

# Reference Data

## Equity brokerage amount · Equity brokerage commissions · TSE Share <sup>(\*)</sup> 【Non-consolidated】

(Billions of yen)	FY2022				FY2023				FY2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Equity brokerage amount <sup>(*)2</sup>	6,956.1	6,591.2	8,491.7	9,513.1	12,716.4	13,098.4	13,744.2	16,824.8	15,785.6
Equity brokerage commissions	6.2	5.6	6.8	6.2	10.2	10.8	9.9	13.7	12.1
Equity commissions rate <sup>(*)3</sup>	8.8bp	8.3bp	7.6bp	6.4bp	7.9bp	7.5bp	6.8bp	7.4bp	7.3bp
TSE share (%)	1.52%	1.52%	1.75%	2.13%	2.32%	2.36%	2.35%	2.36%	2.30%

## Sales of Products 【Non-consolidated】

(Billions of yen)	FY2022				FY2023				FY2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Public offering	16.9	21.0	77.4	138.6	85.1	83.0	158.8	66.7	56.5
Domestic bonds	219.9	245.6	465.7	911.6	986.0	1,323.1	669.0	784.0	1,371.3
<i>Retail target JGBs</i>	120.3	105.6	65.5	121.8	68.1	155.9	49.1	85.8	90.8
Foreign bonds <sup>(*)4</sup>	398.3	260.2	513.4	335.3	449.7	415.5	535.3	419.6	440.6
<i>Foreign currency bonds</i>	157.0	128.7	188.3	246.1	303.0	315.5	362.7	202.4	236.0
Investment trusts	393.1	306.5	319.6	364.1	566.0	591.2	412.4	472.2	572.1
<i>Equity investment trusts</i>	283.2	228.4	236.9	255.6	463.8	502.4	327.0	380.7	425.2
<i>Foreign registered investment trusts</i>	107.6	78.0	80.8	108.4	92.0	88.7	81.3	91.4	138.8
Fund wrap <sup>(*)5</sup>	80.5	131.0	104.9	84.1	128.9	125.5	135.4	110.1	148.2
Total	1,108.7	964.3	1,481.0	1,833.8	2,215.7	2,538.2	1,911.0	1,852.7	2,588.7

## Direct channel ratio <sup>(\*)6</sup>

	FY2022				FY2023				FY2024
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Based on number of transaction	98%	99%	98%	99%	98%	97%	97%	98%	97%
<i>Nikko EZ trade</i>	97%	98%	97%	98%	96%	96%	96%	96%	96%
Based on commissions	34%	52%	41%	50%	43%	44%	37%	45%	41%
<i>Nikko EZ trade</i>	24%	38%	30%	36%	31%	33%	28%	34%	30%

(\*)1 "Equity brokerage amount" and "Equity commissions rate" in the table represent the total of cash and margin transactions.

(\*)2 Total of all stock exchanges

(\*)3 Adjusted equity brokerage commissions are used.

(\*)4 Foreign bonds sales include already-issued bonds and yen-denominated foreign bonds.

(\*)5 Total contract amount of fund wrap.

(\*)6 Percentage of transactions via non-face-to-face channels in equities & CBs (brokerage & subscription) with individual clients