



# Becoming Our Clients' Best Partner

**Daiwa Institute of Research**

CORPORATE PROFILE

## Message from the President

Japanese society is digitalizing at an unprecedentedly rapid pace in line with the transformation of the country's industrial structure and competitive environment, and this digitalization is expected to bring new values to businesses. When it comes to digital technology, however, the goal often becomes the implementation of the very latest tool itself, when what is important is how we utilize the implemented digital technology to add value to the business. But there are various barriers to reaching this stage and many companies seem to be struggling due to the host of operational issues encountered as they try to adopt digitalization. These include a shortage of IT specialists, the difficulty in shifting resources and operational efficiency, and the necessity of switching to job-focused employment.

At Daiwa Institute of Research, we see these changes as an opportunity for companies to grow and move forward, and have therefore enhanced collaboration among our specialists across our core fields of systems, research, and consulting. Through this collaboration, we provide clients with a full package of services, from analysis of their management issues and proposal of solutions to consultation on the organization, operations, and systems based on

the solutions as well as their implementation. We strive to become the best partner of our clients.

Daiwa Institute of Research has been supporting the business strategy of the Daiwa Securities Group while at the same time meeting the wide-ranging needs of many clients, accumulating various insights on advanced technology along the way.

We will continue to create innovative services, support clients in improving their corporate value, and contribute to society by bringing together the experiences and know-how we have cultivated over the years in each field.



Atsushi Mochizuki

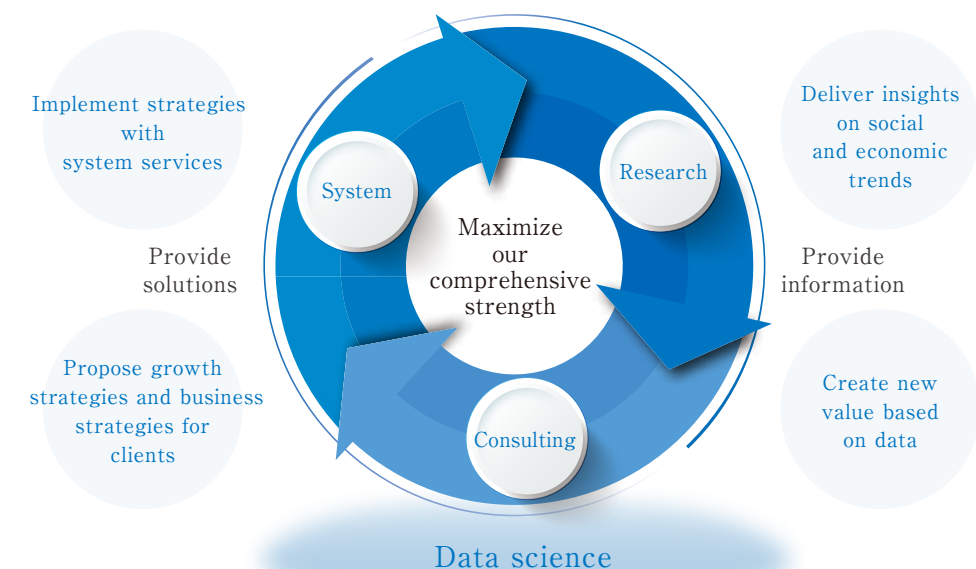
President

Daiwa Institute of Research Ltd.

## Strengths of Daiwa Institute of Research

### Collaboration of Specialists

We maximize our collective strength to find solutions for our clients issues, combining our know-how and insights in the three fields of systems, research, and consulting.



### Creating New Value Based on Data Science

Daiwa Institute of Research has been creating new services that utilize the latest technologies. These include the "stock price information service using the stock price forecasting model" leveraging AI-driven machine learning as well as proof of concept in blockchain technology, which has attracted industry attention as a next-generation financial platform. We also put great effort into developing staff with advanced IT expertise and the "Souken Lab," which specializes in the research and development of advanced technologies. Through more innovative services that utilize our advanced skills in data analysis and AI implementation, we will contribute our clients' businesses.



