## Ichigo Green (9282)



FY19/6 Corporate Presentation

August 9, 2019

Ichigo Green Infrastructure Investment Corporation Ichigo Investment Advisors Co., Ltd.





# Make The World More Sustainable





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#### Mission & Deliverables to Shareholders

Mission: To maximize shareholder value via a renewable energy portfolio that provides both return stability and growth potential, along with offering investors an opportunity to invest in Japan's rapidly expanding green infrastructure asset class

#### Ichigo Green's Deliverables to its Shareholders

# Stable & Growing EPS

- Invests in solar power plants with 20-year FIT (Feed-In Tariff) power sale contracts
- · Long-term and stable operation of robust plants with a comprehensive real-time monitoring system
- Geographically diverse power plant portfolio
- Earnings stability backed by performance guarantees from power plant operator

# Leverage Sponsor Ichigo's Strengths

- Power plant operator is Ichigo (2337) subsidiary, Ichigo ECO Energy, with a strong track-record developing and operating 59 solar power plants nationwide.
- Ichigo has extensive experience managing Ichigo Office (8975) and Ichigo Hotel (3463).

#### Maximize Shareholder Value

 Because solar power plants are depreciable, Ichigo Green has substantial non-cash depreciation expenses that lower its accounting-based EPS. These additional cash earnings are deployed to pay a higher dividend.

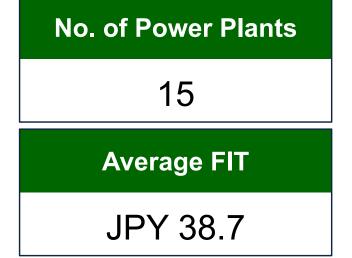


# FY19/6 Results



#### Solar Power Plant Portfolio Details

as of June 30, 2019



# JPY 11.4B CO2 Reduction

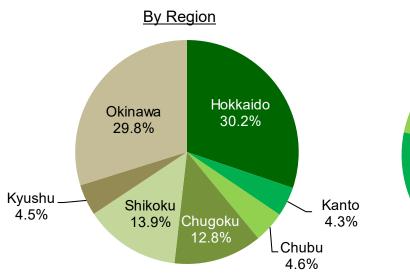
29.43MW

Annual Power
Generation

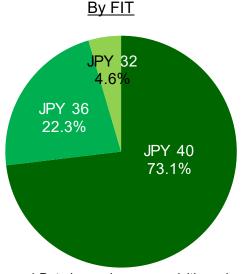
11,432 Households

22,636 Tons 11,

<sup>\*</sup> Annualized CO2 reduction relative to fossil fuels based on each plant's forecast power generation. Annualized number of households based on each plant's projected forecast generation assuming annual power consumption per household is 3,000 kWh.







\* Data in graphs are acquisition price basis.

# FY19/6 Highlights

	Achievements	Drivers
Power Generation	35.21 million kWh (+2.2% vs. initial forecast)	<ul> <li>July, November, April, &amp; May actuals 6~18% above forecast</li> <li>Kiryu Okuzawa (Kanto), Yamaguchi Aionishi (Chugoku), and Yamaguchi Sayama (Chugoku) 10~14% above forecast</li> </ul>
Operating Revenue	JPY 1,118M (+JPY 27M vs. initial forecast)	<ul> <li>Higher power production revenue +JPY 13M</li> <li>Minimization of plant management expenses +JPY 12M</li> <li>Operator revenue guarantee +JPY 1M</li> </ul>
NOI	JPY 1,012M (+JPY 27M vs. initial forecast)	NOI increase driven by Operating Revenue increase
EPS	JPY 1,680 (+JPY 291 vs. initial forecast)	Increased Operating Revenue
FFO	JPY 8,197 (-JPY 363 YOY)	Cash earnings from power production significantly exceed dividends
Dividend	JPY 3,865 (+JPY 305 vs. initial forecast)	<ul> <li>Dividend (ex-DEE) JPY 1,680 (+JPY 305 vs. initial forecast)</li> <li>DEE JPY 2,185</li> </ul>



<sup>\*</sup> DEE = Dividend in Excess of Earnings. EPS, FFO, DPS are based on 102,966 shares outstanding as of the end of FY19/6
FFO (Funds from Operations) = (Net Income + Depreciation + Amortization of Expenses Related to the Establishment of Ichigo Green + Amortization of Share
Issuance Expenses + Amortization of Start-up Expenses +/- Losses/Gains on Sales +/- Extraordinary Losses/Gains) / Number of Shares Outstanding

# FY19/6 Earnings

- Net Income JPY 173M (+20.9% vs. Full-Year Forecast)
- Dividend: JPY 3,865 (+8.6% vs. Full-Year Forecast)

(JPY million)

	FY18/6 Actual	FY19/6 Forecast (A)	FY19/6 Actual (B)	vs. Forecast	vs. Forecast (B)-(A)
Operating Revenue	1,153	1,090	1,118	102.5%	+27
Operating Expenses	827	836	836	100.0%	_
(Depreciation)	636	636	636	99.9%	_
Operating Profit	325	254	282	110.8%	+27
Recurring Profit	212	144	174	121.1%	+30
Net Income	210	143	173	120.9%	+29
Dividend	JPY 4,226	JPY 3,560	JPY 3,865	108.6%	+JPY 305
(excluding DEE)	JPY 2,046	JPY 1,375	JPY 1,680	122.2%	+JPY 305
(DEE)	JPY 2,180	JPY 2,185	JPY 2,185	100.0%	
Number of Power Plants	15	15	15	_	_
Power Generation	35.76M kWh	34.47M kWh	35.21M kWh	102.2%	0.74M kWh



DEE = Dividend in Excess of Earnings

# Robust Infrastructure & Geographically Diversified Portfolio

Best-in-Class Operations & Geographic Diversification Drive High Earnings Stability

(+2.5% Operating Revenue vs. Initial Forecast)

- Hokkaido Earthquake Response (Sept 2018)
  - ✓ No injuries or damages at seven Ichigo Green power plants in Hokkaido
  - ✓ Plants were offline for up to six days purely due to Hokkaido Electric grid outage

Power Plant	Moto- mombetsu	Muroran Hatchodaira	Engaru Kiyokawa	Nakashibetsu Midorigaoka	Abira Toasa	Toyokoro	Engaru Higashimachi
Days Offline	4 days	6 days	4 days	4 days	4 days	4 days	4 days

- Kyushu Electric Power Purchase Suspension (Oct 2018 May 2019)
  - ✓ Ichigo Miyakonojo Yasuhisacho ECO Power Plant (Miyazaki) stopped power production 15 times

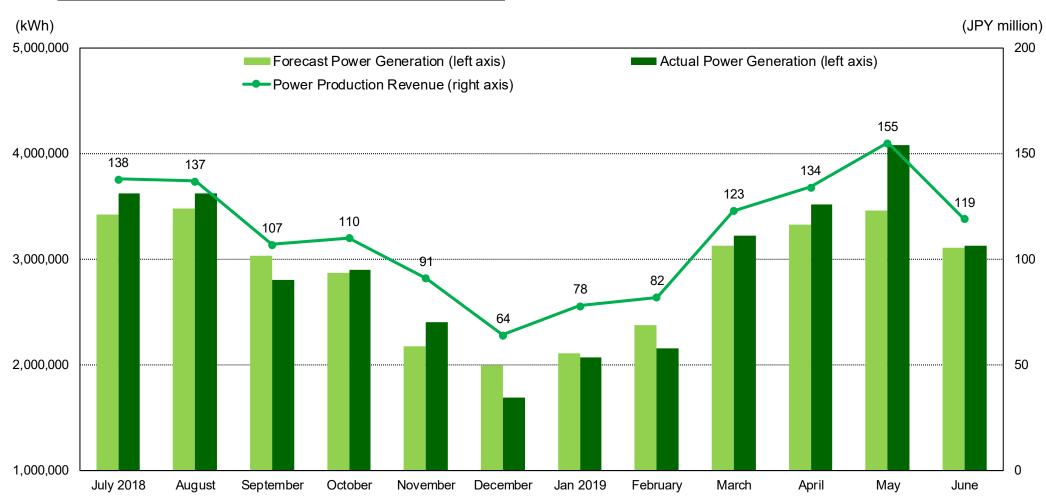
	October 2018	November 2018	March 2019	April 2019	May 2019	Total
Forecast Power Generation	149,989kWh	116,510kWh	152,891kWh	164,979kWh	180,664kWh	765,033kWh
Actual Power Generation	153,378kWh	123,598kWh	137,795kWh	137,002kWh	165,405kWh	717,178kWh
Days Offline	1 day	1 day	4 days	6 days	3 days	15 days
Power Generation Loss*	4,835kWh	3,883kWh	19,727kWh	32,995kWh	17,483kWh	78,923kWh



<sup>\*</sup> Forecast Power Generation / Days of month x Days Offline

#### Power Generation +2.2% vs. Forecast

#### FY19/6 Power Generation and Power Production Revenue





Power production is seasonal, being lower in June due to Japan's rainy season and in September through February due to fewer productive daylight hours during autumn/winter.

