

# FACT BOOK 2019

2018



Japan Securities Dealers Association



<b>Overview</b>	<b>1</b>
<b>I Economy and Market Trends</b>	<b>3</b>
1 Economic Overview .....	3
2 Stock Market .....	6
3 Bond Market .....	9
4 Investment Trusts .....	11
5 Derivative Market .....	13
6 Investor Trends .....	14
7 Household Financial Assets .....	16
<b>II Securities Industry Overview</b>	<b>19</b>
1 Number of Firms and Employed Persons .....	19
2 Performance Summary .....	23
<b>III International Comparison</b>	<b>26</b>
<b>Statistical Data</b>	<b>30</b>

## I Economy and Market Trends

### 1 Economic Overview

The Japanese economy on the whole maintained a moderate recovery trend from 2018 to the first half of 2019, supported by strong domestic demand despite the declining trend of net exports. While real GDP had shown signs of growth for 8 consecutive periods since the first quarter of 2016, the first and third quarters of 2018 experienced negative growth, at -0.1% and -0.6% respectively. For the third quarter, in particular, such factors as the impact of successive natural disasters and the resultant drop in personal consumption brought about the negative growth rates.

Overcoming the decline in personal consumption due to the natural disasters, the fourth quarter of 2018 (0.5%) and the first quarter of 2019 (0.6%) showed signs of positive growth, backed and bolstered by domestic demand.

Corporate earnings (ordinary profits) of 2018 remained at high levels throughout the year and reached a recordhigh ¥86,406.1 billion. Ordinary profits to sales also hit a record high at 6.0%.

Both the Consumer Price Index (CPI) and the Corporate Goods Price Index (CGPI) for 2018 remained positive. The CPI was a positive 0.9% and the CGPI was a positive 2.6% year-on-year.

The unemployment rate for the year was 2.44%, dropping from the 2.83% of the previous year to become the same level as that of 1993 (2.5%). The job offers to applicant ratio reached 1.61 times, above the 1.50 times of the previous year, reaching closer to the highest recorded figure of 1973 (1.76 times).

### 2 Stock Market

In 2018, the Nikkei 225 Stock Average started at ¥23,073. In January, it reached the ¥24,000 level for the first time in 26 years since November 1991. However, coming into February, stock prices plummeted globally in response to the hike in the VIX index, which measures the expectation of the US stock market's volatility, as a result of the sharp rise in the US long-term interest rate, and the Nikkei too dropped steeply. In March, against the backdrop of the emerging US-China trade disputes, it dropped even further, to reach levels below ¥21,000. From April to August, reflecting elevated concerns over the US protectionist trade policy, the index hovered between ¥22,000 and ¥23,000. Afterwards, due to heightened expectations for improvements in corporate performance following the positive quarterly results for April through June, as well as the general sense of ease over the domestic political situation arising from the LDP leadership election results, in September, the index turned to an upward trend, recovering to the ¥24,000 level and reaching ¥24,270 on October 2, the highest recorded figure since November 1991. However, fears over a global economic slowdown due to a rise in

the US long-term interest rate, decline in the US stock market, and cut in forecast growth rate for 2018 and 2019 by the IMF put downward pressure on the Nikkei 225, and it fell below ¥22,000—the sharpest drop since October 2008. Thereafter, the Nikkei hovered around that level. Going into December, sharp drops in the US market and uncertainty over the US Administration pulled again the average further on a downward trend with the year's trading closing at ¥20,014, ¥2,750 down (12.1%) from that of the end of 2017. In 2019, the Nikkei 225 Stock Index began sluggish at ¥19,655. However, afterwards, it moved upwards, supported by investors' buyback at low price levels, and recovered to the ¥22,000 level in April. Later, against the backdrop of the US-China trade friction and movements surrounding US monetary policy, stock prices fluctuated in the ¥21,000 and ¥22,000 ranges.

Equity financing (paid-in capital increases) by publicly listed companies totaled ¥716.4 billion, a ¥652.0 billion decrease year-on-year. The number of initial public offerings (IPOs) increased to 115 companies, up by 12 companies from the previous year. However, these IPOs totaled ¥209.9 billion, up by ¥119.5 billion compared with the previous year.

### 3 Bond Market

In 2018, the long-term interest rate (simple interest yield on newly issued 10-year JGBs) started at 0.048%. In January, there was a decrease in purchases of super-long-term JGBs under the BOJ's open market operations, which led to speculation that the BOJ had begun preparations for an exit strategy from its monetary easing policy, and consequently, the interest rate rose to 0.1%. Later, with the implementation of the BOJ's limit price operation and the decline in market speculation of its tapering of its monetary easing program, the interest rates fell to 0.024% in late March. After April, as the US long-term interest rate rose above 3%, the yen rate rose in tandem temporarily. However, in early July, it dropped to 0.025%, reflecting the decline in the US and German long-term interest rates. In late July, observations that the BOJ was considering to make more flexible its control of the long-term rate led to a rise in the interest rates. At the monetary policy meeting held at the end of July, the BOJ decided to strengthen the framework for strong continuous monetary easing, while also expressing its intent to allow the long-term yields to rise up to around 0.2%. As a result, the interest rate temporarily rose to 0.145%. Riding on this current, and in accordance with the upward trend of the US long-term interest rate, the interest rates climbed up further to hit 0.161% in early October. However, reflecting growing risk-averse sentiments following a decline in global stock markets due to concerns over the global economic slowdown, the interest rates turned to a downward trend, and remained low at 0.003% when

trades closed in 2018. Going into 2019, the interest rates dropped into negative levels and thereafter continued to fall, reaching -0.165% in late June.

Total OTC bond trading volume rose by 44.7% year-on-year to ¥14,063 trillion (with JGBs accounting for ¥13,986 trillion). Public and corporate bond issuance was ¥179 trillion.

#### 4 Investment Trusts

Net assets of investment trusts was ¥206,068.9 billion (down 0.5% year-on-year) at the end of 2018. The following are the breakdowns.

Publicly offered investment trusts: ¥105,159.2 billion  
(down 5.4%)

Private placement investment trusts: ¥89,557.9 billion  
(up 4.7%)

Real estate investment trusts: ¥11,351.7 billion  
(up 9.5%)

#### 5 Derivative Market

The amount of market derivative trading in 2018 was 388.34 million units (up 20.5% from the previous year). Meanwhile, the amount of OTC securities derivative transactions in FY 2018 was ¥400,196.4 billion (up 11.9% from the previous year).

#### 6 Investor Trends

The breakdown of stockholdings by investor type as of FY

2018 end indicates that stockholdings by individuals was 17.2%, up 0.2 points from the previous fiscal year, which was a record low. Investment trust holdings increased to 8.4%, up 1.2 points from the previous year, which was a record high in the last 15 years. The percentage held by foreign investors was 29.1%, down 1.2 points from the previous year.

#### 7 Household Financial Assets

The composition of household financial assets as of FY 2018 end was as follows.

Stocks and other equities: 10.0% (down 1.0% from the previous year)

Cash and deposits: 53.3%

Investment trusts: 3.9%

Bonds: 1.3%

Insurance and pension reserves: 28.6%

NISA (Nippon Individual Savings Account) that was introduced back in 2014 saw a growth from the previous fiscal year with the number of NISA accounts opened as of FY 2018 end at 11.55 million and amount of annual purchase reaching ¥16,353.3 billion. The number of accounts opened for the Dollar-Cost Averaging NISA, which was introduced in 2018, was 12.7 million and the amount of the annual purchase ¥133.2 billion.

## II Securities Industry Overview

#### 1 Number of Member Firms, etc.

As of FY 2018 end, the number of regular members (securities firms that are members of the Japan Securities Dealers Association (JSDA)) remains the same as the previous year, totaling in 264 firms, with 9 joining during the said fiscal year and 9 leaving, etc. The number of special members (banks and other registered financial institutions that are members of the JSDA) was 205, with 4 less compared to the previous year.

The number of employees at FY 2018 end was 90,000, at the same level as the previous year. The number of domestic offices of regular members at FY 2018 end also decreased for the first time in 5 years to 2,133, down by 21 from the previous year.

The number of registered sales representatives of member firms at FY 2018 end also decreased for the first time in 5 years to 522,000, down by 6,000 from the previous year. By membership category, the number of sales representatives registered by regular members was 76,000 (same as the previous year), and the number of sales representatives registered by special members decreased to 350,000 (down 5,000 from the previous year). On the other hand, the number of sales representatives registered with financial instruments

intermediary service providers that are on contract with special members increased for 9 consecutive years.

#### 2 Performance Summary

FY 2018 (ending March 2019) total operating revenues for the 259\* securities firms in the securities industry amounted to ¥3,726.1 billion, a 9.8% year-on-year decrease. The operating revenues include:

Commissions: ¥2,007.8 billion

Trading gains: ¥744.0 billion

On the other hand, selling, general and administrative costs decreased by 5% year on year to ¥2,751.1 billion. The SG&A costs include:

Transaction expenses: ¥684.3 billion

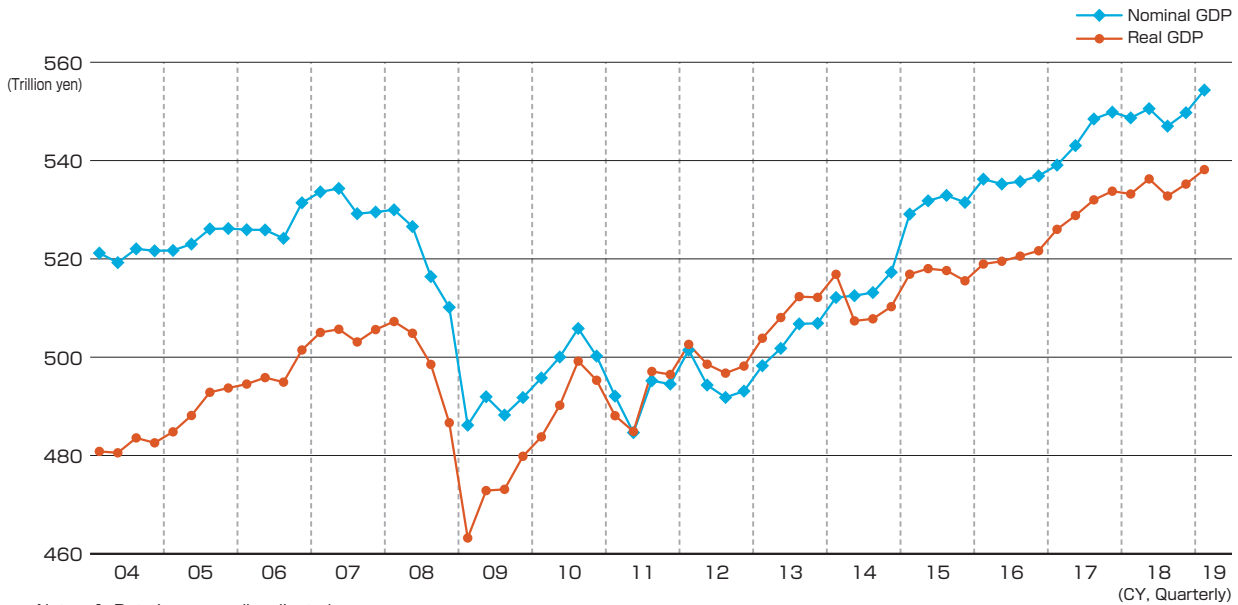
Personnel expenses: ¥1,024.1 billion

As a result, the industry posted ordinary profits of ¥427.1 billion, a 44% decrease from the previous year and a net income of ¥287.8 billion, down 46% from the previous year.

\* Industry figures exclude 5 securities firms whose businesses have been discontinued or are not operating from the total of 264 securities firms as of the end of March 2019.

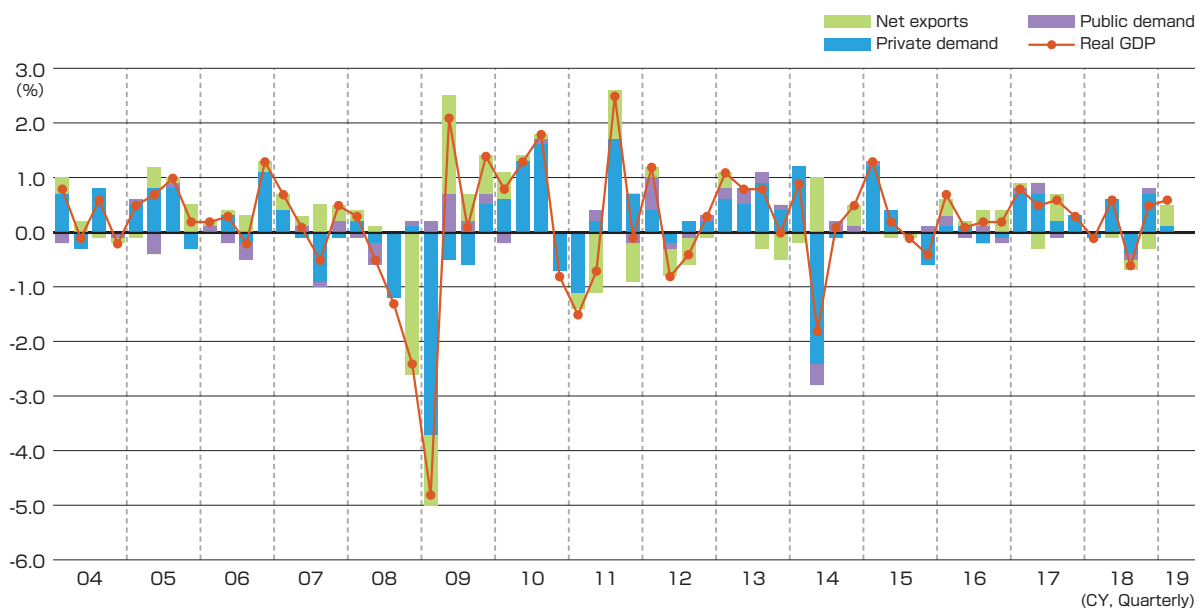
## 1 Economic Overview

## Nominal and Real GDP



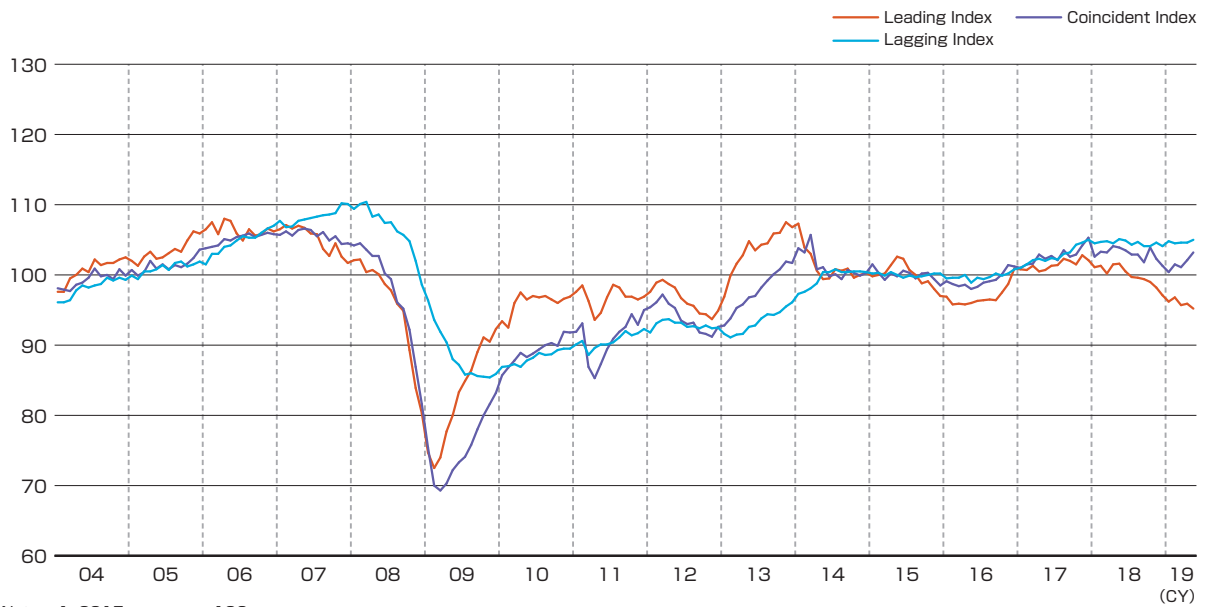
▶ For numerical data, please see page 30.

## Real GDP Growth Rate (quarter-on-quarter)



▶ For numerical data, please see page 30.

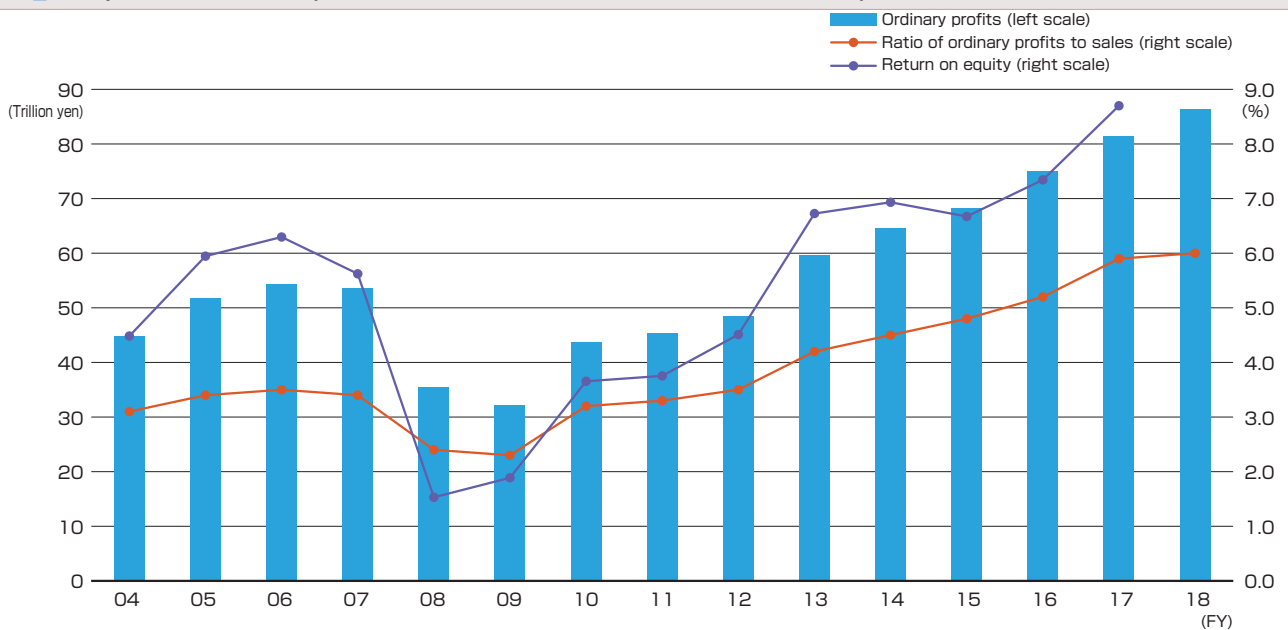
Indexes of Business Conditions (Composite Indexes)



Notes: 1. 2015 average = 100  
 2. Data published on July 5, 2019.  
 Source: Japanese Cabinet Office

► For numerical data, please see page 31.

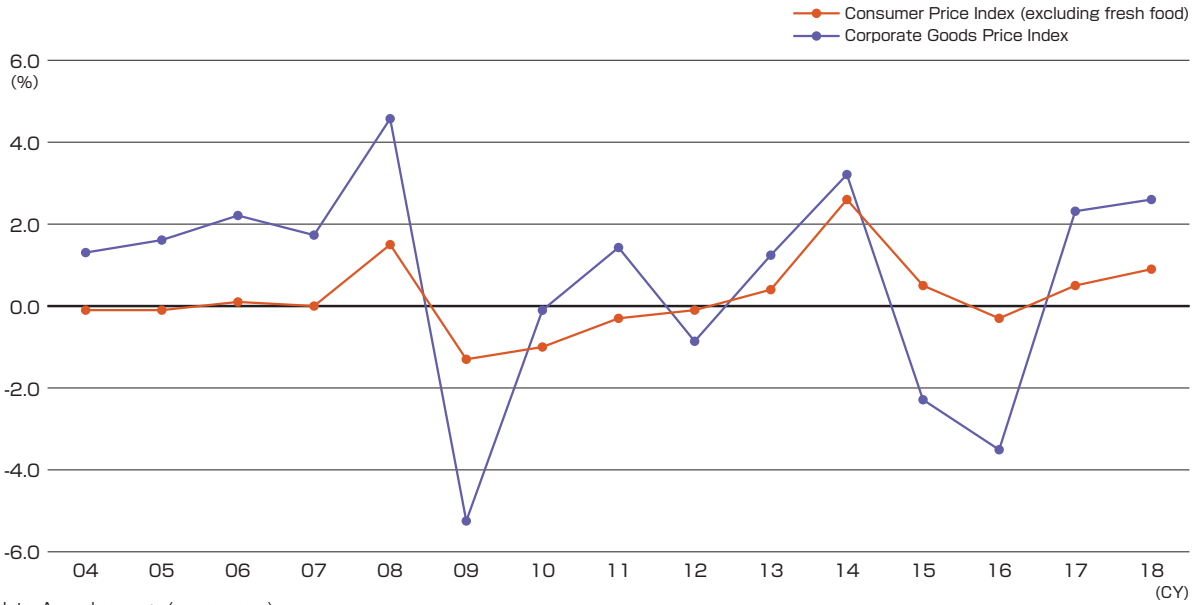
Corporate Profits (all industries and all scales of business)



Notes: 1. FY 2018 ordinary profits and the ratio of ordinary profits to sales are on a preliminary report basis.  
 2. FY 2018 return on equity is not yet published.  
 3. Ordinary profits, the ratio of ordinary profits to sales, and return on equity exclude performances of the banking and insurance industries.  
 Source: Ministry of Finance

► For numerical data, please see page 31.

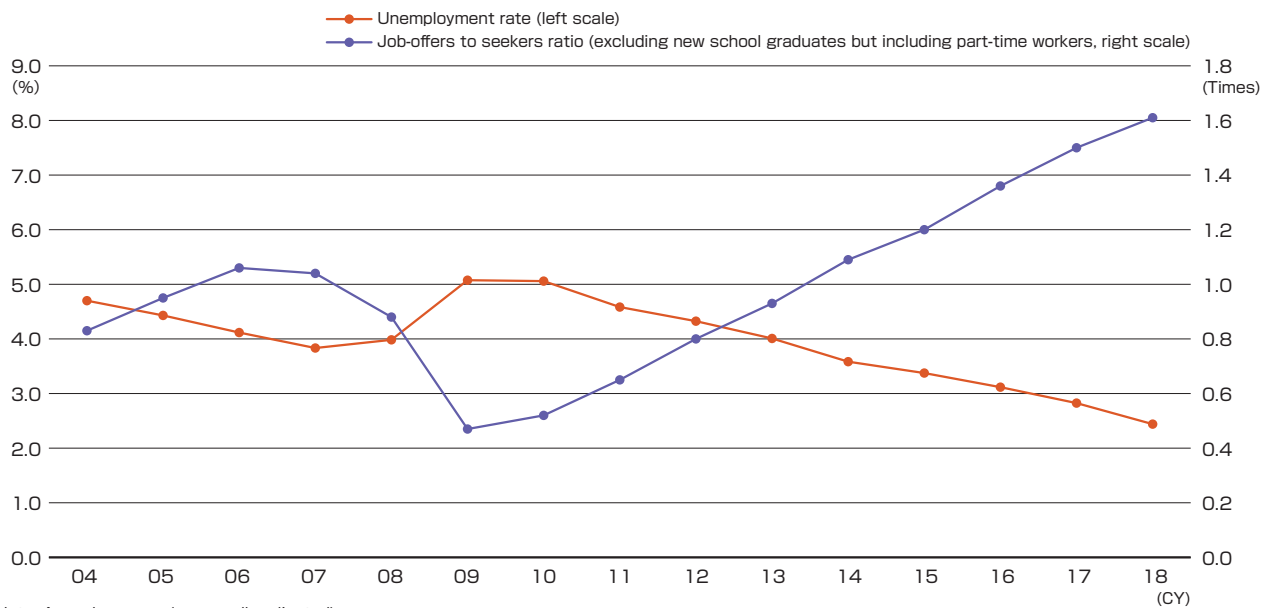
### Consumer Price and Corporate Goods Price Indexes (year-on-year)



Note: Annual average (year-on-year).  
Source: Ministry of Internal Affairs and Communications, Bank of Japan

▶ For numerical data, please see page 31.

### Employment Conditions

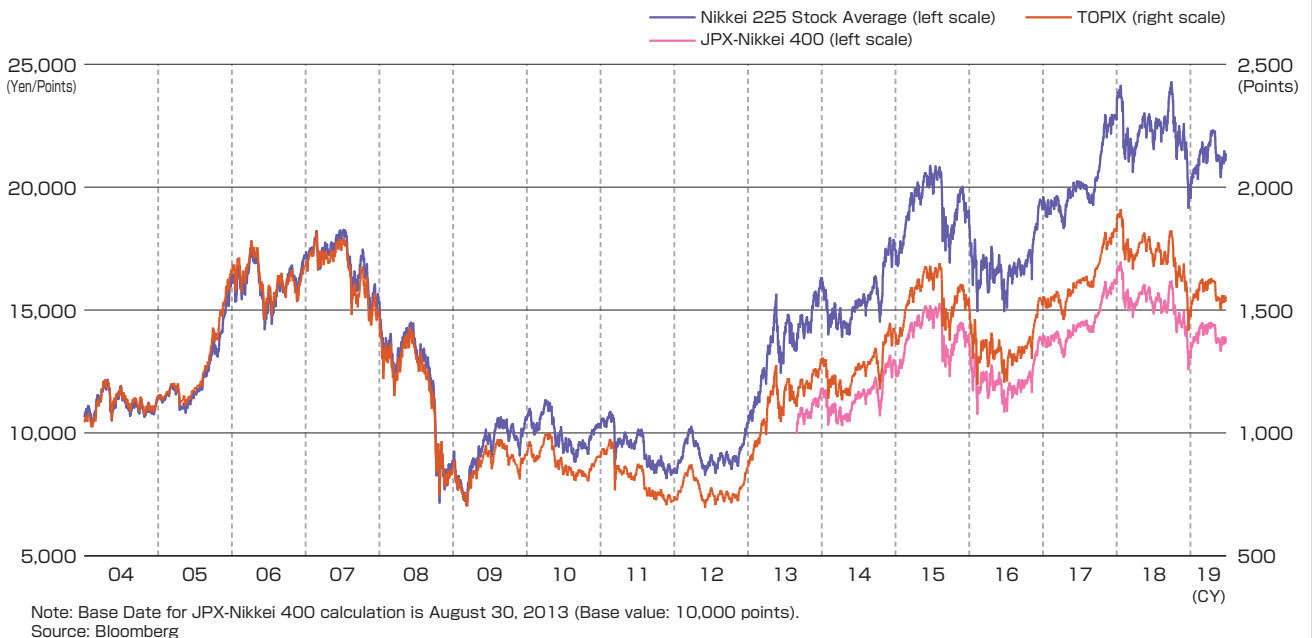


Note: Annual average (seasonally adjusted).  
Source: Ministry of Internal Affairs and Communications, Ministry of Health, Labour and Welfare

▶ For numerical data, please see page 31.

