

Financial Results

for 3rd Quarter fiscal year ending 31st March, 2011

January 28, 2011

Nomura Research Institute, Ltd.



Highlights of Consolidated Financial Results <3Q Total>

	3Q FY Mar. 2010 Total (AprDec.)	3Q FY Mar. 2011 Total (AprDec.)	Diff.	YoY change
Sales	252,155	241,974	(10,180)	(4.0%)
Operating Profit	32,755	27,018	(5,736)	(17.5%)
Operating Profit Margin	13.0%	11.2%	(1.8P)	
Net Income	18,649	16,241	(2,407)	(12.9%)

Highlights of Consolidated Financial Results <3Q>

	3Q FY Mar. 2010 (OctDec.)	3Q FY Mar. 2011 (OctDec.)	Diff.	YoY change
Sales	85,272	79,868	(5,404)	(6.3%)
Operating Profit	10,664	11,008	+344	+3.2%
Operating Profit Margin	12.5%	13.8%	+1.3P	
Net Income	6,670	6,583	(86)	(1.3%)

Key Factors in Consolidated Financial Results for 3Q FY March 2011

- Clients continue to curb IT costs. The pace of IT solutions orders remains sluggish. Orders from the securities, manufacturing and service industries were low in 3Q as well, with cumulative 1Q-3Q sales down.
- 1. The operating conditions in the securities sector remained harsh, particularly for major clients.
- 2. Launching new projects in the manufacturing and service sectors was also a challenge.
- 3. Results were solid from existing clients in such sectors as insurance and other finance.
- 4. There are signs of a recovery in the Consulting business environment.
- Operating profit margin recovers due to elimination of factors hurting profitability and ongoing cost control efforts
 - 1. No additional costs due to unprofitable projects were incurred in 3Q.
 - 2. Profitability of Consulting recovered.
 - 3. Costs were controlled by streamlining subcontracting.
 - 4. Personnel costs were kept down by linking them to financial results.

Sales by Segment <3Q Total>

					(Unit:JP	Y million)
	3Q FY Mar. 2010 Total (AprDec.)	Share	3Q FY Mar. 2011 Total (AprDec.)	Share	Diff.	YoY Change
Consulting	13,495	5.4%	13,773	5.7%	+277	+2.1%
Financial IT Solutions	155,445	61.6%	150,240	62.1%	(5,205)	(3.3%)
Securities	81,725	32.4%	74,856	30.9%	(6,868)	(8.4%)
Insurance	39,235	15.6%	40,456	16.7%	+1,221	+3.1%
Banking	18,848	7.5%	18,299	7.6%	(548)	(2.9%)
Other financial	15,636	6.2%	16,627	6.9%	+990	+6.3%
Industrial IT Solutions	67,728	26.9%	62,638	25.9%	(5,089)	(7.5%)
Distribution	31,101	12.3%	31,270	12.9%	+168	+0.5%
Manufacturing, service and other	36,627	14.5%	31,368	13.0%	(5,258)	(14.4%)
IT Platform Services	8,412	3.3%	8,916	3.7%	+503	+6.0%
Others	7,072	2.8%	6,405	2.6%	(666)	(9.4%)
Total	252,155	100.0%	241,974	100.0%	(10,180)	(4.0%)
Nomura Holdings	65,604	26.0%	56,981	23.5%	(8,622)	(13.1%)
Seven & i Holdings	30,929	12.3%	30,328	12.5%	(601)	(1.9%)

[•]Figures of Nomura Holdings and SEVEN & I Holdings, in principle, include sales to subsidiaries.

