



3Q Ending March 31, 2017

Results Briefing



January 27, 2017
Okasan Securities Group Inc.

The objective of the document is to provide information on the results of the 3rd quarter fiscal year ending March 31, 2017 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 December 2016. 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
FY17.3 3Q	60,281 (- 6.4%)	59,429 (- 6.2%)	10,669 (- 14.2%)	11,405 (- 26.0%)
FY16.3 3Q	64,382 (- 9.6%)	63,372 (- 9.8%)	12,434 (- 40.9%)	15,407 (- 28.6%)

	Profit attributable to owners of parent	Net income per share	R O E (annualized)	Comprehensive income
	million yen	yen		million yen
FY17.3 3Q	7,989 (- 13.7%)	40.32	7.1%	11,335 (- 5.7%)
FY16.3 3Q	9,254 (- 23.7%)	46.77	8.4%	12,024 (- 27.5%)

	Total assets	Net assets	Equity ratio
	million yen	million yen	
FY17.3 3Q	490,430	176,500	31.7%
FY16.3	515,743	172,097	28.4%



Financial highlights of the 3rd quarter fiscal year ending March 2017

<Overview>

- Operating revenues fell 6.4% year on year (YoY) to 60,281 million yen. Net trading income rose 43.6% YoY, Fees and commissions fell 23.6% YoY.
- Ordinary income decreased by 26.0% YoY to 11,405 million yen.
- Profit attributable to owners of parent decreased by 13.7% YoY to 7,989 million yen.

<Fees and Commissions>

- Brokerage commissions decreased by 27.1% YoY. Commissions on domestic equities decreased.
- Underwriting fees decreased by 40.1% YoY due to a rebound from the large-scale deals in the same period of the previous year.
- Distribution commissions fell 23.3% YoY due to lower sales of investment trusts.
- Other commissions decreased by 19.8% YoY due to an decrease in custodian fees on the balance of investment trusts.

<Net Trading Income>

- Trading income from equities rose by 91.7% YoY due to a increase in foreign equity transactions (mainly US equities).
- Trading income from bonds rose 5.8% YoY.

<SG&A expenses>

- Selling, general, and administrative expenses fell 4.3% YoY, due mainly to an decrease in trading-related expenses and personnel expenses.



Operating Revenues

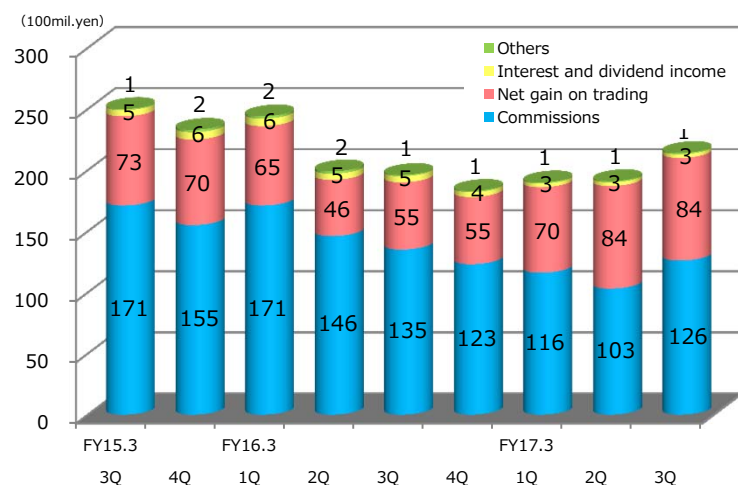
(In millions of yen)

	FY16.3 3QTOTAL	FY17.3 3QTOTAL	vs.FY16.3 3QTOTAL
Commissions	45,345	34,629	-23.6%
Brokerage	16,624	12,122	-27.1%
Underwriting	463	277	-40.1%
Distribution	12,196	9,353	-23.3%
Others	16,061	12,876	-19.8%
Net gain on trading	16,693	23,974	43.6%
Equities	7,842	15,034	91.7%
Bonds	8,691	9,191	5.8%
Others	159	-251	-
Interest and dividend income	1,741	1,088	-37.5%
Others	601	588	-2.2%
Operating revenues	64,382	60,281	-6.4%

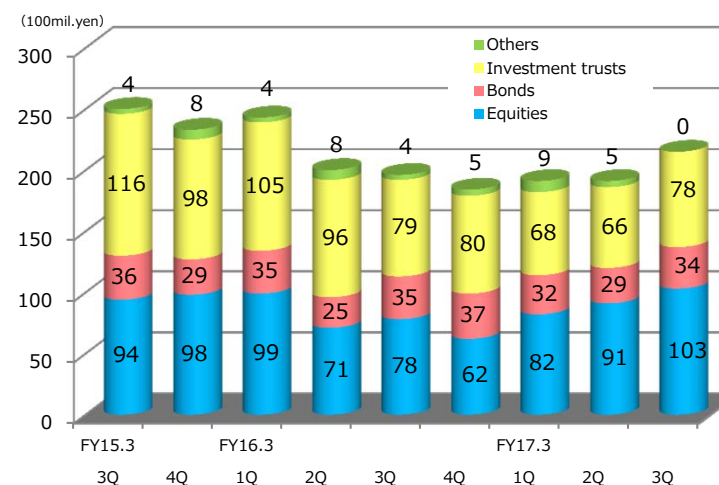
(In millions of yen)

	FY16.3				FY17.3				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	2Q	vs.FY17.3
Commissions	17,122	14,678	13,545	12,320	11,630	10,328	12,670	22.7%	
Brokerage	6,325	5,098	5,201	4,180	4,468	3,260	4,392	34.7%	
Underwriting	51	79	332	82	48	109	119	9.2%	
Distribution	5,235	4,060	2,900	3,550	2,681	2,770	3,901	40.8%	
Others	5,511	5,439	5,110	4,507	4,432	4,187	4,257	1.7%	
Net gain on trading	6,546	4,637	5,510	5,539	7,037	8,456	8,480	0.3%	
Equities	3,388	2,082	2,372	2,032	3,656	5,652	5,726	1.3%	
Bonds	3,250	2,271	3,169	3,431	3,123	2,792	3,275	17.3%	
Others	-92	283	-31	75	257	12	-521	-	
Interest and dividend income	622	592	526	495	379	340	368	8.2%	
Others	229	203	168	188	194	197	196	-0.5%	
Operating revenues	24,521	20,111	19,750	18,544	19,242	19,323	21,715	12.4%	

■ Quarterly change in operating revenues



■ Quarterly change in operating revenues by product





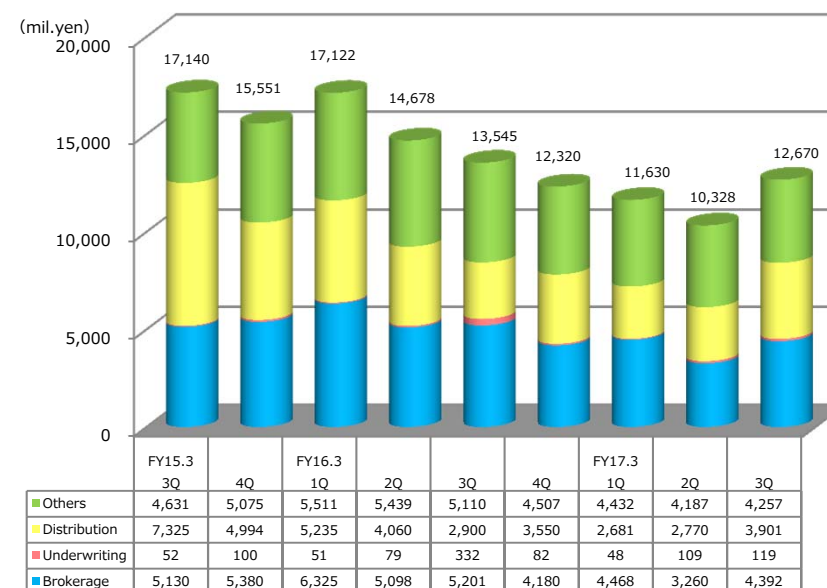
Fees and Commissions Received

■ Fees and commissions received

(In millions of yen)

