

Statistical Data, March 2013

Major data

	Assets under management	Change from March 2012
Discretionary investment management	Yen 154 trillion	+ Yen 24 trillion (+18.16%)
Investment advice	Yen 29 trillion	+ Yen 3 trillion (+13.55%)
Total	Yen 183 trillion	+ Yen 27 trillion (+17.39%)

Highlights

- ✓ The total amount of assets under management (AUM) of all member firms was Yen 183 trillion as of March 2013. It increased, Yen 27 trillion, from March 2012.
- ✓ The amount of AUM of discretionary investment management increased by Yen 24 trillion, and that of investment advice increased by Yen 3 trillion.
- ✓ Under the AUM of discretionary investment management, assets of domestic clients increased by Yen 24 trillion, while those of overseas clients decreased by Yen 55 billion.
- ✓ The amount of AUM of wrap accounts was Yen 769 billion and it increased by Yen 188 billion from March 2012. Number of contracts was 51,758 and it increased by 9,286.
- ✓ The amount of AUM of real estate private funds, both discretionary investment management and investment advice, was Yen 8,350 billion and it decreased by Yen 584 billion from March 2012.

Assets Under Management by Investment Management Members

Discretionary Investment Advisory Contracts and Collective Investment Schemes(excluding mutual funds)

(Unit : ¥ 100million)

	Domestic Clients						Overseas Clients				Real Estate Private Funds		Total		Collective Investment Schemes (excluding mutual funds)		Total	
	Sub-total		Public Pension Funds		Private Pension Funds		Sub-total		Pension Funds		Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount
	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount								
1994/3	4,480	137,345	111	13,433	286	9,586	407	24,078	167	7,445			4,887	161,423			4,887	161,423
1995/3	4,202	138,180	133	18,205	537	15,052	387	19,301	166	6,433			4,589	157,481			4,589	157,481
1996/3	3,997	149,285	178	26,751	792	22,503	429	26,420	185	10,075			4,426	175,705			4,426	175,705
1997/3	4,558	213,970	244	64,904	1,615	50,951	576	30,934	253	11,296			5,134	244,904			5,134	244,904
1998/3	4,857	260,005	256	82,046	2,323	81,939	530	25,372	215	9,282			5,387	285,377			5,387	285,377
1999/3	5,015	300,680	248	100,875	3,031	125,399	473	26,889	182	9,714			5,488	327,569			5,488	327,569
2000/3	5,517	368,787	231	119,231	3,775	175,187	500	60,201	182	16,288			6,017	428,988			6,017	428,988
2001/3	5,863	423,331	235	133,184	4,365	219,945	632	79,150	172	18,120			6,495	502,481			6,495	502,481
2002/3	6,166	473,348	234	145,864	4,869	232,015	747	78,331	153	15,638			6,913	551,679			6,913	551,679
2003/3	5,993	462,862	222	131,143	4,829	210,292	901	74,177	222	18,059			6,894	537,039			6,894	537,039
2004/3	5,370	520,741	225	178,076	4,245	229,643	959	115,951	228	25,971			6,329	636,692			6,329	636,692
2005/3	6,935	646,255	226	204,468	4,257	242,997	964	150,658	209	28,332			7,899	796,913			7,899	796,913
2006/3	28,615	840,519	219	264,020	4,553	309,905	1,130	262,708	248	49,993			29,745	1,103,228			29,745	1,103,228
2007/3	31,439	944,337	217	300,980	4,635	314,421	1,143	263,815	252	53,193			32,582	1,208,152			32,582	1,208,152
2008/3	48,173	994,142	251	422,319	4,980	300,102	1,226	174,156	267	35,366			49,399	1,168,298	37	1,602	49,436	1,169,900
2009/3	43,957	1,029,429	277	563,660	4,991	228,318	1,147	106,924	251	18,411			45,104	1,136,353	597	2,396	45,701	1,138,750
2010/3	48,068	1,156,209	276	688,505	4,926	254,544	978	127,317	160	17,198	455	36,901	49,501	1,320,427	133	1,961	49,634	1,322,389
2011/3	49,954	1,067,282	249	591,973	5,028	236,603	991	192,702	136	14,868	521	43,729	51,466	1,303,713	104	1,774	51,570	1,305,487
2012/3	48,746	1,061,949	249	564,303	4,990	226,744	936	198,485	116	13,799	589	47,290	50,271	1,307,724	93	1,663	50,364	1,309,386
2013/3	58,078	1,302,192	234	670,079	4,960	252,753	921	197,937	123	16,490	588	45,086	59,587	1,545,215	83	1,791	59,670	1,547,006

Note Assets under management are based on the contract amount until 2001/3, whereas from 2002/3 based on the market value basis.

Percentage changes from the previous year (or term)

