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## Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2014 [under Japanese GAAP]

Company name: Mitsubishi UFJ Securities Holdings Co., Ltd.

URL: http://www.hd.sc.mufg.jp/

Representative: Toshiro Toyoizumi, President & CEO

Contact: Mitsugu Enjouji, General Manager, Financial Planning Division

TEL: (03) 6213-2550

Supplementary material on quarterly financial results: Yes Quarterly financial results presentation meeting: None

(Millions of yen with fractional amounts disregarded)

## 1. Consolidated performance for the first quarter of fiscal year 2013 (from April 1, 2013 to June 30, 2013)

#### (1) Consolidated operating results (cumulative)

(Percentages indicate year-on-year changes.)

|                              |                 |       |                       |      | _                     |       | •               | •     |
|------------------------------|-----------------|-------|-----------------------|------|-----------------------|-------|-----------------|-------|
|                              | Operating reve  | enue  | Net operating revenue |      | Net operating revenue |       | Ordinary inco   | ome   |
|                              | Millions of yen | %     | Millions of yen       | %    | Millions of yen       | %     | Millions of yen | %     |
| First three months of FY2013 | 134,808         | 76.5  | 126,145               | 97.3 | 42,521                | 969.1 | 57,066          | 205.6 |
| First three months of FY2012 | 76,379          | (4.0) | 63,926                | 6.2  | 3,977                 | _     | 18,674          | 29.6  |

|                              | Net income      |        | Net income per share | Diluted net income per share |
|------------------------------|-----------------|--------|----------------------|------------------------------|
|                              | Millions of yen | %      | Yen                  | Yen                          |
| First three months of FY2013 | 39,567          | 295.5  | 53.69                | -                            |
| First three months of FY2012 | 10,005          | (40.7) | 13.58                | -                            |

(Note) Comprehensive income First three months of FY2013: 61,340 million yen 118.9 % First three months of FY2012: 28,021 million yen (12.1) %

#### (2) Consolidated financial position

|                      | Total assets    | Net assets      | Equity ratio |  |
|----------------------|-----------------|-----------------|--------------|--|
|                      | Millions of yen | Millions of yen | %            |  |
| As of June 30, 2013  | 24,075,839      | 950,544         | 2.9          |  |
| As of March 31, 2013 | 26,506,478      | 924,400         | 2.5          |  |

(Reference) Equity As of June 30, 2013: 702,024 million yen As of March 31, 2013: 666,461 million yen

(Note) "Equity ratio" is computed under the formula shown below:

(Total net assets – Subscription rights to shares – Minority interests) / Total assets

#### \*Notes

- (1) Changes in significant subsidiaries during the current period(changes in specified subsidiaries resulting in the change in scope of consolidation): None
- (2) Application of particular accounting for preparing quarterly consolidated financial statements: None
- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections
  - a. Changes in accounting policies due to revisions to accounting standards and other regulations: None
  - b. Changes in accounting policies due to other reasons: None
  - c. Changes in accounting estimates: None
  - d. Restatement of prior period financial statements after error corrections: None

#### (4) Number of issued shares (common stock)

a. Total number of issued shares at the end of the period (including treasury stock)

| As of June 30, 2013  | 736,985,496 shares |
|----------------------|--------------------|
| As of March 31, 2013 | 736,985,496 shares |

b. Number of shares of treasury stock at the end of the period

| As of June 30, 2013  | – shares |
|----------------------|----------|
| As of March 31, 2013 | - shares |

c. Average number of shares during the period (cumulative from the beginning of the fiscal year)

| First three months of the fiscal year ending March 31, 2014 | 736,985,496 shares |
|---|--------------------|
| First three months of the fiscal year ended March 31, 2013  | 736,985,496 shares |

#### <\* Indication regarding execution of quarterly review procedures >

This quarterly financial results report is exempt from the review procedures for Quarterly Securities Report pursuant to the Financial Instruments and Exchange Act.

