

[Provisional Translation Only]

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Issuer

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Ichigo Hotel Operating Results – July 2023

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (23 Hotels)

	Jul 2023 (A)	(Previous) Jul 2022 (B)	Difference (A) - (B)	YOY Change	Feb 2023 – Jul 2023 (Current Period-To-Date)			Jul 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	808.1	554.5	+253.6	+45.7%	4,467.1	+1,764.8	+65.3%	719.9
RevPAR (JPY)	6,897	4,950	+1,947	+39.3%	6,532	+2,353	+56.3%	6,856
Occupancy (%)	79.7	81.5	-1.9	-2.3%	80.1	+2.2	+2.8%	87.0
ADR (JPY)	8,659	6,070	+2,589	+42.6%	8,154	+2,789	+52.0%	7,877

Variable Rent Hotels (16 Hotels)

	Jul 2023 (A)	(Previous) Jul 2022 (B)	Difference (A) - (B)	YOY Change	Feb 2023 – Jul 2023 (Current Period-To-Date)			Jul 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	588.8	412.3	+176.5	+42.8%	3,223.2	+1,204.3	+59.6%	482.9
RevPAR (JPY)	7,320	5,121	+2,199	+42.9%	6,949	+2,578	+59.0%	7,866
Occupancy (%)	81.5	87.0	-5.6	-6.4%	83.1	-1.7	-2.0%	94.9
ADR (JPY)	8,987	5,886	+3,101	+52.7%	8,360	+3,207	+62.2%	8,292

Fixed Rent Hotels (7 Hotels)

	Jul 2023 (A)	(Previous) Jul 2022 (B)	Difference (A) - (B)	YOY Change	Feb 2023 – Jul 2023 (Current Period-To-Date)			Jul 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	219.3	142.2	+77.1	+54.2%	1,243.9	+560.6	+82.0%	237.0
RevPAR (JPY)	6,005	4,529	+1,476	+32.6%	5,664	+1,943	+52.2%	6,202
Occupancy (%)	75.9	68.2	+7.7	+11.3%	73.8	+12.5	+20.4%	86.1
ADR (JPY)	7,916	6,646	+1,270	+19.1%	7,671	+1,604	+26.4%	7,207

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (16 Hotels)

		Jul 2023 (A)	(Previous) Jul 2022 (B)	Difference (A) - (B)	YOY Change	Feb 2023 – Jul 2023 (Current Period-To-Date)			Jul 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Nest Hotel Sapporo Ekimae	Revenue (JPY million)	105.8	47.8	+57.9	+121.2%	373.4	+190.1	+103.7%	77.7
	RevPAR (JPY)	18,729	8,050	+10,679	+132.7%	10,861	+5,705	+110.7%	13,477
	Occupancy (%)	98.4	95.1	+3.3	+3.5%	95.0	+0.8	+0.8%	96.1
	ADR (JPY)	19,040	8,468	+10,572	+124.8%	11,433	+5,960	+108.9%	14,031
Nest Hotel Sapporo Odori	Revenue (JPY million)	55.2	36.1	+19.2	+53.1%	245.8	+106.5	+76.5%	59.9
	RevPAR (JPY)	13,838	8,368	+5,470	+65.4%	10,217	+4,862	+90.8%	14,896
	Occupancy (%)	69.5	97.4	-27.9	-28.7%	86.2	-9.0	-9.4%	95.9
	ADR (JPY)	19,918	8,590	+11,328	+131.9%	11,847	+6,222	+110.6%	15,534
Smile Hotel Tokyo Asagaya	Revenue (JPY million)	37.3	25.3	+12.0	+47.5%	243.9	+110.4	+82.7%	30.2
	RevPAR (JPY)	10,650	7,186	+3,464	+48.2%	11,933	+5,437	+83.7%	8,537
	Occupancy (%)	99.4	100	-0.6	-0.6%	99.6	+2.7	+2.8%	97.3
	ADR (JPY)	10,711	7,184	+3,528	+49.1%	11,976	+5,273	+78.7%	8,777
The OneFive Tokyo Shibuya	Revenue (JPY million)	34.9	16.3	+18.6	+114.1%	229.1	+147.1	+179.3%	
	RevPAR (JPY)	15,284	7,295	+7,989	+109.5%	17,234	+10,945	+174.0%	
	Occupancy (%)	98.9	98.9	-	-	98.8	-0.2	-0.2%	
	ADR (JPY)	15,450	7,374	+8,076	+109.5%	17,437	+11,085	+174.5%	
Hotel Wing International Nagoya	Revenue (JPY million)	33.6	37.9	-4.3	-11.4%	156.0	-65.2	-29.5%	40.9
	RevPAR (JPY)	4,484	5,455	-971	-17.8%	3,699	-1,756	-32.2%	5,372
	Occupancy (%)	61.1	100	-38.9	-38.9%	60.0	-40.0	-40.0%	82.8
	ADR (JPY)	7,342	5,455	+1,887	+34.6%	6,162	+707	+13.0%	6,486

