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Issuer

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**Ichigo Hotel Operating Results – January 2022**

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (21 Hotels)

	Jan 2022 (A)	(Previous) Jan 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2021 – Jan 2022 (Current Period-To-Date)			Jan 2020 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	325.3	207.6	+117.6	+56.7%	2,049.6	+590.7	+40.5%	552.3
RevPAR (JPY)	2,899	1,936	+962	+49.7%	3,088	+840	+37.3%	4,895
Occupancy (%)	61.8	41.6	+20.1	+48.4%	64.4	+17.8	+38.3%	78.7
ADR (JPY)	4,693	4,652	+42	+0.9%	4,795	-33	-0.7%	6,221

Variable Rent Hotels (15 Hotels)

	Jan 2022 (A)	(Previous) Jan 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2021 – Jan 2022 (Current Period-To-Date)			Jan 2020 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	240.8	111.1	+129.7	+116.8%	1,483.2	+518.7	+53.8%	364.3
RevPAR (JPY)	2,995	1,429	+1,566	+109.6%	3,112	+1,039	+50.1%	5,258
Occupancy (%)	68.1	37.5	+30.6	+81.7%	68.8	+21.5	+45.5%	86.0
ADR (JPY)	4,398	3,812	+586	+15.4%	4,522	+138	+3.2%	6,111

Fixed Rent Hotels (6 Hotels)

	Jan 2022 (A)	(Previous) Jan 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2021 – Jan 2022 (Current Period-To-Date)			Jan 2020 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	84.5	96.6	-12.1	-12.5%	566.4	+72.0	+14.6%	188.0
RevPAR (JPY)	2,669	3,073	-404	-13.1%	3,032	+390	+14.8%	4,898
Occupancy (%)	46.7	50.9	-4.2	-8.3%	54.1	+9.1	+20.3%	76.3
ADR (JPY)	5,717	6,039	-322	-5.3%	5,608	-267	-4.5%	6,422

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (15 Hotels)

	Jan 2022 (A)	(Previous) Jan 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2021 – Jan 2022 (Current Period-To-Date)			Jan 2020 (Reference)	
					Cumulative	YOY Difference	YOY Change		
Nest Hotel Sapporo Ekimae	Revenue (JPY million)	21.8	11.0	+10.9	+99.4%	147.3	+21.7	+17.2%	45.4
	RevPAR (JPY)	3,576	1,830	+1,746	+95.4%	3,970	+555	+16.2%	6,872
	Occupancy (%)	86.9	50.7	+36.2	+71.3%	91.0	+9.8	+12.1%	96.8
	ADR (JPY)	4,114	3,607	+508	+14.1%	4,363	+157	+3.7%	7,102
Nest Hotel Sapporo Odori	Revenue (JPY million)	16.0	2.8	+13.2	+473.5%	99.7	+25.9	+35.1%	31.1
	RevPAR (JPY)	3,602	655	+2,947	+449.6%	3,692	+820	+28.6%	7,359
	Occupancy (%)	85.7	16.4	+69.3	+423.3%	82.9	+16.8	+25.5%	90.6
	ADR (JPY)	4,205	4,004	+201	+5.0%	4,454	+108	+2.5%	8,123
Smile Hotel Tokyo Asagaya	Revenue (JPY million)	20.0	13.8	+6.3	+45.5%	112.6	+23.5	+26.3%	28.1
	RevPAR (JPY)	5,686	3,822	+1,864	+48.8%	5,360	+1,181	+28.3%	7,819
	Occupancy (%)	99.0	83.6	+15.4	+18.4%	99.1	+15.1	+17.9%	96.2
	ADR (JPY)	5,744	4,571	+1,173	+25.7%	5,410	+435	+8.7%	8,128
HOTEL EMIT SHIBUYA	Revenue (JPY million)	11.4	5.5	+6.0	+109.0%	69.3	+12.4	+21.8%	
	RevPAR (JPY)	5,122	2,437	+2,685	+110.2%	5,224	+946	+22.1%	
	Occupancy (%)	98.2	68.7	+29.5	+42.9%	98.9	+5.2	+5.5%	
	ADR (JPY)	5,216	3,546	+1,670	+47.1%	5,285	+717	+15.7%	
Hotel Wing International Nagoya	Revenue (JPY million)	16.3	8.8	+7.5	+84.7%	87.2	+23.0	+35.9%	34.8
	RevPAR (JPY)	2,083	1,093	+990	+90.5%	1,911	+521	+37.5%	4,587
	Occupancy (%)	44.5	26.8	+17.7	+66.2%	45.1	+14.0	+45.2%	79.9
	ADR (JPY)	4,683	4,085	+598	+14.6%	4,233	-236	-5.3%	5,739

