## **Statistical Releases**

### Highlights of "December 2004" figures

Assets under management by discretionary investment advisers (121 firms) totaled  $\pm$ 102,364 billion as of December 31, 2004, which showed an increase of  $\pm$ 9,203 billion (+9.9%) compared with March 31, 2004.

Discretionary assets under management was ¥75,640 billion, which showed an increase of ¥11,971 billion (+18.8%), while the number of the contracts increased to 6,999 by 670 (+10.6%) compared with March 31, 2004.

Discretionary assets under management by domestic and overseas pension funds showed an increase of ¥2,575 billion (+5.9%), while the number of the contracts decreased to 4,627 by 71 ( 1.5%) compared with March 31,2004.

Non-discretionary assets under management totaled \(\frac{\pmanagement}{26,724}\) billion with a decrease of \(\frac{\pmanagement}{2,768}\) billion ( 9.4%) compared with March 31,2004.

### Assets Under Management by Discretionary Investment Advisers

### ( 1 ) Discretionary Assets Under Management

(Unit: ¥ 100million)

|       | 1                |         | D                | 01:        |                  |            | I                | 0       | - 01:            |        | (Offit: + TOOMMING) |         |
|-------|------------------|---------|------------------|------------|------------------|------------|------------------|---------|------------------|--------|---------------------|---------|
|       |                  |         | Domestic         |            | 1                |            |                  |         | s Clients        |        | . Т                 | otal    |
|       | Sub-t            | otal    | Public Pens      | sion Funds | Private Pen      | sion Funds | Sub-             | total   | Pension          | Funds  |                     | - Ctui  |
|       | No. of Contracts | Amount  | No. of Contracts | Amount     | No. of Contracts | Amount     | No. of Contracts | Amount  | No. of Contracts | Amount | No. of Contracts    | Amount  |
| 92/03 | 5,643            | 140,773 | 86               | 7,307      | 90               | 3,327      | 322              | 18,716  | 144              | 4,909  | 5,965               | 159,489 |
| 93/03 | 4,865            | 131,806 | 90               | 9,358      | 182              | 5,923      | 380              | 20,202  | 169              | 5,430  | 5,245               | 152,008 |
| 94/03 | 4,480            | 137,345 | 111              | 13,433     | 286              | 9,586      | 407              | 24,078  | 167              | 7,445  | 4,887               | 161,423 |
| 95/03 | 4,202            | 138,180 | 133              | 18,205     | 537              | 15,052     | 387              | 19,301  | 166              | 6,433  | 4,589               | 157,481 |
| 96/03 | 3,997            | 149,285 | 178              | 26,751     | 792              | 22,503     | 429              | 26,420  | 185              | 10,075 | 4,426               | 175,705 |
| 97/03 | 4,558            | 213,970 | 244              | 64,904     | 1,615            | 50,951     | 576              | 30,934  | 253              | 11,296 | 5,134               | 244,904 |
| 98/03 | 4,857            | 260,005 | 256              | 82,046     | 2,323            | 81,939     | 530              | 25,372  | 215              | 9,282  | 5,387               | 285,377 |
| 99/03 | 5,015            | 300,680 | 248              | 100,875    | 3,031            | 125,399    | 473              | 26,889  | 182              | 9,714  | 5,488               | 327,569 |
| 00/03 | 5,517            | 368,787 | 231              | 119,231    | 3,775            | 175,187    | 500              | 60,201  | 182              | 16,288 | 6,017               | 428,988 |
| 01/03 | 5,863            | 423,331 | 235              | 133,184    | 4,365            | 219,945    | 632              | 79,150  | 172              | 18,120 | 6,495               | 502,481 |
| 02/03 | 6,166            | 473,348 | 234              | 145,864    | 4,869            | 232,015    | 747              | 78,331  | 153              | 15,638 | 6,913               | 551,679 |
| 03/03 | 5,993            | 462,862 | 222              | 131,143    | 4,829            | 210,292    | 901              | 74,177  | 222              | 18,059 | 6,894               | 537,039 |
| 04/03 | 5,370            | 520,741 | 225              | 178,076    | 4,245            | 229,643    | 959              | 115,951 | 228              | 25,971 | 6,329               | 636,692 |
| 04/06 | 5,676            | 540,132 | 228              | 180,402    | 4,296            | 236,767    | 983              | 139,723 | 224              | 26,749 | 6,659               | 679,855 |
| 04/09 | 5,823            | 590,720 | 228              | 180,691    | 4,239            | 233,460    | 985              | 134,810 | 210              | 25,249 | 6,808               | 725,530 |
| 04/12 | 6,030            | 617,024 | 227              | 191,773    | 4,195            | 239,818    | 969              | 139,377 | 205              | 27,853 | 6,999               | 756,400 |

Note: Assets under management are based on the contract amount until 01/03, wheras from 02/03 based on the market value basis.

