



SuMi TRUST
SUMITOMO MITSUI TRUST HOLDINGS

Sumitomo Mitsui Trust Holdings, Inc.

IR DAY

August 19, 2022

Sumitomo Mitsui Trust Holdings, Inc.

Today's agenda

Businesses for Investor Clients

Mr. Kengo Noguchi

Executive Officer, Sumitomo Mitsui Trust Holdings, Inc.

1. Summary of our businesses for investor clients

Comprehensive total solutions for investors by the largest asset management and administration group in Japan

Strength of SuMi TRUST businesses for investor clients(*1)

Investor Services business

- Largest client base in Japan (Pension/Financial/Non-profit institution)
- Proposal of portfolio allocation by asset management consulting
- Structuring capability built on No.1 Japanese gate keeping business and strengths typical of a trust business

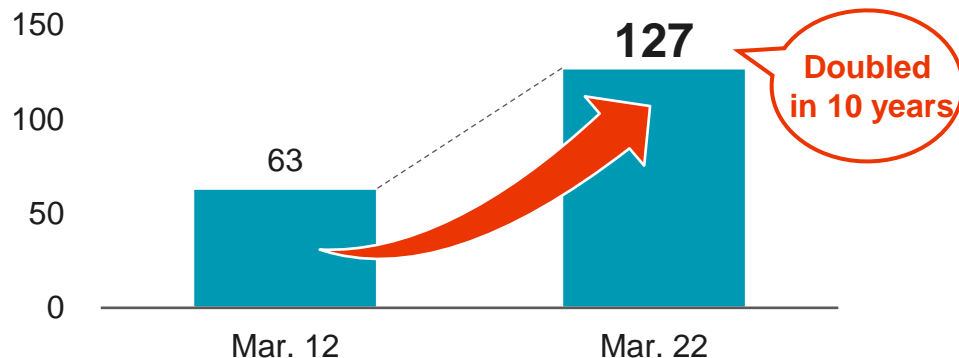
Asset administration business

- Largest Japanese custody bank and top-tier Japanese asset administration function based on huge domestic market share and broad overseas network
- BPO responding to various needs from investors(*2) and high value-added from data services

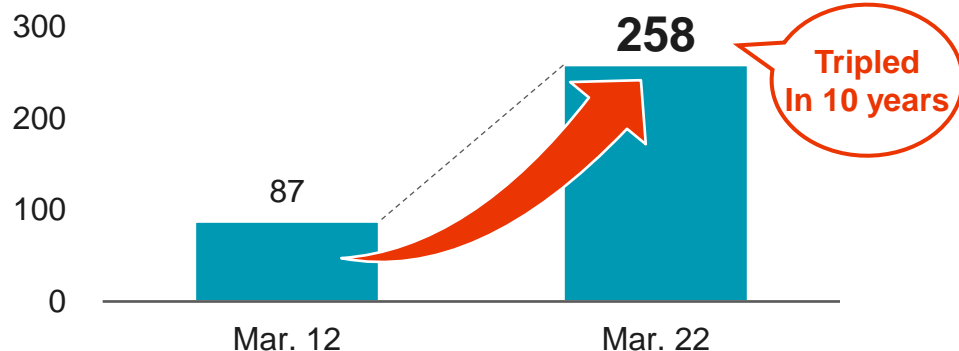
Asset management business

- Largest asset management group in Asia with SuMiTAM and NAM at its core
- Development based on uniqueness, such as medium- and long-term investment strategy through pension asset management, and product development and offering utilizing global network

AUM (¥trn)



AUC (¥trn) (*3)



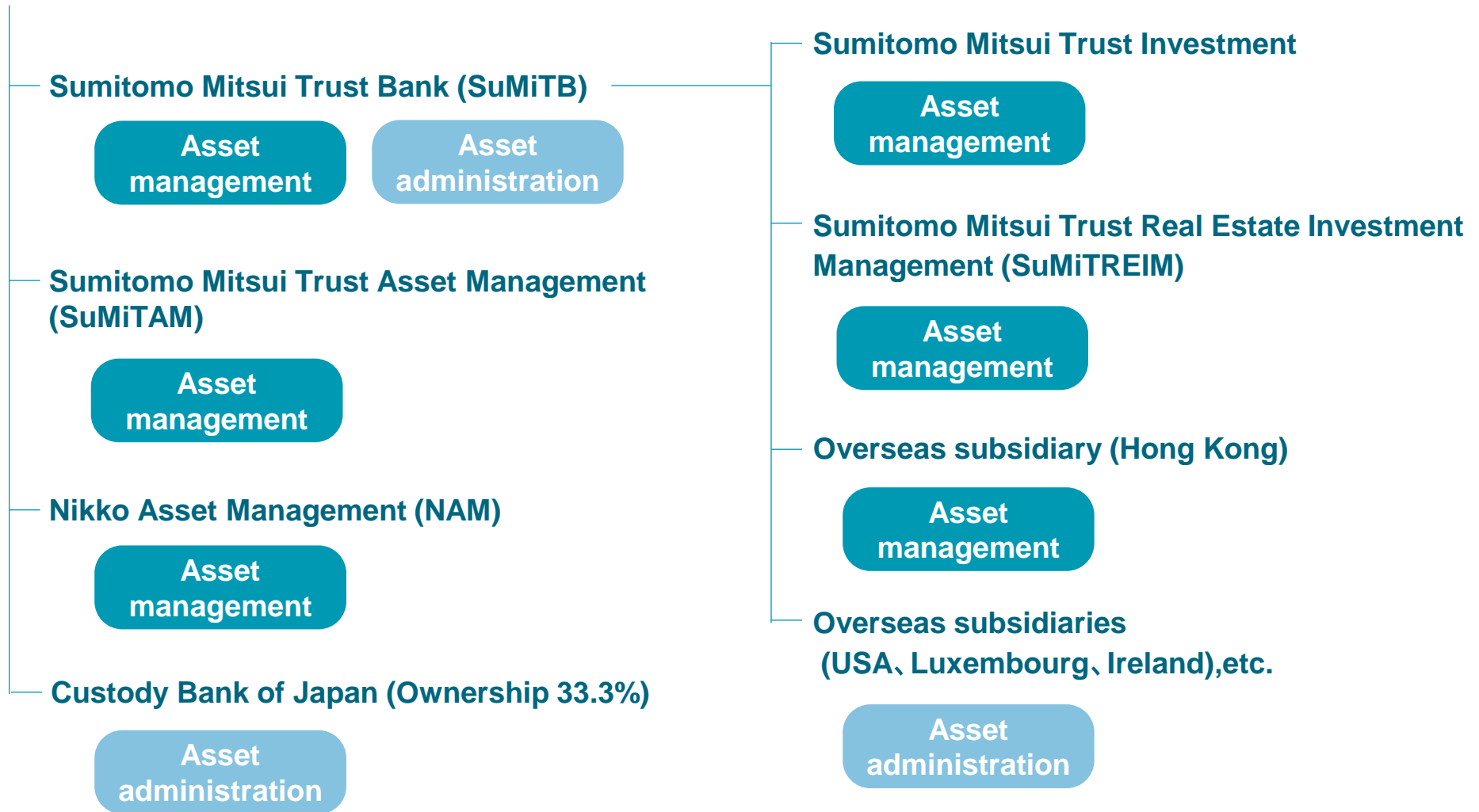
(*1) A general term for businesses involving investor services business and asset administration business of Sumitomo Mitsui Trust Bank and asset management and asset administration business conducted by group companies such as Sumitomo Mitsui Trust Asset Management, Nikko Asset Management and Custody Bank of Japan.

