

Scott Park Group Pty Ltd.



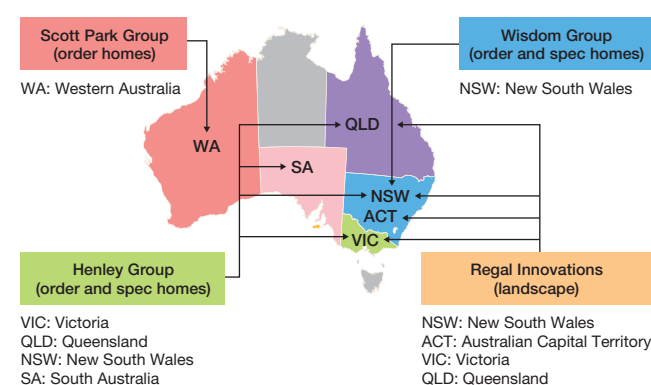
Business outline

- Scott Park Group engages in the order home business in Western Australia (WA) with its headquarters in Perth, the fourth largest city in Australia.



Office Group Photo

- Since its establishment in 2006, it has remained strongly committed to quality and continued to pursue the delivery of dedicated customer services in the highly competitive WA housing market, and grown to become a major builder.
- WA is blessed with rich natural resources, and in recent years, has been putting effort into promoting industries other than resources, including infrastructural investment, healthcare, and education. It is expected to achieve stable economic growth and employment growth.
- The WA housing market has strong potential, backed by forecasts of medium- to long-term population growth due to an increase in the number of interstate and overseas migrants.
- Scott Park Group engages in the order home business under four brands that serve a wide range of customer needs.



Basic Data

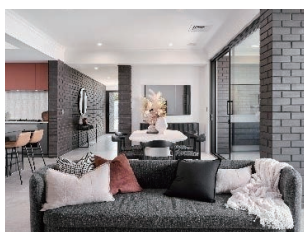
Trade name: Scott Park Group Pty Ltd
Representative: Scott Park (Managing Director)
Head office: Osborne Park, Western Australia
Established: 2006
Business: Order home business in Western Australia
Number of employees: 560 (as of June 30, 2024)

Product (brand) feature

Redink Homes

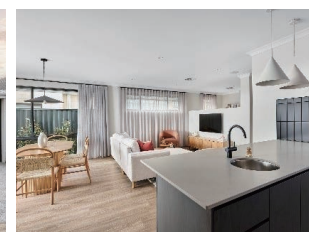
The flagship brand that offers customers flexibility in order to tailor homes to suit their needs.

The brand name derives from the fact that red ink is used to pen changes on drawings.



B1 Homes

Supplies affordable homes for first home buyers and investors.



101 Residential

Supplies single- and double-story homes mainly for second home buyers.



Redink Southwest

Offers Redink homes for customers in the South West Region, about 200km south of Perth. Recently launched a new affordable range SW1 for first home buyers.



Message from the Managing Director

As the Managing Director of Scott Park Group, I am proud to reflect on the fruitful five-year partnership we have cultivated with Sumitomo Forestry. This alliance has not only been immensely rewarding but has also played a pivotal role in positioning us as a market leader in Perth, Western Australia. By adhering to a robust supply and demand strategy of limiting supply under conditions of high demand, we have consistently delivered quality homes that exceed expectations.

Our strategic approach has allowed us to maximize returns by efficiently targeting every market sector through our four building companies within the group. This comprehensive market coverage, combined with our vertically integrated supply companies, has ensured that we meet the diverse needs of our clients while maintaining a strong competitive edge. The synergy between our operations and Sumitomo Forestry's expertise has driven our success, reinforcing our commitment to excellence and innovation in the industry. We look forward to continuing this prosperous relationship and building on the strong foundation we have established together.



Scott Park

TOPICS

In WA and across Australia, housing shortage, decreasing affordability, and increasing construction timeframe due to a labor shortage are becoming social issues. In light of that, Scott Park Group is venturing into new businesses to contribute to addressing social issues and realizing a decarbonized society.

(1) Double-story terrace homes with timber wall panels

The company is able to provide affordable houses with a frontage of about 6 m to 8 m in short construction periods by leveraging the prefabricated construction method^{*1}, making it possible to reduce carbon emissions through timber wall panels as compared to the mainstream double-brick construction method^{*2} used in WA.

(2) Entry into the spec home business

There is strong demand for properties that are available for immediate occupancy, particularly among overseas migrants and customers who wish to move from a rental property in the short term. The spec home business requires a larger capital investment than the order home business, and competitors within WA are not fully invested in it. Against this backdrop, Scott Park Group is venturing into the sector at a time when its main order home business is performing well in order to diversify and ensure sustainable growth for the company.

^{*1}. A construction method that involves manufacturing and processing housing materials in a factory beforehand and assembling these at the construction site without further processing.

