

Earnings Announcement for the Third Quarter of FY2020 ending March 31, 2021 (JGAAP)

SMBC Nikko Securities Inc.

January 27, 2021



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The information contained in this document is based on data available as of January 27, 2021 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 (January 27, 2021) 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 3Q of the FY ending Mar. 2021

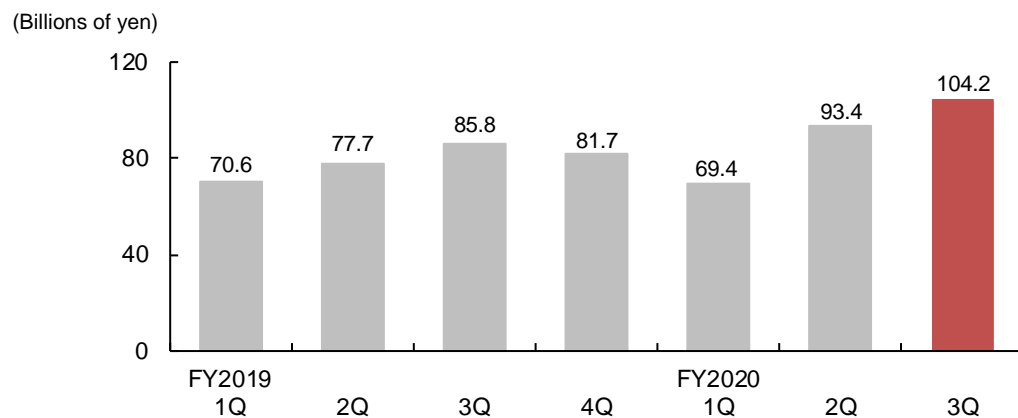
FY ending Mar.2021 3Q	<ul style="list-style-type: none"> ■ Net Operating Revenue : ¥ 104.2 B (+12% Q on Q), Ordinary Profit : ¥ 32.7 B (+15%), Profit (*) : ¥ 27.2 B (+26%) High stock prices and stable market environments led to increase in subscription commission in investment trusts and equity trading. In addition, we managed to engage in large deals in underwriting of equities and bonds. We continue our portfolio proposal to our customers. ■ SG&A was ¥ 72.0 B (+6%).
9 months to Dec.31 2020	<ul style="list-style-type: none"> ■ Net Operating Revenue : ¥ 267.1 B (+14% Y on Y), Ordinary Profit : ¥ 68.6 B (+87%), Profit (*) : ¥ 55.5 B (2.0x) Market environment improved and stock prices were high in both domestic and US markets. Although expenses relative to business performance has increased, due to restricted cost management taken throughout the period, SG&A has remained at a same level. ■ SG&A was ¥ 202.5 B (+1%).
Financial Conditions	<ul style="list-style-type: none"> ■ As of the end of Dec. 2020, total assets was ¥ 11.5 trillion, net assets was ¥ 891.6 B ■ Capital adequacy ratio (non-consolidated) was 305%, reflecting a sound financial base of the company.

Billions of Yen	FY2020		Q on Q	9 months to Dec. 31 2019	9 months to Dec. 31 2020	Y on Y
	2Q	3Q				
Operating revenue	109.9	130.7	+19%	298.0	336.4	+13%
Net operating revenue	93.4	104.2	+12%	234.3	267.1	+14%
SG&A	68.0	72.0	+6%	201.3	202.5	+1%
Ordinary profit / loss	28.3	32.7	+15%	36.6	68.6	+87%
Profit before taxes	28.4	40.1	+41%	37.3	77.8	2.1x
Profit / loss(*)	21.7	27.2	+26%	27.6	55.5	2.0x
	Mar.-end '20	Dec.-end '20	From Mar.-end '20	Dec.-end '19	Dec.-end '20	Y on Y
Total assets (Trillions of yen)	12.2	11.5	-0.6	11.5	11.5	+0.0
Total net assets (Billions of yen)	851.4	891.6	+40.1	849.1	891.6	+42.5

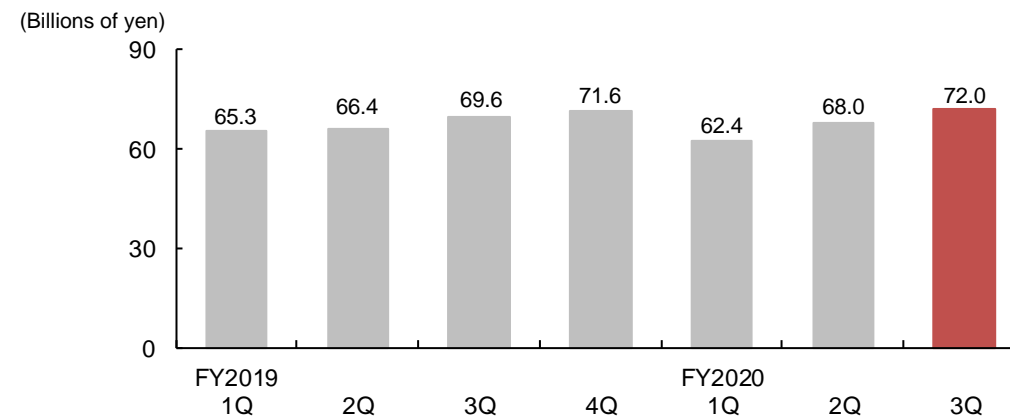
(*) profit attributable to owners of parent

Business Results (Quarterly Trend)