Forecast power generation is a 50% probability mean annual production forecast (P50 forecast), calculated by an independent, third-party technical consulting firm, that serves as the base forecast for each solar power plant's operating plan.



# Power Generation by Individual Power Plant

#### Geographically Diverse Portfolio Supports Earnings Stability

No.	Solar Power Plant	Forecast Power Generation (A) (kWh)	Actual Power Generation (B) (kWh)	Difference (B) - (A) (kWh)	Actual Power Production Revenue (JPY thousand)	Operating Revenue* (JPY thousand)
E-01	lchigo Kiryu Okuzawa	1,557,343	1,748,088	+190,745	68,408	54,189
E-02	lchigo Motomombetsu	1,556,378	1,561,765	+5,387	61,374	48,908
E-03	lchigo Muroran Hatchodaira	1,446,438	1,522,162	+75,724	59,747	48,379
E-04	lchigo Engaru Kiyokawa	1,229,261	1,186,960	-42,301	47,141	37,157
E-05	lchigo lyo Nakayamacho lzubuchi	1,426,968	1,426,072	-896	57,330	47,041
E-06	lchigo Nakashibetsu Midorigaoka	2,238,108	2,302,362	+64,254	90,268	77,054
E-07	lchigo Abira Toasa	1,322,206	1,375,486	+53,280	55,033	45,284
E-08	lchigo Toyokoro	1,291,952	1,321,774	+29,822	52,522	42,887
E-09	lchigo Nago Futami	9,694,617	9,525,994	-168,623	380,094	323,586
E-10	lchigo Engaru Higashimachi	1,350,858	1,231,474	-119,384	48,111	40,323
E-11	lchigo Takamatsu Kokubunjicho Nii	3,068,732	3,081,146	+12,414	110,766	99,995
E-12	lchigo Miyakonojo Yasuhisacho	1,728,548	1,632,549	-95,999	57,636	46,582
E-13	lchigo Toyokawa Mitocho Sawakihama	2,172,501	2,357,949	+185,448	74,917	53,711
E-14	lchigo Yamaguchi Aionishi	1,500,185	1,651,051	+150,866	64,719	54,571
E-15	lchigo Yamaguchi Sayama	2,889,237	3,291,193	+401,956	116,210	98,921
	Total	34,473,332	35,216,025	+742,693	1,344,284	1,118,595



<sup>\*</sup> Operating Revenue = Power Production Revenue – Operating Expenses

# **Financing Details**

#### Have Locked-In Low Long-Term Borrowing Costs via Interest Rate Swaps

as of June 30, 2019

Loan	Lender	Amount (JPY million)	Interest Rate (%)	Fixed/Floating	Borrowing Date	Maturity	Loan Term
Term Loan I	Mizuho Bank, SMBC	5,433	0.760%	Fixed	Dec 1, 2016	Nov 30, 2026	10 years
Term Loan II	Mizuho Bank	418	0.815%	Fixed	Jul 3, 2017	Jun 30, 2027	10 years
Term Loan III	Yamaguchi Bank	881	0.815%	Fixed	Jul 3, 2017	Jun 30, 2027	10 years
	Total	6,733	Average 0.771%	/ <sub>6</sub>			

#### LTV (Forecast)

FY17/6 (Actual)	FY18/6 (Actual)	FY19/6 (Actual)	FY20/6	FY21/6	FY22/6	FY23/6	FY24/6	FY25/6	FY26/6
57.4%	58.5%	57.8%	57.8%	57.1%	56.5%	55.6%	54.7%	53.7%	52.4%

#### Interest Bearing Liabilities ÷ FFO (Forecast)

	FY17/6 (Actual)	FY18/6 (Actual)	FY19/6 (Actual)	FY20/6	FY21/6	FY22/6	FY23/6	FY24/6	FY25/6	FY26/6
	15.5X	8.1X	8.0X	7.8X	7.1X	6.6X	6.0X	5.4X	4.8X	4.3X
g int	6,858M	7,160M	6,733M	6,310M	5,876M	5,439M	4,991M	4,543M	4,090M	3,637M

Outstanding Loan Amount



FFO = Funds From Operations

### FY20/6 Forecast

### Forecast Dividend: JPY 3,580

(JPY million)

	FY18/6 Actual	FY19/6 Forecast	FY19/6 Actual	FY20/6 Forecast
Operating Revenue	1,153	1,090	1,118	1,085
Operating Expenses	827	836	836	844
(Depreciation)	636	636	636	638
Operating Profit	325	254	282	240
Recurring Profit	212	144	174	145
Net Income	210	143	173	144
Dividend	JPY4,226	JPY 3,560	JPY 3,865	JPY 3,580
(excluding DEE)	JPY 2,046	JPY 1,375	JPY 1,680	JPY 1,390
(DEE)	JPY2,180	JPY 2,185	JPY 2,185	JPY 2,190
Number of Power Plants	15	15	15	15
Power Generation	35.76M kWh	34.47M kWh	35.21M kWh	34.29M kWh



DEE = Dividend in Excess of Earnings

# **Driving Shareholder Value**



# Japan's First Ten-Year Earnings Forecast

#### Ten-Year Dividend & FFO Forecast (Includes 2017~2019 Actuals)

(JPY)

										•
		Actual					Forecast			
	FY17/6	FY18/6	FY19/6	FY20/6	FY21/6	FY22/6	FY23/6	FY24/6	FY25/6	FY26/6
FFO per Share	4,305	8,560	8,197	7,816	7,982	8,002	8,146	8,136	8,253	8,211
DPS	2,139	4,226	3,865	3,580	3,820	3,945	4,095	4,065	3,885	3,540
FFO = Funds From Operation	ons	+636	+305							(JPY
Initial Forecast JPY 1,375 Forecast Revision +JPY 305 Actual JPY 1,680		1,410	1,375	1,390	1,625	1,750	1,895	1,860	1,875	1,715
Dividend per Share (excluding DEE) DEE per Share DEE = Dividend in Excess of Earnings	1,270	2,180	2,185	2,190	2,195	2,195	2,200	2,205	2,010	1,825
	FY17/6 Actual Amortiza	FY18/6 Actual tion of TSE I	FY19/6 Actual	FY20/6	FY21/6	FY22/6	FY23/6	FY24/6	FY25/6	FY26/6
	1	re-issuance Amortizatio								pased on capex pla



<sup>\*</sup> Two-for-one stock split on Jan 1, 2018 (record date: Dec 31, 2017).

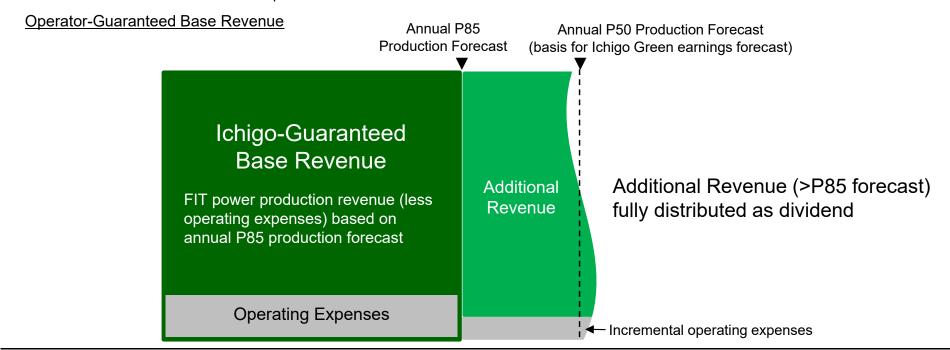
FY17/6 per share amounts have been adjusted to reflect stock split.

