



July 28, 2004

**Non-consolidated financial summary**

(For the first quarter ended June 30, 2004)

(1) Operating results (from April 1, 2004 to June 30, 2004)

(Note) All figures in the financial statements are rounded down to the nearest millionth.

	Operating revenues	Yr/yr change	Net operating revenues	Yr/yr change	Operating income	Yr/yr change
	Millions of yen		Millions of yen		Millions of yen	
First quarter (2004/6)	49,789	27.6%	46,391	26.4%	19,638	112.5%
First quarter (2003/6)	39,027	35.1%	36,707	35.2%	9,240	91.5%
Fiscal 2003 (2004/3)	161,681		152,216		40,884	

	Ordinary income	Yr/yr change	Net income	Yr/yr change	Return on stockholders' equity
	Millions of yen		Millions of yen		(Annual basis)
First quarter (2004/6)	20,004	103.1%	11,921	101.8%	12.6%
First quarter (2003/6)	9,850	97.9%	5,908	113.4%	6.7%
Fiscal 2003 (2004/3)	41,873		23,227		6.4%

(Note) Change in accounting policies: None

(2) Financial conditions

	Total assets	Stockholders' equity	Stockholders' equity ratio	Capital adequacy ratio
	Millions of yen	Millions of yen		
As of Jun. 30, 2004	7,882,303	384,319	4.9%	337.5%
As of Jun. 30, 2003	6,607,137	354,396	5.4%	350.7%
As of Mar. 31, 2004	7,575,808	372,213	4.9%	336.8%

(Note) Number of shares outstanding:

As of Jun. 30, 2004: 3,200

As of Jun. 30, 2003: 3,200

As of Mar. 31, 2004: 3,200

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This non-consolidated financial summary has reflected the revision made on with "Revisions on the financial summaries (Supplemental Information) of Daiwa Securities SMBC Co. Ltd." released on November 11, 2005 and other prior related press releases.

**Results of Operation**

## (A) Overview of Operating Income (Comparisons in parenthesis are made versus the first quarter of fiscal 2003)

## (1) Commissions

For the first quarter ended June 30, 2004, total commission revenues amounted to 14,644 million yen (67.0% up), of which 9,858 million yen (187.2% up) were derived from equity, 2,741 million yen (22.7% down) from fixed income, and 535 million yen (97.2% up) from Beneficiary Certificates. The components of the commissions received are set forth below:

## a) Brokerage Commissions

Total Brokerage commissions increased to 4,225 million yen (79.0% up) reflecting an active market condition with increased daily average volume of stocks traded on the Tokyo Stock Exchange (1,656.2 billion yen, 108.6% up).

## b) Underwriting Commissions

Underwriting Commissions increased to 7,658 million yen (97.6% up). Underwriting commissions derived from equity dramatically increased to 5,296 million yen (431.6% up) due to an increase of both PO and IPO underwriting issues. On the other hand, underwriting Commissions derived from fixed income decreased to 2,208 million yen (20.6% down).

## c) Distribution Commissions

Revenues in distribution commissions generated 226 million yen (146.1% up).

## d) Other Commissions

Other Commissions amounted to 2,533 million yen (3.9% up). Other commissions from M&A, Financial Advisory Service, IPO consulting, and so forth generated 1,354 million yen (4.5% down).

## (2) Net Gain on Trading

Net trading gains in equity trading significantly increased to 16,893 million yen (132.4% up). On the other hand, net trading gains from fixed income together with those from foreign exchange transactions decreased to 14,381 million yen (3.3% down). Consequently, overall Net Gain on Trading increased to 31,274 million yen (41.2% up).

## (3) Net Interest and Dividend Income

Interest and Dividend Income totaled 3,871 million yen, whereas Interests Expenses totaled 3,398 million yen. Net Interest and Dividend Income came to 472 million yen (91.8% down).

