



**Becoming  
Our Clients'  
Best Partner**



# Becoming Our Cli

## To become the best partner for our clients

Progress in digitalization and structural changes in labor markets have been rapid, and these changes in the environment surrounding us make it difficult for us to forecast the future. However, as businesses face uncertainty, it is also a great opportunity for companies to leap ahead and drive further growth.

Through close collaboration among our specialists across our core fields of systems, research, and consulting, we identify trends and implement new technologies to provide clients with high value-added solutions that effectively address their management issues with the goal of becoming their best partner.

Daiwa Institute of Research has been supporting the business foundation of the Daiwa Securities Group and our other clients. We have also been focusing on the cultivation of data scientists and other highly-advanced IT specialists as we continue deepening our knowledge of cutting-edge technologies. Continuing to accept the challenge of new fields by accumulating experience and knowledge, we provide new value, and contribute to the sustainable growth of society and the economy.



President,  
Daiwa Institute of Research Ltd.

**Atsushi Mochizuki**





## Serving as an effective think tank required in a challenging new era

The Japanese economy has emerged from a prolonged period of difficulty triggered by the collapse of the Bubble Economy of the 1990s, during which it faced financial crises and deflation, and is returning to a path of sustainable growth. It is necessary for us to ensure this development and provide innovative viewpoints to forge a new future filled with hope.

A think tank in a new era that faces a new phase requires the ability to calmly analyze, to maintain its curiosity about the unknown, to persistently investigate, show insight ahead its time, to think flexibly and creatively, and especially maintain its enthusiasm about contributing to society. Daiwa Institute of Research has accumulated knowledge and know-how through its long history not only as IT and consulting specialists, but also as a think tank. Diverse human resources have been learning both in and outside the company. The areas in which our specialists exercise their innovative competencies and in which we as an organization are expected to contribute continue to expand. Steadily accumulating positive achievements, we strive to be a Japanese think tank that distinguishes itself on the global stage.



Chairman of the Institute,  
Daiwa Institute of Research Ltd.

**Hiroshi Nakaso**



## Strengths of Daiwa Institute of Research

We maximize our comprehensive strengths in finding solutions that effectively address our clients' issues by combining our knowledge and know-how in the fields of research, consulting, and systems.



**Our strength comes through the combination of collaboration with specialists in research, consulting, and systems, and knowledge about high-quality services and cutting-edge technologies that support that collaboration.**

Daiwa Institute of Research has worked in close cooperation with specialists in research, consulting, and systems to accumulate achievements that satisfy a broad range of client needs. Using the high-quality services that support client businesses and cutting-edge technologies that develop the future, Daiwa Institute of Research strives to continue being the best partner for our clients.

## 01 High-quality services that support client businesses

### Disseminating extensive qualitative and quantitative information based on investigations and analyses

Fulfilling the think tank function for Daiwa Securities Group, Daiwa Institute of Research performs a broad range of analyses and provides information for society. We also explain complex phenomena and policy issues regarding the economy and society both at home and abroad in an easy-to-understand manner, and ensure the accuracy of each report through screening by specialty departments, aiming to promote the improvement of reliability. We work continuously on increasing efficiency in the creation of reports utilizing generative AI. As a result, the quality and quantity of the information we provide have been improved, and our opportunities to promote communication with clients have also been increasing.



### Daiwa Institute of Research's approaches to quality improvement, the foundation of our services

We have accumulated achievements in the stable operations of mission-critical systems for Daiwa Securities Group and other clients in a wide range of industries. We always seek high-quality services that ensure client satisfaction, and continue working on quality improvement as the basis of the quality of our services.



## 02 Cutting-edge technologies that develop the future

### In-house education system to cultivate data scientists in the fields of research, consulting, and systems

Daiwa Institute of Research has established the data science human resource cultivation program “Souken Lab” to ensure the continuing cultivation of human resources capable of promoting data utilization projects with clients. We are also actively working on the utilization of generative AI. We have fully implemented a ChatGPT system for Daiwa Securities, the first financial institution in Japan to do so, developed new services that realize information extraction and improve efficiency in analyses utilizing generative AI, and have innovated system development processes.



### CCoE promotes the use of public cloud to cultivate top engineers

In FY2021, we established the Cloud Center of Excellence (CCoE) and held seminars with lecturers from in and outside the company, and planned and promoted practical seminars and other education programs. As a result, many of our employees have been selected for different engineer award programs by AWS, Google, Salesforce, and other cloud service providers and have been certified by many partnership programs.