Although Ichigo Green's FY17/6 ran from Oct 1, 2016 to June 30, 2017, its actual operating timeframe was the 7-month period from Dec 1, 2016, the day it acquired its first power plants, to June 30, 2017.

# Ichigo (2337) Power Plant Performance Guarantee

#### Further Supports and Solidifies Long-Term Returns

- Power Generation Operating Revenue fully distributed to Ichigo Green shareholders
- Above-forecast Operating Revenue also fully distributed
  - ✓ Guaranteed base revenue (FIT electricity sales revenue) from Ichigo (2337) based on the annual P85 production forecast regardless of actual power generation
  - ✓ Power plants carry P&C, earthquake, and operating performance insurance
    - \* Earthquake insurance only purchased for power plants where third-party assessment concludes earthquake risk warrants



#### Customized Solar Power Plant Builds

# Optimized to Local Climate & Topography to Maximize Power Production Efficiency

- Snow (Hokkaido): High mounting racks and 30 degree panel inclination to avoid and displace snow coverage (vs. 10 degree in other areas)
- High winds (Kagawa): Mounting racks closely fit to site inclines
- Typhoons (Okinawa): Mounting racks with extra load capacities capable of withstanding wind velocities of 60m per second







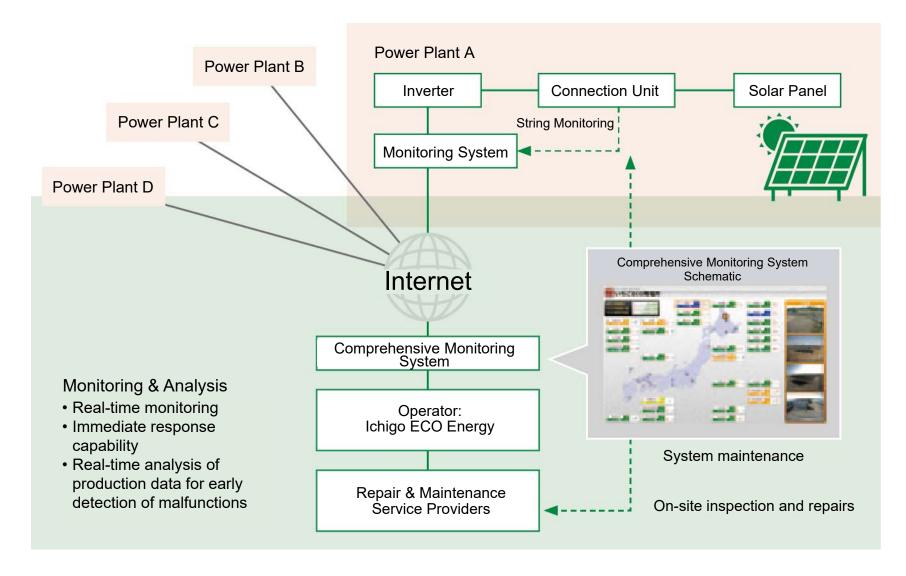
Ichigo Engaru Higashimachi ECO Power Plant Ichigo Takamatsu Kokubunjicho Nii ECO Power Plant (Hokkaido) (Kagawa)

Ichigo Nago Futami ECO Power Plant (Okinawa)



# Fully-Networked Panel-Level Production Monitoring

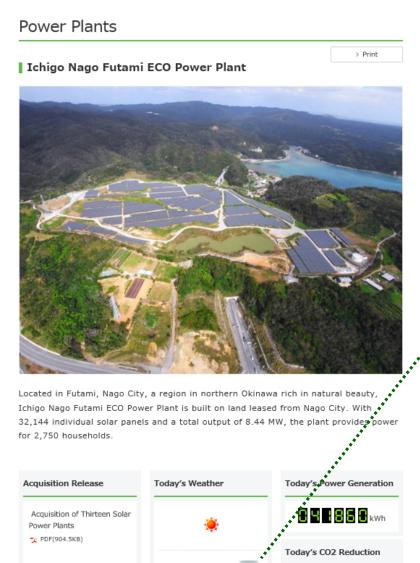
# Real-Time Monitoring System Immediately Detects Any Failures at the Panel Level





#### World-Class Disclosure: Real-Time Power Production Data

#### Real-Time Individual Power Plant Data and Live Video Feeds



Click Here





an opportunity to invest in Japan's rapidly expanding green infrastructure asset class. Ichigo Green's mission is to maximize shareholder value via a renewable energy portfolio that provides both return stability and growth potentia

Ichigo Green Infrastructure Investment Corporation (9282)



109445 kWh



# Growth Strategy Leveraging Ichigo Strengths



# Ichigo Green's Sponsor: Ichigo (2337)

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

- Also 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





©.H FAGUE

Hiromi Miyake

Ichigo (TSE First Section 2337)

> Ichigo Preserves and **Improves Real Estate**



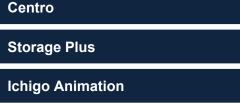
The word "Ichigo" comes from the ancient Japanese proverb, Ichigo Ichie, literally meaning "One lifetime, one encounter." The phrase was first used by a 16th century master of the tea ceremony, Sen no Rikyu. He called upon his disciples to give total focus and sincerity to each act of the tea ceremony 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 longterm relationships to support the success of our clients, shareholders, and all stakeholders.





Key Ichigo Subsidiaries	(Weightlifting)
Ichigo Investment Advisors	Asset manager of Ichigo Office (8975), Ichigo Hotel (3463), and Ichigo Green (9282)
Ichigo Estate	Real estate value-add
Ichigo ECO Energy	Clean energy business focusing on utility-scale solar power production, making purposeful use of idle land nationwide
Ichigo Owners	Real estate investment services
Ichigo Land Shinchiku	Real estate value-add
Ichigo Real Estate Services Fukuoka	Real estate business centered on Fukuoka



High-grade self storage

New real estate-related businesses

Japanese anime studio & real estate-related content developer

Operator of Matsudo Nanbu wholesale market in Chiba Prefecture

Operator of Miyako City shopping mall in Miyazaki Prefecture

Hotel operator

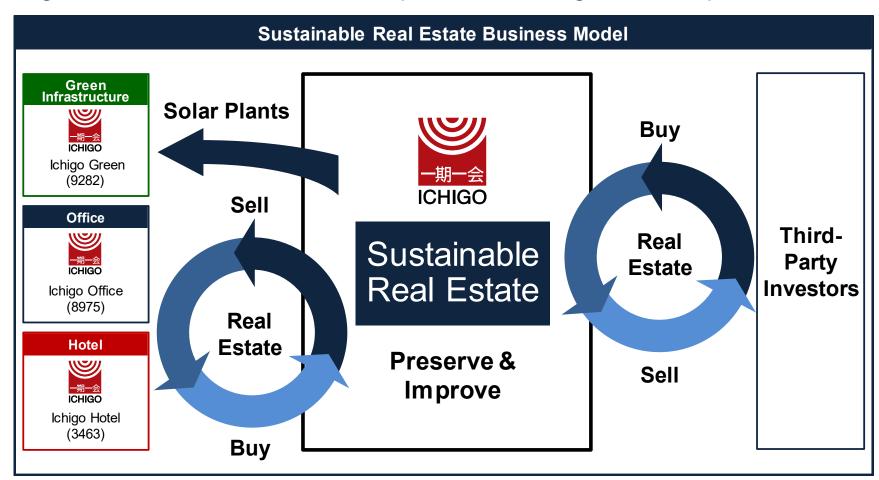
**Hakata Hotels** 

Ichigo Marché

**Miyako City** 

# Synergies Between Ichigo Green and Ichigo

- Ichigo-provided solar and wind power plant pipeline
- Power plant technical capabilities backed by Ichigo ECO Energy's nationwide solar power operating track record
- Ichigo Investment Advisor's deep asset management capabilities





