

# THE MONEY MANAGEMENT INSTITUTE

## For Immediate Release

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## THE MONEY MANAGEMENT INSTITUTE AND NIKKO CORDIAL ADVISORS TRANSLATE *LEGACY* INTO JAPANESE

--History of Managed Accounts used as Education Tool in Japan --

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**Washington, D.C., May 2005**--The Money Management Institute, the national organization for the separately managed account and wealth management industries, announced today that *Legacy: the History of Separately Managed Accounts* has been translated into Japanese.

Through a joint effort of the MMI and Nikko Cordial Advisors, Ltd, the first Japanese member firm of MMI, the publication has been translated into Japanese and is being used in Japan to educate both industry participants and the investing public on the value of the managed account approach to investment management.

The book tells the story of the brokers and advisors who developed the idea of managed accounts and brought it to fruition in the face of entrenched industry practices. *Legacy* not only answers the questions that, up to now, have gone unanswered about the history of SMAs, but also shares colorful and entertaining stories about the individuals behind this success story.

*Legacy*, describes events that changed the landscape of the financial services business, and introduces the men and women who truly believe that the client's financial welfare was paramount to all other interests. *Legacy* begins in the early 1960's and continues through the current environment. The book also covers future perspectives, technology, and education.

Arlen Oransky, Director of Membership for the MMI, said, "The universal appeal of the managed account process continues to draw followers around the world. By sharing the industry's history through *Legacy*, Nikko is providing a great service to the investment community in Japan."

In Japan, information on the new translation of *Legacy* can be obtained by contacting Nikko Cordial Advisors (contact to: [sma@nkca.co.jp](mailto:sma@nkca.co.jp)).

#### **Notes:**

**About Nikko Cordial Corporation and Nikko Cordial Advisors: Nikko Cordial Corporation** ([www.nikko.jp](http://www.nikko.jp)), a company whose shares are traded on the Tokyo, Osaka, Nagoya and Singapore stock exchanges, is one of the largest financial corporate groups in Japan offering total financial services with a focus on securities services. Goals of Nikko Cordial Corporation are to strengthen ties with customers by proactively offering cutting-edge financial technology, introducing new products and services.

**Nikko Cordial Advisors Ltd.** ([www.nikko-sma.jp](http://www.nikko-sma.jp)), an investment advisory company, is a new Nikko subsidiary that has been created to direct Nikko's managed accounts business. Nikko Cordial Advisors had launched the first separately managed account product in Japan, which is named "Premier-port", in April 2004.

**The Money Management Institute (MMI)** is the national organization for the separately managed account and wealth management industries, representing portfolio manager firms and sponsors of investment consulting programs. MMI was organized in 1997 to serve as a forum for the separately managed account industry's leaders to address common concerns, discuss industry issues and work together to better serve investors. The Institute is the leading advocate for the industry on regulatory and legislative issues. MMI's membership comprises firms that offer comprehensive financial consulting services to individual investors, foundations, retirement plans and trusts; related professional portfolio management firms, and firms that provide long-term services to both sponsor and manager firms such as computer/technology firms.

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