



2Q Ending March 31, 2012

Results Briefing



October 28, 2011
Okasan Securities Group Inc.

The objective of the document is to provide information on the results of the 2nd quarter year ending March 31, 2012 and not to offer investments in securities issued by Okasan Securities Group Inc. The document has been prepared based on data as of the end of September 2011. Okasan Securities Group Inc. does not accept responsibility for any omissions or errors in data, statements, etc. in this document. The opinions and forecasts included in the document are based on our judgments at the time of writing. We make no guarantees regarding the accuracy or completeness of the information, which is subject to change without notice.



1. Business Results Overviews (Consolidated)



Financial Summary

	Operating revenues	Net operating revenues	Operating income	Ordinary income
	million yen	million yen	million yen	million yen
FY12.3 2Q	28,637 (-6.3%)	27,831 (-6.3%)	△ 412 (-)	122 (-90.8%)
FY11.3 2Q	30,559 (-13.2%)	29,717 (-13.2%)	727 (-87.2%)	1,329 (-77.7%)

	Net Income	Net income per share	R O E (annualized)	Comprehensive income
	million yen	yen		million yen
FY12.3 2Q	△714 (-)	△3.56	△1.6%	△1,300 (-)
FY11.3 2Q	907 (-64.2%)	4.44	1.9%	△337 (-)

	Total assets	Net assets	Equity ratio
	million yen	million yen	
FY12.3 2Q	538,030	110,047	16.8%
FY11.3	542,537	112,623	17.2%



Financial highlights of 2nd Quarter year ending March 2012

<Overview>

- Operating revenues decreased 6.3% YoY to 28,637 million yen due mainly to a decline in equity brokerage commissions and net trading income.
- Despite higher depreciation expenses, SG&A expenses declined 2.6 % YoY due to lower labor cost and trade-related expenses. Ordinary income dropped 90.8 % YoY, at 122 million yen. Quarterly net income amounted to a loss of 714 million yen.

<Fees and Commissions>

- Brokerage commissions were down 14.0 % YoY, due to decline in equity brokerage commissions.
- Commission from underwriting and selling concession dropped 58.9 % YoY, due to the absence of large deals in respect to public offerings and initial public offerings.
- Fees from offering and selling concession rose 12.4 % YoY, due to higher commission from the sales of investment trusts.
- Other commissions rose 4.8% YoY, due to higher custodian fees.

<Net trading Profits>

- Net trading income from equities and other securities dropped 32.0 % YoY, due to lower trading volume of foreign stocks such as Chinese equities.
- Net trading income from bonds declined 15.4 % YoY, due to lower sales of structured bonds.

<SG&A expenses>

- Though depreciation expenses rose along with the start-up of the company's new core computer system, SG&A expenses were down 2.6 % YoY due to lower labor costs driven by the drop in performance based salaries and a decline in transaction-related expenses in the securities business.



Operating Revenues

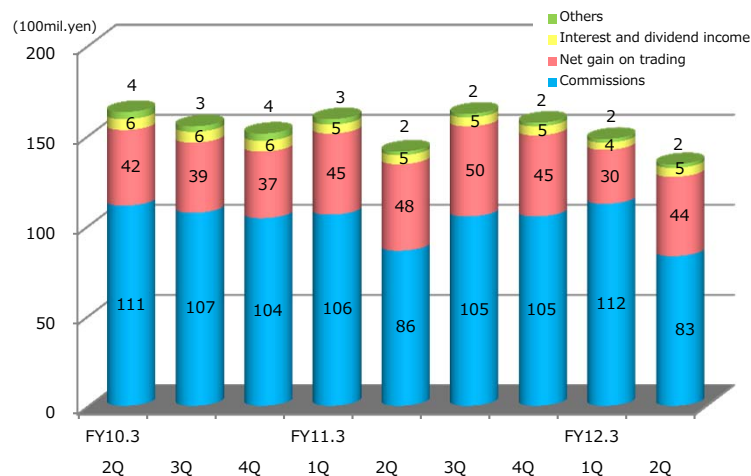
(In millions of yen)

	FY11.3	FY12.3	vs.FY11.3
	2Q	2Q	2Q
Operating revenues	30,559	28,637	-6.3%
Commissions	19,280	19,670	2.0%
Brokerage	5,582	4,801	-14.0%
Underwriting	121	49	-58.9%
Distribution	7,730	8,689	12.4%
Others	5,846	6,129	4.8%
Net gain on trading	9,460	7,448	-21.3%
Equities	4,023	2,736	-32.0%
Bonds	5,338	4,516	-15.4%
Others	97	196	101.0%
Interest and dividend income	1,167	993	-14.8%
Others	652	524	-19.6%

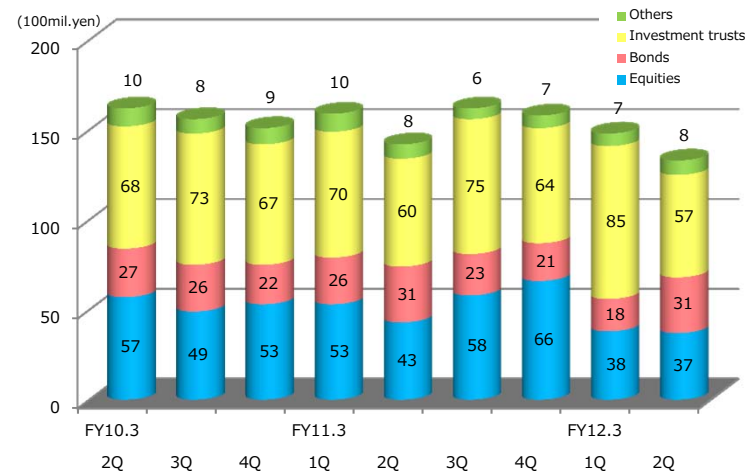
(In millions of yen)

	FY11.3				FY12.3			vs.FY12.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q	
Operating revenues	16,172	14,386	16,475	15,928	15,013	13,623	-9.3%	
Commissions	10,620	8,659	10,536	10,553	11,277	8,392	-25.6%	
Brokerage	3,274	2,307	2,742	3,680	2,447	2,353	-3.8%	
Underwriting	51	69	31	250	20	28	40.0%	
Distribution	4,326	3,403	4,783	3,616	5,703	2,986	-47.6%	
Others	2,966	2,879	2,978	3,005	3,105	3,023	-2.6%	
Net gain on trading	4,575	4,884	5,084	4,555	3,022	4,426	46.5%	
Equities	2,035	1,988	2,993	2,628	1,413	1,322	-6.4%	
Bonds	2,433	2,904	2,073	1,929	1,609	2,906	80.6%	
Others	106	-8	17	-2	-1	198	-	
Interest and dividend income	597	570	565	546	448	545	21.7%	
Others	379	272	289	272	265	259	-2.3%	