## Ichigo & Ichigo Green Solar Power Plant Portfolio

#### Serving Local Communities and the Environment

Total Operating and In-Development Ichigo Power Plants

#### **59 Plants (184MW)**

**Currently Operating** 

#### **42 Plants (118MW)**

#### Okinawa

Ichigo Nago Futami	8.44MW

#### Kyushu

Ichigo Miyakonojo Yasuhisacho	1.44MW
lchigo Kijo Takajo	0.89MW
lchigo Itoshima lwara	1.48MW
lchigo Miyakonojo Takazakicho Tsumagirishima	2.96MW
lchigo Ebino Suenaga	14.00MW
Total	20.79MW

Ichigo Green (9282)

(as of July 11, 2019)

Ichigo (2337)

**In-Development** 

#### Chugoku

lchigo Yamaguchi Aionishi	1.24MW
lchigo Yamaguchi Sayama	2.35MW
lchigo Yonago Izumi	2.61MW
lchigo Kasaoka Takumicho	1.11MW
lchigo Fuchu Jogecho Yano	0.99MW
lchigo Sera Tsukuchi	2.54MW
Ichigo Sera Aomizu	2.87MW
Ichigo Higashi-Hiroshima Saijocho Taguchi	2.72MW
lchigo Kasaoka lwanoike	2.64MW
Ichigo Kure Yasuuracho Nakahata	2.90MW
lchigo Kasaoka Osakaike	2.39MW
lchigo Kasaoka Idachiike	2.66MW
lchigo Sera Shimotsuda	2.81MW
Total	29.89MW

#### Hokkaido

lchigo Motomombetsu	1.40MW
lchigo Engaru Higashimachi	1.24MW
lchigo Engaru Kiyokawa	1.12MW
lchigo Abira Toasa	1.16MW
lchigo Muroran Hatchodaira	1.24MW
lchigo Toyokoro	1.02MW
lchigo Nakashibetsu Midorigaoka	1.93MW
Ichigo Yubetsu Barou	0.80MW
lchigo Betsukai Kawakamicho	0.88MW
lchigo Akkeshi Shirahama	0.80MW
lchigo Toyokoro Sasadamachi	0.60MW
lchigo Memuro Nishi-Shikari	1.32MW
Total	13.57MW

#### Tohoku

lchigo Hamanaka Bokujo Tsurunokotai	2.31MW
lchigo Hamanaka Bokujo Kajibayashi	2.31MW
(Wind) lchigo Yonezawa Itaya	7.39MW
Total	12.01MW
Total (Wind – Pipeline) lwate <sup>1</sup>	12.01MW 7.50MW

#### Kanto

lchigo Kiryu Okuzawa	1.33MW			
lchigo Maebashi Naegashima	0.67MW			
lchigo Showamura Ogose	43.34MW			
lchigo Toride Shimotakai Kita	1.03MW			
lchigo Toride Shimotakai Minami	0.54MW			
lchigo Minakami Aramaki	12.02MW			
lchigo Hitachi Omiya	2.96MW			
lchigo Hokota Aoyagi	2.48MW			
lchigo Toride Shimotakai Nishi	2.99MW			
Total	67.39MW			
(Wind – Pipeline) Chiba <sup>1</sup>	4.00MW			
<sup>1</sup> Wind survey completed <sup>2</sup> Wind survey in progress				

#### Chubu

1.80MW

1.39MW

2.94MW

1.31MW

2.89MW

1.68MW

1.30MW

1.50MW

0.98MW

1.01MW

16.84MW

Ichigo Toyokawa Mitocho Sawakihama

Ichigo Toki Oroshicho

Ichigo Tsu

Ichigo Toki Tsurusatocho Kakino

Ichigo Sakahogi Fukagaya

Ichigo Toki Tsurusatocho

Kakino Higashi Ichigo Minokamo Hachiyacho

> Kamihachiya Ichigo Seto Jokojicho

Ichigo Obu Yoshidamachi

Ichigo Ueda Yoshidaike

Total

Kansai	- 1
lchigo Sennan Kitsuneike	2.86MW
lchigo Takashima Kutsuki	3.74MW
Ichigo Kobe Pompuike	2.95MW
Total	9.56MW

#### Shikoku

lchigo Takamatsu Kokubunjicho Nii	2.43MW
lchigo lyo Nakayamacho Izubuchi	1.23MW
lchigo Tokushima Higashi-Okinosu	2.52MW
Total	6.19MW

lchigo Takamatsu Kokubunjicho Nii	2.43MW
lchigo lyo Nakayamacho Izubuchi	1.23MW
lchigo Tokushima Higashi-Okinosu	2.52MW
Total	6.19MW

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# Ichigo's Commitment to ESG





# Ichigo Sustainability Policy

#### Harmony with the Environment

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

#### Energy Conservation, CO2 Reduction, and Recycling

Ichigo seeks to contribute to a low-carbon, low-waste society by reducing energy consumption, extending the useful life of assets, actively recycling, reducing waste production and water consumption, and implementing green procurement measures.

#### Regulatory and Environmental Compliance

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

#### **Training and Awareness**

Ichigo promotes understanding of its Sustainability Policy and works to increase sustainability awareness among all Ichigo employees.

#### Sustainability Performance Communication and Disclosure

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



## Ichigo ESG – Environmental

#### Solar and Wind Energy: Safe and Clean

**Annual Power Generation** 141,699,548 kWh

**Annual CO2 Reduction** 93,521,697 kg



Equivalent to annual energy consumption of 47,233 households

Equivalent to annual CO2 emission of 40.661 cars

The Federation of Electric Power Companies of Japan Annual energy consumption per household 3.000kWh

Ministry of Environment Annual CO2 emission per car c. 2,300kg

(July 2018 to June 2019 - Total of Ichigo and Ichigo Green)

#### Sustainable Real Estate

Preserve & Enhance Existing Buildings to End Wasteful Demolish & Rebuild

- Lengthen useful life of real estate
- Shrink footprint by reducing demolition waste and use of raw materials, energy, and human effort for construction



Demolish

Lowest **Impact** Highest

Efficiency



#### Disaster Recovery & Response

No injuries or damages at any Ichigo asset or power plant from 2018 natural disasters

#### Robust Assets

- Power plants: site selection and construction based on detailed specifications customized to local geography
- Real estate: continuous improvements to safety & functionality via value-add capex

#### Robust BCP & Realtime Response

- Pre-typhoon preventative measures (water shielding, sandbags, etc.) & on-site checks
- Overwhelming priority is safety of tenants: on-the-ground confirmation & on-the-ground response
- Ichigo engineering team immediate response: same day onsite safety and engineering inspections to prevent secondary damage and losses

#### **Environmental Certifications**

Rank A

Ichigo Office (8975)

**CASBEE** 

Rank S



Ichigo Takamatsu Building



Ichigo Marunouchi Buildina



Ebisu Green Glass



Ichigo Sakaisuji Honmachi Building



Ichigo Sendai East Building



Green Star (Highest Ranking) 2 years in a row



Other Certifications:

BELS, DBJ Green Building Certification

# Ichigo ESG – Social

#### Sports & Arts

Supporting Outstanding, World-Class Athletes

- Weightlifting
- Riflery
- Track & Field

Paralym Art Sponsor

Support artists with disabilities



Weightlifting Athlete Hiromi Miyake

#### Children's Cancer Treatment

Supporting University of Miyazaki Faculty of Medicine's Program for Children with Cancer

- Issued CSR bond & donated a portion of underwriter commission to the Cancer Program
- Sponsoring volunteer activities in support of children with cancer



#### **Local Communities**

Promoting Community Development as J.League Top Partner

- Renovate and upgrade stadiums and help local governments reduce steep operating and maintenance costs
- Use real estate expertise to help build stronger and healthier local communities



©J.LEAGUE

Strengthen Local Communities, Create Jobs, and Boost Rural Economies via Smart Agriculture

- Collaborate with local farmers to increase agricultural output, improve quality, and raise rural incomes
- Increase Japan's food self-sufficiency









## Ichigo ESG – Governance

#### Ichigo Green

#### Monitors Asset Management Company

- All Ichigo Green Directors are Independent Directors
- Active discussion and effective internal controls via Board led by Independent Executive Director



#### **Asset Management Company**

#### Global Best Practice Governance

- Majority of AMC Directors (3 of 5) are Independent Directors
- Independent asset management team & bestpractice execution on behalf of Ichigo Green
- Compliance and Audit report directly to President to monitor and review critical compliance matters
- Further ensure objectivity and independence by including third-party, independent lawyers and accountants in the Investment Committee & Risk & Compliance Committee