## (4) Selling, General and Administrative Expenses

Depreciation expenses, personnel expenses, and Data processing & office supplies increased to 2,884 million yen (27.6% up), 6,526 million yen (5.6% up), 3,619 million yen (0.7% up), respectively. On the other hand, Commissions paid, Real estate expenses decreased to 10,229 million yen (15.9% down), and to 2,419 million yen (1.5 % down). Overall Selling, General and Administration Expenses came to 26,752 million yen, a 2.6% decrease compared to the first quarter of last year.

In conclusion, Operating Revenues for the first quarter of fiscal 2004 came to 49,789 million yen (27.6% up), and Net Operating Revenues to 46,391 million yen (26.4% up). Operational Income came to 19,638 million yen (112.5% up), and Ordinary Income to 20,004 million yen (103.1% up). With 1 million yen of an extraordinary income and 8,085 million yen of income taxes, Net Income for this first quarter came to 11,921 million yen (101.8% up).

## (B) Financial Condition (Comparisons in parenthesis are made versus the fiscal 2003)

For the first quarter of fiscal 2004, total assets increased by 306.4 billion yen to 7,882.3 billion yen reflecting increases in Trading assets by 114.1 billion yen, and Receivable on collateralized securities transactions by 620.4 billion yen, and a decrease in Trade date accrual by 419.5 billion yen.

Total liabilities increased by 294.3 billion yen to 7,497.9 billion yen, which is mostly attributable to increases in Payable on collateralized securities transactions by 302.7 billion yen, and Trade date accrual by 168.1 billion yen, and a decrease in Trading liabilities by 126.5 billion yen. Accounting for the company's financial activities, cash borrowings decreased by 12.6 billion yen, Bonds increased by 54.7 billion yen, and Commercial Paper decreased by 114.0 billion yen. Total Stockholder's Equity increased by 12.1 billion yen to 384.3 billion yen over last year.

**Balance Sheets**

(millions of yen)

	First quarter Jun. 30, 2004	First quarter Jun. 30, 2003	Increase/ Decrease	Fiscal 2003 Mar. 31, 2004
<b>Assets</b>				
<b>Current assets:</b>	<b>7,746,620</b>	<b>6,473,232</b>	<b>1,273,387</b>	<b>7,446,596</b>
Cash and time deposits	57,331	65,789	(8,458)	67,093
Cash segregated as deposits	20,053	20,008	44	20,024
Trading assets:	3,812,031	3,836,888	(24,857)	3,697,892
Trading securities and others	3,260,798	3,313,377	(52,579)	3,200,420
Derivative assets	551,232	523,510	27,722	497,472
Trade date accrual	-	666,631	(666,631)	419,550
Receivables related to margin transactions:	139,377	101,697	37,679	141,196
Loans receivable from customers for margin transactions	2,430	519	1,910	1,972
Cash deposits as collateral for securities borrowed from securities finance companies	136,947	101,178	35,768	139,223
Receivables on collateralized securities transactions:	3,539,731	1,615,057	1,924,674	2,919,298
Cash deposits as collateral for securities borrowed	3,278,400	1,538,085	1,740,314	2,818,287
Receivables related to Gensaki transactions	261,331	76,971	184,360	101,010
Short-term guarantee money deposited	19,536	8,663	10,872	11,820
Short-term loans receivable	125,814	130,236	(4,422)	130,293
Accrued income	5,787	8,437	(2,649)	6,361
Deferred income tax assets	1,145	1,023	122	1,664
Other current assets	25,839	18,824	7,015	31,431
Less: Allowance for doubtful accounts-current	(29)	(26)	(2)	(31)
<b>Non-current assets:</b>	<b>135,683</b>	<b>133,905</b>	<b>1,777</b>	<b>129,212</b>
Tangible fixed assets	4,417	4,026	390	4,764
Intangible fixed assets	30,976	30,866	109	32,237
Investments and others:	100,289	99,012	1,277	92,210
Investment securities	52,078	43,745	8,333	51,418
Long-term loans receivable	2,193	1,036	1,156	26
Long-term guarantee deposits	5,315	6,443	(1,128)	5,734
Deferred income tax assets	22,416	43,955	(21,539)	30,837
Other investments	18,841	4,315	14,525	4,747
Less: Allowance for doubtful accounts-non-current	(555)	(483)	(71)	(554)
<b>Total assets</b>	<b>7,882,303</b>	<b>6,607,137</b>	<b>1,275,165</b>	<b>7,575,808</b>

