



**Make The World
More Sustainable**

[Provisional Translation Only]

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December 26, 2022

Issuer

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Ichigo Hotel Operating Results – November 2022

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (23 Hotels)

	Nov 2022 (A)	(Previous) Nov 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Nov 2022 (Current Period-To-Date)			Nov 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	713.4	382.5	+330.9	+86.5%	2,510.0	+1,204.7	+92.3%	729.3
RevPAR (JPY)	6,377	3,480	+2,896	+83.2%	5,604	+2,637	+88.9%	6,834
Occupancy (%)	86.7	70.5	+16.2	+23.0%	84.3	+21.6	+34.4%	86.8
ADR (JPY)	7,351	4,936	+2,415	+48.9%	6,644	+1,917	+40.6%	7,876

Variable Rent Hotels (15 Hotels)

	Nov 2022 (A)	(Previous) Nov 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Nov 2022 (Current Period-To-Date)			Nov 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	498.4	283.9	+214.5	+75.6%	1,742.0	+799.2	+84.8%	497.7
RevPAR (JPY)	6,699	3,580	+3,119	+87.1%	5,710	+2,726	+91.4%	7,703
Occupancy (%)	91.9	74.9	+17.0	+22.7%	88.9	+21.9	+32.6%	94.2
ADR (JPY)	7,290	4,782	+2,508	+52.5%	6,421	+1,972	+44.3%	8,181

Fixed Rent Hotels (8 Hotels)

	Nov 2022 (A)	(Previous) Nov 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Nov 2022 (Current Period-To-Date)			Nov 2019 (Reference)
					Cumulative	YOY Difference	YOY Change	
Revenue (JPY million)	215.0	98.6	+116.4	+118.0%	768.0	+405.5	+111.9%	231.6
RevPAR (JPY)	5,759	3,245	+2,514	+77.5%	5,388	+2,460	+84.1%	6,255
Occupancy (%)	76.9	60.2	+16.7	+27.7%	75.0	+22.2	+42.1%	85.3
ADR (JPY)	7,491	5,390	+2,100	+39.0%	7,188	+1,637	+29.5%	7,333

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (15 Hotels)

		Nov 2022 (A)	(Previous) Nov 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Nov 2022 (Current Period-To-Date)			Nov 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Nest Hotel Sapporo Ekimae	Revenue (JPY million)	36.7	25.1	+11.6	+46.3%	175.8	+79.5	+82.5%	50.8
	RevPAR (JPY)	6,265	3,976	+2,289	+57.6%	7,648	+3,750	+96.2%	8,469
	Occupancy (%)	93.2	92.1	+1.1	+1.2%	93.0	+1.7	+1.9%	96.5
	ADR (JPY)	6,723	4,317	+2,406	+55.7%	8,224	+3,954	+92.6%	8,776
Nest Hotel Sapporo Odori	Revenue (JPY million)	27.8	16.4	+11.4	+69.7%	136.9	+74.0	+117.7%	35.6
	RevPAR (JPY)	6,542	3,669	+2,872	+78.3%	8,085	+4,603	+132.2%	8,907
	Occupancy (%)	91.1	84.2	+6.9	+8.1%	92.9	+12.0	+14.9%	90.3
	ADR (JPY)	7,180	4,356	+2,825	+64.8%	8,701	+4,396	+102.1%	9,860
Smile Hotel Tokyo Asagaya	Revenue (JPY million)	32.4	19.1	+13.3	+69.3%	106.9	+37.3	+53.5%	31.4
	RevPAR (JPY)	9,557	5,601	+3,956	+70.6%	7,738	+2,735	+54.7%	9,046
	Occupancy (%)	100.1	99.6	+0.5	+0.5%	96.7	-2.2	-2.2%	97.7
	ADR (JPY)	9,551	5,624	+3,927	+69.8%	8,005	+2,945	+58.2%	9,261
The OneFive Tokyo Shibuya	Revenue (JPY million)	30.7	12.7	+18.0	+142.3%	84.7	+41.9	+98.1%	
	RevPAR (JPY)	14,211	5,867	+8,344	+142.2%	9,638	+4,778	+98.3%	
	Occupancy (%)	99.1	99.5	-0.5	-0.5%	99.1	+0.3	+0.3%	
	ADR (JPY)	14,344	5,894	+8,449	+143.3%	9,726	+4,808	+97.8%	
Hotel Wing International Nagoya	Revenue (JPY million)	36.7	14.0	+22.7	+161.7%	146.6	+95.7	+187.8%	46.0
	RevPAR (JPY)	5,455	1,908	+3,547	+185.9%	5,366	+3,686	+219.6%	6,245
	Occupancy (%)	100.0	47.9	+52.1	+108.6%	98.4	+56.8	+136.4%	92.4
	ADR (JPY)	5,455	3,980	+1,475	+37.0%	5,455	+1,419	+35.2%	6,759

