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FY16/2 Corporate Presentation

April 19, 2016

Ichigo (2337)

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World-Class Excellence



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Building a richer future together

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We express our deepest condolences to all who have suffered from the recent earthquakes in Kumamoto.

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FY16/2 Full-Year Earnings

- Operating Profit & EPS 1.9X YoY
- Revised Forecasts Up Twice
- Segment P&L Breakdown
- Achieved All Shift Up 2016 KPIs

Powerful Value-Add Business Model Underpins Growth

- Ichigo Hotel REIT (3463) Listing
- On-Going Ichigo Office REIT (8975) Growth
- Value-Add as Earnings Driver
- Value-Add Case – Kyoto Hotel
- Value-Add Case – Tokyo Retail
- National Solar Power Plant Portfolio
- Capital-Efficient Asset Acquisitions
- Strong Financial Position

New MTP Power Up 2019

- Power Up 2019
- Powerful Value-Add Business Model

Appendix: Financial & Real Estate Data

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FY16/2 Full-Year Earnings

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Operating Profit and EPS 1.9X YOY

(Million Yen)

	FY15/2	FY16/2	YOY	Initial Full Year Forecast	vs Full-Year Forecast
Revenues	**42,705**	**49,699**	**+16.4%**	**45,000**	**110.4%**
Gross Profit	**12,166**	**19,863**	**+63.3%**	**16,500**	**120.4%**
Operating Profit	**8,189**	**15,417**	**+88.3%**	**11,700**	**131.8%**
Recurring Profit	**7,255**	**13,889**	**+91.4%**	**10,250**	**135.5%**
Net Income	**6,761**	**12,925**	**+91.2%**	**9,150**	**141.3%**
EPS	**13.58 yen**	**25.86 yen**	**+90.4%**	**18.3 yen**	**141.3%**
ROE	**13.0%**	**21.0%**	**+8.0%**	**15.3%**	**—**
Dividend Per Share	**1.3 yen**	**3.0 yen**	**+130.8%**	**2.0 yen**	**150.0%**
Fixed Revenues	**7,613**	**10,890**	**+43.0%**	**—**	**—**
Fixed Expenses (SG&A+Interest Expense)	**4,342**	**4,876**	**+12.3%**	**—**	**—**
SG&A	3,398	3,599	+5.9%	—	—
Interest Expense	943	1,277	+35.4%	—	—
Expense Coverage Ratio	**175.3%**	**223.3%**	**+48.0%**	**—**	**—**

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Revised Forecasts Up Twice

Upward Revisions in October 2015 and January 2016

Actual Results Exceeded Final Forecast

(Million Yen)

	2016/02 Initial Forecast	Forecast Revisions		2016/02 Actual
		October 2015	January 2016	
Revenues	**45,000**	**47,000**	**49,000**	**49,699**
Operating Profit	**11,700**	**14,000**	**14,800**	**15,417**
Recurring Profit	**10,250**	**12,400**	**13,200**	**13,889**
Net Income	**9,150**	**11,000**	**12,000**	**12,925**
EPS	**18.30 yen**	**22.01 yen**	**24.00 yen**	**25.86 yen**
ROE	**15.3%**	**18.1%**	**19.6%**	**21.0%**
Dividend Per Share	**2.0 yen**	**2.0 yen**	**3.0 yen**	**3.0 yen**

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Segment P&L Breakdown

- Asset Management OP 3.7X YOY
- Value-Add OP 1.6X YOY
- Clean Energy Revenues 2.7X YOY

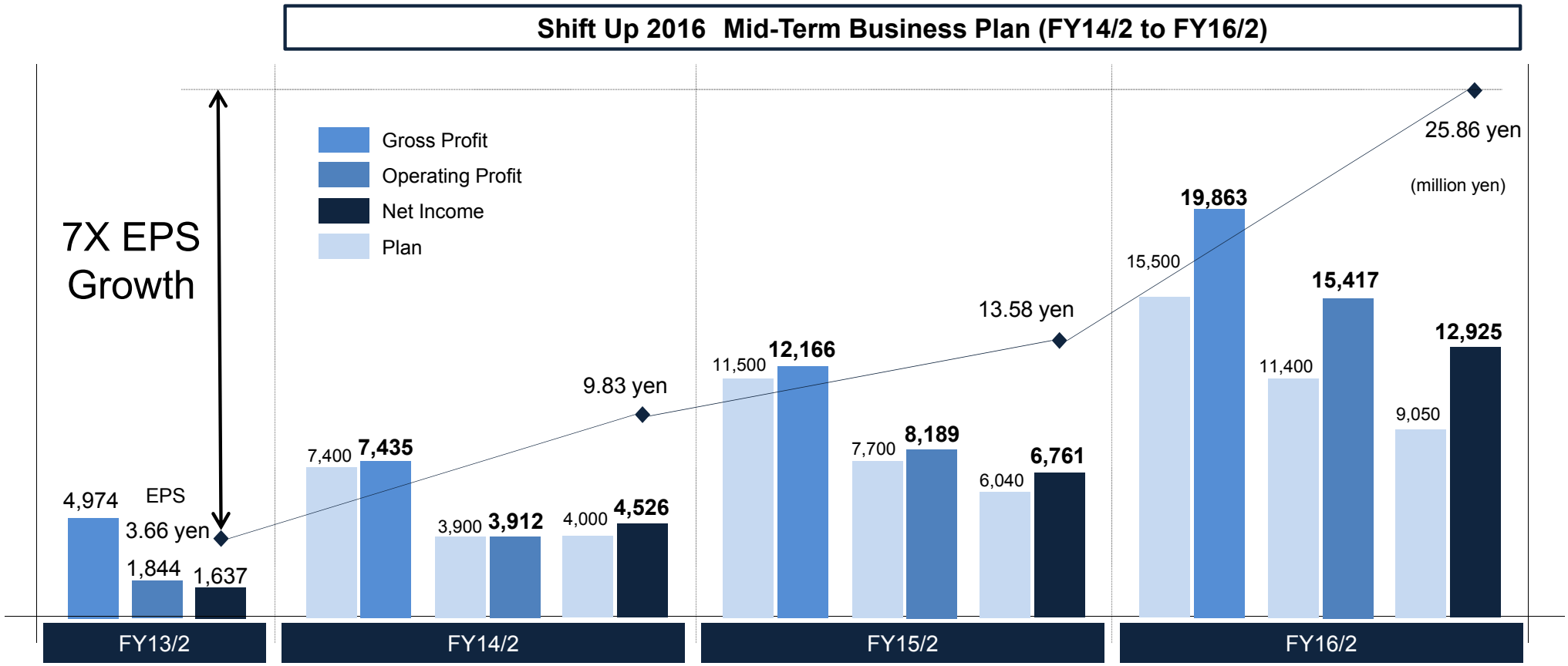
(Million Yen)

Segment	Revenues					Operating Profit					Earnings Drivers (YOY change is shown in parentheses)
	FY15/2	FY16/2	YOY	Full-Year Forecast	vs Full Year Forecast	FY15/2	FY16/2	YOY	Full-Year Forecast	vs Initial Forecast	
Asset Management	**3,967**	**5,067**	**+27.7%**	**4,713**	**107.5%**	**779**	**2,879**	**+269.4%**	**2,140**	**134.5%**	AM Fees: REIT:1,047(+288), Private:54(-60) Acquisition/Disposition Fees: 541 (+203) Performance Fees: 685 (+668) Sponsor Credit Support Fees: 410 (+410)
Value-Add	**38,107**	**42,944**	**+12.7%**	**38,705**	**111.0%**	**7,871**	**12,629**	**+60.4%**	**9,579**	**131.8%**	Rental Income: 8,054 (+2,289) Profits on Sale: 7,829 (+3,414)
Clean Energy	**605**	**1,628**	**+168.9%**	**1,581**	**103.0%**	**-93**	**323**	**—**	**198**	**162.9%**	Solar Electricity Sales: 683(+488)
Other	**24**	**58**	**+136.0%**	**—**	**—**	**-66**	**-32**	**—**	**-85**	**—**	Advisory Fees : 53(+27)
Total	**42,705**	**49,699**	**+16.4%**	**45,000**	**110.4%**	**8,490**	**15,799**	**+86.1%**	**11,833**	**133.5%**	–
Adjustment (including offsets of cross-segment transactions)	**—**	**—**	**—**	**—**	**—**	**-301**	**-382**	**—**	**-133**	**—**	–
Total	**42,705**	**49,699**	**+16.4%**	**45,000**	**110.4%**	**8,189**	**15,417**	**+88.3%**	**11,700**	**131.8%**	–

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Achieved All Shift Up 2016 KPI's



	FY13/2	FY14/2	FY15/2	FY16/2
ROE	**6.0%**	**11.8%**	**13.0%** (Plan 11.8%)	**21.0%** (Plan >15%)
Expense Coverage Ratio[1]	**129%**	**141%** (Plan 139%)	**175%** (Plan 150%)	**223%** (Plan 165%)

[1] Ratio of fixed revenues (such as annual AM fees and contractually-guaranteed rental income) over fixed expenses (fixed SG&A + interest expenses)

- TSE First Section Listing on November 17, 2015
- Anticipate Entering JPX-Nikkei Index 400 in August 2016

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Powerful Value-Add Business Model Underpins Growth

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Ichigo Hotel REIT (3463) Listing

Listed on November 30, 2015 with a Portfolio of Prime Location Hotels Servicing Both Business Travelers and Tourists

- ✓ Strong operating start, backed by on-going expansion of inbound tourism
- ✓ Generated Q3 profits of JPY 6B via Ichigo sale to REIT of value-added assets
- ✓ Started with 9 assets (JPY 20.4B), but plan to quickly grow portfolio to drive increased economies of scale and shareholder value
- ✓ Ichigo as sponsor stands ready to acquire hotel assets and provide value-add support to build a quality pipeline in scale
  - Acquired 16 hotel assets (JPY 30.8B) in FY 16/2, with an additional 7 assets (JPY 21.8B) in highly-likely acquisition pipeline

Hotels Currently Being Asset Warehoused by Ichigo



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On-Going Ichigo Office REIT (8975) Growth

Ichigo Office REIT Converted from Multi-Asset Class REIT to a Specialized Office REIT in September 2015

Ichigo Co-Purchased 13 Mid-Size Office Assets with Ichigo Office REIT, Granting Ichigo Office REIT Preferential Negotiation Rights

- Sale of 5 of these 13 assets to Ichigo Office REIT to be completed in May 2016

Assets with Preferential Negotiation Rights



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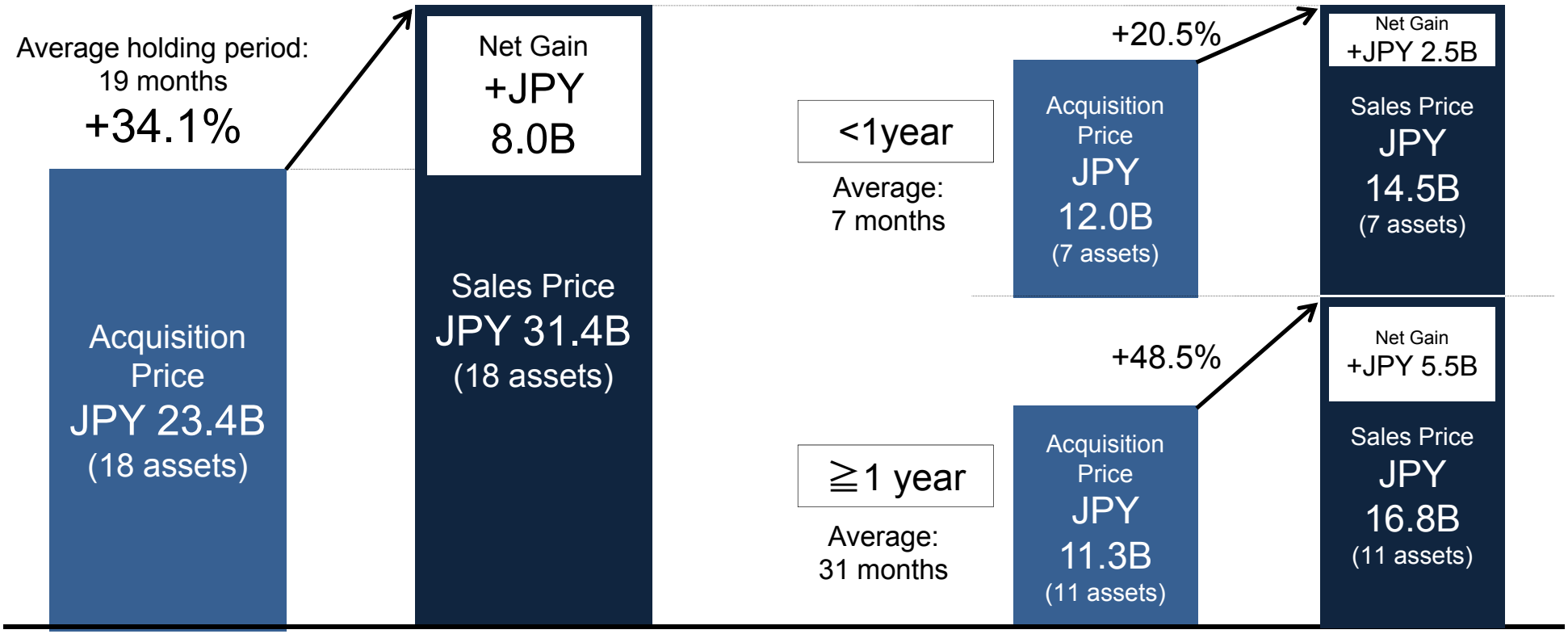
Value-Add as Earnings Driver

FY16/2 Value-Add Earnings of JPY 8.0B on Sales of 18 Assets Acquired for JPY 31.4B

Weighted Average Increase in Value: +34.1%

Average Holding Period: 19 months

FY16/2 Value-Add Sales – Breakdown by Holding Period



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Value-Add Case – Kyoto Hotel

Increased NOI via Strategic Value-Add CAPEX and Improved Operations; Sold to Ichigo Hotel REIT at 3X the Acquisition Price (vs. 4.2X in NOI)

- ✓ Located on Kyoto Shijo-dori, convenient to major tourist venues
- ✓ Rebranded and renovated all guestrooms and exterior (cost: 11% of acquisition price) and changed operator
- ✓ No downtime during renovation, completed in June 2014; Have averaged 100% occupancy since renovation
  - – Initial increase ADR forecast at acquisition +26%, actual +120%
  - – Initial increase in NOI forecast at acquisition 2X, actual 4.2X
- ✓ Well-positioned in an area than can generates both business and leisure (domestic and inbound) demand

