

Securities Code: 3287
<https://www.hoshinoresorts-reit.com/en/>

Asset Management Company:
Hoshino Resort Asset Management Co., Ltd.

**Hoshino
Resorts
REIT**

13th Fiscal Period (ended October 2019)

Presentation Materials

December 19, 2019

The background image shows the interior of a traditional Japanese onsen (hot spring bath). The room has a high, vaulted ceiling and walls made of light-colored vertical wooden slats. The floor is made of dark, polished stone tiles. In the center, there is a large, rectangular wooden bath filled with water. The water is calm, reflecting the surrounding wooden interior and the view through the large windows. The windows look out onto a rocky, natural landscape with some greenery. The lighting is warm and soft, creating a relaxing atmosphere.

HRR is creating schemes to benefit from the growth of Japan's tourism industry

We believe the tourism industry is very important for Japan's revitalization in an aging society with a declining birthrate. We aim to create schemes to benefit from the growth in Japan's tourism industry through unitholders owning investment units, and continually expand unitholder value.

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I

Financial highlights



BEB 5 Karuizawa

Overview of financial results for the 13th fiscal period (ended October 2019)

Hoshino Resorts REIT, Inc.

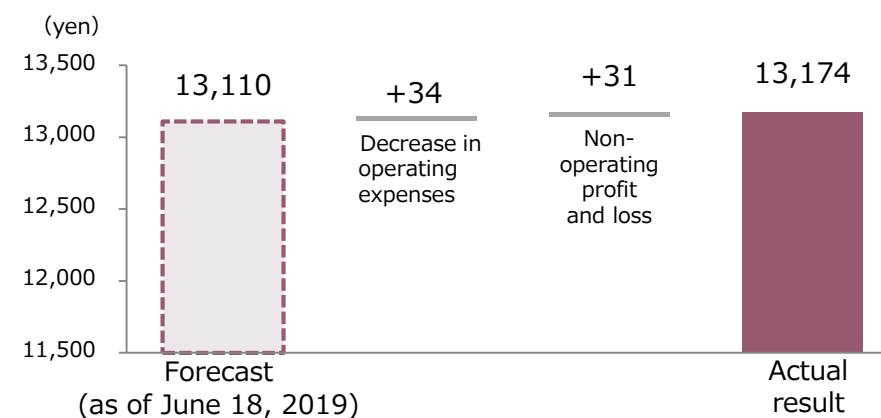
	Results of the 12th fiscal period	Forecast for the 13th fiscal period (as of June 18, 2019) (A)	Results of the 13th fiscal period (B)	Comparison with forecast (B)-(A)
Operational status (millions of yen)				
Operating revenue	5,924	6,086	6,086	0
Operating expenses	2,680	2,763	2,756	-7
Operating profit	3,243	3,322	3,330	7
Ordinary profit	2,870	2,909	2,923	14
Profit	2,878	2,908	2,922	14
Distribution per unit (yen)	12,974	13,110	13,174	64
Others				
NOI (millions of yen)	5,031	5,242	5,233	-8
NOI yield	6.5%	6.7%	6.7%	-0.0pt
LTV	35.8%	35.7%	35.7%	0.0pt

Breakdown of operating revenue

Fixed rent	4,011 million yen (65.9%)
Floating rent	2,064 million yen (33.9%)

Breakdown of distribution increase and decrease

Distribution per unit : 13,174 yen
Comparison with forecast +64 yen (+0.5%)



(Note) Amounts below the specified unit are rounded down while ratios are rounded to the nearest specified unit.

Forecasts for 14th fiscal period ending April 2020 and 15th fiscal period ending October 2020

Hoshino Resorts REIT, Inc.

(Amounts are rounded down. Ratios are rounded off.)

FP ending April 2020		Assumption	FP ending October 2020		Assumption
Operating revenue (millions of yen)	6,154	[Operating revenue] Fixed rent 4,138 million yen Floating rent 2,005 million yen Other rent 10 million yen	Operating revenue (millions of yen)	6,129	[Operating revenue] Fixed rent 4,143 million yen Floating rent 1,975 million yen Other rent 10 million yen
Operating profit (millions of yen)	3,378	[Operating expenses] Fixed assets tax, city planning tax, etc. 465 million yen Depreciation 1,291 million yen	Operating profit (millions of yen)	3,342	[Operating expenses] Fixed assets tax, city planning tax, etc. 478 million yen Depreciation 1,312 million yen
Ordinary profit (millions of yen)	2,936	[Non-operating expenses] Debt-financing-related expenses 443 million yen [Expected LTV at the end of FP] 37.8%	Ordinary profit (millions of yen)	2,938	[Non-operating expenses] Debt-financing-related expenses 408 million yen [Expected LTV at the end of FP] 37.8%
Profit (millions of yen)	2,936		Profit (millions of yen)	2,937	
Distribution per unit (yen)	13,234		Distribution per unit (yen)	13,240	

Actual rent for 13th fiscal period ending October 2019 and Expected rent for 14th fiscal period ending April 2020 and 15th fiscal period ending October 2020

Hoshino Resorts REIT, Inc.

Due to a wide-area disaster such as the postponement of the Hokuriku Shinkansen for about two weeks due to the Typhoon No. 19 in the Year of the Era, and due to an excessive supply of hotels, revenue from external operator properties decreased, but Hoshino Resorts managed properties maintained profits.

(millions of yen)

		Actual rent for the 13th fiscal period ending October 2019			Expected rent for the 14th fiscal period ending April 2020			Expected rent for the 15th fiscal period ending October 2020			
Operator	Investment category	fixed rent, etc.	Floating rent	Total	fixed rent, etc.	Floating rent	Total	fixed rent, etc.	Floating rent	Total	
Properties operated by the Hoshino Resorts (note2)	HOSHINOYA	727	188	916	727	187	914	677	248	926	
	RISONARE	374	207	582	374	224	598	374	207	581	
	KAI	474	167	642	474	157	631	463	146	610	
	Others	263	-	263	318	-	318	318	-	318	
Total		1,840	564	2,404	1,894	568	2,463	1,833	602	2,436	
Properties operated by outside operator (note2)	Urban tourism	4 ANA Crowne Plaza Properties (note3)	840	693	1,533	840	666	1,506	840	613	1,453
		Hyatt Regency Osaka	-	284	284	-	232	232	-	243	243
		4 the b properties (note4)	265	276	542	265	262	527	265	235	501
		Quintessa Hotel Osaka Shinsaibashi / hotel androoms Osaka Hommachi / HOTEL NIKKO KOCHI ASAHI ROYAL /	249	27	276	255	15	270	255	2	257
		Others	827	217	1,045	827	235	1,062	827	235	1,063
	Total		2,181	1,499	3,681	2,187	1,412	3,600	2,187	1,330	3,518
59 properties owned, Total		4,022	2,064	6,086	4,081	1,980	6,063	4,020	1,932	5,954	
Properties to be acquired	BEB5 Karuizawa	-	-	-	34	-	34	68	-	68	
	Sol Vita Hotel Naha	-	-	-	32	24	56	64	42	106	
Properties to be acquired, Total after acquisition		4,022	2,064	6,086	4,149	2,005	6,154	4,154	1,975	6,129	

(Note1) The fixed rent and floating rent of the assumed rent are calculated based on either fixed amount or using calculation methods prescribed in the lease agreement that has been entered into by HRR and tenant, of each facility applicable to this fiscal period. HRR has entered into premium fixed rent agreements for certain periods instead of floating rent in the lease agreements and these premium fixed rents are recorded if the rent applicable to this fiscal period is based on premium fixed rent. Floating rent is calculated based on actual figures of past sales and profits of each facility, reflecting seasonal factors and other fluctuating factors.

(Note2) Hoshino Resort Co., Ltd., its parent company and its subsidiaries are collectively referred to as "Hoshino Resorts". The same applies hereinafter.

(Note3) The 4 ANA Crowne Plaza properties are "ANA Crowne Plaza Hotel Hiroshima", "ANA Crowne Plaza Hotel Fukuoka", "ANA Crowne Plaza Hotel Kanazawa" and "ANA Crowne Plaza Hotel Toyama".

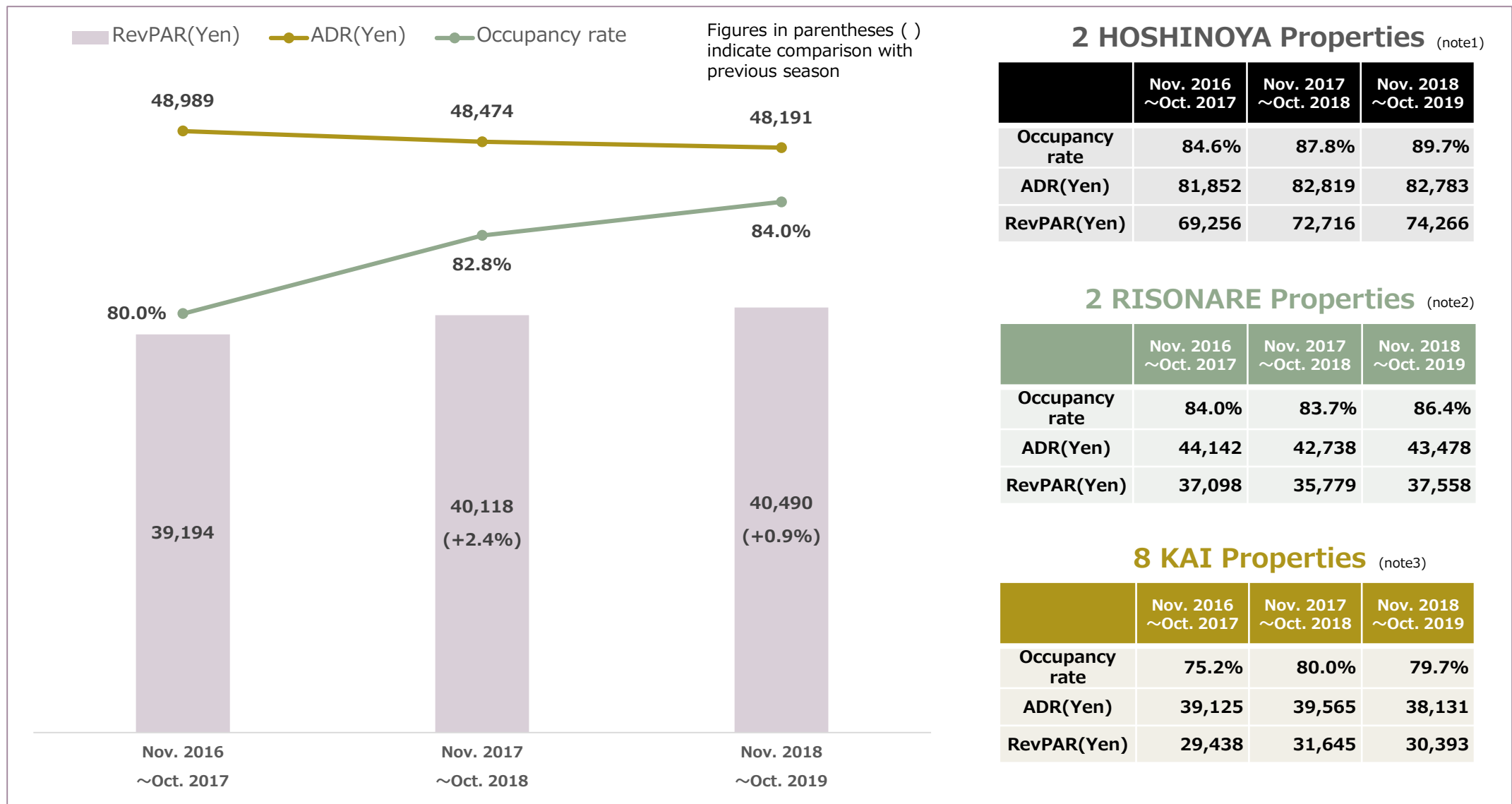
(Note4) The 4 the b properties are "the b Akasaka", "the b Sangenjaya", "the b Nagoya", and "the b Kobe".

Investment management summary by brand (last 3 years)

(1) Properties operated by Hoshino Resorts (except those charging a fixed premium rental fee)

Hoshino Resorts REIT, Inc.

12 Hoshino Resorts Properties



2 HOSHINOYA Properties (note1)

	Nov. 2016 ~Oct. 2017	Nov. 2017 ~Oct. 2018	Nov. 2018 ~Oct. 2019
Occupancy rate	84.6%	87.8%	89.7%
ADR(Yen)	81,852	82,819	82,783
RevPAR(Yen)	69,256	72,716	74,266

2 RISONARE Properties (note2)

	Nov. 2016 ~Oct. 2017	Nov. 2017 ~Oct. 2018	Nov. 2018 ~Oct. 2019
Occupancy rate	84.0%	83.7%	86.4%
ADR(Yen)	44,142	42,738	43,478
RevPAR(Yen)	37,098	35,779	37,558

8 KAI Properties (note3)

	Nov. 2016 ~Oct. 2017	Nov. 2017 ~Oct. 2018	Nov. 2018 ~Oct. 2019
Occupancy rate	75.2%	80.0%	79.7%
ADR(Yen)	39,125	39,565	38,131
RevPAR(Yen)	29,438	31,645	30,393

(Note 1) 2 HOSHINOYA properties refers to "HOSHINOYA Karuizawa" and "HOSHINOYA Kyoto".

(Note 2) 2 RISONARE properties refers to "RISONARE Yatsugatake" and "RISONARE Atami".

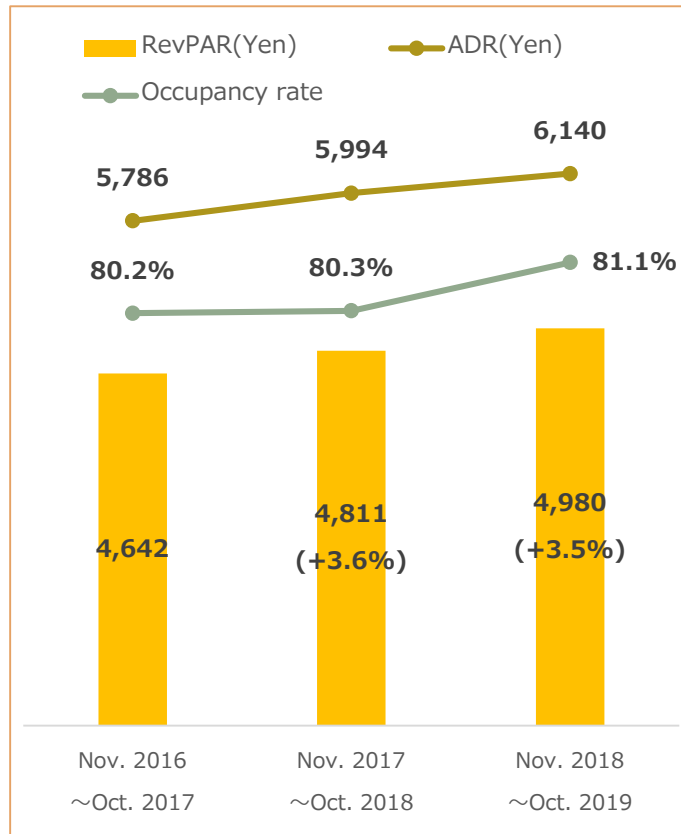
(Note 3) 8 KAI properties refers to "KAI Matsumoto", "KAI Izumo", "KAI Ito", "KAI Hakone", "KAI Aso", "KAI Kawaji", "KAI Kinugawa" and "KAI Kaga". The same applies hereinafter.

Investment management summary by brand (last 3 years)

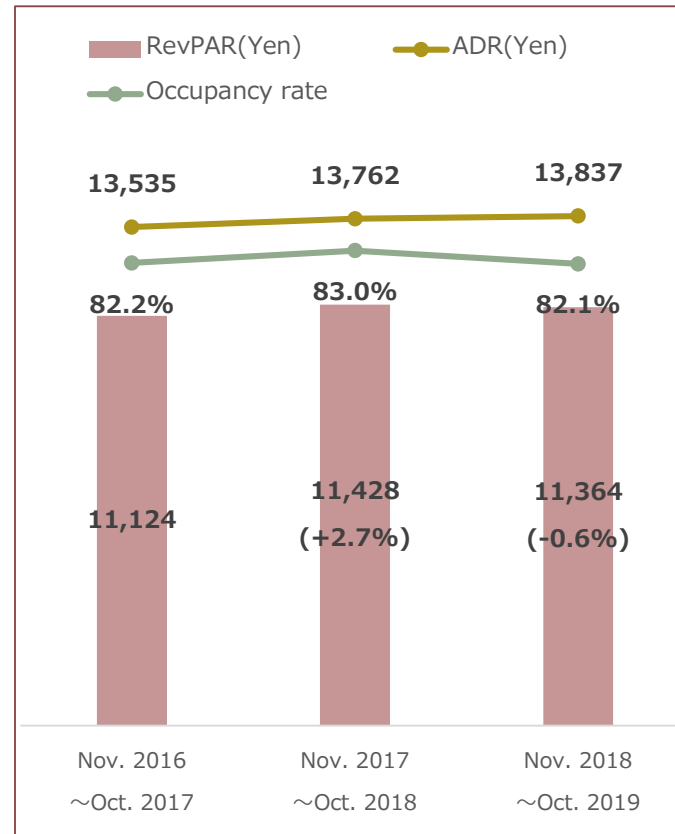
(2) Properties operated by outside operator

Hoshino Resorts REIT, Inc.

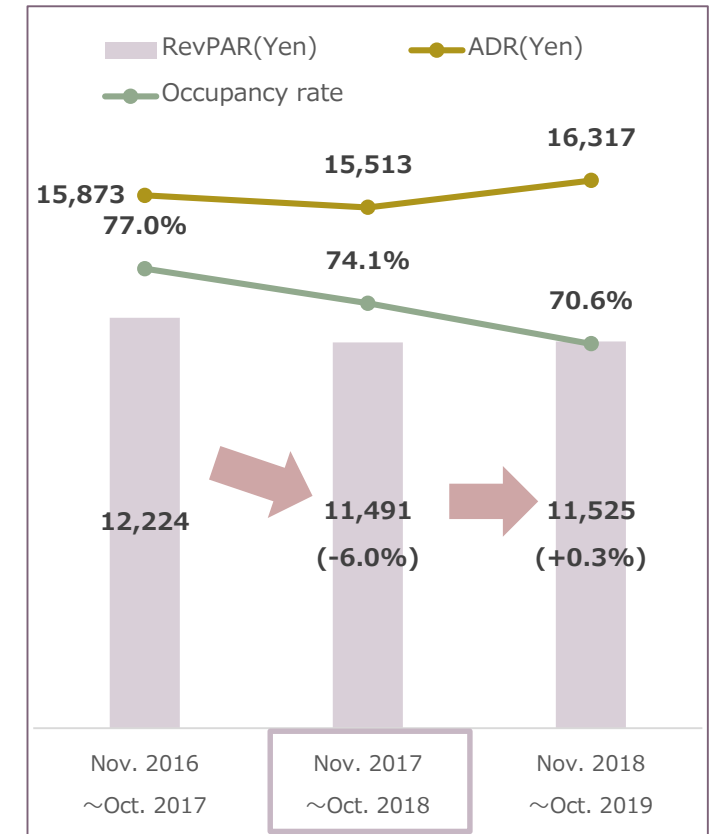
22 Roadside Properties (Note)



4 ANA Crowne Plaza properties



Hyatt Regency Osaka

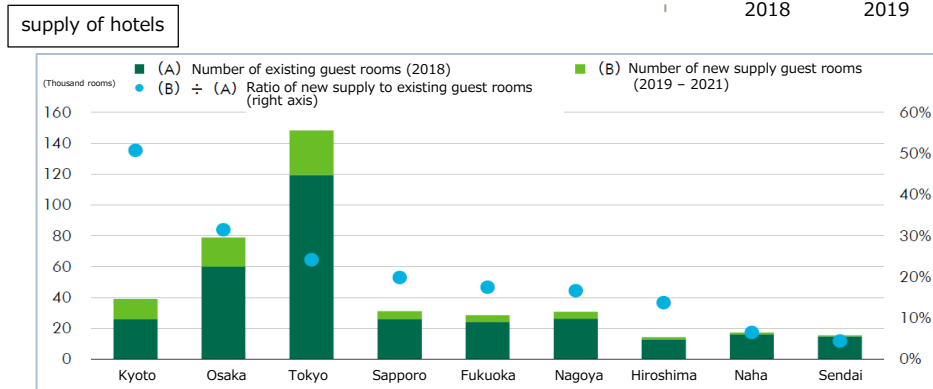
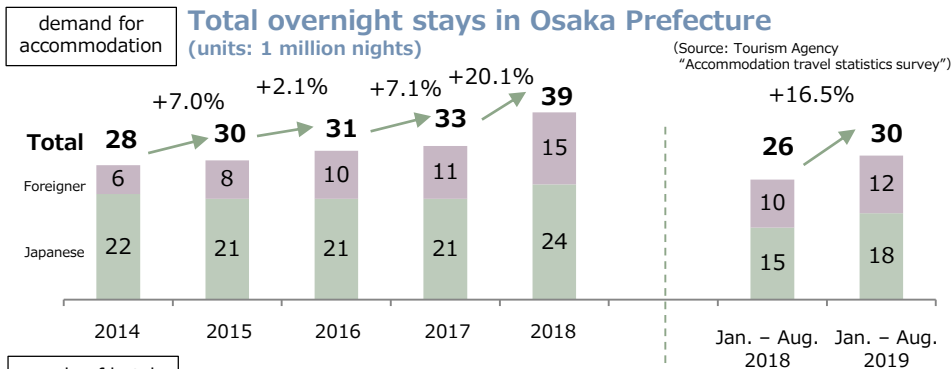


Figures in parentheses () indicate comparison with previous season

June 2018: Osaka Earthquake
 July 2018: Japan Floods
 September 2018: Typhoon Jebi forced closure of bridge to Kansai Airport

(Note) 22 Roadside properties are the budget-type hotels (economic and accommodation-specific hotels) of 22 Chisun Inn properties operated by the Solare Group. The same applies hereinafter.

