



**Ichigo Office April 2019 Fiscal Period  
Corporate Presentation**

**June 14, 2019**

**Ichigo Office REIT Investment Corporation (8975)  
Ichigo Investment Advisors Co., Ltd.**





**Make The World  
More Sustainable**



# World-Class Excellence

Ichigo's  
Hiromi Miyake



# Ichigo





---

## April 2019 Results

- ✓ April 2019 Highlights
- ✓ April 2019 Earnings
- ✓ April 2019 Financial Metrics
- ✓ 18 Consecutive Periods of Dividend Growth
  - No. 1 vs. All J-REITs
- ✓ Growing Shareholder Value: Continued Growth in Base EPS
- ✓ Growing Shareholder Value: Continued Growth in NAV
- ✓ Sustained High Office Occupancy: 99.3%
- ✓ Organic Growth: Driving Rental Growth
- ✓ Organic Growth: Existing Tenants at Higher Rents
- ✓ Organic Growth: New Tenants at Higher Rents
- ✓ Acquisition-Driven Growth: April 2019 Acquisitions

## Ichigo Office Growth Strategy

- ✓ Driving Shareholder Value via Organic Growth & Pro-Active Acquisitions/Sales
- ✓ Sustainable Growth to Maximize Shareholder Value
- ✓ Value-Add Capex (1) Ichigo Uchi Honmachi Building
- ✓ Value-Add Capex (2) Ichigo Uchikanda Building
- ✓ Investing for Long-Term Growth
- ✓ May 2019 Acquisition & Sale Accretive to Shareholders
- ✓ Driving Higher NOI & Harvesting Gains in Strong Market
- ✓ Sustainable Growth with Sponsor Support
- ✓ Access to Ichigo's Robust Pipeline of Office Assets
- ✓ October 2019 Forecast
- ✓ April 2020 Forecast

## Ichigo Office ESG

- ✓ Ichigo Office's Sustainability Commitment
- ✓ Environmental
- ✓ Social
- ✓ Governance

## Appendix

- ✓ Financial & Portfolio Data
- ✓ About Ichigo Office

## April 2019 Results

---

# April 2019 Highlights

	Achievements	Details
<b>Acquisition-Driven Growth</b>	<ul style="list-style-type: none"> <li>Sold 2 retail assets (Gains on sale JPY 650M)</li> <li>Acquired 2 office assets in central Tokyo (acquisition price JPY 6B)</li> </ul>	<ul style="list-style-type: none"> <li>Gains on sale exceeding unrealized gains</li> <li>Sold retail assets with significant expected maintenance costs &amp; acquired office assets with growth potential</li> <li>Annual NOI +JPY 69M</li> </ul>
<b>Organic Growth</b>	<ul style="list-style-type: none"> <li>Occupancy: 99.3%</li> <li>52 upward rent renewals (avg +8.5%)</li> <li>22 new tenants at higher rents (avg +20.8%)</li> </ul>	<ul style="list-style-type: none"> <li>Maintaining 99+% occupancy</li> <li>Rent renewals +JPY 7.0M per month</li> <li>New tenants + JPY 3.7M per month</li> </ul>
<b>Financing</b>	<ul style="list-style-type: none"> <li>Bond Issuance JPY 1B</li> <li>New Loans JPY 3B</li> <li>Refinancing JPY 5.8B</li> </ul>	<ul style="list-style-type: none"> <li>3rd Bond Issuance (7-year maturity, 0.75% interest rate)</li> <li>Hedging interest rate risk (96.9% of loans are fixed rate; 7.5 year avg. maturity on new loans)</li> </ul>
<b>Base EPS<sup>1</sup></b>	JPY 2,000 (+JPY 55, +2.8% vs. October 2018)	<ul style="list-style-type: none"> <li>Continued Base EPS growth: +JPY 30 vs. initial forecast of JPY 1,970 (+1.5%)</li> </ul>
<b>FFO<sup>2</sup></b>	JPY 2,558 (+JPY 69, +2.8% vs. October 2018)	<ul style="list-style-type: none"> <li>FFO growth driving Base EPS &amp; dividend growth</li> </ul>
<b>Dividend</b>	JPY 2,255 (+JPY 241, +12.0% vs. October 2018)	<ul style="list-style-type: none"> <li>Includes gains on sale of JPY 186 per share</li> <li>18 consecutive periods of dividend growth – No.1 vs. all J-REITs</li> </ul>
<b>NAV<sup>3</sup></b>	JPY 87,934 (+JPY 1,977, +2.3% vs. October 2018)	<ul style="list-style-type: none"> <li>Unrealized gains JPY 31.5B → JPY 34.3B (+2.7B)</li> </ul>

<sup>1</sup> Base EPS = EPS – Capital Gains    <sup>2</sup> FFO = Funds From Operations    <sup>3</sup> NAV = BPS + Unrealized Capital Gains

# April 2019 Earnings

(JPY million)

	October 2018 Actual	April 2019 Actual (A)	April 2019 Forecast (B)	vs. Forecast (A) - (B)	Major Variation Factors (vs. April 2019 Forecast)
Operating Revenue	7,632	8,451	8,356	+94	<u>Increase in Rental Income +70</u> Increase in common area services income +50 (Ichigo Nagoya Building +5) (Ichigo Fushimi Building +4) (Ichigo Shibuya Dogenzaka Building +4) Increase in other income +17 (renewal fee, restoration & cleaning fee)
Operating Profit	3,745	4,510	4,457	+53	<u>Increase in Other Operating Income +23</u> Increase in gains on sale of real estate +23
Recurring Profit	2,958	3,733	3,665	+67	<u>Increase in Rental Expenses +39</u> Increase in utilities expenses +30 Increase in property tax +6
Net Income	2,980	3,732	3,664	+67	<u>Increase in Operating Expenses (excluding Rental Expenses) +1</u> Increase in performance fee to asset manager +17 Decrease in other expenses through cost reduction -16
Dividend Reserve (-)	—	382	376	+6	<u>Increase in Non-Operating Revenue +3</u> Increase in reversal of accrued dividends +1
Dividend Reserve Release (+)	105	105	105	—	<u>Decrease in Non-Operating Expenses -11</u> Decrease in interest expenses (including bond interest) -3 Decrease in up-front loan fees & related expenses -8
Dividend	JPY 2,014	JPY 2,255	JPY 2,215	+JPY 40	Reference: Capex April 2019 Actual 442
EPS	JPY 1,945	JPY 2,000	JPY 1,970	+JPY 30	Reference: April 2019 Reserves (Post-Dividend) Negative Goodwill Reserve 9,529 Dividend Reserve 2,637
NOI	5,496	5,648	5,615	+33	
No. of Assets	85	85	85	—	
Occupancy	99.2%	99.3%	98.5%	+0.8%	

\* NOI = Rental Income - Rental Expenses + Depreciation  
 No. of Assets and Occupancy are Period-End



# April 2019 Financial Metrics

## Longer Debt Maturity and More Fixed-Rate Loans

	April 2018	October 2018	April 2019
<b>FFO (per Share)</b>	JPY 2,454	JPY 2,489	JPY 2,558
<b>Dividend</b>	JPY 1,964	JPY 2,014	JPY 2,255
<b>NAV (per Share)</b>	JPY 84,076	JPY 85,957	JPY 87,934
<b>LTV</b>	46.9%	47.6%	48.1%
<b>Average Interest Rate</b>	1.02%	1.02%	1.00%
<b>Average Debt Maturity</b>	5.8 years	6.0 years	6.2 years
<b>% Fixed Rate Loans</b>	90.9%	94.0%	96.9%

\* FFO = Net Income + Depreciation + Loss on Disposal of Fixed Assets + Liability for Asset Retirement Obligation + Loss on Asset Sale - Gain on Asset Sale - Extraordinary Gain + Extraordinary Loss

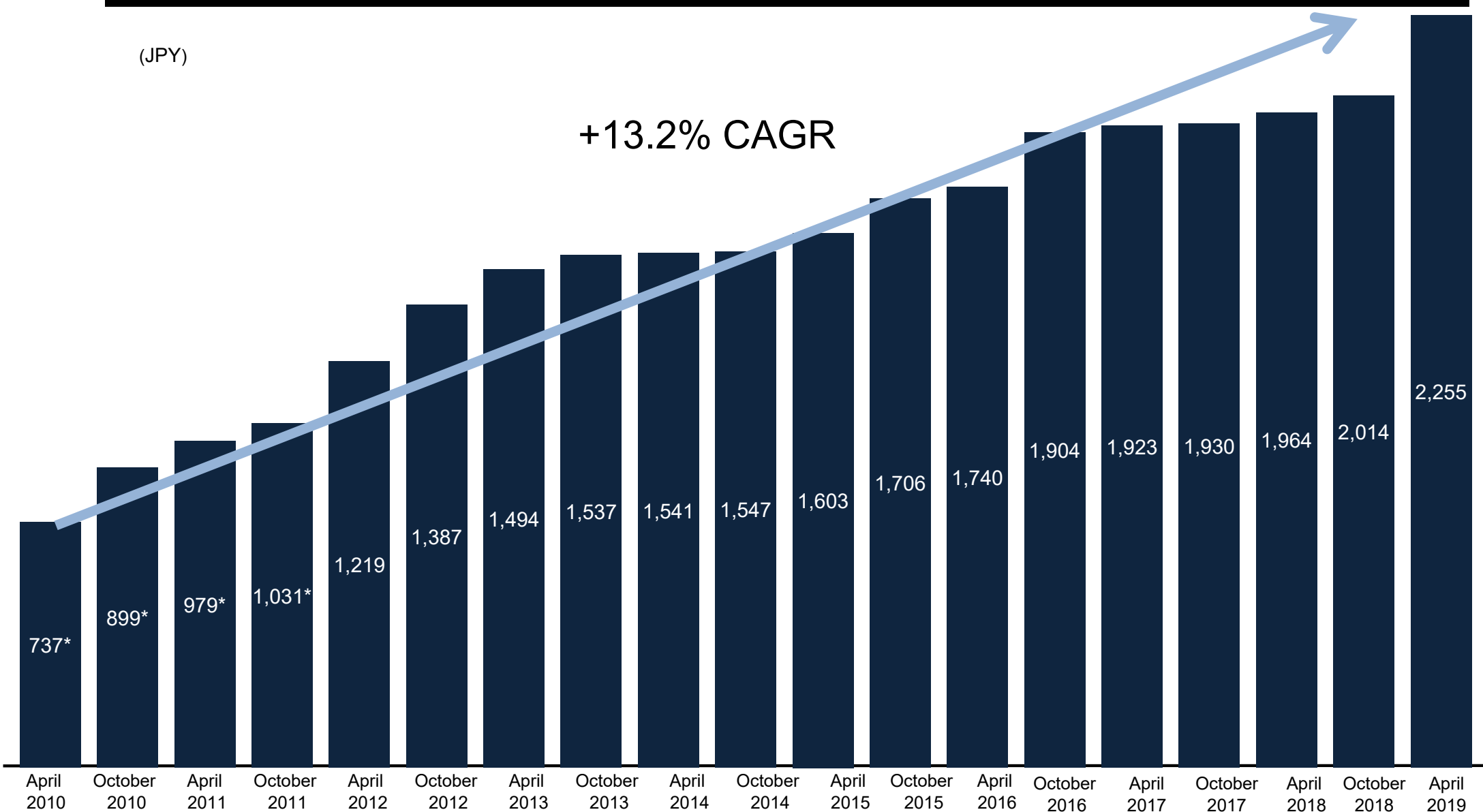
LTV = Interest-Bearing Liabilities/Total Assets

Average Debt Maturity is Period-End

# 18 Consecutive Periods of Dividend Growth – No. 1 vs. All J-REITs

(JPY)

+13.2% CAGR

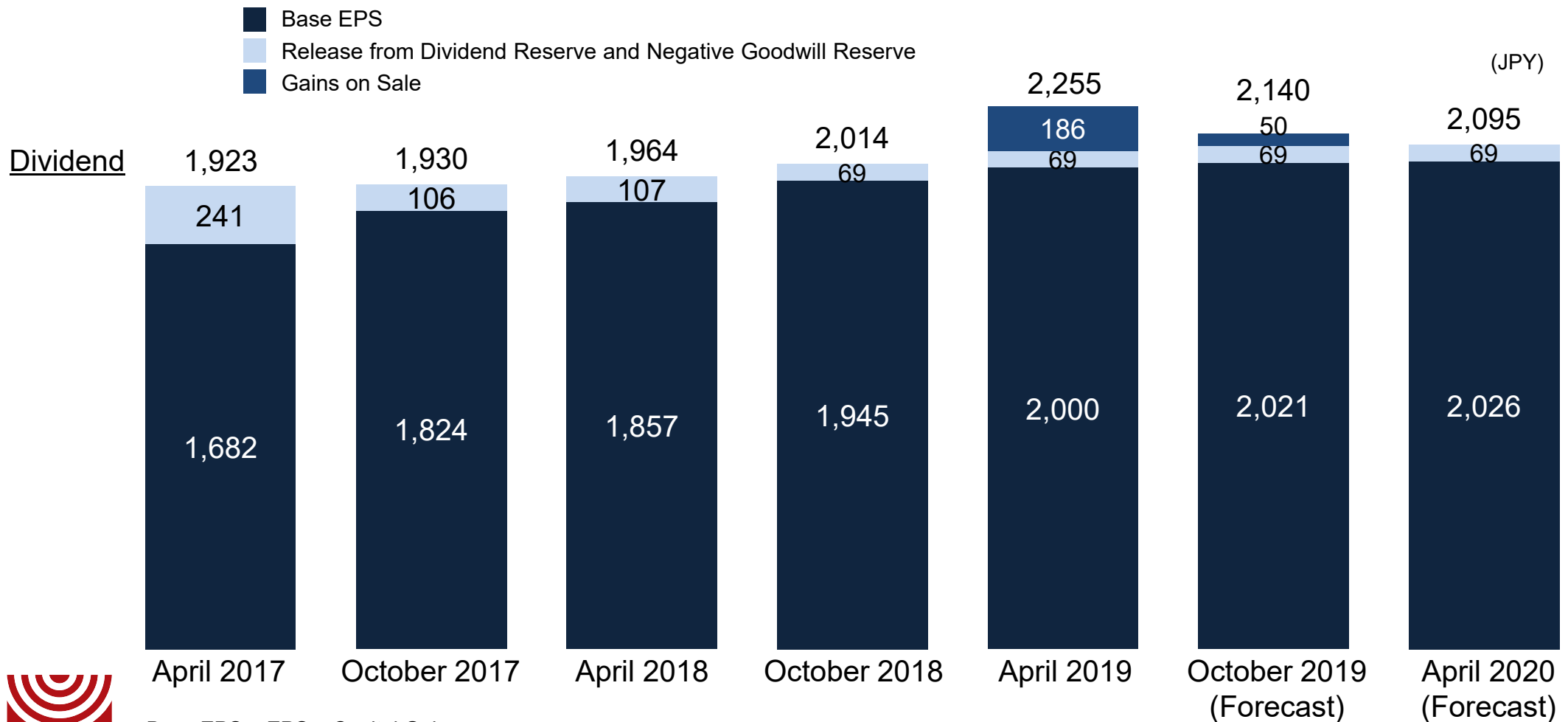


\* April 2010 to October 2011 dividends adjusted to reflect stock split on November 1, 2011; CAGR = Compound Annual Growth Rate

# Growing Shareholder Value: Continued Growth in Base EPS

Base EPS +18.9% since April 2017

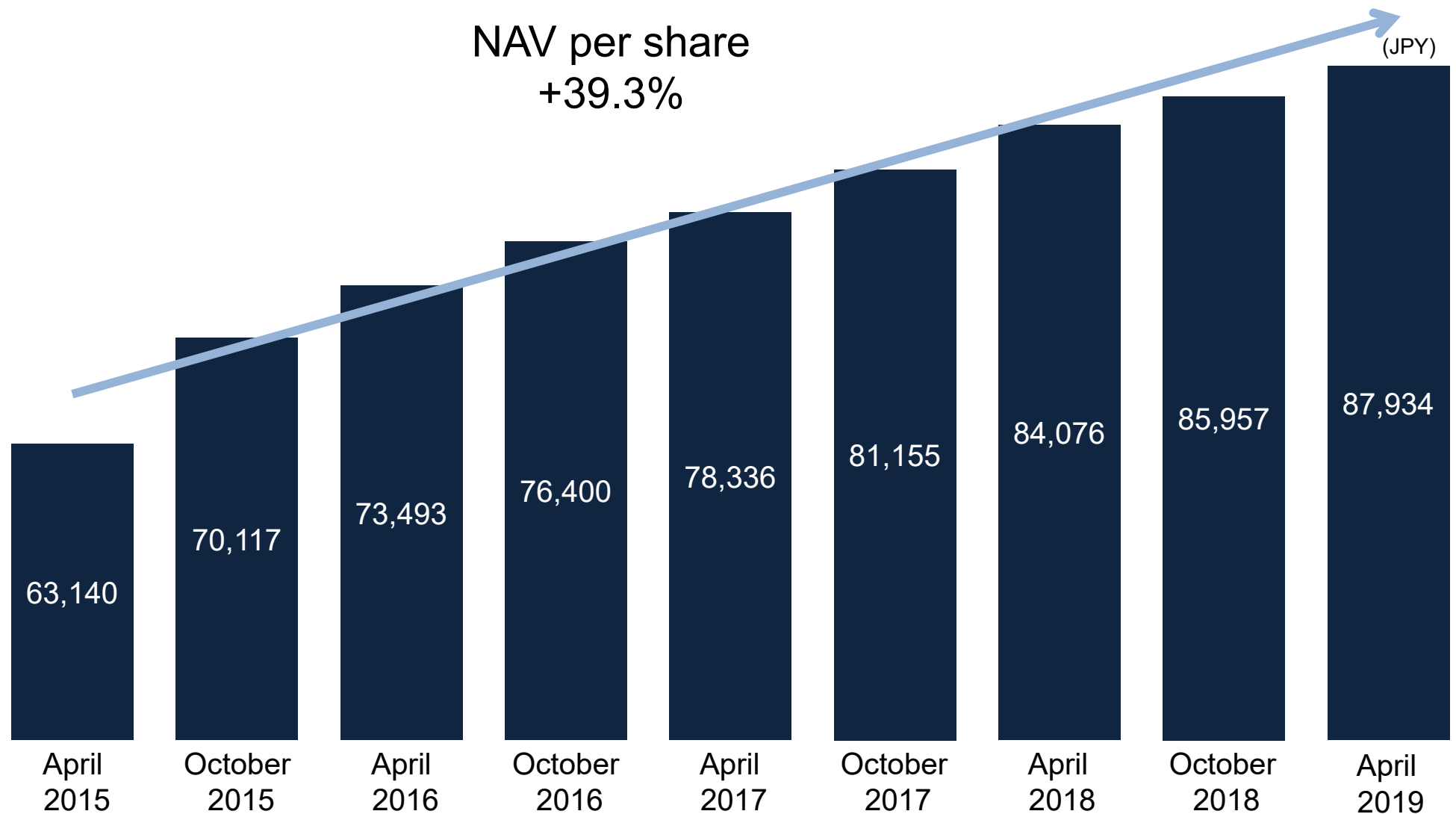
October 2019 Dividend +JPY 50 on Gains on Sale – Second Consecutive Period of Distributing Gains on Sale to Shareholders



Base EPS = EPS – Capital Gains

# Growing Shareholder Value: Continued Growth in NAV

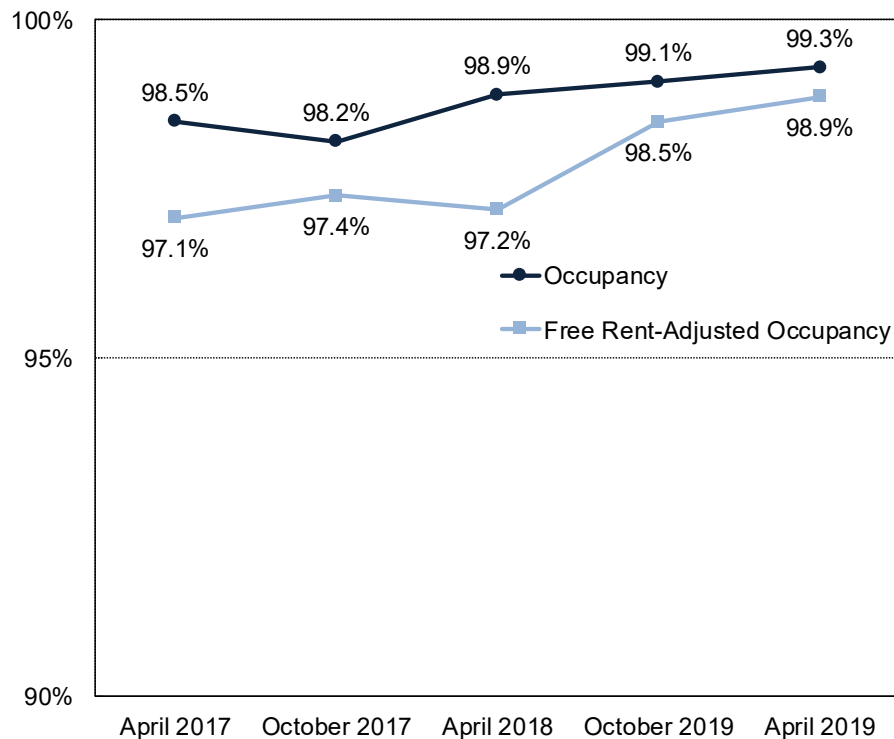
Growing Value via Value-Add Capex & Pro-Active Acquisitions/Sales



