

# Financial Presentation for 1<sup>st</sup> Half, FY2010

### Japan Securities Finance Co.,Ltd

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# Financial Summary

### Financial Summary for 1st Half, FY2010

| ,                                       |              |               |                                   |              |              | ¥ mi                                |  |
|---|--------------|---------------|-----------------------------------|--------------|--------------|-------------------------------------|--|
|   |              | <b>Parent</b> |                                   | Consolidated |              |                                     |  |
|   | FY2009<br>1H | FY2010<br>1H  | Change                            | FY2009<br>1H | FY2010<br>1H | Change                              |  |
| Operating<br>Revenues                   | 11,904       | 9,227         | <b>▲</b> 2,677 ( <b>▲</b> 22.5%)  | 15,749       | 11,904       | <b>▲</b> 3,845 ( <b>▲</b> 24.4%)    |  |
| EX Premium<br>Charges                   | 8,482        | 7,509         | <b>▲</b> 972<br>( <b>▲</b> 11.5%) | 12,327       | 10,186       | <b>▲</b> 2,140<br>( <b>▲</b> 17.4%) |  |
| Operating<br>Expenses                   | 6,003        | 4,053         | ▲1,949                            | 7,909        | 5,247        | <b>▲</b> 2,662                      |  |
| General &<br>Administrative<br>Expenses | 3,427        | 3,284         | ▲143                              | 4,049        | 3,932        | ▲117                                |  |
| Operating<br>Profit                     | 2,473        | 1,889         | <b>▲</b> 584 ( <b>▲</b> 23.6%)    | 3,790        | 2,724        | <b>▲</b> 1,065<br>( <b>▲</b> 28.1%) |  |
| Gain or Loss in<br>Equity-Method        | _            | 1             | 1                                 | <b>▲</b> 425 | 20           | 446                                 |  |
| Recurring<br>Income                     | 2,782        | 2,179         | <b>▲</b> 602 ( <b>▲</b> 21.7%)    | 3,512        | 2,868        | <b>▲</b> 644<br>( <b>▲</b> 18.3%)   |  |
| Extraordinary Profit or Loss            | 211          | 41            | <b>▲</b> 170                      | <b>4</b>     | 725          | 729                                 |  |
| Net Income                              | 1,853        | 1,395         | <b>▲</b> 458 ( <b>▲</b> 24.7%)    | 2,238        | 2,655        | 417<br>(18.7%)                      |  |

### Operating Revenues by Each Business

|   |         | ¥ mi    |
|---|---------|---------|
|   | Sep-09  | Sep-10  |
| Securities Finance Bussiness                        | 11,837  | 9,183   |
| Margin Loan Business                                | 7,426   | 4,517   |
|   | (47.1%) | (37.9%) |
| Interest on Loans                                   | 1,638   | 1,698   |
| Interest on collateral money of securities procured | 1,133   | 379     |
| Fees on Lending Securities                          | 4,351   | 2,183   |
| Premium Charges                                     | 3,422   | 1,717   |
| Lending Fees  | 928     | 465     |
| Bond Financing and General Loans Business           | 650     | 561     |
|   | (4.1%)  | (4.7%)  |
| Bond financing & General Loans                      | 397     | 362     |
| Loans for Negotiable Margin Transactions            | 105     | 110     |
| Securities Lending Business                         | 801     | 781     |
|   | (5.1%)  | (6.6%)  |
| General Stock Lending                               | 152     | 164     |
| Bond Lending  | 649     | 617     |
| Others  | 2,959   | 3,323   |
|   | (18.8%) | (27.9%) |
| Bond Trading (Parent only)                          | 2,902   | 3,282   |
| Γ <u>r</u> ust Business                             | 3,382   | 2,225   |
|   | (21.5%) | (18.7%) |
| Interest on Loans                                   | 703     | 592     |
| Trust Charges                                       | 114     | 150     |
| Bond Trading  | 2,513   | 1,413   |
| Real Estate Management Business                     | 529     | 494     |
|   | (3.4%)  | (4.2%)  |
| Operating Revenues                                  | 15,749  | 11,904  |
| (excluded Premium Charges)                          | 12,327  | 10,186  |

#### [Margin Loan]

 Although Interest on loans increased, Fees on Lending Securities decreased.

#### **(Bond Financing and General Loans)**

- ·Loan Balance on the whole was sluggish.
- Equity Repo balance decreased.

#### **(Securities Lending)**

- Borrowing demands of stock lending increased.
- Interest on collateral money of bond lending decreased because of a decline of trading rates.

#### [Others]

Profit on sale of holding JGBs increased.

#### **[Trust Bank]**

 Although Trust Charges increased, Lending rate and investment yield of bonds lowered.

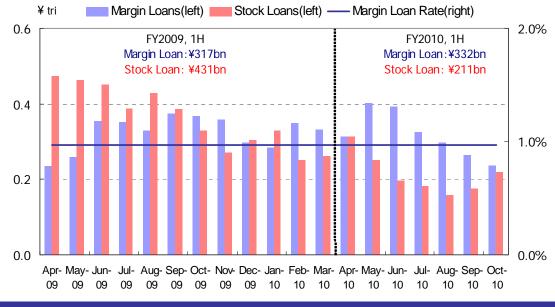
### Financial Highlights for 1st Half, FY2010

### 1

#### Margin Loan Balance for 1st Half, FY2010

|                            | Avg. Margin<br>Loan | Avg. Stock<br>Loan | Loan Rate<br>(as of sep) | Policy Rate (as of sep) |
|----------------------------|---------------------|--------------------|--------------------------|-------------------------|
|                            | ¥ bn                | ¥ bn               |                          |                         |
| FY2010, 1H                 | 332                 | 211                | 0.97%                    | 0.10%                   |
| YoY                        | 15                  | -219               | 0.00%                    | 0.00%                   |
| [Refference]<br>FY2009, 1H | 317                 | 431                | 0.97%                    | 0.10%                   |

|    |  |        |        | . + !!!!! |
|----|--|--------|--------|-----------|
|    |  | Sep-09 | Sep-10 | Change    |
| Ma | rgin Loan Business                                 | 7,426  | 4,517  | -39.2%    |
|    |  |        |        |           |
| I  | nterest on Loans                                   | 1,638  | 1,698  | 3.7%      |
|    | nterest on collateral money of securities procured | 1,133  | 379    | -66.5%    |
| F  | ees on Lending Securities                          | 4,351  | 2,183  | -49.8%    |
|    | Premium Charges                                    | 3,422  | 1,717  | -49.8%    |
|    | Lending Fees                                       | 928    | 465    | -49.9%    |



- Avg.margin loan balance increased, and Interest on Loans also increased slightly.
- Avg. Stock Loan Balance reduced by half, and Premium Charges and Lending fees also decreased.

