

# Financial Results

**Third Quarter**

**Fiscal Year ending March 2019**

January 2019

Mizuho Securities

**MIZUHO**

The Mizuho logo consists of the word "MIZUHO" in a bold, white, sans-serif font, positioned above a thin, white, curved line that arches under the letters.

# Contents

1. Financial statements – consolidated	2
2. Earnings summary – consolidated	3
Commissions	4
Net gain on trading	5
SG&A expenses	6
3. Business segments	7
Global Investment Banking	8
Global Markets	10
Retail & Business Banking	11
4. Balance sheet summary	13

## Reference data

5. Consolidated result	
– Profit and Loss Statement	15
6. Non-consolidated data	16
Profit and Loss Statement	16
Market share assets under management	17
Number of accounts and product sales	18
7. Capital adequacy ratio	19
8. Number of employees and offices	20

- “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 statement figures shown have been rounded down to the nearest whole number.

\* The information herein is being provided solely for informational purposes in relation to the Company’s FY18 Q3 financial results, not for investment purposes or advice regarding securities issued by the Company. The information herein is based on data as of January 31, 2019. The Company makes no claims, promises or guarantees about the accuracy, completeness, or adequacy of this information which may change at any time without prior notice.

# 1. Financial statements

Looking at FY18 Q3 cumulative results, on a QoQ basis, net operating revenues decreased 17.9% to JPY 68.5bn, ordinary income decreased 74.6% to JPY 3.9bn, and net income attributable to owners of parent decreased 83.5% to JPY 2.2bn. If we include the results of Mizuho Securities USA (MSUSA), ordinary income decreased 69.9% QoQ to JPY 5.2bn. In addition, on a YoY basis, net operating revenues decreased 1.0% to JPY 224.9bn, ordinary income decreased 11.1% to JPY 28.1bn, and net income attributable to owners of parent decreased 1.4% to JPY 23.7bn. If we include the results of MSUSA, ordinary income declined 23.6% to JPY 34.2bn YoY.

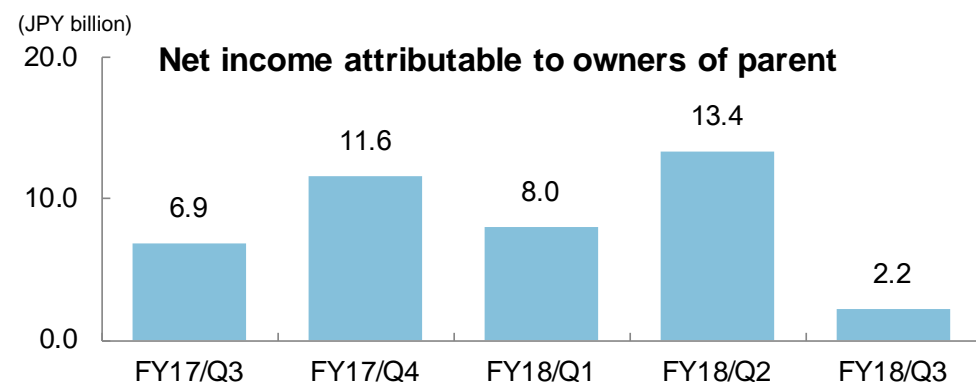
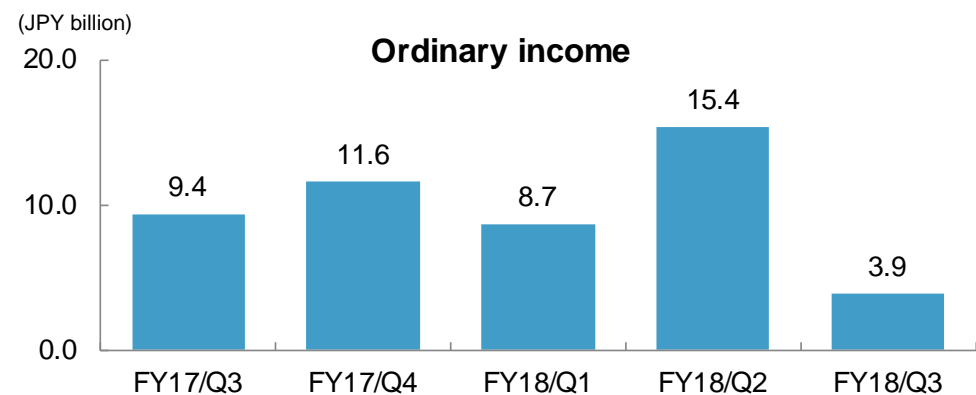
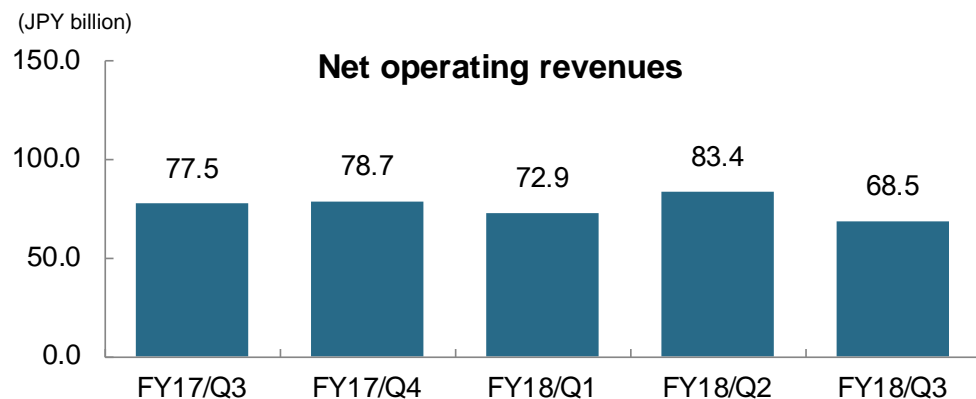
	(JPY billion)					
	2018/9	2018/12	QoQ change	2017/12	2018/12	YoY change
<b>Total assets</b>	16,536.3	<b>16,280.4</b>	(255.8)	14,368.0	<b>16,280.4</b>	1,912.4
<b>Total net assets</b>	921.2	<b>909.5</b>	(11.6)	901.7	<b>909.5</b>	7.8
	FY2018 Q2	FY2018 Q3	QoQ %	FY2017 Q3YTD	FY2018 Q3YTD	YoY %
<b>Operating revenues</b>	109.6	<b>90.7</b>	<b>( 17.3%)</b>	279.2	<b>293.1</b>	<b>5.0%</b>
Commissions	45.4	<b>45.1</b>	<b>( 0.5%)</b>	125.6	<b>129.5</b>	<b>3.1%</b>
Net gain on trading	31.2	<b>25.4</b>	<b>( 18.6%)</b>	85.6	<b>82.8</b>	<b>( 3.2%)</b>
Net gain (loss) on operating investment securities	1.9	<b>0.8</b>	<b>( 55.2%)</b>	10.4	<b>7.1</b>	<b>( 32.0%)</b>
Interest and dividend income	31.0	<b>19.2</b>	<b>( 38.1%)</b>	57.4	<b>73.6</b>	<b>28.0%</b>
Interest expenses	26.2	<b>22.2</b>	<b>( 15.3%)</b>	51.9	<b>68.2</b>	<b>31.4%</b>
<b>Net operating revenues</b>	83.4	<b>68.5</b>	<b>( 17.9%)</b>	227.2	<b>224.9</b>	<b>( 1.0%)</b>
<b>SG &amp; A expenses</b>	68.5	<b>64.2</b>	<b>( 6.2%)</b>	195.8	<b>197.5</b>	<b>0.8%</b>
<b>Operating income</b>	14.9	<b>4.2</b>	<b>( 71.5%)</b>	31.4	<b>27.4</b>	<b>( 12.8%)</b>
<b>Ordinary income(A)</b>	15.4	<b>3.9</b>	<b>( 74.6%)</b>	31.6	<b>28.1</b>	<b>( 11.1%)</b>
<b>Income before tax*</b>	14.4	<b>3.4</b>	<b>( 75.8%)</b>	31.6	<b>28.5</b>	<b>( 9.8%)</b>
<b>Net income attributable to owners of parent</b>	13.4	<b>2.2</b>	<b>( 83.5%)</b>	24.0	<b>23.7</b>	<b>( 1.4%)</b>
Information for reference:						
<b>Mizuho Securities USA ordinary income (B)</b>	2.1	<b>1.3</b>	<b>( 35.9%)</b>	13.2	<b>6.1</b>	<b>( 53.5%)</b>
<b>Ordinary income calculated on simple aggregate basis (A+B) **</b>	17.5	<b>5.2</b>	<b>( 69.9%)</b>	44.8	<b>34.2</b>	<b>( 23.6%)</b>

