# Financial Results 

Third Quarter,<br>Fiscal Year ending March 2013

J anuary. 2013
Mizuho Securities

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## Mizuho Securities and Mizuho Investors Securities merged on J anuary 4, 2013

* Information contained in this material does not include the financial figures of former Mizuho Investors Securities
* "Underwriting and selling fees, and commissions from solicitation to qualifying investors" and "offering, selling, and other commissions and fees, and commissions from solicitation to qualifying investors" are described as "underwriting and selling fees and commissions" and "offering, selling, and other commissions and fees," respectively in this material.

Financial Statements - Consolidated


[^0]
## Earnings Summary - Consolidated



[^1]
## Commissions

|  |  |  | (J PY millions) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2012 | 2012 | QoQ | Q०Q |
|  | 20 | 30 | dif. | \% |
| Total | 31,427 | 32,460 | 1,033 | 3.2\% |
| Brokerage commissions | 6,096 | 9,556 | 3,460 | 56.7\% |
| Underwriting and selling fees, and commissions | 8,419 | 6,099 | $(2,319)$ | (27.5\%) |
| Offering selling and other commissions and fees | 4,709 | 6,003 | 1,293 | 27.4\% |
| Other commissions and fees | 12,202 | 10,800 | $(1,401)$ | (11.4\%) |
| Commissions |  |  |  |  |

Other commissions and fees

- Offering, selling, and other commissions and fees
- Underwriting and selling fees, and commissions
- Brokerage commissions

| 24,449 | 35,114 | 26,345 | 31,427 | 32,460 |
| :---: | :---: | :---: | :---: | :---: |
|  | 13,043 |  |  |  |
|  |  |  | 12,202 | 10,800 |
| 10,515 | 6,813 | 10,956 |  | 6,003 |
|  |  |  | 4,709 |  |
| 5,560 | 6,299 | 5,188 | 8,419 | 6,099 |
| 3,162 | 8,958 | 4,151 |  | 9,556 |
| 5,210 |  | 6,049 | 6,096 |  |

(J PY millions)

460

800

12/3Q
$\checkmark$ Highlights (2012/3Q)

Commissions: J PY32.4bn (+1.0bn QoQ)
> Increase in brokerage commissions:

- Equity trading volume increased on the back of a recovery in the J apanese equity market
$>$ Decrease in underwriting and selling fees and commissions:
- Debt primary business maintained strong performance
- Fees and commissions from equity primary business decreased from the previous quarter, when revenues were robust due to multiple large deals
> Increase in offering, selling, and other commissions and fees:
- Sales of publicly-offered equity investment trusts improved
$>$ Decrease in other commissions and fees:
- Commissions and fees from M\&A business were strong, while those from structured finance business declined


## Net Gain on Trading



## SG\&A Expenses

|  |  |  | (JPY millions) |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2012 | 2012 |  |  |
|  | $2 Q$ | 3Q | dif. | \% |
| Total | 49,594 | 55,047 | 5,452 | 10.9\% |
| Transaction-related | 10,134 | 11,191 | 1,056 | 10.4\% |
| Personnel | 21,097 | 25,030 | 3,932 | 18.6\% |
| Real estate | 6,597 | 7,165 | 568 | 8.6\% |
| Administrative | 3,831 | 3,923 | 91 | 2.3\% |
| Depreciation and amortization | 4,844 | 4,513 | (330) | (6.8\%) |
| Taxes and dues | 866 | 1,010 | 144 | 16.6\% |
| Other | 2,222 | 2,211 | (10) | (0.4\%) |

## Highlights (2012/3Q)

SG\&A Expenses: J PY55. Obn (+5.4bn QoQ)
> Increase in consolidated SG\&A expenses was largely due to yen depreciation
> Company-wide efforts to cut down non-consolidated SG\&A expenses (excluding transaction-related expenses) are ongoing


## Business Segments



## Business Segments - League Tables



## Business Segments - Product Sales, etc.



## B/S Summary



## Topics

## Merger with Mzuho Investors Securities

Mizuho Securities and Mizuho Investors Securities merged on J anuary 4, 2013

- As the full-line securities company of the Mizuho Group, established a group framework for providing securities functions in a unified manner
- Following measures are currently underway to bring about synergy effects as soon as possible, with the aim of becoming the "securities company that clients trust most"
- Further enhance collaboration among banking, trust banking and securities functions
- Promote retail business through expansion of client base
- Promote rationalization and streamlining of management infrastructure
- Aim to bring about synergy effects worth approximately J PY20 billion by FY2015