### Percentage changes from the previous year (or term)

|       |                  |          | Domestic         | Clients    |                  |            |                  | Oversea    | s Clients        |             | т.               | otal      |
|-------|------------------|----------|------------------|------------|------------------|------------|------------------|------------|------------------|-------------|------------------|-----------|
|       | Sub-             | total    | Public Pens      | sion Funds | Private Per      | sion Funds | Sub-             | total      | Pensior          | n Funds     |                  | Jiai      |
|       | No. of Contracts | Amount   | No. of Contracts | Amount     | No. of Contracts | Amount     | No. of Contracts | Amount     | No. of Contracts | Amount      | No. of Contracts | Amount    |
| 93/03 | -13.79%          | -6.37%   | 4.65%            | 28.06%     | 102.22%          | 78.04%     | 18.01%           | 7.94%      | 17.36%           | 10.61%      | -12.07%          | -4.69%    |
| 94/03 | -7.91%           | 4.20%    | 23.33%           | 43.55%     | 57.14%           | 61.85%     | 7.11%            | 19.19%     | -1.18%           | 37.11%      | -6.83%           | 6.19%     |
| 95/03 | -6.21%           | 0.61%    | 19.82%           | 35.53%     | 87.76%           | 57.02%     | -4.91%           | -19.84%    | -0.60%           | -13.59%     | -6.10%           | -2.44%    |
| 96/03 | -4.88%           | 8.04%    | 33.83%           | 46.94%     | 47.49%           | 49.50%     | 10.85%           | 36.88%     | 11.45%           | 56.61%      | -3.55%           | 11.57%    |
| 97/03 | 14.04%           | 43.33%   | 37.08%           | 142.62%    | 103.91%          | 126.42%    | 34.27%           | 17.09%     | 36.76%           | 12.12%      | 16.00%           | 39.38%    |
| 98/03 | 6.56%            | 21.51%   | 4.92%            | 26.41%     | 43.84%           | 60.82%     | -7.99%           | -17.98%    | -15.02%          | -17.83%     | 4.93%            | 16.53%    |
| 99/03 | 3.25%            | 15.64%   | -3.13%           | 22.95%     | 30.48%           | 53.04%     | -10.75%          | 5.98%      | -15.35%          | 4.65%       | 1.87%            | 14.78%    |
| 00/03 | 10.01%           | 22.65%   | -6.85%           | 18.20%     | 24.55%           | 39.70%     | 5.71%            | 123.89%    | 0.00%            | 67.68%      | 9.64%            | 30.96%    |
| 01/03 | 6.27%            | 14.79%   | 1.73%            | 11.70%     | 15.63%           | 25.55%     | 26.40%           | 31.48%     | -5.49%           | 11.25%      | 7.94%            | 17.13%    |
| 02/03 | 5.17%            | (11.82%) | -0.43%           | (9.52%)    | 11.55%           | (5.49%)    | 18.20%           | ( -1.04% ) | -11.05%          | ( -13.70% ) | 6.44%            | ( 9.79% ) |
| 03/03 | -2.81%           | -2.22%   | -5.13%           | -10.09%    | -0.82%           | -9.36%     | 20.62%           | -5.30%     | 45.10%           | 15.48%      | -0.27%           | -2.65%    |
| 04/03 | -10.40%          | 12.50%   | 1.35%            | 35.79%     | -12.09%          | 9.20%      | 6.44%            | 56.32%     | 2.70%            | 43.81%      | -8.20%           | 18.56%    |
| 04/06 | 5.70%            | 3.72%    | 1.33%            | 1.31%      | 1.20%            | 3.10%      | 2.50%            | 20.50%     | -1.75%           | 3.00%       | 5.21%            | 6.78%     |
| 04/09 | 2.59%            | 9.37%    | 0.00%            | 0.16%      | -1.33%           | -1.40%     | 0.20%            | -3.52%     | -6.25%           | -5.61%      | 2.24%            | 6.72%     |
| 04/12 | 3.55%            | 4.45%    | -0.44%           | 6.13%      | -1.04%           | 2.72%      | -1.62%           | 3.39%      | -2.38%           | 10.31%      | 2.81%            | 4.25%     |

Note: Figures in the parenthesis indicate the above-mentioned change in calculation standard.

### Assets Under Management by Discretionary Investment Advisers

( 2 ) Non-discretionary Assets Under Management

(Unit: ¥ 100million)

|       |                  |         | Domestic         | Clients    |                  |            |                  | Oversea | s Clients        |         | _                | otal    |
|-------|------------------|---------|------------------|------------|------------------|------------|------------------|---------|------------------|---------|------------------|---------|
|       | Sub-te           | otal    | Public Pens      | sion Funds | Private Per      | sion Funds | Sub-             | total   | Pension          | Funds   | 1                | Utai    |
|       | No. of Contracts | Amount  | No. of Contracts | Amount     | No. of Contracts | Amount     | No. of Contracts | Amount  | No. of Contracts | Amount  | No. of Contracts | Amount  |
| 92/03 | 999              | 75,802  | 4                | 9,908      | 7                | 126        | 1,470            | 112,805 | 575              | 32,537  | 2,469            | 188,607 |
| 93/03 | 974              | 76,606  | 4                | 11,908     | 6                | 133        | 1,956            | 133,650 | 977              | 41,029  | 2,930            | 210,256 |
| 94/03 | 892              | 75,956  | 4                | 13,935     | 5                | 105        | 2,159            | 156,440 | 1,154            | 47,514  | 3,051            | 232,396 |
| 95/03 | 740              | 75,035  | 4                | 15,073     | 5                | 105        | 1,703            | 149,885 | 785              | 52,603  | 2,443            | 224,920 |
| 96/03 | 644              | 89,622  | 4                | 19,108     | 5                | 105        | 1,920            | 192,480 | 778              | 69,036  | 2,564            | 282,102 |
| 97/03 | 614              | 104,914 | 5                | 21,822     | 5                | 105        | 1,812            | 210,007 | 787              | 90,428  | 2,426            | 314,921 |
| 98/03 | 397              | 114,020 | 5                | 23,475     | 5                | 105        | 1,753            | 207,963 | 876              | 101,033 | 2,150            | 321,983 |
| 99/03 | 4,778            | 218,398 | 6                | 28,187     | 4                | 80         | 1,481            | 167,750 | 834              | 92,070  | 6,259            | 386,148 |
| 00/03 | 10,481           | 279,333 | 7                | 29,628     | 5                | 323        | 1,315            | 198,327 | 758              | 109,120 | 11,796           | 477,660 |
| 01/03 | 9,308            | 309,914 | 4                | 16,227     | 5                | 1,120      | 409              | 98,251  | 39               | 33,220  | 9,717            | 408,165 |
| 02/03 | 8,622            | 271,883 | 0                | 0          | 6                | 879        | 303              | 64,185  | 26               | 11,822  | 8,925            | 336,068 |
| 03/03 | 3,549            | 243,170 | 0                | 0          | 2                | 70         | 249              | 56,573  | 24               | 10,447  | 3,798            | 299,743 |
| 04/03 | 1,923            | 238,038 | 0                | 0          | 2                | 4          | 223              | 56,875  | 24               | 8,543   | 2,146            | 294,913 |
| 04/06 | 1,811            | 216,728 | 0                | 0          | 1                | 2          | 211              | 56,183  | 24               | 8,485   | 2,022            | 272,911 |
| 04/09 | 1,731            | 205,529 | 0                | 0          | 1                | 2          | 199              | 53,804  | 23               | 8,196   | 1,930            | 259,333 |
| 04/12 | 1,585            | 210,940 | 0                | 0          | 1                | 2          | 201              | 56,296  | 24               | 8,485   | 1,786            | 267,235 |

Note: Assets under management are based on the contract amount until 01/03, wheras from 02/03 based on the market value basis.