	Domestic Clients						Overseas Clients				Real Estate Private Funds		Total		Collective Investment Schemes (excluding mutual funds)		Total	
	Sub-total		Public Pension Funds		Private Pension Funds		Sub-total		Pension Funds		Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount
	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount								
1995/3	-6.21%	0.61%	19.82%	35.53%	87.76%	57.02%	-4.91%	-19.84%	-0.60%	-13.59%			-6.10%	-2.44%			-6.10%	-2.44%
1996/3	-4.88%	8.04%	33.83%	46.94%	47.49%	49.50%	10.85%	36.88%	11.45%	56.61%			-3.55%	11.57%			-3.55%	11.57%
1997/3	14.04%	43.33%	37.08%	142.62%	103.91%	126.42%	34.27%	17.09%	36.76%	12.12%			16.00%	39.38%			16.00%	39.38%
1998/3	6.56%	21.51%	4.92%	26.41%	43.84%	60.82%	-7.99%	-17.98%	-15.02%	-17.83%			4.93%	16.53%			4.93%	16.53%
1999/3	3.25%	15.64%	-3.13%	22.95%	30.48%	53.04%	-10.75%	5.98%	-15.35%	4.65%			1.87%	14.78%			1.87%	14.78%
2000/3	10.01%	22.65%	-6.85%	18.20%	24.55%	39.70%	5.71%	123.89%	0.00%	67.68%			9.64%	30.96%			9.64%	30.96%
2001/3	6.27%	14.79%	1.73%	11.70%	15.63%	25.55%	26.40%	31.48%	-5.49%	11.25%			7.94%	17.13%			7.94%	17.13%
2002/3	5.17%	(11.82%)	-0.43%	(9.52%)	11.55%	(5.49%)	18.20%	(-1.04%)	-11.05%	(-13.70%)			6.44%	(9.79%)			6.44%	(9.79%)
2003/3	-2.81%	-2.22%	-5.13%	-10.09%	-0.82%	-9.36%	20.62%	-5.30%	45.10%	15.48%			-0.27%	-2.65%			-0.27%	-2.65%
2004/3	-10.40%	12.50%	1.35%	35.79%	-12.09%	9.20%	6.44%	56.32%	2.70%	43.81%			-8.20%	18.56%			-8.20%	18.56%
2005/3	29.14%	24.10%	0.44%	14.82%	0.28%	5.82%	0.52%	29.93%	-8.33%	9.09%			24.81%	25.16%			24.81%	25.16%
2006/3	312.62%	30.06%	-3.10%	29.13%	6.95%	27.53%	17.22%	74.37%	18.66%	76.46%			276.57%	38.44%			276.57%	38.44%
2007/3	9.87%	12.35%	-0.91%	14.00%	1.80%	1.46%	1.15%	0.42%	1.61%	6.40%			9.54%	9.51%			9.54%	9.51%
2008/3	53.23%	5.27%	15.67%	40.31%	7.44%	-4.55%	7.26%	-33.99%	5.95%	-33.51%			51.61%	-3.30%			51.73%	-3.17%
2009/3	-8.75%	3.55%	10.36%	33.47%	0.22%	-23.92%	-6.44%	-38.60%	-5.99%	-47.94%			-8.69%	-2.73%	1513.51%	49.62%	-7.56%	-2.66%
2010/3	9.35%	12.32%	-0.36%	22.15%	-1.30%	11.49%	-14.73%	19.07%	-36.25%	-6.59%			9.75%	16.20%	-77.72%	-18.16%	8.61%	16.13%
2011/3	3.92%	-7.69%	-9.78%	-14.02%	2.07%	-7.05%	1.33%	51.36%	-15.00%	-13.55%	14.51%	18.50%	3.97%	-1.27%	-21.80%	-9.53%	3.90%	-1.28%
2012/3	-2.42%	-0.50%	0.00%	-4.67%	-0.76%	-4.17%	-5.55%	3.00%	-14.71%	-7.19%	13.05%	8.14%	-2.32%	0.31%	-10.58%	-6.30%	-2.34%	0.30%
2013/3	19.14%	22.62%	-6.02%	18.74%	-0.60%	11.47%	-1.60%	-0.28%	6.03%	19.50%	-0.17%	-4.66%	18.53%	18.16%	-10.75%	7.72%	18.48%	18.15%

Assets Under Advice by Investment Management Members

(Unit : ¥ 100million)

	Domestic Clients						Overseas Clients				Real Estate Private Funds		Total	
	Sub-total		Public Pension Funds		Private Pension Funds		Sub-total		Pension Funds		Number of Contracts	Amount	Number of Contracts	Amount
	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount				
1994/3	892	75,956	4	13,935	5	105	2,159	156,440	1,154	47,514			3,051	232,396
1995/3	740	75,035	4	15,073	5	105	1,703	149,885	785	52,603			2,443	224,920
1996/3	644	89,622	4	19,108	5	105	1,920	192,480	778	69,036			2,564	282,102
1997/3	614	104,914	5	21,822	5	105	1,812	210,007	787	90,428			2,426	314,921
1998/3	397	114,020	5	23,475	5	105	1,753	207,963	876	101,033			2,150	321,983
1999/3	4,778	218,398	6	28,187	4	80	1,481	167,750	834	92,070			6,259	386,148
2000/3	10,481	279,333	7	29,628	5	323	1,315	198,327	758	109,120			11,796	477,660
2001/3	9,308	309,914	4	16,227	5	1,120	409	98,251	39	33,220			9,717	408,165
2002/3	8,622	271,883	0	0	6	879	303	64,185	26	11,822			8,925	336,068
2003/3	3,549	243,170	0	0	2	70	249	56,573	24	10,447			3,798	299,743
2004/3	1,923	238,038	0	0	2	4	223	56,875	24	8,543			2,146	294,913
2005/3	1,449	228,528	0	0	1	3	205	53,701	25	8,679			1,654	282,229
2006/3	1,031	282,816	0	0	1	9,239	218	66,291	24	9,402			1,249	349,107
2007/3	778	399,456	0	0	1	10,166	254	70,166	20	6,878			1,032	469,622
2008/3	764	278,912	0	0	1	9,607	270	58,079	14	5,725			1,034	336,991
2009/3	1,072	244,164	0	0	3	9,489	303	32,113	17	4,102			1,375	276,277
2010/3	567	202,268	0	0	3	10,548	242	33,166	12	6,229	463	48,172	1,272	283,606
2011/3	472	172,827	0	0	5	14,743	225	32,507	13	6,348	464	46,150	1,161	251,484
2012/3	230	180,940	0	0	7	17,311	240	33,914	10	5,799	391	42,057	861	256,910
2013/3	275	218,847	0	0	7	19,290	227	34,470	14	7,331	324	38,416	826	291,733

Note: Assets under management are based on the contract amount until 2001/3, whereas from 2002/3 based on the market value basis.

Percentage changes from the previous year (or term)