## RESEARCH

### Contributing to society as a think tank by providing a broad range of information and policy recommendations based on surveys and analyses

Accumulating achievements as a specialist organization focusing on macroeconomics as well as financial and capital markets, our opportunities for involvement in policy formation have been increasing. Along with an expansion of research areas to include regional revitalization, Fintech, and ESG (environmental, social, and governance) investment, we continue pursuing approaches designed to foster the vitalization and growth of the economy, society, and financial and capital markets.

- ▶ Economic analysis
- ▶ Financial/capital market analysis
- ▶ Government policy analysis
- ▶ Laws/legal systems
- ▶ Financial literacy and education, etc.

## CONSULTING

### Considering growth strategies and solutions for clients using one-stop consulting services, from comprehensive support for the creation of effective business strategies to smooth implementation

Fully utilizing the knowledge that we have accumulated as a think tank affiliated with a securities company, and leveraging insight passed down over the years, we provide pioneering consulting services in cooperation with the SI functions of Daiwa Institute of Research, which has supported cutting-edge IT technologies.

- ▶ Approaches to sustainability and climate changes
- ▶ Management vision/medium-term plan, IR
- ▶ Evaluation of corporate governance/board of directors
- ▶ M&A, Stock evaluation/business evaluation
- ▶ Human capital management, personnel systems
- ▶ Business digitalization, DX support
- ▶ Projected benefit obligation (PBO) calculation, personnel data analysis
- ▶ Consignment surveys/analysis, other business expansion support
- ▶ Becoming a holding company/organizational reform

# SYSTEM

## Providing high quality and highly-reliable system services to effectively promote client businesses backed by proven technology

We provide a full range of system solutions including digital solutions that respond to changes in the client's business environment, fundamental business solutions ranging from standard platforms to individually-customized types tailored client needs, and IT infrastructure solutions that support client businesses with our high quality and secure operation and maintenance.



### Digital Solutions

Based on our accumulated achievements in supporting DX strategies for Daiwa Securities Group companies and a wide range of other clients, we offer superior digital solutions responding to changing client business needs and changing times.

- ▶ Digitalization of sales and marketing/digital marketing
- ▶ Use of data/establishment of data analysis base



### Fundamental Business Solutions

Using our expertise in social insurance, securities, banking, and asset management, we offer highly reliable standard platform-type services that feature flexible extensibility. In addition, we provide consistent solutions, from the establishment of IT strategies to design, development, and operation, all tailored to individual client needs.

- ▶ Securities solutions
- ▶ Banking solutions
- ▶ Asset management solutions
- ▶ Social insurance solutions
- ▶ Breaking away from legacy systems



### IT Infrastructure Solutions

We have been involved in large-scale and mission-critical system establishment and management over the years. We offer highly-reliable infrastructures supported by high quality operation and maintenance 24 hours a day, 365 days a year.

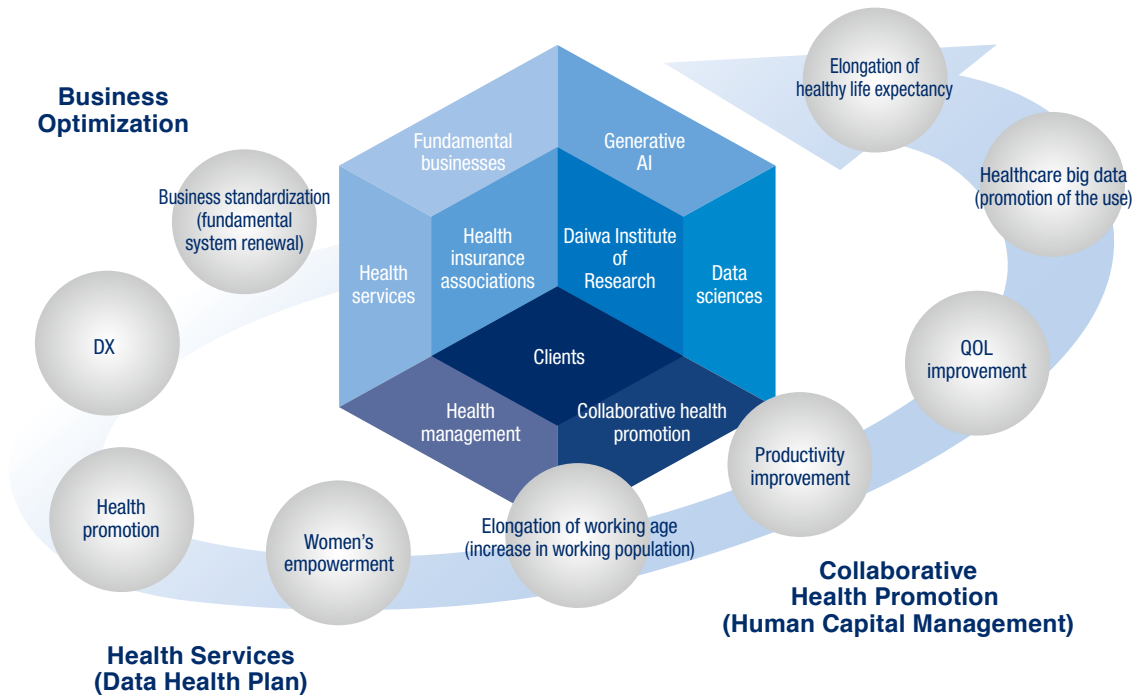
- ▶ Main frame shared services
- ▶ Operation and maintenance services
- ▶ Cyber security measures