### Percentage changes from the previous year (or term)

|       |                  |          | Domesti          | c Clients    |                  |             |                  | Oversea     | s Clients        |             | т                | otal        |
|-------|------------------|----------|------------------|--------------|------------------|-------------|------------------|-------------|------------------|-------------|------------------|-------------|
|       | Sub-t            | otal     | Public Per       | sion Funds   | Private Per      | sion Funds  | Sub-             | total       | Pensior          | n Funds     |                  | Otal        |
|       | No. of Contracts | Amount   | No. of Contracts | Amount       | No. of Contracts | Amount      | No. of Contracts | Amount      | No. of Contracts | Amount      | No. of Contracts | Amount      |
| 93/03 | -2.50%           | 1.06%    | 0.00%            | 20.18%       | -14.29%          | 6.06%       | 33.06%           | 18.48%      | 69.91%           | 26.10%      | 18.67%           | 11.48%      |
| 94/03 | -8.42%           | -0.85%   | 0.00%            | 17.02%       | -16.67%          | -21.11%     | 10.38%           | 17.05%      | 18.12%           | 15.81%      | 4.13%            | 10.53%      |
| 95/03 | -17.04%          | -1.21%   | 0.00%            | 8.17%        | 0.00%            | 0.00%       | -21.12%          | -4.19%      | -31.98%          | 10.71%      | -19.93%          | -3.22%      |
| 96/03 | -12.97%          | 19.44%   | 0.00%            | 26.77%       | 0.00%            | 0.00%       | 12.74%           | 28.42%      | -0.89%           | 31.24%      | 4.95%            | 25.42%      |
| 97/03 | -4.66%           | 17.06%   | 25.00%           | 14.20%       | 0.00%            | 0.00%       | -5.63%           | 9.11%       | 1.16%            | 30.99%      | -5.38%           | 11.63%      |
| 98/03 | -35.34%          | 8.68%    | 0.00%            | 7.58%        | 0.00%            | 0.00%       | -3.26%           | -0.97%      | 11.31%           | 11.73%      | -11.38%          | 2.24%       |
| 99/03 | 1103.53%         | 91.54%   | 20.00%           | 20.07%       | -20.00%          | -23.81%     | -15.52%          | -19.34%     | -4.79%           | -8.87%      | 191.12%          | 19.93%      |
| 00/03 | 119.36%          | 27.90%   | 16.67%           | 5.11%        | 25.00%           | 303.13%     | -11.21%          | 18.23%      | -9.11%           | 18.52%      | 88.46%           | 23.70%      |
| 01/03 | -11.19%          | 10.95%   | -42.86%          | -45.23%      | 0.00%            | 247.13%     | -68.90%          | -50.46%     | -94.85%          | -69.56%     | -17.62%          | -14.55%     |
| 02/03 | -7.37% (         | -12.27%) | -100.00%         | ( -100.00% ) | 20.00%           | ( -21.51% ) | -25.92%          | ( -34.67% ) | -33.33%          | ( -64.41% ) | -8.15%           | ( -17.66% ) |
| 03/03 | -58.84%          | -10.56%  |                  |              | -66.67%          | -92.00%     | -17.82%          | -11.86%     | -7.69%           | -11.63%     | -57.45%          | -10.81%     |
| 04/03 | -45.82%          | -2.11%   |                  |              | 0.00%            | -94.82%     | -10.44%          | 0.54%       | 0.00%            | -18.22%     | -43.50%          | -1.61%      |
| 04/06 | -5.82%           | -8.95%   |                  |              | -50.00%          | -41.76%     | -5.38%           | -1.22%      | 0.00%            | -0.68%      | -5.78%           | -7.46%      |
| 04/09 | -4.42%           | -5.17%   |                  |              | 0.00%            | 6.60%       | -5.69%           | -4.23%      | -4.17%           | -3.41%      | -4.55%           | -4.97%      |
| 04/12 | -8.43%           | 2.63%    |                  |              | 0.00%            | 4.87%       | 1.01%            | 4.63%       | 4.35%            | 3.53%       | -7.46%           | 3.05%       |

Note: Figures in the parenthesis indicate the above-mentioned change in calculation standard.

# Assets Under Management by Discretionary Investment Advisers ( 3 )Discretionary and Non-discretionary Assets Under Management

(Unit · ¥ 100million)