	Domestic Clients						Overseas Clients				Real Estate Private Funds		Total	
	Sub-total		Public Pension Funds		Private Pension Funds		Sub-total		Pension Funds		Number of Contracts	Amount	Number of Contracts	Amount
	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount				
1995/3	-17.04%	-1.21%	0.00%	8.17%	0.00%	0.00%	-21.12%	-4.19%	-31.98%	10.71%			-19.93%	-3.22%
1996/3	-12.97%	19.44%	0.00%	26.77%	0.00%	0.00%	12.74%	28.42%	-0.89%	31.24%			4.95%	25.42%
1997/3	-4.66%	17.06%	25.00%	14.20%	0.00%	0.00%	-5.63%	9.11%	1.16%	30.99%			-5.38%	11.63%
1998/3	-35.34%	8.68%	0.00%	7.58%	0.00%	0.00%	-3.26%	-0.97%	11.31%	11.73%			-11.38%	2.24%
1999/3	1103.53%	91.54%	20.00%	20.07%	-20.00%	-23.81%	-15.52%	-19.34%	-4.79%	-8.87%			191.12%	19.93%
2000/3	119.36%	27.90%	16.67%	5.11%	25.00%	303.13%	-11.21%	18.23%	-9.11%	18.52%			88.46%	23.70%
2001/3	-11.19%	10.95%	-42.86%	-45.23%	0.00%	247.13%	-68.90%	-50.46%	-94.85%	-69.56%			-17.62%	-14.55%
2002/3	(-7.37%)	(-12.27%)	(-100.00%)	(-100.00%)	20.00%	(-21.51%)	(-25.92%)	(-34.67%)	(-33.33%)	(-64.41%)			(-8.15%)	(-17.66%)
2003/3	-58.84%	-10.56%	---	---	-66.67%	-92.00%	-17.82%	-11.86%	-7.69%	-11.63%			-57.45%	-10.81%
2004/3	-45.82%	-2.11%	---	---	0.00%	-94.82%	-10.44%	0.54%	0.00%	-18.22%			-43.50%	-1.61%
2005/3	-24.65%	-4.00%	---	---	-50.00%	-29.67%	-8.07%	-5.58%	4.17%	1.59%			-22.93%	-4.30%
2006/3	-28.85%	23.76%	---	---	0.00%	360817.58%	6.34%	23.44%	-4.00%	8.32%			-24.49%	23.70%
2007/3	-24.54%	41.24%	---	---	0.00%	10.03%	16.51%	5.84%	-16.67%	-26.84%			-17.37%	34.52%
2008/3	-1.80%	-30.18%	---	---	0.00%	-5.50%	6.30%	-17.23%	-30.00%	-16.77%			0.19%	-28.24%
2009/3	40.31%	-12.46%	---	---	200.00%	-1.22%	12.22%	-44.71%	21.43%	-28.34%			32.98%	-18.02%
2010/3	-47.11%	-17.16%	---	---	0.00%	11.16%	-20.13%	3.28%	-29.41%	51.85%			-7.49%	2.65%
2011/3	-16.75%	-14.56%	---	---	66.67%	39.76%	-7.02%	-1.99%	8.33%	1.90%	0.22%	-4.20%	-8.73%	-11.33%
2012/3	-51.27%	4.69%	---	---	40.00%	17.42%	6.67%	4.33%	-23.08%	-8.65%	-15.73%	-8.87%	-25.84%	2.16%
2013/3	19.57%	20.95%	---	---	0.00%	11.43%	-5.42%	1.64%	40.00%	26.43%	-17.14%	-8.66%	-4.07%	13.55%

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

Total Assets Under Management and Advice by Investment Management Members

(Unit : ¥ 100million)

	Domestic Clients						Overseas Clients				Real Estate Private Funds		Total		Collective Investment Schemes (excluding mutual funds)		Total	
	Sub-total		Public Pension Funds		Private Pension Funds		Sub-total		Pension Funds		Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount
	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount								
1994/3	5,372	213,301	115	27,368	291	9,691	2,566	180,518	1,321	54,959			7,938	393,819			7,938	393,819
1995/3	4,942	213,215	137	33,278	542	15,157	2,090	169,186	951	59,036			7,032	382,401			7,032	382,401
1996/3	4,641	238,907	182	45,859	797	22,608	2,349	218,900	963	79,111			6,990	457,807			6,990	457,807
1997/3	5,172	318,884	249	86,726	1,620	51,056	2,388	240,941	1,040	101,724			7,560	559,825			7,560	559,825
1998/3	5,254	374,025	261	105,521	2,328	82,044	2,283	233,335	1,091	110,315			7,537	607,360			7,537	607,360
1999/3	9,793	519,078	254	129,062	3,035	125,479	1,954	194,639	1,016	101,784			11,747	713,717			11,747	713,717
2000/3	15,998	648,120	238	148,859	3,780	175,509	1,815	258,528	940	125,408			17,813	906,648			17,813	906,648
2001/3	15,171	733,245	239	149,411	4,370	221,064	1,041	177,401	211	51,340			16,212	910,646			16,212	910,646
2002/3	14,788	745,231	234	145,864	4,875	232,894	1,050	142,515	179	27,460			15,838	887,747			15,838	887,747
2003/3	9,542	706,032	222	131,143	4,831	210,362	1,150	130,750	246	28,506			10,692	836,781			10,692	836,781
2004/3	7,293	758,779	225	178,076	4,247	229,646	1,182	172,827	252	34,514			8,475	931,605			8,475	931,605
2005/3	8,384	874,783	226	204,468	4,258	242,999	1,169	204,359	234	37,011			9,553	1,079,142			9,553	1,079,142
2006/3	29,646	1,123,335	219	264,020	4,554	319,145	1,348	329,000	272	59,394			30,994	1,452,335			30,994	1,452,335
2007/3	32,217	1,343,793	217	300,980	4,636	324,587	1,397	333,981	272	60,071			33,614	1,677,774			33,614	1,677,774
2008/3	48,937	1,273,054	251	422,319	4,981	309,709	1,496	232,235	281	41,091			50,433	1,505,289	37	1,602	50,470	1,506,891
2009/3	45,029	1,273,593	277	563,660	4,994	237,807	1,450	139,037	268	22,514			46,479	1,412,630	597	2,396	47,076	1,415,027
2010/3	48,635	1,358,476	276	688,505	4,929	265,093	1,220	160,483	172	23,428	918	85,074	50,773	1,604,033	133	1,961	50,906	1,605,995
2011/3	50,426	1,240,109	249	591,973	5,033	251,345	1,216	225,209	149	21,216	985	89,879	52,627	1,555,197	104	1,774	52,731	1,556,971
2012/3	48,976	1,242,889	249	564,303	4,997	244,055	1,176	232,398	126	19,598	980	89,347	51,132	1,564,634	93	1,663	51,225	1,566,297
2013/3	58,353	1,521,039	234	670,079	4,967	272,044	1,148	232,407	137	23,821	912	83,503	60,413	1,836,948	83	1,791	60,496	1,838,739

Note: Assets under management are based on the contract amount until 2001/3, whereas from 2002/3 based on the market value basis.

Percentage changes from the previous year (or term)

