

# SMBC NIKKO SECURITIES INC.

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

## Consolidated Financial Results for the Fiscal Year ended March 31, 2014 (JGAAP)

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

### 1. Overall business performance for the Fiscal Year ended March 31, 2014

#### (1) Consolidated operating results

(Percentages indicate year-on-year changes)

	Operating revenue		Net operating revenue		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
FY 2013	351,757	18.6	327,999	19.4	100,156	34.5	102,117	34.8	64,670	41.3
FY 2012	296,623	18.0	274,762	20.0	74,483	70.2	75,750	69.8	45,759	134.7

Note : Comprehensive income FY 2013 72,433million yen &lt;24.4%&gt; FY 2012 58,222million yen &lt;220.1%&gt;

#### (2) Consolidated financial condition

	Total assets	Net assets	Equity ratio
	Millions of yen	Millions of yen	%
FY 2013	7,204,970	589,314	8.2
FY 2012	6,753,074	516,883	7.7

Reference : Equity (i.e. "Shareholder's equity" and "Accumulated other comprehensive income")

FY 2013 589,217 million yen FY 2012 516,799 million yen

### 2. Others

(1) Changes in significant subsidiaries during the period : None

(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 : None

(iv) Retrospective restatements : None

#### \*Other special notes

Not applicable

## Table of Contents for the Accompanying Materials

I. Summary information (Others) .....	2
1. Changes in significant subsidiaries during the period .....	2
2. Changes in the accounting policies, estimates and retrospective restatement.....	2
II. Consolidated Financial Statements .....	3
1. Consolidated Balance Sheets.....	3
2. Consolidated Statements of Income and Consolidated Statements of Comprehensive Income .....	5
3. Notes on Going Concern Assumption.....	7
III. Supplementary Information .....	8
1. Commission Received .....	8
2. Net Trading Income .....	8
3. Quarterly Consolidated Statements of Income.....	9
IV. Non-consolidated Financial Statements.....	10
1. Non-consolidated Balance Sheets.....	10
2. Non-consolidated Statements of Income .....	12
3. Capital Adequacy Ratio on a stand-alone basis.....	14
4. Quarterly Non-consolidated Statements of Income.....	15

## **I. Summary information (Others)**

### **1. Changes in significant subsidiaries during the period**

Not applicable

### **2. Changes in the accounting policies, estimates and retrospective restatement**

#### **Changes in accounting policies**

The “Accounting Standard for Retirement Benefits” (ASBJ Statement No. 26, issued on May 17, 2012, hereinafter referred to as the “Accounting Standard for Retirement Benefits”) and its accompanying implementation guidance, the “Guidance on Accounting Standard for Retirement Benefits” (ASBJ Guidance No. 25, issued on May 17, 2012, hereafter referred as the “Guidance on Accounting Standard for Retirement Benefits”) were applied from this fiscal year ended March 31, 2014 (except for certain provisions described in Section 35 of the Accounting Standard for Retirement Benefits and Section 67 of the Guidance on Accounting Standard for Retirement Benefits).

Accordingly, Net defined benefit liabilities are recorded by deducting pension assets from retirement benefit obligations, and unrecognized transitional differences by changes in accounting standards are included in Net defined benefit liabilities in our financial statements.

With regards to the application of the Accounting Standard for Retirement Benefits, the financial effects resulted from this changes were adjusted in Remeasurements of defined benefit plans of Accumulated other comprehensive income in accordance with the transitional measures stipulated in Section 37 of the Accounting Standard for Retirement Benefits. The impact of these changes on financial condition is immaterial.

