

## 【NEWS RELEASE】

January 4, 2021  
SMBC Nikko Securities Inc.

**New Year Message from CEO Yuichiro Kondo**

Best wishes for the New Year. I am delighted that we can together celebrate the start of a New Year.


Last year, the world spent all their time struggling with COVID-19. Indeed, the whole world simultaneously fought against the unknown virus. This unprecedented situation is bringing changes to our life, making unimaginable things happen every day.

While there is an extensive restriction of human contacts, digital tools increasingly become indispensable for many people. In this popularization process, it becomes clear that these tools can perform sophisticated functions with user-friendly entry screens, etc. but, for full utilization, they essentially need people who can respond to questions popped up during use. Indeed, the more widely the digital is used, the more important human communication becomes. This indicates the direction of digital transformation we have to work on.

In the meantime, while the coronavirus pandemic as well as the climate change makes the sustainability of companies and societies become an impending issue, momentum gathers for the movement toward ESG investment that stimulates continued growth for companies and encourages contribution to societies. Under such circumstances, we are in an excellent position to understand the latest investor needs and industry trends and offer best solutions to customers and societies because we are connecting great many investors and companies. What is crucial for each manager and employee is to thoroughly think from the perspective of customers, or that of business owners and investors, how their skills and knowledge can be fully utilized to solve the issues of customers, and put this into practice. By aggressively leveraging not just group collaborations but also the insight of outside partners, I hope the company will take a great leap forward as a global solution provider of the SMBC group in this year 2021.

It is expected that this year will witness a recovery from the COVID downturn and a sprout of renewed growth. Let us all embrace change to contribute to the healthy growth of the capital market. Thank you.

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