



**Make The World
More Sustainable**

[Provisional Translation Only]

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Issuer

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Ichigo Hotel Operating Results – September 2022

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (22 Hotels)

	Sep 2022 (A)	(Previous) Sep 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Sep 2022 (Current Period-To-Date)			Sep 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	556.5	265.0	+291.5	+110.0%	1,150.3	+563.8	+96.1%	633.9
RevPAR (JPY)	5,146	2,415	+2,731	+113.1%	5,240	+2,547	+94.5%	6,108
Occupancy (%)	82.9	54.6	+28.4	+52.0%	83.2	+26.0	+45.5%	82.4
ADR (JPY)	6,205	4,426	+1,779	+40.2%	6,296	+1,587	+33.7%	7,413

Variable Rent Hotels (15 Hotels)

	Sep 2022 (A)	(Previous) Sep 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Sep 2022 (Current Period-To-Date)			Sep 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	399.5	191.8	+207.7	+108.3%	820.4	+399.9	+95.1%	412.1
RevPAR (JPY)	5,301	2,423	+2,878	+118.8%	5,363	+2,664	+98.7%	6,664
Occupancy (%)	88.1	59.3	+28.9	+48.7%	88.2	+26.4	+42.8%	88.7
ADR (JPY)	6,014	4,087	+1,927	+47.1%	6,083	+1,712	+39.2%	7,516

Fixed Rent Hotels (7 Hotels)

	Sep 2022 (A)	(Previous) Sep 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Sep 2022 (Current Period-To-Date)			Sep 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	157.1	73.2	+83.9	+114.6%	330.0	+163.9	+98.7%	221.8
RevPAR (JPY)	4,803	2,397	+2,406	+100.4%	4,971	+2,290	+85.4%	5,992
Occupancy (%)	71.5	43.4	+28.0	+64.6%	72.4	+25.5	+54.6%	82.7
ADR (JPY)	6,722	5,522	+1,200	+21.7%	6,869	+1,143	+20.0%	7,243

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (15 Hotels)

	Sep 2022 (A)	(Previous) Sep 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Sep 2022 (Current Period-To-Date)			Sep 2019 (Reference)	
					Cumulative	YOY Difference	YOY Change		
Nest Hotel Sapporo Ekimae	Revenue (JPY million)	49.1	21.9	+27.2	+124.4%	99.3	+52.1	+110.5%	61.9
	RevPAR (JPY)	8,728	3,710	+5,018	+135.2%	8,814	+4,873	+123.6%	10,788
	Occupancy (%)	95.8	90.0	+5.7	+6.4%	93.6	+3.1	+3.5%	96.6
	ADR (JPY)	9,115	4,122	+4,993	+121.1%	9,417	+5,060	+116.1%	11,162
Nest Hotel Sapporo Odori	Revenue (JPY million)	38.8	13.3	+25.5	+192.0%	79.5	+48.1	+153.7%	44.0
	RevPAR (JPY)	9,397	2,979	+6,418	+215.4%	9,530	+6,004	+170.3%	11,077
	Occupancy (%)	96.7	74.3	+22.4	+30.1%	94.5	+16.4	+21.0%	93.8
	ADR (JPY)	9,721	4,010	+5,712	+142.4%	10,087	+5,574	+123.5%	11,809
Smile Hotel Tokyo Asagaya	Revenue (JPY million)	23.5	15.3	+8.2	+53.4%	49.6	+16.4	+49.5%	29.8
	RevPAR (JPY)	6,922	4,479	+2,443	+54.5%	7,173	+2,406	+50.5%	8,633
	Occupancy (%)	99.5	97.9	+1.6	+1.6%	99.7	+1.3	+1.4%	98.3
	ADR (JPY)	6,959	4,577	+2,382	+52.0%	7,192	+2,348	+48.5%	8,782
HOTEL EMIT SHIBUYA	Revenue (JPY million)	15.9	9.2	+6.8	+73.6%	33.0	+13.5	+69.3%	
	RevPAR (JPY)	7,378	4,250	+3,128	+73.6%	7,505	+3,081	+69.7%	
	Occupancy (%)	98.7	98.2	+0.5	+0.5%	99.0	+0.6	+0.6%	
	ADR (JPY)	7,475	4,326	+3,149	+72.8%	7,577	+3,082	+68.6%	
Hotel Wing International Nagoya	Revenue (JPY million)	36.7	9.5	+27.2	+286.9%	74.5	+50.8	+214.1%	39.8
	RevPAR (JPY)	5,455	1,268	+4,187	+330.3%	5,455	+3,916	+254.4%	5,401
	Occupancy (%)	100	32.8	+67.2	+205.0%	100	+62.7	+168.3%	89.0
	ADR (JPY)	5,455	3,867	+1,588	+41.1%	5,455	+1,326	+32.1%	6,071

