



2Q Ending March 31, 2014 Results Briefing



October 30, 2013
Okasan Securities Group Inc.

The objective of the document is to provide information on the results of the 2nd quarter year ending March 31, 2014 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 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
FY14.3 2Q	54,357 (83.4%)	53,620 (85.8%)	20,244 (27.1times)	20,678 (18.3times)
FY13.3 2Q	29,646 (3.5%)	28,867 (3.7%)	746 (-)	1,130(823.9%)

	Net Income	Net income per share	R O E (annualized)	Comprehensive income
	million yen	yen		million yen
FY14.3 2Q	11,237 (-)	56.74	19.2%	14,849 (-)
FY13.3 2Q	△1,816 (-)	△9.17	△4.0%	△1,152(-)

	Total assets	Net assets	Equity ratio
	million yen	million yen	
FY14.3 2Q	717,674	144,430	16.9%
FY13.3	723,383	133,572	15.5%



Financial highlights of 2nd Quarter year ending March 2014

<Overview>

- Operating revenues increased by 83.4% year-on-year (YOY) to 54,357 million yen. Most financial products, including Japanese equities, which showed the biggest revenue growth, investment trusts, foreign equities and foreign bonds contributed to revenue increases.
- Ordinary income was 18.3 times higher YOY at 20,678 million yen. Quarterly net profit was 11,237 million yen (compared to a loss of 1,816 million yen in the same quarter of the previous year).

<Fees and Commissions>

- Brokerage commissions were nearly 4 times higher YOY as equity brokerage commissions increased dramatically due to a booming Japanese equity market.
- Underwriting and selling fees decreased by 14.7% YOY. POs increased in numbers and prices, but IPOs decreased in underwriting prices as there were less large-scale deals in the quarter when compared to those in the same quarter of the previous year.
- Administrative charges on offering and selling increased by 75.7% YOY. With a weak yen and rising stock prices, sales of investment trusts increased.
- Other commissions increased by 33.3% YOY, due to an increase in the market value of investment trusts.

<Net Trading Income>

- Trading income from equities increased by 98.8% YOY. Proprietary trading of Japanese equities made a profit, and the number of foreign (mainly US) equity transactions increased.
- Trading income from bonds increased by 5.5% YOY. The company focused on sales of yen structure bonds and high-yield foreign currency bonds.

<SG&A expenses>

- Selling, general, and administrative expenses increased by 18.7% YOY, due to an increase in personnel expenses such as employee salaries and bonuses, and transaction costs relating to securities business.



Operating Revenues

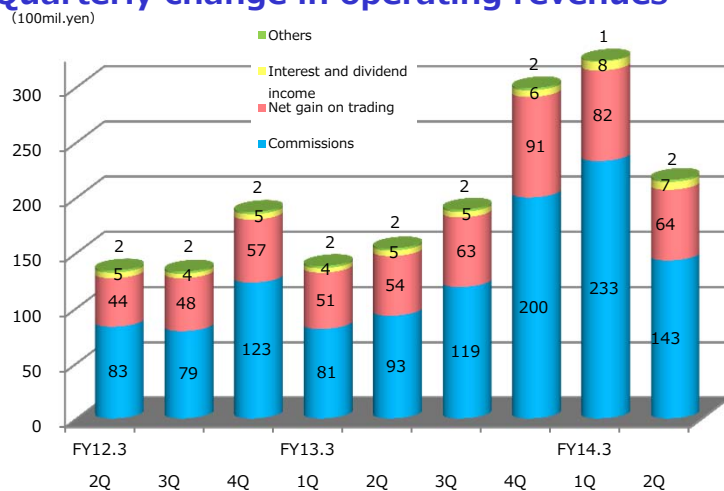
(In millions of yen)

	FY13.3	FY14.3	vs.FY13.3
	2QTOTAL	2QTOTAL	2Q
Operating revenues	29,646	54,357	83.4%
Commissions	17,477	37,698	115.7%
Brokerage	4,376	17,280	294.9%
Underwriting	239	204	-14.7%
Distribution	7,230	12,704	75.7%
Others	5,631	7,507	33.3%
Net gain on trading	10,638	14,683	38.0%
Equities	3,904	7,763	98.8%
Bonds	6,652	7,015	5.5%
Others	81	-96	-
Interest and dividend income	1,022	1,569	53.5%
Others	507	407	-19.9%

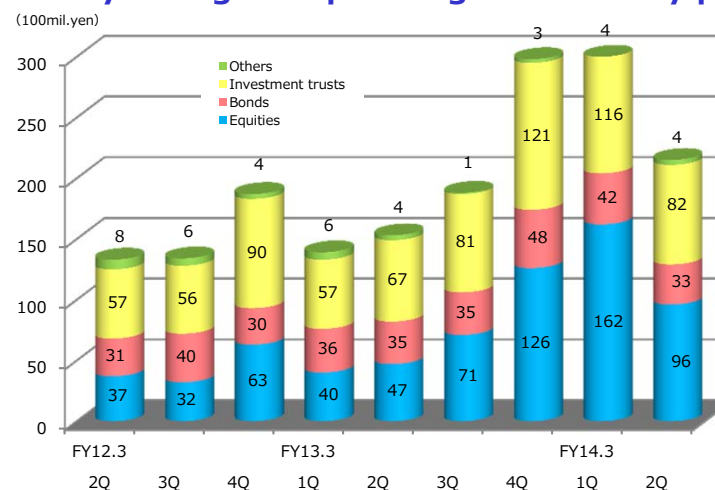
(In millions of yen)

	FY13.3				FY14.3		vs.FY13.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q
Operating revenues	14,046	15,600	18,999	30,017	32,597	21,760	-33.2%
Commissions	8,122	9,355	11,916	20,060	23,306	14,391	-38.3%
Brokerage	2,186	2,189	3,480	7,486	11,381	5,899	-48.2%
Underwriting	26	213	71	103	147	57	-61.2%
Distribution	3,198	4,031	5,406	8,969	7,981	4,723	-40.8%
Others	2,710	2,920	2,957	3,501	3,796	3,711	-2.2%
Net gain on trading	5,193	5,445	6,313	9,102	8,238	6,444	-21.8%
Equities	1,725	2,178	3,484	4,874	4,402	3,361	-23.6%
Bonds	3,352	3,299	3,175	4,556	3,923	3,092	-21.2%
Others	114	-33	-346	-328	-87	-9	-
Interest and dividend income	476	545	545	648	863	706	-18.2%
Others	254	253	223	205	189	217	14.8%

Quarterly change in operating revenues



Quarterly change in operating revenues by product





Fees and Commissions Received

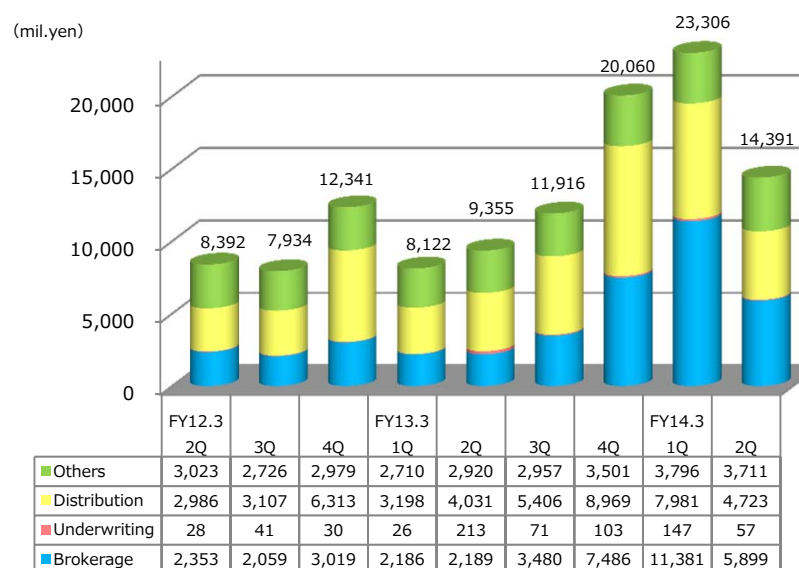
■ Fees and commissions received

(In millions of yen)

