

## *Statistical Data, June 2018*

### Major data

|   | Assets under management  | Change from March 2018           |
|---|--------------------------|----------------------------------|
| Total   | <b>Yen 304 trillion</b>  | <b>-Yen 3 trillion ( -1.2%)</b>  |
| Discretionary Accounts                              | <b>Yen 286 trillion</b>  | <b>-Yen 4 trillion ( -1.4%)</b>  |
| Discretionary assets                                | Yen 248 trillion         | +Yen 2 trillion ( +1.2%)         |
| Assets under advice                                 | Yen 38 trillion          | -Yen 7 trillion ( -15.4%)        |
| Real Estate Private Funds                           | <b>Yen 8,929 billion</b> | <b>+Yen 202 billion ( +2.3%)</b> |
| Discretionary assets                                | Yen 4,004 billion        | -Yen 17 billion ( -0.4%)         |
| Assets under advice                                 | Yen 4,924 billion        | +Yen 219 billion ( +4.7%)        |
| Wrap Accounts                                       | <b>Yen 8,276 billion</b> | <b>+Yen 290 billion ( +3.6%)</b> |
| Discretionary assets                                | Yen 8,274 billion        | +Yen 290 billion ( +3.6%)        |
| Assets under advice                                 | Yen 1 billion            | +Yen 300 million ( +31.9%)       |
| Collective Investment Scheme(excluding mutual Fund) | <b>Yen 190 billion</b>   | <b>+Yen 16 billion (+9.4%)</b>   |

### Highlights

- ✓ The total amount of assets under management (AUM) of all member firms was Yen 304 trillion as of June 2018. It decreased by Yen 3 trillion from March 2018.
- ✓ The amount of AUM of discretionary accounts (including accounts under advice) was Yen 286 trillion and it decreased by Yen 4 trillion from March 2018.
- ✓ The amount of AUM of real estate private funds, both discretionary investment management and investment advice, was Yen 8,929 billion and it increased by Yen 202 billion from March 2018.

- ✓ The amount of AUM of wrap accounts was Yen 8,276 billion and it increased by Yen 290 billion from March 2018. Number of contracts was 758,140 and it increased by 41,522.
- ✓ The amount of AUM of collective investment schemes (excluding mutual funds) was Yen 190 billion and it increased by Yen 16 billion from March 2018.
- ✓ The amount of AUM of total discretionary assets increased by Yen 3 trillion, and total assets under advice decreased by Yen 6 trillion from March 2018.

(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    | 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 |
| 2017/3 | 7,137                  | 2,120,997 | 656                 | 353,527 | 7,793              | 2,474,524 | 478                       | 34,074 | 303                 | 40,938 | 781                | 75,013 | 564,622              | 65,702 | 0                   | 0      | 564,622            | 65,702 | 572,237              | 2,220,774 | 959                 | 394,465 | 573,196            | 2,615,239 |           |
| 2018/3 | 7,463                  | 2,451,834 | 657                 | 458,182 | 8,120              | 2,910,016 | 625                       | 40,216 | 316                 | 47,054 | 941                | 87,270 | 716,614              | 79,843 | 4                   | 10     | 716,618            | 79,853 | 724,702              | 2,571,893 | 977                 | 505,246 | 725,679            | 3,077,139 |           |
| 2018/6 | 7,621                  | 2,481,009 | 591                 | 387,663 | 8,212              | 2,868,672 | 792                       | 40,043 | 311                 | 49,248 | 1,103              | 89,290 | 758,135              | 82,747 | 5                   | 13     | 758,140            | 82,760 | 766,548              | 2,603,798 | 907                 | 436,924 | 767,455            | 3,040,723 |           |

|        | 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 |
| 2017/3 | 57  | 1,395  | 573,253            | 2,616,633 |
| 2018/3 | 60  | 1,742  | 725,739            | 3,078,882 |
| 2018/6 | 59  | 1,906  | 767,514            | 3,042,629 |

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%  | 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%  |
| 2017/3 | -98.5%                 | 8.4%   | 17.6%               | -8.4%  | -98.4%             | 5.6%   | -5.0%                     | -6.0%  | 1.3%                | 0.2%   | -2.6%              | -2.7%  | -                    | -      | -                   | -      | -                  | -      | -                    | 16.7%  | 11.4%               | 11.9%  | -7.6%              | 16.7%  | 8.1%  |
| 2018/3 | 4.6%                   | 15.6%  | 0.2%                | 29.6%  | 4.2%               | 17.6%  | 30.8%                     | 18.0%  | 4.3%                | 14.9%  | 20.5%              | 16.3%  | 26.9%                | 21.5%  | 0.0%                | 0.0%   | 26.9%              | 21.5%  | 26.6%                | 15.8%  | 1.9%                | 28.1%  | 26.6%              | 17.7%  |       |
| 2018/6 | 2.1%                   | 1.2%   | -10.0%              | -15.4% | 1.1%               | -1.4%  | 26.7%                     | -0.4%  | -1.6%               | 4.7%   | 17.2%              | 2.3%   | 5.8%                 | 3.6%   | 25.0%               | 31.9%  | 5.8%               | 3.6%   | 5.8%                 | 1.2%   | -7.2%               | -13.5% | 5.8%               | -1.2%  |       |

|        | 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%   |
| 2017/3 | 7.5%  | 31.8%  | 16.7%              | 8.1%   |
| 2018/3 | 5.3%  | 24.9%  | 26.6%              | 17.7%  |
| 2018/6 | -1.7%   | 9.4%   | 5.8%               | -1.2%  |

(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 |
| 2017/3 | 7,137                  | 2,120,997 | 656                 | 353,527 | 7,793              | 2,474,524 | 478                       | 34,074 | 303                 | 40,938 | 781                | 75,013 | 564,622              | 65,702 | 0                   | 0      | 564,622            | 65,702 | 572,237              | 2,220,774 | 959                 | 394,465 | 573,196            | 2,615,239 |
| 2018/3 | 7,463                  | 2,451,834 | 657                 | 458,182 | 8,120              | 2,910,016 | 625                       | 40,216 | 316                 | 47,054 | 941                | 87,270 | 716,614              | 79,843 | 4                   | 10     | 716,618            | 79,853 | 724,702              | 2,571,893 | 977                 | 505,246 | 725,679            | 3,077,139 |
| 2018/6 | 7,621                  | 2,481,009 | 591                 | 387,663 | 8,212              | 2,868,672 | 792                       | 40,043 | 311                 | 49,248 | 1,103              | 89,290 | 758,135              | 82,747 | 5                   | 13     | 758,140            | 82,760 | 766,548              | 2,603,798 | 907                 | 436,924 | 767,455            | 3,040,723 |

|        | 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 |
| 2017/3 | 57  | 1,395  | 573,253            | 2,616,633 |
| 2018/3 | 60  | 1,742  | 725,739            | 3,078,882 |
| 2018/6 | 59  | 1,906  | 767,514            | 3,042,629 |

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%   |
| 2017/3 | -8.3%                               | 11.7%  | 18.4%               | -8.4%  | -6.6%              | 8.3%   | -5.0%                     | -6.0%  | 1.3%                | 0.2%   | -2.7%              | 17.1%  | 13.7%                | -100.0% | -                   | -       | 17.1%              | 13.7%  | 16.7%                | 11.4%  | 11.9%               | -7.6%  | 16.7%              | 8.1%   |
| 2018/3 | 4.6%                                | 15.6%  | 0.2%                | 29.6%  | 4.2%               | 17.6%  | 30.8%                     | 18.0%  | 4.3%                | 14.9%  | 20.5%              | 16.3%  | 26.9%                | 21.5%   | -                   | -       | 26.9%              | 21.5%  | 26.6%                | 15.8%  | 1.9%                | 28.1%  | 26.6%              | 17.7%  |
| 2018/6 | 2.1%                                | 1.2%   | -10.0%              | -15.4% | 1.1%               | -1.4%  | 26.7%                     | -0.4%  | -1.6%               | 4.7%   | 17.2%              | 2.3%   | 5.8%                 | 3.6%    | 25.0%               | 31.9%   | 5.8%               | 3.6%   | 5.8%                 | 1.2%   | -7.2%               | -13.5% | 5.8%               | -1.2%  |

|        | 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%   |
| 2017/3 | 7.5%  | 31.8%  | 16.7%              | 8.1%   |
| 2018/3 | 5.3%  | 24.9%  | 26.6%              | 17.7%  |
| 2018/6 | -1.7%   | 9.4%   | 5.8%               | -1.2%  |