		Nov 2022 (A)	(Previous) Nov 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Nov 2022 (Current Period-To-Date)			Nov 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Smile Hotel Kyoto Shijo	Revenue (JPY million)	30.8	14.4	+16.4	+114.3%	69.9	+40.2	+135.4%	49.3
	RevPAR (JPY)	6,777	3,242	+3,534	+109.0%	3,700	+2,059	+125.5%	10,796
	Occupancy (%)	80.5	67.6	+12.9	+19.1%	65.8	+13.9	+26.9%	99.6
	ADR (JPY)	8,420	4,797	+3,623	+75.5%	5,627	+2,461	+77.8%	10,838
The OneFive Osaka Sakaisuji	Revenue (JPY million)	23.1	8.2	+14.9	+182.1%	62.8	+43.9	+231.6%	18.8
	RevPAR (JPY)	5,912	2,103	+3,809	+181.1%	3,938	+2,348	+147.7%	4,830
	Occupancy (%)	97.3	91.3	+6.0	+6.5%	97.1	+25.1	+34.9%	74.3
	ADR (JPY)	6,076	2,303	+3,773	+163.9%	4,055	+1,847	+83.6%	6,505
Nest Hotel Osaka Shinsaibashi	Revenue (JPY million)	51.4	13.0	+38.4	+295.9%	147.4	+112.8	+325.7%	61.3
	RevPAR (JPY)	5,523	1,209	+4,315	+357.0%	3,801	+3,039	+399.0%	6,334
	Occupancy (%)	84.2	36.8	+47.3	+128.6%	78.3	+54.5	+229.0%	84.8
	ADR (JPY)	6,564	3,284	+3,280	+99.9%	4,852	+1,653	+51.7%	7,471
Hotel Wing International Kobe Shin Nagata Ekimae	Revenue (JPY million)	31.3	20.7	+10.5	+50.9%	106.5	+42.2	+65.6%	31.5
	RevPAR (JPY)	7,214	4,839	+2,375	+49.1%	5,998	+2,445	+68.8%	7,301
	Occupancy (%)	81.0	65.5	+15.4	+23.6%	72.3	+21.9	+43.5%	84.5
	ADR (JPY)	8,909	7,383	+1,526	+20.7%	8,291	+1,244	+17.6%	8,641
Nest Hotel Matsuyama	Revenue (JPY million)	33.9	31.2	+2.6	+8.5%	124.2	+37.8	+43.8%	49.9
	RevPAR (JPY)	4,944	3,847	+1,098	+28.5%	4,416	+1,487	+50.8%	6,471
	Occupancy (%)	76.8	76.8	–	–	71.2	+6.7	+10.4%	90.3
	ADR (JPY)	6,442	5,011	+1,431	+28.6%	6,199	+1,662	+36.6%	7,163
The OneFive Okayama	Revenue (JPY million)	41.5	22.5	+19.0	+84.1%	134.3	+53.7	+66.7%	37.8
	RevPAR (JPY)	6,497	3,472	+3,025	+87.1%	5,136	+2,095	+68.9%	5,829
	Occupancy (%)	99.1	97.7	+1.4	+1.4%	99.3	+1.8	+1.9%	90.0
	ADR (JPY)	6,555	3,552	+3,003	+84.5%	5,174	+2,053	+65.8%	6,479
The OneFive Garden Kurashiki	Revenue (JPY million)	29.4	15.7	+13.7	+86.8%	100.3	+62.4	+164.3%	36.1
	RevPAR (JPY)	8,611	3,785	+4,826	+127.5%	7,142	+4,891	+217.3%	9,597
	Occupancy (%)	84.9	50.4	+34.5	+68.5%	81.7	+45.3	+124.6%	89.3
	ADR (JPY)	10,140	7,510	+2,630	+35.0%	8,742	+2,553	+41.3%	10,745
Valie Hotel Hiroshima	Revenue (JPY million)	38.5	38.9	-0.4	-1.0%	156.8	-8.9	-5.4%	23.7
	RevPAR (JPY)	7,500	7,500	–	–	7,500	–	–	4,565
	Occupancy (%)	100.0	100.0	–	–	100.0	–	–	68.2
	ADR (JPY)	7,500	7,500	–	–	7,500	–	–	6,696

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						Cumulative	YOY Difference	YOY Change	
The OneFive Fukuoka Tenjin	Revenue (JPY million)	24.2	9.3	+14.9	+159.6%	66.3	+34.2	+106.8%	23.7
	RevPAR (JPY)	10,066	3,626	+6,440	+177.6%	6,647	+3,641	+121.1%	9,561
	Occupancy (%)	97.9	98.3	-0.4	-0.4%	97.8	+0.5	+0.5%	96.1
	ADR (JPY)	10,284	3,690	+6,594	+178.7%	6,797	+3,709	+120.1%	9,949
Nest Hotel Kumamoto	Revenue (JPY million)	30.2	22.6	+7.5	+33.1%	122.6	+52.5	+74.9%	39.6
	RevPAR (JPY)	5,000	3,447	+1,553	+45.1%	5,000	+2,404	+92.6%	5,802
	Occupancy (%)	100.0	77.8	+22.2	+28.5%	100.0	+31.9	+46.9%	84.1
	ADR (JPY)	5,000	4,430	+570	+12.9%	5,000	+1,187	+31.1%	6,898

