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April 22, 2024

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

Representative: Scott Callon, Chairman

Inquiries: Takanori Sakamatsu, Executive Managing Director

Telephone: +81-3-4485-5221 [www.ichigo.gr.jp/en](http://www.ichigo.gr.jp/en)

## **Sale of Residential Assets for Launch of Fourth Ichigo Residence Token**

Ichigo Owners, Ichigo's wholly-owned subsidiary, is expanding its digital real estate business leveraging highly secure security tokens on a blockchain platform.

Following the launch of its third token last November, Ichigo Owners will begin sales of its fourth token, Ichigo Residence Token: Nishi Azabu, Yoyogi, Hatchobori, Ueno, Monzen Nakacho, Asagaya, & Kanamachi, with underlying assets comprising seven residential assets (total JPY 10.2B) located in Tokyo's 23 wards.

Note: A security token is a digital asset that represents ownership of an underlying asset, which can be transferred using an electronic information processing system such as a blockchain.

### **1. Ichigo Residence Token Rationale**

Ichigo's current line-up of investment products available to individuals and business owners includes direct investments in real estate assets, two J-REITs and a listed solar producer, and the Ichigo Owners Co-Ownership business (offering small-lot investments in diverse Ichigo Owners assets).

In order to expand its product offering and provide individuals and business owners with the opportunity to easily invest in high-quality real estate backed by Ichigo's long-standing asset management expertise and real estate know-how, Ichigo Owners launched the Ichigo Residence Token in November 2022, and has decided to begin sales of its fourth token with underlying assets comprising seven Tokyo residential assets with earnings stability that were strategically acquired by Ichigo Owners.

### **2. Digital Real Estate Outlook**

Similar to traditional securities like stocks, the Ichigo Residence Token is regulated by Japan's Financial Instruments and Exchange Act, and is a highly secure investment product given that security ownership is managed on a blockchain, thus minimizing the chances of data fraud. Security tokens also enable small-lot investments in trust beneficiary interests (*juekiken*), therefore providing individual investors the opportunity to invest in alternative investments other than traditional stocks and bonds.

The launch of START, a new trading system designed for the distribution of security tokens developed by Osaka Digital Exchange ("ODX"), has driven the transparency and liquidity of digital real estate transactions via security tokens, and the market is expected to grow. With the aggregate AUM of J-REITs having grown to over JPY 20 trillion during the past two decades and the AUM of private equity funds in Japan at a similar level, Ichigo believes that digital real estate investments, which are based on security tokens, are a key growth area and will work to increase its presence within this field.

Ichigo Investment Advisors, Ichigo’s wholly-owned subsidiary with long-standing expertise in managing two J-REITs, a listed solar producer, and private equity funds, will manage the underlying residential assets of the fourth token and leverage its extensive experience, real estate know-how, and hands-on approach to provide professional real estate asset management services to individual investors.

Ichigo will provide opportunities to make investments in high-quality real estate assets broadly and readily available to many investors. Ichigo’s involvement throughout the value chain, starting with product creation through to investment of the underlying assets, will establish touchpoints with new investors and is expected to contribute towards growing Ichigo’s long-term stock earnings. Ichigo will continue to work towards growing its new digital real estate business and driving shareholder value.

Osaka Digital Exchange (ODX) Overview [www.odx.co.jp/en](http://www.odx.co.jp/en)

Name	Osaka Digital Exchange Co., Ltd.
Principal Businesses	Operation of PTS for equities Operation of START, a private security token trading system
Major Shareholders	SBI PTS Holdings, Co., Ltd. Sumitomo Mitsui Financial Group Nomura Holdings, Inc. Daiwa Securities Group Inc. Cboe Worldwide Holdings Limited
Representatives	Yoshitaka Kitao, Representative Director & Chairman Kimio Mikazuki, Representative Director & President
Address	3-2-18, Nakanoshima, Kita-ku, Osaka (Osaka Office) 3-1-1, Roppongi, Minato-ku, Tokyo (Tokyo Office)
Establishment Date	April 1, 2021
Registration & License	Financial Instruments Dealer License, Kanto Financial Bureau #3328 PTS Operation for Equities

3. Buyer Overview (Launch Date: May 23, 2024)

Name	GK IST Residence 4 (Operator of Fourth Ichigo Residence Token)
Address	3-1-1 Marunouchi, Chiyoda-ku, Tokyo
Representative	Managing Member: IST Residence 4 Manager: Masakazu Hongo
Relationship to Ichigo	The GK does not have any material capital or personnel relationship with Ichigo. Ichigo’s consolidated subsidiary, Ichigo Investment Advisors, will provide asset management services.

Reference: Ichigo Residence Token: Nishi Azabu, Yoyogi, Hatchobori, Ueno, Monzen Nakacho, Asagaya, & Kanamachi Overview

Total Issue Price	JPY 3.156 billion (Expected as of today)
Total Assets Under Management	JPY 10.26 billion
Investment Term	5 years and 2 months (Expected)
Asset Management Company	Ichigo Investment Advisors
Custodian	Mitsubishi UFJ Trust and Banking Corporation
Security Token Issuer	Mitsubishi UFJ Trust and Banking Corporation
Lead Underwriter	SBI Securities Co., Ltd.

To ensure information transparency, disclosures regarding the security tokens will be provided via a dedicated website, which will be made available starting on the same day as the Ichigo Residence Token: Nishi Azabu, Yoyogi, Hatchobori, Ueno, Monzen Nakacho, Asagaya, & Kanamachi. Disclosures will also be available on START-NET, ODX's disclosure system, after the token begins trading on START.

The security tokens will be issued and managed using the Progmat blockchain platform. <https://progmat.co.jp> (Japanese only)

For inquiries, please contact Ichigo Investment Advisors at +81-3-4485-5230.

#### 4. Transaction Schedule

Board Resolution Date	April 22, 2024
Contract Date	May 23, 2024
Settlement Date	May 23, 2024

#### 5. Underlying Asset Details

Asset Name	Construction Completion Date
GRAN PASEO Nishi Azabu	December 2022
GRAN PASEO Yoyogi	March 2023
GRAN PASEO Hatchobori II	July 2023
GRAN PASEO Ueno	July 2023
GRAN PASEO Monzen Nakacho II	January 2023
GRAN PASEO Asagaya	December 2022
GRAN PASEO Kanamachi	May 2023

#### 6. Earnings Impact

Ichigo expects to record FY25/2 revenue of JPY 10.2 billion from the sales of Ichigo Residence Token: Nishi Azabu, Yoyogi, Hatchobori, Ueno, Monzen Nakacho, Asagaya, & Kanamachi, which has already been factored into Ichigo's FY25/2 consolidated earnings forecast.

Reference:  
Underlying Assets of Ichigo Residence Token: Nishi Azabu, Yoyogi, Hatchobori, Ueno, Monzen Nakacho, Asagaya, & Kanamachi

### GRAN PASEO Nishi Azabu



### GRAN PASEO Yoyogi





PASEO Hatchobori II



GRAN PASEO Ueno



GRAN PASEO Monzen Nakacho II



GRAN PASEO Asagaya





THE PASEO Kanamachi

