Make The World
More Sustainable

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Ichigo Hotel Operating Results – July 2024

Portfolio Revenue, RevPAR, Occupancy, and ADR

Total (28 Hotels)

	Jul 2024 (A)	(Previous) Jul 2023 (B)	Difference (A) - (B)	YOY Change	Feb 2024 – Jul 2024 (Current Period-To-Date)		
					Cumulative	YOY Difference	YOY Change
Revenue (JPY million)	1,185.3	1,104.8	+80.5	+7.3%	6,610.1	+665.5	+11.2%
RevPAR (JPY)	8,243	7,642	+601	+7.9%	7,755	+748	+10.7%
Occupancy (%)	86.0	80.8	+5.2	+6.5%	85.3	+4.2	+5.2%
ADR (JPY)	9,586	9,461	+125	+1.3%	9,094	+449	+5.2%

Variable Rent Hotels (21 Hotels)

	Jul 2024 (A)	(Previous) Jul 2023 (B)	Difference (A) - (B)	YOY Change	Feb 2024 – Jul 2024 (Current Period-To-Date)		
					Cumulative	YOY Difference	YOY Change
Revenue (JPY million)	925.9	885.2	+40.8	+4.6%	5,234.3	+536.2	+11.4%
RevPAR (JPY)	8,681	8,230	+452	+5.5%	8,259	+760	+10.1%
Occupancy (%)	88.5	82.5	+6.0	+7.3%	88.4	+4.7	+5.6%
ADR (JPY)	9,807	9,977	-170	-1.7%	9,344	+384	+4.3%

Fixed Rent Hotels (7 Hotels)

	Jul 2024 (A)	(Previous) Jul 2023 (B)	Difference (A) - (B)	YOY Change	Feb 2024 – Jul 2024 (Current Period-To-Date)		
					Cumulative	YOY Difference	YOY Change
Revenue (JPY million)	259.3	219.6	+39.7	+18.1%	1,375.7	+129.4	+10.4%
RevPAR (JPY)	7,039	6,020	+1,020	+16.9%	6,373	+707	+12.5%
Occupancy (%)	79.1	76.0	+3.0	+4.0%	76.8	+2.9	+3.9%
ADR (JPY)	8,904	7,916	+988	+12.5%	8,303	+632	+8.2%

Revenue, RevPAR, Occupancy, and ADR by Hotel

Variable Rent Hotels (21 Hotels)

		Jul 2024 (A)	(Previous) Jul 2023 (B)	Difference (A) - (B)	YOY Change	Feb 2024 – Jul 2024 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
Nest Hotel Sapporo Ekimae	Revenue (JPY million)	85.3	105.8	-20.5	-19.3%	370.3	-3.1	-0.8%
	RevPAR (JPY)	14,795	18,729	-3,933	-21.0%	10,184	-677	-6.2%
	Occupancy (%)	94.5	98.4	-3.9	-3.9%	93.7	-1.3	-1.3%
	ADR (JPY)	15,656	19,040	-3,384	-17.8%	10,866	-566	-5.0%
Nest Hotel Sapporo Odori	Revenue (JPY million)	60.0	55.2	+4.7	+8.5%	254.1	+8.2	+3.4%
	RevPAR (JPY)	14,946	13,838	+1,108	+8.0%	10,503	+286	+2.8%
	Occupancy (%)	87.4	69.5	+17.9	+25.8%	87.1	+0.8	+1.0%
	ADR (JPY)	17,103	19,918	-2,815	-14.1%	12,062	+215	+1.8%
Smile Hotel Tokyo Asagaya	Revenue (JPY million)	38.8	37.3	+1.5	+4.0%	243.7	-0.2	-0.1%
	RevPAR (JPY)	11,069	10,650	+419	+3.9%	11,856	-77	-0.6%
	Occupancy (%)	99.7	99.4	+0.3	+0.3%	98.0	-1.7	-1.7%
	ADR (JPY)	11,104	10,711	+393	+3.7%	12,100	+124	+1.0%
The OneFive Tokyo Shibuya	Revenue (JPY million)	40.5	34.9	+5.7	+16.3%	282.4	+53.3	+23.3%
	RevPAR (JPY)	17,829	15,284	+2,545	+16.7%	21,103	+3,870	+22.5%
	Occupancy (%)	100.5	98.9	+1.6	+1.6%	99.9	+1.1	+1.1%
	ADR (JPY)	17,742	15,450	+2,291	+14.8%	21,115	+3,677	+21.1%
Hotel Wing International Nagoya	Revenue (JPY million)	43.0	33.6	+9.4	+28.1%	248.0	+92.1	+59.0%
	RevPAR (JPY)	5,810	4,484	+1,326	+29.6%	5,746	+2,047	+55.3%
	Occupancy (%)	84.8	61.1	+23.7	+38.8%	82.7	+22.6	+37.7%
	ADR (JPY)	6,854	7,342	-488	-6.6%	6,950	+788	+12.8%