## 2. Discretionary Accounts

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

(Unit : ¥ 100million)

|        | Domestic Clients     |           |                       |         |                    |         |                    |           |                    |        |                    |           | Overseas Clients   |        |                    |         |                    |         |                    |        |                    |         | Total<br>(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  | 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 |
| 2017/3 | 540                  | 1,011,586 | 4,222                 | 250,899 | 1,222              | 551,284 | 5,984              | 1,813,768 | 122                | 179    | 6,106              | 1,813,947 | 78                 | 19,543 | 929                | 287,404 | 1,007              | 306,946 | 24                 | 103    | 1,031              | 307,050 | 7,137                           | 2,120,997 |
| 2018/3 | 553                  | 1,120,840 | 4,282                 | 265,889 | 1,312              | 575,677 | 6,147              | 1,962,406 | 166                | 199    | 6,313              | 1,962,604 | 96                 | 20,092 | 1,031              | 469,031 | 1,127              | 489,123 | 23                 | 107    | 1,150              | 489,229 | 7,463                           | 2,451,834 |
| 2018/6 | 558                  | 1,145,125 | 4,362                 | 268,598 | 1,335              | 691,684 | 6,255              | 2,105,408 | 176                | 209    | 6,431              | 2,105,617 | 95                 | 19,834 | 1,068              | 355,456 | 1,163              | 375,290 | 27                 | 102    | 1,190              | 375,392 | 7,621                           | 2,481,009 |

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<br>(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 | 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%   |
| 2017/3 | 12.0%                | 7.8%   | -0.8%                 | 0.0%   | -82.4%             | 27.3%  | -48.8%             | 11.8%  | -100.0%            | -99.7% | -98.8%             | 8.3%   | -38.6%             | -2.1%  | -5.9%              | 9.9%   | -9.6%              | 9.1%   | -14.3%             | -16.1% | -9.7%              | 9.0%   | -98.5%                          | 8.4%   |
| 2018/3 | 2.4%                 | 10.8%  | 1.4%                  | 6.0%   | 7.4%               | 4.4%   | 2.7%               | 8.2%   | 36.1%              | 10.9%  | 3.4%               | 8.2%   | 23.1%              | 2.8%   | 11.0%              | 63.2%  | 11.9%              | 59.4%  | -4.2%              | 3.0%   | 11.5%              | 59.3%  | 4.6%                            | 15.6%  |
| 2018/6 | 0.9%                 | 2.2%   | 1.9%                  | 1.0%   | 1.8%               | 20.2%  | 1.8%               | 7.3%   | 6.0%               | 5.4%   | 1.9%               | 7.3%   | -1.0%              | -1.3%  | 3.6%               | -24.2% | 3.2%               | -23.3% | 17.4%              | -4.5%  | 3.5%               | -23.3% | 2.1%                            | 1.2%   |

## 2. Discretionary Accounts

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

(Unit : ¥ 100million)

|        | Domestic Clients     |        |                       |        |                    |         |                    |         |                    |        |                    |         | Overseas Clients   |        |                    |        |                    |        |                    |        |                    |        | Total<br>(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 |
| 2017/3 | 0                    | 0      | 5                     | 22,336 | 334                | 293,809 | 339                | 316,145 | 103                | 76     | 442                | 316,220 | 11                 | 4,409  | 202                | 32,875 | 213                | 37,284 | 1                  | 22     | 214                | 37,307 | 656                             | 353,527 |
| 2018/3 | 0                    | 0      | 6                     | 25,093 | 361                | 388,019 | 367                | 413,112 | 79                 | 56     | 446                | 413,168 | 10                 | 5,102  | 200                | 39,891 | 210                | 44,993 | 1                  | 21     | 211                | 45,014 | 657                             | 458,182 |
| 2018/6 | 0                    | 0      | 32                    | 38,132 | 357                | 307,551 | 389                | 345,683 | 4                  | 32     | 393                | 345,714 | 10                 | 5,007  | 187                | 36,920 | 197                | 41,927 | 1                  | 22     | 198                | 41,949 | 591                             | 387,663 |

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<br>(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 |                                 |        | 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%   | 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%  |
| 2017/3 | -                    | -      | 0.0%                  | -0.5%  | 4.0%               | -9.3%  | 4.0%               | -8.8%  | 586.7%             | 61.3%  | 29.6%              | -8.8%  | -21.4%             | 25.8%  | -0.5%              | -8.3%  | -1.8%              | -5.2%  | -                  | -      | -                  | -      | -1.4%                           | -5.2%  | 17.6%              | -8.4%  |
| 2018/3 | -                    | -      | 20.0%                 | 12.3%  | 8.1%               | 32.1%  | 8.3%               | 30.7%  | -23.3%             | -25.4% | 0.9%               | 30.7%  | -9.1%              | 15.7%  | -1.0%              | 21.3%  | -1.4%              | 20.7%  | 0.0%               | -5.4%  | -1.4%              | 20.7%  | 0.2%                            | 29.6%  | 0.2%               | 29.6%  |
| 2018/6 | -                    | -      | 433.3%                | 52.0%  | -1.1%              | -20.7% | 6.0%               | -16.3% | -94.9%             | -43.9% | -11.9%             | -16.3% | 0.0%               | -1.9%  | -6.5%              | -7.4%  | -6.2%              | -6.8%  | 0.0%               | 4.1%   | -6.2%              | -6.8%  | -10.0%                          | -15.4% | -10.0%             | -15.4% |

## 2. Discretionary Accounts

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

(Unit : ¥ 100million)

|        | Domestic Clients     |           |                       |         |                    |         |                    |           |                    |        |                    |           | Overseas Clients   |        |                    |         |                    |         |                    |        |                    |         | Total<br>(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 |
| 2017/3 | 540                  | 1,011,586 | 4,227                 | 273,234 | 1,556              | 845,093 | 6,323              | 2,129,913 | 225                | 255    | 6,548              | 2,130,168 | 89                 | 23,952 | 1,131              | 320,279 | 1,220              | 344,231 | 25                 | 126    | 1,245              | 344,356 | 7,793                           | 2,474,524 |
| 2018/3 | 553                  | 1,120,840 | 4,288                 | 290,982 | 1,673              | 963,696 | 6,514              | 2,375,518 | 245                | 255    | 6,759              | 2,375,773 | 106                | 25,194 | 1,231              | 508,922 | 1,337              | 534,116 | 24                 | 128    | 1,361              | 534,243 | 8,120                           | 2,910,016 |
| 2018/6 | 558                  | 1,145,125 | 4,394                 | 306,730 | 1,692              | 999,235 | 6,644              | 2,451,090 | 180                | 241    | 6,824              | 2,451,331 | 105                | 24,841 | 1,255              | 392,376 | 1,360              | 417,217 | 28                 | 124    | 1,388              | 417,341 | 8,212                           | 2,868,672 |

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<br>(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%  |
| 2017/3 | 12.0%                | 7.8%   | -0.8%                 | 0.0%   | -78.6%             | 11.6%  | -47.4%             | 8.2%   | -100.0%            | -99.5% | -98.7%             | 5.4%   | -36.9%             | 2.1%   | -5.0%              | 7.7%   | -8.3%              | 7.3%   | -10.7%             | 1.9%   | -8.4%              | 7.3%   | -98.4%                          | 5.6%  |
| 2018/3 | 2.4%                 | 10.8%  | 1.4%                  | 6.5%   | 7.5%               | 14.0%  | 3.0%               | 11.5%  | 8.9%               | 0.2%   | 3.2%               | 11.5%  | 19.1%              | 5.2%   | 8.8%               | 58.9%  | 9.6%               | 55.2%  | -4.0%              | 1.5%   | 9.3%               | 55.1%  | 4.2%                            | 17.6% |
| 2018/6 | 0.9%                 | 2.2%   | 2.5%                  | 5.4%   | 1.1%               | 3.7%   | 2.0%               | 3.2%   | -26.5%             | -5.5%  | 1.0%               | 3.2%   | -0.9%              | -1.4%  | 1.9%               | -22.9% | 1.7%               | -21.9% | 16.7%              | -3.1%  | 2.0%               | -21.9% | 1.1%                            | -1.4% |

## 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 |
| 2017/3 | 1,462    | 719   | 416     | 574      | 1,106 | 793    | 294    | 342   | 1,431   | 7,137   |
| 2018/3 | 1,522    | 715   | 439     | 556      | 1,134 | 865    | 352    | 360   | 1,520   | 7,463   |
| 2018/6 | 1,558    | 710   | 438     | 562      | 1,138 | 907    | 360    | 385   | 1,563   | 7,621   |

|        | 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%  |
| 2017/3 | -49.5%   | 22.5%  | -99.6% | -3.4%    | 0.7%  | -11.6% | -6.1%  | -40.4% | -99.6% | -98.5% |
| 2018/3 | 4.1%     | -0.6%  | 5.5%   | -3.1%    | 2.5%  | 9.1%   | 19.7%  | 5.3%   | 6.2%   | 4.6%   |
| 2018/6 | 2.4%     | -0.7%  | -0.2%  | 1.1%     | 0.4%  | 4.9%   | 2.3%   | 6.9%   | 2.8%   | 2.1%   |

