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Consultant: Ryan Marshall	Date: September 2014	
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Career History

04/2013 - 07/2014 Orange Grove Capital Management Pte. Ltd. (Singapore, Tokyo)

Chief Financial Officer, Board of Director

- Joined in establishing private equity business focus on Real Estate, supported to set up headquarters in Singapore and opened Japan Branch in Tokyo, supported to register as Advisory and Agency Business in KLFB
- Responsible for all the finance and back office functions to support CEO concentrate on sourcing and investor relations

10/2009 - 03/2013 Man Investments Japan Limited (Tokyo, Japan)

Chief Operating Officer, Board of Director (One of two local Directors)

- Supported CEO as the COO covering all the back office functions such as Accounting, Finance, Tax, IT, Compliance, HR, and Administration
- > Implemented tighter control in accounting/finance and cleared issues pointed out by the Internal Audit Team from Headquarters
- Acted as one of the point of contact when KLFB visited for inspection in November 2011, eventually resulted in no special findings or issues

07/2007- 09/2009 Wells Fargo Securities Japan, Co., Ltd (Tokyo, Japan)

Representative Director (03/2009-)

- > One of the founder members of the firm to start security business in Japan to expand international business of the #4 largest bank in the United States (Wachovia)
- ➤ Headed Finance, Administration and Operations, and promoted to the Board of Director as a result of successful implementation in control in operation (06/2008-)
- > Organized all the Shareholders' and Board of Directors' Meetings in compliance with the Japanese Company Law
- Passed Internal Control Manager exam by JSDA and appointed as the Internal Control Manager

10/2005 - 07/2007 Aozora Information System (Tokyo, Japan)

Managing Executive Officer

- Seconded from Aozora Bank to turn around the Aozora Group from one of the subsidiaries
- ▶ Head of Finance, responsible for funding, reporting, accounting, budgeting and financial planning
- Managed 20 people (includes 3 group managers)

05/2004 - 09/2005 Colony Capital Asia Pacific (Tokyo, Japan)

Chief Financial Officer, Japan

- Responsible for all finance related activities for all existing assets in Japan as well as potential deals to support Chief Executive Officer
- Appointed as a Senior Managing Director of Hawkstown KK, which owns hotel, baseball stadium, and adjoining shopping mall, to act as a turnaround manager of the organization, i.e., enhanced divisional based accounting, established Compliance Dept. successfully completed JPY 60 billion debt refinance, which contributed more than JPY 1.2 billion interest expense cut per year.

09/2000 – 05/2004 Goldman Sachs Japan Limited (Tokyo, Japan)

Vice President – Head of Compensation Accounting, Controllers

- Responsible for managing local JPY paid employees payroll in Japan, total about 1,500 employees across 3 legal entities
- > Successfully completed payroll vendor change project and outsourced payroll operations to streamline the process
- > Reduced head count from eight to three, estimated cost saving at JPY 50 million per year
- Coordinated activities with internal and external auditors, such as FSA, JSDA, and NTA.



07/1986 – 08/2000 UBS (Originally hired by Swiss Bank Corporation) (Tokyo, Japan)

06/1998 – 08/2000 Director – Statutory Auditor of **UBS Management Support KK**, Head of Financial Operations

- Responsible for managing three service companies in the new joint venture with Long Term Credit Bank and UBS as the head of Expense Processing Group, supervising twelve staff
- Established pricing scheme of the service companies to charge to the other affiliated entities
- > Implemented SAP R/3 installment for accounts payable and fixed asset processing functions
- Established UBS group expense policy and implemented in all Tokyo entities

06/1996 – 05/1998 **Swiss Bank Corporation** (Tokyo, Japan)

Associate Director – Financial Control

- Responsible for completing all the financial reporting to headquarters, in addition to Bank of Japan and Ministry of Finance reporting
- ➤ Implemented ACCESS database for HQ reporting and reduced total headcount from six to three estimated cost savings is at JPY 30 million per year
- Main products covered FX, JGB and JGB Asset Swaps

10/1988 – 06/1996 Morgan Stanley Japan Limited (Tokyo Branch)

03/1996 - 06/1996 Senior Associate, Bank Relation Group, Corporate Treasury Department

- Responsible for keeping and developing sound relationship with outside commercial banks.
- Prepared and conducted first Bank & Creditors' Meeting in Tokyo; closed with success

04/1995 – 02/1996 Senior Manager, Analysis & Reporting Group, Controllers Department

- Responsible for managing Capital/Expense, Sales Reporting, and IBD Controllers, supervising a staff of eight
- Responsible for firm's daily regulatory risk position control and reporting
- Reported divisional PBT and ROE analysis for Tokyo Senior Management

01/1993 – 03/1995 Morgan Stanley Bank AG, Tokyo Branch (Seconded from MSJL)

Controller, Accounting Department, Administration & Operations Division

- Managed daily regulatory FX, Option, Swaps risk position and reported daily P/L for Management
- Provided official financial statement on a public newspaper, as well as all the other regulatory reports to authorities including Bank of Japan, Ministry of Finance
- Coordinated activities with auditors from Bundesbank, Germany

07/1990 – 12/1992 Morgan Stanley Japan Limited, Tokyo Branch

Supervisor, MOF Reporting Group, Controllers Department

- Provided official report to authorities including Bank of Japan, Ministry of Finance, Tokyo Stock Exchange, Osaka Stock Exchange, Japan Securities Dealers Association on daily, weekly, monthly, quarterly, semi-annually, and annually
- Coordinated activities with auditors from BOJ, MOF, TSE, and JSDA

10/1988 – 06/1990 Position and Balance Control Group, Operations Department

- Responsible for reconciliation of Firm records to outside vendors' records of customer and Firm positions.
- Developed Japanese language customer monthly statement for Japanese client
- Earned Japanese Registered Representative qualification

04/1984 – 06/1986 **Tokyo Tomin Bank – Kameari Branch** (Tokyo, Japan) Sales

- Managed branch's cash position
- Earned Loan Master (credit training) qualification



Masatoshi Sugai

Education

 $06/1987 - 08/1988 \quad \textbf{American Graduate School of International Management-Thunderbird}$

(Arizona, USA) Master of International Management (MIM)

Authorized Teaching Assistant for Japanese, Modern Language Center

04/1980 – 03/1984 **Gakushuin University** (Tokyo, Japan)

Bachelor of Economics, Majored in American Economics

> Captain, Mountaineering Club

Qualification

- Securities Broker Sales Representative (Japan Securities Dealers Association)
- Internal Control Manager (Japan Securities Dealers Association)
- > Studying Registered Real Estate Transaction Specialist (preparing for the examination held in October 2014)