(Date Revised: Apr 11, 2017)

Statistical Data, Jun 2016

Major data

| | Assets under management | Change from March 2016 |
|---|-------------------------|----------------------------|
| Total | Yen 229 trillion | -Yen 12.6 trillion (-5.0%) |
| Discretionary Accounts | Yen 216 trillion | -Yen 12.1 trillion (-5.3%) |
| Discretionary assets | Yen 180 trillion | -Yen 9.3 trillion (-4.9%) |
| Assets under advice | Yen 35 trillion | -Yen 2.8 trillion (-7.3%) |
| Real Estate Private Funds | Yen 7,824 billion | +Yen 116 billion (+1.5%) |
| Discretionary assets | Yen 3,716 billion | +Yen 93 billion (+2.6%) |
| Assets under advice | Yen 4,108 billion | +Yen 23 billion (+0.6%) |
| Wrap Accounts | Yen 5,759 billion | -Yen 18 billion (-0.3%) |
| Discretionary assets | Yen 5,759 billion | -Yen 18 billion (-0.3%) |
| Assets under advice | Yen 0 billion | Yen 0 billion (—) |
| Collective Investment Scheme(excluding mutual Fund) | Yen 110 billion | +Yen 4 billion (+4.2%) |

Highlights

- ✓ The total amount of assets under management (AUM) of all member firms was Yen 229 trillion as of Jun 2016. It decreased, Yen 12.6 trillion, from March 2016.
- ✓ The amount of AUM of discretionary accounts (including accounts under advice) was Yen 216 trillion and it decreased by Yen 12.1 trillion from March 2016.
- ✓ The amount of AUM of real estate private funds, both discretionary investment management and investment advice, was Yen 7,824 billion and it increased by Yen 116 billion from March 2016.

- ✓ The amount of AUM of wrap accounts was Yen 5,759 billion and it decreased by Yen 18 billion from March 2016. Number of contracts was 501,977 and it increased by 19,759.
- ✓ The amount of AUM of collective investment schemes (excluding mutual funds) was Yen 110 billion and it increased by Yen 4 billion from March 2016.
- ✓ The amount of AUM of total discretionary assets decreased by Yen 9.2 trillion, and total assets under advice decreased by Yen 2.7 trillion.

(Discretionary Accounts, Real Estate Private Funds, Wrap Accounts, Collective Investment Schemes (excluding mutual funds))

(Unit: ¥ 100million)

| | | D | Discretiona | ry Account | s | | | Re | al Estate | Private Fur | nds | | | | Wrap A | ccounts | | | | | To | otal | | |
|--------|-----------------------|------------|-----------------------|------------|-----------------------|-----------|-----------------------|------------|-----------------------|-------------|-----------------------|--------|-----------------------|-----------|-----------------------|-------------|-----------------------|--------|-----------------------|------------|-----------------------|-------------|-----------------------|-----------|
| | Discretion | ary Assets | Assets Un | der Advice | Т | otal | Discretion | ary Assets | Assets Un | der Advice | To | otal | Discretiona | ry Assets | Assets Ur | nder Advice | To | tal | Discretion | ary Assets | Assets Ur | nder Advice | To | otal |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2011/3 | 50,945 | 1,259,983 | 697 | 205,334 | 51,642 | 1,465,318 | 521 | 43,729 | 464 | 46,150 | 985 | 89,879 | | | | | | | 51,466 | 1,303,713 | 1,161 | 251,484 | 52,627 | 1,555,197 |
| 2012/3 | 49,676 | 1,260,380 | 465 | 214,407 | 50,141 | 1,474,787 | 595 | 47,344 | 396 | 42,503 | 991 | 89,847 | | | | | | - | 50,271 | 1,307,724 | 861 | 256,910 | 51,132 | 1,564,634 |
| 2013/3 | 58,990 | 1,500,028 | 495 | 252,331 | 59,485 | 1,752,360 | 597 | 45,187 | 331 | 39,402 | 928 | 84,589 | | | | | = | | 59,587 | 1,545,215 | 826 | 291,733 | 60,413 | 1,836,948 |
| 2014/3 | 113,031 | 1,645,382 | 514 | 264,970 | 113,545 | 1,910,351 | 507 | 37,108 | 238 | 29,892 | 745 | 67,000 | | _ | | - | | | 113,538 | 1,682,490 | 752 | 294,861 | 114,290 | 1,977,351 |
| 2015/3 | 314,545 | 1,954,263 | 521 | 298,807 | 315,066 | 2,253,070 | 478 | 37,506 | 240 | 31,020 | 718 | 68,526 | _ | | | | | | 315,023 | 1,991,769 | 761 | 329,826 | 315,784 | 2,321,596 |
| 2016/3 | 490,004 | 1,956,587 | 558 | 385,896 | 490,562 | 2,342,483 | 503 | 36,234 | 299 | 40,849 | 802 | 77,084 | | | | | | | 490,507 | 1,992,821 | 857 | 426,745 | 491,364 | 2,419,566 |
| 2016/6 | 6,807 | 1,805,377 | 555 | 357,665 | 7,362 | 2,163,042 | 518 | 37,168 | 309 | 41,081 | 827 | 78,249 | 501,977 | 57,596 | 0 | 0 | 501,977 | 57,596 | 509,302 | 1,900,141 | 864 | 398,746 | 510,166 | 2,298,887 |

| | Scheme | Investment s(excluding al funds) | Т | otal |
|--------|-----------------------|--|-----------------------|-----------|
| | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2011/3 | 104 | 1,774 | 52,731 | 1,556,971 |
| 2012/3 | 93 | 1,663 | 51,225 | 1,566,297 |
| 2013/3 | 83 | 1,791 | 60,496 | 1,838,739 |
| 2014/3 | 78 | 1,962 | 114,368 | 1,979,313 |
| 2015/3 | 64 | 1,537 | 315,848 | 2,323,133 |
| 2016/3 | 53 | 1,058 | 491,417 | 2,420,624 |
| 2016/6 | 55 | 1,102 | 510,221 | 2,299,989 |

Note: "Discretionary Accounts" includes accounts under advice.

Note: Assets under management of "Wrap Accounts" is included in those of "Discretionary Accounts" until 2016/3.

Percentage changes from the previous year (or term)

| | | D | iscretiona | ry Account | :s | | | Re | al Estate | Private Fur | nds | | | | Wrap A | Accounts | | | | | T | otal | | |
|--------|-----------------------|------------|-----------------------|-------------|-----------------------|--------|-----------------------|------------|-----------------------|-------------|-----------------------|--------|-----------------------|------------|-----------------------|--------------|-----------------------|--------|-----------------------|------------|-----------------------|-------------|-----------------------|--------|
| | Discretiona | ary Assets | Assets Un | nder Advice | Т | otal | Discretion | ary Assets | Assets Un | der Advice | To | otal | Discretion | ary Assets | Assets U | Inder Advice | Т | otal | Discretiona | ary Assets | Assets U | nder Advice | Т | otal |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2012/3 | -2.5% | 0.0% | -33.3% | 4.4% | -2.9% | 0.6% | 14.2% | 8.3% | -14.7% | -7.9% | 0.6% | 0.0% | | | | | | | -2.3% | 0.3% | -25.8% | 2.2% | -2.8% | 0.6% |
| 2013/3 | 18.7% | 19.0% | 6.5% | 17.7% | 18.6% | 18.8% | 0.3% | -4.6% | -16.4% | -7.3% | -6.4% | -5.9% | | | | | | | 18.5% | 18.2% | -4.1% | 13.6% | 18.2% | 17.4% |
| 2014/3 | 91.6% | 9.7% | 3.8% | 5.0% | 90.9% | 9.0% | -15.1% | -17.9% | -28.1% | -24.1% | -19.7% | -20.8% | | | | | - | | 90.5% | 8.9% | -9.0% | 1.1% | 89.2% | 7.6% |
| 2015/3 | 178.3% | 18.8% | 1.4% | 12.8% | 177.5% | 17.9% | -5.7% | 1.1% | 0.8% | 3.8% | -3.6% | 2.3% | | | | - | | | 177.5% | 18.4% | 1.2% | 11.9% | 176.3% | 17.4% |
| 2016/3 | 55.8% | 0.1% | 7.0% | 29.4% | 55.7% | 4.0% | 5.8% | -3.5% | 25.2% | 29.4% | 12.2% | 11.2% | | | - | | | | 55.7% | 0.1% | 12.6% | 29.4% | 55.6% | 4.2% |
| 2016/6 | -98.6% | -7.7% | -0.5% | -7.3% | -98.5% | -7.7% | 3.0% | 2.6% | 3.3% | 0.6% | 3.1% | 1.5% | | | | | | | 3.8% | -4.7% | 0.8% | -6.6% | 3.8% | -5.0% |

| | Scheme | Investment s(excluding al funds) | Т | otal |
|--------|-----------------------|--|-----------------------|--------|
| | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2012/3 | -10.6% | -6.3% | -2.9% | 0.6% |
| 2013/3 | -10.8% | 7.7% | 18.1% | 17.4% |
| 2014/3 | -6.0% | 9.5% | 89.1% | 7.6% |
| 2015/3 | -17.9% | -21.6% | 176.2% | 17.4% |
| 2016/3 | -17.2% | -31.2% | 55.6% | 4.2% |
| 2016/6 | 3.8% | 4 2% | 3.8% | -5.0% |

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(Appendix)

Table showing Assets Under Management of "Discretionary Accounts" and "Wrap Accounts" separately.

(Unit : ¥ 100million)

| | | | | | | | | | | | | | | | | | | | | | | | (Offic. | + 100111111011) |
|--------|-----------------------|-------------|-----------------------|------------|-----------------------|-----------|-----------------------|-------------|-----------------------|-------------|-----------------------|--------|-----------------------|------------|-----------------------|--------------|-----------------------|--------|-----------------------|-------------|-----------------------|------------|-----------------------|-----------------|
| | | D | iscretionar | y Account | s | | | Re | al Estate | Private Fur | ıds | | | | Wrap | Accounts | | | | | To | otal | | |
| | Discretion | nary Assets | Assets Un | der Advice | Т | otal | Discretion | nary Assets | Assets Under Advice | | | otal | Discretion | ary Assets | Assets l | Inder Advice | Т | otal | Discretion | nary Assets | Assets Un | der Advice | Т | otal |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2011/3 | 7,436 | 1,254,094 | 437 | 205,317 | 7,873 | 1,459,411 | 521 | 43,729 | 464 | 46,150 | 985 | 89,879 | 43,509 | 5,890 | 260 | 17 | 43,769 | 5,907 | 51,466 | 1,303,713 | 1,161 | 251,484 | 52,627 | 1,555,197 |
| 2012/3 | 7,209 | 1,254,581 | 460 | 214,401 | 7,669 | 1,468,983 | 595 | 47,344 | 396 | 42,503 | 991 | 89,847 | 42,467 | 5,799 | 5 | 6 | 42,472 | 5,805 | 50,271 | 1,307,724 | 861 | 256,910 | 51,132 | 1,564,634 |
| 2013/3 | 7,232 | 1,492,339 | 495 | 252,331 | 7,727 | 1,744,671 | 597 | 45,187 | 331 | 39,402 | 928 | 84,589 | 51,758 | 7,689 | 0 | 0 | 51,758 | 7,689 | 59,587 | 1,545,215 | 826 | 291,733 | 60,413 | 1,836,948 |
| 2014/3 | 7,325 | 1,631,622 | 514 | 264,970 | 7,839 | 1,896,591 | 507 | 37,108 | 238 | 29,892 | 745 | 67,000 | 105,706 | 13,760 | 0 | 0 | 105,706 | 13,760 | 113,538 | 1,682,490 | 752 | 294,861 | 114,290 | 1,977,351 |
| 2015/3 | 7,199 | 1,915,291 | 521 | 298,807 | 7,720 | 2,214,097 | 478 | 37,506 | 240 | 31,020 | 718 | 68,526 | 307,346 | 38,973 | 0 | 0 | 307,346 | 38,973 | 315,023 | 1,991,769 | 761 | 329,826 | 315,784 | 2,321,596 |
| 2016/3 | 7,787 | 1,898,811 | 554 | 385,896 | 8,341 | 2,284,707 | 503 | 36,234 | 299 | 40,849 | 802 | 77,084 | 482,217 | 57,776 | 4 | 0 | 482,221 | 57,776 | 490,507 | 1,992,821 | 857 | 426,745 | 491,364 | 2,419,566 |
| 2016/6 | 6,807 | 1,805,377 | 555 | 357,665 | 7,362 | 2,163,042 | 518 | 37,168 | 309 | 41,081 | 827 | 78,249 | 501,977 | 57,596 | 0 | 0 | 501,977 | 57,596 | 509,302 | 1,900,141 | 864 | 398,746 | 510,166 | 2,298,887 |

| | Scheme | Investment s(excluding al funds) | Т | otal |
|--------|-----------------------|--|-----------------------|-----------|
| | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2011/3 | 104 | 1,774 | 52,731 | 1,556,971 |
| 2012/3 | 93 | 1,663 | 51,225 | 1,566,297 |
| 2013/3 | 83 | 1,791 | 60,496 | 1,838,739 |
| 2014/3 | 78 | 1,962 | 114,368 | 1,979,313 |
| 2015/3 | 64 | 1,537 | 315,848 | 2,323,133 |
| 2016/3 | 53 | 1,058 | 491,417 | 2,420,624 |
| 2016/6 | 55 | 1,102 | 510,221 | 2,299,989 |

Note: "Discretionary Accounts" includes accounts under advice.

