

## *Statistical Data, December 2023*

### Major data

	Assets under management	Change from September 2023	
Total	<b>Yen 592.5 trillion</b>	<b>+Yen 11 trillion</b>	<b>(+1.9%)</b>
Discretionary Accounts	<b>Yen 552 trillion</b>	<b>+Yen 9.3 trillion</b>	<b>(+1.7%)</b>
Discretionary assets	Yen 494.8 trillion	+Yen 8.4 trillion	(+1.7%)
Assets under advice	Yen 57.1 trillion	+Yen 873.7 billion	(+1.6%)
Real Estate Private Funds	<b>Yen 22.4 trillion</b>	<b>+Yen 801.5 billion</b>	<b>(+3.7%)</b>
Discretionary assets	Yen 10.2 trillion	+Yen 557.3 billion	(+5.7%)
Assets under advice	Yen 12.2 trillion	+Yen 244.2 billion	(+2.0%)
Wrap Accounts	<b>Yen 17.3 trillion</b>	<b>+Yen 770.8 billion</b>	<b>(+4.6%)</b>
Discretionary assets	Yen 17.1 trillion	+Yen 757 billion	(+4.6%)
Assets under advice	Yen 318.2 billion	+Yen 13.8 billion	(+4.5%)
Collective Investment Scheme(excluding mutual Fund)	<b>Yen 627.8 billion</b>	<b>+Yen 149.6 billion</b>	<b>(+31.3%)</b>

### Highlights

- ✓ The total amount of assets under management (AUM) of all member firms was Yen 592.5 trillion as of December 2023. It increased by Yen 11 trillion from September 2023.
- ✓ The amount of AUM of discretionary accounts (including accounts under advice) was Yen 552 trillion and it increased by Yen 9.3 trillion from September 2023.

- ✓ The amount of AUM of real estate private funds, both discretionary investment management and investment advice, was Yen 22.4 trillion and it increased by Yen 801.5 billion from September 2023.
- ✓ The amount of AUM of wrap accounts was Yen 17.3 trillion and it increased by Yen 770.8 billion from September 2023. Number of contracts was 1,622,071 and it increased by 24,357.
- ✓ The amount of AUM of collective investment schemes (excluding mutual funds) was Yen 627.8 billion and it increased by Yen 149.6 billion from September 2023.
- ✓ The amount of AUM of total discretionary assets increased by Yen 9.7 trillion, and total assets under advice increased by Yen 1.1 trillion from September 2023.

(Summary Table)

1. Assets Under Management by Investment Management

(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						Collective Investment Schemes(excluding mutual funds)		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	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	104	1,774	52,731	1,556,971
2012/3	49,676	1,260,380	465	214,407	51,141	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	93	1,663	51,225	1,566,297
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	83	1,791	60,496	1,838,739
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	78	1,962	114,368	1,979,313
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	64	1,537	315,848	2,323,133
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	53	1,058	491,417	2,420,624
2017/3	7,137	2,120,997	656	353,327	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	57	1,395	573,253	2,616,633
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	60	1,742	725,739	3,078,882
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	128	2,363	878,221	3,442,360
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	140	2,754	1,038,022	3,587,602
2021/3	8,644	4,196,489	838	407,231	9,482	4,603,721	1,251	61,965	535	75,676	1,786	137,640	1,178,394	112,079	2	6	1,178,396	112,085	1,188,289	4,370,533	1,375	482,913	1,189,664	4,853,446	136	3,078	1,189,800	4,856,524
2022/3	8,856	4,464,279	718	523,222	9,574	4,987,501	1,504	77,552	673	96,833	2,177	174,385	1,353,137	137,222	241	2,900	1,353,378	140,122	1,363,497	4,679,053	1,632	622,956	1,365,129	5,302,009	154	3,812	1,365,283	5,305,821
2023/3	8,914	4,543,259	742	515,837	9,656	5,059,096	1,724	92,122	799	117,831	2,523	209,953	1,521,367	146,472	265	2,689	1,521,632	149,161	1,532,005	4,781,854	1,806	636,356	1,533,811	5,418,210	165	4,809	1,533,976	5,423,019
2023/6	8,971	4,939,723	745	571,350	9,716	5,511,072	1,767	93,712	801	117,035	2,568	210,746	1,542,738	159,232	269	2,905	1,543,007	162,138	1,553,476	5,192,667	1,815	691,290	1,555,291	5,883,956	164	4,692	1,555,455	5,888,648
2023/9	9,007	4,864,027	754	563,228	9,761	5,427,254	1,787	97,196	821	119,612	2,608	216,808	1,597,435	163,237	279	3,044	1,597,714	166,281	1,608,229	5,124,460	1,854	685,883	1,610,083	5,810,344	166	4,782	1,610,249	5,815,125
2023/12	9,069	4,948,351	808	571,964	9,877	5,520,316	1,821	102,769	823	122,054	2,644	224,823	1,621,780	170,807	291	3,182	1,622,071	173,989	1,632,670	5,221,927	1,922	697,200	1,634,592	5,919,127	198	6,278	1,634,790	5,925,405

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						Collective Investment Schemes(excluding mutual funds)		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	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%	-10.6%	-6.3%	-2.9%	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%	-10.8%	7.7%	18.1%	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%	-6.0%	9.5%	89.1%	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%	-17.9%	-21.6%	176.2%	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%	-17.2%	-31.2%	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%
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%	5.3%	24.9%	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%	113.3%	35.6%	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%	9.4%	16.6%	18.2%	4.2%
2021/3	3.0%	38.9%	38.5%	15.5%	5.4%	36.4%	20.6%	19.3%	7.6%	6.7%	16.4%	12.0%	14.7%	27.7%	-33.3%	-21.5%	14.7%	27.7%	14.6%	38.2%	24.4%	14.0%	14.6%	35.4%	-2.9%	11.8%	14.6%	35.4%
2022/3	2.5%	6.4%	-14.3%	28.5%	1.0%	8.3%	20.2%	25.2%	25.8%	28.0%	21.9%	26.7%	14.8%	22.4%	11950.0%	52442.5%	14.8%	25.0%	14.7%	7.1%	18.7%	29.0%	14.7%	9.2%	13.2%	23.9%	14.7%	9.3%
2023/3	0.7%	1.8%	3.3%	-1.4%	0.9%	1.4%	14.6%	18.8%	18.7%	21.7%	15.9%	20.4%	12.4%	6.7%	10.0%	-7.3%	12.4%	6.5%	12.4%	2.2%	10.7%	2.2%	12.4%	2.2%	7.1%	26.1%	12.4%	2.2%
2023/6	0.6%	8.7%	0.4%	10.8%	0.6%	8.9%	2.5%	1.7%	0.3%	-0.7%	1.8%	0.4%	1.4%	8.7%	1.5%	8.1%	1.4%	8.7%	1.4%	8.6%	0.5%	8.6%	1.4%	8.6%	-0.1%	-2.4%	1.4%	8.6%
2023/9	0.4%	-1.5%	1.2%	-1.4%	0.5%	-1.5%	1.1%	3.7%	2.5%	2.2%	1.6%	2.9%	3.5%	2.5%	3.7%	4.8%	3.5%	2.6%	3.5%	-1.3%	2.1%	-0.8%	3.5%	-1.3%	1.2%	1.9%	3.5%	-1.2%
2023/12	0.7%	1.7%	7.2%	1.6%	1.2%	1.7%	1.9%	5.7%	0.2%	2.0%	1.4%	3.7%	1.5%	4.6%	4.3%	4.5%	1.5%	4.6%	1.5%	1.9%	3.7%	1.6%	1.5%	1.9%	19.3%	31.3%	1.5%	1.9%

(Appendix)

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

(Unit : ¥ 100million)

	Discretionary Accounts						Real Estate Private Funds						Wrap Accounts						Total						Collective Investment Schemes(excluding mutual funds)		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	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	104	1,774	52,731	1,556,971
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	93	1,663	51,225	1,566,297
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	83	1,791	60,496	1,838,739
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	78	1,962	114,368	1,979,313
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	64	1,537	315,848	2,323,133
2016/3	7,787	1,898,811	554	385,896	8,341	2,284,707	503	36,234	299	40,849	802	77,084	482,217	57,776	4	0	482,221	57,776	490,507	1,992,821	857	426,745	491,364	2,419,566	53	1,058	491,417	2,420,624
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	57	1,395	573,253	2,616,633
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	60	1,742	725,739	3,078,882
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	128	2,363	878,221	3,442,360
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	140	2,754	1,038,022	3,587,602
2021/3	8,644	4,196,489	838	407,231	9,482	4,603,721	1,251	61,965	535	75,676	1,786	137,640	1,178,394	112,079	2	6	1,178,396	112,085	1,188,289	4,370,533	1,375	482,913	1,189,664	4,853,446	136	3,078	1,189,800	4,856,524
2022/3	8,856	4,464,279	718	523,222	9,574	4,987,501	1,504	77,552	673	96,833	2,177	174,385	1,353,137	137,222	241	2,900	1,353,378	140,122	1,363,497	4,679,053	1,632	622,956	1,365,129	5,302,009	154	3,812	1,365,283	5,305,821
2023/3	8,914	4,543,259	742	515,837	9,656	5,059,096	1,724	92,122	799	117,831	2,523	209,953	1,521,367	146,472	265	2,689	1,521,632	149,161	1,532,005	4,781,854	1,806	636,356	1,533,811	5,418,210	165	4,809	1,533,976	5,423,019
2023/6	8,971	4,939,723	745	571,350	9,716	5,511,072	1,767	93,712	801	117,035	2,568	210,746	1,542,738	159,232	269	2,905	1,543,007	162,138	1,553,476	5,192,667	1,815	691,290	1,555,291	5,883,956	164	4,692	1,555,455	5,888,648
2023/9	9,007	4,864,027	754	563,228	9,761	5,427,254	1,787	97,196	821	119,612	2,608	216,808	1,597,435	163,237	279	3,044	1,597,714	166,281	1,608,229	5,124,460	1,854	685,883	1,610,083	5,810,344	166	4,782	1,610,249	5,815,125
2023/12	9,069	4,948,351	808	571,964	9,877	5,520,316	1,821	102,769	823	122,054	2,644	224,823	1,621,780	170,807	291	3,182	1,622,071	173,989	1,632,670	5,221,927	1,922	697,200	1,634,592	5,919,127	198	6,278	1,634,790	5,925,405

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						Collective Investment Schemes(excluding mutual funds)		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	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%	-10.6%	-6.3%	-2.9%	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%	-10.8%	7.7%	18.1%	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%	-6.0%	9.5%	89.1%	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%	-17.9%	-21.6%	176.2%	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%	-17.2%	-31.2%	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%	7.5%	31.8%	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%	5.3%	24.9%	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%	113.3%	35.6%	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%	9.4%	16.6%	18.2%	4.2%
2021/3	3.0%	38.9%	38.5%	15.5%	5.4%	36.4%	20.6%	19.3%	7.6%	6.7%	16.4%	12.0%	14.7%	27.7%	-33.3%	-21.5%	14.7%	27.7%	14.6%	38.2%	24.4%	14.0%	14.6%	35.4%	-2.9%	11.8%	14.6%	35.4%
2022/3	2.5%	6.4%	-14.3%	28.5%	1.0%	8.3%	20.2%	25.2%	25.8%	28.0%	21.9%	26.7%	14.8%	22.4%	11950.0%	52442.5%	14.8%	25.0%	14.7%	7.1%	18.7%	29.0%	14.7%	9.2%	13.2%	23.9%	14.7%	9.3%
2023/3	0.7%	1.8%	3.3%	-1.4%	0.9%	1.4%	14.6%	18.8%	18.7%	21.7%	15.9%	20.4%	12.4%	6.7%	10.0%	-7.3%	12.4%	6.5%	12.4%	2.2%	10.7%	2.2%	12.4%	2.2%	7.1%	26.1%	12.4%	2.2%
2023/6	0.6%	8.7%	0.4%	10.8%	0.6%	8.9%	2.5%	1.7%	0.3%	-0.7%	1.8%	0.4%	1.4%	8.7%	1.5%	8.1%	1.4%	8.7%	1.4%	8.6%	0.5%	8.6%	1.4%	8.6%	-0.6%	-2.4%	1.4%	8.6%
2023/9	0.4%	-1.5%	1.2%	-1.4%	0.5%	-1.5%	1.1%	3.7%	2.5%	2.2%	1.6%	2.9%	3.5%	2.5%	3.7%	4.8%	3.5%	2.6%	3.5%	-1.3%	2.1%	-0.8%	3.5%	-1.3%	1.2%	1.9%	3.5%	-1.2%
2023/12	0.7%	1.7%	7.2%	1.6%	1.2%	1.7%	1.9%	5.7%	0.2%	2.0%	1.4%	3.7%	1.5%	4.6%	4.3%	4.5%	1.5%	4.6%	1.5%	1.9%	3.7%	1.6%	1.5%	1.9%	19.3%	31.3%	1.5%	1.9%