## II. Consolidated Financial Statements

### 1. Consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2013	As of March 31, 2014
<b>Assets</b>		
Current assets		
Cash and deposits	378,881	593,649
Cash segregated as deposits	223,859	262,820
Trading products	2,913,561	3,053,662
Trading securities and other	2,764,903	2,901,840
Derivatives	148,658	151,822
Trade date accrual	49,920	—
Margin transaction assets	52,286	83,414
Loans on margin transactions	49,490	80,509
Cash collateral pledged for securities borrowing on margin transactions	2,795	2,904
Loans secured by securities	2,752,609	2,864,875
Cash collateral pledged for securities borrowed	2,752,609	2,864,875
Cash paid for offering	58,126	20,262
Short-term guarantee deposits	58,336	73,301
Accrued income	19,145	15,187
Deferred tax assets	28,642	22,184
Other	25,999	11,936
Allowance for doubtful accounts	(38)	(11)
Total current assets	6,561,331	7,001,284
Noncurrent assets		
Property and equipment	26,477	25,875
Buildings	13,243	12,268
Equipment	1,894	1,833
Land	7,277	6,583
Lease assets	4,060	5,189
Intangible assets	66,405	71,414
Goodwill	10,466	9,824
Right of trademark	24,088	20,381
Software	31,098	40,458
Other	752	749
Investments and other assets	98,859	106,396
Investment securities	70,748	83,072
Long-term loans receivable	5,100	5,011
Long-term guarantee deposits	14,989	15,301
Deferred tax assets	5,702	210
Other	8,754	8,539
Allowance for doubtful accounts	(6,436)	(5,737)
Total noncurrent assets	191,742	203,686
Total assets	6,753,074	7,204,970

(Millions of yen)

	As of March 31, 2013	As of March 31, 2014
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trading products	1,863,041	1,871,360
Trading securities and other	1,703,422	1,713,083
Derivatives	159,618	158,277
Trade date accrual	—	49,213
Margin transaction liabilities	7,757	6,182
Borrowings on margin transactions	673	1,519
Cash received for securities lending on margin transactions	7,084	4,662
Loans payable secured by securities	2,049,102	2,526,101
Cash received on debt credit transaction of securities	1,689,320	1,912,459
Borrowings on Gensaki transaction	359,782	613,641
Deposits received	240,878	233,783
Guarantee deposits received	28,839	45,604
Short-term loans payable	1,215,600	1,022,700
Current portion of long-term loans payable	200,000	—
Commercial papers	257,500	277,500
Current portion of bonds payable	9,750	14,550
Income taxes payable	6,947	19,011
Provision for bonuses	24,613	31,002
Other	32,192	31,732
<b>Total current liabilities</b>	<b>5,936,221</b>	<b>6,128,743</b>
<b>Noncurrent liabilities</b>		
Bonds payable	190,535	274,280
Long-term loans payable	101,000	198,000
Lease obligations	2,507	3,422
Deferred tax liabilities	404	6,380
Provision for retirement benefits	1,960	—
Net defined benefit liabilities	—	1,662
Asset retirement obligations	2,072	2,131
Other	1,330	633
<b>Total noncurrent liabilities</b>	<b>299,810</b>	<b>486,510</b>
<b>Reserves under the special laws</b>		
Reserve for financial products transaction liabilities	159	402
<b>Total reserves under the special laws</b>	<b>159</b>	<b>402</b>
<b>Total liabilities</b>	<b>6,236,191</b>	<b>6,615,655</b>
<b>Net assets</b>		
<b>Shareholder's equity</b>		
Capital stock	10,000	10,000
Capital surplus	378,395	378,395
Retained earnings	120,057	184,727
<b>Total shareholder's equity</b>	<b>508,452</b>	<b>573,122</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	8,769	12,128
Foreign currency translation adjustment	(421)	3,967
Remeasurements of defined benefit plans	—	(1)
<b>Total accumulated other comprehensive income</b>	<b>8,347</b>	<b>16,094</b>
Minority interests	83	97
<b>Total net assets</b>	<b>516,883</b>	<b>589,314</b>
<b>Total liabilities and net assets</b>	<b>6,753,074</b>	<b>7,204,970</b>

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

### Consolidated Statements of Income

(Millions of yen)

