


Business Overview

As for operating results of the Group in FY2023, operating revenue was 184,661 million yen (down 17.5% year-on-year), due to the exclusion of shipping subsidiaries from the scope of consolidation in the previous fiscal year, in addition to a decrease in international transport income, despite an increase in warehouse income and real estate business income. Operating profit was 13,187 million yen (down 49.5% year-on-year), due to the exclusion of shipping subsidiaries from the scope of consolidation, as well as an increase in personnel expenses, etc.

		Key measures of the Fifth Medium-Term Business Plan												
		FY2023	FY2024 and onwards											
Logistics business	<div>Changes in operating results</div> <div>Operating revenue/Operating profit</div> <div>(million yen)</div> <div><div><div></div><div></div></div><table><tr><td>2022/3</td><td>2023/3</td><td>2024/3</td></tr><tr><td>178,347</td><td>193,706</td><td>173,868</td></tr><tr><td>14,303</td><td>15,635</td><td>13,345</td></tr></table><div>■ Operating revenue ■ Operating profit</div></div>	2022/3	2023/3	2024/3	178,347	193,706	173,868	14,303	15,635	13,345	<div>Operating results for FY2023</div> <p>In warehousing, warehouse income was 31,413 million yen (up 3.3% year-on-year) due to an increase in the handling of parts for transportation equipment and information recording mediums such as documents.</p> <p>In harbor transportation, harbor transportation income was 30,349 million yen (down 6.3% year-on-year) due to a decrease in general cargo handling and container cargo handling.</p> <p>In international transportation, international transportation income was 50,661 million yen (down 27.9% year-on-year) due to the decline in the market price for marine transportation, which had been rising, and the decrease in the handling at overseas subsidiaries, as well as in international multimodal transportation and air cargo transportation.</p> <p>In land transportation and other operations, land transportation and other income was 61,444 million yen (up 1.3% year-on-year) due to strong performance in transportation related to e-commerce and parts for transportation equipment.</p> <p>As a result of the above, in the logistics business, operating revenue was 173,868 million yen (down 10.2% year-on-year), and operating profit was 13,345 million yen (down 14.6% year-on-year).</p>	<div>Business domain</div> <div><div><div></div></div>Warehousing</div> <div>▶ P37</div> <div><div><div></div></div>Harbor transportation</div> <div>▶ P39</div> <div><div><div></div></div>International transportation</div> <div>▶ P41</div> <div><div><div></div></div>Land transportation, etc.</div> <div>▶ P38</div>	<div></div> <div><div>Construction of a new warehouse in Japan</div><div>■ Started operations of a new warehouse in Fukuroi City, Shizuoka Prefecture</div><div>Securing a competitive advantage through the digitization and automation of operations and the promotion of DX</div><div>■ Promoted productivity improvements through the introduction of automated guided vehicles (AGV)</div></div> <div><div>Reducing environmental impacts of operations</div><div>■ Switched to renewable energy for power used at container terminals</div><div>Securing a competitive advantage through the digitization and automation of operations and the promotion of DX</div><div>■ Started full-scale operation of SWAN+, a service that supports customers' DX by streamlining import/export customs clearance operations and centralizing information management</div></div> <div><div></div><div><div>Expansion of overseas business</div><div>■ Started operations of a new warehouse in Laem Chabang, Thailand</div><div>■ Strengthened sales activities to support the expansion of warehousing operations in Vietnam and Indonesia</div></div><div><div></div><div><div>Expansion of relay transportation</div><div>■ The number of vehicles using Connect Area Hamamatsu, which is jointly operated by Central Nippon Expressway Company Limited and Enshu Truck Co., Ltd. of the Group, increased by 123% compared to the previous year.</div></div></div></div>	<div><div>Construction of a new warehouse in Japan</div><div>■ Scheduled to start operations of a new warehouse at Hakozaki Futo, Higashi-ku, Fukuoka City</div><div>Securing a competitive advantage through the digitization and automation of operations and the promotion of DX</div><div>■ Updating material handling equipment at the sports goods distribution center</div></div> <div><div>Upgrading to environmentally friendly cargo handling equipment</div><div>■ Introduction of hydrogen fuel cell retrofitted and electric-powered RTG, etc.</div></div> <div><div>Expansion of overseas business</div><div>■ Continuing to specifically consider the construction and acquisition of new warehouses in Southeast Asia and Europe</div><div>■ Continue to investigate the establishment of local subsidiaries in countries where expatriate staff are posted and other countries that are candidates for new expansion</div></div> <div><div>Reducing environmental impacts of operations</div><div>■ Development of transportation services that reduce environmental impacts by promoting modal shifts, electrification of vehicles, etc.</div></div>
	2022/3	2023/3	2024/3											
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Real estate business	<div>Operating revenue/Operating profit</div> <div>(million yen)</div> <div><div><div></div><div></div></div><table><tr><td>2022/3</td><td>2023/3</td><td>2024/3</td></tr><tr><td>10,673</td><td>10,674</td><td>11,360</td></tr><tr><td>5,296</td><td>5,187</td><td>5,324</td></tr></table><div>■ Operating revenue ■ Operating profit</div></div>	2022/3	2023/3	2024/3	10,673	10,674	11,360	5,296	5,187	5,324	<div>Operating results for FY2023</div> <p>In the real estate business, as a result of the contribution of office buildings for leasing acquired during the current fiscal year and the increase in the occupancy rate of some real estate for leasing due to the recovery in the number of overseas visitors to Japan in addition to the sales of real estate for sale, operating revenue was 11,360 million yen (up 6.4% year-on-year), and operating profit was 5,324 million yen (up 2.6% year-on-year), despite the incurrence of a one-time tax at the time of acquisition.</p>	<div>Business domain</div> <div><div><div></div></div>Real estate business</div> <div>▶ P43</div>	<div></div> <div><div>Expansion of revenue scale through promotion of leasing business</div><div>■ Acquired an office building for leasing in Chuo-ku, Osaka City</div><div>Sale of non-core properties</div><div>■ Sold real estate for sale (2 residential buildings)</div></div> <div><div>Expansion of revenue scale through promotion of leasing business</div><div>■ Continuing to acquire new properties</div><div>Increasing the added value of facilities by improving environmental performance</div><div>■ Promotion of energy conservation and renewable energy use at our owned facilities</div></div>	
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We aim for further growth by creating new value through accelerated DX investment, with an emphasis on operational quality and productivity.

