

# 1<sup>st</sup> Half FY March 2007 Financial Results

I. 1 <sup>st</sup> Half FY (Consolid	/ March 2007 Financial Results ated)	• • • • • •	1
II. FY March (Consolida	a 2007 Financial Results Forecasts ated)	• • • • • •	10

Nomura Research Institute, Ltd.
October 26, 2006

## (1) Highlights

(Unit: JPY million)

	1H FY Mar.2006 Apr.2005-Sep.2005	1H FY Mar.2007 Apr.2006-Sep.2006	١ ١	⁄οY	FY Mar.2006 Apr.2005-Mar.2006
	Amount	Amount	Diff.	Change (%)	Amount
Salas	132,502	146,452	13,949	10.5	285,585
Sales		* 142,000		* 3.1	
Operating Profit	16,460	20,840	4,380	26.6	36,469
Operating Profit		* 19,000		* 9.7	
Net Income	10,370	13,486	3,115	30.0	22,518
Net income		* 12,300		* 9.6	
Operating Profit Margin	12.4%	14.2%	1.8P		12.8%
Earnings per share	230.86	331.94	101.08	43.8	519.72
Dividends per share	50.00	70.00	20.00	40.0	140.00
<u> </u>	·				

Note: Figures \* indicate earnings estimates announced on Jul.26, 2006.

## [1st Quarter]

	1Q FY Mar.2006 Apr.2005-Jun.2005	1Q FY Mar.2007 Apr.2006-Jun.2006	YoY		
	Amount	Amount	Diff.	Change (%)	
Sales	60,664	68,383	7,718	12.7	
<b>Operating Profit</b>	6,267	8,220	1,953	31.2	
Net Income	3,961	5,647	1,686	42.6	
Operating Profit Margin	10.3%	12.0%	1.7 P		

	2Q FY Mar.2006 (Jul.2005-Sep.2005)	2Q FY Mar.2007 (Jul.2006-Sep.2006)	YoY		
	Amount	Amount	Diff.	Change (%)	
Sales	71,838	78,068	6,230	8.7	
Operating Profit	10,192	12,619	2,426	23.8	
Net Income	6,409	7,838	1,429	22.3	
Operating Profit Margin	14.2%	16.2%	2.0 P		

<sup>\*</sup>Amounts of less than JPY million were rounded down.

#### (2)Sales by sector

(Unit: .	<b>JPY</b>	million)
----------	------------	----------

	1H FY Ma Apr.2005-S				YoY		FY March 2006	
	Amount	Share (%)	Amount	Share (%)	Diff.	Change (%)	Amount	Share (%)
Financial sector	79,880	60.3	94,097	64.3	14,217	17.8	178,168	62.4
Distribution sector	24,613	18.6	23,669	16.2	(944)	(3.8)	49,681	17.4
Other private sector	18,845	14.2	16,578	11.3	(2,266)	(12.0)	36,720	12.9
Public sector	9,163	6.9	12,105	8.3	2,942	32.1	21,014	7.4
Total	132,502	100.0	146,452	100.0	13,949	10.5	285,585	100.0
*Sales by major counterpartie	es within the for	egoing an	nounts					
Nomura Holdings	36,525	27.6	44,388	30.3	7,863	21.5	88,725	31.1
SEVEN & i HOLDINGS	17,638	13.3	17,703	12.1	64	0.4	34,907	12.2

<sup>\*</sup>Figures, in principle, include sales to subsidiaries. Sales via leasing and other companies include sales to customers ultimately receiving services and other products. These figures were calculated starting in the FY March 2006, but figures in the 1H FY March 2006 were also calculated retroactively.

