

PRESS RELEASE

Press Release

December 19, 2024

Release category

Global

Nomura Real Estate Development Co., Ltd.

Nomura Real Estate partners with Vinhomes for Hai Phong's largest 877-hectare township development, joining a new district in "Vinhomes Royal Island (Vu Yen Project) "

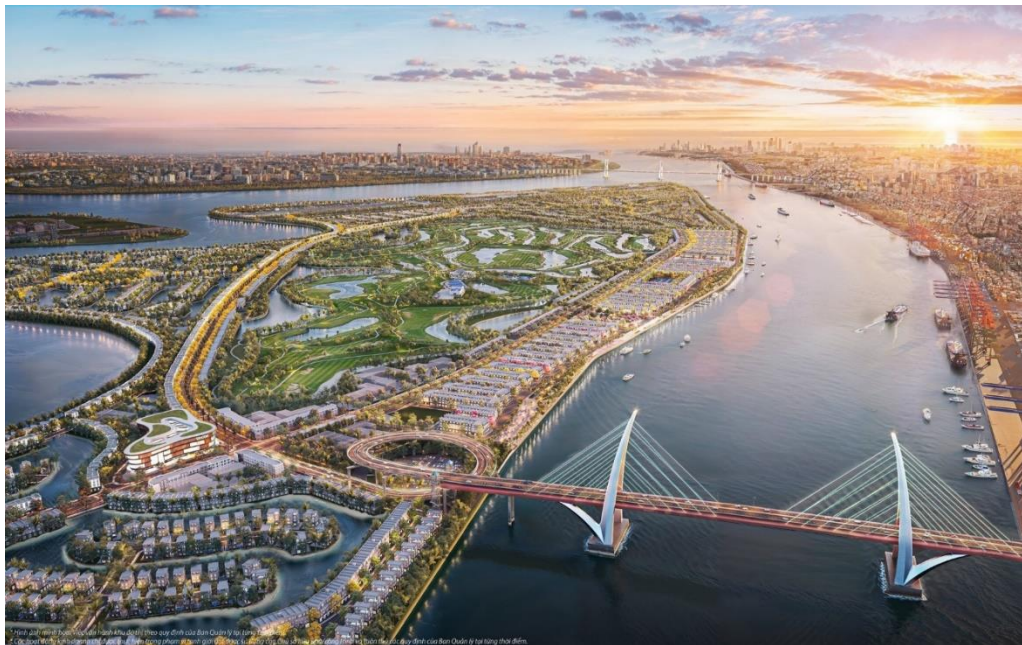
- Signing of a MoU concerning comprehensive strategic cooperation with Vinhomes to accelerate Vietnam operations -

Key points in this release

1. Leading a new district of the "Vinhomes Royal Island," for approximately 3,000 units in the township development
2. Successful previously developed villas (priced between 100M – 300M yen/unit) and handover from November
3. Signing a Memorandum of Understanding (MoU) concerning comprehensive strategic

Nomura Real Estate Development Co., Ltd. ("Nomura Real Estate", Head office: Shinjuku-ku, Tokyo; President and Representative Director: Daisaku Matsuo) has been participating as a lead developer in part of the residential district of the "Vinhomes Royal Island (Vu Yen Project) " ("Township") since June 2024. The project is the largest township development in Hai Phong City, Vietnam, where Vinhomes, Vietnam's leading real estate developer, is advancing infrastructure development.

We are pleased to announce that Nomura Real Estate has embarked on leading a new residential district in the township with other Japanese partner companies. With this commitment, Nomura Real Estate will take on the role of lead developer for about 3,000 units out of nearly 8,300 units in this expansive township. We will leverage our strengths in residential development and Vinhomes' expertise in large-scale projects to advance this township.



[Rendering of the "Vinhomes Royal Island" Township Perspective]

NEW VALUE, REAL VALUE



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1. The Significance of Nomura Real Estate's Participation in This Township

We aim to deliver new value in Vietnam by leveraging the synergy between our expertise in residential development, gained both domestically and internationally, and Vinhomes' mastery in large-scale township development in this township.

With this commitment, Nomura Real Estate will take on the role of lead developer for about 3,000 units out of about 8,300 units in this expansive township. Including the previously developed district, we will lead the residential development on the eastern side of the township in collaboration with Toshin Development Co., Ltd., Taisei Corporation, and others.



【Our Participating Districts】



【Royal Square adjacent to our participating districts】



【The middle district in the **previously** participating district】

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2. Features of the Newly and Previously Participating Districts

The newly participating district is a large-scale township development with approximately 1,450 units, adjacent to the previously participating district. The development plans include villas, semi-detached villas, and townhouses.