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Sales by Segment <3Q>

		,			(Unit:	JPY million)
	3Q FY Mar. 2010 (OctDec.)	Share	3Q FY Mar. 2011 (OctDec.)	Share	Diff.	YoY Change
Consulting	4,954	5.8%	5,265	6.6%	+311	+6.3%
Financial IT Solutions	53,272	62.5%	49,048	61.4%	(4,223)	(7.9%)
Securities	27,796	32.6%	24,958	31.3%	(2,837)	(10.2%)
Insurance	13,448	15.8%	13,246	16.6%	(201)	(1.5%)
Banking	6,694	7.9%	5,180	6.5%	(1,513)	(22.6%)
Other financial	5,333	6.3%	5,662	7.1%	+328	+6.2%
Industrial IT Solutions	22,377	26.2%	20,570	25.8%	(1,806)	(8.1%)
Distribution	10,295	12.1%	10,323	12.9%	+27	+0.3%
Manufacturing, service and other	12,081	14.2%	10,247	12.8%	(1,833)	(15.2%)
IT Platform Services	2,677	3.1%	2,858	3.6%	+181	+6.8%
Others	1,991	2.3%	2,124	2.7%	+133	+6.7%
Total	85,272	100.0%	79,868	100.0%	(5,404)	(6.3%)
Nomura Holdings	20,852	24.5%	18,384	23.0%	(2,467)	(11.8%)
Seven & i Holdings	9,829	11.5%	9,774	12.2%	(55)	(0.6%)

^{*}Figures of Nomura Holdings and Seven & i Holdings, in principle, include sales to subsidiaries.

Segment performance results <3Q Total>

■including Inter-segment		(Uni	it:JPY million)		
		3Q FY Mar. 2010 Total (AprDec.)	3Q FY Mar. 2011 Total (AprDec.)	Diff.	YoY Change
Consulting	Sales	13,516	13,821	+305	+2.3%
	ОР	241	601	+359	+148.6%
	ОРМ	1.8%	4.4%	+2.6P	
Financial IT Solutions	Sales	155,565	150,292	(5,272)	(3.4%)
	ОР	16,311	14,098	(2,213)	(13.6%)
	ОРМ	10.5%	9.4%	(1.1P)	
Industrial IT Solutions	Sales	71,267	66,041	(5,225)	(7.3%)
	OP	6,943	2,529	(4,413)	(63.6%)
	ОРМ	9.7%	3.8%	(5.9P)	
IT Platform Services	Sales	51,805	51,248	(556)	(1.1%)
	ОР	6,761	7,532	+771	+11.4%
	ОРМ	13.1%	14.7%	+1.6P	

Segment performance results <3Q>

■including Inter-segment		(Un	it:JPY million)		
		3Q FY Mar. 2010 (OctDec.)	3Q FY Mar. 2011 (OctDec.)	Diff.	YoY Change
Consulting	Sales	4,963	5,278	+314	+6.3%
	ОР	245	830	+585	+238.6%
	ОРМ	4.9%	15.7%	+10.8P	
Financial IT Solutions	Sales	53,297	49,071	(4,226)	(7.9%)
	OP	5,518	5,099	(419)	(7.6%)
	ОРМ	10.4%	10.4%	+0.0P	
Industrial IT Solutions	Sales	23,541	21,736	(1,805)	(7.7%)
	OP	2,191	2,163	(28)	(1.3%)
	ОРМ	9.3%	10.0%	+0.6P	
IT Platform Services	Sales	17,267	16,983	(283)	(1.6%)
	OP	2,240	2,464	+224	+10.0%
	ОРМ	13.0%	14.5%	+1.5P	

Sales by Service <3Q Total>

	3Q FY Mar. 2010 Total (AprDec.)	Share	3Q FY Mar. 2011 Total (AprDec.)	Share	Diff.	YoY Change
Consulting Services	21,489	8.5%	23,180	9.6%	+1,691	+7.9%
System Development & System Application Sales	95,778	38.0%	87,729	36.3%	(8,049)	(8.4%)
System Management & Operation Services	124,316	49.3%	125,106	51.7%	+789	+0.6%
Product Sales	10,569	4.2%	5,957	2.5%	(4,611)	(43.6%)
Total	252,155	100.0%	241,974	100.0%	(10,180)	(4.0%)