#### [1st Quarter]

	1Q FY Ma Apr.2005-J		1Q FY Ma Apr.2006-J		YoY		
	Amount	Share (%)	Amount	Share (%)	Diff.	Change (%)	
Financial sector	35,771	59.0	42,878	62.7	7,106	19.9	
Distribution sector	11,776	19.4	11,659	17.1	(116)	(1.0)	
Other private sector	9,159	15.1	7,935	11.6	(1,223)	(13.4)	
Public sector	3,957	6.5	5,909	8.6	1,952	49.3	
Total	60,664	100.0	68,383	100.0	7,718	12.7	
Nomura Holdings	14,632	24.1	19,926	29.1	5,293	36.2	
<b>SEVEN &amp; i HOLDINGS</b>	8,658	14.3	8,013	11.7	(644)	(7.4)	

	2Q FY Mar.2006 Jul.2005-Sep.2005		2Q FY Ma Jul.2006-Se		YoY	
	Amount	Share Amount Share (%)			Diff.	Change (%)
Financial sector	44,109	61.4	51,219	65.6	7,110	16.1
Distribution sector	12,837	17.9	12,009	15.4	(827)	(6.4)
Other private sector	9,686	13.5	8,643	11.1	(1,042)	(10.8)
Public sector	5,205	7.2	6,195	7.9	990	19.0
Total	71,838	100.0	78,068	100.0	6,230	8.7
Nomura Holdings	21,892	30.5	24,461	31.3	2,569	11.7
SEVEN & i HOLDINGS	8,980	12.5	9,689	12.4	709	7.9

<sup>\*</sup>Amounts of less than JPY million were rounded down.

#### (3) Sales and Operating Profit by segment

From the six months ended 30th September, 2006, the Company has changed the classification of its business segment, to Consulting Services and IT Solution Services, (which were formerly classified as Consulting & Knowledge Services and System Solution Services, in order to better reflect its business operation). Accordingly, information as of 31st March, 2006, has been reclassified to conform with the current classification.

## **Consulting Services**

(Unit: JPY million)

			1H FY Mar.2007 Apr.2006-Sep.2006		YoY		FY Mar.2006 Apr.2005 - Mar.2006	
L	Amount	Share (%)	Amount	Share (%)	Diff.	Change (%)	Amount	Share (%)
Sales	11,770	8.9	13,331	9.1	1,560	13.3	26,293	9.2
Operating Profit	1,687		2,101		413	24.5	3,792	
Operating Profit Margin	14.3%		15.8%		1.5P		14.4%	

#### [1st Quarter]

	1Q FY Mar Apr.2005-Jui		1Q FY Ma Apr.2006-Ju		YoY	
	Amount	Share (%)	Amount	Share (%)	Diff.	Change (%)
Sales	5,151	8.5	6,079 8.9		928	18.0
Operating Profit	366		829		462	126.0
<b>Operating Profit Margin</b>	7.1%		13.6%		6.5P	

	2Q FY Mar Jul.2005-Sep		2Q FY Ma Jul.2006-Se		YoY		
	Amount	Share (%)	Amount	Share (%)	Diff.	Change (%)	
Sales	6,619	9.2	7,251	9.3	632	9.6	
Operating Profit	1,320		1,271		(48)	(3.7)	
Operating Profit Margin	20.0%		17.5%		(2.5P)		

<sup>\*</sup>Amounts of less than JPY million were rounded down.

#### **IT Solution Services**

							(Unit: JPY	million)
		1H FY Mar.2006 Apr.2005-Sep.2005		r.2007 ep.2006	Yo	Υ	FY Mar. Apr.2005 - I	
	Amount	Share (%)	Amount	Share (%)	Diff.	Change (%)	Amount	Share (%)
System Development & System Application Sales	53,475	40.4	59,134	40.4	5,658	10.6	111,776	39.1
System Management & Operation Services	56,395	42.6	61,388	41.9	4,993	8.9	116,559	40.8
Product Sales	10,860	8.2	12,596	8.6	1,736	16.0	30,956	10.8
Sales	120,731	91.1	133,120	90.9	12,388	10.3	259,292	90.8
Operating Profit	14,772		18,738		3,966	26.9	32,676	
Operating Profit Margin	12.2%		14.1%		1.9P		12.6%	

