

[For Information Purpose Only.

The Japanese language press release should be referred to as the original.]

December 8, 2021

To All Concerned Parties

Name of REIT Issuer:

Invincible Investment Corporation Naoki Fukuda, Executive Director (Securities code: 8963)

Asset manager:

Consonant Investment Management Co., Ltd. Naoki Fukuda, President & CEO Contact: Jun Komo General Manager of Planning Department (Tel. +81-3-5411-2731)

Notice concerning Conclusion of Memorandum of Understanding to Amend the Fixed-term Building Lease and Property Management Agreement pertaining to the rent conditions for the period from October to December, 2021 with Major Tenant

Invincible Investment Corporation ("INV") announced the decision to enter into a Memorandum of Understanding (the "MOU") to amend each fixed-term building lease and property management agreement ("MLPM Agreements") pertaining to the rent conditions for the period from October 1, 2021 to December 31, 2021 for domestic hotels owned by INV with INV's main tenant, MyStays Hotel Management Co., Ltd. ("MHM") and its affiliates (the "MHM Group"), who operate the hotels, as decided today by Consonant Investment Management Co., Ltd. ("CIM"), the asset manager of INV.

The MHM Group has received investments through funds managed by affiliates of the Sponsor, Fortress Investment Group LLC ("FIG"). Therefore, CIM has treated the MHM Group as equivalent to Sponsor-related Persons. As such, CIM and INV have sincerely deliberated, discussed, and resolved to enter into the MOU in accordance with the internal rules of CIM to handle the related party transactions.

1. Outline of the MOU

Since the spread of the new coronavirus (COVID-19) began to have a tremendous impact on the hotel sector, INV entered into a MOU with the MHM Group to amend each MLPM Agreement five times in total starting from May 11, 2020 (collectively referred to as the "Executed MOU"). For details of the previously Executed MOU, please refer to each press release described in "7. Reference Press Release List" below.

These Executed MOU were agreed as a tentative measure with respect to the 73 domestic hotels leased through the trustees to the MHM Group (the "Subject Properties") for the period from March 1, 2020 to September 30, 2021. Thus, unless otherwise agreed, from October 2021 onward, the terms and conditions under the MLPM Agreements prior to the amendment by each MOU (hereinafter referred to as the



"Original Leasing Terms and Conditions") will be applied. On the other hand, the impact of the spread of COVID-19 on the hotel sector remains enormous. As of today, while the number of new COVID-19 cases in Japan has decreased significantly, and there are emerging signs of improvement in domestic hotel demand, it remains impossible for the MHM Group to pay the full amount of the fixed rent under the Original Leasing Terms and Conditions. In order to continue the operation of the Subject Properties by the MHM Group, a certain amount of rent reduction is unavoidable during the period from October 2021 onward as well.

Under such circumstances, INV has concluded that INV must accept to amend a part of the MLPM Agreement as an additional tentative measure in order to continue the operation of the Subject Properties, upon giving due consideration to INV's interests to the fullest extent as well as its financial conditions.

Consequently, as a result of discussions and negotiations with the MHM Group, INV and CIM determined to enter into the MOU with the MHM Group and change the Original Leasing Terms and Conditions as described below as a tentative measure for the period from October 1, 2021 to December 31, 2021 (the "Fourth Quarter of 2021") with respect to the Subject Properties. The period to be covered by the temporary reduction measures will be three months, the same as the MOU to amend MLPM Contract concluded on September 10, 2021 (hereinafter referred to as the "September 2021 MOU"). In calculating the variable rent, in summary, if the total GOP of all Subject Properties (73 properties) is positive after deducting the management services fees and the total fixed rent on a three-month basis, INV will receive the positive amount as variable rent.