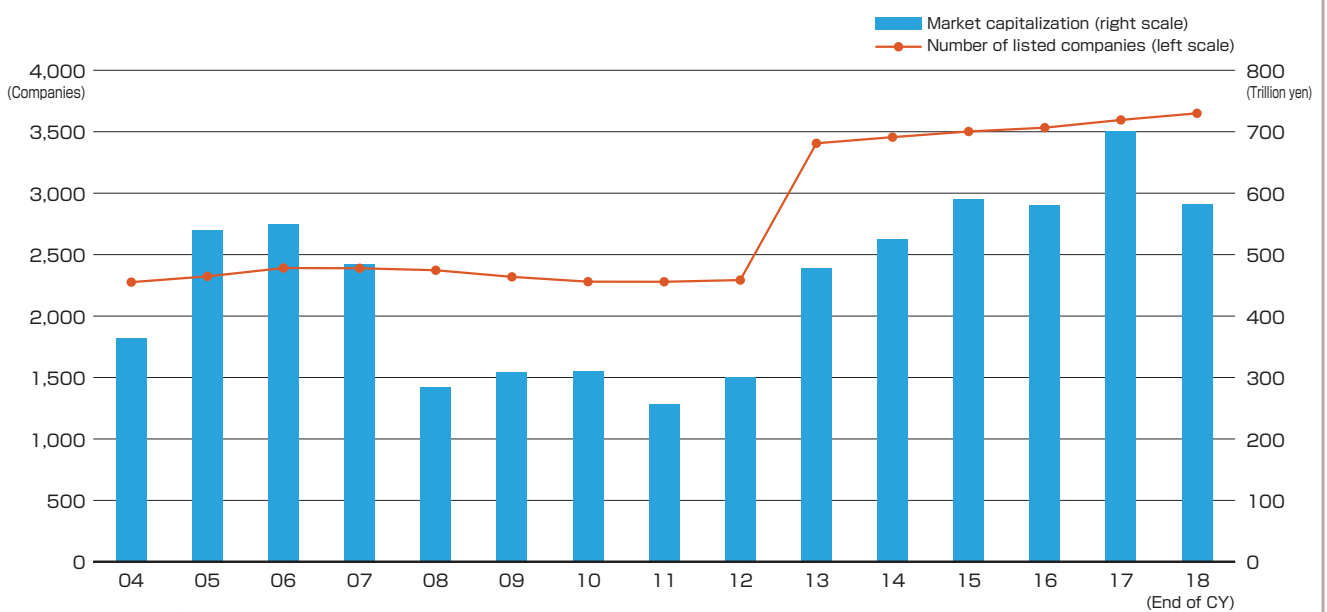
2 Stock Market

Stock Price Indexes



► For numerical data, please see page 32.

Number of TSE Listed Companies and Market Capitalization

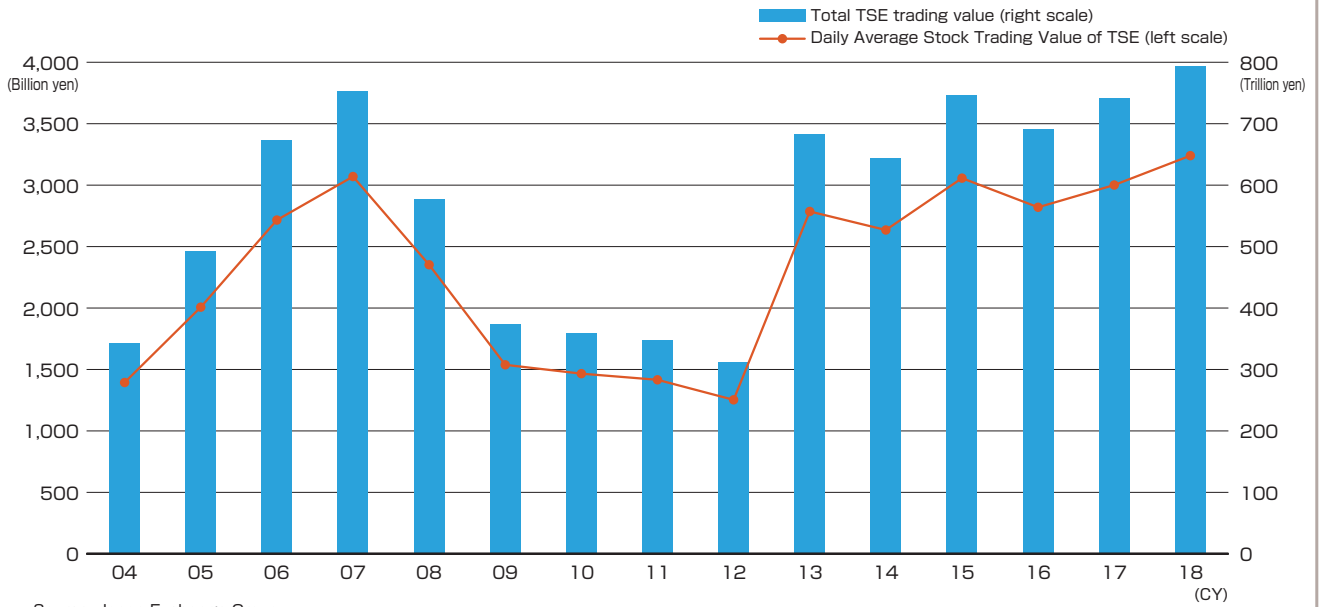


Notes: 1. Total of domestic stocks.  
2. The spot market of former Osaka Securities Exchange was merged with Tokyo Stock Exchange in July 2013.  
Source: Japan Exchange Group

► For numerical data, please see page 32.



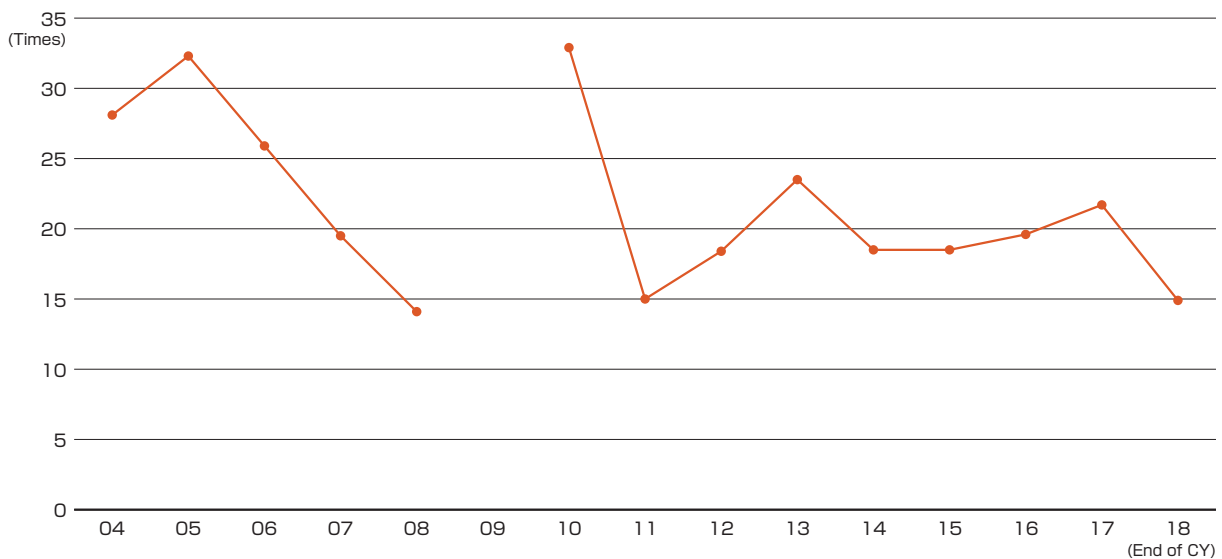
### TSE Trading Value



Source: Japan Exchange Group

▶ For numerical data, please see page 32.

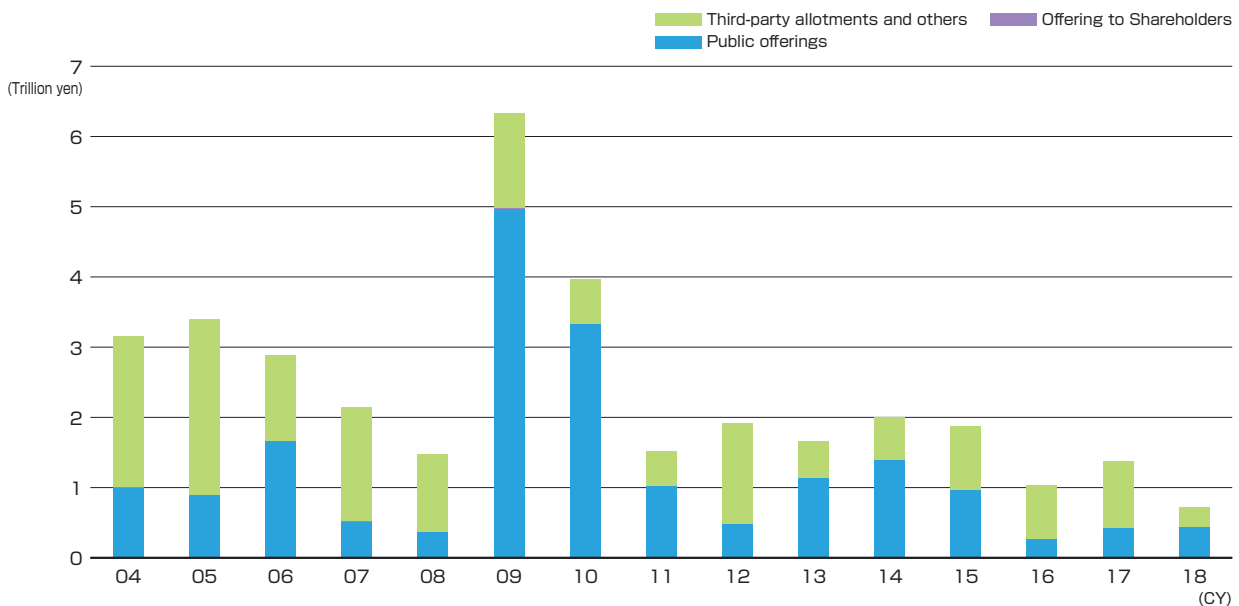
### Average PER (Simple Average) of TSE (1st Section)



Note: Spaces for the end of 2009 is left blank as the total net profit per share was negative.  
Source: Japan Exchange Group

▶ For numerical data, please see page 32.

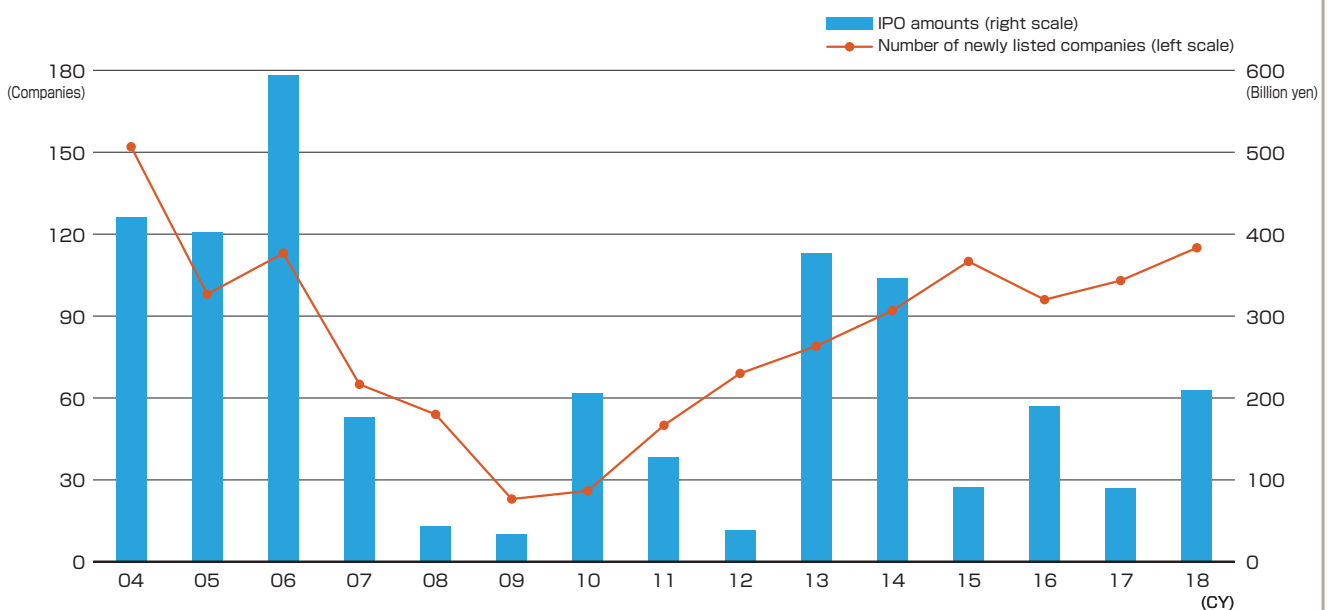
### Equity Financing (paid-in capital increase) by Corporations



Notes: 1. Third-party allotments and others include private placements.  
 2. Initial public offerings made in conjunction with the listing of shares on exchanges before 2007 are not included in the calculations.  
 Source: Japan Exchange Group

▶ For numerical data, please see page 33.

### Number of Newly Listed Companies and IPO Amounts



Notes: 1. IPOs include public offerings made when foreign companies list on a Japanese exchange.  
 2. The figures for the number of new listed companies are for the First and Second Sections, as well as the Mothers, JSDAQ and TOKYO PRO markets, of the TSE. Figures for other domestic exchanges are not included.

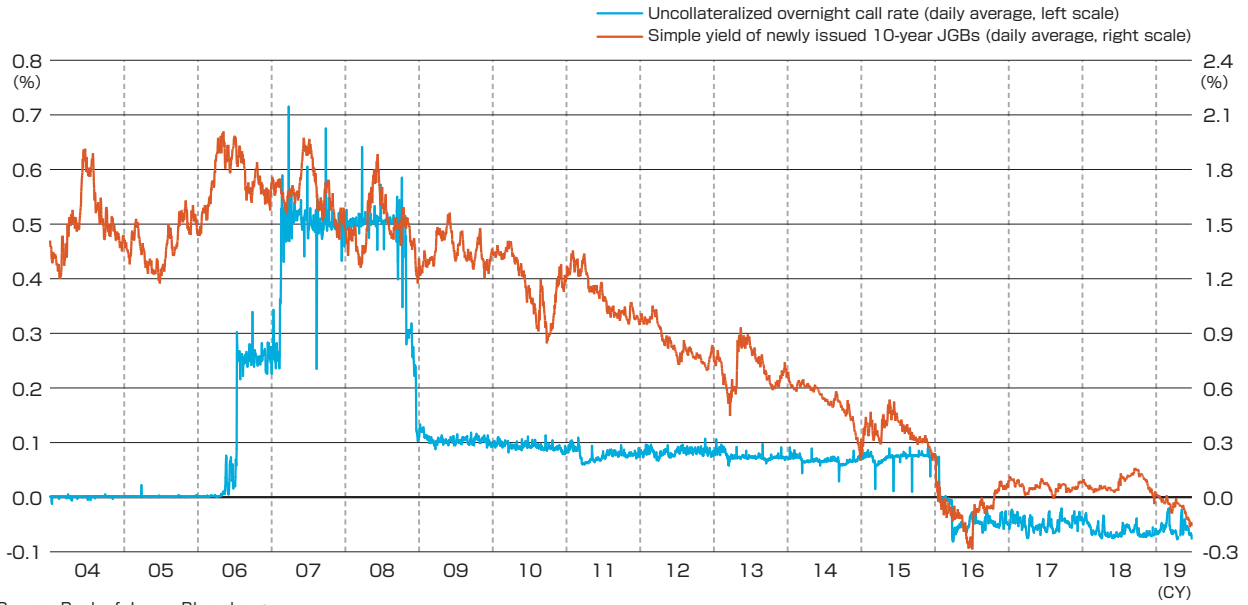
Source: Japan Exchange Group, Japan Securities Dealers Association

▶ For numerical data, please see page 33.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/finance/index.html>

### 3 Bond Market

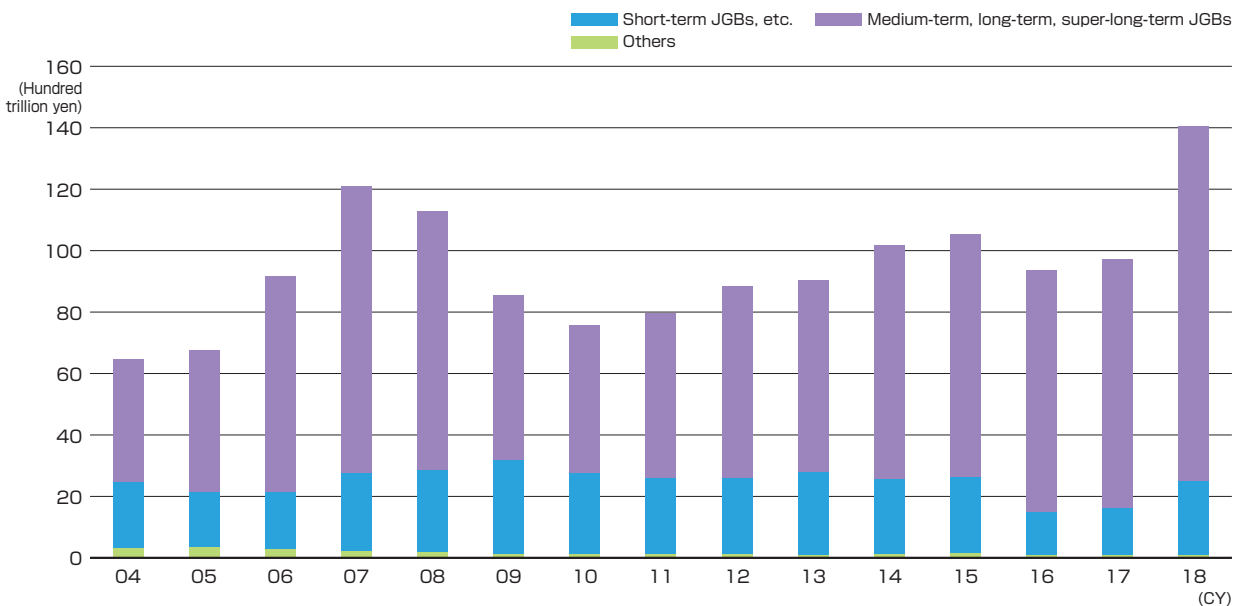
#### Long-term and Short-term Interest Rates



Source: Bank of Japan, Bloomberg

▶ For numerical data, please see page 33.

#### OTC Bond Trading



Notes: 1. Short-term JGBs, etc. are the total of financial bills, treasury bills and treasury discount bills (since 2009).

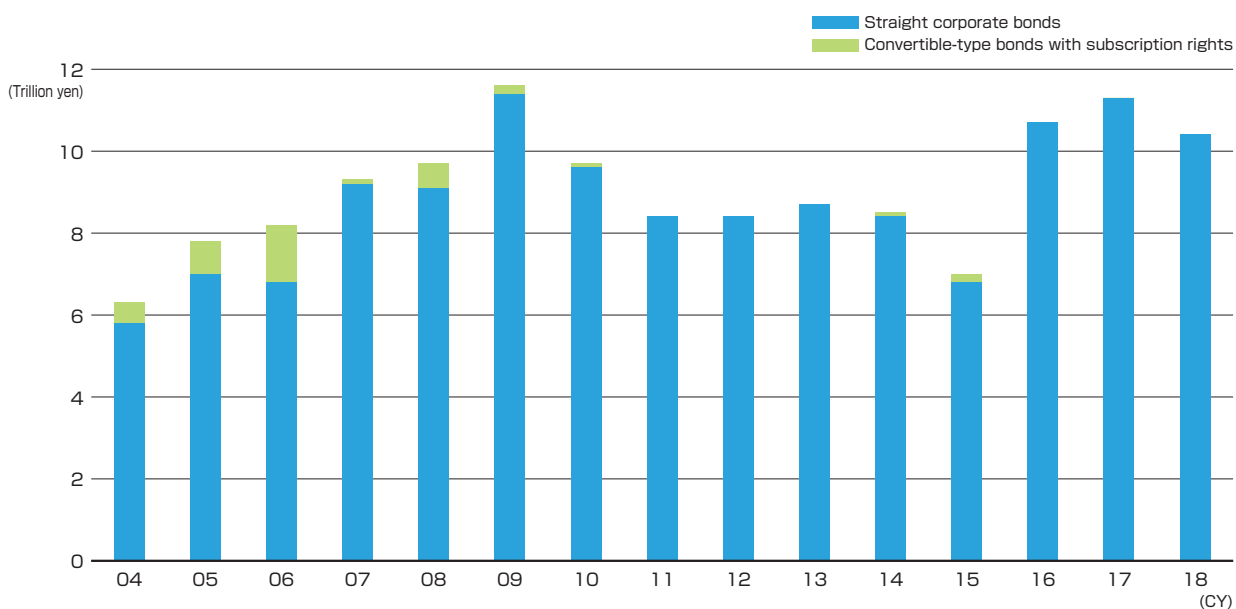
2. Since May 2018, figures include JGB basket trading in GC repos under the subsequent collateral allocation method, which was introduced concurrently with the implementation of the shortened T+1 settlement cycle for JGBs.

Source: Japan Securities Dealers Association

▶ For numerical data, please see page 33.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/tentoubaibai/index.html>

### Corporate Bond Financing



Note: Straight corporate bonds include asset-backed corporate bonds.  
Source: Japan Securities Dealers Association

▶ For numerical data, please see page 34.

URL [http://www.jsda.or.jp/shiryoshitsu/toukei/saiken\\_hakkou/index.html](http://www.jsda.or.jp/shiryoshitsu/toukei/saiken_hakkou/index.html)  
URL <http://www.jsda.or.jp/shiryoshitsu/toukei/finance/index.html>

### Composition of Bond Issuance



Notes: 1. Excluding private placement municipal bonds. In addition, for 2008 and later, excluding private placement special bonds and private placement corporate bonds.  
2. Straight corporate bonds include asset-backed corporate bonds.

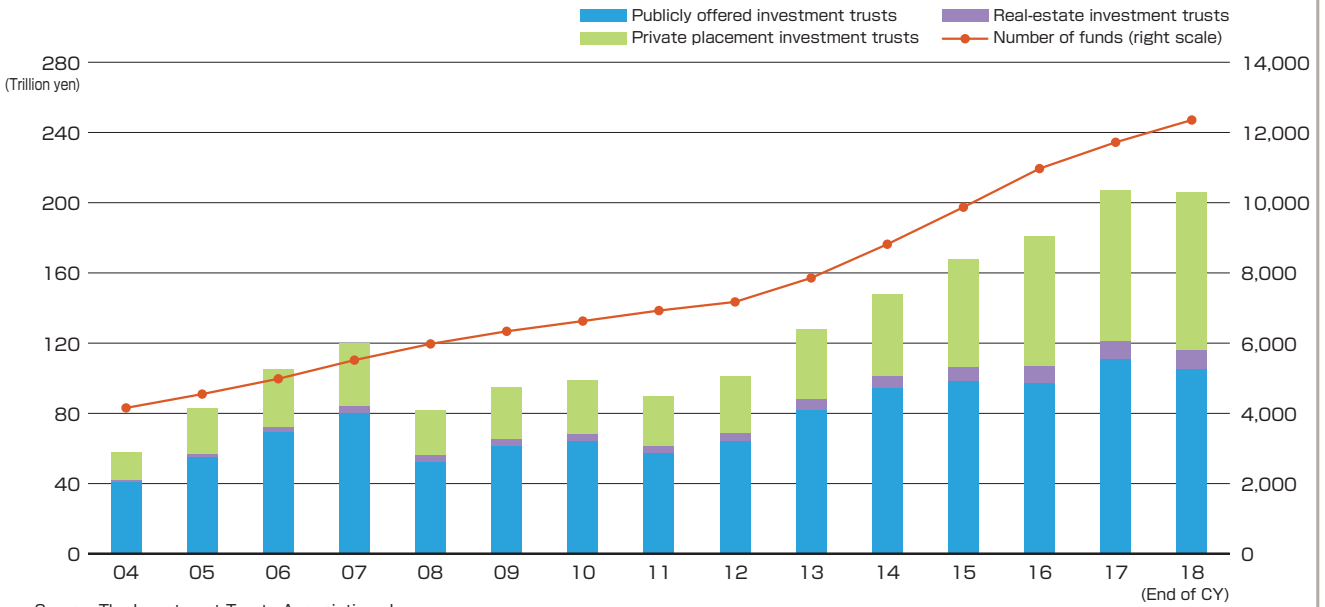
Source: Japan Securities Dealers Association

▶ For numerical data, please see page 34.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/hakkou/index.html>

## 4 Investment Trusts

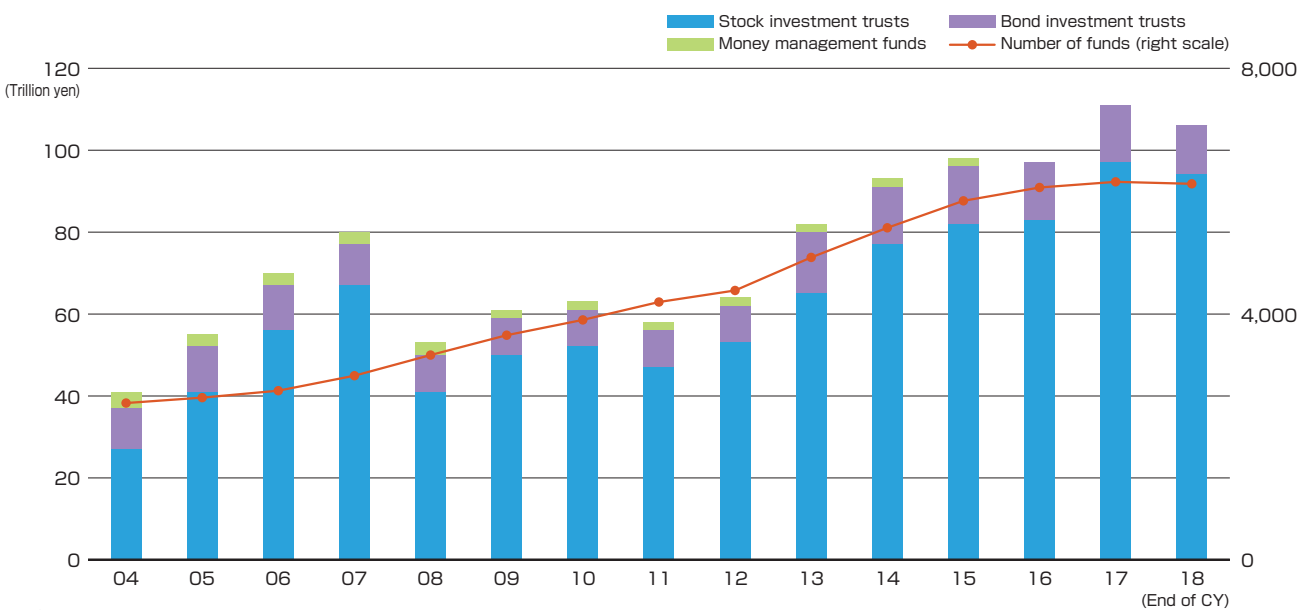
### Net Assets, etc. Held in Investment Trusts



Source: The Investment Trusts Association, Japan

► For numerical data, please see page 35.

