

Date: April 30, 2013

SMBC NIKKO SECURITIES INC.

URL: http://www.smbcnikko.co.jp

Consolidated Financial Results for the Fiscal Year ended March 31, 2013 (JGAAP)

(Amounts less than one million yen have been omitted.)

: Yes

1. Overall business performance for the Fiscal Year ended March 31, 2013 (1) Consolidated operating results

(Percentages indicate year-on-year changes)

	Operating re	venue	Net operating	revenue	Operating in	icome	Ordinary in	come	Net incor	ne
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
FY2012	296,623	18.0	274,762	20.0	74,483	70.2	75,750	69.8	45,759	134.7
FY2011	251,291	6.2	228,882	7.0	43,754	2.4	44,598	3.5	19,496	(23.5)

Note : Comprehensive income FY2012 58,222 million yen <220.1%> FY2011 18,190 million yen <(20.5)%>

(2) Consolidated financial conditions

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
FY2012	6,753,074	516,883	7.7
FY2011	8,276,730	458,694	5.5

Reference : Equity (i.e. "Shareholder's equity" and "Accumulated other comprehensive income") FY2012 516,799 million yen FY2011 458,592 million yen

2. Others

(1) Changes in significant subsidiaries during the period

Exclusion: 2 subsidiaries

(Nikko Securities No.1 Toshi Jigyo Kumiai and Nikko Capital No.1 Toshi Jigyo Kumiai)

(2) Changes in the accounting policies, estimates and retrospective restatements

(i)	Changes in the accounting policies due to revised accounting standards	: Yes
(ii)	Changes other than the above in the accounting policies	: None
(iii)	Changes in accounting estimates	: Yes
(iv)	Retrospective restatements	: None

*Other special matters

Not applicable

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I. Summary information (Others)

1. Changes in significant subsidiaries during the period

During the fiscal year ended March 31, 2013, Nikko Securities No.1 Toshi Jigyo Kumiai and Nikko Capital No.1 Toshi Jigyo Kumiai are excluded from the scope of consolidation due to completion of their liquidation.

2. Changes in the accounting policies, estimates and retrospective restatements

Changes in depreciation method for property and equipment assets (Changes in accounting policies which are difficult to distinguish from changes in accounting estimates)

In accordance with the revision of the Corporation Tax Act, SMBC Nikko Securities Inc. and its domestic consolidated subsidiaries have changed depreciation method for property and equipment assets acquired on or after April 1, 2012. The impact of this change is immaterial on consolidated operating income, ordinary income and income before income taxes and minority interests for the fiscal year ended March 31, 2013.

(Millions of yen)

II. Consolidated Financial Statements

1. Consolidated Balance Sheets

		(Minions of y
	As of March 31, 2012	As of March 31, 2013
ssets		
Current assets		
Cash and deposits	236,680	378,881
Cash segregated as deposits	145,152	223,859
Trading products	3,723,457	2,913,561
Trading securities and other	3,583,960	2,764,903
Derivatives	139,497	148,658
Trade date accrual	_	49,920
Margin transaction assets	30,455	52,286
Loans on margin transactions	25,090	49,490
Cash collateral pledged for securities borrowing on margin transactions	5,365	2,795
Loans secured by securities	3,766,893	2,752,609
Cash collateral pledged for securities borrowed	3,766,893	2,752,609
Cash paid for offering	15,092	58,126
Short-term guarantee deposits	74,938	58,336
Accrued income	16,329	19,145
Deferred tax assets	25,170	28,642
Other	24,116	25,999
Allowance for doubtful accounts	(86)	(38
Total current assets	8,058,201	6,561,331
Noncurrent assets		
Property and equipment	27,585	26,477
Buildings	14,209	13,243
Equipment	2,119	1,894
Land	7,277	7,277
Lease assets	3,979	4,060
Intangible assets	67,628	66,405
Goodwill	11,194	10,466
Right of trademark	27,794	24,088
Software	27,884	31,098
Other	755	752
Investments and other assets	123,314	98,859
Investment securities	61,265	70,748
Long-term loans receivable	5,124	5,100
Long-term guarantee deposits	16,297	14,989
Deferred tax assets	34,461	5,702
Other	13,974	8,754
Allowance for doubtful accounts	(7,808)	(6,436
Total noncurrent assets	218,528	191,742
Total assets	8,276,730	6,753,074

