

## *Statistical Data, December 2019*

### Major data

	Assets under management	Change from September 2019
Total	<b>Yen 384.4 trillion</b>	<b>+Yen 28.5 trillion ( +8.0%)</b>
Discretionary Accounts	<b>Yen 362.6 trillion</b>	<b>+Yen 27.0 trillion ( +8.0%)</b>
Discretionary assets	Yen 322.2 trillion	+Yen 27.6 trillion ( +9.4%)
Assets under advice	Yen 40.3 trillion	-Yen 0.6 trillion ( -1.6%)
Real Estate Private Funds	<b>Yen 11.8 trillion</b>	<b>+Yen 0.8 trillion ( +7.6%)</b>
Discretionary assets	Yen 5.0 trillion	+Yen 0.3 trillion ( +6.9%)
Assets under advice	Yen 6.8 trillion	+Yen 0.5 trillion ( +8.0%)
Wrap Accounts	<b>Yen 9,683 billion</b>	<b>+Yen 697 billion ( +7.8%)</b>
Discretionary assets	Yen 9,681 billion	+Yen 697 billion ( +7.8%)
Assets under advice	Yen 1 billion	+Yen 0.1 billion (+10.5%)
Collective Investment Scheme(excluding mutual Fund)	<b>Yen 252 billion</b>	<b>+Yen 6.8 billion ( +2.7%)</b>

### Highlights

- ✓ The total amount of assets under management (AUM) of all member firms was Yen 384.4 trillion as of December 2019. It increased by Yen 28.5 trillion from September 2019.
- ✓ The amount of AUM of discretionary accounts (including accounts under advice) was Yen 362.6 trillion and it increased by Yen 27.0 trillion from September 2019.
- ✓ The amount of AUM of real estate private funds, both discretionary investment management and investment advice, was Yen 11.8 trillion and it increased by Yen 0.8 trillion from September 2019.

- ✓ The amount of AUM of wrap accounts was Yen 9,683 billion and it increased by Yen 697 billion from September 2019. Number of contracts was 983,323 and it increased by 70,823.
- ✓ The amount of AUM of collective investment schemes (excluding mutual funds) was Yen 252 billion and it decreased by Yen 6.8 billion from September 2019.
- ✓ The amount of AUM of total discretionary assets increased by Yen 28.6 trillion, and total assets under advice increased by Yen 0.1 trillion from September 2019.

(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	556	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	
2019/3	8,143	2,891,489	573	358,748	8,716	3,250,237	878	43,610	402	57,863	1,280	101,473	868,092	88,272	5	15	868,097	88,287	877,113	3,023,371	980	416,627	878,093	3,439,997	
2019/6	8,173	2,901,436	591	408,010	8,764	3,309,446	932	45,162	410	60,742	1,342	105,905	899,738	88,483	4	11	899,742	88,494	908,843	3,035,081	1,005	468,763	909,848	3,503,845	
2019/9	8,205	2,945,592	586	410,324	8,791	3,355,917	987	46,780	426	63,812	1,413	110,592	912,496	89,840	4	11	912,500	89,851	921,688	3,082,212	1,016	474,148	922,704	3,556,360	
2019/12	8,292	3,222,188	601	403,833	8,893	3,626,021	999	50,009	453	68,938	1,452	118,948	983,319	96,818	4	12	983,323	96,830	992,610	3,369,015	1,058	472,784	993,668	3,841,799	

	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
2019/3	128	2,363	878,221	3,442,360
2019/6	130	2,344	909,978	3,506,188
2019/9	128	2,458	922,832	3,558,818
2019/12	135	2,525	993,803	3,844,324

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%	
2019/3	9.1%	17.9%	-12.8%	-21.7%	7.3%	11.7%	40.5%	8.4%	27.2%	23.0%	36.0%	16.3%	21.1%	10.6%	25.0%	52.3%	21.1%	10.6%	21.0%	17.6%	0.3%	-17.5%	21.0%	11.8%	
2019/6	0.4%	0.3%	3.1%	13.7%	0.6%	1.8%	6.2%	3.6%	2.0%	5.0%	4.8%	4.4%	3.6%	0.2%	-20.0%	-27.0%	3.6%	0.2%	3.6%	0.4%	2.6%	12.5%	3.6%	1.9%	
2019/9	0.4%	1.5%	-0.8%	0.6%	0.3%	1.4%	5.9%	3.6%	3.9%	5.1%	5.3%	4.4%	1.4%	1.5%	0.0%	-0.2%	1.4%	1.5%	1.4%	1.6%	1.1%	1.1%	1.4%	1.5%	
2019/12	1.1%	9.4%	2.6%	-1.6%	1.2%	8.0%	1.2%	6.9%	6.3%	8.0%	2.8%	7.6%	7.8%	7.8%	0.0%	10.5%	7.8%	7.8%	7.7%	9.3%	4.1%	-0.3%	7.7%	8.0%	

	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%
2019/3	113.3%	35.6%	21.0%	11.8%
2019/6	1.6%	-0.8%	3.6%	1.9%
2019/9	-1.5%	4.9%	1.4%	1.5%
2019/12	5.5%	2.7%	7.7%	8.0%

(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	89,878	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	7,767	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	2,120,987	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			
2019/3	8,143	2,891,489	573	358,748	8,716	3,250,237	878	43,610	402	57,863	1,280	101,473	868,092	88,272	5	15	868,097	88,287	877,113	3,023,371	980	416,627	878,093	3,439,997			
2019/6	8,173	2,901,436	591	408,010	8,764	3,309,446	932	45,162	410	60,742	1,342	105,905	899,738	89,840	4	11	899,742	88,494	908,843	3,035,081	1,005	468,763	909,848	3,503,845			
2019/9	8,205	2,945,592	586	410,324	8,791	3,355,917	987	46,780	426	63,812	1,413	110,592	912,496	89,840	4	11	912,500	89,851	921,688	3,082,212	1,016	474,148	922,704	3,596,360			
2019/12	8,292	3,222,188	601	403,833	8,893	3,626,021	995	50,009	453	68,938	1,452	118,948	983,319	96,818	4	12	983,323	96,830	992,610	3,369,015	1,058	472,784	993,668	3,841,799			

Collective Investment Schemes (excluding mutual funds)		Total		
Number of Contract	Amount	Number of Contract	Amount	
2011/3	104	1,774	52,731	1,566,971
2012/3	93	1,663	51,225	1,566,297
2013/3	83	1,791	60,496	1,838,739
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2018/3	60	1,742	725,739	3,078,882
2019/3	128	2,363	878,221	3,442,360
2019/6	130	2,344	909,978	3,506,188
2019/9	128	2,458	922,832	3,558,818
2019/12	135	2,525	993,803	3,844,324

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%	-2.6%	-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%
2019/3	9.1%	17.9%	-12.8%	-21.7%	7.3%	11.7%	40.5%	8.4%	27.2%	23.0%	36.0%	16.3%	21.1%	10.6%	25.0%	52.3%	21.1%	10.6%	21.0%	17.6%	0.3%	-17.5%	21.0%	11.8%
2019/6	0.4%	0.2%	3.1%	13.7%	0.6%	1.8%	6.2%	3.6%	2.0%	5.0%	4.8%	4.4%	3.6%	0.2%	-20.0%	-27.0%	3.6%	0.2%	3.6%	0.4%	2.6%	12.5%	3.6%	1.9%
2019/9	0.4%	1.5%	-0.8%	0.6%	0.3%	1.4%	5.9%	3.6%	3.9%	5.1%	5.3%	4.4%	1.4%	1.5%	0.0%	-0.2%	1.4%	1.5%	1.4%	1.6%	1.1%	1.1%	1.4%	1.5%
2019/12	1.1%	9.4%	2.6%	-1.6%	1.2%	8.0%	1.2%	6.9%	6.3%	8.0%	2.8%	7.6%	7.8%	7.8%	0.0%	10.5%	7.8%	7.8%	7.7%	9.3%	4.1%	-0.3%	7.7%	8.0%

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%	55.8%	4.2%
2017/3	7.5%	31.8%	16.7%	8.1%
2018/3	5.3%	24.9%	26.6%	17.7%
2019/3	113.3%	35.6%	21.0%	11.8%
2019/6	1.6%	-0.8%	3.6%	1.9%
2019/9	-1.5%	4.9%	1.4%	1.5%
2019/12	5.5%	2.7%	7.7%	8.0%

