

## 【NEWS RELEASE】

March 25, 2024  
SMBC Nikko Securities Inc.

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

I would like to talk about what I want to embody from a medium to long-term perspective, based on SMBC Group's long-term vision. There are two axes that I would like to discuss: "Earning unwavering trust" and "Sustainable growth."

Firstly, "Earning unwavering trust." We receive trust from our customers, from society, and everyone who works for this company and their families. It is our duty to build trust so that our customers can say "I can transact with SMBC Nikko Securities with peace of mind." It is my heartfelt wish to gain solid trust from society that SMBC Nikko Securities can be trusted and for all employees and their families to feel that it is good to work for this company.

Losing trust can happen in an instant, but building trust requires great effort and time. Please keep this in mind. I will take the lead in working towards "earning unwavering trust" and eventually towards "earning the highest level of trust."

Secondly, "Sustainable growth." The speed of change is accelerating. If we only focus on what is right in front of us, we will be left behind no matter how hard we try. I would like to steer management towards greater focus on sustainable growth, which means passing on as many growth stories as possible to the next generation and the generation after that.

We will clearly define and enhance our strengths we need to focus on in order to achieve sustainable growth. I have organized into three categories what I believe to be the areas of strengths we need to further enhance: "Group collaboration and global cooperation," "diversity of talent," and "IT including DX." We are deeply committed to further enhancing these strengths as part of our management strategy.

As someone who has worked in the securities industry and has been involved in the capital markets for a long time, I feel the time has come to sense true fulfillment. I believe that those who have foresight, envision the future, and quickly move forward are the ones who shape the times. I have made a pledge to myself to "Lead the change, now".

I would like to share a bright future with all of you, so let's work together and do our best.