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Notice Concerning Revision of Operating Forecast and Forecast of Dividend for the Fiscal Year Ended December 2017 (18th Period), and Operating Forecast and Forecast of Dividend for the Fiscal Year Ending December 2018 (19th Period)

Japan Hotel REIT Investment Corporation (hereinafter called "JHR") informs you of the revision of the operating forecast and forecast of dividend for the full year of the fiscal year ended December 2017 (January 1, 2017 through December 31, 2017), which was announced in the "Midterm Financial Report for the Fiscal Year Ending December 31, 2017" dated August 22, 2017, and newly informs you of the operating forecast and forecast of dividend for the fiscal year ending December 2018 (January 1, 2018 through December 31, 2018) as follows:

1. Revision of the operating forecast and forecast of dividend for the full year of the fiscal year ended December 2017

(January 1, 2017 through December 31, 2017)

	Operating revenue	Operating income	Ordinary income	Net income	Dividend per unit (Excess of earnings exclusive)	Dividend per unit resulting from excess of earnings
Previous forecast	JPY1M	JPY1M	JPY1M	JPY1M	JPY	JPY
(A)	25,573	15,523	13,693	13,692	3,590	0
Revised forecast	JPY1M	JPY1M	JPY1M	JPY1M	JPY	JPY
(B)	25,482	15,754	13,996	13,994	3,680	0
Variance	JPY1M	JPY1M	JPY1M	JPY1M	JPY	JPY
(C)=(B)-(A)	(91)	230	302	302	90	0
Variance	%	%	%	%	%	%
(D)=(C)/(A)	(0.4)	1.5	2.2	2.2	2.5	0.0

(Reference) Forecast of net income per unit for the full year: ¥3,603 (Calculated based on the average number of investment units during the period (3,883,679 units))

- (*1) Dividend per unit is calculated based on the number of investment units issued as of today: 4,010,847units.
- (*2) Reserve for temporary difference adjustment in the amount of ¥768 million is planned to be allocated as a part of dividend payment.
- (*3) Amounts are rounded down to the nearest millions of yen, and percentage figures are rounded off to one decimal place.



2. Operating forecast and forecast of dividend for the fiscal year ending December 2018 (January 1, 2018 through December 31, 2018)

	Operating revenue	Operating income	Ordinary income	Net income	Dividend per unit (Excess of earnings exclusive)	Dividend per unit resulting from excess of earnings
Fiscal year ending December 2018	JPY1M	JPY1M	JPY1M	JPY1M	JPY	JPY
Midterm	12,177	7,098	6,242	6,242	_	_
Fiscal year ending December 2018	JPY1M	JPY1M	JPY1M	JPY1M	JPY	JPY
Full year	26,567	16,094	14,295	14,294	3,705	0

(Reference) Forecast of net income per unit for the full year: ¥3,564

(Calculated based on the forecast of the average number of investment units during the period (4,010,847 units))

- (*1) Dividend per unit is calculated based on the number of investment units issued as of today: 4,010,847 units.
- (*2) Reserve for temporary difference adjustment in the amount of ¥565 million is planned to be allocated as a part of dividend payment.
- (*3) For the assumptions of the operating forecast above, please see "<Reference Information> Assumptions of the operating forecast for the full year of the fiscal year ending December 2018 (19th period)" below.
- (*4) Amounts are rounded down to the nearest millions of yen, and percentage figures are rounded off to one decimal place.
- 3. Rationale for the revisions of the operating forecast for the full year of the fiscal year ended December 2017 (January 1, 2017 through December 31, 2017)

Although the variable rent of the six *the b* hotels (*1) is expected to increase compared with the previous forecast, the variable rent of the twelve HMJ hotels (*2) and the six Accor hotels (*3) are assumed to be lower than the previous forecast. As a result, JHR expects operating revenue to decrease by \$91 million compared with the previous forecast.

On the other hand, as a result of reviewing expenses, JHR forecasts a decrease in operating expenses such as various expenses related to properties and depreciation, etc. by ¥321 million and a decrease in non-operating expenses, etc. by ¥71 million. Consequently, JHR expects an increase in dividend per unit by ¥90 compared with the previous forecast.

For hotel sales and hotel GOP (*4) for the twelve HMJ hotels, the six Accor hotels, and the six *the b* hotels, please refer to <Reference Materials 1 > <1 > Sales and GOP of the Twelve HMJ Hotels, <2 > Sales and GOP of the Six Accor Hotels, and <3 > Sales and GOP of the Six *the b* Hotels below.