Items	FY16.3 3QTOTAL	FY17.3 3QTOTAL	vs.FY16.3 3QTOTAL
Brokerage	16,624	12,122	-27.1%
Equities	15,443	11,538	-25.3%
Bonds	3	12	229.5%
Others	1,176	570	-51.5%
Underwriting	463	277	-40.1%
Equities	376	153	-59.1%
Bonds	86	123	42.5%
Distribution	12,196	9,353	-23.3%
Beneficiary Certificates	12,028	9,231	-23.3%
Others	16,061	12,876	-19.8%
Beneficiary Certificates	14,904	11,588	-22.3%
Total	45,345	34,629	-23.6%

■ Fees and commissions received (quarterly)



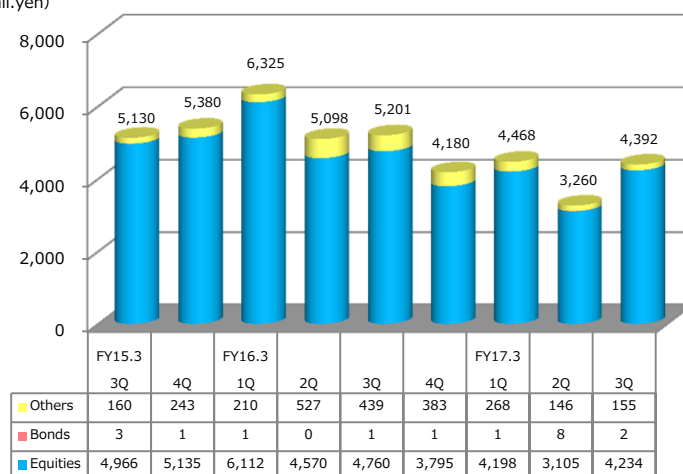
- Brokerage commissions fell by 27.1% YoY due to a decrease in domestic equity brokerage commissions.
- Underwriting fees decreased by 40.1% YoY due to a rebound from the large-scale deals in the same period of the previous year.
- Distribution commissions fell 23.3% YoY due to lower sales of investment trusts.
- Other commissions fell by 19.8% YoY due to a decrease in custodian fees.



Fees and Commissions Received by Category

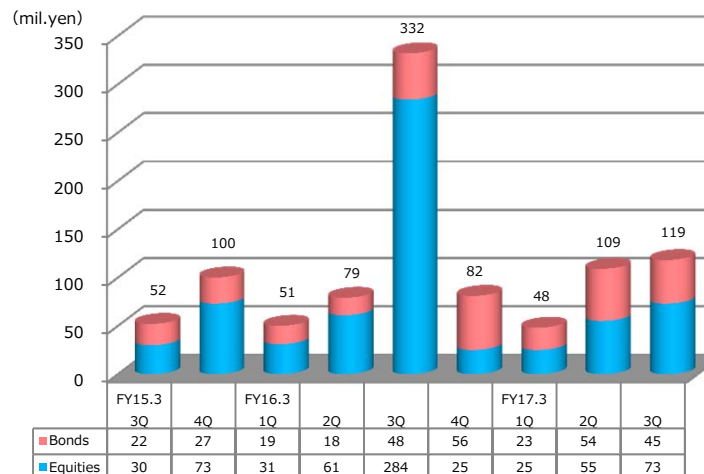
■ Brokerage

(mil.yen)



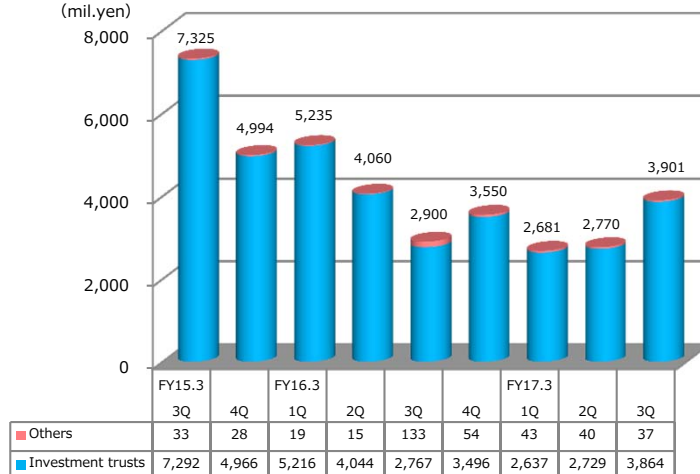
■ Underwriting

(mil.yen)



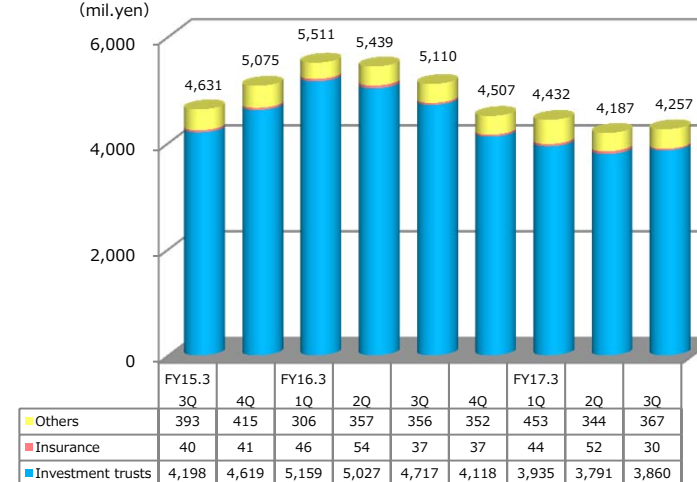
■ Distribution

(mil.yen)



■ Others

(mil.yen)





Net Trading Income

(In millions of yen)

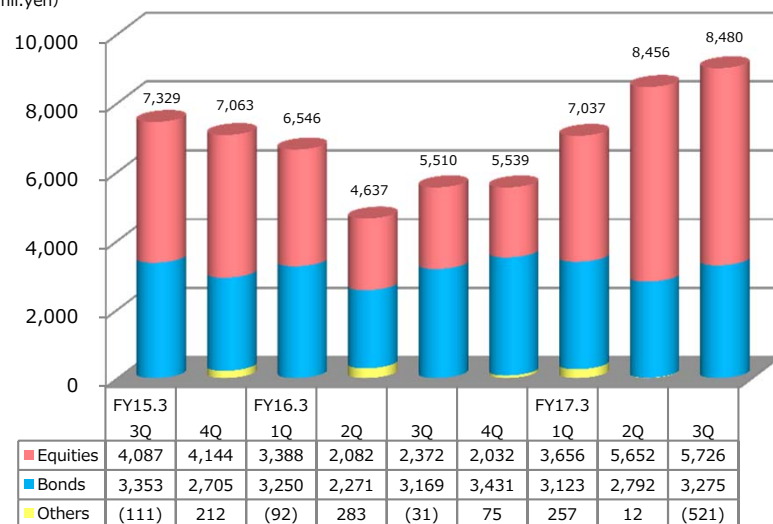
	FY16.3 3QTOTAL	FY17.3 3QTOTAL	vs.FY16.3 3QTOTAL
Equities	7,842	15,034	91.7%
Domestic equities	524	626	19.5%
Foreign equities	7,318	14,408	96.9%
Bonds and others	8,691	9,191	5.8%
Domestic bonds	561	1,635	191.4%
Foreign bonds	8,129	7,555	-7.1%
Others	159	-251	-
Net gain on trading	16,693	23,974	43.6%