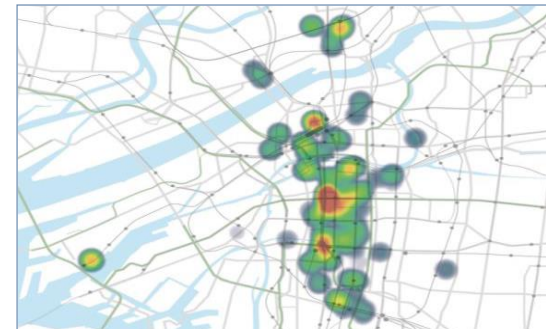
Osaka Prefecture lodging market: Current status



(Source: CBRE "Hotel Market Forecast 2021", "BZ kukan, Autumn 2019")

Osaka Bayside Area with medium- to long-term upside potential

Osaka City hotel supply/location trends (2019 - 2021)

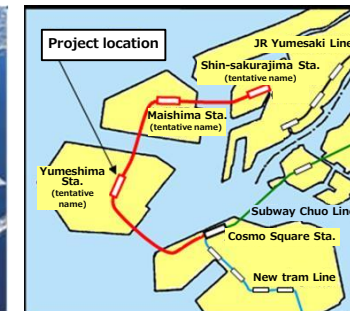
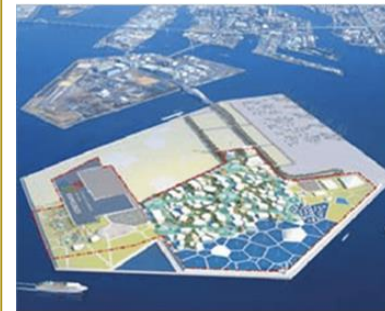


■ While new hotel supply in Osaka City is robust, new supply in the Bayside Area is limited.

explanatory notes: Number of newly supplied guest rooms
0 1.0

(Source: CBRE "Hotel Market Forecast 2021", "BZ kukan Autumn 2019")

The area is expected to gain competitiveness with redevelopment for the Osaka Expo and Integrated Resorts bid.



■ The Osaka Expo and the Hokko Technoport Line Extension Project should further increase competitiveness of the area.

(Source: Osaka City, URL: <https://www.city.osaka.lg.jp/kankyo/page/0000044287.html>)

Hoshino Resorts REIT and Hyatt: Initiatives for better competitiveness in the coming 3 years

Hoshino Resorts REIT, Hyatt Japan, and Hyatt Regency Osaka have formulated measures for the coming three years on a shared understanding of the current challenges. In addition, a former Hoshino Resorts officer who was responsible for operations across all facilities will provide resident on-site monitoring on a daily basis to further accelerate policies and better financial performance.

<HRO management strategy: excerpts>

2020 [Improving our corporate caliber]

Measures to boost sales

- Developing and strengthening ties with domestic OTAs
- Possible remodeling to raise our profile and pulling power
- Establishing communication channels with the media
- Developing new channels for MICE and tours

Cost reduction measures

- Personnel cost optimization through grand restructuring of our organization and restaurants

2021 [Growth of Revenue]

Measures to boost sales

- Leveraging Hoshino know-how for consistent implementation of domestic marketing strategies
- Delving deeper into concepts and content for differentiation
- Rearranging and repurposing existing floors to create revenue streams

2022 [Initiatives toward quantum leaps in 2025]

- Three-Year Master Plan toward 2025
- Repurposing of higher floors
- Investment for globalization of banquets
- A discerning eye for operator selection

Overview of assets to be acquired (1)

Acquisition of Hoshino Resorts' new brand "BEB5 Karuizawa"

Hoshino Resorts REIT, Inc.

This hotel is located in the south of the Karuizawa Hoshino area and is a brand aimed at revitalizing the domestic travel market targeting the younger generation. It is relatively new and also characterized by a high cash flow generation capacity with a high appraisal yield of NCF 5.7%.

(1) BEB5 Karuizawa



Overview of the property

Address	Kitasaku-gun, Nagano
Construction completion	November 2018
Planned acquisition date	January 31, 2020
Total number of guest rooms	73
Lessee's attribute	Hoshino Resorts
Rent type	Fixed + Floating
Operator's attribute	Hoshino Resorts
Planned Acquisition price	2.17 billion yen
Real estate appraisal value	2.26 billion yen
Lease period	20 years
Appraisal NOI yield	5.9%
Appraisal NCF yield	5.7%
Yield after depreciation	4.1%



(Excerpt from Press Release by Hoshino Resorts September 30, 2019)

Birth of "BEB": New Hoshino Resorts Brand with Concept of "Kicked-back Stays with the Crew"

"Better than the usual drinking party, more casual than a trip." Hoshino Resorts offers a new style of travel through a hotel in which guests can spend their time with their friends "whenever they want," "wherever they want," and "the way they want."

The impetus for starting "BEB" brand was the wish for the younger generation to travel more.

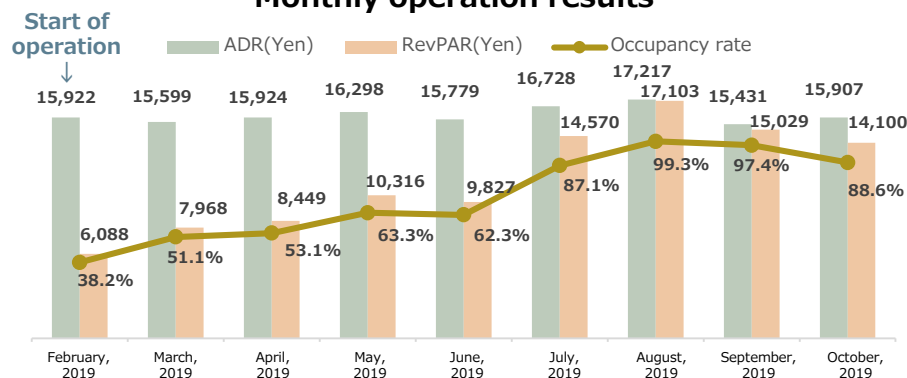
Hoshino Resorts wants the younger generation to travel more. In a group interview with guests in their 20s and 30s, the following opinions were heard.

*Conducted in December 2018. The interview results are an example.

- Young people are tired from their busy everyday lives and often hold drinking parties to relieve stress.
- Having to make travel plans is burdensome; they want to casually go out with their friends as usual.
- The hotel is perceived as "just a place to sleep" or "a luxurious, expensive place to go to on special days".
- They feel that hotels are strict with rules such as breakfast and check-out times.
- They place emphasis on "how they spend their time" rather than "where they go".

Based on these opinions of the younger generation, BEB will provide special services with the word "casual" as a slogan and will create opportunities for this generation to start traveling casually, feel the joy of traveling, and get to love it more.

Monthly operation results



Overview of assets to be acquired (2)

Excellent location in Naha City, high yield sponsor pipeline

Hoshino Resorts REIT, Inc.

Located in the heart of Naha-shi, the gateway to Okinawa Prefecture, and within walking distance from Naminoue Beach, Naha City's only beach, and Kokusai Street, it is a hotel with high demand for tourists. In addition, it has good access to National Route 58, the main artery on the island, making it a convenient location for tourists traveling by rental car.

(2) Sol Vita Hotel Naha



Nov. 2018 – Oct. 2019	
Occupancy rate	77.7%
ADR	9,114 yen
RevPAR	7,081 yen
Proceeds	575 million yen

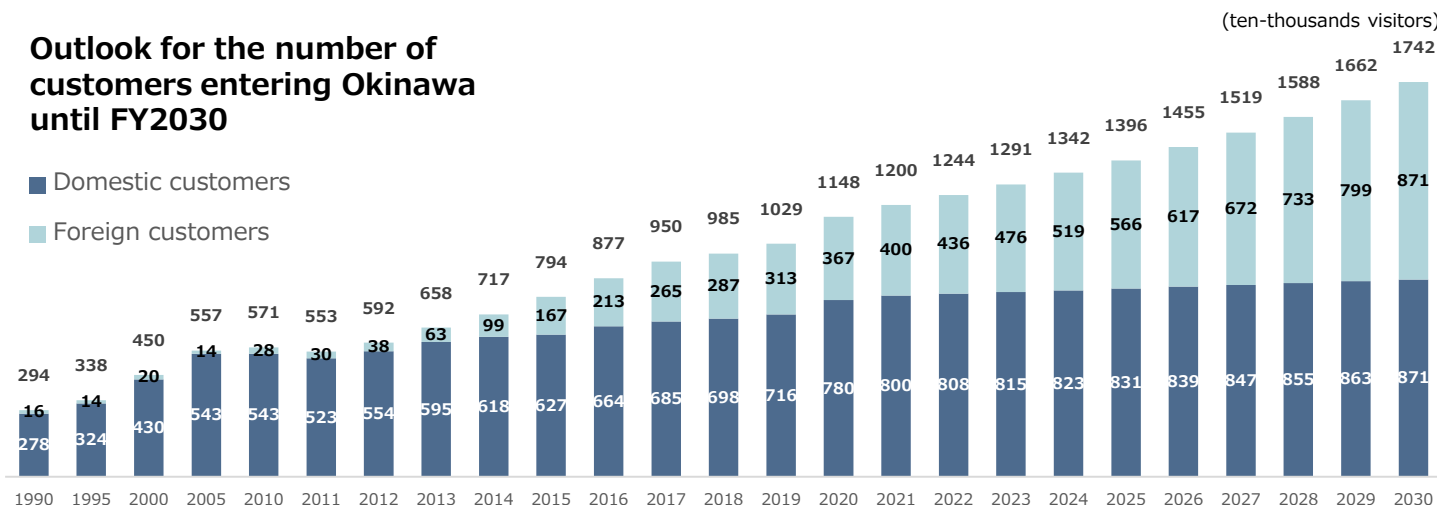
Lobby

Front Desk

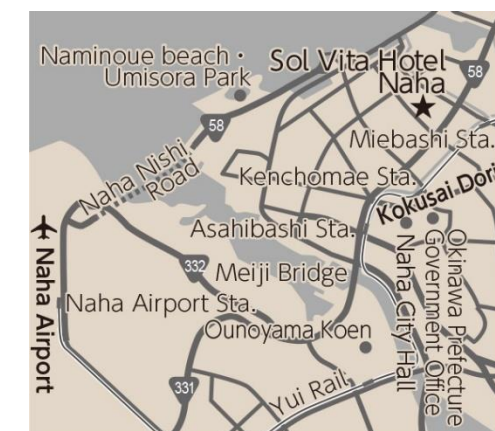
Overview of the property

Address	Naha-shi, Okinawa
Construction completion	November 2005
Planned acquisition date	January 31, 2020
Total number of guest rooms	200
Lessee's attribute	Hoshino Resorts
Rent type	Fixed + Floating
Operator's attribute	External operator
Planned Acquisition price	3.86 billion yen
Real estate appraisal value	3.98 billion yen
Lease period	20 years
Appraisal NOI yield	5.2%
Appraisal NCF yield	4.6%
Yield after depreciation	4.5%

Outlook for the number of customers entering Okinawa until FY2030



Source: Okinawa Tourism Convention Bureau



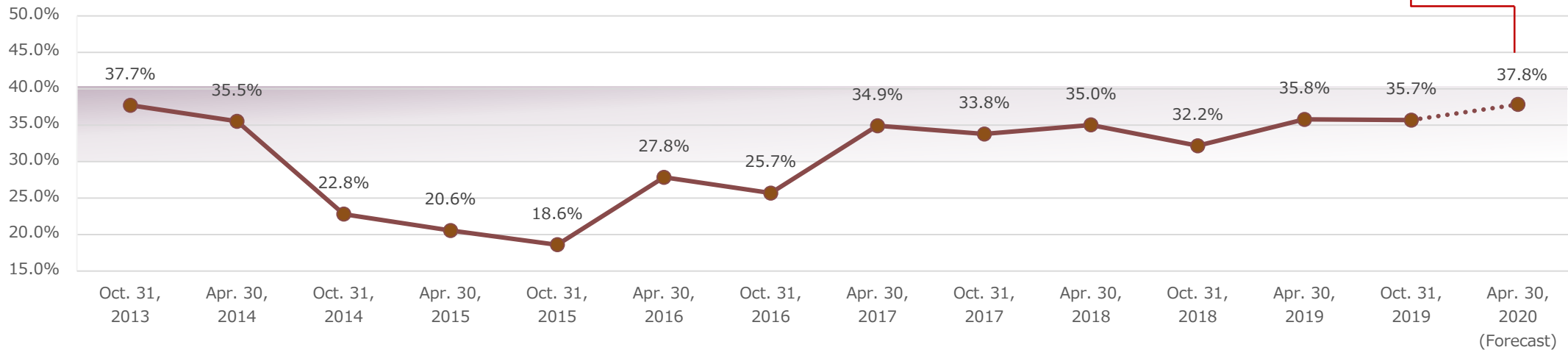
Financial highlights (1)

The long-term issuer rating will be raised to A (Stable) due to its steady investment performance

Hoshino Resorts REIT, Inc.

Continue to aim for financial management that balances operational stability and property acquisition flexibility.

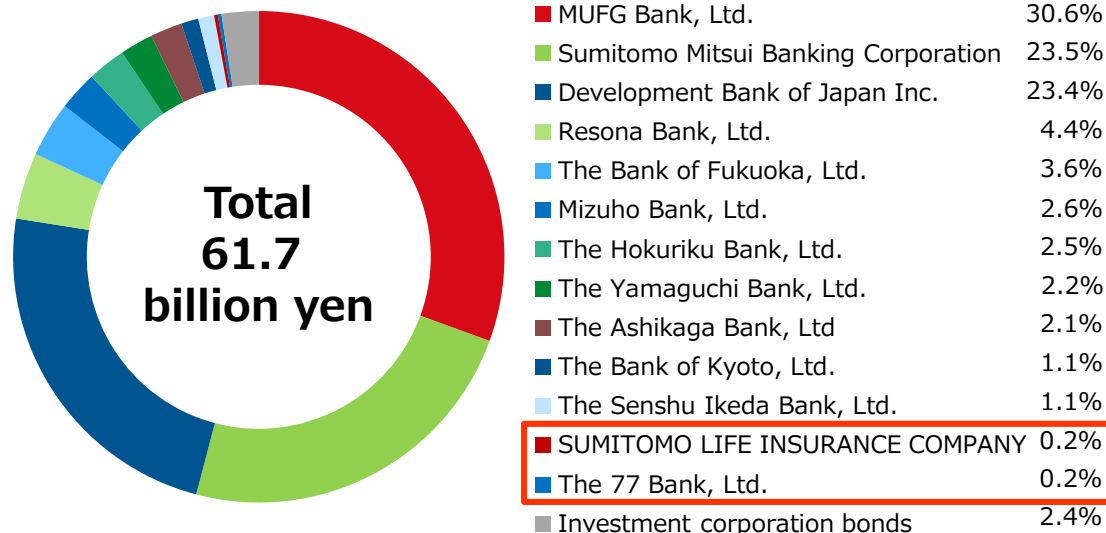
Controlling LTV



Acquisition reserves of up to an LTV of 40%
6.4 billion yen

Diversification of finances (As of December 19, 2019)

Diversify suppliers by inviting new banks while maintaining a stable lender formation centered on megabanks.



Raising of long-term issuer rating

Credit Rating Agency	Japan Credit Rating Agency, Ltd. (JCR)
Subject of Rating	Long-term issuer rating
Raising of the rating	A(Stable) ↑ A-(Positive)

New invitation

Financial highlights (2)

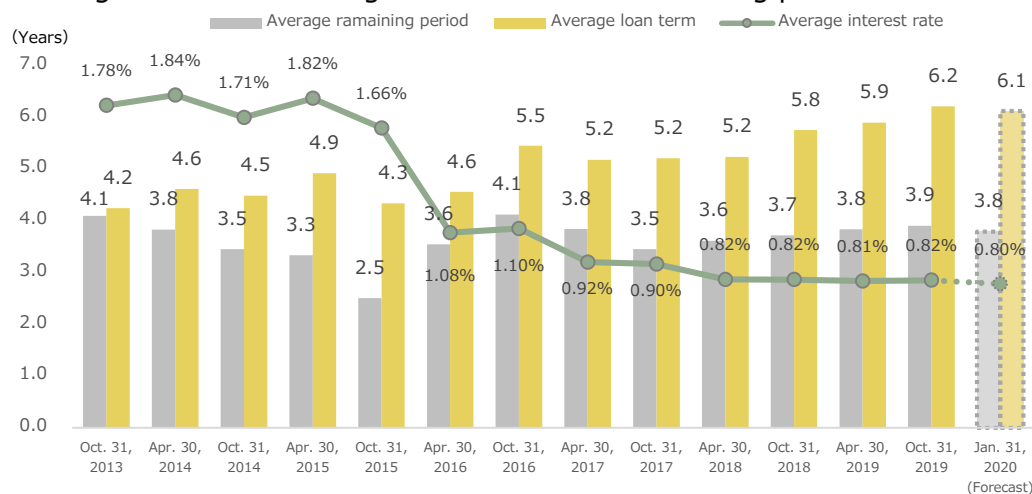
Borrowing cost reduction and long-term fixation

Hoshino Resorts REIT, Inc.

Aim to build a stable financial base.

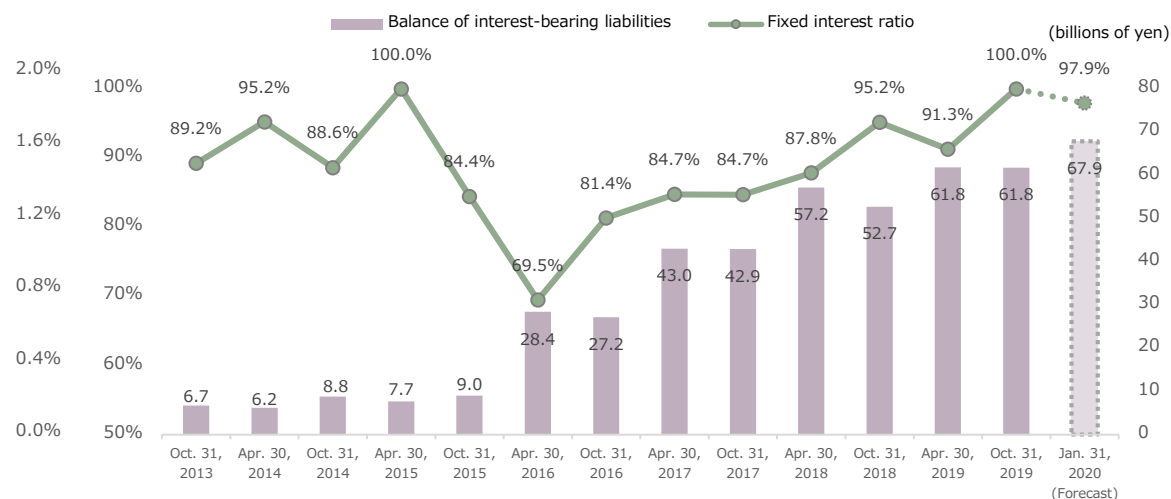
Changes in average interest rate, average remaining period and average loan term

Aiming to lower borrowing rates and extend borrowing periods



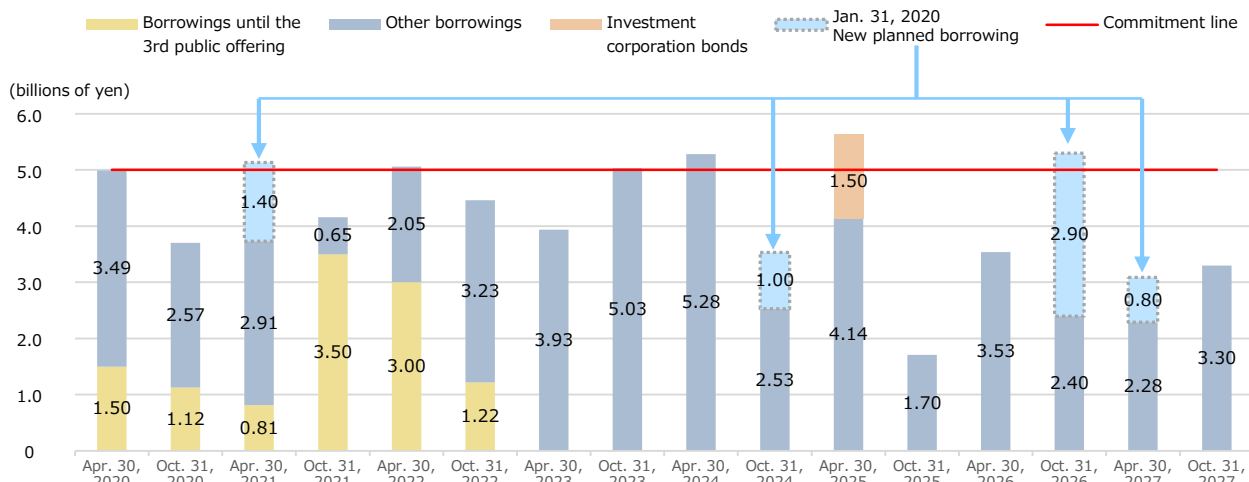
Changes in fixed interest ratio on borrowing

We maintain a high fixed interest ratio.



