

March 27, 2015

To all concerned,

Company Name: transcosmos, Inc.  
Representative: President and COO, Masataka Okuda  
(Code No.9715, Tokyo Stock Exchange, 1<sup>st</sup> Section)  
Inquires: Norikazu Okayasu, Publication and  
Advertisement Department  
General Manager  
Contact: +81-3-4363-1111 (Representative)

### Notice of Organizational Changes and Personnel Transfers

Please be advised of changes to our company's organizational structure and transfers of personnel as indicated below.

#### Record

#### 1. Reformation to the main Organizational Structure (as of April 1, 2015)

- Sales Headquarters
  - ◆ "Sales Division VII" has changed its name to "West Region Sales Division"
  - ◆ "Sales Administration Department VIII" has changed its name to "Sales Administration Department VII"
- Contact Center Services Headquarters
  - ◆ Newly established Outbound Sales Services Department
- Business Process Outsourcing Services Headquarters
  - ◆ "Back Office Services Division I" has changed its name to "Back Office Services Division"
  - ◆ "Back Office Services Administration Department III" has changed its name to "Building Infrastructure Services Administration Department"
- Digital Marketing Services Headquarters
  - ◆ "Digital Marketing Services Sector" has changed its name to "Digital Marketing Services Headquarters"
  - ◆ "Electronic Commerce One-Stop Services Division" has changed its name to "Global EC One-Stop Services Division"
- Global Business Sector
  - ◆ Newly established EC Business Strategy Division
- Headquarters Department
  - ◆ "BtoC Business Development Division" has changed its name to "Business Development Division"

#### 2. Changes of directors and corporate officers (as of April 1, 2015)

##### (1) Promotions of directors

Name	New Position	Current Position
Hiroyuki Mukai	Executive Vice President Responsible for Sales Headquarters	Senior Executive Managing Director Responsible for Sales Headquarters
Masaaki Muta	Senior Executive Managing Director Sales Headquarters Manager and Services Promotion Division Deputy Manager	Executive Managing Director Sales Headquarters Manager and Services Promotion Division Deputy Manager

##### (2) Promotions of corporate officer

Name	New Position	Current Position
Kenshi Matsubara	Corporate Senior Officer Contact Center Services Headquarters Manager	Corporate Officer Contact Center Services Headquarters Manager

3. Changes to the appointed duties of the Executive and Officers below (as of April 1, 2015)

(1) Changes to the appointed duties of the Executive below

Name	New Position	Current Position
Masakatsu Moriyama	Senior Executive Managing Director Business Development Division Manager and Responsible for Digital Marketing Services Headquarters	Senior Executive Managing Director BtoC Business Development Division Manager and Responsible for Digital Marketing Services Sector

(2) Changes to the appointed duties of the Officers below

Name	New Position	Current Position
Yoichi Kawano	Corporate Senior Officer Responsible for Contact Center Services Headquarters, MCM Analysis & Consulting Department and transcosmos analytics Inc. President	Corporate Senior Officer Contact Center Services Headquarters, MCM Analysis & Consulting Department Manager and Contact Center Services Headquarters, Consulting Services Department Manager and transcosmos analytics Inc. President
Hirofumi Inoue	Corporate Officer Digital Marketing Services Headquarters Manager	Corporate Officer Digital Marketing Services Sector Manager
Norimitsu Miyazawa	Corporate Officer Digital Marketing Services Headquarters Deputy Manager and Digital Marketing Services Headquarters, Account Executive Division Manager	Corporate Officer Digital Marketing Services Headquarters Deputy Manager and Digital Marketing Services Sector, Account Executive Division Manager
Hiroyuki Morita	Corporate Officer Digital Marketing Services Headquarters, Global EC One-Stop Services Division Deputy Manager and Digital Marketing Services Headquarters, Global EC One-Stop Services Division Strategy Manager and Global Business Sector Deputy	Corporate Officer Digital Marketing Services Sector, Electronic Commerce One-Stop Services Division Deputy Manager and Digital Marketing Services Sector, Electronic Commerce One-Stop Services Division Strategy Manager and Global Business Sector Deputy

#### 4. New Organizational Diagram (as of April 1, 2015)

MCM: Marketing Chain Management