		Jan 2022 (A)	(Previous) Jan 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2021 – Jan 2022 (Current Period-To-Date)			Jan 2020 (Reference)
						Cumulative	YOY Difference	YOY Change	
Smile Hotel Kyoto Shijo	Revenue (JPY million)	8.3	2.6	+5.7	+216.9%	48.5	+10.7	+28.4%	20.2
	RevPAR (JPY)	1,803	546	+1,256	+230.0%	1,780	+397	+28.7%	4,191
	Occupancy (%)	59.5	19.0	+40.6	+214.1%	54.6	+18.2	+50.0%	86.4
	ADR (JPY)	3,029	2,882	+146	+5.1%	3,263	-538	-14.2%	4,852
The OneFive Osaka Sakaisuji	Revenue (JPY million)	9.3	–	–	–	39.0	–	–	10.6
	RevPAR (JPY)	2,290	–	–	–	1,946	–	–	2,627
	Occupancy (%)	96.2	–	–	–	82.1	–	–	47.3
	ADR (JPY)	2,379	–	–	–	2,371	–	–	5,552
Nest Hotel Osaka Shinsaibashi	Revenue (JPY million)	15.2	2.7	+12.5	+466.8%	68.8	+50.0	+265.9%	51.2
	RevPAR (JPY)	1,397	96	+1,300	+1,347.8%	1,053	+921	+698.5%	5,068
	Occupancy (%)	41.8	2.7	+39.1	+1,459.0%	31.8	+28.3	+819.9%	82.4
	ADR (JPY)	3,342	3,599	-257	-7.1%	3,317	-504	-13.2%	6,153
Hotel Wing International Kobe Shin Nagata Ekimae	Revenue (JPY million)	18.0	12.2	+5.8	+47.4%	104.4	+16.1	+18.3%	23.8
	RevPAR (JPY)	3,913	2,603	+1,311	+50.4%	3,837	+647	+20.3%	4,922
	Occupancy (%)	54.4	39.0	+15.3	+39.3%	53.5	+8.0	+17.5%	67.9
	ADR (JPY)	7,199	6,669	+530	+8.0%	7,169	+166	+2.4%	7,247
Nest Hotel Matsuyama	Revenue (JPY million)	15.8	12.5	+3.3	+26.2%	131.5	+5.9	+4.7%	41.4
	RevPAR (JPY)	2,298	1,840	+457	+24.9%	2,962	-21	-0.7%	4,655
	Occupancy (%)	49.9	41.8	+8.1	+19.3%	64.4	+1.0	+1.6%	81.8
	ADR (JPY)	4,608	4,402	+205	+4.7%	4,598	-105	-2.2%	5,688
The OneFive Okayama	Revenue (JPY million)	19.9	10.8	+9.1	+83.8%	123.3	+54.0	+77.9%	28.8
	RevPAR (JPY)	2,930	1,661	+1,269	+76.4%	3,082	+1,310	+74.0%	4,244
	Occupancy (%)	98.1	58.8	+39.3	+66.8%	97.6	+39.2	+67.2%	79.8
	ADR (JPY)	2,987	2,825	+161	+5.7%	3,157	+122	+4.0%	5,317
Court Hotel Kurashiki	Revenue (JPY million)	–	4.0	-4.0	-100.0%	40.7	-10.1	-19.9%	18.9
	RevPAR (JPY)	–	984	-984	-100.0%	1,603	-478	-23.0%	4,772
	Occupancy (%)	–	20.3	-20.3	-100.0%	25.9	-3.0	-10.4%	80.0
	ADR (JPY)	–	4,836	-4,836	-100.0%	6,190	-1,009	-14.0%	5,968
Valie Hotel Hiroshima	Revenue (JPY million)	43.6	2.8	+40.8	+1,432.6%	249.6	+217.0	+664.7%	14.5
	RevPAR (JPY)	7,500	511	+6,989	+1,367.5%	7,500	+6,497	+648.1%	2,677
	Occupancy (%)	100.0	14.8	+85.2	+573.6%	100.0	+76.7	+328.7%	68.8
	ADR (JPY)	7,500	3,442	+4,058	+117.9%	7,500	+3,203	+74.5%	3,892