We own groups of warehouses and distribution centers which are the bases of logistics supply chain strategies, centered on the five major ports, which are the hubs of land and marine transportation, and the inland areas near large cities, and handle a wide variety of merchandise, from raw materials to general consumer goods. At each base, we have established a system that combines the most suitable logistics equipment with a logistics data infrastructure, and as a logistics partner that is always close by, we provide services that contribute to our customers' DX while working to improve the efficiency of logistics administration on the supply chain.

In addition, the logistics industry is currently concerned about a shortage of drivers against the background of the 2024 problem. The Group promotes measures such as establishing relay bases adjacent to highway service areas so that drivers can work on a day trip basis.

Furthermore, in recent years, due to the increasing severity of disasters, etc., the role of logistics facilities as emergency stock points has been increasing. We will continue to aim for further growth by creating new value through accelerated DX investment, including the realization of a decarbonized society, while maintaining a strong commitment to operational quality and productivity.



Director and Managing Executive Officer responsible for Marketing Management and Domestic Logistics Divisions

Ikuo Kuroki

Warehousing Business Activities

Port warehouse/Distribution center

In the warehouses in the port area, we store a wide variety of cargo, from raw materials to finished products, centered on import and export cargo, and we respond to various storage needs, such as temperature and humidity management made possible by fixed temperature warehouses and refrigerated warehouses. In addition to simple warehousing services, we also provide integrated logistics services as a distribution center for merchandise, including value-add services such as product inspection and labeling, packaging and delivery, and play a role in our customers' supply chains.