	Domestic Clients						Overseas Clients				Real Estate Private Funds		Total		Collective Investment Schemes (excluding mutual funds)		Total	
	Sub-total		Public Pension Funds		Private Pension Funds		Sub-total		Pension Funds		Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount
	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount								
1995/3	-8.00%	-0.04%	19.13%	21.60%	86.25%	56.40%	-18.55%	-6.28%	-28.01%	7.42%			-11.41%	-2.90%			-11.41%	-2.90%
1996/3	-6.09%	12.05%	32.85%	37.81%	47.05%	49.16%	12.39%	29.38%	1.26%	34.00%			-0.60%	19.72%			-0.60%	19.72%
1997/3	11.44%	33.48%	36.81%	89.12%	103.26%	125.83%	1.66%	10.07%	8.00%	28.58%			8.15%	22.28%			8.15%	22.28%
1998/3	1.59%	17.29%	4.82%	21.67%	43.70%	60.69%	-4.40%	-3.16%	4.90%	8.45%			-0.30%	8.49%			-0.30%	8.49%
1999/3	86.39%	38.78%	-2.68%	22.31%	30.37%	52.94%	-14.41%	-16.58%	-6.87%	-7.73%			55.86%	17.51%			55.86%	17.51%
2000/3	63.36%	24.86%	-6.30%	15.34%	24.55%	39.87%	-7.11%	32.82%	-7.48%	23.21%			51.64%	27.03%			51.64%	27.03%
2001/3	-5.17%	13.13%	0.42%	0.37%	15.61%	25.96%	-42.64%	-31.38%	-77.55%	-59.06%			-8.99%	0.44%			-8.99%	0.44%
2002/3	-2.52%	(1.63%)	-2.09%	(-2.37%)	11.56%	(5.35%)	0.86%	(-19.66%)	-15.17%	(-46.51%)			-2.31%	(-2.51%)			-2.31%	(-2.51%)
2003/3	-35.47%	-5.26%	-5.13%	-10.09%	-0.90%	-9.67%	9.52%	-8.26%	37.43%	3.81%			-32.49%	-5.74%			-32.49%	-5.74%
2004/3	-23.57%	7.47%	1.35%	35.79%	-12.09%	9.17%	2.78%	32.18%	2.44%	21.08%			-20.74%	11.33%			-20.74%	11.33%
2005/3	14.96%	15.29%	0.44%	14.82%	0.26%	5.81%	-1.10%	18.25%	-7.14%	7.23%			12.72%	15.84%			12.72%	15.84%
2006/3	253.60%	28.41%	-3.10%	29.13%	6.95%	31.34%	15.31%	60.99%	16.24%	60.48%			224.44%	34.58%			224.44%	34.58%
2007/3	8.67%	19.63%	-0.91%	14.00%	1.80%	1.71%	3.64%	1.51%	0.00%	1.14%			8.45%	15.52%			8.45%	15.52%
2008/3	51.90%	-5.26%	15.67%	40.31%	7.44%	-4.58%	7.09%	-30.46%	3.31%	-31.60%			50.04%	-10.28%			50.15%	-10.19%
2009/3	-7.99%	0.04%	10.36%	33.47%	0.26%	-23.22%	-3.07%	-4.63%	-4.63%	-45.21%			-6.78%	-6.16%	1513.51%	49.62%	-6.72%	-6.10%
2010/3	8.01%	6.66%	-0.36%	22.15%	-1.30%	11.47%	-15.86%	15.43%	-35.82%	4.06%			9.24%	13.55%	-77.72%	-18.16%	8.14%	13.50%
2011/3	3.68%	-8.71%	-9.78%	-14.02%	2.11%	-5.19%	-0.33%	40.33%	-13.37%	-9.44%	7.30%	5.65%	3.65%	-3.04%	-21.80%	-9.53%	3.59%	-3.05%
2012/3	-2.88%	0.22%	0.00%	-4.67%	-0.72%	-2.90%	-3.29%	3.19%	-15.44%	-7.63%	-0.51%	-0.59%	-2.84%	0.61%	-10.58%	-6.30%	-2.86%	0.60%
2013/3	19.15%	22.38%	-6.02%	18.74%	-0.60%	11.47%	-2.38%	0.00%	8.73%	21.55%	-6.94%	-6.54%	18.15%	17.40%	-10.75%	7.72%	18.10%	17.39%

Assets Under Management of Wrap Accounts by Investment Management Members

(Unit : ¥ 100million)

	Discretionary Assets		Assets Under Advice		Total	
	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount
2006/3	22,689	3,364	861	77	23,550	3,441
2007/3	25,286	5,636	580	52	25,866	5,688
2008/3	41,615	7,469	496	40	42,111	7,508
2009/3	37,138	4,571	417	22	37,555	4,593
2010/3	41,773	5,696	317	22	42,090	5,718
2011/3	43,509	5,890	260	17	43,769	5,907
2012/3	42,467	5,799	5	6	42,472	5,805
2013/3	51,758	7,689	0	0	51,758	7,689

Note: Above figures are included in those of the previous pages.

※ "Wrap Accounts" mean those accounts in which clients pay one comprehensive asset-based fee which includes management fees, commissions for the execution of transactions, administrative fees, etc.

Percentage changes from the previous year (or term)

	Discretionary Assets		Assets Under Advice		Total	
	Number of Contracts	Amount	Number of Contracts	Amount	Number of Contracts	Amount
2007/3	11.45%	67.57%	-32.64%	-32.61%	9.83%	65.32%
2008/3	64.58%	32.51%	-14.48%	-24.19%	62.80%	31.99%
2009/3	-10.76%	-38.80%	-15.93%	-44.19%	-10.82%	-38.83%
2010/3	12.48%	24.63%	-23.98%	0.63%	12.08%	24.51%
2011/3	4.16%	3.40%	-17.98%	-22.22%	3.99%	3.30%
2012/3	-2.39%	-1.55%	-98.08%	-64.19%	-2.96%	-1.73%
2013/3	21.88%	32.60%	-100.00%	-100.00%	21.86%	32.46%

Assets Under Management of Real Estate Investment Management Members

(Unit : ¥ 100million)

	Discretionary Assets				Assets Under Advice				Total			
	Number of Contracts	<u>IN double layer scheme</u> No. of contracts with master scheme	Amount	<u>IN double layer scheme</u> Amount of assets under management for master scheme	Number of Contracts	<u>IN double layer scheme</u> No. of contracts with master scheme	Amount	<u>IN double layer scheme</u> Amount of assets under management for master scheme	Number of Contracts	<u>IN double layer scheme</u> No. of contracts with master scheme	Amount	<u>IN double layer scheme</u> Amount of assets under management for master scheme
2008/3	31	/	2,353	/	47	/	3,438	/	78	/	5,791	/
2009/3	406	/	32,283	/	414	/	43,824	/	820	/	76,107	/
2010/3	462	/	37,184	/	479	/	49,219	/	941	/	86,403	/
2011/3	521	52	43,729	4,353	464	30	46,150	4,075	985	82	89,879	8,428
2012/3	589	55	47,290	4,716	391	22	42,057	2,832	980	77	89,347	7,547
2013/3	588	54	45,086	4,312	324	19	38,416	2,715	912	73	83,503	7,027

Note: Above figures are included in those of the previous pages.

