

Statistical Data, December 2020

Major data

	Assets under management	Change from September 2020
Total	Yen 449.3 trillion	+Yen 23.1 trillion (+ 5.4%)
Discretionary Accounts	Yen 425.2 trillion	+Yen 22.4 trillion (+ 5.6%)
Discretionary assets	Yen 385.1 trillion	+Yen 20.9 trillion (+ 5.7%)
Assets under advice	Yen 40.1 trillion	+Yen 1.5 trillion (+ 4.0%)
Real Estate Private Funds	Yen 13.1 trillion	+Yen 243.9 billion (+ 1.9%)
Discretionary assets	Yen 5.7 trillion	+Yen 192.7 billion (+ 3.5%)
Assets under advice	Yen 7.4 trillion	+Yen 51.2 billion (+ 1.2%)
Wrap Accounts	Yen 10.5 trillion	+Yen 472.1 billion (+ 4.7%)
Discretionary assets	Yen 10.5 trillion	+Yen 472.1 billion (+ 4.7%)
Assets under advice	Yen 500 million	+Yen 100 million (+13.3%)
Collective Investment Scheme(excluding mutual Fund)	Yen 284.1 billion	+Yen 9.7 billion (+ 3.5%)

Highlights

- ✓ The total amount of assets under management (AUM) of all member firms was Yen 449.3 trillion as of December 2020. It increased by Yen 23.1 trillion from September 2020.
- ✓ The amount of AUM of discretionary accounts (including accounts under advice) was Yen 425.2 trillion and it increased by Yen 22.4 trillion from September 2020.

- ✓ The amount of AUM of real estate private funds, both discretionary investment management and investment advice, was Yen 13.1 trillion and it increased by Yen 243.9 billion from September 2020.
- ✓ The amount of AUM of wrap accounts was Yen 10.5 trillion and it increased by Yen 472.1 billion from September 2020. Number of contracts was 1,138,652 and it increased by 10,873.
- ✓ The amount of AUM of collective investment schemes (excluding mutual funds) was Yen 284.1 billion and it increased by Yen 9.7 billion from September 2020.
- ✓ The amount of AUM of total discretionary assets increased by Yen 21.6 trillion, and total assets under advice increased by Yen 1.5 trillion from September 2020.

(Summary Table)

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

(Unit : ¥ 100million)

	Discretionary Accounts						Real Estate Private Funds						Wrap Accounts						Total						
	Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	
2011/3	50,945	1,259,983	697	205,334	51,642	1,465,318	521	43,729	464	46,150	985	89,879								51,466	1,303,713	1,161	251,484	52,627	1,555,197
2012/3	49,676	1,260,380	465	214,407	50,141	1,474,787	595	47,344	396	42,503	991	89,847								50,271	1,307,724	861	256,910	51,132	1,564,634
2013/3	58,990	1,500,028	495	252,331	59,485	1,752,360	597	45,187	331	39,402	928	84,589								59,587	1,545,215	826	291,733	60,413	1,836,948
2014/3	113,031	1,645,382	514	264,970	113,545	1,910,351	507	37,108	238	29,892	745	67,000								113,538	1,682,490	752	294,861	114,290	1,977,351
2015/3	314,545	1,954,263	521	298,807	315,066	2,253,070	478	37,506	240	31,020	718	68,526								315,023	1,991,769	761	329,826	315,784	2,321,596
2016/3	490,004	1,956,587	558	385,896	490,562	2,342,483	503	36,234	299	40,849	802	77,084								490,507	1,992,821	857	426,745	491,364	2,419,566
2017/3	71,377	2,120,997	658	353,527	77,933	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	
2020/3	8,395	3,021,626	605	352,580	9,000	3,374,207	1,037	51,962	497	70,898	1,534	122,859	1,027,345	87,774	3	7	1,027,348	87,781	1,036,777	3,161,362	1,105	423,485	1,037,882	3,584,847	
2020/9	8,475	3,642,023	794	385,846	9,269	4,027,869	1,103	55,433	508	73,948	1,611	129,381	1,127,777	101,170	2	4	1,127,779	101,175	1,137,355	3,798,626	1,304	459,799	1,138,659	4,258,424	
2020/12	8,518	3,851,436	830	401,134	9,348	4,252,570	1,167	57,360	510	74,460	1,677	131,820	1,138,650	105,891	2	5	1,138,652	105,896	1,148,335	4,014,687	1,342	475,599	1,149,677	4,490,286	

	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
2020/3	140	2,754	1,038,022	3,587,602
2020/9	131	2,744	1,138,790	4,261,168
2020/12	136	2,841	1,149,813	4,493,127

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%	
2020/3	3.1%	4.5%	5.6%	-1.7%	3.3%	3.8%	18.1%	19.2%	23.6%	22.5%	19.8%	21.1%	18.3%	-0.6%	-40.0%	-54.4%	18.3%	-0.6%	18.2%	4.6%	12.8%	1.6%	18.2%	4.2%	
2020/9	-0.2%	5.1%	15.4%	0.8%	1.0%	4.6%	1.8%	0.1%	0.2%	1.2%	1.3%	0.7%	1.7%	3.5%	-33.3%	-46.4%	1.7%	3.5%	1.7%	5.0%	8.8%	0.9%	1.7%	4.5%	
2020/12	0.5%	5.7%	4.5%	4.0%	0.9%	5.6%	5.8%	3.5%	0.4%	0.7%	4.1%	1.9%	1.0%	4.7%	0.0%	13.3%	1.0%	4.7%	1.0%	5.7%	2.9%	3.4%	1.0%	5.4%	

	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%
2020/3	9.4%	16.6%	18.2%	4.2%
2020/9	3.1%	-2.7%	1.7%	4.4%
2020/12	3.8%	3.5%	1.0%	5.5%

(Appendix)

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

(Unit - ₹ 100million)

	Discretionary Accounts						Real Estate Private Funds						Wrap Accounts						Total					
	Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total		Discretionary Assets		Assets Under Advice		Total	
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount
2011/3	7,436	1,254,094	437	205,317	7,873	1,459,411	521	43,729	464	46,150	985	89,879	43,509	5,890	260	17	43,769	5,907	51,466	1,303,713	1,161	251,484	52,627	1,555,197
2012/3	7,209	1,254,581	460	214,401	7,669	1,468,983	595	47,344	396	42,503	991	89,847	42,467	5,799	5	6	42,472	5,805	50,271	1,307,724	861	256,910	51,132	1,564,634
2013/3	7,232	1,492,339	495	252,331	7,727	1,744,671	597	45,187	331	39,402	928	84,589	51,758	7,689	0	0	51,758	7,689	59,587	1,545,215	826	291,733	60,413	1,836,948
2014/3	7,325	1,631,622	514	264,970	7,839	1,896,591	507	37,108	238	29,892	745	67,000	105,706	13,760	0	0	105,706	13,760	113,538	1,682,490	752	294,861	114,290	1,977,351
2015/3	7,199	1,915,291	521	298,807	7,720	2,214,097	478	37,506	240	31,020	718	68,526	307,346	38,973	0	0	307,346	38,973	315,023	1,991,769	761	329,826	315,784	2,321,596
2016/3	7,767	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	2,120,997	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
2020/3	8,395	3,021,626	605	352,580	9,000	3,374,207	1,037	51,962	497	70,898	1,534	122,859	1,027,345	87,774	3	7	1,027,348	87,781	1,036,777	3,161,362	1,105	423,485	1,037,882	3,584,847
2020/9	8,475	3,642,023	794	385,846	9,269	4,027,869	1,103	55,433	508	73,948	1,611	129,381	1,127,777	101,170	2	4	1,127,779	101,175	1,137,355	3,798,626	1,304	459,799	1,138,659	4,258,424
2020/12	8,518	3,851,438	830	401,134	9,348	4,252,570	1,167	57,360	510	74,460	1,677	131,820	1,138,650	105,891	2	5	1,138,652	105,896	1,148,335	4,014,687	1,342	475,599	1,149,677	4,490,286

	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
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2018/3	60	1,742	725,739	3,078,882
2019/3	128	2,363	878,221	3,442,360
2020/3	140	2,754	1,038,022	3,587,602
2020/9	131	2,744	1,138,790	4,261,168
2020/12	136	2,841	1,149,813	4,493,127