## 2. Discretionary Accounts

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

(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	5,028	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
2021/3	673	2,001,558	4,683	298,971	1,889	1,452,022	7,245	3,752,551	167	536	7,412	3,753,087	93	23,699	1,134	419,619	1,227	443,318	5	84	1,232	443,402	8,644	4,196,489
2022/3	703	2,161,199	4,750	304,749	1,974	1,542,930	7,427	4,008,878	153	618	7,580	4,009,496	96	18,128	1,169	436,573	1,265	454,700	11	83	1,276	454,783	8,856	4,464,279
2023/3	756	2,274,696	4,769	293,028	2,019	1,526,368	7,544	4,094,093	156	674	7,700	4,094,767	67	13,700	1,141	434,699	1,208	448,399	6	93	1,214	448,492	8,914	4,543,259
2023/6	778	2,500,925	4,760	305,753	2,054	1,615,627	7,592	4,422,305	164	772	7,756	4,423,077	68	15,184	1,141	501,365	1,209	516,549	6	97	1,215	516,646	8,971	4,939,723
2023/9	766	2,458,514	4,756	301,465	2,094	1,603,705	7,616	4,363,684	164	795	7,780	4,364,479	69	15,688	1,152	483,763	1,221	499,451	6	97	1,227	499,548	9,007	4,864,027
2023/12	813	2,512,049	4,764	303,544	2,102	1,617,026	7,679	4,432,618	179	880	7,858	4,433,498	70	15,807	1,135	498,954	1,205	514,760	6	93	1,211	514,853	9,069	4,948,351

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%	-0.8%	-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%
2021/3	5.3%	46.7%	1.0%	19.9%	3.9%	34.7%	2.1%	39.4%	23.7%	75.6%	2.5%	39.4%	1.1%	46.8%	6.0%	33.9%	5.6%	34.6%	0.0%	21.6%	5.6%	34.5%	3.0%	38.9%
2022/3	4.5%	8.0%	1.4%	1.9%	4.5%	6.3%	2.5%	6.8%	-8.4%	15.3%	2.3%	6.8%	3.2%	-23.5%	3.1%	4.0%	3.1%	2.6%	120.0%	-0.9%	3.6%	2.6%	2.5%	6.4%
2023/3	7.5%	5.3%	0.4%	-3.8%	2.3%	-1.1%	1.6%	2.1%	2.0%	9.0%	1.6%	2.1%	-30.2%	-24.4%	-2.4%	-0.4%	-4.5%	-1.4%	-45.5%	12.3%	-4.9%	-1.4%	0.7%	1.8%
2023/6	2.9%	9.9%	-0.2%	4.3%	1.7%	5.8%	0.6%	8.0%	5.1%	14.6%	0.7%	8.0%	1.5%	10.8%	0.0%	15.3%	0.1%	15.2%	0.0%	3.5%	0.1%	15.2%	0.6%	8.7%
2023/9	-1.5%	-1.7%	-0.1%	-1.4%	1.9%	-0.7%	0.3%	-1.3%	0.0%	2.9%	0.3%	-1.3%	1.5%	3.3%	1.0%	-3.5%	1.0%	-3.3%	0.0%	0.8%	1.0%	-3.3%	0.4%	-1.5%
2023/12	6.1%	2.2%	0.2%	0.7%	0.4%	0.8%	0.8%	1.6%	9.1%	10.7%	1.0%	1.6%	1.4%	0.8%	-1.5%	3.1%	-1.3%	3.1%	0.0%	-4.9%	-1.3%	3.1%	0.7%	1.7%

## 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
2021/3	0	0	28	22,882	487	331,686	515	354,568	99	855	614	355,424	8	2,487	215	49,299	223	51,786	1	22	224	51,808	838	407,231
2022/3	0	0	28	20,216	476	457,488	504	477,704	3	2	507	477,706	10	2,721	200	42,771	210	45,491	1	24	211	45,516	718	523,222
2023/3	0	0	29	19,556	494	453,245	523	472,802	3	2	526	472,804	9	2,335	206	40,671	215	43,007	1	27	216	43,033	742	515,837
2023/6	0	0	28	20,423	493	500,728	521	521,151	2	1	523	521,151	8	2,648	213	47,521	221	50,170	1	29	222	50,198	745	571,350
2023/9	0	0	29	20,729	501	491,845	530	512,574	2	1	532	512,575	8	2,604	213	48,019	221	50,623	1	30	222	50,653	754	563,228
2023/12	0	0	29	20,414	516	501,782	545	522,196	49	89	594	522,285	8	2,860	205	46,792	213	49,651	1	28	214	49,679	808	571,964

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%
2021/3	-	-	0.0%	5.1%	39.1%	14.2%	36.2%	13.5%	1000.0%	308.8%	58.7%	13.7%	-11.1%	-47.5%	3.4%	39.5%	2.8%	29.2%	0.0%	1.7%	2.8%	29.2%	38.5%	15.5%
2022/3	-	-	0.0%	-11.7%	-2.3%	37.9%	-2.1%	34.7%	-97.0%	-99.8%	-17.4%	34.4%	25.0%	9.4%	-7.0%	-13.2%	-5.8%	-12.2%	0.0%	10.7%	-5.8%	-12.1%	-14.3%	28.5%
2023/3	-	-	3.6%	-3.3%	3.8%	-0.9%	3.8%	-1.0%	0.0%	24.6%	3.7%	-1.0%	-10.0%	-14.2%	3.0%	-4.9%	2.4%	-5.5%	0.0%	9.2%	2.4%	-5.5%	3.3%	-1.4%
2023/6	-	-	-3.4%	4.4%	-0.2%	10.5%	-0.4%	10.2%	-33.3%	-64.9%	-0.6%	10.2%	-11.1%	13.4%	3.4%	16.8%	2.8%	16.7%	0.0%	8.6%	2.8%	16.7%	0.4%	10.8%
2023/9	-	-	3.6%	1.5%	1.6%	-1.8%	1.7%	-1.6%	0.0%	0.0%	1.7%	-1.6%	0.0%	-1.7%	0.0%	1.0%	0.0%	0.9%	0.0%	3.2%	0.0%	0.9%	1.2%	-1.4%
2023/12	-	-	0.0%	-1.5%	3.0%	2.0%	2.8%	1.9%	2350.0%	11008.8%	11.7%	1.9%	0.0%	9.8%	-3.8%	-2.6%	-3.6%	-1.9%	0.0%	-5.2%	-3.6%	-1.9%	7.2%	1.6%

## 2. Discretionary Accounts

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

(Unit : ¥ 100million)

	Domestic Clients												Overseas Clients										Total (Discretionary Assets)	
	Corporations								Individuals		Total		Corporations						Individuals		Total			
	Public Pension Funds		Private Pension Funds		Others		Sub-total		Number of Contract	Amount	Number of Contract	Amount	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						
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
2021/3	673	2,001,558	4,711	321,854	2,376	1,783,707	7,760	4,107,119	266	1,392	8,026	4,108,511	101	26,186	1,349	468,918	1,450	495,104	6	106	1,456	495,210	9,482	4,603,721
2022/3	703	2,161,199	4,778	324,964	2,450	2,000,419	7,931	4,486,582	156	620	8,087	4,487,202	106	20,848	1,369	479,344	1,475	500,192	12	107	1,487	500,299	9,574	4,987,501
2023/3	756	2,274,696	4,798	312,585	2,513	1,979,614	8,067	4,566,895	159	676	8,226	4,567,571	76	16,036	1,347	475,370	1,423	491,406	7	120	1,430	491,526	9,656	5,059,096
2023/6	778	2,500,925	4,788	326,176	2,547	2,116,354	8,113	4,943,455	166	773	8,279	4,944,228	76	17,832	1,354	548,887	1,430	566,719	7	125	1,437	566,844	9,716	5,511,072
2023/9	766	2,458,514	4,785	322,193	2,595	2,095,550	8,146	4,876,258	166	795	8,312	4,877,053	77	18,292	1,365	531,782	1,442	550,074	7	127	1,449	550,201	9,761	5,427,254
2023/12	813	2,512,049	4,793	323,958	2,618	2,118,808	8,224	4,954,815	228	969	8,452	4,955,783	78	18,666	1,340	545,745	1,418	564,412	7	121	1,425	564,532	9,877	5,520,316

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		Number of Contract	Amount	Number of Contract	Amount	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						
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%	-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%
2021/3	5.3%	46.7%	1.0%	18.7%	9.6%	30.3%	3.9%	36.7%	84.7%	170.4%	5.4%	36.7%	0.0%	25.4%	5.6%	34.5%	5.1%	34.0%	0.0%	16.9%	5.1%	34.0%	5.4%	36.4%
2022/3	4.5%	8.0%	1.4%	1.0%	3.1%	12.1%	2.2%	9.2%	-41.4%	-55.5%	0.8%	9.2%	5.0%	-20.4%	1.5%	2.2%	1.7%	1.0%	100.0%	1.5%	2.1%	1.0%	1.0%	8.3%
2023/3	7.5%	5.3%	0.4%	-3.8%	2.6%	-1.0%	1.7%	1.8%	1.9%	9.1%	1.7%	1.8%	-28.3%	-23.1%	-1.6%	-0.8%	-3.5%	-1.8%	-41.7%	11.6%	-3.8%	-1.8%	0.9%	1.4%
2023/6	2.9%	9.9%	-0.2%	4.3%	1.4%	6.9%	0.6%	8.2%	4.4%	14.3%	0.6%	8.2%	0.0%	11.2%	0.5%	15.5%	0.5%	15.3%	0.0%	4.7%	0.5%	15.3%	0.6%	8.9%
2023/9	-1.5%	-1.7%	-0.1%	-1.2%	1.9%	-1.0%	0.4%	-1.4%	0.0%	2.9%	0.4%	-1.4%	1.3%	2.6%	0.8%	-3.1%	0.8%	-2.9%	0.0%	1.4%	0.8%	-2.9%	0.5%	-1.5%
2023/12	6.1%	2.2%	0.2%	0.5%	0.9%	1.1%	1.0%	1.6%	37.3%	21.8%	1.7%	1.6%	1.3%	2.0%	-1.8%	2.6%	-1.7%	2.6%	0.0%	-5.0%	-1.7%	2.6%	1.2%	1.7%

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	24,773	49,676
2013/3	2,980	596	24,080	640	912	803	352	441	28,904	58,980
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	4,162	414	142,616	714	1,106	1,064	344	342	413,441	713,717
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
2021/3	1,579	788	422	722	1,289	1,156	407	367	1,813	8,644
2022/3	1,485	768	530	740	1,299	1,269	420	380	1,965	8,856
2023/3	1,425	753	558	755	1,266	1,340	361	351	2,105	8,914
2023/3	1,425	753	558	755	1,266	1,340	361	351	2,105	8,914
2023/6	1,422	756	557	783	1,292	1,337	364	360	2,110	8,971
2023/9	1,410	758	566	770	1,276	1,371	370	360	2,126	9,003
2023/12	1,451	753	587	763	1,257	1,380	358	358	2,162	9,069

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%	-10.0%	9.2%	3.5%	1.1%	17.6%	19.4%	18.7%
2014/3	1.3%	-3.2%	70.9%	-0.5%	10.7%	0.4%	-8.2%	12.0%	127.0%	91.6%
2015/3	19.6%	16.0%	113.0%	-6.4%	3.7%	-0.5%	-4.6%	6.1%	234.7%	178.3%
2016/3	9.5%	-10.8%	35.2%	-0.3%	4.9%	11.6%	1.6%	9.5%	65.5%	55.8%
2017/3	-49.2%	22.3%	-69.3%	-3.4%	0.7%	-11.6%	-1.4%	-40.4%	-98.6%	-49.6%
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%
2021/3	-1.5%	-3.2%	3.1%	7.0%	3.2%	2.3%	19.3%	0.1%	7.7%	2.0%
2022/3	-6.0%	-2.7%	1.5%	2.5%	0.8%	9.8%	3.2%	3.5%	8.4%	2.5%
2023/3	-4.0%	-2.0%	5.3%	2.0%	-2.5%	5.6%	-14.0%	-7.6%	7.1%	0.7%
2023/3	-4.0%	-2.0%	5.3%	2.0%	-2.5%	5.6%	-14.0%	-7.6%	7.1%	0.7%
2023/6	-0.2%	0.4%	-0.2%	3.3%	0.2%	-0.2%	0.8%	2.8%	0.2%	0.6%
2023/9	-0.8%	0.3%	1.6%	-1.7%	-0.5%	2.5%	1.6%	0.0%	0.8%	0.4%
2023/12	2.9%	-0.7%	3.7%	-0.9%	-1.5%	0.7%	-3.2%	-0.6%	1.7%	0.7%