|       |                  |         |                  |           |                  |            |                  |         |                  |         | (0)              | 111 . + 100111111011 |
|-------|------------------|---------|------------------|-----------|------------------|------------|------------------|---------|------------------|---------|------------------|----------------------|
|       |                  |         | Domestic         | Clients   |                  |            |                  | Oversea | s Clients        |         |                  | otal                 |
|       | Sub-t            | otal    | Public Pens      | ion Funds | Private Pens     | sion Funds | Sub-             | total   | Pension          | Funds   | Į į              | Utai                 |
|       | No. of Contracts | Amount  | No. of Contracts | Amount    | No. of Contracts | Amount     | No. of Contracts | Amount  | No. of Contracts | Amount  | No. of Contracts | Amount               |
| 92/03 | 6,642            | 216,575 | 90               | 17,216    | 97               | 3,452      | 1,792            | 131,521 | 719              | 37,446  | 8,434            | 348,096              |
| 93/03 | 5,839            | 208,412 | 94               | 21,266    | 188              | 6,056      | 2,336            | 153,852 | 1,146            | 46,459  | 8,175            | 362,264              |
| 94/03 | 5,372            | 213,301 | 115              | 27,368    | 291              | 9,691      | 2,566            | 180,518 | 1,321            | 54,959  | 7,938            | 393,819              |
| 95/03 | 4,942            | 213,215 | 137              | 33,278    | 542              | 15,157     | 2,090            | 169,186 | 951              | 59,036  | 7,032            | 382,401              |
| 96/03 | 4,641            | 238,907 | 182              | 45,859    | 797              | 22,608     | 2,349            | 218,900 | 963              | 79,111  | 6,990            | 457,807              |
| 97/03 | 5,172            | 318,884 | 249              | 86,726    | 1,620            | 51,056     | 2,388            | 240,941 | 1,040            | 101,724 | 7,560            | 559,825              |
| 98/03 | 5,254            | 374,025 | 261              | 105,521   | 2,328            | 82,044     | 2,283            | 233,335 | 1,091            | 110,315 | 7,537            | 607,360              |
| 99/03 | 9,793            | 519,078 | 254              | 129,062   | 3,035            | 125,479    | 1,954            | 194,639 | 1,016            | 101,784 | 11,747           | 713,717              |
| 00/03 | 15,998           | 648,120 | 238              | 148,859   | 3,780            | 175,509    | 1,815            | 258,528 | 940              | 125,408 | 17,813           | 906,648              |
| 01/03 | 15,171           | 733,245 | 239              | 149,411   | 4,370            | 221,064    | 1,041            | 177,401 | 211              | 51,340  | 16,212           | 910,646              |
| 02/03 | 14,788           | 745,231 | 234              | 145,864   | 4,875            | 232,894    | 1,050            | 142,515 | 179              | 27,460  | 15,838           | 887,747              |
| 03/03 | 9,542            | 706,032 | 222              | 131,143   | 4,831            | 210,362    | 1,150            | 130,750 | 246              | 28,506  | 10,692           | 836,781              |
| 04/03 | 7,293            | 758,779 | 225              | 178,076   | 4,247            | 229,646    | 1,182            | 172,827 | 252              | 34,514  | 8,475            | 931,605              |
| 04/06 | 7,487            | 756,860 | 228              | 180,402   | 4,297            | 236,769    | 1,194            | 195,905 | 248              | 35,234  | 8,681            | 952,766              |
| 04/09 | 7,554            | 796,249 | 228              | 180,691   | 4,240            | 233,463    | 1,184            | 188,614 | 233              | 33,445  | 8,738            | 984,863              |
| 04/12 | 7,615            | 827,963 | 227              | 191,773   | 4,196            | 239,821    | 1,170            | 195,672 | 229              | 36,338  | 8,785            | 1,023,636            |

Note: Assets under management are based on the contract amount until 01/03, wheras from 02/03 based on the market value basis.

### Percentage changes from the previous year (or term)

|       |                  |           | Domestic         | Clients    |                  |            |                  | Oversea     | s Clients        |             |                  | otal       |
|-------|------------------|-----------|------------------|------------|------------------|------------|------------------|-------------|------------------|-------------|------------------|------------|
|       | Sub-t            | otal      | Public Pens      | sion Funds | Private Pen      | sion Funds | Sub-             | total       | Pension          | Funds       | 10               | Ital       |
|       | No. of Contracts | Amount    | No. of Contracts | Amount     | No. of Contracts | Amount     | No. of Contracts | Amount      | No. of Contracts | Amount      | No. of Contracts | Amount     |
| 93/03 | -12.09%          | -3.77%    | 4.44%            | 23.52%     | 93.81%           | 75.42%     | 30.36%           | 16.98%      | 59.39%           | 24.07%      | -3.07%           | 4.07%      |
| 94/03 | -8.00%           | 2.35%     | 22.34%           | 28.69%     | 54.79%           | 60.03%     | 9.85%            | 17.33%      | 15.27%           | 18.30%      | -2.90%           | 8.71%      |
| 95/03 | -8.00%           | -0.04%    | 19.13%           | 21.60%     | 86.25%           | 56.40%     | -18.55%          | -6.28%      | -28.01%          | 7.42%       | -11.41%          | -2.90%     |
| 96/03 | -6.09%           | 12.05%    | 32.85%           | 37.81%     | 47.05%           | 49.16%     | 12.39%           | 29.38%      | 1.26%            | 34.00%      | -0.60%           | 19.72%     |
| 97/03 | 11.44%           | 33.48%    | 36.81%           | 89.12%     | 103.26%          | 125.83%    | 1.66%            | 10.07%      | 8.00%            | 28.58%      | 8.15%            | 22.28%     |
| 98/03 | 1.59%            | 17.29%    | 4.82%            | 21.67%     | 43.70%           | 60.69%     | -4.40%           | -3.16%      | 4.90%            | 8.45%       | -0.30%           | 8.49%      |
| 99/03 | 86.39%           | 38.78%    | -2.68%           | 22.31%     | 30.37%           | 52.94%     | -14.41%          | -16.58%     | -6.87%           | -7.73%      | 55.86%           | 17.51%     |
| 00/03 | 63.36%           | 24.86%    | -6.30%           | 15.34%     | 24.55%           | 39.87%     | -7.11%           | 32.82%      | -7.48%           | 23.21%      | 51.64%           | 27.03%     |
| 01/03 | -5.17%           | 13.13%    | 0.42%            | 0.37%      | 15.61%           | 25.96%     | -42.64%          | -31.38%     | -77.55%          | -59.06%     | -8.99%           | 0.44%      |
| 02/03 | -2.52%           | ( 1.63% ) | -2.09%           | ( -2.37% ) | 11.56%           | (5.35%)    | 0.86%            | ( -19.66% ) | -15.17%          | ( -46.51% ) | -2.31%           | ( -2.51% ) |
| 03/03 | -35.47%          | -5.26%    | -5.13%           | -10.09%    | -0.90%           | -9.67%     | 9.52%            | -8.26%      | 37.43%           | 3.81%       | -32.49%          | -5.74%     |
| 04/03 | -23.57%          | 7.47%     | 1.35%            | 35.79%     | -12.09%          | 9.17%      | 2.78%            | 32.18%      | 2.44%            | 21.08%      | -20.74%          | 11.33%     |
| 04/06 | 2.66%            | -0.25%    | 1.33%            | 1.31%      | 1.18%            | 3.10%      | 1.02%            | 13.35%      | -1.59%           | 2.09%       | 2.43%            | 2.27%      |
| 04/09 | 0.89%            | 5.20%     | 0.00%            | 0.16%      | -1.33%           | -1.40%     | -0.84%           | -3.72%      | -6.05%           | -5.08%      | 0.66%            | 3.37%      |
| 04/12 | 0.81%            | 3.98%     | -0.44%           | 6.13%      | -1.04%           | 2.72%      | -1.18%           | 3.74%       | -1.72%           | 8.65%       | 0.54%            | 3.94%      |

Note: Figures in the parenthesis indicate the above-mentioned change in calculation standard.