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%
2020/3	3.1%	4.5%	5.6%	-1.7%	3.3%	3.8%	18.1%	19.2%	23.6%	22.5%	19.8%	21.1%	18.3%	-0.6%	-40.0%	-54.4%	18.3%	-0.6%	18.2%	4.6%	12.8%	1.6%	18.2%	4.2%
2020/9	-0.2%	5.1%	15.4%	0.8%	1.0%	4.6%	1.8%	0.1%	0.2%	1.2%	1.3%	0.7%	1.7%	3.5%	-33.3%	-46.4%	1.7%	3.5%	1.7%	5.0%	8.8%	0.9%	1.7%	4.5%
2020/12	0.5%	5.7%	4.5%	4.0%	0.9%	5.6%	5.8%	3.5%	0.4%	0.7%	4.1%	1.9%	1.0%	4.7%	0.0%	13.3%	1.0%	4.7%	1.0%	5.7%	2.9%	3.4%	1.0%	5.4%

	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%	178.2%	17.4%
2016/3	-17.2%	-31.2%	55.6%	4.2%
2017/3	7.5%	31.6%	18.7%	8.1%
2018/3	5.3%	24.9%	26.6%	17.7%
2019/3	113.3%	35.6%	21.0%	11.8%
2020/3	9.4%	16.6%	18.2%	4.2%
2020/9	3.1%	-2.7%	1.7%	4.5%
2020/12	3.8%	3.5%	1.0%	5.4%

2. Discretionary Accounts

(1) Assets Under Management (Discretionary Assets)

(Unit : ¥ 100million)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals				Corporations				Individuals							
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others						Sub-total			
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
2011/3	249	591,973	5,028	236,603	1,554	233,522	6,831	1,062,098	43,123	5,184	49,954	1,067,282	136	14,868	772	177,619	908	192,487	83	215	991	192,702	50,945	1,259,983
2012/3	249	564,303	4,990	226,744	1,403	265,712	6,642	1,056,759	42,098	5,136	48,740	1,061,895	116	13,799	737	184,475	853	198,274	83	211	936	198,485	49,676	1,260,380
2013/3	234	670,079	4,960	252,753	1,435	372,535	6,629	1,295,367	51,442	6,740	58,071	1,302,107	123	16,490	760	181,332	883	197,822	36	99	919	197,921	58,990	1,500,028
2014/3	220	783,901	4,822	264,224	1,786	346,258	6,828	1,394,382	105,173	12,373	112,001	1,406,755	125	21,209	867	217,278	992	238,487	38	139	1,030	238,626	113,031	1,645,382
2015/3	260	877,976	4,537	283,596	4,687	433,066	9,484	1,594,638	303,967	35,264	313,451	1,629,902	126	26,572	938	297,661	1,064	324,233	30	128	1,094	324,361	314,545	1,954,263
2016/3	482	938,304	4,256	250,863	6,959	433,194	11,697	1,622,361	477,165	52,644	488,862	1,675,006	127	19,955	987	261,503	1,114	281,458	28	123	1,142	281,581	490,004	1,956,587
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
2020/3	639	1,364,198	4,636	249,267	1,818	1,078,309	7,093	2,691,773	135	305	7,228	2,692,079	92	16,144	1,070	313,335	1,162	329,479	5	69	1,167	329,548	8,395	3,021,626
2020/9	657	1,751,874	4,652	283,027	1,839	1,211,086	7,148	3,245,987	133	366	7,281	3,246,353	92	19,046	1,097	376,548	1,189	395,594	5	75	1,194	395,669	8,475	3,642,023
2020/12	652	1,890,296	4,645	291,446	1,863	1,256,740	7,160	3,438,483	147	452	7,307	3,438,934	92	21,662	1,114	390,760	1,206	412,422	5	80	1,211	412,501	8,518	3,851,436

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							
	Public Pension Funds		Private Pension Funds		Others		Sub-total						Pension Funds		Others						Sub-total			
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount		
2012/3	0.0%	-4.7%	-0.8%	-4.2%	-9.7%	13.8%	-2.8%	-0.5%	-2.4%	-0.9%	-2.4%	-0.5%	-14.7%	-7.2%	-4.5%	3.9%	-6.1%	3.0%	0.0%	-1.8%	-5.5%	3.0%	-2.5%	0.0%
2013/3	-6.0%	18.7%	-0.6%	11.5%	2.3%	40.2%	-0.2%	22.6%	22.2%	31.2%	19.1%	22.6%	6.0%	19.5%	3.1%	-1.7%	3.5%	-0.2%	-56.6%	-52.8%	-1.8%	-0.3%	18.7%	19.0%
2014/3	-6.0%	17.0%	-2.8%	4.5%	24.5%	-7.1%	3.0%	7.6%	104.4%	83.6%	92.9%	8.0%	1.6%	28.6%	14.1%	19.8%	12.3%	20.6%	5.6%	39.7%	12.1%	20.6%	91.6%	9.7%
2015/3	18.2%	12.0%	-5.9%	7.3%	162.4%	25.1%	38.9%	14.4%	189.0%	185.0%	179.9%	15.9%	0.8%	25.3%	8.2%	37.0%	7.3%	36.0%	-21.1%	-7.8%	6.2%	35.9%	178.3%	18.8%
2016/3	85.4%	6.9%	-6.2%	-11.5%	48.5%	0.0%	23.3%	1.7%	57.0%	49.3%	56.0%	2.8%	0.8%	-24.9%	5.2%	-12.1%	4.7%	-13.2%	-6.7%	-3.8%	4.4%	-13.2%	55.8%	0.1%
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%
2020/3	10.7%	7.2%	2.8%	-4.4%	5.1%	5.3%	4.1%	5.3%	1.5%	38.0%	4.0%	5.3%	-3.2%	-8.9%	0.0%	-0.9%	-0.3%	-1.3%	-83.3%	-39.3%	-2.3%	-1.3%	3.1%	4.5%
2020/9	-2.2%	4.5%	-0.4%	1.4%	-0.4%	5.7%	-0.6%	4.6%	2.3%	-0.1%	-0.5%	4.6%	-1.1%	3.6%	2.1%	9.1%	1.9%	8.9%	0.0%	0.9%	1.9%	8.9%	-0.2%	5.1%
2020/12	-0.8%	7.9%	-0.2%	3.0%	1.3%	3.8%	0.2%	5.9%	10.5%	23.4%	0.4%	5.9%	0.0%	13.7%	1.5%	3.8%	1.4%	4.3%	0.0%	5.8%	1.4%	4.3%	0.5%	5.7%

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
2020/3	0	0	28	21,770	350	290,511	378	312,281	9	209	387	312,490	9	4,739	208	35,330	217	40,068	1	22	218	40,090	605	352,580
2020/9	0	0	26	21,621	471	319,342	497	340,963	70	600	567	341,563	8	1,986	218	42,277	226	44,262	1	21	227	44,283	794	385,846
2020/12	0	0	27	22,222	484	328,695	511	350,917	89	716	600	351,633	8	2,369	221	47,112	229	49,481	1	21	230	49,501	830	401,134

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%
2020/3	-	-	-6.7%	6.0%	8.4%	-0.9%	7.1%	-0.5%	125.0%	279.2%	8.4%	-0.4%	-25.0%	-11.5%	2.5%	-10.6%	0.9%	-10.7%	0.0%	-2.0%	0.9%	-10.7%	5.6%	-1.7%
2020/9	-	-	-7.1%	-0.2%	10.3%	2.5%	9.2%	2.3%	600.0%	165.4%	21.9%	2.4%	-11.1%	-75.4%	2.3%	3.0%	1.8%	-9.9%	0.0%	-1.8%	1.8%	-9.9%	15.4%	0.8%
2020/12	-	-	3.8%	2.8%	2.8%	2.9%	2.8%	2.9%	27.1%	19.3%	5.8%	2.9%	0.0%	19.3%	1.4%	11.4%	1.3%	11.8%	0.0%	-2.2%	1.3%	11.8%	4.5%	4.0%

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
2020/3	639	1,364,198	4,664	271,037	2,168	1,368,820	7,471	3,004,054	144	515	7,615	3,004,569	101	20,883	1,278	348,664	1,379	369,547	6	91	1,385	369,638	9,000	3,374,207
2020/9	657	1,751,874	4,678	304,647	2,310	1,530,428	7,645	3,586,950	203	966	7,848	3,587,916	100	21,032	1,315	418,825	1,415	439,857	6	96	1,421	439,953	9,269	4,027,869
2020/12	652	1,890,296	4,672	313,668	2,347	1,585,435	7,671	3,789,399	236	1,168	7,907	3,790,567	100	24,031	1,335	437,872	1,435	461,903	6	100	1,441	462,003	9,348	4,252,570

