

ASEAN JAPAN BUSINESS WEEK

TLIPs' strategy for Renewable Energy

Sumitomo Corporation

2023/05 Assistant to GM / Mr. Satoru Wachi

Overview for Our Industrial Parks

- Sumitomo Corporation has owned and operated **8 industrial parks in 6 countries**, mainly in South East Asia.



Overview for TLIPs in Vietnam

Basic Information



Countermeasure of 100-year probability calculation

- In-house retention canal and pond, for rainwater
- Dyke surrounding boarder
- Drainage pump system to pump out to external canal

The best electric stability

- In-house substation and distribution
- Receiving electricity from 2 substation with high voltage
- Periodic maintenance by in-house operator

Best quality of infrastructure and service

Security and safety

- Surrounding fence prevent incursion
- Combination of in-house and outsourced security for 24h, 365 days
- Police station and fire fighting station inside park

Various support "Continuous Support after signing contract"

- Providing valuable information in monthly meeting with tenants
- Support recruit works by board, web site and job fair.
- Many events such as Summer festival, Ekiden, Golf cup, Football tournament.

	TLIP	TLIPII	TLIPIII
Locatoin	Hanoi (30min from city)	Hung Yen (50min from Hanoi)	Vinh Phuc (50min from Hanoi)
Established	Feb./1997	Nov./2016	Nov./2015
Area	274ha	346ha ※Phase-3 (181ha) under construction	213ha
Share	Sumitomo 58%	Sumitomo 92%	Sumitomo 100%
Tenants	107 tenants	80 tenants	47 tenants
Employee	63,000	28,000	7,000

Recent investment trend in TLIPs

Investment trend

Various types of tenants

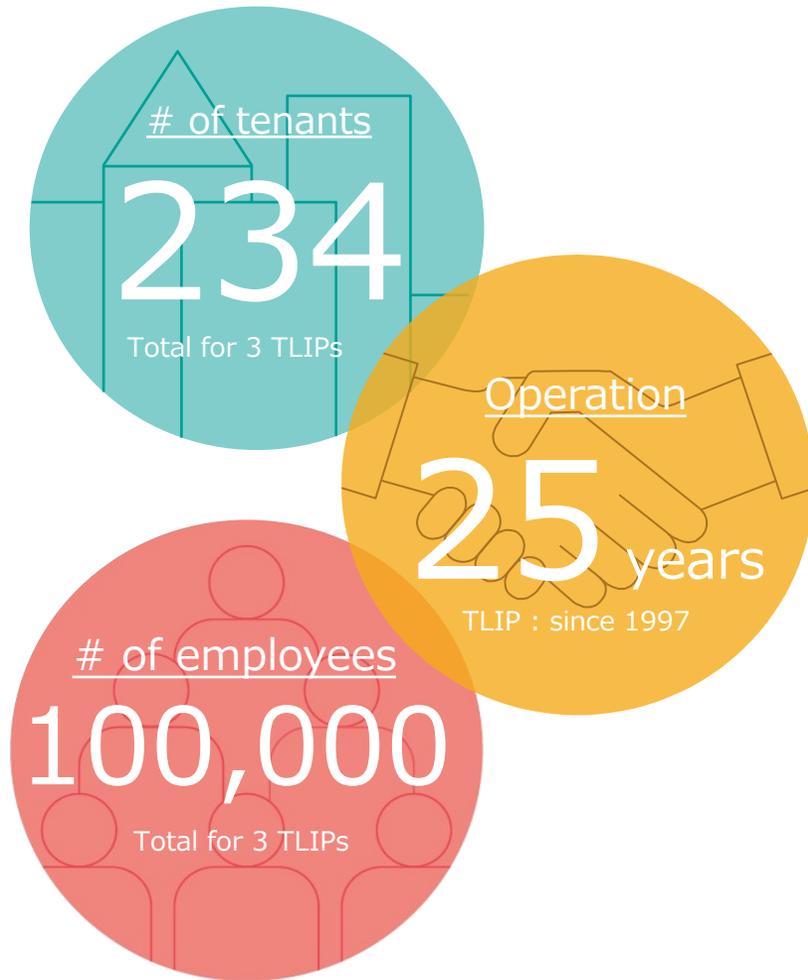
Various type (Export oriented \Leftrightarrow domestic market oriented)
Various area (Hi-Tech \Leftrightarrow Labor intensive \Leftrightarrow Food/Life style)
Various size (Large enterprise \Leftrightarrow Small/Medium-sized)

Expansion in Vietnam

Second factory in Vietnam (South to North)
Good evaluation on investment environment in Vietnam

Growth of Vietnamese companies

4 local companies decided its investment in TLIPs (2020)
“NEW VIETNAM” generation enterprises.

