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### **REIT Issuer:**

Japan Hotel REIT Investment Corporation (TSE code: 8985) Kaname Masuda, Executive Director

Asset Management Company:

Japan Hotel REIT Advisors Co., Ltd. Hisashi Furukawa, President & CEO Contact:

Makoto Hanamura Director of the Board, Managing Director Head of Finance and Planning Division

TEL: +81-3-6422-0530

# Notice Concerning Revision of Operating Forecast and Forecast of Dividend for the Fiscal Year Ended December 2022 (23rd Period)

Japan Hotel REIT Investment Corporation (hereinafter called "JHR") informs you of the revision of the operating forecast and forecast of dividend for the fiscal year ended December 2022 (January 1, 2022 through December 31, 2022), announced in "Midterm Financial Report for the Fiscal Year Ending December 31, 2022" dated August 24, 2022.

1. Revision of operating forecast and forecast of dividend for the fiscal year ended December 2022 (January 1, 2022 through December 31, 2022)

|                    | Operating revenue | Operating income | Ordinary<br>income | Net income | Dividend per unit<br>(Excess of earnings<br>exclusive) | Dividend per unit<br>resulting from<br>excess of earnings |
|--------------------|-------------------|------------------|--------------------|------------|--|---|
| Previous forecast  | JPY1M             | JPY1M            | JPY1M              | JPY1M      | JPY  | JPY   |
| (A)                | 13,337            | 2,827            | 1,159              | 1,158      | 333  | _   |
| Forecast this time | JPY1M             | JPY1M            | JPY1M              | JPY1M      | JPY  | JPY   |
| (B)                | 14,912            | 4,296            | 2,672              | 2,671      | 682  | _   |
| Variance           | JPY1M             | JPY1M            | JPY1M              | JPY1M      | JPY  | JPY   |
| (C) = (B) - (A)    | 1,575             | 1,469            | 1,512              | 1,512      | 349  | _   |
| Variance ratio     | %                 | %                | %                  | %          | %  | %   |
| (D) = (C) / (A)    | 11.8              | 52.0             | 130.4              | 130.6      | 104.8  | _   |

(Reference) Forecast of net income per unit for the full fiscal year: JPY598

(Calculated based on the average number of investment units during the period (4,467,006 units))

- (\*1) Dividend per unit is calculated based on the number of investment units issued as of today: 4,467,006 units.
- (\*2) Total dividend is planned to be an amount of net income plus the reversed amount of reserve for temporary difference adjustment in the amount of JPY376 million.
- (\*3) For the details of the operating forecast and forecast of dividend above, please refer to <Reference Information 1> "Assumptions for revision of the operating forecast for the full fiscal year ended December 2022 (23rd period)"
- (\*4) Amounts are rounded down to the nearest millions of yen and percentages are rounded off to the nearest first decimal place. The same shall apply hereinafter.



2. Rationale for revisions of the operating forecast for the fiscal year ended December 2022 (January 1, 2022 through December 31, 2022)

Since operational result of each hotel through December 2022 have almost become clear, JHR revises the operating forecast and forecast of dividend for the fiscal year ended December 2022.

In addition to an increase in domestic leisure demand due to the start of nationwide travel support in October, inbound travelers increased due to the significant easing of immigration restrictions. As the result of these effects and other factors, performance of hotels owned by JHR is on a recovery trend. In the forecast for the full fiscal year ending December 31, 2022, revenue from real estate operations is expected to increase by JPY1,575 million from the previous forecast, mainly due to an increase in variable rent and income from management contracts. In addition, due to a review of various expenses related to the property and operating expenses, etc., operating expenses are expected to increase by JPY106 million, and non-operating expenses are expected to decrease by JPY36 million due to a decrease in financing costs, etc. As the result, net income is expected to be JPY2,671 million, an increase of JPY1,512 million from the previous forecast.

For the detail of operational result of major hotels with variable rent, etc., please refer to <Reference Information 2> Hotel operation indexes, sales and GOP.



# 3. Highlights of the operating forecast and forecast of dividend

The following is the comparison and the major factors causing the variance with the operating forecast and forecast of dividend for the full fiscal year ended December 2022 announced in "Midterm Financial Report for the Fiscal Year Ending December 31, 2022" dated August 24, 2022 (previous forecast).

