

**Low-rise residential development in Ho Chi Minh City suburb**  
 ~Promoting real estate development in Vietnam  
 with the establishment of a local subsidiary~

Sumitomo Forestry Co., Ltd. (President and Representative Director: Toshiro Mitsuyoshi; headquarters: Chiyoda-ku, Tokyo; hereinafter, Sumitomo Forestry) will develop and sell a low-rise residential building complex in Ba Ria-Vung Tau Province, a suburb of Ho Chi Minh City, Vietnam. This project will be conducted in collaboration with Kim Oanh Group (Chairwoman: Dang Thi Kim Oanh; headquarters: Ho Chi Minh City), a Vietnamese real estate development company. This is the first time Sumitomo Forestry is involved in the development of a low-rise residential building complex in Vietnam. Participation will take place through Sumirin Vietnam,<sup>\*1</sup> a local subsidiary to be established to coincide with this project. Sumirin Vietnam will build its experience and knowledge of real estate development to expand its business operations in Vietnam, a market with great potential for future growth.

■ Development outline

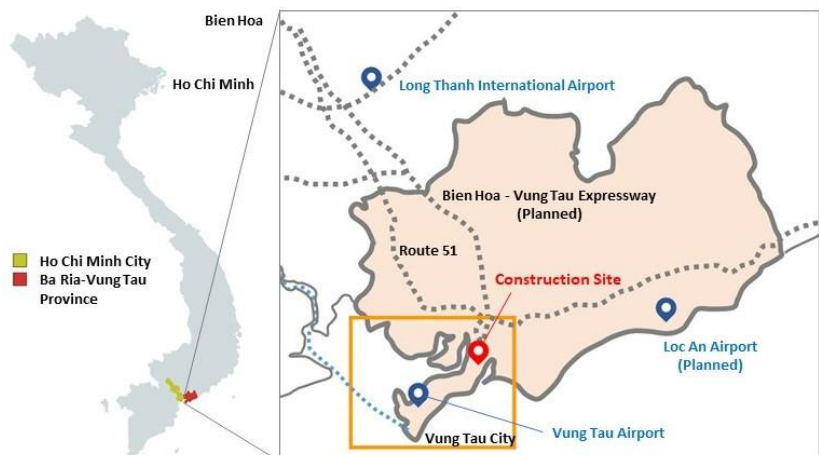
The developer is KS Sustainable Development JSC,<sup>\*2</sup> a company jointly owned by Sumirin Vietnam and Kim Oanh Group. The project is a three-story, 118-unit, low-rise residential building complex on an approximate 20,500m<sup>2</sup> plot. With nursery schools, numerous parks, and green areas, the development aims to create a prosperous community for households who work in Vung Tau. Utilizing our design know-how accumulated through our many years of experience in Japan, we will propose facades and landscapes that create a sense of unity throughout the development site.



While Sumitomo Forestry has participated in the development of 2,439 condominiums<sup>\*3</sup> in Ho Chi Minh City, this is our first effort to develop a low-rise residential building complex in Vietnam.

■ Location characteristics

Ba Ria-Vung Tau Province, together with Ho Chi Minh City and its neighboring provinces, is designated as a key southern economic region, forming the Greater Ho Chi Minh economic zone. The regional economy is strong, with abundant oil, natural gas and other natural resources, industrial parks, and an international port that serves as a distribution hub. In 2021, the per capita GRDP (gross regional domestic product)



exceeded that of Ho Chi Minh City, making it the fastest growing region in the country. Further growth is expected with the development of the new Long Thanh International Airport and highways.

## ■ Kim Oanh Group

Kim Oanh Group is a developer of spec homes in southern Vietnam. Through its group companies, the company is involved in a wide range of development efforts, from design, construction, sales, and property management. Kim Oanh Group is also actively developing environmentally conscious real estate projects, with plans to acquire LEED<sup>\*4</sup> certification for a high-rise condominium currently under development.

Kim Oanh Group's philosophy is "mutual prosperity, for both self and others" and "value creation through community building." This collaboration between Sumitomo Forestry and Kim Oanh Group was realized thanks to shared philosophies and business policies. With a commitment to providing high-quality housing and contributing to the carbon neutrality of Vietnam, both companies will work in a long-term partnership through KS Sustainable Development JSC.

