

# 1Q FY2009 Earnings Announcement

## July 31, 2009 Daiwa Securities Group Inc.

This presentation may contain forward-looking statements about the Daiwa Securities Group. You can identify these statements by the fact that they do not relate strictly to historic or current facts. These statements discuss future expectations, identify strategies, contain projections of results of operations or of financial conditions or state other "forward-looking" information. These statements are based on currently available information and represent the beliefs of the management of the Daiwa Securities Group. These statements are subject to numerous risks and uncertainties that could cause the Daiwa Securities Group's actual results, performance, achievements or financial condition to differ materially from those described or implied in the forward-looking statements. The Daiwa Securities Group undertakes no obligation to publicly update any forward-looking statements after the date of this presentation. These potential risks and uncertainties include, but are not limited to: competition within the financial services industries in Japan and overseas, our ability to adjust our business focus and to maintain profitable strategic alliances, volatile and sudden movements in the international securities markets, foreign exchange and global economic situations affecting the Daiwa Securities Group.

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## Consolidated Highlights



- Consolidated annualized ROE for 1Q : 9.3% (Retail : 10.9%, Wholesale : 6.8%)
- IQ consolidated ordinary income was Y22.8bil, due to the significant recovery of commissions and decrease of losses on private equity and other securities. Net income was Y17.8bil; first recovery to the positive figure on quarterly base since FY08.1Q.
- Due to the increase in large equity finance, investment banking division significantly improved, resulting in total commission of Y70.5bil, up 62% q/q.
- **1Q** trading income increased to Y34.7bil, up 10% q/q, in accordance with market recovery.

#### 1Q FY09 Highlights

Net operating revenues:	Y 107.3bil, up 99% q/q.
Ordinary income:	Y 22.8bil
Net income:	Y 17.8bil

## Consolidated Financial Summary



(Y mil)	FY2009	FY2008	% Change	FY2008	% Change vs	FY2008
(1 1111)	1Q	4Q	vs 4Q FY08	1Q	1Q FY08	112000
Operating revenues	132,119	78,436	68.4%	165,376	-20.1%	413,936
Net operating revenues	107,364	54,003	98.8%	93,026	15.4%	199,544
SG&A	86,552	81,923	5.6%	88,446	-2.1%	343,270
Ordinary income	22,827	-27,923	—	8,321	174.3%	-141,150
Net income	17,870	-17,363	<u> </u>	5,885	203.6%	-85,039
Total assets	15,309,320	14,182,579		16,731,380		14,182,579
Net assets	1,107,811	952,329		1,089,393		952,329
Shareholders' equity*	824,109	720,272		825,314		720,272
EPS (Y)	13.27	-12.90		4.37		-63.16
BPS (Y)	612.12	534.99		612.96		534.99
ROE (Annualized)	9.3%	_		2.9%		—

\* Shareholders' equity = owners' equity + valuation and translation adjustments

1Q ROE (Annualized)			
Daiwa Securities 10.9%			
Daiwa Securities SMBC (consolidated)	6.8%		

# Consolidated P/L Summary



(Y mil)	FY2009	FY2008	% Change vs		FY2008		% Change vs	FY2008
(* *****	1Q	4Q	4Q FY08	3Q	2Q	1Q	1Q FY08	112000
Operating revenues	132,119	78,436	68.4%	38,564	131,559	165,376	-20.1%	413,936
Commissions	70,514	43,658	61.5%	49,383	54,045	61,792	14.1%	208,880
Net gain/loss on trading	34,712	31,606	9.8%	-22,849	10,864	21,300	63.0%	40,921
Net gain/loss on private equity and other securities	-1,567	-25,785	_	-37,478	-15,206	-1,007	_	-79,477
Interest and dividend income	16,815	16,259	3.4%	37,525	69,129	69,748	-75.9%	192,663
Other revenues	11,644	12,696	-8.3%	11,983	12,726	13,541	-14.0%	50,948
Interest expenses	15,508	14,754	5.1%	34,774	64,161	62,343	-75.1%	176,034
Cost of sales	9,247	9,677	-4.4%	9,372	9,301	10,006	-7.6%	38,357
Net operating revenues	107,364	54,003	98.8%	-5,582	58,096	93,026	15.4%	199,544
SG&A	86,552	81,923	5.6%	83,606	89,293	88,446	-2.1%	343,270
Operating income	20,812	-27,919	_	-89,189	-31,196	4,580	354.4%	-143,725
Non-operating income	2,814	1,654	70.1%	1,256	907	4,143	-32.1%	7,961
Non-operating expenses	798	1,658	-51.8%	2,089	1,235	402	98.5%	5,386
Ordinary income	22,827	-27,923	_	-90,022	-31,525	8,321	174.3%	-141,150
Extraordinary gains	373	3,485	-89.3%	644	1,829	462	-19.3%	6,421
Extraordinary losses	1,053	10,913	-90.4%	9,535	5,585	3,029	-65.2%	29,064
Net income	17,870	-17,363	_	-53,039	-20,522	5,885	203.6%	-85,039

## Consolidated Operating Revenues by Business Sector



	(Y mil)	FY2009	FY2008	% Change vs		FY2008		% Change vs	FY2008
	(1 1111)	1Q	4Q	4Q FY08	3Q	2Q	1Q	1Q FY08	F12000
То	tal commission	70,514	43,658	61.5%	49,383	54,045	61,792	14.1%	208,880
I	Equity	15,467	11,147	38.8%	14,508	13,424	17,321	-10.7%	56,401
I	Fixed income	160	104	54.4%	148	340	398	-59.7%	991
I	Investment trust	24,120	18,361	31.4%	19,367	28,314	30,956	-22.1%	97,001
I	Investment banking	26,612	10,205	160.8%	10,753	6,456	7,499	254.9%	34,914
I	Others	4,153	3,840	8.1%	4,605	5,508	5,616	-26.1%	19,571
Ne	et gain/loss on trading	34,712	31,606	9.8%	-22,849	10,864	21,300	63.0%	40,921
I	Equity	14,685	9,895	48.4%	-48,076	-8,590	21,033	-30.2%	-25,737
I	Bond and Forex	20,026	21,710	-7.8%	25,226	19,454	266	-	66,658
	et gain/loss on private equity d other securities	-1,567	-25,785	_	-37,478	-15,206	-1,007	_	-79,477
Ne	et financial income	1,307	1,504	-13.1%	2,751	4,967	7,405	-82.3%	16,629

## Consolidated Equity Brokerage Commission

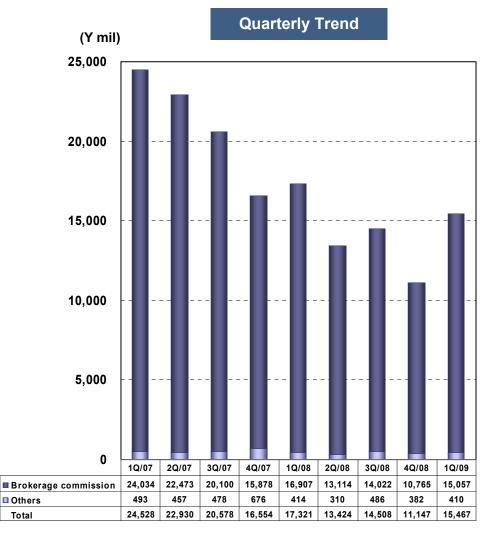


(Y mil)	FY2009 1Q	% Change vs 4Q FY08	% Change vs 1Q FY08
Brokerage commission	15,057	39.9%	-10.9%
Others	410	7.3%	-0.9%
Total	15,467	38.8%	-10.7%

- IQ average daily trading value on the TSE was Y1,721.2bil, up 19% q/q.
- 1Q market share on TSE:

Daiwa Securities Group Overall:	<u>7.7% (4Q: 8.6%)</u>
Daiwa Securities:	1.1% (4Q: 0.8%)
Daiwa Securities SMBC:	6.8% (4Q: 7.8%)