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	277,952	15,262	31,068	62,463	111,276	1,259,883
2012/3	202,620	324,632	22,630	116,788	289,187	15,022	29,011	61,601	129,817	1,260,380
2013/3	286,100	402,713	27,173	141,416	291,351	86,637	70,569	80,489	153,580	1,500,020
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	481,047	325,143	41,166	296,860	386,660	28,410	54,460	89,680	286,587	1,956,587
2017/3	573,380	342,696	27,803	344,654	414,668	37,166	50,407	95,617	234,406	2,120,997
2018/3	647,015	344,178	29,242	377,575	477,100	49,312	56,429	121,499	349,485	2,451,834
2019/3	692,462	420,756	50,105	594,067	540,449	58,722	75,382	92,297	367,248	2,891,489
2020/3	636,665	411,788	48,573	335,880	684,735	277,433	63,806	96,051	465,676	3,021,626
2021/3	900,768	466,511	56,501	504,172	960,489	380,939	79,811	97,460	689,605	4,196,499
2022/3	974,395	563,363	58,052	614,010	980,172	328,550	89,595	105,738	750,764	4,464,279
2023/3	971,009	649,788	59,187	652,921	980,861	293,724	89,070	101,105	745,595	4,543,259
2023/3	971,009	649,788	59,187	652,921	980,861	293,724	89,070	101,105	745,595	4,543,259
2023/6	1,069,417	675,678	59,986	745,619	1,060,574	324,013	98,824	118,614	786,705	4,939,722
2023/9	1,051,901	665,129	59,444	717,119	988,275	381,524	94,785	113,904	791,945	4,864,027
2023/12	1,062,366	671,744	59,191	733,461	1,020,519	384,883	92,540	124,128	789,519	4,948,351

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	-1.1%	-2.1%	-4.1%	-43.3%	26.7%	37.2%	-13.6%	4.1%	26.8%	4.9%
2021/3	54.0%	13.3%	16.3%	49.7%	40.5%	30.1%	23.2%	1.5%	48.1%	38.9%
2022/3	-0.6%	20.8%	2.7%	21.8%	1.9%	-9.0%	14.0%	8.1%	8.9%	6.4%
2023/3	-0.3%	15.3%	2.0%	6.3%	0.1%	-10.6%	-0.6%	-4.1%	-0.7%	1.8%
2023/3	-0.3%	15.3%	2.0%	6.3%	0.1%	-10.6%	-0.6%	-4.1%	-0.7%	1.8%
2023/6	10.1%	4.0%	1.3%	14.2%	8.2%	10.3%	11.0%	17.3%	5.5%	8.7%
2023/9	-1.6%	-0.9%	-3.8%	-3.8%	-6.8%	17.7%	-4.1%	-4.0%	0.7%	-1.5%
2023/12	1.0%	1.0%	-0.4%	2.3%	3.3%	0.9%	-2.4%	9.0%	1.0%	1.7%

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%	14.6%	19.6%	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%	1.4%	14.9%	19.6%	2.0%	2.3%	4.5%	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%
2021/3	23.4%	11.1%	1.3%	12.0%	22.9%	8.6%	1.9%	2.3%	16.4%	100.0%
2022/3	21.8%	12.6%	1.3%	13.8%	22.0%	7.4%	2.0%	2.4%	16.8%	100.0%
2023/3	21.4%	14.3%	1.4%	14.3%	21.6%	7.8%	2.0%	2.4%	16.4%	100.0%
2023/3	21.4%	14.3%	1.3%	14.4%	21.6%	8.5%	2.0%	2.4%	16.4%	100.0%
2023/6	21.6%	13.7%	1.2%	15.1%	21.5%	6.6%	2.0%	2.4%	15.9%	100.0%
2023/9	21.6%	13.7%	1.2%	14.7%	20.3%	7.8%	1.9%	2.3%	16.3%	100.0%
2023/12	21.5%	13.6%	1.1%	14.8%	20.6%	7.8%	1.9%	2.3%	16.2%	100.0%

Note: Assets under management is based on discretionary investment management contracts.  
 Note: Assets under management of "Wrap Accounts" is included in those of "Discretionary Accounts" until 2016/3.



## 2. Discretionary Accounts

### (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
2021/3	2,395	3,047	895	1,449	350	508	8,644
2022/3	2,405	3,137	964	1,432	383	535	8,856
2023/3	2,486	3,129	934	1,433	359	573	8,914
2023/6	2,427	3,118	966	1,446	400	614	8,971
2023/9	2,434	3,128	988	1,465	390	602	9,007
2023/12	2,457	3,157	969	1,485	399	602	9,069

#### 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%
2021/3	-3.5%	1.8%	-1.0%	8.5%	25.0%	26.7%	3.0%
2022/3	0.4%	3.0%	7.7%	-1.2%	9.4%	5.3%	2.5%
2023/3	3.4%	-0.3%	-3.1%	0.1%	-6.3%	7.1%	0.7%
2023/6	-2.4%	-0.4%	3.4%	0.9%	11.4%	7.2%	0.6%
2023/9	0.3%	0.3%	2.3%	1.3%	-2.5%	-2.0%	0.4%
2023/12	0.9%	0.9%	-1.9%	1.4%	2.3%	0.0%	0.7%

#### Percentage

	Less than ¥1 billion	Over ¥1 billion	Over ¥5 billion	Over ¥10 billion	Over ¥50 billion	Over ¥100 billion	Total
2011/3	90.5%	6.0%	1.4%	1.5%	0.2%	0.3%	100.0%
2012/3	90.6%	5.9%	1.4%	1.6%	0.2%	0.3%	100.0%
2013/3	91.7%	5.1%	1.2%	1.5%	0.2%	0.3%	100.0%
2014/3	95.5%	2.7%	0.7%	0.8%	0.2%	0.2%	100.0%
2015/3	98.3%	0.9%	0.3%	0.3%	0.1%	0.1%	100.0%
2016/3	98.9%	0.6%	0.2%	0.2%	0.0%	0.1%	100.0%
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%
2021/3	27.7%	35.2%	10.4%	16.8%	4.0%	5.9%	100.0%
2022/3	27.2%	35.4%	10.9%	16.2%	4.3%	6.0%	100.0%
2023/3	27.9%	35.1%	10.5%	16.1%	4.0%	6.4%	100.0%
2023/6	27.1%	34.8%	10.8%	16.1%	4.5%	6.8%	100.0%
2023/9	27.0%	34.7%	11.0%	16.3%	4.3%	6.7%	100.0%
2023/12	27.1%	34.8%	10.7%	16.4%	4.4%	6.6%	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
2021/3	11,853	71,113	62,368	325,507	245,129	3,480,520	4,196,489
2022/3	10,127	74,179	66,780	321,793	269,680	3,721,722	4,464,279
2023/3	10,396	73,730	65,966	323,888	244,663	3,824,616	4,543,259
2023/6	9,874	73,564	67,546	325,001	271,997	4,191,740	4,939,722
2023/9	9,929	73,755	68,622	332,140	264,413	4,115,167	4,864,027
2023/12	9,178	74,496	67,771	340,587	272,142	4,184,177	4,948,351

#### 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%
2021/3	11.7%	3.0%	-2.1%	9.8%	24.1%	46.0%	38.9%
2022/3	-14.6%	4.3%	7.1%	-1.1%	10.0%	6.9%	6.4%
2023/3	2.7%	-0.6%	-1.2%	0.7%	-9.3%	2.8%	1.8%
2023/6	-5.0%	-0.2%	2.4%	0.3%	11.2%	9.6%	8.7%
2023/9	0.6%	0.3%	1.6%	2.2%	-2.8%	-1.8%	-1.5%
2023/12	-7.6%	1.0%	-1.2%	2.5%	2.9%	1.7%	1.7%

#### 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%
2021/3	0.3%	1.7%	1.5%	7.8%	5.8%	82.9%	100.0%
2022/3	0.2%	1.7%	1.5%	7.2%	6.0%	83.4%	100.0%
2023/3	0.2%	1.6%	1.5%	7.1%	5.4%	84.2%	100.0%
2023/6	0.2%	1.5%	1.4%	6.6%	5.5%	84.9%	100.0%
2023/9	0.2%	1.5%	1.4%	6.8%	5.4%	84.6%	100.0%
2023/12	0.2%	1.5%	1.4%	6.9%	5.5%	84.6%	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	2,282	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	18,347	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
2021/3	1,015,107	685,157	7,758	53,109	41,071	378,478	457,315	6,590	2,998	24,738	124,060	285,422	704	-970	6,340	74,178	16,732	521	233	2,286	306,086	486,065	2,068	3,348	217,095
2022/3	1,013,358	760,740	9,153	78,719	33,951	415,442	501,037	9,952	9,077	37,306	128,062	280,723	804	-468	8,600	78,538	18,369	447	85	2,806	321,233	493,054	2,825	2,801	257,665
2023/3	1,012,484	853,648	11,166	54,961	24,978	405,443	510,317	13,577	9,546	45,810	126,155	276,777	836	-1,682	10,805	75,706	18,234	533	-168	3,080	329,316	475,236	2,425	1,920	282,154
2023/6	1,112,041	887,023	11,878	56,139	37,145	490,611	551,489	13,849	14,983	45,374	141,918	295,421	861	-1,893	11,305	81,032	18,423	530	324	3,205	345,732	518,789	9,870	648	293,025
2023/9	1,097,857	862,378	12,710	50,608	37,641	475,959	555,617	14,523	14,050	46,996	134,113	292,996	898	-1,637	11,373	79,562	17,653	510	-264	3,249	334,946	516,841	10,868	643	294,117
2023/12	1,109,226	875,210	13,244	49,102	42,374	488,044	553,079	15,219	15,061	47,978	136,617	306,585	987	-960	11,187	78,325	17,858	543	-227	2,938	342,646	531,432	11,537	745	299,598

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%	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%
2021/3	52.5%	10.1%	70.7%	15.8%	18.6%	47.8%	23.3%	18.2%	-64.7%	26.4%	38.0%	63.0%	5.5%	-14.7%	33.7%	73.4%	10.3%	11.7%	7.8%	6.6%	29.8%	64.5%	43.1%	-26.2%	79.8%
2022/3	-0.2%	11.0%	18.0%	48.2%	-17.3%	9.8%	9.6%	51.0%	202.8%	50.8%	3.2%	-1.6%	14.3%	-51.7%	35.6%	5.9%	9.8%	-14.3%	-63.5%	22.8%	4.9%	1.4%	36.6%	-16.4%	18.7%
2023/3	-0.1%	12.2%	22.0%	-30.2%	-26.4%	-2.4%	1.9%	36.4%	5.2%	22.8%	-1.5%	-1.4%	4.0%	-259.3%	25.6%	-3.6%	-0.7%	19.3%	-297.3%	9.8%	2.5%	-3.6%	-14.2%	-31.5%	9.5%
2023/6	9.8%	3.9%	6.4%	2.1%	48.7%	21.0%	8.1%	2.0%	57.0%	-1.0%	12.5%	6.7%	3.0%	-12.6%	4.6%	7.0%	1.0%	-0.6%	292.8%	4.0%	5.0%	9.2%	306.9%	-66.2%	3.9%
2023/9	-1.3%	-2.8%	7.0%	-9.9%	1.3%	-3.0%	0.7%	4.9%	-6.2%	3.6%	-5.5%	-0.8%	4.3%	13.5%	0.6%	-1.8%	-4.2%	-3.7%	-181.2%	1.4%	-3.1%	-0.4%	10.1%	-28.6%	0.4%
2023/12	1.0%	1.5%	4.2%	-3.0%	12.6%	2.5%	-0.5%	4.8%	7.2%	2.1%	1.9%	4.6%	9.9%	41.3%	-1.6%	-1.6%	1.2%	6.4%	14.0%	-9.6%	2.3%	2.8%	6.2%	61.0%	1.9%

Percentage

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term 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%	0.6%	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%	0.2%	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%	0.0%	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%	10.3%	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%
2021/3	24.2%	16.3%	0.2%	1.3%	1.0%	9.0%	10.9%	0.2%	0.1%	0.6%	3.0%	6.8%	0.0%	0.0%	0.2%	1.8%	0.4%	0.0%	0.0%	0.1%	7.3%	11.6%	0.0%	0.1%	5.2%
2022/3	22.7%	17.0%	0.2%	1.8%	0.8%	9.3%	11.2%	0.2%	0.2%	0.9%	2.9%	6.3%	0.0%	0.1%	0.2%	1.8%	0.2%	0.4%	0.0%	0.1%	7.2%	11.0%	0.1%	0.1%	5.8%
2023/3	22.3%	18.8%	0.2%	1.2%	0.5%	8.9%	11.2%	0.3%	0.2%	1.0%	2.8%	6.1%	0.0%	0.0%	0.2%	1.7%	0.4%	0.0%	0.0%	0.1%	7.2%	10.5%	0.1%	0.0%	6.2%
2023/6	22.5%	18.0%	0.2%	1.1%	0.8%	9.9%	11.2%	0.3%	0.3%	0.9%	2.9%	6.0%	0.0%	0.0%	0.2%	1.6%	0.4%	0.0%	0.0%	0.1%	7.0%	10.5%	0.2%	0.0%	5.9%
2023/9	22.6%	17.7%	0.3%	1.0%	0.8%	9.8%	11.4%	0.3%	0.3%	1.0%	2.8%	6.0%	0.0%	0.1%	0.2%	1.6%	0.4%	0.0%	0.0%	0.1%	6.9%	10.			

