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4Q FY07 Earnings Results - Reference Data -

April 28, 2008

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 condition 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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Domestic Group Companies & Overseas Operation

FY2007 (Y mil, y/y % Chg)	Daiwa Securities		Daiwa Securities SMBC (consolidated)		Overseas	
Net operating revenues	224,010	-2.3%	161,954	-37.9%	52,198	-17.8%
SG&A	153,256	-0.9%	162,179	-4.5%	52,439	5.2%
Operating income	70,753	-5.0%	-225	-	-241	-
Ordinary income	71,026	-4.6%	1,431	-98.5%	1,419	-89.8%
Group holdings (as of March 31, 2008)	100.0%		60.0%		-	

FY2007 (Y mil, y/y % Chg)	Daiwa Asset Management		Daiwa SB Investments		Daiwa Institute of Research		NIF SMBC Ventures	
Operating revenues	83,079	41.0%	26,299	35.0%	109,478	15.4%	-529	-
Ordinary income	17,494	34.4%	5,752	30.5%	13,379	37.3%	-5,321	-
Group holdings (as of March 31, 2008)	100.0%		44.0%		100.0%		46.3%	

- Overseas figure is the sum of overseas divisions of Daiwa Securities Group and Daiwa Securities SMBC.
- Operating revenues of Daiwa Institute of Research is based on amount of sales.
- Operating revenues of NIF SMBC Ventures is based on unconsolidated gross profit.

Daiwa Securities Breakdown of SG&A



(Y mil)	FY2007		%Change vs 3Q FY07	FY2007		FY2006	FY2007	FY2006	%Change vs FY06
	4Q	3Q		2Q	1Q	4Q			
SG&A	32,987	38,924	-15.3%	39,363	41,981	40,644	153,256	154,670	-0.9%
Fees and commissions paid	4,700	5,588	-15.9%	7,038	6,053	5,649	23,380	21,520	8.6%
Personnel costs	13,148	18,666	-29.6%	17,426	20,883	19,481	70,124	76,493	-8.3%
Real estate expenses	4,768	4,842	-1.5%	5,198	4,853	6,779	19,663	23,124	-15.0%
Office expenses	6,125	5,780	6.0%	5,638	5,301	5,061	22,846	20,304	12.5%
Depreciation	3,241	3,080	5.2%	2,835	2,579	2,618	11,736	9,225	27.2%
Taxes other than income taxes	305	314	-2.9%	322	458	355	1,400	1,353	3.5%
Others	697	651	7.1%	904	1,850	698	4,104	2,647	55.0%

Daiwa Securities SMBC - Consolidated - Breakdown of SG&A



(Y mil)	FY2007		%Change vs 3Q FY07	FY2007		FY2006	FY2007	FY2006	%Change vs FY06
	4Q	3Q		2Q	1Q	4Q			
SG&A	39,967	40,571	-1.5%	40,781	40,859	43,013	162,179	169,793	-4.5%
Fees and commissions paid	14,308	13,732	4.2%	15,706	14,356	17,395	58,104	69,368	-16.2%
Personnel costs	10,013	11,774	-15.0%	10,896	12,597	12,197	45,281	47,694	-5.1%
Real estate expenses	4,274	3,994	7.0%	3,599	3,500	3,699	15,368	13,951	10.2%
Office expenses	5,538	5,556	-0.3%	5,358	5,123	4,845	21,576	17,969	20.1%
Depreciation	3,653	3,420	6.8%	3,322	3,063	3,008	13,460	11,836	13.7%
Taxes other than income taxes	782	894	-12.5%	918	1,059	993	3,654	4,607	-20.7%
Others	1,396	1,198	16.5%	978	1,159	873	4,733	4,366	8.4%

