

# 11-Year Financial Summary\*1

	FY2007	FY2008	FY2009	FY2010
<b>Operating Performance</b>				
Operating revenues	825,422	413,936	537,915	403,042
Commissions	294,424	208,880	252,863	218,630
Net gain on trading	103,361	40,921	110,955	92,476
Net gain (loss) on private equity and other investments	19,160	(79,477)	75,584	(17,259)
Interest and dividend income	358,422	192,663	54,729	71,915
Service fees and other revenues	50,052	50,948	43,783	37,278
Interest expense	339,783	176,034	47,659	58,061
Cost of service fees and other revenues	38,147	38,357	32,150	26,415
Net operating revenues	447,491	199,544	458,105	318,564
Selling, general and administrative expenses (SG&A)	363,858	343,270	362,844	363,919
Operating income (loss)	83,632	(143,725)	95,261	(45,355)
Ordinary income (loss)	90,143	(141,150)	102,917	(32,602)
Profit (loss) attributable to owners of parent	46,411	(85,039)	43,429	(37,331)
<b>Segment Information*2</b>				
Net operating revenues				
Retail	224,010	158,027	192,086	178,970
Wholesale	161,954	(19,989)	249,441	92,130
Asset Management	83,079	68,157	63,795	36,324
Investment	—	—	—	(15,277)
Others/adjustments	—	—	—	26,416
Total	447,491	199,544	458,105	318,564
Ordinary income (loss)				
Retail	71,026	18,396	40,454	41,866
Wholesale	1,431	(167,468)	68,754	(66,906)
Asset Management	17,494	11,613	9,929	15,948
Investment	(5,321)	(5,895)	(6,952)	(21,476)
Others/adjustments	13,379	9,140	7,901	(2,034)
Total	90,143	(141,150)	102,917	(32,602)
<b>Ordinary Income (Loss) from Overseas Operations</b>				
Europe	(4,190)	(4,898)	1,984	(8,954)
Asia & Oceania	3,661	(1,553)	60	(11,133)
Americas	1,948	4,806	1,707	(1,447)
Total	1,419	(1,645)	3,752	(21,536)
<b>Financial Conditions</b> (Fiscal year-end)				
Total assets	17,307,119	14,182,579	17,155,345	16,842,411
Net assets	1,082,923	952,329	1,017,528	921,398
<b>Regulatory Indicators</b>				
<b>Consolidated Capital Adequacy Ratio</b>				
Consolidated Common Equity Tier 1 Capital Ratio	—	—	—	—
Consolidated Tier 1 Capital Ratio	—	—	—	—
Consolidated Total Capital Ratio*3	—	—	—	27.2%
Consolidated Leverage Ratio	—	—	—	—
Consolidated Liquidity Coverage Ratio	—	—	—	—
<b>Cash Flows</b>				
Cash flows from operating activities	(782,533)	1,519,387	(3,259,900)	1,676,882
Cash flows from investing activities	(189,042)	9,437	(237,499)	(79,466)
Cash flows from financing activities	991,086	(1,459,438)	3,837,205	(1,301,657)
Cash and cash equivalents at end of year	359,851	415,600	753,982	1,043,463
<b>Per Share Data</b> (Yen)				
Net income (loss) per share (EPS)*4	33.69	(63.16)	26.41	(21.90)
Net assets per share (BPS)	607.64	534.99	530.27	496.76
Dividend per share (DPS)	22.00	8.00	13.00	6.00
Closing share price	864.0	428.0	492.0	382.0
<b>Other Indicators</b>				
Dividend payout ratio	65.3%	—	49.2%	—
Market capitalization (Period-end closing price, number of shares issued basis)	1,213,630	601,197	860,684	668,263
ROE	5.3%	—	5.3%	—

\*1 11-Year Financial Summary has not been audited by an independent auditor.

\*2 Retail Division from FY2007 to FY2009: Daiwa Securities Co., Ltd.; Wholesale Division: Daiwa Securities Capital Markets Co., Ltd. (including the Investment Division) (consolidated); Asset Management Division: Daiwa Asset Management Co., Ltd.; Investment Division: Daiwa Corporate Investment Co., Ltd. (DCI); Others/adjustments: Three Daiwa Institute of Research companies (Daiwa Institute of Research Holdings Ltd., Daiwa Institute of Research Ltd., and Daiwa Institute of Research Business Innovation Ltd.); Details of major Group companies including in each Division from FY2010 are provided on page 47.