## 2. Discretionary Accounts

### (7) Investment in Domestic Investment Trusts

(Unit : ¥ 100million)

	Domestic Publicly Offered Investment Trusts	Domestic Privately Placed Investment Trusts	Total
2023/3	7,272	78,552	85,825
2023/6	15,279	75,013	90,292
2023/9	7,794	82,083	89,877
2023/12	8,289	83,971	92,260

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

	Domestic Publicly Offered Investment Trusts	Domestic Privately Placed Investment Trusts	Total
2023/6	110.1%	-4.5%	5.2%
2023/9	-49.0%	9.4%	-0.5%
2023/12	6.3%	2.3%	2.7%

### (8) Derivative Transactions

(Unit : ¥ 100million)

#### Exchange traded derivatives

	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
2021/3	14,143	15,108	792	7	1,348
2022/3	16,521	11,120	1,205	2	1,009
2023/3	17,875	25,273	1,621	0	1,406
2023/6	20,973	12,951	2,372	0	1,775
2023/9	21,708	17,739	1,622	17	1,929
2023/12	15,909	14,993	1,368	8	4,333

#### 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
2021/3	364,032	32,464	166,053	4,890
2022/3	330,031	23,429	114,807	16,265
2023/3	272,166	26,193	126,456	20,321
2023/6	302,787	31,473	196,220	20,496
2023/9	106,265	52,451	176,506	17,992
2023/12	113,156	47,009	193,354	18,091

#### 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
2021/3	13,772	76,387	11	7	29,572
2022/3	14,159	75,877	349	3	10,961
2023/6	13,093	71,691	646	6	8,330
2023/9	13,109	39,301	425	34	17,837
2023/12	12,287	40,621	199	7	23,834

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						Total (Discretionary Assets)									
	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	521	52	43,729	4,353	0	0	0	0	521	52	43,729	4,353		
2012/3	589	55	47,290	4,716	6	3	54	9	0	0	0	0	0	0	589	55	47,290	4,716	6	3	54	9	595	58	47,344	4,724		
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	597	59	45,187	4,358
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	507	57	37,108	2,451
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	478	43	37,506	1,587
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	503	41	36,234	1,580
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	478	46	34,074	1,541
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	625	69	40,216	2,664
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	878	74	43,610	2,693
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	1,037	139	51,962	7,442
2021/3	1,210	152	59,962	5,862	37	0	1,902	0	4	0	101	0	0	0	0	0	1,214	152	60,063	5,862	37	0	1,902	0	1,251	152	61,965	5,862
2022/3	1,430	139	73,046	5,439	68	2	4,351	240	5	0	154	0	1	0	1	0	1,435	139	73,201	5,439	69	2	4,351	240	1,504	141	77,552	5,679
2023/3	1,627	162	86,694	7,096	92	1	5,284	0	4	0	143	0	1	0	1	0	1,631	162	86,837	7,096	93	1	5,285	0	1,724	163	92,122	7,096
2023/6	1,652	165	87,643	7,493	110	1	5,927	1	4	0	141	0	1	0	1	0	1,656	165	87,784	7,493	111	1	5,928	1	1,767	166	93,712	7,494
2023/9	1,659	184	90,737	7,877	124	1	6,338	1	3	0	120	0	1	0	1	0	1,662	184	90,857	7,877	125	1	6,339	1	1,787	185	97,196	7,878
2023/12	1,671	173	95,528	8,698	145	0	7,094	0	4	0	146	0	1	0	1	0	1,675	173	95,675	8,698	146	0	7,095	0	1,821	173	102,769	8,698

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

	Domestic Clients						Overseas Clients						Total						Total (Discretionary Assets)									
	Securities related to real property			Others			Securities related to real property			Others			Securities related to real property			Others			Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme						
	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme					Amount	IN double layer scheme Amount of assets under management for master scheme				
2012/3	13.1%	5.8%	8.1%	8.3%	-	-	-	-	-	-	-	-	-	-	-	-	13.1%	5.8%	8.1%	8.3%	-	-	-	-	14.2%	11.5%	8.3%	8.5%
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%	0.3%	1.7%	-4.6%	-7.8%
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%	-15.1%	-3.4%	-17.9%	-43.8%
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%	-5.7%	-24.6%	1.1%	-35.2%
2016/3	5.8%	0.0%	-3.5%	0.3%	-28.6%	-100.0%	33.0%	-100.0%	0.0%	-	-9.1%	-	0.0%	0.0%	-45.4%	-45.4%	5.8%	0.0%	-3.5%	0.3%	-22.2%	-50.0%	25.7%	-60.9%	5.2%	-4.7%	-3.4%	-0.5%
2017/3	-6.3%	2.6%	-5.9%	-4.9%	120.0%	-	-29.7%	-	100.0%	-	205.2%	-	-50.0%	-50.0%	-63.0%	-63.0%	-6.0%	2.6%	-5.8%	-4.9%	71.4%	200.0%	-31.0%	457.1%	-5.0%	12.2%	-6.0%	-2.5%
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%	30.8%	50.0%	18.0%	72.9%
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%	2.8%	13.8%	2.0%	8.4%
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%	-	18.1%	87.8%	19.2%	176.3%
2021/3	19.6%	9.4%	18.4%	-21.2%	76.2%	-	53.7%	-	0.0%	-	-0.2%	-	-	-	-	-	19.5%	9.4%	18.4%	-21.2%	76.2%	-	53.7%	-	20.6%	9.4%	19.3%	-21.2%
2022/3	18.2%	-8.6%	21.8%	-7.2%	83.8%	-	128.8%	-	25.0%	-	52.9%	-	-	-	-	-	18.2%	-8.6%	21.9%	-7.2%	86.5%	-	128.8%	-	20.2%	-7.2%	25.2%	-3.1%
2023/3	13.8%	16.5%	18.7%	30.5%	35.3%	-50.0%	21.5%	-100.0%	-20.0%	-	-7.2%	-	0.0%	-	20.6%	-	13.7%	16.5%	18.6%	30.5%	34.8%	-50.0%	21.5%	-100.0%	14.6%	15.6%	18.8%	24.9%
2023/6	1.5%	1.9%	1.1%	5.6%	19.6%	0.0%	12.2%	-	0.0%	-	-1.5%	-	0.0%	-	6.1%	-	1.5%	1.9%	1.1%	5.6%	19.4%	0.0%	12.2%	-	2.5%	1.8%	1.7%	5.6%
2023/9	0.4%	11.5%	3.5%	5.1%	12.7%	0.0%	6.9%	0.0%	-25.0%	-	-14.8%	-	0.0%	-	16.1%	-	0.4%	11.5%	3.5%	5.1%	12.6%	0.0%	6.9%	0.0%	1.1%	11.4%	3.7%	5.1%
2023/12	0.7%	-6.0%	5.3%	10.4%	16.9%	-100.0%	11.9%	-100.0%	33.3%	-	21.9%	-	0.0%	-	5.9%	-	0.8%	-6.0%	5.3%	10.4%	16.8%	-100.0%	11.9%	-100.0%	1.9%	-6.5%	5.7%	10.4%

### 3. Real Estate Private Funds

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

(Unit : ¥ 100million)

	Domestic Clients								Overseas Clients								Total								Total (Discretionary Assets)			
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others				Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme
	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme				
2011/3	464	30	46,150	4,075	0	0	0	0	0	0	0	0	0	0	0	0	464	30	46,150	4,075	0	0	0	0	464	30	46,150	4,075
2012/3	391	22	42,057	2,832	2	1	49	0	0	0	0	0	3	1	397	40	391	22	42,057	2,832	5	2	446	40	396	24	42,503	2,872
2013/3	324	19	38,416	2,715	3	0	352	0	0	0	0	0	4	3	634	580	324	19	38,416	2,715	7	3	986	580	331	22	39,402	3,294
2014/3	231	11	28,530	1,188	2	0	336	0	0	0	0	0	5	3	1,026	886	231	11	28,530	1,188	7	3	1,362	886	238	14	29,892	2,074
2015/3	234	16	30,033	882	2	0	0	0	0	0	0	0	4	3	986	985	234	16	30,033	882	6	3	986	985	240	19	31,020	1,867
2016/3	293	20	38,862	1,179	2	0	0	0	0	0	0	0	4	3	1,987	1,987	293	20	38,862	1,179	6	3	1,987	1,987	299	23	40,849	3,166
2017/3	298	17	39,121	749	2	0	0	0	0	0	0	0	3	3	1,817	1,817	298	17	39,121	749	5	3	1,817	1,817	303	20	40,938	2,566
2018/3	309	16	44,087	727	3	0	353	0	1	0	135	0	3	3	2,480	2,480	310	16	44,221	727	6	3	2,833	2,480	316	19	47,054	3,207
2019/3	386	17	54,204	1,567	10	0	417	0	2	0	247	0	4	4	2,995	2,995	388	17	54,451	1,567	14	4	3,412	2,995	402	21	57,863	4,562
2020/3	486	33	66,230	2,114	5	2	183	53	2	0	237	0	4	4	4,248	4,248	488	33	66,466	2,114	9	6	4,431	4,301	497	39	70,898	6,415
2021/3	523	39	71,272	8,628	6	1	71	0	2	0	199	0	4	4	4,133	4,133	525	39	71,471	8,628	10	5	4,204	4,133	535	44	75,676	12,761
2022/3	656	59	91,857	8,971	10	0	247	0	3	0	223	0	4	4	4,506	4,506	659	59	92,080	8,971	14	4	4,753	4,506	673	63	96,833	13,478
2023/3	787	63	111,754	9,834	6	0	364	0	1	0	183	0	5	5	5,531	5,531	788	63	111,936	9,834	11	5	5,895	5,531	799	68	117,831	15,365
2023/6	789	62	111,447	9,719	6	0	364	0	1	0	198	0	5	5	5,026	5,026	790	62	111,645	9,719	11	5	5,390	5,026	801	67	117,035	14,745
2023/9	810	64	113,459	9,646	5	0	359	0	1	0	144	0	5	5	5,650	5,650	811	64	113,603	9,646	10	5	6,009	5,650	821	69	119,612	15,296
2023/12	810	73	116,092	10,263	5	0	359	0	3	0	155	0	5	5	5,447	5,447	813	73	116,247	10,263	10	5	5,806	5,447	823	78	122,054	15,710

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

	Domestic Clients								Overseas Clients								Total								Total (Discretionary Assets)			
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others				Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme
	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme	Number of Contracts	IN double layer scheme No. of contracts with master scheme	Amount	IN double layer scheme Amount of assets under management for master scheme				
2012/3	-15.7%	-26.7%	-8.9%	-30.5%	-	-	-	-	-	-	-	-	-	-	-	-	-15.7%	-26.7%	-8.9%	-30.5%	-	-	-	-	-14.7%	-20.0%	-7.9%	-29.5%
2013/3	-17.1%	-13.6%	-8.7%	-4.1%	50.0%	-100.0%	617.6%	-100.0%	-	-	-	-	33.3%	200.0%	59.6%	1350.3%	-17.1%	-13.6%	-8.7%	-4.1%	40.0%	50.0%	121.0%	1349.9%	-16.4%	-8.3%	-7.3%	14.7%
2014/3	-28.7%	-42.1%	-25.7%	-56.3%	-33.3%	-	-4.5%	-	-	-	-	-	25.0%	0.0%	61.9%	53.0%	-28.7%	-42.1%	-25.7%	-56.3%	0.0%	0.0%	38.2%	53.0%	-28.1%	-36.4%	-24.1%	-37.0%
2015/3	1.3%	45.5%	5.3%	-25.7%	0.0%	-	-100.0%	-	-	-	-	-	-20.0%	0.0%	-3.8%	11.1%	1.3%	45.5%	5.3%	-25.7%	-14.3%	0.0%	-27.6%	11.1%	0.8%	35.7%	3.8%	-10.0%
2016/3	25.2%	25.0%	29.4%	33.7%	0.0%	-	0.0%	-	-	-	-	-	0.0%	0.0%	101.5%	101.8%	25.2%	25.0%	29.4%	33.7%	0.0%	0.0%	101.5%	101.8%	24.6%	21.1%	31.7%	69.6%
2017/3	1.7%	-15.0%	0.7%	-36.5%	0.0%	-	0.0%	-	-	-	-	-	-25.0%	0.0%	-8.6%	-8.5%	1.7%	-15.0%	0.7%	-36.5%	-16.7%	0.0%	-8.6%	-8.5%	1.3%	-13.0%	0.2%	-18.9%
2018/3	3.7%	-5.9%	12.7%	-3.0%	50.0%	-	587900.0%	-	-	-	-	-	0.0%	0.0%	36.5%	36.5%	4.0%	-5.9%	13.0%	-3.0%	20.0%	0.0%	55.9%	36.5%	4.3%	-5.0%	14.9%	25.0%
2019/3	24.9%	6.3%	22.9%	115.6%	233.3%	-	18.1%	-	100.0%	-	83.6%	-	33.3%	33.3%	20.8%	20.8%	25.2%	6.3%	23.1%	115.6%	133.3%	33.3%	20.4%	20.8%	27.2%	10.5%	23.0%	42.3%
2020/3	25.9%	94.1%	22.2%	34.9%	-50.0%	-	-56.0%	-	0.0%	-	-4.1%	-	0.0%	0.0%	41.8%	41.8%	25.8%	94.1%	22.1%	34.9%	-35.7%	50.0%	29.9%	43.6%	23.6%	85.7%	22.5%	40.6%
2021/3	7.6%	18.2%	7.6%	308.2%	20.0%	-	-61.2%	-100.0%	0.0%	-	-15.9%	-	0.0%	0.0%	-2.7%	-2.7%	7.6%	18.2%	7.5%	308.2%	11.1%	-16.7%	-5.1%	-3.9%	7.6%	12.8%	6.7%	98.9%
2022/3	25.4%	51.3%	28.9%	4.0%	66.7%	-100.0%	246.7%	-	50.0%	-	12.1%	-	0.0%	0.0%	9.0%	9.0%	25.5%	51.3%	28.8%	4.0%	40.0%	-20.0%	13.0%	9.0%	25.8%	43.2%	28.0%	5.6%
2023/3	20.0%	6.8%	21.7%	9.6%	-40.0%	-	47.4%	-	-66.7%	-	-18.2%	-	25.0%	25.0%	22.7%	22.7%	19.6%	6.8%	21.6%	9.6%	-21.4%	25.0%	24.0%	22.7%	18.7%	7.9%	21.7%	14.0%
2023/6	0.3%	-1.6%	-0.3%	-1.2%	0.0%	-	0.0%	-	0.0%	-	8.6%	-	0.0%	0.0%	-9.1%	-9.1%	0.3%	-1.6%	-0.3%	-1.2%	0.0%	0.0%	-8.6%	-9.1%	0.3%	-1.5%	-0.7%	-4.0%
2023/9	2.7%	3.2%	1.8%	-0.7%	-16.7%	-	-1.3%	-	0.0%	-	-27.5%	-	0.0%	0.0%	12.4%	12.4%	2.7%	3.2%	1.8%	-0.7%	-9.1%	0.0%	11.5%	12.4%	2.5%	3.0%	2.2%	3.7%
2023/12	0.0%	14.1%	2.3%	6.4%	0.0%	-	0.0%	-	200.0%	-	8.1%	-	0.0%	0.0%	-3.6%	-3.6%	0.2%	14.1%	2.3%	6.4%	0.0%	0.0%	-3.4%	-3.6%	0.2%	13.0%	2.0%	2.7%