- 1Q online ratio for trading value by individuals at Daiwa Securities was 72.8%. (4Q: 73.0%)
- 1Q average brokerage commission rate at Daiwa Securities was 39bp. (4Q: 40bp)



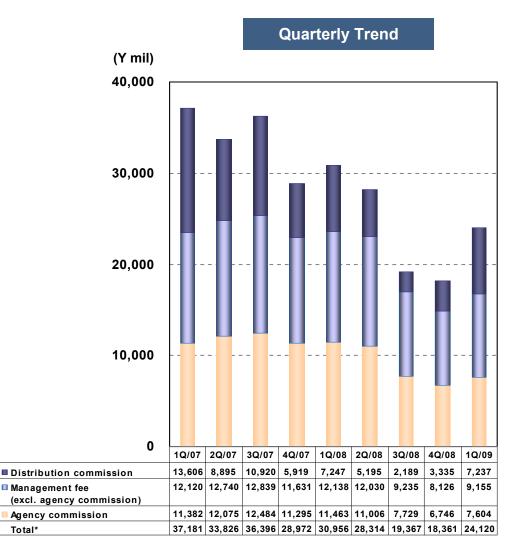
## Consolidated **Investment Trust Commission**



	(Y mil)	FY2009 1Q	% Change vs 4Q FY08	% Change vs 1Q FY08
Brokerage commission		122	-20.0%	15.4%
Distribution commission		7,237	117.0%	-0.1%
Management fee		16,760	12.7%	-29.0%
	Agency commission	7,604	12.7%	-33.7%
Tot	al	24,120	31.4%	-22.1%

1Q distribution commission was Y7.2bil, up 117% q/q, as newly launched fund sold well.

1Q management fee was Y16.7bil, up 13% q/q, as equity investment trust assets under management increased.



\* Total includes brokerage commission from ETFs.

Total\*

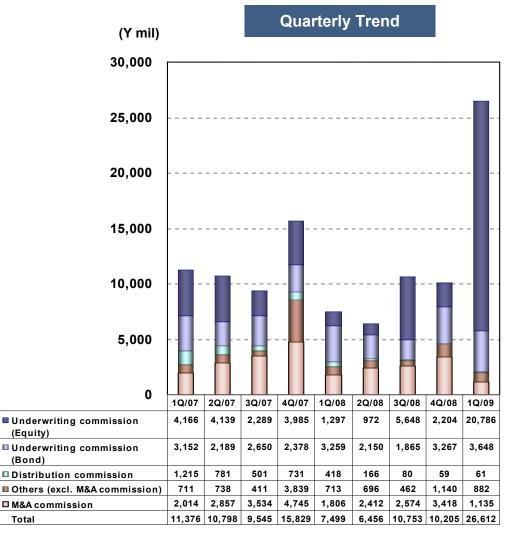
## Consolidated **Investment Banking Commission**



(Y mil)	FY2009 1Q	% Change vs 4Q FY08	% Change vs 1Q FY08
Underwriting commission (Equity)	20,786	843.0%	_
Underwriting commission (Bond)	3,648	11.7%	11.9%
Distribution commission	61	3.8%	-85.4%
Others	2,018	-55.7%	-19.9%
M&A commission	1,135	-66.8%	-37.1%
Total	26,612	160.8%	254.9%

- IQ equity underwriting commission significantly rose to Y20.7bil, due to the increase in large equity finance.
- 1Q bond underwriting commission was Y3.6bil, up 12% q/q, due to the increase in bond offering deals.
- IQ M&A commission was Y1.1bil, down 67% q/q.

Total

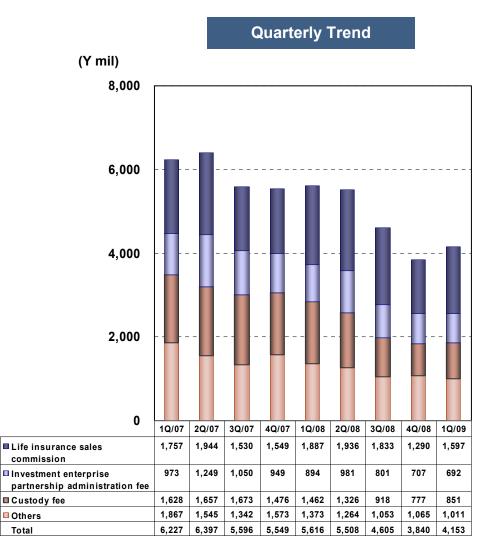


## Consolidated Other Commissions

(Y mil)	FY2009 1Q	% Change vs 4Q FY08	% Change vs 1Q FY08
Life insurance sales commission	1,597	23.8%	-15.3%
Investment enterprise partnership administration fee	692	-2.1%	-22.6%
Custodyfee	851	9.5%	-41.8%
Others	1,011	-5.0%	-26.3%
Total	4,153	8.1%	-26.1%

- 1Q life insurance sales commission was Y1.5bil, up 24% q/q.
- 1Q investment enterprise partnership administration fee decreased by 2% q/q to Y0.6bil.
- 1Q custody fee was Y0.8bil, up 10% q/q.

### PASSION BEST



## **Consolidated** Equity & Bond Division Revenues (Trading gain/loss + net financial income)\*

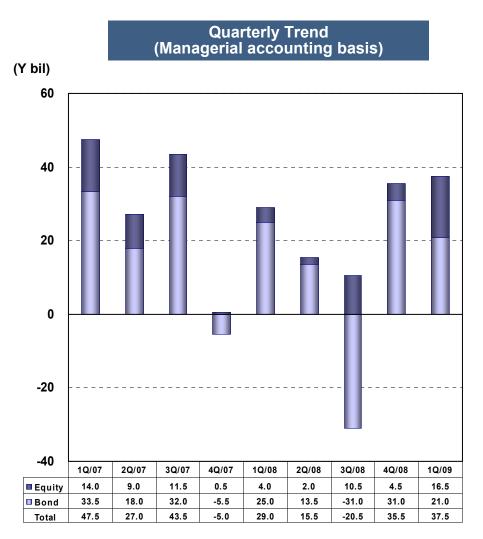


#### \* Managerial accounting basis

(Y bil)	FY2009 1Q	% Change vs 4Q FY08	% Change vs 1Q FY08
Equity	16.5	266.7%	312.5%
Bond	21.0	-32.3%	-16.0%
Total	37.5	5.6%	29.3%

<Reference> Net Gain/Loss on Trading (Accounting basis)

(Y mil)	FY2009 1Q	% Change vs 4Q FY08	% Change vs 1Q FY08
Equity	14,685	48.4%	-30.2%
Bond and forex	20,026	-7.8%	—
Total	34,712	9.8%	63.0%



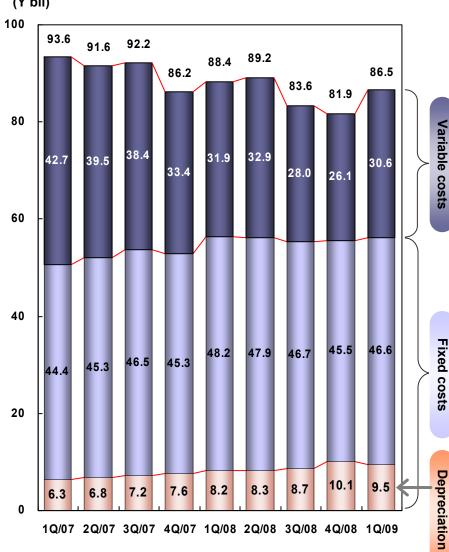


	()/i))	FY2009	FY2008	% Change		FY2008		% Change	EV2022
	(Y mil)	1Q	4Q	vs 4Q FY08	3Q	2Q	1Q	vs 1Q FY08	FY2008
S	G&A	86,552	81,923	5.6%	83,606	89,293	88,446	-2.1%	343,270
l	Fees and commissions paid	14,346	14,782	-3.0%	15,380	17,842	18,013	-20.4%	66,018
l	Personnel costs	39,938	33,542	19.1%	35,331	35,605	37,120	7.6%	141,600
l	Real estate expenses	10,555	10,549	0.1%	10,566	11,505	11,082	-4.8%	43,704
l	Office expenses	6,350	7,174	-11.5%	7,460	7,686	7,836	-19.0%	30,157
l	Depreciation	9,506	10,186	-6.7%	8,767	8,384	8,252	15.2%	35,590
	Taxes other than income taxes	2,113	1,575	34.2%	1,657	1,505	1,816	16.4%	6,553
	Others	3,741	4,112	-9.0%	4,444	6,763	4,324	-13.5%	19,645

