



**Make The World  
More Sustainable**

*[Provisional Translation Only]*

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Issuer

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**Ichigo Hotel Operating Results – July 2022**

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (22 Hotels)

	Jul 2022 (A)	(Previous) Jul 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jul 2022 (Current Period-To-Date)			Jul 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	554.5	330.8	+223.7	+67.6%	2,700.8	+1,102.8	+69.0%	719.9
RevPAR (JPY)	4,950	3,276	+1,674	+51.1%	4,177	+1,437	+52.4%	6,856
Occupancy (%)	81.5	66.1	+15.4	+23.4%	77.9	+19.6	+33.5%	87.0
ADR (JPY)	6,070	4,956	+1,114	+22.5%	5,361	+665	+14.2%	7,877

Variable Rent Hotels (15 Hotels)

	Jul 2022 (A)	(Previous) Jul 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jul 2022 (Current Period-To-Date)			Jul 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	397.8	235.9	+161.8	+68.6%	1,988.8	+848.3	+74.4%	482.9
RevPAR (JPY)	5,088	3,407	+1,681	+49.3%	4,348	+1,483	+51.8%	7,866
Occupancy (%)	86.9	72.9	+14.0	+19.1%	84.7	+19.3	+29.6%	94.9
ADR (JPY)	5,856	4,672	+1,184	+25.4%	5,132	+751	+17.1%	8,292

Fixed Rent Hotels (7 Hotels)

	Jul 2022 (A)	(Previous) Jul 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jul 2022 (Current Period-To-Date)			Jul 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	156.7	94.8	+61.9	+65.3%	712.1	+254.5	+55.6%	237.0
RevPAR (JPY)	4,643	3,021	+1,623	+53.7%	3,782	+1,286	+51.5%	6,202
Occupancy (%)	69.8	52.8	+16.9	+32.0%	62.2	+17.6	+39.5%	86.1
ADR (JPY)	6,657	5,716	+941	+16.5%	6,084	+482	+8.6%	7,207

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (15 Hotels)

	Jul 2022 (A)	(Previous) Jul 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jul 2022 (Current Period-To-Date)			Jul 2019 (Reference)	
					Cumulative	YOY Difference	YOY Change		
Nest Hotel Sapporo Ekimae	Revenue (JPY million)	47.8	32.1	+15.8	+49.2%	183.3	+58.5	+46.9%	77.7
	RevPAR (JPY)	8,050	4,414	+3,636	+82.4%	5,156	+1,837	+55.3%	13,477
	Occupancy (%)	95.1	94.3	+0.8	+0.8%	94.2	+6.7	+7.7%	96.1
	ADR (JPY)	8,468	4,682	+3,786	+80.8%	5,473	+1,678	+44.2%	14,031
Nest Hotel Sapporo Odori	Revenue (JPY million)	36.1	19.2	+16.8	+87.6%	139.3	+72.5	+108.5%	59.9
	RevPAR (JPY)	8,368	3,601	+4,767	+132.4%	5,355	+2,860	+114.6%	14,896
	Occupancy (%)	97.4	79.3	+18.1	+22.8%	95.2	+29.9	+45.7%	95.9
	ADR (JPY)	8,590	4,540	+4,050	+89.2%	5,625	+1,805	+47.3%	15,534
Smile Hotel Tokyo Asagaya	Revenue (JPY million)	25.3	19.0	+6.3	+32.9%	133.5	+34.2	+34.5%	30.2
	RevPAR (JPY)	7,186	5,373	+1,813	+33.7%	6,496	+1,735	+36.4%	8,537
	Occupancy (%)	100	99.0	+1.1	+1.1%	96.9	+0.5	+0.5%	97.3
	ADR (JPY)	7,184	5,429	+1,755	+32.3%	6,703	+1,765	+35.7%	8,777
HOTEL EMIT SHIBUYA	Revenue (JPY million)	16.3	11.2	+5.1	+45.2%	82.0	+27.7	+51.0%	
	RevPAR (JPY)	7,295	5,015	+2,280	+45.5%	6,289	+2,132	+51.3%	
	Occupancy (%)	98.9	99.3	-0.4	-0.4%	99.0	+4.6	+4.9%	
	ADR (JPY)	7,374	5,051	+2,323	+46.0%	6,353	+1,948	+44.2%	
Hotel Wing International Nagoya	Revenue (JPY million)	37.9	14.1	+23.8	+169.5%	221.2	+151.4	+217.0%	40.9
	RevPAR (JPY)	5,455	1,857	+3,598	+193.7%	5,455	+3,920	+255.4%	5,372
	Occupancy (%)	100	46.8	+53.2	+113.5%	100	+60.0	+149.9%	82.8
	ADR (JPY)	5,455	3,965	+1,490	+37.6%	5,455	+1,619	+42.2%	6,486

