

*[Provisional Translation Only]*

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August 18, 2022

**Ichigo Inc.** (Tokyo Stock Exchange Prime, 2337)

Representative: Scott Callon, Chairman

Inquiries: Takanori Sakamatsu, Senior Statutory Executive Officer

Telephone: +81-3-3502-4818 [www.ichigo.gr.jp/en](http://www.ichigo.gr.jp/en)

## **Ichigo Owners Brokerage Agreement with Aoyama Zaisan Networks**

Ichigo Owners, Ichigo's wholly-owned subsidiary, signed a brokerage agreement today with Aoyama Zaisan Networks Co., Ltd. ("Aoyama Zaisan Networks") in order to further grow its Co-Ownership business.

### **1. Brokerage Agreement Overview**

The brokerage agreement allows for Aoyama Zaisan Networks to solicit investors and broker their investments into Ichigo Owners' Co-Ownership assets.

Ichigo Owners and Aoyama Zaisan Networks will work together leveraging their respective strengths, starting with the third sale of Ichigo Owners' Co-Ownership assets scheduled to be launched on September 1, 2022. Both companies expect to continue working together to help meet clients' real estate investment needs.

### **2. Brokerage Agreement Rationale**

Ichigo Owners provides real estate and related services to clients, putting clients first and building long-term relationships. Since its establishment in March 2017, Ichigo Owners has been leveraging Ichigo's real estate know-how to acquire and manage residential assets tailored to the diverse investment needs of clients, and last year launched its Co-Ownership business which allows investors to make diversified, small-scale investments in a broad array of Ichigo Owners' real estate assets.

Aoyama Zaisan Networks has been providing comprehensive consulting services to individuals and business owners for over 30 years, including asset management and business succession consulting services aimed at contributing to clients' happiness. In addition to its in-house team of specialists including accountants and tax accountants, the company has partnered with accounting and tax accounting offices across Japan to build a nation-wide network.

Combining Ichigo Owners' real estate capabilities and Aoyama Zaisan Networks' broad network will allow both companies to provide many clients with high-quality products suited towards long-term asset formation.

### 3. Broker Overview

Name	Aoyama Zaisan Networks Co., Ltd.
Representative	Masazumi Hasumi, CEO
Business	<ul style="list-style-type: none"><li>• Asset management consulting</li><li>• Business succession consulting</li><li>• Real estate solutions consulting</li></ul>
Establishment Date	September 17, 1991
Corporate Website	<a href="http://www.azn.co.jp/eng">www.azn.co.jp/eng</a>

### 4. Transaction Details

Contract Date	August 18, 2022
Settlement Date	August 18, 2022
Brokerage Services Start Date	September 1, 2022

### 5. Third Ichigo Owners Co-Ownership Assets Overview

#### (1) Real Estate Assets

Three residential assets located in Tokyo's Shinjuku, Setagaya, and Shinagawa Wards.



#### (2) Partnership Head

Ichigo Owners

(Joint Real Estate Ventures, Tokyo Metropolitan Government registration #153)

#### (3) Expected Ownership Term

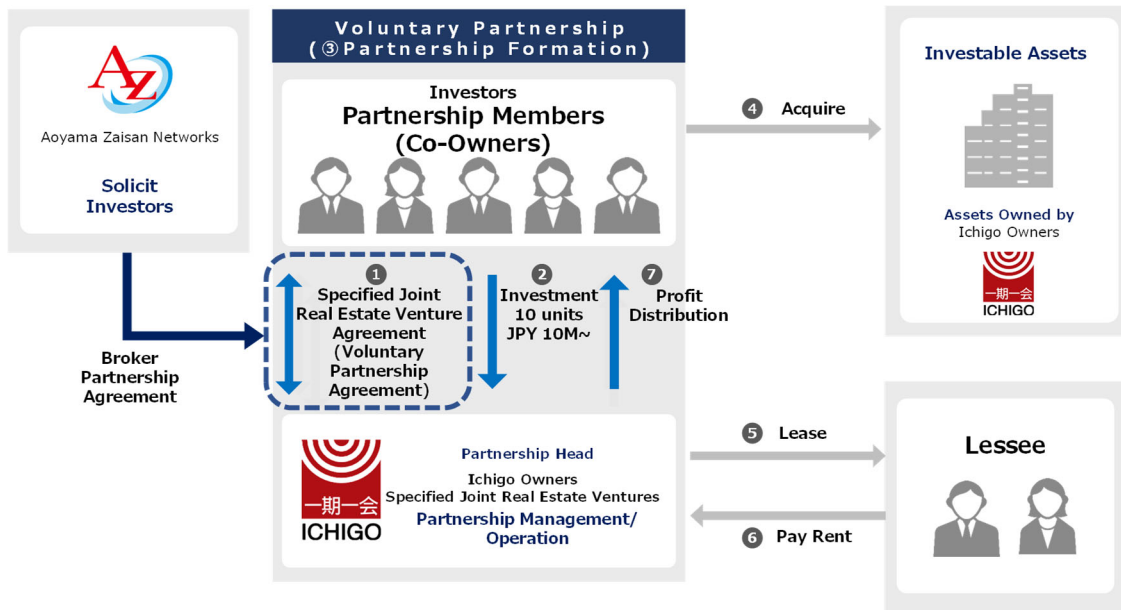
10 years

### 6. Earnings Impact

Although this brokerage agreement has limited impact on Ichigo's FY23/2 consolidated earnings, Ichigo believes the further growth of Ichigo Owners' Co-Ownership business will contribute to driving long-term shareholder value.

## Reference

### Ichigo Co-Ownership Business and Brokerage Agreement Overview



For details on the Co-Ownership business, please refer to our website at [www.ichigo.gr.jp/en/business/building\\_share](http://www.ichigo.gr.jp/en/business/building_share) or contact Ichigo Owners at [o-share@ichigo.gr.jp](mailto:o-share@ichigo.gr.jp).