¥ mil

### Financial Highlights for 1<sup>st</sup> Half, FY2010

### **Booked Profit in Equity-Method**

◆Booked Profit in Equity-Method of ¥20mil due to earning recovery in JBIS Holdings.

|                        |              |              | + mii  |
|------------------------|--------------|--------------|--------|
|                        | FY2009<br>1H | FY2010<br>1H | change |
| Non-Operating Revenues | 153          | 149          | -3     |
| Gain in Equity-Method  | _            | 20           | 20     |
| Non-Operating Expenses | 431          | 6            | -425   |
| Loss in Equity-Method  | 425          | _            | -425   |

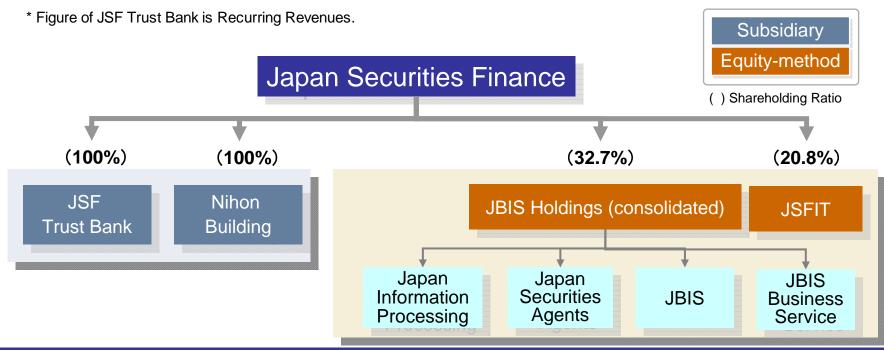
### Extraordinary Profit increased due to reversal of allowance of doubtful receivables

◆Booked reversal of allowance of doubtful receivables of ¥754mil in Extraordinary Profit, due to decrease of credit cost in JSF Trust Bank.

|   |              |              | ¥ mil  |
|---|--------------|--------------|--------|
|   | FY2009<br>1H | FY2010<br>1H | change |
| Extraordinary Profit or Loss                  | -4           | 725          | 729    |
| reversal of allowance of doubtful receivables | 1            | 754          | 752    |

### Financial Results of Group Companies

|                |              |                     |                     | ¥ mil         |
|----------------|--------------|---------------------|---------------------|---------------|
|                | Shareholding | FY                  | 2010, 1H Resu       | ults          |
|                | Ratio        | Operating Revenues* | Recurring<br>Income | Net<br>Income |
| Consolidated   |              | 11,904              | 2,868               | 2,655         |
| JSF            | -            | 9,227               | 2,179               | 1,395         |
| JSF Trust Bank | 100%         | 2,227               | 574                 | 1,256         |
| Nihon Building | 100%         | 665                 | 272                 | 165           |
| Equity-method  | -            | Gain in Equ         | 20                  |               |



### Financial Results for JSF Trust Bank

|                      |              |        | <u>¥mil</u> |
|----------------------|--------------|--------|-------------|
|                      | FY2009<br>1H |        |             |
| Recurring Revenues   | 3,384        | 2,227  | ▲1,156      |
| Trust charges        | 114          | 150    | 35          |
| Recurring Income     | 801          | 574    | ▲227        |
| Extraordinary Profit |              | 682    | 682         |
| Net Income           | 801          | 1,256  | 454         |
| Equity Ratio         | 17.77%       | 23.01% |             |

#### Financial Highlights for 1st Half, FY2010

- ◆Trust charges increased due to strengthening the expansion of trust business.
- ◆ Due to lowered loan rate and lowered investment yield of bonds, Recurring revenues decreased.
- Booked reversal of allowance of doubtful receivables of ¥682mil in Extraordinary Profit (Booked provision for loan loss reserve of ¥211mil in FY2009 1H), due to decrease of doubtful receivables for borrowers, and Net Income exceeded FY2009 1H.
- CDO which was in the process of redemption was redeemed in July 2010.

### Main Assets of JSF Trust Bank

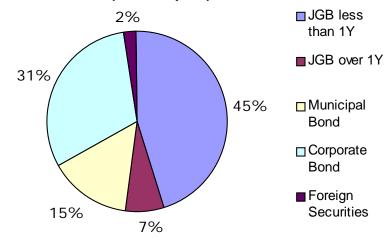
#### Securities Holdings

|     |                    |           |           |           | ¥mil                                 |
|-----|--------------------|-----------|-----------|-----------|--------------------------------------|
|     |                    | Sep-09    | Mar-10    | Sep-10    | Notes                                |
| JGB |                    | 802,388   | 897,766   | 527,945   |                                      |
|     | less than 1Y       | 706,880   | 847,870   | 457,934   |                                      |
|     | over 1Y            | 95,507    | 49,895    | 70,010    |                                      |
| Sho | rt-term Bond       | 0         | 0         | 0         |                                      |
| Mun | icipal Bond        | 70,479    | 105,029   | 151,896   |                                      |
| Cor | porate Bond        | 240,183   | 313,267   | 316,593   | Government<br>Guaranteed Bond        |
| Equ | ity                | 4         | 4         | 4         |                                      |
| Oth | er Securities      | 25,008    | 25,437    | 23,301    |                                      |
|     | Foreign Securities | 22,135    | 22,331    | 22,528    | Euroyen Bond                         |
|     | Investment Fund    | 0         | 0         | 0         |                                      |
|     | CDO                | 2,654     | 2,732     | 405       | Added to the allowance for bad debts |
|     | others             | 217       | 373       | 367       |                                      |
|     | Total              | 1,138,063 | 1,341,505 | 1,019,740 |                                      |

#### Loan Balance by Industry

| • ===================================== | - 10 <b>y</b> 11110101 |       | ¥mil         |       |              |       |
|---|------------------------|-------|--------------|-------|--------------|-------|
|   | Sep-09                 |       | Mar-10       |       | Sep-10       |       |
|   | Loan Balance           | ratio | Loan Balance | ratio | Loan Balance | ratio |
| Manufacturing                           | 33,779                 | 17.5% | 33,241       | 12.7% | 32,145       | 8.8%  |
| Fishery                                 | 1,322                  | 0.7%  | 166          | 0.1%  | 111          | 0.0%  |
| Mining                                  | 624                    | 0.3%  | 576          | 0.2%  | 528          | 0.1%  |
| Construction                            | 4,593                  | 2.4%  | 3,419        | 1.3%  | 1,890        | 0.5%  |
| Energy & Utilities                      | 1,995                  | 1.0%  | 1,996        | 0.8%  | 1,998        | 0.5%  |
| Communication                           | 2,674                  | 1.4%  | 2,608        | 1.0%  | 3,111        | 0.9%  |
| Transportation                          | 14,602                 | 7.6%  | 11,773       | 4.5%  | 11,582       | 3.2%  |
| Wholesale                               | 4,417                  | 0.0%  | 4,414        | 1.7%  | 5,621        | 1.5%  |
| Retail                                  | 2,302                  | 1.2%  | 1,595        | 0.6%  | 181          | 0.0%  |
| Finance & Insurance                     | 6,217                  | 3.2%  | 13,061       | 5.0%  | 13,563       | 3.7%  |
| Real Estate                             | 8,236                  | 4.3%  | 4,641        | 1.8%  | 2,752        | 0.8%  |
| Service Industries                      | 1,331                  | 0.7%  | 877          | 0.3%  | 1,249        | 0.3%  |
| Governments                             | 110,830                | 57.4% | 184,164      | 70.1% | 289,811      | 79.5% |
| Total                                   | 192,927                |       | 262,535      |       | 364,546      |       |
| (exclude Governments)                   | 82,097                 |       | 78,371       |       | 74,735       |       |