# Sustained High Office Occupancy: 99.3%

## High Occupancy, Rising Rents, Decreasing Free-Rent

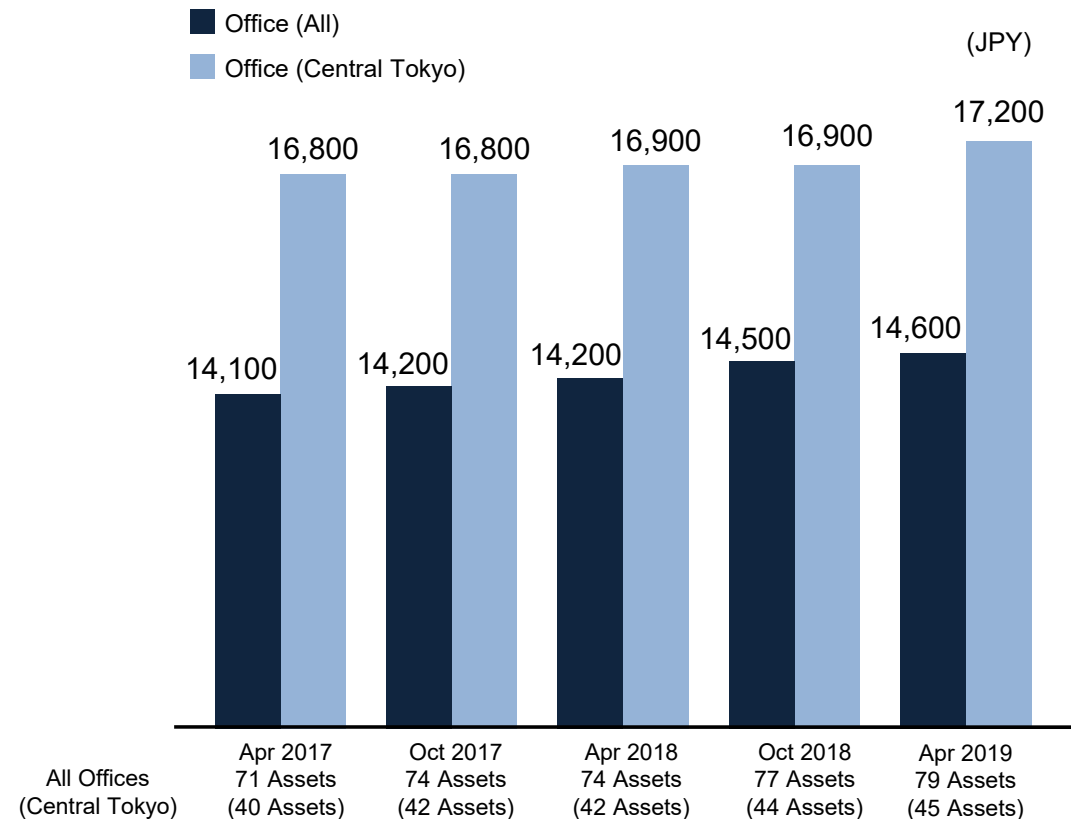
Occupancy (Office)



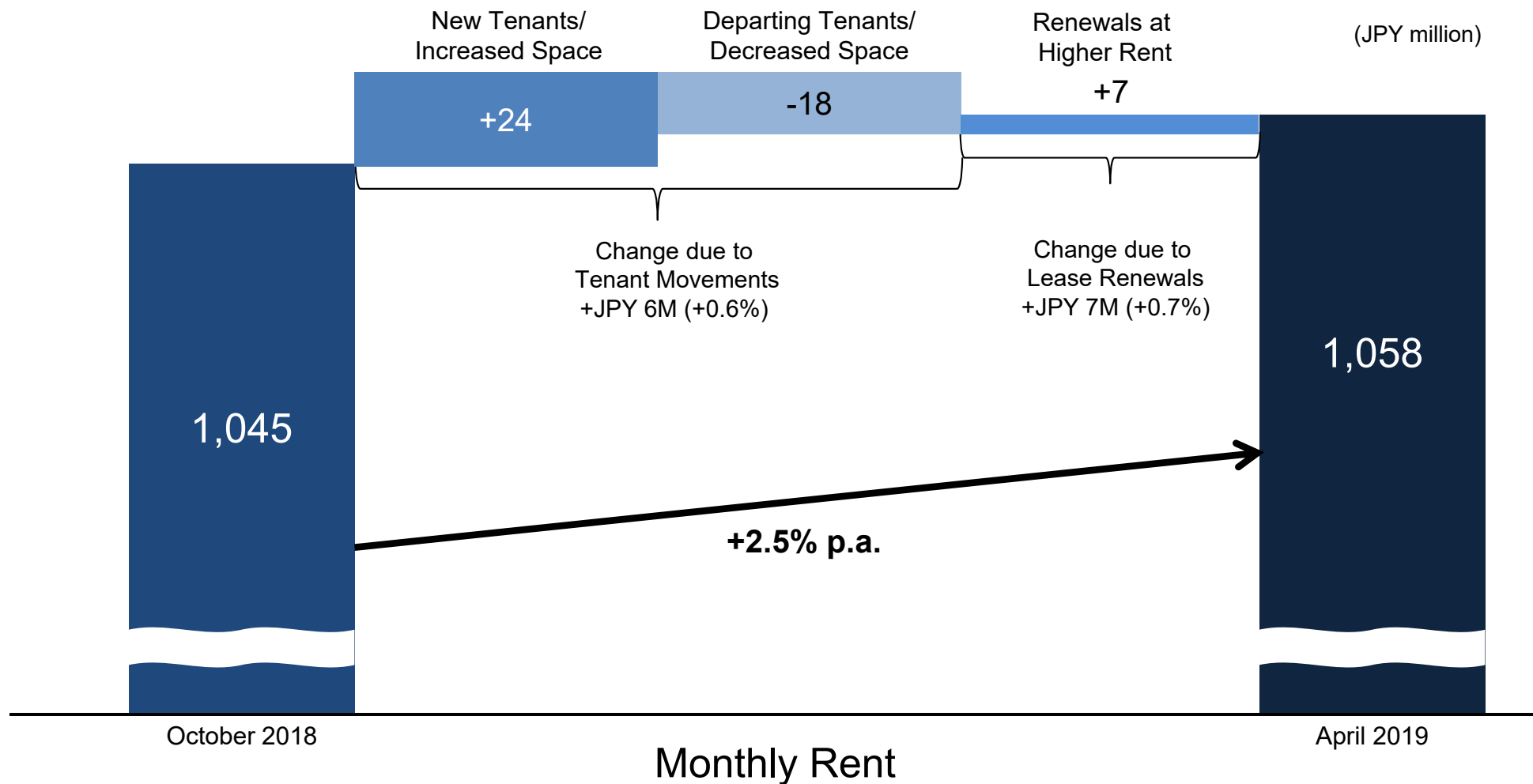
Average Free-Rent Period:  
October 2018 1.1 months  
April 2019 0.9 months

Occupancy is Period-End

Average Rent per Tsubo (3.3m<sup>2</sup>)



# Organic Growth: Driving Rental Growth



Change in Occupancy:

99.1% (October 2018) → 99.3% (April 2019)

\* Change in Occupancy is like-for-like and thus excludes newly acquired or sold assets

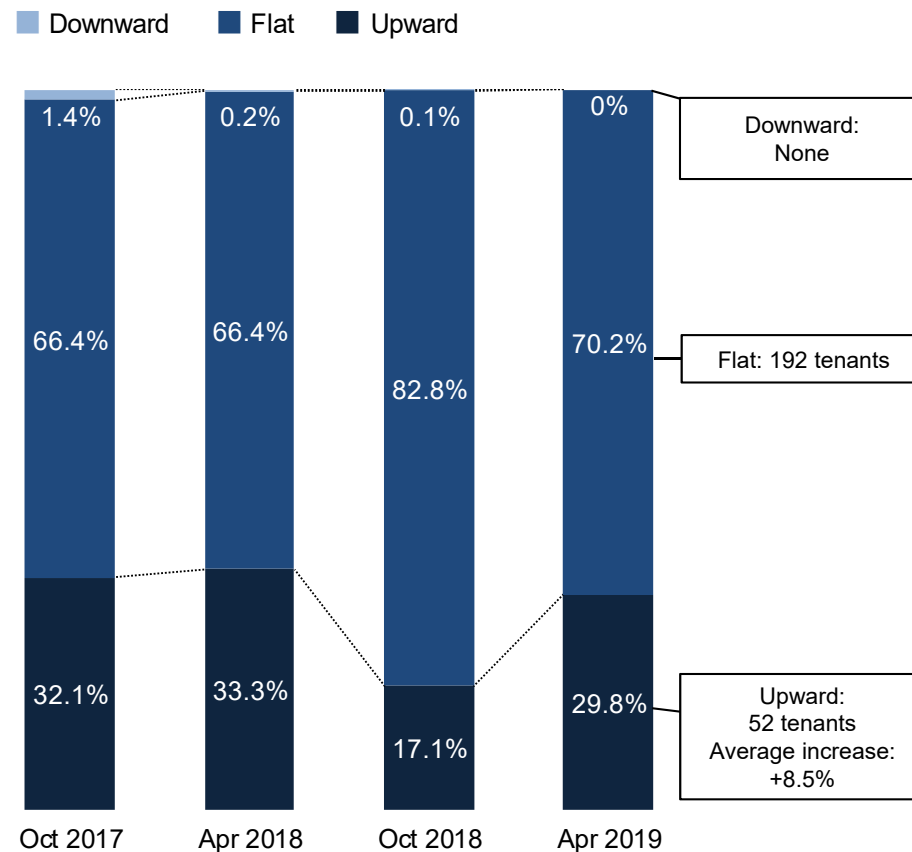


# Organic Growth: Existing Tenants at Higher Rents

+8.5% Average Increase at Renewal, +JPY 7M Monthly Increase in Rents

## New Rent vs. Previous Rent

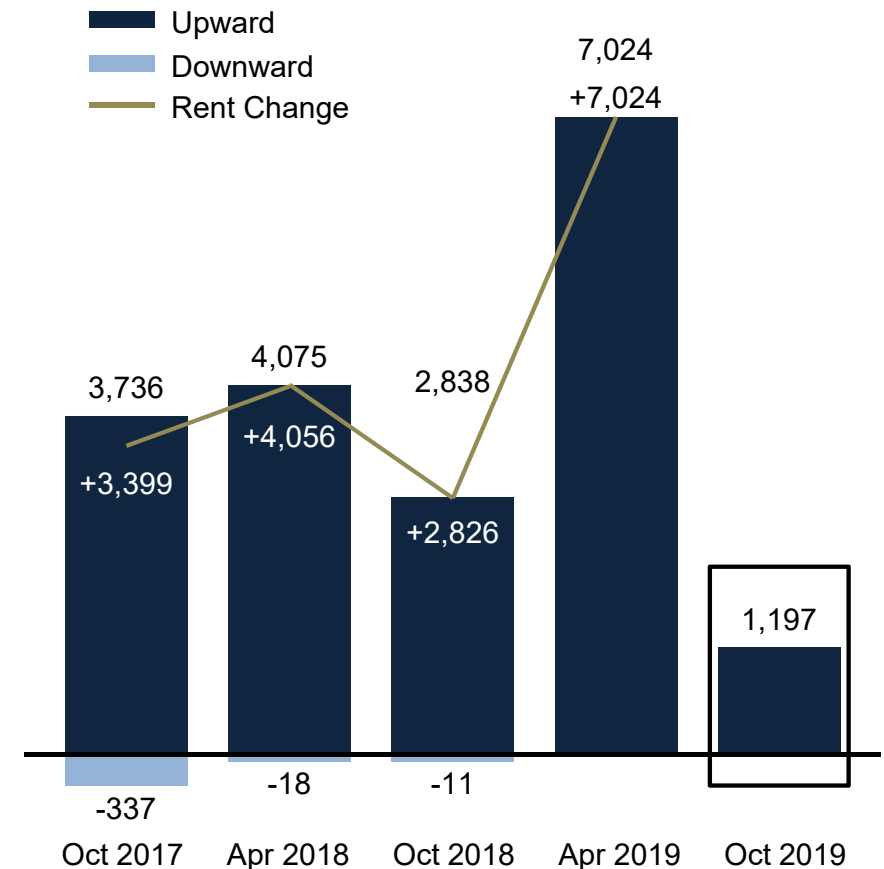
(Office, Leased Area Basis)



## Change in Total Rents

(Office)

(Monthly rent, JPY thousand)



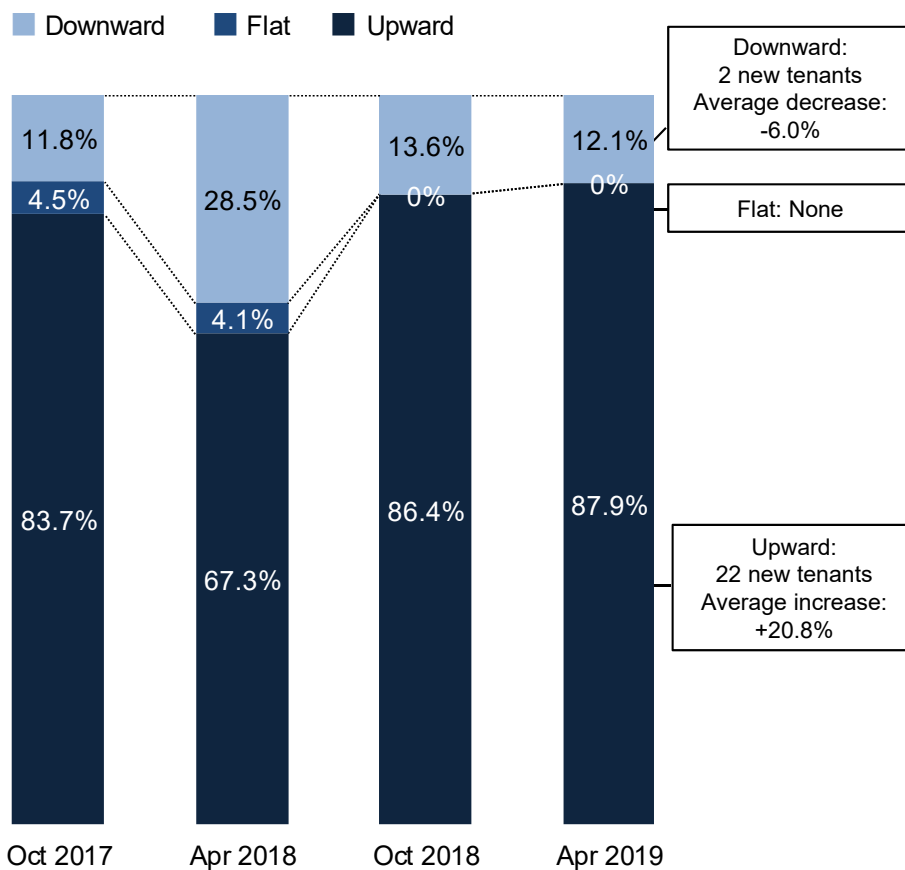
\* Oct 2019 reflects leases in place as of May 15, 2019.

# Organic Growth: New Tenants at Higher Rents

85% of New Tenants at Higher Rents

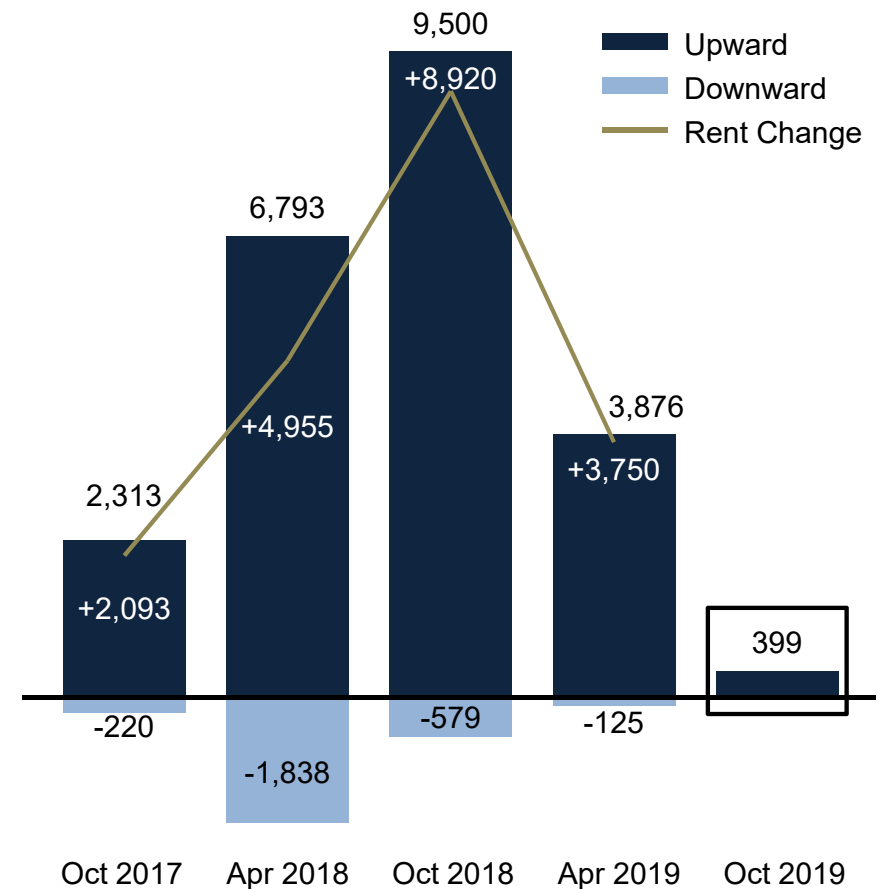
+20.8% Average Increase from New Tenants

New Tenant Rent vs. Previous Tenant Rent  
(Office, Leased Area Basis)



Impact on Rental Income from Tenant Turnover (Office)



(Monthly rent, JPY thousand)



\* Oct 2019 reflects leases in place as of May 15, 2019.

# Acquisition-Driven Growth: April 2019 Acquisitions

## Acquired 2 Offices in Central Tokyo (Total JPY 6B)

Asset	Ichigo Minami Otsuka Building	Ichigo Nogizaka Building
		
Acquisition Date	December 21, 2018	December 28, 2018
Area	Toshima-ku, Tokyo	Minato-ku, Tokyo
Investment Rationale	Convenient access to central Tokyo; only 1 station away from Ikebukuro Station, a major rail hub	At center of the Akasaka, Roppongi, Aoyama areas favored by foreign corporations
Acquisition Price	JPY 2,780M	JPY 3,315M
NOI Yield	4.6%	4.1%
Location	6-min walk from Otsuka Station on JR Yamanote Line and 3-min walk from Shin-Otsuka Station on Marunouchi Line	2-min walk from Nogizaka Station on Chiyoda Line and 8-min walk from Roppongi Station on Oedo Line
Occupancy	100%	100%
Seller	Japanese Third Party	Japanese Third Party

\* Forecast NOI Yield and Occupancy at acquisition

# Ichigo Office Growth Strategy

---

# Driving Shareholder Value via Organic Growth & Pro-Active Acquisitions/Sales

## Shareholder Value Growth (Post-May 2016 Public Offering)

NAV per Share <sup>1</sup>	Base EPS <sup>2</sup>	Dividend <sup>3</sup>
JPY 76,400 ➡ JPY 87,934 (+15.0%)	JPY 1,602 ➡ JPY 2,000 (+24.8%)	JPY 1,904 ➡ JPY 2,069 <sup>4</sup> (+8.7%)

<sup>1</sup> October 2016 Actual vs. April 2019 Actual

<sup>2</sup> October 2016 Actual vs. April 2019 Actual  
Base EPS = EPS – Capital Gains

<sup>3</sup> October 2016 Actual vs. April 2019 Actual

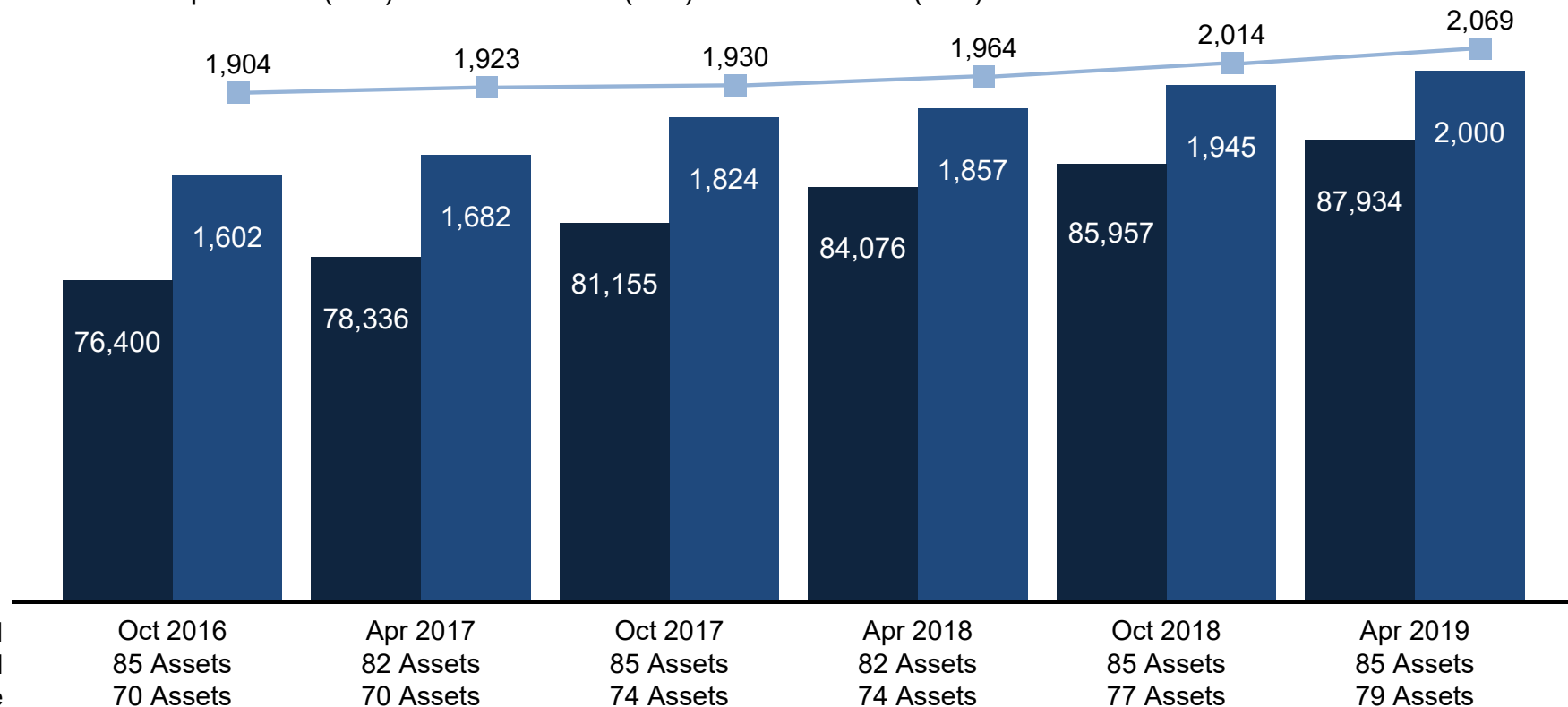
<sup>4</sup> Excludes capital gains (JPY 186)

### Buildout of Specialized Office Portfolio

### Deepening Foundation for Long-Term Growth

■ NAV per Share (JPY) ■ Base EPS (JPY) — Dividend (JPY)

April 2019 dividend excludes capital gains



# Sustainable Growth to Maximize Shareholder Value

2019/4

2022/4 →

## Goal

## Sustainable Growth to Maximize Shareholder Value

## Action Plans

### Build Robust Portfolio & Drive Sustainable Growth

#### Organic Growth

- Provide differentiated Ichigo Layout Office and Ichigo Lounge high-quality office spaces
- Increase asset value & investment returns via value-add capex
- Maintain & drive earnings growth with a focus on tenant satisfaction
- Support tenant growth via tenant networking and business matching
- Minimize downtime at re-tenanting and free-rent periods

#### Acquisition-Driven Growth

- Pursue acquisition-driven growth opportunities via bridge funds & sponsor support
- Build a durable growth model via asset acquisitions/sales & full-scale, value-add asset renovations
  - ➔ Leverage Ichigo's market-leading value-add capabilities

#### Finance & IR

- Diversify funding (accretive equity financing, green bonds, retail bonds, etc.)
- Raise credit rating & enter global REIT indices (FTSE EPRA / NAREIT)
- Further improve borrowing terms

