

## *Statistical Data, September 2016*

### Major data

	Assets under management	Change from June 2016
Total	<b>Yen 235 trillion</b>	<b>+Yen 5.7 trillion (+2.5%)</b>
Discretionary Accounts	<b>Yen 221 trillion</b>	<b>+Yen 5.5 trillion (+2.6%)</b>
Discretionary assets	Yen 186 trillion	+Yen 5.7 trillion (+3.2%)
Assets under advice	Yen 35 trillion	-Yen 0.1 trillion (-0.4%)
Real Estate Private Funds	<b>Yen 7,691 billion</b>	<b>-Yen 133 billion (-1.7%)</b>
Discretionary assets	Yen 3,592 billion	-Yen 124 billion (-3.3%)
Assets under advice	Yen 4,098 billion	-Yen 9 billion (-0.2%)
Wrap Accounts	<b>Yen 6,019 billion</b>	<b>+Yen 260 billion (+4.5%)</b>
Discretionary assets	Yen 6,019 billion	+Yen 260 billion (+4.5%)
Assets under advice	Yen 0 billion	Yen 0 billion (-)
Collective Investment Scheme(excluding mutual Fund)	<b>Yen 114 billion</b>	<b>+Yen 3 billion (+3.4%)</b>

### Highlights

- ✓ The total amount of assets under management (AUM) of all member firms was Yen 235 trillion as of September 2016. It increased, Yen 5.7 trillion, from Jun 2016.
- ✓ The amount of AUM of discretionary accounts (including accounts under advice) was Yen 221 trillion and it increased by Yen 5.5 trillion from Jun 2016.
- ✓ The amount of AUM of real estate private funds, both discretionary investment management and investment advice, was Yen 7,691 billion and it decreased by Yen 133 billion from Jun 2016.

- ✓ The amount of AUM of wrap accounts was Yen 6,019 billion and it increased by Yen 260 billion from Jun 2016. Number of contracts was 528,046 and it increased by 26,069.
- ✓ The amount of AUM of collective investment schemes (excluding mutual funds) was Yen 114 billion and it increased by Yen 3 billion from Jun 2016.
- ✓ The amount of AUM of total discretionary assets increased by Yen 5.8 trillion, and total assets under advice decreased by Yen 156 billion from Jun 2016.

(Summary Table)

**1. Assets Under Management by Investment Management Members**  
 (Discretionary Accounts, Real Estate Private Funds, Wrap Accounts, Collective Investment Schemes(excluding mutual funds))

(Unit : ¥ 100million)

	Discretionary Accounts						Real Estate Private Funds						Wrap Accounts						Total						
	Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number 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
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	
2016/9	6,802	1,862,634	564	356,193	7,366	2,218,827	509	35,927	312	40,986	821	76,914	528,046	60,197	0	0	528,046	60,197	535,357	1,958,759	876	397,179	536,233	2,355,938	

	Collective Investment Schemes(excluding mutual funds)		Total	
	Number of Contract	Amount	Number 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
2016/9	59	1,140	536,292	2,357,078

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)

	Discretionary Accounts						Real Estate Private Funds						Wrap Accounts						Total						
	Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number 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%
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%
2016/9	-0.1%	3.2%	1.6%	-0.4%	0.1%	2.6%	-1.7%	-3.3%	1.0%	-0.2%	-0.7%	-1.7%	5.2%	4.5%	0.0%	0.0%	5.2%	4.5%	5.1%	3.1%	1.4%	-0.4%	5.1%	2.5%	

	Collective Investment Schemes(excluding mutual funds)		Total	
	Number of Contract	Amount	Number 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%
2016/9	7.3%	3.4%	5.1%	2.5%

(Appendix)

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

(Unit : ¥ 100million)

	Discretionary Accounts						Real Estate Private Funds						Wrap Accounts						Total					
	Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total	
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number 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
2016/9	6,802	1,862,634	564	356,193	7,366	2,218,827	509	35,927	312	40,966	821	76,914	528,046	60,197	0	0	528,046	60,197	535,357	1,958,759	876	397,179	536,233	2,355,938

	Collective Investment Schemes(excluding mutual funds)		Total	
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2016/6	55	1,102	510,221	2,299,989
2016/9	59	1,140	536,292	2,357,078

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.