Quarterly change in operating revenues



Quarterly change in operating revenues by product





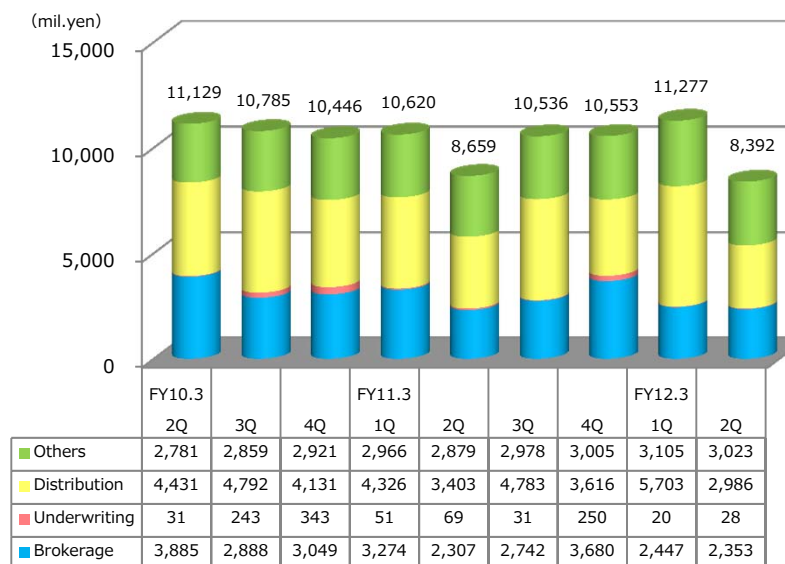
Fees and Commissions Received

■ fees and commissions received

(In millions of yen)

Items	FY11.3 2Q	FY12.3 2Q	vs.FY11.3 2Q
Brokerage	5,582	4,801	-14.0%
Equities	4,859	4,187	-13.8%
Bonds	8	9	5.8%
Others	713	604	-15.2%
Underwriting	121	49	-58.9%
Equities	80	19	-75.4%
Bonds	41	30	-26.9%
Distribution	7,730	8,689	12.4%
Beneficiary Certificates	7,680	8,652	12.7%
Others	5,846	6,129	4.8%
Beneficiary Certificates	5,394	5,683	5.4%
Total	19,280	19,670	2.0%

■ Fees and commissions received (quarterly)

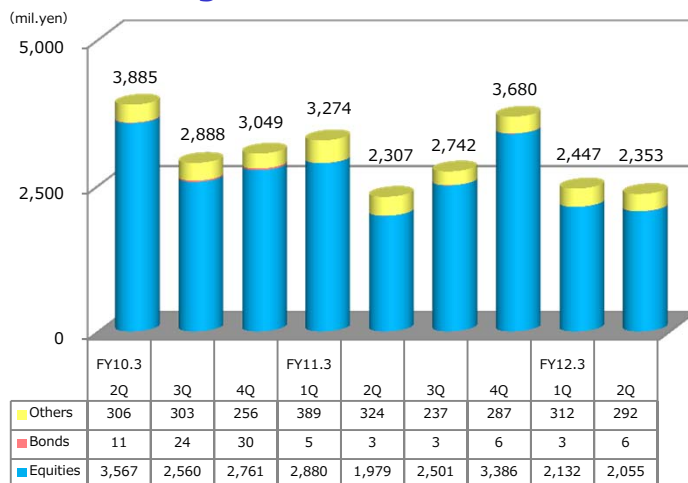


- Brokerage commissions were down 14.0% from a year ago. Equity brokerage commissions were down 13.8% YoY due to a decline in trading volume of domestic shares.
- Underwriting fees and selling concession were down 58.9 % YoY, due to the absence of large deals in respect to public offerings and initial public offerings.
- Sales of investment trust funds such as "World REIT Selection (USA)" and "Asia Oceania High Dividend And Growth Open" managed by Okasan Asset Management trended favorably. As a result, distribution commissions grew 12.4 % YoY.
- Other commissions earned were up 4.8% YoY, thanks to the growth of custodian fees associated with the accumulating balance of investment trust funds.

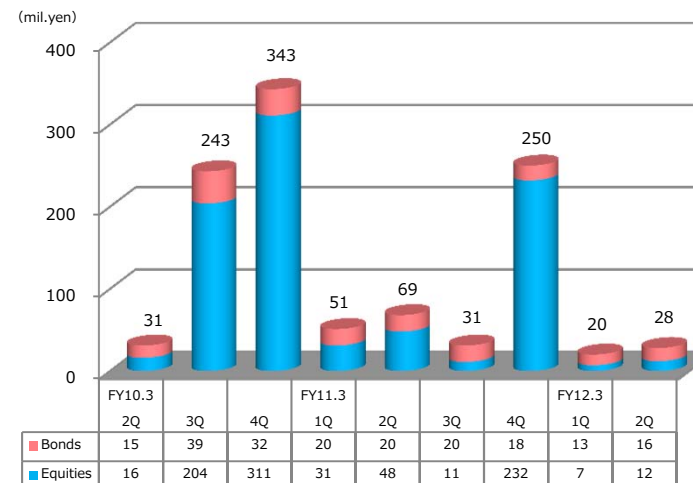


Fees and Commissions Received by Category

■ Brokerage



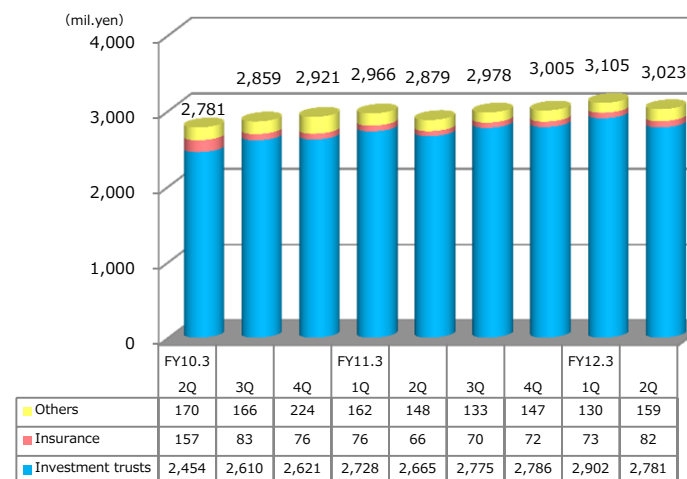
■ Underwriting



■ Distribution



■ Others





Net gain(loss) on Trading

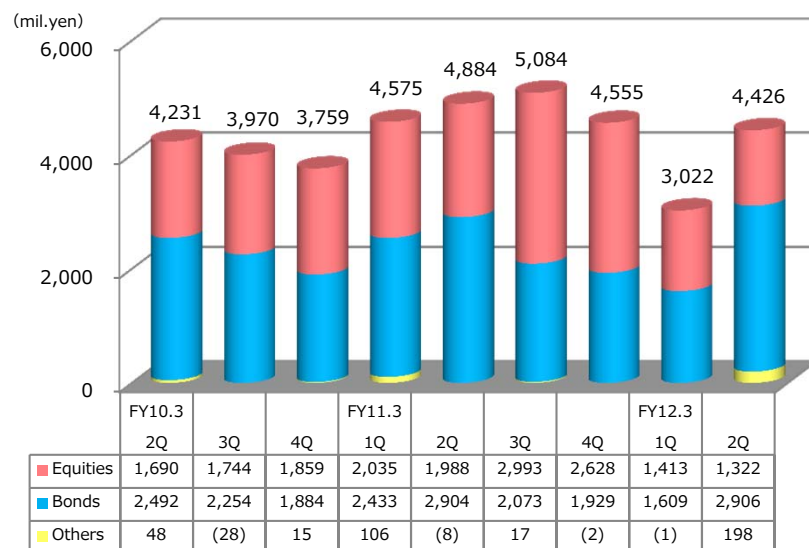
(In millions of yen)