#### Assets Under Management by types of investment

Number of Contracts

|       |        | Domestic |        |        | Overseas |        |        | Global |        | Total |
|-------|--------|----------|--------|--------|----------|--------|--------|--------|--------|-------|
|       | Stocks | Bonds    | Others | Stocks | Bonds    | Others | Stocks | Bonds  | Others | Total |
| 02/03 | 2,221  | 320      | 565    | 607    | 218      | 122    | 405    | 96     | 2,359  | 6,913 |
| 03/03 | 2,302  | 384      | 350    | 706    | 290      | 122    | 422    | 179    | 2,139  | 6,894 |
| 04/03 | 2,278  | 362      | 259    | 660    | 410      | 175    | 338    | 211    | 1,636  | 6,329 |
| 04/06 | 2,544  | 377      | 272    | 645    | 434      | 228    | 346    | 211    | 1,602  | 6,659 |
| 04/09 | 2,767  | 365      | 272    | 642    | 426      | 235    | 329    | 219    | 1,553  | 6,808 |
| 04/12 | 3,040  | 356      | 259    | 642    | 416      | 236    | 311    | 216    | 1,523  | 6,999 |

Percentage changes from the previous year (or term)

|       |        | Domestic |         |        | Overseas |        |         | Global |         | Total  |
|-------|--------|----------|---------|--------|----------|--------|---------|--------|---------|--------|
|       | Stocks | Bonds    | Others  | Stocks | Bonds    | Others | Stocks  | Bonds  | Others  | TOtal  |
| 03/03 | 3.65%  | 20.00%   | -38.05% | 16.31% | 33.03%   | 0.00%  | 4.20%   | 86.46% | -9.33%  | -0.27% |
| 04/03 | -1.04% | -5.73%   | -26.00% | -6.52% | 41.38%   | 43.44% | -19.91% | 17.88% | -23.52% | -8.20% |
| 04/06 | 11.68% | 4.14%    | 5.02%   | -2.27% | 5.85%    | 30.29% | 2.37%   | 0.00%  | -2.08%  | 5.21%  |
| 04/09 | 8.77%  | -3.18%   | 0.00%   | -0.47% | -1.84%   | 3.07%  | -4.91%  | 3.79%  | -3.06%  | 2.24%  |
| 04/12 | 9.87%  | -2.47%   | -4.78%  | 0.00%  | -2.35%   | 0.43%  | -5.47%  | -1.37% | -1.93%  | 2.81%  |

Amount of Assets (Unit : ¥100 million)

|   |       |         | Domestic |        |        | Overseas |        |        |        | Total   |         |
|---|-------|---------|----------|--------|--------|----------|--------|--------|--------|---------|---------|
| ı |       | Stocks  | Bonds    | Others | Stocks | Bonds    | Others | Stocks | Bonds  | Others  | TOTAL   |
| ĺ | 02/03 | 152,644 | 85,313   | 33,057 | 41,628 | 27,664   | 9,875  | 27,607 | 9,618  | 164,272 | 551,679 |
|   | 03/03 | 127,097 | 87,889   | 20,060 | 44,153 | 60,410   | 7,465  | 25,646 | 28,026 | 136,293 | 537,039 |
|   | 04/03 | 206,020 | 82,761   | 16,243 | 61,434 | 92,407   | 7,579  | 29,832 | 17,751 | 122,664 | 636,692 |
|   | 04/06 | 235,860 | 81,367   | 16,834 | 67,297 | 97,777   | 9,511  | 32,069 | 15,698 | 123,442 | 679,855 |
|   | 04/09 | 222,562 | 79,122   | 20,812 | 71,070 | 85,123   | 9,802  | 28,835 | 72,926 | 135,277 | 725,530 |
|   | 04/12 | 235,135 | 87,943   | 21,748 | 75,327 | 82,419   | 9,854  | 29,521 | 76,323 | 138,131 | 756,400 |

Percentage changes from the previous year (or term)

|       |         | Domestic |         |        | Overseas |         |         | Global  |         | Total  |
|-------|---------|----------|---------|--------|----------|---------|---------|---------|---------|--------|
|       | Stocks  | Bonds    | Others  | Stocks | Bonds    | Others  | Stocks  | Bonds   | Others  | TULAI  |
| 03/03 | -16.74% | 3.02%    | -39.32% | 6.07%  | 118.37%  | -24.41% | -7.10%  | 191.38% | -17.03% | -2.65% |
| 04/03 | 62.10%  | -5.83%   | -19.03% | 39.14% | 52.97%   | 1.54%   | 16.32%  | -36.66% | -10.00% | 18.56% |
| 04/06 | 14.48%  | -1.69%   | 3.64%   | 9.54%  | 5.81%    | 25.48%  | 7.50%   | -11.57% | 0.63%   | 6.78%  |
| 04/06 | 14.48%  | -1.69%   | 3.64%   | 9.54%  | 5.81%    | 25.48%  | 7.50%   | -11.57% | 0.63%   | 6.78%  |
| 04/09 | -5.64%  | -2.76%   | 23.63%  | 5.61%  | -12.94%  | 3.07%   | -10.08% | 364.57% | 9.59%   | 6.72%  |
| 04/12 | 5.65%   | 11.15%   | 4.50%   | 5.99%  | -3.18%   | 0.53%   | 2.38%   | 4.66%   | 2.11%   | 4.25%  |