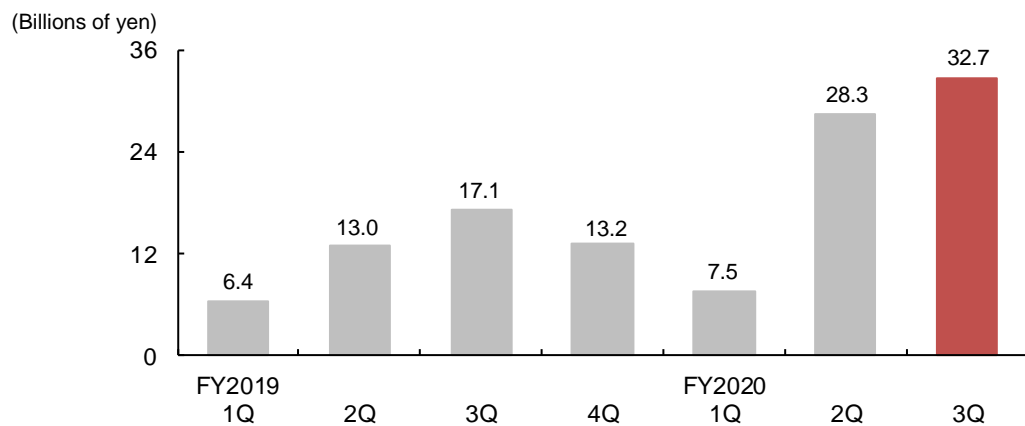
Net Operating Revenue



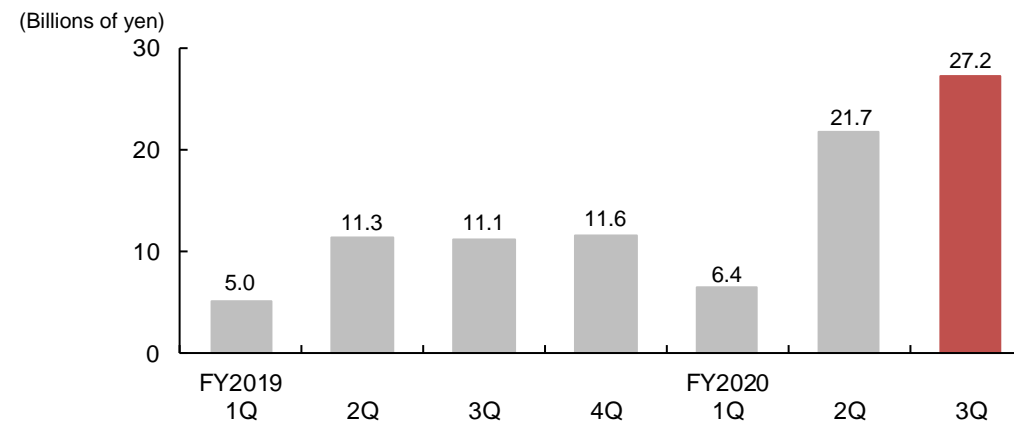
SG&A



Ordinary Profit

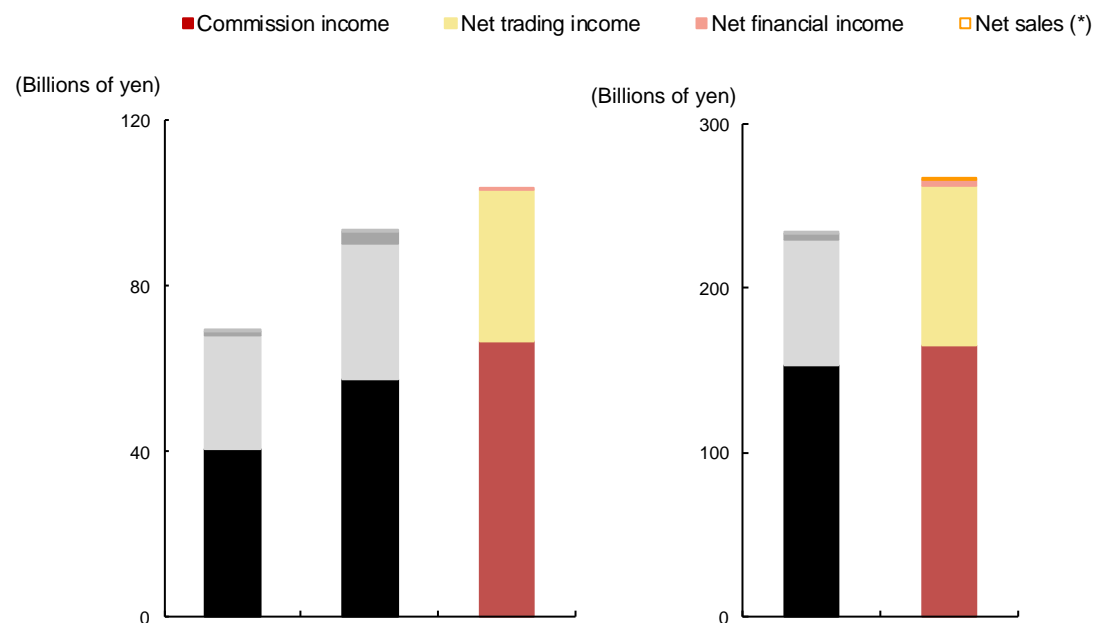


Profit (*)



(*) profit attributable to owners of parent

Net Operating Revenue



	FY2020 1Q	2Q	3Q	Q on Q
Commission income	40.6	57.6	66.5	+16%
Net trading income	27.3	32.7	37.0	+13%
Net financial income	1.2	2.9	0.4	-83%
Net sales (*)	0.1	0.1	0.0	-29%
Total	69.4	93.4	104.2	+12%

	9 months to Dec. 31 2019	9 months to Dec. 31 2020	Y on Y
Commission income	153.0	164.8	+8%
Net Trading Income	76.7	97.2	+27%
Net Financial Income	3.8	4.6	+21%
Net sales (*)	0.6	0.3	-48%
Total	234.3	267.1	+14%

Q on Q

Increase in Commission income and Net trading income led to increase in Net operating revenue.

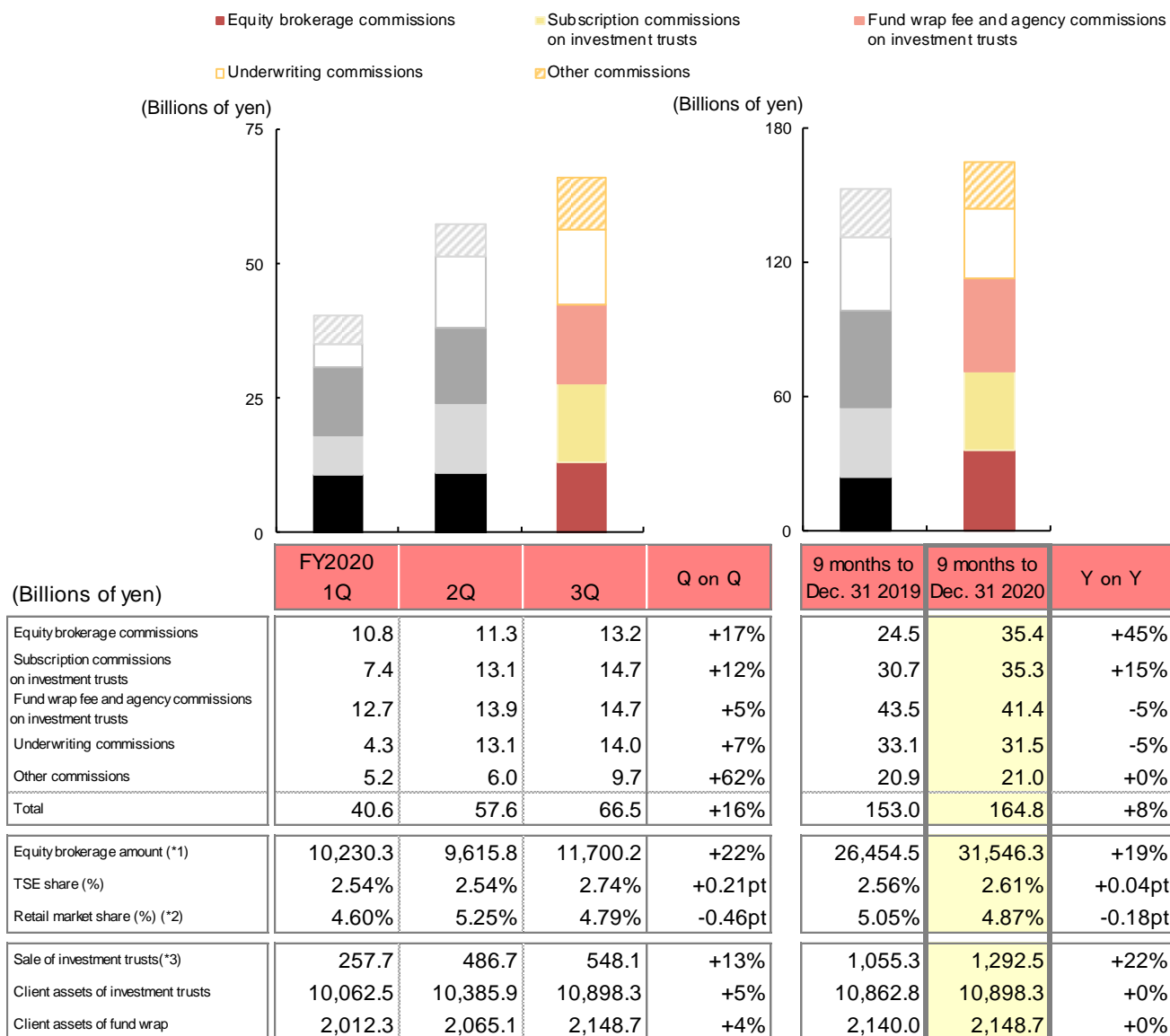
- ◇ Commission Income (Q on Q +8.9 B, +16%)
- ◇ Net Trading Income (Q on Q +4.3 B, +13%)
- ◇ Net Financial Income (Q on Q -2.5 B, -83%)

Y on Y

Compared to last fiscal year, increase in Commission income and Net trading income led to increase in Net operating revenue.

- ◇ Commission Income (Y on Y +11.8 B, +8%)
- ◇ Net Trading Income (Y on Y +20.5 B, +27%)
- ◇ Net Financial Income (Y on Y +0.8 B, +21%)

