

Question

For what reason does the SuMi TRUST Group exist?

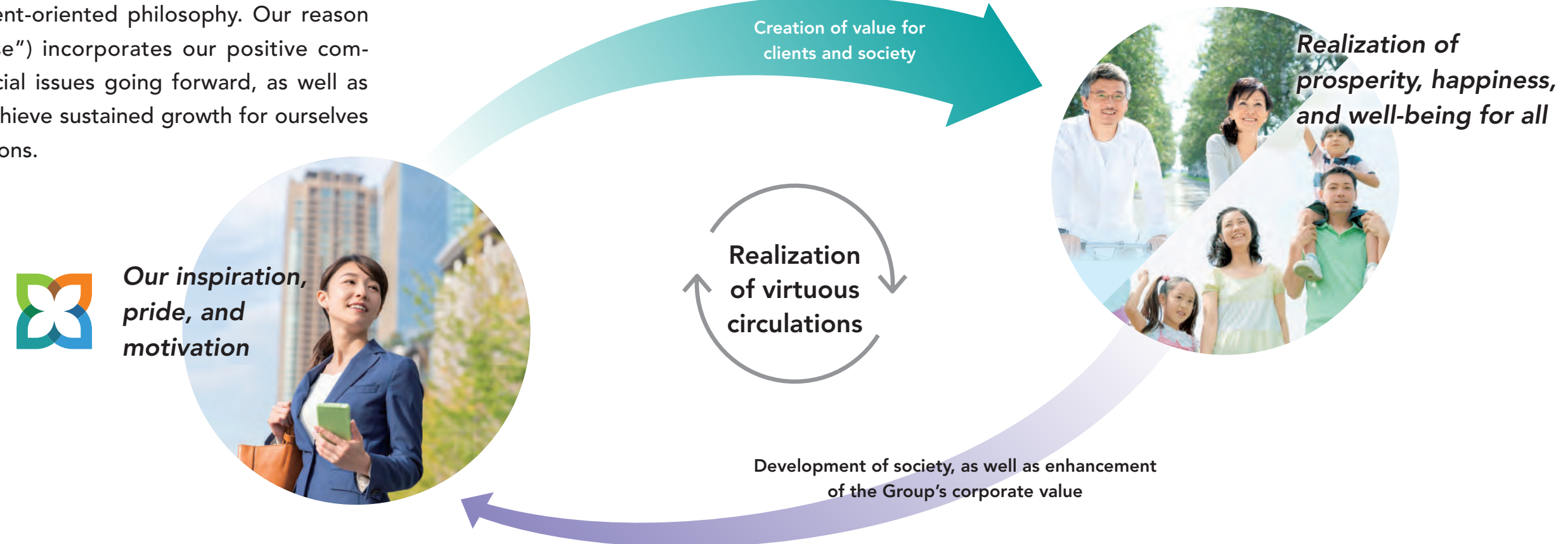
The SuMi TRUST Group's reason for existence, or "Purpose"

Our ideal vision

Creating new value with the power of trusts and
let prosperous future for our clients and society bloom

Roles expected by society

From our very founding, the SuMi TRUST Group has strived to be the "Best Partner" most trusted by our clients based on our unwavering client-oriented philosophy. Our reason for existence ("Purpose") incorporates our positive commitment to solving social issues going forward, as well as the idea that we can achieve sustained growth for ourselves through such contributions.



Power of Trusts

Ability to realize the intentions of clients entrusted to us = wide-ranging and flexible functions

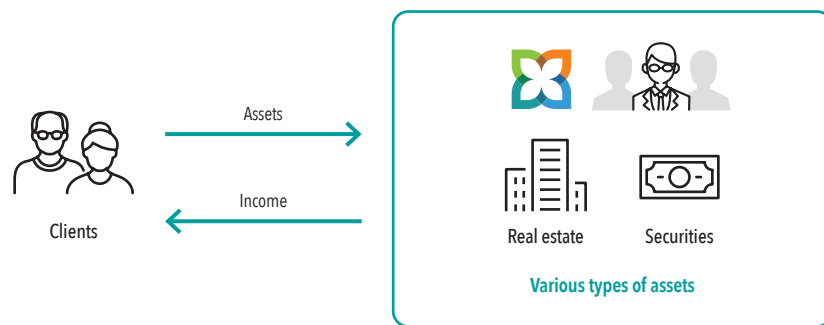
“Trusts” offer a wide array of functions and flexibility. Flexibly exercising these diverse functions enables us to address the various issues faced by clients and society.



1 Ability conversion function

Leveraging our high level of expertise to manage and administer assets

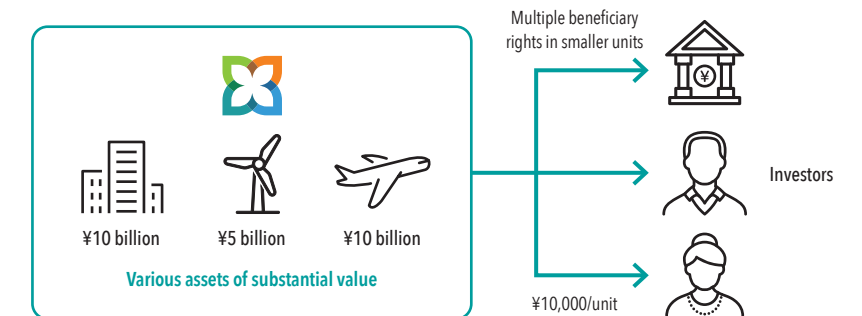
By taking advantage of our extensive expertise in managing and administering the valuable assets entrusted to us, our trusts deliver high added value to our clients.