Percentage

|       |        | Domestic |        |        | Overseas |        | Global |        |        | Total   |  |
|-------|--------|----------|--------|--------|----------|--------|--------|--------|--------|---------|--|
|       | Stocks | Bonds    | Others | Stocks | Bonds    | Others | Stocks | Bonds  | Others | TOtal   |  |
| 02/03 | 27.67% | 15.46%   | 5.99%  | 7.55%  | 5.01%    | 1.79%  | 5.00%  | 1.74%  | 29.78% | 100.00% |  |
| 03/03 | 23.67% | 16.37%   | 3.74%  | 8.22%  | 11.25%   | 1.39%  | 4.78%  | 5.22%  | 25.38% | 100.00% |  |
| 04/03 | 32.36% | 13.00%   | 2.55%  | 9.65%  | 14.51%   | 1.19%  | 4.69%  | 2.79%  | 19.27% | 100.00% |  |
| 04/06 | 34.69% | 11.97%   | 2.48%  | 9.90%  | 14.38%   | 1.40%  | 4.72%  | 2.31%  | 18.16% | 100.00% |  |
| 04/09 | 30.68% | 10.91%   | 2.87%  | 9.80%  | 11.73%   | 1.35%  | 3.97%  | 10.05% | 18.65% | 100.00% |  |
| 04/12 | 31.09% | 11.63%   | 2.88%  | 9.96%  | 10.90%   | 1.30%  | 3.90%  | 10.09% | 18.26% | 100.00% |  |

### Discretionary Investment Contracts by size of Assets Under Management

Number of Contracts

| Humbor of Ot |                      |                 |                 |                  |                  |                      |       |
|--------------|----------------------|-----------------|-----------------|------------------|------------------|----------------------|-------|
|              | Less than ¥1 billion | Over ¥1 billion | Over ¥5 billion | Over ¥10 billion | Over ¥50 billion | Over ¥100<br>billion | Total |
| 02/03        | 1,825                | 3,380           | 785             | 746              | 100              | 77                   | 6,913 |
| 03/03        | 2,191                | 3,209           | 685             | 638              | 92               | 79                   | 6,894 |
| 04/03        | 1,576                | 2,958           | 834             | 748              | 110              | 103                  | 6,329 |
| 04/06        | 1,765                | 3,018           | 848             | 803              | 119              | 106                  | 6,659 |
| 04/09        | 1,965                | 2,999           | 833             | 778              | 127              | 106                  | 6,808 |
| 04/12        | 2,142                | 2,957           | 861             | 801              | 123              | 115                  | 6,999 |

Percentage changes from the previous year (or term)

|       | Less than ¥1 billion | Over ¥1 billion | Over ¥5 billion | Over ¥10<br>billion | Over ¥50<br>billion | Over ¥100<br>billion | Total  |
|-------|----------------------|-----------------|-----------------|---------------------|---------------------|----------------------|--------|
| 03/03 | 20.05%               | -5.06%          | -12.74%         | -14.48%             | -8.00%              | 2.60%                | -0.27% |
| 04/03 | -28.07%              | -7.82%          | 21.75%          | 17.24%              | 19.57%              | 30.38%               | -8.20% |
| 04/06 | 11.99%               | 2.03%           | 1.68%           | 7.35%               | 8.18%               | 2.91%                | 5.21%  |
| 04/09 | 11.33%               | -0.63%          | -1.77%          | -3.11%              | 6.72%               | 0.00%                | 2.24%  |
| 04/12 | 9.01%                | -1.40%          | 3.36%           | 2.96%               | -3.15%              | 8.49%                | 2.81%  |

Amount of Assets

(Unit: ¥100 million)

|       | Less than ¥1 billion | Over ¥1 billion | Over ¥5 billion | Over ¥10<br>billion | Over ¥50<br>billion | Over ¥100<br>billion | Total   |
|-------|----------------------|-----------------|-----------------|---------------------|---------------------|----------------------|---------|
| 02/03 | 8,881                | 80,201          | 57,630          | 149,657             | 69,759              | 185,551              | 551,679 |
| 03/03 | 10,809               | 75,023          | 48,038          | 127,824             | 63,593              | 211,753              | 537,039 |
| 04/03 | 6,602                | 71,773          | 59,274          | 154,245             | 78,250              | 266,549              | 636,692 |
| 04/06 | 6,423                | 72,572          | 58,463          | 169,829             | 83,386              | 289,182              | 679,855 |
| 04/09 | 6,682                | 72,934          | 58,229          | 160,096             | 88,953              | 338,636              | 725,530 |
| 04/12 | 6,264                | 71,884          | 59,977          | 167,190             | 85,175              | 365,912              | 756,400 |

Percentage changes from the previous year (or term)

| i oroontago o | mangoo mom t         | no provious ye  | on torring      |                     |                     |                      |        |
|---------------|----------------------|-----------------|-----------------|---------------------|---------------------|----------------------|--------|
|               | Less than ¥1 billion | Over ¥1 billion | Over ¥5 billion | Over ¥10<br>billion | Over ¥50<br>billion | Over ¥100<br>billion | Total  |
| 03/03         | 21.71%               | -6.46%          | -16.64%         | -14.59%             | -8.84%              | 14.12%               | -2.65% |
| 04/03         | -38.92%              | -4.33%          | 23.39%          | 20.67%              | 23.05%              | 25.88%               | 18.56% |
| 04/06         | -2.71%               | 1.11%           | -1.37%          | 10.10%              | 6.56%               | 8.49%                | 6.78%  |
| 04/09         | 4.04%                | 0.50%           | -0.40%          | -5.73%              | 6.68%               | 17.10%               | 6.72%  |
| 04/12         | -6.26%               | -1.44%          | 3.00%           | 4.43%               | -4.25%              | 8.05%                | 4.25%  |

Percentage

|       | Less than ¥1 billion | Over ¥1 billion | Over ¥5 billion | Over ¥10<br>billion | Over ¥50<br>billion | Over ¥100<br>billion | Total   |
|-------|----------------------|-----------------|-----------------|---------------------|---------------------|----------------------|---------|
| 02/03 | 1.61%                | 14.54%          | 10.45%          | 27.13%              | 12.64%              | 33.63%               | 100.00% |
| 03/03 | 2.01%                | 13.97%          | 8.94%           | 23.80%              | 11.84%              | 39.43%               | 100.00% |
| 04/03 | 1.04%                | 11.27%          | 9.31%           | 24.23%              | 12.29%              | 41.86%               | 100.00% |
| 04/06 | 0.94%                | 10.67%          | 8.60%           | 24.98%              | 12.27%              | 42.54%               | 100.00% |
| 04/09 | 0.92%                | 10.05%          | 8.03%           | 22.07%              | 12.26%              | 46.67%               | 100.00% |
| 04/12 | 0.83%                | 9.50%           | 7.93%           | 22.10%              | 11.26%              | 48.38%               | 100.00% |