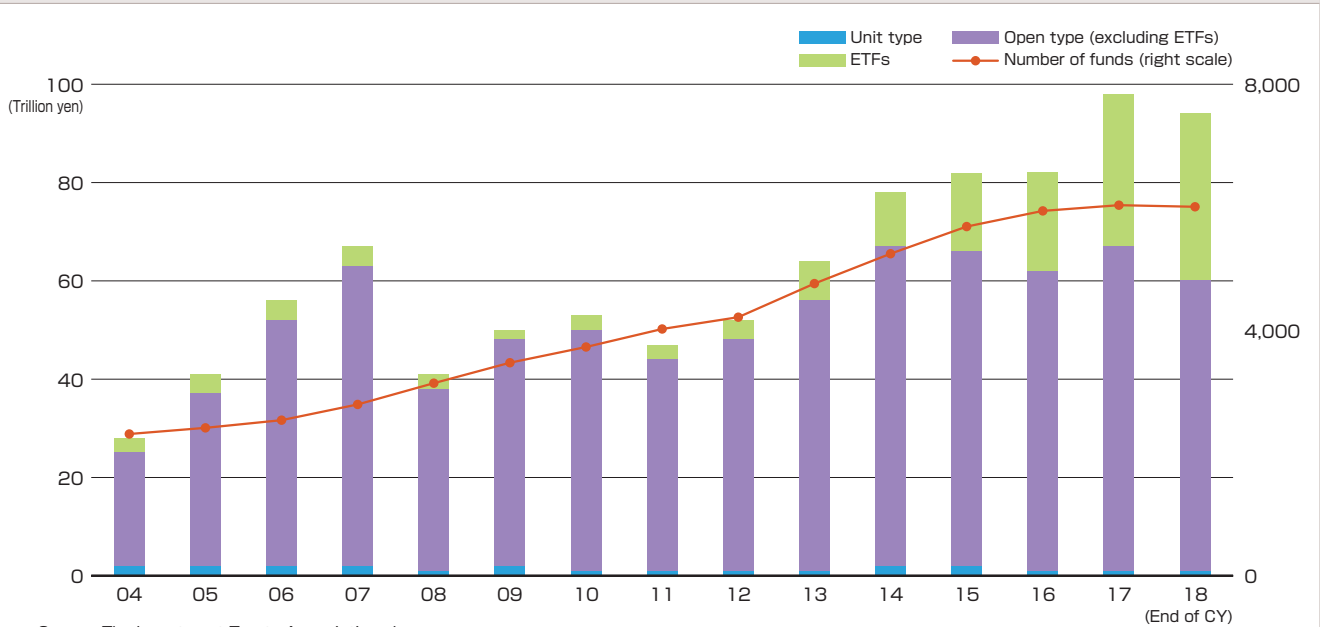
### Net Assets, etc. Held in Publicly Offered Contractual-Type Securities Investment Trusts



Source: The Investment Trusts Association, Japan

► For numerical data, please see page 35.

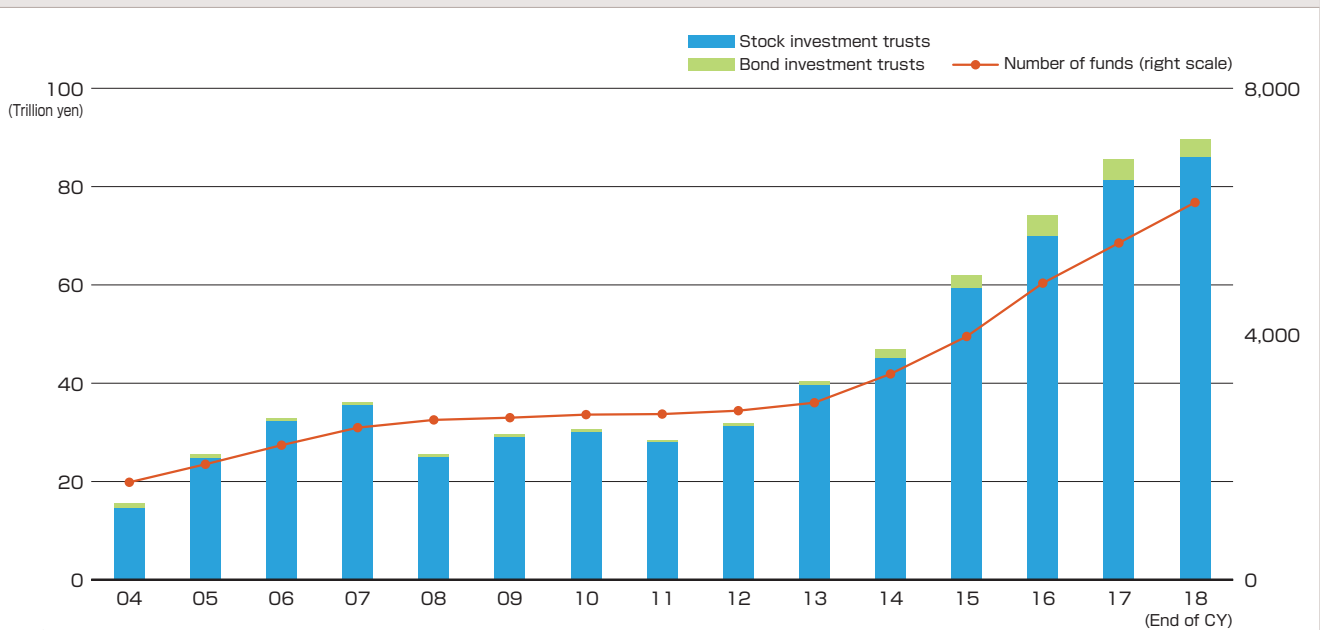
Net Assets, etc. Held in Publicly Offered Contractual-Type Stock Investment Trusts



Source: The Investment Trusts Association, Japan

► For numerical data, please see page 36.

Net Assets, etc. Held in Private Placement Contractual-Type Investment Trusts

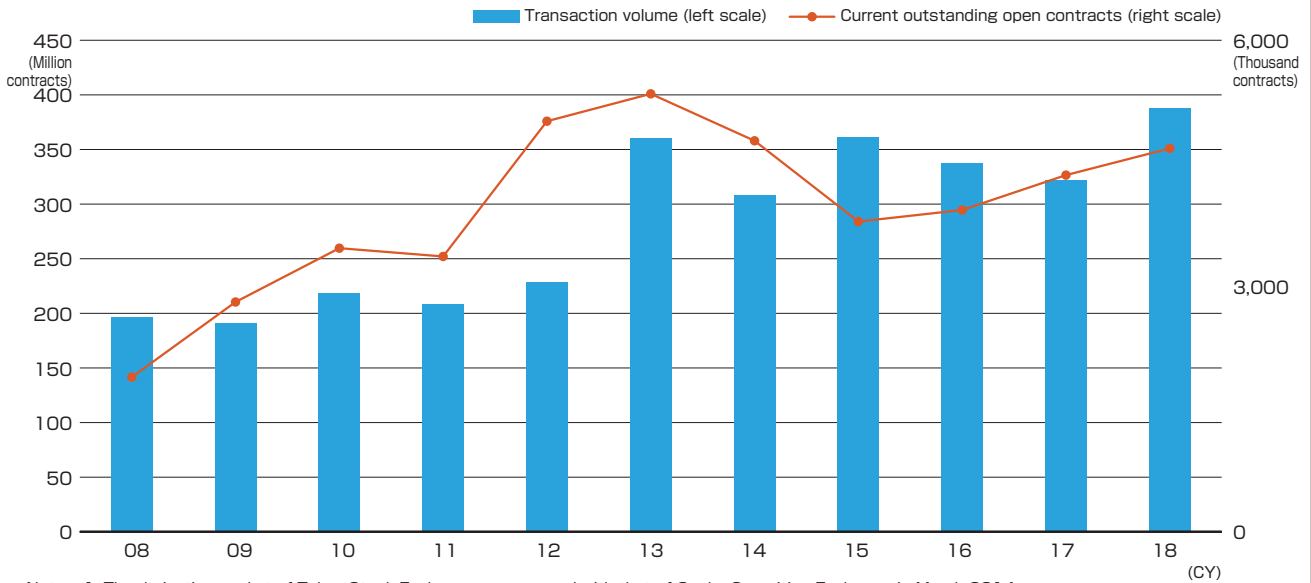


Source: The Investment Trusts Association, Japan

► For numerical data, please see page 36.

## 5 Derivative Market

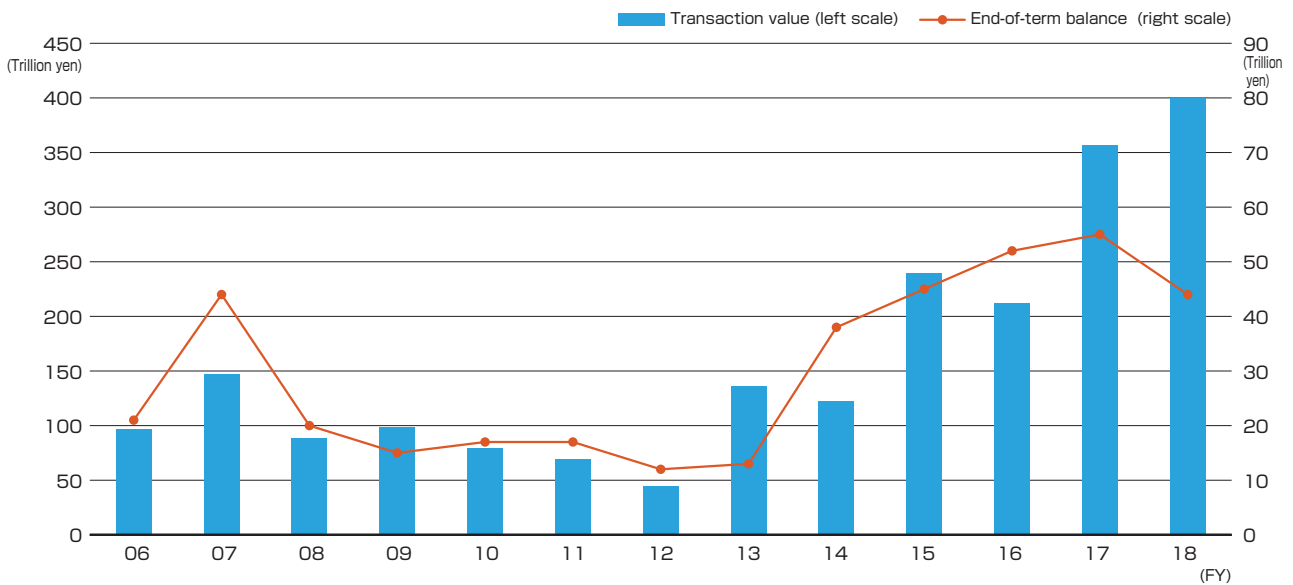
### Derivative Market Transaction Volume, etc.



Notes: 1. The derivative market of Tokyo Stock Exchange was merged with that of Osaka Securities Exchange in March 2014.  
 2. The figures above show the sum of the total volume of the derivative markets of Osaka Securities Exchange and Tokyo Stock Exchange before the merger.  
 3. Current outstanding open contracts are as of year-end.  
 Source: Japan Exchange Group

▶ For numerical data, please see page 37.

### Value of Securities OTC Derivative Transactions



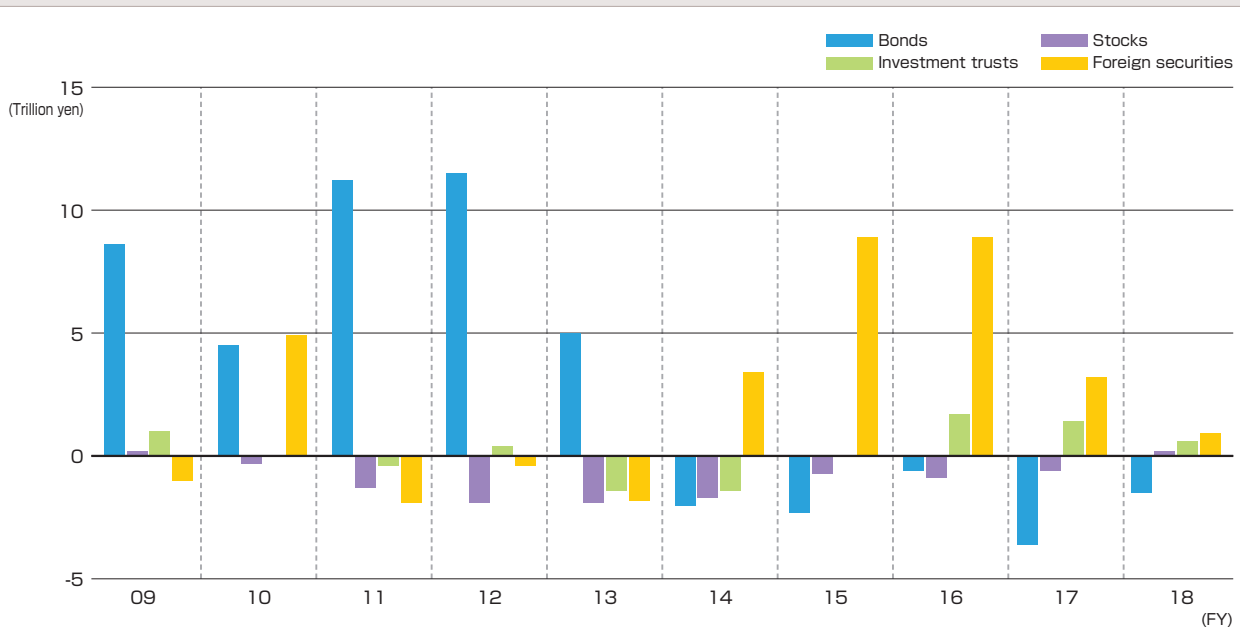
Notes: 1. On a notional value basis.  
 2. End of term balance is as of fiscal year-end.  
 Source: Japan Securities Dealers Association

▶ For numerical data, please see page 37.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/deri/index.html>

6 Investor Trends

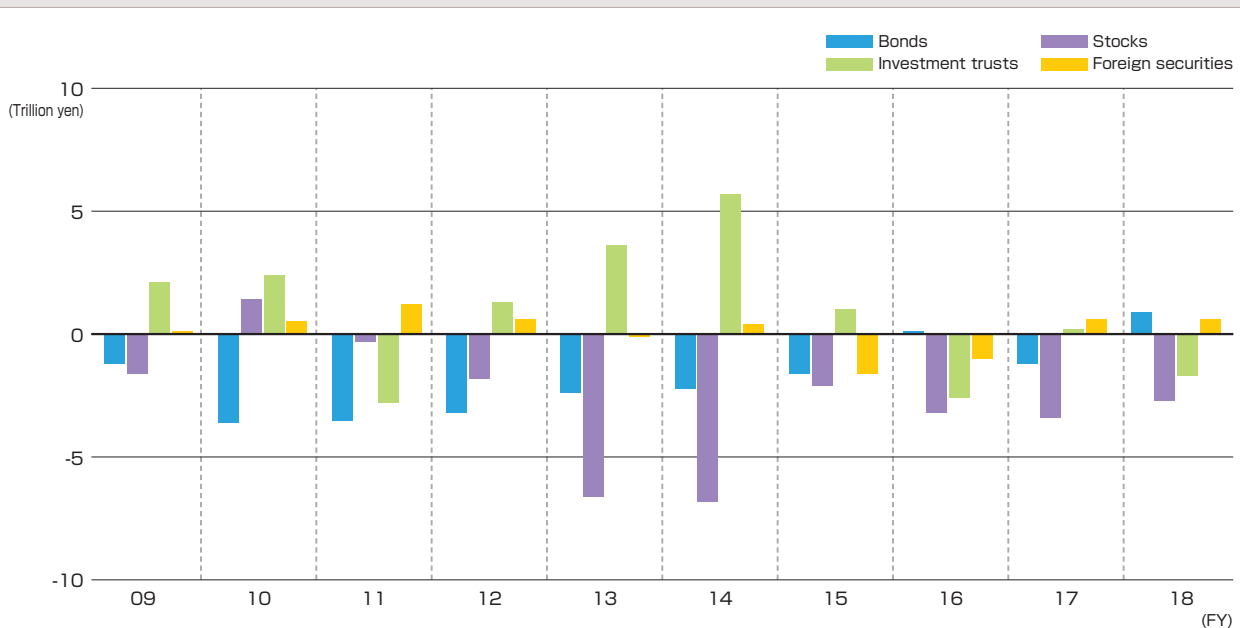
Investment by Institutional Investors (Insurance Companies and Pension Funds)



Notes: 1. Changes during the fiscal year.  
 2. Stocks include other equities.  
 3. Data published on June 27, 2019.  
 Source: Bank of Japan

► For numerical data, please see page 37.

Investments by Individual Investors (Household)

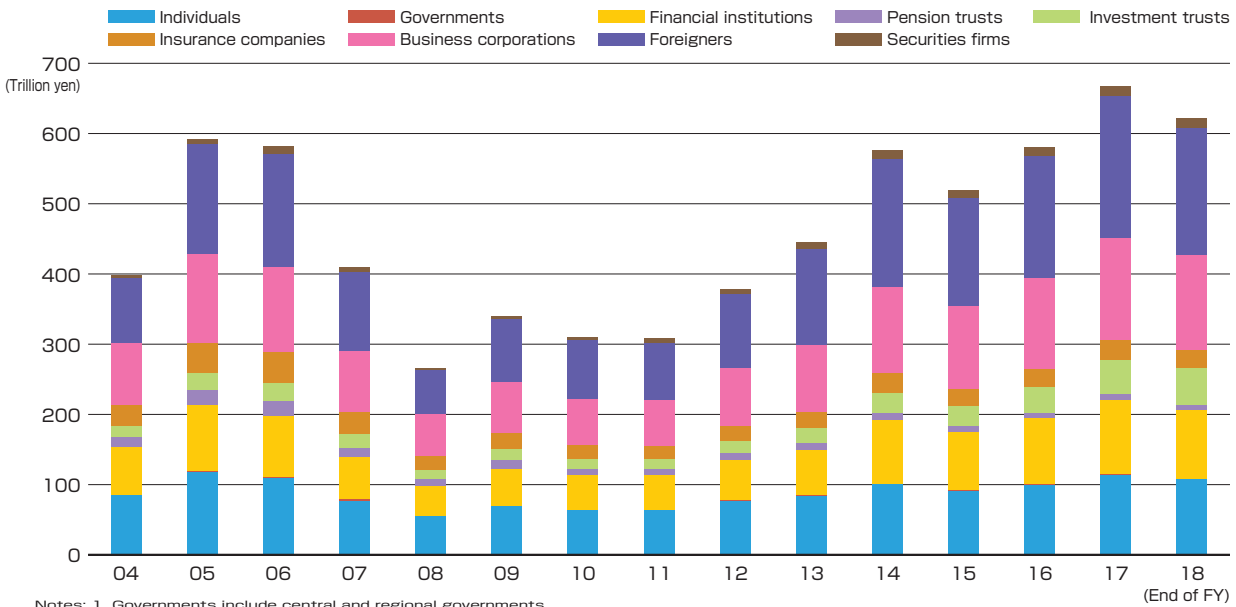


Notes: 1. Changes during the fiscal year.  
 2. Stocks include other equities.  
 3. Data published on June 27, 2019.  
 Source: Bank of Japan

► For numerical data, please see page 37.

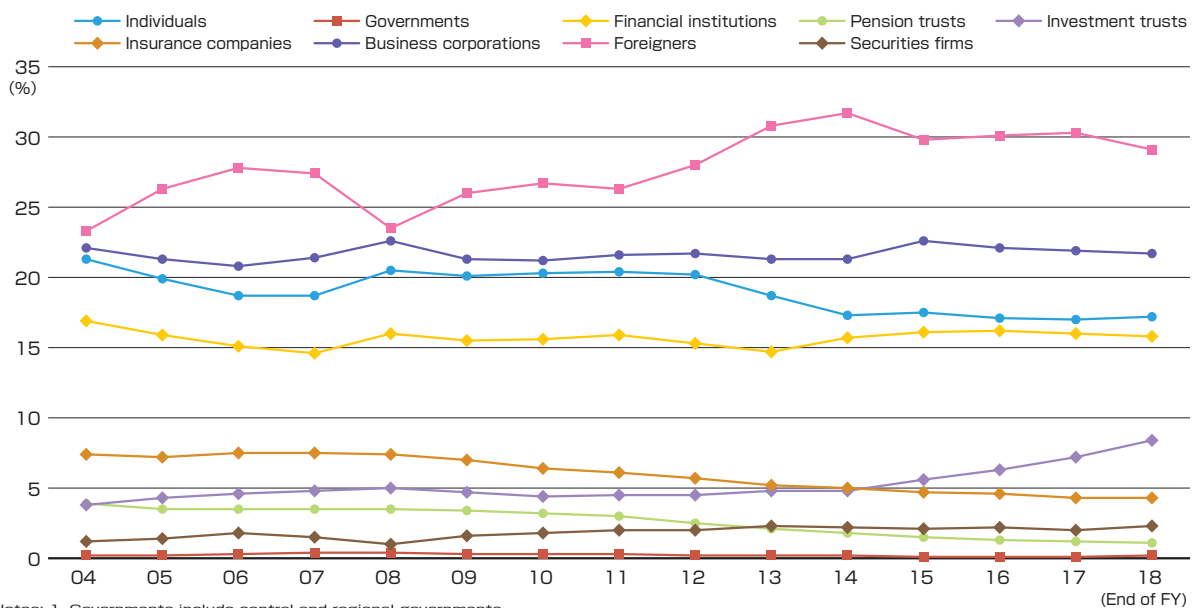


### Stockholdings by Type of Investors



▶ For numerical data, please see page 38.

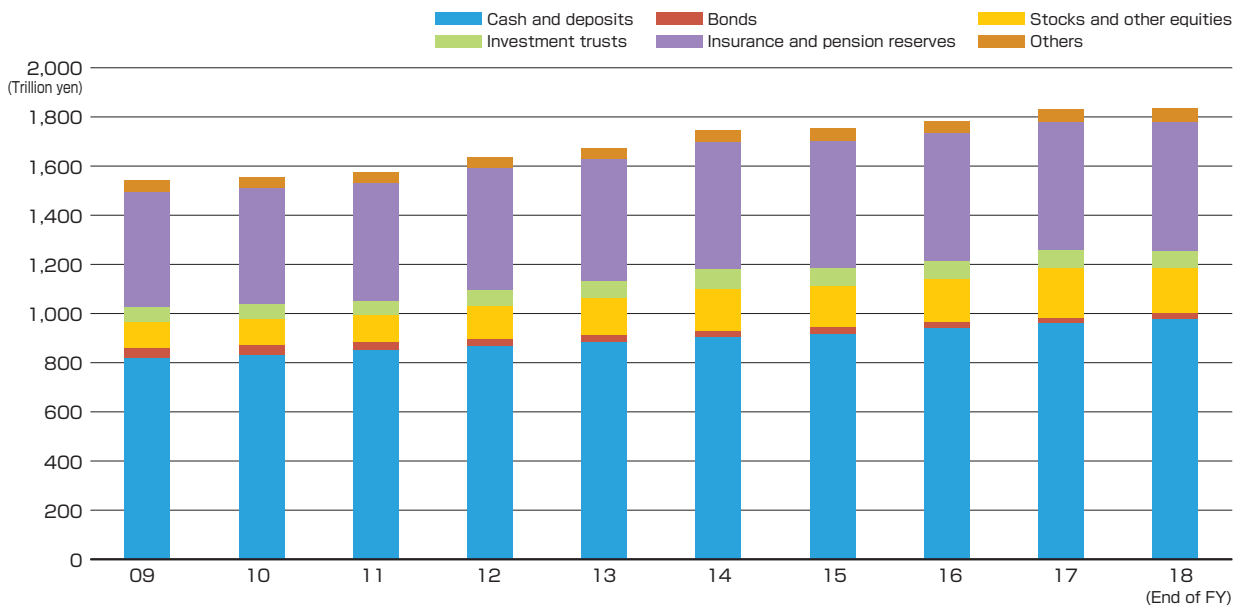
### Share of Stockholdings by Type of Investors (market value basis)



▶ For numerical data, please see page 38.