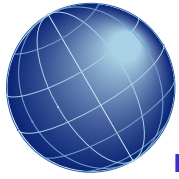
Items	FY13.3 2QTOTAL	FY14.3 2QTOTAL	vs.FY13.3 2Q
Brokerage	4,376	17,280	294.9%
Equities	4,072	16,796	312.4%
Bonds	11	5	-48.9%
Others	292	478	63.7%
Underwriting	239	204	-14.7%
Equities	203	154	-24.2%
Bonds	36	50	38.7%
Distribution	7,230	12,704	75.7%
Beneficiary Certificates	7,170	12,662	76.6%
Others	5,631	7,507	33.3%
Beneficiary Certificates	5,246	7,040	34.2%
Total	17,477	37,698	115.7%

■ Fees and commissions received (quarterly)

(mil.yen)

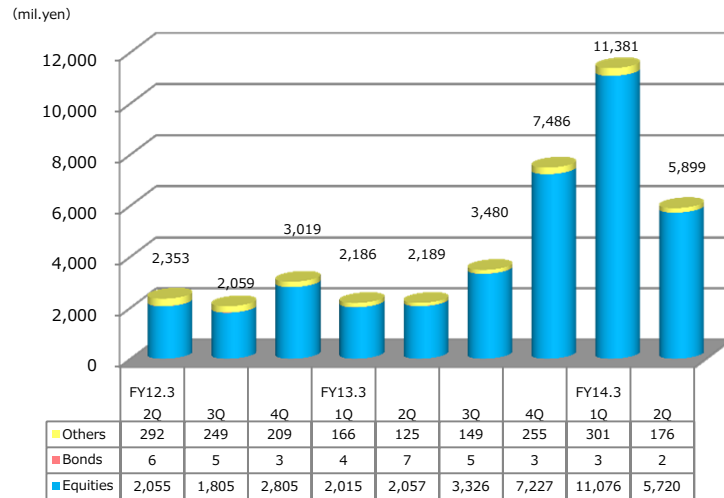


- Brokerage commissions were nearly 4 times higher YOY as equity brokerage commissions increased by 4.1 times YOY due to a booming Japanese equity market.
- Underwriting and selling fees decreased by 14.7% YOY. POs increased in numbers and prices, but IPOs decreased in underwriting prices because there were less large-scale deals in the quarter when compared to those in the same quarter of the previous year. The company also focused on bond underwriting, serving as the lead manager of regional and industrial bond issues.
- Administrative charges on offering and selling increased by 75.7% YOY. With a weak yen and rising stock prices, sales of investment trusts increased.
- Other commissions came almost entirely from custodian fees accrued on the balance of investment trusts, and increased by 33.3% YOY, due to an increase in the market value of investment trusts.

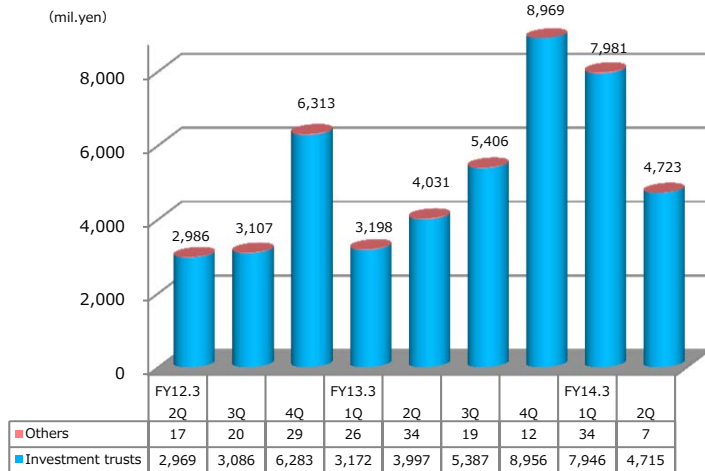


Fees and Commissions Received by Category

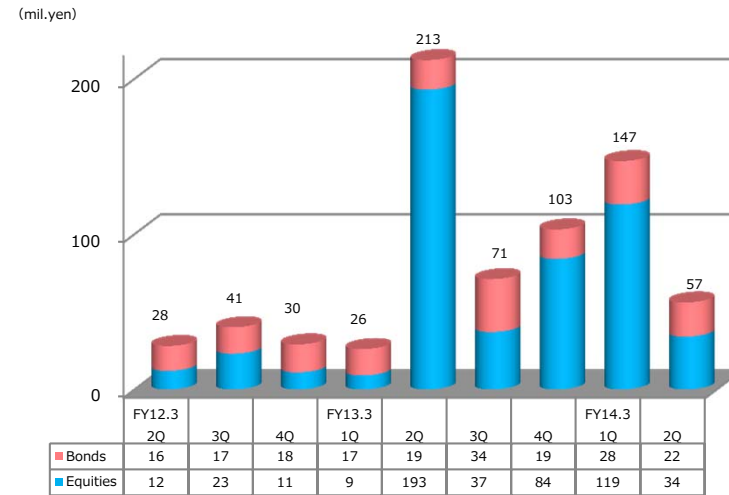
■ Brokerage



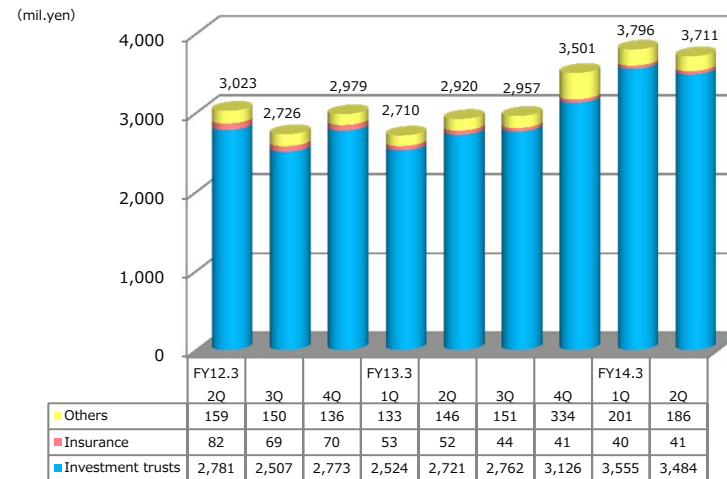
■ Distribution



■ Underwriting



■ Others





Net Trading Income

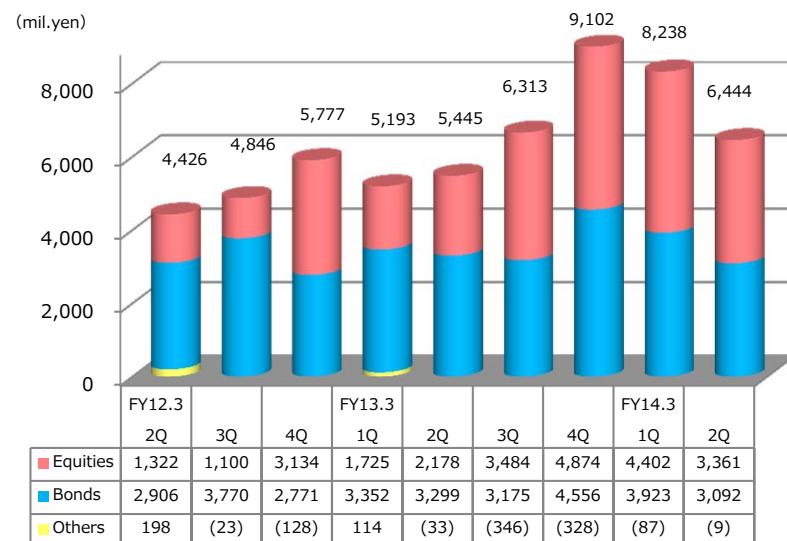
(In millions of yen)