#### ■ Ratio of Securities(as of Sep-10)



#### Change of Loan Balance (as compared with





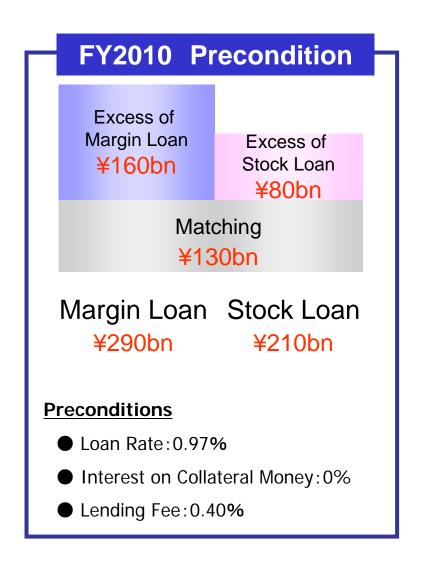
### Estimated Figures for FY2010

|                    |   |                    | Pa         | arent                                |                                      | Consolidated |                                     |                    |            |                                      |                                      |            |
|--------------------|---|--------------------|------------|--------------------------------------|--------------------------------------|--------------|-------------------------------------|--------------------|------------|--------------------------------------|--------------------------------------|------------|
| V mil              | 1st Half<br>estimated<br>(announced   | 1st Half<br>Result | difference | FY2010<br>estimated<br>(announced on | FY2010<br>estimated<br>(announced on | difference   | 1st Half<br>estimated<br>(announced | 1st Half<br>Result | difference | FY2010<br>estimated<br>(announced on | FY2010<br>estimated<br>(announced on | difference |
| ¥ mil<br>Operating | on Jul/29)  |                    |            | Jul/29)                              | Nov/8)                               |              | on Jul/29)                          |                    |            | Jul/29)                              | Nov/8)                               |            |
| Income             | 1,600   | 1,889              | 289        | 1,900                                | 1,900                                | _            | 2,300                               | 2,724              | 424        | 2,900                                | 3,100                                | 200        |
| Recurring          |   |                    |            |                                      |                                      |              |                                     |                    |            |                                      |                                      |            |
| Income             | 1,900   | 2,179              | 279        | 2,400                                | 2,400                                | _            | 2,500                               | 2,868              | 368        | 3,700                                | 3,500                                | -200       |
| Net Income         | 1,200   | 1,395              | 195        | 1,500                                | 1,500                                | _            | 2,200                               | 2,655              | 455        | 3,000                                | 3,300                                | 300        |
| EPS (Yen)          | 12.90   | 14.99              |            | 16.12                                | 16.12                                |              | 23.77                               | 28.69              |            | 32.41                                | 35.65                                |            |
|                    | 12.90   14.99   16.12   16.12   23.77   28.69   32.41   35.65    Margin Loan balance:¥290bn (▲¥50bn)  Stock Loan balance:¥210bn (▲¥20bn)  Loan Rate:0.97%, Interest on Collateral Money:0%, Lending Fee:0.40% (no change) |                    |            |                                      |                                      |              |                                     |                    |            |                                      |                                      |            |

**Japan Securities Finance Co.,Ltd** 

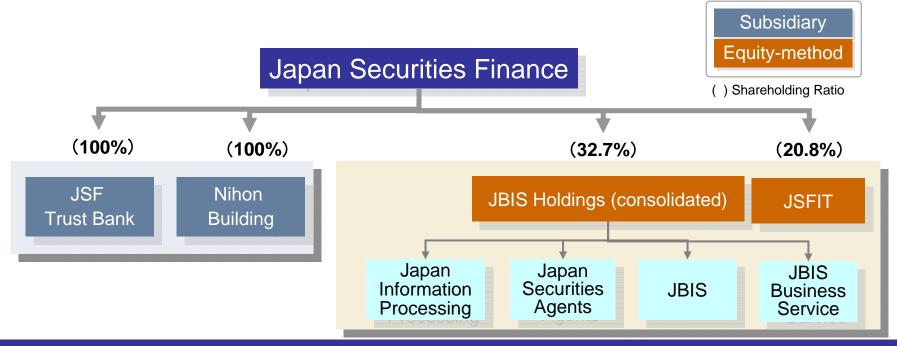
### Precondition Balance of Margin Loans

#### 1H, FY2010 Results Excess of Margin Loan Excess ¥202bn of Stock Loan ¥81bn Matching ¥130bn Margin Loan Stock Loan ¥332bn ¥211bn Oct-10 Results Excess of margin loan Excess of stock loan ¥119bn ¥101bn Matching ¥116bn Margin Loan Stock Loan ¥236bn ¥218bn



### Consolidated Estimated Figures

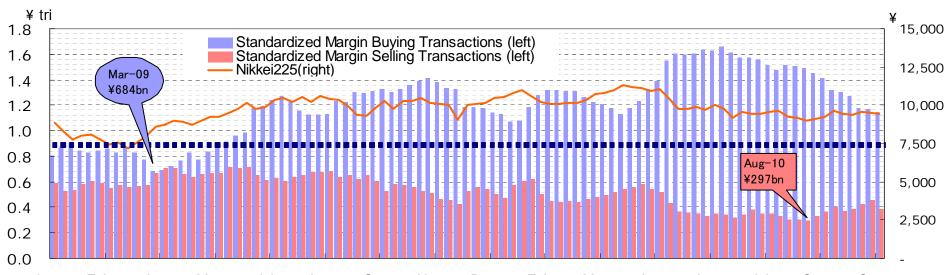
|                |                       |                    |                     |               |                  |                     | ¥ mil         |
|----------------|-----------------------|--------------------|---------------------|---------------|------------------|---------------------|---------------|
|                | Shareholding<br>Ratio | FY2010, 1H Results |                     |               | FY201            | 0 Estimated F       | igures        |
|                |                       | Operating Income   | Recurring<br>Income | Net<br>Income | Operating Income | Recurring<br>Income | Net<br>Income |
| Consolidated   |                       | 2,724              | 2,868               | 2,655         | 3,100            | 3,500               | 3,300         |
| JSF            | _                     | 1,889              | 2,179               | 1,395         | 1,900            | 2,400               | 1,500         |
| JSF Trust Bank | 100%                  | _                  | 574                 | 1,256         | <del></del>      | 804                 | 1,620         |
| Nihon Building | 100%                  | 249                | 272                 | 165           | 350              | 380                 | 210           |