### Ability to Propose Reliable Solutions Backed by Diverse Experience

In April 2021, Daiwa Institute of Research and Daiwa Institute of Research Business Innovation were consolidated into one company. With this, the function that has supported the Daiwa Securities Group's business strategy in the IT area is now combined with the function that has provided a wide variety of services to clients in the financial industry, as well as other private companies, central and local governments, and health insurance unions. Based on the know-how and technical capabilities that each function has accumulated over the years, our IT and business specialists provide consulting and truly optimal solutions from the client's perspective.



# Our specialists collaborate to provide optimal solutions for potential challenges faced by clients

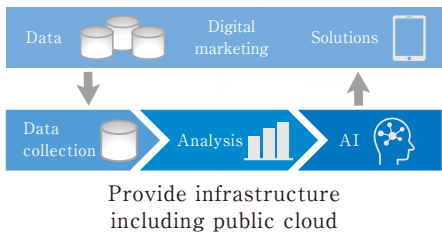
## SYSTEM



With progress in digitalization, IT is now utilized in a wider range of fields, not only for higher efficiency and productivity, but also for business strategy planning and decision making through data analysis, and for creating new businesses. Accordingly, it is difficult to think of business and IT separately. Whether a business can choose the best IT solution among a diverse set of options will determine its competitiveness. Using our know-how in providing a wide variety of solutions, we offer total solutions to our clients throughout the life cycle of their systems, from system consulting that embodies the client's strategy to planning, design, operation, and maintenance.

### Data Solution

With progress in digitalization, we can now obtain information that was previously unavailable. For example, it may not be easy to obtain accurate information on when and where a paper application was received from a client. However, by entering the application information into a tablet device on the spot upon its receipt, it is possible to keep track of information, such as location and time. To enhance the value of the data obtained in this way and make the best use of it in our client's businesses, our data scientists provide one-stop services from data collection and analysis to infrastructure development.



### Platform Solution

As telework becomes more popular as a mean of offering employees flexibility, corporate management faces a host of related issues, such as preventing security breaches, centralized device management, developing measures and rules on cybersecurity, as well as various issues on labor, health management, and personnel evaluation. Utilizing the public cloud etc., we provide platform-type services according to the types of problems clients are facing to provide secure remote work environments that many companies currently require.

## RESEARCH



Our specialists provide medium-to-long term economic and financial forecasts to serve as guideposts for an uncertain future. Moreover, we deliver quality information to the public, focusing on timely subjects and issues such as regional revitalization, SDGs, and sustainable finance. We also engage in activities that contribute to the vitalization and development of the economy, society, and financial and capital markets such as holding seminars that delve deeply into the subjects, publishing books, and participating in various research projects and committees.

- Economic Analysis
- Financial/Capital Market Analysis
- Government Policy Analysis
- Laws/Legal Systems
- Regional Vitalization
- SDGs/ESG Investment, and others

## CONSULTING



We provide one-stop support, from drawing of strategies through implementation to leading our clients' business to achieve success. This includes evaluation and logics required for determining future strategies, such as launching new businesses or expanding existing businesses, as well as the development of organizations and the personnel system necessary to implement the strategies. For business in Asia, we provide solutions for both research and consulting, including research on the public sector within Japan and abroad, preliminary research, strategy development, and company establishment procedures for Japanese companies expanding to Asian countries.

- Management Vision/  
Medium-Term Management Planning
- Corporate Governance
- M&A, Organizational Restructuring
- EC, Digital Economy
- Emerging ASEAN countries,  
China, and Other countries

# 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 Fax: +81-3-5620-5603
President	Atsushi Mochizuki
Businesses	System consulting, System integration, Data center services, Outsourcing services, AI/data science, Research and proposals on the economy and society, and Consulting
Offices outside Japan	New York, London, Yangon
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.