(*2) Business Process Outsourcing

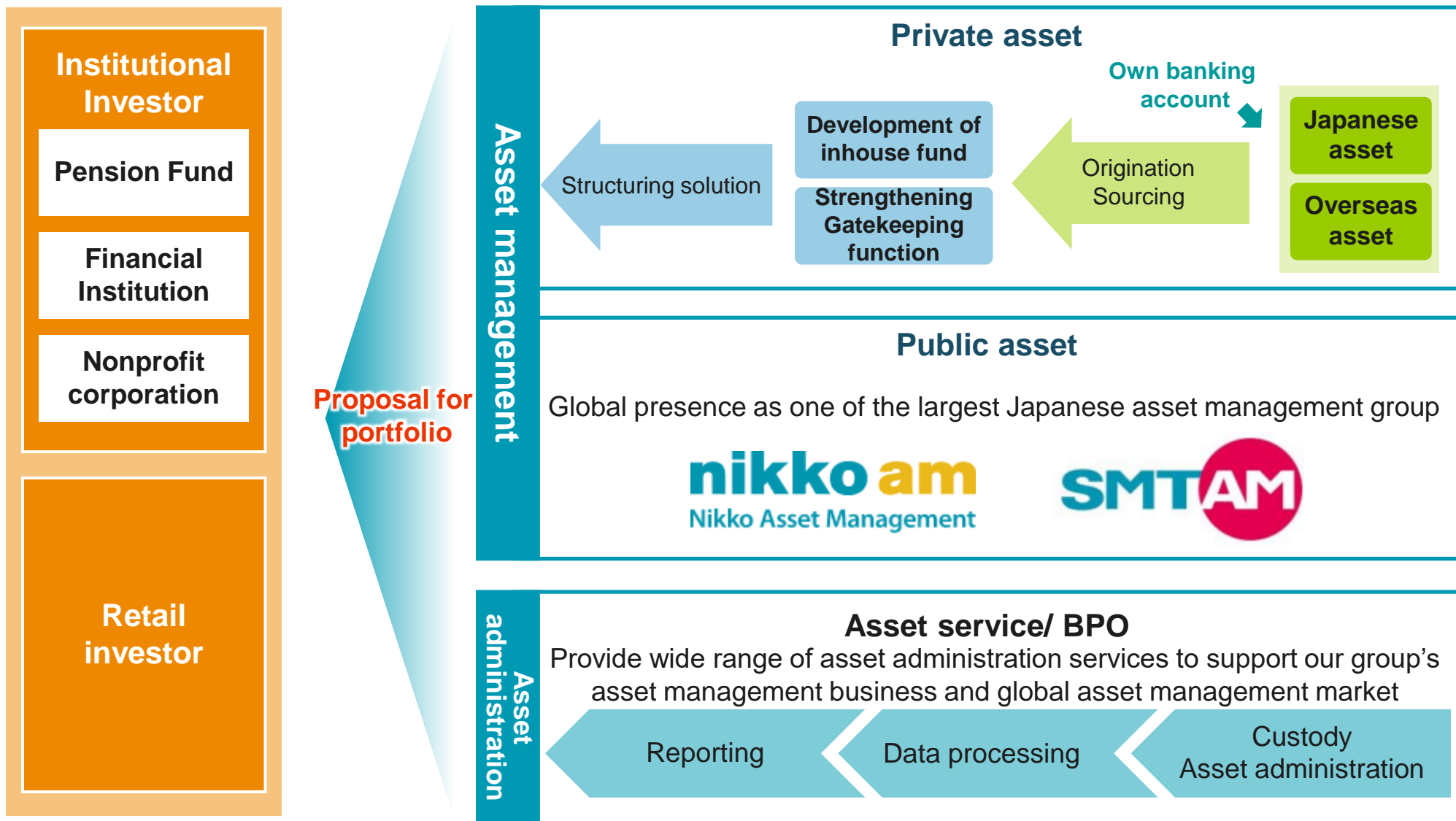
(*3) Including assets covered by BPO and data service business, in addition to assets under custody and administration etc.

(Reference) SuMi TRUST Group (related to investor services business)