## 7 Household Financial Assets

### Household Financial Assets

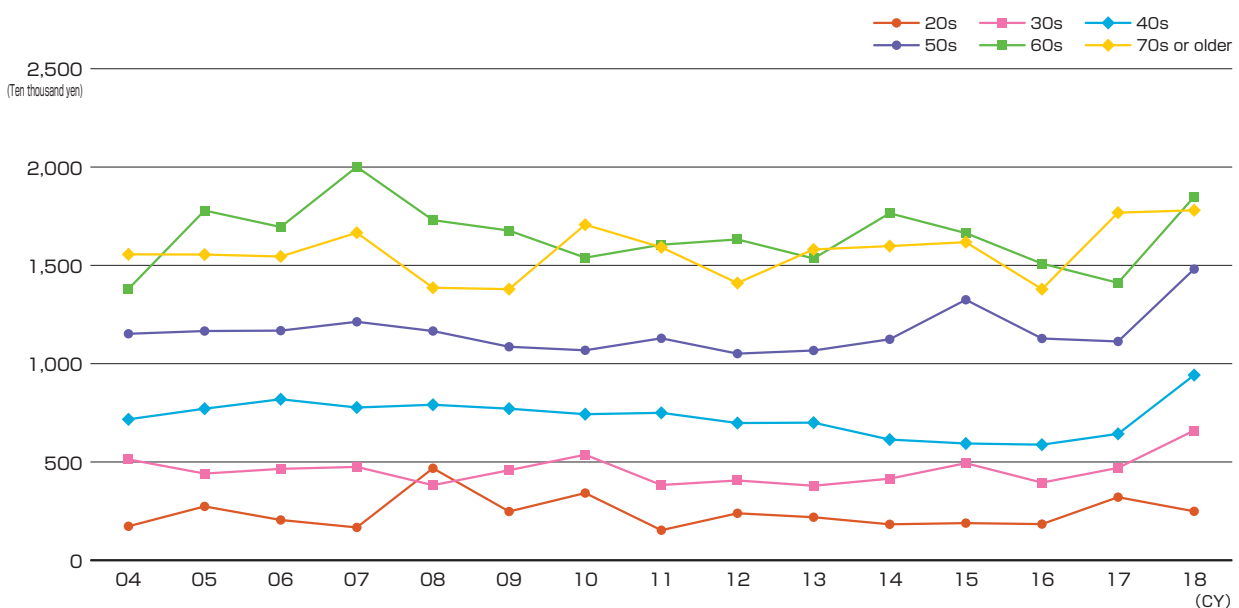


Notes: 1. Bonds include trust beneficiary rights.  
2. Data published on June 27, 2019.

Source: Bank of Japan

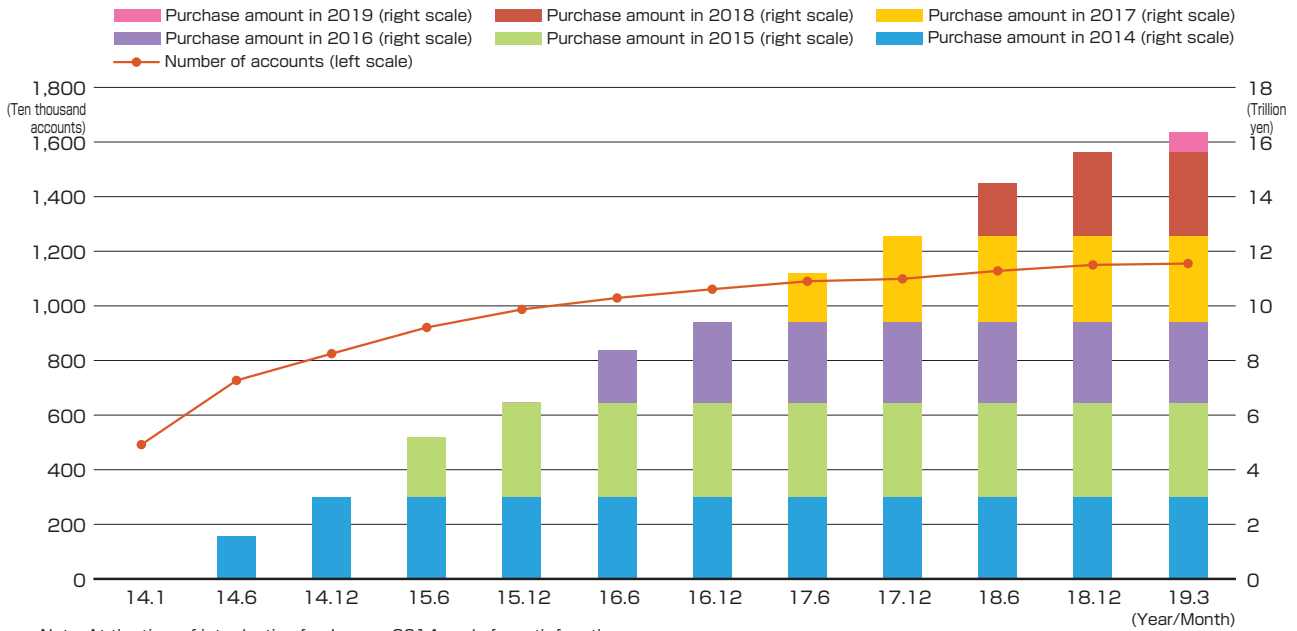
► For numerical data, please see page 39.

### Average Financial Assets Held by Age Group



Note: Households with two people or more (including those without financial assets).  
Source: Central Council for Financial Services Information

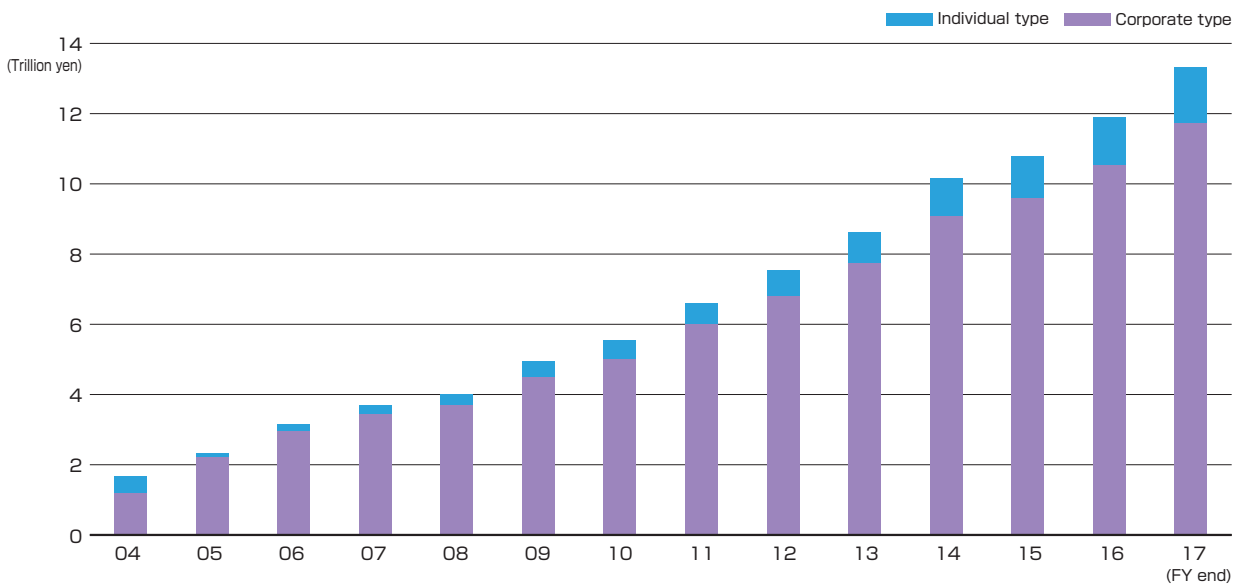
### Nippon (Japan) Individual Savings Account (NISA)



Note: At the time of introduction for January 2014; end of month for others.  
Source: Financial Services Agency

▶ For numerical data, please see page 39.

### Status of DC (Defined Contribution)



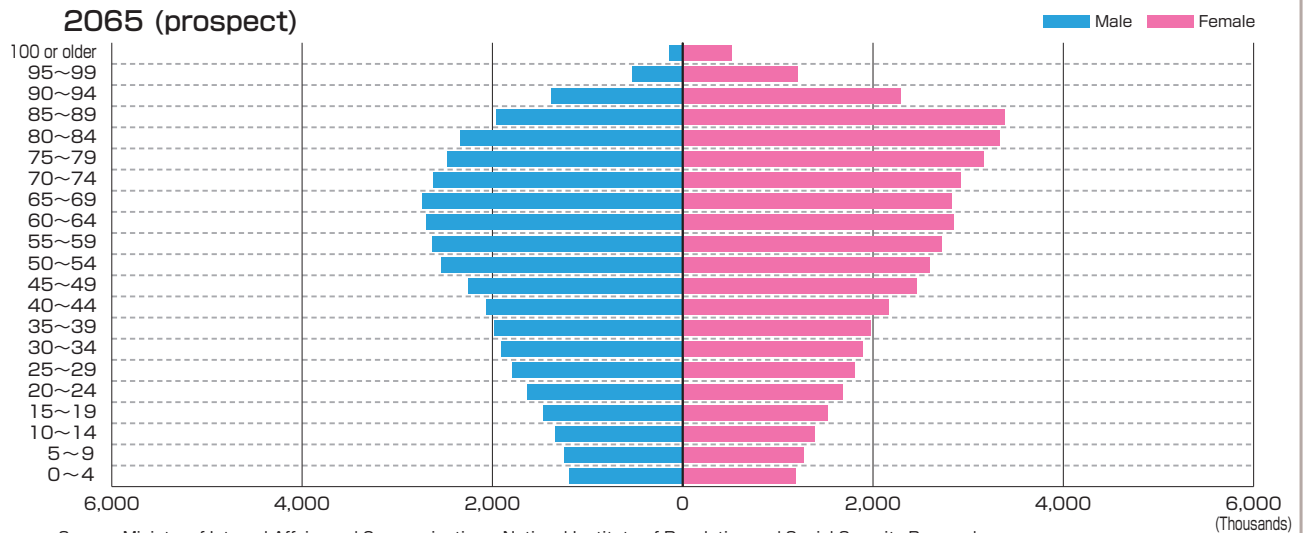
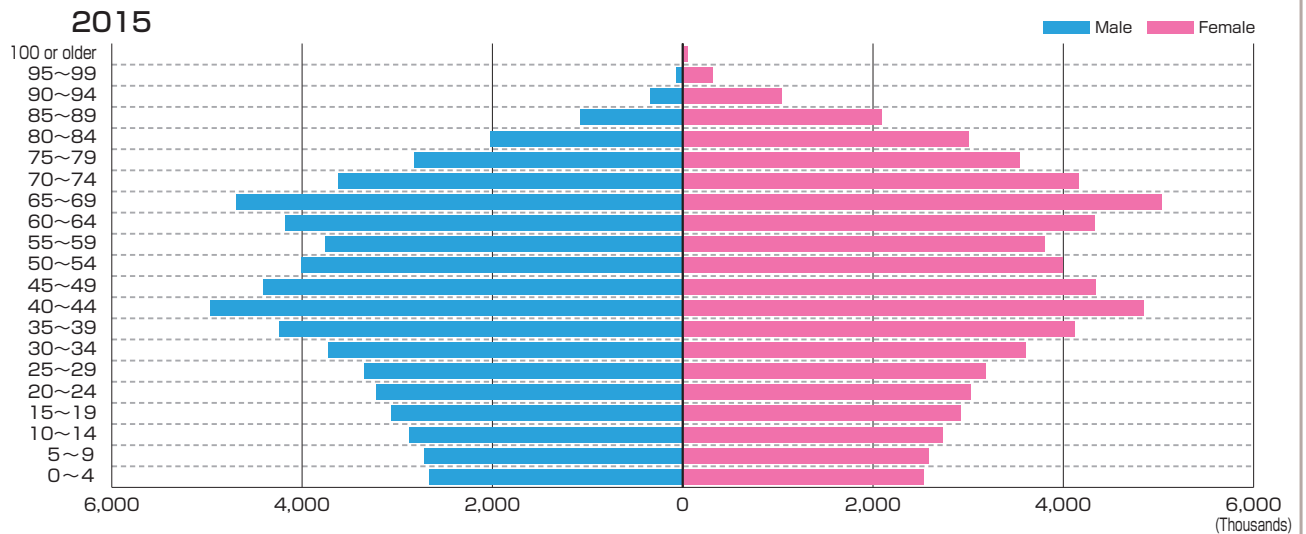
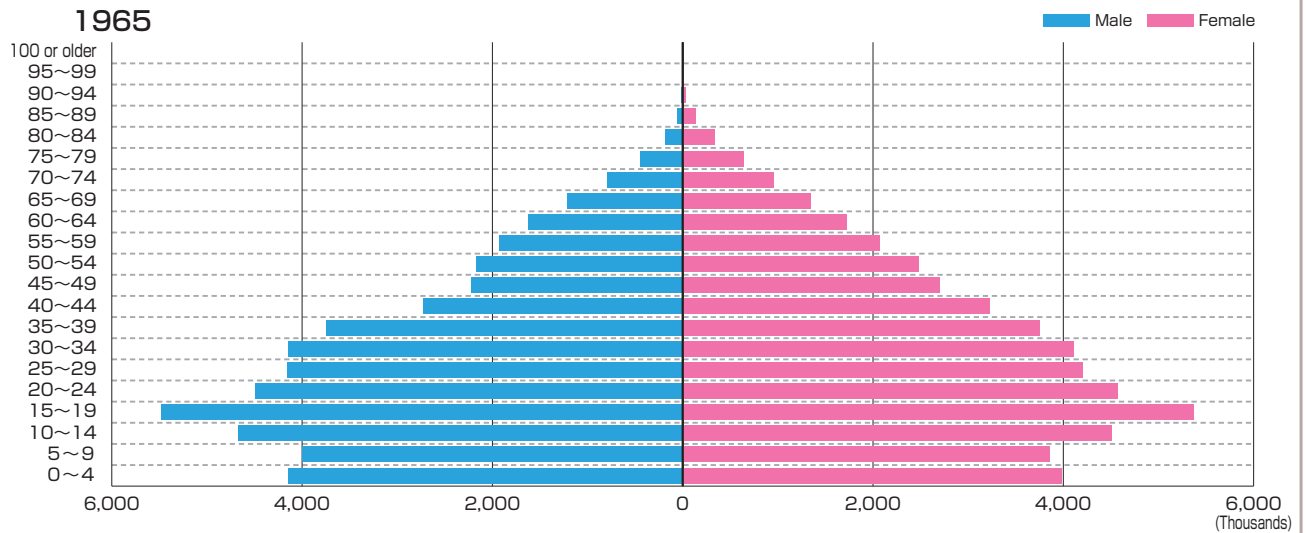
Notes: 1. Numbers aggregated based on data managed by record keeping companies. (SBI Benefit Systems Co., Ltd., Sompo Japan Nipponkoa DC Securities Inc., Japan Investor Solutions & Technologies Co., LTD., NIPPON RECORD KEEPING NETWORK Co., Ltd.)

2. Numbers for corporate type DCs as of FY 2002 end and 2003 end do not include numbers from Sompo Japan Nipponkoa DC Securities Inc.

Source: Liaison Council for Plan Administrators

▶ For numerical data, please see page 40.

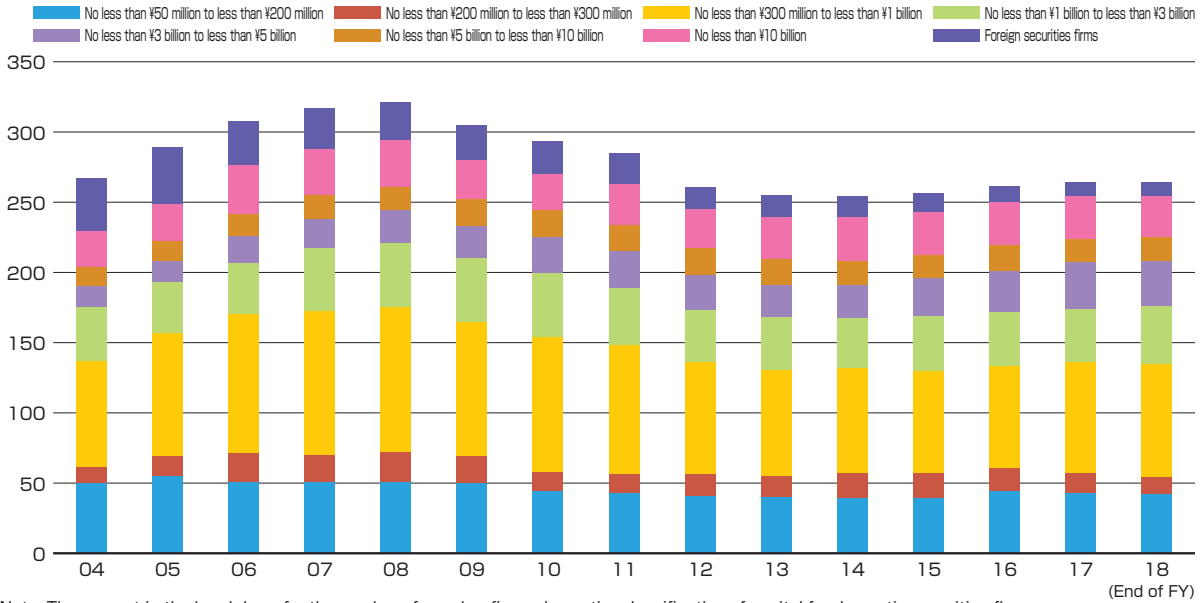
Demographic Pyramid



Source: Ministry of Internal Affairs and Communications, National Institute of Population and Social Security Research

## 1 Number of Firms, Employees, etc.

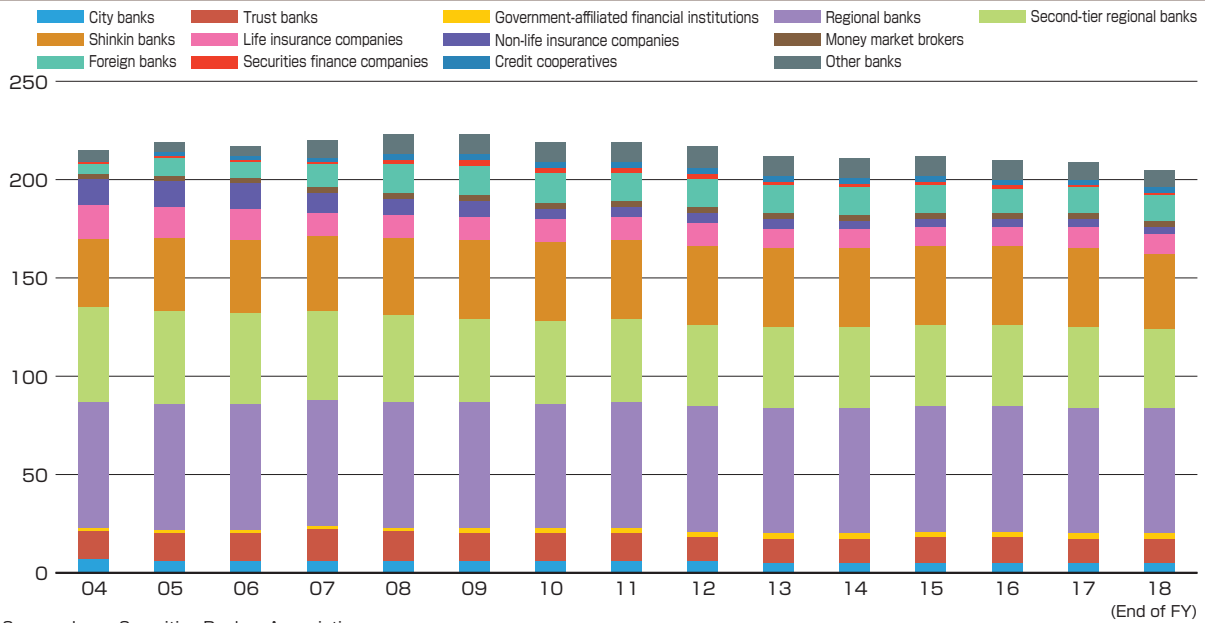
### Regular Members (Securities Firms)



▶ For numerical data, please see page 41.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/kaiinsu.html>

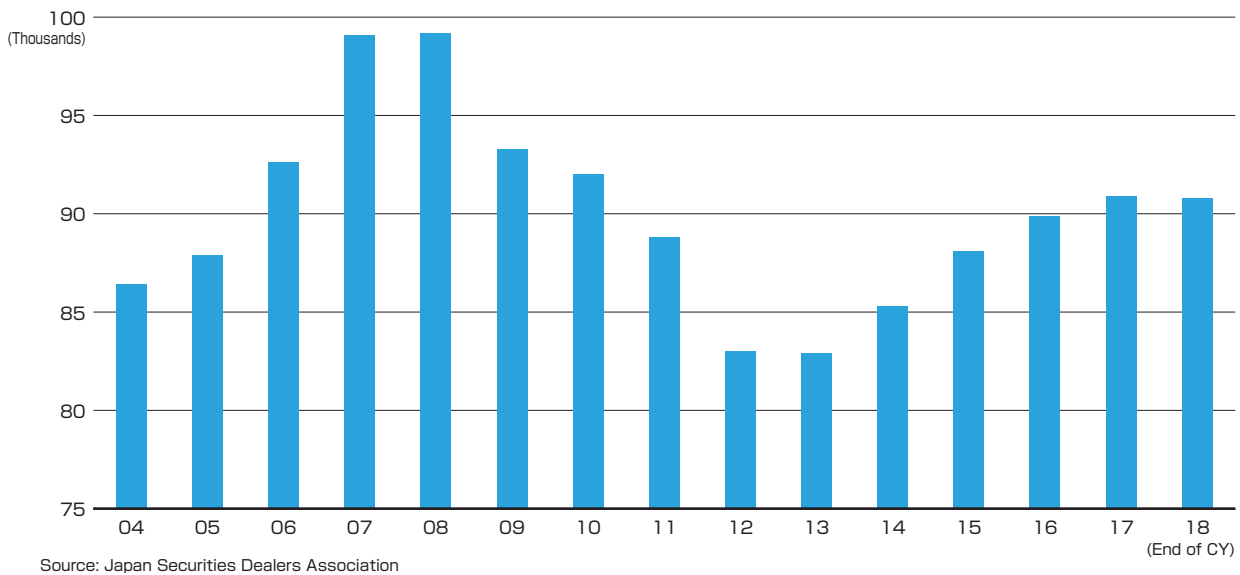
### Special Members (Registered Financial Institutions)



▶ For numerical data, please see page 42.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/gyotai.html>

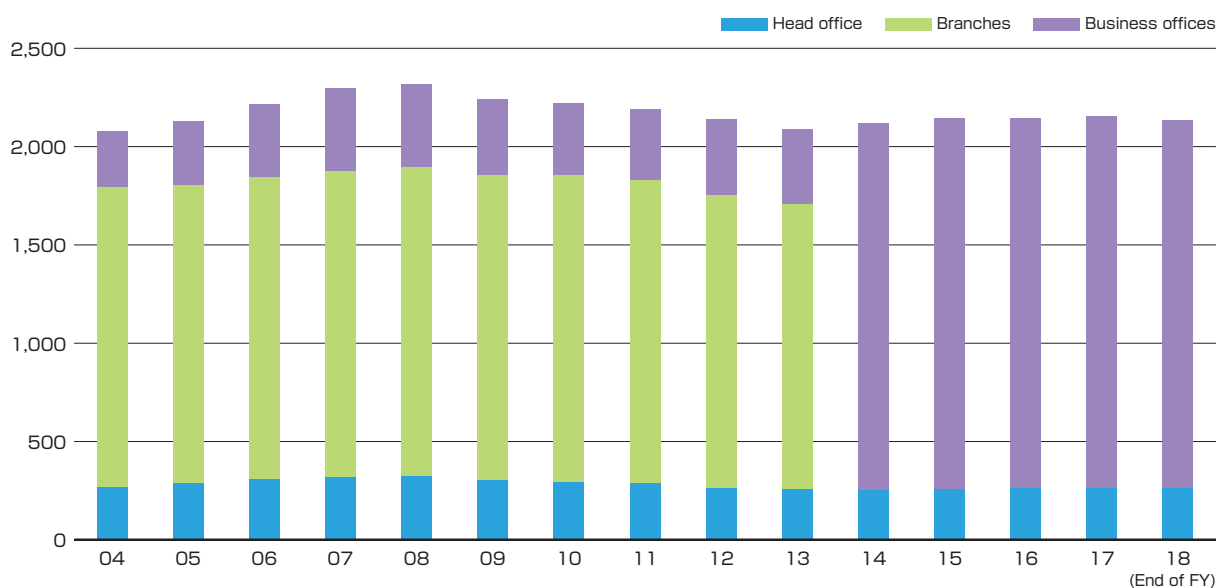
### Regular Members' Employees



▶ For numerical data, please see page 42.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/jyugyoinsu/index.html>