^{*2}. The general construction method used in WA, which involves using bricks for both external walls and the structure of the house.



Architectural illustration prepared during the design phase

Celebrating the 60th anniversary! —Sumitomo Forestry Home Service Co., Ltd.



Sumitomo Forestry Home Service Co., Ltd., a fully owned subsidiary of Sumitomo Forestry Co., Ltd., provides comprehensive real estate services such as real estate brokerage and resale of renovated properties*. This year marks the 60th anniversary of the company since its establishment in 1964. It provides quality products and services with commitment to customer satisfaction based on the corporate philosophy of putting customers first, with the aim of serving as the lifelong partner of customers.

Sumitomo Forestry Home Service will grasp the needs of every customer to realize real estate transactions that satisfy them.

* A business that engages in the purchase of existing houses, apartments, and land, followed by the renovation, remodeling, and leveling of the land, etc. before selling them on to new buyers.



Basic Data

Head office: Shinjuku, Tokyo

Established: 1964

Number of branches: 43

Number of employees: 493 (as of September 2024)

TOPICS

Ranked first in two categories of the 2024 ORICON Customer Satisfaction Survey!

In the 2024 ORICON Customer Satisfaction Survey announced by oricon ME Inc. on September 2, 2024, Sumitomo Forestry Home Service was ranked overall first in the “Estate Agency Selling Detached” and “Estate Agency Buying Condominium” categories.

In the “Estate Agency Selling Detached” category, in which the company ranked first for four consecutive years, it also received the highest rating of 89.6%*¹ for customers’ “intention to reuse the company’s services,” among all the companies included in the ranking. This was also the fourth time*² that the company had ranked first in the “Estate Agency Buying Condominium” category.

*¹ In this survey, respondents were asked to rate, on a four-point scale, the extent to which they would like to reuse the company’s services. This percentage was calculated based on their responses.

*² 2020, 2021, 2023, 2024



2024 ORICON Customer Satisfaction Survey
No.1 in Estate Agency Selling Detached and Estate Agency Buying Condominium.

What is the ORICON Customer Satisfaction Survey?

It is a customer satisfaction survey conducted independently by oricon ME Inc., and its results are used as an index. The publication of this index allows consumers to use it as a guideline when selecting products and services available in the market, and enables companies to use it to gain insights through a third-party survey to improve customer satisfaction. The purpose of this survey is to provide information on the degree of satisfaction that customers have gained from the products and services provided by companies, in order to improve the degree of satisfaction in people’s lives.

Message from President and Representative Director, Kiyoshi Sakurai



As a member of the Sumitomo Forestry Group, we have consistently ranked first for customer satisfaction in the real estate brokerage sector. This high appraisal is the result of our efforts to deeply understand the needs of each individual customer, and to propose the most suitable properties for them. We regard this as proof of our customers’ recognition of our company, and we take great pride in it. Going forward, we will continue to pursue improvements in customer satisfaction. We are aware of the important role that we play in realizing comfortable lives for everyone, and we will do our utmost best to fulfill that mission.

Highlight

Initiatives that transcend beyond the Group

Sumitomo Forestry Home Service has established a consultation desk exclusively for Sumitomo Forestry’s housing sales representatives.

This consultation desk provides support in searching for land on which to build Sumitomo Forestry homes as well as the disposal of existing homes, as a part of its efforts to promote the receipt of construction orders. It also focuses on SumStock* initiatives to ensure that existing Sumitomo Forestry homes can be passed from sellers to buyers as “homes that can be lived in for a long time.”

Sumitomo Forestry Home Service also undertakes initiatives that leverage the cohesiveness of Sumitomo Forestry Group, such as holding real estate study seminars for Sumitomo Forestry’s housing sales representatives.

* An initiative that properly evaluates long-lasting quality houses supplied by 10 leading home builders, including Sumitomo Forestry, and selling them as SumStock-certified properties that meet a certain set of building criteria, with the aim of putting homes that can be lived in and passed on across generations into circulation in the market.



At a real estate study seminar

Crescent Communities receives highest honor from NAIOP

Crescent Communities has received the highest honor of “2024 Developer of the Year” from the National Association for Industrial and Office Parks (NAIOP)*. The “Developer of the Year” award honors one real estate developer from NAIOP, recognizing the developer that best exemplifies leadership and innovation in the commercial real estate industry across the U.S. and Canada. Crescent Communities received the award in recognition of its ability to expand business offerings and product portfolio even in difficult times by leveraging its experience and innovation. This is the first time Crescent Communities has received this award.

*Established in 1967, NAIOP is the largest commercial real estate-related organization in the U.S. with more than 21,000 member companies.