\* Income before tax: Income before income taxes and non-controlling interests

\*\*Figures here represent the simple aggregate of ordinary income (B) of Mizuho Securities USA (MSUSA) (a company not included in our consolidated results) and ordinary income (A) reported on Mizuho Securities Co., Ltd. consolidated financial income statements.

Note that from FY18 Q1, MSUSA's ordinary income includes the ordinary income of Mizuho Capital Markets as a result of this entity having been brought under MSUSA integrated management.

## 2. Earnings summary—consolidated



### Summary

#### ✓ Quarterly (FY18/Q3)

##### ➤ Financial results

**Net operating revenues:** JPY 68.5bn  
(-14.9bn QoQ -17.9%)

**Ordinary income:** JPY 3.9bn  
(-11.5bn QoQ -74.6%)

**Net income attributable to owners of parent:** JPY 2.2bn  
(-11.2bn QoQ -83.5%)

##### QoQ results

Ordinary income decreased JPY -11.5bn QoQ to record JPY 3.9bn as a result of quarterly declines across areas including trading and net financial income revenue

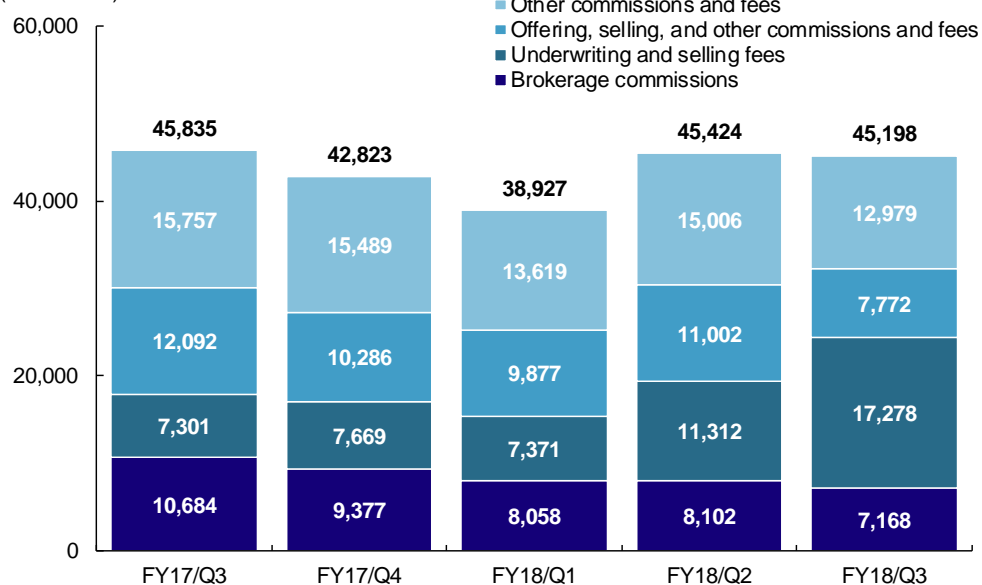
## 2. Earnings summary—commissions

(JPY million)

	FY2018 Q2	FY2018 Q3	QoQ %	FY2017 Q3YTD	FY2018 Q3YTD	YoY %
<b>Total</b>	45,424	<b>45,198</b>	<b>(0.5%)</b>	125,605	<b>129,550</b>	<b>3.1%</b>
<b>Brokerage commissions</b>	8,102	<b>7,168</b>	<b>(11.5%)</b>	27,941	<b>23,329</b>	<b>(16.5%)</b>
Equities	7,767	6,816	(12.2%)	26,960	22,396	(16.9%)
<b>Underwriting and selling fees and commissions</b>	11,312	<b>17,278</b>	<b>52.7%</b>	21,905	<b>35,961</b>	<b>64.2%</b>
Equities	4,457	12,508	180.6%	8,941	19,615	119.4%
Bonds	6,473	4,751	(26.6%)	12,780	15,861	24.1%
<b>Offering, selling, and other commissions and fees</b>	11,002	<b>7,772</b>	<b>(29.4%)</b>	31,417	<b>28,652</b>	<b>(8.8%)</b>
Investment trusts	7,606	3,945	(48.1%)	21,329	17,726	(16.9%)
<b>Other commissions and fees</b>	15,006	<b>12,979</b>	<b>(13.5%)</b>	44,341	<b>41,606</b>	<b>(6.2%)</b>
Investment trusts	4,538	4,331	(4.6%)	12,837	13,373	4.2%

### Commissions

(JPY million)



#### ✓ Highlights (FY18/Q3)

**Commissions: JPY 45.1bn (Q3 YTD: JPY 129.5bn)**

■ **-0.2bn QoQ -0.5%**

➤ **Maintained the same level as the previous quarter as declines in “brokerage commissions” and “offering, selling, and other commissions and fees” were offset by gains in “underwriting and selling fees and commissions”**

■ **+3.9bn YoY +3.1%**

➤ **YoY increase thanks to increases in revenue from “underwriting and selling fees and commissions” which more than offset declines in “brokerage commissions” and “offering, selling, and other commissions and fees”**