## 2. Discretionary Accounts

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

(Unit : ¥ 100million)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals				Corporations				Individuals				Total			
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others									
	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
2019/3	577	1,272,709	4,508	260,846	1,730	1,023,683	6,815	2,557,238	133	221	6,948	2,557,460	95	17,715	1,070	316,201	1,165	333,915	30	114	1,195	334,029	8,143	2,891,489
2019/6	573	1,278,513	4,530	256,875	1,741	1,026,072	6,844	2,561,460	137	280	6,981	2,561,740	93	16,979	1,083	322,636	1,176	339,614	16	82	1,192	339,696	8,173	2,901,436
2019/9	577	1,304,040	4,533	255,681	1,784	1,036,832	6,894	2,596,553	143	324	7,037	2,596,877	89	17,721	1,065	330,913	1,154	348,633	14	81	1,168	348,715	8,205	2,945,592
2019/12	613	1,518,278	4,583	270,137	1,804	1,060,519	7,000	2,848,935	133	334	7,133	2,849,268	89	19,625	1,063	353,216	1,152	372,841	7	78	1,159	372,919	8,292	3,222,188

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

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

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals				Corporations				Individuals				Total			
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others									
	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%
2019/3	4.3%	13.5%	5.3%	-1.9%	31.9%	77.8%	10.9%	30.3%	-19.9%	11.3%	10.1%	30.3%	-1.0%	-11.8%	3.8%	-32.6%	3.4%	-31.7%	30.4%	6.7%	3.9%	-31.7%	9.1%	17.9%
2019/6	-0.7%	0.5%	0.5%	-1.5%	0.6%	0.2%	0.4%	0.2%	3.0%	26.5%	0.5%	0.2%	-2.1%	-4.2%	1.2%	2.0%	0.9%	1.7%	-46.7%	-28.1%	-0.3%	1.7%	0.4%	0.3%
2019/9	0.7%	2.0%	0.1%	-0.5%	2.5%	1.0%	0.7%	1.4%	4.4%	15.8%	0.8%	1.4%	-4.3%	4.4%	-1.7%	2.6%	-1.9%	2.7%	-12.5%	-0.5%	-2.0%	2.7%	0.4%	1.5%
2019/12	6.2%	16.4%	1.1%	5.7%	1.1%	2.3%	1.5%	9.7%	-7.0%	3.1%	1.4%	9.7%	0.0%	10.7%	-0.2%	6.7%	-0.2%	6.9%	-50.0%	-3.7%	-0.8%	6.9%	1.1%	9.4%

## 2. Discretionary Accounts

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

(Unit : ¥ 100million)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals		Total		Corporations						Individuals		Total			
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others		Sub-total							
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
2011/3	0	0	5	14,743	210	158,069	215	172,812	257	15	472	172,827	13	6,348	212	26,159	225	32,507	0	0	225	32,507	697	205,334
2012/3	0	0	7	17,311	213	163,570	220	180,881	8	10	228	180,891	10	5,799	227	27,718	237	33,517	0	0	237	33,517	465	214,407
2013/3	0	0	7	19,290	258	199,177	265	218,468	7	28	272	218,495	14	7,331	209	26,505	223	33,836	0	0	223	33,836	495	252,331
2014/3	0	0	7	21,782	274	209,205	281	230,986	10	147	291	231,133	20	8,229	203	25,608	223	33,837	0	0	223	33,837	514	264,970
2015/3	0	0	5	22,422	291	237,849	296	260,270	9	112	305	260,382	16	8,566	200	29,859	216	38,425	0	0	216	38,425	521	298,807
2016/3	0	0	5	22,449	321	324,061	326	346,510	15	47	341	346,557	14	3,504	203	35,835	217	39,339	0	0	217	39,339	558	385,896
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
2019/3	0	0	30	20,535	323	293,280	353	313,815	4	55	357	313,870	12	5,354	203	39,502	215	44,856	1	22	216	44,878	573	358,748
2019/6	0	0	29	20,449	338	344,623	367	365,071	4	80	371	365,152	12	4,985	207	37,852	219	42,837	1	21	220	42,858	591	408,010
2019/9	0	0	29	20,683	332	344,342	361	365,025	3	118	364	365,143	12	5,240	209	39,920	221	45,160	1	21	222	45,181	586	410,324
2019/12	0	0	30	21,952	341	333,290	371	355,242	5	167	376	355,409	9	5,695	215	42,708	224	48,403	1	22	225	48,425	601	403,833

Note: "Discretionary Accounts" includes accounts under advice.

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

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

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals		Total		Corporations						Individuals		Total			
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others		Sub-total							
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
2012/3	-	-	40.0%	17.4%	1.4%	3.5%	2.3%	4.7%	-96.9%	-37.3%	-51.7%	4.7%	-23.1%	-8.7%	7.1%	6.0%	5.3%	3.1%	-	-	5.3%	3.1%	-33.3%	4.4%
2013/3	-	-	0.0%	11.4%	21.1%	21.8%	20.4%	20.8%	-12.5%	186.6%	19.3%	20.8%	40.0%	26.4%	-7.9%	-4.4%	-5.9%	1.0%	-	-	-5.9%	1.0%	6.4%	17.7%
2014/3	-	-	0.0%	12.9%	6.2%	5.0%	6.0%	5.7%	42.9%	432.9%	7.0%	5.8%	42.9%	12.2%	-2.9%	-3.4%	0.0%	0.0%	-	-	0.0%	0.0%	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%
2019/3	-	-	400.0%	-18.2%	-10.5%	-24.4%	-3.8%	-24.0%	-94.9%	-2.3%	-20.0%	-24.0%	20.0%	4.9%	1.5%	-1.0%	2.4%	-0.3%	0.0%	4.5%	2.4%	-0.3%	-12.8%	-21.7%
2019/6	-	-	-3.3%	-0.4%	4.6%	17.5%	4.0%	16.3%	0.0%	45.8%	3.9%	16.3%	0.0%	-6.9%	2.0%	-4.2%	1.9%	-4.5%	0.0%	-2.9%	1.9%	-4.5%	3.1%	13.7%
2019/9	-	-	0.0%	-1.8%	-1.8%	-0.1%	-1.6%	0.0%	-25.0%	47.1%	-1.9%	0.0%	0.0%	5.1%	1.0%	5.5%	0.9%	5.4%	0.0%	0.1%	0.9%	5.4%	-0.8%	0.6%
2019/12	-	-	3.4%	6.1%	2.7%	-3.2%	2.8%	-2.7%	66.7%	40.9%	3.3%	-2.7%	-25.0%	8.7%	2.9%	7.0%	1.4%	7.2%	0.0%	1.5%	1.4%	7.2%	2.6%	-1.6%

## 2. Discretionary Accounts

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

(Unit : ¥ 100million)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals		Total		Corporations						Individuals		Total			
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others		Sub-total							
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
2011/3	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	1,216	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
2019/3	577	1,272,709	4,538	281,381	2,053	1,316,963	7,168	2,871,053	137	276	7,305	2,871,330	107	23,069	1,273	355,703	1,380	378,771	31	136	1,411	378,907	8,716	3,250,237
2019/6	573	1,278,513	4,559	277,323	2,079	1,370,695	7,211	2,926,531	141	360	7,352	2,926,891	105	21,963	1,290	360,488	1,395	382,451	17	103	1,412	382,555	8,764	3,309,446
2019/9	577	1,304,040	4,562	276,364	2,116	1,381,174	7,255	2,961,578	146	442	7,401	2,962,021	101	22,960	1,274	370,833	1,375	393,793	15	103	1,390	393,896	8,791	3,355,917
2019/12	613	1,518,278	4,613	292,089	2,145	1,393,809	7,371	3,204,176	138	501	7,509	3,204,677	98	25,320	1,278	395,925	1,376	421,244	8	100	1,384	421,344	8,893	3,626,021

Note: "Discretionary Accounts" includes accounts under advice.

