

March 16, 2017
SMBC Nikko Securities Inc.

Organizational and Personnel Changes

SMBC Nikko Securities Inc. announces organizational and personnel changes as follows.

1. Organizational Changes (Effective as of March 16, 2017)

(1) Administrative Operation

Administrative Operation Division is renamed Business Process Planning Division.

(2) Finance

Accounting Division is renamed Financial Planning Division.

(3) Equity

Equity Solutions Division is renamed Equity Structuring and Solutions Division.

(4) Financial Markets

Fixed Income Trading I-II Divisions are renamed Fixed Income Sales I-II Divisions.

(5) Sales Planning

Sales Business Promotion Division is established.

(6) Solution Business Planning

Solution Business is renamed Solution Business Planning.

(7) Customer Service

Equity Advice Center Division is renamed Equity Advisory Division.

(8) Shutoken East District

Tokyo District Sales Division is reorganized as Tokyo District Sales Section.

(9) Regional Financial Institutions and Corporate Clients

Institutional Business is renamed Regional Financial Institutions and Corporate Clients.

Corporate Business Solutions Division is renamed Regional Financial Institutions and Corporate Business Promotion Division and transferred from Solution Business Planning to Regional Financial Institutions and Corporate Clients.

(10) Regional Corporate Clients

Regional Corporate Clients is established.

Investment Banking Business Marketing Section of Institutional Business Division is reorganized as Regional Corporate Business Promotion Division and transferred from Regional Financial Institutions and Corporate Clients to Regional Corporate Clients.

(11) Public Institutions

Corporate & Public Institutions is renamed Public Institutions.

(12) Private Banking

Nagoya PB Section of Private Banking III Division is reorganized as Nagoya Private Banking Division.

(13) Compensation & Benefit Planning Solutions

Compensation & Benefit Planning Solutions is abolished.

(14) Corporate Banking

Corporate Banking is established.

Investment Banking VIII Division is reorganized as Corporate Banking I Division and Corporate Banking II Division and transferred from Investment Banking to Corporate Banking.

Part of business of Corporate Clients I-III Divisions are transferred to Corporate Banking I Division.

Part of business of Corporate Clients IV-VII Divisions are transferred to Corporate Banking II Division.

Investment Banking Osaka Division is renamed Corporate Banking Osaka Division and transferred from Investment Banking to Corporate Banking.

(15) Corporate Business

Corporate Business is established.

Compensation & Benefit Planning Solutions Division is transferred from Compensation & Benefit Planning Solutions to Corporate Business

Compensation & Benefit Planning Division is renamed Business Processing of Compensation & Benefit Plan Division and transferred from Administrative Operation to Corporate Business.

Sales & Advisory - Corporate Clients Division is transferred from Public Institutions to Corporate Business.

2. Changes in Directors and Executive Officers (Effective as of March 16, 2017)

(1) Retirement of Director and Executive Officers

Hiroyuki Iwami	Advisor
Fumihiko Yamanaka	Advisor
Yasushi Tachihara	Representative Director, President & CEO, Nikko Investor Relations., Ltd (Effective as of April 1, 2017)
Tatsuya Shiomi	Executive Managing Director, Nikko Business Systems Co., Ltd. (Effective as of April 1, 2017)

(2) Changes in Directors and Executive Officers

Masashi Iwakigawa	Executive Deputy President, Head of Planning Unit and Head of International Business Unit
Kohei Hirota	Executive Deputy President, Representative Managing Director of Osaka and Head of Corporate Clients & Investment Banking Unit
Noriyoshi Suzuki	Executive Deputy President, Head of Private Banking Business
Hiroshi Mishima	Senior Executive Officer, Head of Products Unit
Hiroaki Toyoda	Managing Executive Officer, Head of Sales Unit
Akira Inoue	Executive Managing Director, Head of Administration Unit, Head of Administrative Operation Unit and Head of Risk Management
Kenichi Hida	Managing Executive Officer, Head of Public Institutions
Takashi Aiki	Managing Executive Officer, Head of Administrative Operation
Naoki Takahashi	Managing Executive Officer, Senior Deputy Head of Corporate Clients & Investment Banking Unit and Head of Corporate Clients (Corporate Clients I, Corporate Clients II, Corporate Clients VII)
Tomonari Kimura	Executive Officer, Head of Corporate Clients Osaka and Head of Corporate Banking (Corporate Banking Osaka)

