

C O R P O R A T E P R O F I L E



Message



Takashi Saruta

Representative Director,
President and CEO

I took over the role of President and CEO of Sumitomo Mitsui DS Asset Management as of April 2020.

A year ago in April 2019, we outlined our commitment to become “the Best Asset Management Firm for Your Better Quality of Life” at the start of the newly merged company. Since then, we have strived to provide top-quality investment performances and services as “professionals” based on the fulfillment of fiduciary duties.

The world was hit by an unprecedented threat, namely the coronavirus outbreak, just when we were feeling a good response in our business toward the slogan “From saving to asset building”. Looking back into the history, we have frequently faced major crises such as Black Monday, the bubble burst in Japan, the Asian crises, the bursting of the dot.com bubble, the global financial crisis and so on. But we have overcome all of them by mobilizing all available resources across the world. Financial markets made a comeback and the global economy kept expanding. We must conquer the latest threat as well by orchestrating the wisdom of mankind and I’m sure we can do it.

I think sustainability will be required furthermore from now on in various aspects, given the current chaotic circumstances. That is, our mission as an asset management company is to steadily boost our investment performance in absolute terms and simultaneously improve risk adjusted return so that our customers can successfully build their assets for the long-term. To this end, it becomes more important than ever to sort out based on in-depth research from various points of view including ESG and invest in industry, company, security, product, real estate etc. which can achieve sustainable growth. I believe that our everyday efforts will eventually improve sustainability of the whole world in the long run.

To fulfill this mission, I will urge each employee to adopt our five values, namely “Sincerity”, “Challenge”, “Agility”, “Passion” and “Teamwork” as a code of conduct and also commit himself/herself as a professional to contribute to our customers’ Quality of Life.

We hope you'll be looking forward to our future.

Mission, Vision and Values

In the pursuit of our goals, we define Our Mission, Vision and Values. We believe practicing these values will enable us to quickly respond to structural changes in technologies and the global economy, and contribute to a better quality of life for our customers and all other stakeholders.

Our Mission & Vision

**Towards The Best Asset Management Firm
For Your Better Quality of Life.**

We, as professionals, focus on:

- Delivering the best-in-class investment performance, while maintaining the highest standards of fiduciary responsibility to our clients,
- Contributing to a diversified and sustainable society through our investment activities.

To these ends, we commit ourselves to:

- Aiming for collective growth, based on a respectful understanding of all stakeholders,
- Creating a flexible working environment that allows all employees to reach their full potential.

Our Values

- Sincerity**
Customers' interest first
We act in fair and responsive manner by placing customers' interest as our values to become their most trusted partner.
- Agility**
Time - strategic resources
We address issues in a time-conscious manner to deliver new products and services to our customers earlier than peers.
- Challenge**
Confront the Status quo
We challenge norms by exploring extraordinary products, services and processes in pursuit of the highest standard of investment management services.
- Passion**
Strive for an extra basis point
We dedicate ourselves to improve investment performance and business efficiency across all business areas.
- Teamwork**
Tackle conflict head-on in pursuit of value
We embrace diversity of views and ideas, and make collective efforts to achieve what cannot be done by one person alone.