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

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

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals		Total		Corporations						Individuals		Total			
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others		Sub-total							
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
2012/3	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%
2019/3	4.3%	13.5%	5.8%	-3.3%	22.7%	36.7%	10.0%	20.9%	-44.1%	8.3%	8.1%	20.9%	0.9%	-8.4%	3.4%	-30.1%	3.2%	-29.1%	29.2%	6.4%	3.7%	-29.1%	7.3%	11.7%
2019/6	-0.7%	0.5%	0.5%	-1.4%	1.3%	4.1%	0.6%	1.9%	2.9%	30.4%	0.6%	1.9%	-1.9%	-4.8%	1.3%	1.3%	1.1%	1.0%	-45.2%	-24.0%	0.1%	1.0%	0.6%	1.8%
2019/9	0.7%	2.0%	0.1%	-0.3%	1.8%	0.8%	0.6%	1.2%	3.5%	22.7%	0.7%	1.2%	-3.8%	4.5%	-1.2%	2.9%	-1.4%	3.0%	-11.8%	-0.4%	-1.6%	3.0%	0.3%	1.4%
2019/12	6.2%	16.4%	1.1%	5.7%	1.4%	0.9%	1.6%	8.2%	-5.5%	13.2%	1.5%	8.2%	-3.0%	10.3%	0.3%	6.8%	0.1%	7.0%	-46.7%	-2.6%	-0.4%	7.0%	1.2%	8.0%

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
2019/3	1,645	833	477	642	1,221	931	366	374	1,594	8,143
2019/6	1,638	825	492	636	1,226	992	375	370	1,619	8,173
2019/9	1,632	831	466	638	1,233	1,023	370	360	1,652	8,205
2019/12	1,627	822	496	645	1,246	1,051	366	369	1,670	8,292

Percentage changes from the previous year (or term)

	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%	-10.9%	9.2%	3.5%	1.1%	17.6%	19.4%	19.7%
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%	-11.6%	-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%
2019/3	8.1%	16.5%	8.7%	15.5%	7.7%	14.6%	4.0%	3.9%	4.9%	9.1%
2019/6	-0.4%	-1.0%	3.1%	-0.9%	0.4%	0.1%	2.5%	-1.1%	1.6%	0.4%
2019/9	-0.4%	0.7%	-5.3%	0.3%	0.6%	3.1%	-1.3%	-2.7%	2.0%	0.4%
2019/12	-0.3%	-1.1%	6.4%	1.1%	1.1%	2.7%	-1.1%	2.5%	1.1%	1.1%

② Amount of Assets

	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	1,600,028
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
2017/3	573,380	342,696	27,803	344,854	414,668	37,166	80,407	95,617	234,406	2,120,997
2018/3	647,015	344,176	29,242	377,675	477,100	49,312	58,429	121,499	349,465	2,451,834
2019/3	692,462	420,766	50,105	594,067	540,449	75,382	58,722	92,297	367,248	2,891,489
2019/6	670,284	427,933	49,507	606,937	550,038	60,148	68,842	91,681	376,065	2,901,436
2019/9	686,166	428,348	51,630	373,512	559,309	303,415	67,415	93,814	381,982	2,945,592
2019/12	763,946	435,654	51,433	415,771	620,983	329,816	87,417	132,747	384,421	3,222,188

Percentage changes from the previous year (or term)

	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%
2019/3	7.0%	22.3%	71.3%	57.3%	13.3%	19.1%	33.6%	-24.0%	5.1%	17.9%
2019/6	-3.2%	1.7%	-1.2%	-2.2%	1.8%	2.4%	-8.7%	-0.7%	2.4%	0.3%
2019/9	2.4%	0.1%	4.3%	-39.5%	1.7%	404.4%	-2.1%	2.3%	1.6%	1.5%
2019/12	11.3%	1.7%	-0.4%	11.3%	11.0%	8.7%	29.7%	41.5%	0.6%	9.4%

Percentage

	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%
2019/3	23.9%	14.6%	1.7%	20.5%	18.7%	2.0%	2.6%	3.2%	12.7%	100.0%
2019/6	23.1%	14.7%	1.7%	20.9%	19.0%	2.1%	2.4%	3.2%	13.0%	100.0%
2019/9	23.3%	14.5%	1.8%	12.7%	19.0%	10.3%	2.3%	3.2%	13.0%	100.0%
2019/12	23.7%	13.5%	1.6%	12.9%	19.3%	10.2%	2.7%	4.1%	11.9%	100.0%

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

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



## 2. Discretionary Accounts

### (5) Assets Under Management by Size

#### ① Number of Contract

	Less than ¥1 billion	Over ¥1 billion	Over ¥5 billion	Over ¥10 billion	Over ¥50 billion	Over ¥100 billion	Total
2011/3	46,083	3,063	734	780	117	168	50,945
2012/3	44,999	2,951	682	773	107	164	49,676
2013/3	54,092	3,008	697	863	132	198	58,990
2014/3	107,999	3,003	758	894	172	205	113,031
2015/3	309,353	2,970	803	963	210	246	314,545
2016/3	484,854	2,846	777	1,070	199	258	490,004
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
2019/3	2,274	2,923	879	1,390	286	391	8,143
2019/6	2,297	2,930	893	1,373	285	395	8,173
2019/9	2,298	2,964	872	1,375	292	404	8,205
2019/12	2,265	2,988	884	1,411	305	439	8,292

#### 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%
2019/3	12.5%	4.9%	9.6%	6.8%	31.8%	16.7%	9.1%
2019/6	1.0%	0.2%	1.6%	-1.2%	-0.3%	1.0%	0.4%
2019/9	0.0%	1.2%	-2.4%	0.1%	2.5%	2.3%	0.4%
2019/12	-1.4%	0.8%	1.4%	2.6%	4.5%	8.7%	1.1%

#### 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%
2019/3	27.9%	35.9%	10.8%	17.1%	3.5%	4.8%	100.0%
2019/6	28.1%	35.8%	10.9%	16.8%	3.5%	4.8%	100.0%
2019/9	28.0%	36.1%	10.6%	16.8%	3.6%	4.9%	100.0%
2019/12	27.3%	36.0%	10.7%	17.0%	3.7%	5.3%	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 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
2019/3	9,623	67,436	61,247	308,844	200,416	2,243,922	2,891,489
2019/6	9,792	67,066	61,895	303,552	200,455	2,258,675	2,901,436
2019/9	9,839	68,070	60,451	302,166	204,013	2,301,054	2,945,592
2019/12	9,451	68,686	61,447	314,491	213,257	2,554,856	3,222,188

#### 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%
2019/3	1.2%	4.6%	10.0%	5.4%	27.7%	19.9%	17.9%
2019/6	1.8%	-0.5%	1.1%	-1.7%	0.0%	0.7%	0.3%
2019/9	0.5%	1.5%	-2.3%	-0.5%	1.8%	1.9%	1.5%
2019/12	-3.9%	0.9%	1.6%	4.1%	4.5%	11.0%	9.4%

#### 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%
2019/3	0.3%	2.3%	2.1%	10.7%	6.9%	77.6%	100.0%
2019/6	0.3%	2.3%	2.1%	10.5%	6.9%	77.8%	100.0%
2019/9	0.3%	2.3%	2.1%	10.3%	6.9%	78.1%	100.0%
2019/12	0.3%	2.1%	1.9%	9.8%	6.6%	79.3%	100.0%



## 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
2019/3	11,581	15,080	400	676	29,478
2019/6	9,563	14,189	469	0	399
2019/9	10,754	18,827	307	11	9,148
2019/12	8,595	14,573	428	151	3,833

#### 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
2019/3	264,621	33,651	197,837	29,084
2019/6	1,305,483	193,752	419,879	7,212
2019/9	285,412	37,755	182,639	8,064
2019/12	291,532	42,198	182,115	6,341

#### 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
2019/3	9,740	41,142	340	7	8,981
2019/6	10,229	40,089	34	38	6,974
2019/9	9,763	66,109	127	2	15,203
2019/12	10,435	68,700	23	0	7,569