	FY11.3 2Q	FY12.3 2Q	vs.FY11.3 2Q
Equities	4,023	2,736	-32.0%
Domestic equities	482	256	-46.8%
Foreign equities	3,540	2,479	-30.0%
Bonds and others	5,338	4,516	-15.4%
Domestic bonds	846	589	-30.4%
Foreign bonds	4,491	3,926	-12.6%
Others	97	196	101.0%
Net gain on trading	9,460	7,448	-21.3%

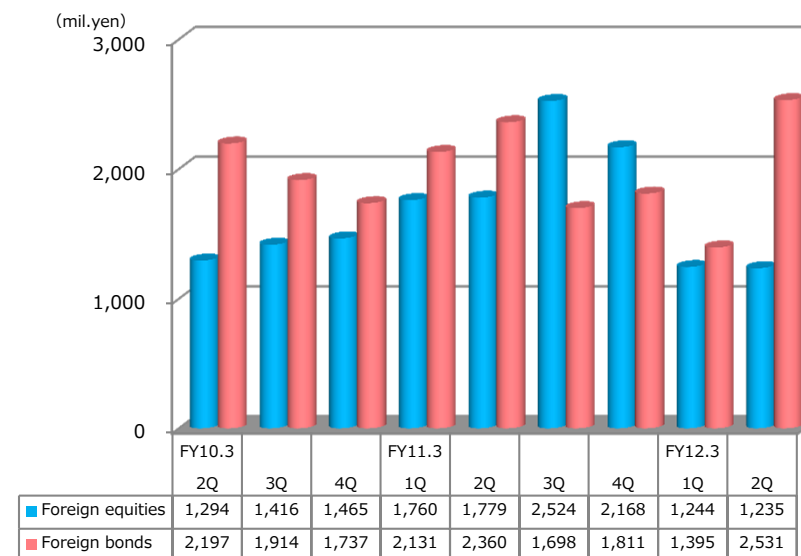
(In millions of yen)

	FY11.3				FY12.3			vs.FY12.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q	
	2,035	1,988	2,993	2,628	1,413	1,322		-6.4%
	274	208	469	459	169	87		-48.5%
	1,760	1,779	2,524	2,168	1,244	1,235		-0.7%
	2,433	2,904	2,073	1,929	1,609	2,906		80.6%
	302	544	374	118	214	374		74.8%
	2,131	2,360	1,698	1,811	1,395	2,531		81.4%
	106	-8	17	-2	-1	198		-
	4,575	4,884	5,084	4,555	3,022	4,426		46.5%

Net gain by Products



Net gain from foreign equities and bonds





SG&A : Selling, General and Administrative Expenses

(In millions of yen)

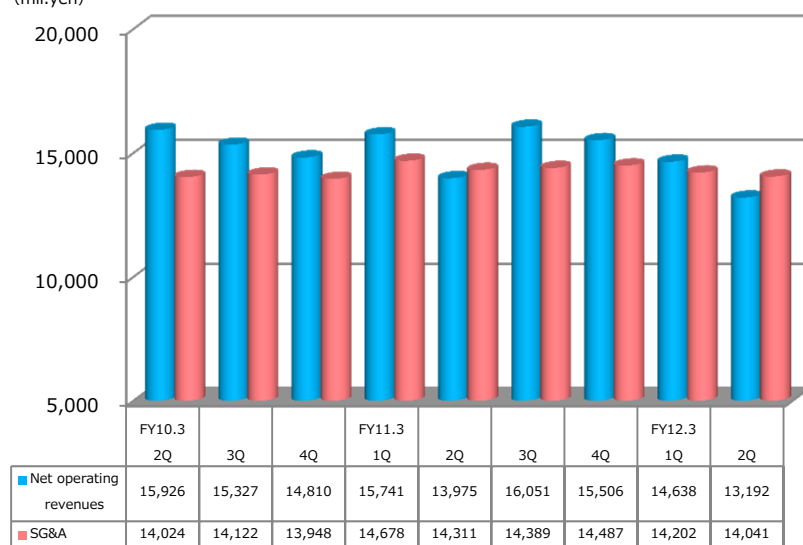
	FY11.3 2Q	FY12.3 2Q	vs.FY11.3 2Q
Trading related expenses	5,565	5,095	-8.4%
Personnel expenses	14,435	13,830	-4.2%
Real estate expenses	3,102	3,124	0.7%
Office expenses	2,608	2,663	2.1%
Depreciation expenses	1,785	1,946	9.0%
Taxes and dues	272	267	-1.8%
Others	1,219	1,315	7.8%
SG&A	28,989	28,244	-2.6%

(In millions of yen)

	FY11.3				FY12.3			vs.FY12.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q	
Trading related expenses	2,793	2,771	2,714	2,654	2,520	2,574	2.1%	
Personnel expenses	7,405	7,030	7,114	7,015	6,984	6,845	-2.0%	
Real estate expenses	1,531	1,570	1,632	1,704	1,558	1,565	0.4%	
Office expenses	1,395	1,213	1,208	1,274	1,341	1,321	-1.5%	
Depreciation expenses	791	994	995	1,047	976	970	-0.6%	
Taxes and dues	140	132	143	143	137	130	-5.1%	
Others	620	598	579	648	682	633	-7.2%	
SG&A	14,678	14,311	14,389	14,487	14,202	14,041	-1.1%	

Change in net operating revenues and SG&A

(mil.yen)



- Trading related expenses decreased 8.4% YoY due mainly to a decline in the commissions paid in respect to securities business, including brokerage fees on the exchange trading (commissions paid) and advertising expenses.
- Personnel expenses decreased 4.2% YoY due mainly to lower performance-related salary payments, such as bonuses and profit-sharing compensation.
- Depreciation expenses rose 9.0% YoY as the newly developed core computer system (ODIN) came in operation.
- Expenses in the "Others" category rose 7.8% YoY primarily due to an increase in research expenses associated with the asset management business.



