

NOMURA HOLDINGS INC  
Form 6-K  
February 21, 2019  
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**FORM 6-K**

**U.S. SECURITIES AND EXCHANGE COMMISSION**

**Washington, D.C. 20549**

**Report of Foreign Private Issuer**

**Pursuant to Rule 13a-16 or 15d-16 of**

**the Securities Exchange Act of 1934**

**Commission File Number: 1-15270**

**For the month of February 2019**

**NOMURA HOLDINGS, INC.**

**(Translation of registrant's name into English)**

**9-1, Nihonbashi 1-chome**

**Chuo-ku, Tokyo 103-8645**

**Japan**

**(Address of principal executive offices)**

Indicate by check mark whether the registrant files or will file annual reports under cover Form 20-F or Form 40-F.

Form 20-F  X  Form 40-F \_\_\_\_\_

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1): \_\_\_\_\_

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7): \_\_\_\_\_



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Information furnished on this form:

**EXHIBITS**

**Exhibit Number**

1. (English Translation) Quarterly Securities Report Pursuant to the Financial Instruments and Exchange Act for the Nine Months Ended December 31, 2018
2. (English Translation) Confirmation Letter

The registrant hereby incorporates Exhibits 1 and 2 to this report on Form 6-K by reference in the prospectus that is part of the Registration Statement on Form F-3 (Registration No. 333-229191) of the registrant, filed with the SEC on January 11, 2019.

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

**NOMURA HOLDINGS, INC.**

Date: February 21, 2019

By: /s/ Hajime Ikeda  
Hajime Ikeda  
Senior Managing Director

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**Exhibit 1**

Quarterly Securities Report Pursuant to the Financial Instruments and Exchange Act for the Nine Months Ended  
December 31, 2018

Items included in the Quarterly Securities Report

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Note: Translations for the underlined items are attached to this form as below.

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## 1. Selected Financial Data

|  |           | Nine<br>months<br>ended<br>December 31,<br>2017 | Nine<br>months<br>ended<br>December 31,<br>2018 | Three months<br>ended<br>December 31,<br>2017 | Three months<br>ended<br>December 31,<br>2018 | Year ended<br>March 31,<br>2018 |
|--|-----------|---|---|---|---|---------------------------------|
| Total revenue  | (Mil yen) | 1,460,944                                       | 1,336,766                                       | 530,629                                       | 457,400                                       | 1,972,158                       |
| Net revenue  | (Mil yen) | 1,118,932                                       | 815,516   | 406,616                                       | 260,597                                       | 1,496,969                       |
| Income (loss) before income taxes  | (Mil yen) | 281,235   | (62,054)  | 120,753                                       | (76,164)                                      | 328,158                         |
| Net income (loss) attributable to Nomura Holdings, Inc. ( NHI ) shareholders             | (Mil yen) | 196,668   | (101,286)                                       | 87,962  | (95,276)                                      | 219,343                         |
| Comprehensive income (loss) attributable to NHI shareholders                             | (Mil yen) | 175,122   | (42,280)  | 64,483  | (101,999)                                     | 126,335                         |
| Total equity   | (Mil yen) | 2,905,681                                       | 2,706,011                                       |   |   | 2,799,824                       |
| Total assets   | (Mil yen) | 44,224,391                                      | 45,113,023                                      |   |   | 40,343,947                      |
| Net income (loss) attributable to NHI shareholders per share basic                       | (Yen)     | 56.20   | (30.01)   | 25.55   | (28.52)                                       | 63.13                           |
| Net income (loss) attributable to NHI shareholders per share diluted                     | (Yen)     | 55.12   | (30.03)   | 25.12   | (28.52)                                       | 61.88                           |
| Total NHI shareholders equity as a percentage of total assets                            | (%)       | 6.4   | 5.9   |   |   | 6.8                             |
| Cash flows from operating activities   | (Mil yen) | (541,155)                                       | (440,760)                                       |   |   | (445,690)                       |
| Cash flows from investing activities   | (Mil yen) | 23,274  | (2,872)   |   |   | (56,172)                        |
| Cash flows from financing activities   | (Mil yen) | 326,212   | 483,207   |   |   | 373,168                         |
| Cash, cash equivalents, restricted cash and restricted cash equivalents at end of period | (Mil yen) | 2,357,233                                       | 2,439,146                                       |   |   | 2,354,868                       |

- 1 The selected financial data of Nomura Holdings, Inc. (the Company ) and other entities in which it has a controlling financial interest (collectively referred to as Nomura , we , our , or us ) are stated in accordance with accounting principles generally accepted in the United States of America ( U.S. GAAP ).
- 2 Taxable transactions do not include consumption taxes and local consumption taxes.
- 3 As the consolidated financial statements have been prepared, selected financial data on the Company are not disclosed.
- 4 Due to the changes in our accounting policy which Nomura adopted on April 1, 2018, certain reclassifications of previously reported amounts have been made to conform to the current year presentation. Please refer to Item 4.

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- Financial Information, 1. Consolidated Financial Statements, Note 1. *Basis of Accounting* for further details.
- 5 In accordance with Accounting Standard Update ( ASU ) 2016-18 *Restricted Cash* which Nomura adopted on April 1, 2018, certain reclassification of amounts previously reported as *Cash, cash equivalents, restricted cash and restricted cash equivalents* and *Cash flows from operating activities* for the nine months ended December 31, 2017 and for the year ended March 31, 2018 have been made to conform to the current year presentation.
2. Business Overview

There were no significant changes to the businesses of the Company and its 1,276 consolidated subsidiaries for the nine months ended December 31, 2018.

There were 13 affiliated companies which were accounted for by the equity method as of December 31, 2018.

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**Item 2. Operating and Financial Review**

1. Risk Factors

Significant changes in our Risk Factors which were described on the annual securities report are stated below. The titles below correspond to the titles of Part I Corporate Information Item 2. Operating and Financial Review 2. Risk Factors in the annual securities report.

The discussion below contains future matters that are based on the assessments made as of the date of submission of this report (February 14, 2019), unless noted separately.

**We may have to recognize impairment charges with regard to the amount of goodwill, tangible and intangible assets recognized on our consolidated balance sheets**

We have purchased all or a part of the equity interests in, or operations from, certain other companies in order to pursue our business expansion, and expect to continue to do so when and as we deem appropriate. We account for certain of those and similar purchases and acquisitions as a business combination under U.S. GAAP by allocating our acquisition costs to the assets acquired and liabilities assumed and recognizing the remaining amount as goodwill. We also possess tangible and intangible assets other than those stated above.

We may have to recognize impairment charges, as well as other losses associated with subsequent transactions, with regard to the amount of goodwill, tangible and intangible assets and, if recognized, such changes may adversely affect our financial condition and results of operations. For example, during the nine months ended December 31, 2018, we recognized an impairment loss on goodwill of ¥81,372 million.

**Our business is subject to substantial legal, regulatory and reputational risks**

*Extensive regulation of our businesses limits our activities and may subject us to significant penalties and losses*

The financial services industry is subject to extensive regulation. We are subject to increasing regulation by governmental and self-regulatory organizations in Japan and in virtually all other jurisdictions in which we operate, and such governmental and regulatory scrutiny may increase as our operations expand or as laws change. In addition, while regulatory complexities increase, possibilities of extra-territorial application of a regulation in one jurisdiction to business activities outside of such jurisdiction may also increase. These regulations are broadly designed to ensure the stability of financial systems and the integrity of the financial markets and financial institutions, and to protect clients and other third parties who deal with us, and often limit our activities and/or affect our profitability, through net capital, client protection and market conduct requirements. In addition, on top of traditional finance-related legislation, the scope of laws and regulations applying to, and/or impacting on, our operations may become wider depending on the situation of the wider international political and economic environment or policy approaches taken by governmental authorities in respect of regulatory application or law enforcement. In particular, the number of investigations and proceedings against the financial services industry by governmental and self-regulatory organizations has increased substantially and the consequences of such investigations and proceedings have become more severe in recent years, and we are subject to face the risk of such investigations and proceedings. For example, the U.S. Department of Justice (the DOJ) conducted an investigation regarding residential mortgage-backed securities securitized by some of our U.S. subsidiaries prior to 2009. On October 15, 2018, the U.S. subsidiaries settled the investigation with the DOJ and agreed to pay USD 480 million. Although we have policies in place to prevent violations of such laws and regulations, we may not always be able to prevent violations, and we could be fined, prohibited from engaging in some of our business activities, ordered to improve our internal governance procedures or



be subject to revocation of our license to conduct business. Our reputation could also suffer from the adverse publicity that any administrative or judicial sanction against us may create, which may negatively affect our business opportunities and ability to secure human resources. As a result of any such sanction, we may lose business opportunities for a period of time, even after the sanction is lifted, if and to the extent that our clients, especially public institutions, decide not to engage us for their financial transactions. In addition, certain market participants may refrain from investing in or entering into transactions with us if we engage in business activities in regions subject to international sanctions, even if our activities do not constitute violations of sanctions laws and regulations.

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## 2. Operating, Financial and Cash Flow Analysis by Management

## (1) Operating Results

Nomura reported net revenue of ¥815.5 billion, non-interest expenses of ¥877.6 billion, partly due to a loss of ¥81.4 billion from the goodwill impairment attributable to Wholesale as a result of its assessment as of December 31, 2018, loss before income taxes of ¥62.1 billion, and net loss attributable to NHI shareholders of ¥101.3 billion for the nine months ended December 31, 2018.

The breakdown of net revenue and non-interest expenses on the consolidated statements of income are as follows:

|  | <b>Millions of yen</b>   |             |
|--|--------------------------|-------------|
|  | <b>Nine months ended</b> |             |
|  | <b>December 31</b>       |             |
|  | <b>2017</b>              | <b>2018</b> |
| Commissions                                      | ¥ 277,947                | ¥ 226,954   |
| Brokerage commissions                            | 190,994                  | 159,971     |
| Commissions for distribution of investment trust | 66,205                   | 44,906      |
| Other  | 20,748                   | 22,077      |
| Fees from investment banking                     | 79,079                   | 76,207      |
| Underwriting and distribution                    | 33,975                   | 46,246      |
| M&A / financial advisory fees                    | 30,235                   | 20,219      |
| Other  | 14,869                   | 9,742       |
| Asset management and portfolio service fees      | 183,322                  | 186,312     |
| Asset management fees                            | 170,169                  | 174,345     |
| Other  | 13,153                   | 11,967      |
| Net gain on trading                              | 296,583                  | 244,586     |
| Gain (loss) on private equity investments        | (2,352)                  | 1,335       |
| Net interest                                     | 95,437                   | 51,585      |
| Gain (loss) on investments in equity securities  | 7,654                    | (8,864)     |
| Other  | 181,262                  | 37,401      |
| Net revenue                                      | ¥ 1,118,932              | ¥ 815,516   |

|   | <b>Millions of yen</b>   |             |
|---|--------------------------|-------------|
|   | <b>Nine months ended</b> |             |
|   | <b>December 31</b>       |             |
|   | <b>2017</b>              | <b>2018</b> |
| Compensation and benefits                 | ¥ 389,656                | ¥ 372,428   |
| Commissions and floor brokerage           | 74,269                   | 64,335      |
| Information processing and communications | 140,881                  | 123,232     |
| Occupancy and related depreciation        | 51,070                   | 48,692      |
| Business development expenses             | 26,033                   | 27,354      |
| Other                                     | 155,788                  | 241,529     |

|                       |   |         |   |         |
|-----------------------|---|---------|---|---------|
| Non-interest expenses | ¥ | 837,697 | ¥ | 877,570 |
|-----------------------|---|---------|---|---------|

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## Business Segment Information

Results by business segment are noted below.

Reconciliations of *Net revenue* and *Income (loss) before income taxes* on segment results of operations and the consolidated statements of income are set forth in Item 4. Financial Information, 1. Consolidated Financial Statements, Note 16. *Segment and geographic information.*

## Net revenue

|                           | Millions of yen   |                  |             |                |
|---------------------------|-------------------|------------------|-------------|----------------|
|                           | Nine months ended |                  | December 31 |                |
|                           | 2017              |                  | 2018        |                |
| Retail                    | ¥                 | 314,754          | ¥           | 265,325        |
| Asset Management          |                   | 100,018          |             | 66,948         |
| Wholesale                 |                   | 503,927          |             | 413,148        |
| Other (Incl. elimination) |                   | 193,340          |             | 79,117         |
| <b>Total</b>              | <b>¥</b>          | <b>1,112,039</b> | <b>¥</b>    | <b>824,538</b> |

## Non-interest expenses

|                           | Millions of yen   |                |             |                |
|---------------------------|-------------------|----------------|-------------|----------------|
|                           | Nine months ended |                | December 31 |                |
|                           | 2017              |                | 2018        |                |
| Retail                    | ¥                 | 233,028        | ¥           | 219,136        |
| Asset Management          |                   | 45,148         |             | 47,191         |
| Wholesale                 |                   | 447,545        |             | 511,532        |
| Other (Incl. elimination) |                   | 111,976        |             | 99,711         |
| <b>Total</b>              | <b>¥</b>          | <b>837,697</b> | <b>¥</b>    | <b>877,570</b> |

## Income (loss) before income taxes

|                           | Millions of yen   |        |             |          |
|---------------------------|-------------------|--------|-------------|----------|
|                           | Nine months ended |        | December 31 |          |
|                           | 2017              |        | 2018        |          |
| Retail                    | ¥                 | 81,726 | ¥           | 46,189   |
| Asset Management          |                   | 54,870 |             | 19,757   |
| Wholesale                 |                   | 56,382 |             | (98,384) |
| Other (Incl. elimination) |                   | 81,364 |             | (20,594) |

|       |   |         |   |          |
|-------|---|---------|---|----------|
| Total | ¥ | 274,342 | ¥ | (53,032) |
|-------|---|---------|---|----------|

#### Retail

Net revenue was ¥265.3 billion, a decline from the same period in the prior year primarily due to bear market weighed on investor sentiment. Non-interest expenses were ¥219.1 billion and income before income taxes was ¥46.2 billion. Retail client assets were ¥110.0 trillion as of December 31, 2018, a ¥7.7 trillion decrease from March 31, 2018.

#### Asset Management

Net revenue was ¥66.9 billion, a decline from the same period in the prior year against the backdrop of the decrease of gain and loss related to American Century Investments. Non-interest expenses were ¥47.2 billion and income before income taxes was ¥19.8 billion. Assets under management were ¥48.3 trillion as of December 31, 2018, a ¥1.7 trillion decrease from March 31, 2018, primarily due to decline in the market.

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## Wholesale

Net revenue was ¥413.1 billion. Non-interest expenses were ¥511.5 billion, partly due to a loss of ¥81.0 billion from the goodwill impairment attributable to Wholesale, and loss before income taxes was ¥98.4 billion.

The breakdown of net revenue for Wholesale is as follows.

|                    | Millions of yen                  |           |
|--------------------|----------------------------------|-----------|
|                    | Nine months ended<br>December 31 |           |
|                    | 2017                             | 2018      |
| Global Markets     | ¥ 423,170                        | ¥ 339,441 |
| Investment Banking | 80,757                           | 73,707    |
| Net revenue        | ¥ 503,927                        | ¥ 413,148 |

Global Markets net revenue was ¥339.4 billion. Fixed Income net revenue decreased from ¥245.9 billion in the previous year to ¥164.8 billion because of uncertain markets which led to a tough environment for the trading business. Equities net revenue slightly decreased from ¥177.2 billion in the previous year to ¥174.7 billion due to decreasing trading volume in cash equity market in the first half of the year. Investment banking net revenue was ¥73.7 billion.

Nomura established Client Financing and Solutions ( CFS ) in April, 2018. In CFS, Global Markets and Investment Banking co-work and revenue generated from CFS is allocated to Global Markets and Investment Banking in a certain manner. Accordingly, we reclassified a part of net revenue which previously belonged to Global Markets to Investment Banking.

## Other Operating Results

Other operating results include net gain (loss) related to economic hedging transactions, realized gain (loss) on investments in equity securities held for operating purposes, equity in earnings of affiliates, corporate items, and other financial adjustments. Other operating results for the nine months ended December 31, 2018 include gains of ¥2.6 billion from changes in the fair value of derivative liabilities attributable to the change in its own creditworthiness and losses of ¥4.1 billion from changes in counterparty credit spread. Net revenue was ¥79.1 billion, non-interest expenses were ¥99.7 billion and loss before income taxes was ¥20.6 billion for the nine months ended December 31, 2018.

## Cyber Security Incident

One of our foreign subsidiaries recently experienced a cyber incident that resulted in the unauthorized access to certain of its systems including client information. We may suffer financial loss through reputational damage, legal liability and enforcement actions against us, and expect to incur increased costs for our operations generally, resulting from and in connection with the remediation of this incident and strengthening and enhancing cyber security within other Nomura group companies.

## Geographic Information

Please refer to Item 4. Financial Information, 1. Consolidated Financial Statements, Note 16. *Segment and geographic information* for net revenue and income (loss) before income taxes by geographic allocation.

#### Cash Flow Information

Please refer to (6) Liquidity and Capital Resources.

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## (2) Assets and Liabilities Associated with Investment and Financial Services Business

## 1) Exposure to Certain Financial Instruments and Counterparties

Market conditions continue to impact numerous products to which we have certain exposures. We also have exposures to Special Purpose Entities ( SPEs ) and others in the normal course of business.

*Leveraged Finance*

We provide loans to clients in connection with leveraged buy-outs and leveraged buy-ins. As this type of financing is usually initially provided through a commitment, we have both funded and unfunded exposures on these transactions.

The following table sets forth our exposure to leveraged finance by geographic location of the target company as of December 31, 2018.

|                  | <b>Millions of yen</b>   |                 |              |
|------------------|--------------------------|-----------------|--------------|
|                  | <b>December 31, 2018</b> |                 |              |
|                  | <b>Funded</b>            | <b>Unfunded</b> | <b>Total</b> |
| Europe           | ¥ 29,051                 | ¥ 56,824        | ¥ 85,875     |
| Americas         | 31,636                   | 115,552         | 147,188      |
| Asia and Oceania | 719                      | 24,287          | 25,006       |
| Total            | ¥ 61,406                 | ¥ 196,663       | ¥ 258,069    |

*Special Purpose Entities*

Our involvement with these entities includes structuring, underwriting, as well as, subject to prevailing market conditions, distributing and selling debt instruments and beneficial interests issued by these entities. In the normal course of securitization and equity derivative activities business, we also act as a transferor of financial assets to, and underwriter, distributor and seller of repackaged financial instruments issued by these entities. We retain, purchase and sell variable interests in SPEs in connection with our market-making, investing and structuring activities. Our other types of involvement with SPEs include guarantee agreements and derivative contracts.

For further discussion on Nomura's involvement with variable interest entities ( VIEs ), see Item 4. Financial Information, 1. Consolidated Financial Statements, Note 7. *Securitizations and Variable Interest Entities*.

## 2) Fair Value of Financial Instruments

A significant amount of our financial instruments are carried at fair value, with changes in fair value recognized through the consolidated statements of income or the consolidated statements of comprehensive income on a recurring basis. Use of fair value is either specifically required under U.S. GAAP or we make an election to use fair value for certain eligible items under the fair value option.

Other financial assets and financial liabilities are carried at fair value on a nonrecurring basis, where the primary measurement basis is not fair value. Fair value is only used in specific circumstances after initial recognition, such as to measure impairment.



In accordance with Accounting Standard Codification ( ASC ) 820 *Fair Value Measurements and Disclosures* , all financial instruments measured at fair value have been categorized into a three-level hierarchy based on the transparency of inputs used to establish fair value.

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Level 3 financial assets as a proportion of total financial assets, carried at fair value on a recurring basis was 4% as of December 31, 2018 as listed below:

|   | <b>Billions of yen<br/>December 31, 2018</b> |                |                |   |                |
|---|--|----------------|----------------|---|----------------|
|   | <b>Level 1</b>                               | <b>Level 2</b> | <b>Level 3</b> | <b>Counterparty<br/>and<br/>Cash Collateral<br/>Netting</b> | <b>Total</b>   |
| Financial assets measured at fair value (Excluding derivative assets) | ¥9,484                                       | ¥ 8,695        | ¥ 613          | ¥   | ¥ 18,792       |
| Derivative assets   | 11   | 14,475         | 144            | (13,741)  | 889            |
| <b>Total</b>  | <b>¥9,495</b>                                | <b>¥23,170</b> | <b>¥ 757</b>   | <b>¥ (13,741)</b>   | <b>¥19,681</b> |

Please refer to Item 4. Financial Information, 1. Consolidated Financial Statements, Note 2. *Fair value measurements* for further information.

**(3) Trading Activities**

Assets and liabilities for trading purposes

Please refer to Item 4. Financial Information, 1. Consolidated Financial Statements, Note 2. *Fair value measurements* and Note 3. *Derivative instruments and hedging activities* regarding the balances of assets and liabilities for trading purposes.

Risk management of trading activity

We adopt Value at Risk ( VaR ) for measurement of market risk arising from trading activity.

**1) Assumptions on VaR**

Confidence Level: 99%

Holding period: One day

Consideration of price movement among the products

**2) Records of VaR**

| <b>Billions of yen</b> |                              |
|------------------------|------------------------------|
| <b>March 31, 2018</b>  | <b>December 31,<br/>2018</b> |

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|                         |       |   |       |
|-------------------------|-------|---|-------|
| Equity                  | ¥ 1.2 | ¥ | 1.1   |
| Interest rate           | 3.1   |   | 3.5   |
| Foreign exchange        | 3.2   |   | 1.7   |
| Subtotal                | 7.5   |   | 6.3   |
| Diversification benefit | (1.1) |   | (1.4) |
| VaR                     | ¥ 6.4 | ¥ | 4.9   |

|     | <b>Billions of yen</b>                     |                              |                              |
|-----|--|------------------------------|------------------------------|
|     | <b>Nine months ended December 31, 2018</b> |                              |                              |
|     | <b>Maximum<sup>(1)</sup></b>               | <b>Minimum<sup>(1)</sup></b> | <b>Average<sup>(1)</sup></b> |
| VaR | ¥ 10.6                                     | ¥ 3.1                        | ¥ 4.6                        |

(1) Represents the maximum, average and minimum VaR based on all daily calculations over the nine-month period.

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## (4) Deferred Tax Assets Information

*Details of deferred tax assets and liabilities*

The following table presents details of deferred tax assets and liabilities reported within *Other assets*, *Other* and *Other liabilities*, respectively, in the consolidated balance sheets as of December 31, 2018.

|  | <b>Millions of yen</b>   |                 |
|--|--------------------------|-----------------|
|  | <b>December 31, 2018</b> |                 |
| <b>Deferred tax assets</b>                               |                          |                 |
| Depreciation, amortization and valuation of fixed assets | ¥                        | 19,657          |
| Investments in subsidiaries and affiliates               |                          | 28,329          |
| Valuation of financial instruments                       |                          | 77,171          |
| Accrued pension and severance costs                      |                          | 25,656          |
| Other accrued expenses and provisions                    |                          | 52,904          |
| Operating losses   |                          | 377,903         |
| Other  |                          | 4,349           |
| Gross deferred tax assets                                |                          | 585,969         |
| Less Valuation allowance                                 |                          | (453,014)       |
| Total deferred tax assets                                |                          | 132,955         |
| <b>Deferred tax liabilities</b>                          |                          |                 |
| Investments in subsidiaries and affiliates               |                          | 132,541         |
| Valuation of financial instruments                       |                          | 39,636          |
| Undistributed earnings of foreign subsidiaries           |                          | 2,145           |
| Valuation of fixed assets                                |                          | 10,275          |
| Other  |                          | 5,992           |
| Total deferred tax liabilities                           |                          | 190,589         |
| <b>Net deferred tax assets (liabilities)</b>             | <b>¥</b>                 | <b>(57,634)</b> |

*Calculation method of deferred tax assets*

In accordance with U.S. GAAP, we recognize deferred tax assets to the extent we believe that it is more likely than not that a benefit will be realized. A valuation allowance is provided for tax benefits available to us, which are not deemed more likely than not to be realized.

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### (5) Qualitative Disclosures about Market Risk

#### 1) Risk Management

Nomura defines risks as (i) the potential erosion of Nomura's capital base due to unexpected losses arising from risks to which its business operations are exposed, such as market risk, credit risk, operational risk and model risk, (ii) liquidity risk, the potential lack of access to funds or higher cost of funding than normal levels due to a deterioration in Nomura's creditworthiness or deterioration in market conditions, and (iii) business risk, the potential failure of revenues to cover costs due to a deterioration in the earnings environment or a deterioration in the efficiency or effectiveness of its business operations.

A fundamental principle established by Nomura is that all employees shall regard themselves as principals of risk management and appropriately manage these risks. Nomura seeks to promote a culture of proactive risk management throughout all levels of the organization and to limit risks to the confines of its risk appetite. The risk management framework that Nomura uses to manage these risks consists of its risk appetite, risk management governance and oversight, the management of financial resources, the management of all risk classes, and processes to measure and control risks.

#### 2) Global Risk Management Structure

The Board of Directors has established the Structure for Ensuring Appropriate Business of Nomura Holdings, Inc. as the Company's basic principle and set up a framework for managing the risk of loss based on this. In addition, they are continuously making efforts to improve, strengthen and build up our risk management capabilities under this framework. Moreover, the Group Integrated Risk Management Committee ( GIRMC ), upon delegation from the Executive Management Board ( EMB ), has established the Risk Management Policy, describing Nomura's overall risk management framework including the fundamental risk management principles followed by Nomura.

#### Market Risk Management

Market risk is the risk of loss arising from fluctuations in the value of financial assets and liabilities (including off-balance sheet items) due to fluctuations in market factors (interest rates, foreign exchange rates, prices of securities and others). Effective management of market risk requires the ability to analyze a complex and evolving portfolio in a constantly changing global market environment, identify problematic trends and ensure that appropriate action is taken in a timely manner.

Nomura uses a variety of statistical risk measurement tools to assess and monitor market risk on an ongoing basis, including, but not limited to, VaR, Stressed VaR ( SVaR ) and Incremental Risk Charge ( IRC ). In addition, Nomura uses sensitivity analysis and stress testing to measure and analyze its market risk. Sensitivities are measures used to show the potential changes to a portfolio due to standard moves in market risk factors. They are specific to each asset class and cannot usually be aggregated across risk factors. Stress testing enables the analysis of portfolio risks or tail risks, including non-linear behaviors and can be aggregated across risk factors at any level of the group hierarchy, from group level to business division, units or desk levels. Market risk is monitored against a set of approved limits, with daily reports and other management information provided to the business units and senior management.

#### Credit Risk Management

Credit risk is the risk of loss arising from an obligor's default, insolvency or administrative proceeding which results in the obligor's failure to meet its contractual obligations in accordance with agreed terms. This includes both on and

off-balance sheet exposures. It is also the risk of loss arising through a credit valuation adjustment ( CVA ) associated with deterioration in the creditworthiness of a counterparty.

Nomura manages credit risk on a global basis and on an individual Nomura legal entity basis.

The measurement, monitoring and management of credit risk at Nomura are governed by a set of global policies and procedures. Credit Risk Management ( CRM ), a global function within the Risk Management Division, is responsible for the implementation and maintenance of these policies and procedures. These policies are authorized by the GIRMC and/or Global Risk Strategic Committee ( GRSC ), prescribe the basic principles of credit risk management and set delegated authority which enables CRM personnel to set Credit limits.

Credit risk is managed by CRM together with various global and regional risk committees. This ensures transparency of material credit risks and compliance with established credit limits, the approval of material extensions of credit and the escalation of risk concentrations to appropriate senior management.

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CRM operates as a credit risk control function within the Risk Management Division, reporting to the Chief Risk Officer. The process for managing credit risk at Nomura includes:

Evaluation of likelihood that a counterparty defaults on its payments and obligations;

Assignment of internal credit ratings to all active counterparties;

Approval of extensions of credit and establishment of credit limits;

Measurement, monitoring and management of Nomura's current and potential future credit exposures;

Setting credit terms in legal documentation;

Use of appropriate credit risk mitigants including netting, collateral and hedging.

For regulatory capital calculation purposes, Nomura has been applying the Foundation Internal Rating Based Approach in calculating credit risk weighted asset since the end of March 2011. The Standardized Approach is applied to certain business units or asset types, which are considered immaterial to the calculation of credit risk weighted assets.

The exposure calculation model used for counterparty credit risk management has also been used for the Internal Model Method based exposure calculation for regulatory capital reporting purposes since the end of December 2012.

## Operational Risk Management

Operational risk is the risk of loss arising from inadequate or failed internal processes, people, and systems or from external events. It excludes strategic risk (the risk of loss as a result of poor strategic business decisions), but includes the risk of breach of legal and regulatory requirements, and the risk of damage to Nomura's reputation if caused by an operational risk.

Nomura adopts the industry standard "Three Lines of Defence" for the management of operational risk, comprising the following elements:

- 1) 1st Line of Defence: The business which owns and manages its risks
- 2) 2nd Line of Defence: The Operational Risk Management ( ORM ) function, which co-ordinates Nomura's operational risk framework and its implementation, and provides challenge to the 1st Line of Defence

3) 3rd Line of Defence: Internal Audit, who provide independent assurance

An Operational Risk Management Framework has been established in order to allow Nomura to identify, assess, manage, monitor and report on operational risk. The GIRMC, with delegated authority from the EMB has formal oversight over the management of operational risk.

Nomura uses the Standardized Approach for calculating regulatory capital for operational risk. This involves using a three-year average of gross income allocated to business lines, which is multiplied by a fixed percentage ( Beta Factor ) determined by the Financial Services Agency of Japan ( FSA ), to establish the amount of required operational risk capital.

#### Model Risk Management

Nomura uses risk models for regulatory and economic capital calculations and valuation models for pricing and sensitivity calculations of positions. Model risk is the risk of loss arising from model errors or incorrect or inappropriate model application with regard to valuation models and risk models. Errors can occur at any point from model assumptions through to implementation. In addition, the quality of model outputs depends on the quality of model parameters and any input data. Even a fundamentally sound model producing accurate outputs consistent with the design objective of the model may exhibit high model risk if it is misapplied or misused. To address these risks, Nomura has established its model risk appetite, which includes a qualitative statement and a quantitative measure. The qualitative statement for model risk specifies that it is expected that models are used correctly and appropriately. The quantitative risk appetite measure is based on Nomura's assessment of the potential loss arising from model risk.

Nomura has documented policies and procedures in place, approved by the GIRMC and/or GRSC, which define the process and validation requirements for implementing changes to valuation and risk models. Before these models are put into official use, the Model Validation Group ( MVG ) is responsible for validating their integrity and comprehensiveness independently from those who design and build them. All models are also subject to an annual re-approval process by MVG to ensure they remain suitable.

In addition, a Model Performance Monitoring process has been established to identify and assess specific events, that can indicate that a Model is not performing as it should or is potentially unsuitable and to determine what actions (for example, additional validation work) might be necessary. For changes with an impact above certain materiality thresholds, model approval is required.



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(6) Liquidity and Capital Resources

Funding and Liquidity Management

*Overview*

We define liquidity risk as the risk of loss arising from difficulty in securing the necessary funding or from a significantly higher cost of funding than normal levels due to deterioration of the Nomura Group's creditworthiness or deterioration in market conditions. This risk could arise from Nomura-specific or market-wide events such as inability to access the secured or unsecured debt markets, a deterioration in our credit ratings, a failure to manage unplanned changes in funding requirements, a failure to liquidate assets quickly and with minimal loss in value, or changes in regulatory capital restrictions which may prevent the free flow of funds between different group entities. Our global liquidity risk management policy is based on liquidity risk appetite formulated by the Executive Management Board (EMB). Nomura's liquidity risk management, under market-wide stress and in addition, under Nomura-specific stress, seeks to ensure enough continuous liquidity to meet all funding requirements and unsecured debt obligations across one year and 30-day periods, respectively, without raising funds through unsecured funding or through the liquidation of assets. We are required to meet regulatory notice on the liquidity coverage ratio issued by the FSA.

We have in place a number of liquidity risk management frameworks that enable us to achieve our primary liquidity objective. These frameworks include (1) Centralized Control of Residual Cash and Maintenance of Liquidity Portfolio; (2) Utilization of Unencumbered Assets as Part of Our Liquidity Portfolio; (3) Appropriate Funding and Diversification of Funding Sources and Maturities Commensurate with the Composition of Assets; (4) Management of Credit Lines to Nomura Group Entities; (5) Implementation of Liquidity Stress Tests; and (6) Contingency Funding Plan.

Our EMB has the authority to make decisions concerning group liquidity management. The Chief Financial Officer (CFO) has the operational authority and responsibility over our liquidity management based on decisions made by the EMB.

*1. Centralized Control of Residual Cash and Maintenance of Liquidity Portfolio.*

We centrally control residual cash held at Nomura Group entities for effective liquidity utilization purposes. As for the usage of funds, the CFO decides the maximum amount of available funds, provided without posting any collateral, for allocation within Nomura and the EMB allocates the funds to each business division. Global Treasury monitors usage by businesses and reports to the EMB.

In order to enable us to transfer funds smoothly between group entities, we limit the issuance of securities by regulated broker-dealers or banking entities within the Nomura Group and seek to raise unsecured funding primarily through the Company or through unregulated subsidiaries. The primary benefits of this strategy include cost minimization, wider investor name recognition and greater flexibility in providing funding to various subsidiaries across the Nomura Group.

To meet any potential liquidity requirement, we maintain a liquidity portfolio, managed by Global Treasury apart from other assets, in the form of cash and highly liquid, unencumbered securities that may be sold or pledged to provide liquidity. As of December 31, 2018, our liquidity portfolio was ¥5,033.8 billion which sufficiently met liquidity requirements under the stress scenarios.

*2. Utilization of Unencumbered Assets as Part of Our Liquidity Portfolio.*

In addition to our liquidity portfolio, we had unencumbered assets comprising mainly of unpledged trading assets that can be used as an additional source of secured funding. Global Treasury monitors other unencumbered assets and can, under a liquidity stress event when the contingency funding plan has been invoked, monetize and utilize the cash generated as a result. The aggregate of our liquidity portfolio and other unencumbered assets was sufficient against our total unsecured debt maturing within one year.

*3. Appropriate Funding and Diversification of Funding Sources and Maturities Commensurate with the Composition of Assets*

We seek to maintain a surplus of long-term debt and equity above the cash capital requirements of our assets. We also seek to achieve diversification of our funding by market, instrument type, investors, currency, and staggered maturities in order to reduce unsecured refinancing risk.

We diversify funding by issuing various types of debt instruments these include both structured loans and structured notes with returns linked to interest rates, currencies, equities, commodities, or related indices. We issue structured loans and structured notes in order to increase the diversity of our debt instruments. We typically hedge the returns we are obliged to pay with derivatives and/or the underlying assets to obtain funding equivalent to our unsecured long-term debt.

**Table of Contents***3.1 Short-Term Unsecured Debt*

Our short-term unsecured debt consists of short-term bank borrowings (including long-term bank borrowings maturing within one year), other loans, commercial paper, deposit at banking entities, certificates of deposit and debt securities maturing within one year. Deposits at banking entities and certificates of deposit comprise customer deposits and certificates of deposit of our banking subsidiaries. Short-term unsecured debt includes the current portion of long-term unsecured debt.

The following table presents an analysis of our short-term unsecured debt by type of financial liability as of March 31, 2018 and December 31, 2018.

|  | Billions of yen  |                   |
|--|------------------|-------------------|
|  | March 31, 2018   | December 31, 2018 |
| Short-term bank borrowings               | ¥ 143.6          | ¥ 46.1            |
| Other loans                              | 176.2            | 224.2             |
| Commercial paper                         | 179.3            | 341.5             |
| Deposits at banking entities             | 925.8            | 1,038.7           |
| Certificates of deposit                  | 11.1             | 6.1               |
| Debt securities maturing within one year | 671.0            | 539.1             |
| <b>Total short-term unsecured debt</b>   | <b>¥ 2,107.0</b> | <b>¥ 2,195.7</b>  |

*3.2 Long-Term Unsecured Debt*

We meet our long-term capital requirements and also achieve both cost-effective funding and an appropriate maturity profile by routinely funding through long-term debt and diversifying across various maturities and currencies.

Our long-term unsecured debt includes senior and subordinated debt issued through U.S. registered shelf offerings and our U.S. registered medium-term note programs, our Euro medium-term note programs, registered shelf offerings in Japan and various other debt programs.

As a globally competitive financial services group in Japan, we have access to multiple global markets and major funding centers. The Company, Nomura Securities Co. Ltd., Nomura Europe Finance N.V., Nomura Bank International plc, and Nomura International Funding Pte. Ltd. are the main group entities that borrow externally, issue debt instruments and engage in other funding activities. By raising funds to match the currencies and liquidities of our assets or by using foreign exchange swaps as necessary, we pursue optimization of our funding structures.

We use a wide range of products and currencies to ensure that our funding is efficient and well diversified across markets and investor types. Our unsecured senior debt is mostly issued without financial covenants, such as covenants related to adverse changes in our credit ratings, cash flows, results of operations or financial ratios, which could trigger an increase in our cost of financing or accelerate repayment of the debt.

The following table presents an analysis of our long-term unsecured debt by type of financial liability as of March 31, 2018 and December 31, 2018.

|  | <b>Billions of yen</b> |                          |
|--|------------------------|--------------------------|
|  | <b>March 31, 2018</b>  | <b>December 31, 2018</b> |
| Long-term deposits at banking entities | ¥ 214.5                | ¥ 231.7                  |
| Long-term bank borrowings              | 2,567.6                | 2,781.7                  |
| Other loans                            | 118.6                  | 88.9                     |
| Debt securities <sup>(1)</sup>         | 2,318.2                | 3,457.1                  |
| <b>Total long-term unsecured debt</b>  | <b>¥ 5,218.9</b>       | <b>¥ 6,559.4</b>         |

- (1) Excludes long-term debt securities issued by consolidated special purpose entities and similar entities that meet the definition of variable interest entities under ASC 810 *Consolidation* and secured financing transactions recognized within Long-term borrowings as a result of transfers of financial assets that are accounted for as financings rather than sales in accordance with ASC 860 *Transfer and Servicing*.

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### *3.3 Maturity Profile*

We also seek to maintain an average maturity for our plain vanilla debt securities and borrowings greater than or equal to three years. A significant amount of our structured loans and structured notes are linked to interest rates, currencies, equities, commodities, or related indices. These maturities are evaluated based on internal models and monitored by Global Treasury. Where there is a possibility that these may be called prior to their scheduled maturity date, maturities are based on our internal stress option adjusted model. The model values the embedded optionality under stress market conditions in order to determine when the debt securities or borrowings are likely to be called.

### *3.4 Secured Funding*

We typically fund our trading activities through secured borrowings, repurchase agreements and Japanese Gensaki Repo transactions. We believe such funding activities in the secured markets are more cost-efficient and less credit-rating sensitive than financing in the unsecured market. Our secured funding capabilities depend on the quality of the underlying collateral and market conditions. While we have shorter term secured financing for highly liquid assets, we seek longer terms for less liquid assets. We also seek to lower the refinancing risks of secured funding by transacting with a diverse group of global counterparties and delivering various types of securities collateral. In addition, we reserve an appropriate level of liquidity portfolio for the refinancing risks of secured funding maturing in the short term for less liquid assets. For more detail of secured borrowings and repurchase agreements, see Note 5 *Collateralized transactions* in our consolidated financial statements.

### *4. Management of Credit Lines to Nomura Group Entities*

We maintain and expand credit lines to Nomura Group entities from other financial institutions to secure stable funding. We ensure that the maturity dates of borrowing agreements are distributed evenly throughout the year in order to prevent excessive maturities in any given period.

### *5. Implementation of Liquidity Stress Tests*

We maintain our liquidity portfolio and monitor the sufficiency of our liquidity based on an internal model which simulates changes in cash outflow under specified stress scenarios to comply with our above mentioned liquidity management policy.

We assess the liquidity requirements of the Nomura Group under various stress scenarios with differing levels of severity over multiple time horizons. We evaluate these requirements under Nomura-specific and broad market-wide events, including potential credit rating downgrades at the Company and subsidiary levels. We call this risk analysis our Maximum Cumulative Outflow ( MCO ) framework.

The MCO framework is designed to incorporate the primary liquidity risks for Nomura and models the relevant future cash flows in the following two primary scenarios:

*Stressed scenario* To maintain adequate liquidity during a severe market-wide liquidity event without raising funds through unsecured financing or through the liquidation of assets for a year; and

*Acute stress scenario* To maintain adequate liquidity during a severe market-wide liquidity event coupled with credit concerns regarding Nomura's liquidity position, without raising funds through unsecured funding or through the liquidation of assets for 30 days.

We assume that Nomura will not be able to liquidate assets or adjust its business model during the time horizons used in each of these scenarios. The MCO framework therefore defines the amount of liquidity required to be held in order to meet our expected liquidity needs in a stress event to a level we believe appropriate based on our liquidity risk appetite.

As of December 31, 2018, our liquidity portfolio exceeded net cash outflows under the stress scenarios described above.

We constantly evaluate and modify our liquidity risk assumptions based on regulatory and market changes. The model we use in order to simulate the impact of stress scenarios includes the following assumptions:

No liquidation of assets;

No ability to issue additional unsecured funding;

Upcoming maturities of unsecured debt (maturities less than one year);

Potential buybacks of our outstanding debt;

Loss of secured funding lines particularly for less liquid assets;

Fluctuation of funding needs under normal business circumstances;

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Cash deposits and free collateral roll-off in a stress event;

Widening of haircuts on outstanding repo funding;

Additional collateralization requirements of clearing banks and depositories;

Drawdown on loan commitments;

Loss of liquidity from market losses;

Assuming a two-notch downgrade of our credit ratings, the aggregate fair value of assets that we would be required to post as additional collateral in connection with our derivative contracts; and

Legal and regulatory requirements that can restrict the flow of funds between entities in the Nomura Group.

*6. Contingency Funding Plan*

We have developed a detailed contingency funding plan to integrate liquidity risk control into our comprehensive risk management strategy and to enhance the quantitative aspects of our liquidity risk control procedures. As a part of our Contingency Funding Plan ( CFP ), we have developed an approach for analyzing and quantifying the impact of any liquidity crisis. This allows us to estimate the likely impact of both Nomura-specific and market-wide events; and specifies the immediate action to be taken to mitigate any risk. The CFP lists details of key internal and external parties to be contacted and the processes by which information is to be disseminated. This has been developed at a legal entity level in order to capture specific cash requirements at the local level it assumes that our parent company does not have access to cash that may be trapped at a subsidiary level due to regulatory, legal or tax constraints. We periodically test the effectiveness of our funding plans for different Nomura-specific and market-wide events. We also have access to central banks including, but not exclusively, the Bank of Japan, which provide financing against various types of securities. These operations are accessed in the normal course of business and are an important tool in mitigating contingent risk from market disruptions.

*Liquidity Regulatory Framework*

In 2008, the Basel Committee published Principles for Sound Liquidity Risk Management and Supervision. To complement these principles, the Committee has further strengthened its liquidity framework by developing two minimum standards for funding liquidity. These standards have been developed to achieve two separate but complementary objectives.

The first objective is to promote short-term resilience of a financial institution's liquidity risk profile by ensuring that it has sufficient high-quality liquid assets to survive a significant stress scenario lasting for 30 days. The Committee developed the Liquidity Coverage Ratio ( LCR ) to achieve this objective.

The second objective is to promote resilience over a longer time horizon by creating additional incentives for financial institutions to fund their activities with more stable sources of funding on an ongoing basis. The Net Stable Funding

Ratio ( NSFR ) has a time horizon of one year and has been developed to provide a sustainable maturity structure of assets and liabilities.

These two standards are comprised mainly of specific parameters which are internationally harmonized with prescribed values. Certain parameters, however, contain elements of national discretion to reflect jurisdiction-specific conditions.

In Japan, the regulatory notice on the LCR, based on the international agreement issued by the Basel Committee with necessary national revisions, was published by Financial Services Agency (on October 31, 2014). The notices have been implemented since the end of March 2015 with phased-in minimum standards. Average of Nomura's LCRs for the three months ended December 31, 2018 was 196.7%, and Nomura was compliant with requirements of the above notices. As for the NSFR, it is not yet implemented in Japan.

#### Cash Flows

*Cash, cash equivalents, restricted cash and restricted cash equivalents* balance as of December 31, 2017 and as of December 31, 2018 were ¥2,357.2 billion and ¥2,439.1 billion, respectively. Cash flows from operating activities for the nine months ended December 31, 2017 and 2018 were outflows of ¥541.2 billion and outflows of ¥440.8 billion due primarily to an increase in *Trading assets and private equity investments*. Cash flows from investing activities for the nine months ended December 31, 2017 were inflows of ¥23.3 billion due primarily to an increase in *Proceeds from sales of office buildings, land, equipment and facilities* and for the comparable period in 2018 were outflows of ¥2.9 billion due primarily to *Increase in loans receivable at banks, net*. Cash flows from financing activities for the nine months ended December 31, 2017 and 2018 were inflows of ¥326.2 billion and inflows of ¥483.2 billion due primarily to an increase in *Long-term borrowings*.



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## Balance Sheet and Financial Leverage

Total assets as of December 31, 2018, were ¥45,113.0 billion, an increase of ¥4,769.1 billion compared with ¥40,343.9 billion as of March 31, 2018, primarily due to an increase in *Securities purchased under agreements to resell*. Total liabilities as of December 31, 2018, were ¥42,407.0 billion, an increase of ¥4,862.9 billion compared with ¥37,544.1 billion as of March 31, 2018, primarily due to an increase in *Securities sold under agreements to repurchase*. NHI shareholders' equity as of December 31, 2018, was ¥2,662.9 billion, a decrease of ¥86.4 billion compared with ¥2,749.3 billion as of March 31, 2018, primarily due to a decrease in *Retained earnings*.

Due to the changes in our accounting policy which Nomura adopted on April 1, 2018, certain reclassifications of previously reported amounts have been made to conform to the current year presentation. Please refer to Item 4. Financial Information, 1. Consolidated Financial Statements, Note 1. *Basis of Accounting* for further details.

We seek to maintain sufficient capital at all times to withstand losses due to extreme market movements. The EMB is responsible for implementing and enforcing capital policies. This includes the determination of our balance sheet size and required capital levels. We continuously review our equity capital base to ensure that it can support the economic risk inherent in our business. There are also regulatory requirements for minimum capital of entities that operate in regulated securities or banking businesses.

As leverage ratios are commonly used by other financial institutions similar to us, we voluntarily provide a Leverage ratio and Adjusted leverage ratio primarily for benchmarking purposes so that users of our annual report can compare our leverage against other financial institutions. Adjusted leverage ratio is a non-GAAP financial measure that Nomura considers to be a useful supplemental measure of leverage.

The following table sets forth NHI shareholders' equity, total assets, adjusted assets and leverage ratios:

|  | Billions of yen, except ratios |                   |
|--|--------------------------------|-------------------|
|  | March 31, 2018                 | December 31, 2018 |
| NHI shareholders' equity               | ¥ 2,749.3                      | ¥ 2,662.9         |
| Total assets                           | 40,343.9                       | 45,113.0          |
| Adjusted assets <sup>(1)</sup>         | 24,106.2                       | 26,489.9          |
| Leverage ratio <sup>(2)</sup>          | 14.7x                          | 16.9x             |
| Adjusted leverage ratio <sup>(3)</sup> | 8.8x                           | 9.9x              |

(1) Represents total assets less *Securities purchased under agreements to resell* and *Securities borrowed*. *Adjusted assets* is a non-GAAP financial measure and is calculated as follows:

|   | Billions of yen |                   |
|---|-----------------|-------------------|
|   | March 31, 2018  | December 31, 2018 |
| Total assets                                    | ¥40,343.9       | ¥ 45,113.0        |
| Less:   |                 |                   |
| Securities purchased under agreements to resell | 9,853.9         | 14,549.2          |
| Securities borrowed                             | 6,383.8         | 4,073.9           |

|                 |            |   |          |
|-----------------|------------|---|----------|
| Adjusted assets | ¥ 24,106.2 | ¥ | 26,489.9 |
|-----------------|------------|---|----------|

(2) Equals total assets divided by NHI shareholders' equity.

(3) Equals adjusted assets divided by NHI shareholders' equity.

Total assets increased by 11.8%, primarily due to an increase in *Securities purchased under agreements to resell*. NHI shareholders' equity decreased by 3.1%, primarily due to a decrease in *Retained earnings*. As a result, our leverage ratio rose from 14.7 times as of March 31, 2018 to 16.9 times as of December 31, 2018.

Adjusted assets increased primarily due to an increase in *Trading assets*. As a result, our adjusted leverage ratio rose from 8.8 times as of March 31, 2018 to 9.9 times as of December 31, 2018.

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## Consolidated Regulatory Capital Requirements

The FSA established the Guideline for Financial Conglomerates Supervision ( Financial Conglomerates Guideline ) in June 2005 and set out the rules on consolidated regulatory capital. We started monitoring our consolidated capital adequacy ratio in accordance with the Financial Conglomerates Guideline from April 2005.