Commission Income



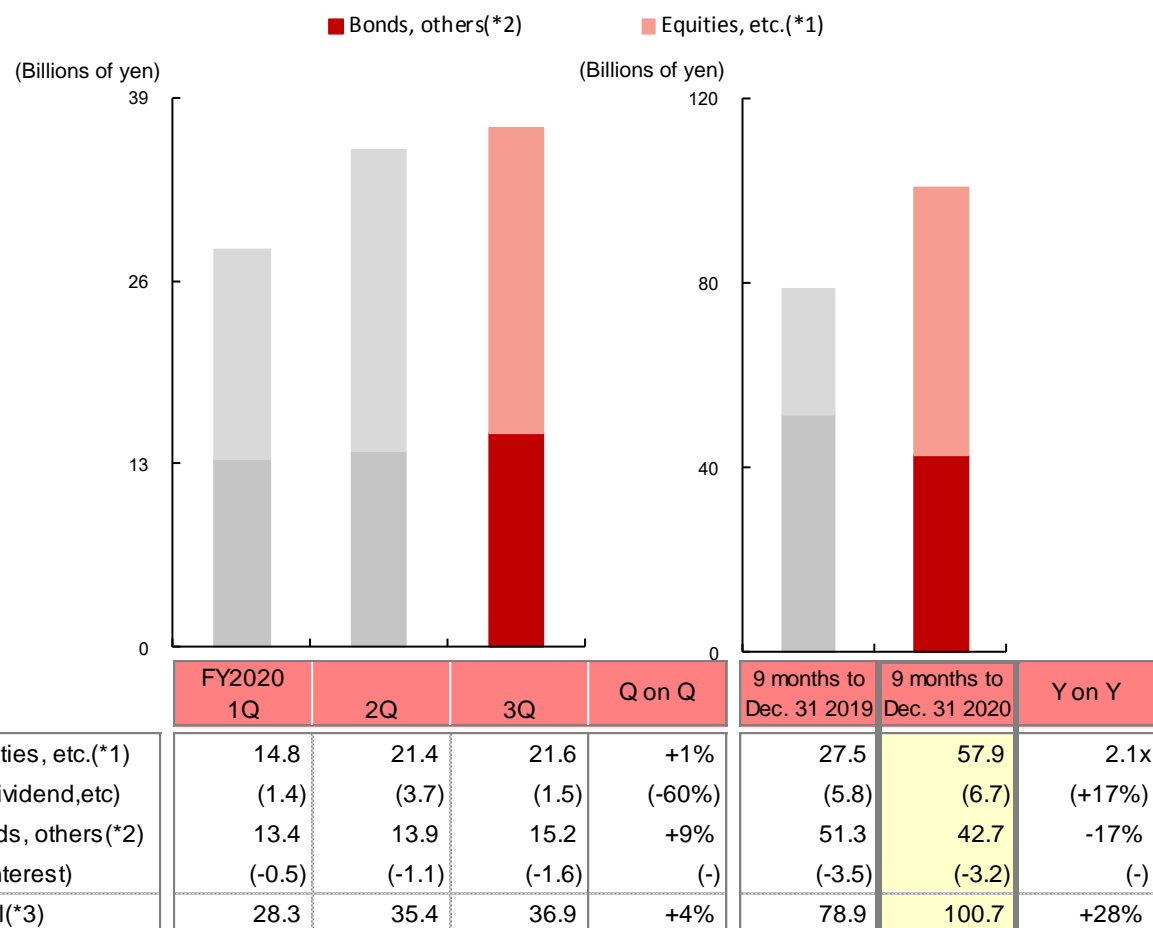
Q on Q

- ◇ Equity Brokerage Commissions (Q on Q +1.9 B, +17%)
- ◇ Subscription Commissions on Investment Trusts (Q on Q +1.6 B, +12%)
Due to high stock prices and a favorable market, trading and sales of investments grew steadily.
- ◇ Underwriting Commissions (Q on Q +0.9 B, +7%)
Managed to engage in large deals in both underwriting of equities and bonds. Issuance needs for the purpose of securing cash continued.
- ◇ Other Commissions (Q on Q +3.7 B, +62%)
Increase in M&A income.

Y on Y

- ◇ Equity Brokerage Commissions (Y on Y +10.9 B, +45%)
- ◇ Subscription Commissions on Investment Trusts (Y on Y +4.6 B, +15%)
Driven by the improved market environment, transaction volume has increased.
- ◇ Underwriting Commissions (Y on Y -1.6 B, -5%)
Although it was a low start due to spread of COVID-19, rise in issuance needs contributed to its recovery.

Net Trading Income (adjusted Net Financial Income)

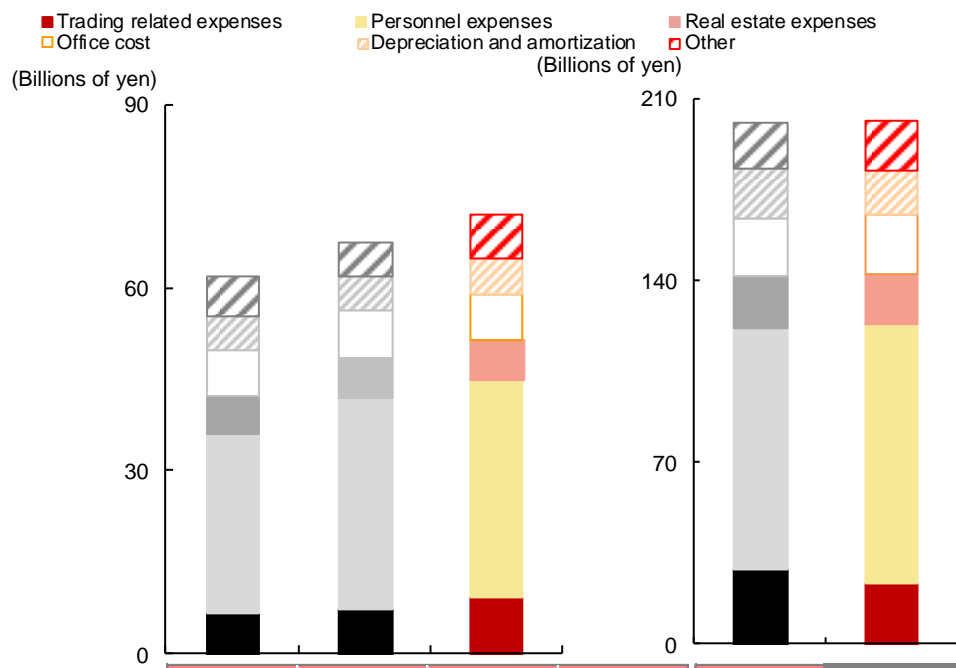


Q on Q

- ◇ Equities, etc. (Q on Q +0.2 B, +1%)
OTC transaction of foreign equities continued to remain at a same level.
- ◇ Bonds, others (Q on Q +1.3 B, +9%)
Low activity of customers continued.

Y on Y

- ◇ Equities, etc. (Y on Y +30.4 B, 2.1x)
Expanding OTC transactions caused the large increase in income.
- ◇ Bonds, others (Y on Y -8.6 B, -17%)
Interest rates generally dropped in both domestic and overseas, impacting negatively to our customers activity.



(Billions of yen)	FY2020 1Q	2Q	3Q	Q on Q	9 months to Dec. 31 2019	9 months to Dec. 31 2020	Y on Y
Trading related expenses	6.8	7.5	8.9	+18%	28.8	23.3	-19%
Personnel expenses	29.4	34.7	36.2	+4%	93.5	100.4	+7%
Real estate expenses	6.3	6.5	6.3	-3%	19.6	19.3	-2%
Office cost	7.3	7.6	7.5	-0%	22.3	22.5	+1%
Depreciation and amortization	5.7	5.8	5.8	+1%	19.2	17.4	-10%
Other	6.6	5.6	7.0	+23%	17.6	19.3	+10%
SG&A/ Fixed expense	62.4	68.0	72.0	+6%	201.3	202.5	+1%
SG&A/ Net operating revenue	90%	73%	69%	- 4pt	86%	76%	- 10pt

Q on Q

- ◇ Trading Related Expenses (Q on Q +1.4 B, +18%)
 - ◇ Personnel Expenses (Q on Q +1.5 B, +4%)
- The expenses relative to business performance has risen.

Y on Y

- ◇ Trading Related Expenses (Y on Y -5.5 B, -19%)
- Due to continuous restrained cost management, travel expenses and advertising expenses decreased.
- ◇ Personnel Expenses (Y on Y +6.9 B, +7%)
- The expenses relative to business performance has risen.

Balance Sheet / Capital Adequacy Ratio

(Billions of Yen)	Mar.20	Dec.20	Variance
Current assets	11,953.2	11,258.5	-694.7
Trading products	3,296.4	3,199.5	-96.8
Loans secured by securities	6,172.1	5,896.5	-275.5
Other current assets	2,484.6	2,162.3	-322.2
Noncurrent assets	323.7	335.5	+11.8
Tangible assets	30.3	31.2	+0.8
Intangible assets	67.9	68.9	+1.0
Investments and other assets	225.4	235.3	+9.9
Total assets	12,276.9	11,594.1	-682.8
Current liabilities	10,866.5	10,218.5	-647.9
Trading products	2,687.7	2,504.6	-183.1
Loans payable secured by securities	5,560.9	5,063.2	-497.6
Short-term loans payable / Commercial papers	1,475.5	1,421.2	-54.2
Other current liabilities	1,142.2	1,229.3	+87.0
Noncurrent liabilities / Reserves under the special laws	558.9	483.8	-75.0
Total liabilities	11,425.4	10,702.4	-723.0
Total net assets	851.4	891.6	+40.1
Total liabilities and net assets	12,276.9	11,594.1	-682.8

【non-consolidated】

(Billions of Yen)	Mar.20	Dec.20	Variance
Basic items	757.3	810.4	+53.0
Supplementary items	37.4	41.0	+3.5
Deductible assets	203.2	266.1	+62.8
Net capital	591.5	585.3	-6.2
Risk total	185.5	191.8	+6.2
Market Risk	51.4	69.3	+17.8
Counterparty Risk	58.7	42.3	-16.4
Basic Risk	75.2	80.1	+4.8
Capital Adequacy Ratio	319%	305%	-14pt

【non-consolidated】

Credit ratings on Long Term (as of January 27, 2021)

Moody's	S&P	R&I	JCR
A1	A	AA-	AA
[Stable]	[Stable]	[Stable]	[Stable]

League Tables

Global Equity & Equity-Related-Japan (*1) Apr. 2020 - Dec. 2020

Rank	Book runner	Amount (bill of yen)	Mkt.Share (%)
1	Nomura	590.1	15.4%
2	SMBC Nikko	577.1	15.1%
3	Daiwa	496.5	13.0%
4	Mitsubishi UFJ Morgan Stanley	475.1	12.4%
5	Mizuho	428.0	11.2%