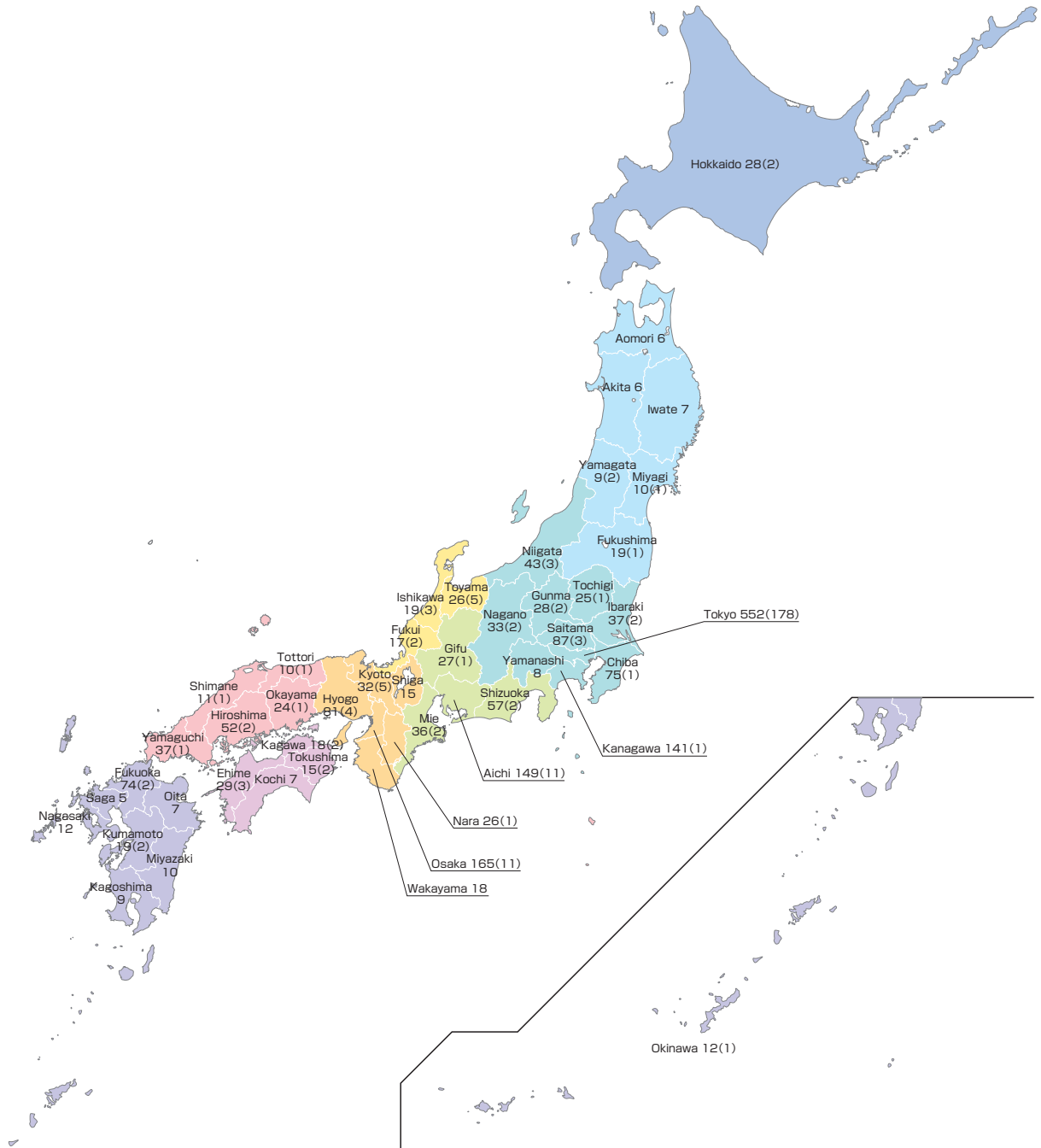
### Regular Members' Domestic Offices



▶ For numerical data, please see page 42.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/eigyoshosu/index.html>

### Regular Members' Domestic Offices by Prefecture

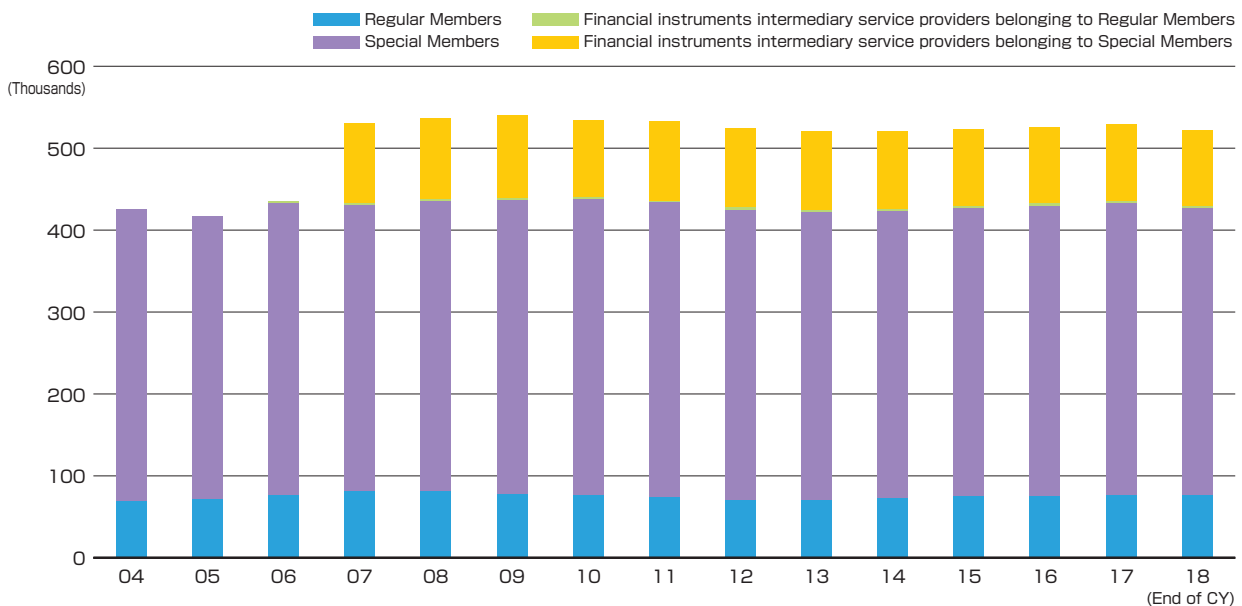


(As of end March 2019)

Note: The number of head offices is in parentheses.  
Source: Japan Securities Dealers Association

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/eigyoshosu/index.html>

### Securities Sales Representatives



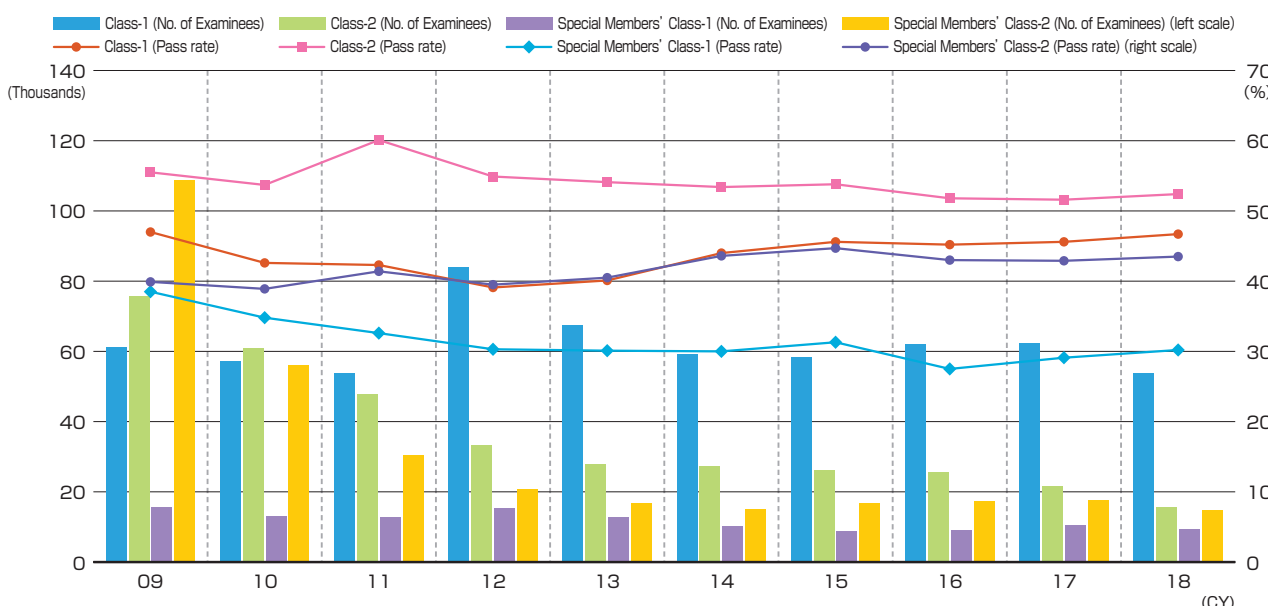
Notes: 1. The JSDA began recording the number of securities sales representatives of Specified Business Members in 2015 and those in financial instruments intermediary service providers in 2005.  
 2. Excluding Specified Business Members and representatives of financial instruments intermediary service providers that are individuals rather than companies.

Source: Japan Securities Dealers Association

▶ For numerical data, please see page 43.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/jyugyoinsu/index.html>

### Securities Sales Representative Exam Candidates



Note: As of January 2012, the JSDA lifted its restrictions (must be an officer or employee of an association member firm, must have qualified as Class-2 Sales Representative) on eligibility for taking the Class-1 Sales Representative Examination.

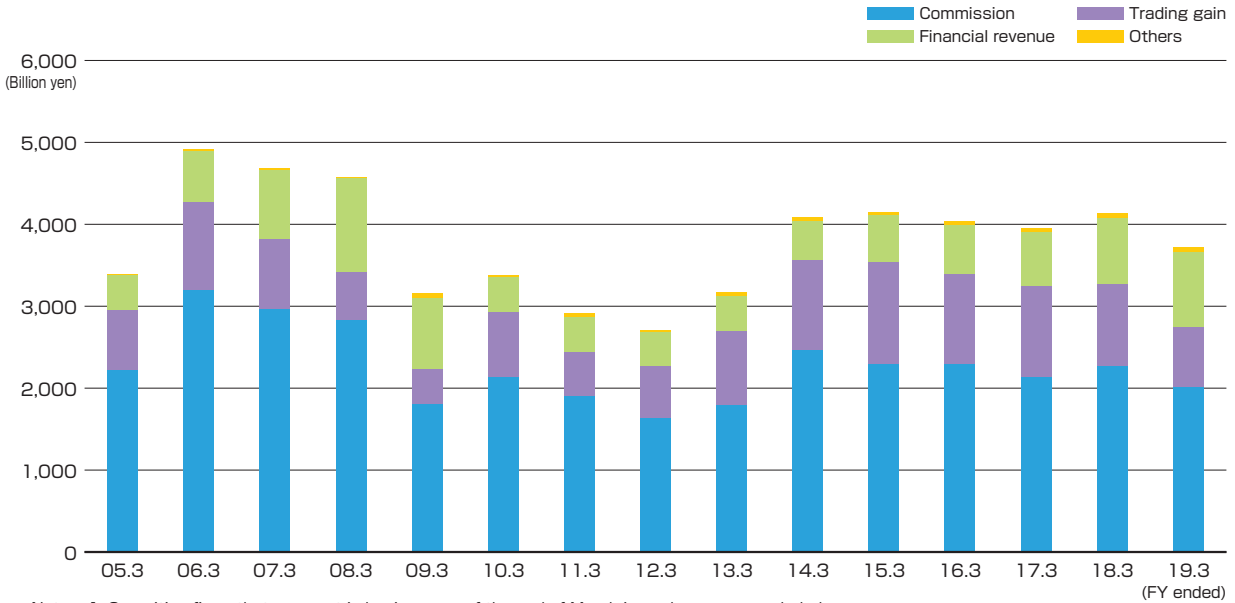
Source: Japan Securities Dealers Association

▶ For numerical data, please see page 43.



## 2 Performance Summary

### Operating Revenues of Regular Members



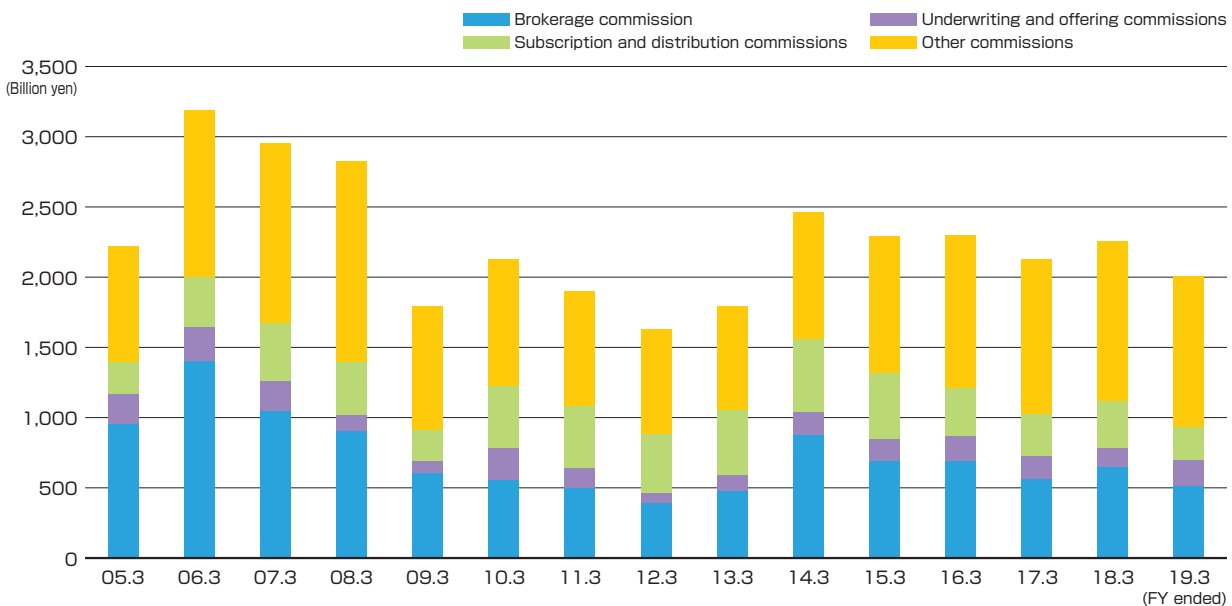
Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.  
 2. Figures for fiscal year ended March 2019 are on a preliminary report basis.

Source: Japan Securities Dealers Association

▶ For numerical data, please see page 44.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/kessan/index.html>

### Commissions Received by Regular Members



Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.  
 2. Figures for fiscal year ended March 2019 are on a preliminary report basis.

Source: Japan Securities Dealers Association

▶ For numerical data, please see page 44.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/kessan/index.html>

### Operating Expenses of Regular Members



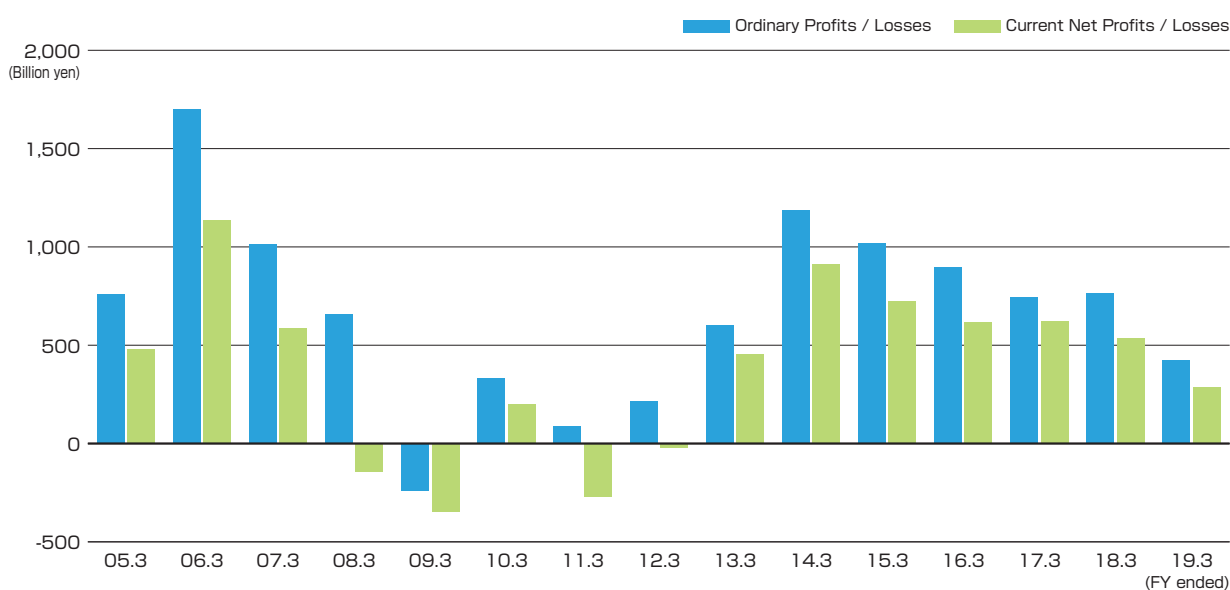
Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.  
 2. Figures for fiscal year ended March 2019 are on a preliminary report basis.

Source: Japan Securities Dealers Association

▶ For numerical data, please see page 44.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/kessan/index.html>

### Ordinary Profits/Losses and Current Net Profits/Losses of Regular Members



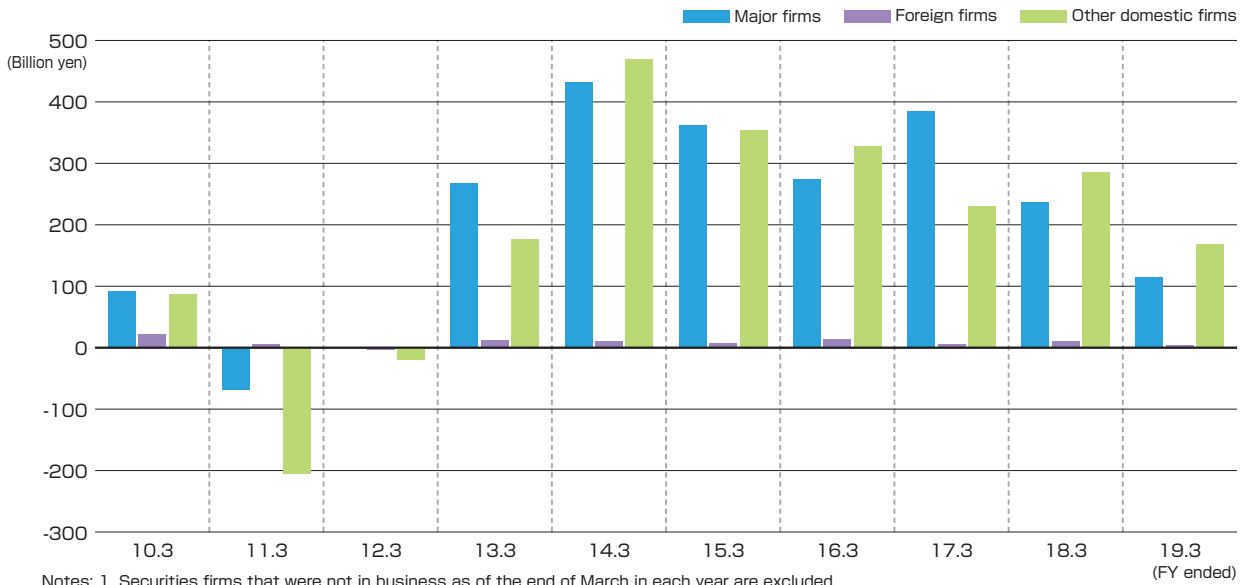
Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.  
 2. Figures for fiscal year ended March 2019 are on a preliminary report basis.

Source: Japan Securities Dealers Association

▶ For numerical data, please see page 44.

URL <http://www.jsda.or.jp/shiryoshitsu/toukei/kessan/index.html>

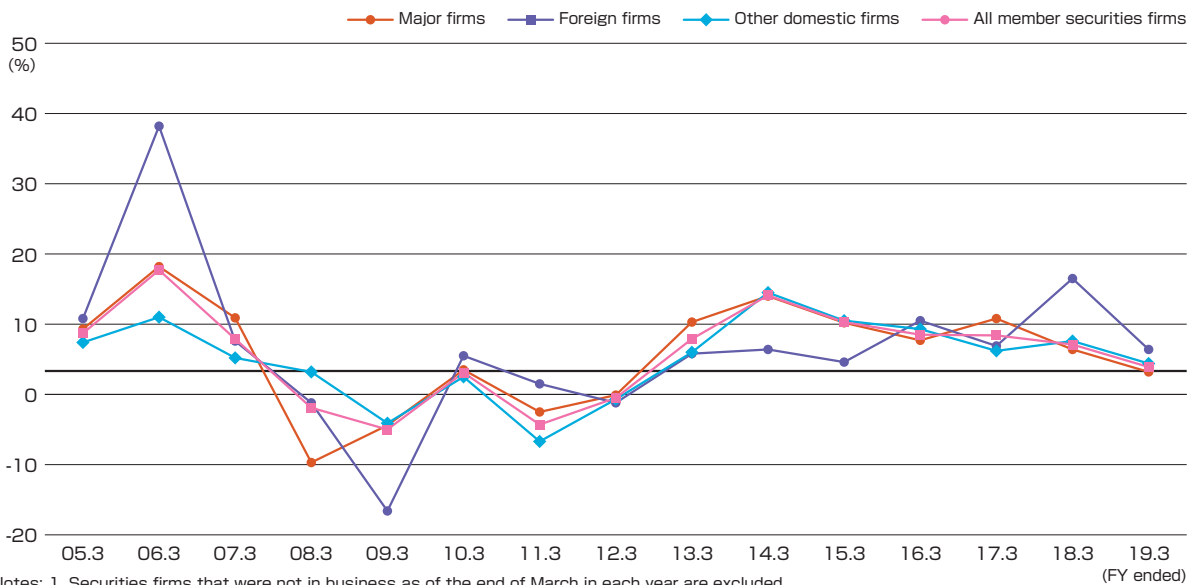
### Current Net Profits/Losses by Type of Regular Members



Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.  
 2. Major securities firms: SMBC Nikko Securities Inc., Daiwa Securities, Co., Ltd., Nomura Securities Co., Ltd., and other securities firms capitalized at a hundred billion yen or more.  
 3. Figures for fiscal year ended March 2019 are on a preliminary report basis.  
 Source: Japan Securities Dealers Association

▶ For numerical data, please see page 45.

### ROE by Type of Regular Members



Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.  
 2. Major securities firms: SMBC Nikko Securities Inc., Daiwa Securities, Co., Ltd., Nomura Securities Co., Ltd., and other securities firms capitalized at a hundred billion yen or more.  
 3. Figures for fiscal year ended March 2019 are on a preliminary report basis.  
 Source: Japan Securities Dealers Association

▶ For numerical data, please see page 45.



# International Comparison

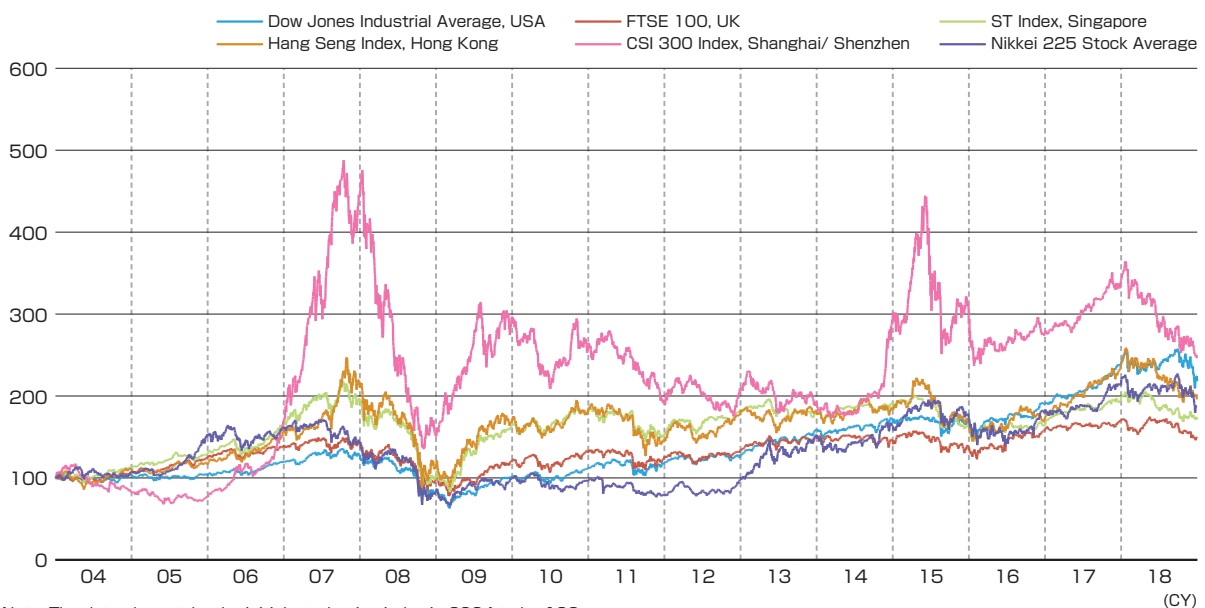
## Real GDP Growth Rate (year-on-year)



Source: International Monetary Fund

► For numerical data, please see page 46.