	FY13.3 2QTOTAL	FY14.3 2QTOTAL	vs.FY13.3 2Q
Equities	3,904	7,763	98.8%
Domestic equities	-113	2,428	-
Foreign equities	4,018	5,335	32.8%
Bonds and others	6,652	7,015	5.5%
Domestic bonds	825	746	-9.6%
Foreign bonds	5,826	6,269	7.6%
Others	81	-96	-
Net gain on trading	10,638	14,683	38.0%

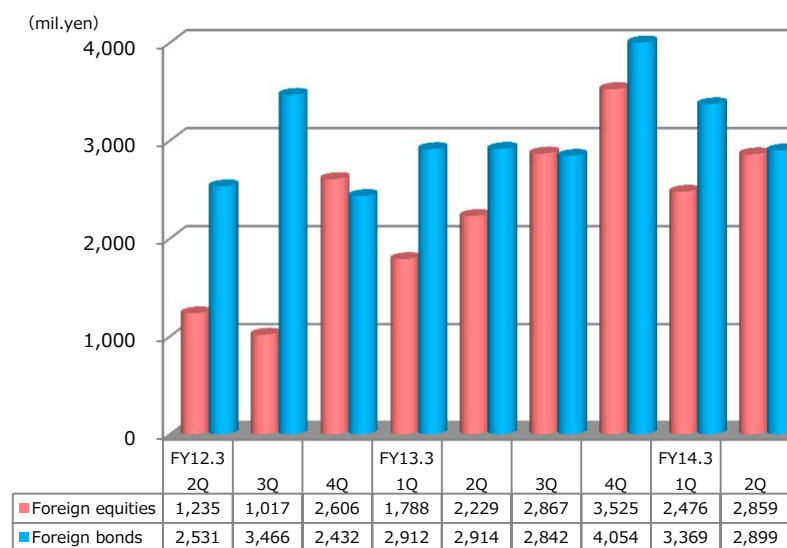
(In millions of yen)

	FY13.3				FY14.3			vs.FY14.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q	
	1,725	2,178	3,484	4,874	4,402	3,361	-23.6%	
	-62	-51	617	1,349	1,925	502	-73.9%	
	1,788	2,229	2,867	3,525	2,476	2,859	15.5%	
	3,352	3,299	3,175	4,556	3,923	3,092	-21.2%	
	440	385	332	501	553	192	-65.3%	
	2,912	2,914	2,842	4,054	3,369	2,899	-14.0%	
	114	-33	-346	-328	-87	-9	-	
	5,193	5,445	6,313	9,102	8,238	6,444	-21.8%	

■ Net gain by Products



■ Net gain from foreign equities and bonds





SG&A : Selling, General and Administrative Expenses

(In millions of yen)

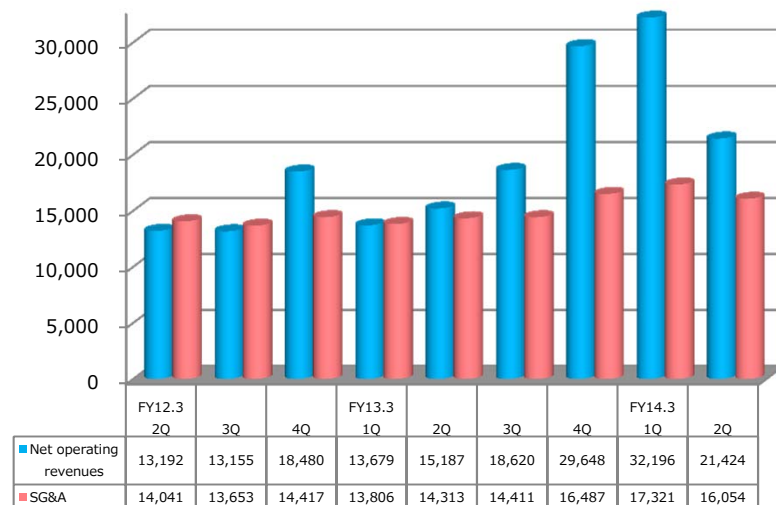
	FY13.3	FY14.3	vs.FY13.3
	2QTOTAL	2QTOTAL	2Q
Trading related expenses	5,127	6,867	33.9%
Personnel expenses	13,926	17,312	24.3%
Real estate expenses	2,915	2,967	1.8%
Office expenses	2,748	2,386	-13.1%
Depreciation expenses	1,946	2,040	4.8%
Taxes and dues	272	392	44.1%
Others	1,184	1,409	19.0%
SG&A	28,120	33,375	18.7%

(In millions of yen)

	FY13.3				FY14.3			vs.FY14.3
	1Q	2Q	3Q	4Q	1Q	2Q	1Q	
	2,470	2,656	2,651	3,188	3,635	3,231	-11.1%	
	6,828	7,098	7,374	8,740	9,069	8,242	-9.1%	
	1,467	1,447	1,420	1,464	1,401	1,565	11.7%	
	1,340	1,407	1,199	1,200	1,240	1,146	-7.6%	
	971	974	985	1,031	1,020	1,019	-0.1%	
	128	143	150	197	216	175	-19.0%	
	599	584	629	664	736	672	-8.7%	
	13,806	14,313	14,411	16,487	17,321	16,054	-7.3%	

Change in net operating revenues and SG&A

(mil.yen)



- Trading-related expenses increased by 33.9% YOY, due to an increase in variable expenses. These include fees paid to exchanges and commissions paid due to growth in trading volumes, as well as advertising expenses.
- Personnel expenses increased by 24.3% YOY, due to growth in performance-related pay linked to business recovery and bonuses.
- Office expenses dropped by 13.1% YOY. System costs decreased as the "ODIN" backbone system became fully operational in September 2012.
- Depreciation expenses increased by 4.8% YOY, due to an increase in ODIN-related depreciation.
- Other expenses increased by 19.0% YOY, due to an increase in research expenses relating to the asset management business.