IPO (*2) Apr. 2020 - Dec. 2020 【non-consolidated】

【Based on Deals】			【Based on Underwriting Amounts】		
Rank	Lead Manager	No. Deals	Rank	Underwriting Amount	Amount (bill of yen)
1	Nomura	17	1	SMBC Nikko	59.6
2	Mizuho	14	2	Daiwa	52.4
3	Daiwa	12	3	Nomura	48.9
3	SBI	12	4	Mizuho	45.7
5	SMBC Nikko	11	5	SBI	32.6

All Bonds in Yen (*3) Apr. 2020 - Dec. 2020 【non-consolidated】

Rank	Manager	Amount (bill of yen)	Mkt.Share (%)
1	Mizuho	4,782.1	22.6%
2	SMBC Nikko	3,876.2	18.3%
3	Nomura	3,872.9	18.3%
4	Mitsubishi UFJ Morgan Stanley	3,752.6	17.7%
5	Daiwa	3,617.0	17.1%

Financial Advisory (*4) Apr. 2020 - Dec. 2020

【Based on Deals】			【Based on Deal Size】		
Rank	Advisor	No. Deals	Rank	Advisor	Deal size (bill of yen)
1	Sumitomo Mitsui Financial Group	78	1	Morgan Stanley	10,991.7
2	Nomura	70	2	Nomura	10,669.0
2	Deloitte	70	3	Goldman Sachs	6,084.6
4	KPMG	58	4	Deloitte	5,878.5
5	Mizuho Financial Group	51	8	Sumitomo Mitsui Financial Group	3,260.1

(*1) Source: prepared by SMBC Nikko based on the information published by REFINITIV (including oversea entities)

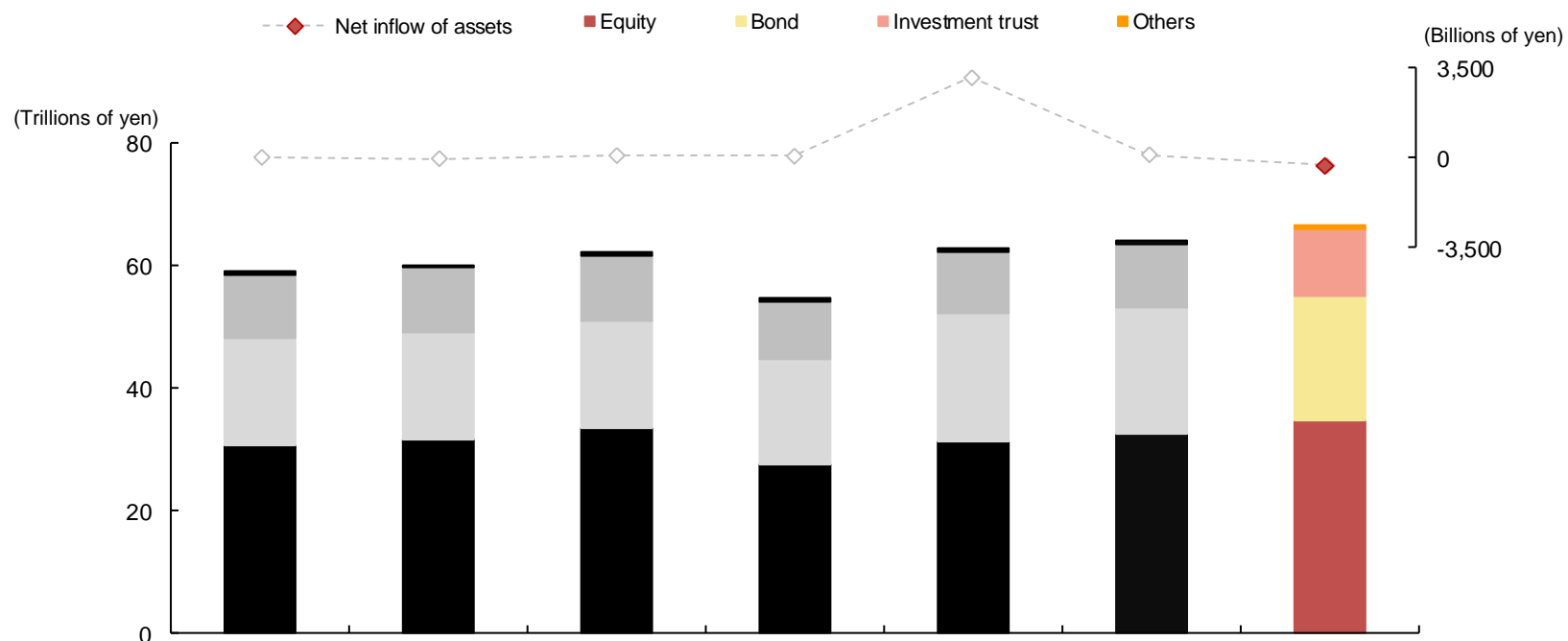
(*2) Source: prepared by SMBC Nikko based on the information published by REFINITIV (only the deals listed on the Japanese stock market)

(*3) Source: prepared by SMBC Nikko based on the information published by REFINITIV (corporate bonds, FILP agency/municipality bonds(proportional shares as lead manager),samurai bonds)

(*4) Source: REFINITIV, M&A announced deals with any Japanese involvement

Client Assets / Net Inflow of Assets

【non-consolidated】

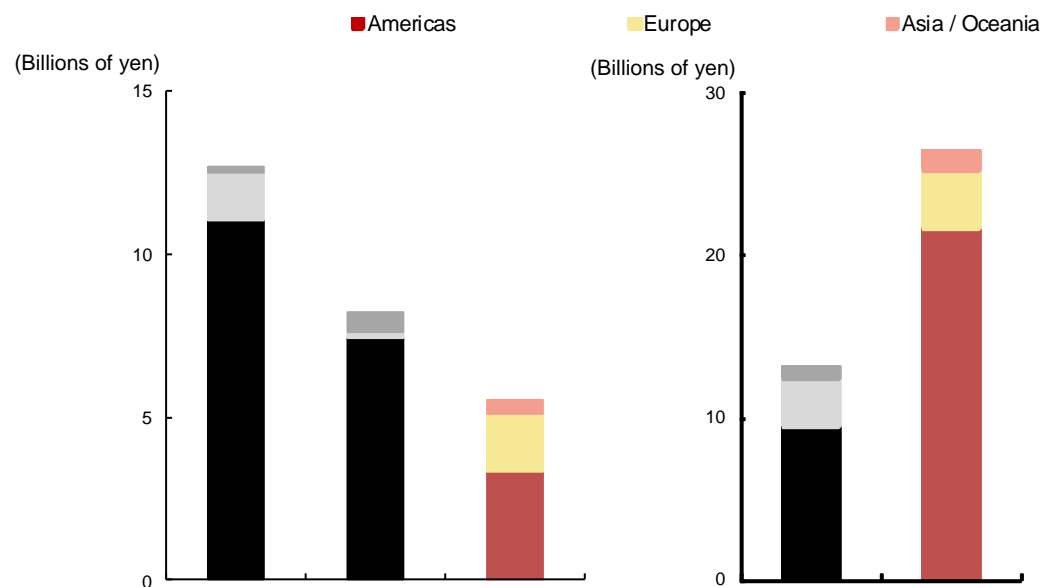


(Trillions of yen)	FY2019				FY2020		
	Jun.	Sep.	Dec.	Mar.	Jun.	Sep.	Dec.
Equity	30.7	31.7	33.5	27.7	31.1	32.5	34.8
Bond	17.5	17.5	17.3	17.0	21.0	20.7	20.4
Investment trust	10.3	10.5	10.9	9.4	10.1	10.4	10.9
Others	0.5	0.5	0.6	0.6	0.6	0.6	0.7
Client assets	59.0	60.1	62.3	54.8	62.8	64.2	66.7

(Billions of yen)	FY2019				FY2020		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Net inflow (outflow) of assets(*)	21.6	-28.6	91.7	63.3	3,115.0	123.6	-306.0
Inflow of assets	1,222.8	1,460.6	1,244.2	1,724.3	4,238.2	1,355.0	1,362.1
Outflow of assets	-1,201.2	-1,489.2	-1,152.5	-1,660.9	-1,123.2	-1,231.4	-1,668.1

(*) Sum of Net inflow of assets of the sales division (including Public Institutions Divisions and etc.)

Profit of Overseas Offices (Based on Management Accounting)



(Billions of yen)

	FY2020 1Q	2Q	3Q	Q on Q	9 months to Dec. 31 2019	9 months to Dec. 31 2020	Y on Y
Americas	11.0	7.4	3.3	-55%	9.5	21.7	2.3x
Europe	1.5	0.2	1.8	8.3x	2.9	3.5	+21%
Asia / Oceania	0.2	0.6	0.4	-40%	0.8	1.3	+67%
Overseas Offices Total(*)	12.8	8.3	5.5	-33%	13.3	26.7	2.0x

Q on Q

◇ Overseas Offices Profit (Q on Q -2.8 B, -33%)

Due to quieter bonds primary market compared to last quarter in America, profit decreased.

On the other hand, in Europe, equity business was successful due to large global offering.