(Unit: millions of ven)

| (Unit: millions of yer |   |                            |                       |  |          |   |
|------------------------|---|----------------------------|-----------------------|--|----------|---|
|                        |   | FY2022/12<br>(23rd Period) |                       | Comparison with the<br>Previous Forecast |          | Factors Causing Variance  |
|                        |   | Previous                   | Forecast              |  |          |   |
|                        |   | Forcast                    | This Time             |  |          |   |
|                        |   | (A)                        | (B)                   | (B)-(A)                                  | Variance |   |
| Properties             | No. of Properties   | 41                         | 41                    | _  | _        |   |
| Properties             | Acquisition Price   | 363,542                    | 363,542               | _  | _        |   |
|                        | Operating Revenue   | 13,337                     | 14,912                | 1,575                                    | 11.8%    |   |
|                        | Real Estate<br>Operating Revenue  | 13,337                     | 14,912                | 1,575                                    | 11.8%    |   |
|                        | Fixed Rent  | 6,273                      | 6,279                 | 5  | 0.1%     |   |
|                        | Composition   | 47.0%                      | 42.1%                 |  |          |   |
|                        | Other Income  | 918                        | 986                   | 68                                       | 7.5%     | Parking lot income: increase by JPY19MM   |
|                        | Composition   | 6.9%                       | 6.6%                  |  |          | Utiliity revenues (*3): increase by JPY46MM   |
| Profit and             | Variable Rent  Composition  | 6,145<br><b>46.1%</b>      | 7,646<br><b>51.3%</b> | 1,501                                    | 24.4%    | The 16 HMJ Hotels (*4): increase by JPY1,108MM The Accor Group Hotels (*5): increase by JPY160MM The Ishin Group Hotels (* 6 ): increase by |
| LUSS                   |   |                            |                       |  |          | JPY98MM<br>Other hotels and tenants: increase by<br>JPY133MM  |
|                        | <b>NOI</b> (*1)   | 9,452                      | 10,963                | 1,510                                    | 16.0%    |   |
|                        | NOI Yield (*1)  | 2.6%                       | 3.0%                  | 0.4%                                     |          |   |
|                        | NOI after Depreciation (*1)   | 4,703                      | 6,116                 | 1,412                                    | 30.0%    |   |
|                        | NOI Yield after<br>Depreciation (*1)  | 1.3%                       | 1.7%                  | 0.4%                                     |          |   |
|                        | Operating Income  | 2,827                      | 4,296                 | 1,469                                    | 52.0%    |   |
|                        | Ordinary Income   | 1,159                      | 2,672                 | 1,512                                    | 130.4%   |   |
|                        | Net Income  | 1,158                      | 2,671                 | 1,512                                    | 130.6%   |   |
|                        | Amount of Reversal from<br>Reserve for Temporary<br>Difference Adjustments<br>(Negative Goodwill)(*2) | 332                        | 376                   | 43                                       | 13.2%    | Amount of reversal from reserve for temporary difference adjustments Assumptions for Forecast This Time:                                    |
| Dividened              | Total Dividends   | 1,487                      | 3,046                 | 1,558                                    | 104.8%   | 50-year amortization amount of negarive goodwill: JPY262MM,   |
|                        | Number of Units Issued<br>(Unit)  | 4,467,006                  | 4,467,006             | _  |          | Loss on retirement of noncurrent assets: JPY57MM,   |
|                        | Dividend per Unit (JPY)   | 333                        | 682                   | 349                                      | 104.8%   | Amortization of trademark rights: JPY56MM   |
|                        |   |                            |                       |  |          |   |

(\*1) Each is calculated using the following formula. The same shall apply hereinafter.

NOI (Net Operating Income) = Real estate operating revenue – Real estate operating costs + Depreciation + Loss on retirement of noncurrent assets + Asset retirement obligations expenses

NOI yield = NOI ÷ acquisition price

NOI after depreciation = Real estate operating revenue – Real estate operating costs

NOI yield after depreciation = NOI after depreciation  $\div$  acquisition price.

- (\*2) For the details of the reversed amount of the reserve for temporary difference adjustment, please refer to "<Reference Information 1> Assumptions for revision of the operating forecast for the full year of the fiscal year ended December 2022 (23rd period)" below. The same shall apply hereinafter.
- (\*3) Utility expenses are incurred as both utilities revenues and utilities expenses. Utility expenses are JPY64 million higher than the previous forecast, and net income is JPY18 million lower than the previous forecast after the subtraction of the effect.