## **Consolidated Cost Structure**







(Y bil)		FY2	007			FY2	800		FY2009
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Total SG&A	93.6	91.6	92.2	86.2	88.4	89.2	83.6	81.9	86.5
Variable costs	42.7	39.5	38.4	33.4	31.9	32.9	28.0	26.1	30.6
Commission & other expenses	20.3	23.0	20.4	21.5	18.0	17.8	15.3	14.7	14.3
Advertising expenses	3.5	3.6	2.7	3.9	2.3	2.3	1.7	1.9	1.5
Bonus	13.5	8.2	9.4	3.3	5.9	4.9	5.2	4.6	9.7
FA remuneration	1.2	1.1	0.9	0.6	0.6	0.4	0.2	0.3	0.4
Overtime, part-time	2.5	2.5	2.6	2.4	2.5	2.4	2.3	1.8	1.9
Fixed costs	50.8	52.1	53.8	52.9	56.5	56.3	55.5	55.7	56.1
Personnel costs	27.0	26.9	27.9	25.9	27.9	27.8	27.5	26.6	27.7
Real estate expenses	8.9	9.8	9.7	10.2	11.0	11.5	10.5	10.5	10.5
Depreciation	6.3	6.8	7.2	7.6	8.2	8.3	8.7	10.1	9.5
Office expenses	6.3	6.7	7.0	7.4	7.3	7.0	6.9	6.7	6.0
Taxes other than income taxes	2.1	1.7	1.7	1.6	1.8	1.5	1.6	1.5	2.1

### Consolidated Balance Sheet



urrent assets	14,794	(+1,117)	Current liabilities	12,687	(+989
Trading assets	6,673	(+469)	Trading liabilities	4,857	(+4
Trading securities and others	4,316	(+752)	Trading securities and others	3,013	(+36
Stocks, convertible bonds	198	(+9)	Stocks, convertible bonds	137	(+4
Bonds	4,015	(+860)	Bonds	2,874	(+32
Beneficiary certificates	73	(-54)	Beneficiary certificates	1	(+
CD/CP and others	29	(-63)			
Derivative assets	2,357	(-282)	Derivative liabilities	1,844	(-31
Private equity and other securities	719	(+203)	Short-term borrowings	978	(+4
(after Allowance for possible investment	losses)		Commercial paper	420	(+9
Daiwa Securities SMBC PI	671	(+205)			
Daiwa SMBC Capital	48	(-1)			
Collateralized short-term financing agreements	5,908	(+495)	Collateralized short-term financing agreements	4,995	(+10
on-current assets	514	(+9)	Non-current liabilities	1,509	(-1
Tangible fixed assets	149	(-0)	Bonds and notes	1,243	(-1
Intangible fixed assets	110	(-0)	Long-term debts	235	(*
Investments and others	254	(+10)	Total liabilities	14,201	(+97
Investment securities	183	(+15)	Net assets	1,107	(+15
Listed stocks	94	(+13)	Owners' equity	710	(+1
Unlisted stocks	31	(+2)	Valuation and translation adjustments	113	(+9
Others	57	(-0)	Minority interests	281	(+{
Others	71	(-5)			

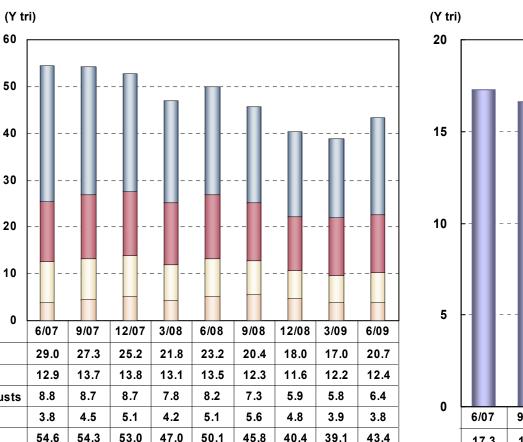
**Total assets** 

15,309 (+1,126) Total liabilities and net assets

### Consolidated **Customer Assets and Assets Under Management**







60

50

40

30

20

10

0

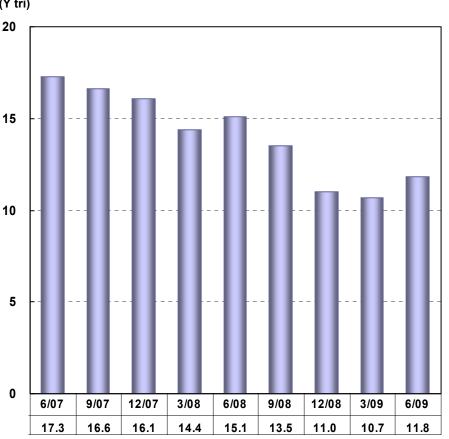
Equity

Bond

Others

Total

Investment trusts



Note: Investment trusts AUM at Daiwa Asset Management and Daiwa SB Investments + contract assets for investment advisory at Daiwa SB Investments

## Retail - Daiwa Securities -Highlights



- 1Q net operating revenues were Y48.5bil, up 34% q/q, and ordinary income was Y11.1bil.
- 1Q equity brokerage commission was Y9.3bil, up 52% q/q, due to the increase in market trading volume and rise in Daiwa Securities' retail market share.
- 1Q equity distribution amount substantially increased to Y276.2bil, due to the increase in large equity finance including SMFG and TOSHIBA.
- The sales of equity investment trusts recovered to Y323.2bil, up 101% q/q, due to strong sales of newly launched funds.
- Number of Daiwa Direct accounts continuously increased to 1.15mil as of 6/09.
- Sales of foreign-currency denominated bonds remained strong, with the sales amount of Y252.6bil, up 10% q/q.
- For Daiwa FX (foreign exchange margin trading), 1Q trading value recorded historical high of approx.
   Y2.3tri, and the number of accounts was 30 thousand as of 6/09.
- For wrap account service, the number of customers reached 13,846 due to the increase in new contracts.
   Contract assets under management was Y193.5bil as of 6/09.