#### <\* Other special matters>

None

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(2) Non-consolidated financial position

|                                     |                      | (Minions of year    |  |
|-------------------------------------|----------------------|---------------------|--|
|                                     | As of March 31, 2013 | As of June 30, 2013 |  |
| ASSETS                              |                      |                     |  |
| Current assets                      |                      |                     |  |
| Cash and deposits                   | 719,879              | 792,704             |  |
| Cash segregated as deposits         | 148,307              | 158,929             |  |
| Trading products                    | 15,530,676           | 13,238,956          |  |
| Trading securities and other        | 6,006,975            | 4,558,932           |  |
| Derivatives                         | 9,523,700            | 8,680,024           |  |
| Trade date accrual                  | _                    | 107,125             |  |
| Private equity and other securities | 21,199               | 14,112              |  |
| Margin transaction assets           | 56,470               | 70,179              |  |
| Loans secured by securities         | 8,194,267            | 7,992,295           |  |
| Short-term guarantee deposits       | 782,160              | 752,605             |  |
| Short-term investment securities    | 181,082              | 99,102              |  |
| Income taxes receivable             | 3,110                | 13,346              |  |
| Other current assets                | 116,984              | 101,813             |  |
| Allowance for doubtful accounts     | (21)                 | (23)                |  |
| Total current assets                | 25,754,116           | 23,341,147          |  |
| Noncurrent assets                   |                      |                     |  |
| Property, plant and equipment       | 27,777               | 27,892              |  |
| Intangible assets                   | 43,783               | 44,809              |  |
| Investments and other assets        | 680,800              | 661,989             |  |
| Total noncurrent assets             | 752,361              | 734,692             |  |
| Total assets                        | 26,506,478           | 24,075,839          |  |

|  | As of March 31, 2013 | As of June 30, 2013 |
|--|----------------------|---------------------|
| LIABILITIES  |                      |                     |
| Current liabilities                                    |                      |                     |
| Trading products                                       | 12,471,740           | 10,725,958          |
| Trading securities and other                           | 2,864,481            | 2,035,090           |
| Derivatives  | 9,607,258            | 8,690,867           |
| Trade date accrual                                     | 68,720               | -                   |
| Margin transaction liabilities                         | 18,911               | 18,177              |
| Loans payable secured by securities                    | 9,142,300            | 8,539,509           |
| Short-term loans payable                               | 996,569              | 774,572             |
| Current portion of long-term loans payable             | 26,046               | 64,008              |
| Commercial papers                                      | 446,700              | 501,700             |
| Current portion of bonds                               | 161,719              | 107,287             |
| Income taxes payable                                   | 8,700                | 7,064               |
| Asset retirement obligations                           | 278                  | 607                 |
| Other current liabilities                              | 1,030,444            | 1,203,808           |
| Total current liabilities                              | 24,372,132           | 21,942,694          |
| Noncurrent liabilities                                 |                      |                     |
| Bonds payable  | 803,310              | 805,303             |
| Long-term loans payable                                | 379,572              | 352,778             |
| Provision for retirement benefits                      | 10,960               | 11,351              |
| Provision for directors' retirement benefits           | 489                  | 185                 |
| Asset retirement obligations                           | 4,093                | 3,779               |
| Other noncurrent liabilities                           | 10,498               | 8,180               |
| Total noncurrent liabilities                           | 1,208,924            | 1,181,579           |
| Reserves under the special laws                        |                      |                     |
| Reserve for financial products transaction liabilities | 1,021                | 1,020               |
| Total reserves under the special laws                  | 1,021                | 1,020               |
| Total liabilities                                      | 25,582,077           | 23,125,295          |
| NET ASSETS   |                      |                     |
| Shareholders' equity                                   |                      |                     |
| Capital stock  | 75,518               | 75,518              |
| Capital surplus  | 426,948              | 426,948             |
| Retained earnings                                      | 185,613              | 218,032             |
| Total shareholders' equity                             | 688,081              | 720,499             |
| Accumulated other comprehensive income                 |                      |                     |
| Valuation difference on available-for-sale securities  | 6,067                | 3,973               |
| Deferred gains or losses on hedges                     | 36                   | 20                  |
| Foreign currency translation adjustment                | (27,724)             | (22,470             |
| Total accumulated other comprehensive income           | (21,620)             | (18,475             |
| Minority interests                                     | 257,939              | 248,520             |
| Total net assets                                       | 924,400              | 950,544             |
| Total liabilities and net assets                       | 26,506,478           | 24,075,839          |