## [1st Quarter]

		1Q FY Mar.2006 Apr.2005-Jun.2005		1Q FY Mar.2007 Apr.2006-Jun.2006		YoY	
		Amount Share (%)		Amount	Share (%)	Diff.	Change (%)
	System Development & System Application Sales	24,552	40.5	26,698	39.0	2,146	8.7
	System Management & Operation Services	27,646	45.6	30,389	44.4	2,742	9.9
	Product Sales	3,314	5.5	5,215	7.6	1,901	57.4
Sales		55,512	91.5	62,303	91.1	6,790	12.2
Operating Profit		5,900		7,391		1,490	25.3
Operating Profit Margin		10.6%		11.9%		1.3P	

		2Q FY Ma Jul.2005-Se		2Q FY Mar.2007 Jul.2006-Sep.2007		YoY	
		Amount	Share (%)	Amount	Amount	Share (%)	Amount
	System Development & System Application Sales	28,923	40.3	32,436	41.5	3,512	12.1
	System Management & Operation Services	28,749	40.0	30,999	39.7	2,250	7.8
	Product Sales	7,546	10.5	7,381	9.5	(165)	(2.2)
Sales		65,218	90.8	70,816	90.7	5,598	8.6
Ор	erating Profit	8,871		11,347		2,475	27.9
Ор	erating Profit Margin	13.6%		16.0%		2.4P	

<sup>\*</sup>Amounts of less than JPY million were rounded down.

## (4) Order Volume and Order Backlog

**Order Volume** (Unit: JPY million)

	1H FY Mar.2006 Apr.2005-Sep.2005	1H FY Mar.2007 Apr.2006-Sep.2006	Yo	Y
	Amount	Amount	Diff.	Amount
<b>Consulting Services</b>	14,114	16,954	2,840	20.1
System Development & System Application Sales	59,092	72,684	13,592	23.0
System Management & Operation Services	8,102	12,359	4,257	52.5
Product Sales	11,905	11,567	(338)	(2.8)
IT Solution Services	79,100	96,611	17,511	22.1
Total	93,214	113,566	20,351	21.8

**Order Backlog** (Unit: JPY million)

	At end of 1H FY Mar.2006 (Sep.30, 2005)	At end of 1H FY Mar.2007 (Sep.30, 2006)	Yo	Y
	Amount	Amount	Diff.	Amount
Consulting Services	5,672	6,913	1,240	21.9
System Development & System Application Sales	20,449	36,430	15,981	78.2
System Management & Operation Services	51,441	55,880	4,439	8.6
Product Sales	1,052	-	(1,052)	(100.0)
IT Solution Services	72,943	92,310	19,367	26.6
Total	78,615	99,224	20,608	26.2

<sup>\*</sup>Amounts of less than JPY million were rounded down.

## (5) Subcontracting Costs Subcontracting Costs by segment & Percentage in actual production

(Unit: JPY million) FY Mar.2006 FY Mar.2007 FY Mar.2006 YoY Apr.2005-Sep.2005 Apr.2006-Sep.2006 (Apr.2005-Mar.2006) **Share** Share Change Share Amount Amount Diff. **Amount** (%) (%) (%) (%) **Consulting Services** 1,826 27.2 2,083 28.7 256 14.1 4,740 31.9 System Development & 27,949 61.7 11.2 62.1 31,067 66.1 3,118 57,755 System Application Sales System Management & 11,258 30.0 13,100 31.5 16.4 31.9 1,842 24,839 **Operation Services IT Solution Services** 39,207 47.3 44,167 49.8 4,960 12.7 48.4 82,595 **Total** 45.8 48.2 5,217 47.1 41,034 46,251 12.7 87,335 (Subcontracting Costs 11.5 4.775 11.6 5,331 11.5 556 11.6 10,019 to China) \*