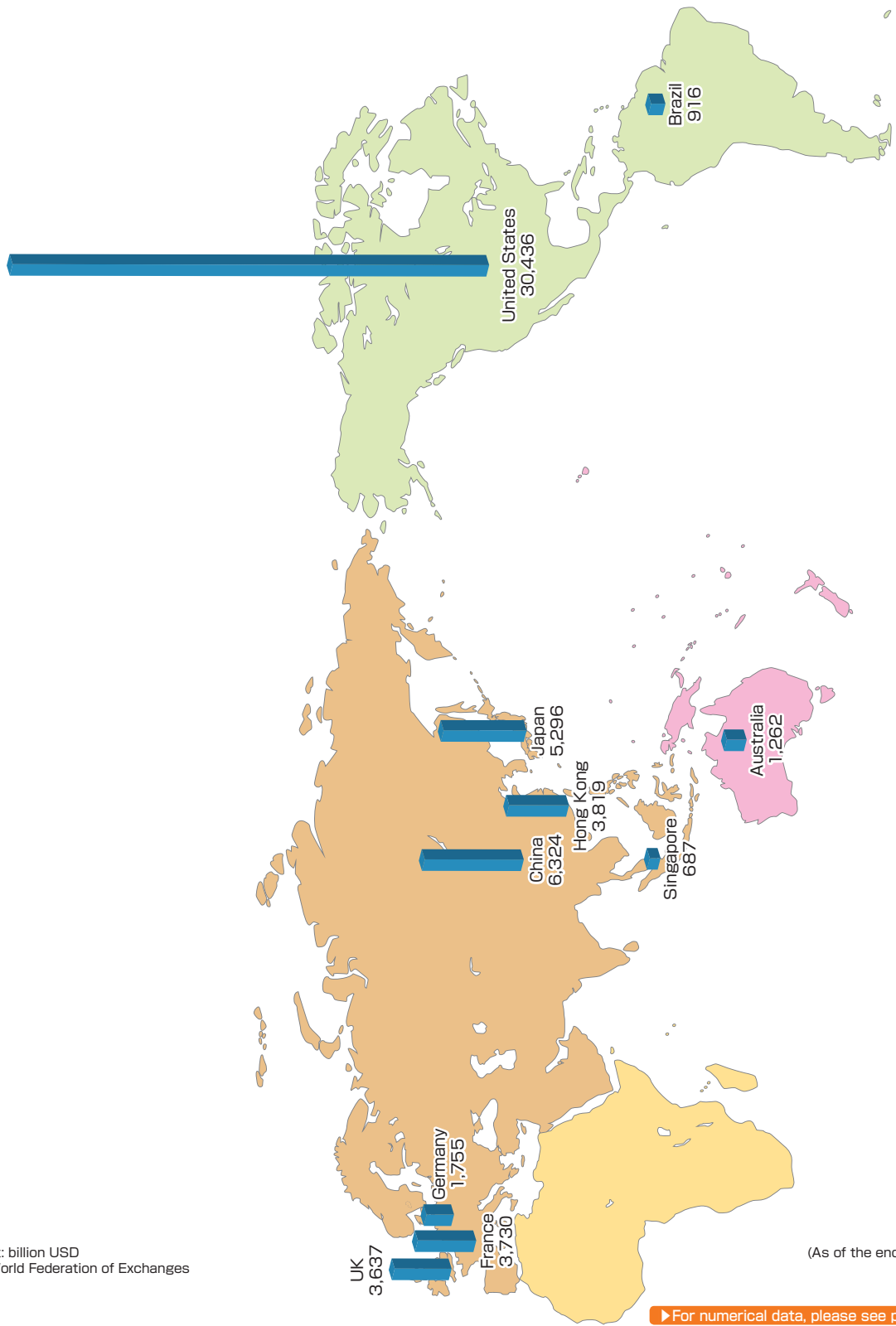
## Stock Price



Note: The data above take the initial stock price index in 2004 to be 100.  
Source: Bloomberg

► For numerical data, please see page 46.

Market Capitalization

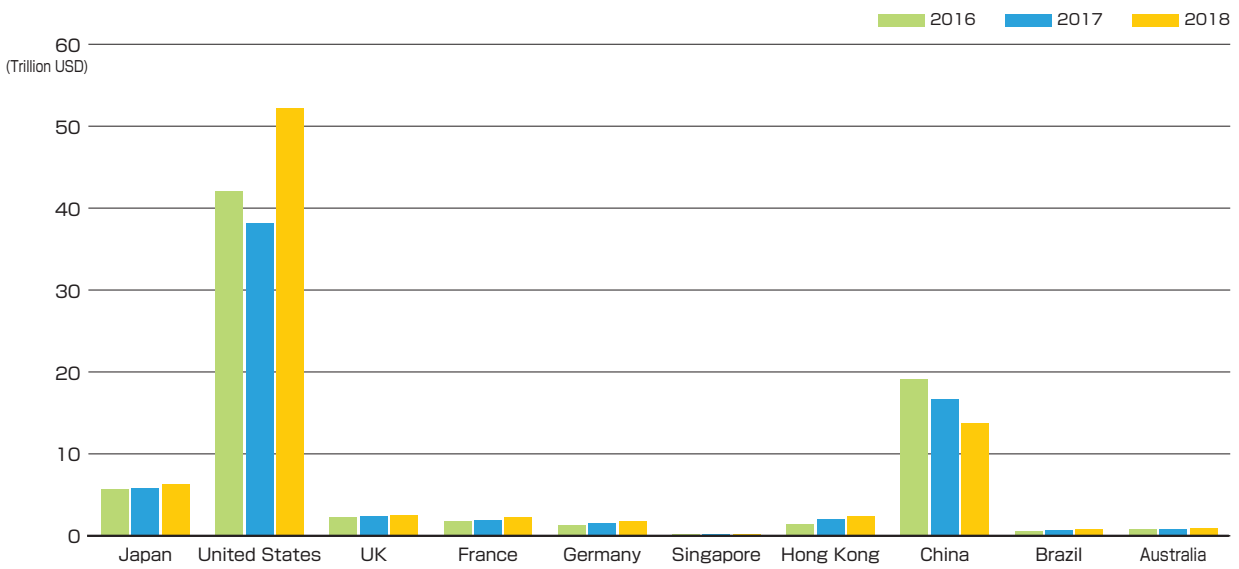


Note: Unit: billion USD  
Source: World Federation of Exchanges

(As of the end of 2018)

► For numerical data, please see page 47.

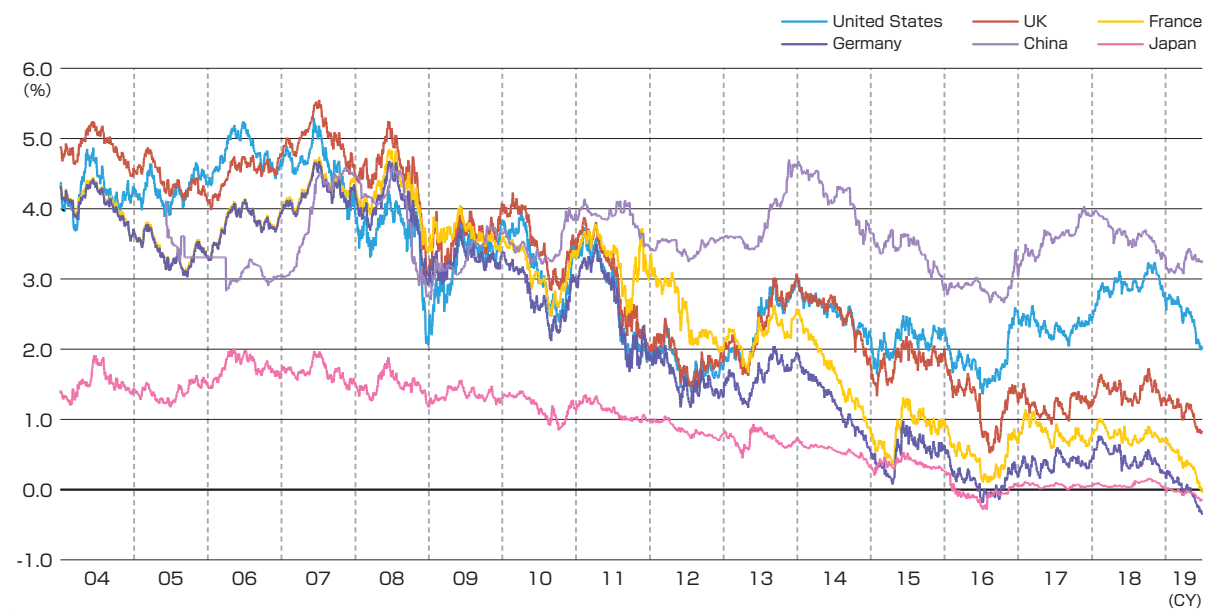
Value of Share Trading



Source: World Federation of Exchanges

► For numerical data, please see page 47.

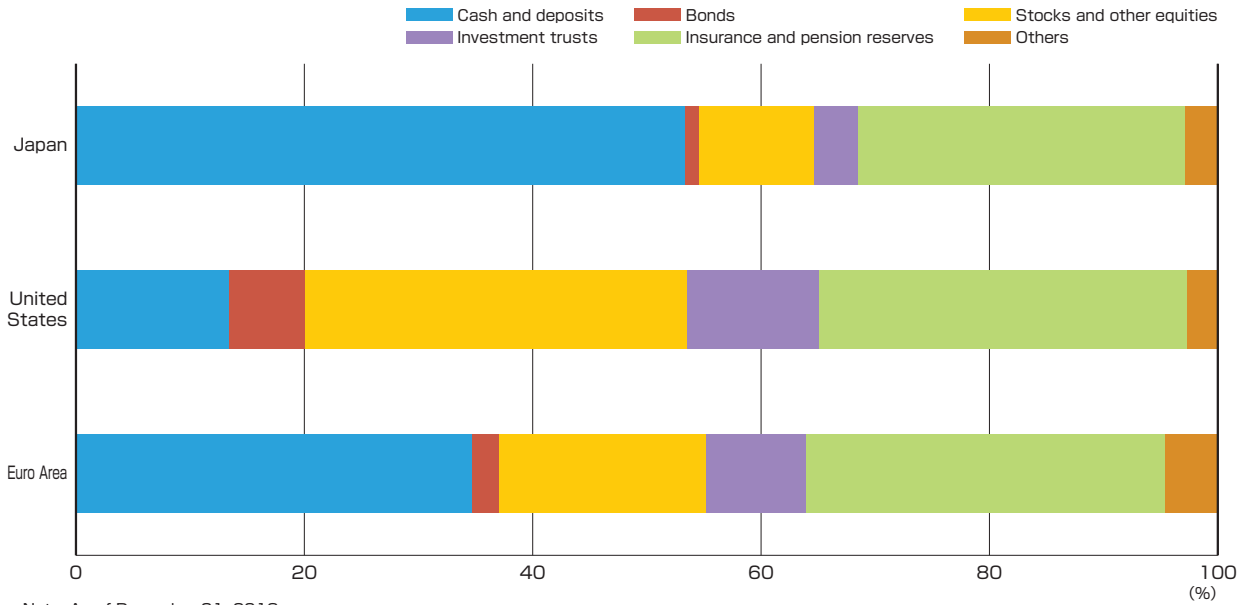
Long-term Interest Rate (10 yr. Government Bond Yield)



Source: Bloomberg

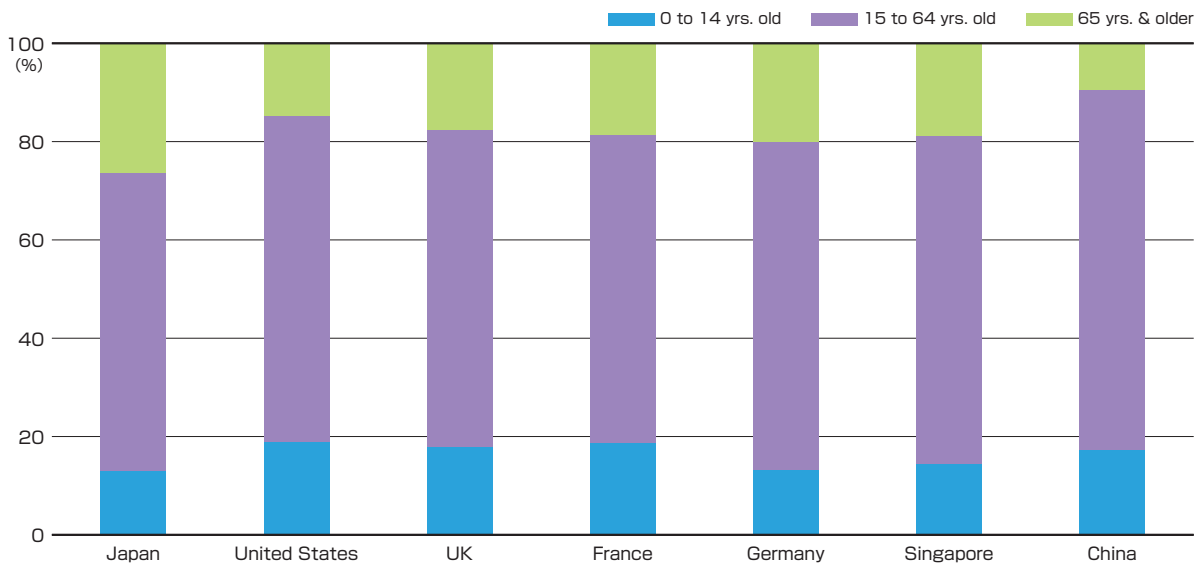
► For numerical data, please see page 48.

### Composition of Household Financial Assets



► For numerical data, please see page 49.

### Population Composition



► For numerical data, please see page 49.



# Statistical Data

## Economy and Market Trends

### 1 Economic Overview

#### Nominal GDP, Real GDP and Real GDP Growth Rate

(Billion yen, %)

CY, Quarterly		Nominal GDP	Real GDP	Real GDP Growth Rate	Private demand	Public demand	Net exports
2004	1 Q	521,177	480,831	0.8	0.7	-0.2	0.3
	2 Q	519,237	480,545	-0.1	-0.3	0	0.2
	3 Q	522,039	483,576	0.6	0.8	0	-0.1
	4 Q	521,644	482,575	-0.2	0	-0.1	-0.1
2005	1 Q	521,714	484,812	0.5	0.5	0.1	-0.1
	2 Q	523,017	488,136	0.7	0.8	-0.4	0.4
	3 Q	526,093	492,858	1	0.8	0.1	0.1
	4 Q	526,171	493,724	0.2	-0.3	0	0.5
2006	1 Q	525,939	494,529	0.2	0	0.1	0.1
	2 Q	525,882	495,843	0.3	0.3	-0.2	0.1
	3 Q	524,178	494,926	-0.2	-0.2	-0.3	0.3
	4 Q	531,408	501,464	1.3	1.1	0	0.2
2007	1 Q	533,622	505,027	0.7	0.4	0	0.3
	2 Q	534,329	505,684	0.1	-0.1	0.1	0.2
	3 Q	529,195	503,098	-0.5	-0.9	-0.1	0.5
	4 Q	529,525	505,618	0.5	-0.1	0.2	0.3
2008	1 Q	529,982	507,250	0.3	0.2	-0.1	0.2
	2 Q	526,577	504,866	-0.5	-0.2	-0.4	0.1
	3 Q	516,396	498,525	-1.3	-1.2	0	0
	4 Q	510,147	486,661	-2.4	0.1	0.1	-2.6
2009	1 Q	486,165	463,219	-4.8	-3.7	0.2	-1.3
	2 Q	491,950	472,859	2.1	-0.5	0.7	1.8
	3 Q	488,236	473,114	0.1	-0.6	0.2	0.5
	4 Q	491,784	479,841	1.4	0.5	0.2	0.7
2010	1 Q	495,777	483,784	0.8	0.6	-0.2	0.5
	2 Q	500,030	490,207	1.3	1.3	0	0.1
	3 Q	505,841	499,192	1.8	1.6	0.1	0.1
	4 Q	500,216	495,303	-0.8	-0.7	0	0
2011	1 Q	492,082	488,094	-1.5	-1.1	0	-0.3
	2 Q	484,657	484,893	-0.7	0.2	0.2	-1.1
	3 Q	495,205	497,095	2.5	1.7	0	0.9
	4 Q	494,534	496,483	-0.1	0.7	-0.2	-0.7
2012	1 Q	501,450	502,606	1.2	0.4	0.6	0.2
	2 Q	494,326	498,568	-0.8	-0.2	-0.1	-0.5
	3 Q	491,810	496,757	-0.4	0.2	-0.1	-0.5
	4 Q	493,097	498,187	0.3	0.2	0.1	-0.1
2013	1 Q	498,264	503,858	1.1	0.6	0.2	0.3
	2 Q	501,792	508,062	0.8	0.5	0.3	0
	3 Q	506,775	512,321	0.8	0.9	0.2	-0.3
	4 Q	506,895	512,171	0	0.4	0.1	-0.5
2014	1 Q	512,143	516,854	0.9	1.2	0	-0.2
	2 Q	512,514	507,385	-1.8	-2.4	-0.4	1
	3 Q	513,147	507,802	0.1	-0.1	0.2	0
	4 Q	517,273	510,280	0.5	0	0.1	0.4
2015	1 Q	529,111	516,878	1.3	1.2	0.1	0
	2 Q	531,807	518,015	0.2	0.4	0	-0.1
	3 Q	532,910	517,624	-0.1	0	0	-0.1
	4 Q	531,493	515,539	-0.4	-0.6	0.1	0
2016	1 Q	536,215	518,949	0.7	0.1	0.2	0.3
	2 Q	535,227	519,519	0.1	0.1	-0.1	0.1
	3 Q	535,730	520,559	0.2	-0.2	0.1	0.3
	4 Q	536,881	521,652	0.2	-0.1	-0.1	0.4
2017	1 Q	539,074	526,010	0.8	0.7	0.1	0.1
	2 Q	543,043	528,820	0.5	0.7	0.2	-0.3
	3 Q	548,460	532,007	0.6	0.2	-0.1	0.5
	4 Q	549,849	533,770	0.3	0.3	0	0
2018	1 Q	548,682	533,205	-0.1	-0.1	0	0
	2 Q	550,560	536,265	0.6	0.6	0	-0.1
	3 Q	546,999	532,787	-0.6	-0.4	-0.1	-0.2
	4 Q	549,735	535,213	0.5	0.7	0.1	-0.3
2019	1 Q	554,340	538,161	0.6	0.1	0	0.4

Notes: 1. Data is seasonally adjusted.

2. Real GDP points indicate quarterly comparison figures. Breakdown categories indicate contribution ratios.

3. Data published on June 10, 2019.

Source: Japanese Cabinet Office



## Indexes of Business Conditions (Composite Indexes)

End of CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Leading Index	102.5	105.9	106.2	101.7	80.3	92.3	96.9	96.9	94.9	106.8	100.3	97	100.9	102.1	97.1
Coincident Index	99.9	103.6	105.8	104.5	81.6	83.2	91.8	95	92.6	101.7	100.3	98.5	101.2	105.3	101.3
Lagging Index	99.3	101.9	107	110.1	98.6	85.9	89.5	92.3	92.5	96.1	100.4	100.2	100.8	105	104.1

Notes: 1. 2015 average = 100  
 2. Data published on July 5, 2019.  
 Source: Japanese Cabinet Office

## Corporate Profits (all industries and all scales of business)

FY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Ordinary profits (Trillion yen)	44.7	51.6	54.3	53.4	35.4	32.1	43.7	45.2	48.4	59.6	64.5	68.2	74.9	81.3	86.4
Ratio of ordinary profits to sales (%)	3.1	3.4	3.5	3.4	2.4	2.3	3.2	3.3	3.5	4.2	4.5	4.8	5.2	5.9	6.0
Return on equity (%)	4.5	5.9	6.3	5.6	1.5	1.9	3.7	3.8	4.5	6.7	6.9	6.7	7.3	8.7	—

Notes: 1. FY 2018 ordinary profits and the ratio of ordinary profits to sales are on a preliminary report basis.  
 2. FY 2018 return on equity is not yet published.  
 3. Ordinary profits, the ratio of ordinary profits to sales, and return on equity exclude performances of the banking and insurance industries.  
 Source: Ministry of Finance

## Consumer Price and Corporate Goods Price Indexes (year-on-year)

CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Consumer Price Index (excluding fresh food)	-0.1	-0.1	0.1	0.0	1.5	-1.3	-1.0	-0.3	-0.1	0.4	2.6	0.5	-0.3	0.5	0.9
Corporate Goods Price Index	1.3	1.6	2.2	1.7	4.6	-5.2	-0.1	1.4	-0.9	1.2	3.2	-2.3	-3.5	2.3	2.6

Note: Annual average (year-on-year).  
 Source: Ministry of Internal Affairs and Communications, Bank of Japan

## Employment Conditions

CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Unemployment Rate (%)	4.73	4.43	4.12	3.83	3.98	5.08	5.06	4.58	4.33	4.01	3.58	3.38	3.12	2.83	2.44
Job-offers to Seekers Ratio (excluding new school graduates but including part-time workers) (Times)	0.83	0.95	1.06	1.04	0.88	0.47	0.52	0.65	0.8	0.93	1.09	1.2	1.36	1.5	1.61

Note: Annual average (seasonally adjusted).  
 Source: Ministry of Internal Affairs and Communications, Ministry of Health, Labour and Welfare

## 2 Stock Market

### Stock Price Indexes

(Yen/Points)

End of CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Nikkei 225 Stock Average	11,488.76	16,111.43	17,225.83	15,307.78	8,859.56	10,546.44	10,228.92	8,455.35	10,395.18	16,291.31	17,450.77	19,033.71	19,114.37	22,764.94	20,014.77
TOPIX	1,149.63	1,649.76	1,681.07	1,475.68	859.24	907.59	898.80	728.61	859.80	1,302.29	1,407.51	1,547.30	1,518.61	1,817.56	1,494.09
JPX-Nikkei 400	—	—	—	—	—	—	—	—	—	11,767.24	12,768.42	13,951.93	13,614.80	16,074.10	13,253.37

Notes: Base Date for JPX-Nikkei 400 calculation is August 30, 2013 (Base value: 10,000 points).  
Source: NIKKEI, Inc., Japan Exchange Group

### Number of TSE Listed Companies, Market Capitalization, Trading Volume, and Trading Value

(companies, billion yen, million stocks)

End of CY	Number of TSE Listed Companies	Market Capitalization	Trading Volume		Trading Value	
			Total	Daily average	Total	Daily average
2004	2,276	364,554	378,755	1,539	343,121	1,394
2005	2,323	539,739	558,901	2,281	491,772	2,007
2006	2,391	549,789	502,463	2,026	673,762	2,716
2007	2,389	483,828	562,118	2,294	752,227	3,070
2008	2,373	283,460	555,106	2,265	576,319	2,352
2009	2,319	307,779	563,576	2,319	373,766	1,538
2010	2,280	310,451	520,052	2,122	359,170	1,466
2011	2,279	255,855	536,774	2,190	347,112	1,416
2012	2,293	300,797	529,928	2,136	310,886	1,253
2013	3,406	477,509	887,952	3,624	682,702	2,786
2014	3,456	524,899	709,104	2,906	643,105	2,635
2015	3,502	589,788	709,718	2,908	745,955	3,057
2016	3,533	579,596	665,769	2,717	691,102	2,820
2017	3,596	700,982	587,729	2,379	741,315	3,001
2018	3,650	582,670	481,634	1,965	793,823	3,240

Notes: 1. Total of domestic stocks.  
2. Number of listed companies and market capitalization were those at the end of the year.  
3. The spot market of former Osaka Securities Exchange was merged with Tokyo Stock Exchange in July 2013.  
Source: Japan Exchange Group

### Average PER (Simple Average) of TSE (1st Section)

(Times)

End of CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
PER	28.1	32.3	25.9	19.5	14.1	—	32.9	15.0	18.4	23.5	18.5	18.5	19.6	21.7	14.9

Note: "—" for the end of 2009 indicates that the total net profit per share was negative.  
Source: Japan Exchange Group

## Equity Financing (paid-in capital increase) by Corporations

(Billion yen)

CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Public offerings	994	884	1,659	511	362	4,968	3,320	1,014	473	1,134	1,384	963	258	424	436
Offering to Shareholders	11	4	3	9	0	0	1	-	0	1	-	0	0	0	-
Third-party allotments and others	2,150	2,509	1,220	1,626	1,116	1,366	655	510	1,444	519	617	915	771	943	280
<b>Total</b>	<b>3,156</b>	<b>3,397</b>	<b>2,883</b>	<b>2,147</b>	<b>1,479</b>	<b>6,334</b>	<b>3,977</b>	<b>1,524</b>	<b>1,918</b>	<b>1,655</b>	<b>2,002</b>	<b>1,879</b>	<b>1,029</b>	<b>1,368</b>	<b>716</b>

Notes: 1. Third-party allotments and others include private placements.

2. Initial public offerings made in conjunction with the listing of shares on exchanges before March 2007 are not included in the calculations.

3. "-" indicates nil. "0" indicates an amount less than 1 unit amount.

Source: Japan Exchange Group

## Number of Newly Listed Companies and IPO Amounts

CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Number of newly listed companies	152	98	113	65	54	23	26	50	69	79	92	110	96	103	115
IPO amounts (Billion yen)	421	402	594	176	43	33	206	128	39	377	346	91	190	90	209

Notes: 1. IPOs include public offerings made when foreign companies list on a Japanese exchange.

2. The figures for the number of new listed companies are for the First and Second Sections, as well as the Mothers, JSADAQ and TOKYO PRO markets, of the TSE. Figures for other domestic exchanges are not included.

Source: Tokyo-stock Exchange, Japan Securities Dealers Association

## 3 Bond Market

### Long-term and Short-term Interest Rates

(%)

End of CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Simple yield of newly issued 10-year JGBs	1.441	1.480	1.685	1.510	1.174	1.295	1.128	0.988	0.791	0.741	0.329	0.265	0.046	0.048	0.003
Uncollateralized overnight call rate	0.002	0.004	0.275	0.459	0.103	0.094	0.079	0.075	0.076	0.068	0.066	0.038	-0.058	-0.062	-0.055

Source: Bank of Japan, Bloomberg

### OTC Bond Trading

(Trillion yen)

End of CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
JGBs	6,178.6	6,428.0	8,881.6	11,890.1	11,118.4	8,458.1	7,452.4	7,860.2	8,738.9	8,968.6	10,075.4	10,393.4	9,291.1	9,623.9	13,986.3
Short-term JGBs, etc.	2,179.3	1,817.5	1,872.1	2,554.8	2,680.6	3,083.9	2,646.5	2,497.8	2,475.5	2,693.7	2,449.3	2,499.7	1,409.8	1,530.8	2,414.7
Medium-term, long-term, super-long-term JGBs	3,999.2	4,610.5	7,009.5	9,335.2	8,437.8	5,374.1	4,805.9	5,362.4	6,263.3	6,274.9	7,626.0	7,893.7	7,881.2	8,093.1	11,571.6
Others	302.8	330.1	271.3	206.5	169.7	105.1	100.7	104.1	105.3	89.3	106.9	142.8	82.0	92.7	76.9
<b>Total</b>	<b>6,481.4</b>	<b>6,758.2</b>	<b>9,152.9</b>	<b>12,096.6</b>	<b>11,288.1</b>	<b>8,563.3</b>	<b>7,553.1</b>	<b>7,964.4</b>	<b>8,844.3</b>	<b>9,058.0</b>	<b>10,182.3</b>	<b>10,536.3</b>	<b>9,373.2</b>	<b>9,716.7</b>	<b>14,063.3</b>

Notes: 1. Short-term JGBs, etc. are the total of financial bills, treasury bills and treasury discount bills (since 2009).