## Retail - Daiwa Securities -Financial Summary



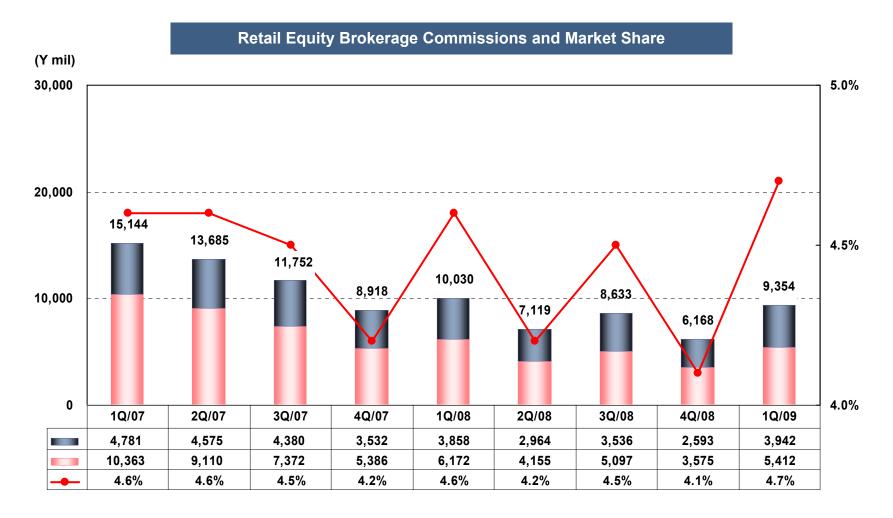
(Y mil)	FY2009	FY2008	% Change		FY2008		% Change	FY2008
(1 1111)	1Q	4Q	vs 4Q FY08	3Q	2Q	1Q	vs 1Q FY08	F 12000
Operating revenues	49,043	36,496	34.4%	33,763	41,258	48,365	1.4%	159,883
Commissions	36,731	22,537	63.0%	26,165	31,288	35,557	3.3%	115,549
Brokerage	9,463	6,308	50.0%	8,827	7,185	10,116	-6.5%	32,438
Stock and others	9,354	6,168	51.7%	8,633	7,119	10,030	-6.7%	31,952
Distribution	15,471	5,170	199.2%	5,008	8,361	9,204	68.1%	27,744
Stock and others	6,675	551	_	1,056	238	27	_	1,873
Bond and others	1,796	1,535	17.0%	1,909	3,061	2,160	-16.8%	8,667
Investment trust	6,999	3,082	127.0%	2,042	5,061	7,016	-0.2%	17,203
Other commissions	11,796	11,059	6.7%	12,329	15,741	16,237	-27.3%	55,367
Investment trust	7,352	6,503	13.1%	7,409	10,586	11,052	-33.5%	35,551
Net gain/loss on trading	10,980	12,785	-14.1%	6,289	8,202	11,144	-1.5%	38,422
Equity	2,033	1,115	82.3%	678	654	2,319	-12.3%	4,767
Bond and forex	8,946	11,669	-23.3%	5,610	7,548	8,824	1.4%	33,654
Interest and dividend income	1,332	1,173	13.5%	1,308	1,766	1,663	-19.9%	5,911
Interest expenses	509	376	35.1%	484	511	482	5.4%	1,855
Net operating revenues	48,534	36,119	34.4%	33,278	40,746	47,882	1.4%	158,027
SG&A	37,554	34,541	8.7%	34,666	35,455	35,749	5.1%	140,412
Ordinary income	11,135	1,926	478.0%	-1,307	5,413	12,364	-9.9%	18,396
Net income	6,437	92	_	-964	2,733	8,021	-19.7%	9,882
Capital adequacy ratio	418.8%	390.7%		395.4%	374.6%	358.2%		390.7%



	(Y mil)	FY2009	FY2008	% Change vs		FY2008		% Change vs	FY2008
	(1 1111)	1Q	4Q	4Q FY08	3Q	2Q	1Q	1Q FY08	112000
S	G&A	37,554	34,541	8.7%	34,666	35,455	35,749	5.1%	140,412
	Fees and commissions paid	3,775	3,702	2.0%	4,354	4,504	4,753	-20.6%	17,315
	Personnel costs	17,558	13,767	27.5%	14,560	15,168	16,147	8.7%	59,644
	Real estate expenses	4,778	4,798	-0.4%	4,656	5,105	4,775	0.1%	19,336
	Office expenses	5,988	6,763	-11.5%	6,042	5,971	5,495	9.0%	24,272
	Depreciation	4,310	4,547	-5.2%	4,129	3,773	3,503	23.0%	15,955
	Taxes other than income taxes	410	207	97.8%	211	247	384	6.8%	1,050
	Others	732	754	-2.9%	713	682	688	6.4%	2,838

## Retail - Daiwa Securities -Equity Brokerage Commissions





Equity brokerage commissions excl. online & call center (left)

Online & call center (left)

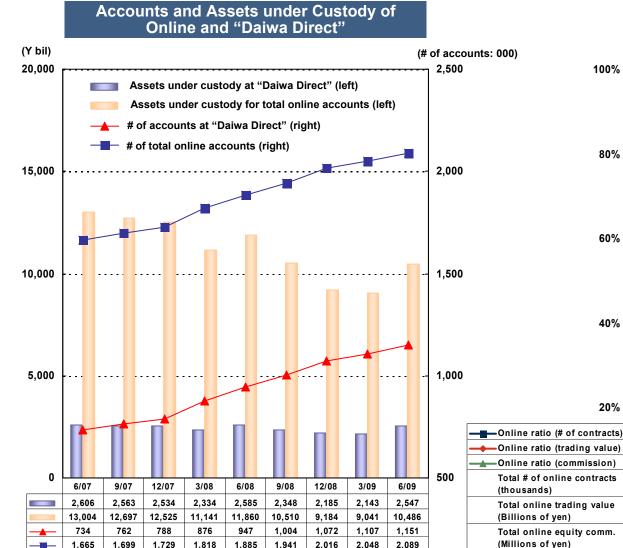
Daiwa's retail market share (right)

Note: Excludes foreign equities listed on overseas countries.

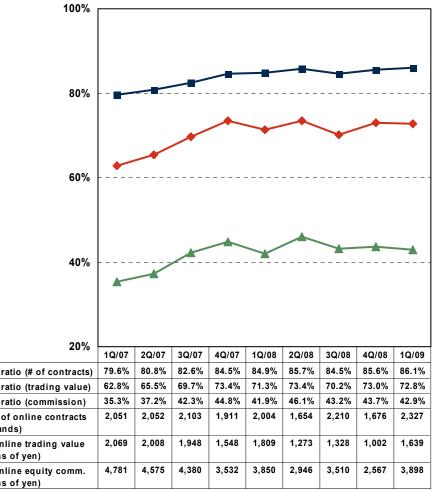
Market share is the share among total trading value by individuals on Tokyo, Osaka, and Nagoya Stock Exchanges.

# Retail - Daiwa Securities - Online Trading (1)





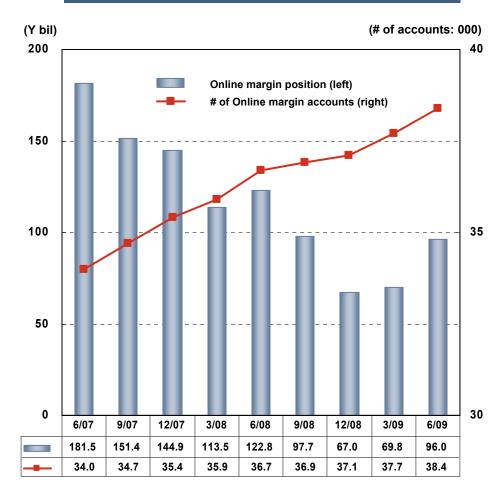
#### **Online Ratio for Retail Investors (Equity)**



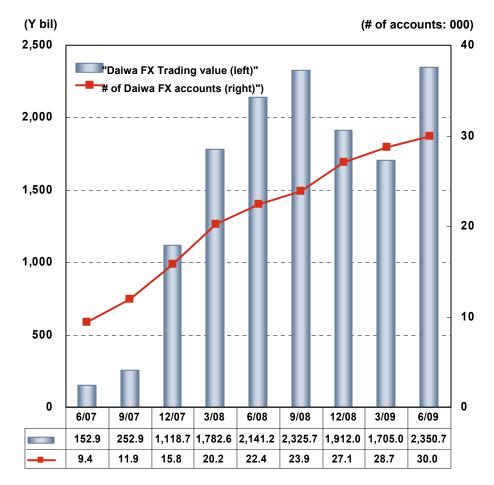
## Retail - Daiwa Securities -Online Trading (2)