	First quarter Jun. 30, 2004	First quarter Jun. 30, 2003	Increase/ Decrease	Fiscal 2003 Mar. 31, 2004
<b>Liabilities</b>				
<b>Current liabilities:</b>	<b>7,029,566</b>	<b>5,806,454</b>	<b>1,223,112</b>	<b>6,680,982</b>
Trading liabilities:	2,560,415	1,355,132	1,205,282	2,687,007
Trading securities and others	2,070,230	869,775	1,200,454	2,219,915
Derivative liabilities	490,185	485,357	4,827	467,092
Trade date accrual	168,146	-	168,146	-
Payables related to margin transactions:	90,925	60,972	29,952	80,149
Loans from securities finance companies for margin transactions	68	11	56	-
Proceeds of securities sold for margin transactions	90,856	60,960	29,895	80,149
Payables on collateralized securities transactions	2,672,182	3,209,103	(536,920)	2,369,385
Cash deposits as collateral for securities loaned	1,574,140	2,311,828	(737,687)	1,678,734
Payables related to Gensaki transactions	1,098,042	897,275	200,767	690,651
Deposits received	14,372	13,317	1,054	8,834
Cash deposits received from customers	24,583	20,496	4,087	14,441
Short-term borrowings	1,311,708	893,901	417,807	1,224,300
Commercial paper	159,722	230,200	(70,478)	273,722
Bonds due within one year	18,427	5,859	12,567	10,173
Accrued expenses	4,883	4,347	535	6,174
Other current liabilities	4,199	13,123	(8,924)	6,793
<b>Non-current liabilities:</b>	<b>464,437</b>	<b>443,191</b>	<b>21,246</b>	<b>518,629</b>
Bonds	460,482	339,428	121,054	413,959
Long-term borrowings	-	100,000	(100,000)	100,000
Accrued retirement benefits	3,559	3,136	423	3,639
Other non-current liabilities	395	626	(231)	1,031
<b>Statutory reserves:</b>	<b>3,980</b>	<b>3,095</b>	<b>884</b>	<b>3,982</b>
Reserve for securities transaction liabilities	3,980	3,095	884	3,981
Reserve for financial futures transaction liabilities	-	0	0	0
<b>Total liabilities</b>	<b>7,497,984</b>	<b>6,252,741</b>	<b>1,245,242</b>	<b>7,203,594</b>
<b>Stockholders' equity</b>				
Common stock	205,600	205,600	-	205,600
Capital surplus	117,321	117,321	-	117,321
Additional paid-in capital	117,321	117,321	-	117,321
Earned surplus	60,473	31,485	28,987	48,804
Earned surplus reserve	5,141	5,141	-	5,141
Reserve for special depreciation	39,752	250	39,501	250
Unappropriated retained earnings including net income 11,921 million yen for Jun. 2004, net income 5,908 million yen for Jun. 2003 and net income 23,227 million yen for FY2003.	15,580	26,093	(10,513)	43,412
Revaluation reserve for investment securities, net of tax effect	924	(10)	935	488
<b>Total stockholders' equity</b>	<b>384,319</b>	<b>354,396</b>	<b>29,922</b>	<b>372,213</b>
<b>Total liabilities and stockholders' equity</b>	<b>7,882,303</b>	<b>6,607,137</b>	<b>1,275,165</b>	<b>7,575,808</b>

**Income Statements**

(millions of yen)