Percentage changes from the previous year (or term)

	Discretionary and Advisory Accounts						Real Estate Private Funds						Wrap Accounts						Total					
	Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total	
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number 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%
2016/9	-0.1%	3.2%	1.6%	-0.4%	0.1%	2.6%	-1.7%	-3.3%	1.0%	-0.2%	-0.7%	-1.7%	5.2%	4.5%	-	-	5.2%	4.5%	9.1%	-1.7%	2.2%	-6.9%	9.1%	-2.6%

	Collective Investment Schemes(excluding mutual funds)		Total	
	Number of Contract	Amount	Number 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%
2016/9	7.3%	3.4%	5.1%	2.5%

## 2. Discretionary Accounts

### (1) Assets Under Management (Discretionary Assets)

(Unit : ¥ 100million)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals				Corporations				Individuals		Total					
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others						Sub-total			
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
2011/3	249	591,973	5,028	236,603	1,554	233,522	6,831	1,062,098	43,123	5,184	49,954	1,067,282	136	14,868	772	177,619	908	192,487	83	215	991	192,702	50,945	1,259,983
2012/3	249	564,303	4,990	226,744	1,403	265,712	6,642	1,056,759	42,098	5,136	48,740	1,061,895	116	13,799	737	184,475	853	198,274	83	211	936	198,485	49,676	1,260,380
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	58,990	1,500,028
2014/3	220	783,901	4,822	264,224	1,786	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	139	1,030	238,626	113,031	1,645,382
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	314,545	1,954,263
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	490,004	1,956,587
2016/6	490	884,525	4,203	239,718	973	425,547	5,666	1,549,791	165	181	5,831	1,549,972	67	14,749	886	240,555	953	255,305	23	101	976	255,406	6,807	1,805,377
2016/9	508	914,475	4,200	241,748	965	421,097	5,673	1,577,320	122	179	5,795	1,577,499	74	16,593	910	268,435	984	285,028	23	107	1,007	285,135	6,802	1,862,634

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)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals				Corporations				Individuals		Total					
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others						Sub-total			
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number 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%	-2.5%	0.0%
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%	18.7%	19.0%
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%	91.6%	9.7%
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%	178.3%	18.8%
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%	55.8%	0.1%
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%	-98.6%	-7.7%
2016/9	3.7%	3.4%	-0.1%	0.8%	-0.8%	-1.0%	0.1%	1.8%	-26.1%	-1.3%	-0.6%	1.8%	10.4%	12.5%	2.7%	11.6%	3.3%	11.6%	0.0%	5.7%	3.2%	11.6%	-0.1%	3.2%

## 2. Discretionary Accounts

### (2) Assets Under Management (Assets Under Advice)

(Unit : ¥ 100million)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals		Total		Corporations						Individuals		Total			
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others		Sub-total							
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number 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	697	205,334
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	465	214,407
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	495	252,331
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	514	264,970
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	521	298,807
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	558	385,896
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	555	357,665
2016/9	0	0	5	22,297	333	300,857	338	323,154	11	43	349	323,197	11	3,688	203	29,303	214	32,990	1	5	215	32,995	564	356,193

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)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)		
	Corporations								Individuals		Total		Corporations						Individuals		Total				
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others		Sub-total								
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number 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%	-33.3%	4.4%	
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%	1.0%	6.4%	17.7%	
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%	0.0%	3.8%	5.0%
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%	1.4%	12.8%	
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%	7.1%	29.1%	
2016/6	-	-	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%	-	-	-1.4%	-19.3%	-0.5%	-7.3%	
2016/9	-	-	0.0%	1.1%	2.5%	-1.0%	2.4%	-0.8%	0.0%	-3.3%	2.3%	-0.8%	0.0%	12.1%	0.0%	2.9%	0.0%	3.9%	-	-	0.5%	3.9%	1.6%	-0.4%	