- (*1) The six *the b* hotels are the b suidobashi, the b akasaka-mitsuke, the b ikebukuro, the b ochanomizu, the b hachioji and the b hakata. The same shall apply hereafter.
- (*2) The five HMJ hotels are Kobe Meriken Park Oriental Hotel, Oriental Hotel tokyo bay, Namba Oriental Hotel, Hotel Nikko Alivila, and Oriental Hotel Hiroshima. The nine HMJ hotels are the five HMJ hotels plus Okinawa Marriott Resort & Spa, Sheraton Grand Hiroshima Hotel, which is the major facility of ACTIVE-INTER CITY HIROSHIMA, Hotel Centraza Hakata and Holiday Inn Osaka Namba. The twelve HMJ hotels are the nine HMJ hotels plus Hilton Tokyo Narita Airport, International Garden Hotel Narita, and Hotel Nikko Nara. HMJ is the abbreviation for Hotel Management Co., Ltd. The same shall apply hereinafter.



- (*3) The six Accor hotels are ibis Tokyo Shinjuku, ibis Styles Kyoto Station, ibis Styles Sapporo, Mercure Sapporo, Mercure Okinawa Naha, and Mercure Yokosuka. The same shall apply hereafter.
- (*4) GOP is Gross Operating Profit, which is the remaining amount calculated by deducting expenses incurred from hotel operation, such as personnel cost and general and administrative expenses, from hotel sales. The same shall apply hereafter.
- 4. Highlights of the operating forecast and forecast of dividend for the full year of the fiscal year ending December 2018 (January 1, 2018 through December 31, 2018)

Comparison between the operating forecast for the fiscal year ending December 2018 (19th Period) and the operating forecast for the full year of the fiscal year ended December 2017 (18th Period), and major factors causing the variance forecast are as follows.

									(millions of yen)
		18th F	Period	19th Period	Compari	son with			
		Previous Forecast	Forecast This Time	Forecast (*2)	the Pro	evious	Three Properties acquired for the 18th period	Existing Properties	Main Factors Causing the Variance
		(*1)	(A)	(B)	(B)-(A)	Ratio	(*3)		
Properties	No. of properties	44	44	44	-	-			
	Acquisition price	319,474	319,474	319,474	-	-			
	Operating revenue	25,573	25,482	26,567	1,085	4.3%	1,117	(31)	
	Real estate operating revenue	25,573	25,482	26,567	1,085	4.3%	1,117	(31)	
	Fixed rent	Composition	Composition	Composition					
	- TAGE TOILE	55.7% 14,240	55.8% 14,212	56.0% 14,878	665	4.7%	663	2	
Profit and Loss	Variable rent	44.3% 11,332	44.2% 11,270	44.0% 11,689	419	3.7%	453	(34)	①The eight HMJ hotels (*5) increase in variable rent: JPY217M ②Decrease in variable rent due to renovation of Hotel Centraza Hakata: JPY(328)M ③The six Accor hotels increase in income from management contracts, etc.: JPY166M ④The six the b hotels decrease in variable rent: JPY(30)M ⑤Decrease in revenue sharing, etc.: JPY(59)M
	NOI (*4)	21,349	21,418	22,186	768	3.6%	969	(201)	
	NOI yield NOI after	6.7%	6.7%	6.9%	0.2%				
	depreciation (*4) NOI yield after depreciation	17,461 5.5%	17,563 5.5%	18,062 5.7%	498 0.2%	2.8%	731	(232)	
	Operating income	15,523	15,754	16,094	340	2.2%			
	Ordinary income	13,693	13,996	14,295	299	2.1%			
	Net income	13,692	13,994	14,294	299	2.1%			
	Use of negative goodwill	706	768	565	(202)	(26.4)%		ar amortiza	ation JPY262M, loss on retirement of
Dividend	Total dividends	14,398	14,759	14,860	100	0.7%			nd correspondence to dilution JPY374M.
	No. of units issued	4,010,847	4,010,847	4,010,847		-			ation JPY262M, loss on retirement of I correspondence to major renovation work
	Dividend per unit (JPY)	3,590	3,680	3,705	25	0.7%	JPY265M.		,

- (*1) Operating forecast for the fiscal year ended December 2017 (18th period) announced in "Midterm Financial Report for the Fiscal Year Ending December 31, 2017" dated August 22, 2017.
- (*2) For the assumptions of the forecast for the fiscal year ending December 2018 (19th Period), please see "<Reference Information> Assumptions of the operating forecast for the full year of the fiscal year ending December 2018 (19th Period)."
- (*3) Three properties, which are Hilton Tokyo Narita Airport, International Garden Hotel Narita, and Hotel Nikko Nara, purchased in the fiscal year ended December 2017 (18th Period).
- (*4) Each is calculated using the following formula. The same shall apply hereafter.