#### ESG

- Acquire environmental certifications and achieve energy reduction goals
- Promote wheelchair access, etc. barrier-free design at assets
- Maintain and strengthen best-in-class J-REIT governance

### April 2022 Targets

#### Base EPS

JPY 2,000 ➔ JPY 2,200  
(+10.0%)

#### Dividend

JPY 2,069 ➔ JPY 2,269  
(+9.7%)

#### Credit Rating

A ➔ A+  
(Stable) ➔ (Stable)

#### Global REIT Indices\*

#### Index Entry

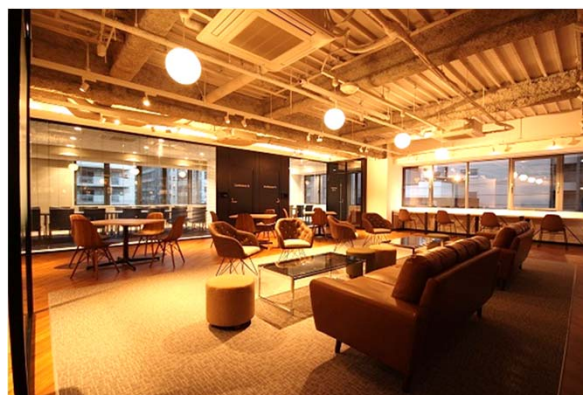
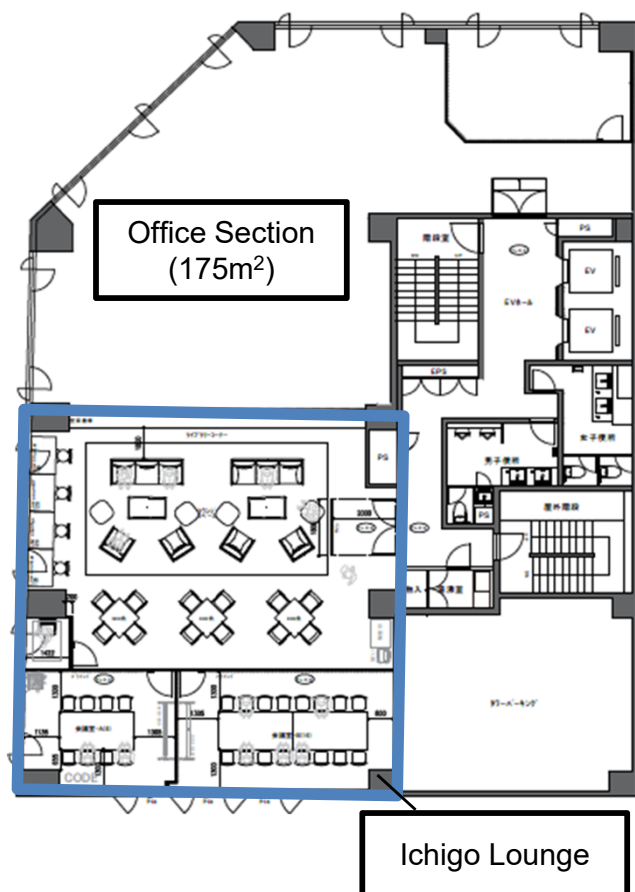
\*Target only if >JPY 250B in AUM



# Value-Add Capex (1) Ichigo Uchi Honmachi Building

## 2<sup>nd</sup> Ichigo Lounge Completed at Ichigo Uchi Honmachi Building in Osaka

- Increase tenant satisfaction via high-quality shared work space designed to help tenants communicate and collaborate
- Renovated an entire floor which had contained conference rooms and a common area
- Used part to create Ichigo Lounge: a shared lounge and conference room space available to tenants, designed for comfort & functionality
- Converted remaining area into new tenant office space, increasing rental income



Ichigo Lounge Communication Space



Driving Earnings via New Office Space



2 Conference Rooms for Tenant Use

### Outcomes

Capex	JPY 19M
NOI	+JPY 7M
ROI	38.3%

# Value-Add Capex (2) Ichigo Uchikanda Building

## Fully-Fitted Ichigo Layout Office to Reduce Tenant Costs & Accelerate Move-In

### – Office space designed to facilitate open innovation and communication

- Simultaneous completion of 2 Ichigo Layout Offices (9<sup>th</sup> and 10<sup>th</sup> floors)
- Flexible layouts that can be changed by tenants, with glass-walled conference rooms, movable fixtures & furniture, & a design that facilitates open innovation and communication.
- Superior functionality commands higher rents – maximizing ROI by leasing the space via an open bid process



9th Floor Office (140m²)



Tenant Discussion Space



10th Floor Office (120m²)



Conference Room with Flexible Layout

Outcomes	
Capex	JPY 24M
NOI Increase	+JPY 8M
ROI	33.4%



Ichigo Uchikanda Building

# Investing for Long-Term Growth

## Option to Acquire High-Quality Office to Drive Earnings Growth

Acquisition of TK equity interest in a mid-size Tokyo office asset via bridge fund (JPY 50M)

Acquired preferential negotiation right to buy asset

### Bridge Fund Overview

<b>Operator</b>	Tachikawa Holdings GK
<b>TK Investment Amount</b>	JPY 1,150M (IOR investment amount JPY 50M)
<b>Asset</b>	Trust beneficiary interest in Unizo Tachikawa Building

### Asset Overview

Unizo Tachikawa Building	
<b>Location</b>	Tachikawa, Tokyo
<b>Access</b>	8-min walk from Tachikawa Station on JR Chuo Line; 7-min walk from Tachikawa Kita Station on Tama Toshi Monorail Line
<b>Acquisition Price</b>	JPY 3,830M
<b>Exercise Period</b>	May 16, 2021
<b>Appraisal Value</b>	JPY 3,930M
<b>Occupancy</b>	96.9% (as of May 31, 2019)
<b>Description</b>	Mid-size office building located in Tachikawa, a business center in suburban Tokyo





# May 2019 Acquisition & Sale Accretive to Shareholders

## Gains on Sale Significantly Exceed Unrealized Gains Sale Funds Acquisition of Fukuoka Office with Rental Upside

### Acquisition/Sale Objectives

- Generate Positive Portfolio Outcomes

**Portfolio** JPY 203B → JPY 203.2B

**Office %** 94.6% → 95.5%

**NOI** +JPY 12M per annum

- Drive sustainable growth leveraging Ichigo sponsor support
  - ✓ Acquired preferential negotiation right to buy back Ichigo Fiesta Shibuya Building if Ichigo redevelops
  - ✓ Executing on sustainable growth strategy leveraging Ichigo's value-add capabilities
- Generate Gains on Sale significantly higher than appraisal-based Unrealized Gains (i.e., Sale Price > Appraisal Value)
  - ✓ Gains on Sale (JPY 440M) to be retained subject to J-REIT conduit rules and used to fund growth investments such as the Ichigo Hakata East Building acquisition

### Sale – Ichigo Fiesta Shibuya Building

- Area  
Shibuya-ku, Tokyo
- Book Value  
JPY 1.96B
- Appraisal Value  
JPY 2.21B
- Closing Date  
May 30, 2019
- Sale Price  
JPY 2.4B
- Gains on Sale  
JPY 440M















### Acquisition – Ichigo Hakata East Building

<b>Area</b>	Fukuoka
<b>Location</b>	4-min walk from Hakata Station on JR Lines & Fukuoka City Subway Kuko Line
<b>Closing Date</b>	May 31, 2019
<b>Acquisition Price</b>	JPY 2.25B
<b>NOI Yield at Acquisition</b>	5.2%
<b>Occupancy</b>	98.1%
<b>Description</b>	Mid-size office located in Fukuoka's central commercial district



# Driving Higher NOI & Harvesting Gains in Strong Market

## Acquisitions & Sales Over Past Two Years

	April 2017 & October 2017	April 2018 & October 2018		April 2019	October 2019
	Acquisitions & Sales	Acquisitions & Sales	Acquisition	Acquisitions & Sales	Acquisition & Sale
<b>Sales</b> (10 assets) 	<ul style="list-style-type: none"> <li>Sold 4 assets (serviced apartments and retail assets) to Ichigo</li> <li>Sale price JPY 4.4B (Gains on sales JPY 30M)</li> </ul>	<ul style="list-style-type: none"> <li>Sold 3 retail assets to third-party</li> <li>Sale price JPY 6B (Gains on sales JPY 1.59B)</li> </ul>		<ul style="list-style-type: none"> <li>Sold 2 retail assets to third-party</li> <li>Sale price JPY 3.6B (Gains on sales JPY 640M)</li> </ul>	<ul style="list-style-type: none"> <li>Sold 1 retail asset to Ichigo</li> <li>Sale price JPY 2.4B (Gains on sale JPY 440M)</li> </ul>  <p>Ichigo Fiesta Shibuya Building</p>
<b>Acquisitions</b> (9 assets) 	<ul style="list-style-type: none"> <li>Acquired 3 mid-size office assets from Ichigo</li> <li>Acquisition price JPY 7B</li> </ul>  <p>Win Gotanda Building</p>  <p>Ichigo Hongo Building</p>  <p>Oimachi Center Building</p>	<ul style="list-style-type: none"> <li>Acquired 2 mid-size office assets from Ichigo</li> <li>Acquisition price JPY 5.5B</li> </ul>  <p>Win Gotanda Building 2</p>  <p>MIF Building</p>	<ul style="list-style-type: none"> <li>Acquired 1 mid-size office asset from third-party</li> <li>Acquisition price JPY 1.9B</li> </ul>  <p>Ichigo Uchi Honmachi Building</p>	<ul style="list-style-type: none"> <li>Acquired 2 mid-size office assets from third-parties</li> <li>Acquisition price JPY 6B</li> </ul>  <p>Ichigo Minami Otsuka Building</p>  <p>Ichigo Nogizaka Building</p>	<ul style="list-style-type: none"> <li>Acquired 1 mid-size office asset from Ichigo</li> <li>Acquisition price JPY 2.25B</li> </ul>  <p>Ichigo Hakata East Building</p>
<b>Outcomes</b>	<b>Portfolio Size</b>	JPY 194.5B → JPY 203.2B (+JPY 8.7B)		<b>NOI Increase*</b>	JPY 290M per annum
	<b>Office %</b>	88.1% → 95.5% (+7.4%)		<b>Gains on Sales</b>	+JPY 2.72B

\* NOI Increase = Forecast NOI of acquired assets calculated by IIA minus actual NOI of sold assets

# Sustainable Growth with Sponsor Support

Pursuing Long-Term Sustainable Growth by Leveraging Ichigo's Market-Leading Value-Add Capabilities



## Ichigo Office Sourcing Strengths

- Sourcing Diversity: Ichigo Office proprietary sourcing routes + Ichigo sponsor network
- Strong Sponsor Support: Ichigo assets fully available to Ichigo Office for acquisition
- Stable Sourcing: Backed by Ichigo value-add capabilities, so less sensitive to market environment



# Access to Ichigo's Robust Pipeline of Office Assets

Ichigo's Office Assets: c. JPY 60B (as of February 28, 2019)



Hakata Ekimae Square  
(Fukuoka)



Kakyoin Plaza  
(Sendai)



Kichijoji Central Building  
(Tokyo)



Hakata MST  
(Fukuoka)



Tradepia Odaiba  
(Tokyo)



Ichigo Akasaka 317 Building  
(Tokyo)



Ogaku Building  
(Tokyo)



Hakata Eki Higashi 113 Building  
(Fukuoka)

# October 2019 Forecast

(JPY million)

	April 2019 Actual (B)	October 2019 Forecast (A)	vs. April 2019 (A) - (B)	Major Variation Factors (vs. April 2019)
Operating Revenue	8,451	8,266	-184	<u>Decrease in Gains on Sale of Real Estate -228</u> April 2019 668, October 2019 440
Operating Profit	4,510	4,357	-152	<u>Increase in Rental Income +43</u> Increase due to April 2019 asset acquisition +43 Increase due to October 2019 asset acquisition +59 Decrease due to April 2019 asset sale -39 Decrease due to October 2019 asset sale -58
Recurring Profit	3,733	3,537	-195	[Existing Assets] Increase in common area services income +21 (Ichigo Nishiki First Building +5) (Ichigo Nakano North Building +4) Increase in utilities income due to weather fluctuation +42 Decrease in renewal fee and restoration & cleaning fee -27
Net Income	3,732	3,536	-195	
Dividend Reserve (-)	382	362	-20	
Dividend Reserve Release (+)	105	105	-	
Dividend	JPY 2,255	JPY 2,140	-JPY 115	<u>Increase in Rental Expenses +33</u> Increase due to April 2019 asset acquisition +30 Increase due to October 2019 asset acquisition +23 Decrease due to April 2019 asset sale -24 Decrease due to October 2019 asset sale -14
EPS	JPY 2,000	JPY 2,021	+JPY 21	[Existing Assets] Decrease in utilities expenses due to weather fluctuation +32 Increase in property tax due to October 2018 asset acquisition +16 Decrease in depreciation -22 Decrease in maintenance fees -9
NOI	5,648	5,640	-8	<u>Decrease in Operating Expenses (excluding Rental Expenses) -65</u> Decrease in April 2019 performance fee to asset manager -67 Decrease in asset sale fee -12 Increase in other operating expenses +12
No. of Assets	85	85	-	<u>Decrease in Non-Operating Revenue -30</u> Decrease in April 2019 insurance payment income -27
Occupancy	99.3%	98.3%	-1.0%	<u>Increase in Non-Operating Expenses +12</u> Increase in interest expense (including bond interest) +10
				Reference: Capex October 2019 Forecast 699
				Reference: October 2019 Reserves (Post-Dividend) Negative Goodwill Reserve 9,424 Dividend Reserve 2,999

\* NOI = Rental Income - Rental Expenses + Depreciation  
No. of Assets and Occupancy are Period-End

# April 2020 Forecast

(JPY million)

	October 2019 Forecast (B)	April 2020 Forecast (A)	vs. October 2019 (A) - (B)	Major Variation Factors (vs. October 2019)
Operating Revenue	8,266	7,789	-477	Decrease in October 2019 Gains on Sale of Real Estate -440
Operating Profit	4,357	3,925	-432	Decrease in Rental Income -38 Increase due to October 2019 asset acquisition +10 Decrease due to October 2019 asset sale -12
Recurring Profit	3,537	3,105	-431	[Existing Assets] Increase in common area services income +8 (Ichigo Uchikanda Building +8) (Ichigo Omori Building +6) (Ichigo Kudan Building -3) Decrease in utilities income due to weather fluctuation -44
Net Income	3,536	3,105	-431	
Dividend Reserve (-)	362	-	-362	Decrease in Rental Expenses -39 Increase due to October 2019 asset acquisition +6 Decrease due to October 2019 asset sale -6
Dividend Reserve Release (+)	105	105	-	[Existing Assets] Decrease in utilities expenses due to weather fluctuation -51 Increase in maintenance fees +4 Increase in other expenses +6
Dividend	JPY 2,140	JPY 2,095	-JPY 45	
EPS	JPY 2,021	JPY 2,026	+JPY 5	Decrease in Operating Expenses (excluding Rental Expenses) -6 Increase in performance fee to asset manager +16 Decrease in April 2019 asset sale fee -6 Decrease in non-deductible consumption tax -17
NOI	5,640	5,639	-	Reference: Capex April 2020 Forecast 631
No. of Assets	85	85	-	Reference: April 2020 Reserves (Post-Dividend) Negative Goodwill Reserve 9,319 Dividend Reserve 2,999
Occupancy	98.3%	98.5%	+0.2%	

\* NOI = Rental Income - Rental Expenses + Depreciation  
No. of Assets and Occupancy are Period-End

## Ichigo Office ESG

---



# Ichigo Office's Sustainability Commitment

## Ichigo Sustainability Policy

Ichigo believes that working on behalf of society and the environment is a fundamental social responsibility and will support the sustainable growth of Ichigo and Ichigo Office. Ichigo has thus made sustainability a key priority, and has established the following Sustainability Policy to actively work to reduce Ichigo's environmental impact and support sustainable outcomes.

### 1. Harmony with the Environment

Ichigo actively monitors and minimizes the environmental impact of its real estate operations.

### 2. Energy Conservation, CO2 Emissions Reduction, and Recycling

Ichigo seeks to contribute to a low-carbon, low-waste society by lowering its energy consumption, extending the useful life of its assets, actively recycling, and reducing waste and water consumption.

### 3. Regulatory and Environmental Compliance

Ichigo complies with all environmental laws and regulations and Ichigo's own independently-established environmental rules. Ichigo also carefully monitors and complies with all applicable changes in laws and regulations.

### 4. Training and Awareness

Ichigo promotes understanding of its Sustainability Policy and works to increase sustainability awareness among all Ichigo employees. Ichigo will also promote sustainability in coordination with Ichigo stakeholders, seeking understanding and cooperation on sustainability from Ichigo partner companies and tenants.

### 5. Sustainability Performance Communication and Disclosure

Ichigo communicates this Sustainability Policy and Ichigo's sustainability initiatives to society at large. Ichigo also obtains certifications for its sustainability activities on an ongoing basis.

### 6. Green Procurement

Ichigo will implement green procurement measures, such as environmentally-sensitive building materials and sustainable design, in Ichigo's building renovations, as well as selecting partner companies based on their environmental sustainability initiatives.

## Ichigo Sustainability Structure

- The Head of Ichigo Office is responsible for promoting sustainability and ensuring compliance with the Sustainability Policy.
- Quarterly meetings to monitor sustainability efforts and compliance
  - ✓ Attended by the Heads of Sustainability, Asset Management, and Administration
  - ✓ Develop sustainability goals and initiatives in coordination with sponsor Ichigo
- Training and Awareness
  - ✓ Conduct annual sustainability training for Office REIT asset management staff
- Information Disclosure
  - ✓ Disclose sustainability goals and performance and communicate to stakeholders



# Environmental

## GRESB Real Estate Assessment (started in 2016)

- Awarded Highest Green Star Ranking in 2018 for second year in a row
  - ✓ Assessment Key Points
    - Environmental Monitoring, Policy & Disclosure, Stakeholder Engagement
  - ✓ Awarded Three Stars in the GRESB Rating (maximum five stars)



## Environmental Certifications: 9 Assets, 19.0% of Total Leasable Area for Offices

(as of April 30, 2019)

### CASBEE

(Comprehensive Assessment System for Built Environment Efficiency)

S rank



Ichigo Takamatsu Building



Ichigo Marunouchi Building

A rank



Ebisu Green Glass



Ichigo Sakaisuji Honmachi Building



Ichigo Sendai East Building

### BELS

(Building-housing Energy-efficiency Labeling System)

2 Stars (★★)



Ichigo Akihabara North Building

1 Star (★)



Ichigo Omiya Building

### DBJ Green Building

3 Stars (★★★) 2 Stars (★★)



Ichigo Nihonbashi East Building



Win Gotanda Building

## Energy Efficiency Measures

- HVAC renewals and LED light installations in common areas
- Energy-saving diagnosis conducted by Tokyo Metropolitan Center for Climate Change Actions
- Install energy-efficient HVAC using government subsidies
  - ✓ HVAC update at Ichigo Toyamaeki Nishi Building (subsidies of JPY 7.3 million, 17% of JPY 43 million in construction costs)



Ichigo Toyamaeki Nishi Building



# Social

## Tenant Satisfaction Surveys to Learn & Respond to Tenant Needs

- Promote exercise and convenience through bike-sharing service

## Help Disaster-Struck Communities

- Send engineers and donate emergency equipment to support disaster recovery and response

## Participation in Local Community Associations and Events

## Healthy and Supportive Workplace

- HR Training
  - ✓ Employee skill and career development through Ichigo University classes
    - Over 20 classes on real estate, accounting, finance, and other topics offered annually
  - ✓ Financial support for licenses and qualifications (Real Estate Securitization, Real Estate Broker, Real Estate Appraiser)
- Promoting Work-Life Balance and Gender Equality
  - ✓ Measures to support career development for parents such as maternity leave, child care leave, and shortened work days
    - 100% of Employees Return from Maternity/Child Care Leave
    - 39.3% of Employees are Women
- Combating Anti-Social Forces (Organized Crime)
  - ✓ Operational structure to fully prevent transactions with anti-social forces



# Governance

REIT: Monitors Asset Management Company	Asset Management Company (AMC)
<ul style="list-style-type: none"> <li>– All Ichigo Office Directors are Independent Directors</li> <li>– Active dialogue and effective internal controls via Board discussions led by REIT Executive Director</li> <li>– Draw upon expertise of REIT Supervisory Directors (qualified lawyers &amp; accountants)</li> </ul>	<ul style="list-style-type: none"> <li>– Majority of AMC Directors (3 of 5) are Independent Directors</li> <li>– Independent asset management team &amp; best-practice execution on behalf of Ichigo Office REIT within AMC</li> <li>– Compliance and Audit are directly under the AMC President to monitor and review critical compliance matters</li> <li>– Ensure objectivity by including third-party, independent lawyers and accountants in the Investment Committee &amp; Risk &amp; Compliance Committee</li> </ul>

## Independence of the Investment Corporation from Asset Management Company (AMC)

➡ 31 of 63 J-REITs have AMC Presidents serving as Executive Director of the REIT

All Ichigo Office Directors are Independent

## Independent Directors at Asset Management Company

➡ Only 3 Asset Management Companies have any Independent Directors

The Majority of Ichigo Investment Advisors' Directors (3 of 5) are Independent



Ichigo Office (8975) and Ichigo Hotel (3463) are the only J-REITs (out of 63)  
that both have an Asset Management Company (AMC) board that has a majority of Independent Directors and whose AMC President does NOT serve as the Executive Director of the REIT

## Appendix: Financial & Portfolio Data

---

# April 2019 vs. October 2018 Earnings

(JPY million)

