



**Make The World
More Sustainable**

[Provisional Translation Only]

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Issuer

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Ichigo Hotel Operating Results – June 2022

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (22 Hotels)

	Jun 2022 (A)	(Previous) Jun 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jun 2022 (Current Period-To-Date)			Jun 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	474.5	237.6	+237.0	+99.8%	2,146.3	+879.1	+69.4%	681.3
RevPAR (JPY)	4,364	2,489	+1,875	+75.3%	4,015	+1,384	+52.6%	6,662
Occupancy (%)	80.1	56.2	+23.9	+42.6%	77.1	+20.4	+35.9%	88.0
ADR (JPY)	5,446	4,429	+1,017	+23.0%	5,204	+570	+12.3%	7,571

Variable Rent Hotels (15 Hotels)

	Jun 2022 (A)	(Previous) Jun 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jun 2022 (Current Period-To-Date)			Jun 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	336.0	172.4	+163.6	+94.9%	1,591.0	+686.5	+75.9%	461.2
RevPAR (JPY)	4,424	2,671	+1,754	+65.7%	4,195	+1,440	+52.3%	7,705
Occupancy (%)	85.3	64.6	+20.7	+32.1%	84.3	+20.4	+32.0%	96.0
ADR (JPY)	5,184	4,133	+1,051	+25.4%	4,978	+664	+15.4%	8,030

Fixed Rent Hotels (7 Hotels)

	Jun 2022 (A)	(Previous) Jun 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jun 2022 (Current Period-To-Date)			Jun 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	122.9	65.2	+57.8	+88.6%	539.7	+177.0	+48.8%	220.2
RevPAR (JPY)	4,034	2,138	+1,896	+88.7%	3,491	+1,104	+46.2%	5,934
Occupancy (%)	66.4	39.9	+26.5	+66.4%	60.5	+17.7	+41.3%	86.9
ADR (JPY)	6,073	5,357	+717	+13.4%	5,769	+196	+3.5%	6,830

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (15 Hotels)

		Jun 2022 (A)	(Previous) Jun 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jun 2022 (Current Period-To-Date)			Jun 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Nest Hotel Sapporo Ekimae	Revenue (JPY million)	34.4	16.1	+18.4	+114.3%	135.5	+42.8	+46.1%	74.2
	RevPAR (JPY)	5,918	2,622	+3,296	+125.7%	4,558	+1,465	+47.4%	13,139
	Occupancy (%)	93.7	77.2	+16.5	+21.3%	94.0	+8.0	+9.3%	98.5
	ADR (JPY)	6,317	3,396	+2,921	+86.0%	4,847	+1,253	+34.9%	13,336
Nest Hotel Sapporo Odori	Revenue (JPY million)	26.7	9.2	+17.6	+191.8%	103.2	+55.6	+117.0%	55.3
	RevPAR (JPY)	6,205	1,997	+4,207	+210.7%	4,732	+2,477	+109.8%	14,187
	Occupancy (%)	97.2	58.7	+38.6	+65.8%	94.7	+32.4	+52.1%	98.1
	ADR (JPY)	6,382	3,405	+2,977	+87.4%	4,995	+1,374	+37.9%	14,458
Smile Hotel Tokyo Asagaya	Revenue (JPY million)	20.7	14.1	+6.5	+46.3%	108.2	+28.0	+34.9%	28.5
	RevPAR (JPY)	6,074	4,121	+1,953	+47.4%	6,354	+1,718	+37.1%	8,288
	Occupancy (%)	99.6	97.4	+2.2	+2.3%	96.3	+0.4	+0.4%	98.3
	ADR (JPY)	6,099	4,232	+1,868	+44.1%	6,600	+1,766	+36.5%	8,429
HOTEL EMIT SHIBUYA	Revenue (JPY million)	14.1	8.8	+5.3	+60.4%	65.7	+22.6	+52.5%	
	RevPAR (JPY)	6,509	4,051	+2,458	+60.7%	6,081	+2,101	+52.8%	
	Occupancy (%)	99.4	99.4	–	–	99.0	+5.6	+6.0%	
	ADR (JPY)	6,545	4,074	+2,471	+60.7%	6,142	+1,879	+44.1%	
Hotel Wing International Nagoya	Revenue (JPY million)	36.7	9.5	+27.1	+284.7%	183.3	+127.6	+229.0%	36.6
	RevPAR (JPY)	5,455	1,289	+4,166	+323.3%	5,455	+3,987	+271.5%	4,923
	Occupancy (%)	100	36.2	+63.8	+176.4%	100	+61.4	+159.0%	82.3
	ADR (JPY)	5,455	3,562	+1,893	+53.1%	5,455	+1,652	+43.4%	5,983