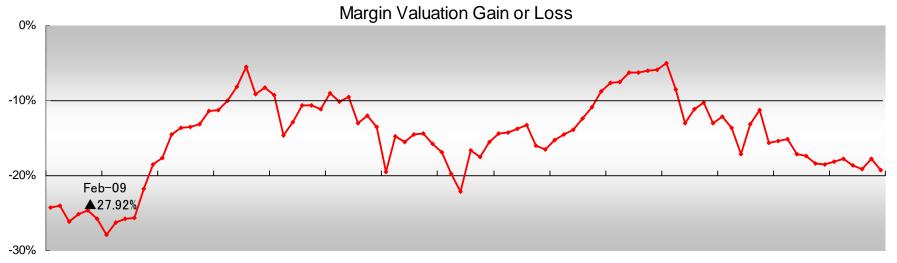


# Management Matters

# Outstanding Balance of Standardized Margin Transactions (TSE+JDQ)



Jan-09 Feb-09 Apr-09 May-09 Jul-09 Aug-09 Oct-09 Nov-09 Dec-09 Feb-10 Mar-10 Apr-10 Jun-10 Jul-10 Sep-10 Oct-10



Jan-09 Feb-09 Apr-09 May-09 Jul-09 Aug-09 Oct-09 Nov-09 Dec-09 Feb-10 Mar-10 Apr-10 Jun-10 Jul-10 Sep-10

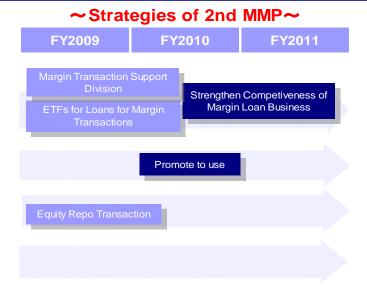
### 2<sup>nd</sup> Mid-term Management Plan

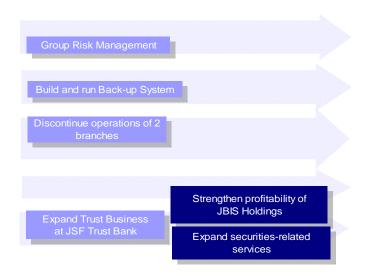
#### **[ Business Strategies ]**

- **♦**Increase the number of Loanable Issues
- **♦** Loans for Negotiable Margin Transactions
- **♦**Respond to diverse funding needs of brokers
- **♦**Increase Securities Lending Business Revenues

#### **(Strenghthen Management Foundation)**

- **♦**Improve Business Management System
- **♦** Upgrade Business Continuity Plan
- **♦**Organization Efficincy and Human Resource Development
- **♦**Reinforce Funds Procurement Foundation
- **♦** Strengthen Group Company Alliance





### Increase the number of Loanable Issues

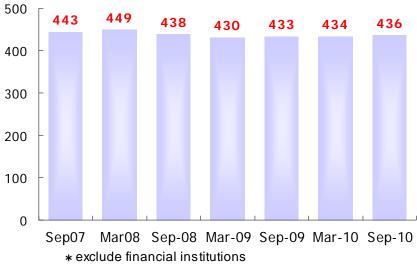
## Increase the number of Loanable Issues to improve convenience and to strengthen competiveness of Margin Loan Business.

- ☆ If Increases the number of Loanable Issues.
  - Improve convenience ···Issues eligible for short sale increase, then expect increase of margin transactions

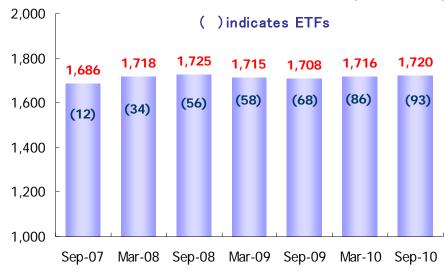
    Strengthen competiveness ··· expect increase of outstanding balance, if securities companies use margin loan more.
- ☆ To increase the number of Loanable Issues
  - Select foreign stocks or listed investment funds (ETFs) to Loans for Margin Transactions by close connection with stock exchanges
  - Boost approach to listed companies

The number of customers for borrowing stock certificates:436 Loanable Issues:1,720 (as of Sep-10)





#### The Number of Loanable Issues(TSE+JDQ)



### Reinforcing Management Foundation

#### Group Risk Management system

- Improvement of the efficiency of risk management at JSF Trust Bank
- Strengthening governance by JSF

#### The business continuity system in a time of disaster

- •Launch of the Backup system and office to ensure continuity in a time of disaster.
- The establishment of the basic policy in business continuity

#### Discontinue operations of 2 Branches

- Sapporo and Fukuoka Branches were closed on March 31 2010.
- Their business have been transferred to Head office.

Fukuoka Head Office

Sapporo.

### **Business Continuity Plan at JSF**

JSF develops and continually improves business continuity plan to maintain the functions such as Margin Loan Business, which constitutes part of securities market infrastructure.

◆ The establishment of the basic policy in business continuity (Disclosed in September 2010)

#### **☆Preferential Continuing Business**

- Loans for Margin Transactions
- Loans for Negotiable Margin Transactions
- Settlement of funds and securities

#### **☆**The summary of the correspondence policy

| •Jan.2010 | Launch of the Back up system |
|-----------|------------------------------|
| •Sep.2010 | Launch of the Back up office |

### Present Measures of JSF Group Company

#### **JSF Trust Bank**

- 1. Expansion of Trust Business
- Business promotion to foreign exchange brokers for Foreign Exchange Margin Trust
- Boost Securities Trust
- 2. Securities Investment Policy in Banking Business
- Investment in riskless assets such as JGBs or government guarantee bonds.

#### 3.Loan Policy in Banking Business

Selective financing, considering profit trend.

|                       | FY2009<br>Result | FY2010,<br>1H Result | FY2010<br>Estimated |
|-----------------------|------------------|----------------------|---------------------|
| Recurring<br>Revenues | 6,019            | 2,227                | 3,800               |
| Trust charges         | 250              | 150                  | _                   |
| Recurring<br>Income   | 1,670            | 574                  | 804                 |
| Net Income            | 1,900            | 1,256                | 1,620               |

#### JBIS Holdings

#### **OImportant Measures**

(Mid-term Management Plan)

- 1.Expansion of Business
- 2.Improvement of Productivity and Advancement of Business Quality
- 3.Improvement of Management Efficiency and Reinforcement of Corporate Constitution

OJBIS Holdings booked a deficit for the second year in a row.

