

【NEWS RELEASE】

September 27, 2024
SMBC Nikko Securities Inc.

**Summary of remarks made by President Yoshioka
in the Autumn 2024 Meeting of Department Heads and Branch Managers**

We are one of the major comprehensive securities companies and possess a significant strength in pursuing group synergies of a mega bank group. On the other hand, our business model is complex and requires high levels of governance due to various conflicts that arise between issuers and investors, between securities and banks, as well as between domestic and overseas operations.

I believe that our efforts over the past two years to enhance and strengthen our internal management system have been extremely important in leveraging our competitive advantages. By having further reinforced our defensive strengths, we arrive at a pivotal moment where we can fully utilize our strengths and aim for the next stage of growth. Defense is the key to everything. Let us firmly establish the "Unwavering Trust" of our stakeholders.

In the three-year medium-term management plan that started last year, we have set forth the themes of "Re-Start" and "Re-Branding." It has passed 15 years since we joined the SMBC Group, and in the next five to ten years, we must consider how much we can contribute to the further growth that the SMBC Group aims for.

As the core securities company of the SMBC Group, our goal towards the fiscal year 2030 is to realize "Sustainable Growth", and ultimately the "Group Vision", by combining the "Group Global Collaboration" and "SMBC Nikko's Problem-Solving Ability" with the medium- to long-term strategies and management foundation in the front divisions of Sales, Global Investment Banking, and Global Markets.

To achieve this, a particularly important foundation is "Diversity of Human Resources." The greatest asset for a financial institution is its people. Our company attracts talented people with diverse origins, experiences and backgrounds. To transform these different values among employees into strengths, it is essential to activate communication. We must enhance mutual understanding and respect, create a workplace environment where everyone can express their thoughts, and stimulate each other to elevate our awareness of the "Securities Edge" that leads to "Foresight" and "Expertise." Last month, we established the DE&I Promotion Committee, and as the chairperson, I am committed to promoting company-wide initiatives.

Lead the change, now. Let's gear up and work together.

Let us all share a bright future and contribute to the richness of society alongside our customers.