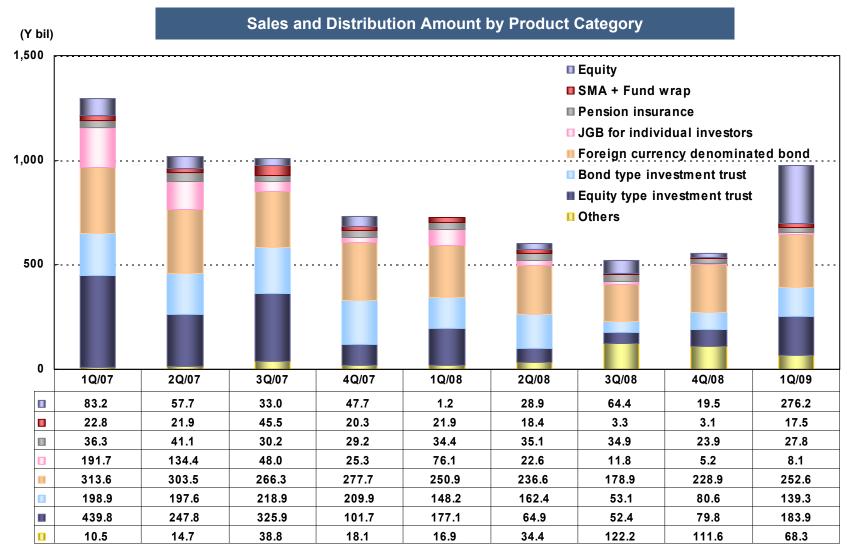
#### Accounts and Trading Value of "Daiwa FX (FX margin trading)"



Note: Trading value is a total for quarterly period

### Retail - Daiwa Securities -Product Sales





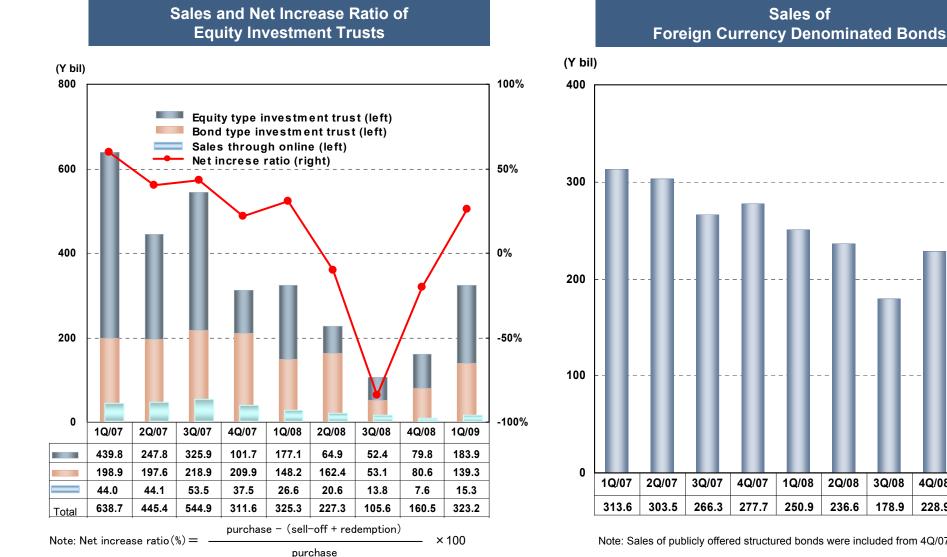
Note1: "Others" includes sales of yen denominated bonds excluding JGB for individual investors.

Note2: Bond type investment trust and equity type investment trust Include switching transaction between funds.

## **Retail - Daiwa Securities -**

Equity Investment Trusts & Foreign Currency Denominated Bonds





Note: Include switching transaction between funds.

1Q/09

252.6

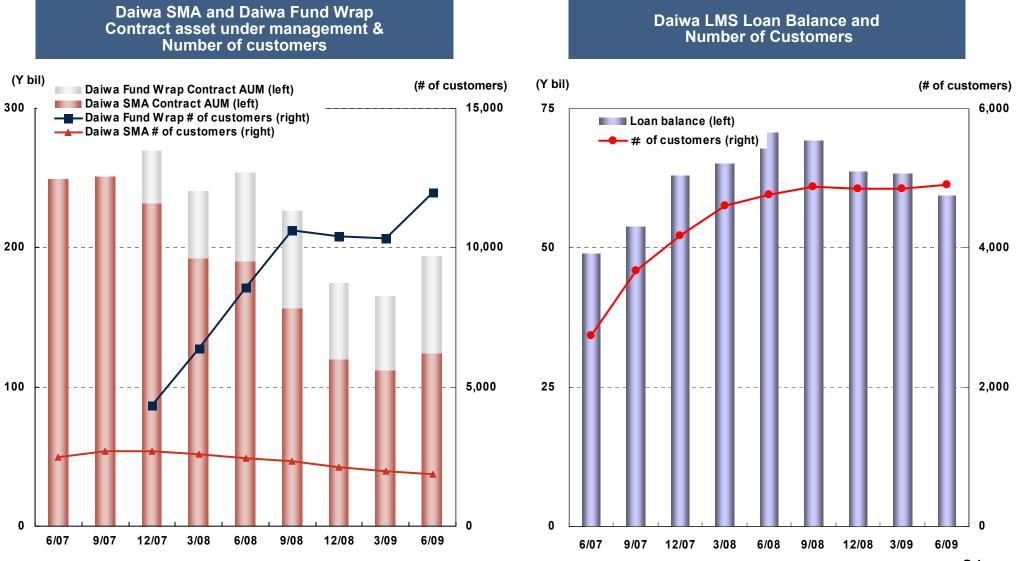
4Q/08

228.9

Note: Sales of publicly offered structured bonds were included from 4Q/07.

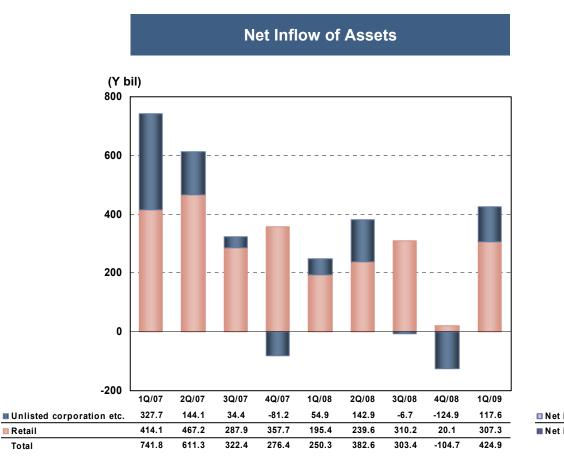
## Retail - Daiwa Securities -Wrap Account Service & Daiwa LMS



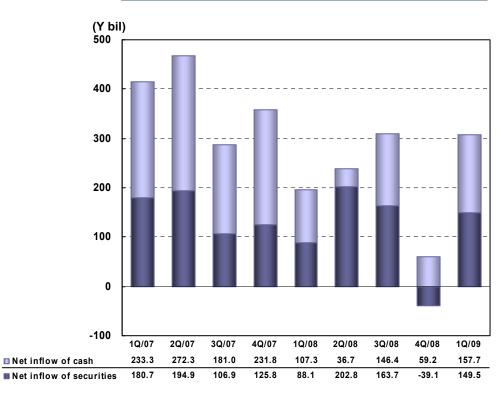


### Retail - Daiwa Securities -Net Inflow of Retail Assets





#### Net Inflow of Cash and Securities (Retail)



Note: Net inflow of assets = net inflow of cash and securities

## Retail - Daiwa Securities – Number of Accounts



(# of Accounts: 000)		FY2	:007			FY2	008		FY2009
(# 01 Accounts: 000)	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09
CMS accounts (Cash Management Service)	2,862	2,900	2,933	3,022	3,088	3,144	3,222	3,244	3,285
Online trading accounts	1,665	1,699	1,729	1,818	1,885	1,941	2,016	2,048	2,089
"Daiwa Direct" accounts	734	762	788	876	947	1,004	1,072	1,107	1,151
"Daiwa Direct" margin transaction service accounts	34.0	34.7	35.4	35.9	36.7	36.9	37.1	37.7	38.4
"Daiwa FX" accounts	9.4	11.9	15.8	20.2	22.4	23.9	27.1	28.7	30.0
Accounts holding equity	1,243	1,259	1,263	1,284	1,287	1,306	1,376	1,384	1,401
Accounts holding equity investment trusts	642	653	671	680	688	687	674	670	674
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Newly opened accounts	66	54	49	107	84	72	105	51	56
"Daiwa Direct" Course	26	22	20	79	59	44	56	25	36

# Wholesale - Daiwa Securities SMBC Consolidated - Highlights



- 1Q net operating revenues were Y54.9bil, and ordinary income was Y10.1bil.
- In 1Q lead manager league tables, Daiwa Securities SMBC ranked 1<sup>st</sup> for total equity due to the underwriting of large equity finance as a lead manager, and 3<sup>rd</sup> for total debt.
- Commissions were Y31.6bil, up 121% q/q, due to the significant increase in equity finance.
- 1Q M&A and other commissions were Y2.7bil, down 48% q/q, due to the decrease in M&A deals.
- Due to the normalized market and improved earnings environment, trading gains were Y22.2bil, up 26% q/q.
- Daiwa Securities SMBC Principal Investments and Quantum Leaps launched a joint venture; Daiwa Quantum Capital Limited.
- Decided the acquisition of Close Brothers Corporate Finance, a European M&A advisory firm, and aim to establish the global M&A advisory platform in four regions: Japan, the U.S., Europe and Asia.