P/L Highlight <3Q Total>

	3Q FY Mar. 2010	3Q FY Mar. 2011	Diff.	YoY
	Total (AprDec.)	Total (AprDec.)	Dill.	Change
Sales	252,155	241,974	(10,180)	(4.0%)
Cost of Sales	179,914	174,204	(5,709)	(3.2%)
Subcontracting Costs	82,833	75,453	(7,380)	(8.9%)
Gross Profit	72,240	67,769	(4,470)	(6.2%)
Gross Profit Margin	28.6%	28.0%	(0.6P)	
SG&A	39,485	40,751	+1,265	+3.2%
Operating Profit	32,755	27,018	(5,736)	(17.5%)
Operating Profit Margin	13.0%	11.2%	(1.8P)	



P/L Highlight <3Q Total>

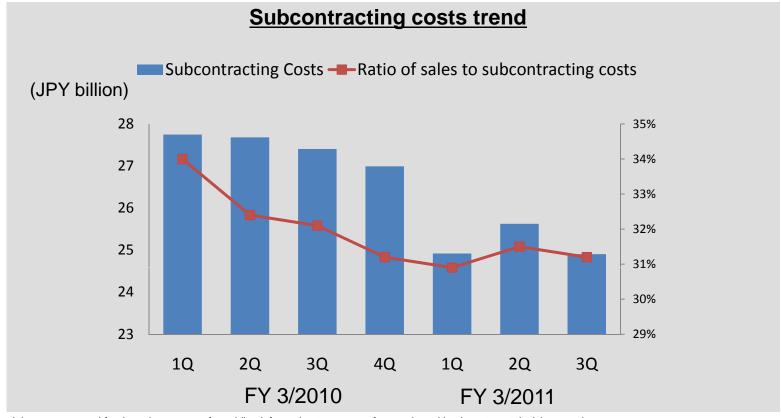
	3Q FY Mar. 2010 Total (AprDec.)	3Q FY Mar. 2011 Total (AprDec.)	Diff.	YoY Change
Operating Profit	32,755	27,018	(5,736)	(17.5%)
Non-operating gain and loss	664	1,315	+651	
Interest income	285	254	(30)	
Dividend income	1,030	1,126	+96	
Equity in losses of affiliates	(553)	(17)	+536	
Other Income and Expense	(861)	(316)	+544	
Loss on valuation of investment securities	(1,081)	(9)	+1,072	
Impact of applying accounting standator asset retirement obligations	ard _	(364)	(364)	
Income taxes etc.	13,915	11,773	(2,141)	
Net Income	18,649	16,241	(2,407)	(12.9%)

Order Backlog (Outstanding)

	At end of Dec. 2009	At end of Dec. 2010	Diff.	YoY Change
Consulting	3,187	4,107	+919	+28.9%
Financial IT Solutions	43,332	45,305	+1,973	+4.6%
Industrial IT Solutions	20,181	18,955	(1,226)	(6.1%)
IT Platform Services	2,339	2,016	(322)	(13.8%)
Other	1,371	1,465	+94	+6.9%
Total	70,413	71,851	+1,438	+2.0%
Order backlog in the current FY	63,584	63,401	(183)	(0.3%)

Cost Control Initiatives

- **▶**Optimizing subcontracting costs and personnel costs
 - **■** Controlling costs by optimizing subcontracting
 - Curbing personnel costs by linking them to earnings
 - Preventing unprofitable projects by reinforcing project management



Results through 3Q and Full-Year Earnings Forecast

➤ Results through 3Q are still within range of full-year forecasts

		1Q	2Q	3Q	4Q	Total
	Sales	77.4	87.6	84.6	92.4	342.2
FY Mar. 2008	OP	10.7	16.6	11.7	13.4	52.6
	OPM	13.9%	19.0%	13.9%	14.6%	15.4%
	Sales	79.4	85.7	85.9	90.0	341.2
FY Mar. 2009	ОР	9.8	13.8	13.6	12.3	49.7
	OPM	12.4%	16.2%	15.8%	13.8%	14.6%
	Sales	81.5	85.3	85.2	86.4	338.6
FY Mar. 2010	OP	9.9	12.1	10.6	7.3	40.0
	OPM	12.2%	14.2%	12.5%	8.5%	11.8%
FY Mar. 2011	Sales	80.6	81.4	79.8	83.0	325.0
(Figures for 4Q and full	OP	6.5	9.4	11.0	9.9	37.0
year are estimates)	OPM	8.1%	11.6%	13.8%	12.0%	11.4%