Note: This table shows the figures of "Wrap Accounts" independently which is involved in those of "Discretionary Accounts" of previous page until 2016/3.

| | | Discretion | onary and | Advisory A | ccounts | | | Re | al Estate | Private Fur | nds | | | | Wrap | Accounts | | | | | Т | otal | | |
|--------|-----------------------|------------|-----------------------|-------------|-----------------------|--------|-----------------------|------------|-----------------------|-------------|-----------------------|--------|-----------------------|------------|-----------------------|--------------|-----------------------|--------|-----------------------|-------------|-----------------------|-------------|-----------------------|--------|
| | Discretiona | ary Assets | Assets Ur | nder Advice | To | otal | Discretion | ary Assets | Assets Ur | nder Advice | Т | otal | Discretion | ary Assets | Assets | Under Advice | T | otal | Discretion | nary Assets | Assets U | nder Advice | To | otal |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2012/3 | -3.1% | 0.0% | 5.3% | 4.4% | -2.6% | 0.7% | 14.2% | 8.3% | -14.7% | -7.9% | 0.6% | 0.0% | -2.4% | -1.5% | -98.1% | -64.2% | -3.0% | -1.7% | -2.3% | 0.3% | -25.8% | 2.2% | -2.8% | 0.6% |
| 2013/3 | 0.3% | 19.0% | 7.6% | 17.7% | 0.8% | 18.8% | 0.3% | -4.6% | -16.4% | -7.3% | -6.4% | -5.9% | 21.9% | 32.6% | -100.0% | -100.0% | 21.9% | 32.5% | 18.5% | 18.2% | -4.1% | 13.6% | 18.2% | 17.4% |
| 2014/3 | 1.3% | 9.3% | 3.8% | 5.0% | 1.4% | 8.7% | -15.1% | -17.9% | -28.1% | -24.1% | -19.7% | -20.8% | 104.2% | 79.0% | - | - | 104.2% | 79.0% | 90.5% | 8.9% | -9.0% | 1.1% | 89.2% | 7.6% |
| 2015/3 | -1.7% | 17.4% | 1.4% | 12.8% | -1.5% | 16.7% | -5.7% | 1.1% | 0.8% | 3.8% | -3.6% | 2.3% | 190.8% | 183.2% | - | - | 190.8% | 183.2% | 177.5% | 18.4% | 1.2% | 11.9% | 176.3% | 17.4% |
| 2016/3 | 8.2% | -0.9% | 6.3% | 29.1% | 8.0% | 3.2% | 5.2% | -3.4% | 24.6% | 31.7% | 11.7% | 12.5% | 56.9% | 48.2% | - | - | 56.9% | 48.2% | 55.7% | 0.1% | 12.6% | 29.4% | 55.6% | 4.2% |
| 2016/6 | -12.6% | -4.9% | 0.2% | -7.3% | -11.7% | -5.3% | 3.0% | 2.6% | 3.3% | 0.6% | 3.1% | 1.5% | 4.1% | -0.3% | -100.0% | - | 4.1% | -0.3% | 3.8% | -4.7% | 0.8% | -6.6% | 3.8% | -5.0% |

| | | Scheme | Investment s(excluding al funds) | Т | otal |
|---|--------|-----------------------|--|-----------------------|--------|
| | | Nunber of Contract | Amount | Nunber of Contract | Amount |
| | 2012/3 | -10.6% | -6.3% | -2.9% | 0.69 |
| | 2013/3 | -10.8% | 7.7% | 18.1% | 17.49 |
| | 2014/3 | -6.0% | 9.5% | 89.1% | 7.69 |
| Г | 2015/3 | -17.9% | -21.6% | 176.2% | 17.49 |
| Γ | 2016/3 | -17.2% | -31.2% | 55.6% | 4.29 |
| | 2016/6 | 3.8% | 4.2% | 3.8% | -5.09 |

(1) Assets Under Management (Discretionary Assets)

Domestic Clients Overseas Clients Corporatioms Corporatioms Individuals Total Individuals Total Private Pension Funds Public Pension Funds Others Sub-total Pension Funds Others Sub-total Nunber of Amount Amount Amount Amount Contract 2011/3 249 591,973 5,028 236,603 1,554 233,522 6,831 1,062,098 43,123 49,954 1,067,282 136 14,868 177,619 192,487 192,702 5,184 772 215 249 564,303 198,274 2012/3 226,744 265,712 42,098 5,136 48,740 1,061,895 13,799 737 184,475 853 211 198,485 4,990 1,403 6,642 1,056,759 116 2013/3 234 670.079 4.960 252,753 1.435 372.535 6.629 1,295,367 51,442 6.740 58.071 1.302.107 123 16,490 760 181.332 883 197.822 36 99 919 197.921 2014/3 220 346,258 6,828 1,394,382 105,173 12,373 112,001 1,406,755 125 21,209 867 217,278 992 238,487 38 1,030 238,626 783,901 4,822 264,224 1.786 139 2015/3 260 877,976 4,537 283,596 4,687 433.066 9,484 1,594,638 303,967 35,264 313,451 1,629,902 126 26,572 938 297,661 1,064 324,233 30 128 1,094 324,361 2016/3 482 938,304 4,256 250,863 6,959 433,194 11,697 1,622,361 477,165 52,644 488,862 1,675,006 127 19,955 987 261,503 1,114 281,458 28 123 1,142 281,581 2016/6 490 884,525 4,203 239,718 973 425,547 5,666 1,549,791 181 5,831 1,549,972 67 14.749 886 240,555 953 255,305 23 101 976 255,406

| (Unit : | ¥ 100million) | | | | | | | | | |
|---------------------------------|---------------|--|--|--|--|--|--|--|--|--|
| Total (Discretionary Assets) | | | | | | | | | | |
| Nunber of Contract Amount | | | | | | | | | | |
| 50,945 1,259,983 | | | | | | | | | | |
| 49,676 | 1,260,380 | | | | | | | | | |
| 58,990 | 1,500,028 | | | | | | | | | |
| 113,031 | 1,645,382 | | | | | | | | | |
| 314,545 | 1,954,263 | | | | | | | | | |
| 490,004 1,956,587 | | | | | | | | | | |
| 6,807 | 1,805,377 | | | | | | | | | |

Note: Assets under management of "Wrap Accounts" is included in those of "Discretionary Accounts" until 2016/3.

| | | | | | | Domestic | Clients | | | | | | | | | | Overse | as Clients | | | | |
|--------|-----------------------|-------------|-----------------------|-------------|-----------------------|----------|-----------------------|--------|-----------------------|---------|-----------------------|--------|-----------------------|---------|-----------------------|---------|-----------------------|------------|-----------------------|--------|-----------------------|--------|
| | | | | Corpor | ratioms | | | | To all: | /iduals | | otal | | | Corpo | ratioms | | | To all in | iduals | т. | otal |
| | Public Per | nsion Funds | Private Pe | nsion Funds | Ot | hers | Sub | -total | Indiv | riuuais | | ULAI | Pensio | n Funds | Ot | hers | Sub | -total | Indiv | iduais | | Jiai |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2012/3 | 0.0% | -4.7% | -0.8% | -4.2% | -9.7% | 13.8% | -2.8% | -0.5% | -2.4% | -0.9% | -2.4% | -0.5% | -14.7% | -7.2% | -4.5% | 3.9% | -6.1% | 3.0% | 0.0% | -1.8% | -5.5% | 3.0% |
| 2013/3 | -6.0% | 18.7% | -0.6% | 11.5% | 2.3% | 40.2% | -0.2% | 22.6% | 22.2% | 31.2% | 19.1% | 22.6% | 6.0% | 19.5% | 3.1% | -1.7% | 3.5% | -0.2% | -56.6% | -52.8% | -1.8% | -0.3% |
| 2014/3 | -6.0% | 17.0% | -2.8% | 4.5% | 24.5% | -7.1% | 3.0% | 7.6% | 104.4% | 83.6% | 92.9% | 8.0% | 1.6% | 28.6% | 14.1% | 19.8% | 12.3% | 20.6% | 5.6% | 39.7% | 12.1% | 20.6% |
| 2015/3 | 18.2% | 12.0% | -5.9% | 7.3% | 162.4% | 25.1% | 38.9% | 14.4% | 189.0% | 185.0% | 179.9% | 15.9% | 0.8% | 25.3% | 8.2% | 37.0% | 7.3% | 36.0% | -21.1% | -7.8% | 6.2% | 35.9% |
| 2016/3 | 85.4% | 6.9% | -6.2% | -11.5% | 48.5% | 0.0% | 23.3% | 1.7% | 57.0% | 49.3% | 56.0% | 2.8% | 0.8% | -24.9% | 5.2% | -12.1% | 4.7% | -13.2% | -6.7% | -3.8% | 4.4% | -13.2% |
| 2016/6 | 1.7% | -5.7% | -1.2% | -4.4% | -86.0% | -1.8% | -51.6% | -4.5% | -100.0% | -99.7% | -98.8% | -7.5% | -47.2% | -26.1% | -10.2% | -8.0% | -14.5% | -9.3% | -17.9% | -18.1% | -14.5% | -9.3% |

| | otal nary Assets) |
|-----------------------|----------------------|
| Nunber of Contract | Amount |
| -2.5% | 0.0% |
| 18.7% | 19.0% |
| 91.6% | 9.7% |
| 178.3% | 18.8% |
| 55.8% | 0.1% |
| -98.6% | -7.7% |

(2) Assets Under Management (Assets Under Advice)

| | | | | | | Domestic | Clients | | | | | | | | | | Oversea | s Clients | | | | |
|--------|-----------------------|-------------|-----------------------|-------------|-----------------------|----------|-----------------------|---------|-----------------------|---------|-----------------------|---------|-----------------------|---------|-----------------------|---------|-----------------------|-----------|-----------------------|---------|-----------------------|--------|
| | | | | Corpo | ratioms | | | | | riduals | _ | otal | | | Corpo | ratioms | | | | /iduals | _ | otal |
| | Public Per | nsion Funds | Private Pe | nsion Funds | Ot | hers | Sub | -total | Indiv | riduais | | otai | Pensio | n Funds | Ot | hers | Sub | -total | Indiv | /iduals | 10 | otai |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2011/3 | 0 | 0 | 5 | 14,743 | 210 | 158,069 | 215 | 172,812 | 257 | 15 | 472 | 172,827 | 13 | 6,348 | 212 | 26,159 | 225 | 32,507 | 0 | 0 | 225 | 32,507 |
| 2012/3 | 0 | 0 | 7 | 17,311 | 213 | 163,570 | 220 | 180,881 | 8 | 10 | 228 | 180,891 | 10 | 5,799 | 227 | 27,718 | 237 | 33,517 | 0 | 0 | 237 | 33,517 |
| 2013/3 | 0 | 0 | 7 | 19,290 | 258 | 199,177 | 265 | 218,468 | 7 | 28 | 272 | 218,495 | 14 | 7,331 | 209 | 26,505 | 223 | 33,836 | 0 | 0 | 223 | 33,836 |
| 2014/3 | 0 | 0 | 7 | 21,782 | 274 | 209,205 | 281 | 230,986 | 10 | 147 | 291 | 231,133 | 20 | 8,229 | 203 | 25,608 | 223 | 33,837 | 0 | 0 | 223 | 33,837 |
| 2015/3 | 0 | 0 | 5 | 22,422 | 291 | 237,849 | 296 | 260,270 | 9 | 112 | 305 | 260,382 | 16 | 8,566 | 200 | 29,859 | 216 | 38,425 | 0 | 0 | 216 | 38,425 |
| 2016/3 | 0 | 0 | 5 | 22,449 | 321 | 324,061 | 326 | 346,510 | 15 | 47 | 341 | 346,557 | 14 | 3,504 | 203 | 35,835 | 217 | 39,339 | 0 | 0 | 217 | 39,339 |
| 2016/6 | 0 | 0 | 5 | 22,045 | 325 | 303,819 | 330 | 325,864 | 11 | 44 | 341 | 325,908 | 11 | 3,291 | 203 | 28,466 | 214 | 31,757 | 0 | 0 | 214 | 31,757 |

(Unit : ¥ 100million)

Total
(Discretionary Assets)

Nunber of Contract

697 205,334

465 214,407

495 252,331

514 264,970

298,807 385,896

357,665

521

555

Note: "Discretionary Accounts" includes accounts under advice.

Note: Assets under management of "Wrap Accounts" is included in those of "Discretionary Accounts" until 2016/3.

| | | | | | | Domestic | Clients | | | | | | | | | | Overse | as Clients | | | | |
|--------|-----------------------|-------------|-----------------------|--------------|-----------------------|----------|-----------------------|--------|-----------------------|---------|-----------------------|--------|-----------------------|---------|-----------------------|----------|-----------------------|------------|-----------------------|---------|-----------------------|--------|
| | | | | Corpo | ratioms | | | | India | /iduals | т. | otal | | | Corpo | oratioms | | | Indi | viduals | т | Γotal |
| | Public Pe | nsion Funds | Private Pe | ension Funds | Ot | hers | Sub | -total | Indiv | riuuais | | otai | Pensio | n Funds | Ot | hers | Sub | -total | mur | viuuais | ' | Utai |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2012/3 | - | - | 40.0% | 17.4% | 1.4% | 3.5% | 2.3% | 4.7% | -96.9% | -37.3% | -51.7% | 4.7% | -23.1% | -8.7% | 7.1% | 6.0% | 5.3% | 3.1% | - | - | 5.3% | 3.1% |
| 2013/3 | - | - | 0.0% | 11.4% | 21.1% | 21.8% | 20.4% | 20.8% | -12.5% | 186.6% | 19.3% | 20.8% | 40.0% | 26.4% | -7.9% | -4.4% | -5.9% | 1.0% | - | _ | -5.9% | 1.09 |
| 2014/3 | - | - | 0.0% | 12.9% | 6.2% | 5.0% | 6.0% | 5.7% | 42.9% | 432.9% | 7.0% | 5.8% | 42.9% | 12.2% | -2.9% | -3.4% | 0.0% | 0.0% | _ | - | 0.0% | 0.0% |
| 2015/3 | - | - | -28.6% | 2.9% | 6.2% | 13.7% | 5.3% | 12.7% | -10.0% | -23.9% | 4.8% | 12.7% | -20.0% | 4.1% | -1.5% | 16.6% | -3.1% | 13.6% | _ | - | -3.1% | 13.6% |
| 2016/3 | _ | | 0.0% | 0.1% | 10.3% | 36.2% | 10.1% | 33.1% | 66.7% | -58.0% | 11.8% | 33.1% | -12.5% | -59.1% | 1.5% | 20.0% | 0.5% | 2.4% | _ | _ | 0.5% | 2.4% |
| 2016/6 | - | ı | 0.0% | -1.8% | 1.2% | -6.2% | 1.2% | -6.0% | -26.7% | -5.5% | 0.0% | -6.0% | -21.4% | -6.1% | 0.0% | -20.6% | -1.4% | -19.3% | _ | 1 | -1.4% | -19.3% |

| | otal nary Assets) |
|-----------------------|----------------------|
| Nunber of Contract | Amount |
| -33.3% | 4.4% |
| 6.4% | 17.7% |
| 3.8% | 5.0% |
| 1.4% | 12.8% |
| 7.1% | 29.1% |
| -0.5% | -7.3% |

(3) Total Assets Under Management (Discretionary Assets + Assets Under Management)

1,890,284

6,172 1,875,880

| | Domestic | Clients | | | | | | | | | | Oversea | as Clients | | | | |
|----------------|----------|-----------------------|-----------|-----------------------|---------|-----------------------|-----------|-----------------------|---------|-----------------------|---------|-----------------------|------------|-----------------------|--------|-----------------------|---------|
| s | | | | To all a | riduals | | otal | | | Corpo | ratioms | | | To all: | .: | т. | otal |
| Ot | hers | Sub | -total | Indiv | liduais | ı | otai | Pensio | n Funds | Ot | hers | Sub | -total | Individuals | | 10 | otai |
| er of tract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| ,764 | 391,591 | 7,046 | 1,234,910 | 43,380 | 5,199 | 50,426 | 1,240,109 | 149 | 21,216 | 984 | 203,779 | 1,133 | 224,994 | 83 | 215 | 1,216 | 225,209 |
| ,616 | 429,282 | 6,862 | 1,237,640 | 42,106 | 5,146 | 48,968 | 1,242,786 | 126 | 19,598 | 964 | 212,193 | 1,090 | 231,791 | 83 | 211 | 1,173 | 232,001 |
| ,693 | 571,712 | 6,894 | 1,513,835 | 51,449 | 6,767 | 58,343 | 1,520,602 | 137 | 23,821 | 969 | 207,837 | 1,106 | 231,658 | 36 | 99 | 1,142 | 231,757 |
| 2,060 | 555,462 | 7,109 | 1,625,368 | 105,183 | 12,520 | 112,292 | 1,637,888 | 145 | 29,438 | 1,070 | 242,886 | 1,215 | 272,324 | 38 | 139 | 1,253 | 272,463 |

35,137

23,459

18,040

1,138

1,190

1,089

327,520

297,338

269,021

1,280

1,331

1,167

362,658

320,797

287,061

30

28

23

128

123

101

1,310

1,359

1,190

362,786

320,920

287,162

142

141

78

(Unit: ¥ 100million)

Total (Discretionary Assets) Nunber of Amount Contract 51,642 1,465,318 50.141 1.474.78 59,485 1,752,360 113,545 1,910,35 315,066 2,253,070 490,562 2,342,483 7,362 2,163,042

Note: "Discretionary Accounts" includes accounts under advice.