■ **Entrance**



Before

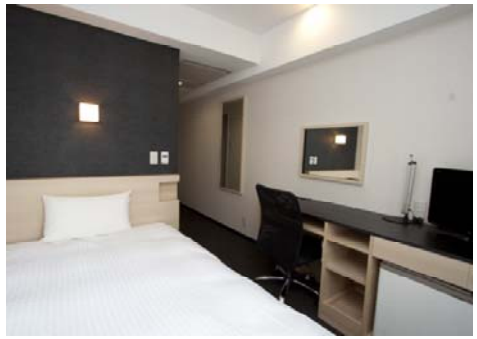


After

■ **Guestrooms**



Before



After

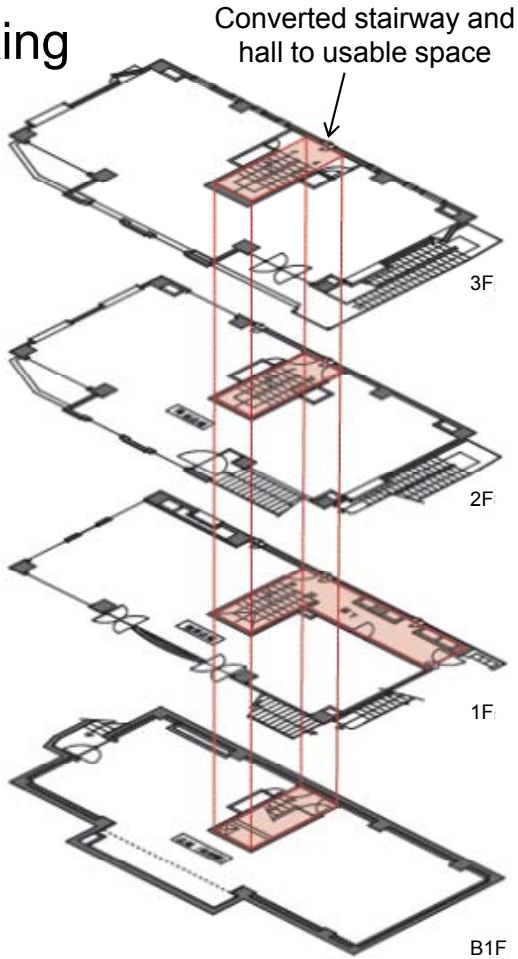
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Value-Add Case – Tokyo Retail

Win-Win Deep Value-Add Thanks to Strong Tenant Relationships

- ✓ Prime location retail (B1/3F) in Daikanyama (Shibuya)
- ✓ Rectified illegally extended exterior stairs and removed inside stairs with tenant consent. Converted hallway and stairway to usable space, increasing total space and fixing blocked lines-of-sight within tenant spaces
  - – 12% increase in leasable space
  - – 25% increase in rent due to higher sales productivity for tenants



Before



After



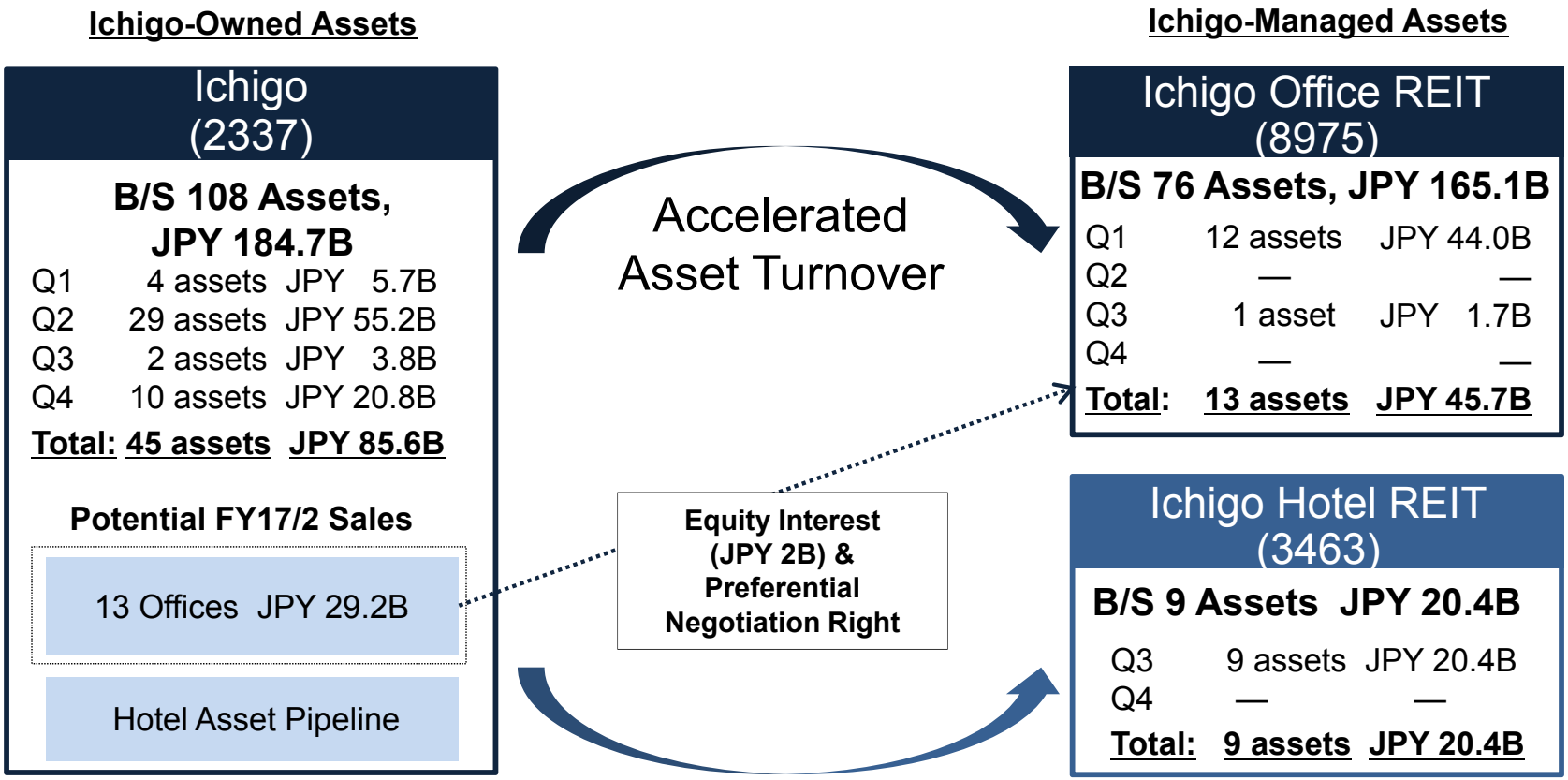
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Capital-Efficient Asset Acquisitions

Synergies with Ichigo Office REIT and Ichigo Hotel REIT Support High ROE and Stable Earnings

FY16/2 Ichigo Group Acquisitions: 55 assets, JPY 126.2B
Ichigo: 45 assets, JPY 85.6B; Ichigo Office REIT: 10 assets, JPY 40.5B



Note: Ichigo-acquired assets sold to the REITs are recorded as Ichigo acquisitions (Ichigo Office REIT: 3 assets, JPY 5.2B; Ichigo Hotel REIT: 9 assets, JPY 20.4B)

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National Solar Power Plant Portfolio (1)

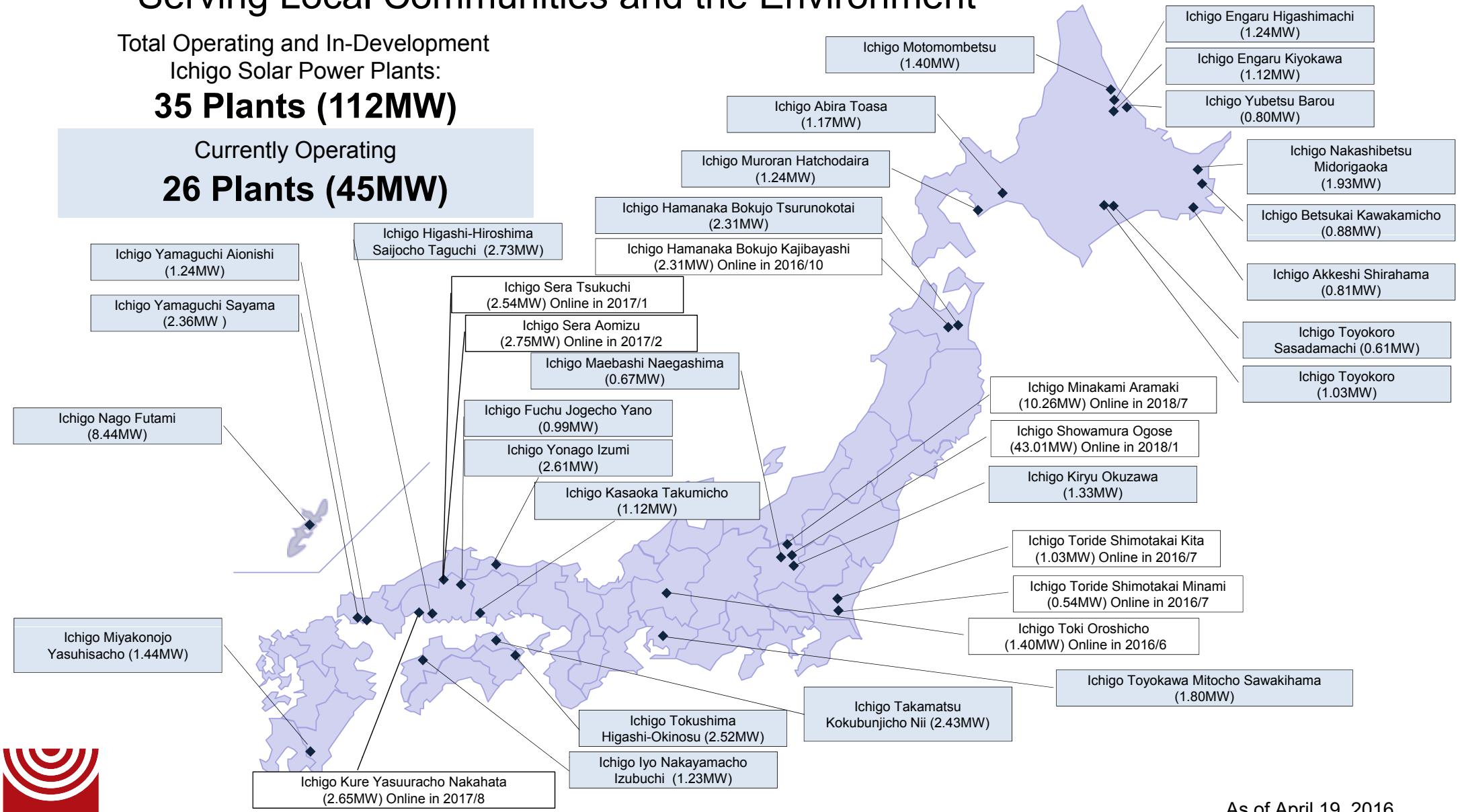
Serving Local Communities and the Environment

Total Operating and In-Development Ichigo Solar Power Plants:

35 Plants (112MW)

Currently Operating

26 Plants (45MW)



As of April 19, 2016

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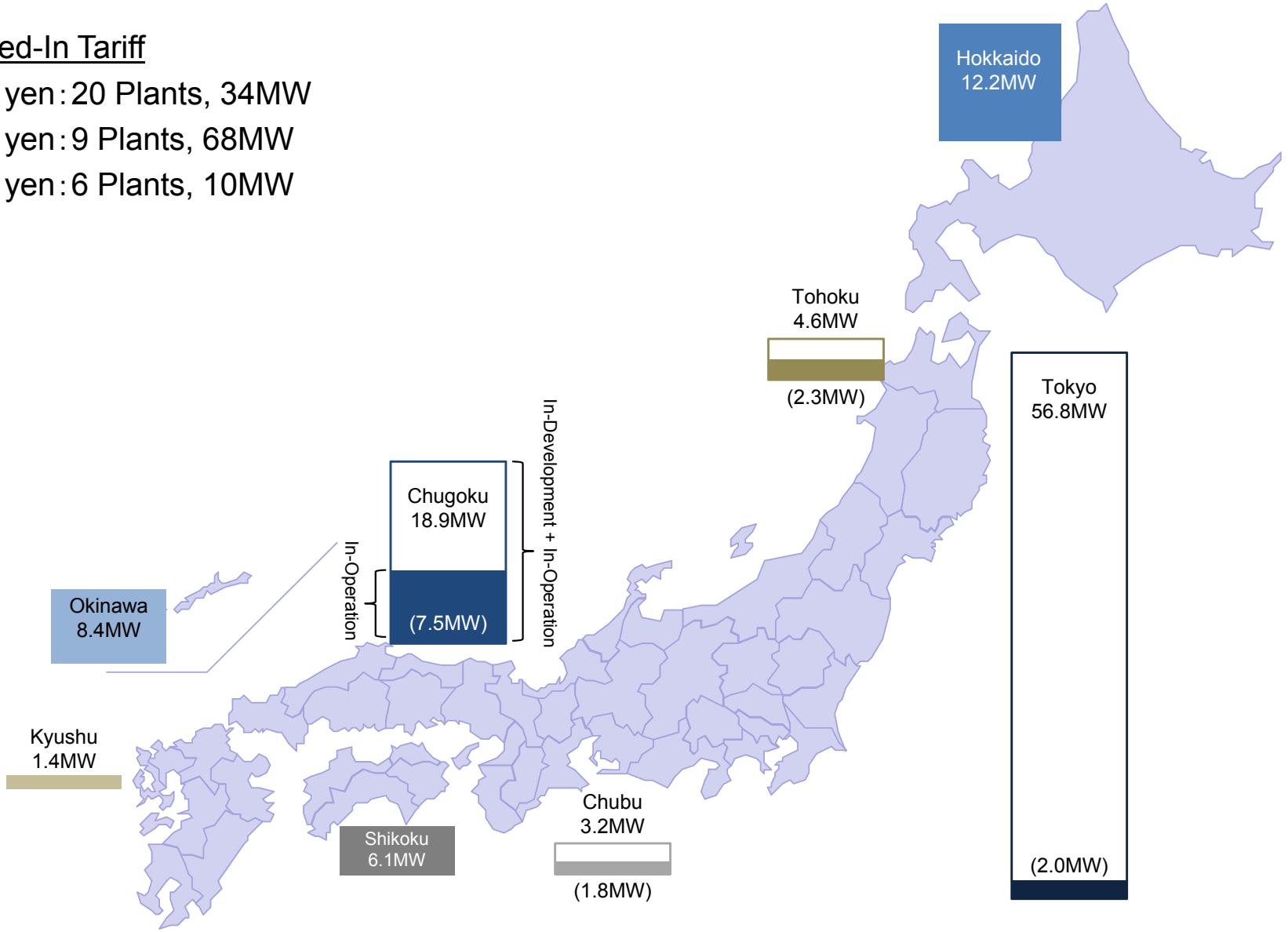
National Solar Power Plant Portfolio (2)

Feed-In Tariff

40 yen：20 Plants, 34MW

36 yen：9 Plants, 68MW

32 yen：6 Plants, 10MW

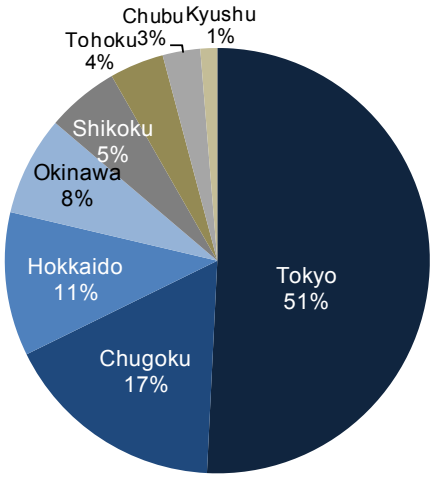


As of April 19, 2016

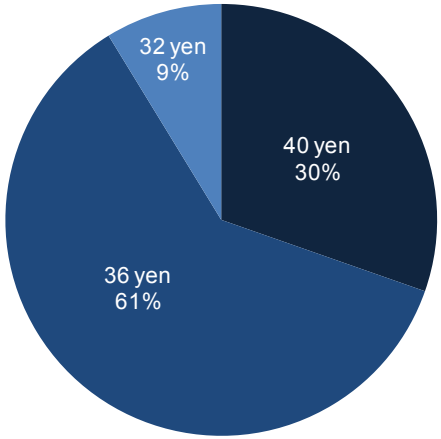
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National Solar Power Plant Portfolio (3)

