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Ichigo Hotel Operating Results – December 2020

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (20 Hotels)

	December 2020 (A)	(Previous) December 2019 (B)	Difference (A) - (B)	YOY Change	August 2020 – December 2020 (Current Period-To-Date)		
					Cumulative	YOY Difference	YOY Change
Revenue (JPY million)	241.3	606.9	-365.5	-60.2%	1,186.0	-2,187.7	-64.8%
RevPAR (JPY)	2,302	5,362	-3,060	-57.1%	2,657	-3,843	-59.1%
Occupancy (%)	49.4	82.1	-32.6	-39.8%	54.1	-31.5	-36.8%
ADR (JPY)	4,657	6,532	-1,876	-28.7%	4,907	-2,681	-35.3%

Variable Rent Hotels (14 Hotels)

	December 2020 (A)	(Previous) December 2019 (B)	Difference (A) - (B)	YOY Change	August 2020 – December 2020 (Current Period-To-Date)		
					Cumulative	YOY Difference	YOY Change
Revenue (JPY million)	153.2	444.2	-290.9	-65.5%	802.1	-1,658.7	-67.4%
RevPAR (JPY)	2,066	5,456	-3,390	-62.1%	2,512	-3,931	-61.0%
Occupancy (%)	50.6	84.0	-33.4	-39.8%	56.4	-29.0	-33.9%
ADR (JPY)	4,086	6,496	-2,410	-37.1%	4,455	-3,094	-41.0%

Fixed Rent Hotels (6 Hotels)

	December 2020 (A)	(Previous) December 2019 (B)	Difference (A) - (B)	YOY Change	August 2020 – December 2020 (Current Period-To-Date)		
					Cumulative	YOY Difference	YOY Change
Revenue (JPY million)	88.1	162.7	-74.6	-45.8%	413.7	-563.3	-57.7%
RevPAR (JPY)	2,815	5,146	-2,331	-45.3%	2,797	-3,480	-55.4%
Occupancy (%)	47.0	77.7	-30.7	-39.5%	47.5	-36.3	-43.3%
ADR (JPY)	5,988	6,622	-634	-9.6%	5,894	-1,603	-21.4%

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (15 Hotels)

		December 2020 (A)	(Previous) December 2019 (B)	Difference (A) - (B)	YOY Change	August 2020 – December 2020 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
Nest Hotel Sapporo Ekimae	Revenue (JPY million)	12.4	46.9	-34.5	-73.6%	114.7	-166.4	-59.2%
	RevPAR (JPY)	2,065	6,812	-4,746	-69.7%	3,736	-5,635	-60.1%
	Occupancy (%)	58.1	98.1	-40.0	-40.8%	87.4	-9.5	-9.8%
	ADR (JPY)	3,553	6,940	-3,387	-48.8%	4,276	-5,402	-55.8%
Nest Hotel Sapporo Odori	Revenue (JPY million)	6.5	30.8	-24.2	-78.8%	71.0	-129.1	-64.5%
	RevPAR (JPY)	1,491	7,342	-5,851	-79.7%	3,320	-6,469	-66.1%
	Occupancy (%)	38.9	89.6	-50.7	-56.6%	76.1	-15.8	-17.2%
	ADR (JPY)	3,834	8,194	-4,360	-53.2%	4,362	-6,292	-59.1%
Smile Hotel Tokyo Asagaya	Revenue (JPY million)	17.1	31.6	-14.5	-45.9%	75.4	-80.6	-51.6%
	RevPAR (JPY)	4,755	8,823	-4,068	-46.1%	4,252	-4,599	-52.0%
	Occupancy (%)	92.1	98.5	-6.4	-6.5%	84.1	-13.8	-14.1%
	ADR (JPY)	5,161	8,957	-3,796	-42.4%	5,056	-3,986	-44.1%
HOTEL EMIT SHIBUYA	Revenue (JPY million)	12.8				51.4		
	RevPAR (JPY)	5,728				4,651		
	Occupancy (%)	98.8				98.7		
	ADR (JPY)	5,798				4,712		
Hotel Wing International Nagoya	Revenue (JPY million)	12.4	40.7	-28.2	-69.4%	55.3	-151.3	-73.2%
	RevPAR (JPY)	1,591	5,359	-3,768	-70.3%	1,450	-4,043	-73.6%
	Occupancy (%)	35.6	86.6	-51.0	-58.9%	32.0	-55.2	-63.3%
	ADR (JPY)	4,471	6,191	-1,720	-27.8%	4,533	-1,764	-28.0%