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%
2020/3	10.7%	7.2%	2.8%	-3.7%	5.6%	3.9%	4.2%	4.6%	5.1%	86.2%	4.2%	4.6%	-5.6%	-9.5%	0.4%	-2.0%	-0.1%	-2.4%	-80.6%	-33.3%	-1.8%	-2.4%	3.3%	3.8%
2020/9	-2.2%	4.5%	-0.4%	1.3%	1.6%	5.0%	0.0%	4.4%	45.0%	63.0%	0.8%	4.4%	-2.0%	-20.5%	2.2%	8.5%	1.9%	6.6%	0.0%	0.3%	1.9%	6.6%	1.0%	4.6%
2020/12	-0.8%	7.9%	-0.1%	3.0%	1.6%	3.6%	0.3%	5.6%	16.3%	20.9%	0.8%	5.6%	0.0%	14.3%	1.5%	4.5%	1.4%	5.0%	0.0%	4.1%	1.4%	5.0%	0.9%	5.6%

2. Discretionary Accounts

(4) Assets Under Management by Asset Class

① Number of Contract

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2011/3	3,015	546	20,191	707	781	740	351	320	24,294	50,945
2012/3	2,499	510	19,347	711	835	778	348	375	24,273	49,676
2013/3	2,180	586	24,080	640	912	805	352	441	28,994	58,990
2014/3	2,208	567	41,159	637	1,010	808	323	494	65,825	113,031
2015/3	2,641	658	87,657	596	1,047	804	308	524	220,310	314,545
2016/3	2,893	587	118,504	594	1,098	897	313	574	364,544	490,004
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	991	366	374	1,594	8,143
2020/3	1,603	815	496	675	1,273	1,113	369	367	1,684	8,395
2020/9	1,591	812	502	695	1,288	1,126	392	361	1,708	8,475
2020/12	1,584	803	508	703	1,279	1,138	393	358	1,752	8,518

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%	18.7%
2014/3	1.3%	-3.2%	70.9%	-0.5%	10.7%	0.4%	-8.2%	12.0%	127.0%	91.6%
2015/3	19.6%	16.0%	113.0%	-6.4%	3.7%	-0.5%	-4.6%	6.1%	234.7%	178.3%
2016/3	9.5%	-10.8%	35.2%	-0.3%	4.9%	11.6%	1.6%	9.5%	65.5%	55.8%
2017/3	-49.5%	22.5%	-99.6%	-3.4%	0.7%	-11.6%	-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%
2020/3	-2.6%	-2.2%	4.0%	5.1%	4.3%	12.3%	0.8%	-1.9%	5.6%	3.1%
2020/9	-0.9%	-1.9%	0.4%	-1.7%	1.1%	-0.4%	3.2%	-1.4%	0.5%	-0.2%
2020/12	-0.4%	-1.1%	1.2%	1.2%	-0.7%	1.1%	0.3%	-0.8%	2.6%	0.5%

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	344,776	29,242	377,675	477,100	49,312	58,429	47,100	349,465	2,451,834
2019/3	692,462	429,267	50,105	594,067	540,449	58,722	75,382	92,297	367,248	2,891,488
2020/3	636,685	411,788	48,573	336,880	684,735	277,433	63,806	96,051	465,676	3,021,626
2020/9	850,434	443,314	51,616	426,880	845,783	341,586	80,478	101,328	500,603	3,642,022
2020/12	935,033	451,710	52,586	458,393	919,673	345,867	85,432	85,054	517,688	3,851,436

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%
2020/3	-8.1%	-2.1%	-3.1%	-43.3%	26.7%	372.4%	-15.4%	4.1%	26.8%	4.5%
2020/9	4.4%	-0.5%	3.5%	-0.4%	15.9%	2.4%	-1.1%	3.0%	3.3%	5.1%
2020/12	9.9%	1.9%	1.9%	7.4%	8.7%	1.3%	6.2%	-16.1%	3.4%	5.7%

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%
2020/3	21.1%	13.6%	1.6%	11.1%	22.7%	9.2%	2.1%	3.2%	15.4%	100.0%
2020/9	23.4%	12.2%	1.4%	11.7%	23.2%	9.4%	2.2%	2.8%	13.7%	100.0%
2020/12	24.3%	11.7%	1.4%	11.9%	23.9%	9.0%	2.2%	2.2%	13.4%	100.0%

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

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

2. Discretionary Accounts

(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
2020/3	2,481	2,993	904	1,336	280	401	8,395
2020/9	2,378	3,000	892	1,410	332	463	8,475
2020/12	2,322	3,042	894	1,420	346	494	8,518

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%
2020/3	9.1%	2.4%	2.8%	-3.9%	-2.1%	2.6%	3.1%
2020/9	-1.8%	0.0%	1.0%	-0.4%	0.0%	5.9%	-0.2%
2020/12	-2.4%	1.4%	0.2%	0.7%	4.2%	6.7%	0.5%

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%
2020/3	29.6%	35.7%	10.8%	15.9%	3.3%	4.8%	100.0%
2020/9	28.1%	35.4%	10.5%	16.6%	3.9%	5.5%	100.0%
2020/12	27.3%	35.7%	10.5%	16.7%	4.1%	5.8%	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
2020/3	10,609	69,074	63,729	296,581	197,533	2,384,100	3,021,626
2020/9	10,159	69,246	62,421	313,250	231,743	2,955,203	3,642,022
2020/12	9,713	70,288	62,151	315,438	241,214	3,152,632	3,851,436

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%
2020/3	10.2%	2.4%	4.1%	-4.0%	-1.4%	6.2%	4.5%
2020/9	-1.2%	-0.4%	0.4%	-0.5%	-1.2%	6.5%	5.1%
2020/12	-4.4%	1.5%	-0.4%	0.7%	4.1%	6.7%	5.7%

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%
2020/3	0.4%	2.3%	2.1%	9.8%	6.5%	78.9%	100.0%
2020/9	0.3%	1.9%	1.7%	8.6%	6.4%	81.1%	100.0%
2020/12	0.3%	1.8%	1.6%	8.2%	6.3%	81.9%	100.0%

2. Discretionary Accounts

(6) Assets Under Management by Country and Region

(Unit : ¥ 100million)

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others
2011/3	226,878	467,855	217	14,204	10,643	74,079	118,238	6	8,352	6,155	51,824	76,530	8	741	2,468	9,798	2,935	3	240	413	33,872	89,078	2	1,486	63,958
2012/3	219,850	461,283	577	13,111	9,489	75,197	128,836	7	11,291	5,685	43,954	74,711	6	1,354	2,366	10,526	7,955	3	118	544	32,867	92,994	0	1,796	65,860
2013/3	286,286	496,680	684	16,800	13,185	97,725	159,840	13	13,414	2,485	57,312	96,563	0	1,428	3,438	13,776	10,344	1	185	408	43,102	96,765	14	2,764	86,816
2014/3	367,125	477,271	895	17,600	13,208	127,667	166,327	39	10,377	7,418	73,699	125,457	0	2,982	2,874	13,987	8,256	1	254	652	49,474	97,572	12	3,300	78,934
2015/3	516,898	398,358	1,533	25,545	20,109	182,619	209,046	11	15,386	16,347	89,633	141,536	0	6,705	4,618	34,839	10,820	1	61	2,142	63,622	120,028	8	4,121	90,278
2016/3	498,556	439,187	1,194	22,666	20,282	188,519	213,819	104	13,501	14,116	87,369	136,364	21	1,090	4,368	31,301	11,633	2	108	1,605	56,407	125,686	21	4,690	83,979
2017/3	582,559	476,282	1,484	21,983	34,566	215,917	231,384	351	18,901	4,617	92,110	134,386	133	914	4,453	37,494	9,159	15	-46	1,465	56,948	120,316	128	4,294	71,187
2018/3	659,192	562,996	1,932	29,420	27,307	232,452	256,352	481	13,878	14,073	100,474	174,049	217	1,664	1,810	46,724	14,395	45	393	963	59,874	156,214	148	3,361	93,418
2019/3	720,590	638,482	4,267	44,269	23,659	283,682	285,725	1,099	14,164	18,366	107,800	156,777	296	1,718	4,049	56,316	14,614	242	610	1,969	228,280	216,654	926	5,636	61,295
2020/3	665,735	622,090	4,544	45,848	34,637	256,063	370,898	5,574	8,503	19,577	89,894	175,119	667	-1,137	4,741	42,780	15,176	467	216	2,144	235,833	295,511	1,445	4,538	120,764
2020/9	883,468	657,099	6,798	48,775	33,323	346,795	434,917	6,179	9,385	22,456	109,694	257,359	678	-76	5,474	56,339	17,318	497	581	2,204	279,903	329,127	1,693	3,825	128,212
2020/12	972,551	654,513	7,058	47,962	34,960	365,690	432,872	5,988	3,811	22,857	115,873	283,588	705	-1,877	6,059	66,539	19,660	452	182	2,086	283,110	385,426	1,857	3,509	136,006