| Items subject to Change | Original Leasing Terms and Conditions | Tentative Measures (Fourth Quarter of 2021) | (For Reference) Tentative Measures (Third quarter of 2021) |
|--|---|--|---|
| Fixed rent (Total rent for 3 months for 73 properties) | Approx. JPY 2,700 million | JPY 950 million (Approx. 35% of the amount under the Original Leasing Terms and Conditions) | JPY 1,000 million (Approx. 26% of the amount under the Original Leasing Terms and Conditions) |
| Variable rent | Calculated on a 3-month basis for each hotel. The amount obtained by deducting (i) the total amount of expenses, management services fees, and fixed rents of the hotel property from (ii) the total monthly sales of the hotel property (if the calculation results are negative, the amount shall be JPY 0). | Calculated by summing up the rent of all 73 properties for three months as described below. The amount obtained by deducting (i) the above total fixed rent (the total rent for three months for 73 properties) from (ii) the aggregate of the amount for three months for 73 properties, which amount is obtained by deducting the management services fees for the hotel for each month from the monthly GOP (operating gross profit) for each hotel for the same month (if the calculation results are negative, the amount shall be JPY 0). | Same as in the column to the left. |
| Payment method of rent | Paid on a hotel-by- hotel basis. | Paid on a total basis of 73 hotel properties. | Same as in the column to the left. |
| Payment date | The due date is the 11th of the month which is two months from the month in which the last day of the calculation period falls (for the fixed rent, every month, and for the variable rent, every three months). | On February 10, 2022, the sum of the total fixed rent and the total variable rent must be paid. | On November 11, 2021, the sum of the total fixed rent and the total variable rent shall be paid. |

The total fixed rent (for 73 properties for three months in aggregate) of JPY 950 million after the amendment above is determined in view of the level that MHM Group is highly likely to be capable to pay despite the current severe operating conditions. If the GOP for the Subject Properties (after deducting the



management services fees) for the Fourth Quarter of 2021 performs well, and thereby the actual result exceeds the total amount of the fixed rent (for 73 properties for three months in aggregate), INV will receive the amount of such excess amount as variable rent. Moreover, the MHM Group receives employment adjustment subsidies, and the amount of such employment adjustment subsidies will be included in the amount of sales, which is the basis for calculating variable rents. Please refer to "5. Treatment of Employment Adjustment Subsidies" below for details on the treatment of the subsidies.

Contrary to the MOU to amend the MLPM Contract concluded on May, 2020, INV will not bear the property management costs nor increase the amount of the management fees payable to the MHM Group under the provisional measure by the MOU.

For the list of the Subject Properties, please refer to the Appendix. For an overview of the current lease agreements, including the terms and conditions of rent for each Subject Property, please refer to "Part I Fund Information / 1 Status of Fund / 5 Management Status / (2) Investment Assets" of the Securities Report for the 36th fiscal period (from January 1, 2021 to June 30, 2021) filed by INV on September 24, 2021 (available in Japanese only).

The outlook for the future status of the spread of COVID-19 infections and its impact on the demand for hotels is still inevitably uncertain. Therefore, INV plans to make this change a provisional measure for the period up to the end of December 2021, and, if necessary, to discuss the details of the changes in the leasing terms and conditions after such period based on the future situation.

Background and Reasons for Conclusion of the MOU and its Impact on INV

(1) Background and Reasons

The Japanese economy has deteriorated rapidly since late February 2020 due to the effects of COVID-19. On April 7, 2020, the Japanese government declared a state of emergency. In addition, the number of foreign tourists visiting Japan declined by 99.9% (*year-over-year*) for each month from April to July because of global travel restrictions. Also, the demand for inbound travel has not recovered due to the Japanese government's strengthened quarantine measures and restrictions on travel by other countries. The 2020 Tokyo Olympics and Paralympics were held, mostly without spectators. As a result, the recovery in domestic demand for travel has been stagnant which has had a serious impact on Japan's overall economy, especially on the hotel sector.

The measures under the Executed MOU were tentative ones only applicable for the period from March 1, 2020 to the end of September 2021, and as a result, the MHM Group was able to continue to operate the Subject Properties to date, and avoid a short-term loss for INV due to a potential bankruptcy of the MHM Group (i.e., complete loss of rent income, cost burden associated with rebranding, etc.) and a medium- to long-term loss due to change of the operators (i.e., deterioration of the rent level from the Original Leasing Terms and Conditions, increase in the management services fees, etc.), which INV and CIM were most concerned about.

As of today, the number of newly infected people with COVID-19 in Japan has decreased significantly



compared to July-September this year, when preventative measures such as state of emergency and quasistate of emergency declarations were widely applied, which are helping to show signs of improvement in domestic hotel demand. However, the absence of inbound demand which accounted for about 30% of the MHM Group's hotel demand before the COVID-19 pandemic, is still a major factor that is both limiting and delaying the recovery of INV's hotels, including those managed by the MHM Group. In addition, following the recent reports of infections with a new COVID-19 variant (Omicron variant) around the world, the Japanese government has effectively halted non-resident foreigners from entering Japan for the time being, which will extenuate the adverse impact on hotel demand.