	For the year ended March 31, 2013	For the year ended March 31, 2014
Operating revenue		
Commission received	143,108	190,345
Brokerage commissions	19,244	45,735
Underwriting and distribution commissions	18,362	34,550
Flotation and distribution fees	66,376	65,484
Other fees received	39,125	44,574
Net trading income	119,764	126,854
Net trading income on equities	3,332	11,445
Net trading income on bonds/foreign exchanges	116,432	115,409
Financial revenue	23,671	23,719
Other sales	10,078	10,837
Total operating revenue	296,623	351,757
Financial expenses	14,049	15,989
Cost of other sales	7,811	7,768
Net operating revenue	274,762	327,999
Selling, general and administrative expenses		
Trading related expenses	29,897	39,930
Personal expenses	103,536	114,455
Real estate expenses	20,105	20,373
Office cost	15,784	20,950
Depreciation	16,233	16,691
Taxes and dues	2,235	2,587
Other	12,485	12,853
Total selling, general and administrative expenses	200,279	227,842
Operating income	74,483	100,156
Non-operating income		
Dividends income	878	1,132
Equity in earnings of affiliates	14	607
Foreign exchange gains	542	510
Other	748	856
Total non-operating income	2,183	3,106
Non-operating expenses		
Interest expenses	252	142
Bond issuance cost	568	650
Other	94	353
Total non-operating expenses	916	1,145
Ordinary income	75,750	102,117

(Millions of yen)

	For the year ended March 31, 2013	For the year ended March 31, 2014
<b>Extraordinary income</b>		
Gain on sales of noncurrent assets	—	60
Gain on sales of investment securities	555	45
<b>Total extraordinary income</b>	<b>555</b>	<b>105</b>
<b>Extraordinary loss</b>		
Loss on sales of noncurrent assets	0	28
Loss on retirement of noncurrent assets	79	86
Impairment loss	555	62
Loss on sales of investment securities	1,006	3
Loss on valuation of investment securities	483	127
Provision of reserve for financial products transaction liabilities	60	243
Fine for default	309	10
<b>Total extraordinary loss</b>	<b>2,494</b>	<b>561</b>
Income before income taxes and minority interests	73,810	101,661
Income taxes - current	6,588	20,956
Income taxes - deferred	21,448	16,020
<b>Total income taxes</b>	<b>28,037</b>	<b>36,976</b>
Income before minority interests	45,773	64,685
Minority interests in income	14	14
<b>Net income</b>	<b>45,759</b>	<b>64,670</b>

**Consolidated Statements of Comprehensive Income**

(Millions of yen)

	For the year ended March 31, 2013	For the year ended March 31, 2014
Income before minority interests	45,773	64,685
Other comprehensive income		
Valuation difference on available-for-sale securities	9,013	3,358
Foreign currency translation adjustment	3,401	3,949
Share of other comprehensive income of affiliates accounted for using equity method	33	439
<b>Total other comprehensive income</b>	<b>12,448</b>	<b>7,747</b>
<b>Comprehensive income</b>	<b>58,222</b>	<b>72,433</b>
Comprehensive income attributable to:		
Owners of the parent	58,207	72,418
Minority interests	14	14

**3. Notes on Going Concern Assumption**

Not applicable



### III. Supplementary Information

#### 1. Commission Received

##### (1) Breakdown by Categories

(Millions of yen, except for percentages)

	For the year ended March 31, 2013	For the year ended March 31, 2014	Increase/(Decrease)	
			Amount	Rate of change
Brokerage commissions	19,244	45,735	26,491	137.7 %
< Equities >	< 18,674 >	< 43,601 >	< 24,926 >	< 133.5 >
< Bonds >	< 52 >	< 159 >	< 107 >	< 206.8 >
< Investment trusts >	< 500 >	< 1,884 >	< 1,383 >	< 276.7 >
Underwriting and distribution commissions	18,362	34,550	16,188	88.2
< Equities >	< 8,732 >	< 22,561 >	< 13,828 >	< 158.4 >
< Bonds >	< 9,539 >	< 11,862 >	< 2,323 >	< 24.4 >
Flotation and distribution fees	66,376	65,484	(892)	(1.3)
< Investment trusts >	< 64,550 >	< 62,012 >	< (2,537) >	< (3.9) >
Other fees received	39,125	44,574	5,448	13.9
< Investment trusts >	< 23,660 >	< 29,360 >	< 5,700 >	< 24.1 >
Total	143,108	190,345	47,236	33.0