## ■ Outlook

Vietnam is expected to continue to experience a high demand for housing due to the increasing desire among younger generations to buy houses with their rise in incomes and the growth in the number of new households with the trend in nuclear families. Through Sumirin Vietnam, its local subsidiary in Vietnam, Sumitomo Forestry will provide safe, secure, and high-quality housing and expand its real estate development operations in Vietnam. In addition, Sumitomo Forestry will reduce CO<sub>2</sub> emissions during construction by replacing building materials with those with lower environmental impact and other efforts. It will also reduce CO<sub>2</sub> emissions during occupancy by controlling air conditioner use through ventilation and lighting. Furthermore, the company will contribute to Vietnam's goal to be carbon neutral by 2050 through its efforts to acquire environmental certification and develop environmentally conscious buildings.

Sumitomo Forestry Group is engaged in a broad range of global businesses centered on wood, including forestry management, the manufacture and distribution of wood building materials, wooden building construction, such as single-family homes, real estate development, and biomass power generation. One of the basic policies of Mission TREEING 2030 Phase 1, our medium-term management plan for 2024, is "acceleration of global expansion" with a goal to create a profit base in Asia.<sup>\*5</sup> In Vietnam, Sumitomo Forestry Group has been engaged in the manufacture and distribution of wood and building materials since 2012. Taking advantage of the synergies among our Group companies, we will strive to strengthen our earnings base in Vietnam.

\*1 As of April 17, 2023. As the company has yet to be established, the company name is tentative.

\*2 As of April 17, 2023. As the company has yet to be established, the company name is tentative.

\*3 Related press release: <https://sfc.jp/english/pdf/20150929.pdf>

\*4 An environmental performance rating system for buildings and site use developed and operated by the USGBC (US Green Building Council).

\*5 Please refer to the reference materials below.

## ■ Property overview

Location	Ba Ria-Vung Tau Province, Vung Tau City, Section 12
Total units	118 (scheduled)
Site area	20,498 m <sup>2</sup>
Structure/Floors	Reinforced concrete structure, three floors
Start of sales	October 2023 (tentative)
Start of delivery	About June 2024

## ■ Kim Oanh Group

Headquarters	Binh Thanh District, Ho Chi Minh City
Representative	Dang Thi Kim Oanh

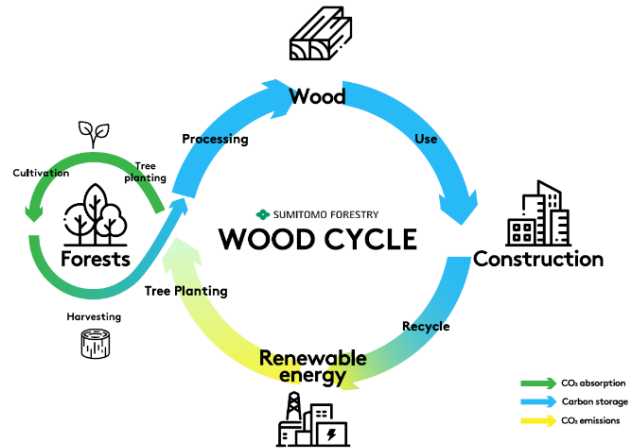
Establishment	2008
History	Established in 2008 under the name Kim Oanh Real Estate Joint Stock Company as a real estate brokerage company, created a real estate development company in 2009, and entered the spec home development business in 2015.

<Reference materials>

In February 2022, Sumitomo Forestry Group announced Mission TREEING 2030, its long-term vision. With 2030 as our target year, the same as our SDGs, this vision outlines our direction, our business policies, and what type of company we aim to be. One of our business policies under this vision is “advancing globalization” where we will expand our overseas group operations in North America, Australia, Europe, and Asia.

To achieve our long-term vision Mission TREEING 2030, we have also formulated Mission TREEING 2030 Phase 1, our medium-term management plan for 2024. By creating a profit base in Asia, primarily Vietnam, Indonesia, and Thailand, we are striving for “acceleration of global expansion.”

## Mission TREEING 2030



For more information about our long-term vision, please refer to our video or special website.

long-term vision video: <https://www.youtube.com/watch?v=xsKRGNOJyyw>

long-term vision special website: <https://sfc.jp/english/corporate/vision/>

medium-term management plan special website: <https://sfc.jp/english/corporate/vision/mid-term/>