



April 29, 2024

Press Release

Daiwa Capital Markets Hong Kong Limited

Hiroaki Kato, President & CEO

Notice on Business collaboration for Greater China Region HNW Business

between Daiwa Capital Markets Hong Kong Limited and G&W 株式会社 (G&W GROUP)

We, Daiwa Capital Markets Hong Kong Limited ("Daiwa") are proud to announce that we will establish a business collaboration relationship with G&W 株式会社 (G&W GROUP) ("G&W") to expand HNW (high-net-worth) Business in the Greater China region.

Daiwa Securities Group has been engaged in the HNW business in Asia for more than a decade, and has been providing financial services, including asset management advice, support for clients' business development, and other support services to HNW clients in Southeast Asia. Daiwa established a new department in Hong Kong in 2022 for the purpose of engaging in business for the HNW clients in the Greater China region, and by increasing the number of their sales staff.

G&W has been providing various services to foreign clients and foreign companies in Japan on matters relating to Japanese administrative system, business customs, laws and regulations, taxation system, and labor affairs, etc., in order to make their life and business seamless in Japan.

Through this business collaboration, Daiwa and G&W will combine their respective financial and non-financial strengths, including Daiwa's expertise in capital markets and financial business and its broad client network, and G&W's ability to provide services to individuals and corporations ranging from support for foreign residents living in Japan, to business support for foreign-owned companies. We aim to better understand the needs of our clients and actively collaborate to provide services that would be difficult to provide on our own.

On 17th April, 2024, we signed an agreement to enable Daiwa and G&W to provide both financial and non-financial services to clients. Based on the know-how and experience accumulated through the collaboration, the two companies will work to improve the quality of their service offerings in order to enhance client satisfaction.

About Daiwa Capital Markets Hong Kong Limited

Head Office: Level 28, One Pacific Place, 88 Queensway, Hong Kong

President & CEO: Hiroaki Kato

Date Founded: May, 1970

HP: <http://www.hk.daiwacm.com/index.html>

About G&W 株式会社 (G&W GROUP)

Head Office: 8F, Ueno VORT, 7-4-7 Ueno, Taito-ku, Tokyo

President & CEO: Eric Kan

Date Founded: February, 2008

HP: <https://www.gw-cj.com/>



2024 年 4 月 29 日

大和资本市场香港有限公司

加藤裕朗，总裁兼首席执行官

关于大和资本市场香港有限公司与 G&W 株式会社 (G&W GROUP) **建立业务合作关系、共同拓展面向大中华区高净值人士业务的通知**

大和资本市场香港有限公司（以下简称 "Daiwa"）宣布，Daiwa 将与 G&W 株式会社 (G&W GROUP)（以下简称 "G&W"）建立业务合作关系，双方将携手开拓大中华区市场，实现互利共赢的目标，为大中华区的高净值人士提供更优质全面的服务。

Daiwa，十余年来以新加坡为中心辐射亚洲，主要面向东南亚的高净值人士，提供包括资产管理规划、客户业务拓展在内的一系列金融服务。为覆盖大中华区市场，为该地区的高净值人士提供相关金融服务，Daiwa 于 2022 年在香港设立了新部门，筹备拓展面向大中华区高净值人士业务。

G&W 以协助外国客户取得日本在留资格及身份、创业协助、生活支持为核心业务，面向赴日在日的全体外籍人士及企业，从日本的行政、法律、税收、劳务、商业习惯、合法合规化等方面，提供包括赴日、创业、生活、学习在内的一条龙定制服务，帮助外籍人士及企业在日本安居乐业。

通过此次业务合作，Daiwa 与 G&W 双方将把 Daiwa 在资本市场、金融业务方面的专业知识和广泛客户网，与 G&W 的面向在日外籍人士和企业提供服务的经验和能力相结合，发挥各自在金融和非金融领域的优势，为客户提供优质全面的服务。

作为业务合作的具体举措之一，双方在 2024 年 4 月 17 日签署了相关协议，开始面向客户提供金融和非金融的一条龙服务，帮助客户抓住机遇，追求健康、可持续的发展。今后我们将通过合作累积经验和知识，更多了解客户需求，不断的优化服务内容、提高服务品质，最终实现客户满意度最大化的长远目标。

关于大和资本市场香港有限公司

总部：香港金钟道 88 号太古广场一座 28 层

总裁兼首席执行官：加藤裕朗

成立日期：1970 年 5 月

HP: <http://www.hk.daiwacm.com/index.html>

关于 G&W 株式会社 (G&W GROUP)

总部：东京都台东区上野 7-4-7 上野 VORT 8 层

总裁兼首席执行官：管士华

成立日期：2008 年 2 月

HP: <https://www.gw-cj.com/>