The Company has been assigned by the FSA as a Final Designated Parent Company who must calculate a consolidated capital adequacy ratio according to the Capital Adequacy Notice on Final Designated Parent Company in April 2011. Since then, we have been calculating our consolidated capital adequacy ratio according to the Capital Adequacy Notice on Final Designated Parent Company. The Capital Adequacy Notice on Final Designated Parent Company has been revised to be in line with Basel 2.5 and Basel III since then. We have calculated a Basel III-based consolidated capital adequacy ratio from the end of March 2013. Basel 2.5 includes significant change in calculation method of market risk and Basel III includes redefinition of capital items for the purpose of requiring higher quality of capital and expansion of the scope of credit risk-weighted assets calculation.

In accordance with Article 2 of the Capital Adequacy Notice on Final Designated Parent Company, our consolidated capital adequacy ratio is currently calculated based on the amounts of common equity Tier 1 capital, Tier 1 capital (sum of common equity Tier 1 capital and additional Tier 1 capital), total capital (sum of Tier 1 capital and Tier 2 capital), credit risk-weighted assets, market risk and operational risk. As of December 31, 2018, our common equity Tier 1 capital ratio (common equity Tier 1 capital divided by risk-weighted assets) was 17.91%, Tier 1 capital ratio (Tier 1 capital divided by risk-weighted assets) was 19.11% and consolidated capital adequacy ratio (total capital divided by risk-weighted assets) was 19.55% and we were in compliance with the requirement for each ratio set out in the Capital Adequacy Notice on Final Designated Parent Company (required level as of December 31, 2018 was 6.83% for common equity Tier 1 capital ratio, 8.33% for Tier 1 capital ratio and 10.33% for consolidated capital adequacy ratio).

The following table presents the Company's consolidated capital adequacy ratios as of December 31, 2018.

|   | <b>Billions of yen, except<br/>ratios<br/>December 31, 2018</b> |          |
|---|---|----------|
| Common equity Tier 1 capital                | ¥   | 2,471.8  |
| Tier 1 capital                              |   | 2,637.9  |
| Total capital                               |   | 2,699.1  |
| <b>Risk-Weighted Assets</b>                 |   |          |
| Credit risk-weighted assets                 |   | 6,715.2  |
| Market risk equivalent assets               |   | 4,551.1  |
| Operational risk equivalent assets          |   | 2,532.8  |
| Total risk-weighted assets                  | ¥   | 13,799.1 |
| <b>Consolidated Capital Adequacy Ratios</b> |   |          |
| Common equity Tier 1 capital ratio          |   | 17.91%   |
| Tier 1 capital ratio                        |   | 19.11%   |
| Consolidated capital adequacy ratio         |   | 19.55%   |
| Consolidated Leverage Ratio Requirements    |   |          |

In March 2015, the FSA set out requirements for the calculation and disclosure of a consolidated leverage ratio, through amendments to revising Specification of items which a final designated parent company should disclose on documents to show the status of its sound management (2010 FSA Regulatory Notice No. 132; Notice on Pillar 3 Disclosure ) and the publication of Consolidated Leverage Ratio prescribed by Commissioner of Financial Services Agency in accordance with Article 3, paragraph 1 of Pillar 3 Notice (2015 FSA Regulatory Notice No. 11; Notice on Consolidated Leverage Ratio ). We started calculating and disclosing a consolidated leverage ratio from March 31, 2015 in accordance with the Notice on Pillar 3 Disclosure and Notice on Consolidated Leverage Ratio. Management receives and reviews this consolidated leverage ratio on a regular basis. As of December 31, 2018, our consolidated leverage ratio was 4.45%.

#### (7) Current Challenges

There is no significant change to our current challenges nor new challenges for the nine months ended December 31, 2018 and until the submission date of this report.

#### 3. Significant Contracts

Not applicable.

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## (1) Total Number of Shares

## A. Number of Authorized Share Capital

| <b>Type</b>             | <b>Authorized Share Capital<br/>(shares)</b> |
|-------------------------|--|
| Common stock            | 6,000,000,000                                |
| Class 1 preferred stock | 200,000,000                                  |
| Class 2 preferred stock | 200,000,000                                  |
| Class 3 preferred stock | 200,000,000                                  |
| Class 4 preferred stock | 200,000,000                                  |
| <b>Total</b>            | <b>6,000,000,000</b>                         |

The Authorized Share Capital is stated by the type of stock and the Total is the number of authorized share capital as referred in the Articles of Incorporation.

## B. Issued Shares

| <b>Type</b>  | <b>Number of<br/>Issued Shares as of<br/>December 31, 2018</b> | <b>Number of<br/>Issued Shares as of<br/>February 14,<br/>2019</b> | <b>Trading Markets</b>   | <b>Details</b>       |
|--------------|--|--|--|----------------------|
| Common stock | 3,493,562,601  | 3,493,562,601  | Tokyo Stock Exchange <sup>(2)</sup><br>Nagoya Stock Exchange <sup>(2)</sup><br>Singapore Exchange<br>New York Stock Exchange | 1 unit is 100 shares |
| <b>Total</b> | <b>3,493,562,601</b>   | <b>3,493,562,601</b>   |  |                      |

(1) Shares that may have increased from exercise of stock options between February 1, 2019 and the submission date (February 14, 2019) are not included in the number of issued shares as of the submission date.

(2) Listed on the First Section of each stock exchange.

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## (2) Stock Acquisition Rights

## A. Stock option

Stock acquisition rights issued during the three months ended December 31, 2018 are as follows:

## Stock Acquisition Rights No. 85

|  |   |
|--|---|
| Date of Resolution   | October 30, 2018  |
| Number of Stock Acquisition Right  | 25,565  |
| Number of Stock Acquisition Right for Treasury (out of above number)   |   |
| Type of Share under the Stock Acquisition Right  | Common stock  |
|  | 1 unit is 100 shares  |
| Number of Shares under the Stock Acquisition Rights  | 2,556,500   |
| The Amount to be Paid upon Exercising the Stock Acquisition Right <sup>(1)</sup>   | ¥573 per share  |
| Exercise Period of the Stock Acquisition Right   | From November 20, 2020 to November 19, 2025   |
| Issue Price of Shares and Capital Inclusion Price if Shares are Issued upon Exercise of the Stock Acquisition Rights   | Issue Price of Shares ¥573<br>Capital Inclusion Price ¥329  |
| Conditions to Exercise of Stock Acquisition Right  | No Stock Acquisition Right may be exercised partially.  |
| Restriction of Transfer of Stock Acquisition Rights  | Any assignment of stock acquisition rights shall be subject to approval by resolution adopted by the Board of Directors of the Company. |
| Substituted Payment  |   |
| Issue of the Stock Acquisition Right Attendant on Reorganization   |   |
| In the event that the shares are split or consolidated, the Exercise Price shall be adjusted in accordance with the following formula, and any fractions less than one (1) yen shall be rounded up to the nearest yen. |   |

$$\text{Adjusted Exercise Price} = \text{Exercise Price before Adjustment} \times \frac{1}{\text{Ratio of Split or Consolidation}}$$

In the event that the Company offers for subscription of the issuance of the new shares of common stock or the disposal of treasury shares of common stock of the Company at a paid-in amount below the market price of the common stock of the Company which is used in the adjustment formula for the Exercise Price (excluding Stock Acquisition Rights (including those attached to bonds with stock subscription rights) which is able to request for the

delivery of the common shares of the Company and any other securities or the conversion, replacement or the exercise of the Stock Acquisition Rights and any request for purchase of additional less-than-a-full-unit shares) or in the event of the shares with acquisition request right that the Company issues the common stock of the Company in exchange of its acquisition as prescribed at a compensation below the market price of the common stock of the Company which is used in the adjustment formula for the Exercise Price (including the grant without any consideration), or in the event that the Company issues the stock acquisition right which is able to request for the delivery of the common stock of the Company (including those attached to bonds with stock subscription rights) and any other securities or rights (including the grant without any consideration) at a compensation below the market price of the common stock of the Company which is used in the adjustment formula for the Exercise Price, the Exercise Price shall be adjusted in accordance with the following formula, and any fraction of less than one (1) yen resulting from the adjustment shall be rounded up to the nearest yen.

$$\text{Adjusted Exercise Price} = \frac{\text{Exercise Price before} \times \text{Number of Outstanding Shares} + \text{Number of Shares to be Delivered} \times \text{Paid-in Amount Per Share}}{\text{Market Price per Share}}$$

Adjustment  
 B. Other stock acquisition rights

Not applicable in this quarter.

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(3) Exercise of Moving Strike Bonds with Subscription Warrant

None

(4) Changes in Issued Shares, Shareholders' Equity, etc.

| Date              | Increase/Decrease of<br>Issued Shares | Total<br>Issued Shares | Millions of yen   |  |                                  |                                  |
|-------------------|---------------------------------------|------------------------|---|--|----------------------------------|----------------------------------|
|                   |                                       |                        | Increase/Decrease<br>of<br>Shareholders<br>Equity<br>Common stock | Increase/Decrease of<br>Shareholders<br>Equity<br>Common stock | Additional<br>capital<br>reserve | Additional<br>capital<br>reserve |
| December 17, 2018 | (150,000,000)                         | 3,493,562,601          | 594,493   |  |                                  | 559,676                          |

The decrease of issued shares is due to cancellation of treasury stock.

(5) Major Shareholders

Not applicable as this is the third quarter.

(6) Voting Rights

The Voting Rights as of the end of the current third quarter is presented as of September 30, 2018, the most recent cutoff date, because the number of beneficiary shareholders as of December 31, 2018, could not be ascertained.

A. Outstanding Shares

|  | As of September 30, 2018              |                 | Description             |
|--|---------------------------------------|-----------------|-------------------------|
|  | Number of Shares                      | Number of Votes |                         |
| Stock without voting right                                 |                                       |                 |                         |
| Stock with limited voting right<br>(Treasury stocks, etc.) |                                       |                 |                         |
| Stock with limited voting right<br>(Others)                |                                       |                 |                         |
| Stock with full voting right<br>(Treasury stocks, etc.)    | (Treasury Stocks)<br>Common stock     | 260,740,900     |                         |
|  | (Crossholding Stocks)<br>Common stock | 1,005,000       |                         |
| Stock with full voting right<br>(Others)                   | Common stock                          | 3,380,245,200   | 33,802,452              |
| Shares less than 1 unit                                    | Common stock                          | 1,571,501       | Shares less than 1 unit |



(100 shares)

|                     |               |
|---------------------|---------------|
| Total Shares Issued | 3,643,562,601 |
|---------------------|---------------|

|                                     |            |
|-------------------------------------|------------|
| Voting Rights of Total Shareholders | 33,802,452 |
|-------------------------------------|------------|

2,000 shares held by Japan Securities Depository Center, Inc. are included in Stock with full voting right (Others). 89 shares of treasury stocks are included in Shares less than 1 unit.

150,000,000 shares of treasury stock were cancelled on December 17, 2018. As a result of the cancellation, the total issued shares as of December 31, 2018 are 3,493,562,601.

#### B. Treasury Stocks

| Name                                     | Address   | As of September 30, 2018 |                        |                                 |
|--|---|--------------------------|------------------------|---------------------------------|
|  |   | Directly held shares     | Indirectly held shares | Percentage of Issued Shares (%) |
| <b>(Treasury Stocks)</b>                 |   |                          |                        |                                 |
| Nomura Holdings, Inc.                    | 1-9-1, Nihonbashi, Chuo-ku,<br>Tokyo, Japan         | 260,740,900              | 260,740,900            | 7.16                            |
| <b>(Crossholding Stocks)</b>             |   |                          |                        |                                 |
| Nomura Real Estate Development Co., Ltd. | 1-26-2, Nishishinjuku, Shinjuku-ku, Tokyo, Japan    | 1,000,000                | 1,000,000              | 0.03                            |
| Nomura Japan Corporation.                | 2-1-3, Nihonbashihoridomecho, Chuo-ku, Tokyo, Japan | 5,000                    | 5,000                  | 0.00                            |
| Total                                    |   | 261,745,900              | 261,745,900            | 7.18                            |

Number of treasury stocks as of December 31, 2018 is 185,500,141 shares due mainly to cancellation of 150,000,000 shares of treasury stock conducted on December 17, 2018.

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**Item 4. Financial Information**

**1 Preparation Method of Consolidated Financial Statements**

- (1) The consolidated financial statements have been prepared in accordance with accounting principles, procedures, and presentations which are required in order to issue American Depositary Shares, i.e., U.S. generally accepted accounting principles, pursuant to Article 95 of Regulations Concerning the Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements (Cabinet Office Ordinance No. 64, 2007).
- (2) The consolidated financial statements have been prepared by making necessary adjustments to the financial statements of each consolidated company which were prepared in accordance with the accounting principles generally accepted in each country. Such adjustments have been made to comply with the principles noted in (1) above.

**2 Quarterly Review Certificate**

Under Article 193-2 Section 1 of the Financial Instruments and Exchange Act, Ernst & Young ShinNihon LLC performed a quarterly review of the consolidated financial statements for the nine and three months ended December 31, 2018.

<Note>

Although Ernst & Young ShinNihon LLC reported that they applied limited procedures in accordance with professional standards in Japan on the interim consolidated financial statements, prepared in Japanese for the nine and three months ended December 31, 2018, they have not performed any such limited procedures nor have they performed an audit on the English translated version of the consolidated financial statements for the above-mentioned periods which are included in this report on Form 6-K.

**Table of Contents****1. Consolidated Financial Statements****(1) Consolidated Balance Sheets (UNAUDITED)**

|  |       | Millions of yen   |                      |
|--|-------|-------------------|----------------------|
|  | Notes | March 31,<br>2018 | December 31,<br>2018 |
| <b>ASSETS</b>  |       |                   |                      |
| Cash and cash deposits:  |       |                   |                      |
| Cash and cash equivalents  |       | ¥ 2,354,639       | ¥ 2,438,649          |
| Time deposits  |       | 315,445           | 347,166              |
| Deposits with stock exchanges and other segregated cash  |       | 288,962           | 294,663              |
| Total cash and cash deposits   |       | 2,959,046         | 3,080,478            |
| Loans and receivables:   |       |                   |                      |
| Loans receivable (including ¥554,137 million and ¥643,115 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively)   | *2, 8 | 2,462,503         | 2,373,851            |
| Receivables from customers (including ¥13 million and ¥8,388 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively)  | *2, 4 | 442,343           | 408,918              |
| Receivables from other than customers  |       | 973,867           | 1,093,348            |
| Allowance for doubtful accounts  | *8    | (3,514)           | (3,941)              |
| Total loans and receivables  |       | 3,875,199         | 3,872,176            |
| Collateralized agreements:   |       |                   |                      |
| Securities purchased under agreements to resell (including ¥1,186,096 million and ¥571,099 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively)  | *2    | 9,853,898         | 14,549,228           |
| Securities borrowed  |       | 6,383,845         | 4,073,886            |
| Total collateralized agreements  |       | 16,237,743        | 18,623,114           |
| Trading assets and private equity investments:   |       |                   |                      |
| Trading assets (including securities pledged as collateral of ¥5,486,551 million and ¥7,049,715 million as of March 31, 2018 and December 31, 2018, respectively; including ¥7,047 million and ¥8,382 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively) | *2, 3 | 14,962,690        | 17,520,795           |
| Private equity investments (including ¥4,416 million and ¥4,285 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively)   | *2    | 17,466            | 15,754               |

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|   |        |                     |                     |
|---|--------|---------------------|---------------------|
| Total trading assets and private equity investments   |        | 14,980,156          | 17,536,549          |
| <b>Other assets:</b>  |        |                     |                     |
| Office buildings, land, equipment and facilities (net of accumulated depreciation and amortization of ¥397,834 million and ¥425,398 million as of March 31, 2018 and December 31, 2018, respectively) |        | 338,984             | 321,930             |
| Non-trading debt securities   | *2     | 485,891             | 457,534             |
| Investments in equity securities  | *2     | 150,760             | 135,624             |
| Investments in and advances to affiliated companies   | *8     | 408,034             | 416,424             |
| Other (including ¥176,029 million and ¥158,733 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively)                             | *2, 10 | 908,134             | 669,194             |
| <b>Total other assets</b>   |        | <b>2,291,803</b>    | <b>2,000,706</b>    |
| <b>Total assets</b>   |        | <b>¥ 40,343,947</b> | <b>¥ 45,113,023</b> |

**Table of Contents****(1) Consolidated Balance Sheets (Continued) (UNAUDITED)**

|  |        | Millions of yen   |                      |
|--|--------|-------------------|----------------------|
|  | Notes  | March 31,<br>2018 | December 31,<br>2018 |
| <b>LIABILITIES AND EQUITY</b>  |        |                   |                      |
| Short-term borrowings (including ¥372,188 million and ¥303,215 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively)                          | *2     | ¥ 743,497         | ¥ 808,262            |
| Payables and deposits:   |        |                   |                      |
| Payables to customers  | *4     | 1,176,773         | 1,180,941            |
| Payables to other than customers   |        | 1,239,540         | 1,257,743            |
| Deposits received at banks   | *2     | 1,151,342         | 1,276,438            |
| <b>Total payables and deposits</b>   |        | <b>3,567,655</b>  | <b>3,715,122</b>     |
| Collateralized financing:  |        |                   |                      |
| Securities sold under agreements to repurchase (including ¥435,905 million and ¥168,402 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively) | *2     | 14,759,010        | 19,982,480           |
| Securities loaned (including ¥133,375 million and ¥122,251 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively)                              | *2     | 1,524,363         | 1,295,494            |
| Other secured borrowings   |        | 413,621           | 432,460              |
| <b>Total collateralized financing</b>  |        | <b>16,696,994</b> | <b>21,710,434</b>    |
| Trading liabilities  | *2, 3  | 8,202,936         | 7,691,892            |
| Other liabilities (including ¥25,482 million and ¥14,702 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively)                                | *2, 10 | 950,534           | 738,472              |
| Long-term borrowings (including ¥2,857,835 million and ¥3,207,139 million measured at fair value by applying the fair value option as of March 31, 2018 and December 31, 2018, respectively)                       | *2     | 7,382,507         | 7,742,830            |
| <b>Total liabilities</b>   |        | <b>37,544,123</b> | <b>42,407,012</b>    |
| Commitments and contingencies  | *15    |                   |                      |
| Equity:  |        |                   |                      |
| Nomura Holdings, Inc. ( NHI ) shareholders' equity:  |        |                   |                      |
| Common stock   |        |                   |                      |
| No par value share   |        |                   |                      |
| Authorized 6,000,000,000 shares as of March 31, 2018 and December 31, 2018   |        |                   |                      |

|   |              |              |
|---|--------------|--------------|
| Issued 3,643,562,601 shares as of March 31, 2018 and 3,493,562,601 shares as of December 31, 2018                             |              |              |
| Outstanding 3,392,937,486 shares as of March 31, 2018 and 3,307,712,460 shares as of December 31, 2018                        | 594,493      | 594,493      |
| Additional paid-in capital  | 675,280      | 683,525      |
| Retained earnings   | 1,696,890    | 1,496,085    |
| Accumulated other comprehensive income  | *14 (59,356) | (350)        |
| Total NHI shareholders' equity before treasury stock  | 2,907,307    | 2,773,753    |
| Common stock held in treasury, at cost 250,625,115 shares as of March 31, 2018 and 185,850,141 shares as of December 31, 2018 | (157,987)    | (110,810)    |
| Total NHI shareholders' equity  | 2,749,320    | 2,662,943    |
| Noncontrolling interests  | 50,504       | 43,068       |
| Total equity  | 2,799,824    | 2,706,011    |
| Total liabilities and equity  | ¥ 40,343,947 | ¥ 45,113,023 |

**Table of Contents****(1) Consolidated Balance Sheets (Continued) (UNAUDITED)**

The following table presents the classification of consolidated variable interest entities ( VIEs ) assets and liabilities included in the consolidated balance sheets above. The assets of a consolidated VIE may only be used to settle obligations of that VIE. Creditors do not typically have any recourse to Nomura beyond the assets held in the VIEs. See Note 7 *Securizations and Variable Interest Entities* for further information.

|   | Billions of yen   |                      |
|---|-------------------|----------------------|
|   | March 31,<br>2018 | December 31,<br>2018 |
| Cash and cash deposits                        | ¥ 23              | ¥ 16                 |
| Trading assets and private equity investments | 1,186             | 1,243                |
| Other assets                                  | 91                | 93                   |
| <b>Total assets</b>                           | <b>¥ 1,300</b>    | <b>¥ 1,352</b>       |
| Trading liabilities                           | ¥ 22              | ¥ 26                 |
| Other liabilities                             | 2                 | 3                    |
| Borrowings                                    | 953               | 985                  |
| <b>Total liabilities</b>                      | <b>¥ 977</b>      | <b>¥ 1,014</b>       |

The accompanying notes are an integral part of these consolidated financial statements.

**Table of Contents****(2) Consolidated Statements of Income (UNAUDITED)**

|   |       | Millions of yen   |   |                  |  |
|---|-------|-------------------|---|------------------|--|
|   |       | Nine months ended |   |                  |  |
|   |       | December 31       |   |                  |  |
|   | Notes | 2017              |   | 2018             |  |
| <b>Revenue:</b>   |       |                   |   |                  |  |
| Commissions   | *4    | ¥ 277,947         | ¥ | 226,954          |  |
| Fees from investment banking  | *4    | 79,079            |   | 76,207           |  |
| Asset management and portfolio service fees                         | *4    | 183,322           |   | 186,312          |  |
| Net gain on trading   | *2, 3 | 296,583           |   | 244,586          |  |
| Gain (loss) on private equity investments                           |       | (2,352)           |   | 1,335            |  |
| Interest and dividends  |       | 437,449           |   | 572,835          |  |
| Gain (loss) on investments in equity securities                     |       | 7,654             |   | (8,864)          |  |
| Other   | *4    | 181,262           |   | 37,401           |  |
| <b>Total revenue</b>  |       | <b>1,460,944</b>  |   | <b>1,336,766</b> |  |
| <b>Interest expense</b>   |       | <b>342,012</b>    |   | <b>521,250</b>   |  |
| <b>Net revenue</b>  |       | <b>1,118,932</b>  |   | <b>815,516</b>   |  |
| <b>Non-interest expenses:</b>                                       |       |                   |   |                  |  |
| Compensation and benefits   |       | 389,656           |   | 372,428          |  |
| Commissions and floor brokerage                                     | *4    | 74,269            |   | 64,335           |  |
| Information processing and communications                           |       | 140,881           |   | 123,232          |  |
| Occupancy and related depreciation                                  |       | 51,070            |   | 48,692           |  |
| Business development expenses                                       |       | 26,033            |   | 27,354           |  |
| Other   | *10   | 155,788           |   | 241,529          |  |
| <b>Total non-interest expenses</b>                                  |       | <b>837,697</b>    |   | <b>877,570</b>   |  |
| <b>Income (loss) before income taxes</b>                            |       | <b>281,235</b>    |   | <b>(62,054)</b>  |  |
| <b>Income tax expense</b>   | *13   | <b>79,788</b>     |   | <b>36,331</b>    |  |
| <b>Net income (loss)</b>  |       | <b>¥ 201,447</b>  | ¥ | <b>(98,385)</b>  |  |
| <b>Less: Net income attributable to noncontrolling interests</b>    |       | <b>4,779</b>      |   | <b>2,901</b>     |  |
| <b>Net income (loss) attributable to NHI shareholders</b>           |       | <b>¥ 196,668</b>  | ¥ | <b>(101,286)</b> |  |
| <b>Yen</b>  |       |                   |   |                  |  |
| <b>Nine months ended December 31</b>                                |       |                   |   |                  |  |
|   | Notes | 2017              |   | 2018             |  |
| <b>Per share of common stock:</b>                                   |       |                   |   |                  |  |
| <b>Basic</b>  |       |                   |   |                  |  |
| <b>Net income (loss) attributable to NHI shareholders per share</b> |       | <b>¥ 56.20</b>    | ¥ | <b>(30.01)</b>   |  |



Diluted

|  |   |       |   |         |
|--|---|-------|---|---------|
| Net income (loss) attributable to NHI shareholders per share | ¥ | 55.12 | ¥ | (30.03) |
|--|---|-------|---|---------|

The accompanying notes are an integral part of these consolidated financial statements.

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|  | Notes | Millions of yen                |            |
|--|-------|--------------------------------|------------|
|  |       | Three months ended December 31 |            |
|  |       | 2017                           | 2018       |
| Revenue:   |       |                                |            |
| Commissions  | *4    | ¥ 101,655                      | ¥ 72,715   |
| Fees from investment banking                                     | *4    | 29,289                         | 33,129     |
| Asset management and portfolio service fees                      | *4    | 63,767                         | 60,591     |
| Net gain on trading  | *2, 3 | 87,725                         | 96,947     |
| Gain (loss) on private equity investments                        |       | (2,381)                        | 461        |
| Interest and dividends   |       | 161,445                        | 214,542    |
| Gain (loss) on investments in equity securities                  |       | 4,532                          | (9,852)    |
| Other  | *4    | 84,597                         | (11,133)   |
| Total revenue  |       | 530,629                        | 457,400    |
| Interest expense   |       | 124,013                        | 196,803    |
| Net revenue  |       | 406,616                        | 260,597    |
| Non-interest expenses:   |       |                                |            |
| Compensation and benefits  |       | 131,372                        | 118,928    |
| Commissions and floor brokerage                                  | *4    | 25,252                         | 23,821     |
| Information processing and communications                        |       | 49,049                         | 41,756     |
| Occupancy and related depreciation                               |       | 16,805                         | 15,852     |
| Business development expenses                                    |       | 9,801                          | 9,121      |
| Other  | *10   | 53,584                         | 127,283    |
| Total non-interest expenses                                      |       | 285,863                        | 336,761    |
| Income (loss) before income taxes                                |       | 120,753                        | (76,164)   |
| Income tax expense   | *13   | 30,960                         | 19,698     |
| Net income (loss)  |       | ¥ 89,793                       | ¥ (95,862) |
| Less: Net income (loss) attributable to noncontrolling interests |       | 1,831                          | (586)      |
| Net income (loss) attributable to NHI shareholders               |       | ¥ 87,962                       | ¥ (95,276) |

|  | Notes | Yen                            |           |
|--|-------|--------------------------------|-----------|
|  |       | Three months ended December 31 |           |
|  |       | 2017                           | 2018      |
| Per share of common stock:                                   |       |                                |           |
| Basic  |       |                                |           |
| Net income (loss) attributable to NHI shareholders per share |       | ¥ 25.55                        | ¥ (28.52) |
| Diluted  |       |                                |           |
| Net income (loss) attributable to NHI shareholders per share |       | ¥ 25.12                        | ¥ (28.52) |

The accompanying notes are an integral part of these consolidated financial statements.



**Table of Contents****(3) Consolidated Statements of Comprehensive Income (UNAUDITED)**

|   | <b>Millions of yen</b>               |          |             |          |
|---|--------------------------------------|----------|-------------|----------|
|   | <b>Nine months ended December 31</b> |          |             |          |
|   | <b>2017</b>                          |          | <b>2018</b> |          |
| Net income (loss)   | ¥                                    | 201,447  | ¥           | (98,385) |
| Other comprehensive income (loss):                                  |                                      |          |             |          |
| Cumulative translation adjustments:                                 |                                      |          |             |          |
| Cumulative translation adjustments                                  |                                      | (29,831) |             | 35,040   |
| Deferred income taxes   |                                      | 13,335   |             | (1,702)  |
| Total   |                                      | (16,496) |             | 33,338   |
| Defined benefit pension plans:                                      |                                      |          |             |          |
| Pension liability adjustment  |                                      | 1,124    |             | 2,039    |
| Deferred income taxes   |                                      | (336)    |             | (995)    |
| Total   |                                      | 788      |             | 1,044    |
| Non-trading securities:   |                                      |          |             |          |
| Net unrealized gain on non-trading securities                       |                                      | 2,165    |             |          |
| Deferred income taxes   |                                      | (539)    |             |          |
| Total   |                                      | 1,626    |             |          |
| Own credit adjustments:   |                                      |          |             |          |
| Own credit adjustments:   |                                      | (7,197)  |             | 31,350   |
| Deferred income taxes   |                                      | 1,021    |             | (5,982)  |
| Total   |                                      | (6,176)  |             | 25,368   |
| Total other comprehensive income (loss)                             |                                      | (20,258) |             | 59,750   |
| Comprehensive income (loss)   | ¥                                    | 181,189  | ¥           | (38,635) |
| Less: Comprehensive income attributable to noncontrolling interests |                                      | 6,067    |             | 3,645    |
| Comprehensive income (loss) attributable to NHI shareholders        | ¥                                    | 175,122  | ¥           | (42,280) |

|                                     | <b>Millions of yen</b>                |          |             |          |
|-------------------------------------|---------------------------------------|----------|-------------|----------|
|                                     | <b>Three months ended December 31</b> |          |             |          |
|                                     | <b>2017</b>                           |          | <b>2018</b> |          |
| Net income (loss)                   | ¥                                     | 89,793   | ¥           | (95,862) |
| Other comprehensive income (loss):  |                                       |          |             |          |
| Cumulative translation adjustments: |                                       |          |             |          |
| Cumulative translation adjustments  |                                       | (40,467) |             | (29,257) |
| Deferred income taxes               |                                       | 14,136   |             | 264      |

|  |   |          |   |           |
|--|---|----------|---|-----------|
| Total  |   | (26,331) |   | (28,993)  |
| Defined benefit pension plans:   |   |          |   |           |
| Pension liability adjustment   |   | 743      |   | (25)      |
| Deferred income taxes  |   | (318)    |   | (188)     |
| Total  |   | 425      |   | (213)     |
| Non-trading securities:  |   |          |   |           |
| Net unrealized gain on non-trading securities                              |   | 678      |   |           |
| Deferred income taxes  |   | (360)    |   |           |
| Total  |   | 318      |   |           |
| Own credit adjustments:  |   |          |   |           |
| Own credit adjustments:  |   | 3,473    |   | 26,630    |
| Deferred income taxes  |   | (310)    |   | (4,602)   |
| Total  |   | 3,163    |   | 22,028    |
| Total other comprehensive income (loss)                                    |   | (22,425) |   | (7,178)   |
| Comprehensive income (loss)  | ¥ | 67,368   | ¥ | (103,040) |
| Less: Comprehensive income (loss) attributable to noncontrolling interests |   | 2,885    |   | (1,041)   |
| Comprehensive income (loss) attributable to NHI shareholders               | ¥ | 64,483   | ¥ | (101,999) |

The accompanying notes are an integral part of these consolidated financial statements.

**Table of Contents****(4) Consolidated Statements of Changes in Equity (UNAUDITED)**

|  | Millions of yen               |           |      |           |
|--|-------------------------------|-----------|------|-----------|
|  | Nine months ended December 31 |           | 2018 |           |
|  | 2017                          |           | 2018 |           |
| <b>Common stock</b>  |                               |           |      |           |
| Balance at beginning of year                                       | ¥                             | 594,493   | ¥    | 594,493   |
| Balance at end of period   |                               | 594,493   |      | 594,493   |
| <b>Additional paid-in capital</b>                                  |                               |           |      |           |
| Balance at beginning of year                                       |                               | 681,329   |      | 675,280   |
| Stock-based compensation awards                                    |                               | (6,201)   |      | 8,245     |
| Balance at end of period   |                               | 675,128   |      | 683,525   |
| <b>Retained earnings</b>   |                               |           |      |           |
| Balance at beginning of year                                       |                               | 1,663,234 |      | 1,696,890 |
| Cumulative effect of change in accounting principle <sup>(1)</sup> |                               |           |      | 1,564     |
| Net income (loss) attributable to NHI shareholders                 |                               | 196,668   |      | (101,286) |
| Cash dividends <sup>(2)</sup>                                      |                               | (31,375)  |      | (10,173)  |
| Gain (loss) on sales of treasury stock                             |                               | (4,097)   |      | (994)     |
| Cancellation of treasury stock                                     |                               | (111,941) |      | (89,916)  |
| Balance at end of period   |                               | 1,712,489 |      | 1,496,085 |
| <b>Accumulated other comprehensive income (loss)</b>               |                               |           |      |           |
| <b>Cumulative translation adjustments</b>                          |                               |           |      |           |
| Balance at beginning of year                                       |                               | 47,767    |      | (15,596)  |
| Net change during the period                                       |                               | (17,340)  |      | 32,594    |
| Balance at end of period   |                               | 30,427    |      | 16,998    |
| <b>Defined benefit pension plans</b>                               |                               |           |      |           |
| Balance at beginning of year                                       |                               | (41,020)  |      | (47,837)  |
| Pension liability adjustment                                       |                               | 788       |      | 1,044     |
| Balance at end of period   |                               | (40,232)  |      | (46,793)  |
| <b>Non-trading securities</b>                                      |                               |           |      |           |
| Balance at beginning of year                                       |                               | 20,344    |      |           |
| Net unrealized gain (loss) on non-trading securities               |                               | 1,182     |      |           |
| Balance at end of period   |                               | 21,526    |      |           |
| <b>Own credit adjustments</b>                                      |                               |           |      |           |

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|   |             |             |
|---|-------------|-------------|
| Balance at beginning of year  | 6,561       | 4,077       |
| Own credit adjustments  | (6,176)     | 25,368      |
| Balance at end of period  | 385         | 29,445      |
| Balance at end of period  | 12,106      | (350)       |
| Common stock held in treasury   |             |             |
| Balance at beginning of year  | (182,792)   | (157,987)   |
| Repurchases of common stock   | (101,268)   | (51,711)    |
| Sales of common stock   | 0           | 0           |
| Common stock issued to employees  | 19,055      | 8,972       |
| Cancellation of common stock  | 111,941     | 89,916      |
| Other net change in treasury stock  | 563         |             |
| Balance at end of period  | (152,501)   | (110,810)   |
| Total NHI shareholders' equity  |             |             |
| Balance at end of period  | 2,841,715   | 2,662,943   |
| Noncontrolling interests  |             |             |
| Balance at beginning of year  | 53,875      | 50,504      |
| Cash dividends  | (1,940)     | (2,457)     |
| Net income attributable to noncontrolling interests                             | 4,779       | 2,901       |
| Accumulated other comprehensive income attributable to noncontrolling interests | 1,288       | 744         |
| Purchase / sale of subsidiary shares, net                                       | 191         | 415         |
| Other net change in noncontrolling interests                                    | 5,773       | (9,039)     |
| Balance at end of period  | 63,966      | 43,068      |
| Total equity  |             |             |
| Balance at end of period  | ¥ 2,905,681 | ¥ 2,706,011 |

- (1) Represents the adjustment to initially apply Accounting Standards Update ( ASU ) 2014-09, *Revenue from Contracts with Customers*.
- (2) Dividends per share
- |  |  |  |
|--|--|--|
|  |  | Three months ended December 31, 2017 ¥ |
|  | Nine months ended December 31, 2017 ¥ 9.00 | 0.00                                   |
|  |  | Three months ended December 31, 2018 ¥ |
|  | Nine months ended December 31, 2018 ¥ 3.00 | 0.00                                   |

The accompanying notes are an integral part of these consolidated financial statements.



**Table of Contents****(5) Consolidated Statements of Cash Flows (UNAUDITED)**

|  | Millions of yen          |             |
|--|--------------------------|-------------|
|  | Nine months ended Dec 31 |             |
|  | 2017                     | 2016        |
| <b>Cash flows from operating activities:</b>   |                          |             |
| Net income (loss)  | ¥ 201,447                | ¥ 201,447   |
| Adjustments to reconcile net income (loss) to net cash used in operating activities:                   |                          |             |
| Depreciation and amortization  | 56,194                   |             |
| Impairment of goodwill   |                          |             |
| Losses on investments in equity securities   | (7,654)                  |             |
| Income taxes   | 21,072                   |             |
| Changes in operating assets and liabilities:   |                          |             |
| Prepayments  | (2,759)                  |             |
| Changes with stock exchanges and other segregated cash <sup>(2)</sup>                                  | (19,501)                 |             |
| Changes in assets and private equity investments <sup>(1)</sup>  | (1,411,118)              | (2,000,000) |
| Changes in liabilities <sup>(1)</sup>  | 603,132                  | (1,000,000) |
| Securities purchased under agreements to resell, net of securities sold under agreements to repurchase | (1,010,584)              |             |
| Securities borrowed, net of securities loaned  | 1,279,869                | 2,000,000   |
| Secured borrowings   | 143,810                  |             |
| Accounts receivables, net of allowance for doubtful accounts <sup>(1)</sup>                            | (591,681)                |             |
| Prepaid expenses   | 225,243                  |             |
| Accruals   | (42,095)                 |             |
| Income taxes, net  | 10,046                   |             |
|  | 3,424                    |             |
| Net cash used in operating activities <sup>(2)</sup>   | (541,155)                | (1,000,000) |
| <b>Cash flows from investing activities:</b>   |                          |             |
| Net cash for purchases of office buildings, land, equipment and facilities                             | (187,245)                | (1,000,000) |
| Net cash from sales of office buildings, land, equipment and facilities                                | 164,243                  |             |
| Net cash for purchases of investments in equity securities   | (61)                     |             |
| Net cash from sales of investments in equity securities  | 932                      |             |
| Net cash from loans receivable at banks, net   | (49,248)                 |             |
| Net cash from non-trading debt securities, net   | 52,887                   |             |
|  | 41,766                   |             |
| Net cash provided by (used in) investing activities  | 23,274                   |             |
| <b>Cash flows from financing activities:</b>   |                          |             |
| Net cash from long-term borrowings   | 1,758,315                | 1,000,000   |
| Net cash from short-term borrowings  | (1,424,989)              | (1,000,000) |
| Net cash from short-term borrowings, net   | 142,004                  |             |
| Net cash from deposits received at banks, net  | 21,667                   |             |
| Net cash from sales of common stock held in treasury   | 682                      |             |
| Net cash for repurchases of common stock held in treasury  | (101,268)                |             |

|   |  |  |   |           |      |
|---|--|--|---|-----------|------|
| for cash dividends  |  |  |   | (70,199)  |      |
| provided by financing activities  |  |  |   | 326,212   |      |
| exchange rate changes on cash, cash equivalents, restricted cash and restricted cash equivalents <sup>(2)</sup> |  |  |   | 11,836    |      |
| use (decrease) in cash, cash equivalents, restricted cash and restricted cash equivalents <sup>(2)</sup>        |  |  |   | (179,833) |      |
| n equivalents, restricted cash and restricted cash equivalents at beginning of year <sup>(2)</sup>              |  |  |   | 2,537,066 | 2,   |
| n equivalents, restricted cash and restricted cash equivalents at end of period <sup>(2)</sup>                  |  |  | ¥ | 2,357,233 | ¥ 2, |
| mental information:   |  |  |   |           |      |
| during the period for   |  |  |   |           |      |
|   |  |  | ¥ | 344,913   | ¥    |
| x payments, net   |  |  | ¥ | 48,670    | ¥    |

- (1) Due to changes in accounting policy which Nomura adopted on April 1, 2018, certain reclassifications of amounts previously reported amounts have been made to conform to the current year presentation. See Note 1. *Basis of Accounting* for further details.
- (2) In accordance with ASU 2016-18 *Restricted Cash* which Nomura adopted on April 1, 2018, certain reclassification of amounts previously reported as cash, cash equivalents, restricted cash and restricted cash equivalents for the nine months ended December 31, 2017 have been made to conform to the current year presentation.

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The following table presents a reconciliation of cash, cash equivalents, restricted cash and restricted cash equivalents as reported within the consolidated balance sheets to the total of the same such amounts shown in the statements of cash flows above. Restricted cash and restricted cash equivalents are amounts where access, withdrawal or usage by Nomura is substantively prohibited by a third party entity outside of the Nomura group.

|  | <b>Millions of yen</b>               |                  |             |                  |
|--|--------------------------------------|------------------|-------------|------------------|
|  | <b>Nine months ended December 31</b> |                  |             |                  |
|  | <b>2017</b>                          |                  | <b>2018</b> |                  |
| Cash and cash equivalents reported in <i>Cash and cash equivalents</i>   | ¥                                    | 2,357,073        | ¥           | 2,438,649        |
| Restricted cash and restricted cash equivalents reported in <i>Deposits with stock exchanges and other segregated cash</i> | ¥                                    | 160              | ¥           | 497              |
| <b>Total cash, cash equivalent, restricted cash and restricted cash equivalents</b>  | <b>¥</b>                             | <b>2,357,233</b> | <b>¥</b>    | <b>2,439,146</b> |

The accompanying notes are an integral part of these consolidated financial statements.

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**Table of Contents****Notes to the Consolidated Financial Statements (UNAUDITED)****1. Basis of accounting:**

In December 2001, Nomura Holdings, Inc. ( the Company ) filed a registration statement, in accordance with the Securities Exchange Act of 1934, with the United States Securities and Exchange Commission ( SEC ) in order to list its American Depositary Shares ( ADS ) on the New York Stock Exchange. Since then, the Company has had an obligation to file an annual report on Form 20-F with the SEC in accordance with the Securities Exchange Act of 1934.

Therefore, the Company and other entities in which it has a controlling financial interest (collectively Nomura ) prepares consolidated financial statements in accordance with the accounting principles, procedures and presentations which are required in order to issue ADS, i.e., U.S. generally accepted accounting principles ( U.S. GAAP ), pursuant to Article 95 of Regulations Concerning the Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements (Cabinet Office Ordinance No. 64, 2007).

The following paragraphs describe the major differences between U.S. GAAP applied by Nomura and accounting principles generally accepted in Japan ( Japanese GAAP ) for the nine and three months ended December 31, 2018. Where the effect of these major differences are significant to *Income before income taxes*, Nomura discloses as (higher) or (lower) below the amount by which *Income before income taxes* based on U.S. GAAP was higher or lower than Japanese GAAP, respectively.

**Scope of consolidation**

Under U.S. GAAP, the scope of consolidation is mainly determined by the ownership of a majority of the voting interests in an entity or by identifying the primary beneficiary of variable interest entities. Under Japanese GAAP, the scope of consolidation is determined by a financial controlling model , which takes into account the ownership level of voting interests in an entity and other factors.

**Unrealized gains and losses on investments in equity securities**

Under U.S. GAAP applicable to broker-dealers, minority investments in equity securities are measured at fair value with changes in fair value recognized in earnings. Under Japanese GAAP, these investments are also measured at fair value, but unrealized gains and losses, net of applicable income taxes, are reported in other comprehensive income. *Income before income taxes* prepared under U.S. GAAP, therefore, was ¥6,893 million (higher) and ¥9,008 million (lower) for the nine months ended December 31, 2017 and 2018, respectively and ¥4,158 million (higher) and ¥9,944 million (lower) for the three months ended December 31, 2017 and 2018, respectively.

**Unrealized gains and losses on non-trading debt and equity securities**

Under U.S. GAAP applicable to broker-dealers, non-trading securities are measured at fair value with changes in fair value recognized in earnings. Under Japanese GAAP, these securities are also measured at fair value, but unrealized gains and losses, net of applicable income taxes, are reported in other comprehensive income. *Income before income taxes* prepared under U.S. GAAP, therefore, was ¥30 million (lower) and ¥875 million (lower) for the nine months ended December 31, 2017 and 2018, respectively, and ¥381 million (lower) and ¥1,233 million (higher) for the three months ended December 31, 2017 and 2018, respectively for non-trading debt securities. *Income before income taxes* prepared under U.S. GAAP was ¥2,245 million (higher) and ¥3,085 million (lower) for the nine months ended December 31, 2017 and 2018, respectively, and ¥506 million (higher) and ¥2,498 million (lower) for the three months

ended December 31, 2017 and 2018, respectively for non-trading equity securities.

**Retirement and severance benefits**

Under U.S. GAAP, gains or losses resulting from either experience that is different from an actuarial assumption or a change in assumption is amortized over the average remaining service period of employees when a net gain or loss at the beginning of the year exceeds the Corridor which is defined as 10% of the larger of projected benefit obligation or the fair value of plan assets. Under Japanese GAAP, these gains or losses are amortized over a certain period regardless of the Corridor.

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**Table of Contents****Amortization of goodwill and equity method goodwill**

Under U.S. GAAP, goodwill is not amortized and is tested for impairment periodically. Under Japanese GAAP, goodwill is amortized over certain periods of less than 20 years using the straight-line method. Therefore, under U.S. GAAP, *Income before income taxes* was ¥5,232 million (higher) and ¥35,486 million (lower) for the nine months ended December 31, 2017 and 2018, respectively, and ¥1,751 million (higher) and ¥38,951 million (lower) for the three months ended December 31, 2017 and 2018, respectively.

**Changes in the fair value of derivative contracts**

Under U.S. GAAP, all derivative contracts, including derivative contracts that have been designated as hedges of specific assets or specific liabilities, are carried at fair value, with changes in fair value recognized either in earnings or other comprehensive income. Under Japanese GAAP, derivative contracts that have been entered into for hedging purposes are carried at fair value with changes in fair value, net of applicable income taxes, recognized generally in other comprehensive income.

**Fair value for financial assets and financial liabilities**

Under U.S. GAAP, the fair value option may be elected for eligible financial assets and financial liabilities which would otherwise be carried on a basis other than fair value ( the fair value option ). Where the fair value option is elected, the financial asset or financial liability is carried at fair value with changes in fair value are recognized in earnings. Under Japanese GAAP, the fair value option is not permitted. Therefore, under U.S. GAAP, *Income before income taxes* was ¥17,035 million (higher) and ¥30,881 million (lower) for the nine months ended December 31, 2017 and 2018, respectively and ¥5,121 million (higher) and ¥29,780 million (lower) for the three months ended December 31, 2017 and 2018, respectively. In addition, non-marketable equity securities which are carried at fair value under U.S. GAAP applicable to broker-dealers are carried at cost less impairment loss under Japanese GAAP.

**Offsetting of amounts related to certain contracts**

Under U.S. GAAP, an entity that is party to a master netting arrangement is permitted to offset fair value amounts recognized for the right to reclaim cash collateral (a receivable) or the obligation to return cash collateral (a payable) against fair value amounts recognized for derivative instruments that have been offset under the same master netting arrangement. Under Japanese GAAP, offsetting of such amounts is not permitted.

**Stock issuance costs**

Under U.S. GAAP, stock issuance costs are deducted from capital. Under Japanese GAAP, stock issuance costs are either immediately expensed or capitalized as a deferred asset and amortized over periods of up to three years using the straight-line method.

**Accounting for change in controlling interest in a consolidated subsidiary s shares**

Under U.S. GAAP, when a parent s ownership interest decreases as a result of sales of a subsidiary s common shares by the parent, and the subsidiary becomes an equity method investee, the parent s remaining investment in the former subsidiary is measured at fair value as of the date of loss of a controlling interest and a related valuation gain or loss is recognized in earnings. Under Japanese GAAP, the remaining investment on the parent s consolidated balance sheet is computed as the sum of the carrying amount of investment in the equity method investee recorded in the parent s stand-alone balance sheet as adjusted for the share of net income or losses and other adjustments from initial

acquisition through to the date of loss of a controlling interest multiplied by the ratio of the remaining shareholding percentage against the holding percentage prior to loss of control.

**Table of Contents****New accounting pronouncements recently adopted**

The following table presents a summary of new accounting pronouncements relevant to Nomura which have been adopted during the three months ended December 31, 2018.

| <b>Pronouncement</b>  | <b>Summary of new guidance</b>  | <b>Expected adoption date and method of adoption</b>   | <b>Effect on these consolidated statements</b>  |
|---|---|--|---|
| ASU 2018-13,<br><i>Fair Value Measurement (Topic 820): Disclosure Framework Changes to the Disclosure Requirements for Fair Value Measurement</i> | Removes certain disclosure requirements from ASC 820, including transfers between Level 1 and Level 2 and valuation processes for Level 3 financial instruments.<br><br>Clarifies the disclosure requirement for the timing of redemption of investment in NAV and the uncertainty measurement. | Nomura early adopted the removed and clarified disclosure requirements from October 1, 2018. | No material impacts on consolidated statements but certain disclosures about fair value measurement are removed or amended. |
|   | Introduces new disclosure requirements, including the changes in unrealized gains and losses for the reporting period included in other comprehensive income ( OCI ) for recurring Level 3 financial instruments held at the reporting date.  | Nomura plans to adopt the new disclosure requirements from April 1, 2020.                    |   |

No new accounting pronouncements relevant to Nomura were adopted during the three months ended September 30, 2018.

The following table presents a summary of new accounting pronouncements relevant to Nomura which have been adopted during the three months ended June 30, 2018:

| <b>Pronouncement</b>  | <b>Summary of new guidance</b>   | <b>Actual adoption date and method of adoption</b>  | <b>Effect on these consolidated statements</b>                                     |
|---|--|---|--|
| ASU 2014-09,<br><i>Revenue from Contracts with Customers</i> <sup>(1)</sup> | Replaces existing revenue recognition guidance in ASC 605 <i>Revenue Recognition</i> and certain industry-specific revenue recognition guidance with a new prescriptive model for recognition of revenue for services provided to customers. | Modified retrospective adoption from April 1, 2018. | ¥1,564 million adjustment to <i>Retained earnings</i> , ¥517 million adjustment to |



Introduces specific guidance for the treatment of variable consideration, non-cash consideration, significant financing arrangements and amounts payable to the customer.

