

124 branches
and sales offices in Japan—
Daiwa Securities

Daiwa Securities Co. Ltd. opened four new sales offices in FY2012 in its ongoing efforts to upgrade and expand its branch network. From this broad operating base, the Company provides a wealth of financial products and services while also serving as an agent for Daiwa Next Bank, Ltd.

111 years
since foundation

With the integration of the Group's two core securities subsidiaries in April 2012, the Daiwa Securities Group embarked on a new era of development and growth. Moving forward, we will address the needs of customers in a precise and definitive manner.

¥45 trillion
in customer assets under
custody—Daiwa Securities

Underpinned by a robust customer base in Japan, the balance of customer assets under custody grew steadily, buoyed by a net inflow of retail assets on the back of large-scale equity financing in FY2012.

20
countries and regions

The Daiwa Securities Group has offices in 20 countries and regions and is engaging in the global development of a broad range of services as a comprehensive financial services group. Looking ahead, we will continue to support Japanese companies in their efforts to procure funds and expand their businesses overseas.

The
Daiwa
Securities
Group
by the
Numbers

¥15 trillion
in assets under management

While the industry as a whole and other major companies continue to stagnate at levels lower than those recorded prior to the Lehman Shock, the balance of mutual funds of the Group's two asset management subsidiaries hit a record high of ¥10.2 trillion.

3,492 thousand
cash management service
accounts—Daiwa Securities

The number of cash management service accounts continues to exhibit firm growth. Daiwa's cash management service delivers a high level of convenience through the integrated management of customers' assets from deposits through withdrawals to asset management.

65% share
of Impact Investment

While securing returns on investments, Daiwa Securities has focused on Impact Investments, which help solve social problems, such as poverty and the environment. Daiwa Securities has the largest share of this market, leading the industry by a wide margin.

¥2.2 trillion
in deposits in Daiwa Next Bank

In its second fiscal year since commencing operations in spring 2011, Daiwa Next Bank, Ltd. passed the ¥2 trillion mark for deposits in October 2012. The addition of a sweep feature that lets customers easily transfer funds into a general securities account at Daiwa Securities has led to growth in new securities transactions.

Notes: 1. The number of Daiwa Securities branches and sales offices in Japan as of June 30, 2013. Other figures are as of March 31, 2013 or results from FY2012.
2. Net assets under management are the total for Daiwa Asset Management Co. Ltd. and Daiwa SB Investments Ltd.

Growth+

The Beginning of a New Era after over 110 Years of History

The Daiwa Securities Group is a comprehensive financial services group with over 110 years of history. It has a strong domestic base centered on its 124 Daiwa Securities branches and sales offices nationwide and a global network of operating offices covering 20 countries and regions. The primary businesses of the Group are Retail, Wholesale, and Asset Management.

Through daily operations that entail asset formation for investors and supporting the financing strategies of corporations and public institutions, we play a vital role by contributing to the advancement of society and the economy of Japan. To fulfill our mission and achieve sustainable growth alongside society, we believe it is essential to follow our corporate philosophy and further deepen our relationships of trust with customers, shareholders, employees, and society as a whole.

We will continue to provide a wide range of financial services in tune with the diverse needs of our customers, while enhancing synergies throughout the entire Group by strongly binding together as one.