Daiwa Securities SMBC - Unconsolidated - Financial Summary



(Y mil)	FY2007		%Change vs 3Q FY07	FY2007		FY2006	FY2007	FY2006	%Change vs FY06
	4Q	3Q		2Q	1Q	4Q			
Operating revenues	19,140	56,560	-66.2%	40,523	58,894	64,232	175,118	240,709	-27.2%
Commissions	20,038	13,904	44.1%	15,652	16,044	19,826	65,640	92,633	-29.1%
Brokerage commission	3,774	4,315	-12.5%	4,582	5,216	5,605	17,889	19,902	-10.1%
Stock and others	3,754	4,269	-12.1%	4,545	5,186	5,567	17,756	19,767	-10.2%
Underwriting commission	6,206	4,558	36.1%	6,306	6,423	8,248	23,495	48,314	-51.4%
Stock and others	3,444	1,855	85.7%	3,925	3,597	5,381	12,822	38,235	-66.5%
Bond and others	2,610	2,546	2.5%	2,288	2,710	2,645	10,155	8,926	13.8%
Distribution commission	684	210	225.0%	312	541	393	1,748	1,248	40.0%
Other commissions (M&A and others)	9,373	4,819	94.5%	4,451	3,863	5,577	22,507	23,168	-2.9%
Net gain/loss on trading securities	-19,122	26,922	-	10,158	29,810	32,087	47,769	103,271	-53.7%
Stock and others	-11,437	1,009	-	-7,282	14,595	4,271	-3,115	17,298	-
Bond, forex and others	-7,684	25,913	-	17,441	15,214	27,816	50,885	85,972	-40.8%
Interest and dividend income	18,223	15,733	15.8%	14,711	13,039	12,318	61,708	44,804	37.7%
Interest expenses	16,815	15,155	11.0%	13,712	11,595	11,946	57,278	38,789	47.7%
Net operating revenues	2,325	41,405	-94.4%	26,811	47,298	52,286	117,839	201,919	-41.6%
SG&A	32,294	32,445	-0.5%	33,304	33,652	36,052	131,696	146,103	-9.9%
Ordinary income	-30,480	8,922	-	-6,461	21,434	16,333	-6,584	70,992	-
Net income	-19,305	5,095	-	-4,214	15,398	6,392	-3,026	39,869	-
Capital adequacy ratio	307.6%	322.5%		369.7%	414.5%	465.3%	307.6%	465.3%	

Equity Market Share

	FY2005				FY2006				FY2007			
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Market data												
Average daily trading value in TSE, OSE, and NSE; (Y bil)	1,356	1,891	2,972	3,053	2,752	2,265	2,477	3,224	2,963	3,015	2,817	2,801
Share of individual investors; (%)	24.2	28.4	30.8	28.6	22.8	21.9	20.8	21.4	19.2	17.8	17.9	15.3
Market share in Tokyo Stock Exchange; (%)												
Daiwa Securities Group (on and off floor)	8.3	7.1	6.6	6.5	7.2	7.1	7.1	6.6	6.6	6.1	6.2	5.9
Daiwa Securities (on and off floor)	1.0	1.3	1.5	1.5	1.2	1.1	1.1	1.2	1.0	0.9	0.8	0.7
Daiwa Securities SMBC (on and off floor)	7.3	5.8	5.1	5.0	6.1	6.0	6.1	5.4	5.6	5.2	5.3	5.2
(out of hours and off floor)	17.1	12.2	12.5	10.9	13.7	11.7	11.6	10.8	11.6	10.7	12.6	9.6
Share of Daiwa Securities (retail) among individual investor transactions at TSE, OSE, and NSE; (%)												
Daiwa Securities / TSE, OSE, NSE	3.7	4.4	4.9	4.9	4.8	4.5	4.6	5.0	4.6	4.6	4.5	4.2
Daiwa Securities equity commission rate; (bp)												
Commission rate*	64	53	51	47	44	40	43	41	41	40	37	36