(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 |
| 2018/3 | 647,015  | 344,176 | 29,242 | 377,575  | 477,100 | 49,312 | 56,429 | 121,499 | 349,485 | 2,451,834 |
| 2018/6 | 646,036  | 346,898 | 30,027 | 397,639  | 478,963 | 49,115 | 63,963 | 107,798 | 360,571 | 2,481,009 |

|        | 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%  |
| 2017/3 | 18.4%    | 5.4%   | -32.3% | 15.0%    | 8.0%  | 31.8%  | -8.1%  | 7.8%   | -6.3%  | 8.4%  |
| 2018/3 | 12.8%    | 0.4%   | 5.2%   | 9.5%     | 15.1% | 32.7%  | 11.9%  | 27.1%  | 49.1%  | 15.6% |
| 2018/6 | -0.2%    | 0.8%   | 2.7%   | 5.3%     | 0.4%  | -0.4%  | 13.4%  | -11.3% | 3.2%   | 1.2%  |

|        | 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% |
| 2017/3 | 27.0%    | 16.2% | 1.3%   | 16.3%    | 19.6% | 1.8%   | 2.4%   | 4.5%  | 11.1%  | 100.0% |
| 2018/3 | 26.4%    | 14.0% | 1.2%   | 15.4%    | 19.5% | 2.0%   | 2.3%   | 5.0%  | 14.3%  | 100.0% |
| 2018/6 | 26.0%    | 14.0% | 1.2%   | 16.0%    | 19.3% | 2.0%   | 2.6%   | 4.3%  | 14.5%  | 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 |
| 2017/3 | 1,912                | 2,710           | 789             | 1,214            | 219              | 293               | 7,137   |
| 2018/3 | 2,021                | 2,786           | 802             | 1,302            | 217              | 335               | 7,463   |
| 2018/6 | 2,086                | 2,846           | 836             | 1,286            | 236              | 331               | 7,621   |

#### 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 |
| 2017/3 | 8,418                | 62,563          | 55,365          | 265,891          | 155,465          | 1,573,296         | 2,120,997 |
| 2018/3 | 9,505                | 64,473          | 55,671          | 293,138          | 156,981          | 1,872,067         | 2,451,834 |
| 2018/6 | 8,847                | 66,116          | 60,399          | 285,888          | 168,919          | 1,890,840         | 2,481,009 |

#### 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%  |
| 2017/3 | -99.6%               | -4.8%           | 1.5%            | 13.5%            | 10.1%            | 13.6%             | -98.5% |
| 2018/3 | 5.7%                 | 2.8%            | 1.6%            | 7.2%             | -0.9%            | 14.3%             | 4.6%   |
| 2018/6 | 3.2%                 | 2.2%            | 4.2%            | -1.2%            | 8.8%             | -1.2%             | 2.1%   |

#### 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%  |
| 2017/3 | -86.9%               | -4.0%           | 1.0%            | 17.3%            | 12.5%            | 11.8%             | 8.4%  |
| 2018/3 | 12.9%                | 3.1%            | 0.6%            | 10.2%            | 1.0%             | 19.0%             | 15.6% |
| 2018/6 | -6.9%                | 2.5%            | 8.5%            | -2.5%            | 7.6%             | 1.0%              | 1.2%  |

#### 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% |
| 2017/3 | 26.8%                | 38.0%           | 11.1%           | 17.0%            | 3.1%             | 4.1%              | 100.0% |
| 2018/3 | 27.1%                | 37.3%           | 10.7%           | 17.4%            | 2.9%             | 4.5%              | 100.0% |
| 2018/6 | 27.4%                | 37.3%           | 11.0%           | 16.9%            | 3.1%             | 4.3%              | 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% |
| 2017/3 | 0.4%                 | 2.9%            | 2.6%            | 12.5%            | 7.3%             | 74.2%             | 100.0% |
| 2018/3 | 0.4%                 | 2.6%            | 2.3%            | 12.0%            | 6.4%             | 76.4%             | 100.0% |
| 2018/6 | 0.4%                 | 2.7%            | 2.4%            | 11.5%            | 6.8%             | 76.2%             | 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 |
| 2017/3 | 582,559 | 476,282 | 1,484                     | 21,983                 | 34,566 | 215,917 | 231,384 | 351                       | 18,901                 | 4,617  | 92,110  | 134,386 | 133                       | 914                    | 4,453  | 37,494 | 9,159  | 15                        | -46                    | 1,465  | 56,948 | 120,316 | 128                       | 4,294                  | 71,187 |
| 2018/3 | 659,192 | 562,996 | 1,932                     | 29,420                 | 27,307 | 232,452 | 256,352 | 481                       | 13,878                 | 14,073 | 100,474 | 174,049 | 217                       | 1,664                  | 1,810  | 46,724 | 14,395 | 45                        | 393                    | 963    | 59,874 | 156,214 | 148                       | 3,361                  | 93,418 |
| 2018/6 | 658,201 | 552,330 | 1,996                     | 26,423                 | 30,816 | 253,934 | 267,113 | 561                       | 14,296                 | 14,445 | 104,235 | 169,546 | 228                       | 1,221                  | 3,181  | 47,185 | 14,713 | 60                        | 493                    | 1,757  | 62,515 | 157,577 | 159                       | 3,373                  | 94,652 |

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%  |
| 2017/3 | 16.8%  | 8.4%   | 24.3%                     | -3.0%                  | 70.4%  | 14.5%  | 8.2%  | 238.8%                    | 40.0%                  | -67.3% | 5.4%   | -1.5% | 520.6%                    | -16.1%                 | 1.9%   | 19.8%  | -21.3% | 531.7%                    | -142.4%                | -8.7%  | 1.0%   | -4.3% | 498.3%                    | -8.4%                  | -15.2% |
| 2018/3 | 13.2%  | 18.2%  | 30.3%                     | 33.8%                  | -21.0% | 7.7%   | 10.8% | 36.9%                     | -26.6%                 | 204.8% | 9.1%   | 29.5% | 64.1%                     | 82.1%                  | -59.3% | 24.6%  | 57.2%  | 206.5%                    | -957.5%                | -34.3% | 5.1%   | 29.8% | 16.0%                     | -21.7%                 | 31.2%  |
| 2018/6 | -0.2%  | -1.9%  | 3.3%                      | -10.2%                 | 12.9%  | 9.2%   | 4.2%  | 16.7%                     | 3.0%                   | 2.6%   | 3.7%   | -2.6% | 5.0%                      | -26.6%                 | 75.7%  | 1.0%   | 2.2%   | 30.9%                     | 25.5%                  | 82.5%  | 4.4%   | 0.9%  | 7.4%                      | 0.4%                   | 1.3%   |

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 | 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%   |
| 2017/3 | 27.5%  | 22.5% | 0.1%                      | 1.0%                   | 1.6%   | 10.2%  | 10.9% | 0.0%                      | 0.9%                   | 0.2%   | 4.3%   | 6.3%  | 0.0%                      | 0.0%                   | 0.2%   | 1.8%   | 0.4%  | 0.0%                      | 0.0%                   | 0.1%   | 2.7%   | 5.7%  | 0.0%                      | 0.2%                   | 3.4%   |
| 2018/3 | 26.9%  | 23.0% | 0.1%                      | 1.2%                   | 1.1%   | 9.5%   | 10.5% | 0.0%                      | 0.6%                   | 0.6%   | 4.1%   | 7.1%  | 0.0%                      | 0.1%                   | 0.1%   | 1.9%   | 0.6%  | 0.0%                      | 0.0%                   | 0.0%   | 2.4%   | 6.4%  | 0.0%                      | 0.1%                   | 3.8%   |
| 2018/6 | 26.5%  | 22.3% | 0.1%                      | 1.1%                   | 1.2%   | 10.2%  | 10.8% | 0.0%                      | 0.6%                   | 0.6%   | 4.2%   | 6.8%  | 0.0%                      | 0.0%                   | 0.1%   | 1.9%   | 0.6%  | 0.0%                      | 0.0%                   | 0.1%   | 2.5%   | 6.4%  | 0.0%                      | 0.1%                   | 3.8%   |

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  |
| 2017/3 | 11,318  | 11,946 | 723     | 139   | 317    |
| 2018/3 | 15,047  | 18,432 | 979     | 10    | 11,325 |
| 2018/6 | 12,920  | 14,449 | 722     | 0     | 22,109 |