Crescent Communities members receiving the award at NAIOP's CRE.Converge conference in Las Vegas



Office/industrial/life science projects by Crescent Communities

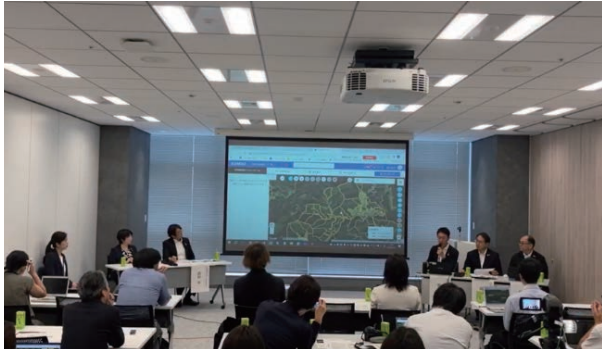
Forest Value Creation Platform launched!

Sumitomo Forestry Co., Ltd. and NTT Communications Corporation launched the Forest Value Creation Platform (“Morikachi”) on August 27, 2024, and held a press briefing on the same day. Morikachi is a cloud-based service that facilitates the efficient creation, auditing, and transaction of forest carbon credits*¹. It is the first initiative in Japan*² to provide geographic information system (GIS)*³ functions to creators, auditors, and buyers. By improving the efficiency of the issuance process as well as the reliability of credits, it contributes to forest maintenance and regional revitalization by promoting the creation and circulation of forest carbon credits.

*¹ A scheme in which the national government certifies the amount of carbon sequestration capacity through appropriate forest management, such as thinning, as credits.

*² Based on surveys conducted by both companies.

*³ Technology that comprehensively manages and processes data containing information about geographical locations (spatial data) and displays it visually to enable advanced analysis and rapid decision-making.

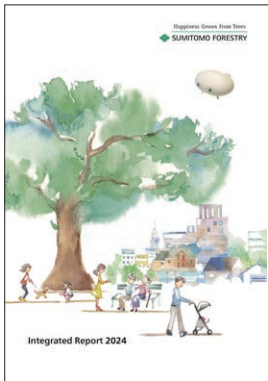


At the press conference

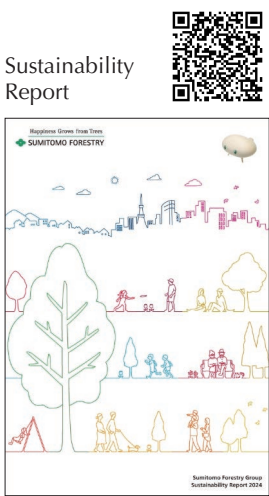
Integrated Report 2024 and Sustainability Report 2024 published

Sumitomo Forestry published Integrated Report 2024 on June 28 and Sustainability Report 2024 on May 1.

The Integrated Report 2024 summarizes yearly performance in FY12/2023, initiatives toward realizing our long-term vision in 2030, and the progress of the Medium-term Management Plan. It includes special features on the overseas strategy for the global construction and real estate business, which is the driving force behind our growth, and on the human assets strategy, which is vital toward the realization of our long-term vision.



Integrated Report



Sustainability Report

The Sustainability Report 2024 is targeted at a wide range of stakeholders including experts in the field of ESG investment, and provides a comprehensive report on the Group's activities toward the realization of a sustainable society.

Please use the Integrated Report and Sustainability Report as explanatory material for external parties and for your own understanding!

Sumitomo Forestry Group releases a new corporate advertisement series!



Sumitomo Forestry has produced a new three-part series of our corporate advertising campaign titled “Good NeighborWood: Forests and People—Let's be good neighbors.” The three episodes are namely “Grow Forests, Grow our Future,” “The story of wood and humanity,” and “Building forests across the world.” These

are available for viewing on our dedicated corporate advertisement website, alongside behind-the-scenes videos for the TV commercials and web movies.

Click here to visit the dedicated website for our corporate advertisements!



Location: Tasman Pine Forests Ltd. (NZ)

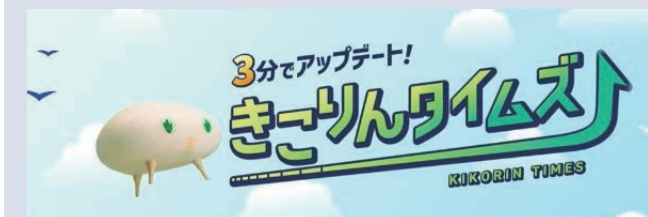


Location: Nelson Pine Industries Ltd. (NZ)



Location: Southstone Yards Office. (US)

Kikorin Times is now available in multiple languages!



Kikorin Times is a news program that conveys the latest information from the Sumitomo Forestry Group in easy-to-understand videos of about three minutes long. Multilingual versions of these videos, with English, Indonesia, Vietnamese, and Chinese subtitles, have been available since May 2024. Targeted at representatives, they are released on the fourth Friday of every month.

Click here to watch the video!

