



**Make The World
More Sustainable**

[Provisional Translation Only]

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Issuer

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Ichigo Hotel Operating Results – February 2024

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (28 Hotels)

	February 2024 (A)	(Previous) February 2023 (B)	Difference (A) - (B)	YOY Change
Revenue (JPY million)	1,058.6	874.7	+183.8	+21.0%
RevPAR (JPY)	7,835	7,054	+781	+11.1%
Occupancy (%)	83.5	84.2	-0.7	-0.8%
ADR (JPY)	9,381	8,375	+1,006	+12.0%

Variable Rent Hotels (21 Hotels)

	February 2024 (A)	(Previous) February 2023 (B)	Difference (A) - (B)	YOY Change
Revenue (JPY million)	861.7	697.0	+164.7	+23.6%
RevPAR (JPY)	8,601	7,683	+918	+11.9%
Occupancy (%)	87.0	87.9	-0.9	-1.0%
ADR (JPY)	9,890	8,745	+1,145	+13.1%

Fixed Rent Hotels (7 Hotels)

	February 2024 (A)	(Previous) February 2023 (B)	Difference (A) - (B)	YOY Change
Revenue (JPY million)	196.9	177.7	+19.2	+10.8%
RevPAR (JPY)	5,731	5,420	+311	+5.7%
Occupancy (%)	74.1	74.8	-0.7	-1.0%
ADR (JPY)	7,739	7,247	+491	+6.8%

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (21 Hotels)

		February 2024 (A)	(Previous) February 2023 (B)	Difference (A) - (B)	YOY Change
Nest Hotel Sapporo Ekimae	Revenue (JPY million)	77.4	59.6	+17.8	+29.9%
	RevPAR (JPY)	14,564	11,838	+2,727	+23.0%
	Occupancy (%)	96.9	94.6	+2.2	+2.4%
	ADR (JPY)	15,031	12,508	+2,524	+20.2%
Nest Hotel Sapporo Odori	Revenue (JPY million)	63.2	47.7	+15.5	+32.5%
	RevPAR (JPY)	16,904	13,075	+3,829	+29.3%
	Occupancy (%)	93.2	91.5	+1.7	+1.9%
	ADR (JPY)	18,129	14,286	+3,843	+26.9%
Smile Hotel Tokyo Asagaya	Revenue (JPY million)	39.0	38.9	+0.1	+0.1%
	RevPAR (JPY)	11,898	12,276	-378	-3.1%
	Occupancy (%)	98.7	99.9	-1.2	-1.2%
	ADR (JPY)	12,054	12,292	-238	-1.9%
The OneFive Tokyo Shibuya	Revenue (JPY million)	39.5	29.3	+10.2	+34.9%
	RevPAR (JPY)	18,511	14,199	+4,312	+30.4%
	Occupancy (%)	99.9	99.0	+0.8	+0.9%
	ADR (JPY)	18,538	14,342	+4,196	+29.3%
Hotel Wing International Nagoya	Revenue (JPY million)	35.5	34.2	+1.3	+3.7%
	RevPAR (JPY)	5,165	5,455	-290	-5.3%
	Occupancy (%)	73.7	100	-26.3	-26.3%
	ADR (JPY)	7,004	5,455	+1,549	+28.4%