		December 2020 (A)	(Previous) December 2019 (B)	Difference (A) - (B)	YOY Change	August 2020 – December 2020 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
Smile Hotel Kyoto Shijo	Revenue (JPY million)	6.9	27.1	-20.2	-74.5%	35.2	-138.6	-79.8%
	RevPAR (JPY)	1,509	5,597	-4,088	-73.0%	1,553	-5,776	-78.8%
	Occupancy (%)	47.8	98.4	-50.6	-51.4%	39.9	-59.4	-59.8%
	ADR (JPY)	3,158	5,690	-2,533	-44.5%	3,890	-3,489	-47.3%
Chisun Inn Osaka Hommachi	Revenue (JPY million)	–	15.7	-15.7	-100%	–	-89.4	-100%
	RevPAR (JPY)	–	3,904	-3,904	-100%	–	–	–
	Occupancy (%)	–	63.8	-63.8	-100%	–	–	–
	ADR (JPY)	–	6,115	-6,115	-100%	–	–	–
Nest Hotel Osaka Shinsaibashi	Revenue (JPY million)	4.6	57.2	-52.6	-92.0%	16.1	-268.3	-94.3%
	RevPAR (JPY)	294	5,749	-5,455	-94.9%	495	-5,200	-91.3%
	Occupancy (%)	8.7	80.3	-71.6	-89.2%	12.8	-64.4	-83.4%
	ADR (JPY)	3,380	7,162	-3,782	-52.8%	3,855	-3,517	-47.7%
Hotel Wing International Kobe Shin Nagata Ekimae	Revenue (JPY million)	17.0	28.8	-11.8	-40.9%	76.0	-68.1	-47.2%
	RevPAR (JPY)	3,819	6,147	-2,328	-37.9%	3,309	-3,102	-48.4%
	Occupancy (%)	51.7	78.0	-26.3	-33.7%	46.9	-33	-41.1%
	ADR (JPY)	7,388	7,885	-497	-6.3%	7,060	-993	-12.3%
Nest Hotel Matsuyama	Revenue (JPY million)	18.5	46.3	-27.8	-60.0%	113.1	-114.5	-50.3%
	RevPAR (JPY)	2,661	4,773	-2,112	-44.3%	3,215	-2,365	-42.4%
	Occupancy (%)	57.8	85.0	-27.2	-32.0%	67.8	-20.0	-22.7%
	ADR (JPY)	4,607	5,618	-1,012	-18.0%	4,741	-1,616	-25.4%
The OneFive Okayama	Revenue (JPY million)	17.4	30.4	-13.0	-42.7%	58.5	-122.6	-67.7%
	RevPAR (JPY)	2,674	4,487	-1,813	-40.4%	2,231	-3,238	-59.2%
	Occupancy (%)	93.2	86.7	+6.5	+7.5%	72.5	-15.1	-17.2%
	ADR (JPY)	2,868	5,175	-2,307	-44.6%	3,078	-3,168	-50.7%
Court Hotel Kurashiki	Revenue (JPY million)	6.9	19.5	-12.7	-64.9%	46.9	-108.3	-69.8%
	RevPAR (JPY)	1,690	4,845	-3,155	-65.1%	2,889	-5,143	-64.0%
	Occupancy (%)	26.3	77.2	-50.9	-65.9%	38.4	-52.0	-57.5%
	ADR (JPY)	6,413	6,275	+138	+2.2%	7,518	-1,366	-15.4%
Valie Hotel Hiroshima	Revenue (JPY million)	5.2	14.9	-9.7	-65.0%	29.8		
	RevPAR (JPY)	927	2,759	-1,832	-66.4%	1,562		
	Occupancy (%)	23.6	68.3	-44.7	-65.5%	35.5		
	ADR (JPY)	3,931	4,041	-111	-2.7%	4,400		