## 2. Discretionary Accounts

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

(Unit : ¥ 100million)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals				Corporations				Individuals		Total					
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others						Sub-total			
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
2011/3	249	591,973	5,033	251,345	1,764	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	2,216	225,209	51,642	1,465,318
2012/3	249	564,303	4,997	244,055	1,616	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	50,141	1,474,787
2013/3	234	670,079	4,967	272,044	1,693	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	59,485	1,752,360
2014/3	220	783,901	4,829	286,005	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	113,545	1,910,351
2015/3	260	877,976	4,542	306,017	4,978	670,915	9,780	1,854,908	303,976	35,376	313,756	1,890,284	142	35,137	1,138	327,520	1,280	362,658	30	128	1,310	362,786	315,066	2,253,070
2016/3	482	938,304	4,261	273,312	7,280	757,255	12,023	1,968,872	477,180	52,691	489,203	2,021,563	141	23,459	1,190	297,338	1,331	320,797	28	123	1,359	320,920	490,562	2,342,483
2016/6	490	884,525	4,208	261,763	1,298	729,366	5,996	1,875,654	176	226	6,172	1,875,880	78	18,040	1,089	269,021	1,167	287,061	23	101	1,190	287,162	7,362	2,163,042
2016/9	508	914,475	4,205	264,045	1,298	721,954	6,011	1,900,475	133	222	6,144	1,900,697	85	20,281	1,113	297,738	1,198	318,019	24	112	1,222	318,130	7,366	2,218,827

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)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals				Corporations				Individuals		Total					
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others						Sub-total			
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number 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%	-2.9%	0.6%
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%	18.6%	18.8%
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%	90.9%	9.0%
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%	177.5%	17.9%
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%	55.7%	4.0%
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%	-98.5%	-7.7%
2016/9	3.7%	3.4%	-0.1%	0.9%	0.0%	-1.0%	0.3%	1.3%	-24.4%	-1.7%	-0.5%	1.3%	9.0%	12.4%	2.2%	10.7%	2.7%	10.8%	4.3%	10.7%	2.7%	10.8%	0.1%	2.6%

## 2. Discretionary Accounts

### (4) Assets Under Management by Asset Class

① Number of Contract

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
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
2016/9	1,392	588	411	554	1,062	763	307	327	1,398	6,802

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
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%
2016/9	-3.2%	6.9%	-0.2%	-3.5%	0.1%	0.7%	-0.3%	2.5%	0.8%	-0.1%

(Unit : ¥ 100million)

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2011/3	203,890	411,006	22,835	124,631	277,552	15,262	31,068	62,463	111,276	1,259,983
2012/3	200,102	384,832	22,630	118,708	289,187	15,022	29,031	61,601	139,267	1,260,380
2013/3	266,100	402,713	27,173	141,416	291,351	66,637	70,569	80,489	153,580	1,500,028
2014/3	347,276	419,646	28,780	176,486	307,187	69,771	82,152	83,249	130,835	1,645,382
2015/3	493,438	297,948	37,136	290,150	387,373	25,100	71,073	85,227	266,816	1,954,263
2016/3	484,417	325,143	41,066	299,860	384,086	28,194	54,870	88,690	250,262	1,956,587
2016/6	449,133	329,741	27,740	275,064	366,994	27,169	48,452	69,208	211,876	1,805,377
2016/9	476,694	313,348	27,905	283,855	367,470	28,523	48,906	95,098	220,836	1,862,634

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
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%
2016/9	6.1%	-5.0%	0.6%	3.2%	0.1%	5.0%	0.9%	37.4%	4.2%	3.2%

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
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%
2016/9	25.6%	16.8%	1.5%	15.2%	19.7%	1.5%	2.6%	5.1%	11.9%	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.