Public Pension Funds | Private Pension Funds

Amount

591,973

564.303

670,079

783,901

877,976

938,304

884,525

Nunber of

Contract

5,033

4.997

4,967

4,829

4,542

4,261

4,208

Nunber of

Contract

249

249

234

220

260

482

490

2011/3

2012/3

2013/3

2014/3

2015/3

2016/3

2016/6

Note: Assets under management of "Wrap Accounts" is included in those of "Discretionary Accounts" until 2016/3.

Corporatioms

251,345

244.055

272,044

286,005

306,017

273,312

261,763

Nunber of

Contract

1,764

1,616

1,693

2,060

4,978

7,280

1,298

670,915

757,255

729,366

9,780

5,996

12,023

1,854,908

1,968,872

1,875,654

303,976

477,180

176

Percentage changes from the previous year (or term)

| | | | | | | Domestic | Clients | | | | | | | | | | Overse | as Clients | | | | |
|--------|-----------------------|-------------|-----------------------|--------------|-----------------------|----------|-----------------------|--------|-----------------------|---------|-----------------------|--------|-----------------------|---------|-----------------------|---------|-----------------------|------------|-----------------------|---------|-----------------------|--------|
| | | | | Corpor | ratioms | | | | | | _ | | | | Corpo | ratioms | | | | | _ | |
| | Public Per | nsion Funds | Private Pe | ension Funds | Ot | hers: | Sub | -total | Indiv | riduals | 11 | otal | Pensio | n Funds | Ot | hers | Sub | -total | Indiv | riduals | ' | otal |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2012/3 | 0.0% | -4.7% | -0.7% | -2.9% | -8.4% | 9.6% | -2.6% | 0.2% | -2.9% | -1.0% | -2.9% | 0.2% | -15.4% | -7.6% | -2.0% | 4.1% | -3.8% | 3.0% | 0.0% | -1.8% | -3.5% | 3.0% |
| 2013/3 | -6.0% | 18.7% | -0.6% | 11.5% | 4.8% | 33.2% | 0.5% | 22.3% | 22.2% | 31.5% | 19.1% | 22.4% | 8.7% | 21.6% | 0.5% | -2.1% | 1.5% | -0.1% | -56.6% | -52.8% | -2.6% | -0.1% |
| 2014/3 | -6.0% | 17.0% | -2.8% | 5.1% | 21.7% | -2.8% | 3.1% | 7.4% | 104.4% | 85.0% | 92.5% | 7.7% | 5.8% | 23.6% | 10.4% | 16.9% | 9.9% | 17.6% | 5.6% | 39.7% | 9.7% | 17.6% |
| 2015/3 | 18.2% | 12.0% | -5.9% | 7.0% | 141.7% | 20.8% | 37.6% | 14.1% | 189.0% | 182.6% | 179.4% | 15.4% | -2.1% | 19.4% | 6.4% | 34.8% | 5.3% | 33.2% | -21.1% | -7.8% | 4.5% | 33.2% |
| 2016/3 | 85.4% | 6.9% | -6.2% | -10.7% | 46.2% | 12.9% | 22.9% | 6.1% | 57.0% | 48.9% | 55.9% | 6.9% | -0.7% | -33.2% | 4.6% | -9.2% | 4.0% | -11.5% | -6.7% | -3.8% | 3.7% | -11.5% |
| 2016/6 | 1.7% | -5.7% | -1.2% | -4.2% | -82.2% | -3.7% | -50.1% | -4.7% | -100.0% | -99.6% | -98.7% | -7.2% | -44.7% | -23.1% | -8.5% | -9.5% | -12.3% | -10.5% | -17.9% | -18.1% | -12.4% | -10.5% |

35,376 313,756

226

52,691 489,203 2,021,563

| | otal nary Assets) |
|-----------------------|----------------------|
| Nunber of Contract | Amount |
| -2.9% | 0.6% |
| 18.6% | 18.8% |
| 90.9% | 9.0% |
| 177.5% | 17.9% |
| 55.7% | 4.0% |
| -98.5% | -7.7% |

(4) Assets Under Management by Asset Class

1)Number of Contract

| | | Domestic | | | Overseas | | | Global | | Total |
|--------|--------|----------|---------|--------|----------|--------|--------|--------|---------|---------|
| | Stocks | Bonds | Others | Stocks | Bonds | Others | Stocks | Bonds | Others | Total |
| 2011/3 | 3,015 | 546 | 20,191 | 707 | 781 | 740 | 351 | 320 | 24,294 | 50,945 |
| 2012/3 | 2,499 | 510 | 19,347 | 711 | 835 | 778 | 348 | 375 | 24,273 | 49,676 |
| 2013/3 | 2,180 | 586 | 24,080 | 640 | 912 | 805 | 352 | 441 | 28,994 | 58,990 |
| 2014/3 | 2,208 | 567 | 41,159 | 637 | 1,010 | 808 | 323 | 494 | 65,825 | 113,031 |
| 2015/3 | 2,641 | 658 | 87,657 | 596 | 1,047 | 804 | 308 | 524 | 220,310 | 314,545 |
| 2016/3 | 2,893 | 587 | 118,504 | 594 | 1,098 | 897 | 313 | 574 | 364,544 | 490,004 |
| 2016/6 | 1,438 | 550 | 412 | 574 | 1,061 | 758 | 308 | 319 | 1,387 | 6,807 |

| | | Domestic | | | Overseas | | | Global | | Total |
|--------|--------|----------|--------|--------|----------|--------|--------|--------|--------|--------|
| | Stocks | Bonds | Others | Stocks | Bonds | Others | Stocks | Bonds | Others | lotai |
| 2012/3 | -17.1% | -6.6% | -4.2% | 0.6% | 6.9% | 5.1% | -0.9% | 17.2% | -0.1% | -2.5% |
| 2013/3 | -12.8% | 14.9% | 24.5% | -10.0% | 9.2% | 3.5% | 1.1% | 17.6% | 19.4% | 18.7% |
| 2014/3 | 1.3% | -3.2% | 70.9% | -0.5% | 10.7% | 0.4% | -8.2% | 12.0% | 127.0% | 91.6% |
| 2015/3 | 19.6% | 16.0% | 113.0% | -6.4% | 3.7% | -0.5% | -4.6% | 6.1% | 234.7% | 178.3% |
| 2016/3 | 9.5% | -10.8% | 35.2% | -0.3% | 4.9% | 11.6% | 1.6% | 9.5% | 65.5% | 55.8% |
| 2016/6 | -50.3% | -6.3% | -99.7% | -3.4% | -3.4% | -15.5% | -1.6% | -44.4% | -99.6% | -98.6% |

(Unit: ¥ 100million)

| | | | Domestic | | | Overseas | | | Global | | Total |
|-----|-----|---------|----------|--------|---------|----------|--------|--------|--------|---------|-----------|
| | | Stocks | Bonds | Others | Stocks | Bonds | Others | Stocks | Bonds | Others | Total |
| 201 | 1/3 | 203,890 | 411,006 | 22,835 | 124,631 | 277,552 | 15,262 | 31,068 | 62,463 | 111,276 | 1,259,983 |
| 201 | 2/3 | 200,102 | 384,832 | 22,630 | 118,708 | 289,187 | 15,022 | 29,031 | 61,601 | 139,267 | 1,260,380 |
| 201 | 3/3 | 266,100 | 402,713 | 27,173 | 141,416 | 291,351 | 66,637 | 70,569 | 80,489 | 153,580 | 1,500,028 |
| 201 | 4/3 | 347,276 | 419,646 | 28,780 | 176,486 | 307,187 | 69,771 | 82,152 | 83,249 | 130,835 | 1,645,382 |
| 201 | 5/3 | 493,438 | 297,948 | 37,136 | 290,150 | 387,373 | 25,100 | 71,073 | 85,227 | 266,816 | 1,954,263 |
| 201 | 6/3 | 484,417 | 325,143 | 41,066 | 299,860 | 384,086 | 28,194 | 54,870 | 88,690 | 250,262 | 1,956,587 |
| 201 | 6/6 | 449,133 | 329,741 | 27,740 | 275,064 | 366,994 | 27,169 | 48,452 | 69,208 | 211,876 | 1,805,377 |

| | | Domestic | | | Overseas | | | Global | | Taral |
|--------|--------|----------|--------|--------|----------|--------|--------|--------|--------|-------|
| | Stocks | Bonds | Others | Stocks | Bonds | Others | Stocks | Bonds | Others | Total |
| 2012/3 | -1.9% | -6.4% | -0.9% | -4.8% | 4.2% | -1.6% | -6.6% | -1.4% | 25.2% | 0.0% |
| 2013/3 | 33.0% | 4.6% | 20.1% | 19.1% | 0.7% | 343.6% | 143.1% | 30.7% | 10.3% | 19.0% |
| 2014/3 | 30.5% | 4.2% | 5.9% | 24.8% | 5.4% | 4.7% | 16.4% | 3.4% | -14.8% | 9.7% |
| 2015/3 | 42.1% | -29.0% | 29.0% | 64.4% | 26.1% | -64.0% | -13.5% | 2.4% | 103.9% | 18.8% |
| 2016/3 | -1.8% | 9.1% | 10.6% | 3.3% | -0.8% | 12.3% | -22.8% | 4.1% | -6.2% | 0.1% |
| 2016/6 | -7.3% | 1.4% | -32.5% | -8.3% | -4.4% | -3.6% | -11.7% | -22.0% | -15.3% | -7.7% |

| | | Domestic | | | Overseas | | | Global | | T |
|--------|--------|----------|--------|--------|----------|--------|--------|--------|--------|--------|
| | Stocks | Bonds | Others | Stocks | Bonds | Others | Stocks | Bonds | Others | Total |
| 2011/3 | 16.2% | 32.6% | 1.8% | 9.9% | 22.0% | 1.2% | 2.5% | 5.0% | 8.8% | 100.0% |
| 2012/3 | 15.9% | 30.5% | 1.8% | 9.4% | 22.9% | 1.2% | 2.3% | 4.9% | 11.0% | 100.0% |
| 2013/3 | 17.7% | 26.8% | 1.8% | 9.4% | 19.4% | 4.4% | 4.7% | 5.4% | 10.2% | 100.0% |
| 2014/3 | 21.1% | 25.5% | 1.7% | 10.7% | 18.7% | 4.2% | 5.0% | 5.1% | 8.0% | 100.0% |
| 2015/3 | 25.2% | 15.2% | 1.9% | 14.8% | 19.8% | 1.3% | 3.6% | 4.4% | 13.7% | 100.0% |
| 2016/3 | 24.8% | 16.6% | 2.1% | 15.3% | 19.6% | 1.4% | 2.8% | 4.5% | 12.8% | 100.0% |
| 2016/6 | 24.9% | 18.3% | 1.5% | 15.2% | 20.3% | 1.5% | 2.7% | 3.8% | 11.7% | 100.0% |

Note:Assets under management is based on discretionary investment management contracts.

Note:Assets under management of "Wrap Accounts" is included in those of "Discretionary Accounts" until 2016/3.

(5) Assets Under Management by Size

1 Number of Contract

| <u> </u> | | | | | | | |
|----------|-------------------------|-----------------|-----------------|---------------------|---------------------|----------------------|---------|
| | Less than ¥1 billion | Over ¥1 billion | Over ¥5 billion | Over ¥10 billion | Over ¥50 billion | Over ¥100 billion | Total |
| 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 |
| 2014/3 | 107,999 | 3,003 | 758 | 894 | 172 | 205 | 113,031 |
| 2015/3 | 309,353 | 2,970 | 803 | 963 | 210 | 246 | 314,545 |
| 2016/3 | 484,854 | 2,846 | 777 | 1,070 | 199 | 258 | 490,004 |
| 2016/6 | 1,937 | 2,670 | 763 | 999 | 191 | 247 | 6,807 |

②Amount of Assets

(Unit: ¥ 100million)

| | | Less than ¥1 billion | Over ¥1 billion | Over ¥5 billion | Over ¥10 billion | Over ¥50 billion | Over ¥100 billion | Total |
|---|--------|-------------------------|-----------------|-----------------|---------------------|---------------------|----------------------|-----------|
| l | 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 |
| | 2014/3 | 21,916 | 68,869 | 52,422 | 199,195 | 118,565 | 1,184,414 | 1,645,382 |
| | 2015/3 | 45,024 | 68,276 | 55,641 | 214,893 | 147,611 | 1,422,818 | 1,954,263 |
| | 2016/3 | 64,089 | 65,180 | 54,837 | 226,756 | 138,149 | 1,407,575 | 1,956,587 |
| | 2016/6 | 8,644 | 60,894 | 54,066 | 213,454 | 131,105 | 1,337,215 | 1,805,377 |

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 |
|--------|-------------------------|-----------------|-----------------|---------------------|---------------------|----------------------|--------|
| 2012/3 | -2.4% | -3.7% | -7.1% | -0.9% | -8.5% | -2.4% | -2.5% |
| 2013/3 | 20.2% | 1.9% | 2.2% | 11.6% | 23.4% | 20.7% | 18.7% |
| 2014/3 | 99.7% | -0.2% | 8.8% | 3.6% | 30.3% | 3.5% | 91.6% |
| 2015/3 | 186.4% | -1.1% | 5.9% | 7.7% | 22.1% | 20.0% | 178.3% |
| 2016/3 | 56.7% | -4.2% | -3.2% | 11.1% | -5.2% | 4.9% | 55.8% |
| 2016/6 | -99.6% | -6.2% | -1.8% | -6.6% | -4.0% | -4.3% | -98.6% |