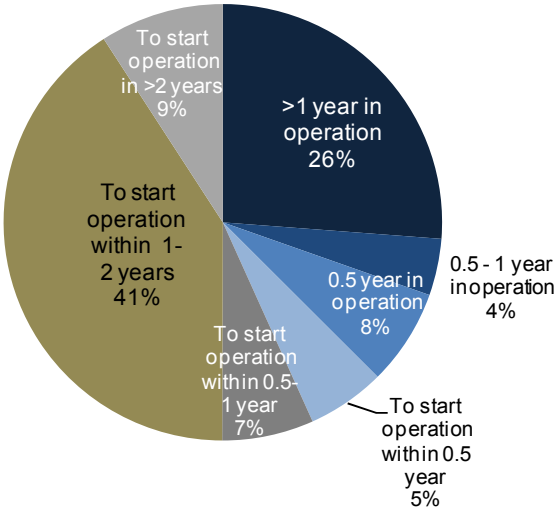
By Customer (as of Apr 19, 2016)



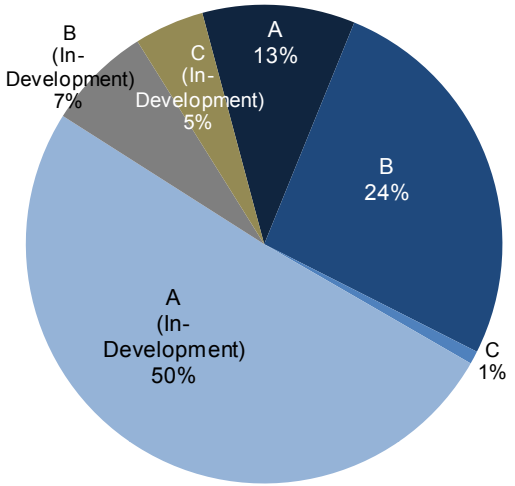
By Feed-in-Tariff (as of Apr 19, 2016)



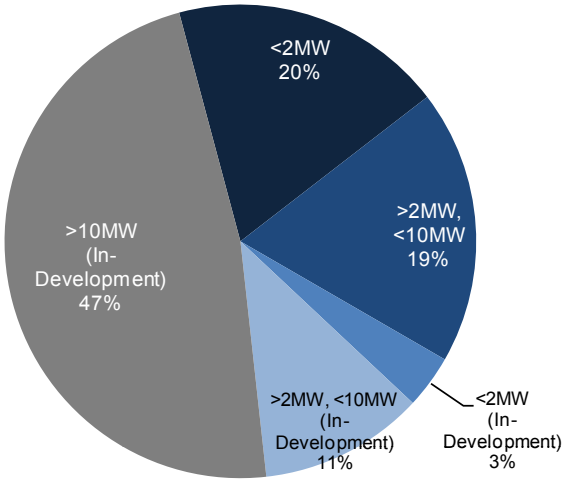
By Operating Timeline (as of Feb 29, 2016)



By Output (as of Feb 29, 2016)



By Solar Intensity (as of Feb 29, 2016)



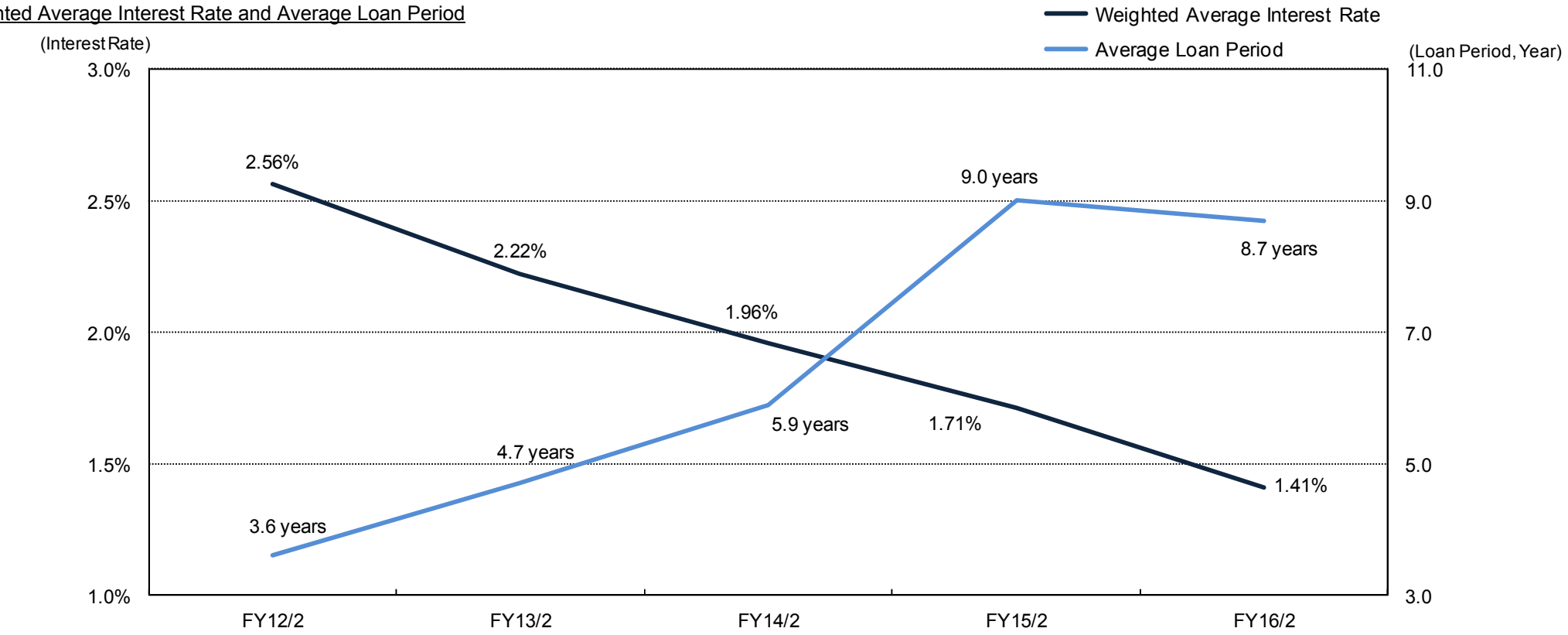
Rank	Solar Intensity
A	>4.00
B	>3.75, <4.00
C	>3.50, <3.75
D	<3.50

Unit: (kWh/m^2 per day)

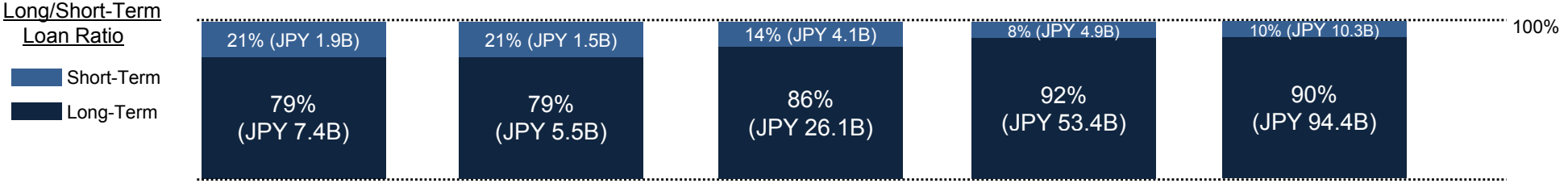
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Strong Financial Position

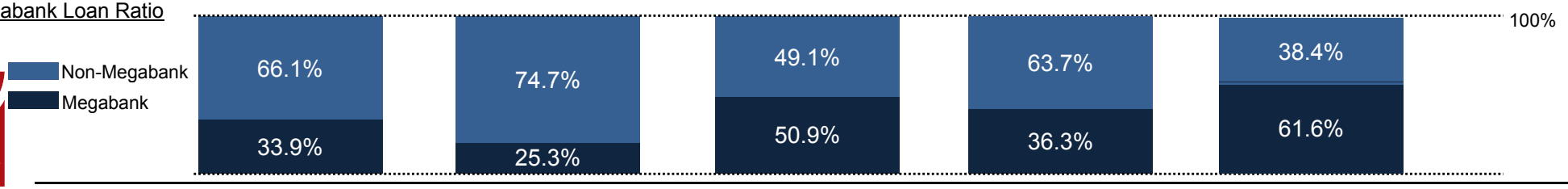
Weighted Average Interest Rate and Average Loan Period



Long/Short-Term Loan Ratio



Megabank Loan Ratio



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New MTP Power Up 2019

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Power Up 2019 Key Goals & KPIs

Key Goals

1. Drive Further Sustainable Growth in Ichigo's Core Businesses
2. Develop New Ichigo Businesses
3. Deepen Ichigo's Core Capabilities and Corporate Strength

Power Up 2019 KPIs (Key Performance Indicators)

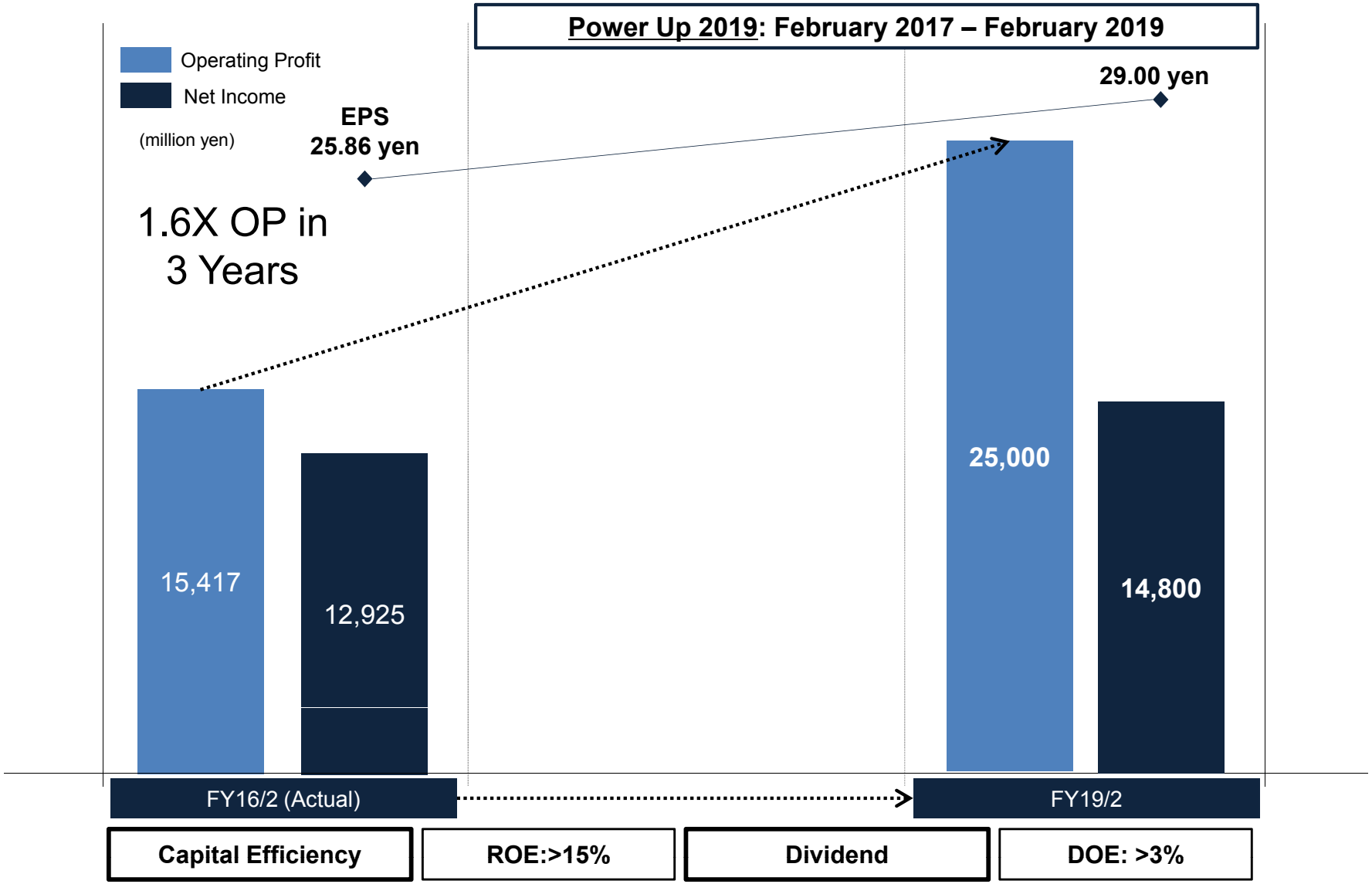
(Million Yen)

	FY16/2 (Actual)	FY17/2 (Forecast)	**FY19/2 (Plan)**	**vs FY16/2**
Operating Profit	15,417	18,500	**25,000**	**+62.2%**
Recurring Profit	13,889	16,400	**21,400**	**+54.1%**
Tax Rate	6.9%	27.8%	30.0%	—
Net Income	12,925	13,300	**14,800**	**+14.5%**
EPS	25.86 yen	26.43 yen	**29.00 yen**	**+12.1%**
DPS	3.00 yen	5.00 yen	**7.00 yen**	**+133.0%**
ROE	21.0%	18.1%	**15.6%**	—

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Power Up 2019 KPIs (2)



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Power Up 2019 JPX-Nikkei 400 Top 200 Ranking

Additional Target: JPX-Nikkei 400 Top 200 Ranking by August 2019

- ✓ Anticipate entering JPX-Nikkei 400 this August
- ✓ By August 2019, the final year of Power Up 2019, Ichigo will seek to rank within the JPX-Nikkei 400's top 200 companies

Note: While the JPX-Nikkei 400 does not provide an official ranking of its 400 constituents, the ranking can be objectively calculated based upon the JPY-Nikkei 400's publically-available quantitative ranking formula, which rank orders the joint set of the 1,200 highest market capitalization and 1,200 highest value-traded Japanese companies by:

(a) 3-year average ROE (40% weighting)

(b) 3-year cumulative operating profit (40% weighting)

(c) Market capitalization (20% weighting)

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Power Up 2019 Key Initiatives

Profitability

(1) Core Business Growth	• List Ichigo's solar assets on the TSE's new Infrastructure Fund Market • Support the on-going growth of Ichigo Office REIT (8975) and Ichigo Hotel REIT (3463) • Expand the architecture and structural engineering team to deliver real estate that is high-function, safe, secure, and environmentally friendly • Spin out a dedicated leasing team to drive tenant acquisition and rental income
(2) New Business Creation	• Extend Ichigo's REIT-focused asset management business into the much larger physical real estate market • Grow Ichigo's hotel business synergistically with Ichigo Hotel REIT • Launch one or more REtech businesses, fusing Ichigo's Real Estate and IT capabilities

Sustainability

(3) Finance as a Strategic Weapon	• Grow both financial stability and earnings • De-collateralize loans, lengthen loan maturities, lower debt costs, get credit ratings, and issue bonds to diversify funding profile
(4) High Capital Efficiency and Organic Growth	• ROE >15%
(5) Best Place to Work	• Support employee health and wellness • Goal: Japan's number one company in providing opportunities for employees
(6) Global Best Practice Governance and Compliance	

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Adoption of Progressive Dividend Policy

