



**Make The World
More Sustainable**

[Provisional Translation Only]

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Issuer

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Ichigo Hotel Operating Results – January 2023

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (23 Hotels)

| | Jan 2023 (A) | (Previous) Jan 2022 (B) | Difference (A) - (B) | YOY Change | Aug 2022 – Jan 2023 (Current Period-To-Date) | | | Jan 2020 (Reference) |
|-----------------------|--------------|-------------------------|----------------------|------------|--|----------------|------------|----------------------|
| | | | | | Cumulative | YOY Difference | YOY Change | |
| Revenue (JPY million) | 572.5 | 325.3 | +247.3 | +76.0% | 3,829.0 | +1,779.4 | +86.8% | 552.3 |
| RevPAR (JPY) | 5,206 | 2,899 | +2,308 | +79.6% | 5,699 | +2,611 | +84.6% | 4,895 |
| Occupancy (%) | 78.6 | 61.8 | +16.8 | +27.2% | 83.5 | +19.1 | +29.6% | 78.7 |
| ADR (JPY) | 6,625 | 4,693 | +1,931 | +41.1% | 6,827 | +2,032 | +42.4% | 6,221 |

Variable Rent Hotels (15 Hotels)

| | Jan 2023 (A) | (Previous) Jan 2022 (B) | Difference (A) - (B) | YOY Change | Aug 2022 – Jan 2023 (Current Period-To-Date) | | | Jan 2020 (Reference) |
|-----------------------|--------------|-------------------------|----------------------|------------|--|----------------|------------|----------------------|
| | | | | | Cumulative | YOY Difference | YOY Change | |
| Revenue (JPY million) | 407.5 | 240.8 | +166.7 | +69.2% | 2,684.1 | +1,200.9 | +81.0% | 364.3 |
| RevPAR (JPY) | 5,546 | 2,995 | +2,550 | +85.1% | 5,895 | +2,784 | +89.5% | 5,258 |
| Occupancy (%) | 86.1 | 68.1 | +18.0 | +26.4% | 88.5 | +19.7 | +28.7% | 86.0 |
| ADR (JPY) | 6,444 | 4,398 | +2,046 | +46.5% | 6,658 | +2,136 | +47.2% | 6,111 |

Fixed Rent Hotels (8 Hotels)

| | Jan 2023 (A) | (Previous) Jan 2022 (B) | Difference (A) - (B) | YOY Change | Aug 2022 – Jan 2023 (Current Period-To-Date) | | | Jan 2020 (Reference) |
|-----------------------|--------------|-------------------------|----------------------|------------|--|----------------|------------|----------------------|
| | | | | | Cumulative | YOY Difference | YOY Change | |
| Revenue (JPY million) | 165.1 | 84.5 | +80.6 | +95.4% | 1,144.9 | +578.5 | +102.1% | 188.0 |
| RevPAR (JPY) | 4,544 | 2,669 | +1,875 | +70.3% | 5,302 | +2,270 | +74.9% | 4,898 |
| Occupancy (%) | 64.0 | 46.7 | +17.3 | +37.1% | 73.2 | +19.2 | +35.5% | 76.3 |
| ADR (JPY) | 7,099 | 5,717 | +1,382 | +24.2% | 7,239 | +1,631 | +29.1% | 6,422 |

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (15 Hotels)