(In millions of yen)

FY16.3				FY17.3				vs.FY17.3
1Q	2Q	3Q	4Q	1Q	2Q	3Q	2Q	
3,388	2,082	2,372	2,032	3,656	5,652	5,726	1.3%	
305	163	55	280	291	102	233	128.4%	
3,082	1,918	2,316	1,751	3,365	5,549	5,493	-1.0%	
3,250	2,271	3,169	3,431	3,123	2,792	3,275	17.3%	
276	37	246	507	623	516	495	-4.1%	
2,973	2,233	2,922	2,924	2,499	2,275	2,780	22.2%	
-92	283	-31	75	257	12	-521	-	
6,546	4,637	5,510	5,539	7,037	8,456	8,480	0.3%	

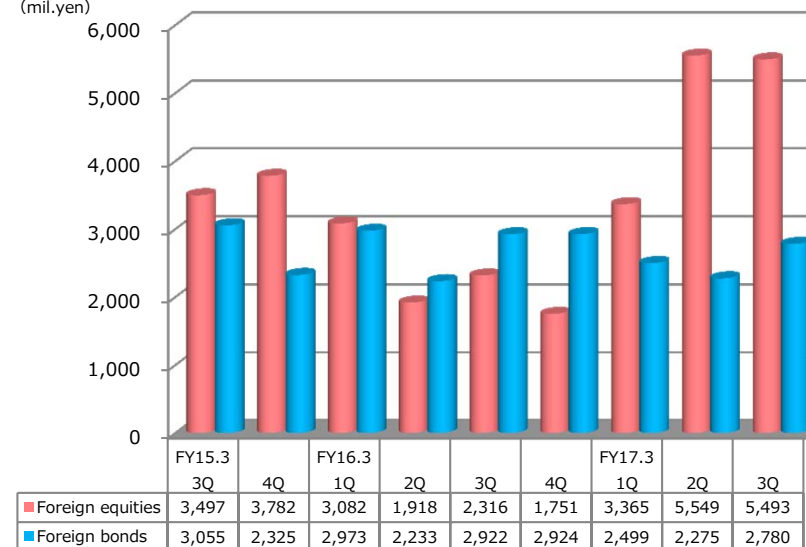
Net gain by Products

(mil.yen)



Net gain from foreign equities and bonds

(mil.yen)





SG&A : Selling, General and Administrative Expenses

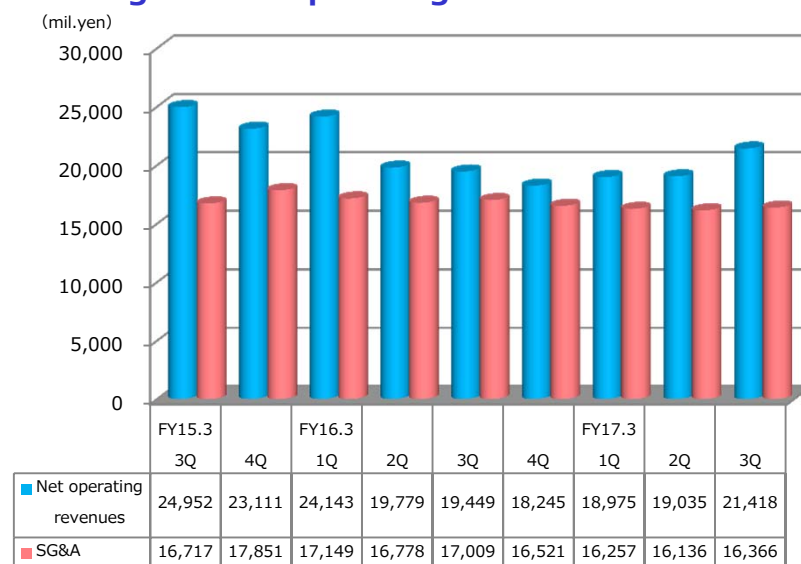
(In millions of yen)

	FY16.3 3QTOTAL	FY17.3 3QTOTAL	vs.FY16.3 3QTOTAL
Trading related expenses	11,356	9,663	-14.9%
Personnel expenses	25,055	24,059	-4.0%
Real estate expenses	4,675	5,020	7.4%
Office expenses	4,255	4,348	2.2%
Depreciation expenses	2,406	2,646	9.9%
Taxes and dues	665	893	34.3%
Others	2,523	2,128	-15.6%
SG&A	50,937	48,760	-4.3%

(In millions of yen)

	FY16.3				FY17.3				vs.FY17.3
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	2Q	
	3,754	3,773	3,828	3,408	3,189	3,249	3,224	-0.8%	
	8,493	8,213	8,349	8,275	7,901	7,917	8,239	4.1%	
	1,562	1,529	1,583	1,597	1,706	1,629	1,684	3.4%	
	1,323	1,471	1,460	1,432	1,485	1,509	1,353	-10.3%	
	905	730	771	851	881	889	875	-1.6%	
	253	200	211	180	303	292	298	2.1%	
	858	859	804	774	788	648	691	6.6%	
	17,149	16,778	17,009	16,521	16,257	16,136	16,366	1.4%	

Change in net operating revenues and SG&A



- Trading-related expenses fell 14.9% YoY, due to a decrease in variable expenses related to the asset management business and securities business.
- Personnel expenses fell 4.0% YoY due to decreases in bonuses and other expenses.
- Real estate expenses were up 7.4% YoY, mainly due to relocations of branches.
- Office expenses rose 2.2% YoY.
- Depreciation expenses rose 9.9% YoY.



Balance Sheet Summary (1)

(In millions of yen)				(In millions of yen)								
	FY16.3	FY17.3	vs.FY16.3	FY16.3				FY17.3				vs.FY17.3
	4Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	2Q	
Current assets	435,187	406,594	-28,593	586,417	516,310	496,424	435,187	447,376	394,102	406,594	12,492	
Cash and deposits	57,300	53,676	-3,624	54,498	52,195	55,409	57,300	58,144	57,070	53,676	-3,394	
Cash segregated as deposits	58,842	66,156	7,314	65,566	61,118	61,741	58,842	56,890	61,891	66,156	4,265	
Trading products	170,851	133,725	-37,126	232,211	152,853	162,997	170,851	153,621	114,302	133,725	19,423	
Receivables on margin transactions	42,341	38,793	-3,548	56,053	55,392	49,401	42,341	38,901	35,062	38,793	3,731	
Receivables on collateralized securities transactions	95,461	103,547	8,086	168,743	184,426	156,026	95,461	125,694	114,661	103,547	-11,114	
Other current assets	10,390	10,694	304	9,343	10,323	10,847	10,390	14,124	11,114	10,694	-420	
Fixed assets	80,555	83,836	3,281	86,434	81,320	88,053	80,555	74,261	78,727	83,836	5,109	
Tangible fixed assets	19,594	19,294	-300	18,897	18,963	19,553	19,594	19,688	19,291	19,294	3	
Intangible fixed assets	9,869	12,142	2,273	7,895	8,766	9,296	9,869	10,186	10,351	12,142	1,791	
Investments and other assets	51,091	52,399	1,308	59,642	53,590	59,202	51,091	44,387	49,085	52,399	3,314	
Total assets	515,743	490,430	-25,313	672,852	597,630	584,477	515,743	521,637	472,830	490,430	17,600	

- Current assets decreased 28.5 billion yen from the end of the previous fiscal year mainly due to decrease in Trading products.
- Fixed assets increased 3.2 billion yen from the end of the previous fiscal year due to increased in Intangible fixed assets and Investments and other assets.
- Total assets decreased 25.3 billion yen from the end of the previous fiscal year.
- Current liabilities decreased 26.4 billion yen from the end of the previous fiscal year mainly due to decrease in Short-term borrowings.
- Fixed liabilities decreased 1.9 billion yen from the end of the previous fiscal year.
Total liabilities decreased by 29.7 billion yen.
- Net assets increased 4.4 billion yen from the end of the previous fiscal year mainly due to increase in Capital surplus and Retained earnings.