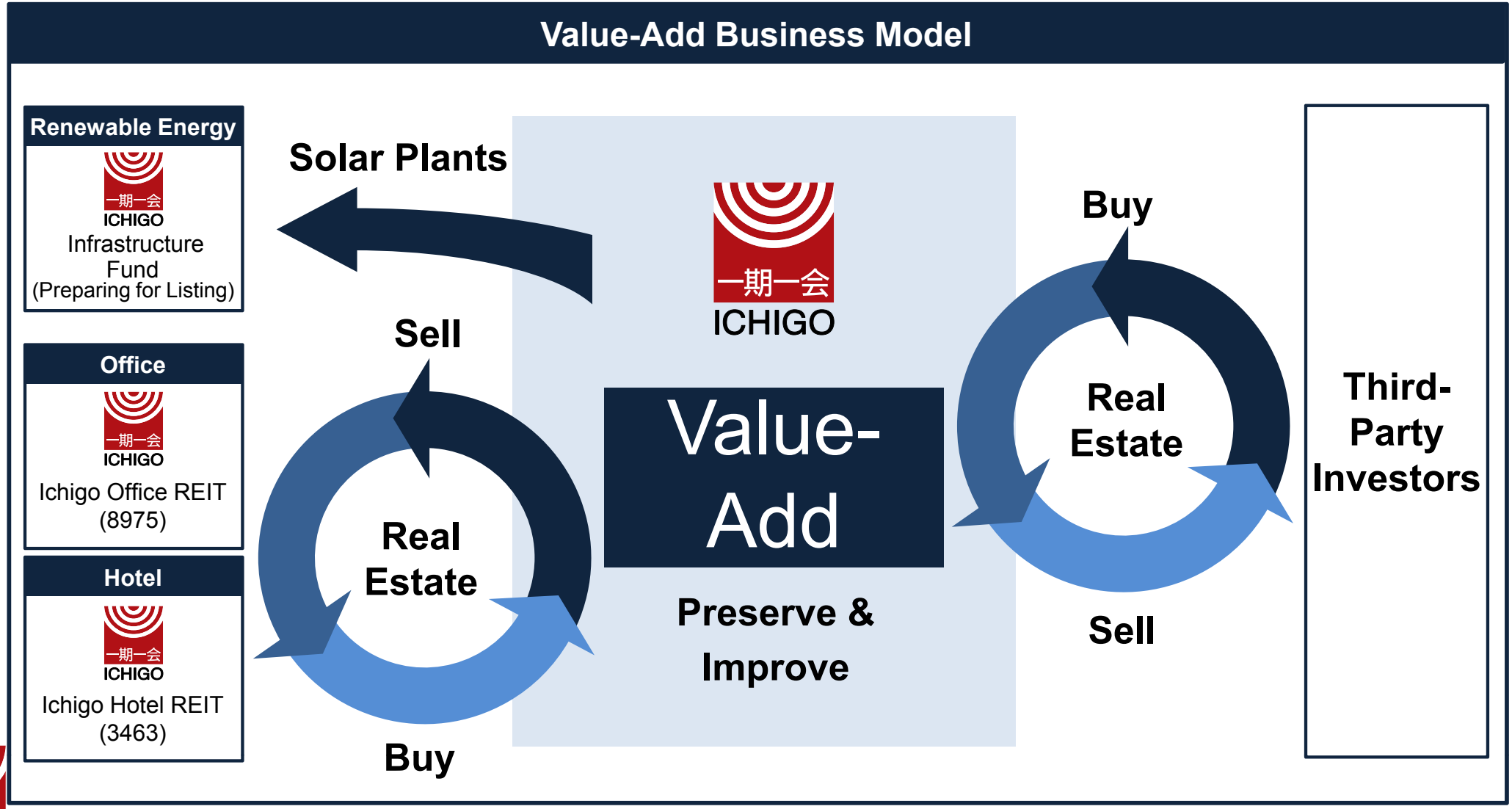
- ✓ Progressive Dividend: Previous year's dividend is the floor for the current year's dividend. Dividend will be raised (or kept flat) but not cut, providing shareholders with downside dividend protection
- ✓ Newly setting minimum DOE (dividend on equity) payout ratio of >3 %
  - – Dividend payout ratio policy: Dividends based on annual earnings → More volatile
  - – DOE policy: Dividends based on shareholder equity → More Stable
- ✓ Combination of progressive dividend and DOE-based payout policy will significantly increase the security, certainty, and visibility of the dividend to the benefit of Ichigo's shareholders
- ✓ Also underscores Ichigo's commitment to driving continued organic earnings and dividend growth for its shareholders

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Powerful Value-Add Business Model

Significant Value-Add and Asset Management Business Synergies



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FY17/2 Full-Year Forecast

Operating Profit +20.0% and Recurring Profit +18.1% VS FY16/2
Net Income +2.9% Due to Increased Tax Burden

(Million Yen)

	FY17/2 (Forecast)	FY16/2 (Actual)	vs FY16/2 (Forecast)
Revenues	**125,600**	**49,699**	**+152.7%**
Operating Profit	**18,500**	**15,417**	**+20.0%**
Recurring Profit	**16,400**	**13,889**	**+18.1%**
Net Income	**13,300**	**12,925**	**+2.9%**
EPS	**26.43 yen**	**25.86 yen**	**+2.2%**
ROE	**18.1%**	**21.0%**	**—**
Dividend Per Share	**5.0 yen**	**3.0 yen**	**+66.7%**

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FY17/2 Full-Year Forecast Details

(Million Yen)

	Revenues			Segment Profit (Operating Profit)		
	FY17/2 (Forecast)	FY16/2 (Actual)	vs Forecast	FY17/2 (Forecast)	FY16/2 (Actual)	vs Forecast
Asset Management	**5,079**	**5,067**	**+0.2%**	**2,386**	**2,879**	**-17.1%**
Value-Add	**109,297**	**42,944**	**+154.5%**	**13,530**	**12,629**	**+7.1%**
Clean Energy	**11,152**	**1,628**	**+584.7%**	**2,608**	**323**	**+705.0%**
Other	**71**	**58**	**+21.0%**	**-84**	**-32**	**—**
Total	**125,600**	**49,699**	**+152.7%**	**18,440**	**15,799**	**+16.7%**
Adjustment (including offsets of cross-segment transactions)	–	–	–	**59**	**-382**	**—**
Total	**125,600**	**49,699**	**+152.7%**	**18,500**	**15,417**	**+20.0%**

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Appendix: Financial & Real Estate Data

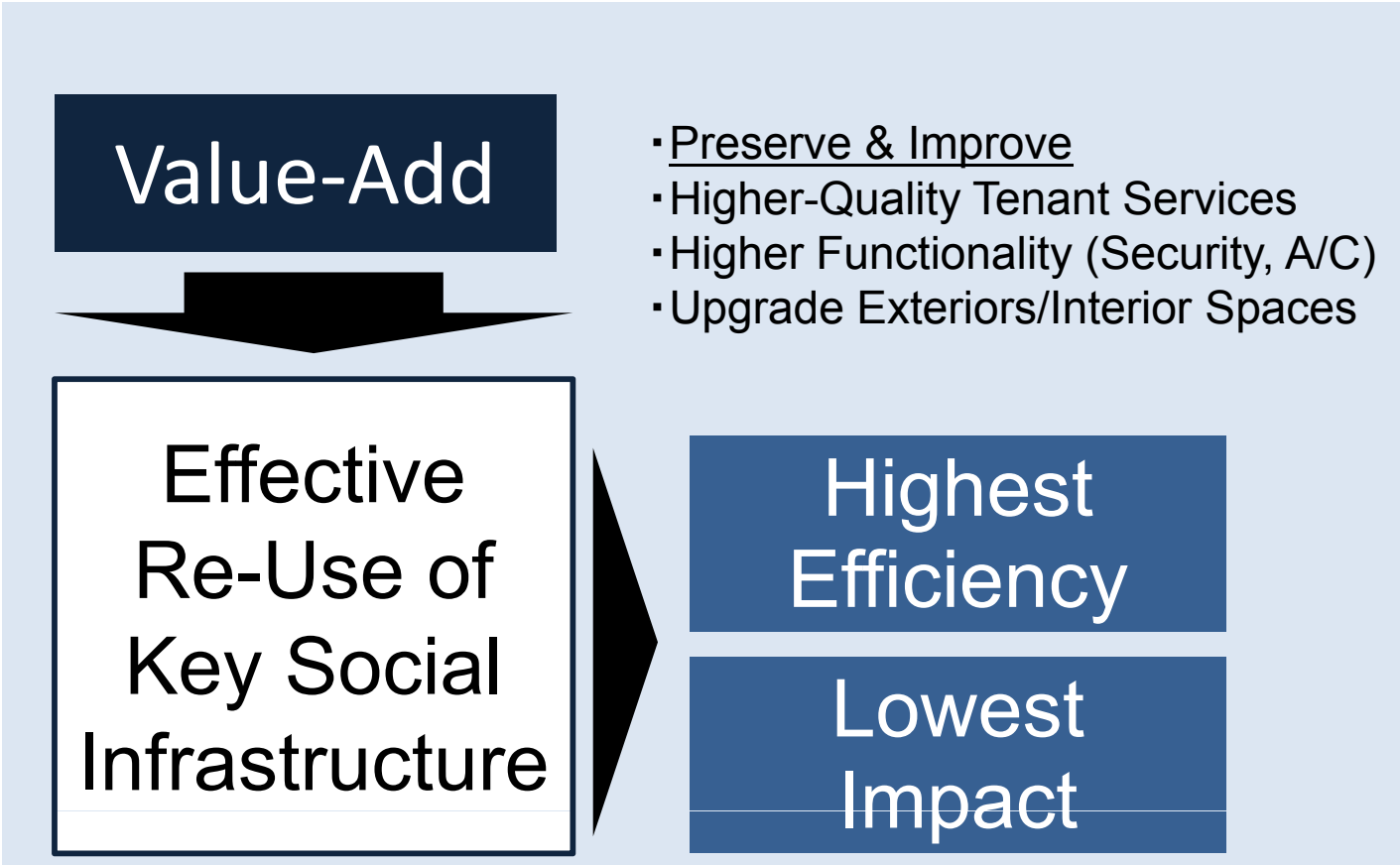
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Value-Add Social Significance

End Demolish and Rebuild and Embrace Value-Add

- Preserve and enhance high-function real estate
- Sustainable Real Estate serving a Sustainable Society

~~Demolish and Rebuild~~

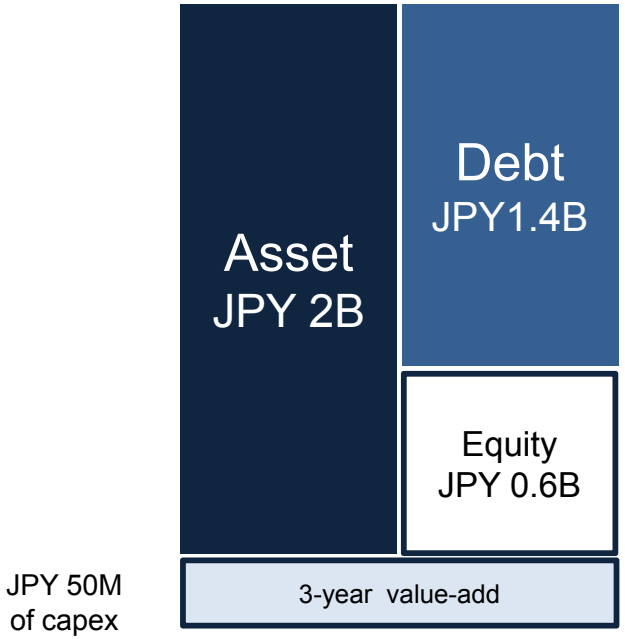


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Value-Add Sample Earnings Model

5.5% NOI, JPY 2B purchase, LTV 70%, 1.5% interest rate, JPY 50M capex, 20% increase in NOI, 3-year value-add period



At Acquisition NOI
(JPY 110M NOI/year) − (JPY 21M interest/year) = JPY 89M NOI/year
NOI ÷ Initial Investment =14.8% NOI return during investment period

After Value-Add NOI
(JPY 132M NOI/year) − (JPY 21M interest/year) = JPY 111M NOI/year
NOI ÷ Total Investment (JPY 600M + JPY 50M) =17.1% NOI return during investment period

Value-Add for Capital Gain
Value-Add to increase NOI 20% at equivalent cap rate increases exit price by 20%: JPY 2B * 120% = JPY 2.4B
JPY 2.4B – (JPY 2B + JPY 50M) = JPY 350M capital gain

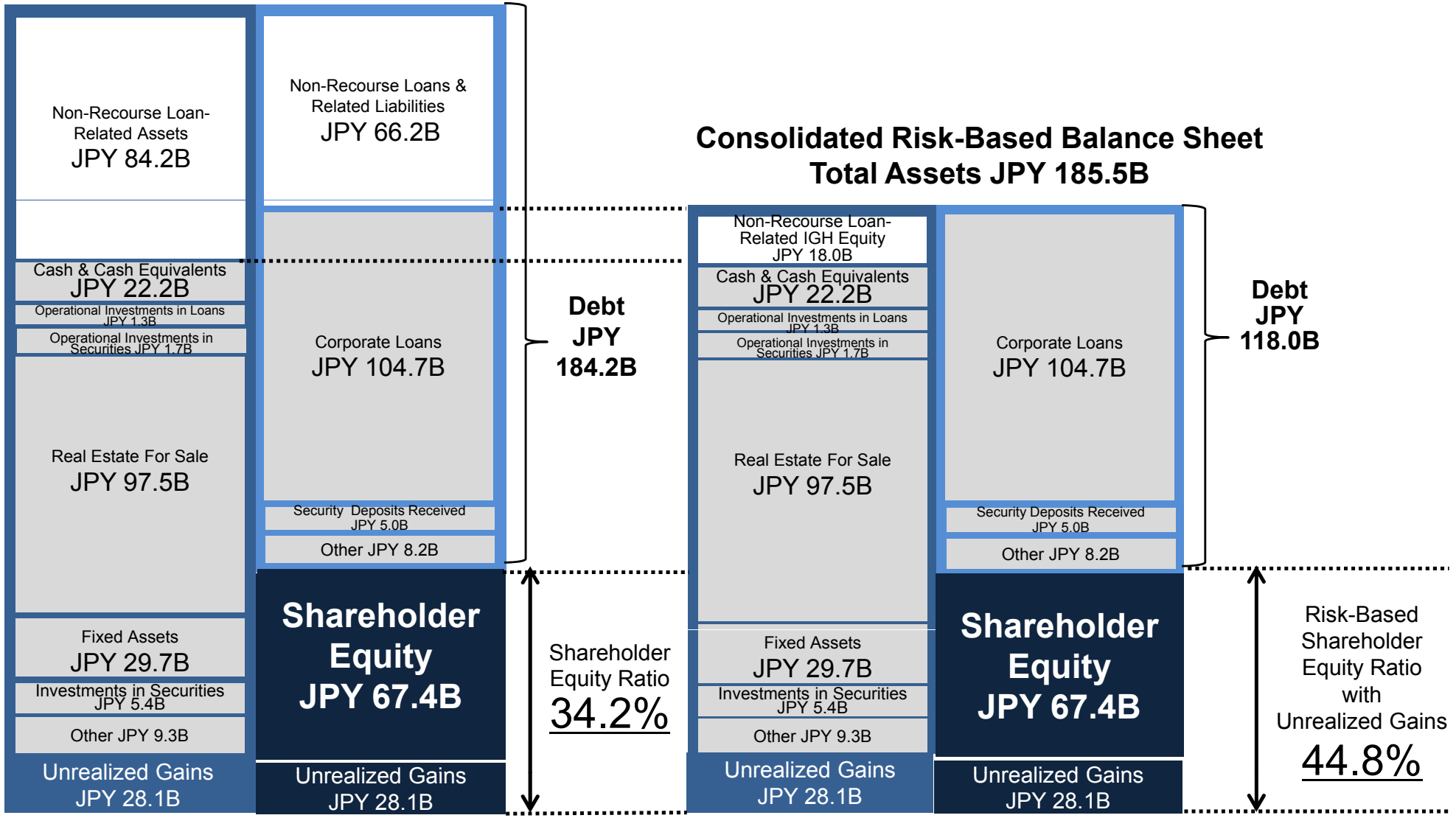
Result
JPY 650M investment generates JPY 617M over 3 years → 31.6% p.a.