	As of March 31, 2012	As of March 31, 2013
abilities		
Current liabilities		
Trading products	1,987,306	1,863,04 ²
Trading securities and other	1,841,572	1,703,422
Derivatives	145,734	159,618
Trade date accrual	35,723	
Margin transaction liabilities	9,098	7,757
Borrowings on margin transactions	305	673
Cash received for securities lending on margin transactions	8,793	7,084
Loans payable secured by securities	2,320,427	2,049,102
Cash received on debt credit transaction of securities	1,209,844	1,689,320
Borrowings on Gensaki transaction	1,110,582	359,782
Deposits received	216,105	240,878
Guarantee deposits received	19,571	28,839
Short-term loans payable	2,583,900	1,415,600
Commercial papers	185,000	257,500
Current portion of bonds payable	2,500	9,750
Income taxes payable	2,209	6,947
Provision for bonuses	17,473	24,613
Other	30,569	32,192
Total current liabilities	7,409,884	5,936,22
Noncurrent liabilities		0,000,22
Bonds payable	83,415	190,535
Long-term loans payable	316,000	101,000
Lease obligations	2,545	2,507
Deferred tax liabilities	454	404
Provision for retirement benefits	2,535	1,960
Asset retirement obligations	1,779	2,072
Other	1,322	1,330
Total noncurrent liabilities	408,052	299,810
Reserves under the special laws	+00,032	233,010
Reserve for financial products transaction liabilities	98	159
Total reserves under the special laws	98	159
Total liabilities	7,818,035	6,236,19
et assets		0,200,10
Shareholder's equity		
Capital stock	10,000	10,000
Capital surplus	378,395	378,39
Retained earnings	74,298	120,05
Total shareholder's equity	462,693	508,452
Accumulated other comprehensive income	102,000	000,102
Valuation difference on available-for-sale securities	(243)	8,769
Foreign currency translation adjustment	(3,857)	(42 ⁻
Total accumulated other comprehensive income	(4,100)	8,34
Minority interests	102	83
Total net assets	458,694	516,883
	400.034	010,000

2. Consolidated Statements of Income and Consolidated Statements of Comprehensive Income

Consolidated Statements of Income

		(Millions of y
	For the year ended March 31, 2012	For the year ended March 31, 2013
Operating revenue		
Commission received	119,432	143,108
Brokerage commissions	13,898	19,244
Underwriting and disrtribution commissions	18,758	18,362
Flotation and distribution fees	46,699	66,376
Other fees received	40,075	39,125
Net trading income	102,298	119,764
Net trading income on equities	309	3,332
Net trading income on bonds/foreign exchanges	101,988	116,432
Financial revenue	18,881	23,671
Other sales	10,679	10,078
Total operating revenue	251,291	296,623
Financial expenses	14,320	14,049
Cost of other sales	8,088	7,811
Net operating revenue	228,882	274,762
Selling, general and administrative expenses		·
Trading related expenses	26,674	29,897
Personal expenses	93,255	103,536
Real estate expenses	19,746	20,105
Office cost	15,444	15,784
Depreciation	15,816	16,233
Taxes and dues	1,957	2,235
Other	12,233	12,485
Total selling, general and administrative expenses	185,127	200,279
Operating income	43,754	74,483
Non-operating income		
Dividends income	755	878
Foreign exchange gains	479	542
Other	759	762
Total non-operating income	1,994	2,183
Non-operating expenses		
Interest expenses	271	252
Loss on investments in partnership	260	-
Bond issuance cost	269	568
Other	348	94
Total non-operating expenses	1,150	916
Ordinary income	44,598	75,750

		(Millions of yen
	For the year ended	For the year ended
	March 31, 2012	March 31, 2013
Extraordinary income		
Gain on sales of noncurrent assets	143	_
Gain on sales of investment securities	995	555
Gain on sales of stocks of subsidiaries and affiliates	3	_
Total extraordinary income	1,142	555
Extraordinary loss		
Loss on sales of noncurrent assets	235	0
Loss on retirement of noncurrent assets	196	79
Impairment loss	117	555
Loss on sales of investment securities	272	1,006
Loss on sales of stocks of subsidiaries and affiliates	235	-
Loss on valuation of investment securities	489	483
Provision of reserve for financial products transaction liabilities	29	60
Expenses for change in corporate name	787	-
Fine for default	-	309
Total extraordinary loss	2,362	2,494
Income before income taxes and minority interests	43,378	73,810
Income taxes - current	1,778	6,588
Income taxes - deferred	22,094	21,448
Total income taxes	23,872	28,037
Income before minority interests	19,505	45,773
Minority interests in net income	9	14
Net income	19,496	45,759