## 2. Discretionary Accounts

### (5) Assets Under Management by Size

#### ① Number of Contract

	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
2016/9	1,917	2,659	754	1,031	190	251	6,802

#### ② Amount of Assets

(Unit : ¥ 100million)

	Less than ¥1 billion	Over ¥1 billion	Over ¥5 billion	Over ¥10 billion	Over ¥50 billion	Over ¥100 billion	Total
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
2016/9	8,709	60,863	53,404	222,276	130,884	1,386,499	1,862,634

#### 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%
2016/9	-1.0%	-0.4%	-1.2%	3.2%	-0.5%	1.6%	-0.1%

#### 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%
2016/9	0.7%	-0.1%	-1.2%	4.1%	-0.2%	3.7%	3.2%

#### 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%
2016/9	28.2%	39.1%	11.1%	15.2%	2.8%	3.7%	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%
2016/9	0.5%	3.3%	2.9%	11.9%	7.0%	74.4%	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.

## 2. Discretionary Accounts

### (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 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	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
2016/9	489,626	454,170	1,438	18,551	20,991	180,426	201,052	234	15,150	4,679	79,624	125,388	64	1,219	3,976	30,234	8,677	5	312	1,115	50,511	105,178	75	4,664	65,276

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	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	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%	-1.8%	-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%
2016/9	6.6%	3.2%	7.8%	-16.7%	51.4%	2.9%	-0.6%	33.9%	24.7%	-48.7%	4.2%	0.4%	112.9%	-13.8%	-6.7%	6.8%	2.9%	40.8%	46.5%	-4.4%	-0.9%	2.0%	38.0%	-12.4%	0.8%	

Percentage

	Japan					USA					Europe					Asia					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	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%
2016/9	26.3%	24.4%	0.1%	1.0%	1.1%	9.7%	10.8%	0.0%	0.8%	0.3%	4.3%	6.7%	0.0%	0.1%	0.2%	1.6%	0.5%	0.0%	0.0%	0.1%	2.7%	5.6%	0.0%	0.3%	3.5%

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.

## 2. Discretionary Accounts

### (7) Derivative Transactions

#### Exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
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
2016/9	9,912	10,785	1,223	0	223

#### 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
2016/9	132,138	33,685	64,530	3,033

#### Overseas exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
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
2016/9	6,393	22,472	128	13	12,677

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.

### 3. Real Estate Private Funds

#### (1) Assets Under Management (Discretionary Assets)

(Unit : ¥ 100million)

	Domestic Clients								Overseas Clients								Total											
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others							
	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	0	0	0	0	0	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	0	0	0	0	0	0	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	0	0	2	2	16	16	588	54	45,086	4,312	9	5	100	45	8	4	100	45
2014/3	499	52	36,997	2,404	6	3	94	30	0	0	0	0	2	2	17	17	499	52	36,997	2,404	8	5	111	47	9	4	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	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	7	2	205	8
2016/6	508	42	36,885	1,672	7	1	264	3	1	0	12	0	2	2	7	7	509	42	36,897	1,672	9	3	271	10	9	3	271	10
2016/9	494	44	35,646	1,686	12	5	267	38	1	0	11	0	2	2	4	4	495	44	35,657	1,686	14	7	271	42	14	7	271	42

Total (Discretionary Assets)				
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
2016/9	509	51	35,927	1,727

Percentage changes from the previous year (or term)

	Domestic Clients								Overseas Clients								Total												
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others								
	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	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%	-	-	-	-	
2016/9	-2.8%	4.8%	-3.4%	0.8%	71.4%	400.0%	1.1%	1139.3%	0.0%	-	-5.3%	-	0.0%	0.0%	-48.0%	-48.0%	-2.8%	4.8%	-3.4%	0.8%	55.6%	133.3%	-0.2%	297.9%	-	-	-	-	

Total (Discretionary Assets)				
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%	8.5%
2013/3	0.3%	1.7%	-4.6%	-7.8%
2014/3	-15.1%	-3.4%	-17.9%	-43.8%
2015/3	-5.7%	-24.6%	1.1%	-35.2%
2016/3	5.2%	-4.7%	-3.4%	-0.5%
2016/6	3.0%	9.8%	2.6%	6.5%
2016/9	-1.7%	13.3%	-3.3%	2.7%

