

【NEWS RELEASE】

March 18, 2020
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 18, 2020)

- (1) Corporate Planning & Customer-Oriented Business Planning
 - Corporate Planning is renamed Corporate Planning & Customer-Oriented Business Planning.
- (2) Innovation
 - Innovation is established.
 - Nikko Open Innovation Lab is established.
- (3) Sales Planning
 - Solution Business Planning Division transferred from Solution Strategy to Sales Planning.
 - Alliance Business Planning Division transferred from Direct Service & Alliance Business to Sales Planning.
- (4) Direct Service
 - Direct Service & Alliance Business is renamed Direct Service.
- (5) East Japan District, Shutoken District, Tokai/Hokuriku/Shinshu District, Kinki /Shikoku District, West Japan District
 - Hokkaido/Tohoku/Shinetsu District, Shutoken District, Tokai/Hokuriku District, Kinki District, West Japan District, Kyushu/Okinawa District are reorganized as East Japan District, Shutoken District, Tokai/Hokuriku/Shinshu District, Kinki /Shikoku District, West Japan District
- (6) Solution Strategy
 - Solution Strategy is abolished.
- (7) Regional Financial Institutions and Corporate Clients
 - Regional Corporate Business Promotion Division transferred from Solution Strategy to Regional Financial Institutions and Corporate Clients.

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This material is an English translation of Japanese announcement made on March 18, 2020. Although the company intended to faithfully translate the Japanese document into English, the accuracy and correctness of this translation are not guaranteed and thus you are encouraged to refer to the original Japanese document.

- (8) Private Banking
 - Solution Business Planning I Division transferred from Solution Strategy to Private Banking and reorganized as Private Wealth Strategy Division.

- (9) Global Capital Markets Origination
 - Capital Markets Origination Division is renamed Global Capital Markets Origination.

- (10) Corporate Clients Osaka
 - Investment Banking Osaka Division transferred from Corporate Banking to Corporate Clients Osaka.

- (11) Wholesale Business Planning
 - Merchant Banking Division is established.

2. Changes in Directors and Executive Officers (Effective as of March 18, 2020)

(1) Retirement of Directors and Executive Officers

Masashi Iwakigawa	Advisor
Hiroshi Mishima	Advisor
Akira Inoue	Advisor
Tomonaga Takaoka	Advisor
Yukio Noda	Advisor
Hiroshi Nakazawa	Advisor
Hideaki Inaoka	Executive Managing Director, Nikko Investor Relations., Ltd. (Effective as of April 1, 2020)
Hideki Sudo,	Executive Managing Director, Nikko Research Center, Inc. (Effective as of April 1, 2020)
Honami Watanabe	Executive Managing Director, Nikko Enterprise Co., Ltd. (Effective as of April 1, 2020)

(2) Changes in Directors and Executive Officers

Hitoshi Ishii	Executive Officer, Executive Deputy President, Head of Wholesale Business Unit
Taro Hayashi	Executive Officer, Executive Deputy President, Head of Capital Markets Unit
Kazuhiro Notsu	Director and Senior Managing Executive Officer, Head of Planning Unit, Head of Finance, Head of Innovation and General Manager, Nikko Open Innovation Lab
Shinya Inose	Director and Managing Executive Officer, Head of Administration Unit, Head of Board of Directors Office and Head of Compliance
Hiroaki Toyoda	Senior Managing Executive Officer, Head of Financial & Public Institutions Unit
Trevor Hill	Senior Managing Executive Officer, Head of Equity, Co-Head of Research (Equity Research)
Kenichi Hida	Senior Managing Executive Officer, Head of Sales Unit

Toshihiro Sato	Senior Managing Executive Officer, Head of Global Markets Unit and Head of Global Markets Planning
Takahiro Yazawa	Managing Executive Officer, Senior Deputy Head of International Business (based in London), and Chairman, SMBC Nikko Capital Markets Limited
Takashi Aiki	Managing Executive Officer, Head of Administrative Operation and Senior Deputy Head of Innovation
Tomonari Kimura	Managing Executive Officer, Representative Managing Director of Osaka and Kyoto and Head of Corporate Clients Osaka
Masaharu Suenaga	Managing Executive Officer, Head of Corporate Clients (Corporate Clients III, Corporate Clients V, Corporate Clients VIII, Corporate Clients X)
Masashi Sakamoto	Managing Executive Officer, Senior Deputy Head of Sales Unit (Direct Service) and Head of Product Marketing Unit
Tadaaki Komori	Managing Executive Officer, Senior Deputy Head of Wholesale Business Unit and Head of Mergers and Acquisitions Advisory
Shunshi Kira	Managing Executive Officer, Head of Global Capital Markets Origination
Hideki Sakamoto	Managing Executive Officer, Senior Deputy Head of Wholesale Business Unit and Head of Investment Banking (Investment Banking IV, Investment Banking VII, Industrial Research, Investment Banking Strategies)
Kazuya Noguchi	Managing Executive Officer, Head of Kinki /Shikoku District
Nobu Sakamoto	Managing Executive Officer, Senior Deputy Head of Sales Unit and Head of Private Banking
Shuji Yoshioka	Executive Officer, Head of Corporate Business and Head of Wholesale Business Planning
Shinsuke Ushijima	Executive Officer, Head of Corporate Planning & Customer-Oriented Business Planning
Shunichiro Joya	Executive Officer, Head of Public Institutions
Teruya Sugino	Executive Officer, Head of Risk Management
Susumu Kanda	Executive Officer, Senior Deputy Head of Corporate Banking, Senior Deputy Head of Regional Financial Institutions, Corporate Clients and Executive Officer for special missions