		Jun 2022 (A)	(Previous) Jun 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jun 2022 (Current Period-To-Date)			Jun 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Smile Hotel Kyoto Shijo	Revenue (JPY million)	9.3	2.4	+6.9	+285.0%	50.9	+32.3	+173.5%	27.6
	RevPAR (JPY)	1,991	524	+1,467	+280.0%	2,145	+1,335	+164.7%	5,293
	Occupancy (%)	57.3	22.4	+34.9	+156.0%	59.5	+34.2	+134.8%	99.1
	ADR (JPY)	3,473	2,340	+1,133	+48.4%	3,605	+407	+12.7%	5,339
The OneFive Osaka Sakaisuji	Revenue (JPY million)	10.3	–	–	–	50.5	–	–	21.1
	RevPAR (JPY)	2,617	–	–	–	2,567	–	–	5,419
	Occupancy (%)	97.5	–	–	–	96.0	–	–	81.1
	ADR (JPY)	2,685	–	–	–	2,673	–	–	6,683
Nest Hotel Osaka Shinsaibashi	Revenue (JPY million)	22.6	1.8	+20.8	+1,165.8%	107.1	+96.5	+909.6%	72.4
	RevPAR (JPY)	2,279	–	–	–	2,138	+1,808	+546.6%	7,358
	Occupancy (%)	61.9	–	–	–	60.9	+51.1	+519.4%	95.4
	ADR (JPY)	3,685	–	–	–	3,509	+147	+4.4%	7,714
Hotel Wing International Kobe Shin Nagata Ekimae	Revenue (JPY million)	20.7	13.8	+6.8	+49.5%	97.2	+33.4	+52.3%	23.5
	RevPAR (JPY)	4,906	3,059	+1,847	+60.4%	4,548	+1,725	+61.1%	5,358
	Occupancy (%)	66.1	41.9	+24.2	+57.7%	61.6	+19.5	+46.2%	70.4
	ADR (JPY)	7,426	7,305	+121	+1.7%	7,385	+683	+10.2%	7,611
Nest Hotel Matsuyama	Revenue (JPY million)	29.1	14.7	+14.4	+97.9%	129.9	+55.2	+73.8%	44.7
	RevPAR (JPY)	3,961	2,100	+1,861	+88.6%	3,583	+1,422	+65.8%	5,196
	Occupancy (%)	78.2	54.0	+24.1	+44.7%	76.4	+25.0	+48.5%	88.2
	ADR (JPY)	5,068	3,887	+1,180	+30.4%	4,691	+487	+11.6%	5,889
The OneFive Okayama	Revenue (JPY million)	22.2	13.9	+8.3	+59.2%	112.4	+39.7	+54.5%	31.1
	RevPAR (JPY)	3,410	2,119	+1,291	+61.0%	3,452	+1,204	+53.6%	4,761
	Occupancy (%)	97.8	90.8	+7.0	+7.7%	97.7	+9.4	+10.7%	87.5
	ADR (JPY)	3,488	2,334	+1,154	+49.4%	3,535	+988	+38.8%	5,441
The OneFive Garden Kurashiki	Revenue (JPY million)	11.1	8.5	+2.6	+31.0%	53.7	+14.2	+35.8%	24.5
	RevPAR (JPY)	3,124	2,266	+858	+37.9%	3,020	+1,053	+53.6%	6,541
	Occupancy (%)	46.2	46.9	-0.8	-1.7%	42.0	+7.2	+20.9%	93.2
	ADR (JPY)	6,766	4,826	+1,940	+40.2%	7,199	+1,532	+27.0%	7,016
Valie Hotel Hiroshima	Revenue (JPY million)	38.5	39.7	-1.2	-3.1%	193.6	-0.9	-0.4%	
	RevPAR (JPY)	7,500	7,500	–	–	7,500	+289	+4.0%	
	Occupancy (%)	100	100	–	–	100	+4.1	+4.3%	
	ADR (JPY)	7,500	7,500	–	–	7,500	-23	-0.3%	