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

Daiwa Securities Number of Accounts

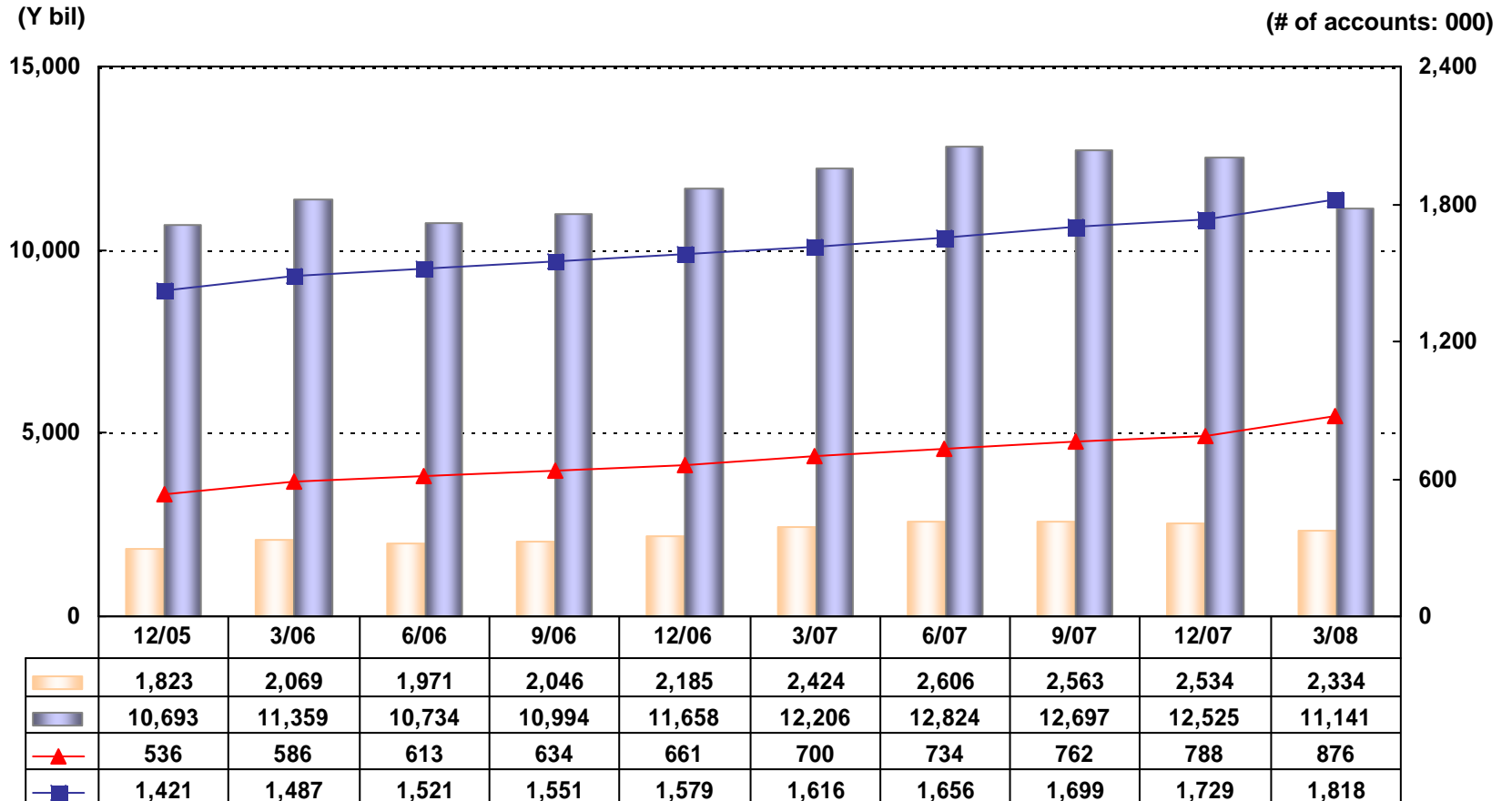


(# of Accounts: 000)	FY2005				FY2006				FY2007			
	6/05	9/05	12/05	3/06	6/06	9/06	12/06	3/07	6/07	9/07	12/07	3/08
CMS accounts (Cash Management Service)	2,539	2,568	2,631	2,695	2,726	2,755	2,783	2,819	2,862	2,900	2,933	3,022
Online trading accounts	1,323	1,359	1,421	1,487	1,521	1,551	1,579	1,616	1,656	1,699	1,729	1,818
"Daiwa Direct" accounts	457	492	536	586	613	634	661	700	734	762	788	876
"Daiwa Direct" margin transaction service accounts	8.6	14.3	19.7	25.9	28.3	29.9	31.0	32.8	34.0	34.7	35.4	35.9
"Daiwa FX" accounts	-	-	-	2.3	3.8	4.6	6.0	8.0	9.4	11.9	15.8	20.2
Accounts holding equity	1,193	1,186	1,196	1,227	1,228	1,236	1,242	1,246	1,243	1,259	1,263	1,284
Accounts holding equity investment trusts	515	521	540	565	579	593	604	622	642	653	671	680
	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Newly opened accounts	54	53	75	84	60	48	52	57	66	54	49	107
"Daiwa Direct" Course Accounts	19	22	33	39	22	17	19	26	26	22	20	79

