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April 19, 2012

## **REIT Issuer**

## **Ichigo Real Estate Investment Corporation (8975)**

1-1-1, Uchisaiwai-cho, Chiyoda-ku, Tokyo Representative: Yoshihiro Takatsuka, Executive Director

### Asset Management Company

# Ichigo REIT Management Co., Ltd.

Representative: Wataru Orii, President & Representative Director Inquiries: Masaya Hiruta, Senior Executive Managing Director

Tel: 03-3502-4891

# **Execution of Memorandum of Understanding on Merger of Asset Management Company and Change of Corporate Name**

Ichigo REIT Management Co., Ltd. ("IRM"), the asset manager of Ichigo Real Estate Investment Corporation ("Ichigo REIT"), decided today to merge with Ichigo Real Estate Investment Advisors Co., Ltd. ("IRE") (the "Merger") and executed a Memorandum of Understanding concerning the Merger. Details are as follows.

### 1. About the Merger

Ichigo Group Holdings Co., Ltd. ("IGH"), the 100% of shareholder of IRM, decided today to reorganize its real estate and finance functions to support further growth as a full-service real estate asset manager.

In accordance with this resolution, IRM and IRE have agreed in a memorandum of understanding to 1) a merger with IRM as a surviving corporation; 2) a change in corporate name to "Ichigo Real Estate Investment Advisors Co., Ltd." (the "New IRE"); 3) a change in organizational structure to a company with committees; 4) a new organizational structure and directors; 5) new rules to govern real estate information sharing within the Ichigo Group; and 6) new rules to prevent conflicts of interests.

#### 2. Purpose of the Merger

IRM currently provides Ichigo REIT with asset management services and supports its strategy to be a "Comprehensive J-REIT seeking stable profits and steady portfolio growth." It also executes its strategy of portfolio improvement and enhancement of unitholder value. Currently, IRM manages 67 assets valued at 104.8 billion yen, primarily specializing in small-to-mid size office properties and residences, where it has accumulated deep asset management expertise. In turn, IRE has a track record of asset management of more than 1 trillion yen across a variety of real estate investment products.

The Merger will strengthen the New IRE by bringing together the human resources and know-how in asset management of both asset managers, while additionally transferring IGH's finance capabilities to IRM. The New IRE will seek to be one of the leading real estate asset management companies in Japan, with strong sourcing and fund raising ability, flexible product development, high-level structured finance skills, and significant architectural expertise to add value to IRE managed assets.

#### 3. Prevention of Conflicts of Interests

In order to prevent conflicts of interests, the New IRE will enter a "Memorandum of Understanding on Real Estate First Refusal Rights within Ichigo Group," with IGH and Ichigo Solutions Co., Ltd. (Note: Ichigo Solutions Co., Ltd. is scheduled to merge with Ichigo Estate Co., Ltd. and change its name to Ichigo Estate Co., Ltd. (the "New IES.")

In addition, the New IRE will adopt a "Structure to Avoid Conflicts of Interest between Ichigo REIT and Private Equity Funds" establishing clear rules on how to handle information related to property acquisitions ("Information") obtained by the New IRE.

Overview of "Memorandum of Understanding on Real Estate First Refusal Rights within Ichigo Group"

### (1) When IGH obtains Information:

- A) When IGH obtains Information from its vendors, Ichigo Group, or any other parties who possess Information, IGH will immediately provide this Information to the New IRE. However, if the projected transaction price is less than JPY 500 million, IGH will provide the Information to the New IES.
- B) The New IRE, upon the receipt of Information as stipulated in the preceding clause, will immediately consider whether it needs the Information or not, and return the Information to IGH if the Information is considered not necessary.
- C) IGH, upon the return of Information from the New IRE as stipulated in the preceding clause, will then immediately provide the information to the New IES.
- (2) When either the New IRE or the New IES obtains Information:
  - A) When either the New IRE or the New IES obtains Information, it will consider whether it needs the Information or not. However, the New IRE will generally provide the Information to New IES if the projected transaction price is less than JPY 500 million.
  - B) The New IRE and the New IES will provide Information to the other if the Information is not considered necessary after the receipt of Information as stipulated in the preceding clause.