		Jul 2024 (A)	(Previous) Jul 2023 (B)	Difference (A) - (B)	YOY Change	Feb 2024 – Jul 2024 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
Smile Hotel Kyoto Shijo	Revenue (JPY million)	28.7	19.8	+8.9	+44.8%	209.6	+63.7	+43.7%
	RevPAR (JPY)	6,012	4,230	+1,782	+42.1%	7,506	+2,180	+40.9%
	Occupancy (%)	76.3	55.4	+20.9	+37.7%	78.3	+11.1	+16.5%
	ADR (JPY)	7,879	7,632	+247	+3.2%	9,586	+1,661	+21.0%
The OneFive Osaka Sakaisuji	Revenue (JPY million)	24.5	23.8	+0.7	+2.9%	153.5	-3.9	-2.4%
	RevPAR (JPY)	6,042	5,872	+170	+2.9%	6,465	-200	-3.0%
	Occupancy (%)	98.5	97.2	+1.3	+1.4%	98.4	+1.6	+1.6%
	ADR (JPY)	6,132	6,041	+91	+1.5%	6,573	-314	-4.6%
Nest Hotel Osaka Shinsaibashi	Revenue (JPY million)	71.2	56.6	+14.6	+25.8%	408.4	+63.5	+18.4%
	RevPAR (JPY)	7,576	6,022	+1,554	+25.8%	7,401	+1,117	+17.8%
	Occupancy (%)	89.6	79.2	+10.5	+13.2%	87.8	+11.5	+15.1%
	ADR (JPY)	8,452	7,608	+844	+11.1%	8,430	+190	+2.3%
Hotel Wing International Kobe Shin Nagata Ekimae	Revenue (JPY million)	32.9	24.9	+7.9	+31.7%	181.1	+22.1	+13.9%
	RevPAR (JPY)	7,312	5,614	+1,698	+30.2%	6,779	+714	+11.8%
	Occupancy (%)	83.8	68.2	+15.6	+22.8%	82.9	+11.3	+15.8%
	ADR (JPY)	8,725	8,228	+497	+6.0%	8,173	-297	-3.5%
Nest Hotel Matsuyama	Revenue (JPY million)	39.2	35.6	+3.7	+10.3%	246.3	+36.4	+17.3%
	RevPAR (JPY)	5,161	4,479	+681	+15.2%	5,511	+807	+17.2%
	Occupancy (%)	92.7	83.5	+9.2	+11.0%	93.8	+13.9	+17.4%
	ADR (JPY)	5,567	5,363	+205	+3.8%	5,876	-14	-0.2%
The OneFive Okayama	Revenue (JPY million)	34.1	34.6	-0.5	-1.5%	211.7	-9.9	-4.5%
	RevPAR (JPY)	5,114	5,200	-86	-1.7%	5,417	-315	-5.5%
	Occupancy (%)	97.6	99.2	-1.6	-1.6%	96.2	-2.6	-2.6%
	ADR (JPY)	5,240	5,244	-4	-0.1%	5,634	-170	-2.9%
The OneFive Garden Kurashiki	Revenue (JPY million)	23.0	24.1	-1.0	-4.4%	149.2	+17.5	+13.3%
	RevPAR (JPY)	6,456	6,767	-311	-4.6%	7,150	-314	-4.2%
	Occupancy (%)	97.4	93.9	+3.5	+3.7%	97.5	+7.4	+8.3%
	ADR (JPY)	6,630	7,205	-576	-8.0%	7,336	-955	-11.5%
Valie Hotel Hiroshima	Revenue (JPY million)	28.0	25.1	+3.0	+11.9%	177.1	-14.2	-7.4%
	RevPAR (JPY)	5,245	4,669	+576	+12.3%	5,606	-231	-4.0%
	Occupancy (%)	78.4	64.7	+13.7	+21.2%	81.0	+1.5	+1.9%
	ADR (JPY)	6,687	7,214	-526	-7.3%	6,920	-419	-5.7%