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 |
|--------|----------------------|-----------------|-----------------|---------------------|---------------------|----------------------|-------|
| 2012/3 | 1.3% | -4.7% | -8.3% | 0.5% | -9.1% | 1.6% | 0.0% |
| 2013/3 | 2.5% | 2.9% | 2.7% | 13.9% | 21.5% | 22.2% | 19.0% |
| 2014/3 | 32.2% | -0.3% | 8.6% | 4.8% | 30.0% | 9.2% | 9.7% |
| 2015/3 | 105.4% | -0.9% | 6.1% | 7.9% | 24.5% | 20.1% | 18.8% |
| 2016/3 | 42.3% | -4.5% | -1.4% | 5.5% | -6.4% | -1.1% | 0.1% |
| 2016/6 | -86.5% | -6.6% | -1.4% | -5.9% | -5.1% | -5.0% | -7.7% |

Percentage

| | Less than ¥1 billion | Over ¥1 billion | Over ¥5 billion | Over ¥10 billion | Over ¥50 billion | Over ¥100 billion | Total |
|--------|-------------------------|-----------------|-----------------|---------------------|---------------------|----------------------|--------|
| 2011/3 | 90.5% | 6.0% | 1.4% | 1.5% | 0.2% | 0.3% | 100.0% |
| 2012/3 | 90.6% | 5.9% | 1.4% | 1.6% | 0.2% | 0.3% | 100.0% |
| 2013/3 | 91.7% | 5.1% | 1.2% | 1.5% | 0.2% | 0.3% | 100.0% |
| 2014/3 | 95.5% | 2.7% | 0.7% | 0.8% | 0.2% | 0.2% | 100.0% |
| 2015/3 | 98.3% | 0.9% | 0.3% | 0.3% | 0.1% | 0.1% | 100.0% |
| 2016/3 | 98.9% | 0.6% | 0.2% | 0.2% | 0.0% | 0.1% | 100.0% |
| 2016/6 | 28.5% | 39.2% | 11.2% | 14.7% | 2.8% | 3.6% | 100.0% |

Percentage

| | Less than ¥1 billion | Over ¥1 billion | Over ¥5 billion | Over ¥10 billion | Over ¥50 billion | Over ¥100 billion | Total |
|--------|----------------------|-----------------|-----------------|---------------------|---------------------|----------------------|--------|
| 2011/3 | 1.3% | 5.6% | 4.1% | 13.2% | 6.6% | 69.3% | 100.0% |
| 2012/3 | 1.3% | 5.3% | 3.7% | 13.2% | 6.0% | 70.5% | 100.0% |
| 2013/3 | 1.1% | 4.6% | 3.2% | 12.7% | 6.1% | 72.3% | 100.0% |
| 2014/3 | 1.3% | 4.2% | 3.2% | 12.1% | 7.2% | 72.0% | 100.0% |
| 2015/3 | 2.3% | 3.5% | 2.8% | 11.0% | 7.6% | 72.8% | 100.0% |
| 2016/3 | 3.3% | 3.3% | 2.8% | 11.6% | 7.1% | 71.9% | 100.0% |
| 2016/6 | 0.5% | 3.4% | 3.0% | 11.8% | 7.3% | 74.1% | 100.0% |

Note: Assets under management is based on discretionary investment management contracts.

Note: Assets under management of "Wrap Accounts" is included in those of "Discretionary Accounts" until 2016/3.

(6) Assets Under Management by Country and Region

(Unit : ¥ 100million)

| | | | Japan | | | | | USA | | | | | Europe | | | | | Asia | | | | | Others | | |
|--------|---------|---------|-------|------------------------|--------|---------|---------|-----|------------------------|--------|--------|---------|---------------------------------|------------------------|--------|--------|--------|---------|------------------------|--------|--------|---------|---------------------------------|------------------------|--------|
| | Stocks | Bonds | | Short term investments | Others | Stocks | Bonds | | Short term investments | Others | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others | Stocks | Bonds | Private | Short term investments | Others | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others |
| 2011/3 | 226,878 | 467,855 | 217 | 14,204 | 10,643 | 74,079 | 118,238 | 6 | 8,352 | 6,155 | 51,824 | 76,530 | 8 | 741 | 2,468 | 9,798 | 2,935 | 3 | 240 | 413 | 33,872 | 89,078 | 2 | 1,486 | 63,958 |
| 2012/3 | 219,850 | 461,283 | 577 | 13,111 | 9,489 | 75,197 | 128,836 | 7 | 11,291 | 5,685 | 43,954 | 74,711 | 6 | 1,354 | 2,366 | 10,526 | 7,955 | 3 | 118 | 544 | 32,867 | 92,994 | 0 | 1,796 | 65,860 |
| 2013/3 | 286,286 | 496,680 | 684 | 16,800 | 13,185 | 97,725 | 159,840 | 13 | 13,414 | 2,485 | 57,312 | 96,563 | 0 | 1,428 | 3,438 | 13,776 | 10,344 | 1 | 185 | 408 | 43,102 | 96,765 | 14 | 2,764 | 86,816 |
| 2014/3 | 367,125 | 477,271 | 895 | 17,600 | 13,208 | 127,667 | 166,327 | 39 | 10,377 | 7,418 | 73,699 | 125,457 | 0 | 2,982 | 2,874 | 13,987 | 8,256 | 1 | 254 | 652 | 49,474 | 97,572 | 12 | 3,300 | 78,934 |
| 2015/3 | 516,898 | 398,358 | 1,533 | 25,545 | 20,109 | 182,619 | 209,046 | 11 | 15,386 | 16,347 | 89,633 | 141,536 | 0 | 6,705 | 4,618 | 34,839 | 10,820 | 1 | 61 | 2,142 | 63,622 | 120,028 | 8 | 4,121 | 90,278 |
| 2016/3 | 498,556 | 439,187 | 1,194 | 22,666 | 20,282 | 188,519 | 213,819 | 104 | 13,501 | 14,116 | 87,369 | 136,364 | 21 | 1,090 | 4,368 | 31,301 | 11,633 | 2 | 108 | 1,605 | 56,407 | 125,686 | 21 | 4,690 | 83,979 |
| 2016/6 | 459,406 | 440,169 | 1,334 | 22,257 | 13,861 | 175,357 | 202,192 | 175 | 12,153 | 9,128 | 76,418 | 124,870 | 30 | 1,415 | 4,260 | 28,310 | 8,434 | 3 | 213 | 1,165 | 50,971 | 103,105 | 54 | 5,322 | 64,775 |

Percentage changes from the previous year (or term)

| | | | Japan | | | | | USA | | | | | Europe | | | | | Asia | | | | | Others | | |
|--------|--------|--------|---------------------------------|------------------------|--------|--------|-------|--------|------------------------|--------|--------|-------|---------------------------------|------------------------|--------|--------|--------|---------------------------------|------------------------|--------|--------|--------|---------------------------------|------------------------|--------|
| | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others | Stocks | Bonds | | Short term investments | Others | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others |
| 2012/3 | -3.1% | -1.4% | 165.8% | -7.7% | -10.8% | 1.5% | 9.0% | 4.7% | 35.2% | -7.6% | -15.2% | -2.4% | -25.6% | 82.6% | -4.1% | 7.4% | 171.0% | -8.2% | -50.9% | 31.8% | -3.0% | 4.4% | -70.5% | 20.9% | 3.0% |
| 2013/3 | 30.2% | 7.7% | 18.5% | 28.1% | 38.9% | 30.0% | 24.1% | 90.0% | 18.8% | -56.3% | 30.4% | 29.2% | -100.0% | 5.5% | 45.3% | 30.9% | 30.0% | -59.8% | 57.2% | -25.0% | 31.1% | 4.1% | 2705.3% | 53.9% | 31.8% |
| 2014/3 | 28.2% | -3.9% | 30.9% | 4.8% | 0.2% | 30.6% | 4.1% | 201.6% | -22.6% | 198.5% | 28.6% | 29.9% | - | 108.7% | -16.4% | 1.5% | -20.2% | 6.0% | 36.9% | 59.7% | 14.8% | 0.8% | -11.5% | 19.4% | -9.1% |
| 2015/3 | 40.8% | -16.5% | 71.3% | 45.1% | 52.2% | 43.0% | 25.7% | -70.7% | 48.3% | 120.4% | 21.6% | 12.8% | - | 124.9% | 60.7% | 149.1% | 31.1% | -50.6% | -76.0% | 228.7% | 28.6% | 23.0% | -34.0% | 24.9% | 14.4% |
| 2016/3 | -3.5% | 10.2% | -22.1% | -11.3% | 0.9% | 3.2% | 2.3% | 814.3% | -12.3% | -13.7% | -2.5% | -3.7% | - | -83.7% | -5.4% | -10.2% | 7.5% | 280.6% | 77.4% | -25.1% | -11.3% | 4.7% | 167.9% | 13.8% | -7.0% |
| 2016/6 | -7.9% | 0.2% | 11.7% | -1.8% | -31.7% | -7.0% | -5.4% | 68.5% | -10.0% | -35.3% | -12.5% | -8.4% | 40.8% | 29.9% | -2.5% | -9.6% | -27.5% | 39.4% | 97.2% | -27.4% | -9.6% | -18.0% | 152.8% | 13.5% | -22.9% |

Percentage

| | | | Japan | | | | | USA | | | | | Europe | | | | | Asia | | | | | Others | | |
|--------|--------|-------|---------------------------------|------------------------|--------|--------|-------|------|------------------------|--------|--------|-------|---------------------------------|------------------------|--------|--------|-------|---------------------------------|------------------------|--------|--------|-------|---------------------------------|------------------------|--------|
| | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others | Stocks | Bonds | | Short term investments | Others | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others |
| 2011/3 | 18.0% | 37.1% | 0.0% | 1.1% | 0.8% | 5.9% | 9.4% | 0.0% | 0.7% | 0.5% | 4.1% | 6.1% | 0.0% | 0.1% | 0.2% | 0.8% | 0.2% | 0.0% | 0.0% | 0.0% | 2.7% | 7.1% | 0.0% | 0.1% | 5.1% |
| 2012/3 | 17.4% | 36.6% | 0.0% | 1.0% | 0.8% | 6.0% | 10.2% | 0.0% | 0.9% | 0.5% | 3.5% | 5.9% | 0.0% | 0.1% | 0.2% | 0.8% | 0.6% | 0.0% | 0.0% | 0.0% | 2.6% | 7.4% | 0.0% | 0.1% | 5.2% |
| 2013/3 | 19.1% | 33.1% | 0.0% | 1.1% | 0.9% | 6.5% | 10.7% | 0.0% | 0.9% | 0.2% | 3.8% | 6.4% | 0.0% | 0.1% | 0.2% | 0.9% | 0.7% | 0.0% | 0.0% | 0.0% | 2.9% | 6.5% | 0.0% | 0.2% | 5.8% |
| 2014/3 | 22.3% | 29.0% | 0.1% | 1.1% | 0.8% | 7.8% | 10.1% | 0.0% | 0.6% | 0.5% | 4.5% | 7.6% | 0.0% | 0.2% | 0.2% | 0.9% | 0.5% | 0.0% | 0.0% | 0.0% | 3.0% | 5.9% | 0.0% | 0.2% | 4.8% |
| 2015/3 | 26.4% | 20.4% | 0.1% | 1.3% | 1.0% | 9.3% | 10.7% | 0.0% | 0.8% | 0.8% | 4.6% | 7.2% | 0.0% | 0.3% | 0.2% | 1.8% | 0.6% | 0.0% | 0.0% | 0.1% | 3.3% | 6.1% | 0.0% | 0.2% | 4.6% |
| 2016/3 | 25.5% | 22.4% | 0.1% | 1.2% | 1.0% | 9.6% | 10.9% | 0.0% | 0.7% | 0.7% | 4.5% | 7.0% | 0.0% | 0.1% | 0.2% | 1.6% | 0.6% | 0.0% | 0.0% | 0.1% | 2.9% | 6.4% | 0.0% | 0.2% | 4.3% |
| 2016/6 | 25.4% | 24.4% | 0.1% | 1.2% | 0.8% | 9.7% | 11.2% | 0.0% | 0.7% | 0.5% | 4.2% | 6.9% | 0.0% | 0.1% | 0.2% | 1.6% | 0.5% | 0.0% | 0.0% | 0.1% | 2.8% | 5.7% | 0.0% | 0.3% | 3.6% |

Note:Assets under management is based on discretionary investment management contracts.

Note: Assets under management of "Wrap Accounts" is included in those of "Discretionary Accounts" until 2016/3.

(7) Derivative Transactions

Exchange traded derivatives

(Unit: ¥ 100million)

| | Futu | ıres | Opt | ions | Others |
|--------|--------|-------|--------|-------|--------|
| | Stocks | Bonds | Stocks | Bonds | Others |
| 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 |
| 2014/3 | 6,642 | 4,153 | 1,162 | 0 | 38 |
| 2015/3 | 10,686 | 4,372 | 1,863 | 0 | 2,269 |
| 2016/3 | 9,354 | 7,573 | 943 | 2 | 1,303 |
| 2016/6 | 9,792 | 9,275 | 738 | 0 | 404 |

Over-the-counter derivatives

(Unit: ¥ 100million)

| | Forwards | Options | Swaps | Others |
|--------|----------|---------|--------|--------|
| 2011/3 | 163,838 | 8,838 | 76,220 | 5,375 |
| 2012/3 | 156,856 | 11,269 | 84,449 | 4,341 |
| 2013/3 | 162,108 | 12,242 | 89,728 | 8,522 |
| 2014/3 | 150,541 | 10,737 | 42,977 | 11,900 |
| 2015/3 | 169,693 | 23,762 | 37,436 | 5,396 |
| 2016/3 | 162,426 | 26,418 | 72,872 | 2,952 |
| 2016/6 | 139,006 | 30,609 | 55,074 | 3,002 |

Overseas exchange traded derivatives

(Unit: ¥ 100million)

| | Futu | ures | Opt | ions | Others |
|--------|--------|--------|--------|-------|--------|
| | Stocks | Bonds | Stocks | Bonds | Others |
| 2011/3 | 3,553 | 6,566 | 5 | 117 | 2,245 |
| 2012/3 | 1,709 | 7,302 | 3 | 498 | 1,404 |
| 2013/3 | 3,926 | 13,490 | 17 | 41 | 3,624 |
| 2014/3 | 4,165 | 12,262 | 217 | 52 | 5,505 |
| 2015/3 | 7,137 | 14,681 | 409 | 225 | 17,344 |
| 2016/3 | 5,681 | 27,444 | 65 | 178 | 9,916 |
| 2016/6 | 6,070 | 22,797 | 42 | 104 | 7,785 |

Note:Assets under management is based on discretionary investment management contracts.

Note: Assets under management of "Wrap Accounts" is included in those of "Discretionary Accounts" until 2016/3.