Overview of "Structure to Avoid Conflicts of Interest between Ichigo REIT and Private Equity Funds"

- (1) When the New IRE obtains Information, at initial stage, the Acquisition and Sales group, relying upon pre-determined rules, will decide whether it should proceed to investigate the Information and any attendant potential transaction more fully.
- (2) When the Acquisition and Sales group make a determination to proceed, it determines which one of Ichigo REIT or Private Equity Fund has the First Refusal Right and provides Information to the relevant Fund Manager based upon either 1) the calendar year of the building completion date (where multiple properties, using the most recent) or 2) the address of the property in the case of land:
  - A) When the completion year or address is an even number: Ichigo REIT has First Refusal Right
  - B) When the completion year or address is an odd number: Private Equity Funds have First Refusal Right
- (3) Should the Fund Manager of either Ichigo REIT or Private Equity Funds decide not to pursue the acquisition opportunity after gaining First Refusal Right as stipulated in the preceding clause, the other is alternately given the opportunity to consider the acquisition.
- (4) The decisionmaking processes which are stipulated in the proceeding clauses require approval from a Compliance Officer.

(5) The Fund Manager of Ichigo REIT will also report the results of these considerations of acquisitions opportunities to committees of Ichigo REIT on a regular basis.

# 4. Outline of the Merger

### (1) Schedule

Board of Directors approval of the merger agreement

(IRM, IRE) April 19, 2012

Execution date of the merger agreement (IRM, IRE)

Shareholders approval of the merger agreement (IRM, IRE)

Effective date of merger

Registration of the merger

Notice to the Prime Minister

Mid May 2012 (expected)

June 2012 (expected)

July 1, 2012 (expected)

Early July 2012 (expected)

Mid July 2012 (expected)

(Note) The Merger is conditional upon regulatory authority approval.

#### (2) Method

The Merger will be an absorption-type merger whereby IRM will be the surviving corporation and IRE will be dissolved.

## (3) Allotment of Shares

IRM as the surviving corporation will not allot shares nor other cash and cash equivalents in this merger, since both companies are 100% subsidiaries of IGH

# 5. Overview of Merging Parties

|                                 | Corporation surviving the  | Corporation dissolving in the    |  |  |  |
|---------------------------------|--|----------------------------------|--|--|--|
|                                 | absorption-type merger   | absorption-type merger           |  |  |  |
| Name                            | Ichigo REIT Management Co.,  | Ichigo Real Estate Investment    |  |  |  |
| Tvame                           | Ltd.   | Advisors Co., Ltd.               |  |  |  |
| A ddragg                        | 1-1-1 Uchisaiwaicho, Chiyoda-ku,                                   | 1-1-1 Uchisaiwaicho, Chiyoda-ku, |  |  |  |
| Address                         | Tokyo  | Tokyo                            |  |  |  |
|                                 | Wataru Orii  | Takumi Naito                     |  |  |  |
| Representative                  | President & Representative   | President & Representative       |  |  |  |
| -                               | Director   | Director                         |  |  |  |
|                                 | J-REIT asset management  | Private Equity Real Estate Funds |  |  |  |
| Business                        |  | asset management                 |  |  |  |
| Paid-in Capital                 | 400 million yen  | 100 million yen                  |  |  |  |
| Date of Incorporation           | December 15, 2004  | April 25, 2007                   |  |  |  |
| Total Number of Units           | 0.000  | 2 000 :                          |  |  |  |
| Issued                          | 8,000 units  | 2,000 units                      |  |  |  |
| End of Fiscal Period            | February   | February                         |  |  |  |
| Major Shareholder               | Ichigo Group Holdings Co., Ltd.                                    | Ichigo Group Holdings Co., Ltd.  |  |  |  |
|                                 | 100%   | 100%                             |  |  |  |
| Relationship with Other Parties |  |                                  |  |  |  |
| Capital Relationship            | IRM and IRE are fellow subsidiaries under the same parent company. |                                  |  |  |  |
| Personnel Relationship          | None   |                                  |  |  |  |
| Business Relationship           | None that need be noted.   |                                  |  |  |  |
| Affiliated Party Status         | IRM and IRE are fellow subsidiaries under the same parent company. |                                  |  |  |  |