| | | Jan 2023 (A) | (Previous) Jan 2022 (B) | Difference (A) - (B) | YOY Change | Aug 2022 – Jan 2023 (Current Period-To-Date) | | | Jan 2020 (Reference) |
|---------------------------------|-----------------------|--------------|-------------------------|----------------------|------------|--|----------------|------------|----------------------|
| | | | | | | Cumulative | YOY Difference | YOY Change | |
| Nest Hotel Sapporo Ekimae | Revenue (JPY million) | 33.5 | 21.8 | +11.6 | +53.3% | 252.9 | +105.6 | +71.6% | 45.4 |
| | RevPAR (JPY) | 5,531 | 3,576 | +1,955 | +54.7% | 7,249 | +3,279 | +82.6% | 6,872 |
| | Occupancy (%) | 90.6 | 86.9 | +3.7 | +4.3% | 92.9 | +1.9 | +2.1% | 96.8 |
| | ADR (JPY) | 6,102 | 4,114 | +1,988 | +48.3% | 7,807 | +3,443 | +78.9% | 7,102 |
| Nest Hotel Sapporo Odori | Revenue (JPY million) | 24.4 | 16.0 | +8.4 | +52.4% | 197.1 | +97.4 | +97.8% | 31.1 |
| | RevPAR (JPY) | 5,645 | 3,602 | +2,043 | +56.7% | 7,745 | +4,053 | +109.8% | 7,359 |
| | Occupancy (%) | 84.8 | 85.7 | -0.9 | -1.1% | 91.4 | +8.5 | +10.3% | 90.6 |
| | ADR (JPY) | 6,660 | 4,205 | +2,455 | +58.4% | 8,473 | +4,018 | +90.2% | 8,123 |
| Smile Hotel Tokyo Asagaya | Revenue (JPY million) | 33.3 | 20.0 | +13.3 | +66.3% | 179.6 | +66.9 | +59.4% | 28.1 |
| | RevPAR (JPY) | 9,517 | 5,686 | +3,831 | +67.4% | 8,620 | +3,259 | +60.8% | 7,819 |
| | Occupancy (%) | 100 | 99.0 | +1.0 | +1.0% | 97.8 | -1.3 | -1.3% | 96.2 |
| | ADR (JPY) | 9,517 | 5,744 | +3,773 | +65.7% | 8,814 | +3,404 | +62.9% | 8,128 |
| The OneFive Tokyo Shibuya | Revenue (JPY million) | 28.1 | 11.4 | +16.7 | +145.8% | 156.9 | +87.6 | +126.5% | |
| | RevPAR (JPY) | 12,309 | 5,122 | +7,187 | +140.3% | 11,705 | +6,481 | +124.0% | |
| | Occupancy (%) | 98.9 | 98.2 | +0.7 | +0.7% | 98.9 | +0.1 | +0.1% | |
| | ADR (JPY) | 12,443 | 5,216 | +7,227 | +138.6% | 11,832 | +6,548 | +123.9% | |
| Hotel Wing International Nagoya | Revenue (JPY million) | 37.9 | 16.3 | +21.6 | +132.8% | 222.4 | +135.2 | +155.1% | 34.8 |
| | RevPAR (JPY) | 5,455 | 2,083 | +3,372 | +161.9% | 5,396 | +3,485 | +182.4% | 4,587 |
| | Occupancy (%) | 100 | 44.5 | +55.5 | +124.9% | 98.9 | +53.8 | +119.1% | 79.9 |
| | ADR (JPY) | 5,455 | 4,683 | +772 | +16.5% | 5,455 | +1,222 | +28.9% | 5,739 |