		Jul 2022 (A)	(Previous) Jul 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jul 2022 (Current Period-To-Date)			Jul 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Smile Hotel Kyoto Shijo	Revenue (JPY million)	13.6	5.4	+8.2	+150.3%	64.5	+40.5	+168.3%	31.2
	RevPAR (JPY)	2,828	1,139	+1,689	+148.4%	2,262	+1,396	+161.0%	6,250
	Occupancy (%)	62.5	41.7	+20.8	+49.8%	60.0	+31.9	+113.3%	99.6
	ADR (JPY)	4,524	2,729	+1,795	+65.8%	3,769	+690	+22.4%	6,276
The OneFive Osaka Sakaisuji	Revenue (JPY million)	12.4	–	–	–	62.9	–	–	19.6
	RevPAR (JPY)	3,055	–	–	–	2,651	–	–	4,872
	Occupancy (%)	97.1	–	–	–	96.2	–	–	73.6
	ADR (JPY)	3,147	–	–	–	2,755	–	–	6,616
Nest Hotel Osaka Shinsaibashi	Revenue (JPY million)	27.3	2.1	+25.2	+1,218.4%	134.4	+121.7	+960.0%	65.0
	RevPAR (JPY)	2,701	–	–	–	2,235	+1,904	+575.7%	6,346
	Occupancy (%)	64.9	–	–	–	61.6	+51.8	+526.3%	85.6
	ADR (JPY)	4,164	–	–	–	3,627	+265	+7.9%	7,416
Hotel Wing International Kobe Shin Nagata Ekimae	Revenue (JPY million)	24.1	13.6	+10.6	+77.7%	121.4	+43.9	+56.7%	26.5
	RevPAR (JPY)	5,416	3,041	+2,375	+78.1%	4,696	+1,836	+64.2%	5,842
	Occupancy (%)	71.9	37.8	+34.1	+90.4%	63.4	+22.0	+53.1%	74.6
	ADR (JPY)	7,528	8,048	-520	-6.5%	7,413	+500	+7.2%	7,835
Nest Hotel Matsuyama	Revenue (JPY million)	32.4	23.8	+8.6	+36.0%	162.3	+63.7	+64.6%	47.9
	RevPAR (JPY)	4,539	3,019	+1,520	+50.3%	3,747	+1,438	+62.3%	5,527
	Occupancy (%)	78.6	68.2	+10.4	+15.3%	76.8	+22.5	+41.4%	88.7
	ADR (JPY)	5,773	4,428	+1,345	+30.4%	4,881	+629	+14.8%	6,230
The OneFive Okayama	Revenue (JPY million)	26.3	19.7	+6.6	+33.4%	138.7	+46.3	+50.0%	35.0
	RevPAR (JPY)	3,946	2,927	+1,019	+34.8%	3,536	+1,172	+49.6%	5,212
	Occupancy (%)	98.3	96.2	+2.1	+2.1%	97.8	+8.2	+9.1%	84.6
	ADR (JPY)	4,015	3,042	+973	+32.0%	3,618	+979	+37.1%	6,160
The OneFive Garden Kurashiki	Revenue (JPY million)	14.7	8.2	+6.5	+80.0%	68.4	+20.7	+43.4%	26.1
	RevPAR (JPY)	4,027	2,008	+2,020	+100.6%	3,192	+1,219	+61.8%	6,880
	Occupancy (%)	55.6	31.8	+23.8	+74.9%	44.3	+10.1	+29.5%	92.5
	ADR (JPY)	7,248	6,318	+930	+14.7%	7,209	+1,439	+24.9%	7,438
Valie Hotel Hiroshima	Revenue (JPY million)	39.9	39.8	+0.1	+0.4%	233.5	-0.7	-0.3%	
	RevPAR (JPY)	7,500	7,500	–	–	7,500	+239	+3.3%	
	Occupancy (%)	100	100	–	–	100	+3.4	+3.6%	
	ADR (JPY)	7,500	7,500	–	–	7,500	-19	-0.2%	

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						Cumulative	YOY Difference	YOY Change	
The OneFive Fukuoka Tenjin	Revenue (JPY million)	12.4	7.8	+4.6	+58.1%	60.6	+20.9	+52.6%	22.8
	RevPAR (JPY)	4,776	2,885	+1,891	+65.5%	3,932	+1,496	+61.4%	8,889
	Occupancy (%)	95.1	98.1	-3.0	-3.1%	93.6	+3.2	+3.5%	96.2
	ADR (JPY)	5,022	2,941	+2,081	+70.8%	4,200	+1,506	+55.9%	9,237
Nest Hotel Kumamoto	Revenue (JPY million)	31.2	19.9	+11.3	+56.5%	182.6	+84.0	+85.1%	35.1
	RevPAR (JPY)	5,000	2,729	+2,271	+83.2%	5,000	+2,590	+107.5%	4,925
	Occupancy (%)	100	72.3	+27.7	+38.4%	100	+35.5	+55.0%	81.6
	ADR (JPY)	5,000	3,777	+1,223	+32.4%	5,000	+1,265	+33.9%	6,034