A key feature of the newly participating district is its incorporation of natural environments, including 13 parks and artificial ponds within the site. Additionally, a convention center is set to open in the heart of the district, providing residents with a highly convenient living environment with easy access to hospitals, schools, and commercial facilities.

In the realm of large-scale township developments in Vietnam, the art of crafting unique communities by endowing each district with its own character is highly celebrated. Nomura Real Estate has elevated the value of this township by revolutionizing construction quality and unveiling distinctive designs that embody the essence of Japanese aesthetics in the previously participating district. We engaged the world-renowned architect Kengo Kuma to achieve a new product design that transcend traditional Vietnamese homes and streetscapes. Even with premium pricing ranging from approximately 100 to 300 million yen per unit, our sales have been positive, with completions and handovers commencing from November 2024.



【Previously participating district】



【Handover event for previously participating district】

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3. Signing a MoU on Comprehensive Strategic Cooperation with Vinhomes

We are proud to have been part of four transformative projects in Vietnam, including the latest district, all spearheaded by Vinhomes and encompassing over 23,000 residential units. We have successfully realized township developments with exceptional living convenience by leveraging our expertise in residential development, honed both domestically and internationally, and Vinhomes' mastery in large-scale development. To further accelerate our business in Vietnam, Nomura Real Estate has signed a Memorandum of Understanding (MoU) on comprehensive strategic cooperation with Vinhomes in the real estate sectors of residential, commercial, and logistics. Nomura Real Estate will continue to harness our combined strengths to deliver world-class urban development projects across Vietnam that enhance the quality of life and infrastructure.



[Signing ceremony of the Memorandum of Understanding on comprehensive strategic cooperation]

4. About the Township “Vinhomes Royal Island”

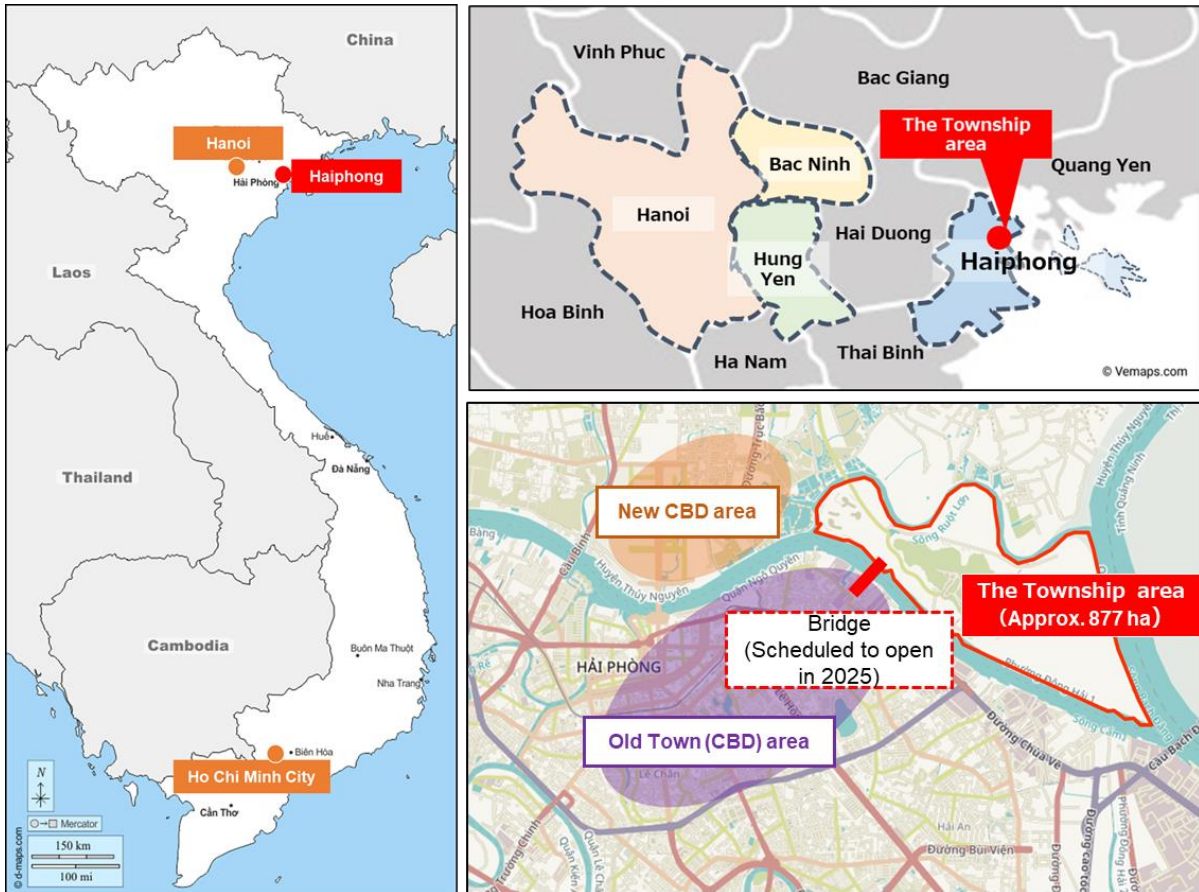
Hai Phong City, the location of the Vinhomes Royal Island township development, is situated on the northeastern coast of Vietnam and is the country's third-largest city by population, with 2 million residents, following Hanoi and Ho Chi Minh City. Since 2010, significant infrastructure development has led to top-tier economic growth and continued population influx, making it one of the five centrally governed cities in Vietnam.