Sumitomo Mitsui Trust Holdings

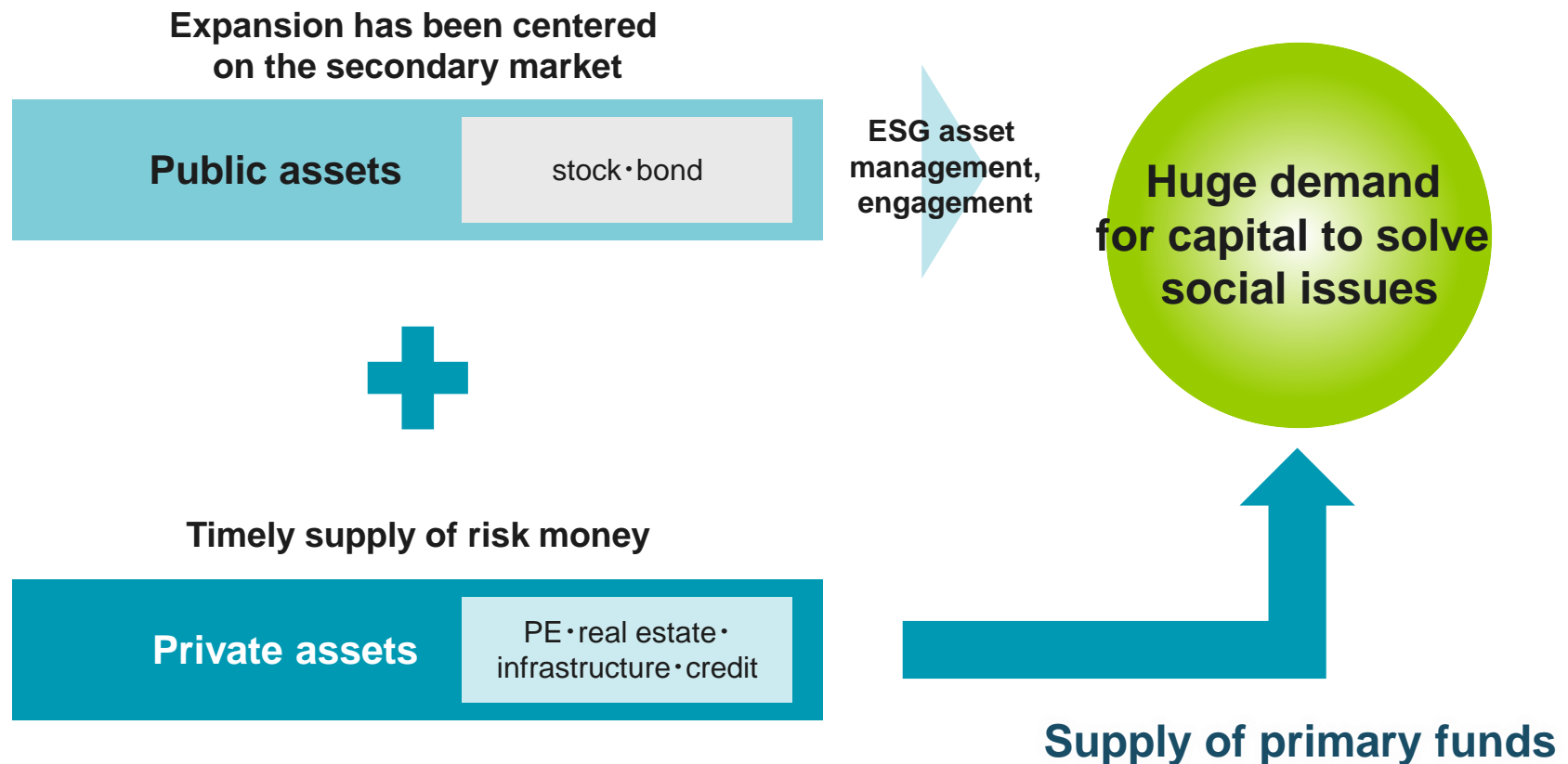


2. Total value chain in our businesses for investor clients



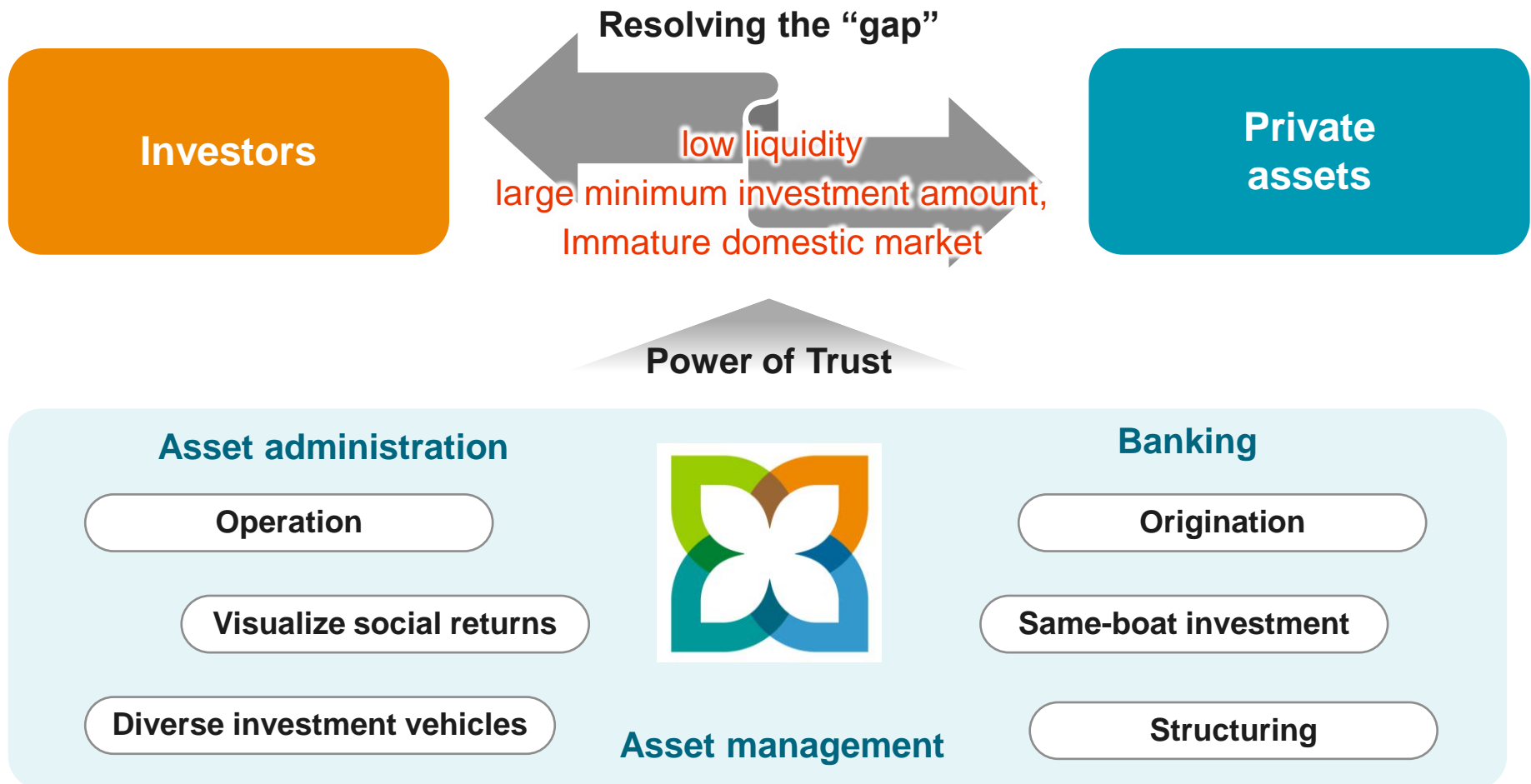
3. Responding to huge demand for capital to solve social issues

- Huge demand for capital is expected to arise in the future to solve various social issues such as decarbonization or super-aging society
- Sourcing of new capital through private assets is essential, in addition to expanding circulation through public assets