History

	1973	Established Daiwa International Capital Management
	1976	Began management services for overseas pension funds
	1981	Began management services of oil-related funds for Government Agencies in the Middle East
Established Sansei Capital Management (renamed to Mitsui Life Global Asset Management in 1999)	1985	Established Sumigin Bankers Investment Management (renamed to SB Investment Management in 1990)
Established Sumitomo Life Asset Management (renamed to Sumitomo Life Investment in 1999)	1989	
Established Taiheiyo Investment Trust (renamed to Sumisei Global Investment Trust Management in 1999)	1993	Established SBIM Investment Trust Management
Sakura Asset Management and Sakura Investment Trust Management merged to form Sakura Investment Management	1997	
	1999	Daiwa SB Investments formed from a merger of the 3 corporations, Daiwa International Capital Management, SB Investment Management, and SBIM Investment Trust Management Ownership: Daiwa Securities Group (44%), Sumitomo Bank Group (currently Sumitomo Mitsui Financial Group 44%), TRPH Corporation (10%), The Sumitomo Trust and Banking (currently Sumitomo Mitsui Trust Bank 2%)
Mitsui Marine Asset Management and Sumitomo Marine Asset Management merged to form Mitsui Sumitomo Insurance Asset Management	2001	
Sumitomo Mitsui Asset Management formed from a merger of the 5 corporations, Mitsui Life Global Asset Management, Sakura Investment Management, Mitsui Sumitomo Insurance Asset Management, Sumisei Global Investment Trust Management, and Sumitomo Life Investment	2002	
Ownership: Sumitomo Life Insurance (35%), Mitsui Life Insurance (currently Taiju Life Insurance 30%), Mitsui Sumitomo Insurance (17.5%), Sumitomo Mitsui Banking Corporation (17.5%)	2007	Established Seoul Representative Office (closed May 2013)
Established Kansai Office (currently Osaka Branch)	2008	
	2009	Established Shanghai Representative Office
Became a signatory to the UN Principles for Responsible Investment (PRI)	2010	
Formed alliance with UOB Asset Management, an asset management company in Singapore	2012	Became a signatory to the UN Principles for Responsible Investment (PRI)
Established UOB-SM Asset Management as a joint venture (JV) in Singapore	2013	Established Osaka Branch
Merged with Toyota Asset Management and established Nagoya Branch	2014	Declared acceptance of the "Principles for Responsible Institutional Investors" (Japan's Stewardship Code) and disclosed policies based on the Code to the public
Declared acceptance of the "Principles for Responsible Institutional Investors" (Japan's Stewardship Code) and disclosed policies based on the Code to the public	2015	
Formed strategic and capital alliance with Misaki Capital	2015	
Acquired Nikko Global Wrap as a wholly-owned subsidiary	2015	
Became the first major asset management company to directly offer investment trust online	2015	
Announced "Our Commitment to Fiduciary Duties" and its specific measures as "Our Fiduciary Action Plans"	2015	
Established "Fiduciary Duty third party committee"	2015	
Established the Research Center for Financial Smart Data, jointly with the National Institute of Informatics (NII) to explore new technology in Fintech field	2016	
Became a consolidated subsidiary of Sumitomo Mitsui Financial Group	2017	Announced "Principles Concerning Customer-Oriented Business Conduct" by Financial Services Agency

2019 Sumitomo Mitsui Asset Management and Daiwa SB Investments merged to form **Sumitomo Mitsui DS Asset Management**

2019 Became a supporter to the FSB Task Force on Climate-related Financial Disclosures (TCFD)

Commitment to Fiduciary Duties

In August 2015, we were the first in the industry to announce “Our Commitment to Fiduciary Duties,” which outlines principles to manage clients’ valuable assets. At the same time, we also announced “Our Fiduciary Action Plans” containing specific measures in the areas of investments, product development, client services, and corporate management to ensure that each employee fulfills his or her responsibilities as an asset manager and that he or she deliver performance and service that truly match each client’s needs.

Since then, we have continued our challenges to become industry leaders as we periodically revise the action plans taking into account suggestions by FD Advisory Board composed of external experts. In June 2018, we published KPIs to show how we have implemented our fiduciary duties.

As a responsible asset manager, we aim to bring innovation to the asset management industry so that we will contribute to steady asset formation and better Quality of Life for all clients as well as economic growth by supplying risk money to capital markets.

