



Nomura Research Institute Group

NRI's Allain solutions to optimize and expand Tokai Tokyo Securities' over-the counter trades

Tokyo, November 29, 2021 – NRI, a leading provider of consulting services and system solutions, started providing a platform for over-the-counter transactions, Allain, to Tokai Tokyo Securities Co., Ltd. (Tokai Tokyo) on November 15th. Allain strengthens Tokai Tokyo's alliance strategy by optimizing and enhancing its over-the-counter trades.

As trading products and methods diversify more and more lately, securities firms are expected to enhance their offerings and expand trading volume. Tokai Tokyo, a core subsidiary of Tokai Tokyo Financial Holdings who has a strong alliance with Japanese regional banks, aims to grow their business further by not only using their own sales channels but also utilizing the ones of other companies and partners.

With Allain, Tokyo Tokai can communicate with clients and partners regarding available quantity and price of the positions in real time, instead of through emails and FAX. As a result, Tokyo Tokai and its alliance together can better coordinate to manage positions and pricing. Clients and partners also benefit from Allain, as they can monitor the quantity of securities to be sold to their own clients, and order more from Tokai Tokyo as needed. In addition, Allain automates processing, including order placement, execution and reconciliation by relaying order information to THE STAR, NRI's back-office system.

Furthermore, Tokai Tokyo can accumulate and analyze the trading data to optimize position management and pricing. The implementation of Allain is part of Tokai Tokyo's Digital Transformation initiatives to expand their business through the utilization of digital technologies. Through this partnership with NRI, Tokai Tokyo will provide more diverse products and trading opportunities to their clients and partners.

About NRI

Founded in 1965, NRI is a leading global provider of consulting services and system solutions, including management consulting, system integration, and IT management and solutions for the financial, manufacturing, retail and service industries. Clients from all layers of these individual industries partner with NRI to tap NRI's research expertise and innovative solutions across the organization to expand businesses, design corporate structures and create new business strategies. NRI has more than 13,000 employees in more than 70 offices globally including New York, London, Tokyo, Hong Kong, Singapore, and Australia.

NRI reports annual sales above \$4.9 billion. NRI is rated “A” by S&P Global Ratings Japan. For more information, visit <https://www.nri.com/en>

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