.9
<b>Total liabilities</b>	<b>7,818.0</b>	<b>6,989.4</b>	<b>-828.6</b>
<b>Total net assets</b>	<b>458.6</b>	<b>462.0</b>	<b>+3.3</b>
<b>Total liabilities and net assets</b>	<b>8,276.7</b>	<b>7,451.4</b>	<b>-825.3</b>

(Billions of Yen)	Mar.12	Sep.12	Variance
Basic items	455.3	460.1	+4.8
Supplementary items	200.4	200.0	-0.3
Deductible assets	191.2	182.7	-8.5
Net capital	464.4	477.4	+13.0
Risk total	92.1	94.3	+2.1
Market Risk	34.4	35.8	+1.4
Counterparty Risk	12.5	11.9	-0.5
Basic Risk	45.1	46.4	+1.3
<b>Capital Adequacy Ratio</b>	<b>504%</b>	<b>506%</b>	<b>+2 pt</b>

【on a stand-alone basis】

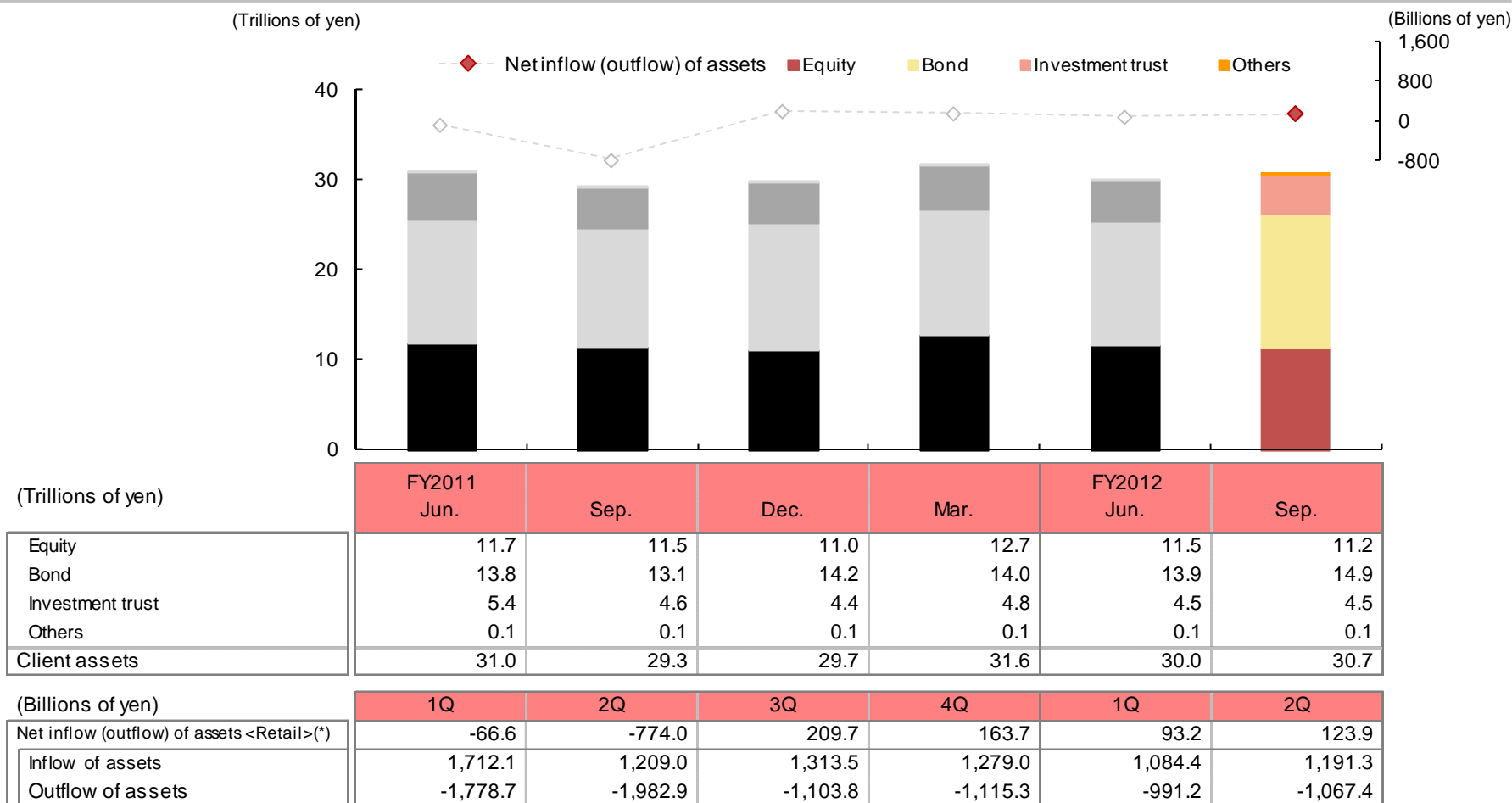
Credit ratings on Long Term (as of October 30th, 2012)