JSF will monitor movement of JBIS Holdings.

### End of Margin Loan Business for JASDAQ market

Apr 2004 Start margin loan business for JASDAQ market

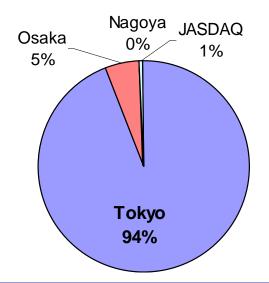
Apr 2010 Management integration of OSE and JASDAQ

Oct 12 2010 Market integration of Hercules market and JASDAQ market

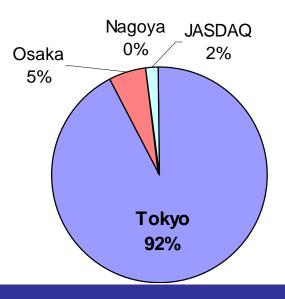
End of Margin Loan Business for JASDAQ market

as of Oct.8 2010

Share of Standardized Margin Selling Transaction



Share of Standardized Margin **Buying Transaction** 



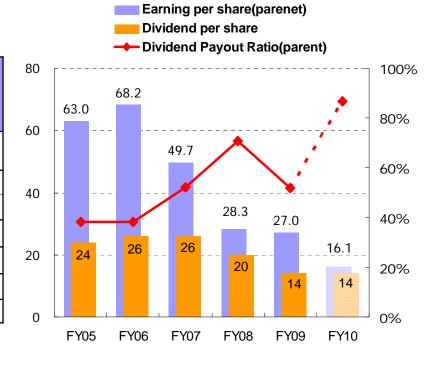
### **Dividend Policy**

### Dividend Policy

Basically, Dividend Payout Ratio of about 40% on Parent Financial Results, and considering Consolidated DPR or Dividend on Equity (DOE) Ratio.

FY2010 Forecast: Annual ¥14 (Interim ¥7, year-end ¥7)

|                           | FY<br>2005 | FY<br>2006 | FY<br>2007 | FY<br>2008 | FY<br>2009 | FY<br>2010 |
|---------------------------|------------|------------|------------|------------|------------|------------|
| Annual Dividend per share | ¥24        | ¥26        | ¥26        | ¥20        | ¥14        | ¥14        |
| (year-end)                | ¥14        | ¥14        | ¥13        | ¥10        | ¥7         | ¥7         |
| (interim)                 | ¥10        | ¥12        | ¥13        | ¥10        | ¥7         | ¥7         |
| Parent : EPS              | ¥63.0      | ¥68.2      | ¥49.7      | ¥28.3      | ¥27.0      | ¥16.1      |
| Parent : DPR              | 38.1%      | 38.1%      | 52.3%      | 70.7%      | 51.9%      | 86.8%      |
| Consolidated : DPR        | 49.0%      | 61.8%      | -          | -          | 36.3%      | 39.2%      |
| Consolidated : DOE        | 1.9%       | 2.1%       | 2.2%       | 1.8%       | 1.2%       | -          |





# Appendix

### Maintenance of Cash Funding Sources

Strengthen cash funding ability by maintaining cash funding sources, to supply low rate money stably to securities market and to enhance company's financial soundness.

- To fund fluctuating money with low rate, it's important for the company to maintain solid amount of shareholders equity and to keep its high ratings.
- Accomplish its mission as a securities finance company, supplying money to securities market, by strengthening its cash funding sources

| As of 30/Sep/2009           |            | JCR               |         | R&I               |         | Standard & Poor's |          |
|-----------------------------|------------|-------------------|---------|-------------------|---------|-------------------|----------|
|                             |            | Rating            | Outlook | Rating            | Outlook | Rating            | Outlook  |
| Japan Securities<br>Finance | Long-term  | AA-               | Stable  | AA-               | Stable  | А                 | Negative |
|                             | Short-term | J-1+<br>(Highest) |         | a-1+<br>(Highest) |         | A-1               |          |
|                             | CP Issue   | ¥1tri             |         | ¥1tri             |         | <u> </u>          |          |
| JSF Trust Bank              | Long-term  | A+                | Stable  | A+                | Stable  |                   | <u> </u> |
|                             | Short-term | J-1+<br>(Highest) |         | a-1               |         | _                 | _        |

### Operating Revenues by Each Business

|   |         |         |         |         |         |                 | ¥ mil   |
|---|---------|---------|---------|---------|---------|-----------------|---------|
|   | Mar-06  | Mar-07  | Mar-08  | Mar-09  | Sep-9 🔆 | Mar-10 <b>※</b> | Sep-10  |
| Securities Finance Bussiness                        | 29,075  | 34,917  | 38,619  | 34,427  | 11,837  | 20,817          | 9,183   |
| Margin Loan Business                                | 22,993  | 23,186  | 23,156  | 19,638  | 7,426   | 12,954          | 4,517   |
|   | (61.8%) | (53.3%) | (45.8%) | (44.3%) | (47.1%) | (46.5%)         | (37.9%) |
| Interest on Loans                                   | 10,158  | 10,954  | 10,581  | 3,899   | 1,638   | 3,324           | 1,698   |
| Interest on collateral money of securities procured | 892     | 1,345   | 1,683   | 1,992   | 1,133   | 1,774           | 379     |
| Fees on Lending Securities                          | 11,226  | 10,224  | 10,383  | 13,278  | 4,351   | 7,337           | 2,183   |
| Premium Charges                                     | 8,468   | 7,168   | 7,862   | 11,568  | 3,422   | 5,773           | 1,717   |
| Lending Fees  | 2,757   | 3,056   | 2,520   | 1,710   | 928     | 1,563           | 465     |
| Bond Financing and General Loans Business           | 864     | 1,254   | 1,428   | 1,275   | 650     | 1,234           | 561     |
|   | (2.3%)  | (2.9%)  | (2.8%)  | (2.9%)  | (4.1%)  | (4.4%)          | (4.7%)  |
| Bond financing & General Loans                      | 842     | 938     | 1,016   | 951     | 397     | 767             | 362     |
| Loans for Negotiable Margin Transactions            | 22      | 315     | 412     | 191     | 105     | 204             | 110     |
| Securities Lending Business                         | 2,699   | 5,093   | 6,297   | 4,848   | 801     | 1,454           | 781     |
|   | (7.3%)  | (11.7%) | (12.5%) | (10.9%) | (5.1%)  | (5.2%)          | (6.6%)  |
| General Stock Lending                               | 1,465   | 1,441   | 848     | 462     | 152     | 308             | 164     |
| Bond Lending  | 1,234   | 3,651   | 5,448   | 4,386   | 649     | 1,146           | 617     |
| Others  | 2,517   | 5,993   | 7,736   | 8,664   | 2,959   | 5,174           | 3,323   |
|   | (6.8%)  | (13.8%) | (15.3%) | (19.6%) | (18.8%) | (18.6%)         | (27.9%) |
| Bond Trading (Parent only)                          | 2,328   | 5,038   | 6,767   | 8,129   | 2,902   | 5,077           | 3,282   |
| Trust Business                                      | 4,286   | 6,981   | 10,844  | 8,780   | 3,382   | 6,016           | 2,225   |
|   | (11.5%) | (16.0%) | (21.4%) | (19.8%) | (21.5%) | (21.6%)         | (18.7%) |
| Interest on Loans                                   | 1,382   | 2,964   | 3,833   | 3,348   | 703     | 1,330           | 592     |
| Trust Charges                                       | 161     | 177     | 198     | 209     | 114     | 249             | 150     |
| Bond Trading  | 2,210   | 3,095   | 5,317   | 4,935   | 2,513   | 4,342           | 1,413   |
| Real Estate Management Business                     | 871     | 1.014   | 1.118   | 1.091   | 529     | 1.034           | 494     |
|   | (2.3%)  | (2.3%)  | (2.2%)  | (2.5%)  | (3.4%)  | (3.7%)          | (4.2%)  |
| Operating Revenues                                  | 37,226  | 43,523  | 50,582  | 44,299  | 15,749  | 27,868          | 11,904  |
| (excluded Premium Charges)                          | 28,757  | 36,355  | 42,719  | 32,731  | 12,327  | 22,095          | 10,186  |

