



Ending March 31, 2013

Results Briefing



April 26, 2013
Okasan Securities Group Inc.

The objective of the document is to provide information on the results of the fiscal year ending March 31, 2013 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 March 2013. 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 |
| FY13.3 | 78,663 (28.8%) | 77,136 (29.7%) | 18,116 (474.8%) | 18,829 (384.0%) |
| FY12.3 | 61,065 (- 3.0%) | 59,467 (- 3.0%) | 3,151 (- 7.5%) | 3,890 (- 12.9%) |

| | Net Income | Net income per share | RO E | Comprehensive income |
|---------------|----------------------------|-----------------------------|--------------|-----------------------------|
| | million yen | yen | | million yen |
| FY13.3 | 14,308 (14.5times) | 72.22 | 14.0% | 23,279 (13.1times) |
| FY12.3 | 983 (53.7%) | 4.93 | 1.1% | 1,770 (-) |

| | Total assets | Net assets | Equity ratio | Net assets per share |
|---------------|---------------------|-------------------|---------------------|-----------------------------|
| | million yen | million yen | | yen |
| FY13.3 | 723,383 | 133,572 | 15.5% | 566.19 |
| FY12.3 | 556,388 | 112,016 | 16.6% | 466.31 |



Financial highlights of fiscal year ending March 2013

<Overview>

- Operating revenues grew by a sizeable 28.8% YoY, to 78,663 million yen. Operating revenues grew particularly quickly in the fourth quarter, thanks to the downturn in the yen and rally by the Japanese equity market since mid-November. There was growth in foreign equity transaction volumes in addition to the rapid expansion in Japanese equity transactions. Investment trust sales also grew, supported by improvement in the environment.
- Ordinary income was 4.8 times higher YoY at 18,829 million yen, thanks to growth in revenue. Net profit was 14.5 times higher, at 14,308 million yen.

<Fees and Commissions>

- Brokerage commissions grew 55.3% YoY, as equity brokerage commissions increased thanks the share market rally.
- Underwriting fees were 3.4 times higher YoY. A big IPO in the second quarter and a large PO in the fourth quarter contributed strongly. The Company also focused on bond underwriting.
- Distribution commissions rose 19.3% YoY boosted by growth in sales of investment trust funds in an improving investment environment.
- Other commissions received grew by 2.2% YoY, thanks to increase in the market value of investment trusts.

<Net Trading Income>

- Net trading income from equities grew 75.9% YoY. Trading volumes in foreign equities (mainly US equities) reached an all-time high, while income from Japanese equities also improved.
- Net trading income from bonds grew 30.1% YoY. There was strong growth in sales of yen structured bonds, and the Company focused also on sales of high-yield foreign currency bonds.

<SG&A expenses>

- Selling, general and administrative expenses grew 4.8% YoY, due to increase in personnel expenses and transaction costs.



Operating Revenues

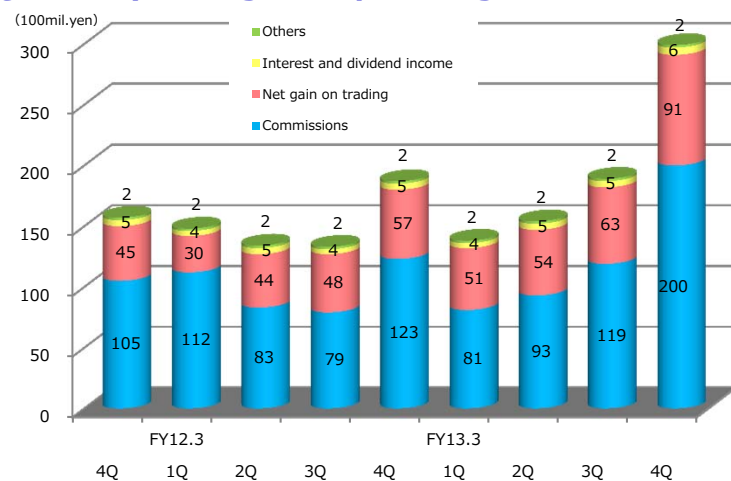
(In millions of yen)

| | FY12.3 | FY13.3 | vs.FY12.3 |
|-------------------------------------|--------|---------------|---------------|
| | TOTAL | TOTAL | TOTAL |
| Operating revenues | 61,065 | 78,663 | 28.8% |
| Commissions | 39,947 | 49,455 | 23.8% |
| Brokerage | 9,880 | 15,343 | 55.3% |
| Underwriting | 121 | 415 | 242.9% |
| Distribution | 18,110 | 21,606 | 19.3% |
| Others | 11,834 | 12,090 | 2.2% |
| Net gain on trading | 18,072 | 26,054 | 44.2% |
| Equities | 6,970 | 12,264 | 75.9% |
| Bonds | 11,057 | 14,384 | 30.1% |
| Others | 44 | -593 | - |
| Interest and dividend income | 1,987 | 2,216 | 11.5% |
| Others | 1,057 | 936 | -11.4% |

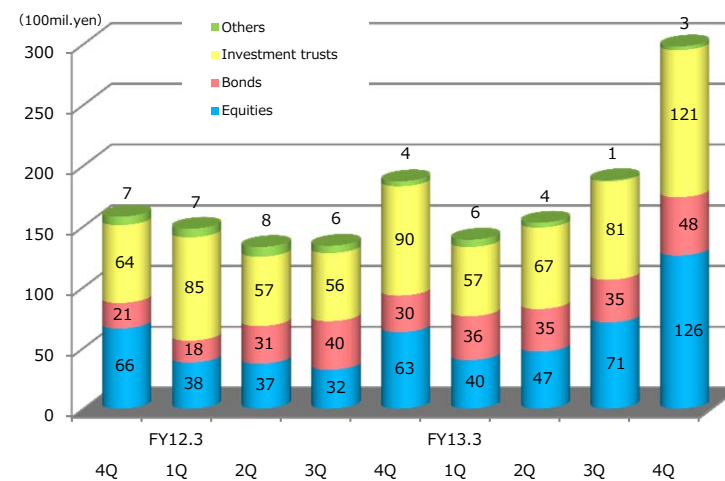
(In millions of yen)

| | FY12.3 | | | | FY13.3 | | | | vs.FY13.3 |
|-------------------------------------|--------|--------|--------|--------|--------|--------|--------|---------------|---------------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 3Q |
| Operating revenues | 15,013 | 13,623 | 13,515 | 18,911 | 14,046 | 15,600 | 18,999 | 30,017 | 58.0% |
| Commissions | 11,277 | 8,392 | 7,934 | 12,341 | 8,122 | 9,355 | 11,916 | 20,060 | 68.3% |
| Brokerage | 2,447 | 2,353 | 2,059 | 3,019 | 2,186 | 2,189 | 3,480 | 7,486 | 115.1% |
| Underwriting | 20 | 28 | 41 | 30 | 26 | 213 | 71 | 103 | 45.1% |
| Distribution | 5,703 | 2,986 | 3,107 | 6,313 | 3,198 | 4,031 | 5,406 | 8,969 | 65.9% |
| Others | 3,105 | 3,023 | 2,726 | 2,979 | 2,710 | 2,920 | 2,957 | 3,501 | 18.4% |
| Net gain on trading | 3,022 | 4,426 | 4,846 | 5,777 | 5,193 | 5,445 | 6,313 | 9,102 | 44.2% |
| Equities | 1,413 | 1,322 | 1,100 | 3,134 | 1,725 | 2,178 | 3,484 | 4,874 | 39.9% |
| Bonds | 1,609 | 2,906 | 3,770 | 2,771 | 3,352 | 3,299 | 3,175 | 4,556 | 43.5% |
| Others | -1 | 198 | -23 | -128 | 114 | -33 | -346 | -328 | - |
| Interest and dividend income | 448 | 545 | 475 | 518 | 476 | 545 | 545 | 648 | 18.9% |
| Others | 265 | 259 | 258 | 274 | 254 | 253 | 223 | 205 | -8.1% |