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Consolidated Risk-Based Balance Sheet

Consolidated Current Value Balance Sheet
Total: JPY 279.9B
(Total Assets: JPY 251.7B + Unrealized Gains JPY 28.1B



Note: Risk-based balance sheet includes unrealized gains/losses and excludes client and non-recourse assets and liabilities

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Significant Unrealized Gains on Balance Sheet

Total Unrealized Gains: JPY 28.0B (Appraisal Value Basis)

Real estate directly held by Ichigo

(Million Yen)

Location	Book Value as of February 2016	NOI	Cap Rate NOI/Book Value after write-down	Appraisal Value as of February 2016	Unrealized Gain
Tokyo	88,288	4,948	5.7%	102,862	+14,574
Outside Tokyo	92,499	5,913	6.6%	105,630	+13,131
Total	180,786	10,861	6.1%	208,492	+27,706

Note: Excludes development assets (c. JPY 371M) which are not currently generating NOI and includes intangible fixed assets subject to appraisal (c. JPY 62M)

Real estate held by Ichigo within Ichigo-managed funds (SPCs) where there are other non-Ichigo equity holders

(Million Yen)

	Book Value as of February 2016	Appraisal Value as of February 2016	Unrealized Gain
Equity Investments (Non-consolidated)	1	1	0
Equity Investments (Consolidated)	926	1,276	+350
Total	927	1,277	+350

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Business Segments

Asset Management	Asset Management generates fee income via managing the Tokyo Stock Exchange-listed J-REITS (Ichigo Office REIT and Ichigo Hotel REIT) and private funds and providing real estate services related to real estate acquisition, operation (PM/BM), and disposition.
Value-Add	Value-Add preserves and improves real estate. Ichigo receives rental income during the period in which it is carrying out its value-add, along with profits on sale that reflect the real estate's higher value after the value-add is complete.
Clean Energy	Clean Energy generates long-term income primarily via utility-scale solar power production that produces clean energy and brings productive use to idle land.
Other	Other is primarily legacy securities investments that are not related to the above three segments.

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Consolidated Balance Sheet

(Million Yen)

	FY15/2	FY 16/2		YOY	Market Value	Unrealized Gain	Unrealized Gain on Listed Securities[2]
		B/S	Outside Investors' Interest				
Cash and Cash Equivalents	**19,383**	**28,779**	**897**	**+9,396**	**28,779**	**-**	
Operating Loans Receivable (Value-Add)	**2,330**	**1,324**	**-**	**-1,006**	**1,324**	**-**	
Operational Investments in Securities	**1,965**	**1,784**	**-**	**-181**	**1,784**	**-**	**+2**
Value-Add	638	844	-	+206	844	-	
Other	1,327	939	-	-388	939	-	+2
Real Estate for Sale (Value-Add)	**109,769**	**172,833**	**5,377**	**+63,064**	**200,120**	**+26,433**	
Fixed Assets	**26,321**	**31,546**	**-**	**+5,225**	**33,293**	**+1,746**	
Asset Management	42	39	-	-3	42	+2	
Value-Add	16,073	15,897	-	-176	17,640	+1,743	
Clean Energy	10,152	15,560	-	+5,408	15,560	-	
Other[1]	52	48	-	-4	48	-	
Intangible Assets	**2,502**	**2,373**	**-**	**-129**	**2,373**	**-**	
Investments in Securities	**5,266**	**5,486**	**-**	**+220**	**5,486**	**-**	**+278**
Other	**5,204**	**7,628**	**15**	**+2,424**	**7,628**	**-**	
Total Assets	**172,744**	**251,757**	**6,290**	**+79,013**	**280,791**	**+28,180**	**+281**

[1] Other refers to company assets that are not allocated to or cannot be allocated to above segments
[2] Unrealized Gain on Listed Securities is recorded in Unrealized Gain on Operational Investment in Securities and in Intangible Assets

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Consolidated Balance Sheet: Segment Breakdown

(Million Yen)

Segment	Cash and Cash Equivalents	Operating Loans Receivable	Operational Investments in Securities	Real Estate for Sale	Fixed Assets	Intangible Assets	Investments in Securities	Other Assets	Total Assets
Asset Management	476	-	-	-	39	1,634	-	466	**2,617**
Value-Add	12,723	1,324	844	172,833	15,897	175	-	3,254	**207,053**
Clean Energy	1,049	-	-	-	15,560	532	-	988	**18,131**
Other*	14,530	-	939	-	48	31	5,486	2,918	**23,954**
Total	**28,779**	**1,324**	**1,784**	**172,833**	**31,546**	**2,373**	**5,486**	**7,628**	**251,757**

* Includes company assets that are not allocated to above segments

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Consolidated P&L: Gross Profit Segment Breakdown

(Million Yen)

	Revenues			Gross Profit			YOY (Gross Profit)
	FY15/2	FY16/2	Change	FY15/2	FY16/2	Change	
Asset Management	**3,967**	**5,067**	**+1,099**	**1,786**	**3,281**	**+1,494**	**+83.6%**
Asset Management Fees	1,312	1,670	+357	1,224	1,658	+434	+35.5%
PM/BM Fees	2,503	2,201	-302	430	492	+62	+14.6%
Other	151	1,195	+1,043	132	1,129	+996	+751.4%
Value-Add	**38,107**	**42,944**	**+4,837**	**10,179**	**15,877**	**+5,697**	**+56.0%**
Rental Income	9,208	12,459	+3,250	5,764	8,054	+2,289	+39.7%
Real Estate Sales	28,899	30,485	+1,586	4,414	7,829	+3,414	+77.4%
Other	-	-	-	-	-6	-6	-%
Clean Energy	**605**	**1,628**	**+1,022**	**194**	**683**	**+488**	**+251.1%**
Other	**24**	**58**	**+33**	**6**	**21**	**+15**	**+254.3%**
Advisory Fees	26	53	+27	26	53	+27	+105.2%
Securities Sales	-1	5	+6	-1	4	+6	-%
Other	0	0	0	-18	-36	-18	-%
Total	**42,705**	**49,699**	**+6,993**	**12,166**	**19,863**	**+7,696**	**+63.3%**

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Consolidated P&L: Results vs. Initial & Final Forecasts

(Million Yen)

	FY16/2 (12M)						FY16/2 Full-Year Forecast (12M)			Full-Year Earnings Forecast Revision (Jan. 2016)		
	Revenues	vs Full-Year Forecast	Gross Profit	vs Full-Year Forecast	Operating Profit	vs Full-Year Forecast	Revenues	Gross Profit	Operating Profit	Revenues	Gross Profit	Operating Profit
Asset Management	**5,067**	**107.5%**	**3,281**	**114.8%**	**2,879**	**134.5%**	**4,713**	**2,857**	**2,140**	**5,037**	**3,284**	**2,788**
Asset Management Fees	1,670	102.9%	1,658	103.3%	—	—	1,623	1,606	—	1,670	1,658	—
PM/BM Fees	2,201	91.8%	492	88.1%	—	—	2,397	559	—	2,172	488	—
Other	1,195	172.7%	1,129	163.2%	—	—	692	692	—	1,195	1,136	—
Value-Add	**42,944**	**111.0%**	**15,877**	**121.6%**	**12,629**	**131.8%**	**38,705**	**13,052**	**9,579**	**42,268**	**15,552**	**12,164**
Rental Income	12,459	106.3%	8,054	107.4%	—	—	11,725	7,503	—	11,809	7,753	—
Real Estate Sales	30,485	113.0%	7,829	141.1%	—	—	26,980	5,549	—	30,459	7,799	—
Other	—	—	-6	—	—	—	—	—	—	0	-0	—
Clean Energy	**1,628**	**103.0%**	**683**	**116.0%**	**323**	**163.1%**	**1,581**	**589**	**198**	**1,641**	**678**	**280**
Other	**58**	**—**	**21**	**—**	**-32**	**—**	**—**	**—**	**-85**	**51**	**-8**	**-84**
Advisory Fees	53	—	53	—	—	—	—	—	—	48	48	—
Securities Sales	5	—	4	—	—	—	—	—	—	2	2	—
Other	0	—	-36	—	—	—	—	—	—	0	-59	—
Total	**49,699**	**110.4%**	**19,863**	**120.4%**	**15,799**	**133.5%**	**45,000**	**16,500**	**11,833**	**49,000**	**19,507**	**15,148**
Adjustment (including offsets of cross-segment transactions)	—	—	—	—	-382	—	—	—	-133	—	—	-348
Total	**49,699**	**110.4%**	**19,863**	**120.4%**	**15,417**	**131.8%**	**45,000**	**16,500**	**11,700**	**49,000**	**19,507**	**14,800**

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Asset Management AUM Detail

		FY12/2 (12M)	FY13/2 (12M)	FY14/2 (12M)	FY15/2 (12M)	FY16/2 (12M)
Ichigo Office REIT (8975)	AUM (Fiscal Year End)	JPY 106B	JPY 104B	JPY 121B	JPY 124B	JPY 165B
	AM Fee % (Average)	0.61%	0.63%	0.65%	0.65%	0.64%
	AM Fee Gross Profit (Actual)	JPY 719M	JPY 663M	JPY 733M	JPY 759M	JPY 1,016M
Ichigo Hotel REIT (3463)	AUM (Fiscal Year End)	—	—	—	—	JPY 20B
	AM Fee % (Average)	—	—	—	—	0.59%
	AM Fee Gross Profit (Actual)	—	—	—	—	JPY 30M
Private Equity Real Estate Funds (excluding consolidated)	AUM (Fiscal Year End)	JPY 213B	JPY 170B	JPY 63B	JPY 22B	JPY 15B
	AM Fee % (Average)	0.15%	0.15%	0.26%	0.37%	0.32%
	AM Fee Gross Profit (Actual)	JPY 284M	JPY 285M	JPY 257M	JPY 114M	JPY 60M
Total	AUM (Fiscal Year End)	JPY 319B	JPY 274B	JPY 184B	JPY 145B	JPY 201B
	AM Fee % (Average)	0.33%	0.33%	0.47%	0.59%	0.61%
	AM Fee Gross Profit (Actual)	JPY 1,004M	JPY 948M	JPY 989M	JPY 872M	JPY 1,106M

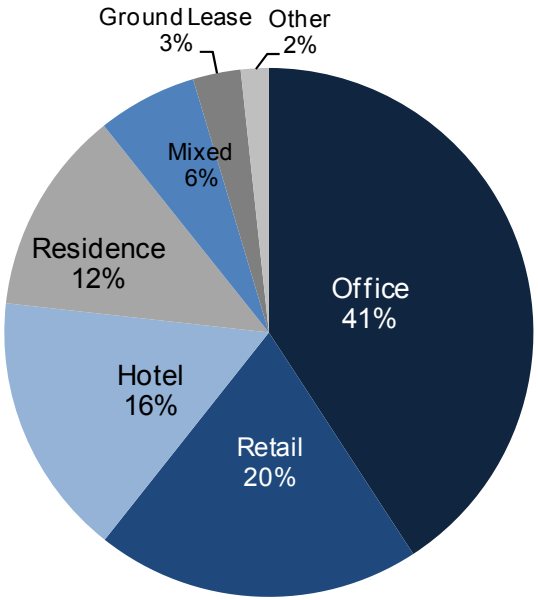
Note: Ichigo Hotel REIT AM % and Gross Profit are annualized.

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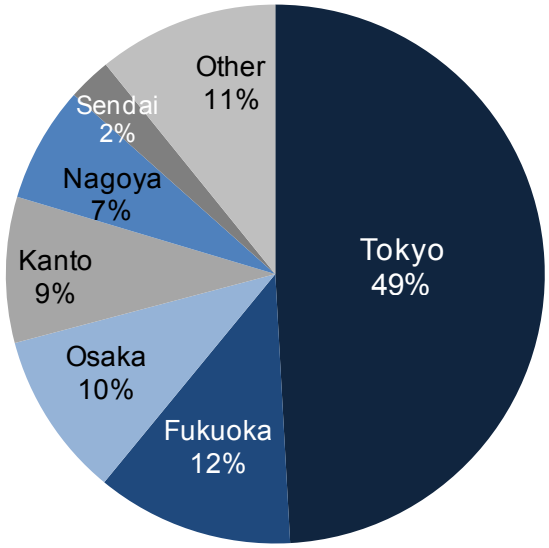
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Ichigo-Owned Real Estate Portfolio

Assets by Type



Assets by Location

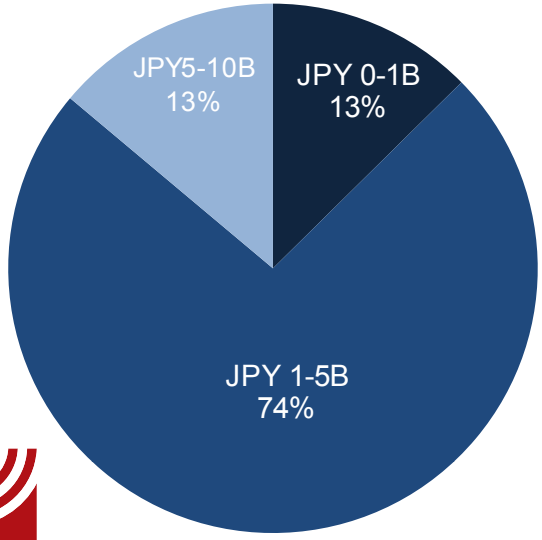


As of February 29, 2016

(Billion Yen)



Assets by Size



Total Assets: JPY 184.7B

Including Ichigo-Managed AUM: JPY 392.1B

(Acquisition price basis)

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Value-Add Full Asset Breakdown (1)

108 Assets, Book Value JPY 184.7B, Forecast NOI JPY 10.9B (6.0%)

No.	Asset Class	Asset Type	Location	Building Age	Acquisition Price	Acquired Date	Expected NOI/Year	Ichigo Investment	Forecast Equity Multiple[1]	Forecast IRR[2]
1	Other	Fixed Asset	Matsudo City, Chiba	43 years	JPY 2B-3B	2005/06	JPY 230M	JPY 1,900M	—	—
2	Retail	Real Estate for Sale	Minato-ku, Tokyo	46 years	JPY 2B-3B	2005/10	JPY 131M	JPY 1,033M	—	—
3	Retail	Real Estate for Sale	Minato-ku, Tokyo	30 years	>JPY 3B	2006/03	JPY 167M	JPY 1,356M	—	—
4	Retail	Real Estate for Sale	Yokohama City, Kanagawa	11 years	JPY 1B-2B	2006/09	JPY 57M	JPY 1,157M	—	—
5	Office	Real Estate for Sale	Sendai City, Miyagi	7 years	>JPY 3B	2006/10	JPY 265M	JPY 1,042M	—	—
6	Office	Real Estate for Sale	Fukuoka City, Fukuoka	7 years	>JPY 3B	2006/12	JPY 389M	JPY 1,339M	—	—
7	Other	Fixed Asset	Isumi City, Chiba	—	JPY 1B-2B	2007/02	—	JPY 1,055M	—	—
8	Retail	Real Estate for Sale	Fukuoka City, Fukuoka	6 years	>JPY 3B	2007/03	JPY 208M	JPY 792M	—	—
9	Residence	Real Estate for Sale	Ota-ku, Tokyo	11 years	<JPY 1B	2007/04	JPY 57M	JPY 403M	—	—
10	Retail	Real Estate for Sale	Chiyoda-ku, Tokyo	36 years	<JPY 1B	2007/06	JPY 85M	JPY 240M	—	—
11	Retail	Real Estate for Sale	Chiyoda-ku, Tokyo	34 years	<JPY 1B	2007/06	JPY 119M	JPY 233M	—	—
12	Retail	Real Estate for Sale	Chiyoda-ku, Tokyo	52 years	JPY 2B-3B	2007/06	JPY 249M	JPY 554M	—	—
13	Office	Real Estate for Sale	Minato-ku, Tokyo	42 years	>JPY 3B	2007/11	JPY 304M	JPY 2,049M	—	—
14	Ground Lease	Real Estate for Sale	Atsugi City, Kanagawa	—	JPY 1B-2B	2011/06	JPY 176M	JPY 147M	—	—
15	Mixed (Office/Retail)	Real Estate for Sale	Hiratsuka City, Kanagawa	20 years	<JPY 1B	2012/02	JPY 83M	JPY 172M	—	—

[1] Forecast Equity Multiple is based on the business plan of each asset and is the expected sum of rental income and profits on sale divided by Ichigo Investment.
[2] Forecast IRR is the forecast internal rate of return based on each asset's actual cash flow. The total Forecast Equity Multiple and Forecast IRR reflect assets acquired from FY15/2 onward and exclude Fixed Assets.