| | | Jan 2023 (A) | (Previous) Jan 2022 (B) | Difference (A) - (B) | YOY Change | Aug 2022 – Jan 2023 (Current Period-To-Date) | | | Jan 2020 (Reference) |
|--|-----------------------|--------------|-------------------------|----------------------|------------|--|----------------|------------|----------------------|
| | | | | | | Cumulative | YOY Difference | YOY Change | |
| Smile Hotel Kyoto Shijo | Revenue (JPY million) | 11.3 | 8.3 | +3.0 | +36.4% | 101.4 | +52.8 | +108.9% | 20.2 |
| | RevPAR (JPY) | 2,377 | 1,803 | +575 | +31.9% | 3,576 | +1,796 | +100.9% | 4,191 |
| | Occupancy (%) | 44.4 | 59.5 | -15.1 | -25.4% | 61.2 | +6.6 | +12.1% | 86.4 |
| | ADR (JPY) | 5,354 | 3,029 | +2,326 | +76.8% | 5,847 | +2,584 | +79.2% | 4,852 |
| The OneFive Osaka Sakaisuji | Revenue (JPY million) | 21.3 | 9.3 | +12.0 | +129.5% | 113.6 | +74.6 | +191.3% | 10.6 |
| | RevPAR (JPY) | 5,273 | 2,290 | +2,984 | +130.3% | 4,729 | +2,783 | +143.0% | 2,627 |
| | Occupancy (%) | 97.2 | 96.2 | +1.0 | +1.1% | 97.1 | +15.0 | +18.2% | 47.3 |
| | ADR (JPY) | 5,423 | 2,379 | +3,043 | +127.9% | 4,872 | +2,501 | +105.5% | 5,552 |
| Nest Hotel Osaka Shinsaibashi | Revenue (JPY million) | 48.3 | 15.2 | +33.1 | +217.7% | 263.8 | +195.0 | +283.3% | 51.2 |
| | RevPAR (JPY) | 5,134 | 1,397 | +3,737 | +267.5% | 4,608 | +3,555 | +337.5% | 5,068 |
| | Occupancy (%) | 75.2 | 41.8 | +33.4 | +79.9% | 78.1 | +46.3 | +145.9% | 82.4 |
| | ADR (JPY) | 6,828 | 3,342 | +3,486 | +104.3% | 5,903 | +2,586 | +78.0% | 6,153 |
| Hotel Wing International Kobe Shin Nagata Ekimae | Revenue (JPY million) | 23.8 | 18.0 | +5.8 | +32.2% | 163.7 | +59.3 | +56.8% | 23.8 |
| | RevPAR (JPY) | 5,174 | 3,913 | +1,260 | +32.2% | 6,089 | +2,252 | +58.7% | 4,922 |
| | Occupancy (%) | 62.5 | 54.4 | +8.2 | +15.0% | 72.3 | +18.8 | +35.2% | 67.9 |
| | ADR (JPY) | 8,274 | 7,199 | +1,075 | +14.9% | 8,417 | +1,247 | +17.4% | 7,247 |
| Nest Hotel Matsuyama | Revenue (JPY million) | 27.3 | 15.8 | +11.5 | +73.1% | 182.5 | +50.9 | +38.7% | 41.4 |
| | RevPAR (JPY) | 3,676 | 2,298 | +1,378 | +60.0% | 4,245 | +1,283 | +43.3% | 4,655 |
| | Occupancy (%) | 66.6 | 49.9 | +16.7 | +33.5% | 70.1 | +5.7 | +8.8% | 81.8 |
| | ADR (JPY) | 5,524 | 4,608 | +916 | +19.9% | 6,058 | +1,460 | +31.8% | 5,688 |
| The OneFive Okayama | Revenue (JPY million) | 26.8 | 19.9 | +6.9 | +34.5% | 191.6 | +68.3 | +55.4% | 28.8 |
| | RevPAR (JPY) | 4,004 | 2,930 | +1,074 | +36.6% | 4,854 | +1,772 | +57.5% | 4,244 |
| | Occupancy (%) | 98.5 | 98.1 | +0.4 | +0.4% | 99.1 | +1.5 | +1.6% | 79.8 |
| | ADR (JPY) | 4,064 | 2,987 | +1,077 | +36.1% | 4,896 | +1,739 | +55.1% | 5,317 |
| The OneFive Garden Kurashiki | Revenue (JPY million) | – | – | – | – | 121.2 | +80.5 | +197.6% | 18.9 |
| | RevPAR (JPY) | – | – | – | – | 6,870 | +5,266 | +328.5% | 4,772 |
| | Occupancy (%) | – | – | – | – | 81.4 | +55.5 | +214.2% | 80.0 |
| | ADR (JPY) | – | – | – | – | 8,442 | +2,252 | +36.4% | 5,968 |
| Valie Hotel Hiroshima | Revenue (JPY million) | 40.0 | 43.6 | -3.6 | -8.2% | 236.9 | -12.7 | -5.1% | 14.5 |
| | RevPAR (JPY) | 7,500 | 7,500 | – | – | 7,500 | – | – | 2,677 |
| | Occupancy (%) | 100 | 100 | – | – | 100 | – | – | 68.8 |
| | ADR (JPY) | 7,500 | 7,500 | – | – | 7,500 | – | – | 3,892 |