#### 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  |
| 2017/3 | 139,928  | 5,263   | 86,655  | 3,351  |
| 2018/3 | 185,913  | 8,784   | 148,236 | 6,628  |
| 2018/6 | 242,367  | 8,475   | 161,566 | 9,052  |

#### 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  |
| 2017/3 | 8,204   | 35,554 | 106     | 146   | 10,832 |
| 2018/3 | 8,050   | 39,588 | 185     | 25    | 16,766 |
| 2018/6 | 7,860   | 40,278 | 76      | 15    | 20,125 |

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   | 47 | 47 | 47 | 47 |
| 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   | 47 | 47 | 47 | 47 |
| 2015/3 | 468                                 | 39   | 37,328 | 1,566  | 7                   | 2  | 148    | 6  | 1                                   | 0  | 15     | 0  | 2                   | 2  | 15     | 15   | 468                                 | 39   | 37,328 | 1,566  | 9                   | 4  | 163    | 21   | 21 | 21 | 21 | 21 |
| 2016/3 | 495                                 | 39   | 36,016 | 1,571  | 5                   | 0  | 197    | 0  | 1                                   | 0  | 14     | 0  | 2                   | 2  | 8      | 8  | 495                                 | 39   | 36,016 | 1,571  | 7                   | 2  | 205    | 8  | 8  | 8  | 8  | 8  |
| 2018/3 | 607                                 | 63   | 39,722 | 2,605  | 15                  | 5  | 426    | 58   | 2                                   | 0  | 68     | 0  | 1                   | 1  | 0      | 0  | 609                                 | 63   | 39,790 | 2,605  | 16                  | 6  | 426    | 59   | 59 | 59 | 59 | 59 |
| 2018/6 | 779                                 | 61   | 39,571 | 2,498  | 10                  | 0  | 402    | 0  | 2                                   | 0  | 69     | 0  | 1                   | 1  | 0      | 0  | 781                                 | 61   | 39,641 | 2,498  | 11                  | 1  | 402    | 0  | 0  | 0  | 0  | 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 |
| 2011/3                       | 521  | 52     | 43,729   |
| 2012/3                       | 595  | 58     | 47,344   |
| 2013/3                       | 597  | 59     | 45,187   |
| 2014/3                       | 507  | 57     | 37,108   |
| 2015/3                       | 478  | 43     | 37,506   |
| 2016/3                       | 503  | 41     | 36,234   |
| 2017/3                       | 478  | 46     | 34,074   |
| 2018/3                       | 625  | 69     | 40,216   |
| 2018/6                       | 792  | 62     | 40,043   |

#### 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 | 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%   |
| 2017/3 | -6.3%                               | 2.6%   | -5.9%  | -4.9%  | 120.0%              | -  | -29.7% | -  | 100.0%                              | -  | 205.2% | -  | -50.0%              | -50.0%   | -63.0% | -63.0%   | -6.0%                               | 2.6%   | -5.8%  | -4.9%  | 71.4%               | 200.0%   | -31.0% | 457.1%   |
| 2018/3 | 30.8%                               | 57.5%  | 17.2%  | 74.3%  | 36.4%               | 0.0%   | 208.4% | 34.8%  | 0.0%                                | -  | 64.6%  | -  | 0.0%                | 0.0%   | -91.2% | -91.2%   | 30.7%                               | 57.5%  | 17.3%  | 74.3%  | 33.3%               | 0.0%   | 201.9% | 26.5%  |
| 2018/6 | 28.3%                               | -3.2%  | -0.4%  | -4.1%  | -33.3%              | -100.0%  | -5.6%  | -100.0%  | 0.0%                                | -  | 1.3%   | -  | 0.0%                | 0.0%   | -18.5% | -18.5%   | 28.2%                               | -3.2%  | -0.4%  | -4.1%  | -31.3%              | -83.3%   | -5.6%  | -99.6%   |

| 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%   |
| 2013/3                       | 0.3%   | 1.7%   | -4.6%  |
| 2014/3                       | -15.1%   | -3.4%  | -17.9%   |
| 2015/3                       | -5.7%  | -24.6% | 1.1%   |
| 2016/3                       | 5.2%   | -4.7%  | -3.4%  |
| 2017/3                       | -5.0%  | 12.2%  | -6.0%  |
| 2018/3                       | 30.8%  | 50.0%  | 18.0%  |
| 2018/6                       | 26.7%  | -10.1% | -0.4%  |

### 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<br>No. of contracts with master scheme | Amount | In double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts                 | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts                 | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>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   |
| 2017/3 | 298                                 | 17  | 39,121 | 749   | 2                   | 0   | 0      | 0   | 0                                   | 0   | 0      | 0   | 3                   | 3   | 1,817  | 1,817   | 298                                 | 17  | 39,121 | 749   | 5                   | 3   | 1,817  | 1,817   |
| 2018/3 | 309                                 | 16  | 44,087 | 727   | 3                   | 0   | 353    | 0   | 1                                   | 0   | 135    | 0   | 3                   | 3   | 2,480  | 2,480   | 310                                 | 16  | 44,221 | 727   | 6                   | 3   | 2,833  | 2,480   |
| 2018/6 | 303                                 | 16  | 46,105 | 1,212   | 3                   | 0   | 418    | 0   | 1                                   | 0   | 142    | 0   | 4                   | 4   | 2,583  | 2,583   | 304                                 | 16  | 46,247 | 1,212   | 7                   | 4   | 3,000  | 2,583   |

| Total<br>(Discretionary Assets) |   |        |   |
|---------------------------------|---|--------|---|
| Number of Contracts             | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>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  |
| 2017/3                          | 303   | 20     | 40,938  |
| 2018/3                          | 316   | 19     | 47,054  |
| 2018/6                          | 311   | 20     | 49,248  |

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<br>No. of contracts with master scheme | Amount | In double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | In double layer scheme<br>No. of contracts with master scheme | Amount    | In double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts                 | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts                 | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>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%  |
| 2017/3 | 1.7%                                | -15.0%  | 0.7%   | -36.5%  | 0.0%                | --  | 0.0%      | --  | --                                  | --  | --     | --  | -25.0%              | 0.0%  | -8.6%  | -8.5%   | 1.7%                                | -15.0%  | 0.7%   | -36.5%  | -16.7%              | 0.0%  | -8.6%  | -8.5%   |
| 2018/3 | 3.7%                                | -5.9%   | 12.7%  | -3.0%   | 50.0%               | --  | 587900.0% | --  | --                                  | --  | --     | --  | 0.0%                | 0.0%  | 36.5%  | 36.5%   | 4.0%                                | -5.9%   | 13.0%  | -3.0%   | 20.0%               | 0.0%  | 55.9%  | 36.5%   |
| 2018/6 | -1.9%                               | 0.0%  | 4.6%   | 66.8%   | 0.0%                | --  | 18.4%     | --  | 0.0%                                | --  | 5.8%   | --  | 33.3%               | 33.3%   | 4.1%   | 4.1%  | -1.9%                               | 0.0%  | 4.6%   | 66.8%   | 16.7%               | 33.3%   | 5.9%   | 4.1%  |

| Total<br>(Discretionary Assets) |   |        |   |
|---------------------------------|---|--------|---|
| Number of Contracts             | In double layer scheme<br>No. of contracts with master scheme | Amount | In double layer scheme<br>Amount of assets under management for master scheme |
| 2012/3                          | -14.7%  | -20.0% | -7.9%   |
| 2013/3                          | -16.4%  | -8.3%  | -7.3%   |
| 2014/3                          | -28.1%  | -36.4% | -24.1%  |
| 2015/3                          | 0.8%  | 35.7%  | 3.8%  |
| 2016/3                          | 24.6%   | 21.1%  | 31.7%   |
| 2017/3                          | 1.3%  | -13.0% | 0.2%  |
| 2018/3                          | 4.3%  | -5.0%  | 14.9%   |
| 2018/6                          | -1.6%   | 5.3%   | 4.7%  |