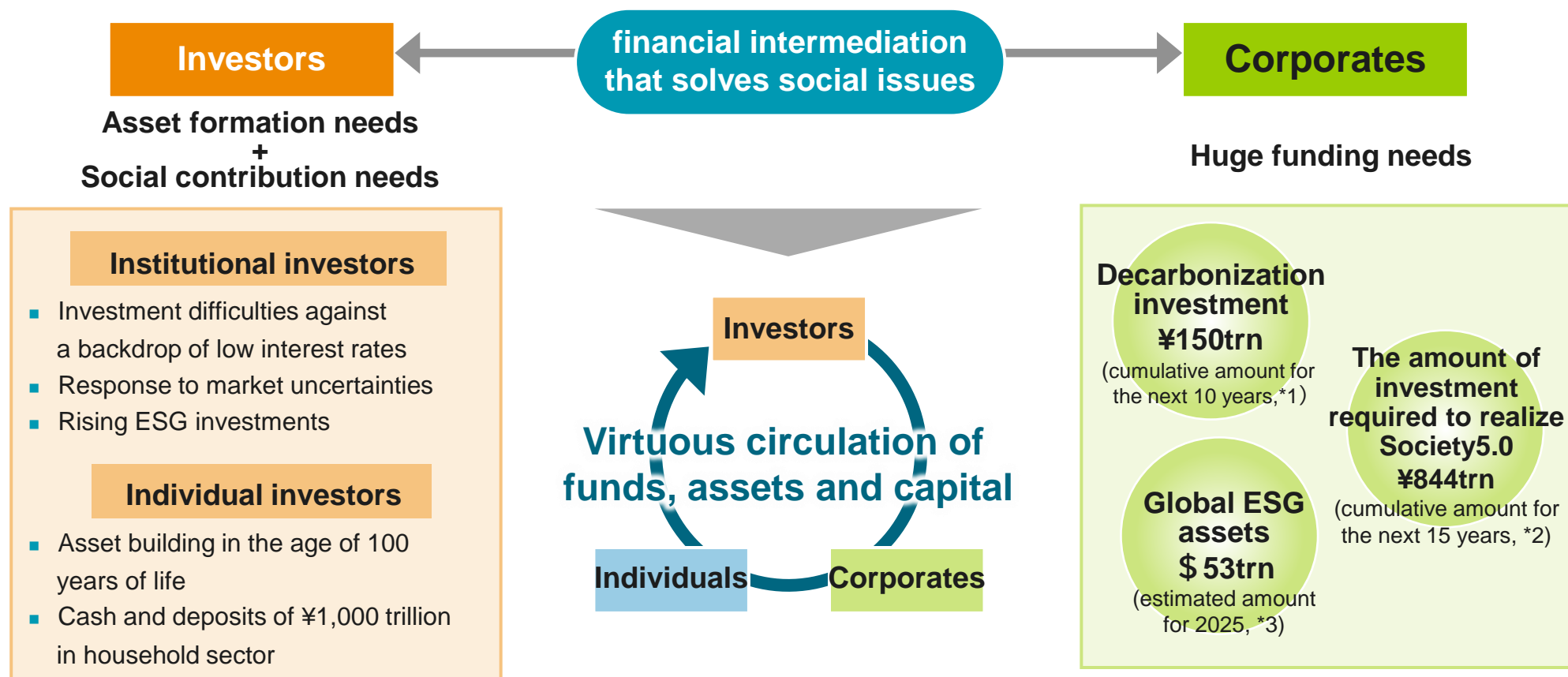
4. Providing investors with opportunities to invest in private assets

- “Gap” exists between investors’ needs and their actual access to private assets
- Provide investment opportunities by bridging the gap through the power of trust and the discernment of social and economic value creation



5. Creating a virtuous circulation through financial intermediation that solves social issues

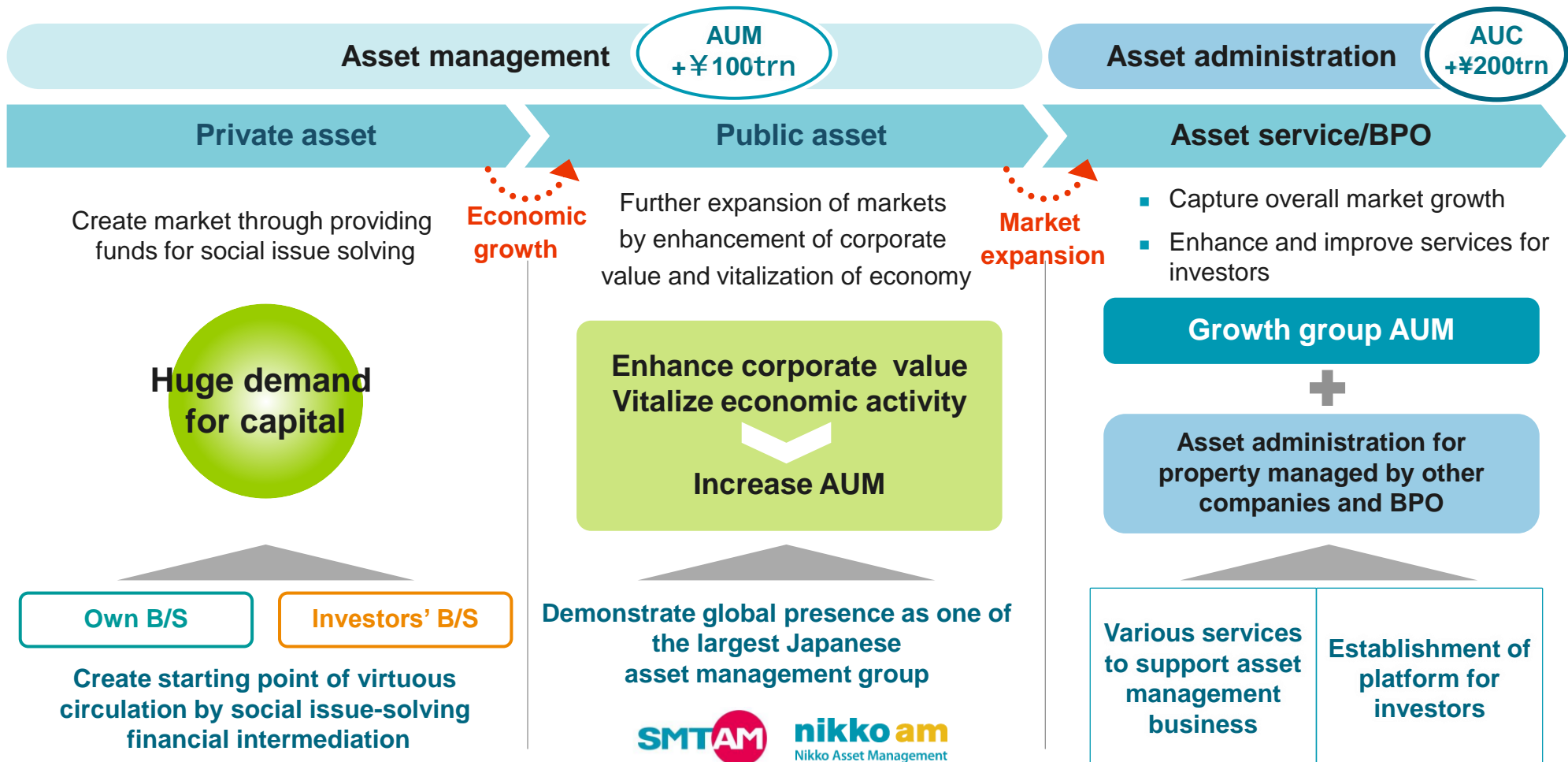
- Function as a new financial intermediary that connects investment funds from institutional investors and individuals with corporate demand for funds and capital to solve social issues
- Create a virtuous circulation to increase corporate value through stimulation of social and economic activity as well as improvement of returns to investors



