



**Make The World  
More Sustainable**

*[Provisional Translation Only]*

*This English translation of the original Japanese document is provided solely for information purposes.*

*Should there be any discrepancies between this translation and the Japanese original, the latter shall prevail.*

June 25, 2020

Issuer

**Ichigo Hotel REIT Investment Corporation (“Ichigo Hotel,” 3463)**

1-1-1 Uchisaiwaicho, Chiyoda-ku, Tokyo

Representative: Osamu Miyashita, Executive Director

[www.ichigo-hotel.co.jp/english](http://www.ichigo-hotel.co.jp/english)

Asset Management Company

**Ichigo Investment Advisors Co., Ltd.**

Representative: Hiroshi Iwai, President

Inquiries: Hidehito Iwasaka, Head of Ichigo Hotel

Tel: +81-3-3502-4892

**Ichigo Hotel Operating Results – May 2020**

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (18 Hotels)

|                          | May<br>2020 (A) | (Previous)<br>May<br>2019 (B) | Difference<br>(A) - (B) | YOY<br>Change | February 2020 – May 2020<br>(Current Period-To-Date) |                   |               |
|--------------------------|-----------------|-------------------------------|-------------------------|---------------|--|-------------------|---------------|
|                          |                 |                               |                         |               | Cumulative   | YOY<br>Difference | YOY<br>Change |
| Revenue<br>(JPY million) | 63.6            | 722.5                         | -658.9                  | -91.2%        | 876.3  | -1,892.8          | -68.4%        |
| RevPAR (JPY)             | 968             | 7,196                         | -6,228                  | -86.5%        | 2,527  | -4,584            | -64.5%        |
| Occupancy (%)            | 22.0            | 86.9                          | -64.9                   | -74.7%        | 46.5   | -42.6             | -47.8%        |
| ADR (JPY)                | 4,411           | 8,284                         | -3,873                  | -46.8%        | 5,430  | -2,550            | -32.0%        |

Variable Rent Hotels (11 Hotels)

|                          | May<br>2020 (A) | (Previous)<br>May<br>2019 (B) | Difference<br>(A) - (B) | YOY<br>Change | February 2020 – May 2020<br>(Current Period-To-Date) |                   |               |
|--------------------------|-----------------|-------------------------------|-------------------------|---------------|--|-------------------|---------------|
|                          |                 |                               |                         |               | Cumulative   | YOY<br>Difference | YOY<br>Change |
| Revenue<br>(JPY million) | 33.6            | 479.2                         | -445.6                  | -93.0%        | 532.5  | -1,315.6          | -71.2%        |
| RevPAR (JPY)             | 1,127           | 7,764                         | -6,637                  | -85.5%        | 2,675  | -5,040            | -65.3%        |
| Occupancy (%)            | 26.8            | 88.4                          | -61.6                   | -69.6%        | 50.4   | -40.7             | -44.7%        |
| ADR (JPY)                | 4,198           | 8,783                         | -4,585                  | -52.2%        | 5,305  | -3,163            | -37.4%        |

Fixed Rent Hotels (7 Hotels)

|                       | May 2020 (A) | (Previous) May 2019 (B) | Difference (A) - (B) | YOY Change | February 2020 – May 2020 (Current Period-To-Date) |                |            |
|-----------------------|--------------|-------------------------|----------------------|------------|---|----------------|------------|
|                       |              |                         |                      |            | Cumulative  | YOY Difference | YOY Change |
| Revenue (JPY million) | 30.0         | 243.3                   | -213.3               | -87.7%     | 343.7   | -577.2         | -62.7%     |
| RevPAR (JPY)          | 853          | 6,361                   | -5,508               | -86.6%     | 2,348   | -3,874         | -62.3%     |
| Occupancy (%)         | 18.4         | 84.6                    | -66.2                | -78.3%     | 41.8  | -44.3          | -51.5%     |
| ADR (JPY)             | 4,637        | 7,517                   | -2,880               | -38.3%     | 5,614   | -1,607         | -22.3%     |

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (14 Hotels)