# Approaches to Health Tech

We have worked on data health and health management through the unified efforts of companies and health insurance systems that support the realization of appropriate medical treatment service fees and the promotion of employee health, aiming to find solutions for current social issues such as the financial deterioration of health insurance associations, the increase of social security expenditures borne by the working generation, and the obligation of information disclosure regarding human capital.

We will fully utilize cutting-edge technology such as AI and data sciences that we have accumulated to support the promotion of health in collaboration with health insurance associations, health services, and clients. Striving to realize the wellbeing of employees by providing support for our clients' approaches to collaborative health promotion and human capital management, we will contribute to the elongation of healthy life expectancy and the realization of a sustainable society, which are two major social issues.

## Corporate Sustainable Growth (SDGs) Realization of Employees' Wellbeing





## Approaches to Sustainability

### Daiwa Securities Group “Vision 2030”

To become a company capable of serving society for the next 10 years, it is essential for Daiwa Securities Group to establish and implement a vision that takes into consideration future changes in society.

Based on this concept, Daiwa Securities Group has established a group-wide management vision, “Vision 2030.” 2030 is the year by which we seek to achieve SDGs.

Please visit here for  
more information  
about “Vision 2030.” ▶



### Missions to be Fulfilled by Daiwa Institute of Research

We consider as our missions the making and execution of proposals that help our clients including Daiwa Securities Group fulfill their social missions along with finding solutions to social issues involving the environment, education, economic growth, technical innovation and other areas to continue contributing to the sustainable growth of the society and economy.

#### Cases

- ▶ A broad range of analyses by the research division and information dissemination and policy recommendation for society
- ▶ Reduction of CO<sub>2</sub> emissions through the shift of energy sources used in offices and data centers to renewable energy
- ▶ Provision of solutions to support corporate health management
- ▶ Research and education for the next generation