Percentage changes from the previous year (or term)

	Discretionary Assets				Assets Under Advice				Total			
	Number of Contracts	<u>IN double layer scheme</u> No. of contracts with master scheme	Amount	<u>IN double layer scheme</u> Amount of assets under management for master scheme	Number of Contracts	<u>IN double layer scheme</u> No. of contracts with master scheme	Amount	<u>IN double layer scheme</u> Amount of assets under management for master scheme	Number of Contracts	<u>IN double layer scheme</u> No. of contracts with master scheme	Amount	<u>IN double layer scheme</u> Amount of assets under management for master scheme
2009/3	1209.68%	/	1272.00%	/	780.85%	/	1174.70%	/	951.28%	/	1214.24%	/
2010/3	13.79%	/	15.18%	/	15.70%	/	12.31%	/	14.76%	/	13.53%	/
2011/3	12.77%	/	17.60%	/	-3.13%	/	-6.24%	/	4.68%	/	4.02%	/
2012/3	13.05%	5.77%	8.14%	8.34%	-15.73%	-26.67%	-8.87%	-30.51%	-0.51%	-6.10%	-0.59%	-10.45%
2013/3	-0.17%	-1.82%	-4.66%	-8.55%	-17.14%	-13.64%	-8.66%	-4.13%	-6.94%	-5.19%	-6.54%	-6.89%

Assets Under Management by Asset Class

Number of Contracts

	Domestic			Overseas			Global			Real Estate Private Funds	Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others		
2004/3	2,278	362	259	660	410	175	338	211	1,636		6,329
2005/3	3,735	373	263	633	418	263	310	216	1,688		7,899
2006/3	22,301	411	349	657	494	356	309	389	4,479		29,745
2007/3	14,417	431	562	701	514	445	305	356	14,851		32,582
2008/3	7,280	455	7,145	780	506	435	359	461	32,015		49,436
2009/3	4,047	484	11,473	746	529	1,028	334	371	26,689		45,701
2010/3	3,583	508	17,851	706	645	628	354	259	24,640	460	49,634
2010/3	3,583	508	17,851	706	645	628	354	259	24,640	460	49,634
2011/3	3,038	546	20,202	718	781	748	376	320	24,320	521	51,570
2012/3	2,516	510	19,364	722	835	785	369	375	24,299	589	50,364
2013/3	2,192	586	24,095	651	912	811	377	441	29,017	588	59,670

Percentage changes from the previous year (or term)

	Domestic			Overseas			Global			Real Estate Private Funds	Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others		
2005/3	63.96%	3.04%	1.54%	-4.09%	1.95%	50.29%	-8.28%	2.37%	3.18%		24.81%
2006/3	497.08%	10.19%	32.70%	3.79%	18.18%	35.36%	-0.32%	80.09%	165.34%		276.57%
2007/3	-35.35%	4.87%	61.03%	6.70%	4.05%	25.00%	-1.29%	-8.48%	231.57%		9.54%
2008/3	-49.50%	5.57%	1171.35%	11.27%	-1.56%	-2.25%	17.70%	29.49%	115.57%		51.73%
2009/3	-44.41%	6.37%	60.57%	-4.36%	4.55%	136.32%	-6.96%	-19.52%	-16.64%		-7.56%
2010/3	-11.47%	4.96%	55.59%	-5.36%	21.93%	-38.91%	5.99%	-30.19%	-7.68%		8.61%
2011/3	-15.21%	7.48%	13.17%	1.70%	21.09%	19.11%	6.21%	23.55%	-1.30%	13.26%	3.90%
2012/3	-17.18%	-6.59%	-4.15%	0.56%	6.91%	4.95%	-1.86%	17.19%	-0.09%	13.05%	-2.34%
2013/3	-12.88%	14.90%	24.43%	-9.83%	9.22%	3.31%	2.17%	17.60%	19.42%	-0.17%	18.48%

Amount of Assets

(Unit : ¥100 million)

	Domestic			Overseas			Global			Real Estate Private Funds	Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others		
2004/3	206,020	82,761	16,243	61,434	92,407	7,579	29,832	17,751	122,664		636,692
2005/3	252,155	102,189	17,229	79,718	91,578	10,682	31,541	81,071	130,751		796,913
2006/3	420,137	110,502	27,757	118,513	115,815	14,723	38,023	104,742	153,015		1,103,228
2007/3	406,225	131,631	35,698	136,261	127,842	20,287	41,104	124,037	185,066		1,208,152
2008/3	265,668	255,282	32,630	130,557	147,692	16,859	30,264	126,789	164,159		1,169,899
2009/3	184,831	333,624	60,844	114,362	173,111	13,502	20,123	115,031	123,321		1,138,750
2010/3	229,493	404,072	23,108	162,544	205,988	15,471	25,504	89,112	129,884	37,214	1,322,389
2011/3	204,019	411,006	22,913	124,651	277,552	15,320	32,057	62,463	111,777	43,729	1,305,487
2012/3	200,168	384,832	22,744	118,737	289,187	15,072	30,042	61,601	139,712	47,290	1,309,386
2013/3	266,167	402,713	27,294	141,458	291,351	66,687	71,695	80,489	154,064	45,086	1,547,006

Percentage changes from the previous year (or term)

	Domestic			Overseas			Global			Real Estate Private Funds	Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others		
2005/3	22.39%	23.47%	6.07%	29.76%	-0.90%	40.94%	5.73%	356.71%	6.59%		25.16%
2006/3	66.62%	8.13%	61.11%	48.67%	26.47%	37.83%	20.55%	29.20%	17.03%		38.44%
2007/3	-3.31%	19.12%	28.61%	14.98%	10.38%	37.79%	8.10%	18.42%	20.95%		9.51%
2008/3	-34.60%	93.94%	-8.60%	-4.19%	15.53%	-16.90%	-26.37%	2.22%	-11.30%		-3.17%
2009/3	-30.43%	30.69%	86.47%	-12.40%	17.21%	-19.92%	-33.51%	-9.27%	-24.88%		-2.66%
2010/3	24.16%	21.12%	-62.02%	42.13%	18.99%	14.59%	26.74%	-22.53%	5.32%		16.13%
2011/3	-11.10%	1.72%	-0.84%	-23.31%	34.74%	-0.98%	25.70%	-29.91%	-13.94%	17.51%	-1.28%
2012/3	-1.89%	-6.37%	-0.74%	-4.74%	4.19%	-1.62%	-6.29%	-1.38%	24.99%	8.14%	0.30%
2013/3	32.97%	4.65%	20.00%	19.14%	0.75%	342.45%	138.65%	30.66%	10.27%	-4.66%	18.15%