## (2) Consolidated statements of income and Consolidated statements of comprehensive income Consolidated statements of income (cumulative)

|  |                              | (Millions of yen)            |
|--|------------------------------|------------------------------|
|  | First three months of FY2012 | First three months of FY2013 |
|  | (From April 1, 2012          | (From April 1, 2013          |
| Operating revenue  | to June 30, 2012)            | to June 30, 2013)            |
| Commission received  | 31.659                       | 69.814                       |
|  | ,                            | ,-                           |
| Net trading income   | 29,939                       | 55,031                       |
| Net gain on private equity and other securities                    | 49                           | (2,000)                      |
| Other net gain on goods trading                                    | 12                           | 105                          |
| Financial revenue  | 14,718                       | 11,856                       |
| Total operating revenue  | 76,379                       | 134,808                      |
| Financial expenses   | 12,452                       | 8,662                        |
| Net operating revenue  | 63,926                       | 126,145                      |
| Selling, general and administrative expenses                       | 59,949                       | 83,623                       |
| Operating income   | 3,977                        | 42,521                       |
| Non-operating income   |                              |                              |
| Equity in earnings of affiliates                                   | 9,717                        | 12,574                       |
| Other  | 5,633                        | 2,458                        |
| Total non-operating income   | 15,351                       | 15,032                       |
| Non-operating expenses   |                              |                              |
| Foreign exchange losses  | 488                          | 416                          |
| Other  | 165                          | 70                           |
| Total non-operating expenses                                       | 654                          | 487                          |
| Ordinary income  | 18,674                       | 57,066                       |
| Extraordinary income   |                              |                              |
| Gain on sales of investment securities                             | 541                          | 7,801                        |
| Gain on sales of subsidiaries and affiliates' stocks               | _                            | 14                           |
| Gain on redemption of investment securities                        | _                            | 226                          |
| Gain on sales of noncurrent assets                                 | 33                           | _                            |
| Reversal of reserve for financial products transaction liabilities | 34                           | 0                            |
| Total extraordinary income  Extraordinary loss                     | 609                          | 8,043                        |
| Loss on sales of investment securities                             | 8                            | 4                            |
| Loss on valuation of investment securities                         | 91                           | 132                          |
| Impairment loss  | 751                          | _                            |
| Total extraordinary losses   | 851                          | 136                          |
| Income before income taxes and minority interests                  | 18,432                       | 64,972                       |
| Income taxes-current   | 1,062                        | 6,726                        |
| Income taxes-deferred  | 127                          | (1,331)                      |
| Total income taxes   | 1,189                        | 5,395                        |
| Income before minority interests                                   | 17,242                       | 59,577                       |
| Minority interests in income                                       | 7,237                        | 20,010                       |
| Net income   | 10,005                       | 39,567                       |

|   |  | (Millions of yen)  |
|---|--|--|
|   | First three months of FY2012<br>(From April 1, 2012<br>to June 30, 2012) | First three months of FY2013<br>(From April 1, 2013<br>to June 30, 2013) |
| Income before minority interests  | 17,242   | 59,577   |
| Other comprehensive income  |  |  |
| Valuation difference on available-for-sale securities                               | (1,522)  | (3,619)  |
| Deferred gains or losses on hedges  | 313  | (15)   |
| Foreign currency translation adjustment   | 11,973   | 5,396  |
| Share of other comprehensive income of associates accounted for using equity method | 14   | 2  |
| Total other comprehensive income  | 10,779   | 1,763  |
| Comprehensive income  | 28,021   | 61,340   |
| (Comprehensive income attributable to)  |  |  |
| Comprehensive income attributable to owners of the parent                           | 20,627   | 42,711   |
| Comprehensive income attributable to minority interests                             | 7,394  | 18,628   |

#### (3) Notes to consolidated financial statements

(Notes on premise of going concern)

None

(Notes on significant changes in the amount of shareholders' equity)