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Value-Add Full Asset Breakdown (2)

No.	Asset Class	Asset Type	Location	Building Age	Acquisition Price	Acquired Date	Expected NOI/Year	Ichigo Investment	Forecast Equity Multiple[1]	Forecast IRR[2]
16	Retail	Real Estate for Sale	Yokohama City, Kanagawa	2 years	<JPY 1B	2012/10	JPY 32M	JPY 171M	—	—
17	Retail	Fixed Asset	Toshima-ku, Tokyo	4 years	>JPY 3B	2013/03	JPY 228M	JPY 340M	—	—
18	Retail	Real Estate for Sale	Shibuya-ku, Tokyo	29 years	<JPY 1B	2013/05	JPY 45M	JPY 154M	—	—
19	Mixed (Office/Retail)	Real Estate for Sale	Chofu City, Tokyo	30 years	JPY 1B-2B	2013/06	JPY 112M	JPY 310M	—	—
20	Residence	Real Estate for Sale	Kita-ku, Tokyo	27 years	<JPY 1B	2013/06	JPY 2M	JPY 31M	—	—
21	Residence	Real Estate for Sale	Minato-ku, Tokyo	0 years	<JPY 1B	2013/06	JPY 42M	JPY 203M	—	—
22	Residence	Real Estate for Sale	Osaka City, Osaka	13 years	<JPY 1B	2013/07	JPY 32M	JPY 81M	—	—
23	Residence	Real Estate for Sale	Osaka City, Osaka	9 years	<JPY 1B	2013/08	JPY 49M	JPY 81M	—	—
24	Office	Real Estate for Sale	Chiyoda-ku, Tokyo	25 years	JPY 1B-2B	2013/08	JPY 86M	JPY 520M	—	—
25	Residence	Real Estate for Sale	Osaka City, Osaka	10 years	<JPY 1B	2013/08	JPY 37M	JPY 90M	—	—
26	Retail	Fixed Asset	Kobe City, Hyogo	15 years	JPY 1B-2B	2013/09	JPY 145M	JPY 616M	—	—
27	Retail	Fixed Asset	Tokorozawa City, Saitama	8 years	JPY 1B-2B	2013/11	JPY 64M	JPY 92M	—	—
28	Ground Lease	Real Estate for Sale	Chiba City, Chiba	-	JPY 2B-3B	2014/02	JPY 128M	JPY 342M	—	—
29	Ground Lease	Real Estate for Sale	Fujisawa City, Kanagawa	-	JPY 1B-2B	2014/03	JPY 115M	JPY 273M	7.52 x	44.5%
30	Mixed (Office/Retail)	Real Estate for Sale	Shibuya-ku, Tokyo	32 years	<JPY 1B	2014/03	JPY 39M	JPY 108M	6.95 x	26.0%

[1] Forecast Equity Multiple is based on the business plan of each asset and is the expected sum of rental income and profits on sale divided by Ichigo Investment.
[2] Forecast IRR is the forecast internal rate of return based on each asset's actual cash flow. The total Forecast Equity Multiple and Forecast IRR reflect assets acquired from FY15/2 onward and exclude Fixed Assets.

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Value-Add Full Asset Breakdown (3)

No.	Asset Class	Asset Type	Location	Building Age	Acquisition Price	Acquired Date	Expected NOI/Year	Ichigo Investment	Forecast Equity Multiple[1]	Forecast IRR[2]
31	Office	Real Estate for Sale	Shibuya-ku, Tokyo	5 years	JPY 1B-2B	2014/04	JPY 60M	JPY 1,090M	1.25 x	12.0%
32	Retail	Fixed Asset	Fukuoka City, Fukuoka	9 years	JPY 1B-2B	2014/04	JPY 59M	JPY 279M	—	—
33	Office	Real Estate for Sale	Shinagawa-ku, Tokyo	27 years	JPY 2B-3B	2014/05	JPY 155M	JPY 530M	2.04 x	20.0%
34	Office	Real Estate for Sale	Shinagawa-ku, Tokyo	22 years	JPY 1B-2B	2014/05	JPY 131M	JPY 515M	2.27 x	23.4%
35	Mixed (Office/Retail)	Real Estate for Sale	Minato-ku, Tokyo	7 years	JPY 2B-3B	2014/05	JPY 155M	JPY 434M	3.08 x	15.2%
36	Residence	Real Estate for Sale	Kumamoto City, Kumamoto	9 years	>JPY 3B	2014/06	JPY 213M	JPY 476M	3.52 x	19.0%
37	Retail	Real Estate for Sale	Minato-ku, Tokyo	44 years	<JPY 1B	2014/07	JPY 39M	JPY 77M	10.47 x	23.9%
38	Mixed (Office/Retail)	Real Estate for Sale	Shinjuku-ku, Tokyo	40 years	>JPY 3B	2014/07	JPY 201M	JPY 645M	3.32 x	21.1%
39	Retail	Fixed Asset	Fukuoka City, Fukuoka	11 years	<JPY 1B	2014/07	JPY 47M	JPY 213M	—	—
40	Retail	Fixed Asset	Fukuoka City, Fukuoka	30 years	<JPY 1B	2014/09	JPY 55M	JPY 252M	—	—
41	Hotel	Real Estate for Sale	Utsunomiya City, Tochigi	28 years	JPY 1B-2B	2014/09	JPY 138M	JPY 400M	1.97 x	28.3%
42	Retail	Real Estate for Sale	Fukuoka City, Fukuoka	15 years	<JPY 1B	2014/09	JPY 54M	JPY 177M	5.54 x	26.2%
43	Retail	Real Estate for Sale	Osaka City, Osaka	13 years	JPY 1B-2B	2014/09	JPY 90M	JPY 301M	4.64 x	24.3%
44	Retail	Real Estate for Sale	Machida City, Tokyo	29 years	<JPY 1B	2014/10	JPY 51M	JPY 82M	11.34 x	43.9%
45	Retail	Real Estate for Sale	Fukuoka City, Fukuoka	13 years	JPY 1B-2B	2014/11	JPY 68M	JPY 135M	10.70 x	33.8%

[1] Forecast Equity Multiple is based on the business plan of each asset and is the expected sum of rental income and profits on sale divided by Ichigo Investment.
[2] Forecast IRR is the forecast internal rate of return based on each asset's actual cash flow. The total Forecast Equity Multiple and Forecast IRR reflect assets acquired from FY15/2 onward and exclude Fixed Assets.

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Value-Add Full Asset Breakdown (4)

No.	Asset Class	Asset Type	Location	Building Age	Acquisition Price	Acquired Date	Expected NOI/Year	Ichigo Investment	Forecast Equity Multiple[1]	Forecast IRR[2]
46	Residence	Real Estate for Sale	Chiyoda-ku, Tokyo	12 years	JPY 2B-3B	2014/12	JPY 119M	JPY 332M	2.18 x	29.2%
47	Residence	Real Estate for Sale	Koto-ku, Tokyo	9 years	JPY 1B-2B	2014/12	JPY 96M	JPY 270M	1.56 x	14.6%
48	Residence	Real Estate for Sale	Minato-ku, Tokyo	12 years	JPY 1B-2B	2014/12	JPY 79M	JPY 238M	1.67 x	16.6%
49	Residence	Real Estate for Sale	Minato-ku, Tokyo	11 years	JPY 1B-2B	2014/12	JPY 61M	JPY 185M	1.63 x	15.7%
50	Residence	Real Estate for Sale	Sumida-ku, Tokyo	10 years	JPY 1B-2B	2014/12	JPY 59M	JPY 163M	1.55 x	15.2%
51	Residence	Real Estate for Sale	Ota-ku, Tokyo	14 years	<JPY 1B	2014/12	JPY 60M	JPY 150M	2.21 x	35.7%
52	Residence	Real Estate for Sale	Osaka City, Osaka	8 years	<JPY 1B	2014/12	JPY 58M	JPY 148M	1.86 x	24.8%
53	Residence	Real Estate for Sale	Chuo-ku, Tokyo	12 years	<JPY 1B	2014/12	JPY 38M	JPY 99M	2.96 x	44.4%
54	Residence	Real Estate for Sale	Minato-ku, Tokyo	11 years	<JPY 1B	2014/12	JPY 38M	JPY 123M	1.97 x	23.3%
55	Residence	Real Estate for Sale	Shinjuku-ku, Tokyo	11 years	<JPY 1B	2014/12	JPY 29M	JPY 82M	2.05 x	25.8%
56	Residence	Real Estate for Sale	Shibuya-ku, Tokyo	10 years	JPY 1B-2B	2014/12	JPY 87M	JPY 270M	2.00 x	23.2%
57	Residence	Real Estate for Sale	Minato-ku, Tokyo	12 years	JPY 1B-2B	2014/12	JPY 57M	JPY 186M	1.90 x	21.0%
58	Residence	Real Estate for Sale	Shibuya-ku, Tokyo	11 years	<JPY 1B	2014/12	JPY 49M	JPY 157M	1.89 x	21.5%
59	Residence	Real Estate for Sale	Setagaya-ku, Tokyo	11 years	<JPY 1B	2014/12	JPY 39M	JPY 117M	2.11 x	27.2%
60	Residence	Real Estate for Sale	Shinjuku-ku, Tokyo	9 years	<JPY 1B	2014/12	JPY 19M	JPY 55M	1.80 x	21.1%

[1] Forecast Equity Multiple is based on the business plan of each asset and is the expected sum of rental income and profits on sale divided by Ichigo Investment.
[2] Forecast IRR is the forecast internal rate of return based on each asset's actual cash flow. The total Forecast Equity Multiple and Forecast IRR reflect assets acquired from FY15/2 onward and exclude Fixed Assets.

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Value-Add Full Asset Breakdown (5)

No.	Asset Class	Asset Type	Location	Building Age	Acquisition Price	Acquired Date	Expected NOI/Year	Ichigo Investment	Forecast Equity Multiple[1]	Forecast IRR[2]
61	Mixed (Office/Retail)	Operating Loan	Shinjuku-ku, Tokyo	52 years	JPY 1B-2B	2014/12	JPY 103M	JPY 57M	15.26 x	51.7%
62	Retail	Fixed Asset	Fukuoka City, Fukuoka	12 years	<JPY 1B	2014/12	JPY 42M	JPY 212M	—	—
63	Retail	Real Estate for Sale	Meguro-ku, Tokyo	9 years	JPY 1B-2B	2014/12	JPY 67M	JPY 129M	3.98 x	23.8%
64	Retail	Real Estate for Sale	Shinagawa-ku, Tokyo	61 years	<JPY 1B	2015/01	JPY 16M	JPY 0M	—	—
65	Office	Real Estate for Sale	Fujisawa City, Kanagawa	25 years	JPY 1B-2B	2015/01	JPY 69M	JPY 375M	1.41 x	41.9%
66	Retail	Real Estate for Sale	Sendai City, Miyagi	12 years	<JPY 1B	2015/02	JPY 47M	JPY 8M	42.58 x	198.9%
67	Office	Real Estate for Sale	Shibuya-ku, Tokyo	24 years	JPY 1B-2B	2015/03	JPY 59M	JPY 94M	6.39 x	54.4%
68	Retail	Real Estate for Sale	Shibuya-ku, Tokyo	14 years	<JPY 1B	2015/04	JPY 42M	JPY 79M	5.65 x	27.9%
69	Hotel	Real Estate for Sale	Osaka City, Osaka	13 years	JPY 2B-3B	2015/05	JPY 178M	JPY 633M	1.56 x	58.3%
70	Hotel	Real Estate for Sale	Aomori City, Aomori	8 years	<JPY 1B	2015/06	JPY 45M	JPY 113M	2.10 x	20.2%
71	Retail	Real Estate for Sale	Fujisawa City, Kanagawa	0 years	JPY 1B-2B	2015/07	JPY 99M	JPY 126M	6.80 x	37.3%
72	Office	Real Estate for Sale	Taito-ku, Tokyo	24 years	>JPY 3B	2015/07	JPY 234M	JPY 155M	2.49 x	247.3%
73	Office	Real Estate for Sale	Toshima-ku, Tokyo	22 years	JPY 2B-3B	2015/07	JPY 135M	JPY 91M	2.84 x	332.6%
74	Office	Real Estate for Sale	Osaka City, Osaka	22 years	JPY 1B-2B	2015/07	JPY 56M	JPY 31M	2.07 x	196.4%
75	Office	Real Estate for Sale	Fukuoka City, Fukuoka	26 years	JPY 1B-2B	2015/07	JPY 74M	JPY 42M	2.55 x	274.5%

[1] Forecast Equity Multiple is based on the business plan of each asset and is the expected sum of rental income and profits on sale divided by Ichigo Investment.
[2] Forecast IRR is the forecast internal rate of return based on each asset's actual cash flow. The total Forecast Equity Multiple and Forecast IRR reflect assets acquired from FY15/2 onward and exclude Fixed Assets.

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Value-Add Full Asset Breakdown (6)

No.	Asset Class	Asset Type	Location	Building Age	Acquisition Price	Acquired Date	Expected NOI/Year	Ichigo Investment	Forecast Equity Multiple[1]	Forecast IRR[2]
76	Office	Real Estate for Sale	Nagoya City, Aichi	31 years	JPY 2B-3B	2015/07	JPY 126M	JPY 71M	2.54 x	271.0%
77	Office	Real Estate for Sale	Nagoya City, Aichi	31 years	JPY 1B-2B	2015/07	JPY 110M	JPY 60M	2.78 x	353.7%
78	Office	Real Estate for Sale	Minato-ku, Tokyo	23 years	JPY 1B-2B	2015/07	JPY 76M	JPY 59M	2.93 x	323.9%
79	Office	Real Estate for Sale	Shibuya-ku, Tokyo	30 years	JPY 1B-2B	2015/07	JPY 56M	JPY 42M	2.70 x	266.9%
80	Office	Real Estate for Sale	Chuo-ku, Tokyo	31 years	JPY 1B-2B	2015/07	JPY 65M	JPY 45M	2.68 x	257.2%
81	Office	Real Estate for Sale	Toshima-ku, Tokyo	26 years	JPY 2B-3B	2015/07	JPY 128M	JPY 86M	2.11 x	185.8%
82	Office	Real Estate for Sale	Osaka City, Osaka	25 years	JPY 2B-3B	2015/07	JPY 120M	JPY 69M	1.68 x	117.8%
83	Office	Real Estate for Sale	Nagoya City, Aichi	25 years	JPY 1B-2B	2015/07	JPY 69M	JPY 42M	2.09 x	198.8%
84	Office	Real Estate for Sale	Nagoya City, Aichi	34 years	>JPY 3B	2015/07	JPY 178M	JPY 107M	3.05 x	383.6%
85	Office	Real Estate for Sale	Bunkyo-ku, Tokyo	23 years	JPY 1B-2B	2015/07	JPY 114M	JPY 428M	1.34 x	16.8%
86	Mixed (Office/Retail)	Real Estate for Sale	Minato-ku, Tokyo	7 years	JPY 1B-2B	2015/07	JPY 57M	JPY 293M	1.19 x	20.4%
87	Office	Real Estate for Sale	Chiyoda-ku, Tokyo	8 years	JPY 1B-2B	2015/07	JPY 50M	JPY 237M	1.11 x	12.8%
88	Office	Real Estate for Sale	Shinagawa-ku, Tokyo	28 years	JPY 1B-2B	2015/07	JPY 96M	JPY 355M	1.32 x	15.8%
89	Office	Real Estate for Sale	Musashino City, Tokyo	27 years	>JPY 3B	2015/07	JPY 127M	JPY 670M	1.72 x	13.3%
90	Office	Real Estate for Sale	Osaka City, Osaka	22 years	>JPY 3B	2015/07	JPY 76M	JPY 248M	1.29 x	15.6%

[1] Forecast Equity Multiple is based on the business plan of each asset and is the expected sum of rental income and profits on sale divided by Ichigo Investment.
[2] Forecast IRR is the forecast internal rate of return based on each asset's actual cash flow. The total Forecast Equity Multiple and Forecast IRR reflect assets acquired from FY15/2 onward and exclude Fixed Assets.

