

# Nomura Group Businesses Underpin Our Founder's Principles

Based on our philosophy of "placing our clients at the heart of everything we do," Nomura Group leverages our high-quality management resources to develop creative solutions for our stakeholders. We deliver value-added services to our clients through our core businesses while also engaging in key CSR initiatives that will help Nomura establish a solid position as Asia's global investment bank.

## Input

### Management resources

#### Financial capital

- Robust financial position
- Efficient allocation of management resources

#### Human capital

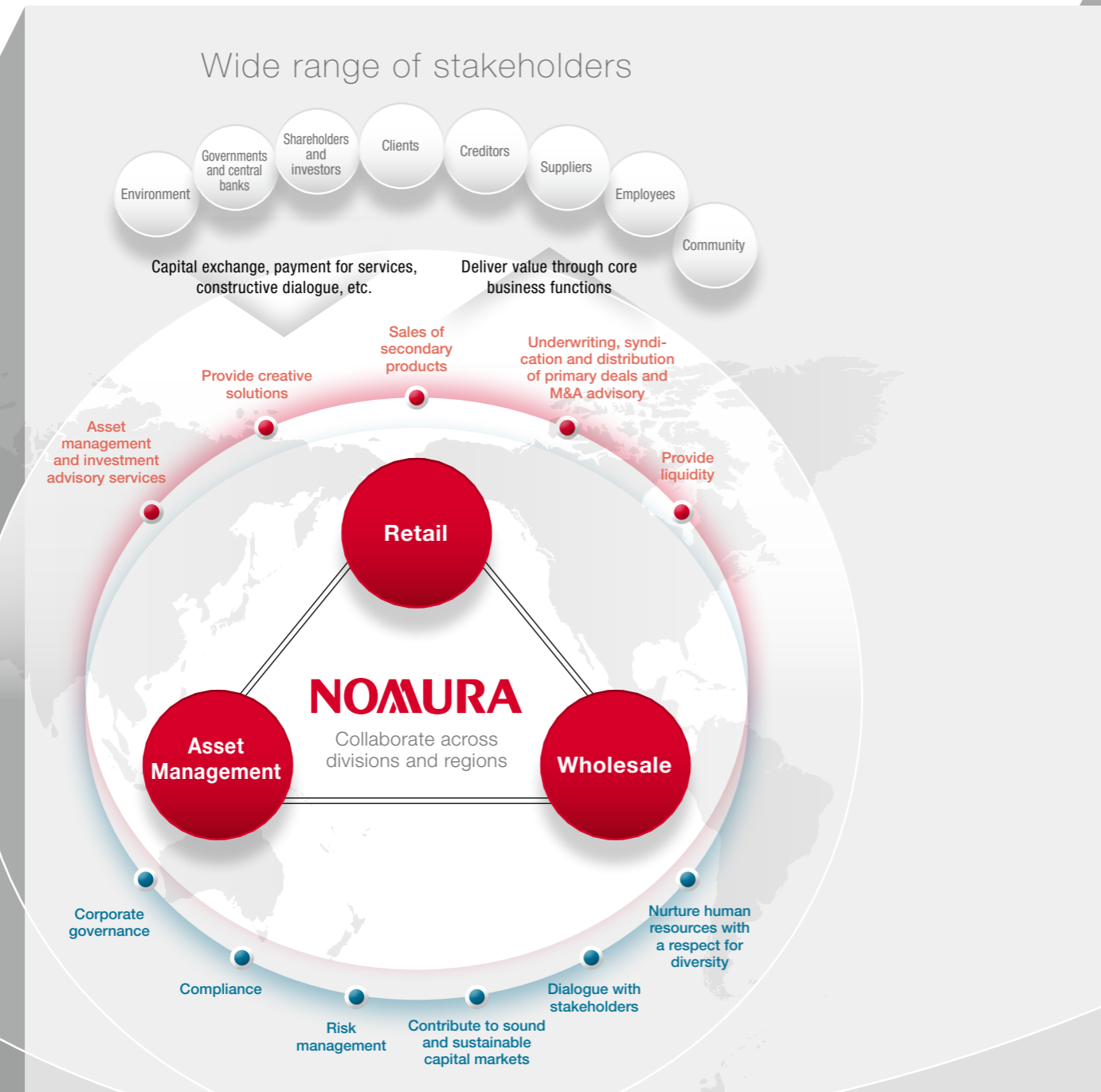
- Diversified talents
- High sense of ethics and professional and social norms

#### Intellectual capital

- Knowledge of financial products
- High-quality research

#### Social capital

- Mission to provide products and services to the public markets



Key CSR Initiatives of Nomura Group

## Looking Ahead

## Output

### Value creation

#### Economic value

- Deliver stable profitability
- FY2019/20 management target: EPS of ¥100
- Invest in areas of growth and generate appropriate shareholder returns

#### Corporate value, brand-building

- Win clients' trust
- Develop a unique corporate culture

#### Added value, innovative services

- Deliver competitive products, services and solutions
- Create financial innovation

#### Social value

- Contribute to society through our core businesses
- Coexist and coprosper with regional societies

Establish solid position as "Asia's global investment bank"

Create value required by our global stakeholders