(1) Assets Under Management (Discretionary Assets)

(Unit : ¥ 100million)

| | | | | | | | | | | | | | | | | | | | | | | | (Unit . Ŧ | OOITIIIIOI1) |
|--------|------------------------|--|-----------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|-----------|--|
| | | | Dor | nestic Clie | ents | | | | | | | Oversea | s Clients | | | | | | | To | tal | | | |
| | Securit | ties related | to real p | roperty | | Oth | ners | | Securi | ties relate | d to real p | property | | Oth | ers | | Securit | ies related | l to real p | roperty | | Oth | iers | |
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2011/3 | 521 | 52 | 43,729 | 4,353 | 0 | 0 | 0 | 0 | 0 | 0 | C | 0 | 0 | 0 | 0 | 0 | 521 | 52 | 43,729 | 4,353 | 0 | 0 | 0 | 0 |
| 2012/3 | 589 | 55 | 47,290 | 4,716 | 6 | 3 | 54 | 9 | 0 | 0 | C | 0 | 0 | 0 | (| 0 | 589 | 55 | 47,290 | 4,716 | 6 | 3 | 54 | 9 |
| 2013/3 | 588 | 54 | 45,086 | 4,312 | 7 | 3 | 84 | 29 | 0 | 0 | C | 0 | 2 | 2 | 16 | 16 | 588 | 54 | 45,086 | 4,312 | 9 | 5 | 100 | 45 |
| 2014/3 | 499 | 52 | 36,997 | 2,404 | 6 | 3 | 94 | 30 | 0 | 0 | C | 0 | 2 | 2 | 17 | 17 | 499 | 52 | 36,997 | 2,404 | 8 | 5 | 111 | 47 |
| 2015/3 | 468 | 39 | 37,328 | 1,566 | 7 | 2 | 148 | 6 | 1 | 0 | 15 | 0 | 2 | 2 | 15 | 15 | 469 | 39 | 37,343 | 1,566 | 9 | 4 | 163 | 21 |
| 2016/3 | 495 | 39 | 36,016 | 1,571 | 5 | 0 | 197 | 0 | 1 | 0 | 14 | 0 | 2 | 2 | 8 | 8 | 496 | 39 | 36,029 | 1,571 | 7 | 2 | 205 | 8 |
| 2016/6 | 508 | 42 | 36,885 | 1,672 | 7 | 1 | 264 | 3 | 1 | 0 | 12 | 2 0 | 2 | 2 | 7 | 7 | 509 | 42 | 36,897 | 1,672 | 9 | 3 | 271 | 10 |

| | (1 | To Discretion | | s) |
|--------|------------------------|--|--------|--|
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2011/3 | 521 | 52 | 43,729 | 4,353 |
| 2012/3 | 595 | 58 | 47,344 | 4,724 |
| 2013/3 | 597 | 59 | 45,187 | 4,358 |
| 2014/3 | 507 | 57 | 37,108 | 2,451 |
| 2015/3 | 478 | 43 | 37,506 | 1,587 |
| 2016/3 | 503 | 41 | 36,234 | 1,580 |
| 2016/6 | 518 | 45 | 37,168 | 1,683 |

| | | | Dor | nestic Clie | nts | | | | | | | Oversea | s Clients | | | | | | | То | tal | | | |
|--------|------------------------|--|-----------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-----------|--|------------------------|--|--------|--|
| | Securit | ies related | to real p | roperty | | Oth | ners | | Securi | ties related | d to real p | roperty | | Oth | ners | | Securi | ties related | to real p | roperty | | Oth | ers | |
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2012/3 | 13.1% | 5.8% | 8.1% | 8.3% | - | - | - | - | - | - | - | - | - | - | - | _ | 13.1% | 5.8% | 8.1% | 8.3% | - | - | | - |
| 2013/3 | -0.2% | -1.8% | -4.7% | -8.6% | 16.7% | 0.0% | 56.9% | 235.9% | - | - | - | - | - | - | - | _ | -0.2% | -1.8% | -4.7% | -8.6% | 50.0% | 66.7% | 87.0% | 420.8% |
| 2014/3 | -15.1% | -3.7% | -17.9% | -44.2% | -14.3% | 0.0% | 11.5% | 1.5% | - | - | - | - | 0.0% | 0.0% | 4.5% | 4.5% | -15.1% | -3.7% | -17.9% | -44.2% | -11.1% | 0.0% | 10.4% | 2.6% |
| 2015/3 | -6.2% | -25.0% | 0.9% | -34.9% | 16.7% | -33.3% | 57.1% | -79.7% | - | - | - | - | 0.0% | 0.0% | -9.7% | -9.7% | -6.0% | -25.0% | 0.9% | -34.9% | 12.5% | -20.0% | 47.0% | -54.3% |
| 2016/3 | 5.8% | 0.0% | -3.5% | 0.3% | -28.6% | -100.0% | 33.0% | -100.0% | 0.0% | - | -9.1% | - | 0.0% | 0.0% | -45.4% | -45.4% | 5.8% | 0.0% | -3.5% | 0.3% | -22.2% | -50.0% | 25.7% | -60.9% |
| 2016/6 | 2.6% | 7.7% | 2.4% | 6.4% | 40.0% | - | 34.2% | - | 0.0% | - | -14.5% | - | 0.0% | 0.0% | -10.8% | -10.8% | 2.6% | 7.7% | 2.4% | 6.4% | 28.6% | 50.0% | 32.4% | 25.8% |

| | 1) | To Discretion | | s) |
|--------|------------------------|--|--------|--|
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2012/3 | 14.2% | 11.5% | 8.3% | 8.59 |
| 2013/3 | 0.3% | 1.7% | -4.6% | -7.89 |
| 2014/3 | -15.1% | -3.4% | -17.9% | -43.89 |
| 2015/3 | -5.7% | -24.6% | 1.1% | -35.29 |
| 2016/3 | 5.2% | -4.7% | -3.4% | -0.59 |
| 2016/6 | 3.0% | 9.8% | 2.6% | 6.59 |

(2) Assets Under Management (Assets Under Advice)

Unit: ¥ 100million)

| | | | | | | | | | | | | | | | | | | | | | | | Office Tr | |
|--------|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-----------|--|------------------------|--|-----------|--|
| | | | Don | nestic Clie | ents | | | | | | | Oversea | s Clients | | | | | | | To | otal | | | |
| | Securiti | es relate | d to real p | property | | Otl | ners | | Securit | ies relate | d to real p | property | | Oth | ners | | Securit | es related | to real p | property | | Oth | ers | |
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2011/3 | 464 | 30 | 46,150 | 4,075 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 464 | 30 | 46,150 | 4,075 | 0 | 0 | 0 | 0 |
| 2012/3 | 391 | 22 | 42,057 | 2,832 | 2 | 1 | 49 | 0 | 0 | 0 | 0 | 0 | 3 | 1 | 397 | 40 | 391 | 22 | 42,057 | 2,832 | 5 | 2 | 446 | 40 |
| 2013/3 | 324 | 19 | 38,416 | 2,715 | 3 | 0 | 352 | 0 | 0 | 0 | 0 | 0 | 4 | 3 | 634 | 580 | 324 | 19 | 38,416 | 2,715 | 7 | 3 | 986 | 580 |
| 2014/3 | 231 | 11 | 28,530 | 1,188 | 2 | 0 | 336 | 0 | 0 | 0 | 0 | 0 | 5 | 3 | 1,026 | 886 | 231 | 11 | 28,530 | 1,188 | 7 | 3 | 1,362 | 886 |
| 2015/3 | 234 | 16 | 30,033 | 882 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 3 | 986 | 985 | 234 | 16 | 30,033 | 882 | 6 | 3 | 986 | 985 |
| 2016/3 | 293 | 20 | 38,862 | 1,179 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 3 | 1,987 | 1,987 | 293 | 20 | 38,862 | 1,179 | 6 | 3 | 1,987 | 1,987 |
| 2016/6 | 303 | 20 | 39,251 | 1,202 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 4 | 3 | 1,830 | 1,830 | 303 | 20 | 39,251 | 1,202 | 6 | 3 | 1,831 | 1,830 |

| | ([| To Discretion | | s) |
|--------|------------------------|--|--------|--|
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2011/3 | 464 | 30 | 46,150 | 4,075 |
| 2012/3 | 396 | 24 | 42,503 | 2,872 |
| 2013/3 | 331 | 22 | 39,402 | 3,294 |
| 2014/3 | 238 | 14 | 29,892 | 2,074 |
| 2015/3 | 240 | 19 | 31,020 | 1,867 |
| 2016/3 | 299 | 23 | 40,849 | 3,166 |
| 2016/6 | 309 | 23 | 41.081 | 3.032 |

| | | | Don | nestic Clie | ents | | | | | | | Oversea | s Clients | | | | | | | To | tal | | | |
|--------|------------------------|--|-------------|--|------------------------|--|---------|--|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-----------|--|------------------------|--|--------|--|
| | Securiti | es relate | d to real p | property | | Oth | ners | | Securit | ies relate | d to real p | property | | Oth | ners | | Securit | es related | to real p | roperty | | Oth | ers | |
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2012/3 | -15.7% | -26.7% | -8.9% | -30.5% | - | - | - | - | - | - | - | - | - | - | - | - | -15.7% | -26.7% | -8.9% | -30.5% | - | - | 1 | - |
| 2013/3 | -17.1% | -13.6% | -8.7% | -4.1% | 50.0% | -100.0% | 617.6% | -100.0% | - | - | - | - | 33.3% | 200.0% | 59.6% | 1350.3% | -17.1% | -13.6% | -8.7% | -4.1% | 40.0% | 50.0% | 121.0% | 1349.9% |
| 2014/3 | -28.7% | -42.1% | -25.7% | -56.3% | -33.3% | - | -4.5% | - | - | - | - | - | 25.0% | 0.0% | 61.9% | 53.0% | -28.7% | -42.1% | -25.7% | -56.3% | 0.0% | 0.0% | 38.2% | 53.0% |
| 2015/3 | 1.3% | 45.5% | 5.3% | -25.7% | 0.0% | - | -100.0% | - | _ | - | - | - | -20.0% | 0.0% | -3.8% | 11.1% | 1.3% | 45.5% | 5.3% | -25.7% | -14.3% | 0.0% | -27.6% | 11.1% |
| 2016/3 | 25.2% | 25.0% | 29.4% | 33.7% | 0.0% | - | 0.0% | - | - | - | - | - | 0.0% | 0.0% | 101.5% | 101.8% | 25.2% | 25.0% | 29.4% | 33.7% | 0.0% | 0.0% | 101.5% | 101.8% |
| 2016/6 | 3.4% | 0.0% | 1.0% | 1.9% | 0.0% | - | 0.0% | _ | _ | - | - | - | 0.0% | 0.0% | -7.9% | -7.9% | 3.4% | 0.0% | 1.0% | 1.9% | 0.0% | 0.0% | -7.9% | -7.9% |

| | ([| To Discretion | | s) |
|--------|------------------------|--|--------|--|
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2012/3 | -14.7% | -20.0% | -7.9% | -29.5% |
| 2013/3 | -16.4% | -8.3% | -7.3% | 14.7% |
| 2014/3 | -28.1% | -36.4% | -24.1% | -37.0% |
| 2015/3 | 0.8% | 35.7% | 3.8% | -10.0% |
| 2016/3 | 24.6% | 21.1% | 31.7% | 69.6% |
| 2016/6 | 3.3% | 0.0% | 0.6% | -4.2% |

(1) Assets Under Management (Discretionary Assets + Assets Under Management)

(Unit: ¥ 100million)

| | | | Don | nestic Clie | nts | | | | | | | Oversea | s Clients | | | | | | | To | tal | | | |
|--------|------------------------|--|-----------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|--------|--|
| | Securiti | es related | to real p | property | | Oth | ners | | Securit | ies relate | d to real p | property | | Otl | ners | | Securit | ies related | d to real p | property | | Oth | ers | |
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2011/3 | 985 | 82 | 89,879 | 8,428 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | C | 0 | 0 | 0 | 985 | 82 | 89,879 | 8,428 | 0 | 0 | 0 | 0 |
| 2012/3 | 980 | 77 | 89,347 | 7,547 | 8 | 4 | 103 | 9 | 0 | 0 | 0 | 0 | 3 | 1 | 397 | 40 | 980 | 77 | 89,347 | 7,547 | 11 | 5 | 500 | 49 |
| 2013/3 | 912 | 73 | 83,503 | 7,027 | 10 | 3 | 436 | 29 | 0 | 0 | 0 | 0 | 6 | 5 | 650 | 596 | 912 | 73 | 83,503 | 7,027 | 16 | 8 | 1,086 | |
| 2014/3 | 730 | 63 | 65,527 | 3,592 | 8 | 3 | 430 | 30 | 0 | 0 | 0 | 0 | 7 | 5 | 1,043 | 903 | 730 | 63 | 65,527 | 3,592 | 15 | 8 | 1,473 | 933 |
| 2015/3 | 702 | 55 | 67,361 | 2,448 | 9 | 2 | 148 | 6 | 1 | 0 | 15 | 0 | 6 | 5 | 1,002 | 1,000 | 703 | 55 | 67,376 | 2,448 | 15 | 7 | 1,149 | 1,006 |
| 2016/3 | 788 | 59 | 74,878 | 2,751 | 7 | 0 | 197 | 0 | 1 | 0 | 14 | 0 | 6 | 5 | 1,996 | 1,995 | 789 | 59 | 74,891 | 2,751 | 13 | 5 | 2,192 | 1,995 |
| 2016/6 | 811 | 62 | 76,136 | 2,874 | 9 | 1 | 264 | 3 | 1 | 0 | 12 | 0 | 6 | 5 | 1,838 | 1,838 | 812 | 62 | 76,147 | 2,874 | 15 | 6 | 2,102 | 1,841 |

| | ([| To Discretion | tal ary Asset | s) |
|--------|------------------------|--|------------------|--|
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2011/3 | 985 | 82 | 89,879 | 8,428 |
| 2012/3 | 991 | 82 | 89,847 | 7,596 |
| 2013/3 | 928 | 81 | 84,589 | 7,652 |
| 2014/3 | 745 | 71 | 67,000 | 4,525 |
| 2015/3 | 718 | 62 | 68,526 | 3,454 |
| 2016/3 | 802 | 64 | 77,084 | 4,746 |
| 2016/6 | 827 | 68 | 78,249 | 4,715 |