## Consolidation of Branches and Sales Offices

- As a result of reviewing the branch network, taking into account the recent merger, consolidate the branches/sales offices located in the same areas into 36 branches/sales offices. (Note: 36 is not the total number of Mizuho Securities branches/sales offices.)
- As a first step, plan to consolidate 41 branches and 3 sales offices into 22 branches between April and June 2013
<Branch network post consolidation (as of June 2013)>
Retail network with 115 branches, 3 sales offices, 168 planet booths, 1 customer plaza, and 2 financial advisors sales departments


## "One Securities Start Dash Program"

## 1. Purpose

To get off to a strong start with the aim of realizing synergies from becoming "one securities"

- Strive to realize synergy effects greater than the targeted J PY20 billion for FY2015 and work to accelerate the schedule

2. Direction of the initiative

- Comprehensively implement initiatives with a view to realizing synergy effects in terms of both revenue expansion and cost reductions/streamlining


Implementation of the "One Securities Start Dash Program"
Implemented with a view to maximizing merger synergies and mainly consists of the following initiatives:

- Top line enhancement
- Further enhance collaboration among banking, trust and securities functions
- Close collaboration among front divisions, centering on retail business
- Cost reductions/personnel assignment optimization
- Cut down IT and other operating costs
- Stabilizing operation of new company as soon as possible/ reviewing organizational structure


## MizuHO

## Reference Data

P/L - Consolidated Results
(J PY millions)

|  | 11/1Q-4Q |  |  |  |  | 12/1Q | 12/2Q | 12/3Q |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 11/1Q | 11/2Q | 11/3Q | 11/4Q |  |  |  |
| Operating revenues | 228,516 | 57,551 | 60,376 | 48,857 | 61,730 | 67,077 | 71,023 | 77,322 |
| Commissions | 118,721 | 27,534 | 31,623 | 24,449 | 35,114 | 26,345 | 31,427 | 32,460 |
| Brokerage commissions | 27,193 | 6,873 | 6,150 | 5,210 | 8,958 | 6,049 | 6,096 | 9,556 |
| Equities | 17,487 | 4,984 | 4,114 | 2,622 | 5,765 | 3,367 | 3,368 | 5,272 |
| Bonds | 9,501 | 1,848 | 1,996 | 2,548 | 3,108 | 2,650 | 2,700 | 4,248 |
| Underwriting and selling fees, and commissions | 22,741 | 4,757 | 8,522 | 3,162 | 6,299 | 4,151 | 8,419 | 6,099 |
| Equities | 7,008 | 474 | 4,574 | 406 | 1,552 | 634 | 3,953 | 1,468 |
| Bonds | 15,408 | 4,281 | 3,750 | 2,681 | 4,694 | 3,469 | 4,295 | 4,550 |
| Offering, selling, and other commissions and fees | 25,161 | 7,434 | 5,353 | 5,560 | 6,813 | 5,188 | 4,709 | 6,003 |
| Beneficiary certificates | 24,467 | 7,408 | 5,241 | 5,129 | 6,687 | 5,112 | 4,662 | 5,938 |
| Other commissions and fees | 43,625 | 8,469 | 11,597 | 10,515 | 13,043 | 10,956 | 12,202 | 10,800 |
| Beneficiary certificates | 23,405 | 5,580 | 6,030 | 5,751 | 6,042 | 5,930 | 5,810 | 5,828 |
| Other (excl. equities and bonds) | 18,995 | 2,705 | 5,161 | 4,557 | 6,571 | 4,605 | 5,505 | 4,735 |
| Net gain on trading | 8,744 | 9,687 | 430 | 2,753 | $(4,125)$ | 19,239 | 12,291 | 9,080 |
| Equities, etc. | $(5,021)$ | $(2,064)$ | $(8,374)$ | 980 | 4,436 | $(3,370)$ | (987) | 10,045 |
| Bonds, etc. Others | 13,766 | 11,751 | 8,804 | 1,772 | $(8,562)$ | 22,610 | 13,278 | (965) |
| Net gain (loss) on operating investment securities | (299) | $(1,637)$ | 1,413 | (491) | 416 | 1,530 | $(1,096)$ | 332 |
| Interest and dividend income | 101,349 | 21,967 | 26,909 | 22,146 | 30,326 | 19,961 | 28,400 | 35,448 |
| Interest expenses | 61,398 | 13,452 | 16,032 | 12,355 | 19,558 | 14,136 | 17,221 | 21,731 |
| Net operating revenues | 167,117 | 44,098 | 44,344 | 36,502 | 42,172 | 52,940 | 53,801 | 55,591 |
| SG\&A expenses | 218,401 | 55,131 | 55,344 | 52,889 | 55,037 | 48,106 | 49,594 | 55,047 |
| Operating income (loss) | $(51,284)$ | $(11,032)$ | $(10,999)$ | $(16,386)$ | $(12,865)$ | 4,833 | 4,207 | 543 |
| Non-operating income | 3,838 | 878 | 958 | 1,120 | 881 | 785 | 1,107 | 836 |
| Non-operating expenses | 2,350 | 540 | 278 | 400 | 1,130 | 275 | 909 | 372 |
| Ordinary income (loss) | $(49,796)$ | $(10,694)$ | $(10,320)$ | $(15,667)$ | $(13,114)$ | 5,344 | 4,404 | 1,007 |
| Extraordinary gains | 764 | 190 | 279 | 55 | 239 | 3,506 | 447 | 408 |
| Extraordinary losses | 27,994 | 1,913 | 5,163 | 11,053 | 9,863 | 3,768 | 2,496 | 1,018 |
| Net income (loss) | $(95,671)$ | $(8,510)$ | $(18,190)$ | $(36,682)$ | $(32,287)$ | 5,440 | 2,920 | 1,098 |