JAPAN HOTEL REIT

(\*4) The 5 HMJ Hotels refers to following 5 hotels which JHR leases to Hotel Management Japan Co., Ltd. (hereinafter called "HMJ"), an affiliated company of asset management company. The same shall apply hereinafter.

Kobe Meriken Park Oriental Hotel, Oriental Hotel tokyo bay, Namba Oriental Hotel, Hotel Nikko Alivila, and Oriental Hotel Hiroshima. (hereinafter called the "The 5 HMJ Hotels"). The same shall apply hereinafter.

The 14 HMJ Hotels refers to The 5 HMJ Hotels plus following 9 hotels which JHR leases to subsidiaries of HMJ.

Oriental Hotel Okinawa Resort & Spa, Sheraton Grand Hiroshima Hotel (main facility of ACTIVE-INTER CITY HIROSHIMA), Oriental Hotel Fukuoka Hakata Station, Holiday Inn Osaka Namba, Hilton Tokyo Narita Airport, International Garden Hotel Narita, Hotel Nikko Nara, Hotel Oriental Express Osaka Shinsaibashi, and Hilton Tokyo Odaiba. The same shall apply hereinafter. The 2 HMJ Rebranded Hotels refers to following 2 Hotels whose lessees were replaced with subsidiaries of HMJ in 2021 due to rebranding. The same shall apply hereinafter.

Hotel Oriental Express Fukuoka Tenjin and Oriental Hotel Universal City,

The 16 HMJ hotels refers to 16 hotels, including The 14 HMJ hotels and The 2 HMJ Rebranded Hotels. The same shall apply hereinafter.

(\*5) The Accor Group Hotels refers to following 5 hotels.

ibis Styles Kyoto Station, ibis Styles Sapporo, Mercure Sapporo, Mercure Okinawa Naha, and Mercure Yokosuka. The same shall apply hereinafter.

(\*6) The Ishin Group Hotels refers to following 4 hotels.

the b suidobashi, the b ikebukuro, the b hachioji, and the b hakata.

The same shall apply hereinafter.

(\*7) The 25 Hotels with Variable Rent refers to 25 hotels including The 16 HMJ Hotels, The Accor Group Hotels, and The Ishin Group Hotels.

The same shall apply hereinafter.

#### (Note)

The above is the forecast based on status of operation as of today, and actual dividend per unit may fluctuate. This forecast does not guarantee the amount of dividend shown above.

\* Website of Japan Hotel REIT Investment Corporation: https://www.jhrth.co.jp/en/



## <Reference Information 1>

Assumptions for revision of the operating forecast for the full fiscal year ended December 2022 (23rd period)

| Item                       | Assumptions   |
|----------------------------|---|
| Calculation<br>Period      | • Full fiscal year ended December 2022 (23rd Period): January 1, 2022 through December 31, 2022 (365 days)  |
| Assets under<br>Management | The 41 properties owned by JHR as of end of December 2022 are assumed.  |
|                            | • Operating revenue is calculated based on the conditions of the lease and other effective contracts, taking into consideration the competitiveness of hotels, market environment, and other factors. If there are lease contracts with facilities other than hotels, such as commercial facilities and offices, operating revenue calculated based on the said lease contracts are included.   |
|                            | <ul> <li>Rents, etc. of the main hotels are calculated based on the following assumptions.</li> <li>(1) The 14 HMJ Hotels         JHR concluded a memorandum of understanding for the fixed-term building lease contract on February 25, 2022. From January 1, 2022 through December 31, 2022, the rent is variable rent only and is calculated by multiplying the hotel AGOP (*1) by the variable rent ratio for each hotel. However, if AGOP is less than 0 (zero), the variable rent will be 0 (zero).     </li> </ul> |