 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

- (*5) The eight HMJ hotels are the eight hotels that exclude Hotel Centraza Hakata from the nine HMJ hotels.
- (*6) For detail of amount for use of negative goodwill in the fiscal year ending December 2018 (19th Period), please see "<Reference Information> Assumptions of the operating forecast for the full year of the fiscal year ending December 2018 (19th period)" below.

The above is the operating forecast 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: http://www.jhrth.co.jp/en/

Note:



<Reference Information>

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Assumptions of the	operating forecast	for the full v	zear of the fiscal	vear enging 12	ecemper 2018 (19th period)

Item	of the operating forecast for the full year of the fiscal year ending December 2018 (19th period) Assumptions							
Calculation	• Full year of the fiscal year ending December 2018 (19th Period): January 1, 2018 through December 31, 2018 (365							
period	days)							
periou		• The 44 properties owned by JHR as of today are assumed, and it is also assumed that there will be no change in						
A . 1		-	-					_
Assets under management								-
management	place.	uits may muctu	ate depending	on the chan	ges III assets	dilder illai	nagement th	iai may take
						C . 1		
	• Operating revenue is ca					-		
	competitiveness of hote facilities other than hote							-
	lease contracts is include		ii iaciiities and	offices, etc.,	, operating re	venue care	urated baset	on the said
	• Rents, etc. of the main h		ated based on t	he following	assumptions	S.		
	(1) The Twelve HMJ Hot	els						
	The assumptions of the	fixed rent and v	ariable rent for	the twelve I	HMJ hotels a	re as follow	/s.	
	Total amount of rent= F	ixed rent + Vari	able rent					
	Variable rent = [Total G			mount] × Va	riable rent ra	tio (%)		
	The fiscal year ending I	December 2018	(19th period)	1	1	1	(Unit: milli	ons of yen)
			Total GOP of	GOP base	Variable	Variable	Fixed	Total
		M. I	the hotel(s)	amount	rent ratio	rent	rent	rent
	The Five HMJ Hotels	Midterm	3,142 8,078	1,675	85.0%	1,247	1,610 3,221	2,857 7,239
	Okinawa Marriott	Full year Midterm	439	3,351 350		4,018	274	355
	Resort & Spa	Full year	1,471	700	90.0%	694	550	1,244
	Sheraton Grand	Midterm	428	234		160	174	334
Operating	Hiroshima Hotel (*1)	Full year	948	468	82.5%	396	348	744
revenue	Hotel Centraza	Midterm	448	212		145	199	345
	Hakata (*2)	Full year	586	425	90.0%	145	400	545
	Holiday Inn	Midterm	607	325		261	288	549
	Osaka Namba	Full year	1,269	650	92.5%	572	576	1,148
	Hilton Tokyo Narita	Midterm	429	275		133	222	355
	Airport	Full year	921	550	86.5%	321	444	765
	International Garden	Midterm	266	180	00.004	84	168	252
	Hotel Narita	Full year	552	360	98.0%	188	336	524
	II (INTII NI	Midterm	416	235	01.50/	165	210	375
	Hotel Nikko Nara	Full year	864	470	91.5%	361	420	781
	Total	Midterm	6,178	-	-	2,278	3,147	5,426
	Total	Full year	14,693	-		6,698	6,295	12,993
	(*1) Stating the rent for She			•				
	the office building and							
	for the midterm and ¥4						a revenue-lin	ked rent
	agreement with some r					-	andina Dasser	shar 2019 44-
	(*2) Due to the impact of	the major renova		luled in the 2i		-	-	ioei 2018, the

Note:

This document is intended to serve as a press release to make available the information on the revision of the operating forecast and forecast of dividend for the fiscal year ended December 2017 (18th period), and on the notice of operating forecast and forecast of dividend for the fiscal year ending December 2018 (19th period) of JHR. This document should not be construed as an offer to sell or solicitation of an offer to purchase any investment units or other investment of JHR. Prospective investors are advised to make any investment decisions at their own risk and responsibility.

variable rent for the full year as a maximum amount is recognized as the estimated variable rent for the midterm.