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Value-Add Full Asset Breakdown (7)

No.	Asset Class	Asset Type	Location	Building Age	Acquisition Price	Acquired Date	Expected NOI/Year	Ichigo Investment	Forecast Equity Multiple[1]	Forecast IRR[2]
91	Office	Real Estate for Sale	Osaka City, Osaka	17 years	JPY 1B-2B	2015/07	JPY 94M	JPY 330M	1.14 x	16.1%
92	Office	Real Estate for Sale	Fukuoka City, Fukuoka	8 years	JPY 1B-2B	2015/07	JPY 87M	JPY 353M	1.82 x	17.7%
93	Office	Real Estate for Sale	Fukuoka City, Fukuoka	13 years	JPY 1B-2B	2015/07	JPY 87M	JPY 358M	1.92 x	18.8%
94	Office	Real Estate for Sale	Nagoya City, Aichi	6 years	JPY 2B-3B	2015/07	JPY 143M	JPY 588M	1.21 x	26.3%
95	Office	Real Estate for Sale	Nagoya City, Aichi	24 years	JPY 1B-2B	2015/07	JPY 59M	JPY 240M	1.17 x	19.4%
96	Hotel	Real Estate for Sale	Sapporo City, Hokkaido	23 years	<JPY 1B	2015/08	JPY 26M	JPY 2M	5.52 x	291.5%
97	Hotel	Real Estate for Sale	Chuo-ku, Tokyo	1 years	JPY 1B-2B	2015/09	JPY 70M	JPY 240M	1.49 x	48.7%
98	Hotel	Real Estate for Sale	Naha City, Okinawa	27 years	JPY 2B-3B	2015/11	JPY 166M	JPY 640M	1.91 x	25.9%

[1] Forecast Equity Multiple is based on the business plan of each asset and is the expected sum of rental income and profits on sale divided by Ichigo Investment.
[2] Forecast IRR is the forecast internal rate of return based on each asset's actual cash flow. The total Forecast Equity Multiple and Forecast IRR reflect assets acquired from FY15/2 onward and exclude Fixed Assets.

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Value-Add Full Asset Breakdown (8)

No.	Asset Class	Asset Type	Location	Building Age	Acquisition Price	Acquired Date	Expected NOI/Year	Ichigo Investment	Forecast Equity Multiple[1]	Forecast IRR[2]
99	Hotel	Real Estate for Sale	Suginami-ku, Tokyo	23 years	JPY 2B-3B	2015/12	JPY 182M	JPY 764M	1.74 x	74.4%
100	Hotel	Real Estate for Sale	Taito-ku, Tokyo	23 years	JPY 1B-2B	2015/12	JPY 85M	JPY 387M	1.71 x	70.6%
101	Hotel	Real Estate for Sale	Okayama City, Okayama	32 years	<JPY 1B	2015/12	JPY 81M	JPY 321M	1.58 x	57.9%
102	Hotel	Real Estate for Sale	Matsuyama City, Aichi	27 years	JPY 1B-2B	2015/12	JPY 114M	JPY 412M	1.69 x	68.5%
103	Hotel	Real Estate for Sale	Naha City, Okinawa	41 years	JPY 2B-3B	2015/12	JPY 192M	JPY 596M	2.04 x	104.3%
104	Hotel	Real Estate for Sale	Osaka City, Osaka	31 years	>JPY 3B	2015/12	JPY 341M	JPY 1,437M	1.76 x	76.0%
105	Hotel	Real Estate for Sale	Kumamoto City, Kumamoto	31 years	JPY 1B-2B	2015/12	JPY 117M	JPY 453M	1.61 x	61.2%
106	Hotel	Real Estate for Sale	Tokoname City, Aichi	11 years	>JPY 3B	2016/12	JPY 274M	JPY 1,228M	1.46 x	46.4%
107	Hotel	Real Estate for Sale	Kushiro City, Hokkaido	6 years	<JPY 1B	2016/12	JPY 26M	JPY 107M	1.59 x	59.4%
108	Hotel	Real Estate for Sale	Suzuka City, Mie	8 years	<JPY 1B	2016/12	JPY 25M	JPY 95M	1.60 x	59.7%
			Total 108 Assets		**JPY 184,754M**		**JPY 10,964M**	**JPY 38,570M**	**2.26 x**	**78.4%**
			Assets acquired in FY16/2 Q1	**4 Assets**	**JPY 5,740M**		**JPY 328M**	**JPY 1,026M**	**2.26 x**	**47.7%**
			Assets acquired in FY16/2 Q2	**29 Assets**	**JPY 55,210M**		**JPY 2,837M**	**JPY 6,731M**	**1.63 x**	**143.5%**
			Assets acquired in FY16/2 Q3	**2 Assets**	**JPY 3,830M**		**JPY 235M**	**JPY 880M**	**1.80 x**	**37.7%**
			Assets acquired in FY16/2 Q4	**10Assets**	**JPY 20,853M**		**JPY 1,437M**	**JPY 5,800M**	**1.69 x**	**67.8%**
			Assets acquired in FY16/2	**45 Assets**	**JPY 85,635M**		**JPY 4,838M**	**JPY 14,437M**	**1.71 x**	**113.5%**
			Note: 3 Assets acquired and sold in FY 16/2		**JPY 5,082M**		**JPY 298M**	**JPY 1,711M**	**1.19 x**	**87.1%**

[1] Forecast Equity Multiple is based on the business plan of each asset and is the expected sum of rental income and profits on sale divided by Ichigo Investment.
[2] Forecast IRR is the forecast internal rate of return based on each asset's actual cash flow. The total Forecast Equity Multiple and Forecast IRR reflect assets acquired from FY15/2 onward and exclude Fixed Assets.

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Reference: Japanese 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.

Contract Date	Tariff per 1kWh*	Guarantee Period
FY2012	40 yen	20 years
FY2013	36 yen	20 years
FY2014	32 yen	20 years

Contract Date	Tariff per 1kWh*	Guarantee Period
FY2015(4/1-6/30)	29 yen	20 years
FY2015(7/1-3/3)	27 yen	20 years
FY2016	24 yen	20 years

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

Current Regulatory Framework and Ichigo Plant Status

- Utilities are allowed to suspend its renewable energy supply without compensation if supply exceeds demand. The maximum suspension duration is total 30 days or 360 hours per annum.
- Although utilities are not allowed to suspend the acceptance of applications (based on the "Act on Special Measures concerning the Procurement of Renewable Electric Energy by Operators of Electric Utilities"), approval for grid connection is pending for many solar power suppliers. All of Ichigo's power plants have grid connection approvals.
- In certain cases, utilities that are potentially subject to renewable energy production that exceeds their grid capacity are allowed to suspend renewable energy supply from new suppliers without limit and without compensation. None of Ichigo's power plants are subject to these suspensions.

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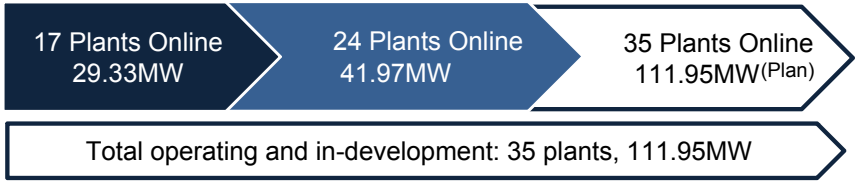
Clean Energy Near-Term Earnings

- Significant Revenue Growth
- Positive Operating Profit (FY16/2 OP = JPY 323M vs. FY15/2 JPY -93M)

(Million Yen)

	FY15/2 (12M)	FY16/2 (12M)	FY16/2 Initial Full-Year Forecast	vs Initial Full-Year Forecast
Revenues	605	1,628	1,581	103.0%
Cost of Goods Sold	411	945	992	-
Gross Profit	194	683	589	116.0%
SG&A	288	358	390	—
Adjustments (including offsets of cross-segment transactions)	—	—	—	—
Operating Profit	-93	323	198	163.1%
(Reference) Interest Expense	69	104	144	—

Solar Power Plant Schedule



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Individual Solar Power Plant P&L Breakdown (1)

Total 20-Year Forecast IRR for All Plants: 39.1% p.a.

No.		Area	Panel Output (MW)	Fixed Tariff (Pre-tax, yen)	Operation Start Date	Expected NOI/Year	Depreciation	Ichigo Investment	Forecast Equity Multiple (If held for 20 years)[1]	Forecast IRR[2]
1	Ichigo Tokushima Higashi Okinosu ECO Power Plant	Shikoku	2.52	40	Aug-13	JPY 84M	JPY 36M	JPY 129M	7.46 x	26.2%
2	Ichigo Kiryu Okuzawa ECO Power Plant	Kanto	1.33	40	Sep-13	JPY 42M	JPY 20M	JPY 94M	4.77 x	17.6%
3	Ichigo Motomombetsu ECO Power Plant	Hokkaido	1.40	40	Feb-14	JPY 44M	JPY 21M	JPY 134M	3.84 x	15.2%
4	Ichigo Fuchu Jogecho Yano ECO Power Plant	Chugoku	0.99	40	Mar-14	JPY 28M	JPY 15M	JPY 102M	3.09 x	12.4%
5	Ichigo Muroran Hatchodaira ECO Power Plant	Hokkaido	1.24	40	Mar-14	JPY 41M	JPY 20M	JPY 138M	3.29 x	12.3%
6	Ichigo Engaru Kiyokawa ECO Power Plant	Hokkaido	1.12	40	Mar-14	JPY 35M	JPY 16M	JPY 93M	4.17 x	16.5%
7	Ichigo Yubetsu Barou ECO Power Plant	Hokkaido	0.80	40	Apr-14	JPY 23M	JPY 13M	JPY 31M	5.30 x	15.0%
8	Ichigo Iyo Nakayamacho Izubuchi ECO Power Plant	Shikoku	1.23	40	Apr-14	JPY 43M	JPY 19M	JPY 73M	6.58 x	25.3%
9	Ichigo Maebashi Naegashima ECO Power Plant	Kanto	0.67	40	Apr-14	JPY 25M	JPY 9M	JPY 40M	8.57 x	34.3%
10	Ichigo Betsukai Kawakamicho ECO Power Plant	Hokkaido	0.88	40	Oct-14	JPY 29M	JPY 14M	JPY 42M	6.31 x	23.0%
11	Ichigo Toyokoro Sasadamachi ECO Power Plant	Hokkaido	0.61	40	Oct-14	JPY 23M	JPY 10M	JPY 31M	7.27 x	27.4%
12	Ichigo Nakashibetsu Midorigaoka ECO Power Plant	Hokkaido	1.93	40	Nov-14	JPY 64M	JPY 29M	JPY 175M	4.09 x	15.3%
13	Ichigo Abira Toasa ECO Power Plant	Hokkaido	1.17	40	Dec-14	JPY 39M	JPY 19M	JPY 36M	10.12 x	35.2%
14	Ichigo Toyokoro ECO Power Plant	Hokkaido	1.03	40	Dec-14	JPY 41M	JPY 16M	JPY 65M	7.59 x	33.0%
15	Ichigo Higashi Hiroshima Saijocho Taguchi ECO Power Plant	Chugoku	2.73	40	Jan-15	JPY 97M	JPY 41M	JPY 241M	5.15 x	20.3%
16	Ichigo Nago Futami ECO Power Plant	Okinawa	8.44	40	Feb-15	JPY 308M	JPY 132M	JPY 1,189M	3.48 x	12.0%
17	Ichigo Engaru Higashimachi ECO Power Plant	Hokkaido	1.24	40	Feb-15	JPY 40M	JPY 19M	JPY 32M	10.90 x	37.5%

[1] Forecast Equity Multiple is based on the P-50* business plan of each plant and is the expected sum of income divided by Ichigo Investment.
[2] Forecast IRR is the internal rate of return based on each plant's P50 forecast cash flow.
* P50 is a third-party, 50% probability mean annual production forecast that serves as the base forecast for each solar power plant's operating plan.

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Individual Solar Power Plant P&L Breakdown (2)

No.		Area	Panel Output (MW)	Fixed Tariff (Pre-tax, yen)	Operation Start Date	Expected NOI/Year	Depreciation	Ichigo Investment	Forecast Equity Multiple (If held for 20 years)[1]	Forecast IRR[2]
18	Ichigo Akkeshi Shirahama ECO Power Plant	Hokkaido	0.81	40	Mar-15	JPY 23M	JPY 13M	JPY 43M	4.21 x	14.6%
19	Ichigo Takamatsu Kokubunjicho Nii ECO Power Plant	Shikoku	2.43	36	Jun-15	JPY 85M	JPY 32M	JPY 59M	16.72 x	37.9%
20	Ichigo Miyakonojo Yasuhisacho ECO Power Plant	Kyushu	1.44	36	Jul-15	JPY 46M	JPY 20M	—	-	-
21	Ichigo Toyokawa Mitocho Sawakihama ECO Power Plant	Chubu	1.80	32	Sep-15	JPY 41M	JPY 22M	JPY 10M	32.63 x	97.1%
22	Ichigo Yamaguchi Aionishi ECO Power Plant	Chugoku	1.24	40	Dec-15	JPY 42M	JPY 19M	JPY 13M	29.44 x	87.0%
23	Ichigo Hamanaka Bokujo Tsurunokotai ECO Power Plant	Tohoku	2.31	36	Dec-15	JPY 74M	JPY 31M	JPY 22M	30.84 x	92.6%
24	Ichigo Yonago Izumi ECO Power Plant	Chugoku	2.61	40	Jan-16	JPY 89M	JPY 34M	—	-	-
25	Ichigo Kasaoka Takumicho ECO Power Plant	Chugoku	1.12	32	Mar-16	JPY 26M	JPY 14M	JPY 10M	20.48 x	59.6%
26	Ichigo Yamaguchi Sayama ECO Power Plant	Chugoku	2.36	36	Apr-16	JPY 74M	JPY 33M	JPY 19M	36.82 x	127.7%
27	Ichigo Toki Oroshicho ECO Power Plant	Chubu	1.40	36	Jun-16	JPY 41M	JPY 20M	JPY 9M	38.04 x	96.1%
28	Ichigo Toride Shimotakai Kita ECO Power Plant	Kanto	1.03	32	Jul-16	JPY 25M	JPY 13M	JPY 8M	26.18 x	67.7%
29	Ichigo Toride Shimotakai Minami ECO Power Plant	Kanto	0.54	32	Jul-16	JPY 12M	JPY 6M	JPY 3M	32.29 x	75.3%
30	Ichigo Hamanaka Bokujo Kajibayashi ECO Power Plant	Tohoku	2.31	36	Oct-16	JPY 74M	JPY 33M	JPY 45M	15.13 x	35.3%
31	Ichigo Sera Tsukuchi ECO Power Plant	Chugoku	2.54	32	Jan-17	JPY 68M	JPY 30M	JPY 50M	6.93 x	22.2%
32	Ichigo Sera Aomizu ECO Power Plant	Chugoku	2.75	32	Feb-17	JPY 74M	JPY 33M	JPY 54M	6.92 x	21.7%
33	Ichigo Kure Yasuuracho Nakahata ECO Power Plant	Chugoku	2.65	36	Aug-17	JPY 70M	JPY 35M	JPY 88M	7.43 x	19.8%
34	Ichigo Showamura Ogose ECO Power Plant	Kanto	43.01	36	Jan-18	JPY 1,359M	JPY 606M	JPY 482M	29.07 x	43.1%
35	Ichigo Minakami Aramaki ECO Power Plant	Kanto	10.26	36	Jul-18	JPY 347M	JPY 176M	JPY 329M	9.40 x	14.9%
		Total 111.95MW				**JPY 3,576M**	**JPY 1,619M**	**JPY 3,889M**	**13.47 x**	**39.1%**

[1] Forecast Equity Multiple is based on the P-50* business plan of each plant and is the expected sum of income divided by Ichigo Investment.
[2] Forecast IRR is the internal rate of return based on each plant's P50 forecast cash flow.
*P50 is a third-party, 50% probability mean annual production forecast that serves as the base forecast for each solar power plant's operating plan.
(Note) Plants No. 27 to 31 are new projects as of Q4 .