Revises existing guidance for principal-versus-agency determination.

Requires revenue recognition and measurement principles to be applied to sales of nonfinancial and in substance nonfinancial assets to noncustomers.

Specifies the accounting for costs to obtain or fulfill a customer contract.

Requires extensive new footnote disclosures around nature and type of revenue from services provided to customers.

*Payables to other than customers,*

¥1,750 million adjustment to *Other long-term assets*, and ¥703 million to *Deferred tax assets* due to change in timing of recognition of revenues from sales of certain investment funds upon adoption on April 1, 2018. Other transitional changes were not significant.<sup>(2)</sup>

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| <b>Pronouncement</b>  | <b>Summary of new guidance</b>  | <b>Actual adoption date and method of adoption</b> | <b>Effect on these consolidated statements</b>   |
|---|---|--|--|
| ASU 2016-15,<br><br><i>Classification of Certain Cash Receipts and Cash Payments</i> and ASU 2016-18, <i>Restricted Cash</i>    | Amends the classification of certain cash receipts and cash payments in the statement of cash flows.<br><br>Requires movements in restricted cash and restricted cash equivalents to be presented as part of cash and cash equivalents in the statement of cash flows.<br><br>Requires new disclosures on the nature and amount of restricted cash and restricted cash equivalents. | Full retrospective adoption from April 1, 2018.    | ¥497 million of restricted cash and restricted cash equivalents are now presented with cash and cash equivalents in the statements of cash flows during the nine month ended December 31, 2018 and similar reclassifications have been made in comparative periods presented. See the reconciliation table provided with the statements of cash flows for further details. |
| ASU 2017-07,<br><br><i>Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost</i> | Clarifies the service cost component of net periodic pension cost to be reported in the same income statement line item as compensation costs arising from other services.<br><br>Clarifies only the service cost component is eligible for capitalization as an asset when applicable.   | Full retrospective adoption from April 1, 2018.    | ¥803 million reclassification from <i>Compensation and benefits</i> to <i>Other expenses</i> . Impacts on comparative periods presented were immaterial.   |

(1) As subsequently amended by ASU 2015-14 *Revenue from Contracts with Customers Deferral of the Effective Date*, ASU 2016-08 *Revenue from Contracts with Customers Principal versus Agent Considerations*, ASU 2016-10 *Revenue from Contracts with Customers Identifying Performance Obligations and Licensing* and certain other Accounting Standard Updates.

(2) See Note 4 *Revenue from services provided to customers* for new disclosures of revenues from services have been made and for further details of the impact of adoption of the new guidance.

In addition, Nomura changed its accounting policy for derivative transactions as follows.

Nomura collects and remits cash margin between institutional investors and central clearing houses in its execution and clearing services of exchange-traded derivative transactions. Cash margin remitted to central clearing houses was reflected on Nomura's consolidated balance sheets. However, with effect from April 1, 2018, revisiting nature of the transactions, Nomura has revised its accounting policy for when such balances are recognized on Nomura's consolidated group balance sheet and as a result, certain cash margin amounts as well as an equivalent amount reflecting the obligation to return such amounts to clients are no longer recognized on the balance sheet if certain criteria are met. Nomura has restated previously reported amounts of *Receivables from other than customers* decreased by ¥237.0 billion and *Payables to other than customers* decreased by ¥237.0 billion, respectively, to conform to the current presentation.

Daily variation margin for certain derivative transactions traded in Japan was reflected on Nomura's consolidated balance sheets. However, from April 1, 2018, Nomura changed its accounting policy as a result of amendment of the rules of a specific central clearing house and daily variation margin and related derivative assets and liabilities are no longer recognized on the balance sheet. Nomura has restated previously reported amounts of *Trading assets* decreased by ¥4.9 billion, *Receivables from other than customers* decreased by ¥5.5 billion and *Trading liabilities* decreased by ¥10.4 billion respectively to conform to the current presentation.

**Table of Contents****Future accounting developments**

The following table presents a summary of new authoritative accounting pronouncements relevant to Nomura which will be adopted on or after April 1, 2019 and which may have a material impact on these financial statements:

| <b>Pronouncement</b>   | <b>Summary of new guidance</b>  | <b>Expected adoption date and method of adoption</b>                  | <b>Effect on these consolidated statements</b>   |
|--|---|---|--|
| ASU 2016-02,<br><br><i>Leases</i> <sup>(1)</sup>                                 | Replaces ASC 840 <i>Leases</i> , the current guidance on lease accounting, and revised the definition of a lease.<br><br>Requires all lessees to recognize a right of use asset and corresponding lease liability on balance sheet.<br><br>Lessor accounting is largely unchanged from current guidance.<br><br>Simplifies the accounting for sale leaseback and build-to-suit leases.<br><br>Requires extensive new qualitative and quantitative footnote disclosures on lease arrangements.           | Modified retrospective adoption from April 1, 2019. <sup>(2)(3)</sup> | Currently evaluating the potential impact however a gross up of Nomura's balance sheet is expected on adoption date and in subsequent reporting periods.                 |
| ASU 2016-13,<br><br><i>Measurement of Credit Losses on Financial Instruments</i> | Introduces a new model for recognition and measurement of credit losses against certain financial instruments such as loans, debt securities and receivables which are not carried at fair value with changes in fair value recognized through earnings. The model also applies to off balance sheet credit exposures such as written loan commitments, standby letters of credit and issued financial guarantees not accounted for as insurance, which are not carried at fair value through earnings. | Modified retrospective adoption from April 1, 2020. <sup>(3)</sup>    | Currently evaluating the potential impact but an overall increase in allowances for credit losses are expected to be recognized which will impact earnings in subsequent |

reporting periods.

The new model based on lifetime current expected credit losses (CECL) measurement, to be recognized at the time an in-scope instrument is originated, acquired or issued.

Replaces existing incurred credit losses model under current GAAP.

Requires enhanced qualitative and quantitative disclosures around credit risk, the methodology used to estimate and monitor expected credit losses and changes in estimates of expected credit losses.

- (1) As subsequently amended by ASU 2018-01 *Land Easement Practical Expedient for Transition to Topic 842* , ASU 2018-10 *Codification Improvements to Topic 842, Leases* , ASU 2018-11 *Leases (Topic 842): Targeted Improvements* , and ASU 2018-20 *Leases (Topic 842): Narrow-Scope Improvements for Lessors*.
- (2) Nomura plans to use certain practical expedients permitted by ASC 842 including adopting the new requirements through a cumulative-effect adjustment to retained earnings on adoption date.
- (3) Unless Nomura early adopts which is considered unlikely as of the date of these consolidated financial statements.

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**Table of Contents****2. Fair value measurements:****The fair value of financial instruments**

A significant amount of Nomura's financial instruments are measured at fair value. Financial assets measured at fair value on a recurring basis are reported in the consolidated balance sheets within *Trading assets and private equity investments, Loans and receivables, Collateralized agreements and Other assets*. Financial liabilities measured at fair value on a recurring basis are reported within *Trading liabilities, Short-term borrowings, Payables and deposits, Collateralized financing, Long-term borrowings and Other liabilities*.

Other financial assets and financial liabilities are measured at fair value on a nonrecurring basis, where the primary measurement basis is not fair value but where fair value is used in specific circumstances after initial recognition, such as to measure impairment.

In all cases, fair value is determined in accordance with ASC 820 *Fair Value Measurements and Disclosures* (ASC 820) which defines fair value as the amount that would be exchanged to sell a financial asset or transfer a financial liability in an orderly transaction between market participants at the measurement date. It assumes that the transaction occurs in the principal market for the relevant financial assets or financial liabilities, or in the absence of a principal market, the most advantageous market.

Fair value is usually determined on an individual financial instrument basis consistent with the unit of account of the financial instrument. However, certain financial instruments managed on a portfolio basis are valued as a portfolio, namely based on the price that would be received to sell a net long position (i.e., a net financial asset) or transfer a net short position (i.e., a net financial liability) consistent with how market participants would price the net risk exposure at the measurement date.

Financial assets measured at fair value also include investments in certain funds where, as a practical expedient, fair value is determined on the basis of net asset value per share (NAV per share) if the NAV per share is calculated in accordance with certain industry standard principles.

Increases and decreases in the fair value of assets and liabilities will significantly impact Nomura's position, performance, liquidity and capital resources. As explained below, valuation techniques applied contain inherent uncertainties and Nomura is unable to predict the accurate impact of future developments in the market. Where appropriate, Nomura uses economic hedging strategies to mitigate its risk, although these hedges are also subject to unpredictable movements in the market.

**Valuation methodology for financial instruments carried at fair value on a recurring basis**

The fair value of financial instruments is based on quoted market prices including market indices, broker or dealer quotations or an estimation by management of the expected exit price under current market conditions. Various financial instruments, including cash instruments and over-the-counter (OTC) contracts, have bid and offer prices that are observable in the market. These are measured at the point within the bid-offer range which best represents Nomura's estimate of fair value. Where quoted market prices or broker or dealer quotations are not available, prices for similar instruments or valuation pricing models are considered in the determination of fair value.

Where quoted prices are available in active markets, no valuation adjustments are taken to modify the fair value of assets or liabilities marked using such prices. Other instruments may be measured using valuation techniques, such as valuation pricing models incorporating observable valuation inputs, unobservable parameters or a combination of

both. Valuation pricing models use valuation inputs which would be considered by market participants in valuing similar financial instruments.

Valuation pricing models and their underlying assumptions impact the amount and timing of unrealized and realized gains and losses recognized, and the use of different valuation pricing models or underlying assumptions could produce different financial results. Valuation uncertainty results from a variety of factors, including the valuation technique or model selected, the quantitative assumptions used within the valuation model, the inputs into the model, as well as other factors. Valuation adjustments are used to reflect the assessment of this uncertainty. Common valuation adjustments include model reserves, credit adjustments, close-out adjustments, and other appropriate instrument-specific adjustments, such as those to reflect transfer or sale restrictions.

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The level of adjustments is largely judgmental and is based on an assessment of the factors that management believe other market participants would use in determining the fair value of similar financial instruments. The type of adjustments taken, the methodology for the calculation of these adjustments, and the valuation inputs for these calculations are reassessed periodically to reflect current market practice and the availability of new information.

For example, the fair value of certain financial instruments includes adjustments for credit risk; both with regards to counterparty credit risk on positions held and Nomura's own creditworthiness on positions issued. Credit risk on financial assets is significantly mitigated by credit enhancements such as collateral and netting arrangements. Any net credit exposure is measured using available and applicable valuation inputs for the relevant counterparty. The same approach is used to measure the credit exposure on Nomura's financial liabilities as is used to measure counterparty credit risk on Nomura's financial assets.

Such valuation pricing models are calibrated to the market on a regular basis and inputs used are adjusted for current market conditions and risks. The Global Model Validation Group (MVG) within Nomura's Risk Management Department reviews pricing models and assesses model appropriateness and consistency independently of the front office. The model reviews consider a number of factors about a model's suitability for valuation and sensitivity of a particular product. Valuation models are calibrated to the market on a periodic basis by comparison to observable market pricing, comparison with alternative models and analysis of risk profiles.

As explained above, any changes in fixed income, equity, foreign exchange and commodity markets can impact Nomura's estimates of fair value in the future, potentially affecting trading gains and losses. Where financial contracts have longer maturity dates, Nomura's estimates of fair value may involve greater subjectivity due to the lack of transparent market data.

### **Fair value hierarchy**

All financial instruments measured at fair value, including those measured at fair value using the fair value option, have been categorized into a three-level hierarchy (fair value hierarchy) based on the transparency of valuation inputs used by Nomura to estimate fair value. A financial instrument is classified in the fair value hierarchy based on the lowest level of input that is significant to the fair value measurement of the financial instrument. The three levels of the fair value hierarchy are defined as follows, with Level 1 representing the most transparent inputs and Level 3 representing the least transparent inputs:

#### Level 1:

Observable valuation inputs that reflect quoted prices (unadjusted) for identical financial instruments traded in active markets at the measurement date.

#### Level 2:

Valuation inputs other than quoted prices included within Level 1 that are either directly or indirectly observable for the financial instrument.

#### Level 3:

Unobservable valuation inputs which reflect Nomura assumptions and specific data.



The availability of valuation inputs observable in the market varies by product and can be affected by a variety of factors. Significant factors include, but are not restricted to the prevalence of similar products in the market, especially for customized products, how established the product is in the market, for example, whether it is a new product or is relatively mature, and the reliability of information provided in the market which would depend, for example, on the frequency and volume of current data. A period of significant change in the market may reduce the availability of observable data. Under such circumstances, financial instruments may be reclassified into a lower level in the fair value hierarchy.

Significant judgments used in determining the classification of financial instruments include the nature of the market in which the product would be traded, the underlying risks, the type and liquidity of market data inputs and the nature of observed transactions for similar instruments.

Where valuation models include the use of valuation inputs which are less observable or unobservable in the market, significant management judgment is used in establishing fair value. The valuations for Level 3 financial instruments, therefore, involve a greater degree of judgment than those valuations for Level 1 or Level 2 financial instruments.

Certain criteria management use to determine whether a market is active or inactive include the number of transactions, the frequency that pricing is updated by other market participants, the variability of price quotes among market participants, and the amount of publicly available information.

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The following tables present the amounts of Nomura's financial instruments measured at fair value on a recurring basis as of March 31, 2018 and December 31, 2018 within the fair value hierarchy.

|   | Billions of yen<br>March 31, 2018 |                 |              |  | Balance as of<br>March 31, 2018 |
|---|-----------------------------------|-----------------|--------------|--|---------------------------------|
|   | Level 1                           | Level 2         | Level 3      | Counterparty<br>and Cash<br>Collateral<br>Netting <sup>(1)</sup> |                                 |
| <b>Assets:</b>  |                                   |                 |              |  |                                 |
| Trading assets and private equity investments <sup>(2)</sup>      |                                   |                 |              |  |                                 |
| Equities <sup>(3)</sup>   | ¥ 1,741                           | ¥ 907           | ¥ 21         | ¥  | ¥ 2,669                         |
| Private equity investments <sup>(3)</sup>                         |                                   | 3               | 3            |  | 6                               |
| Japanese government securities                                    | 2,205                             |                 |              |  | 2,205                           |
| Japanese agency and municipal securities                          |                                   | 188             | 1            |  | 189                             |
| Foreign government, agency and municipal securities               | 2,980                             | 1,234           | 6            |  | 4,220                           |
| Bank and corporate debt securities and loans for trading purposes |                                   | 1,186           | 139          |  | 1,325                           |
| Commercial mortgage-backed securities ( CMBS )                    |                                   | 2               | 2            |  | 4                               |
| Residential mortgage-backed securities ( RMBS )                   |                                   | 2,803           | 0            |  | 2,803                           |
| Real estate-backed securities                                     |                                   |                 | 63           |  | 63                              |
| Collateralized debt obligations ( CDOs ) and other <sup>(4)</sup> |                                   | 62              | 24           |  | 86                              |
| Investment trust funds and other                                  | 271                               | 67              | 1            |  | 339                             |
| <b>Total trading assets and private equity investments</b>        | <b>7,197</b>                      | <b>6,452</b>    | <b>260</b>   |  | <b>13,909</b>                   |
| <b>Derivative assets<sup>(5)(13)</sup></b>                        |                                   |                 |              |  |                                 |
| Equity contracts  | 2                                 | 973             | 36           |  | 1,011                           |
| Interest rate contracts   | 16                                | 8,009           | 71           |  | 8,096                           |
| Credit contracts  | 0                                 | 498             | 17           |  | 515                             |
| Foreign exchange contracts  | 0                                 | 5,447           | 48           |  | 5,495                           |
| Commodity contracts   | 1                                 | 0               |              |  | 1                               |
| Netting   |                                   |                 |              | (14,094)   | (14,094)                        |
| <b>Total derivative assets</b>                                    | <b>19</b>                         | <b>14,927</b>   | <b>172</b>   | <b>(14,094)</b>  | <b>1,024</b>                    |
| <b>Subtotal</b>   | <b>¥ 7,216</b>                    | <b>¥ 21,379</b> | <b>¥ 432</b> | <b>¥ (14,094)</b>  | <b>¥ 14,933</b>                 |
| Loans and receivables <sup>(6)</sup>                              |                                   | 484             | 70           |  | 554                             |
| Collateralized agreements <sup>(7)</sup>                          |                                   | 1,181           | 5            |  | 1,186                           |
| <b>Other assets</b>   |                                   |                 |              |  |                                 |
| Non-trading debt securities                                       | 133                               | 353             |              |  | 486                             |

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|   |               |                |              |                   |          |               |
|---|---------------|----------------|--------------|-------------------|----------|---------------|
| Other <sup>(2)(3)</sup>   | 463           | 15             | 169          |                   |          | 647           |
| <b>Total</b>  | <b>¥7,812</b> | <b>¥23,412</b> | <b>¥ 676</b> | <b>¥ (14,094)</b> | <b>¥</b> | <b>17,806</b> |
| <b>Liabilities:</b>   |               |                |              |                   |          |               |
| <b>Trading liabilities</b>  |               |                |              |                   |          |               |
| Equities  | ¥1,146        | ¥ 191          | ¥ 1          | ¥                 | ¥        | 1,338         |
| Japanese government securities                                    | 2,263         |                |              |                   |          | 2,263         |
| Japanese agency and municipal securities                          |               | 1              |              |                   |          | 1             |
| Foreign government, agency and municipal securities               | 2,786         | 590            |              |                   |          | 3,376         |
| Bank and corporate debt securities                                |               | 391            | 0            |                   |          | 391           |
| Residential mortgage-backed securities ( RMBS )                   |               | 1              |              |                   |          | 1             |
| Collateralized debt obligations ( CDOs ) and other <sup>(4)</sup> |               | 3              | 0            |                   |          | 3             |
| Investment trust funds and other                                  | 71            | 25             | 0            |                   |          | 96            |
| <b>Total trading liabilities</b>                                  | <b>6,266</b>  | <b>1,202</b>   | <b>1</b>     |                   |          | <b>7,469</b>  |
| <b>Derivative liabilities<sup>(5)(13)</sup></b>                   |               |                |              |                   |          |               |
| Equity contracts  | 1             | 1,080          | 37           |                   |          | 1,118         |
| Interest rate contracts   | 9             | 7,427          | 124          |                   |          | 7,560         |
| Credit contracts  | 0             | 410            | 15           |                   |          | 425           |
| Foreign exchange contracts  | 0             | 5,066          | 21           |                   |          | 5,087         |
| Commodity contracts   | 1             | 0              |              |                   |          | 1             |
| Netting   |               |                |              | (13,457)          |          | (13,457)      |
| <b>Total derivative liabilities</b>                               | <b>11</b>     | <b>13,983</b>  | <b>197</b>   | <b>(13,457)</b>   |          | <b>734</b>    |
| <b>Subtotal</b>   | <b>¥6,277</b> | <b>¥15,185</b> | <b>¥ 198</b> | <b>¥ (13,457)</b> | <b>¥</b> | <b>8,203</b>  |
| Short-term borrowings <sup>(8)</sup>                              |               | 355            | 17           |                   |          | 372           |
| Payables and deposits <sup>(9)</sup>                              |               | 0              | (1)          |                   |          | (1)           |
| Collateralized financing <sup>(7)</sup>                           |               | 566            | 3            |                   |          | 569           |
| Long-term borrowings <sup>(8)(10)(11)</sup>                       | 18            | 2,403          | 429          |                   |          | 2,850         |
| Other liabilities <sup>(12)</sup>                                 | 293           | 33             | 1            |                   |          | 327           |
| <b>Total</b>  | <b>¥6,588</b> | <b>¥18,542</b> | <b>¥ 647</b> | <b>¥ (13,457)</b> | <b>¥</b> | <b>12,320</b> |

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|   | <b>Billions of yen<br/>December 31, 2018</b> |                 |                |          | <b>Counterparty<br/>and Cash<br/>Collateral<br/>Netting<sup>(1)</sup></b> | <b>Balance as of<br/>December 31, 2018</b> |
|---|--|-----------------|----------------|----------|---|--|
|   | <b>Level 1</b>                               | <b>Level 2</b>  | <b>Level 3</b> |          |   |  |
| <b>Assets:</b>  |  |                 |                |          |   |  |
| Trading assets and private equity investments <sup>(2)</sup>      |  |                 |                |          |   |  |
| Equities <sup>(3)</sup>   | ¥ 1,273                                      | ¥ 998           | ¥ 16           | ¥        |   | ¥ 2,287                                    |
| Private equity investments <sup>(3)</sup>                         |  | 2               | 9              |          |   | 11   |
| Japanese government securities                                    | 2,494  |                 |                |          |   | 2,494                                      |
| Japanese agency and municipal securities                          |  | 244             | 1              |          |   | 245  |
| Foreign government, agency and municipal securities               | 4,815  | 1,408           | 7              |          |   | 6,230                                      |
| Bank and corporate debt securities and loans for trading purposes |  | 1,070           | 163            |          |   | 1,233                                      |
| Commercial mortgage-backed securities ( CMBS )                    |  | 2               | 1              |          |   | 3  |
| Residential mortgage-backed securities ( RMBS )                   |  | 3,436           | 2              |          |   | 3,438                                      |
| Real estate-backed securities                                     |  | 7               | 103            |          |   | 110  |
| Collateralized debt obligations ( CDOs ) and other <sup>(4)</sup> |  | 48              | 27             |          |   | 75   |
| Investment trust funds and other                                  | 430  | 56              | 1              |          |   | 487  |
| <b>Total trading assets and private equity investments</b>        | <b>9,012</b>                                 | <b>7,271</b>    | <b>330</b>     |          |   | <b>16,613</b>                              |
| <b>Derivative assets<sup>(5)</sup></b>                            |  |                 |                |          |   |  |
| Equity contracts  | 0  | 861             | 50             |          |   | 911  |
| Interest rate contracts   | 9  | 7,812           | 11             |          |   | 7,832                                      |
| Credit contracts  | 1  | 352             | 38             |          |   | 391  |
| Foreign exchange contracts  | 1  | 5,450           | 45             |          |   | 5,496                                      |
| Commodity contracts   | 0  | 0               |                |          |   | 0  |
| Netting   |  |                 |                |          | (13,741)  | (13,741)                                   |
| <b>Total derivative assets</b>                                    | <b>11</b>                                    | <b>14,475</b>   | <b>144</b>     |          | <b>(13,741)</b>   | <b>889</b>                                 |
| <b>Subtotal</b>   | <b>¥ 9,023</b>                               | <b>¥ 21,746</b> | <b>¥ 474</b>   | <b>¥</b> | <b>(13,741)</b>   | <b>¥ 17,502</b>                            |
| Loans and receivables <sup>(6)</sup>                              |  | 537             | 114            |          |   | 651  |
| Collateralized agreements <sup>(7)</sup>                          |  | 561             | 10             |          |   | 571  |
| <b>Other assets</b>   |  |                 |                |          |   |  |
| Non-trading debt securities                                       | 139  | 319             |                |          |   | 458  |
| Other <sup>(2)(3)</sup>   | 333  | 7               | 159            |          |   | 499  |
| <b>Total</b>  | <b>¥ 9,495</b>                               | <b>¥ 23,170</b> | <b>¥ 757</b>   | <b>¥</b> | <b>(13,741)</b>   | <b>¥ 19,681</b>                            |

## Liabilities:

|   |         |          |       |            |   |          |
|---|---------|----------|-------|------------|---|----------|
| Trading liabilities   |         |          |       |            |   |          |
| Equities  | ¥ 1,272 | ¥ 203    | ¥ 0   | ¥          | ¥ | 1,475    |
| Japanese government securities                                    | 1,347   |          |       |            |   | 1,347    |
| Japanese agency and municipal securities                          |         | 3        |       |            |   | 3        |
| Foreign government, agency and municipal securities               | 2,605   | 973      |       |            |   | 3,578    |
| Bank and corporate debt securities                                |         | 337      | 0     |            |   | 337      |
| Residential mortgage-backed securities ( RMBS )                   |         | 0        |       |            |   | 0        |
| Collateralized debt obligations ( CDOs ) and other <sup>(4)</sup> |         | 0        | 0     |            |   | 0        |
| Investment trust funds and other                                  | 126     | 49       | 0     |            |   | 175      |
| Total trading liabilities   | 5,350   | 1,565    | 0     |            |   | 6,915    |
| Derivative liabilities <sup>(5)</sup>                             |         |          |       |            |   |          |
| Equity contracts  | 0       | 973      | 40    |            |   | 1,013    |
| Interest rate contracts   | 5       | 7,318    | 66    |            |   | 7,389    |
| Credit contracts  | 1       | 341      | 48    |            |   | 390      |
| Foreign exchange contracts  |         | 5,275    | 19    |            |   | 5,294    |
| Commodity contracts   | 2       | 0        | 0     |            |   | 2        |
| Netting   |         |          |       | (13,311)   |   | (13,311) |
| Total derivative liabilities                                      | 8       | 13,907   | 173   | (13,311)   |   | 777      |
| Subtotal  | ¥ 5,358 | ¥ 15,472 | ¥ 173 | ¥ (13,311) | ¥ | 7,692    |
| Short-term borrowings <sup>(8)</sup>                              |         | 260      | 43    |            |   | 303      |
| Payables and deposits <sup>(9)</sup>                              |         | 0        | 0     |            |   | 0        |
| Collateralized financing <sup>(7)</sup>                           |         | 288      | 3     |            |   | 291      |
| Long-term borrowings <sup>(8)(10)(11)</sup>                       | 31      | 2,707    | 461   |            |   | 3,199    |
| Other liabilities <sup>(12)</sup>                                 | 195     | 18       | 0     |            |   | 213      |
| Total   | ¥ 5,584 | ¥ 18,745 | ¥ 680 | ¥ (13,311) | ¥ | 11,698   |

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- (1) Represents the amount offset under counterparty netting of derivative assets and liabilities as well as cash collateral netting against net derivatives.
- (2) Certain investments that are measured at fair value using net asset value per share as a practical expedient have not been classified in the fair value hierarchy. As of March 31, 2018 and December 31, 2018, the fair values of these investments which are included in *Trading assets and private equity investments* were ¥47 billion and ¥35 billion, respectively. As of March 31, 2018 and December 31, 2018, the fair values of these investments which are included in *Other assets Others* were ¥2 billion and ¥1 billion, respectively.
- (3) Includes equity investments that would have been accounted for under the equity method had Nomura not chosen to elect the fair value option.
- (4) Includes collateralized loan obligations ( CLOs ) and asset-backed securities ( ABS ) such as those secured on credit card loans, auto loans and student loans.
- (5) Each derivative classification includes derivatives with multiple risk underlyings. For example, interest rate contracts include complex derivatives referencing interest rate risk as well as foreign exchange risk or other factors such as prepayment rates. Credit contracts include credit default swaps as well as derivatives referencing corporate and government debt securities.
- (6) Includes loans for which the fair value option has been elected.
- (7) Includes collateralized agreements or collateralized financing for which the fair value option has been elected.
- (8) Includes structured notes for which the fair value option has been elected.
- (9) Includes embedded derivatives bifurcated from deposits received at banks. If unrealized gains are greater than unrealized losses, deposits are reduced by the excess amount.
- (10) Includes embedded derivatives bifurcated from issued structured notes. If unrealized gains are greater than unrealized losses, borrowings are reduced by the excess amount.
- (11) Includes liabilities recognized from secured financing transactions that are accounted for as financings rather than sales. Nomura elected the fair value option for these liabilities.
- (12) Includes loan commitments for which the fair value option has been elected.
- (13) Due to the changes in our accounting policy which Nomura adopted on April 1, 2018, certain reclassifications of previously reported amounts have been made to conform to the current year presentation. Please refer to Note 1. *Basis of accounting* for further details.

**Table of Contents****Valuation techniques by major class of financial instrument**

The valuation techniques used by Nomura to estimate fair value for major classes of financial instruments, together with the significant inputs which determine classification in the fair value hierarchy, are as follows.

*Equities and equity securities reported within Other assets* Equities and equity securities reported within *Other assets* include direct holdings of both listed and unlisted equity securities, and fund investments. The fair value of listed equity securities is determined using quoted prices for identical securities from active markets where available. These valuations should be in line with market practice and therefore can be based on bid prices or mid-market prices. Nomura determines whether the market is active depending on the sufficiency and frequency of trading activity. Where these securities are classified in Level 1 of the fair value hierarchy, no valuation adjustments are made to fair value. Listed equity securities traded in inactive markets are also generally valued using the exchange price and are classified in Level 2. Whilst rare in practice, Nomura may apply a discount or liquidity adjustment to the exchange price of a listed equity security traded in an inactive market if the exchange price is not considered to be an appropriate representation of fair value. These adjustments are determined by individual security and are not determined or influenced by the size of holding. The amount of such adjustments made to listed equity securities traded in inactive markets was ¥nil as of March 31, 2018 and December 31, 2018, respectively. The fair value of unlisted equity securities is determined using the same methodology as private equity investments described below and are usually classified in Level 3 because significant valuation inputs such as liquidity discounts and credit spreads are unobservable. As a practical expedient, fund investments which do not have a readily determinable fair value are generally valued using NAV per share where available. Publicly traded mutual funds which are valued using a daily NAV per share are classified in Level 1. Fund investments where Nomura has the ability to redeem its investment with the investee at NAV per share as of the balance sheet date or within the near term are classified in Level 2. Fund investments where Nomura does not have the ability to redeem in the near term or does not know when it can redeem are classified in Level 3.

*Private equity investments* The determination of fair value of unlisted private equity investments requires significant management judgment because the investments, by their nature, have little or no price transparency. Private equity investments are initially carried at cost as an approximation of fair value. Adjustments to carrying value are made if there is third-party evidence of a change in value. Adjustments are also made, in the absence of third-party transactions, if it is determined that the expected exit price of the investment is different from carrying value. In reaching that determination, Nomura primarily uses either a discounted cash flow ( DCF ) or market multiple valuation technique. A DCF valuation technique incorporates estimated future cash flows to be generated from the underlying investee, as adjusted for an appropriate growth rate discounted at a weighted average cost of capital ( WACC ). Market multiple valuation techniques include comparables such as Enterprise Value/earnings before interest, taxes, depreciation and amortization ( EV/EBITDA ) ratios, Price/Earnings ( PE ) ratios, Price/Book ratios, Price/Embedded Value ratios and other multiples based on relationships between numbers reported in the financial statements of the investee and the price of comparable companies. A liquidity discount may also be applied to either a DCF or market multiple valuation to reflect the specific characteristics of the investee. The liquidity discount includes considerations for various uncertainties in the model and inputs to valuation. Where possible these valuations are compared with the operating cash flows and financial performance of the investee or properties relative to budgets or projections, price/earnings data for similar quoted companies, trends within sectors and/or regions and any specific rights or terms associated with the investment, such as conversion features and liquidation preferences. Private equity investments are generally classified in Level 3 since the valuation inputs such as those mentioned above are usually unobservable.

*Government, agency and municipal securities* The fair value of Japanese and other G7 government securities is primarily determined using quoted market prices, executable broker or dealer quotations, or alternative pricing sources. These securities are traded in active markets and therefore are classified within Level 1 of the fair value

hierarchy. Non-G7 government securities, agency securities and municipal securities are valued using similar pricing sources but are generally classified in Level 2 as they are traded in inactive markets. Certain non-G7 securities may be classified in Level 1 because they are traded in active markets. Certain securities may be classified in Level 3 because they are traded infrequently and there is not sufficient information from comparable securities to classify them in Level 2. These are valued using DCF valuation techniques which include significant unobservable inputs such as credit spreads of the issuer.

*Bank and corporate debt securities* The fair value of bank and corporate debt securities is primarily determined using DCF valuation techniques but also using broker or dealer quotations and recent market transactions of identical or similar debt securities, if available. Consideration is given to the nature of the broker and dealer quotations, namely whether these are indicative or executable, the number of available quotations and how these quotations compare to any available recent market activity or alternative pricing sources. The significant valuation inputs used for DCF valuations are yield curves, asset swap spreads, recovery rates and credit spreads of the issuer. Bank and corporate debt securities are generally classified in Level 2 of the fair value hierarchy because these valuation inputs are usually observable or market-corroborated. Certain bank and corporate debt securities will be classified in Level 3 because they are traded infrequently and there is insufficient information from comparable securities to classify them in Level 2, or credit spreads or recovery rates of the issuer used in DCF valuations are unobservable.

*Commercial mortgage-backed securities ( CMBS ) and Residential mortgage-backed securities ( RMBS )* The fair value of CMBS and RMBS is primarily determined using DCF valuation techniques but also using broker or dealer quotations and recent market transactions of identical or similar securities, if available. Consideration is given to the nature of the broker and dealer quotations, namely whether these are indicative or executable, the number of available quotations and how these quotations compare to any available recent market activity or alternative pricing sources. The significant valuation inputs include yields, prepayment rates, default probabilities and loss severities. CMBS and RMBS securities are generally classified in Level 2 because these valuation inputs are observable or market-corroborated. Certain CMBS and RMBS positions will be classified in Level 3 because they are traded infrequently and there is insufficient information from comparable securities to classify them in Level 2, or one or more of the significant valuation inputs used in DCF valuations are unobservable.



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*Real estate-backed securities* The fair value of real estate-backed securities is determined using broker or dealer quotations, recent market transactions or by reference to a comparable market index. Consideration is given to the nature of the broker and dealer quotations, namely whether these are indicative or executable, the number of available quotations and how these quotations compare to any available recent market activity or alternative pricing sources. Where all significant inputs are observable, the securities will be classified in Level 2. For certain securities, no direct pricing sources or comparable securities or indices may be available. These securities are valued using DCF or valuation techniques and are classified in Level 3 as the valuation includes significant unobservable valuation inputs such as yields or loss severities.

*Collateralized debt obligations ( CDOs ) and other* The fair value of CDOs is primarily determined using DCF valuation techniques but also using broker or dealer quotations and recent market transactions of identical or similar securities, if available. Consideration is given to the nature of the broker and dealer quotations, namely whether these are indicative or executable, the number of available quotations and how these quotations compare to any available recent market activity or alternative pricing sources. The significant valuation inputs used include market spread data for each credit rating, yields, prepayment rates, default probabilities and loss severities. CDOs are generally classified in Level 2 of the fair value hierarchy because these valuation inputs are observable or market-corroborated. CDOs will be classified in Level 3 where one or more of the significant valuation inputs used in the DCF valuations are unobservable.

*Investment trust funds and other* The fair value of investment trust funds is primarily determined using NAV per share. Publicly traded funds which are valued using a daily NAV per share are classified in Level 1 of the fair value hierarchy. For funds that are not publicly traded but Nomura has the ability to redeem its investment with the investee at NAV per share on the balance sheet date or within the near term, the investments are classified in Level 2. Investments where Nomura does not have the ability to redeem in the near term or does not know when it can redeem are classified in Level 3. The fair value of certain other investments reported within *Investment trust funds and other* is determined using DCF valuation techniques. These investments are classified in Level 3 as the valuation includes significant unobservable valuation inputs such as credit spreads of issuer and correlation.

*Derivatives Equity contracts* Nomura enters into both exchange-traded and OTC equity derivative transactions such as index and equity options, equity basket options and index and equity swaps. Where these derivatives are traded in active markets and the exchange price is representative of fair value, the fair value of exchange-traded equity derivatives is determined using an unadjusted exchange price and classified in Level 1 of the fair value hierarchy. The fair value of exchange-traded equity derivatives which are traded in inactive markets or where the exchange price is not representative of fair value is determined using a model price and are classified in Level 2. The fair value of OTC equity derivatives is determined through option models such as Black-Scholes and Monte Carlo simulation. The significant valuation inputs used include equity prices, dividend yields, volatilities and correlations. Valuation adjustments are also made to model valuations in order to reflect counterparty credit risk on derivative assets and Nomura's own creditworthiness on derivative liabilities. OTC equity derivatives are generally classified in Level 2 because all significant valuation inputs and adjustments are observable or market-corroborated. Certain less liquid vanilla or more complex equity derivatives are classified in Level 3 where dividend yield, volatility or correlation valuation inputs are significant and unobservable.

*Derivatives Interest rate contracts* Nomura enters into both exchange-traded and OTC interest rate derivative transactions such as interest rate swaps, currency swaps, interest rate options, forward rate agreements, swaptions, caps and floors. Where these derivatives are traded in active markets and the exchange price is representative of fair value, the fair value of exchange-traded interest rate derivatives is determined using an unadjusted exchange price and classified in Level 1 of the fair value hierarchy. The fair value of exchange-traded interest rate derivatives which are traded in inactive markets or where the exchange price is not representative of fair value is determined using a model

price and are classified in Level 2. The fair value of OTC interest rate derivatives is determined through DCF valuation techniques as well as option models such as Black-Scholes and Monte Carlo simulation. The significant valuation inputs used include interest rates, forward foreign exchange ( FX ) rates, volatilities and correlations. Valuation adjustments are also made to model valuations in order to reflect counterparty credit risk on derivative assets and Nomura's own creditworthiness on derivative liabilities. OTC interest rate derivatives are generally classified in Level 2 because all significant valuation inputs and adjustments are observable or market-corroborated. Certain less liquid vanilla or more complex OTC interest rate derivatives are classified in Level 3 where interest rate, volatility or correlation valuation inputs are significant and unobservable.

*Derivatives Credit contracts* Nomura enters into OTC credit derivative transactions such as credit default swaps and credit options on single names, indices or baskets of assets. The fair value of OTC credit derivatives is determined through DCF valuation techniques as well as option models such as Black-Scholes and Monte Carlo simulation. The significant valuation inputs used include interest rates, credit spreads, recovery rates, default probabilities, volatilities and correlations. Valuation adjustments are also made to model valuations in order to reflect counterparty credit risk on derivative assets and Nomura's own creditworthiness on derivative liabilities. OTC credit derivatives are generally classified in Level 2 of the fair value hierarchy because all significant valuation inputs and adjustments are observable or market-corroborated. Certain less liquid vanilla or more complex OTC credit derivatives are classified in Level 3 where credit spread, recovery rate, volatility or correlation valuation inputs are significant and unobservable.

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*Derivatives Foreign exchange contracts* Nomura enters into both exchange-traded and OTC foreign exchange derivative transactions such as foreign exchange forwards and currency options. The fair value of exchange-traded foreign exchange derivatives which are traded in inactive markets or where the exchange price is not representative of fair value is determined using a model price and are classified in Level 2. The fair value of OTC foreign exchange derivatives is determined through DCF valuation techniques as well as option models such as Black-Scholes and Monte Carlo simulation. The significant valuation inputs used include interest rates, forward FX rates, spot FX rates and volatilities. Valuation adjustments are also made to model valuations in order to reflect counterparty credit risk on derivative assets and Nomura's own creditworthiness on derivative liabilities. OTC foreign exchange derivatives are generally classified in Level 2 because all significant valuation inputs and adjustments are observable or market-corroborated. Certain foreign exchange derivatives are classified in Level 3 where interest rates, volatility or correlation valuation inputs are significant and unobservable.

Nomura includes valuation adjustments in its estimation of fair value of certain OTC derivatives relating to funding costs associated with these transactions to be consistent with how market participants in the principal market for these derivatives would determine fair value.

*Loans* The fair value of loans carried at fair value either as trading assets or through election of the fair value option is primarily determined using DCF valuation techniques as quoted prices are typically not available. The significant valuation inputs used are similar to those used in the valuation of corporate debt securities described above. Loans are generally classified in Level 2 of the fair value hierarchy because all significant valuation inputs are observable. Certain loans, however, are classified in Level 3 because they are traded infrequently and there is not sufficient information from comparable securities to classify them in Level 2 or credit spreads of the issuer used in DCF valuations are significant and unobservable.

*Collateralized agreements and Collateralized financing* The primary types of collateralized agreement and financing transactions carried at fair value are reverse repurchase and repurchase agreements elected for the fair value option. The fair value of these financial instruments is primarily determined using DCF valuation techniques. The significant valuation inputs used include interest rates and collateral funding spreads such as general collateral or special rates. Reverse repurchase and repurchase agreements are generally classified in Level 2 of the fair value hierarchy because these valuation inputs are usually observable.

*Non-trading debt securities* These are debt securities held by certain non-trading subsidiaries in the group and are valued and classified in the fair value hierarchy using the same valuation techniques used for other debt securities classified as *Government, agency and municipal securities* and *Bank and corporate debt securities* described above.

*Short-term and long-term borrowings ( Structured notes )* Structured notes are debt securities issued by Nomura or by consolidated variable interest entities ( VIEs ) which contain embedded features that alter the return to the investor from simply receiving a fixed or floating rate of interest to a return that depends upon some other variables, such as an equity or equity index, commodity price, foreign exchange rate, credit rating of a third party or a more complex interest rate (i.e., an embedded derivative).

The fair value of structured notes is determined using a quoted price in an active market for the identical liability if available, and where not available, using a mixture of valuation techniques that use the quoted price of the identical liability when traded as an asset, quoted prices for similar liabilities, similar liabilities when traded as assets, or an internal model which combines DCF valuation techniques and option pricing models, depending on the nature of the embedded features within the structured note. Where an internal model is used, Nomura estimates the fair value of both the underlying debt instrument and the embedded derivative components. The significant valuation inputs used to estimate the fair value of the debt instrument component include yield curves, prepayment rates default probabilities

and loss severities. The significant valuation inputs used to estimate the fair value of the embedded derivative component are the same as those used for the relevant type of freestanding OTC derivative discussed above. A valuation adjustment is also made to the entire structured note in order to reflect Nomura's own creditworthiness. This adjustment is determined based on recent observable secondary market transactions and executable broker quotes involving Nomura debt instruments and is therefore typically treated as a Level 2 valuation input. Structured notes are generally classified in Level 2 of the fair value hierarchy as all significant valuation inputs and adjustments are observable. Where any unobservable inputs are significant, such as yields, prepayment rates, default probabilities, loss severities, volatilities and correlations used to estimate the fair value of the embedded derivative component, structured notes are classified in Level 3.

*Long-term borrowings ( Secured financing transactions )* Secured financing transactions are liabilities recognized when a transfer of a financial asset does not meet the criteria for sales accounting under ASC 860 *Transfer and Servicing* ( ASC 860 ) and therefore the transaction is accounted for as a secured borrowing. These liabilities are valued using the same valuation techniques that are applied to the transferred financial assets which remain on the consolidated balance sheets and are therefore classified in the same level in the fair value hierarchy as the transferred financial assets. These liabilities do not provide general recourse to Nomura and therefore no adjustment is made to reflect Nomura's own creditworthiness.

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**Level 3 financial instruments**

The valuation of Level 3 financial assets and liabilities is dependent on certain significant valuation inputs which are unobservable. Common characteristics of an inactive market include a low number of transactions of the financial instrument, stale or non-current price quotes, price quotes that vary substantially either over time or among market makers, non-executable broker quotes or little publicly released information.

If corroborative evidence is not available to value Level 3 financial instruments, fair value may be measured using other equivalent products in the market. The level of correlation between the specific Level 3 financial instrument and the available benchmark instrument is considered as an unobservable valuation input. Other techniques for determining an appropriate value for unobservable input may consider information such as consensus pricing data among certain market participants, historical trends, extrapolation from observable market data and other information Nomura would expect market participants to use in valuing similar instruments.

Use of reasonably possible alternative valuation input assumptions to value Level 3 financial instruments will significantly influence fair value determination. Ultimately, the uncertainties described above about input assumptions imply that the fair value of Level 3 financial instruments is a judgmental estimate. The specific valuation for each instrument is based on management's judgment of prevailing market conditions, in accordance with Nomura's established valuation policies and procedures.