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	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme	Number of Contracts	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme	Number of Contracts	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme	Number of Contracts	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme	Number of Contracts	N.double layer scheme, No. of contracts with master scheme	Amount	N.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	521	52	43,729	4,353	0	0	0	0				
2012/3	589	55	47,280	4,716	6	3	54	9	0	0	0	0	0	0	589	55	47,280	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		
2014/3	495	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		
2015/3	468	39	37,328	1,566	7	2	148	6	1	0	15	0	2	2	15	15	469	39	37,343	1,566	9	4	163	21		
2016/3	495	39	36,016	1,571	5	0	197	0	1	0	14	0	2	2	8	8	496	39	36,029	1,571	7	2	205	8		
2017/3	464	40	33,892	1,494	11	5	138	43	2	0	41	0	1	1	3	3	466	40	33,933	1,494	12	6	141	46		
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		
2019/3	853	74	41,505	2,693	23	0	2,027	0	2	0	78	0	0	0	0	0	855	74	41,583	2,693	23	0	2,027	0		
2019/6	910	74	43,900	2,789	20	0	1,181	0	2	0	81	0	0	0	0	0	912	74	43,981	2,789	20	0	1,181	0		
2019/9	961	70	45,533	2,553	24	0	1,166	0	2	0	81	0	0	0	0	0	963	70	45,614	2,553	24	0	1,166	0		
2019/12	970	122	48,568	5,308	25	0	1,339	0	4	0	102	0	0	0	0	0	974	122	48,670	5,308	25	0	1,339	0		

Total (Discretionary Assets)				
	Number of Contracts	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme
2011/3	521	52	43,729	4,353
2012/3	595	58	47,344	4,724
2013/3	597	59	45,187	4,358
2014/3	507	57	37,108	2,451
2015/3	478	43	37,596	1,587
2016/3	503	41	36,234	1,580
2017/3	478	46	34,074	1,541
2018/3	625	69	40,216	2,664
2019/3	878	74	43,610	2,693
2019/6	932	74	45,162	2,789
2019/9	987	70	46,780	2,553
2019/12	999	122	50,009	5,308

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	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme	Number of Contracts	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme	Number of Contracts	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme	Number of Contracts	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme	Number of Contracts	N.double layer scheme, No. of contracts with master scheme	Amount	N.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%	-6.6%	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%	-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%	--	--	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%	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%		
2019/3	40.5%	17.5%	4.5%	3.4%	53.3%	-100.0%	375.7%	-100.0%	0.0%	--	14.4%	--	-100.0%	-100.0%	-100.0%	-100.0%	40.4%	17.5%	4.5%	3.4%	43.8%	-100.0%	375.4%	-100.0%		
2019/6	6.7%	0.0%	5.8%	3.6%	-13.0%	--	-41.7%	--	0.0%	--	3.9%	--	--	--	--	--	6.7%	0.0%	5.8%	3.6%	-13.0%	--	-41.7%	--		
2019/9	5.6%	-5.4%	3.7%	-8.5%	20.0%	--	-1.3%	--	0.0%	--	0.0%	--	--	--	--	--	5.6%	-5.4%	3.7%	-8.5%	20.0%	--	-1.3%	--		
2019/12	0.9%	74.3%	6.7%	107.9%	4.2%	--	14.8%	--	100.0%	--	25.9%	--	--	--	--	--	1.1%	74.3%	6.7%	107.9%	4.2%	--	14.8%	--		

Total (Discretionary Assets)				
	Number of Contracts	N.double layer scheme, No. of contracts with master scheme	Amount	N.double layer scheme, Amount of assets under management for master scheme
2012/3	14.2%	11.5%	8.3%	8.5%
2013/3	0.3%	1.7%	-4.6%	-7.8%
2014/3	-15.1%	-3.4%	-17.9%	-43.8%
2015/3	-5.7%	-24.6%	1.1%	-35.2%
2016/3	5.2%	-4.7%	-3.4%	-0.5%
2017/3	-5.0%	12.2%	-6.0%	-2.5%
2018/3	30.8%	50.0%	18.0%	72.9%
2019/3	40.5%	7.2%	8.4%	1.1%
2019/6	6.2%	0.0%	3.6%	3.6%
2019/9	5.9%	-5.4%	3.6%	-8.5%
2019/12	1.2%	74.3%	6.9%	107.9%

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	By double layer scheme No. of contracts with master scheme	Amount	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount	
2011/3	484	30	46,150	0	0	4,075	0	0	0	0	0	0	464	30	46,150	0	0	4,075	
2012/3	391	22	42,057	2	1	2,832	1	49	0	0	0	3	391	22	42,057	2	2	2,832	
2013/3	324	19	38,416	2	3	2,715	3	352	0	0	0	4	324	19	38,416	2	3	2,715	
2014/3	231	11	28,530	2	0	1,188	2	336	0	0	0	5	231	11	28,530	2	3	1,188	
2015/3	234	16	30,033	2	0	882	2	0	0	0	0	4	234	16	30,033	2	3	882	
2016/3	293	20	38,862	2	0	1,179	2	0	0	0	0	4	293	20	38,862	2	3	1,179	
2017/3	298	17	39,121	2	0	749	2	0	0	0	0	3	298	17	39,121	2	3	749	
2018/3	309	16	44,087	3	3	727	3	353	0	1	135	0	309	16	44,087	3	3	727	
2019/3	386	17	54,204	10	0	1,567	10	417	0	2	247	0	386	17	54,204	10	4	1,567	
2019/6	396	17	56,795	1,689	8	0	271	0	2	0	240	0	396	17	56,795	1,689	12	4	3,707
2019/9	413	24	59,391	2,304	7	0	246	0	2	0	216	0	413	24	59,391	2,304	11	4	4,205
2019/12	434	33	63,662	2,498	13	0	245	0	2	0	219	0	434	33	63,662	2,498	17	4	5,057

	Total (Discretionary Assets)		
	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount
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
2019/3	402	21	57,863
2019/6	410	21	60,742
2019/9	426	28	63,812
2019/12	453	37	68,938

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	By double layer scheme No. of contracts with master scheme	Amount	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount						
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%	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%	-8.8%	-8.5%	1.7%	-15.0%	0.7%	-36.5%	-16.7%	0.0%	-8.8%	-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%	
2019/3	24.9%	6.3%	22.9%	115.6%	233.3%	--	18.1%	--	100.0%	--	83.6%	--	33.3%	33.3%	20.8%	20.8%	25.2%	6.3%	23.1%	115.6%	133.3%	33.3%	20.4%	20.8%
2019/6	2.6%	0.0%	4.8%	7.5%	-20.0%	--	-34.9%	--	0.0%	--	-2.9%	--	0.0%	14.7%	14.7%	2.6%	0.0%	4.7%	7.5%	-14.3%	0.0%	8.6%	14.7%	
2019/9	4.3%	41.2%	4.6%	36.4%	--	--	-9.4%	--	0.0%	--	-9.9%	--	0.0%	0.0%	15.2%	15.2%	4.3%	41.2%	4.5%	36.4%	-8.3%	0.0%	13.4%	15.2%
2019/12	5.1%	37.5%	7.2%	8.4%	85.7%	--	-0.4%	--	0.0%	--	1.5%	--	0.0%	0.0%	21.6%	21.6%	5.1%	37.5%	7.2%	8.4%	54.5%	0.0%	20.3%	21.6%

	Total (Discretionary Assets)		
	Number of Contracts	By double layer scheme No. of contracts with master scheme	Amount
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%
2019/3	27.2%	10.5%	23.0%
2019/6	2.0%	0.0%	5.0%
2019/9	3.9%	33.3%	5.1%
2019/12	6.3%	32.1%	8.0%

### 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	Amount of assets under management for master scheme	Number of Contracts	No. of contracts with master scheme	Amount	Amount of assets under management for master scheme	Number of Contracts	No. of contracts with master scheme	Amount	Amount of assets under management for master scheme	Number of Contracts	No. of contracts with master scheme	Amount	Amount of assets under management for master scheme	Number of Contracts	No. of contracts with master scheme	Amount	Amount of assets under management for master scheme	Number of Contracts	No. of contracts with master scheme	Amount	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	
2012/3	980	77	89,347	7,547	8	4	103	9	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	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	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	15	0	6	5	1,002	1,000	702	55	67,361	2,448	15	7	1,149	1,006	
2016/3	788	59	74,878	2,751	7	0	197	0	1	14	0	6	5	1,996	1,995	789	59	74,891	2,751	13	5	2,192	1,995	
2017/3	782	57	73,013	2,243	13	5	138	43	2	41	0	4	4	1,820	1,820	784	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
2019/3	1,239	91	95,709	4,280	33	0	2,444	0	4	0	325	0	4	4	2,995	2,995	1,243	91	96,034	4,280	37	4	5,439	2,995
2019/6	1,306	91	100,695	4,478	28	0	1,453	0	4	0	321	0	4	4	3,436	3,436	1,310	91	101,016	4,478	32	4	4,888	3,436
2019/9	1,374	94	104,924	4,857	31	0	1,411	0	4	0	297	0	4	4	3,959	3,959	1,378	94	105,222	4,857	35	4	5,371	3,959
2019/12	1,404	155	112,230	7,806	38	0	1,583	0	6	0	321	0	4	4	4,812	4,812	1,410	155	112,552	7,806	42	4	6,396	4,812