|                                 |                       | May 2020 (A) | (Previous) May 2019 (B) | Difference (A) - (B) | YOY Change | February 2020 – May 2020 (Current Period-To-Date) |                |            |
|---------------------------------|-----------------------|--------------|-------------------------|----------------------|------------|---|----------------|------------|
|                                 |                       |              |                         |                      |            | Cumulative  | YOY Difference | YOY Change |
| Nest Hotel Sapporo Ekimae       | Revenue (JPY million) | 4.5          | 67.1                    | -62.7                | -93.4%     | 79.5  | -163.3         | -67.3%     |
|                                 | RevPAR (JPY)          | 819          | 10,950                  | -10,131              | -92.5%     | 3,435   | -6,585         | -65.7%     |
|                                 | Occupancy (%)         | 22.0         | 98.6                    | -76.7                | -77.7%     | 61.3  | -37.5          | -37.9%     |
|                                 | ADR (JPY)             | 3,730        | 11,103                  | -7,373               | -66.4%     | 5,601   | -4,540         | -44.8%     |
| Nest Hotel Sapporo Odori        | Revenue (JPY million) | 5.4          | 52.5                    | -47.1                | -89.8%     | 68.0  | -116.8         | -63.2%     |
|                                 | RevPAR (JPY)          | 1,283        | 12,931                  | -11,648              | -90.1%     | 4,098   | -7,579         | -64.9%     |
|                                 | Occupancy (%)         | 34.9         | 97.7                    | -62.8                | -64.3%     | 65.4  | -31.2          | -32.3%     |
|                                 | ADR (JPY)             | 3,679        | 13,238                  | -9,559               | -72.2%     | 6,271   | -5,830         | -48.2%     |
| Smile Hotel Tokyo Asagaya       | Revenue (JPY million) | 10.7         | 30.4                    | -19.6                | -64.7%     | 67.9  | -62.7          | -48.0%     |
|                                 | RevPAR (JPY)          | 3,026        | 8,550                   | -5,525               | -64.6%     | 4,836   | -4,645         | -49.0%     |
|                                 | Occupancy (%)         | 66.2         | 98.1                    | -31.9                | -32.5%     | 81.1  | -17.6          | -17.9%     |
|                                 | ADR (JPY)             | 4,569        | 8,713                   | -4,144               | -47.6%     | 5,963   | -3,639         | -37.9%     |
| HOTEL EMIT SHIBUYA              | Revenue (JPY million) | 5.8          |                         |                      |            | 25.9  |                |            |
|                                 | RevPAR (JPY)          | 2,599        |                         |                      |            | 3,629   |                |            |
|                                 | Occupancy (%)         | 97.4         |                         |                      |            | 94.5  |                |            |
|                                 | ADR (JPY)             | 2,667        |                         |                      |            | 3,839   |                |            |
| Hotel Wing International Nagoya | Revenue (JPY million) | 0.1          | 40.0                    | -39.8                | -99.6%     | 48.2  | -119.6         | -71.3%     |
|                                 | RevPAR (JPY)          | –            | 5,234                   | -5,234               | -100%      | 2,551   | -3,110         | -54.9%     |
|                                 | Occupancy (%)         | –            | 83.5                    | -83.5                | -100%      | 39.4  | -49.8          | -55.8%     |
|                                 | ADR (JPY)             | –            | 6,267                   | -6,267               | -100%      | 6,466   | +125           | +2.0%      |