XWith the introduction of disclosure of Operating Revenues by segment, figures above were recalculated for each segment.

### Avg. & Outstanding Loan Balance

| FY2005 FY2006 FY2007 FY2008 FY2009 Interim FY2009   | FY2010<br>Interim |  |  |  |  |  |
|---|-------------------|--|--|--|--|--|
| Margin Loans avg. 1,637,698 1,444,347 917,219 336,324 317,156 324,20  | 5 332,944         |  |  |  |  |  |
| term-end 2,328,082 1,634,700 508,587 244,306 384,728 328,75   | 5 277,758         |  |  |  |  |  |
| Bond Financing & General avg. 46,436 79,425 76,941 51,887 47,912 46,86  | 3 48,362          |  |  |  |  |  |
| Loans term-end 97,298 79,859 68,594 53,141 47,385 51,44   | 8 43,771          |  |  |  |  |  |
| Loans for negotiable avg. 2,559 33,770 34,374 14,282 17,786 17,17   | · ·               |  |  |  |  |  |
| margin transactions term-end 25,340 40,309 25,154 18,714 17,688 20,94   | 4 16,472          |  |  |  |  |  |
| Sales under repurchase         avg.         53,865         8,923         48,390         88         603         30 | 2 0               |  |  |  |  |  |
| agreement term-end 12,000 - 0 0   | 0 0               |  |  |  |  |  |
| Trust Bank Loans avg. 1,016,474 711,937 448,938 410,822 207,784 215,30  | 8 322,598         |  |  |  |  |  |
| term-end 751,967 306,572 546,702 191,122 192,927 260,86   | 2 363,596         |  |  |  |  |  |
| Others avg. 5,578 7,300 7,500 7,749 14,500 14,50  | 0 14,500          |  |  |  |  |  |
| term-end 5,578 7,500 7,500 14,500 14,500 14,500   | 0 14,500          |  |  |  |  |  |
| Total avg. 2,760,053 2,251,934 1,498,990 806,872 587,957 601,18   | 0 718,404         |  |  |  |  |  |
| term-end 3,194,928 2,028,633 1,131,385 503,070 639,541 655,56   | 7 699,626         |  |  |  |  |  |
|   |                   |  |  |  |  |  |
| Stock Loops avg. 651,097 723,840 591,023 396,181 431,199 361,38   | 8 211,957         |  |  |  |  |  |
| Stock Loans term-end 686,971 702,702 419,503 459,098 373,791 306,39   | 4 224,453         |  |  |  |  |  |

### Features of Balance Sheet

#### **Features of Assets**

#### (1) Fluctuation of Loan Balance

Loan balance moves everyday because margin loan is over-night loan

#### (2) Holding JGBs for flexible cash funding

Holding certain amount of JGBs to fund money flexibly in short-term money market

#### **Assets** Sep-10 336.029 · Margin Loan ◆ Loans ·Loans for negotiable margin transactions ·Bond financing & General Loans 1,527,707 · JGBs, its duration is less Short-term Investments than 1 year 1,145,290 · Collateral money of bond ◆ Collateral Money of securities borrowed borrowing ·Collateral money of excess of Stock Loan 631,046 · Mainly JGBs, its duration is Investments in securities over 1 year

#### **Features of Liabilities**

#### (1) Fluctuation of money funding amount

Need to response flexibly to fluctuating cash demands, because of the fluctuation of margin loan balance

#### (2) Dependent on market

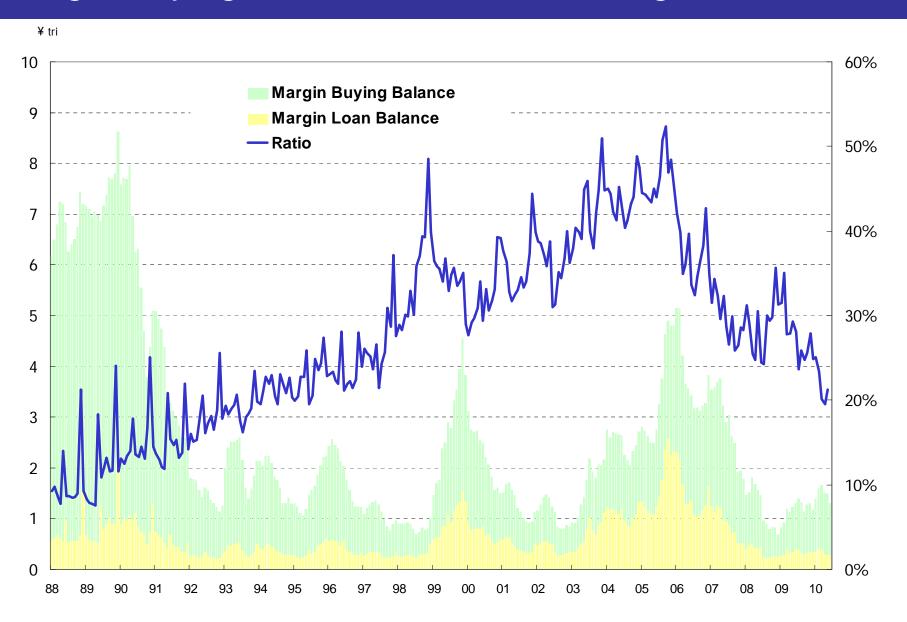
Cash funding structure is not stable and depends on money market, because no deposits like banks