■ Quarterly change in operating revenues



■ Quarterly change in operating revenues by product





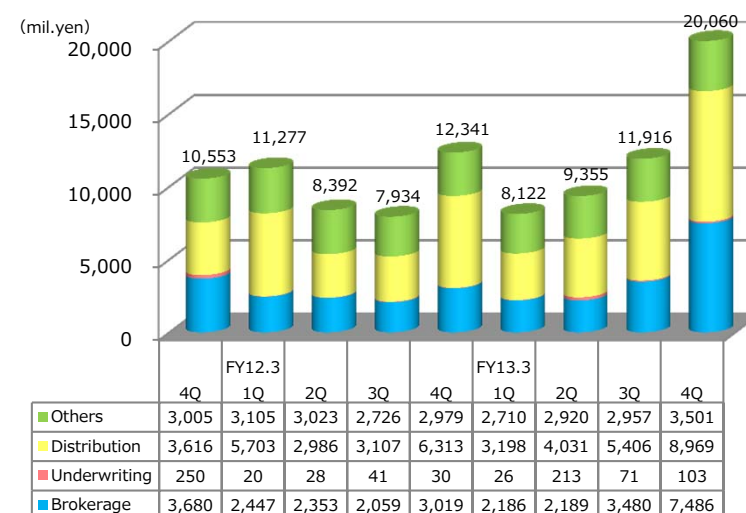
Fees and Commissions Received

■ Fees and commissions received

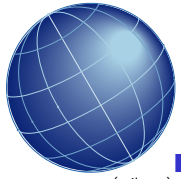
(In millions of yen)

| Items | FY12.3 | FY13.3 | vs.FY12.3 |
|--------------------------|---------------|---------------|--------------|
| | TOTAL | TOTAL | TOTAL |
| Brokerage | 9,880 | 15,343 | 55.3% |
| Equities | 8,798 | 14,626 | 66.2% |
| Bonds | 18 | 20 | 15.6% |
| Others | 1,064 | 696 | -34.6% |
| Underwriting | 121 | 415 | 242.9% |
| Equities | 55 | 325 | 490.7% |
| Bonds | 65 | 89 | 35.9% |
| Distribution | 18,110 | 21,606 | 19.3% |
| Beneficiary Certificates | 18,023 | 21,513 | 19.4% |
| Others | 11,834 | 12,090 | 2.2% |
| Beneficiary Certificates | 10,964 | 11,136 | 1.6% |
| Total | 39,947 | 49,455 | 23.8% |

■ Fees and commissions received (quarterly)

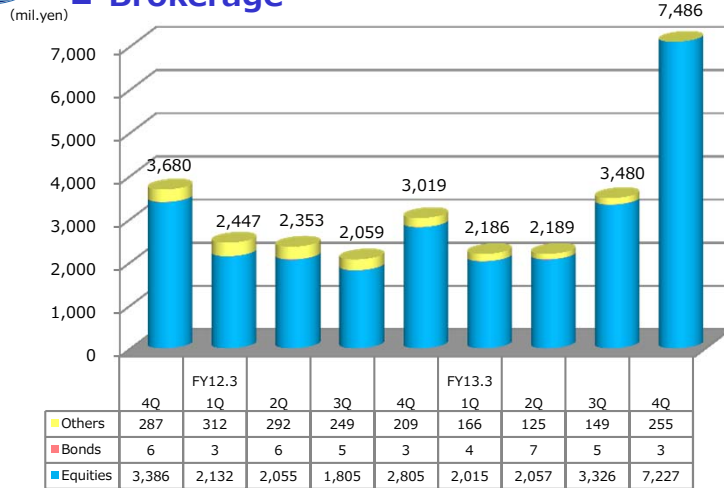


- Brokerage commissions grew 55.3% YoY. Equity brokerage commissions doubled in the fourth quarter relative to the third quarter, thanks to the improvement in the equity market. Other brokerage commissions fell 34.6% YoY, due to decrease in exchange forex trading volumes.
- Underwriting fees were 3.4 times higher YoY. In equities, there were deals for JAL and JT, and growth also in midsize financing deals. The Company also focused on bond underwriting, serving as lead manager for regional and industrial bond issues.
- Distribution commissions rose 19.3% YoY. Investment trust sales grew, thanks to the improvement in the investment environment resulting from yen depreciation.
- Trust fees related to benchmark prices for investment trusts accounted for the bulk of other commissions received. They grew 2.2% YoY, thanks to increase in the market value of investment trusts.

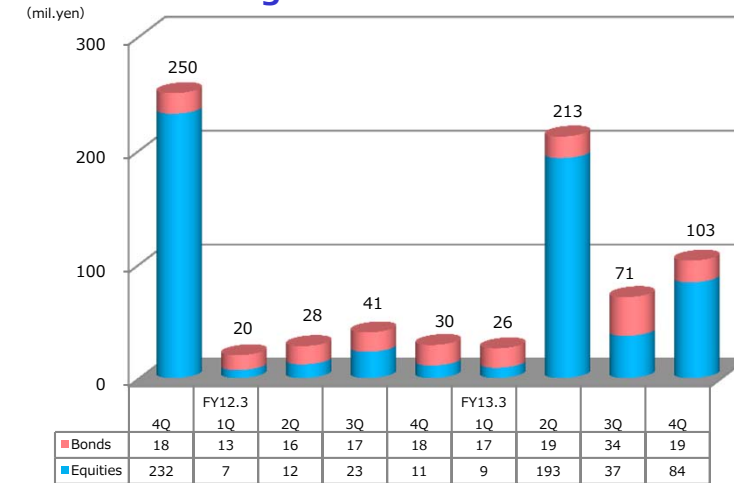


Fees and Commissions Received by Category

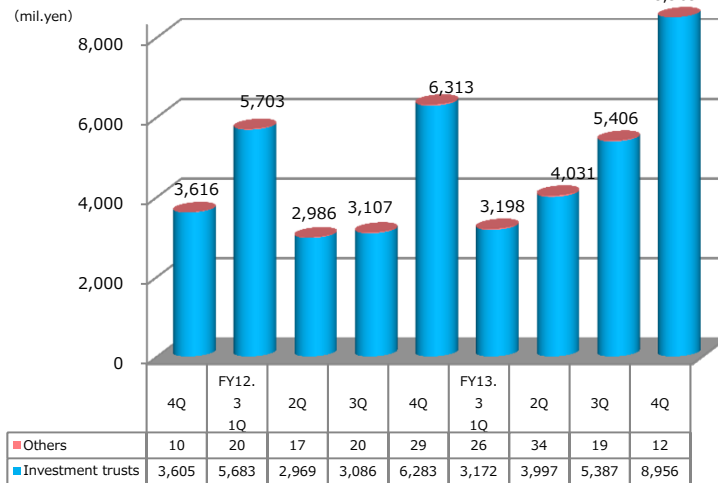
■ Brokerage



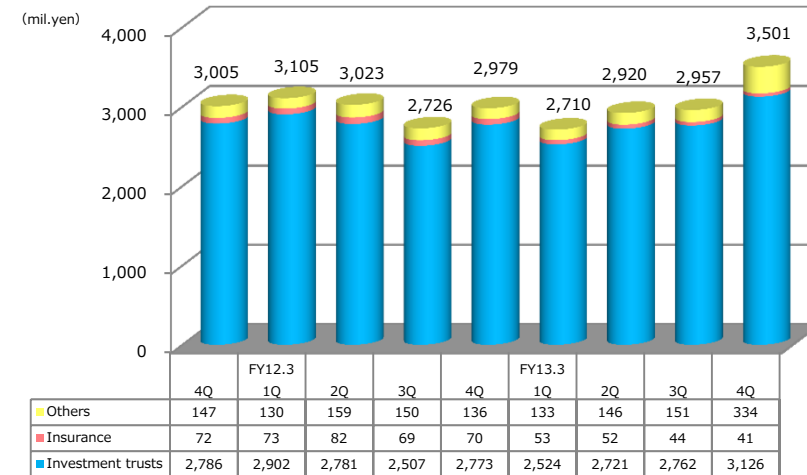
■ Underwriting



■ Distribution



■ Others





Net Trading Income

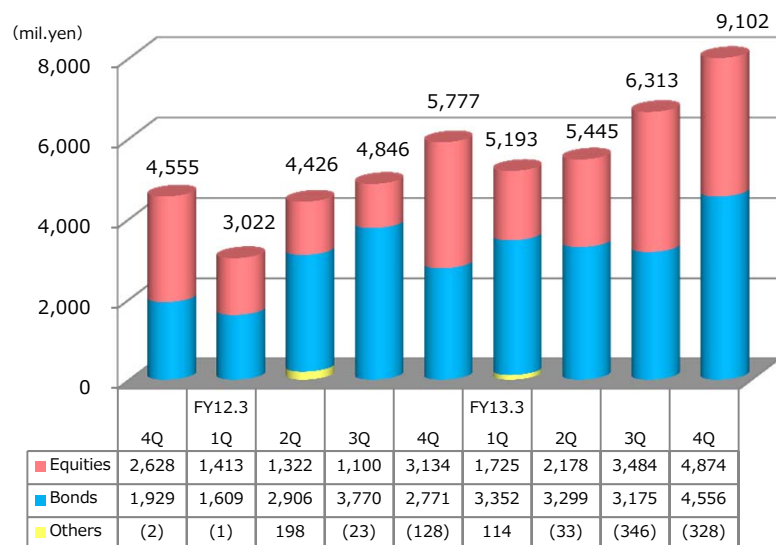
(In millions of yen)

| | FY12.3 TOTAL | FY13.3 TOTAL | vs.FY12.3 TOTAL |
|----------------------------|-----------------|-----------------|--------------------|
| Equities | 6,970 | 12,264 | 75.9% |
| Domestic equities | 867 | 1,853 | 113.7% |
| Foreign equities | 6,102 | 10,411 | 70.6% |
| Bonds and others | 11,057 | 14,384 | 30.1% |
| Domestic bonds | 1,231 | 1,660 | 34.8% |
| Foreign bonds | 9,826 | 12,724 | 29.5% |
| Others | 44 | -593 | - |
| Net gain on trading | 18,072 | 26,054 | 44.2% |