Our Commitment to Fiduciary Duties

Investments

1. Contribute to building clients’ wealth with advanced investment techniques
2. Invest clients’ assets according to the clients’ needs
3. Explain investment objectives and situations concisely
4. Become the top global asset manager in Asian Investment including Japan
5. Become the top runner in Japan in the SRI and ESG fields

Product Development

1. Constantly provide high-quality products that meet global standards
2. Develop products which properly match the clients’ needs
3. Set fees that are rational and that clients are comfortable with

Client Services

1. Provide earnest services to build long-term relationships with clients
2. Provide accurate and useful information and means to build clients’ wealth
3. Never provide unsuitable products to clients
4. Prioritize helping clients understand our products easily

Corporate Management

1. Ensure transparency at all levels of management
2. Properly manage the conflicts of interest
3. Make effort to improve operational quality
4. Always strive for improvement in productivity
5. Develop and evaluate people who will put a customer first

Our Business

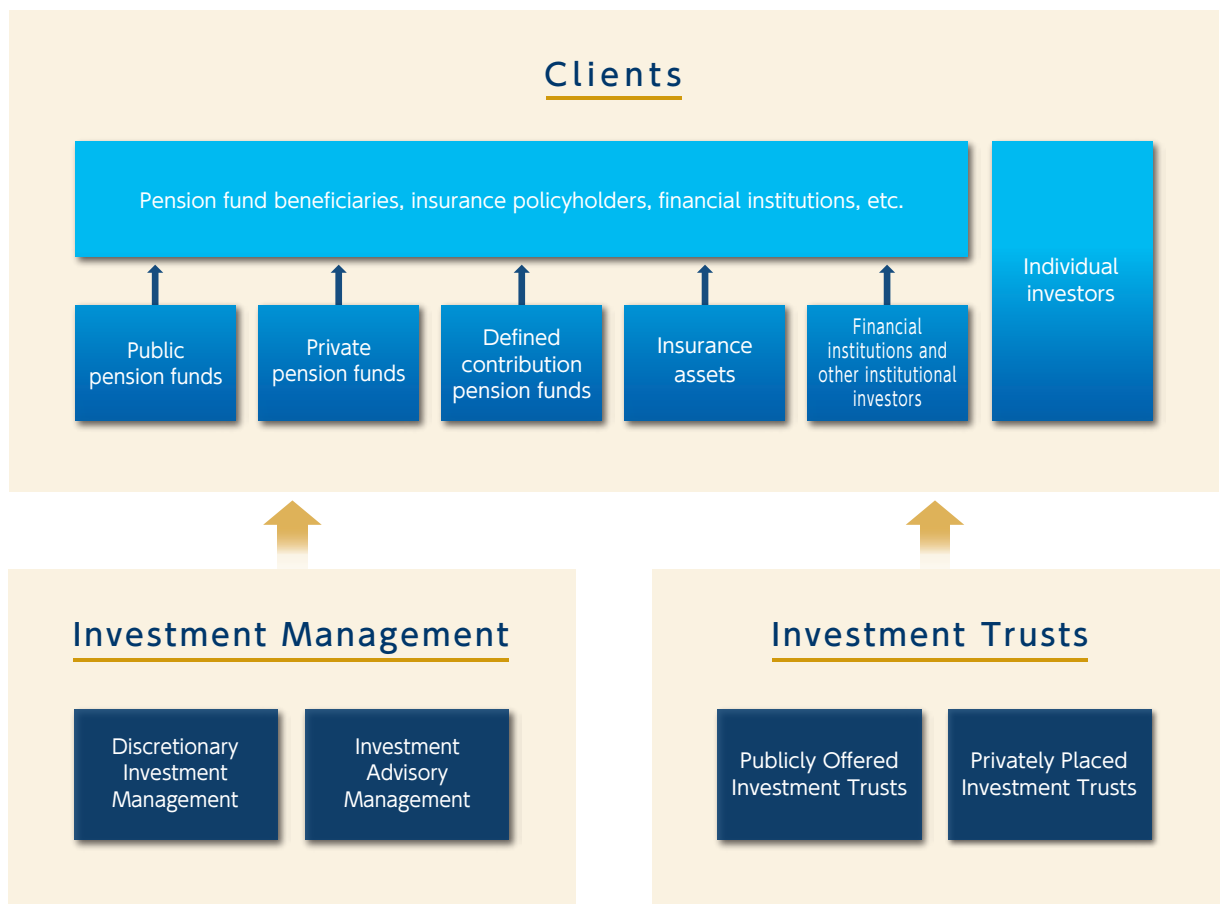
Leveraging our industry-leading research platform and global network, we provide high quality asset management services that meet specific needs of our diverse client base composed of Japanese and non-Japanese institutional (pension funds, financial institutions, etc.) and individual investors.