### 3. Real Estate Private Funds

#### (2) Assets Under Management (Assets Under Advice)

Unit : ¥ 100million)

	Domestic Clients								Overseas Clients								Total							
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others			
	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
2016/9	307	20	38,947	1,181	2	0	0	0	0	0	0	0	3	3	2,039	2,039	307	20	38,947	1,181	5	3	2,039	2,039

Total (Discretionary Assets)			
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
2012/3	396	24	42,503
2013/3	331	22	39,402
2014/3	238	14	29,892
2015/3	240	19	31,020
2016/3	299	23	40,849
2016/6	309	23	41,081
2016/9	312	23	40,986

Percentage changes from the previous year (or term)

	Domestic Clients								Overseas Clients								Total							
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others			
	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%	--	--	--	--
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%
2016/9	1.3%	0.0%	-0.8%	-1.7%	0.0%	--	0.0%	--	-1.3%	--	--	--	-25.0%	0.0%	11.4%	11.4%	1.3%	0.0%	-0.8%	-1.7%	-16.7%	0.0%	11.4%	11.4%

Total (Discretionary Assets)			
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%	-29.5%
2013/3	-16.4%	-8.3%	14.7%
2014/3	-28.1%	-36.4%	-37.0%
2015/3	0.8%	35.7%	3.8%
2016/3	24.6%	21.1%	31.7%
2016/6	3.3%	0.0%	-4.2%
2016/9	1.0%	0.0%	-0.2%

### 3. Real Estate Private Funds

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

(Unit : ¥ 100million)

	Domestic Clients								Overseas Clients								Total							
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others			
	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	0	0	0	985	82	89,879	8,428	0	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	625
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
2016/9	801	64	74,593	2,867	14	5	267	38	1	0	11	0	5	5	2,043	2,043	802	64	74,604	2,867	19	10	2,309	2,080

Total (Discretionary Assets)			
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
2012/3	991	82	89,847
2013/3	928	81	84,589
2014/3	745	71	67,000
2015/3	718	62	68,526
2016/3	802	64	77,084
2016/6	827	68	78,249
2016/9	821	74	76,914

Percentage changes from the previous year (or term)

	Domestic Clients								Overseas Clients								Total							
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others			
	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	-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%
2016/9	-1.2%	3.2%	-2.0%	-0.3%	55.6%	400.0%	1.1%	1139.3%	0.0%	--	-5.3%	--	-16.7%	0.0%	11.1%	11.2%	-1.2%	3.2%	-2.0%	-0.3%	26.7%	66.7%	9.9%	13.0%

Total (Discretionary Assets)			
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%	-9.9%
2013/3	-6.4%	-1.2%	0.7%
2014/3	-19.7%	-12.3%	-40.9%
2015/3	-3.6%	-12.7%	-23.7%
2016/3	11.7%	3.2%	37.4%
2016/6	3.1%	6.3%	-0.7%
2016/9	-0.7%	8.8%	4.9%

### 3. Real Estate Private Funds

#### (4) Assets Under Management by Asset Class

(Unit : ¥ 100million)

	Japan								Overseas								Global							
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others			
	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	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
2016/9	494	44	35,646	1,686	12	5	267	38	1	0	11	0	2	2	4	4	0	0	0	0	0	0	0	0

Percentage changes from the previous year (or term)

	Japan								Overseas								Global							
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others			
	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%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
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%	-	-	-	-	-	-	-	-
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%	-	-14.5%	-	0.0%	0.0%	-10.8%	-10.8%	-	-	-	-	-	-	-	-
2016/9	-2.8%	4.8%	-3.4%	0.8%	71.4%	400.0%	1.1%	1139.3%	0.0%	-	-5.3%	-	0.0%	0.0%	-48.0%	-48.0%	-	-	-	-	-	-	-	-