S&P	Moody's	R&I	JCR
A+	A1	A+	AA
[ Negative ]	[ Stable ]	[ Positive ]	[ Stable ]

# Client Assets / Net Inflow (Outflow) of Assets

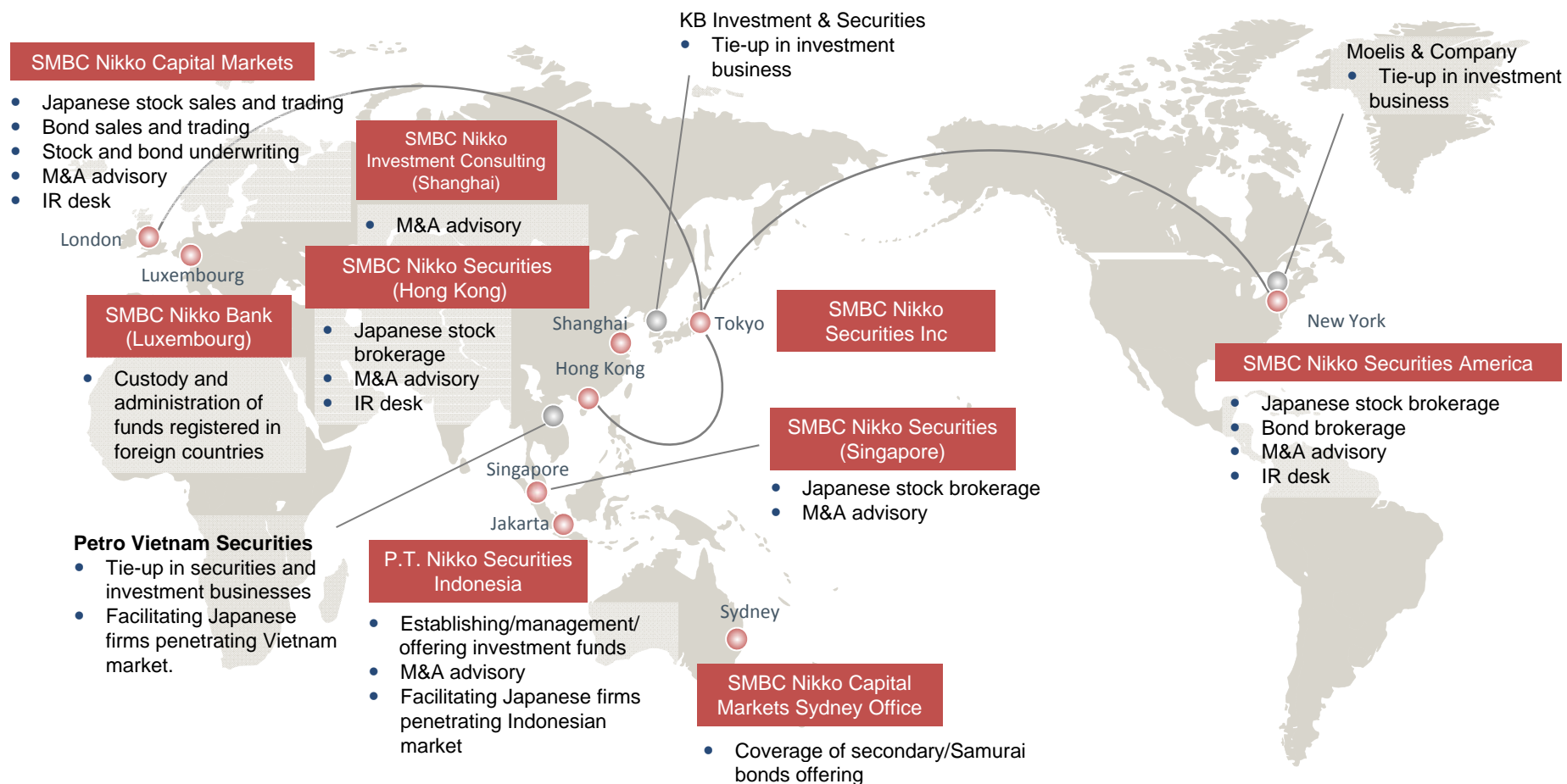
【on a stand-alone basis】

- ◇ Overall client assets at the end of September 2012 was ¥ 30.7 trillion (+2% Q on Q).
- ◇ Net inflow of retail client assets for this quarter was ¥ 123.9 B partly from an extensive bond offering conducted.