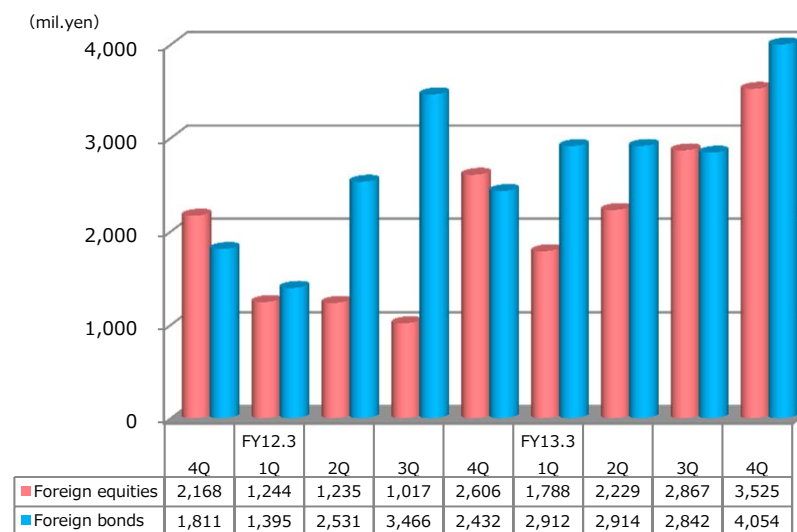
(In millions of yen)

| | FY12.3 | | | | FY13.3 | | | | vs.FY13.3 |
|----------------------------|--------|-------|-------|-------|--------|-------|-------|--------------|---------------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 3Q |
| Equities | 1,413 | 1,322 | 1,100 | 3,134 | 1,725 | 2,178 | 3,484 | 4,874 | 39.9% |
| Domestic equities | 169 | 87 | 82 | 528 | -62 | -51 | 617 | 1,349 | 118.6% |
| Foreign equities | 1,244 | 1,235 | 1,017 | 2,606 | 1,788 | 2,229 | 2,867 | 3,525 | 23.0% |
| Bonds and others | 1,609 | 2,906 | 3,770 | 2,771 | 3,352 | 3,299 | 3,175 | 4,556 | 43.5% |
| Domestic bonds | 214 | 374 | 303 | 338 | 440 | 385 | 332 | 501 | 50.9% |
| Foreign bonds | 1,395 | 2,531 | 3,466 | 2,432 | 2,912 | 2,914 | 2,842 | 4,054 | 42.6% |
| Others | -1 | 198 | -23 | -128 | 114 | -33 | -346 | -328 | - |
| Net gain on trading | 3,022 | 4,426 | 4,846 | 5,777 | 5,193 | 5,445 | 6,313 | 9,102 | 44.2% |

Net gain by Products



Net gain from foreign equities and bonds





SG&A : Selling, General and Administrative Expenses

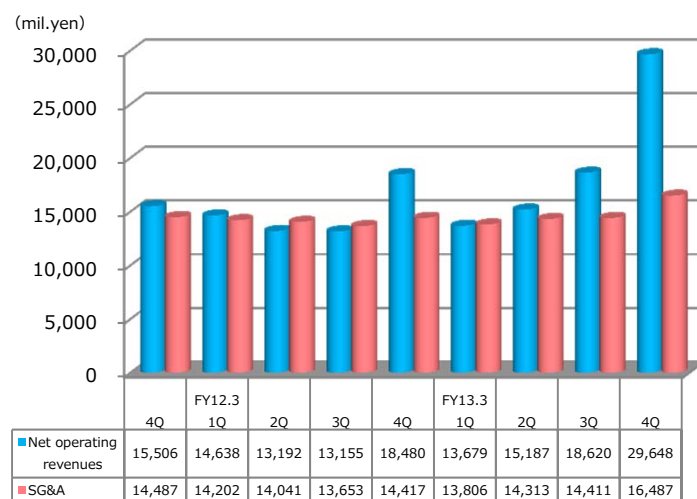
(In millions of yen)

| | FY12.3 TOTAL | FY13.3 TOTAL | vs.FY12.3 TOTAL |
|--------------------------|-----------------|-----------------|--------------------|
| Trading related expenses | 10,303 | 10,967 | 6.4% |
| Personnel expenses | 27,643 | 30,041 | 8.7% |
| Real estate expenses | 6,037 | 5,800 | -3.9% |
| Office expenses | 5,306 | 5,147 | -3.0% |
| Depreciation expenses | 3,939 | 3,964 | 0.6% |
| Taxes and dues | 537 | 619 | 15.3% |
| Others | 2,548 | 2,478 | -2.8% |
| SG&A | 56,315 | 59,019 | 4.8% |

(In millions of yen)

| | FY12.3 | | | | FY13.3 | | | | vs.FY13.3 |
|--------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 3Q |
| Trading related expenses | 2,520 | 2,574 | 2,469 | 2,739 | 2,470 | 2,656 | 2,651 | 3,188 | 20.3% |
| Personnel expenses | 6,984 | 6,845 | 6,743 | 7,068 | 6,828 | 7,098 | 7,374 | 8,740 | 18.5% |
| Real estate expenses | 1,558 | 1,565 | 1,464 | 1,448 | 1,467 | 1,447 | 1,420 | 1,464 | 3.1% |
| Office expenses | 1,341 | 1,321 | 1,279 | 1,362 | 1,340 | 1,407 | 1,199 | 1,200 | 0.1% |
| Depreciation expenses | 976 | 970 | 990 | 1,001 | 971 | 974 | 985 | 1,031 | 4.7% |
| Taxes and dues | 137 | 130 | 118 | 151 | 128 | 143 | 150 | 197 | 31.3% |
| Others | 682 | 633 | 587 | 645 | 599 | 584 | 629 | 664 | 5.6% |
| SG&A | 14,202 | 14,041 | 13,653 | 14,417 | 13,806 | 14,313 | 14,411 | 16,487 | 14.4% |

Change in net operating revenues and SG&A



- Trading related expenses grew 6.4% YoY, due to increase in variable expenses such as fees paid to exchanges and other commissions paid due to growth in trading volumes, in addition to advertising expenses.
- Personnel expenses increased 8.7% YoY, due to growth in performance linked remuneration as earnings recovered.
- Real estate-related expenses declined 3.9% YoY due mainly to lower rental expenses for equipment and fixtures.
- Office expenses declined 3.0% YoY. System costs decreased because the new ODIN system became fully operational in September 2012.
- Other expenses decreased 2.8% from a year earlier due primarily to a decline in research expenses.