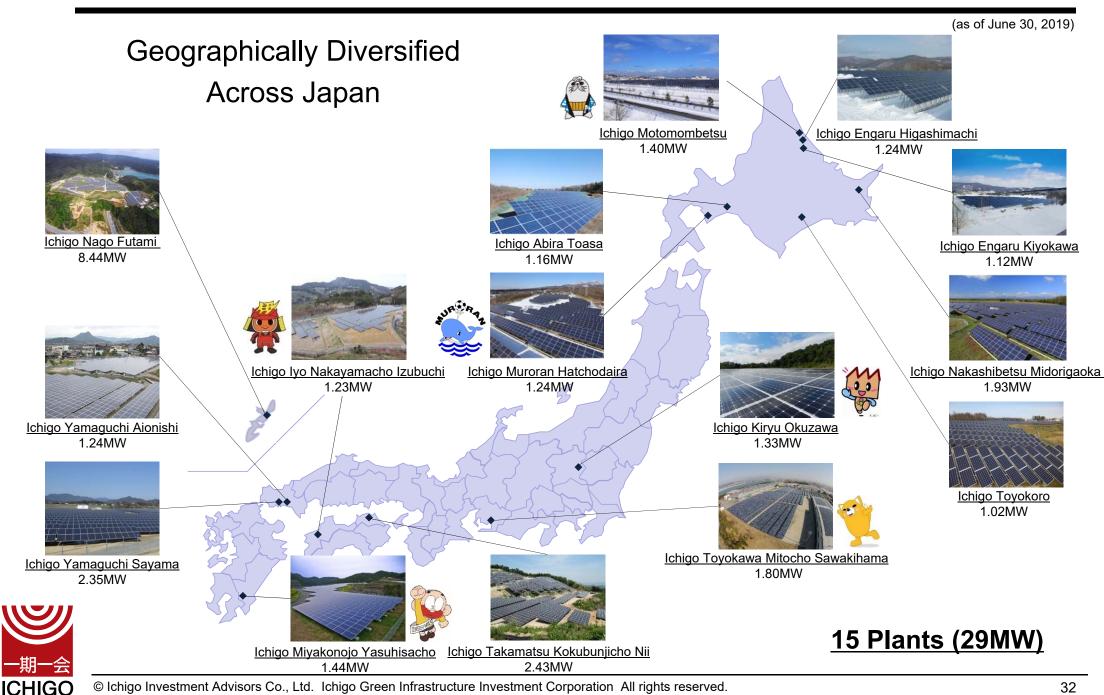




# Solar Power Plant Data



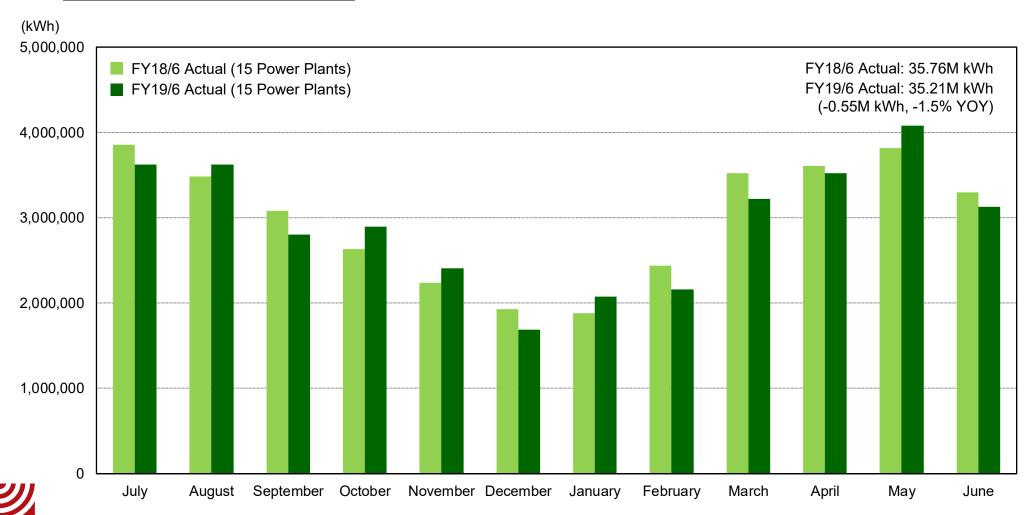
# Solar Power Plant Map



# Power Generation (YOY)

#### Power Generation -1.5% YOY

Power Generation: FY19/6 vs. FY18/6



# Individual Solar Power Plant Earnings (July 2018 – June 2019)

(JPY thousand)

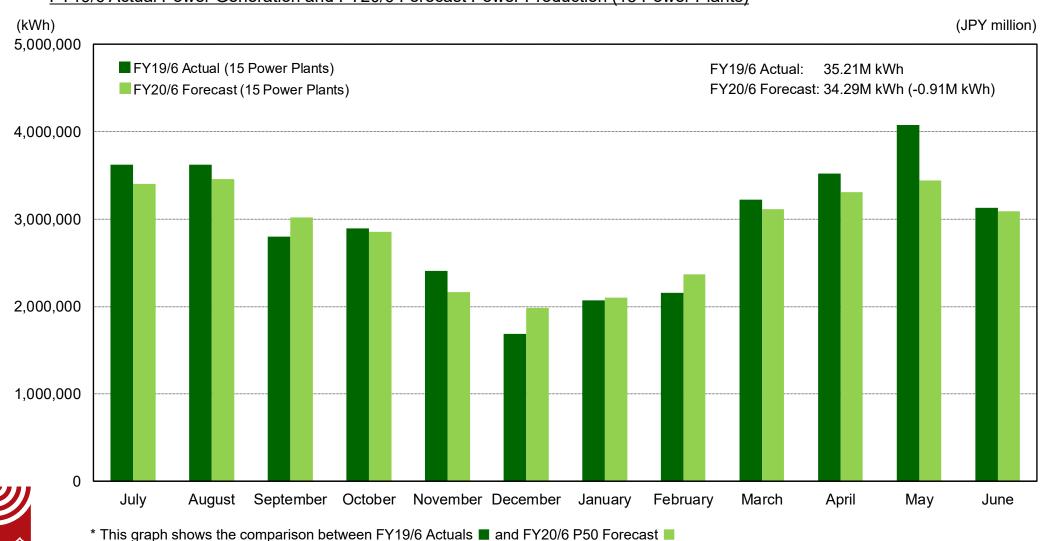
		Leaseholder		Ichigo Green				
No.	Solar Power Plant	Power Production Revenue	Operating Expenses	Operating Revenue	Expenses	NOI	Depreciation Expense	Income
E-01	lchigo Kiryu Okuzawa	68,408	14,219	54,189	4,996	49,192	29,792	19,399
E-02	lchigo Motomombetsu	61,374	12,466	48,908	5,086	43,821	29,433	14,388
E-03	lchigo Muroran Hatchodaira	59,747	11,368	48,379	4,797	43,581	27,652	15,929
E-04	lchigo Engaru Kiyokawa	47,141	9,984	37,157	4,096	33,061	23,615	9,445
E-05	lchigo lyo Nakayamacho lzubuchi	57,330	10,289	47,041	4,801	42,240	27,824	14,415
E-06	lchigo Nakashibetsu Midorigaoka	90,268	13,214	77,054	8,089	68,964	43,703	25,260
E-07	lchigo Abira Toasa	55,033	9,749	45,284	4,630	40,654	25,046	15,607
E-08	lchigo Toyokoro	52,522	9,635	42,887	4,561	38,326	24,650	13,675
E-09	lchigo Nago Futami	380,094	56,508	323,586	29,585	294,001	190,708	103,292
E-10	lchigo Engaru Higashimachi	48,111	8,321	40,323	4,039	36,283	26,098	10,185
E-11	lchigo Takamatsu Kokubunjicho Nii	110,766	10,770	99,995	8,916	91,078	54,376	36,702
E-12	lchigo Miyakonojo Yasuhisacho	57,636	11,893	46,582	4,469	42,112	28,381	13,731
E-13	lchigo Toyokawa Mitocho Sawakihama	74,917	21,206	53,711	4,615	49,096	28,446	20,649
E-14	lchigo Yamaguchi Aionishi	64,719	10,147	54,571	5,388	49,183	26,074	23,108
E-15	lchigo Yamaguchi Sayama	116,210	17,288	98,921	7,690	91,230	50,512	40,718
	Total	1,344,284	227,063	1,118,595	105,766	1,012,828	636,317	376,510



