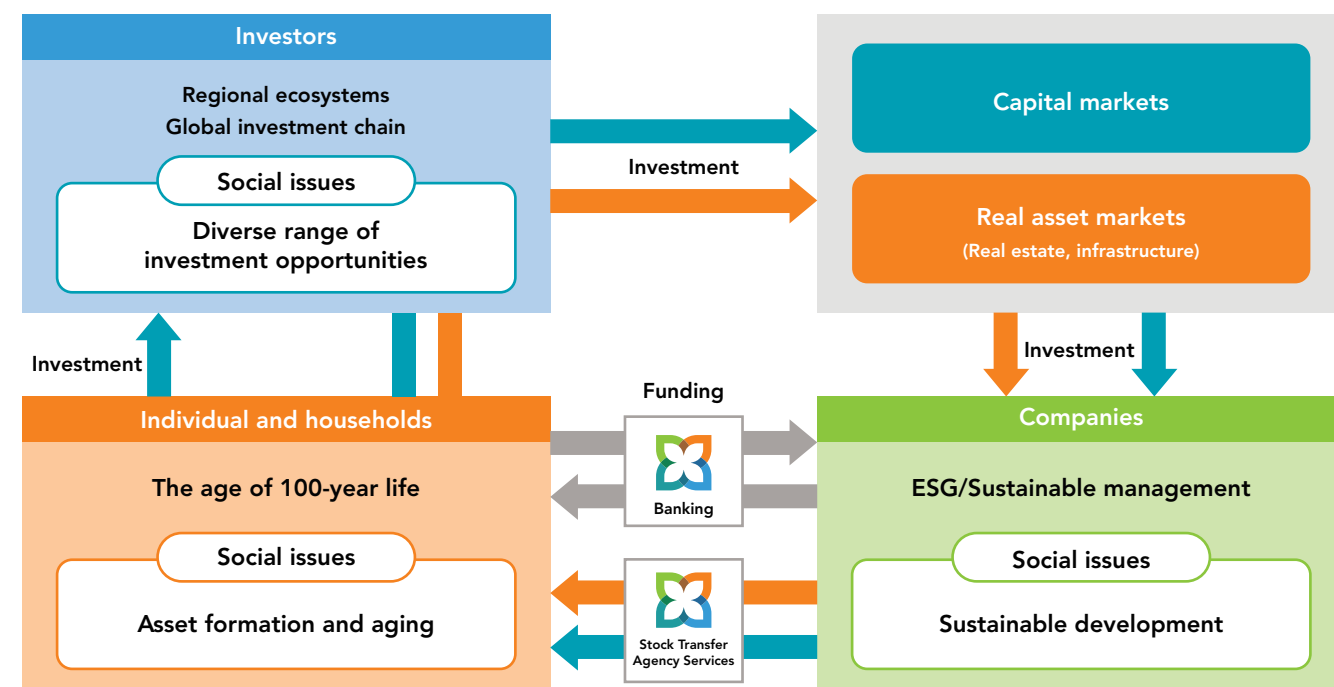




Engaging in value creating businesses

Japan's financial and social issues is that Japanese individual assets which are estimated to amount to 3,000 trillion yen and corporate internal reserves remain stagnant. SuMi TRUST Holdings aims to achieve "growth through a virtuous circulation," in which investors invest in promising businesses, the fruit of which lead to asset formation of individuals, and companies promote new investment and additional employment expansion as a result of improved business performance.

The age of 100-year life and the realization of a decarbonized society provide opportunities to promote a virtuous circulation. We are involved in every market where funds, assets and capital move, and recognize that we can play a role as social infrastructure that promotes a virtuous circulation by utilizing broad-ranging trust functions. By solving such social issue, we will promote a virtuous circulation and contribute to the creation of a prosperous and bright future.



The age of 100-year life

Social issues

- Preparation of various assets
- "Time" and "means" to secure what is needed
- Professional support to supplement self-help

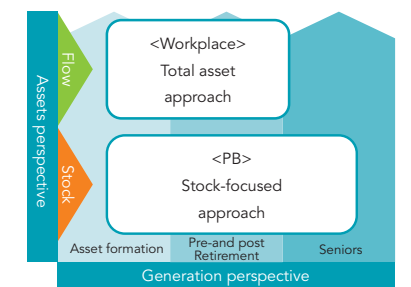


In the age of 100-year life, each individual has his/her own definition of happiness. There are also various ways to save, increase, spend and bequeath money. We will develop capabilities to steadily provide consulting services to address social issues in the age of 100-year life, and provide total consulting and broad-ranging banking, trust and real estate solutions that consider the future of each individual in order to contribute to the realization of "FINANCIAL WELL-BEING of our clients and society."