None

### <u>Consolidated Financial Results</u> for the First Quarter of the Fiscal Year Ending March 31, 2014

#### 1. Commission received

#### (1) Breakdown by item

(Millions of yen)

|   | First three months of FY2012<br>(From April 1, 2012<br>to June 30, 2012) | First three months of FY2013<br>(From April 1, 2013<br>to June 30, 2013) | Increase<br>(Decrease) | FY2012<br>(From April 1, 2012<br>to March 31, 2013) |
|---|--|--|------------------------|---|
| Commission to consignees  | 3,609  | 16,254   | 12,644                 | 22,694  |
| Stocks  | 3,515  | 16,035   | 12,519                 | 22,242  |
| Bonds   | 35   | 35   | 0                      | 163   |
| Commission for underwriting,<br>secondary distribution and solicitation<br>for selling and others for professional<br>investors | 5,731  | 8,867  | 3,136                  | 29,233  |
| Stocks  | 984  | 3,469  | 2,485                  | 7,261   |
| Bonds   | 4,747  | 5,398  | 650                    | 21,971  |
| Fee for offering, secondary distribution<br>and solicitation for selling and others<br>for professional investors               | 6,910  | 21,294   | 14,384                 | 47,470  |
| Beneficiary certificates  | 6,860  | 21,124   | 14,264                 | 46,792  |
| Other fees received   | 15,408   | 23,398   | 7,990                  | 72,559  |
| Beneficiary certificates  | 11,473   | 14,265   | 2,791                  | 46,927  |
| Total   | 31,659   | 69,814   | 38,155                 | 171,957   |

#### (2) Breakdown by product

(Millions of yen)

|                          |  |  |                        | (William of yell)                                   |
|--------------------------|--|--|------------------------|---|
|                          | First three months of FY2012<br>(From April 1, 2012<br>to June 30, 2012) | First three months of FY2013<br>(From April 1, 2013<br>to June 30, 2013) | Increase<br>(Decrease) | FY2012<br>(From April 1, 2012<br>to March 31, 2013) |
| Stocks                   | 4,548  | 20,865   | 16,316                 | 31,624  |
| Bonds                    | 5,330  | 5,797  | 466                    | 23,991  |
| Beneficiary certificates | 18,380   | 35,562   | 17,182                 | 93,970  |
| Other                    | 3,399  | 7,589  | 4,190                  | 22,371  |
| Total                    | 31,659   | 69,814   | 38,155                 | 171,957   |

#### 2 . Net trading income

(Millions of yen)

|        |  |  |                        | (Infilitions of Jen)                                |
|--------|--|--|------------------------|---|
|        | First three months of FY2012<br>(From April 1, 2012<br>to June 30, 2012) | First three months of FY2013<br>(From April 1, 2013<br>to June 30, 2013) | Increase<br>(Decrease) | FY2012<br>(From April 1, 2012<br>to March 31, 2013) |
| Stocks | 3,684  | 16,645   | 12,960                 | 8,502   |
| Bonds  | 28,253   | 42,911   | 14,658                 | 122,490   |
| Other  | (1,998)  | (4,525)  | (2,527)                | (23,663)  |
| Total  | 29,939   | 55,031   | 25,092                 | 107,329   |

## Quarterly Trends in Consolidated Statements of Income

(Millions of yen)