##### (2) Breakdown by Products

(Millions of yen, except for percentages)

	For the year ended March 31, 2013	For the year ended March 31, 2014	Increase/(Decrease)	
			Amount	Rate of change
Equities	28,996	67,727	38,731	133.6 %
Bonds	12,069	15,694	3,625	30.0
Investment trusts	88,710	93,256	4,545	5.1
Other	13,332	13,665	333	2.5
Total	143,108	190,345	47,236	33.0

#### 2. Net Trading Income

(Millions of yen, except for percentages)

	For the year ended March 31, 2013	For the year ended March 31, 2014	Increase/(Decrease)	
			Amount	Rate of change
Net trading income on equities	3,332	11,445	8,113	243.5 %
Net trading income on bonds/foreign exchanges	116,432	115,409	(1,023)	(0.9)
< Bonds, etc. >	< 118,222 >	< 108,283 >	< (9,938) >	< (8.4) >
< Foreign exchanges, etc. >	< (1,789) >	< 7,126 >	< 8,915 >	< — >
Total	119,764	126,854	7,090	5.9

## 3. Quarterly Consolidated Statements of Income

(Millions of yen)

	FY2012 4Q (January 1 to March 31, 2013)	FY2013 1Q (April 1 to June 30, 2013)	FY2013 2Q (July 1 to September 30, 2013)	FY2013 3Q (October 1 to December 31, 2013)	FY2013 4Q (January 1 to March 31, 2014)
Operating revenue					
Commission received	54,234	60,085	44,004	45,028	41,226
Brokerage commissions	8,641	13,741	9,554	13,955	8,484
< Equities >	< 8,405 >	< 13,146 >	< 9,100 >	< 13,336 >	< 8,017 >
Underwriting and distribution commissions	5,531	7,173	7,611	9,923	9,842
< Equities >	< 3,003 >	< 3,448 >	< 4,702 >	< 7,149 >	< 7,261 >
< Bonds >	< 2,528 >	< 3,675 >	< 2,895 >	< 2,709 >	< 2,581 >
Flotation and distribution fees	27,799	28,370	15,490	11,172	10,450
< Investment trusts >	< 27,512 >	< 27,732 >	< 14,549 >	< 9,844 >	< 9,886 >
Other fees received	12,262	10,799	11,348	9,977	12,448
< Investment trusts >	< 6,545 >	< 7,281 >	< 7,261 >	< 7,529 >	< 7,287 >
Net trading income	40,985	40,653	29,303	30,449	26,448
Net trading income on equities	2,219	3,980	497	4,022	2,945
Net trading income on bonds/foreign exchanges	38,766	36,673	28,806	26,427	23,502
< Bonds, etc. >	< 45,239 >	< 29,752 >	< 26,336 >	< 34,512 >	< 17,682 >
< Foreign exchanges, etc. >	< (6,472) >	< 6,920 >	< 2,470 >	< (8,084) >	< 5,820 >
Financial revenue	6,848	7,071	6,695	5,341	4,612
Other sales	2,908	2,710	2,611	2,692	2,823
Total operating revenue	104,977	110,520	82,614	83,512	75,110
Financial expenses	2,993	5,295	3,203	4,569	2,920
Cost of other sales	2,302	2,008	2,008	2,277	1,474
Net operating revenue	99,680	103,215	77,402	76,664	70,715
Selling, general and administrative expenses					
Trading related expenses	9,294	10,178	9,168	10,119	10,464
Personal expenses	32,243	33,281	27,498	27,470	26,205
Real estate expenses	4,942	5,123	5,184	4,878	5,187
Office cost	4,103	4,659	5,233	5,174	5,883
Depreciation	4,138	4,063	4,117	4,193	4,317
Taxes and dues	681	861	623	681	420
Other	3,801	3,188	2,980	3,106	3,577
Total selling, general and administrative expenses	59,206	61,355	54,806	55,625	56,055
Operating income	40,474	41,859	22,596	21,039	14,660
Non-operating income	615	781	660	307	1,358
Non-operating expenses	171	363	233	191	356
Ordinary income	40,917	42,277	23,023	21,155	15,661
Extraordinary income	362	66	1	—	37
Extraordinary loss	(1,007)	145	167	118	129
Income before income taxes and minority interests	42,288	42,198	22,856	21,036	15,569
Income taxes - current	5,574	7,690	5,667	6,063	1,534
Income taxes - deferred	9,848	7,735	2,725	1,788	3,770
Income before minority interests	26,865	26,772	14,464	13,184	10,263
Minority interests in income (loss)	6	(1)	6	3	5
Net income	26,859	26,774	14,457	13,181	10,257