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						Cumulative	YOY Difference	YOY Change	
The OneFive Fukuoka Tenjin	Revenue (JPY million)	9.5	5.7	+3.8	+66.1%	48.2	+16.3	+51.2%	22.5
	RevPAR (JPY)	3,683	2,051	+1,633	+79.6%	3,758	+1,415	+60.4%	9,087
	Occupancy (%)	97.8	87.3	+10.5	+12.0%	93.3	+4.5	+5.0%	96.4
	ADR (JPY)	3,765	2,349	+1,416	+60.3%	4,026	+1,389	+52.7%	9,426
Nest Hotel Kumamoto	Revenue (JPY million)	30.2	14.1	+16.0	+113.1%	151.5	+72.7	+92.3%	30.2
	RevPAR (JPY)	5,000	2,091	+2,909	+139.1%	4,999	+2,656	+113.4%	4,406
	Occupancy (%)	100	58.0	+42.0	+72.5%	100	+37.1	+59.0%	71.4
	ADR (JPY)	5,000	3,607	+1,393	+38.6%	4,999	+1,275	+34.2%	6,167

Fixed Rent Hotels (5 Hotels – excludes Hotel Livemax Nihombashi-Hakozaki)

		Jun 2022 (A)	(Previous) Jun 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jun 2022 (Current Period-To-Date)			Jun 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Comfort Hotel Kushiro	Revenue (JPY million)	21.0	11.7	+9.3	+79.9%	79.8	+24.1	+43.3%	17.6
	RevPAR (JPY)	5,243	2,911	+2,332	+80.1%	3,964	+1,188	+42.8%	4,401
	Occupancy (%)	83.4	59.4	+24.0	+40.5%	73.7	+16.2	+28.2%	79.2
	ADR (JPY)	6,288	4,904	+1,384	+28.2%	5,375	+550	+11.4%	5,560
Comfort Hotel Hamamatsu	Revenue (JPY million)	23.5	12.0	+11.5	+95.3%	104.8	+34.7	+49.6%	27.2
	RevPAR (JPY)	3,996	2,046	+1,950	+95.3%	3,565	+1,182	+49.6%	4,619
	Occupancy (%)	75.7	43.6	+32.1	+73.7%	67.2	+18.6	+38.2%	81.5
	ADR (JPY)	5,280	4,696	+584	+12.4%	5,305	+403	+8.2%	5,670
Comfort Hotel Central International Airport	Revenue (JPY million)	49.3	30.0	+19.2	+64.0%	218.0	+82.5	+60.8%	91.8
	RevPAR (JPY)	4,612	2,823	+1,789	+63.4%	4,071	+1,528	+60.1%	8,456
	Occupancy (%)	61.9	40.6	+21.4	+52.7%	55.3	+19.3	+53.8%	92.3
	ADR (JPY)	7,446	6,958	+488	+7.0%	7,357	+292	+4.1%	9,166
Comfort Hotel Suzuka	Revenue (JPY million)	12.0	7.6	+4.4	+57.9%	64.7	+27.0	+71.6%	14.5
	RevPAR (JPY)	3,795	2,386	+1,409	+59.1%	4,093	+1,732	+73.3%	4,564
	Occupancy (%)	71.3	52.4	+18.9	+36.0%	73.5	+25.0	+51.6%	82.2
	ADR (JPY)	5,323	4,552	+771	+16.9%	5,565	+699	+14.4%	5,555
Urbain Hiroshima Executive	Revenue (JPY million)	13.2	0.8	+12.4	+1,473.7%	50.3	+2.8	+5.9%	30.8
	RevPAR (JPY)	2,577	164	+2,413	+1,473.7%	1,963	+109	+5.9%	6,006
	Occupancy (%)	48.7	3.0	+45.6	+1,510.3%	36.7	+10.5	+40.0%	91.1
	ADR (JPY)	5,296	5,419	-123	-2.3%	5,354	-1,726	-24.4%	6,592