Diversification status of final repayment dates (as of December 19, 2019)

We reduced refinancing risk by spreading out repayment dates and establishing the first-ever Hotel J-REIT commitment line.



(Note) Hotel J-REIT refers to Japan Hotel REIT Investment Corporation, Ichigo Hotel REIT Investment Corporation, Oedo Onsen Reit Investment Corporation, MORI TRUST Hotel Reit, Inc. and HRR.

Upcoming repayment dates of loans taken out from listing to 3rd public offering

Accounting period	Apr. 30, 2020	Oct. 31, 2020	Apr. 30, 2021	Oct. 31, 2021	Apr. 30, 2022	Oct. 31, 2022
Repayment period	Apr. 2020	Jul. 2020	Apr. 2021	Oct. 2021	Apr. 2022	Oct. 2022
Event at borrowing	3rd public offering	Listing of new investment units	1st public offering	3rd public offering	3rd public offering	3rd public offering
Repayment amount	1.5 billion yen	1.12 billion yen	0.81 billion yen	3.5 billion yen	3.0 billion yen	1.22 billion yen
Borrowing period	4.5 yrs	7.0 yrs	7.0 yrs	6.0 yrs	6.5 yrs	7.0 yrs
Interest type	Fixed	Fixed	Fixed	Fixed	Fixed	Fixed
Borrowing rate	0.821%	2.459%	1.998%	1.122%	1.228%	1.336%

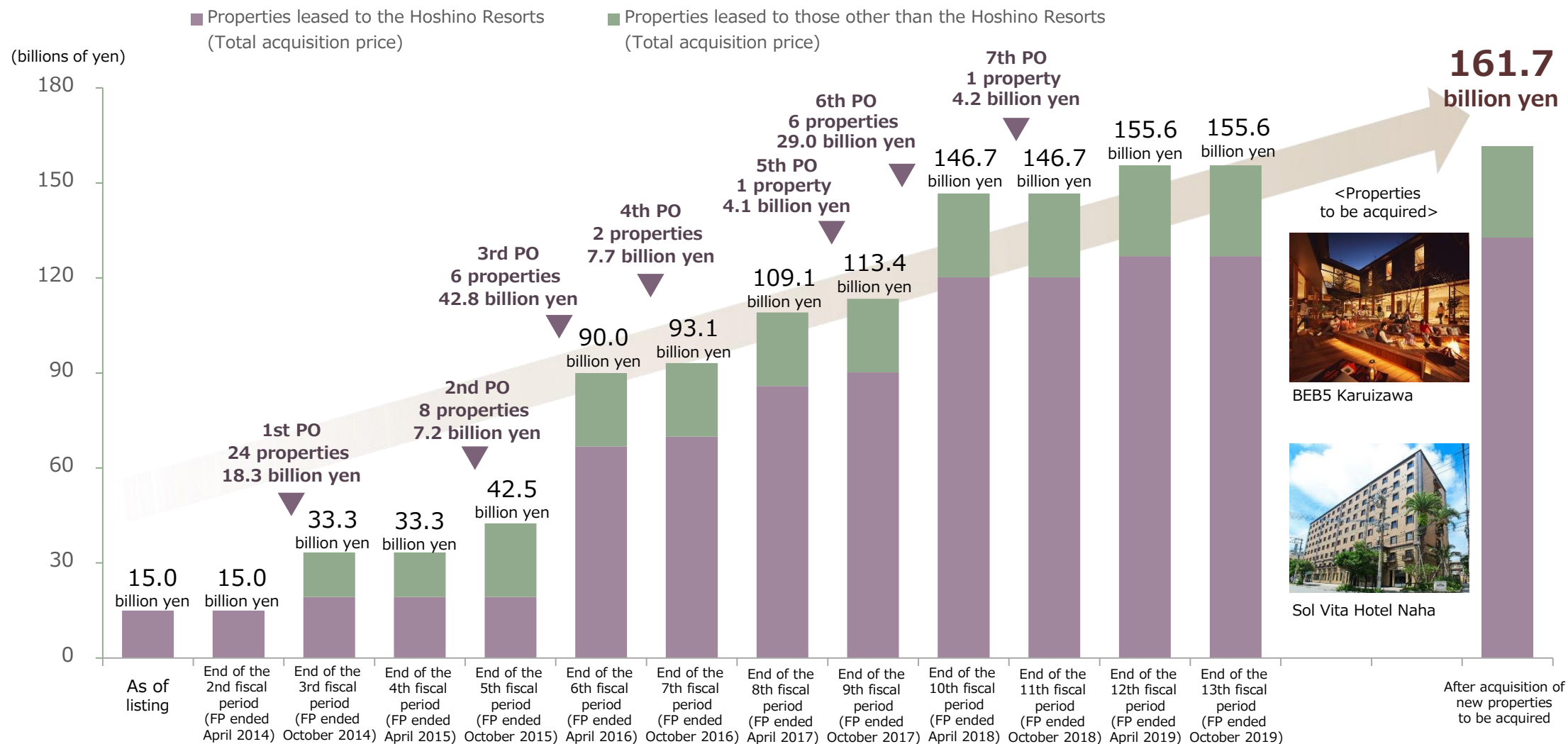
Expected loan interest at most recent fixed interest

Assumed borrowing period	4.5yrs	6.0yrs	6.5yrs	7.0yrs
Assumed borrowing rate	0.552%	0.733%	0.796%	0.859%

(Note) Calculated as a loan procured at expected time of financing of December 10, 2019.

Steady growth of asset size

Hoshino Resorts REIT, Inc.



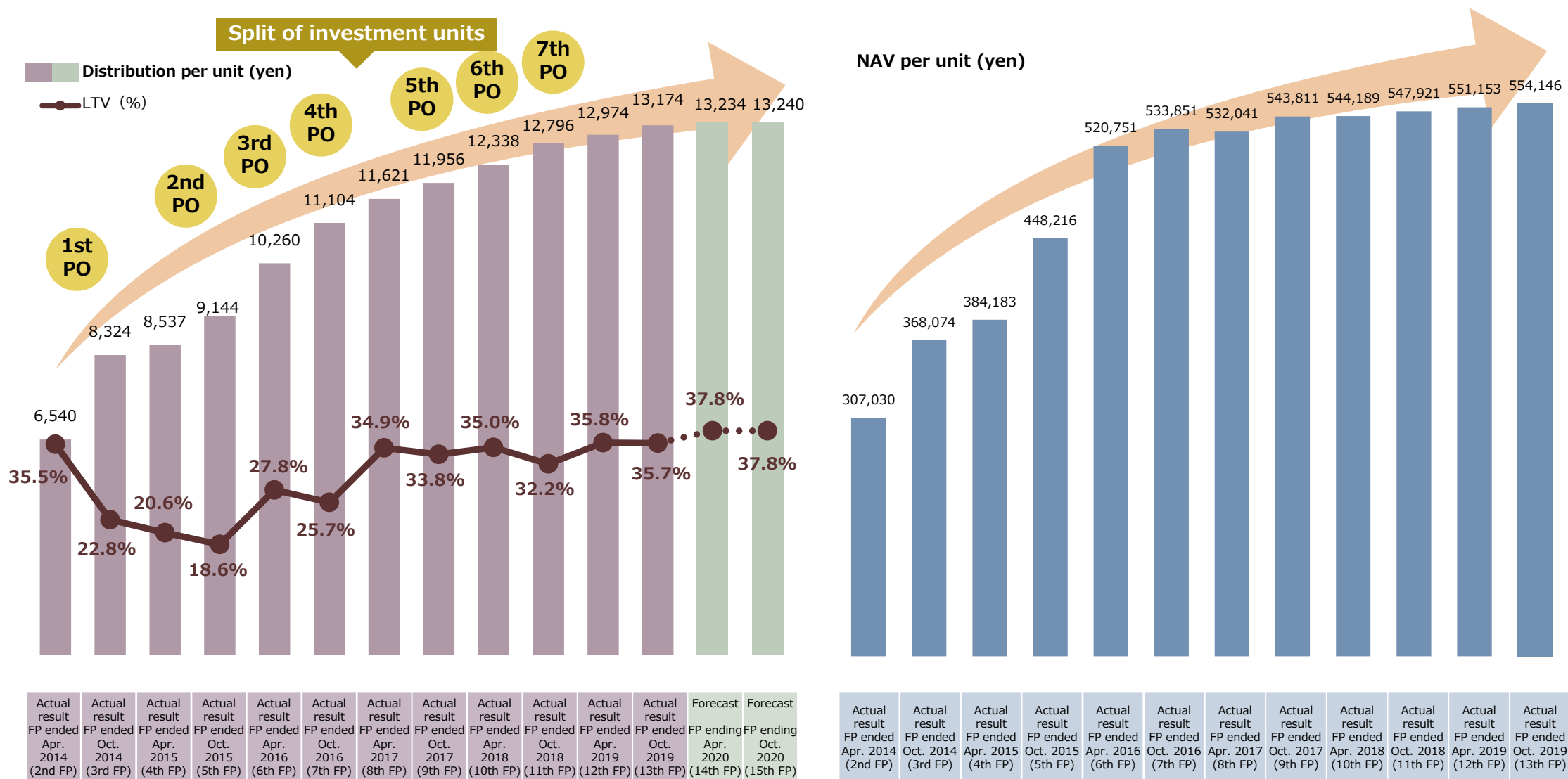
No. of properties	6 properties	6 properties	30 properties	30 properties	39 properties	46 properties	47 properties	48 properties	49 properties	56 properties	56 properties	59 properties	59 properties
Distribution per unit (yen)		6,540	8,324	8,537	9,144	10,260	11,104	11,621	11,956	12,338	12,796	12,974	13,174

61 properties

Stable growth of distribution and NAV per unit

Hoshino Resorts REIT, Inc.

HRR was able to provide an increased distribution for 12 consecutive periods since listing, and achieved stable growth in NAV per unit. Through continual external growth, internal growth and the execution of financial strategies, HRR aims to maintain growth and stability in the distributions and NAV per unit.



(Note) Since split of investment units was implemented on November 1, 2016, distribution per unit for the 7th FP and before indicated are one-half of the actual amount considering the split.

(Note 1) NAV per unit = {net assets (after deduction of distribution) + total appraisal value - total book value} / total number of investment units issued and outstanding

(Note 2) Since split of investment units was implemented on November 1, 2016, NAV per unit for the 7th FP and before indicated are one-half of the actual amount considering the split.

II

Future management policy



Hoshino Resorts' approach to sustainable customer drawing power

Hoshino Resorts REIT, Inc.

Our hotel management history has given us three keys to building long-term customer drawing power



Hoshino Resorts makes a point of building long-term competitive advantages into the hotels we operate. As hotel supply increases going forward, it will become more important than ever to develop customer-drawing power that is sustainable and unaffected by market fluctuations.

One of the reasons guests choose a hotel will always be “it’s new and beautiful.” During the decades-long lifecycle of your property, there will always be fresh-faced newcomers entering the fray, and you must have a strategy to avoid competing head to head with these younger counterparts.

Business models that rely on “hardware,” that is, buildings and facilities, favor the latecomer. You need to leverage your “soft” power to build platforms with a first-mover advantage. Hoshino Resorts answers this challenge with three types of “soft” power, cultivated through our 105 years of operation in the Japanese countryside.

CEO, Hoshino Resorts
Yoshiharu Hoshino

Each hotel’s management team is responsible for conceptualizing new delightful offerings

**Messaging
our attractive
offerings**

**Organizational
culture**

Community

- Autonomous PDCA cycle enabled by sharing of management information
- Flat organization which promotes genuine discussion

Our deep ties with the community provide synergy and first-mover advantage in sustainable customer-drawing power



For details on this article,
visit the website of Hoshino Resorts REIT, Inc.
<https://www.hoshinoresorts-reit.com/en/special/future.html>

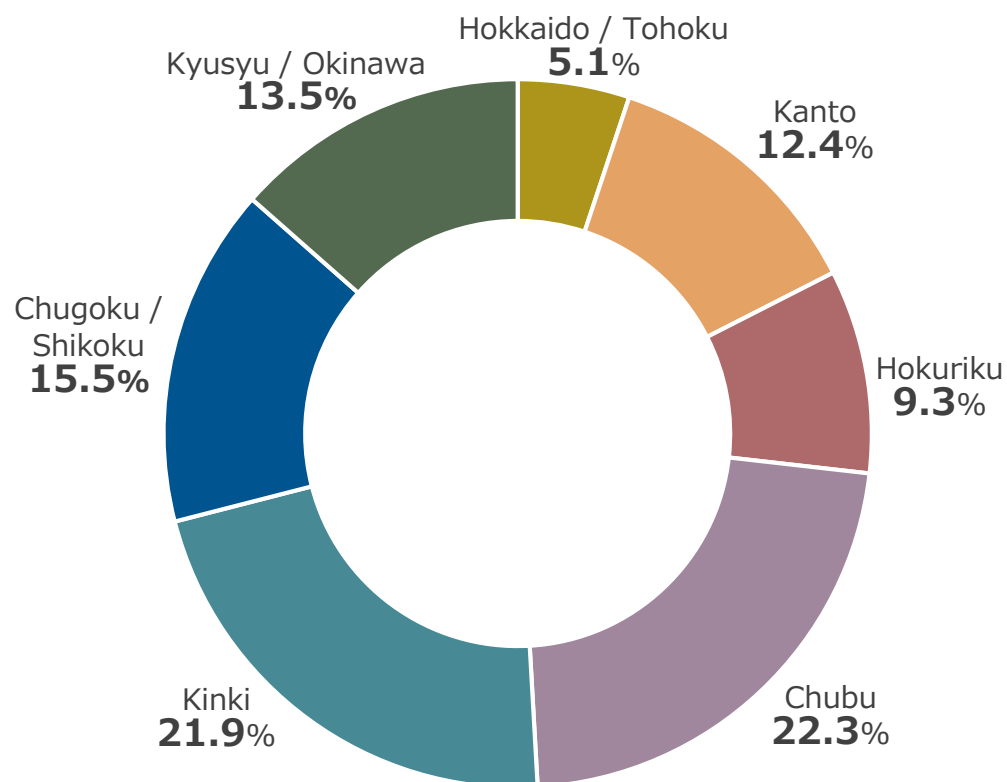
Portfolio diversification

To expand the composition ratio of properties operated by Hoshino Resorts

Hoshino Resorts REIT, Inc.

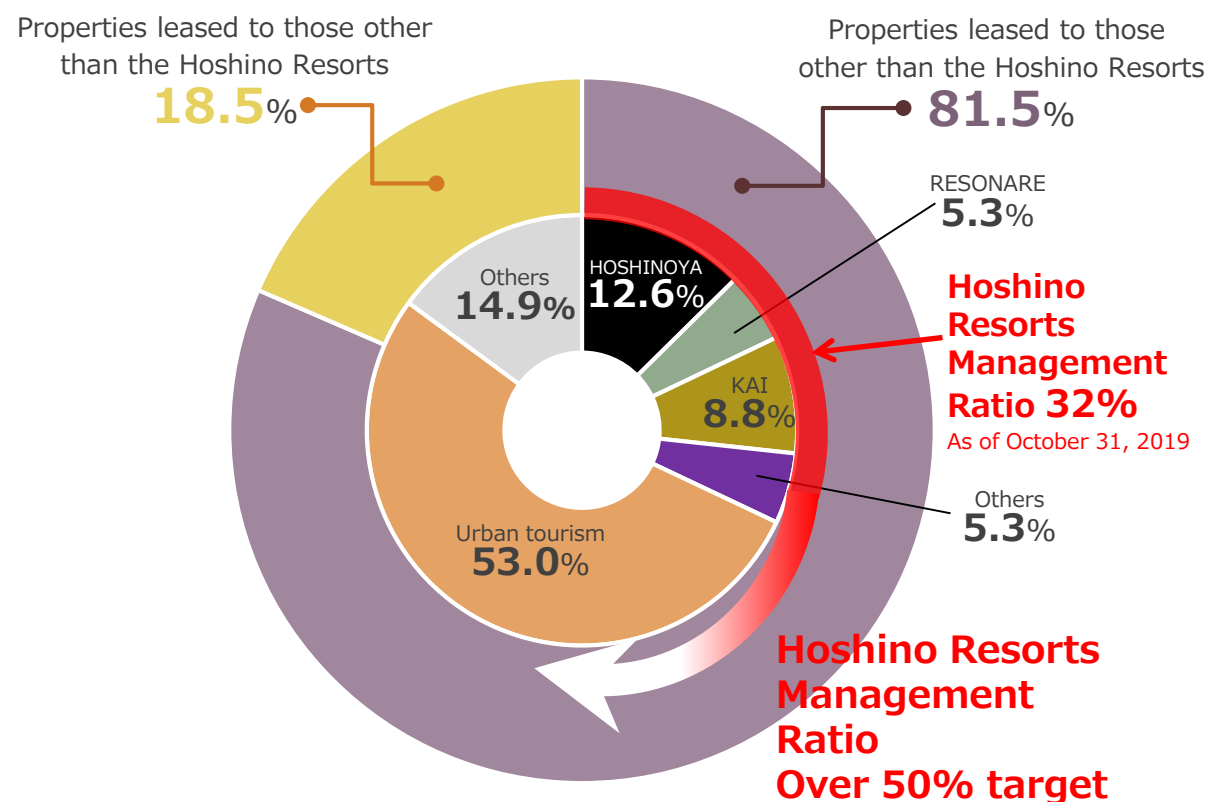
Aim to work to fill more than 50% of our portfolio with Hoshino Resorts managed properties which promise stable cash flow over the medium- and long-term.

Diversification by region (based on acquisition price)



As of October 31, 2019

Diversification by lessee and investment category (based on acquisition price)



As of October 31, 2019

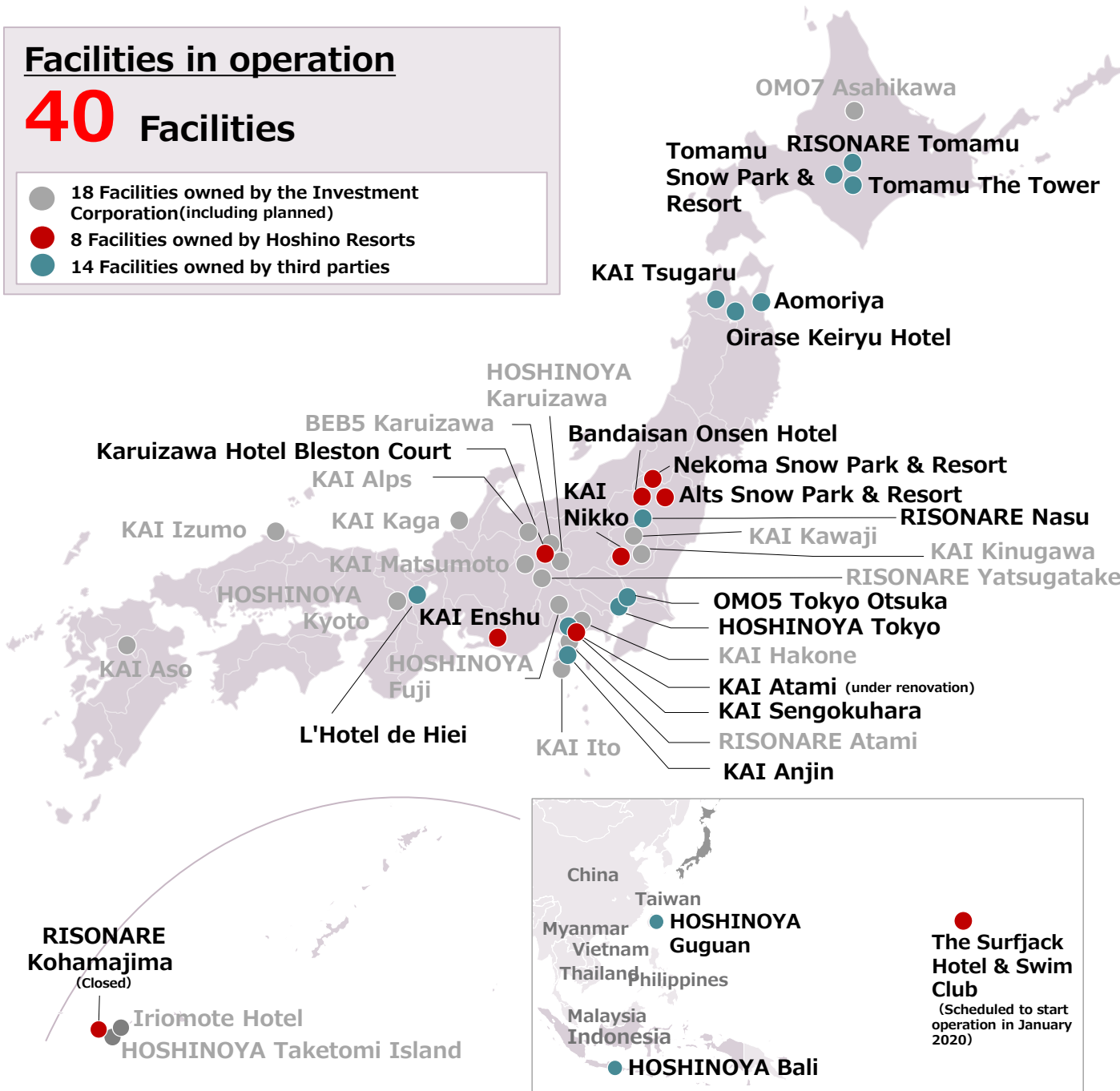
External growth (1) List of sponsor pipeline

Hoshino Resorts REIT, Inc.

