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## **SuMi TRUST establishes investment marketing team in Luxembourg**

Sumitomo Mitsui Trust Asset Management (SuMi TRUST), one of Asia's largest asset managers with \$759bn in assets under management (AUM)\*, has established a new investment marketing team in its office in Luxembourg to enhance its relationship with EU-based investors. The team, part of Sumitomo Mitsui Trust Bank Luxembourg S.A. (SuMiTB Lux), will promote SuMi TRUST's investment products on the firm's behalf\*\*.

The creation of the new team is part of SuMi TRUST's strategy to further enhance its global presence, including to EU-based investors. The firm's overseas AUM has grown 20-fold over the past nine years and the new team will build on this momentum and accelerate its investment marketing activities in the EU market\*\*\*.

[Jun Kito](#), Head of Investment Management, will lead the new team. He is a seasoned industry professional with 27 years of asset management experience with SuMi TRUST and has been involved in the firm's international asset management business for European investors since 2013.

Through the new investment marketing team SuMi TRUST will bolster its offering for EU-based investors, including a diverse lineup of investment strategies with a focus on Japanese equities, backed by the extensive resources and local expertise of its investment management professionals. In addition, SuMi TRUST provides tailored global equity passive strategies to segregated account investors to assist in their geographical manager diversification.

Until recently, the region was covered by SuMi TRUST's London-based company, Sumitomo Mitsui Trust International (SuMiTI). Going forward, SuMiTB Lux will cover the EU countries while SuMiTI will continue to focus on the UK and EMEA excluding the EU.

[Yoshio Hishida](#), President and CEO of SuMi TRUST, said: "We believe that the EU market is extremely important to expand our global presence, which is one of our top management priorities. Establishing the team in Luxembourg underlines our commitment to strengthen our relationship with EU investors. With the new team in place, we will further deepen our connections with investors in this region."

[Tetsuya Handa](#), Managing Director of SuMiTB Lux, said: "With the launch of the new team, we are now able to further foster our relationship with EU investors. As an EU hub, we will deliver SuMi TRUST's established and differentiated investment products with the meticulous client service we are well known for. We are confident that the investment capability of SuMi TRUST and our commitment to the region will make us an ideal partner for EU investors seeking to diversify their portfolios."

For SuMiTB Lux our new team and office marks a very important step. Combining our longstanding experience in fund administration with investment marketing in collaboration with SuMi TRUST will be key to meeting the needs of our clients and strengthening our presence in this market.”

\*As of the end of December 2021.

\*\*Sumitomo Mitsui Trust Bank Luxembourg S.A. (SuMiTB Lux) will form part of Sumitomo Mitsui Trust Bank. Sumitomo Mitsui Trust Asset Management (SuMi TRUST) is part of the same holding group as Sumitomo Mitsui Trust Bank, Sumitomo Mitsui Trust Holdings.

\*\*\*SuMi TRUST’s overseas AUM grew 20-fold between March 2012 and December 2021.