Consolidated Statements of Comprehensive Income

		(Millions of yen)
	For the year ended March 31, 2012	For the year ended March 31, 2013
Income before minority interests	19,505	45,773
Other comprehensive income		
Valuation difference on available-for-sale securities	(453)	9,013
Foreign currency translation adjustment	(943)	3,401
Share of other comprehensive income of affiliates accounted for using equity method	81	33
Total other comprehensive income	(1,315)	12,448
Comprehensive income	18,190	58,222
Comprehensive income attributable to:		
Owners of the parent	18,181	58,207
Minority interests	8	14

3. Notes on Going Concern Assumption

Not applicable

III. Supplementary Information

1. Commission Received

(1) Breakdown by Categories

				(Mi	llior	is o	of yen, except	for p	ercentages)	
	For	For the year ended		For the year ended			Increase/((Decrease)		
	М	arch 31, 2012		March 31, 2013			Amount	Ra	te of change	
Brokerage commissions		13,898		19,244			5,345		38.5 %	
< Equities >	<	13,514	>	< 18,674	>	<	5,159 >	<	38.2 >	
< Bonds >	<	69	>	< 52	>	<	(17) >	<	(25.3) >	
< Investment trusts >	<	277	>	< 500	>	<	222 >	<	80.2 >	
Underwriting and disrtribution commissions		18,758		18,362			(396)		(2.1)	
< Equities >	<	9,206	>	< 8,732	>	<	(474) >	<	(5.2) >	
< Bonds >	<	9,448	>	< 9,539	>	<	91 >	<	1.0 >	
< Other >	<	103	>	< 90	>	<	(13) >	<	(12.8) >	
Flotation and distribution fees		46,699		66,376			19,677		42.1	
< Investment trusts >	<	44,903	>	< 64,550	>	<	19,647 >	<	43.8 >	
Other fees received		40,075		39,125			(950)		(2.4)	
< Investment trusts >	<	25,407	>	< 23,660	>	<	(1,746) >	<	(6.9) >	
Total		119,432		143,108			23,676		19.8	

(2) Breakdown by Products

(Millions of yen, except for percentages) Increase/(Decrease) For the year ended For the year ended March 31, 2012 March 31, 2013 Rate of change Amount Equities 24,614 28,996 4,382 17.8 % Bonds 11,815 12,069 254 2.2 70,588 88,710 25.7 Investment trusts 18,122 Other 12,414 13,332 917 7.4 Total 119,432 143,108 23,676 19.8

2. Net Trading Income

(Millions of yen, except for percentages)

	F	For the year ended March 31, 2012		For the year ended March 31, 2013		Increase/((Decrease)		
						Amount		e of change	
Net trading income on equities		309		3,332		3,022		975.3 %	
Net trading income on bonds/foreign exchanges		101,988		116,432		14,443		14.2	
< Bonds, etc. >	<	90,375 >	<	118,222 >	<	27,846 >	<	30.8 >	
< Foreign exchanges, etc. >	<	11,613 >	<	(1,789) >	<	(13,403) >	<	_ >	
Total		102,298		119,764		17,465		17.1	