Balance Sheet Summary (1)

	(In millions of yen)			(In millions of yen)						
	FY13.3 4Q	FY14.3 2Q	vs. FY13.3 4Q	FY13.3				FY14.3		
				1Q	2Q	3Q	4Q	1Q	2Q	1Q
Current assets	662,021	650,515	-11,506	660,958	528,214	590,718	662,021	635,060	650,515	15,455
Cash and deposits	44,508	46,777	2,269	41,617	38,061	40,054	44,508	44,734	46,777	2,043
Cash segregated as deposits	65,341	71,802	6,461	39,550	42,585	50,136	65,341	71,990	71,802	-188
Trading products	277,859	249,587	-28,272	302,851	226,537	229,121	277,859	259,988	249,587	-10,401
Receivables on margin transactions	55,334	65,133	9,799	36,983	38,459	36,038	55,334	65,939	65,133	-806
Receivables on collateralized securities transactions	185,256	184,562	-694	227,979	170,584	199,749	185,256	180,562	184,562	4,000
Other current assets	33,721	32,652	-1,069	11,975	11,986	35,617	33,721	11,845	32,652	20,807
Fixed assets	61,361	67,158	5,797	49,861	50,543	51,810	61,361	64,297	67,158	2,861
Tangible fixed assets	16,497	17,584	1,087	16,430	16,476	16,463	16,497	17,162	17,584	422
Intangible fixed assets	7,705	8,797	1,092	8,215	7,966	7,782	7,705	8,085	8,797	712
Investments and other assets	37,159	40,777	3,618	25,215	26,099	27,564	37,159	39,049	40,777	1,728
Total assets	723,383	717,674	-5,709	710,819	578,758	642,528	723,383	699,358	717,674	18,316

- Current assets decreased by 11.5 billion yen from the end of the previous fiscal year due to a decrease in trading products. Fixed assets increased by 5.7 billion yen from the end of the previous fiscal year owing to growth in investment securities.
- Current liabilities decreased by 17.9 billion yen from the end of the previous fiscal year due to a decline in collateralized securities borrowings. Fixed liabilities increased by 1.3 billion yen from the end of the previous fiscal year, so total liabilities decreased by 16.5 billion yen from the end of the previous fiscal year.
- Net assets increased by 10.8 billion yen from the end of the previous fiscal year due to an increase in retained earnings from the end of the previous fiscal year.



Balance Sheet Summary (2)

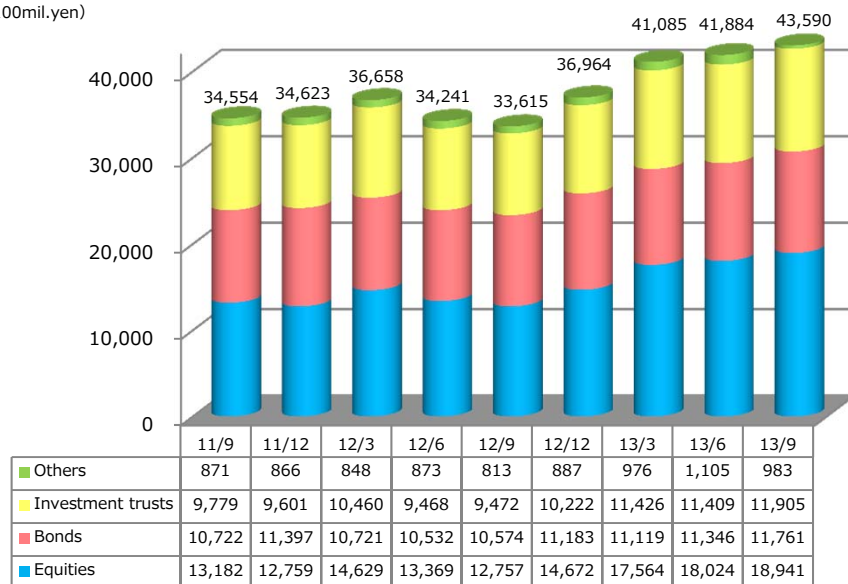
	(In millions of yen)			(In millions of yen)							
	FY13.3	FY14.3	vs.FY13.3	FY13.3				FY14.3			
	4Q	2Q	4Q	1Q	2Q	3Q	4Q	1Q	1Q	1Q	
Current liabilities	561,330	543,350	-17,980	575,043	443,719	502,807	561,330	529,755	543,350	13,595	
Trading liabilities	159,573	182,827	23,254	200,444	156,680	176,187	159,573	168,407	182,827	14,420	
Payables on margin transactions	19,338	20,143	805	14,065	16,764	17,724	19,338	17,434	20,143	2,709	
Payables on collateralized securities transactions	131,650	62,822	-68,828	164,650	80,557	101,471	131,650	51,968	62,822	10,854	
Deposits received	29,987	42,451	12,464	18,969	19,674	24,785	29,987	42,761	42,451	-310	
Guarantee deposits received	33,348	41,349	8,001	25,166	23,495	29,387	33,348	43,643	41,349	-2,294	
Short-term borrowings	176,024	178,615	2,591	130,162	141,361	147,580	176,024	148,754	178,615	29,861	
Other current liabilities	11,408	15,140	3,732	21,585	5,184	5,671	11,408	56,786	15,140	-41,646	
Fixed liabilities	26,804	28,177	1,373	25,443	24,282	23,952	26,804	27,859	28,177	318	
Long-term borrowings	11,575	11,045	-530	13,493	12,116	12,048	11,575	11,510	11,045	-465	
Reserves for retirement benefits	5,704	5,685	-19	5,349	5,450	5,575	5,704	5,690	5,685	-5	
Other fixed liabilities	9,525	11,447	1,922	6,600	6,715	6,328	9,525	10,659	11,447	788	
Financial instruments transaction reserve	1,676	1,715	39	1,414	1,446	1,489	1,676	1,677	1,715	38	
Total liabilities	589,811	573,243	-16,568	601,902	469,448	528,250	589,811	559,292	573,243	13,951	
Common stock	18,589	18,589	-	18,589	18,589	18,589	18,589	18,589	18,589	-	
Capital surplus	12,912	12,913	1	12,912	12,912	12,912	12,912	12,912	12,913	1	
Retained earnings	77,845	85,182	7,337	61,140	61,698	66,255	77,845	82,308	85,182	2,874	
Treasury stock	-3,636	-3,679	-43	-3,614	-3,616	-3,622	-3,636	-3,662	-3,679	-17	
Accumulated other comprehensive income	6,452	8,401	1,949	897	637	723	6,452	7,560	8,401	841	
Minority interests	21,408	23,023	1,615	18,992	19,088	19,418	21,408	22,356	23,023	667	
Total net assets	133,572	144,430	10,858	108,917	109,309	114,278	133,572	140,065	144,430	4,365	
Total liabilities&net assets	723,383	717,674	-5,709	710,819	578,758	642,528	723,383	699,358	717,674	18,316	



Assets under custody (Consolidated)

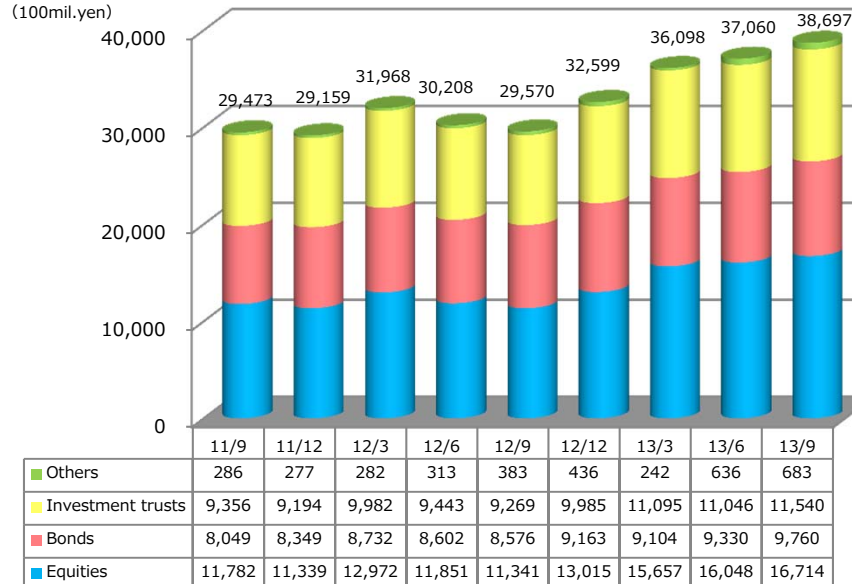
■ Assets under Custody

(100mil.yen)



■ Retail Assets under Custody

(100mil.yen)



- On a consolidated basis, customers' assets under custody increased by 250.5 billion yen from the end of the previous fiscal year (March 31, 2013) to 4,359 billion yen. The market value of equities increased due to a rise in equity prices.
- Retail customers' assets under custody increased by 259.9 billion yen from the end of the previous fiscal year (March 31, 2013) to 3,869.7 billion yen.