	First quarter Apr. 1, 2004 - Jun. 30, 2004	First quarter Apr. 1, 2003 - Jun. 30, 2003	Yr/yr change	Fiscal 2003 Apr. 1, 2003 - Mar. 31, 2004
<b>Operating revenues</b>	<b>49,789</b>	<b>39,027</b>	<b>27.6%</b>	<b>161,681</b>
Commissions	14,644	8,767	67.0%	68,508
Net gain on trading	31,274	22,148	41.2%	65,829
Interest and dividend income	3,871	8,111	(52.3)%	27,343
<b>Interest expenses</b>	<b>3,398</b>	<b>2,319</b>	<b>46.5%</b>	<b>9,465</b>
<b>Net operating revenues</b>	<b>46,391</b>	<b>36,707</b>	<b>26.4%</b>	<b>152,216</b>
<b>Selling, general and administrative expenses:</b>	<b>26,752</b>	<b>27,467</b>	<b>(2.6)%</b>	<b>111,332</b>
Commission and other expenses	10,229	12,164	(15.9)%	48,393
Employees' compensation and benefits	6,526	6,181	5.6%	24,263
Real estate expenses	2,419	2,456	(1.5)%	10,442
Data processing and office supplies	3,619	3,593	0.7%	13,919
Depreciation expenses	2,884	2,261	27.6%	10,686
Taxes other than income taxes	702	415	69.0%	2,109
Others	369	393	(6.1)%	1,516
<b>Operating income</b>	<b>19,638</b>	<b>9,240</b>	<b>112.5%</b>	<b>40,884</b>
Non-operating income	386	636	(39.3)%	1,567
Non-operating expenses	20	27	(23.8)%	578
<b>Ordinary income</b>	<b>20,004</b>	<b>9,850</b>	<b>103.1%</b>	<b>41,873</b>
Extraordinary gains	1	-	-	456
Extraordinary losses	-	30	-	4,203
<b>Income before income taxes and others</b>	<b>20,006</b>	<b>9,819</b>	<b>103.7%</b>	<b>38,126</b>
Income taxes-current	(220)	(6)	-	(1,305)
Refund of Income taxes	-	-	-	181
Income taxes-deferred	8,305	3,916	112.1%	16,386
<b>Net income</b>	<b>11,921</b>	<b>5,908</b>	<b>101.8%</b>	<b>23,227</b>
Unappropriated retained earnings-carryforward	3,658	20,185	(81.9)%	20,185
Unappropriated retained earnings	15,580	26,093	(40.3)%	43,412
Net financial income included in Net operating revenues	472	5,792	(91.8)%	17,878

## **Notes to financial statements**

The financial statements of the Company for the first quarter ended June 30, 2004 are prepared in accordance with the 'Cabinet Office Ordinance Concerning Securities Companies' (Prime Minister's Office Ordinance and Ministry of Finance Ordinance No. 32, 1998), and the 'Uniform Accounting Standards of Securities Companies' (set by the board of directors of the Japan Securities Dealers' Association, November 14, 1974), based on the 'Regulations of Interim Financial Statements' (Ministry of Finance Ordinance No. 38, 1977) and its Article 38 and 57.

## **Basis of financial statements**

### 1. Valuation of financial instruments

#### (1) Valuation of trading account

Securities and derivative transactions in trading account are recorded at fair value.

#### (2) Valuation of non-trading securities

(a) Subsidiary and related company stocks are valued at moving average cost method.

(b) Other securities in non-trading account are valued at fair value on the closing date with posting net unrealized gain on securities net of tax effect directly in stockholders' equity, if their fair value is available. Those securities cost is based on moving average method. Other securities are valued at moving average cost method, if their fair value is not available.

### 2. Depreciation of depreciable assets

#### (1) Tangible fixed assets

Declining-balance method is applied, and straight-line method is applied to the building (excluding appendixes) acquired after April 1, 1998. Useful life for depreciation is based on Corporation Tax Law.

#### (2) Intangible fixed assets, and investments and others

Straight-line method is applied, and useful life for depreciation is based on Corporation Tax Law. Software for in-house use is depreciated under straight-line method based on internal estimated useful life (5 years).

### 3. Accounting policies for various provisions

#### (1) Allowance for doubtful accounts

The Company provides the allowance based on the historical deterioration rate as for normal loans, and the allowance specifically assessed as for doubtful and failed loans.

#### (2) Accrued bonuses

Estimated amount of employees' bonuses is accrued based on the Company's bylaws.