Assessing the Business Environment

➤ While the BoJ Tankan Survey reported little or no change in software investment plans, there are indications of continued postponement. At the same time, the manufacturing and insurance sectors are revising their full-year investment plans upward.

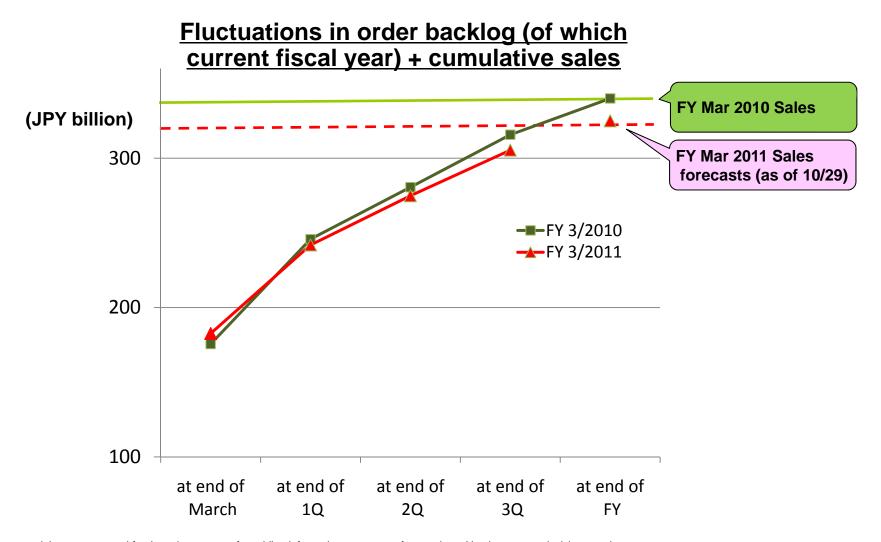
(YoY %)

	FY2010 forecast (Dec.)			Revision rate (Sep.→Dec.)		
	FY	1H	2H	FY	1H	2H
All industries	3.1	1.3	4.6	0.2	(4.0)	3.9
Large firms, manufacture sector	9.0	4.1	13.7	4.6	(0.6)	9.7
Large firms, non-manufacture sector(excluding Financial Sector)		(1.3)	6.7	(1.8)	(5.8)	1.5
Financial institutions	2.2	5.4	(0.3)	(8.0)	(3.1)	1.2
Banking sector	5.2	4.8	5.5	(2.2)	(7.1)	1.7
Shinkin banks & Other financial institutions for small businesses	0.6	7.8	(4.0)	14.9	15.8	14.3
Securities sector	(11.3)	(20.2)	(4.7)	(8.8)	(13.1)	(5.9)
Insurance sector	1.4	26.5	(17.7)	2.2	9.2	(5.0)
Non-deposit money corporations	4.5	(3.5)	13.0	2.4	(6.4)	12.1

Source: BoJ Tankan Survey (December, 2010) based on survey given to companies

Sales + Consolidated Order Backlog

>Environment for orders remained difficult in 3Q





Current Business Conditions by Segment

► Lay groundwork for recovery in client's IT investment and strengthen sales activities