2. Reference Data



Performance by quarter (non-consolidated: Okasan Securities)

(In millions of yen)

Items	FY13.3 2QTOTAL	FY14.3 2QTOTAL	vs.FY13.3 2Q
Operating revenues	23,465	43,043	83.4%
Commissions	12,689	29,171	129.9%
Brokerage	3,020	14,030	364.6%
Underwriting	239	204	-14.7%
Distribution	6,869	11,869	72.8%
Others	2,560	3,067	19.8%
Net gain on trading	9,998	12,759	27.6%
Equities	3,744	6,308	68.5%
Bonds	6,172	6,547	6.1%
Others	81	-96	-
Interest and dividend income	778	1,112	43.0%
Financial expenses	700	725	3.6%
Net operating revenues	22,764	42,318	85.9%
SG&A	22,597	25,620	13.4%
Trading related expenses	4,128	4,875	18.1%
Personnel expenses	10,646	12,958	21.7%
Real estate expenses	2,919	2,939	0.7%
Administrative expenses	4,117	3,974	-3.5%
Depreciation expenses	245	211	-13.9%
Taxes and dues	140	228	62.7%
Others	398	432	8.6%
Operating income	167	16,697	※ -
Non-operating income	207	185	-10.5%
Non-operating expenses	5	2	-45.9%
Ordinary income	370	16,880	※ -
Extraordinary gain	0	-	-
Extraordinary loss	5	163	※ -
Net profit, before taxes	364	16,717	※ -
Income taxes	179	6,390	※ -
Adjustment amount for income taxes	127	65	-49.1%
Net profit	56	10,261	※ -

※) In case of percentage changes from the previous year being equal to or higher than 1,000%, they are not shown.

(In millions of yen)

Items	FY13.3				FY14.3		vs.FY13.3 1Q
	1Q	2Q	3Q	4Q	1Q	2Q	
Operating revenues	11,060	12,404	15,321	24,292	26,004	17,039	-34.5%
Commissions	5,806	6,882	9,063	15,789	18,533	10,638	-42.6%
Brokerage	1,464	1,556	2,605	5,897	9,333	4,697	-49.7%
Underwriting	26	213	71	102	147	57	-61.2%
Distribution	3,015	3,853	5,103	8,356	7,504	4,364	-41.8%
Others	1,300	1,259	1,282	1,431	1,547	1,519	-1.8%
Net gain on trading	4,884	5,113	5,838	8,028	6,856	5,903	-13.9%
Equities	1,645	2,098	3,249	4,206	3,246	3,062	-5.7%
Bonds	3,123	3,048	2,935	4,150	3,697	2,850	-22.9%
Others	114	-33	-346	-328	-87	-9	-
Interest and dividend income	369	408	419	474	614	497	-19.1%
Financial expenses	333	366	338	356	400	325	-18.8%
Net operating revenues	10,726	12,038	14,983	23,935	25,604	16,713	-34.7%
SG&A	11,165	11,431	11,690	13,146	13,243	12,376	-6.5%
Trading related expenses	2,032	2,096	2,227	2,761	2,669	2,205	-17.4%
Personnel expenses	5,250	5,395	5,659	6,524	6,656	6,301	-5.3%
Real estate expenses	1,454	1,464	1,432	1,421	1,430	1,509	5.5%
Administrative expenses	2,028	2,088	1,953	1,958	2,035	1,938	-4.8%
Depreciation expenses	122	122	124	123	109	102	-6.4%
Taxes and dues	63	76	87	134	129	98	-24.0%
Others	212	185	204	223	212	220	3.8%
Operating income	-439	606	3,293	10,788	12,360	4,337	-64.9%
Non-operating income	132	75	85	80	105	80	-23.8%
Non-operating expenses	1	3	0	13	1	1	0.0%
Ordinary income	-308	678	3,377	10,855	12,464	4,416	-64.6%
Extraordinary gain	0	-	60	-	8	-8	-
Extraordinary loss	4	1	0	127	6	156	※ -
Net profit, before taxes	-312	676	3,436	10,728	12,466	4,251	-65.9%
Income taxes	147	32	1,225	5,298	4,013	2,377	-40.8%
Adjustment amount for income taxes	-79	207	112	-1,108	779	-714	-
Net profit	-379	436	2,098	6,537	7,673	2,588	-66.3%



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

<Volume of equity trading / Number of shares>

(In millions of shares)

Items	FY13.3						FY14.3			vs.FY13.3 2Q	vs.FY14.3 1Q
	1 Q	2 Q	2QTOTAL	3 Q	4Q	TOTAL	1 Q	2Q	2QTOTAL		
(Dealing)	633	486	1,118	535	669	2,324	592	383	975	-12.8%	-35.3%
(Brokerage)	4,455	4,660	9,116	6,282	11,266	26,665	13,182	7,821	21,003	130.4%	-40.7%
Total	5,088	5,147	10,235	6,817	11,936	28,989	13,774	8,204	21,978	114.7%	-40.4%
Brokerage ratio	87.6%	90.5%	89.1%	92.2%	94.4%	92.0%	95.7%	95.3%	95.6%	+6.5p	-0.4p

<Volume of equity trading / Total value>

(In millions of yen)

Items	FY13.3						FY14.3			vs.FY13.3 2Q	vs.FY14.3 1Q
	1 Q	2 Q	2QTOTAL	3 Q	4Q	TOTAL	1 Q	2Q	2QTOTAL		
(Dealing)	341,851	351,809	693,661	384,451	512,059	1,590,171	525,064	386,038	911,102	31.3%	-26.5%
(Brokerage)	1,770,345	1,752,966	3,523,311	2,238,167	4,649,472	10,410,951	6,730,523	4,147,819	10,878,342	208.8%	-38.4%
Total	2,112,196	2,104,776	4,216,972	2,622,618	5,161,531	12,001,123	7,255,587	4,533,857	11,789,444	179.6%	-37.5%
Brokerage ratio	83.8%	83.3%	83.6%	85.3%	90.0%	86.7%	92.8%	91.5%	92.3%	+8.7p	-1.3p

<Total share within TSE>

Items	FY13.3						FY14.3			vs.FY13.3 2Q	vs.FY14.3 1Q
	1 Q	2 Q	2QTOTAL	3 Q	4Q	TOTAL	1 Q	2Q	2QTOTAL		
Number of shares	1.73%	1.94%	1.83%	2.07%	2.29%	2.06%	2.05%	2.11%	2.07%	+0.24p	+0.06p
Total value	1.13%	1.29%	1.20%	1.26%	1.50%	1.33%	1.32%	1.35%	1.33%	+0.13p	+0.03p

<Brokerage Commissions Ratio>

(In millions of yen)

Items	FY13.3						FY14.3			vs.FY13.3 2Q	vs.FY14.3 1Q
	1 Q	2 Q	2QTOTAL	3 Q	4Q	TOTAL	1 Q	2Q	2QTOTAL		
Commissions	1,422	1,515	2,937	2,560	5,813	11,311	9,171	4,594	13,765	368.7%	-49.9%
Commissions Ratio	0.08%	0.08%	0.08%	0.11%	0.13%	0.11%	0.14%	0.11%	0.13%	+0.05p	-0.03p