### 3. Real Estate Private Funds

#### (3) 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                 | No. of contracts with master scheme | Amount | In double layer scheme Amount of assets under management for master scheme | Number of Contracts | No. of contracts with master scheme | Amount | In double layer scheme Amount of assets under management for master scheme | Number of Contracts                 | No. of contracts with master scheme | Amount | In double layer scheme Amount of assets under management for master scheme | Number of Contracts | No. of contracts with master scheme | Amount | In double layer scheme Amount of assets under management for master scheme | Number of Contracts                 | No. of contracts with master scheme | Amount | In double layer scheme Amount of assets under management for master scheme | Number of Contracts | 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  |
| 2017/3 | 762                                 | 57                                  | 73,013 | 2,243  | 13                  | 5                                   | 138    | 43   | 2                                   | 0                                   | 41     | 0  | 4                   | 4                                   | 1,820  | 1,820  | 764                                 | 57                                  | 73,054 | 2,243  | 17                  | 9                                   | 1,958  | 1,863  |
| 2018/3 | 916                                 | 79                                  | 83,808 | 3,332  | 18                  | 5                                   | 779    | 58   | 3                                   | 0                                   | 203    | 0  | 4                   | 4                                   | 2,480  | 2,480  | 919                                 | 79                                  | 84,011 | 3,332  | 22                  | 9                                   | 3,259  | 2,539  |
| 2018/6 | 1,082                               | 77                                  | 85,676 | 3,710  | 13                  | 0                                   | 820    | 0  | 3                                   | 0                                   | 211    | 0  | 5                   | 5                                   | 2,583  | 2,583  | 1,085                               | 77                                  | 85,888 | 3,710  | 18                  | 5                                   | 3,403  | 2,583  |

| Total (Discretionary Assets) |                     |                                     |        |  |
|------------------------------|---------------------|-------------------------------------|--------|--|
|                              | Number of Contracts | 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  |
| 2017/3                       | 781                 | 66                                  | 75,013 | 4,107  |
| 2018/3                       | 941                 | 88                                  | 87,270 | 5,870  |
| 2018/6                       | 1,103               | 82                                  | 89,290 | 6,293  |

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                 | No. of contracts with master scheme | Amount | In double layer scheme Amount of assets under management for master scheme | Number of Contracts | No. of contracts with master scheme | Amount | In double layer scheme Amount of assets under management for master scheme | Number of Contracts                 | No. of contracts with master scheme | Amount | In double layer scheme Amount of assets under management for master scheme | Number of Contracts | No. of contracts with master scheme | Amount | In double layer scheme Amount of assets under management for master scheme | Number of Contracts                 | No. of contracts with master scheme | Amount | In double layer scheme Amount of assets under management for master scheme | Number of Contracts | 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%  |
| 2017/3 | -3.3%                               | -3.4%                               | -2.5%  | -18.4%   | 85.7%               | -                                   | -29.7% | -  | 100.0%                              | -                                   | 205.2% | -  | -33.3%              | -20.0%                              | -8.8%  | -8.8%  | -3.2%                               | -3.4%                               | -2.5%  | -18.4%   | 30.8%               | 80.0%                               | -10.7% | -6.6%  |
| 2018/3 | 20.2%                               | 38.6%                               | 14.8%  | 48.5%  | 38.5%               | 0.0%                                | 463.5% | 34.8%  | 50.0%                               | -                                   | 388.9% | -  | 0.0%                | 0.0%                                | 36.3%  | 36.3%  | 20.3%                               | 38.6%                               | 15.0%  | 48.5%  | 29.4%               | 0.0%                                | 66.4%  | 36.2%  |
| 2018/6 | 18.1%                               | -2.5%                               | 2.2%   | 11.3%  | -27.8%              | -100.0%                             | 5.3%   | -100.0%  | 0.0%                                | -                                   | 4.3%   | -  | 25.0%               | 25.0%                               | 4.1%   | 4.1%   | 18.1%                               | -2.5%                               | 2.2%   | 11.3%  | -18.2%              | -44.4%                              | 4.4%   | 1.7%   |

| Total (Discretionary Assets) |                     |                                     |        |  |
|------------------------------|---------------------|-------------------------------------|--------|--|
|                              | Number of Contracts | 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%  |
| 2017/3                       | -2.6%               | 3.1%                                | -2.7%  | -13.5%   |
| 2018/3                       | 20.5%               | 33.3%                               | 16.3%  | 42.9%  |
| 2018/6                       | 17.2%               | -6.8%                               | 2.3%   | 7.2%   |

### 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<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts                 | IN double layer scheme<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts                 | IN double layer scheme<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>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      |   |
| 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      |   |
| 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      |   |
| 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      |   |
| 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      |   |
| 2017/3 | 464                                 | 40  | 33,892 | 1,494   | 11                  | 5   | 138    | 43  | 2                                   | 0   | 41     | 0   | 1                   | 1   | 3      | 3   | 0                                   | 0   | 0      | 0   | 0                   | 0   | 0      |   |
| 2018/3 | 607                                 | 63  | 39,722 | 2,605   | 15                  | 5   | 426    | 58  | 2                                   | 0   | 68     | 0   | 1                   | 1   | 0      | 0   | 0                                   | 0   | 0      | 0   | 0                   | 0   | 0      |   |
| 2018/6 | 779                                 | 61  | 39,571 | 2,498   | 10                  | 0   | 402    | 0   | 2                                   | 0   | 69     | 0   | 1                   | 1   | 0      | 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<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts                 | IN double layer scheme<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts                 | IN double layer scheme<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>Amount of assets under management for master scheme | Number of Contracts | IN double layer scheme<br>No. of contracts with master scheme | Amount | IN double layer scheme<br>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%  | --                                  | --  | --     | --  | --                  | --  | --     |   |
| 2017/3 | -6.3%                               | 2.6%  | -5.9%  | -4.9%   | 120.0%              | --  | -29.7% | --  | 100.0%                              | --  | 205.2% | --  | -50.0%              | -50.0%  | -63.0% | -63.0%  | --                                  | --  | --     | --  | --                  | --  | --     |   |
| 2018/3 | 30.8%                               | 57.5%   | 17.2%  | 74.3%   | 36.4%               | 0.0%  | 208.4% | 34.8%   | 0.0%                                | --  | 64.6%  | --  | 0.0%                | 0.0%  | -91.2% | -91.2%  | --                                  | --  | --     | --  | --                  | --  | --     |   |
| 2018/6 | 28.3%                               | -3.2%   | -0.4%  | -4.1%   | -33.3%              | -100.0%   | -5.6%  | -100.0%   | 0.0%                                | --  | 1.3%   | --  | 0.0%                | 0.0%  | -18.5% | -18.5%  | --                                  | --  | --     | --  | --                  | --  | --     |   |

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 |
| 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      |   |
| 2017/3 | 1      | 0     | 33,721                    | 166                    | 143    | 0      | 0     | 0                         | 0                      | 3      | 12     | 0     | 0                         | 0                      | 0      | 0      | 0     | 0                         | 0                      | 0      | 0      | 0     | 0                         | 2                      | 27     |   |
| 2018/3 | 28     | 0     | 39,428                    | 174                    | 518    | 0      | 0     | 24                        | 0                      | 0      | 0      | 0     | 0                         | 0                      | 0      | 0      | 0     | 0                         | 0                      | 0      | 0      | 0     | 0                         | 4                      | 40     |   |
| 2018/6 | 22     | 0     | 39,193                    | 259                    | 500    | 0      | 0     | 24                        | 0                      | 0      | 0      | 0     | 0                         | 0                      | 0      | 0      | 0     | 0                         | 0                      | 0      | 0      | 0     | 0                         | 6                      | 40     |   |

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%                     | -                      | -      | -      | -     | -                         | -                      | -      | -      | -     | -                         | -                      | -      |
| 2017/3 | -       | -       | -5.9%                     | -2.8%                  | -30.1% | -      | -     | -                         | -                      | -63.0% | -       | -     | -100.0%                   | -                      | -      | -      | -     | -                         | -                      | -      | -      | -     | -                         | -                      | -      |
| 2018/3 | 3319.5% | -       | 16.9%                     | 4.7%                   | 263.0% | -      | -     | -                         | -                      | -91.2% | -100.0% | -     | -                         | -                      | -      | -      | -     | -                         | -                      | -      | -      | -     | -                         | 75.6%                  | 46.5%  |
| 2018/6 | -21.4%  | -       | -0.6%                     | 49.0%                  | -3.5%  | -      | -     | 0.0%                      | -                      | -18.5% | -       | -     | -                         | -                      | -      | -      | -     | -                         | -                      | -      | -      | -     | -                         | 30.1%                  | -1.0%  |

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%   |
| 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%   |
| 2017/3 | 0.0%   | 0.0%  | 99.0%                     | 0.5%                   | 0.4%   | 0.0%   | 0.0%  | 0.0%                      | 0.0%                   | 0.0%   | 0.0%   | 0.0%  | 0.0%                      | 0.0%                   | 0.0%   | 0.0%   | 0.0%  | 0.0%                      | 0.0%                   | 0.0%   | 0.0%   | 0.0%  | 0.0%                      | 0.0%                   | 0.1%   |
| 2018/3 | 0.1%   | 0.0%  | 98.0%                     | 0.4%                   | 1.3%   | 0.0%   | 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%   | 0.0%  | 0.0%                      | 0.0%                   | 0.1%   |
| 2018/6 | 0.1%   | 0.0%  | 97.9%                     | 0.6%                   | 1.2%   | 0.0%   | 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%   | 0.0%  | 0.0%                      | 0.0%                   | 0.1%   |

