

【NEWS RELEASE】

March 24, 2025
SMBC Nikko Securities Inc.

**Summary of remarks made by President & CEO Yoshioka
in the Spring 2025 Meeting of Department Heads and Branch Managers**

Despite the challenging domestic and international environment in the fiscal year 2024, we have achieved strong results in each department by carefully serving customers while leveraging the boost of the capital markets. Additionally, we have steadily advanced our business model reforms and system enhancement for our sustainable growth.

In the new fiscal year, as the final year of our current medium-term management plan, we aim to first establish a robust business foundation by solidifying our risk culture and then make a change and revolution to take a great leap forward for the next management plan.

We believe that the services we provide and the methods of their delivery will undergo significant changes over the next 10 years. This is primarily driven by changes in customers and advancements in technology. The speed of these changes is beginning to accelerate exponentially, and I think many of you are experiencing this firsthand. Currently, with favorable conditions for the domestic securities business, exemplified by the nationwide promotion of asset management and corporate governance reforms, we will look ahead to the next 10 years and practice our pledge, "Lead the change, now" to ensure sustainable growth of our company and SMBC group.

The importance of the securities business is significantly increasing in the SMBC Group, too. Rather than merely continuing our past efforts, we will approach our initiatives with even greater flexibility going forward.

As we continue to live and thrive in the capital markets, we are entering an era where we can further realize the significance of our existence and our potential for sustainable growth. Let us continue to challenge ourselves and work together in fiscal year 2025.