Port warehouse



Distribution center

Archives (information recording mediums management) Corporate customers

We store business documents such as accounting documents, pharmaceutical development materials, various vouchers, and drawings, as well as medical documents such as medical records and prescriptions, in a robust warehouse with security facilities.

In addition, we offer document digitization services for important documents such as contracts, construction and design drawings, etc.

We also safely and securely store recording mediums such as magnetic tapes, video-related tapes, and long-term storage films in appropriate storage conditions and temperature/humidity environments.



Document storage (paper storage)



Document digitization service



Magnetic tape storage

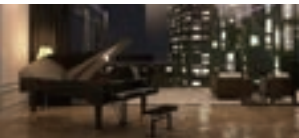


Videotape/film storage

Trunk room Individual customers Corporate customers

We store the household effects of people who are being transferred overseas, as well as the furniture and fixtures of offices and stores. We store clothing and furs in facilities with air conditioning, and we also develop services that provide dedicated storage rooms and lockers for art and valuables such as paintings and antiques.

Safe deposit boxes are a service that can be used to store important documents such as contracts and certificates of title as well as valuables. Dedicated booths for putting items in and out of the safe are available.



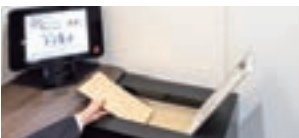
Household effects and piano storage



Clothing and fur storage



Art and valuables storage



Safe deposit boxes

Land Transportation, etc. Business Activities

General cargo transportation

In cooperation with Group companies and cooperating companies, we have established nationwide distribution networks. We deliver merchandise to our customers efficiently and safely, to meet logistics needs such as small-lot mixed load transportation and transportation by chartered vehicles. The Group's transport companies own many special vehicles, such as trailers for heavy loads and freezer cars, in addition to ordinary trucks. With such a wide variety of vehicles and high mobility, we respond to the various needs of our customers.



Enshu Truck Co., Ltd.

Based in Shizuoka Prefecture, the company is expanding its business, centering on transportation by large trucks between the Kanto region and the Kansai region. In order to meet the demand for home delivery due to the development of e-commerce, the company has expanded into home delivery services and has also established logistics bases to streamline parts procurement and logistics in the manufacturing industry, etc., while also focused on promoting labor-saving and efficiency improvements in operations through IT and transport robots.

Overview of Enshu Truck Co., Ltd.

Founded	1965
Capital Funds	1,284 million yen
Number of employees	1,337 (consolidated basis)
Number of logistics bases	94
Main business areas	Within Shizuoka Prefecture, Saitama, Chiba, Tokyo, Yokohama, Atsugi, Odawara, Ichinomiya, Toyama, Osaka

Strengths of Enshu Truck Co., Ltd.

- Non-stock transportation system
  - Mobility (always with more than 800 vehicles in operation)
  - Improved efficiency of delivery operations through an automatic vehicle allocation support system
- URL of company website ▶ <https://www.enshu-truck.co.jp/> (Japanese only)



Container transportation

We provide marine container transportation from major ports in Tokyo, Yokohama, Nagoya, Osaka, Kobe and Fukuoka to destinations nationwide. As we are required to respond to the 2024 problem of logistics and to be environmentally conscious, we have been promoting round use of containers (an initiative in which empty containers are not returned to the port but are used for other transportation) with the cooperation of shipping companies and business partners, and we are working to reduce the working hours of drivers and CO<sub>2</sub> emissions by shortening the transportation distance. In FY2022, we received the Logistics Environment Awards Special Award from the Japan Association for Logistics and Transport for this initiative in the round use of containers.



Leasing logistics facilities, etc.

The Company is engaged in the leasing of logistics facilities owned nationwide and the development of proprietary information systems. In addition, we support our customers' logistics supply chains with the most advanced information systems originally developed by the Company, while fully utilizing abundant assets.



