

HIROSHI MATSUYUKI

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EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2010

- Enrolled in Track in Finance
- Organized Japan C-Function, the largest cultural mixing event at Sloan
- Led the team of organizers and arranged itinerary of Japan trek for more than 100 Sloan students

Cambridge, MA
2008 - Present

WASEDA UNIVERSITY

Bachelor of Social Science

- Focused on Finance and enrolled in a two year seminar on Corporate Finance

Tokyo, Japan
1998 - 2002

EXPERIENCE

GLOBESPAN CAPITAL PARTNERS

Summer Associates

- Supported investment team to add values to its portfolio companies by using personal network in Japan
- Advised Asian Business Development Team to establish knowledge base for the practice of Japanese IPO market.
- Conducted a research project for robotics industry to help them find new opportunities of investment

Palo Alto, USA
2009

NOMURA SECURITIES CO., LTD.

Vice President - Personnel Department

- One of five candidates, out of about 700 eligible employees, awarded Nomura's scholarship for MBA study abroad

Tokyo, Japan
2008 - Present

Associate - Coverage Banker, Auto & Auto Parts Team, Nagoya Investment Banking Department

A member of special task force working with Toyota Motors and other Toyota suppliers

2004 – 2008

Track record

- Managed \$100 million capital and business alliance project between two Toyota suppliers
- Led project team and successfully executed \$100 million management buyout of Toyota's auto parts supplier
- Advised one Toyota supplier to prepare its IPO to JASDAQ Stock Exchange
- Persuaded the clients and completed \$20 million fundraising projects with innovative custom made financial solutions

Relationship Management & Analysis

- Developed strong relationships with top managements of more than 30 corporate clients
- Provided solutions for financial needs of clients, including in advising IPOs preparation, valuation and structuring for new equity or convertible bond issuances, consulting on M&A, and anti-takeover measurements
- Analyzed worldwide auto industry and the trend of clean technologies for Toyota and its suppliers

Analyst - Investment Banking Transaction Management Department

- Advised clients concerning structuring, scheduling, and documentation of fundraising on more than 50 transactions

2002 - 2004

UNITED-CITIES.COM

CFO and Co-Founder

- Co-founder of United Cities.Com, operating an online shopping mall, selling Japanese fashions to China, Taiwan and Southeast Asian countries.
- Led the fundraising project of the company and successfully raised \$500 thousands from a successful entrepreneur
- Develop the company's business plan and financing projections and won the several business plan contests

Tokyo, Japan
1999 - 2001

ADDITIONAL INFORMATION

- Certifications: Chartered Member of the Security Analysts' Association of Japan (2005)
- Volunteer: Coached students for basketball practice in Nanmouri Junior High School (1998)