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      |
| 2017/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/6 | 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      |
| 2017/3 | 27       | 0       | 1,159 | 0      |
| 2018/3 | 39       | 0       | 916   | 0      |
| 2018/6 | 41       | 0       | 1,021 | 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      |
| 2017/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/6 | 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<br>(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 |                                 |        |
| 2017/3 | 6,586              | 5,980  | 558,034            | 59,721 | 564,620            | 65,700 | 0                  | 0      | 2                  | 2      | 2                  | 2      | 564,622                         | 65,702 |
| 2018/3 | 7,232              | 7,339  | 709,380            | 72,503 | 716,612            | 79,841 | 0                  | 0      | 2                  | 2      | 2                  | 2      | 716,614                         | 79,843 |
| 2018/6 | 7,453              | 7,463  | 750,681            | 75,283 | 758,134            | 82,746 | 0                  | 0      | 1                  | 1      | 1                  | 1      | 758,135                         | 82,747 |

Percentage changes from the previous year (or term)

|        | Domestic Clients   |        |                    |        |                    |        | Overseas Clients   |        |                    |        |                    |        | Total<br>(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 |                                 |        |
| 2018/3 | 9.8%               | 22.7%  | 27.1%              | 21.4%  | 26.9%              | 21.5%  | -                  | -      | 0.0%               | -5.2%  | 0.0%               | -5.2%  | 26.9%                           | 21.5%  |
| 2018/6 | 3.1%               | 1.7%   | 5.8%               | 3.8%   | 5.8%               | 3.6%   | -                  | -      | -50.0%             | -24.4% | -50.0%             | -24.4% | 5.8%                            | 3.6%   |

※ “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 |
| 2017/3 | 0                  | 0      | 0                  | 0      | 0                  | 0      | 0                  | 0      | 0                  | 0      | 0                  | 0      |
| 2018/3 | 2                  | 6      | 2                  | 4      | 4                  | 10     | 0                  | 0      | 0                  | 0      | 0                  | 0      |
| 2018/6 | 2                  | 7      | 3                  | 7      | 5                  | 13     | 0                  | 0      | 0                  | 0      | 0                  | 0      |

| Total<br>(Discretionary Assets) |        |
|---------------------------------|--------|
| Number of Contract              | Amount |
| 0                               | 0      |
| 4                               | 10     |
| 5                               | 13     |

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 |
| 2018/3 | -                  | -      | -                  | -      | -                  | -      | -                  | -      | -                  | -      | -                  | -      |
| 2018/6 | 0.0%               | 4.6%   | 50.0%              | 76.2%  | 25.0%              | 31.9%  | -                  | -      | -                  | -      | -                  | -      |

| Total<br>(Discretionary Assets) |        |
|---------------------------------|--------|
| Number of Contract              | Amount |
| -                               | -      |
| 25.0%                           | 31.9%  |

#### 4. Wrap Accounts

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

(Unit : ¥ 100million)

|        | Domestic Clients   |        |                    |        |                    |        | Overseas Clients   |        |                    |        |                    |        | Total<br>(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 |                                 |        |
| 2017/3 | 6,586              | 5,980  | 558,034            | 59,721 | 564,620            | 65,700 | 0                  | 0      | 2                  | 2      | 2                  | 2      | 564,622                         | 65,702 |
| 2018/3 | 7,234              | 7,345  | 709,382            | 72,507 | 716,616            | 79,851 | 0                  | 0      | 2                  | 2      | 2                  | 2      | 716,618                         | 79,853 |
| 2018/6 | 7,455              | 7,470  | 750,684            | 75,289 | 758,139            | 82,759 | 0                  | 0      | 1                  | 1      | 1                  | 1      | 758,140                         | 82,760 |

Percentage changes from the previous year (or term)

|        | Domestic Clients   |        |                    |        |                    |        | Overseas Clients   |        |                    |        |                    |        | Total<br>(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 |                                 |        |
| 2018/3 | 9.8%               | 22.8%  | 27.1%              | 21.4%  | 26.9%              | 21.5%  | -                  | -      | 0.0%               | -5.2%  | 0.0%               | -5.2%  | 26.9%                           | 21.5%  |
| 2018/6 | 3.1%               | 1.7%   | 5.8%               | 3.8%   | 5.8%               | 3.6%   | -                  | -      | -50.0%             | -24.4% | -50.0%             | -24.4% | 5.8%                            | 3.6%   |

#### 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  |         |
| 2017/3 | 1        | 67    | 124,554 | 0        | 49    | 18     | 3      | 191   | 437,821 | 562,704 |
| 2018/3 | 3        | 44    | 134,226 | 0        | 47    | 5      | 8      | 1,006 | 579,656 | 714,995 |
| 2018/6 | 9        | 71    | 138,192 | 1        | 45    | 1      | 3      | 1,065 | 617,130 | 756,517 |

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

|        | Domestic |        |        | Overseas |       |        | Global |        |        | Total |
|--------|----------|--------|--------|----------|-------|--------|--------|--------|--------|-------|
|        | Stocks   | Bonds  | Others | Stocks   | Bonds | Others | Stocks | Bonds  | Others |       |
| 2018/3 | 200.0%   | -34.3% | 7.8%   | -        | -4.1% | -72.2% | 166.7% | 426.7% | 32.4%  | 27.1% |
| 2018/6 | 200.0%   | 61.4%  | 3.0%   | -        | -4.3% | -80.0% | -62.5% | 5.9%   | 6.5%   | 5.8%  |

##### ② Amount of Assets

(Unit : ¥ 100million)

|        | Domestic |       |        | Overseas |       |        | Global |       |        | Total  |
|--------|----------|-------|--------|----------|-------|--------|--------|-------|--------|--------|
|        | Stocks   | Bonds | Others | Stocks   | Bonds | Others | Stocks | Bonds | Others |        |
| 2017/3 | 0        | 63    | 15,284 | 0        | 93    | 1      | 7      | 497   | 48,202 | 64,147 |
| 2018/3 | 0        | 60    | 18,159 | 0        | 77    | 1      | 7      | 1,374 | 58,415 | 78,092 |
| 2018/6 | 1        | 75    | 18,963 | 0        | 84    | 0      | 7      | 1,438 | 60,470 | 81,038 |

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

|        | Domestic |       |        | Overseas |        |        | Global |        |        | Total |
|--------|----------|-------|--------|----------|--------|--------|--------|--------|--------|-------|
|        | Stocks   | Bonds | Others | Stocks   | Bonds  | Others | Stocks | Bonds  | Others |       |
| 2018/3 | 280.0%   | -5.9% | 18.8%  | -        | -17.0% | -25.6% | -2.6%  | 176.6% | 21.2%  | 21.7% |
| 2018/6 | 678.9%   | 25.4% | 4.4%   | -        | 8.8%   | -82.2% | -2.7%  | 4.7%   | 3.5%   | 3.8%  |

##### Percentage

|        | Domestic |       |        | Overseas |       |        | Global |       |        | Total  |
|--------|----------|-------|--------|----------|-------|--------|--------|-------|--------|--------|
|        | Stocks   | Bonds | Others | Stocks   | Bonds | Others | Stocks | Bonds | Others |        |
| 2017/3 | 0.0%     | 0.1%  | 23.8%  | 0.0%     | 0.1%  | 0.0%   | 0.0%   | 0.8%  | 75.1%  | 100.0% |
| 2018/3 | 0.0%     | 0.1%  | 23.3%  | 0.0%     | 0.1%  | 0.0%   | 0.0%   | 1.8%  | 74.8%  | 100.0% |
| 2018/6 | 0.0%     | 0.1%  | 23.4%  | 0.0%     | 0.1%  | 0.0%   | 0.0%   | 1.8%  | 74.6%  | 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 |       |
| 2017/3 | 1,160    | 0     | 382    | 0        | 0     | 0      | 6      | 5     | 365    | 1,918 |
| 2018/3 | 990      | 0     | 319    | 0        | 0     | 0      | 6      | 2     | 302    | 1,619 |
| 2018/6 | 967      | 0     | 299    | 0        | 0     | 0      | 5      | 2     | 345    | 1,618 |