(Unit: millions of yen)

|   | Hotel AGOP | Variable rent ratio | Variable rent |
|---|------------|---------------------|---------------|
| Kobe Meriken Park Oriental Hotel          | 494        | 86.0%               | 425           |
| Oriental Hotel tokyo bay                  | 1,053      | 79.0%               | 831           |
| Namba Oriental Hotel                      | 506        | 91.0%               | 460           |
| Hotel Nikko Alivila                       | 1,100      | 74.0%               | 814           |
| Oriental Hotel Hiroshima                  | 692        | 89.0%               | 616           |
| Oriental Hotel Okinawa Resort & Spa       | 224        | 89.0%               | 199           |
| Sheraton Grand Hiroshima Hotel (*2)       | 368        | 93.0%               | 342           |
| Oriental Hotel Fukuoka Hakata Station     | 631        | 97.0%               | 612           |
| Holiday Inn Osaka Namba                   | 217        | 98.0%               | 213           |
| Hilton Tokyo Narita Airport               | 238        | 95.0%               | 226           |
| International Garden Hotel Narita         | 223        | 95.0%               | 211           |
| Hotel Nikko Nara                          | 187        | 95.0%               | 178           |
| Hotel Oriental Express Osaka Shinsaibashi | (10)       | 87.0%               | _             |
| Hilton Tokyo Odaiba                       | 742        | 97.0%               | 719           |
| Total                                     | 6,669      | _                   | 5,853         |

# Revenue

Operating

- (\*1) AGOP (adjusted GOP) is the amount calculated by subtracting certain fees and other items from GOP. GOP (gross operating profit) is the remainder after expenses incurred in hotel operation, such as personnel costs and general and administrative expenses, etc., are deducted from total sales. The same shall apply hereinafter.
- (\*2) Stating the rent for Sheraton Grand Hiroshima Hotel, the major facility of ACTIVE-INTER CITY HIROSHIMA. Fixed rent and variable rent from tenants of office and commercial facility in ACTIVE-INTER CITY HIROSHIMA are as follows.

(Unit: millions of yen)

|           | Variable rent | Fixed rent | Total rent |
|-----------|---------------|------------|------------|
| Full year | 8             | 502        | 510        |



| 1 | Assumptions  |  |  |                                      |                         |  |  |  |
|---|--|--|--|--------------------------------------|-------------------------|--|--|--|
|   | (2) The 2 HMJ Rebranded Hotels Hotel Oriental Express Fukuoka Tenjin and Oriental Hotel Universal City were resubsidiaries of HMJ as the lessees on June 18, 2021 and July 1, 2021, respectively. The as fixed and variable rent stipulated in the fixed-term building contract after rebranding conclude 12, 2021 are as follows.   |  |  |                                      |                         |  |  |  |
|   | < Hotel Oriental Express Fukuoka Tenjin> Lease term: June 18, 2021 to December 31, 2031 Total rent = Fixed rent + Variable rent Fixed rent = JPY150 million (annual) Fixed rent is waived from June 18, 2021 through June 30, 2022. The fixed rent to be recogni the fiscal year ended December 2022 is expected to be JPY135 million, which is 12 months' we the average fixed rent of JPY11 million per month, divided proportionally by the total fixed ren whole lease period of JPY1,425 million. Variable rent = [Hotel AGOP – AGOP base amount of JPY165 million] × Variable rent ratio (97.0%) |  |  |                                      |                         |  |  |  |
|   | <oriental hotel="" univer<br="">Lease term: July 1, 202<br/>Total rent = Fixed rent<br/>Fixed rent = JPY350 m<br/>Fixed rent is waive<br/>fiscal year ended De<br/>average fixed rent of<br/>lease period of JPY3<br/>Variable rent = [Hotel A<br/>Variable rent from The 2 F</oriental>   | 1 to December 31, 1<br>+ Variable rent<br>illion (annual)<br>d from July 1, 2021<br>cember 2022 is exp<br>JPY26 million per 1,<br>325 million.<br>AGOP – AGOP base | through June 30, pected to be JPY3 month, divided programmer amount of JPY37 | 16 million, which portionally by the | total fixed rent of the |  |  |  |
|   | Hotel AGOP Base Amount Variable rent (Full year) of AGOP ratio   |  |  |                                      |                         |  |  |  |
|   | Hotel Oriental Express   166   165   97.0%   1   |  |  |                                      |                         |  |  |  |
|   |  |  |  |                                      |                         |  |  |  |
|   |  |  |  |                                      |                         |  |  |  |