#### (3) Funding with low rate

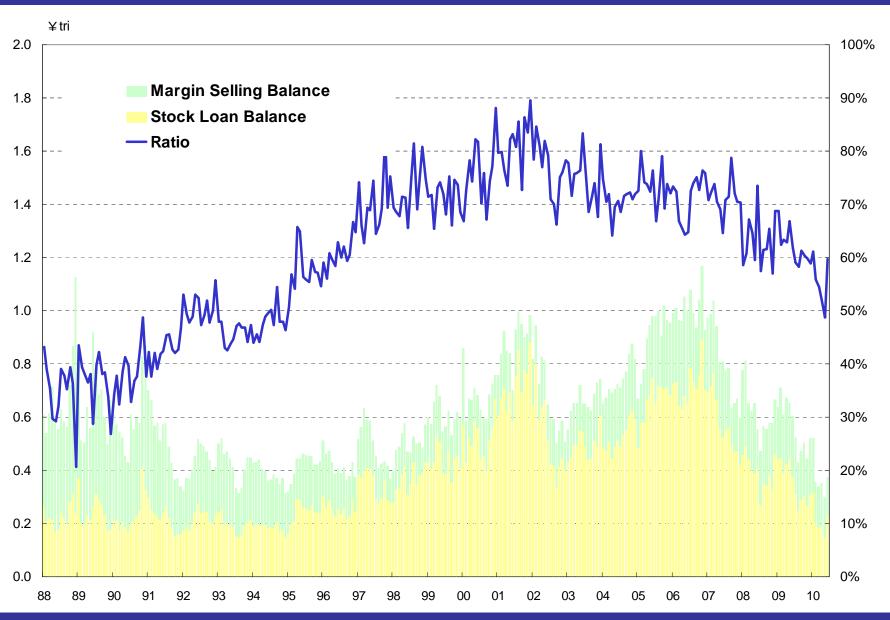
Required to fund in low cost to supply money for securities market stably and flexibly

| Liabilities                           | Sep-10     | ¥ mil  |
|---------------------------------------|------------|--|
| ◆ Call Money                          | 1 ,110,900 |  |
| ◆ Short-term Borrowings               | 1,453,900  | ·Borrowings from banks<br>BOJ operation                                    |
| ◆ Collateral Money of securities lent | 974,338    | ·Collateral money of bond<br>lending<br>·Collateral money of Stock<br>Loan |
| ◆ Long-term Borrowings                | 2,000      | ·Borrowings from financial institutions                                    |
| Net Assets                            | 110,743    |  |

### Margin Buying Transactions & JSF Margin Loans



### Margin Selling Transactions & JSF Stock Loans



### Securities Account

|   | Sep-10    | notes                 |
|---|-----------|-----------------------|
| Assets                                  | ¥mil      |                       |
| Loans                                   | 699,626   |                       |
| Margin Loans                            | 277,758   | margin loan           |
| Collateral Money of Securities Borrowed | 1,344,908 |                       |
| Stock Loan                              | 113,493   | Excess of stock loan  |
| Securities Account  Securities Lent     | 226,415   |                       |
| Loans for Margin Transactions           | ·         | stock loan            |
| Bond Lending                            | 0         |                       |
| Securities in Custody                   | 31,033    |                       |
| Bond                                    | 31,000    |                       |
| Equity                                  | 33        |                       |
| Securities in Deposit                   | 167,464   | Excess of margin loan |
| Total of Securities Account             | 424,913   |                       |

|                                     | Sep-10  |
|-------------------------------------|---------|
| Liabilities                         | ¥mil    |
| Collateral Money of Securities Lent | 947,377 |
| Margin Loans                        | 224,453 |
|                                     |         |
|                                     |         |
|                                     |         |

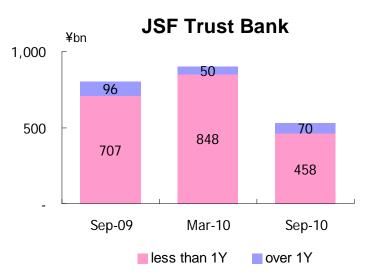
| Securities Account               |         |
|----------------------------------|---------|
| Collateral Securities Deposited  | 277,758 |
| Securities Borrowed              | 145,196 |
| Loans for Margin Transactions    | 114,160 |
| Bond Borrowing                   | 31,000  |
|                                  |         |
| Securities Lent Opposite Account | 1,958   |
| Total of Securities Account      | 424,913 |

### JGB Balance

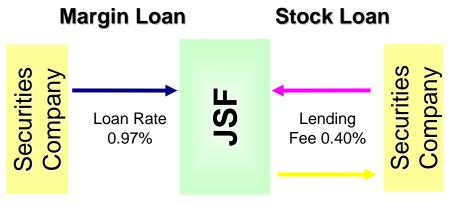
|             |                                   |           |           | ¥ MII     |
|-------------|-----------------------------------|-----------|-----------|-----------|
| JSF         |                                   | Sep-09    | Mar-10    | Sep-10    |
| JGB Balance |                                   | 1,490,320 | 2,085,612 | 2,156,566 |
|             | less than 1Y                      | 1,218,803 | 1,641,497 | 1,527,707 |
|             | over 1Y                           | 271,517   | 444,115   | 628,859   |
|             | (15Y floating JGB)                | 192,516   | 193,314   | 194,014   |
| Net unrea   | alized gain or loss on securities |           |           |           |
| on B/S      |                                   | 4,071     | 4,422     | 5,442     |
| Remainir    | ng Period (exclude 15Y JGB)       | (.66)     | (.77)     | (.90)     |



|   |                    |         |         | ¥ mil   |
|---|--------------------|---------|---------|---------|
| JSF Tr                                    | ust Bank           | Sep-09  | Mar-10  | Sep-10  |
| JGB Balance                               |                    | 802,388 | 897,766 | 527,945 |
|   | less than 1Y       | 706,880 | 847,870 | 457,934 |
|   | over 1Y            | 95,507  | 49,895  | 70,010  |
|   | (15Y floating JGB) | 39,863  | 39,869  | 39,875  |
| Net unrealized gain or loss on securities |                    |         |         |         |
| on B/S                                    |                    | -1,097  | -1,078  | -1,001  |



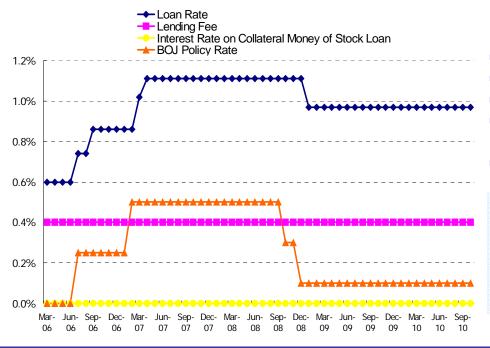
### Margin Loan Rates



#### **BOJ Policy Interest Rate**

- Jul 2006 Uncollateralized O/N Call Rate: 0.25%
- Feb 2007 Uncollateralized O/N Call Rate: 0.50%
- Oct 2008 Uncollateralized O/N Call Rate: 0.30% (▲0.20%)
- Dec 2008 Uncollateralized O/N Call Rate: 0.10% (▲0.20%)
- Oct 2010 Uncollateralized O/N Call Rate: 0~0.10%