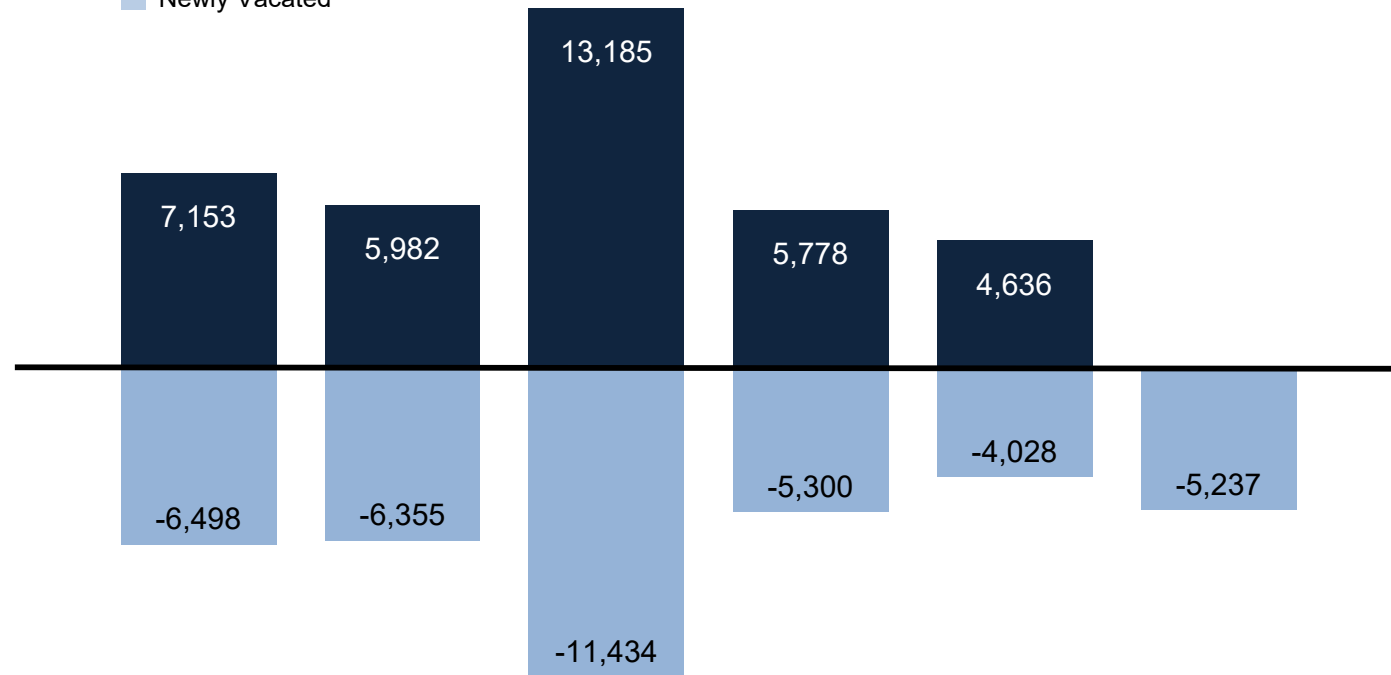
	October 2018 Actual (B)	April 2019 Actual (A)	vs. October 2018 (A) - (B)	Major Variation Factors (vs. October 2018)
Operating Revenue	7,632	8,451	+818	<u>April 2019 Gains on Sale of Real Estate</u> +668
Operating Profit	3,745	4,510	+765	Increase in Rental Income +149 Increase due to October 2018 asset acquisition +61 Increase due to April 2019 asset acquisition +107 Decrease due to April 2019 asset sale -105
Recurring Profit	2,958	3,733	+774	[Existing Assets] Increase in common area services income +128 (Ichigo Nishiki First Building +39) (Ichigo Jingumae Building +12)
Net Income	2,980	3,732	+751	Decrease in utilities income due to weather fluctuation -44
Dividend Reserve (-)	—	382	+382	<u>Decrease in Rental Expenses</u> -2 Increase due to October 2018 asset acquisition +28 Increase due to April 2019 asset acquisition +29
Dividend Reserve Release (+)	105	105	—	Decrease due to April 2019 asset sale -37
Dividend	JPY 2,014	JPY 2,255	+JPY 241	[Existing Assets] Decrease in utilities expenses due to weather fluctuation -28 Decrease in depreciation -10 Decrease in service provider expenses (mainly leasing brokerage fees) -5 Increase in maintenance fees +20
EPS	JPY 1,945	JPY 2,000	+JPY 55	<u>Increase in Operating Expenses (excluding Rental Expenses)</u> +56 Increase in AM fees due to increased profits +23 Increase in April 2019 asset sale fee +18 Increase in non-deductible consumption tax +21 Decrease in other operating expenses -6
NOI	5,496	5,648	+152	<u>Increase in Non-Operating Revenue</u> +27 Increase in insurance payment income +25
No. of Assets	85	85	—	<u>Increase in Non-Operating Expenses</u> +17 Decrease in interest expenses (including bond interest) -1 Increase in up-front loan fees & related expenses +19
Occupancy	99.2%	99.3%	+0.1%	<u>Decrease in Extraordinary Gains</u> -23 Decrease in October 2018 insurance gain -23

\* NOI = Rental Income - Rental Expenses + Depreciation  
No. of Assets and Occupancy are Period-End

# Rapid Re-Tenancing After Vacancies

Newly Leased and Newly Vacated Office Space (m<sup>2</sup>)

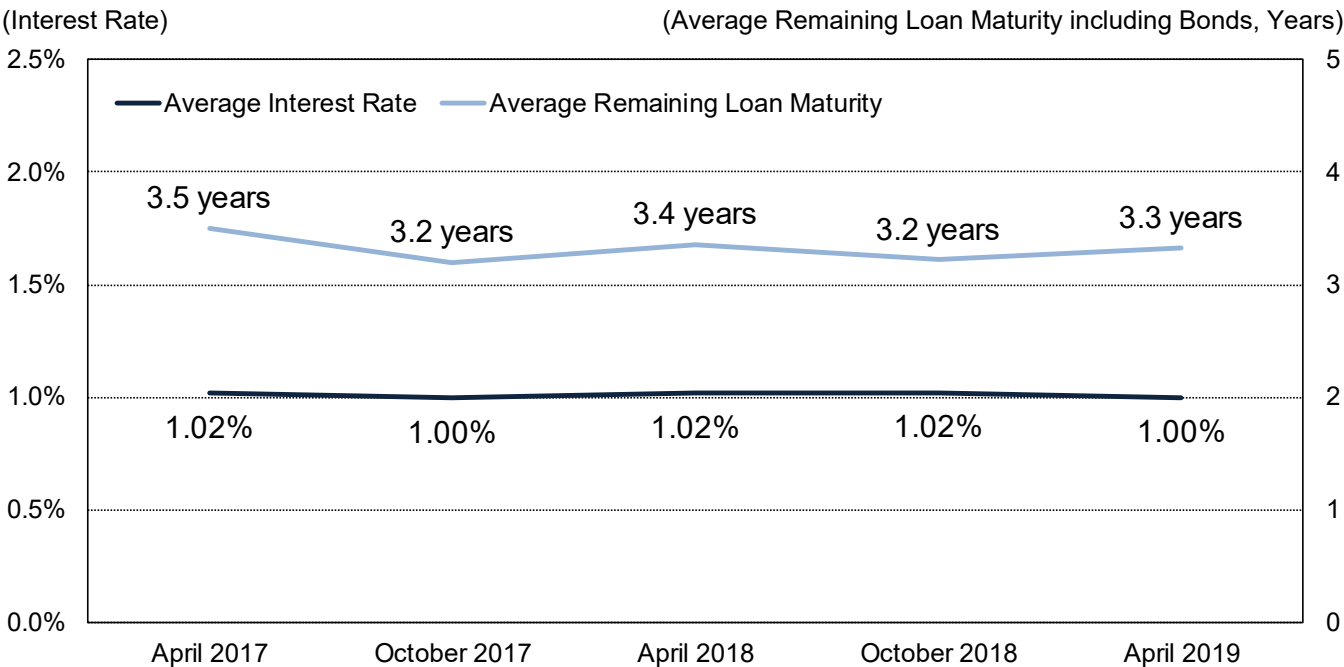
■ Newly Leased  
■ Newly Vacated



	April 2017	October 2017	April 2018	October 2018	April 2019	October 2019 (Forecast)
Newly Leased	6.4%	5.3%	11.3%	4.8%	3.5%	TBD
Newly Vacated	5.8%	5.7%	9.8%	4.4%	3.0%	3.9%
Net Leasing	+655	-372	+1,751	+477	+608	TBD

# Borrowing Details (1)

Average Interest Rate and Average Remaining Loan Maturity

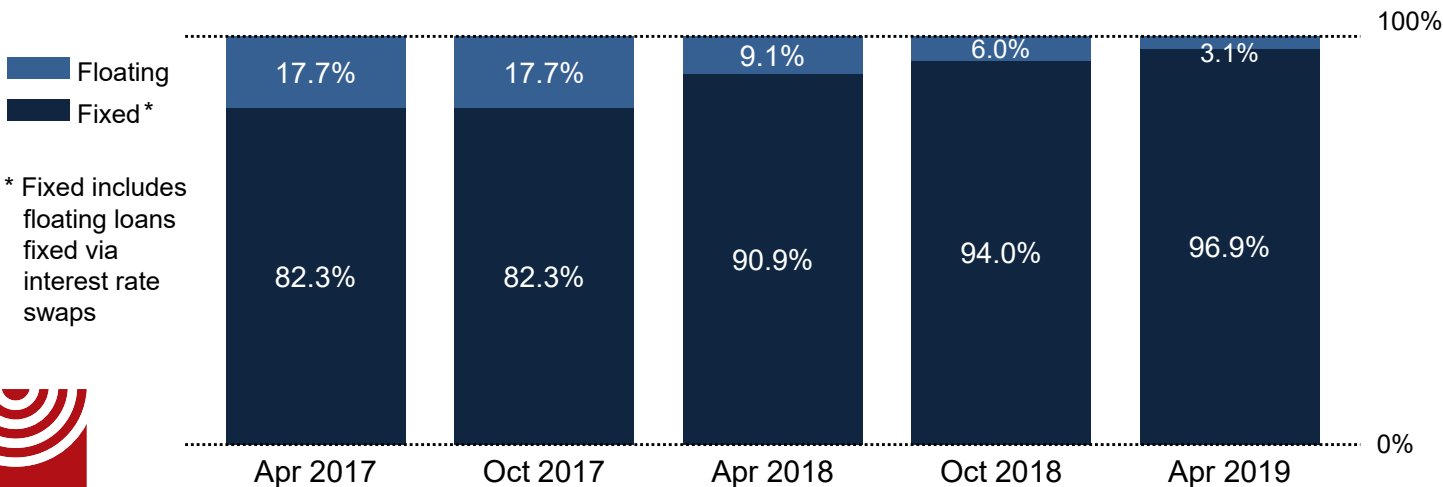


Loan Details

Borrowings and Bond Issuance in the April 2019 Period

	Amount	Maturity	Interest Rate
Bank Loans	JPY 2.87B	7.8 years	0.975% (Fixed)
	JPY 1.4B	7.7 years	0.907% (Fixed)
	JPY 1.6B	7.3 years	0.850% (Fixed)
	JPY 3B	7.4 years	0.867% (Fixed)
Bond	JPY 1B	7 years	0.750%
Total/Average	JPY 9.87B	7.5 years	0.889%

Fixed vs. Floating Loan Ratio

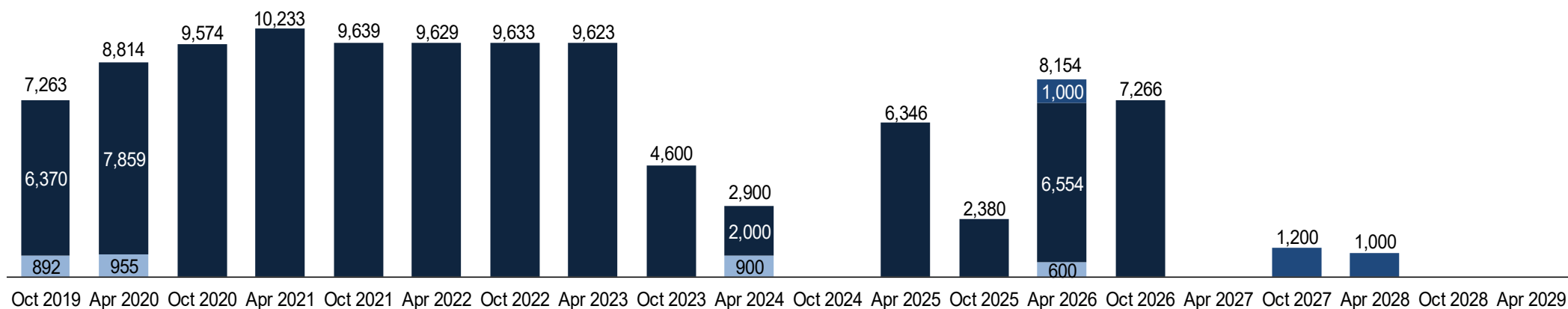


# Borrowing Details (2)

Loan Maturity Distribution (as of April 30, 2019)

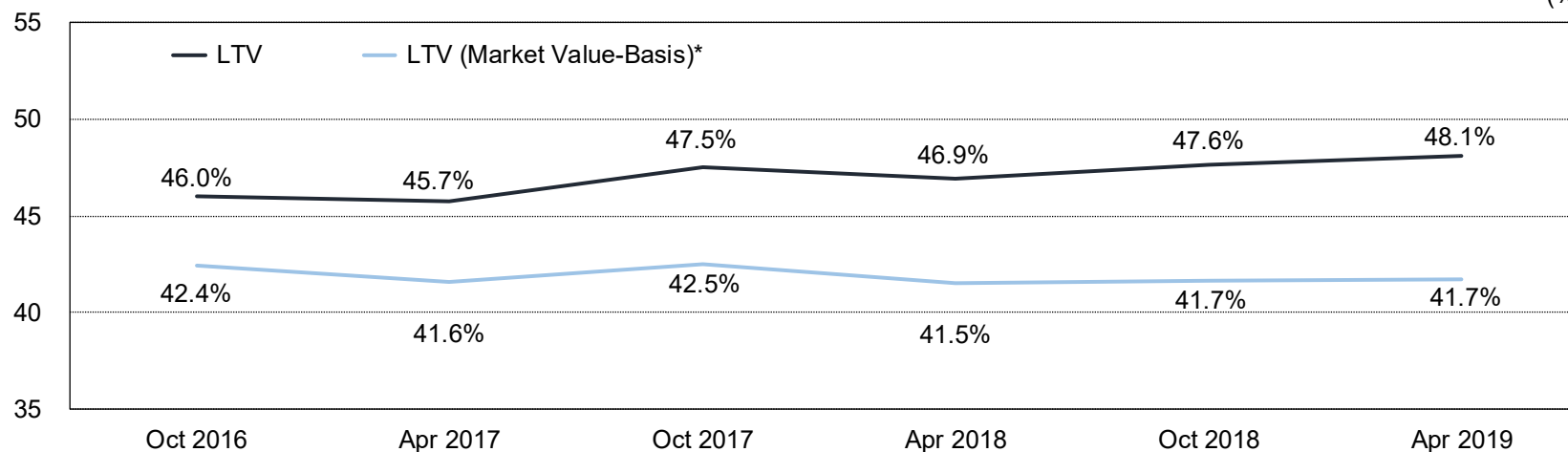
Bank Loans (fixed rate including fixed via interest rate swaps)
  Bonds
  Bank Loans (floating rate)

(JPY million)



LTV (as of April 30, 2019)

(%)



\* Market Value = Total Assets + Unrealized Gains

# Lender Base and Ichigo Office Credit Rating

## Lender Base (as of April 30, 2019)

(JPY million)

Lender	Amount	Ratio
SMBC	27,897	25.7%
Mizuho Bank	19,111	17.6%
Shinsei Bank	13,901	12.8%
MUFG Bank	11,883	11.0%
Aozora Bank	10,105	9.3%
Resona Bank	8,795	8.1%
Development Bank of Japan	3,400	3.1%
Bank of Fukuoka	3,310	3.1%
ORIX Bank	2,268	2.1%
The Kagawa Bank	1,792	1.7%
Mizuho Trust	1,638	1.5%
Nishi-Nippon City Bank	1,219	1.1%
Total	105,324	97.1%

Bonds	Amount	Ratio
Unsecured Bond No.1	1,200	1.1%
Unsecured Bond No.2	1,000	0.9%
Unsecured Bond No.3	1,000	0.9%
Total Bonds	3,200	2.9%
<b>Total Interest-Bearing Liabilities</b>	<b>108,524</b>	<b>100.0%</b>

## Credit Rating

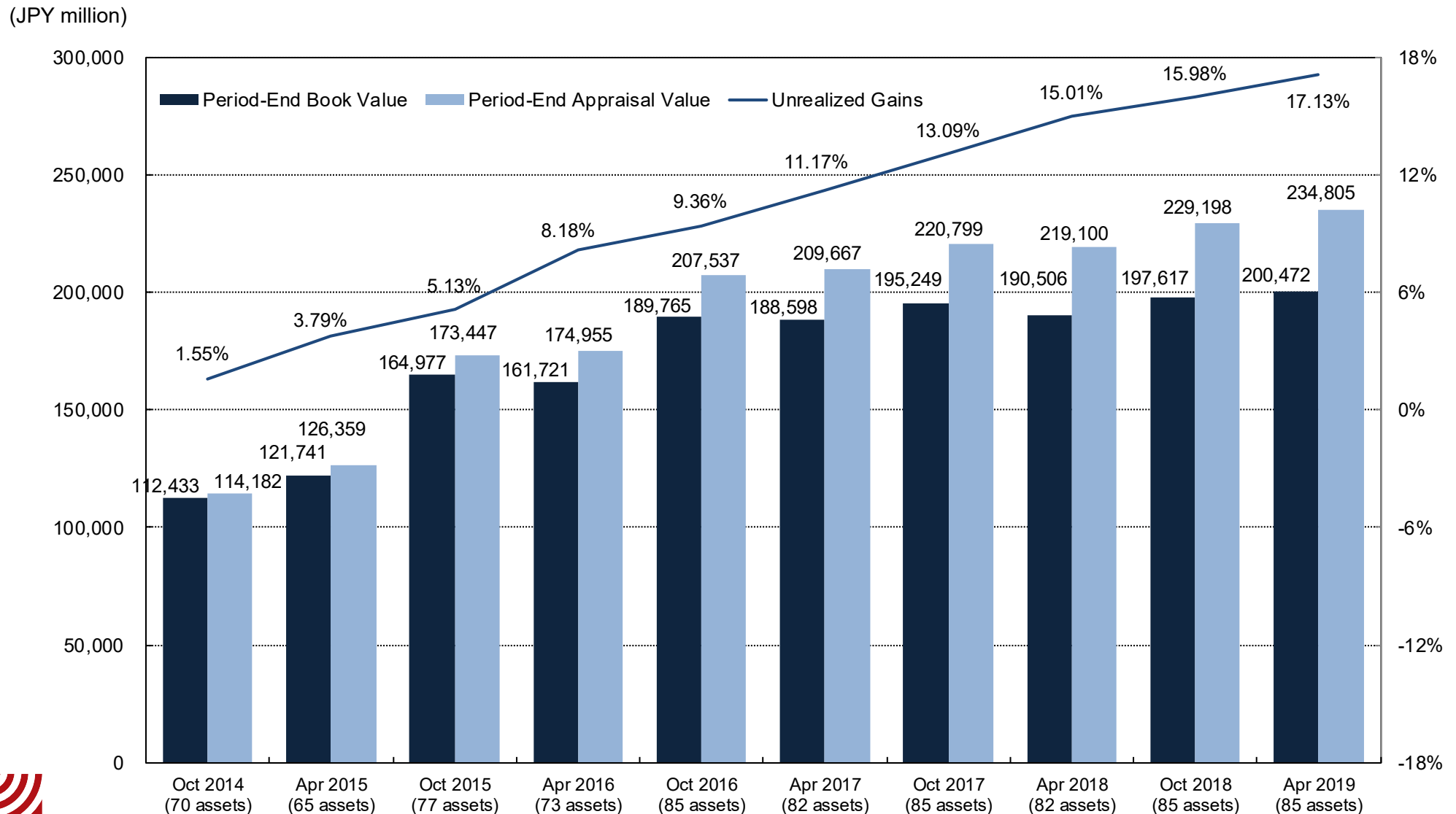
(JPY million)

Credit Rating Agency	Japan Credit Rating Agency (JCR)
Type of Rating	Long-Term Issuer Rating
Rating	A
Rating Outlook	Stable



# Continued Growth in Portfolio Unrealized Gains

Unrealized Gains of JPY 34.3B, +JPY 2.7B vs. October 2018



# Lease Renewals

## April 2019: Change in Monthly Rent by Asset Type

(JPY million)

	Oct 31, 2018 (A)	New Contracts	Contract Terminations	Upward	Downward	Asset Acquisiton	Asset Sale	Apr 30, 2019 (B)	Change (B) - (A)	Change at Existing Assets
Office	1,045	+24	-18	+7	—	+23	—	1,082	+36	+13
Other	81	—	—	—	—	—	-18	63	-18	—
Total	1,127	+24	-18	+7	—	+23	-18	1,145	+18	+13

## April 2019: Lease Renewals by Asset Type

	Asset Type	No. of Assets	Leased Area	Change in Rent (Semi-Annual)	Change from Previous Rent
Upward	Office	52	19,026m <sup>2</sup>	+JPY 42.1M	+8.5%
	Other	—	—	—	—
	Total	52	19,026m <sup>2</sup>	+JPY 42.1M	+8.5%
Downward	Office	—	—	—	—
	Other	—	—	—	—
	Total	—	—	—	—
Flat	Office	192	44,928m <sup>2</sup>	—	—
	Other	—	—	—	—
	Total	192	44,928m <sup>2</sup>	—	—
Total	Office	244	63,954m <sup>2</sup>	+JPY 42.1M	+2.6%
	Other	—	—	—	—
	Total	244	63,954m <sup>2</sup>	+JPY 42.1M	+2.6%

\* Excludes assets sold during the April 2019 period

# Leased Area

## April 2019: Leased Area by Asset Type

	Oct 31, 2018	New Contracts	Contract Terminations	Asset Acquisition	Asset Sale	Apr 30, 2019	Change	Change at Existing Assets
Office	238,766	+4,636	-4,028	+5,303	—	244,679	+5,912	+608
Other	22,483	—	—	—	-4,154	18,328	-4,154	—
Total	261,250	+4,636	-4,028	5,303	-4,154	263,008	+1,757	+608

## April 2019: New Leases & Lease Terminations by Asset Type

### New Leases

	Asset Type	No. of Assets	Leased Area	Total Rent (Semi-Annual)
Upward	Office	22	4,075m <sup>2</sup>	+JPY 134M
	Other	—	—	—
	Total	22	4,075m <sup>2</sup>	+JPY 134M
Downward	Office	2	561m <sup>2</sup>	+JPY 11M
	Other	—	—	—
	Total	2	561m <sup>2</sup>	+JPY 11M
Flat	Office	—	—	—
	Other	—	—	—
	Total	—	—	—
Total	Office	24	4,636m <sup>2</sup>	+JPY 146M
	Other	—	—	—
	Total	24	4,636m <sup>2</sup>	+JPY 146M