#### [1st Quarter]

	1Q FY Mar.2006 Apr.2005-Jun.2005		1Q FY Mar.2007 Apr.2006-Jun.2006		YoY	
	Amount	Amount Share (%)		Share (%)	Diff.	Change (%)
Consulting Services	773	25.7	834	25.9	61	7.9
System Development & System Application Sales	12,917	59.8	14,062	64.6	1,144	8.9
System Management & Operation Services	5,284	28.6	6,581	31.5	1,296	24.5
IT Solution Services	18,202	45.4	20,643	48.4	2,441	13.4
Total	18,976	44.0	21,478	46.8	2,502	13.2
(Subcontracting Costs to China) *	2,062	10.9	2,440	11.4	377	18.3

2Q FY Mar.2006 Jul.2005-Sep.2005		2Q FY Mar.2007 Jul.2006-Sep.2006		YoY	
Amount	Amount Share Amount Share (%)		Diff.	Change (%)	
1,053	28.3	1,249	31.0	195	18.6
15,031	63.4	17,004	67.4	1,973	13.1
5,973	31.4	6,519	31.5	546	9.1
21,004	49.1	23,523	51.2	2,519	12.0
22,057	47.5	24,772	49.6	2,715	12.3
2,712	12.3	2,891	11.7	178	6.6
	Jul.2005-8  Amount  1,053  15,031  5,973  21,004  22,057	Jul.2005-Sep.2005           Amount         Share (%)           1,053         28.3           15,031         63.4           5,973         31.4           21,004         49.1           22,057         47.5	Jul.2005-Sep.2005         Jul.2006-Sep.2005           Amount         Share (%)         Amount           1,053         28.3         1,249           15,031         63.4         17,004           5,973         31.4         6,519           21,004         49.1         23,523           22,057         47.5         24,772	Jul.2005-Sep.2005         Jul.2006-Sep.2006           Amount         Share (%)         Amount (%)         Share (%)           1,053         28.3         1,249         31.0           15,031         63.4         17,004         67.4           5,973         31.4         6,519         31.5           21,004         49.1         23,523         51.2           22,057         47.5         24,772         49.6	Jul.2005-Sep.2005         Jul.2006-Sep.2006         Yo           Amount         Share (%)         Amount (%)         Diff.           1,053         28.3         1,249         31.0         195           15,031         63.4         17,004         67.4         1,973           5,973         31.4         6,519         31.5         546           21,004         49.1         23,523         51.2         2,519           22,057         47.5         24,772         49.6         2,715

<sup>\*</sup>Amounts of less than JPY million were rounded down.

<sup>\*</sup> Subcontracting costs to China & Percentage in total subcontracting cost.

(6)Cash Flow (Unit: JPY million)