		February 2024 (A)	(Previous) February 2023 (B)	Difference (A) - (B)	YOY Change
Smile Hotel Kyoto Shijo	Revenue (JPY million)	19.8	12.8	+7.0	+54.5%
	RevPAR (JPY)	4,438	2,992	+1,446	+48.3%
	Occupancy (%)	63.7	58.7	+5.0	+8.5%
	ADR (JPY)	6,967	5,095	+1,872	+36.7%
The OneFive Osaka Sakaisuji	Revenue (JPY million)	23.5	24.6	-1.1	-4.5%
	RevPAR (JPY)	6,201	6,726	-525	-7.8%
	Occupancy (%)	98.2	97.0	+1.2	+1.3%
	ADR (JPY)	6,313	6,936	-623	-9.0%
Nest Hotel Osaka Shinsaibashi	Revenue (JPY million)	58.8	53.0	+5.8	+10.9%
	RevPAR (JPY)	6,688	6,247	+440	+7.0%
	Occupancy (%)	86.1	77.4	+8.8	+11.3%
	ADR (JPY)	7,766	8,075	-309	-3.8%
Hotel Wing International Kobe Shin Nagata Ekimae	Revenue (JPY million)	25.3	20.9	+4.4	+21.1%
	RevPAR (JPY)	6,043	5,289	+754	+14.3%
	Occupancy (%)	77.7	58.8	+18.9	+32.2%
	ADR (JPY)	7,783	9,002	-1,219	-13.5%
Nest Hotel Matsuyama	Revenue (JPY million)	40.9	30.2	+10.7	+35.5%
	RevPAR (JPY)	5,881	4,536	+1,344	+29.6%
	Occupancy (%)	94.6	75.6	+18.9	+25.0%
	ADR (JPY)	6,218	5,997	+221	+3.7%
The OneFive Okayama	Revenue (JPY million)	32.8	29.4	+3.3	+11.3%
	RevPAR (JPY)	5,236	4,918	+318	+6.5%
	Occupancy (%)	97.5	98.4	-0.9	-0.9%
	ADR (JPY)	5,372	5,000	+372	+7.4%
The OneFive Garden Kurashiki	Revenue (JPY million)	22.0	—	+22.0	—
	RevPAR (JPY)	6,619	—	+6,619	—
	Occupancy (%)	97.0	—	+97.0	—
	ADR (JPY)	6,826	—	+6,826	—
Valie Hotel Hiroshima	Revenue (JPY million)	23.8	36.0	-12.2	-33.9%
	RevPAR (JPY)	4,702	7,500	-2,798	-37.3%
	Occupancy (%)	75.6	100	-24.4	-24.4%
	ADR (JPY)	6,221	7,500	-1,279	-17.1%

		February 2024 (A)	(Previous) February 2023 (B)	Difference (A) - (B)	YOY Change
The OneFive Fukuoka Tenjin	Revenue (JPY million)	30.9	24.6	+6.3	+25.5%
	RevPAR (JPY)	13,266	10,983	+2,282	+20.8%
	Occupancy (%)	97.8	98.1	-0.3	-0.3%
	ADR (JPY)	13,563	11,196	+2,367	+21.1%
Nest Hotel Kumamoto	Revenue (JPY million)	34.7	28.2	+6.5	+22.9%
	RevPAR (JPY)	5,628	5,008	+621	+12.4%
	Occupancy (%)	76.7	100	-23.3	-23.3%
	ADR (JPY)	7,340	5,008	+2,332	+46.6%
Smile Hotel Nagano	Revenue (JPY million)	18.1	—	+18.1	—
	RevPAR (JPY)	7,874	—	+7,874	—
	Occupancy (%)	99.9	—	+99.9	—
	ADR (JPY)	7,885	—	+7,885	—
Comfort Hotel Osaka Shinsaibashi (Ichigo Shinsaibashi Building)	Revenue (JPY million)	56.1	43.6	+12.5	+28.7%
	RevPAR (JPY)	9,009	7,249	+1,760	+24.3%
	Occupancy (%)	81.2	86.6	-5.4	-6.3%
	ADR (JPY)	11,100	8,372	+2,728	+32.6%
HOTEL THE KNOT YOKOHAMA	Revenue (JPY million)	56.5	52.5	+4.0	+7.6%
	RevPAR (JPY)	12,403	11,470	+933	+8.1%
	Occupancy (%)	95.2	96.9	-1.8	-1.8%
	ADR (JPY)	13,032	11,831	+1,201	+10.2%
Quintessa Hotel Ise Shima	Revenue (JPY million)	41.8	32.8	+8.9	+27.2%
	RevPAR (JPY)	6,809	5,192	+1,617	+31.1%
	Occupancy (%)	72.2	63.2	+9.0	+14.3%
	ADR (JPY)	9,426	8,213	+1,213	+14.8%
Quintessa Hotel Ogaki	Revenue (JPY million)	26.7	26.1	+0.6	+2.2%
	RevPAR (JPY)	5,021	5,584	-563	-10.1%
	Occupancy (%)	85.4	87.2	-1.8	-2.1%
	ADR (JPY)	5,882	6,406	-524	-8.2%
THE KNOT SAPPORO	Revenue (JPY million)	95.6	72.6	+23.0	+31.7%
	RevPAR (JPY)	22,286	17,355	+4,931	+28.4%
	Occupancy (%)	98.8	96.5	+2.3	+2.4%
	ADR (JPY)	22,553	17,989	+4,564	+25.4%