## IV. Non-consolidated Financial Statements

### 1. Non-consolidated Balance Sheets

(Millions of yen)

	As of March 31, 2013	As of March 31, 2014
<b>Assets</b>		
Current assets		
Cash and deposits	281,891	508,556
Cash segregated as deposits	223,839	262,797
Trading products	2,913,561	3,053,662
Trading securities and other	2,764,903	2,901,840
Derivatives	148,658	151,822
Trade date accrual	49,920	—
Margin transaction assets	52,286	83,414
Loans on margin transactions	49,490	80,509
Cash collateral pledged for securities borrowing on margin transactions	2,795	2,904
Loans secured by securities	2,752,609	2,864,875
Cash collateral pledged for securities borrowed	2,752,609	2,864,875
Cash paid for offering	58,126	20,262
Short-term guarantee deposits	58,336	73,301
Short-term loans receivable	23,143	29,513
Accrued income	18,374	14,255
Deferred tax assets	27,569	20,118
Other	14,788	6,325
Allowance for doubtful accounts	(38)	(11)
<b>Total current assets</b>	<b>6,474,411</b>	<b>6,937,073</b>
Noncurrent assets		
Property and equipment	7,536	6,794
Buildings	5,592	5,191
Equipment	1,412	1,312
Land	17	17
Lease assets	513	272
Intangible assets	36,557	32,301
Goodwill	10,466	9,824
Right of trademark	24,088	20,381
Software	1,411	1,362
Other	591	732
Investments and other assets	146,148	149,407
Investment securities	54,488	59,597
Stocks of subsidiaries and affiliates	56,416	60,063
Long-term loans receivable	13,696	13,609
Long-term guarantee deposits	14,621	14,733
Deferred tax assets	5,612	—
Other	7,607	7,076
Allowance for doubtful accounts	(6,294)	(5,672)
<b>Total noncurrent assets</b>	<b>190,241</b>	<b>188,503</b>
<b>Total assets</b>	<b>6,664,653</b>	<b>7,125,577</b>

(Millions of yen)