INV and CIM have closely monitored the performance of the hotel GOP for the Subject Properties and continue to request the MHM Group to maximize its cost-cutting efforts, while closely reviewing its financial condition. However, if INV and CIM claim payment of the rent to the MHM Group in the same rent structure for October 2021 and thereafter as stated in the Original Leasing Terms and Conditions, the MHM Group will inevitably default on its obligations, which INV has determined in turn would most likely impair its medium- to long-term profits. On the other hand, INV and CIM have continued to consider all options, including the replacement of the tenant, but in light of the current market environment, it remains extremely difficult to find a successor tenant that can operate all of the Subject Properties under the conditions equivalent to the Original Leasing Terms and Conditions.

Under such circumstances, INV has entered into the MOU after deciding to continue certain tentative measures as above for the Fourth Quarter of 2021 to the extent that there is no significant adverse effect on INV's cash flow, upon giving due consideration to the fullest scope of INV's interests.

(2) MOU's impact on INV

Given the amendment under the MOU, the timing of the next rent payment by the MHM Group will be postponed to February 10, 2022. The amount of INV's cash reserves as of the end of October 2021 was approximately JPY 8.7 billion, and the amount of INV's cash reserves are expected to be approximately JPY 9.2 billion as of the end of January 2022 after considering the reduction of rent from October to December 2021 under the MOU. The estimated amount of (i) payment of operation costs (approximately JPY 0.3 billion) and (ii) interest payments for the time being (the total amount of interest for INV's interest-bearing debt due during the period from November 2021 to January 2022 is approximately JPY 0.3 billion). Therefore, there is no concern about INV's operation and cash position.

Moreover, the above estimation does not include the asset sale described below. As announced today in the "Notice concerning Sale of Domestic Trust Beneficiary Interests" INV plans to transfer 13 residential properties on December 22, 2021 and January 12, 2022. INV is expected to receive a total of JPY 10.6 billion as sale proceeds. The sale proceeds will be reserved as cash on hand, and INV plans to repay a part of existing borrowings to maintain an appropriate LTV ratio. INV also plans to appropriate a portion of the proceeds as a source of cash distribution.



3. Outline of MHM

| (i) | Name | MyStays Hotel Management Co., Ltd. |
|--|--|--|
| (ii) | Location | Roppongi Hills North Tower 14th Floor, 6-2-31, Roppongi, Minato-ku, Tokyo, Japan |
| (iii) | Title and name of representative officer | President and CEO, Ryoichi Shirota |
| (iv) | Business | Hotel and Ryokan (Japanese inn) operation and management |
| (v) | Capital | JPY 100 million (as of end of November 2021) |
| (vi) | Date of establishment | July 8, 1999 |
| (vii) | Relationship between INV/Asset Manager and the Tenant/Operator | |
| | Capital relationships | While there are no capital relationships that should be noted between INV/CIM and MHM, the parent company of MHM is owned by a fund operated by affiliates of FIG. FIG is a subsidiary of SoftBank Group Corp., which directly and indirectly holds 100% of CIM's outstanding shares. |
| | Personnel relationships | As of today, among the directors of INV and the officers and employees of CIM, Naoki Fukuda, who is Executive Director of INV and CEO of CIM, Naoto Ichiki, who is Chairman and Director of CIM, and Christopher Reed, who is a part-time director of CIM, are seconded from Fortress Investment Group Japan Godo Kaisha, a subsidiary of FIG. |
| | Transactional relationships | As of today, INV has entered into lease agreements (Note 1) with MHM with respect to 73 hotel properties. |
| Whether the Tenant/Operator is a related party | | MHM is not a related party of INV/CIM. Further, related persons and affiliates of MHM are not related parties of INV/CIM. Furthermore, MHM is not an interested party, etc. of CIM as provided in the Act on Investment Trusts and Investment Corporations. |

(Note 1) Agreements with MHM subsidiaries and management contracts between MHM and tenants are included.

4. Transactions with Interested Persons etc.

The MHM Group, tenants and operators of the Subject Properties, are not Sponsor-related Persons (Note) under the voluntary rules established by CIM as countermeasures against conflicts of interests in the management of INV's investments. However, MHM or its Affiliates have received investments through funds managed by affiliates of the Sponsor, FIG. Therefore, CIM has treated MHM or its Affiliates as equivalent to Sponsor-related Persons.