	Total (Discretionary Assets)		
	Number of Contracts	No. of contracts with master scheme	Amount
2011/3	985	82	89,879
2012/3	991	82	89,847
2013/3	928	81	84,589
2014/3	745	71	67,000
2015/3	718	62	68,526
2016/3	802	64	77,084
2017/3	781	66	75,013
2018/3	941	88	87,270
2019/3	1,280	95	101,473
2019/6	1,342	95	105,905
2019/9	1,413	98	110,592
2019/12	1,452	159	118,948

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	Amount of assets under management for master scheme	Number of Contracts	No. of contracts with master scheme	Amount	Amount of assets under management for master scheme	Number of Contracts	No. of contracts with master scheme	Amount	Amount of assets under management for master scheme	Number of Contracts	No. of contracts with master scheme	Amount	Amount of assets under management for master scheme	Number of Contracts	No. of contracts with master scheme	Amount	Amount of assets under management for master scheme	Number of Contracts	No. of contracts with master scheme	Amount	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%
2019/3	35.3%	15.2%	14.2%	27.9%	83.3%	-100.0%	213.7%	-100.0%	33.3%	--	60.3%	--	0.0%	0.0%	20.8%	20.8%	35.3%	15.2%	14.3%	27.9%	68.2%	-55.6%	66.9%	18.0%
2019/6	5.4%	0.0%	5.2%	5.1%	--	-15.2%	--	-40.6%	--	0.0%	-1.3%	--	0.0%	0.0%	14.7%	14.7%	5.4%	0.0%	5.2%	5.1%	-13.5%	0.0%	-10.1%	14.7%
2019/9	5.2%	3.3%	4.2%	8.5%	10.7%	--	-2.8%	--	0.0%	--	-7.4%	--	0.0%	0.0%	15.2%	15.2%	5.2%	3.3%	4.2%	8.5%	9.4%	0.0%	9.9%	15.2%
2019/12	2.2%	64.9%	7.0%	60.7%	22.8%	--	12.2%	--	50.0%	--	8.2%	--	0.0%	0.0%	21.6%	21.6%	2.3%	64.9%	7.0%	60.7%	20.0%	0.0%	19.1%	21.6%

	Total (Discretionary Assets)		
	Number of Contracts	No. of contracts with master scheme	Amount
2012/3	0.6%	0.0%	0.0%
2013/3	-6.4%	-1.2%	-5.9%
2014/3	-19.7%	-12.3%	-20.8%
2015/3	-3.6%	-12.7%	2.3%
2016/3	11.7%	3.2%	12.5%
2017/3	-2.6%	3.1%	-2.7%
2018/3	20.5%	33.3%	16.3%
2019/3	36.0%	8.0%	16.3%
2019/6	4.8%	0.0%	4.4%
2019/9	5.3%	3.2%	4.4%
2019/12	2.8%	62.2%	7.6%

### 3. Real Estate Private Funds

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

(Unit : ¥ 100million)

	Japan								Overseas								Global							
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others			
	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme
2011/3	521	52	43,729	4,353	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
2012/3	589	55	47,290	4,716	6	3	54	9	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
2013/3	588	54	45,086	4,312	7	3	84	29	0	0	0	0	2	2	16	16	0	0	0	0	0	0	0	0
2014/3	499	52	36,997	2,404	6	3	94	30	0	0	0	0	2	2	17	17	0	0	0	0	0	0	0	0
2015/3	468	39	37,328	1,566	7	2	148	6	1	0	15	0	2	2	15	15	0	0	0	0	0	0	0	0
2016/3	495	39	36,016	1,571	5	0	197	0	1	0	14	0	2	2	8	8	0	0	0	0	0	0	0	0
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	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	0
2019/3	853	74	41,505	2,693	23	0	2,027	0	2	0	78	0	0	0	0	0	0	0	0	0	0	0	0	0
2019/6	910	74	43,900	2,789	20	0	1,181	0	2	0	81	0	0	0	0	0	0	0	0	0	0	0	0	0
2019/9	961	70	45,533	2,553	24	0	1,166	0	2	0	81	0	0	0	0	0	0	0	0	0	0	0	0	0
2019/12	970	122	48,568	5,308	25	0	1,339	0	4	0	102	0	0	0	0	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 No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No.of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme
2012/3	13.1%	5.8%	8.1%	8.3%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2013/3	-0.2%	-1.8%	-4.7%	-8.6%	16.7%	0.0%	56.9%	235.9%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2014/3	-15.1%	-3.7%	-17.9%	-44.2%	-14.3%	0.0%	11.5%	1.5%	-	-	-	-	0.0%	0.0%	4.5%	4.5%	-	-	-	-	-	-	-	-
2015/3	-6.2%	-25.0%	0.9%	-34.9%	16.7%	-33.3%	57.1%	-79.7%	-	-	-	-	0.0%	0.0%	-9.7%	-9.7%	-	-	-	-	-	-	-	-
2016/3	5.8%	0.0%	-3.5%	0.3%	-28.6%	-100.0%	33.0%	-100.0%	0.0%	-	-9.1%	-	0.0%	0.0%	-45.4%	-45.4%	-	-	-	-	-	-	-	-
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%	-	-	-	-	-	-	-	-
2019/3	40.5%	17.5%	4.5%	3.4%	53.3%	-100.0%	375.7%	-100.0%	0.0%	-	14.4%	-	-100.0%	-100.0%	-100.0%	-100.0%	-	-	-	-	-	-	-	-
2019/6	6.7%	0.0%	5.8%	3.6%	-13.0%	-	-41.7%	-	0.0%	-	3.9%	-	-	-	-	-	-	-	-	-	-	-	-	-
2019/9	5.6%	-5.4%	3.7%	-8.5%	20.0%	-	-1.3%	-	0.0%	-	0.0%	-	-	-	-	-	-	-	-	-	-	-	-	-
2019/12	0.9%	74.3%	6.7%	107.9%	4.2%	-	14.8%	-	100.0%	-	25.9%	-	-	-	-	-	-	-	-	-	-	-	-	-

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
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	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	
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	
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	
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	
2019/3	136	84	41,138	309	1,866	0	0	24	0	0	0	0	0	0	0	0	0	0	0	0	0	0	6	48	
2019/6	125	46	43,560	286	1,063	0	0	24	0	0	0	0	0	0	0	0	0	0	0	0	0	0	5	53	
2019/9	148	46	45,209	268	1,027	0	0	24	0	0	0	0	0	0	0	0	0	0	0	0	0	0	6	51	
2019/12	148	0	48,155	359	1,245	0	0	45	0	0	0	0	0	0	0	0	0	0	0	0	0	0	6	51	

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%	
2019/3	383.5%	--	4.3%	77.6%	260.3%	--	--	0.0%	--	-100.0%	--	--	--	--	--	--	--	--	--	--	--	--	31.0%	21.2%	
2019/6	-7.5%	-45.5%	5.9%	-7.2%	-43.0%	--	--	0.0%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	-18.9%	8.5%	
2019/9	18.3%	0.0%	3.8%	-6.4%	-3.4%	--	--	0.0%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	37.0%	-3.3%	
2019/12	0.0%	-100.0%	6.5%	34.1%	21.2%	--	--	87.4%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	1.9%	-0.2%	

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	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%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2014/3	0.0%	0.1%	98.2%	1.4%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2015/3	0.2%	0.1%	98.8%	0.7%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
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%
2019/3	0.3%	0.2%	94.3%	0.7%	4.3%	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%
2019/6	0.3%	0.1%	96.5%	0.6%	2.4%	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%
2019/9	0.3%	0.1%	96.6%	0.6%	2.2%	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%
2019/12	0.3%	0.0%	96.3%	0.7%	2.5%	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
2019/3	0	0	0	0	0
2019/6	0	0	0	0	0
2019/9	0	0	0	0	0
2019/12	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
2019/3	49	0	1,214	0
2019/6	47	0	1,163	0
2019/9	48	0	1,222	0
2019/12	0	0	1,136	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
2019/3	0	0	0	0	0
2019/6	0	0	0	0	0
2019/9	0	0	0	0	0
2019/12	0	0	0	0	0