Investors

Fund management

Equities

Bonds

Sales commis

Investment trusts

Fees on bala

Net gain on tr

Deposits

Net financial in

Insurance

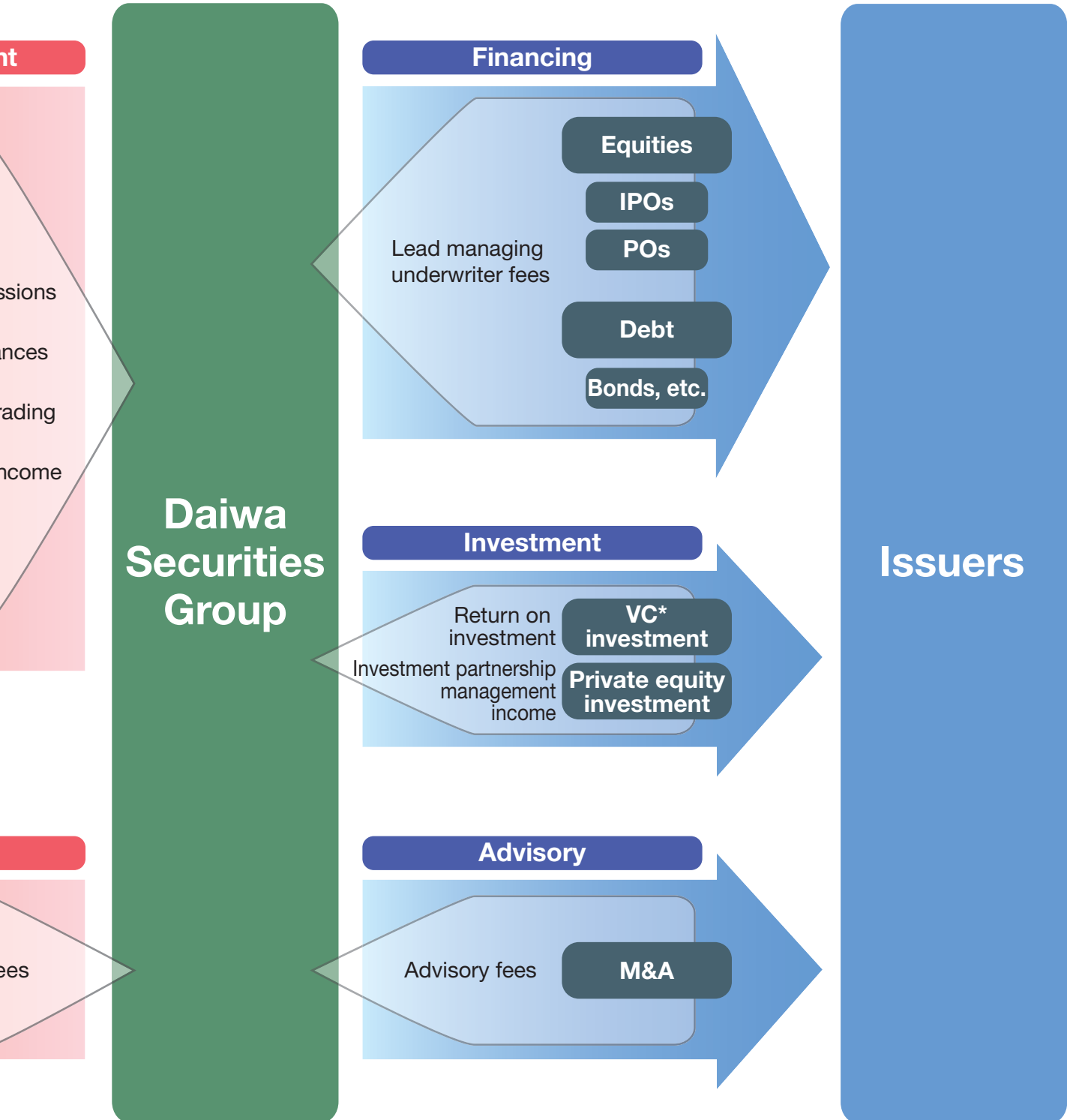
Consulting

Wealth management

Advisory fe

Primary Businesses of the Daiwa Securities Group

The Daiwa Securities Group performs an essential role in providing investors and issuers with access to capital markets. The Group offers expert advice and convenient service to investors to meet their investment needs. It also helps companies to grow by formulating solutions to their financing and M&A needs. Furthermore, the Group contributes to the economic growth and wealth of the countries in which it operates by providing the capital needed to support growth in corporate value and by helping investors to earn a favorable return on their investments.



* VC = Venture capital

Business Highlights • Global Map



2012 April

The new “Daiwa Securities” launched as a comprehensive financial services firm following the merger of Daiwa Securities Co. Ltd. and Daiwa Securities Capital Markets Co. Ltd.

May

Daiwa Institute of Research Holdings Ltd. and the Tokyo Stock Exchange Group signed a memorandum of understanding with the Central Bank of Myanmar for supporting the establishment of a securities exchange in Myanmar and fostering capital markets.

➔ More on page 46

June

The Daiwa Securities Group and Rabobank Nederland issued and sold Agri Bonds, the first newly issued bonds offered with an agricultural theme.

➔ More on pages 27 and 45

July

Daiwa Next Bank, Ltd. and Daiwa Securities Co. Ltd. began handling foreign currency deposits.

➔ More on page 25

September

Daiwa Securities acted as the global coordinator for the relisting of Japan Airlines Co., Ltd., which became the largest Japanese IPO during the fiscal year.

➔ More on page 27

September

The Daiwa Securities Group and the World Bank issued and sold Green Bonds to support projects endorsed by the World Bank to reduce greenhouse gas emissions and combat climate change.

➔ More on page 25



● San Francisco

● New York



● Daiwa Securities Group Global Offices

October

Daiwa Securities was designated the lead manager for the issuance of JICA Bonds to primarily individual investors by the Japan International Cooperation Agency (JICA).

➔ **More on page 46**

November

Daiwa Securities acted as the joint bookrunner for the Hong Kong listing of The People's Insurance Company (Group) of China Ltd. (PICC), which is the largest nonlife insurer in China, and marked the first time a Japanese securities company was the bookrunner for a privatization deal in China.

➔ **More on page 27**

2013 February

Daiwa Securities Group Inc. and Thanachart Securities Plc., of Thailand, signed a business alliance agreement for the distribution of Thai research reports and the provision of corporate access services to global institutional investors outside Thailand, particularly in Japan.

➔ **More on page 27**

March

Daiwa Securities Group Inc. turned Retela Crea Securities Co., Ltd. into a consolidated subsidiary following a tender offer for its shares.

March

The Daiwa Securities Group, the International Finance Facility for Immunisation (IFFIm), the GAVI Alliance, and the World Bank issued and sold Vaccine Bonds to procure funds for providing vaccinations to children in developing countries.

➔ **More on pages 45 and 46**

March

The Daiwa Securities Group and IFC, a member of the World Bank Group, issued and sold Microfinance Bonds to expand access to financing for poor and low-income entrepreneurs in developing countries.

➔ **More on page 46**