#### (3) Accrued retirement benefits

The Company provides accrued retirement benefits for employees in conformity with the bylaws to meet obligations as of June 30, 2004, as the rise in salaries in the future does not cause fluctuation in the benefit obligation and therefore the service costs are vested fiscal year by fiscal year.

### 4. Accounting for certain lease transactions

Finance leases in which ownership is not transferred to a lessee are accounted for in the same manner as operating leases.

### 5. Hedge transaction

A premium or discount on forward foreign exchange contracts to hedge foreign currency denominated deposits is allocated to each fiscal term without marking-to-market.

### 6. Other material items

#### (1) Consumption Taxes

Consumption taxes are separately recorded.

#### (2) Deferred assets

Expenses for issue of bond are amortized in a lump when incurred.

#### (3) Consolidation Tax System

Consolidation tax system is applied.

#### (4) Application of 'Accounting Standards for Impairment of Fixed Assets'

Accounting Standards Board of Japan issued 'Accounting Standards for Impairment of Fixed Assets' ('Opinion on Establishing Accounting Standards for Impairment of Fixed Assets' issued by Accounting Standards Board of Japan on August 9, 2002) and 'Guidance on Application of Accounting Standards for Impairment of Fixed Assets' (Application Guidance on Accounting Standards number 6, issued on October 31, 2003). Accordingly the company has complied with this standard since the last fiscal year.

**Notes to balance sheets**

## 1. Accumulated depreciation of tangible fixed assets

	<u>As of Jun. 30, 2004</u>	<u>As of Jun. 30, 2003</u>	(millions of yen) <u>As of Mar. 31, 2004</u>
	7,994	7,623	7,603

## 2. Guarantee

	<u>As of Jun. 30, 2004</u>	<u>As of Jun. 30, 2003</u>	(millions of yen) <u>As of Mar. 31, 2004</u>
	495	414	521

## 3. The amounts of subordinated borrowings stipulated by Article 2 of the "Cabinet Office Ordinance on the Capital Adequacy Rule for Securities Companies" (Cabinet office Ordinance No. 23, 2001) are as followings.

	<u>As of Jun. 30, 2004</u>	<u>As of Jun. 30, 2003</u>	(millions of yen) <u>As of Mar. 31, 2004</u>
Short-term borrowings	100,000	-	-
Long-term borrowings	-	100,000	100,000

**Notes to income statements**

	(millions of yen)		
Details of extraordinary gains/losses	First quarter <u>Apr. 1, 2004 - Jun. 30, 2004</u>	First quarter <u>Apr. 1, 2003 - Jun. 30, 2003</u>	Fiscal 2003 <u>Apr. 1, 2003 - Mar. 31, 2004</u>
Extraordinary gains			
Gain on sale of investment securities	-	-	456
Reversal of Reserve for securities transaction liabilities	1	-	-
Reversal of Reserve for financial futures transaction liabilities	0	-	-
Extraordinary losses			
Write-down of investment securities	-	-	1,386
Valuation loss of fixed assets	-	-	101
Loss on sale of investment securities	-	-	77
Provision for securities transaction liabilities	-	30	916
Relocation cost of headquarter office	-	-	1,405
Othres	-	-	315

**Supplemental information for the first quarter ended June 30, 2004**

(Apr. 1, 2004 –Jun. 30, 2004)

## 1. Breakdown of commission revenue

## (1) Activity

(millions of yen)

	First quarter (2004/6)	First quarter (2003/6)	Yr/yr change	Fiscal 2003 (2004/3)
<b>Brokerage commission</b>	<b>4,225</b>	<b>2,361</b>	<b>79.0%</b>	<b>11,665</b>
Stock and other	4,176	2,345	78.0%	11,584
Bond and other	29	7	284.9%	37
<b>Underwriting</b>	<b>7,658</b>	<b>3,875</b>	<b>97.6%</b>	<b>42,160</b>
Stock and other	5,296	996	431.6%	32,776
Bond and other	2,208	2,781	(20.6)%	8,619
<b>Distribution</b>	<b>226</b>	<b>92</b>	<b>146.1%</b>	<b>861</b>
Beneficiary certificates	206	18	-%	532
<b>Other commission</b>	<b>2,533</b>	<b>2,438</b>	<b>3.9%</b>	<b>13,820</b>
Beneficiary certificates	308	244	26.1%	1,084
<b>Total</b>	<b>14,644</b>	<b>8,767</b>	<b>67.0%</b>	<b>68,508</b>