Percentage changes from the previous year (or term)

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others
2012/3	-3.1%	-1.4%	165.8%	-7.7%	-10.8%	1.5%	9.0%	4.7%	35.2%	-7.6%	-15.2%	-2.4%	-25.6%	82.6%	-4.1%	7.4%	171.0%	-8.2%	-50.9%	31.8%	-3.0%	4.4%	-70.5%	20.9%	3.0%
2013/3	30.2%	7.7%	18.5%	28.1%	38.9%	30.0%	24.1%	90.0%	18.8%	-56.3%	30.4%	29.2%	-100.0%	5.5%	45.3%	30.9%	30.0%	-59.8%	57.2%	-25.0%	31.1%	4.1%	2705.3%	53.9%	31.8%
2014/3	28.2%	-3.9%	30.9%	4.8%	0.2%	30.6%	4.1%	201.6%	-22.6%	198.5%	28.6%	29.9%	-	108.7%	-16.4%	1.5%	-20.2%	6.0%	36.9%	59.7%	14.8%	0.8%	-11.5%	19.4%	-9.1%
2015/3	40.8%	-16.5%	71.3%	45.1%	52.2%	43.0%	25.7%	-70.7%	48.3%	120.4%	21.6%	12.8%	-	124.9%	60.7%	149.1%	31.1%	-50.6%	-76.0%	228.7%	28.6%	23.0%	-34.0%	24.9%	14.4%
2016/3	-3.5%	10.2%	-22.1%	-11.3%	0.9%	3.2%	2.3%	814.3%	-12.3%	-13.7%	-2.5%	-3.7%	-	-83.7%	-5.4%	-10.2%	7.5%	280.6%	77.4%	-25.1%	-11.3%	4.7%	167.9%	13.8%	-7.0%
2017/3	16.8%	8.4%	24.3%	-3.0%	70.4%	14.5%	8.2%	238.8%	40.0%	-67.3%	5.4%	-1.5%	520.6%	-16.1%	1.9%	19.8%	-21.3%	531.7%	-142.4%	-8.7%	1.0%	-4.3%	498.3%	-8.4%	-15.2%
2018/3	13.2%	18.2%	30.3%	33.8%	-21.0%	7.7%	10.8%	36.9%	-26.6%	204.8%	9.1%	29.5%	64.1%	82.1%	-59.3%	24.6%	57.2%	206.5%	-957.5%	-34.3%	5.1%	29.8%	16.0%	-21.7%	31.2%
2019/3	9.3%	13.4%	120.8%	50.5%	-13.4%	22.0%	11.5%	128.8%	2.1%	30.5%	7.3%	-9.9%	36.0%	3.2%	123.7%	20.5%	1.5%	432.2%	55.4%	104.5%	281.3%	38.7%	524.9%	67.7%	-34.4%
2020/3	-7.6%	-2.6%	6.5%	3.6%	46.4%	-9.7%	29.8%	407.0%	-40.0%	6.6%	-16.6%	11.7%	125.3%	-166.2%	17.1%	-24.0%	3.8%	92.7%	-64.5%	8.9%	3.3%	36.4%	56.0%	-19.5%	97.0%
2020/9	4.4%	0.8%	6.3%	-0.4%	1.3%	1.1%	11.2%	-0.8%	32.3%	6.1%	-0.7%	29.5%	1.6%	-94.7%	5.7%	1.7%	8.1%	-1.7%	209.8%	-3.1%	0.3%	5.5%	3.1%	-4.9%	1.7%
2020/12	10.1%	-0.4%	3.8%	-1.7%	4.9%	5.4%	-0.5%	-3.1%	-59.4%	1.8%	5.6%	10.2%	4.0%	2356.9%	10.7%	18.1%	13.5%	-9.1%	-68.6%	-5.4%	1.1%	17.1%	9.7%	-8.2%	6.1%

Percentage

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others
2011/3	18.0%	37.1%	0.0%	1.1%	0.8%	5.9%	9.4%	0.0%	0.7%	0.5%	4.1%	6.1%	0.0%	0.1%	0.2%	0.8%	0.2%	0.0%	0.0%	0.0%	2.7%	7.1%	0.0%	0.1%	5.1%
2012/3	17.4%	36.6%	0.0%	1.0%	0.8%	6.0%	10.2%	0.0%	0.9%	0.5%	3.5%	5.9%	0.0%	0.1%	0.2%	0.8%	0.6%	0.0%	0.0%	0.0%	2.6%	7.4%	0.0%	0.1%	5.2%
2013/3	19.1%	33.1%	0.0%	1.1%	0.9%	6.5%	10.7%	0.0%	0.9%	0.2%	3.8%	6.4%	0.0%	0.1%	0.2%	0.9%	0.7%	0.0%	0.0%	0.0%	2.9%	6.5%	0.0%	0.2%	5.8%
2014/3	22.3%	29.0%	0.1%	1.1%	0.8%	7.8%	10.1%	0.0%	0.6%	0.5%	4.5%	7.6%	0.0%	0.2%	0.2%	0.9%	0.5%	0.0%	0.0%	0.0%	3.0%	5.9%	0.0%	0.2%	4.8%
2015/3	26.4%	20.4%	0.1%	1.3%	1.0%	9.3%	10.7%	0.0%	0.8%	0.8%	4.6%	7.2%	0.0%	0.3%	0.2%	1.8%	0.6%	0.0%	0.0%	0.1%	3.3%	6.1%	0.0%	0.2%	4.6%
2016/3	25.5%	22.4%	0.1%	1.2%	1.0%	9.6%	10.9%	0.0%	0.7%	0.7%	4.5%	7.0%	0.0%	0.1%	0.2%	1.6%	0.6%	0.0%	0.0%	0.1%	2.9%	6.4%	0.0%	0.2%	4.3%
2017/3	27.5%	22.5%	0.1%	1.0%	1.6%	10.2%	10.9%	0.0%	0.9%	0.2%	4.3%	6.3%	0.0%	0.0%	0.2%	1.8%	0.4%	0.0%	0.0%	0.1%	2.7%	5.7%	0.0%	0.2%	3.4%
2018/3	26.9%	23.0%	0.1%	1.2%	1.1%	9.5%	10.5%	0.0%	0.6%	0.6%	4.1%	7.1%	0.0%	0.1%	0.1%	1.9%	0.6%	0.0%	0.0%	0.0%	2.4%	6.4%	0.0%	0.1%	3.8%
2019/3	24.9%	22.1%	0.1%	1.5%	0.8%	9.8%	9.9%	0.0%	0.5%	0.6%	3.7%	5.4%	0.0%	0.1%	0.1%	1.9%	0.5%	0.7%	0.0%	0.1%	7.9%	7.5%	0.0%	0.2%	2.1%
2020/3	22.0%	20.6%	0.2%	1.5%	1.1%	8.5%	12.3%	0.2%	0.3%	0.6%	3.0%	5.8%	0.0%	0.0%	0.2%	1.4%	0.5%	0.0%	0.0%	0.1%	7.8%	9.8%	0.0%	0.2%	4.0%
2020/9	24.3%	18.0%	0.2%	1.3%	0.9%	9.5%	11.9%	0.2%	0.3%	0.6%	3.0%	7.1%	0.0%	0.0%	0.2%	1.5%	0.5%	0.0%	0.0%	0.1%	7.7%	9.0%	0.0%	0.1%	3.5%
2020/12	25.3%	17.0%	0.2%	1.2%	0.9%	9.5%	11.2%	0.2%	0.1%	0.6%	3.0%	7.4%	0.0%	0.0%	0.2%	1.7%	0.5%	0.0%	0.1%	7.4%	10.0%	0.0%	0.1%	3.5%	