### 3. Real Estate Private Funds

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

(Unit : ¥ 100million)

	Domestic Clients									Overseas Clients						Total						Total (Discretionary Assets)						
	Securities related to real property				Others					Securities related to real property			Others			Securities related to real property			Others			Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme			
	Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme	Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme	Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme	Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme	Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme								
2011/3	985	82	89,879	8,428	0	0	0	0	0	0	0	0	0	0	0	985	82	89,879	8,428	0	0	0	0	985	82	89,879	8,428	
2012/3	980	77	89,347	7,547	8	4	103	9	0	0	0	0	3	1	397	40	980	77	89,347	7,547	11	5	500	49	991	82	89,847	7,596
2013/3	912	73	83,503	7,027	10	3	436	29	0	0	0	0	6	5	650	596	912	73	83,503	7,027	16	8	1,086	625	928	81	84,589	7,652
2014/3	730	63	65,527	3,592	8	3	430	30	0	0	0	0	7	5	1,043	903	730	63	65,527	3,592	15	8	1,473	933	745	71	67,000	4,525
2015/3	702	55	67,361	2,448	9	2	148	6	1	0	15	0	6	5	1,002	1,000	703	55	67,376	2,448	15	7	1,149	1,006	718	62	68,526	3,454
2016/3	788	59	74,878	2,751	7	0	197	0	1	0	14	0	6	5	1,996	1,995	789	59	74,891	2,751	13	5	2,192	1,995	802	64	77,084	4,746
2017/3	762	57	73,013	2,243	13	5	138	43	2	0	41	0	4	4	1,820	1,820	764	57	73,054	2,243	17	9	1,958	1,863	781	66	75,013	4,107
2018/3	916	79	83,808	3,332	18	5	779	58	3	0	203	0	4	4	2,480	2,480	919	79	84,011	3,332	22	9	3,259	2,539	941	88	87,270	5,870
2019/3	1,239	91	95,709	4,260	33	0	2,444	0	4	0	325	0	4	4	2,995	2,995	1,243	91	96,034	4,260	37	4	5,439	2,995	1,280	95	101,473	7,255
2020/3	1,498	172	116,853	9,556	26	2	1,420	53	6	0	338	0	4	4	4,248	4,248	1,504	172	117,191	9,556	30	6	5,668	4,301	1,534	178	122,859	13,857
2021/3	1,733	191	131,234	14,490	43	1	1,973	0	6	0	300	0	4	4	4,133	4,133	1,739	191	131,534	14,490	47	5	6,106	4,133	1,786	196	137,640	18,623
2022/3	2,086	198	164,903	14,410	78	2	4,597	240	8	0	377	0	5	4	4,507	4,506	2,094	198	165,281	14,410	83	6	9,104	4,746	2,177	204	174,385	19,157
2023/3	2,414	225	198,448	16,930	98	1	5,648	0	5	0	326	0	6	5	5,532	5,531	2,419	225	198,774	16,930	104	6	11,179	5,531	2,523	231	209,953	22,461
2023/6	2,441	227	199,090	17,212	116	1	6,291	1	5	0	339	0	6	5	5,027	5,026	2,446	227	199,429	17,212	122	6	11,317	5,027	2,568	233	210,746	22,239
2023/9	2,469	248	204,195	17,523	129	1	6,697	1	4	0	264	0	6	5	5,651	5,650	2,473	248	204,459	17,523	135	6	12,349	5,652	2,608	254	216,808	23,175
2023/12	2,481	246	211,620	18,961	150	0	7,452	0	7	0	302	0	6	5	5,448	5,447	2,488	246	211,922	18,961	156	5	12,901	5,447	2,644	251	224,823	24,408

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

	Domestic Clients									Overseas Clients						Total						Total (Discretionary Assets)						
	Securities related to real property				Others					Securities related to real property			Others			Securities related to real property			Others			Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme			
	Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme	Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme	Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme	Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme	Number of Contracts	In double layer scheme No. of contracts with master scheme	Amount	In double layer scheme Amount of assets under management for master scheme								
2012/3	-0.5%	-6.1%	-0.6%	-10.4%	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	0.6%	0.0%	0.0%	-9.9%
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%	-6.4%	-1.2%	-5.9%	0.7%
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%	-19.7%	-12.3%	-20.8%	-40.9%
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%	-3.6%	-12.7%	2.3%	-23.7%
2016/3	12.3%	7.3%	11.2%	12.4%	-22.2%	-100.0%	33.0%	-100.0%	0.0%	-	-9.1%	-	0.0%	0.0%	99.2%	99.5%	12.2%	7.3%	11.2%	12.4%	-13.3%	-28.6%	90.7%	98.3%	11.7%	3.2%	12.5%	37.4%
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%	-2.6%	3.1%	-2.7%	-13.5%
2018/3	20.2%	38.6%	14.8%	48.5%	38.5%	0.0%	463.5%	34.8%	50.0%	-	388.9%	-	0.0%	0.0%	36.3%	36.3%	20.3%	38.6%	15.0%	48.5%	29.4%	0.0%	66.4%	36.2%	20.5%	33.3%	16.3%	42.9%
2019/3	35.3%	15.2%	14.2%	27.9%	83.3%	-100.0%	213.7%	-100.0%	33.3%	-	60.3%	-	0.0%	0.0%	20.8%	20.8%	35.3%	15.2%	14.3%	27.9%	68.2%	-55.6%	66.9%	18.0%	36.0%	8.0%	16.3%	23.6%
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%	43.6%	19.8%	87.4%	21.1%	91.0%
2021/3	15.7%	11.0%	12.3%	51.6%	65.4%	-50.0%	38.9%	-100.0%	0.0%	-	-11.2%	-	0.0%	0.0%	-2.7%	-2.7%	15.6%	11.0%	12.2%	51.6%	56.7%	-16.7%	7.7%	-3.9%	16.4%	10.1%	12.0%	34.4%
2022/3	20.4%	3.7%	25.7%	-0.5%	81.4%	100.0%	133.0%	-	33.3%	-	25.8%	-	25.0%	0.0%	9.0%	9.0%	20.4%	3.7%	25.7%	-0.5%	76.6%	20.0%	49.1%	14.8%	21.9%	4.1%	26.7%	2.9%
2023/3	15.7%	13.6%	20.3%	17.5%	25.6%	-50.0%	22.8%	-100.0%	-37.5%	-	-13.7%	-	20.0%	25.0%	22.7%	22.7%	15.5%	13.6%	20.3%	17.5%	25.3%	0.0%	22.8%	16.5%	15.9%	13.2%	20.4%	17.2%
2023/6	1.1%	0.9%	0.3%	1.7%	18.4%	0.0%	11.4%	-	0.0%	-	4.2%	-	0.0%	0.0%	-9.1%	-9.1%	1.1%	0.9%	0.3%	1.7%	17.3%	0.0%	1.2%	-9.1%	1.8%	0.9%	0.4%	-1.0%
2023/9	1.1%	9.3%	2.6%	1.8%	11.2%	0.0%	6.5%	0.0%	-20.0%	-	-22.2%	-	0.0%	0.0%	12.4%	12.4%	1.1%	9.3%	2.5%	1.8%	10.7%	0.0%	9.1%	12.4%	1.6%	9.0%	2.9%	4.2%
2023/12	0.5%	-0.8%	3.6%	8.2%	16.3%	-100.0%	11.3%	-100.0%	75.0%	-	14.4%	-	0.0%	0.0%	-3.6%	-3.6%	0.6%	-0.8%	3.6%	8.2%	15.6%	-16.7%	4.5%	-3.6%	1.4%	-1.2%	3.7%	5.3%

### 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
2021/3	1,209	152	59,959	5,862	37	0	1,902	0	5	0	103	0	0	0	0	0	0	0	0	0	0	0	0	0
2022/3	1,429	139	73,044	5,439	68	2	4,351	240	6	0	157	0	1	0	1	0	0	0	0	0	0	0	0	0
2023/3	1,625	162	86,670	7,096	92	1	5,284	0	6	0	167	0	1	0	1	0	0	0	0	0	0	0	0	0
2023/6	1,650	165	87,619	7,493	110	1	5,927	1	6	0	165	0	1	0	1	0	0	0	0	0	0	0	0	0
2023/9	1,657	184	90,712	7,877	124	1	6,338	1	5	0	144	0	1	0	1	0	0	0	0	0	0	0	0	0
2023/12	1,671	173	95,528	8,698	145	0	7,094	0	4	0	146	0	1	0	1	0	0	0	0	0	0	0	0	0

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

	Japan								Overseas								Global							
	Securities related to real property				Others				Securities related to real property				Others				Securities related to real property				Others			
	Number of Contracts	IN double layer scheme 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%	-100.0%	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%	--	--	--	--	--	--	--	--	--	--	--	--	--
2021/3	19.6%	9.4%	18.4%	-21.2%	76.2%	--	53.7%	--	0.0%	--	-0.2%	--	--	--	--	--	--	--	--	--	--	--	--	--
2022/3	18.2%	-8.6%	21.8%	-7.2%	83.8%	--	128.8%	--	20.0%	--	51.6%	--	--	--	--	--	--	--	--	--	--	--	--	--
2023/3	13.7%	16.5%	18.7%	30.5%	35.3%	-50.0%	375.7%	-100.0%	0.0%	--	6.7%	--	0.0%	--	20.6%	--	--	--	--	--	--	--	--	--
2023/6	1.5%	1.9%	1.1%	5.6%	19.6%	0.0%	12.2%	--	0.0%	--	-1.3%	--	0.0%	--	6.1%	--	--	--	--	--	--	--	--	--
2023/9	0.4%	11.5%	3.5%	5.1%	12.7%	0.0%	6.9%	0.0%	-16.7%	--	-12.7%	--	0.0%	--	16.1%	--	--	--	--	--	--	--	--	--
2023/12	0.8%	-6.0%	5.3%	10.4%	16.9%	-100.0%	11.9%	-100.0%	-20.0%	--	1.4%	--	0.0%	--	5.9%	--	--	--	--	--	--	--	--	--

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

### 3. Real Estate Private Funds

(5) Assets Under Management by Country and Region

(Unit : ¥ 100million)

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others
2011/3	0	0	42,807	622	301	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
2012/3	0	0	46,223	624	476	0	0	0	0	0	0	0	0	0	0	0	0	21	0	0	0	0	0	0	0
2013/3	0	0	44,377	677	92	0	0	0	0	16	0	0	0	0	0	0	0	24	0	0	0	0	0	0	0
2014/3	0	32	36,446	503	70	0	0	0	0	17	0	0	0	0	0	0	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
2021/3	0	0	59,584	314	1,963	0	0	46	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	4	53
2022/3	150	0	72,514	395	4,336	0	0	46	0	0	0	0	0	0	0	0	22	0	1	0	0	0	0	5	83
2023/3	0	195	86,118	410	5,232	0	0	51	0	0	0	0	0	0	0	0	24	0	1	0	0	0	0	9	84
2023/6	0	206	87,067	388	5,885	0	0	53	0	0	0	0	0	0	0	0	24	0	1	0	0	0	0	7	81
2023/9	329	106	89,919	591	6,105	0	0	36	0	0	0	0	0	0	0	0	24	0	1	0	0	0	0	5	79
2023/12	89	134	94,705	487	7,206	0	0	34	0	0	0	0	0	0	0	0	32	0	1	0	0	0	0	5	75