## ■ Container Cargo Handling Operations, etc.

**We contribute to the growth of the Group through high-level operations that pursue safety and efficiency.**

Even before international marine container transportation became a mainstay, we provided various logistics services at ports, which are the hubs of international logistics, and supported Japan's international trade in the logistics field. In response to the development of container transportation, we have expanded container terminal operations, and we are currently participating in terminal operations at a total of 10 terminals in four major ports in Japan, and providing high-quality container terminal operation services to container shipping companies around the world.

In keeping up with container transportation, which is evolving on a daily basis, we are also working to upgrade operations by making full use of ICT with safety and efficiency as core values, while at the same time promoting the introduction of environmentally friendly cargo handling equipment.

In addition to container-related operations, we provide a variety of port logistics services that meet the various needs of customers, including services responding to conventional cargo and vehicles, and shipping agency services that support the operations of shipping companies, and we will continue to play a role in international supply chains and contribute to the growth of the Group.



Director and Managing Executive Officer  
responsible for Marine Division

**Katsunori So**

### Business Activities

#### Container terminal operations

We operate container terminals at the ports of Tokyo, Yokohama, Osaka and Kobe, which are at the forefront of trade connecting Japan with foreign countries, and provide high-quality services to container shipping companies around the world.

As container transportation has expanded, we have improved technical capabilities, introduced highly functional operation systems, and developed a variety of services, including unloading containers from ships, loading containers onto ships, and temporary warehousing of containers, to ensure safe and efficient terminal operations.



#### Operations related to conventional vessels

We provide high-quality harbor logistics services for all types of cargo, including large cargo that does not fit into containers, heavy cargo, and vehicles, using the technical capabilities we have built up over a long period of time.

We utilize our advanced expertise in cargo handling operations for conventional vessels, such as preparing loading plans that match the characteristics and shape of the cargo and supervising cargo handling, and we also provide integrated harbor logistics services from receiving cargo to loading it onto ships, by making use of our extensive port bases to enhance customer convenience.



#### Environmental initiatives at container terminals

Based on the carbon-neutral port policy promoted by the Ministry of Land, Infrastructure, Transport and Tourism, we are promoting environmental initiatives at container terminals.

By updating the cargo handling equipment used at terminals to new models that reduce environmental impact, we are working to prepare for the future introduction of clean energy such as hydrogen, while also achieving 100% renewable energy use at some terminals.

We are working every day to reduce environmental impact by efficiently performing operations at terminals, but we are also focusing on DX at ports, and we are working to improve gate operations and terminal operations using AI, as well as to digitize ports (Cyber Port, CONPAS, etc.), with the aim of achieving more efficient, sustainable, and lower environmental impact terminal operations.

## ■ Import and Export Cargo Handling Operations

**By promoting digitization, we will enable our customers to experience the value of the Company's logistics services and expand the business.**

Import and export cargo handling services provide customs clearance services for customers' import and export cargo at ports, which are the connecting points between marine transportation and areas within Japan, as well as support services for trade practices closely related to customs clearance. Customers' trading operations cover a wide range of fields, and the issue is that there are many processing work hours involved, such as the handing over of documents and communication and coordination among the people involved. The Company has developed the logistics management platform SWAN and has been working to solve this issue through its provision.

In recent years, changes in the business environment of customers have accelerated the diversification of information provided by logistics companies. In order to respond to this, the Company released the SWAN+ service in 2023, which achieves streamlined customs clearance operations and centralized information management. In addition, we have been focused on the potential of AI for the past five years in order to respond to the labor shortage. Starting with document reading, we are now expanding the scope to include the Company's internal administration, and are proceeding with significant improvements in operational efficiency.

In the future, by expanding this system throughout the Group, we will enable more customers to experience the value of the logistics services the Group provides and expand the business.



Managing Executive Officer

**Tsuyoshi Sakurai**

### Business Activities

We provide a service where staff who are familiar with the economic partnership agreements, laws and regulations of each country and the characteristics of the merchandise handle all the procedures necessary for import and export, such as customs clearance, tax payment and document preparation for import and export on behalf of the customers. In addition to acting as an agent for procedures, we also provide consulting services as a logistics partner for our customers, including BCP measures for commercial distribution that make use of our status as an authorized customs broker under the AEO (Authorized Economic Operator) Program, and the establishment of a database of customs information in line with the DX era.