Item	Assumptions
	(*3) Please refer to " <reference 1="" materials=""> <1> Sales and GOP of the Twelve HMJ Hotels" below for the comparison of sales and GOP, etc. of the twelve HMJ hotels.</reference>

(2) The Six Accor Hotels

Income from management contracts and variable rent of the six Accor hotels

(Unit: millions of yen)

	ibis Tokyo Shinjuku	ibis Styles Kyoto Station	ibis Styles Sapporo	Mercure Sapporo	Mercure Okinawa Naha	Mercure Yokosuka	Total
Midterm	240	249	280	268	238	138	1,415
Full year	482	527	668	667	488	262	3,096

- (*1) Please refer to "<Reference Materials 1> <2> Sales and GOP of the Six Accor Hotels" below for the comparison of sales and GOP, etc. of the six Accor hotels.
- (*2) For income from management contracts, it is assumed that each hotel's GOP amount is recognized as income from management contracts and the management contract fees to be paid by JHR are recognized as an operating expense. In cases where certain revenue from non-hotel tenant(s), etc. is included in the hotel's GOP, such tenant revenue is subtracted from GOP to calculate income from management contracts. Such tenant revenue is recognized as parking revenue.
- (*3) Mercure Sapporo includes variable rent which is linked to the sales of tenant(s) other than the hotel.

(3) The Six the b Hotels

The fiscal year ended December 2017 (18th Period)

(Unit: millions of yen)

		Variable Rent	Fixed Rent	Total Rent
the b suidobashi	Midterm	12	42	54
the b suidobashi	Full year	27	84	112
the b akasaka-mitsuke	Midterm	49	68	118
the b akasaka-mitsuke	Full year	99	136	236
the b ikebukuro	Midterm	65	109	175
the b ikebukuro	Full year	137	219	357
the b ochanomizu	Midterm	16	34	51
the b ochanomizu	Full year	36	69	105
the b beekieii	Midterm	30	61	92
the b hachioji	Full year	63	122	185
41-1-1-4-	Midterm	74	44	119
the b hakata	Full year	160	89	249
Total	Midterm	250	361	611
10181	Full year	524	722	1,246

^(*1) Fixed rent includes rent from non-hotel tenant(s).

Note:

^(*2) Please refer to "<Reference Materials 1> <3> Sales and GOP of the Six *the b* Hotels" below for the comparison of sales and GOP, etc. of the six *the b* hotels.



Item	Assumptions				
	(4) Other hotels subject to variable rent				
	Variable rent from other hotels subject to variable	e rent (Unit: millions of yes		
		Midterm	Full year		
	Smile Hotel Nihombashi Mitsukoshimae	18	18		
	Hotel Vista Kamata Tokyo	_	16		
Operating	Chisun Inn Kamata	37	79		
revenue	Hotel Keihan Universal City	Undisclosed (*)	Undisclosed (*)		
revenue	Hotel Sunroute Shinbashi	97	97		
	Hilton Tokyo Bay	Undisclosed (*)	Undisclosed (*)		
	Hilton Nagoya	Undisclosed (*)	Undisclosed (*)		
	Total	816	1,356		