### Lease Terminations

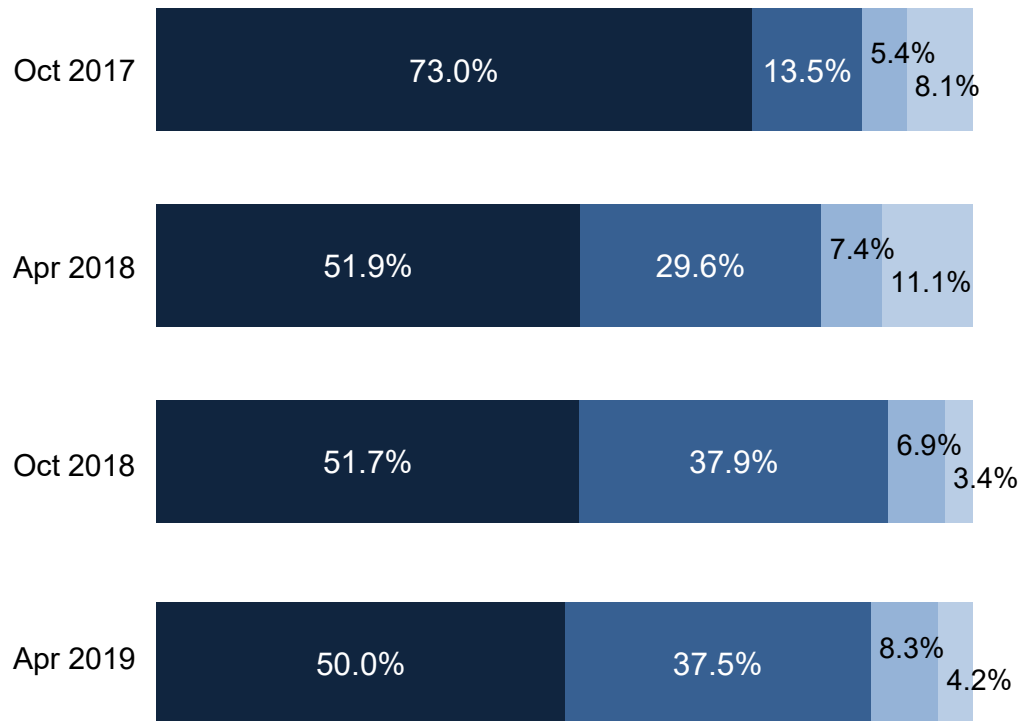
	No. of Assets	Leased Area	Total Rent (Semi-Annual)
Office	21	4,028m <sup>2</sup>	-JPY 110M
Other	—	—	—
Total	21	4,028m <sup>2</sup>	-JPY 110M

\* Excludes assets sold during the April 2019 period

# Survey of New & Departing Tenants: Why Relocating?

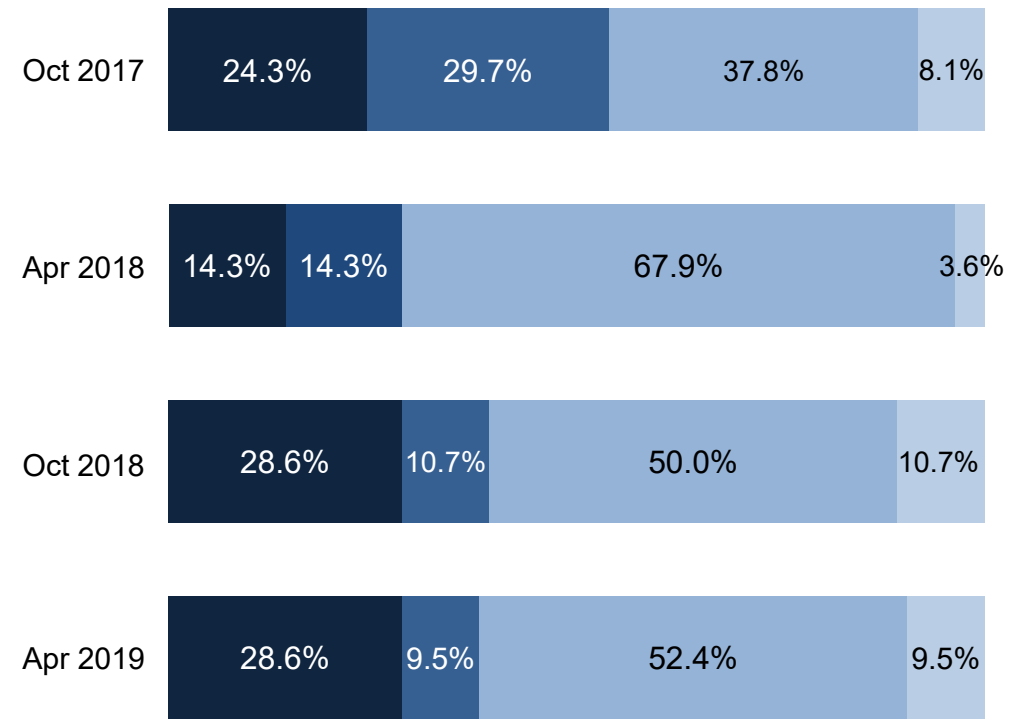
## New Tenants

- Opening a new office or moving to a better location
- Moving to a different building for larger floor space / adding floor space
- Reducing cost or floor space
- Other



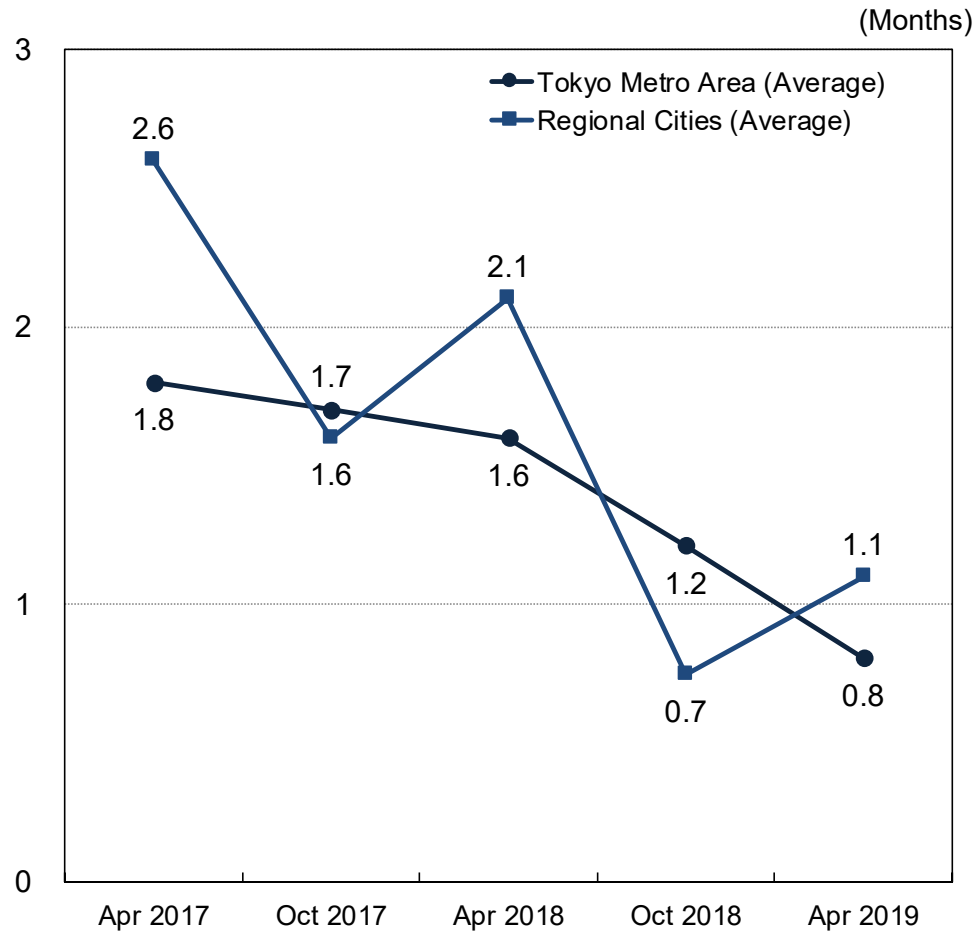
## Departing Tenants

- Moving to a different building for larger floor space or better location
- Closing office
- Reducing cost or moving to a different building to integrate with other divisions
- Other

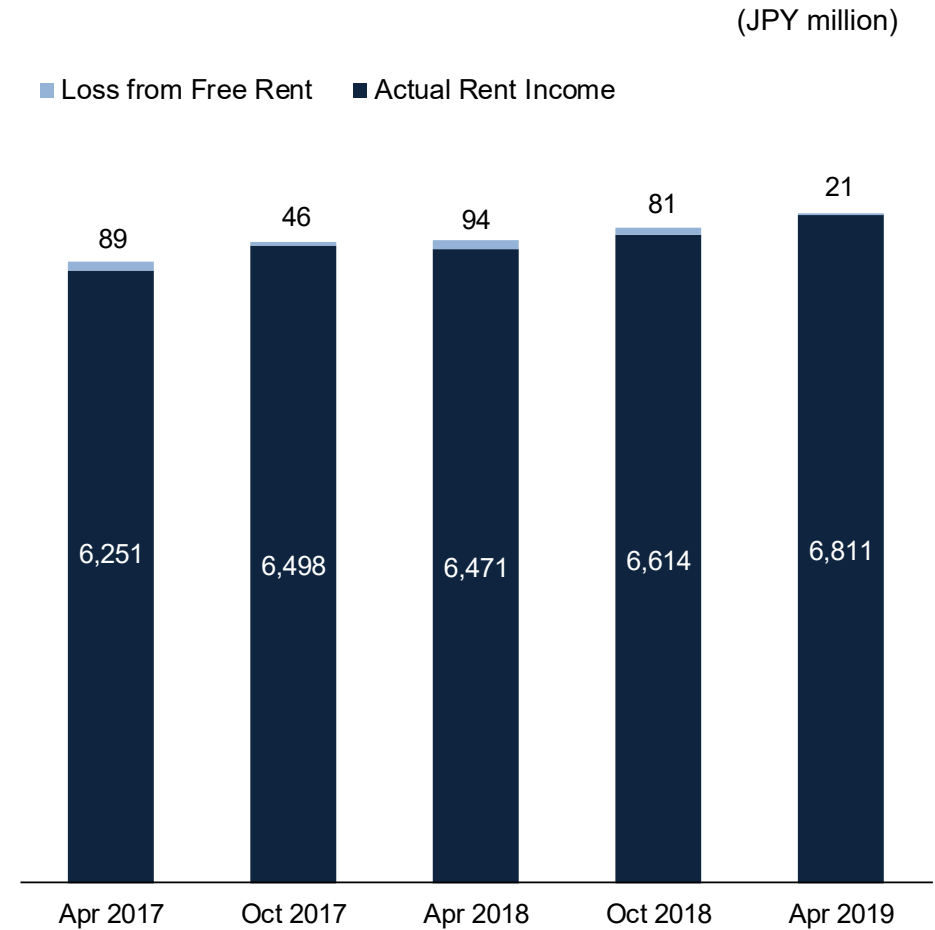


# Decreasing Free-Rent Incentives

Free Rent Incentive Trends



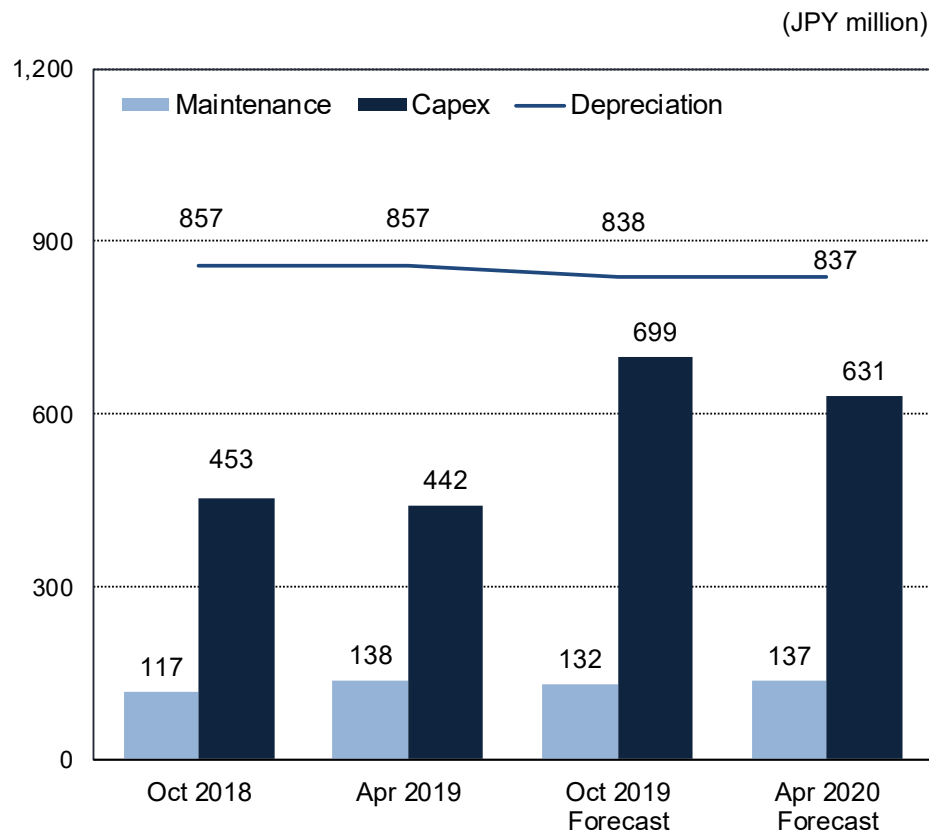
Rental Income Loss due to Free Rent



# Value-Add Capex Plan

## Capex Tailored to Tenant Needs

Maintenance Costs, Capex, and Depreciation



October 2019 Capex Plan

Asset Name	Details	Investment
Ichigo Toyamaeki Nishi Building	Air Conditioning Upgrade (Phase 3 of 3)	JPY 42M
Ichigo Sasazuka Building	Air Conditioning Upgrade (3rd & 6th floors)	JPY 31M
Ichigo Nogizaka Building	Common Area Renovation	JPY 20M
Ichigo Otsuka Building	Elevator Upgrade	JPY 20M

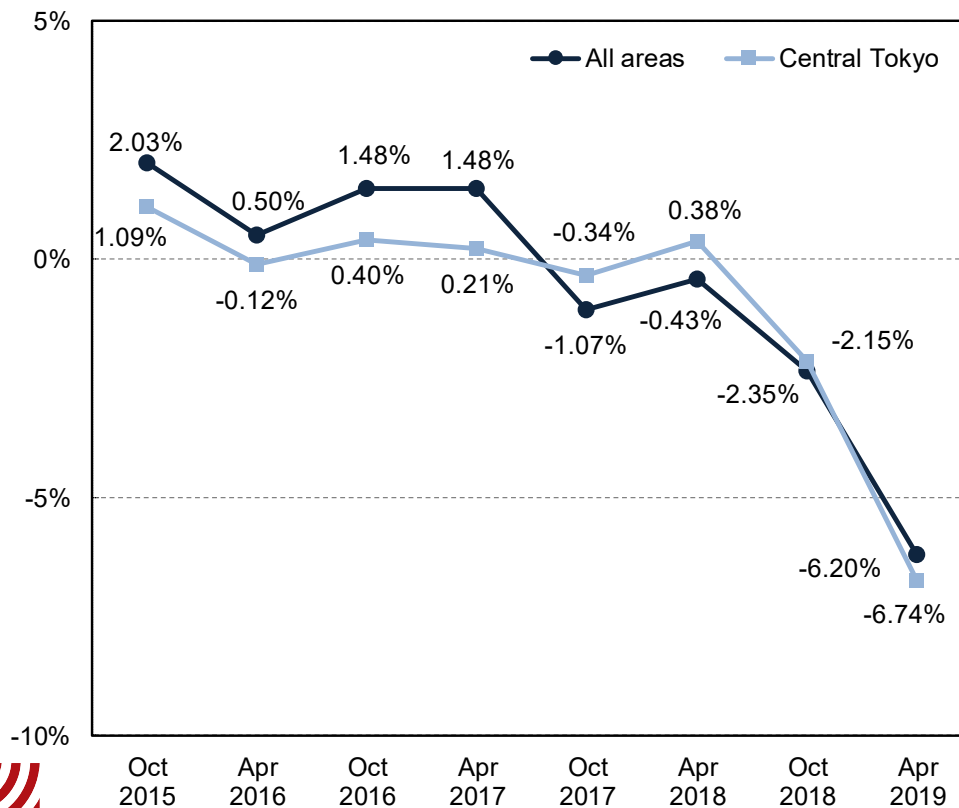
April 2020 Capex Plan

Asset Name	Details	Investment
Ichigo Hakata Building	Exterior Wall Renovation	JPY 27M
Ichigo Kawasaki Building	Elevator Upgrade	JPY 27M
Ichigo Nogizaka Building	HVAC Upgrade	JPY 27M
Ichigo Higashi Ikebukuro Building	Cubicle Upgrade	JPY 20M

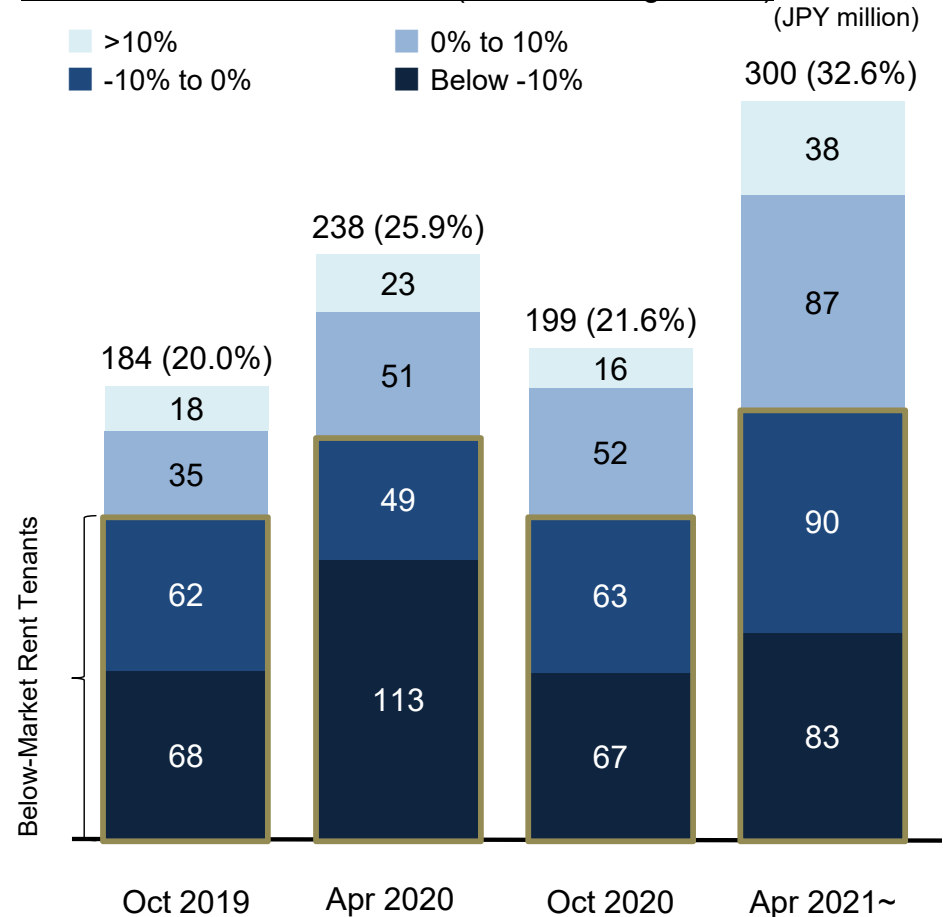
# Closing the Rent Gap

Rent Gap = When Existing Tenant Rents Don't Rise as Fast as Market Rates  
Close Gap by Renegotiating Below-Market Rent Contracts

Difference Between Tenant Rent and Market Rate  
(Office, By Leased Area)



Difference at Time of Renewal (Before Renegotiation)





# Portfolio Growth as REIT Specializing in Mid-Size Offices

		As of October 31, 2018	As of April 30, 2019	As of May 31, 2019
No. of Assets	Total	85 assets	85 assets	85 assets
	Office	77 assets	79 assets	80 assets
	Other	8 assets	6 assets	5 assets
Portfolio Size	Total	JPY 199.9B	JPY 203.0B	JPY 203.2B
	Office	93%	95%	96%
	Other	7%	5%	4%
Area	Central Tokyo	57%	58%	57%
	Tokyo Metropolitan Area	22%	22%	22%
	Four Major Regional Cities	14%	14%	15%
	Other Regional Cities	6%	6%	6%
Appraisal Value		JPY 229.1B	JPY 234.8B	JPY 235.0B
Leasable Area		263,440m <sup>2</sup>	264,762m <sup>2</sup>	266,494m <sup>2</sup>
Occupancy		99.2%	99.3%	99.3%
No. of Tenants		923	921	932
NOI Yield		5.5%	5.6%	5.6%

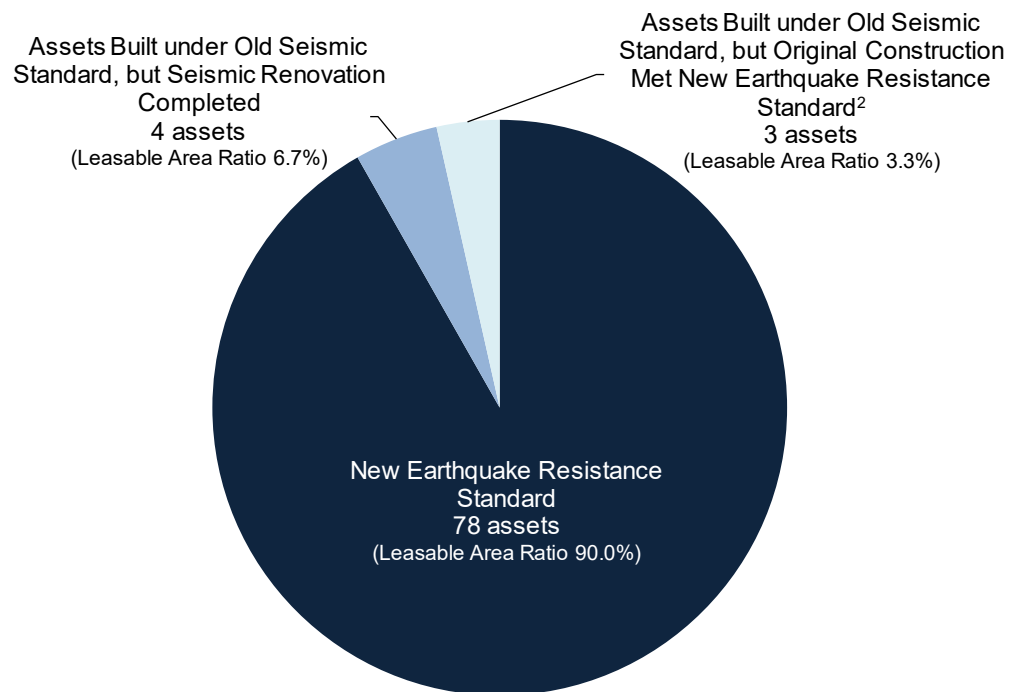
- Annualized NOI Yield. Four Major Regional Cities refers to Osaka, Nagoya, Fukuoka, and Sapporo.
- Leasable Area, Occupancy, No. of Tenants as of May 31, 2019 are provisionally calculated using data of assets held as of April 30, 2019 and assets acquired in the October 2019 period.
- NOI Yield is calculated excluding assets sold in each period; NOI Yield of assets acquired in the October 2019 period are determined from the annual NOI calculated using a DCF method based on appraisal value at acquisition.