Balance Sheet Summary (1)

(In millions of yen)

	FY11.3 4Q	FY12.3 2Q	vs.FY11.3 4Q
Current assets	489,390	486,017	-3,373
Cash and deposits	43,339	38,291	-5,047
Cash segregated as deposits	48,053	39,884	-8,168
Trading products	182,512	201,840	19,328
Receivables on margin transactions	36,247	37,449	1,202
Receivables on collateralized securities transactions	167,521	157,783	-9,738
Other current assets	11,716	10,766	-949
Fixed assets	53,147	52,013	-1,133
Tangible fixed assets	16,437	16,512	74
Intangible fixed assets	9,385	8,831	-553
Investments and other assets	27,323	26,668	-654
Total assets	542,537	538,030	-4,507

(In millions of yen)

	FY11.3				FY12.3			vs.FY12.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q	
Current assets	448,013	479,456	448,385	489,390	483,967	486,017	2,050	
Cash and deposits	39,519	41,995	36,870	43,339	34,892	38,291	3,399	
Cash segregated as deposits	50,100	52,106	49,918	48,053	41,669	39,884	-1,785	
Trading products	156,861	174,292	169,354	182,512	187,803	201,840	14,037	
Receivables on margin transactions	48,743	40,626	33,998	36,247	44,291	37,449	-6,842	
Receivables on collateralized securities transactions	142,099	156,397	145,861	167,521	164,342	157,783	-6,559	
Other current assets	10,688	14,038	12,381	11,716	10,968	10,766	-202	
Fixed assets	52,648	52,610	53,463	53,147	52,463	52,013	-450	
Tangible fixed assets	16,022	15,882	15,797	16,437	16,369	16,512	143	
Intangible fixed assets	10,361	10,032	9,760	9,385	9,154	8,831	-323	
Investments and other assets	26,264	26,696	27,905	27,323	26,939	26,668	-271	
Total assets	500,662	532,066	501,848	542,537	536,431	538,030	1,599	

- Current assets dropped 3.3 billion yen from end of the last fiscal year, due mainly to a decrease in cash and deposits, cash segregated as deposits and receivables on collateralized securities transactions (repos), despite an increase in trading products, centered on bonds.
Fixed assets decreased by 1.1 billion yen over the end of the previous fiscal year.
- Current liabilities declined 0.9 billion yen from end of the last fiscal year due mainly to a decline in payables arising from unsettled trades and other current liabilities despite an increase in trading liabilities.
Fixed liabilities marginally declined 1 billion yen over the end of the previous fiscal year.
As a result, total liabilities declined 1.9 billion yen over the end of the previous fiscal year.
- As net assets decreased 2.5 billion yen over the end of the previous fiscal year, the total liabilities and net assets declined 4.5 billion yen over the end of the previous fiscal year to 538 billion yen.



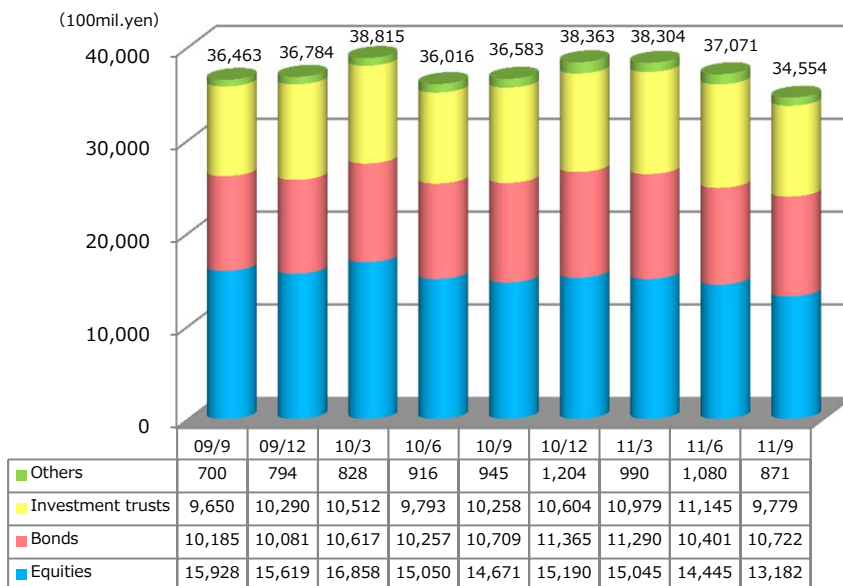
Balance Sheet Summary (2)

	(In millions of yen)			(In millions of yen)								
	FY11.3	FY12.3	vs.FY11.3	FY11.3				FY12.3				vs.FY12.3
	4Q	2Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	1Q		
Current liabilities	401,606	400,608	-998	368,578	396,317	365,879	401,606	396,615	400,608	3,993		
Trading liabilities	124,430	143,469	19,039	112,943	137,239	132,606	124,430	144,839	143,469	-1,370		
Payables on margin transactions	19,422	17,200	-2,222	17,162	20,266	17,280	19,422	19,760	17,200	-2,560		
Payables on collateralized securities transactions	29,024	38,156	9,132	42,755	38,518	18,842	29,024	28,967	38,156	9,189		
Deposits received	20,186	15,799	-4,387	19,774	19,402	21,009	20,186	19,613	15,799	-3,814		
Guarantee deposits received	27,387	23,818	-3,569	33,300	30,180	31,303	27,387	26,823	23,818	-3,005		
Short-term borrowings	146,283	152,263	5,980	130,293	145,418	128,846	146,283	145,700	152,263	6,563		
Other current liabilities	34,871	9,899	-24,972	12,347	5,291	15,991	34,871	10,911	9,899	-1,012		
Fixed liabilities	27,096	26,051	-1,044	16,516	21,066	20,951	27,096	27,037	26,051	-986		
Long-term borrowings	15,343	14,161	-1,181	4,612	9,331	9,262	15,343	15,233	14,161	-1,072		
Reserves for retirement benefits	5,035	5,174	139	5,045	5,044	5,049	5,035	5,097	5,174	77		
Other fixed liabilities	6,717	6,714	-3	6,859	6,690	6,639	6,717	6,706	6,714	8		
Financial instruments transaction reserve	1,211	1,323	112	952	1,033	1,081	1,211	1,285	1,323	38		
Total liabilities	429,914	427,983	-1,930	386,047	418,417	387,913	429,914	424,939	427,983	3,044		
Common stock	18,589	18,589	—	18,589	18,589	18,589	18,589	18,589	18,589	—		
Capital surplus	12,910	12,910	-0	12,909	12,909	12,910	12,910	12,910	12,910	-0		
Retained earnings	64,495	62,792	-1,703	65,461	64,763	65,576	64,495	63,528	62,792	-736		
Treasury stock	-2,849	-3,097	-247	-1,878	-1,880	-2,846	-2,849	-2,850	-3,097	-247		
Accumulated other comprehensive income	45	-890	-935	199	-161	393	45	-296	-890	-594		
Minority interests	19,430	19,742	311	19,332	19,428	19,311	19,430	19,610	19,742	132		
Total net assets	112,623	110,047	-2,576	114,614	113,649	113,935	112,623	111,492	110,047	-1,445		
Total liabilities&net assets	542,537	538,030	-4,507	500,662	532,066	501,848	542,537	536,431	538,030	1,599		

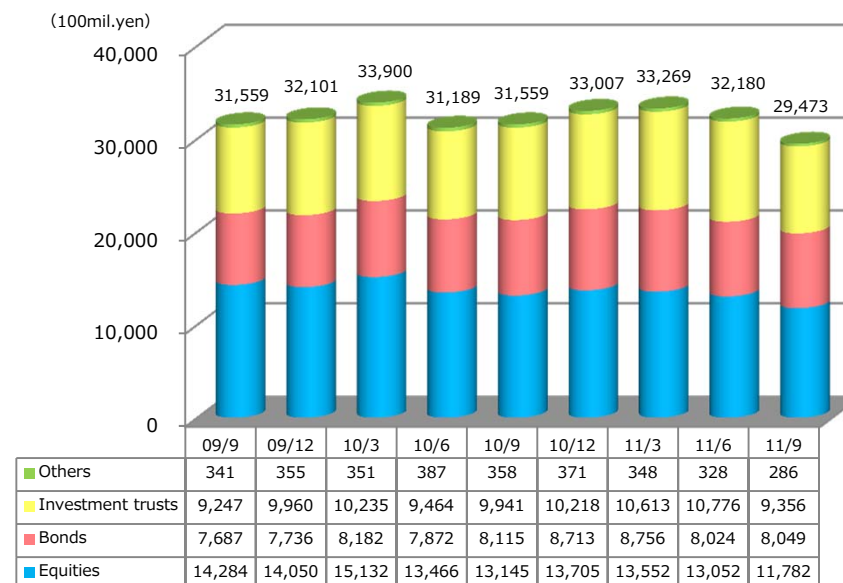


Assets under custody (Consolidated)