#### FY20/6 Forecast Power Generation

# FY 20/6 Forecast 34.29 million kWh vs. FY19/6 Forecast 34.47 million kWh (FY19/6 Actual 35.21 million kWh)

FY19/6 Actual Power Generation and FY20/6 Forecast Power Production (15 Power Plants)



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#### Solar Power Plant Portfolio

as of June 30, 2019

				as or our	e 30, 2019			
No.	Solar Power Plant	Location	Acquisition Date	Book Value (JPY million)	Appraisal Value <sup>1</sup> (JPY million)	Panel Output <sup>2</sup> (MW)	FIT <sup>3</sup> (JPY)	Portfolio Weight <sup>4</sup>
E-01	Ichigo Kiryu Okuzawa	Kiryu City, Gunma	Dec 2016	424	478	1.33	40	4.19%
E-02	Ichigo Motomombetsu	Mombetsu City, Hokkaido	Dec 2016	431	486	1.40	40	4.26%
E-03	lchigo Muroran Hatchodaira	Muroran City, Hokkaido	Dec 2016	407	460	1.24	40	4.02%
E-04	lchigo Engaru Kiyokawa	Mombetsu County, Hokkaido	Dec 2016	348	381	1.12	40	3.44%
E-05	lchigo lyo Nakayamacho lzubuchi	lyo City, Ehime	Dec 2016	412	470	1.23	40	4.07%
E-06	lchigo Nakashibetsu Midorigaoka	Shibetsu County, Hokkaido	Dec 2016	673	746	1.93	40	6.64%
E-07	Ichigo Abira Toasa	Yufutsu County, Hokkaido	Dec 2016	388	430	1.16	40	3.83%
E-08	Ichigo Toyokoro	Nakagawa County, Hokkaido	Dec 2016	382	425	1.02	40	3.77%
E-09	lchigo Nago Futami	Nago City, Okinawa	Dec 2016	2,987	3,501	8.44	40	29.46%
E-10	lchigo Engaru Higashimachi	Mombetsu County, Hokkaido	Dec 2016	408	444	1.24	40	4.03%
E-11	lchigo Takamatsu Kokubunjicho Nii	Takamatsu City, Kagawa	Dec 2016	1,003	1,083	2.43	36	9.90%
E-12	lchigo Miyakonojo Yasuhisacho	Miyakonojo City, Miyazaki	Dec 2016	456	519	1.44	36	4.50%
E-13	lchigo Toyokawa Mitocho Sawakihama	Toyokawa City, Aichi	Dec 2016	462	484	1.80	32	4.56%
E-14	Ichigo Yamaguchi Aionishi	Yamaguchi City, Yamaguchi	Jul 2017	505	551	1.24	40	4.99%
E-15	Ichigo Yamaguchi Sayama	Yamaguchi City, Yamaguchi	Jul 2017	846	936	2.35	36	8.34%
	Total (15 Solar Power Plants) 10,140 11,399 29.43							100%

<sup>&</sup>lt;sup>1</sup> Appraisal Value is from PwC Sustainability LLC's Valuation Report using values as of June 30, 2019. The values are medians of the appraisal value ranges shown in the Report.

<sup>&</sup>lt;sup>4</sup> Portfolio Weight is based on book value



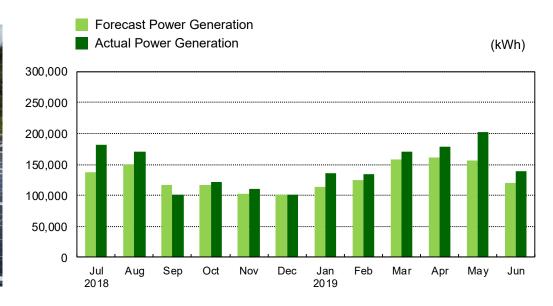
<sup>&</sup>lt;sup>2</sup> Panel Output is derived by multiplying the maximum output of a single solar panel by the total number of panels

<sup>&</sup>lt;sup>3</sup> FIT (Feed-In Tariff) is the purchase price agreed in the respective Power Purchase Agreements for each solar power plant

### <u>E-01 Ichigo Kiryu Okuzawa</u>

Location	Gunma
Area	27,588m²
Operation Start Date	Sep 30, 2013
Panel Output	1.33MW
FIT	JPY 40
FIT Period	Sep 29, 2033
Power Purchaser	TEPCO Energy Partner

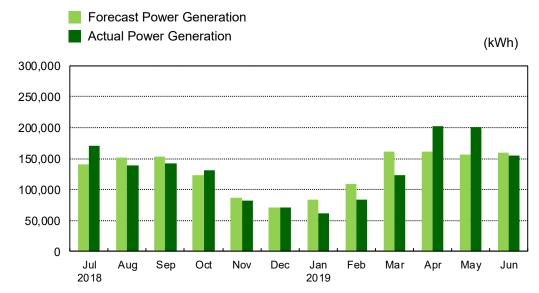




#### E-02 Ichigo Motomombetsu

Location	Hokkaido
Area	48,947m <sup>2</sup>
Operation Start Date	Feb 3, 2014
Panel Output	1.40MW
FIT	JPY 40
FIT Period	Feb 2, 2034
Power Purchaser	Hokkaido Electric



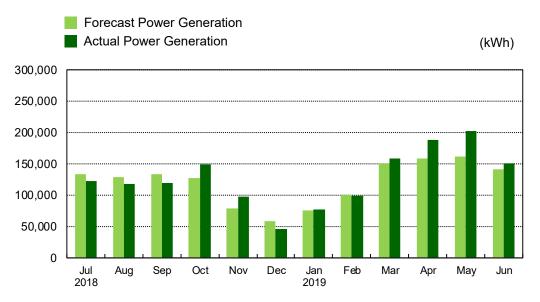




### E-03 Ichigo Muroran Hatchodaira

Location	Hokkaido
Area	35,801m²
Operation Start Date	Mar 3, 2014
Panel Output	1.24MW
FIT	JPY 40
FIT Period	Mar 2, 2034
Power Purchaser	Hokkaido Electric

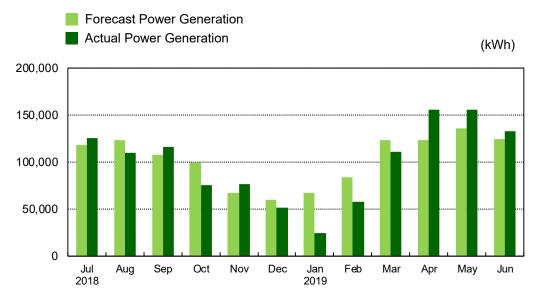




### E-04 Ichigo Engaru Kiyokawa

Location	Hokkaido
Area	27,164m <sup>2</sup>
Operation Start Date	Mar 4, 2014
Panel Output	1.12MW
FIT	JPY 40
FIT Period	Mar 3, 2034
Power Purchaser	Hokkaido Electric



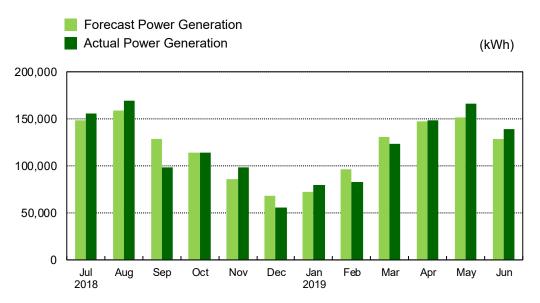




#### E-05 Ichigo Iyo Nakayamacho Izubuchi

Location	Ehime
Area	26,261m²
Operation Start Date	Apr 2, 2014
Panel Output	1.23MW
FIT	JPY 40
FIT Period	Apr 1, 2034
Power Purchaser	Shikoku Electric