Authorized customs  
broker under the  
AEO Program

### Business Strategy of the Fifth Medium-Term Business Plan

#### Expansion of customs clearance operations for import and export through SWAN +

The Company is developing services centered on the logistics management platform, SWAN, which enables the integrated management of cargo information on websites, based on a policy of establishing a competitive advantage through the digitization and automation of operations and the promotion of DX. The Company has also developed the customs clearance digitalization system, i-Clearance®, that utilizes AI and has realized the establishment of a database of customs clearance information and the provision of a digital filing function for documents. By newly providing a service called SWAN+ to support our customers' DX, which combines the logistics management platform, the customs clearance administration digitalization system, and the characteristics of authorized customs broker's operation under the AEO Program, we will achieve an expansion in the handling of customs clearance operations for import and export.

#### Progress of business strategy

We are working to upgrade operations by introducing advanced technologies that utilize AI. The digitalization system for customs clearance administration we developed eliminates the need for transcription and minimizes human error through the digitalization of documents by AI-OCR (optical character recognition using AI). In addition to the function of establishing a database of customs clearance information, we also expanded the functions for utilizing digital assets by installing a digital filing function for documents on the logistics management platform in April 2023. Furthermore, the SWAN+ service, which is being expanded, has achieved high effectiveness, including a 66% reduction in the exchange of documents with users after introduction.



We will further expand our international logistics network to support customers in establishing global supply chains.

The Company's overseas expansion began in 1972 with the establishment of a representative office in San Francisco, USA, followed by expansion into Europe and Asia, and in 2007, the establishment of a joint venture company in Saudi Arabia, marking the start of business in the Middle East.

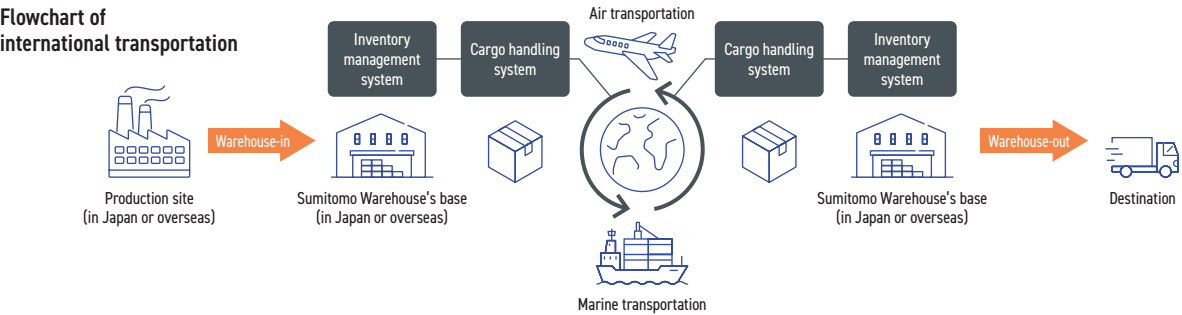
In order to realize the concept of "Connecting the world" in the long-term vision "Moving Forward to 2030," we will further expand our international logistics network, centering on the four poles of Japan, Asia, Europe and the Americas, and support customers to establish strong and stable global supply chains.

As our key strategy for the future, we will strive to create a new growth engine by making efforts to capture the strong demand for logistics in the Indian Ocean Rim Economic Area which spans India and the Middle East, with Southeast Asia as the main area.

In recent years, while various geopolitical risks have increased and supply chains and trade structures have changed dramatically, we will meet customers' expectations and contribute to the sustainable growth of the Group by providing more powerful and high-quality logistics services while responding quickly to climate change and rapid digitization in the international transportation field.