Balance Sheet Summary (1)

| | (In millions of yen) | | | | | | | (In millions of yen) | | | | |
|---|----------------------|----------------|---------------------|---------|---------|---------|---------|----------------------|---------|---------|----------------|------------------|
| | FY12.3 | FY13.3 | vs. FY12.3 TOTAL | FY12.3 | | | | FY13.3 | | | | |
| | | | | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | vs. FY13.3 3Q |
| Current assets | 505,304 | 662,021 | 156,717 | 483,967 | 486,017 | 543,560 | 505,304 | 660,958 | 528,214 | 590,718 | 662,021 | 71,303 |
| Cash and deposits | 45,898 | 44,508 | -1,390 | 34,892 | 38,291 | 35,422 | 45,898 | 41,617 | 38,061 | 40,054 | 44,508 | 4,454 |
| Cash segregated as deposits | 42,750 | 65,341 | 22,590 | 41,669 | 39,884 | 38,680 | 42,750 | 39,550 | 42,585 | 50,136 | 65,341 | 15,205 |
| Trading products | 185,667 | 277,859 | 92,191 | 187,803 | 201,840 | 228,746 | 185,667 | 302,851 | 226,537 | 229,121 | 277,859 | 48,738 |
| Receivables on margin transactions | 33,533 | 55,334 | 21,801 | 44,291 | 37,449 | 34,223 | 33,533 | 36,983 | 38,459 | 36,038 | 55,334 | 19,296 |
| Receivables on collateralized securities transactions | 186,086 | 185,256 | -829 | 164,342 | 157,783 | 194,093 | 186,086 | 227,979 | 170,584 | 199,749 | 185,256 | -14,493 |
| Other current assets | 11,367 | 33,721 | 22,354 | 10,968 | 10,766 | 12,394 | 11,367 | 11,975 | 11,986 | 35,617 | 33,721 | -1,896 |
| Fixed assets | 51,084 | 61,361 | 10,277 | 52,463 | 52,013 | 50,609 | 51,084 | 49,861 | 50,543 | 51,810 | 61,361 | 9,551 |
| Tangible fixed assets | 16,305 | 16,497 | 192 | 16,369 | 16,512 | 16,354 | 16,305 | 16,430 | 16,476 | 16,463 | 16,497 | 34 |
| Intangible fixed assets | 8,399 | 7,705 | -694 | 9,154 | 8,831 | 8,547 | 8,399 | 8,215 | 7,966 | 7,782 | 7,705 | -77 |
| Investments and other assets | 26,379 | 37,159 | 10,779 | 26,939 | 26,668 | 25,707 | 26,379 | 25,215 | 26,099 | 27,564 | 37,159 | 9,595 |
| Total assets | 556,388 | 723,383 | 166,995 | 536,431 | 538,030 | 594,170 | 556,388 | 710,819 | 578,758 | 642,528 | 723,383 | 80,855 |

- Current assets grew 156.7 billion yen due to increase in trading products (bonds) and the like. Fixed assets also expanded by 10.2 billion yen because of growth in investment securities, etc.
- Current liabilities grew by 143.5 billion yen YoY, mainly because of increase in payables on collateralized securities transactions and short-term borrowings. Fixed liabilities were up 1.6 billion yen YoY, so total liabilities increased by 145.4 billion yen.
- Net assets were up 21.5 billion yen from the end of the previous fiscal year due to an increase in retained earnings. Total liabilities and net assets amounted to 723.3 billion yen, an increase of 166.9 billion yen from the end of the previous fiscal year.



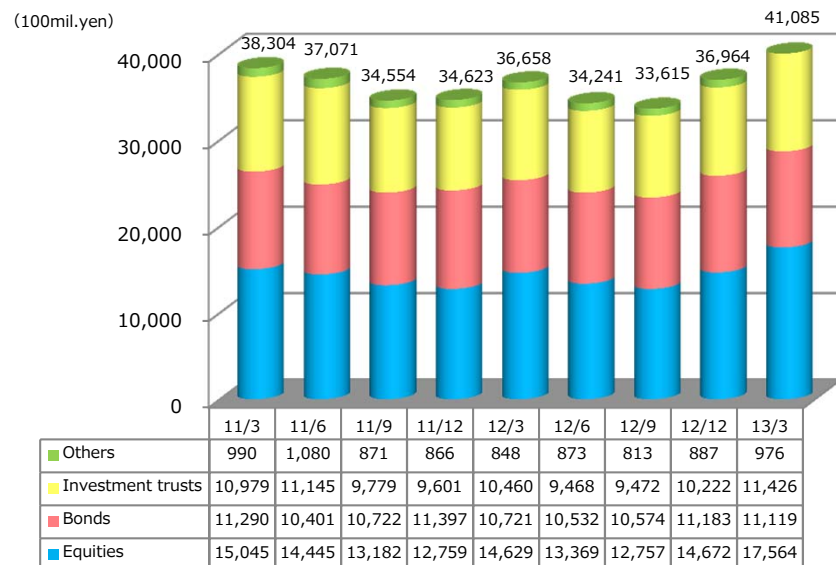
Balance Sheet Summary (2)

| | (In millions of yen) | | | (In millions of yen) | | | | | | | | |
|--|----------------------|----------------|---------------------|----------------------|---------|---------|---------|---------|---------|---------|----------------|----------------|
| | FY12.3 | FY13.3 | vs. FY12.3 TOTAL | FY12.3 | | | | FY13.3 | | | | vs. FY13.3 |
| | | | | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 3Q |
| Current liabilities | 417,782 | 561,330 | 143,548 | 396,615 | 400,608 | 458,493 | 417,782 | 575,043 | 443,719 | 502,807 | 561,330 | 58,523 |
| Trading liabilities | 152,267 | 159,573 | 7,305 | 144,839 | 143,469 | 178,371 | 152,267 | 200,444 | 156,680 | 176,187 | 159,573 | -16,614 |
| Payables on margin transactions | 16,171 | 19,338 | 3,166 | 19,760 | 17,200 | 11,270 | 16,171 | 14,065 | 16,764 | 17,724 | 19,338 | 1,614 |
| Payables on collateralized securities transactions | 61,366 | 131,650 | 70,283 | 28,967 | 38,156 | 70,661 | 61,366 | 164,650 | 80,557 | 101,471 | 131,650 | 30,179 |
| Deposits received | 18,338 | 29,987 | 11,648 | 19,613 | 15,799 | 16,028 | 18,338 | 18,969 | 19,674 | 24,785 | 29,987 | 5,202 |
| Guarantee deposits received | 22,996 | 33,348 | 10,351 | 26,823 | 23,818 | 23,039 | 22,996 | 25,166 | 23,495 | 29,387 | 33,348 | 3,961 |
| Short-term borrowings | 136,167 | 176,024 | 39,856 | 145,700 | 152,263 | 147,877 | 136,167 | 130,162 | 141,361 | 147,580 | 176,024 | 28,444 |
| Other current liabilities | 10,473 | 11,408 | 935 | 10,911 | 9,899 | 11,243 | 10,473 | 21,585 | 5,184 | 5,671 | 11,408 | 5,737 |
| Fixed liabilities | 25,199 | 26,804 | 1,604 | 27,037 | 26,051 | 25,734 | 25,199 | 25,443 | 24,282 | 23,952 | 26,804 | 2,852 |
| Long-term borrowings | 13,478 | 11,575 | -1,903 | 15,233 | 14,161 | 14,065 | 13,478 | 13,493 | 12,116 | 12,048 | 11,575 | -473 |
| Reserves for retirement benefits | 5,275 | 5,704 | 429 | 5,097 | 5,174 | 5,231 | 5,275 | 5,349 | 5,450 | 5,575 | 5,704 | 129 |
| Other fixed liabilities | 6,446 | 9,525 | 3,078 | 6,706 | 6,714 | 6,437 | 6,446 | 6,600 | 6,715 | 6,328 | 9,525 | 3,197 |
| Financial instruments transaction reserve | 1,390 | 1,676 | 286 | 1,285 | 1,323 | 1,355 | 1,390 | 1,414 | 1,446 | 1,489 | 1,676 | 187 |
| Total liabilities | 444,372 | 589,811 | 145,439 | 424,939 | 427,983 | 485,583 | 444,372 | 601,902 | 469,448 | 528,250 | 589,811 | 61,561 |
| Common stock | 18,589 | 18,589 | - | 18,589 | 18,589 | 18,589 | 18,589 | 18,589 | 18,589 | 18,589 | 18,589 | - |
| Capital surplus | 12,910 | 12,912 | 2 | 12,910 | 12,910 | 12,910 | 12,910 | 12,912 | 12,912 | 12,912 | 12,912 | 0 |
| Retained earnings | 64,490 | 77,845 | 13,354 | 63,528 | 62,792 | 62,219 | 64,490 | 61,140 | 61,698 | 66,255 | 77,845 | 11,590 |
| Treasury stock | -3,581 | -3,636 | -54 | -2,850 | -3,097 | -3,572 | -3,581 | -3,614 | -3,616 | -3,622 | -3,636 | -14 |
| Accumulated other comprehensive income | 50 | 6,452 | 6,401 | -296 | -890 | -1,147 | 50 | 897 | 637 | 723 | 6,452 | 5,729 |
| Minority interests | 19,555 | 21,408 | 1,852 | 19,610 | 19,742 | 19,588 | 19,555 | 18,992 | 19,088 | 19,418 | 21,408 | 1,990 |
| Total net assets | 112,016 | 133,572 | 21,556 | 111,492 | 110,047 | 108,587 | 112,016 | 108,917 | 109,309 | 114,278 | 133,572 | 19,294 |
| Total liabilities&net assets | 556,388 | 723,383 | 166,995 | 536,431 | 538,030 | 594,170 | 556,388 | 710,819 | 578,758 | 642,528 | 723,383 | 80,855 |