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						Cumulative	YOY Difference	YOY Change	
The OneFive Fukuoka Tenjin	Revenue (JPY million)	8.7	4.9	+3.7	+75.6%	53.0	+20.1	+61.0%	17.1
	RevPAR (JPY)	3,235	1,652	+1,583	+95.8%	3,338	+1,429	+74.8%	6,562
	Occupancy (%)	94.8	68.2	+26.6	+39.0%	97.0	+38.1	+64.8%	89.9
	ADR (JPY)	3,411	2,421	+989	+40.9%	3,442	+198	+6.1%	7,299
Nest Hotel Kumamoto	Revenue (JPY million)	16.5	16.7	-0.2	-1.2%	108.2	+9.5	+9.7%	27.2
	RevPAR (JPY)	2,422	2,415	+7	+0.3%	2,664	+266	+11.1%	3,744
	Occupancy (%)	62.5	69.7	-7.2	-10.3%	68.5	+5.0	+7.9%	77.0
	ADR (JPY)	3,878	3,467	+411	+11.9%	3,889	+110	+2.9%	4,864

Fixed Rent Hotels (5 Hotels – excludes Hotel Livemax Nihombashi-Hakozaki)

		Jan 2022 (A)	(Previous) Jan 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2021 – Jan 2022 (Current Period-To-Date)			Jan 2020 (Reference)
						Cumulative	YOY Difference	YOY Change	
Comfort Hotel Kushiro	Revenue (JPY million)	11.1	9.3	+1.8	+19.0%	106.9	+17.3	+19.3%	14.4
	RevPAR (JPY)	2,613	2,227	+387	+17.4%	4,362	+713	+19.6%	3,467
	Occupancy (%)	51.7	51.9	-0.2	-0.4%	75.5	+5.5	+7.9%	75.3
	ADR (JPY)	5,053	4,289	+765	+17.8%	5,779	+564	+10.8%	4,603
Comfort Hotel Hamamatsu	Revenue (JPY million)	15.1	11.7	+3.4	+29.1%	104.0	+27.9	+36.6%	18.7
	RevPAR (JPY)	2,478	1,920	+559	+29.1%	2,884	+772	+36.6%	3,077
	Occupancy (%)	49.9	37.4	+12.5	+33.5%	58.8	+16.2	+38.2%	63.7
	ADR (JPY)	4,968	5,136	-168	-3.3%	4,906	-57	-1.1%	4,830
Comfort Hotel Central International Airport	Revenue (JPY million)	42.1	25.4	+16.7	+65.6%	239.5	+50.2	+26.5%	87.6
	RevPAR (JPY)	3,811	2,250	+1,561	+69.4%	3,670	+797	+27.8%	7,848
	Occupancy (%)	51.8	32.8	+19.0	+58.0%	54.0	+16.9	+45.3%	83.9
	ADR (JPY)	7,360	6,864	+495	+7.2%	6,791	-935	-12.1%	9,352
Comfort Hotel Suzuka	Revenue (JPY million)	8.3	6.0	+2.2	+36.4%	57.4	+6.2	+12.1%	10.5
	RevPAR (JPY)	2,507	1,828	+679	+37.2%	2,941	+318	+12.1%	3,177
	Occupancy (%)	53.0	41.6	+11.4	+27.3%	61.0	+9.3	+18.0%	70.1
	ADR (JPY)	4,731	4,391	+340	+7.7%	4,821	-252	-5.0%	4,530
Urbain Hiroshima Executive	Revenue (JPY million)	4.0	41.0	-36.9	-90.1%	37.2	-31.0	-45.5%	21.2
	RevPAR (JPY)	762	7,728	-6,966	-90.1%	1,183	-986	-45.5%	3,997
	Occupancy (%)	15.9	100.0	-84.1	-84.1%	23.7	-8.9	-27.2%	73.2
	ADR (JPY)	4,780	7,728	-2,948	-38.2%	4,998	-1,671	-25.1%	5,459

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, and 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. 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. Hiroshima Prefecture has temporarily leased all rooms of the Valie Hotel Hiroshima starting on February 8, 2021.
8. Aichi Prefecture has temporarily leased all rooms of the Hotel Wing International Nagoya starting on January 28, 2022.
9. Pre-acquisition data for acquired hotels are based on data received from the previous owners.
10. 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 HOTEL EMIT SHIBUYA. 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