Y on Y

◇ Overseas Offices Profit (Y on Y +13.4 B, 2.0x)

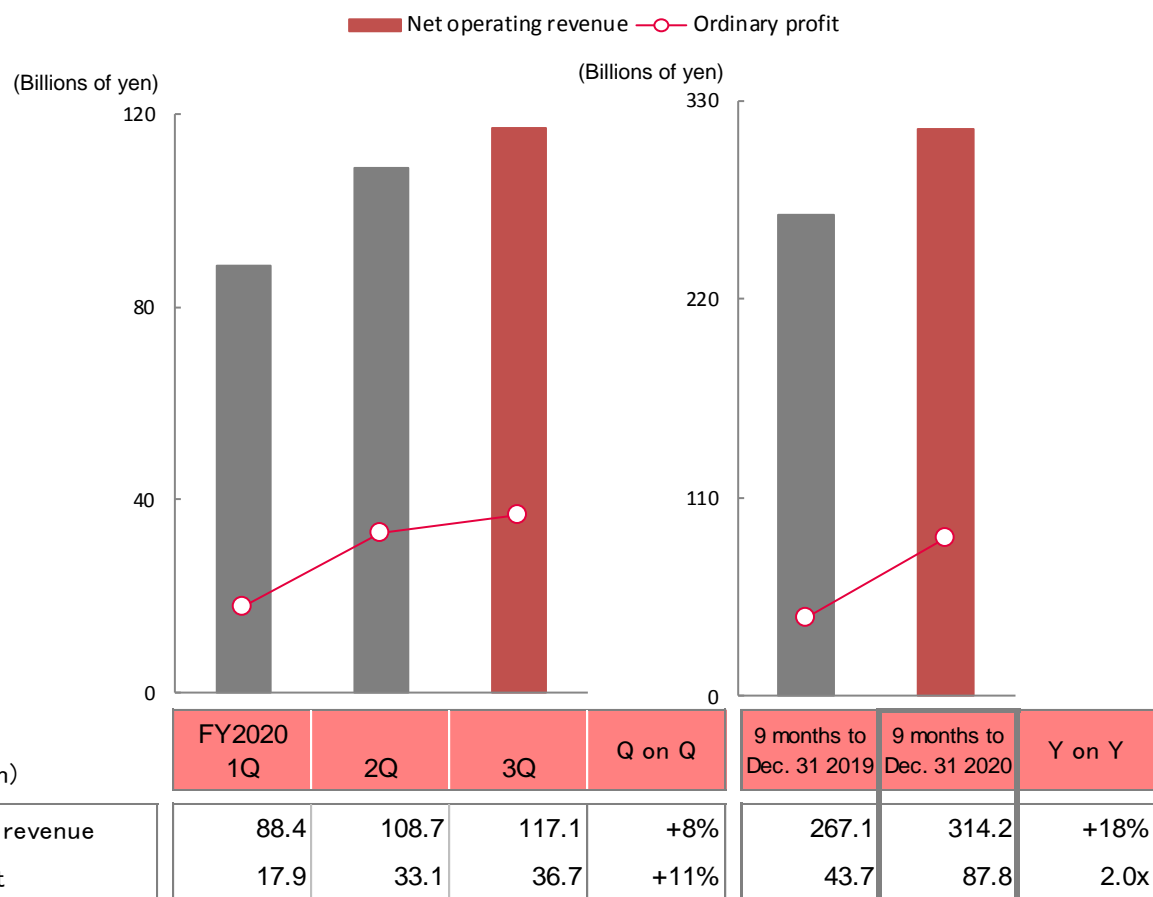
Capturing fundraising needs under COVID-19 circumstances, and market stabilization policies by FRB, enabled DCM business (primary and secondary) in America to steadily grow.

In addition, equity business was successful due to large global offering, which led to profit increase in all the overseas offices.

(*) Overseas offices total is defined as the total of:

- ✓ Profits of consolidated subsidiaries: SMBC Nikko Securities (Hong Kong), SMBC Nikko Securities (Singapore), SMBC Nikko Capital Markets Europe, SMBC Nikko Investment Consulting (Shanghai), SMBC Nikko Bank (Luxembourg) and SMBC Nikko Investment Fund Management Company; and
- ✓ Profits of affiliated companies: Securities Product Group of SMBC Nikko Capital Markets (Percentage of voting rights: SMBC Nikko Securities 15.15%, SMBC 84.85%) and SMBC Nikko Securities America (Percentage of voting rights: SMBC Nikko Securities 20.00%, SMBC Americas Holdings, Inc.(subsidiary of SMBC) 80.00%).

【Reference】 Based on Management Accounting (SMBC Nikko and Overseas Offices)



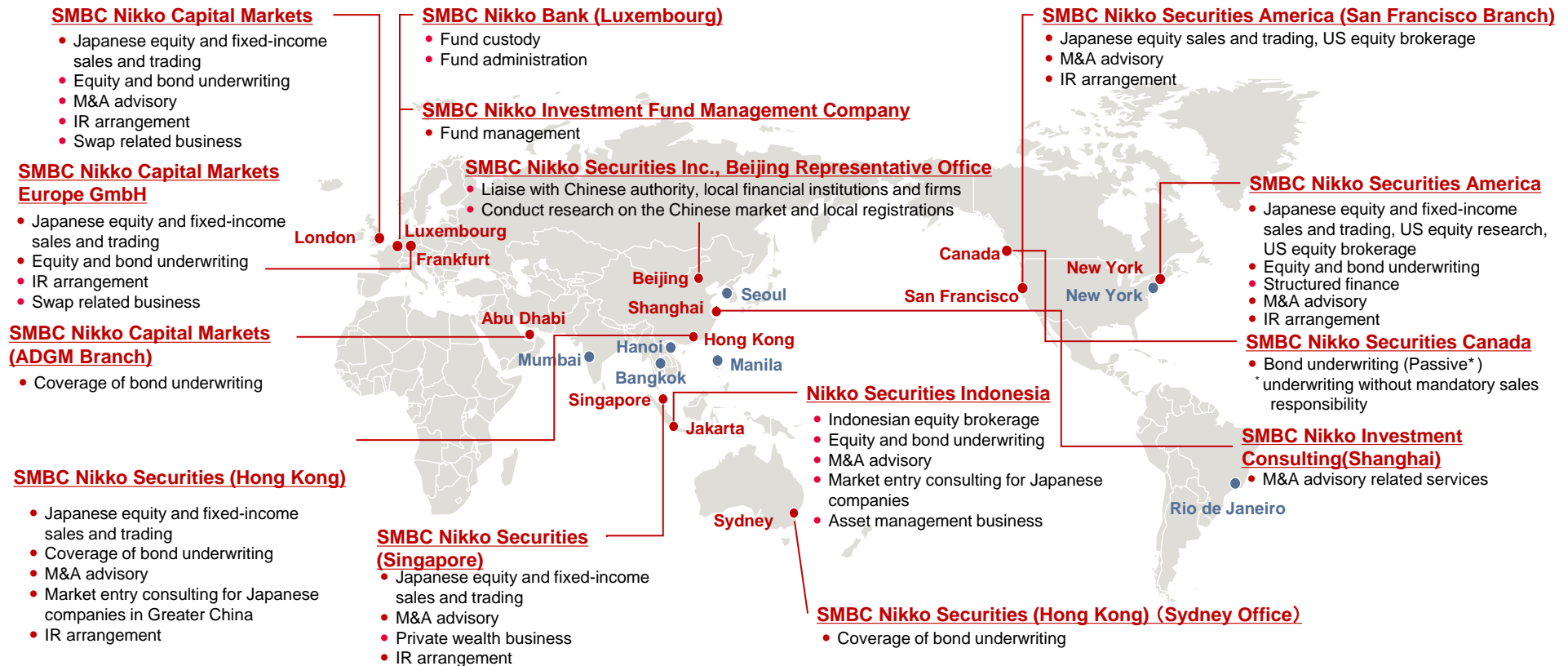
Q on Q

- ◇ Net operating revenue (Q on Q +8.4 B, +8%)
- ◇ Ordinary profit (Q on Q +3.6 B, +11%)

Y on Y

- ◇ Net operating revenue (Y on Y +47.1 B, +18%)
 - ◇ Ordinary profit (Y on Y +44.1 B, 2.0x)
- Working on solution proposals as SMBC group, led to acquisition of projects and huge profit increase on management accounting basis.

Overseas Network



Business Partners (Asia)

- KB Securities (Seoul)**
 - Alliance in M&A advisory, DCM and IPO business
- First Metro Securities (Manila)**
 - Alliance in M&A advisory and DCM business
- Petro Vietnam Securities (Hanoi)**
 - Market entry consulting for Japanese companies in Vietnam
- Phatra Securities (Bangkok)**
 - Alliance in M&A advisory and DCM/ECM business
- Kotak Mahindra Capital Company (Mumbai)**
 - Alliance in M&A advisory

Business Partners (Americas)

- Citigroup (New York)**
 - Collaboration in various business worldwide
- Moelis & Company (New York)**
 - Alliance in M&A advisory
- BTG Pactual (Rio de Janeiro)**
 - Alliance in M&A advisory

- SMBC Nikko Group Company
- SMBC Nikko Business Partner

Topics

Based on our management philosophy, SMBC Nikko Securities has been working to connect the development of markets to a prosperous life and society as a social mission. As promotion of sustainability, contributing to achievement of SDGs through solving social issues and realizing management policies is included in our Mid-term management plan.