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

		February 2024 (A)	(Previous) February 2023 (B)	Difference (A) - (B)	YOY Change
Comfort Hotel Kushiro	Revenue (JPY million)	23.9	20.3	+3.5	+17.4%
	RevPAR (JPY)	6,307	5,371	+936	+17.4%
	Occupancy (%)	90.8	87.0	+3.8	+4.4%
	ADR (JPY)	6,946	6,175	+771	+12.5%
Comfort Hotel Hamamatsu	Revenue (JPY million)	32.4	29.4	+3.1	+10.4%
	RevPAR (JPY)	5,704	5,349	+355	+6.6%
	Occupancy (%)	81.0	83.2	-2.2	-2.6%
	ADR (JPY)	7,041	6,432	+610	+9.5%
Comfort Hotel Central International Airport	Revenue (JPY million)	70.1	52.6	+17.4	+33.1%
	RevPAR (JPY)	6,780	5,321	+1,459	+27.4%
	Occupancy (%)	72.3	63.7	+8.6	+13.5%
	ADR (JPY)	9,383	8,358	+1,025	+12.3%
Comfort Hotel Suzuka	Revenue (JPY million)	13.9	11.6	+2.3	+19.9%
	RevPAR (JPY)	4,543	3,913	+629	+16.1%
	Occupancy (%)	76.3	71.9	+4.5	+6.2%
	ADR (JPY)	5,952	5,445	+507	+9.3%
Urbain Hiroshima Executive	Revenue (JPY million)	21.4	18.7	+2.7	+14.6%
	RevPAR (JPY)	4,314	3,898	+416	+10.7%
	Occupancy (%)	60.6	59.1	+1.5	+2.6%
	ADR (JPY)	7,119	6,599	+520	+7.9%
Hotel Sunshine Utsunomiya	Revenue (JPY million)	23.6	36.7	-13.1	-35.7%
	RevPAR (JPY)	4,528	8,118	-3,589	-44.2%
	Occupancy (%)	65.2	98.1	-33.0	-33.6%
	ADR (JPY)	6,948	8,273	-1,324	-16.0%

Notes:

1. 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.
2. 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, Smile Hotel Tokyo Asagaya, Nest Hotel Kumamoto, Hotel Sunshine Utsunomiya, Comfort Hotel Osaka Shinsaibashi (Ichigo Shinsaibashi Building), HOTEL THE KNOT YOKOHAMA, and THE KNOT SAPPORO are not included.
3. RevPAR (Revenue Per Available Room) is calculated with the following formula:

$$\text{RevPAR} = \text{Total Revenue from accommodations (excluding restaurant charges and other service fees)} / \text{number of available guest rooms}$$

4. Occupancy is calculated with the following formula:

$$\text{Occupancy} = \frac{\text{Total number of guest rooms occupied during the period}}{(\text{total number of guest rooms} * \text{number of days hotel was in operation during the period})}$$
 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.
5. ADR (Average Daily Rate) is calculated with the following formula:

$$\text{ADR} = \frac{\text{Total revenue from accommodations (excluding restaurant charges and other service fees)}}{\text{number of guest rooms occupied during the period}}$$
6. 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.
7. Year-on-year comparisons for The OneFive Garden Kurashiki and Smile Hotel Nagano are not disclosed because February 2023 Revenue, RevPAR, Occupancy, and ADR data for The OneFive Garden Kurashiki and Smile Hotel Nagano are unavailable as the hotels had been closed for renovations.
8. Pre-acquisition data for acquired hotels are based on data received from the previous owners.

Explanation of Changes

The number of inbound guests marked a post-Covid record high in February 2024 due to this year being a leap year and the Chinese New Year falling in February instead of January in 2023. Revenue, RevPAR, and ADR for Ichigo Hotel's 28 hotels increased significantly year-on-year due to various events such as the Sapporo Snow Festival which was held for the first time in four years. Meanwhile, Occupancy was the same level year-on-year, as a number of hotels leased all guest rooms to local governments last year.

ESG Initiatives

Ichigo Hotel leverages Ichigo's value-add know-how to lengthen the useful life and improve the energy efficiency of existing assets.

As part of these long-term environmental initiatives, Ichigo Hotel installed water-saving systems at nine hotels – Hotel Wing International Nagoya, The OneFive Osaka Sakaisuji, Hotel Wing International Kobe Shin Nagata Ekimae, Smile Hotel Tokyo Asagaya, Nest Hotel Matsuyama, The OneFive Okayama, Capsule Plus Yokohama, Valie Hotel Hiroshima, and The OneFive Tokyo Shibuya – thus reducing average water consumption at the hotels by c. 15% over five months.

Ichigo Hotel will continue to address environmental issues, drive asset value, and reduce energy use to realize a net zero carbon society.