		Jul 2024 (A)	(Previous) Jul 2023 (B)	Difference (A) - (B)	YOY Change	Feb 2024 – Jul 2024 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
The OneFive Fukuoka Tenjin	Revenue (JPY million)	31.5	27.6	+3.9	+14.0%	172.9	+20.1	+13.1%
	RevPAR (JPY)	12,640	11,040	+1,600	+14.5%	11,785	+1,325	+12.7%
	Occupancy (%)	97.8	97.6	+0.3	+0.3%	98.0	+0.2	+0.2%
	ADR (JPY)	12,921	11,315	+1,606	+14.2%	12,027	+1,333	+12.5%
Nest Hotel Kumamoto	Revenue (JPY million)	32.3	33.6	-1.3	-3.8%	200.2	+20.7	+11.5%
	RevPAR (JPY)	4,817	5,149	-332	-6.5%	5,123	+364	+7.7%
	Occupancy (%)	81.5	77.8	+3.8	+4.9%	79.8	+0.4	+0.4%
	ADR (JPY)	5,907	6,622	-715	-10.8%	6,416	+429	+7.2%
Smile Hotel Nagano	Revenue (JPY million)	17.9	16.4	+1.6	+9.5%	106.8	+25.8	+31.9%
	RevPAR (JPY)	7,213	6,632	+581	+8.8%	7,339	+687	+10.3%
	Occupancy (%)	93.9	96.0	-2.1	-2.2%	96.3	-1.7	-1.8%
	ADR (JPY)	7,679	6,907	+771	+11.2%	7,624	+836	+12.3%
Comfort Hotel Osaka Shinsaibashi (Ichigo Shinsaibashi Building)	Revenue (JPY million)	59.7	50.1	+9.6	+19.1%	361.3	+49.8	+16.0%
	RevPAR (JPY)	8,942	7,534	+1,408	+18.7%	9,219	+1,218	+15.2%
	Occupancy (%)	82.7	83.7	-0.9	-1.1%	79.7	-5.7	-6.7%
	ADR (JPY)	10,811	9,006	+1,805	+20.0%	11,573	+2,199	+23.5%
HOTEL THE KNOT YOKOHAMA	Revenue (JPY million)	59.8	58.2	+1.5	+2.6%	377.8	+24.2	+6.8%
	RevPAR (JPY)	12,282	11,890	+393	+3.3%	13,271	+1,045	+8.6%
	Occupancy (%)	91.7	96.2	-4.4	-4.6%	93.8	-2.1	-2.2%
	ADR (JPY)	13,387	12,365	+1,022	+8.3%	14,148	+1,401	+11.0%
Quintessa Hotel Ise Shima	Revenue (JPY million)	45.2	41.7	+3.5	+8.5%	273.4	+45.0	+19.7%
	RevPAR (JPY)	7,655	6,010	+1,645	+27.4%	7,552	+1,980	+35.5%
	Occupancy (%)	66.0	71.5	-5.5	-7.7%	72.9	+9.8	+15.5%
	ADR (JPY)	11,606	8,410	+3,196	+38.0%	10,356	+1,532	+17.4%
Quintessa Hotel Ogaki	Revenue (JPY million)	30.0	29.0	+1.0	+3.5%	192.1	+7.1	+3.8%
	RevPAR (JPY)	6,104	5,016	+1,088	+21.7%	5,763	+192	+3.5%
	Occupancy (%)	85.3	79.8	+5.5	+6.8%	84.5	-1.5	-1.7%
	ADR (JPY)	7,157	6,283	+874	+13.9%	6,817	+342	+5.3%
THE KNOT SAPPORO	Revenue (JPY million)	100.3	117.3	-17.0	-14.5%	414.4	+18.0	+4.5%
	RevPAR (JPY)	21,975	25,917	-3,943	-15.2%	15,262	+587	+4.0%
	Occupancy (%)	99.2	98.2	+1.0	+1.0%	99.2	+0.6	+0.6%
	ADR (JPY)	22,158	26,404	-4,246	-16.1%	15,388	+503	+3.4%