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	FY13.3							FY14.3			vs.FY13.3	vs.FY14.3
	1 Q	2 Q	2QTOTAL	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL	2Q	1 Q	
Equities (Number of shares)	0	3	3	1	3	7	1	1	2	-33.3%	0.0%	
Equities (Total value)	343	10,493	10,836	866	9,782	21,484	2,847	1,649	4,497	-58.5%	-42.1%	
Bonds (Total at face value)	220,043	220,333	440,376	227,685	175,260	843,321	204,930	155,787	360,717	-18.1%	-24.0%	
Domestic and foreign CP (Total at face value)	-	-	-	-	-	-	-	-	-	-	-	

<Selling>

(In millions of shares, millions of yen)

Items	FY13.3							FY14.3			vs.FY13.3	vs.FY14.3
	1 Q	2 Q	2QTOTAL	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL	2Q	1 Q	
Equities (Number of shares)	0	3	3	1	3	7	1	1	2	-33.3%	0.0%	
Equities (Total value)	249	10,478	10,727	934	8,427	20,088	2,730	1,730	4,461	-58.4%	-36.6%	
Bonds (Total at face value)	32,838	27,721	60,558	22,562	33,469	119,589	37,185	41,910	79,095	30.6%	12.7%	

<Offering>

(In millions of shares, millions of yen)

Items	FY13.3							FY14.3			vs.FY13.3	vs.FY14.3
	1 Q	2 Q	2QTOTAL	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL	2Q	1 Q	
Equities (Number of shares)	0	-	0	0	-	0	0	0	0	-	-	
Equities (Total value)	0	-	0	0	-	0	0	1	1	-	-	
Bonds (Total at face value)	223,903	223,993	447,896	235,029	181,513	864,439	211,178	162,192	373,371	-16.6%	-23.2%	
Beneficiary securities (Total at face value)	393,369	415,054	808,423	484,205	696,963	1,989,591	723,400	475,045	1,198,445	48.2%	-34.3%	
Domestic and foreign CP (Total at face value)	-	-	-	-	-	-	-	-	-	-	-	

<Underwriting & Selling Fees Ratio>

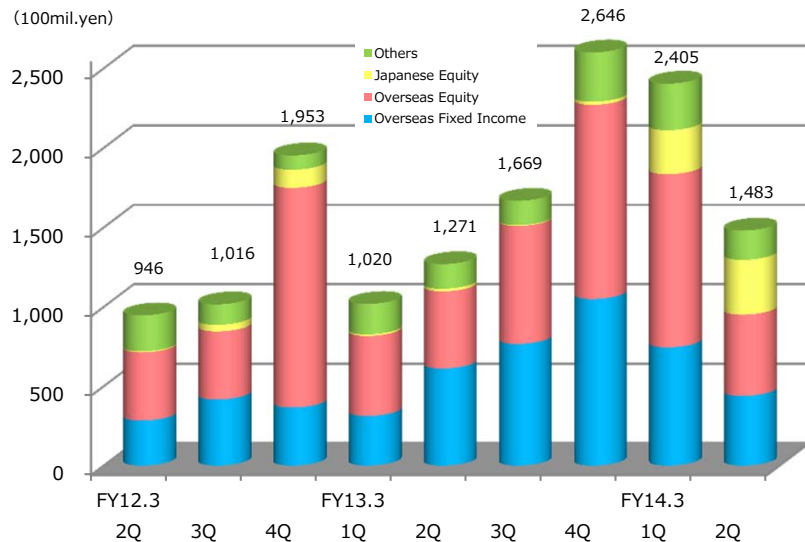
(In millions of yen)

Items	FY13.3							FY14.3			vs.FY13.3	vs.FY14.3
	1 Q	2 Q	2QTOTAL	3 Q	4 Q	TOTAL	1 Q	2 Q	2QTOTAL	2Q	1 Q	
Equities	9	194	204	37	84	325	119	35	154	-24.5%	-70.6%	
(Averaged Fees Ratio)	1.52%	0.93%	0.95%	2.06%	0.46%	0.78%	2.13%	1.04%	1.72%	+0.79p	-1.1p	
Bonds	16	19	36	33	18	88	27	22	50	38.9%	-18.5%	
(Averaged Fees Ratio)	0.006%	0.008%	0.007%	0.013%	0.005%	0.005%	0.011%	0.011%	0.011%	+0.004p	-0.000p	

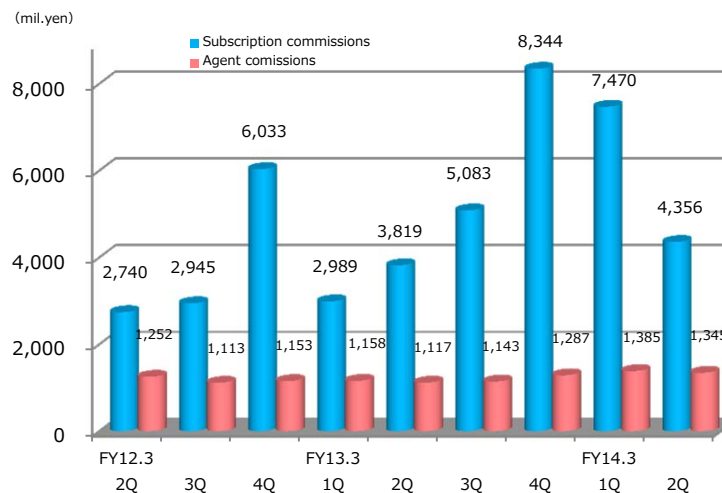


Investment trusts ▪ Foreign bonds (non-consolidated: Okasan Securities)

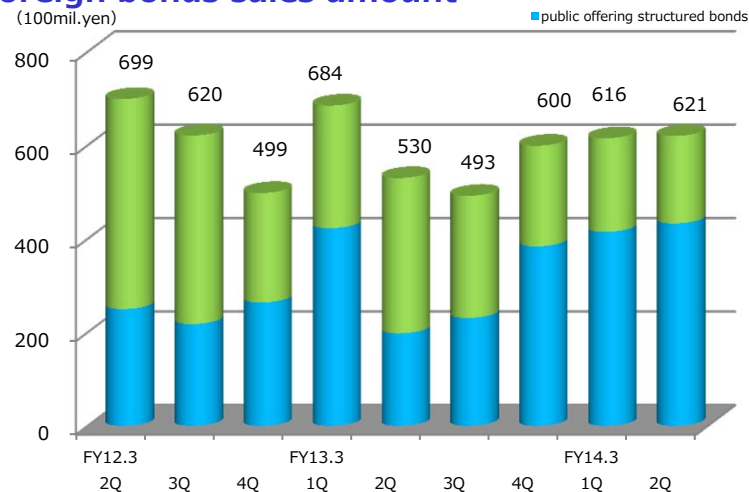
■ Investment trusts sales amount



■ Investment trusts commissions



■ Foreign bonds sales amount

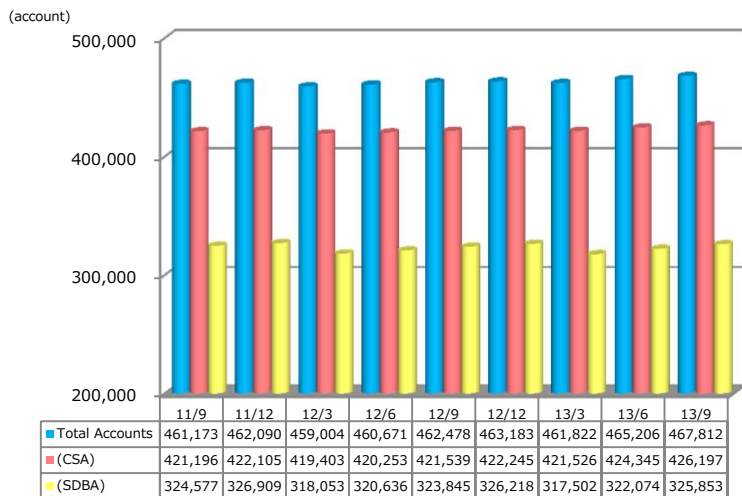


- Investment trust sales (2Qtotal) increased by 69.7% YOY to 388.8 billion yen. Sales commissions (2Qtotal) increased by 73.7% YOY to 11.827 billion yen. Sales of investment trusts for foreign equities and foreign bonds were strong.
- Foreign bond sales (2Qtotal) increased by 2.0% YOY to 123.8 billion yen. Sales of exchangeable bonds (EB) to individual investors were continuously strong.