Item	A	Assumptions					
	• The following is the breakdown of variable rent and <breakdown end<="" fiscal="" for="" of="" rent="" td="" the="" variable="" year=""><td>ing December 2018</td><td></td><td></td></breakdown>	ing December 2018					
		Midterm	Full year				
	The Twelve HMJ Hotels (*2)	2,285	6,712	-			
	The Six Accor Hotels	1,415	3,096				
	The Six the b Hotels	250	524				
O	Other hotels with variable rent (7 hotels)	816	1,356				
Operating revenue	Total (31 hotels)	4,767	11,689	-			
	 (*1) For details of variable rent and income from management contracts, please refer to page 65, "D. Overview of the hotel business (1) Rent structures of hotels with variable rent, management contract or revenue sharing," of the "Midterm Financial Report for the Fiscal Year Ending December 31, 2017 (January 1, 2017 – December 31, 2017)" dated August 22, 2017. (*2) These figures include ¥6 million for the midterm and ¥13 million for the full year as variable rent pursuant to a revenue-linked rent agreement with some retail tenants. 						
Operating expenses	 With respect to real estate leasing expenses, whi other than depreciation are calculated based on his It is assumed that ¥1,693 million will be recognitaxes and public dues. In general, fixed asset tax and city planning tax and the previous owners at the time of acquisition, call settlement amount is included in the acquisition properiod. Also, the fixed asset tax and city planning for the fiscal year ending December 2018 (19th International Garden Hotel Narita, and Hotel Nikl period) are assumed to be ¥124 million, which is 12 months). Depreciation is calculated using the straight-line planned capital expenditures ¥3,186 million (cap million, and capital expenditures III ¥391 million (*) JHR classifies capital expenditures into the renewal of buildings, facilities, and equipment capital investment for fixtures and furniture recessary for operating hotels, and (III) strate maintaining/improving the competitiveness of Repair expenses for buildings are recognized as a period. Please note that the repair expenses of amount for various reasons, such as; (1) Emergence from unexpected causes; (2) The amount of repain and (3) Repair expenses are not required on a regular. 	storical data, and variated as expenses for an adother taxes and pull deulated on a pro ratarice, and it will not be a tax and other taxes as period) for the three as Nara) acquired in equivalent to nine much method, and is estimated expenditures I \(\frac{1}{2}\) (*)) for the fiscal years of following three caunt which is required that are not directly regic capital investment of the hotels. Expenses in the estimated of the expenses in the estimated of the expenses in the estimated of the period of the period of the expenses in the estimated of the expenses in the expenses in the expenses in the expenses in the expenses generally the expenses of the expenses generally the expenses of the expenses of the expenses generally the expenses of t	able factors are reflectifixed asset tax, city polic dues on acquired basis of the holding perecognized as expensand public dues to be properties (Hilton 1) the fiscal year ended onths (¥166 million, where the maintain proper value and public dues to be a properties (Hilton 1) the fiscal year ended onths (¥166 million, where the maintain proper value and the maint	assets are settled with period. For JHR, such ses for the calculation recorded as expenses Tokyo Narita Airport, December 2017 (18th which is equivalent to million, including the expenditures II ¥897 018 (19th period). investment related to lues of properties, (II) ucture or facilities but guest rooms, etc. for ary for each operating ally from the forecast o damage to buildings			
Non-operating expenses	 ¥1,806 million is expected for all non-operar amortization for the following (1) handling fees at Expenses for issuance of new investment units and by the straight-line method. 	nd (2) derivative instr	ruments (interest rate	caps).			



Item	Assumptions	
	• The balance of interest-bearing debt (sum of loans and investment corp	poration bonds) was ¥140,399 million as of
	December 31, 2017, and it is assumed that the balance of interest-balance	earing debt will be ¥140,374 million as of
Interest-	December 31, 2018.	
bearing debt	• It is assumed that ¥17,997 million loans, which are due in the fiscal year	r ending December 2018 (19th period), will
bearing debt	be refinanced.	
	• It is assumed that the contractual repayment in the fiscal year ending D	December 2018 (19th period) in the amount
	of ¥25 million will be paid by cash on hand.	
Issuance of	• The number of investment units issued as of today (4,010,847 units) is	
investment	• It is assumed that there will be no additional issuance of investment un	its through to the end of the fiscal year
units	ending December 2018 (19th period).	N: 1 14 11 1 4 CH :
	• Dividend per unit for the fiscal year ending December 2018 (19th periods)	od) is calculated based on the following
	assumptions.	
	Net income	¥14,294 million
	Use of reserve for temporary difference adjustment (negative goodwil	
	Negative goodwill – 50-year amortization amount (*1)	¥262 million
	Loss on retirement of noncurrent assets (*2)	¥38 million
	Correspondence to major renovation (*3)	¥265 million
	Distributable amount	¥14,860 million
	Total number of investment units issued	4,010,847 units
	Dividend per unit	¥3,705
Dividend per unit	 (*1) ¥262 million (hereinafter called "50-year amortization amordividends, with the remaining balance of the reserve for the maximum amount, for every year from the fiscal year ended I (*2) The amount recognized as a loss on retirement of noncurrent temporary difference adjustment (negative goodwill) and is equal. (*3) Major renovation (hereinafter the "Renovation") is planned to Renovation will suspend the hotel operation from October 20 consideration the effect of the Renovation on dividend, § difference between NOI after depreciation of Hotel Centraza 2017 (18th period) and NOI after depreciation for the fiscal will be appropriated by reserve for temporary difference accepted of the Renovation is changed, the amount to be reven adjustment may be reviewed. 	emporary difference adjustment set as the December 2017 (18th period). It assets will be appropriated by reserve for expected to have no impact on dividend per to be implemented at Hotel Centraza and the 1018 to the end of March 2019. Taking into 1265 million, which is equivalent to the Hakata for the fiscal year ended December 12018 (19th period), djustment (negative goodwill). In case the
	 Dividend per unit may fluctuate due to various causes, such as fluctuation assets under management, change of tenants, etc. at hotels, change in the of tenants, etc., unexpected repairs, and actual number of new units issed. The remaining balance of the reserve for temporary difference appropriation of the reserve for temporary difference adjustment (negular year ending December 2018 (19th period) is expected to be ¥11,793 minutes. 	the business environment for hotel business ued, etc. adjustment (negative goodwill) after the ative goodwill) for dividends for the fiscal