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|----------------------------|-----------------------|--------------|-------------------------|----------------------|------------|--|----------------|------------|----------------------|
| | | | | | | Cumulative | YOY Difference | YOY Change | |
| The OneFive Fukuoka Tenjin | Revenue (JPY million) | 20.3 | 8.7 | +11.6 | +133.8% | 115.6 | +62.6 | +118.1% | 17.1 |
| | RevPAR (JPY) | 8,090 | 3,235 | +4,855 | +150.1% | 7,752 | +4,415 | +132.3% | 6,562 |
| | Occupancy (%) | 95.2 | 94.8 | +0.3 | +0.4% | 97.4 | +0.4 | +0.5% | 89.9 |
| | ADR (JPY) | 8,499 | 3,411 | +5,089 | +149.2% | 7,957 | +4,516 | +131.2% | 7,299 |
| Nest Hotel Kumamoto | Revenue (JPY million) | 31.2 | 16.5 | +14.7 | +89.3% | 184.9 | +76.8 | +70.9% | 27.2 |
| | RevPAR (JPY) | 5,000 | 2,422 | +2,578 | +106.4% | 5,000 | +2,336 | +87.7% | 3,744 |
| | Occupancy (%) | 100 | 62.5 | +37.5 | +60.1% | 100 | +31.5 | +46.0% | 77.0 |
| | ADR (JPY) | 5,000 | 3,878 | +1,122 | +28.9% | 5,000 | +1,111 | +28.6% | 4,864 |

Fixed Rent Hotels (7 Hotels – excludes Hotel Livemax Nihombashi-Hakozaki)

| | | Jan 2023 (A) | (Previous) Jan 2022 (B) | Difference (A) - (B) | YOY Change | Aug 2022 – Jan 2023 (Current Period-To-Date) | | | Jan 2022 (Reference) |
|---|-----------------------|--------------|-------------------------|----------------------|------------|--|----------------|------------|----------------------|
| | | | | | | Cumulative | YOY Difference | YOY Change | |
| Comfort Hotel Kushiro | Revenue (JPY million) | 16.0 | 11.1 | +4.9 | +43.7% | 144.6 | +37.7 | +35.3% | 14.4 |
| | RevPAR (JPY) | 3,756 | 2,613 | +1,143 | +43.7% | 5,866 | +1,504 | +34.5% | 3,467 |
| | Occupancy (%) | 59.8 | 51.7 | +8.1 | +15.6% | 82.1 | +6.7 | +8.8% | 75.3 |
| | ADR (JPY) | 6,280 | 5,053 | +1,227 | +24.3% | 7,143 | +1,363 | +23.6% | 4,603 |
| Comfort Hotel Hamamatsu | Revenue (JPY million) | 25.9 | 15.1 | +10.9 | +72.1% | 172.4 | +68.4 | +65.7% | 18.7 |
| | RevPAR (JPY) | 4,266 | 2,478 | +1,788 | +72.1% | 4,780 | +1,896 | +65.7% | 3,077 |
| | Occupancy (%) | 73.6 | 49.9 | +23.7 | +47.6% | 79.2 | +20.4 | +34.7% | 63.7 |
| | ADR (JPY) | 5,795 | 4,968 | +827 | +16.6% | 6,035 | +1,129 | +23.0% | 4,830 |
| Comfort Hotel Central International Airport | Revenue (JPY million) | 51.6 | 42.1 | +9.5 | +22.5% | 344.0 | +104.5 | +43.6% | 87.6 |
| | RevPAR (JPY) | 4,713 | 3,811 | +902 | +23.7% | 5,291 | +1,621 | +44.2% | 7,848 |
| | Occupancy (%) | 56.7 | 51.8 | +5.0 | +9.6% | 61.9 | +7.8 | +14.5% | 83.9 |
| | ADR (JPY) | 8,306 | 7,360 | +946 | +12.9% | 8,551 | +1,759 | +25.9% | 9,352 |
| Comfort Hotel Suzuka | Revenue (JPY million) | 11.0 | 8.3 | +2.8 | +33.8% | 98.4 | +41.0 | +71.4% | 10.5 |
| | RevPAR (JPY) | 3,365 | 2,507 | +858 | +34.2% | 5,027 | +2,086 | +70.9% | 3,177 |
| | Occupancy (%) | 60.2 | 53.0 | +7.2 | +13.6% | 77.2 | +16.2 | +26.5% | 70.1 |
| | ADR (JPY) | 5,589 | 4,731 | +858 | +18.1% | 6,513 | +1,691 | +35.1% | 4,530 |
| Urbain Hiroshima Executive | Revenue (JPY million) | 15.1 | 4.0 | +11.1 | +274.9% | 111.9 | +74.7 | +200.7% | 21.2 |
| | RevPAR (JPY) | 2,856 | 762 | +2,094 | +274.9% | 3,557 | +2,374 | +200.7% | 3,997 |
| | Occupancy (%) | 47.2 | 15.9 | +31.3 | +196.3% | 59.1 | +35.4 | +149.7% | 73.2 |
| | ADR (JPY) | 6,046 | 4,780 | +1,266 | +26.5% | 6,021 | +1,023 | +20.5% | 5,459 |