Millions of yen (Except as otherwise specified)

FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
422,374	525,411	642,829	659,396	653,711	616,497	712,601
220,845	229,522	301,937	291,115	288,418	273,335	313,625
79,416	123,537	156,499	157,220	131,324	128,120	109,005
1,955	16,531	17,454	7,415	18,502	14,846	26,912
79,761	93,276	107,974	125,934	149,451	143,241	190,444
40,395	62,544	58,963	77,710	66,014	56,953	72,613
59,689	70,130	60,333	80,070	89,530	98,725	148,348
26,668	37,972	40,545	47,105	49,366	45,022	58,901
336,016	417,308	541,951	532,220	514,815	472,750	505,350
359,729	333,496	357,358	361,380	364,517	353,687	370,292
(23,713)	83,812	184,593	170,839	150,297	119,062	135,058
(12,200)	95,176	197,045	184,578	165,148	135,623	155,676
(39,434)	72,909	169,457	148,490	116,848	104,067	110,579
172,033	184,415	253,093	232,033	217,922	188,051	214,247
78,488	133,109	175,338	180,568	178,014	182,875	171,192
37,424	43,591	48,714	55,140	50,528	46,438	49,390
1,090	17,495	19,989	8,351	19,730	15,736	27,401
46,980	38,696	44,815	56,126	48,618	39,647	43,118
336,016	417,308	541,951	532,220	514,815	472,750	505,350
38,839	49,251	102,120	77,756	61,080	29,375	51,331
(68,717)	12,034	47,428	52,888	48,878	65,437	45,373
14,615	19,089	25,328	32,142	29,990	26,572	29,119
(1,976)	14,161	17,171	6,506	17,397	13,041	24,499
5,039	639	4,996	15,284	7,801	1,196	5,353
(12,200)	95,176	197,045	184,578	165,148	135,623	155,676
(5,039)	(2,873)	(2,307)	(2,187)	(3,240)	2,759	4,227
(17,720)	(7,610)	(3,763)	(2,768)	(4,130)	1,480	4,433
(3,058)	(87)	916	1,050	2,686	9,254	2,742
(25,818)	(10,571)	(5,154)	(3,904)	(4,684)	13,493	11,403
18,924,038	19,049,099	19,480,863	23,001,585	20,420,818	19,827,296	21,141,743
951,702	1,082,567	1,253,462	1,434,680	1,313,005	1,343,433	1,370,520
—	19.0%	20.6%	19.7%	21.0%	22.64%	22.28%
—	19.0%	20.9%	20.4%	21.1%	22.64%	22.28%
27.4%	20.0%	21.8%	21.0%	21.2%	22.64%	22.28%
—	—	—	5.31%	5.99%	5.92%	5.61%
—	—	—	—	156.2%	145.3%	146.6%
2,032,677	1,795,021	1,123,594	725,966	221,746	44,543	(1,319,248)
(973,494)	(798,491)	(448,493)	(13,265)	415,647	307,713	777,872
(1,063,022)	(909,461)	25,584	343,385	(229,727)	143,231	432,813
1,038,981	1,136,053	1,846,617	2,920,509	3,273,640	3,766,145	3,653,464
(23.41)	43.00	99.63	87.07	68.25	61.53	66.88
463.04	536.72	633.53	725.27	720.86	745.80	786.56
6.00	15.00	34.00	30.00	29.00	26.00	28.00
327.0	656.0	898.0	946.0	692.3	677.9	678.7
—	34.9%	34.1%	34.5%	42.5%	42.3%	41.9%
572,047	1,147,592	1,570,942	1,654,912	1,211,095	1,152,009	1,153,368
—	8.6%	17.0%	12.8%	9.5%	8.4%	8.8%

\*3 Consolidated Capital Adequacy Ratio hereunder is calculated under the principal of Financial Service Agency Public Notice 130 of the Financial Instruments and the Exchange Act (Article 57-17-1).

Numerical data for FY2010 and FY2011 is calculated based on the Basel II standards. Numerical data from FY2012 is calculated based on Basel III standards in line with revision to the aforementioned Financial Services Agency Public Notice.

\*4 Net income (loss) per share is calculated on the basis of the average number of shares outstanding during the fiscal year.