Facilities in operation

40 Facilities

- 18 Facilities owned by the Investment Corporation (including planned)
- 8 Facilities owned by Hoshino Resorts
- 14 Facilities owned by third parties



Facilities under development (excluding unpublished)

14 Facilities

Start date of operation (plan)	Address
March 2020	Nagato-shi, Yamaguchi (KAI Nagato)
March 2020	Tsuchiura-shi, Ibaraki (BEB5 Tsuchiura)
May 2020	Yomitan-son, Okinawa (HOSHINOYA Okinawa)
Spring 2021	Beppu-shi, Oita (KAI Beppu)
2021	Kirishima-shi, Kagoshima (KAI Kirishima)
2021	Shiraoi-cho, Hokkaido (KAI brand)
2021	Nara-shi, Nara (Former Nara Prison)
April 2022	Osaka-shi, Osaka (OMO7 Osaka Shin-Imamiya)
2022	Unzen-shi, Nagasaki
2023	Shimonoseki-shi, Yamaguchi (OMO brand)
TBA	Yufu-shi, Oita
TBA	Asuka-mura, Nara
TBA	Wazuka-cho, Kyoto
TBA	Yokohama-shi, Kanagawa

Opening topics

March 2020
BEB5 Tsuchiura

Youth trip by cycling.
BEB 2nd will open in
Tsuchiura-shi, Ibaraki,
a hidden sacred place
for cycling.



May 2020
HOSHINOYA
Okinawa

The most extravagant
facility in the history of
HOSHINOYA. All rooms
have ocean views.



Spring 2021
KAI Beppu

With a commanding view
of Beppu Bay, and this
Building is designed by
architect Kengo Kuma.



External growth (2)

Case studies: Partnerships between Hoshino Resorts and the local community

Hoshino Resorts REIT, Inc.

Working with local municipalities and companies across the nation to reinvigorate the entire community.

KAI Nagato

(scheduled to open in March 2020)



Appearance



AKEBONO Cafe

Hoshino Resorts designed the master plan for Yamaguchi Prefecture's Nagato Yumoto Onsen area, commissioned by Nagato City to revitalize the hot spring district. Working with the community as well as the public and private sectors under the overarching concept of "a stroll through the onsen district," Hoshino Resorts helped design not only the lodging facilities but the entire onsen town, including the construction of riverside terraces and an adjacent cafe, and rebuilding of the public onsen, Onto.

Address	Nagato-shi, Yamaguchi
Facility overview	Guest rooms, restaurant, large common bath, bath-side relaxation area, travel library, lobby shop
Floors	4 (above ground)
No. of guest rooms	40 (Main ryokan building has 30 rooms and the Annex has 10 rooms) * The Annex has an open-air bath in every guest room.
Nightly price	Overnight with two meals 32,000 yen and up (Price per person, double occupancy)

OMO7 Osaka Shin-Imamiya

(scheduled to open in April 2022)



Slated to be a verdant garden area in an urban district, and a local landmark to put a smile on every face. In collaborative classes by Hoshino Resorts and Osaka Municipal Shin-Imamiya Primary School, children and OMO Rangers work together to explore relationships between their community and an urban tourism hotel, as well to unearth and communicate the appeals of Osaka's Shin-Imamiya area.



collaborative classes

Address	Naniwa-ku, Osaka-shi, Osaka
Facility overview	Guest rooms (7 original types), restaurant, cafeteria, shop, garden area, bathhouse
Floors	14 (above ground)
No. of guest rooms	436
Nightly price	TBA

Other facilities

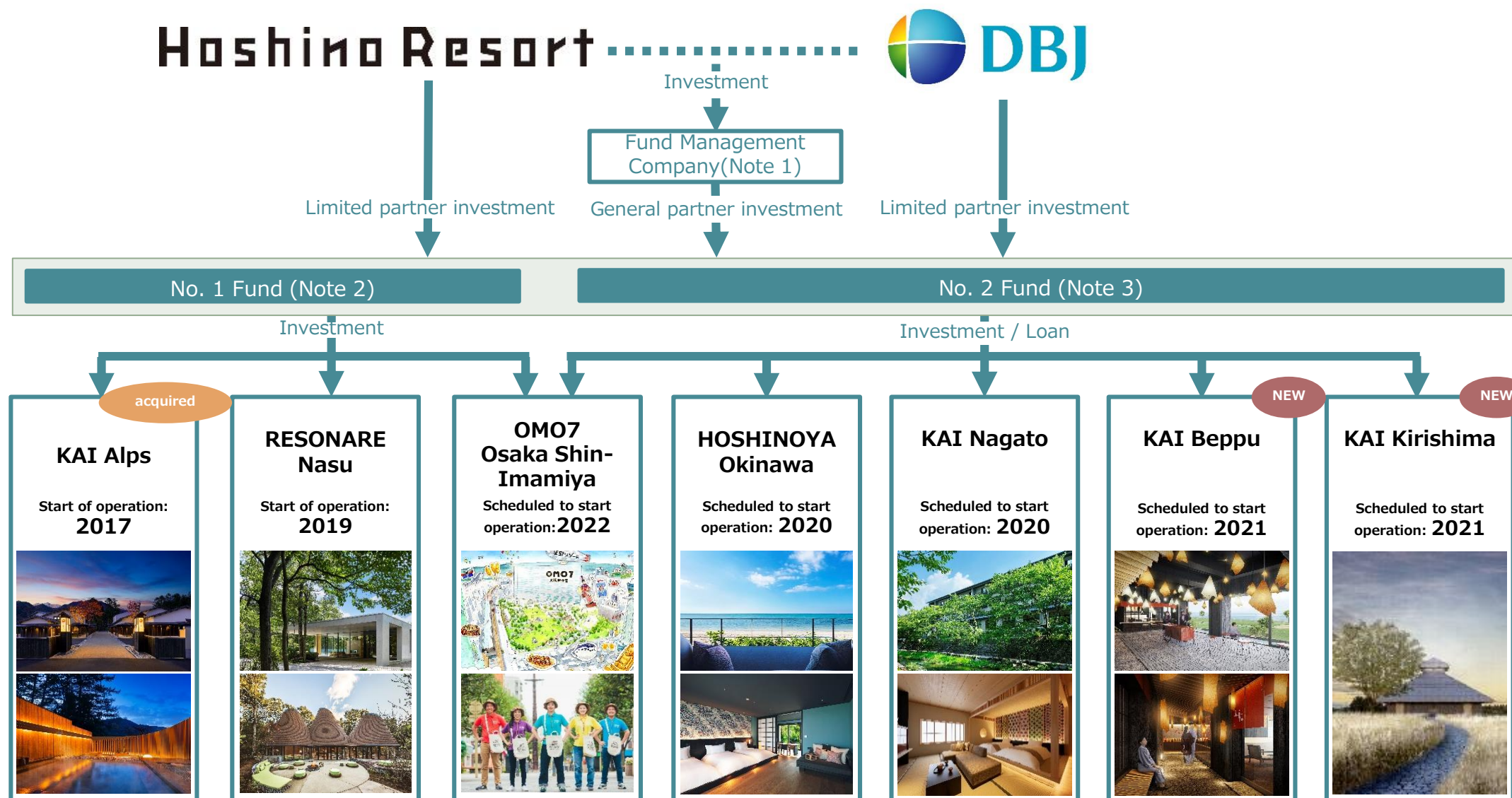
	Year of opening	Facility name	Partner	Overview
1	March 2020	BEB5 Tsuchiura	Tsuchiura-shi, Ibaraki	"An addictive bicycle stay" is the slogan at this cycle-centric facility, part of the Kasumigaura Ring Road community-building initiative.
2	2021	KAI Kirishima	Kirishima-shi, Kagoshima	Signed a Partnership Agreement relating to the landscape maintenance and messaging for Kirishima-Kinkowan National Park.
3	2021	TBA	Former Nara Prison Preservation Corporation	Signed a Concession Agreement to create a quality lodging facility which maximizes the charms of the red brick construction of the Former Nara Prison, an Important Cultural Property.
4	2021	KAI	Shiraoi-cho, Hokkaido	Hoshino Resorts will coordinate with Shiraoi-cho, the adjacent Upopoy (National Ainu Museum and Park), and other relevant parties to operate the facility in a way which respects the Ainu culture and lets visitors experience co-existence with diverse cultures and ethnicities.
5	2023	TBA	Asuka-mura, Nara	The Kengoshizuka and Mayumi Kansuzuka Tumuli are some of the wealth of historic resources in and around Asuka-mura. We signed a Comprehensive Regional Revitalization Partnership Agreement to encourage visitors to tour the area.
6	Spring 2023	OMO Shimonoseki (provisional name)	Shimonoseki-shi, Yamaguchi	We signed a Basic Agreement on Hotel Operation Relating to Shimonoseki Port Waterfront Development toward the opening of an attractive hotel which maximizes the spectacular view of the Kanmon Straits.
7	TBA	TBA	Yokohama-shi, Kanagawa	Hoshino Resorts was chosen as the hotel operator for the Yokohama City Hall Redevelopment project to revitalize the port city of Yokohama.
8	TBA	TBA	Mito-shi, Ibaraki	Hoshino Resorts was commissioned by Mito-shi to formulate attractive, effective tourism promotion plans in the Kairakuen/Museum Area Tourism Promotion Project.
9	TBA	TBA	Wazuka-cho and Kyoto	Hoshino Resorts signed a Partnership Agreement with Wazuka-cho and Kyoto to create attractive lodging facilities which maximize the tea industry and scenic beauty of the area.

External growth (3)

A fund jointly managed by the sponsor and the Development Bank of Japan inc.

Hoshino Resorts REIT, Inc.

A framework featuring continuous accumulation of the sponsor pipeline consisting of new and recently built properties operated by Hoshino Resorts.



HRR's sponsor Hoshino Resorts and the Development Bank of Japan Inc. have set up a jointly operated fund to support the companies operating accommodation businesses, etc. in Japan.

(Note 1) The Fund Management Company refers to "H&D Partners Co., Ltd."

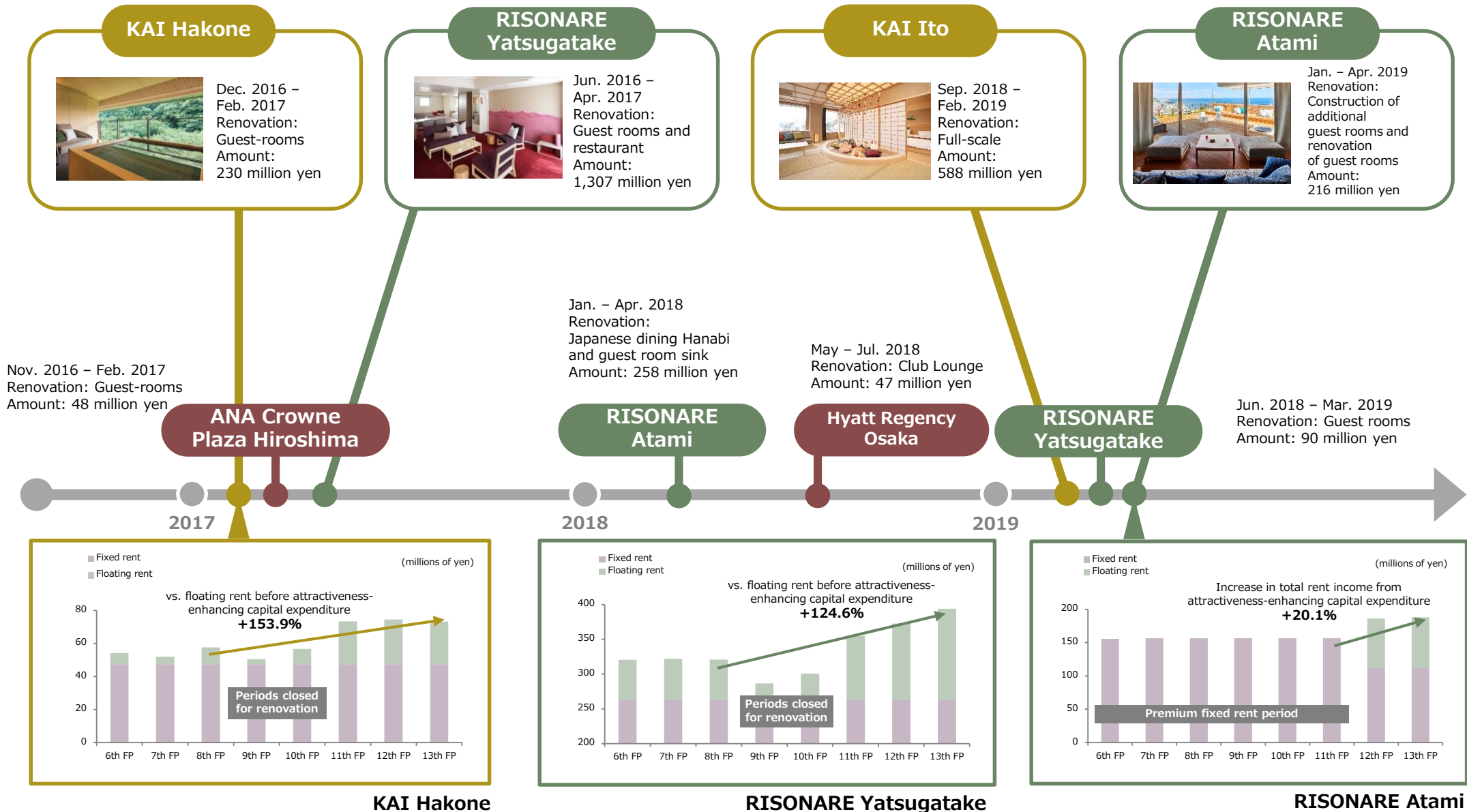
(Note 2) The No. 1 Fund refers to "Hoshino Resorts Ryokan and Hotel Management Support Investment LPS."

(Note 3) The No. 2 Fund refers to "Hoshino Resorts Ryokan and Hotel Management Support No. 2 Investment LPS."

Internal growth Internal growth with attractiveness-enhancing capital expenditure

Hoshino Resorts REIT, Inc.

Results of attractiveness-enhancing capital expenditure by utilizing know-how of Hoshino Resorts



A Japanese tourism REIT designed to maximize investor value by benefiting from long-term tourism industry growth in Japan.



Hoshino Resorts REIT

AUM

Over 200 billion yen

- Added to global indexes
- Higher liquidity
- Risk dispersion

Property composition

Over 50% consisting of Hoshino Resorts operators

- Unique management practices for long-term profit stability
- Tourism market revitalization
- Working with the community to create sustainable economic frameworks

Internal growth

Customer needs/operator/cash flow improvement

- Attractive investment paired with unique “soft” power
- Rebranding opportunities
- Advantageous operator selection

Financial base

Both long-term stability and dynamic procurement

- Long-term fixation and financing cost reduction
- LTV control to secure acquisition capacity
- Better credit rating

ESG initiatives

Contributing to long-term increase in investor value

- Disaster resilience and resort environment initiatives
- Mechanisms for customer satisfaction leading to social contribution
- Considering DPU-linked asset management compensation schemes

III

ESG initiatives and IR



HOSHINOYA Karuizawa /
Heat pump equipment

ESG initiatives (1) (External sustainability evaluation)

Hoshino Resorts REIT, Inc.

Hoshino Resorts, the operator at the core of HRR, has advocated environmental management since its founded in early 2000. This was based on the idea that travel is possible only because of the natural environment, history, and culture. To respond to the rising interest in ESG among Japanese and foreign investors, we introduce our operators' SDGs status and fund information.

■ GRESB



GRESB (<http://gresb.com/>) is an annual benchmarking program to evaluate Environment, Social and Governance (ESG) considerations of real estate companies and funds. It was established primarily by major European pension fund groups that spearheaded the Principles for Responsible Investment (PRI).

It is used by major institutional investors in Japan and overseas to select investment destinations. The Investment Corporation aims to obtain a "Green Star" rating in the GRESB Real Estate Assessment.

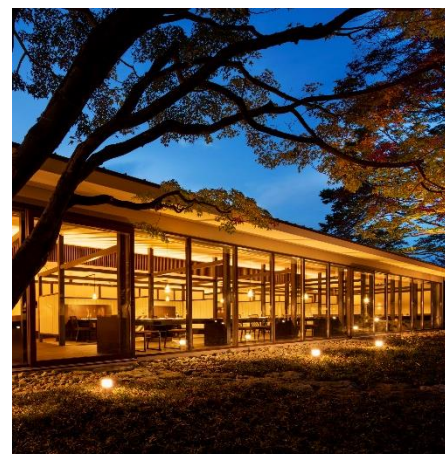
■ BELS



BELS is a third-party certification system based on the Ministry of Land, Infrastructure, Transport and Tourism's "Guidelines for Building-Housing Energy-Efficiency Labeling." The energy-saving performance of buildings is assessed objectively and displayed under a five-star rating system.

■ Facilities acquired

KAI Kinugawa (★★★★★)



Quintessa Hotel
Osaka Shinsaibashi (★★★)



ESG initiatives (2)

Environment: The ideal ecosystem for resort facilities linked to the experience value of guests

Hoshino Resorts REIT, Inc.

◆Hoshinoya Karuizawa

An energy system that supports customer satisfaction

The self-sufficient energy system makes use of hydroelectric and geothermal energy to minimize the burden on the environment. The concept is simple: generating and supplying the energy the facility consumes.

【Hydroelectric power】

The river flowing through the center of the facility fulfills the role of a dam for hydroelectric generation.

【Heat pump】

Taking full advantage of Karuizawa's abundant hot spring water, three wells tap into the geothermal heat in a system which also utilizes hot spring runoff. It was the first full-fledged system of its kind in Japan and succeeded in achieving in heat exchanger efficiency far higher than western standards.

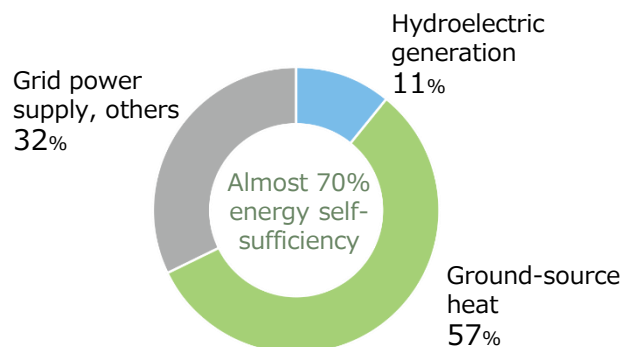
【Tweaking traditional architecture and window panes】

Traditional architecture such as ceiling vents, combined with double-glazed windows, creates heat flow and maintains room temperature.

【Satisfying guests】

The guestrooms are ventilated by the soft, highland breeze that air conditioning could never replicate, and warmed by underfloor heating which produces no carbon dioxide emissions.

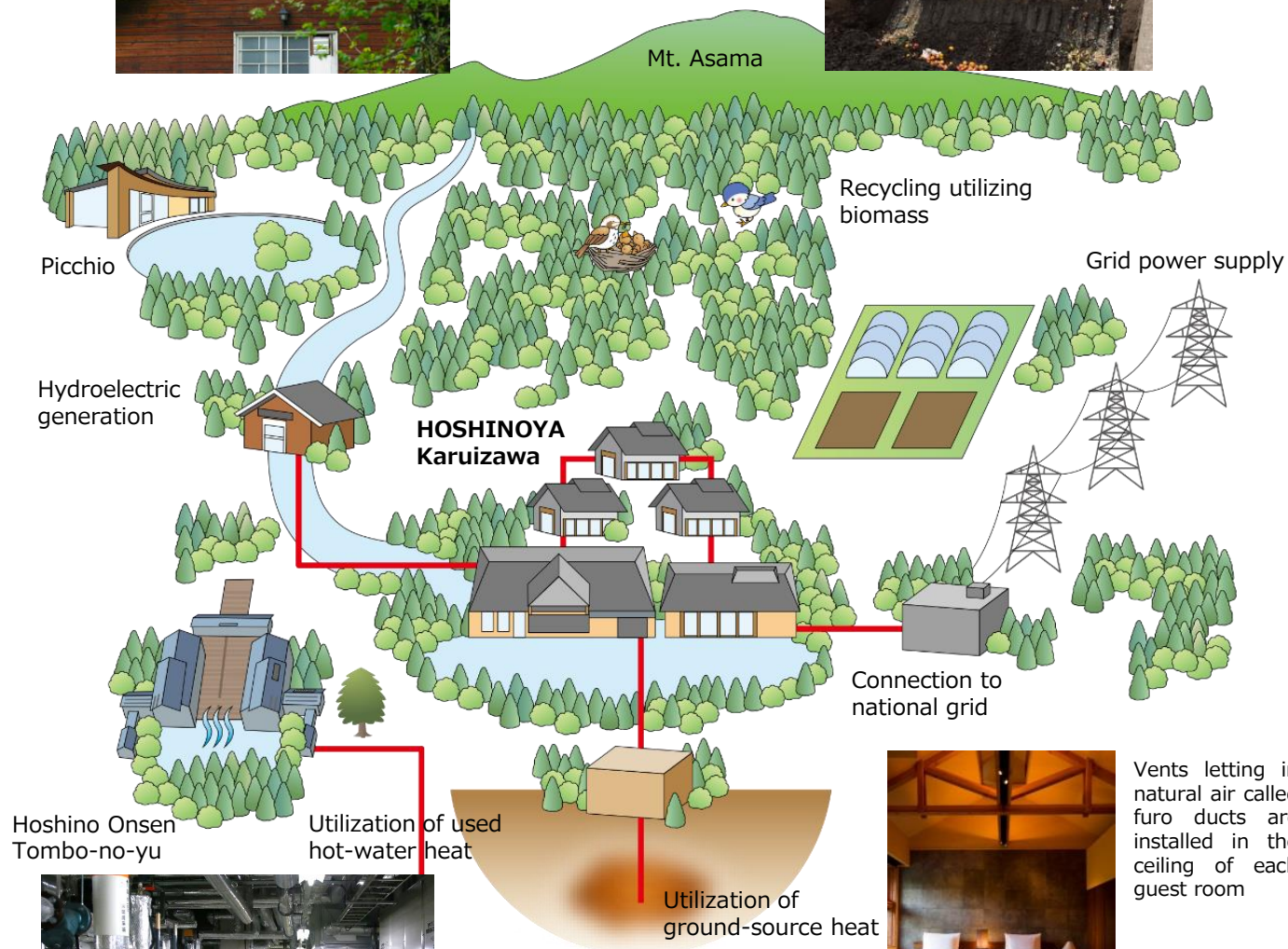
Approximately 68% energy self-sufficient, with absolutely no use of fossil fuels



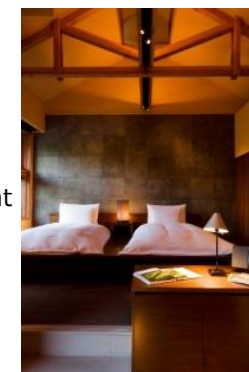
Hydro power plant helps power the heat pump



Sorting waste into 28 categories in order to promote resource recycling



Heat pump system uses ground-source thermal and hot spring water outflow as thermal source for air conditioning and hot water supply



Vents letting in natural air called furo ducts are installed in the ceiling of each guest room

ESG initiatives (3) (Environment · Social) Improvements and regional contributions unique to Hotels and Inns

Hoshino Resorts REIT, Inc.