Balance Sheet Summary (2)

(In millions of yen)

	FY16.3 4Q	FY17.3 3Q	vs.FY16.3 4Q
Current liabilities	310,957	284,476	-26,481
Trading liabilities	77,206	87,942	10,736
Payables on margin transactions	10,468	11,474	1,006
Payables on collateralized securities transactions	24,737	37,825	13,088
Deposits received	27,528	44,858	17,330
Guarantee deposits received	36,284	35,280	-1,004
Short-term borrowings	109,534	45,985	-63,549
Other current liabilities	25,197	21,109	-4,088
Fixed liabilities	30,045	28,124	-1,921
Long-term borrowings	12,300	9,668	-2,632
Net defined benefit liability	5,626	5,737	111
Other fixed liabilities	12,119	12,718	599
Financial instruments transaction reserve	2,642	1,330	-1,312
Total liabilities	343,645	313,930	-29,715
Common stock	18,589	18,589	-
Capital surplus	12,982	16,422	3,440
Retained earnings	106,668	109,785	3,117
Treasury stock	-3,789	-3,781	8
Accumulated other comprehensive income	11,911	14,261	2,350
Subscription rights to shares	87	161	74
Minority interests	25,648	21,061	-4,587
Total net assets	172,097	176,500	4,403
Total liabilities&net assets	515,743	490,430	-25,313

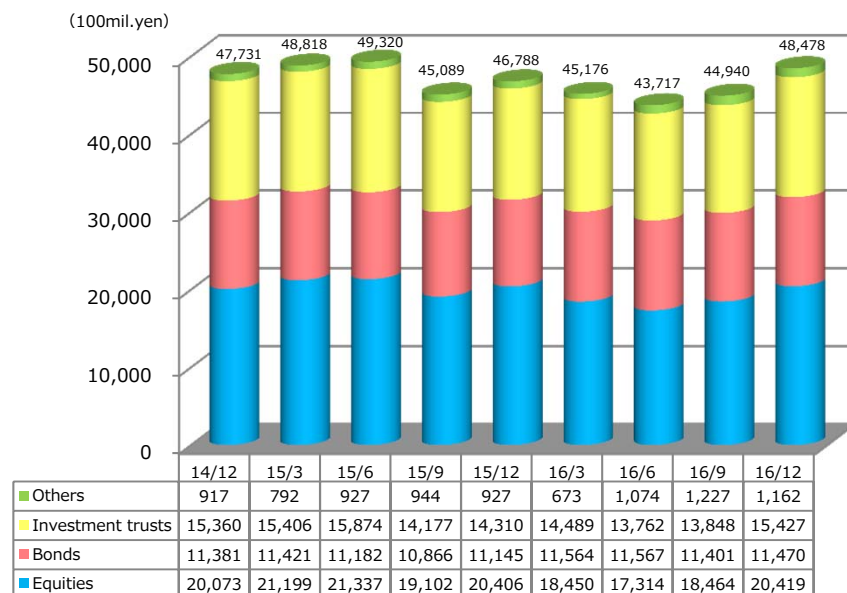
(In millions of yen)

	FY16.3				FY17.3				
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	
Current liabilities	464,455	396,221	375,256	310,957	326,616	273,015	284,476	11,461	
Trading liabilities	108,373	107,043	89,400	77,206	110,365	94,484	87,942	-6,542	
Payables on margin transactions	11,148	10,060	8,023	10,468	7,418	11,953	11,474	-479	
Payables on collateralized securities transactions	120,780	70,161	69,904	24,737	50,415	-	37,825	37,825	
Deposits received	53,189	49,767	52,691	27,528	34,942	34,516	44,858	10,342	
Guarantee deposits received	41,330	38,203	40,583	36,284	35,735	32,842	35,280	2,438	
Short-term borrowings	85,197	105,384	72,971	109,534	56,588	76,566	45,985	-30,581	
Other current liabilities	44,436	15,600	41,680	25,197	31,150	22,651	21,109	-1,542	
Fixed liabilities	30,927	28,635	30,684	30,045	28,046	27,445	28,124	679	
Long-term borrowings	9,210	8,828	9,698	12,300	12,286	10,538	9,668	-870	
Net defined benefit liability	5,303	5,298	5,326	5,626	5,666	5,692	5,737	45	
Other fixed liabilities	16,413	14,508	15,660	12,119	10,093	11,215	12,718	1,503	
Financial instruments transaction reserve	2,629	2,630	2,631	2,642	1,329	1,329	1,330	1	
Total liabilities	498,012	427,487	408,572	343,645	355,992	301,790	313,930	12,140	
Common stock	18,589	18,589	18,589	18,589	18,589	18,589	18,589	-	
Capital surplus	12,813	12,982	12,982	12,982	13,100	13,157	16,422	3,265	
Retained earnings	100,240	101,898	104,854	106,668	104,673	106,583	109,785	3,202	
Treasury stock	-3,734	-3,777	-3,785	-3,789	-3,633	-3,637	-3,781	-144	
Accumulated other comprehensive income	18,410	15,377	17,261	11,911	7,528	10,153	14,261	4,108	
Subscription rights to shares	-	92	92	87	78	161	161	-	
Minority interests	28,520	24,980	25,910	25,648	25,307	26,032	21,061	-4,971	
Total net assets	174,839	170,143	175,905	172,097	165,645	171,040	176,500	5,460	
Total liabilities&net assets	672,852	597,630	584,477	515,743	521,637	472,830	490,430	17,600	

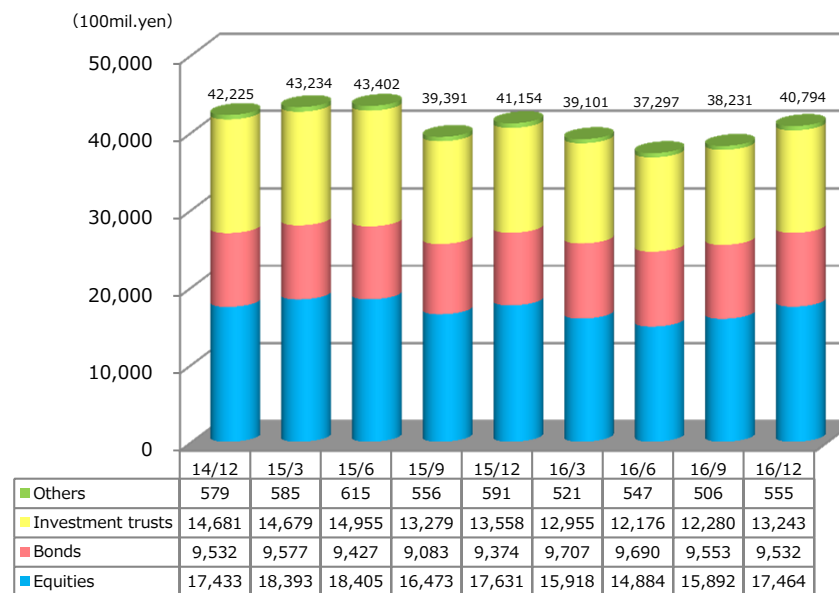


Assets under custody (Consolidated)

■ Assets under Custody



■ Retail Assets under Custody



- On a consolidated basis, customers' assets under custody increased to 4,847.8 billion yen, up 330.2 billion yen from the end of the previous fiscal year. Increase in stock prices and yen depreciation boosted the market value of assets under custody.
- Retail customers' assets under custody increased to 4,079.4 billion yen, up 169.3 billion yen from the end of the previous fiscal year.