# Non-Financial Information Highlights (Personnel/Social Contribution Related)

## Selected Range of Numerical Data

**G** : Group-wide (excluding equity-method affiliates)

**D** : Daiwa Securities (non-consolidated)

**10** : Daiwa Securities Group Inc., Daiwa Securities Co., Ltd., Daiwa Asset Management Co., Ltd., Daiwa Institute of Research Holdings Ltd., Daiwa Institute of Research Ltd., Daiwa Institute of Research Business Innovation Ltd., Daiwa SB Investments Ltd., Daiwa Securities Business Center Co., Ltd., Daiwa Property Co., Ltd., Daiwa Corporate Investment Co., Ltd. (DCI)

**8** : Daiwa Securities Group Inc., Daiwa Securities Co., Ltd., Daiwa Asset Management Co., Ltd., Daiwa Institute of Research Ltd., Daiwa Institute of Research Business Innovation Ltd., Daiwa SB Investments Ltd., Daiwa Securities Business Center Co., Ltd., Daiwa Corporate Investment Co., Ltd. (DCI)

**2** : Daiwa Securities Group Inc., Daiwa Securities Co., Ltd.

## Personnel Related

		FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Consolidated Number of Staff* <sup>1</sup>	<b>G</b>	13,233	13,150	13,324	13,577	13,725	<b>14,691</b>
Male		7,452	7,458	7,526	7,600	7,552	<b>8,077</b>
Female		4,117	4,124	4,270	4,505	4,660	<b>4,938</b>
Overseas		1,664	1,568	1,528	1,472	1,513	<b>1,676</b>
Financial advisors	<b>G</b>	193	167	142	124	111	<b>100</b>
Consolidated number of employees	<b>G</b>	13,426	13,317	13,466	13,701	13,836	<b>14,791</b>
Number of temporary employees	<b>G</b>	479	666	847	940	945	<b>946</b>
Number of New Graduates Recruited	<b>8</b>	523	610	681	662	678	<b>578</b>
Male		296	345	345	332	345	<b>289</b>
Female		227	265	336	330	333	<b>289</b>
Average Age	<b>D</b>	40.5* <sup>2</sup>	38.1	38.0	37.9	38.0	<b>38.0</b>
Male		—	39.4	39.4	39.5	39.6	<b>39.6</b>
Female		—	36.0	35.9	35.6	35.7	<b>35.7</b>
Average Number of Years of Service	<b>D</b>	14.3* <sup>2</sup>	13.6	13.6	13.5	13.6	<b>13.7</b>
Male		—	15.0	15.0	15.1	15.2	<b>15.3</b>
Female		—	11.6	11.5	11.3	11.4	<b>11.4</b>
Employee Turnover Statistics (%)	<b>D</b>	—	—	3	3	3	<b>3</b>
Number of employee union members	<b>8</b>	6,490	6,406	6,573	6,822	6,943	<b>7,134</b>
Ratio of employees who are employee union members (%)	<b>8</b>	—	63.1	63.1	64.2	64.0	<b>64.4</b>

\*1 Since fiscal 2014, the number of employees stationed overseas has been included in the "Overseas" category.

\*2 This data pertains to Daiwa Securities Group Inc. (including those who simultaneously work for Daiwa Securities).

## Education Related

		FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Number of people who have completed	<b>10</b>						
Daiwa Management Academy selective management training program (cumulative total)		291	314	335	358	380	<b>403</b>
Daiwa Leadership Program selective management training program (cumulative total)		631	671	734	797	862	<b>929</b>
Number of people who have completed skill training (cumulative total)	<b>8</b>	2,862	3,464	4,591	6,073	7,507	<b>9,362</b>
Number of Persons Earning Credentials	<b>10</b>						
Affiliated Financial Planner (AFP)		5,183	5,191	5,279	5,333	5,626	<b>6,811</b>
Certified Financial Planner (CFP®)*		497	555	590	616	643	<b>698</b>
Chartered Member of the Securities Analysts Association of Japan (CMA)		1,446	1,461	1,504	1,525	1,542	<b>1,613</b>
Chartered Financial Analyst (USA credential)		42	44	50	57	59	<b>59</b>
TOEIC (730-990)		1,383	1,470	1,556	1,660	1,752	<b>1,830</b>
Overseas MBA program, etc.		154	164	160	168	173	<b>177</b>

\* This data covers Daiwa Securities.