**Table of Contents****Quantitative and qualitative information regarding significant unobservable inputs**

The following tables present quantitative and qualitative information about the significant unobservable valuation inputs used by Nomura to measure the fair value of financial instruments classified in Level 3 as of March 31, 2018 and December 31, 2018. These financial instruments will also typically include observable valuation inputs (i.e. Level 1 or Level 2 valuation inputs) which are not included in the table and are also often hedged using financial instruments which are classified in Level 1 or Level 2 of the fair value hierarchy. Changes in each of these significant unobservable valuation inputs used by Nomura will impact upon the fair value measurement of the financial instrument. The following tables also therefore qualitatively summarize how an increase in those significant unobservable valuation inputs to a different amount might result in a higher or lower fair value measurement at the reporting date and summarize the interrelationship between significant unobservable valuation inputs where more than one is used to measure fair value.

| Financial Instrument  | Fair value in billions of yen | Valuation technique | Significant unobservable valuation input | Range of valuation inputs <sup>(1)</sup> |                | Weighted Average <sup>(2)</sup> | Impact of increases in significant unobservable valuation inputs <sup>(3)(4)</sup> | Interrelationships between valuation inputs <sup>(5)</sup> |
|---|-------------------------------|---------------------|--|--|----------------|---------------------------------|--|--|
|   |                               |                     |  |  |                |                                 |  |  |
| <b>March 31, 2018</b>   |                               |                     |  |  |                |                                 |  |  |
| <b>Assets:</b>  |                               |                     |  |  |                |                                 |  |  |
| Trading assets and private equity investments                     |                               |                     |  |  |                |                                 |  |  |
| Equities  | ¥ 21                          | DCF                 | Liquidity discounts                      | 27.5                                     | 75.0%          | 68.3%                           | Lower fair value   | Not applicable   |
| Foreign government, agency and municipal securities               | 6                             | DCF                 | Credit spreads                           | 0.0                                      | 6.7%           | 0.8%                            | Lower fair value   | Not applicable   |
| Bank and corporate debt securities and loans for trading purposes | 139                           | DCF                 | Credit spreads<br>Recovery rates         | 0.1<br>0.0                               | 19.6%<br>98.0% | 4.1%<br>74.7%                   | Lower fair value<br>Higher fair value  | No predictable interrelationship                           |
| Commercial mortgage-backed securities                             | 2                             | DCF                 | Yields                                   | 6.6                                      | 8.9%           | 7.7%                            | Lower fair value   | Not applicable   |

( CMBS )

|  |    |     |                       |      |        |       |                  |   |
|--|----|-----|-----------------------|------|--------|-------|------------------|---|
| Real estate-backed securities                      | 63 | DCF | Yields                | 6.2  | 23.9%  | 16.3% | Lower fair value | No predictable interrelationship  |
|  |    |     | Loss severities       | 0.0  | 70.8%  | 8.1%  | Lower fair value |   |
| Collateralized debt obligations ( CDOs ) and other | 24 | DCF | Yields                | 6.0  | 24.0%  | 13.1% | Lower fair value | Change in default probabilities typically accompanied by                                |
|  |    |     | Prepayment rates      |      | 20.0%  | 20.0% | Lower fair value |   |
|  |    |     |                       | 1.0  | 2.0%   | 91.6% | Lower fair value | directionally similar change in loss severities and opposite change in prepayment rates |
|  |    |     | Default probabilities | 40.0 | 100.0% |       | Lower fair value |   |
| Loss severities                                    |    |     |                       |      |        |       |                  |   |

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March 31, 2018

| Financial Instrument       | Fair value in billions of yen | Valuation technique | Significant unobservable valuation input | Range of valuation inputs <sup>(1)</sup> |          | Weighted Average <sup>(2)</sup> | Impact of increases in significant unobservable valuation inputs <sup>(3)(4)</sup> | Interrelationships between valuation inputs <sup>(5)</sup> |
|----------------------------|-------------------------------|---------------------|--|--|----------|---------------------------------|--|--|
|                            |                               |                     |  |  |          |                                 |  |  |
| Derivatives, net:          |                               |                     |  |  |          |                                 |  |  |
| Equity contracts           | ¥ (1)                         | Option models       | Dividend yield                           | 0.0                                      | 11.5%    |                                 | Higher fair value  | No predictable interrelationship                           |
|                            |                               |                     | Volatilities                             | 7.3                                      | 64.0%    |                                 | Higher fair value  |  |
|                            |                               |                     | Correlations                             | (0.84)                                   | 0.95     |                                 | Higher fair value  |  |
| Interest rate contracts    | (53)                          | DCF/                | Interest rates                           | 0.2                                      | 3.0%     |                                 | Higher fair value  | No predictable interrelationship                           |
|                            |                               | Option models       | Volatilities                             | 11.2                                     | 15.7%    |                                 | Higher fair value  |  |
|                            |                               |                     | Volatilities                             | 28.0                                     | 71.2 bp  |                                 | Higher fair value  |  |
|                            |                               |                     | Correlations                             | (0.67)                                   | 0.98     |                                 | Higher fair value  |  |
|                            |                               |                     |  |  |          |                                 | Higher fair value  |  |
| Credit contracts           | 2                             | DCF/                | Credit spreads                           | 0.0                                      | 122.1%   |                                 | Higher fair value  | No predictable interrelationship                           |
|                            |                               | Option models       | Recovery rates                           | 0.0                                      | 90.0%    |                                 | Higher fair value  |  |
|                            |                               |                     | Volatilities                             | 35.0                                     | 83.0%    |                                 | Higher fair value  |  |
|                            |                               |                     | Correlations                             | 0.34                                     | 0.82     |                                 | Higher fair value  |  |
|                            |                               |                     |  |  |          |                                 | Higher fair value  |  |
| Foreign exchange contracts | 27                            | DCF/                | Interest rates                           | 0.2                                      | 2.6%     |                                 | Higher fair value  | No predictable interrelationship                           |
|                            |                               |                     | Volatilities                             |  |          |                                 | Higher fair value  |  |
|                            |                               | Option models       | Volatilities                             | 2.4                                      | 23.7%    |                                 | Higher fair value  |  |
|                            |                               |                     | Correlations                             | 237.0                                    | 280.0 bp |                                 | Higher fair value  |  |
|                            |                               |                     |  | (0.25)                                   | 0.80     |                                 | Higher fair value  |  |



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|                           |     |                       |  |                       |                          |        |   |   |
|---------------------------|-----|-----------------------|--|-----------------------|--------------------------|--------|---|---|
| Loans and receivables     | 70  | DCF                   | Credit spreads                               | 0.0                   | 9.5%                     | 4.0%   | Lower fair value  | Not applicable  |
| Collateralized agreements | 5   | DCF                   | Repo rate                                    |                       | 3.5%                     | 3.5%   | Lower fair value  | Not applicable  |
| Other assets              |     |                       |  |                       |                          |        |   |   |
| Other <sup>(6)</sup>      | 169 | DCF                   | WACC   | 11.4%                 |                          | 11.4%  | Lower fair value  | No predictable interrelationship  |
|                           |     |                       | Growth rates                                 | 2.5%                  |                          | 2.5%   | Higher fair value   |   |
|                           |     |                       | Liquidity discounts                          | 10.0%                 |                          | 10.0%  | Lower fair value  |   |
|                           |     | Market multiples      | EV/EBITDA ratios                             | 3.3                   | 7.8 x                    | 5.7 x  | Higher fair value   | Generally changes in multiples results in a corresponding similar directional change in a fair value measurement, assuming earnings levels remain constant. |
|                           |     |                       | PE ratios                                    | 7.5                   | 126.4 x                  | 23.0 x | Higher fair value   |   |
|                           |     |                       | Price/Book ratios                            | 0.0                   | 2.2 x                    | 0.6 x  | Lower fair value  |   |
|                           |     |                       | Liquidity discounts                          | 10.0                  | 30.0%                    | 29.0%  | Higher fair value   |   |
| Liabilities:              |     |                       |  |                       |                          |        |   |   |
| Short-term borrowings     | 17  | DCF/<br>Option models | Volatilities<br>Correlations                 | 7.3<br>(0.84)         | 50.9%<br>0.95            |        | Higher fair value<br>Higher fair value                      | No predictable interrelationship  |
| Collateralized financing  | 3   | DCF                   | Repo rate                                    |                       | 3.5%                     | 3.5%   | Lower fair value  | Not applicable  |
| Long-term borrowings      | 429 | DCF/<br>Option models | Volatilities<br>Volatilities<br>Correlations | 7.3<br>33.5<br>(0.84) | 50.9%<br>62.3 bp<br>0.98 |        | Higher fair value<br>Higher fair value<br>Higher fair value | No predictable interrelationship  |

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| Instrument                       | Fair value in billions of yen | Valuation technique | Significant unobservable input   | December 31, 2018                        |                         |                                 |  | Impact of increases in significant unobservable valuation inputs <sup>(3)(4)</sup> | Interrelation between valuation inputs <sup>(5)</sup>  |
|----------------------------------|-------------------------------|---------------------|--|--|-------------------------|---------------------------------|--|--|--|
|                                  |                               |                     |  | Range of valuation inputs <sup>(1)</sup> |                         | Weighted Average <sup>(2)</sup> |  |  |  |
| Assets and equity interests      | ¥ 16                          | DCF                 | Liquidity discounts  | 90.0%                                    |                         | 90.0%                           |  | Lower fair value   | Not applicable   |
| Government, and municipal        | 7                             | DCF                 | Credit spreads   | 0.0                                      | 8.7%                    | 0.7%                            |  | Lower fair value   | Not applicable   |
| Corporate securities and trading | 163                           | DCF                 | Credit spreads<br>Recovery rates                                       | 0.0<br>0.0                               | 29.7%<br>100.0%         | 5.4% 74.5%                      |  | Lower fair value<br>Higher fair value  | No predictable interrelation   |
| Asset-backed                     | 103                           | DCF                 | Yields<br>Loss severities  | 5.0<br>0.0                               | 17.8%<br>55.2%          | 12.1% 5.9%                      |  | Lower fair value<br>Lower fair value   | No predictable interrelation   |
| Securitized debt ( CDOs )        | 27                            | DCF                 | Yields<br>Prepayment rates<br>Default probabilities<br>Loss severities | 6.9<br>1.0<br>40.0                       | 20.0%<br>2.0%<br>100.0% | 20.0%<br>2.0%<br>93.4%          |  | Lower fair value<br>Lower fair value<br>Lower fair value<br>Lower fair value       | Change in default probabilities typically accompanied by directionally sensitive change in loss severity and opposite change in prepayment |

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| Financial Instrument | Fair value in billions of yen | Valuation technique   | Significant unobservable input  | December 31, 2018                        |                                    | Weighted Average <sup>(2)</sup>   | Impact of increases in significant unobservable valuation inputs <sup>(3)(4)</sup> | Interrelation between valuation inputs <sup>(5)</sup>  |
|----------------------|-------------------------------|-----------------------|---|--|------------------------------------|-----------------------------------|--|--|
|                      |                               |                       |   | Range of valuation inputs <sup>(1)</sup> |                                    |                                   |  |  |
| Equities, net:       |                               |                       |   |  |                                    |                                   |  |  |
| Equity contracts     | 10                            | Option models         | Dividend yield<br>Volatilities<br>Correlations                            | 0.0<br>10.3<br>(0.80)                    | 8.6%<br>79.0%<br>0.98              |                                   | Higher fair value<br>Higher fair value<br>Higher fair value                        | No predictable interrelation   |
| Rate contracts       | (55)                          | DCF/<br>Option models | Interest rates<br>Volatilities<br>Volatilities<br>Correlations            | 0.1<br>11.7<br>26.5<br>(1.00)            | 2.8%<br>15.6%<br>73.0 bp<br>1.00   |                                   | Higher fair value<br>Higher fair value<br>Higher fair value<br>Higher fair value   | No predictable interrelation   |
| Derivative contracts | (10)                          | DCF/<br>Option models | Credit spreads<br>Recovery rates<br>Volatilities<br>Correlations          | 0.0<br>0.0<br>16.2<br>0.23               | 17.2%<br>104.0%<br>83.0%<br>0.81   |                                   | Higher fair value<br>Higher fair value<br>Higher fair value<br>Higher fair value   | No predictable interrelation   |
| Exchange             | 26                            | Option models         | Interest rates<br>Volatilities<br>Volatilities<br>Correlations            | 0.1<br>3.0<br>24.2<br>(0.25)             | 2.6%<br>27.5%<br>254.0 bp<br>0.80  |                                   | Higher fair value<br>Higher fair value<br>Higher fair value<br>Higher fair value   | No predictable interrelation   |
| Trade receivables    | 114                           | DCF                   | Credit spreads  | 0.0                                      | 13.7%                              | 4.1%                              | Lower fair value   | Not applicable   |
| Financialized assets | 10                            | DCF                   | Repo rate   | 3.5                                      | 4.9%                               | 4.2%                              | Lower fair value   | Not applicable   |
| Intangible assets    | 159                           | DCF                   | WACC<br>Growth rates<br>Liquidity discounts                               |  | 10.9%<br>2.5%<br>10.0%             | 10.9%<br>2.5%<br>10.0%            | Lower fair value<br>Higher fair value<br>Lower fair value                          | No predictable interrelation   |
|                      |                               | Market multiples      | EV/EBITDA ratios<br>PE Ratios<br>Price/Book ratios<br>Liquidity discounts | 4.7<br>9.8<br>0.4<br>10.0                | 15.1 x<br>29.1 x<br>2.6 x<br>50.0% | 7.9 x<br>15.2 x<br>0.7 x<br>30.9% | Higher fair value<br>Higher fair value<br>Higher fair value<br>Lower fair value    | Generally characterized by multiples resulting from corresponding directional changes in fair value measurements assuming earnings remain constant |
| Debt:                |                               |                       |   |  |                                    |                                   |  |  |
| Bank borrowings ¥    | 43                            | DCF/<br>Option        | Volatilities<br>Correlations  | 10.3<br>(0.75)                           | 68.5%<br>0.89                      |                                   | Higher fair value<br>Higher fair value   | No predictable interrelation   |

|              | models |                          |  |                        |                          |   |                              |
|--------------|--------|--------------------------|--|------------------------|--------------------------|---|------------------------------|
| lized        | 3      | DCF                      | Repo rate                                    | 3.5%                   | 3.5%                     | Lower fair value  | Not applica                  |
| m borrowings | 461    | DCF/<br>Option<br>models | Volatilities<br>Volatilities<br>Correlations | 10.3<br>24.2<br>(1.00) | 68.5%<br>68.9 bp<br>0.98 | Higher fair value<br>Higher fair value<br>Higher fair value | No predicta<br>interrelation |

- (1) Range information is provided in percentages, coefficients and multiples and represents the highest and lowest level significant unobservable valuation input used to value that type of financial instrument. A wide dispersion in the range does not necessarily reflect increased uncertainty or subjectivity in the valuation input and is typically just a consequence of the different characteristics of the financial instruments themselves.
- (2) Weighted average information for non-derivative instruments is calculated by weighting each valuation input by the fair value of the financial instrument.
- (3) The above table only considers the impact of an increase in each significant unobservable valuation input on the fair value measurement of the financial instrument. However, a decrease in the significant unobservable valuation input would have the opposite effect on the fair value measurement of the financial instrument. For example, if an increase in a significant unobservable valuation input would result in a lower fair value measurement, a decrease in the significant unobservable valuation input would result in a higher fair value measurement.
- (4) The impact of an increase in the significant unobservable input on the fair value measurement for a derivative assumes Nomura is long risk to the input e.g., long volatility. Where Nomura is short such risk, the impact of an increase would have a converse effect on the fair value measurement of the derivative.
- (5) Consideration of the interrelationships between significant unobservable inputs is only relevant where more than one unobservable valuation input is used to determine the fair value measurement of the financial instrument.
- (6) Valuation technique(s) and unobservable valuation inputs in respect of equity securities reported within *Other assets* in the consolidated balance sheets.

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**Table of Contents****Qualitative discussion of the ranges of significant unobservable inputs**

The following comments present qualitative discussion about the significant unobservable valuation inputs used by Nomura for financial instruments classified in Level 3.

*Derivatives Equity contracts* The significant unobservable inputs are dividend yield, volatilities and correlations. The range of dividend yields varies as some companies do not pay any dividends, for example due to a lack of profits or as a policy during a growth period, and hence have a zero dividend yield while others may pay high dividends for example to return money to investors. The range of volatilities is wide as the volatilities of shorter-dated equity derivatives or those based on single equity securities can be higher than those of longer-dated instruments or those based on indices. Correlations represent the relationships between one input and another ( pairs ) and can either be positive or negative amounts. The range of correlations moves from positive to negative because the movement of some pairs is very closely related and in the same direction causing highly positive correlations while others generally move in opposite directions causing highly negative correlations with pairs that have differing relationships throughout the range.

*Derivatives Interest rate contracts* The significant unobservable inputs are interest rates, volatilities and correlations. The range of interest rates is due to interest rates in different countries/currencies being at different levels with some countries having extremely low levels and others being at levels that while still relatively low are less so. The range of volatilities is wide as volatilities can be higher when interest rates are at extremely low levels, and also because volatilities of shorter-dated interest rate derivatives are typically higher than those of longer-dated instruments. The range of correlations moves from positive to negative because the movement of some pairs is very closely related and in the same direction causing highly positive correlations while others generally move in opposite directions causing highly negative correlations with pairs that have differing relationships through the range. All significant unobservable inputs are spread across the ranges.

*Derivatives Credit contracts* The significant unobservable inputs are credit spreads, recovery rates, volatilities and correlations. The range of credit spreads reflects the different risk of default present within the portfolio. At the low end of the range, underlying reference names have a very limited risk of default whereas at the high end of the range, underlying reference names have a much greater risk of default. The range of recovery rates varies primarily due to the seniority of the underlying exposure with senior exposures having a higher recovery than subordinated exposures. The range of volatilities is wide as the volatilities of shorter-dated credit contracts are typically higher than those of longer-dated instruments. The correlation range is positive since credit spread moves are generally in the same direction. Highly positive correlations are those for which the movement is very closely related and in the same direction, with correlation falling as the relationship becomes less strong.

*Derivatives Foreign exchange contracts* The significant unobservable inputs are interest rates, volatilities and correlations. The range of interest rates is due to interest rates in different countries/currencies being at different levels with some countries having extremely low levels and others being at levels that while still relatively low are less so. The range of volatilities is mainly due to the lower end of the range arising from currencies that trade in narrow ranges e.g. versus the U.S. Dollar while the higher end comes from currencies with a greater range of movement such as emerging market currencies. The range of correlations moves from positive to negative because the movement of some pairs is very closely related and in the same direction causing highly positive correlations while others generally move in opposite directions causing highly negative correlations with pairs that have differing relationships through the range.

*Short-term borrowings and Long-term borrowings* The significant unobservable inputs are yields, prepayment rates, default probabilities, loss severities, volatilities and correlations. The range of volatilities is wide as the volatilities of

shorter-dated instruments are typically higher than those in longer-dated instruments. The range of correlations moves from positive to negative because the movement of some pairs is very closely related and in the same direction causing highly positive correlations while others generally move in opposite directions causing highly negative correlations with pairs that have differing relationships through the range.

**Table of Contents****Movements in Level 3 financial instruments**

The following tables present gains and losses as well as increases and decreases of financial instruments measured at fair value on a recurring basis which Nomura classified in Level 3 for the nine and three months ended December 31, 2017 and 2018. Financial instruments classified in Level 3 are often hedged with instruments within Level 1 or Level 2 of the fair value hierarchy. The gains or losses presented below do not reflect the offsetting gains or losses for these hedging instruments. Level 3 financial instruments are also measured using both observable and unobservable valuation inputs. Fair value changes presented below, therefore, reflect realized and unrealized gains and losses resulting from movements in both observable and unobservable valuation inputs.

For the nine months ended December 31, 2017 and 2018, gains and losses related to Level 3 assets and liabilities did not have a material impact on Nomura's liquidity and capital resources management.

|   | Billions of yen  |   |  |  |  |  |   |            |  |  |  |
|---|--|---|--|--|--|--|---|------------|--|--|--|
|   | Nine months ended December 31, 2017  |   |  |  |  |  |   |            |  |  |  |
|   | Beginning<br>balance<br>as of<br>nine<br>months<br>ended<br>December 31,<br>2017 | Total<br>gains<br>(losses)<br>recognized<br>in<br>other<br>comprehensive<br>income <sup>(1)</sup> | Purchases<br>/<br>issuances <sup>(2)</sup> | Sales /<br>redemptions<br>/ settlements <sup>(2)</sup> | Foreign<br>exchange<br>transfers<br>into<br>Level 3 <sup>(3)</sup> | Foreign<br>exchange<br>transfers<br>out of<br>Level 3 <sup>(3)</sup> | Balance<br>as of<br>nine<br>months<br>ended<br>December 31,<br>2017 |            |  |  |  |
| <b>Assets:</b>  |  |   |  |  |  |  |   |            |  |  |  |
| Trading assets and private equity investments                     |  |   |  |  |  |  |   |            |  |  |  |
| Equities  | ¥ 34   | ¥ 1   | ¥ 20                                       | ¥ (37)   | ¥ 1  | ¥ 8  | ¥ (3)   | ¥ 24       |  |  |  |
| Private equity investments  | 13   | 0   | 0  | (8)  | 1  | 0  | (3)   | 3          |  |  |  |
| Japanese agency and municipal securities                          | 1  | 0   |  | 0  | 0  |  |   | 1          |  |  |  |
| Foreign government, agency and municipal securities               | 3  | 1   | 69   | (73)   | 0  | 4  | (1)   | 3          |  |  |  |
| Bank and corporate debt securities and loans for trading purposes | 108  | 9   | 118  | (92)   | 1  | 13   | (9)   | 148        |  |  |  |
| Commercial mortgage-backed securities ( CMBS )                    | 1  | 0   | 5  | (2)  | 0  |  | (2)   | 2          |  |  |  |
| Residential mortgage-backed securities ( RMBS )                   | 0  | 0   | 2  | (2)  | 0  |  |   | 0          |  |  |  |
| Real estate-backed securities                                     | 41   | 1   | 78   | (39)   | 0  |  |   | 81         |  |  |  |
| Collateralized debt obligations ( CDOs ) and other                | 27   | (8)   | 40   | (38)   | 0  | 6  | (4)   | 23         |  |  |  |
| Investment trust funds and other                                  | 0  | 0   | 2  | (3)  | 0  | 2  | 0   | 1          |  |  |  |
| <b>Total trading assets and private equity investments</b>        | <b>228</b>   | <b>4</b>  | <b>334</b>                                 | <b>(294)</b>   | <b>3</b>   | <b>33</b>  | <b>(22)</b>   | <b>286</b> |  |  |  |

Derivatives, net<sup>(4)</sup>

|                            |      |     |  |  |     |   |     |      |      |
|----------------------------|------|-----|--|--|-----|---|-----|------|------|
| Equity contracts           | (6)  | (3) |  |  | 0   | 0 | 5   | 0    | (4)  |
| Interest rate contracts    | (22) | 13  |  |  | 8   | 0 | (6) | (27) | (34) |
| Credit contracts           | (10) | (1) |  |  | 7   | 0 | (2) | 0    | (6)  |
| Foreign exchange contracts | 23   | (4) |  |  | (2) | 1 | (2) | 1    | 17   |

|                        |      |   |  |  |    |   |     |      |      |
|------------------------|------|---|--|--|----|---|-----|------|------|
| Total derivatives, net | (15) | 5 |  |  | 13 | 1 | (5) | (26) | (27) |
|------------------------|------|---|--|--|----|---|-----|------|------|

|          |       |     |   |       |         |      |     |      |        |       |
|----------|-------|-----|---|-------|---------|------|-----|------|--------|-------|
| Subtotal | ¥ 213 | ¥ 9 | ¥ | ¥ 334 | ¥ (294) | ¥ 13 | ¥ 4 | ¥ 28 | ¥ (48) | ¥ 259 |
|----------|-------|-----|---|-------|---------|------|-----|------|--------|-------|

|                       |    |      |  |    |      |  |   |    |  |    |
|-----------------------|----|------|--|----|------|--|---|----|--|----|
| Loans and receivables | 66 | (14) |  | 34 | (43) |  | 0 | 21 |  | 64 |
|-----------------------|----|------|--|----|------|--|---|----|--|----|

|                           |   |   |  |  |  |  |   |  |  |   |
|---------------------------|---|---|--|--|--|--|---|--|--|---|
| Collateralized agreements | 5 | 0 |  |  |  |  | 0 |  |  | 5 |
|---------------------------|---|---|--|--|--|--|---|--|--|---|

## Other assets

|       |     |    |   |   |     |  |   |   |   |     |
|-------|-----|----|---|---|-----|--|---|---|---|-----|
| Other | 163 | 14 | 0 | 0 | (2) |  | 1 | 0 | 0 | 176 |
|-------|-----|----|---|---|-----|--|---|---|---|-----|

|       |       |     |     |       |         |      |     |      |        |       |
|-------|-------|-----|-----|-------|---------|------|-----|------|--------|-------|
| Total | ¥ 447 | ¥ 9 | ¥ 0 | ¥ 368 | ¥ (339) | ¥ 13 | ¥ 5 | ¥ 49 | ¥ (48) | ¥ 504 |
|-------|-------|-----|-----|-------|---------|------|-----|------|--------|-------|

## Liabilities:

## Trading liabilities

|          |     |     |   |     |       |   |     |     |       |     |
|----------|-----|-----|---|-----|-------|---|-----|-----|-------|-----|
| Equities | ¥ 1 | ¥ 0 | ¥ | ¥ 3 | ¥ (1) | ¥ | ¥ 0 | ¥ 0 | ¥ (1) | ¥ 2 |
|----------|-----|-----|---|-----|-------|---|-----|-----|-------|-----|

|                                    |   |   |  |  |   |  |   |   |   |   |
|------------------------------------|---|---|--|--|---|--|---|---|---|---|
| Bank and corporate debt securities | 0 | 0 |  |  | 0 |  | 0 | 0 | 0 | 0 |
|------------------------------------|---|---|--|--|---|--|---|---|---|---|

|  |   |   |  |   |     |  |   |  |  |  |
|--|---|---|--|---|-----|--|---|--|--|--|
| Collateralized debt obligations ( CDOs ) and other | 1 | 0 |  | 1 | (2) |  | 0 |  |  |  |
|--|---|---|--|---|-----|--|---|--|--|--|

|                                  |   |   |  |   |   |  |   |   |   |   |
|----------------------------------|---|---|--|---|---|--|---|---|---|---|
| Investment trust funds and other | 0 | 0 |  | 0 | 0 |  | 0 | 0 | 0 | 0 |
|----------------------------------|---|---|--|---|---|--|---|---|---|---|

|                           |     |     |   |     |       |   |     |     |       |     |
|---------------------------|-----|-----|---|-----|-------|---|-----|-----|-------|-----|
| Total trading liabilities | ¥ 2 | ¥ 0 | ¥ | ¥ 4 | ¥ (3) | ¥ | ¥ 0 | ¥ 0 | ¥ (1) | ¥ 2 |
|---------------------------|-----|-----|---|-----|-------|---|-----|-----|-------|-----|

|                       |    |     |   |    |       |  |   |   |      |    |
|-----------------------|----|-----|---|----|-------|--|---|---|------|----|
| Short-term borrowings | 70 | (1) | 0 | 81 | (105) |  | 0 | 1 | (34) | 14 |
|-----------------------|----|-----|---|----|-------|--|---|---|------|----|

|                       |   |   |  |   |   |  |   |  |  |   |
|-----------------------|---|---|--|---|---|--|---|--|--|---|
| Payables and deposits | 0 | 0 |  | 0 | 0 |  | 0 |  |  | 0 |
|-----------------------|---|---|--|---|---|--|---|--|--|---|

|                          |   |  |  |  |  |  |   |  |  |   |
|--------------------------|---|--|--|--|--|--|---|--|--|---|
| Collateralized financing | 3 |  |  |  |  |  | 0 |  |  | 3 |
|--------------------------|---|--|--|--|--|--|---|--|--|---|

|                      |     |      |   |     |       |  |   |    |       |     |
|----------------------|-----|------|---|-----|-------|--|---|----|-------|-----|
| Long-term borrowings | 410 | (20) | 1 | 182 | (115) |  | 0 | 44 | (104) | 436 |
|----------------------|-----|------|---|-----|-------|--|---|----|-------|-----|

|                   |   |   |  |   |   |  |   |   |   |   |
|-------------------|---|---|--|---|---|--|---|---|---|---|
| Other liabilities | 1 | 1 |  | 0 | 0 |  | 1 | 0 | 0 | 1 |
|-------------------|---|---|--|---|---|--|---|---|---|---|

|       |       |        |     |       |         |   |     |      |         |       |
|-------|-------|--------|-----|-------|---------|---|-----|------|---------|-------|
| Total | ¥ 486 | ¥ (20) | ¥ 1 | ¥ 267 | ¥ (223) | ¥ | ¥ 1 | ¥ 45 | ¥ (139) | ¥ 456 |
|-------|-------|--------|-----|-------|---------|---|-----|------|---------|-------|



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| Billions of yen   |   |               |   |              |                |                        |   |                        |               |                               |          |              |   |
|---|---|---------------|---|--------------|----------------|------------------------|---|------------------------|---------------|-------------------------------|----------|--------------|---|
| Nine months ended December 31, 2018                               |   |               |   |              |                |                        |   |                        |               |                               |          |              |   |
|   | Beginning balance as of nine months ended December 31, 2018 |               | Total gains (losses) recognized in comprehensive income |              |                |                        | Purchases / Sales / Issuances / Redemptions / Settlements |                        |               | Foreign exchange into Level 3 |          |              | Balance as of nine months ended December 31, 2018 |
|   |   |               |   |              |                |                        |   |                        |               |                               |          |              |   |
| Revenue <sup>(1)</sup>  | Income  | Issues        | Redemptions   | Settlements  | Investments    | Level 3 <sup>(1)</sup> | Level 3 <sup>(2)</sup>                                    | Level 3 <sup>(3)</sup> |               |                               |          |              |   |
| <b>Assets:</b>  |   |               |   |              |                |                        |   |                        |               |                               |          |              |   |
| <b>Trading assets and private equity investments</b>              |   |               |   |              |                |                        |   |                        |               |                               |          |              |   |
| Equities  | ¥ 21  | ¥ (4)         | ¥   | ¥ 5          | ¥ (9)          | ¥                      | ¥ 0   | ¥ 5                    | ¥ (2)         | ¥                             | ¥        | ¥ 16         |   |
| Private equity investments  | 3   | 1             |   | 7            | (2)            |                        | 0   |                        |               |                               |          | 9            |   |
| Japanese agency and municipal securities                          | 1   | 0             |   | 1            | (1)            |                        |   |                        |               |                               |          | 1            |   |
| Foreign government, agency and municipal securities               | 6   | 0             |   | 13           | (13)           |                        | 0   | 2                      | (1)           |                               |          | 7            |   |
| Bank and corporate debt securities and loans for trading purposes | 139   | 5             |   | 78           | (61)           |                        | 4   | 40                     | (42)          |                               |          | 163          |   |
| Commercial mortgage-backed securities ( CMBS )                    | 2   | 0             |   | 1            | (2)            |                        | 0   | 0                      |               |                               |          | 1            |   |
| Residential mortgage-backed securities ( RMBS )                   | 0   | 0             |   | 8            | 0              |                        | 0   |                        | (6)           |                               |          | 2            |   |
| Real estate-backed securities                                     | 63  | 0             |   | 167          | (130)          |                        | 3   |                        |               |                               |          | 103          |   |
| Collateralized debt obligations ( CDOs ) and other                | 24  | (1)           |   | 45           | (47)           |                        | 1   | 7                      | (2)           |                               |          | 27           |   |
| Investment trust funds and other                                  | 1   | 0             |   | 3            | (3)            |                        | 0   |                        |               |                               |          | 1            |   |
| <b>Total trading assets and private equity investments</b>        | <b>260</b>  | <b>1</b>      |   | <b>328</b>   | <b>(268)</b>   |                        | <b>8</b>  | <b>54</b>              | <b>(53)</b>   |                               |          | <b>330</b>   |   |
| <b>Derivatives, net<sup>(4)</sup></b>                             |   |               |   |              |                |                        |   |                        |               |                               |          |              |   |
| Equity contracts  | (1)   | 14            |   |              | (3)            |                        | 0   | (8)                    | 8             |                               |          | 10           |   |
| Interest rate contracts   | (53)  | (22)          |   |              | (2)            |                        | 0   | 8                      | 14            |                               |          | (55)         |   |
| Credit contracts  | 2   | (2)           |   |              | (7)            |                        | 0   | 0                      | (3)           |                               |          | (10)         |   |
| Foreign exchange contracts  | 27  | (6)           |   |              | 3              |                        | 1   | (1)                    | 2             |                               |          | 26           |   |
| Commodity contracts   |   | 0             |   |              |                |                        | 0   | 0                      |               |                               |          | 0            |   |
| <b>Total derivatives, net</b>                                     | <b>(25)</b>   | <b>(16)</b>   |   |              | <b>(9)</b>     |                        | <b>1</b>  | <b>(1)</b>             | <b>21</b>     |                               |          | <b>(29)</b>  |   |
| <b>Subtotal</b>   | <b>¥ 235</b>  | <b>¥ (15)</b> | <b>¥</b>  | <b>¥ 328</b> | <b>¥ (268)</b> | <b>¥ (9)</b>           | <b>¥ 9</b>  | <b>¥ 53</b>            | <b>¥ (32)</b> | <b>¥</b>                      | <b>¥</b> | <b>¥ 301</b> |   |
| Loans and receivables   | 70  | 1             |   | 48           | (13)           |                        | 3   | 5                      |               |                               |          | 114          |   |

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|  |       |        |     |       |         |       |      |      |        |       |
|--|-------|--------|-----|-------|---------|-------|------|------|--------|-------|
| Collateralized agreements                          | 5     | 0      |     |       |         | 0     | 5    |      | 10     |       |
| Other assets                                       |       |        |     |       |         |       |      |      |        |       |
| Other  | 169   | (17)   |     | 3     | (1)     |       | 5    | 0    | 159    |       |
| Total  | ¥ 479 | ¥ (31) | ¥   | ¥ 379 | ¥ (282) | ¥ (9) | ¥ 17 | ¥ 63 | ¥ (32) | ¥ 584 |
| <b>Liabilities:</b>                                |       |        |     |       |         |       |      |      |        |       |
| <b>Trading liabilities</b>                         |       |        |     |       |         |       |      |      |        |       |
| Equities   | ¥ 1   | ¥ 0    | ¥   | ¥ 19  | ¥ (20)  | ¥     | ¥ 0  | ¥ 0  | ¥ 0    | ¥ 0   |
| Bank and corporate debt securities                 | 0     | 0      |     | 0     | 0       |       | 0    |      | 0      | 0     |
| Collateralized debt obligations ( CDOs ) and other | 0     | (1)    |     | 0     | (1)     |       | 0    |      |        | 0     |
| Investment trust funds and other                   | 0     | 0      |     | 0     | 0       |       | 0    | 0    | 0      | 0     |
| Total trading liabilities                          | ¥ 1   | ¥ (1)  | ¥   | ¥ 19  | ¥ (21)  | ¥     | ¥ 0  | ¥ 0  | ¥ 0    | ¥ 0   |
| Short-term borrowings                              | 17    | 0      | 0   | 34    | (13)    |       | 0    | 23   | (18)   | 43    |
| Payables and deposits                              | (1)   | 0      |     | 1     | 0       |       |      |      |        | 0     |
| Collateralized financing                           | 3     |        |     |       | (1)     |       | 1    |      |        | 3     |
| Long-term borrowings                               | 429   | 3      | 2   | 139   | (62)    |       | 0    | 41   | (81)   | 461   |
| Other liabilities                                  | 1     | 0      |     | 0     | (1)     |       | 0    | 0    |        | 0     |
| Total  | ¥ 450 | ¥ 2    | ¥ 2 | ¥ 193 | ¥ (98)  | ¥     | ¥ 1  | ¥ 64 | ¥ (99) | ¥ 507 |

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|   | Billions of yen  |              |   |              |   |          |                       |            |                                   |               |  |
|---|--|--------------|---|--------------|---|----------|-----------------------|------------|-----------------------------------|---------------|--|
|   | Three months ended December 31, 2017                         |              |   |              |   |          |                       |            |                                   |               |  |
|   | Beginning balance as of three months ended December 31, 2017 |              | Total gains (losses) recognized in comprehensive income |              | Purchases / Sales / Issuances / Redemptions / Settlements |          | Foreign exchange into |            | Transfers into / Transfers out of |               | Balance as of three months ended December 31, 2017 |
|   | ¥  | ¥            | ¥   | ¥            | ¥   | ¥        | ¥                     | ¥          | ¥                                 | ¥             | ¥  |
| <b>Assets:</b>  |  |              |   |              |   |          |                       |            |                                   |               |  |
| Trading assets and private equity investments                     |  |              |   |              |   |          |                       |            |                                   |               |  |
| Equities  | ¥ 45   | ¥ 0          | ¥   | ¥ 3          | ¥ (30)  | ¥        | ¥ 0                   | ¥ 6        | ¥ 0                               | ¥             | ¥ 24   |
| Private equity investments  | 5  | 0            |   | 0            | 0   |          | 0                     |            | (2)                               |               | 3  |
| Japanese agency and municipal securities                          | 1  | 0            |   |              | 0   |          | 0                     |            |                                   |               | 1  |
| Foreign government, agency and municipal securities               | 6  | 0            |   | 36           | (39)  |          | 0                     | 1          | (1)                               |               | 3  |
| Bank and corporate debt securities and loans for trading purposes | 128  | 4            |   | 68           | (51)  |          | 0                     | 4          | (5)                               |               | 148  |
| Commercial mortgage-backed securities ( CMBS )                    | 1  | 0            |   | 1            | 0   |          | 0                     |            |                                   |               | 2  |
| Residential mortgage-backed securities ( RMBS )                   | 1  | 0            |   |              | (1)   |          | 0                     |            |                                   |               | 0  |
| Real estate-backed securities                                     | 37   | 0            |   | 57           | (13)  |          | 0                     |            |                                   |               | 81   |
| Collateralized debt obligations ( CDOs ) and other                | 18   | (2)          |   | 15           | (10)  |          | 0                     | 2          | 0                                 |               | 23   |
| Investment trust funds and other                                  | 1  | 0            |   | 2            | (4)   |          | 0                     | 2          | 0                                 |               | 1  |
| <b>Total trading assets and private equity investments</b>        | <b>243</b>   | <b>2</b>     |   | <b>182</b>   | <b>(148)</b>  |          | <b>0</b>              | <b>15</b>  | <b>(8)</b>                        |               | <b>286</b>   |
| <b>Derivatives, net<sup>(4)</sup></b>                             |  |              |   |              |   |          |                       |            |                                   |               |  |
| Equity contracts  | (1)  | (2)          |   |              |   |          | 4                     | 0          | 0                                 | (5)           | (4)  |
| Interest rate contracts   | (31)   | 4            |   |              |   |          | (2)                   | 1          | (8)                               | 2             | (34)   |
| Credit contracts  | (7)  | (3)          |   |              |   |          | 5                     | 0          | 0                                 | (1)           | (6)  |
| Foreign exchange contracts  | 19   | (2)          |   |              |   |          | 2                     | 0          | (2)                               | 0             | 17   |
| <b>Total derivatives, net</b>                                     | <b>(20)</b>  | <b>(3)</b>   |   |              |   |          | <b>9</b>              | <b>1</b>   | <b>(10)</b>                       | <b>(4)</b>    | <b>(27)</b>  |
| <b>Subtotal</b>   | <b>¥ 223</b>   | <b>¥ (1)</b> | <b>¥</b>  | <b>¥ 182</b> | <b>¥ (148)</b>  | <b>¥</b> | <b>¥ 9</b>            | <b>¥ 1</b> | <b>¥ 5</b>                        | <b>¥ (12)</b> | <b>¥ 259</b>                                       |
| Loans and receivables   | 40   | (15)         |   | 25           | (8)   |          | 0                     | 22         |                                   |               | 64   |
| Collateralized agreements   | 5  | 0            |   |              |   |          | 0                     |            |                                   |               | 5  |
| Other assets  |  |              |   |              |   |          |                       |            |                                   |               |  |

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|  |              |               |              |                |                |            |             |               |              |
|--|--------------|---------------|--------------|----------------|----------------|------------|-------------|---------------|--------------|
| Other  | 178          | (1)           | 0            | 0              | (1)            | 0          | 176         |               |              |
| <b>Total</b>                                       | <b>¥ 446</b> | <b>¥ (17)</b> | <b>¥ 207</b> | <b>¥ (156)</b> | <b>¥ 9</b>     | <b>¥ 1</b> | <b>¥ 26</b> | <b>¥ (12)</b> | <b>¥ 504</b> |
| <b>Liabilities:</b>                                |              |               |              |                |                |            |             |               |              |
| <b>Trading liabilities</b>                         |              |               |              |                |                |            |             |               |              |
| Equities   | ¥ 1          | ¥ 0           | ¥ 2          | ¥ (1)          | ¥ 0            | ¥ 0        | ¥ 0         | ¥ 0           | ¥ 2          |
| Bank and corporate debt securities                 | 0            | 0             |              |                | 0              |            |             |               | 0            |
| Collateralized debt obligations ( CDOs ) and other | 1            | 0             |              | (1)            | 0              |            |             |               |              |
| Investment trust funds and other                   |              | 0             | 0            | 0              | 0              | 0          | 0           |               | 0            |
| <b>Total trading liabilities</b>                   | <b>¥ 2</b>   | <b>¥ 0</b>    | <b>¥ 2</b>   | <b>¥ (2)</b>   | <b>¥ 0</b>     | <b>¥ 0</b> | <b>¥ 0</b>  | <b>¥ 0</b>    | <b>¥ 2</b>   |
| Short-term borrowings                              | 93           | 0             | 0            | 10             | (67)           | 0          |             | (22)          | 14           |
| Payables and deposits                              | 0            | 0             | 0            |                |                | 0          |             |               | 0            |
| Collateralized financing                           | 3            |               |              |                |                | 0          |             |               | 3            |
| Long-term borrowings                               | 457          | (3)           | 1            | 53             | (60)           | 0          | 16          | (32)          | 436          |
| Other liabilities                                  | 0            | 0             | 0            | 1              |                | 0          | 0           | 0             | 1            |
| <b>Total</b>                                       | <b>¥ 555</b> | <b>¥ (3)</b>  | <b>¥ 1</b>   | <b>¥ 65</b>    | <b>¥ (128)</b> | <b>¥ 0</b> | <b>¥ 16</b> | <b>¥ (54)</b> | <b>¥ 456</b> |

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|   | Billions of yen  |             |   |              |                                   |            |                           |             |                       |          |                            |   |                              |   |  |
|---|--|-------------|---|--------------|-----------------------------------|------------|---------------------------|-------------|-----------------------|----------|----------------------------|---|------------------------------|---|--|
|   | Three months ended December 31, 2018                         |             |   |              |                                   |            |                           |             |                       |          |                            |   |                              |   |  |
|   | Beginning balance as of three months ended December 31, 2018 |             | Total gains (losses) recognized in comprehensive income |              | Purchases / Sales / Issuances (2) |            | Redemptions / Settlements |             | Foreign exchange into |          | Transfers into Level 3 (1) |   | Transfers out of Level 3 (3) |   | Balance as of three months ended December 31, 2018 |
|   | ¥  | ¥           | ¥   | ¥            | ¥                                 | ¥          | ¥                         | ¥           | ¥                     | ¥        | ¥                          | ¥ | ¥                            | ¥ | ¥  |
| <b>Assets:</b>  |  |             |   |              |                                   |            |                           |             |                       |          |                            |   |                              |   |  |
| <b>Trading assets and private equity investments</b>              |  |             |   |              |                                   |            |                           |             |                       |          |                            |   |                              |   |  |
| Equities  | ¥ 20   | ¥ (3)       | ¥   | ¥ 3          | ¥ (3)                             | ¥          | ¥ (1)                     | ¥ 1         | ¥ (1)                 | ¥        | ¥ 16                       |   |                              |   |  |
| Private equity investments  | 10   | 1           |   | 0            | (1)                               |            | (1)                       |             |                       |          | 9                          |   |                              |   |  |
| Japanese agency and municipal securities                          | 1  | 0           |   | 1            | (1)                               |            |                           |             |                       |          | 1                          |   |                              |   |  |
| Foreign government, agency and municipal securities               | 3  | 0           |   | 6            | (4)                               |            |                           | 2           | 0                     |          | 7                          |   |                              |   |  |
| Bank and corporate debt securities and loans for trading purposes | 154  | 1           |   | 29           | (31)                              |            | (3)                       | 24          | (11)                  |          | 163                        |   |                              |   |  |
| <b>Commercial mortgage-backed securities</b>                      |  |             |   |              |                                   |            |                           |             |                       |          |                            |   |                              |   |  |
| ( CMBS )  | 1  | 0           |   |              |                                   |            | 0                         | 0           |                       |          | 1                          |   |                              |   |  |
| Residential mortgage-backed securities ( RMBS )                   | 7  | 0           |   | 2            | (1)                               |            | 0                         |             | (6)                   |          | 2                          |   |                              |   |  |
| Real estate-backed securities                                     | 91   | 0           |   | 78           | (65)                              |            | (1)                       |             |                       |          | 103                        |   |                              |   |  |
| Collateralized debt obligations ( CDOs ) and other                | 30   | (2)         |   | 17           | (20)                              |            | (1)                       | 3           | 0                     |          | 27                         |   |                              |   |  |
| Investment trust funds and other                                  | 1  | 0           |   | 0            | 0                                 |            | 0                         |             |                       |          | 1                          |   |                              |   |  |
| <b>Total trading assets and private equity investments</b>        | <b>318</b>   | <b>(3)</b>  |   | <b>136</b>   | <b>(126)</b>                      |            | <b>(7)</b>                | <b>30</b>   | <b>(18)</b>           |          | <b>330</b>                 |   |                              |   |  |
| <b>Derivatives, net<sup>(4)</sup></b>                             |  |             |   |              |                                   |            |                           |             |                       |          |                            |   |                              |   |  |
| Equity contracts  | (13)   | 24          |   |              |                                   |            | 2                         | 0           | (5)                   | 2        | 10                         |   |                              |   |  |
| Interest rate contracts   | (53)   | (11)        |   |              |                                   |            | 7                         | 0           | 2                     | 0        | (55)                       |   |                              |   |  |
| Credit contracts  | (2)  | 0           |   |              |                                   |            | (6)                       | 0           | 0                     | (2)      | (10)                       |   |                              |   |  |
| Foreign exchange contracts  | 25   | 0           |   |              |                                   |            | 1                         | 0           | (1)                   | 1        | 26                         |   |                              |   |  |
| Commodity contracts   | 0  | 0           |   |              |                                   |            | 0                         | 0           |                       |          | 0                          |   |                              |   |  |
| <b>Total derivatives, net</b>                                     | <b>(43)</b>  | <b>13</b>   |   |              |                                   |            | <b>4</b>                  | <b>0</b>    | <b>(4)</b>            | <b>1</b> | <b>(29)</b>                |   |                              |   |  |
| <b>Subtotal</b>   | <b>¥275</b>  | <b>¥ 10</b> | <b>¥</b>  | <b>¥ 136</b> | <b>¥ (126)</b>                    | <b>¥ 4</b> | <b>¥ (7)</b>              | <b>¥ 26</b> | <b>¥ (17)</b>         | <b>¥</b> | <b>301</b>                 |   |                              |   |  |
| Loans and receivables   | 87   | 1           |   | 30           | (2)                               |            | (2)                       |             |                       |          | 114                        |   |                              |   |  |

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|  |       |       |       |         |        |        |      |        |       |     |
|--|-------|-------|-------|---------|--------|--------|------|--------|-------|-----|
| Collateralized agreements                          | 11    | 0     |       |         | (1)    |        |      |        |       | 10  |
| Other assets                                       |       |       |       |         |        |        |      |        |       |     |
| Other  | 180   | (19)  | 2     | (1)     | (3)    |        |      |        |       | 159 |
| Total  | ¥ 553 | ¥ (8) | ¥ 168 | ¥ (129) | ¥ 4    | ¥ (13) | ¥ 26 | ¥ (17) | ¥ 584 |     |
| <b>Liabilities:</b>                                |       |       |       |         |        |        |      |        |       |     |
| <b>Trading liabilities</b>                         |       |       |       |         |        |        |      |        |       |     |
| Equities   | ¥ 0   | ¥ 0   | ¥ 0   | ¥ 0     | ¥ 0    | ¥ 0    | ¥ 0  | ¥ 0    | ¥ 0   | ¥ 0 |
| Bank and corporate debt securities                 | 1     | 1     | 0     | 0       | 0      | 0      | 0    | 0      | 0     | 0   |
| Collateralized debt obligations ( CDOs ) and other |       | 0     | 0     | 0       | 0      | 0      | 0    | 0      | 0     | 0   |
| Investment trust funds and other                   | 0     | 0     | 0     | 0       | 0      | 0      | 0    | 0      | 0     | 0   |
| Total trading liabilities                          | ¥ 1   | ¥ 1   | ¥ 0   | ¥ 0     | ¥ 0    | ¥ 0    | ¥ 0  | ¥ 0    | ¥ 0   | ¥ 0 |
| Short-term borrowings                              | 42    | 1     | 0     | 6       | (4)    | (1)    | 7    | (6)    | 43    |     |
| Payables and deposits                              | (1)   | (1)   | 0     | 0       | 0      | 0      | 0    | 0      | 0     | 0   |
| Collateralized financing                           | 3     |       |       |         |        | 0      |      |        | 3     |     |
| Long-term borrowings                               | 461   | 5     | 1     | 40      | (17)   | 0      | 16   | (33)   | 461   |     |
| Other liabilities                                  | 0     | 0     | 0     | 0       | 0      | 0      | 0    | 0      | 0     |     |
| Total  | ¥ 506 | ¥ 6   | ¥ 1   | ¥ 46    | ¥ (21) | ¥ (1)  | ¥ 23 | ¥ (39) | ¥ 507 |     |

- (1) Includes gains and losses reported primarily within *Net gain on trading*, *Gain on private equity investments*, and also within *Gain on investments in equity securities*, *Revenue Other* and *Non-interest expenses Other*, *Interest and dividends* and *Interest expense* in the consolidated statements of income.
- (2) Amounts reported in *Purchases / issues* include increases in trading liabilities while *Sales / redemptions* include decreases in trading liabilities.
- (3) Each derivative classification includes derivatives with multiple risk underlyings. For example, interest rate contracts include complex derivatives referencing interest rate risk as well as foreign exchange risk or other factors such as prepayment rates. Credit contracts include credit default swaps as well as derivatives referencing corporate and government debt securities.

**Table of Contents****Unrealized gains and losses recognized for Level 3 financial instruments**

The following table presents the amounts of unrealized gains (losses) for the nine and three months ended December 31, 2017 and 2018, relating to those financial instruments which Nomura classified in Level 3 within the fair value hierarchy and that were still held by Nomura at the relevant consolidated balance sheet date.

|   | <b>Billions of yen</b>               |            |  |             |
|---|--------------------------------------|------------|--|-------------|
|   | <b>Nine months ended December 31</b> |            | <b>2018</b>                                      |             |
|   | <b>2017</b>                          |            | <b>Unrealized gains / (losses)<sup>(1)</sup></b> |             |
| <b>Assets:</b>  |                                      |            |  |             |
| Trading assets and private equity investments                     |                                      |            |  |             |
| Equities  | ¥                                    | 1          | ¥  | (3)         |
| Private equity investments  |                                      | 1          |  | 1           |
| Japanese agency and municipal securities                          |                                      | 0          |  | 0           |
| Foreign government, agency and municipal securities               |                                      | 0          |  | 0           |
| Bank and corporate debt securities and loans for trading purposes |                                      | 2          |  | (1)         |
| Commercial mortgage-backed securities ( CMBS )                    |                                      | 0          |  | 0           |
| Residential mortgage-backed securities ( RMBS )                   |                                      | 0          |  | 0           |
| Real estate-backed securities                                     |                                      | (1)        |  | 2           |
| Collateralized debt obligations ( CDOs ) and other                |                                      | (9)        |  | (7)         |
| Investment trust funds and other                                  |                                      | 0          |  | 0           |
| <b>Total trading assets and private equity investments</b>        |                                      | <b>(6)</b> |  | <b>(8)</b>  |
| <b>Derivatives, net<sup>(2)</sup></b>                             |                                      |            |  |             |
| Equity contracts  |                                      | 1          |  | 12          |
| Interest rate contracts   |                                      | 0          |  | (20)        |
| Credit contracts  |                                      | 4          |  | (5)         |
| Foreign exchange contracts  |                                      | (5)        |  | (5)         |
| Commodity contracts   |                                      |            |  | 0           |
| <b>Total derivatives, net</b>                                     |                                      | <b>0</b>   |  | <b>(18)</b> |
| <b>Subtotal</b>   | <b>¥</b>                             | <b>(6)</b> | <b>¥</b>   | <b>(26)</b> |
| Loans and receivables   |                                      | (13)       |  | 1           |
| Collateralized agreements   |                                      | 0          |  | 0           |
| Other assets  |                                      |            |  |             |
| Other   |                                      | 12         |  | (18)        |
| <b>Total</b>  | <b>¥</b>                             | <b>(7)</b> | <b>¥</b>   | <b>(43)</b> |
| <b>Liabilities:</b>   |                                      |            |  |             |
| Trading liabilities   |                                      |            |  |             |

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|  |          |          |          |          |
|--|----------|----------|----------|----------|
| Equities   | ¥        | 0        | ¥        | 0        |
| Bank and corporate debt securities                 |          | 0        |          | 0        |
| Collateralized debt obligations ( CDOs ) and other |          |          |          | 0        |
| Investment trust funds and other                   |          | 0        |          | 0        |
| <b>Total trading liabilities</b>                   | <b>¥</b> | <b>0</b> | <b>¥</b> | <b>0</b> |
| Short-term borrowings                              |          | 0        |          | 0        |
| Payables and deposits                              |          | 0        |          | 0        |
| Long-term borrowings                               |          | 3        |          | 0        |
| Other liabilities                                  |          | 0        |          | 0        |
| <b>Total</b>                                       | <b>¥</b> | <b>3</b> | <b>¥</b> | <b>0</b> |



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|   | <b>Billions of yen</b>                           |            |             |             |
|---|--|------------|-------------|-------------|
|   | <b>Three months ended December 31</b>            |            |             |             |
|   | <b>2017</b>                                      |            | <b>2018</b> |             |
|   | <b>Unrealized gains / (losses)<sup>(1)</sup></b> |            |             |             |
| <b>Assets:</b>  |  |            |             |             |
| Trading assets and private equity investments                     |  |            |             |             |
| Equities  | ¥  | 0          | ¥           | (3)         |
| Private equity investments  |  | 0          |             | 1           |
| Japanese agency and municipal securities                          |  | 0          |             | 0           |
| Foreign government, agency and municipal securities               |  | 0          |             | 0           |
| Bank and corporate debt securities and loans for trading purposes |  | 2          |             | 0           |
| Commercial mortgage-backed securities ( CMBS )                    |  | 0          |             | 0           |
| Residential mortgage-backed securities ( RMBS )                   |  | 0          |             | 0           |
| Real estate-backed securities                                     |  | (1)        |             | 2           |
| Collateralized debt obligations ( CDOs ) and other                |  | (4)        |             | (2)         |
| Investment trust funds and other                                  |  | 0          |             | 0           |
| <b>Total trading assets and private equity investments</b>        |  | <b>(3)</b> |             | <b>(2)</b>  |
| <b>Derivatives, net<sup>(2)</sup></b>                             |  |            |             |             |
| Equity contracts  |  | 1          |             | 26          |
| Interest rate contracts   |  | 0          |             | (11)        |
| Credit contracts  |  | 1          |             | (7)         |
| Foreign exchange contracts  |  | (1)        |             | 0           |
| Commodity contracts   |  |            |             | 0           |
| <b>Total derivatives, net</b>                                     |  | <b>1</b>   |             | <b>8</b>    |
| <b>Subtotal</b>   | <b>¥</b>   | <b>(2)</b> | <b>¥</b>    | <b>6</b>    |
| Loans and receivables   |  | 0          |             | 0           |
| Collateralized agreements   |  | 0          |             | 0           |
| Other assets  |  |            |             |             |
| Other   |  | (1)        |             | (19)        |
| <b>Total</b>  | <b>¥</b>   | <b>(3)</b> | <b>¥</b>    | <b>(13)</b> |
| <b>Liabilities:</b>   |  |            |             |             |
| <b>Trading liabilities</b>  |  |            |             |             |
| Equities  | ¥  | 0          | ¥           | 0           |
| Bank and corporate debt securities                                |  | 0          |             | 0           |
| Collateralized debt obligations ( CDOs ) and other                |  |            |             | 0           |
| Investment trust funds and other                                  |  | 0          |             |             |
| <b>Total trading liabilities</b>                                  | <b>¥</b>   | <b>0</b>   | <b>¥</b>    | <b>0</b>    |
| Short-term borrowings   |  | 0          |             | 0           |
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|                       |  |   |   |       |
|-----------------------|--|---|---|-------|
| Payables and deposits |  | 0 |   | 0     |
| Long-term borrowings  |  | 4 |   | (5)   |
| Other liabilities     |  | 0 |   | 0     |
| Total                 |  | ¥ | 4 | ¥ (5) |

- (1) Includes gains and losses reported within *Net gain on trading*, *Gain on private equity investments*, and also within *Gain on investments in equity securities*, *Revenue Other* and *Non-interest expenses Other*, *Interest and dividends* and *Interest expense* in the consolidated statements of income.
- (2) Each derivative classification includes derivatives with multiple risk underlyings. For example, interest rate contracts include complex derivatives referencing interest rate risk as well as foreign exchange risk or other factors such as prepayment rates. Credit contracts include credit default swaps as well as derivatives referencing corporate and government debt securities.