# Wholesale - Daiwa Securities SMBC Consolidated - Financial Summary



(Y mil)	FY2009	FY2008	% Change vs		FY2008		% Change vs	FY2008
	1Q	4Q	4Q FY08	3Q	2Q	1Q	1Q FY08	
Operating revenues	64,358	16,280	295.3%	-34,916	20,569	43,581	47.7%	45,514
Commissions	31,699	14,344	121.0%	16,028	12,623	13,288	138.5%	56,285
Brokerage commission	4,717	3,746	25.9%	4,221	4,815	5,431	-13.1%	18,214
Stock and others	4,688	3,697	26.8%	4,172	4,741	5,322	-11.9%	17,934
Underwriting commission	24,237	5,340	353.8%	7,846	3,299	4,263	468.5%	20,749
Stock and others	20,734	2,105	884.9%	5,599	899	1,263	-	9,868
Bond and others	3,405	3,119	9.2%	2,123	2,342	2,996	13.6%	10,581
Distribution commission	30	64	-52.7%	73	106	80	-62.5%	324
Other commissions (M&A and others)	2,713	5,192	-47.7%	3,887	4,402	3,513	-22.8%	16,996
Net gain/loss on trading	22,258	17,703	25.7%	-33,224	1,422	9,343	138.2%	-4,754
Equity	12,395	8,600	44.1%	-49,227	-9,259	18,381	-32.6%	-31,505
Bond and forex	9,862	9,103	8.3%	16,003	10,681	-9,037	-	26,750
Net gain/loss on private equity and other securities	919	-25,712	_	-34,726	-13,037	-1,715	_	-75,191
Interest and dividend income	9,380	9,783	-4.1%	17,008	18,943	22,664	-58.6%	68,399
Interest expenses	9,275	10,880	-14.8%	17,689	17,486	19,005	-51.2%	65,062
Net operating revenues	54,998	5,251	947.2%	-52,606	2,788	24,576	123.8%	-19,989
SG&A	45,692	35,875	27.4%	36,170	38,564	37,899	20.6%	148,510
Ordinary income	10,177	-29,505	_	-89,546	-35,943	-12,473	_	-167,468
Net income	10,135	-23,434	_	-78,933	-31,336	-11,254	_	-144,958

# Wholesale - Daiwa Securities SMBC Consolidated - Breakdown of SG&A



	(Y mil)	FY2009	FY2008	% Change vs		FY2008		% Change vs	FY2008
	(1 1111)	1Q	4Q	4Q FY08	3Q	2Q	1Q	1Q FY08	112000
S	G&A	45,692	35,875	27.4%	36,170	38,564	37,899	20.6%	148,510
	Fees and commissions paid	17,829	9,703	83.7%	10,494	11,726	10,541	69.1%	42,465
	Personnel costs	11,810	9,780	20.8%	10,629	10,507	11,000	7.4%	41,918
	Real estate expenses	3,823	3,754	1.8%	3,702	4,734	4,685	-18.4%	16,877
	Office expenses	5,633	5,838	-3.5%	5,825	5,920	5,864	-3.9%	23,449
	Depreciation	4,426	4,581	-3.4%	3,681	3,699	3,858	14.7%	15,820
	Taxes other than income taxes	1,147	781	46.7%	748	758	784	46.2%	3,073
	Others	1,022	1,435	-28.8%	1,089	1,216	1,163	-12.2%	4,904

# Wholesale - Daiwa Securities SMBC Consolidated - Major League Tables



#### Daiwa Securities SMBC 1Q FY2009 Lead Manager League Table

						۸۵	<b>A</b>
	Total debt	Corporate & Agency bonds	Total equity	IPO	Primary and secondary equity offerings	Transaction value	Number of deals
1st	Nomura	Nomura	Daiwa Sec.SMBC	Mizuho	Daiwa Sec.SMBC	Citigroup	Mizuho FG
131	26.2%	28.3%	41.8%	76.7%	42.0%	ongroup	Wilzuno 1 G
2nd	Mizuho	Mizuho	Nomura	Nomura	Nomura	Goldman Sachs	Nomura
2110	21.7%	23.4%	29.4%	16.7%	29.5%	Goldman Sachs	Nomura
3rd	Daiwa Sec.SMBC	Daiwa Sec.SMBC	Goldman Sachs	Daiwa Sec.SMBC	Goldman Sachs	JP Morgan	GCA
JIU	17.9%	18.3%	16.2%	6.6%	16.3%	or worgan	004
4th	Mitsubishi UFJ	Mitsubishi UFJ	Mizuho		Mizuho	Deutsche Bank	MUFG
	17.6%	16.9%	5.5%		5.2%	Deutsche Dank	WOI G
5th	Nikko Citigroup	Nikko Citigroup	JP Morgan		JP Morgan	Caliburn	Daiwa Sec.
501	6.6%	6.7%	4.2%		4.2%	Partnership	SMBC

11th: Daiwa Sec. SMBC

#### Source: Daiwa Securities SMBC Apr 2009-Jun 2009

Note: Total debt (straight bonds+agency bonds+samurai bonds+ municipal bonds+Japan Housing Finance Agency RMBS) based on launch date. (I-N Information Systems for ABS, excluding Dec 2008)

Total equity (primary and secondary equity offerings (incl. foreign equity)+ domestic CB + overseas CB + IPO + REIT) based on settlement date. IPO based on listing date. Joint lead manager allotment based on underwritten amount.

Source: THOMSON REUTERS Apr 2009-Jun 2009 "M&A advisory league table for any Japanese involvement announced (AD19)"

## Daiwa Securities SMBC Investment Banking (1)



#### Major lead manager deals during 1Q (including joint lead issues)

Straight Bonds	Toyota Motor Corporation SMBC Japan Tobacco TOYOTA FINANCE DAIICHI SANKYO COMPANY	Total Y130.0bil Y100.0bil Y100.0bil Total Y100.0bil Total Y100.0bil	NTT Suntory Holdings TEPCO SOFTBANK CORP. Kansai Electric Power	Y70.0bil Total Y70.0bil Total Y60.0bil Y60.0bil Total Y60.0bil
Agency Bonds	JAPAN EXPRESSWAY HOLDING	G AND DEBT REPAYM	ENT AGENCY	Total Y50.0bil Total Y80.0bil
Equity Offerings (including CB)	SMFG TOSHIBA CORPORATION	Global public offering Public offering	Y923.0bil Y333.0bil	
Bonds	European Investment Bank European Bank for Reconstruction African Development Bank Instituto de Credito Oficial Nederlandse Waterschapsbank N The Netherlands Development Fin	€2.75bil \$ 1.5bil \$ 1.0bil Total Y50.0bil Total Y43.0bil Y40.0bil		