■ Assets under Custody



■ Retail Assets under Custody



- On a consolidated basis, customers' assets under custody decreased 202.9 billion yen YoY (from the end of September 2010), to 3.4554 trillion yen. Falling equity values due to the declining stock market resulted in a substantial drop in customers' equity assets under custody. The balance decreased 251.7 billion QoQ (from the end of June 2011), The balance of customers' assets under custody suffered from the falling value in equities and investment trust funds, due to the weaker stock market and the consequences from stronger yen.
- Retail assets under custody decreased 208.6 billion yen YoY (from the end of September, 2010), and decreased 270.7 billion yen QoQ (from the end of June, 2011), to 2.9473 trillion yen.



2. Reference Data



Performance by quarter (non-consolidated: Okasan Securities)

Items	(In millions of yen)			(In millions of yen)							
	FY11.3 2Q	FY12.3 2Q	vs.FY11.3 2Q	FY11.3				FY12.3			
				1Q	2Q	3Q	4Q	1Q	2Q	vs.FY12.3 1Q	
Operating revenues	23,765	21,802	-8.3%	12,562	11,202	13,095	12,152	11,520	10,282	-10.7%	
Commissions	13,904	14,178	2.0%	7,816	6,088	7,863	7,628	8,463	5,714	-32.5%	
Brokerage	3,550	3,009	-15.2%	2,151	1,399	1,779	2,491	1,531	1,478	-3.5%	
Underwriting	120	49	-58.7%	51	69	31	250	20	28	40.0%	
Distribution	7,245	8,167	12.7%	4,071	3,174	4,581	3,419	5,409	2,757	-49.0%	
Others	2,987	2,951	-1.2%	1,542	1,445	1,471	1,466	1,502	1,449	-3.5%	
Net gain on trading	8,912	6,864	-23.0%	4,254	4,657	4,766	4,106	2,720	4,144	52.4%	
Equities	3,728	2,471	-33.7%	1,832	1,895	2,804	2,340	1,252	1,219	-2.6%	
Bonds	5,093	4,205	-17.4%	2,319	2,773	1,950	1,772	1,474	2,730	85.2%	
Others	90	187	107.4%	102	-11	11	-6	-6	194	-	
Interest and dividend income	948	760	-19.9%	491	456	465	417	336	423	25.9%	
Financial expenses	739	724	-2.0%	382	356	376	367	336	388	15.5%	
Net operating revenues	23,026	21,078	-8.5%	12,180	10,845	12,718	11,784	11,184	9,893	-11.5%	
SG&A	22,910	22,363	-2.4%	11,546	11,363	11,770	11,592	11,261	11,102	-1.4%	
Trading related expenses	4,380	3,935	-10.1%	2,235	2,144	2,252	2,058	1,973	1,962	-0.6%	
Personnel expenses	10,658	10,513	-1.4%	5,456	5,202	5,305	5,146	5,303	5,209	-1.8%	
Real estate expenses	2,723	2,764	1.5%	1,364	1,358	1,420	1,497	1,363	1,400	2.7%	
Administrative expenses	4,375	4,376	0.0%	2,084	2,290	2,406	2,482	2,227	2,149	-3.5%	
Depreciation expenses	212	254	19.8%	105	106	109	129	124	129	4.0%	
Taxes and dues	141	135	-4.2%	72	68	79	77	69	66	-4.3%	
Others	419	383	-8.5%	227	191	197	200	198	184	-7.1%	
Operating income	116	-1,285	-	633	-517	947	191	-77	-1,208	-	
Non-operating income	226	123	-45.5%	161	64	68	88	68	55	-19.1%	
Non-operating expenses	37	7	-80.8%	29	8	1	13	1	5	400.0%	
Ordinary income	305	-1,169	-	766	-460	1,014	266	-11	-1,158	-	
Extraordinary gain	31	-	-	29	2	-14	18	-	-	-	
Extraordinary loss	511	55	-89.1%	465	46	15	110	42	13	-69.0%	
Net profit, before taxes	-174	-1,225	-	330	-504	984	174	-53	-1,171	-	
Income taxes	19	-52	-	-64	83	182	519	2	-54	-	
Adjustment amount for income taxes	202	-335	-	482	-279	271	-360	41	-376	-	
Net profit	-396	-837	-	-87	-309	530	15	-96	-741	-	



Volume of equity trading (non-consolidated: Okasan Securities)

<Volume of equity trading / Number of shares>

(In millions of shares)

Items	FY11.3						FY12.3			vs.FY11.3	vs.FY12.3
	1 Q	2 Q	2QTOTAL	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL	2Q	1Q
(Dealing)	1,314	1,317	2,631	1,177	840	4,648	745	592	1,337	50.8%	79.5%
(Brokerage)	5,420	4,408	9,828	4,481	5,705	20,014	5,098	5,117	10,214	103.9%	100.4%
Total	6,735	5,725	12,460	5,657	6,545	24,662	5,843	5,709	11,552	92.7%	97.7%
Brokerage ratio	80.5%	77.0%	78.9%	79.2%	87.2%	81.2%	87.2%	89.6%	88.4%	+9.5p	+2.4p

<Volume of equity trading / Total value>

(In millions of yen)

Items	FY11.3						FY12.3			vs.FY11.3	vs.FY12.3
	1 Q	2 Q	2QTOTAL	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL	2Q	1Q
(Dealing)	694,378	539,351	1,233,729	585,679	571,992	2,391,400	447,422	436,917	884,339	71.7%	97.7%
(Brokerage)	2,716,170	2,109,870	4,826,040	2,020,461	2,394,738	9,241,239	1,900,394	1,926,642	3,827,036	79.3%	101.4%
Total	3,410,548	2,649,222	6,059,770	2,606,139	2,966,730	11,632,639	2,347,816	2,363,560	4,711,376	77.7%	100.7%
Brokerage ratio	79.6%	79.6%	79.6%	77.5%	80.7%	79.4%	80.9%	81.5%	81.2%	+1.6p	+0.6p

<Total share within TSE>

Items	FY11.3						FY12.3			vs.FY11.3	vs.FY12.3
	1 Q	2 Q	2QTOTAL	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL	2Q	1Q
Number of shares	2.03%	1.94%	1.99%	1.74%	1.63%	1.82%	1.76%	1.70%	1.73%	-0.26p	-0.06p
Total value	1.43%	1.42%	1.42%	1.22%	1.11%	1.28%	1.16%	1.15%	1.16%	-0.26p	-0.01p

<Brokerage Commissions Ratio>

(In millions of yen)

Items	FY11.3						FY12.3			vs.FY11.3	vs.FY12.3
	1 Q	2 Q	2QTOTAL	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL	2Q	1Q
Commissions	2,082	1,340	3,422	1,721	2,426	7,569	1,497	1,439	2,937	85.8%	96.1%
Commissions Ratio	0.08%	0.06%	0.07%	0.09%	0.10%	0.08%	0.08%	0.07%	0.07%	±0p	-0.01p

Brokerage commissions from futures and options are excluded.