# High Seismic Safety Level

## Acquisition Guidelines

- Seismic safety : Compliant with new seismic standard
- Seismic PML<sup>1</sup> : Stand-alone PML of 20% or less, with a non-exceedance probability of 90% for the entire portfolio

Portfolio Assets Seismic Safety Profile (as of May 31, 2019)



## Portfolio PML

**2.52%**

as of May 31, 2019

Assets Built under Old Seismic Standard, but Seismic Renovation Completed (4 assets)

Ichigo Sakae Building, Ichigo Mita Building, Ichigo Gotanda Building, and Ichigo Higashi Ikebukuro Building

Assets Built under Old Seismic Standard, but Original Construction Met New Earthquake Resistance Standard (3 assets)<sup>2</sup>

Ichigo Ginza 612 Building, Ichigo Ofuna Building, and Ichigo Nagoya Building

<sup>1</sup> PML (Probable Maximum Loss) is the maximum expected loss from a large-scale earthquake (defined as an earthquake with an expected frequency of occurrence once every 475 years, or a 10% chance of occurrence within the next 50 years) occurring in the next 50 years, expressed as a ratio to the estimated replacement cost.

<sup>2</sup> Assets evaluated as having seismic strength equivalent to new earthquake resistance standards and for which a third-party seismic evaluation report has been obtained.

# Portfolio Details (1)

as of April 30, 2019

Asset Type	No.	Asset Name	Area	Location	Acquisition Price (JPY M)	Book Value (JPY M)	Leasable Area (m <sup>2</sup> )	Occupancy	Apr 2019 Appraisal		Oct 2018 Appraisal		Change	
									Value (JPY M)	Cap rate	Value (JPY M)	Cap rate	Value (JPY M)	Cap rate
Office	O-02	Ichigo Nishisando Building	Central Tokyo	Shibuya-ku, Tokyo	3,254	3,363	4,564.63	100.0%	3,280	4.1%	3,170	4.2%	+110	-0.1%
	O-03	Ichigo Mita Building	Central Tokyo	Minato-ku, Tokyo	2,740	2,725	4,119.63	100.0%	3,580	4.2%	3,510	4.3%	+70	-0.1%
	O-04	Ichigo Nanpeidai Building	Central Tokyo	Shibuya-ku, Tokyo	1,920	1,917	1,925.24	100.0%	2,600	3.6%	2,560	3.6%	+40	—
	O-05	Ichigo Hanzomon Building	Central Tokyo	Chiyoda-ku, Tokyo	1,550	1,510	2,080.37	100.0%	1,940	3.8%	1,880	3.9%	+60	-0.1%
	O-06	Ichigo Hijirizaka Building	Central Tokyo	Minato-ku, Tokyo	1,200	1,220	1,947.90	100.0%	1,440	4.6%	1,440	4.6%	—	—
	O-07	Ichigo Shibuya Kamiyamacho Building	Central Tokyo	Shibuya-ku, Tokyo	1,505	1,373	1,321.54	100.0%	1,860	3.8%	1,810	3.9%	+50	-0.1%
	O-08	Ichigo Akasaka 5 Chome Building	Central Tokyo	Minato-ku, Tokyo	735	720	683.86	100.0%	826	3.8%	806	3.9%	+20	-0.1%
	O-09	Ichigo Shibakoen Building	Central Tokyo	Minato-ku, Tokyo	1,100	1,100	1,602.29	100.0%	1,130	4.4%	1,130	4.4%	—	—
	O-10	Ichigo Ebisu Nishi Building	Central Tokyo	Shibuya-ku, Tokyo	1,917	1,925	1,484.39	100.0%	2,480	3.8%	2,440	3.9%	+40	-0.1%
	O-11	Ichigo Ginza 612 Building	Central Tokyo	Chuo-ku, Tokyo	1,773	1,777	1,387.09	100.0%	2,030	3.8%	2,000	3.9%	+30	-0.1%
	O-12	Ichigo Uchikanda Building	Central Tokyo	Chiyoda-ku, Tokyo	1,140	1,122	1,378.83	81.1%	1,210	4.4%	1,170	4.4%	+40	—
	O-14	Ichigo Yotsuya 4 Chome Building	Central Tokyo	Shinjuku-ku, Tokyo	550	510	780.64	100.0%	576	4.3%	575	4.3%	+1	—
	O-15	Ichigo Tameike Building	Central Tokyo	Minato-ku, Tokyo	580	524	494.14	100.0%	688	3.9%	684	3.9%	+4	—
	O-16	Ichigo Jimbocho Building	Central Tokyo	Chiyoda-ku, Tokyo	1,820	1,809	1,891.01	100.0%	2,380	4.2%	2,290	4.2%	+90	—
	O-17	Ichigo Hakozaki Building	Central Tokyo	Chuo-ku, Tokyo	1,150	1,147	2,387.34	100.0%	1,150	4.5%	1,150	4.5%	—	—
	O-18	Ichigo Kudan 2 Chome Building	Central Tokyo	Chiyoda-ku, Tokyo	763	733	1,288.31	100.0%	936	4.4%	915	4.4%	+21	—
	O-19	Ichigo Kudan 3 Chome Building	Central Tokyo	Chiyoda-ku, Tokyo	844	822	1,302.43	100.0%	851	4.5%	851	4.5%	—	—
	O-20	Ichigo Gotanda Building	Central Tokyo	Shinagawa-ku, Tokyo	5,060	4,860	5,346.39	100.0%	6,260	4.6%	6,250	4.6%	+10	—
	O-21	Ichigo Shin Yokohama Building	Tokyo Metro Area	Yokohama	1,816	1,700	4,021.32	97.7%	1,920	4.7%	1,870	4.8%	+50	-0.1%
	O-22	Ichigo Minami Ikebukuro Building	Tokyo Metro Area	Toshima-ku, Tokyo	1,460	1,380	1,491.51	100.0%	1,660	4.1%	1,630	4.1%	+30	—
	O-23	Ichigo Nakano North Building	Tokyo Metro Area	Nakano-ku, Tokyo	764	739	1,250.85	100.0%	885	4.9%	885	4.9%	—	—
	O-24	Ichigo Eitai Building	Tokyo Metro Area	Koto-ku, Tokyo	1,490	1,469	2,605.54	100.0%	1,270	4.8%	1,250	4.9%	+ 20	-0.1%
	O-26	Ichigo Ikejiri Building	Tokyo Metro Area	Meguro-ku, Tokyo	2,030	1,954	2,385.69	100.0%	2,230	4.4%	2,220	4.5%	+10	-0.1%
	O-27	Ichigo Nishi Ikebukuro Building	Tokyo Metro Area	Toshima-ku, Tokyo	639	604	1,261.91	100.0%	957	4.5%	837	4.6%	+120	-0.1%
	O-28	Ichigo Nishi Gotanda Building	Central Tokyo	Shinagawa-ku, Tokyo	765	759	1,329.06	100.0%	826	4.6%	825	4.6%	+1	—
	O-29	Ichigo Kichijoji Building	Tokyo Metro Area	Musashino City, Tokyo	2,160	2,200	4,210.87	100.0%	2,810	4.9%	2,800	4.9%	+10	—
	O-34	Ichigo Sakae Building	Four Major Cities	Nagoya	4,705	4,689	3,928.12	100.0%	6,490	4.8%	6,480	4.9%	+10	-0.1%
	O-37	Ichigo Marunouchi Building	Four Major Cities	Nagoya	6,710	5,808	8,009.11	100.0%	7,700	4.3%	7,520	4.4%	+180	-0.1%
	O-38	Ichigo Toyamaeki Nishi Building	Other Regional Cities	Toyama City, Toyama	1,645	1,494	8,601.71	97.5%	1,730	6.0%	1,750	6.0%	-20	—

# Portfolio Details (2)

as of April 30, 2019

Asset Type	No.	Asset Name	Area	Location	Acquisition Price (JPY M)	Book Value (JPY M)	Leasable Area (m <sup>2</sup> )	Occupancy	Apr 2019 Appraisal		Oct 2018 Appraisal		Change	
									Value (JPY M)	Cap rate	Value (JPY M)	Cap rate	Value (JPY M)	Cap rate
Office	O-39	Ichigo Mirai Shinkin Building	Other Regional Cities	Oita City, Oita	1,158	1,153	3,551.46	95.4%	1,310	6.1%	1,280	6.1%	+30	—
	O-42	Ichigo Takamatsu Building	Other Regional Cities	Takamatsu City, Kagawa	3,010	2,357	6,329.33	97.3%	3,500	6.2%	3,440	6.3%	+60	-0.1%
	O-46	Ichigo Kanda Nishikicho Building	Central Tokyo	Chiyoda-ku, Tokyo	2,130	2,004	2,523.09	100.0%	2,930	3.9%	2,930	3.9%	—	—
	O-47	Ichigo Akihabara North Building	Central Tokyo	Chiyoda-ku, Tokyo	5,500	5,576	6,250.53	100.0%	6,970	4.5%	6,970	4.5%	—	—
	O-48	Ichigo Sakaisuji Honmachi Building	Four Major Cities	Osaka	1,940	1,787	3,729.35	100.0%	2,320	4.6%	2,310	4.6%	+10	—
	O-49	Ichigo Kanda Ogawamachi Building	Central Tokyo	Chiyoda-ku, Tokyo	2,210	2,195	2,295.57	100.0%	2,480	4.2%	2,460	4.2%	+20	—
	O-50	Ichigo Hatchobori Building	Central Tokyo	Chuo-ku, Tokyo	1,905	1,814	2,697.36	100.0%	2,620	4.6%	2,530	4.6%	+90	—
	O-51	Ebisu Green Glass	Central Tokyo	Shibuya-ku, Tokyo	5,900	5,832	3,159.27	100.0%	6,720	3.6%	6,710	3.6%	+10	—
	O-52	Ichigo Omori Building	Central Tokyo	Shinagawa-ku, Tokyo	3,850	3,796	3,585.92	100.0%	4,230	4.4%	4,220	4.4%	+10	—
	O-53	Ichigo Takadanobaba Building	Central Tokyo	Shinjuku-ku, Tokyo	1,580	1,586	1,606.92	100.0%	1,890	4.1%	1,890	4.1%	—	—
	O-54	Ichigo Omiya Building	Tokyo Metro Area	Saitama City, Saitama	3,430	3,625	6,180.68	100.0%	4,020	5.2%	3,990	5.2%	+30	—
	O-55	Ichigo Sagamiyama Building	Tokyo Metro Area	Sagamiyama City, Kanagawa	1,174	1,220	2,960.81	100.0%	1,250	5.4%	1,250	5.4%	—	—
	O-56	Ichigo Ofuna Building	Tokyo Metro Area	Kamakura City, Kanagawa	2,000	1,945	2,364.71	100.0%	2,480	5.3%	2,410	5.4%	+70	-0.1%
	O-57	Ichigo Sendai East Building	Other Regional Cities	Sendai	1,840	1,674	5,205.49	95.5%	2,100	5.6%	2,100	5.6%	—	—
	O-58	Ichigo Kumamoto Building	Other Regional Cities	Kumamoto City, Kumamoto	1,450	1,472	4,507.59	97.5%	1,580	6.0%	1,580	6.0%	—	—
	O-59	Ichigo Jingumae Building	Central Tokyo	Shibuya-ku, Tokyo	7,200	7,413	4,510.04	100.0%	8,050	3.4%	8,040	3.4%	+10	—
	O-60	Ichigo Shibuya Dogenzaka Building	Central Tokyo	Shibuya-ku, Tokyo	3,650	3,670	2,789.86	100.0%	5,140	3.5%	5,050	3.5%	+90	—
	O-61	Ichigo Hiroo Building	Central Tokyo	Shibuya-ku, Tokyo	3,960	4,002	3,510.44	100.0%	4,580	3.9%	4,530	3.9%	+50	—
	O-62	Ichigo Sasazuka Building	Central Tokyo	Shibuya-ku, Tokyo	4,780	4,895	6,425.29	100.0%	5,620	4.1%	5,290	4.1%	+330	—
	O-63	Ichigo Nihonbashi East Building	Central Tokyo	Chuo-ku, Tokyo	4,700	4,547	4,216.97	100.0%	5,470	4.0%	5,470	4.0%	—	—
	O-64	Ichigo Sakurabashi Building	Central Tokyo	Chuo-ku, Tokyo	2,500	2,576	2,971.22	100.0%	3,000	4.0%	2,880	4.0%	+120	—
	O-65	Ichigo Shinkawa Building	Central Tokyo	Chuo-ku, Tokyo	2,360	2,387	2,312.03	100.0%	2,870	3.9%	2,790	3.9%	+80	—
	O-66	Ichigo Kudan Building	Central Tokyo	Chiyoda-ku, Tokyo	3,190	3,218	3,090.65	100.0%	3,480	4.0%	3,480	4.0%	—	—
	O-67	Ichigo Higashi Gotanda Building	Central Tokyo	Shinagawa-ku, Tokyo	3,660	3,661	4,548.10	100.0%	4,180	4.1%	4,280	4.1%	-100	—
	O-68	Axior Mita	Central Tokyo	Minato-ku, Tokyo	1,800	1,752	2,369.82	100.0%	2,260	3.9%	2,190	4.0%	+70	-0.1%
	O-69	Ichigo Higashi Ikebukuro Building	Tokyo Metro Area	Toshima-ku, Tokyo	4,570	4,614	4,472.00	100.0%	5,070	4.1%	5,270	4.1%	-200	—
	O-70	Koriyama Big-i (Office Section)	Other Regional Cities	Koriyama City, Fukushima	1,660	1,488	3,433.07	100.0%	2,110	5.1%	1,890	5.1%	+220	—
	O-71	Ichigo Kawasaki Building	Tokyo Metro Area	Kawasaki City, Kanagawa	1,750	1,777	3,710.17	100.0%	2,130	4.3%	2,120	4.3%	+10	—
	O-72	Ichigo Shibuya East Building	Central Tokyo	Shibuya-ku, Tokyo	1,350	1,351	1,041.36	100.0%	1,570	3.6%	1,530	3.6%	+40	—



ICHIGO

# Portfolio Details (3)

as of April 30, 2019

Asset Type	No.	Asset Name	Area	Location	Acquisition Price (JPY M)	Book Value (JPY M)	Leasable Area (m <sup>2</sup> )	Occupancy	Apr 2019 Appraisal		Oct 2018 Appraisal		Change	
									Value (JPY M)	Cap rate	Value (JPY M)	Cap rate	Value (JPY M)	Cap rate
Office	O-73	Ichigo Ningyocho Building	Central Tokyo	Chuo-ku, Tokyo	1,450	1,482	1,769.09	100.0%	1,580	4.2%	1,570	4.2%	+10	—
	O-74	Ichigo Nishi Honmachi Building	Four Major Cities	Osaka	2,190	2,143	6,152.00	100.0%	2,450	4.8%	2,380	4.8%	+70	—
	O-75	Ichigo Hakata Building	Four Major Cities	Fukuoka	1,380	1,365	2,423.86	100.0%	1,500	4.9%	1,500	4.9%	—	—
	O-76	Ichigo Nishiki First Building	Four Major Cities	Nagoya	2,000	1,976	3,324.70	100.0%	2,100	4.6%	2,100	4.6%	—	—
	O-77	Ichigo Ikenohata Building	Tokyo Metro Area	Taito-ku, Tokyo	5,130	5,140	5,504.15	100.0%	5,390	4.3%	5,380	4.3%	+10	—
	O-78	Ichigo Ikebukuro East Building	Tokyo Metro Area	Toshima-ku, Tokyo	3,010	2,985	3,118.69	100.0%	3,240	4.3%	3,240	4.3%	—	—
	O-79	Ichigo Motoazabu Building	Central Tokyo	Minato-ku, Tokyo	1,890	1,905	1,329.96	100.0%	2,050	3.5%	2,020	3.6%	+30	-0.1%
	O-80	Ichigo Otsuka Building	Tokyo Metro Area	Toshima-ku, Tokyo	2,740	2,728	3,679.70	100.0%	2,940	4.4%	2,940	4.4%	—	—
	O-81	Ichigo Nagoya Building	Four Major Cities	Nagoya	3,420	3,483	4,930.30	100.0%	3,850	4.5%	3,740	4.5%	+110	—
	O-82	Ichigo Fushimi Building	Four Major Cities	Nagoya	2,340	2,330	4,155.57	94.6%	2,450	4.7%	2,450	4.7%	—	—
	O-83	Ichigo Nishiki Building	Four Major Cities	Nagoya	1,330	1,292	2,006.78	100.0%	1,430	4.6%	1,430	4.6%	—	—
	O-84	Ichigo Minami Morimachi Building	Four Major Cities	Osaka	1,040	1,014	2,521.51	100.0%	1,140	4.6%	1,130	4.6%	+10	—
	O-85	Ichigo Shibuya Udagawacho Building	Central Tokyo	Shibuya-ku, Tokyo	3,500	3,595	1,491.48	100.0%	4,060	3.4%	4,050	3.4%	+10	—
	O-86	Win Gotanda Building	Central Tokyo	Shinagawa-ku, Tokyo	3,100	3,110	3,689.88	100.0%	3,280	4.2%	3,280	4.2%	—	—
	O-87	Ichigo Hongo Building	Tokyo Metro Area	Bunkyo-ku, Tokyo	2,300	2,299	2,722.58	100.0%	2,390	4.4%	2,390	4.4%	—	—
	O-88	Oimachi Center Building	Central Tokyo	Shinagawa-ku, Tokyo	1,680	1,699	2,751.08	100.0%	1,910	4.3%	1,900	4.3%	+10	—
	O-89	Win Gotanda Building 2	Central Tokyo	Shinagawa-ku, Tokyo	3,300	3,308	3,433.16	100.0%	3,530	4.2%	3,490	4.2%	+40	—
	O-90	MIF Building	Central Tokyo	Chiyoda-ku, Tokyo	2,200	2,207	1,690.33	100.0%	2,330	4.1%	2,320	4.1%	+10	—
	O-91	Ichigo Uchi Honmachi Building	Four Major Cities	Osaka	1,900	1,994	3,004.07	90.7%	2,110	4.7%	2,000	4.7%	+110	—
	O-92	Ichigo Minami Otsuka Building	Tokyo Metro Area	Toshima-ku, Tokyo	2,780	2,875	3,127.84	100.0%	3,080	4.0%	3,080	4.0%	—	—
	O-93	Ichigo Nogizaka Building	Central Tokyo	Minato-ku, Tokyo	3,315	3,334	2,175.88	100.0%	3,580	3.4%	3,510	3.5%	+70	-0.1%
Subtotal - Office					191,987	189,641	246,433.43	99.3%	222,015		219,478		+2,537	—

# Portfolio Details (4)

as of April 30, 2019

Asset Type	No.	Asset Name	Area	Location	Acquisition Price (JPY M)	Book Value (JPY M)	Leasable Area (m <sup>2</sup> )	Occupancy	Apr 2019 Appraisal		Oct 2018 Appraisal		Change	
									Value (JPY M)	Cap rate	Value (JPY M)	Cap rate	Value (JPY M)	Cap rate
Other	Z-02	Ichigo Fiesta Shibuya Building	Central Tokyo	Shibuya-ku, Tokyo	1,970	1,960	1,185.85	100.0%	2,210	4.0%	2,210	4.0%	—	—
	Z-09	Konami Sports Club Izumi Fuchu	Other Regional Cities	Izumi City, Osaka	1,210	1,083	3,733.68	100.0%	1,440	5.7%	1,440	5.7%	—	—
	Z-10	Ichigo Shibuya Bunkamura Dori Building	Central Tokyo	Shibuya-ku, Tokyo	2,400	2,462	778.77	100.0%	3,220	3.2%	3,220	3.2%	—	—
	Z-11	Twicere Yokohama Isogo (Retail Section)	Tokyo Metro Area	Yokohama	1,620	1,509	2,717.77	100.0%	1,880	5.2%	1,880	5.2%	—	—
	Z-12	Lions Square Kawaguchi	Tokyo Metro Area	Kawaguchi City, Saitama	2,430	2,370	7,788.09	100.0%	2,520	4.5%	2,710	4.5%	-190	—
	Z-14	Ichigo Kamata Building	Tokyo Metro Area	Ota-ku, Tokyo	1,400	1,444	2,124.68	100.0%	1,520	4.6%	1,520	4.6%	—	—
Subtotal - Other					11,030	10,830	18,328.84	100.0%	12,790		12,980		- 190	
Total (85 Assets)					203,017	200,472	264,762.27	99.3%	234,805		232,458		+2,347	

Reference: Asset Acquired in the October 2019 Period

Asset Type	No.	Asset Name	Area	Location	Acquisition Price (JPY M)	Acquisition Date	Leasable Area (m <sup>2</sup> )	Occupancy	Appraisal at Acquisition	
									Value (JPY M)	Cap rate
Office	O-94	Ichigo Hakata East Building	Four Major Cities	Fukuoka	2,250	May 31, 2019	2,918.31	98.1%	2,480	4.4%
85 Assets Held on April 30, 2019 + New Acquisition 1 Asset - Sale 1 Asset = Total 85 Assets					203,297		266,494.73	99.3%	235,075	

Leasable Area and Occupancy are provisionally calculated using data of assets held as of April 30, 2019 and assets acquired in the October 2019 period.