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

		Nov 2022 (A)	(Previous) Nov 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Nov 2022 (Current Period-To-Date)			Nov 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Comfort Hotel Kushiro	Revenue (JPY million)	19.5	15.4	+4.0	+26.3%	109.1	+28.8	+35.9%	13.1
	RevPAR (JPY)	4,858	3,843	+1,015	+26.4%	6,705	+1,736	+34.9%	3,244
	Occupancy (%)	76.4	76.0	+0.4	+0.6%	88.9	+6.9	+8.4%	66.1
	ADR (JPY)	6,361	5,060	+1,301	+25.7%	7,539	+1,480	+24.4%	4,910
Comfort Hotel Hamamatsu	Revenue (JPY million)	29.2	19.8	+9.4	+47.2%	114.6	+45.7	+66.4%	27.2
	RevPAR (JPY)	4,968	3,374	+1,594	+47.2%	4,793	+1,912	+66.4%	4,625
	Occupancy (%)	80.5	69.4	+11.1	+16.0%	79.6	+20.0	+33.5%	77.6
	ADR (JPY)	6,173	4,861	+1,312	+27.0%	6,019	+1,188	+24.6%	5,957
Comfort Hotel Central International Airport	Revenue (JPY million)	59.0	38.7	+20.3	+52.5%	222.9	+79.7	+55.7%	91.1
	RevPAR (JPY)	5,571	3,638	+1,934	+53.2%	5,162	+1,851	+55.9%	8,396
	Occupancy (%)	63.0	53.2	+9.8	+18.4%	61.5	+10.6	+20.8%	90.4
	ADR (JPY)	8,844	6,838	+2,006	+29.3%	8,391	+1,890	+29.1%	9,286
Comfort Hotel Suzuka	Revenue (JPY million)	17.4	10.1	+7.3	+72.5%	71.7	+35.0	+95.4%	14.6
	RevPAR (JPY)	5,500	3,171	+2,329	+73.4%	5,518	+2,685	+94.7%	4,586
	Occupancy (%)	79.6	69.1	+10.5	+15.3%	81.5	+22.6	+38.3%	79.9
	ADR (JPY)	6,907	4,590	+2,317	+50.5%	6,768	+1,961	+40.8%	5,739
Urbain Hiroshima Executive	Revenue (JPY million)	23.7	10.7	+13.0	+122.3%	79.0	+57.9	+275.5%	38.8
	RevPAR (JPY)	4,621	2,079	+2,543	+122.3%	3,785	+2,777	+275.5%	7,560
	Occupancy (%)	68.6	40.8	+27.8	+68.1%	62.9	+42.9	+215.5%	94.3
	ADR (JPY)	6,739	5,095	+1,644	+32.3%	6,020	+962	+19.0%	8,016

		Nov 2022 (A)	(Previous) Nov 2021 (B)	Difference (A) - (B)	YOY Change	Aug 2022 – Nov 2022 (Current Period-To-Date)			Nov 2019 (Reference)
						Cumulative	YOY Difference	YOY Change	
Comfort Hotel Nagano	Revenue (JPY million)	16.5	–	–	–	65.2	–	–	
	RevPAR (JPY)	7,179	–	–	–	6,990	–	–	
	Occupancy (%)	94.6	–	–	–	95.2	–	–	
	ADR (JPY)	7,589	–	–	–	7,344	–	–	
Hotel Sunshine Utsunomiya	Revenue (JPY million)	39.3	–	–	–	79.9	–	–	
	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.
- Hiroshima Prefecture has temporarily leased all rooms of the Valie Hotel Hiroshima starting on February 8, 2021.
- Aichi Prefecture has temporarily leased all rooms of the Hotel Wing International Nagoya starting on January 28, 2022.
- Kumamoto Prefecture has temporarily leased all rooms of the Nest Hotel Kumamoto starting on February 1, 2022.
- Tochigi Prefecture has temporarily leased the rooms of the Hotel Sunshine Utsunomiya starting on February 15, 2022.

11. Pre-acquisition data for acquired hotels are based on data received from the previous owners.
12. November 2019 Revenue, RevPAR, Occupancy, and ADR data provided as a reference is for the 20 hotels owned since November 2019, 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 November 2019, and hotel data is included as a fixed rent hotel.

Explanation of Changes

November 2022 Revenue, RevPAR, Occupancy, and ADR increased significantly year-on-year due to a recovery in demand from business travelers on weekdays, 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 due to the lifting of overseas travel restrictions. RevPAR marked the highest since March 2020. The occupancy of Ichigo Hotel's 23 hotels has recovered to the pre-Covid levels of November 2019, while RevPAR and ADR are close to 90% of the same period. Ichigo Hotel expects a further recovery in demand driven by the extension of a domestic travel subsidy program and a recovery in foreign tourist demand.

Value-Add Actions

As part of initiatives to drive hotel competitiveness, Ichigo Hotel has opened the Comfort Library Café at the Comfort Hotel Hamamatsu (Hotel Operator: Greens Co., Ltd.). The café offers beverages and over 100 books selected by a book expert and is available for use by guests free of charge. Guests can work, read, and relax in the open space, which has been popular amongst guests.

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