	1H FY Mar.2006 (Apr.2005- Sep.2005)	1H FYMar.2007 (Apr.2006- Sep.2006)	YoY		FY Mar.2006 (Apr.2005 -Mar.2006)
	Amount	Amount	Diff.	Change (%)	Amount
Income before income taxes	17,085	22,487	5,402	31.6	37,535
Gain/Loss from non-operating activities	(870)	(1,583)	(713)	82.0	(1,706)
Extraordinary gain/loss	298	7	(290)	(97.5)	717
Depreciation and amortization	7,714	7,909	195	2.5	16,574
Accounts receivable and other receivable,	(1,535)	(6,156)	(4,621)	301.0	10,511
net of advance payments received Allowance	108	684	575	530.5	928
Other	(482)	(2,782)	(2,299)	476.6	1,505
Subtotal	22,318	20,566	(1,751)	(7.8)	66,066
Interest and dividends received	881	1,271	390	44.3	1,180
Income taxes paid	(11,726)	(12,679)	(953)	8.1	(18,371)
Operating Activities	11,473	9,159	(2,314)	(20.2)	48,875
Acquisition of property and equipment	(3,414)	(3,922)	(508)	14.9	(9,799)
Increase in software and other intangibles	(4,366)	(5,533)	(1,166)	26.7	(8,211)
Subtotal: Capital expenditure	(7,781)	(9,456)	(1,674)	21.5	(18,011)
Increase in time deposits	(6,533)	(7,288)	(755)	11.6	(6,778)
Proceeds from time deposits	6,293	7,029	735	11.7	6,523
Increase in investment securities	(20,321)	(11,019)	9,301	(45.8)	(30,300)
Proceeds from sales and redemption of investment securities	11,695	16,319	4,623	39.5	65,812
Other	125	54	(71)	(56.7)	608
Investing Activities	(16,521)	(4,361)	12,160	(73.6)	17,853
Free Cash Flow	(5,048)	4,798	9,846	-	66,729
(Free Cash Flow except Cash management purpose investment)	3,605	129	(3,475)	(96.4)	22,672
Net repayment of long-term debt	(120)	(120)	-	-	(840)
Purchase of treasury stock	(968)	130	1,098	-	(48,147)
Cash dividends paid	(3,595)	(3,652)	(56)	1.6	(5,840)
Financing Activities	(4,684)	(3,641)	1,042	(22.3)	(54,828)
Effect of exchange rate changes on Cash and cash equivalents	90	27	(63)	(69.7)	174
Net increase in Cash and cash equivalents	(9,641)	1,183	10,825	-	12,075
Cash and cash equivalents at beginning of year	38,677	50,752	12,075	31.2	38,677
Cash and cash equivalents at end of year	29,035	51,936	22,901	78.9	50,752
Cash and cash equivalents + Cash Management purpose investment	107,266	73,213	(34,263)	(31.7)	76,432

<sup>\*</sup>Amounts of less than JPY million were rounded down.

These materials were prepared for the sole purpose of providing information to use as reference in making investment decisions, and are not intended as a solicitation for investment. 7

Copyright(C) Nomura Research Institute, Ltd.

Note: Cash management purpose investment are the investments to 3 months over time deposits and government bonds etc.. Cash management purpose investment (included in investing activities) are as follows.

Increase in time deposits	(6,533)	(7,288)	(755)	11.6	(6,778)
Proceeds from time deposits	6,293	7,029	735	11.7	6,523
Increase in investment securities	(19,870)	(10,982)	8,887	(44.7)	(20,270)
Proceeds from sales and redemption of investment securities	11,456	15,910	4,453	38.9	64,582
Total) Cash management purpose investment	(8,653)	4,668	13,322	-	44,056

<sup>\*</sup>Amounts of less than JPY million were rounded down.

## (7) Capital Expenditure

(Unit: JPY million)

	1H FY Mar.2006 (Apr.2005 - Sep.2005)	1H FY Mar.2007 (Apr.2006 - Sep.2006)	Yo	ρΥ	FY Mar.2006 (Apr.2005 - Mar.2006)
	Amount	Amount	Diff.	Change (%)	Amount
Tangible	3,486	4,450	964	27.7	10,038
Intangible	4,350	5,474	1,123	25.8	8,305
Total	7,836	9,924	2,088	26.6	18,343

## (8) Depreciation and Amortization

(Unit: JPY million)

	1H FY Mar.2006 (Apr.2005- Sep.2005)	1H FY Mar.2007 (Apr.2006- Sep.2006)	Yo	ρΥ	FY Mar.2006 (Apr.2005 - Mar.2006)	
	Amount	Amount	Diff.	Change (%)	Amount	
Tangible	2,864	3,122	257	9.0	6,278	
Intangible	4,849	4,787	(62)	(1.3)	10,295	
Total	7,714	7,909	195	2.5	16,574	

#### (9) R&D Expenditure

(Unit: JPY million)

	1H FY Mar.2006 (Apr.2005- Sep.2005)	1H FY Mar.2007 (Apr.2006- Sep.2006)	Y	οY	FY Mar.2006 (Apr.2005 - Mar.2006)
	Amount			Diff. Change (%)	
<b>Consulting Services</b>	205	228	22	11.1	541
IT Solution Services	873	944	71	8.2	1,960
Total	1,078	1,172	94	8.7	2,501

<sup>\*</sup>Amounts of less than JPY million were rounded down.