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						Cumulative	YOY Difference	YOY Change
The OneFive Fukuoka Tenjin	Revenue (JPY million)	7.8	21.9	-14.1	-64.5%	28.0	-83.2	-74.8%
	RevPAR (JPY)	2,845	8,531	-5,686	-66.7%	2,084	-6,681	-76.2%
	Occupancy (%)	86.3	93.8	-7.5	-8.0%	60.5	-35.2	-36.8%
	ADR (JPY)	3,296	9,095	-5,799	-63.8%	3,444	-5,717	-62.4%
Nest Hotel Kumamoto	Revenue (JPY million)	20.5	32.4	-11.8	-36.6%	82.0	-104.0	-55.9%
	RevPAR (JPY)	3,020	4,554	-1,534	-33.7%	2,396	-2,951	-55.2%
	Occupancy (%)	80.3	80.0	+0.3	+0.3%	62.2	-17.3	-21.7%
	ADR (JPY)	3,762	5,691	-1,929	-33.9%	3,850	-2,874	-42.7%

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

		December 2020 (A)	(Previous) December 2019 (B)	Difference (A) - (B)	YOY Change	August 2020 – December 2020 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
Comfort Hotel Kushiro	Revenue (JPY million)	8.5	13.7	-5.2	-38.1%	80.3	-22.1	-21.6%
	RevPAR (JPY)	2,018	3,267	-1,248	-38.2%	3,936	-1,129	-22.3%
	Occupancy (%)	48.6	74.1	-25.5	-34.4%	73.6	-7.0	-8.7%
	ADR (JPY)	4,152	4,409	-258	-5.8%	5,348	-938	-14.9%
Comfort Hotel Hamamatsu	Revenue (JPY million)	13.0	21.3	-8.3	-38.9%	64.5	-79.4	-55.2%
	RevPAR (JPY)	2,139	3,500	-1,361	-38.9%	2,150	-2,646	-55.2%
	Occupancy (%)	43.4	68.6	-25.2	-36.7%	43.6	-35.0	-44.5%
	ADR (JPY)	4,929	5,102	-173	-3.4%	4,933	-1,170	-19.2%
Comfort Hotel Central International Airport	Revenue (JPY million)	33.2	82.4	-49.2	-59.8%	163.9	-276.4	-62.8%
	RevPAR (JPY)	3,018	7,371	-4,353	-59.1%	2,999	-4,964	-62.3%
	Occupancy (%)	39.0	81.8	-42.7	-52.3%	38.1	-48.1	-55.8%
	ADR (JPY)	7,731	9,013	-1,282	-14.2%	7,876	-1,359	-14.7%
Comfort Hotel Suzuka	Revenue (JPY million)	10.5	12.4	-1.9	-15.6%	45.2	-30.0	-39.9%
	RevPAR (JPY)	3,184	3,765	-582	-15.4%	2,784	-1,850	-39.9%
	Occupancy (%)	58.2	74.3	-16.0	-21.6%	53.8	-22.3	-29.4%
	ADR (JPY)	5,466	5,069	+397	+7.8%	5,180	-910	-14.9%
Urbain Hiroshima Executive	Revenue (JPY million)	19.3	24.9	-5.7	-22.7%	43.2	-131.7	-75.3%
	RevPAR (JPY)	3,633	4,703	-1,070	-22.7%	2,316	-4,370	-65.4%
	Occupancy (%)	50.9	83.9	-33.1	-39.4%	37.5	-53.7	-58.9%
	ADR (JPY)	7,141	5,602	+1,539	+27.5%	6,180	-1,156	-15.8%

Notes:

1. The above data are as provided by the hotel operators or as calculated by Ichigo Investment Advisors based on information provided by the hotel operators. The data have not been audited and thus their accuracy cannot be guaranteed and may not match data disclosed in future releases.
2. Revenue is revenue from accommodations and related services only. Rent from retail tenants at the Chisun Inn Osaka Hommachi, Hotel Wing International Kobe Shin Nagata Ekimae, and Smile Hotel Tokyo Asagaya, and rent from the banquet hall at the Nest Hotel Kumamoto are not included.
3. RevPAR (Revenue Per Available Room) is calculated with the following formula:
   RevPAR = Total Revenue from accommodations (excluding restaurant charges and other service fees) / number of available guest rooms.
4. Occupancy is calculated with the following formula:
   Occupancy = Total number of guest rooms occupied during the period / (total number of guest rooms * number of days hotel was in operation during the period)
   Occupancy may exceed 100% in the following cases: 1) a guest had pre-paid for a guest room but checked out early, allowing the guest room to be occupied by a different guest; or 2) a guest room is occupied for less than one day by different guests.
5. ADR (Average Daily Rate) is calculated with the following formula:
   ADR = Total revenue from accommodations (excluding restaurant charges and other service fees) / number of guest rooms occupied during the period.
6. The Grandpark-Inn Yokohama and the Washington Hotel Plaza Shimonoseki Eki Nishi are excluded from the above data because the hotel operators did not give consent to disclose hotel-specific data that would allow for year-on-year comparisons. Data for the Hotel Livemax Nihombashi-Hakozaki are included in the total and fixed rent hotels data above, but not separately disclosed because the hotel operator did not provide consent to disclose hotel-specific data.
7. December 2019 data for HOTEL EMIT SHIBUYA is not separately disclosed and is excluded from the total and variable rent hotels data on page 1, because the previous hotel operator did not give consent to disclose hotel-specific data that would allow for year-on-year comparisons.
8. The entire building of the Urbain Hiroshima Executive has been requisitioned by Hiroshima Prefecture since December 20, 2020.
9. As the Valie Hotel Hiroshima was rebranded and reopened on September 18, 2019, there is no cumulative data available for year-on-year comparisons.
10. Pre-acquisition data for acquired hotels are based on data received from the previous owners.

Status of Temporarily Closed Hotels

Hotel	Date Closed	Status
Chisun Inn Osaka Hommachi	April 17, 2020	Selecting new operator to replace current operator whose lease contract ended on December 31, 2020
Grandpark-Inn Yokohama	November 1, 2020	Rebranding and reopening in March 2021
Nest Hotel Osaka Shinsaibashi	January 13, 2021	Temporarily closed due to the second state of emergency declared by Japan's government Scheduled to reopen on February 8, 2021
Nest Hotel Sapporo Odori	January 17, 2021	Temporarily closed due to the second state of emergency declared by Japan's government Scheduled to reopen on February 8, 2021

Explanation of Changes

Although hotel demand moderately recovered after last year's nationwide state of emergency (April 7, 2020 ~ May 25, 2020), the recent surge in Covid infections has resulted in ongoing travel restrictions and a decrease in hotel accommodation demand, thus resulting in year-on-year decreases in Revenue and RevPAR at all hotels.

Value-Add Actions

Self-check-in terminals were installed at HOTEL EMIT SHIBUYA and The OneFive Fukuoka Tenjin, both operated by Hakata Hotels*, allowing guests to check in/out, pay room fees, and communicate via screen with a receptionist of Hakata Hotels's Customer Interactive Center (CIC). These self-check-in terminals streamline front desk operations while also helping to prevent the spread of Covid.

Despite the current challenging business environment, several hotels are seeing high occupancy owing to the deployment of PROPERA, an AI-based hotel revenue management system developed by Ichigo. PROPERA has been deployed at HOTEL EMIT SHIBUYA, The OneFive Okayama, and The OneFive Fukuoka Tenjin, all operated by Hakata Hotels.

Ichigo Hotel will continue to work to carry out value-add renovations to increase guest satisfaction and drive higher earnings.

* Hakata Hotels is a consolidated subsidiary of Ichigo Hotel's sponsor, Ichigo.

HOTEL EMIT SHIBUYA





The OneFive Fukuoka Tenjin



Hakata Hotels Customer Interactive Center (CIC)

