

## Nomura Finalizes Business Alliance Agreement with Awa Bank

**Tokyo, June 26, 2020**— Nomura Securities Co., Ltd., a wholly owned subsidiary of Nomura Holdings, Inc., announced on January 31, 2020 that it had signed a memorandum of understanding with The Awa Bank, Ltd. to explore a comprehensive business alliance aimed at providing financial intermediary services. The two companies signed the final agreement today.

### 1. Overview of the alliance

The alliance will take the form of an Absorption-type Company Split (“Company Split”). Awa Bank will transfer some client accounts from its registered financial institution business to Nomura Securities.

Awa Bank will provide certain financial intermediary services on behalf of Nomura Securities, including for client accounts currently under agreement between the two companies, client accounts transferred from Awa Bank under the alliance and any new client accounts in Tokushima prefecture. Awa Bank will be mainly in charge of client solicitation, sales and follow-up services, while Nomura Securities will handle overall management of client accounts.

Employees from Nomura Securities will be seconded to Awa Bank to collaborate on various financial intermediary services under the alliance. They will also share Nomura’s knowledge and expertise and the wealth of information the firm has to support Awa Bank’s sales activities.

Through collaboration, the two companies will also provide a wide range of asset management products and services to their clients as well as consulting solutions.

### 2. Structure of the alliance

Awa Bank’s client assets department and Nomura Securities’ Tokushima branch office will merge their functions to form a new department at Awa Bank, tentatively named the Financial Asset Consulting Department. Operations under the alliance will be mainly conducted through this new department.

The new Financial Asset Consulting Department will operate from four sales branches in Tokushima prefecture, including Awa Bank’s head office. People will also be assigned to other major branches and work together with Awa Bank’s branch offices to provide high value-added services to clients.

In addition, to help salaried employees prepare for the demands of a longer life, the companies will leverage Awa Bank’s network to provide preferential tax schemes such as NISA and iDeco, as well as bonds, investment trusts, and other accumulation-type products. In so doing, the two companies aim to raise their assets under management from the current approximate total of 750 billion yen to 1 trillion yen in 5 years.

To contribute to a better quality of life for their clients and help invigorate regional economies, the companies plan to expand the scope of the alliance from financial intermediary services to also include corporate and salaried employees businesses.

### 3. Implementation schedule

#### (1) Explanation to clients

The two companies are currently working to set up a new framework under the alliance. The companies will start contacting clients from July 2020 as necessary.

#### (2) Company Split agreement

Awa Bank and Nomura Securities will execute the Company Split agreement after the new framework is in place.

#### (3) Transfer of client accounts to Nomura Securities financial intermediary account (planned)

- Nomura Securities Tokushima branch office client accounts: April 2021
- Awa Bank client securities accounts: June 2021

### 4. Overview of the two companies

Name	The Awa Bank, Ltd.	Nomura Securities Co., Ltd.
Address	2-24-1 Nishisemba-cho, Tokushima-shi, Tokushima	1-9-1 Nihonbashi, Chuo-ku, Tokyo
Representative	President: Susumu Nagaoka	President: Toshio Morita
Business	Commercial banking	Securities business
Capital	23,400 million yen	10,000 million yen
Established	June 21, 1896	May 7, 2001
Fiscal year-end	March	March

### 5. Future outlook

The impact of the planned alliance on Nomura's consolidated financial results has not been determined. Nomura will immediately issue an announcement if the possibility of a material impact arises.

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#### Nomura

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