		Jul 2023 (A)	(Previous) Jul 2022 (B)	Difference (A) - (B)	YOY Change	Feb 2023 – Jul 2023 (Current Period-To-Date)			Jul 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Smile Hotel Kyoto Shijo	Revenue (JPY million)	19.8	13.6	+6.2	+45.6%	145.9	+81.4	+126.1%	31.2
	RevPAR (JPY)	4,230	2,828	+1,402	+49.6%	5,327	+3,064	+135.5%	6,250
	Occupancy (%)	55.4	62.5	-7.1	-11.3%	67.2	+7.2	+12.0%	99.6
	ADR (JPY)	7,632	4,524	+3,108	+68.7%	7,925	+4,156	+110.3%	6,276
The OneFive Osaka Sakaisuji	Revenue (JPY million)	23.8	12.4	+11.3	+91.1%	157.3	+94.4	+150.1%	19.6
	RevPAR (JPY)	5,872	3,055	+2,817	+92.2%	6,665	+4,014	+151.4%	4,872
	Occupancy (%)	97.2	97.1	+0.1	+0.1%	96.8	+0.5	+0.6%	73.6
	ADR (JPY)	6,041	3,147	+2,894	+92.0%	6,887	+4,132	+150.0%	6,616
Nest Hotel Osaka Shinsaibashi	Revenue (JPY million)	56.6	27.3	+29.3	+107.4%	344.9	+210.4	+156.6%	65.0
	RevPAR (JPY)	6,022	2,701	+3,322	+123.0%	6,285	+4,050	+181.2%	6,346
	Occupancy (%)	79.2	64.9	+14.3	+22.0%	76.3	+14.7	+23.8%	85.6
	ADR (JPY)	7,608	4,164	+3,444	+82.7%	8,240	+4,613	+127.2%	7,416
Hotel Wing International Kobe Shin Nagata Ekimae	Revenue (JPY million)	24.9	24.1	+0.8	+3.3%	159.0	+37.6	+31.0%	26.5
	RevPAR (JPY)	5,614	5,416	+198	+3.7%	6,066	+1,369	+29.2%	5,842
	Occupancy (%)	68.2	71.9	-3.7	-5.2%	71.6	+8.3	+13.0%	74.6
	ADR (JPY)	8,228	7,528	+700	+9.3%	8,470	+1,057	+14.3%	7,835
Nest Hotel Matsuyama	Revenue (JPY million)	35.6	32.4	+3.1	+9.6%	209.9	+47.6	+29.3%	47.9
	RevPAR (JPY)	4,479	4,539	-60	-1.3%	4,704	+957	+25.5%	5,527
	Occupancy (%)	83.5	78.6	+4.9	+6.2%	79.9	+3.1	+4.0%	88.7
	ADR (JPY)	5,363	5,773	-410	-7.1%	5,890	+1,009	+20.7%	6,230
The OneFive Okayama	Revenue (JPY million)	34.6	26.3	+8.3	+31.4%	221.6	+82.9	+59.7%	35.0
	RevPAR (JPY)	5,200	3,946	+1,255	+31.8%	5,733	+2,196	+62.1%	5,212
	Occupancy (%)	99.2	98.3	+0.9	+0.9%	98.8	+1.0	+1.0%	84.6
	ADR (JPY)	5,244	4,015	+1,229	+30.6%	5,804	+2,186	+60.4%	6,160
The OneFive Garden Kurashiki	Revenue (JPY million)	24.1	14.7	+9.4	+63.8%	131.7	+63.3	+92.6%	26.1
	RevPAR (JPY)	6,767	4,027	+2,739	+68.0%	7,464	+4,272	+133.8%	6,880
	Occupancy (%)	93.9	55.6	+38.3	+69.0%	90.0	+45.7	+103.3%	92.5
	ADR (JPY)	7,205	7,248	-43	-0.6%	8,291	+1,082	+15.0%	7,438
Valie Hotel Hiroshima	Revenue (JPY million)	25.1	39.9	-14.8	-37.2%	191.3	-42.2	-18.1%	
	RevPAR (JPY)	4,669	7,500	-2,831	-37.7%	5,837	-1,663	-22.2%	
	Occupancy (%)	64.7	100	-35.3	-35.3%	79.5	-20.5	-20.5%	
	ADR (JPY)	7,214	7,500	-286	-3.8%	7,339	-161	-2.1%	

