

Press Release  
1 July 2020

Sumitomo Mitsui Trust Asset Management Co., Ltd.

## **SuMi TAM opens its first office in the Americas**

Sumitomo Mitsui Trust Asset Management Co., Ltd. (SuMi TAM), one of the largest asset managers in Japan with an AUM of \$626 billion\* has established its first presence in the Americas with the opening of an office in midtown Manhattan in New York.

The office forms part of a new subsidiary, Sumitomo Mitsui Trust Asset Management Americas, Inc. (SuMi TAMA). SuMi TAMA will provide U.S. investors access to SuMi TAM's portfolio management expertise focusing on return streams within Japan's markets not typically captured by U.S. investors, such as the Japanese micro-cap market. SuMi TAMA will develop a new suite of products specifically tailored to the U.S. market based on client demand. Initially SuMi TAMA will offer unique Japanese equity strategies like micro-cap equities, followed by Impact Opportunities, leveraging its extensive fundamental research, ESG, and Stewardship capabilities. SuMi TAMA's fund distribution efforts will be led by locally hired relationship managers.

SuMi TAMA will also conduct research on external products for Japanese investors, including those from U.S. based managers, and serve as the operational hub for SuMi TAM's global ESG activities by engaging with U.S. companies that SuMi TAM invests in. SuMi TAM believes that ESG consideration in investment management is integral to the pursuit of upside potential, curbing downside risks, and has taken initiatives through its ESG Research and Development Office to support a global approach.

The new U.S. entity will be led by Shigeki Katoh, President and CEO of SuMi TAMA. Mr. Katoh is a seasoned professional with 28 years of asset management experience at SuMi TRUST. He will report to Yoshio Hishida, Representative Director and President of SuMi TAM in Tokyo.

Yoshio Hishida said: "Establishing a new office in the U.S. is part of our strategic expansion and a big step towards achieving our goal to strengthen SuMi TAM's global presence within the asset management industry. We know that the U.S. can be a tough market for non-U.S. managers, and understand that it may take time for our efforts to bear fruit. But we believe we can expand our footprint by building long term relationships with investors, meeting their expectations, and earning their trust."

Shigeki Katoh said: "Our presence in the U.S. means we are better positioned to offer U.S. investors access to SuMi TAM's unique and differentiated investment capability, provide Japanese investors with products previously less accessible, and engage with U.S. companies from an ESG standpoint. Through our efforts, SuMi TAMA will contribute and add value for investors both in the U.S. and in Japan."

\*As of the end of May 2020.

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