Percentage

	Domestic			Overseas			Global			Real Estate Private Funds	Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others		
2004/3	32.36%	13.00%	2.55%	9.65%	14.51%	1.19%	4.69%	2.79%	19.27%		100.00%
2005/3	31.64%	12.82%	2.16%	10.00%	11.49%	1.34%	3.96%	10.17%	16.41%		100.00%
2006/3	38.08%	10.02%	2.52%	10.74%	10.50%	1.33%	3.45%	9.49%	13.87%		100.00%
2007/3	33.62%	10.90%	2.95%	11.28%	10.58%	1.68%	3.40%	10.27%	15.32%		100.00%
2008/3	22.71%	21.82%	2.79%	11.16%	12.62%	1.44%	2.59%	10.84%	14.03%		100.00%
2009/3	16.23%	29.30%	5.34%	10.04%	15.20%	1.19%	1.77%	10.10%	10.83%		100.00%
2010/3	17.35%	30.56%	1.75%	12.29%	15.58%	1.17%	1.93%	6.74%	9.82%	2.81%	100.00%
2011/3	15.63%	31.48%	1.76%	9.55%	21.26%	1.17%	2.46%	4.78%	8.56%	3.35%	100.00%
2012/3	15.29%	29.39%	1.74%	9.07%	22.09%	1.15%	2.29%	4.70%	10.67%	3.61%	100.00%
2013/3	17.21%	26.03%	1.76%	9.14%	18.83%	4.31%	4.63%	5.20%	9.96%	2.91%	100.00%

Assets Under Management by Size

Number of Contracts

	Less than ¥1 billion	Over ¥1 billion	Over ¥5 billion	Over ¥10 billion	Over ¥50 billion	Over ¥100 billion	Total
2004/3	1,576	2,958	834	748	110	103	6,329
2005/3	3,012	2,931	874	849	110	123	7,899
2006/3	24,298	3,080	962	1,066	166	174	29,746
2007/3	27,019	3,087	995	1,134	163	184	32,582
2008/3	43,802	3,388	948	1,023	122	153	49,436
2009/3	40,682	3,204	754	822	118	121	45,701
2010/3	44,384	3,261	822	904	104	159	49,634
2011/3	46,083	3,063	734	780	117	168	50,945
2012/3	44,999	2,951	682	773	107	164	49,676
2013/3	54,092	3,008	697	863	132	198	58,990

Percentage changes from the previous year (or term)

	Less than ¥1 billion	Over ¥1 billion	Over ¥5 billion	Over ¥10 billion	Over ¥50 billion	Over ¥100 billion	Total
2005/3	91.12%	-0.91%	4.80%	13.50%	0.00%	19.42%	24.81%
2006/3	706.71%	5.08%	10.07%	25.56%	50.91%	41.46%	276.58%
2007/3	11.20%	0.23%	3.43%	6.38%	-1.81%	5.75%	9.53%
2008/3	62.12%	9.75%	-4.72%	-9.79%	-25.15%	-16.85%	51.73%
2009/3	-7.12%	-5.43%	-20.46%	-19.65%	-3.28%	-20.92%	-7.56%
2010/3	9.10%	1.78%	9.02%	9.98%	-11.86%	31.40%	8.61%
2011/3	3.83%	-6.07%	-10.71%	-13.72%	12.50%	5.66%	2.64%
2012/3	-2.35%	-3.66%	-7.08%	-0.90%	-8.55%	-2.38%	-2.49%
2013/3	20.21%	1.93%	2.20%	11.64%	23.36%	20.73%	18.75%

Amount of Assets

(Unit : ¥100 million)

	Less than ¥1 billion	Over ¥1 billion	Over ¥5 billion	Over ¥10 billion	Over ¥50 billion	Over ¥100 billion	Total
2004/3	6,602	71,773	59,274	154,245	78,250	266,549	636,692
2005/3	6,027	70,913	60,306	176,392	77,541	405,734	796,913
2006/3	8,852	77,754	67,620	225,773	113,138	610,090	1,103,228
2007/3	11,542	77,154	69,082	243,264	110,873	696,237	1,208,152
2008/3	15,760	83,637	66,092	218,314	84,849	701,247	1,169,900
2009/3	16,951	75,420	52,230	183,703	82,255	728,190	1,138,750
2010/3	16,733	76,902	57,833	193,731	73,862	903,326	1,322,389
2011/3	15,979	70,427	51,267	165,996	82,592	873,721	1,259,983
2012/3	16,184	67,114	47,015	166,903	75,083	888,082	1,260,380
2013/3	16,583	69,054	48,265	190,049	91,215	1,084,863	1,500,028

Percentage changes from the previous year (or term)

	Less than ¥1 billion	Over ¥1 billion	Over ¥5 billion	Over ¥10 billion	Over ¥50 billion	Over ¥100 billion	Total
2005/3	-8.70%	-1.20%	1.74%	14.36%	-0.91%	52.22%	25.16%
2006/3	46.87%	9.65%	12.13%	28.00%	45.91%	50.37%	38.44%
2007/3	30.38%	-0.77%	2.16%	7.75%	-2.00%	14.12%	9.51%
2008/3	36.55%	8.40%	-4.33%	-10.26%	-23.47%	0.72%	-3.17%
2009/3	7.55%	-9.82%	-20.97%	-15.85%	-3.06%	3.84%	-2.66%
2010/3	-1.29%	1.97%	10.73%	5.46%	-10.20%	24.05%	16.13%
2011/3	-4.51%	-8.42%	-11.35%	-14.32%	11.82%	-3.28%	-4.72%
2012/3	1.28%	-4.70%	-8.29%	0.55%	-9.09%	1.64%	0.03%
2013/3	2.47%	2.89%	2.66%	13.87%	21.49%	22.16%	19.01%

Percentage

	Less than ¥1 billion	Over ¥1 billion	Over ¥5 billion	Over ¥10 billion	Over ¥50 billion	Over ¥100 billion	Total
2004/3	1.04%	11.27%	9.31%	24.23%	12.29%	41.86%	100.00%
2005/3	0.76%	8.90%	7.57%	22.13%	9.73%	50.91%	100.00%
2006/3	0.80%	7.05%	6.13%	20.46%	10.26%	55.30%	100.00%
2007/3	0.96%	6.39%	5.72%	20.14%	9.18%	57.63%	100.00%
2008/3	1.35%	7.15%	5.65%	18.66%	7.25%	59.94%	100.00%
2009/3	1.49%	6.62%	4.59%	16.13%	7.22%	63.95%	100.00%
2010/3	1.27%	5.82%	4.37%	14.65%	5.59%	68.31%	100.00%
2011/3	1.27%	5.59%	4.07%	13.17%	6.56%	69.34%	100.00%
2012/3	1.28%	5.32%	3.73%	13.24%	5.96%	70.46%	100.00%
2013/3	1.11%	4.60%	3.22%	12.67%	6.08%	72.32%	100.00%

