



Real Estate Business

Aspiration

- We aim to be the Best Partner that is our clients’ first choice, by providing added value to their real estate needs through our high level of expertise and comprehensive capabilities.
- By providing safe and secure backed by solid administrative processes, we will strongly support the growth of the market as social infrastructure that underpins real estate investment and the secondary market, which should lead to our own results.

Awareness of issues

- Growing need for real estate transactions against the backdrop of inflation and large inheritance of baby boomer generations, and growing interest in private asset investment
- Changes in real-estate-related needs, triggered by growing interest in ESG management
- Progress in DX in society that will transform the real estate industry and business
- Need to respond to changes in the real estate market conditions

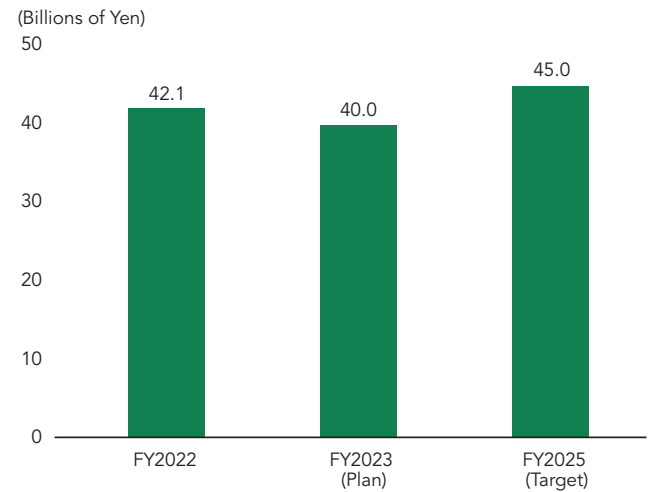
Opportunities and strengths

- Highly specialized human resources such as those with good judge of real estate and with professional qualifications
- Entrusted provision of total solutions through the real estate value chain with strengths in diverse consulting functions
- Essential presence with No. 1 share in terms of entrusted balance in the real estate investment market (real estate securitization trusts and investment corporations administered)

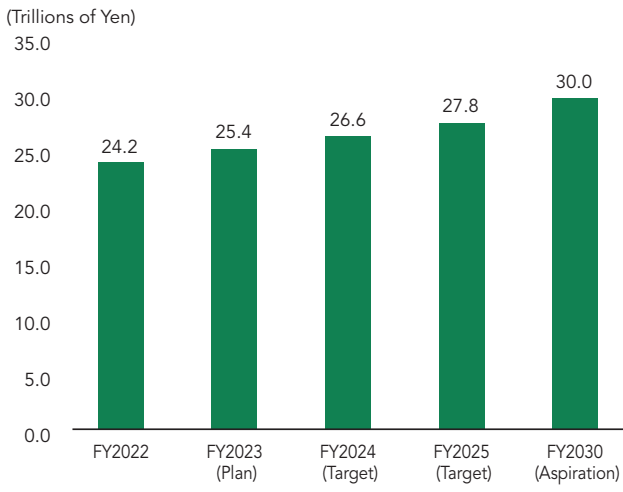
Key measures

- Leveraging diverse consulting functions to address new management issues faced by clients as represented by ESG
- Promoting a circulation of assets by acting as an investment leader (provision of materials for decision-making based on “unique information” × “DX,” and proprietary investment)
- Expanding the client base by utilizing third parties
- Providing peace of mind and security through solid administrative processes in such areas as administration for real estate securitization trusts/investment corporations and real estate brokerage

Net business profit before credit costs



Entrusted balance of real estate securitization^{*1}



^{*1} Entrusted balance at SuMi TRUST Bank

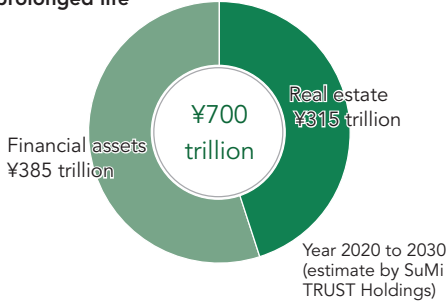
Specific initiatives

(1) Individuals – Real estate to cater closely to the age of 100-year life

Domestic personal assets include real estate ones worth 1,000 trillion yen, in addition to financial assets of 2,000 trillion yen. The overall optimization of clients’ assets is an important issue in the age of 100-year life.