Kazuyoshi Fukushima	Executive Officer, Head of East Japan District
Hidetsugu Oki	Executive Officer, Head of Corporate Clients (Corporate Clients I, Corporate Clients II, Corporate Clients VII) and Head of Investment Banking (Investment Banking V, Real Estate Finance)
Hironori Hattori	Executive Officer, Head of Financial Markets and Co-Head of Research (Financial Market & Economic Research)
Tatsuya Shiine	Executive Officer, Head of Financial & Public Institutions
Yoshinori Hirahara	Executive Officer, Head of Tokai/Hokuriku/Shinshu District
Bungo Miura	Executive Officer, Senior Deputy Head of International Business (based in New York), and President, SMBC Nikko Securities America, Inc.
Kayo Nakamura	Executive Officer, Senior Deputy Head of Private Banking and General Manager, Private Banking III
Reiji Domoto	Executive Officer, Senior Deputy Head of Corporate Clients Osaka and Senior Deputy Head of Regional Financial Institutions and Corporate Clients
Kiichiro Hondo	Executive Officer, Head of Corporate Banking and Senior Deputy Head of Regional Financial Institutions and Corporate Clients and Senior Deputy Head of Mergers and Acquisitions Advisory
Yuji Anashige	Executive Officer, Head of Shutoken District
Susumu Masuda	Executive Officer, Senior Deputy Head of Financial Markets and Senior Deputy Head of Research (Financial Market & Economic Research)
Munehiro Yamada	Executive Officer, Head of Corporate Clients (Corporate Clients IV, Corporate Clients VI, Corporate Clients IX)
Daiji Nakata	Executive Officer, Head of Sales Planning and Head of Direct Service
Narutoshi Terauchi	Executive Officer, Sumitomo Mitsui Banking Corporation
Naoki Toyoizumi	Executive Officer, Senior Deputy Head of Mergers and Acquisitions Advisory and General Manager, Mergers and Acquisitions Advisory
Alexandre Avakiants	Executive Officer, Senior Deputy Head of Equity and Senior Deputy Head of Research (Equity Research)

4. Personnel Changes (Effective as of March 18, 2020)

Toshiharu Suzuki	General Manager, Asahikawa Branch
Ryosuke Tobita	General Sales Manager, Sendai Branch
Akikazu Hamaya	General Manager, Institutional Business Niigata
Seiki Hirakawa	General Sales Manager, Omiya Branch
Kimitoshi Utsunomiya	General Manager, Shinjuku Branch
Takahiro Takeuchi	General Manager, Atsugi Branch
Kazuhiko Nozaki	General Manager, Kanazawa Branch
Shuji Ueno	General Manager, Nagano Branch
Kazuya Hamaguchi	General Manager, Financial Institutions Nagoya
Kazuhiro Kishimoto	General Manager, Moriguchi Branch
Tetsuji Miyauchi	General Manager, Okayama Branch
Yoshihiko Hatano	General Manager, Kita-Kyushu Branch
Keiichi Yazawa	General Manager, Kobe Branch
Kimihiro Utsumi	General Manager, Hiroshima Branch
Seiji Kato	General Manager, Fukuoka Branch
Masaaki Yamamoto	General Manager, Institutional Business Yamaguchi
Kunihiro Ouchi	General Manager, Human Resources
Kenichi Igawa	General Manager, Financial Planning
Satoshi Nakajima	General Manager, Private Banking Strategy & Planning
Yuichiro Kibe	General Manager, Private Wealth Strategy
Katsuhisa Kadonosono	General Manager, Osaka Private Banking
Masami Uchida	General Manager, Corporate Clients IV
Yoshihiro Miyachi	General Manager, Corporate Clients V
Naka Orita	General Manager, Merchant Banking

5. Retirement of Executive Officer (Effective as of March 31, 2020)

Naoki Takahashi

6. Organizational Changes (Effective as of April 1, 2020)

- (1) Corporate Banking
- Investment Banking IX Division is established.

7. Changes in Directors and Executive Officers (Effective as of April 1, 2020)

- (1) Retirement of Director

Tetsuya Kubo	Advisor
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- (2) Changes in Directors and Executive Officers

Yoshihiko Shimizu	Representative Director, Chairman
Yuichiro Kondo	Representative Director, President & CEO

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