2. Reference Data



Performance by quarter (non-consolidated: Okasan Securities)

(In millions of yen)

Items	FY16.3 3QTOTAL	FY17.3 3QTOTAL	vs. FY16.3 3QTOTAL
Operating revenues	47,136	46,893	-0.5%
Commissions	29,913	22,874	-23.5%
Brokerage	13,134	9,412	-28.3%
Underwriting	455	276	-39.5%
Distribution	11,032	8,527	-22.7%
Others	5,289	4,658	-11.9%
Net gain on trading	15,936	23,261	46.0%
Equities	7,545	14,804	96.2%
Bonds	8,231	8,708	5.8%
Others	159	-251	-
Interest and dividend income	1,286	758	-41.1%
Financial expenses	941	768	-18.4%
Net operating revenues	46,194	46,124	-0.2%
SG&A	37,143	36,454	-1.9%
Trading related expenses	6,244	5,907	-5.4%
Personnel expenses	19,042	18,187	-4.5%
Real estate expenses	4,664	4,998	7.1%
Administrative expenses	5,688	5,656	-0.6%
Depreciation expenses	391	405	3.6%
Taxes and dues	371	575	55.1%
Others	740	724	-2.1%
Operating income	9,050	9,670	6.8%
Non-operating income	205	319	55.4%
Non-operating expenses	20	50	153.7%
Ordinary income	9,236	9,938	7.6%
Extraordinary gain	-	705	-
Extraordinary loss	22	-	-
Net profit, before taxes	9,213	10,644	15.5%
Income taxes	2,239	3,001	34.1%
Adjustment amount for income taxes	970	205	-78.8%
Net profit	6,004	7,436	23.8%

(In millions of yen)

FY16.3				FY17.3			
1Q	2Q	3Q	4Q	1Q	2Q	3Q	vs. FY17.3 2Q
18,258	14,344	14,532	13,870	14,650	15,133	17,109	13.1%
11,546	9,529	8,836	8,165	7,565	6,671	8,637	29.5%
5,001	3,969	4,164	3,310	3,514	2,537	3,360	32.4%
50	75	330	81	48	109	117	7.3%
4,663	3,714	2,655	3,240	2,397	2,492	3,637	45.9%
1,831	1,770	1,687	1,532	1,605	1,531	1,521	-0.7%
6,244	4,386	5,305	5,335	6,818	8,225	8,217	-0.1%
3,247	1,983	2,313	1,979	3,576	5,593	5,634	0.7%
3,089	2,119	3,023	3,279	2,984	2,619	3,104	18.5%
-92	283	-31	75	257	12	-521	-
466	428	390	370	265	236	255	8.1%
356	310	274	268	238	260	269	3.5%
17,902	14,034	14,258	13,602	14,411	14,873	16,840	13.2%
12,649	12,158	12,335	12,154	12,111	11,994	12,349	3.0%
2,139	2,030	2,075	1,934	1,893	1,984	2,029	2.3%
6,408	6,236	6,397	6,184	5,950	5,980	6,255	4.6%
1,533	1,562	1,568	1,606	1,735	1,595	1,667	4.5%
2,010	1,852	1,826	1,946	1,911	1,887	1,857	-1.6%
121	133	136	143	133	134	137	2.2%
139	120	111	89	177	196	202	3.1%
297	222	220	249	309	215	199	-7.4%
5,252	1,875	1,922	1,447	2,300	2,878	4,490	56.0%
71	63	70	61	155	98	64	-34.7%
4	7	8	10	33	1	15	-
5,319	1,932	1,984	1,498	2,422	2,975	4,540	52.6%
-	-	-	-	687	-	18	-
22	-	-	10	-	-	-	-
5,297	1,932	1,984	1,488	3,109	2,975	4,558	53.2%
1,052	1,160	25	780	451	1,443	1,106	-23.4%
770	-481	681	-314	345	-485	346	-
3,474	1,252	1,277	1,022	2,312	2,018	3,105	53.9%



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

<Volume of equity trading / Number of shares>

(In millions of shares)

Items	FY16.3			FY17.3			vs.FY16.3			vs.FY17.3		
	1Q	2Q	3Q	3QTOTAL	4Q	TOTAL	1Q	2Q	3Q	3QTOTAL	3QTOTAL	2Q
(Dealing)	557	579	541	1,678	378	2,057	566	572	718	1,857	10.7%	25.5%
(Brokerage)	3,697	3,149	2,754	9,600	2,590	12,191	2,279	2,081	2,470	6,831	-28.8%	18.7%
Total	4,254	3,728	3,295	11,279	2,968	14,248	2,845	2,653	3,188	8,688	-23.0%	20.2%
Brokerage ratio	86.9%	84.4%	83.6%	85.1%	87.3%	85.6%	80.1%	78.4%	77.5%	78.6%	-6.5 p	-0.9 p

<Volume of equity trading / Total value>

(In millions of yen)

Items	FY16.3			FY17.3			vs.FY16.3			vs.FY17.3		
	1Q	2Q	3Q	3QTOTAL	4Q	TOTAL	1Q	2Q	3Q	3QTOTAL	3QTOTAL	2Q
(Dealing)	553,726	511,860	635,414	1,701,001	535,728	2,236,730	766,364	909,226	1,024,508	2,700,099	58.7%	12.7%
(Brokerage)	2,229,739	1,937,777	1,798,440	5,965,958	1,703,045	7,669,003	1,793,669	1,708,568	1,931,550	5,433,787	-8.9%	13.1%
Total	2,783,466	2,449,638	2,433,855	7,666,959	2,238,774	9,905,734	2,560,033	2,617,794	2,956,058	8,133,886	6.1%	12.9%
Brokerage ratio	80.1%	79.1%	73.9%	77.8%	76.1%	77.4%	70.1%	65.3%	65.3%	66.8%	-11.0 p	0.0 p

<Total share within TSE>

Items	FY16.3			FY17.3			vs.FY16.3			vs.FY17.3		
	1Q	2Q	3Q	3QTOTAL	4Q	TOTAL	1Q	2Q	3Q	3QTOTAL	3QTOTAL	2Q
Number of shares	1.10%	0.97%	0.98%	1.02%	0.75%	0.95%	0.83%	0.84%	0.91%	0.86%	-0.16 p	0.07 p
Total value	0.65%	0.56%	0.61%	0.61%	0.52%	0.59%	0.64%	0.62%	0.68%	0.65%	0.04 p	0.06 p

<Brokerage Commissions Ratio>

(In millions of yen)

Items	FY16.3			FY17.3			vs.FY16.3			vs.FY17.3		
	1Q	2Q	3Q	3QTOTAL	4Q	TOTAL	1Q	2Q	3Q	3QTOTAL	3QTOTAL	2Q
Commissions	4,774	3,427	3,720	11,921	2,936	14,858	3,247	2,380	3,197	8,825	-26.0%	34.3%
Commissions Ratio	0.21%	0.18%	0.21%	0.20%	0.17%	0.19%	0.18%	0.14%	0.17%	0.16%	-0.04 p	0.03 p