| | | Jan 2023 (A) | (Previous) Jan 2022 (B) | Difference (A) - (B) | YOY Change | Aug 2022 – Jan 2023 (Current Period-To-Date) | | | Jan 2020 (Reference) |
|---------------------------|-----------------------|--------------|-------------------------|----------------------|------------|--|----------------|------------|----------------------|
| | | | | | | Cumulative | YOY Difference | YOY Change | |
| Comfort Hotel Nagano | Revenue (JPY million) | – | – | – | – | 69.9 | – | – | |
| | RevPAR (JPY) | – | – | – | – | 6,865 | – | – | |
| | Occupancy (%) | – | – | – | – | 93.8 | – | – | |
| | ADR (JPY) | – | – | – | – | 7,318 | – | – | |
| Hotel Sunshine Utsunomiya | Revenue (JPY million) | 40.6 | – | – | – | 161.1 | – | – | |
| | RevPAR (JPY) | 8,118 | – | – | – | 8,118 | – | – | |
| | Occupancy (%) | 98.1 | – | – | – | 98.1 | – | – | |
| | ADR (JPY) | 8,273 | – | – | – | 8,273 | – | – | |

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.
- Aichi Prefecture has temporarily leased all rooms of the Hotel Wing International Nagoya starting on January 28, 2022.
- January 2023 Revenue, RevPAR, Occupancy, and ADR data for The OneFive Garden Kurashiki are unavailable because the hotel has been closed for renovations since January 1, 2023.
- Hiroshima Prefecture has temporarily leased all rooms of the Valie Hotel Hiroshima starting on February 8, 2021.
- Kumamoto Prefecture has temporarily leased all rooms of the Nest Hotel

Kumamoto starting on February 1, 2022.

11. The Comfort Hotel Nagano, which closed on December 11, 2022, is currently undergoing renovations in preparation for its reopening as the Smile Hotel Nagano.
12. Tochigi Prefecture has temporarily leased the rooms of the Hotel Sunshine Utsunomiya starting on February 15, 2022.
13. Pre-acquisition data for acquired hotels are based on data received from the previous owners.
14. January 2020 Revenue, RevPAR, Occupancy, and ADR data provided as a reference is for the 20 hotels owned since January 2020, and is not available for The OneFive Tokyo Shibuya, Comfort Hotel Nagano, and Hotel Sunshine Utsunomiya. The OneFive Okayama was operating under the name Comfort Hotel Okayama in January 2020, and hotel data is included as a fixed rent hotel.

Explanation of Changes

January 2023 Revenue, RevPAR, Occupancy, and ADR for Ichigo Hotel's 23 hotels increased significantly year-on-year due to a recovery in domestic tourism from various events and a domestic travel subsidy program by the Japanese government, as well as a significant recovery in inbound tourism demand. Occupancy recovered to the early Covid level of January 2020, with RevPAR and ADR exceeding the early Covid levels of January 2020. Hotel demand is expected to recover as inbound tourism continues to pick up.

Value-Add Actions

Ichigo Hotel is renovating The OneFive Garden Kurashiki during January and February 2023 to provide a comfortable guest experience and drive earnings as demand recovers going forward. As part of the renovations, Ichigo Hotel is revamping the hotel's guest rooms and hallways, adding a smoking area, and increasing the number of laundry machines.

Ichigo Hotel will continue to work closely with hotel operators to increase guest satisfaction and drive higher earnings.

Renovated Guest Room