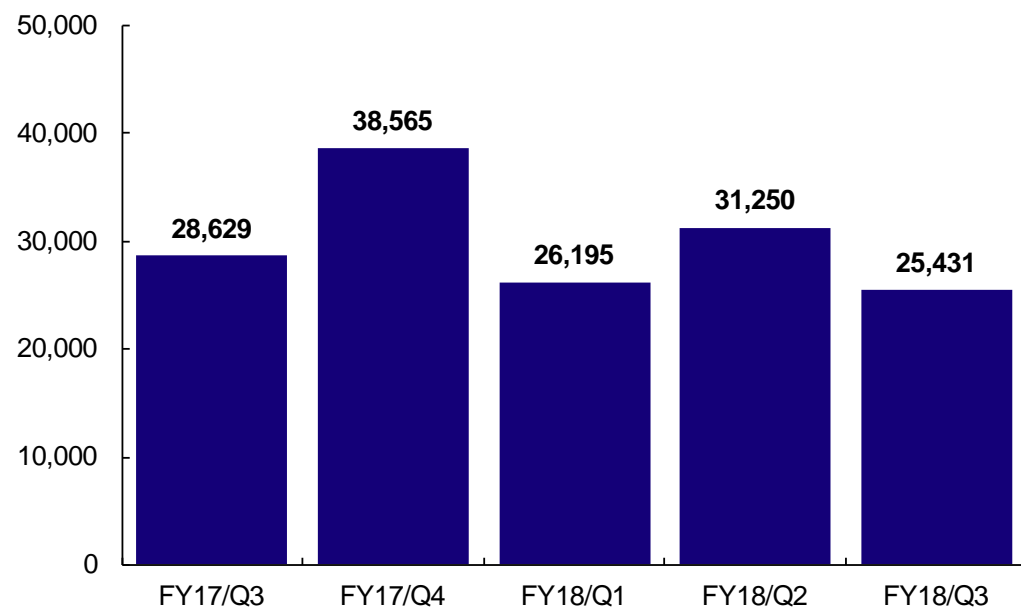
## 2. Earnings summary—net gain on trading

(JPY million)

	FY2018 Q2	FY2018 Q3	QoQ %	FY2017 Q3YTD	FY2018 Q3YTD	YoY %
<b>Total</b>	31,250	25,431	(18.6%)	85,659	82,878	(3.2%)
<b>Equities, etc.</b>	23,703	(1,115)	—	18,812	46,214	145.7%
<b>Bonds, etc. and others</b>	7,547	26,547	251.7%	66,847	36,663	(45.2%)

### Net gain on trading

(JPY million)



#### ✓ Highlights (FY18/Q3)

Net gain on trading : JPY 25.4bn (Q3YTD: JPY 82.8bn )

■ -5.8bn QoQ -18.6%

➤ Despite sales revenue earned via efforts to boost client flows, recorded QoQ decrease in the midst of severe market environment marked by challenges which included stock market corrections and widening credit spreads

■ -2.7bn YoY -3.2%

➤ Trading outside Japan sluggish since the start of FY18. In Japan, net gain from equities trading improved while that from fixed income decreased YoY due to deterioration in credit markets.

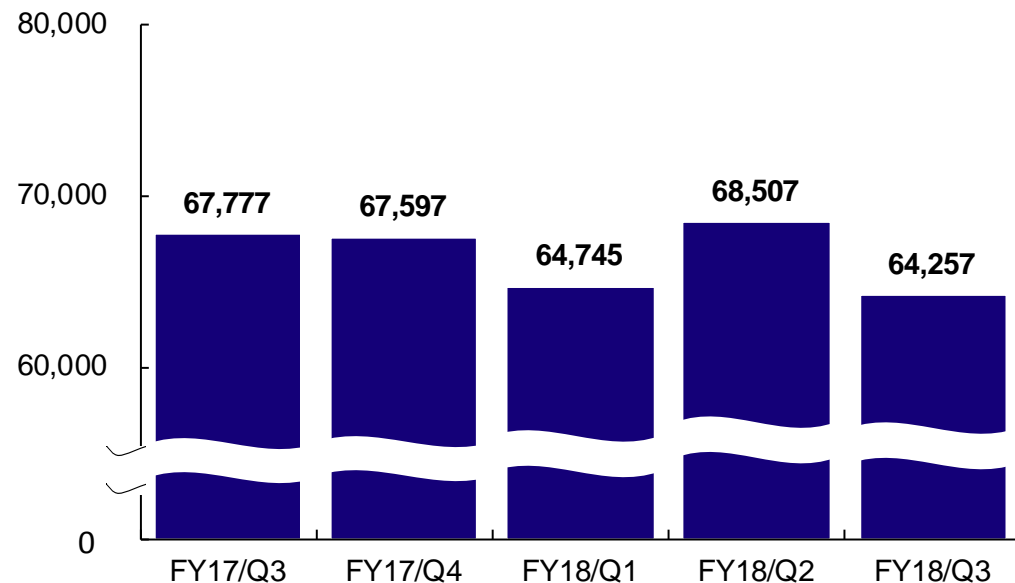
## 2. Earnings summary—SG&A expenses

(JPY million)

	FY2018 Q2	FY2018 Q3	QoQ %	FY2017 Q3YTD	FY2018 Q3YTD	YoY %
<b>Total</b>	68,507	<b>64,257</b>	<b>(6.2%)</b>	195,854	<b>197,510</b>	<b>0.8%</b>
Transaction-related	11,713	<b>12,287</b>	<b>4.9%</b>	34,419	<b>35,149</b>	<b>2.1%</b>
Personnel	32,057	<b>27,989</b>	<b>(12.7%)</b>	87,630	<b>89,749</b>	<b>2.4%</b>
Real estate	8,256	<b>7,728</b>	<b>(6.4%)</b>	23,429	<b>23,701</b>	<b>1.2%</b>
Administrative	6,861	<b>6,802</b>	<b>(0.9%)</b>	22,847	<b>20,248</b>	<b>(11.4%)</b>
Depreciation and amortization	7,175	<b>7,000</b>	<b>(2.4%)</b>	19,905	<b>21,100</b>	<b>6.0%</b>
Taxes and dues	1,357	<b>1,424</b>	<b>4.9%</b>	3,820	<b>4,211</b>	<b>10.2%</b>
Other	1,084	<b>1,024</b>	<b>(5.6%)</b>	3,801	<b>3,350</b>	<b>(11.9%)</b>

### Consolidated SG&A expenses

(JPY million)



#### ✓ Highlights (FY18/Q3)

SG&A expenses: JPY 64.2bn (Q3YTD: JPY 197.5bn)

■ -4.2bn QoQ -6.2%

➤ Despite increases in transaction-related expenses, recorded QoQ decrease thanks to various factors including decreases in personnel expenses

■ +1.6bn YoY +0.8%

➤ Despite increases in personnel, depreciation and amortization expenses, remained essentially flat YoY as a result of decreases across areas including administrative expenses

### 3. Business segments

(JPY million)

Net operating revenues*	FY2018 Q2	FY2018 Q3	QoQ %	FY2017 Q3YTD	FY2018 Q3YTD	YoY %
Global Investment Banking	20,426	20,029	(1.9%)	44,525	57,531	29.2%
Global Markets	46,224	32,687	(29.3%)	123,608	118,350	(4.3%)
R & BB**	36,403	33,881	(6.9%)	111,183	104,490	(6.0%)

(JPY million)

Ordinary income*	FY2018 Q2	FY2018 Q3	QoQ %	FY2017 Q3YTD	FY2018 Q3YTD	YoY %
Global Investment Banking	6,671	7,411	11.1%	5,047	18,514	266.8%
Global Markets	6,832	(3,655)	—	16,429	3,752	(77.2%)
R & BB**	4,742	3,294	(30.5%)	20,875	11,283	(45.9%)

\* Net operating revenues and ordinary income calculated on an internal management basis prior to the deduction of internal transactions.