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%	
2021/3	0.0%	--	18.6%	-4.7%	52.0%	--	--	0.0%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	-40.6%	4.7%	
2022/3	43932.4%	--	21.7%	25.8%	120.9%	--	--	0.0%	--	--	--	--	--	--	--	--	--	--	--	--	--	--	32.8%	55.7%	
2023/3	-100.0%	--	18.8%	3.7%	20.7%	--	--	9.2%	--	--	--	--	--	--	--	--	8.8%	--	20.6%	--	--	--	69.4%	1.0%	
2023/6	--	5.7%	1.1%	-5.3%	12.5%	--	--	4.0%	--	--	--	--	--	--	--	--	0.0%	--	6.1%	--	--	--	-13.8%	-3.5%	
2023/9	--	-48.4%	3.3%	52.5%	3.7%	--	--	-31.5%	--	--	--	--	--	--	--	--	0.0%	--	16.1%	--	--	--	-29.7%	-2.7%	
2023/12	-73.0%	26.4%	5.3%	-17.5%	18.0%	--	--	-5.1%	--	--	--	--	--	--	--	--	29.8%	--	5.9%	--	--	--	1.2%	-4.4%	

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	0.0%	0.0%	97.9%	1.4%	0.7%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2012/3	0.0%	0.0%	97.6%	1.3%	1.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2013/3	0.0%	0.0%	98.2%	1.5%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2014/3	0.0%	0.1%	98.2%	1.4%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2015/3	0.2%	0.1%	98.8%	0.7%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2016/3	0.0%	0.0%	98.9%	0.5%	0.6%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
2017/3	0.0%	0.0%	99.0%	0.5%	0.4%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
2018/3	0.1%	0.0%	98.0%	0.4%	1.3%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
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%
2021/3	0.0%	0.0%	96.2%	0.5%	3.2%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
2022/3	0.2%	0.0%	93.5%	0.5%	5.6%	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%
2023/3	0.0%	0.2%	93.5%	0.4%	5.7%	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%
2023/6	0.0%	0.2%	92.9%	0.4%	6.3%	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%
2023/9	0.3%	0.1%	92.5%	0.6%	6.3%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%
2023/12	0.1%	0.1%	92.2%	0.5%	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%	0.1%

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
2021/3	0	0	0	0	0
2022/3	0	0	0	0	0
2023/3	0	0	0	0	0
2023/6	0	0	0	0	0
2023/9	0	0	0	0	0
2023/12	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
2021/3	0	0	1,344	0
2022/3	0	0	1,016	0
2023/3	0	0	998	0
2023/6	0	0	992	0
2023/9	88	0	839	0
2023/12	77	0	841	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
2021/3	0	0	0	0	0
2022/3	0	0	0	0	0
2023/3	0	0	0	0	0
2023/6	0	0	0	0	0
2023/9	0	0	0	0	0
2023/12	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)

	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	6,586	5,980	558,034	59,721	564,620	65,700	0	0	2	2	2	2
2018/3	7,232	7,339	709,380	72,503	716,612	79,841	0	0	2	2	2	2
2019/3	8,004	8,289	860,087	79,982	868,091	88,271	0	0	1	1	1	1
2020/3	10,997	9,350	1,016,347	78,423	1,027,344	87,773	0	0	1	1	1	1
2021/3	12,361	11,285	1,166,033	100,795	1,178,394	112,079	0	0	0	0	0	0
2022/3	17,305	14,592	1,335,832	122,630	1,353,137	137,222	0	0	0	0	0	0
2023/3	20,214	15,758	1,501,153	130,714	1,521,367	146,472	0	0	0	0	0	0
2023/6	20,476	16,769	1,522,262	142,463	1,542,738	159,232	0	0	0	0	0	0
2023/9	21,066	17,309	1,576,369	145,928	1,597,435	163,237	0	0	0	0	0	0
2023/12	21,650	18,094	1,600,130	152,713	1,621,780	170,807	0	0	0	0	0	0

(Unit : ¥ 100million)

Total (Discretionary Assets)	
Number of Contract	Amount
564,622	65,702
716,614	79,843
868,092	88,272
1,027,345	87,774
1,178,394	112,079
1,353,137	137,222
1,521,367	146,472
1,542,738	159,232
1,597,435	163,237
1,621,780	170,807

### 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	9.8%	22.7%	27.1%	21.4%	26.9%	21.5%	-	-	0.0%	-5.2%	0.0%	-5.2%
2019/3	10.7%	12.9%	21.2%	10.3%	21.1%	10.6%	-	-	-50.0%	-29.4%	-50.0%	-29.4%
2020/3	37.4%	12.8%	18.2%	-1.9%	18.3%	-0.6%	-	-	0.0%	-10.5%	0.0%	-10.5%
2021/3	12.4%	20.7%	14.7%	28.5%	14.7%	27.7%	-	-	-100.0%	-100.0%	-100.0%	-100.0%
2022/3	40.0%	29.3%	14.6%	21.7%	14.8%	22.4%	-	-	-	-	-	-
2023/3	16.8%	8.0%	12.4%	6.6%	12.4%	6.7%	-	-	-	-	-	-
2023/6	1.3%	6.4%	1.4%	9.0%	1.4%	8.7%	-	-	-	-	-	-
2023/9	2.9%	3.2%	3.6%	2.4%	3.5%	2.5%	-	-	-	-	-	-
2023/12	2.8%	4.5%	1.5%	4.6%	1.5%	4.6%	-	-	-	-	-	-

Total (Discretionary Assets)	
Number of Contract	Amount
26.9%	21.5%
21.1%	10.6%
18.3%	-0.6%
14.7%	27.7%
14.8%	22.4%
12.4%	6.7%
1.4%	8.7%
3.5%	2.5%
1.5%	4.6%

※ “Wrap Accounts” mean those accounts in which clients pay one comprehensive asset-based fee which includes management fees, commissions for the execution of transactions, administrative fees, etc.

## 4. Wrap Accounts

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

(Unit : ¥ 100million)

	Domestic Clients						Overseas Clients					
	Corporations		Individuals		Total		Corporations		Individuals		Total	
	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount	Number of Contract	Amount
2017/3	0	0	0	0	0	0	0	0	0	0	0	0
2018/3	2	6	2	4	4	10	0	0	0	0	0	0
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
2021/3	2	6	0	0	2	6	0	0	0	0	0	0
2022/3	102	1,489	139	1,412	241	2,900	0	0	0	0	0	0
2023/3	121	1,563	144	1,126	265	2,689	0	0	0	0	0	0
2023/6	125	1,681	144	1,224	269	2,905	0	0	0	0	0	0
2023/9	132	1,778	147	1,266	279	3,044	0	0	0	0	0	0
2023/12	140	1,842	151	1,340	291	3,182	0	0	0	0	0	0

Total (Discretionary Assets)	
Number of Contract	Amount
0	0
4	10
5	15
3	7
2	6
241	2,900
265	2,689
269	2,905
279	3,044
291	3,182

### 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%	-	-	-	-	-	-
2021/3	0.0%	-0.5%	-100.0%	-100.0%	-33.3%	-21.5%	-	-	-	-	-	-
2022/3	5000.0%	26871.6%	-	-	11950.0%	52442.5%	-	-	-	-	-	-
2023/3	18.6%	5.0%	3.6%	-20.2%	10.0%	-7.3%	-	-	-	-	-	-
2023/6	3.3%	7.6%	0.0%	8.7%	1.5%	8.1%	-	-	-	-	-	-
2023/9	5.6%	5.7%	2.1%	3.5%	3.7%	4.8%	-	-	-	-	-	-
2023/12	6.1%	3.6%	2.7%	5.8%	4.3%	4.5%	-	-	-	-	-	-

Total (Discretionary Assets)	
Number of Contract	Amount
-	-
25.0%	52.3%
-40.0%	-54.4%
-33.3%	-21.5%
11950.0%	52442.5%
10.0%	-7.3%
1.5%	8.1%
3.7%	4.8%
4.3%	4.5%

## 4. Wrap Accounts

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

(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	6,586	5,980	558,034	59,721	564,620	65,700	0	0	2	2	2	2
2018/3	7,234	7,345	709,382	72,507	716,616	79,851	0	0	2	2	2	2
2019/3	8,007	8,299	860,089	79,987	868,096	88,286	0	0	1	1	1	1
2020/3	10,999	9,356	1,016,348	78,424	1,027,347	87,780	0	0	1	1	1	1
2021/3	12,363	11,290	1,166,033	100,795	1,178,396	112,085	0	0	0	0	0	0
2022/3	17,407	16,081	1,335,971	124,041	1,353,378	140,122	0	0	0	0	0	0
2023/3	20,335	17,321	1,501,297	131,840	1,521,632	149,161	0	0	0	0	0	0
2023/6	20,601	18,451	1,522,406	143,687	1,543,007	162,138	0	0	0	0	0	0
2023/9	21,198	19,087	1,576,516	147,194	1,597,714	166,281	0	0	0	0	0	0
2023/12	21,790	19,936	1,600,281	154,052	1,622,071	173,989	0	0	0	0	0	0

Total (Discretionary Assets)	
Number of Contract	Amount
564,622	65,702
716,618	79,853
868,097	88,287
1,027,348	87,781
1,178,396	112,085
1,353,378	140,122
1,521,632	149,161
1,543,007	162,138
1,597,714	166,281
1,622,071	173,989

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	9.8%	22.8%	27.1%	21.4%	26.9%	21.5%	-	-	0.0%	-5.2%	0.0%	-5.2%
2019/3	10.7%	13.0%	21.2%	10.3%	21.1%	10.6%	-	-	-50.0%	-29.4%	-50.0%	-29.4%
2020/3	37.4%	12.7%	18.2%	-2.0%	18.3%	-0.6%	-	-	0.0%	-10.5%	0.0%	-10.5%
2021/3	12.4%	20.7%	14.7%	28.5%	14.7%	27.7%	-	-	-100.0%	-100.0%	-100.0%	-100.0%
2022/3	40.8%	42.4%	14.6%	23.1%	14.8%	25.0%	-	-	-	-	-	-
2023/3	16.8%	7.7%	12.4%	6.3%	12.4%	6.5%	-	-	-	-	-	-
2023/6	1.3%	6.5%	1.4%	9.0%	1.4%	8.7%	-	-	-	-	-	-
2023/9	2.9%	3.4%	3.6%	2.4%	3.5%	2.6%	-	-	-	-	-	-
2023/12	2.8%	4.4%	1.5%	4.7%	1.5%	4.6%	-	-	-	-	-	-

Total (Discretionary Assets)	
Number of Contract	Amount
26.9%	21.5%
21.1%	10.6%
18.3%	-0.6%
14.7%	27.7%
14.8%	25.0%
12.4%	6.5%
1.4%	8.7%
3.5%	2.6%
1.5%	4.6%

#### 4. Wrap Accounts

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

###### ① Mutual Fund Wrap Accounts

###### ① Number of Contract

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2017/3	1	67	124,554	0	49	18	3	191	437,821	562,704
2018/3	3	44	134,226	0	47	5	8	1,006	579,656	714,995
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
2021/3	51	81	136,771	5	77	29	278	1,837	1,037,386	1,176,515
2022/3	101	88	143,947	11	54	10	587	1,977	1,203,774	1,350,549
2023/3	94	49	156,615	355	145	27	597	1,947	1,358,233	1,518,062
2023/6	141	52	161,295	8	148	537	574	1,869	1,373,906	1,538,530
2023/9	146	45	168,206	9	160	634	574	1,800	1,421,010	1,592,584
2023/12	153	40	174,101	10	164	739	572	1,708	1,438,722	1,616,209

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

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2017/3	-	-	-	-	-	-	-	-	-	-
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%
2021/3	24.4%	12.5%	-4.2%	-16.7%	13.2%	-14.7%	120.6%	-8.0%	17.8%	14.7%
2022/3	98.0%	8.6%	5.2%	120.0%	-29.9%	-65.5%	111.2%	7.6%	16.0%	14.8%
2023/3	-6.9%	-44.3%	8.8%	3127.3%	168.5%	170.0%	1.7%	-1.5%	12.8%	12.4%
2023/6	50.0%	6.1%	3.0%	-97.7%	2.1%	1888.9%	-3.9%	-4.0%	1.2%	1.3%
2023/9	3.5%	-13.5%	4.3%	12.5%	8.1%	18.1%	0.0%	-3.7%	3.4%	3.5%
2023/12	4.8%	-11.1%	3.5%	11.1%	2.5%	16.6%	-0.3%	-5.1%	1.2%	1.5%