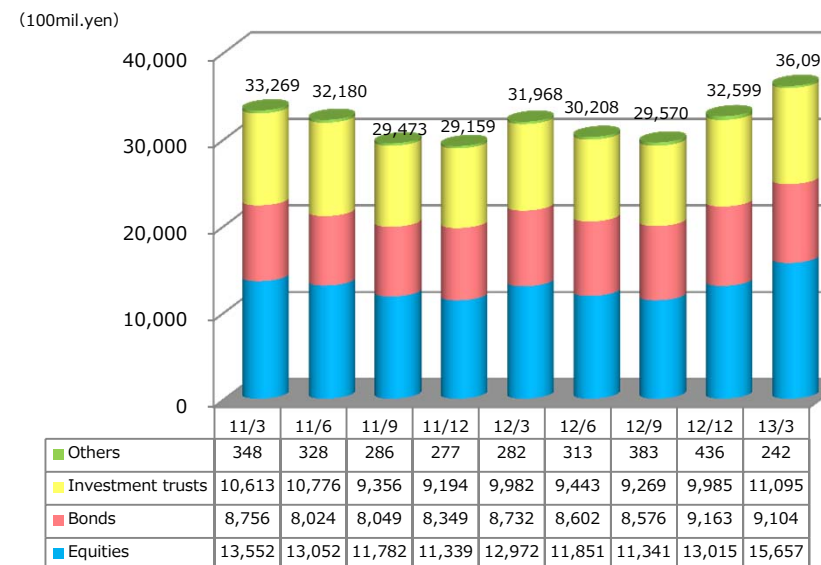


Assets under custody (Consolidated)

■ Assets under Custody



■ Retail Assets under Custody



- On a consolidated basis, customers' assets under custody grew by 442.7 billion yen YoY to 4,108.5 billion yen. This was up 412.1 billion yen on end-2012. The market value of equities and investment trusts expanded thanks to yen weakness and gains by the stock market.
- Retail customers' assets under custody grew by 413.0 billion yen YoY to 3,609.8 billion yen.



2. Reference Data



Performance by quarter (non-consolidated: Okasan Securities)

| Items | (In millions of yen) | | | (In millions of yen) | | | | | | | | | |
|------------------------------------|----------------------|-----------------|--------------------|----------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|--|
| | FY12.3 TOTAL | FY13.3 TOTAL | vs.FY12.3 TOTAL | FY12.3 | | | | FY13.3 | | | | vs.FY13.3 | |
| | | | | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 3Q | |
| Operating revenues | 47,554 | 63,079 | 32.6% | 11,520 | 10,282 | 10,427 | 15,324 | 11,060 | 12,404 | 15,321 | 24,292 | 58.6% | |
| Commissions | 29,234 | 37,541 | 28.4% | 8,463 | 5,714 | 5,568 | 9,487 | 5,806 | 6,882 | 9,063 | 15,789 | 74.2% | |
| Brokerage | 6,361 | 11,523 | 81.2% | 1,531 | 1,478 | 1,275 | 2,076 | 1,464 | 1,556 | 2,605 | 5,897 | 126.4% | |
| Underwriting | 120 | 414 | 243.7% | 20 | 28 | 41 | 29 | 26 | 213 | 71 | 102 | 43.7% | |
| Distribution | 17,196 | 20,329 | 18.2% | 5,409 | 2,757 | 2,965 | 6,063 | 3,015 | 3,853 | 5,103 | 8,356 | 63.7% | |
| Others | 5,555 | 5,274 | -5.1% | 1,502 | 1,449 | 1,287 | 1,316 | 1,300 | 1,259 | 1,282 | 1,431 | 11.6% | |
| Net gain on trading | 16,783 | 23,864 | 42.2% | 2,720 | 4,144 | 4,494 | 5,424 | 4,884 | 5,113 | 5,838 | 8,028 | 37.5% | |
| Equities | 6,425 | 11,200 | 74.3% | 1,252 | 1,219 | 1,004 | 2,950 | 1,645 | 2,098 | 3,249 | 4,206 | 29.5% | |
| Bonds | 10,323 | 13,258 | 28.4% | 1,474 | 2,730 | 3,514 | 2,603 | 3,123 | 3,048 | 2,935 | 4,150 | 41.4% | |
| Others | 34 | -594 | - | -6 | 194 | -24 | -128 | 114 | -33 | -346 | -328 | - | |
| Interest and dividend income | 1,536 | 1,672 | 8.8% | 336 | 423 | 363 | 413 | 369 | 408 | 419 | 474 | 13.1% | |
| Financial expenses | 1,439 | 1,395 | -3.0% | 336 | 388 | 321 | 393 | 333 | 366 | 338 | 356 | 5.3% | |
| Net operating revenues | 46,115 | 61,683 | 33.8% | 11,184 | 9,893 | 10,105 | 14,931 | 10,726 | 12,038 | 14,983 | 23,935 | 59.7% | |
| SG&A | 44,749 | 47,434 | 6.0% | 11,261 | 11,102 | 10,895 | 11,489 | 11,165 | 11,431 | 11,690 | 13,146 | 12.5% | |
| Trading related expenses | 8,014 | 9,118 | 13.8% | 1,973 | 1,962 | 1,950 | 2,128 | 2,032 | 2,096 | 2,227 | 2,761 | 24.0% | |
| Personnel expenses | 21,075 | 22,829 | 8.3% | 5,303 | 5,209 | 5,160 | 5,401 | 5,250 | 5,395 | 5,659 | 6,524 | 15.3% | |
| Real estate expenses | 5,410 | 5,774 | 6.7% | 1,363 | 1,400 | 1,329 | 1,316 | 1,454 | 1,464 | 1,432 | 1,421 | -0.8% | |
| Administrative expenses | 8,639 | 8,028 | -7.1% | 2,227 | 2,149 | 2,091 | 2,171 | 2,028 | 2,088 | 1,953 | 1,958 | 0.3% | |
| Depreciation expenses | 519 | 493 | -4.9% | 124 | 129 | 130 | 134 | 122 | 122 | 124 | 123 | -0.8% | |
| Taxes and dues | 291 | 362 | 24.4% | 69 | 66 | 64 | 91 | 63 | 76 | 87 | 134 | 54.0% | |
| Others | 797 | 826 | 3.7% | 198 | 184 | 169 | 244 | 212 | 185 | 204 | 223 | 9.3% | |
| Operating income | 1,366 | 14,249 | 942.9% | -77 | -1,208 | -789 | 3,441 | -439 | 606 | 3,293 | 10,788 | 227.6% | |
| Non-operating income | 257 | 373 | 44.9% | 68 | 55 | 50 | 84 | 132 | 75 | 85 | 80 | -5.9% | |
| Non-operating expenses | 10 | 19 | 84.1% | 1 | 5 | 2 | 1 | 1 | 3 | 0 | 13 | - | |
| Ordinary income | 1,613 | 14,603 | 805.0% | -11 | -1,158 | -741 | 3,524 | -308 | 678 | 3,377 | 10,855 | 221.4% | |
| Extraordinary gain | 101 | 60 | -41.0% | - | - | - | 101 | 0 | - | 60 | - | - | |
| Extraordinary loss | 78 | 133 | 70.5% | 42 | 13 | 9 | 12 | 4 | 1 | 0 | 127 | - | |
| Net profit, before taxes | 1,637 | 14,529 | 787.4% | -53 | -1,171 | -751 | 3,613 | -312 | 676 | 3,436 | 10,728 | 212.2% | |
| Income taxes | 1,034 | 6,704 | 548.3% | 2 | -54 | 37 | 1,048 | 147 | 32 | 1,225 | 5,298 | 332.5% | |
| Adjustment amount for income taxes | 65 | -867 | - | 41 | -376 | -91 | 492 | -79 | 207 | 112 | -1,108 | - | |
| Net profit | 537 | 8,693 | - | -96 | -741 | -697 | 2,073 | -379 | 436 | 2,098 | 6,537 | 211.6% | |



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

<Volume of equity trading / Number of shares>

(In millions of shares)

| Items | FY12.3 | | | | | FY13.3 | | | | | vs. FY12.3 TOTAL | vs. FY13.3 3Q |
|-----------------|--------|-------|-------|-------|--------|--------|-------|-------|--------|--------|---------------------|------------------|
| | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | | |
| (Dealing) | 745 | 592 | 408 | 728 | 2,473 | 633 | 486 | 535 | 669 | 2,324 | -6.0% | 25.0% |
| (Brokerage) | 5,098 | 5,117 | 4,697 | 6,300 | 21,212 | 4,455 | 4,660 | 6,282 | 11,266 | 26,665 | 25.7% | 79.3% |
| Total | 5,843 | 5,709 | 5,105 | 7,028 | 23,686 | 5,088 | 5,147 | 6,817 | 11,936 | 28,989 | 22.4% | 75.1% |
| Brokerage ratio | 87.2% | 89.6% | 92.0% | 89.6% | 89.6% | 87.6% | 90.5% | 92.2% | 94.4% | 92.0% | +2.4p | +2.2p |