|  |   | T   | 1   |  | (Millions of yen)                             |
|--|---|---|---|--|---|
|  | 1Q of FY2012<br>(April 1 to<br>June 30, 2012) | 2Q of FY2012<br>(July 1 to<br>September 30, 2012) | 3Q of FY2012<br>(October 1 to<br>December 31, 2012) | 4Q of FY2012<br>(January 1 to<br>March 31, 2013) | 1Q of FY2013<br>(April 1 to<br>June 30, 2013) |
| Operating revenue  | 76,379  | 78,906  | 76,074  | 119,164  | 134,808                                       |
| Commission received  | 31,659  | 37,432  | 39,472  | 63,393   | 69,814  |
| Commission to consignees   | 3,609   | 3,743   | 5,006   | 10,334   | 16,254  |
| Stocks   | 3,515   | 3,658   | 4,909   | 10,158   | 16,035  |
| Bonds  | 3,313   | 45  | 29  | 52   | 35  |
| Commission for underwriting<br>secondary distribution and<br>solicitation for selling and others for | 5,731   | 7,017   | 6,722   | 9,762  | 8,867   |
| professional investors Stocks  | 984   | 2,358   | 1,316   | 2,602  | 3,469   |
| Bonds  | 4,747   | 4,659   | 5,406   | 7,159  | 5,398   |
| Fee for offering, secondary  | 4,747   | 4,039   | 3,400   | 7,139  | 3,396   |
| distribution and solicitation for<br>selling and others for professional<br>investors                | 6,910   | 8,086   | 10,759  | 21,714   | 21,294  |
| Beneficiary certificates   | 6,860   | 8,033   | 10,727  | 21,170   | 21,124  |
| Other fees received  | 15,408  | 18,585  | 16,983  | 21,582   | 23,398  |
| Beneficiary certificates   | 11,473  | 11,077  | 11,165  | 13,210   | 14,265  |
| Net trading income   | 29,939  | 19,468  | 24,304  | 33,617   | 55,031  |
| Net trading income from securities (stocks)  | 3,684   | (13,047)  | 9,019   | 8,845  | 16,645  |
| Net trading income from bonds  | 28,253  | 37,527  | 22,491  | 34,218   | 42,911  |
| Other net trading income   | (1,998)                                       | (5,012)   | (7,206)   | (9,446)  | (4,525)                                       |
| Net gain on private equity and other securities  | 49  | (88)  | (2,036)   | (2,659)  | (2,000)                                       |
| Other net gain on goods trading  | 12  | 31  | 51  | 30   | 105   |
| Financial revenue  | 14,718  | 22,063  | 14,282  | 24,782   | 11,856  |
| Financial expenses   | 12,452  | 13,714  | 6,062   | 12,212   | 8,662   |
| Net operating revenue  | 63,926  | 65,192  | 70,011  | 106,951  | 126,145                                       |
| Selling, general and administrative expenses   | 59,949  | 57,597  | 58,436  | 80,896   | 83,623  |
| Trading related expenses   | 16,148  | 16,635  | 16,559  | 24,982   | 25,833  |
| Personnel expenses   | 24,584  | 23,672  | 25,378  | 36,833   | 33,525  |
| Real estate expenses   | 5,581   | 5,185   | 4,799   | 5,363  | 5,102   |
| Office cost  | 6,162   | 6,635   | 6,335   | 6,840  | 6,902   |
| Depreciation   | 3,588   | 3,403   | 3,360   | 3,949  | 3,249   |
| Taxes and dues   | 2,438   | 756   | 651   | 617  | 7,308   |
| Other  | 1,445   | 1,308   | 1,351   | 2,309  | 1,701   |
| Operating income   | 3,977   | 7,594   | 11,574  | 26,054   | 42,521  |
| Non-operating income   | 15,351  | 4,445   | 4,065   | 12,855   | 15,032  |
| Non-operating expenses   | 654   | 211   | (193)   | 1,018  | 487   |
| Ordinary income  | 18,674  | 11,828  | 15,834  | 37,891   | 57,066  |
| Extraordinary income   | 609   | 2,001   | 1,273   | 1,270  | 8,043   |
| Extraordinary loss   | 851   | 638   | 110   | 1,930  | 136   |
| Income before income taxes and   |   |   |   |  |   |
| minority interests   | 18,432  | 13,191  | 16,997  | 37,230   | 64,972  |
| Income taxes-current   | 1,062   | 1,308   | 1,982   | 5,393  | 6,726   |
| Income taxes-deferred  | 127   | (2,687)   | (1,260)   | (3,008)  | (1,331)                                       |
| Total income taxes   | 1,189   | (1,379)   | 722   | 2,384  | 5,395   |
| Income before minority interests   | 17,242  | 14,571  | 16,275  | 34,846   | 59,577  |
| Minority interests in income   | 7,237   | 6,558   | 6,192   | 15,999   | 20,010  |
| Net income   | 10,005  | 8,012   | 10,082  | 18,846   | 39,567  |