In accordance with Sponsor-Related Person Transaction Rules and Sponsor-Related Person Transaction Management Manual, which are internal rules of CIM, and following the deliberation and resolution of the compliance committee meeting and the investment committee meeting both held on December 8, 2021, the boards of directors of CIM and INV held on the same date each approved conclusion of the MOU.

(Note) A Sponsor-related Person is (i) any person who falls under the "Interested Persons, etc." set forth in the Investment Trust Act and the Orders for Enforcement of the Act on Investment Trust and Investment Corporations, (ii) all shareholders of CIM and (iii) special purpose companies (tokubetsu mokuteki kaisha) (a) which delegate their management to persons who fall under (ii) above, or (b) which are invested by or invested through anonymous partnership (tokumei kumiai) by persons who fall under (ii) above. Hereinafter the same.



5. Treatment of Employment Adjustment Subsidies

As demand for hotels has fallen sharply due to the outbreak of COVID-19, the MHM Group is receiving employment adjustment subsidies to maintain the employment of its employee. The employment adjustment subsidies are recognized as part of the monthly sales of each MHM Group managed hotel. Based on such amount of sales, the monthly GOP and the variable rent to be paid to INV will be calculated based on the MLPM agreement.

While the MHM Group started using the employment adjustment subsidies for the first time last year, the number of Subject Properties managed by the MHM Group is numerous, and it takes time for administrative procedures to confirm the application details and payment amount. It takes about six months to finalize the amount of employee adjustment subsidies. On the other hand, the Executed MOU stipulates that the rent payment date is about 40 days after the last day of the variable rent calculation period. Therefore, the amount of variable rent actually paid on the due date is not calculated based on the sales including the final fixed employment adjustment subsidy, but inevitably based on provisional sales including an estimated amount of employment adjustment subsidies that were reasonably and conservatively estimated by the MHM Group as at the time of calculation of the variable rent.

In response to this situation, INV and the MHM Group have continued discussions with legal advisors and accounting / tax counsel regarding the handling of cases where the employment adjustment subsidies officially confirmed after payment of variable rent differed from the estimated amount.

As a result, INV and the MHM Group have agreed that when the employment adjustment subsidies are finalized, and if (a) the variable rent amount recalculated pursuant to MLPM Agreement based on the finalized employment adjustment subsidies exceed (b) the variable rent amount already paid on the rent payment date, MHM Group pay the excess amount to INV.

Since the total amount of employment adjustment subsidies actually received at each of the 73 hotels that INV owns managed by MHM Group from April 2020 to December 2020 exceeded the estimated amount, the variable rent was recalculated based on the above agreement. As a result, the MHM Group will pay JPY 234 million as an additional variable rent to INV. The additional variable rent will be paid during the fiscal period ending December 2021.

Regarding the employment adjustment subsidies received at each MHM Group managed hotel in each month after January 2021, INV and MHM Group plan to respond in the same manner as soon as the payment amount is officially fixed and discussions are completed.

6. Future Outlook

For information on the revision of INV's forecasts including this Executed MOU and other factor for financial results for the fiscal period ending December 2021 (from July 1, 2021 to December 31, 2021), please refer to "Notice concerning Revision of Forecast of Financial Results and Distribution for the 37th Fiscal Period Ending December 2021" announced today.



7. Reference Press Release List

May 11, 2020

Notice concerning Conclusion of Memorandum of Understanding to Amend the Fixed-term Building Lease and Property Management Agreement with Major Tenant

September 11, 2020

Notice concerning Conclusion of Memorandum of Understanding to Amend the Fixed-term Building Lease and Property Management Agreement pertaining to the rent conditions for the period from July to September, 2020 with Major Tenant

December 11, 2020

Notice concerning Conclusion of Memorandum of Understanding to Amend the Fixed-term Building Lease and Property Management Agreement pertaining to the rent conditions for the period from October to December, 2020 with Major Tenant

March 11, 2021

Notice concerning Conclusion of Memorandum of Understanding to Amend the Fixed-term Building Lease and Property Management Agreement pertaining to the rent conditions for the period from January to June, 2021 with Major Tenant

September 10, 2021

Notice concerning Conclusion of Memorandum of Understanding to Amend the Fixed-term Building Lease and Property Management Agreement pertaining to the rent conditions for the period from July to September, 2021 with Major Tenant