###### 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
2021/3	53	162	24,019	3	258	9	236	2,169	83,139	110,048
2022/3	62	159	28,007	6	260	5	512	2,383	103,910	135,305
2023/3	64	83	29,418	40	440	14	523	2,431	111,534	144,547
2023/6	94	92	32,516	5	315	29	576	2,443	121,113	157,184
2023/9	100	85	33,947	5	324	29	602	2,455	123,478	161,025
2023/12	107	83	35,826	6	324	30	635	2,314	129,251	168,576

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

	Domestic			Overseas			Global			Total
	Stocks	Bonds	Others	Stocks	Bonds	Others	Stocks	Bonds	Others	
2017/3	-	-	-	-	-	-	-	-	-	-
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%
2021/3	37.4%	11.3%	23.1%	86.4%	-6.6%	-12.6%	82.1%	8.0%	30.1%	27.9%
2022/3	16.5%	-1.5%	16.6%	101.2%	0.8%	-39.3%	116.8%	9.9%	25.0%	23.0%
2023/3	3.6%	-47.9%	5.0%	527.7%	69.2%	157.4%	2.1%	2.0%	7.3%	6.8%
2023/6	47.1%	11.4%	10.5%	-88.4%	-28.4%	109.7%	10.1%	0.5%	8.6%	8.7%
2023/9	6.8%	-8.2%	4.4%	5.5%	2.6%	-1.3%	4.6%	0.5%	2.0%	2.4%
2023/12	6.8%	-2.7%	5.5%	20.8%	0.0%	4.1%	5.5%	-5.8%	4.7%	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%
2021/3	0.0%	0.1%	21.8%	0.0%	0.2%	0.0%	0.2%	2.0%	75.5%	100.0%
2022/3	0.0%	0.1%	20.7%	0.0%	0.2%	0.0%	0.4%	1.8%	76.8%	100.0%
2023/3	0.0%	0.1%	20.4%	0.0%	0.3%	0.0%	0.4%	1.7%	77.2%	100.0%
2023/6	0.1%	0.1%	20.7%	0.0%	0.2%	0.0%	0.4%	1.6%	77.1%	100.0%
2023/9	0.1%	0.1%	21.1%	0.0%	0.2%	0.0%	0.4%	1.5%	76.7%	100.0%
2023/12	0.1%	0.0%	21.3%	0.0%	0.2%	0.0%	0.4%	1.4%	76.7%	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)

##### 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
2021/3	1,128	0	148	0	0	0	1	6	596	1,879
2022/3	1,971	0	54	0	0	0	1	4	558	2,588
2023/3	2,725	0	24	0	0	0	1	4	551	3,305
2023/6	3,088	0	19	0	0	557	1	4	539	4,208
2023/9	3,436	0	18	0	0	860	1	4	532	4,851
2023/12	3,864	0	15	0	0	1,177	0	1	514	5,571

##### 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%
2021/3	76.0%	-	-20.0%	-	-	-	0.0%	200.0%	-7.2%	27.7%
2022/3	74.7%	-	-63.5%	-	-	-	0.0%	-33.3%	-6.4%	37.7%
2023/3	38.3%	-	-55.6%	-	-	-	0.0%	0.0%	-1.3%	27.7%
2023/6	13.3%	-	-20.8%	-	-	-	0.0%	0.0%	-2.2%	27.3%
2023/9	11.3%	-	-5.3%	-	-	54.4%	0.0%	0.0%	-1.3%	15.3%
2023/12	12.5%	-	-16.7%	-	-	36.9%	-100.0%	-75.0%	-3.4%	14.8%

##### 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
2021/3	166	0	463	0	0	0	1	75	1,327	2,032
2022/3	223	0	227	0	0	0	1	55	1,411	1,917
2023/3	225	0	165	0	0	0	1	60	1,475	1,926
2023/6	252	0	131	0	0	56	1	66	1,543	2,048
2023/9	268	0	129	0	0	97	1	68	1,649	2,213
2023/12	275	0	79	0	0	143	0	14	1,720	2,231

##### 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%
2021/3	103.0%	-	-12.6%	-	-	-	47.3%	493.8%	18.0%	16.1%
2022/3	34.1%	-	-51.0%	-	-	-	21.0%	-25.9%	6.3%	-5.7%
2023/3	1.1%	-	-27.3%	-	-	-	-3.1%	9.2%	4.5%	0.5%
2023/6	11.9%	-	-20.4%	-	-	-	14.7%	9.2%	4.6%	6.4%
2023/9	6.5%	-	-1.5%	-	-	75.0%	1.8%	3.7%	6.9%	8.0%
2023/12	2.6%	-	-38.9%	-	-	46.9%	-100.0%	-78.9%	4.3%	0.8%

##### 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%
2021/3	8.2%	0.0%	22.8%	0.0%	0.0%	0.0%	0.0%	3.7%	65.3%	100.0%
2022/3	11.6%	0.0%	11.8%	0.0%	0.0%	0.0%	0.1%	2.9%	73.6%	100.0%
2023/3	11.7%	0.0%	8.6%	0.0%	0.0%	0.0%	0.0%	3.1%	76.6%	100.0%
2023/6	12.3%	0.0%	6.4%	0.0%	0.0%	2.7%	0.1%	3.2%	75.3%	100.0%
2023/9	12.1%	0.0%	5.8%	0.0%	0.0%	4.4%	0.1%	3.1%	74.5%	100.0%
2023/12	12.3%	0.0%	3.5%	0.0%	0.0%	6.4%	0.0%	0.6%	77.1%	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
2021/3	865,695	190,661	94,957	19,449	7,366	266	1,178,394
2022/3	984,304	216,915	117,936	24,494	9,176	312	1,353,137
2023/3	1,146,112	214,772	125,816	25,262	9,115	290	1,521,367
2023/6	1,109,414	251,038	140,993	29,869	11,078	346	1,542,738
2023/9	1,163,068	247,742	144,355	30,712	11,202	356	1,597,435
2023/12	1,154,471	268,284	153,104	33,120	12,429	372	1,621,780

#### 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%
2021/3	5.3%	57.9%	41.3%	58.9%	61.2%	51.1%	14.7%
2022/3	13.7%	13.8%	24.2%	25.9%	24.6%	17.3%	14.8%
2023/3	16.4%	-1.0%	6.7%	3.1%	-0.7%	-7.1%	12.4%
2023/6	-3.2%	16.9%	12.1%	18.2%	21.5%	19.3%	1.4%
2023/9	4.8%	-1.3%	2.4%	2.8%	1.1%	2.9%	3.5%
2023/12	-0.7%	8.3%	6.1%	7.8%	11.0%	4.5%	1.5%

#### 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%
2021/3	73.5%	16.2%	8.1%	1.7%	0.6%	0.0%	100.0%
2022/3	72.7%	16.0%	8.7%	1.8%	0.7%	0.0%	100.0%
2023/3	75.3%	14.1%	8.3%	1.7%	0.6%	0.0%	100.0%
2023/6	71.9%	16.3%	9.1%	1.9%	0.7%	0.0%	100.0%
2023/9	72.8%	15.5%	9.0%	1.9%	0.7%	0.0%	100.0%
2023/12	71.2%	16.5%	9.4%	2.0%	0.8%	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
2021/3	25,953	25,098	28,260	12,697	14,030	6,041	112,079
2022/3	31,285	29,004	35,507	16,229	17,940	7,256	137,222
2023/3	36,813	29,260	38,112	16,951	18,233	7,103	146,472
2023/6	34,499	33,345	42,533	19,750	21,178	7,927	159,232
2023/9	36,102	33,149	43,641	20,440	21,497	8,409	163,237
2023/12	35,140	35,503	46,168	21,844	23,434	8,717	170,807

#### 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%
2021/3	-7.5%	47.0%	39.3%	51.3%	41.7%	48.5%	27.7%
2022/3	20.5%	15.6%	25.6%	27.8%	27.9%	20.1%	22.4%
2023/3	17.7%	0.9%	7.3%	4.4%	1.6%	-2.1%	6.7%
2023/6	-6.3%	14.0%	11.6%	16.5%	16.1%	11.6%	8.7%
2023/9	4.6%	-0.6%	2.6%	3.5%	1.5%	6.1%	2.5%
2023/12	-2.7%	7.1%	5.8%	6.9%	9.0%	3.7%	4.6%

#### 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%
2021/3	23.2%	22.4%	25.2%	11.3%	12.5%	5.4%	100.0%
2022/3	22.8%	21.1%	25.9%	11.8%	13.1%	5.3%	100.0%
2023/3	25.1%	20.0%	26.0%	11.6%	12.4%	4.8%	100.0%
2023/6	21.7%	20.9%	26.7%	12.4%	13.3%	5.0%	100.0%
2023/9	22.1%	20.3%	26.7%	12.5%	13.2%	5.2%	100.0%
2023/12	20.6%	20.8%	27.0%	12.8%	13.7%	5.1%	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 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	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
2021/3	6,557	6,380	171	2,773	26,684	308	262	98	7	47	7	68	0	0	0	115	27	0	0	0	11,155	18,073	223	138	38,985
2022/3	5,824	7,824	246	3,181	30,981	556	409	152	5	84	144	99	0	0	0	81	19	0	0	0	17,602	22,363	296	150	47,207
2023/3	5,835	6,952	406	4,270	32,714	618	664	196	6	55	140	13	0	0	0	55	11	0	0	0	18,319	23,826	310	130	51,953
2023/6	7,109	6,129	434	4,814	35,922	690	791	225	3	140	144	11	0	0	0	37	10	0	0	0	20,662	24,412	584	163	56,952
2023/9	7,603	6,666	475	4,117	37,430	811	1,015	229	12	182	144	10	0	0	0	35	8	0	0	0	19,370	25,336	739	147	58,908
2023/12	8,109	7,195	565	3,701	39,294	814	971	232	5	235	156	4	0	0	0	3	1	0	0	0	21,063	25,988	786	125	61,560

Percentage changes from the previous year (or term)

	Japan					USA					Europe					Asia					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	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%
2021/3	6.4%	49.4%	134.5%	-4.8%	25.3%	116.8%	35.0%	62.9%	-20.1%	109.8%	-86.2%	60.3%	-	-	-	800.1%	972.6%	-	-	-	71.7%	-4.6%	201.4%	60.9%	44.8%
2022/3	-11.2%	22.6%	43.6%	14.7%	16.1%	80.1%	56.3%	54.6%	-25.2%	79.0%	1859.4%	44.7%	-	-	-	-29.9%	-29.8%	-	-	-	57.8%	23.7%	32.5%	8.6%	21.1%
2023/3	0.2%	-11.2%	65.4%	34.2%	5.6%	11.2%	62.4%	29.5%	3.1%	-34.8%	-3.2%	-87.1%	-	-	-	-31.7%	-40.9%	-	-	-	4.1%	6.5%	4.9%	-13.5%	10.1%
2023/6	21.8%	-11.8%	6.8%	12.8%	9.8%	11.8%	19.0%	14.3%	-50.8%	154.5%	3.2%	-10.9%	-	-	-	-32.4%	-10.2%	-	-	-	12.8%	2.5%	88.1%	25.5%	9.6%
2023/9	6.9%	8.8%	9.6%	-14.5%	4.2%	17.4%	28.3%	1.8%	321.2%	30.4%	-0.3%	-7.3%	-	-	-	-5.9%	-21.9%	-	-	-	-6.3%	3.8%	26.6%	-9.8%	3.4%
2023/12	6.7%	7.9%	18.8%	-10.1%	5.0%	0.4%	-4.3%	1.5%	-61.5%	29.1%	8.5%	-60.9%	-	-	-	-90.3%	-81.2%	-	-	-	8.7%	2.6%	6.4%	-15.0%	4.5%

Percentage

	Japan					USA					Europe					Asia					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	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%
2021/3	5.9%	5.7%	0.2%	2.5%	23.8%	0.3%	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%	10.0%	16.1%	0.2%	0.1%	34.8%
2022/3	4.2%	5.7%	0.2%	2.3%	22.6%	0.4%	0.3%	0.1%	0.0%	0.1%	0.1%	0.1%	0.0%	0.0%	0.0%	0.1%	0.0%	0.0%	0.0%	0.0%	12.8%	16.3%	0.2%	0.1%	34.4%
2023/3	4.0%	4.7%	0.3%	2.9%	22.3%	0.4%	0.5%	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%	12.5%	16.3%	0.2%	0.1%	35.5%
2023/6	4.5%	3.8%	0.3%	3.0%	22.6%	0.4%	0.5%	0.1%	0.0%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	13.0%	15.3%	0.4%	0.1%	35.8%
2023/9	4.7%	4.1%	0.3%	2.5%	22.9%	0.5%	0.6%	0.1%	0.0%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	11.9%	15.5%	0.5%	0.1%	36.1%
2023/12	4.7%	4.2%	0.3%	2.2%	23.0%	0.5%	0.6%	0.1%	0.0%	0.1%	0.1%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	12.3%	15.2%	0.5%	0.1%	36.0%

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



## 4. Wrap Accounts

### (7) Domestic Investment Trusts

(Unit : ¥ 100million)

	Domestic Publicly Offered Investment Trusts	Domestic Privately Placed Investment Trusts	Total
2023/3	111,839	472	112,311
2023/6	120,365	477	120,842
2023/9	123,638	687	124,325
2023/12	131,234	715	131,948