		Jul 2023 (A)	(Previous) Jul 2022 (B)	Difference (A) - (B)	YOY Change	Feb 2023 – Jul 2023 (Current Period-To-Date)			Jul 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
The OneFive Fukuoka Tenjin	Revenue (JPY million)	27.6	12.4	+15.2	+122.9%	152.9	+92.2	+152.1%	22.8
	RevPAR (JPY)	11,040	4,776	+6,265	+131.2%	10,459	+6,527	+166.0%	8,889
	Occupancy (%)	97.6	95.1	+2.5	+2.6%	97.8	+4.2	+4.5%	96.2
	ADR (JPY)	11,315	5,022	+6,293	+125.3%	10,694	+6,494	+154.6%	9,237
Nest Hotel Kumamoto	Revenue (JPY million)	33.6	31.2	+2.4	+7.8%	179.6	-3.1	-1.7%	35.1
	RevPAR (JPY)	5,149	5,000	+149	+3.0%	4,759	-241	-4.8%	4,925
	Occupancy (%)	77.8	100	-22.2	-22.2%	79.5	-20.5	-20.5%	81.6
	ADR (JPY)	6,622	5,000	+1,622	+32.4%	5,987	+987	+19.7%	6,034
Smile Hotel Nagano	Revenue (JPY million)	16.4	14.6	+1.8	+12.5%	80.9	+50.7	+168.1%	
	RevPAR (JPY)	6,632	6,130	+502	+8.2%	6,652	+185	+2.9%	
	Occupancy (%)	96.0	90.6	+5.4	+5.9%	98.0	+3.7	+4.0%	
	ADR (JPY)	6,907	6,764	+143	+2.1%	6,788	-73	-1.1%	

