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For immediate release

Sumitomo Forestry Co., Ltd.

**Sumitomo Forestry's US subsidiary Crescent Communities receives
highest honor from NAIOP, the Commercial Real Estate Development Association**
~ 2024 Developer of the Year ~

Sumitomo Forestry Co., Ltd. (President and Representative Director: Toshiro Mitsuyoshi; headquarters: Chiyoda-ku, Tokyo; hereinafter, Sumitomo Forestry) is pleased to announce that its wholly owned subsidiary, Crescent Communities, LLC (Chairman and CEO: Brian Natwick; headquarters: Charlotte, North Carolina; hereinafter, Crescent), has been named 2024 Developer of the Year, the highest honor of NAIOP^{*1} (National Association for Industrial and Office Parks; hereinafter NAIOP), the largest commercial real estate development association in the United States. This is the first time for Crescent to receive this award.

The Developer of the Year award honors one real estate developer each year from NAIOP's more than 21,000 members, recognizing the development company that best exemplifies leadership and innovation in the commercial real estate industry across the United States. Criteria for evaluation include quality of projects and services; financial consistency and stability; ability to adapt to market conditions; and support of the local community. Crescent received the award in recognition of its ability to expand business offerings even in difficult times by leveraging its extensive experience and innovation.



Crescent became a wholly owned subsidiary of Sumitomo Forestry in 2018, and is headquartered in Charlotte, North Carolina on the southern East Coast of the US. Since its founding in 1963, the company's development portfolio has covered 17 markets across the United States, primarily in the Sun Belt region, where employment growth rates are high. Crescent's portfolio includes 83 multi-family residential projects, 60 mixed-use communities^{*2} and 2.23 million square meters of commercial space. In 2019 the company was named Multifamily Development Firm of the Year by NAHB^{*3}. Subsequently Crescent also won awards in 2 categories of NAHB's Multifamily Pillars of the Industry Awards in 2022, and another award in 1 category in 2023. The company has all the functions necessary for real estate development such as land acquisition, fund raising, and supervision of construction works. Having attained a track record of many high value-added real estate development projects that acquired environmental certifications such as LEED^{*4} and NGBS^{*5}, it has earned a high degree of trust from its stakeholders.

■ **Crescent Achievements**

As of the end of 2023 Crescent had approximately \$7.2B (approx. 1.1 trillion yen⁶) of active multi-family and commercial investments under construction and in planning. Since 2010, the company has raised over \$7.8B (approx. 1.2 trillion yen⁶) in third-party capital working with over 82 capital partners, many of which are repeating partners in multiple Crescent projects. Despite the current challenges in the office market, Crescent has continued to invest in strategic and selective locations. Among these, the company led the complete overhaul of Charlotte’s iconic One Independence Center⁷ with 20 stories of office space complemented by a new food hall and additional retail spaces, leveraging its rich knowledge and innovative strategies to reimagine central Charlotte. The company has successfully secured earnings from property sales despite the uncertain market conditions, including the sale of NOVEL Turtle Creek (206 units), a multi-family residential project in Texas, in 2023.



One Independence Center PJ (North Carolina, Office)

■ **Development Portfolio Expansion**

In January 2021, Crescent expanded its multi-family portfolio offering to include mid-market brand RENDER, and single family built-to-rent brand HARMON to complement the existing NOVEL brand of multi-family housing products, providing quality housing to a wide range of tenants across the US.



AXIAL 301 Manatee in Bradenton, Florida



THE YIELD in Holly Springs, North Carolina

Furthermore, the company has newly branded its long-standing industrial developments AXIAL Industrial by Crescent to boost brand awareness across markets and has branded its life science⁸ developments THE YIELD by Crescent, further expanding its portfolio.

■ **Contribution to Local Communities**

All of Crescent multi-family housing projects and some office projects take the local communities into consideration through workshops known as Canvas sessions. Joint venture partners, financial institutions, designers, architects, property management companies, and other parties relevant to the development take part in the workshops. In addition to this, the



workshops' participants vary depending on the project to include community members and operators of businesses such as restaurants, to conceive the basic concepts that form the core of development for a deeper understanding about the region's history and characteristics.

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, the contracting of single-family homes and medium-to-large-scale wooden buildings, real estate development, and wood biomass power generation. In our long-term vision Mission TREEING 2030, we are seeking to promote the Sumitomo Forestry Wood Cycle, our value chain to contribute to decarbonization not only within the company, but also for the whole of society by increasing the CO2 absorption of forests and popularizing wooden buildings that store carbon for long periods of time. With global expansion as one of our business priorities in our long-term vision, we are also working to accelerate decarbonization initiatives in the US.

Crescent Communities LLC

Headquarters	Charlotte, North Carolina
Representative	Brian Natwick (Chairman & CEO)
Employees	201 (as of December 2023)
History	Established in 1939 from the forestry division of Duke Energy, an electric power company founded in 1904. Entered the real estate development business in 1990. Became a wholly owned subsidiary of Sumitomo Forestry in July 2018.
Business description	Develops multi-family residential and commercial complexes and other properties in 17 markets in ten states and one special district in the Southeast and Southwest regions of the US, headquartered in Charlotte.

*1. NAIOP was established in 1967 and is the largest commercial real estate-related organization in the United States, with more than 21,000 industry members.

*2. Master-planned community development refers to project that develop a community of residents from scratch by constructing roads, opening utility lines, and building single-family homes, multi-family housing, and commercial properties, etc.

*3. NAHB: National Association of Home Builders.

*4. LEED certification: An environmental performance evaluation system for buildings and site use developed and operated by The US Green Building Council (USGBC).

*5. NGBS (National Green Building Standard) certification: the only certification recognized by the American National Standards (ANSI) for environmentally friendly single-family homes and multi-family apartment buildings.

*6. Calculated at the rate of 1 USD = 149.62 yen (the TTM currency exchange rate of August 1, 2024).

*7. One Independence Center official website: <https://www.oneindependencectr.com/>

*8. Life science refers to offices that include laboratory space, usually used by tenants in pharmaceutical/medical industries.