# Non-consolidated Financial Results of Mitsubishi UFJ Morgan Stanley Securities, Co., Ltd.

#### for the First Quarter of the Fiscal Year Ending March 31, 2014

#### (1) Non-consolidated operating results

(Millions of yen)

|                       | First three months of FY2012<br>(From April 1, 2012<br>to June 30, 2012) | First three months of FY2013<br>(From April 1, 2013<br>to June 30, 2013) | Increase<br>(Decrease) | FY2012<br>(From April 1, 2012<br>to March 31, 2013) |
|-----------------------|--|--|------------------------|---|
| Operating revenue     | 46,043   | 93,591   | 47,547                 | 230,427   |
| Commission received   | 18,357   | 48,946   | 30,589                 | 110,137   |
| Net trading income    | 23,554   | 41,547   | 17,993                 | 97,254  |
| Net operating revenue | 43,156   | 91,367   | 48,211                 | 220,268   |
| Operating income      | 3,113  | 40,798   | 37,684                 | 47,849  |
| Ordinary income       | 3,948  | 41,126   | 37,177                 | 49,472  |
| Net income            | 5,769  | 47,453   | 41,684                 | 56,098  |

#### (Breakdown of operating revenue)

<Breakdown by item of commission received>

(Millions of yen)

|  | First three months of FY2012<br>(From April 1, 2012<br>to June 30, 2012) | First three months of FY2013<br>(From April 1, 2013<br>to June 30, 2013) | Increase<br>(Decrease) | FY2012<br>(From April 1, 2012<br>to March 31, 2013) |
|--|--|--|------------------------|---|
| Commission to consignees   | 2,641  | 15,157   | 12,515                 | 19,072  |
| Commission for underwriting, secondary<br>distribution and solicitation for selling and<br>others for professional investors | 1,899  | 4,761  | 2,862                  | 11,151  |
| Fee for offering, secondary distribution and solicitation for selling and others for professional investors                  | 6,910  | 16,624   | 9,714                  | 42,459  |
| Other fees received  | 6,906  | 12,402   | 5,496                  | 37,454  |
| Total  | 18,357   | 48,946   | 30,589                 | 110,137   |

#### <Breakdown by product of commission received>

(Millions of yen)

|                          |  |  |                        | (Millions of yell)                                  |
|--------------------------|--|--|------------------------|---|
|                          | First three months of FY2012<br>(From April 1, 2012<br>to June 30, 2012) | First three months of FY2013<br>(From April 1, 2013<br>to June 30, 2013) | Increase<br>(Decrease) | FY2012<br>(From April 1, 2012<br>to March 31, 2013) |
| Stocks                   | 3,639  | 19,670   | 16,030                 | 28,087  |
| Bonds                    | 1,753  | 1,714  | (38)                   | 5,971   |
| Beneficiary certificates | 10,445   | 21,111   | 10,665                 | 57,419  |
| Other                    | 2,519  | 6,450  | 3,931                  | 18,658  |
| Total                    | 18,357   | 48,946   | 30,589                 | 110,137   |

#### <Net trading income>

(Millions of yen)

|        |  |  |                        | (Infilitions of Juli)                               |
|--------|--|--|------------------------|---|
|        | First three months of FY2012<br>(From April 1, 2012<br>to June 30, 2012) | First three months of FY2013<br>(From April 1, 2013<br>to June 30, 2013) | Increase<br>(Decrease) | FY2012<br>(From April 1, 2012<br>to March 31, 2013) |
| Stocks | 2,861  | 16,097   | 13,235                 | 19,555  |
| Bonds  | 23,807   | 32,671   | 8,863                  | 85,539  |
| Other  | (3,114)  | (7,220)  | (4,106)                | (7,840)   |
| Total  | 23,554   | 41,547   | 17,993                 | 97,254  |

#### (2) Non-consolidated financial position

(Millions of yen)

|              | As of June 30, 2012 | As of June 30, 2013 | Increase<br>(Decrease) | As of March 31, 2013 |
|--------------|---------------------|---------------------|------------------------|----------------------|
| Total assets | 13,786,310          | 11,083,975          | (3,055,639)            | 14,139,614           |
| Net assets   | 231,803             | 304,590             | 16,066                 | 288,524              |

Note: The net capital adequacy ratio as of June 30, 2013 is 354.2%.