Consulting		211	•In the black in 1Q-3Q on a cumulative basis; signs of improvement in the business improvement for private-sector companies
Fi	nancial IT Solutions		
	Securities	// \	 Continue to prepare plans for introduction of STAR-IV to major clients Gain new clients for shared-online services
	Insurance		Actively gain additional projects focusing on existing clientsSteadily capitalize on developments in industry reorganization
	Banking	8	 Address the update to systems for over-the-counter sales of investment trusts, and develop new shared-online services Prepare for the expansion of major clients' businesses (enhance services, etc.)
	Other financial		 For asset management ASP, (1) expand new client base, (2) promote shift to new versions, and (3) strengthen links between solutions to begin offering it as industry- specific clouds
In	dustrial IT Solutions		
	Distribution	<u> </u>	•Make the most of clients' investment demand in areas such as overseas development and the replacement of old machinery
	Manufacturing, service and other	// \ //	•Continue to work to gain new clients and projects (make full use of SCM know-how) •Further improve profitability by enhancing quality control and project management



This document contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its officers with respect to the consolidated results of operations and financial condition of the Company.

Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors.

The Company does not undertake to revise forward-looking statements to reflect future events or circumstances.

References

- 1. Other Financial Result-related Data
- 2. Recent Activities (excerpts from articles in magazines, newspapers, etc.)
- 3. Example of projects
- 4. Other



Highlights of Consolidated Results <3Q>

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Segment performance results <

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	ОР	2,240	2,464	+224	+10.0%
	ОРМ	13.0%	14.5%	+1.5P	

Sales by Service <3Q>

	3Q FY Mar. 2010 (OctDec.)	Share	3Q FY Mar. 2011 (OctDec.)	Share	Diff.	YoY change
Consulting Services	7,892	9.3%	8,688	10.9%	+796	+10.1%
System Development & System Application Sales	32,081	37.6%	28,488	35.7%	(3,592)	(11.2%)
System Management & Operation Services	40,660	47.7%	41,070	51.4%	+410	+1.0%
Product Sales	4,638	5.4%	1,620	2.0%	(3,018)	(65.1%)
Total	85,272	100.0%	79,868	100.0%	(5,404)	(6.3%)