|  |                       | May 2020 (A) | (Previous) May 2019 (B) | Difference (A) - (B) | YOY Change | February 2020 – May 2020 (Current Period-To-Date) |                |            |
|--|-----------------------|--------------|-------------------------|----------------------|------------|---|----------------|------------|
|  |                       |              |                         |                      |            | Cumulative  | YOY Difference | YOY Change |
| Smile Hotel Kyoto Shijo                          | Revenue (JPY million) | 0.4          | 38.4                    | -38.0                | -99.1%     | 37.0  | -126.4         | -77.3%     |
|  | RevPAR (JPY)          | –            | 8,008                   | -8,008               | -100%      | 3,331   | -5,546         | -62.5%     |
|  | Occupancy (%)         | –            | 98.1                    | -98.1                | -100%      | 71.9  | -27.6          | -27.7%     |
|  | ADR (JPY)             | –            | 8,160                   | -8,160               | -100%      | 4,634   | -4,290         | -48.1%     |
| Chisun Inn Osaka Hommachi                        | Revenue (JPY million) | –            | 21.3                    | -21.3                | -100%      | 14.2  | -79.0          | -84.8%     |
|  | RevPAR (JPY)          | –            | 5,284                   | -5,284               | -100%      | 1,439   | -4,539         | -75.9%     |
|  | Occupancy (%)         | –            | 75.9                    | -75.9                | -100%      | 26.5  | -56.4          | -68.0%     |
|  | ADR (JPY)             | –            | 6,964                   | -6,964               | -100%      | 5,429   | -1,781         | -24.7%     |
| Nest Hotel Osaka Shinsaibashi                    | Revenue (JPY million) | 1.9          | 71.2                    | -69.3                | -97.3%     | 39.0  | -260.1         | -87.0%     |
|  | RevPAR (JPY)          | –            | 7,117                   | -7,117               | -100%      | 1,277   | -6,435         | -83.4%     |
|  | Occupancy (%)         | –            | 87.5                    | -87.5                | -100%      | 20.7  | -69.7          | -77.1%     |
|  | ADR (JPY)             | –            | 8,133                   | -8,133               | -100%      | 6,165   | -2,366         | -27.7%     |
| Hotel Wing International Kobe Shin Nagata Ekimae | Revenue (JPY million) | 5.9          |                         |                      |            | 39.5  |                |            |
|  | RevPAR (JPY)          | 1,312        |                         |                      |            | 2,235   |                |            |
|  | Occupancy (%)         | 23.3         |                         |                      |            | 34.7  |                |            |
|  | ADR (JPY)             | 5,627        |                         |                      |            | 6,450   |                |            |
| Nest Hotel Matsuyama                             | Revenue (JPY million) | 5.7          | 55.2                    | -49.5                | -89.6%     | 79.3  | -115.7         | -59.3%     |
|  | RevPAR (JPY)          | 836          | 6,876                   | -6,040               | -87.8%     | 2,745   | -3,317         | -54.7%     |
|  | Occupancy (%)         | 19.2         | 85.7                    | -66.6                | -77.6%     | 53.8  | -33.0          | -38.1%     |
|  | ADR (JPY)             | 4,364        | 8,022                   | -3,658               | -45.6%     | 5,106   | -1,878         | -26.9%     |
| Court Hotel Kurashiki                            | Revenue (JPY million) | –            | 43.8                    | -43.8                | -100%      | 32.4  | -103.2         | -76.1%     |
|  | RevPAR (JPY)          | –            | 11,784                  | -11,784              | -100%      | 2,821   | -6,377         | -69.3%     |
|  | Occupancy (%)         | –            | 97.9                    | -97.9                | -100%      | 53.1  | -44.9          | -45.8%     |
|  | ADR (JPY)             | –            | 12,038                  | -12,038              | -100%      | 5,311   | -4,075         | -43.4%     |
| Valie Hotel Hiroshima (Note 8)                   | Revenue (JPY million) | 0.6          |                         |                      |            | 38.7  |                |            |
|  | RevPAR (JPY)          | 381          |                         |                      |            | 2,211   |                |            |
|  | Occupancy (%)         | 9.4          |                         |                      |            | 54.2  |                |            |
|  | ADR (JPY)             | 4,045        |                         |                      |            | 4,080   |                |            |
| Valie Hotel Tenjin                               | Revenue (JPY million) | 0.9          | 26.1                    | -25.1                | -96.4%     | 33.7  | -68.3          | -66.9%     |
|  | RevPAR (JPY)          | 64           | 10,278                  | -10,214              | -99.4%     | 4,133   | -6,241         | -60.2%     |
|  | Occupancy (%)         | 1.3          | 96.7                    | -95.4                | -98.7%     | 69.3  | -28.5          | -29.1%     |
|  | ADR (JPY)             | 4,910        | 10,630                  | -5,720               | -53.8%     | 5,961   | -4,641         | -43.8%     |

|                     |                       | May 2020 (A) | (Previous) May 2019 (B) | Difference (A) - (B) | YOY Change | February 2020 – May 2020 (Current Period-To-Date) |                |            |
|---------------------|-----------------------|--------------|-------------------------|----------------------|------------|---|----------------|------------|
|                     |                       |              |                         |                      |            | Cumulative  | YOY Difference | YOY Change |
| Nest Hotel Kumamoto | Revenue (JPY million) | 4.0          | 33.2                    | -29.3                | -88.0%     | 33.3  | -100.5         | -75.1%     |
|                     | RevPAR (JPY)          | 444          | 4,662                   | -4,218               | -90.5%     | 1,088   | -3,761         | -77.6%     |
|                     | Occupancy (%)         | 11.6         | 71.4                    | -59.9                | -83.8%     | 42.3  | -35.5          | -45.6%     |
|                     | ADR (JPY)             | 3,834        | 6,526                   | -2,692               | -41.3%     | 2,571   | -3,665         | -58.8%     |