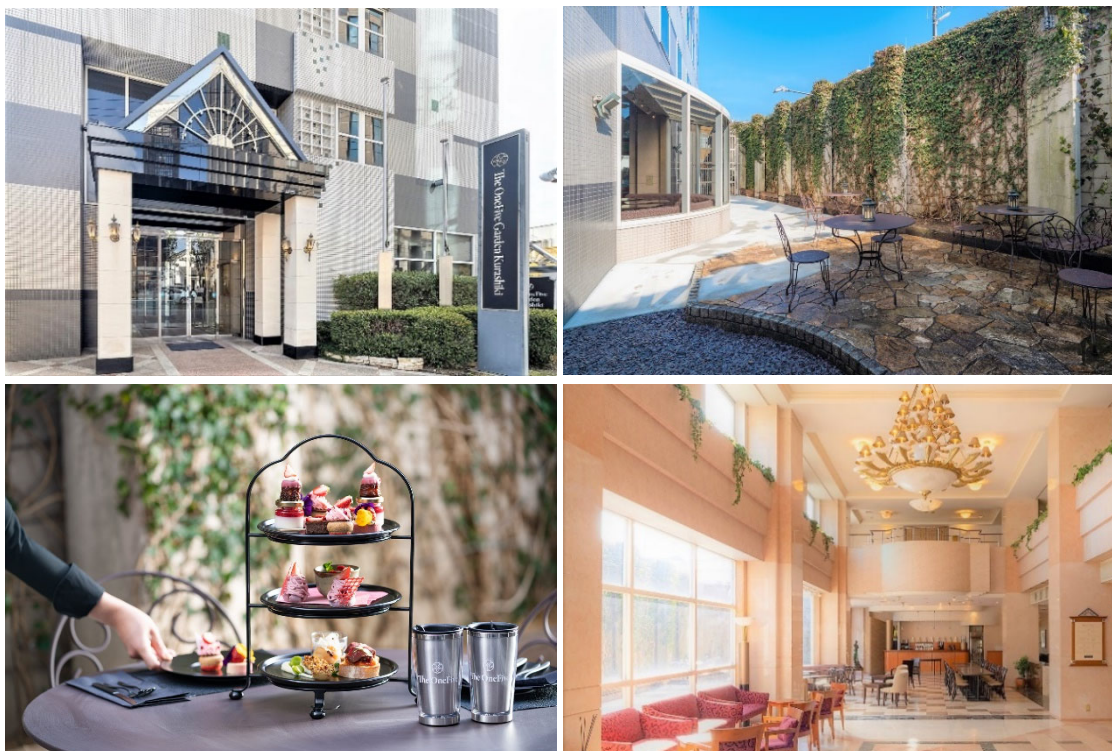
Revenue, RevPAR, Occupancy, and ADR for the portfolio in January 2022 increased significantly year-on-year. However, Revenue, RevPAR, Occupancy, and ADR remain below pre-Covid levels of January 2020. Amid a difficult operating environment caused by the extension of Japan’s Covid prevention measures, Ichigo Hotel will continue to work to capture hotel demand and drive earnings by offering new products and services tailored to customer needs.

### Rebranding & Reopening of The OneFive Garden Kurashiki

The Court Hotel Kurashiki was rebranded and reopened as The OneFive Garden Kurashiki on February 1, 2022 under a new hotel operator, as announced in the December 15, 2021 release “Change in Hotel Operator.” The OneFive is a hotel brand by Ichigo Hotel’s sponsor, Ichigo, and is operated by Ichigo’s wholly-owned subsidiary, Hakata Hotels.

As part of the rebranding, self-check-in terminals were installed and guest rooms were renovated. Ichigo Hotel has also deployed PROPERA, an AI-based revenue management system developed by Ichigo, to maximize earnings and increase overall guest satisfaction. One of its unique services is the welcome afternoon tea menu served to all guests.

Ichigo Hotel will continue to work closely with its hotel operators to carry out value-add renovations and services to increase guest satisfaction and drive higher earnings.



 **The OneFive Garden Kurashiki**

Hotel Website URL:

[www.hakatahotels.co.jp/theonefivegardenkurashiki](http://www.hakatahotels.co.jp/theonefivegardenkurashiki)