

Asset Formation Advisory, Work Place, Business



Futoshi Itani

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Managing Executive Officer, Executive Officer*, SuMi TRUST Holdings

Message from Executive Officers

The Asset Formation Advisory, Work Place, Business has long endeavored to provide asset formation products to client companies and their employees in light of their HR systems already in place. Given the growing importance of asset formation for individuals, we will offer life plan consulting services that only a financial group specialized in trust banking can deliver by utilizing the strengths hitherto honed in each business.



Daisuke Maeda

Managing Executive Officer, Head of Asset Formation Advisory, Work Place, Business, SuMi TRUST Bank
Executive Officer*, SuMi TRUST Holdings

*Executive Officer as defined in our internal policy.

Medium- to long-term vision

The structure of Japan's society continues to be transformed by an aging population and other factors and as we approach an age of 100-year life, there is mounting interest in how one can affluently lead a prolonged "second life." At the same time, many different age groups are growing increasingly concerned and worried about asset formation for the future.

Our corporate clients too are grappling with important management issues, such as how to address extensions in the mandatory retirement age or boost company appeal

to secure and nurture talented employees in order to be competitive on the global stage. For these reasons, measures that support long-term, planned asset formation by younger employees are gaining momentum.

In responding to these changes, we offer life plan consulting services unique to a financial group specialized in trust banking to address the asset formation needs of employees in the wealth creation stage of life based on our track record in providing comprehensive consulting on retirement benefits and corporate pension plans.

Business environment awareness

Environment awareness and issues

- Heightened demand for asset formation in an age of 100-year life
- More sophisticated and complex life planning due to diversification of working styles and changes in lifestyles
- Employee-focused trends in companies (as part of this, supporting the asset formation self-help efforts of employees)

Opportunities and Group strengths

- Occupational client base cultivated through corporate pension plans and workplace asset formation schemes (asset accumulation savings, etc.)
- Provision of total consulting to support the life planning of clients over many years, from the time they enter a company through to retirement and the start of their "second life"

Key measures in Medium-Term Management Plan

■ Supporting asset formation in an age of 100-year life

In recent times, asset formation needs have grown increasingly diverse and sophisticated in response to not just changes in the time horizons and lifestyles of people's lives, but also extensions to the mandatory retirement age, diversification of working styles, and greater leeway with regards to when people can retire. In addition, developments in information technology has meant that clients are now demanding various services to be provided more conveniently and smartly.

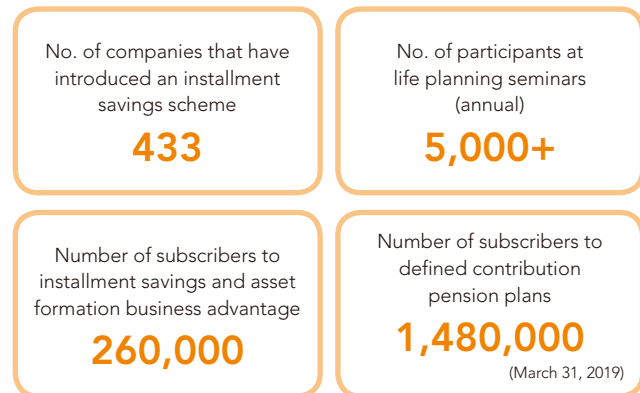
Accordingly, we will make every effort to optimize our products and services in line with the asset formation needs of each and every client depending on their stage in life and endeavor to strengthen our contact framework so that we can provide high-quality consulting through either face-to-face or non-face-to-face channels.

■ The management issue of strengthening human capital at companies

Improving the financial literacy of employees and supporting their asset formation is an ongoing management issue for companies because it not only enhances employee engagement, but also strengthens human capital in terms of securing talented employees and boosting productivity. We therefore provide consulting to companies concerning employee benefits taking into account their HR systems, and offer products and services that contribute to the asset formation efforts of employees, such as asset accumulation and installment savings schemes.

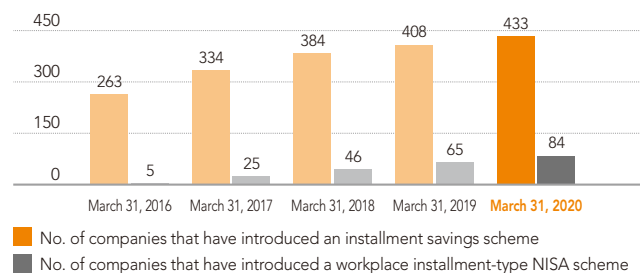
We also improve asset formation literacy to support the creation of workplaces where employees can work with peace of mind guided by the activities of the Sumitomo Mitsui Trust Future Assets Institute, which was established in 2019 for the purpose of hosting various life planning seminars, examining and conducting research into the various needs of individual clients pertaining to asset formation and utilization, and sharing information on the findings.

Asset formation support at SuMi TRUST Bank (March 31, 2020)

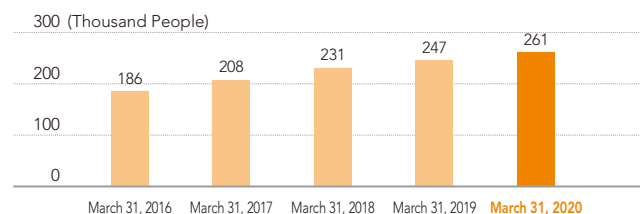


*Business advantage is a comprehensive service for workplace clients

No. of companies that have introduced an installment savings scheme or workplace installment-type NISA scheme



Number of subscribers to installment savings and asset formation business advantage



Sustainability initiatives

Sumitomo Mitsui Trust Future Assets Institute

In September 2019, we established the Sumitomo Mitsui Trust Future Assets Institute for the purpose of examining and conducting research into the various needs and concerns of individual clients pertaining to the building and utilization of assets. This new institute will aim to provide information about these activities to not only the Group's clients, but to broader society.

With the use of statistical data and online surveys, the institute will analyze how individuals build and utilize assets and then provide useful life planning information to clients at seminars or in publications.