Includes results of Mizuho Securities USA (which is no longer included in consolidated results).

Note that from FY18 Q1, MSUSA's net income and ordinary income include the net income and ordinary income of Mizuho Capital Markets as a result of this entity having been brought under MSUSA integrated management.

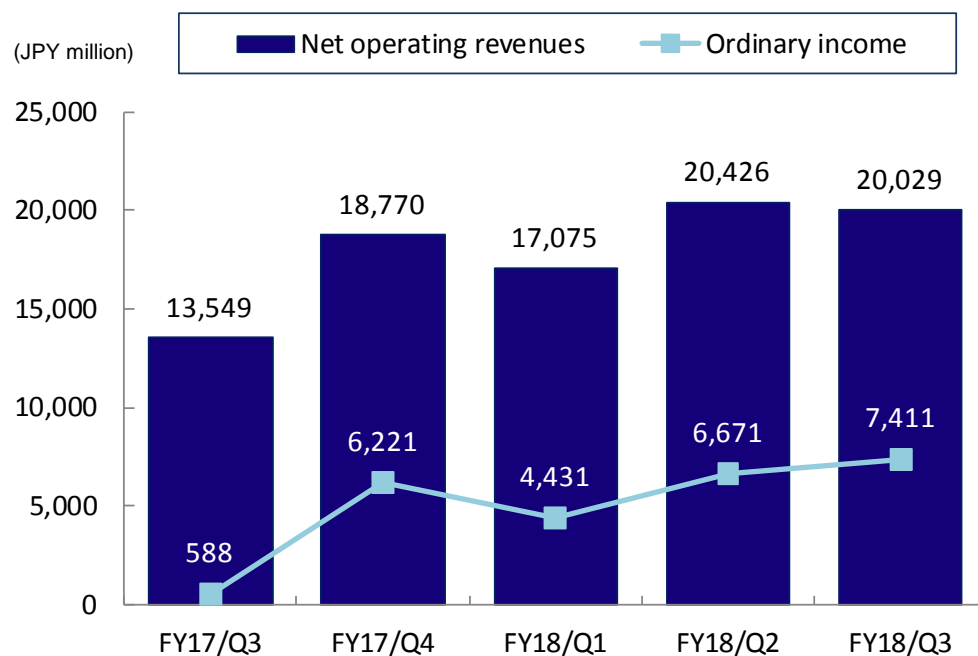
\*\* R&BB: Retail & Business Banking Division.



### 3. Business segments—Global Investment Banking

(JPY million)

Global Investment Banking	FY2018 Q2	FY2018 Q3	QoQ %	FY2017 Q3YTD	FY2018 Q3YTD	YoY %
Net operating revenues	20,426	20,029	(1.9%)	44,525	57,531	29.2%
Ordinary income	6,671	7,411	11.1%	5,047	18,514	266.8%



Net operating revenues and ordinary income calculated on an internal management basis prior to the deduction of internal transactions. Includes results of Mizuho Securities USA (which is no longer included in consolidated results).

#### ✓ Global Investment Banking highlights (QoQ)

➤ Despite declines in bond and structured finance revenue, recorded JPY 7.4bn in ordinary income (an increase of JPY 0.7bn QoQ) thanks to increases in stock underwriting revenue from winning large-scale underwriting deals

#### ✓ Global Investment Banking highlights (YoY)

➤ Recorded JPY 18.5bn in ordinary income (representing YoY increase of JPY 13.4bn) thanks not only to solid revenue from notable M&A advisory activity, but also to major increases in underwriting revenue (primarily due to large-scale underwriting deals)

### 3. Business segments—Global Investment Banking league tables

#### Major league tables

##### Total Japan publicly offered bonds (2018/4/1-2018/12/31)

Rank	Company Name	Amount (JPY bn)	Share (%)
1	<b>Mizuho Sec.</b>	<b>2,992.5</b>	<b>20.8</b>
2	SMBC Nikko Sec.	2,818.5	19.6
3	Nomura Sec.	2,765.0	19.2
4	Daiwa Sec.	2,538.7	17.7
5	Mitsubishi UFJ Morgan Stanley Sec.	2,143.4	14.9

Based on underwriting amount and pricing date basis  
Deals including straight bonds, investment corporation bonds, zaito institution bonds, municipal bonds (lead manager method only), samurai bonds and preferred securities, but excluding own debt  
Source: Prepared by Mizuho Securities based on data from I-N Information Systems

##### Total equity underwriting worldwide (2018/4/1-2018/12/31)

Rank	Company Name	Amount (JPY bn)	Share (%)
1	Nomura Sec.	1,056.7	20.0
2	Daiwa Sec.	841.9	16.0
3	Sumitomo Mitsui Financial Group	794.3	15.1
4	<b>Mizuho Financial Group</b>	<b>699.9</b>	<b>13.3</b>
5	Morgan Stanley	663.2	12.6

Based on underwriting amount and pricing date basis  
Deals including initial public offerings, public offerings, convertible bonds and REITs  
Source: Prepared by Mizuho Securities based on data from Refinitiv (formerly the financial and risk business of Thomson Reuters)

##### M&A Advisory for announced deals (2018/4/1-2018/12/31)

Rank	Company Name	No. of transactions	Amount (JPY bn)
1	Sumitomo Mitsui Financial Group	148	8,320.9
2	<b>Mizuho Financial Group</b>	<b>131</b>	<b>10,900.0</b>
3	Nomura Sec.	89	11,619.1
4	KPMG	65	823.0
5	Deloitte	58	403.7

Based on number of deals  
Any Japanese related deals (excluding real estate deals)  
Source: Prepared by Mizuho Securities based on data from Refinitiv (formerly the financial and risk business of Thomson Reuters)

##### ABS lead manager (Prelim. figures) (2018/4/1-2018/12/31)

Rank	Company Name	No. of transactions	Amount (JPY bn)
1	<b>Mizuho Financial Group</b>	<b>105</b>	<b>942.8</b>
2	Sumitomo Mitsui Financial Group	22	741.4
3	Sumitomo Mitsui Trust Holdings	11	561.9
4	Morgan Stanley	11	435.1
5	Nomura Holdings	9	337.1

Based on deal amounts and settlement date basis  
Source: Prepared by Mizuho Securities based on data (as of 9:00am, Jan. 16, 2019) from Refinitiv (formerly the financial and risk business of Thomson Reuters)

(Preliminary figures prior to release)