(*1) Source: Ministry of Economy, Trade and Industry (*2) Source: Japan Business Federation, The University of Tokyo, GPIF (*3) Source: Bloomberg Intelligence

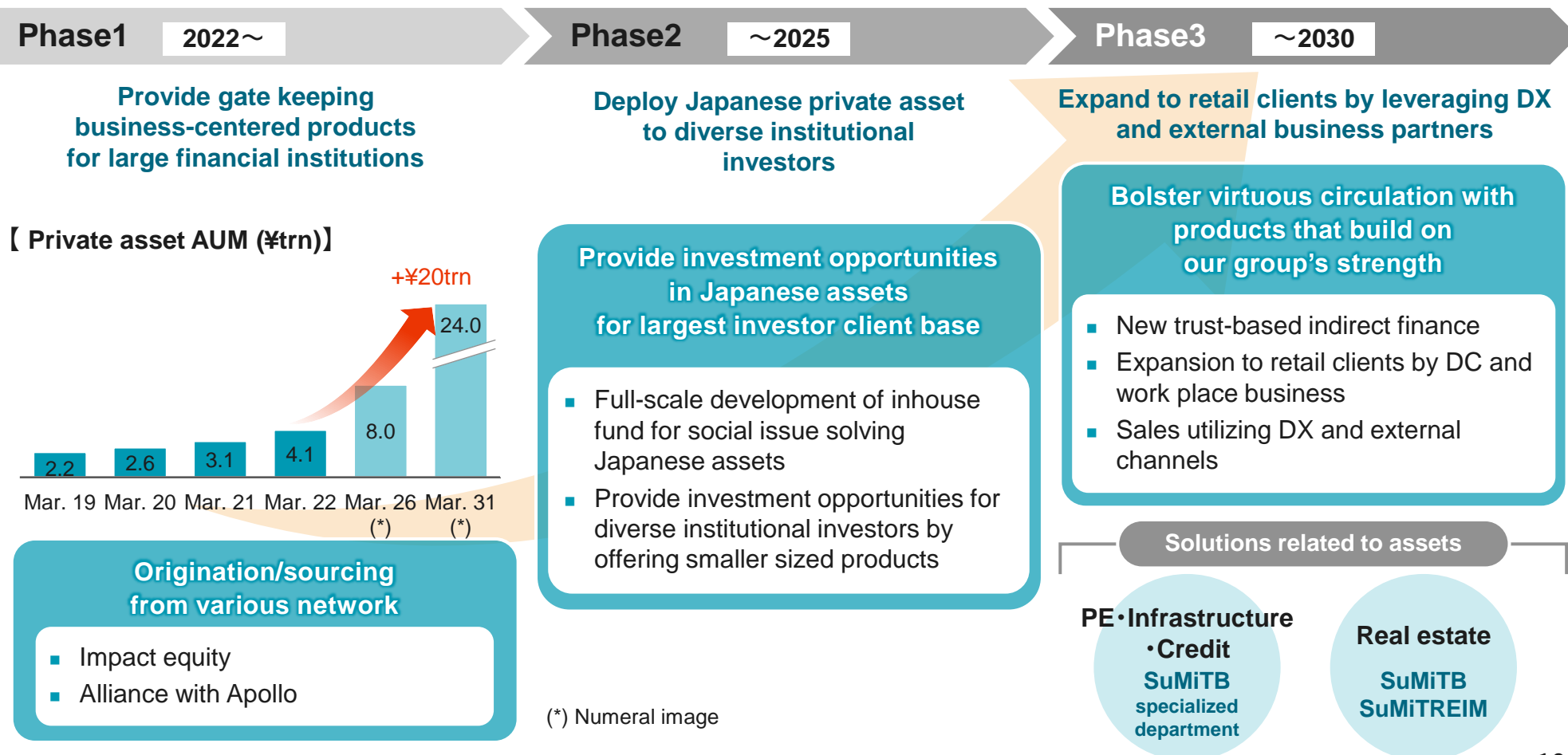
6. Our vision for expansion of businesses for investor clients

- Enhance corporate value and stimulate social and economic activity with the creation of private asset market through social issue-solving financial intermediation as a “starting point”
- Demonstrate global presence in the public asset market and capture market growth by asset administration services



7. Private asset ~Action plan for expanding our group's coverage~

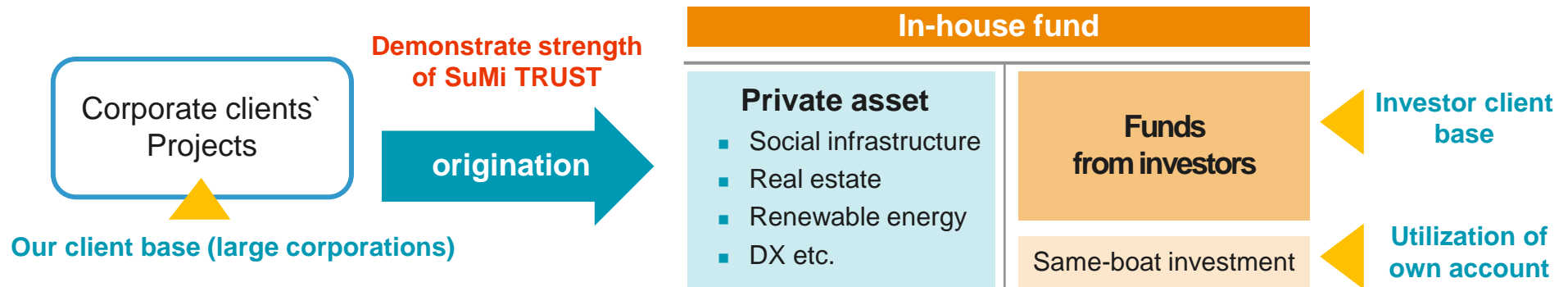
- Provide investment opportunities for various Japanese and overseas assets through our group's sourcing and origination capabilities
- Reinforce virtuous circulation by creating investment opportunities for a wide range of products to retail investors in addition to our largest institutional investor client base



