

# News Release

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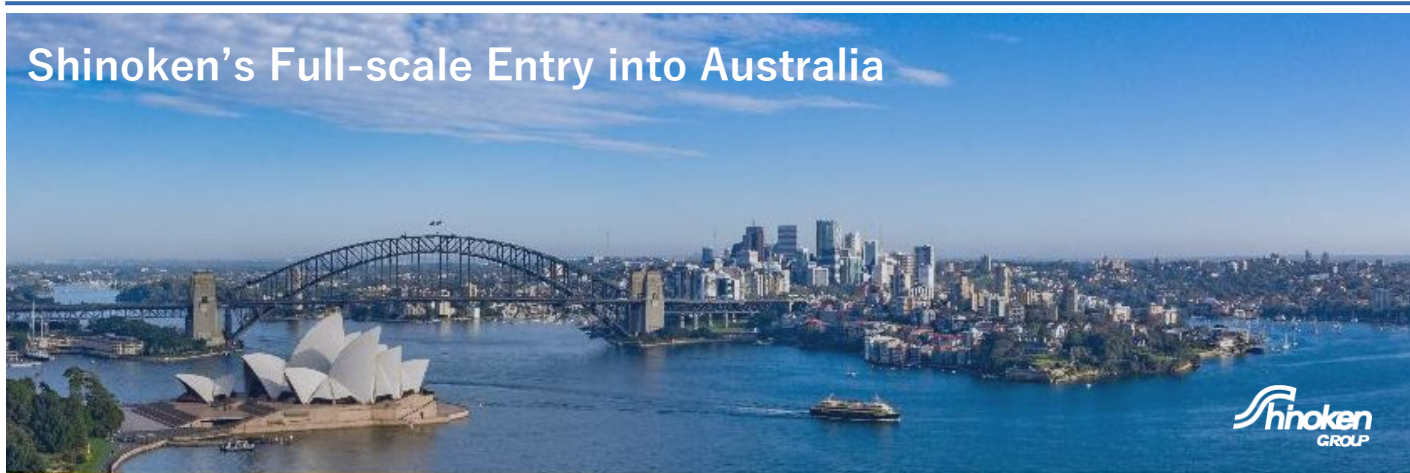
## Establishment of "Shinoken Australia Pty Ltd." and Entry into the Australian Market

— Leveraging a successful track record in Japan, China, and Indonesia toward new business venture responding to urban compact living needs

Shinoken Group Co., Ltd. (Headquarters: Minato-ku, Tokyo; Chairman and Representative Director: Hideaki Shinohara; hereinafter "the Group") has established an Australian local subsidiary, Shinoken Australia Pty Ltd. on 7<sup>th</sup> May, to facilitate its full-scale entry into the Australian market.

Since its founding in 1990, the Group has spent over 35 years cultivating a unique business model focused on the development and sale of income-generating real estate for single-person households. Having successfully expanded this model to China and Indonesia, the Group will now leverage its domestic and international expertise to promote real estate business and other related businesses such as real estate related finance business etc. in Australia, a country currently facing a severe housing shortage.

## Shinoken's Full-scale Entry into Australia



### ■ Background of Market Entry

Major Australian cities are currently grappling with a severe housing supply-demand imbalance due to population growth. In response, the government is promoting policies to increase housing density and encourage urban redevelopment. Recent statistics\* show that the population grew by approximately 500,000 in the year leading up to 2025, and rental vacancy rates in major cities remain at record lows of under 1.5%.

Following the launch of Australian real estate advisory services in September 2024, the Group conducted continuous market research and identified "Co-living" (compact urban rental housing) as a high-potential sector, characterized by being located in highly convenient urban centers, consisting of one-room (studio-type) units where all units are independent living spaces, while also featuring common areas such as community area etc.

This form of residence, which is becoming established as a next-generation asset class for institutional investors, allows for the direct utilization of the Group's extensive track record and expertise as a pioneer of "compact housing for single-person households" in Japan. We are confident that we can contribute to resolving the supply-demand gap in Australia and have decided on the Group's full-scale entry in this segment.

## ■ Our Global Journey

The Group has been developing unique brands in growing urban rental markets since its overseas expansion in 2012. We have established a unique competitive advantage through development achievements such as the serviced apartment "Sakura Terrace" in Jakarta, Indonesia, and obtaining the first-ever REIT (Real Estate Investment Trust) license for a foreign company in that country.

In Australia as well, as a pioneer in the development of compact housing for single-person households in Japan, we will steadily promote the business to adapt the expertise we have cultivated to date to the local market.

## ■ Future Vision

Australia is a rapidly growing market where top global players converge. In this environment, our Group intends to pursue the creation of a unique and distinctive brand, leveraging the track record we have established in Jakarta. By maximizing the expertise accumulated in Japan, we aim to secure a solid position in the Australian co-living market.

At the same time, we intend to explore broader real estate-related opportunities, contributing to the provision of investment opportunities and the enhancement of the market environment. First, we will accelerate business starting from Sydney and build a solid foundation. Following that, as the next step, we will expand our territory in stages to Melbourne and Brisbane, achieving sustainable growth in major Australian cities.

## ■ Australian Subsidiary Overview

- Company Name: Shinoken Australia Pty Ltd.
- Location: 100 Miller St, North Sydney, NSW 2060
- Capital: 20,000,000 AUD
- Main Business: Real estate development and operation in Australia, and provision of incidental services
- Shareholders: Shinoken Group Co., Ltd. 100%

\* Source: Australian Bureau of Statistics (ABS)

▼ Domestic Apartment Brand  
"Harmony Terrace"



▼ Indonesia Service Apartment Brand  
"Sakura Terrace"



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