

Global Markets Business



Message from Executive Officer

The Global Markets Business has three functions: client service functions (marketing and market-making operations such as interest rate and forex transactions and investment advisory), market functions (investment operations and financial management operations), and administrative functions. We combine these functions to leverage our significant expertise and comprehensive capabilities and provide services in a timely manner.

Yoshinori Momose

Managing Executive Officer,
Head of Global Markets Business, SuMi TRUST Bank
Executive Officer*, SuMi TRUST Holdings

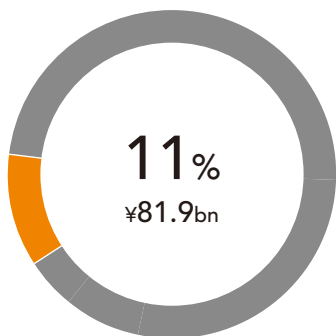
*Executive Officer as defined in our internal policy.

Medium- to long-term vision

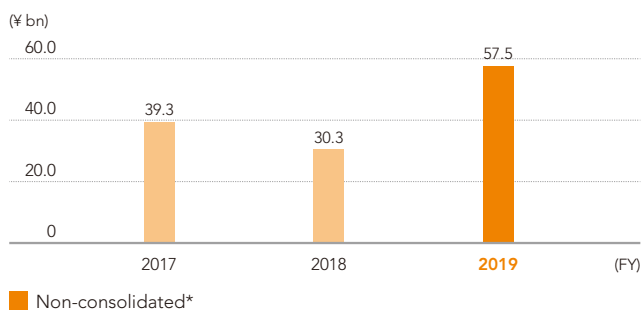
There is growing uncertainty surrounding the financial markets at present mainly because of the monetary policies of developed countries, economic trends in emerging countries, the global political situation, geopolitical risks, and the outbreak of the COVID-19 pandemic. The assets and balance sheets of our clients also harbor market risks, but we will aim to protect the value of our clients' assets by offering solutions with which to appropriately manage market volatility.

The optimal solutions we offer our clients make use of all the volatility management know-how of our group of experts, including knowledge of marketing and market-making operations, as well as technologies such as market risk control backed by many years of experience in investment and financial management operations.

Weighting of substantial gross business profit



Net business profit before credit costs



Mainly owing to brisk sales of client services for marketing and market-making operations and the non-recurrence of realizing US Treasury related unrealized loss booked a year earlier, net business profit before credit costs increased ¥27.1 billion year on year to ¥57.5 billion.

*SuMi TRUST Bank

Business environment awareness

Environment awareness and issues

- Market turmoil stemming from COVID-19 and geopolitical risks
- Companies entering overseas markets due to growth in emerging countries
- Demand for asset formation driven by an excess liquidity market and longer life expectancies

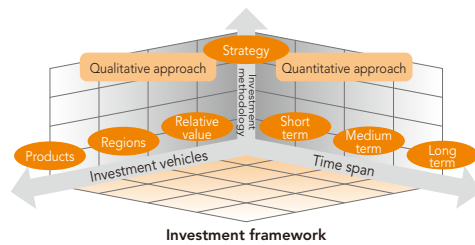
Opportunities and Group strengths

- Advanced market and liquidity risk management know-how
- Emerging currency forex hedging and remittance services
- Investment solutions utilizing volatility management technology

Key measures in Medium-Term Management Plan

Improving investment and ALM operations

We seek to optimize the risk-return spectrum (earnings) by drawing up versatile investment strategies suitable for all kinds of market phases and enhancing balance sheet management methodologies. We will also look to strengthen risk management and earnings capabilities by using the latest digital technology to improve the speed and capacity of market analysis.



Strengthening proposals on market-based total solutions

Utilizing the technology and investment know-how with which we have managed the risks inherent on our balance sheet for many years and providing this knowledge to our clients will enable us to solve both the Group's own issues and those of our clients at the same time. We will continue to address client needs with total solutions unique to a trust bank.



Improving financial literacy

The Global Markets Business issues publications on an ongoing basis to deepen the understanding of a broad range of people regarding financial markets and financial products. We will contribute to our clients efforts on asset formation and the development of sound financial markets through improvements in financial literacy.



Provision of market-based electronic trading platform

We will continue to support best execution practices by offering our corporate clients ample liquidity and highly transparent prices for forex transactions via our electronic currency trading platform that can be accessed from the website of SuMi TRUST Bank.



Sustainability initiatives

Issuing green bonds and contributing to solar power generation projects

SuMi TRUST Bank issues green bonds with the aim of accelerating sustainable finance initiatives concerning climate change, natural capital, environmentally friendly property, and other issues. In an effort to contribute to more widespread use of renewable energy, SuMi TRUST Bank also offers risk hedging transactions for solar power generation and other projects with the use of forex and derivatives.