Priority issues

We have "Environment", "Community", "Next Generation" as priority issues to contribute to solving social issues, as a response to our stakeholders requests.

Make sustainability a reality



For the society we aim to achieve, a healthy "Environment" is the foundation of social sustainability, and "Community" helps society work smoothly as well as being a social safety net. "Next Generation" is a presence which makes society better and passes it on to future generations.

Reduction of environmental impacts

We are working on realizing one of our code of conduct, "contribute to sustainable society", through environment protection. Also, paperless initiative is promoted for business efficiency and for organizing working "anytime, anywhere". We have achieved our FY 2020 goal of 40% paper usage compared to last fiscal year.

Promotion of sustainable finance

SDGs Finance has been established, and we are working proactively in promoting sustainable finance. We have won 1st place in number of deals in Structuring Agent(SA).

Structuring Agent (SA) : FY2020, 1st place / 18 deals

League Table(LT) : FY2020, 3rd place / 341.8 billion yen

Achievements of Green Equity

Issuer	Overview / Our involvement
Takara Leben Infrastructure Fund	First equity finance deal through PO in Japan to be awarded a green evaluation (rating) for equity. SMBC Nikko Securities: Book Runner
Enex Infrastructure Investment Corporation	First green equity deal through global offering as an investment corporation. SMBC Nikko Securities: Sole Global Coordinator

Pro bono work

From March 2020, "Pro bono work", in which our employees would spend part of their working hours to solve social issues, has started. We promote this activity under WFH situation as well, with additional employees and to many more support groups. * Pro bono is from the Latin pro bono publico, meaning "for the public good". It is a volunteer activity in which people utilize their skills and knowledge they acquired.

Reference Data



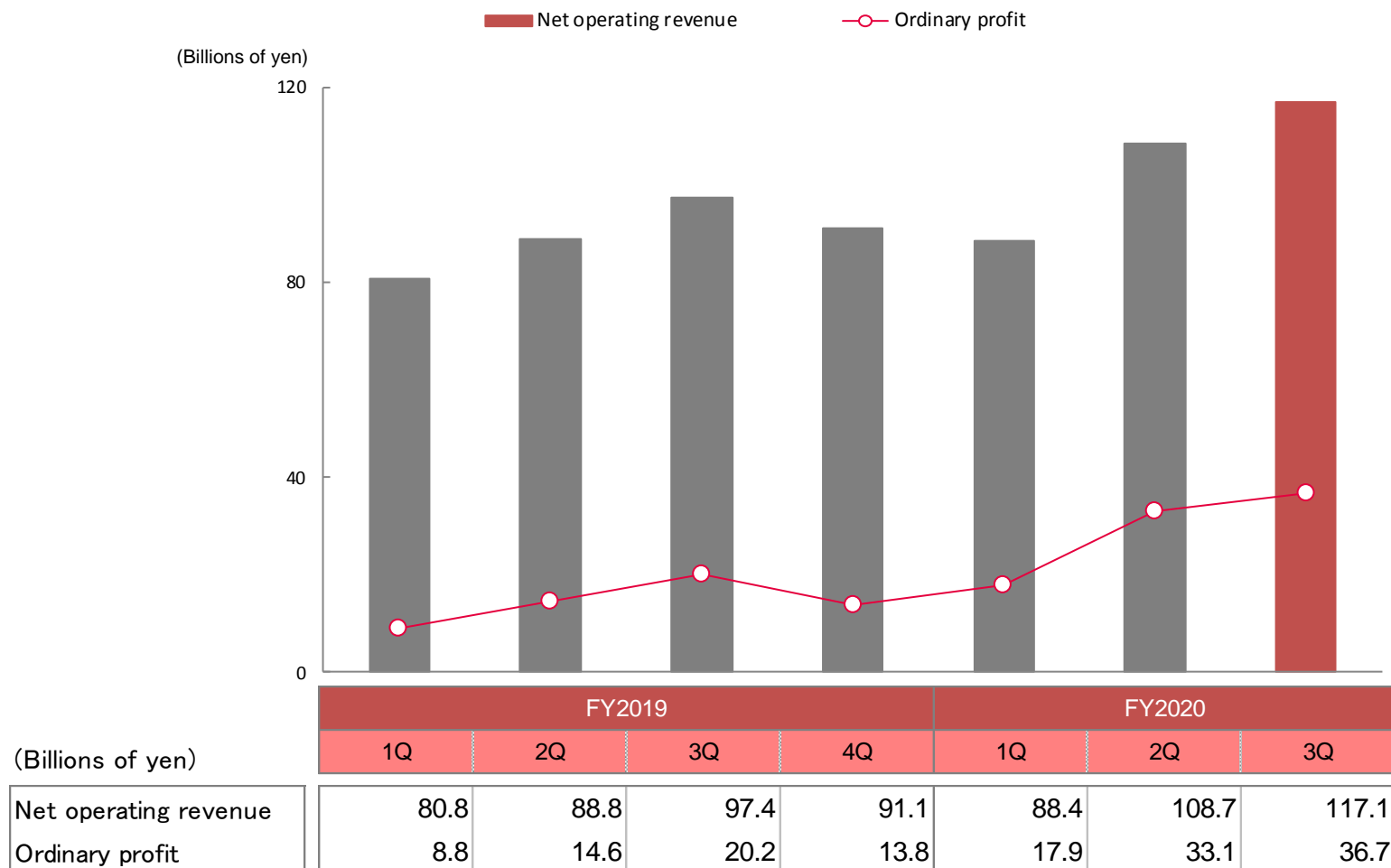
Consolidated Business Results (Quarterly Trend)

(Millions of yen)	FY2019				FY2020		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Operating revenue	92,780	96,480	108,757	100,731	95,718	109,963	130,785
Commissions received	45,619	51,282	56,115	51,898	40,679	57,616	66,579
Commissions to consignees	7,859	8,495	10,042	11,923	11,854	11,850	13,842
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	8,821	11,870	12,479	7,695	4,394	13,137	14,060
Fee for offering, secondary distribution and solicitation for selling and others for professional investors	9,157	11,073	13,650	12,119	7,549	13,944	15,459
Other fees received	19,780	19,843	19,942	20,160	16,879	18,683	23,216
Net trading income	23,464	24,912	28,395	26,924	27,381	32,779	37,068
Equities	5,031	5,285	11,464	10,109	13,343	17,670	20,192
Bonds / Others	18,433	19,626	16,930	16,815	14,038	15,108	16,876
Financial revenue	21,199	18,085	22,511	20,083	25,672	17,750	25,263
Other sales	2,497	2,200	1,735	1,825	1,985	1,817	1,873
Financial expenses	20,255	16,263	21,428	17,469	24,434	14,817	24,779
Cost of other sales	1,843	2,432	1,477	1,550	1,858	1,683	1,778
Net operating revenue	70,681	77,784	85,850	81,711	69,425	93,462	104,227
SG&A	65,344	66,429	69,624	71,624	62,457	68,045	72,045
Operating profit / loss	5,336	11,354	16,226	10,087	6,968	25,416	32,181
Ordinary profit / loss	6,469	13,019	17,127	13,232	7,542	28,368	32,717
Extraordinary income / loss	-321	1,181	-129	-118	1,659	129	7,463
Profit before income taxes	6,148	14,200	16,998	13,113	9,202	28,498	40,180
Income taxes	1,058	2,828	5,816	1,507	2,663	6,791	12,888
Profit / loss	5,089	11,371	11,181	11,606	6,538	21,706	27,292
Profit attributable to owners of parent	5,094	11,363	11,195	11,629	6,472	21,744	27,293

Non-consolidated Business Results (Quarterly Trend)