Updates

- Plants expected to start operation in FY17/2: Ichigo Toride Shimotakai Kita & Minami, Ichigo Toki Oroshicho, Ichigo Sera Tsukuchi
- Panel output change: Ichigo Sera Aomizu 2.05MW→2.57MW
- Expected NOI/Year, Depreciation, Ichigo Investment, Forecast Equity Multiple, and Forecast IRR have been updated on an individual plant basis as appropriate to reflect current forecast operating conditions.

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Consolidated Balance Sheet: Assets

(Million Yen)

	FY12/2	FY13/2	FY14/2	FY15/2	FY16/2	vs FY15/2
Assets						
Current Assets						
Cash and cash equivalents	9,791	9,713	24,991	19,383	28,779	+9,396
Trade notes and accounts receivable	1,069	548	451	519	691	+172
Operational investments in loans	2,527	3,636	1,100	2,330	1,324	-1,006
Operational investments in securities	4,226	4,271	3,583	1,965	1,784	-181
Real estate for sale	49,674	46,176	54,084	109,769	172,833	+63,064
Deferred tax assets	—	369	576	1,200	1,766	+566
Other	1,465	2,042	1,384	2,657	3,966	+1,309
Less: allowance for doubtful	-2,930	-3,177	-410	-484	-458	+26
Total Current Assets	65,824	63,581	85,761	137,342	210,687	+73,345
Fixed Assets						
Property, Plant, and Equipment						
Buildings and structures (net)	2,903	2,863	4,901	4,021	3,830	-191
Equipment (net)	—	21	2,044	9,168	12,267	+3,099
Land	7,114	7,082	12,433	12,142	12,192	+50
Other (net)	91	80	1,922	989	3,255	+2,266
Total Property, Plant, and Equipment	10,109	10,047	21,300	26,321	31,546	+5,225
Intangible Assets						
Goodwill	2,077	2,203	2,221	2,082	1,942	-140
Leasehold rights	—	—	392	392	392	—
Other	27	20	71	27	38	+11
Total Intangible Assets	2,105	2,223	2,686	2,502	2,373	-129
Investments and Other Assets						
Investments in securities	3,589	4,117	4,278	5,266	5,486	+220
Long-term loans receivable	14	13	13	12	12	—
Deferred tax assets	—	0	222	2	39	+37
Other	623	545	780	1,392	1,736	+344
Less: allowance for doubtful	-96	-101	-97	-95	-124	-29
Total Investments and Other Assets	4,131	4,575	5,196	6,578	7,149	+571
Total Fixed Assets	16,346	16,846	29,183	35,402	41,069	+5,667
Total Assets	**82,170**	**80,428**	**114,944**	**172,744**	**251,757**	**+79,013**

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Consolidated Balance Sheet: Liabilities & Net Assets

(Million Yen)

	FY12/2	FY13/2	FY14/2	FY15/2	FY16/2	vs FY15/2
Liabilities						
Current Liabilities						
Trade notes and accounts payable	57	64	132	124	80	-44
Short-term borrowings	170	484	950	1,416	2,188	+772
Short-term non-recourse loans	—	—	—	48	79	+31
Long-term borrowings (due within one year)	1,768	966	3,123	3,488	8,161	+4,673
Long-term non-recourse loans (due within one year)	8,793	2,263	428	786	2,975	+2,189
Income taxes payable	115	65	96	284	631	+347
Deferred tax liabilities	—	15	24	30	53	+23
Accrued bonuses	22	25	14	16	13	-3
Other current liabilities	2,974	3,419	2,817	3,677	3,979	+302
Total Current Liabilities	13,902	7,304	7,588	9,872	18,161	+8,289
Long-Term Liabilities						
Non-recourse bonds	—	—	—	100	100	—
Long-term borrowings	7,413	5,456	26,126	53,409	94,409	+41,000
Long-term non-recourse loans	28,899	32,776	24,178	43,004	56,193	+13,189
Deferred tax liabilities	6	277	1,213	1,402	1,543	+141
Long-term security deposits received	3,362	3,230	4,770	6,391	8,707	+2,316
Negative goodwill	360	270	180	90	—	-90
Other long-term liabilities	36	46	44	96	475	+379
Total Long-Term Liabilities	40,080	42,056	56,513	104,494	161,430	+56,936
Total Liabilities	**53,982**	**49,361**	**64,102**	**114,367**	**179,591**	**+65,224**
Net Assets						
Shareholders' Equity						
Capital	18,078	18,113	26,443	26,499	26,575	+76
Capital reserve	2,395	2,429	10,808	10,873	10,968	+95
Retained earnings	6,298	7,923	10,891	17,201	29,454	+12,253
Treasury shares	-187	-187	-92	-78	-41	+37
Total Shareholders' Equity	26,584	28,279	48,050	54,496	66,956	+12,460
Accumulated Other Comprehensive Income						
Valuation gain (loss) on other securities	-604	160	400	1,208	761	-447
Deferred gain (loss) on hedges	—	—	—	-36	-251	-215
Foreign currency translation adjustment	-7	16	9	6	23	+17
Total Accumulated Other Comprehensive Income	△ 612	177	409	1,177	533	-644
Stock Options	116	143	121	198	319	+121
Minority Interests	2,099	2,466	2,261	2,505	4,357	+1,852
Total Net Assets	**28,187**	**31,066**	**50,842**	**58,377**	**72,166**	**+13,789**
Total Liabilities and Net Assets	**82,170**	**80,428**	**114,944**	**172,744**	**251,757**	**+79,013**

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Consolidated P&L

(Million Yen)

	FY12/2	FY13/2	FY14/2	FY15/2	FY16/2	vs FY15/2	Full-Year Forecast	vs Full-Year Forecast
Revenues	**18,952**	**16,397**	**35,101**	**42,705**	**49,699**	**+6,994**	**45,000**	**110.4%**
Cost of Goods Sold	15,030	11,422	27,666	30,539	29,835	-704	–	–
Gross Profit	**3,921**	**4,974**	**7,435**	**12,166**	**19,863**	**+7,697**	**16,500**	**120.4%**
SG&A	2,871	3,130	3,522	3,977	4,446	+469	–	–
Operating Profit	**1,050**	**1,844**	**3,912**	**8,189**	**15,417**	**+7,228**	**11,700**	**131.8%**
Non-Operating Profit								
Interest income	5	3	4	5	2	-3	–	–
Dividend income	20	24	112	78	79	+1	–	–
Equity in earnings of affiliates	141	–	–	–	0	–	–	–
Amortization of negative goodwill	90	90	90	90	90	–	–	–
Other	33	36	31	39	43	+4	–	–
Total Non-Operating Profit	291	155	238	213	215	+2	–	–
Non-Operating Expenses								
Interest expense	284	238	370	943	1,277	+334	–	–
Issuance cost of corporate bonds	48	–	–	–	–	–	–	–
Stock issuance cost	–	0	89	–	–	–	–	–
Other	29	26	93	202	465	+263	–	–
Total Non-Operating Expenses	361	265	553	1,146	1,743	+597	–	–
Recurring Profit	**979**	**1,734**	**3,597**	**7,255**	**13,889**	**+6,634**	**10,250**	**135.5%**
Extraordinary Gain								
Gain on sales of fixed assets	–	9	7	–	–	–	–	–
Gain on sales of investment securities	–	72	204	–	223	+223	–	–
Gain on redemptions of equity holdings	1,173	–	–	–	–	–	–	–
Receipt of share trading proceeds	–	–	434	–	–	–	–	–
Other	75	0	33	57	0	-57	–	–
Total Extraordinary Gain	1,248	83	680	57	223	+166	–	–
Extraordinary Loss								
Loss on sale and retirement of fixed assets	38	1	1	0	–	–	–	–
Loss on sale of investment securities	62	–	–	–	–	–	–	–
Valuation loss on investments in securities	–	62	–	–	49	+49	–	–
Office move expenses	14	19	21	1	9	+8	–	–
Impairment Loss	–	33	307	–	–	–	–	–
Loss on business liquidation	26	–	–	–	–	–	–	–
Other	109	8	13	91	31	-60	–	–
Total Extraordinary Loss	251	124	344	93	89	-4	–	–
Pre-Tax Net Income	1,976	1,693	3,933	7,220	14,022	+6,802	–	–
Income Taxes - Current	159	54	43	564	1,330	+766	–	–
Income Taxes - Deferred	–	-106	-616	-220	-369	-149	–	–
Total Income Taxes	159	-51	-573	343	960	+617	–	–
Profit before Gain on Minority Interests	1,817	1,745	4,506	6,876	13,062	+6,186	–	–
Gain on Minority Interests	47	108	-19	115	136	+21	–	–
Net Income	**1,770**	**1,637**	**4,526**	**6,761**	**12,925**	**+6,164**	**9,150**	**141.3%**

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Consolidated Cash Flows from Operating Activities

(Million Yen)

	FY12/2 (12M)	FY13/2 (12M)	FY14/2 (12M)	FY15/2 (12M)	FY16/2 (12M)
Cash Flows from Operating Activities					
Pre-tax net income	1,976	1,693	3,933	7,220	14,022
Depreciation	166	230	304	565	792
Share-based compensation expenses	37	49	69	112	174
Amortization of goodwill	107	114	139	139	139
Amortization of negative goodwill	-90	-90	-90	-90	-90
Increase (decrease) in accrued bonuses	-2	3	-11	1	-3
Increase (decrease) in allowance for doubtful	-3,529	195	33	65	3
Increase (decrease) in other allowances	-135	-11	—	—	—
Interest and dividend income	-26	-28	-116	-83	-81
Interest expense	284	238	370	943	1,277
Issuance cost of corporate bonds	48	—	—	—	—
Equity in earnings of affiliates (gain)	-141	—	—	—	—
Loss (gain) on sales of equity holdings in affiliates	-1,173	—	—	—	—
Loss (gain) on sales of investment securities	62	-72	-204	—	-223
Loss (gain) on sales/retirement of fixed assets	38	-8	-6	—	—
Impairment Loss	—	33	307	—	—
Valuation loss on investments in securities	—	62	—	—	49
Decrease (increase) in trading notes and receivables	-269	515	97	-68	-172
Decrease (increase) in operating loan receivables	454	-1,100	218	-1,230	1,006
Decrease (increase) in operational investments	3,068	723	1,635	1,110	1,239
Valuation loss on operational investments in securities	139	63	114	—	19
Decrease (increase) in real estate for sale	610	2,556	-6,729	-42,991	-63,070
Valuation loss on investments in capital	471	119	—	—	—
Valuation loss on investments in capital	41	1	12	91	11
Decrease (increase) in advances paid	—	—	—	—	-990
Decrease (increase) in accounts receivable	-179	-380	-255	-1,079	-1,140
Increase (decrease) in accounts payable	-137	-39	-139	388	535
Increase (decrease) in accrued expenses	1,067	519	137	16	42
Increase (decrease) in advances received	-141	11	38	96	317
Increase (decrease) in security deposits received	-81	-253	1,230	1,391	2,380
Other	-240	-239	522	-407	435
Sub-total	2,425	4,908	1,611	-33,437	-43,324
Interest and dividend income received	171	28	116	83	81
Interest expenses paid	-315	-220	-378	-843	-1,226
Income taxes paid	-154	-106	-94	161	-186
Net Cash from (Used for) Operating Activities	**2,127**	**4,609**	**1,254**	**-34,292**	**-44,654**

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Consolidated Cash Flows from Investing & Financing Activities

(Million Yen)

	FY12/2	FY13/2	FY14/2	FY15/2	FY16/2
Cash Flows from Investing Activities					
Payments into time deposits	-352	-0	-0	-325	0
Proceeds from withdrawal of time deposits	—	151	—	325	—
Acquisition of investment securities	—	-15	—	-210	-671
Proceeds from sales of investment securities	137	76	282	—	296
Proceeds from redemptions of investment securities	40	30	2	0	3
Proceeds from sale of securities in affiliates	3,327	—	—	—	—
Acquisition of property and equipment	-63	-124	-7,150	-10,769	-6,628
Proceeds from sale of property and equipment	9	17	72	—	—
Acquisition of intangible assets	-7	-0	-389	-23	-21
Payments for investments	—	-4	-5	-10	-9
Proceeds from redemptions of investments	—	0	7	0	6
Proceeds from sale of investments	4	—	—	—	—
Payments of security deposits	—	—	-5	-127	-37
Payments for acquisitions of subsidiaries resulting in the change of consolidation scope	-271	-218	-1,389	—	—
Payments for acquisitions of newly consolidated	—	—	—	-1,349	—
Other	-14	60	-35	4	9
Net Cash from (Used for) Investing Activities	**2,808**	**-27**	**-8,610**	**-12,485**	**-7,052**
Cash Flows from Financing Activities					
Increase (decrease) in short-term bank loans, net	-1,123	314	465	466	771
Increase (decrease) in short-term non-recourse loans, net	—	—	—	48	31
Proceeds from issuance of corporate bonds	6,059	—	—	—	—
Redemption on corporate bonds	-6,500	—	—	—	—
Proceeds from issuance of non-recourse bonds	2,100	—	—	—	—
Redemption of non-recourse bonds	-2,455	—	—	—	—
Proceeds from long-term bank loans	2,900	5,440	26,777	47,203	64,866
Repayment of long-term bank loans	-2,807	-8,199	-5,388	-19,557	-19,192
Proceeds from long-term non-recourse loans	11,610	12,346	5,675	19,900	18,150
Repayment of long-term non-recourse loans	-14,231	-13,885	-19,030	-5,958	-2,772
Proceeds from issuance of common shares	—	—	16,387	—	—
Payment on share buyback	-935	—	—	—	—
Proceeds from exercise of stock options	—	48	242	99	153
Proceeds from minority interests	-0	—	-445	-543	-646
Share issuance to minority shareholders	—	20	—	—	2,000
Payments to minority shareholders for redemption of common stock	-30	-19	—	—	—
Cash dividends paid to minority interests	-65	-0	—	—	-43
Net Cash from (Used for) Financing Activities	**-5,480**	**-3,935**	**24,682**	**41,658**	**63,318**

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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.

Contact:
Ichigo (TSE1 2337)
Investor Relations

TEL: +81-3-3502-4818 FAX:+81-3-3502-4801
E-mail：ir@ichigo.gr.jp
www.ichigo.gr.jp/english

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