Daiwa Securities Online Trading



Accounts and Assets under Custody of Online and “Daiwa Direct” Accounts



- Assets under custody at “Daiwa Direct” (left)
- Assets under custody for total online accounts (left)
- # of accounts at “Daiwa Direct” (right)
- # of total online accounts (right)

Daiwa Securities SMBC Customer Assets



(Y bil)	FY2005				FY2006				FY2007			
	6/05	9/05	12/05	3/06	6/06	9/06	12/06	3/07	6/07	9/07	12/07	3/08
Equity	10,382	11,942	14,163	13,931	13,333	13,476	14,181	14,661	15,059	14,523	13,214	11,469
Bond	8,905	8,564	8,560	8,279	8,111	8,821	8,984	10,575	10,312	10,985	10,974	10,426
Investment trust	942	992	1,042	1,035	1,076	1,028	1,066	1,039	955	984	920	880
Others	1,138	919	925	783	968	1,235	1,255	625	825	1,271	2,106	1,208
Total	21,369	22,418	24,691	24,029	23,489	24,562	25,488	26,901	27,154	27,765	27,216	23,984
Customer assets of Daiwa Securities held under custody at Daiwa Securities SMBC	4,929	5,140	5,288	5,258	5,276	5,360	5,660	5,977	6,199	6,274	6,185	5,752

Daiwa Securities SMBC Investment Banking (1)



Major lead manager deals during 4Q FY07 (including joint lead issues)

Straight Bonds	NTT	Y70bil	Hokuriku Electric Power Company	Y20bil
	Daiwa Securities Group Inc.	Y60bil	The Chugoku Electric Power Company	Y15bil
	Sumitomo Mitsui Banking Corporation	Y50bil	Odakyu Electric Railway	Y15bil
	Nippon Steel Corporation	Y30bil	Meiji Seika Kaisha	Y15bil
	Tokyo Metro	Total Y20bil	KUBOTA CORPORATION	Y15bil
	Fujikura	Total Y20bil	KAJIMA CORPORATION	Y10bil
	Kirin Holdings Company	Y20bil	TOBU RAILWAY	Y10bil
	Sumitomo Metal Industries	Y20bil		
	Tohoku Electric Power	Y20bil		
	West Japan Railway Company	Y20bil		
Agency Bonds	Japan Housing Finance Agency	Total Y45.4bil		
	Kansai International Airport	Total Y30bil		
	Urban Renaissance Agency	Y20bil		

Daiwa Securities SMBC Investment Banking (2)



Major lead manager deals during 4Q FY07 (including joint lead issues)

Equity Offerings (including CB)	Nippon Electric Glass	Primary & Secondary offering	Y 33.2bil
	MITSUI MINING	Secondary offering	Y 10.6bil
	KURODA ELECTRIC	Overseas CB	Y 5bil
IPOs	MORIMOTO		Y 14.9bil
	NIHON FLUSH		Y 1.1bil
	SUPERVALUE		Y 0.8bil
	The Monogatari Corporation		Y 0.6bil

Overseas underwriting issues during 4Q FY07

* Currency rate as of end-Mar, 2008

Equity (including POWL)	Visa, Inc	POWL	Y 30.8bil
	China Automation Group	PO	Y3.5bil
Bonds	Australia and New Zealand Banking Group Limited	Samurai bond	Total Y 135.8bil
	National Australia Bank	Samurai bond	Total Y 90bil
	Deutsche Telecom AG	Samurai bond	Total Y 47.5bil
	Asian Development BK	Global/USD	Y 100bil
	Kreditanstalt fur Wiederaufbau	Global/Yen	Y 100bil
	General Electric Capital Corporation	Euro/Yen bond	Y 41bil
	International Finance Facility for Immunisation Company	Vaccine bond	Y 22bil

Daiwa Securities SMBC Investment Banking (3)



Major lead manager deals during 4Q FY07 (including joint lead issues)