## <u>Discretionary Assets Under Managemnet by area invested</u>

Amount of Assets

| Amount of A | Assets  |          |             |        |        |             |        |       |             |        |             |             |        |             |             |        | (Unit: ¥ | 100 million) |
|-------------|---------|----------|-------------|--------|--------|-------------|--------|-------|-------------|--------|-------------|-------------|--------|-------------|-------------|--------|----------|--------------|
|             |         | Domestic |             |        | USA    |             |        | UK    |             | Eu     | rope (excep | ot UK)      | (      | Other overs | eas         |        | Others   |              |
|             |         |          | Short term  |        |        | Short term  |        |       | Short term  |        |             | Short term  |        |             | Short term  |        |          | Short term   |
|             | Stocks  | Bonds    | investment  | Stocks | Bonds  | investment  | Stocks | Bonds | investment  | Stocks | Bonds       | investment  | Stocks | Bonds       | investment  | Stocks | Dondo    | investment   |
|             | Stocks  | Donus    | s including | Stocks | Dunus  | s including | Stocks | Donus | s including | Stocks | Donus       | s including | Stocks | Dunus       | s including | Stocks | Bonds    | s including  |
|             |         |          | others      |        |        | others      |        |       | others      |        |             | others      |        |             | others      |        |          | others       |
| 02/03       | 213,943 | 144,093  | 34,132      | 43,826 | 28,156 | 1,176       | 7,805  | 2,508 | 1,346       | 16,394 | 22,375      | 60          | 5,750  | 3,513       | 1,646       | 11,917 | 4,323    | 8,718        |
| 03/03       | 168,234 | 151,690  | 27,542      | 37,837 | 58,941 | 1,028       | 7,413  | 3,310 | 426         | 11,438 | 27,813      | 213         | 4,681  | 4,064       | 961         | 12,441 | 8,397    | 10,610       |
| 04/03       | 250,563 | 135,647  | 26,798      | 45,502 | 57,753 | 1,190       | 9,350  | 4,005 | 50          | 17,343 | 33,486      | 829         | 9,242  | 5,980       | 2,313       | 10,205 | 9,194    | 17,243       |
| 04/06       | 279,207 | 133,633  | 27,345      | 49,834 | 59,489 | 1,528       | 10,248 | 5,116 | 96          | 18,230 | 36,516      | 1,058       | 7,889  | 6,991       | 3,057       | 11,496 | 10,083   | 18,041       |
| 04/09       | 261,366 | 162,503  | 25,527      | 50,261 | 73,441 | 1,932       | 10,631 | 5,712 | 17          | 19,179 | 39,836      | 974         | 9,991  | 7,537       | 3,289       | 10,566 | 10,913   | 31,855       |
| 04/12       | 273,469 | 167,304  | 27,008      | 52,667 | 68,834 | 2,545       | 11,446 | 5,830 | 49          | 21,740 | 46,825      | 1,041       | 10,433 | 8,618       | 2,973       | 10,482 | 10,810   | 34,328       |

Percentage changes from the previous year (or term)

|       |         | Domestic |             |              | USA        |             |        | UK         |             | Europe (except UK) Other overseas |            | eas          | Others     |        |             |            |        |             |
|-------|---------|----------|-------------|--------------|------------|-------------|--------|------------|-------------|-----------------------------------|------------|--------------|------------|--------|-------------|------------|--------|-------------|
|       |         |          | Short term  | Stocks Bonds |            | Short term  |        |            | Short term  |                                   |            | Short term   |            |        | Short term  |            |        | Short term  |
| S     | Stocks  | Bonds    | investment  |              | investment | Stocks Bond | Bonds  | investment | Stocks      | Bonds                             | investment | Stocks Bonds | investment | Stocks | Bonds       | investment |        |             |
|       | Otooks  | Donas    | s including | Otocks       | Donas      | s including | Otooks | Donas      | s including | Otocks                            | Donas      | s including  | Otocko     | Donas  | s including | Otooks     | Donas  | s including |
|       |         |          | others      |              |            | others      |        |            | others      |                                   |            | others       |            |        | others      |            |        | others      |
| 03/03 | -21.37% | 5.27%    | -19.31%     | -13.67%      | 109.33%    | -12.59%     | -5.02% | 31.97%     | -68.34%     | -30.23%                           | 24.31%     | 254.90%      | -18.59%    | 15.68% | -41.62%     | 4.40%      | 94.25% | 21.71%      |
| 04/03 | 48.94%  | -10.58%  | -2.70%      | 20.26%       | -2.02%     | 15.76%      | 26.12% | 21.02%     | -88.16%     | 51.63%                            | 20.40%     | 288.70%      | 97.41%     | 47.17% | 140.71%     | -17.97%    | 9.48%  | 62.51%      |
| 04/06 | 11.43%  | -1.48%   | 2.04%       | 9.52%        | 3.01%      | 28.43%      | 9.61%  | 27.73%     | 91.00%      | 5.11%                             | 9.05%      | 27.63%       | -14.64%    | 16.89% | 32.19%      | 12.65%     | 9.67%  | 4.62%       |
| 04/09 | -6.39%  | 21.60%   | -6.65%      | 0.86%        | 23.45%     | 26.40%      | 3.73%  | 11.65%     | -82.29%     | 5.21%                             | 9.09%      | -7.90%       | 26.65%     | 7.82%  | 7.57%       | -8.08%     | 8.23%  | 76.57%      |
| 04/12 | 4.63%   | 2.95%    | 5.80%       | 4.79%        | -6.27%     | 31.75%      | 7.67%  | 2.06%      | 185.18%     | 13.35%                            | 17.55%     | 6.91%        | 4.42%      | 14.35% | -9.60%      | -0.80%     | -0.94% | 7.76%       |