## Appendix: About Ichigo Office

---

# Specialized Office REIT

Specialized Office REIT Focusing on Mid-Size Offices, an Asset Class that Offers Both Return Stability and Upside Potential

- ✓ Mid-size office characteristics
  - Stable cashflows supporting earnings
  - Upside earnings potential in economic upturns
  - Value-add potential due to relatively inefficient market
- ✓ Portfolio focused on Tokyo Metropolitan Area
- ✓ Driving accretive growth via value-add capex and hands-on asset management



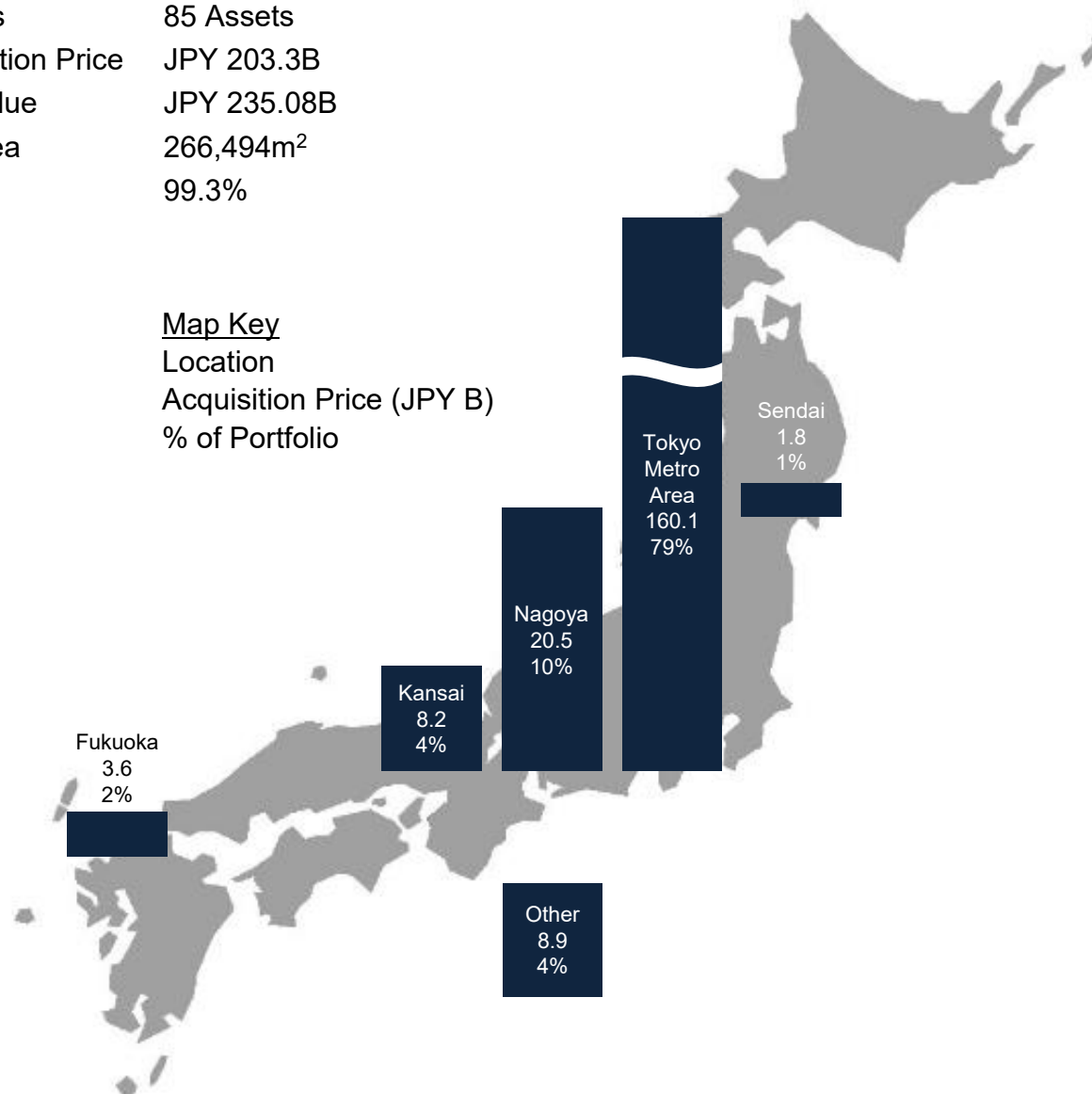
# Portfolio: 96% Office, 79% Tokyo Metropolitan Area

as of May 31, 2019

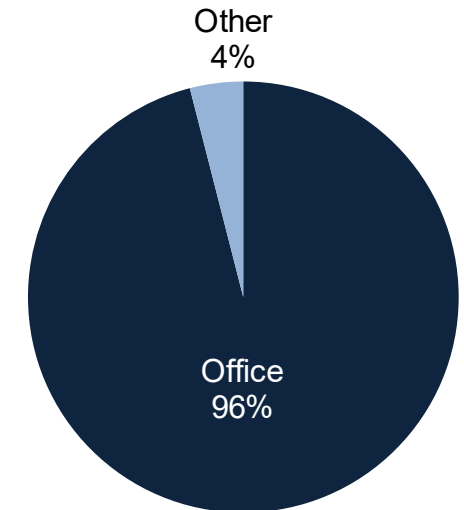
No. of Assets 85 Assets  
Total Acquisition Price JPY 203.3B  
Appraisal Value JPY 235.08B  
Leasable Area 266,494m<sup>2</sup>  
Occupancy 99.3%

## Map Key

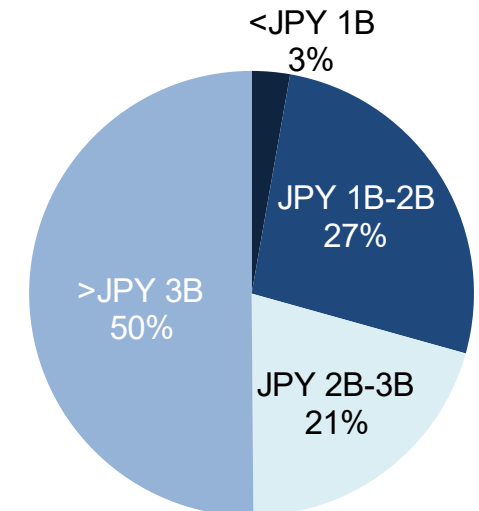
Location  
Acquisition Price (JPY B)  
% of Portfolio



## By Asset Type



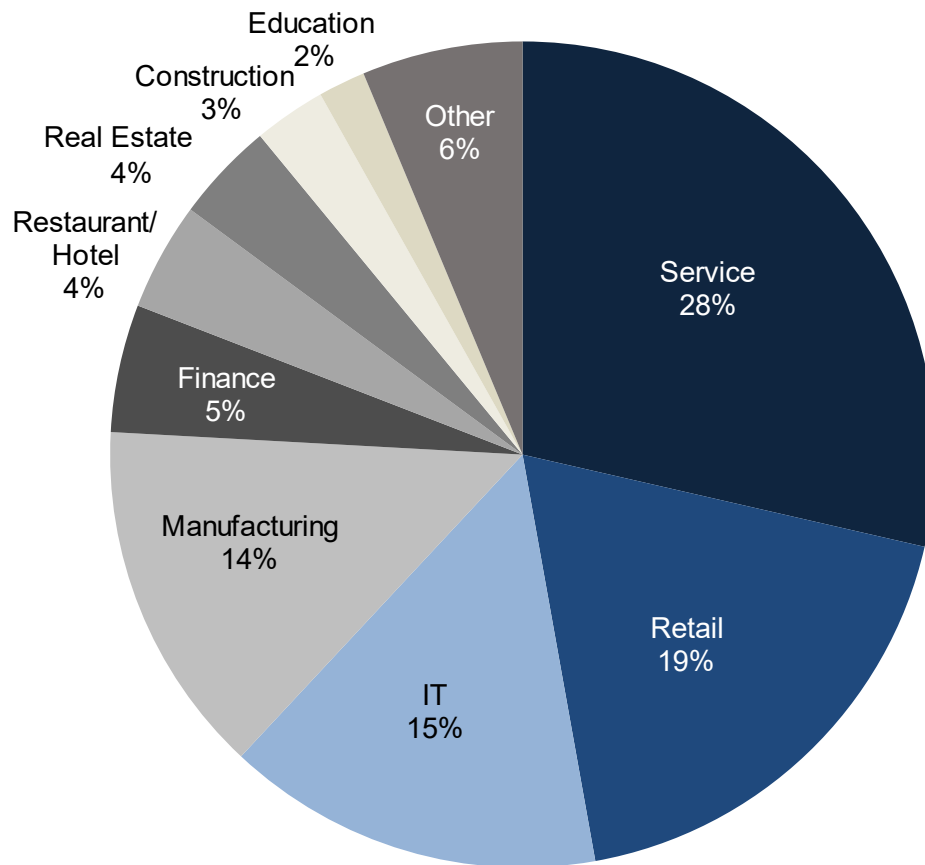
## By Size



# Highly Diversified Tenant Mix

as of April 30, 2019

Tenants by Industry  
(based on No. of tenants)



\* Service: Primarily advertising, consulting, HR, accounting, legal, beauty-related, and public entities.

Total Number of Tenants: 920

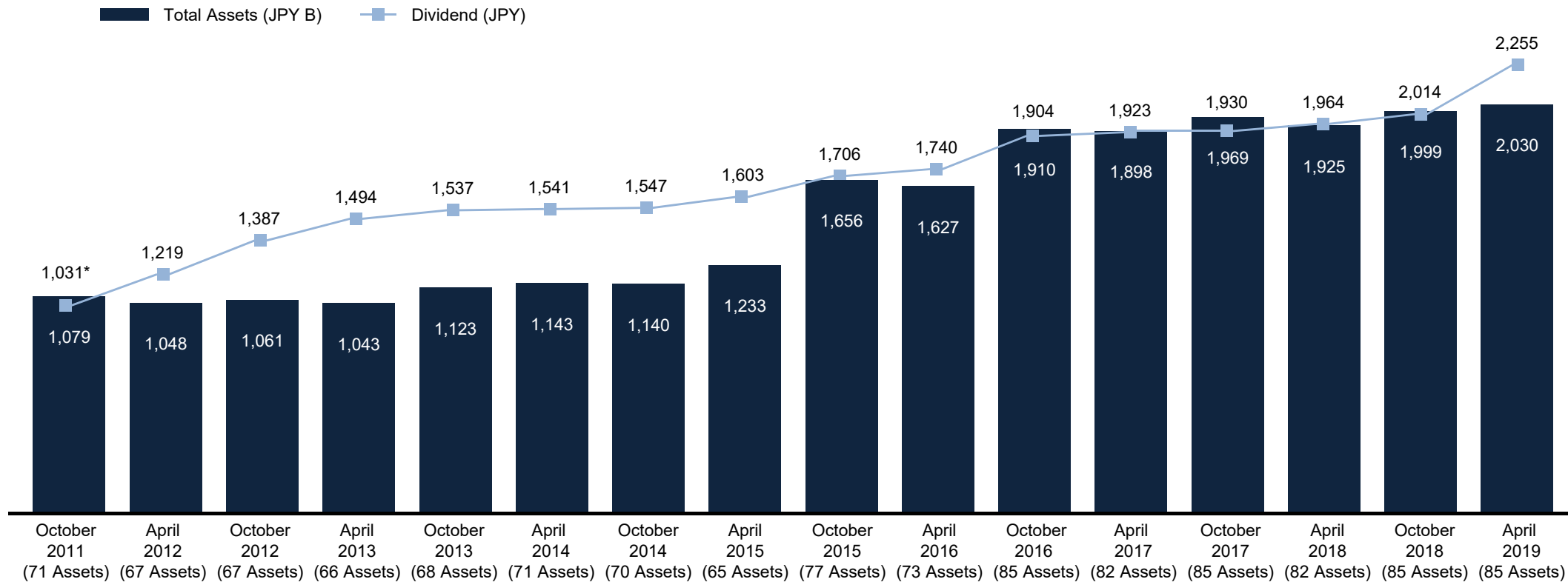
Share of Top 10 Tenants

12.2% of Leased Area  
14.2% of Rental Income

Top 10 Tenants (by Building & Leased Area)

	Asset Name	Industry	Leased Area (m <sup>2</sup> )	Share
1	Ichigo Akihabara North Building	Manufacturing	6,250	2.4%
2	Lions Square Kawaguchi	Supermarket	4,263	1.7%
3	Ichigo Sasazuka Building	Telecommunication	3,827	1.5%
4	Konami Sports Club Izumi Fuchu	Sports Club	3,733	1.4%
5	Ebisu Green Glass	Telecommunication	2,863	1.1%
6	Ichigo Ikebukuro East Building	Service	2,427	0.9%
7	Ichigo Hiroo Building	Retail	2,417	0.9%
8	Ichigo Jingumae Building	Telecommunication	2,146	0.8%
9	Ichigo Toyamaeki Nishi Building / Ichigo Takamatsu Building	Manufacturing	1,846	0.7%
10	Ichigo Kamata Building	Retail	1,820	0.7%
Total			31,597	12.2%

# Growth via Serving Tenants & Shareholders



## Events

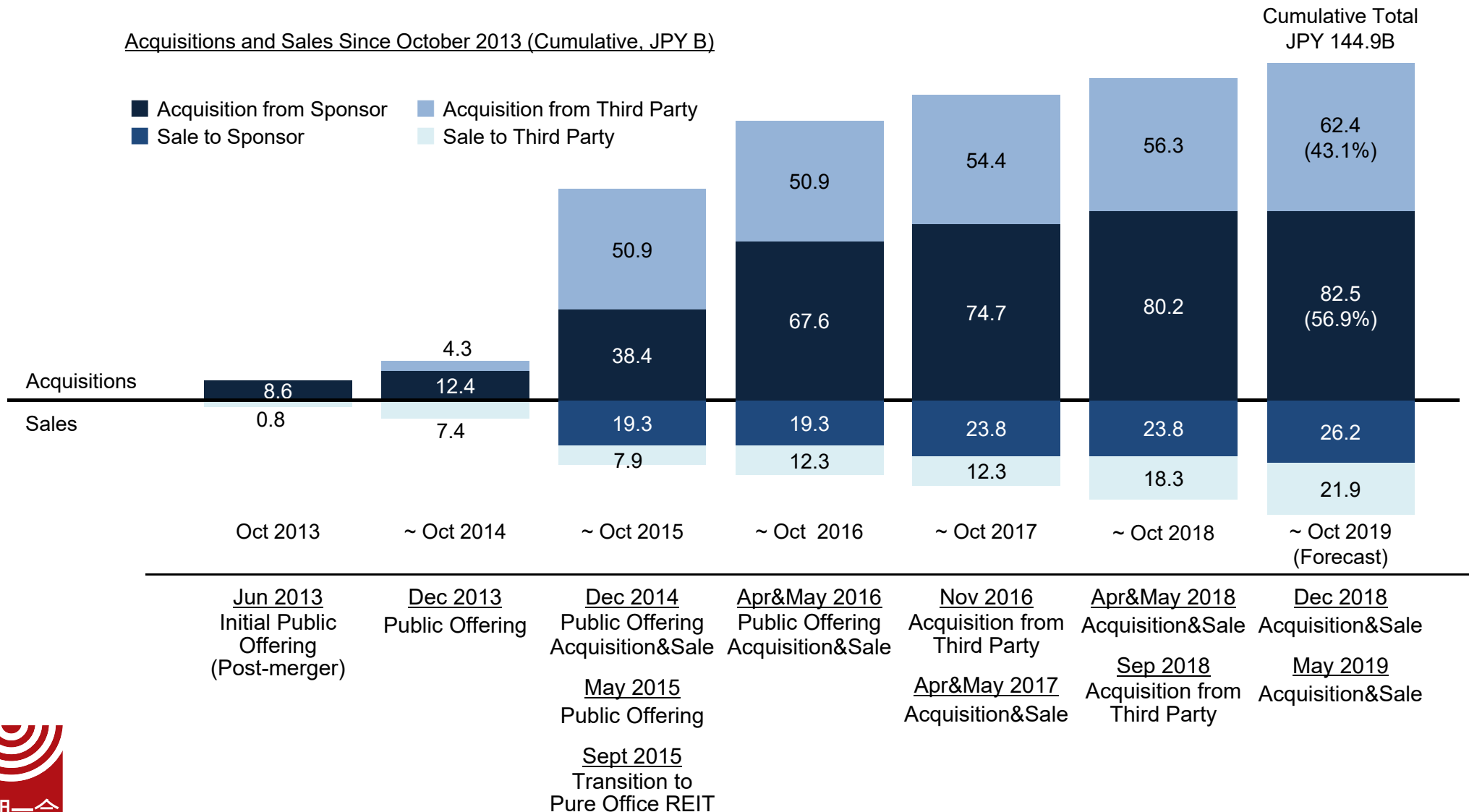
Merger																
		Comprehensive Refinancing	Accretive PO	Accretive PO			Accretive PO	Accretive PO		Accretive PO	Strategic Restructuring	Bond Issuance	Strategic Restructuring	JCR Credit Rating A	Bond Issuance	
							Strategic Restructuring	Transition to Pure Office REIT					Bond Issuance		Strategic Restructuring	
								JCR Credit Rating A-								
								De-Collateralization of All Loans								

\* October 2011 dividend adjusted to reflect 7:1 stock split on November 1, 2011

# Acquisition-Driven Growth

- Total Asset Acquisitions: JPY 144.9B
- 56.9% via Sponsor Support (JPY 82.5B)

Acquisitions and Sales Since October 2013 (Cumulative, JPY B)



# Tailored Ichigo Tenant Services & Hospitality

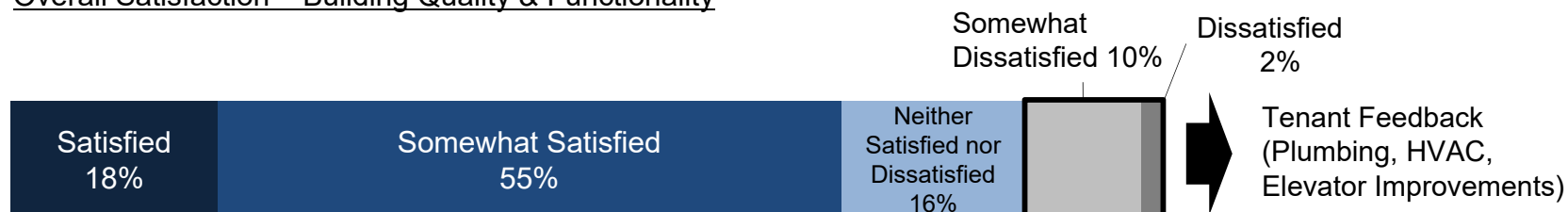
## Tailored Tenant Services to Increase Tenant Satisfaction

- Tenant services focus on increasing tenant safety and comfort via Ichigo Property Management Standard
- Conduct regular tenant satisfaction surveys to reflect feedback in tenant services

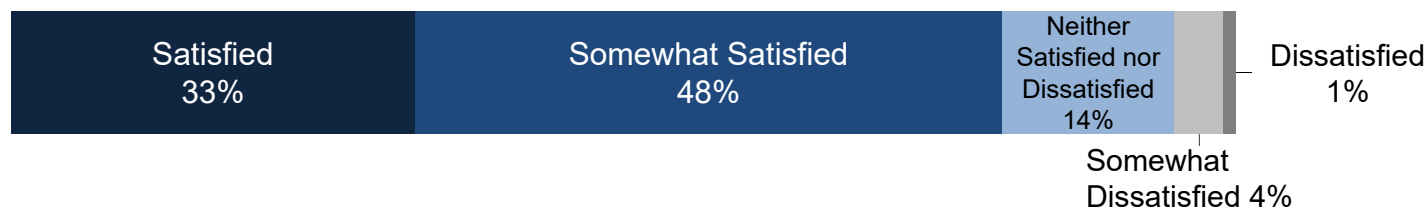
### August 2018 Survey Overview

<b>Respondents</b>	Tenant General Affairs Personnel	<b>No. of Distributed Surveys</b>	913
<b>No. of Assets</b>	84	<b>No. of Responses</b>	638 (69.9%)

### Overall Satisfaction – Building Quality & Functionality



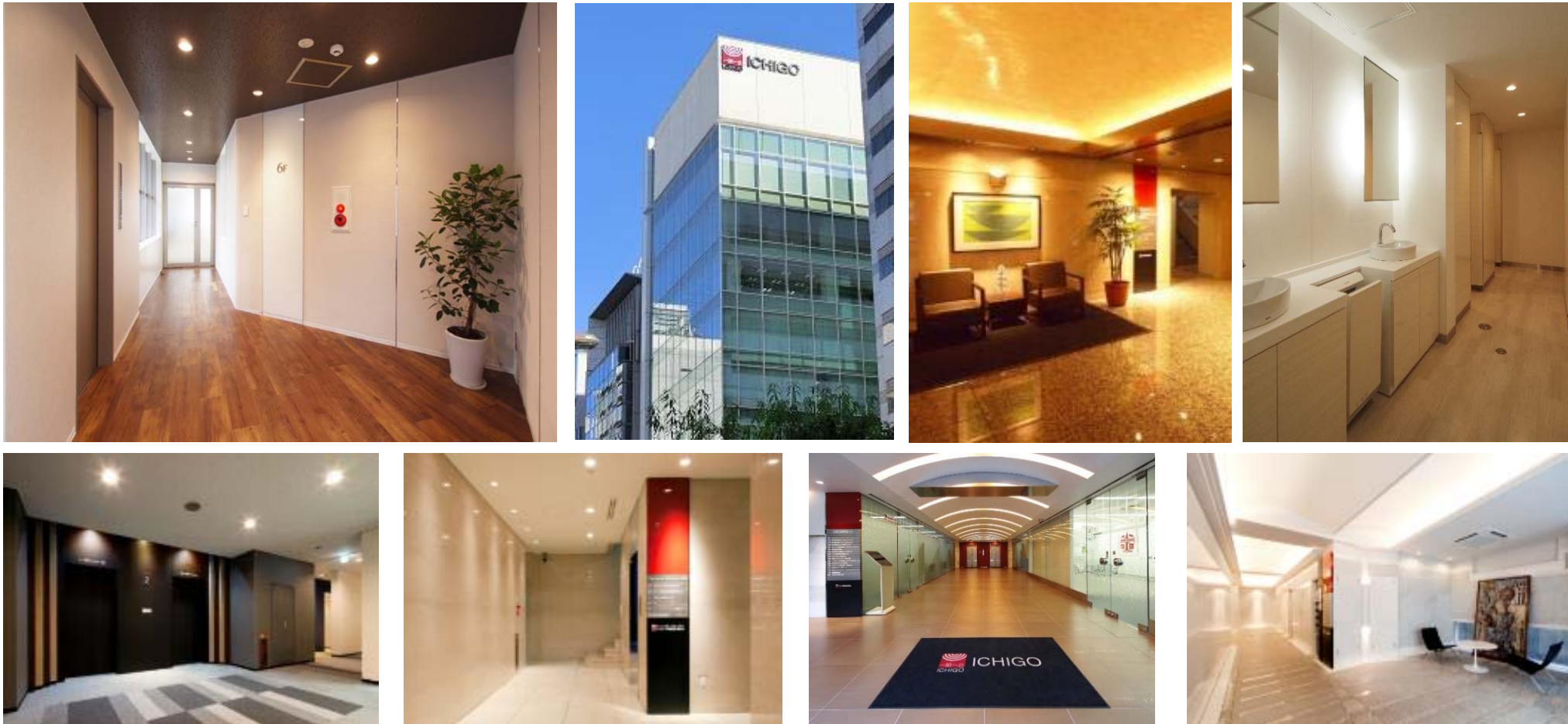
### Overall Satisfaction – Tenant Services





# Ichigo Branding: Safety, Quality, Design, Tenant Service

Improve the safety, quality, and design of assets via Ichigo's architectural and engineering capabilities to support high tenant satisfaction



# Japanese Mid-Size Office Investment Attractiveness (1)

## Rich Pool of REITable Assets

- ✓ 90%+ of Japanese real estate = mid-size
- ✓ High liquidity

## Broad and Deep Tenant Base

- ✓ 95% of all companies have 50 employees or less
- ✓ Diverse sectors & industries

## Largely Untapped by Professional Management

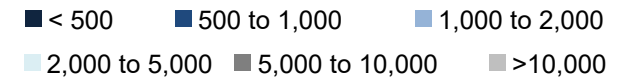
- ✓ High ownership by individuals and “passive owner” corporations results in inadequate building maintenance
- ✓ Lacking professional building and management specifications

## Abundant Opportunities for Large-Scale Improvements

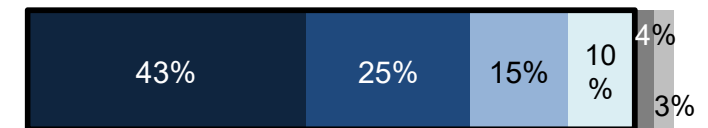
- ✓ Increase safety via seismic reinforcement
- ✓ Increase tenant satisfaction via value-add capex