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**Table of Contents****Transfers into or out of Level 3 of the fair value hierarchy***Transfers out of Level 3*

During the nine months ended December 31, 2017, a total of ¥22 billion of financial assets (excluding derivative assets) were transferred out of Level 3. During the same period, a total of ¥139 billion of financial liabilities (excluding derivative liabilities) were transferred out of Level 3. This comprised primarily ¥34 billion of *Short-term borrowings* and ¥104 billion of *Long-term borrowings*, principally structured notes, which were transferred because certain volatility and correlation valuation inputs became observable or less significant.

During the nine months ended December 31, 2017, the total amount of ¥26 billion of net derivative assets were transferred out of Level 3. This comprised ¥27 billion of net interest rate derivative assets which were transferred because certain interest rate, volatility and correlation valuation inputs became observable or less significant.

During the nine months ended December 31, 2018, a total of ¥53 billion of financial assets (excluding derivative assets) were transferred out of Level 3. This comprised primarily ¥42 billion of *Bank and corporate debt securities and loans for trading purposes*, principally debt securities, which were transferred because certain credit spread and recovery rate valuation inputs became observable or less significant. During the same period, a total of ¥99 billion of financial liabilities (excluding derivative liabilities) were transferred out of Level 3. This comprised primarily ¥81 billion of *Long-term borrowings*, principally structured notes and ¥18 billion of *Short-term borrowings*, which were transferred because certain volatility and correlation valuation inputs became observable or less significant.

During the nine months ended December 31, 2018, a total amount of ¥21 billion of net derivative liabilities were transferred out of Level 3. This comprised ¥14 billion of net interest rate derivative liabilities which were transferred because certain interest rate, volatility and correlation valuation inputs became observable or less significant.

During the three months ended December 31, 2017, the total amount of financial assets (excluding derivative assets) which were transferred out of Level 3 was not significant. During the same period, a total of ¥54 billion of financial liabilities (excluding derivative liabilities) were transferred out of Level 3. This comprised ¥22 billion of *Short-term borrowings* and ¥32 billion of *Long-term borrowings*, principally structured notes, which were transferred because certain volatility and correlation valuation inputs became observable or less significant.

During the three months ended December 31, 2017, the total amount of net derivative assets which were transferred out of Level 3 was not significant.

During the three months ended December 31, 2018, a total of ¥18 billion of financial assets (excluding derivative assets) were transferred out of Level 3. This comprised primarily ¥11 billion of *Bank and corporate debt securities and loans for trading purposes*, principally debt securities, which were transferred because certain credit spread and recovery rate valuation inputs became observable or less significant. During the same period, a total of ¥39 billion of financial liabilities (excluding derivative liabilities) were transferred out of Level 3. This comprised primarily ¥33 billion of *Long-term borrowings*, principally structured notes, which were transferred because certain volatility and correlation valuation inputs became observable or less significant.

During the three months ended December 31, 2018, the total amount of net derivative liabilities which were transferred out of Level 3 was not significant.

*Transfers into Level 3*

During the nine months ended December 31, 2017, a total of ¥54 billion of financial assets (excluding derivative assets) were transferred into Level 3. This comprised primarily ¥21 billion of *Loans and receivables* which were transferred because certain credit spreads became unobservable or more significant. Losses on these *Loans and receivables* which were recognized in the quarter when the transfers into Level 3 occurred were ¥15 billion. This also comprised ¥13 billion of *Bank and corporate debt securities and loans for trading purposes* which were transferred because certain credit spreads and recovery rate valuation inputs became unobservable or more significant. The amount of gains and losses on these transfers reported in *Bank and corporate debt securities and loans for trading purposes* which were recognized in the quarter when the transfers into Level 3 occurred was not significant. During the same period, a total of ¥45 billion of financial liabilities (excluding derivative liabilities) were transferred into Level 3. This comprised primarily ¥44 billion of *Long-term borrowings*, principally structured notes, which were transferred because certain volatility and correlation valuation inputs became unobservable or more significant. The amount of gains and losses on these transfers reported in *Long-term borrowings* which were recognized in the quarter when the transfer into Level 3 occurred was not significant.

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During the nine months ended December 31, 2017, the total amount of net derivative liabilities which were transferred into Level 3 was not significant.

During the nine months ended December 31, 2018, a total of ¥64 billion of financial assets (excluding derivative assets) were transferred into Level 3. This comprised primarily ¥40 billion of *Bank and corporate debt securities and loans for trading purposes*, principally debt securities, which were transferred because certain credit spread and recovery rate valuation inputs became unobservable or more significant. The amount of gains and losses on these transfers reported in *Bank and corporate debt securities and loans for trading purposes* which were recognized in the quarter when the transfer into Level 3 occurred was not significant. During the same period, a total of ¥64 billion of financial liabilities (excluding derivative liabilities) were transferred into Level 3. This comprised primarily ¥41 billion of *Long-term borrowings*, principally structured notes, and ¥23 billion of *Short-term borrowings* which were transferred because certain volatility and correlation valuation inputs became unobservable or more significant. The amount of gains and losses on these transfers reported in *Long-term borrowings* and *Short-term borrowings* which were recognized in the quarter when the transfer into Level 3 occurred was not significant.

During the nine months ended December 31, 2018, the total amount of net derivative liabilities which were transferred into Level 3 was not significant.

During the three months ended December 31, 2017, a total amount of ¥36 billion of financial assets (excluding derivative assets) were transferred into Level 3. This comprised primarily ¥22 billion of *Loans and receivables* which were transferred because certain credit spreads became unobservable or more significant. Losses on these *Loans and receivables* which were recognized in the quarter when the transfers into Level 3 occurred were ¥15 billion. During the same period, a total of ¥16 billion of financial liabilities (excluding derivative liabilities) were transferred into Level 3. This comprised primarily ¥16 billion of *Long-term borrowings*, principally structured notes, which were transferred because certain volatility and correlation valuation inputs became unobservable or more significant. The amount of gains and losses on these transfers reported in *Long-term borrowings* which were recognized in the quarter when the transfer into Level 3 occurred was not significant.

During the three months ended December 31, 2017, the total amount of net derivative liabilities which were transferred into Level 3 was not significant.

During the three months ended December 31, 2018, a total of ¥30 billion of financial assets (excluding derivative assets) were transferred into Level 3. This comprised primarily ¥24 billion of *Bank and corporate debt securities and loans for trading purposes*, principally debt securities, which were transferred because certain credit spread and recovery rate valuation inputs became unobservable or more significant. The amount of gains and losses on these transfers reported in *Bank and corporate debt securities and loans for trading purposes* which were recognized in the quarter when the transfer into Level 3 occurred was not significant. During the same period, a total of ¥23 billion of financial liabilities (excluding derivative liabilities) were transferred into Level 3. This comprised primarily ¥16 billion of *Long-term borrowings*, principally structured notes, which were transferred because certain volatility and correlation valuation inputs became unobservable or more significant. The amount of gains and losses on these transfers reported in *Long-term borrowings* which were recognized in the quarter when the transfer into Level 3 occurred was not significant.

During the three months ended December 31, 2018, the total amount of net derivative liabilities which were transferred into Level 3 was not significant.



**Table of Contents****Investments in investment funds that calculate NAV per share**

In the normal course of business, Nomura invests in non-consolidated funds which meet the definition of investment companies or are similar in nature and which do not have readily determinable fair values. For certain of these investments, Nomura uses NAV per share as the basis for valuation as a practical expedient. Some of these investments are redeemable at different amounts from NAV per share.

The following tables present information on these investments where NAV per share is calculated or disclosed as of March 31, 2018 and December 31, 2018. Investments are presented by major category relevant to the nature of Nomura's business and risks.

|                       | <b>Fair value</b> | <b>Unfunded commitments<sup>(1)</sup></b> | <b>Billions of yen<br/>March 31, 2018<br/>Redemption frequency<br/>(if currently eligible)<sup>(2)</sup></b> | <b>Redemption notice<sup>(3)</sup></b> |
|-----------------------|-------------------|---|--|--|
| Hedge funds           | ¥ 25              | ¥   | Monthly  | Same day-90 days                       |
| Venture capital funds | 1                 | 2   |  |  |
| Private equity funds  | 22                | 11  |  |  |
| Real estate funds     | 1                 |   |  |  |
| <b>Total</b>          | <b>¥ 49</b>       | <b>¥ 13</b>                               |  |  |

|                       | <b>Fair value</b> | <b>Unfunded commitments<sup>(1)</sup></b> | <b>Billions of yen<br/>December 31, 2018<br/>Redemption frequency<br/>(if currently eligible)<sup>(2)</sup></b> | <b>Redemption notice<sup>(3)</sup></b> |
|-----------------------|-------------------|---|---|--|
| Hedge funds           | ¥ 15              | ¥   | Monthly   | Same day-90 days                       |
| Venture capital funds | 2                 | 2   |   |  |
| Private equity funds  | 17                | 13  |   |  |
| Real estate funds     | 2                 | 1   |   |  |
| <b>Total</b>          | <b>¥ 36</b>       | <b>¥ 16</b>                               |   |  |

(1) The contractual amount of any unfunded commitments Nomura is required to make to the entities in which the investment is held.

(2) The range in frequency with which Nomura can redeem investments.

(3) The range in notice period required to be provided before redemption is possible.

*Hedge funds:*

These investments include funds of funds that invest in multiple asset classes. The fair values of these investments are determined using NAV per share. Although most of these funds can be redeemed within six months, certain funds cannot be redeemed within six months due to contractual, liquidity or gating issues. The redemption period is unknown for certain suspended or liquidating funds. Some of these investments contain restrictions against transfers of the investments to third parties.

*Venture capital funds:*

These investments include primarily start-up funds. The fair values of these investments are determined using NAV per share. Most of these funds cannot be redeemed within six months. The redemption period is unknown for certain suspended or liquidating funds. Some of these investments contain restrictions against transfers of the investments to third parties.

*Private equity funds:*

These investments are made mainly in various sectors in Europe, U.S. and Japan. The fair values of these investments are determined using NAV per share. Redemption is restricted for most of these investments. Some of these investments contain restrictions against transfers of the investments to third parties.

*Real estate funds:*

These are investments in commercial and other types of real estate. The fair values of these investments are determined using NAV per share. Redemption is restricted for most of these investments. Some of these investments contain restrictions against transfers of the investments to third parties.



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**Fair value option for financial assets and financial liabilities**

Nomura measures certain eligible financial assets and liabilities at fair value through the election of the fair value option permitted by ASC 815 *Derivatives and Hedging* ( ASC 815 ) and ASC 825 *Financial Instruments* ( ASC 825 ). When Nomura elects the fair value option for an eligible item, changes in that item's fair value are recognized through earnings. Election of the fair value option is generally irrevocable unless an event occurs that gives rise to a new basis of accounting for that instrument.

The financial assets and financial liabilities primarily elected for the fair value option by Nomura, and the reasons for the election, are as follows:

Equity method investments reported within *Trading assets and private equity investments* and *Other assets* held for capital appreciation or current income purposes which Nomura generally has an intention to exit rather than hold indefinitely. Nomura elects the fair value option to more appropriately represent the purpose of these investments in these consolidated financial statements.

Loans reported within *Loans and receivables* which are risk managed on a fair value basis and loan commitments related to loans receivable for which the fair value option will be elected upon funding. Nomura elects the fair value option to mitigate volatility through earnings caused by the difference in measurement basis that otherwise would arise between loans and the derivatives used to risk manage those instruments.

Reverse repurchase and repurchase agreements reported within *Collateralized agreements* and *Collateralized financing* which are risk managed on a fair value basis. Nomura elects the fair value option to mitigate volatility through earnings caused by the difference in measurement basis that otherwise would arise between the reverse repurchase and repurchase agreements and the derivatives used to risk manage those instruments.

All structured notes issued on or after April 1, 2008 reported within *Short-term borrowings* and *Long-term borrowings*. Nomura elects the fair value option for those structured notes primarily to mitigate the volatility through earnings caused by differences in the measurement basis for structured notes and the derivatives Nomura uses to risk manage those positions. Nomura also elects the fair value option for certain notes issued by consolidated VIEs for the same purpose and for certain structured notes issued prior to April 1, 2008. Certain subsidiaries elect the fair value option for structured loans and straight bonds issued on or after April 1, 2018.

Financial liabilities reported within *Long-term borrowings* recognized in transactions which are accounted for as secured financing transactions under ASC 860. Nomura elects the fair value option for these financial liabilities to mitigate volatility through earnings that otherwise would arise had this election not been made. Even though Nomura usually has little or no continuing economic exposure to the transferred financial assets, they remain on the consolidated balance sheets and continue to be carried at fair value, with changes in fair value recognized through earnings.

Interest and dividends arising from financial instruments for which the fair value option has been elected are recognized within *Interest and dividends*, *Interest expense* or *Net gain on trading*.

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The following table presents gains (losses) due to changes in fair value for financial instruments measured at fair value using the fair value option for the nine and three months ended December 31, 2017 and 2018.

|  | Billions of yen                       |       |      |      |
|--|---------------------------------------|-------|------|------|
|  | Nine months ended December 31<br>2017 |       | 2018 |      |
|  | Gains / (Losses) <sup>(1)</sup>       |       |      |      |
| <b>Assets:</b>   |                                       |       |      |      |
| Trading assets and private equity investments <sup>(2)</sup> |                                       |       |      |      |
| Trading assets   | ¥                                     | 0     | ¥    | 0    |
| Private equity investments                                   |                                       | 1     |      | 1    |
| Loans and receivables  |                                       | (14)  |      | 0    |
| Collateralized agreements <sup>(3)</sup>                     |                                       | 11    |      | 5    |
| Other assets <sup>(2)</sup>                                  |                                       | 16    |      | (31) |
| <b>Total</b>   | ¥                                     | 14    | ¥    | (25) |
| <b>Liabilities:</b>  |                                       |       |      |      |
| Short-term borrowings <sup>(4)</sup>                         | ¥                                     | (65)  | ¥    | 53   |
| Collateralized financing <sup>(3)</sup>                      |                                       | 0     |      | 0    |
| Long-term borrowings <sup>(4)(5)</sup>                       |                                       | (70)  |      | 62   |
| Other liabilities <sup>(6)</sup>                             |                                       | (13)  |      | 18   |
| <b>Total</b>   | ¥                                     | (148) | ¥    | 133  |

|  | Billions of yen                        |      |      |      |
|--|--|------|------|------|
|  | Three months ended December 31<br>2017 |      | 2018 |      |
|  | Gains / (Losses) <sup>(1)</sup>        |      |      |      |
| <b>Assets:</b>   |  |      |      |      |
| Trading assets and private equity investments <sup>(2)</sup> |  |      |      |      |
| Trading assets   | ¥                                      | 0    | ¥    | 0    |
| Private equity investments                                   |  | (1)  |      | 0    |
| Loans and receivables  |  | (14) |      | 1    |
| Collateralized agreements <sup>(3)</sup>                     |  | (5)  |      | 5    |
| Other assets <sup>(2)</sup>                                  |  | 4    |      | (30) |
| <b>Total</b>   | ¥                                      | (16) | ¥    | (24) |
| <b>Liabilities:</b>  |  |      |      |      |
| Short-term borrowings <sup>(4)</sup>                         | ¥                                      | (39) | ¥    | 47   |

|   |  |      |      |      |
|---|--|------|------|------|
| Collateralized financing <sup>(3)</sup> |  | 1    |      | 1    |
| Long-term borrowings <sup>(4)(5)</sup>  |  | (11) |      | 12   |
| Other liabilities <sup>(6)</sup>        |  | (1)  |      | 9    |
| Total                                   |  | ¥    | (50) | ¥ 69 |

- (1) Includes gains and losses reported primarily within *Net gain on trading* and *Revenue Other* in the consolidated statements of income.
- (2) Includes equity investments that would have been accounted for under the equity method had Nomura not chosen to elect the fair value option.
- (3) Includes reverse repurchase and repurchase agreements.
- (4) Includes structured notes and other financial liabilities.
- (5) Includes secured financing transactions arising from transfers of financial assets which did not meet the criteria for sales accounting.
- (6) Includes unfunded written loan commitments.

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As of March 31, 2018 and December 31, 2018, Nomura held an economic interest of 40.14% and 40.56% in American Century Companies, Inc., respectively. The investment is measured at fair value on a recurring basis through election of the fair value option and is reported within *Other assets - Other* in the consolidated balance sheets.

There was no significant impact on financial assets for which the fair value option was elected attributable to instrument-specific credit risk.

Nomura calculates the impact of changes in its own creditworthiness on certain financial liabilities for which the fair value option is elected by DCF valuation techniques using a rate which incorporates observable changes in its credit spread.

The following table presents changes in the valuation adjustment for Nomura's own credit worthiness applied to certain financial liabilities for which the fair value option has been elected recognized in other comprehensive income during the period and cumulatively, and amounts reclassified to earnings from accumulated other comprehensive income on early settlement of such financial liabilities during the period ended December 31, 2017 and 2018.

|  | <b>Billions of Yen</b>          |     |             |    |
|--|---------------------------------|-----|-------------|----|
|  | <b>Nine months period ended</b> |     |             |    |
|  | <b>December 31</b>              |     |             |    |
|  | <b>2017</b>                     |     | <b>2018</b> |    |
| Changes recognized as a credit (debit) to other comprehensive income during the period | ¥                               | (7) | ¥           | 31 |
| Credit (debit) Amounts reclassified to earnings during the period                      |                                 | 0   |             | 0  |
| Cumulative credit (debit) balance recognized in accumulated other comprehensive income |                                 | 0   |             | 39 |

|  | <b>Billions of Yen</b>           |   |             |    |
|--|----------------------------------|---|-------------|----|
|  | <b>Three months period ended</b> |   |             |    |
|  | <b>December 31</b>               |   |             |    |
|  | <b>2017</b>                      |   | <b>2018</b> |    |
| Changes recognized as a credit (debit) to other comprehensive income during the period | ¥                                | 3 | ¥           | 27 |
| Credit (debit) Amounts reclassified to earnings during the period                      |                                  | 0 |             | 0  |

As of March 31, 2018, the fair value of the aggregate unpaid principal balance (which is contractually principally protected) of loans and receivables for which the fair value option was elected was ¥0 billion more than the principal balance of such loans and receivables. The fair value of the aggregate unpaid principal balance (which is contractually principally protected) of long-term borrowings for which the fair value option was elected was ¥58 billion less than the principal balance of such long-term borrowings. There were no loans and receivables for which the fair value option was elected that were 90 days or more past due.

As of December 31, 2018, the fair value of the aggregate unpaid principal balance (which is contractually principally protected) of loans and receivables for which the fair value option was elected was ¥0 billion more than the principal balance of such loans and receivables. The fair value of the aggregate unpaid principal balance (which is contractually principally protected) of long-term borrowings for which the fair value option was elected was ¥104 billion less than the principal balance of such long-term borrowings. There were no loans and receivables for which the fair value option was elected that were 90 days or more past due.



**Table of Contents****Concentrations of credit risk**

Concentrations of credit risk may arise from trading, securities financing transactions and underwriting activities, and may be impacted by changes in political or economic factors. Nomura has credit risk concentrations on bonds issued by the Japanese Government, U.S. Government, Governments within the European Union ( EU ), their states and municipalities, and their agencies. These concentrations generally arise from taking trading positions and are reported within *Trading assets* in the consolidated balance sheets. Government, agency and municipal securities, including *Securities pledged as collateral*, represented 16% of total assets as of March 31, 2018 and 20% as of December 31, 2018.

The following tables present geographic allocations of Nomura's trading assets related to government, agency and municipal securities. See Note 3 *Derivative instruments and hedging activities* for further information regarding the concentration of credit risk for derivatives.

|   | <b>Billions of yen</b> |             |           |              |                            |
|---|------------------------|-------------|-----------|--------------|----------------------------|
|   | <b>March 31, 2018</b>  |             |           |              |                            |
|   | <b>Japan</b>           | <b>U.S.</b> | <b>EU</b> | <b>Other</b> | <b>Total<sup>(1)</sup></b> |
| Government, agency and municipal securities | ¥2,394                 | ¥2,168      | ¥1,512    | ¥ 540        | ¥ 6,614                    |

|   | <b>Billions of yen</b>   |             |           |              |                            |
|---|--------------------------|-------------|-----------|--------------|----------------------------|
|   | <b>December 31, 2018</b> |             |           |              |                            |
|   | <b>Japan</b>             | <b>U.S.</b> | <b>EU</b> | <b>Other</b> | <b>Total<sup>(1)</sup></b> |
| Government, agency and municipal securities | ¥2,739                   | ¥3,468      | ¥2,163    | ¥ 599        | ¥ 8,969                    |

(1) Other than above, there were ¥344 billion and ¥316 billion of government, agency and municipal securities reported within *Other assets Non-trading debt securities* in the consolidated balance sheets as of March 31, 2018 and December 31 2018, respectively. These securities are primarily Japanese government, agency and municipal securities.

**Estimated fair value of financial instruments not carried at fair value**

Certain financial instruments are not carried at fair value on a recurring basis in the consolidated balance sheets since they are neither held for trading purposes nor are elected for the fair value option. These are typically carried at contractual amounts due or amortized cost.

The carrying value of the majority of the financial instruments detailed below will approximate fair value since they are short-term in nature and contain minimal credit risk. These financial instruments include financial assets reported within *Cash and cash equivalents, Time deposits, Deposits with stock exchanges and other segregated cash, Receivables from customers, Receivables from other than customers, Securities purchased under agreements to resell* and *Securities borrowed* and financial liabilities reported within *Short-term borrowings, Payables to customers, Payables to other than customers, Deposits received at banks, Securities sold under agreements to repurchase, Securities loaned* and *Other secured borrowings* in the consolidated balance sheets.

The estimated fair values of other financial instruments which are longer-term in nature or may contain more than minimal credit risk may be different to their carrying value. Financial assets of this type primarily include certain loans which are reported within *Loans receivable* while financial liabilities primarily include long-term borrowings

which are reported within *Long-term borrowings*.



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The following tables present carrying values, fair values and classification within the fair value hierarchy for certain classes of financial instrument of which a portion of the ending balance was carried at fair value as of March 31, 2018 and December 31 2018.

|   | <b>Billions of yen</b>              |                   |                            |                 |                |
|---|-------------------------------------|-------------------|----------------------------|-----------------|----------------|
|   | <b>March 31, 2018<sup>(1)</sup></b> |                   |                            |                 |                |
|   | <b>Carrying value</b>               | <b>Fair value</b> | <b>Fair value by level</b> |                 |                |
|   |                                     |                   | <b>Level 1</b>             | <b>Level 2</b>  | <b>Level 3</b> |
| <b>Assets:</b>  |                                     |                   |                            |                 |                |
| Cash and cash equivalents                               | ¥ 2,355                             | ¥ 2,355           | ¥ 2,355                    | ¥               | ¥              |
| Time deposits   | 315                                 | 315               |                            | 315             |                |
| Deposits with stock exchanges and other segregated cash | 289                                 | 289               |                            | 289             |                |
| Loans receivable <sup>(2)</sup>                         | 2,461                               | 2,461             |                            | 1,946           | 515            |
| Securities purchased under agreements to resell         | 9,854                               | 9,854             |                            | 9,849           | 5              |
| Securities borrowed                                     | 6,384                               | 6,383             |                            | 6,383           |                |
| <b>Total</b>  | <b>¥ 21,658</b>                     | <b>¥ 21,657</b>   | <b>¥ 2,355</b>             | <b>¥ 18,782</b> | <b>¥ 520</b>   |
| <b>Liabilities:</b>                                     |                                     |                   |                            |                 |                |
| Short-term borrowings                                   | ¥ 743                               | ¥ 743             | ¥                          | ¥ 726           | ¥ 17           |
| Deposits received at banks                              | 1,151                               | 1,151             |                            | 1,151           |                |
| Securities sold under agreements to repurchase          | 14,759                              | 14,759            |                            | 14,756          | 3              |
| Securities loaned                                       | 1,524                               | 1,524             |                            | 1,524           |                |
| Long-term borrowings                                    | 7,383                               | 7,417             | 18                         | 6,939           | 460            |
| <b>Total</b>  | <b>¥ 25,560</b>                     | <b>¥ 25,594</b>   | <b>¥ 18</b>                | <b>¥ 25,096</b> | <b>¥ 480</b>   |

|   | <b>Billions of yen</b>                 |                   |                            |                 |                |
|---|--|-------------------|----------------------------|-----------------|----------------|
|   | <b>December 31, 2018<sup>(1)</sup></b> |                   |                            |                 |                |
|   | <b>Carrying value</b>                  | <b>Fair value</b> | <b>Fair value by level</b> |                 |                |
|   |  |                   | <b>Level 1</b>             | <b>Level 2</b>  | <b>Level 3</b> |
| <b>Assets:</b>  |  |                   |                            |                 |                |
| Cash and cash equivalents                               | ¥ 2,439                                | ¥ 2,439           | ¥ 2,439                    | ¥               | ¥              |
| Time deposits   | 347                                    | 347               |                            | 347             |                |
| Deposits with stock exchanges and other segregated cash | 295                                    | 295               |                            | 295             |                |
| Loans receivable <sup>(2)</sup>                         | 2,373                                  | 2,373             |                            | 1,801           | 572            |
| Securities purchased under agreements to resell         | 14,549                                 | 14,549            |                            | 14,539          | 10             |
| Securities borrowed                                     | 4,074                                  | 4,073             |                            | 4,073           |                |
| <b>Total</b>  | <b>¥ 24,077</b>                        | <b>¥ 24,076</b>   | <b>¥ 2,439</b>             | <b>¥ 21,055</b> | <b>¥ 582</b>   |
| <b>Liabilities:</b>                                     |  |                   |                            |                 |                |
| Short-term borrowings                                   | ¥ 808                                  | ¥ 808             | ¥                          | ¥ 765           | ¥ 43           |
| Deposits received at banks                              | 1,276                                  | 1,276             |                            | 1,276           |                |
| Securities sold under agreements to repurchase          | 19,982                                 | 19,982            |                            | 19,979          | 3              |

|                      |                |                |             |                |              |
|----------------------|----------------|----------------|-------------|----------------|--------------|
| Securities loaned    | 1,295          | 1,295          |             | 1,295          |              |
| Long-term borrowings | 7,743          | 7,784          | 31          | 7,219          | 534          |
| <b>Total</b>         | <b>¥31,104</b> | <b>¥31,145</b> | <b>¥ 31</b> | <b>¥30,534</b> | <b>¥ 580</b> |

(1) Includes financial instruments which are carried at fair value on a recurring basis.

(2) Carrying values are shown after deducting relevant allowances for credit losses.

**Assets and liabilities measured at fair value on a nonrecurring basis**

In addition to financial instruments carried at fair value on a recurring basis, Nomura also measures other financial and non-financial assets and liabilities at fair value on a nonrecurring basis, where the primary measurement basis is not fair value. Fair value is only used in specific circumstances after initial recognition such as to measure impairment.

As of March 31, 2018, there were no significant amount of assets and liabilities which were measured at fair value on a nonrecurring basis.

As of December 31, 2018, goodwill allocated to the Wholesale segment was measured at fair value on a nonrecurring basis. The relevant goodwill, which is reported within *Other assets Other* in the consolidated balance sheets, was wholly impaired. Fair value was determined using a DCF valuation technique and consequently, this nonrecurring fair value measurement was determined using valuation inputs which would be classified in Level 3 of the fair value hierarchy. See Note 10 *Other assets Other/Other liabilities* for further information regarding goodwill.

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### **3. Derivative instruments and hedging activities:**

Nomura uses a variety of derivative financial instruments, including futures, forwards, options and swaps, for both trading and non-trading purposes.

#### *Derivatives used for trading purposes*

In the normal course of business, Nomura enters into transactions involving derivative financial instruments to meet client needs, for trading purposes, and to reduce its own exposure to loss due to adverse fluctuations in interest rates, currency exchange rates and market prices of securities. These financial instruments include contractual agreements such as commitments to swap interest payment streams, exchange currencies or purchase or sell securities and other financial instruments on specific terms at specific future dates.

Nomura maintains active trading positions in a variety of derivative financial instruments. Most of Nomura's trading activities are client oriented. Nomura utilizes a variety of derivative financial instruments as a means of bridging clients' specific financial needs and investors' demands in the securities markets. Nomura also actively trades securities and various derivatives to assist its clients in adjusting their risk profiles as markets change. In performing these activities, Nomura carries an inventory of capital markets instruments and maintains its access to market liquidity by quoting bid and offer prices to and trading with other market makers. These activities are essential to provide clients with securities and other capital market products at competitive prices.

Futures and forward contracts are commitments to either purchase or sell securities, foreign currency or other capital market instruments at a specific future date for a specified price and may be settled in cash or through delivery. Foreign exchange contracts include spot and forward contracts and involve the exchange of two currencies at a rate agreed by the contracting parties. Risks arise from the possible inability of counterparties to meet the terms of their contracts and from movements in market prices. Futures contracts are executed through regulated exchanges which clear and guarantee performance of counterparties. Accordingly, credit risk associated with futures contracts is considered minimal. In contrast, forward contracts are generally negotiated between two counterparties and, therefore, are subject to the performance of the related counterparties.

Options are contracts that grant the purchaser, for a premium payment, the right to either purchase or sell a financial instrument at a specified price within a specified period of time or on a specified date from or to the writer of the option. The writer of options receives premiums and bears the risk of unfavorable changes in the market price of the financial instruments underlying the options.

Swaps are contractual agreements in which two counterparties agree to exchange certain cash flows, at specified future dates, based on an agreed contract. Certain agreements may result in combined interest rate and foreign currency exposures. Entering into swap agreements may involve the risk of credit losses in the event of counterparty default.

To the extent these derivative financial instruments are economically hedging financial instruments or securities positions of Nomura, the overall risk of loss may be fully or partly mitigated by the hedged position.

Nomura seeks to minimize its exposure to market risk arising from its use of these derivative financial instruments through various control policies and procedures, including position limits, monitoring procedures and hedging strategies whereby Nomura enters into offsetting or other positions in a variety of financial instruments.



**Table of Contents***Derivatives used for non-trading purposes*

Nomura's principal objectives in using derivatives for non-trading purposes are to manage interest rate risk, to modify the interest rate characteristics of certain financial liabilities, to manage foreign exchange risk of certain foreign currency denominated debt securities, to manage net investment exposure to fluctuations in foreign exchange rates arising from certain foreign operations and to mitigate equity price risk arising from certain stock-based compensation awards given to employees.

Credit risk associated with derivatives utilized for non-trading purposes is controlled and managed in the same way as credit risk associated with derivatives utilized for trading purposes.

Nomura designates certain derivative financial instruments as fair value hedges of interest rate risk arising from specific financial liabilities and foreign currency risk arising from specific foreign currency denominated debt securities. These derivatives are effective in reducing the risk associated with the exposure being hedged and are highly correlated with changes in the fair value and foreign currency rates of the underlying hedged items, both at inception and throughout the life of the hedge contract. Changes in fair value of the hedging derivatives are reported together with those of the hedged assets and liabilities through the consolidated statements of income within Interest expense or *Revenue Other*.

Derivative financial instruments designated as hedges of the net investment in foreign operations relate to specific subsidiaries with non-Japanese Yen functional currencies. When determining the effectiveness of net investment hedges, the effective portion of the change in fair value of the hedging derivative is determined by changes in spot exchange rates and is reported through NHI shareholders' equity within *Accumulated other comprehensive income (loss)*. Changes in fair value of the hedging derivatives attributable to changes in the difference between the forward rate and spot rate are excluded from the measure of hedge effectiveness and are reported in the consolidated statements of income within *Revenue Other*.

**Concentrations of credit risk for derivatives**

The following tables present Nomura's significant concentration of exposures to credit risk in OTC derivatives with financial institutions including transactions cleared through central counterparties. The gross fair value of derivative assets represents the maximum amount of loss due to credit risk that Nomura would incur if the counterparties of Nomura failed to perform in accordance with the terms of the instruments and any collateral or other security Nomura held in relation to those instruments proved to be of no value.

|                        | <b>Billions of yen<br/>March 31, 2018</b>            |  |                                 |  |
|------------------------|--|--|---------------------------------|--|
|                        | <b>Gross fair value of<br/>derivative<br/>assets</b> | <b>Impact of<br/>master netting<br/>agreements</b> | <b>Impact of<br/>collateral</b> | <b>Net exposure to<br/>credit risk</b> |
| Financial institutions | ¥ 13,472   | ¥ (11,467)   | ¥ (1,653)                       | ¥ 352                                  |

|  | <b>Billions of yen<br/>December 31, 2018</b> |                             |                      |                            |
|--|--|-----------------------------|----------------------|----------------------------|
|  | <b>Gross<br/>fair</b>                        | <b>Impact of<br/>master</b> | <b>Impact<br/>of</b> | <b>Net<br/>exposure to</b> |

|                        | <b>value of<br/>derivative<br/>assets</b> | <b>netting<br/>agreements</b> | <b>collateral</b> | <b>credit risk</b> |
|------------------------|---|-------------------------------|-------------------|--------------------|
| Financial institutions | ¥ 12,920                                  | ¥ (11,151)                    | ¥ (1,538)         | ¥ 231              |

**Table of Contents****Derivative activities**

The following tables quantify the volume of Nomura's derivative activity through a disclosure of notional amounts, in comparison with the fair value of those derivatives. All amounts are disclosed on a gross basis, prior to counterparty netting of derivative assets and liabilities and cash collateral netting against net derivatives.

|  | <b>Billions of yen</b>              |                          |                                 |                               |
|--|-------------------------------------|--------------------------|---------------------------------|-------------------------------|
|  | <b>March 31, 2018<sup>(4)</sup></b> |                          |                                 |                               |
|  | <b>Total Notional<sup>(1)</sup></b> | <b>Derivative assets</b> |                                 | <b>Derivative liabilities</b> |
|  |                                     | <b>Fair value</b>        | <b>Fair value<sup>(1)</sup></b> |                               |
| <b>Derivatives used for trading and non-trading purposes<sup>(2)(3)</sup>:</b> |                                     |                          |                                 |                               |
| Equity contracts   | ¥ 39,203                            | ¥ 1,011                  | ¥                               | 1,118                         |
| Interest rate contracts  | 2,940,234                           | 8,072                    |                                 | 7,550                         |
| Credit contracts   | 31,624                              | 515                      |                                 | 425                           |
| Foreign exchange contracts   | 362,658                             | 5,494                    |                                 | 5,087                         |
| Commodity contracts  | 60,883                              | 1                        |                                 | 1                             |
| <b>Total</b>   | <b>¥ 3,434,602</b>                  | <b>¥ 15,093</b>          | <b>¥</b>                        | <b>14,181</b>                 |
| <b>Derivatives designated as hedging instruments:</b>                          |                                     |                          |                                 |                               |
| Interest rate contracts  | ¥ 1,184                             | ¥ 24                     | ¥                               | 1                             |
| Foreign exchange contracts   | 93                                  | 1                        |                                 |                               |
| <b>Total</b>   | <b>¥ 1,277</b>                      | <b>¥ 25</b>              | <b>¥</b>                        | <b>1</b>                      |
| <b>Total derivatives</b>   | <b>¥ 3,435,879</b>                  | <b>¥ 15,118</b>          | <b>¥</b>                        | <b>14,182</b>                 |

|  | <b>Billions of yen</b>              |                          |                                 |                               |
|--|-------------------------------------|--------------------------|---------------------------------|-------------------------------|
|  | <b>December 31, 2018</b>            |                          |                                 |                               |
|  | <b>Total Notional<sup>(1)</sup></b> | <b>Derivative assets</b> |                                 | <b>Derivative liabilities</b> |
|  |                                     | <b>Fair value</b>        | <b>Fair value<sup>(1)</sup></b> |                               |
| <b>Derivatives used for trading and non-trading purposes<sup>(2)(3)</sup>:</b> |                                     |                          |                                 |                               |
| Equity contracts   | ¥ 36,203                            | ¥ 911                    | ¥                               | 1,013                         |
| Interest rate contracts  | 2,821,752                           | 7,810                    |                                 | 7,377                         |
| Credit contracts   | 32,984                              | 391                      |                                 | 390                           |
| Foreign exchange contracts   | 330,681                             | 5,496                    |                                 | 5,293                         |
| Commodity contracts  | 322                                 | 0                        |                                 | 2                             |
| <b>Total</b>   | <b>¥ 3,221,942</b>                  | <b>¥ 14,608</b>          | <b>¥</b>                        | <b>14,075</b>                 |

## Derivatives designated as hedging instruments:

|                            |          |              |          |           |          |          |
|----------------------------|----------|--------------|----------|-----------|----------|----------|
| Interest rate contracts    | ¥        | 1,158        | ¥        | 22        | ¥        |          |
| Foreign exchange contracts |          | 92           |          |           |          | 1        |
| <b>Total</b>               | <b>¥</b> | <b>1,250</b> | <b>¥</b> | <b>22</b> | <b>¥</b> | <b>1</b> |
| Total derivatives          | ¥        | 3,223,192    | ¥        | 14,630    | ¥        | 14,076   |

- (1) Includes the amount of embedded derivatives bifurcated in accordance with ASC 815.
- (2) Each derivative classification includes derivatives referencing multiple risk components. For example, interest rate contracts include complex derivatives referencing interest rate risk as well as foreign exchange risk or other factors such as prepayment rates. Credit contracts include credit default swaps as well as derivatives referencing corporate and government securities.
- (3) As of March 31, 2018 and December 31, 2018, the amounts reported include derivatives used for non-trading purposes which are not designated as fair value or net investment hedges. These amounts have not been separately presented since such amounts were not significant.
- (4) Due to the changes in our accounting policy, certain reclassifications of previously reported amounts have been made to conform to the current year presentation. Please refer to Note 1. *Basis of accounting* for further details. Changes in fair value are recognized either through earnings or other comprehensive income depending on the purpose for which the derivatives are used.



**Table of Contents***Offsetting of derivatives*

Counterparty credit risk associated with derivative financial instruments is controlled by Nomura through credit approvals, limits and monitoring procedures. To reduce the risk of loss, Nomura requires collateral, principally cash collateral and government securities, for certain derivative transactions. In certain cases, Nomura may agree for such collateral to be posted to a third-party custodian under a control agreement that enables Nomura to take control of such collateral in the event of counterparty default. From an economic standpoint, Nomura evaluates default risk exposure net of related collateral. Furthermore, OTC derivative transactions are typically documented under industry standard master netting agreements which reduce Nomura's credit exposure to counterparties as they permit the close-out and offset of transactions and collateral amounts in the event of default of the counterparty. For certain OTC centrally-cleared and exchange-traded derivatives, the clearing or membership agreements entered into by Nomura provide similar rights to Nomura in the event of default of the relevant central clearing party or exchange. In order to support the enforceability of the close-out and offsetting rights within these agreements, Nomura generally seeks to obtain an external legal opinion.

For certain types of counterparties and in certain jurisdictions, Nomura may enter into derivative transactions which are not documented under a master netting agreement. Similarly, even when derivatives are documented under such agreements, Nomura may not have yet sought evidence, or may not be able to obtain evidence to determine with sufficient certainty that close-out and offsetting rights are legally enforceable. This may be the case where relevant local laws specifically prohibit such close-out and offsetting rights, or where local laws are complex, ambiguous or silent on the enforceability of such rights, . This may include derivative transactions executed with certain foreign governments, agencies, municipalities, central clearing counterparties, exchanges and pension funds.

Nomura considers the enforceability of a master netting agreement in determining how credit risk arising from transactions with a specific counterparty is hedged, how counterparty credit exposures are calculated and applied to credit limits and the extent and nature of collateral requirements from the counterparty.

Derivative assets and liabilities with the same counterparty documented under a master netting agreement are offset in the consolidated balance sheets where the specific criteria defined by ASC 210-20 *Balance Sheet Offsetting* ( ASC210-20 ) and ASC 815 are met. These criteria include requirements around the legal enforceability of such close-out and offset rights under the master netting agreement. In addition, fair value amounts recognized for the right to reclaim cash collateral (a receivable) and the obligation to return cash collateral (a payable) are also offset against net derivative liabilities and net derivative assets, respectively where certain additional criteria are met.

The following table presents information about offsetting of derivatives and related collateral amounts in the consolidated balance sheets by type of derivative contract, together with the extent to which master netting agreements entered into with counterparties, central clearing counterparties or exchanges permit additional offsetting of derivatives and collateral in the event of counterparty default. Derivative transactions which are not documented under a master netting agreement or are documented under a master netting agreement for which Nomura does not have sufficient evidence of enforceability are not offset in the following table.

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|  | Billions of yen<br>March 31, 2018 <sup>(6)</sup> |  | Billions of yen<br>December 31, 2018 |  |
|--|--|--|--------------------------------------|--|
|  | Derivative<br>assets                             | Derivative<br>liabilities <sup>(1)</sup> | Derivative<br>assets                 | Derivative<br>liabilities <sup>(1)</sup> |
| Equity contracts   |  |  |                                      |  |
| OTC settled bilaterally  | ¥ 748  | ¥ 769                                    | ¥ 599                                | ¥ 588                                    |
| Exchange-traded  | 263  | 349                                      | 312                                  | 425                                      |
| Interest rate contracts  |  |  |                                      |  |
| OTC settled bilaterally  | 6,938  | 6,522                                    | 6,636                                | 6,164                                    |
| OTC centrally-cleared  | 1,142  | 1,020                                    | 1,188                                | 1,210                                    |
| Exchange-traded  | 16   | 9  | 8                                    | 3  |
| Credit contracts   |  |  |                                      |  |
| OTC settled bilaterally  | 390  | 300                                      | 273                                  | 270                                      |
| OTC centrally-cleared  | 125  | 125                                      | 117                                  | 119                                      |
| Exchange-traded  |  |  | 1                                    | 1  |
| Foreign exchange contracts   |  |  |                                      |  |
| OTC settled bilaterally  | 5,495  | 5,087                                    | 5,496                                | 5,294                                    |
| OTC centrally-cleared  |  |  |                                      |  |
| Commodity contracts  |  |  |                                      |  |
| OTC settled bilaterally  |  |  | 0                                    | 0  |
| Exchange-traded  | 1  | 1  | 0                                    | 2  |
| Total gross derivative balances <sup>(2)</sup>   | ¥ 15,118   | ¥ 14,182                                 | ¥ 14,630                             | ¥ 14,076                                 |
| Less: Amounts offset in the consolidated balance sheets <sup>(3)</sup>                   | (14,094)   | (13,457)                                 | (13,741)                             | (13,311)                                 |
| Total net amounts reported on the face of the consolidated balance sheets <sup>(4)</sup> | ¥ 1,024  | ¥ 725                                    | ¥ 889                                | ¥ 765                                    |
| Less: Additional amounts not offset in the consolidated balance sheets <sup>(5)</sup>    |  |  |                                      |  |
| Financial instruments and non-cash collateral  | (228)  | (72)                                     | (149)                                | (73)                                     |
| Net amount   | ¥ 796  | ¥ 653                                    | ¥ 740                                | ¥ 692                                    |

(1) Includes the amount of embedded derivatives bifurcated in accordance with ASC 815.

(2) Includes all gross derivative asset and liability balances irrespective of whether they are transacted under a master netting agreement or whether Nomura has obtained sufficient evidence of enforceability of the master netting agreement. As of March 31, 2018, the gross balance of derivative assets and derivative liabilities which are not documented under master netting agreements or are documented under master netting agreements for which Nomura has not yet obtained sufficient evidence of enforceability was ¥150 billion and ¥276 billion, respectively. As of December 31, 2018, the gross balance of such derivative assets and derivative liabilities was ¥250 billion and ¥336 billion, respectively.

(3) Represents amounts offset through counterparty netting of derivative assets and liabilities as well as cash collateral netting against net derivatives under master netting and similar agreements for which Nomura has obtained sufficient evidence of enforceability in accordance with ASC 815. As of March 31, 2018, Nomura offset a total of ¥1,201 billion of cash collateral receivables against net derivative liabilities and ¥1,838 billion of cash collateral payables against net derivative assets. As of December 31, 2018, Nomura offset a total of ¥1,251 billion of cash collateral receivables against net derivative liabilities and ¥1,681 billion of cash collateral payables against net derivative assets.

- (4) Net derivative assets and net derivative liabilities are generally reported within *Trading assets and private equity investments*, *Trading assets* and *Trading liabilities*, respectively in the consolidated balance sheet. Bifurcated embedded derivatives are reported within *Short-term borrowings* or *Long-term borrowings* depending on the maturity of the underlying host contract.
- (5) Represents amounts which are not permitted to be offset on the face of the consolidated balance sheets in accordance with ASC 210-20 and ASC 815 but which provide Nomura with a legally enforceable right of offset in the event of counterparty default. Amounts relating to derivative and collateral agreements where Nomura has not yet obtained sufficient evidence of enforceability of such offsetting rights are excluded. As of March 31, 2018, a total of ¥167 billion of cash collateral receivables and ¥391 billion of cash collateral payables, including amounts reported in the table, have not been offset against net derivatives. As of December 31, 2018, a total of ¥179 billion of cash collateral receivables and ¥431 billion of cash collateral payables, including amounts reported in the table, have not been offset against net derivatives.
- (6) During the year ended March 31, 2018, the rules of a specific central clearing house were amended such that daily variation margin payments and receipts against specific types of derivative now legally represent partial settlement of the derivative rather than margin. These payments and receipts are accounted for as partial settlement of the derivative rather than cash collateral. In addition, due to the changes in our accounting policy, certain reclassifications of previously reported amounts have been made to conform to the current year presentation. Please refer to Note 1. *Basis of accounting* for further details.

**Table of Contents***Derivatives used for trading purposes*

Derivative financial instruments used for trading purposes, including bifurcated embedded derivatives, are carried at fair value with changes in fair value recognized through the consolidated statements of income within *Revenue Net gain on trading*.