Structured Finance		
	Issue	Underwriting
■ FILP Master Trust 1st Special Purpose Company Series 1 Notes	Y100bil	Y 53.2 bil
■ The Japan Housing Finance Agency Secured Pass-through Bonds No.12	Y 60.2 bil	Y 27.2 bil
■ SMBC Series 17 RMBS	Y 58.5 bil	Y 58.5 bil
■ Synthetic CLO of Regional Financial Institutions	Y 25.6 bil	Y 25.6 bil
■ CF Auto Loan Trust Series 7	Y10.4bil	Y10.4bil
■ Yontoshi CLO 2 TMK	Y 3 bil	Y 3 bil

Major M&A deals during 4Q FY07

M&A		
	■ SUMCO made SUMCO TECHXIV their 100% subsidiary by a share exchange operation.	(Advisor to SUMCO)
■ Capital and business alliance among FUJIFILM Holdings Corporation, Taisho Pharmaceutical and TOYAMA CHEMICAL.	(Advisor to Taisho Pharmaceutical)	
■ Taisho Pharmaceutical made a TOB for Biofermin Pharmaceutical in a bid to make it a subsidiary.	(Advisor to Taisho Pharmaceutical)	
■ Apamanshop Holdings purchased INVOICE RM.	(Advisor to Apamanshop Holdings)	
■ Capital and business alliance between MEIJI SEIKA KAISHA and Pokka Corporation.	(Advisor to the sellers)	

Range and assumption of VaR

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

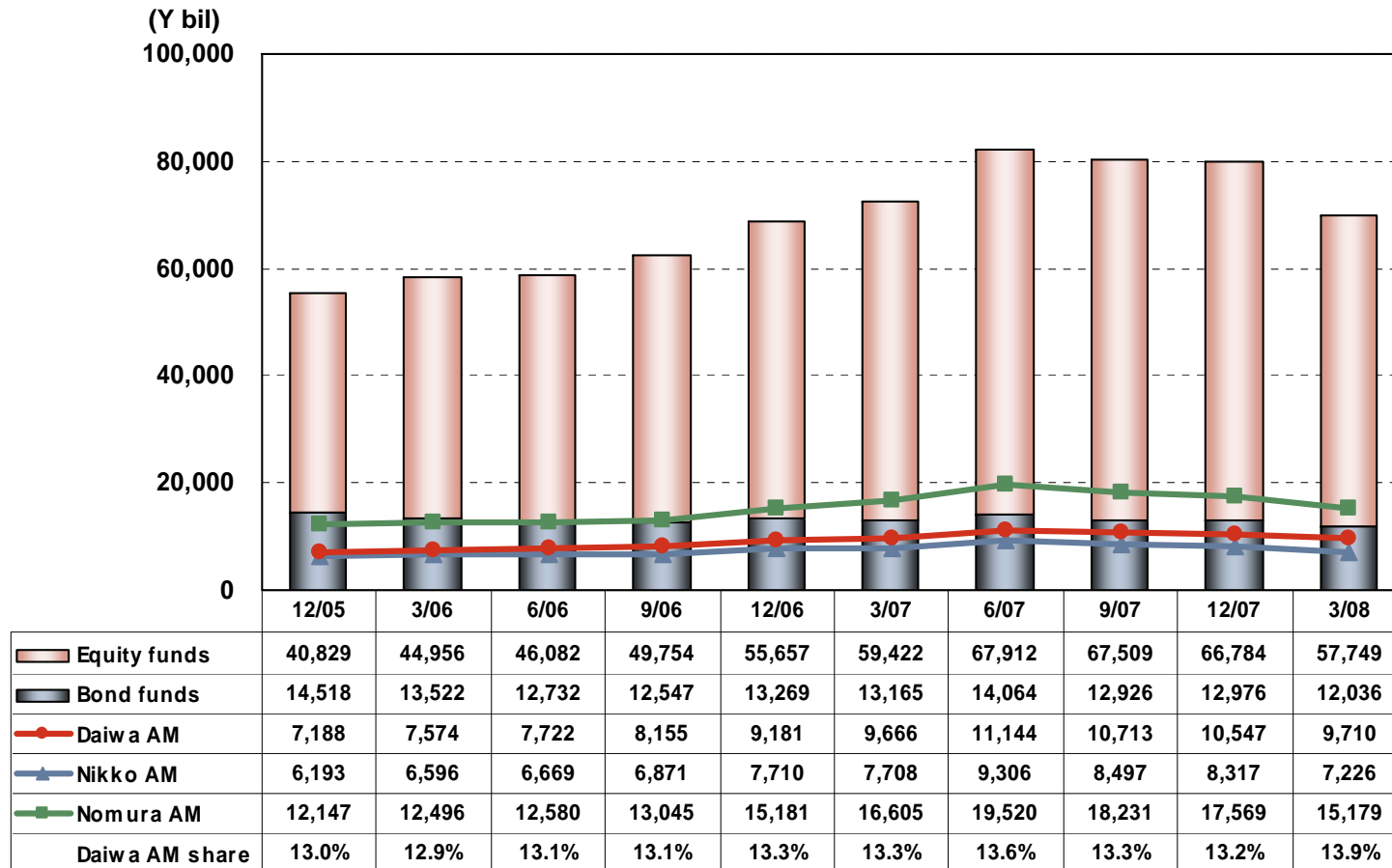
Daiwa Securities Group (Consolidated)