3. Quarterly Consolidated Statements of Income

			_					-	ions of yen)
		Y2011 4Q	F	Y2012 1Q (April 1 to	!	FY2012 2Q (July 1 to	FY2012 3Q (October 1 to	F	Y2012 4Q
		January 1 to arch 31, 2012)		(April 1 to lune 30, 2012)	S	September 30, 2012)	December 31, 2012)	Ν	(January 1 to Aarch 31, 2013)
Operating revenue						,	. ,		. ,
Commission received		38,249		26,598		26,747	35,528		54,234
Brokerage commissions		4,410		2,773		3,191	4,638		8,641
< Equities >	<	4,329 >	<	2,681	> <	,	,	<	8,405 >
Underwriting and disrtribution commissions		7,976		2,313		5,667	4,849		5,531
< Equities >	<	5,418 >	<	536	> <		-	<	3,003 >
< Bonds >	<	2,558 >	<	1,730		-	-		2,528 >
Flotation and distribution fees		14,615		12,734		9,055	16,787		27,799
< Investment trusts >	<	14,434 >	<	11,825	> <		-	<	27,512 >
Other fees received		11,247		8,776		8,833	9,252		12,262
< Investment trusts >	<	5,951 >	<	5,684	> <		-	<	6,545 >
Net trading income		24,054		27,177		23,562	28,038		40,985
Net trading income on equities		23		664		(859)	1,307		2,219
Net trading income on bonds/foreign exchanges		24,031		26,513		24,421	26,730		38,766
< Bonds, etc. >	<	25,723 >	<	18,180	> <	-	-	<	45,239 >
< Foreign exchanges, etc. >	<	(1,692) >	<	8,333		-	-		(6,472) >
Financial revenue		5,677		4,569		5,670	6,583		6,848
Other sales		2,610		2,239		2,209	2,721		2,908
Total operating revenue		70,593		60,584		58,189	72,872		104,977
Financial expenses		3,433		3,640		3,157	4,257		2,993
Cost of other sales		2,109		1,694		1,752	2,061		2,302
		65,049	-	55,249		53,279	66,553		99,680
Net operating revenue		05,049	-	55,249		55,279	00,555	-	99,000
Selling, general and administrative expenses		0 272		7,055		6 255	7 101		0.204
Trading related expenses		8,373 24,476				6,355	7,191		9,294 32,243
Personal expenses Real estate expenses		24,476 5,243		22,864 4,993		22,882 5,246	25,546 4,921		32,243 4,942
Office cost		3,243 4,354		4,990 3,802		4,008	3,869		4,342
Depreciation		4,021		3,958		4,008	4,101		4,103
Taxes and dues		4,021		520		4,035	532		4,138 681
Other		480 2,727		2,638		2,959	3,086		3,801
Total selling, general and administrative expenses		49,676		45,833		45,990	49,249		59,206
		49,070 15,373	-	9,415		7,288	17,304		40,474
Operating income Non-operating income		552	_	645		524	398	-	615
Non-operating expenses		191		180		317	246		171
Ordinary income		15,734	-	9,880		7,495	17,457		40,917
Extraordinary income		266	-	<u> </u>		55	135	-	362
-						1,814			(1,007)
Extraordinary loss Income before income taxes and minority interests		(914) 16,915	\vdash	2,841 7,039	+	5,736	(1,153) 18,746	┢	42,288
Income taxes - current		598	\vdash	163	-	242	608	-	5,574
Income taxes - deferred		598 5,967		2,895					5,574 9,848
Income before minority interests		5,967	\vdash	2,895	+	2,781	5,923 12,215	-	9,848 26,865
Minority interests in net income/(losses)		-	\vdash	3,960	+	2,712	6	-	20,000
		(4)	\vdash			-		-	-
Net income		10,353		3,978		2,711	12,208		26,859

IV. Non-consolidated Financial Statements

1. Non-consolidated Balance Sheets

	As of March 31, 2012	As of March 31, 201			
ssets					
Current assets					
Cash and deposits	120,506	281,891			
Cash segregated as deposits	145,126	223,839			
Trading products	3,723,457	2,913,561			
Trading securities and other	3,583,960	2,764,903			
Derivatives	139,497	148,658			
Trade date accrual	-	49,920			
Margin transaction assets	30,455	52,280			
Loans on margin transactions	25,090	49,49			
Cash collateral pledged for securities borrowing on margin transactions	5,365	2,79			
Loans secured by securities	3,766,893	2,752,60			
Cash collateral pledged for securities borrowed	3,766,893	2,752,60			
Cash paid for offering	15,092	58,12			
Short-term guarantee deposits	74,938	58,33			
Short-term loans receivable	192	23,14			
Accrued income	15,526	18,37			
Deferred tax assets	24,139	27,56			
Other	12,266	14,78			
Allowance for doubtful accounts	(67)	(3			
Total current assets	7,928,530	6,474,41			
Noncurrent assets					
Property and equipment	8,783	7,53			
Buildings	6,208	5,59			
Equipment	1,650	1,41			
Land	17	1			
Lease assets	907	51			
Intangible assets	41,403	36,55			
Goodwill	11,194	10,46			
Right of trademark	27,794	24,08			
Software	1,843	1,41			
Other	571	59			
Investments and other assets	168,235	146,14			
Investment securities	44,666	54,48			
Stocks of subsidiaries and affiliates	54,295	56,41			
Long-term loans receivable	13,717	13,69			
Long-term guarantee deposits	16,032	14,62			
Deferred tax assets	34,329	5,612			
Other	13,003	7,60			
Allowance for doubtful accounts	(7,808)	(6,294			
Total noncurrent assets	218,422	190,24 <i>°</i>			
Total assets	8,146,952	6,664,653			