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

		Jul 2022 (A)	(Previous) Jul 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jul 2022 (Current Period-To-Date)			Jul 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Comfort Hotel Kushiro	Revenue (JPY million)	28.5	21.6	+6.9	+32.1%	108.3	+31.0	+40.1%	25.3
	RevPAR (JPY)	6,923	5,286	+1,638	+31.0%	4,470	+1,265	+39.5%	6,219
	Occupancy (%)	91.4	86.6	+4.8	+5.5%	76.8	+14.3	+22.8%	87.5
	ADR (JPY)	7,577	6,104	+1,473	+24.1%	5,824	+695	+13.6%	7,109
Comfort Hotel Hamamatsu	Revenue (JPY million)	25.6	17.6	+7.9	+44.9%	130.4	+42.7	+48.6%	29.9
	RevPAR (JPY)	4,209	2,905	+1,305	+44.9%	3,675	+1,203	+48.6%	4,920
	Occupancy (%)	73.8	60.6	+13.1	+21.7%	68.3	+17.6	+34.8%	81.6
	ADR (JPY)	5,705	4,789	+916	+19.1%	5,379	+500	+10.3%	6,025
Comfort Hotel Central International Airport	Revenue (JPY million)	52.3	37.9	+14.4	+38.0%	270.3	+96.9	+55.9%	93.9
	RevPAR (JPY)	4,766	3,452	+1,314	+38.1%	4,190	+1,492	+55.3%	8,410
	Occupancy (%)	60.0	51.7	+8.3	+16.1%	56.1	+17.5	+45.1%	91.1
	ADR (JPY)	7,946	6,680	+1,266	+18.9%	7,465	+488	+7.0%	9,234
Comfort Hotel Suzuka	Revenue (JPY million)	15.2	11.9	+3.3	+27.6%	80.0	+30.3	+61.0%	14.4
	RevPAR (JPY)	4,640	3,638	+1,001	+27.5%	4,174	+1,594	+61.8%	4,376
	Occupancy (%)	76.4	67.5	+8.9	+13.1%	73.8	+22.0	+42.6%	68.4
	ADR (JPY)	6,073	5,388	+684	+12.7%	5,655	+672	+13.5%	6,393
Urbain Hiroshima Executive	Revenue (JPY million)	16.0	2.5	+13.5	+545.8%	66.4	+16.3	+32.7%	31.1
	RevPAR (JPY)	3,023	468	+2,555	+545.8%	2,144	+528	+32.7%	5,864
	Occupancy (%)	54.5	8.6	+45.9	+534.5%	39.7	+16.5	+71.4%	92.5
	ADR (JPY)	5,550	5,453	+97	+1.8%	5,400	-1,577	-22.6%	6,340

	Jul 2022 (A)	(Previous) Jul 2021 (B)	Difference (A) - (B)	YOY Change	Feb 2022 – Jul 2022 (Current Period-To-Date)			Jul 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Comfort Hotel Nagano	Revenue (JPY million)	14.6	–	–	30.2	–	–	
	RevPAR (JPY)	6,130	–	–	6,467	–	–	
	Occupancy (%)	90.6	–	–	94.3	–	–	
	ADR (JPY)	6,764	–	–	6,860	–	–	

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.
- July 2019 Revenue, RevPAR, Occupancy, and ADR data provided as a reference is for the 19 hotels owned since July 2019, and is not available for Valie Hotel Hiroshima, HOTEL EMIT SHIBUYA, and Comfort Hotel Nagano. The OneFive Okayama was operating under the name Comfort Hotel Okayama in July 2019, and hotel data is included as a fixed rent hotel.

### Explanation of Changes

July 2022 Revenue, RevPAR, Occupancy, and ADR increased significantly year-on-year due to a recovery in domestic tourism demand from weekend and summer holiday travel and various events, with RevPAR increasing to its highest level since March 2020. Although Ichigo Hotel's 22 hotels have yet to fully recover to the pre-Covid levels of July 2019, hotel demand is expected to continue recovering on the back of local government programs subsidizing domestic tourism.

### ESG Initiatives Toward a Sustainable Society

In recent years, Ichigo Hotel's assets have faced increasing risk of natural disasters such as earthquakes and physical damage due to intensifying winds and flooding caused by global warming. In order to create a safe environment for guests in case of an emergency, Ichigo Hotel has prepared emergency food supplies and portable batteries at five hotels operated by Hakata Hotels, Ichigo's wholly-owned subsidiary – The OneFive Osaka Sakaisuji, The OneFive Okayama, The OneFive Fukuoka Tenjin, The OneFive Garden Kurashiki, and HOTEL EMIT SHIBUYA.

Ichigo Hotel will continue to provide a safe environment and peace of mind to tenants, shareholders, local residents, and all other stakeholders.