8. Private asset ~Providing solutions (Development of new products)~

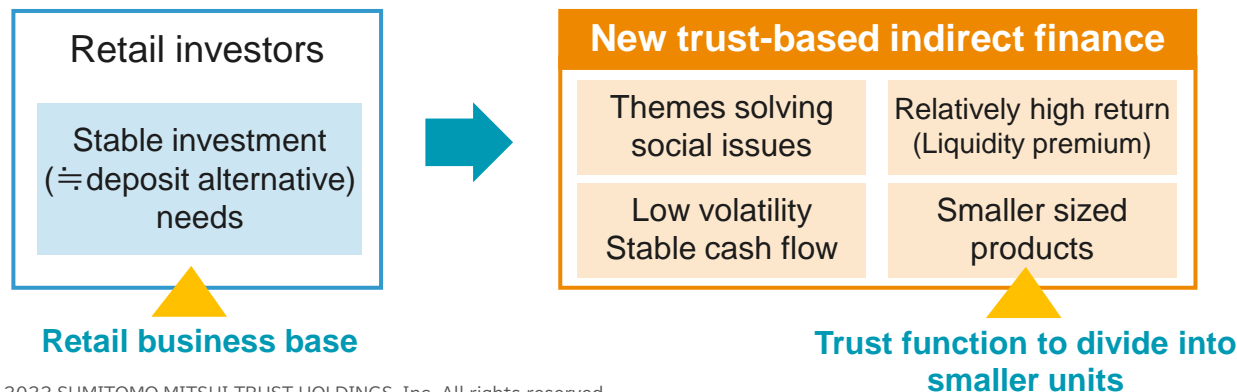
In-house fund business in the private asset domain in Japan

- To consider in-house fund business in the domestic infrastructure market which is in the early stages of its development
- Provide investment opportunities by demonstrating our origination capabilities developed over many years of experience in coordination with our proprietary investment



Development of new investment products for retail investors to bolster circulation

- During the period of high economic growth in 1960's, trust banks provided financial intermediary services to support investment in growing industries through loan trusts
- Challenge to expand circulation by developing investment products in private assets for retail investors that mobilizes household cash and deposits of 1,000 trillion yen



<Ref.> Investment of funds in household
(as of Mar. 2022, Yen trn)

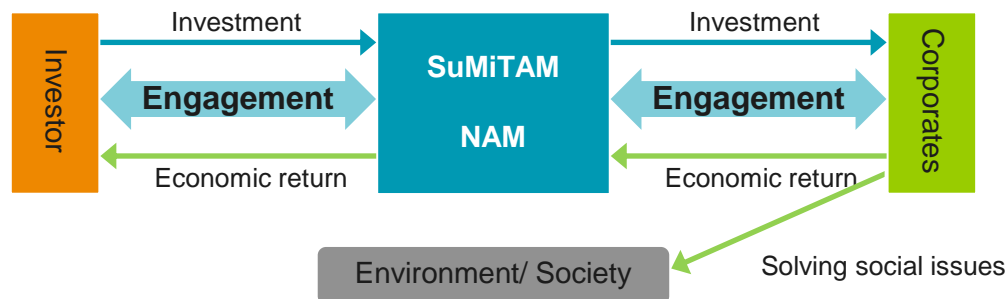
Cash and deposits	1,088
Securities	320
Insurance, Pension etc.	540
Others	57

Source: BOJ's "The Flow of funds Accounts Statistics"

9. Public asset ~business strategy of SuMiTAM and NAM~

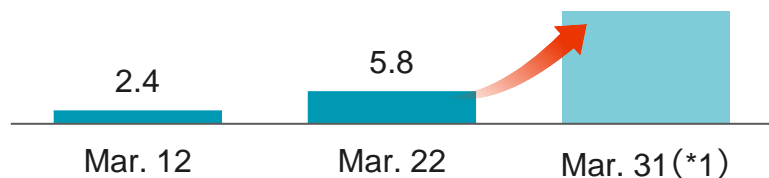
- Sophisticate and increase both quality (information offering, accountability) and quantity of dialogue with investors and corporates as one of the largest asset management group in Asia
- Achieve virtuous circulation of funds through enhancement of services and products in high demand from investors aimed at solving social issues

Sophisticate quality and increase quantity of dialogue and asset management capabilities with investors and corporates to achieve virtuous circulation of creating economic and social value through investment



Initiatives towards virtuous circulation highly evaluated by overseas investors
Global markets growth・AUM expansion

Overseas investors AUM (Yen trn)

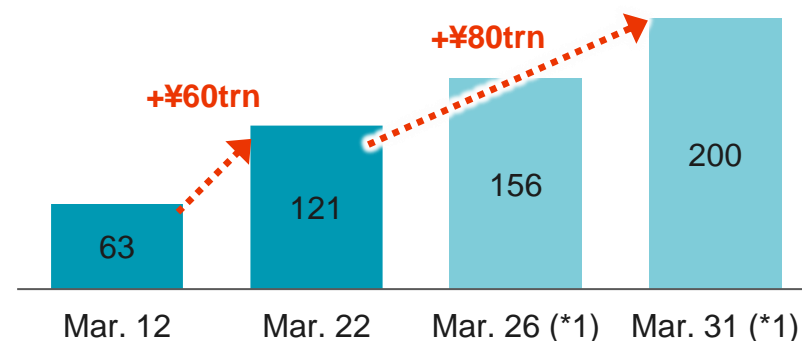


Inorganic strategy (Enhance access to overseas investors and corporates)

- Distribution: Enhance access to overseas investors
- Investment: Enhance access and research about overseas corporates

AUM has doubled in the last 10 years thanks to support from clients and industries
Further growth centered on services to solve social issues

Total AUM (Yen trn)



[NAM]

R&I CS Award 2022
Investment trust category
Grand prize (3 years in a row)

[SuMiTAM]

Appointed as a representative
of Asia
(Climate Action 100+)(*)

[SuMiTAM・NAM]

Asia Asset Management Award 2022(*)