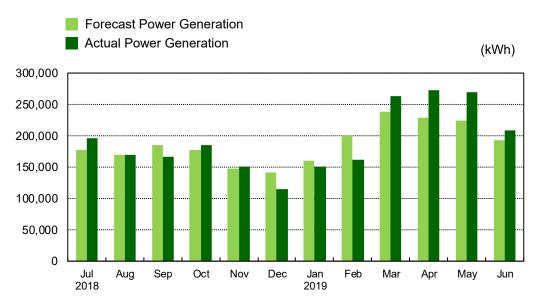




# E-06 Ichigo Nakashibetsu Midorigaoka

Location	Hokkaido
Area	54,870m <sup>2</sup>
Operation Start Date	Nov 4, 2014
Panel Output	1.93MW
FIT	JPY 40
FIT Period	Nov 3, 2034
Power Purchaser	Hokkaido Electric



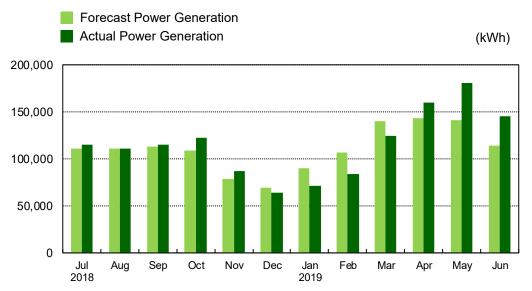




### E-07 Ichigo Abira Toasa

		_
Location	Hokkaido	
Area	29,731m <sup>2</sup>	
Operation Start Date	Dec 2, 2014	
Panel Output	1.16MW	-
FIT	JPY 40	AND PROPERTY.
FIT Period	Dec 1, 2034	Vindo
Power Purchaser	Hokkaido Electric	

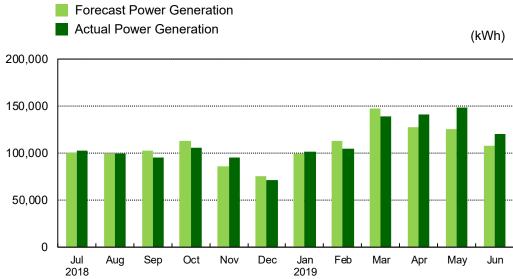




### E-08 Ichigo Toyokoro

Location	Hokkaido
Area	29,004m <sup>2</sup>
Operation Start Date	Dec 4, 2014
Panel Output	1.02MW
FIT	JPY 40
FIT Period	Dec 3, 2034
Power Purchaser	Hokkaido Electric



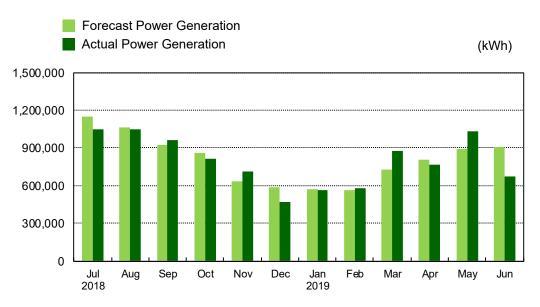




### E-09 Ichigo Nago Futami

Location	Okinawa
Area	146,294m²
Operation Start Date	Feb 2, 2015
Panel Output	8.44MW
FIT	JPY 40
FIT Period	Feb 1, 2035
Power Purchaser	Okinawa Electric

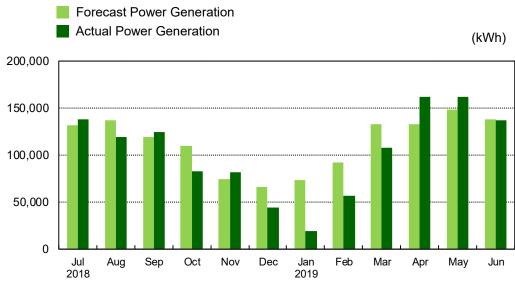




### E-10 Ichigo Engaru Higashimachi

Location	Hokkaido
Area	46,329m²
Operation Start Date	Feb 3, 2015
Panel Output	1.24MW
FIT	JPY 40
FIT Period	Feb 2, 2035
Power Purchaser	Hokkaido Electric



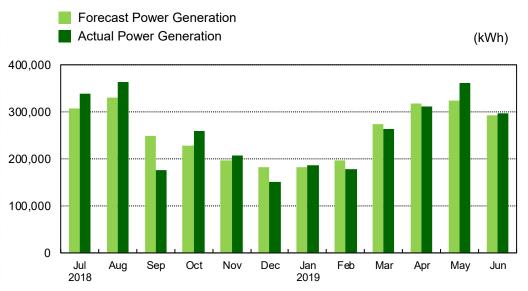




#### E-11 Ichigo Takamatsu Kokubunjicho Nii

Location	Kagawa
Area	79,340m²
Operation Start Date	Jun 2, 2015
Panel Output	2.43MW
FIT	JPY 36
FIT Period	Jun 1, 2035
Power Purchaser	Shikoku Electric

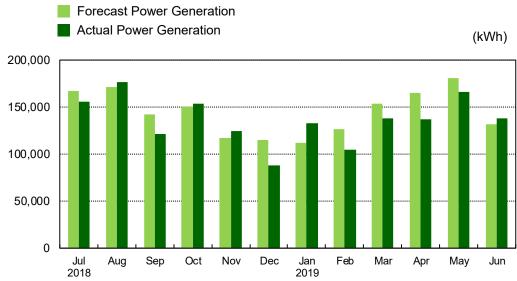




#### E-12 Ichigo Miyakonojo Yasuhisacho

Location	Miyazaki
Area	94,165m <sup>2</sup>
Operation Start Date	Jul 8, 2015
Panel Output	1.44MW
FIT	JPY 36
FIT Period	Jul 7, 2035
Power Purchaser	Kyushu Electric



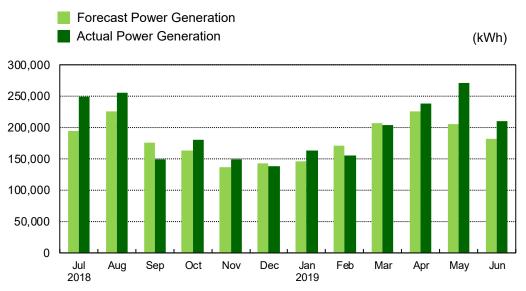




#### E-13 Ichigo Toyokawa Mitocho Sawakihama

Location	Aichi
Area	19,393m²
Operation Start Date	Sep 16, 2015
Panel Output	1.80MW
FIT	JPY 32
FIT Period	Sep 15, 2035
Power Purchaser	Chubu Electric

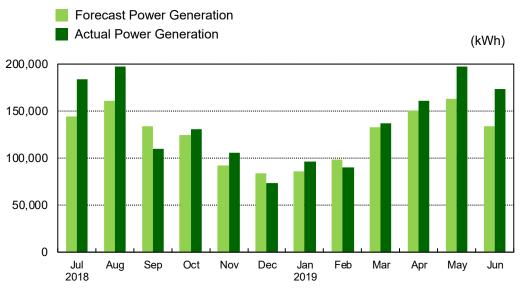




#### E-14 Ichigo Yamaguchi Aionishi

Location	Yamaguchi
Area	19,815m²
Operation Start Date	Dec 7, 2015
Panel Output	1.24MW
FIT	JPY 40
FIT Period	Dec 6, 2035
Power Purchaser	Chugoku Electric



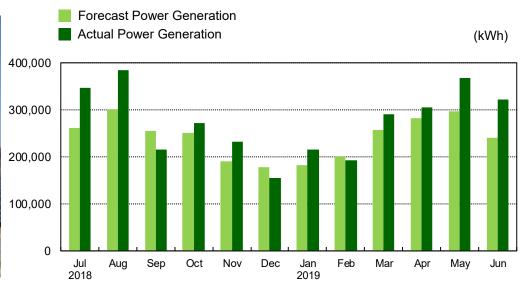




### E-15 Ichigo Yamaguchi Sayama

Location	Yamaguchi
Area	43,621m²
Operation Start Date	Apr 6, 2016
Panel Output	2.35MW
FIT	JPY 36
FIT Period	Apr 5, 2036
Power Purchaser	Chugoku Electric







# **Appendix**



# Reference: Japan's Feed-In Tariff (FIT)

#### What is a FIT?

- A policy mechanism designed to accelerate the deployment of renewable energy such as solar and wind, guaranteeing a long-term sale price for electricity (in Japan, 20 years) at a fixed price.
- Japan's FIT is updated every year.

