

【NEWS RELEASE】

July 6, 2018
SMBC Nikko Securities Inc.

Summary of the Message on the 100th Anniversary
from President Shimizu to Executives and Employees

Tomorrow, July 7, is the 100th anniversary of the founding of SMBC Nikko, since Gen-ichi Tōyama founded Kawashimaya Shoten in 1918. We are able to become a company with a history of 100 years, thanks to our clients who have supported our business. And in our history, we have always valued the founder's spirit, "mutual benefit with valued clients" and "kind and honest".

Presently, the financial industry is working on the theme on the principle of Customer-Oriented Business Conduct. 100 years ago, the founder started to explain the importance of it and encourage pursuing it. And now is the time to retrace the founder's spirit. Let us keep on embodying the spirit of "Always maintain client's perspective", in other words, "Share the Future", so that Nikko's DNA can be passed down for the next 100 years to come. I always remind you that the basics of client-oriented operations is "know your client", "think over their needs", and "provide the most suitable products and/or service".

In order to provide higher additional value to clients for next 100 years, "Innovation" is indispensable. Nikko has generated many "Innovations" that lead the industry. In my view, "Innovation" is inspired when you try to respond to client voices we hear in the daily business.

Upon this memorable day, let us have another look at the founder's spirit and rediscover Nikko's strength and then, measures will be taken to develop the strength furthermore. As a first step, I would like each executive and employee to sincerely face-to-face with client and to faithfully listen to their voice. There must be tips for "Innovation". Please carefully take them up, utilize them, and produce many "Innovations", which will be the driving force of our growth.

You are definitely the first one to make the history of next 100 years, dear colleagues. The anniversary is a good opportunity to express deep appreciation to our longtime clients. Let us take off for next 100 years, together with our clients!

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