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

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

2. Discretionary Accounts

(7) Derivative Transactions

Exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
2011/3	7,890	2,383	873	0	30,290
2012/3	5,429	2,772	920	8	176
2013/3	6,099	4,738	3,412	19	772
2014/3	6,642	4,153	1,162	0	38
2015/3	10,686	4,372	1,863	0	2,269
2016/3	9,354	7,573	943	2	1,303
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
2020/3	12,520	7,484	326	2	4,335
2020/9	12,744	11,857	648	0	283
2020/12	9,934	10,368	588	4	442

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
2020/3	339,054	38,602	197,145	6,310
2020/9	324,311	35,608	155,924	5,655
2020/12	320,059	33,502	159,471	4,071

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
2020/3	9,705	57,502	21	4	39,566
2020/9	13,378	66,992	17	2	6,888
2020/12	13,428	54,985	10	9	10,285

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			Securities related to real property			Others					
	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> 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	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	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	499	52	36,997	2,404	6	3	94	30	0	0	0	0	2	2	17	17	499	52	36,997	2,404	8	5	111	47			
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			
2020/3	1,012	139	50,624	7,442	21	0	1,237	0	4	0	101	0	0	0	0	0	1,016	139	50,725	7,442	21	0	1,237	0			
2020/9	1,072	149	54,000	5,608	27	0	1,332	0	4	0	101	0	0	0	0	0	1,076	149	54,101	5,608	27	0	1,332	0			
2020/12	1,130	138	55,506	5,154	33	0	1,753	0	4	0	100	0	0	0	0	0	1,134	138	55,607	5,154	33	0	1,753	0			

Total (Discretionary Assets)				
	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> 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
2020/3	1,037	139	51,962	7,442
2020/9	1,103	149	55,433	5,608
2020/12	1,167	138	57,360	5,154

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			Securities related to real property			Others					
	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> Amount of assets under management for master scheme			
2012/3	13.1%	5.8%	8.1%	8.3%	--	--	--	--	--	--	--	--	--	--	--	--	13.1%	5.8%	8.1%	8.3%	--	--	--	--			
2013/3	-0.2%	-1.8%	-4.7%	-8.6%	16.7%	0.0%	56.9%	235.9%	--	--	--	--	--	--	--	--	-0.2%	-1.8%	-4.7%	-8.6%	50.0%	66.7%	87.0%	420.8%			
2014/3	-15.1%	-3.7%	-17.9%	-44.2%	-14.3%	0.0%	11.5%	1.5%	--	--	--	0.0%	0.0%	4.5%	4.5%	-15.1%	-3.7%	-17.9%	-44.2%	-11.1%	0.0%	10.4%	2.6%				
2015/3	-6.2%	-25.0%	0.9%	-34.9%	16.7%	-33.3%	57.1%	-79.7%	--	--	--	0.0%	0.0%	-9.7%	-9.7%	-6.0%	-25.0%	0.9%	-34.9%	12.5%	-20.0%	47.0%	-54.3%				
2016/3	5.8%	0.0%	-3.5%	0.3%	-28.6%	-100.0%	33.0%	-100.0%	0.0%	--	--	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%	-5.8%	-4.9%	71.4%	200.0%	-31.0%	457.1%				
2018/3	30.8%	57.5%	17.2%	74.3%	36.4%	0.0%	208.4%	34.8%	0.0%	--	64.6%	--	0.0%	0.0%	-91.2%	-91.2%	30.7%	57.5%	17.3%	74.3%	33.3%	0.0%	201.9%	26.5%			
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%			
2020/3	18.6%	87.8%	22.0%	176.3%	-8.7%	--	-39.0%	--	100.0%	--	29.4%	--	--	--	--	--	18.8%	87.8%	22.0%	176.3%	-8.7%	--	-39.0%	--			
2020/9	1.6%	4.2%	0.3%	3.0%	8.0%	--	-4.7%	--	0.0%	--	-1.3%	--	--	--	--	--	1.6%	4.2%	0.3%	3.0%	8.0%	--	-4.7%	--			
2020/12	5.4%	-7.4%	2.8%	-8.1%	22.2%	--	31.6%	--	0.0%	--	-0.3%	--	--	--	--	--	5.4%	-7.4%	2.8%	-8.1%	22.2%	--	31.6%	--			

Total (Discretionary Assets)				
	Number of Contracts	<small>N.double layer scheme</small> Amount of assets under management for master scheme	Amount	<small>N.double layer scheme</small> 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%
2020/3	18.1%	87.8%	19.2%	176.3%
2020/9	1.8%	4.2%	0.1%	3.0%
2020/12	5.8%	-7.4%	3.5%	-8.1%

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	No. double layer scheme	Amount	Number of Contracts	No. double layer scheme	Amount	Number of Contracts	No. double layer scheme	Amount	Number of Contracts	No. double layer scheme	Amount	Number of Contracts	No. double layer scheme	Amount	Number of Contracts	No. double layer scheme	Amount				
2011/3	484	30	46,150	0	0	4,075	0	0	0	0	0	0	0	0	464	30	46,150	4,075	0	0	0	
2012/3	391	22	42,057	2	1	2,832	2	1	49	0	0	0	0	0	3	1	397	40	391	22	42,057	2,832
2013/3	324	19	38,416	2	1	2,715	3	0	352	0	0	0	0	0	4	3	634	580	324	19	38,416	2,715
2014/3	231	11	28,530	2	0	1,188	2	0	336	0	0	0	0	0	5	3	1,026	886	231	11	28,530	1,188
2015/3	234	16	30,033	2	0	882	2	0	0	0	0	0	0	0	4	3	986	985	234	16	30,033	882
2016/3	293	20	38,862	2	0	1,179	2	0	0	0	0	0	0	0	4	3	1,987	1,987	293	20	38,862	1,179
2017/3	298	17	39,121	2	0	749	2	0	0	0	0	0	0	0	3	3	1,817	1,817	298	17	39,121	749
2018/3	309	16	44,087	3	0	727	3	0	353	0	1	135	0	0	3	3	2,480	2,480	310	16	44,221	727
2019/3	386	17	54,204	10	0	1,567	10	0	417	0	2	0	247	0	4	4	2,995	2,995	388	17	54,451	1,567
2020/3	486	33	66,230	5	2	2,114	5	2	183	53	2	0	237	0	4	4	4,248	4,248	488	33	66,466	2,114
2020/9	498	31	68,957	4	0	2,266	4	0	140	0	2	0	230	0	4	4	4,621	4,621	500	31	69,187	2,266
2020/12	498	17	69,372	6	0	1,699	6	0	63	0	2	0	186	0	4	4	4,839	4,839	500	17	69,558	1,699

	Total (Discretionary Assets)		
	Number of Contracts	No. double layer 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	57,883
2020/3	497	39	70,898
2020/9	508	35	73,948
2020/12	510	21	74,460

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. double layer scheme	Amount	Number of Contracts	No. double layer scheme	Amount	Number of Contracts	No. double layer scheme	Amount	Number of Contracts	No. double layer scheme	Amount	Number of Contracts	No. double layer scheme	Amount	Number of Contracts	No. double layer 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%
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%
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%
2016/3	25.2%	25.0%	29.4%	33.7%	0.0%	-	0.0%	-	-	-	-	0.0%	0.0%	101.5%	101.8%	25.2%	25.0%	29.4%	33.7%	0.0%	0.0%	101.5%
2017/3	1.7%	-15.0%	-0.7%	-38.5%	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%
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%
2019/3	24.9%	6.3%	22.9%	115.6%	233.3%	-	18.1%	-	100.0%	-	-	33.3%	33.3%	20.8%	20.8%	25.2%	6.3%	23.1%	115.6%	133.3%	33.3%	20.4%
2020/3	25.9%	94.1%	22.2%	34.9%	-50.0%	-	-56.0%	-	0.0%	-	-	0.0%	0.0%	41.8%	41.8%	25.8%	94.1%	22.1%	34.9%	-35.7%	50.0%	29.9%
2020/9	0.2%	0.0%	1.0%	5.8%	0.0%	-	7.5%	-	0.0%	-	-	0.0%	0.0%	3.4%	3.4%	0.2%	0.0%	1.0%	5.8%	0.0%	0.0%	3.6%
2020/12	0.2%	-45.2%	1.7%	-20.6%	50.0%	-	-52.0%	-	0.0%	-	-	0.0%	0.0%	8.3%	8.3%	0.2%	-45.2%	1.6%	-20.6%	25.0%	0.0%	6.6%