Volume of Underwriting, Offering, and Selling (non-consolidated: Okasan Securities)

<Underwriting>

(In millions of shares, millions of yen)

Items		FY11.3						FY12.3			vs.FY11.3 2Q	vs.FY12.3 1Q	
		1 Q	2 Q	2QTOTAL	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL			
Equities	(Number of shares)	0	13	13	0	14	27	0	0	0	0	-	-
Equities	(Total value)	7,228	1,705	8,933	260	6,483	15,676	149	318	467	5.2%	213.4%	
Bonds	(Total at face value)	193,518	175,020	368,538	220,625	193,550	782,713	216,100	202,160	418,260	113.5%	93.5%	
Domestic and foreign CP	(Total at face value)	-	-	-	-	-	-	-	-	-	-	-	

<Selling>

(In millions of shares, millions of yen)

Items		FY11.3						FY12.3			vs.FY11.3 2Q	vs.FY12.3 1Q	
		1 Q	2 Q	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL				
Equities	(Number of shares)	0	13	13	1	15	29	0	0	0	0	-	-
Equities	(Total value)	7,160	1,764	8,924	283	6,966	16,173	150	287	437	4.9%	191.3%	
Bonds	(Total at face value)	40,567	35,805	76,372	25,901	23,234	125,507	15,211	41,494	56,705	74.2%	272.8%	

<Offering>

(In millions of shares, millions of yen)

Items		FY11.3						FY12.3			vs.FY11.3 2Q	vs.FY12.3 1Q	
		1 Q	2 Q	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL				
Equities	(Number of shares)	-	-	-	-	0	0	0	0	0	0	-	-
Equities	(Total value)	-	-	-	-	0	0	0	1	1	-	-	
Bonds	(Total at face value)	194,126	180,353	374,479	225,705	199,465	799,649	219,639	206,155	425,794	113.7%	93.9%	
Beneficiary securities	(Total at face value)	391,174	335,005	726,179	445,154	385,892	1,557,225	491,306	356,747	848,053	116.8%	72.6%	
Domestic and foreign CP	(Total at face value)	-	-	-	-	-	-	-	-	-	-	-	

<Underwriting & Selling Fees Ratio>

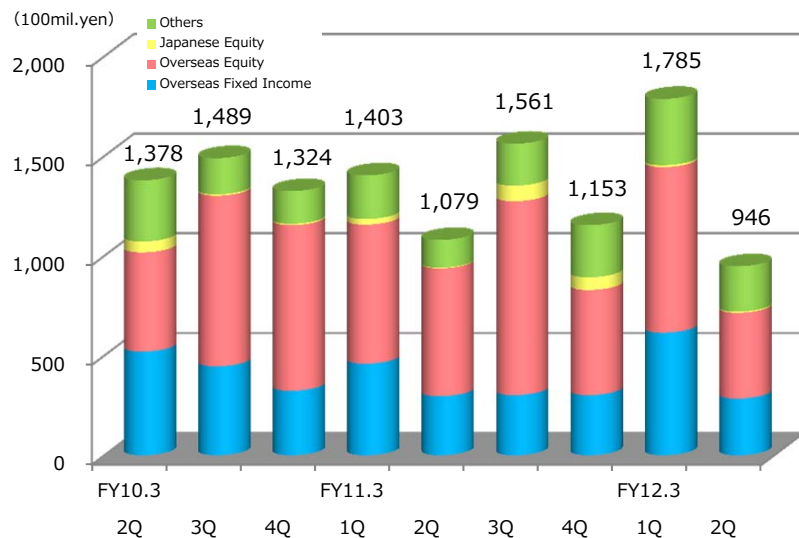
(In millions of yen)

Items		FY11.3						FY12.3			vs.FY11.3 2Q	vs.FY12.3 1Q
		1 Q	2 Q	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL			
Equities		31	48	80	12	231	323	7	12	19	23.8%	171.4%
	(Averaged Fees Ratio)	0.22%	1.41%	0.45%	2.21%	1.72%	1.01%	2.35%	1.98%	2.10%	+1.65p	-0.37p
Bonds		20	20	40	20	18	79	13	16	30	75.0%	123.1%
	(Averaged Fees Ratio)	0.009%	0.009%	0.009%	0.008%	0.008%	0.009%	0.006%	0.007%	0.006%	-0.003p	+0.001p

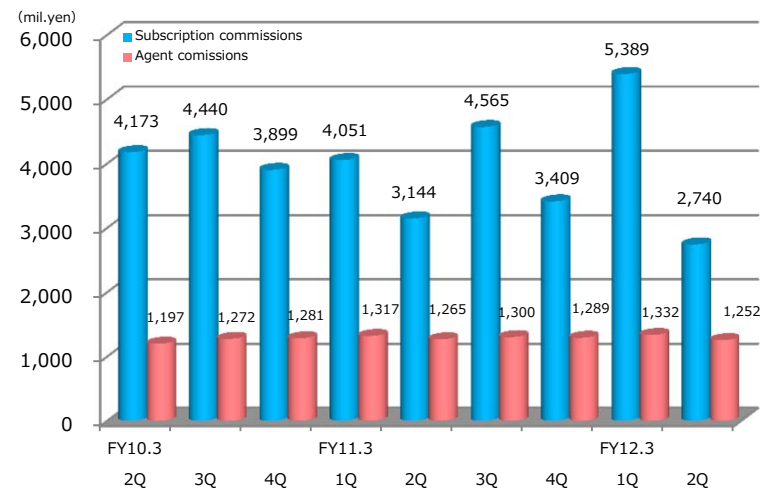


Investment trusts ▪ Foreign bonds (non-consolidated: Okasan Securities)

