

【NEWS RELEASE】

March 20, 2019
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 20, 2019)

- (1) Product Marketing
 - Corporate Investment Support and Promotion Division is established.
- (2) Global Markets Planning
 - Product Planning is renamed Global Markets Planning.
 - Global Markets Technology Division is established under joint management with Administrative Operation.
- (3) Financial Markets
 - Financial Products Solution Division and Structured Products Division are reorganized as Structured Products & Solution Division.
- (4) Sales Planning
 - Sales Administration Division is established.
 - Direct Marketing Division is transferred from Customer Service to Sales Planning.
- (5) Direct Service & Alliance Business
 - Customer Service is renamed Direct Service & Alliance Business

(6) Alliance Business

- Alliance Business is abolished.
- SMBC Alliance Business Development Division is abolished and the business is transferred to Sales Planning Division and Sales Business Promotion Division and Alliance Business Planning Division.
- Alliance Business Planning Division is transferred to Direct Service & Alliance Business and part of business of Alliance Business Planning Division is transferred to Sales Planning Division.

(7) Corporate Banking

- Mergers and Acquisitions Advisory III Division is renamed Mergers and Acquisitions.

(8) Mergers and Acquisitions Advisory

- Mergers and Acquisitions Advisory is established.
- Mergers and Acquisitions Advisory Division, Mergers and Acquisitions Advisory I Division, Mergers and Acquisitions Advisory II Division, Mergers and Acquisitions Solutions Division are transferred from Investment Banking to Mergers and Acquisitions Advisory.

(9) IPO Underwriting & Consulting, Investment Banking

- IPO Underwriting & Consulting Division is renamed Investment Banking IPO I Division.
- Investment Banking IPO Division is renamed Investment Banking IPO II Division.

2. Changes in Directors and Executive Officers (Effective as of March 20, 2019)

(1) Retirement of Executive Officers

Hiroyasu Okano	Advisor
Hideyuki Aoki	Executive Managing Director, Nikko Enterprise Co., Ltd. (Effective as of April 1, 2019)
Hitoshi Ueda	Advisor
Yaoki Tsutsumi	President & CEO, Nikko Research Center, Inc. (Effective as of April 1, 2019)
Shoji Suzuki	Executive Managing Director, Nikko Business Systems Co., Ltd. (Effective as of April 1, 2019)

(2) Changes in Directors and Executive Officers

Noriyoshi Suzuki	Executive Officer, Executive Deputy President, Executive Officer for special missions
Hiroshi Mishima	Executive Officer, Executive Deputy President, Head of Product Marketing Unit, Head of Global Markets Unit, Head of Financial Markets and Co-Head of Research (Financial Market & Economic Research)
Hitoshi Ishii	Executive Officer, Executive Deputy President, Head of Corporate Clients Unit, and Head of Investment Banking Unit and Head of Mergers and Acquisitions Advisory Unit
Akira Inoue	Senior Executive Managing Director, Head of Administration Unit and Head of Risk Management
Yuichiro Kondo	Senior Executive Managing Director, Head of Planning Unit and Head of Finance
Hiroaki Toyoda	Senior Executive Officer, Head of Sales Unit and Head of Private Banking Unit
Taro Hayashi	Senior Executive Officer, Head of Capital Markets Unit
Takashi Aiki	Managing Executive Officer, Head of Administrative Operation Unit and Head of Administrative Operation
Naoki Takahashi	Managing Executive Officer, Senior Deputy Head of Corporate Clients Unit, Senior Deputy Head of Investment Banking Unit and Senior Deputy Head of Mergers and Acquisitions Advisory Unit

Tomonari Kimura	Managing Executive Officer, Representative Managing Director of Osaka and Kyoto and Head of Corporate Clients Osaka and Head of Corporate Banking (Investment Banking Osaka)
Masashi Sakamoto	Managing Executive Officer, Senior Deputy Head of Sales Unit and Head of Sales Planning and Head of Solution Strategy and Executive Officer for special missions
Mitsuhiro Akiyama	Managing Executive Officer, Representative Managing Director of Tokai and Head of Corporate Clients Nagoya
Tadaaki Komori	Managing Executive Officer, Head of Mergers and Acquisitions Advisory
Hideki Sakamoto	Managing Executive Officer, Head of Investment Banking (Investment Banking IV, Investment Banking V, Investment Banking VII, Industrial Research, Investment Banking Strategies), Head of Corporate Banking (Investment Banking VIII, Mergers and Acquisitions) and Senior Deputy Head of Mergers and Acquisitions Advisory
Satoshi Osawa	Managing Executive Officer, Senior Deputy Head of Sales Unit and Head of Regional Financial Institutions and Corporate Clients
Toshihiro Niidome	Managing Executive Officer, Senior Deputy Head of Human Resources
Shunshi Kira	Managing Executive Officer, Head of Capital Markets Origination
Hiroshi Inoue	Executive Officer, Head of Investment Banking (Public Sector Business Advisory) and Senior Deputy Head of Mergers and Acquisitions Advisory
Tomonaga Takaoka	Executive Officer, Head of Direct Service & Alliance Business , Senior Deputy Head of Sales Planning and Executive Officer for special missions
Shuji Yoshioka	Executive Officer, Head of Institutional Business Planning
Hiroshi Nakazawa	Executive Officer, Head of Global Markets Planning
Shinsuke Ushijima	Executive Officer, Head of Shutoken District
Teruya Sugino	Executive Officer, Senior Deputy Head of Equity and Senior Deputy Head of Research (Equity Research)
Nobu Sakamoto	Executive Officer, Senior Deputy Head of Private Banking Unit
Hajime Kawakami	Executive Officer, Head of West Japan District
Makoto Nishioka	Executive Officer, Head of Product Marketing and General