## Diversity Related

		FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Percentage of employees who are female	<b>G</b>	35.6	35.6	36.1	37.2	38.1	<b>37.9</b>
Percentage of managers who are female	<b>G</b>	4.8	5.4	6.3	7.5	8.8	<b>9.4</b>
Number of women newly appointed to managerial positions	<b>D</b>	—	27	42	45	62	<b>40</b>
Percentage of managers who are female	<b>D</b>	—	17.3	26.9	27.1	32.3	<b>24.4</b>
Number of employees re-hired under the Daiwa Master System	<b>D</b>	61*	59	56	68	69	<b>72</b>
Percentage of employees who are persons with disabilities	<b>D</b>	2.31	2.24	2.10	2.05	2.02	<b>2.10</b>

\* This data covers two Group companies.

## Work-Life Balance Related

		FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Annual regular working hours	<b>2</b>	1,837.5	1,837.5	1,845.0	1,837.5	1,837.5	<b>1,837.5</b>
Average monthly overtime hours	<b>2</b>	25.7	27.2	28.2	24.0	23.5	<b>23.2</b>
Paid vacation usage rate (%) (including special summer vacation)	<b>2</b>	52	50	56	63	66	<b>68</b>
Number of employees taking childcare leave	<b>G</b>						
Female		436	486	576	640	671	<b>695</b>
Male		17	19	134	250	327	<b>437</b>
Percentage of employees taking childcare leave	<b>D</b>						
Female		—	100.0	99.3	100.0	100.0	<b>100.0</b>
Male		—	1.6	41.9	73.1	96.8	<b>100.0</b>
Short working hour system usage (persons)	<b>D</b>	—	147	180	249	324	<b>373</b>
Daycare subsidy usage (persons)	<b>D</b>	—	288	437	505	625	<b>702</b>
Number of employees taking nursing care leave	<b>G</b>						
Female		8	10	6	4	0	<b>2</b>
Male		0	0	1	2	2	<b>3</b>

## Social Contribution Related

	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017
Corporate Citizenship Initiatives and Expenditures (thousands of yen)	504,204	463,321	606,279	583,758	497,457	<b>719,523</b>
Education and research in economics and finance	63,525	49,694	189,624	137,193	42,351	<b>130,122</b>
Assistance to communities inside and outside of Japan through foundations and NPOs	165,851	179,937	153,779	147,748	128,594	<b>149,441</b>
Support for culture and the arts	272,500	231,900	257,400	296,110	323,110	<b>437,458</b>
Corporate citizenship initiatives	2,328	1,790	5,476	2,706	3,400	<b>2,501</b>

■ For more detailed CSR-related data, including management reports, social reports and environmental reports, and the status of independent assurance, please see our annual CSR Report.

<http://www.daiwa-grp.jp/english/csr/report/archives/index.html>

# Twelve-Quarter Financial Summary

Daiwa Securities Group Inc. and Consolidated Subsidiaries

	FY2015			
	1Q	2Q	3Q	4Q
<b>MARKET DATA</b>				
Nikkei 225 (end of each quarter, yen)	20,235.73	17,388.15	19,033.71	16,758.67
TSE average daily trading value (billions of yen)	3,060	3,182	2,820	3,025
Net purchases (sales) by investors on two major securities exchanges* (billions of yen)				
Institutions	(569)	3,347	993	3,005
Individuals	(2,752)	1,124	(1,964)	1,423
Foreigners	2,819	(4,083)	1,173	(5,012)
Securities companies	(191)	79	(74)	96
Ten-year Japanese government bond yield (end of each quarter, %)	0.455	0.350	0.270	(0.050)
Foreign exchange rates: Yen per U.S. dollar (end of each quarter)	122.41	120.24	120.38	112.35

\* The two major exchanges refer to the Tokyo Stock Exchange and the Nagoya Stock Exchange.