Our strengths

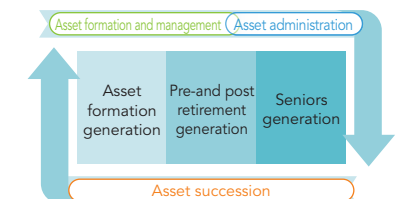
(1) Total consulting

Our approach is to propose solutions to each generation's challenge in the age of 100-year life by taking the views of clients, their asset details and family structure into consideration. In addition, we will further evolve the total consulting model by combining the approach of considering the desired future state of assets with future cash flows such as salaries and pensions taken into account, and the approach of focusing on the unique needs of high-net-worth clients such as inheritance and business succession.



(2) Providing products and services unique to a trust group

We will enhance the provision of products and services that are unique to a trust group by addressing social issues in the age of 100-year life from the angles of "asset formation and management," "asset administration" and "asset succession." We will continue to provide clients with peace of mind and security by developing financial products that solve social issues and expanding businesses that focus on the healthiness, circularity and convertibility of housing.



Focus Financial Inclusion

Financial inclusion is advocated for all members of society to have equal access to financial services. We are establishing a system that is capable of appropriately delivering services to anyone in need.



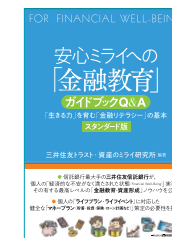
Symposium for residents of Shinagawa City, Tokyo

Case (1): Initiatives for the elderly people

SuMi TRUST Bank has been working to practice financial inclusion by developing products using the trust system, offering trustee support services for civil trusts, and holding symposiums for the elderly to promote adult guardianship system based on cooperation with local communities under industry-government-academia partnership.

Case (2): Initiatives for financial education

Sumitomo Mitsui Trust Financial Education Institute prepared financial education learning materials for the high school home economics curriculum, and has been providing financial education classes free of charge through its nationwide network of branch offices since March 2022. We offer financial education learning materials.



Financial Education Guidebook Q&A for Enhanced Financial Literacy



Learn more about the work of Sumitomo Mitsui Trust Financial Education Institute by visiting its website at: <https://mirai.smb.jp>



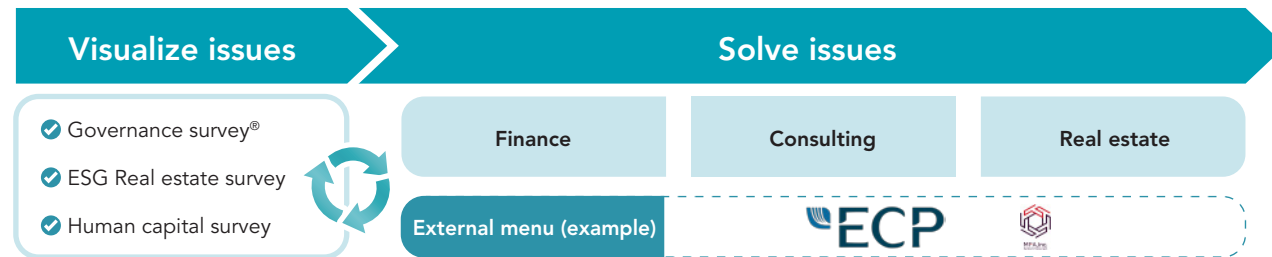
ESG/Sustainable management

Social issues

- Sustainable growth of corporate clients



The environment surrounding corporate clients is changing dramatically. We will contribute to enhancing corporate value and solving social issues by providing a variety of solutions through sustainability value chain, which enables us to demonstrate our strengths in responding to the challenges faced by our corporate clients, such as the transition to decarbonization, enhancing human capital management and sophisticating corporate governance. We will also take the lead in investment and play an essential role in facilitating dialogue between corporates and investors to promote social and market growth and establish a leading position in the ESG domain.