At SuMi TRUST Group, SuMi TRUST Bank, Sumitomo Mitsui Trust Realty and others work together to provide a wide range of solutions, including for asset formation, administration and succession, that combine the functions of finance and real estate. We aim to meet the real estate needs of society resulting from social changes such as the era of large number of inheritance and increased longevity, as well as the asset management needs of high-net-worth clients. This way we aim to be the Best Partner that caters closely to life stages.

Inheritance transfer assets associated with prolonged life

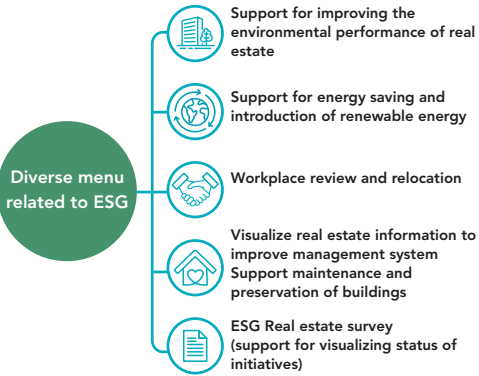


(2) Corporates – Support for clients’ ESG management

Our clients’ needs for ESG management have been increasing more than ever, including decarbonization, human capital management and optimal utilization of management resources.

The strengths of SuMi TRUST Group lie in diverse solutions that meet the needs for each of E, S and G, such as improving the environmental performance of real estate, reviewing workplaces and optimizing real estate portfolios. We see this trend as a perfect tailwind.

In the environmental field, in particular, since establishment of a dedicated unit in 2010, we have been serving as a frontrunner in the industry and providing various services aimed at promoting environmentally-friendly conscious real estate.



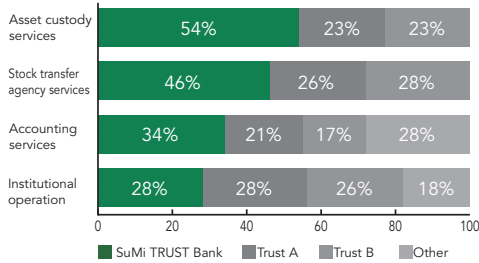
(3) Investors – Provision of investment infrastructure and opportunities

We can boast of being No. 1 in entrusted balance in real estate securitization trusts/investment corporations administered, and have an important social mission to support the growth of the market by providing peace of mind and security through solid administrative operation and others.

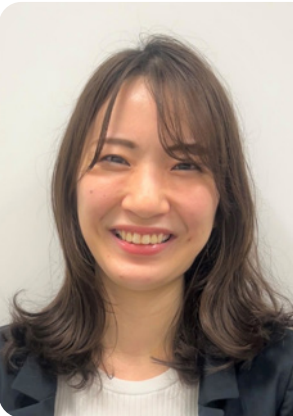
In addition, we will lead real estate investment by providing cross-border transition opportunities through proprietary investment based on our real estate expertise and business tie-ups, with the aim of expanding the circulation of assets and building win-win relationships with investors.

In the future, we will contribute to the further development of the market by providing decision-making materials through the combination of our Group’s unique information and DX.

Track record of property administration operations entrusted for J REIT



^{*}Compiled by SuMi TRUST Holdings based on information published by the respective investment corporations as of March 31, 2023. Market share is based on the number of plans under management. A total of 65 securities, including infrastructure REITs, are covered



Contributing to the resolution of real estate issues faced by clients with detailed and thorough proposals

Risa Ushio Real Estate Business Solution Dept., SuMi TRUST Bank

I am in charge of consulting services to comprehensively handle our corporate clients’ concerns related to real estate. There are a wide variety of concerns including how to manage assets such as factories and logistics, and how to position real estate that is not the main business. Since our proposals will have a significant impact on the management policies of our clients and the lives of the employees who work there, I strive to accurately identify their needs and provide them with as detailed and thorough proposals as possible. When a proposal from us is reflected in management decisions, including it being reflected in a medium-term management plan, I feel rewarded for the fact that I was able to contribute to the resolution of issues.