(Y bil)		3/06	6/06	9/06	12/06	3/07	6/07	9/07	12/07	3/08
VaR (Month end)		1.98	2.06	2.17	1.79	2.18	1.95	2.60	2.78	2.72
Quarterly	High	3.07	3.69	2.42	2.86	3.55	4.10	5.79	3.89	3.01
	Low	0.99	1.49	1.42	1.33	1.14	1.28	1.50	2.02	1.71
	Average	1.56	2.42	1.99	2.02	2.13	1.91	2.75	2.90	2.32

(By risk factors)

Equity	1.93	1.05	1.48	1.48	0.98	1.24	1.78	1.65	1.57
Interest	0.92	1.71	1.09	0.88	0.80	1.51	1.23	1.93	1.78
Currency	0.11	0.18	0.78	0.62	1.63	0.54	1.28	1.48	1.61
Commodity	-	-	-	0.03	0.12	0.17	0.00	0.00	0.04

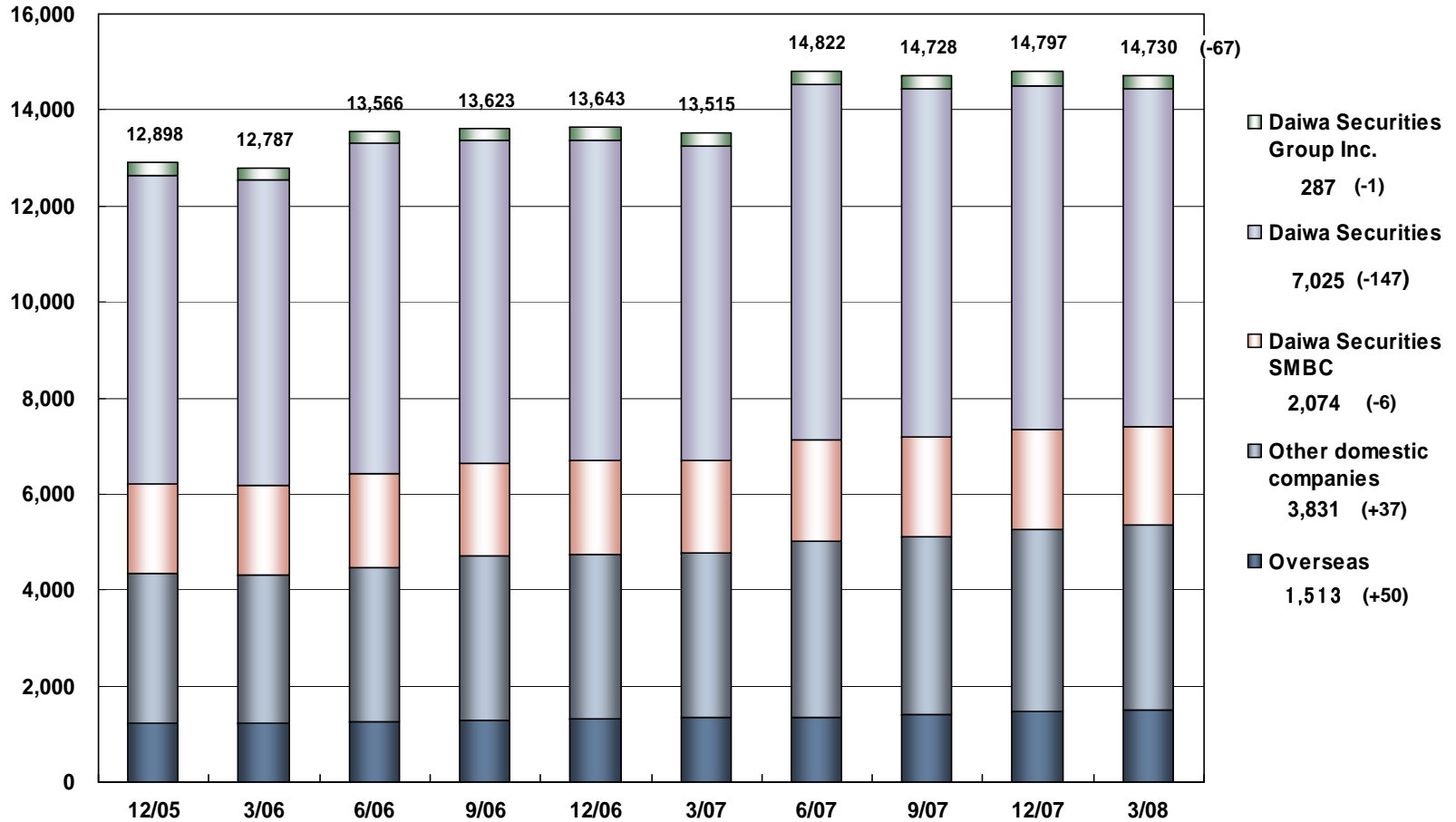
Asset Management Investment Trust Market in Japan