Item Assumptions (3) Income from management contracts (\*3) and variable rent from other hotels with variable rent, etc. (Unit: millions of yen) Full year 25 ibis Styles Kyoto Station (\*3) ibis Styles Sapporo (\*3) 138 Mercure Sapporo (\*3) 128 Mercure Okinawa Naha (\*3) 50 Mercure Yokosuka 181 the b suidobashi 323 the b ikebukuro the b hachioji 24 the b hakata Comfort Hotel Tokyo Higashi Nihombashi Smile Hotel Nihombashi Mitsukoshimae Chisun Hotel Kamata 26 Chisun Inn Kamata 18 Hilton Tokyo Bay Undisclosed (\*4) Hilton Nagoya Undisclosed (\*4) Total 1,519 Management contract system is adopted. Management contract system refers to the operation of the hotel property owned by JHR by entrusting the operation of the hotel to the trustee and incorporating the results of the operation into JHR as income from real estate management. Each hotel's GOP amount is recognized in operating revenues as income from management contracts. Undisclosed since tenants that concluded lease contracts did not agree to disclose rent revenue, etc. • The following is the breakdown of variable rent and income from management contracts (Unit: millions of yen) Full year The 14 HMJ Hotels 5,853 The 2 HMJ Rebranded Hotels 265 Tenants of office and commercial facility (\*5) Other hotels with variable rent, etc. 1,519 7,646 Total Variable rent from tenants of office and commercial facility in ACTIVE-INTER CITY HIROSHIMA is shown. For details of variable rent, please refer to, "3. Reference Information; B. Assets under management; (C) Other

<sup>(\*6)</sup> For details of variable rent, please refer to, "3. Reference Information; B. Assets under management; (C) Other major assets under management; (iii) Overview of the hotel business; a. Rent structures of hotels with variable rent, management contract or revenue sharing" of the "Midterm Financial Report for the Fiscal Year Ending December 31, 2022 (January 1, 2022 - June 30, 2022)" dated August 24, 2022.



| Item                      | Assumptions  |
|---------------------------|--|
| Operating<br>Expenses     | <ul> <li>With respect to real estate leasing expenses, which constitute a major part of the operating expenses, expenses other than depreciation are calculated based on historical data, and variable factors are reflected in the calculation.</li> <li>It is assumed that JPY1,923 million will be recognized as expenses for fixed asset taxes, city planning taxes, etc.</li> <li>Capital expenditure is assumed to be JPY4,497 million (JPY3,197 million for capital expenditure I, JPY1,300 million for capital expenditure II). Capital expenditure III is not planned for the fiscal year ended December 2022.</li> <li>(*) JHR classifies capital expenditures into the following three categories. (I) Capital investment related to renewal of equipment and facilities of buildings which is required to maintain proper values of properties, (II) capital investment for fixtures, furniture and equipment that are not directly related to building structure or facilities but necessary for operating hotels, and (III) strategic capital investment such as renovating guest rooms, etc. for improving the competitiveness of the hotels.</li> <li>Depreciation is calculated using the straight-line method including the planned capital expenditures above, and is assumed to be JPY4,787 million.</li> <li>Repair expenses for buildings are recognized as expenses in the assumed amount necessary for each operating period. Please note that the repair expenses of each operating period may differ materially from the forecast amount for various reasons, such as (1) Emergency repair expenses may be necessary due to damage to buildings from unexpected causes; (2) The amount of repair expenses generally tends to increase in difference over time; and (3) Repair expenses are not required on a regular basis.</li> </ul> |
| Non-operating<br>Expenses | <ul> <li>JPY1,643 million is expected for borrowing-related costs including interest expense, amortization for financing fee, arrangement fee, and other non-operating expenses.</li> <li>Expenses for issuance of new investment units and secondary offering are amortized over a period of three years by the straight-line method.</li> </ul>  |
| Interest-<br>bearing Debt | • JPY164,231 million as balance of total interest-bearing debt (total of loans and investment corporation bonds) as of end of December 2022 is assumed.  |