	Manager, Insurance Products Marketing
Yoshinori Hirahara	Executive Officer, Head of Kyushu/Okinawa District
Bungo Miura	Executive Officer, Senior Deputy Head of International Business and Deputy President, SMBC Nikko Capital Markets Limited
Kayo Nakamura	Executive Officer, General Manager, Private Banking III
Rei Kyogoku	Executive Officer, Head of Investment Banking (Investment Banking I, Investment Banking III, Investment Banking VI)
Ken Tanizaki	Executive Officer, Head of Shutoken West District and General Manager, Shinyurigaoka Branch
Kazuya Noguchi	Executive Officer, Head of Tokai/Hokuriku District

3. Personnel Changes (Effective as of March 20, 2019)

Masanori Ogawa	Deputy Head of Direct Service & Alliance Business
Akihisa Yamamoto	Deputy Head of Executive Officer for special missions
Kenichi Fujisaki	Deputy Head of Executive Officer for special missions
Ryosuke Matsuki	Deputy Head of Executive Officer for special missions
Keisuke Koda	General Manager, Aomori Branch
Toru Koizumi	General Manager, Akita Branch
Katsuyuki Kawabata	General Manager, Sapporo Branch
Hisashi Murakami	General Manager, Institutional Business Sapporo
Kazuyuki Takeuchi	General Manager, Sendai Branch
Eriko Yamamoto	General Manager, Institutional Business Sendai
Junichi Kinoshita	General Manager, Matsumoto Branch
Yasushi Ise	General Manager, Morioka Branch
Minoru Yoshida	General Manager, Ikebukuro Branch
Daisuke Tomikawa	General Manager, Oizumi Branch
Shinsaku Fujita	General Manager, Karasuyama Branch
Tsunehiro Senga	General Manager, Kawagoe Branch

Katsuyoshi Suzuki	General Manager, Koganei Branch
Yuji Anashige	Senior General Manager, Shinjuku Branch
Masanori Momma	General Manager, Shinjuku-Higashiguchi Branch
Masashi Noda	General Manager, Chofu Branch
Hisataka Takiguchi	General Manager, Hamadayama Branch
Yoshihiro Kitano	General Manager, Maebashi Branch
Yukiharu Shiromizu	General Manager, Kashiwa Branch
Hiroki Takeda	General Manager, Kabuto-cho Branch
Tetsuya Imai	General Manager, Kitasenju Branch
Junko Ono	General Manager, Ginza Branch
Yasuhiro Sakurai	General Manager, Kinshi-cho Branch
Toru Komatsu	General Manager, Institutional Business Chiba
Takayuki Sasaki	General Manager, Tsudanuma Branch
Masatoshi Suzuki	General Manager, Main Branch
Kosei Sakamoto	Deputy General Manager, Main Branch
Kazumi Ishida	General Manager, Matsudo Branch
Yasuo Motojima	General Manager, Mito Branch
Shohei Ichikawa	General Manager, Akasaka Branch
Masahiko Ogata	General Manager, Odawara Branch
Kotaro Kageyama	General Manager, Kamata Branch
Kiyotaka Yoshifuji	General Manager, Fujisawa Branch
Kotaro Takayanagi	General Manager, Kamakura Branch
Shuichi Yamasaki	General Manager, Mizonokuchi Branch
Jiro Inuzuka	General Sales Manager, Yokohama Branch
Naoki Teshima	General Sales Manager, Yokohama Branch
Koichi Yamaguchi	General Manager, Gifu Branch