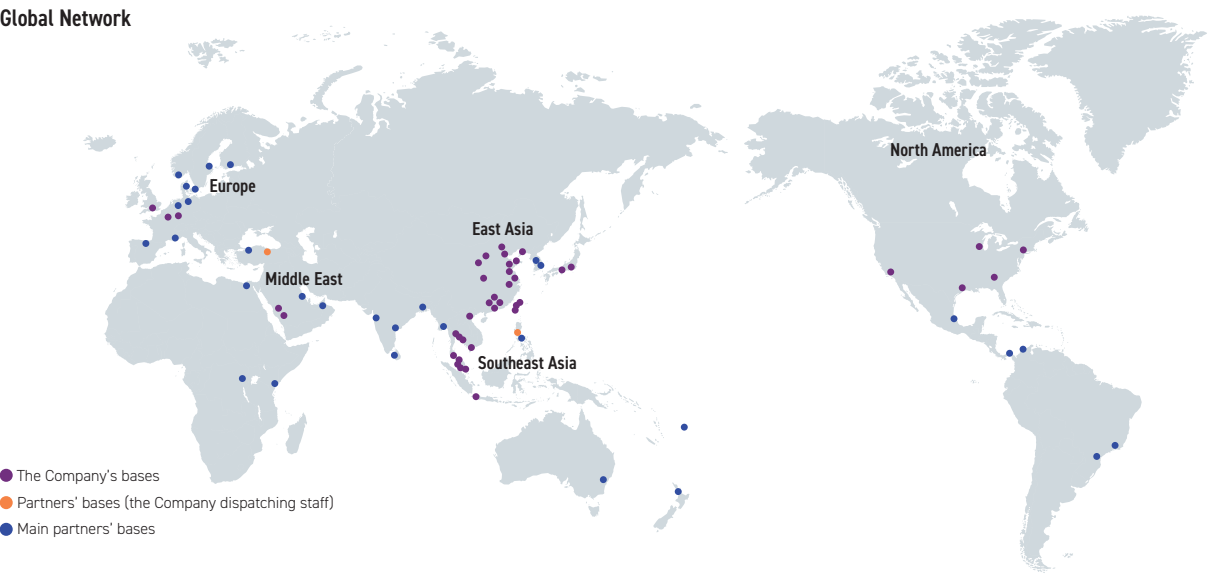


Managing Executive Officer  
**Shuichi Iwazawa**



Overseas Business Development

Since expanding into San Francisco, USA, in 1972, the Company has continued to expand its overseas bases and now has 21 local subsidiaries and more than 50 bases in 14 countries and regions, including North America, Europe, the Middle East, Southeast Asia, China, and Taiwan. We support customers in establishing strong and stable global supply chains by providing high-quality logistics services based on our extensive international logistics network.



Business Strategy of the Fifth Medium-Term Business Plan

As a further expansion of our domestic and international logistics network, the International Division has set out to enhance overseas business.

Specifically, we will promote the construction and acquisition of warehouses in Southeast Asia and Europe, and expand warehousing operations in the regions, aiming to create synergies with existing forwarding operations.

In addition, we aim to establish a competitive advantage through digitalization and automation of operations and the promotion of DX. We will promote increasing the functionality of web services, provide highly value-added services that utilize digital technology for tasks that still rely on analog methods such as paper documents, mails, and telephone calls, and develop services that support customers' DX to expand handling.

Business Activities

We will realize high-quality international transportation through the Sumitomo Warehouse Group's high coordination capabilities, which are based on a thorough understanding of the characteristics of cargo, transportation modes for land, sea and air, and the legal systems of each country around the world, as well as its overseas network. We are developing total logistics solutions that not only meet the needs of increasingly diverse international logistics, such as cross trade cargo transport, non-resident inventory, and buyer's consolidation but also maintain information systems that make it possible to grasp inventory on a global level.