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		FY16.3						FY17.3						vs.FY16.3	
		1Q	2Q	3Q	3QTOTAL	4Q	TOTAL	1Q	2Q	3Q	3QTOTAL			3QTOTAL	2Q
Equities	(Number of shares)	0	2	11	14	0	14	1	0	1	3			-78.6%	-
Equities	(Total value)	594	1,498	17,624	19,717	762	20,479	598	1,846	3,814	6,259			-68.3%	106.6%
Bonds	(Total at face value)	227,055	211,175	254,588	692,818	191,210	884,029	190,548	226,658	222,938	640,144			-7.6%	-1.6%
Domestic and foreign CP	(Total at face value)	-	-	-	-	-	-	-	-	-	-			-	-

<Selling>

(In millions of shares, millions of yen)

Items		FY16.3						FY17.3						vs.FY16.3	
		1Q	2Q	3Q	3QTOTAL	4Q	TOTAL	1Q	2Q	3Q	3QTOTAL			3QTOTAL	2Q
Equities	(Number of shares)	0	2	10	13	0	13	1	0	1	3			-76.9%	-
Equities	(Total value)	603	1,530	15,838	17,972	542	18,515	597	1,447	3,545	5,590			-68.9%	145.0%
Bonds	(Total at face value)	44,095	44,412	50,808	139,315	51,120	190,435	34,710	28,370	32,982	96,062			-31.0%	16.3%

<Offering>

(In millions of shares, millions of yen)

Items		FY16.3						FY17.3						vs.FY16.3	
		1Q	2Q	3Q	3QTOTAL	4Q	TOTAL	1Q	2Q	3Q	3QTOTAL			3QTOTAL	2Q
Equities	(Number of shares)	0	-	-	0	0	0	0	0	0	0			-	-
Equities	(Total value)	1	-	-	1	1	3	0	1	1	2			100.0%	-
Bonds	(Total at face value)	237,517	221,696	265,369	724,584	194,765	919,350	196,670	236,146	227,314	660,132			-8.9%	-3.7%
Beneficiary securities	(Total at face value)	536,182	424,874	437,349	1,398,405	540,033	1,938,439	393,313	344,666	492,502	1,230,482			-12.0%	42.9%
Domestic and foreign CP	(Total at face value)	-	-	-	-	-	-	-	-	-	-			-	-

<Underwriting & Selling Fees Ratio>

(In millions of yen)

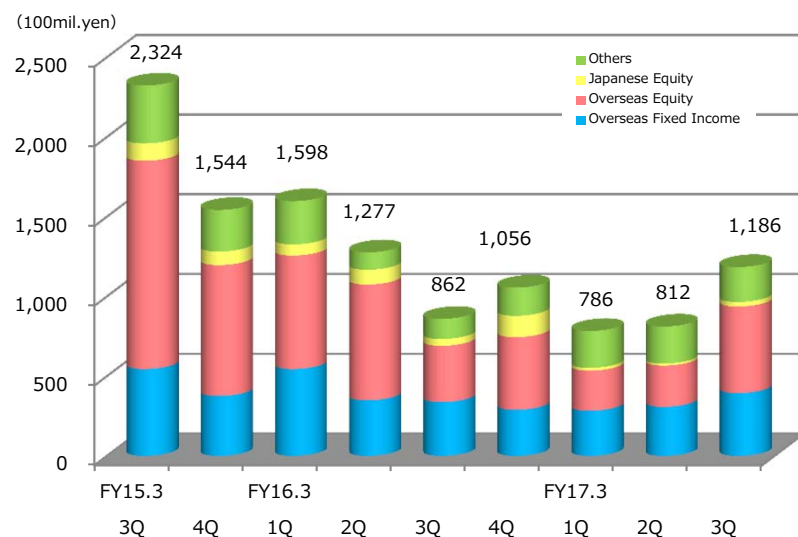
Items		FY16.3						FY17.3						vs.FY16.3	
		1Q	2Q	3Q	3QTOTAL	4Q	TOTAL	1Q	2Q	3Q	3QTOTAL			3QTOTAL	2Q
Equities		30	60	281	373	24	398	25	55	72	152			-59.2%	30.9%
	(Averaged Fees Ratio)	2.51%	1.98%	0.84%	0.99%	1.84%	1.02%	2.09%	1.67%	0.98%	1.28%			0.29 p	-0.69 p
Bonds		19	14	48	82	56	139	23	54	45	123			50.0%	-16.7%
	(Averaged Fees Ratio)	0.007%	0.005%	0.016%	0.010%	0.023%	0.013%	0.010%	0.021%	0.018%	0.017%			0.007 p	-0.003 p



Investment trusts / Foreign bonds

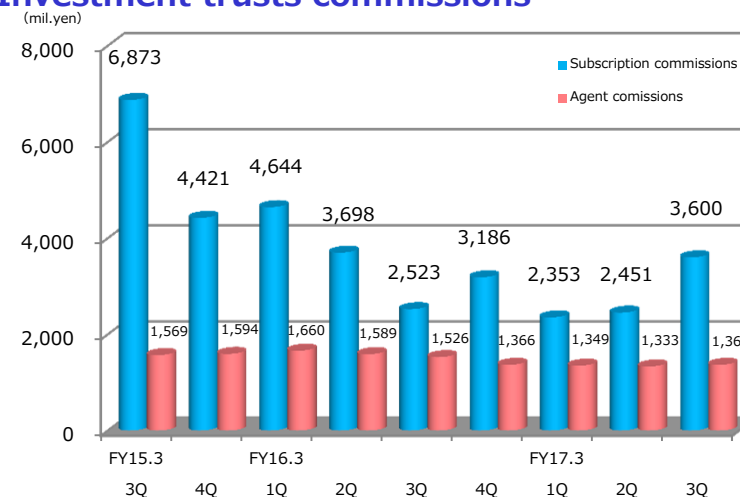
(non-consolidated: Okasan Securities)

■ Investment trusts sales amount

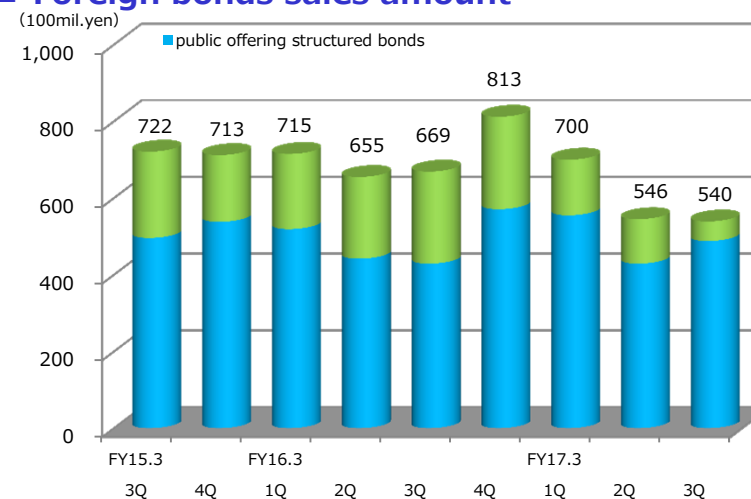


- Investment trust sales (3Q cumulative) fell 25.5% YoY to 278.5 billion yen.
- Sales commissions (3Q cumulative) fell 22.6% YoY to 8,406 million yen. Agent commissions fell 15.2% YoY to 4,049 million yen due to a decrease in balance of investment trusts in the period.
- Foreign bond sales (3Q cumulative) fell 12.4% YoY to 178.6 billion yen. Sales to retail investors decreased, while sales to corporate investors increased.