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

#### 4. Wrap Accounts

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

(Unit : ¥ 100million)

	Domestic Clients						Overseas Clients						Total (Discretionary Assets)	
	Corporations		Individuals		Total		Corporations		Individuals		Total		Number of Contract	Amount
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
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
2019/3	8,004	8,289	860,087	79,982	868,091	88,271	0	0	1	1	1	1	868,092	88,272
2019/6	8,169	8,453	891,568	80,029	899,737	88,482	0	0	1	1	1	1	899,738	88,483
2019/9	8,755	8,795	903,740	81,044	912,495	89,839	0	0	1	1	1	1	912,496	89,840
2019/12	10,622	9,734	972,696	87,082	983,318	96,816	0	0	1	1	1	1	983,319	96,818

Percentage changes from the previous year (or term)

	Domestic Clients						Overseas Clients						Total (Discretionary Assets)	
	Corporations		Individuals		Total		Corporations		Individuals		Total		Number of Contract	Amount
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
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%
2019/3	10.7%	12.9%	21.2%	10.3%	21.1%	10.6%	-	-	-50.0%	-29.4%	-50.0%	-29.4%	21.1%	10.6%
2019/6	2.1%	2.0%	3.7%	0.1%	3.6%	0.2%	-	-	0.0%	-2.6%	0.0%	-2.6%	3.6%	0.2%
2019/9	7.2%	4.0%	1.4%	1.3%	1.4%	1.5%	-	-	0.0%	3.0%	0.0%	3.0%	1.4%	1.5%
2019/12	21.3%	10.7%	7.6%	7.5%	7.8%	7.8%	-	-	0.0%	8.1%	0.0%	8.1%	7.8%	7.8%

※ “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
2019/3	3	11	2	5	5	15	0	0	0	0	0	0
2019/6	2	6	2	5	4	11	0	0	0	0	0	0
2019/9	2	6	2	5	4	11	0	0	0	0	0	0
2019/12	2	7	2	5	4	12	0	0	0	0	0	0

Total (Discretionary Assets)	
Number of Contract	Amount
0	0
4	10
5	15
4	11
4	11
4	12

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	-	-	-	-	-	-	-	-	-	-	-	-
2019/3	50.0%	69.1%	0.0%	25.1%	25.0%	52.3%	-	-	-	-	-	-
2019/6	-33.3%	-38.6%	0.0%	-1.7%	-20.0%	-27.0%	-	-	-	-	-	-
2019/9	0.0%	-0.5%	0.0%	0.2%	0.0%	-0.2%	-	-	-	-	-	-
2019/12	0.0%	10.7%	0.0%	10.3%	0.0%	10.5%	-	-	-	-	-	-

Total (Discretionary Assets)	
Number of Contract	Amount
-	-
25.0%	52.3%
-20.0%	-27.0%
0.0%	-0.2%
0.0%	10.5%

#### 4. Wrap Accounts

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

(Unit : ¥ 100million)

	Domestic Clients						Overseas Clients						Total (Discretionary Assets)	
	Corporations		Individuals		Total		Corporations		Individuals		Total		Number of Contract	Amount
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
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
2019/3	8,007	8,299	860,089	79,987	868,096	88,286	0	0	1	1	1	1	868,097	88,287
2019/6	8,171	8,459	891,570	80,034	899,741	88,493	0	0	1	1	1	1	899,742	88,494
2019/9	8,757	8,801	903,742	81,049	912,499	89,850	0	0	1	1	1	1	912,500	89,851
2019/12	10,624	9,741	972,698	87,088	983,322	96,829	0	0	1	1	1	1	983,323	96,830

Percentage changes from the previous year (or term)

	Domestic Clients						Overseas Clients						Total (Discretionary Assets)	
	Corporations		Individuals		Total		Corporations		Individuals		Total		Number of Contract	Amount
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
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%
2019/3	10.7%	13.0%	21.2%	10.3%	21.1%	10.6%	-	-	-50.0%	-29.4%	-50.0%	-29.4%	21.1%	10.6%
2019/6	2.0%	1.9%	3.7%	0.1%	3.6%	0.2%	-	-	0.0%	-2.6%	0.0%	-2.6%	3.6%	0.2%
2019/9	7.2%	4.0%	1.4%	1.3%	1.4%	1.5%	-	-	0.0%	3.0%	0.0%	3.0%	1.4%	1.5%
2019/12	21.3%	10.7%	7.6%	7.5%	7.8%	7.8%	-	-	0.0%	8.1%	0.0%	8.1%	7.8%	7.8%

#### 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
2019/3	49	40	143,623	1	54	9	41	1,110	721,631	866,558
2019/6	43	57	143,531	3	65	8	56	1,416	753,083	898,262
2019/9	47	62	143,550	5	68	40	68	1,710	765,485	911,035
2019/12	46	77	141,594	5	73	14	75	1,929	838,070	981,883

###### 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%
2019/3	1533.3%	-9.1%	7.0%	-	14.9%	80.0%	412.5%	10.3%	24.5%	21.2%
2019/6	-12.2%	42.5%	-0.1%	200.0%	20.4%	-11.1%	36.6%	27.6%	4.4%	3.7%
2019/9	9.3%	8.8%	0.0%	66.7%	4.6%	400.0%	21.4%	20.8%	1.6%	1.4%
2019/12	-2.1%	24.2%	-1.4%	0.0%	7.4%	-65.0%	10.3%	12.8%	9.5%	7.8%

###### 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
2019/3	27	132	19,909	0	182	4	43	1,506	64,781	86,584
2019/6	29	128	20,172	1	208	6	63	1,809	64,397	86,813
2019/9	30	139	20,752	1	216	8	70	1,993	64,929	88,139
2019/12	47	213	21,483	2	250	10	108	2,149	70,766	95,026

###### 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%
2019/3	14105.3%	121.5%	9.6%	-	136.5%	351.1%	537.1%	9.6%	10.9%	10.9%
2019/6	9.1%	-3.3%	1.3%	206.9%	14.3%	54.9%	48.9%	20.1%	-0.6%	0.3%
2019/9	0.2%	9.0%	2.9%	65.2%	4.0%	29.7%	9.7%	10.2%	0.8%	1.5%
2019/12	60.0%	52.9%	3.5%	10.2%	15.9%	20.1%	54.5%	7.8%	9.0%	7.8%

###### 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%
2019/3	0.0%	0.2%	23.0%	0.0%	0.2%	0.0%	0.0%	1.7%	74.8%	100.0%
2019/6	0.0%	0.1%	23.2%	0.0%	0.2%	0.0%	0.1%	2.1%	74.2%	100.0%
2019/9	0.0%	0.2%	23.5%	0.0%	0.2%	0.0%	0.1%	2.3%	73.7%	100.0%
2019/12	0.0%	0.2%	22.6%	0.0%	0.3%	0.0%	0.1%	2.3%	74.5%	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
2019/3	828	0	235	0	0	0	4	2	465	1,534
2019/6	760	0	226	0	0	0	1	2	487	1,476
2019/9	712	0	216	0	0	0	1	2	530	1,461
2019/12	655	0	202	0	0	0	1	2	576	1,436

###### 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%
2019/3	-16.4%	-	-26.3%	-	-	-	-33.3%	0.0%	54.0%	-5.3%
2019/6	-8.2%	-	-3.8%	-	-	-	-75.0%	0.0%	4.7%	-3.8%
2019/9	-6.3%	-	-4.4%	-	-	-	0.0%	0.0%	8.8%	-1.0%
2019/12	-8.0%	-	-6.5%	-	-	-	0.0%	0.0%	8.7%	-1.7%

###### 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
2019/3	106	0	707	0	0	0	3	1	871	1,688
2019/6	99	0	665	0	0	0	1	1	904	1,670
2019/9	93	0	623	0	0	0	1	1	984	1,701
2019/12	94	0	609	0	0	0	1	1	1,087	1,791

###### 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%
2019/3	-21.4%	-	-20.2%	-	-	-	4.1%	-20.5%	20.0%	-3.6%
2019/6	-6.5%	-	-5.9%	-	-	-	-84.0%	-1.0%	3.7%	-1.1%
2019/9	-6.4%	-	-6.4%	-	-	-	20.8%	-1.0%	8.9%	1.9%
2019/12	1.2%	-	-2.2%	-	-	-	10.9%	2.1%	10.4%	5.3%