## Daiwa Securities SMBC Investment Banking (2)



#### Major lead manager deals during 1Q (including joint lead issues)

		lssue	Underwriting
	S2009-01 "Securitization of credit loan"	Y19.9bil	Y19.9bil
Structured	The Japan Housing Finance Agency Secured Pass-through Bonds No.26	Y47.6bil	Y17.6bil
Finance	The Japan Housing Finance Agency Secured Pass-through Bonds No.S-14	Y150.0bil	Y57.0bil
	Softbank mobile Securitization of installment receivables Series 2009-6	Y20.0bil	Y10.0bil

#### Major M&A publicly announced deals during 1Q

	<ul> <li>Third-party allocation issued by Nippon Sheet Glass</li> <li>Nippon Paper Group made SHIKOKU COCA-COLA BOT</li> </ul>	•
M&A	<ul><li>Acquisition of Cecile by Fuji Media Service</li><li>Sales of tacmic-sp to tenma by ARRK</li></ul>	(Advisor to Nippon Paper Group) (Advisor to FUJI MEDIA HOLDINGS) (Advisor to ARRK)

### **Wholesale Daiwa Securities SMBC Principal Investments**

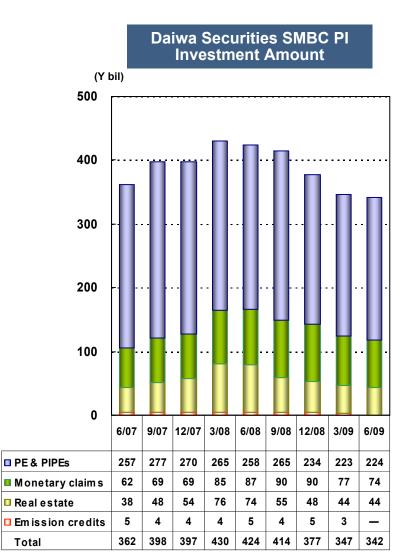


(Ymil)	FY2009 FY2008		% Change vs		% Change vs	FY2008		
(1 1111)	1Q	4Q	4Q FY08	3Q	2Q	1Q	1Q FY08	F12000
Ordinary Income	-567	-27,886	_	-37,373	-14,234	-2,470	_	-81,964

	As of 6/09	(cha	nge vs 3/09)
Total investment amount:	Approx. Y 34	42bil	<u>( - Y5bil)</u>
Private equity and PIPEs			
(Private Investment in Public Equities)	: Y 22	24bil	( +Y1bil)
Monetary claims:	Y	74bil	( - Y3bil)
Real estate:	Y 4	44bil	(±Y0bil)
Greenhouse gas emission credits:		—	( - Y3bil)

#### **Recent Topics**

Greenhouse Gas	<ul> <li>The business operations related to the Greenhouse Gas Emission</li></ul>
Emission Reduction	Reduction Credits have been transferred to Daiwa Securities
Credits	SMBC to improve business efficiency.
Investment Fund	<ul> <li>Launched Daiwa Quantum Capital Limited, a joint venture with Quantum Leaps. (Apr.09)</li> </ul>



Total

#### 33



#### **Daiwa Asset Management**

- 1Q operating revenues were Y14.5bil, up 13% q/q. Ordinary income was Y2.1bil, up 43% q/q.
- Newly launched "Daiwa RICI® Commodity Fund" which is linked to RICI (Rogers International Commodity Index), for Daiwa Securities.
- "High-grade Oceania Bond OP," "Daiwa Brazil Real Bond OP," "Brazil Bond OP" sold well.

#### **Daiwa SB Investments**

- 1Q ordinary income was Y393mil.
- Contract assets for investment advisory at 6/09 were Y2.5tri, up from Y2.1tri at 3/09.

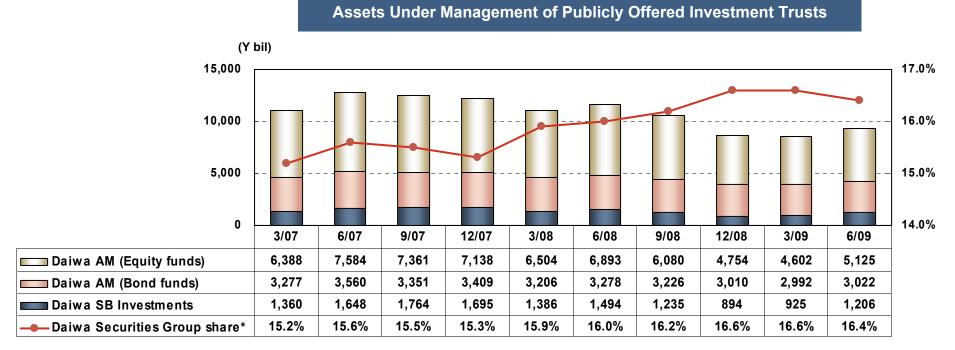
# Asset Management - Daiwa Asset Management - Financial Summary



	(Y mil)	FY2009	FY2008	% Change		FY2008		% Change	FY2008
(******)		1Q	4Q	vs 4Q FY08	3Q	2Q	1Q	vs 1Q FY08	F 12000
Oţ	perating revenues	14,544	12,878	12.9%	14,913	20,034	20,330	-28.5%	68,157
I	Management fee	14,445	12,807	12.8%	14,841	19,922	20,193	-28.5%	67,765
I	Equity investment trust	13,948	12,183	14.5%	13,744	18,660	18,934	-26.3%	63,522
I	Bond investment trust	497	624	-20.2%	1,097	1,262	1,259	-60.5%	4,243
I	Other operating revenues	98	70	39.4%	71	111	137	-28.0%	391
so	G&A	12,375	11,298	9.5%	12,674	15,921	16,086	-23.1%	55,981
I	Commissions paid	8,597	7,676	12.0%	8,775	11,925	12,034	-28.6%	40,411
I	Other SG&A	3,778	3,622	4.3%	3,898	3,996	4,052	-6.8%	15,569
Oţ	perating income	2,168	1,579	37.3%	2,239	4,112	4,244	-48.9%	12,175
Or	dinary income	2,187	1,532	42.8%	1,831	3,886	4,363	-49.9%	11,613
Ne	et income	1,177	719	63.6%	888	2,312	2,591	-54.6%	6,513

### Asset Management Assets Under Management





\* Daiwa Asset Management+Daiwa SB Investments

(Y bil)	3/07	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09
Daiwa SB Investments	4,374	4,555	4,220	3,919	3,395	3,458	2,995	2,440	2,198	2,529

# Domestic Group Companies and Overseas Operation **Ordinary Income**



#### **Domestic Group Companies**

(Y mil)	FY2009	FY2008	%Change vs		FY2008		%Change vs	FY2008
(* *****)	1Q	4Q	4Q FY08	3Q	2Q	1Q	1Q FY08	112000
Daiwa Asset Management	2,187	1,532	42.8%	1,831	3,886	4,363	-49.9%	11,613
DIR Group*	1,365	1,890	-27.8%	1,648	2,214	3,387	-59.7%	9,140
Daiwa SMBC Capital	-2,971	-650	_	-3,304	-2,710	770	-	-5,895
Other Domestic Group Companies	542	-7	_	-203	-1,448	-1,309	_	-2,969
Total**	1,124	2,764	-59.3%	-28	1,941	7,211	-84.4%	11,889
Daiwa SB Investments	393	87	348.5%	645	1,136	1,114	-64.7%	2,984
Overseas								
America	2,430	-1,209	_	3,772	1,121	1,122	116.6%	4,806
Europe	2,874	-1,260	_	-2,013	-1,531	-92	_	-4,898
Asia/Oceania	576	-775	_	-792	-347	361	59.4%	-1,553
Total	5,881	-3,245	_	965	-757	1,391	322.6%	-1,645

\* DIR Group includes Daiwa Institute of Research Holdings, Daiwa Institute of Research, and Daiwa Institute of Research Business Innovation. (Excluding in-group transactions and dividend from subsidiaries)

\*\* Total figure of domestic consolidated Group companies except Daiwa Securities and Daiwa Securities SMBC and its domestic subsidiaries.