#### II. FY March 2007 Financial Results Forecasts (Consolidated)

## (1)Highlights

(Unit: JPY billion)

	FY Mar.2006 (Results)	FY Mar.2007 (Forecasts Oct.26)	YoY		FY Mar.2007 (Forecasts Jul.26)	Di from Pi Forecast	
	Amount	Amount	Diff.	Diff. Change (%)		Diff.	Change (%)
Sales	285.5	305.0	19.4	6.8	300.0	5.0	1.7
Operating Profit	36.4	42.0	5.5	15.2	40.0	2.0	5.0
Net Income	22.5	26.5	3.9	17.7	25.5	1.0	3.9
Operating Profit Margin	12.8%	13.8%	1.0P		13.3%	0.5 P	
Earnings per share	519.72	652.04	132.32	25.5	627.70	24.34	3.9

## (2)Sales by sector

(Unit: JPY billion)

	FY Mar.2006 (Results)		FY Mar.2007 (Forecasts)		YoY	
	Amount	Share (%)	Amount	Share (%)	Diff.	Change (%)
Financial	178.1	62.4	196.0	64.3	17.8	10.0
Distribution	49.6	17.4	49.0	16.1	(0.6)	(1.4)
Other private	36.7	12.9	34.0	11.1	(2.7)	(7.4)
Public	21.0	7.4	26.0	8.5	4.9	23.7
Total	285.5	100.0	305.0	100.0	19.4	6.8

<sup>\*</sup> Nomura Research Institute, Ltd. revised the financial results forecast for the fiscal year ended March 31, 2007 on October 26, 2006.

#### II. FY March 2007 Financial Results Forecasts (Consolidated)

#### (3)Sales by segment

From the six months ended 30th September, 2006, the Company has changed the classification of its business segment, to Consulting Services and IT Solution Services, (which were formerly classified as Consulting & Knowledge Services and System Solution Services, in order to better reflect its business operation). Accordingly, information as of 31st March, 2006, has been reclassified to conform with the current classification.

(Unit: JPY billion)

	FY Mar.2006 (Results)		FY Mar.2007 (Forecasts)		YoY	
	Amount	Share(%)	Amount	Share(%)	Diff.	Change(%)
Consulting Services	26.2	9.2	28.0	9.2	1.7	6.5
System Development & System Application Sales	111.7	39.1	124.0	40.7	12.2	10.9
System Management & Operation Services	116.5	40.8	125.0	41.0	8.4	7.2
<b>Product Sales</b>	30.9	10.8	28.0	9.2	(2.9)	(9.6)
IT Solution Services	259.2	90.8	277.0	90.8	17.7	6.8
Total	285.5	100.0	305.0	100.0	19.4	6.8

(4) Capital Expenditure

(Unit: JPY billion)

	FY Mar.2006 (Results)			YoY		
	Amount	Amount	Diff.	Change (%)		
Tangible	10.0	21.0	10.9	109.2		
Intangible	8.3	15.0	6.6	80.6		
Total	18.3	36.0	17.6	96.3		

(5) Depreciation & Amortization

(Unit: JPY billion)

	FY Mar.2006 (Results)	FY Mar.2007 (Forecasts)	Y	oY
	Amount	Amount	Diff.	Change (%)
Total	16.5	17.5	0.9	5.6

#### (6) R&D Expenditure

(Unit: JPY billion)

	FY Mar.2006 (Results)	FY Mar.2007 (Forecasts)	Y	YoY		
	Amount	Amount	Diff.	Change (%)		
Total	2.5	3.4	0.8	35.9		