

April 5, 2013  
SMBC Nikko Securities Inc.

**Announcement by Tetsuya Kubo (Representative Director & President) at the spring 2013 meeting of department heads and branch managers of SMBC Nikko Securities**

Last fiscal year we had the good fortune to benefit from the falling yen and rising stock prices brought about by Abenomics because we continued steady marketing efforts in a harsh economic environment. In the retail sector, we achieved good results from our well-timed approach to customers to meet their needs when stock prices began to rise and the yen to fall in the latter half of the year. In the wholesale sector, our persistent efforts in an adverse environment to promote sales and offer business ideas steadily produced results in the field of underwriting, sales and trading.

Reviewing the medium-term business plan launched in 2010, we may say that we built a wholesale business structure as a full-line brokerage and secured stable earnings from the retail business. We have finished the stage of structural development and shifted to the growth stage. We have drawn up a new medium-term business plan to carry out our growth strategy over the next three years.

## **Management Vision**

### (1) Vision

Leading Japanese full-line securities company capable of offering high quality financial products and services globally

### (2) Basic concept of the Medium-term Management Plan

Focusing on “Speed & Scale”, we aim to rapidly and fundamentally improve our presence in financial and securities markets globally by promoting growth strategies.

- Pursue high level securities expertise
- Create an innovative banking-securities collaboration model
- Establish a solid market presence and be highly evaluated by our valued clients

## **I keep three things constantly in mind.**

### (1) Customer first

The first step is to win customer trust. We cannot make progress without helping our customers make progress.

### (2) SMBC Nikko Securities as a team

Working as the SMBC Nikko Securities team and as the SMFG team, we mobilize our full resources to provide the optimum proposals and services to our clients.

### (3) Development of human resources

A financial institution’s success depends on its human resources. Without constant development of human resources, there is no hope for long-term growth.

This fiscal year we will enter a new growth stage and make aggressive use of our resources.

Taking the first step with strong determination is the starting point of everything. We cannot overcome a challenge without firmly resolving to do so. Let us face challenges and build a bright future with unwavering optimism.

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