Assets Under Management by Country and Region

Amount of Assets (Unit : ¥100 million)

	Japan				USA				Europe				Asia				Others			
	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others
2004/3	250,563	135,647		26,798	45,502	57,753		1,190	26,692	37,491		879				19,446	15,174		19,556	
2005/3	286,072	170,186		27,998	54,448	79,103		3,213	35,134	53,524		1,475				21,892	21,766		42,103	
2006/3	473,552	192,863		32,245	72,421	98,853		4,541	46,689	64,704		1,398				33,995	32,210		49,757	
2007/3	469,027	220,173		30,599	79,687	115,286		3,400	56,131	80,792		3,112				43,202	43,977		62,767	
2008/3	313,860	349,092	1,179	29,891	72,102	112,182	0	1,265	54,247	87,852	0	1,470				47,579	44,654	0	54,528	
2009/3	213,836	413,308	31,137	35,017	73,150	116,792	5	293	46,102	94,241	8	2,837				33,729	34,712	8	43,575	
2010/3	260,368	453,913	36,579	22,429	99,702	132,213	200	7,792	62,121	95,249	9	2,203				50,231	46,239	2	53,139	
2011/3	227,564	467,875	43,024	26,497	74,103	118,239	6	14,591	51,826	76,530	8	3,209	9,817	2,935	3	779	33,873	89,078	2	65,528
2012/3	220,435	461,297	46,801	24,351	75,213	128,839	7	17,084	43,954	74,711	6	3,720	10,553	7,955	23	918	32,869	92,994	0	67,656
2013/3	286,829	496,703	45,061	31,474	97,753	159,840	13	16,040	57,312	96,563	0	4,866	13,833	10,344	26	889	43,102	96,765	14	89,579

Percentage changes from the previous year (or term)

	Japan				USA				Europe				Asia				Others			
	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others
2005/3	14.17%	25.46%		4.48%	19.66%	36.97%		170.08%	31.62%	42.76%		67.75%				12.58%	43.44%		115.29%	
2006/3	65.54%	13.32%		15.17%	33.01%	24.97%		41.31%	32.89%	20.89%		-5.21%				55.28%	47.99%		18.18%	
2007/3	-0.96%	14.16%		-5.11%	10.03%	16.62%		-25.14%	20.22%	24.86%		122.64%				27.08%	36.53%		26.15%	
2008/3	-33.08%	58.55%		-2.31%	-9.52%	-2.69%		-62.79%	-3.36%	8.74%		-52.78%				10.13%	1.54%		-13.13%	
2009/3	-31.87%	18.40%	2541.94%	17.15%	1.45%	4.11%	---	-76.80%	-15.01%	7.27%	---	93.04%				-29.11%	-22.26%	---	-20.09%	
2010/3	21.76%	9.82%	17.48%	-35.95%	36.30%	13.20%	3809.77%	2554.88%	34.75%	1.07%	14.06%	-22.35%				48.93%	33.21%	-69.86%	21.95%	
2011/3	-12.60%	3.08%	17.62%	18.14%	-25.68%	-10.57%	-96.78%	87.26%	-16.57%	-19.65%	-10.81%	45.66%				-32.57%	92.64%	-31.82%	23.31%	
2012/3	-3.13%	-1.41%	8.78%	-8.10%	1.50%	8.96%	4.66%	17.09%	-15.19%	-2.38%	-25.55%	15.92%	7.50%	171.03%	635.14%	17.84%	-2.96%	4.40%	-70.52%	3.25%
2013/3	30.12%	7.68%	-3.72%	29.25%	29.97%	24.06%	90.02%	-6.11%	30.39%	29.25%	-100.00%	30.82%	31.07%	30.04%	9.16%	-3.12%	31.13%	4.06%	2705.27%	32.40%

Percentage

	Japan				USA				Europe				Asia				Others			
	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others	Stocks	Bonds	Real Estate Private Funds	Short term investments including others
2004/3	39.35%	21.30%		4.21%	7.15%	9.07%		0.19%	4.19%	5.89%		0.14%				3.05%	2.38%		3.07%	
2005/3	35.90%	21.36%		3.51%	6.83%	9.93%		0.40%	4.41%	6.72%		0.19%				2.75%	2.73%		5.28%	
2006/3	42.92%	17.48%		2.92%	6.56%	8.96%		0.41%	4.23%	5.86%		0.13%				3.08%	2.92%		4.51%	
2007/3	38.82%	18.22%		2.53%	6.60%	9.54%		0.28%	4.65%	6.69%		0.26%				3.58%	3.64%		5.20%	
2008/3	26.83%	29.84%	0.10%	2.56%	6.16%	9.59%	0.00%	0.11%	4.64%	7.51%	0.00%	0.13%				4.07%	3.82%	0.00%	4.66%	
2009/3	18.78%	36.29%	2.73%	3.08%	6.42%	10.26%	0.00%	0.03%	4.05%	8.28%	0.00%	0.25%				2.96%	3.05%	0.00%	3.83%	
2010/3	19.69%	34.33%	2.77%	1.70%	7.54%	10.00%	0.02%	0.59%	4.70%	7.20%	0.00%	0.17%				3.80%	3.50%	0.00%	4.02%	
2011/3	17.43%	35.84%	3.30%	2.03%	5.68%	9.06%	0.00%	1.12%	3.97%	5.86%	0.00%	0.25%	0.75%	0.22%	0.00%	0.06%	2.59%	6.82%	0.00%	5.02%
2012/3	16.84%	35.23%	3.57%	1.86%	5.74%	9.84%	0.00%	1.30%	3.36%	5.71%	0.00%	0.28%	0.81%	0.61%	0.00%	0.07%	2.51%	7.10%	0.00%	5.17%
2013/3	18.54%	32.11%	2.91%	2.03%	6.32%	10.33%	0.00%	1.04%	3.70%	6.24%	0.00%	0.31%	0.89%	0.67%	0.00%	0.06%	2.79%	6.26%	0.00%	5.79%

Derivative Transactions

Exchange traded derivatives (Unit : ¥100 million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
2008/3	6,935	5,465	71	14	1,862
2009/3	5,810	1,996	1,864	279	2,001
2010/3	7,170	3,250	772	0	391
2011/3	7,890	2,383	873	0	30,290
2012/3	5,429	2,772	920	8	176
2013/3	6,099	4,738	3,412	19	772

Over-the-counter derivatives (Unit : ¥100 million)