2. Since May 2018, figures include JGB basket trading in GC repos under the subsequent collateral allocation method, which was introduced concurrently with the implementation of the shortened T+1 settlement cycle for JGBs.

Source: Japan Securities Dealers Association

## Corporate Bond Financing

(Billion yen)

CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Straight corporate bonds	5,879	7,088	6,858	9,258	9,125	11,493	9,678	8,483	8,409	8,708	8,456	6,898	10,715	11,373	10,424
Convertible-type bonds with subscription rights	561	889	1,423	127	653	287	171	39	36	97	104	237	87	91	35
<b>Total</b>	<b>6,440</b>	<b>7,977</b>	<b>8,281</b>	<b>9,385</b>	<b>9,778</b>	<b>11,780</b>	<b>9,849</b>	<b>8,522</b>	<b>8,445</b>	<b>8,805</b>	<b>8,560</b>	<b>7,135</b>	<b>10,802</b>	<b>11,464</b>	<b>10,459</b>

Notes: 1. Straight corporate bonds include asset-backed corporate bonds.

2. Financing by corporate bonds with share options was zero.

Source: Japan Securities Dealers Association

## Bond Issuance

(Billion yen)

CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
JGBs	175,268	186,155	175,683	140,455	125,751	145,660	165,823	164,064	172,248	181,032	175,848	174,508	168,854	159,168	150,498
Municipal bonds	5,251	6,152	6,031	5,703	5,873	7,439	7,608	6,654	6,771	7,079	6,880	6,849	6,346	6,297	6,257
Gov-guaranteed bonds	8,243	7,821	4,434	4,461	4,494	4,925	4,540	3,153	4,699	4,873	4,600	3,134	3,335	3,643	3,269
FILP agency bonds	3,188	4,187	4,493	4,556	4,472	4,599	4,998	5,647	5,439	4,811	4,134	4,298	4,860	4,814	5,057
Straight corporate bonds	5,879	7,088	6,858	9,258	9,125	11,493	9,678	8,483	8,409	8,708	8,456	6,898	10,715	11,373	10,424
Others	15,812	16,684	13,561	12,150	8,822	5,995	5,838	5,395	4,944	4,368	5,097	4,607	3,120	2,936	3,595
<b>Total</b>	<b>213,642</b>	<b>228,090</b>	<b>211,062</b>	<b>176,585</b>	<b>158,540</b>	<b>180,113</b>	<b>198,488</b>	<b>193,398</b>	<b>202,513</b>	<b>210,873</b>	<b>205,019</b>	<b>200,297</b>	<b>197,232</b>	<b>188,235</b>	<b>179,101</b>

Notes: 1. Excluding private placement municipal bonds. In addition, for 2008 and later, excluding private placement special bonds and private placement corporate bonds.

2. Straight corporate bonds include asset-backed corporate bonds.

Source: Japan Securities Dealers Association

## Composition of Bond Issuance

(%)

CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
JGBs	82.0	81.6	83.2	79.5	79.3	80.9	83.5	84.8	85.1	85.8	85.8	87.1	85.6	84.6	84.0
Municipal bonds	2.5	2.7	2.9	3.2	3.7	4.1	3.8	3.4	3.3	3.4	3.4	3.4	3.2	3.3	3.5
Gov-guaranteed bonds	3.9	3.4	2.1	2.5	2.8	2.7	2.3	1.6	2.3	2.3	2.2	1.6	1.7	1.9	1.8
FILP agency bonds	1.5	1.8	2.1	2.6	2.8	2.6	2.5	2.9	2.7	2.3	2.0	2.1	2.5	2.6	2.8
Straight corporate bonds	2.8	3.1	3.2	5.2	5.8	6.4	4.9	4.4	4.2	4.1	4.1	3.4	5.4	6.0	5.8
Others	7.4	7.3	6.4	6.9	5.6	3.3	2.9	2.8	2.4	2.1	2.5	2.3	1.6	1.6	2.0
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Notes: 1. Excluding private placement municipal bonds. In addition, for 2008 and later, excluding private placement special bonds and private placement corporate bonds.

2. Straight corporate bonds include asset-backed corporate bonds.

Source: Japan Securities Dealers Association

## 4 Investment Trusts

### Net Assets, etc. Held in Investment Trusts

(Billion yen)

End of CY		2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Publicly offered investment trusts	Number of funds	2,552	2,640	2,753	2,997	3,333	3,656	3,905	4,196	4,384	4,922	5,404	5,843	6,060	6,152	6,120
	Net assets	40,996	55,347	68,927	79,760	52,146	61,455	63,720	57,327	64,063	81,523	93,504	97,756	96,641	111,191	105,159
Real-estate investment trusts	Number of funds	15	28	40	42	42	42	35	34	37	52	62	68	83	86	93
	Net assets	1,246	2,050	3,153	3,687	3,968	4,020	3,908	4,109	4,578	6,078	7,137	8,224	9,605	10,367	11,351
Private placement investment trusts	Number of funds	1,588	1,881	2,192	2,477	2,603	2,639	2,689	2,698	2,753	2,883	3,351	3,961	4,829	5,483	6,142
	Net assets	15,596	25,643	32,987	36,030	25,555	29,667	30,626	28,542	31,818	40,413	46,870	61,973	74,084	85,560	89,557
Total	Number of funds	4,155	4,549	4,985	5,516	5,978	6,337	6,629	6,928	7,174	7,857	8,817	9,872	10,972	11,721	12,355
	Net assets	57,839	83,041	105,068	119,478	81,670	95,143	98,255	89,979	100,461	128,014	147,512	167,954	180,331	207,119	206,068
Changes in net assets		9,253	25,201	22,027	14,410	-37,808	13,472	3,112	-8,275	10,481	27,553	19,498	20,442	12,377	26,788	-1,051

Source: The Investment Trusts Association, Japan

### Net Assets, etc. Held in Publicly Offered Contractual-Type Securities Investment Trusts

(Billion yen)

End of CY		2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Stock investment trusts	Number of funds	2,308	2,408	2,533	2,789	3,135	3,468	3,724	4,017	4,209	4,756	5,242	5,684	5,939	6,032	6,006
	Net assets	27,435	40,828	55,657	66,784	40,842	50,243	52,464	46,761	52,913	65,027	77,095	81,738	83,022	97,432	93,551
Bond investment trusts	Number of funds	230	218	206	194	184	174	167	165	161	152	148	146	120	120	114
	Net assets	9,955	11,498	10,576	10,059	8,691	8,755	9,026	8,536	9,302	14,569	14,433	14,375	13,553	13,759	11,608
Money management funds	Number of funds	14	14	14	14	14	14	14	14	14	14	14	13	1	0	0
	Net assets	3,606	3,020	2,693	2,917	2,612	2,456	2,229	2,028	1,847	1,925	1,975	1,642	65	0	0
Total	Number of funds	2,552	2,640	2,753	2,997	3,333	3,656	3,905	4,196	4,384	4,922	5,404	5,843	6,060	6,152	6,120
	Net assets	40,996	55,347	68,927	79,760	52,146	61,455	63,720	57,327	64,063	81,523	93,504	97,756	96,641	111,191	105,159
Changes in net assets		3,561	14,350	13,579	10,832	-27,614	9,308	2,264	-6,392	6,736	17,459	11,981	4,251	-1,114	14,550	-6,032

Source: The Investment Trusts Association, Japan

## Net Assets, etc. Held in Publicly Offered Contractual-Type Stock Investment Trusts

(Billion yen)

End of CY		2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Unit type	Number of funds	255	289	249	246	365	393	350	293	239	206	295	359	384	313	223
	Net assets	1,799	1,945	1,875	1,876	1,287	1,522	1,266	881	1,275	1,479	1,791	1,734	1,383	858	634
Open type (excluding ETFs)	Number of funds	2,038	2,106	2,271	2,527	2,706	3,003	3,289	3,629	3,866	4,440	4,824	5,180	5,400	5,539	5,600
	Net assets	22,522	35,180	49,665	61,029	37,029	46,430	48,588	43,152	47,423	55,456	64,688	63,838	61,292	65,779	59,353
ETFs	Number of funds	15	13	13	16	64	72	85	95	104	110	123	145	155	180	183
	Net assets	3,113	3,703	4,116	3,878	2,524	2,290	2,610	2,728	4,214	8,090	10,616	16,165	20,347	30,794	33,563
Total	Number of funds	2,308	2,408	2,533	2,789	3,135	3,468	3,724	4,017	4,209	4,756	5,242	5,684	5,939	6,032	6,006
	Net assets	27,435	40,828	55,657	66,784	40,842	50,243	52,464	46,761	52,913	65,027	77,095	81,738	83,022	97,432	93,551
Changes in net assets		6,095	13,393	14,828	11,126	-25,942	9,401	2,220	-5,702	6,152	12,113	12,067	4,642	1,284	14,409	-3,881

Source: The Investment Trusts Association, Japan

## Net Assets, etc. Held in Private Placement Contractual-Type Investment Trusts

(Billion yen)

End of CY		2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Stock investment trusts	Number of funds	1,410	1,718	2,060	2,363	2,475	2,512	2,568	2,597	2,667	2,789	3,135	3,580	4,150	4,657	5,267
	Net assets	14,646	24,723	32,186	35,406	24,967	28,976	29,912	27,938	31,297	39,618	45,155	59,370	69,951	81,305	85,875
Bond investment trusts	Number of funds	178	163	132	114	128	127	121	101	86	94	216	381	679	826	875
	Net assets	949	919	800	623	587	691	714	604	520	794	1,715	2,603	4,132	4,255	3,682
Total	Number of funds	1,588	1,881	2,192	2,477	2,603	2,639	2,689	2,698	2,753	2,883	3,351	3,961	4,829	5,483	6,142
	Net assets	15,596	25,643	32,987	36,030	25,555	29,667	30,626	28,542	31,818	40,413	46,870	61,973	74,084	85,560	89,557
Changes in net assets		5,211	10,046	7,344	3,043	-10,474	4,111	958	-2,083	3,275	8,594	6,457	15,103	12,110	11,476	3,997

Source: The Investment Trusts Association, Japan

## 5 Derivative Market

### Derivative Market Transaction Volume, etc.

(Thousand contracts)

CY	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Transaction volume	196,191	191,703	218,655	208,424	228,058	360,575	308,009	361,459	337,537	322,408	388,348
Current outstanding open contracts	1,888	2,805	3,462	3,361	5,012	5,346	4,773	3,787	3,928	4,354	4,680

Notes: 1. The derivative market of Tokyo Stock Exchange was merged with that of Osaka Securities Exchange in March 2014.  
 2. The figures above show the sum of the total volume of the derivative markets of Osaka Securities Exchange and Tokyo Stock Exchange before the merger.  
 3. Current outstanding open contracts are as of year-end.  
 Source: Japan Exchange Group

### Value of Securities OTC Derivative Transactions

(Billion yen)

FY	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Transaction value	97,214	147,591	88,021	98,697	79,420	69,467	44,041	136,503	122,946	239,526	212,210	357,566	400,196
End-of-term balance	21,726	44,211	20,277	15,676	17,580	17,657	12,645	13,567	38,698	45,066	52,523	55,187	44,386

Notes: 1. On a notional value basis.  
 2. End of term balance is as of fiscal year-end.  
 Source: Japan Securities Dealers Association

## 6 Investor Trends

### Investment by Institutional Investors (Insurance Companies and Pension Funds)

(Billion yen)

FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Bonds	8,658	4,549	11,253	11,581	5,044	-2,056	-2,371	-669	-3,684	-1,568
Stocks	276	-329	-1,306	-1,920	-1,924	-1,787	-780	-917	-653	222
Investment trusts	1,003	44	-426	434	-1,429	-1,433	-54	1,771	1,410	681
Foreign securities	-1,005	4,915	-1,998	-447	-1,835	3,483	8,996	8,909	3,283	940

Notes: 1. Changes during the fiscal year.  
 2. Stocks include other equities.  
 3. Data published on June 27, 2019.  
 Source: Bank of Japan

### Investments by Individual Investors (Household)

(Billion yen)

FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Bonds	-1,214	-3,627	-3,525	-3,285	-2,420	-2,250	-1,674	126	-1,277	989
Stocks	-1,669	1,412	-303	-1,822	-6,676	-6,803	-2,143	-3,279	-3,492	-2,756
Investment trusts	2,166	2,450	-2,821	1,361	3,658	5,705	1,043	-2,637	233	-1,758
Foreign securities	168	554	1,212	680	-187	462	-1,636	-1,093	670	697

Notes: 1. Changes during the fiscal year.  
 2. Stocks include other equities.  
 3. Data published on June 27, 2019.  
 Source: Bank of Japan

## Stockholdings by Type of Investors

(Billion yen)

End of FY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Individuals	84,740	117,977	108,419	76,653	54,345	68,469	63,040	62,838	76,447	83,429	99,790	90,770	99,466	113,379	106,958
Governments	722	977	1,866	1,567	1,137	1,152	940	793	791	845	974	765	841	988	954
Financial institutions	67,402	94,097	87,678	59,843	42,541	52,628	48,575	49,007	57,843	65,309	90,484	83,587	94,060	106,614	98,199
Pension trusts	15,430	20,927	20,185	14,149	9,364	11,697	9,963	9,169	9,580	9,236	10,635	7,693	7,461	7,707	6,987
Investment trusts	15,219	25,537	26,865	19,739	13,378	15,956	13,606	13,881	17,034	21,292	27,530	28,882	36,631	48,003	52,165
Insurance companies	29,441	42,688	43,452	30,875	19,652	23,728	20,017	18,707	21,468	23,042	29,010	24,345	26,654	28,951	26,477
Business corporations	88,077	126,167	121,043	87,649	60,030	72,542	66,031	66,641	81,938	94,752	122,598	117,394	128,638	145,775	134,677
Foreigners	92,765	155,978	161,400	112,222	62,373	88,295	83,037	81,030	105,849	137,377	182,337	154,457	174,730	201,944	181,244
Securities firms	4,596	8,198	10,385	6,293	2,711	5,341	5,569	6,240	7,463	10,149	12,707	10,703	12,717	13,194	14,388
<b>Total</b>	<b>398,396</b>	<b>592,550</b>	<b>581,297</b>	<b>408,992</b>	<b>265,535</b>	<b>339,812</b>	<b>310,783</b>	<b>308,310</b>	<b>378,415</b>	<b>445,434</b>	<b>576,067</b>	<b>518,598</b>	<b>581,204</b>	<b>666,559</b>	<b>622,052</b>

Notes: 1. Governments include central and regional governments.

2. Financial institutions do not include pension trusts, investment trusts and insurance companies.

3. Figures cover all exchange-listed stocks excluding foreign stocks.

4. Pension trusts include investment assets of pension-related funds of welfare pension funds, etc. for which banks operating trust business are appointed as trustee, but do not include those of public pension funds.

5. Treasury shares owned by each listed company are included under the investor type in which the companies are categorized.

Source: Tokyo Stock Exchange

## Share of Stockholdings by Type of Investors (market value basis)

(%)

End of FY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Individuals	21.3	19.9	18.7	18.7	20.5	20.1	20.3	20.4	20.2	18.7	17.3	17.5	17.1	17.0	17.2
Governments	0.2	0.2	0.3	0.4	0.4	0.3	0.3	0.3	0.2	0.2	0.2	0.1	0.1	0.1	0.2
Financial institutions	16.9	15.9	15.1	14.6	16.0	15.5	15.6	15.9	15.3	14.7	15.7	16.1	16.2	16.0	15.8
Pension trusts	3.9	3.5	3.5	3.5	3.5	3.4	3.2	3.0	2.5	2.1	1.8	1.5	1.3	1.2	1.1
Investment trusts	3.8	4.3	4.6	4.8	5.0	4.7	4.4	4.5	4.5	4.8	4.8	5.6	6.3	7.2	8.4
Insurance companies	7.4	7.2	7.5	7.5	7.4	7.0	6.4	6.1	5.7	5.2	5.0	4.7	4.6	4.3	4.3
Business corporations	22.1	21.3	20.8	21.4	22.6	21.3	21.2	21.6	21.7	21.3	21.3	22.6	22.1	21.9	21.7
Foreigners	23.3	26.3	27.8	27.4	23.5	26.0	26.7	26.3	28.0	30.8	31.7	29.8	30.1	30.3	29.1
Securities firms	1.2	1.4	1.8	1.5	1.0	1.6	1.8	2.0	2.0	2.3	2.2	2.1	2.2	2.0	2.3
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Notes: 1. Governments include central and regional governments.

2. Financial Institutions do not include pension trusts, investment trusts and insurance companies.

3. Figures cover all exchange-listed stocks excluding foreign stocks.

4. Pension trusts include investment assets of pension related funds of welfare pension funds, etc. for which banks operating trust business are appointed as trustee, but do not include those of public pension funds.

5. Treasury shares owned by each listed company are included under the investor type in which the companies are categorized.

Source: Tokyo Stock Exchange



## 7 Household Financial Assets

### Household Financial Assets

(Billion yen)

End of FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Cash and deposits	817,886	831,331	850,665	866,035	884,203	902,850	917,882	939,113	959,138	977,197
Bonds	41,082	37,386	33,931	30,785	28,285	26,156	24,658	24,631	23,245	24,239
Stocks and other equities	106,365	106,148	109,119	133,151	148,355	170,478	168,076	177,460	201,784	182,616
Investment trusts	59,816	61,316	57,014	65,306	69,531	81,078	73,615	72,200	72,699	71,119
Insurance and pension reserves	470,792	473,621	477,435	493,815	496,749	515,719	518,032	518,952	521,872	524,676
Others	46,594	44,821	45,431	48,118	47,088	51,608	49,539	51,667	50,630	55,074
<b>Total</b>	<b>1,542,537</b>	<b>1,554,625</b>	<b>1,573,597</b>	<b>1,637,212</b>	<b>1,674,214</b>	<b>1,747,891</b>	<b>1,751,805</b>	<b>1,784,026</b>	<b>1,829,370</b>	<b>1,834,923</b>

Notes: 1. Bonds include trust beneficiary rights.

2. Data published on June 27, 2019.

Source: Bank of Japan

### Composition of Household Financial Assets

(%)

End of FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Cash and deposits	53.0	53.5	54.1	52.9	52.8	51.7	52.4	52.6	52.4	53.3
Bonds	2.7	2.4	2.2	1.9	1.7	1.5	1.4	1.4	1.3	1.3
Stocks and other equities	6.9	6.8	6.9	8.1	8.9	9.8	9.6	9.9	11.0	10.0
Investment trusts	3.9	3.9	3.6	4.0	4.2	4.6	4.2	4.0	4.0	3.9
Insurance and pension reserves	30.5	30.5	30.3	30.2	29.7	29.5	29.6	29.1	28.5	28.6
Others	3.0	2.9	2.9	2.9	2.8	3.0	2.8	2.9	2.8	3.0
<b>Total</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>	<b>100.0</b>

Notes: 1. Bonds include trust beneficiary rights.

2. Data published on June 27, 2019.

Source: Bank of Japan

### Nippon (Japan) Individual Savings Account (NISA)

Year/Month	2014.1	2014.6	2014.12	2015.6	2015.12	2016.6	2016.12	2017.6	2017.12	2018.6	2018.12	2019.3
Number of accounts (Unit: Ten thousand accounts)	492	727	825	921	987	1,029	1,061	1,090	1,099	1,128	1,150	1,155
Purchase amount (Hundred million)	-	15,631	29,769	51,884	64,444	83,761	94,095	111,945	125,325	144,873	156,342	163,533
Listed stocks	-	4,949	9,705	16,282	21,654	29,921	34,018	41,483	47,237	56,467	62,124	65,856
Investment trusts	-	10,395	19,439	34,477	41,297	51,700	57,636	67,595	74,899	84,720	90,245	93,458
ETF	-	140	343	655	952	1,413	1,572	1,799	1,991	2,294	2,490	2,611
REIT	-	145	281	468	540	726	867	1,067	1,197	1,391	1,481	1,607

Notes: 1. At the time of introduction for January 2014; end of month for others.

2. The amount of purchase represents the accumulated total since the start of the program.

Source: Financial Services Agency

## Dollar-Cost Averaging NISA

Year/Month	2018.3	2018.6	2018.9	2018.12	2019.3
Number of accounts (Unit: Ten thousand accounts)	50	68	87	103	127
Purchase amount (Hundred million)	110	305	575	931	1,332
Investment trusts	110	305	575	930	1,331
Passively managed investment trusts	72	197	385	639	935
Actively managed investment trusts	22	61	112	175	239
ETF	0	0	0	0	0

Notes: 1. End of month

2. The amount of purchase represents the accumulated total since the start of the program.

3. "0" indicates an amount less than 1 unit amount.

4. With regard to the amount of purchase, due to the fact that it was not possible to acquire the figures broken down by financial products of some surveyed financial institutions, the total amount does not correspond to the amount in the breakdown.

Source: Financial Services Agency

## Status of DC (Defined Contribution)

(Billion yen)

End of FY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Corporate type	1,172	2,207	2,962	3,434	3,696	4,497	5,014	6,000	6,796	7,720	9,074	9,566	10,525	11,721
Individual type	50	116	191	261	314	431	525	609	743	910	1,102	1,215	1,381	1,622

Notes: 1. Numbers aggregated based on data managed by record keeping companies. (SBI Benefit Systems Co.,Ltd., Sompo Japan Nipponkoa DC Securities Inc., Japan Investor Solutions &amp; Technologies Co., LTD., NIPPON RECORD KEEPING NETWORK Co., Ltd.)

2. Numbers for corporate type DCs as of FY 2002 end and 2003 end do not include numbers from Sompo Japan Nipponkoa DC Securities Inc.

Source: Liaison Council for Plan Administrators

## Composition of Assets Managed in DC (Defined Contribution) Plans

(Corporate type)

(%)

FY	2013	2014	2015	2016	2017
Deposits and savings	37.7	35.0	35.6	35.6	34.7
Insurance (life/non-life)	19.5	18.6	18.8	18.0	16.8
Domestic equity fund	12.5	13.6	12.5	12.9	14.2
Domestic fixed income fund	5.0	5.0	5.7	5.7	5.5
Global equity fund	7.0	7.8	6.9	7.6	8.1
Global fixed income fund	4.3	4.4	4.3	3.9	3.9
Balanced type fund	12.5	13.6	13.8	14.7	15.8
Others	1.4	1.9	2.5	1.5	1.0
Total	100.0	100.0	100.0	100.0	100.0

Note: Numbers aggregated based on data managed by record keeping companies. (SBI Benefit Systems Co.,Ltd., Sompo Japan Nipponkoa DC Securities Inc., Japan Investor Solutions &amp; Technologies Co., LTD., NIPPON RECORD KEEPING NETWORK Co., Ltd.)

Source: Liaison Council for Plan Administrators

(Individual type)

(%)

FY	2014	2015	2016	2017
Deposits and savings	38.8	38.9	38.5	37.3
Insurance (life/non-life)	25.9	26.8	26.0	22.8
Domestic equity fund	11.4	10.9	10.9	12.8
Domestic fixed income fund	2.7	3.1	3.3	3.2
Global equity fund	6.5	6.0	6.8	8.2
Global fixed income fund	3.1	3.1	3.0	3.1
Balanced type fund	9.2	8.9	9.4	10.7
Others	2.3	2.4	2.0	1.9
Total	100.0	100.0	100.0	100.0

Note: Numbers aggregated based on data managed by record keeping companies. (SBI Benefit Systems Co.,Ltd., Sompo Japan Nipponkoa DC Securities Inc., Japan Investor Solutions &amp; Technologies Co., LTD., NIPPON RECORD KEEPING NETWORK Co., Ltd.)

Source: Liaison Council for Plan Administrators

# Securities Industry Overview

## 1 Number of Firms, Employees, etc.

### Regular Members (Securities Firms)

End of FY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Regular Members	267	289	308	317	321	305	293	285	261	255	254	256	261	264	264
No less than ¥50 million to less than ¥200 million	50	55	51	51	51	50	44	43	41	40	39	39	44	43	42
No less than ¥200 million to less than ¥300 million	11	14	20	19	21	19	14	13	15	15	18	18	17	14	12
No less than ¥300 million to less than ¥1 billion	76	88	99	102	103	96	96	92	80	75	75	73	72	79	81
No less than ¥1 billion to less than ¥3 billion	38	36	37	45	46	45	45	41	37	38	35	39	39	38	41
No less than ¥3 billion to less than ¥5 billion	15	15	19	21	23	23	26	26	25	23	24	27	29	33	32
No less than ¥5 billion to less than ¥10 billion	14	14	15	17	17	19	19	19	19	18	17	16	18	17	17
No less than ¥10 billion	25	27	35	33	33	28	26	29	28	30	31	31	31	30	29
Foreign securities firms	38	40	32	29	27	25	23	22	16	16	15	13	11	10	10
Enrollments	7	30	33	22	25	10	12	9	5	5	5	10	11	7	9
Withdrawals, etc.	6	8	14	13	21	26	24	17	29	11	6	8	6	4	9
Changes	1	22	19	9	4	-16	-12	-8	-24	-6	-1	2	5	3	0

Notes: 1. The amount in the breakdown for the number of member firms shows the classification of capital for domestic securities firms.