Significant Value-Add Potential

Breakdown of Buildings in Japan by Floor Area (m<sup>2</sup>)



Mid-Size Real Estate : 94%



Source: Ministry of Land, Infrastructure, Transportation and Tourism (2013)

Breakdown of Companies by Number of Employees



% of Companies Suited to Mid-Size Assets : 95%



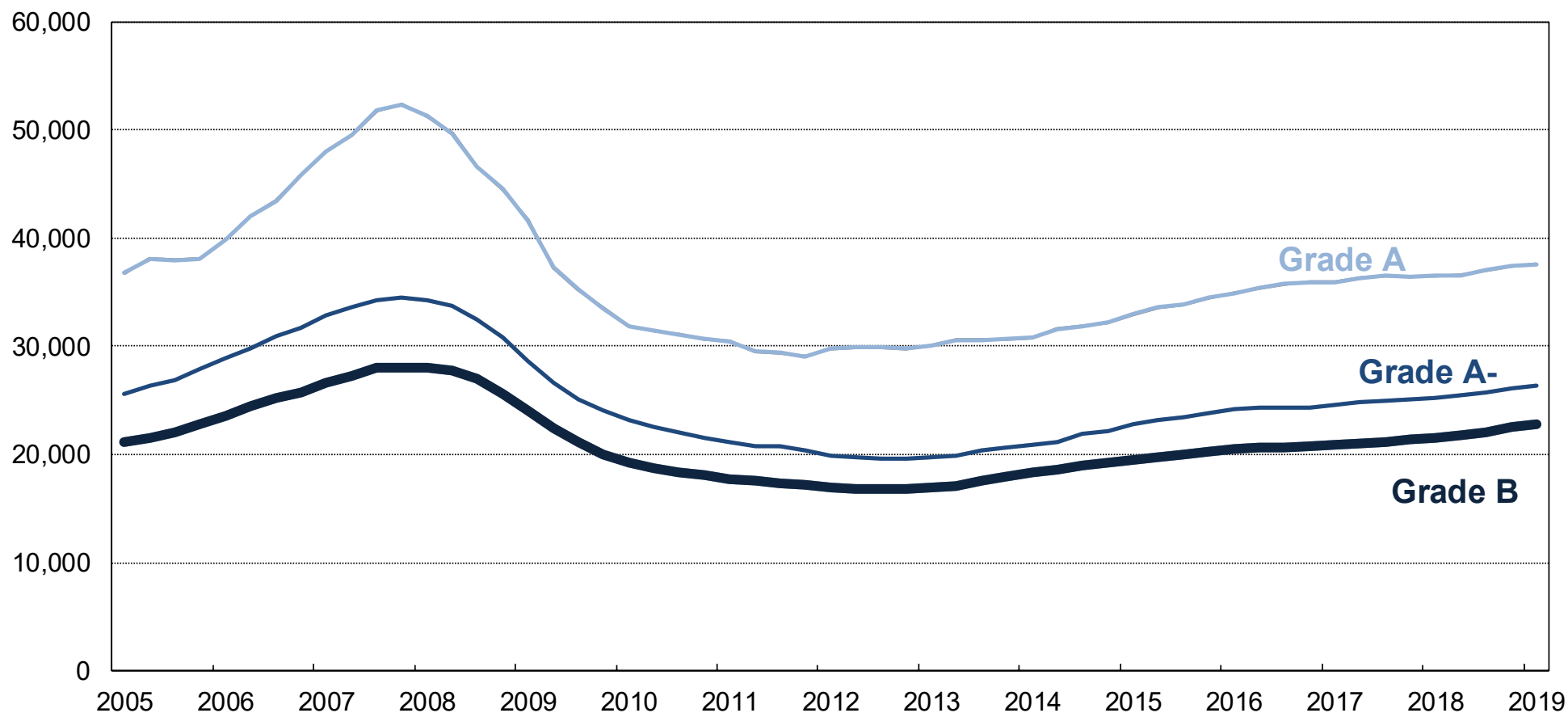
Source: Small and Medium Enterprise Agency (2017)

# Japanese Mid-Size Office Investment Attractiveness (2)

## Mid-Size Office Rents More Stable than Larger-Size Office Rents

Office Rent Trends in 5 Central Tokyo Wards (Chiyoda, Chuo, Minato, Shinjuku & Shibuya Wards)

JPY per Tsubo (3.3m<sup>2</sup>)



Source: CBRE

Grade A refers to buildings in the 5 central wards of Tokyo (Chiyoda, Chuo, Minato, Shinjuku, and Shibuya) built no more than 11 years ago (therefore meeting current seismic resistance requirements), with leasable area of 21,450 square meters and total floor area of 33,000 square meters.

Grade A- and Grade B refers to buildings located in any of the 23 wards in Tokyo with leasable area of 14,850 square meters and total floor area of 23,100 square meters and leasable area of 660 square meters and total floor area of 6,600 to 23,100 square meters, respectively, and meeting current seismic resistance requirements.

# Reference: AM Fee Structure

## AM Fee Structure with High Shareholder Alignment

<b>AM Fee I</b>	Total Assets x 0.25%
<b>AM Fee II (a + b)</b>	a. Recurring Cash Flow Basis Period-End Recurring Cash Flow x 2.0% b. Total Dividend Basis Each Fiscal Period's Dividend x 2.0%
<b>Asset Acquisition Fee</b>	Acquisition Price x 0.5% (0.25% if acquiring from related party)
<b>Asset Sale Fee</b>	Sale Price x 0.5% (0.25% if selling to related party)
<b>Performance Fee (a or b)</b>	a. If Cash Flow per Share (CF per Share) Increased During the Previous Six Consecutive Periods Including the Period When the Fee is Calculated (CF per Share of Current Period – CF per Share of Previous Period) x Total Number of Shares Issued and Outstanding x 30% b. If CF per Share is Above the Simple Average of CF per Share of the Latest Six Periods (CF per Share of Current Period – Simple Average of CF per Share of the Latest Six Consecutive Periods) x Total Number of Shares Issued and Outstanding x 30%
<b>Merger Fee</b>	Valuation of Real Estate or Real Estate Bonds Succeeded Upon Merger x 0.5%

\* CF per Share = Recurring Profit/Loss in Income Statement + Depreciation + Accrued Asset Depreciation + Gain on Sale of Assets

+ Valuation Profit/Loss (Excluding Extraordinary Profit/Loss) divided by shares outstanding

Please refer to "Fees Paid to the Asset Management Company (Articles of Incorporation Article 38 and Attachments)"

in Ichigo Office's Annual Report (Japanese only) for details.

# Ichigo Office's Sponsor: Ichigo (2337)

## Core Businesses: Asset Management, Sustainable Real Estate, Clean Energy

- Manages Ichigo Office (8975), Ichigo Hotel (3463), and Ichigo Green (9282)
- TSE First Section, JPX-Nikkei 400 Member
- Deeply committed to CSR and Sustainability
- Japan's first zero-carbon listed real estate company



©J.LEAGUE



Hiromi Miyake  
(Weightlifting)

**Ichigo**  
(TSE First Section 2337)

**Ichigo Preserves and Improves Real Estate**

The word "Ichigo" comes from the ancient Japanese proverb, Ichigo Ichie, literally meaning "One lifetime, one encounter." The phrase was first used by a 16th century master of the tea ceremony, Sen no Rikyu. He called upon his disciples to give total focus and sincerity to each act of the tea ceremony for every guest, because that particular moment will only exist once and must be fully lived and realized.

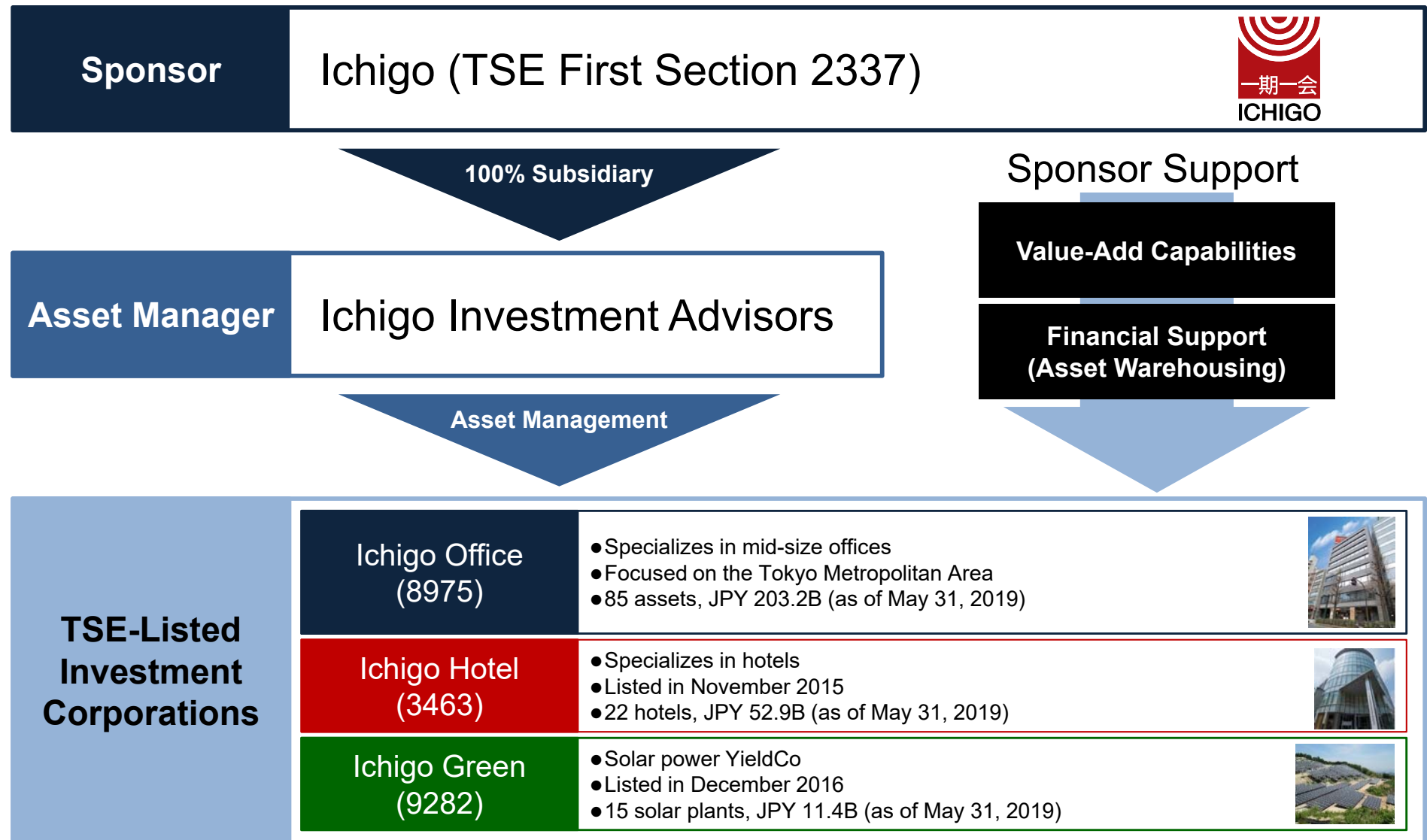
Ichigo embraces the Ichigo Ichie philosophy of sincerity and service, and works to build strong long-term relationships to support the success of our clients, shareholders, and all stakeholders.



### Key Ichigo Subsidiaries

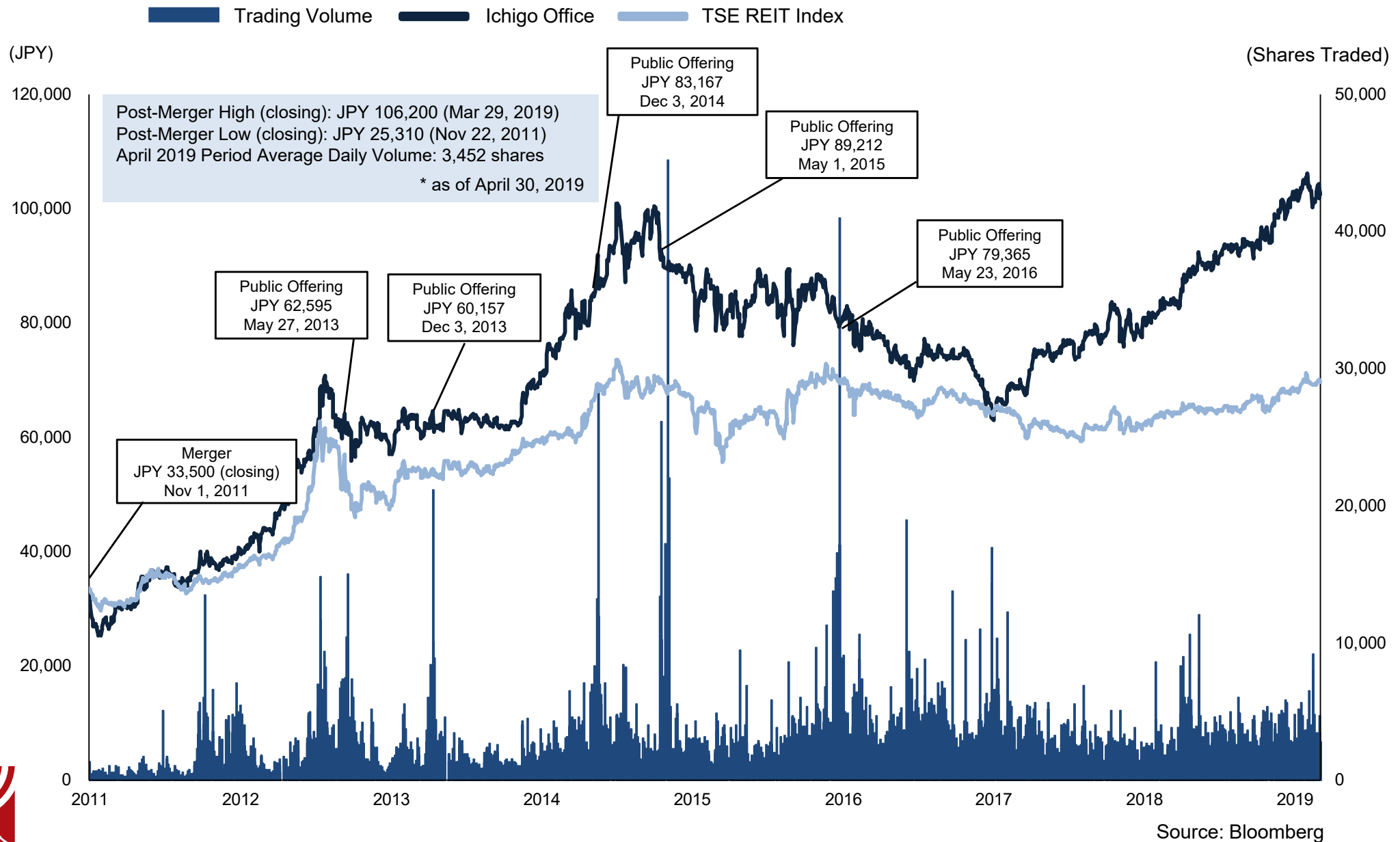
<b>Ichigo Investment Advisors</b>	Asset manager of Ichigo Office (8975), Ichigo Hotel (3463), and Ichigo Green (9282)
<b>Ichigo Estate</b>	Real estate value-add
<b>Ichigo ECO Energy</b>	Clean energy business focusing on utility-scale solar power production, making purposeful use of idle land nationwide
<b>Ichigo Owners</b>	Real estate investment services
<b>Ichigo Land Shinchiku</b>	Real estate value-add
<b>Ichigo Real Estate Services Fukuoka</b>	Real estate business centered on Fukuoka
<b>Ichigo Marché</b>	Operates Matsudo Nanbu wholesale market in Chiba Prefecture
<b>Miyako City</b>	Operates Miyako City shopping mall in Miyazaki Prefecture
<b>Centro</b>	New real estate-related businesses
<b>Storage Plus</b>	High-grade self storage
<b>Ichigo Animation</b>	Planning, production, distribution, and international sales of Japanese animation content, and value-add of related real estate assets
<b>Hakata Hotels</b>	Development, operation, lease, and management of hotels, retail facilities, and restaurants, and provision of related consulting services

# Sponsor/Asset Manager/REIT Relationship





# Share Price (November 1, 2011 to April 30, 2019)





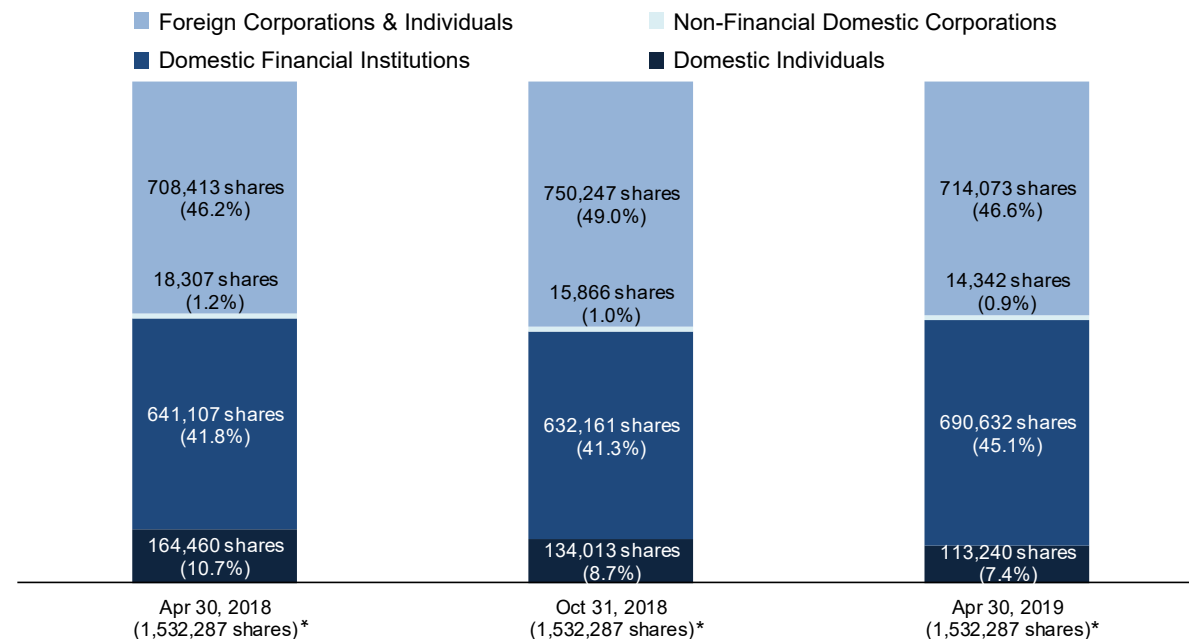
# Shareholder Composition

as of April 30, 2019

## Major Shareholders

Name	No. of Shares	Share
1 Ichigo Trust Pte. Ltd.	344,190	22.5%
2 The Master Trust Bank of Japan, Trust Account	256,060	16.7%
3 Japan Trustee Services Bank, Ltd., Trust Account	188,956	12.3%
4 NOMURA BANK (LUXEMBOURG) S.A.	75,190	4.9%
5 Morgan Stanley MUFG Securities Co., Ltd.	68,218	4.5%
6 Nomura Trust & Banking Co., Ltd. Investment Trust Account	46,185	3.0%
7 Trust & Custody Service Bank, Ltd., Securities Investment Trust Account	45,645	3.0%
8 GOLDMAN SACHS INTERNATIONAL	31,233	2.0%
9 BNYM SANV FOR BNYM FOR BNY GCM CLIENT ACCOUNTS MLSCB RD	25,300	1.7%
10 STATE STREET BANK AND TRUST COMPANY 505012	19,153	1.2%
<b>Total</b>	<b>1,100,130</b>	<b>71.8%</b>

## Shareholdings by Shareholder Type



\* Number of Shares Outstanding

## Shareholders by Shareholder Type

	Apr 30, 2018	Oct 31, 2018	Apr 30, 2019	
	Shareholders	Shareholders	Shareholders	Share
Domestic Individuals	16,532	14,262	12,652	96.6%
Domestic Financial Institutions	60	55	62	0.5%
City banks, trust banks	10	10	10	0.1%
Regional banks	8	9	10	0.1%
Other (including securities companies)	42	36	42	0.3%
Non-Financial Domestic Corporations	247	214	193	1.5%
Foreign Corporations & Individuals	155	174	184	1.4%
<b>Total</b>	<b>16,994</b>	<b>14,705</b>	<b>13,091</b>	<b>100.0%</b>

# Ichigo Office Overview

## Investment Corporation

as of April 30, 2019

<b>Name</b>	Ichigo Office REIT Investment Corporation
<b>Securities Code</b>	8975
<b>Address</b>	1-1-1 Uchisaiwaicho, Chiyoda-ku, Tokyo
<b>Executive Director</b>	Yoshihiro Takatsuka
<b>Portfolio Assets</b>	85 Assets
<b>Portfolio Value</b>	JPY 203B (based on acquisition price)
<b>Fiscal Periods (Semi-Annual)</b>	November – April; May – October

## Asset Management Company

<b>Name</b>	Ichigo Investment Advisors Co., Ltd.
<b>President</b>	Hiroshi Iwai
<b>Registration &amp; Membership</b>	Financial Instruments Dealer License (Investment Management Services, Investment Advisory & Agency Services, and Type II Financial Instruments Services): Minister of Finance, Kanto Financial Bureau #318

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

# Disclaimer

---

These materials are for informational purposes only, and do not constitute or form a part of, and should not be construed as, an offer to sell or a solicitation of an offer to buy any securities of Ichigo Office REIT Investment Corporation (“Ichigo Office”).

These materials may contain forward-looking statements regarding the intent, belief or current expectations of management of Ichigo Office with respect to financial condition and future results of operations. These statements are based on certain assumptions founded on currently available information. Accordingly, such statements are subject to risks, uncertainties and assumptions and there is no assurance as to actual financial conditions or results of operations. Actual results may vary from those indicated in the forward-looking statements. Accordingly, please refrain from solely relying on these statements.

These materials have been created by the management of Ichigo Office and Ichigo Investment Advisors Co., Ltd. (IIA) with the belief that the information contained is accurate. However, there is no assurance given as to the accuracy, certainty, validity or fairness of any such information. Please note that the content of these materials is subject to revision or retraction without prior notice.

This document is a translation. If there is any discrepancy between the Japanese version and the English translation, the Japanese version shall prevail. No copying or reproduction of these materials or part of these materials is allowed without obtaining prior consent from Ichigo Office and IIA.



**Ichigo Office REIT IR Desk**

TEL : 03-3502-4891

IR\_Office@ichigo.gr.jp

[www.ichigo-office.co.jp/english](http://www.ichigo-office.co.jp/english)

Ichigo is Japan's first zero-carbon listed real estate company. We are taking responsibility for our environmental footprint by offsetting our carbon emissions and investing in low-carbon technologies such as solar energy.