(Millions of yen)	FY2019				FY2020		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Operating revenue	87,482	91,164	103,339	96,031	90,175	104,874	125,407
Commissions received	43,170	48,493	52,729	49,306	37,357	54,422	63,185
Commissions to consignees	7,168	7,754	9,316	11,449	11,179	11,197	13,249
Commission for underwriting, secondary distribution and solicitation for selling and others for professional investors	8,488	11,432	11,714	7,338	3,467	12,689	13,257
Fee for offering, secondary distribution and solicitation for selling and others for professional investors	9,129	11,056	13,618	12,076	7,467	13,355	15,133
Other fees received	18,384	18,249	18,080	18,442	15,242	17,179	21,544
Net trading income	23,464	24,912	28,395	26,867	27,227	32,747	36,986
Equities	5,031	5,285	11,464	10,052	13,188	17,638	20,110
Bonds / Others	18,433	19,626	16,930	16,815	14,038	15,108	16,876
Financial revenue	20,847	17,759	22,214	19,857	25,590	17,705	25,235
Financial expenses	20,000	16,066	21,284	17,340	24,401	14,779	24,750
Net operating revenue	67,482	75,097	82,054	78,691	65,773	90,095	100,656
SG&A	63,653	65,423	66,869	68,372	60,508	66,156	69,372
Operating profit / loss	3,828	9,673	15,185	10,319	5,265	23,938	31,284
Ordinary profit / loss	4,757	10,663	15,357	11,842	5,674	24,844	31,188
Extraordinary income / loss	-240	296	-244	-540	8,504	138	7,362
Profit before income taxes	4,516	10,959	15,113	11,302	14,178	24,983	38,551
Income taxes	568	2,269	5,388	1,497	2,345	6,315	12,544
Profit / loss	3,947	8,689	9,725	9,804	11,833	18,667	26,007

Based on Management Accounting * (Quarterly Trend)



Operational Indicators -1

【non-consolidated】

◇ Sales of Products

(Billions of yen)

	FY2019				FY2020		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Investment trusts	533.9	689.3	682.4	719.0	460.4	693.0	794.4
(Equity investment trusts)	(377.4)	(484.1)	(494.6)	(498.9)	(337.3)	(524.8)	(642.4)
(Foreign registered investment trusts)	(115.8)	(160.8)	(151.4)	(217.8)	(90.8)	(144.5)	(127.7)
Fund wrap	69.4	61.4	93.6	58.7	26.2	43.1	77.9
Foreign bonds (*1)	672.5	477.5	645.4	603.1	424.1	487.7	572.9
(Foreign currency bonds)	(222.7)	(228.3)	(179.0)	(200.8)	(112.4)	(168.8)	(179.4)
Domestic bonds	1,105.2	1,652.0	1,377.3	1,008.1	887.0	1,549.2	2,250.1
(Retail target JGBs)	(175.9)	(289.4)	(271.6)	(324.8)	(1.7)	(71.0)	(165.6)
Public offering	66.6	92.4	116.4	73.4	0.4	212.3	164.7
Annuity / insurance	39.6	30.7	29.9	18.3	6.1	15.2	22.5
Total	2,487.1	3,003.4	2,945.1	2,480.7	1,804.1	3,000.5	3,882.4

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

◇ Market Share

	FY2019				FY2020		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
ECM Global Equity (*2)	10.7%	15.4%	18.4%	19.8%	2.6%	14.5%	15.1%
DCM All bonds in Yen (*3)	18.7%	19.3%	18.8%	18.8%	14.4%	18.0%	18.3%
M&A Japan related (*4)	11.2%	17.9%	14.8%	8.4%	8.2%	15.6%	14.6%

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

Source: prepared by SMBC Nikko based on the information published by REFINITIV

(*3) All Bonds in Yen, Lead manager

Source: prepared by SMBC Nikko based on the information published by REFINITIV

(*4) Any Japanese involvement announced : Rank value

Source: prepared by REFINITIV

◇ Direct Channel Ratio (*1)

	FY2019				FY2020		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Based on number of transaction	94.3%	94.2%	93.0%	95.0%	94.6%	94.4%	94.2%
(Nikko EZ Trade)	(91.3%)	(91.5%)	(89.9%)	(92.1%)	(92.3%)	(92.6%)	(91.9%)
Based on commissions	26.3%	24.1%	23.2%	25.0%	18.5%	13.4%	17.0%
(Nikko EZ trade)	(16.1%)	(15.2%)	(14.8%)	(16.0%)	(13.0%)	(9.1%)	(11.3%)

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

(*2) Have adjusted the amount retrospectively from FY2019 to FY2020 1Q.

◇ Brokerage Commissions Rate (*3)

(Billions of yen)	FY2019				FY2020		
	1Q	2Q	3Q	4Q	1Q	2Q	3Q
Equity brokerage amount	8,119.1	8,469.6	9,865.9	10,620.2	10,230.3	9,615.8	11,700.2
Equity brokerage commissions (*4)	7.2	7.7	9.5	10.9	10.8	11.3	13.2
Equity commissions rate	8.1bp	8.4bp	9.0bp	9.5bp	10.0bp	11.2bp	10.9bp

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

(*4) on a consolidated basis

Operational Indicators -3

◇ Number of Accounts

【non-consolidated】

(Thousands of accounts)	FY2019				FY2020		
	Jun.	Sep.	Dec.	Mar.	Jun.	Sep.	Dec.
Total accounts	3,433	3,449	3,455	3,453	3,489	3,541	3,558
Cash management accounts	2,936	2,949	2,959	2,974	3,007	3,051	3,082
Newly opened accounts	30	31	28	39	39	53	38

◇ Number of Branches

【non-consolidated】

	FY2019				FY2020		
	Jun.	Sep.	Dec.	Mar.	Jun.	Sep.	Dec.
Number of branches	142	143	144	141	141	140	140

◇ Number of Employees

	FY2019				FY2020		
	Jun.	Sep.	Dec.	Mar.	Jun.	Sep.	Dec.
Number of employees	12,119	11,917	11,742	11,484	11,833	11,804	11,712
Number of employees in overseas offices	770	791	795	802	814	779	805

(*)Overseas offices total is defined as the total of:

- ✓ Employees of consolidated subsidiaries which are SMBC Nikko Securities (Hong Kong), SMBC Nikko Securities (Singapore), SMBC Nikko Capital Markets Europe, SMBC Nikko Investment Consulting (Shanghai), SMBC Nikko Bank (Luxembourg) and SMBC Nikko Investment Fund Management Company.
- ✓ Employees of affiliated companies which are Securities Product Group of SMBC Nikko Capital Markets and SMBC Nikko Securities America.

Business collaboration with Sumitomo Mitsui Banking Corporation

【non-consolidated】

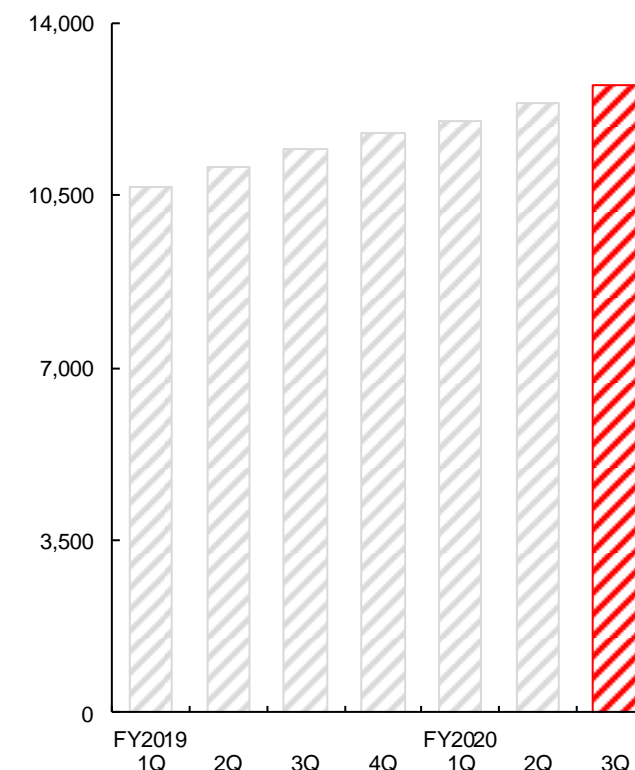
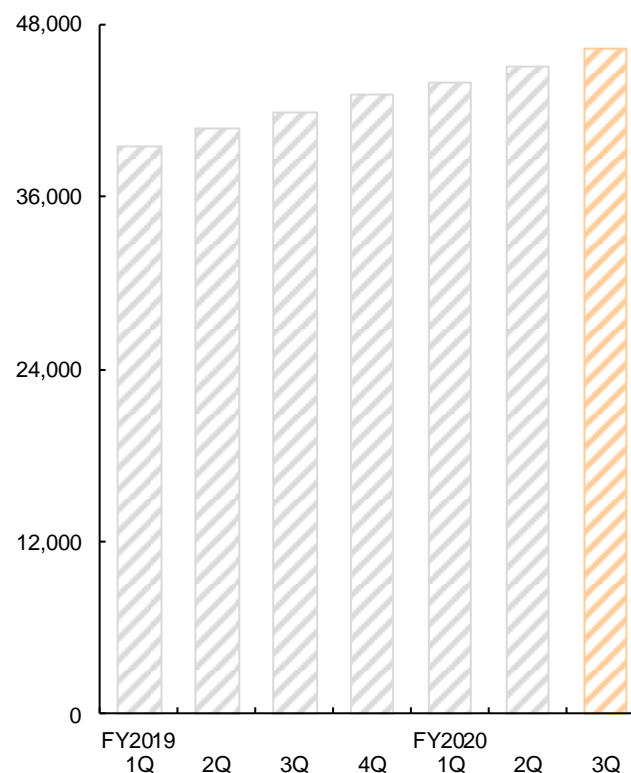
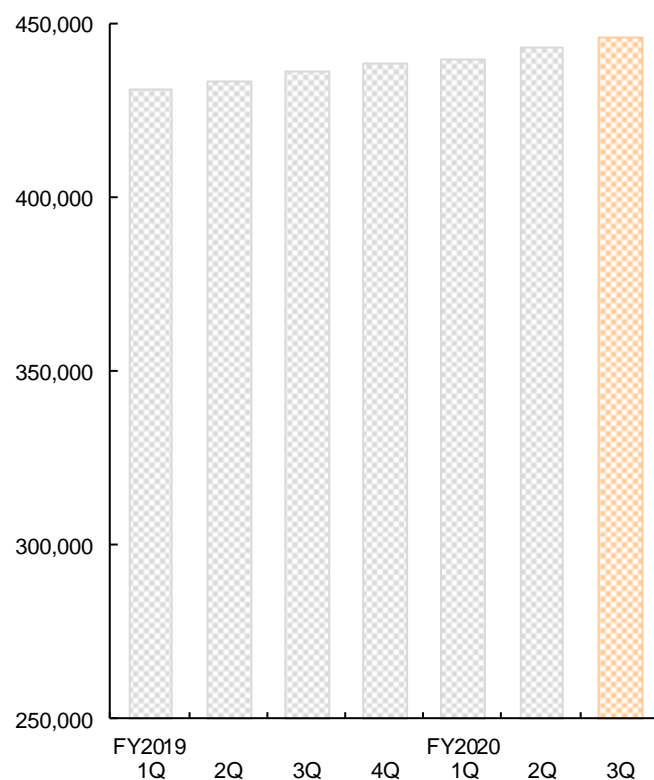
Asset management (Referral service and financial products intermediary service (*1))