2. In April 2004, the minimum capitalization requirement was lowered from ¥100 million to ¥50 million.

3. Withdrawals, etc. includes the decrease in the number of Regular Members due to mergers, etc.

4. The companies that withdrew effective March 31 are included in the withdrawals of the next fiscal year.

Source: Japan Securities Dealers Association

### Specified Business Members

End of FY	2015	2016	2017	2018
Specified Business Members	3	4	6	8

Notes: 1. Specified Business Members are companies that engage only in business for 1) over-the-counter derivative transactions that are not related to securities and not financial futures, 2) equity-based crowdfunding, or 3) electronic transaction platform for over-the-counter derivative transactions.

2. Established in May 2015.

Source: Japan Securities Dealers Association

## Special Members (Registered Financial Institutions)

End of FY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
City banks	7	6	6	6	6	6	6	6	6	5	5	5	5	5	5
Trust banks	14	14	14	16	15	14	14	14	12	12	12	13	13	12	12
Government-affiliated financial institutions	2	2	2	2	2	3	3	3	3	3	3	3	3	3	3
Regional banks	64	64	64	64	64	64	63	64	64	64	64	64	64	64	64
Second-tier regional banks	48	47	46	45	44	42	42	42	41	41	41	41	41	41	40
Shinkin banks	35	37	37	38	39	40	40	40	40	40	40	40	40	40	38
Life insurance companies	17	16	16	12	12	12	12	12	12	10	10	10	10	11	10
Non-life insurance companies	13	13	13	10	8	8	5	5	5	5	4	4	4	4	4
Money market brokers	3	3	3	3	3	3	3	3	3	3	3	3	3	3	3
Foreign banks	5	9	8	12	15	15	15	14	14	14	14	14	12	13	13
Securities finance companies	1	1	1	1	2	3	3	3	3	2	2	2	2	1	1
Credit cooperatives	0	2	2	2	3	3	3	3	3	3	3	3	3	3	3
Other banks	6	5	5	9	10	10	10	10	11	10	10	10	10	9	9
<b>Total</b>	<b>215</b>	<b>219</b>	<b>217</b>	<b>220</b>	<b>223</b>	<b>223</b>	<b>219</b>	<b>219</b>	<b>217</b>	<b>212</b>	<b>211</b>	<b>212</b>	<b>210</b>	<b>209</b>	<b>205</b>

Note: Shinkin banks include shinkin banks and Shinkin Central Bank.  
Source: Japan Securities Dealers Association

## Employees of Regular Members and Specified Business Members

End of FY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
No. of Regular Members' Employees	86,406	87,913	92,661	99,139	99,200	93,308	92,056	88,807	83,056	82,976	85,358	88,108	89,942	90,931	90,815
No. of Specified Business Members' Employees	—	—	—	—	—	—	—	—	—	—	—	103	73	81	92
<b>Total</b>	<b>86,406</b>	<b>87,913</b>	<b>92,661</b>	<b>99,139</b>	<b>99,200</b>	<b>93,308</b>	<b>92,056</b>	<b>88,807</b>	<b>83,056</b>	<b>82,976</b>	<b>85,358</b>	<b>88,211</b>	<b>90,015</b>	<b>91,012</b>	<b>90,907</b>

Source: Japan Securities Dealers Association

## Regular Members' Domestic Offices

End of FY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Head office	267	289	308	317	321	305	293	285	261	255	254	256	261	264	264
Branches	1,529	1,514	1,534	1,561	1,575	1,550	1,563	1,544	1,491	1,454	—	—	—	—	—
Business offices	281	324	372	418	419	387	363	362	387	379	1,864	1,889	1,886	1,890	1,869
<b>Total</b>	<b>2,077</b>	<b>2,127</b>	<b>2,214</b>	<b>2,296</b>	<b>2,315</b>	<b>2,242</b>	<b>2,219</b>	<b>2,191</b>	<b>2,139</b>	<b>2,088</b>	<b>2,118</b>	<b>2,145</b>	<b>2,147</b>	<b>2,154</b>	<b>2,133</b>

Note: From the end of FY2014, the category of "Branches" is included in that of "Business offices."  
Source: Japan Securities Dealers Association

## Securities Sales Representatives

End of CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Regular Members	69,298	71,965	76,054	81,260	81,198	77,265	75,913	73,410	69,684	70,720	72,342	74,546	75,390	76,696	76,480
Special Members	356,353	345,374	357,542	349,261	354,559	360,071	362,095	360,289	354,990	350,703	350,533	352,020	353,904	355,968	350,104
Specified Business Members	—	—	—	—	—	—	—	—	—	—	—	68	79	92	101
Financial instruments intermediary service providers belonging to Regular Members	—	1,144	1,870	2,134	2,056	1,944	2,120	2,422	2,632	2,846	3,012	3,021	3,104	3,123	3,455
Financial instruments intermediary service providers belonging to Special Members	—	11	13	98,433	99,092	100,658	94,024	96,729	97,226	96,249	94,808	93,859	93,617	93,211	92,134
<b>Total</b>	<b>425,651</b>	<b>418,494</b>	<b>435,479</b>	<b>531,088</b>	<b>536,905</b>	<b>539,938</b>	<b>534,152</b>	<b>532,850</b>	<b>524,532</b>	<b>520,518</b>	<b>520,695</b>	<b>523,514</b>	<b>526,094</b>	<b>529,090</b>	<b>522,274</b>

Notes: 1. The JSDA began recording the number of securities sales representatives of Specified Business Members in 2015 and those in financial instruments intermediary service providers in 2005.

2. Excluding representatives of financial instruments intermediary service providers that are individuals rather than companies.

Source: Japan Securities Dealers Association

## Securities Sales Representative Exam Candidates

CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Class-1 (No. of Examinees)	25,452	91,739	74,148	61,716	60,635	61,108	57,099	53,680	83,918	67,586	59,088	58,379	62,174	62,381	53,760
Class-2 (No. of Examinees)	61,705	133,648	102,635	85,559	87,647	75,797	60,999	47,644	33,176	27,740	27,312	26,018	25,447	21,683	15,586
Special Members' Class-1 (No. of Examinees)	11,754	14,266	21,715	15,995	15,233	15,575	13,152	12,636	15,352	12,672	10,128	8,731	9,187	10,540	9,212
Special Members' Class-2 (No. of Examinees)	23,666	44,090	75,680	70,160	67,978	108,691	56,103	30,380	20,895	16,737	15,038	16,774	17,461	17,554	14,812
<b>Total</b>	<b>122,577</b>	<b>283,743</b>	<b>274,178</b>	<b>232,430</b>	<b>231,493</b>	<b>261,171</b>	<b>187,353</b>	<b>144,340</b>	<b>153,341</b>	<b>124,735</b>	<b>111,566</b>	<b>109,902</b>	<b>114,269</b>	<b>112,158</b>	<b>93,370</b>

Notes: 1. As of April 2004, employees of Special Members are eligible to take the Class-1 and Class-2 Sales Representative Examinations.

2. As of September 2004, the JSDA lifted its restrictions (must be an officer or employee of an association member firm) on eligibility for taking the Class-2 Sales Representative Examination.

3. As of January 2012, the JSDA lifted its restrictions (must be an officer or employee of an association member firm, must have qualified as Class-2 Sales Representative) on eligibility for taking the Class-1 Sales Representative Examination.

Source: Japan Securities Dealers Association

## Pass Rate of Securities Sales Representative Examination

(%)

CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Class-1	75.4	66.8	54.2	52.1	49.9	47.0	42.6	42.3	39.1	40.1	44.0	45.6	45.2	45.6	46.7
Class-2	72.8	66.5	57.9	58.4	54.9	55.5	53.7	60.1	54.9	54.1	53.4	53.8	51.8	51.6	52.4
Special Members' Class-1	48.9	55.4	49.7	42.8	39.0	38.5	34.8	32.6	30.3	30.1	30.0	31.3	27.5	29.1	30.2
Special Members' Class-2	55.7	55.8	49.9	47.6	42.6	39.9	38.9	41.4	39.5	40.5	43.6	44.7	43.0	42.9	43.5

Notes: 1. As of April 2004, employees of Special Members are eligible to take the Class-1 and Class-2 Sales Representative Examinations.

2. As of September 2004, the JSDA lifted its restrictions (must be an officer or employee of an association member firm) on eligibility for taking the Class-2 Sales Representative Examination.

3. As of January 2012, the JSDA lifted its restrictions (must be an officer or employee of an association member firm, must have qualified as Class-2 Sales Representative) on eligibility for taking the Class-1 Sales Representative Examination.

Source: Japan Securities Dealers Association

## 2 Performance Summary

### Operating Revenues of Regular Members

(Billion yen)

End of FY	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3
Commission	2,221	3,195	2,956	2,830	1,797	2,128	1,898	1,634	1,793	2,461	2,293	2,295	2,134	2,261	2,007
Trading gain	723	1,078	856	579	435	804	540	636	896	1,097	1,237	1,088	1,113	1,004	744
Financial revenue	434	622	847	1,150	860	417	428	406	439	480	578	605	651	808	907
Others	9	15	24	23	62	31	53	33	41	49	46	49	57	59	67
Operating Revenues	3,388	4,911	4,686	4,582	3,156	3,381	2,920	2,710	3,171	4,088	4,156	4,038	3,956	4,133	3,726

Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.

2. Figures for fiscal year ended March 2019 are on a preliminary report basis.

3. Operating revenues of member securities firms that end their business year before the end of each fiscal year (for example, the fiscal year ended March 2015 indicates the year from April 2014 to March 2015) are included since the fiscal year ended March 2015 due to the revision of the business year regulations of the financial instruments business operator.

Source: Japan Securities Dealers Association

### Commissions Received by Regular Members

(Billion yen)

End of FY	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3
Brokerage commission	948	1,399	1,042	898	599	552	493	390	473	870	687	689	558	645	513
Underwriting and offering commissions	216	246	215	120	91	234	145	75	115	170	162	176	166	138	184
Subscription and distribution commissions	228	352	416	375	221	436	444	415	469	513	465	345	298	332	231
Other commissions	828	1,196	1,282	1,435	884	905	815	752	734	906	978	1,084	1,110	1,145	1,078
Commissions received	2,221	3,195	2,956	2,830	1,797	2,128	1,898	1,634	1,793	2,461	2,293	2,297	2,134	2,261	2,007

Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.

2. Figures for fiscal year ended March 2019 are on a preliminary report basis.

3. Commission of member securities firms that end their business year before the end of each fiscal year (for example, the fiscal year ended March 2015 indicates the year from April 2014 to March 2015) are included since the fiscal year ended March 2015 due to the revision of the business year regulations of the financial instruments business operator.

Source: Japan Securities Dealers Association

### Operating Expenses of Regular Members

(Billion yen)

End of FY	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3
Selling and general administration costs	2,319	2,793	3,043	3,123	2,761	2,773	2,618	2,286	2,317	2,628	2,813	2,799	2,823	2,908	2,751
Transaction expenses	422	536	586	581	523	502	497	400	434	586	717	742	730	757	684
Employment cost	1,105	1,345	1,431	1,390	1,122	1,202	1,104	996	1,008	1,098	1,116	1,033	1,059	1,081	1,024
Real estate & equipment costs	262	265	299	325	319	307	284	256	242	245	235	230	236	230	235
Data processing & office supplies costs	295	314	365	419	424	413	424	385	379	429	451	477	472	497	472
Others	233	331	359	407	371	347	306	248	252	268	291	318	325	340	333
Financial expenses	335	436	646	879	705	268	268	240	273	288	349	380	416	492	590
Operating expenses	2,654	3,230	3,689	4,002	3,467	3,041	2,886	2,526	2,590	2,916	3,162	3,180	3,239	3,400	3,341

Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.

2. Figures for fiscal year ended March 2019 are on a preliminary report basis.

3. Operating expenses of member securities firms that end their business year before the end of each fiscal year (for example, the fiscal year ended March 2015 indicates the year from April 2014 to March 2015) are included since the fiscal year ended March 2015 due to the revision of the business year regulations of the financial instruments business operator.

Source: Japan Securities Dealers Association

## Ordinary Profits/Losses and Current Net Profits/Losses of Regular Members

(Billion yen)

End of FY	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3
Ordinary Profits / Losses	758	1699	1015	657	-243	333	87	217	605	1189	1019	897	743	763	427
Current Net Profits / Losses	483	1136	588	-145	-346	202	-270	-25	456	914	724	618	622	535	287

Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.  
 2. Figures for fiscal year ended March 2019 are on a preliminary report basis.  
 3. Ordinary profits/losses and current net profits/losses of member securities firms that end their business year before the end of each fiscal year (for example, the fiscal year ended March 2015 indicates the year from April 2014 to March 2015) are included since the fiscal year ended March 2015 due to the revision of the business year regulations of the financial instruments business operator.

Source: Japan Securities Dealers Association

## Current Net Profits/Losses by Type of Regular Members

(Billion yen)

End of FY	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3
Major firms	214	463	332	-267	-110	92	-69	-1	267	432	362	275	385	237	114
Foreign firms	91	344	71	-8	-76	22	5	-3	12	11	7	14	6	11	4
Other domestic firms	177	328	183	130	-159	87	-206	-20	177	470	354	328	230	286	168

Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.  
 2. Major securities firms: SMBC Nikko Securities Inc., Daiwa Securities, Co., Ltd., Nomura Securities Co., Ltd., and other securities firms capitalized at a hundred billion yen or more.  
 3. Figures for fiscal year ended March 2019 are on a preliminary report basis.  
 4. Current net profits/losses of member securities firms that end their business year before the end of each fiscal year (for example, the fiscal year ended March 2015 indicates the year from April 2014 to March 2015) are included since the fiscal year ended March 2015 due to the revision of the business year regulations of the financial instruments business operator.

Source: Japan Securities Dealers Association

## ROE by Type of Regular Members

(%)

End of FY	2005.3	2006.3	2007.3	2008.3	2009.3	2010.3	2011.3	2012.3	2013.3	2014.3	2015.3	2016.3	2017.3	2018.3	2019.3
Major firms	9.3	18.2	10.9	-9.7	-4.4	3.5	-2.5	-0.1	10.3	14	10.2	7.7	10.8	6.4	3.2
Foreign firms	10.8	38.2	7.6	-1.2	-16.6	5.5	1.5	-1.2	5.8	6.4	4.6	10.5	6.9	16.5	6.4
Other domestic firms	7.4	11	5.2	3.2	-4.1	2.5	-6.7	-0.7	6	14.5	10.5	9.3	6.2	7.6	4.4
All member securities firms	8.7	17.7	7.9	-1.9	-5	3.1	-4.3	-0.5	7.9	14.1	10.3	8.5	8.4	7.1	3.9

Notes: 1. Securities firms that were not in business as of the end of March in each year are excluded.  
 2. ROE is after-tax profits divided by average stockholders equity.  
 3. Major securities firms: SMBC Nikko Securities Inc., Daiwa Securities, Co., Ltd., Nomura Securities Co., Ltd., and other securities firms capitalized at a hundred billion yen or more.  
 4. Figures for fiscal year ended March 2019 are on a preliminary report basis.  
 5. Return on equity of member securities firms that end their business year before the end of each fiscal year (for example, the fiscal year ended March 2015 indicates the year from April 2014 to March 2015) are included since the fiscal year ended March 2015 due to the revision of the business year regulations of the financial instruments business operator.

Source: Japan Securities Dealers Association

## International Comparison

### Real GDP Growth Rate (year-on-year)

(%)

CY	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Japan	2.205	1.663	1.42	1.654	-1.094	-5.416	4.192	-0.115	1.495	2	0.375	1.223	0.609	1.929	0.811
United States	3.799	3.513	2.855	1.876	-0.137	-2.537	2.564	1.551	2.249	1.842	2.452	2.881	1.567	2.217	2.857
Euro area	2.304	1.679	3.232	3.07	0.464	-4.502	2.076	1.635	-0.854	-0.242	1.402	2.095	1.952	2.376	1.825

Source: International Monetary Fund

### Stock Price

End of CY	Nikkei 225 Stock Average	Dow Jones Industrial Average, USA	FTSE 100, UK	CAC 40, France	DAX, Germany	ST Index, Singapore	Hang Seng Index, Hong Kong	CSI 300 Index, Shanghai/Shenzhen
2004	11488.76	10783.01	4814.30	3821.16	4256.08	1999.90	14230.14	1000.00
2005	16111.43	10717.50	5618.80	4715.23	5408.26	2280.77	14876.43	923.45
2006	17225.83	12463.15	6220.80	5541.76	6596.92	2918.63	19964.72	2041.05
2007	15307.78	13264.82	6456.90	5614.08	8067.32	3465.62	27812.65	5338.27
2008	8859.56	8776.39	4434.17	3217.97	4810.20	1761.56	14387.48	1817.72
2009	10546.44	10428.05	5412.88	3936.33	5957.43	2897.62	21872.50	3575.68
2010	10228.92	11577.51	5899.94	3804.78	6914.19	3190.04	23035.45	3128.26
2011	8455.35	12217.56	5572.28	3159.81	5898.35	2646.35	18434.39	2345.74
2012	10395.18	13104.14	5897.81	3641.07	7612.39	3167.08	22656.92	2522.95
2013	16291.31	16576.66	6749.09	4295.95	9552.16	3167.43	23306.39	2330.03
2014	17450.77	17823.07	6566.09	4272.75	9805.55	3365.15	23605.04	3533.71
2015	19033.71	17425.03	6242.32	4637.06	10743.01	2882.73	21914.40	3731.00
2016	19114.37	19762.60	7142.83	4862.31	11481.06	2880.76	22000.56	3310.08
2017	22764.94	24719.22	7687.77	5312.56	12917.64	3402.92	29919.15	4030.86
2018	20014.77	23327.46	6728.13	4730.69	10558.96	3068.76	25845.70	3010.65

Source: Bloomberg



## Market Capitalization

(Billion USD)

End of CY	Japan	United States	UK	France	Germany	Singapore	Hong Kong	China	Brazil	Australia
2005	4,572	17,000	3,058	2,706	1,202	257	1,054	401	474	804
2006	4,614	19,568	3,781	3,708	1,637	384	1,714	1,145	710	1,095
2007	4,330	20,180	3,846	4,222	2,105	539	2,654	4,478	1,369	1,298
2008	3,115	11,590	1,868	2,101	1,110	264	1,328	1,778	591	683
2009	3,395	15,077	3,453	2,869	1,292	481	2,305	3,573	1,337	1,261
2010	3,827	17,283	3,613	2,930	1,429	647	2,711	4,027	1,545	1,454
2011	3,325	15,640	3,266	2,446	1,184	598	2,258	3,412	1,228	1,198
2012	3,478	18,668	3,396	2,832	1,486	765	2,831	3,697	1,227	1,386
2013	4,543	24,034	4,428	3,583	1,936	744	3,100	3,949	1,020	1,365
2014	4,377	26,330	4,012	3,319	1,738	752	3,233	6,004	843	1,288
2015	4,894	25,067	3,878	3,305	1,715	639	3,184	8,188	490	1,187
2016	5,061	27,352	3,467	3,463	1,718	649	3,193	7,320	774	1,316
2017	6,222	32,120	4,455	4,392	2,262	787	4,350	8,711	954	1,508
2018	5,296	30,436	3,637	3,730	1,755	687	3,819	6,324	916	1,262

Source: World Federation of Exchanges

## Value of Share Trading

(Billion USD)

CY	Japan	United States	UK	France	Germany	Singapore	Hong Kong	China	Brazil	Australia
2005	4,566	27,053	1,905	2,188	1,392	116	420	387	166	672
2006	5,634	32,486	2,807	2,982	2,018	180	757	1,140	275	860
2007	6,273	42,879	4,319	4,513	3,362	381	2,020	6,074	607	1,378
2008	5,473	52,585	3,844	3,835	3,210	261	1,562	3,825	750	1,068
2009	3,874	37,409	2,717	1,934	1,516	247	1,416	7,827	644	798
2010	3,968	38,939	2,741	2,018	1,628	289	1,496	8,068	868	1,062
2011	4,160	43,906	2,836	2,134	1,758	285	1,444	6,496	930	1,196
2012	3,605	34,201	2,194	1,576	1,275	256	1,106	4,967	875	935
2013	6,516	35,001	2,233	1,661	1,334	280	1,323	7,589	810	881
2014	5,443	41,268	2,770	1,952	1,469	209	1,520	12,026	728	807
2015	5,540	44,209	2,651	2,076	1,555	203	2,125	40,954	498	799
2016	5,618	42,071	2,282	1,765	1,305	196	1,350	19,098	535	822
2017	5,812	38,173	2,329	1,942	1,481	213	1,957	16,675	663	830
2018	6,296	52,166	2,547	2,203	1,818	222	2,340	13,678	816	859

Source: World Federation of Exchanges

## Long-term Interest Rate (10 yr. Government Bond Yield)

(%)

End of CY	Japan	United States	UK	France	Germany	Singapore	Hong Kong	China
2004	1.441	4.2182	4.537	3.677	3.683	2.5842	3.547	–
2005	1.480	4.3911	4.100	3.304	3.309	3.2110	4.192	–
2006	1.685	4.7022	4.741	3.981	3.948	3.0467	3.745	3.058
2007	1.510	4.0232	4.508	4.422	4.307	2.6756	3.470	4.460
2008	1.174	2.2123	3.020	3.414	2.951	2.0487	1.197	2.760
2009	1.295	3.8368	4.015	3.593	3.387	2.6568	2.599	3.640
2010	1.128	3.2935	3.396	3.362	2.963	2.7126	2.868	3.910
2011	0.988	1.8762	1.977	3.148	1.829	1.6271	1.510	3.440
2012	0.791	1.7574	1.828	1.997	1.316	1.2965	0.625	3.590
2013	0.741	3.0282	3.022	2.558	1.929	2.5581	2.334	4.620
2014	0.329	2.1712	1.756	0.826	0.541	2.2803	1.896	3.650
2015	0.265	2.2694	1.960	0.988	0.629	2.5976	1.579	2.860
2016	0.046	2.4443	1.239	0.686	0.208	2.4743	1.974	3.060
2017	0.048	2.4054	1.190	0.785	0.427	2.0045	1.834	3.902
2018	0.003	2.6842	1.277	0.710	0.242	2.0409	2.007	3.310

Source: Bloomberg

## Foreign Exchange Rates

(yen per unit of foreign currency)

End of CY	USD	GBP	EUR	SGD	HKD	CNY	BRL	AUD
2004	102.63	196.84	139.10	62.89	13.20	12.40	38.64	80.09
2005	117.75	202.88	139.48	70.79	15.18	14.58	50.35	86.28
2006	119.06	233.19	157.12	77.52	15.30	15.25	55.74	93.90
2007	111.75	221.76	163.04	77.56	14.32	15.27	62.81	97.77
2008	90.64	132.54	126.71	63.47	11.70	13.29	39.16	63.67
2009	93.03	150.41	133.20	66.21	11.99	13.62	53.31	83.48
2010	81.12	126.66	108.47	63.21	10.43	12.27	48.88	83.02
2011	76.91	119.53	99.66	59.35	9.90	12.21	41.19	78.43
2012	86.75	140.94	114.46	71.02	11.19	13.92	42.28	90.14
2013	105.31	174.36	144.73	83.36	13.58	17.39	44.58	93.87
2014	119.78	186.57	144.85	90.33	15.43	19.28	45.05	97.81
2015	120.22	177.17	130.64	84.77	15.51	18.51	30.36	87.59
2016	116.96	144.50	122.97	80.85	15.08	16.81	35.93	84.21
2017	112.69	152.23	135.28	84.30	14.39	17.29	34.01	88.03
2018	109.69	139.86	125.83	80.47	14.00	15.98	28.24	77.30

Note: Rates quoted are 5 pm in New York.  
Source: Bloomberg

## Composition of Household Financial Assets

### United States

(%)

End of CY	2015	2016	2017	2018
Cash and deposits	13.1	13.1	12.5	13.4
Bonds	6.3	5.9	5.4	6.6
Stocks and other equities	32.3	33.5	35.0	33.5
Investment trusts	11.5	11.3	12.1	11.5
Insurance and pension reserves	33.7	33.1	32.2	32.3
Others	3.1	3.0	2.8	2.8
Total	100.0	100.0	100.0	100.0

Source: Federal Reserve Board

### Euro Area

(%)

End of CY	2015	2016	2017	2018
Cash and deposits	33.7	33.2	33.1	34.6
Bonds	4.5	3.1	2.6	2.4
Stocks and other equities	18.4	19.0	19.5	18.2
Investment trusts	8.2	8.6	9.2	8.7
Insurance and pension reserves	30.1	31.5	31.1	31.5
Others	5.1	4.5	4.5	4.6
Total	100.0	100.0	100.0	100.0

Source: European Central Bank

▶ For Japanese data, please see page 39

## Population Composition

(%)

	1965			2015			2065 (forecast)		
	0 to 14 yrs. old	15 to 64 yrs. old	65 yrs. & older	0 to 14 yrs. old	15 to 64 yrs. old	65 yrs. & older	0 to 14 yrs. old	15 to 64 yrs. old	65 yrs. & older
Japan	25.8	67.9	6.3	12.9	60.8	26.3	12.8	50.7	36.5
United States	30.1	60.4	9.5	18.9	66.3	14.8	17.3	58.8	23.9
UK	23.3	64.5	12.2	17.8	64.5	17.7	16.2	57.6	26.2
France	25.5	62.5	12.1	18.5	62.4	18.7	16.3	57.0	26.6
Germany	22.9	64.6	12.5	12.9	65.9	19.7	13.3	53.6	33.2
Singapore	43.7	53.7	2.6	15.5	72.8	20.7	10.8	51.9	37.4
China	41.3	55.3	3.4	17.2	73.2	9.6	13.0	54.1	32.9

Note: As of July 1 of each year  
Source: United Nations

## **FACT BOOK 2019**

---

August 27, 2019

Edited & published by : **Research Div.**  
**Japan Securities Dealers Association**  
2-11-2, Nihombashi  
Chuo-ku, Tokyo, 103-0027 Japan  
TEL +81-3-6665-6764

---

All rights reserved. All materials on this publication are copyrighted by the Japan Securities Dealers Association. The copyrights are protected under Japan's copyright laws. Reproduction or retransmission of these materials is prohibited both in whole and in part.

Copyright©2019 Japan Securities Dealers Association

<http://www.jsda.or.jp/en/index.html>