International multimodal transportation	This is a service that combines different types of transportation, such as rail, truck, ship, and air, and transports the customer's goods using a single through bill of lading. We provide logistics services by effectively combining various transportation modes and using our unique information systems.			
Marine transportation	As a Non-Vessel Operating Common Carrier (NVOCC), we have contracts with major shipping companies, etc., and contribute to the efficiency of international logistics and cost reduction.			
Transportation of large-scale equipment	We have abundant experience in handling large cargo that cannot be stored in general containers, as well as special cargo that requires temperature and humidity control or that contains hazardous items. We can also dispatch supervisors to each port and destination on the occasion of the transportation of large cargo such as massive and heavy plant facilities. We offer integrated services that include packing, transportation, and installation while utilizing our sophisticated expertise and extensive experience. Appropriate services according to the size, form and characteristics of each cargo are available. For example, goods that gather rust will be put in vacuum or moisture-proof packaging and, if necessary, in wooden or steel boxes. Special vehicles or conventional vessels with a hatch may be prepared according to the circumstances. We have the know-how to take every measure to ensure that each cargo reaches its destination without fail.			
Overseas logistics	To meet the needs of customers that are increasingly advanced and diverse such as vendor-managed inventory, just-in-time systems, and value-add services, we provide high-quality inventory management and delivery arrangements at our bases around the world. In addition, we propose optimal logistics solutions that integrate logistics and information systems, based on overseas customs clearance systems, tax systems, etc.			
Non-resident inventory (Consignment inventory)	We have operated our warehouse for 25 years in Belgium, where non-resident inventory handling is allowed. We are the pioneer of this service among Japanese logistics companies. We have several similar bases in Asia, and we have accumulated knowledge related to customs clearance and tax procedures for non-resident inventory. We are developing logistics scheme services with know-how backed by knowledge and experience.			
	Owned by the headquarters in Japan Reduce the inventory and administrative workload of client's local corporations	Cargo delivery within the EU Reduce client's burden for customs procedures	VAT optimization Improve cash flow of clients, etc.	Shorter lead-time Improve customer services
Overseas logistics outsourcing and consulting	The Company has extensive experience and know-how regarding overseas logistics involving Europe and USA as well as emerging countries and the Middle East. We are familiar with the complex customs clearance system, legal system, commercial practices and complex distribution circumstances of each country. We also support the establishment of optimal SCM systems for overseas production, etc. through providing accurate information and detailed consultation that includes on-site visits as necessary. We undertake the resolution of all issues related to overseas logistics arising out of global business advancement.			



International multimodal transportation/Marine transportation



Transportation of large-scale equipment

Progress of business strategy

Results for FY2023	In May 2023, the third warehouse in Laem Chabang area of Thailand (approx. 14,300m <sup>2</sup> ) was completed.
Measures to be implemented in FY2024 and their progress	As for the digitization and transition to DX of operations, we are planning to expand the functions of SWAN (Sumitomo Warehouse Advanced Network System), which is a tool for providing information to customers, such as visualization and automation of cargo movements.

We aim to achieve further growth by expanding the revenue scale through a review of the portfolio of owned assets and expansion of our business domain.

The Company's real estate business started with the redevelopment of existing facilities in line with the urbanization of surrounding areas. In the 1970s, we began operating logistics buildings for leasing in the central areas of Osaka and Tokyo, and in 1988 we constructed the Tokyo Sumitomo Twin Buildings in Shinkawa, Chuo-ku, Tokyo, which became our flagship office building. Since then, we have worked to achieve sustainable growth by constructing real estate for lease that is suitable for their locations, mainly through the redevelopment of warehouses and the Company's housing, as well as acquiring new real estate properties that generate revenue. While continuing to develop and acquire environmentally friendly office buildings, etc., we are also replacing properties based on age, etc., and are reviewing the portfolio of owned assets. The real estate business can be expected to generate long-term, stable revenue, and it has played a role in supporting operating results by absorbing the fluctuations of the logistics business to date, but in the future, we will aim to expand the revenue scale and further grow the real estate business by expanding the business domain to include sales business and also by newly engaging in asset turnover business.