Investment Management

We offer discretionary investment management services as well as investment advisory services for public and private pension funds, sovereign wealth funds and financial institutions including banks and insurance companies in Japan and overseas.

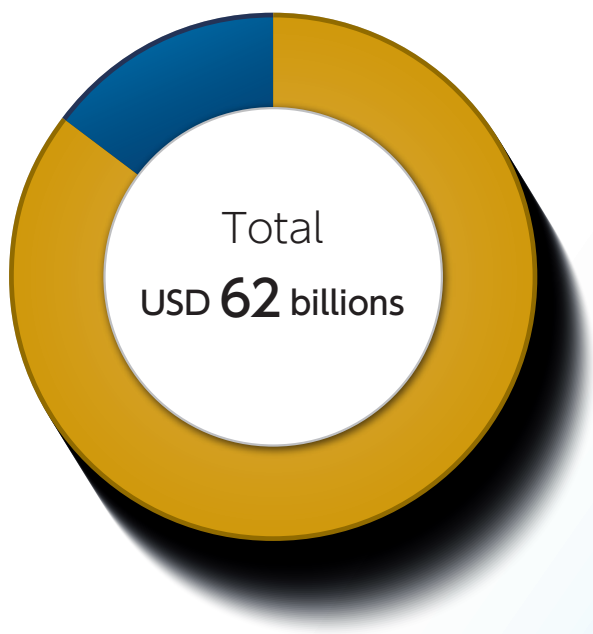
Investment Trusts

We offer a broad range of products to meet various clients' need. Publicly offered investment trusts are for retail investors and subscribers of defined contribution pension funds while privately placed investment trusts are for corporations, financial institutions and group annuities.



Assets under Management

Institutional Accounts



■ Domestic **USD 53** billions

Discretionary
Accounts
(Pension Funds) **USD 26** billions

Discretionary
Accounts (Others) **USD 4** billions

Investment Advisory
Accounts **USD 23** billions

■ Overseas **USD 9** billions

Investment Trusts



■ Publicly
Offered Funds **USD 38** billions

■ Privately
Placed Funds **USD 37** billions

(Notes)

As of March 31, 2020.

Figures shown in US dollars are conversions from Japanese yen based amounts, at USD/JPY 107.955

Investment Philosophy

Investment Philosophy

As investment professionals conscious of sustainability, we are committed to provide the “best in quality” performance over the medium and long term.

In order to achieve this, we shall strive to provide stable returns by actively incorporating new investment methodologies and by responding to ever changing market environments.