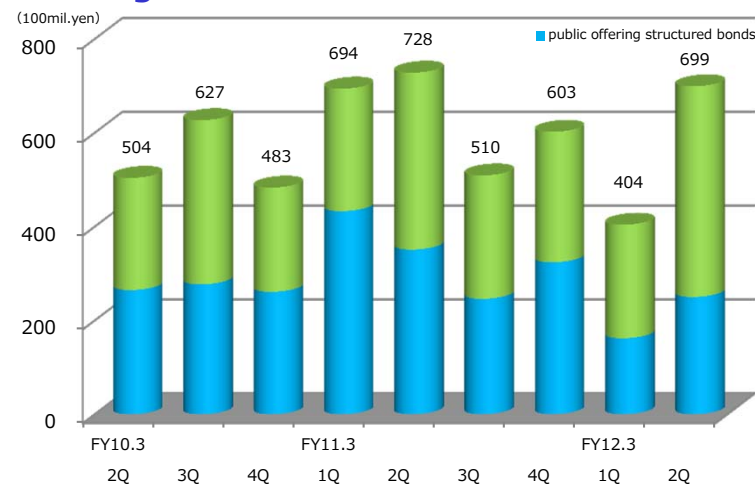
Investment trusts sales amount



Investment trusts commissions



Foreign bonds sales amount

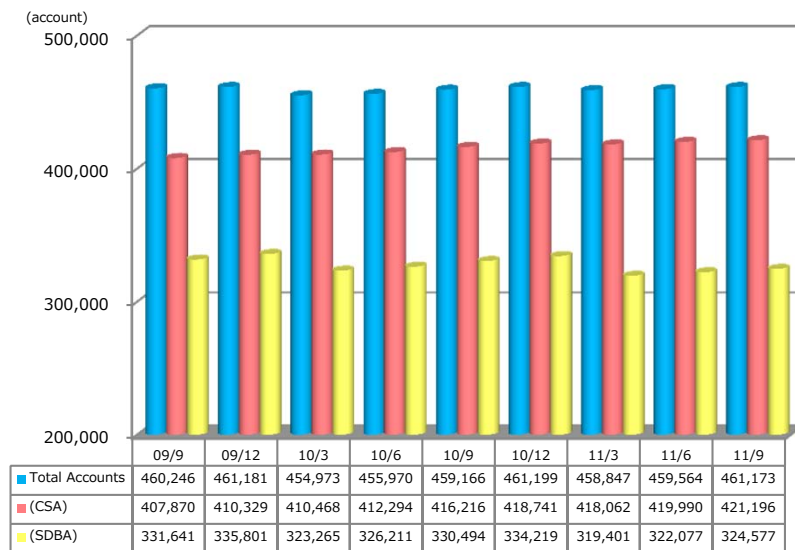


- Sales of investment trust funds increased 10.0% YoY, to 273.1 billion yen. Sales commissions on these funds grew 13.0% YoY, at 8.13 billion yen. Sales activities were flagshiped by investment trust funds investing in Asian and Oceanian stocks and US REITs.
- Sales of foreign bonds dropped 22.4% YoY, at 110.3 billion yen, due mainly to weaker sales of structured bonds such as EBs.



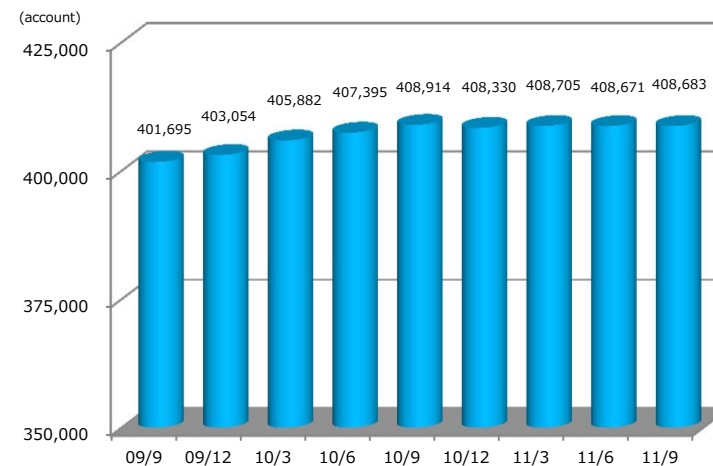
Number of accounts (non-consolidated: Okasan Securities)

■ Number of customer accounts

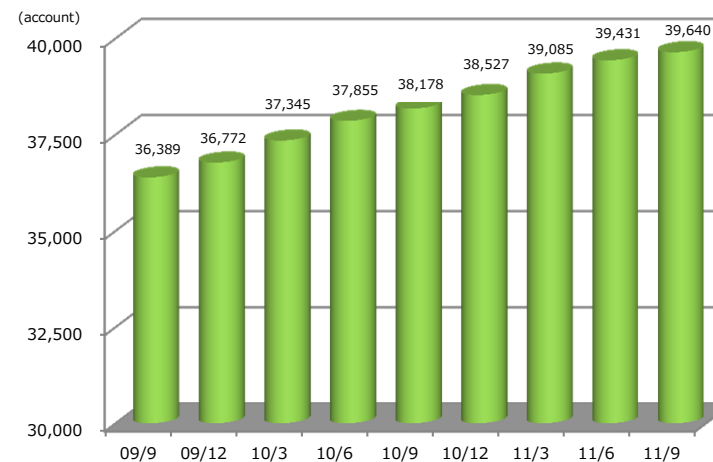


- The number of customer accounts increased 0.4% YoY, to 461,173. The number of accounts with balance remaining decreased 0.1% YoY to 408,683.
- Number of new account openings during the July-September quarter reached 3,754.
- Online accounts comprised 8.6% of the overall number of customer accounts (the number of online accounts was 39,640).

■ Number of balance remaining accounts



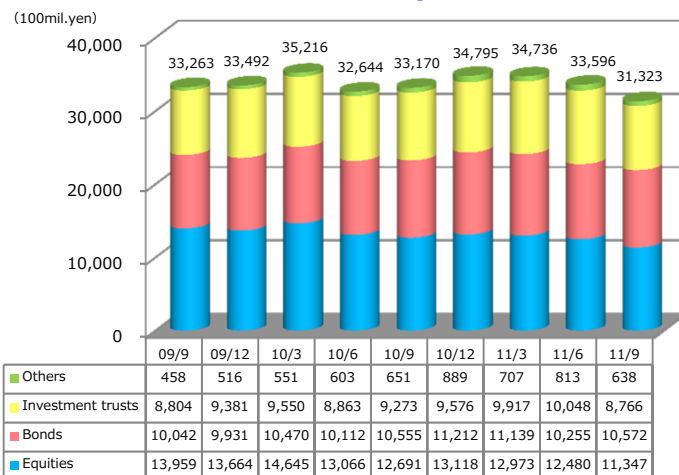
■ Number of online accounts



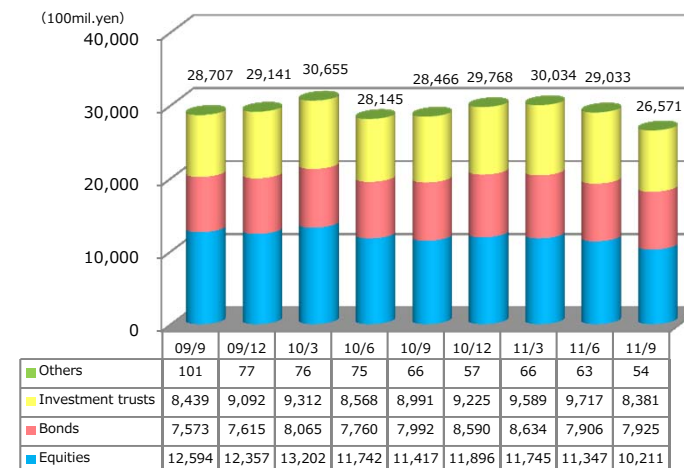


Assets under custody , Net inflow of client assets (non-consolidated: Okasan Securities)