■ Environment

◆ Hoshino Resorts



Pump dispensers



Individually packaged soaps (shampoo, conditioner, body soap) were phased out by the end of 2019 at all facilities and replaced by refillable pump dispensers.

Waste reduction ▼

Approx. 49 tons of plastic containers
Approx. 73 kiloliters of soaps

Toothbrush recycling



At 30 facilities, more than 1 million per a year used toothbrushes are collected and recycled into new plastic products.

Topic ▼

With regard to the reuse process after collection, we will expand the scale and play a social role by cooperating with several related business partners. At present, only the Hoshino Resorts are operating companies that operate multiple accommodations.

■ Social

◆ Hoshino Resorts



Farm Hoshino



Hoshino Resorts opened Farm Hoshino, engaging in agricultural production to harness the scenic beauty and gastronomic delights gained in the process. The first phase is Hoshino Resorts TOMAMU, located in an area which used to be a farm with 700 head of cattle before it was developed into a resort. Farm Hoshino aims to restore the land to its original beauty and produce fresh, delicious food. Guests can enjoy the farm and the fresh produce as they bask in the open Hokkaido air on this spacious resort property.

Conservation of the Asian black bear



Keeping people safe and saving wild bears from extinction. With this dual objective, Hoshino Resorts explores, practices, and messages ways in which humans and bears can co-exist at an appropriate distance. Since 1998, the organization has tracked and monitored bears, repelled them with the nation's first "bear dogs (dogs trained to chase away bears)," and developed bear-proof garbage bins. These endeavors succeeded in reducing bear sightings significantly, with the number of cases of bears razing public trash receptacles falling from 100 in 1999 to 0 in 2009.

◆ Hyatt Regency Osaka

General Manager Ms Miriam's Hair Donation Instagram



Ms Miriam Varoli, the general manager, and several female staff donated their hair to charity. We recruited staff who can cooperate, and the other day, we donated it in cooperation with the "Tsubouchi Hair Salon" in the hotel to help make wigs for children battling illnesses.

ESG initiatives (4) (Environment · Social) Each operator's unique SDGs achievement activities

Hoshino Resorts REIT, Inc.



◆Hoshino Resorts' Way of SDGs



Fun, unique, facility-specific SDGs initiatives.

◆Greens



Choice Hotels International's CSR initiative for its Comfort brand

◆IHG Green Engage (4 ANA Crowne Plaza properties)



IHG Green Engage™ system has four levels of certification according to each facility's situation.

◆Hyatt Corporate Responsibility at Hyatt



Large-scale engagement by a US-based hotel chain

Resort environmental management: Hoshino Resorts' case

➤ Eco-tourism

A form of tourism which aims to preserve the local natural environment while educating visitors on the attractions.



➤ EIMY

Acronym of Energy In My Yard. An approach which proposes that local energy demands should be met by local, renewable sources of energy as much as possible.

➤ Zero emissions

Initiatives aiming for 100% recycling or reuse of waste instead of simple incineration or landfill. The Karuizawa Office set up a Zero Committee and, in November 2011, achieved zero emissions which had up to then been believed to be difficult for a hotel given the many different types of waste generated in this industry.

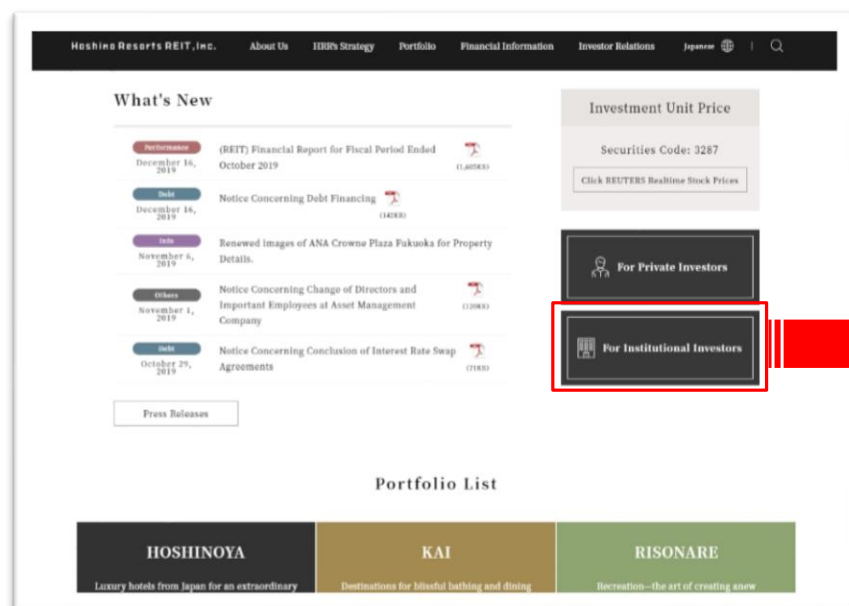


In 1929, we set up our own hydroelectric power plant. This is an example of the ways in which we have always sought to co-exist with the natural environment in our development.

We frequently update our website for swift delivery of accurate information on the management status of our funds.



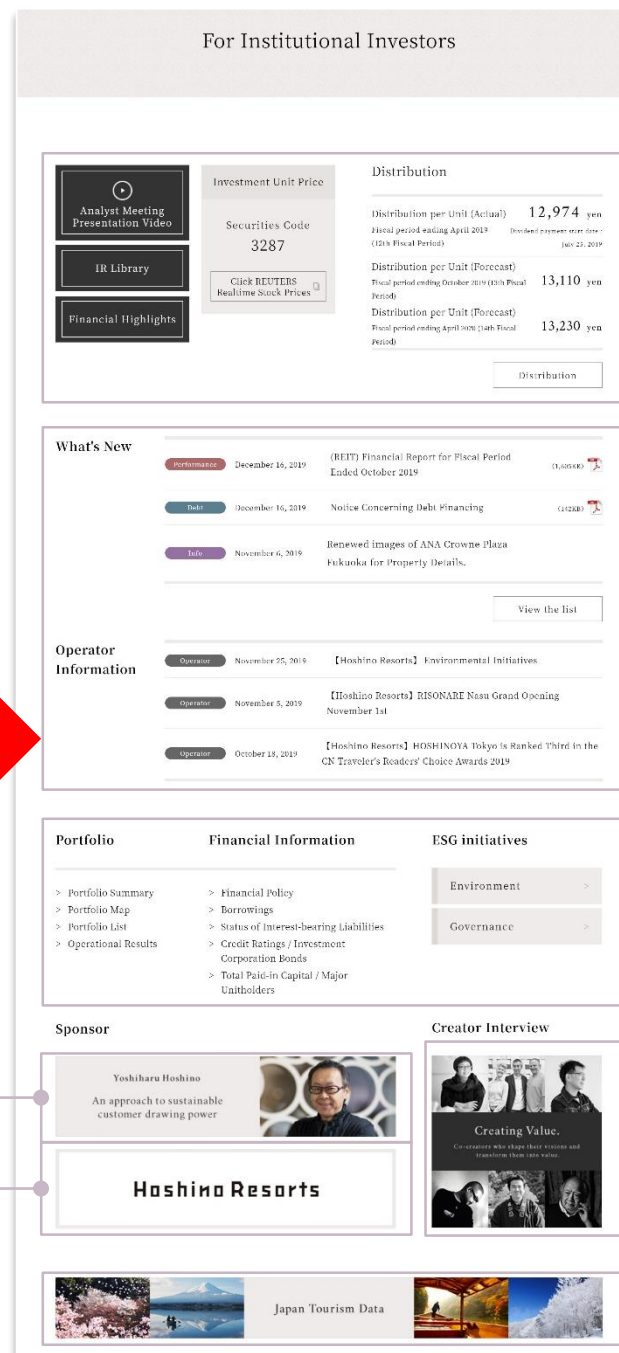
■ For smartphone:
“For Institutional Investors”



For PC: image of top screen

Yoshiharu Hoshino, CEO Hoshino Resorts, speaks about management under specific themes. (Several times a year)

Hoshino Resorts official website



You can do a batch search of financial information.

We deliver the latest updates on our fund and operators.

Click here for details on our portfolio, financial highlights, and ESG.

“Creative Value” interviews series with 6 individuals who help create Hoshino Resorts facilities.

Excerpted from “White Paper on Tourism” and “Research study on economic impacts of tourism in Japan” (updated annually).

Image of PC screen

IV

Appendix (1)
Operational
results
for the fiscal
period ended
October 2019



HOSHINOYA Kyoto / Guestroom

Operational results for each property (1)

Hoshino Resorts REIT, Inc.

HOSHINOYA Karuizawa



Address: Karuizawa-machi,
Kitasaku-gun, Nagano
Number of guest rooms: 77

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	92.0%	86.0%	87.3%	86.7%	82.1%	83.0%	81.0%	89.1%	95.6%	98.3%	93.5%	84.8%	88.3%	+1.9pt
ADR (yen)	71,562	72,388	66,082	62,336	65,502	76,906	82,569	74,674	87,591	108,892	86,790	83,820	79,233	-620
RevPAR (yen)	65,858	62,229	57,704	54,067	53,785	63,822	66,899	66,560	83,701	107,067	81,191	71,073	69,972	+932
Sales (millions of yen)	285	284	187	226	243	272	307	289	355	469	349	298	3,570	-11

(Note 1) The monthly major indices are based on figures provided by the lessee. The same applies hereinafter.

(Note 2) Figures for guest room occupancy rates are rounded to one decimal place; figures for ADR and RevPAR are rounded down to the nearest specified unit, and Sales are rounded down to the nearest million yen. The same applies hereinafter.

HOSHINOYA Kyoto



Address: Kyoto-shi, Kyoto
Number of guest rooms: 25

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	94.1%	96.5%	90.2%	92.9%	96.6%	95.5%	95.0%	90.1%	91.9%	95.2%	97.2%	93.5%	94.1%	+2.1pt
ADR (yen)	122,051	101,126	71,518	80,923	94,749	109,866	95,032	81,101	81,120	84,121	85,521	102,629	93,276	+1,754
RevPAR (yen)	114,891	97,603	64,505	75,143	91,570	104,885	90,249	73,099	74,515	80,060	83,126	96,008	87,798	+3,597
Sales (millions of yen)	127	116	80	41	109	118	106	87	80	88	94	111	1,164	+14

RISONARE Yatsugatake



Address: Hokuto-shi, Yamanashi
Number of guest rooms: 172

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	89.6%	86.8%	78.7%	90.6%	85.1%	68.7%	75.9%	83.5%	92.2%	97.6%	97.0%	83.5%	85.9%	+4.8pt
ADR (yen)	30,186	36,910	44,420	29,258	35,923	34,413	33,104	29,353	48,208	62,831	42,316	34,813	39,035	+1,205
RevPAR (yen)	27,057	32,036	34,963	26,506	30,572	23,628	25,138	24,512	44,447	61,322	41,061	29,054	33,535	+2,834
Sales (millions of yen)	387	392	236	253	341	321	373	384	482	660	501	387	4,722	-78

Operational results for each property (2)

Hoshino Resorts REIT, Inc.

RISONARE Atami



Address: Atami-shi, Shizuoka

Number of guest rooms: 81

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	83.2%	89.0%	97.0%	97.8%	96.0%	89.5%	85.7%	89.0%	92.7%	96.0%	87.6%	53.2%	87.4%	-2.6pt
ADR (yen)	44,593	57,064	51,472	39,870	50,778	45,490	48,115	43,991	58,900	85,857	51,802	46,476	53,064	-610
RevPAR (yen)	37,103	50,777	49,932	39,006	48,763	40,691	41,236	39,165	54,584	82,403	45,364	24,728	46,396	-1,947
Sales (millions of yen)	133	164	134	106	159	143	153	128	195	273	160	94	1,847	+100

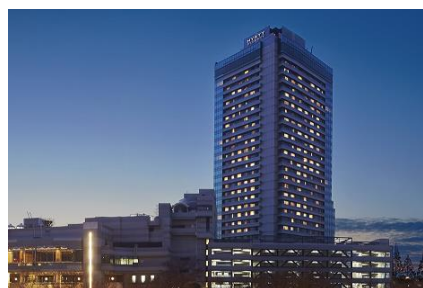
8 KAI properties



Total number of guest rooms: 274

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	83.5%	78.1%	74.4%	77.8%	79.9%	75.5%	76.7%	76.4%	79.8%	91.3%	84.0%	78.3%	79.7%	-0.3pt
ADR (yen)	42,527	42,470	38,239	34,242	33,211	35,918	36,199	30,018	34,832	47,755	38,389	41,229	38,131	-1,433
RevPAR (yen)	35,491	33,167	28,450	26,643	26,531	27,119	27,751	22,925	27,783	43,601	32,261	32,298	30,393	-1,251
Sales (millions of yen)	508	488	463	431	482	414	466	395	461	673	512	495	5,794	-109

Hyatt Regency Osaka



Address: Osaka-shi, Osaka

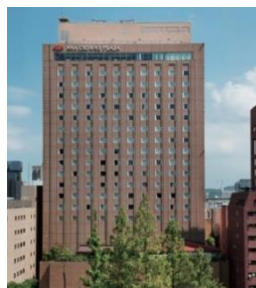
Number of guest rooms: 480

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	82.9%	72.5%	65.8%	77.8%	66.7%	79.4%	73.8%	70.9%	66.4%	69.4%	58.3%	64.8%	70.6%	-3.4pt
ADR (yen)	17,647	16,252	14,029	15,001	15,387	16,619	15,460	17,761	15,649	18,030	15,520	18,082	16,317	+803
RevPAR (yen)	14,631	11,782	9,232	11,671	10,260	13,190	11,407	12,594	10,383	12,511	9,048	11,716	11,525	+34
Sales (millions of yen)	482	401	265	313	332	340	328	366	319	345	351	368	4,215	-42

Operational results for each property (3)

Hoshino Resorts REIT, Inc.

ANA Crowne Plaza Hiroshima



Address: Hiroshima-shi, Hiroshima

Number of guest rooms: 409

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	87.7%	76.8%	71.3%	78.8%	90.7%	89.4%	85.5%	82.9%	82.2%	78.4%	79.7%	88.2%	82.6%	-0.3pt
ADR (yen)	14,678	10,420	9,094	9,238	11,083	15,417	14,116	10,243	10,292	13,821	12,165	15,358	12,273	-171
RevPAR (yen)	12,878	8,002	6,487	7,280	10,049	13,778	12,070	8,495	8,463	10,835	9,691	13,539	10,142	-173
Sales (millions of yen)	495	546	351	302	448	431	425	363	359	339	403	462	4,932	-140

ANA Crowne Plaza Fukuoka



Address: Fukuoka-shi, Fukuoka

Number of guest rooms: 320

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	94.1%	86.8%	82.9%	94.8%	92.9%	89.9%	90.8%	92.9%	93.9%	86.3%	83.8%	86.6%	89.6%	+2.7pt
ADR (yen)	16,971	15,973	14,195	16,217	15,608	15,972	16,035	14,852	14,375	15,830	15,159	18,055	15,771	+527
RevPAR (yen)	15,972	13,862	11,761	15,379	14,503	14,363	14,558	13,805	13,497	13,664	12,703	15,629	14,130	+888
Sales (millions of yen)	367	336	272	290	326	293	298	316	285	258	272	318	3,635	+171

ANA Crowne Plaza Kanazawa



Address: Kanazawa-shi, Ishikawa

Number of guest rooms: 249

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	91.3%	69.1%	57.0%	69.4%	68.2%	78.7%	79.4%	77.5%	67.8%	83.3%	81.5%	75.4%	74.8%	-7.6pt
ADR (yen)	19,626	14,960	11,631	12,783	14,974	22,038	20,189	13,939	13,673	16,972	16,436	19,175	16,639	-45
RevPAR (yen)	17,923	10,340	6,631	8,869	10,217	17,341	16,025	10,797	9,267	14,144	13,393	14,458	12,453	-1,297
Sales (millions of yen)	350	325	211	189	240	307	344	280	272	276	259	280	3,340	-177

Operational results for each property (4)

Hoshino Resorts REIT, Inc.

ANA Crowne Plaza Toyama



Address: Toyama-shi, Toyama
Number of guest rooms: 252

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	91.3%	72.0%	66.4%	76.5%	70.7%	90.7%	85.5%	80.7%	77.7%	78.4%	77.0%	81.5%	79.0%	-0.0p
ADR (yen)	10,759	9,328	7,931	8,932	8,026	14,590	14,689	9,786	9,252	12,126	12,382	13,293	11,085	+170
RevPAR (yen)	9,819	6,718	5,270	6,834	5,676	13,233	12,561	7,901	7,190	9,502	9,529	10,835	8,756	+130
Sales (millions of yen)	236	251	165	178	196	273	288	248	214	200	197	262	2,714	-12

22 Solare properties



Total number of guest rooms: 2,205

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	85.9%	78.4%	74.0%	81.1%	82.7%	83.3%	81.4%	77.4%	81.1%	85.2%	80.3%	82.4%	81.1%	+0.8p
ADR (yen)	5,992	5,897	5,645	5,707	5,847	6,254	6,431	5,747	6,173	7,592	6,227	5,988	6,140	+146
RevPAR (yen)	5,149	4,625	4,178	4,630	4,833	5,208	5,232	4,448	5,009	6,470	5,003	4,934	4,980	+169
Sales (millions of yen)	359	334	302	303	351	365	376	311	363	465	348	357	4,237	+141

4 the b properties



Total number of guest rooms: 667

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	90.5%	87.0%	76.8%	88.7%	93.4%	91.9%	87.4%	89.1%	88.6%	88.4%	87.7%	89.3%	88.2%	-0.8p
ADR (yen)	10,212	9,959	8,645	9,365	9,642	10,417	9,623	9,095	9,553	9,701	9,068	9,651	9,592	+76
RevPAR (yen)	9,240	8,662	6,641	8,306	9,007	9,571	8,406	8,107	8,459	8,578	7,954	8,616	8,461	-11
Sales (millions of yen)	256	203	159	178	212	217	199	187	202	204	183	204	2,410	+48

hotel androoms Osaka Hommachi



Address: Osaka-shi, Osaka
Number of guest rooms: 103

Operational results														
	2018		2019										Accumulated total	Year to year comparison
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.		
Guest room occupancy rate	80.3%	72.7%	81.2%	85.3%	83.8%	81.4%	83.7%	86.2%	81.4%	88.3%	70.0%	76.6%	80.9%	-7.1pt
ADR (yen)	13,473	14,067	10,759	11,665	11,106	13,356	11,080	9,920	10,439	11,674	9,187	9,630	11,366	-1,702
RevPAR (yen)	10,818	10,230	8,734	9,954	9,311	10,867	9,268	8,549	8,497	10,303	6,428	7,380	9,194	-2,300
Sales (millions of yen)	35	35	30	31	32	36	32	29	30	36	22	25	377	-83

Operational results for each property (5)

Hoshino Resorts REIT, Inc.

