

## 【NEWS RELEASE】

September 9, 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 September 9, 2020)

## (1) Administrative Operation

- Administrative Services Division is abolished and the business is transferred to Business Process Planning Division.
- Institutional Business Operation Division is abolished and the business is transferred to Settlement Division and Regional Financial Institutions and Corporate Business Promotion Division.

## (2) Corporate Planning &amp; Customer-Oriented Business Planning

- Customers Satisfaction Improvement Planning Division is reorganized as Customer-Oriented Business Planning Section.

## (3) Business Strategy &amp; Development

- Business Strategy & Development is established.
- Strategic Synergy Department Section is reorganized as Business Strategy & Development Division.

## (4) Sales Planning

- Sales Business Planning Division is renamed Sales Planning Division.
- Sales Business Promotion Division is renamed Sales Business Support Division.
- Direct Marketing Division is renamed Direct Strategy and Planning Division.

(5) Private Banking

- Private Banking IV Division is established.
- Private Banking Strategy & Planning Division is abolished and the business is transferred to Private Wealth Strategy Division and Sales Planning Division.
- SMBC Wealth Management Division is abolished and the business is transferred to Private Banking I Division, Private Banking IV Division and Osaka Private Banking Division.

(6) Product Marketing

- Asset Management & Insurance Products Division is established.
- Asset Management & Insurance Marketing Division is established.
- Asset Management Products Division, Asset Management Marketing Division and Insurance Products Marketing Division are reorganized as Asset Management & Insurance Products Division and Asset Management & Insurance Marketing Division.
- CIO Preparatory Office is established.

(7) Equity

- Equity Products Solutions Division is abolished.
- Structured Products Division is established under joint management with Financial Markets.
- Global Financial Products & Solution Division is established under joint management with Financial Markets.
- Equity Business Development Division is renamed Equity System Development.

(8) Financial Markets

- Structured Products & Solution Division is abolished.
- Structured Products Division is established under joint management with Equity.
- Global Financial Products & Solution Division is established under joint management with Equity.

(9) Global Capital Markets

- Financial Solution Division is established.

(10) IPO Underwriting & Consulting, Investment Banking

- Private Companies III Division is abolished and the business is transferred to Private Companies II Division.

## 2. Changes in Executive Officers (Effective as of September 9, 2020)

Masashi Sakamoto	Managing Executive Officer, Senior Deputy Head of Sales Unit (Direct Strategy and Planning) and Head of Product Marketing Unit
Shinsuke Ushijima	Executive Officer, Head of Corporate Planning & Customer-Oriented Business Planning and Head of Business Strategy & Development
Koji Matsumoto	Executive Officer, Senior Deputy Head of Corporate Planning & Customer-Oriented Business Planning, Senior Deputy Head of Business Strategy & Development and Senior Deputy Head of International Business

## 3. Personnel Changes (Effective as of September 9, 2020)

Akihiro Moriguchi	General Manager, Ota Branch
Kentaro Hanzawa	General Manager, Institutional Business Sapporo
Munehisa Okamura	General Manager, Takasaki Branch
Katsuhiro Monna	General Manager, Urawa Branch
Hisashi Murakami	General Manager, Institutional Business Omiya
Takayuki Kirii	General Manager, Kofu Branch
Kenji Morinaga	General Manager, Tachikawa Branch
Tatsuya Miura	General Manager, Hachioji Branch
Etsuko Okada	General Manager, Kinshi-cho Branch
Atsushi Sakamoto	General Manager, Kojimachi Branch
Yasuhiro Sakurai	Deputy General Manager, Nihonbashi Branch
Kengo Mizukoshi	General Manager, Motoyawata Branch
Yuki Harano	General Manager, Aobadai Branch
Masayoshi Mitani	General Manager, Kamakura Branch
Yoshiyuki Kamoda	General Manager, Gotanda Branch
Yusuke Suzuki	General Manager, Tamagawa Branch