###### 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%
2019/3	6.3%	0.0%	41.9%	0.0%	0.0%	0.0%	0.2%	0.1%	51.6%	100.0%
2019/6	5.9%	0.0%	39.8%	0.0%	0.0%	0.0%	0.0%	0.1%	54.1%	100.0%
2019/9	5.4%	0.0%	36.6%	0.0%	0.0%	0.0%	0.0%	0.1%	57.9%	100.0%
2019/12	5.2%	0.0%	34.0%	0.0%	0.0%	0.0%	0.0%	0.1%	60.7%	100.0%

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

## 4.Wrap Accounts

### (5) Assets Under Management by Size

#### ①Number of Contract

	Less than ¥10 million	Over ¥10 million	Over ¥20 million	Over ¥50 million	Over ¥1 billion	Over ¥10 billion	Total
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
2019/3	632,937	144,854	71,416	13,621	5,071	193	868,092
2019/6	663,973	144,762	71,551	13,947	5,307	198	899,738
2019/9	665,593	152,027	74,770	14,353	5,542	211	912,496
2019/12	705,077	173,382	82,243	16,096	6,295	226	983,319

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

	Less than ¥10 million	Over ¥10 million	Over ¥20 million	Over ¥50 million	Over ¥1 billion	Over ¥10 billion	Total
2018/3	27.3%	22.9%	30.1%	37.0%	43.8%	29.3%	26.9%
2019/3	27.2%	4.4%	12.5%	14.2%	10.5%	28.7%	21.1%
2019/6	4.9%	-0.1%	0.2%	2.4%	4.7%	2.6%	3.6%
2019/9	0.2%	5.0%	4.5%	2.9%	4.4%	6.6%	1.4%
2019/12	5.9%	14.0%	10.0%	12.1%	13.6%	7.1%	7.8%

#### Percentage

	Less than ¥10 million	Over ¥10 million	Over ¥20 million	Over ¥50 million	Over ¥1 billion	Over ¥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%
2019/3	72.9%	16.7%	8.2%	1.6%	0.6%	0.0%	100.0%
2019/6	73.8%	16.1%	8.0%	1.6%	0.6%	0.0%	100.0%
2019/9	72.9%	16.7%	8.2%	1.6%	0.6%	0.0%	100.0%
2019/12	71.7%	17.6%	8.4%	1.6%	0.6%	0.0%	100.0%

#### ②Amount of Assets

(Unit : ¥ 100million)

	Less than ¥10 million	Over ¥10 million	Over ¥20 million	Over ¥50 million	Over ¥1 billion	Over ¥10 billion	Total
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
2019/3	24,314	19,546	21,195	9,017	10,185	4,014	88,272
2019/6	24,167	19,498	21,168	9,118	10,450	4,082	88,483
2019/9	23,285	20,135	22,006	9,350	10,803	4,261	89,840
2019/12	23,372	22,412	23,980	10,341	12,041	4,671	96,818

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

	Less than ¥10 million	Over ¥10 million	Over ¥20 million	Over ¥50 million	Over ¥1 billion	Over ¥10 billion	Total
2018/3	4.4%	20.9%	30.4%	36.1%	41.8%	30.6%	21.5%
2019/3	10.6%	5.5%	13.1%	13.9%	7.6%	24.8%	10.6%
2019/6	-0.6%	-0.2%	-0.1%	1.1%	2.6%	1.7%	0.2%
2019/9	-3.6%	3.3%	4.0%	2.5%	3.4%	4.4%	1.5%
2019/12	0.4%	11.3%	9.0%	10.6%	11.5%	9.6%	7.8%

#### Percentage

	Less than ¥10 million	Over ¥10 million	Over ¥20 million	Over ¥50 million	Over ¥1 billion	Over ¥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%
2019/3	27.5%	22.1%	24.0%	10.2%	11.5%	4.5%	100.0%
2019/6	27.3%	22.0%	23.9%	10.3%	11.8%	4.6%	100.0%
2019/9	25.9%	22.4%	24.5%	10.4%	12.0%	4.7%	100.0%
2019/12	24.1%	23.1%	24.8%	10.7%	12.4%	4.8%	100.0%

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

#### 4. Wrap Accounts

##### (6) Assets Under Management by Country and Region

(Unit : ¥ 100million)

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term 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
2019/3	6,986	4,580	0	2,179	21,809	100	160	42	6	13	41	26	0	0	0	24	0	0	0	0	6,759	17,241	0	59	28,248
2019/6	6,765	4,484	0	2,087	22,229	113	155	41	4	14	45	25	0	0	0	18	0	0	0	0	6,621	17,372	0	55	28,455
2019/9	6,983	4,219	0	2,260	22,843	121	165	48	4	18	49	24	0	0	0	22	0	0	0	0	6,879	17,319	0	54	28,832
2019/12	7,611	4,316	97	2,487	23,699	161	179	58	4	20	57	33	0	0	0	23	0	0	0	0	7,887	19,733	126	76	30,252

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%
2019/3	22.7%	-14.0%	-99.2%	12.4%	8.7%	4.7%	35.3%	44.4%	108.5%	-	252.6%	108.0%	-100.0%	-	-	45.2%	-99.1%	-100.0%	-	-	38.6%	5.4%	-50.9%	-84.0%	13.3%
2019/6	-3.2%	-2.1%	0.0%	-4.2%	1.9%	12.5%	-2.9%	-1.9%	-40.6%	9.8%	11.3%	-1.6%	-	-	-24.7%	0.0%	-	-	-	-2.0%	0.8%	-7.7%	-6.6%	0.7%	
2019/9	3.2%	-5.9%	-40.0%	8.3%	2.8%	7.6%	6.2%	18.1%	-3.2%	25.8%	7.5%	-3.5%	-	-	-21.8%	-50.0%	-	-	-	3.9%	-0.3%	59.7%	-1.1%	1.3%	
2019/12	9.0%	2.3%	32385.7%	10.1%	3.7%	32.8%	8.8%	20.9%	4.1%	9.0%	16.8%	35.7%	-	-	-	4.6%	-100.0%	-	-	-	14.6%	13.9%	32767.4%	39.5%	4.9%

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%
2019/3	7.9%	5.2%	0.0%	2.5%	24.7%	0.1%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	7.7%	19.5%	0.0%	0.1%	32.0%
2019/6	7.6%	5.1%	0.0%	2.4%	25.1%	0.1%	0.2%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	7.5%	19.6%	0.0%	0.1%	32.2%
2019/9	7.8%	4.7%	0.0%	2.5%	25.4%	0.1%	0.2%	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	7.7%	19.3%	0.0%	0.1%	32.1%
2019/12	7.9%	4.5%	0.1%	2.6%	24.5%	0.2%	0.2%	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	8.1%	20.4%	0.1%	0.1%	31.2%

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
2019/3	0	0	0	0	0
2019/6	0	0	0	0	0
2019/9	0	0	0	0	0
2019/12	0	0	0	0	0

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

(Unit : ¥ 100million)

	Forwards	Options	Swaps	Others
2017/3	0	0	0	0
2018/3	0	0	0	0
2019/3	0	0	0	0
2019/6	0	0	0	0
2019/9	0	0	0	0
2019/12	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
2019/3	0	0	0	0	0
2019/6	0	0	0	0	0
2019/9	0	0	0	0	0
2019/12	0	0	0	0	0

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

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

### (1) Assets Under Management

(Unit : ¥ 100million)

	Collective Investment Schemes (excluding mutual funds)			Assets Under Advice			Total		
	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas	Total
2011/3	1,456	318	1,774	0	0	0	1,456	318	1,774
2012/3	1,272	391	1,663	0	0	0	1,272	391	1,663
2013/3	1,311	480	1,791	0	0	0	1,311	480	1,791
2014/3	1,276	686	1,962	0	0	0	1,276	686	1,962
2015/3	972	566	1,537	0	0	0	972	566	1,537
2016/3	682	376	1,058	0	0	0	682	376	1,058
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
2019/3	2,134	229	2,363	0	0	0	2,134	229	2,363
2019/6	2,117	226	2,343	0	0	0	2,117	226	2,343
2019/9	2,228	229	2,457	0	0	0	2,228	229	2,457
2019/12	2,312	213	2,525	0	0	0	2,312	213	2,525

