

News Release

NRI establishes a strategic partnership with German consultancy h&z

TOKYO – July 14, 2014 – Nomura Research Institute (headquarters: Chiyoda-ku, Tokyo; President & CEO: Tadashi Shimamoto; hereafter referred to as “NRI”), a leading provider of consulting services and system solutions, announced it has entered into a collaborative relationship with h&z Unternehmensberatung AG (h&z Management Consulting, hereafter referred to as “h&z”), which has headquarters in Germany as well as offices in other leading European countries and Dubai, to cooperate on research, analysis and consulting.

The forging of a collaborative partnership with h&z, which possesses extensive knowledge of major European industries, will help NRI to develop even more in-depth insights into European industry and culture, and will enable NRI to expand its network of contacts with business enterprises in Europe. In addition, the new operational framework created through NRI’s collaboration with h&z will make it possible for NRI to provide consulting services on an extensive scale throughout Europe.

Areas of Collaboration

- (1) The joint provision of global strategies to the two companies’ clients in Europe, Japan and the Asia region.
- (2) The joint research and analysis dedicated to the two companies’ clients.
- (3) The shared use of the two companies’ offices in the implementation of the activities noted in items (1) and (2) above.

NRI has already built up a framework for meeting its clients’ global needs through its network of local subsidiaries and branch offices in Asia, North America and Russia, and through collaboration with local firms and government agencies in the Middle East, the Americas, and Australia. This agreement with h&z will enable NRI to build a new network in Europe, making it possible for NRI to cover the Europe region in a flexible and agile manner.

In the future, NRI will continue to establish additional strategic collaborative partnerships of this type, with the aim of further expanding and strengthening its global network.

[Notes]

- Overview of h&z
- Office locations: Munich (headquarters), Hamburg, Dusseldorf, Paris, Zurich, Vienna, Dubai
- No. of employees: 105
- Business areas: Research and strategic and business consulting services for the automotive, financial, infrastructure, IT and communications, transportation and energy sectors
- Clients: Siemens, BMW, BASF, Knorr-Bremse, Allianz, etc.

ABOUT NRI

Nomura Research Institute, Ltd. ("NRI", TYO: 4307) is an independent, global IT solutions and consulting services provider with annual sales of 385.9 billion yen as of FY ended March 2014. With front-to-back support for the buy- and sell-side, NRI's tradition of innovation has positioned them as a trusted international market leader. Leveraging NRI's global consulting business, NRI is able to provide innovative financial IT solutions for investment banks, asset managers, banks and insurance providers. For more information visit www.nri.com.

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