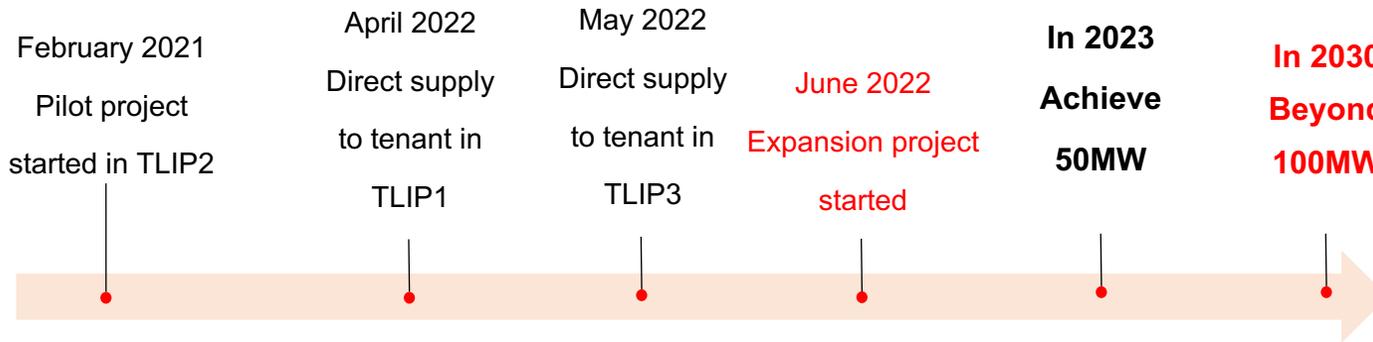


Rooftop Solar Project for TLIPs

- Since February, 2021, TLIP2 started pilot project for Rooftop Solar Project (RTS). Since April, 2022 in TLIP1, since May, 2022 in TLIP3, the RTS project has been started.
- Our RTS project directly supplies to the tenants by installing RTS on the roof of tenants.
- The number of tenants who are interested in our RTS projects is more than 30 companies with 70MWp potential.

Updated situation (As of April, 2023)

- TLIP1 : 10 tenants + Rental Factory - 13.1MWp
 - TLIP2 : 2 tenants + Rental factory - 6.2MWp
 - TLIP3 : 3 tenants - 6.5MWp
- ➔ 26MWp**



- TLIPs' annual consumption volume in total is approx. 1,000GWh. We aim at achieving 100MW of installed capacity (approx. 100GWh) by 2030, which results in contributing to green power demand not only of tenants but also of Vietnam.
- This business model of RTS will be spread out to our industrial parks in other countries such as Bangladesh (BSEZ).