	Forwards	Options	Swaps	Others
2008/3	65,390	368	76,422	5,656
2009/3	68,906	3,065	98,463	1,939
2010/3	89,273	5,169	81,825	13,617
2011/3	163,838	11,269	84,449	4,341
2012/3	156,856	9,574	83,199	8,242
2013/3	162,108	12,829	90,232	8,691

Overseas exchange traded derivatives (Unit : ¥100 million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
2008/3	2,842	10,744	218	5	707
2009/3	2,725	6,375	0	2	461
2010/3	4,162	4,600	1	0	600
2011/3	3,553	6,566	5	117	2,330
2012/3	1,709	7,302	3	498	1,404
2013/3	3,926	13,490	17	41	3,624

Employees of Investment Management Members

(1)Discretionary Investment Advisory Business: No of Employees

	Investment Management		Fund Management				Research		Trading		Marketing		Compliance		Others		Total		(OMA members)	Temporary Staff	
	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(investment advisory functions)		Total	(investment advisory functions)
2005/3			1,360	976	592	430	303	200	1,272	624	323	191	3,585	1,819	7,436	4,240	2,491		653	376	
2006/3			1,451	1,073	650	523	335	221	1,528	796	357	224	3,996	2,108	8,316	4,945	2,769		800	458	
2007/3			1,565	1,181	701	606	356	239	1,840	1,001	396	263	4,451	2,342	9,309	5,632	2,958		842	490	
2008/3			1,852	1,321	779	620	364	243	2,315	1,137	484	333	5,318	2,808	11,112	6,462	3,182		966	529	
2009/3			2,130	1,616	1,053	837	392	260	2,553	1,318	629	418	6,257	3,358	13,014	7,806	3,366		861	507	
2010/3	3,783	2,884	2,125	1,598	1,024	852	406	273	2,477	1,247	626	423	6,402	3,425	13,288	7,980	3,452		744	436	
2011/3	3,089	2,337	1,902	1,395	794	656	392	286	2,529	1,106	652	375	5,599	3,064	11,868	6,901	3,695		619	375	
2012/3	3,063	2,386	1,915	1,459	747	622	380	282	2,416	1,089	563	376	5,795	2,937	11,837	6,788	3,821		537	330	
2013/3	3,263	2,407	2,075	1,489	759	609	397	279	2,540	1,073	629	399	5,734	2,938	12,166	6,817	3,983		558	308	

Average Years of Experience

	Fund Management		Research		Trading	
	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)
2005/3	11.9	12.5	10.0	10.7	9.5	10.1
2006/3	12.3	12.7	9.9	11.1	10.0	10.2
2007/3	12.3	12.7	10.4	10.7	9.9	10.1
2008/3	11.9	12.4	10.6	10.9	10.3	10.6
2009/3	11.4	11.5	9.6	9.7	9.8	9.8
2010/3	11.9	12.0	9.9	9.9	10.7	10.5
2011/3	13.0	13.4	11.9	12.2	11.3	11.4
2012/3	13.6	13.7	12.5	12.4	11.6	11.3
2013/3	13.7	14.1	12.7	12.7	11.9	11.5

Note1:The number of employees engaging in real estate related securities investment management business and fund management business are included until 2010/3.
 Note2:Employees of the members who engage in both securities business and trust business are counted only in investment advisory functions.
 Note3:Members who have difficulty in providing a breakdown of investment management functions are allowed only to provide the total number of employees.

(2)Real Estate Related Private Funds Management Business: No.of Employees

	Investment Management	Marketing	Compliance	Others	Total	The number of ARES Certified Master holders	Temporary Staff
2011/3	674	271	121	675	1,740	353	77
2012/3	737	287	125	668	1,817	455	92
2013/3	769	217	123	618	1,726	481	93

(3)Collective Investment Schemes (excluding mutual funds) Management Business: No of Employees

	Investment Management		Fund Management		Research		Marketing		Compliance		Others		Total		(CMA members)	Temporary Staff	
	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)	Total	(investment advisory functions)		Total	(investment advisory functions)
2011/3	130	66	83	53	47	13	15	11	10	8	138	69	292	153	22	12	9
2012/3	123	85	82	55	41	30	16	12	10	6	119	66	267	169	25	10	5
2013/3	106	74	74	49	32	25	16	12	12	8	111	70	244	164	25	11	8

Average Years of Experience

	Fund Management		Research	
	Total	(engaging in investment advisory functions)	Total	(engaging in investment advisory functions)
2011/3	7.3	6.8	7.2	7.3
2012/3	8.2	7.5	7.9	7.5
2013/3	9.4	8.7	9.1	8.7

Note: Employees who are deemed to be engaged in providing services with regard to clients' assets are counted.

Change of No. of Members

	No. of Discretionary Investment Advisory Firms	No. of Investment Advisory Firms
1994/3	150	150
1995/3	150	145
1996/3	147	142
1997/3	145	138
1998/3	137	121
1999/3	127	98
2000/3	125	90
2001/3	125	90
2002/3	128	86
2003/3	121	77
2004/3	118	76
2005/3	121	86
2006/3	133	116
2007/3	138	123
2008/3	155	145
2009/3	214	122
2010/3	227	123
2011/3	247	502
2012/3	246	543
2013/3	239	516

Complaints and Consultations

	Complaints			Consultations			Mediation			Total		
	To JIAA's members	To non-JIAA's members	Total	To JIAA's members	To non-JIAA's members	Total	To JIAA's members	To non-JIAA's members	Total	To JIAA's members	To non-JIAA's members	Total
1994	9	4	13	5	3	8				14	7	21
1995	12	4	16	11	7	18				23	11	34
1996	15	12	27	3	0	3				18	12	30
1997	21	5	26	0	0	0				21	5	26
1998	10	13	23	1	1	2				11	14	25
1999	6	4	10	4	5	9				10	9	19
2000	8	16	24	7	13	20				15	29	44
2001	15	6	21	13	27	40				28	33	61
2002	33	11	44	13	12	25				46	23	69
2003	31	15	46	21	13	34				52	28	80
2004	29	7	36	17	16	33				46	23	69
2005	19	6	25	14	13	27				33	19	52
2006	32	9	41	15	8	23				47	17	64
2007	22	8	30	6	9	15				28	17	45
2008	30	5	35	5	6	11	35	11	46			
2009	15	1	16	18	0	18	33	1	34			
2010	16	0	16	42	9	51	5	0	5	63	9	72
2011	26	0	26	65	20	85	2	0	2	93	20	113
2012	21	0	21	71	17	88	1	0	1	93	17	110

※The activities concerning complaints and consultations have been outsourced to Financial Instruments Mediation Assistance Center (FINMAC) since February 2010.