



**Make The World
More Sustainable**

[Provisional Translation Only]

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Issuer

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Ichigo Hotel Operating Results – April 2020

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (18 Hotels)

	April 2020 (A)	(Previous) April 2019 (B)	Difference (A) - (B)	YOY Change	February 2020 – April 2020 (Current Period-To-Date)		
					Cumulative	YOY Difference	YOY Change
Revenue (JPY million)	116.6	717.1	-600.5	-83.7%	838.2	-1,208.4	-59.0%
RevPAR (JPY)	1,339	7,377	-6,038	-81.9%	2,971	-4,111	-58.1%
Occupancy (%)	30.1	89.5	-59.4	-66.4%	52.1	-37.8	-42.0%
ADR (JPY)	4,449	8,246	-3,797	-46.0%	5,699	-2,179	-27.7%

Variable Rent Hotels (11 Hotels)

	April 2020 (A)	(Previous) April 2019 (B)	Difference (A) - (B)	YOY Change	February 2020 – April 2020 (Current Period-To-Date)		
					Cumulative	YOY Difference	YOY Change
Revenue (JPY million)	63.1	470.0	-406.9	-86.6%	524.4	-844.5	-61.7%
RevPAR (JPY)	1,264	7,840	-6,575	-83.9%	3,086	-4,612	-59.9%
Occupancy (%)	31.8	90.4	-58.5	-64.8%	54.3	-37.7	-41.0%
ADR (JPY)	3,974	8,676	-4,702	-54.2%	5,680	-2,683	-32.1%

Fixed Rent Hotels (7 Hotels)

	April 2020 (A)	(Previous) April 2019 (B)	Difference (A) - (B)	YOY Change	February 2020 – April 2020 (Current Period-To-Date)		
					Cumulative	YOY Difference	YOY Change
Revenue (JPY million)	53.5	247.1	-193.6	-78.4%	313.7	-363.9	-53.7%
RevPAR (JPY)	1,425	6,695	-5,270	-78.7%	2,813	-3,361	-54.4%
Occupancy (%)	28.1	88.1	-60.0	-68.1%	49.1	-37.6	-43.4%
ADR (JPY)	5,070	7,597	-2,527	-33.3%	5,728	-1,393	-19.6%

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (14 Hotels)

		April 2020 (A)	(Previous) April 2019 (B)	Difference (A) - (B)	YOY Change	February 2020 – April 2020 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
Nest Hotel Sapporo Ekimae	Revenue (JPY million)	9.7	45.8	-36.1	-78.8%	75.0	-100.6	-57.3%
	RevPAR (JPY)	1,713	7,102	-5,389	-75.9%	4,336	-5,361	-55.3%
	Occupancy (%)	52.9	98.5	-45.6	-46.3%	74.9	-24.0	-24.3%
	ADR (JPY)	3,238	7,209	-3,971	-55.1%	5,790	-4,016	-41.0%
Nest Hotel Sapporo Odori	Revenue (JPY million)	8.8	32.3	-23.6	-72.9%	62.6	-69.7	-52.7%
	RevPAR (JPY)	1,987	7,911	-5,924	-74.9%	5,068	-6,173	-54.9%
	Occupancy (%)	61.1	95.1	-34.0	-35.7%	75.8	-20.2	-21.1%
	ADR (JPY)	3,251	8,321	-5,070	-60.9%	6,681	-5,017	-42.9%
Smile Hotel Tokyo Asagaya	Revenue (JPY million)	11.2	34.7	-23.5	-67.8%	57.1	-43.1	-43.0%
	RevPAR (JPY)	3,205	10,088	-6,883	-68.2%	5,460	-4,346	-44.3%
	Occupancy (%)	72.7	99.1	-26.4	-26.6%	86.2	-12.7	-12.9%
	ADR (JPY)	4,406	10,175	-5,770	-56.7%	6,331	-3,577	-36.1%
HOTEL EMIT SHIBUYA	Revenue (JPY million)	6.1				20.1		
	RevPAR (JPY)	2,789				4,113		
	Occupancy (%)	95.3				93.2		
	ADR (JPY)	2,926				4,415		
Hotel Wing International Nagoya	Revenue (JPY million)	3.7	47.7	-44.0	-92.2%	48.1	-79.7	-62.4%
	RevPAR (JPY)	858	6,456	-5,598	-86.7%	2,544	-3,265	-56.2%
	Occupancy (%)	16.1	92.0	-75.9	-82.5%	39.4	-51.8	-56.8%
	ADR (JPY)	5,333	7,015	-1,682	-24.0%	6,448	+84	+1.3%