P/L - Non-consolidated Results


Market Share, Assets Under Management - Non-consolidated

|  |  |  |  |  |  | (J PY billions) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 11/1Q | 11/2Q | 11/3Q | 11/4Q | 12/1Q | 12/2Q | 12/3Q |
| Equity Trading Volume | Total | 4,290 | 4,359 | 3,112 | 4,541 | 3,854 | 3,042 | 4,344 |
|  | Dealing | 2,097 | 2,342 | 1,624 | 2,182 | 2,108 | 1,417 | 2,033 |
|  | Brokerage | 2,192 | 2,017 | 1,488 | 2,359 | 1,746 | 1,625 | 2,310 |
| Share in TSE |  | 2.28\% | 2.35\% | 2.19\% | 2.40\% | 2.34\% | 2.10\% | 2.42\% |
| Equity Brokerage Commission Ratio |  | 0.17\% | 0.14\% | 0.14\% | 0.20\% | 0.15\% | 0.16\% | 0.17\% |
| Individual Equity Transaction Share |  | 1.14\% | 0.90\% | 0.75\% | 1.22\% | 0.92\% | 0.96\% | 1.10\% |
| Underwriting related | Equities | 7 | 184 | 3 | 37 | 16 | 128 | 39 |
|  | Bonds | 1,627 | 1,684 | 1,831 | 1,517 | 1,708 | 2,103 | 1,849 |
| Distribution related | Equities | 7 | 146 | 9 | 46 | 21 | 132 | 42 |
|  | Bonds | $722$ | 746 | 680 | 636 | 716 | 965 | 704 |
|  | Investment Trusts | 875 | 700 | 688 | 772 | 667 | 639 | 758 |


|  |  |  |  |  | (J PY billions) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 11/6 | 11/9 | 11/12 | 12/3 | 12/6 | 12/9 | 12/12 |
| Client Assets | 21,109 | 19,651 | 19,668 | 21,171 | 20,398 | 20,502 | 22,123 |
| Equities | 8,217 | 7,711 | 7,488 | 8,504 | 7,944 | 7,812 | 8,781 |
| Bonds | 8,911 | 8,428 | 8,631 | 8,937 | 9,016 | 9,274 | 9,599 |
| Investment Trusts | 3,864 | 3,392 | 3,415 | 3,619 | 3,346 | 3,322 | 3,634 |
| Others | 116 | 119 | 133 | 110 | 90 | 93 | 108 |
| Retail Client Assets* | 5,512 | 5,037 | 5,001 | 5,596 | 5,487 | 5,453 | 6,009 |
| Equities | 2,141 | 1,939 | 1,854 | 2,150 | 2,191 | 2,129 | 2,411 |
| Bonds | 1,425 | 1,402 | 1,466 | 1,597 | 1,592 | 1,620 | 1,727 |
| Investment Trusts | 1,929 | 1,669 | 1,700 | 1,840 | 1,699 | 1,690 | 1,849 |
| (Reference) Retail Client Assets** | 7,569 | 7,032 | 6,670 | 7,298 | 6,887 | 6,873 | 7,564 |