2 Asset conversion function

Flexible alteration of asset composition and quantity

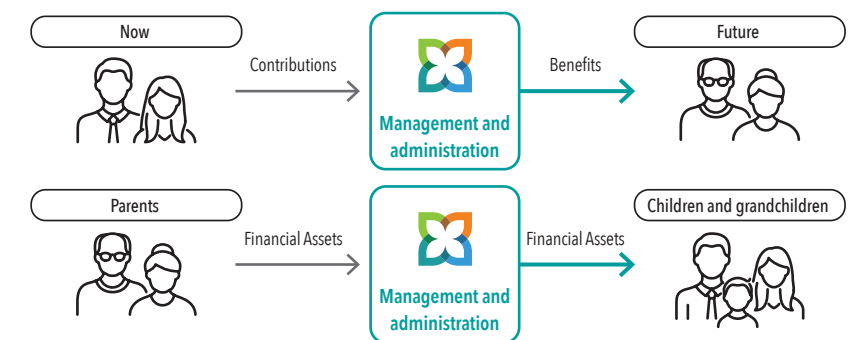
By converting assets held in trust to trust beneficiary rights, even assets that essentially are indivisible, or property of substantial value, can be divided into smaller units for circulation, thus facilitating the smooth circulations of funds, assets, and capital.



3 Time conversion function

Transcending time to ensure client wishes are fulfilled in the future

In order to assist our clients to realize and enjoy a prosperous future, our trusts have a function to manage and safeguard assets for extended period of time. Under certain scenarios, trust assets and the accompanying wishes of clients can be passed on to the next generation.



Our human resources maximize the power of trusts to generate new added value

It is ultimately “people” that give shape to the power of trusts—that is, the diverse and flexible functions of trusts and the confidence placed in us by clients and society.

At the same time, our diverse employees embody the power of trusts—they share their enthusiasm for trusts and realize the intentions of clients.



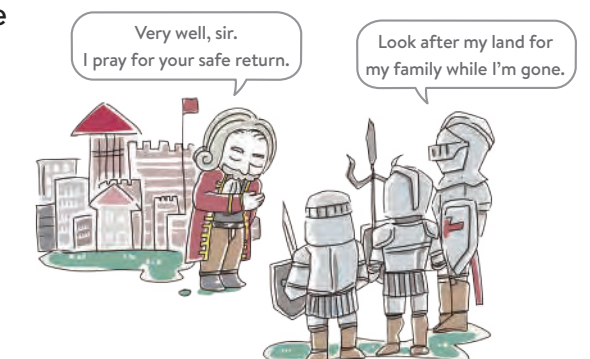
→ P.44, P.78 FEATURE STORY 01 : Human resources

An unchanging system—entrustment for the future

It is said that the origin of trusts can be traced back to the “use” system that emerged in medieval England around the time of the crusades (11th–13th century).

A soldier heading off to battle would delegate the administration of his land and possessions to a trustworthy person to be managed on behalf of his family being left behind.

The soldier’s wishes were for his precious assets to be entrusted for the future of his family—this is the origin of the trust system.



Creating New Value

A company, demanded by the times, in which people could place their "trust"

The Japanese word for "trust" (as a type of financial service) first started to be used in the latter half of the Meiji era (1868–1912). To define its legal foundation and to encourage the sound development of the system, the *Trust Act* and the *Trust Business Act* were promulgated in 1922. Our Company was established as Japan's first trust company based on the fiduciary spirit set forth in those laws.

1924~



Past

New value created from trusts

1950~



Solving numerous social issues with the functionality of trusts

The loan trusts we first introduced in 1952 supplied long-term, stable capital to Japan's mainstay industries, underpinned the country's period of high economic growth, and provided households with stable interest income. From the late 1950s onwards, we actively developed new products leveraging trust schemes, which brought forth new products such as pension trusts, asset formation trusts, and charitable trusts.

~2021



Flexible approach to creating new value in line with the changing times

Since the 2000s we have also made use of asset liquidation trusts to securitize loan claims, accounts receivable, real estate, and other assets following amendments to Japan's *Act on the Securitization of Assets*, and since 2001 and 2002, we commenced the management of defined contribution pension trusts and defined benefit corporate pension trusts, respectively. Likewise, we continue to introduce products in line with the changing times to help solve new challenges arising in society.

Considering that social issues have become increasingly challenging and complex, we believe the SuMi TRUST Group now has the perfect opportunity to harness the power of trusts to create new social and economic value.

We intend to transect and combine the Group's strengths in order to generate innovation and assist in finding solutions to social issues.

2020s-

Future

Addressing social issues through the creation of new value



Individuals

Asset formation of individuals

- Progression of Japan's super-aged society
- Self-help efforts in preparing for retirement



Corporations

Sustained growth of the Japanese economy and corporations

- Addressing climate change risks
- Enhancing corporate governance
- Diversification of work styles



Investors

Virtuous circulations in capital markets

- Shift from savings to investments
- Supply of funds aimed at decarbonization

Letting prosperous future for our clients and society bloom

The new value created by the SuMi TRUST Group not only benefits direct stakeholders, but also extends far and beyond to reach a broad range of indirect stakeholders through a multitude of channels.



— Transcending time —
Ensuring well-being for even more stakeholders and the next generation