	Collective Investment Schemes (excluding mutual funds)			Assets Under Advice			Total		
	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas	Total
2012/3	-12.7%	22.9%	-6.3%	-	-	-	-12.7%	22.9%	-6.3%
2013/3	3.1%	22.8%	7.7%	-	-	-	3.1%	22.8%	7.7%
2014/3	-2.7%	42.9%	9.5%	-	-	-	-2.7%	42.9%	9.5%
2015/3	-23.9%	-17.5%	-21.6%	-	-	-	-23.9%	-17.5%	-21.6%
2016/3	-29.8%	-33.5%	-31.2%	-	-	-	-29.8%	-33.5%	-31.2%
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%
2019/3	50.4%	-29.2%	35.6%	-	-	-	50.4%	-29.2%	35.6%
2019/6	-0.8%	-1.4%	-0.8%	-	-	-	-0.8%	-1.4%	-0.8%
2019/9	5.2%	1.4%	4.9%	-	-	-	5.2%	1.4%	4.9%
2019/12	3.8%	-7.3%	2.7%	-	-	-	3.8%	-7.3%	2.7%

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
2019/3	13	15	8	67	19	6	128
2019/6	13	16	8	67	19	7	130
2019/9	15	16	8	64	19	6	128
2019/12	15	18	8	68	19	7	135

	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%
2019/3	18.2%	15.4%	-11.1%	6600.0%	-13.6%	50.0%	113.3%
2019/6	0.0%	6.7%	0.0%	0.0%	0.0%	16.7%	1.6%
2019/9	15.4%	0.0%	0.0%	-4.5%	0.0%	-14.3%	-1.5%
2019/12	0.0%	12.5%	0.0%	6.3%	0.0%	16.7%	5.5%

(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
2019/3	225	981	22	285	499	351	2,363
2019/6	242	886	21	300	534	361	2,344
2019/9	177	890	17	316	565	492	2,458
2019/12	238	914	13	319	533	508	2,523

	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%
2019/3	30.1%	35.2%	-8.5%	238.8%	-15.2%	138.0%	35.6%
2019/6	7.3%	-9.7%	-3.2%	5.1%	7.0%	3.0%	-0.8%
2019/9	-27.0%	0.5%	-17.3%	5.5%	5.9%	36.2%	4.9%
2019/12	34.7%	2.7%	-22.5%	0.9%	-5.8%	3.3%	2.7%

	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%
2019/3	9.5%	41.5%	0.9%	12.1%	21.1%	14.8%	100.0%
2019/6	10.3%	37.8%	0.9%	12.8%	22.8%	15.4%	100.0%
2019/9	7.2%	36.2%	0.7%	12.9%	23.0%	20.0%	100.0%
2019/12	9.4%	36.2%	0.5%	12.6%	21.1%	20.1%	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
2019/3	482	96	196	124	761	2	0	0	0	121	12	0	0	0	177	9	0	0	0	144	0	0	0	0	238
2019/6	574	96	209	90	641	2	0	0	0	145	11	0	0	0	171	9	0	0	0	141	0	0	0	0	256
2019/9	541	96	221	126	640	2	0	0	0	155	11	0	0	0	190	6	0	0	0	178	0	0	0	0	292
2019/12	538	96	228	161	663	0	0	0	0	162	7	0	0	0	195	6	0	0	0	172	0	0	0	0	297

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%	
2019/3	4.9%	4131.4%	0.3%	0.3%	54.4%	-33.7%	-	-	-	7.7%	-2.6%	-	-	-	-39.2%	-	-	-100.0%	-19.6%	-	-	-	-	-	63.5%	
2019/6	19.0%	0.0%	6.4%	-27.9%	-15.8%	-24.4%	-	-	-	20.2%	-5.8%	-	-	-	-3.7%	0.0%	-	-	-2.3%	-	-	-	-	-	7.6%	
2019/9	-5.8%	0.1%	5.8%	40.6%	-0.1%	0.0%	-	-	-	7.0%	-2.9%	-	-	-	11.0%	-34.7%	-	-	-	26.7%	-	-	-	-	-	14.3%
2019/12	-0.4%	-0.1%	3.2%	27.9%	3.6%	-100.0%	-	-	-	4.4%	-35.6%	-	-	-	2.8%	1.3%	-	-	-	-3.7%	-	-	-	-	-	1.5%

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%	4.7%
2012/3	35.2%	0.8%	0.0%	22.1%	17.1%	0.9%	0.2%	0.0%	0.0%	6.5%	0.0%	0.0%	0.0%	0.0%	0.0%	1.6%	0.0%	0.0%	1.3%	14.1%	0.1%	0.0%	0.0%	0.0%	0.0%
2013/3	30.3%	1.3%	0.0%	25.0%	15.2%	1.5%	0.0%	0.0%	0.0%	7.0%	0.0%	0.0%	0.0%	0.0%	0.0%	3.2%	0.0%	0.0%	0.7%	15.8%	0.0%	0.0%	0.0%	0.0%	0.0%
2014/3	25.9%	1.6%	0.0%	22.2%	14.2%	2.1%	0.0%	0.0%	0.0%	11.5%	0.0%	0.0%	0.0%	0.0%	0.0%	3.6%	0.0%	0.0%	0.2%	8.1%	0.0%	0.0%	0.0%	0.0%	10.7%
2015/3	26.9%	1.6%	0.0%	15.4%	17.9%	2.7%	0.1%	0.0%	0.0%	8.6%	0.0%	0.0%	0.0%	0.0%	0.0%	3.7%	0.0%	0.0%	0.3%	22.8%	0.0%	0.0%	0.0%	0.0%	0.0%
2016/3	27.6%	0.2%	0.0%	7.5%	29.1%	1.0%	0.0%	0.0%	0.0%	10.8%	0.0%	0.0%	0.0%	0.0%	0.0%	1.7%	0.0%	0.0%	0.0%	22.1%	0.0%	0.0%	0.0%	0.0%	0.0%
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%	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%	8.3%
2019/3	20.4%	4.0%	8.3%	5.3%	32.2%	0.1%	0.0%	0.0%	0.0%	5.1%	0.5%	0.0%	0.0%	0.0%	7.5%	0.4%	0.0%	0.0%	0.0%	6.1%	0.0%	0.0%	0.0%	0.0%	10.1%
2019/6	24.5%	4.1%	8.9%	3.8%	27.3%	0.1%	0.0%	0.0%	0.0%	6.2%	0.5%	0.0%	0.0%	0.0%	7.3%	0.4%	0.0%	0.0%	0.0%	6.0%	0.0%	0.0%	0.0%	0.0%	10.9%
2019/9	22.0%	3.9%	9.0%	5.1%	26.0%	0.1%	0.0%	0.0%	0.0%	6.3%	0.5%	0.0%	0.0%	0.0%	7.7%	0.3%	0.0%	0.0%	0.0%	7.3%	0.0%	0.0%	0.0%	0.0%	11.9%
2019/12	21.3%	3.8%	9.0%	6.4%	26.3%	0.0%	0.0%	0.0%	0.0%	6.4%	0.3%	0.0%	0.0%	0.0%	7.7%	0.2%	0.0%	0.0%	0.0%	6.8%	0.0%	0.0%	0.0%	0.0%	11.7%

## 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
2019/3	0	0	0	0	0
2019/6	0	0	0	0	0
2019/9	0	0	0	0	0
2019/12	0	0	0	0	0

#### Over-the-counter derivatives

(Unit : ¥ 100million)

	Forwards	Options	Swaps	Others
2011/3	0	0	0	0
2012/3	0	0	0	0
2013/3	0	0	0	0
2014/3	0	0	0	0
2015/3	0	0	0	0
2016/3	0	0	0	0
2017/3	0	0	0	0
2018/3	0	0	0	0
2019/3	0	0	0	0
2019/6	0	0	0	0
2019/9	0	0	0	0
2019/12	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
2019/3	0	0	0	0	0
2019/6	0	0	0	0	0
2019/9	0	0	0	0	0
2019/12	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
2019/3	297	480
2019/6	302	471
2019/9	304	474
2019/12	312	474

	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
2019/3	56	0	56	140	12	152	6	0	6	202	12	214
2019/6	7	0	7	34	2	36	0	0	0	41	2	43
2019/9	6	0	6	50	0	50	1	0	1	57	0	57
2019/12	4	0	4	15	1	16	0	0	0	19	1	20

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