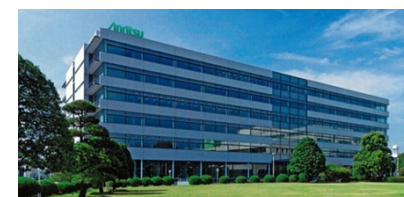
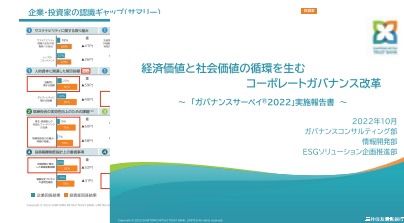
Our strengths

(1) Surveys and discussions with managements

Governance survey® is one of the largest surveys* on corporate governance in Japan. It was participated in by 1,879 companies in fiscal 2022.

It is used as a tool to visualize challenges faced by corporate clients and recognize gaps between institutional investor expectations and corporates. There are an increasing number of cases where the survey has led to consulting services such as a review of organization expansion of opportunities for dialogue with domestic and overseas investors, and introduction of compensation framework.

*Researched by SuMi TRUST Bank



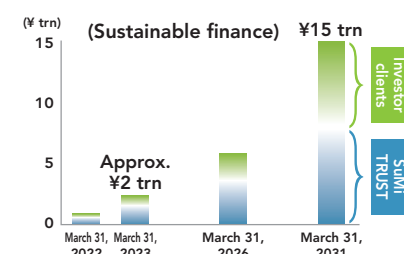
© Shigeo Ogawa Studio

(2) Real estate

Utilizing our experience in the development and operation of buildings, condominiums and many other real estate properties, we provide advice on environmental real estate, such as the cost of the entire life cycle of buildings, the introduction of energy-saving systems, consideration of landscapes and ecosystems and building longevity.

(3) Financing

Initiatives for decarbonization and transition are accelerating in Japan and overseas, increasing demands for funds from corporate clients. SuMi TRUST Bank increased the long-term target for sustainable finance by fiscal 2030 to 15 trillion yen from 10 trillion yen in April 2023. We will contribute to sustainable management of corporate clients in financing by using our proprietary account together with investors' funds.

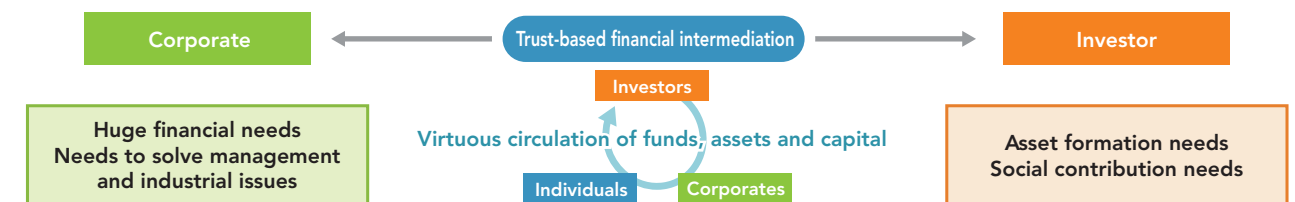


Regional ecosystems Global investment chain

- Social issues
- Diverse investment opportunities



Focusing on our contact points with a variety of economic entities and the financial infrastructure functions of trust, we will co-create value that cannot be achieved alone through cooperation and collaboration with external partners. Further, we will create markets and investment opportunities unique to us by connecting huge domestic and international demands for funds and investment, particularly in the social issue domains, to solve social issues and realize a virtuous circulation of funds, assets and capital.



Our strengths

(1) Regional ecosystems

Leveraging our position with extensive expertise and contact points with a variety of economic entities, we will create investment opportunities that contribute to business development and regional benefits for solving regional issues.



(2) Global investment chain

Through networking with global players who have complementary relationships with SuMi TRUST Group, we will provide Japanese investors with global investment opportunities and create new businesses with investors by utilizing advanced know-how.

	Asset management	Asset administration	Sales	Investor clients
Traditional assets			SMTAM	nikko am
Private assets	APOLLO			ECP

Focus~ Working with global players

APOLLO

Case (1): Business alliance with the Apollo Group (July 2022)

Asset manager based in New York, U.S., with the world's leading track record in the management of alternative assets. Through this partnership, we aim to accumulate knowledge and strengthen our ability to provide solutions by leveraging advanced know-how and networks.

ECP

Case (2): Business alliance with Energy Capital Partners (ECP) (January 2023)

One of the largest companies in the United States in terms of total power generation capacity of investee companies combined and renewable energy generation capacity. Through this partnership, we aim to expand and enhance transition solutions for domestic corporate clients by leveraging knowledge and investment know-how in the domains of power, energy and environmental infrastructure.