The following table presents amounts included in the consolidated statements of income related to derivatives used for trading and non-trading purposes by type of underlying derivative contract.

|   | Billions of yen               |             |
|---|-------------------------------|-------------|
|   | Nine months ended December 31 |             |
|   | 2017                          | 2018        |
| Derivatives used for trading and non-trading purposes <sup>(1)(2)</sup> : |                               |             |
| Equity contracts  | ¥ 54                          | ¥ (31)      |
| Interest rate contracts   | (289)                         | 77          |
| Credit contracts  | 111                           | (16)        |
| Foreign exchange contracts  | 20                            | (2)         |
| Commodity contracts   | 23                            | (2)         |
| <b>Total</b>  | <b>¥ (81)</b>                 | <b>¥ 26</b> |

|   | Billions of yen                |              |
|---|--------------------------------|--------------|
|   | Three months ended December 31 |              |
|   | 2017                           | 2018         |
| Derivatives used for trading and non-trading purposes <sup>(1)(2)</sup> : |                                |              |
| Equity contracts  | ¥ (74)                         | ¥ 7          |
| Interest rate contracts   | (23)                           | 37           |
| Credit contracts  | (17)                           | 48           |
| Foreign exchange contracts  | 17                             | 81           |
| Commodity contracts   | 15                             | (24)         |
| <b>Total</b>  | <b>¥ (82)</b>                  | <b>¥ 149</b> |

- (1) Each derivative classification includes derivatives referencing multiple risk components. For example, interest rates contracts include complex derivatives referencing interest rate risk as well as foreign exchange risk or other factors such as prepayment rates. Credit contracts include credit default swaps as well as derivatives referencing corporate and government securities.
- (2) Includes net gains (losses) on derivatives used for non-trading purposes which are not designated as fair value or net investment hedges. For the nine and three months ended December 31, 2017 and 2018, these amounts have not been separately presented as net gains (losses) for these non-trading derivatives were not significant.

**Table of Contents***Fair value hedges*

Nomura issues Japanese Yen and foreign currency denominated debt with both fixed and floating interest rates. Nomura generally enters into swap agreements to convert fixed rate interest payments on its debt obligations to a floating rate and applies fair value hedge accounting to these instruments.

Derivative financial instruments designated as fair value hedges are carried at fair value. Changes in fair value of the hedging derivatives are recognized together with those of the hedged liabilities and hedged debt securities in the consolidated statements of income within *Interest expense* and *Revenue Other*, respectively.

The following table presents amounts included in the consolidated statements of income related to derivatives designated as fair value hedges by type of underlying derivative contract and the nature of the hedged item.

|  | Billions of yen                       |       |
|--|---------------------------------------|-------|
|  | Nine months ended December 31<br>2017 | 2018  |
| Derivatives designated as hedging instruments: |                                       |       |
| Interest rate contracts                        | ¥ 0                                   | ¥ 3   |
| Foreign exchange contracts                     | 3                                     |       |
| Total  | ¥ 4                                   | ¥ 3   |
| Hedged items:                                  |                                       |       |
| Long-term borrowings                           | ¥ (0)                                 | ¥ (3) |
| Non-trading debt securities                    | (3)                                   |       |
| Total  | ¥ (4)                                 | ¥ (3) |

|  | Billions of yen                        |       |
|--|--|-------|
|  | Three months ended December 31<br>2017 | 2018  |
| Derivatives designated as hedging instruments: |  |       |
| Interest rate contracts                        | ¥ (3)                                  | ¥ 3   |
| Foreign exchange contracts                     | 1                                      |       |
| Total  | ¥ (2)                                  | ¥ 3   |
| Hedged items:                                  |  |       |
| Long-term borrowings                           | ¥ 3                                    | ¥ (3) |
| Non-trading debt securities                    | (1)                                    |       |
| Total  | ¥ 2                                    | ¥ (3) |



**Table of Contents***Net investment hedges*

Nomura designates foreign currency forwards, etc., as hedges of certain subsidiaries with significant foreign exchange risks and applies hedge accounting to these instruments. Accordingly, the effective hedging portion of the foreign exchange gains (losses) arising from the derivative contracts and non-derivative financial products designated as hedges is recognized through the consolidated statements of comprehensive income within *Other comprehensive income (loss) Change in cumulative translation adjustments, net of tax*. This is offset by the foreign exchange adjustments arising from consolidation of the relevant foreign subsidiaries.

The following table presents gains (losses) from derivatives and non-derivatives designated as net investment hedges included in the consolidated statements of comprehensive income.

|                             | <b>Billions of yen</b>               |             |
|-----------------------------|--------------------------------------|-------------|
|                             | <b>Nine months ended December 31</b> |             |
|                             | <b>2017</b>                          | <b>2018</b> |
| <b>Hedging instruments:</b> |                                      |             |
| Foreign exchange contracts  | ¥ (17)                               | ¥ 5         |
| <b>Total</b>                | <b>¥ (17)</b>                        | <b>¥ 5</b>  |

|                             | <b>Billions of yen</b>                |             |
|-----------------------------|---------------------------------------|-------------|
|                             | <b>Three months ended December 31</b> |             |
|                             | <b>2017</b>                           | <b>2018</b> |
| <b>Hedging instruments:</b> |                                       |             |
| Foreign exchange contracts  | ¥ (22)                                | ¥ 2         |
| <b>Total</b>                | <b>¥ (22)</b>                         | <b>¥ 2</b>  |

- (1) The portion of gains (losses) representing the amount of hedge ineffectiveness and the amount excluded from the assessment of hedge effectiveness are recognized within *Revenue Other* in the consolidated statements of income. The amount of gains (losses) was not significant during the nine months ended December 31, 2017 and 2018. The amount of gains (losses) was not significant during the three months ended December 31, 2017 and 2018.
- (2) ¥1 billion of gain on net investment hedges, which have been deferred in preceding years, was recognized during the nine months ended December 31, 2017.

*Derivatives containing credit risk related contingent features*

Nomura enters into certain OTC derivatives and other agreements containing credit-risk-related contingent features. These features would require Nomura to post additional collateral or settle the instrument upon occurrence of a credit event, the most common of which would be a downgrade in the Company's long-term credit rating.

The aggregate fair value of all derivative instruments with credit-risk-related contingent features that are in a liability position as of March 31, 2018 was ¥406 billion with related collateral pledged of ¥314 billion. In the event of a

one-notch downgrade to Nomura's long-term credit rating in effect as of March 31, 2018 the aggregate fair value of assets that would have been required to be posted as additional collateral or that would have been needed to settle the instruments immediately was ¥3 billion.

The aggregate fair value of all derivative instruments with credit-risk-related contingent features that are in a liability position as of December 31, 2018 was ¥426 billion with related collateral pledged of ¥350 billion. In the event of a one-notch downgrade to Nomura's long-term credit rating in effect as of December 31, 2018 the aggregate fair value of assets that would have been required to be posted as additional collateral or that would have been needed to settle the instruments immediately was ¥4 billion.



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### **Credit derivatives**

Credit derivatives are derivative instruments in which one or more of their underlyings are related to the credit risk of a specified entity (or group of entities) or an index based on the credit risk of a group of entities that expose the seller of credit protection to potential loss from credit risk related events specified in the contract.

Written credit derivatives are instruments or embedded features where Nomura assumes third party credit risk, either as guarantor in a guarantee-type contract, or as the party that provides credit protection in an option-type contract, credit default swap, or any other credit derivative contract.

Nomura enters into credit derivatives as part of its normal trading activities as both purchaser and seller of protection for credit risk mitigation, proprietary trading positions and for client transactions.

The most significant type of credit derivatives used by Nomura are single-name credit default swaps where settlement of the derivative is based on the credit risk of a single third party. Nomura also writes credit derivatives linked to the performance of credit default indices and issues other credit risk related portfolio products.

Nomura would have to perform under a credit derivative contract if a credit event as defined in the respective contract occurs. Typical credit events include bankruptcy, failure to pay and restructuring of obligations of the reference asset.

Credit derivative contracts written by Nomura are either cash or physically settled. In cash-settled instruments, once payment is made upon an event of a default, the contract usually terminates with no further payments due. Nomura generally has no right to assume the reference assets of the counterparty in exchange for payment, nor does Nomura usually have any direct recourse to the actual issuers of the reference assets to recover the amount paid. In physically settled contracts, upon a default event, Nomura takes delivery of the reference asset in return for payment of the full notional amount of the contract.

Nomura actively monitors and manages its credit derivative exposures. Where protection is sold, risks may be mitigated by purchasing credit protection from other third parties either on identical underlying reference assets or on underlying reference assets with the same issuer which would be expected to behave in a correlated fashion. The most common form of recourse provision to enable Nomura to recover from third parties any amounts paid under a written credit derivative is therefore not through the derivative itself but rather through the separate purchase of credit derivatives with identical or correlated underlyings.

Nomura quantifies the value of these purchased contracts in the following tables in the column titled Purchased Credit Protection. These amounts represent purchased credit protection with identical underlyings to the written credit derivative contracts which act as a hedge against Nomura's exposure. To the extent Nomura is required to pay out under the written credit derivative, a similar amount would generally become due to Nomura under the purchased hedge.

Credit derivatives have a stated notional amount which represents the maximum payment Nomura may be required to make under the contract. However, this is generally not a true representation of the amount Nomura will actually pay as in addition to purchased credit protection, other risk mitigating factors reduce the likelihood and amount of any payment, including:

*The probability of default:* Nomura values credit derivatives taking into account the probability that the underlying reference asset will default and that Nomura will be required to make payments under the contract. Based on historical experience and Nomura's assessment of the market, Nomura believes that the probability that all reference assets on

which Nomura provides protection will default in a single period is remote. The disclosed notional amount, therefore, significantly overstates Nomura's realistic exposure on these contracts.

*The recovery value on the underlying asset:* In the case of a default, Nomura's liability on a contract is limited to the difference between the notional amount and the recovery value of the underlying reference asset. While the recovery value on a defaulted asset may be minimal, this does reduce amounts paid on these contracts.

Nomura holds assets as collateral in relation to written credit derivatives. However, these amounts do not enable Nomura to recover any amounts paid under the credit derivative but rather mitigate the risk of economic loss arising from a counterparty defaulting against amounts due to Nomura under the contract. Collateral requirements are determined on a counterparty level rather than individual contract, and also generally cover all types of derivative contracts rather than just credit derivatives.

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The following tables present information about Nomura's written credit derivatives and purchased credit protection with identical underlyings as of March 31, 2018 and December 31, 2018.

|  | Billions of yen<br>March 31, 2018     |          |  |                 |                 |                      |   |
|--|---------------------------------------|----------|--|-----------------|-----------------|----------------------|---|
|  | Carrying value<br>(Asset) / Liability | Total    | Maximum potential payout/Notional<br>Years to maturity |                 |                 |                      | Notional<br>Purchased<br>credit<br>protection |
|  |                                       |          | Less than<br>1 year                                    | 1 to 3<br>years | 3 to 5<br>years | More than<br>5 years |   |
| Single-name credit default swaps             | ¥(123)                                | ¥ 9,271  | ¥ 2,106  | ¥ 3,780         | ¥ 2,262         | ¥ 1,123              | ¥ 6,975                                       |
| Credit default indices                       | (72)                                  | 4,842    | 864  | 1,300           | 2,045           | 633                  | 3,052   |
| Other credit risk related portfolio products | 3                                     | 306      | 230  | 52              | 17              | 7                    | 200   |
| Total  | ¥(192)                                | ¥ 14,419 | ¥ 3,200  | ¥ 5,132         | ¥ 4,324         | ¥ 1,763              | ¥ 10,227                                      |

|  | Billions of yen<br>December 31, 2018  |          |  |                 |                 |                      |   |
|--|---------------------------------------|----------|--|-----------------|-----------------|----------------------|---|
|  | Carrying value<br>(Asset) / Liability | Total    | Maximum potential payout/Notional<br>Years to maturity |                 |                 |                      | Notional<br>Purchased<br>credit<br>protection |
|  |                                       |          | Less than<br>1 year                                    | 1 to 3<br>years | 3 to 5<br>years | More than<br>5 years |   |
| Single-name credit default swaps             | ¥(26)                                 | ¥ 9,229  | ¥ 2,292  | ¥ 3,473         | ¥ 2,317         | ¥ 1,147              | ¥ 6,544                                       |
| Credit default indices                       | (55)                                  | 5,484    | 616  | 1,262           | 2,762           | 844                  | 3,554   |
| Other credit risk related portfolio products | 29                                    | 172      | 32   | 69              | 68              | 3                    | 111   |
| Total  | ¥(52)                                 | ¥ 14,885 | ¥ 2,940  | ¥ 4,804         | ¥ 5,147         | ¥ 1,994              | ¥ 10,209                                      |

(1) Carrying value amounts are shown on a gross basis prior to cash collateral or counterparty netting. Asset balances represent positive fair value amounts caused by tightening of credit spreads of underlyings since inception of the credit derivative contracts.

The following tables present information about Nomura's written credit derivatives by external credit rating of the underlying asset. Ratings are based on Standard & Poor's Financial Services LLC (S&P), or if not rated by S&P, based on Moody's Investors Service, Inc. If ratings from either of these agencies are not available, the ratings are based on Fitch Ratings Ltd. or Japan Credit Rating Agency, Ltd. For credit default indices, the rating is determined by taking the weighted average of the external credit ratings given for each of the underlying reference entities comprising the portfolio or index.

Billions of yen

| <b>March 31, 2018</b>                        |              |              |                |                |                |                            |                 |
|--|--------------|--------------|----------------|----------------|----------------|----------------------------|-----------------|
| <b>Maximum potential payout/Notional</b>     |              |              |                |                |                |                            |                 |
|  | <b>AAA</b>   | <b>AA</b>    | <b>A</b>       | <b>BBB</b>     | <b>BB</b>      | <b>Other<sup>(1)</sup></b> | <b>Total</b>    |
| Single-name credit default swaps             | ¥ 466        | ¥ 928        | ¥ 2,763        | ¥ 3,476        | ¥ 1,369        | ¥ 269                      | ¥ 9,271         |
| Credit default indices                       | 135          | 44           | 1,779          | 1,949          | 736            | 199                        | 4,842           |
| Other credit risk related portfolio products | 16           |              | 4              | 68             | 118            | 100                        | 306             |
| <b>Total</b>                                 | <b>¥ 617</b> | <b>¥ 972</b> | <b>¥ 4,546</b> | <b>¥ 5,493</b> | <b>¥ 2,223</b> | <b>¥ 568</b>               | <b>¥ 14,419</b> |

| <b>Billions of yen</b>                       |              |                |                |                |                |                            |                 |
|--|--------------|----------------|----------------|----------------|----------------|----------------------------|-----------------|
| <b>December 31, 2018</b>                     |              |                |                |                |                |                            |                 |
| <b>Maximum potential payout/Notional</b>     |              |                |                |                |                |                            |                 |
|  | <b>AAA</b>   | <b>AA</b>      | <b>A</b>       | <b>BBB</b>     | <b>BB</b>      | <b>Other<sup>(1)</sup></b> | <b>Total</b>    |
| Single-name credit default swaps             | ¥ 442        | ¥ 953          | ¥ 2,561        | ¥ 3,465        | ¥ 1,440        | ¥ 368                      | ¥ 9,229         |
| Credit default indices                       | 40           | 61             | 1,770          | 2,381          | 918            | 314                        | 5,484           |
| Other credit risk related portfolio products |              |                | 2              | 111            | 6              | 53                         | 172             |
| <b>Total</b>                                 | <b>¥ 482</b> | <b>¥ 1,014</b> | <b>¥ 4,333</b> | <b>¥ 5,957</b> | <b>¥ 2,364</b> | <b>¥ 735</b>               | <b>¥ 14,885</b> |

- (1) Other includes credit derivatives where the credit rating of the underlying reference asset is below investment grade or where a rating is unavailable.

**Table of Contents****Derivatives entered into in contemplation of sales of financial assets**

Nomura enters into transactions which involve both the transfer of financial assets to a third party counterparty and a separate agreement with the same counterparty entered into in contemplation of the initial transfer through which Nomura retains substantially all of the exposure to the economic return on the transferred financial assets throughout the term of the transaction. These transactions primarily include sales of securities with bilateral OTC total return swaps or other derivative agreements which are in-substance total return swaps. These transactions are accounted for as sales of the securities with the derivative accounted for separately if the criteria for derecognition of the securities under ASC 860 are met. Where the derecognition criteria are not met, the transfer and separate derivative are accounted for as a single collateralized financing transaction which is reported within *Long-term borrowings Trading balances of secured borrowings* in the consolidated balance sheets.

As of March 31, 2018 and December 31, 2018, there were no outstanding sales with total return swap or in-substance total return swap transactions accounted for as sales rather than collateralized financing transactions.

**4. Revenue from services provided to customers****Revenues by types of service**

The following table presents revenue earned by Nomura from providing services to customers by relevant line item in Nomura's consolidated statement of income for the nine and three months ended December 31, 2018.

|   | <b>Millions of yen</b>               |                |
|---|--------------------------------------|----------------|
|   | <b>Nine months ended December 31</b> |                |
|   | <b>2018</b>                          |                |
| Commissions                                 | ¥                                    | 226,954        |
| Fees from investment banking                |                                      | 76,207         |
| Asset management and portfolio service fees |                                      | 186,312        |
| Other revenue                               |                                      | 41,928         |
| <b>Total</b>                                | <b>¥</b>                             | <b>531,401</b> |

|   | <b>Millions of yen</b>                |                |
|---|---------------------------------------|----------------|
|   | <b>Three months ended December 31</b> |                |
|   | <b>2018</b>                           |                |
| Commissions                                 | ¥                                     | 72,715         |
| Fees from investment banking                |                                       | 33,129         |
| Asset management and portfolio service fees |                                       | 60,591         |
| Other revenue                               |                                       | 12,920         |
| <b>Total</b>                                | <b>¥</b>                              | <b>179,355</b> |

Amounts reported in *Commissions* is principally recognized from Trade execution and clearing services provided to the customers, and about half of which is reported in Retail Division and the remaining balance is mainly reported in Wholesale Division. *Fees from investment banking* is recognized from Financial advisory services as well as

Underwriting and syndication services provided to the customers, and is predominantly reported in Wholesale Division and the remaining balance is mainly reported in Retail Division. *Asset management and portfolio service fees* is recognized from Asset management services provided to the customers, and is predominantly reported in Asset Management Division and the remaining balance is mainly reported in Retail Division. *Other* is primarily reported in Other segment.

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The following table presents summary information regarding the key methodologies, assumptions and judgments used in recognizing revenue for each of the primary types of service provided to customers, including the nature of underlying performance obligations within each type of service and whether those performance obligations are satisfied at a point in time or over a period of time. For performance obligations recognized over time, information is also provided to explain the nature of the input or output method used to recognize revenue over time.

| <b>Type of service provided to</b>                                | <b>Overview of key services provided</b>  | <b>Key revenue recognition policies, assumptions and significant judgments</b>  |
|---|---|---|
| <p><b>customers</b><br/>Trade execution and clearing services</p> | <p>Buying and selling of securities on behalf of customers</p>  | <p>Execution and clearing commissions recognized at a point in time, namely trade date.</p>   |
|   | <p>Clearing of securities and derivatives on behalf of customers</p>  | <p>Commissions recognized net of soft dollar credits provided to customers where Nomura is acting as agent in providing investment research and similar services to the customer.</p>   |
| <p>Financial advisory services</p>                                | <p>Provision of financial advice to customers in connection with a specific forecasted transaction or transactions</p>  | <p>Fees contingent on the success of an underlying transaction are variable consideration recognized when the underlying transaction has been completed since only at such point is it probable that a significant reversal of revenue will not occur.</p>              |
|   | <p>Provision of financial advice not in connection with a specific forecasted transaction or transactions such as general corporate intelligence and similar research</p> | <p>Retainer and milestone fees are recognized either over the period to which they relate or are deferred until consummation of the underlying transaction depending on whether the underlying performance obligation is satisfied at a point in time or over time.</p> |
|   | <p>Issuance of fairness opinions.</p>   | <p>Judgment is required to make this determination with factors influencing this determination including, but not limited to, whether the fee is in connection with an engagement designed to achieve a specific transaction</p>  |
|   | <p>Structuring complex financial instruments for customers</p>  | <p>Structure fee for the customer (such as the purchase or sale of a business), the nature and extent of benefit to be provided to the customer prior to, and in addition to such specific transaction or outcome and the fee structure for the engagement.</p>         |

Retainer and milestone fees recognized over time are normally recognized on a straight-line basis over the term of the contract based on time elapsed.

Asset management services

Management of funds, investment trusts and other investment vehicles

Management fees earned by Nomura in connection with managing a fund, investment trust or other vehicle generally recognized on a straight-line basis based on time elapsed.

Provision of investment advisory services

Performance-based fees are variable consideration recognized when the performance metric has been determined since only at such point is it probable that a significant reversal of revenue will not occur.

Distribution of fund units

Providing custodial and administrative services to customers

Distribution fees are recognized at a point in time when the fund units have been sold to third party investors.

Custodial and administrative fees recognized on a straight-line basis over time based on time elapsed.

Underwriting and syndication services

Underwriting of debt, equity and other financial instruments on behalf of customers

Underwriting and syndication revenues recognized at a point in time when the underlying transaction is complete.

Distributing securities on behalf of issuers

Commitment fees where drawn down of the facility is deemed remote recognized on a straight-line basis over the life of the facility based on time elapsed.

Arranging loan financing for customers

Underwriting and syndication costs recognized either as a reduction of revenue or on a gross basis depending on whether Nomura is acting as principal or agent for such amounts.

Syndicating loan financing on behalf of customers

Where revenue is recognized at a point on time, payments of fees are typically received at the same time as when the performance obligation is satisfied, or within several days or months after satisfying a performance obligation. In relation to revenue recognized over time, payments of fees are received every month, three months or six months.





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The underlying contracts entered into by Nomura in order to provide the services described above typically do not have significant financing components within the contracts either provided to or from Nomura. If such components did exist in a contract, Nomura has made an accounting policy permitted by ASC 606 *Revenue from Contracts with Customers* (ASC 606) not to adjust for the effects of a significant financing component where the financing is effectively for a period of one year or less. Such contracts also typically do not contain rights of return or similar features for the customer.

Nomura adopted ASU 2014-09 *Revenue from Contracts with Customers* by modified retrospective adoption from April 1, 2018. As a result of revised principal-versus-agency guidance, *Revenue Commissions* and *Non-interest expenses Commissions and floor brokerage* were decreased by ¥13,309 million and ¥4,669 million as a change in the presentation of certain trade execution revenues and associated costs from a gross to a net basis in the consolidated statement of income for the nine months ended December 31, 2018 and the three months ended December 31, 2018, respectively. Impact from earlier recognition of certain asset management distribution fees on adoption date is noted in Note 1. *Basis of Accounting* and no material impact in consolidated income statement for the nine months ended December 31, 2018.

Other than above, there were no material impacts in our consolidated financial statements.

**Customer contract balances**

When Nomura or the customer performs in accordance with the terms of a customer contract, a customer contract asset, customer contract receivable or customer contract liability is recognized in Nomura's consolidated balance sheet.

A customer contract asset represents accrued revenue recognized by Nomura for completing or partially completing a performance obligation, namely a right of Nomura to receive consideration for providing the service to the customer, which is conditioned on something other than the passage of time. A customer contract receivable is an unconditional right of Nomura to receive consideration in exchange for providing the service. Both customer contract assets and customer contract receivables are reported in *Receivables from Customers* within Nomura's consolidated balance sheet. A customer contract liability is any liability recognized in connection with a customer contract, including obligations to provide refunds and obligations to provide a service in the future for which consideration has already been received or is due to be received. Customer contract liabilities are reported in *Payables to Customers* within Nomura's consolidated balance sheet.

The following table presents the balances of customer contract receivables and customer contract liabilities in scope of ASC 606 *Revenue from Contracts with Customers* as of April 1, 2018 and December 31, 2018. The amount of Customer contract assets as of April 1, 2018 and December 31, 2018 was immaterial.

|  | Millions of yen |                   |
|--|-----------------|-------------------|
|  | April 1, 2018   | December 31, 2018 |
| Customer contract receivables                | ¥ 68,927        | ¥ 77,785          |
| Customer contract liabilities <sup>(1)</sup> | 3,792           | 3,831             |

(1) Customer contract liabilities primarily represent rise from investment advisory services recognized in connection with the term of the contract based on time elapsed.

The balance of contract liabilities as of April 1, 2018 were recognized as revenue for the nine months ended December 31, 2018. Nomura recognized ¥1,232 million and ¥179 million of revenue from performance obligations satisfied in previous periods for the nine months ended December 31, 2018 and the three months ended December 31, 2018, respectively.

**Transaction price allocated to the remaining performance obligations**

As permitted by ASC 606, Nomura has chosen not to disclose information about remaining performance obligations that have original expected durations of one year or less as of December 31, 2018.

Nomura retains no significant transactions for which individual estimated contract period exceeding one year. In addition, considerations arising from contracts with customers do not comprise any significant amount that is not included in transaction price.

**Customer contract costs**

As permitted by ASC 340 *Other Assets and Deferred Costs* , Nomura has elected to expense all costs to obtain customer contracts where such amounts would be otherwise be expensed within one year or less. As a result, the amount of deferred costs to obtain or fulfill customer contracts as of April 1, 2018 and December 31, 2018 were not significant.

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### **5. Collateralized transactions:**

Nomura enters into collateralized transactions, including reverse repurchase agreements, repurchase agreements, securities borrowing transactions, securities lending transactions, other secured borrowings and similar transactions mainly to meet clients' needs, finance trading inventory positions and obtain securities for settlements.

Reverse repurchase agreements, repurchase agreements, securities borrowing transactions and securities lending transactions are typically documented under industry standard master netting agreements which reduce Nomura's credit exposure to counterparties as they permit the close-out and offset of transactions and collateral amounts in the event of default of the counterparty. For certain centrally-cleared reverse repurchase and repurchase agreements, the clearing or membership agreements entered into by Nomura provide similar rights to Nomura in the event of default of the relevant central clearing counterparty. In order to support the enforceability of the close-out and offsetting rights within these agreements, Nomura generally seeks to obtain an external legal opinion.

For certain types of counterparty and in certain jurisdictions, Nomura may enter into reverse repurchase agreements, repurchase agreements, securities borrowing and securities lending transactions which are not documented under a master netting agreement. Similarly, even when these transactions are documented under such agreements, Nomura may not have yet sought evidence, or may not be able to obtain evidence to determine with sufficient certainty that the close-out and offsetting rights are legally enforceable. This may be the case where relevant local laws specifically prohibit such close-out and offsetting rights, or where local laws are complex, ambiguous or silent on the enforceability of such rights. This may include reverse repurchase agreements, repurchase agreements, securities borrowing and securities lending transactions executed with certain foreign governments, agencies, municipalities, central clearing counterparties, agent banks and pension funds.

Nomura considers the enforceability of a master netting agreement in determining how credit risk arising from transactions with a specific counterparty is hedged, how counterparty credit exposures are calculated and applied to credit limits and the extent and nature of collateral requirements from the counterparty.

In all of these transactions, Nomura either receives or provides collateral, including Japanese and non-Japanese government, agency, mortgage-backed, bank and corporate debt securities and equities. In most cases, Nomura is permitted to use the securities received to enter into repurchase agreements, enter into securities lending transactions or to cover short positions with counterparties. In repurchase and reverse repurchase agreements, the value of collateral typically exceeds the amount of cash transferred. Collateral is generally in the form of securities. Securities borrowing transactions generally require Nomura to provide the counterparty with collateral in the form of cash or other securities. For securities lending transactions, Nomura generally receives collateral in the form of cash or other securities. Nomura monitors the market value of the securities either received from or provided to the counterparty. Additional cash or securities are exchanged as necessary, to ensure that such transactions are adequately collateralized throughout the life of the transactions.

#### **Offsetting of certain collateralized transactions**

Reverse repurchase agreements and repurchase agreements, securities borrowing and lending transactions with the same counterparty documented under a master netting agreement are offset in the consolidated balance sheets where the specific criteria defined by ASC 210-20 are met. These criteria include requirements around the maturity of the transactions, the underlying systems on which the collateral is settled, associated banking arrangements and the legal enforceability of close-out and offsetting rights under the master netting agreement.

The following tables present information about offsetting of these transactions in the consolidated balance sheets, together with the extent to which master netting agreements entered into with counterparties and central clearing parties permit additional offsetting in the event of counterparty default. Transactions which are not documented under a master netting agreement or are documented under a master netting agreement for which Nomura does not have sufficient evidence of enforceability are not offset in the following tables.

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|   | Billions of yen<br>March 31, 2018 |                                   |                       |                                 |
|---|-----------------------------------|-----------------------------------|-----------------------|---------------------------------|
|   | Assets                            |                                   | Liabilities           |                                 |
|   | Reverse repurchase agreements     | Securities borrowing transactions | Repurchase agreements | Securities lending transactions |
| Total gross balance <sup>(1)</sup>  | ¥ 29,975                          | ¥ 6,681                           | ¥ 34,880              | ¥ 2,130                         |
| Less: Amounts offset in the consolidated balance sheets <sup>(2)</sup>                      | (20,121)                          | (305)                             | (20,121)              | (305)                           |
| Total net amounts of reported on the face of the consolidated balance sheets <sup>(3)</sup> | ¥ 9,854                           | ¥ 6,376                           | ¥ 14,759              | ¥ 1,825                         |
| Less: Additional amounts not offset in the consolidated balance sheets <sup>(4)</sup>       |                                   |                                   |                       |                                 |
| Financial instruments and non-cash collateral   | (8,657)                           | (5,247)                           | (11,886)              | (674)                           |
| Cash collateral   | (33)                              |                                   | 3                     |                                 |
| Net amount  | ¥ 1,164                           | ¥ 1,129                           | ¥ 2,876               | ¥ 1,151                         |

|   | Billions of yen<br>December 31, 2018 |                                   |                       |                                 |
|---|--------------------------------------|-----------------------------------|-----------------------|---------------------------------|
|   | Assets                               |                                   | Liabilities           |                                 |
|   | Reverse repurchase agreements        | Securities borrowing transactions | Repurchase agreements | Securities lending transactions |
| Total gross balance <sup>(1)</sup>  | ¥ 35,672                             | ¥ 4,056                           | ¥ 41,107              | ¥ 1,493                         |
| Less: Amounts offset in the consolidated balance sheets <sup>(2)</sup>                      | (21,123)                             | (1)                               | (21,125)              |                                 |
| Total net amounts of reported on the face of the consolidated balance sheets <sup>(3)</sup> | ¥ 14,549                             | ¥ 4,055                           | ¥ 19,982              | ¥ 1,493                         |
| Less: Additional amounts not offset in the consolidated balance sheets <sup>(4)</sup>       |                                      |                                   |                       |                                 |
| Financial instruments and non-cash collateral   | (12,233)                             | (2,844)                           | (14,540)              | (1,305)                         |
| Cash collateral   | (15)                                 |                                   |                       |                                 |
| Net amount  | ¥ 2,301                              | ¥ 1,211                           | ¥ 5,442               | ¥ 188                           |

(1) Includes all recognized balances irrespective of whether they are transacted under a master netting agreement or whether Nomura has obtained sufficient evidence of enforceability of the master netting agreement. Amounts include transactions carried at fair value through election of the fair value option. As of March 31, 2018, the gross balance of reverse repurchase agreements and repurchase agreements which were not transacted under master netting agreements or are documented under master netting agreements for which Nomura has not yet obtained sufficient evidence of enforceability was ¥1,039 billion and ¥2,827 billion, respectively. As of March 31, 2018, the gross balance of securities borrowing transactions and securities lending transactions which were not

transacted under master netting agreements or are documented under master netting agreements for which Nomura has not yet obtained sufficient evidence of enforceability was ¥1,049 billion and ¥177 billion, respectively. As of December 31, 2018, the gross balance of reverse repurchase agreements and repurchase agreements which were not transacted under master netting agreements or are documented under master netting agreements for which Nomura has not yet obtained sufficient evidence of enforceability was ¥675 billion and ¥3,890 billion, respectively. As of December 31, 2018, the gross balance of securities borrowing transactions and securities lending transactions which were not transacted under master netting agreements or are documented under master netting agreements for which Nomura has not yet obtained sufficient evidence of enforceability was ¥1,077 billion and ¥171 billion, respectively.

- (2) Represents amounts offset through counterparty netting under master netting and similar agreements for which Nomura has obtained sufficient evidence of enforceability in accordance with ASC 210-20. Amounts offset include transactions carried at fair value through election of the fair value option.
- (3) Reverse repurchase agreements and securities borrowing transactions are reported within *Collateralized agreements Securities purchased under agreements to resell* and *Collateralized agreements Securities borrowed* in the consolidated balance sheets, respectively. Repurchase agreements and securities lending transactions are reported within *Collateralized financing Securities sold under agreements to repurchase* and *Collateralized financing Securities loaned* in the consolidated balance sheets, respectively. Amounts reported under securities lending transactions also include transactions where Nomura lends securities and receives securities that can be sold or pledged as collateral. Nomura recognizes the securities received at fair value and a liability for the same amount, representing the obligation to return those securities. The liability is reported within *Other liabilities* in the consolidated balance sheets.
- (4) Represents amounts which are not permitted to be offset on the face of the balance sheet in accordance with ASC 210-20 but which provide Nomura with the right of offset in the event of counterparty default. Amounts relating to agreements where Nomura has not yet obtained sufficient evidence of enforceability of such offsetting rights are excluded.

**Table of Contents****Maturity analysis of repurchase agreements and securities lending transactions**

The following table presents an analysis of the total carrying value of liabilities recognized in the consolidated balance sheets for repurchase agreements and securities lending transactions by remaining contractual maturity of the agreement as of March 31, 2018 and December 31, 2018. Amounts reported are shown prior to counterparty netting in accordance with ASC 210-20.

|   | Billions of yen<br>March 31, 2018    |                  |            |            |        |                        | Total |
|---|--------------------------------------|------------------|------------|------------|--------|------------------------|-------|
|   | Overnight<br>and open <sup>(1)</sup> | Up to<br>30 days | 30<br>days | 90<br>days | 1 year | Greater<br>than 1 year |       |
| Repurchase agreements                             | ¥ 13,237                             | ¥ 17,789         | ¥ 2,099    | ¥ 1,415    | ¥ 340  | ¥ 34,880               |       |
| Securities lending transactions                   | 1,495                                | 227              | 182        | 156        | 70     | 2,130                  |       |
| Total gross recognized liabilities <sup>(2)</sup> | ¥ 14,732                             | ¥ 18,016         | ¥ 2,281    | ¥ 1,571    | ¥ 410  | ¥ 37,010               |       |

|   | Billions of yen<br>December 31, 2018    |                  |            |            |        |                           | Total |
|---|---|------------------|------------|------------|--------|---------------------------|-------|
|   | Overnight<br>and<br>open <sup>(1)</sup> | Up to<br>30 days | 30<br>days | 90<br>days | 1 year | Greater<br>than 1<br>year |       |
| Repurchase agreements                             | ¥ 17,113                                | ¥ 19,842         | ¥ 2,897    | ¥ 944      | ¥ 311  | ¥ 41,107                  |       |
| Securities lending transactions                   | 1,046                                   | 102              | 157        | 143        | 45     | 1,493                     |       |
| Total gross recognized liabilities <sup>(2)</sup> | ¥ 18,159                                | ¥ 19,944         | ¥ 3,054    | ¥ 1,087    | ¥ 356  | ¥ 42,600                  |       |

- (1) Open transactions do not have an explicit contractual maturity date and are terminable on demand by Nomura or the counterparty.
- (2) Repurchase agreements and securities lending transactions are reported within *Collateralized financing Securities sold under agreements to repurchase* and *Collateralized financing Securities loaned* in the consolidated balance sheets, respectively. Amounts reported for securities lending transactions also include transactions where Nomura lends securities and receives securities that can be sold or pledged as collateral. Nomura recognizes the securities received at fair value and a liability for the same amount, representing the obligation to return those securities. The liability is reported within *Other liabilities* in the consolidated balance sheets. The total gross recognized liabilities reported for repurchase agreements and securities lending transactions are consistent with the total gross balances reported in the offsetting disclosures above.



**Table of Contents****Securities transferred in repurchase agreements and securities lending transactions**

The following table presents an analysis of the total carrying value of liabilities recognized in the consolidated balance sheets for repurchase agreements and securities lending transactions by class of securities transferred by Nomura to counterparties as of March 31, 2018 and December 31, 2018. Amounts reported are shown prior to counterparty netting in accordance with ASC 210-20.

|   | <b>Billions of yen<br/>March 31, 2018</b> |  |                 |
|---|---|--|-----------------|
|   | <b>Repurchase<br/>agreements</b>          | <b>Securities<br/>lending<br/>transactions</b> | <b>Total</b>    |
| Equities and convertible securities                           | ¥ 187                                     | ¥ 1,556  | ¥ 1,743         |
| Japanese government, agency and municipal securities          | 980                                       | 306  | 1,286           |
| Foreign government, agency and municipal securities           | 27,818                                    | 135  | 27,953          |
| Bank and corporate debt securities                            | 2,334                                     | 34   | 2,368           |
| Commercial mortgage-backed securities ( CMBS )                | 2   |  | 2               |
| Residential mortgage-backed securities ( RMBS <sup>1)</sup> ) | 3,421                                     |  | 3,421           |
| Collateralized debt obligations ( CDOs ) and other            | 130                                       |  | 130             |
| Investment trust funds and other                              | 8   | 99   | 107             |
| <b>Total gross recognized liabilities<sup>(2)</sup></b>       | <b>¥ 34,880</b>                           | <b>¥ 2,130</b>                                 | <b>¥ 37,010</b> |

|   | <b>Billions of yen<br/>December 31, 2018</b> |  |                 |
|---|--|--|-----------------|
|   | <b>Repurchase<br/>agreements</b>             | <b>Securities<br/>lending<br/>transactions</b> | <b>Total</b>    |
| Equities and convertible securities                           | ¥ 145  | ¥ 1,210  | ¥ 1,355         |
| Japanese government, agency and municipal securities          | 1,289  |  | 1,289           |
| Foreign government, agency and municipal securities           | 33,223                                       | 5  | 33,228          |
| Bank and corporate debt securities                            | 2,452  | 65   | 2,517           |
| Commercial mortgage-backed securities ( CMBS )                | 20   |  | 20              |
| Residential mortgage-backed securities ( RMBS <sup>1)</sup> ) | 3,786  |  | 3,786           |
| Collateralized debt obligations ( CDOs ) and other            | 175  |  | 175             |
| Investment trust funds and other                              | 17   | 213  | 230             |
| <b>Total gross recognized liabilities<sup>(2)</sup></b>       | <b>¥ 41,107</b>                              | <b>¥ 1,493</b>                                 | <b>¥ 42,600</b> |

(1) Includes ¥3,351 billion as of March 31, 2018 and ¥3,667 billion as of December 31, 2018 of U.S. government sponsored agency mortgage pass-through securities and collateralized mortgage obligations

(2) Repurchase agreements and securities lending transactions are reported within *Collateralized financing Securities sold under agreements to repurchase* and *Collateralized financing Securities loaned* in the

consolidated balance sheets, respectively. Amounts reported for securities lending transactions also include transactions where Nomura lends securities and receives securities that can be sold or pledged as collateral. Nomura recognizes the securities received at fair value and a liability for the same amount, representing the obligation to return those securities. The liability is reported within *Other liabilities* in the consolidated balance sheets. The total gross recognized liabilities reported for repurchase agreements and securities lending transactions are consistent with the total gross balances reported in the offsetting disclosures above.

**Table of Contents****Collateral received by Nomura**

The following table presents the fair value of securities received as collateral, securities borrowed with collateral and securities borrowed without collateral, which Nomura is permitted to sell or repledge, and the portion that has been sold or repledged as of March 31, 2018 and December 31, 2018.

|  | <b>Billions of yen</b> |                          |
|--|------------------------|--------------------------|
|  | <b>March 31, 2018</b>  | <b>December 31, 2018</b> |
| The fair value of securities received as collateral, securities borrowed as collateral and securities borrowed without collateral where Nomura is permitted by contract or custom to sell or repledge the securities | ¥ 48,434               | ¥ 50,699                 |
| The portion of the above that has been sold (reported within <i>Trading liabilities</i> in the consolidated balance sheets) or repledged   | 40,420                 | 42,068                   |

**Collateral pledged by Nomura**

Nomura pledges firm-owned securities to collateralize repurchase transactions, other secured financings and derivative transactions. Pledged securities that can be sold or repledged by the transferee, including Gensaki Repo transactions, are reported in parentheses as *Securities pledged as collateral* within *Trading assets* in the consolidated balance sheets.

The following table presents the carrying amounts of financial assets recognized in the consolidated balance sheets which have been pledged as collateral, primarily to stock exchanges and clearing organizations, without allowing the secured party the right to sell or repledge them by type of asset as of March 31, 2018 and December 31, 2018.

|  | <b>Millions of yen</b> |                          |
|--|------------------------|--------------------------|
|  | <b>March 31, 2018</b>  | <b>December 31, 2018</b> |
| <b>Trading assets:</b>                                     |                        |                          |
| Equities and convertible securities                        | ¥ 156,429              | ¥ 141,848                |
| Government and government agency securities                | 956,089                | 1,288,983                |
| Bank and corporate debt securities                         | 65,864                 | 80,465                   |
| Commercial mortgage-backed securities ( CMBS )             | 1                      |                          |
| Residential mortgage-backed securities ( RMBS )            | 2,618,336              | 3,144,480                |
| Collateralized debt obligations ( CDO ) and other          | 30,497                 | 37,828                   |
| Investment trust funds and other                           | 7,689                  | 16,551                   |
|  | ¥ 3,834,905            | ¥ 4,710,155              |
| <b>Non-trading debt securities</b>                         | ¥ 23,566               | ¥ 1,032                  |
| <b>Investments in and advances to affiliated companies</b> | ¥ 12,042               | ¥ 492                    |

(1) Includes CLOs and ABS such as those secured on credit card loans, auto loans and student loans.

The following table presents the carrying amount of financial and non-financial assets recognized in the consolidated balance sheets, other than those disclosed above, which are subject to lien as of March 31, 2018 and December 31,

2018.

|  | <b>Millions of yen</b> |                          |
|--|------------------------|--------------------------|
|  | <b>March 31, 2018</b>  | <b>December 31, 2018</b> |
| Loans and receivables                            | ¥ 15,573               | ¥ 44,408                 |
| Trading assets                                   | 1,456,140              | 1,533,096                |
| Office buildings, land, equipment and facilities | 5,585                  | 5,424                    |
| Non-trading debt securities                      | 192,046                | 142,069                  |
| Other  | 112                    | 172                      |
|  | ¥ 1,669,456            | ¥ 1,725,169              |

Assets in the above table were primarily pledged for secured borrowings, including other secured borrowings, collateralized borrowings of consolidated VIEs, trading balances of secured borrowings, and derivative transactions.

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**Table of Contents****6. Non-trading securities:**

As Nomura disposed of the interest in its insurance subsidiary, there are no unrealized gains and losses of non-trading securities recognized in other comprehensive income as of March 31 and December 31, 2018.

For the nine months ended December 31, 2017, non-trading securities of ¥20,356 million were disposed of resulting in ¥1,281 million of realized gains and ¥455 million of realized losses. Total proceeds received from these disposals were ¥21,182 million.

For the three months ended December 31, 2017, non-trading securities of ¥5,958 million were disposed of resulting in ¥888 million of realized gains and ¥90 million of realized losses. Total proceeds received from these disposals were ¥6,756 million.

Related gains and losses were computed using the average method. For the nine months ended December 31, 2017 and December 31, 2018, there were no transfers of non-trading securities to trading assets.

Where the fair value of non-trading securities held by the insurance subsidiary has declined below amortized cost, these were assessed to determine whether the decline in fair value is other-than-temporary in nature. Nomura considered quantitative and qualitative factors including the length of time and extent to which fair value has been less than amortized cost, the financial condition and near-term prospects of the issuer and Nomura's intent and ability to hold the securities for a period of time sufficient to allow for any anticipated recovery in fair value. If an other-than-temporary impairment loss existed, for equity securities, the security was written down to fair value, with the entire difference between fair value and amortized cost recognized within *Revenue Other* in the consolidated statements of income. For debt securities, an other-than-temporary impairment loss was also recognized within *Revenue Other* in the consolidated statements of income if Nomura intends to sell the debt security or it was more likely than not that Nomura would be required to sell the debt security before recovery of amortized cost. If Nomura did not intend to sell the debt security and it was not more likely than not that Nomura would be required to sell the debt security, only the credit loss component of an other-than-temporary impairment loss was recognized through earnings and any non-credit loss component was recognized within *Other comprehensive income (loss)*.

For the nine and three months ended December 31, 2017, other-than-temporary impairment losses recognized for the certain non-trading equity securities were ¥19 million and ¥nil. The amount of credit loss component of other-than-temporary impairment losses recognized for the certain non-trading debt securities were ¥102 million and ¥73 million. Other-than-temporary impairment losses related to the non-credit loss component recognized for the certain non-trading debt securities within Other comprehensive income (loss) were not significant. Other gross unrealized losses of non-trading securities were considered temporary.

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**Table of Contents****7. Securitizations and Variable Interest Entities:****Securitizations**

Nomura utilizes special purpose entities ( SPEs ) to securitize commercial and residential mortgage loans, government agency and corporate securities and other types of financial assets. Those SPEs are incorporated as stock companies, Tokumei kumiai (silent partnerships), Cayman special purpose companies ( SPCs ) or trust accounts. Nomura's involvement with SPEs includes structuring SPEs, underwriting, distributing and selling debt instruments and beneficial interests issued by SPEs to investors. Nomura accounts for the transfer of financial assets in accordance with ASC 860. This statement requires that Nomura accounts for the transfer of financial assets as a sale when Nomura relinquishes control over the assets. ASC 860 deems control to be relinquished when the following conditions are met: (a) the assets have been isolated from the transferor (even in bankruptcy or other receivership), (b) the transferee has the right to pledge or exchange the assets received, or if the transferee is an entity whose sole purpose is to engage in securitization or asset-backed financing activities, the holders of its beneficial interests have the right to pledge or exchange the beneficial interests, and (c) the transferor has not maintained effective control over the transferred assets. Nomura may retain an interest in the financial assets, including residual interests in the SPEs. Any such interests are accounted for at fair value and reported within *Trading assets* in Nomura's consolidated balance sheets, with the change in fair value reported within *Revenue Net gain on trading*. Fair value for retained interests in securitized financial assets is determined by using observable prices; or in cases where observable prices are not available for certain retained interests, Nomura estimates fair value based on the present value of expected future cash flows using its best estimates of the key assumptions, including forecasted credit losses, prepayment rates, forward yield curves and discount rates commensurate with the risks involved. Nomura may also enter into derivative transactions in relation to the assets transferred to an SPE.

As noted above, Nomura may have continuing involvement with SPEs to which Nomura transferred assets. For the nine and three months ended December 31, 2017, Nomura received cash proceeds from SPEs in new securitizations of ¥84 billion and ¥28 billion, respectively, and the associated gain (loss) on sale was not significant. For the nine and three months ended December 31, 2018, Nomura received cash proceeds from SPEs in new securitizations of ¥159 billion and ¥38 billion, respectively, and the associated gain (loss) on sale was not significant. For the nine and three months ended December 31, 2017, Nomura received debt securities issued by these SPEs with an initial fair value of ¥1,160 billion and ¥317 billion, respectively, and cash inflows from third parties on the sale of those debt securities of ¥731 billion and ¥228 billion, respectively. For the nine and three months ended December 31, 2018, Nomura received debt securities issued by these SPEs with an initial fair value of ¥1,185 billion and ¥339 billion, respectively, and cash inflows from third parties on the sale of those debt securities of ¥913 billion and ¥239 billion, respectively. The cumulative balance of financial assets transferred to SPEs with which Nomura has continuing involvement was ¥4,918 billion and ¥4,922 billion as of March 31, 2018 and December 31, 2018, respectively. Nomura's retained interests were ¥288 billion and ¥235 billion, as of March 31, 2018 and December 31, 2018, respectively. For the nine and three months ended December 31, 2017, Nomura received cash flows of ¥47 billion and ¥13 billion, respectively, from the SPEs on the retained interests held in the SPEs. For the nine and three months ended December 31, 2018, Nomura received cash flows of ¥16 billion and ¥6 billion, respectively, from the SPEs on the retained interests held in the SPEs.

Nomura did not provide financial support to SPEs beyond its contractual obligations as of March 31, 2018 and December 31, 2018.