		April 2020 (A)	(Previous) April 2019 (B)	Difference (A) - (B)	YOY Change	February 2020 – April 2020 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
Smile Hotel Kyoto Shijo	Revenue (JPY million)	1.7	56.7	-55.0	-96.9%	36.7	-88.4	-70.7%
	RevPAR (JPY)	916	12,447	-11,531	-92.6%	3,303	-5,876	-64.0%
	Occupancy (%)	14.2	100.2	-86.0	-85.8%	71.9	-28.0	-28.1%
	ADR (JPY)	6,457	12,424	-5,967	-48.0%	4,595	-4,591	-50.0%
Chisun Inn Osaka Hommachi	Revenue (JPY million)	0.4	25.1	-24.7	-98.5%	14.2	-57.7	-80.2%
	RevPAR (JPY)	186	6,431	-6,244	-97.1%	1,439	-4,780	-76.9%
	Occupancy (%)	4.4	83.3	-79.0	-94.8%	26.5	-58.8	-68.9%
	ADR (JPY)	4,259	7,717	-3,458	-44.8%	5,429	-1,858	-25.5%
Nest Hotel Osaka Shinsaibashi	Revenue (JPY million)	3.2	80.3	-77.1	-96.0%	37.1	-190.8	-83.7%
	RevPAR (JPY)	248	8,290	-8,042	-97.0%	1,277	-6,642	-83.9%
	Occupancy (%)	5.3	88.6	-83.3	-94.0%	20.7	-70.7	-77.3%
	ADR (JPY)	4,648	9,357	-4,709	-50.3%	6,165	-2,499	-28.8%
Hotel Wing International Kobe Shin Nagata Ekimae	Revenue (JPY million)	6.1				33.5		
	RevPAR (JPY)	1,410				2,553		
	Occupancy (%)	24.7				38.6		
	ADR (JPY)	5,719				6,621		
Nest Hotel Matsuyama	Revenue (JPY million)	9.1	51.1	-42.0	-82.2%	73.6	-66.2	-47.4%
	RevPAR (JPY)	1,380	6,400	-5,020	-78.4%	3,402	-2,375	-41.1%
	Occupancy (%)	31.6	84.3	-52.7	-62.5%	65.7	-21.5	-24.7%
	ADR (JPY)	4,369	7,595	-3,227	-42.5%	5,181	-1,448	-21.8%
Court Hotel Kurashiki	Revenue (JPY million)	4.6	39.1	-34.5	-88.3%	32.4	-59.3	-64.7%
	RevPAR (JPY)	1,202	10,600	-9,398	-88.7%	2,821	-5,476	-66.0%
	Occupancy (%)	30.4	98.4	-68.1	-69.1%	53.1	-44.9	-45.8%
	ADR (JPY)	3,957	10,769	-6,812	-63.3%	5,311	-3,153	-37.3%
Valie Hotel Hiroshima	Revenue (JPY million)	7.3				38.1		
	RevPAR (JPY)	1,352				2,394		
	Occupancy (%)	37.4				58.7		
	ADR (JPY)	3,612				4,080		
Valie Hotel Tenjin	Revenue (JPY million)	3.9	24.7	-20.7	-84.0%	32.8	-43.1	-56.8%
	RevPAR (JPY)	1,248	10,056	-8,808	-87.6%	4,179	-6,229	-59.8%
	Occupancy (%)	29.4	97.9	-68.4	-69.9%	70.1	-28.2	-28.7%
	ADR (JPY)	4,238	10,274	-6,035	-58.7%	5,961	-4,631	-43.7%

		April 2020 (A)	(Previous) April 2019 (B)	Difference (A) - (B)	YOY Change	February 2020 – April 2020 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
Nest Hotel Kumamoto	Revenue (JPY million)	6.8	32.4	-25.7	-79.1%	54.8	-45.8	-45.5%
	RevPAR (JPY)	859	4,698	-3,838	-81.7%	2,571	-2,343	-47.7%
	Occupancy (%)	22.0	73.1	-51.1	-70.0%	52.9	-27.1	-33.9%
	ADR (JPY)	3,914	6,426	-2,512	-39.1%	4,862	-1,284	-20.9%