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

|   |                       | May 2020 (A) | (Previous) May 2019 (B) | Difference (A) - (B) | YOY Change | February 2020 – May 2020 (Current Period-To-Date) |                |            |
|---|-----------------------|--------------|-------------------------|----------------------|------------|---|----------------|------------|
|   |                       |              |                         |                      |            | Cumulative  | YOY Difference | YOY Change |
| Comfort Hotel Kushiro                       | Revenue (JPY million) | 3.7          | 15.7                    | -12.0                | -76.6%     | 29.1  | -29.5          | -50.3%     |
|   | RevPAR (JPY)          | 855          | 3,797                   | -2,942               | -77.5%     | 1,771   | -1,886         | -51.6%     |
|   | Occupancy (%)         | 20.8         | 67.4                    | -46.6                | -69.2%     | 38.7  | -32.8          | -45.9%     |
|   | ADR (JPY)             | 4,111        | 5,630                   | -1,519               | -27.0%     | 4,581   | -539           | -10.5%     |
| Comfort Hotel Hamamatsu                     | Revenue (JPY million) | 5.4          | 32.2                    | -26.8                | -83.3%     | 51.6  | -69.4          | -57.4%     |
|   | RevPAR (JPY)          | 887          | 5,295                   | -4,409               | -83.3%     | 2,174   | -2,968         | -57.7%     |
|   | Occupancy (%)         | 18.0         | 79.5                    | -61.5                | -77.4%     | 41.8  | -41.1          | -49.5%     |
|   | ADR (JPY)             | 4,930        | 6,663                   | -1,733               | -26.0%     | 5,196   | -1,006         | -16.2%     |
| Comfort Hotel Central International Airport | Revenue (JPY million) | 7.9          | 95.2                    | -87.3                | -91.7%     | 111.6   | -249.0         | -69.0%     |
|   | RevPAR (JPY)          | 711          | 8,515                   | -7,804               | -91.7%     | 2,555   | -5,776         | -69.3%     |
|   | Occupancy (%)         | 7.9          | 92.0                    | -84.0                | -91.4%     | 30.3  | -61.2          | -66.9%     |
|   | ADR (JPY)             | 8,950        | 9,257                   | -307                 | -3.3%      | 8,442   | -664           | -7.3%      |
| Comfort Hotel Suzuka                        | Revenue (JPY million) | 3.3          | 15.4                    | -12.1                | -78.6%     | 23.2  | -34.2          | -59.5%     |
|   | RevPAR (JPY)          | 994          | 4,673                   | -3,679               | -78.7%     | 1,806   | -2,705         | -60.0%     |
|   | Occupancy (%)         | 24.0         | 74.0                    | -50.0                | -67.6%     | 38.8  | -37.1          | -48.9%     |
|   | ADR (JPY)             | 4,142        | 6,314                   | -2,172               | -34.4%     | 4,655   | -1,291         | -21.7%     |
| Comfort Hotel Okayama                       | Revenue (JPY million) | 6.8          | 37.5                    | -30.7                | -81.8%     | 69.5  | -74.8          | -51.9%     |
|   | RevPAR (JPY)          | 986          | 5,549                   | -4,563               | -82.2%     | 2,608   | -2,919         | -52.8%     |
|   | Occupancy (%)         | 26.2         | 87.5                    | -61.3                | -70.0%     | 55.1  | -34.5          | -38.5%     |
|   | ADR (JPY)             | 3,761        | 6,342                   | -2,581               | -40.7%     | 4,732   | -1,437         | -23.3%     |
| Urbain Hiroshima Executive (Note 8)         | Revenue (JPY million) | 0.3          | 39.0                    | -38.7                | -99.2%     | 42.5  | -98.4          | -69.8%     |
|   | RevPAR (JPY)          | 178          | 7,350                   | -7,173               | -97.6%     | 2,485   | -4,382         | -63.8%     |
|   | Occupancy (%)         | 3.8          | 91.8                    | -88.0                | -95.9%     | 46.3  | -45.7          | -49.7%     |
|   | ADR (JPY)             | 4,673        | 8,011                   | -3,338               | -41.7%     | 5,368   | -2,101         | -28.1%     |

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. Because nine hotels temporarily closed due to Covid-19 as shown in the table on page 6, the above data reflects data for only when each hotel was open between May 1 and May 31, 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, causing a drop in both domestic and inbound demand.

### Covid-19 Response: Working Towards a New Normal During/After Restrictions

Ichigo Hotel has continued to implement 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.

As of today, of the nine hotels that closed temporarily due to Covid-19, three hotels have reopened, and the remaining six hotels will reopen soon.

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

### Status of Hotels that Closed Temporarily due to Covid-19

| <b>Hotel</b>                    | <b>Date Closed</b> | <b>Status</b>                         |
|---------------------------------|--------------------|---------------------------------------|
| Smile Hotel Kyoto Shijo         | April 13, 2020     | Scheduled to reopen on July 1, 2020   |
| Chisun Inn Osaka Hommachi       | April 17, 2020     | Scheduled to reopen on August 1, 2020 |
| Nest Hotel Osaka Shinsaibashi   | April 17, 2020     | Scheduled to reopen on July 1, 2020   |
| Hotel Wing International Nagoya | April 18, 2020     | Reopened on June 1, 2020              |
| Grandpark-Inn Yokohama          | April 19, 2020     | Reopened on June 1, 2020              |
| Valie Hotel Tenjin              | May 1, 2020        | TBD                                   |
| Court Hotel Kurashiki           | May 1, 2020        | TBD                                   |
| Urbain Hiroshima Executive      | May 7, 2020        | Reopened on May 28, 2020              |
| Valie Hotel Hiroshima           | May 10, 2020       | TBD                                   |