Taichi Utsumi	General Sales Manager, Shizuoka Branch
Yuji Shirakawa	General Manager of Institutional Business Shizuoka and General Manager of Institutional Business Hamamatsu
Masaru Sekido	General Manager, Nagoya Branch
Yoshiyuki Hatakeyama	Deputy General Manager, Nagoya Branch
Shinji Noda	General Manager, Nagoya-ekimae Branch
Tsuyoshi Mizoo	General Manager, Fukui Branch
Kiichi Omuro	General Manager, Abeno Harukas Branch
Shinsuke Takahashi	General Manager, Kyobashi Branch
Shigeharu Umetsu	Deputy General Manager, Osaka Branch
Motohiro Sakai	General Manager, Kishiwada Branch
Masanao Kishita	Senior General Manager, Kyoto Branch
Keiji Ibuki	General Manager, Institutional Business Kyoto
Taiji Hiruma	General Manager, Senri-chuo Branch
Toshiko Osumi	General Manager, Takatsuki Branch
Kensuke Matsumoto	General Manager, Nara Branch
Yoshifumi Higashimura	General Manager, Namba Branch
Keiji Ishimaru	General Manager, Hirakata Branch
Hiromi Shiraishi	General Manager, Bingomachi Branch
Teruo Okamoto	General Manager, Yao Branch
Yasutaka Ueda	General Manager, Wakayama Branch
Shoichiro Utsuda	General Manager, Akashi Branch
Yoshitaka Minami	General Manager, Itami Branch
Takayuki Okuma	General Sales Manager, Okayama Branch
Nobuyuki Tanaka	General Sales Manager, Kobe Branch
Takashi Takeuchi	General Manager, Sannomiya Branch
Yoshiyuki Suzuki	General Manager, Tokushima Branch

Toshiyuki Yamamura	General Sales Manager, Hiroshima Branch
Toshiya Masaki	General Manager, Institutional Business Hiroshima
Tatsuya Genjima	General Manager, Oita Branch
Satoka Aizawa	General Manager, Saga Branch
Kazuhiro Hitomi	General Manager, Naha Branch
Mitsutaka Kumagai	General Manager, Institutional Business Fukuoka
Satoshi Ogiyama	General Manager, Compliance - Products & Corporate Business
Masataka Mori	General Manager, Legal
Kazunori Hata	General Manager, Product Marketing Planning
Yosuke Tanaka	General Manager, Asset Management Marketing
Takeshi Umeda	General Manager, Fixed Income Marketing
Masakazu Yasuda	General Manager, Corporate Investment Support and Promotion
Kazuhisa Sunada	Senior General Manager, Global Markets Planning and Global Markets Administration
Takuya Shinahara	General Manager, Global Markets Technology
Susumu Masuda	Senior Deputy Head of Financial Markets
Hiroataka Saito	General Manager, Fixed Income Sales
Hiromi Fujii	General Manager, Structured Products & Solution
Shinichi Hatano	Deputy Head of Capital Markets Origination
Hideki Fujimoto	General Manager, Capital Markets Osaka
Atsushi Kaneta	Deputy Head of International Business
Mitsutaka Kajiya	Managing Director, SMBC Nikko Bank (Luxembourg) S.A.
Masato Kamazuka	Deputy Head of Corporate Planning
Shoichiro Shimura	General Manager, Sales Business Promotion
Yasushi Matsumoto	General Manager, Sales Administration

Hitoshi Suzuki	General Manager, Alliance Business Planning
Yuichiro Kibe	General Manager, Solution Business Planning I
Akira Nobuta	Senior Deputy Head of Private Banking
Noriyuki Mashimo	General Manager, Private Banking Strategy & Planning
Takayuki Hiratsuka	General Manager, Private Banking I
Hidenori Tashiro	General Manager, SMBC Wealth Management
Takahiro Suzuki	General Manager, Personal Advisory for Corporate Employees
Masaaki Hirowatari	General Manager, Wholesale Business Planning
Izuru Nakamura	General Manager, Corporate Clients II
Shingo Akama	Senior General Manager, Corporate Clients Nagoya
Munenori Kuroyama	Deputy Head of Corporate Banking
Kazuya Iinuma	Co-General Manager, Investment Banking VIII
Ryuichiro Takeda	Co-General Manager, Investment Banking VIII
Yoshiaki Yamano	General Manager, Mergers and Acquisitions
Tadatoshi Senoo	Deputy Head of IPO Underwriting & Consulting, Investment Banking
Kazuhiro Kochi	Deputy Head of IPO Underwriting & Consulting, Investment Banking
Hisakazu Sakai	General Manager, Investment Banking IPO I
Takashi Sakai	General Manager, Investment Banking IPO II
Ryuji Todoroki	General Manager, Private Companies III
Shigeru Inoue	General Manager, Investment Banking VI
Naoki Toyozumi	Senior Deputy Head of Mergers and Acquisitions Advisory and General Manager, Mergers and Acquisitions Advisory
Naoki Hayashi	Deputy Head of Financial & Public Institutions
Koji Watanabe	General Manager, Financial Institutions
Eiji Terashi	General Manager, Public Institutions I
Yoshimi Wada	General Manager, Public Institutions II

Takaaki Matsumoto	General Manager, Public Institutions Nagoya
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