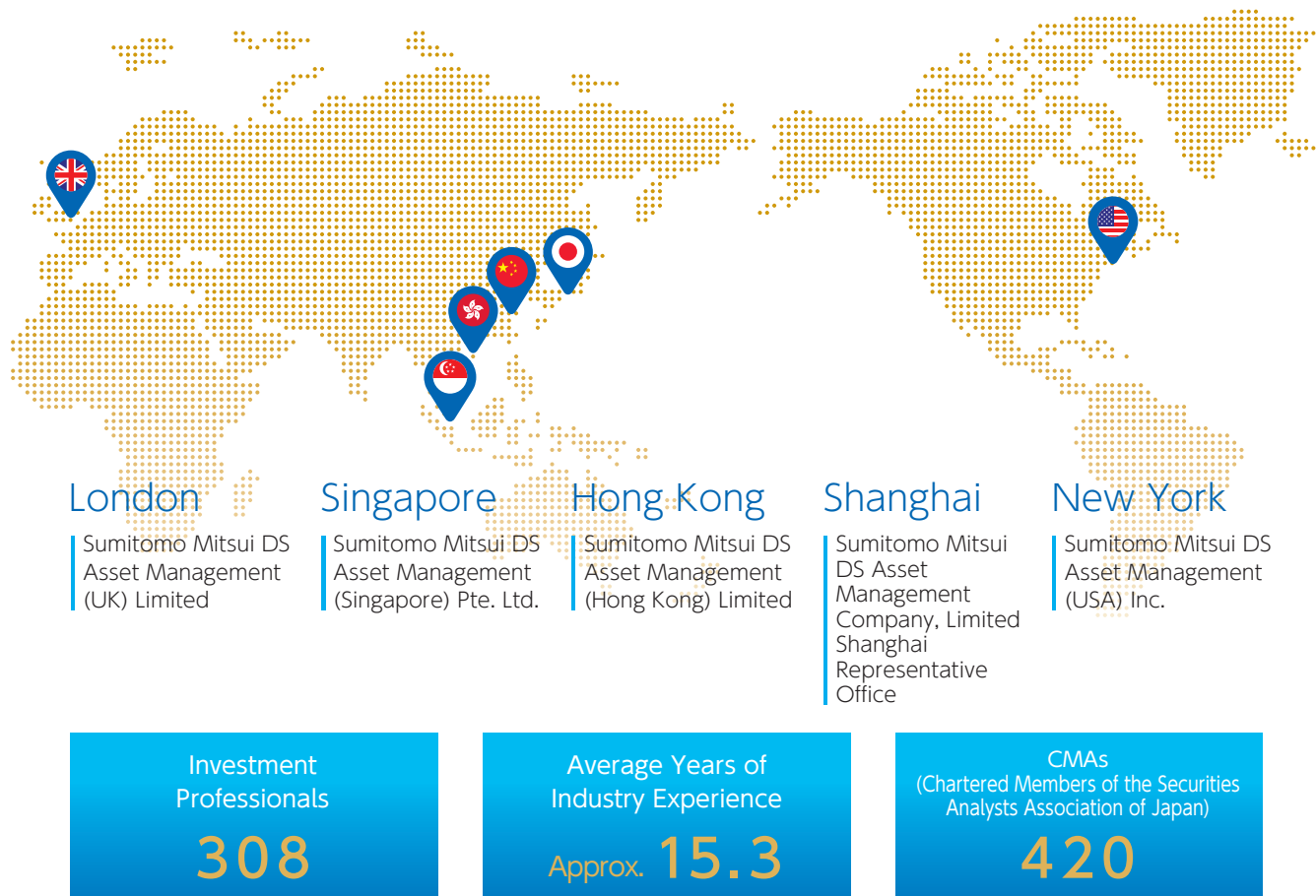
Regarding active investments, we shall specify existing market inefficiencies and turn them into investment opportunities through establishing disciplined investment approaches to capture excess returns.

In order to achieve this we shall execute the following.

- Conduct thorough & proprietary research on a global basis to reveal inefficiencies.
- Take appropriate risks driven by professional judgments and based on risk tolerance levels.
- Manage risks from multidimensional perspectives.
- Control and improve product quality on an ongoing basis for all investment processes.

Investment Research Platform

With our network of over 300 investment professionals in Japan and overseas, we have established a global investment research platform that allows us to meet clients’ diverse asset management needs.



* As of April 1, 2020.

Responsible Investment

We endorsed the Principles for Responsible Investment (PRI) and the “Principles for Responsible Institutional Investors” (Japan’s Stewardship Code) and will actively engage in activities as a responsible institutional investor.

See our website for details: https://www.smd-am.co.jp/english/corporate/responsible_investment/.

Initiatives to Fulfill Our Stewardship Responsibilities

By conducting stewardship activities such as appropriate engagement with investee companies, we will provide high quality investment returns to our clients and their final beneficiaries while contributing to economic growth and the healthy growth of Japan’s capital market as part of the investment chain.