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

### 3. Real Estate Private Funds

#### (5) 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 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	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	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	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	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	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	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	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	0	0	0	0	0
2016/9	0	0	35,290	349	274	0	0	0	0	4	11	0	0	0	0	0	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 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	Stocks	Bonds	Real Estate Private Funds	Short term investments	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%	-	-	-	-	-9.7%	-	-	-	-	-	-	-	-100.0%	-100.0%	-	-	-	-	-	-	-	-	-	-	-
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%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2016/9	-	-	-3.9%	127.4%	1.1%	-	-	-	-	-48.0%	-5.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Percentage

	Japan					USA					Europe					Asia					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	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	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%	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%	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%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
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%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
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%	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%	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%	0.0%	0.0%	0.0%	0.0%	0.0%
2016/9	0.0%	0.0%	98.2%	1.0%	0.8%	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%	0.0%	0.0%	0.0%	0.0%	0.0%

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



### 3. Real Estate Private Funds

#### (6) Derivative Transactions

##### Exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
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
2016/9	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
2016/9	0	0	808	0

##### Overseas exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
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
2016/9	0	0	0	0	0

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

#### 4. Wrap Accounts

##### (1) Assets Under Management (Discretionary Assets)

(Unit : ¥ 100million)

	Domestic Clients						Overseas Clients						Total (Discretionary Assets)	
	Corporations		Individuals		Total		Corporations		Individuals		Total			
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount
2016/6	6,158	5,443	495,817	52,151	501,975	57,594	0	0	2	2	2	2	501,977	57,596
2016/9	6,345	5,650	521,699	54,546	528,044	60,196	0	0	2	2	2	2	528,046	60,197

Percentage changes from the previous year (or term)

	Domestic Clients						Overseas Clients						Total (Discretionary Assets)	
	Corporations		Individuals		Total		Corporations		Individuals		Total			
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount
2016/9	3.0%	3.8%	5.2%	4.6%	5.2%	4.5%	-	-	0.0%	4.0%	0.0%	4.0%	5.2%	4.5%

※ “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.

#### 4. Wrap Accounts

##### (2) Assets Under Management (Assets Under Advice)

(Unit : ¥ 100million)

	Domestic Clients						Overseas Clients					
	Corporations		Individuals		Total		Corporations		Individuals		Total	
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount
2016/6	0	0	0	0	0	0	0	0	0	0	0	0
2016/9	0	0	0	0	0	0	0	0	0	0	0	0

Total (Discretionary Assets)	
Number of Contract	Amount
0	0
0	0

Percentage changes from the previous year (or term)

	Domestic Clients						Overseas Clients					
	Corporations		Individuals		Total		Corporations		Individuals		Total	
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount
2016/9	-	-	-	-	-	-	-	-	-	-	-	-

Total (Discretionary Assets)	
Number of Contract	Amount
-	-

#### 4. Wrap Accounts

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

(Unit : ¥ 100million)

	Domestic Clients						Overseas Clients						Total (Discretionary Assets)	
	Corporations		Individuals		Total		Corporations		Individuals		Total		Number of Contract	Amount
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
2016/6	6,158	5,443	495,817	52,151	501,975	57,594	0	0	2	2	2	2	501,977	57,596
2016/9	6,345	5,650	521,699	54,546	528,044	60,196	0	0	2	2	2	2	528,046	60,197

Percentage changes from the previous year (or term)

	Domestic Clients						Overseas Clients						Total (Discretionary Assets)	
	Corporations		Individuals		Total		Corporations		Individuals		Total		Number of Contract	Amount
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
2016/9	3.0%	3.8%	5.2%	4.6%	5.2%	4.5%	-	-	0.0%	4.0%	0.0%	4.0%	5.2%	4.5%

## 4. Wrap Accounts

### (4) Assets Under Management by Asset Class

#### ① Mutual Fund Wrap Accounts

##### ① Number of Contract

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2016/6	0	87	119,242	0	32	161	3	134	379,648	499,307
2016/9	0	93	121,549	0	34	175	2	168	403,620	525,641