Dividend per unit resulting from excess of earnings	It is assumed that the excess of earnings (dividend per unit resulting from excess of earnings) will not be distributed.
Other	 It is assumed that revision in law, tax system, accounting standard, regulations of the listing, regulations of The Investment Trusts Association, Japan that may impact the forecast above will not be made. It is assumed that unexpected major incident will not occur in the general economy, real estate market and hotel business environment, etc. The numerical values are rounded down to the nearest millions of yen in the assumptions above.



<Reference Materials 1>

Of the hotels that have adopted variable rent, the following presents sales and GOP of the twelve HMJ hotels, the six Accor hotels and the six *the b* hotels. The numerical figures are based on figures obtained from hotel lessees, etc. Please note that these numbers have not been audited or gone through other procedures. No guarantee is made as to the accuracy or completeness of the numbers and information. Sales and GOP are rounded off to the nearest millions of yen. Comparison with the previous period is rounded off to one decimal place.

<1> Sales and GOP of the Twelve HMJ Hotels

(1) Hotel sales (by hotel)

(Unit: millions of yen)

Sales of the Twelve HMJ Hotels		(Fiscal y	2016 ear ended er 2016)		FY 2017 ar ended Dec	FY 2018 (Fiscal year ending December 2018)		
		Actual	Comparison with the previous period	Forecast this time First half: actual Second half: forecast	Comparison with the previous forecast	Comparison with the previous period	Forecast this time	Comparison with the previous period
Kobe Meriken Park	First half of the year	2,465	1.7%	2,431	0.0%	(1.4)%	2,510	3.3%
Oriental Hotel	Second half of the year	2,896	2.4%	2,919	1.7%	0.8%	2,861	(2.0)%
Official Hotel	Full year	5,361	2.1%	5,350	0.9%	(0.2)%	5,371	0.4%
Oni - 1 1 1 - 4 - 1	First half of the year	3,454	1.7%	3,319	0.0%	(3.9)%	3,276	(1.3)%
Oriental Hotel tokyo bay	Second half of the year	3,817	(2.8)%	3,521	(3.4)%	(7.8)%	3,611	2.6%
tokyo bay	Full year	7,271	(0.7)%	6,840	(1.8)%	(5.9)%	6,887	0.7%
	First half of the year	1,386	16.6%	1,394	0.0%	0.6%	1,421	1.9%
Namba Oriental Hotel	Second half of the year	1,491	11.1%	1,487	1.1%	(0.2)%	1,531	2.9%
	Full year	2,877	13.7%	2,882	0.6%	0.1%	2,952	2.5%
	First half of the year	2,421	1.8%	2,568	0.0%	6.1%	2,682	4.4%
Hotel Nikko Alivila	Second half of the year	3,734	4.6%	3,817	0.1%	2.2%	4,011	5.1%
	Full year	6,155	3.5%	6,385	0.1%	3.7%	6,693	4.8%
	First half of the year	1,025	3.4%	993	0.0%	(3.0)%	966	(2.7)%
Oriental Hotel Hiroshima	Second half of the year	1,216	6.4%	1,154	(4.6)%	(5.1)%	1,206	4.5%
HiiOsiiiiia	Full year	2,240	5.0%	2,147	(2.5)%	(4.2)%	2,172	1.2%
	First half of the year	10,751	3.6%	10,706	0.0%	(0.4)%	10,856	1.4%
Total of the Five	Second half of the year	13,154	2.7%	12,898	(0.9)%	(1.9)%	13,220	2.5%
HMJ Hotels	Full year	23,905	3.1%	23,604	(0.5)%	(1.3)%	24,076	2.0%
	First half of the year	1,607	(0.4)%	1,692	0.0%	5.3%	1,759	3.9%
Okinawa Marriott	Second half of the year	2,326	(3.2)%	2,471	2.8%	6.2%	2,537	2.7%
Resort & Spa	Full year	3,933	(2.1)%	4,163	1.6%	5.9%	4,296	3.2%
	First half of the year	1,369	1.7%	1,601	0.0%	17.0%	1,536	(4.1)%
Sheraton Grand	Second half of the year	1,627	8.3%	1,729	12.6%	6.3%	1,721	(0.5)%
Hiroshima Hotel	Full year	2,996	5.2%	3,330	6.2%	11.2%	3,257	(2.2)%
	First half of the year	1,155	2.8%	1,266	0.0%	9.5%	1,195	(5.5)%
Hotel Centraza Hakata	Second half of the year	1,265	5.0%	1,197	2.4%	(5.4)%	641	(46.4)%
	Full year	2,421	3.9%	2,463	1.2%	1.7%	1,837	(25.4)%
	First half of the year	1,104	32.7%	1,011	0.0%	(8.4)%	1,025	1.3%
Holiday Inn	Second half of the year	1,103	(2.7)%	1,060	(0.1)%	(3.8)%	1,090	2.8%
Osaka Namba	Full year	2,206	12.3%	2,072	(0.0)%	(6.1)%	2,115	2.1%
	First half of the year	15,985	4.5%	16,276	0.0%	1.8%	16,370	0.6%
Total of Nine HMJ	Second half of the year	19,476	2.2%	19,356	0.9%	(0.6)%	19,210	(0.8)%
Group Hotels	Full year	35,461	3.3%	35,632	0.5%	0.5%	35,580	(0.1)%