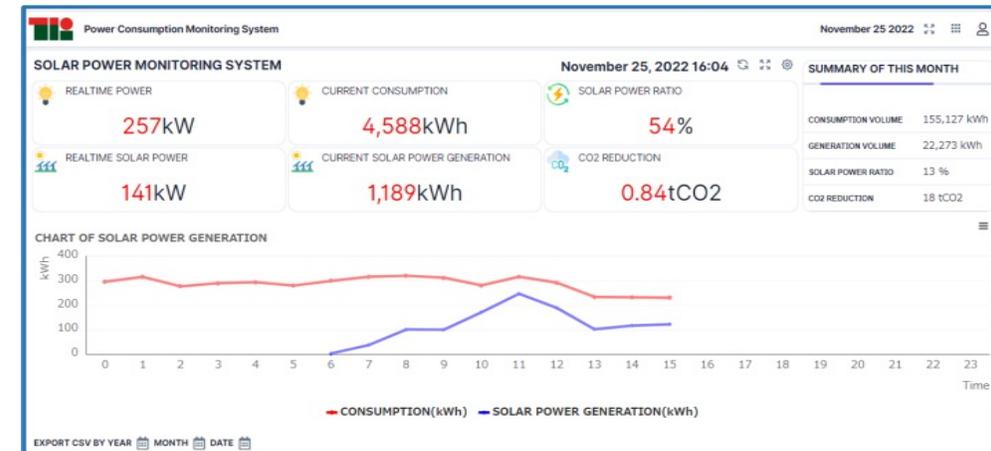
Our projects



TLIP2·RTS for our Rental factory



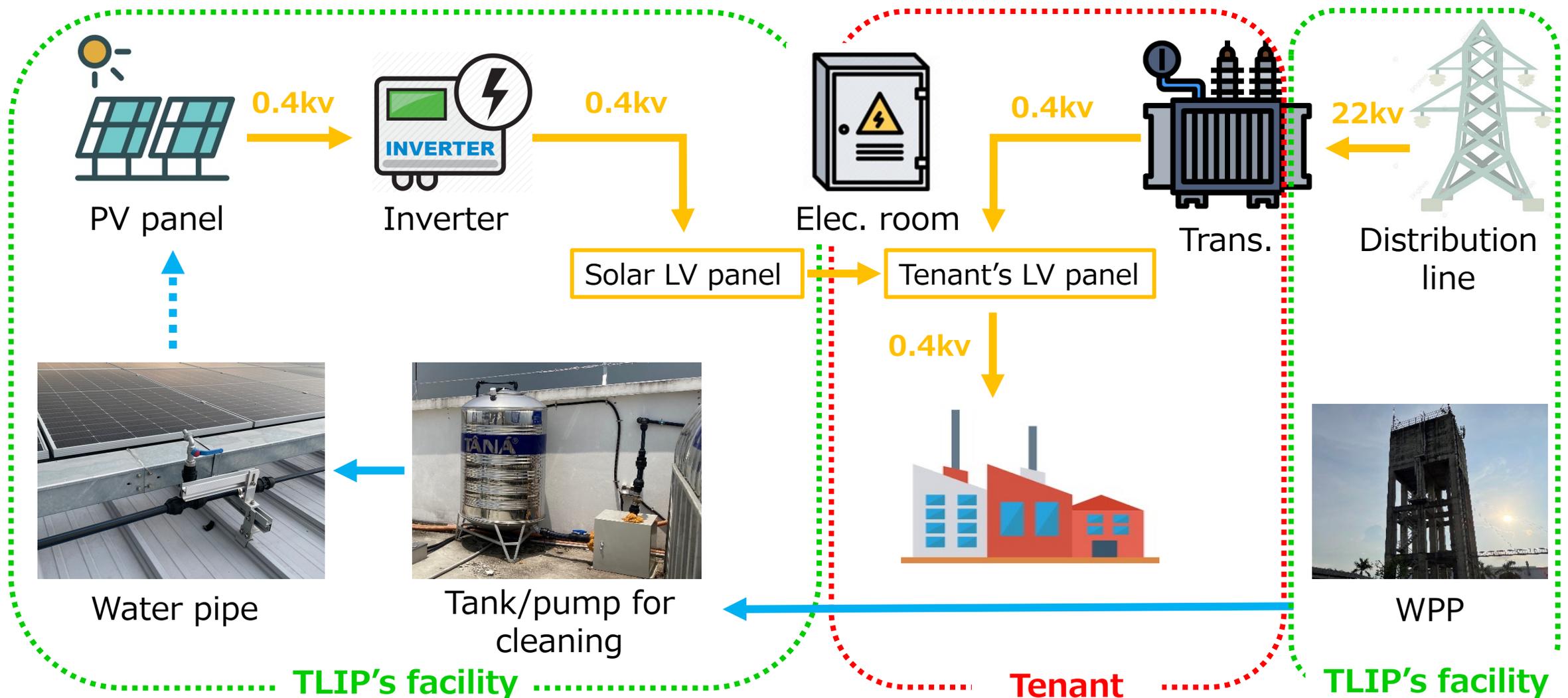
COD achievement



Monitoring system for tenants

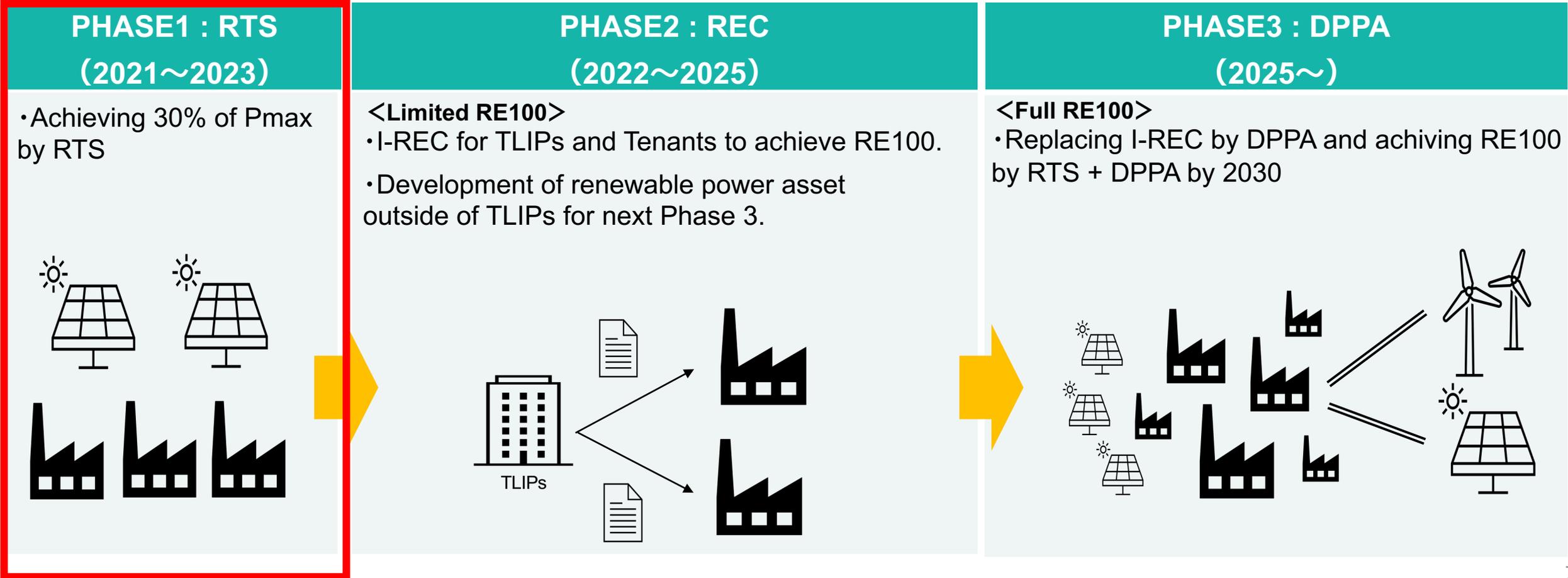
Rooftop Solar Project for TLIPs

- Our RTS project directly supplies to the electrical room of the tenants. The surplus energy will be flow as reverse flow to TLIPs' grid, which do not have reverse flow to EVN's national grid.



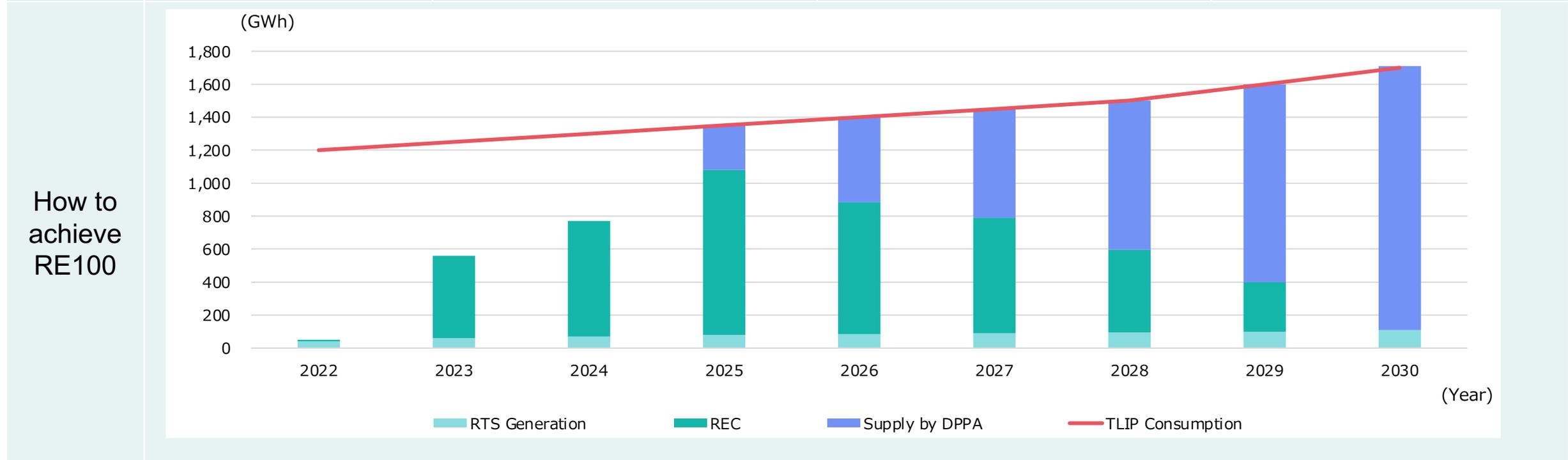
TLIPs' Strategy for Renewable Energy

- Rooftop solar (“RTS”) can cover only a few percent of total consumption volume of 3 industrial parks.
- Some of the tenants are required to use renewable energy based on the instruction from its HQ office/suppliers.
- TLIPs aim to help those tenants to achieve RE100 not only by RTS but also by I-REC (renewable certificate) and DPPA in the future, which results in “Green Industrial Park”.



TLIPs' Strategy for Renewable Energy

	①RTS+REC (RTS PV&REC) (2022~2023)	②RTS + more REC (RTS&REC) (2023~2025)	③RE100 (RTS&REC&DPPA) (2025~2030)	④RE100 (RTS&DPPA) (2030~)
Direction	<ul style="list-style-type: none"> Partially achieve RE100 by TLIP and tenants who are interested in REC 	<ul style="list-style-type: none"> REC sales and development of renewable energy asset in parallel 	<ul style="list-style-type: none"> Development and accumulation of buying/building new renewable assets 	<ul style="list-style-type: none"> Fulfilling the demand for renewable energy by our renewable assets



Thank you for listening