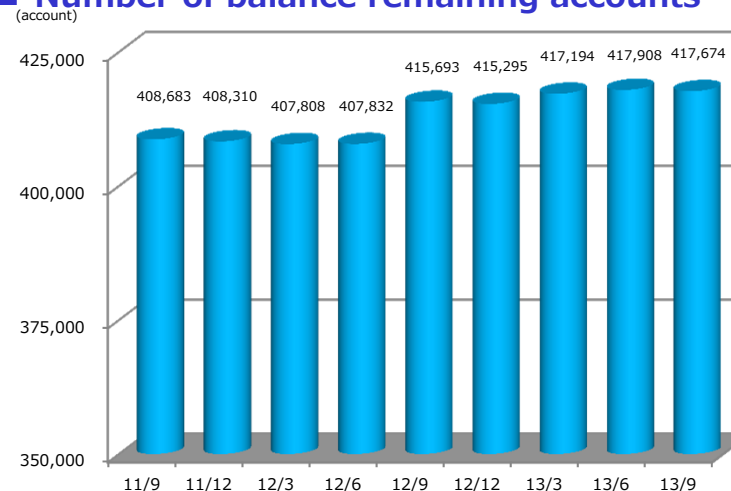
Number of accounts (non-consolidated: Okasan Securities)

■ Number of customer accounts

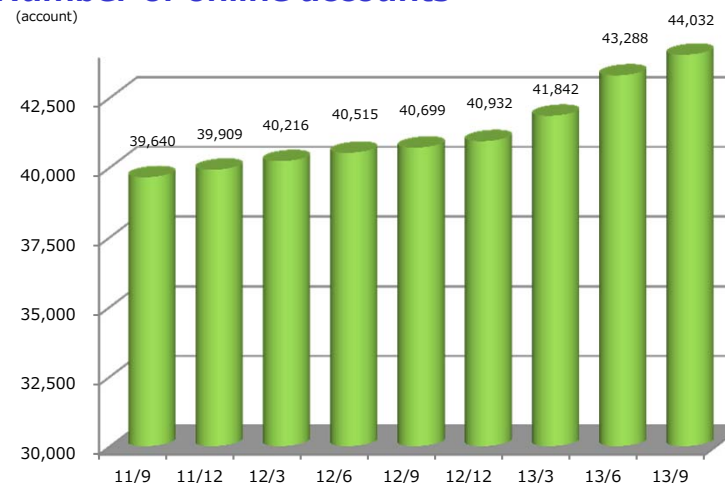


- The total number of customer accounts increased by 1.3% from the end of the previous fiscal year to 467,812, and the number of accounts with remaining balances slightly increased from the end of the previous fiscal year to 417,674.
- The number of new accounts in the current fiscal year (2Qtotal) was 10,492.
- Online accounts comprised 9.4% of the total number of customer accounts.

■ Number of balance remaining accounts



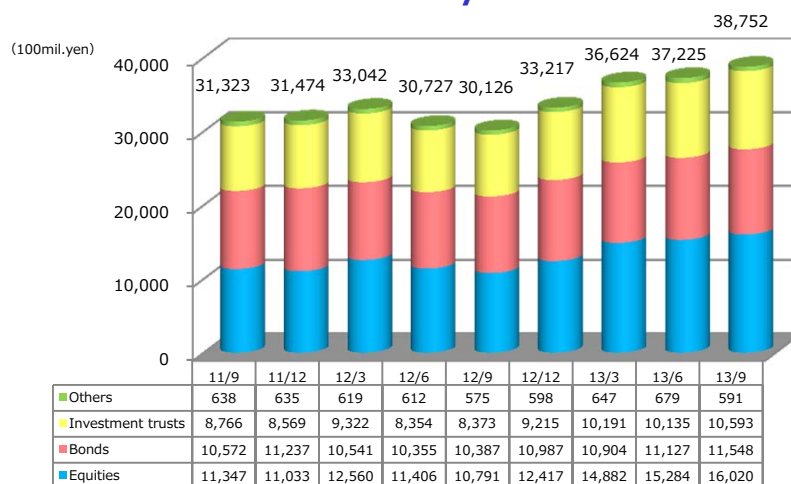
■ Number of online accounts



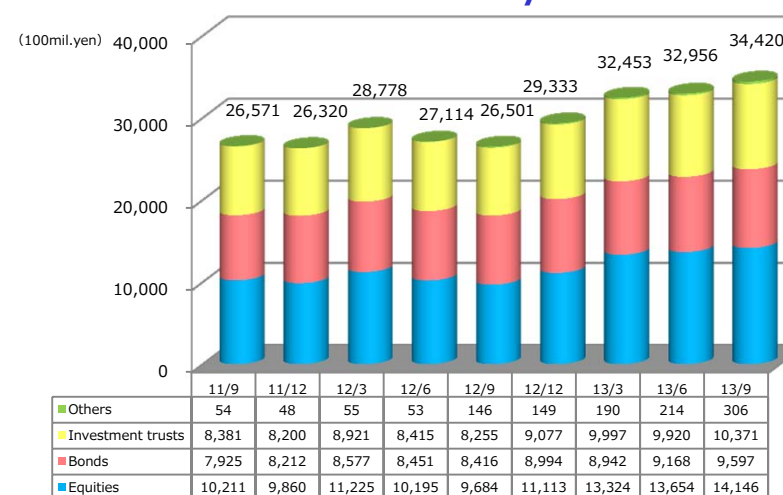


Assets under custody , Net inflow of client assets (non-consolidated: Okasan Securities)

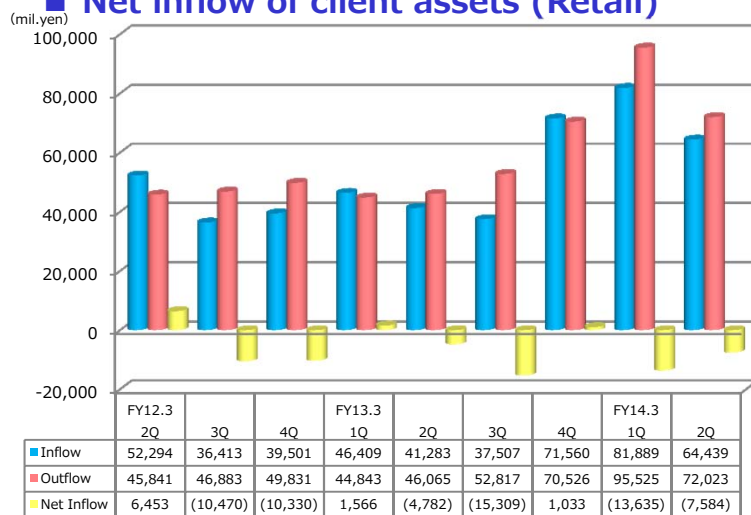
■ Assets under Custody



■ Retail Assets under Custody



■ Net inflow of client assets (Retail)



- Customers' assets under custody increased by 212.8 billion yen from the end of the previous fiscal year (March 31, 2013) to 3,875.2 billion yen at Okasan Securities overall.
- Outflow of funds (sum of the outflow of cash and assets; individual customers only over the 2Q (July-September)) was 7.5 billion yen.