Head Office

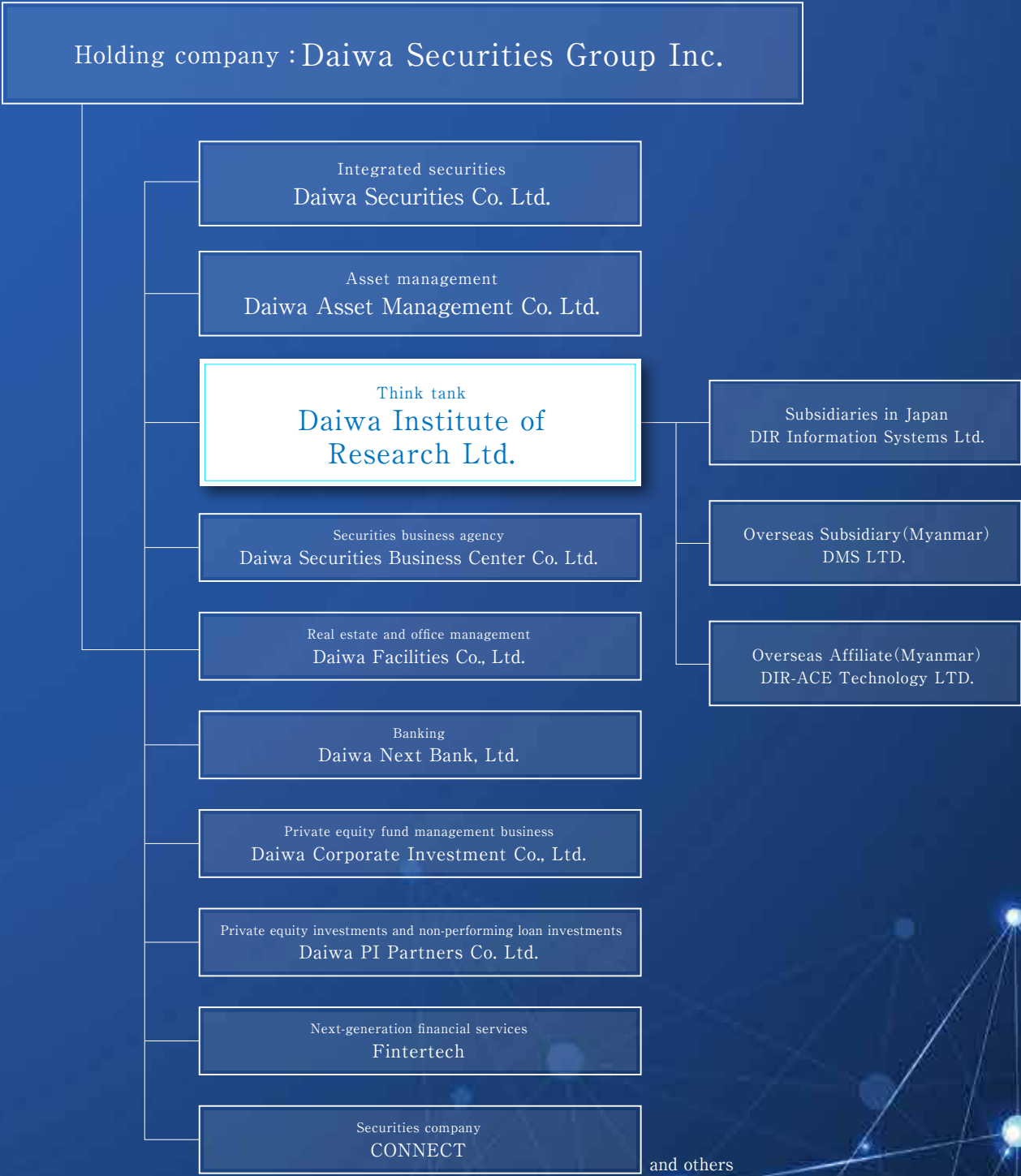


Eitai Office



Marunouchi Office

# Group Companies (as of April 2023)







## Daiwa Institute of Research

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