	Total (Discretionary Assets)		
	Number of Contracts	No. double layer 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%
2020/3	23.6%	85.7%	22.5%
2020/9	0.2%	0.0%	1.2%
2020/12	0.4%	-40.0%	0.7%

3. Real Estate Private Funds

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

(Unit : ¥ 100million)

	Domestic Clients								Overseas Clients								Total							
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others			
	Number of Contracts	No. of contracts with master scheme	Amount	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	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	325	0	4	4	2,995	2,995	1,243	91	96,034	4,280	37	4	5,439	2,995	
2020/3	1,498	172	116,853	9,556	26	2	1,420	53	6	338	0	4	4	4,248	4,248	1,504	172	117,191	9,556	30	6	5,668	4,301	
2020/9	1,570	180	122,957	7,875	31	0	1,472	0	6	331	0	4	4	4,621	4,621	1,576	180	123,288	7,875	35	4	6,093	4,621	
2020/12	1,628	155	124,878	6,853	39	0	1,816	0	6	287	0	4	4	4,839	4,839	1,634	155	125,165	6,853	43	4	6,655	4,839	

Total (Discretionary Assets)			
Number of Contracts	No. of contracts with master scheme	Amount	Amount of assets under management for master scheme
2011/3	985	82	89,879
2012/3	991	82	89,847
2013/3	928	81	84,589
2014/3	745	71	67,000
2015/3	718	62	68,526
2016/3	802	64	77,084
2017/3	781	66	75,013
2018/3	941	88	87,270
2019/3	1,280	95	101,473
2020/3	1,534	178	122,859
2020/9	1,611	184	129,381
2020/12	1,677	159	131,820

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%	
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%	
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%	
2020/3	20.9%	89.0%	22.1%	124.3%	-21.2%	--	-41.9%	--	50.0%	--	3.9%	--	0.0%	0.0%	41.8%	41.8%	21.0%	89.0%	22.0%	124.3%	-18.9%	50.0%	4.2%	
2020/9	1.2%	3.4%	0.7%	3.5%	6.9%	--	-3.7%	--	0.0%	--	-1.6%	--	0.0%	0.0%	3.4%	3.4%	1.2%	3.4%	0.7%	3.8%	6.1%	0.0%	1.6%	
2020/12	3.7%	-13.9%	1.6%	-13.0%	25.8%	--	-23.4%	--	0.0%	--	-13.4%	--	0.0%	0.0%	4.7%	4.7%	3.7%	-13.9%	1.5%	-13.0%	22.9%	0.0%	9.2%	

Total (Discretionary Assets)			
Number of Contracts	No. of contracts with master scheme	Amount	Amount of assets under management for master scheme
2012/3	0.6%	0.0%	-9.9%
2013/3	-6.4%	-1.2%	-5.9%
2014/3	-19.7%	-12.3%	-40.9%
2015/3	-3.6%	-12.7%	-23.7%
2016/3	11.7%	3.2%	37.4%
2017/3	-2.6%	3.1%	-13.5%
2018/3	20.5%	33.3%	42.9%
2019/3	36.0%	8.0%	23.6%
2020/3	19.8%	87.4%	91.0%
2020/9	1.3%	3.4%	0.7%
2020/12	4.1%	-13.6%	-6.4%

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
2020/3	1,011	139	50,621	7,442	21	0	1,237	0	5	0	104	0	0	0	0	0	0	0	0	0	0	0	0	0
2020/9	1,071	149	53,997	5,608	27	0	1,332	0	5	0	103	0	0	0	0	0	0	0	0	0	0	0	0	0
2020/12	1,129	138	55,504	5,154	33	0	1,753	0	5	0	103	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%	-	-	-	-	-	-	-	-
2020/3	18.5%	87.8%	22.0%	176.3%	-8.7%	-	-39.0%	-	150.0%	-	32.7%	-	-	-	-	-	-	-	-	-	-	-	-	-
2020/9	1.6%	4.2%	0.3%	3.0%	8.0%	-	-4.7%	-	0.0%	-	-1.2%	-	-	-	-	-	-	-	-	-	-	-	-	-
2020/12	5.4%	-7.4%	2.8%	-8.1%	22.2%	-	31.6%	-	0.0%	-	-0.3%	-	-	-	-	-	-	-	-	-	-	-	-	-

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	0
2016/3	0	0	35,838	171	204	0	0	0	0	8	0	0	14	0	0	0	0	0	0	0	0	0	0	0	0
2017/3	1	0	33,721	166	143	0	0	0	0	3	12	0	0	0	0	0	0	0	0	0	0	0	0	2	27
2018/3	28	0	39,428	174	518	0	0	24	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4	40
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	0	6	48
2020/3	0	0	50,237	329	1,292	0	0	46	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	6	51
2020/9	88	0	53,636	304	1,301	0	0	46	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	6	51
2020/12	199	0	55,082	363	1,614	0	0	46	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	5	52

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%
2020/3	-99.7%	-100.0%	22.1%	6.8%	-30.8%	-	-	92.6%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	12.5%	5.4%
2020/9	0.0%	-	0.3%	1.3%	-4.8%	-	-	0.0%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-12.2%	-0.9%
2020/12	125.6%	-	2.7%	19.4%	24.0%	-	-	0.0%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-18.8%	1.7%

Percentage

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others
2011/3	0.0%	0.0%	97.9%	1.4%	0.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2012/3	0.0%	0.0%	97.6%	1.3%	1.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2013/3	0.0%	0.0%	98.2%	1.5%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2014/3	0.0%	0.1%	98.2%	1.4%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	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%	98.8%	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%
2020/3	0.0%	0.0%	96.7%	0.6%	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%
2020/9	0.2%	0.0%	96.8%	0.5%	2.3%	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%
2020/12	0.3%	0.0%	96.0%	0.6%	2.8%	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
2020/3	0	0	0	0	0
2020/9	0	0	0	0	0
2020/12	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
2020/3	0	0	1,133	0
2020/9	0	0	1,335	0
2020/12	0	0	1,348	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
2020/3	0	0	0	0	0
2020/9	0	0	0	0	0
2020/12	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
2020/3	10,997	9,350	1,016,347	78,423	1,027,344	87,773	0	0	1	1	1	1	1,027,345	87,774
2020/9	11,306	10,034	1,116,470	91,135	1,127,776	101,169	0	0	1	1	1	1	1,127,777	101,170
2020/12	11,738	10,624	1,126,912	95,267	1,138,650	105,891	0	0	0	0	0	0	1,138,650	105,891

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%
2020/3	37.4%	12.8%	18.2%	-1.9%	18.3%	-0.6%	-	-	0.0%	-10.5%	0.0%	-10.5%	18.3%	-0.6%
2020/9	3.6%	3.1%	1.7%	3.5%	1.7%	3.5%	-	-	0.0%	4.8%	0.0%	4.8%	1.7%	3.5%
2020/12	3.8%	5.9%	0.9%	4.5%	1.0%	4.7%	-	-	-100.0%	-100.0%	-100.0%	-100.0%	1.0%	4.7%

※ “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
2020/3	2	6	1	1	3	7	0	0	0	0	0	0
2020/9	2	4	0	0	2	4	0	0	0	0	0	0
2020/12	2	5	0	0	2	5	0	0	0	0	0	0

Total (Discretionary Assets)	
Number of Contract	Amount
0	0
4	10
5	15
3	7
2	4
2	5

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%	-	-	-	-	-	-
2020/3	-33.3%	-47.5%	-50.0%	-69.4%	-40.0%	-54.4%	-	-	-	-	-	-
2020/9	0.0%	-32.4%	-100.0%	-100.0%	-33.3%	-46.4%	-	-	-	-	-	-
2020/12	0.0%	13.3%	-	-	0.0%	13.3%	-	-	-	-	-	-

Total (Discretionary Assets)	
Number of Contract	Amount
-	-
25.0%	52.3%
-40.0%	-54.4%
-33.3%	-46.4%
0.0%	13.3%

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
2020/3	10,999	9,356	1,016,348	78,424	1,027,347	87,780	0	0	1	1	1	1	1,027,348	87,781
2020/9	11,308	10,038	1,116,470	91,135	1,127,778	101,173	0	0	1	1	1	1	1,127,779	101,175
2020/12	11,740	10,629	1,126,912	95,267	1,138,652	105,896	0	0	0	0	0	0	1,138,652	105,896