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

|        | Domestic |       |        | Overseas |       |        | Global |        |        | Total  |
|--------|----------|-------|--------|----------|-------|--------|--------|--------|--------|--------|
|        | Stocks   | Bonds | Others | Stocks   | Bonds | Others | Stocks | Bonds  | Others |        |
| 2018/3 | -14.7%   | -     | -16.5% | -        | -     | -      | 0.0%   | -60.0% | -17.3% | -15.6% |
| 2018/6 | -2.3%    | -     | -6.3%  | -        | -     | -      | -16.7% | 0.0%   | 14.2%  | -0.1%  |

##### ② Amount of Assets

(Unit : ¥ 100million)

|        | Domestic |       |        | Overseas |       |        | Global |       |        | Total |
|--------|----------|-------|--------|----------|-------|--------|--------|-------|--------|-------|
|        | Stocks   | Bonds | Others | Stocks   | Bonds | Others | Stocks | Bonds | Others |       |
| 2017/3 | 147      | 0     | 787    | 0        | 0     | 0      | 3      | 3     | 615    | 1,555 |
| 2018/3 | 135      | 0     | 885    | 0        | 0     | 0      | 3      | 1     | 726    | 1,751 |
| 2018/6 | 129      | 0     | 842    | 0        | 0     | 0      | 3      | 1     | 734    | 1,709 |

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

|        | Domestic |       |        | Overseas |       |        | Global |        |        | Total |
|--------|----------|-------|--------|----------|-------|--------|--------|--------|--------|-------|
|        | Stocks   | Bonds | Others | Stocks   | Bonds | Others | Stocks | Bonds  | Others |       |
| 2018/3 | -8.8%    | -     | 12.6%  | -        | -     | -      | 5.0%   | -55.0% | 18.1%  | 12.6% |
| 2018/6 | -4.2%    | -     | -5.0%  | -        | -     | -      | -6.1%  | -1.6%  | 1.1%   | -2.4% |

##### Percentage

|        | Domestic |       |        | Overseas |       |        | Global |       |        | Total  |
|--------|----------|-------|--------|----------|-------|--------|--------|-------|--------|--------|
|        | Stocks   | Bonds | Others | Stocks   | Bonds | Others | Stocks | Bonds | Others |        |
| 2017/3 | 9.5%     | 0.0%  | 50.6%  | 0.0%     | 0.0%  | 0.0%   | 0.2%   | 0.2%  | 39.6%  | 100.0% |
| 2018/3 | 7.7%     | 0.0%  | 50.6%  | 0.0%     | 0.0%  | 0.0%   | 0.2%   | 0.1%  | 41.5%  | 100.0% |
| 2018/6 | 7.5%     | 0.0%  | 49.2%  | 0.0%     | 0.0%  | 0.0%   | 0.2%   | 0.1%  | 43.0%  | 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<br>¥10 million | Over<br>¥10 million | Over<br>¥20 million | Over<br>¥50 million | Over<br>¥1 billion | Over<br>¥10 billion | Total   |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|---------|
| 2017/3 | 390,919                  | 112,925             | 48,767              | 8,704               | 3,191              | 116                 | 564,622 |
| 2018/3 | 497,765                  | 138,731             | 63,453              | 11,925              | 4,590              | 150                 | 716,614 |
| 2018/6 | 530,518                  | 143,129             | 67,042              | 12,507              | 4,778              | 161                 | 758,135 |

Percentage changes from the previous year (or term)

|        | Less than<br>¥10 million | Over<br>¥10 million | Over<br>¥20 million | Over<br>¥50 million | Over<br>¥1 billion | Over<br>¥10 billion | Total |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|-------|
| 2018/3 | 27.3%                    | 22.9%               | 30.1%               | 37.0%               | 43.8%              | 29.3%               | 26.9% |
| 2018/6 | 6.6%                     | 3.2%                | 5.7%                | 4.9%                | 4.1%               | 7.3%                | 5.8%  |

Percentage

|        | Less than<br>¥10 million | Over<br>¥10 million | Over<br>¥20 million | Over<br>¥50 million | Over<br>¥1 billion | Over<br>¥10 billion | Total  |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|--------|
| 2017/3 | 69.2%                    | 20.0%               | 8.6%                | 1.5%                | 0.6%               | 0.0%                | 100.0% |
| 2018/3 | 69.5%                    | 19.4%               | 8.9%                | 1.7%                | 0.6%               | 0.0%                | 100.0% |
| 2018/6 | 70.0%                    | 18.9%               | 8.8%                | 1.6%                | 0.6%               | 0.0%                | 100.0% |

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

#### ②Amount of Assets

(Unit : ¥ 100million)

|        | Less than<br>¥10 million | Over<br>¥10 million | Over<br>¥20 million | Over<br>¥50 million | Over<br>¥1 billion | Over<br>¥10 billion | Total  |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|--------|
| 2017/3 | 21,044                   | 15,331              | 14,370              | 5,821               | 6,673              | 2,462               | 65,702 |
| 2018/3 | 21,976                   | 18,532              | 18,738              | 7,920               | 9,462              | 3,216               | 79,843 |
| 2018/6 | 22,465                   | 19,102              | 19,795              | 8,316               | 9,787              | 3,281               | 82,747 |

Percentage changes from the previous year (or term)

|        | Less than<br>¥10 million | Over<br>¥10 million | Over<br>¥20 million | Over<br>¥50 million | Over<br>¥1 billion | Over<br>¥10 billion | Total |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|-------|
| 2018/3 | 4.4%                     | 20.9%               | 30.4%               | 36.1%               | 41.8%              | 30.6%               | 21.5% |
| 2018/6 | 2.2%                     | 3.1%                | 5.6%                | 5.0%                | 3.4%               | 2.0%                | 3.6%  |

Percentage

|        | Less than<br>¥10 million | Over<br>¥10 million | Over<br>¥20 million | Over<br>¥50 million | Over<br>¥1 billion | Over<br>¥10 billion | Total  |
|--------|--------------------------|---------------------|---------------------|---------------------|--------------------|---------------------|--------|
| 2017/3 | 32.0%                    | 23.3%               | 21.9%               | 8.9%                | 10.2%              | 3.7%                | 100.0% |
| 2018/3 | 27.5%                    | 23.2%               | 23.5%               | 9.9%                | 11.9%              | 4.0%                | 100.0% |
| 2018/6 | 27.1%                    | 23.1%               | 23.9%               | 10.0%               | 11.8%              | 4.0%                | 100.0% |

#### 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 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 |
| 2017/3 | 4,584  | 7,394 | 1                         | 1,542                  | 16,782 | 39     | 67    | 5                         | 6                     | 0      | 9      | 7     | 0                         | 0                     | 0      | 5      | 1     | 0                         | 0                     | 0      | 3,049  | 12,839 | 0                         | 90                    | 19,281 |
| 2018/3 | 5,693  | 5,326 | 6                         | 1,937                  | 20,065 | 96     | 118   | 29                        | 3                     | 0      | 12     | 12    | 1                         | 0                     | 0      | 16     | 2     | 1                         | 0                     | 0      | 4,878  | 16,352 | 1                         | 367                   | 24,927 |
| 2018/6 | 6,173  | 4,909 | 8                         | 2,145                  | 20,834 | 104    | 121   | 35                        | 3                     | 7      | 9      | 13    | 1                         | 0                     | 0      | 28     | 3     | 1                         | 0                     | 0      | 5,531  | 16,694 | 1                         | 62                    | 26,064 |

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 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 |
| 2018/3 | 24.2%  | -28.0% | 364.2%                    | 25.6%                  | 19.6%  | 147.8% | 77.3% | 458.9%                    | -52.1%                | -100.0% | 35.8%  | 65.5% | 378.9%                    | -                     | -100.0% | 246.7% | 328.3% | 308.7%                    | -                     | -      | 60.0%  | 27.4% | 53.4%                     | 307.8%                | 29.3%  |
| 2018/6 | 8.4%   | -7.8%  | 32.6%                     | 10.7%                  | 3.8%   | 8.7%   | 2.3%  | 21.1%                     | 6.0%                  | -       | -21.5% | 4.6%  | 30.8%                     | -                     | -       | 72.8%  | 18.5%  | 33.0%                     | -                     | -      | 13.4%  | 2.1%  | 17.5%                     | -83.0%                | 4.6%   |

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 |
| 2017/3 | 7.0%   | 11.3% | 0.0%                      | 2.3%                   | 25.5%  | 0.1%   | 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%   | 4.6%   | 19.5% | 0.0%                      | 0.1%                  | 29.3%  |
| 2018/3 | 7.1%   | 6.7%  | 0.0%                      | 2.4%                   | 25.1%  | 0.1%   | 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%   | 6.1%   | 20.5% | 0.0%                      | 0.5%                  | 31.2%  |
| 2018/6 | 7.5%   | 5.9%  | 0.0%                      | 2.6%                   | 25.2%  | 0.1%   | 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%   | 6.7%   | 20.2% | 0.0%                      | 0.1%                  | 31.5%  |