Number of Accounts, Product Sales, etc.- Non-consolidated

| (Thousand accounts) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 11/6 | 11/9 | 11/12 | 12/3 | 12/6 | 12/9 | 12/12 |
| Cash management accounts Online trading accounts | $\begin{array}{r} 1,103 \\ 646 \end{array}$ | $\begin{array}{r} 1,105 \\ 653 \\ \hline \end{array}$ | $\begin{array}{r} 1,108 \\ 661 \\ \hline \end{array}$ | $\begin{array}{r} 1,110 \\ 668 \\ \hline \end{array}$ | $\begin{array}{r} 1,110 \\ 671 \\ \hline \end{array}$ | $\begin{array}{r} 1,110 \\ 676 \\ \hline \end{array}$ | $\begin{array}{r} 1,108 \\ 679 \\ \hline \end{array}$ |
|  |  |  |  |  | (J PY billions, Thousand accounts) |  |  |
|  | 11/1Q | 11/2Q | 11/3Q | 11/4Q | 12/1Q | 12/2Q | 12/3Q |
| Number of New Client Accounts (retail) <br> Net Inflow of Client Assets (retail) <br> Online trading ratio based on transactions Online trading ratio based on amount | 7 | 8 | 9 | 9 | 5 | 7 | 6 |
|  | 56 | 65 | 42 | 47 | 36 | 40 | 12 |
|  | 36.4\% | 43. $7 \%$ | 42.1\% | 36.7\% | 39.9\% | 39.5\% | 38.9\% |
|  | 18.7\% | 26.3\% | 25.9\% | 20.5\% | 19.8\% | 21.9\% | 19.8\% |
|  |  |  |  |  | (J PY billions) |  |  |
|  | 11/1Q | 11/2Q | 11/3Q | 11/4Q | 12/1Q | 12/2Q | 12/3Q |
| Sales of Publicly-offered Equity Investment Trusts (retail) | 284.7 | 186.3 | 172.4 | 221.1 | 179.3 | 152.1 | 192.8 |
| Trading Volume of Foreign Equity (retail) | 70.5 | 31.0 | 29.1 | 82.9 | 77.7 | 59.6 | 55.6 |
| Sales of Foreign Bonds* (retail) | 69.7 | 187.9 | 57.0 | 76.7 | 91.0 | 61.6 | 54.8 |
| *including preferred securities |  |  |  |  | (J PY billions) |  |  |
|  | 11/6 | 11/9 | 11/12 | 12/3 | 12/6 | 12/9 | 12/12 |
| Basic Items | 473 | 458 | 422 | 410 | 415 | 415 | 419 |
| Supplemental Items | 314 | 286 | 387 | 349 | 404 | 379 | 372 |
| Deducted Assets | 252 | 244 | 256 | 275 | 278 | 288 | 293 |
| Equity after Deductions | 536 | 501 | 552 | 485 | 541 | 506 | 498 |
| Amount Equivalent to Risk | 145 | 143 | 133 | 178 | 161 | 166 | 154 |
| Capital Adequacy Ratio | 368.0\% | 349.4\% | 414.9\% | 272.4\% | 335.1\% | 303.6\% | 322.1\% |

## Number of Employees and Offices

|  | 11/6 | 11/9 | 11/12 | 12/3 | 12/6 | 12/9 | 12/12 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated Number of Employees | 8,284 | 8,066 | 7,377 | 7,187 | 7,220 | 7,145 | 7,107 |
| Non-consolidated | 6,331 | 6,103 | 5,455 | 5,319 | 5,340 | 5,323 | 5,229 |
| Domestic Affiliate Companies | 825 | 821 | 806 | 776 | 824 | 778 | 827 |
| Overseas Subsidiaries | 1,128 | 1,142 | 1,116 | 1,092 | 1,056 | 1,044 | 1,051 |
| Number of Offices | 112 | 111 | 111 | 111 | 103 | 103 | 103 |
| Domestic | 102 | 101 | 101 | 101 | 93 | 93 | 93 |
| Overseas (Rep. Offices, Subsidiaries) | 10 | 10 | 10 | 10 | 10 | 10 | 10 |


[^0]:    * Former Shinko Securities' customer-related assets were allocated to intangible fixed assets (weighted-average amortization period: 16 years)
    ** Income (loss) before tax: Income (loss) before income taxes and minority interests $\qquad$

[^1]:    ** Income before tax: Income before income taxes and minority interests