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The following tables present the fair value of retained interests which Nomura has continuing involvement in SPEs and their classification in the fair value hierarchy, categorized by the type of transferred assets.

|   | Billions of yen<br>March 31, 2018 |         |         |       |            |     |       |
|---|-----------------------------------|---------|---------|-------|------------|-----|-------|
|   | Level 1                           | Level 2 | Level 3 | Total | Investment |     | Other |
|   |                                   |         |         |       | grade      |     |       |
| Government, agency and municipal securities | ¥                                 | ¥ 288   | ¥       | ¥ 288 | ¥          | 288 | ¥ 0   |
| Bank and corporate debt securities          |                                   |         |         |       |            |     |       |
| CMBS and RMBS                               |                                   |         | 0       | 0     |            | 0   | 0     |
| Total                                       | ¥                                 | ¥ 288   | ¥ 0     | ¥ 288 | ¥          | 288 | ¥ 0   |

|   | Billions of yen<br>December 31, 2018 |         |         |       |            |     |       |
|---|--------------------------------------|---------|---------|-------|------------|-----|-------|
|   | Level 1                              | Level 2 | Level 3 | Total | Investment |     | Other |
|   |                                      |         |         |       | grade      |     |       |
| Government, agency and municipal securities | ¥                                    | ¥ 233   | ¥       | ¥ 233 | ¥          | 233 | ¥ 0   |
| Bank and corporate debt securities          |                                      |         |         |       |            |     |       |
| CMBS and RMBS                               |                                      | 2       | 0       | 2     |            | 0   | 2     |
| Total                                       | ¥                                    | ¥ 235   | ¥ 0     | ¥ 235 | ¥          | 233 | ¥ 2   |

As of December 31, 2018, predominantly all of the retained interests held by Nomura were valued using observable prices.

The following table presents the type and carrying value of financial assets included within *Trading assets* which have been transferred to SPEs but which do not meet the criteria for derecognition under ASC 860. These transfers are accounted for as secured financing transactions and generally reported within *Long-term borrowings*. The assets are pledged as collateral of the associated liabilities and cannot be removed unilaterally by Nomura and the liabilities are non-recourse to Nomura.

|                 | Billions of yen |                   |
|-----------------|-----------------|-------------------|
|                 | March 31, 2018  | December 31, 2018 |
| Assets          |                 |                   |
| Trading assets  |                 |                   |
| Equities        | ¥               | 1                 |
| Debt securities |                 | 20                |
| CMBS and RMBS   |                 |                   |
| Loans           |                 | 1                 |
| Total           | ¥               | 22                |
|                 |                 | ¥ 15              |

Liabilities

|                      |   |    |   |    |
|----------------------|---|----|---|----|
| Long-term borrowings | ¥ | 21 | ¥ | 15 |
|----------------------|---|----|---|----|



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**Variable Interest Entities**

In the normal course of business, Nomura acts as a transferor of financial assets to VIEs, and underwriter, distributor, and seller of repackaged financial instruments issued by VIEs in connection with its securitization and equity derivative activities. Nomura retains, purchases and sells variable interests in VIEs in connection with its market-making, investing and structuring activities.

If Nomura has an interest in a VIE that provides Nomura with control over the most significant activities of the VIE and the right to receive benefits or the obligation to absorb losses that could be significant to the VIE, Nomura is the primary beneficiary of the VIE and must consolidate the entity, provided that Nomura does not meet separate tests confirming that it is acting as a fiduciary for other interest holders. Nomura's consolidated VIEs include those that were created to market structured securities to investors by repackaging corporate convertible securities, mortgages and mortgage-backed securities. Certain VIEs used in connection with Nomura's aircraft leasing business as well as other purposes are consolidated. Nomura also consolidates certain investment funds, which are VIEs, and for which Nomura is the primary beneficiary.

The power to make the most significant decisions may take a number of different forms in different types of VIEs. For transactions such as securitizations, investment funds, and CDOs, Nomura considers collateral management and servicing to represent the power to make the most significant decisions. Accordingly, Nomura does not consolidate such types of VIEs for which it does not act as collateral manager or servicer unless Nomura has the right to replace the collateral manager or servicer or to require liquidation of the entity.

For many transactions, such as where VIEs are used for re-securitizations of residential mortgage-backed securities, there are no significant economic decisions made on an ongoing basis and no single investor has the unilateral ability to liquidate the VIE. In these cases, Nomura focuses its analysis on decisions made prior to the initial closing of the transaction, and considers factors such as the nature of the underlying assets held by the VIE, the involvement of third party investors in the design of the VIE, the size of initial third party investment and the amount and level of any subordination of beneficial interests issued by the VIE which will be held by Nomura and third party investors. Nomura has sponsored numerous re-securitization transactions and in many cases has determined that it is not the primary beneficiary on the basis that control over the most significant decisions relating to these entities are shared with third party investors. In some cases, however, Nomura has consolidated such VIEs, for example, where it was determined that third party investors were not involved in the design of the VIEs, including where the size of third party investment was not significant at inception of the transaction.

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The following table presents the classification of consolidated VIEs' assets and liabilities in these consolidated financial statements. Most of these assets and liabilities are related to consolidated SPEs which securitize corporate convertible securities, mortgages and mortgage-backed securities. The assets of a consolidated VIE may only be used to settle obligations of that VIE. Creditors do not typically have any recourse to Nomura beyond the assets held in the VIEs.

|  | <b>Billions of yen</b> |                          |
|--|------------------------|--------------------------|
|  | <b>March 31, 2018</b>  | <b>December 31, 2018</b> |
| <b>Consolidated VIE assets</b>                   |                        |                          |
| Cash and cash equivalents                        | ¥ 23                   | ¥ 16                     |
| <b>Trading assets</b>                            |                        |                          |
| Equities   | 712                    | 694                      |
| Debt securities                                  | 436                    | 421                      |
| CMBS and RMBS                                    | 4                      | 100                      |
| Investment trust funds and other                 | 12                     | 6                        |
| Derivatives                                      | 20                     | 20                       |
| Private equity investments                       | 2                      | 2                        |
| Office buildings, land, equipment and facilities | 25                     | 24                       |
| Other  | 66                     | 69                       |
| <b>Total</b>                                     | <b>¥ 1,300</b>         | <b>¥ 1,352</b>           |
| <b>Consolidated VIE liabilities</b>              |                        |                          |
| <b>Trading liabilities</b>                       |                        |                          |
| Derivatives                                      | ¥ 22                   | ¥ 26                     |
| <b>Borrowings</b>                                |                        |                          |
| Short-term borrowings                            | 124                    | 151                      |
| Long-term borrowings                             | 829                    | 834                      |
| Other  | 2                      | 3                        |
| <b>Total</b>                                     | <b>¥ 977</b>           | <b>¥ 1,014</b>           |

Nomura continuously reassesses its initial evaluation of whether it is the primary beneficiary of a VIE based on current facts and circumstances as long as it has any continuing involvement with the VIE. This determination is based upon an analysis of the design of the VIE, including the VIE's structure and activities, the power to make significant economic decisions held by Nomura and by other parties, and the variable interests owned by Nomura and other parties.

Nomura also holds variable interests in VIEs where Nomura is not the primary beneficiary. Nomura's variable interests in such VIEs include senior and subordinated debt, residual interests, and equity interests associated with commercial and residential mortgage-backed and other asset-backed securitizations and structured financings, equity interests in VIEs which were formed primarily to acquire high yield leveraged loans and other lower investment grade debt obligations, residual interests in operating leases for aircraft held by VIEs, and loans and investments in VIEs that acquire operating businesses.



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The following tables present the carrying amount of variable interests of unconsolidated VIEs and maximum exposure to loss associated with these variable interests. Maximum exposure to loss does not reflect Nomura's estimate of the actual losses that could result from adverse changes, nor does it reflect the economic hedges Nomura enters into to reduce its exposure. The risks associated with VIEs in which Nomura is involved are limited to the amount recorded in the consolidated balance sheets, the amount of commitments and financial guarantees and the notional amount of the derivative instruments. Nomura believes the notional amount of derivative instruments generally exceeds the amount of actual risk.

|   | Billions of yen<br>March 31, 2018        |             |   |              |
|---|--|-------------|---|--------------|
|   | Carrying amount of<br>variable interests |             | Maximum exposure<br>to loss to<br>unconsolidated VIEs |              |
|   | Assets                                   | Liabilities |   |              |
| Trading assets and liabilities                    |  |             |   |              |
| Equities  | ¥ 35                                     | ¥           | ¥   | 35           |
| Debt securities                                   | 110                                      |             |   | 110          |
| CMBS and RMBS                                     | 2,775                                    |             |   | 2,775        |
| Investment trust funds and other                  | 174                                      |             |   | 174          |
| Derivatives                                       |  |             |   |              |
| Private equity investments                        | 13                                       |             |   | 13           |
| Loans   | 455                                      |             |   | 455          |
| Other   | 17                                       |             |   | 17           |
| Commitments to extend credit and other guarantees |  |             |   | 71           |
| <b>Total</b>                                      | <b>¥3,579</b>                            | <b>¥</b>    | <b>¥</b>  | <b>3,650</b> |

|   | Billions of yen<br>December 31, 2018     |             |   |              |
|---|--|-------------|---|--------------|
|   | Carrying amount of<br>variable interests |             | Maximum<br>exposure<br>to loss to<br>unconsolidated<br>VIEs |              |
|   | Assets                                   | Liabilities |   |              |
| Trading assets and liabilities                    |  |             |   |              |
| Equities  | ¥ 26                                     | ¥           | ¥   | 26           |
| Debt securities                                   | 109                                      |             |   | 109          |
| CMBS and RMBS                                     | 3,281                                    |             |   | 3,281        |
| Investment trust funds and other                  | 164                                      |             |   | 164          |
| Derivatives                                       |  |             |   |              |
| Private equity investments                        | 12                                       |             |   | 12           |
| Loans   | 565                                      |             |   | 565          |
| Other   | 13                                       |             |   | 13           |
| Commitments to extend credit and other guarantees |  |             |   | 78           |
| <b>Total</b>                                      | <b>¥4,170</b>                            | <b>¥</b>    | <b>¥</b>  | <b>4,248</b> |



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In the normal course of business, Nomura extends financing to clients primarily in the form of loans and collateralized agreements such as reverse repurchase agreements and securities borrowing transactions. These financing receivables are recognized as assets on Nomura's consolidated balance sheets and provide a contractual right to receive money either on demand or on future fixed or determinable dates.

*Collateralized agreements*

*Collateralized agreements* consist of reverse repurchase agreements reported as *Securities purchased under agreements to resell* and securities borrowing transactions reported as *Securities borrowed* in the consolidated balance sheets, including those executed under Gensaki Repo agreements. Reverse repurchase agreements and securities borrowing transactions principally involve the buying of government and government agency securities from customers under agreements that also require Nomura to resell these securities to those customers, or borrowing these securities with cash collateral. Nomura monitors the value of the underlying securities on a daily basis to the related receivables, including accrued interest, and requests or returns additional collateral when appropriate. Reverse repurchase agreements are generally recognized in the consolidated balance sheets at the amount for which the securities were originally acquired with applicable accrued interest. Securities borrowing transactions are generally recognized in the consolidated balance sheets at the amount of cash collateral advanced. No allowance for credit losses is generally recognized against these transactions due to the strict collateralization requirements.

*Loans receivable*

The key types of loans receivable recognized by Nomura are loans at banks, short-term secured margin loans, inter-bank money market loans and corporate loans.

Loans at banks include both retail and commercial secured and unsecured loans extended by licensed banking entities within Nomura such as The Nomura Trust & Banking Co., Ltd. and Nomura Bank International plc. For both retail and commercial loans secured by real estate or securities, Nomura is exposed to the risk of a decline in the value of the underlying collateral. Loans at banks also include unsecured commercial loans provided to investment banking clients for relationship purposes. Nomura is exposed to risk of default of the counterparty, although these counterparties usually have high credit ratings. Where loans are secured by guarantees, Nomura is also exposed to the risk of default by the guarantor.

Short-term secured margin loans are loans provided to clients in connection with securities brokerage business. These loans provide funding for clients in order to purchase securities. Nomura requests initial margin in the form of acceptable collateral securities or deposits against these loans and holds the purchased securities as collateral through the life of the loans. If the value of the securities declines by more than specified amounts, Nomura can make additional margin calls in order to maintain a specified ratio of loan-to-value ( LTV ) ratio. For these reasons, the risk to Nomura of providing these loans is limited.

Inter-bank money market loans are loans to financial institutions in the inter-bank money market, where overnight and intra-day financings are traded through money market dealers. The risk to Nomura of making these loans is not significant as only qualified financial institutions can participate in these markets and these loans are usually overnight or short-term in nature.

Corporate loans are primarily commercial loans provided to corporate clients extended by non-licensed banking entities within Nomura. Corporate loans include loans secured by real estate or securities, as well as unsecured

commercial loans provided to investment banking clients for relationship purposes. The risk to Nomura of making these loans is similar to those risks arising from commercial loans reported in loans at banks.

In addition to the loans above, Nomura has advances to affiliated companies which are loans provided to related parties of Nomura. As these loans are generally not secured, Nomura is exposed to the risk of default of the counterparty.

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The following tables present a summary of loans receivable reported within *Loans receivable* or *Investments in and advances to affiliated companies* in the consolidated balance sheets by portfolio segment.

|                                  | Millions of yen<br>March 31, 2018 |   |             |
|----------------------------------|-----------------------------------|---|-------------|
|                                  | Carried at<br>amortized cost      | Carried at<br>fair value <sup>(1)</sup> | Total       |
| Loans receivable                 |                                   |   |             |
| Loans at banks                   | ¥ 491,559                         | ¥                                       | ¥ 491,559   |
| Short-term secured margin loans  | 429,075                           |   | 429,075     |
| Inter-bank money market loans    | 1,385                             |   | 1,385       |
| Corporate loans                  | 986,347                           | 554,137                                 | 1,540,484   |
| Total loans receivable           | ¥ 1,908,366                       | ¥ 554,137                               | ¥ 2,462,503 |
| Advances to affiliated companies |                                   |   |             |
| Total                            | ¥ 1,908,366                       | ¥ 554,137                               | ¥ 2,462,503 |

|                                  | Millions of yen<br>December 31, 2018 |   |             |
|----------------------------------|--------------------------------------|---|-------------|
|                                  | Carried at<br>amortized cost         | Carried at<br>fair value <sup>(1)</sup> | Total       |
| Loans receivable                 |                                      |   |             |
| Loans at banks                   | ¥ 512,748                            | ¥                                       | ¥ 512,748   |
| Short-term secured margin loans  | 368,029                              | 4,981                                   | 373,010     |
| Inter-bank money market loans    | 1,612                                |   | 1,612       |
| Corporate loans                  | 848,347                              | 638,134                                 | 1,486,481   |
| Total loans receivable           | ¥ 1,730,736                          | ¥ 643,115                               | ¥ 2,373,851 |
| Advances to affiliated companies | 1,000                                |   | 1,000       |
| Total                            | ¥ 1,731,736                          | ¥ 643,115                               | ¥ 2,374,851 |

(1) Includes loans receivable and loan commitments carried at fair value through election of the fair value option. There were no significant purchases nor sales of loans receivable during the nine and the three months ended December 31, 2017. During the same period, there were no significant reclassifications of loans receivable to trading assets.

There were no significant purchases nor sales of loans receivable during the nine and the three months ended December 31, 2018. During the same period, there were no significant reclassifications of loans receivable to trading assets.



*Allowance for credit losses*

Management establishes an allowance for credit losses against loans carried at amortized cost which reflects management's best estimate of probable losses incurred. The allowance for credit losses against loans, which is reported in the consolidated balance sheets within *Allowance for doubtful accounts*, comprises two components:

A specific component for loans which have been individually evaluated for impairment; and

A general component for loans which, while not individually evaluated for impairment, have been collectively evaluated for impairment based on historical loss experience.

The specific component of the allowance reflects probable losses incurred within loans which have been individually evaluated for impairment. A loan is defined as being impaired when, based on current information and events, it is probable that all amounts due according to the contractual terms of the loan agreement will not be collected. Factors considered by management in determining impairment include an assessment of the ability of borrowers to pay by considering various factors such as the nature of the loan, prior credit loss experience, current economic conditions, the current financial situation of the borrower and the fair value of any underlying collateral. Loans that experience insignificant payment delays or insignificant payment shortfalls are not classified as impaired. Impairment is measured on a loan by loan basis by adjusting the carrying value of the loan to either the present value of expected future cash flows discounted at the loan's effective interest rate, the loan's observable market price, or the fair value of the collateral if the loan is collateral dependent.

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The general component of the allowance is for loans not individually evaluated for impairment and includes judgment about collectability based on available information at the balance sheet date and the uncertainties inherent in those underlying assumptions. The allowance is based on historical loss experience adjusted for qualitative factors such as current economic conditions.

While management has based its estimate of the allowance for credit losses against loans on the best information available, future adjustments to the allowance may be necessary as a result of changes in the economic environment or variances between actual results and original assumptions.

Loans are charged-off when Nomura determines that the loans are uncollectible. This determination is based on factors such as the occurrence of significant changes in the borrower's financial position such that the borrower can no longer pay the obligation or that the proceeds from collateral will not be sufficient to pay the loans.

The following tables present changes in the total allowance for credit losses for the nine and three months ended December 31, 2017 and 2018.

| Millions of yen                     |   |                                 |                               |                 |                                  |         |          |  |                                       |
|-------------------------------------|---|---------------------------------|-------------------------------|-----------------|----------------------------------|---------|----------|--|---------------------------------------|
| Nine months ended December 31, 2017 |   |                                 |                               |                 |                                  |         |          |  |                                       |
|                                     | Allowance for credit losses against loans |                                 |                               |                 |                                  |         | Subtotal | Allowance for receivables other than loans | Total allowance for doubtful accounts |
|                                     | Loans at banks                            | Short-term secured margin loans | Inter-bank money market loans | Corporate loans | Advances to affiliated companies |         |          |  |                                       |
| Opening balance                     | ¥ 968                                     | ¥                               | ¥                             | ¥ 473           | ¥ 0                              | ¥ 1,441 | ¥ 2,110  | ¥ 3,551                                    |                                       |
| Provision for losses                | 101                                       |                                 |                               | (26)            |                                  | 75      | 82       | 157  |                                       |
| Charge-offs                         |   |                                 |                               |                 | 0                                | 0       |          | 0  |                                       |
| Other <sup>(1)</sup>                |   |                                 |                               | 3               |                                  | 3       | (33)     | (30)                                       |                                       |
| Ending balance                      | ¥ 1,069                                   | ¥                               | ¥                             | ¥ 450           | ¥                                | ¥ 1,519 | ¥ 2,159  | ¥ 3,678                                    |                                       |

| Millions of yen                     |   |                                 |                               |                 |                                  |         |          |  |                                       |
|-------------------------------------|---|---------------------------------|-------------------------------|-----------------|----------------------------------|---------|----------|--|---------------------------------------|
| Nine months ended December 31, 2018 |   |                                 |                               |                 |                                  |         |          |  |                                       |
|                                     | Allowance for credit losses against loans |                                 |                               |                 |                                  |         | Subtotal | Allowance for receivables other than loans | Total allowance for doubtful accounts |
|                                     | Loans at banks                            | Short-term secured margin loans | Inter-bank money market loans | Corporate loans | Advances to affiliated companies |         |          |  |                                       |
| Opening balance                     | ¥ 1,140                                   | ¥                               | ¥                             | ¥ 417           | ¥                                | ¥ 1,557 | ¥ 1,957  | ¥ 3,514                                    |                                       |
| Provision for losses                | 1   | 363                             |                               |                 |                                  | 364     | 30       | 394  |                                       |
| Charge-offs                         | (96)                                      |                                 |                               |                 |                                  | (96)    | 117      | 21   |                                       |
| Other <sup>(1)</sup>                |   |                                 |                               | 17              |                                  | 17      | (5)      | 12   |                                       |
| Ending balance                      | ¥ 1,045                                   | ¥ 363                           | ¥                             | ¥ 434           | ¥                                | ¥ 1,842 | ¥ 2,099  | ¥ 3,941                                    |                                       |

## Millions of yen

Three months ended December 31, 2017

|                      | Allowance for credit losses against loans |                                 |                               |                 |                                  |         | Subtotal | Allowance for receivables other than loans | Total allowance for doubtful accounts |
|----------------------|---|---------------------------------|-------------------------------|-----------------|----------------------------------|---------|----------|--|---------------------------------------|
|                      | Loans at banks                            | Short-term secured margin loans | Inter-bank money market loans | Corporate loans | Advances to affiliated companies |         |          |  |                                       |
| Opening balance      | ¥ 1,069                                   | ¥                               | ¥                             | ¥ 450           | ¥                                | ¥ 1,519 | ¥ 2,267  | ¥ 3,786                                    |                                       |
| Provision for losses | 0   |                                 |                               | 0               |                                  | 0       | (209)    | (209)                                      |                                       |
| Charge-offs          |   |                                 |                               |                 |                                  |         |          |  |                                       |
| Other <sup>(1)</sup> |   |                                 |                               | 0               |                                  | 0       | 101      | 101  |                                       |
| Ending balance       | ¥ 1,069                                   | ¥                               | ¥                             | ¥ 450           | ¥                                | ¥ 1,519 | ¥ 2,159  | ¥ 3,678                                    |                                       |

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| Millions of yen                      |   |            |                      |       |               |          |         |               |
|--------------------------------------|---|------------|----------------------|-------|---------------|----------|---------|---------------|
| Three months ended December 31, 2018 |   |            |                      |       |               |          |         |               |
|                                      | Allowance for credit losses against loans |            |                      |       | Allowance for |          | Total   | allowance for |
|                                      | Short-term                                | Inter-bank | Advances to          |       | receivables   | doubtful |         |               |
|                                      | secured                                   | money      | Corporate affiliated |       | other         | accounts |         |               |
|                                      | Loans                                     | margin     | market               | loans | companies     | than     |         |               |
|                                      | at banks                                  | loans      | loans                | loans | Subtotal      | loans    |         |               |
| Opening balance                      | ¥ 1,047                                   | ¥ 372      | ¥                    | ¥ 445 | ¥             | ¥ 1,864  | ¥ 2,100 | ¥ 3,964       |
| Provision for losses                 |   | 1          |                      |       |               | 1        | 8       | 9             |
| Charge-offs                          | (2)                                       |            |                      |       |               | (2)      | (1)     | (3)           |
| Other <sup>(1)</sup>                 |   | (10)       |                      | (11)  |               | (21)     | (8)     | (29)          |
| Ending balance                       | ¥ 1,045                                   | ¥ 363      | ¥                    | ¥ 434 | ¥             | ¥ 1,842  | ¥ 2,099 | ¥ 3,941       |

(1) Includes the effect of foreign exchange movements.

The following tables present the allowance for credit losses against loans and loans by impairment methodology and type of loans as of March 31, 2018 and December 31, 2018.

| Millions of yen                     |            |                |            |           |          |            |             |
|-------------------------------------|------------|----------------|------------|-----------|----------|------------|-------------|
| March 31, 2018                      |            |                |            |           |          |            |             |
|                                     | Short-term |                | Inter-bank |           | Advances |            | Total       |
|                                     | Loans at   | secured margin | money      | Corporate | to       | affiliated |             |
|                                     | banks      | loans          | market     | loans     | loans    | companies  |             |
| Allowance by impairment methodology |            |                |            |           |          |            |             |
| Evaluated individually              | ¥          | ¥              | ¥          | ¥         | 417      | ¥          | ¥ 417       |
| Evaluated collectively              | 1,140      |                |            |           | 0        |            | 1,140       |
| Total allowance for credit losses   | ¥ 1,140    | ¥              | ¥          | ¥         | 417      | ¥          | ¥ 1,557     |
| Loans by impairment methodology     |            |                |            |           |          |            |             |
| Evaluated individually              | ¥ 2,800    | ¥ 162,017      | ¥ 1,385    | ¥ 978,501 | ¥        | ¥          | ¥ 1,144,703 |
| Evaluated collectively              | 488,759    | 267,058        |            | 7,846     |          |            | 763,663     |
| Total loans                         | ¥ 491,559  | ¥ 429,075      | ¥ 1,385    | ¥ 986,347 | ¥        | ¥          | ¥ 1,908,366 |

| Millions of yen   |          |            |            |           |            |       |
|-------------------|----------|------------|------------|-----------|------------|-------|
| December 31, 2018 |          |            |            |           |            |       |
|                   | Loans at | Short-term | Inter-bank | Corporate | Advances   | Total |
|                   | banks    | secured    | money      | loans     | to         |       |
|                   |          | margin     | market     |           | affiliated |       |

|  | loans |         | loans |         | companies |       |     |         |       |            |            |
|--|-------|---------|-------|---------|-----------|-------|-----|---------|-------|------------|------------|
| <b>Allowance by impairment methodology</b> |       |         |       |         |           |       |     |         |       |            |            |
| Evaluated individually                     | ¥     | ¥       | 363   | ¥       | ¥         | 434   | ¥   | ¥       | 797   |            |            |
| Evaluated collectively                     |       | 1,045   |       |         |           |       |     |         | 1,045 |            |            |
| Total allowance for credit losses          | ¥     | 1,045   | ¥     | 363     | ¥         | ¥     | 434 | ¥       | ¥     | 1,842      |            |
| <b>Loans by impairment methodology</b>     |       |         |       |         |           |       |     |         |       |            |            |
| Evaluated individually                     | ¥     | 2,975   | ¥     | 161,501 | ¥         | 1,612 | ¥   | 845,001 | ¥     | ¥1,011,089 |            |
| Evaluated collectively                     |       | 509,773 |       | 206,528 |           |       |     | 3,346   | 1,000 | 720,647    |            |
| Total loans                                | ¥     | 512,748 | ¥     | 368,029 | ¥         | 1,612 | ¥   | 848,347 | ¥     | 1,000      | ¥1,731,736 |

*Nonaccrual and past due loans*

Loans which are individually evaluated as impaired are assessed for nonaccrual status in accordance with Nomura's policy. When it is determined to suspend interest accrual as a result of an assessment, any accrued but unpaid interest is reversed. Loans are generally only returned to an accrual status if the loan is brought contractually current, i.e. all overdue principal and interest amounts are paid. In limited circumstances, a loan which has not been brought contractually current will also be returned to an accrual status if all principal and interest amounts contractually due are reasonably assured of repayment within a reasonable period of time or there has been a sustained period of repayment performance by the borrower.

As of March 31, 2018, the amount of loans which were on a nonaccrual status was not significant. The amount of loans which were 90 days past due was not significant.

As of December 31, 2018, the amount of loans which were on a nonaccrual status was not significant. The amount of loans which were 90 days past due was not significant.

Once a loan is impaired and placed on a nonaccrual status, interest income is subsequently recognized using the cash basis method.

**Table of Contents***Loan impairment and troubled debt restructurings*

In the ordinary course of business, Nomura may choose to recognize impairment and also restructure a loan classified as held for investment either because of financial difficulties of the borrower, or simply as a result of market conditions or relationship reasons. A troubled debt restructuring ( TDR ) occurs when Nomura (as lender) for economic or legal reasons related to the borrower's financial difficulties grants a concession to the borrower that Nomura would not otherwise consider.

Any loan being restructured under a TDR will generally already be identified as impaired with an applicable allowance for credit losses recognized. If not (for example if the loan is collectively assessed for impairment with other loans), the restructuring of the loan under a TDR will immediately result in the loan as being classified as impaired. An impairment loss for a loan restructuring under a TDR which only involves modification of the loan's terms (rather than receipt of assets in full or partial settlement) is calculated in the same way as any other impaired loan. Assets received in full or partial satisfaction of a loan in a TDR are recognized at fair value.

As of March 31, 2018, the amount of loans which were classified as impaired but against which no allowance for credit losses had been recognized was not significant. For impaired loans with a related allowance, the amount of recorded investment, the total unpaid principal balance and the related allowance was not significant.

As of December 31, 2018, the amount of loans which were classified as impaired but against which no allowance for credit losses had been recognized was not significant. For impaired loans with a related allowance, the amount of recorded investment, the total unpaid principal balance and the related allowance was not significant.

The amounts of TDRs which occurred during the nine and three months ended December 31, 2017 and 2018 were not significant.

*Credit quality indicators*

Nomura is exposed to credit risks deriving from a decline in the value of loans or a default caused by deterioration of creditworthiness or bankruptcy of the obligor. Nomura's risk management framework for such credit risks is based on a risk assessment through an internal rating process, in depth pre-financing credit analysis of each individual loan and continuous post-financing monitoring of obligor's creditworthiness.

The following tables present an analysis of each class of loans not carried at fair value using Nomura's internal ratings or equivalent credit quality indicators applied by subsidiaries as of March 31, 2018 and December 31, 2018.

|   | <b>Millions of yen</b> |               |             |                             | <b>Total</b> |
|---|------------------------|---------------|-------------|-----------------------------|--------------|
|   | <b>March 31, 2018</b>  |               |             |                             |              |
|   | <b>AAA-BBB</b>         | <b>BB-CCC</b> | <b>CC-D</b> | <b>Others<sup>(1)</sup></b> |              |
| Secured loans at banks                  | ¥ 152,137              | ¥ 106,385     | ¥           | ¥ 46,948                    | ¥ 305,470    |
| Unsecured loans at banks                | 186,089                |               |             |                             | 186,089      |
| Short-term secured margin loans         |                        |               |             | 429,075                     | 429,075      |
| Unsecured inter-bank money market loans | 1,385                  |               |             |                             | 1,385        |
| Secured corporate loans                 | 273,894                | 701,761       |             | 3,555                       | 979,210      |
| Unsecured corporate loans               |                        |               |             | 7,137                       | 7,137        |
| Advances to affiliated companies        |                        |               |             |                             |              |

|       |           |           |   |           |             |
|-------|-----------|-----------|---|-----------|-------------|
| Total | ¥ 613,505 | ¥ 808,146 | ¥ | ¥ 486,715 | ¥ 1,908,366 |
|-------|-----------|-----------|---|-----------|-------------|

|   | Millions of yen   |           |      |                       |             |
|---|-------------------|-----------|------|-----------------------|-------------|
|   | December 31, 2018 |           |      |                       |             |
|   | AAA-BBB           | BB-CCC    | CC-D | Others <sup>(1)</sup> | Total       |
| Secured loans at banks                  | ¥ 148,290         | ¥ 116,191 | ¥    | ¥ 51,464              | ¥ 315,945   |
| Unsecured loans at banks                | 194,011           |           |      | 2,792                 | 196,803     |
| Short-term secured margin loans         |                   |           |      | 368,029               | 368,029     |
| Unsecured inter-bank money market loans | 1,612             |           |      |                       | 1,612       |
| Secured corporate loans                 | 413,854           | 375,180   |      | 13,824                | 802,858     |
| Unsecured corporate loans               |                   | 633       |      | 44,856                | 45,489      |
| Advances to affiliated companies        | 1,000             |           |      |                       | 1,000       |
| Total                                   | ¥ 758,767         | ¥ 492,004 | ¥    | ¥ 480,965             | ¥ 1,731,736 |

(1) Relate to collateralized exposures where a specified ratio of LTV is maintained.

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The following table presents a definition of each of the internal ratings used in the Nomura Group.

| <b>Rating Range</b> | <b>Definition</b>  |
|---------------------|--|
| AAA                 | Highest credit quality. An obligor or facility has extremely strong capacity to meet its financial commitments. AAA range. is the highest credit rating assigned by Nomura. Extremely low probability of default.  |
| AA                  | Very high credit quality category. An obligor or facility has very strong capacity to meet its financial commitments. Very low probability of default but above that of AAA range.   |
| A                   | High credit quality category. An obligor or facility has strong capacity to meet its financial commitments but is somewhat more susceptible to the adverse effects of changes in circumstances and economic conditions than those in higher-rated categories. Low probability of default but higher than that of AA range.   |
| BBB                 | Good credit quality category. An obligor or facility has adequate capacity to meet its financial commitments. However, adverse economic conditions or changing circumstances are more likely to lead to a weakened capacity to meet its financial commitments. Medium probability of default but higher than that of A range.  |
| BB                  | Speculative credit quality category. An obligor or facility is less vulnerable in the near term than other lower-ratings. However, it faces major ongoing uncertainties and exposure to adverse business, financial, or economic conditions which could lead to the inadequate capacity to meet its financial commitments. Medium to high probability of default but higher than that of BBB range.                |
| B                   | Highly speculative credit quality category. An obligor or facility is more vulnerable than those rated BB range, but the obligor currently has the capacity to meet its financial commitments. Adverse business, financial, or economic conditions will likely impair the issuer's or obligor's capacity or willingness to meet its financial commitments. High probability of default more than that of BB range. |
| CCC                 | Substantial credit risk. An obligor or facility is currently vulnerable, and is dependent upon favorable business, financial, and economic conditions to meet its financial commitments. Strong probability of default more than that of B range.  |
| CC                  | An obligor or facility is currently highly vulnerable to nonpayment (default category).  |
| C                   | An obligor or facility is currently extremely vulnerable to nonpayment (default category).   |
| D                   | Failure of an obligor to make payments in full and on time of any financial obligations, markedly disadvantageous modification to a contractual term compared with the existing obligation, bankruptcy filings, administration, receivership, liquidation or other winding-up or cessation of business of an obligor or other similar situations.  |

Nomura reviews internal ratings at least once a year by using available credit information of obligors including financial statements and other information. Internal ratings are also reviewed more frequently for high-risk obligors or problematic exposures and any significant credit event of obligors will trigger an immediate credit review process.



**Table of Contents****9. Leases:****Nomura as lessor**

Nomura leases office buildings and aircraft in Japan and overseas. These leases are classified as operating leases and the related assets are stated at cost, net of accumulated depreciation, except for land, which is stated at cost in the consolidated balance sheets and reported within *Other assets Office buildings, land, equipment and facilities*.

The following table presents the types of assets which Nomura leases under operating leases:

|                            | Millions of yen |                          |                     |                   |                          |                     |
|----------------------------|-----------------|--------------------------|---------------------|-------------------|--------------------------|---------------------|
|                            | March 31, 2018  |                          |                     | December 31, 2018 |                          |                     |
|                            | Cost            | Accumulated depreciation | Net carrying amount | Cost              | Accumulated depreciation | Net carrying amount |
| Real estate <sup>(1)</sup> | ¥ 3,053         | ¥ (1,657)                | ¥ 1,396             | ¥ 3,048           | ¥ (1,714)                | ¥ 1,334             |
| Aircraft                   | 24,989          | (54)                     | 24,935              | 24,025            | (195)                    | 23,830              |
| <b>Total</b>               | <b>¥28,042</b>  | <b>¥ (1,711)</b>         | <b>¥ 26,331</b>     | <b>¥27,073</b>    | <b>¥ (1,909)</b>         | <b>¥ 25,164</b>     |

(1) Cost, accumulated depreciation and net carrying amounts include amounts relating to real estate utilized by Nomura.

Nomura recognized rental income of ¥1,187 million and ¥230 million for the nine and three months ended December 31, 2017, respectively, and ¥1,619 million and ¥333 million for the nine and three months ended December 31, 2018, respectively. These are included in the consolidated statements of income within *Revenue Other*.

The future minimum lease payments to be received on non-cancellable operating leases as of December 31, 2018 were ¥21,069 million and these future minimum lease payments to be received are scheduled as below:

|                                       | Millions of yen |                  |              |              |              |                   |          |
|---------------------------------------|-----------------|------------------|--------------|--------------|--------------|-------------------|----------|
|                                       | Total           | Years of receipt |              |              |              |                   |          |
| Less than 1 year                      |                 | 1 to 2 years     | 2 to 3 years | 3 to 4 years | 4 to 5 years | More than 5 years |          |
| Minimum lease payments to be received | ¥ 21,069        | ¥ 1,992          | ¥ 1,992      | ¥ 1,992      | ¥ 1,970      | ¥ 1,927           | ¥ 11,196 |

**Nomura as lessee**

Nomura leases its office space, certain employees residential facilities and other facilities in Japan and overseas primarily under cancellable operating lease agreements which are customarily renewed upon expiration. Nomura also leases certain equipment and facilities in Japan and overseas under non-cancellable operating lease agreements. Rental expenses, net of sublease rental income, for the nine and three months ended December 31, 2017 were ¥32,611 million and ¥10,061 million, respectively, and for the nine and three months ended December 31, 2018 were

¥28,903 million and ¥6,516 million, respectively.

The following table presents future minimum lease payments under non-cancellable operating leases with remaining terms exceeding one year as of December 31, 2018:

|                              | <b>Millions of yen</b>   |          |
|------------------------------|--------------------------|----------|
|                              | <b>December 31, 2018</b> |          |
| Total minimum lease payments | ¥                        | 109,146  |
| Less: Sublease rental income |                          | (10,286) |
| Net minimum lease payments   | ¥                        | 98,860   |

The future minimum lease payments above are scheduled as below as of December 31, 2018:

|                        | <b>Millions of yen</b>  |                             |                         |                         |                         |                         |                              |
|------------------------|-------------------------|-----------------------------|-------------------------|-------------------------|-------------------------|-------------------------|------------------------------|
|                        | <b>Years of payment</b> |                             |                         |                         |                         |                         |                              |
|                        | <b>Total</b>            | <b>Less than<br/>1 year</b> | <b>1 to 2<br/>years</b> | <b>2 to 3<br/>years</b> | <b>3 to 4<br/>years</b> | <b>4 to 5<br/>years</b> | <b>More than<br/>5 years</b> |
| Minimum lease payments | ¥ 109,146               | ¥ 15,111                    | ¥ 14,436                | ¥ 11,236                | ¥ 8,089                 | ¥ 7,195                 | ¥ 53,079                     |

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Nomura leases certain equipment and facilities in Japan and overseas under capital lease agreements. If the lease is classified as a capital lease, Nomura recognizes it at the lower of the fair value or present value of minimum lease payments, which is reported within *Other Assets Office buildings, land, equipment and facilities* in the consolidated balance sheets. The amount of capital lease assets as of March 31, 2018 and December 31, 2018 were ¥28,653 million and ¥25,712 million, respectively and accumulated depreciations on such capital lease assets as of March 31, 2018 and December 31, 2018 were ¥8,791 million and ¥7,765 million, respectively.

The following table presents future minimum lease payments under capital leases as of December 31, 2018:

|   | Millions of yen<br>December 31, 2018 |          |
|---|--------------------------------------|----------|
| Total minimum lease payments                | ¥                                    | 41,124   |
| Less: Amount representing interest          |                                      | (24,989) |
| Present value of net minimum lease payments | ¥                                    | 16,135   |

The future minimum lease payments above are scheduled as below as of December 31, 2018:

|                        | Total    | Millions of yen<br>Years of payment |                 |                 |                 |                 | More than<br>5 years |
|------------------------|----------|-------------------------------------|-----------------|-----------------|-----------------|-----------------|----------------------|
|                        |          | Less than<br>1 year                 | 1 to 2<br>years | 2 to 3<br>years | 3 to 4<br>years | 4 to 5<br>years |                      |
| Minimum lease payments | ¥ 41,124 | ¥ 3,577                             | ¥ 3,646         | ¥ 3,660         | ¥ 3,658         | ¥ 3,656         | ¥ 22,927             |

Certain leases contain renewal options or escalation clauses providing for increased rental payments based upon maintenance, utilities and tax increases.

**10. Other assets Other / Other liabilities:**

The following table presents components of *Other assets Other and Other liabilities* in the consolidated balance sheets as of

March 31, 2018 and as of December 31, 2018.

|  | Millions of yen   |                      |
|--|-------------------|----------------------|
|  | March 31,<br>2018 | December 31,<br>2018 |
| Other assets Other:  |                   |                      |
| Securities received as collateral                                  | ¥ 301,072         | ¥ 197,979            |
| Goodwill and other intangible assets <sup>(1)</sup>                | 99,455            | 20,189               |
| Deferred tax assets  | 16,135            | 16,038               |
| Investments in equity securities for other than operating purposes | 192,819           | 164,985              |

|  |   |         |   |         |
|--|---|---------|---|---------|
| Prepaid expenses                                       |   | 14,561  |   | 13,765  |
| Other  |   | 284,092 |   | 256,238 |
| Total  | ¥ | 908,134 | ¥ | 669,194 |
| <b>Other liabilities:</b>                              |   |         |   |         |
| Obligation to return securities received as collateral | ¥ | 301,072 | ¥ | 197,979 |
| Accrued income taxes                                   |   | 34,181  |   | 11,647  |
| Other accrued expenses and provisions                  |   | 448,423 |   | 331,413 |
| Other  |   | 166,858 |   | 197,433 |
| Total  | ¥ | 950,534 | ¥ | 738,472 |

- (1) For the nine months ended December 31, 2018, Nomura recognized impairment losses on goodwill of ¥81,372 million within the Wholesale segment. Nomura performed an impairment test based on recent Wholesale performance and changes in the operating environment, and impaired goodwill within the Wholesale segment. As a result, the balance of goodwill within the Wholesale segment as of December 31, 2018 was ¥nil. These impairment losses were recorded within *Non-interest expense Other* in the consolidated statements of income. The fair values were determined based on a DCF method.

**Table of Contents****11. Earnings per share:**

A reconciliation of the amounts and the numbers used in the calculation of net income (loss) attributable to NHI shareholders per share (basic and diluted) is as follows:

|  | <b>Millions of yen<br/>except per share data<br/>presented in yen<br/>Nine months ended December 31</b> |               |
|--|---|---------------|
|  | <b>2017</b>   | <b>2018</b>   |
| <b>Basic</b>   |   |               |
| Net income (loss) attributable to NHI shareholders           | ¥ 196,668   | ¥ (101,286)   |
| Weighted average number of shares outstanding                | 3,499,513,649   | 3,374,581,279 |
| Net income (loss) attributable to NHI shareholders per share | ¥ 56.20   | ¥ (30.01)     |
| <b>Diluted</b>   |   |               |
| Net income (loss) attributable to NHI shareholders           | ¥ 196,619   | ¥ (101,323)   |
| Weighted average number of shares outstanding                | 3,566,828,113   | 3,374,583,290 |
| Net income (loss) attributable to NHI shareholders per share | ¥ 55.12   | ¥ (30.03)     |

|  | <b>Millions of yen<br/>except per share data<br/>presented in yen<br/>Three months ended December 31</b> |               |
|--|--|---------------|
|  | <b>2017</b>  | <b>2018</b>   |
| <b>Basic</b>   |  |               |
| Net income (loss) attributable to NHI shareholders           | ¥ 87,962   | ¥ (95,276)    |
| Weighted average number of shares outstanding                | 3,442,251,729  | 3,341,074,954 |
| Net income (loss) attributable to NHI shareholders per share | ¥ 25.55  | ¥ (28.52)     |
| <b>Diluted</b>   |  |               |
| Net income (loss) attributable to NHI shareholders           | ¥ 87,942   | ¥ (95,281)    |
| Weighted average number of shares outstanding                | 3,500,422,645  | 3,341,076,910 |
| Net income (loss) attributable to NHI shareholders per share | ¥ 25.12  | ¥ (28.52)     |

Net income (loss) attributable to NHI shareholders is adjusted to reflect the decline in Nomura's equity share of earnings of subsidiaries and affiliates for the nine and the three months ended December 31, 2017 and 2018, arising from options to purchase common shares issued by subsidiaries and affiliates.

The weighted average number of shares used in the calculation of diluted earnings per share (EPS) reflects the increase in potential issuance of common shares arising from stock-based compensation plans issued by the Company, which would have minimal impact on EPS for the nine and the three months ended December 31, 2017.

The weighted average number of shares used in the calculation of diluted EPS reflects the increase in potential issuance of common shares arising from stock-based compensation plans issued by the Company and affiliates, which

would have minimal impact on EPS for the nine and the three months ended December 31, 2018.

Antidilutive stock options to purchase 13,040,600 and 10,483,200 common shares were not included in the computation of diluted EPS for the nine and the three months ended December 31, 2017, respectively. Antidilutive stock options and other stock-based compensation plans to purchase or deliver 108,145,300 common shares were not included in the computation of diluted EPS for the nine and the three months ended December 31, 2018, respectively.

**Table of Contents****12. Employee benefit plans:**

Nomura provides various pension plans and other post-employment benefits which cover certain employees worldwide. In addition, Nomura provides health care benefits to certain active and retired employees through its Nomura Securities Health Insurance Society.

**Net periodic benefit cost**

The net periodic benefit cost of the defined benefit plans of Japanese entities includes the following components.

|                                      | Millions of yen               |         |
|--------------------------------------|-------------------------------|---------|
|                                      | Nine months ended December 31 |         |
|                                      | 2017                          | 2018    |
| Service cost                         | ¥ 7,351                       | ¥ 8,145 |
| Interest cost                        | 1,693                         | 1,635   |
| Expected return on plan assets       | (4,549)                       | (4,551) |
| Amortization of net actuarial losses | 3,005                         | 2,873   |
| Amortization of prior service cost   | (796)                         | (796)   |
| Net periodic benefit cost            | ¥ 6,704                       | ¥ 7,306 |

|                                      | Millions of yen                |         |
|--------------------------------------|--------------------------------|---------|
|                                      | Three months ended December 31 |         |
|                                      | 2017                           | 2018    |
| Service cost                         | ¥ 2,333                        | ¥ 2,716 |
| Interest cost                        | 564                            | 545     |
| Expected return on plan assets       | (1,516)                        | (1,517) |
| Amortization of net actuarial losses | 1,002                          | 958     |
| Amortization of prior service cost   | (266)                          | (266)   |
| Net periodic benefit cost            | ¥ 2,117                        | ¥ 2,436 |

Nomura also recognized net periodic benefit cost of plans other than Japanese entities plans, which are not significant.

**Table of Contents****13. Income taxes:**

For the nine months ended December 31, 2017, the difference between the effective statutory tax rate of 31% and the effective tax rate of 28.4% was mainly due to non-taxable revenue whereas non-deductible expenses increased income tax expense.

For the three months ended December 31, 2017, the difference between the effective statutory tax rate of 31% and the effective tax rate of 25.6% was mainly due to non-taxable revenue whereas non-deductible expenses increased income tax expense.

For the nine months ended December 31, 2018, the difference between the effective statutory tax rate of 31% and the effective tax rate of (58.5%) was mainly due to non-deductible expenses whereas tax benefit recognized on the devaluation of investment in subsidiaries and affiliates decreased income tax expense.

For the three months ended December 31, 2018, the difference between the effective statutory tax rate of 31% and the effective tax rate of (25.9%) was mainly due to non-deductible expenses whereas non-taxable revenue decreased income tax expense.

On December 22, 2017, the Tax Cuts and Jobs Act ( the Act ) was enacted in the United States which significantly changes U.S. income tax law, including reducing the U.S. federal corporate income tax rate to 21%, broadening the U.S. tax base, introducing a territorial tax system and one time repatriation tax on U.S. entities for previously deferred earnings of non-U.S. investees, allowing full expensing of certain property assets and imposing certain additional taxes on payments made from U.S. entities to foreign related parties. As a result, Nomura recognized a reduction of ¥2,776 million in deferred tax liabilities and deferred tax expense during the fiscal year ended March 31, 2018. As a result of finalizing calculations around the impact from changes in certain assumptions and interpretations made by Nomura, certain actions to be taken by Nomura and additional guidance released by the U.S. tax authorities and other bodies after April 1, 2018, Nomura did not make any material adjustments to this estimate during the nine months ended December 31, 2018.

**14. Other comprehensive income (loss):**

The following tables present changes in *Accumulated other comprehensive income* for the nine months period ended December 31, 2017 and 2018.

|   | Millions of yen                     |  |   |                              |                          |
|---|-------------------------------------|--|---|------------------------------|--------------------------|
|   | Nine months ended December 31, 2017 |  |   |                              |                          |
|   | Balance at beginning of year        | Other comprehensive income (loss) before reclassifications | Reclassifications out of other comprehensive income (loss) <sup>(1)</sup> | Net change during the period | Balance at end of period |
| Cumulative translation adjustments            | ¥ 47,767                            | ¥ 13,246   | ¥ (30,586)  | ¥ (17,340)                   | ¥ 30,427                 |
| Pension liability adjustment                  | (41,020)                            | (758)  | 1,546   | 788                          | (40,232)                 |
| Net unrealized gain on non-trading securities | 20,344                              | 1,456  | (274)   | 1,182                        | 21,526                   |



|                        |                 |                |                   |                   |                 |
|------------------------|-----------------|----------------|-------------------|-------------------|-----------------|
| Own credit adjustments | 6,561           | (6,094)        | (82)              | (6,176)           | 385             |
| <b>Total</b>           | <b>¥ 33,652</b> | <b>¥ 7,850</b> | <b>¥ (29,396)</b> | <b>¥ (21,546)</b> | <b>¥ 12,106</b> |

(1) Change in cumulative translation adjustments, net of tax in other comprehensive income (loss) for nine months ended December 31, 2017 includes reclassification adjustment of ¥45,424 million for profit due to substantially complete liquidation of an investment in a foreign entity. The adjustment is recognized in *Revenue-Other* and the amount of income tax loss allocated to this reclassification adjustment is ¥14,536 million.

|  | <b>Millions of yen</b>                     |   |   |                                     |                                 |
|--|--|---|---|-------------------------------------|---------------------------------|
|  | <b>Nine months ended December 31, 2018</b> |   |   |                                     |                                 |
|  | <b>Reclassifications</b>                   |   |   |                                     |                                 |
|  | <b>Balance at beginning of year</b>        | <b>Other comprehensive income (loss) before reclassifications</b> | <b>out of accumulated other comprehensive income (loss)<sup>(1)</sup></b> | <b>Net change during the period</b> | <b>Balance at end of period</b> |
| Cumulative translation adjustments                           | ¥ (15,596)                                 | ¥ 25,580  | ¥ 7,014   | ¥ 32,594                            | ¥ 16,998                        |
| Pension liability adjustment                                 | (47,837)                                   | 916   | 128   | 1,044                               | (46,793)                        |
| Net unrealized gain on non-trading securities <sup>(2)</sup> |  |   |   |                                     |                                 |
| Own credit adjustments                                       | 4,077                                      | 25,358  | 10  | 25,368                              | 29,445                          |
| <b>Total</b>   | <b>¥ (59,356)</b>                          | <b>¥ 51,854</b>   | <b>¥ 7,152</b>  | <b>¥ 59,006</b>                     | <b>¥ (350)</b>                  |

(1) Change in cumulative translation adjustments, net of tax in other comprehensive income (loss) for nine months ended December 31, 2018 includes reclassification adjustment of ¥6,956 million for loss due to substantially complete liquidation of an investment in a foreign entity. The adjustment is recognized in *Non-interest expenses-Other*.