## **Topics**



#### Daiwa Securities SMBC's acquisition of Close Brothers Corporate Finance

#### Acquisition of CBCF, a European M&A advisory firm

- > Acquisition method: Acquired all outstanding shares through Daiwa Securities SMBC Europe Limited
- Acquisition value: GBP75mil (approx. Y10.8bil)
- > Operational bases: London, Manchester, Paris, Lyon, Frankfurt, Madrid, Barcelona, Zurich
- Employees: Approx. 230 (as of Dec 31, 2008)



Acquisition of all outstanding shares of K.K. daVinci Select and subscription for third party allocation shares issued by DA Office Investment Corporation

Entry to real estate asset management business, newly adding a J-REIT asset management company to the group affiliates

- > Acquired all outstanding shares of K.K. daVinci Select, the asset management company for DA Office Investment Corporation
- > Changed its business name to Daiwa Real Estate Asset Management from K.K. daVinci Select on July 1, 2009
- Subscription for third party allocation issued by DAO (total issuing value of Y10bil)

#### 大和リアル・エステート・アセット・マネジメント Daiwa Real Estate Asset Management

#### Issuance of new shares and secondary offering of shares by way of sale of treasury shares

#### **Offering Structure**

Number of Shares offered : 402.5mil shares (Newly issued 350mil shares (including the sales of treasury shares) + O.A. 52.5mil shares)
 Issue Price: Y516 per share (Calculated based on discount rate of 3.01% from Y532 as of July 8, 2009)
 Total Offering amount : Y207.6bil

## Reference



		FY2	007			FY2	008		FY2009
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q
Market data									
Average daily trading value in TSE, OSE, and NSE; (Y bil)	2,963	3,015	2,817	2,746	2,465	2,202	1,825	1,395	1,671
Share of individual investors; (%)	19.2	17.8	17.9	15.3	18.1	15.2	18.3	19.8	24.0
Market share in Tokyo Stock Exchange; (%)									
Daiwa Securities Group (on and off floor)	6.6	6.1	6.2	5.9	6.2	6.4	8.1	8.6	7.7
Daiwa Securities (on and off floor)	1.0	0.9	0.8	0.7	0.9	0.6	0.8	0.8	1.1
Daiwa Securities SMBC									
(on and off floor)	5.6	5.2	5.3	5.2	5.3	5.8	7.3	7.8	6.8
(out of hours and off floor)	11.6	10.7	12.6	9.6	11.7	9.9	13.5	14.9	15.0
Share of Daiwa Securities (retail) among indivi	dual invest	or transact	ions at TSE	, OSE, and	NSE; (%)				
Daiwa Securities / TSE, OSE, NSE	4.6	4.6	4.5	4.2	4.6	4.2	4.5	4.1	4.7
Daiwa Securities equity commission rate; (bp)									
Commission rate*	41	40	37	36	36	36	40	40	39

\* Adjusted rate: Denominator excludes value that generates revenues not reported as brokerage commission

# Wholesale - Daiwa Securities SMBC Unconsolidated - Financial Summary



(Y mil)	FY2009	FY2008	%Change vs		FY2008		%Change vs	FY2008
· · /	1Q	4Q	4Q FY08	3Q	2Q	1Q	1Q FY08	
Operating revenues	51,408	38,063	35.1%	-6,997	27,022	36,268	41.7%	94,356
Commissions	24,154	13,571	78.0%	14,856	10,777	10,704	125.7%	49,910
Brokerage commission	3,096	2,912	6.3%	3,096	3,407	3,646	-15.1%	13,063
Stock and others	3,035	2,873	5.6%	3,059	3,382	3,615	-16.0%	12,931
Underwriting commission	16,619	5,357	210.2%	7,874	3,184	3,457	380.6%	19,874
Stock and others	13,116	2,134	514.6%	5,631	804	459	_	9,029
Bond and others	3,405	3,107	9.6%	2,120	2,321	2,995	13.7%	10,545
Distribution commission	30	64	-52.7%	73	106	80	-62.5%	324
Other commissions (M&A and others)	4,408	5,237	-15.8%	3,812	4,079	3,519	25.3%	16,648
Net gain/loss on trading	18,648	15,223	22.5%	-35,315	1,829	7,579	146.0%	-10,682
Equity	11,150	7,881	41.5%	-50,022	-9,919	17,545	-36.4%	-34,515
Bond and forex	7,497	7,342	2.1%	14,706	11,749	-9,965	_	23,833
Interest and dividend income	8,604	9,268	-7.2%	13,461	14,415	17,984	-52.2%	55,129
Interest expenses	8,611	9,622	-10.5%	13,811	13,728	15,976	-46.1%	53,139
Net operating revenues	42,796	28,441	50.5%	-20,809	13,293	20,292	110.9%	41,217
SG&A	36,490	30,367	20.2%	28,496	32,906	31,227	16.9%	122,997
Ordinary income	7,042	-1,225	-	-49,859	-19,605	-5,210	_	-75,900
Netincome	5,377	-10,428	-	-40,605	-15,212	-3,502	_	-69,748
Capital adequacy ratio	384.9%	343.9%	_	374.1%	352.3%	348.2%	_	343.9%



#### Range and assumption of VaR

- Confidence level: 99% (one-side test)
- Holding period: 1 day
- Adjusted for price correlation between products

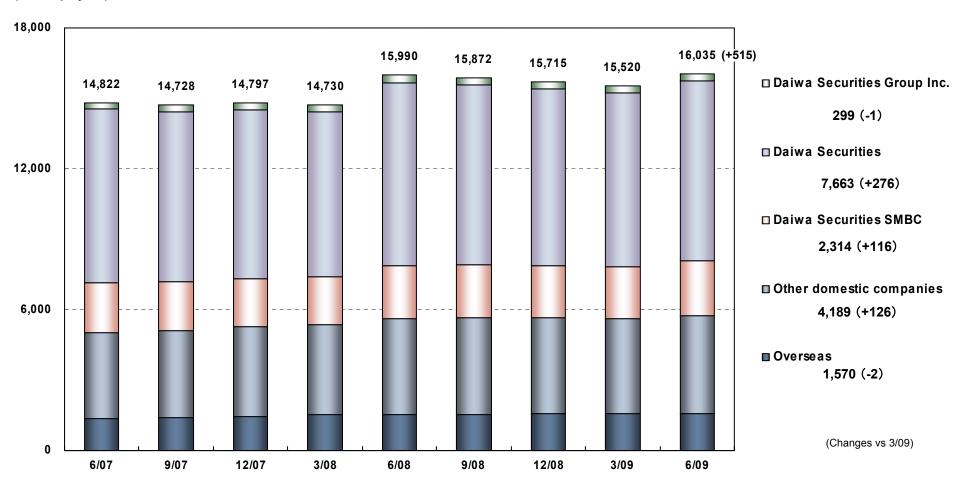
	(Y bil)	6/07	9/07	12/07	3/08	6/08	9/08	12/08	3/09	6/09
	VaR (Month end)	1.95	2.60	2.78	2.72	3.16	2.65	1.83	3.89	1.77
γ	High	4.10	5.79	3.89	3.01	4.56	2.75	9.95	7.99	4.08
Quarterly	Low	1.28	1.50	2.02	1.71	2.09	1.30	1.41	1.39	1.77
ğ	Average	1.91	2.75	2.90	2.32	2.95	2.10	3.16	3.18	2.89
	(By risk factors)									
	Equity	1.24	1.78	1.65	1.57	1.44	0.59	0.67	0.89	0.89
	Interest	1.51	1.23	1.93	1.78	3.73	2.87	1.29	2.75	1.24
	Currecy	0.54	1.28	1.48	1.61	1.03	1.39	0.75	2.88	1.28
	Commodity	0.17	0.00	0.00	0.04	0.02	0.00	0.01	0.24	0.01

#### Daiwa Securities Group (Consolidated)

## **Number of Group Employees**



(# of employees)



Figures for Daiwa Securities include Financial Advisers (FA).

Total figure is the sum of consolidated group companies and Daiwa SB Investments.

Figures for Daiwa Securities SMBC include employees of Daiwa Securities SMBC Principal Investments.

#### Contact

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