## (2) Asset class

(millions of yen)

	First quarter (2004/6)	First quarter (2003/6)	Yr/yr change	Fiscal 2003 (2004/3)
Stock and other	9,858	3,432	187.2%	45,387
Bond and other	2,741	3,547	(22.7)%	12,220
Beneficiary certificates	535	271	97.2%	1,660
Others	1,508	1,515	(0.4)%	9,238
<b>Total</b>	<b>14,644</b>	<b>8,767</b>	<b>67.0%</b>	<b>68,508</b>

## 2. Breakdown of trading gains/losses

(millions of yen)

	First quarter (2004/6)	First quarter (2003/6)	Yr/yr change	Fiscal 2003 (2004/3)
<b>Stock and other</b>	<b>16,893</b>	<b>7,268</b>	<b>132.4%</b>	<b>42,136</b>
<b>Bond, Forex and other</b>	<b>14,381</b>	<b>14,879</b>	<b>(3.3)%</b>	<b>23,692</b>
Bond and other	11,290	10,022	12.7%	18,904
Forex and other	3,090	4,856	(36.4)%	4,787
<b>Total</b>	<b>31,274</b>	<b>22,148</b>	<b>41.2%</b>	<b>65,829</b>

3. Trading volume of stocks (excluding futures transaction) (millions of share, millions of yen)

	First quarter (2004/6)		First quarter (2003/6)		Yr/yr change		Fiscal 2003 (2004/3)	
	Number of shares	Amount	Number of shares	Amount	Number of shares	Amount	Number of shares	Amount
<b>Total</b>	<b>13,905</b>	<b>14,676,430</b>	<b>13,452</b>	<b>10,284,090</b>	<b>3.4%</b>	<b>42.7%</b>	<b>49,001</b>	<b>43,326,386</b>
Dealing (a)	8,375	8,509,271	7,375	5,624,763	13.6%	51.3%	26,977	23,700,575
Brokerage (b)	5,530	6,167,159	6,077	4,659,326	(9.0)%	32.4%	22,023	19,625,810
b/(a + b)	39.8%	42.0%	45.2%	45.3%			44.9%	45.3%
TSE share	5.6%	6.0%	6.6%	8.1%			5.5%	6.0%

4. Underwriting activities (millions of share, millions of yen)

	First quarter (2004/6)	First quarter (2003/6)	Yr/yr change	Fiscal 2003 (2004/3)
<b>Underwriting:</b>				
Stock (number of shares)	210	119	76.8%	863
(yen amount)	155,612	75,593	105.9%	863,754
Bond (face value)	1,389,796	1,182,149	17.6%	5,133,737
CP & others (face value)	299,200	195,900	52.7%	1,275,086
<b>Distribution (*)</b>				
Stock (number of shares)	211	119	77.4%	851
(yen amount)	157,200	75,811	107.4%	880,338
Bond (face value)	1,369,782	1,173,128	16.8%	5,116,145
Beneficiary certificates (face value)	263,483	108,999	141.7%	683,574
CP & others (face value)	298,200	194,700	53.2%	1,255,929

(\*)Including secondary offering and private placement

5. Capital adequacy ratio (millions of yen)

		First quarter Jun. 30, 2004	First quarter Jun. 30, 2003	Fiscal 2003 Mar. 31, 2004
Basic item	Stockholders' equity (A)	383,394	354,396	371,473
Supplementary item	Valuation profits of investment securities	924	-	488
	Statutory reserve	3,980	3,095	3,982
	Allowance for doubtful accounts	29	26	31
	Subordinated borrowings	100,000	100,000	100,000
	Total (B)	104,933	103,122	104,502
	Assets excluded from capital (C)	150,404	131,567	134,092
	Net capital (A)+(B)-(C) (D)	337,923	325,951	341,882
Risk equivalent	Market risk equivalent	55,364	53,581	56,376
	Counterparty risk equivalent	22,055	17,635	22,462
	Basic risk equivalent	22,680	21,700	22,656
	Total (E)	100,100	92,917	101,495
	Capital adequacy ratio (D)/(E)	337.5%	350.7%	336.8%