# Overseas Network

◇ SMBC Nikko Securities (Singapore) Pte. Ltd., started operations of Japanese stock brokerage and M&A advisory service on October 17 2012.



## Started securities businesses in Singapore

- Started securities businesses, specifically Japanese stock brokerage and M&A advisory, in Singapore on October 17 2012 through a wholly owned subsidiary SMBC Nikko Securities (Singapore) Pte. Ltd., which has come as our fourth foothold in Asia region after Hong Kong, Shanghai, and Indonesia to enhance quality service to clients located across the region.

## Released an on-line account linkage service called "Bank & Trade"

- SMBC and SMBC Nikko released an on-line account linkage service called "Bank & Trade" on October 15 2012, liaising between client's respective account with them.

## Call Center received awards

- Obtained certifications of "COPC® CSP Standards" for the fifth year in a row, which is the standards for quality guarantee on call center service, to become the first firm in worldwide financial industry based on Release ver. 5.0 of the standards.
- Awarded the best prize at the contest "Best Contact Center of The Year 2012" competing in proficiency in phone conversations with customers held in a contact center hosted by Japan Institute of Information Technology, becoming the first in the industry to receive awards for three consecutive years.

## Nikko Gravity Fund

- Nikko Gravity Fund launched in September 2012 collected ¥ 51.5 B for the initial setting, turning out to be the biggest fund set up in the month.



# Reference Data

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# Consolidated Business Results (Quarterly Trend)

(Millions of yen)	FY2011				FY2012	
	1Q	2Q	3Q	4Q	1Q	2Q
Operating revenue	61,180	62,464	57,053	70,593	60,584	58,189
Commissions received	33,573	25,605	22,003	38,249	26,598	26,747
Brokerage commissions	3,045	3,610	2,831	4,410	2,773	3,191
Underwriting and distribution commissions	3,320	3,679	3,782	7,976	2,313	5,667
Flotation and distribution fees	17,417	8,524	6,141	14,615	12,734	9,055
Other commissions	9,790	9,790	9,247	11,247	8,776	8,833
Net trading income	20,935	29,591	27,716	24,054	27,177	23,562
Equities	455	-313	144	23	664	-859
Bonds / Foreign exchange	20,479	29,905	27,572	24,031	26,513	24,421
Financial revenue	4,335	4,947	3,920	5,677	4,569	5,670
Net sales	2,336	2,319	3,412	2,610	2,239	2,209
Financial expenses	3,795	3,528	3,562	3,433	3,640	3,157
Cost of sales	1,845	1,892	2,241	2,109	1,694	1,752
Net operating revenue	55,539	57,042	51,249	65,049	55,249	53,279
SG&A	45,717	45,339	44,394	49,676	45,833	45,990
Operating income / loss	9,822	11,703	6,855	15,373	9,415	7,288
Ordinary income / loss	10,137	11,691	7,035	15,734	9,880	7,495
Extraordinary income / loss	-1,037	36	-1,398	1,180	-2,840	-1,758
Net income before income taxes	9,099	11,727	5,636	16,915	7,039	5,736
Income taxes-current	161	241	777	598	163	242
Income taxes-deferred	4,908	4,755	6,463	5,967	2,895	2,781
Minority interests in income/(losses)	8	3	1	-4	1	0
Net income / loss	4,021	6,727	-1,606	10,353	3,978	2,711

# Stand-alone Business Results (Quarterly Trend)

【on a stand-alone basis】

(Millions of yen)	FY2011				FY2012	
	1Q	2Q	3Q	4Q	1Q	2Q
Operating revenue	57,093	58,806	51,944	65,773	56,947	54,699
Commissions received	32,336	24,718	20,834	36,680	25,602	25,842
Brokerage commissions	2,991	3,509	2,691	4,215	2,679	3,085
Underwriting and distribution commissions	3,320	3,674	3,781	7,976	2,313	5,663
Flotation and distribution fees	17,357	8,508	6,140	14,597	12,734	9,041
Other commissions	8,666	9,026	8,220	9,890	7,874	8,053
Net trading income	20,935	29,591	27,716	24,054	27,177	23,562
Equities	455	-313	144	23	664	-859
Bonds / Foreign exchange	20,479	29,905	27,572	24,031	26,513	24,421
Financial revenue	3,822	4,496	3,393	5,037	4,167	5,294
Financial expenses	3,311	3,100	3,061	2,823	3,260	2,802
Net operating revenue	53,782	55,706	48,883	62,949	53,687	51,897
SG&A	44,760	44,676	43,771	48,142	45,067	44,986
Operating income / loss	9,021	11,030	5,111	14,806	8,619	6,911
Ordinary income / loss	8,982	11,166	5,207	14,945	8,895	7,015
Extraordinary income / loss	-876	179	-971	210	-2,533	-1,696
Net income before income taxes	8,105	11,346	4,235	15,156	6,361	5,318
Income taxes-current	10	39	64	30	23	34
Income taxes-deferred	4,661	4,554	6,669	6,175	2,606	2,711
Net income / loss	3,434	6,753	-2,497	8,951	3,732	2,572