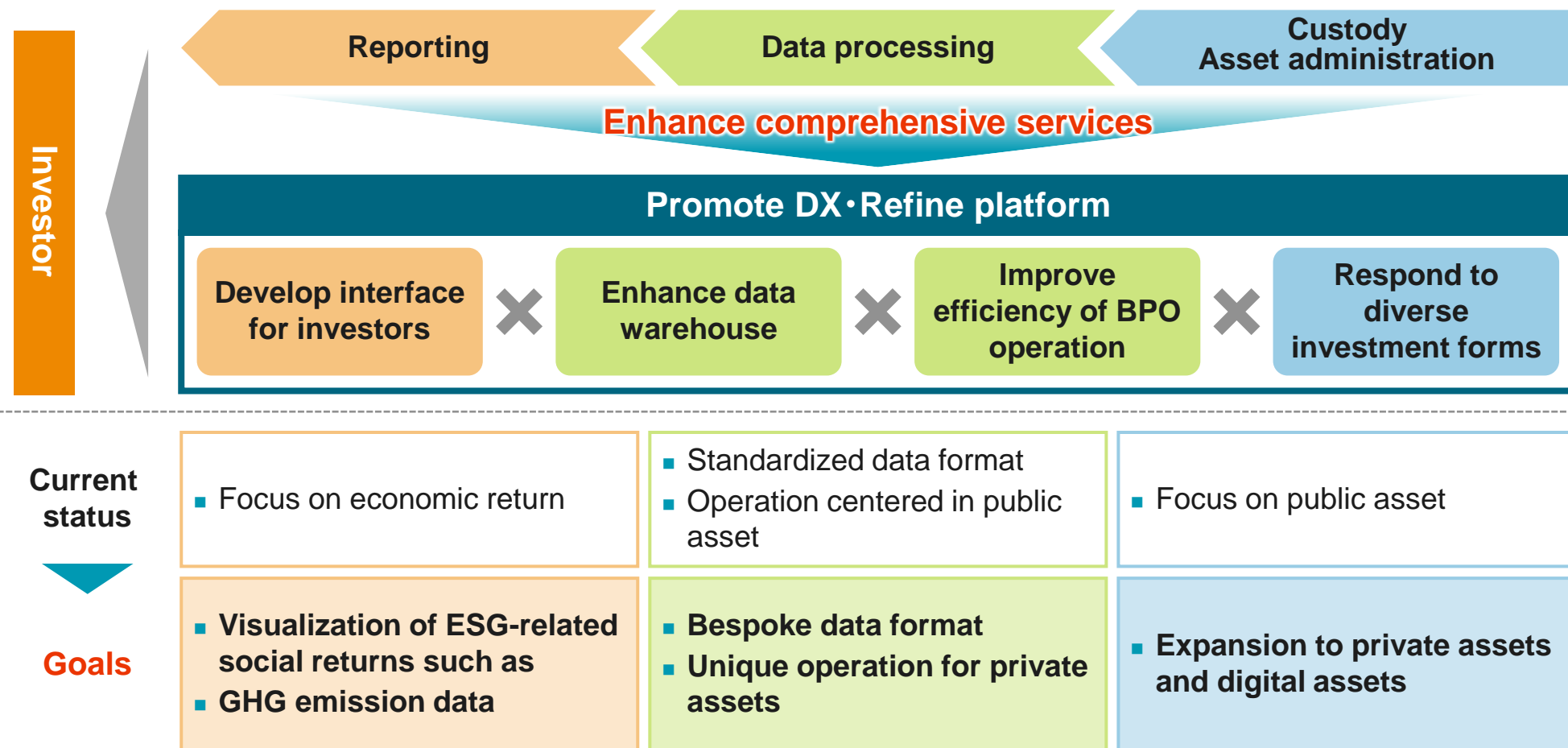
(*)1 Numeral image

(*)2 An investor-led initiative to ensure the world's largest corporate greenhouse gas emitters take necessary action on climate change.

(*)3 Best ESG Engagement Initiative/JPN, (Best Impact Investing Manager/JPN, Best Retail House/JPN and others)

10. Asset administration ~evolution of services in line with asset expansion~

- Support the flow of funds to solve social issues by enhancing asset management services in line with the expansion of private assets
- Strengthen comprehensive services from asset related services to reporting through DX and platform refinement initiatives
- Achieve both virtuous circulation improvement and business growth by offering new knowledge obtained from investment business to clients in global asset management market



Appendix 1. KPIs on businesses for investor clients

	FY21 (Mar. 22)	FY22 (Mar. 23)	FY25 (Mar. 26)	Goals for FY30 (Mar. 31)	
	Actual	Plan	Numeral image(*1)	Numeral image(*1)	Compared to FY22 (Compared to Mar. 22)
AUM	¥27trn	¥130trn	¥165trn	¥230trn	Approx. +¥100trn
Private assets AUM	¥4.1trn	¥4.9trn	¥8trn	¥24trn	Approx. +¥20trn
AUC(*2)	¥258trn	¥261trn	¥270trn	¥460trn	Approx. +¥200trn
Net business profit	¥112.1bn (Adjusted for market factors(*3) : Approx. 82bn)	¥81bn	¥105bn	¥140bn	Approx. +¥60bn (Adjusted for market factors (*3))
ROE	43.3% (Adjusted for market factors(*3): Approx. 31%)	29.1%	33.0%	40.0%	Approx. +9% (Adjusted for market factors (*3))

(*1) Figures are subject to change as they are currently under discussion in the formulation of the next medium-term management plan

(*2) Includes AUC regarding custody and administration businesses, as well as balances of assets serviced by BPO and data services business

(*3) Adjusted for profits related to investment partnership (approx. -20bn), non-recurring profits in an asset management subsidiary (approx. -5bn), etc.

Appendix 2. Innovative collaboration with Apollo to enhance our private asset business

- Leveraging Apollo's platform and know-how to strengthen solutions for investors, including pension funds and retail investors
- Potential to grow the domestic private asset market through co-developed investment products and distribution

APOLLO +  **SuMi TRUST**

Creating diverse investment opportunities for investors

Enhanced access to overseas market for investors
Expansion of the domestic market through the provision of alternative strategies

Acceleration from savings to investment

Educating investors on private assets and potential for portfolio enhancement
Acceleration of funding for private assets