HOSHINOYA Fuji	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	98.0%	95.9%	92.2%	94.2%	96.1%	96.0%	94.7%	95.1%	96.5%	96.2%	93.7%	86.6%	94.6%
ADR (yen)	66,249	64,789	58,449	58,434	62,474	81,508	68,201	52,419	70,479	89,192	71,670	80,411	68,967
RevPAR (yen)	64,924	62,124	53,875	55,043	60,056	78,248	64,571	49,841	67,978	85,811	67,131	69,646	65,267
Sales (millions of yen)	122	119	78	98	116	138	124	97	129	155	125	132	1,438

KAI Matsumoto	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	84.0%	78.4%	73.6%	74.5%	73.7%	75.6%	69.2%	80.5%	85.0%	90.4%	76.7%	65.5%	77.3%
ADR (yen)	41,881	39,594	39,609	26,751	32,117	41,633	44,678	34,528	40,349	59,385	45,702	48,010	41,650
RevPAR (yen)	35,169	31,034	29,163	19,916	23,670	31,491	30,931	27,785	34,292	53,711	35,038	31,450	32,204
Sales (millions of yen)	53	45	31	34	41	47	46	39	53	73	51	45	562

KAI Ito	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	-	91.8%	83.2%	91.8%	88.7%	74.1%	82.6%	91.2%	91.1%	99.7%	90.9%	82.3%	87.6%
ADR (yen)	-	54,500	34,381	32,347	33,385	32,742	32,460	28,521	36,739	51,400	38,420	37,461	36,848
RevPAR (yen)	-	50,041	28,614	29,690	29,616	24,265	26,805	26,021	33,460	51,235	34,919	30,814	32,297
Sales (millions of yen)	0	31	61	60	65	50	57	53	67	90	67	62	669

KAI Aso	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	95.3%	96.6%	87.5%	86.6%	86.3%	86.4%	79.8%	80.0%	88.2%	93.3%	85.8%	83.9%	87.4%
ADR (yen)	65,966	64,779	58,052	58,545	56,458	64,858	65,188	52,922	64,461	78,410	67,506	78,638	64,952
RevPAR (yen)	62,851	62,545	50,796	50,704	48,718	56,050	52,045	42,338	56,851	73,141	57,942	65,954	56,786
Sales (millions of yen)	35	34	26	27	29	28	30	25	26	39	31	35	371

KAI Kinugawa	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	80.1%	74.2%	67.5%	72.7%	73.3%	68.7%	67.8%	65.0%	70.1%	89.4%	82.8%	72.4%	73.7%
ADR (yen)	38,553	38,214	38,120	30,984	30,434	30,572	34,240	28,365	30,438	43,259	35,157	36,444	34,893
RevPAR (yen)	30,896	28,352	25,714	22,523	22,293	20,996	23,218	18,441	21,335	38,666	29,120	26,402	25,721
Sales (millions of yen)	86	80	68	62	71	61	69	56	66	104	80	75	885

HOSHINOYA Taketomi Island	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	84.2%	84.1%	76.8%	87.2%	86.0%	83.6%	82.9%	84.7%	90.5%	79.8%	73.1%	84.3%	83.2%
ADR (yen)	55,466	56,027	57,147	47,461	54,544	64,677	62,519	55,696	76,334	85,117	66,770	58,660	61,812
RevPAR (yen)	46,684	47,141	43,861	41,387	46,883	54,077	51,805	47,187	69,101	67,899	48,779	49,435	51,413
Sales (millions of yen)	110	115	82	89	115	124	122	110	150	148	103	117	1,389

KAI Izumo	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	99.3%	97.3%	92.8%	90.5%	99.3%	96.8%	96.1%	99.7%	97.8%	96.1%	99.4%	97.4%	96.9%
ADR (yen)	53,177	41,889	40,297	33,950	35,615	38,566	41,274	34,885	39,311	53,112	44,459	50,699	42,501
RevPAR (yen)	52,807	40,763	37,386	30,740	35,376	37,316	39,665	34,788	38,459	51,042	44,204	49,404	41,203
Sales (millions of yen)	72	64	57	45	58	48	56	51	45	68	56	65	689

KAI Hakone	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	96.4%	92.8%	94.0%	96.0%	95.8%	96.7%	96.4%	97.0%	94.2%	99.9%	98.1%	91.2%	95.7%
ADR (yen)	47,299	52,032	41,120	42,247	38,730	44,012	40,978	38,253	42,693	54,231	46,280	50,039	44,793
RevPAR (yen)	45,574	48,280	38,633	40,550	37,090	42,541	39,491	37,100	40,197	54,176	45,383	45,651	42,862
Sales (millions of yen)	83	69	72	69	73	73	74	65	73	92	76	78	904

KAI Kawaji	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	65.7%	60.3%	57.0%	62.5%	66.3%	64.1%	69.5%	72.9%	74.3%	83.6%	73.0%	66.3%	68.0%
ADR (yen)	30,569	29,982	28,650	24,441	22,242	21,167	22,359	16,211	20,655	33,095	23,921	25,739	25,209
RevPAR (yen)	20,096	18,071	16,323	15,284	14,739	13,559	15,535	11,812	15,343	27,678	17,459	17,064	17,147
Sales (millions of yen)	65	62	56	51	57	42	58	53	62	100	67	55	733

KAI Kaga	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	86.9%	76.7%	70.0%	71.7%	76.3%	66.4%	69.2%	55.1%	66.4%	88.4%	80.0%	80.2%	74.0%
ADR (yen)	40,671	43,282	40,093	37,891	33,250	33,816	33,607	26,271	31,843	43,016	34,474	33,898	36,443
RevPAR (yen)	35,361	33,183	28,049	27,177	25,362	22,447	23,263	14,467	21,143	38,044	27,579	27,201	26,953
Sales (millions of yen)	111	100	90	81	83	63	72	48	66	103	79	76	976

Operational results for each property (6)

Hoshino Resorts REIT, Inc.

KAI Alps	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	58.8%	60.3%	61.0%	60.4%	57.9%	55.4%	66.9%	56.3%	69.5%	87.9%	72.9%	65.2%	64.5%
ADR (yen)	24,872	28,611	26,057	18,476	17,825	29,325	29,412	19,607	27,316	46,434	32,526	31,979	28,646
RevPAR (yen)	14,630	17,265	15,900	11,163	10,326	16,242	19,687	11,029	18,981	40,817	23,717	20,846	18,477
Sales (millions of yen)	51	53	54	41	45	49	64	44	64	111	71	64	717

Iriomote Hotel	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	44.0%	27.4%	22.5%	24.0%	41.0%	32.2%	14.2%	13.6%	15.9%	18.3%	18.3%	34.1%	25.5%
ADR (yen)	17,184	23,546	21,363	19,701	23,663	26,955	34,673	33,604	48,428	57,223	27,089	19,906	26,667
RevPAR (yen)	7,561	6,445	4,804	4,719	9,696	8,672	4,927	4,561	7,697	10,460	4,959	6,793	6,794
Sales (millions of yen)	67	51	38	33	76	55	30	26	43	58	30	48	559

the b sangenjaya	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	93.2%	91.6%	82.9%	89.5%	92.7%	93.1%	86.6%	86.8%	85.6%	84.4%	88.0%	84.8%	88.2%
ADR (yen)	11,925	11,694	11,032	12,312	11,943	12,425	11,323	10,939	11,560	11,339	10,776	11,940	11,608
RevPAR (yen)	11,110	10,709	9,147	11,015	11,071	11,565	9,806	9,499	9,895	9,572	9,482	10,128	10,242
Sales (millions of yen)	47	42	35	39	43	43	38	36	39	38	36	39	480

the b kobe	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	92.0%	92.1%	73.4%	90.8%	91.6%	90.2%	85.7%	88.0%	89.2%	89.1%	83.2%	90.7%	88.0%
ADR (yen)	11,283	10,510	8,385	9,174	10,653	10,565	11,112	10,123	10,055	11,566	10,169	10,575	10,386
RevPAR (yen)	10,379	9,683	6,155	8,326	9,755	9,530	9,527	8,912	8,972	10,307	8,456	9,590	9,137
Sales (millions of yen)	72	62	41	50	62	60	62	57	59	66	54	63	715

Chisun Inn Sano Fujioka IC	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	86.4%	84.2%	79.7%	86.8%	83.4%	89.5%	85.9%	78.9%	78.1%	87.0%	85.9%	86.8%	84.4%
ADR (yen)	6,110	6,513	6,352	5,830	6,013	6,639	6,820	6,047	5,965	7,077	6,160	6,152	6,317
RevPAR (yen)	5,282	5,483	5,065	5,061	5,015	5,941	5,861	4,769	4,656	6,154	5,294	5,341	5,329
Sales (millions of yen)	15	16	15	13	15	17	17	13	13	18	15	15	188

OMO7 Asahikawa	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	63.3%	70.0%	75.1%	85.1%	82.6%	61.4%	73.8%	82.5%	93.7%	91.8%	91.4%	85.0%	79.8%
ADR (yen)	7,166	7,564	7,518	9,408	7,030	8,032	9,726	12,183	19,630	19,328	13,403	9,322	11,314
RevPAR (yen)	4,534	5,294	5,649	8,007	5,809	4,928	7,180	10,046	18,401	17,737	12,253	7,927	9,023
Sales (millions of yen)	130	149	168	145	158	128	154	175	246	231	192	168	2,052

the b akasaka	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	91.4%	81.3%	69.9%	80.2%	93.0%	90.0%	86.4%	87.0%	88.4%	87.3%	90.8%	91.0%	86.4%
ADR (yen)	11,030	11,018	10,057	10,583	10,485	12,162	10,112	9,250	10,433	9,456	9,181	10,382	10,347
RevPAR (yen)	10,081	8,962	7,031	8,483	9,746	10,943	8,738	8,049	9,226	8,255	8,340	9,446	8,941
Sales (millions of yen)	66	48	38	41	53	57	47	42	51	45	43	51	588

the b nagoya	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	87.2%	84.7%	81.3%	93.0%	95.6%	93.9%	89.7%	92.8%	89.7%	90.9%	88.7%	89.3%	89.7%
ADR (yen)	7,726	7,737	6,615	7,203	7,089	8,001	7,298	7,310	7,497	7,652	7,280	7,210	7,388
RevPAR (yen)	6,735	6,553	5,376	6,699	6,775	7,515	6,545	6,781	6,726	6,955	6,460	6,441	6,627
Sales (millions of yen)	70	50	42	47	52	55	50	50	52	54	48	50	626

Chisun Inn Shiojiri Kita IC	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	80.0%	70.1%	67.7%	77.0%	80.2%	85.3%	84.5%	83.4%	83.7%	86.9%	84.8%	84.6%	80.7%
ADR (yen)	5,934	5,349	4,956	5,263	5,619	6,249	6,534	5,952	6,190	7,698	6,377	5,855	6,043
RevPAR (yen)	4,745	3,749	3,356	4,053	4,508	5,330	5,521	4,962	5,183	6,691	5,407	4,954	4,876
Sales (millions of yen)	14	11	10	11	14	15	17	14	16	20	16	15	178

Chisun Inn Suwa IC	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	82.4%	78.9%	76.2%	78.5%	86.1%	88.6%	85.8%	82.1%	89.9%	92.4%	87.8%	88.5%	84.8%
ADR (yen)	6,065	5,636	5,460	5,470	5,465	6,177	6,529	5,847	6,086	7,723	6,455	5,944	6,101
RevPAR (yen)	4,997	4,446	4,160	4,292	4,706	5,470	5,604	4,803	5,470	7,138	5,664	5,262	5,174
Sales (millions of yen)	14	13	12	11	14	15	16	13	16	21	16	15	182

Operational results for each property (7)

Hoshino Resorts REIT, Inc.

Chisun Inn Toyokawa IC	2018		2019										Accumu-lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	90.9%	88.4%	83.8%	85.3%	86.9%	82.7%	82.5%	79.1%	85.0%	85.2%	79.9%	83.6%	84.5%
ADR (yen)	5,300	4,909	5,013	4,965	5,581	5,741	5,596	5,182	5,301	6,346	5,157	4,968	5,341
RevPAR (yen)	4,819	4,341	4,201	4,233	4,849	4,749	4,614	4,101	4,508	5,408	4,120	4,153	4,511
Sales (millions of yen)	14	13	13	12	15	14	14	12	14	16	12	13	166

Chisun Inn Chiba Hamano R16	2018		2019										Accumu-lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	87.4%	87.2%	74.4%	91.6%	92.5%	89.6%	88.8%	64.0%	86.3%	84.1%	85.1%	87.7%	84.9%
ADR (yen)	6,357	6,938	6,057	6,094	6,369	6,695	6,640	6,274	6,214	6,825	6,502	6,329	6,451
RevPAR (yen)	5,559	6,050	4,504	5,582	5,888	6,001	5,895	4,013	5,361	5,743	5,536	5,549	5,475
Sales (millions of yen)	16	18	13	15	17	17	18	11	16	17	16	16	197

Chisun Inn Utsunomiya Kanuma	2018		2019										Accumu-lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	85.4%	86.2%	76.9%	85.2%	87.6%	88.1%	80.2%	70.9%	75.7%	85.0%	82.2%	78.9%	81.8%
ADR (yen)	6,301	5,869	5,608	5,655	5,742	6,119	6,397	5,816	5,749	6,896	6,250	6,095	6,050
RevPAR (yen)	5,379	5,058	4,312	4,816	5,029	5,392	5,132	4,124	4,355	5,861	5,138	4,809	4,951
Sales (millions of yen)	16	16	13	14	16	16	16	12	14	18	15	15	186

Chisun Inn Fukushima Nishi IC	2018		2019										Accumu-lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	85.5%	76.0%	71.7%	79.7%	74.6%	82.8%	74.3%	74.9%	80.4%	80.2%	77.5%	84.9%	78.5%
ADR (yen)	5,544	5,286	5,226	5,371	5,422	6,108	5,978	5,561	5,968	7,072	5,715	5,818	5,768
RevPAR (yen)	4,743	4,019	3,745	4,281	4,044	5,059	4,443	4,167	4,801	5,668	4,428	4,939	4,529
Sales (millions of yen)	14	13	12	12	13	15	14	13	15	18	13	15	172

Chisun Inn Nagasaki Airport	2018		2019										Accumu-lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	86.9%	77.1%	75.7%	82.9%	88.5%	75.2%	79.3%	78.7%	82.3%	87.4%	80.0%	83.6%	81.5%
ADR (yen)	6,233	6,257	5,725	6,216	6,090	6,467	6,544	5,881	6,226	7,395	6,096	5,984	6,269
RevPAR (yen)	5,418	4,822	4,334	5,152	5,392	4,862	5,190	4,630	5,121	6,467	4,877	5,000	5,107
Sales (millions of yen)	15	14	13	13	16	14	15	13	15	19	14	15	181

Chisun Inn Tosu	2018		2019										Accumu-lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	89.6%	80.4%	77.1%	79.3%	83.3%	83.9%	81.6%	75.6%	79.2%	80.4%	67.8%	81.1%	80.0%
ADR (yen)	5,634	5,815	5,560	5,477	5,474	5,952	6,205	5,369	5,889	6,948	5,390	5,295	5,761
RevPAR (yen)	5,048	4,677	4,287	4,346	4,560	4,997	5,065	4,060	4,663	5,589	3,655	4,296	4,607
Sales (millions of yen)	14	14	13	11	13	14	15	12	14	16	10	12	164

Chisun Inn Kumamoto Miyukifueda	2018		2019										Accumu-lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	89.9%	82.1%	78.5%	91.5%	89.3%	87.3%	80.5%	78.9%	84.1%	89.6%	85.3%	88.1%	85.4%
ADR (yen)	6,845	6,801	6,845	7,069	6,835	7,101	6,840	6,159	6,401	8,416	6,381	6,603	6,872
RevPAR (yen)	6,151	5,585	5,374	6,466	6,106	6,200	5,505	4,860	5,381	7,541	5,441	5,814	5,866
Sales (millions of yen)	19	18	17	18	19	19	17	15	17	24	17	18	223

Chisun Inn Fukui	2018		2019										Accumu-lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	88.2%	83.0%	73.5%	83.3%	89.5%	87.7%	85.2%	87.0%	91.8%	93.5%	91.4%	87.7%	86.8%
ADR (yen)	6,015	5,743	5,500	5,786	5,858	6,044	6,276	5,786	5,965	7,308	6,016	5,652	6,013
RevPAR (yen)	5,305	4,769	4,044	4,818	5,241	5,300	5,349	5,034	5,478	6,832	5,498	4,954	5,221
Sales (millions of yen)	16	15	13	14	16	16	17	15	17	22	17	16	198

Chisun Inn Niigata Chuo IC	2018		2019										Accumu-lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	82.6%	60.0%	58.8%	62.1%	67.0%	65.0%	73.2%	77.1%	78.2%	88.8%	76.6%	73.6%	71.9%
ADR (yen)	5,958	5,535	5,149	5,214	5,799	6,320	6,831	5,581	6,016	8,339	6,161	5,779	6,134
RevPAR (yen)	4,923	3,319	3,027	3,240	3,886	4,108	5,003	4,303	4,705	7,405	4,717	4,253	4,410
Sales (millions of yen)	15	10	9	9	12	12	14	12	15	23	14	13	164

Chisun Inn Hitachinaka	2018		2019										Accumu-lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	84.4%	83.2%	74.8%	90.4%	84.8%	83.8%	83.7%	74.9%	76.2%	90.8%	80.8%	84.5%	82.7%
ADR (yen)	5,789	5,775	5,677	5,512	5,831	6,126	6,266	5,543	5,954	6,660	7,292	6,906	6,123
RevPAR (yen)	4,887	4,803	4,248	4,981	4,946	5,134	5,246	4,149	4,536	6,051	5,894	5,833	5,060
Sales (millions of yen)	14	14	12	13	14	14	15	12	13	17	16	17	178

Operational results for each property (8)

Hoshino Resorts REIT, Inc.

Chisun Inn Tsuchiura Ami	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	91.0%	87.2%	80.7%	88.9%	82.1%	90.9%	86.4%	73.3%	70.9%	81.0%	81.2%	76.8%	82.5%
ADR (yen)	5,822	5,908	5,664	5,590	5,828	6,231	6,154	5,754	5,699	6,590	6,866	6,722	6,070
RevPAR (yen)	5,299	5,150	4,572	4,971	4,783	5,662	5,319	4,215	4,040	5,335	5,573	5,162	5,005
Sales (millions of yen)	15	15	13	13	14	16	15	12	12	15	16	15	176

Chisun Inn Marugame Zentsuji	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	79.3%	71.9%	70.0%	78.2%	82.2%	82.8%	78.8%	75.0%	75.5%	87.8%	80.3%	88.4%	79.2%
ADR (yen)	5,850	5,869	5,532	5,814	5,942	5,936	6,223	5,513	5,875	7,248	5,928	5,743	5,976
RevPAR (yen)	4,636	4,221	3,875	4,549	4,882	4,917	4,906	4,133	4,436	6,363	4,762	5,079	4,733
Sales (millions of yen)	14	13	12	13	15	15	15	12	14	20	14	16	177

Chisun Inn Iwate Ichinoseki IC	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	82.0%	78.8%	72.0%	83.1%	77.1%	77.8%	82.6%	83.1%	84.4%	84.3%	77.5%	76.7%	79.9%
ADR (yen)	5,707	5,381	5,203	5,199	5,538	6,232	6,327	5,643	6,077	7,339	5,944	5,955	5,896
RevPAR (yen)	4,681	4,239	3,747	4,321	4,268	4,848	5,227	4,690	5,131	6,186	4,609	4,569	4,713
Sales (millions of yen)	13	12	11	11	13	14	15	13	15	18	13	14	169

Chisun Inn Himeji Yumesakibashi	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	85.4%	76.9%	71.4%	65.1%	77.6%	85.3%	74.3%	68.9%	76.0%	83.9%	72.8%	76.1%	76.1%
ADR (yen)	5,454	5,634	5,161	5,033	5,132	5,529	5,774	5,160	5,455	6,440	5,186	5,034	5,436
RevPAR (yen)	4,656	4,334	3,685	3,275	3,980	4,717	4,291	3,558	4,144	5,403	3,777	3,829	4,138
Sales (millions of yen)	13	12	11	9	12	14	13	11	13	17	11	12	153

Chisun Inn Kagoshima Taniyama	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	91.5%	78.7%	77.9%	88.7%	81.4%	81.1%	80.3%	80.9%	89.1%	82.2%	79.3%	82.7%	82.7%
ADR (yen)	5,850	5,525	5,632	5,824	5,780	5,904	6,031	5,611	6,472	7,141	5,687	5,718	5,940
RevPAR (yen)	5,352	4,350	4,384	5,166	4,702	4,786	4,841	4,538	5,766	5,869	4,508	4,727	4,915
Sales (millions of yen)	37	32	32	34	34	33	35	32	41	42	32	34	423

Chisun Inn Kofu Isawa	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	84.5%	76.9%	74.8%	81.2%	84.8%	85.5%	71.7%	75.3%	84.4%	91.0%	83.3%	72.2%	80.4%
ADR (yen)	5,971	5,974	5,526	5,427	5,817	6,254	6,509	5,772	6,120	8,035	6,201	5,998	6,164
RevPAR (yen)	5,047	4,592	4,133	4,405	4,932	5,350	4,664	4,348	5,163	7,308	5,163	4,328	4,957
Sales (millions of yen)	14	13	12	11	14	15	14	12	15	21	15	13	175

Chisun Inn Munakata	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	80.7%	68.2%	66.8%	69.4%	78.5%	76.2%	75.8%	64.5%	67.6%	72.4%	64.7%	70.4%	71.4%
ADR (yen)	5,205	5,371	5,413	5,469	5,161	5,358	5,647	5,168	5,506	6,105	5,493	5,308	5,433
RevPAR (yen)	4,201	3,663	3,617	3,793	4,050	4,084	4,282	3,333	3,724	4,419	3,551	3,736	3,877
Sales (millions of yen)	13	11	9	10	13	12	13	10	11	14	11	11	143