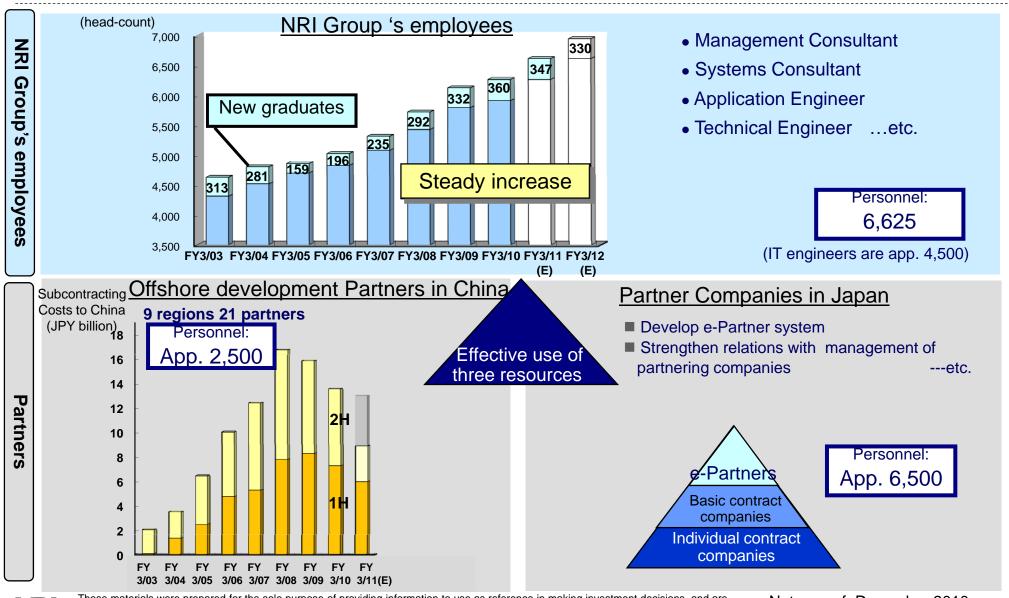
P/L Highlight continued <3Q>

	3Q FY Mar. 2010 (OctDec.)	3Q FY Mar. 2011 (OctDec.)	Diff.	YoY Change
Sales	85,272	79,868	(5,404)	(6.3%)
Cost of Sales	61,409	55,609	(5,799)	(9.4%)
Subcontracting Costs	27,404	24,905	(2,498)	(9.1%)
Gross Profit	23,863	24,258	+395	+1.7%
Gross Profit Margin	28.0%	30.4%	+2.4P	
SG&A	13,198	13,249	+51	+0.4%
Operating Profit	10,664	11,008	+344	+3.2%
Operating Profit Margin	12.5%	13.8%	+1.3P	

P/L Highlight continued <3Q>

			(Unit:JPY	million)
	3Q FY Mar. 2010 (OctDec.)	3Q FY Mar. 2011 (OctDec.)	Diff.	YoY Change
Operating Profit	10,664	11,008	+344	+3.2%
Non-operating gain and loss	387	238	(149)	
Interest income	86	83	(3)	
Equity in losses of affiliates	48	5	(43)	
Other Income and Expense	11,052	11,247	+194	+1.8%
Other Income and Expense	7	28	+21	
Gain on sales of investment securities	191	-	(191)	
Loss on valuation of investment securities	(188)	-	+188	
Income taxes etc.	4,390	4,692	+301	
Net Income	6,670	6,583	(86)	(1.3%)

Depth in Human Resources -NRI's employees + Partners(in Japan & China)



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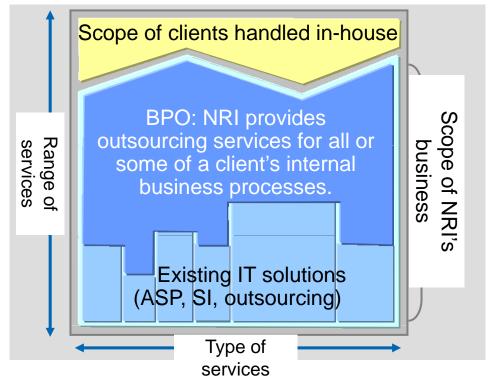
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Note: as of December 2010

Strengthen related personnel with aim of expanding BPO business

- Entrusted with back office operations for investment trusts by major Japanese asset management company

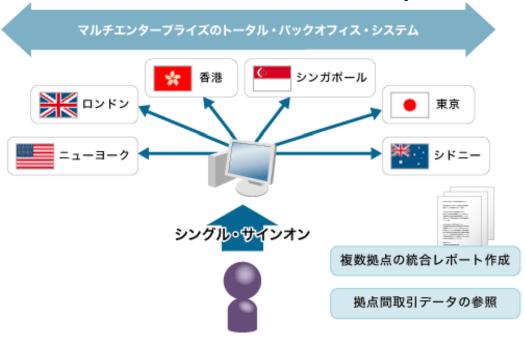
 (Operations such as outsourcing services, including calculating benchmark price for investment trusts and preparing reports)
 - Altogether, several dozen staff members were dispatched to BPO subsidiary (NRI Process Innovation)
 - Currently, NRI Process Innovation provides services with a staff of about 90, including full-time and temporary employees
- This service will be expanded with an emphasis on T-STAR clients



2. Recent Activities: Examples of New Services in Financial Sector

>I-STAR/GV

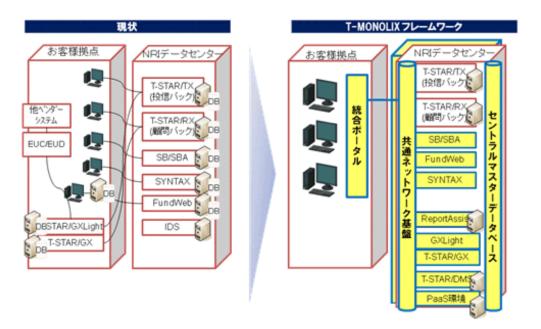
- I-STAR/GV is a back-office system for the overseas offices of wholesale securities companies, enabling back-office operations at multiple offices to be carried out collectively.
- NRI began providing services for the overseas subsidiaries of a Japanese securities company in January 2011. NRI aims to introduce this service to foreign-affiliated financial institutions and the overseas branches of Japanese financial institutions.