#### Solar Power FIT

Contract Date	FIT	Guarantee Period
FY2012	JPY 40	20 years
FY2013	JPY 36	20 years
FY2014	JPY 32	20 years
FY2015 (4/1~6/30)	JPY 29	20 years
FY2015 (7/1~3/31)	JPY 27	20 years

Contract Date	FIT	Guarantee Period
FY2016	JPY 24	20 years
FY2017	JPY 21 <sup>1</sup>	20 years
FY2018	JPY 18 <sup>1</sup>	20 years
FY2019	JPY 14 <sup>2</sup>	20 years

Pre-consumption tax FIT for power plants with output of >10kW Source: METI, Agency for Natural Resources and Energy

Average Ichigo Green FIT: JPY38.7

Note: FY starts on April 1 to March 31 of the following year



<sup>&</sup>lt;sup>1</sup> FIT for >2MW non-residential solar power production determined via auction process in 2017 and 2018

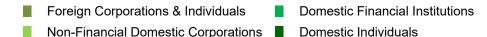
<sup>&</sup>lt;sup>2</sup> Forecast FIT for >0.5MW non-residential solar power production to be determined via auction process starting 2019

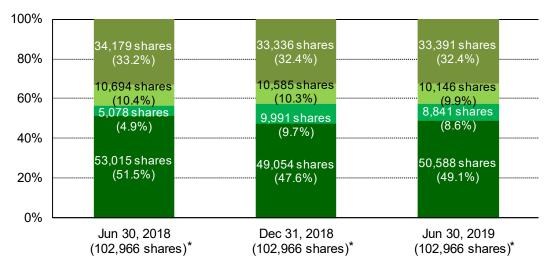
# **Shareholder Composition**

#### Major Shareholders (as of June 30, 2019)

	Name	No. of Shares	Share
1	Ichigo Trust Pte. Ltd.	15,973	15.5%
2	Ichigo Inc.	6,000	5.8%
3	Morgan Stanley MUFG Securities Co., Ltd.	4,942	4.8%
4	BNYM SA NV RE GCLB RE JP RD LMGC	4,662	4.5%
5	MACQUARIE BANK LIMITED DBU AC	4,522	4.4%
6	BNYM SA / NV FOR BNYM FOR BNY GCM CLIENT ACCOUNTS M LSCB RD	4,500	4.4%
7	CLEARSTREAM BANKING S.A.	1,551	1.5%
8	Bank of Fukuoka, Ltd.	990	1.0%
9	Individual Shareholder	913	0.9%
10	Japan Trustee Services Bank, Ltd., Trust Account	900	0.9%
	Total	44,953	43.7%

#### Shareholdings by Shareholder Type





<sup>\*</sup> Number of shares outstanding

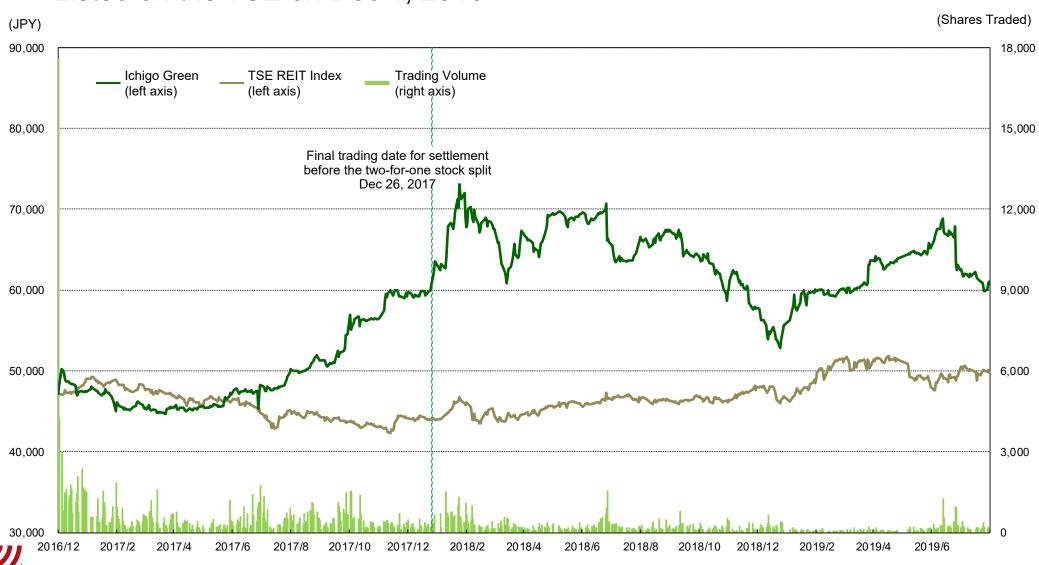
#### Shareholders by Shareholder Type

		Jun 30, 2018	Dec 31, 2018	Jun 30, 2	019
		Shareholders	Shareholders	Shareholders	Share
	Domestic Individuals	5,525	5,974	6,044	98.1%
	Domestic Financial Institutions	18	18	20	0.3%
	City banks, regional banks	3	3	3	-
	Trust banks	1	1	2	-
	Other (including securities companies)	14	14	15	0.2%
N	lon-Financial Domestic Corporations	67	66	68	1.1%
F	oreign Corporations & Individuals	33	31	32	0.5%
Ĺ	Total	5,643	6,089	6,164	100.0%



# Share Price (Dec 1, 2016 to July 31, 2019)

# Listed on the TSE on Dec 1, 2016



\*Share price and shares traded from Dec 1, 2016 to Dec 26, 2017 has been adjusted to reflect stock split.

Source: Bloomberg

# Ichigo Green Overview

#### **Investment Corporation**

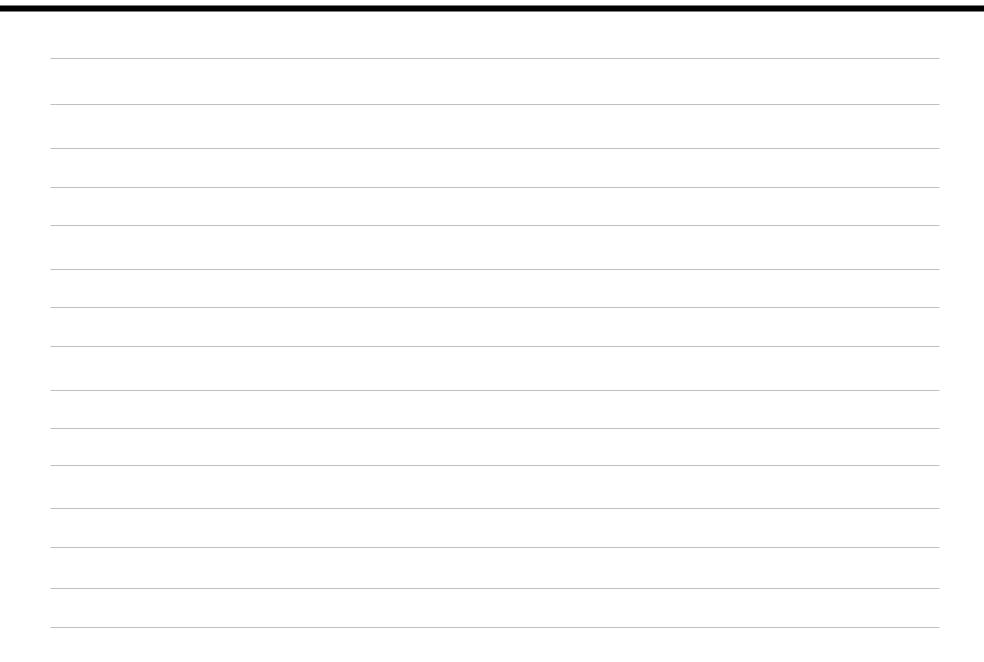
Name	Ichigo Green Infrastructure Investment Corporation	
Securities Code	ities Code 9282	
Location 1-1-1 Uchisaiwaicho, Chiyoda-ku, Tokyo		
Executive Director Mami Nagasaki  Fiscal Year July 1 to June 30 (Half-Year is July 1 to December 31)		

#### Asset Management Company

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



# **MEMO**





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

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Make The World More Sustainable

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Ichigo ESG

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.