

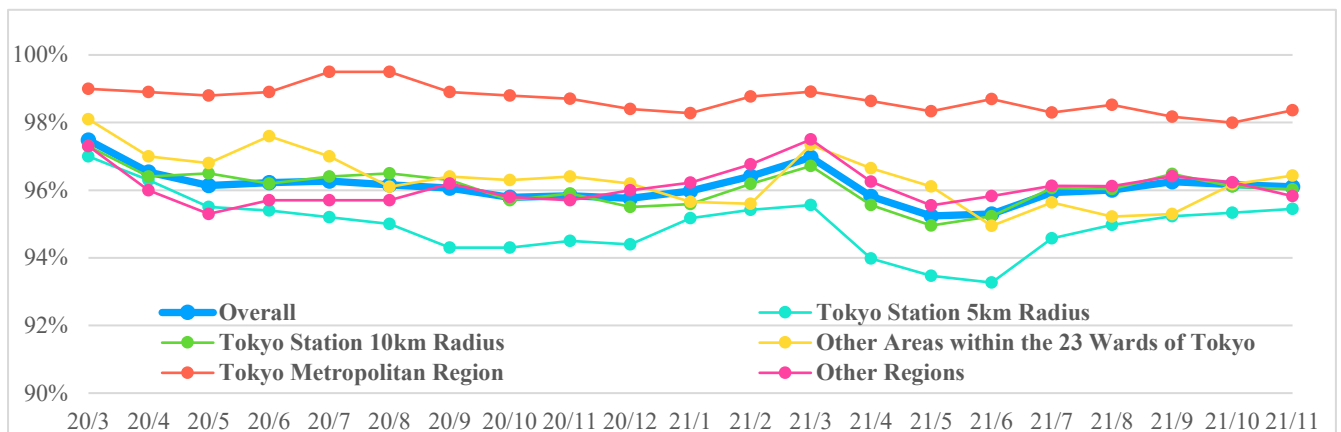
Current Effects of COVID19 on Profit Outlook as of November 2021

The occupancy rate for November this year was 96.1%, a decrease of 0.1pt from October. The ratio of individual contract signings has been on the rise in recent years.

The number of contracts and cancellations for December tends to be the same level as the previous year. We expect the occupancy rate for December will be the same as the previous month. To prepare for next year's busy season, we will continue to take various measures to improve the occupancy rate.

We will continue to disclose the effects of COVID19 till we see some end to the pandemic.

Occupancy rate



1. Occupancy

	22 nd FP						23 rd FP						Period Average	Earning Guideline Assumption
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan		
Occupancy Rate	96.4%	97.0%	95.8%	95.2%	95.3%	95.9%	96.0%	96.3%	96.2%	96.1%	-	-	96.1%	95.9%
YoY Change	-0.9 pt	-0.5 pt	-0.7 pt	-0.9 pt	-0.9 pt	-0.3 pt	-0.2 pt	+0.2 pt	+0.4 pt	+0.3 pt	-	-	+0.2 pt	-

2. Changes in the number of monthly new contract rate* and new contracts**

	22 nd FP						23 rd FP					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Contract Rate	1.7%	2.5%	1.4%	1.2%	1.5%	2.1%	1.4%	1.4%	1.6%	1.3%	-	-
YoY Change	+0.1 pt	+0.2 pt	-0.1 pt	+0.2 pt	+0.1 pt	+0.5 pt	+0.1 pt	+0.1 pt	+0.2 pt	-0.1 pt	-	-

Contracts	403	601	327	271	340	471	300	328	356	294	-	-
YoY Rate of Change	+16.8%	+20.7%	-3.3%	+18.9%	+9.3%	+40.2%	+14.5%	+9.3%	+24.5%	-11.4%	-	-

3. Changes in the number of monthly cancellation rate* and cancellations**

	22 nd FP						23 rd FP					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
Cancellation Rate	1.2%	1.9%	2.6%	1.8%	1.5%	1.5%	1.4%	1.2%	1.7%	1.4%	-	-
YoY Change	+0.1 pt	-0.1 pt	+0.1 pt	+0.4 pt	+0.2 pt	-0.1 pt	-0.1 pt	-0.3 pt	+0.0 pt	+0.0 pt	-	-

Cancellations	283	454	567	414	333	333	325	281	386	306	-	-
YoY Rate of Change	+9.3%	+6.8%	+4.0%	+28.2%	+12.5%	+1.2%	-1.2%	-12.2%	+2.4%	-1.6%	-	-

* The contract (cancellation) rate is calculated by dividing the contracted (canceled) area by the leasable area.

** Only applicable to pass-through contract units.

About Advance Residence Investment Corporation

Advance Residence Investment Corporation is the largest residential J-REIT, investing in over 270 rental apartments located mostly in central Tokyo and in other major cities throughout Japan (AUM over 460 billion yen). ADR can be expected have a stable dividend in the long-term and can be considered as a defensive J-REIT, on back of the stable income from residential assets and with the largest dividend reserve among J-REITs.

ADR's website: <https://www.adr-reit.com/en/>