#### Major deals (FY18/Q3)

##### DCM

Japan	Global
– NIPRO	– AFLAC Inc
– DENTSU	– Agricultural Development Bank of China
– KDDI	– China Development Bank
– Don Quijote Holdings	– Conagra Brands Inc
– NSK	– Dow Chemical Co
– HONDA FINANCE	– FedEx Corp
– Rakuten	– KEXIM
– TEPCO Power Grid	– People's Republic of China
– Kyushu Electric Power	– SoFi Consumer Loan Program 2018-4 Trust
– AEON REIT Investment	– Total Capital SA
– Kansai Electric Power	– UnitedHealth Group Inc
– JRRT	– Veolia Environnement
– Banque Federative du Credit Mutuel	– Volkswagen Group of America Finance LLC
– Societe Generale	
– Kyoto Prefecture	
– City of Yokohama	

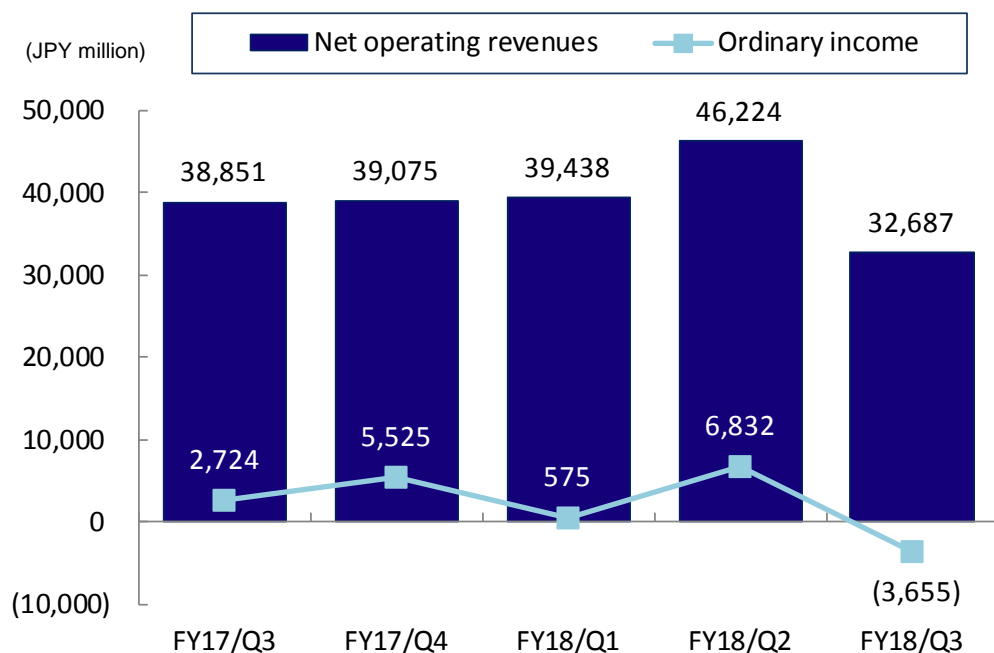
##### ECM

– Huric Reit	– GOOD LIFE COMPANY
– MIRAI Corporation	– SoftBank
– Hankyu Hanshin REIT	– ARTERIA Networks
– Tokyu Fudosan Holdings	– Autonomous Control Systems Laboratory
– MAINICHI COMNET	– COSMO ENERGY HOLDINGS
– NISSO	– Aryzta AG
– Delta - Fly Phama	– Conagra Brands Inc
– PRINTNET	– Kazatomprom
– Kasumigaseki Capital	– Liberty Media Corp

### 3. Business segments—Global Markets

(JPY million)

Global Markets	FY2018 Q2	FY2018 Q3	QoQ %	FY2017 Q3YTD	FY2018 Q3YTD	YoY %
Net operating revenues	46,224	32,687	(29.3%)	123,608	118,350	(4.3%)
Ordinary income	6,832	(3,655)	—	16,429	3,752	(77.2%)



#### ✓ Global Markets highlights (QoQ)

➤ Despite successful sales revenue generation via initiatives to capture investor flows, ordinary income decreased JPY -3.6bn QoQ, representing a QoQ shift from positive to negative territory, due to severe market environment marked by challenges which included stock market corrections and widening credit spreads

#### ✓ Global Markets highlights (YoY)

➤ Trading outside Japan sluggish since the start of FY18. Recorded JPY 3.7bn in ordinary income representing a YoY decrease (despite improvements across Japan's equities markets) due to deterioration in fixed income performance impacted by worsening credit market conditions

Net operating revenues and ordinary income calculated on an internal management basis prior to the deduction of internal transactions.

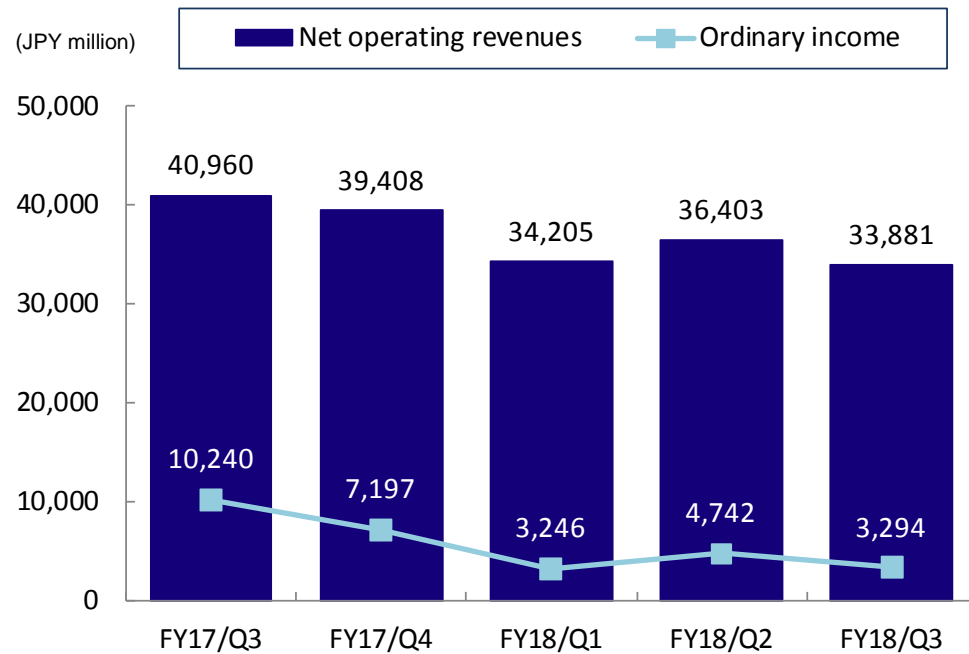
Includes results of Mizuho Securities USA (which is no longer included in consolidated results).

Note that from FY18 Q1, MSUSA's net income and ordinary income include the net income and ordinary income of Mizuho Capital Markets as a result of this entity having been brought under MSUSA integrated management.