Hideyuki Aoki	Executive Officer, Head of IPO Underwriting & Consulting, Investment Banking
Satoshi Osawa	Executive Officer, Senior Deputy Head of Sales Unit and Head of Regional Financial Institutions and Corporate Clients
Masaharu Suenaga	Executive Officer, Head of Corporate Clients (Corporate Clients III, Corporate Clients V, Corporate Clients VIII, Corporate Clients X) and Head of Corporate Business
Hitoshi Ueda	Executive Officer, Head of West Japan District
Masashi Sakamoto	Executive Officer, Head of Sales Planning, Head of Solution Business Planning and Head of Customer Service
Hideki Sakamoto	Executive Officer, Head of Investment Banking (Investment Banking IV, Investment Banking VI, Investment Banking VII, Industrial Research) and Head of Corporate Banking (Corporate Banking I, Corporate Banking II)
Yaoki Tsutsumi	Executive Officer, Head of Finance
Shoji Suzuki	Executive Officer, Head of Shutoken District
Susumu Kanda	Executive Officer, Head of Regional Corporate Clients
Shunta Ide	Executive Officer, Head of Financial Markets and Co-Head of Research (Financial Market & Economic Research)
Kazuya Noguchi	Executive Officer, Head of Tokai/Hokuriku District
Hideaki Inaoka	Executive Officer, Head of Kinki District
Nobu Sakamoto	Executive Officer, General Manager, Management Planning & Administration

3. Personnel Changes (Effective as of March 16, 2017)

Toshio Sadayuki	Deputy Head of Regional Financial Institutions and Corporate Clients
Taichi Utsumi	General Manager, Aomori Branch
Makoto Kubota	General Manager, Nagano Branch
Hidenori Tashiro	General Manager, Matsumoto Branch
Takuya Higashitaki	General Manager, Ikebukuro Branch
Kazuhiro Ueda	General Manager, Urawa Branch
Takayuki Okuma	General Manager, Oizumi Branch
Dai Takahashi	General Manager, Kichijoji Branch
Nobuyuki Tanaka	General Manager, Koganei Branch
Tatsuhiko Saito	General Manager, Hamadayama Branch
Akiko Kakizawa	General Manager, Tsudanuma Branch
Naoko Hayashi	General Manager, Motoyawata Branch
Kenji Kawamura	General Manager, Yaesu Branch
Yosuke Tanaka	General Manager, Akasaka Branch
Motohiro Ishihara	General Manager, Kawasaki Branch
Shinya Kanamitsu	General Manager, Shimokitazawa Branch
Hiroki Kishi	General Manager, Yokohama Branch
Yoshiyuki Suzuki	General Sales Manager, Yokohama Branch
Toyo Mizuno	General Manager, Gifu Branch
Hiroki Takeda	General Sales Manager, Shizuoka Branch
Eiji Terashi	General Manager, Nagoya-ekimae Branch
Tatsuya Sumita	General Manager, Numazu Branch
Hiroyasu Fujikawa	General Manager, Sakai Branch

Yoshifumi Higashimura	General Manager, Takatsuki Branch
Masaaki Yamamoto	General Manager, Moriguchi Branch
Kiichi Omuro	General Manager, Wakayama Branch
Daiji Nakata	General Manager, Kobe Branch
Tsuyoshi Mizoo	General Manager, Tokushima Branch
Masao Tomita	General Manager, Himeji Branch
Yoshihiko Hatano	General Manager, Hiroshima Branch
Toru Kubota	General Manager, Kagoshima Branch
Seiji Kato	General Manager, Kita-Kyushu Branch
Jun Saito	General Manager, Kumamoto Branch
Kenji Kagami	General Manager, Saga Branch
Etsuko Okada	General Sales Manager, Fukuoka Branch
Akihiko Nagayama	General Manager, Internal Audit
Kunihiro Ouchi	General Manager, Personnel Development
Joni Takioka	General Manager, Secretarial
Shunsuke Kuwamura	General Manager, Compliance
Yoshinori Sudo	General Manager, Branch Business Compliance
Masaaki Hirowatari	General Manager, Compliance - Products & Corporate Business
Atsushi Fujita	General Manager, Securities Trading Supervisory Operation
Yutaka Tatsuno	Deputy Head of Risk Management
Toshiyuki Hori	General Manager, Risk Management
Atsushi Takahashi	General Manager, Business Process Planning
Takashi Yamamoto	General Manager, Institutional Business Operation
Makoto Nishioka	Deputy Head of Product Marketing