2. Recent Activities: Example of New Services in Financial Sector

>Systematization of asset management solutions

- The series of solutions that NRI has previously provided for asset management firms will now be provided as T-MONOLIX, a highly secure cloud solution platform exclusively for the financial industry.
- For the first solution on T-MONOLIX, NRI will rebuild FundWeb, NRI's mutual fund network, as SaaS, and begin offering services in December 2011.



Nikkei Business Daily, December 14, 2010

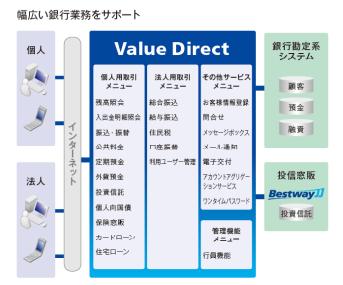
2. Recent Activities: Example of New Services in Financial Sector

Reinforcing Internet banking for regional banks

- NRI developed Value Direct, a shared online service providing a full range of banking functions such as fund transfers, fixed-term deposits, foreign currency deposits, investment trusts and government bonds.
- NRI plans to strengthen its approach to the regional bank market and begin providing this service in fiscal 2011

Information Industries and Market News January 1, 2011

Nikkei Business Daily, November 29, 2010



T-STAR/GV

- NRI announced T-STAR/GV, a system providing integrated management of back-office operations for asset management firms on a global scale.
- By consolidating transaction information at all offices in real time, the most up-to-date balance information can be obtained for use in making investment decisions.

Nikkan Kogyo Shimbun, November 29, 2010

Industrial and Commercial Bank of China adopts I-STAR/LC

- Industrial and Commercial Bank of China Tokyo adopted I-STAR/LC, which provides payment settlement with the Bank of Japan for all financial institutions using the system, and also supports settlement status management for current account deposits and government bonds.
- Introducing this system makes it easier for financial institutions to enter their own data in the BOJ's own system and thus improves the efficiency of settlement.

Nikkei Business Daily, December 7, 2010

Support for regional banks in meeting IFRS requirements

- With a decision on requiring the adoption of International Financial Reporting Standards (IFRS) expected soon, NRI has begun offering a service to regional banks considering preparing for adoption. This service, which emphasizes financial instruments accounting, will help Japanese banks meet IFRS.
- While utilizing banks' existing systems, NRI's service uses the IFRS accounting template, which is used in Europe and ASEAN, where adoption of IFRS is required. Financial instruments held by domestic banks are classified, evaluated and itemized according to the IFRS manual, and the issues that must be addressed to meet IFRS are clarified.
- Three banks have already begun using this service. NRI is targeting orders from 20 banks in the next two years.

Japan Financial News, November 5, 2010

Joint research to promote export of infrastructure

- NRI started joint research with National ICT Australia (NICTA) to promote the export of social infrastructure.
- The project aims to create a partnership of Japanese and Australian companies, research institutes and universities to export technology in four areas, such as intelligent transport systems (ITS) in cities and regions in Australia and countries in Southeast Asia. Proposals will be made to cities to begin practical applications of research results around March 2012.

Nikkan Kogyo Shimbun, November 23, 2010

3. Example of a project

MIZUHO

Mizuho Asset Management Co., Ltd.

Adoption of T-STAR/RX, a back-office system for investment advisory businesses

4. Others ~ Communications

Forum



November 2010
"Cloud Computing in Society of the Future,"
Joint symposium with Kyoto University



November 2010 IT roadmap seminar



December 2010 2010 Seminar on Asset Management Business

Publications











Books published since November 2010