| | | | Don | nestic Clie | nts | | | | | | | Oversea | s Clients | | | | | | | To | tal | | | |
|--------|------------------------|--|-----------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|--------|--|
| | Securit | ies related | to real p | roperty | | Oth | ners | | Securit | ies related | d to real p | roperty | | Oth | ners | | Securit | ies related | l to real p | roperty | | Oth | ers | |
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | | IN double layer scheme Amount of assets under management for master scheme |
| 2012/3 | -0.5% | -6.1% | -0.6% | -10.4% | - | - | - | - | - | _ | _ | - | - | - | _ | _ | -0.5% | -6.1% | -0.6% | -10.4% | - | - | - | - |
| 2013/3 | -6.9% | -5.2% | -6.5% | -6.9% | 25.0% | -25.0% | 324.6% | 235.5% | - | - | - | - | 100.0% | 400.0% | 63.7% | 1390.7% | -6.9% | -5.2% | -6.5% | -6.9% | 45.5% | 60.0% | 117.4% | 1183.4% |
| 2014/3 | -20.0% | -13.7% | -21.5% | -48.9% | -20.0% | 0.0% | -1.4% | 1.5% | - | - | _ | - | 16.7% | 0.0% | 60.4% | 51.6% | -20.0% | -13.7% | -21.5% | -48.9% | -6.3% | 0.0% | 35.6% | 49.3% |
| 2015/3 | -3.8% | -12.7% | 2.8% | -31.8% | 12.5% | -33.3% | -65.7% | -79.7% | - | - | - | - | -14.3% | 0.0% | -3.9% | 10.7% | -3.7% | -12.7% | 2.8% | -31.8% | 0.0% | -12.5% | -22.0% | 7.8% |
| 2016/3 | 12.3% | 7.3% | 11.2% | 12.4% | -22.2% | -100.0% | 33.0% | -100.0% | 0.0% | - | -9.1% | - | 0.0% | 0.0% | 99.2% | 99.5% | 12.2% | 7.3% | 11.2% | 12.4% | -13.3% | -28.6% | 90.7% | 98.3% |
| 2016/6 | 2.9% | 5.1% | 1.7% | 4.5% | 28.6% | - | 34.2% | - | 0.0% | _ | -14.5% | - | 0.0% | 0.0% | -7.9% | -7.9% | 2.9% | 5.1% | 1.7% | 4.5% | 15.4% | 20.0% | -4.1% | -7.7% |

| | | То | | |
|--------|------------------------|--|-----------|--|
| | ([| Discretion | ary Asset | s) |
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2012/3 | 0.6% | 0.0% | 0.0% | -9.9% |
| 2013/3 | -6.4% | -1.2% | -5.9% | 0.7% |
| 2014/3 | -19.7% | -12.3% | -20.8% | -40.9% |
| 2015/3 | -3.6% | -12.7% | 2.3% | -23.7% |
| 2016/3 | 11.7% | 3.2% | 12.5% | 37.4% |
| 2016/6 | 3.1% | 6.3% | 1.5% | -0.7% |

(4) Assets Under Management by Asset Class

(Unit: ¥ 100million)

| | | | | Jap | pan | | | | | | | Over | seas | | | | | | | Global | | | |
|--------|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-----------|--|-----|----------------|---------------------------------------|
| | Securit | ies related | l to real p | roperty | | Oth | ners | | Securit | ies relate | d to real p | roperty | | Otl | ners | | Securit | ies relate | to real p | property | Oth | iers | |
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | _ | IN double layer scheme Amount of assets under management for master scheme | | Amount lassets | unt of s under gement naster |
| 2011/3 | 521 | 52 | 43,729 | 4,353 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 0 | 0 | 0 |
| 2012/3 | 589 | 55 | 47,290 | 4,716 | 6 | 3 | 54 | 9 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 0 | 0 | 0 |
| 2013/3 | 588 | 54 | 45,086 | 4,312 | 7 | 3 | 84 | 29 | 0 | 0 | 0 | 0 | 2 | 2 | 16 | 16 | 0 | 0 | 0 | 0 | 0 0 | 0 | 0 |
| 2014/3 | 499 | 52 | 36,997 | 2,404 | 6 | 3 | 94 | 30 | 0 | 0 | 0 | 0 | 2 | 2 | 17 | 17 | 0 | 0 | 0 | 0 | 0 0 | 0 | 0 |
| 2015/3 | 468 | 39 | 37,328 | 1,566 | 7 | 2 | 148 | 6 | 1 | 0 | 15 | 0 | 2 | 2 | 15 | 15 | 0 | 0 | 0 | 0 | 0 0 | 0 | 0 |
| 2016/3 | 495 | 39 | 36,016 | 1,571 | 5 | 0 | 197 | 0 | 1 | 0 | 14 | 0 | 2 | 2 | 8 | 8 | 0 | 0 | 0 | 0 | 0 0 | 0 | 0 |
| 2016/6 | 508 | 42 | 36,885 | 1,672 | 7 | 1 | 264 | 3 | 1 | 0 | 12 | 0 | 2 | 2 | 7 | 7 | 0 | 0 | 0 | 0 | 0 0 | 0 | 0 |

Percentage changes from the previous year (or term)

| | | | | Jap | pan | | | | | | | Over | seas | | | | | | | Glo | bal | | | |
|--------|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|--------|--|------------------------|--|-------------|--|------------------------|--|--------|--|
| | Securit | ies related | l to real p | property | | Oth | ners | | Securit | ies related | d to real p | roperty | | Otł | ners | | Securit | ies relate | d to real ¡ | oroperty | | Oth | iers | |
| | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme No.of contracts with master scheme | Amount | IN double layer scheme Amount of assets under management for master scheme |
| 2012/3 | 13.1% | 5.8% | 8.1% | 8.3% | - | - | - | - | - | - | _ | - | - | - | - | - | - | - | - | - | - | - | - | - |
| 2013/3 | -0.2% | -1.8% | -4.7% | -8.6% | 16.7% | 0.0% | 56.9% | 235.9% | - | - | _ | - | - | - | - | - | 1 | 1 | _ | _ | - | _ | - | _ |
| 2014/3 | -15.1% | -3.7% | -17.9% | -44.2% | -14.3% | 0.0% | 11.5% | 1.5% | _ | _ | _ | - | 0.0% | 0.0% | 4.5% | 4.5% | ı | ı | - | _ | - | - | ı | _ |
| 2015/3 | -6.2% | -25.0% | 0.9% | -34.9% | 16.7% | -33.3% | 57.1% | -79.7% | _ | _ | _ | - | 0.0% | 0.0% | -9.7% | -9.7% | | | - | _ | - | - | - | _ |
| 2016/3 | 5.8% | 0.0% | -3.5% | 0.3% | -28.6% | -100.0% | 33.0% | -100.0% | 0.0% | _ | -9.1% | - | 0.0% | 0.0% | -45.4% | -45.4% | | | - | _ | - | - | - | _ |
| 2016/6 | 2.6% | 7.7% | 2.4% | 6.4% | 40.0% | - | 34.2% | - | 0.0% | 1 | -14.5% | - | 0.0% | 0.0% | -10.8% | -10.8% | - | - | _ | - | - | 1 | - | _ |

(5) Assets Under Management by Country and Region

(Unit: ¥ 100million)

| | | | Japan | | | | | USA | | | | | Europe | | | | | Asia | | | | | Others | | |
|--------|--------|-------|---------------------------------|-------------------------------|--------|--------|-------|---------------------------------|-------------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|
| | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others |
| 2011/3 | 0 | 0 | 42,807 | 622 | 301 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2012/3 | 0 | 0 | 46,223 | 624 | 476 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 21 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2013/3 | 0 | 0 | 44,377 | 677 | 92 | 0 | 0 | 0 | 0 | 16 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 24 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2014/3 | 0 | 32 | 36,446 | 503 | 70 | 0 | 0 | 0 | 0 | 17 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 28 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2015/3 | 72 | 44 | 37,053 | 260 | 46 | 0 | 0 | 0 | 0 | 15 | 0 | 0 | 15 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2016/3 | 0 | 0 | 35,838 | 171 | 204 | 0 | 0 | 0 | 0 | 8 | 0 | 0 | 14 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| 2016/6 | 0 | 0 | 36,724 | 153 | 271 | 0 | 0 | 0 | 0 | 7 | 12 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

Percentage changes from the previous year (or term)

| | | | Japan | | | | | USA | | | | | Europe | | | | | Asia | | | | | Others | | |
|--------|---------|---------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|
| | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others |
| 2012/3 | - | - | 8.0% | 0.4% | 58.2% | - | - | - | - | - | - | - | - | - | _ | _ | _ | - | - | - | - | - | - | _ | _ |
| 2013/3 | - | - | -4.0% | 8.5% | -80.7% | - | - | - | - | - | - | - | - | - | - | - | _ | 19.0% | -60.1% | - | - | _ | - | - | - |
| 2014/3 | - | - | -17.9% | -25.8% | -23.7% | - | - | _ | - | 4.5% | - | - | - | - | - | - | - | 13.9% | 16.7% | - | - | - | - | _ | _ |
| 2015/3 | - | 37.3% | 1.7% | -48.2% | -34.7% | - | - | 1 | - | -9.7% | - | - | _ | - | - | - | ı | -100.0% | -100.0% | - | - | I | - | _ | - |
| 2016/3 | -100.0% | -100.0% | -3.3% | -34.5% | 346.2% | - | - | _ | - | -45.4% | - | - | -9.1% | - | - | - | - | _ | - | - | - | - | - | _ | _ |
| 2016/6 | - | _ | 2.5% | -10.0% | 32.7% | - | - | - | - | -10.8% | - | _ | -100.0% | _ | _ | - | _ | _ | - | - | - | - | _ | - | - |

Percentage

| | | | Japan | | | | | USA | | | | | Europe | | | | | Asia | | | | | Others | | |
|--------|--------|-------|---------------------------------|-------------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|
| | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others | Stocks | Bonds | Real Estate Private Funds | Short term investmen ts | Others |
| 2011/3 | 0.0% | 0.0% | 97.9% | 1.4% | 0.7% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| 2012/3 | 0.0% | 0.0% | 97.6% | 1.3% | 1.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| 2013/3 | 0.0% | 0.0% | 98.2% | 1.5% | 0.2% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| 2014/3 | 0.0% | 0.1% | 98.2% | 1.4% | 0.2% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| 2015/3 | 0.2% | 0.1% | 98.8% | 0.7% | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| 2016/3 | 0.0% | 0.0% | 98.9% | 0.5% | 0.6% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| 2016/6 | 0.0% | 0.0% | 98.8% | 0.4% | 0.7% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |

(6) Derivative Transactions

Exchange traded derivatives

(Unit: ¥ 100million)

| | Futı | ıres | Opt | ions | Others |
|--------|--------|-------|--------|-------|--------|
| | Stocks | Bonds | Stocks | Bonds | Others |
| 2011/3 | 0 | 0 | 0 | 0 | 0 |
| 2012/3 | 0 | 0 | 0 | 0 | 0 |
| 2013/3 | 0 | 0 | 0 | 0 | 0 |
| 2014/3 | 0 | 0 | 0 | 0 | 0 |
| 2015/3 | 0 | 0 | 0 | 0 | 0 |
| 2016/3 | 0 | 0 | 0 | 0 | 0 |
| 2016/6 | 0 | 0 | 0 | 0 | 0 |

Over-the-counter derivatives

(Unit: ¥ 100million)

| | Forwards | Options | Swaps | Others |
|--------|----------|---------|-------|--------|
| 2011/3 | 0 | 2,283 | 553 | 0 |
| 2012/3 | 0 | 835 | 794 | 169 |
| 2013/3 | 0 | 587 | 504 | 169 |
| 2014/3 | 0 | 471 | 436 | 98 |
| 2015/3 | 0 | 97 | 767 | 0 |
| 2016/3 | 0 | 0 | 875 | 0 |
| 2016/6 | 0 | 0 | 923 | 0 |

Overseas exchange traded derivatives

(Unit: ¥ 100million)

| | Futı | ıres | Opt | ions | Others |
|--------|--------|-------|--------|-------|--------|
| | Stocks | Bonds | Stocks | Bonds | Others |
| 2011/3 | 0 | 0 | 0 | 0 | 0 |
| 2012/3 | 0 | 0 | 0 | 0 | 0 |
| 2013/3 | 0 | 0 | 0 | 0 | 0 |
| 2014/3 | 0 | 0 | 0 | 0 | 0 |
| 2015/3 | 0 | 0 | 0 | 0 | 0 |
| 2016/3 | 0 | 0 | 0 | 0 | 0 |
| 2016/6 | 0 | 0 | 0 | 0 | 0 |

(1) Assets Under Management (Discretionary Assets)

(Unit: ¥ 100million)

| Ī | | | | Domest | c Clients | | | | | Overse | as Clients | | |
|---|--------|-----------------------|----------|-----------------------|-----------|-----------------------|--------|-----------------------|----------|-----------------------|------------|-----------------------|--------|
| ı | | Corpo | orations | Indiv | viduals | Т | otal | Corpo | orations | Indi | viduals | T | otal |
| | | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| ĺ | 2016/6 | 6,158 | 5,443 | 495,817 | 52,151 | 501,975 | 57,594 | 0 | 0 | 2 | 2 | 2 | 2 |

| (Uni | t: |
|-----------------------|-------------|
| To | tal |
| (Discretion | ary Assets) |
| Nunber of Contract | Amount |
| 501,977 | 57,596 |
| | |

| | | | Domest | ic Clients | | | | | Overse | as Clients | | |
|--------|-----------------------|----------|-----------------------|------------|-----------------------|--------|-----------------------|----------|-----------------------|------------|-----------------------|--------|
| | Corpo | orations | Indi | viduals | Т | otal | Corpo | orations | Indi | viduals | Т | otal |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2016/6 | _ | _ | _ | - | _ | - | _ | _ | _ | - | _ | _ |

| To | tal |
|-----------------------|-------------|
| (Discretion | ary Assets) |
| Nunber of Contract | Amount |
| _ | - |

^{* &}quot;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.