		Sep 2022 (A)	(Previous) Sep 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Sep 2022 (Current Period-To-Date)			Sep 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Smile Hotel Kyoto Shijo	Revenue (JPY million)	13.9	4.2	+9.7	+234.2%	25.3	+16.3	+183.2%	27.9
	RevPAR (JPY)	2,897	925	+1,972	+213.3%	2,592	+1,616	+165.5%	5,951
	Occupancy (%)	65.3	40.3	+25.1	+62.2%	62.6	+21.3	+51.5%	99.2
	ADR (JPY)	4,433	2,296	+2,137	+93.1%	4,144	+1,779	+75.3%	5,999
The OneFive Osaka Sakaisuji	Revenue (JPY million)	12.2	4.3	+7.9	+181.2%	24.9	+20.6	+474.8%	15.8
	RevPAR (JPY)	3,106	1,094	+2,012	+183.8%	3,121	+2,027	+185.2%	4,052
	Occupancy (%)	97.2	51.5	+45.8	+88.9%	96.9	+45.4	+88.3%	71.5
	ADR (JPY)	3,194	2,126	+1,068	+50.2%	3,221	+1,095	+51.5%	5,669
Nest Hotel Osaka Shinsaibashi	Revenue (JPY million)	30.1	6.5	+23.6	+363.6%	61.4	+49.8	+425.7%	45.6
	RevPAR (JPY)	3,102	508	+2,594	+511.2%	3,118	+2,648	+563.4%	4,558
	Occupancy (%)	78.5	15.8	+62.7	+397.6%	77.9	+63.3	+432.7%	65.8
	ADR (JPY)	3,953	3,218	+735	+22.8%	4,003	+789	+24.5%	6,926
Hotel Wing International Kobe Shin Nagata Ekimae	Revenue (JPY million)	21.0	10.2	+10.8	+105.0%	46.5	+18.2	+64.7%	23.4
	RevPAR (JPY)	4,716	2,325	+2,391	+102.8%	5,169	+2,160	+71.8%	5,445
	Occupancy (%)	60.7	35.0	+25.7	+73.4%	64.8	+21.3	+48.9%	73.2
	ADR (JPY)	7,769	6,641	+1,128	+17.0%	7,975	+1,062	+15.4%	7,437
Nest Hotel Matsuyama	Revenue (JPY million)	25.3	13.4	+11.8	+88.0%	57.5	+25.9	+82.3%	37.8
	RevPAR (JPY)	3,694	1,985	+1,709	+86.1%	4,147	+1,814	+77.8%	4,805
	Occupancy (%)	64.5	49.9	+14.6	+29.4%	66.4	+11.4	+20.7%	81.7
	ADR (JPY)	5,726	3,981	+1,745	+43.8%	6,244	+2,005	+47.3%	5,883
The OneFive Okayama	Revenue (JPY million)	30.1	16.6	+13.5	+81.5%	59.1	+21.5	+56.9%	34.7
	RevPAR (JPY)	4,678	2,530	+2,148	+84.9%	4,507	+1,664	+58.5%	5,368
	Occupancy (%)	98.9	95.7	+3.2	+3.4%	99.3	+2.0	+2.1%	83.3
	ADR (JPY)	4,728	2,643	+2,085	+78.9%	4,539	+1,615	+55.3%	6,447
The OneFive Garden Kurashiki	Revenue (JPY million)	21.0	5.0	+16.0	+320.6%	43.9	+30.0	+215.6%	26.4
	RevPAR (JPY)	6,034	1,193	+4,841	+405.8%	6,176	+4,570	+284.6%	6,996
	Occupancy (%)	77.3	25.5	+51.8	+203.2%	79.3	+50.7	+177.4%	93.4
	ADR (JPY)	7,810	4,682	+3,128	+66.8%	7,788	+2,172	+38.7%	7,490
Valie Hotel Hiroshima	Revenue (JPY million)	38.6	42.1	-3.5	-8.3%	78.5	-8.5	-9.7%	
	RevPAR (JPY)	7,500	7,500	–	–	7,500	–	–	
	Occupancy (%)	100	100	–	–	100	–	–	
	ADR (JPY)	7,500	7,500	–	–	7,500	–	–	

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						Cumulative	YOY Difference	YOY Change	
The OneFive Fukuoka Tenjin	Revenue (JPY million)	13.2	6.8	+6.4	+94.6%	26.1	+11.6	+80.2%	20.2
	RevPAR (JPY)	5,287	2,519	+2,768	+109.9%	5,137	+2,464	+92.2%	8,034
	Occupancy (%)	97.6	95.0	+2.6	+2.7%	97.7	+1.3	+1.3%	96.3
	ADR (JPY)	5,418	2,651	+2,767	+104.4%	5,257	+2,485	+89.6%	8,341
Nest Hotel Kumamoto	Revenue (JPY million)	30.2	13.6	+16.6	+122.5%	61.3	+33.5	+120.3%	34.7
	RevPAR (JPY)	5,000	2,015	+2,985	+148.1%	5,000	+2,956	+144.6%	5,105
	Occupancy (%)	100	60.5	+39.5	+65.4%	100	+41.0	+69.6%	75.7
	ADR (JPY)	5,000	3,333	+1,667	+50.0%	5,000	+1,533	+44.2%	6,743