Director and Managing Executive Officer responsible for Administrative, Real Estate, and International Divisions

Akihiko Hoshino

Business Activities



Tokyo Sumitomo Twin Buildings

We redevelop our lands that were originally planned to be used for warehouses for other purposes due to a change in the environment such as urbanization of the surrounding areas. We also acquire new lands to develop them in harmony with their surrounding areas, by making the best use of their features.

The total floor space of office buildings and commercial facilities for rental under our management mainly in the Greater Tokyo area and Osaka exceeds 380,000 m<sup>2</sup>. One of these buildings is Tokyo Sumitomo Twin Buildings, which triggered the development of waterfront areas. We also focus on urban development to revitalize local communities, such as the redevelopment project in the Minami-horie district in Osaka Namba area.

Main Properties

Tokyo Sumitomo Twin Buildings (east tower) (Chuo-ku, Tokyo)

Structure	Steel framed reinforced concrete and steel framed structure / 24 stories, 3 underground stories
Lot area	11,270 m <sup>2</sup>
Total building floor area	69,210 m <sup>2</sup>



Tokyo Sumitomo Twin Buildings (west tower) (Chuo-ku, Tokyo)

Structure	Steel framed reinforced concrete and steel framed structure / 21 stories, 3 underground stories
Lot area	9,250 m <sup>2</sup>
Total building floor area	58,880 m <sup>2</sup>



T-FRONT (Toda City, Saitama)

Structure	Steel framed structure / 5 stories
Lot area	6,450 m <sup>2</sup>
Total building floor area	22,880 m <sup>2</sup>



Yodoyabashi Mid-Cube (Chuo-ku, Osaka City)

Structure	Steel framed structure (partly reinforced concrete structure and steel framed reinforced concrete structure), Quake-absorbing structure / 10 stories, 1 underground story
Lot area	1,850 m <sup>2</sup>
Total building floor area	12,090 m <sup>2</sup>



Tsunashima Mansion (Kohoku-ku, Yokohama City)

Structure	Reinforced concrete structure / 7 stories
Lot area	7,330 m <sup>2</sup>
Total building floor area	14,980 m <sup>2</sup>



T-PLATZ (Kohoku-ku, Yokohama City)

Structure	Steel framed reinforced concrete and steel framed structure / 4 stories
Lot area	8,580 m <sup>2</sup>
Total building floor area	20,570 m <sup>2</sup>



Please refer to the website for other real estate properties.  
▶ <https://www.sumitomo-soko.co.jp/English/service/estate/index.html>

Business Strategy of the Fifth Medium-Term Business Plan

Promotion of the leasing business	The Company has developed the real estate leasing business starting with the redevelopment of warehouse land. In recent years, in addition to redevelopment, we have continued to grow by promoting the acquisition of new real estate. We will continue to expand the real estate business centering on the leasing business.
Replacement of real estate	We will implement the replacement of real estate for lease by selling non-core assets, etc., in order to avoid a decline in future profitability associated with the age of the real estate and to achieve further growth.
Expansion of business scope to sales business	While replacing real estate properties, we will gradually operate the asset turnover business, and in the medium to long term, we will aim to conduct business that is conscious of capital efficiency by developing the sales business with the leasing business as its core.

Progress of business strategy

In June 2023, the Company acquired 49% of the co-ownership interest in the environmentally friendly office building Hommachi Garden City Terrace (Chuo-ku, Osaka City). This property uses a 100% renewable energy power supply for the entire building and has also received a high environmental performance assessment\*1.

In addition, in March 2024, we raised 10.0 billion yen through a green loan\*2 to fund this acquisition.

The Company will continue to actively invest in the business while considering the reduction of environmental impact in business in order to contribute to the realization of a sustainable society.

\*1 CASBEE (Comprehensive Assessment System for Built Environment Efficiency) Osaka Mirai: Rank A certified, BELS (Building-Housing Energy-efficiency Labeling System) Evaluation: ZEB Oriented certification  
\*2 Loans limited to be used in environmentally friendly projects (green projects)



Hommachi Garden City Terrace