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%
2020/3	37.4%	12.7%	18.2%	-2.0%	18.3%	-0.6%	-	-	0.0%	-10.5%	0.0%	-10.5%	18.3%	-0.6%
2020/9	3.6%	3.1%	1.7%	3.5%	1.7%	3.5%	-	-	0.0%	4.8%	0.0%	4.8%	1.7%	3.5%
2020/12	3.8%	5.9%	0.9%	4.5%	1.0%	4.7%	-	-	-100.0%	-100.0%	-100.0%	-100.0%	1.0%	4.7%

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
2020/3	41	72	142,763	6	68	34	126	1,997	880,767	1,025,874
2020/9	29	79	139,327	3	84	18	169	1,926	984,651	1,126,286
2020/12	42	89	137,119	5	83	6	219	1,852	997,623	1,137,038

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%
2020/3	-16.3%	80.0%	-0.6%	500.0%	25.9%	277.8%	207.3%	79.9%	22.1%	18.4%
2020/9	0.0%	-2.5%	-0.6%	0.0%	13.5%	-48.6%	9.7%	-1.8%	2.1%	1.7%
2020/12	44.8%	12.7%	-1.6%	66.7%	-1.2%	-66.7%	29.6%	-3.8%	1.3%	1.0%

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
2020/3	38	145	19,507	2	277	10	130	2,007	63,908	86,024
2020/9	36	144	21,401	1	250	9	123	2,104	75,128	99,195
2020/12	27	172	22,527	3	261	8	197	2,121	78,533	103,848

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%
2020/3	42.4%	10.0%	-2.0%	482.8%	52.3%	151.2%	204.5%	33.3%	-1.3%	-0.6%
2020/9	-0.8%	0.5%	4.3%	5.6%	5.2%	-16.7%	-22.2%	0.0%	3.3%	3.4%
2020/12	-25.6%	19.9%	5.3%	203.3%	4.1%	-10.9%	60.3%	0.8%	4.5%	4.7%

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%
2020/3	0.0%	0.2%	22.7%	0.0%	0.3%	0.0%	0.2%	2.3%	74.3%	100.0%
2020/9	0.0%	0.1%	21.6%	0.0%	0.3%	0.0%	0.1%	2.1%	75.7%	100.0%
2020/12	0.0%	0.2%	21.7%	0.0%	0.3%	0.0%	0.2%	2.0%	75.6%	100.0%

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

4. Wrap Accounts

(4) Assets Under Management by Asset Class

② Wrap Accounts(excluding Mutual Fund Wrap Accounts)

① Number of Contract

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2017/3	1,160	0	382	0	0	0	6	5	365	1,918
2018/3	990	0	319	0	0	0	6	2	302	1,619
2019/3	828	0	235	0	0	0	4	2	465	1,534
2020/3	641	0	185	0	0	0	1	2	642	1,471
2020/9	669	0	171	0	0	0	1	5	645	1,491
2020/12	818	0	156	0	0	0	1	5	632	1,612

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%
2020/3	-22.6%	-	-21.3%	-	-	-	-75.0%	0.0%	38.1%	-4.1%
2020/9	4.0%	-	-5.0%	-	-	-	0.0%	66.7%	1.9%	2.1%
2020/12	22.3%	-	-8.8%	-	-	-	0.0%	0.0%	-2.0%	8.1%

② Amount of Assets

(Unit : ¥ 100million)

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2017/3	147	0	787	0	0	0	3	3	615	1,555
2018/3	135	0	885	0	0	0	3	1	726	1,751
2019/3	106	0	707	0	0	0	3	1	871	1,688
2020/3	82	0	530	0	0	0	1	13	1,125	1,750
2020/9	97	0	547	0	0	0	1	47	1,283	1,975
2020/12	128	0	520	0	0	0	1	57	1,338	2,043

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%
2020/3	-22.6%	-	-25.1%	-	-	-	-83.4%	1194.8%	29.1%	3.7%
2020/9	4.9%	-	-2.4%	-	-	-	6.3%	80.9%	8.6%	6.1%
2020/12	31.8%	-	-4.9%	-	-	-	5.9%	20.9%	4.2%	3.4%

Percentage

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2017/3	9.5%	0.0%	50.6%	0.0%	0.0%	0.0%	0.2%	0.2%	39.6%	100.0%
2018/3	7.7%	0.0%	50.6%	0.0%	0.0%	0.0%	0.2%	0.1%	41.5%	100.0%
2019/3	6.3%	0.0%	41.9%	0.0%	0.0%	0.0%	0.2%	0.1%	51.6%	100.0%
2020/3	4.7%	0.0%	30.3%	0.0%	0.0%	0.0%	0.0%	0.7%	64.3%	100.0%
2020/9	4.9%	0.0%	27.7%	0.0%	0.0%	0.0%	0.0%	2.4%	65.0%	100.0%
2020/12	6.2%	0.0%	25.5%	0.0%	0.0%	0.0%	0.0%	2.8%	65.5%	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
2020/3	822,370	120,770	67,219	12,241	4,569	176	1,027,345
2020/9	853,587	169,299	82,507	16,043	6,122	219	1,127,777
2020/12	841,541	183,851	88,629	17,573	6,817	239	1,138,650

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%
2020/3	29.9%	-16.6%	-5.9%	-10.1%	-9.9%	-8.8%	18.3%
2020/9	-0.8%	12.0%	7.3%	8.8%	10.6%	9.5%	1.7%
2020/12	-1.4%	8.6%	7.4%	9.5%	11.4%	9.1%	1.0%

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%
2020/3	80.0%	11.8%	6.5%	1.2%	0.4%	0.0%	100.0%
2020/9	75.7%	15.0%	7.3%	1.4%	0.5%	0.0%	100.0%
2020/12	73.9%	16.1%	7.8%	1.5%	0.6%	0.0%	100.0%

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

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
2020/3	28,043	17,077	20,291	8,393	9,901	4,069	87,774
2020/9	27,228	22,290	24,337	10,449	11,792	5,074	101,170
2020/12	25,864	23,963	26,124	11,376	12,968	5,596	105,891

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%
2020/3	15.3%	-12.6%	-4.3%	-6.9%	-2.8%	1.4%	-0.6%
2020/9	-5.6%	8.5%	5.8%	6.9%	6.0%	13.0%	3.5%
2020/12	-5.0%	7.5%	7.3%	8.9%	10.0%	10.3%	4.7%

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%
2020/3	31.9%	19.5%	23.1%	9.6%	11.3%	4.6%	100.0%
2020/9	26.9%	22.0%	24.1%	10.3%	11.7%	5.0%	100.0%
2020/12	24.4%	22.6%	24.7%	10.7%	12.2%	5.3%	100.0%

4. Wrap Accounts

(6) Assets Under Management by Country and Region

(Unit : ¥ 100million)

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investment	Others	Stocks	Bonds	Real Estate Private Funds	Short term investment	Others	Stocks	Bonds	Real Estate Private Funds	Short term investment	Others	Stocks	Bonds	Real Estate Private Funds	Short term investment	Others
2017/3	4,584	7,394	1	1,542	16,782	39	67	5	6	0	9	7	0	0	0	5	1	0	0	0	3,049	12,839	0	90	19,281
2018/3	5,693	5,326	6	1,937	20,065	96	118	29	3	0	12	12	1	0	0	16	2	1	0	0	4,878	16,352	1	367	24,927
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
2020/3	6,163	4,270	73	2,913	21,290	142	194	60	9	22	54	43	0	0	0	13	3	0	0	0	6,495	18,945	74	86	26,926
2020/9	7,157	4,131	100	2,546	23,705	223	235	80	26	31	64	49	0	0	0	56	9	0	0	0	7,928	19,408	125	79	35,221
2020/12	7,032	6,078	101	2,762	25,070	251	241	84	14	29	34	55	0	0	0	96	17	0	0	0	9,456	17,706	164	122	36,578

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%
2020/3	-11.8%	-6.8%	145771.1%	33.7%	-2.4%	42.0%	21.5%	44.2%	43.7%	72.1%	31.0%	65.5%	-	-	-	-46.1%	12500.0%	-	-	-	-3.9%	9.9%	28416.2%	46.3%	-4.7%
2020/9	2.5%	0.7%	4.4%	9.7%	4.1%	16.8%	9.4%	18.4%	117.0%	-0.6%	29.6%	12.6%	-	-	-	8.7%	82.2%	-	-	-	4.9%	0.8%	58.2%	0.7%	4.0%
2020/12	-1.7%	47.2%	1.4%	8.5%	5.8%	12.5%	2.4%	4.2%	-46.4%	-6.6%	-46.8%	13.5%	-	-	-	72.9%	93.1%	-	-	-	19.3%	-8.8%	30.9%	55.0%	3.9%