■ Investment trusts commissions



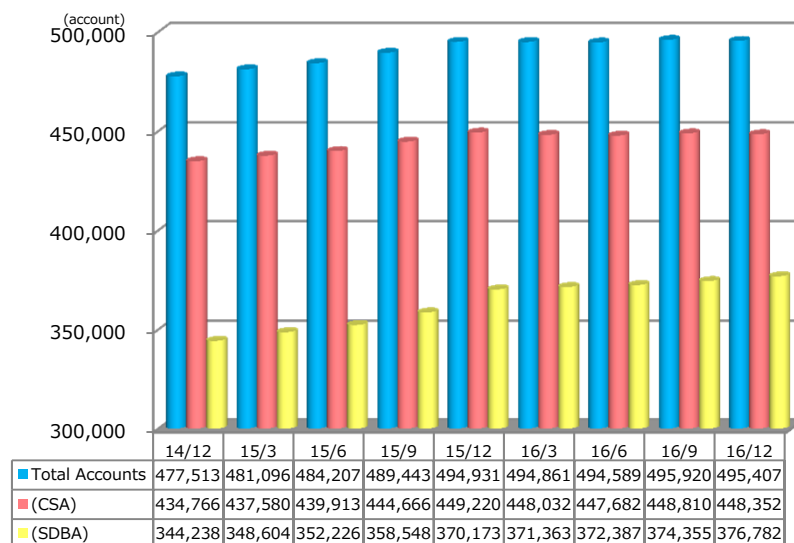
■ Foreign bonds sales amount





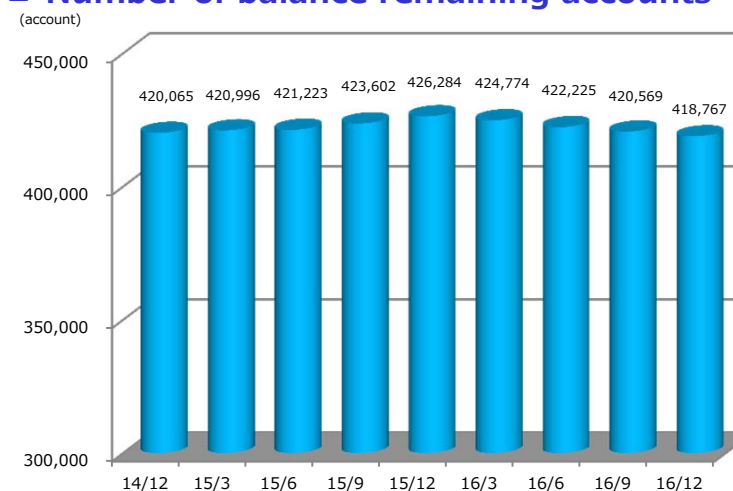
Number of accounts (non-consolidated: Okasan Securities)

■ Number of customer accounts

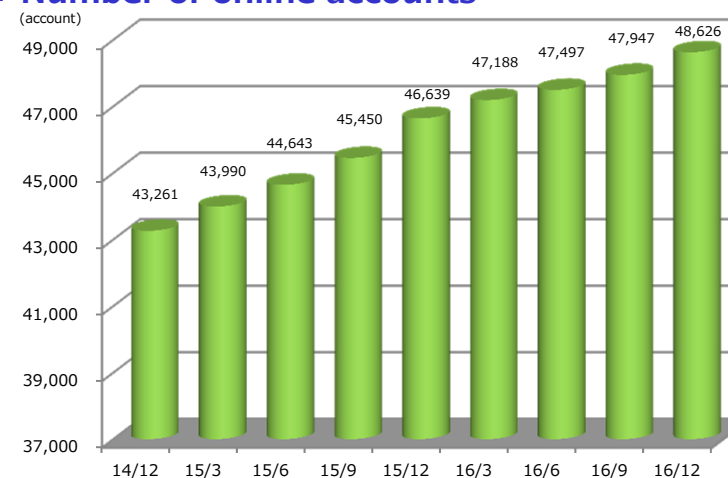


- The total number of customer accounts slightly increased from the end of the previous fiscal year to 495,407.
- The number of accounts with remaining balances decreased by 1.4% from the end of the previous fiscal year to 418,767.
- The number of newly opened accounts(3Q cumulative) was 13,807.
- Online accounts (48,626 accounts) accounted for 9.8% of the total number of customer accounts.

■ Number of balance remaining accounts



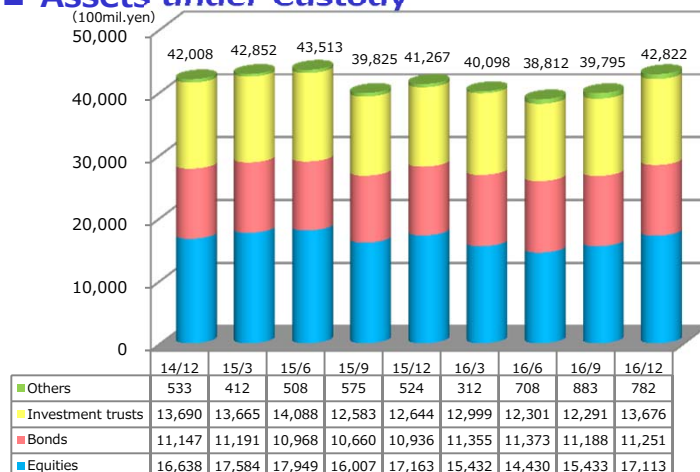
■ Number of online accounts



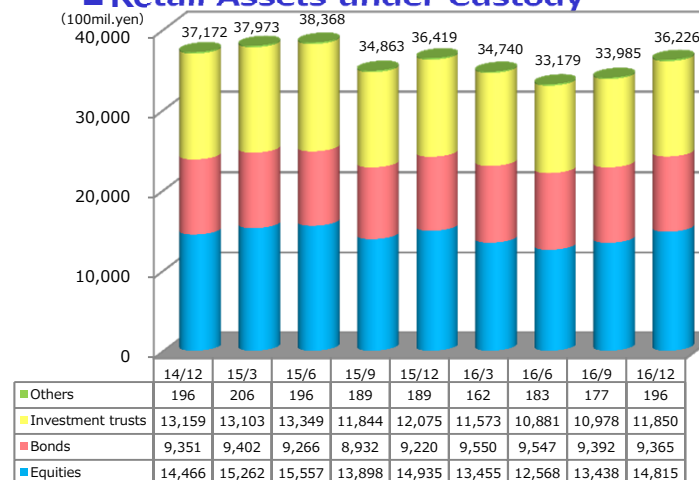


Assets under custody / Net inflow of assets (non-consolidated: Okasan Securities)

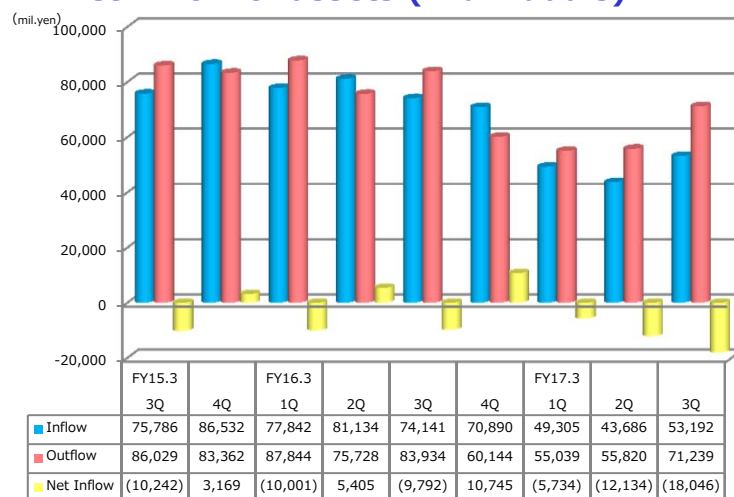
■ Assets under Custody



■ Retail Assets under Custody



■ Net inflow of assets (Individuals)



- Customers' assets under custody at Okasan Securities decreased by 272.4 billion yen from the end of the previous fiscal year to 4,282.2 billion yen.
- Net inflow/outflow of assets (sum of inflow/outflow of cash and securities; individuals only) cumulative over 3Q was an outflow of 35.9 billion yen.