(2) Assets Under Management (Assets Under Advice)

| Ī | | | | Domest | ic Clients | | | | | Overse | as Clients | | |
|---|--------|-----------------------|----------|-----------------------|------------|-----------------------|--------|-----------------------|----------|-----------------------|------------|-----------------------|--------|
| | | Corpo | orations | Indi | viduals | Т | otal | Corp | orations | Indi | viduals | Т | otal |
| | | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| ĺ | 2016/6 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

| (Un | it:¥ 100million) | | | | | | | |
|-----------------------|------------------|--|--|--|--|--|--|--|
| Total | | | | | | | | |
| (Discretion | nary Assets) | | | | | | | |
| Nunber of Contract | Amount | | | | | | | |
| 0 | 0 | | | | | | | |

| | | | Domest | ic Clients | | | | | Overse | as Clients | | | |
|--------|-----------------------|--------------|-----------------------|-------------|-----------------------|--------|-----------------------|--------------|-----------------------|-------------|-----------------------|--------|--|
| | Corpo | Corporations | | Individuals | | Total | | Corporations | | Individuals | | Total | |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | |
| 2016/6 | _ | - | _ | - | _ | - | _ | - | - | - | _ | _ | |

| | Total (Discretionary Assets) | | | | | | | |
|-----------------------|---------------------------------|--|--|--|--|--|--|--|
| Nunber of Contract | Amount | | | | | | | |
| _ | | | | | | | | |

(3) Assets Under Management (Discretionary Assets + Assets Under Management)

(Unit: ¥ 100million)

| | | | Domest | ic Clients | | | Overseas Clients | | | | | | | |
|--------|-----------------------|--------|-----------------------|------------|-----------------------|--------|-----------------------|--------|-----------------------|--------|-----------------------|--------|--|--|
| | Corporations | | Individuals | | Total | | Corporations | | Individuals | | Total | | | |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | | |
| 2016/6 | 6,158 | 5,443 | 495,817 | 52,151 | 501,975 | 57,594 | 0 | 0 | 2 | 2 | 2 | 2 | | |

| (Onit | + 1001111111011/ | | | | | | |
|------------------------|-----------------------------|--|--|--|--|--|--|
| То | tal | | | | | | |
| (Discretionary Assets) | | | | | | | |
| Nunber of Contract | Amount | | | | | | |
| 501,977 | 57,596 | | | | | | |

| | | | Domest | ic Clients | | | | | Overse | as Clients | | |
|--------|-----------------------|--------|--------------------------|------------|-----------------------|--------|-----------------------|--------|-----------------------|------------|-----------------------|--------|
| | Corporations | | Corporations Individuals | | Total | | Corporations | | Individuals | | Total | |
| | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount | Nunber of Contract | Amount |
| 2016/6 | _ | - | _ | - | _ | _ | - | ı | _ | - | _ | _ |

| То | tal |
|-----------------------|-------------|
| (Discretion: | ary Assets) |
| Nunber of Contract | Amount |
| 1 | - |

(4) Assets Under Management by Asset Class

1 Mutual Fund Wrap Accounts

1) Number of Contract

| | | Domestic | | | Overseas | | | Total | | |
|--------|--------|----------|---------|--------|----------|--------|--------|-------|---------|---------|
| | Stocks | Bonds | Others | Stocks | Bonds | Others | Stocks | Bonds | Others | Total |
| 2016/6 | 0 | 87 | 119,242 | 0 | 32 | 161 | 3 | 134 | 379,648 | 499,307 |

Percentage changes from the previous year (or term)

| | | Domestic | | Overseas | | | | Total | | |
|--------|--------|----------|--------|----------|-------|--------|--------|-------|--------|-------|
| | Stocks | Bonds | Others | Stocks | Bonds | Others | Stocks | Bonds | Others | Total |
| 2016/6 | _ | _ | _ | _ | _ | - | - | _ | _ | _ |

2 Amount of Assets

(Unit: ¥ 100million)

| | Domestic | | | | Overseas | | | Total | | |
|--------|----------|-------|--------|--------|----------|--------|--------|-------|--------|--------|
| | Stocks | Bonds | Others | Stocks | Bonds | Others | Stocks | Bonds | Others | l otal |
| 2016/6 | 0 | 121 | 13,437 | 0 | 81 | 4 | 6 | 499 | 41,624 | 55,772 |

Percentage changes from the previous year (or term)

| | | Domestic | | | Overseas | | | Global | | | |
|--------|--------|----------|--------|--------|----------|--------|--------|--------|--------|-------|--|
| | Stocks | Bonds | Others | Stocks | Bonds | Others | Stocks | Bonds | Others | Total | |
| 2016/6 | _ | _ | _ | _ | _ | _ | _ | _ | _ | _ | |

Percentage

| | Domestic | | | | Overseas | | | Total | | |
|--------|----------|-------|--------|--------|----------|--------|--------|-------|--------|--------|
| | Stocks | Bonds | Others | Stocks | Bonds | Others | Stocks | Bonds | Others | Total |
| 2016/6 | 0.0% | 0.2% | 24.1% | 0.0% | 0.1% | 0.0% | 0.0% | 0.9% | 74.6% | 100.0% |

(4) Assets Under Management by Asset Class

2 Wrap Accounts(excluding Mutual Fund Wrap Accounts)

1 Number of Contract

| | | Domestic | | | Overseas | | | Global | | Tatal |
|--------|--------|----------|--------|----------------------------------|----------|---|---|--------|--------|-------|
| | Stocks | Bonds | Others | Stocks Bonds Others Stocks Bonds | | | | | Others | Total |
| 2016/6 | 1,372 | 0 | 505 | 0 | 0 | 0 | 5 | 8 | 780 | 2,670 |

Percentage changes from the previous year (or term)

| | | Domestic | | | Overseas | | | Global | | Total | | |
|--------|--------|--------------|---|--------|---------------------|---|---|---------------------|---|-------|--|--|
| | Stocks | Bonds Others | | Stocks | Stocks Bonds Others | | | Stocks Bonds Others | | | | |
| 2016/6 | _ | | - | - | - | - | - | _ | _ | _ | | |

(2) Amount of Assets

(Unit: ¥ 100million)

| | | Domestic | | | Overseas | | | Global | | Total |
|--------|--------|----------|-----|---|----------|--------|--------|--------|--------|-------|
| | Stocks | | | | Bonds | Others | Stocks | Others | l otal | |
| 2016/6 | 162 | 0 | 970 | 0 | 0 | 0 | 2 | 5 | 685 | 1,824 |

Percentage changes from the previous year (or term)

| Γ | | | Domestic | | | Overseas | | | Global | | Total | | |
|---|--------|--------|----------|---|--------|--------------------|---|---|---------------------|---|-------|--|--|
| | | Stocks | | | Stocks | tocks Bonds Others | | | Stocks Bonds Others | | | | |
| Ī | 2016/6 | - | - | _ | _ | _ | - | _ | _ | _ | _ | | |

Percentage

| | | | Domestic Stocks Bonds Others 8.9% 0.0% 53.2% | | | Overseas | | | | Total | |
|---|--------|---------------------|--|---------------------|-----------|----------|--------|--------|-------|-------|--------|
| l | | Stocks Bonds Others | | Stocks Bonds Others | | | Stocks | Others | Total | | |
| I | 2016/6 | 8.9% | 0.0% | 53.2% | 0.0% 0.0% | | 0.0% | 0.1% | 0.3% | 37.6% | 100.0% |

(5) Assets Under Management by Size

1 Number of Contract

| | Less than ¥10 million | Over ¥10 million | Over ¥20 million | Over ¥50 million | Over ¥1 billion | Over ¥10 billion | Total |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|---------|
| 2016/6 | 366,304 | 87,531 | 38,707 | 6,850 | 2,488 | 97 | 501,977 |

②Amount of Assets

(Unit: ¥ 100million)

| | Less than ¥10 million | Over ¥10 million | Over ¥20 million | Over ¥50 million | Over ¥1 billion | Over ¥10 billion | Total |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|--------|
| 2016/6 | 21,146 | 12,373 | 11,593 | 4,692 | 5,456 | 2,336 | 57,596 |

Percentage changes from the previous year (or term)

| | Less than ¥10 million | Over ¥10 million | Over ¥20 million | Over ¥50 million | Over ¥1 billion | Over ¥10 billion | Total |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|-------|
| 2016/6 | _ | _ | _ | _ | _ | _ | _ |

Percentage changes from the previous year (or term)

| | Less than ¥10 million | Over ¥10 million | Over ¥20 million | Over ¥50 million | Over ¥1 billion | Over ¥10 billion | Total |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|-------|
| 2016/6 | _ | _ | _ | _ | _ | _ | _ |

Percentage

| | Less than ¥10 million | Over ¥10 million | Over ¥20 million | Over ¥50 million | Over ¥1 billion | Over ¥10 billion | Total |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|--------|
| 2016/6 | 73.0% | 17.4% | 7.7% | 1.4% | 0.5% | 0.0% | 100.0% |

Percentage

| | Less than ¥10 million | Over ¥10 million | Over ¥20 million | Over ¥50 million | Over ¥1 billion | Over ¥10 billion | Total |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|--------|
| 2016/6 | 36.7% | 21.5% | 20.1% | 8.1% | 9.5% | 4.1% | 100.0% |

(6) Assets Under Management by Country and Region

(Unit : ¥ 100million)

| | | | Japan | | | | | USA | | | | | Europe | | | | | Asia | | | | | Others | | |
|--------|--------|-------|---------------------------------|------------------------|--------|--------|-------|---------------------------------|--------------------------|--------|--------|-------|---------------------------------|-----------------------|--------|--------|-------|---------------------------------|--------------------------|--------|--------|--------|--------|--------------------------|--------|
| | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment | Others | Stocks | Bonds | | Short term investment | Others |
| 2016/6 | 3,888 | 7,569 | 0 | 1,460 | 15,064 | 24 | 29 | 0 | 7 | 1 | 3 | 7 | (| 0 | 0 | 1 | 0 | 0 | 0 | 0 | 2,374 | 11,492 | 0 | 104 | 15,573 |

Percentage changes from the previous year (or term)

| | | | Japan | | | | | USA | | | | | Europe | | | | | Asia | | | | | Others | | |
|--------|--------|-------|---------------------------------|------------------------|--------|--------|-------|-----|-----------------------|--------|--------|-------|---------------------------------|-----------------------|--------|--------|-------|---------------------------------|-----------------------|--------|--------|-------|--------------------------------------|----------------------------|--------|
| | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others | Stocks | Bonds | | Short term investment | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment | Others | Stocks | Bonds | Real Estate S Private in Funds | hort term vestment s | Others |
| 2016/6 | - | - | 1 | - | _ | - | - | - | - | - | - | - | - | - | - | - | - | - | - | _ | _ | _ | - | - | - |

Percentage

| | | | Japan | | | | | USA | | | | | Europe | | | | | Asia | | | | | Others | | |
|--------|--------|-------|---------------------------------|------------------------|--------|--------|-------|---------------------------------|--------------------------|--------|--------|-------|---------------------------------|--------------------------|--------|--------|-------|---------------------------------|--------------------------|--------|--------|-------|---------------------------------|--------------------------|--------|
| | Stocks | Bonds | Real Estate Private Funds | Short term investments | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment | Others |
| 2016/6 | 6.8% | 13.1% | 0.0% | 2.5% | 26.2% | 0.0% | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 4.1% | 20.0% | 0.0% | 0.2% | 27.0% |

(7) Derivative Transactions

Exchange traded derivatives

| Exchange t | raded derivatives | | | | | (Unit : ¥ 100million) |
|------------|-------------------|-------|--------|-------|---|-----------------------|
| | Futı | ures | Opt | ions | | Others |
| | Stocks | Bonds | Stocks | Bonds | | Others |
| 2016/6 | 0 | 0 | 0 | | 0 | 0 |

Over-the-counter derivatives

(Unit: ¥ 100million)

| | Forwards | Options | Swaps | Others |
|--------|----------|---------|-------|--------|
| 2016/6 | 0 | 0 | 0 | 0 |

Overseas exchange traded derivatives

(Unit: ¥ 100million)

| | | Futi | ures | Opt | ions | Others |
|---|--------|--------|-------|--------|-------|--------|
| | | Stocks | Bonds | Stocks | Bonds | Others |
| Ĺ | 2016/6 | 0 | 0 | 0 | 0 | 0 |

(1) Assets Under Management

(Unit: ¥ 100million)

| | | e Investment Suding mutual fo | | Ass | ets Under Ad | vice | | Total | |
|--------|-------|-------------------------------|-------|-------|--------------|-------|-------|----------|-------|
| | Japan | Overseas | Total | Japan | Overseas | Total | Japan | Overseas | Total |
| 2011/3 | 1,456 | 318 | 1,774 | 0 | 0 | 0 | 1,456 | 318 | 1,774 |
| 2012/3 | 1,272 | 391 | 1,663 | 0 | 0 | 0 | 1,272 | 391 | 1,663 |
| 2013/3 | 1,311 | 480 | 1,791 | 0 | 0 | 0 | 1,311 | 480 | 1,791 |
| 2014/3 | 1,276 | 686 | 1,962 | 0 | 0 | 0 | 1,276 | 686 | 1,962 |
| 2015/3 | 972 | 566 | 1,537 | 0 | 0 | 0 | 972 | 566 | 1,537 |
| 2016/3 | 682 | 376 | 1,058 | 0 | 0 | 0 | 682 | 376 | 1,058 |
| 2016/6 | 765 | 337 | 1,102 | 0 | 0 | 0 | 765 | 337 | 1,102 |

| | | e Investment S uding mutual fu | | Ass | ets Under Adv | vice | | Total | |
|--------|--------|-----------------------------------|--------|-------|---------------|-------|--------|----------|--------|
| | Japan | Overseas | Total | Japan | Overseas | Total | Japan | Overseas | Total |
| 2012/3 | -12.7% | 22.9% | -6.3% | _ | _ | _ | -12.7% | 22.9% | -6.3% |
| 2013/3 | 3.1% | 22.8% | 7.7% | _ | I | I | 3.1% | 22.8% | 7.7% |
| 2014/3 | -2.7% | 42.9% | 9.5% | I | I | I | -2.7% | 42.9% | 9.5% |
| 2015/3 | -23.9% | -17.5% | -21.6% | - | - | - | -23.9% | -17.5% | -21.6% |
| 2016/3 | -29.8% | -33.5% | -31.2% | _ | | | -29.8% | -33.5% | -31.2% |
| 2016/6 | 12.3% | -10.5% | 4.2% | - | - | - | 12.3% | -10.5% | 4.2% |

(2) Assets Under Management by Asset Class

1)Number of Contract

| | Jap | an | Over | seas | Glo | T | |
|--------|--------|--------|--------|--------|--------|--------|-------|
| | Stocks | Others | Stocks | Others | Stocks | Others | Total |
| 2011/3 | 23 | 11 | 11 | 8 | 25 | 26 | 104 |
| 2012/3 | 17 | 11 | 11 | 7 | 21 | 26 | 93 |
| 2013/3 | 12 | 8 | 11 | 4 | 25 | 23 | 83 |
| 2014/3 | 14 | 6 | 11 | 4 | 25 | 18 | 78 |
| 2015/3 | 10 | 2 | 11 | 4 | 23 | 14 | 64 |
| 2016/3 | 10 | 2 | 11 | 0 | 23 | 7 | 53 |
| 2016/6 | 12 | 3 | 10 | 0 | 23 | 7 | 55 |

| | Jap | an | Over | seas | Glo | bal | T |
|--------|--------|--------|--------|---------|--------|--------|--------|
| | Stocks | Others | Stocks | Others | Stocks | Others | Total |
| 2012/3 | -26.1% | 0.0% | 0.0% | -12.5% | -16.0% | 0.0% | -10.6% |
| 2013/3 | -29.4% | -27.3% | 0.0% | -42.9% | 19.0% | -11.5% | -10.8% |
| 2014/3 | 16.7% | -25.0% | 0.0% | 0.0% | 0.0% | -21.7% | -6.0% |
| 2015/3 | -28.6% | -66.7% | 0.0% | 0.0% | -8.0% | -22.2% | -17.9% |
| 2016/3 | 0.0% | 0.0% | 0.0% | -100.0% | 0.0% | -50.0% | -17.2% |
| 2016/6 | 20.0% | 50.0% | -9.1% | 1 | 0.0% | 0.0% | 3.8% |