Source: The Investment and Trust Association

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.

(Changes are from 12/07)

Changes in Shareholder Composition

March 07	
Types of investors	Ratio of # of shares
Individuals	15.6 %
Financial institutions	37.9 %
Banks	5.2 %
Trust Banks	25.4 %
Other institutions	4.1 %
Foreigners	40.1 %
Others	2.3 %
Total	100.0 %

September 07	
Types of investors	Ratio of # of shares
Individuals	17.2 %
Financial institutions	35.0 %
Banks	5.2 %
Trust Banks	22.5 %
Other institutions	5.1 %
Foreigners	38.7 %
Others	4.0 %
Total	100.0 %

March 08	
Types of investors	Ratio of # of shares
Individuals	17.2 %
Financial institutions	33.1 %
Banks	5.0 %
Trust Banks	21.0 %
Other institutions	4.9 %
Foreigners	39.6 %
Others	5.2 %
Total	100.0 %

Credit Ratings

	Daiwa Securities Group Inc.		Daiwa Securities		Daiwa Securities SMBC	
	Long-term	Short-term	Long-term	Short-term	Long-term	Short-term
Moody's	Baa1	-	Baa1	P-2	A1	P-1
Standard & Poor's	BBB+	A-2	BBB+	A-2	A	A-1
Rating and Investment Information	A	a-1	A	a-1	A+	a-1
Japan Credit Rating Agency	A+	-	A+	-	-	-

* As of end-Mar, 2008

Foreign Currency Denominated Securitized Products

(JPY bil, %)

Types of Securitized Products	Balance (market-value) [A]	Unrealized gains/losses [B] *5	% of decline in price [B / (A - B)]
CDO of ABS etc *1	—	—	—
RMBS *2	181.1	▲ 0.2	▲ 0 %
CMBS *3	—	—	—
SIV Issued bonds *4	13.2	▲ 0.9	▲ 7 %
Total	194.3	▲ 1.1	▲ 1 %

* As of end-Mar, 2008

*1. Secondary securitized products including Collateralized Debt Obligation (CDO) of Asset Backed Securities (ABS), which re-securitized ABS backed by residential loan assets or commercial mortgage loan assets

*2. Residential Mortgage Backed Securities

※ All holdings are Agency Mortgage Backed Securities guaranteed or issued by Ginnie Mae, Fannie Mae and Freddie Mac.

*3. Commercial Mortgage Backed Securities

*4. MTN (Medium Term Note) issued by Structured Investment Vehicle (SIV)

※ Weighted average current maturity: approx. 3 months

*5. Unrealized gains (losses) are net of allowance and include gains (losses) from hedging position.

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