Fixed Rent Hotels (6 Hotels – excludes Hotel Livemax Nihombashi-Hakozaki)

		Sep 2022 (A)	(Previous) Sep 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Sep 2022 (Current Period-To-Date)			Sep 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Comfort Hotel Kushiro	Revenue (JPY million)	29.6	18.0	+11.6	+64.6%	61.5	+17.1	+38.4%	25.2
	RevPAR (JPY)	7,385	4,528	+2,857	+63.1%	7,610	+2,077	+37.5%	6,407
	Occupancy (%)	95.3	75.3	+19.9	+26.4%	94.6	+12.2	+14.8%	89.7
	ADR (JPY)	7,752	6,009	+1,742	+29.0%	8,045	+1,329	+19.8%	7,140
Comfort Hotel Hamamatsu	Revenue (JPY million)	26.5	13.2	+13.4	+101.2%	55.6	+25.0	+81.9%	29.8
	RevPAR (JPY)	4,514	2,243	+2,271	+101.2%	4,647	+2,092	+81.9%	5,062
	Occupancy (%)	79.6	47.7	+31.9	+66.9%	78.8	+26.2	+49.8%	79.4
	ADR (JPY)	5,671	4,702	+968	+20.6%	5,900	+1,042	+21.4%	6,379
Comfort Hotel Central International Airport	Revenue (JPY million)	52.5	30.2	+22.3	+73.7%	104.9	+40.7	+63.5%	80.2
	RevPAR (JPY)	4,957	2,838	+2,119	+74.7%	4,854	+1,887	+63.6%	7,355
	Occupancy (%)	59.4	44.9	+14.6	+32.5%	59.4	+12.1	+25.5%	82.2
	ADR (JPY)	8,343	6,328	+2,015	+31.8%	8,176	+1,902	+30.3%	8,943
Comfort Hotel Suzuka	Revenue (JPY million)	13.5	8.0	+5.5	+68.1%	32.1	+15.2	+89.9%	10.7
	RevPAR (JPY)	4,230	2,519	+1,712	+68.0%	4,965	+2,354	+90.1%	3,368
	Occupancy (%)	78.2	51.9	+26.2	+50.5%	83.9	+32.8	+64.3%	65.6
	ADR (JPY)	5,413	4,850	+563	+11.6%	5,920	+803	+15.7%	5,135
Urbain Hiroshima Executive	Revenue (JPY million)	16.3	1.5	+14.8	+974.9%	35.7	+30.9	+644.2%	33.6
	RevPAR (JPY)	3,182	296	+2,886	+974.9%	3,423	+2,963	+644.2%	6,544
	Occupancy (%)	58.9	5.8	+53.1	+911.4%	60.0	+51.3	+590.5%	91.5
	ADR (JPY)	5,398	5,079	+319	+6.3%	5,701	+411	+7.8%	7,155

	Sep 2022 (A)	(Previous) Sep 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Sep 2022 (Current Period-To-Date)			Sep 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Comfort Hotel Nagano	Revenue (JPY million)	14.7	–	–	31.7	–	–	
	RevPAR (JPY)	6,419	–	–	6,783	–	–	
	Occupancy (%)	94.0	–	–	94.8	–	–	
	ADR (JPY)	6,826	–	–	7,154	–	–	

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. Hotel Sunshine Utsunomiya is excluded from the above data because it was acquired on September 20, 2022.
- 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.
- September 2019 Revenue, RevPAR, Occupancy, and ADR data provided as a reference is for the 19 hotels owned since September 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 August 2019, and hotel data is included as a fixed rent hotel.

Explanation of Changes

September 2022 Revenue, RevPAR, Occupancy, and ADR increased significantly year-on-year due to the decrease in new Covid cases and a recovery in domestic tourism demand from weekend, summer holiday travel and various events. Although Ichigo Hotel's 22 hotels have yet to fully recover to the pre-Covid levels of September 2019, hotel demand is expected to continue recovering on the back of the lifting of daily arrival caps for international tourists and local government programs subsidizing domestic tourism starting in October.

ESG Initiatives Toward a Sustainable Society

Following the enforcement of the Act on Promotion of Resource Circulation for Plastics on April 1, 2022, Hotel Wing International Kobe Shin Nagata Ekimae (Hotel Operator: Minacia Co., Ltd.) has installed environmentally-friendly wooden key cards as part of its efforts to reduce the use of plastics. Certified by the Forest Stewardship Council®, an international organization that awards forest management certifications, the wooden key cards support responsible forest management.

Ichigo Hotel will continue to work with its partners towards addressing environmental issues and realizing a sustainable society.