<Volume of equity trading / Total value>

(In millions of yen)

| Items | FY12.3 | | | | | FY13.3 | | | | | vs. FY12.3 TOTAL | vs. FY13.3 3Q |
|-----------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|------------|---------------------|------------------|
| | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | | |
| (Dealing) | 447,422 | 436,917 | 236,309 | 407,887 | 1,528,536 | 341,851 | 351,809 | 384,451 | 512,059 | 1,590,171 | 4.0% | 33.2% |
| (Brokerage) | 1,900,394 | 1,926,642 | 1,660,777 | 1,977,214 | 7,465,028 | 1,770,345 | 1,752,966 | 2,238,167 | 4,649,472 | 10,410,951 | 39.5% | 107.7% |
| Total | 2,347,816 | 2,363,560 | 1,897,086 | 2,385,102 | 8,993,564 | 2,112,196 | 2,104,776 | 2,622,618 | 5,161,531 | 12,001,123 | 33.4% | 96.8% |
| Brokerage ratio | 80.9% | 81.5% | 87.5% | 82.8% | 83.0% | 83.8% | 83.3% | 85.3% | 90.0% | 86.7% | +3.7p | +4.7p |

<Total share within TSE>

| Items | FY12.3 | | | | | FY13.3 | | | | | vs. FY12.3 TOTAL | vs. FY13.3 3Q |
|------------------|--------|-------|-------|-------|-------|--------|-------|-------|-------|-------|---------------------|------------------|
| | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | | |
| Number of shares | 1.76% | 1.70% | 2.01% | 1.96% | 1.85% | 1.73% | 1.94% | 2.07% | 2.29% | 2.06% | +0.21p | +0.22p |
| Total value | 1.16% | 1.14% | 1.19% | 1.12% | 1.16% | 1.13% | 1.29% | 1.26% | 1.50% | 1.33% | +0.17p | +0.24p |

<Brokerage Commissions Ratio>

(In millions of yen)

| Items | FY12.3 | | | | | FY13.3 | | | | | vs. FY12.3 TOTAL | vs. FY13.3 3Q |
|-------------------|--------|-------|-------|-------|-------|--------|-------|-------|-------|--------|---------------------|------------------|
| | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | | |
| Commissions | 1,497 | 1,439 | 1,231 | 2,041 | 6,210 | 1,422 | 1,515 | 2,560 | 5,813 | 11,311 | 82.1% | 127.1% |
| Commissions Ratio | 0.08% | 0.07% | 0.07% | 0.10% | 0.08% | 0.08% | 0.08% | 0.11% | 0.13% | 0.11% | +0.03p | +0.02p |

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 | | 1 Q | 2 Q | FY12.3 | | | FY13.3 | | | vs. FY12.3 | | vs. FY13.3 | |
|-------------------------|-----------------------|---------|---------|---------|---------|---------|---------|---------|---------|------------|---------|------------|---------|
| | | | | 3 Q | 4 Q | TOTAL | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | TOTAL | 3 Q |
| Equities | (Number of shares) | 0 | 0 | 1 | 0 | 1 | 0 | 3 | 1 | 3 | 7 | 600.0% | 200.0% |
| Equities | (Total value) | 149 | 318 | 468 | 446 | 1,382 | 343 | 10,493 | 866 | 9,782 | 21,484 | 1454.6% | 1029.6% |
| Bonds | (Total at face value) | 216,100 | 202,160 | 215,444 | 239,489 | 873,193 | 220,043 | 220,333 | 227,685 | 175,260 | 843,321 | -3.4% | -23.0% |
| Domestic and foreign CP | (Total at face value) | - | - | - | - | - | - | - | - | - | - | - | - |

<Selling>

(In millions of shares, millions of yen)

| Items | | 1 Q | 2 Q | FY12.3 | | | FY13.3 | | | vs. FY12.3 | | vs. FY13.3 | |
|----------|-----------------------|--------|--------|--------|--------|---------|--------|--------|--------|------------|---------|------------|--------|
| | | | | 3 Q | 4 Q | TOTAL | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | TOTAL | 3 Q |
| Equities | (Number of shares) | 0 | 0 | 1 | 0 | 1 | 0 | 3 | 1 | 3 | 7 | 600.0% | 200.0% |
| Equities | (Total value) | 150 | 287 | 452 | 352 | 1,241 | 249 | 10,478 | 934 | 8,427 | 20,088 | 1518.7% | 802.2% |
| Bonds | (Total at face value) | 15,211 | 41,494 | 45,771 | 34,517 | 136,993 | 32,838 | 27,721 | 22,562 | 33,469 | 119,589 | -12.7% | 48.3% |

<Offering>

(In millions of shares, millions of yen)

| Items | | 1 Q | 2 Q | FY12.3 | | | FY13.3 | | | vs. FY12.3 | | vs. FY13.3 | |
|-------------------------|-----------------------|---------|---------|---------|---------|-----------|---------|---------|---------|------------|-----------|------------|--------|
| | | | | 3 Q | 4 Q | TOTAL | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | TOTAL | 3 Q |
| Equities | (Number of shares) | 0 | 0 | 0 | - | 0 | 0 | - | 0 | - | 0 | - | - |
| Equities | (Total value) | 0 | 1 | 1 | - | 2 | 0 | - | 0 | - | 0 | -100.0% | - |
| Bonds | (Total at face value) | 219,639 | 206,155 | 221,471 | 244,050 | 891,315 | 223,903 | 223,993 | 235,029 | 181,513 | 864,439 | -3.0% | -22.8% |
| Beneficiary securities | (Total at face value) | 491,306 | 356,747 | 333,384 | 550,663 | 1,732,101 | 393,369 | 415,054 | 484,205 | 696,963 | 1,989,591 | 14.9% | 43.9% |
| Domestic and foreign CP | (Total at face value) | - | - | - | - | - | - | - | - | - | - | - | - |

<Underwriting & Selling Fees Ratio>

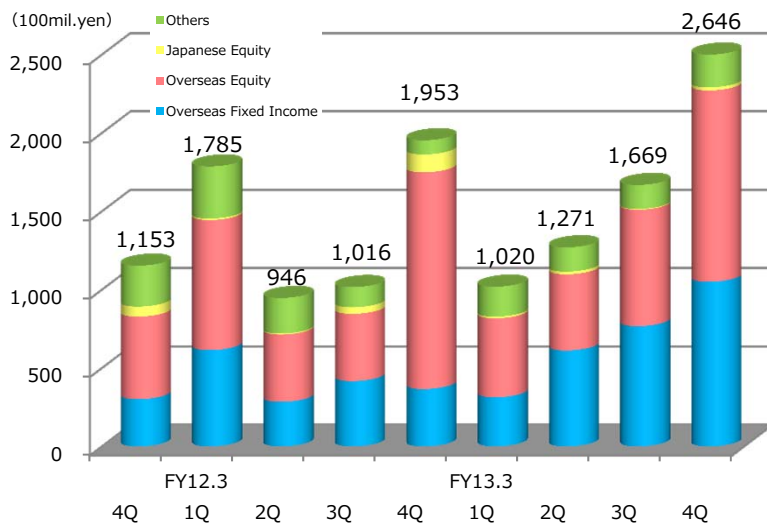
(In millions of yen)

| Items | | 1 Q | 2 Q | FY12.3 | | | FY13.3 | | | vs. FY12.3 | | vs. FY13.3 | |
|----------|-----------------------|--------|--------|--------|--------|--------|--------|--------|--------|------------|--------|------------|---------|
| | | | | 3 Q | 4 Q | TOTAL | 1 Q | 2 Q | 3 Q | 4 Q | TOTAL | TOTAL | 3 Q |
| Equities | | 7 | 12 | 23 | 11 | 55 | 9 | 194 | 37 | 84 | 325 | 490.9% | 127.0% |
| | (Averaged Fees Ratio) | 2.35% | 1.98% | 2.50% | 1.38% | 2.10% | 1.52% | 0.93% | 2.06% | 0.46% | 0.78% | -1.32p | -1.6p |
| Bonds | | 13 | 16 | 17 | 17 | 65 | 16 | 19 | 33 | 18 | 88 | 35.4% | -45.5% |
| | (Averaged Fees Ratio) | 0.006% | 0.007% | 0.007% | 0.006% | 0.006% | 0.006% | 0.008% | 0.013% | 0.005% | 0.005% | -0.001p | -0.008p |