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

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2016/9	-	6.9%	1.9%	-	6.3%	8.7%	-33.3%	25.4%	6.3%	5.3%

##### ② Amount of Assets

(Unit : ¥ 100million)

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2016/6	0	121	13,437	0	81	4	6	499	41,624	55,772
2016/9	0	91	13,886	0	77	3	3	554	43,830	58,444

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

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2016/9	-	-24.7%	3.3%	-	-4.5%	-25.8%	-51.2%	10.9%	5.3%	4.8%

##### Percentage

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2016/6	0.0%	0.2%	24.1%	0.0%	0.1%	0.0%	0.0%	0.9%	74.6%	100.0%
2016/9	0.0%	0.2%	23.8%	0.0%	0.1%	0.0%	0.0%	0.9%	75.0%	100.0%

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

#### 4. Wrap Accounts

##### (4) Assets Under Management by Asset Class

##### ② Wrap Accounts(excluding Mutual Fund Wrap Accounts)

###### ① Number of Contract

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2016/6	1,372	0	505	0	0	0	5	8	780	2,670
2016/9	1,322	0	484	0	0	0	6	9	584	2,405

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

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2016/9	-3.6%	-	-4.2%	-	-	-	20.0%	12.5%	-25.1%	-9.9%

###### ② Amount of Assets

(Unit : ¥ 100million)

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2016/6	162	0	970	0	0	0	2	5	685	1,824
2016/9	156	0	905	0	0	0	3	6	684	1,753

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

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2016/9	-3.7%	-	-6.7%	-	-	-	28.8%	8.1%	-0.1%	-3.9%

###### Percentage

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2016/6	8.9%	0.0%	53.2%	0.0%	0.0%	0.0%	0.1%	0.3%	37.6%	100.0%
2016/9	8.9%	0.0%	51.6%	0.0%	0.0%	0.0%	0.2%	0.3%	39.0%	100.0%

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

## 4.Wrap Accounts

### (5) Assets Under Management by Size

#### ①Number 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
2016/9	382,146	94,308	41,563	7,351	2,566	112	528,046

#### 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
2016/9	4.3%	7.7%	7.4%	7.3%	3.1%	15.5%	5.2%

#### 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%
2016/9	72.4%	17.9%	7.9%	1.4%	0.5%	0.0%	100.0%

#### 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
2016/9	21,466	13,253	12,435	5,030	5,631	2,382	60,197

#### 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
2016/9	1.5%	7.1%	7.3%	7.2%	3.2%	2.0%	4.5%

#### 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%
2016/9	35.7%	22.0%	20.7%	8.4%	9.4%	4.0%	100.0%

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

#### 4. Wrap Accounts

##### (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 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
2016/6	3,888	7,569	0	1,460	15,064	24	29	0	7	1	3	7	0	0	0	1	0	0	0	0	2,374	11,492	0	104	15,573
2016/9	4,134	7,726	0	1,551	15,454	30	42	0	7	1	3	7	0	0	0	1	0	0	0	0	2,456	11,844	0	109	16,833

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	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	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others
2016/9	6.3%	2.1%	-	6.3%	2.6%	24.4%	45.1%	65.4%	-7.2%	10.3%	6.0%	-2.0%	-	-	68.7%	38.1%	-100.0%	-	-	-100.0%	3.5%	3.1%	134.1%	5.2%	8.1%

Percentage

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term 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
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%
2016/9	6.9%	12.8%	0.0%	2.6%	25.7%	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%	19.7%	0.0%	0.2%	28.0%

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



#### 4. Wrap Accounts

##### (7) Derivative Transactions

###### Exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
2016/6	0	0	0	0	0
2016/9	0	0	0	0	0

###### Over-the-counter derivatives

(Unit : ¥ 100million)

