

March 9, 2017  
Mizuho Securities Co., Ltd.

## **Notice of Organizational Changes**

Mizuho Securities Co., Ltd. (President & CEO: Tatsufumi Sakai; hereinafter the “Company”) hereby announces the organization changes outlined below. These changes are being undertaken to enable the Company to enhance its ability to offer attractive services to clients and strengthen its business promotion capabilities. These changes will primarily take effect April 1, 2017 (note that one already took effect January 23, 2017 and several will take effect by April 17, 2017).

Please refer to the attached organizational chart for details regarding the post-change organizational structure.

Principle changes will be as follows:

### **-- Retail & Business Banking Division --**

- In strengthening efforts to promote strategies tailored to each client segment, the division’s functions will be realigned from a framework based on four business divisions (Retail Business Div., Wealth Management Business Div., Corporate Business Div. and Internet & Contact Center Business Division) to one based on three (Retail Business Div., Private Banking Business Div. and Corporate Business Div.). For each of these three, strategic planning and promotional functions will be carried out by the Retail Administration Dept., the Private Banking Administration Dept. and the Corporate Administration Dept. to be established within each, respectively (indirect channel-related planning/operations functions and Contact Center business, both currently overseen by the Internet & Contact Center Business Division, will be realigned directly under the Retail & Business Banking Div.).
- In seeking to upgrade planning and management functions, the General Affairs Administration Dept. and Branch Innovation Project Team, along with the Corporate Investment Services & Retail Business Management Dept., will be eliminated. Furthermore, the Branch Administration Dept. will be established as a

new organization to manage sales branch-related sales and marketing promotion and general affairs-related planning/management, and the Retail & Business Management Dept. will be established to handle arrangements related to the division's management of personnel, IT, administrative duties, collaboration initiatives, etc.

- The Group Business Collaboration Office will be established as a new organization within the Retail & Business Banking Div. (leading to the elimination of the Business Collaboration Management Dept. and its Group Financial Instruments Intermediary Service Operation Office).
- To strengthen autonomous control functions of the Retail & Business Banking Div., the Corporate Investment Services & Retail Business Supervising Dept. will be renamed the "Retail & Business Process Control Dept." and the Corporate Process Control Office (currently located within the Corporate General Business Promotion Dept.) will be relocated within the Retail & Business Process Control Dept.
- The Business Promotion Dept. will be renamed the "Solution Promotion Dept.," and reassessment will be undertaken to eliminate any redundancies with other departments (leading to the transfer of IPO related duties to the IPO Dept., etc.), thereby achieving organizational streamlining.
- The Insurance Consulting Office will be established as a new organization within the Fund Product Development Dept. to strengthen the Department's fiduciary duty (FD) with respect to insurance product sales and marketing.
- Internet Business Promotion Dept. and Contact Services Dept. functions currently under the Internet & Contact Center Business Division umbrella will be consolidated in establishing the Direct Channel Business Dept. as a new organization under the direct management of the Retail & Business Banking Div. to conduct planning, management, etc. for indirect channels such as net services and contact centers, etc.
- The Channel Planning Office will be established within the Retail Administration Dept. as a new organization in charge of developing Retail Business Div. channel strategy proposals.

- To enhance our ability to offer services to high-net-worth clients, the Wealth Management Tokyo Dept. will be consolidated within the Private Banking Dept. Also, sales branch support functions carried out by the Private Banking Advisory Dept. will be transferred to the Wealth Management Support Office (to be established as a new organization within the Private Banking Dept.), leading to the elimination of the Private Banking Advisory Dept. In tandem with these organizational changes, the Wealth Management Osaka Dept. will be renamed the “Osaka Private Banking Dept.” (slated to be effective by April 17, 2017).
- To boost the sales and marketing capabilities of younger staff members, training support functions will be added to the Metropolitan Area Consulting Support Dept. and Kansai Consulting Support Dept.—organizations which provide sales branches with consulting business support, etc. In relation, these two departments will be renamed “Consulting Support Dept. I” and “Consulting Support Dept. II,” respectively.
- In strengthening efforts to promote strategies tailored to each client segment, the Public & Financial Institutions Business Support Dept. and the IPO Dept., (both of which are currently under the direct oversight of the Retail & Business Banking Division and provide corporate client sales support) will be repositioned under the Corporate Business Div.
- The Tokyo FA Sales Dept. will be eliminated and reorganized as the “FA Office” under Head Office Sales Dept. I (slated to be effective by April 17, 2017).

**-- Global Markets Division --**

- To enhance our ability to serve the asset management needs of clients in terms of equity products, the Financial Institutions Sales Office (currently within the Institutional Sales Dept.) and the Trading Office (currently within the Equity Product Marketing Dept.) will be consolidated to become the Equity Solution Dept. which will be established as a new department. Product proposal functions of the Equity Product Marketing Dept. will also be consolidated within the Equity Solution Dept. In addition, the Block Trade Office will be established as a new organization within the Equity Solution Dept., specifically dedicated to handling block trades. The Equity Product Marketing Dept. will be renamed the “Equity Marketing Dept.” and will continue to provide support to sales branches, under the

Retail & Business Banking Div.

- In seeking to clarify business operations, the Sales Trading Dept. will be renamed the “Execution Service Dept.”
- The Equity Investment Dept., which currently conducts equity investment, will be eliminated.

**-- Organizational Changes Related to other Corporate Functions, etc. --**

- To promote effective collaboration across the Company as well as the Mizuho group while strengthening and promoting FD initiatives, the “Fiduciary Duty Promotion Office” was established as a new organization within the Corporate Planning Dept. (effective January 23, 2017).
- The Digital Innovation Office will be established as a new organization within the Global Strategy Dept. to accelerate FinTech initiatives via collaboration and cooperation with individuals and corporations outside the Company.
- In aiming to create a framework for addressing advertising compliance in efforts to fully execute our FD, the Advertising Compliance Team within the Retail Compliance Dept. will be reorganized as the “Advertising Compliance Office.”

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