	As of March 31, 2012	As of March 31, 201			
abilities					
Current liabilities					
Trading products	1 097 206	1 962 044			
Trading securities and other	1,987,306	1,863,041			
Derivatives	1,841,572	1,703,422			
Trade date accrual	145,734	159,618			
	35,723				
Margin transaction liabilities	9,098	7,757			
Borrowings on margin transactions	305	673			
Cash received for securities lending on margin transactions	8,793	7,084			
Loans payable secured by securities	2,320,427	2,049,102			
Cash received on debt credit transaction of securities	1,209,844	1,689,320			
Borrowings on Gensaki transaction	1,110,582	359,782			
Deposits received	126,760	173,898			
Guarantee deposits received	19,571	28,839			
Short-term loans payable	2,571,000	1,424,700			
Commercial papers	185,000	257,500			
Current portion of bonds payable	2,500	9,750			
Income taxes payable	704	5,565			
Provision for bonuses	15,430	22,270			
Other	13,615	16,714			
Total current liabilities	7,287,137	5,859,139			
Noncurrent liabilities					
Bonds payable	83,415	190,535			
Long-term loans payable	316,000	101,000			
Lease obligations	429	139			
Provision for retirement benefits	2,104	1,630			
Asset retirement obligations	1,683	1,943			
Other	525	487			
Total noncurrent liabilities	404,157	295,735			
Reserves under the special laws		· · · ·			
Reserve for financial products transaction liabilities	98	159			
Total reserves under the special laws	98	159			
Total liabilities	7,691,394	6,155,033			
et assets	1,001,001	0,100,000			
Shareholder's equity					
Capital stock	10,000	10,000			
Capital surplus	378,395	378,395			
Other capital surplus	378,395	378,395			
Retained earnings	66,910	111,847			
Other retained earnings					
Retained earnings brought forward	66,910	111,847			
	66,910	111,847			
Total shareholder's equity	455,305	500,242			
Valuation and translation adjustments		_			
Valuation difference on available-for-sale securities	252	9,377			
Total valuation and translation adjustments	252	9,377			
Total net assets	455,558	509,619			
otal liabilities and net assets	8,146,952	6,664,653			

2. Non-consolidated Statements of Income

	For the year ended	For the year ended		
	March 31, 2012	March 31, 2013		
Operating revenue				
Commission received	114,570	138,709		
Brokerage commissions	13,408	18,533		
Underwriting and disrtribution commissions	18,753	18,357		
Flotation and distribution fees	46,604	66,303		
Other fees received	35,804	35,515		
Net trading income	102,298	119,764		
Net trading income on equities	309	3,332		
Net trading income on bonds/foreign exchanges	101,988	116,432		
Financial revenue	16,749	22,029		
Total operating revenue	233,618	280,503		
Financial expenses	12,296	12,506		
Net operating revenue	221,321	267,996		
Selling, general and administrative expenses				
Trading related expenses	26,403	29,505		
Personal expenses	84,056	93,631		
Real estate expenses	18,207	18,455		
Office cost	32,225	33,214		
Depreciation	7,478	7,261		
Taxes and dues	1,568	1,867		
Other	11,411	11,349		
Total selling, general and administrative expenses	181,350	195,285		
Operating income	39,970	72,710		
Non-operating income				
Dividends income	712	838		
Other	478	529		
Total non-operating income	1,190	1,368		
Non-operating expenses				
Loss on investments in partnership	260	-		
Bond issuance cost	269	568		
Other	328	74		
Total non-operating expenses	858	642		
Ordinary income	40,303	73,43		

		(Millions of yen)		
	For the year ended March 31, 2012	For the year ended March 31, 2013		
Extraordinary income				
Gain on sales of investment securities	985	555		
Gain on sales of stocks of subsidiaries and affiliates	47	-		
Total extraordinary income	1,033	555		
Extraordinary loss				
Loss on retirement of noncurrent assets	141	76		
Impairment loss	117	581		
Loss on sales of investment securities	192	824		
Loss on valuation of investment securities	426	593		
Loss on valuation of stocks of subsidiaries and affiliates	798	-		
Provision of reserve for financial products transaction liabilities	29	60		
Expenses for change in corporate name	787	-		
Fine for default	-	309		
Total extraordinary loss	2,492	2,446		
Income before income taxes	38,844	71,544		
Income taxes - current	144	5,109		
Income taxes - deferred	22,059	21,498		
Total income taxes	22,203	26,607		
Net income	16,641	44,936		