(Reference Data)

**Quarterly income statements**

(millions of yen)

	Fiscal 2003				Fiscal 2004
	First quarter Apr. 1, 2003- Jun. 30, 2003	Second quarter Jul. 1, 2003 - Sep. 30, 2003	Third quarter Oct. 1, 2003 - Dec. 31, 2003	Fourth quarter Jan. 1, 2004 - Mar. 31, 2004	First quarter Apr. 1, 2004- Jun. 30, 2004
<b>Operating revenues</b>	<b>39,027</b>	<b>38,438</b>	<b>39,200</b>	<b>45,015</b>	<b>49,789</b>
<b>Commissions</b>	8,767	15,946	19,833	23,961	14,644
<b>Brokerage commission</b>	2,361	3,064	2,731	3,507	4,225
(Stock and other)	2,345	3,040	2,712	3,484	4,176
(Bond and other)	7	9	9	10	29
<b>Underwriting commission</b>	3,875	8,875	13,977	15,432	7,658
(Stock and other)	996	7,187	11,838	12,754	5,296
(Bond and other)	2,781	1,640	2,097	2,099	2,208
<b>Distribution commission</b>	92	189	227	352	226
(Beneficiary certificates)	18	56	132	324	206
<b>Other commission</b>	2,438	3,816	2,896	4,668	2,533
(Beneficiary certificates)	244	254	282	302	308
<b>Net gain on trading</b>	22,148	13,706	13,896	16,078	31,274
(Stock and other)	7,268	18,360	7,102	9,405	16,893
(Bond and other)	10,022	(2,974)	2,448	9,408	11,290
(Forex and other)	4,856	(1,679)	4,345	(2,735)	3,090
<b>Interest and dividend income</b>	8,111	8,785	5,471	4,975	3,871
<b>Interest expenses</b>	2,319	2,190	2,417	2,538	3,398
<b>Net operating revenues</b>	<b>36,707</b>	<b>36,247</b>	<b>36,783</b>	<b>42,476</b>	<b>46,391</b>
Selling, general and administrative expenses	27,467	25,785	27,086	30,992	26,752
Commission and other expenses	12,164	10,188	11,616	14,423	10,229
Employees' compensation and benefits	6,181	5,928	5,934	6,218	6,526
Real estate expenses	2,456	2,631	2,471	2,883	2,419
Data processing and office supplies	3,593	3,417	3,568	3,340	3,619
Depreciation expenses	2,261	2,630	2,626	3,168	2,884
Taxes other than income taxes	415	657	568	467	702
Others	393	331	301	489	369
<b>Operating income</b>	<b>9,240</b>	<b>10,461</b>	<b>9,696</b>	<b>11,484</b>	<b>19,638</b>
Non-operating income	636	390	219	320	386
Non-operating expenses	27	262	251	37	20
<b>Ordinary income</b>	<b>9,850</b>	<b>10,590</b>	<b>9,665</b>	<b>11,767</b>	<b>20,004</b>
Extraordinary gains	-	357	89	9	1
Extraordinary losses	30	994	885	2,292	-
<b>Income before income taxes and others</b>	<b>9,819</b>	<b>9,953</b>	<b>8,868</b>	<b>9,484</b>	<b>20,006</b>
Income taxes-current	(6)	(646)	(125)	(528)	(220)
Refund of income taxes	-	125	43	12	-
Income taxes-deferred	3,916	4,436	3,789	4,244	8,305
<b>Net income</b>	<b>5,908</b>	<b>6,288</b>	<b>5,248</b>	<b>5,781</b>	<b>11,921</b>
Net financial income included in Net operating revenues	5,792	6,595	3,053	2,436	472