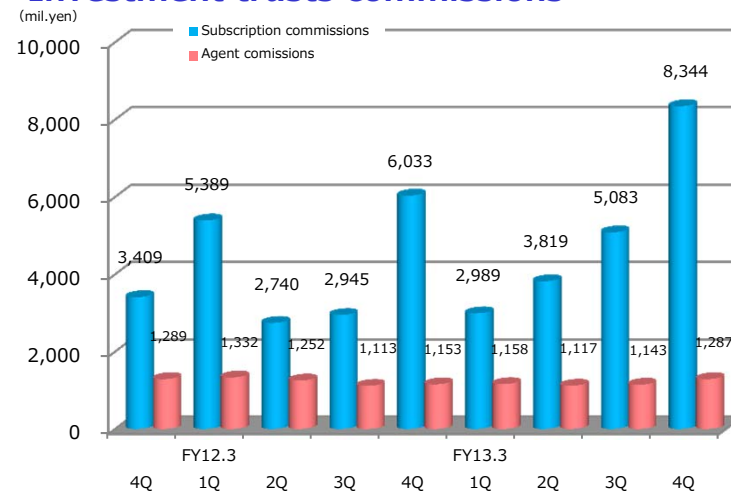


Investment trusts ▪ Foreign bonds (non-consolidated: Okasan Securities)

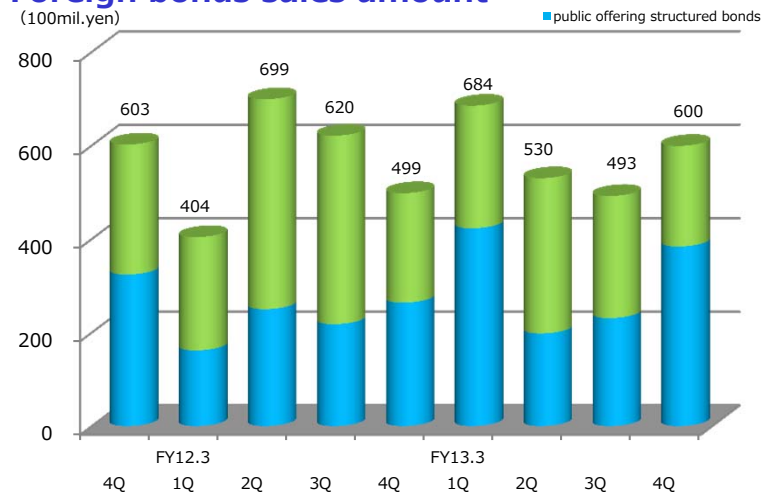
■ Investment trusts sales amount



■ Investment trusts commissions



■ Foreign bonds sales amount

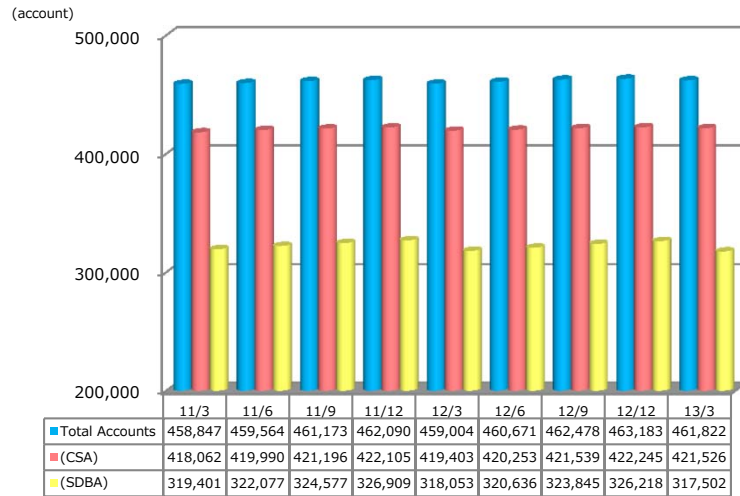


- Cumulative investment trust sales over the fiscal year were up 15.9% YoY to 660.6 billion yen. Sales commissions grew 18.3% YoY to 20,237 million yen. Sales of investment trusts for emerging market equities and Asian and Oceania bonds were strong.
- Cumulative foreign bonds sales over the fiscal year were up 3.8% YoY to 230.7 billion yen. Sales of structured bonds grew particularly quickly.



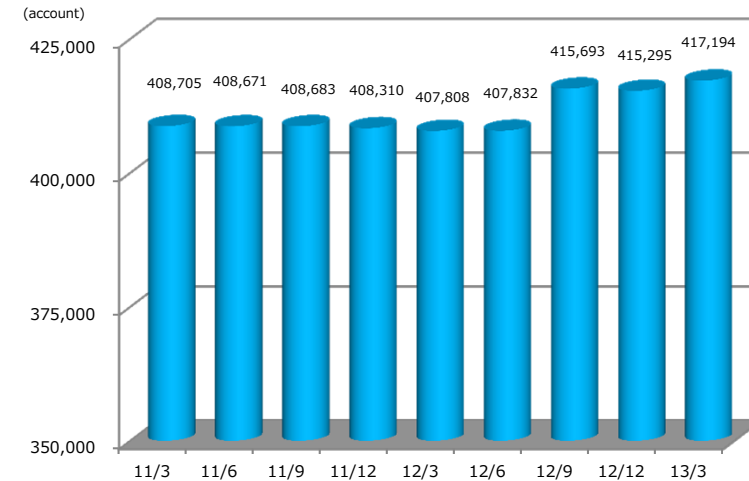
Number of accounts (non-consolidated: Okasan Securities)

■ Number of customer accounts

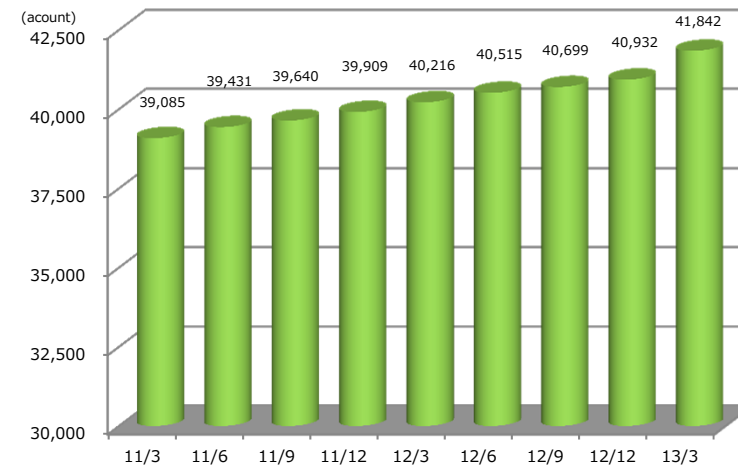


- The total number of customer accounts grew 0.6% YoY to 461,822, with the number of accounts with remaining balances up 2.3% to 417,194.
- The cumulative number of new accounts over the fiscal year was 17,213.
- Online accounts numbered 41,842 at the end of the quarter and comprised 9.0% of the total number of customer accounts.

■ Number of balance remaining accounts



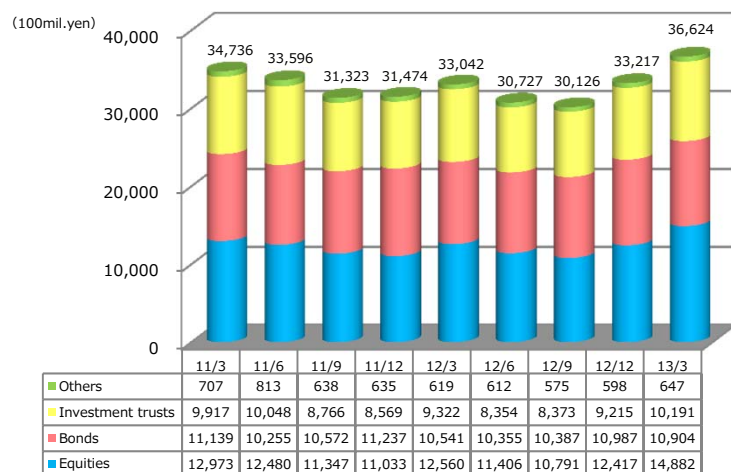
■ Number of online accounts



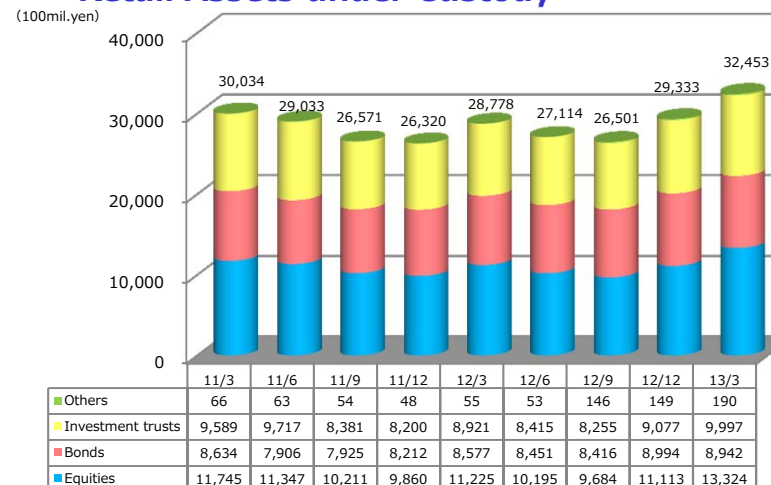


Assets under custody , Net inflow of client assets (non-consolidated: Okasan Securities)