Percentage

| Percentage |        |         |  |        |        |  |        |       |  |                    |       |  |                |       |  |        |       |  |
|------------|--------|---------|--|--------|--------|--|--------|-------|--|--------------------|-------|--|----------------|-------|--|--------|-------|--|
|            |        | Domesti | 0  |        | USA    |  |        | UK    |  | Europe (except UK) |       |  | Other overseas |       |  | Others |       |  |
|            | Stocks | Bonds   | Short term investment s including others | Stocks | Bonds  | Short term investment s including others | Stocks | Bonds | Short term investment s including others | Stocks             | Bonds | Short term investment s including others | Stocks         | Bonds | Short term investment s including others | Stocks | Bonds | Short term investment s including others |
| 02/03      | 38.78% | 26.12%  | 6.19%                                    | 7.94%  | 5.10%  | 0.21%                                    | 1.41%  | 0.45% | 0.24%                                    | 2.97%              | 4.06% | 0.01%                                    | 1.04%          | 0.64% | 0.30%                                    | 2.16%  | 0.78% | 1.58%                                    |
| 03/03      | 31.33% | 28.25%  | 5.13%                                    | 7.05%  | 10.98% | 0.19%                                    | 1.38%  | 0.62% | 0.08%                                    | 2.13%              | 5.18% | 0.04%                                    | 0.87%          | 0.76% | 0.18%                                    | 2.32%  | 1.56% | 1.98%                                    |
| 04/03      | 39.35% | 21.30%  | 4.21%                                    | 7.15%  | 9.07%  | 0.19%                                    | 1.47%  | 0.63% | 0.01%                                    | 2.72%              | 5.26% | 0.13%                                    | 1.45%          | 0.94% | 0.36%                                    | 1.60%  | 1.44% | 2.71%                                    |
| 04/06      | 41.07% | 19.66%  | 4.02%                                    | 7.33%  | 8.75%  | 0.22%                                    | 1.51%  | 0.75% | 0.01%                                    | 2.68%              | 5.37% | 0.16%                                    | 1.16%          | 1.03% | 0.45%                                    | 1.69%  | 1.48% | 2.65%                                    |
| 04/09      | 36.02% | 22.40%  | 3.52%                                    | 6.93%  | 10.12% | 0.27%                                    | 1.47%  | 0.79% | 0.00%                                    | 2.64%              | 5.49% | 0.13%                                    | 1.38%          | 1.04% | 0.45%                                    | 1.46%  | 1.50% | 4.39%                                    |
| 04/12      | 36.15% | 22.12%  | 3.57%                                    | 6.96%  | 9.10%  | 0.34%                                    | 1.51%  | 0.77% | 0.01%                                    | 2.87%              | 6.19% | 0.14%                                    | 1.38%          | 1.14% | 0.39%                                    | 1.39%  | 1.43% | 4.54%                                    |

## Members of JSIAA

|       | Discretionary Invesrment Advisers | (also carrying out investment trust management business) | Non-Discretionary Investment Advisers |
|-------|-----------------------------------|--|---------------------------------------|
| 92/03 | 152                               |  | 189                                   |
| 93/03 | 154                               |  | 164                                   |
| 94/03 | 150                               |  | 150                                   |
| 95/03 | 151                               |  | 145                                   |
| 96/03 | 147                               | 12   | 142                                   |
| 97/03 | 145                               | 21   | 138                                   |
| 98/03 | 137                               | 35   | 121                                   |
| 99/03 | 130                               | 48   | 98                                    |
| 00/03 | 125                               | 58   | 90                                    |
| 01/03 | 126                               | 68   | 90                                    |
| 02/03 | 129                               | 65   | 86                                    |
| 03/03 | 121                               | 65   | 77                                    |
| 04/03 | 118                               | 64   | 76                                    |
| 04/06 | 118                               | 64   | 75                                    |
| 04/09 | 119                               | 64   | 82                                    |
| 04/12 | 121                               | 63   | 82                                    |

### Complaints and Consultations

|       |  | Complaints   |       |  | Consultations                                      | <u> </u> |  | Total  |       |
|-------|--|--|-------|--|--|----------|--|--|-------|
|       | about members'<br>conducts and<br>services | about non-<br>members'<br>conducts and<br>services | Total | about members'<br>conducts and<br>services | about non-<br>members'<br>conducts and<br>services | Total    | about members'<br>conducts and<br>services | about non-<br>members'<br>conducts and<br>services | Total |
| 92/03 | 17   | 9  | 26    | 7  | 6  | 13       | 24   | 15   | 39    |
| 93/03 | 12   | 10   | 22    | 4  | 1  | 5        | 16   | 11   | 27    |
| 94/03 | 9  | 7  | 16    | 3  | 2  | 5        | 12   | 9  | 21    |
| 95/03 | 9  | 4  | 13    | 5  | 3  | 8        | 14   | 7  | 21    |
| 96/03 | 12   | 4  | 16    | 11   | 7  | 18       | 23   | 11   | 34    |
| 97/03 | 15   | 12   | 27    | 3  | 0  | 3        | 18   | 12   | 30    |
| 98/03 | 21   | 5  | 26    | 0  | 0  | 0        | 21   | 5  | 26    |
| 99/03 | 10   | 13   | 23    | 1  | 1  | 2        | 11   | 14   | 25    |
| 00/03 | 6  | 4  | 10    | 4  | 5  | 9        | 10   | 9  | 19    |
| 01/03 | 8  | 16   | 24    | 7  | 13   | 20       | 15   | 29   | 44    |
| 02/03 | 15   | 6  | 21    | 13   | 27   | 40       | 28   | 33   | 61    |
| 03/03 | 33   | 11   | 44    | 13   | 12   | 25       | 46   | 23   | 69    |
| 04/03 | 31   | 15   | 46    | 21   | 13   | 34       | 52   | 28   | 80    |
| 04/06 | 9  | 4  | 13    | 4  | 4  | 8        | 13   | 8  | 21    |
| 04/09 | 4  | 2  | 6     | 5  | 1  | 6        | 9  | 3  | 12    |
| 04/12 | 13   | 0  | 13    | 6  | 4  | 10       | 19   | 4  | 23    |