				(Millions of ye
			As of March 31, 2012	As of March 31, 2013
Basic items	Total capital	(A)	455,305	500,242
	Valuation difference on available-for-sale securities, etc.		252	9,377
	Reserves under the special laws		98	159
Supplementary items	Allowance for doubtful accounts		67	38
	Short-term subordinated debt		200,000	200,000
	Total	(B)	200,418	209,574
Deductible assets		(C)	191,260	151,440
Net capital	(A) + (B) - (C)	(D)	464,463	558,369
	Market Risk		34,433	35,123
Risk items	Counterparty Risk		12,573	17,644
	Basic Risk		45,122	47,369
	Total	(E)	92,128	100,13
Capital adequacy ratio	(D) / (E)*100		504.1%	557.69

3. Capital Adequacy Ratio on a stand-alone basis

Note: 1. The table above shows calculation of the capital adequacy ratio based on financial results in accordance with the provision set out under the Financial Instruments and Exchange Act.

2. "Short-term subordinated debt" above is subordinated borrowings, and the contents of the contracts are as follows.

Amount	:	50,000 million yen
Contract date	:	October 3, 2011
Maturity date	:	March 31, 2014

Amount Contract date Maturity date : 150,000 million yen

: January 5, 2012

: March 31, 2014

4. Quarterly Non-consolidated Statements of Income

		0011 40			-1	EV2012.20	EV0040		<u> </u>	lions of ye	
		FY2011 4Q (January 1 to		FY2012 1Q (April 1 to		FY2012 2Q (July 1 to	FY2012 3Q (October 1 to			FY2012 40 (January 1 to	
		rch 31, 2012)		June 30, 2012)	S	September 30, 2012)	December 31,2		Ν	(January 1 10 Warch 31, 2013)	
Operating revenue											
Commission received		36,680		25,602		25,842	34,33	7		52,926	
Brokerage commissions		4,215		2,679		3,085	4,44	5		8,323	
< Equities >	<	4,134 >	<	2,587	> <	< 2,980 >	< 4,30	7 >	. <	8,088	
Underwriting and disrtribution commissions		7,976		2,313		5,663	4,84			5,531	
< Equities >	<	5,418 >	<		> <	-			. <	3,003	
< Bonds >	<	2,558 >	<	1,730	> <	< 2,308 >				2,527	
Flotation and distribution fees		14,597		12,734		9,041	16,78			27,741	
< Investment trusts >	<	14,434 >	<		> <		-		. <	27,512	
Other fees received		9,890		7,874		8,053	8,25			11,330	
< Investment trusts >	<	5,224 >	<	,	> <				. <	5,860	
Net trading income		24,054		27,177		23,562	28,03			40,985	
Net trading income on equities		23		664		(859)	1,30			2,219	
Net trading income on bonds/foreign exchanges		24,031		26,513		24,421	26,73			38,766	
< Bonds, etc. >	<	25,723 >	<	,	> <	-	-		. <		
< Foreign exchanges, etc. >	<	(1,692) >	<			-				(6,472	
Financial revenue		5,037		4,167		5,294	6,10			6,465	
Total operating revenue		65,773		56,947		54,699	68,47			100,377	
Financial expenses		2,823		3,260		2,802	3,80			2,642	
•				-		-	-		⊢		
Net operating revenue		62,949		53,687		51,897	64,67	6	┢	97,735	
Selling, general and administrative expenses											
Trading related expenses		8,301		6,920		6,268	7,12			9,195	
Personal expenses		21,927		20,606		20,524	23,04			29,451	
Real estate expenses		4,822		4,710		4,861	4,43	5		4,449	
Office cost		8,381		8,124		8,399	8,30	7		8,383	
Depreciation		1,877		1,823		1,802	1,81	9		1,816	
Taxes and dues		385		418		414	44	3		591	
Other		2,447		2,463		2,716	2,81	7		3,350	
Total selling, general and administrative expenses		48,142		45,067		44,986	47,99	3		57,237	
Operating income		14,806		8,619		6,911	16,68	2		40,497	
Non-operating income		397		385		325	10	0	1	556	
Non-operating expenses		258		110		221	16	7		143	
Ordinary income		14,945		8,895		7,015	16,61	5		40,910	
Extraordinary income		262		0		55	13	5	T	362	
Extraordinary loss		51		2,534		1,752	(78	9)	1	(1,051	
Income before income taxes		15,156		6,361		5,318	17,54	0	Ť	42,324	
Income taxes - current		30		23		34	3	5	T	5,016	
Income taxes - deferred		6,175		2,606		2,711	5,97	6		10,205	
Net income		8,951		3,732	T	2,572	11,52	8	t	27,103	