(Unit: ¥ 100million)

| | | Ja | pan | Over | seas | Glo | bal | Total |
|------|-----|--------|--------|--------|--------|--------|--------|-------|
| | | Stocks | Others | Stocks | Others | Stocks | Others | Total |
| 2011 | /3 | 129 | 78 | 20 | 58 | 989 | 501 | 1,774 |
| 2012 | 2/3 | 66 | 61 | 30 | 51 | 1,011 | 445 | 1,663 |
| 2013 | 3/3 | 67 | 36 | 42 | 34 | 1,127 | 485 | 1,791 |
| 2014 | 1/3 | 70 | 17 | 42 | 33 | 1,269 | 530 | 1,962 |
| 2015 | 5/3 | 56 | 6 | 29 | 43 | 897 | 507 | 1,537 |
| 2016 | 6/3 | 78 | 112 | 15 | 0 | 522 | 331 | 1,058 |
| 2016 | 6/6 | 115 | 182 | 10 | 0 | 488 | 307 | 1,102 |

| | Jap | oan | Over | seas | Glo | Total | |
|--------|--------|---------|--------|---------|--------|--------|--------|
| | Stocks | Others | Stocks | Others | Stocks | Others | Total |
| 2012/3 | -49.1% | -21.9% | 50.2% | -12.3% | 2.2% | -11.1% | -6.3% |
| 2013/3 | 1.4% | -39.9% | 43.2% | -32.9% | 11.5% | 8.8% | 7.7% |
| 2014/3 | 5.2% | -52.2% | -0.5% | -1.5% | 12.6% | 9.3% | 9.5% |
| 2015/3 | -20.5% | -64.1% | -32.1% | 28.8% | -29.3% | -4.3% | -21.6% |
| 2016/3 | 40.5% | 1689.2% | -49.4% | -100.0% | -41.8% | -34.7% | -31.2% |
| 2016/6 | 47.4% | 62.4% | -31.9% | | -6.6% | -7.3% | 4.2% |

| | Jap | an | Over | seas | Glo | bal | Total |
|--------|--------|--------|--------|--------|--------|--------|--------|
| | Stocks | Others | Stocks | Others | Stocks | Others | Total |
| 2011/3 | 7.3% | 4.4% | 1.1% | 3.2% | 55.7% | 28.2% | 100.0% |
| 2012/3 | 3.9% | 3.7% | 1.8% | 3.0% | 60.8% | 26.8% | 100.0% |
| 2013/3 | 3.7% | 2.0% | 2.4% | 1.9% | 62.9% | 27.1% | 100.0% |
| 2014/3 | 3.6% | 0.9% | 2.2% | 1.7% | 64.7% | 27.0% | 100.0% |
| 2015/3 | 3.6% | 0.4% | 1.9% | 2.8% | 58.3% | 33.0% | 100.0% |
| 2016/3 | 7.4% | 10.6% | 1.4% | 0.0% | 49.3% | 31.3% | 100.0% |
| 2016/6 | 10.5% | 16.5% | 0.9% | 0.0% | 44.2% | 27.9% | 100.0% |

(3) Assets Under Management by Country and Region

(Unit : ¥ 100million)

| | Japan | | | | | USA | | | | Europe | | | | Asia | | | | Others | | | | | | | |
|--------|--------|-------|---|-------------------------|--------|--------|-------|---|-------------------------|--------|--------|-------|---|-------------------------|--------|--------|-------|---------------------------------|-------------------------|-----|--------|-------|---------------------------------|-------------------------|--------|
| | Stocks | Bonds | | Short term investment s | Others | Stocks | Bonds | | Short term investment s | | Stocks | Bonds | | Short term investment s | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment s | | Stocks | Bonds | Real Estate Private Funds | Short term investment s | Others |
| 2011/3 | 686 | 20 | 0 | 421 | 307 | 24 | 2 | 0 | 0 | 84 | 2 | 0 | 0 | 0 | 0 | 19 | 0 | 0 | 22 | 104 | 0 | 0 | 0 | 0 | 84 |
| 2012/3 | 585 | 14 | 0 | 367 | 284 | 16 | 3 | 0 | 0 | 108 | 1 | 0 | 0 | 0 | 0 | 27 | 0 | 0 | 22 | 234 | 2 | 0 | 0 | 0 | 0 |
| 2013/3 | 543 | 23 | 0 | 448 | 273 | 28 | 0 | 0 | 0 | 125 | 0 | 0 | 0 | 0 | 0 | 57 | 0 | 0 | 13 | 282 | 0 | 0 | 0 | 0 | 0 |
| 2014/3 | 507 | 32 | 0 | 435 | 278 | 40 | 0 | 0 | 0 | 225 | 0 | 0 | 0 | 0 | 0 | 70 | 0 | 0 | 5 | 159 | 0 | 0 | 0 | 0 | 209 |
| 2015/3 | 413 | 25 | 0 | 236 | 274 | 42 | 1 | 0 | 0 | 133 | 0 | 0 | 0 | 0 | 0 | 57 | 0 | 0 | 5 | 350 | 0 | 0 | 0 | 1 | 0 |
| 2016/3 | 292 | 3 | 0 | 80 | 307 | 10 | 0 | 0 | 0 | 114 | 0 | 0 | 0 | 0 | 0 | 18 | 0 | 0 | 0 | 234 | 0 | 0 | 0 | 0 | 0 |
| 2016/6 | 343 | 3 | 0 | 51 | 369 | 7 | 0 | 0 | 0 | 110 | 0 | 0 | 0 | 0 | 0 | 13 | 0 | 0 | 0 | 207 | 0 | 0 | 0 | 0 | 0 |

Percentage changes from the previous year (or term)

| | Japan | | | | | USA | | | Europe | | | Asia | | | | Others | | | | | | | | | |
|--------|--------|--------|---|-------------------------|--------|--------|---------|---|-------------------------|--------|---------|---------|---------------------------------|-------------------------|--------|--------|---------|---------------------------------|-------------------------|--------|---------|---------|---|-------------------------|---------|
| | Stocks | Bonds | | Short term investment s | Others | Stocks | Bonds | | Short term investment s | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment s | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment s | | Stocks | Bonds | | Short term investment s | Others |
| 2012/3 | -14.7% | -28.7% | _ | -12.7% | -7.4% | -33.8% | 83.9% | _ | - | 29.6% | -73.5% | -100.0% | - | _ | - | 41.3% | -100.0% | _ | -1.5% | 125.6% | 479.2% | _ | _ | _ | -100.0% |
| 2013/3 | -7.2% | 63.5% | - | 21.9% | -4.0% | 76.0% | -100.0% | - | - | 15.5% | -100.0% | _ | - | - | - | 109.3% | - | - | -40.9% | 20.9% | -100.0% | -100.0% | - | - | - |
| 2014/3 | -6.6% | 41.1% | - | -2.8% | 1.9% | 45.8% | _ | - | - | 79.9% | - | _ | - | - | - | 24.4% | - | - | -63.2% | -43.6% | - | _ | - | - | - |
| 2015/3 | -18.5% | -23.5% | - | -45.7% | -1.2% | 3.5% | - | - | - | -41.1% | - | _ | - | - | - | -18.7% | - | - | 4.9% | 119.8% | - | - | - | - | -100.0% |
| 2016/3 | -29.5% | -89.5% | - | -66.3% | 12.0% | -75.0% | -72.4% | - | - | -14.1% | - | _ | _ | _ | _ | -68.4% | - | - | -93.0% | -33.3% | -100.0% | _ | _ | -100.0% | - |
| 2016/6 | 17.5% | 0.0% | _ | -35.7% | 19.9% | -29.6% | -27.6% | _ | - | -3.8% | - | _ | _ | - | - | -26.9% | - | _ | -20.0% | -11.6% | - | - | - | - | - |

Percentage

| 1 or oontage | 1490 | | | | | | | | | | | | | | | | | | | | | | | | |
|--------------|--------|-------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|--------|-------|---------------------------------|-------------------------|--------|--------|--------|---------------------------------|-------------------------|--------|--------|-------|------|-------------------------|--------|
| | Japan | | | | | USA | | | Europe | | | | Asia | | | | Others | | | | | | | | |
| | Stocks | Bonds | Real Estate Private Funds | Short term investment s | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment s | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment s | Others | Stocks | Bonds | Real Estate Private Funds | Short term investment s | Others | Stocks | Bonds | | Short term investment s | Others |
| 2011/3 | 38.7% | 1.1% | 0.0% | 23.7% | 17.3% | 1.3% | 0.1% | 0.0% | 0.0% | 4.7% | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 1.1% | 0.0% | 0.0% | 1.3% | 5.8% | 0.0% | 0.0% | 0.0% | 0.0% | 4.7% |
| 2012/3 | 35.2% | 0.8% | 0.0% | 22.1% | 17.1% | 0.9% | 0.2% | 0.0% | 0.0% | 6.5% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 1.6% | 0.0% | 0.0% | 1.3% | 14.1% | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% |
| 2013/3 | 30.3% | 1.3% | 0.0% | 25.0% | 15.2% | 1.5% | 0.0% | 0.0% | 0.0% | 7.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 3.2% | 0.0% | 0.0% | 0.7% | 15.8% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| 2014/3 | 25.9% | 1.6% | 0.0% | 22.2% | 14.2% | 2.1% | 0.0% | 0.0% | 0.0% | 11.5% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 3.6% | 0.0% | 0.0% | 0.2% | 8.1% | 0.0% | 0.0% | 0.0% | 0.0% | 10.7% |
| 2015/3 | 26.9% | 1.6% | 0.0% | 15.4% | 17.9% | 2.7% | 0.1% | 0.0% | 0.0% | 8.6% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 3.7% | 0.0% | 0.0% | 0.3% | 22.8% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| 2016/3 | 27.6% | 0.2% | 0.0% | 7.5% | 29.1% | 1.0% | 0.0% | 0.0% | 0.0% | 10.8% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 1.7% | 0.0% | 0.0% | 0.0% | 22.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |
| 2016/6 | 31.1% | 0.2% | 0.0% | 4.6% | 33.4% | 0.7% | 0.0% | 0.0% | 0.0% | 9.9% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 1.2% | 0.0% | 0.0% | 0.0% | 18.7% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% |

(4) Derivative Transactions

Exchange traded derivatives

(Unit: ¥ 100million)

| | Futı | ıres | Opt | ions | Others | |
|--------|--------|-------|--------|-------|--------|--|
| | Stocks | Bonds | Stocks | Bonds | Others | |
| 2011/3 | 0 | 0 | 0 | 0 | 0 | |
| 2012/3 | 0 | 0 | 0 | 0 | 0 | |
| 2013/3 | 0 | 0 | 0 | 0 | 0 | |
| 2014/3 | 0 | 0 | 0 | 0 | 0 | |
| 2015/3 | 0 | 0 | 0 | 0 | 0 | |
| 2016/3 | 0 | 0 | 0 | 0 | 0 | |
| 2016/6 | 0 | 0 | 0 | 0 | 0 | |

Over-the-counter derivatives

(Unit: ¥ 100million)

| | Forwards | Options | Swaps | Others |
|--------|----------|---------|-------|--------|
| 2011/3 | 0 | 0 | 0 | 0 |
| 2012/3 | 0 | 0 | 0 | 0 |
| 2013/3 | 0 | 0 | 0 | 0 |
| 2014/3 | 0 | 0 | 0 | 0 |
| 2015/3 | 0 | 0 | 0 | 0 |
| 2016/3 | 0 | 0 | 0 | 0 |
| 2016/6 | 0 | 0 | 0 | 0 |

Overseas exchange traded derivatives

(Unit : ¥ 100million)

| | Futi | ures | Opt | ions | Others |
|--------|--------|-------|--------|-------|--------|
| | Stocks | Bonds | Stocks | Bonds | Others |
| 2011/3 | 0 | 0 | 0 | 0 | 0 |
| 2012/3 | 0 | 0 | 0 | 0 | 0 |
| 2013/3 | 0 | 0 | 0 | 0 | 0 |
| 2014/3 | 0 | 0 | 0 | 0 | 0 |
| 2015/3 | 0 | 0 | 0 | 0 | 0 |
| 2016/3 | 0 | 0 | 0 | 0 | 0 |
| 2016/6 | 0 | 0 | 0 | 0 | 0 |

6.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 |
| 2014/3 | 245 | 490 |
| 2015/3 | 258 | 477 |
| 2016/3 | 269 | 476 |
| 2016/6 | 273 | 478 |

| | | Complaints | | (| Consultation | S | | 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 | |
| 1999/3 | 10 | 13 | 23 | 1 | 1 | 2 | | | | 11 | 14 | 25 | |
| 2000/3 | 6 | 4 | 10 | 4 | 5 | 9 | | | | 10 | 9 | 19 | |
| 2001/3 | 8 | 16 | 24 | 7 | 13 | 20 | | | | 15 | 29 | 44 | |
| 2002/3 | 15 | 6 | 21 | 13 | 27 | 40 | | | | 28 | 33 | 61 | |
| 2003/3 | 33 | 11 | 44 | 13 | 12 | 25 | = | | / | 46 | 23 | 69 | |
| 2004/3 | 31 | 15 | 46 | 21 | 13 | 34 | = | | | 52 | 28 | 80 | |
| 2005/3 | 29 | 7 | 36 | 17 | 16 | 33 | | | | 46 | 23 | 69 | |
| 2006/3 | 19 | 6 | 25 | 14 | 13 | 27 | = | | | 33 | 19 | 52 | |
| 2007/3 | 32 | 9 | 41 | 15 | 8 | 23 |] / | / | | 47 | 17 | 64 | |
| 2008/3 | 22 | 8 | 30 | 6 | 9 | 15 | | | | 28 | 17 | 45 | |
| 2009/3 | 30 | 5 | 35 | 5 | 6 | 11 | | | | 35 | 11 | 46 | |
| 2010/3 | 15 | 1 | 16 | 18 | 0 | 18 | | | | 33 | 1 | 34 | |
| 2011/3 | 16 | 0 | 16 | 42 | 9 | 51 | 5 | 0 | 5 | 63 | 9 | 72 | |
| 2012/3 | 26 | 0 | 26 | 65 | 20 | 85 | 2 | 0 | 2 | 93 | 20 | 113 | |
| 2013/3 | 21 | 0 | 21 | 71 | 17 | 88 | 1 | 0 | 1 | 93 | 17 | 110 | |
| 2014/3 | 21 | 0 | 21 | 107 | 15 | 122 | 0 | 0 | 0 | 128 | 15 | 143 | |
| 2015/3 | 17 | 0 | 17 | 117 | 16 | 133 | 1 | 0 | 1 | 135 | 16 | 151 | |
| 2016/3 | 11 | 0 | 11 | 34 | 0 | 34 | 0 | 0 | 0 | 45 | 0 | 45 | |
| 2016/6 | 11 | 0 | 11 | 30 | 5 | 35 | 1 | 0 | 1 | 42 | 5 | 47 | |

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