Chisun Inn Karuizawa	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	80.0%	70.6%	69.1%	64.6%	70.9%	76.2%	83.4%	81.0%	80.0%	88.2%	82.6%	81.6%	77.4%
ADR (yen)	7,700	8,392	7,423	7,230	6,724	8,559	9,128	7,327	10,568	16,624	10,044	8,089	9,150
RevPAR (yen)	6,157	5,925	5,130	4,673	4,767	6,524	7,616	5,932	8,458	14,658	8,296	6,599	7,085
Sales (millions of yen)	17	17	15	12	14	18	22	16	24	42	23	19	243

Chisun Inn Kurashiki Mizushima	2018		2019										Accumu- lated total
	Nov.	Dec.	Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sep.	Oct.	
Guest room occupancy rate	89.1%	79.5%	71.9%	82.8%	92.1%	89.6%	92.1%	91.2%	76.8%	77.2%	83.3%	93.9%	85.0%
ADR (yen)	6,425	5,804	5,422	5,687	6,476	6,499	6,748	5,625	5,729	7,067	6,106	6,139	6,161
RevPAR (yen)	5,726	4,612	3,896	4,706	5,962	5,823	6,214	5,127	4,397	5,456	5,088	5,767	5,235
Sales (millions of yen)	17	14	12	13	18	17	19	15	14	16	12	18	191

V

Appendix (2)



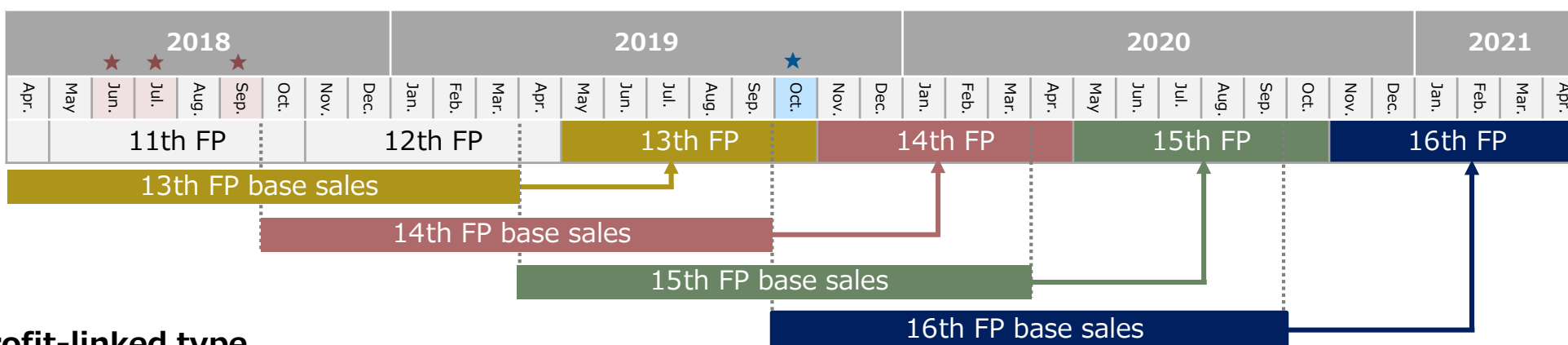
ANA Crowne Plaza Hotel Kanazawa
/ Guestroom

Sales-linked type

Period used for base sales for monthly floating rent (Note)

- ① For May to October every year, deem sales for the 12 months from April of the previous year to March of the relevant year as base sales;
- ② For November to the following April every year, deem sales for the 12 months from October of the previous year to September of the relevant year as base sales.

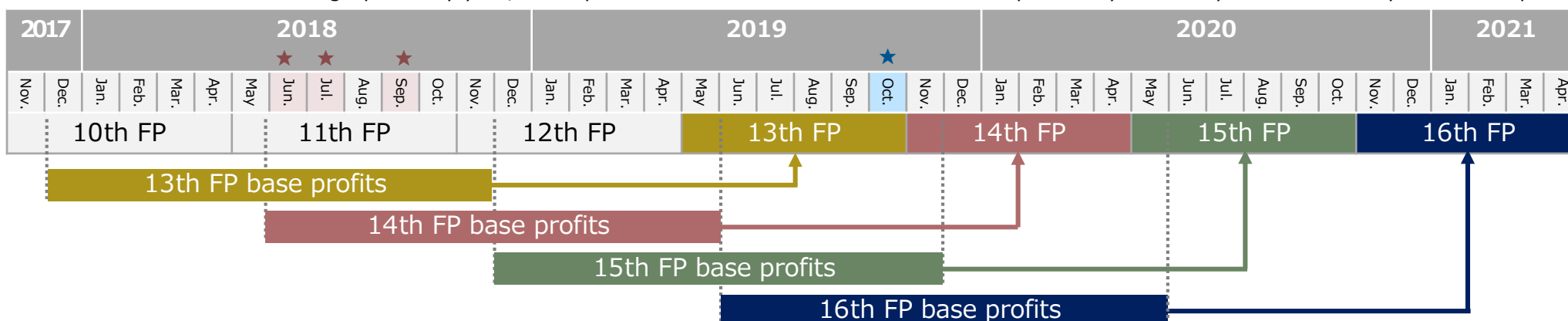
★: Major natural disasters that occurred in 2018
 Jun. 2018 : Osaka Earthquake
 Jul. 2018 : Terrestrial Rainfall in Western Japan
 Sep. 2018 : Typhoon No.21, Hokkaido Eastern Iburi Earthquake
 ★: Oct. 2019 : Typhoon No.19



Profit-linked type

Period used for base profits for monthly floating rent (Note)

- ① For May to October every year, deem profits for the 12 months from December two years prior to November of the previous year as base profits;
- ② For November to the following April every year, deem profits for the 12 months from June of the previous year to May of the relevant year as base profits.

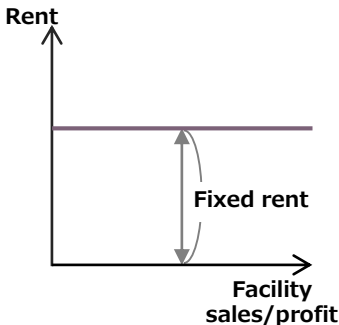
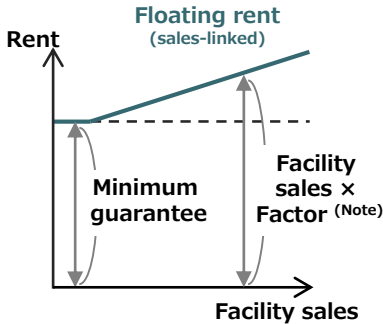
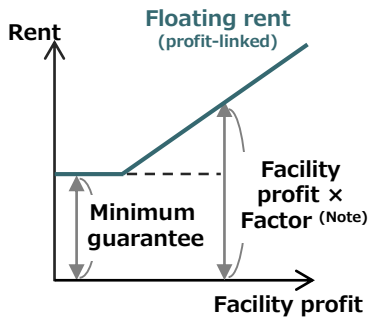
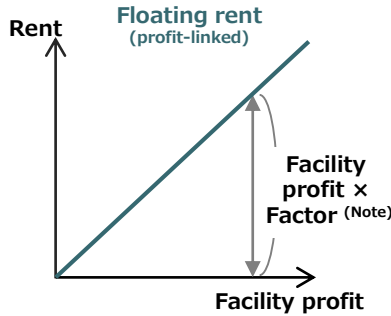


(Note) The timing of floating rents arising and the specific calculation methods vary depending on the property. In the lease agreements with each lessee, the starting dates of floating rent are stated as May 1, 2020 (15th FP) for HOSHINOYA Fuji, November 1, 2020 (16th FP) for HOSHINOYA Taketomi Island, May 1, 2022 (19th FP) for KAI Alps, November 1, 2022 (20th FP) for Iriomote Hotel and November 1, 2024 (24th FP) for OMO7 Asahikawa. Therefore, floating rent will not arise prior to those said dates regardless of the amounts of sales or profits of the hotels, ryokans and ancillary facilities.

Rent type (2)

Hoshino Resorts REIT, Inc.

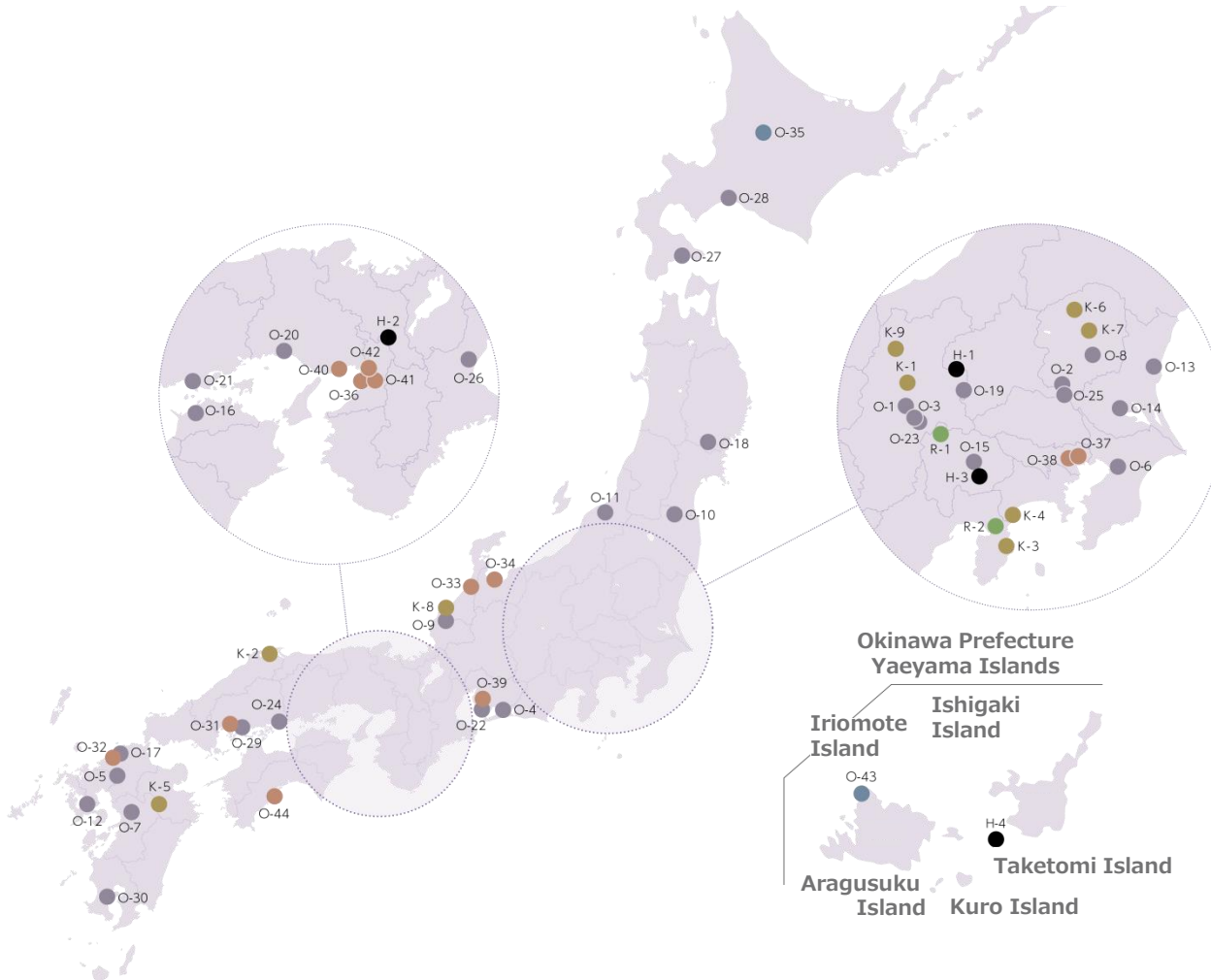
(As of October 31, 2019)

Rent type		Fixed rent	Floating rent (With minimum guarantee)	Floating rent (With minimum guarantee)	Floating rent
Rent calculation criteria		–	Facility sales	Facility profits	Facility profits
Number of facility		10 properties	31 properties	17 properties	1 property
Acquisition price	Amount	12.7 billion yen	35.4 billion yen	91.4 billion yen	16.0 billion yen
	Ratio	8.2%	22.8%	58.8%	10.3%
Name of facility		5 Candeo properties, 3 Greens properties, Quintessa Hotel Osaka Shinsaibashi, HOTEL NIKKO KOCHI ASAHI ROYAL	HOSHINOYA Karuizawa, HOSHINOYA Kyoto, RISONARE Yatsugatake, KAI Matsumoto, KAI Izumo, KAI Ito, KAI Hakone, KAI Aso, KAI Kawaji, 22 Solare properties	HOSHINOYA Fuji, HOSHINOYA Taketomi Island, RISONARE Atami, KAI Kinugawa, KAI Kaga, KAI Alps, 4 ANA Crowne Plaza properties, OMO7 Asahikawa, 4 the b properties, hotel androoms Osaka Hommachi, Iriomote Hotel	Hyatt Regency Osaka
Rent plan image					

(Note) Factors differ depending on facility.

Status of portfolio (As of December 19, 2019)

Hoshino Resorts REIT, Inc.



Properties operated by
the Hoshino Resorts

- HOSHINOYA
- RISONARE
- KAI
- Others

Properties operated by
outside operators

- Urban tourism
- Others

Category	Property No.	Property name
<Properties operated by the Hoshino Resorts >		
HOSHINOYA	H-1	HOSHINOYA Karuizawa
	H-2	HOSHINOYA Kyoto
	H-3	HOSHINOYA Fuji
	H-4	HOSHINOYA Taketomi Island
RISONARE	R-1	RISONARE Yatsugatake
	R-2	RISONARE Atami
KAI	K-1	KAI Matsumoto
	K-2	KAI Izumo
	K-3	KAI Ito
	K-4	KAI Hakone
	K-5	KAI Aso
	K-6	KAI Kawaji
	K-7	KAI Kinugawa
	K-8	KAI Kaga
	K-9	KAI Alps
Others	O-35	OMO7 Asahikawa
	O-43	Iriomote Hotel
<Properties operated by outside operators>		
Urban tourism	O-31	ANA Crowne Plaza Hiroshima
	O-32	ANA Crowne Plaza Fukuoka
	O-33	ANA Crowne Plaza Kanazawa
	O-34	ANA Crowne Plaza Toyama
	O-36	Hyatt Regency Osaka
	O-37	the b akasaka
	O-38	the b sangenjaya
	O-39	the b nagoya
	O-40	the b kobe
	O-41	Quintessa Hotel Osaka Shinsaibashi
	O-42	hotel androoms Osaka Hommachi
	O-44	HOTEL NIKKO KOCHI ASAHI ROYAL

Category	Property No.	Property name
	O-1	Chisun Inn Shiojiri Kita IC
	O-2	Chisun Inn Sano Fujioka IC
	O-3	Chisun Inn Suwa IC
	O-4	Chisun Inn Toyokawa IC
	O-5	Chisun Inn Tosu
	O-6	Chisun Inn Chiba Hamano R16
	O-7	Chisun Inn Kumamoto Miyukifueda
	O-8	Chisun Inn Utsunomiya Kanuma
	O-9	Chisun Inn Fukui
	O-10	Chisun Inn Fukushima Nishi IC
	O-11	Chisun Inn Niigata Chuo IC
	O-12	Chisun Inn Nagasaki Airport
	O-13	Chisun Inn Hitachinaka
	O-14	Chisun Inn Tsuchiura Ami
Others	O-15	Chisun Inn Kofu Isawa
	O-16	Chisun Inn Marugame Zentsuji
	O-17	Chisun Inn Munakata
	O-18	Chisun Inn Iwate Ichinoseki IC
	O-19	Chisun Inn Karuizawa
	O-20	Chisun Inn Himeji Yumesakibashi
	O-21	Chisun Inn Kurashiki Mizushima
	O-22	Candeo Hotels Handa
	O-23	Candeo Hotels Chino
	O-24	Candeo Hotels Fukuyama
	O-25	Candeo Hotels Sano
	O-26	Candeo Hotels Kameyama
	O-27	Comfort Hotel Hakodate
	O-28	Comfort Hotel Tomakomai
	O-29	Comfort Hotel Kure
	O-30	Chisun Inn Kagoshima Taniyama

Inbound tourism ratio at individual facilities

Hoshino Resorts REIT, Inc.

Properties operated by the Hoshino Resorts

Name of facility	Nov. 2017 ~Oct. 2018	Nov. 2018 ~Oct. 2019	Change
HOSHINOYA Karuzawa	34.0%	35.9%	+2.0pt
HOSHINOYA Kyoto	51.6%	57.7%	+6.1pt
HOSHINOYA Fuji	45.0%	55.8%	+10.8pt
HOSHINOYA Taketomi Island	7.5%	7.9%	+0.4pt
RESONARE Yatsugatake	1.0%	1.1%	+0.1pt
RESONARE Atami	1.8%	3.4%	+1.6pt
KAI Matsumoto	4.9%	6.7%	+1.8pt
KAI Izumo	2.7%	3.6%	+0.8pt
KAI Ito	3.8%	6.0%	+2.2pt
KAI Hakone	19.1%	20.2%	+1.1pt
KAI Aso	20.0%	18.0%	-2.0pt
KAI Kawaji	2.8%	3.8%	+1.0pt
KAI Kinugawa	3.6%	5.7%	+2.0pt
KAI Kaga	3.7%	4.8%	+1.1pt
KAI Alps	5.0%	8.2%	+3.2pt
OMO7 Asahikawa	10.9%	13.0%	+2.1pt

Properties operated by those other than the Hoshino Resorts

Name of facility	Nov. 2017 ~Oct. 2018	Nov. 2018 ~Oct. 2019	Change
22 Solare Properties	0.9%	1.2%	+0.2pt
ANA Crowne Plaza Hiroshima	25.1%	28.0%	+2.9pt
ANA Crowne Plaza Fukuoka	23.0%	23.3%	+0.2pt
ANA Crowne Plaza Kanazawa	20.5%	26.0%	+5.6pt
ANA Crowne Plaza Toyama	28.4%	26.0%	-2.4pt
Hyatt Regency Osaka	57.9%	57.7%	-0.2pt
the b akasaka	49.2%	52.1%	+3.0pt
the b sangenjaya	13.2%	12.7%	-0.5pt
the b nagoya	38.0%	47.1%	+9.1pt
the b kobe	30.0%	29.2%	-0.8pt
hotel androoms Osaka Hommachi	68.6%	69.0%	+0.4pt

(Note) The above figures are based on the inbound tourism ratios provided by the lessees.

Real estate appraisal value for continuously owned properties as of the end of the fiscal period ended October 2019

Hoshino Resorts REIT, Inc.