Note:



(Unit: millions of yen)

							(Omt. mim	ons or yen,	
		F	Y 2016		FY 2017		FY 2018		
Sales of the Twelve HMJ Hotels		(Fiscal year ended		(Fiscal year	ended Decemb	(Fiscal year ending			
		Dece	mber 2016)				December 2018)		
		Actual	Comparison with the previous period	Forecast this time First half: actual Second half: forecast	Comparison with the previous forecast	Actual	Comparison with the previous period	Forecast this time First half: actual Second half: forecast	
Hilton Tokyo	First half of the year	1,420	(0.8)%	1,542	0.0%	8.6%	1,575	2.2%	
Narita Airport	Second half of the year	1,566	2.8%	1,683	0.7%	7.4%	1,678	(0.3)%	
Tarita / Airport	Full year	2,986	1.1%	3,224	0.4%	8.0%	3,253	0.9%	
International	First half of the year	734	11.9%	705	0.0%	(4.1)%	692	(1.8)%	
Garden Hotel	Second half of the year	718	8.5%	727	(0.5)%	1.2%	728	0.2%	
Narita	Full year	1,453	10.2%	1,431	(0.3)%	(1.5)%	1,420	(0.8)%	
	First half of the year	1,483	(1.4)%	1,458	0.0%	(1.7)%	1,501	3.0%	
Hotel Nikko Nara	Second half of the year	1,521	(2.4)%	1,515	(0.0)%	(0.4)%	1,578	4.2%	
	Full year	3,003	(1.9)%	2,973	(0.0)%	(1.0)%	3,079	3.6%	
Total of the	First half of the year	19,622	3.9%	19,980	0.0%	1.8%	20,139	0.8%	
Twelve HMJ	Second half of the year	23,281	2.1%	23,280	0.8%	(0.0)%	23,194	(0.4)%	
Hotels	Full year	42,903	2.9%	43,260	0.4%	0.8%	43,333	0.2%	
(Reference)									
Total of the	First half of the year	18,467	4.0%	18,715	0.0%	1.3%	18,943	1.2%	
Eleven HMJ	Second half of the year	22,015	2.0%	22,083	0.7%	0.3%	22,553	2.1%	
Hotels (*3)		40 400	2.00/	40.707	0.40/	0.00/	41 406	1.70/	

Hotels (*3) Full year 40,483 2.9% 40,797 0.4% 0.8% 41,496 1.7% (*1) Hotel Centraza Hakata and Holiday Inn Osaka Namba were acquired on April 1, 2016 and August 1, 2016, respectively. The figures for the fiscal year ended December 2016 are for the entire year including prior to the acquisition.