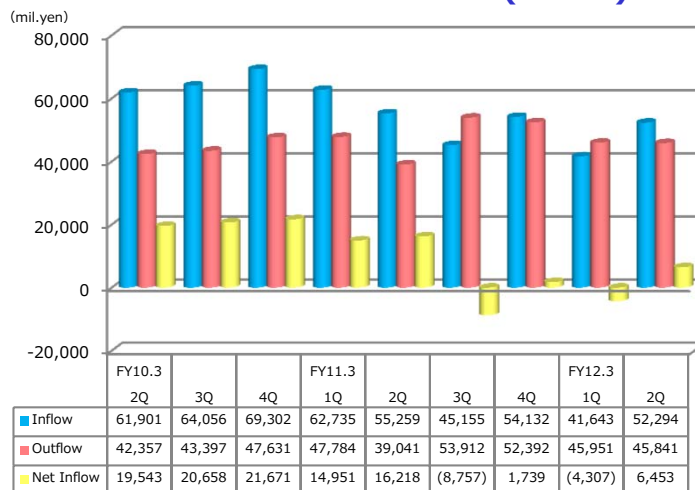
■ Assets under Custody



■ Retail Assets under Custody



■ Net inflow of client assets (Retail)



- Customers' assets under custody in Okasan Securities Co., Ltd. decreased 184.7 billion yen YoY (from the end of September, 2010) to 3.1323 trillion yen and decreased 227.3 billion yen QoQ (from the end of June, 2011).
- The net inflow of funds (sum of net inflow of cash and assets under custody: individual customers only) for the July to September quarter stood at 6.4 billion yen.



Capital Adequacy Ratio

(non-consolidated: Okasan Securities)

(In millions of yen)

Items		FY11.3				FY12.3		vs.FY11.3	
		1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	4Q	
Basic items		(A)	52,583	52,274	52,805	51,820	51,723	50,982	-838
Complementary items	Appraisal gains (losses) etc.		44	40	55	56	51	46	-10
	Security transaction responsibility reserve		633	673	683	767	807	809	42
	General provision for loan losses		8	6	10	5	3	2	-3
	Short-term subordinated debt		5,975	8,575	8,325	9,750	9,500	8,425	-1,325
Total		(B)	6,661	9,295	9,074	10,579	10,361	9,283	-1,296
Assets to be deducted		(C)	9,653	9,740	9,772	10,265	10,381	10,358	93
Unfixed equity capital (A) + (B) - (C)		(D)	49,590	51,829	52,106	52,134	51,704	49,907	-2,227
Risk equivalents	Market risk equivalents		2,663	2,210	1,872	1,512	2,159	2,331	819
	Customer risk equivalents		1,064	1,012	870	865	919	768	-97
	Basic risk equivalents		11,619	11,622	11,615	11,585	11,622	11,544	-41
	Total	(E)	15,347	14,845	14,358	13,964	14,701	14,644	680
Capital adequacy ratio (D) / (E) × 100 (%)			323.1%	349.1%	362.8%	373.3%	351.7%	340.8%	-32.5p

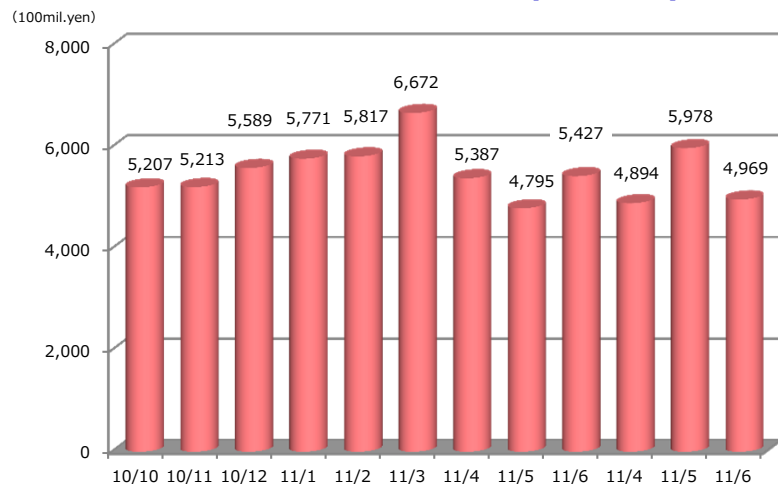
(Note) Short-term subordinated debt consists of subordinated borrowing.

- The capital adequacy ratio dropped 32.5 percentage points from end of the last fiscal year, at 340.8% as of the end of September 2011.
- The complementary items for capital adequacy decreased due mainly to a fall in short-term subordinated debts, in addition to an increase in the market risk proxy. Consequently capital adequacy ratio declined.

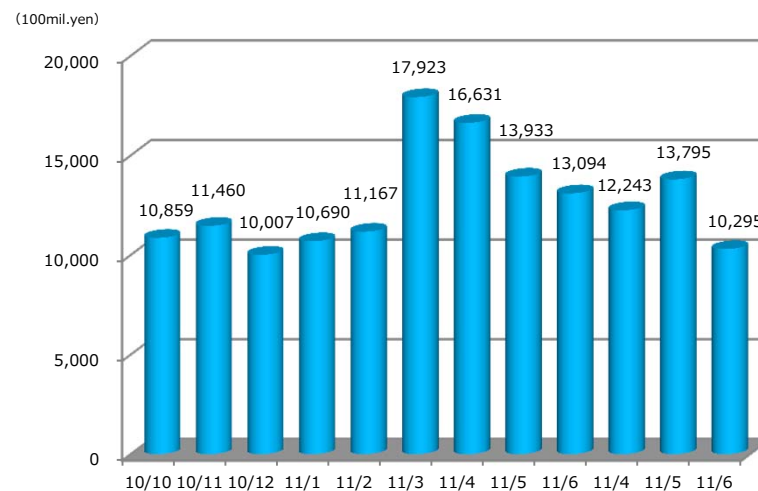


(Reference Data) Okasan Online Securities Data

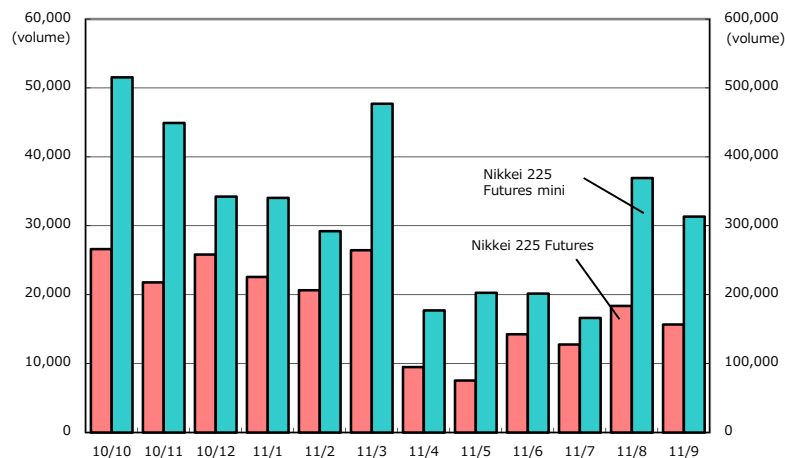
■ Domestic sales amount of equities by month



■ "Click 365" contract amount



■ Nikkei 225 Futures & Nikkei225 Futures mini



- The monthly trading value of the domestic shares was running at about 500-600 billion yen.
- The trading value of Click 365 declined in September due to the decreased trading volume in the market.
- Trading volume of the Nikkei 225 Mini has increased since August due mainly to introduction of night sessions at Osaka Securities Exchange.



MEMO



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