	Forwards	Options	Swaps	Others
2016/6	0	0	0	0
2016/9	0	0	0	0

###### Overseas exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
2016/6	0	0	0	0	0
2016/9	0	0	0	0	0

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

## 5. Collective Investment Schemes(excluding mutual funds)

### (1)Assets Under Management

(Unit : ¥ 100million)

	Collective Investment Schemes (excluding mutual funds)			Assets Under Advice			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
2016/9	811	329	1,139	0	0	0	811	329	1,139

	Collective Investment Schemes (excluding mutual funds)			Assets Under Advice			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%	-	-	-	3.1%	22.8%	7.7%
2014/3	-2.7%	42.9%	9.5%	-	-	-	-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%
2016/9	5.9%	-2.4%	3.4%	-	-	-	5.9%	-2.4%	3.4%

5. Collective Investment Schemes(excluding mutual funds)

(2) Assets Under Management by Asset Class

①Number of Contract

	Japan		Overseas		Global		Total
	Stocks	Others	Stocks	Others	Stocks	Others	
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
2016/9	12	3	10	0	27	7	59

	Japan		Overseas		Global		Total
	Stocks	Others	Stocks	Others	Stocks	Others	
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%	-	0.0%	0.0%	3.8%
2016/9	0.0%	0.0%	0.0%	-	17.4%	0.0%	7.3%

(Unit : ¥ 100million)

	Japan		Overseas		Global		Total
	Stocks	Others	Stocks	Others	Stocks	Others	
2011/3	129	78	20	58	989	501	1,774
2012/3	66	61	30	51	1,011	445	1,663
2013/3	67	36	42	34	1,127	485	1,791
2014/3	70	17	42	33	1,269	530	1,962
2015/3	56	6	29	43	897	507	1,537
2016/6	115	182	10	0	488	307	1,102
2016/9	95	237	9	0	509	289	1,139

	Japan		Overseas		Global		Total
	Stocks	Others	Stocks	Others	Stocks	Others	
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%
2016/9	-17.4%	30.4%	-4.6%	-	4.3%	-6.0%	3.4%

	Japan		Overseas		Global		Total
	Stocks	Others	Stocks	Others	Stocks	Others	
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%
2016/9	8.4%	20.8%	0.8%	0.0%	44.7%	25.3%	100.0%

## 5. Collective Investment Schemes(excluding mutual funds)

### (3) 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 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	686	20	0	421	307	24	2	0	0	84	2	0	0	0	0	19	0	0	22	104	0	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	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	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	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	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	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	0
2016/9	327	2	0	114	195	11	0	0	0	104	0	0	0	0	0	13	0	0	0	201	0	0	0	0	0	172

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	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	Stocks	Bonds	Real Estate Private Funds	Short term investments	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%	-	-	-	-	-	-
2016/9	-4.5%	-6.9%	-	123.0%	-47.1%	47.9%	0.0%	-	-	-4.8%	-	-	-	-	-	-3.9%	-	-	-3.6%	-2.7%	-	-	-	-	-	-

Percentage

	Japan					USA					Europe					Asia					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	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	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%	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%	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%	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%	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%	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%	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%	0.0%
2016/9	28.7%	0.2%	0.0%	10.0%	17.1%	1.0%	0.0%	0.0%	0.0%	9.1%	0.0%	0.0%	0.0%	0.0%	0.0%	1.1%	0.0%	0.0%	0.0%	17.6%	0.0%	0.0%	0.0%	0.0%	0.0%	15.1%

## 5. Collective Investment Schemes(excluding mutual funds)

### (4) Derivative Transactions

#### Exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
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
2016/9	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
2016/9	0	0	0	0

#### Overseas exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
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
2016/9	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
2016/9	269	486

	Complaints			Consultations			Mediation			Total		
	To JIAA's members	To non-JIAA's members	Total	To JIAA's members	To non-JIAA's members	Total	To JIAA's members	To non-JIAA's members	Total	To JIAA's members	To non-JIAA's members	Total
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
2016/9	16	0	16	44	6	50	1	0	1	61	6	67

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