Website of INV: https://www.invincible-inv.co.jp/en/



(Appendix)

List of Subject Properties

| Property No. | Property Name |
|--------------|---|
| D1 | Hotel MyStays Kanda |
| D2 | Hotel MyStays Asakusa |
| D3 | Hotel MyStays Kyoto-Shijo |
| D4 | MyStays Shin- Urayasu Conference Center |
| D5 | Hotel MyStays Maihama |
| D6 | Hotel MyStays Premier Dojima |
| D7 | Hotel MyStays Nagoya-Sakae |
| D8 | Hotel MyStays Sakaisuji-Honmachi |
| D9 | Hotel MyStays Yokohama |
| D10 | Hotel MyStays Nippori |
| D11 | Hotel MyStays Fukuoka-Tenjin-Minami |
| D12 | Flexstay Inn Iidabashi |
| D13 | Hotel MyStays Ueno Inaricho |
| D14 | Flexstay Inn Shinagawa |
| D15 | Flexstay Inn Tokiwadai |
| D16 | Flexstay Inn Sugamo |
| D17 | Hotel MyStays Otemae |
| D18 | Flexstay Inn Kiyosumi Shirakawa |
| D19 | Flexstay Inn Nakanobu P1 |
| D20 | Flexstay Inn Nakanobu P2 |
| D22 | Hotel MyStays Hakodate-Goryokaku |
| D23 | Flexstay Inn Shirogane |
| D24 | Hotel MyStays Haneda |
| D25 | Hotel MyStays Kameido P1 |
| D26 | Hotel MyStays Ueno Iriyaguchi |
| D27 | Hotel MyStays Kameido P2 |
| D28 | Hotel MyStays Shimizu |
| D30 | Flexstay Inn Higashi-Jujo |
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| D31 | Hotel MyStays Utsunomiya |
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| D32 | Flexstay Inn Kawasaki-Kaizuka |
| D34 | Flexstay Inn Kawasaki-Ogawacho |
| D35 | Flexstay Inn Ekoda |
| D38 | Hotel MyStays Shinsaibashi |
| D43 | Hotel MyStays Gotanda Station |
| D44 | Hotel Epinard Nasu |
| D45 | Hotel MyStays Fukuoka Tenjin |
| D46 | Hotel MyStays Hamamatsucho |
| D47 | Hotel MyStays Premier Kanazawa |
| D49 | Hotel MyStays Premier Hamamatsucho |
| D50 | Hotel MyStays Shin Osaka Conference Center |
| D51 | Hotel MyStays Premier Omori |
| D52 | Beppu Kamenoi Hotel |
| D53 | Hotel MyStays Sapporo Station |
| D54 | Hotel MyStays Yokohama-Kannai |
| D55 | Art Hotel Joetsu |
| D56 | Art Hotel Hirosaki |
| D57 | Hotel MyStays Oita |
| D58 | Hotel MyStays Gotanda |
| D59 | Hotel MyStays Tachikawa |
| D60 | Hotel MyStays Premier Akasaka |
| D61 | Hotel MyStays Premier Sapporo Park |
| D62 | Hotel MyStays Ueno East |
| D63 | Hotel MyStays Midosuji Honmachi |
| D64 | Hotel MyStays Sapporo Aspen |
| D65 | Art Hotel Ishigakijima |
| D66 | Hotel MyStays Fuji Onsen Resort |
| D67 | Sonia Otaru |
| D68 | Hotel MyStays Kanazawa Castle |
| D69 | Art Hotel Niigata Station |
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| D70 | Hotel MyStays Nagoya Nishiki |
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| D71 | Nord Otaru |
| D72 | Hotel MyStays Kagoshima Tenmonkan |
| D73 | Art Hotel Asahikawa |
| D74 | Hotel MyStays Matsuyama |
| D75 | Hotel MyStays Sapporo Susukino |
| D76 | Hotel MyStays Sapporo Nakajima Park |
| D77 | Hotel MyStays Sapporo Nakajima Park Annex |
| D78 | Flexstay Inn Sakuragicho |
| D79 | MyCUBE by MYSTAYS Asakusa Kuramae |
| D80 | Hotel MyStays Kagoshima Tenmonkan Annex |
| D81 | Hotel MyStays Nayoro |
| D82 | Hotel MyStays Premier Narita |
| D83 | Art Hotel Morioka |