Capital Adequacy Requirement Ratio

(non-consolidated: Okasan Securities)

(In millions of yen)

Items		FY16.3				FY17.3			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	vs.FY16.3 4Q
Basic items	(A)	81,788	83,041	84,318	78,339	80,644	82,670	85,777	7,438
Complementary items	Appraisal gains (losses) etc.	31	15	19	—	—	—	17	17
	Security transaction responsibility reserve	1,483	1,483	1,483	1,487	800	800	800	-687
	General provision for loan losses	0	0	0	0	6	6	4	4
	Short-term subordinated debt	8,775	6,800	6,800	6,000	6,000	6,000	6,000	0
	Total	(B)	10,290	8,299	8,303	7,487	6,806	6,806	-665
Assets to be deducted	(C)	9,548	9,920	9,946	10,282	10,448	10,629	10,591	309
Unfixed equity capital	(A) + (B) - (C)	(D)	82,530	81,419	82,675	75,545	77,001	78,847	6,463
Risk equivalents	Market risk equivalents	3,629	2,276	2,962	3,038	3,150	1,454	2,248	-790
	Customer risk equivalents	1,356	1,328	1,198	1,085	999	925	1,060	-25
	Basic risk equivalents	12,745	12,806	12,759	12,679	12,373	12,240	12,163	-516
	Total	(E)	17,731	16,410	16,921	16,803	16,524	14,620	-1,331
Capital adequacy ratio	(D) / (E) × 100 (%)		465.4%	496.1%	488.5%	449.5%	465.9%	539.2%	530.0%
									80.5 p

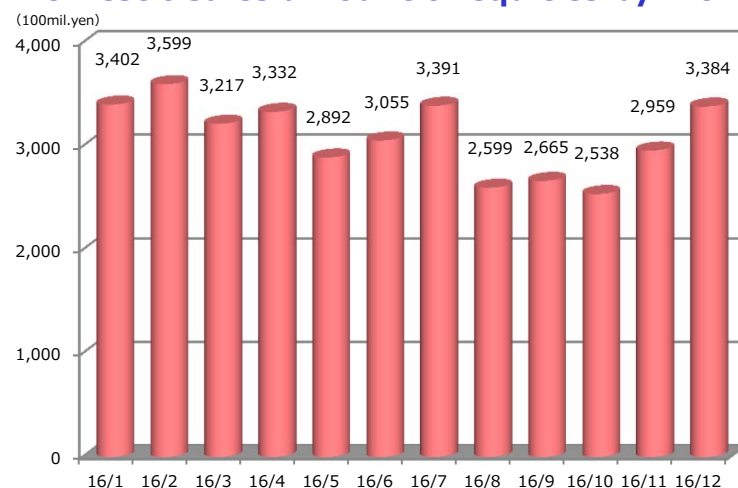
(Note) Short-term subordinated debt consists of subordinated borrowing.

- The capital adequacy ratio at the end of December 2016 increased by 80.5 percentage points from the end of the previous fiscal year.
- Growth in basic items due to periodic profit and decrease in risk equivalents raised the capital adequacy ratio.

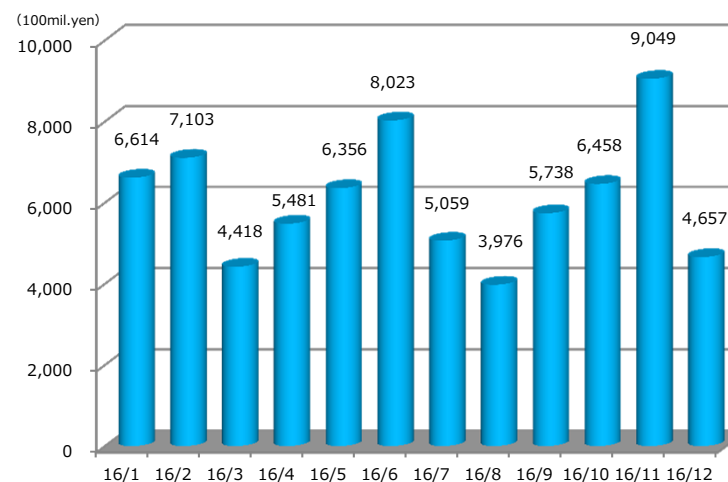


(Reference Data) Okasan Online Securities Data

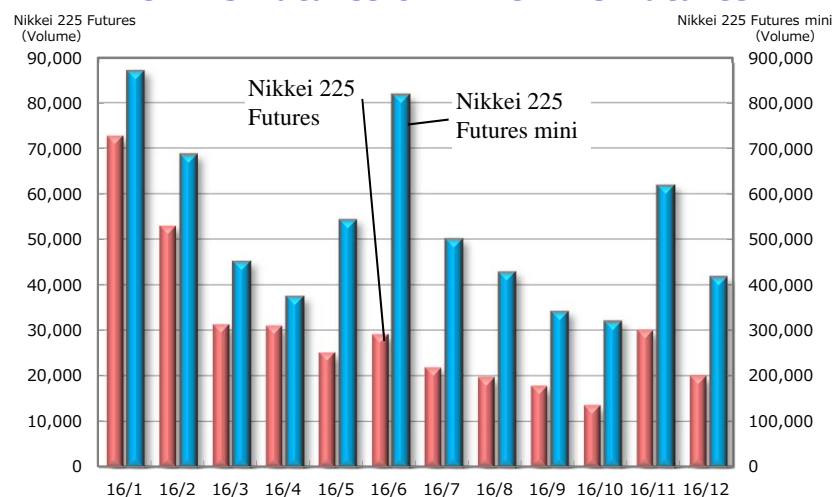
■ Domestic sales amount of equities by month



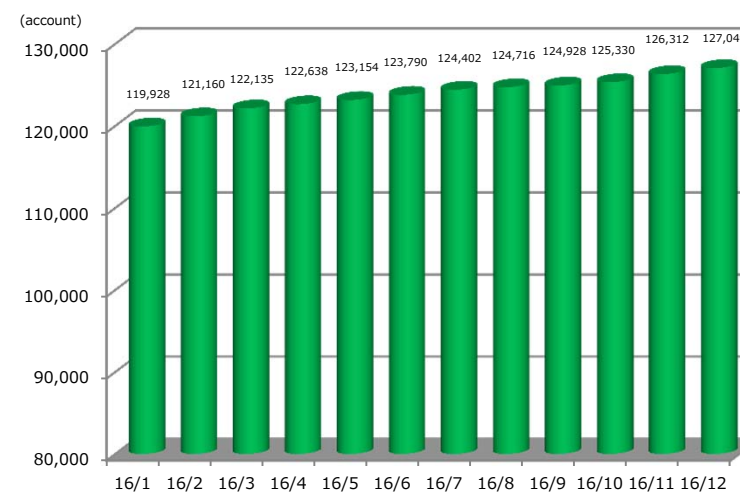
■ "Click 365" contract amount



■ Nikkei 225 Futures & Nikkei 225 Futures mini



■ Number of customer accounts





MEMO



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