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

		Jul 2024 (A)	(Previous) Jul 2023 (B)	Difference (A) - (B)	YOY Change	Feb 2024 – Jul 2024 (Current Period-To-Date)		
						Cumulative	YOY Difference	YOY Change
Comfort Hotel Kushiro	Revenue (JPY million)	39.1	35.5	+3.6	+10.0%	161.2	+9.9	+6.6%
	RevPAR (JPY)	9,766	8,803	+963	+10.9%	6,801	+449	+7.1%
	Occupancy (%)	89.9	95.6	-5.8	-6.0%	84.2	-5.9	-6.6%
	ADR (JPY)	10,865	9,203	+1,661	+18.1%	8,076	+1,030	+14.6%
Comfort Hotel Hamamatsu	Revenue (JPY million)	36.6	36.6	–	–	212.8	+9.9	+4.9%
	RevPAR (JPY)	5,873	6,016	-143	-2.4%	5,940	+221	+3.9%
	Occupancy (%)	76.6	80.6	-4.0	-4.9%	77.9	-4.5	-5.5%
	ADR (JPY)	7,666	7,464	+202	+2.7%	7,622	+688	+9.9%
Comfort Hotel Central International Airport	Revenue (JPY million)	92.5	73.1	+19.4	+26.5%	482.9	+95.0	+24.5%
	RevPAR (JPY)	8,382	6,690	+1,691	+25.3%	7,447	+1,376	+22.7%
	Occupancy (%)	78.9	74.4	+4.5	+6.1%	75.3	+7.3	+10.7%
	ADR (JPY)	10,619	8,994	+1,625	+18.1%	9,885	+962	+10.8%
Comfort Hotel Suzuka	Revenue (JPY million)	21.3	17.9	+3.3	+18.5%	108.2	+16.2	+17.6%
	RevPAR (JPY)	6,506	5,488	+1,018	+18.6%	5,639	+828	+17.2%
	Occupancy (%)	81.9	82.2	-0.3	-0.4%	79.2	+2.1	+2.7%
	ADR (JPY)	7,947	6,678	+1,269	+19.0%	7,122	+884	+14.2%
Urbain Hiroshima Executive	Revenue (JPY million)	28.7	25.3	+3.4	+13.2%	174.2	+27.0	+18.3%
	RevPAR (JPY)	5,281	4,720	+562	+11.9%	5,475	+796	+17.0%
	Occupancy (%)	71.3	66.4	+4.8	+7.3%	74.8	+14.0	+22.9%
	ADR (JPY)	7,411	7,103	+307	+4.3%	7,322	-370	-4.8%
Hotel Sunshine Utsunomiya	Revenue (JPY million)	30.5	21.3	+9.2	+43.1%	157.1	-46.7	-22.9%
	RevPAR (JPY)	5,569	3,948	+1,621	+41.1%	4,855	-534	-9.9%
	Occupancy (%)	79.3	61.6	+17.6	+28.6%	70.5	-4.5	-6.0%
	ADR (JPY)	7,025	6,405	+620	+9.7%	6,881	-299	-4.2%

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 OneFive Osaka Sakaisuji, Hotel Wing International Kobe Shin Nagata Ekimae, Smile Hotel Tokyo Asagaya, Nest Hotel Kumamoto, Hotel Sunshine Utsunomiya, Comfort Hotel Osaka Shinsaibashi (Ichigo Shinsaibashi Building), HOTEL THE KNOT YOKOHAMA, and THE KNOT SAPPORO 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 Capsule Plus Yokohama and the Washington Hotel Plaza Shimonoseki Eki Nishi are excluded from the above data because the hotel operators did not give consent to disclose hotel-specific data that would allow for year-on-year comparisons. Data for the Hotel Livemax Nihombashi-Hakozaki are included in the total and fixed rent hotels data above, but not separately disclosed because the hotel operator did not provide consent to disclose hotel-specific data.
7. Pre-acquisition data for acquired hotels are based on data received from the previous owners.

Explanation of Changes

According to the Japan National Tourism Organization (JNTO), the number of inbound tourists reached 3.29 million people in July 2024, setting a new monthly record for the second month in a row, and the cumulative number of inbound tourists this year up to July was 21.06 million people, making 2024 the fastest year to reach 20 million tourists. Ichigo Hotel's hotels continued to see steady business demand and ADR growth in cities experiencing robust inbound demand, including Tokyo, Osaka, and Fukuoka. While areas such as Kyoto and the Tokai region had been experiencing a slow recovery, pick-up in inbound demand offset decreased domestic demand due to the end of a domestic travel subsidy program. As a result, Revenue, RevPAR, Occupancy, and ADR for Ichigo Hotel's 28 hotels increased year-on-year.

Value-Add Actions

Ichigo Hotel has completed renovating the first-floor retail space (306.82m^2) of the Comfort Hotel Osaka Shinsaibashi (Ichigo Shinsaibashi Building), which has been re-tenanted and will open as KUDOCHI sauna Osaka Shinsaibashi early next month, a refined, luxurious private sauna based on the concept of achieving true revitalization within the deep beauty of nature. The new tenant is expected to drive rental income, separately from hotel revenue.

Ichigo Hotel will aim to operate hotels that are beloved by local communities, and continue to work closely with hotel operators to increase guest satisfaction and drive higher earnings.