### 3. Business segments—Retail & Business Banking (R&BB)

(JPY million)

R & BB	FY2018 Q2	FY2018 Q3	QoQ %	FY2017 Q3YTD	FY2018 Q3YTD	YoY %
Net operating revenues	36,403	33,881	(6.9%)	111,183	104,490	(6.0%)
Ordinary income	4,742	3,294	(30.5%)	20,875	11,283	(45.9%)



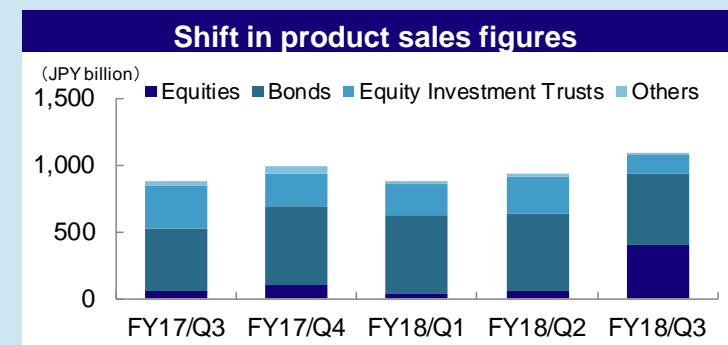
Net operating revenues and ordinary income calculated on an internal management basis prior to the deduction of internal transactions.

#### ✓ R&BB highlights (QoQ)

- Despite revenue earned from large-scale underwriting deals, recorded a QoQ decline in ordinary income, to JPY 3.2bn, as a result of sluggish sales of equity investment trusts and other products due to severe market environment characterized by stock price stagnation

#### ✓ R&BB highlights (YoY)

- Despite strong equities sales as a result of both winning large-scale underwriting deals and retail-client-targeted block trade deals, recorded just JPY 11.2bn in ordinary income (representing a YoY decline) as a result of declines in sales of equity investment trusts and other products impacted by the sudden drop in stock prices last October



### 3. Business segments—Retail & Business Banking (R&BB)/topics

#### ✓ Asset inflow

- Net asset inflow for Q3: JPY 2,657.7 billion (highest since merger\*1)
- Cumulative net asset inflow for Q3: JPY 3,713.6 billion (highest since merger)

#### ✓ Number of lead-managed IPOs

- Maintained #1 ranking for cumulative number of lead-managed IPOs for Q3 (won 7 IPO lead-managed deals for Q3 (Incl. co-lead-managed deals))

#### ✓ CS enhancement & other initiatives

- Awarded “S” grade\*2 by Rating and Investment Information, Inc. (“R&I”) in recognition of noteworthy efforts to conduct investment trust sales-related activities and initiatives with the best interests of clients in mind
- Adopted Release 6 as part of ongoing “COPC® CSP” certification renewal in striving to further enhance Contact Center CS quality\*3
- Awarded Japan's Minister of the Environment Award, Corporate Category of the 2018 Eco-drive Championship sponsored by Times 24 Co., Inc. (outcompeted 70,000 corporate entities to win 1st place\*4)

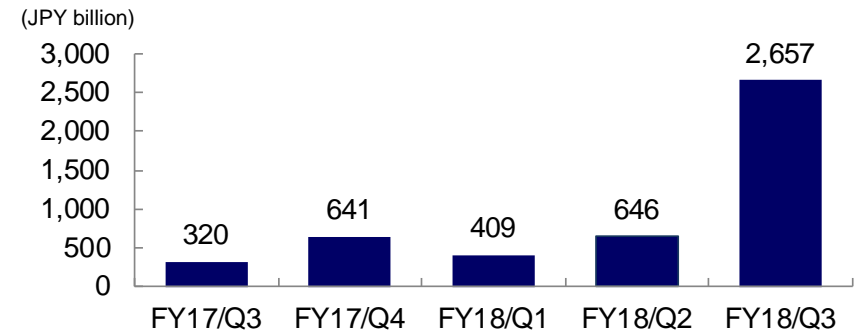
\*1 Since the merger of the former Mizuho Securities and former Mizuho Investors Securities.

\*2 R&I's “Customer-Oriented Investment Trust Sales Company Evaluations” (“Evaluations”) represent R&I's opinions regarding fiduciary duty-related initiatives of sales companies engaged in sales of investment trusts and are not statements of fact. Although the information used by R&I to make Evaluations has been deemed credible by R&I at its own discretion, R&I has not independently verified the accuracy of such information. The accuracy and completeness of such Evaluations are not guaranteed by R&I and R&I does not endorse the purchase, sale, or holding of specified financial instruments nor guarantee their future performance. Intellectual property rights, including copyrights and all other rights relating to Evaluations, are the sole property of R&I and any unauthorized copying or other means of reproduction are strictly prohibited.

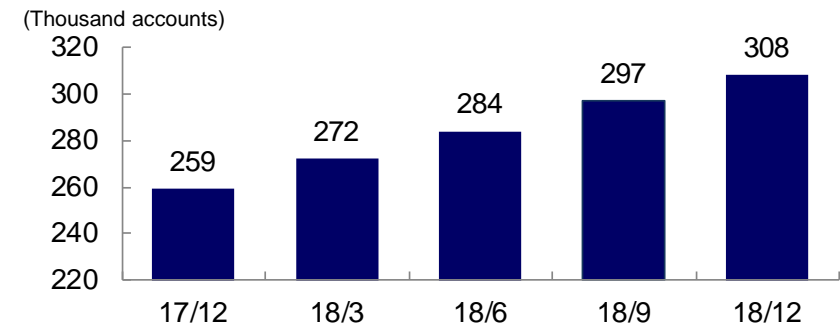
\*3 COPC Standards are international quality assurance standards for contact centers with certification granted only to those organizations which have achieved excellent performance and have realized incomparably high levels of customer satisfaction.

\*4 This Times 24 Co., Ltd. campaign was held in cooperation with Japan's Ministry of the Environment. Entrants competed to cover the most distance while “eco driving” (avoiding quick acceleration/deceleration) while using Times 24's car-sharing service.