	As of March 31, 2013	As of March 31, 2014
<b>Liabilities</b>		
<b>Current liabilities</b>		
Trading products	1,863,041	1,871,360
Trading securities and other	1,703,422	1,713,083
Derivatives	159,618	158,277
Trade date accrual	—	49,272
Margin transaction liabilities	7,757	6,182
Borrowings on margin transactions	673	1,519
Cash received for securities lending on margin transactions	7,084	4,662
Loans payable secured by securities	2,049,102	2,526,101
Cash received on debt credit transaction of securities	1,689,320	1,912,459
Borrowings on Gensaki transaction	359,782	613,641
Deposits received	173,898	181,338
Guarantee deposits received	28,839	45,604
Short-term loans payable	1,224,700	1,033,000
Current portion of long-term loans payable	200,000	—
Commercial papers	257,500	277,500
Current portion of bonds payable	9,750	14,550
Income taxes payable	5,565	16,598
Provision for bonuses	22,270	28,250
Other	16,714	19,106
<b>Total current liabilities</b>	<b>5,859,139</b>	<b>6,068,865</b>
<b>Noncurrent liabilities</b>		
Bonds payable	190,535	274,280
Long-term loans payable	101,000	198,000
Lease obligations	139	124
Deferred tax liabilities	—	5,780
Provision for retirement benefits	1,630	1,330
Asset retirement obligations	1,943	1,932
Other	487	356
<b>Total noncurrent liabilities</b>	<b>295,735</b>	<b>481,804</b>
<b>Reserves under the special laws</b>		
Reserve for financial products transaction liabilities	159	402
<b>Total reserves under the special laws</b>	<b>159</b>	<b>402</b>
<b>Total liabilities</b>	<b>6,155,033</b>	<b>6,551,071</b>
<b>Net assets</b>		
<b>Shareholder's equity</b>		
Capital stock	10,000	10,000
Capital surplus	378,395	378,395
Other capital surplus	378,395	378,395
Retained earnings	111,847	173,310
Other retained earnings	111,847	173,310
Retained earnings brought forward	111,847	173,310
<b>Total shareholder's equity</b>	<b>500,242</b>	<b>561,705</b>
<b>Valuation and translation adjustments</b>		
Valuation difference on available-for-sale securities	9,377	12,799
<b>Total valuation and translation adjustments</b>	<b>9,377</b>	<b>12,799</b>
<b>Total net assets</b>	<b>509,619</b>	<b>574,505</b>
<b>Total liabilities and net assets</b>	<b>6,664,653</b>	<b>7,125,577</b>

**2. Non-consolidated Statements of Income**

(Millions of yen)

	For the year ended March 31, 2013	For the year ended March 31, 2014
Operating revenue		
Commission received	138,709	184,069
Brokerage commissions	18,533	43,948
Underwriting and distribution commissions	18,357	34,548
Flotation and distribution fees	66,303	64,921
Other fees received	35,515	40,651
Net trading income	119,764	126,854
Net trading income on equities	3,332	11,445
Net trading income on bonds/foreign exchanges	116,432	115,409
Financial revenue	22,029	22,505
Total operating revenue	280,503	333,430
Financial expenses	12,506	14,859
Net operating revenue	267,996	318,570
Selling, general and administrative expenses		
Trading related expenses	29,505	40,035
Personal expenses	93,631	103,548
Real estate expenses	18,455	18,311
Office cost	33,214	39,674
Depreciation	7,261	6,685
Taxes and dues	1,867	2,123
Other	11,349	11,515
Total selling, general and administrative expenses	195,285	221,895
Operating income	72,710	96,675
Non-operating income		
Dividends income	838	1,087
Other	529	458
Total non-operating income	1,368	1,545
Non-operating expenses		
Bond issuance cost	568	650
Other	74	381
Total non-operating expenses	642	1,032
Ordinary income	73,435	97,188

(Millions of yen)

	For the year ended March 31, 2013	For the year ended March 31, 2014
Extraordinary income		
Gain on sales of investment securities	555	45
Total extraordinary income	555	45
Extraordinary loss		
Loss on retirement of noncurrent assets	76	80
Impairment loss	581	57
Loss on sales of investment securities	824	0
Loss on valuation of investment securities	593	219
Provision of reserve for financial products transaction liabilities	60	243
Fine for default	309	10
Total extraordinary loss	2,446	610
Income before income taxes	71,544	96,623
Income taxes - current	5,109	18,205
Income taxes - deferred	21,498	16,955
Total income taxes	26,607	35,160
Net income	44,936	61,463

**3. Capital Adequacy Ratio on a stand-alone basis**

(Millions of yen)

