

January 7, 2020

To whom it may concern

Sumitomo Mitsui Trust Holdings, Inc.  
Sumitomo Mitsui Trust Bank, Limited

**Notice regarding Launch of UBS and SuMi TRUST wealth management alliance operations**

UBS Group and the Sumitomo Mitsui Trust Group today announced the launch of the first phase of the joint venture wealth management business announced by the firms in June 2019. The companies also unveiled the new business' leadership appointments, unified brand, and initial marketing initiatives.

**1. Joint wealth management starts**

The alliance is a unique combination of the Swiss-born wealth management expertise of UBS, a global financial services leader, with the sterling reputation of Sumitomo Mitsui Trust Bank (SuMi TRUST Bank) built over years in the Japanese market.

The new business is launching in two stages. From today, UBS SuMi TRUST Wealth Advisory—owned equally by UBS Japan Securities and Sumitomo Mitsui Trust Holdings (SuMi TRUST Holdings) and staffed by professionals of both firms—begins operations focusing on marketing, event planning, promotion, and counseling activities aimed at prospective new clients. Additionally from today the two companies start offering each other's products and services to their respective current clients. This approach means UBS's clients can newly enjoy SuMi TRUST Bank's trust, real estate and loan services, while SuMi TRUST Bank's clients can receive wealth management services offered by UBS Securities Japan and UBS AG. The second stage is expected in 2021 when the full-fledged joint venture (UBS Japan Securities 51%, SuMi TRUST Holdings 49% ownership) initiates operations.

**2. Logo for the joint business**

The below logo governs all alliance activities.



**3. UBS SuMi TRUST Wealth Advisory profile and organization**

Following is the corporate profile of UBS SuMi TRUST Wealth Advisory, Ltd. which launched operations today.

**Address**

UBS SuMi TRUST Wealth Advisory, Ltd.  
1-4-1 Marunouchi, Chiyoda-ku, Tokyo  
100-8233

**Capital**

5,000,000 yen

**Shareholders**

UBS Japan Securities 50%  
Sumitomo Mitsui Trust Holdings 50%

## **Executives**

### **Atsushi Hayashi**

President and Representative Director

### **Naoya Saito**

Deputy President and Representative Director

(Concurrently Strategic Program Head, Wealth Management, UBS Securities Japan Co., Ltd.)

### **Yutaka Sekimoto**

Director

(Concurrently Head of Wealth Management Dept., Sumitomo Mitsui Trust Bank Limited)

### **Akihiro Kawanabe**

Director

(Concurrently Head of Markets, Wealth Management, UBS Securities Japan Co., Ltd.)

End

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