### 6. Financial Overview Over Three Fiscal Periods

|                                      | Ichigo REIT Management Co.,  |          |          | Ichigo Real Estate Investment |          |          |
|--------------------------------------|------------------------------|----------|----------|-------------------------------|----------|----------|
|                                      | Ltd.                         |          |          | Advisors Co., Ltd.            |          |          |
|                                      | (IRM, Surviving Corporation) |          |          | (IRE, Dissolving Corporation) |          |          |
| Figure 1 married and add in          | March                        | February | February | February                      | February | February |
| Fiscal period ended in               | 2010                         | 2011     | 2012     | 2010                          | 2011     | 2012     |
| Revenue                              | 756                          | 659      | 1,125    | 1,538                         | 1,038    | 1,083    |
| Operating Income                     | 354                          | 330      | 506      | -146                          | -180     | 8        |
| Ordinary Income                      | 363                          | 341      | 522      | -117                          | -176     | 12       |
| Current Net Income                   | 211                          | 177      | 301      | -293                          | -203     | -47      |
| Current Net Income per<br>Unit (yen) | 26,380                       | 22,132   | 37,719   | -146,829                      | -101,589 | -23,913  |
| Distribution per Unit                |                              |          |          |                               |          |          |
| (yen)                                | -                            | 1        | _        | 1                             | -        | _        |
| Total Assets                         | 1,343                        | 1,472    | 1,711    | 781                           | 571      | 461      |
| Net Assets                           | 1,184                        | 1,361    | 1,421    | 524                           | 321      | 273      |
| Net Assets per Unit (yen)            | 148,105                      | 170,237  | 177,720  | 262,406                       | 160,816  | 136,903  |

(Note) IRM changed its fiscal period end from March to February in 2011. Furthermore, IRM merged with Fund Creation REIT Advisers Co., Ltd. on November 1, 2011.

# 7. Post-Merger Status

|                      | Surviving Corporation   |  |  |
|----------------------|---|--|--|
| Name                 | Ichigo Real Estate Investment Advisors Co., Ltd.                    |  |  |
| Address              | 1-1-1 Uchisaiwai-cho, Chiyoda-ku, Tokyo                             |  |  |
| Representative       | Wataru Orii, President & Representative Statutory Executive         |  |  |
|                      | Officer   |  |  |
| Business             | J-REIT and Private Equity Real Estate Funds asset management        |  |  |
| Paid-in Capital      | 400 million yen   |  |  |
| End of Fiscal Period | February  |  |  |
| Net Assets           | 1,694 million yen   |  |  |
|                      | (Simple total of the net assets of IRM and IRE as of February 2012) |  |  |
| Total Assets         | 2,172 million yen   |  |  |
|                      | (Simple total of the total assets of IRM and IRE as of February     |  |  |
|                      | 2012)   |  |  |

### 8. Outlook

(1) Amendment to the Asset Management Agreement

No amendment is expected.

(2) Amendment of the Corporate Structure

Amendment is expected for the New IRE. Furthermore, the New IRE will be a company with committees, changing from company with management board structure. For details, please refer to "Change in Organization and Corporate Directors in accordance with Merger of Asset Management Company" released today.

(3) Amendment to the Investment Management Decision-Making Structure

In accordance with the amendment of the corporate structure, amendment will be announced as soon as determined.

(4) Amendment to the Rules concerning Compliance and Interested Parties

Amendment will be announced as soon as determined, if any.

(5) Amendment to the Investment Policy

No amendment is expected.

(6) Amendment to the Agreement with Sponsors

IRM has concluded a support agreement with Ichigo Solutions Co., Ltd. (New IES), and it is expected to be amended. Amendment will be announced as soon as determined.

(7) Prospect for Listing Status of the Investment Corporations

Ichigo REIT is expected to continue to be listed.

(8) Forward Procedures

All necessary reporting procedures, etc. for this matter will be conducted in accordance with the provisions of the Financial Instruments and Exchange Law, the Building Lots and Buildings Transaction Business Law and other applicable laws and regulations.

This document is being distributed today to the Kabuto Club (the press club of the TSE) as well as to the press club for the Ministry of Land, Infrastructure, Transport, and Tourism and the press club for specialty construction newspapers at the Ministry of Land, Infrastructure, Transport, and Tourism.

Website of Ichigo REIT: www.ichigo-reit.co.jp/english