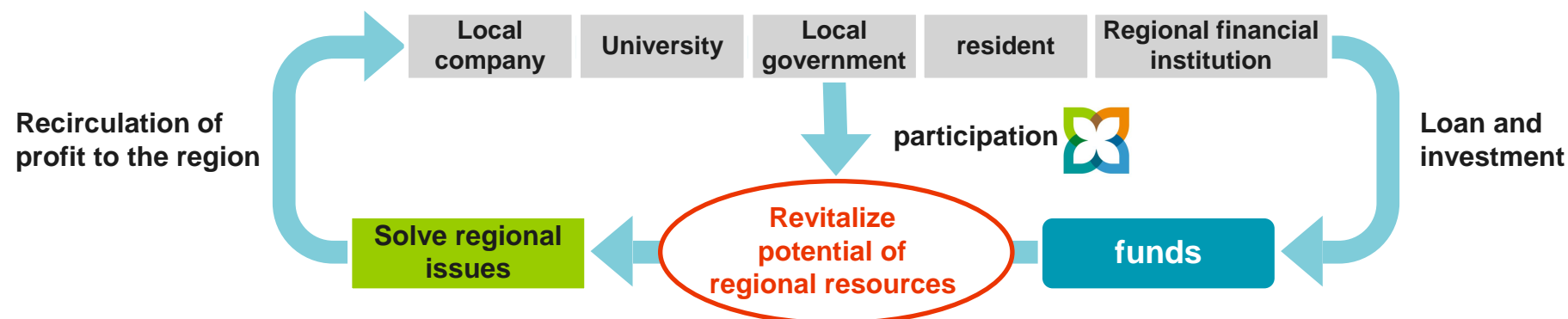
Providing investment solutions

Customized investment products for domestic investors
Development of investment products in collaboration with Apollo

Appendix 3. Establish regional economic ecosystem to solve social issues

- Develop various initiatives to create projects for solving social issues and provide total solutions for investors
- Aim to create virtuous circulation that leads to solving regional issues through industry-government-academia-financial collaboration to establish regional economic ecosystem

Establish regional economic ecosystem



【Total solutions for regional banks and municipalities】

Participation in initiatives related to ESG by regional financial institutions and municipalities

Major Partnership

- Partnership with SCB and NES(*) (Jul.2022)
- Business partnership with Kobe city (Jun.2022)
- Partnership with Odawara city, Yokohama bank and Hamagin Research Institute (Nov.2021)
- Partnership with Ministry of the Environment Hokkaido local environment office (Sep.2021)

【Total solutions for educational institutions】

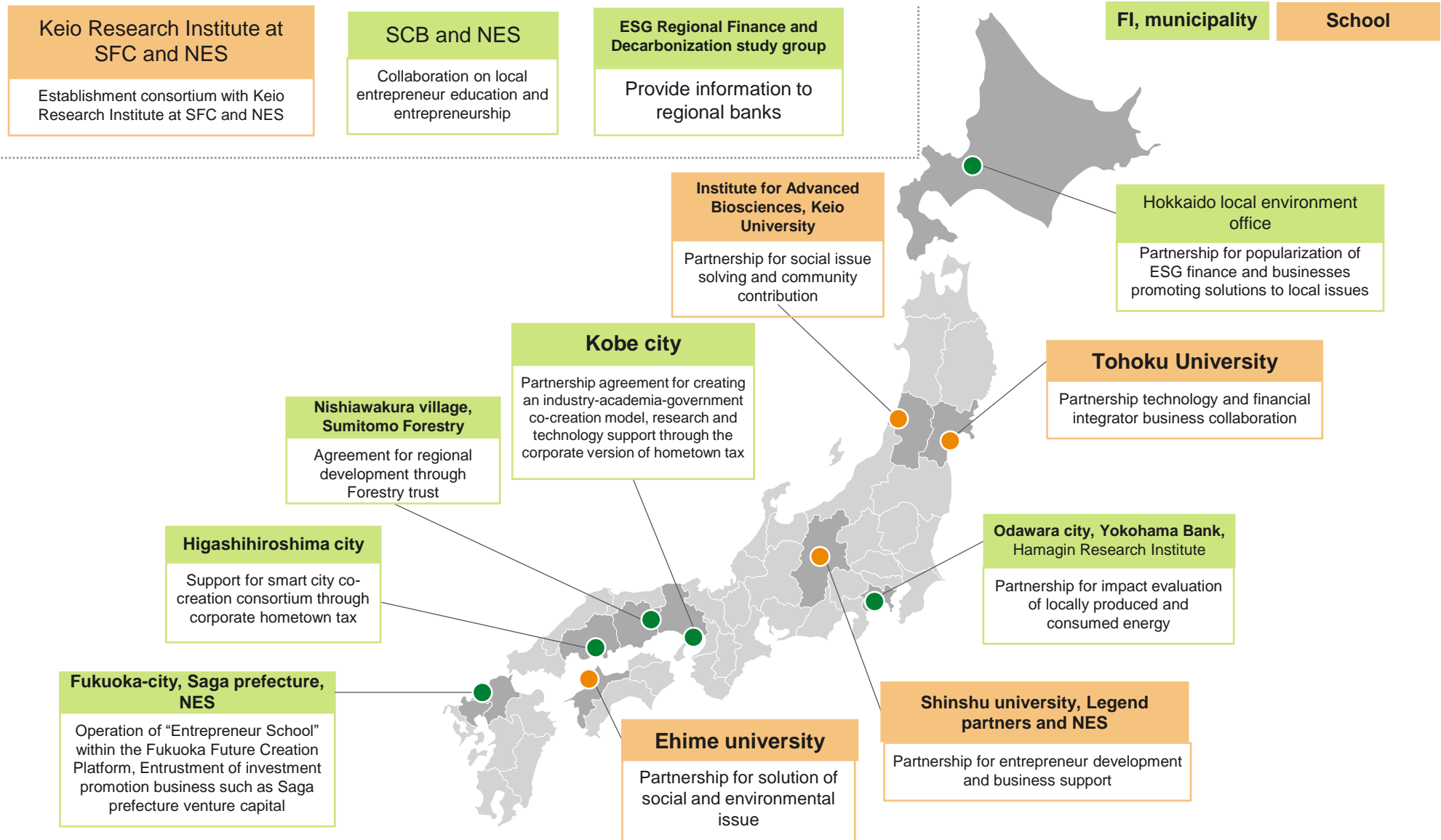
Partnership agreement to support for university research and startup

Major Partnership

- Comprehensive partnership with Ehime University (Jul.2022)
- Comprehensive partnership with Tohoku University (Feb.2022)
- Partner ship with Shinshu University, Legend partners and NES (Feb.2020)
- Establishment consortium with Keio Research Institute at SFC and NES (Jun.2021)

(*) Business: Operating funds, developing entrepreneurs and management members, Shareholders: Legend partners, SuMiTB

(Reference) Major initiatives for establishment regional economic ecosystem



Appendix 4. Collaboration with Bitbank in digital custody services

- Agreement with Bitbank to joint feasibility study of custody services for digital assets in May, 2022
- Possible equity investment in its subsidiary (Japan Digital Asset Trust Preparatory Co., Ltd) is included on the MOU

Administrative safety

cutting-edge and high level administration skills



know-how through trust asset administration business
that we have developed over many years

Various digital asset products

Custody service for major cryptographic asset
(digital asset)



(Future) investment in digital assets from various
investment vehicles

JADAT

Japan Digital Asset Trust Preparatory Company, inc