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

	Domestic Publicly Offered Investment Trusts	Domestic Privately Placed Investment Trusts	Total
2023/6	7.6%	1.1%	7.6%
2023/9	2.7%	44.0%	2.9%
2023/12	6.1%	4.0%	6.1%

### (8) 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
2021/3	0	0	0	0	0
2022/3	0	0	0	0	0
2023/3	0	0	0	0	0
2023/6	0	0	0	0	0
2023/9	0	0	0	0	0
2023/12	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
2021/3	0	0	0	0
2022/3	0	0	0	0
2023/6	0	0	0	0
2023/9	0	0	0	0
2023/12	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
2021/3	0	0	0	0	0
2022/3	0	0	0	0	0
2023/3	0	0	0	0	0
2023/6	0	0	0	0	0
2023/9	0	0	0	0	0
2023/12	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
2021/3	2,850	229	3,078	0	0	0	2,850	229	3,078
2022/3	3,587	225	3,812	0	0	0	3,587	225	3,812
2023/3	4,572	237	4,809	0	0	0	4,572	237	4,809
2023/6	4,435	257	4,692	0	0	0	4,435	257	4,692
2023/9	4,530	252	4,782	0	0	0	4,530	252	4,782
2023/12	6,036	242	6,278	0	0	0	6,036	242	6,278

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

	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%
2021/3	11.9%	10.8%	11.8%	-	-	-	11.9%	10.8%	11.8%
2022/3	25.9%	-1.4%	23.9%	-	-	-	25.9%	-1.4%	23.9%
2023/3	27.4%	5.2%	26.1%	-	-	-	27.4%	5.2%	26.1%
2023/6	-3.0%	8.3%	-2.4%	-	-	-	-3.0%	8.3%	-2.4%
2023/9	2.1%	-2.1%	1.9%	-	-	-	2.1%	-2.1%	1.9%
2023/12	33.2%	-3.9%	31.3%	-	-	-	33.2%	-3.9%	31.3%

5. Collective Investment Schemes(excluding mutual funds)

(2) Assets Under Management by Asset Class

	Japan		Overseas		Global		Total
	Stocks	Others	Stocks	Others	Stocks	Others	
2011/3	23	11	11	8	25	26	104
2012/3	17	11	7	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	21	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
2021/3	20	20	8	62	19	7	136
2022/3	25	22	6	75	19	7	154
2023/3	32	27	6	79	13	8	165
2023/6	33	26	6	76	15	6	164
2023/9	35	26	6	78	14	7	166
2023/12	36	25	6	80	14	7	198

Percentage changes from the previous year (or term)

	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%
2021/3	25.0%	11.1%	0.0%	-13.9%	0.0%	0.0%	-2.9%
2022/3	25.0%	10.0%	-25.0%	21.0%	0.0%	0.0%	13.2%
2023/3	28.0%	22.7%	0.0%	5.3%	-51.3%	14.3%	7.1%
2023/6	3.1%	-3.7%	0.0%	-1.3%	15.4%	-25.0%	-0.6%
2023/9	6.1%	0.0%	0.0%	0.0%	-6.7%	16.7%	1.2%
2023/12	2.9%	-3.8%	0.0%	2.6%	0.0%	428.6%	19.3%

②Amount of Assets

(Unit : ¥ 100million)

	Japan		Overseas		Global		Total
	Stocks	Others	Stocks	Others	Stocks	Others	
2011/3	129	70	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	465	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	2,365
2020/3	256	1,089	11	421	459	518	2,754
2021/3	433	1,126	14	445	484	577	3,078
2022/3	548	1,529	9	610	441	674	3,812
2023/3	684	1,971	7	722	465	960	4,809
2023/6	732	1,666	7	786	494	1,006	4,992
2023/9	925	1,569	7	890	381	1,011	4,782
2023/12	1,064	1,525	7	827	370	2,485	6,278

Percentage changes from the previous year (or term)

	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%	-23.8%	-13.5%	-13.8%	24.9%
2019/3	30.1%	35.2%	-8.5%	238.9%	-15.2%	138.0%	35.6%
2020/3	13.7%	11.0%	-48.8%	47.7%	-8.1%	47.7%	16.6%
2021/3	69.2%	3.4%	22.2%	5.5%	5.9%	11.4%	11.8%
2022/3	26.6%	35.8%	-31.0%	37.2%	-8.8%	16.9%	23.9%
2023/3	24.6%	28.9%	-28.2%	18.3%	5.5%	42.5%	26.1%
2023/6	7.1%	-15.4%	-0.7%	8.9%	6.2%	4.8%	-2.4%
2023/9	26.3%	-5.9%	3.8%	13.3%	-23.0%	0.5%	1.9%
2023/12	15.1%	-2.8%	-1.4%	-7.1%	-2.9%	145.7%	31.3%

Percentage

	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%	4.9%	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%
2021/3	14.1%	36.6%	0.4%	14.4%	15.7%	18.7%	100.0%
2022/3	14.4%	40.1%	0.2%	16.0%	11.6%	17.7%	100.0%
2023/3	14.2%	41.0%	0.1%	15.0%	9.7%	20.0%	100.0%
2023/6	15.6%	35.5%	0.1%	16.7%	10.5%	21.4%	100.0%
2023/9	19.3%	32.8%	0.1%	18.6%	8.0%	21.4%	100.0%
2023/12	17.0%	24.3%	0.1%	13.2%	5.9%	39.6%	100.0%

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

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

(Unit : ¥ 100million)

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others
2011/3	686	20	0	421	307	24	2	0	0	84	2	0	0	0	0	19	0	0	22	104	0	0	0	0	84
2012/3	585	14	0	367	284	16	3	0	0	108	1	0	0	0	0	27	0	0	22	234	2	0	0	0	0
2013/3	543	23	0	448	273	28	0	0	0	125	0	0	0	0	0	57	0	0	13	282	0	0	0	0	0
2014/3	507	32	0	435	278	40	0	0	0	225	0	0	0	0	0	70	0	0	5	159	0	0	0	0	209
2015/3	413	25	0	236	274	42	1	0	0	133	0	0	0	0	0	57	0	0	5	350	0	0	0	1	0
2016/3	292	3	0	80	307	10	0	0	0	114	0	0	0	0	0	18	0	0	0	234	0	0	0	0	0
2017/3	366	2	0	257	224	13	0	0	0	120	0	0	0	0	0	14	0	0	0	241	0	0	0	0	156
2018/3	460	2	195	124	493	4	0	0	0	112	13	0	0	0	0	16	0	0	0	179	0	0	0	0	145
2019/3	482	96	196	124	761	2	0	0	0	121	12	0	0	0	177	9	0	0	0	144	0	0	0	0	238
2020/3	561	91	232	98	844	0	0	0	0	186	7	0	0	0	276	4	0	0	0	158	0	0	0	0	297
2021/3	705	97	293	142	838	0	0	0	0	215	8	0	0	0	300	6	0	0	0	192	0	0	0	0	284
2022/3	754	65	353	285	1,232	6	11	0	0	273	4	13	0	0	398	9	0	0	0	179	0	2	0	0	226
2023/3	1,018	55	373	446	1,610	20	24	0	0	293	3	13	0	0	490	35	0	0	0	200	5	2	0	0	221
2023/6	1,086	53	464	620	1,039	22	27	0	0	359	4	15	0	0	517	38	0	0	0	213	5	2	0	0	229
2023/9	1,187	6	469	414	1,145	38	31	0	0	393	4	11	0	0	587	39	0	0	0	209	5	2	0	0	243
2023/12	2,120	8	488	407	1,201	210	40	0	0	363	179	42	0	0	578	187	1	0	0	204	20	2	0	0	229

#### 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%	-	-	-	-	-	-	-	-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%
2021/3	25.7%	6.5%	26.1%	44.5%	-0.7%	-	-	-	-	15.5%	13.9%	-	-	-	8.6%	34.7%	-	-	21.1%	-	-	-	-	-	-4.4%
2022/3	7.0%	-32.2%	20.6%	100.8%	47.1%	-	-	-	-	27.1%	-48.8%	-	-	-	32.6%	57.2%	-	-	-6.8%	-	-	-	-	-	-20.4%
2023/3	35.0%	-16.3%	5.7%	56.5%	30.6%	218.8%	110.8%	-	-	7.1%	-12.3%	-0.1%	-	-	23.1%	277.9%	-	-	12.2%	-	0.0%	-	-	-	-2.0%
2023/6	6.7%	-3.8%	24.3%	39.1%	-35.5%	11.2%	12.3%	-	-	22.8%	12.6%	14.0%	-	-	5.4%	6.3%	-	-	6.1%	8.7%	0.0%	-	-	-	3.4%
2023/9	9.3%	-89.5%	1.0%	-33.2%	10.2%	69.9%	17.4%	-	-	9.2%	-4.2%	-30.3%	-	-	13.6%	3.1%	-	-	-1.9%	3.2%	0.0%	-	-	-	6.1%
2023/12	78.5%	38.4%	4.1%	-1.8%	4.9%	449.8%	27.8%	-	-	-7.6%	4761.4%	290.6%	-	-	-1.6%	382.7%	-	-	-2.3%	296.9%	0.0%	-	-	-	-5.6%

#### Percentage

	Japan					USA					Europe					Asia					Others				
	Stocks	Bonds	Real Estate Private Funds	Short term investments	Others	Stocks	Bonds	Real Estate Private Funds	Short term 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%	10.0%	0.2%	0.0%	0.0%	0.0%	5.7%	0.0%	0.0%	0.0%	0.0%	0.0%	10.8%
2021/3	22.9%	3.1%	9.5%	4.6%	27.2%	0.0%	0.0%	0.0%	0.0%	7.0%	0.2%	0.0%	0.0%	0.0%	9.8%	0.2%	0.0%	0.0%	6.2%	0.0%	0.0%	0.0%	0.0%	0.0%	9.2%
2022/3	19.8%	1.7%	9.3%	7.5%	32.3%	0.2%	0.3%	0.0%	0.0%	7.2%	0.1%	0.4%	0.0%	0.0%	10.4%	0.2%	0.0%	0.0%	4.7%	0.0%	0.1%	0.0%	0.0%	0.0%	5.9%
2023/3	21.2%	1.1%	7.8%	9.3%	33.5%	0.4%	0.5%	0.0%	0.0%	6.1%	0.1%	0.3%	0.0%	0.0%	10.2%	0.7%	0.0%	0.0%	4.2%	0.1%	0.0%	0.0%	0.0%	0.0%	4.6%
2023/6	23.1%	1.1%	9.9%	13.2%	22.1%	0.5%	0.6%	0.0%	0.0%	7.7%	0.1%	0.3%	0.0%	0.0%	11.0%	0.8%	0.0%	0.0%	4.5%	0.1%	0.0%	0.0%	0.0%	0.0%	4.9%
2023/9	24.8%	0.1%	9.8%	8.7%	23.9%	0.8%	0.7%	0.0%	0.0%	8.2%	0.1%	0.2%	0.0%	0.0%	12.3%	0.8%	0.0%	0.0%	4.4%	0.1%	0.0%	0.0%	0.0%	0.0%	5.1%
2023/12	33.8%	0.1%	7.8%	6.5%	19.1%	3.3%	0.6%	0.0%	0.0%	5.8%	2.8%	0.7%	0.0%	0.0%	9.2%	3.0%	0.0%	0.0%	3.2%	0.3%	0.0%	0.0%	0.0%	0.0%	3.7%

5. Collective Investment Schemes(excluding mutual funds)

(4) Derivative Transactions

Exchange traded derivatives

(Unit : ¥ 100million)

	Futures		Options		Others
	Stocks	Bonds	Stocks	Bonds	
2011/3	0	0	0	0	0
2012/3	0	0	0	0	0
2013/3	0	0	0	0	0
2014/3	0	0	0	0	0
2015/3	0	0	0	0	0
2016/3	0	0	0	0	0
2017/3	0	0	0	0	0
2018/3	0	0	30	0	0
2019/3	0	0	0	0	0
2020/3	0	0	0	0	0
2021/3	0	0	0	0	0
2022/3	2	0	0	0	0
2023/3	2	0	0	0	0
2023/6	9	0	0	0	0
2023/9	0	0	0	0	0
2023/12	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
2021/3	0	0	0	0
2022/3	35	0	0	0
2023/3	54	0	0	0
2023/6	61	0	0	0
2023/9	57	0	0	0
2023/12	88	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
2021/3	0	0	0	0	0
2022/3	0	0	0	0	0
2023/3	0	0	0	0	0
2023/6	0	0	0	0	0
2023/9	0	0	0	0	0
2023/12	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
2021/3	324	466
2022/3	344	484
2023/6	347	483
2023/9	348	481
2023/12	354	483

## 7.Complaints and Consultations

	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
2021/3	29	0	29	91	2	93	3	0	3	123	2	125
2022/3	26	0	26	82	1	83	2	0	2	110	1	111
2023/6	2	0	2	12	1	13	0	0	0	14	1	15
2023/9	4	0	4	23	0	23	1	0	1	28	0	28
2023/12	7	0	7	26	1	27	0	0	0	33	1	34

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