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%
2020/3	7.0%	4.9%	0.1%	3.3%	24.3%	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%	7.4%	21.6%	0.1%	0.1%	30.7%
2020/9	7.1%	4.1%	0.1%	2.5%	23.4%	0.2%	0.2%	0.1%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	7.8%	19.2%	0.1%	0.1%	34.8%
2020/12	6.6%	5.7%	0.1%	2.6%	23.7%	0.2%	0.2%	0.1%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	8.9%	16.7%	0.2%	0.1%	34.5%

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

4. Wrap Accounts

(7) Derivative Transactions

Exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
2017/3	0	0	0	0	0
2018/3	0	0	0	0	0
2019/3	0	0	0	0	0
2020/3	0	0	0	0	0
2020/9	0	0	0	0	0
2020/12	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
2020/3	0	0	0	0
2020/9	0	0	0	0
2020/12	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
2020/3	0	0	0	0	0
2020/9	0	0	0	0	0
2020/12	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
2020/3	2,548	206	2,754	0	0	0	2,548	206	2,754
2020/9	2,539	205	2,744	0	0	0	2,539	205	2,744
2020/12	2,625	216	2,841	0	0	0	2,625	216	2,841

	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%
2020/3	19.4%	-10.0%	16.5%	-	-	-	19.4%	-10.0%	16.5%
2020/9	-2.9%	0.1%	-2.7%	-	-	-	-2.9%	0.1%	-2.7%
2020/12	3.4%	5.3%	3.5%	-	-	-	3.4%	5.3%	3.5%

5. Collective Investment Schemes(excluding mutual funds)

(2) Assets Under Management by Asset Class

①Number of Contract

	Japan		Overseas		Global		Total
	Stocks	Others	Stocks	Others	Stocks	Others	
2011/3	23	11	11	8	25	26	104
2012/3	17	11	11	7	21	26	93
2013/3	12	8	11	4	25	23	83
2014/3	14	6	11	4	25	18	78
2015/3	10	2	11	4	23	14	64
2016/3	10	2	11	0	23	7	53
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
2020/3	16	18	8	72	19	7	140
2020/9	19	18	8	60	19	7	131
2020/12	19	19	8	64	19	7	136

	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%
2020/3	23.1%	20.0%	0.0%	7.5%	0.0%	16.7%	9.4%
2020/9	18.8%	-5.3%	0.0%	3.4%	0.0%	0.0%	3.1%
2020/12	0.0%	5.6%	0.0%	6.7%	0.0%	0.0%	3.8%

(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
2020/3	256	1,089	11	421	459	518	2,754
2020/9	318	1,032	11	416	433	533	2,744
2020/12	351	1,067	13	424	436	550	2,841

	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%
2020/3	13.7%	11.0%	-48.8%	47.7%	-8.1%	47.7%	16.6%
2020/9	5.8%	-10.0%	2.4%	-1.2%	1.7%	3.6%	-2.7%
2020/12	10.3%	3.4%	14.6%	2.0%	0.6%	3.2%	3.5%

	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%
2020/3	9.3%	39.6%	0.4%	15.3%	16.7%	18.8%	100.0%
2020/9	11.6%	37.6%	0.4%	15.2%	15.8%	19.4%	100.0%
2020/12	12.4%	37.6%	0.5%	14.9%	15.4%	19.4%	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	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	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	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	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	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	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	177	9	0	0	0	144	0	0	0	0	238	
2020/3	561	91	232	98	844	0	0	0	0	186	7	0	0	276	4	0	0	0	158	0	0	0	0	297	
2020/9	585	91	249	127	773	0	0	0	0	186	7	0	0	271	4	0	0	0	175	0	0	0	0	276	
2020/12	620	96	253	148	781	0	0	0	0	194	7	0	0	278	6	0	0	0	180	0	0	0	0	279	

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%
2020/3	16.2%	-5.2%	18.5%	-21.0%	10.9%	-100.0%	-	-	-	54.3%	-45.2%	-	-	55.8%	-53.4%	-	-	-	9.9%	-	-	-	-	-	24.8%
2020/9	9.5%	0.0%	7.0%	-38.0%	-8.0%	-	-	-	-	-1.8%	2.7%	-	-	-0.3%	1.8%	-	-	-	9.8%	-	-	-	-	-	-3.4%
2020/12	6.0%	5.9%	1.2%	16.5%	1.0%	-	-	-	-	4.5%	2.8%	-	-	-	32.6%	-	-	-	2.3%	-	-	-	-	-	1.4%

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%	1.1%	0.0%	0.0%	1.3%	5.8%	0.0%	0.0%	0.0%	0.0%	0.0%	4.7%
2012/3	35.2%	0.8%	0.0%	22.1%	17.1%	0.9%	0.2%	0.0%	0.0%	6.5%	0.0%	0.0%	0.0%	0.0%	1.6%	0.0%	0.0%	1.3%	14.1%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%
2013/3	30.3%	1.3%	0.0%	25.0%	15.2%	1.5%	0.0%	0.0%	0.0%	7.0%	0.0%	0.0%	0.0%	0.0%	3.2%	0.0%	0.0%	0.7%	15.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2014/3	25.9%	1.6%	0.0%	22.2%	14.2%	2.1%	0.0%	0.0%	0.0%	11.5%	0.0%	0.0%	0.0%	0.0%	3.6%	0.0%	0.0%	0.2%	8.1%	0.0%	0.0%	0.0%	0.0%	0.0%	10.7%
2015/3	26.9%	1.6%	0.0%	15.4%	17.9%	2.7%	0.1%	0.0%	0.0%	8.6%	0.0%	0.0%	0.0%	0.0%	3.7%	0.0%	0.0%	0.3%	22.8%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2016/3	27.6%	0.2%	0.0%	7.5%	29.1%	1.0%	0.0%	0.0%	0.0%	10.8%	0.0%	0.0%	0.0%	0.0%	1.7%	0.0%	0.0%	0.0%	22.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2017/3	26.3%	0.2%	0.0%	18.4%	16.1%	0.9%	0.0%	0.0%	0.0%	8.6%	0.0%	0.0%	0.0%	0.0%	1.0%	0.0%	0.0%	0.0%	17.3%	0.0%	0.0%	0.0%	0.0%	0.0%	11.2%
2018/3	26.4%	0.1%	11.2%	7.1%	28.3%	0.2%	0.0%	0.0%	0.0%	6.4%	0.7%	0.0%	0.0%	0.0%	0.9%	0.0%	0.0%	0.0%	10.3%	0.0%	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%	6.1%	0.0%	0.0%	0.0%	0.0%	0.0%	10.1%
2020/3	20.4%	3.3%	8.4%	3.6%	30.6%	0.0%	0.0%	0.0%	0.0%	6.8%	0.2%	0.0%	0.0%	0.0%	10.0%	0.2%	0.0%	0.0%	5.7%	0.0%	0.0%	0.0%	0.0%	0.0%	10.8%
2020/9	21.3%	3.3%	9.1%	4.6%	28.2%	0.0%	0.0%	0.0%	0.0%	6.8%	0.2%	0.0%	0.0%	0.0%	9.9%	0.2%	0.0%	0.0%	6.4%	0.0%	0.0%	0.0%	0.0%	0.0%	10.0%
2020/12	21.8%	3.4%	8.9%	5.2%	27.5%	0.0%	0.0%	0.0%	0.0%	6.8%	0.2%	0.0%	0.0%	0.0%	9.8%	0.2%	0.0%	0.0%	6.3%	0.0%	0.0%	0.0%	0.0%	0.0%	9.8%

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
2020/3	0	0	0	0	0
2020/9	0	0	0	0	0
2020/12	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
2020/3	0	0	0	0
2020/9	0	0	0	0
2020/12	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
2020/3	0	0	0	0	0
2020/9	0	0	0	0	0
2020/12	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
2020/3	313	470
2020/9	321	461
2020/12	323	463

	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
2020/3	25	0	25	132	3	135	1	0	1	158	3	161
2020/9	5	0	5	26	1	27	0	0	0	31	1	32
2020/12	11	0	11	27	1	28	2	0	2	40	1	41

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