

Employee Interview

Purpose of the Worksites that Supports the “Power of Trusts”

Interview | 05 | Juichiro Fujisawa

Wholesale Asset Management Business Planning Department, SuMi TRUST Bank

We aspire to be a partner capable of resolving social issues through asset management business

My responsibility includes planning of products, planning of marketing, and promoting sales of private investment trusts, mostly for financial institutions and corporate clients. Today, with the continued difficulty in finding appropriate investment opportunities, the Bank has been providing various proposals to our clients, including globalizing the investment regions, utilizing derivatives, and expanding product selections such as private assets. SuMi TRUST Bank offers a variety of products utilizing the Group’s asset managers as well as outside asset management companies.

The strength of our Group is that we can offer professional solutions from the entire Group as a one-stop service to meet the wide-ranging needs related to the diverse assets of our clients. In providing products, we have a policy to conduct extensive discussions on the issues and needs of clients and create



investment strategies in consultation with clients. In particular, the Group is a leader in investments prioritizing in ESG and SDGs, and hopes to continue promoting initiatives towards resolving social issues through asset management.

I think that supporting financial institutions and corporations that sustain the economy by leveraging the Group’s unique strengths is an initiative toward realizing a “blooming future of our clients and society,” which is stated in the Group’s Purpose. That is why I do not want to be selling products to clients; rather, I want to stand close beside them and become a long-term partner to work together to materialize products that can provide solutions to their challenges.

Interview | 06 | Tadashi Chiba

Nikko Asset Management Americas Inc. Product Development Department



Create the future through funds

I am in charge of developing thematic funds and other investment trust products for Japanese individual investors and financial institutions at Nikko Asset Management Americas Inc. Some people say that themed investment trusts are a transient fad, but when developing the products, we do not embrace a market-in approach, but rather try to focus on a product-out strategy and design products that we truly want to create. Specifically, we ask ourselves: Is the theme worth investing on a long-term basis? Does it represent a huge growth opportunity over the next 10-20 years or perhaps even longer? Does it accurately anticipate the profound social and structural

changes? We ask ourselves these questions, value these perspectives, and incorporate them in the product composition. To do so, it is crucial that we conduct bottom-up research, including contacting and talking to specialists in person, or actually using innovative services as a user. The precious money

of our clients will be invested in the target companies that constitute the funds we design, enabling those companies to grow and enrich society, where values are created and eventually returned to clients. I hope to continue developing products that can create such dynamic flow of funds.

Interview | 07 | Jiang Hong Chen

Pension Investment Department, SuMi TRUST Bank



Promote the dissemination of investments that can contribute to the realization of a sustainable society

I returned to work after taking maternity and childcare leaves. Now I am with the Pension Investment Department where I am in charge of planning products for the pension fund as well as planning and operating asset management seminars. Trusts are originally built on the premise of social contribution, so the Bank has been covering topics on ESG in seminars from a relatively early period. In a recent seminar, we discussed the topic of impact investing, where assets are allocated to companies that bring about positive environmental impact while pursuing economic return at the same time. We had more reactions from clients than we envisioned, and I think that there will be major changes to the flow of funds with ESG/impact as the third pillar of asset management in addition to the two pillars, risk and return. I hope to continue offering sound support to this tide, not only from the standpoint of managing pension funds for post-retirement, but also to contribute to achieving a sustainable society.

Interview | 08 | Kyoko Hara

Stewardship Development Department, Sumitomo Mitsui Trust Asset Management



Enhance enterprise value through diversity

I joined Sumitomo Mitsui Trust Asset Management as mid-career hire, and now engaged in stewardship activities building upon my 20 years of experience in dealing with companies as asset management analyst. Since I was an analyst, I noticed that diversity-oriented companies that make use of diverse human resources and adopt various ideas have the energy to create innovation.

Our Company places emphasis on dialogue with companies and works earnestly regarding the exercise of voting rights and ESG analysis. While dealing with climate change and other environmental issues in the area of ESG, we also focus on diversity issues and participated in the launch of 30% Club Japan, an investors’ group aiming to increase the proportion of women in executive positions in TOPIX100 companies to 30% or more by 2030. Currently, I am working to increase such diversity-minded companies through dialogue. That, I think, will lead to a dynamic and sophisticated society, where diversity is taken for granted.