		As of March 31, 2013	As of March 31, 2014
Basic items	Total capital (A)	500,242	561,705
Supplementary items	Valuation difference on available-for-sale securities, etc.	9,377	12,799
	Reserves under the special laws	159	402
	Allowance for doubtful accounts	38	11
	Short-term subordinated debt	200,000	80,000
	Total (B)	209,574	93,212
Deductible assets	(C)	151,446	143,744
Net capital	(A) + (B) - (C) (D)	558,369	511,173
Risk items	Market Risk	35,123	36,065
	Counterparty Risk	17,644	14,816
	Basic Risk	47,369	55,085
	Total (E)	100,137	105,966
Capital adequacy ratio	(D) / (E)*100	557.6%	482.3%

## 4. Quarterly Non-consolidated Statements of Income

(Millions of yen)

	FY2012 4Q (January 1 to March 31, 2013)	FY2013 1Q (April 1 to June 30, 2013)	FY2013 2Q (July 1 to September 30, 2013)	FY2013 3Q (October 1 to December 31, 2013)	FY2013 4Q (January 1 to March 31, 2014)
Operating revenue					
Commission received	52,926	58,718	42,208	43,374	39,768
Brokerage commissions	8,323	13,329	9,132	13,431	8,054
< Equities >	< 8,088 >	< 12,735 >	< 8,679 >	< 12,813 >	< 7,586 >
Underwriting and distribution commissions	5,531	7,173	7,611	9,921	9,841
< Equities >	< 3,003 >	< 3,448 >	< 4,702 >	< 7,149 >	< 7,261 >
< Bonds >	< 2,527 >	< 3,675 >	< 2,895 >	< 2,708 >	< 2,580 >
Flotation and distribution fees	27,741	28,337	15,025	11,120	10,438
< Investment trusts >	< 27,512 >	< 27,732 >	< 14,549 >	< 9,844 >	< 9,886 >
Other fees received	11,330	9,877	10,439	8,900	11,434
< Investment trusts >	< 5,860 >	< 6,651 >	< 6,614 >	< 6,792 >	< 6,597 >
Net trading income	40,985	40,653	29,303	30,449	26,448
Net trading income on equities	2,219	3,980	497	4,022	2,945
Net trading income on bonds/foreign exchanges	38,766	36,673	28,806	26,427	23,502
< Bonds, etc. >	< 45,239 >	< 29,752 >	< 26,336 >	< 34,512 >	< 17,682 >
< Foreign exchanges, etc. >	< (6,472) >	< 6,920 >	< 2,470 >	< (8,084) >	< 5,820 >
Financial revenue	6,465	6,742	6,409	4,970	4,382
Total operating revenue	100,377	106,114	77,921	78,794	70,599
Financial expenses	2,642	4,982	2,937	4,224	2,714
Net operating revenue	97,735	101,131	74,984	74,569	67,885
Selling, general and administrative expenses					
Trading related expenses	9,195	10,163	9,220	10,162	10,489
Personal expenses	29,451	30,469	25,074	24,744	23,259
Real estate expenses	4,449	4,667	4,703	4,366	4,574
Office cost	8,383	9,426	10,061	10,064	10,122
Depreciation	1,816	1,710	1,698	1,644	1,632
Taxes and dues	591	737	521	544	319
Other	3,350	2,957	2,758	2,836	2,963
Total selling, general and administrative expenses	57,237	60,131	54,039	54,362	53,361
Operating income	40,497	40,999	20,944	20,207	14,523
Non-operating income	556	334	474	122	614
Non-operating expenses	143	263	172	285	310
Ordinary income	40,910	41,070	21,245	20,044	14,827
Extraordinary income	362	6	1	—	37
Extraordinary loss	(1,051)	143	328	(32)	171
Income before income taxes	42,324	40,933	20,919	20,076	14,694
Income taxes - current	5,016	6,967	4,978	5,531	727
Income taxes - deferred	10,205	7,955	2,875	1,867	4,258
Net income	27,103	26,011	13,065	12,678	9,708