1. We will strive to strengthen our network of analysts, fund managers, and other investment professionals and integrate know-hows in order to conduct appropriate stewardship activities for investee companies.
2. We will appropriately manage conflicts of interest and always prioritize the interest of our clients and their beneficiaries when conducting investment activities and exercising voting rights.
3. We will strive to understand investee companies and others, and contribute to the enhancement of their value by engaging them into purposeful dialogue aiming to facilitate sustainable growth, increasing corporate value and damage prevention.
4. We will continuously work to improve our capabilities, including our ability to communicate with investee companies, our ability to analyze current and future conditions, and our ability to make suggestion that enhance value.
5. We will publish an overall summary of our stewardship activities on our website once a year. We will also publish information regarding the exercise of voting rights each quarter, including aggregated results by proposal category and all votes on proposals.

ESG Investment Initiatives

As the global business environment changes, non-financial information such as environmental, social, and corporate governance (ESG) information has become more important to analyze the stability, sustainability, and medium- to long-term corporate value enhancement of investee companies.

By incorporating the analysis and assessment of such non-financial information into the investment process taking into account each product’s investment philosophy and investment horizon, we will fulfill our fiduciary duties to provide high quality investment returns to our clients and their final beneficiaries.

Company Overview

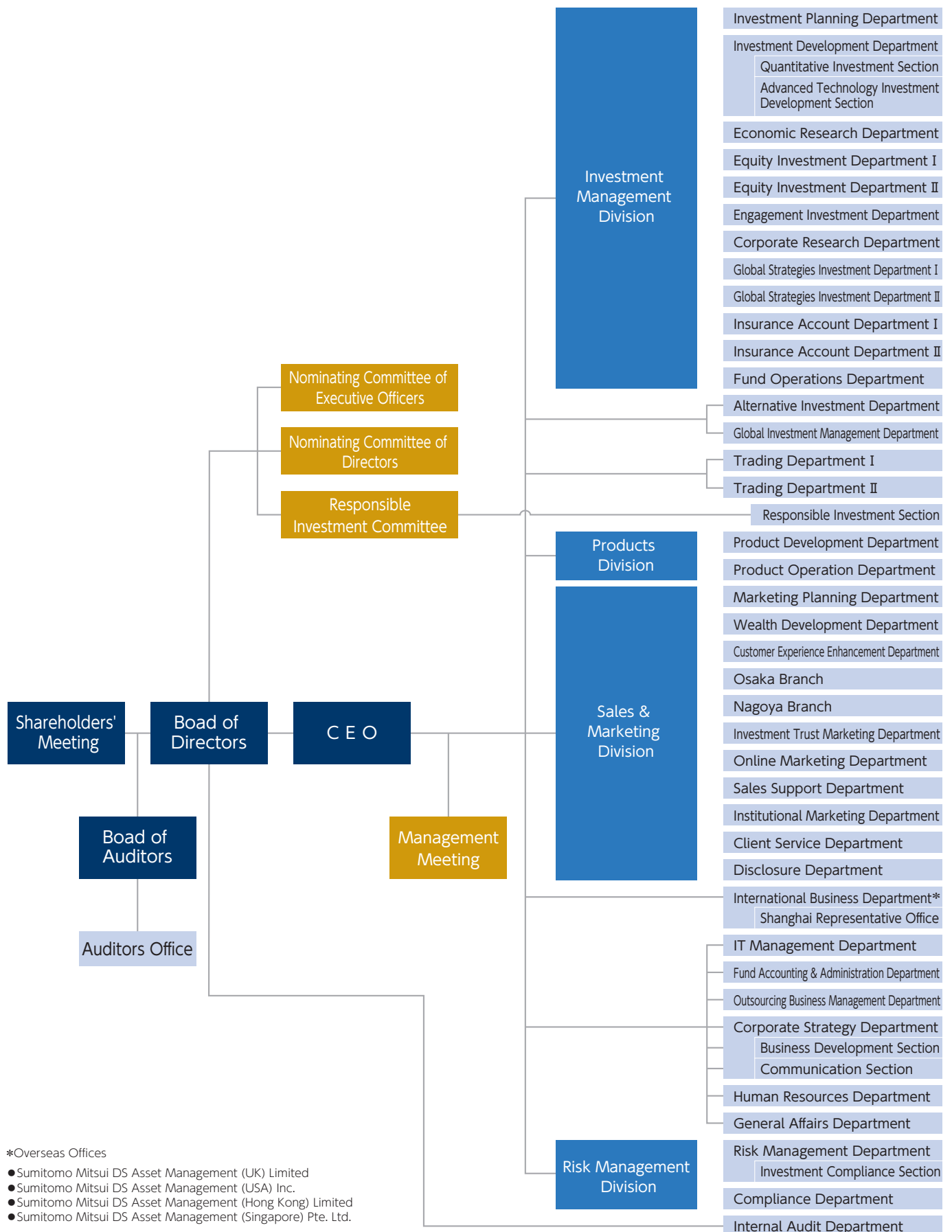
Name	Sumitomo Mitsui DS Asset Management Company, Limited
Home Address	Toranomon Hills Business Tower 26F, 1-17-1 Toranomon, Minato-ku, Tokyo 105-6426, Japan Tel. +81-3-6205-0200
Paid in Capital	JPY 2 billion
Business	(a) Investment Management Business (b) Investment Advisory and Agency Business (c) Type II Financial Instruments Business
Representative	Representative Director, President and CEO Takashi Saruta
Number of Staff	1,074 (as of April 1, 2020 including overseas offices)
Ownership	Sumitomo Mitsui Financial Group 50.1% Daiwa Securities Group 23.5% Mitsui Sumitomo Insurance 15.0% Sumitomo Life Insurance 10.4% Sumitomo Mitsui Trust Bank 1.0%
Registered Number	Kanto local Finance Bureau (KINSHO) No.399
Membership	Japan Investment Advisers Association The Investment Trusts Association, Japan Type II Financial Instruments Firms Association