# Operational Indicators -1

[on a stand-alone basis]

## ◇ Sales of Products

(Billions of yen)	FY2011				FY2012	
	1Q	2Q	3Q	4Q	1Q	2Q
Investment trusts	646.7	403.7	266.9	533.7	521.2	395.9
(Equity investment trusts)	( 466.9 )	( 244.5 )	( 134.6 )	( 286.5 )	( 350.9 )	( 252.3 )
(Foreign registered investment trusts)	( 130.9 )	( 113.3 )	( 90.8 )	( 207.3 )	( 123.6 )	( 103.0 )
Foreign bonds (*)	614.9	597.0	575.3	596.4	622.0	517.9
(Foreign currency bonds)	( 136.7 )	( 239.6 )	( 223.1 )	( 159.3 )	( 224.2 )	( 218.3 )
Domestic bond	534.6	451.1	447.6	424.8	460.9	338.0
(Retail target JGBs)	( 117.0 )	( 31.8 )	( 145.2 )	( 4.6 )	( 181.2 )	( 24.7 )
Public offering	22.5	28.0	20.8	117.3	11.4	110.3
Annuity / insurance	1.6	3.9	3.1	3.3	3.0	2.3
Total	1,820.5	1,483.8	1,313.6	1,675.5	1,618.5	1,364.4

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

## ◇ Underwriting Share (Book runner)

	FY2011				FY2012	
	1Q	2Q	3Q	4Q	1Q	2Q
ECM Global Equity (*1)	27.2%	14.3%	4.8%	27.1%	5.7%	14.6%
DCM All bond in Yen (*2)	11.5%	22.8%	12.5%	12.8%	6.4%	8.3%
M&A Japan related (*3)	0.8%	55.8%	12.4%	6.2%	32.6%	22.2%

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

(\*2) All Bonds in Yen, Lead manager

(\*3) Any Japanese involvement announced excluding real property deals : Rank value

source: prepared by SMBC Nikko based on the information published by THOMSON REUTERS

source: prepared by SMBC Nikko

source: prepared by THOMSON REUTERS

# Operational Indicators -2

[on a stand-alone basis]

## ◇ Direct Channel Ratio(\*1)

	FY2011				FY2012	
	1Q	2Q	3Q	4Q	1Q	2Q
Based on number of transaction (Nikko EZ Trade)	86.6% ( 73.1%)	88.2% ( 77.3%)	89.3% ( 80.7%)	88.0% ( 79.5%)	92.4% ( 85.0%)	88.4% ( 81.7%)
Based on commissions (Nikko EZ trade)	52.6% ( 29.6%)	50.8% ( 29.9%)	49.5% ( 29.6%)	27.5% ( 17.1%)	56.4% ( 34.1%)	28.1% ( 16.6%)

(\*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)	FY2011				FY2012	
	1Q	2Q	3Q	4Q	1Q	2Q
Equity brokerage amounts	860.3	1,375.7	945.1	1,711.9	1,108.4	1,396.0
Equity brokerage commissions (*3)	2.9	3.4	2.7	4.3	2.6	3.0
Equity commissions rate	33.0bp	22.6bp	24.7bp	22.8bp	22.5bp	21.0bp

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

(\*3) On a consolidated basis

# Operational Indicators -3

【on a stand-alone basis】

## ◇ Number of Accounts

(Thousands of accounts)

	FY2011				FY2012	
	Jun.11	Sep.11	Dec.11	Mar.12	Jun.12	Sep.12
Total accounts	2,604	2,562	2,531	2,501	2,461	2,419
Cash management accounts	2,128	2,120	2,111	2,102	2,091	2,069
Newly opened accounts	28	24	31	35	27	22

【on a stand-alone basis】

## ◇ Number of Branches

Number of branches

	FY2011				FY2012	
	Jun.11	Sep.11	Dec.11	Mar.12	Jun.12	Sep.12
Number of branches	109	109	109	109	109	109

## ◇ Number of Employees

Number of Employees

	FY2011				FY2012	
	Jun.11	Sep.11	Dec.11	Mar.12	Jun.12	Sep.12
Number of Employees	8,556	8,557	8,510	8,445	8,872	8,803