Naoko Hayashi	General Manager, Fujisawa Branch
Toru Kubota	General Manager, Machida Branch
Takuya Takayama	General Sales Manager, Gifu Branch
Takeshi Maeda	General Manager, Institutional Business Shizuoka and General Manager, Institutional Business Hamamatsu
Takahiko Nagahashi	General Manager, Takaoka Branch
Sotaro Shiba	General Manager, Toyama Branch
Hiroki Nishio	General Manager, Numazu Branch
Shoichiro Shimura	General Manager, Osaka Branch
Kayoko Inui	General Manager, Umeda Branch
Taiki Habiro	General Manager, Gakuenmae Branch
Kazuhiro Kuki	General Manager, Kishiwada Branch
Kentaro Gushima	General Sales Manager, Kyoto Branch
Hirotochi Nagai	General Manager, Sakai Branch
Jun Sugiura	General Manager, Matsuyama Branch
Tsuruo Fujita	General Manager, Yao Branch
Yuya Tashiro	General Manager, Ashiya Branch
Hiroki Ikeda	General Manager, Kagoshima Branch
Akiko Nakanishi	General Manager, Kawanishi Branch
Takayuki Hiratsuka	General Sales Manager, Fukuoka Branch
Shin Kobayashi	General Manager, Fukuyama Branch
Tatsuya Sumita	General Manager, Miyazaki Branch
Tomohiro Baba	General Manager, Yonago Branch
Hayato Kino	Deputy Head of Compliance
Tomoyuki Hashimoto	Deputy Head of Administrative Operation and Co-General Manager, Business Process Planning
Hiroshi Yamamoto	Co-General Manager, Business Process Planning
Kazuki Nishi	Co-General Manager, Settlement

Atsushi Takahashi	Co-General Manager, Settlement
Kenta Ishii	General Manager, Business Strategy & Development
Ayumu Goto	Co-General Manager, Sales Planning
Toshihiko Kato	Co-General Manager, Sales Planning (Special Missions)
Masahiro Yamaguchi	General Manager, Sales Business Support
Yasushi Matsumoto	General Manager, Sales Administration
Masako Kajima	General Manager, Alliance Business Planning
Masashi Maruyama	General Manager, Direct Strategy and Planning
Hiroyasu Fujikawa	General Manager, Equity Advisory
Kazuhisa Hozumi	Deputy Head of Regional Financial Institutions and Corporate Business Promotion
Toyo Mizuno	General Manager, Regional Financial Institutions and Corporate Business Promotion
Katsunori Takahashi	Senior Deputy Head of Private Banking
Masatomo Odagawa	Senior Deputy Head of Private Banking
Kyoko Nomura	General Manager, Private Banking I
Hidenori Tashiro	General Manager, Private Banking IV
Junko Ikarashi	General Manager, Asset Management & Insurance Products
Yosuke Tanaka	General Manager, Asset Management & Insurance Marketing
Yui Takahashi	General Manager, Global Financial Products & Solution
Jay Beddow	General Manager, Equity System Development
Seiichi Izumo	General Manager, Global Macro Sales
Shinichiro Okazaki	General Manager, Structured Products
Naoki Shindo	Senior Deputy Head of Financial Market Products
Noritaka Oda	General Manager, Debt Syndicate
Tatsuro Shizu	General Manager, Financial Solution
Yuji Shirakawa	General Manager, Corporate Clients Osaka I
Hideyuki Shinike	General Manager, Compensation & Benefit Planning Solutions

Norimasa Fujii	General Manager, Business Processing of Compensation & Benefit Plan
Kazuhiro Kochi	Senior Deputy Head of IPO Underwriting & Consulting, Investment Banking
Hideo Sudo	Senior Deputy Head of Investment Banking (Real Estate Sector)
Nobuhiko Kimura	Senior Deputy Head of Mergers and Acquisitions Advisory and General Manager, Mergers and Acquisitions Advisory I
Katsuhiko Yasui	Deputy Head of Financial & Public Institutions
Kazuya Morishima	General Manager, Public Institutions Osaka

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