Domestic Offices	
Osaka Branch	Yodoyabashi Mitsui Building 3F, 4-1-1 Imabashi, Chuo-ku, Osaka, 541-0042, Japan Tel. +81-6-4707-4855
Nagoya Branch	Nagoya Lucent Tower 15F, 6-1 Ushijimachou, Nagoya Nishi-ku, Aichi 451-6015, Japan Tel. +81-52-587-5491
Subsidiary	Nikko Global Wrap Ltd. Koamicho Nikko Building, 9-2, Nihonbashi Koamicho, Chuo-ku, Tokyo 103-0016 Japan Tel. +81-3-4577-8800

Overseas Offices	
Shanghai	Sumitomo Mitsui DS Asset Management Company, Limited Shanghai Representative Office Suite1002, 10/F, CITIC Square, 1168 Nanjing Road West, Shanghai, 200041, China Tel. +86-(0)21-5292-5960
UK (Subsidiary)	Sumitomo Mitsui DS Asset Management (UK) Limited 5 King William Street, London EC4N 7DA, United Kingdom Tel. +44-(0)20-7507-6400
USA (Subsidiary)	Sumitomo Mitsui DS Asset Management (USA) Inc. 300 Park Avenue, 16th Floor, New York, NY10022, United States Tel. +1-212-418-3030
Hong Kong (Subsidiary)	Sumitomo Mitsui DS Asset Management (Hong Kong) Limited 6/F, One International Finance Centre, 1 Harbour View Street, Central, Hong Kong Tel. +852-2521-8883
Singapore (Subsidiary)	Sumitomo Mitsui DS Asset Management (Singapore) Pte. Ltd. 7 Straits View, #16-04 Marina One East Tower, Singapore 018936 Tel. +65-6297-6811

Organization

(As of June 1, 2020)



*Overseas Offices

- Sumitomo Mitsui DS Asset Management (UK) Limited
- Sumitomo Mitsui DS Asset Management (USA) Inc.
- Sumitomo Mitsui DS Asset Management (Hong Kong) Limited
- Sumitomo Mitsui DS Asset Management (Singapore) Pte. Ltd.

For Your Better
Quality
of Life

Quality of Life に貢献する
最高の資産運用会社へ。

Sumitomo Mitsui DS Asset Management Company, Limited

Toranomon Hills Business Tower 26F,
1-17-1 Toranomon, Minato-ku, Tokyo 105-6426, Japan
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and Type II Financial Instruments Firms Association.