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

		April 2020 (A)	(Previous) April 2019 (B)	Difference (A) - (B)	YOY Change	February 2020 – April 2020 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
Comfort Hotel Kushiro	Revenue (JPY million)	4.0	13.7	-9.8	-71.2%	25.4	-17.5	-40.7%
	RevPAR (JPY)	946	3,417	-2,471	-72.3%	2,087	-1,522	-42.2%
	Occupancy (%)	23.7	66.4	-42.8	-64.4%	44.8	-28.0	-38.4%
	ADR (JPY)	3,998	5,143	-1,146	-22.3%	4,656	-300	-6.0%
Comfort Hotel Hamamatsu	Revenue (JPY million)	10.3	31.8	-21.5	-67.7%	46.2	-42.6	-48.0%
	RevPAR (JPY)	1,744	5,403	-3,659	-67.7%	2,617	-2,471	-48.6%
	Occupancy (%)	35.3	85.5	-50.3	-58.8%	50.1	-34.1	-40.5%
	ADR (JPY)	4,945	6,316	-1,370	-21.7%	5,228	-821	-13.6%
Comfort Hotel Central International Airport	Revenue (JPY million)	14.9	94.8	-79.9	-84.3%	103.7	-161.7	-60.9%
	RevPAR (JPY)	1,361	8,784	-7,424	-84.5%	3,190	-5,077	-61.4%
	Occupancy (%)	15.8	94.8	-79.0	-83.3%	38.0	-53.4	-58.4%
	ADR (JPY)	8,603	9,266	-662	-7.1%	8,406	-648	-7.2%
Comfort Hotel Suzuka	Revenue (JPY million)	4.0	16.7	-12.7	-76.1%	20.0	-22.1	-52.5%
	RevPAR (JPY)	1,240	5,250	-4,010	-76.4%	2,086	-2,369	-53.2%
	Occupancy (%)	25.4	83.3	-57.9	-69.5%	43.9	-32.6	-42.6%
	ADR (JPY)	4,882	6,300	-1,418	-22.5%	4,752	-1,070	-18.4%
Comfort Hotel Okayama	Revenue (JPY million)	12.1	38.1	-26.0	-68.3%	62.6	-44.1	-41.3%
	RevPAR (JPY)	1,811	5,872	-4,061	-69.2%	3,167	-2,353	-42.6%
	Occupancy (%)	43.1	89.2	-46.1	-51.7%	65.1	-25.3	-28.0%
	ADR (JPY)	4,202	6,580	-2,378	-36.1%	4,867	-1,244	-20.4%
Urbain Hiroshima Executive	Revenue (JPY million)	5.2	40.6	-35.5	-87.3%	42.2	-59.8	-58.6%
	RevPAR (JPY)	1,009	7,924	-6,915	-87.3%	2,742	-3,958	-59.1%
	Occupancy (%)	21.3	94.8	-73.5	-77.5%	51.0	-41.0	-44.6%
	ADR (JPY)	4,736	8,361	-3,624	-43.4%	5,374	-1,907	-26.2%

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 Chisun Inn Osaka Hommachi, Hotel Wing International Kobe Shin Nagata Ekimae, and the Smile Hotel Tokyo Asagaya, and rent from the banquet hall at the Nest Hotel Kumamoto 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:
$$\text{Occupancy} = \text{Total number of guest rooms occupied during the period} / (\text{total number of guest rooms} * \text{number of days hotel was in operation during the period})$$

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:
$$\text{ADR} = \text{Total revenue from accommodations (excluding restaurant charges and other service fees)} / \text{number of guest rooms occupied during the period.}$$
6. Data for the Hotel Livemax Nihombashi-Hakozaki are included in the total hotel and fixed rent hotel data above, but not separately disclosed because the hotel operator did not provide consent to disclose hotel-specific data.
7. The Grandpark-Inn Yokohama and the Washington Hotel Plaza Shimonoseki Eki Nishi are excluded from the above data because the hotel operator did not give consent to disclose hotel-specific data that would allow for year-on-year comparisons. The HOTEL EMIT SHIBUYA, the Hotel Wing International Kobe Shin Nagata Ekimae, and the Valie Hotel Hiroshima are excluded from the Total and Variable Rent Hotels data on page 1 because the previous hotel operator did not give consent to disclose hotel-specific data that would allow for year-on-year comparisons.
8. Since the following hotels temporarily closed on the following dates, the above data reflects data from April 1, 2020 to the day before closure for each hotel: Smile Hotel Kyoto Shijo on April 13, 2020, Chisun Inn Osaka Hommachi and Nest Hotel Osaka Shinsaibashi on April 17, 2020, and Hotel Wing International Nagoya on April 18, 2020.
9. Pre-acquisition data for acquired hotels are based on data received from the previous owners.

Explanation of Changes

All hotels saw year-on-year decreases in Revenue, RevPAR, Occupancy, and ADR due to Covid-19 restrictions on travel and public gatherings and events, causing a drop in both domestic and inbound demand.

Covid-19 Response: Working Towards a New Normal

Ichigo Hotel has implemented a broad range of measures as part of its Covid-19 response, including strengthened hygienic measures such as hand sanitizers and periodic building disinfections, mask-wearing, monitoring guest and employee health, and offering work-from-home services.

Ichigo Hotel will continue to work closely with its hotel operator partners to provide safe hotel environments responsive to guest needs.