(Unit: millions of yen)

Property No.	Property name	Address	Number of guest rooms	Acquisition price	Real estate appraisal value, etc.	
					Valuation date	
					Apr. 30, 2019	Oct. 31, 2019
H-1	HOSHINOYA Karuizawa	Karuizawa-machi, Kitasaku-gun, Nagano	77	7,600	11,900	11,900
H-2	HOSHINOYA Kyoto	Kyoto-shi, Kyoto	25	2,878	4,280	4,280
H-3	HOSHINOYA Fuji	Fujikawaguchiko-machi, Minamitsuru-gun, Yamanashi	40	4,160	4,330	4,340
H-4	HOSHINOYA Taketomi Island	Taketomi-cho, Yaeyama-gun, Okinawa	48	4,955	5,270	5,260
R-1	RISONARE Yatsugatake	Hokuto-shi, Yamanashi	172	4,500	7,240	7,410
R-2	RISONARE Atami	Atami-shi, Shizuoka	81	3,750	4,440	4,460
K-1	KAI Matsumoto	Matumoto-shi, Nagano	26	600	817	817
K-2	KAI Izumo	Matsue-shi, Shimane	24	680	869	877
K-3	KAI Ito	Ito-shi, Shizuoka	30	670	1,590	1,590
K-4	KAI Hakone	Hakone-machi, Ashigarashimo-gun, Kanagawa	32	950	1,320	1,320
K-5	KAI Aso	Kokonoe-machi, Kusu-gun, Oita	12	575	692	694
K-6	KAI Kawaji	Nikko-shi, Tochigi	54	1,000	1,170	1,170
K-7	KAI Kinugawa	Nikko-shi, Tochigi	48	3,080	3,340	3,340
K-8	KAI Kaga	Kaga-shi, Ishikawa	48	3,160	3,380	3,370
K-9	KAI Alps	Omachi-shi, Nagano	48	3,060	3,150	3,150
O-35	OMO7 Asahikawa	Asahikawa-shi, Hokkaido	237	4,619	4,730	4,690
O-43	Iriomote Hotel	Taketomi-cho, Yaeyama-gun, Okinawa	140	3,650	3,750	3,770
O-31	ANA Crowne Plaza Hiroshima	Hiroshima-shi, Hiroshima	409	17,784	20,000	20,000
O-32	ANA Crowne Plaza Fukuoka	Fukuoka-shi, Fukuoka	320	7,599	8,810	8,810
O-33	ANA Crowne Plaza Kanazawa	Kanazawa-shi, Ishikawa	249	6,609	7,190	7,190
O-34	ANA Crowne Plaza Toyama	Toyama-shi, Toyama	252	4,008	4,470	4,470
O-36	Hyatt Regency Osaka	Osaka-shi, Osaka	480	16,000	16,600	16,600
O-37	the b akasaka	Minato-ku, Tokyo	162	4,860	5,130	5,130
O-38	the b sangenjaya	Setagaya-ku, Tokyo	118	4,420	4,690	4,690
O-39	the b nagoya	Nagoya-shi, Aichi	219	4,500	4,680	4,680
O-40	the b kobe	Kobe-shi, Hyogo	168	7,020	7,260	7,240
O-41	Quintessa Hotel Osaka Shinsaibashi	Osaka-shi, Osaka	132	3,339	3,730	3,730
O-42	hotel androoms Osaka Hommachi	Osaka-shi, Osaka	103	4,238	4,410	4,310
O-44	HOTEL NIKKO KOCHI ASAHI ROYAL	Kochi-shi, Kochi	191	2,200	2,250	2,250
Property No.	Property name	Address	Number of guest rooms	Acquisition price	Real estate appraisal value, etc.	
					Valuation date	
					Apr. 30, 2019	Oct. 31, 2019
O-1	Chisun Inn Shiojiri Kita IC	Shiojiri-shi, Nagano	92	672	818	830
O-2	Chisun Inn Sano Fujioka IC	Sano-shi, Tochigi	92	742	913	914
O-3	Chisun Inn Suwa IC	Suwa-shi, Nagano	92	658	831	837
O-4	Chisun Inn Toyokawa IC	Toyokawa-shi, Aichi	94	602	733	740
O-5	Chisun Inn Tosu	Tosu-shi, Saga	92	504	657	661
O-6	Chisun Inn Chiba Hamano R16	Chiba-shi, Chiba	94	798	1,020	1,020
O-7	Chisun Inn Kumamoto Miyukifueda	Kumaomoto-shi, Kumamoto	98	616	752	755
O-8	Chisun Inn Utsunomiya Kanuma	Utsunomiya-shi, Tochigi	98	714	850	850
O-9	Chisun Inn Fukui	Fukui-shi, Fukui	98	644	801	805
O-10	Chisun Inn Fukushima Nishi IC	Fukushima-shi, Fukushima	98	672	768	769
O-11	Chisun Inn Niigata Chuo IC	Niigata-shi, Niigata	98	630	776	778
O-12	Chisun Inn Nagasaki Airport	Omura-shi, Nagasaki	92	630	757	767
O-13	Chisun Inn Hitachinaka	Hitachinaka-shi, Ibaraki	92	742	920	920
O-14	Chisun Inn Tsuchiura Ami	Ami-machi, Inashiki-gun, Ibaraki	92	770	921	921
O-15	Chisun Inn Kofu Isawa	Fuefuki-shi, Yamanashi	92	658	791	791
O-16	Chisun Inn Marugame Zentsuji	Marugame-shi, Kagawa	98	588	736	740
O-17	Chisun Inn Munakata	Munakata-shi, Fukuoka	98	504	633	638
O-18	Chisun Inn Iwate Ichinoseki IC	Ichinoseki-shi, Iwate	92	700	777	777
O-19	Chisun Inn Karuizawa	Karuizawa-machi, Kitasaku-gun, Nagano	90	812	1,090	1,090
O-20	Chisun Inn Himeji Yumesakibashi	Himeji-shi, Hyogo	98	616	737	743
O-21	Chisun Inn Kurashiki Mizushima	Kurashiki-shi, Okayama	98	728	870	876
O-22	Candeo Hotels Handa	Handa-shi, Aichi	126	620	701	701
O-23	Candeo Hotels Chino	Chino-shi, Nagano	119	793	924	923
O-24	Candeo Hotels Fukuyama	Fukuyama-shi, Hiroshima	164	1,075	1,250	1,250
O-25	Candeo Hotels Sano	Sano-shi, Tochigi	124	1,260	1,480	1,480
O-26	Candeo Hotels Kameyama	Kameyama-shi, Mie	170	470	538	537
O-27	Comfort Hotel Hakodate	Hakodate-shi, Hokkaido	139	937	1,040	1,040
O-28	Comfort Hotel Tomakomai	Tomakomai-shi, Hokkaido	123	963	1,070	1,070
O-29	Comfort Hotel Kure	Kure-shi, Hiroshima	149	1,100	1,230	1,230
O-30	Chisun Inn Kagoshima Taniyama	Kagoshima-shi, Kagoshima	217	1,995	2,430	2,470
Total		-	7,264	155,677	179,302	179,461

Balance sheet as of the end of the fiscal period ended October 2019

Hoshino Resorts REIT, Inc.

(Unit: thousands of yen)

	Previous fiscal period (ended Apr. 30, 2019)	Current fiscal period (ended Oct. 31, 2019)
Assets		
Current assets		
Cash and deposits	10,235,766	11,068,715
Operating accounts receivable	87,599	103,529
Prepaid expenses	270,973	276,406
Consumption taxes receivable	466,942	-
Other	121	1,324
Total current assets	11,061,404	11,449,977
Non-current assets		
Property and equipment		
Buildings	84,753,413	85,437,337
Accumulated depreciation	△7,648,143	△8,802,486
Buildings, net	77,105,270	76,634,850
Structures	3,454,648	3,469,958
Accumulated depreciation	△257,551	△303,404
Structures, net	3,197,097	3,166,554
Machinery and equipment	83,801	83,801
Accumulated depreciation	△42,204	△45,797
Machinery and equipment, net	41,596	38,004
Tools, furniture and fixtures	1,004,796	1,074,380
Accumulated depreciation	△450,027	△519,480
Tools, furniture and fixtures, net	554,768	554,900
Land	75,889,895	75,889,365
Construction in progress	36,138	158,411
Total property, plant and equipment	156,824,765	156,442,086
Intangible assets		
Leasehold interests in land	3,526,207	3,526,332
Software	48,439	56,087
Total intangible assets	3,574,647	3,582,420
Investments and other assets		
Investment securities	336,695	505,365
Long-term prepaid expenses	598,356	601,803
Deferred tax assets	14	11
Guarantee deposits	10,000	10,000
Other	365,006	365,006
Total investments and other assets	1,310,072	1,482,187
Total non-current assets	161,709,485	161,506,693
Deferred assets		
Investment corporation bond issuance costs	8,722	7,975
Total deferred assets	8,722	7,975
Total assets	172,779,612	172,964,645

	Previous fiscal period (ended Apr. 30, 2019)	Current fiscal period (ended Oct. 31, 2019)
Liabilities		
Current liabilities		
Operating accounts payable	276,422	234,673
Short-term borrowings	2,850,000	-
Current portion of long-term borrowings	8,785,724	8,693,872
Accounts payable - other	868,778	788,634
Income taxes payable	889	837
Accrued consumption taxes	-	346,666
Accrued expenses	10,645	5,424
Advances received	992,713	1,006,811
Total current liabilities	13,785,173	11,076,918
Non-current liabilities		
Long-term borrowings	48,712,256	51,561,246
Investment corporation bonds	1,500,000	1,500,000
Leasehold and guarantee deposits received	3,165,604	3,165,604
Total non-current liabilities	53,377,860	56,226,850
Total liabilities	67,163,033	67,303,769
Net assets		
Unitholders' equity		
Unitholders' capital	102,737,981	102,737,981
Surplus		
Unappropriated retained earnings (undisposed loss)	2,878,597	2,922,894
Total surplus	2,878,597	2,922,894
Total unitholders' equity	105,616,578	105,660,876
Total net assets	105,616,578	105,660,876
Total liabilities and net assets	172,779,612	172,964,645

Statement of income for the fiscal period ended October 2019

Hoshino Resorts REIT, Inc.

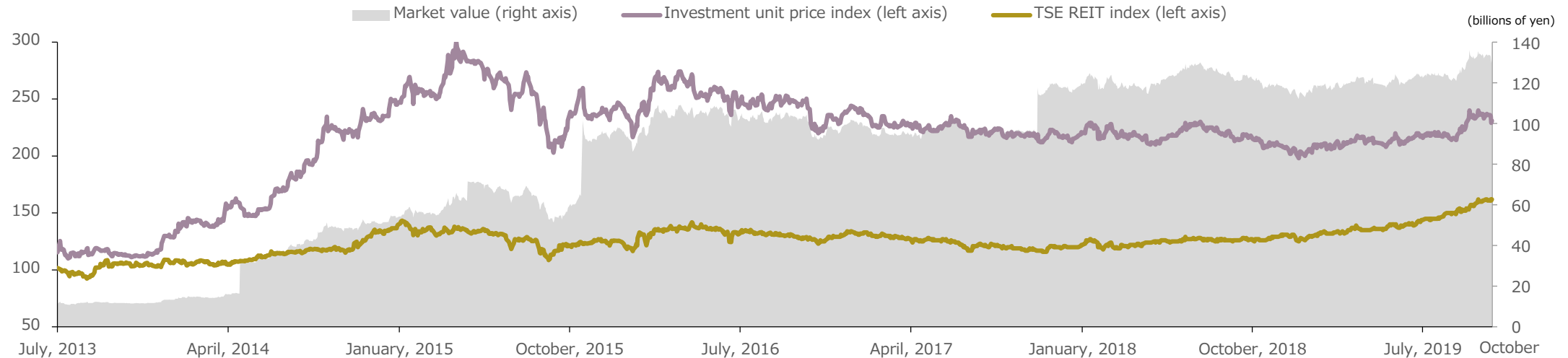
(Unit: thousands of yen)

	Previous fiscal period (From Nov. 1, 2018 to Apr. 30, 2019)	Current fiscal period (from May. 1, 2019 to Oct. 31, 2019)
Operating revenue		
Leasing business revenue	5,924,421	6,086,676
Total operating revenue	5,924,421	6,086,676
Operating expenses		
Expenses related to leasing business	2,089,557	2,134,244
Asset management fee	476,181	498,013
Asset custody fee	5,333	5,661
Administrative service fees	23,396	23,471
Remuneration for directors (and other officers)	3,000	3,000
Audit fee	8,800	9,046
Other operating expenses	74,627	83,034
Total operating expenses	2,680,896	2,756,472
Operating profit	3,243,525	3,330,204
Non-operating income		
Interest income	53	49
Insurance income	7,003	4,142
Interest on tax refund	-	1,391
Miscellaneous income	1,318	2,470
Total non-operating income	8,375	8,053
Non-operating expenses		
Interest expenses	215,002	248,027
Interest expenses on investment corporation bonds	4,673	4,776
Amortization of investment corporation bond issuance costs	747	747
Borrowing related expenses	160,912	160,976
Other	11	146
Total non-operating expenses	381,347	414,675
Ordinary profit	2,870,553	2,923,582
Extraordinary income		
Insurance income	54,210	-
Total extraordinary income	54,210	-
Extraordinary losses		
Loss on disaster	45,392	-
Total extraordinary losses	45,392	-
Profit before income taxes	2,879,371	2,923,582
Income taxes - current	897	845
Income taxes - deferred	1	2
Total income taxes	898	847
Profit	2,878,472	2,922,735
Retained earnings brought forward	125	159
Unappropriated retained earnings (undisposed loss)	2,878,597	2,922,894

Change in market value and investment unit price/ Information on unitholders as of the end of the fiscal period ended October 2019

Hoshino Resorts REIT, Inc.

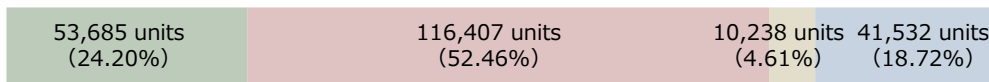
Change in market value and investment unit price (Note)



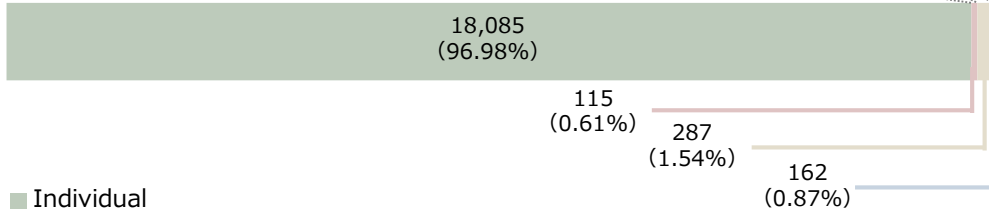
(Note) The starting date for the above graph is July 11, 2013, which was the business day preceding the listing day. The investment prices have been converted into an index by setting one-half of ¥510,000 (the issue price at the public offering conducted on July 11, 2013) as 100 (considering the investment unit 2-for-1 split on November 1, 2016), and the investment unit prices for October 26, 2016 (final trading day before split) and earlier were similarly adjusted to half their former price before conversion. In addition, the TSE REIT index was re-indexed by setting the closing price of July 11, 2013 as 100.

Composition of unitholders

**Number of units held
by type of unitholder
Total: 221,862 units**



**Number of investors
by type of unitholder
Total: 18,649**



- Individual
- Financial institutions (including financial trading operators)
- Other domestic corporations
- Foreign corporations, etc.

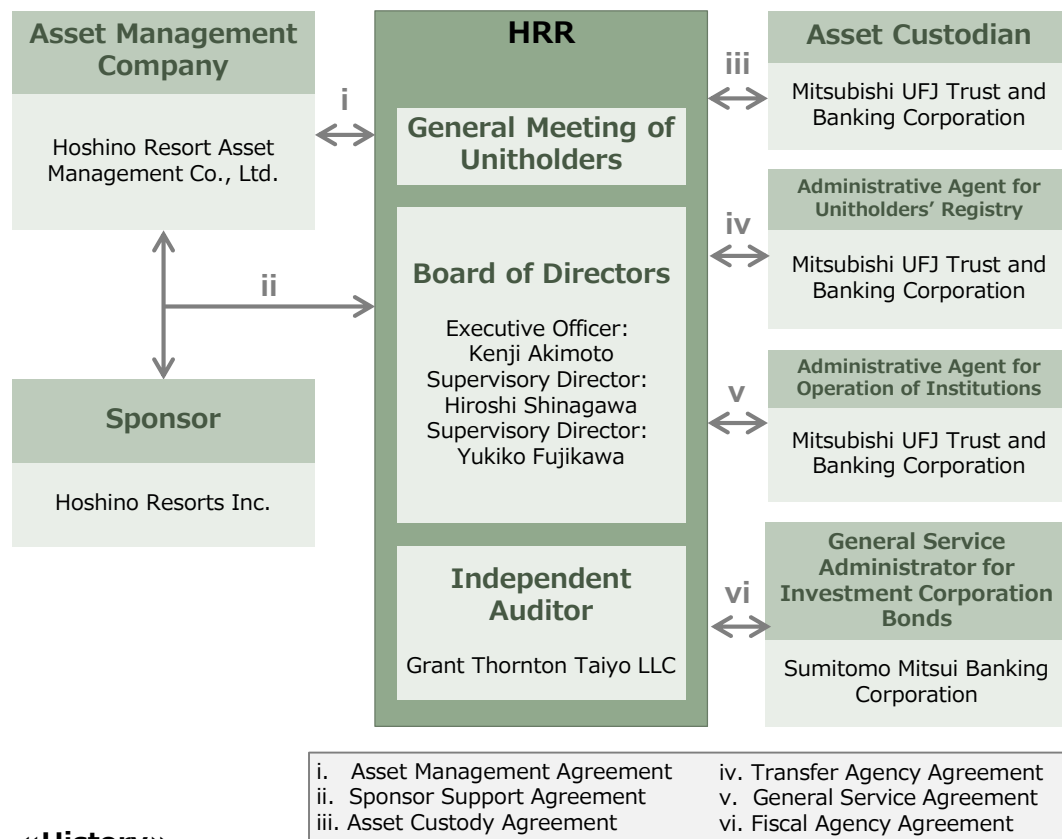
Major unitholders	Number of investment units held (units)	Ratio (%)
The Master Trust Bank of Japan, Ltd. (Trust account)	33,540	15.11
Japan Trustee Services Bank, Ltd. (Trust account)	22,318	10.05
Nomura Trust and Banking Co., Ltd. (Investment trust account)	10,482	4.72
Trust & Custody Services Bank, Ltd. (Securities investment trust account)	7,913	3.56
Mizuho Securities Co., Ltd.	7,319	3.29
Hoshino Resorts Inc.	6,140	2.76
J. P. MORGAN BANK LUXEMBOURG S. A. 380577	3,627	1.63
J P MORGAN CHASE BANK 385632	3,466	1.56
Mitsubishi UFJ Morgan Stanley Securities Co., Ltd.	3,338	1.50
STATE STREET BANK WEST CLIENT – TREATY 505234	2,812	1.26
Total	100,955	45.50

(Note) Ratio indicates the ratio of the number of investment units held to the total investment units issued and outstanding, rounded down to two decimal places.

Overview of HRR/Overview of Asset Management Company

Hoshino Resorts REIT, Inc.

Structure of HRR



«History»

February 28, 2013

Application for registration of HRR was filed by the organizer (Hoshino Resort Asset Management Co., Ltd.) under Article 69-1 of the Act on Investment Trusts and Investment Corporations (Investment Trusts Act)

March 6, 2013

HRR was registered and established under Article 166 of the Investment Trusts Act

March 25, 2013

Application for registration of HRR was filed under Article 188 of the Investment Trusts Act

April 10, 2013

HRR was registered by the Prime Minister under Article 187 of the Investment Trusts Act (registration number 84, filed with the Director of the Kanto Local Finance Bureau)

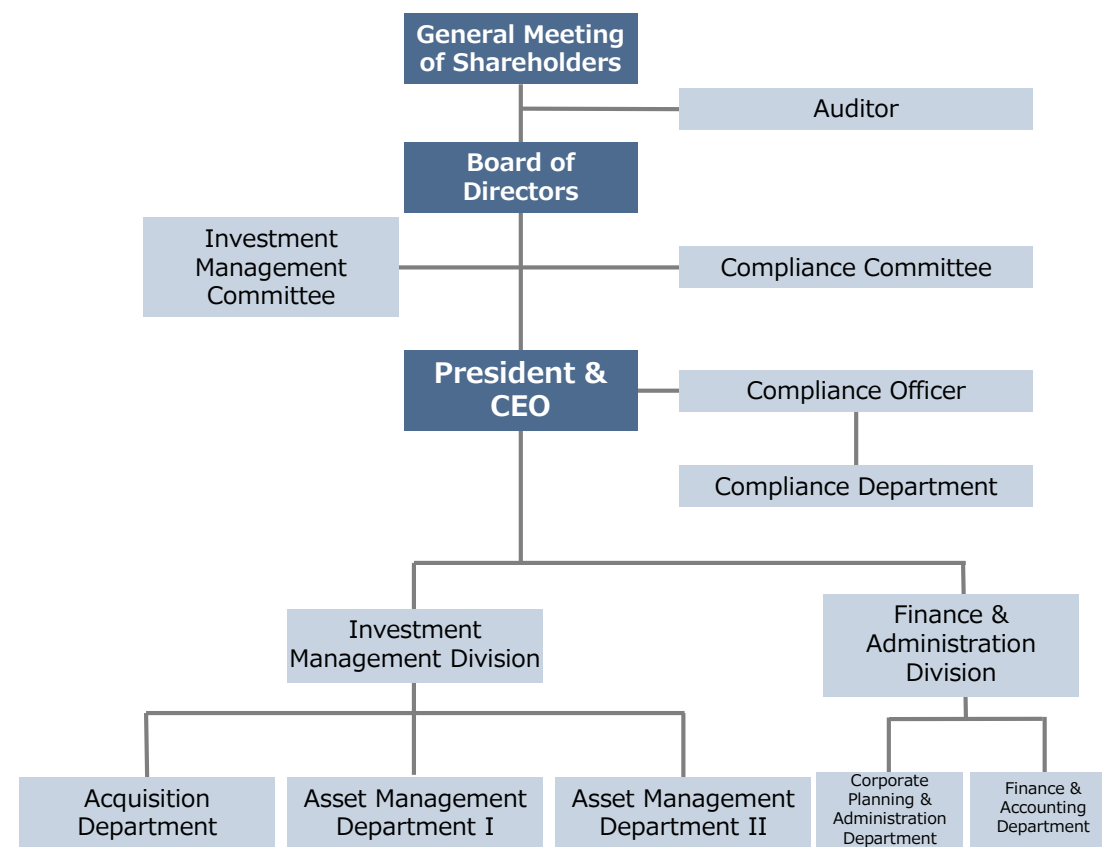
July 12, 2013

HRR was listed on the Real Estate Investment Trust Section of the Tokyo Stock Exchange (securities code: 3287)

July 16, 2013

Asset management started

Structure of Asset Management Company



«Overview»

Name	Hoshino Resort Asset Management Co., Ltd.
Address	6-18, Kyobashi 3-chome, Chuo-ku, Tokyo
Date of Establishment	May 14, 2010
Paid-in Capital	100 million yen
Shareholder	Hoshino Resorts Inc. 100%
Registration and Licenses	Registration as a Financial Instruments Business: Director of Kanto Local Finance Bureau (Kin-sho) No. 2405 Discretionary Real Estate Transaction License: The Minister of Land, Infrastructure, Transportation and Tourism No.74 Building Lots and Buildings Transaction Business License: The Governor of Tokyo No. (2) 94316

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The figures under the same item of other disclosed materials may differ from figures presented in this document due to different rounding of fractions and such.

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For the convenience of preparing graphs, the dates indicated may differ from actual business dates.

Contact

Hoshino Resort Asset Management Co., Ltd. TEL: +81-3-5159-6338

Registration as a Financial Instruments Business: Director of Kanto Local Finance Bureau (Kin-sho) No. 2405
Member of the Investment Trusts Association, Japan