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

		Jul 2023 (A)	(Previous) Jul 2022 (B)	Difference (A) - (B)	YOY Change	Feb 2023 – Jul 2023 (Current Period-To-Date)			Jul 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Comfort Hotel Kushiro	Revenue (JPY million)	35.5	28.5	+7.0	+24.5%	151.2	+41.4	+37.7%	25.3
	RevPAR (JPY)	8,803	6,923	+1,879	+27.1%	6,353	+1,817	+40.1%	6,219
	Occupancy (%)	95.6	91.4	+4.3	+4.7%	90.2	+13.4	+17.5%	87.5
	ADR (JPY)	9,203	7,577	+1,626	+21.5%	7,046	+1,137	+19.2%	7,109
Comfort Hotel Hamamatsu	Revenue (JPY million)	36.6	25.6	+11.0	+42.9%	202.9	+72.5	+55.6%	29.9
	RevPAR (JPY)	6,016	4,209	+1,806	+42.9%	5,719	+2,044	+55.6%	4,920
	Occupancy (%)	80.6	73.8	+6.8	+9.2%	82.5	+14.1	+20.7%	81.6
	ADR (JPY)	7,464	5,705	+1,759	+30.8%	6,934	+1,556	+28.9%	6,025
Comfort Hotel Central International Airport	Revenue (JPY million)	73.1	52.3	+20.8	+39.8%	387.9	+117.6	+43.5%	93.9
	RevPAR (JPY)	6,638	4,766	+1,871	+39.3%	6,063	+1,873	+44.7%	8,410
	Occupancy (%)	73.8	60.0	+13.8	+23.0%	67.9	+11.8	+21.0%	91.1
	ADR (JPY)	8,994	7,946	+1,048	+13.2%	8,923	+1,458	+19.5%	9,234
Comfort Hotel Suzuka	Revenue (JPY million)	17.9	15.2	+2.7	+17.8%	92.0	+12.0	+15.0%	14.4
	RevPAR (JPY)	5,488	4,640	+848	+18.3%	4,811	+638	+15.3%	4,376
	Occupancy (%)	82.2	76.4	+5.8	+7.6%	77.1	+3.3	+4.5%	68.4
	ADR (JPY)	6,678	6,073	+605	+10.0%	6,238	+583	+10.3%	6,393

		Jul 2023 (A)	(Previous) Jul 2022 (B)	Difference (A) - (B)	YOY Change	Feb 2023 – Jul 2023 (Current Period-To-Date)			Jul 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Urbain Hiroshima Executive	Revenue (JPY million)	25.0	16.0	+9.0	+56.1%	144.8	+78.4	+118.2%	31.1
	RevPAR (JPY)	4,720	3,023	+1,697	+56.1%	4,679	+2,534	+118.2%	5,864
	Occupancy (%)	66.4	54.5	+12.0	+22.0%	60.8	+21.1	+53.2%	92.5
	ADR (JPY)	7,103	5,550	+1,553	+28.0%	7,693	+2,292	+42.5%	6,340
Hotel Sunshine Utsunomiya	Revenue (JPY million)	21.3	–	–	–	203.8	–	–	
	RevPAR (JPY)	3,948	–	–	–	5,389	–	–	
	Occupancy (%)	61.6	–	–	–	75.1	–	–	
	ADR (JPY)	6,405	–	–	–	7,180	–	–	

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 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.
- 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, The OneFive Tokyo Shibuya, Smile Hotel Nagano, and Hotel Sunshine Utsunomiya. 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

Although July 2023 Occupancy for Ichigo Hotel's 23 hotels decreased 2.3% year-on-year due to the reopening of hotels that were previously leased out to local governments, ADR and RevPAR increased by 42.6% and 39.3% year-on-year, respectively due to summer holiday travel and a sharp recovery in inbound tourism. RevPAR exceeds the pre-Covid levels of July 2019 due to the increase in ADR.

The Japanese government's domestic travel subsidy program has ended in many prefectures, but with China resuming group tours to Japan, overall hotel demand is expected to continue to recover driven by inbound tourism.

ESG Initiatives Towards a Sustainable Society

Ichigo Hotel implements long-term environmental initiatives by leveraging Ichigo's value-add know-how to extend the useful life of its assets and promote energy efficiency.

As part of these initiatives, Ichigo Hotel has completed installing water-saving shower heads and bathroom faucets at eight 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, and The OneFive Tokyo Shibuya). As a result, Ichigo Hotel is reducing water usage and CO2 emissions, and saving c. JPY 10 million in water and gas costs annually.

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