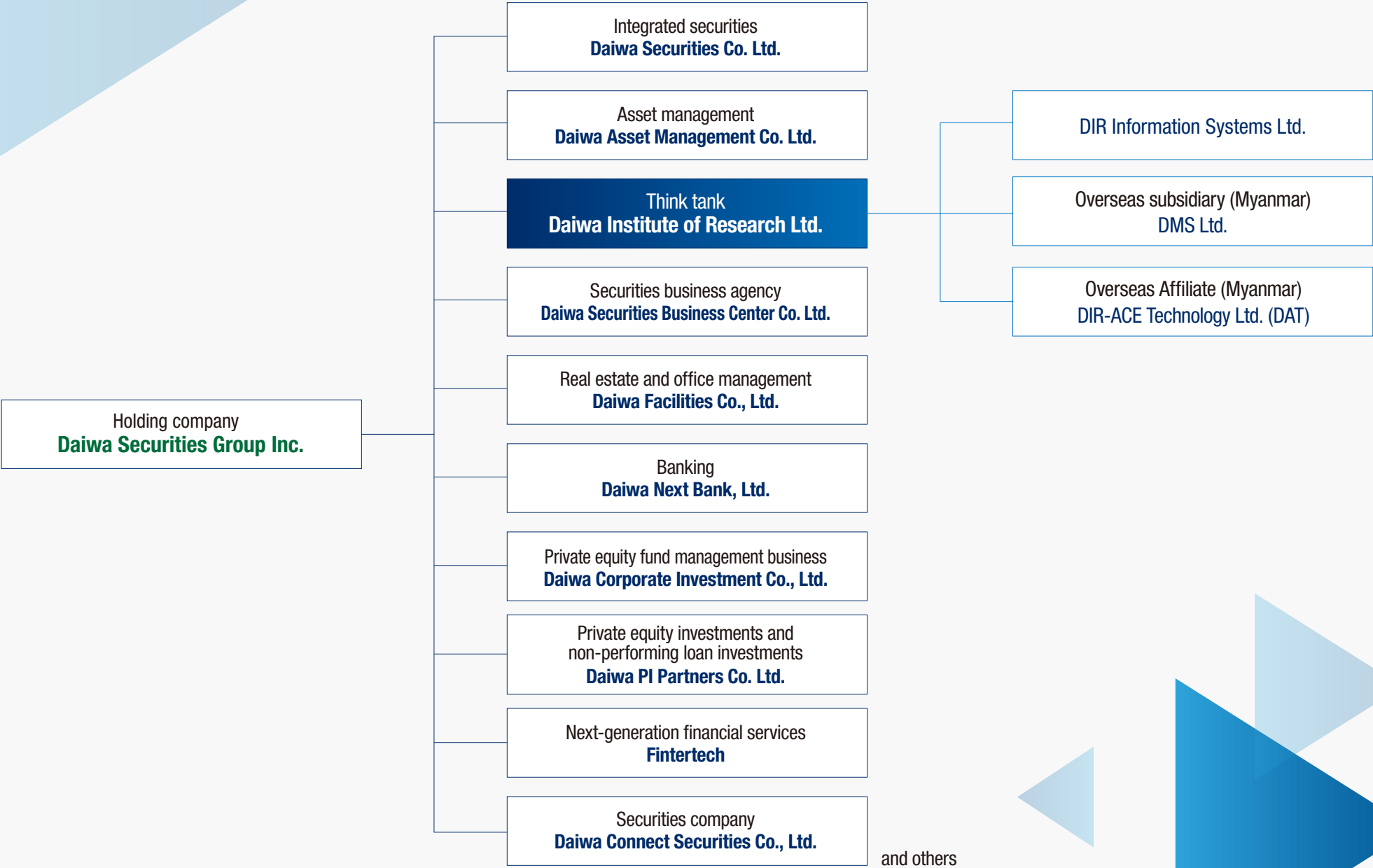
## Know-How for Large Systems Accumulated by Daiwa Securities Group

We have supported the foundation of Daiwa Securities Group company businesses through the provision of high quality and highly-reliable systems and services as a guide for systems used by Group companies.

Since we have operated securities systems that require speed and accuracy in processing and continuity 365 days a year, we are capable of designing systems that take into consideration long-term maintenance with a focus that extends well beyond near-term development, and establish systems that cope with changes in the times and providing accurate results. The know-how has been summarized in the operation-oriented framework, which helps the concept of overall optimization to be thoroughly understood by all employees in the system division.



Group Companies (as of April 2024)





# Corporate Profile



## ▶ Company Name

Daiwa Institute of Research Ltd.

## ▶ Head Office

15-6 Fuyuki, Koto-ku, Tokyo 135-8460, Japan  
Phone: +81-3-5620-5100

## ▶ President

Atsushi Mochizuki

## ▶ Businesses

Surveys, research, and proposals regarding economy and society, consulting, system consulting, system integration, data center services, outsourcing services, and AI and data sciences

## ▶ Offices within Japan

Tokyo (Head Office, Eitai Office, Marunouchi Office)  
Osaka (Osaka Yodoyabashi Office, Osaka Office)  
Nagoya

## ▶ Offices outside Japan

New York, London

## ▶ Capital

3,898 million yen

## ▶ Major Shareholder and Shareholding Ratio

Daiwa Securities Group Inc. (100%)

## ▶ Licenses and Qualifications

Telecommunications carrier  
Privacy Mark  
Company registered in the System Auditing Company Registry

## ▶ Subsidiaries and Affiliates

Daiwa Securities Group Inc.  
Daiwa Securities Co. Ltd.  
DIR Information Systems Ltd.  
DMS Ltd.  
DIR-ACE Technology Ltd.

