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### FY24/2 Full-Year Earnings Forecast Upward Revision

Ichigo is revising up its FY24/2 consolidated full-year earnings forecast announced on April 19, 2023.

#### 1. Revised FY24/2 Full-Year Earnings Forecast (March 1, 2023 – February 29, 2024)

(JPY million)

	Revenue	Operating Profit	All-In Operating Profit	Recurring Profit	All-In Recurring Profit
Previous Forecast (A)	–	9,500	18,000	6,000	14,500
<b>Revised Forecast (B)</b>	<b>82,700</b>	<b>12,900</b>	<b>21,100</b>	<b>10,300</b>	<b>18,600</b>
Change (B) – (A)	–	3,400	3,100	4,300	4,100
% Change	–	+35.8%	+17.2%	+71.7%	+28.3%
Reference: FY23/2 Actual	68,093	12,492	16,908	10,848	15,264

	Net Income	Cash Net Income	EPS
Previous Forecast (A)	10,000	15,500	JPY 22.06
<b>Revised Forecast (B)</b>	<b>12,000</b>	<b>17,800</b>	<b>JPY 26.65</b>
Change (B) – (A)	2,000	2,300	JPY 4.59
% Change	+20.0%	+14.8%	+20.8%
Reference: FY23/2 Actual	9,409	15,327	JPY 20.45

Note: To provide transparency to investors on the full profit contribution of Ichigo's Sustainable Real Estate business, Ichigo discloses All-In Operating Profit and All-In Recurring Profit, which adds the Sustainable Real Estate Segment's Fixed Asset Gains on Sales (accounted for as Extraordinary Gains in J-GAAP) to Operating Profit and

Recurring Profit. Due to Ichigo's focus on maximizing long-term cash flows for shareholders, Ichigo's cash earnings significantly exceed accounting earnings.

All-In Operating Profit = Operating Profit + Gains on Sale of Sustainable Real Estate Assets

All-In Recurring Profit = Recurring Profit + Gains on Sale of Sustainable Real Estate Assets

Cash Net Income = Net Income + Non-Cash Expenses (e.g., Depreciation, Goodwill Amortization)

## 2. FY24/2 Full-Year Earnings Forecast Revision Rationale

Ichigo is revising up its earnings forecast to reflect growth in both its stock and flow earnings. Above-forecast hotel earnings on strong business and leisure demand were the key driver of the growth in stock earnings. In turn, flow earnings increased on sales of five hotels to Ichigo Hotel (3463) and the expansion of Ichigo's sales channels via Ichigo Owners' security token business. Ichigo's long-term interest rate hedges to reduce interest rate risks also contributed to borrowing-related costs coming in below forecast.

Because Ichigo is focused on growing long-term EPS, not revenue, Ichigo does not issue a revenue forecast. However, in view of the fact that full-year revenue is now forecast to increase materially (i.e., >10%) year-on-year, per TSE guidelines Ichigo is disclosing a revenue forecast at this time.

As a sustainable infrastructure company committed to contribute to a sustainable society, Ichigo is working to grow value for all Ichigo shareholders and stakeholders.