

SuMi TRUST Bank — President's Message



Masaru Hashimoto

President
Sumitomo Mitsui Trust Bank, Limited

Creating new added value as our clients' "Best Partner"

Japan's social structure is undergoing considerable change, driven mainly by the advent of an aging society and the advancement of digital technologies. Moreover, the impacts of COVID-19 have spread to all corners of the globe and there are concerns that they will linger for an extended period of time. These circumstances are forcing us to make all kinds of changes, particularly with regard to how we work and live.

In this environment, the SuMi TRUST Group launched its new Medium-Term Management Plan spanning the three years from FY2020 through FY2022. Under this Plan, we will aim to proactively adapt to changes in the structure of Japan's society and address new social issues head on in an effort to deliver solutions by drawing on the unique functions and strengths of the Group.

From our perspective as the core company of the Group, SuMi TRUST Bank will push ahead with initiatives that help achieve sustainable and stable growth for the Group and contribute to the development of a sustainable society.

Given the concerns in society about the prolonged impact of the COVID-19 pandemic, we aim to respond appropriately to the financing needs of our clients and provide steadfast support. Furthermore, we will continue to offer new products, services, and solutions based on the long-term, inclusive relationships of trust we have established with our clients.

Going forward, we aim to step up transactions with new clients, regardless of whether individual or corporate, mainly in our existing areas of expertise, such as asset management and asset administration, and we will endeavor to expand our business foundation and establish new growth fields by combining our functions and services.

To complement our existing seven businesses, this fiscal year we set up two new cross-divisional businesses—the Private Banking Business and the Asset Formation Advisory, Work Place, Business. The former will offer integrated solutions to wealthy clients based on our banking, trust, and real estate services, as well as the functions of other Group companies. The latter will offer individual clients, who are working at companies, services based on their stage in life. We also established two integrated domains: the first is the Innovation Corporate Promotion domain through which we provide various growth stage-based functions to companies still in the initial stage of growth; the second is the Investor Solution domain whereby we consolidate our know-how regarding asset management proposals in each business and aim to deliver high-quality proposals to individual and corporate clients.

By assigning employees with high levels of expertise to these cross-divisional businesses and integrated domains, we can harness the unique functions of SuMi TRUST Bank that are already intertwined with our existing businesses to provide solutions that are truly required to meet the diverse and sophisticated needs of our clients.

Considering the clouded outlook for the future, I think now is the very time we must demonstrate our varied expertise and comprehensive capabilities as Japan's only financial group specialized in trust banking. We will continue to create new added value and grow with our clients towards a brighter future as their most-trusted "Best Partner."

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Sumitomo Mitsui Trust Bank, Limited
President

Masaru Hashimoto