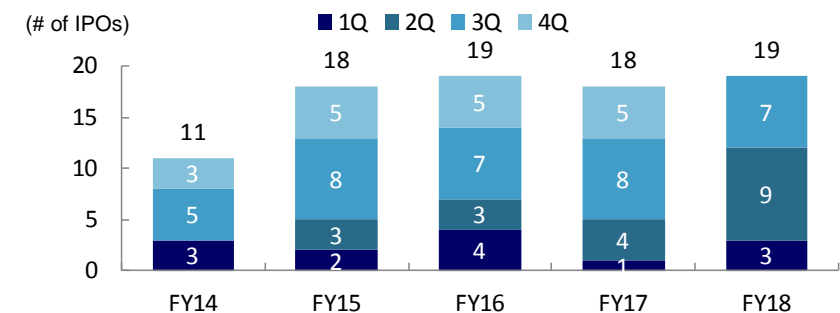
#### Asset inflow



#### # of accounts introduced by Mizuho Bank



#### # of lead-managed IPOs

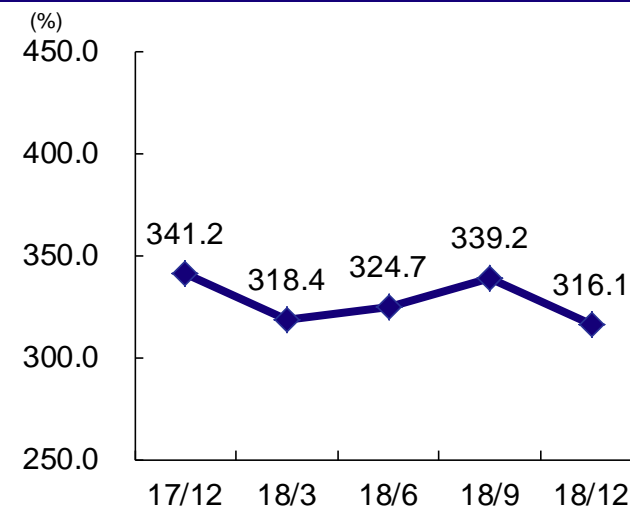


## 4. Balance sheet summary

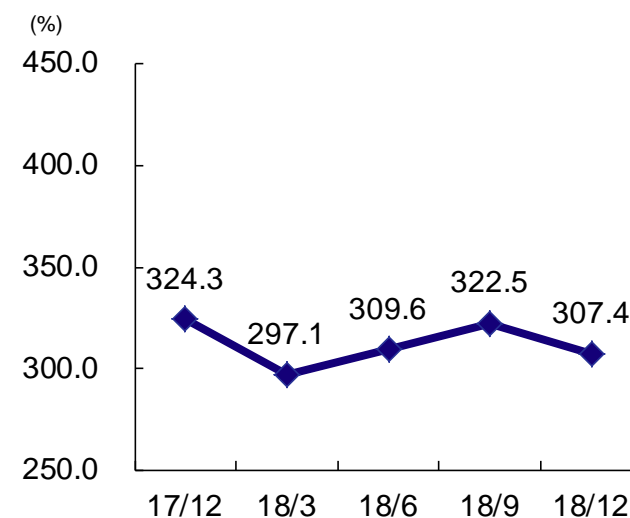
### Balance sheets (consolidated)

	2018		2018	
	Sep.	Dec.	Sep.	Dec.
	(JPY billion)			
<b>Assets</b>			<b>Liabilities</b>	
<b>Total current assets</b>	<b>16,288</b>	<b>16,035</b>	<b>Total current liabilities</b>	<b>14,613</b> <b>14,355</b>
Cash and bank deposits	473	445	Trading liabilities	5,477    6,022
Trading assets	7,721	7,646	Collateralized short-term financing agreements-receivable	6,132    5,631
Operating investment securities	52	58	Short-term borrowings	1,401    870
Collateralized short-term financing agreements-receivable	7,057	7,065	Commercial paper	272    333
<b>Total noncurrent assets</b>	<b>247</b>	<b>244</b>	<b>Total noncurrent liabilities</b>	<b>998</b> <b>1,013</b>
Property and equipment	31	30	Bonds and notes	765    777
Intangible assets	93	91	Long-term borrowings	209    211
Investments and other assets	123	121	<b>Total liabilities</b>	<b>15,615</b> <b>15,370</b>
Investment securities	74	63	<b>Net assets</b>	
			Total shareholders' equity	944    946
			Accumulated other comprehensive income	(29)    (43)
			Non-controlling interests	6    6
			<b>Total net assets</b>	<b>921</b> <b>909</b>
<b>Total assets</b>	<b>16,536</b>	<b>16,280</b>	<b>Total liabilities and net assets</b>	<b>16,536</b> <b>16,280</b>

### Capital adequacy ratio (consolidated)



### Capital adequacy ratio (non-consolidated)



Reference Data

## 5. Profit and Loss Statement—Consolidated results

(JPY million)

	FY17/Q1-Q4				FY18/Q1	FY18/Q2	FY18/Q3	
	FY17/Q1	FY17/Q2	FY17/Q3	FY17/Q4				
Operating revenues	381,474	82,272	103,189	93,751	102,260	92,756	109,661	90,728
Commissions	168,429	37,653	42,116	45,835	42,823	38,927	45,424	45,198
Brokerage commissions	37,319	8,828	8,428	10,684	9,377	8,058	8,102	7,168
Equities	35,949	8,508	8,076	10,375	8,989	7,812	7,767	6,816
Bonds	856	192	264	200	199	162	235	191
Underwriting and selling fees and commissions	29,574	5,411	9,192	7,301	7,669	7,371	11,312	17,278
Equities	14,460	1,860	2,874	4,206	5,518	2,649	4,457	12,508
Bonds	14,913	3,499	6,268	3,012	2,133	4,636	6,473	4,751
Offering, selling, and other commissions and fees	41,704	9,763	9,560	12,092	10,286	9,877	11,002	7,772
Beneficiary certificates	27,594	7,010	6,292	8,026	6,264	6,174	7,606	3,945
Other commissions and fees	59,831	13,649	14,934	15,757	15,489	13,619	15,006	12,979
Beneficiary certificates	17,333	4,078	4,263	4,495	4,495	4,503	4,538	4,331
Other (excl. equities and bonds)	24,441	5,156	5,481	5,668	8,135	5,779	8,366	6,466
Net gain on trading	124,225	27,201	29,829	28,629	38,565	26,195	31,250	25,431
Equities, etc.	18,366	5,485	5,714	7,612	(446)	23,626	23,703	(1,115)
Bonds, etc. and Others	105,859	21,715	24,115	21,016	39,011	2,568	7,547	26,547
Net gain (loss) on operating investment securities	10,069	511	6,872	3,072	(387)	4,284	1,951	874
Interest and dividend income	78,750	16,906	24,372	16,213	21,258	23,350	31,034	19,223
Interest expenses	75,401	14,858	20,828	16,240	23,474	19,766	26,226	22,221
Net operating revenues	306,072	67,414	82,360	77,511	78,785	72,990	83,435	68,506
SG&A expenses	263,451	61,532	66,543	67,777	67,597	64,745	68,507	64,257
Operating income	42,620	5,881	15,817	9,733	11,188	8,244	14,927	4,249
Non-operating income	3,284	888	499	730	1,166	1,161	846	422
Non-operating expenses	2,644	470	431	1,020	721	629	343	755
Ordinary income	43,260	6,298	15,885	9,442	11,632	8,775	15,430	3,915
Extraordinary gains	4,572	1,907	86	323	2,254	1,848	418	69
Extraordinary losses	5,319	133	1,664	507	3,013	33	1,397	485
Net income attributable to owners of parent	35,751	5,269	11,868	6,921	11,692	8,019	13,488	2,225



## 6. Profit and Loss Statement—Non-consolidated results

(JPY million)