| Item  | Assumptions   |   |  |  |  |  |  |  |
|---|---|---|--|--|--|--|--|--|
|   | • Dividend per unit for the fiscal year ended December 2022 (23rd assumptions.  | period) is calculated based on the following  |  |  |  |  |  |  |
|   | Net income Reversal of reserve for temporary difference adjustment (negative goodwill)  | JPY2,672 million  |  |  |  |  |  |  |
|   | 50-year amortization amount of negative goodwill (*1)   | JPY262 million  |  |  |  |  |  |  |
|   | Loss on retirement of noncurrent assets (*2)  | JPY57 million   |  |  |  |  |  |  |
|   | Amortization of trademark rights (*3)   | JPY56 million   |  |  |  |  |  |  |
|   | Distributable amount  | JPY3,049 million  |  |  |  |  |  |  |
|   | Total number of investment units issued   | 4,467,006 units   |  |  |  |  |  |  |
|   | Dividend per unit   | JPY682  |  |  |  |  |  |  |
|   | maximum amount, for every fiscal year.  (*2) The amount recognized as a loss on retirement of noncurrent assets difference adjustment (negative goodwill) and is expected to have a straight recognized during the current fiscal year will be appropriated by (negative goodwill) and is expected to have no impact on dividend  • Dividend per unit may fluctuate due to various causes, such as transfer of assets under management, change of tenants, etc. at he hotel business for hotel tenants, etc., unexpected repairs, and act etc.  • The remaining balance of the reserve for temporary difference appropriation of the reserve for temporary difference appropriation of the reserve for temporary difference adjustmen fiscal year ended December 2022 (23rd period) is expected to be | no impact on dividend per unit.  It-line method. Amortization is expected to be reserve for temporary difference adjustment per unit.  If luctuation of rent revenue resulting from otels, change in the business environment of ual number of new investment units issued, et adjustment (negative goodwill) after the trace (negative goodwill) for dividends for the |  |  |  |  |  |  |
| Dividend per<br>Unit<br>Resulting<br>from Excess<br>of Earnings | It is assumed that the excess of earnings (dividend per unit resudistributed.   | ulting from excess of earnings) will not be   |  |  |  |  |  |  |
| Others  | It is assumed that revision in law, tax system, accounting standard, regulations of the listin of the Investment Trusts Association, Japan that may impact the forecast above will not be   |   |  |  |  |  |  |  |



< Reference Information 2> Hotel operation indexes, sales and GOP

The numeral figures are based on figures obtained from hotel lessees, etc. Please note that these figures have not been audited or gone through other procedures. No guarantee is made as to the accuracy or completeness of the figures and information.

ADR (\*1) and RevPAR (\*2) are rounded off to the nearest yen. Sales and GOP are rounded off to the nearest millions of yen. Occupancy rate and comparison with the previous period are rounded off to one decimal place.

#### <1> The 16 HMJ Hotels

|                   |                         |         | ear ended<br>ber 2021 | Fiscal year ended December 2022  |                      |                                     |   |  |
|-------------------|-------------------------|---------|-----------------------|--|----------------------|-------------------------------------|---|--|
|                   |                         | Results | Comparison with 2019  | First half of the<br>year (result)<br>Second half of the<br>year (forecast)<br>Full year<br>(forecast) | Comparison with 2019 | Comparison<br>with previous<br>year | Comparison<br>with previous<br>forecast |  |
|                   | First half of the year  | 26.4%   | (59.5pt)              | 54.6%  | (31.3pt)             | 28.2pt                              | -pt                                     |  |
| Occupancy<br>Rate | Second half of the year | 47.8%   | (40.6pt)              | 73.4%  | (15.0pt)             | 25.6pt                              | 4.2pt                                   |  |
|                   | Full year               | 37.2%   | (50.0pt)              | 64.1%  | (23.0pt)             | 26.9pt                              | 2.1pt                                   |  |
|                   | First half of the year  | 12,615  | (26.2%)               | 12,292   | (28.1%)              | (2.6%)                              | -%                                      |  |
| ADR (*1)          | Second half of the year | 14,038  | (26.2%)               | 17,192   | (9.6%)               | 22.5%                               | 5.9%                                    |  |
|                   | Full year               | 13,537  | (25.1%)               | 15,121   | (16.3%)              | 11.7%                               | 4.2%                                    |  |
| D D.D             | First half of the year  | 3,333   | (77.3%)               | 6,716  | (54.2%)              | 101.5%                              | -%                                      |  |
| RevPAR (*2)       | Second half of the year | 6,709   | (60.1%)               | 12,625   | (24.9%)              | 88.2%                               | 12.3%                                   |  |
|                   | Full year               | 5,035   | (68.0%)               | 9,694  | (38.5%)              | 92.5%                               | 7.8%                                    |  |
| G 1               | First half of the year  | 8,429   | (66.8%)               | 12,720   | (49.8%)              | 50.9%                               | -%                                      |  |
| Sales<br>(JPY1M)  | Second half of the year | 13,140  | (54.0%)               | 22,031   | (22.9%)              | 67.7%                               | 13.0%                                   |  |
|                   | Full year               | 21,569  | (60.0%)               | 34,752   | (35.6%)              | 61.1%                               | 7.9%                                    |  |
|                   | First half of the year  | (164)   | (102.1%)              | 1,536  | (80.5%)              | -%                                  | -%                                      |  |
| GOP<br>(JPY1M)    | Second half of the year | 2,178   | (79.5%)               | 6,222  | (41.4%)              | 185.7%                              | 27.5%                                   |  |
|                   | Full year               | 2,014   | (89.1%)               | 7,757  | (58.0%)              | 285.1%                              | 20.9%                                   |  |