(2) See Note 6 *Non-trading securities* for further information. As Nomura disposed of the interest in its insurance subsidiary, there are no unrealized gains and losses of non-trading securities recognized in other comprehensive income as of March 31 and December 31, 2018.

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The following tables present changes in *Accumulated other comprehensive income* for the three months period ended December 31, 2017 and 2018.

|   | Millions of yen                      |                   |                          |                   |                 |  |
|---|--------------------------------------|-------------------|--------------------------|-------------------|-----------------|--|
|   | Three months ended December 31, 2017 |                   |                          |                   |                 |  |
|   | Balance                              | Other             | Reclassifications out of | Net change        | Balance at      |  |
|   | at                                   | comprehensive     | accumulated              | during            | Balance at      |  |
|   | beginning                            | income            | other                    | the               | end of          |  |
|   | of period                            | (loss)            | comprehensive            | period            | end of          |  |
|   | of period                            | before            | income                   | the               | end of          |  |
|   | of period                            | reclassifications | (loss) <sup>(1)</sup>    | period            | end of          |  |
|   | of period                            | reclassifications | (loss) <sup>(1)</sup>    | period            | end of          |  |
| Cumulative translation adjustments            | ¥ 57,601                             | ¥ 3,386           | ¥ (30,560)               | ¥ (27,174)        | ¥ 30,427        |  |
| Pension liability adjustment                  | (40,657)                             | (46)              | 471                      | 425               | (40,232)        |  |
| Net unrealized gain on non-trading securities | 21,419                               | 485               | (378)                    | 107               | 21,526          |  |
| Own credit adjustments                        | (2,778)                              | 3,176             | (13)                     | 3,163             | 385             |  |
| <b>Total</b>                                  | <b>¥ 35,585</b>                      | <b>¥ 7,001</b>    | <b>¥ (30,480)</b>        | <b>¥ (23,479)</b> | <b>¥ 12,106</b> |  |

(1) Change in cumulative translation adjustments, net of tax in other comprehensive income (loss) for three months ended December 31, 2017 includes reclassification adjustment of ¥45,424 million for profit due to substantially complete liquidation of an investment in a foreign entity. The adjustment is recognized in *Revenue-Other* and the amount of income tax loss allocated to this reclassification adjustment is ¥14,536 million.

|  | Millions of yen                      |                   |                       |                  |                |  |
|--|--------------------------------------|-------------------|-----------------------|------------------|----------------|--|
|  | Three months ended December 31, 2018 |                   |                       |                  |                |  |
|  | Balance                              | Other             | Reclassifications     | Net              | Balance at     |  |
|  | at                                   | comprehensive     | out of                | change           | Balance at     |  |
|  | beginning                            | income            | accumulated           | during           | end of         |  |
|  | of period                            | (loss)            | other                 | the              | end of         |  |
|  | of period                            | before            | comprehensive         | period           | end of         |  |
|  | of period                            | reclassifications | income                | the              | end of         |  |
|  | of period                            | reclassifications | (loss) <sup>(1)</sup> | period           | end of         |  |
|  | of period                            | reclassifications | (loss) <sup>(1)</sup> | period           | end of         |  |
| Cumulative translation adjustments                           | ¥ 45,536                             | ¥ (28,590)        | ¥ 52                  | ¥ (28,538)       | ¥ 16,998       |  |
| Pension liability adjustment                                 | (46,580)                             | (256)             | 43                    | (213)            | (46,793)       |  |
| Net unrealized gain on non-trading securities <sup>(2)</sup> | 7,417                                | 22,039            | (11)                  | 22,028           | 29,445         |  |
| Own credit adjustments                                       | 7,417                                | 22,039            | (11)                  | 22,028           | 29,445         |  |
| <b>Total</b>   | <b>¥ 6,373</b>                       | <b>¥ (6,807)</b>  | <b>¥ 84</b>           | <b>¥ (6,723)</b> | <b>¥ (350)</b> |  |

(1) Reclassifications out of accumulated other comprehensive income (loss) were not significant.

- (2) See Note 6 *Non-trading securities* for further information. As Nomura disposed of the interest in its insurance subsidiary, there are no unrealized gains and losses of non-trading securities recognized in other comprehensive income as of March 31 and December 31, 2018.

**Table of Contents****15. Commitments, contingencies and guarantees:****Commitments***Credit and investment commitments*

In connection with its banking and financing activities, Nomura provides commitments to extend credit which generally have fixed expiration dates. In connection with its investment banking activities, Nomura enters into agreements with clients under which Nomura commits to underwrite debt and equity securities that may be issued by clients. As a member of certain central clearing counterparties, Nomura is committed to provide liquidity facilities through entering into reverse repo transactions backed by government and government agency debt securities with those counterparties in a situation where a default of another clearing member occurs. All of the outstanding commitments under these agreements are included below in commitments to extend credit.

Nomura has commitments to invest in various partnerships and other entities, and also has commitments to provide financing for investments related to these partnerships. The outstanding commitments under these agreements are included below in commitments to invest.

The following table presents a summary of the key types of outstanding commitments provided by Nomura.

|   | Millions of yen |                   |
|---|-----------------|-------------------|
|   | March 31, 2018  | December 31, 2018 |
| Commitments to extend credit                            | ¥965,942        | ¥ 2,284,646       |
| Liquidity facilities to central clearing counterparties | 249,273         | 1,376,243         |
| Commitments to invest                                   | 13,273          | 16,260            |

As of December 31, 2018, these commitments had the following maturities:

|   | Millions of yen                |                     |                 |                 |                         |
|---|--------------------------------|---------------------|-----------------|-----------------|-------------------------|
|   | Total<br>contractual<br>amount | Years to Maturity   |                 |                 |                         |
|   |                                | Less than<br>1 year | 1 to 3<br>years | 3 to 5<br>years | More<br>than<br>5 years |
| Commitments to extend credit                            | ¥2,284,646                     | ¥1,504,704          | ¥86,960         | ¥210,543        | ¥482,439                |
| Liquidity facilities to central clearing counterparties | 1,376,243                      | 1,376,243           |                 |                 |                         |
| Commitments to invest                                   | 16,260                         | 955                 | 2               | 352             | 14,951                  |

The relevant maturity dates of these commitments are determined based on the non-cancellable period over which Nomura is obligated to extend credit or provide the facility.

The contractual amounts of these commitments to extend credit represent the amounts at risk but only if the contracts are fully drawn upon, should the counterparties default, and assuming the value of any existing collateral becomes worthless. The total contractual amount of these commitments may not represent future cash requirements since the commitments may expire without being drawn upon. The credit risk associated with these commitments varies depending on the clients' creditworthiness and the value of collateral held. Nomura evaluates each client's creditworthiness on a case-by-case basis. The amount of collateral obtained, if deemed necessary by Nomura upon

extension of credit, is based on credit evaluation of the counterparty.

## **Contingencies**

### *Investigations, lawsuits and other legal proceedings*

In the normal course of business as a global financial services entity, Nomura is involved in investigations, lawsuits and other legal proceedings and, as a result, may suffer loss from any fines, penalties or damages awarded against Nomura, any settlements Nomura chooses to make to resolve a matter, and legal and other advisory costs incurred to support and formulate a defense.

The ability to predict the outcome of these actions and proceedings is inherently difficult, particularly where claimants are seeking substantial or indeterminate damages, where investigations and legal proceedings are at an early stage, where the matters present novel legal theories or involve a large number of parties, or which take place in foreign jurisdictions with complex or unclear laws.

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The Company regularly evaluates each legal proceeding and claim on a case-by-case basis in consultation with external legal counsel to assess whether an estimate of possible loss or range of loss can be made, if recognition of a liability is not appropriate. In accordance with ASC 450 *Contingencies* ( ASC 450 ), the Company recognizes a liability for this risk of loss arising on each individual matter when a loss is probable and the amount of such loss or range of loss can be reasonably estimated. The amount recognized as a liability is reviewed at least quarterly and is revised when further information becomes available. If these criteria are not met for an individual matter, such as if an estimated loss is only reasonably possible rather than probable, no liability is recognized. However, where a material loss is reasonably possible, the Company will disclose details of the legal proceeding or claim below. Under ASC 450 an event is defined as reasonably possible if the chance of the loss to the Company is more than remote but less than probable.

The most significant actions and proceedings against Nomura are summarized below. The Company believes that, based on current information available as of the date of these consolidated financial statements, the ultimate resolution of these actions and proceedings will not be material to the Company's financial condition. However, an adverse outcome in certain of these matters could have a material adverse effect on the consolidated statements of income or cash flows in a particular quarter or annual period.

For certain of the significant actions and proceedings described below, the Company is currently able to estimate the amount of reasonably possible loss, or range of reasonably possible losses, in excess of amounts recognized as a liability (if any) against such cases. These estimates are based on current information available as of the date of these consolidated financial statements and include, but are not limited to, the specific amount of damages or claims against Nomura in each case. As of February 14, 2019, for those cases where an estimate of the range of reasonably possible losses can be made, the Company estimates that the total aggregate reasonably possible maximum loss in excess of amounts recognized as a liability (if any) against these cases is approximately ¥34 billion.

For certain other significant actions and proceedings, the Company is unable to provide an estimate of the reasonably possible loss or range of reasonably possible losses because, among other reasons, (i) the proceedings are at such an early stage there is not enough information available to assess whether the stated grounds for the claim are viable; (ii) damages have not been identified by the claimant; (iii) damages are unsupported and/or exaggerated; (iv) there is uncertainty as to the outcome of pending appeals or motions; (v) there are significant legal issues to be resolved that may be dispositive, such as the applicability of statutes of limitations; and/or (vi) there are novel or unsettled legal theories underlying the claims.

Nomura will continue to cooperate with regulatory investigations and to vigorously defend its position in the ongoing actions and proceedings set out below, as appropriate.

In January 2008, Nomura International plc ( NIP ) was served with a tax notice issued by the tax authorities in Pescara, Italy alleging breaches by NIP of the U.K.-Italy Double Taxation Treaty of 1998 ( Tax Notice ). The alleged breaches relate to payments to NIP of tax credits on dividends on Italian shares. The Tax Notice not only denies certain payments to which NIP claims to be entitled but also seeks reimbursement of approximately EUR 33.8 million, plus interest, already refunded. NIP continues vigorously to challenge the Pescara Tax Court's decisions in favor of the local tax authorities.

In October 2010 and June 2012, two actions were brought against NIP, seeking recovery of payments allegedly made to NIP by Fairfield Sentry Ltd. and Fairfield Sigma Ltd. (collectively, Fairfield Funds ), which are now in liquidation and were feeder funds to Bernard L. Madoff Investment Securities LLC (in liquidation pursuant to the Securities Investor Protection Act in the U.S. since December 2008) ( BLMIS ). The first suit was brought by the liquidators of the Fairfield Funds. It was filed on October 5, 2010 in the Supreme Court of the State of New York, but was

subsequently removed to the United States Bankruptcy Court for the Southern District of New York, where it is presently pending. The second suit was brought by the Trustee for the liquidation of BLMIS ( Madoff Trustee ). NIP was added as a defendant in June 2012 when the Madoff Trustee filed an amended complaint in the United States Bankruptcy Court for the Southern District of New York. In November 2016, the United States Bankruptcy Court granted a motion to dismiss the Madoff Trustee s claim. The Madoff Trustee has appealed the decision to the United States Court of Appeals for the Second Circuit. Both actions seek to recover approximately \$35 million.

In April 2011, the Federal Home Loan Bank of Boston ( FHLB-Boston ) commenced proceedings in the Superior Court of Massachusetts against numerous issuers, sponsors and underwriters of residential mortgage-backed securities ( RMBS ), and their controlling persons, including Nomura Asset Acceptance Corporation ( NAAC ), Nomura Credit & Capital, Inc. ( NCCI ), Nomura Securities International, Inc. ( NSI ) and Nomura Holding America Inc. ( NHA ). The action alleges that FHLB-Boston purchased RMBS issued by NAAC for which the offering materials contained untrue statements or omitted material facts concerning the underwriting standards used by the original lenders and the characteristics of the loans underlying the securities. FHLB-Boston seeks rescission of its purchases or compensatory damages pursuant to state law. FHLB-Boston alleges that it purchased certificates in four offerings issued by NAAC in the original principal amount of approximately \$406 million.

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In September 2011, the Federal Housing Finance Agency ( FHFA ), as conservator for the government sponsored enterprises, Federal National Mortgage Association and Federal Home Loan Mortgage Corporation ( GSEs ), commenced proceedings in the United States District Court for the Southern District of New York against numerous issuers, sponsors and underwriters of RMBS, and their controlling persons, including NAAC, Nomura Home Equity Loan Inc. ( NHEL ), NCCI, NSI and NHA (the Company s U.S. subsidiaries). The action alleged that the GSEs purchased RMBS issued by NAAC and NHEL for which the offering materials contained untrue statements or omitted material facts concerning the underwriting standards used by the original lenders and the characteristics of the loans underlying the securities. FHFA alleged that the GSEs purchased certificates in seven offerings in the original principal amount of approximately \$2,046 million and sought rescission of its purchases. The case was tried before the Court beginning March 16, 2015 and closing arguments were completed on April 9, 2015. On May 15, 2015, the Court issued a judgment and ordered the defendants to pay \$806 million to the GSEs upon the GSEs delivery of the certificates at issue to the defendants. The Company s U.S. subsidiaries appealed the decision to the United States Court of Appeals for the Second Circuit and agreed, subject to the outcome of the appeal, to a consent judgment for costs and attorneys fees recoverable under the blue sky statutes at issue in the maximum amount of \$33 million. On September 28, 2017, the Second Circuit affirmed the judgment of the district court. On March 12, 2018, the Company s U.S. subsidiaries filed a petition for certiorari to the U.S. Supreme Court. On June 25, 2018, the U.S. Supreme Court denied the petition for certiorari. The judgment has been satisfied and the proceedings have since been discontinued.

In November 2011, NIP was served with a claim filed by the Madoff Trustee in the United States Bankruptcy Court for the Southern District of New York. This is a clawback action similar to claims filed by the Madoff Trustee against numerous other institutions. The Madoff Trustee alleges that NIP received redemptions from the BLMIS feeder fund, Harley International (Cayman) Limited in the six years prior to December 11, 2008 (the date proceedings were commenced against BLMIS) and that these are avoidable and recoverable under the U.S. Bankruptcy Code and New York law. In November 2016, the United States Bankruptcy Court granted a motion to dismiss the Madoff Trustee s claim. The Madoff Trustee has appealed the decision to the United States Court of Appeals for the Second Circuit. The amount that the Madoff Trustee is currently seeking to recover from NIP is approximately \$21 million.

In March 2013, Banca Monte dei Paschi di Siena SpA ( MPS ) issued a claim in the Italian Courts against (1) two former directors of MPS and (2) NIP. MPS alleged that the former directors improperly caused MPS to enter into certain structured financial transactions with NIP in 2009 ( Transactions ) and that NIP acted fraudulently and was jointly liable for the unlawful conduct of MPS s former directors. MPS claimed damages of not less than EUR 1.142 billion.

In March 2013, NIP commenced a claim against MPS in the English Courts. The claim was for declaratory relief confirming that the Transactions remained valid and contractually binding. MPS filed and served its defence and counterclaim to these proceedings in March 2014. MPS alleged in its counterclaim that NIP was liable to make restitution of a net amount of approximately EUR 1.5 billion, and sought declarations regarding the illegality and invalidity of the Transactions.

On September 23, 2015, NIP entered into a settlement agreement with MPS to terminate the Transactions. NIP believes that the Transactions were conducted legally and appropriately, and does not accept the allegations made against it or admit any wrongdoing. Taking into account the views of relevant European financial authorities and the advice provided by external experts, NIP considered it to be in its best interests to reach a settlement in relation to this matter. As part of the agreement, the Transactions were unwound at a discount of EUR 440 million in favour of MPS and the civil proceedings between MPS and NIP in Italy and England, respectively, will no longer be pursued. Pursuant to the settlement agreement MPS and NIP applied to the Italian Courts to discontinue the proceedings brought by MPS against NIP. These proceedings have since been discontinued.



In July 2013, a claim was also issued against the same former directors of MPS, and NIP, by the shareholder group Fondazione Monte dei Paschi di Siena ( FMPS ). The grounds of the FMPS claim are similar to those on which the MPS claim was founded. The level of damages sought by FMPS is not less than EUR 315.2 million.

In January 2018, a claim before the Italian Courts brought by two claimants, Alken Fund Sicav (on behalf of two Luxembourg investment funds Alken Fund European Opportunities and Alken Fund Absolute Return Europe) and Alken Luxembourg S.A (the funds management company) was served on NIP. The claim is made against NIP, MPS, four MPS former directors and a member of MPS s internal audit board, and seeks monetary damages of approximately EUR 434 million on the basis of allegations similar to those made in the MPS and FMPS claims, as well as non-monetary damages in an amount left to be quantified by the Judge.

In April 2013, an investigation was commenced by the Public Prosecutor s office in Siena, Italy, into various allegations against MPS and certain of its former directors, including in relation to the Transactions. The investigation was subsequently transferred to the Public Prosecutor of Milan. On April 3, 2015, the Public Prosecutor s office in Milan issued a notice concluding its preliminary investigation. The Public Prosecutor was seeking to indict MPS, three individuals from MPS s former management, NIP and two NIP individuals for, among others, the offences of false accounting and market manipulation in relation to MPS s previous accounts. The preliminary hearing at which the court considered whether or not to grant the indictment concluded on October 1, 2016, the Judge ordering the trial of all individuals and banks involved except for MPS (which entered into a plea bargaining agreement with the Public Prosecutor). The trial commenced in December 2016 and is currently ongoing.

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Additionally, NIP was served by the Commissione Nazionale per le Società e la Borsa ( CONSOB , the Italian financial regulatory authority) with a notice commencing administrative sanction proceedings for market manipulation in connection with the Transactions. In relation to the Transactions, the notice named MPS, three individuals from MPS's former management and two former NIP employees as defendants, whereas NIP was named only in its capacity as vicariously liable to pay any fines imposed on the former NIP employees. On May 22, 2018 CONSOB issued its decision in which it levied EUR 100,000 fines in relation to each of the two NIP former employees as well as revocations of the Italian law integrity requirement to perform certain corporate functions of three and six months respectively. NIP is vicariously liable to pay the fines imposed on its former employees. NIP has paid the fines and appealed the decision to the Milan Court of Appeal.

In January 2016, the Municipality of Civitavecchia in Italy ( Municipality ) commenced civil proceedings against NIP in the local courts in Civitavecchia. The Municipality's claim related to derivatives transactions entered into by the Municipality between 2003 and 2005. The Municipality alleged that NIP failed to comply with its duties under an advisory agreement and sought to recover approximately EUR 35 million in damages. On December 20, 2017, NIP entered into a settlement agreement with the Municipality pursuant to which the Municipality withdrew its proceedings against NIP. The proceedings have since been discontinued.

In June 2016 and August 2016, Nomura International (Hong Kong) Limited ( NIHK ) and Nomura Special Investments Singapore Pte Limited ( NSIS ) were respectively served with a complaint filed in the Taipei District Court against NIHK, NSIS and certain individuals by Cathay United Bank, Co., Ltd., Taiwan Cooperative Bank Ltd., Chang Hwa Commercial Bank Ltd., Taiwan Business Bank Ltd., KGI Bank and Hwatai Bank Ltd. (collectively, Syndicate Banks ). The Syndicate Banks' complaint relates to a \$60 million syndicated term loan to a subsidiary of Ultrasonic AG that was arranged by NIHK, and made by the Syndicate Banks together with NSIS. The Syndicate Banks' allegations in the complaint include allegations that NIHK failed to comply with its fiduciary duties to the lenders as the arranger of the loan and the Syndicate Banks seek to recover approximately \$48 million in damages and interest.

In March 2017, certain subsidiaries of American International Group, Inc. ( AIG ) commenced proceedings in the District Court of Harris County, Texas against certain entities and individuals, including NSI, in connection with a 2012 offering of \$750 million of certain project finance notes, of which \$92 million allegedly were purchased by AIG. AIG alleges violations of the Texas Securities Act based on material misrepresentations and omissions in connection with the marketing, offering, issuance and sale of the notes and seeks rescission of the purchases or compensatory damages.

Various authorities continue to conduct investigations concerning the activities of NIP, other entities in the Nomura Group and other parties in respect of government, supranational, sub-sovereign and agency bonds. NIP and other entities in the Nomura Group are also defendants to a consolidated class action complaint filed in the United States District Court for the Southern District of New York alleging violations of U.S. antitrust law related to the alleged manipulation of the secondary trading market for supranational, sub-sovereign and agency bonds. The Company, NIP and NSI have been served with a similar class action complaint filed in the Toronto Registry Office of the Federal Court of Canada alleging violations of Canadian competition law.

In September 2017 and November 2017, NIHK and NSIS were respectively served with a complaint filed in the Taipei District Court against NIHK, NSIS, China Firsttextile (Holdings) Limited ( FT ) and certain individuals by First Commercial Bank, Ltd., Land Bank of Taiwan Co., Ltd., Chang Hwa Commercial Bank Ltd, Taishin International Bank, E.Sun Commercial Bank, Ltd., CTBC Bank Co., Ltd., Hwatai Bank, Ltd. and Bank of Taiwan (collectively, FT Syndicate Banks ). The FT Syndicated Banks' complaint relates to a \$100 million syndicated term loan facility to borrower FT that was arranged by NIHK, and made by the FT Syndicate Banks together with NSIS. The FT Syndicated Banks' allegations in the complaint include tort claims under Taiwan law against the defendants. The FT

Syndicated Banks seek to recover approximately \$68 million in damages and interest.

In July 2018, a former Italian counterparty filed a claim against NIP in the Civil Court of Rome relating to a derivative transaction entered into by the parties in 2006, and terminated in 2009. The claim alleges that payments by the counterparty to NIP of approximately EUR 165 million were made in breach of Italian insolvency law, and seeks reimbursement of those payments.

Nomura Securities Co., Ltd. ( NSC ) is the leading securities firm in Japan with approximately 5.35 million client accounts. Accordingly, with a significant number of client transactions, NSC is from time to time party to various Japanese civil litigation and other dispute resolution proceedings with clients relating to investment losses.

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On February 8, 2018 for the action commenced in April 2013 by a corporate client seeking ¥10,247 million in damages for losses on currency derivative transactions and the pre-maturity cash out or redemption of 11 series of equity-linked structured notes purchased from NSC between 2005 and 2011, and on December 25, 2018 for the action commenced in October 2014 by a corporate client seeking ¥2,143 million in damages for losses on currency derivative transactions between 2006 and 2012, NSC entered into settlement agreements with the relevant parties and each proceeding has since been discontinued.

In February 2018, a determination was made that there would be an early redemption of the NEXT NOTES S&P500 VIX Short-Term Futures Inverse Daily Excess Return Index ETN ( Product ), and with respect to matters such as losses that occurred due to this early redemption for clients who purchased the Product, in terms of claims such as mediation procedures before the Non-Profit Organization, Financial Instruments Mediation Assistance Center ( FINMAC ) and lawsuits ( Claims ), where there has been an indication of a decision that NSC has a certain amount of responsibility, NSC has been carrying out compensation of losses on this basis. Currently, a considerable number of clients have filed Claims and it is expected that it will be necessary to continue to carry out compensation of losses on the basis of the Claim for the purpose of resolving this matter.

The United States Department of Justice ( DOJ ), led by the United States Attorney's Office for the Eastern District of New York, informed NHA; NAAC; NCCI; NHEL; NSI; Nomura America Mortgage Finance, LLC; and Nomura Asset Capital Corporation; (the Company's U.S. subsidiaries) that it was investigating possible civil claims against the Company's U.S. subsidiaries under the Financial Institutions Reform, Recovery, and Enforcement Act of 1989 focusing on RMBS the Company's U.S. subsidiaries sponsored, issued, underwrote, managed, or offered during 2006 and 2007. The Company's U.S. subsidiaries cooperated with the investigation and on October 15, 2018, the Company's U.S. subsidiaries reached a settlement with DOJ pursuant to which the U.S. subsidiaries paid \$480 million to resolve the matter. On the consolidated statements of income with respect to the consolidated cumulative third quarter ended December 31, 2018, approximately ¥20 billion incurred in connection with the settlement, was reflected in *Non-interest expenses Other*.

The United States Securities and Exchange Commission ( SEC ) and the DOJ have been investigating past activities of several former employees of NSI in respect of the commercial and residential mortgage-backed securities transactions. The SEC has indicated it will institute proceedings focusing on NSI's supervision of certain former employees and NSI intends, in connection with such proceedings, to agree to disgorgement and/or restitution relating to some of the transactions in issue.

*Other mortgage-related contingencies in the U.S.*

Certain of the Company's subsidiaries in the U.S. securitized residential mortgage loans in the form of RMBS. These subsidiaries did not generally originate mortgage loans, but purchased mortgage loans from third-party loan originators ( originators ). In connection with such purchases, these subsidiaries received loan level representations from the originators. In connection with the securitizations, the relevant subsidiaries provided loan level representations and warranties of the type generally described below, which mirror the representations the subsidiaries received from the originators.

The loan level representations made in connection with the securitization of mortgage loans were generally detailed representations applicable to each loan and addressed characteristics of the borrowers and properties. The representations included, but were not limited to, information concerning the borrower's credit status, the loan-to-value ratio, the owner occupancy status of the property, the lien position, the fact that the loan was originated in accordance with the originator's guidelines, and the fact that the loan was originated in compliance with applicable laws. Certain of the RMBS issued by the subsidiaries were structured with credit protection provided to specified classes of

certificates by monoline insurers.

The relevant subsidiaries have received claims demanding the repurchase of certain loans from trustees of various securitization trusts, made at the instance of one or more investors, or from certificate insurers. The total original principal amount of loans for which repurchase claims were received by the relevant subsidiaries within six years of each securitization is \$3,203 million. The relevant subsidiaries summarily rejected any demand for repurchase received after the expiration of the statute of limitations applicable to breach of representation claims. For those claims received within six years, the relevant subsidiaries reviewed each claim received, and rejected those claims believed to be without merit or agreed to repurchase certain loans for those claims that the relevant subsidiaries determined to have merit. In several instances, following the rejection of repurchase demands, investors instituted actions through the trustee alleging breach of contract. The breach of contract claims that were brought within the six-year statute of limitations for breach of contract actions have survived motions to dismiss. These claims involve substantial legal, as well as factual, uncertainty and the Company cannot provide an estimate of reasonably possible loss at this time, in excess of the existing reserve.

*Cyber security incident*

In June 2018, a foreign Nomura subsidiary experienced a cyber incident that resulted in the unauthorized access to certain of its systems including client information. An internal investigation to assess and remediate the incident and inform the appropriate authorities of its occurrence was immediately launched and is currently ongoing. As a result of this incident, Nomura may suffer financial loss through reputational damage, legal liability and enforcement actions and through the cost of additional resources to both remediate this incident and also to enhance and strengthen cybersecurity of other Nomura group companies. As the extent and potential magnitude of this incident have yet to be determined, the Company cannot provide an estimate of the reasonably possible loss in respect of this matter.

**Table of Contents****Guarantees**

In the normal course of business, Nomura enters into various guarantee arrangements with counterparties in the form of standby letters of credit and other guarantees, which generally have a fixed expiration date.

In addition, Nomura enters into certain derivative contracts that meet the accounting definition of a guarantee, namely derivative contracts that contingently require a guarantor to make payment to a guaranteed party based on changes in an underlying that relate to an asset, liability or equity security held by a guaranteed party. Since Nomura does not track whether its clients enter into these derivative contracts for speculative or hedging purposes, Nomura has disclosed below information about derivative contracts that could meet the accounting definition of guarantees.

For information about the maximum potential amount of future payments that Nomura could be required to make under certain derivatives, the notional amount of contracts has been disclosed. However, the maximum potential payout for certain derivative contracts, such as written interest rate caps and written currency options, cannot be estimated, as increases in interest or foreign exchange rates in the future could be theoretically unlimited.

Nomura records all derivative contracts at fair value on its consolidated balance sheets. Nomura believes the notional amounts generally overstate its risk exposure. Since the derivative contracts are accounted for at fair value, carrying value is considered the best indication of payment and performance risk for individual contracts.

The following table presents information on Nomura's derivative contracts that could meet the accounting definition of a guarantee and standby letters of credit and other guarantees.

|   | Millions of yen   |  |                   |  |
|---|-------------------|--|-------------------|--|
|   | March 31, 2018    |  | December 31, 2018 |  |
|   | Carrying<br>value | Maximum<br>potential<br>payout/<br>Notional<br>total | Carrying<br>value | Maximum<br>potential<br>payout/<br>Notional<br>total |
| Derivative contracts <sup>(1)(2)</sup>                        | ¥4,023,893        | ¥260,885,770   | ¥4,106,293        | ¥277,792,323   |
| Standby letters of credit and other guarantees <sup>(3)</sup> | 92                | 5,189  | 79                | 5,537  |

(1) Credit derivatives are disclosed in Note 3. *Derivative instruments and hedging activities* and are excluded from derivative contracts.

(2) Derivative contracts primarily consist of equity, interest rate and foreign exchange contracts.

(3) The amounts of collaterals held in connection with standby letters of credit and other guarantees are ¥2,559 million and ¥2,479 million as of March 31, 2018 and December 31, 2018, respectively.

The following table presents maturity information on Nomura's derivative contracts that could meet the accounting definition of a guarantee and standby letters of credit and other guarantees as of December 31, 2018.

Millions of yen  
Maximum potential payout/Notional

|   | Carrying<br>value | Total        | Less than<br>1 year | Years to Maturity |                 |                      |
|---|-------------------|--------------|---------------------|-------------------|-----------------|----------------------|
|   |                   |              |                     | 1 to 3<br>years   | 3 to 5<br>years | More than<br>5 years |
| Derivative contracts                              | ¥4,106,293        | ¥277,792,323 | ¥77,125,487         | ¥92,976,979       | ¥34,487,416     | ¥73,202,441          |
| Standby letters of credit<br>and other guarantees | 79                | 5,537        | 1,621               | 334               | 3,581           | 1                    |

**Table of Contents****16. Segment and geographic information:****Operating segments**

Nomura's operating management and management reporting are prepared based on the Retail, the Asset Management, and the Wholesale segments. Nomura structures its business segments based upon the nature of its main products and services, its client base and its management structure.

The accounting policies for segment information follow U.S. GAAP, except for the impact of unrealized gains/losses on investments in equity securities held for operating purposes, which under U.S. GAAP are included in *Income (loss) before income taxes*, but excluded from segment information.

Revenues and expenses directly associated with each business segment are included in the operating results of each respective segment. Revenues and expenses that are not directly attributable to a particular segment are allocated to each respective business segment or included in *Other*, based upon Nomura's allocation methodologies as used by management to assess each segment's performance.

Business segments' results are shown in the following tables. *Net interest revenue* is disclosed because management views interest revenue net of interest expense for its operating decisions. Business segments' information on total assets is not disclosed because management does not utilize such information for its operating decisions and therefore, it is not reported to management.

|  | Millions of yen |                     |            |                              |  |             |
|--|-----------------|---------------------|------------|------------------------------|--|-------------|
|  | Retail          | Asset<br>Management | Wholesale  | Other<br>(Incl. elimination) |  | Total       |
| <b>Nine months ended December 31, 2017</b> |                 |                     |            |                              |  |             |
| Non-interest revenue                       | ¥ 310,103       | ¥ 90,647            | ¥ 399,368  | ¥ 216,484                    |  | ¥ 1,016,602 |
| Net interest revenue                       | 4,651           | 9,371               | 104,559    | (23,144)                     |  | 95,437      |
| Net revenue                                | 314,754         | 100,018             | 503,927    | 193,340                      |  | 1,112,039   |
| Non-interest expenses                      | 233,028         | 45,148              | 447,545    | 111,976                      |  | 837,697     |
| Income (loss) before income taxes          | ¥ 81,726        | ¥ 54,870            | ¥ 56,382   | ¥ 81,364                     |  | ¥ 274,342   |
| <b>Nine months ended December 31, 2018</b> |                 |                     |            |                              |  |             |
| Non-interest revenue                       | ¥ 259,305       | ¥ 57,991            | ¥ 360,742  | ¥ 94,915                     |  | ¥ 772,953   |
| Net interest revenue                       | 6,020           | 8,957               | 52,406     | (15,798)                     |  | 51,585      |
| Net revenue                                | 265,325         | 66,948              | 413,148    | 79,117                       |  | 824,538     |
| Non-interest expenses                      | 219,136         | 47,191              | 511,532    | 99,711                       |  | 877,570     |
| Income (loss) before income taxes          | ¥ 46,189        | ¥ 19,757            | ¥ (98,384) | ¥ (20,594)                   |  | ¥ (53,032)  |

Millions of yen



|   | <b>Retail</b> | <b>Asset<br/>Management</b> | <b>Wholesale</b> | <b>Other<br/>(Incl. elimination)</b> | <b>Total</b> |
|---|---------------|-----------------------------|------------------|--------------------------------------|--------------|
| <b>Three months ended December 31, 2017</b> |               |                             |                  |                                      |              |
| Non-interest revenue                        | ¥ 109,470     | ¥ 25,898                    | ¥ 128,907        | ¥ 100,751                            | ¥ 365,026    |
| Net interest revenue                        | 1,814         | 10,605                      | 36,741           | (11,728)                             | 37,432       |
| Net revenue                                 | 111,284       | 36,503                      | 165,648          | 89,023                               | 402,458      |
| Non-interest expenses                       | 79,997        | 15,671                      | 151,602          | 38,593                               | 285,863      |
| Income (loss) before income taxes           | ¥ 31,287      | ¥ 20,832                    | ¥ 14,046         | ¥ 50,430                             | ¥ 116,595    |
| <b>Three months ended December 31, 2018</b> |               |                             |                  |                                      |              |
| Non-interest revenue                        | ¥ 84,783      | ¥ 5,689                     | ¥ 124,080        | ¥ 38,264                             | ¥ 252,816    |
| Net interest revenue                        | 1,999         | 10,489                      | 4,118            | 1,133                                | 17,739       |
| Net revenue                                 | 86,782        | 16,178                      | 128,198          | 39,397                               | 270,555      |
| Non-interest expenses                       | 72,733        | 15,617                      | 224,073          | 24,338                               | 336,761      |
| Income (loss) before income taxes           | ¥ 14,049      | ¥ 561                       | ¥ (95,875)       | ¥ 15,059                             | ¥ (66,206)   |

Transactions between operating segments are recorded within segment results on commercial terms and conditions and are eliminated in *Other*.

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The following table presents the major components of *Income (loss) before income taxes* in *Other*.

|   | <b>Millions of yen</b>   |                   |
|---|--------------------------|-------------------|
|   | <b>Nine months ended</b> |                   |
|   | <b>December 31</b>       |                   |
|   | <b>2017</b>              | <b>2018</b>       |
| Net gain (loss) related to economic hedging transactions                      | ¥ (8,115)                | ¥ (4,754)         |
| Realized gain on investments in equity securities held for operating purposes | 761                      | 158               |
| Equity in earnings of affiliates  | 23,231                   | 16,599            |
| Corporate items   | (1,635)                  | (25,570)          |
| Other <sup>(1)</sup>  | 67,122                   | (7,027)           |
| <b>Total</b>  | <b>¥ 81,364</b>          | <b>¥ (20,594)</b> |

|   | <b>Millions of yen</b>    |                 |
|---|---------------------------|-----------------|
|   | <b>Three months ended</b> |                 |
|   | <b>December 31</b>        |                 |
|   | <b>2017</b>               | <b>2018</b>     |
| Net gain (loss) related to economic hedging transactions                      | ¥ (8,019)                 | ¥ 25,071        |
| Realized gain on investments in equity securities held for operating purposes | 374                       | 106             |
| Equity in earnings of affiliates  | 7,801                     | 1,444           |
| Corporate items   | (3,386)                   | 631             |
| Other <sup>(1)</sup>  | 53,660                    | (12,193)        |
| <b>Total</b>  | <b>¥ 50,430</b>           | <b>¥ 15,059</b> |

(1) Includes the impact of Nomura's own creditworthiness.

The table below presents reconciliations of the combined business segments' results included in the preceding table to Nomura's reported *Net revenue*, *Non-interest expenses* and *Income (loss) before income taxes* in the consolidated statements of income.

|  | <b>Millions of yen</b>   |                  |
|--|--------------------------|------------------|
|  | <b>Nine months ended</b> |                  |
|  | <b>December 31</b>       |                  |
|  | <b>2017</b>              | <b>2018</b>      |
| Net revenue  | ¥ 1,112,039              | ¥ 824,538        |
| Unrealized gain (loss) on investments in equity securities held for operating purposes | 6,893                    | (9,022)          |
| <b>Consolidated net revenue</b>  | <b>¥ 1,118,932</b>       | <b>¥ 815,516</b> |

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|  |           |            |
|--|-----------|------------|
| Non-interest expenses  | ¥ 837,697 | ¥ 877,570  |
| Unrealized gain on investments in equity securities held for operating purposes        |           |            |
| Consolidated non-interest expenses   | ¥ 837,697 | ¥ 877,570  |
| Income (loss) before income taxes  | ¥ 274,342 | ¥ (53,032) |
| Unrealized gain (loss) on investments in equity securities held for operating purposes | 6,893     | (9,022)    |
| Consolidated income (loss) before income taxes   | ¥ 281,235 | ¥ (62,054) |

|  | <b>Millions of yen</b>    |             |
|--|---------------------------|-------------|
|  | <b>Three months ended</b> |             |
|  | <b>December 31</b>        |             |
|  | <b>2017</b>               | <b>2018</b> |
| Net revenue  | ¥ 402,458                 | ¥ 270,555   |
| Unrealized gain (loss) on investments in equity securities held for operating purposes | 4,158                     | (9,958)     |
| Consolidated net revenue   | ¥ 406,616                 | ¥ 260,597   |
| Non-interest expenses  | ¥ 285,863                 | ¥ 336,761   |
| Unrealized gain on investments in equity securities held for operating purposes        |                           |             |
| Consolidated non-interest expenses   | ¥ 285,863                 | ¥ 336,761   |
| Income (loss) before income taxes  | ¥ 116,595                 | ¥ (66,206)  |
| Unrealized gain (loss) on investments in equity securities held for operating purposes | 4,158                     | (9,958)     |
| Consolidated income (loss) before income taxes   | ¥ 120,753                 | ¥ (76,164)  |

**Table of Contents****Geographic information**

Nomura's identifiable assets, revenues and expenses are generally allocated based on the country of domicile of the legal entity providing the service. However, because of the integration of the global capital markets and the corresponding global nature of Nomura's activities and services, it is not always possible to make a precise separation by location. As a result, various assumptions, which are consistent among years, have been made in presenting the following geographic data.

The table below presents a geographic allocation of *Net revenue* and *Income (loss) before income taxes* from operations by geographic areas, and *long-lived assets* associated with Nomura's operations. Net revenue in Americas and Europe substantially represents Nomura's operations in the U.S. and the U.K., respectively. *Net revenue* and *Long-lived assets* have been allocated based on transactions with external customers while *Income (loss) before income taxes* have been allocated based on the inclusion of intersegment transactions.

|   | <b>Millions of yen</b>               |           |             |           |
|---|--------------------------------------|-----------|-------------|-----------|
|   | <b>Nine months ended December 31</b> |           |             |           |
|   | <b>2017</b>                          |           | <b>2018</b> |           |
| <b>Net revenue<sup>(1)</sup>:</b>         |                                      |           |             |           |
| Americas                                  | ¥                                    | 191,467   | ¥           | 122,024   |
| Europe                                    |                                      | 124,764   |             | 102,850   |
| Asia and Oceania                          |                                      | 51,724    |             | 33,978    |
| Subtotal                                  |                                      | 367,955   |             | 258,852   |
| Japan                                     |                                      | 750,977   |             | 556,664   |
| Consolidated                              | ¥                                    | 1,118,932 | ¥           | 815,516   |
| <b>Income (loss) before income taxes:</b> |                                      |           |             |           |
| Americas                                  | ¥                                    | 17,222    | ¥           | (110,355) |
| Europe                                    |                                      | (15,565)  |             | (31,304)  |
| Asia and Oceania                          |                                      | 16,362    |             | (3,722)   |
| Subtotal                                  |                                      | 18,019    |             | (145,381) |
| Japan                                     |                                      | 263,216   |             | 83,327    |
| Consolidated                              | ¥                                    | 281,235   | ¥           | (62,054)  |

|                                   | <b>Millions of yen</b>                |        |             |        |
|-----------------------------------|---------------------------------------|--------|-------------|--------|
|                                   | <b>Three months ended December 31</b> |        |             |        |
|                                   | <b>2017</b>                           |        | <b>2018</b> |        |
| <b>Net revenue<sup>(1)</sup>:</b> |                                       |        |             |        |
| Americas                          | ¥                                     | 71,455 | ¥           | 26,991 |
| Europe                            |                                       | 32,842 |             | 33,049 |
| Asia and Oceania                  |                                       | 19,380 |             | 14,062 |

|                                    |           |            |
|------------------------------------|-----------|------------|
| Subtotal                           | 123,677   | 74,102     |
| Japan                              | 282,939   | 186,495    |
| Consolidated                       | ¥ 406,616 | ¥ 260,597  |
| Income (loss) before income taxes: |           |            |
| Americas                           | ¥ 10,808  | ¥ (87,095) |
| Europe                             | (16,456)  | (14,505)   |
| Asia and Oceania                   | 7,350     | (3,923)    |
| Subtotal                           | 1,702     | (105,523)  |
| Japan                              | 119,051   | 29,359     |
| Consolidated                       | ¥ 120,753 | ¥ (76,164) |

(1) There is no revenue derived from transactions with a single major external customer.

|                    | Millions of yen |                   |
|--------------------|-----------------|-------------------|
|                    | March 31, 2018  | December 31, 2018 |
| Long-lived assets: |                 |                   |
| Americas           | ¥ 117,323       | ¥ 52,147          |
| Europe             | 67,010          | 56,073            |
| Asia and Oceania   | 8,613           | 8,974             |
| Subtotal           | 192,946         | 117,194           |
| Japan              | 231,003         | 225,539           |
| Consolidated       | ¥ 423,949       | ¥ 342,733         |

**Table of Contents****17. Subsequent events:**

The following event occurred between January 1, 2019 and the filing date (February 14, 2019) of this quarterly securities report.

**Investment in an Affiliated Company**

On January 16, 2019, Nomura paid ¥9.8 billion to LINE Securities Preparatory Corporation, whose trade name will change to LINE Securities Corporation ( LINE Securities ) before its operations commence, as a result of undertaking new shares that LINE Securities resolved to issue on January 8, 2019. Following the capital increase, LINE Securities has total capital and capital reserve of ¥20 billion. Nomura owns 49% of LINE Securities. From the fourth quarter of the fiscal year ending March 31, 2019, LINE Securities will be an equity-method affiliate of Nomura.

**Tender Offer for Shares in Orion Breweries, Ltd.**

On January 23, 2019, Nomura Capital Partners Co., Ltd. ( NCAP ), a wholly owned subsidiary of Nomura Holdings, Inc., resolved at a board of directors meeting to implement a tender offer for shares of common stock in Orion Breweries, Ltd. ( Orion ) The tender offer will be conducted through Ocean Holdings Co., Ltd., ( Ocean ) which Nomura Capital Partners 1 Investment Limited Partnership, which NCAP represents as a general partner, holds 51% of ownership.

After completion of the tender offer of common stock in Orion, investment in Ocean will be carried at fair value and change in fair value will be recognized through the consolidated statements of income in accordance with Accounting Standard Codification 946 *Financial Services Investment Companies*.

**Overview of the Tender Offer**

|                                  |  |                |
|----------------------------------|--|----------------|
| Target Company                   | Orion Breweries, Ltd.  |                |
| Type of shares                   | Common shares  |                |
| Tender Offer period              | From Thursday, January 24, 2019 to Friday, March 22, 2019 (40 business days) |                |
| Tender Offer price               | JPY 79,200 per common share  |                |
|                                  | Number of shares to be purchased:  | 658,504 shares |
|                                  | Minimum number of shares to be purchased:                                    | 418,504 shares |
| Number of shares to be purchased | Maximum number of shares to be purchased:                                    |                |
| Tender Offer agent               | Nomura Securities Co., Ltd.  |                |
| Settlement date                  | Friday, March 29, 2019   |                |

**2. Other**

On October 31, 2018, the Board of Directors resolved to pay the dividend based on the record date of September 30, 2018 to shareholders registered as of September 30, 2018.

|  |                 |
|--|-----------------|
| a. Total dividend based on the record date of September 30, 2018     | ¥10,148 million |
| b. Dividend based on the record date of September 30, 2018 per share | ¥3.0            |

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[Translation]

**Quarterly Review Report of Independent Auditor**

February 14, 2019

The Board of Directors

Nomura Holdings, Inc.

Ernst & Young ShinNihon LLC

Noboru Miura

Certified Public Accountant

Designated and Engagement Partner

Toyohiro Fukata

Certified Public Accountant

Designated and Engagement Partner

Toru Nakagiri

Certified Public Accountant

Designated and Engagement Partner

Kenjiro Tsumura

Certified Public Accountant

Designated and Engagement Partner

We have performed a quarterly review of the quarterly consolidated financial statements of Nomura Holdings, Inc. (the Company) included in Financial Information section for the three-month and nine-month periods ended December 31, 2018 within the fiscal period from April 1, 2018 to March 31, 2019, which comprise the quarterly consolidated balance sheet, the quarterly consolidated statements of income, comprehensive income, changes in equity and cash flows, and the related notes, pursuant to the requirement of the rule specified in Article 193-2, Section 1 of the Financial Instruments and Exchange Act.

**Management's Responsibility for the Quarterly Consolidated Financial Statements**

Management is responsible for the preparation and fair presentation of the quarterly consolidated financial statements in accordance with accounting principles generally accepted in the United States of America (see Note 1 to the quarterly consolidated financial statements) pursuant to Article 95 of Regulations Concerning the Terminology, Forms and Preparation Methods of Quarterly Consolidated Financial Statements, and for designing and operating such internal control as management determines is necessary to enable the preparation and fair presentation of the quarterly consolidated financial statements that are free from material misstatement, whether due to fraud or error.

**Auditor's Responsibility**

Our responsibility is to independently express a conclusion on the quarterly consolidated financial statements based on our quarterly review. We conducted our quarterly review in accordance with quarterly review standards generally accepted in Japan.



A quarterly review of the quarterly consolidated financial statements consists of making inquiries, primarily of management and persons responsible for financial and accounting matters, applying analytical and other quarterly review procedures. A quarterly review is substantially less in scope than an audit conducted in accordance with auditing standards generally accepted in Japan.

We believe that we have obtained the evidence to provide a basis for our conclusion.

**Auditor s Conclusion**

Based on our quarterly review, nothing has come to our attention that causes us to believe that the quarterly consolidated financial statements referred to above do not present fairly, in all material respects, the consolidated financial position of Nomura Holdings, Inc. and its consolidated subsidiaries as of December 31, 2018, and the consolidated results of their operations for the three-month and nine-month periods then ended and cash flows for the nine-month period then ended in conformity with accounting principles generally accepted in the United States of America (see Note 1 to the quarterly consolidated financial statements).

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**Conflicts of Interest**

We have no interest in the Company which should be disclosed under the provisions of the Certified Public Accountants Act.

\*1. Above is an electronic version of the original Quarterly Review Report of Independent Auditor and the Company maintains the original report.

\*2. XBRL data is not included in the scope of the quarterly review.

(Note)

This is an English translation of the Japanese language Quarterly Review Report of Independent Auditor issued by Ernst & Young ShinNihon LLC in connection with the limited procedures applied on the quarterly consolidated financial statements of Nomura Holdings, Inc., prepared in Japanese, for the three-month and nine-month periods ended December 31, 2018 within the fiscal period from April 1, 2018 to March 31, 2019. Ernst & Young ShinNihon LLC have not applied any such procedures nor have they performed an audit on the English language version of the quarterly consolidated financial statements for the above-mentioned period which are included in this report on Form 6-K.

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**Exhibit 2**

**Confirmation Letter**

**1 [Appropriateness of Quarterly Securities Report]**

Koji Nagai, Group Chief Executive Officer, and Takumi Kitamura, Chief Financial Officer, have confirmed that the quarterly securities report of Nomura Holdings, Inc. for the three months ended December 31, 2018 is appropriate under the Financial Instruments and Exchange Act.

**2 [Special Comments]**

There is no special comment to be stated.