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 |        |
| 2017/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/6 | 0       | 0     | 0       | 0     | 0      |

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

(Unit : ¥ 100million)

|        | Forwards | Options | Swaps | Others |
|--------|----------|---------|-------|--------|
| 2018/3 | 0        | 0       | 0     | 0      |
| 2018/6 | 0        | 0       | 0     | 0      |

###### Overseas exchange traded derivatives

(Unit : ¥ 100million)

|        | Futures |       | Options |       | Others |
|--------|---------|-------|---------|-------|--------|
|        | Stocks  | Bonds | Stocks  | Bonds |        |
| 2017/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/6 | 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<br>(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 |
| 2017/3 | 1,006   | 388      | 1,394 | 0                   | 0        | 0     | 1,006 | 388      | 1,394 |
| 2018/3 | 1,419   | 324      | 1,742 | 0                   | 0        | 0     | 1,419 | 324      | 1,742 |
| 2018/6 | 1,599   | 307      | 1,906 | 0                   | 0        | 0     | 1,599 | 307      | 1,906 |

|        | Collective Investment Schemes<br>(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%  |
| 2017/6 | 3.1%  | 22.8%    | 7.7%   | -                   | -        | -     | 3.1%   | 22.8%    | 7.7%   |
| 2017/9 | -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% |
| 2017/3 | 47.6%   | 3.2%     | 31.8%  | -                   | -        | -     | 47.6%  | 3.2%     | 31.8%  |
| 2018/3 | 41.0%   | -16.6%   | 25.0%  | -                   | -        | -     | 41.0%  | -16.6%   | 25.0%  |
| 2018/6 | 12.7%   | -5.1%    | 9.4%   | -                   | -        | -     | 12.7%  | -5.1%    | 9.4%   |

5. Collective Investment Schemes(excluding mutual funds)

(2) Assets Under Management by Asset Class

① Number 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    |
| 2017/3 | 11     | 4      | 9        | 1      | 27     | 5      | 57    |
| 2018/3 | 11     | 13     | 9        | 1      | 22     | 4      | 60    |
| 2018/6 | 11     | 15     | 8        | 1      | 19     | 5      | 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% |
| 2017/3 | 10.0%  | 100.0% | -18.2%   | -       | 17.4%  | -28.6% | 7.5%   |
| 2018/3 | 0.0%   | 225.0% | 0.0%     | 0.0%    | -18.5% | -20.0% | 5.3%   |
| 2018/6 | 0.0%   | 15.4%  | -11.1%   | 0.0%    | -13.6% | 25.0%  | -1.7%  |

(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 |
| 2016/3 | 78     | 112    | 15       | 0      | 522    | 331    | 1,058 |
| 2017/3 | 123    | 300    | 10       | 110    | 680    | 171    | 1,395 |
| 2018/3 | 173    | 726    | 24       | 84     | 588    | 147    | 1,742 |
| 2018/6 | 190    | 797    | 21       | 76     | 569    | 253    | 1,906 |

|        | 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% |
| 2017/3 | 57.5%  | 168.0%  | -29.4%   | -       | 30.2%  | -48.4% | 31.8%  |
| 2018/3 | 40.4%  | 141.7%  | 131.3%   | -23.6%  | -13.5% | -13.8% | 24.9%  |
| 2018/6 | 9.7%   | 9.8%    | -10.6%   | -9.2%   | -3.3%  | 71.8%  | 9.4%   |

|        | 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% |
| 2017/3 | 8.8%   | 21.5%  | 0.7%     | 7.9%   | 48.7%  | 12.3%  | 100.0% |
| 2018/3 | 9.9%   | 41.7%  | 1.4%     | 4.8%   | 33.8%  | 8.5%   | 100.0% |
| 2018/6 | 10.0%  | 41.8%  | 1.1%     | 4.0%   | 29.8%  | 13.3%  | 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                      | 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      |
| 2017/3 | 366    | 2     | 0                         | 257                    | 224    | 13     | 0     | 0                         | 0                      | 120    | 0      | 0     | 0                         | 0                      | 0      | 14     | 0     | 0                         | 0                      | 241    | 0      | 0     | 0                         | 0                      | 156    |
| 2018/3 | 460    | 2     | 195                       | 124                    | 493    | 4      | 0     | 0                         | 0                      | 112    | 13     | 0     | 0                         | 0                      | 0      | 16     | 0     | 0                         | 0                      | 179    | 0      | 0     | 0                         | 0                      | 145    |
| 2018/6 | 470    | 92    | 207                       | 219                    | 472    | 2      | 0     | 0                         | 0                      | 114    | 12     | 0     | 0                         | 0                      | 0      | 14     | 0     | 0                         | 0                      | 164    | 0      | 0     | 0                         | 0                      | 139    |

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% | -       |
| 2017/3 | 25.7%  | -5.8%   | -                         | 222.9%                 | -27.1% | 24.1%  | 69.0%   | -                         | -                      | 5.4%   | -       | -       | -                         | -                      | -      | -22.8% | -       | -                         | -2.9%                  | 3.1%   | -       | -       | -                         | -                      | -       | -       |
| 2018/3 | 25.4%  | -7.8%   | -                         | -51.8%                 | 119.9% | -71.8% | -100.0% | -                         | -                      | -6.6%  | -       | -       | -                         | -                      | -      | 11.5%  | -       | -                         | -70.6%                 | -25.6% | -       | -       | -                         | -                      | -       | -6.7%   |
| 2018/6 | 2.4%   | 3984.5% | 5.9%                      | 76.7%                  | -4.2%  | -41.1% | -       | -                         | -                      | 2.1%   | -2.9%   | -       | -                         | -                      | -      | -12.1% | -       | -                         | -100.0%                | -8.6%  | -       | -       | -                         | -                      | -       | -4.2%   |

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%  |
| 2017/3 | 26.3%  | 0.2%  | 0.0%                      | 18.4%                  | 16.1%  | 0.9%   | 0.0%  | 0.0%                      | 0.0%                   | 8.6%   | 0.0%   | 0.0%  | 0.0%                      | 0.0%                   | 0.0%   | 1.0%   | 0.0%  | 0.0%                      | 0.0%                   | 17.3%  | 0.0%   | 0.0%  | 0.0%                      | 0.0%                   | 0.0%   | 11.2% |
| 2018/3 | 26.4%  | 0.1%  | 11.2%                     | 7.1%                   | 28.3%  | 0.2%   | 0.0%  | 0.0%                      | 0.0%                   | 6.4%   | 0.7%   | 0.0%  | 0.0%                      | 0.0%                   | 0.0%   | 0.9%   | 0.0%  | 0.0%                      | 0.0%                   | 10.3%  | 0.0%   | 0.0%  | 0.0%                      | 0.0%                   | 0.0%   | 8.3%  |
| 2018/6 | 24.7%  | 4.8%  | 10.9%                     | 11.5%                  | 24.8%  | 0.1%   | 0.0%  | 0.0%                      | 0.0%                   | 6.0%   | 0.6%   | 0.0%  | 0.0%                      | 0.0%                   | 0.0%   | 0.7%   | 0.0%  | 0.0%                      | 0.0%                   | 8.6%   | 0.0%   | 0.0%  | 0.0%                      | 0.0%                   | 0.0%   | 7.3%  |

## 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      |
| 2017/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/3 | 0       | 0     | 30      | 0     | 0      |
| 2018/6 | 0       | 0     | 2       | 0     | 0      |

#### Over-the-counter derivatives

(Unit : ¥ 100million)

|        | Forwards | Options | Swaps | Others |
|--------|----------|---------|-------|--------|
|        | 2011/3   | 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      |
| 2017/3 | 0        | 0       | 0     | 0      |
| 2018/3 | 0        | 0       | 0     | 0      |
| 2018/6 | 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      |
| 2017/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/3 | 0       | 0     | 0       | 0     | 0      |
| 2018/6 | 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                             |
| 2017/3 | 273   | 478                             |
| 2018/3 | 285   | 482                             |
| 2018/6 | 288   | 479                             |

|        | 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 | 44                | 0                     | 44    | 138               | 11                    | 149   | 3                 | 0                     | 3     | 185               | 11                    | 196   |
| 2017/3 | 54                | 0                     | 54    | 150               | 19                    | 169   | 5                 | 0                     | 5     | 209               | 19                    | 228   |
| 2018/3 | 42                | 0                     | 42    | 121               | 25                    | 146   | 6                 | 0                     | 6     | 169               | 25                    | 194   |
| 2018/6 | 16                | 0                     | 16    | 35                | 4                     | 39    | 1                 | 0                     | 1     | 52                | 4                     | 56    |

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