<sup>(\*1)</sup> ADR: Represents average daily rate, which is calculated by dividing revenue of the rooms department (including service charges) for a certain period by the total number of rooms sold during the period. The same shall apply hereinafter.

<sup>(\*2)</sup> RevPAR represents revenue per available room, which is calculated by dividing total room revenue (including service charges) for a certain period by the total number of rooms available for sale during the period. The same shall apply hereinafter.



<2>The 25 Hotels with Variable Rent, etc.

| <u>~2~1116 23 110</u> | otels with Varia        |         |                         | 1  |                      |                                     |   |  |
|-----------------------|-------------------------|---------|-------------------------|--|----------------------|-------------------------------------|---|--|
|                       |                         |         | year ended<br>aber 2021 | Fiscal year ended December 2022  |                      |                                     |   |  |
|                       |                         | Results | Comparison with 2019    | First half of the<br>year (actual)<br>Second half of the<br>year (forecast)<br>Full year<br>(forecast) | Comparison with 2019 | Comparison<br>with previous<br>year | Comparison<br>with previous<br>forecast |  |
|                       | First half of the year  | 29.5%   | (56.0pt)                | 55.8%  | (29.6pt)             | 26.3pt                              | -pt                                     |  |
| Occupancy<br>Rate     | Second half of the year | 48.7%   | (38.6pt)                | 74.2%  | (13.1pt)             | 25.5pt                              | 4.3pt                                   |  |
|                       | Full year               | 39.2%   | (47.2pt)                | 65.1%  | (21.3pt)             | 25.9pt                              | 2.2pt                                   |  |
|                       | First half of the year  | 10,755  | (30.9%)                 | 10,872   | (30.1%)              | 1.1%                                | -%                                      |  |
| ADR                   | Second half of the year | 12,143  | (28.9%)                 | 15,018   | (12.1%)              | 23.7%                               | 6.6%                                    |  |
|                       | Full year               | 11,625  | (28.8%)                 | 13,255   | (18.8%)              | 14.0%                               | 4.6%                                    |  |
|                       | First half of the year  | 3,169   | (76.2%)                 | 6,063  | (54.4%)              | 91.4%                               | -%                                      |  |
| RevPAR                | Second half of the year | 5,913   | (60.4%)                 | 11,140   | (25,3%)              | 88.4%                               | 13.1%                                   |  |
|                       | Full year               | 4,552   | (67.7%)                 | 8,623  | (38.9%)              | 89.4%                               | 8.2%                                    |  |
| G 1                   | First half of the year  | 9,512   | (67.3%)                 | 14,364   | (50.6%)              | 51.0%                               | <b>−</b> %                              |  |
| Sales<br>(JPY1M)      | Second half of the year | 14,567  | (55.0%)                 | 24,735   | (23.6%)              | 69.8%                               | 13.6%                                   |  |
|                       | Full year               | 24,079  | (60.8%)                 | 39,100   | (36.4%)              | 62.4%                               | 8.2%                                    |  |
| GOP<br>(JPY1M)        | First half of the year  | (96)    | (101.0%)                | 1,819  | (80,8%)              | -%                                  | -%                                      |  |
|                       | Second half of the year | 2,463   | (79.9%)                 | 7,055  | (42.3%)              | 186.4%                              | 31.0%                                   |  |
|                       | Full year               | 2,367   | (89.1%)                 | 8,874  | (59,1%)              | 274.9%                              | 23.1%                                   |  |