Jiyunko Ikarashi	General Manager, Asset Management Products
Takayuki Sasaki	General Manager, Asset Management Marketing and Section Manager, Institutional Business Marketing
Toshinobu Genozono	General Manager, Equity Marketing
Shinichiro Okazaki	General Manager, Equity Products Solutions
Koichi Yamaguchi	General Manager, Fixed Income Sales I
Hiroyuki Goto	General Manager, Fixed Income Sales II
Shinya Yamamoto	General Manager, Financial Planning
Satoru Takeda	General Manager, Treasury
Koichi Shibata	General Manager, Communications
Ayumu Goto	General Manager, Sales Business Planning
Katsuyuki Kawabata	General Manager, Sales Business Promotion
Hiroshi Toda	General Manager, Solution Business Planning
Seiji Takei	General Manager, Front Service Center
Hirofumi Sato	General Manager, Equity Advisory
Hiroshi Matsuoka	General Manager, SMBC Alliance Business Development
Takehiko Hirano	General Manager, SMBC Alliance Business Development Osaka
Katsumi Oniki	Deputy Head of Regional Financial Institutions and Corporate Clients
Koichi Urano	Deputy Head of Regional Financial Institutions and Corporate Clients
Nobuhiro Wakamatsu	General Manager, Regional Financial Institutions and Corporate Business Promotion
Yoshiko Abe	General Manager, Regional Corporate Business Promotion
Hideki Sudo	Senior Deputy Head of Private Banking
Akira Nobuta	Deputy Head of Private Banking
Kiyokazu Watanabe	Deputy Head of Private Banking

Noriyuki Mashimo	General Manager, Private Banking Strategy & Planning
Yuichiro Kibe	General Manager, Private Banking I
Kayo Nakamura	General Manager, Private Banking III
Masao Sato	General Manager, Nagoya Private Banking
Ryosuke Tobita	General Manager, Osaka Private Banking
Kazunobu Nagai	General Manager, SMBC Barclays
Keiji Ibuki	General Manager, Personal Advisory for Corporate Employees
Yoshiki Hizukuri	General Manager, Public Institution Operation
Yoshimi Wada	General Manager, Public Institutions III
Munenori Kuroyama	General Manager, Corporate Clients II
Hidetoshi Tobe	Senior Deputy Head of Corporate Banking
Kazuya Iinuma	Co-General Manager, Corporate Banking I
Tadatoshi Senoo	Co-General Manager, Corporate Banking II
Yoshiaki Yamano	Co-General Manager, Corporate Banking I and Co-General Manager, Corporate Banking II
Hidetomo Katsuki	General Manager, Corporate Banking Osaka
Koichi Fukuta	General Manager, Corporate Clients Osaka II
Keita Suzuki	Deputy Head of Corporate Business
Hideyuki Shinike	General Manager, Business Processing of Compensation & Benefit Plan

4. Organizational Changes (Effective as of April 3, 2017)

(1) Financial Products Intermediary Business

Part of business of Financial Products Intermediary Business Division is transferred to Alliance Business Planning Division of Alliance Business
Financial Products Intermediary Business and Financial Products Intermediary Business Division are abolished.

(2) Private Banking

SMBC Barclays Division is renamed SMBC Wealth Management Division.

5. Change in Executive Officer (Effective as of April 3, 2017)

Tomonaga Takaoka	Executive Officer, Head of Alliance Business and Senior Deputy Head of Sales Planning
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6. Personnel Changes (Effective as of April 3, 2017)

Hideo Ichiki	Deputy Head of Alliance Business
Kazunobu Nagai	General Manager, SMBC Wealth Management

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