This township, advancing within such a rapidly growing city that drives Vietnam's development, is located across the river from the old city area called Central Business District (CBD) on Vu Yen Island, a rare location surrounded by two rivers. It offers excellent access to both the old city area and the new CBD district. With a total area of approximately 877 hectares and about 8,300 residential units, it is the largest urban-adjacent, mixed-use township development in the Hai Phong area. The project plans to combine villas, semi-detached villas, and townhouses, along with multiple facilities designed to enhance residents'

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living convenience, including a large shopping mall, schools, major commercial facilities, and an amusement park.

Furthermore, plans are underway for the future construction of a bridge connecting the CBD district and Vu Yen Island, which will enhance the convenience for township residents and contribute to the improvement of urban functions in Hai Phong City. Additionally, the artificial ponds throughout the island will feature a circulation system for water purification, reflecting a commitment to sustainability in the project planning.



[The Township Overview]

<Newly Participating District>

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|---|--|
| Location | Hai Phong, Vietnam |
| Purpose | Residential |
| Total unites (Land area for residential sales) | Newly Participating District: approx. 1,450 unites (approx. 26ha), joining in Dec. 2024 Previously Participating District: approx. 1,550 unites (approx. 24ha), joined in June 2024 Total: approx. 3,000 unites (50ha) |
| Start of construction | Newly Participating District: planned in Feb. 2025 (For previously participating district, completion and handover starts from Dec. 2024.) |

Note: The above information is at the planning stage and is subject to change.

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<For reference: Vingroup>

Vingroup, the largest conglomerate company in Vietnam, engages in a range of business areas and focuses on three core pillars: Technology & Industry; Trade & Services; Social Enterprise. VHM is a core affiliate of Vingroup and the largest real estate company in Vietnam. It operates housing development, lease management, and housing lease businesses, accumulating extensive experience in township development.

■ Nomura Real Estate's Expansion in Vietnam

Currently, in Vietnam, we are actively involved in nine residential and office projects, primarily in the Ho Chi Minh and Hanoi areas, encompassing over 30,000 residential units. This represents our largest overseas venture to date. Leveraging the expertise we have developed domestically, we aim to enhance the added value of our projects. In the "Ecopark Project," completed in March 2024, our involvement from the planning and design stages significantly contributed to increasing the project's value. Nearly all of the over 2,800 residential units have already been handed over, earning high praise locally in Vietnam.

As one of our key focus countries for international business, we will continue to advance our efforts to provide comfortable living environments for the people of Vietnam.

[References] Nomura Real Estate's business operations in Vietnam

"The Senique Hanoi Project" (Hanoi area / Development of approximately 2,150 units/ Participation in 2024)

<https://www.nomura-re-hd.co.jp/cfiles/engnews/n2024102200372.pdf>

"Vu Yen Project (Royal Island)" (Hai Phong City/Development of approximately 1,550 units/Participation in 2024)

<https://www.nomura-re-hd.co.jp/cfiles/engnews/n2024090200371.pdf>

"Ecopark Project" (Hanoi area/ Development of approximately 3,000 units/ Participation in 2020 and 2023)

<https://www.nomura-re-hd.co.jp/cfiles/engnews/n2024082900370.pdf>

"Grand Park Project" (Ho Chi Minh City/More than total 20,000 units in the 2nd&3rd phases/ Participation in 2020 and 2023)

<https://www.nomura-re-hd.co.jp/cfiles/engnews/n2023121100347.pdf>

This material is an English translation of Japanese announcement made on December 19, 2024, by Nomura Real Estate Development Co.,