OPERATING PERFORMANCE				Millions of yen
Operating revenues	191,389	158,126	153,616	150,579
Commissions	80,041	76,460	69,215	62,701
Brokerage commission	21,035	18,417	15,922	14,950
Underwriting commission	9,031	9,560	6,031	3,930
Distribution commission	11,226	9,439	8,237	5,839
Other commission	38,748	39,043	39,023	37,980
Net gain on trading	49,043	23,681	29,910	28,688
Profit on equity trading	10,606	1,929	6,645	4,249
Profit on bond and foreign exchange trading	38,437	21,751	23,265	24,439
Net gain on private equity and other investments	3,704	1,490	12,327	979
Interest and dividend income	37,830	35,335	33,587	42,697
Service fees and other revenues	20,768	21,158	8,575	15,511
Interest expenses	23,978	24,288	19,551	21,710
Cost of service fees and other revenues	12,746	10,258	9,264	17,095
Net operating revenues	154,663	123,579	124,799	111,772
Selling, general and administrative expenses	95,574	91,281	89,331	88,329
Commissions and other expenses	18,871	18,304	17,805	17,357
Employees' compensation and benefits	49,358	45,616	44,626	43,691
Occupancy and rental	9,287	9,686	9,235	9,151
Data processing and office supplies	6,501	6,578	7,002	6,689
Depreciation and amortization	5,953	5,921	6,038	5,920
Taxes other than income taxes	2,895	2,148	2,078	1,765
Others	2,707	3,024	2,545	3,753
Operating income	59,088	32,297	35,468	23,442
Non-operating income	4,706	3,499	2,636	5,314
Non-operating expenses	681	340	154	128
Ordinary income	63,113	35,456	37,950	28,628
Extraordinary gains	3,143	633	3,787	1,897
Extraordinary losses	330	290	86	3,991
Income before income taxes	65,926	35,799	41,651	26,535
Profit attributable to owners of parent	44,836	24,347	26,354	21,311

Note: Quarterly figures have not been audited by an independent auditor.

FY2016				FY2017			
1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
15,575.92	16,449.84	19,114.37	18,909.26	20,033.43	20,356.28	22,764.94	21,454.30
2,656	2,566	2,870	2,710	2,888	2,776	3,357	3,516
1,752	925	(921)	(908)	(179)	442	231	1,786
(405)	(676)	(3,503)	(19)	(1,985)	(1,225)	(2,563)	1,687
271	(1,445)	2,498	(1,238)	1,714	(1,166)	1,443	(2,617)
(23)	(7)	(164)	(30)	(146)	(64)	(190)	57
(0.230)	(0.085)	0.040	0.065	0.080	0.060	0.045	0.045
102.81	101.14	116.81	111.81	112.01	112.45	112.53	106.20

Millions of yen				Millions of yen			
151,859	145,117	153,198	166,322	159,652	176,611	190,875	185,461
61,693	64,373	70,752	76,515	69,746	78,730	85,531	79,616
13,888	13,197	17,189	16,672	16,214	16,688	21,753	19,142
5,366	8,274	8,161	7,926	5,740	13,010	9,890	6,537
6,320	7,037	10,020	10,909	11,143	10,803	13,247	10,613
36,119	35,863	35,379	41,007	36,648	38,228	40,640	43,323
33,379	32,385	34,025	28,330	24,068	23,079	30,446	31,411
2,063	5,315	7,672	6,419	7,775	6,040	11,400	13,769
31,315	27,070	26,352	21,910	16,293	17,038	19,046	17,641
4,802	5,614	2,423	2,006	1,746	13,862	6,217	5,085
35,726	33,088	34,808	39,618	43,835	48,096	47,898	50,612
16,257	9,656	11,188	19,850	20,255	12,841	20,782	18,733
26,633	20,701	20,777	30,612	39,566	34,480	30,441	43,859
11,177	9,319	10,434	14,090	11,542	11,207	25,437	10,714
114,049	115,096	121,985	121,618	108,543	130,923	134,997	130,886
86,029	85,772	90,376	91,508	87,121	90,924	94,725	97,520
16,385	16,979	17,505	18,884	16,638	18,658	18,488	18,663
43,240	43,356	44,838	44,395	43,215	44,645	48,387	49,616
8,744	8,538	8,833	9,150	8,818	8,847	9,080	9,163
6,233	6,006	7,843	6,963	6,450	6,494	6,728	6,879
5,897	5,705	5,848	5,955	6,117	6,009	6,119	6,090
2,559	2,467	2,555	2,948	2,754	2,736	2,635	2,606
2,968	2,720	2,952	3,210	3,126	3,533	3,284	4,501
28,019	29,323	31,609	30,110	21,422	39,998	40,271	33,365
4,613	4,305	3,961	4,907	4,454	3,864	3,039	10,567
95	371	135	622	723	33	94	455
32,537	33,256	35,434	34,394	25,153	43,829	43,216	43,477
1,228	1,607	2,524	12,016	2,522	2,187	481	5,018
207	1,082	(47)	12,753	158	55	9,684	2,122
33,559	33,781	38,007	33,657	27,516	45,961	34,012	46,373
24,571	30,443	26,693	22,358	19,395	31,905	22,697	36,581