Capital Adequacy Requirement Ratio

(non-consolidated: Okasan Securities)

(In millions of yen)

Items		FY13.3				FY14.3		vs. FY13.3	
		1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	4 Q	
Basic items	(A)	50,964	51,400	53,508	57,047	64,725	67,313	10,266	
Complementary items	Appraisal gains (losses) etc.	-	-	-	-	0	-	-	
	Security transaction responsibility reserve	808	808	808	913	905	925	12	
	General provision for loan losses	2	2	12	14	17	16	2	
	Short-term subordinated debt	7,900	7,900	7,900	7,900	7,900	7,900	-	
Total	(B)	8,711	8,711	8,721	8,827	8,823	8,842	15	
Assets to be deducted	(C)	9,540	9,694	8,988	8,917	8,847	9,045	128	
Unfixed equity capital	(A) + (B) - (C)	(D)	50,135	50,416	53,241	56,958	64,701	67,110	10,152
Risk equivalents	Market risk equivalents	3,507	1,974	2,507	2,883	2,959	2,397	-486	
	Customer risk equivalents	800	798	958	1,407	1,425	1,535	128	
	Basic risk equivalents	11,232	11,265	11,336	11,542	11,964	12,310	768	
	Total	(E)	15,539	14,037	14,802	15,833	16,350	16,243	410
Capital adequacy ratio	(D) / (E) × 100 (%)	322.6%	359.1%	359.6%	359.7%	395.7%	413.1%	+53.4p	

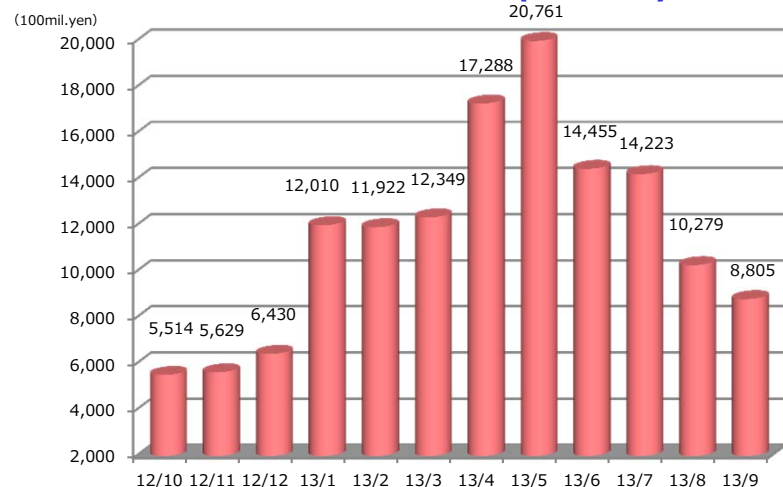
(Note) Short-term subordinated debt consists of subordinated borrowing.

- The capital adequacy ratio at the end of September, 2013 increased by 53.4 percentage points from the end of the previous fiscal year to 413.1%.
- Market risk equivalent increased, but growth in basic items due to periodic profit caused the capital adequacy ratio to rise.

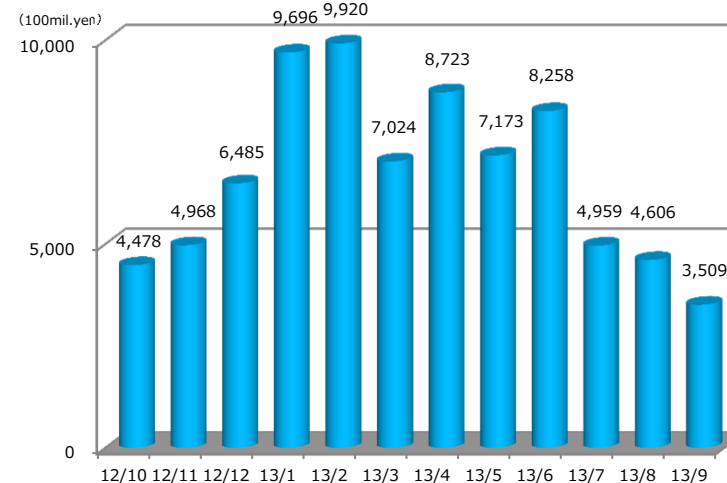


(Reference Data) Okasan Online Securities Data

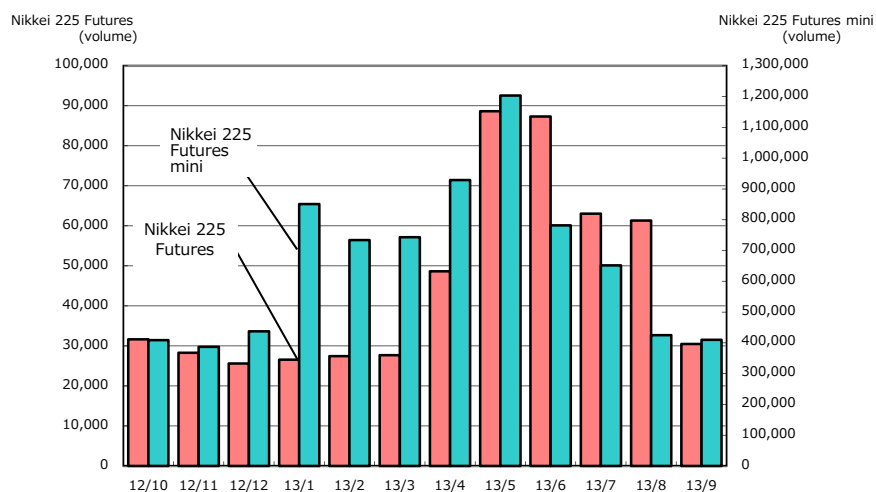
■ Domestic sales amount of equities by month



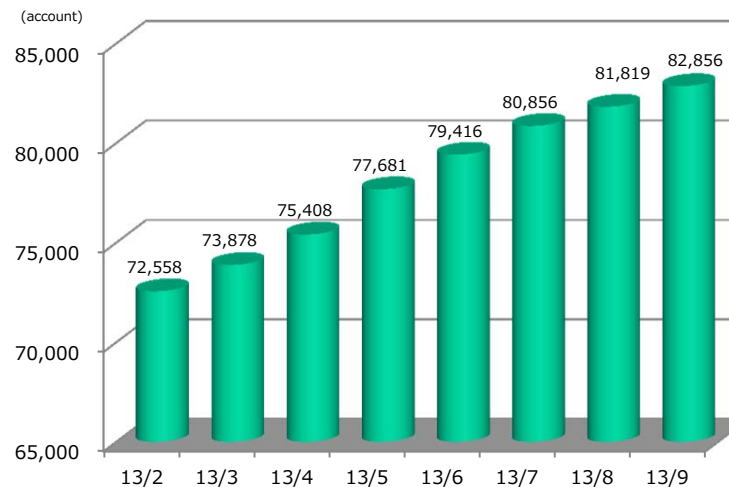
■ "Click 365" contract amount



■ Nikkei 225 Futures & Nikkei 225 Futures mini



■ Number of customer accounts





MEMO



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