	Jun 2022 (A)	(Previous) Jun 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jun 2022 (Current Period-To-Date)			Jun 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Comfort Hotel Nagano	Revenue (JPY million)	15.6	–	–	15.6	–	–	
	RevPAR (JPY)	6,815	–	–	6,815	–	–	
	Occupancy (%)	98.0	–	–	98.0	–	–	
	ADR (JPY)	6,952	–	–	6,952	–	–	

Notes:

- The above data are as provided by the hotel operators or as calculated by Ichigo Investment Advisors based on information provided by the hotel operators. The data have not been audited and thus their accuracy cannot be guaranteed and may not match data disclosed in future releases.
- Revenue is revenue from accommodations and related services only. Rent from retail tenants at The OneFive Osaka Sakaisuji, Hotel Wing International Kobe Shin Nagata Ekimae, and Smile Hotel Tokyo Asagaya, and rent from the banquet hall at the Nest Hotel Kumamoto are not included.
- RevPAR (Revenue Per Available Room) is calculated with the following formula:

$$\text{RevPAR} = \text{Total Revenue from accommodations (excluding restaurant charges and other service fees)} / \text{number of available guest rooms}$$
- Occupancy is calculated with the following formula:

$$\text{Occupancy} = \text{Total number of guest rooms occupied during the period} / (\text{total number of guest rooms} * \text{number of days hotel was in operation during the period})$$

Occupancy may exceed 100% in the following cases: 1) a guest had pre-paid for a guest room but checked out early, allowing the guest room to be occupied by a different guest; or 2) a guest room is occupied for less than one day by different guests.
- ADR (Average Daily Rate) is calculated with the following formula:

$$\text{ADR} = \text{Total revenue from accommodations (excluding restaurant charges and other service fees)} / \text{number of guest rooms occupied during the period}$$
- The Capsule Plus Yokohama and the Washington Hotel Plaza Shimonoseki Eki Nishi are excluded from the above data because the hotel operators did not give consent to disclose hotel-specific data that would allow for year-on-year comparisons. Data for the Hotel Livemax Nihombashi-Hakozaki are included in the total and fixed rent hotels data above, but not separately disclosed because the hotel operator did not provide consent to disclose hotel-specific data.
- Hiroshima Prefecture has temporarily leased all rooms of the Valie Hotel Hiroshima starting on February 8, 2021.
- Aichi Prefecture has temporarily leased all rooms of the Hotel Wing International Nagoya starting on January 28, 2022.
- Kumamoto Prefecture has temporarily leased all rooms of the Nest Hotel Kumamoto starting on February 1, 2022.
- Pre-acquisition data for acquired hotels are based on data received from the previous owners.
- June 2019 Revenue, RevPAR, Occupancy, and ADR data provided as a reference is for the 18 hotels owned since June 2019, and is not available for Hotel Wing International Kobe Shin Nagata Ekimae, Valie Hotel Hiroshima, HOTEL EMIT SHIBUYA, and Comfort Hotel Nagano. The OneFive Okayama was operating under the name Comfort Hotel Okayama in June 2019, and hotel data is included as a fixed rent hotel.

Explanation of Changes

June 2022 Revenue, RevPAR, Occupancy, and ADR increased significantly year-on-year due to a recovery in domestic tourism demand, as well as group travel demand from various events, with RevPAR increasing to its highest level since March 2020. However, Ichigo Hotel's 22 hotels have yet to fully recover to the pre-Covid levels of June 2019. Ichigo Hotel will work to capture demand and drive earnings, while continuing to implement Covid countermeasures, by offering new products and services tailored to customer needs.

Value-Add Actions

Ichigo Hotel enhanced Covid countermeasures at the Smile Hotel Tokyo Asagaya by placing air purifiers in all guest rooms using a government subsidy that finances up to two-thirds of the countermeasure costs for hotel businesses. The hotel is also catering to new work-from-home demand as part of the Tokyo Metropolitan Government's hotel BCP initiative offering hotel stays at a special rate to employees working from home.

Ichigo Hotel will continue to work closely with hotel operators and local governments to increase guest satisfaction and drive earnings via initiatives that cater to the changing lifestyles.