Investment banking (Referral service)

Individual customer (No. of accounts) (*2)

Corporate clients (No. of deals) (*3)

Corporate clients (No. of deals)



Note) No. of accounts shows the number of the accounts existed at the end of respective quarters. No. of deals shows accumulated acquired deals in either asset management or investment banking since its inception.

(*1) Financial products intermediary services by SMBC: SMBC Nikko commissions SMBC to solicit and intermediate securities transactions to customers.

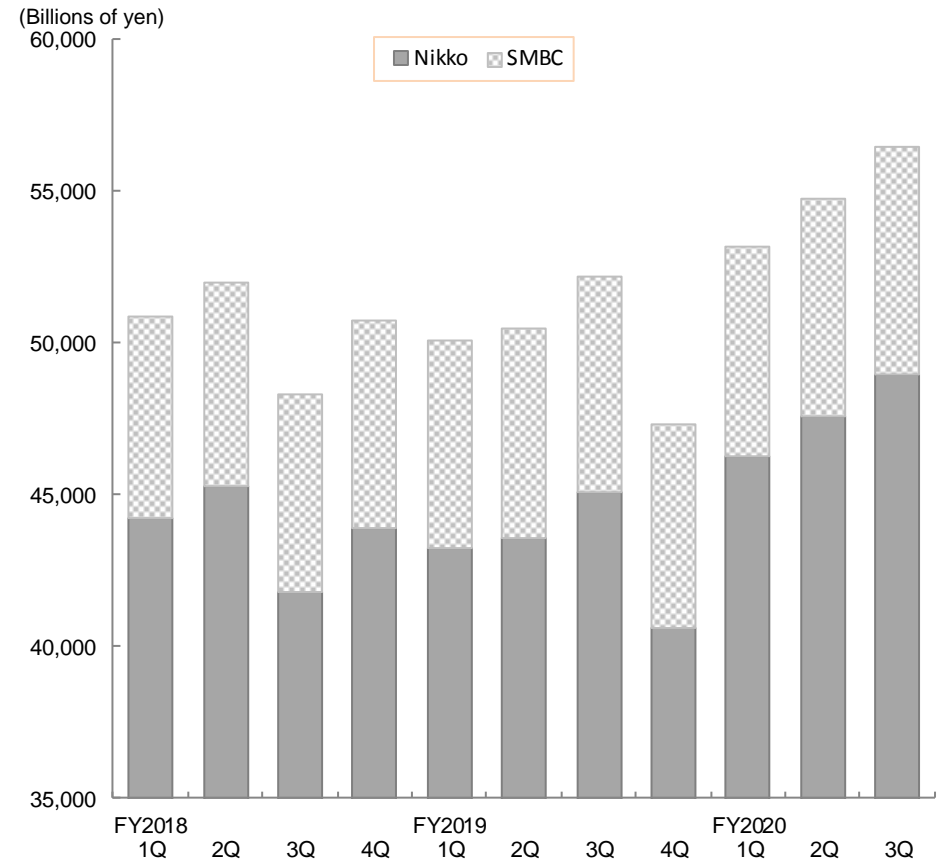
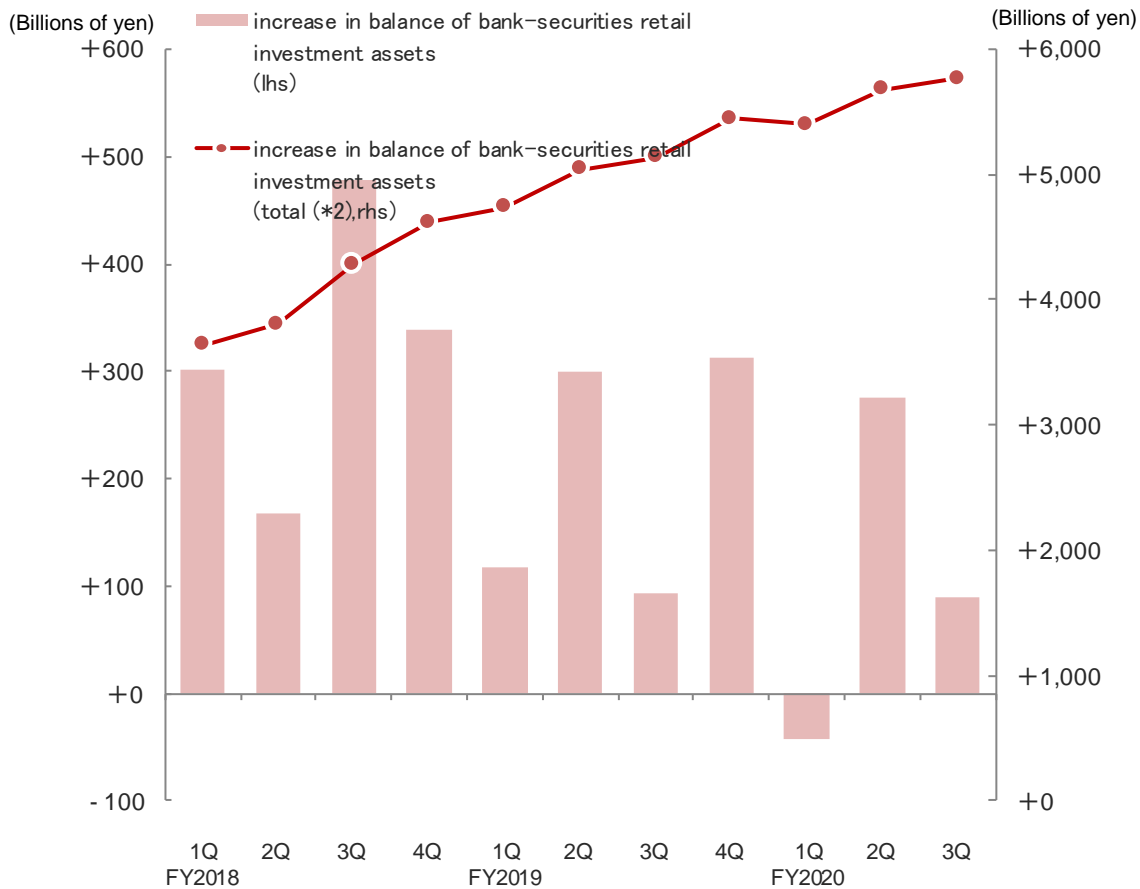
(*2) The number of accounts at the end of each quarter with regards to individual customer who either was referred by SMBC to SMBC Nikko or opened an account with SMBC Nikko via SMBC's financial products intermediary service.

(*3) The number of the accumulated acquired deals on asset management with corporate clients via SMBC's referral services and financial products intermediary services on behalf of SMBC Nikko since the inception of respective services.

Sum of bank-securities retail investment assets

Increase in balance of bank-securities retail investment assets (*1)

Balance of bank-securities retail investment assets (*3)



(*1) Sum of retail investment assets (foreign deposit, investment trusts, single premium life insurance) change of SMBC and investment assets (net inflow of assets) change at the sales division (retail) of Nikko
 (*2) cumulative amount since FY 2013 1Q
 (*3) Sum of retail investment assets (foreign deposit, investment trusts, single premium life insurance) of SMBC and investment assets (client assets) at the sales division (including Public Institutions Divisions and etc.) of Nikko



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