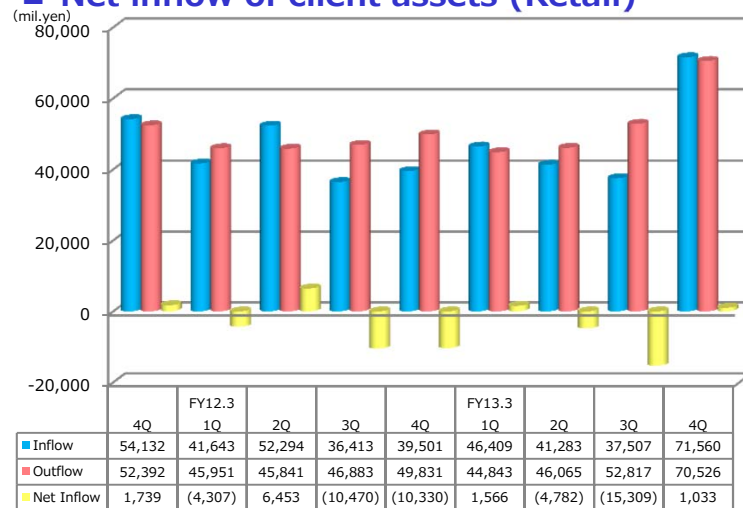
■ Assets under Custody



■ Retail Assets under Custody



■ Net inflow of client assets (Retail)



- Customers' assets under custody grew 358.2 billion yen YoY to 3,662.4 billion at yen Okasan Securities overall.
- The net outflow of funds (sum of net outflow of cash and assets under custody; private clients only) over the whole fiscal year was 17.4 billion yen. There was a net inflow of 1.0 billion yen during the fourth quarter (January-March).



Capital Adequacy Requirement Ratio

(non-consolidated: Okasan Securities)

(In millions of yen)

| Items | | FY12.3 | | | | FY13.3 | | | | vs.FY12.3 | |
|-------------------------------|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|-------------|-------|
| | | 1 Q | 2 Q | 3 Q | 4 Q | 1 Q | 2 Q | 3 Q | 4 Q | 4 Q | |
| Basic items | (A) | 51,723 | 50,982 | 50,285 | 51,350 | 50,964 | 51,400 | 53,508 | 57,047 | 5,697 | |
| Complementary items | Appraisal gains (losses) etc. | 51 | 46 | 47 | - | - | - | - | - | - | |
| | Security transaction responsibility reserve | 807 | 809 | 809 | 809 | 808 | 808 | 808 | 913 | 104 | |
| | General provision for loan losses | 3 | 2 | 2 | 2 | 2 | 2 | 12 | 14 | 12 | |
| | Short-term subordinated debt | 9,500 | 8,425 | 8,425 | 7,900 | 7,900 | 7,900 | 7,900 | 7,900 | - | |
| Total | (B) | 10,361 | 9,283 | 9,284 | 8,711 | 8,711 | 8,711 | 8,721 | 8,827 | 116 | |
| Assets to be deducted | (C) | 10,381 | 10,358 | 9,960 | 9,658 | 9,540 | 9,694 | 8,988 | 8,917 | -741 | |
| Unfixed equity capital | (A) + (B) - (C) | (D) | 51,704 | 49,907 | 49,608 | 50,404 | 50,135 | 50,416 | 53,241 | 56,958 | 6,554 |
| Risk equivalents | Market risk equivalents | 2,159 | 2,331 | 2,417 | 2,022 | 3,507 | 1,974 | 2,507 | 2,883 | 861 | |
| | Customer risk equivalents | 919 | 768 | 746 | 878 | 800 | 798 | 958 | 1,407 | 529 | |
| | Basic risk equivalents | 11,622 | 11,544 | 11,482 | 11,272 | 11,232 | 11,265 | 11,336 | 11,542 | 270 | |
| | Total | (E) | 14,701 | 14,644 | 14,646 | 14,174 | 15,539 | 14,037 | 14,802 | 15,833 | 1,659 |
| Capital adequacy ratio | (D) / (E) × 100 (%) | 351.7% | 340.8% | 338.7% | 355.6% | 322.6% | 359.1% | 359.6% | 359.7% | 4.1p | |

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

- The capital adequacy requirement ratio at the end of March 2013 rose 4.1 percentage points from the end of the previous fiscal year (March 31, 2012) to 359.7%.
- Market risk equivalent increased, but growth in basic items thanks to net profits caused the capital adequacy requirement ratio to rise.

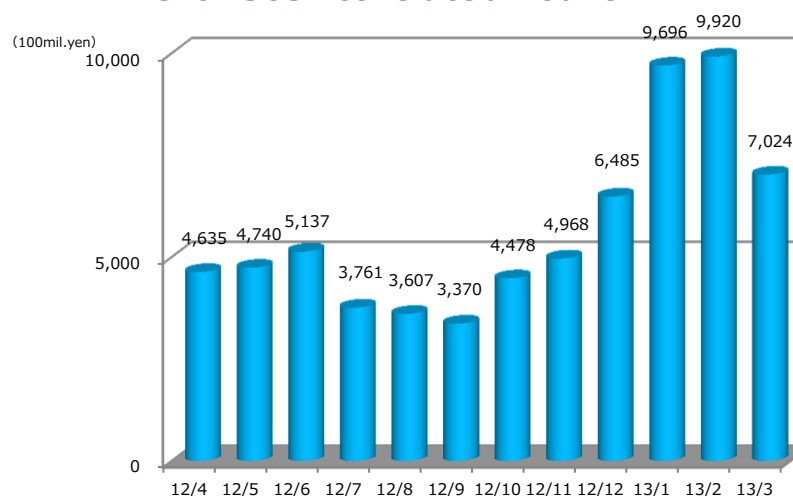


(Reference Data) Okasan Online Securities Data

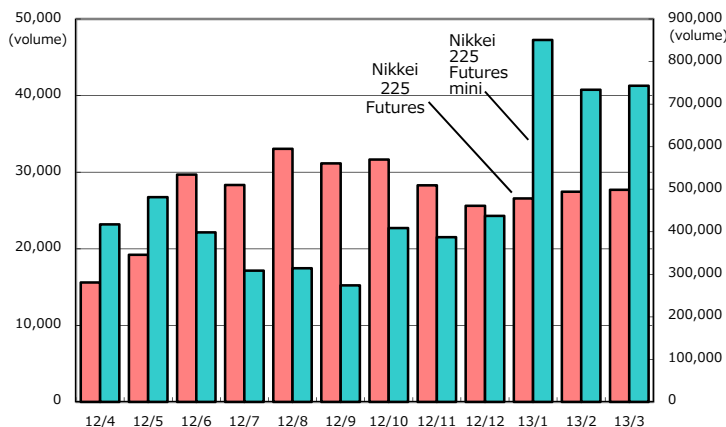
■ Domestic sales amount of equities by month



■ "Click 365" contract amount



■ Nikkei 225 Futures & Nikkei 225 Futures mini



- Total trading value for Japanese equities grew 35.7% YoY to 8,312.4 billion yen. Trading valued doubled in the fourth quarter relative to the third quarter, thanks to the relaxation in January of margin requirements. The total number of trading accounts at the end of the fiscal year was 73,878.
- The trading value on "Click 365" decreased due to lower volumes on all trading platforms, but contract value grew markedly in the fourth quarter thanks to the yen's depreciation.
- Transactions in Nikkei 225 Futures mini by small lot investors grew rapidly as the market recovered.



MEMO



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