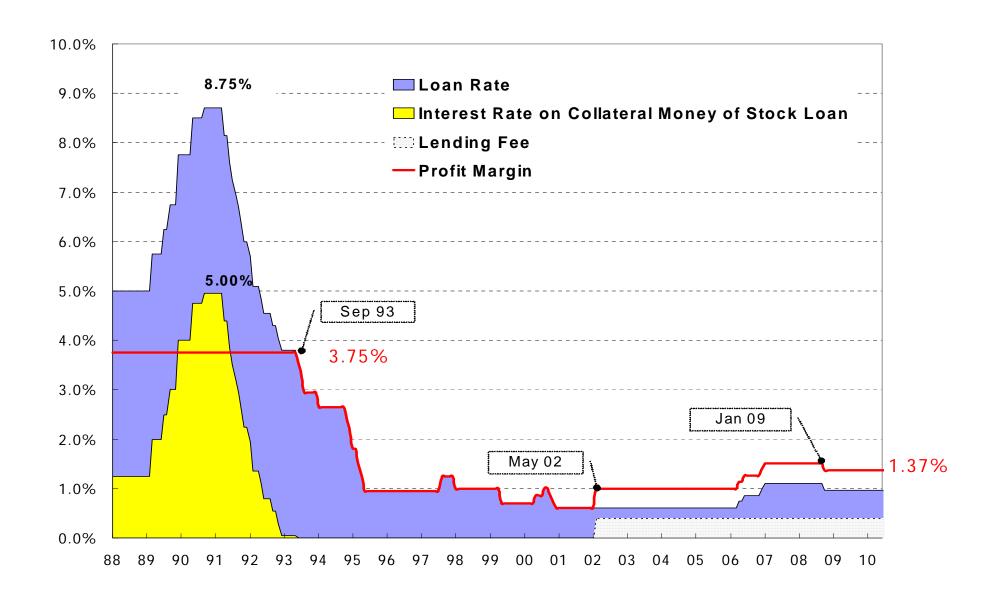
#### Interest on Collateral Money 0%



#### Margin Loan Rate

- 27/Jul/2006 0.74%(+0.14%)
- 22/Sep/2006 0.86%(+0.12%)
- 15/Mar/2007 1.02%(+0.16%)
- 05/Apr/2007 1.11%(+0.09%)
- 29/Jan/2009 0.97%(▲0.14%)
- ◆ Margin Loan Rates are decided by reflecting the change of market rates and BOJ's Policy Interest Rate.

### Loan Rate of Loans for Margin Transactions



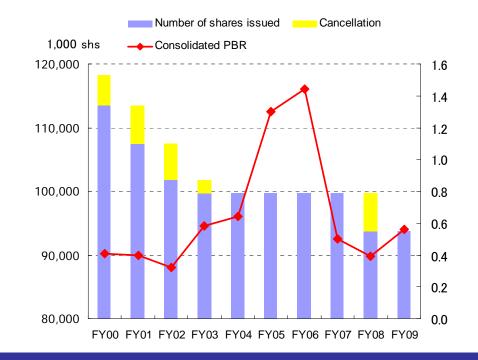
### Share Buyback Program

|        | start     | end       | total shares purchased | amount | cancellation | shares issued |
|--------|-----------|-----------|------------------------|--------|--------------|---------------|
|        |           |           | shs                    | ¥ mil  | shs          | shs           |
| FY2008 | 2008/4/1  | 2008/4/18 | 4,312,800              | 2,999  |              | 99,704,000    |
|        | 2008/5/15 | 2008/6/11 | 978,900                | 999    |              | 99,704,000    |
|        | 2008/6/27 | 2008/7/25 | 1,000,000              | 881    |              | 99,704,000    |
|        | 2008/9/24 |           |                        |        | 6,004,000    | 93,700,000    |
|        |           |           | 4 201 700              | 1 001  |              |               |

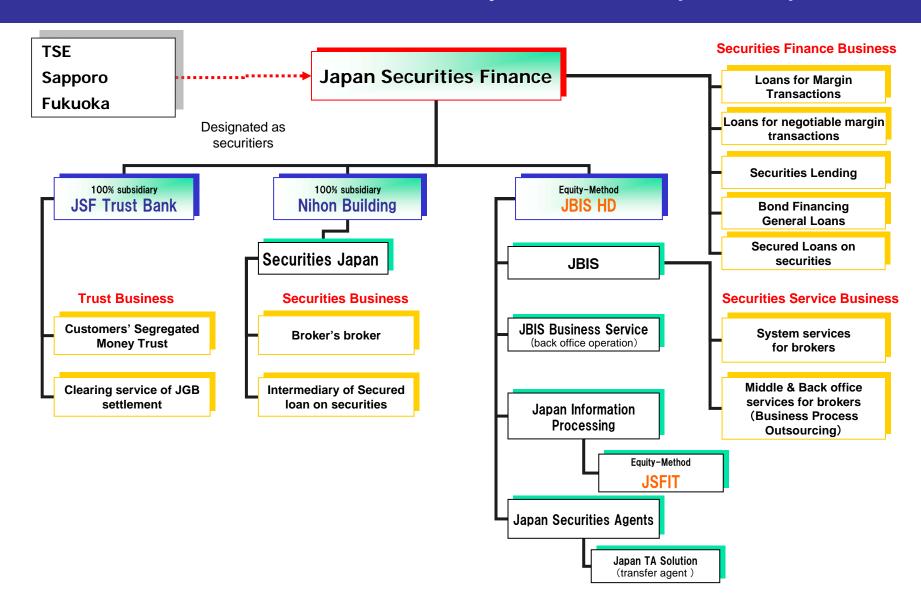
6,291,700 4,881

### Number of shares issued and Cancellation

|      |                         | 1,000 shs    |
|------|-------------------------|--------------|
|      | Number of shares issued | Cancellation |
| FY00 | 113,474                 | 4,800        |
| FY01 | 107,509                 | 5,965        |
| FY02 | 101,810                 | 5,699        |
| FY03 | 99,704                  | 2,106        |
| FY04 | 99,704                  | _            |
| FY05 | 99,704                  | _            |
| FY06 | 99,704                  | _            |
| FY07 | 99,704                  | _            |
| FY08 | 93,700                  | 6,004        |
| FY09 | 93,700                  | _            |



### Securities-related Business by JSF Group Companies



### **Notice**

This document includes statements for business forecast. These statements don't guarantee company's future achievement and that involve risk or uncertain factors. Company's future achievement may be changed drastically up to stock market or financial conditions.