

【NEWS RELEASE】

March 24, 2023
SMBC Nikko Securities Inc.

**Summary of remarks made by President Kondo
in the Spring 2023 Meeting of Department Heads and Branch Managers**

Thank you for your continued hard work and dedication. Today, I would like to share with you our thoughts on the new Management Philosophy and next Medium-Term Management Plan for our restart and rebranding.

Bringing wealth to people, and to society. Cherishing, protecting, and nurturing the capital market, which is a property of a nation and its people. These are the basics of a securities firm, and now is the time to return to them.

So from the new fiscal year, we will move forward with a new Management Philosophy that consists of our Mission: “We contribute to the development of the healthy capital market to realize an affluent life and society” and Values that we cherish as professions: Kindness and Honesty, Coexistence and Co-prosperity, Sustainable Growth, Respect for Diversity, and Protection for Healthy Market. To ensure that the new philosophy is firmly reflected in your day-to-day actions, we would like you to thoroughly think and link each one of your businesses with it.

Meanwhile, a new Medium-Term Management Plan begins in April. Our vision is to “Become a company that garners the utmost trust from customers by continuing to hone our foresight and expertise as a Securities Professional”.

To earn the highest trust, we will work to establish a solid management base as the top priority. On the basis of this, two policies are set out as the core of our growth strategy: promoting business model transformation and leveraging growth potential. In line with them, we will transform into an asset management business, establish a global coverage structure in the wholesale business, and reconstruct the equity business. In addition, we will accelerate the growth of our business by utilizing SMBC Group and occupational networks, advisory functions in the sustainability field, and the provision of integrated primary and secondary solutions mainly in the United States.

As a securities firm, we assume the role of connecting various market participants. Connecting to the point where the capital market successfully helps realize affluent lives and societies. This is what our Mission suggests.

Let’s stick to connecting, embrace it, and feel the joy from it.