	FY17/Q1-Q4				FY18/Q1	FY18/Q2	FY18/Q3	
	FY17/Q1	FY17/Q2	FY17/Q3	FY17/Q4				
Operating revenues	326,755	68,413	84,132	79,174	95,035	82,950	97,708	81,116
Commissions	142,534	31,026	34,578	37,682	39,247	34,277	41,244	41,308
Brokerage commissions	30,818	7,143	6,666	9,015	7,993	6,512	6,491	5,843
Equities	30,142	6,973	6,531	8,866	7,771	6,388	6,332	5,638
Bonds	166	44	47	41	32	40	59	44
Underwriting and selling fees and commissions	24,966	4,731	7,524	6,203	6,507	6,139	9,830	15,586
Equities	12,601	1,444	2,494	3,816	4,846	2,218	4,059	11,871
Bonds	12,165	3,235	4,980	2,304	1,644	3,836	5,389	3,696
Offering, selling, and other commissions and fees	31,378	7,619	7,191	9,084	7,483	7,475	9,062	5,294
Beneficiary certificates	27,546	6,962	6,292	8,026	6,264	6,174	7,606	3,945
Other commissions and fees	55,370	11,531	13,195	13,379	17,264	14,150	15,859	14,583
Beneficiary certificates	17,308	4,052	4,263	4,495	4,495	4,503	4,538	4,331
Other (excl. equities and bonds)	20,808	4,081	4,628	4,725	7,373	4,890	7,457	5,619
Net gain on trading	114,858	23,904	26,025	27,462	37,466	25,150	27,529	23,071
Equities, etc.	18,369	5,534	5,691	7,602	(458)	23,618	23,657	(1,097)
Bonds, etc. and Others	96,488	18,370	20,334	19,859	37,924	1,532	3,872	24,168
Net gain (loss) on operating investment securities	2,300	35	1,935	402	(73)	3,642	739	600
Interest and dividend income	67,061	13,446	21,592	13,627	18,394	19,879	28,194	16,136
Interest expenses	57,147	10,237	15,952	11,430	19,526	15,278	21,226	17,761
Net operating revenues	269,607	58,175	68,179	67,743	75,508	67,672	76,481	63,355
SG&A expenses	236,574	54,277	59,092	60,353	62,851	59,572	60,527	57,748
Operating income	33,032	3,898	9,086	7,390	12,657	8,099	15,954	5,606
Non-operating income	6,947	5,527	530	243	646	6,970	973	511
Non-operating expenses	1,400	311	244	415	429	116	15	32
Ordinary income	38,580	9,114	9,373	7,218	12,874	14,953	16,913	6,084
Extraordinary gains	4,286	1,342	84	408	2,449	1,931	418	75
Extraordinary losses	5,015	44	1,686	410	2,873	31	502	544
Net income	32,161	7,859	6,560	6,016	11,725	14,099	14,883	4,835

## 6. Market share, assets under management—non-consolidated

(JPY billion)

		FY17/Q1	FY17/Q2	FY17/Q3	FY17/Q4	FY18/Q1	FY18/Q2	FY18/Q3
Equity trading volume	Total	11,058	10,867	12,828	12,864	13,204	12,610	12,828
	Dealing	5,107	4,957	5,846	6,036	6,396	5,334	5,598
	Brokerage	5,951	5,910	6,981	6,827	6,807	7,275	7,229
Share in TSE		2.80%	2.85%	2.78%	2.73%	3.17%	3.19%	2.94%
Underwriting	Equities	37	133	76	116	45	77	424
	Bonds	1,761	2,123	1,826	1,415	1,924	2,126	1,716
Distribution	Equities	42	147	112	164	60	103	448
	Bonds	1,073	1,487	969	749	1,319	1,581	1,245
	Investment Trusts	1,616	1,737	1,965	1,766	1,509	1,543	1,558

(JPY billion)

		17/6	17/9	17/12	18/3	18/6	18/9	18/12
AUM		40,595	42,341	45,053	44,396	44,243	45,943	43,452
Equities		22,674	23,903	26,272	25,927	25,635	26,676	24,435
Bonds		12,267	12,579	12,606	12,647	12,726	13,131	13,528
Investment trusts		5,248	5,436	5,752	5,381	5,402	5,538	4,939
Others		405	422	421	439	479	596	549
R & BB* AUM		30,127	31,539	33,163	32,829	33,150	34,293	31,191
Equities		14,878	15,799	16,971	16,604	16,844	17,511	14,682
Bonds		10,787	11,094	11,183	11,274	11,284	11,594	11,832
Investment trusts		4,405	4,563	4,937	4,872	4,949	5,137	4,584
Net inflow of client assets (R & BB Division)		234	502	320	641	409	646	2,657

\* R & BB Division: Retail & Business Banking Division

## 6. Number of accounts and product sales—non-consolidated

(Thousand account)

	17/6	17/9	17/12	18/3	18/6	18/9	18/12
Cash management accounts	1,706	1,717	1,725	1,740	1,752	1,763	1,775
Online trading accounts	1,125	1,141	1,154	1,174	1,192	1,213	1,231
Number of new client accounts (R & BB Division)	21	23	21	26	25	28	27
New NISA accounts	352	351	351	352	352	353	354

	FY17/Q1	FY17/Q2	FY17/Q3	FY17/Q4	FY18/Q1	FY18/Q2	FY18/Q3
% of # of transactions traded online (equities)	52.0%	53.8%	53.7%	55.8%	52.4%	54.9%	57.3%
% of transaction value traded online (equities)	23.7%	26.9%	28.3%	26.2%	24.4%	19.2%	25.6%

(JPY billion)

	FY17/Q1	FY17/Q2	FY17/Q3	FY17/Q4	FY18/Q1	FY18/Q2	FY18/Q3
Foreign bond sales*	254.7	315.7	293.8	344.8	254.5	303.3	257.8
Japan domestic bond sales*	222.0	201.8	170.3	251.8	335.1	272.8	268.1
Equity investment trust sales*	263.6	256.6	324.3	245.0	225.0	277.9	142.6

\*R & BB Division figures

## 7. Capital adequacy ratio

(JPY billion)

Consolidated	17/6	17/9	17/12	18/3	18/6	18/9	18/12
Basic items	850	862	869	867	874	891	886
Supplemental items	121	123	124	122	122	122	115
Deducted assets	201	211	209	207	214	212	222
Equity after deductions	769	774	784	782	782	800	779
Amount equivalent to risk	220	228	229	245	240	236	246
Capital adequacy ratio	348.6%	339.1%	341.2%	318.4%	324.7%	339.2%	316.1%

(JPY billion)

Non-consolidated	17/6	17/9	17/12	18/3	18/6	18/9	18/12
Basic items	820	827	833	832	855	869	874
Supplemental items	106	105	107	107	107	107	101
Deducted assets	324	336	335	334	363	359	370
Equity after deductions	603	596	604	605	599	617	605
Amount equivalent to risk	172	181	186	203	193	191	197
Capital adequacy ratio	349.1%	328.7%	324.3%	297.1%	309.6%	322.5%	307.4%

## 8. Number of employees and offices

	17/6	17/9	17/12	18/3	18/6	18/9	18/12
Consolidated number of employees	9,827	9,832	9,840	9,867	10,201	10,091	10,035
Non-consolidated	7,651	7,643	7,599	7,554	7,846	7,747	7,670
Domestic affiliate companies	755	742	734	725	743	718	727
Overseas subsidiaries	1,421	1,447	1,507	1,588	1,612	1,626	1,638
Number of offices	283	283	284	284	271	272	272
Japan	274	274	275	275	262	263	263
Overseas (Rep. offices and subsidiaries)	9	9	9	9	9	9	9

\*Figures for number of employees and number of offices include those of Mizuho Securities USA (610 employees as of the end of Jun. 2017, 627 employees as of the end of Sep. 2017, 690 employees as of the end of Dec. 2017, 776 employees as of the end of Mar. 2018, 788 employees as of the end of Jun. 2018, 801 employees as of the end of Sep. 2018 and 818 employees as of the end of Dec. 2018).