(2) Hotel GOP

(Unit: millions of yen)

(Cint. minions of yen)										
GOP and Ratio of GOP of the Twelve HMJ Hotels (*1)		FY 2016 (Fiscal year ended December 2016)		(Fiscal year	FY 2017 ended Decemb	FY 2018 (Fiscal year ending December 2018)				
		Actual	Comparison with the previous period	actual	Comparison with the previous forecast	Actual	Comparison with the previous period	Forecast this time First half: actual Second half: forecast		
Total of the Nine	GOP	12,010	10.1%	12,457	0.2%	3.7%	12,355	(0.8)%		
HMJ Hotels	Ratio of GOP	33.9%	2.1%	35.0%	(0.1)%	1.1%	34.7%	(0.2)%		
Total of the Twelve HMJ	GOP	14,124	10.4%	14,701	0.0%	4.1%	14,693	(0.1)%		
Hotels	Ratio of GOP	32.9%	2.2%	34.0%	(0.1)%	1.1%	33.9%	(0.1)%		

(Reference)

(11010101100)								
Total of the Eleven	GOP	13,299	10.1%	13,750	(0.3)%	3.4%	14,107	2.6%
HMJ Hotels	Ratio of GOP	32.9%	2.2%	33.7%	(0.2)%	0.9%	34.0%	0.3%

^(*2) For the properties acquired during the fiscal year ended December 2017 (Hilton Tokyo Narita Airport, International Garden Hotel Narita, and Hotel Nikko Nara), the figures for the fiscal year ended December 2016 and the fiscal year ended December 2017 are the numbers for the entire year including period prior to the acquisition.

^(*3) The figures are the total amount of the Eleven HMJ Hotels excluding Hotel Centraza Hakata in order to exclude the impact of the major renovation of Hotel Centraza Hakata which is planning to suspend the hotel operation from October 2018 to the end of March 2019.



- (*1) Ratio of GOP refers to the ratio of GOP to sales. The same shall apply hereinafter.
- (*2) Hotel Centraza Hakata and Holiday Inn Osaka Namba were acquired on April 1, 2016 and August 1, 2016, respectively. The figures for the fiscal year ended December 2016 are for the entire year including prior to the acquisition.
- (*3) For the properties acquired during the fiscal year ended December 2017 (Hilton Tokyo Narita Airport, International Garden Hotel Narita, and Hotel Nikko Nara), the figures for the fiscal year ended December 2016 and the fiscal year ended December 2017 are numbers for the entire year including period prior to the acquisition.



- <2> Sales and GOP of the Six Accor Hotels
- (1) Hotel sales (by hotel)

(Unit: millions of yen)

Sales of the Six Accor Hotels		FY 2016 (Fiscal year ended December 2016)			FY 2017 ar ended Dece	FY 2018 (Fiscal year ending December 2018)		
		Actual	Comparison with the previous period	Forecast this time First half: actual Second half: forecast	Comparison with the previous forecast	Comparison with the previous period	Forecast this time	Comparison with the previous period
	First half of the year	406	(10.3)%	365	0.0%	(10.1)%	479	31.2%
ibis Tokyo Shinjuku	Second half of the year	426	1.3%	408	(6.9)%	(4.3)%	486	19.1%
	Full year	832	(4.7)%	773	(3.8)%	(7.1)%	965	24.8%
11: 04 1 17 4	First half of the year	464	30.0%	482	0.0%	3.7%	460	(4.4)%
ibis Styles Kyoto Station	Second half of the year	513	12.3%	502	(4.7)%	(2.1)%	496	(1.2)%
Station	Full year	977	20.1%	984	(2.5)%	0.7%	957	(2.8)%
	First half of the year	490	14.3%	548	0.0%	11.9%	576	5.0%
ibis Styles Sapporo	Second half of the year	633	7.1%	667	(0.6)%	5.5%	703	5.3%
	Full year	1,122	10.1%	1,215	(0.4)%	8.3%	1,278	5.2%
	First half of the year	546	9.3%	596	0.0%	9.3%	623	4.4%
Mercure Sapporo	Second half of the year	708	5.3%	753	0.5%	6.4%	789	4.8%
	Full year	1,254	7.0%	1,350	0.3%	7.6%	1,412	4.6%
M OI:	First half of the year	489	20.2%	532	0.0%	8.7%	553	4.0%
Mercure Okinawa Naha	Second half of the year	560	8.6%	563	(3.1)%	0.6%	575	2.1%
	Full year	1,049	13.7%	1,095	(1.6)%	4.4%	1,128	3.0%
	First half of the year	569	3.5%	551	0.0%	(3.2)%	549	(0.4)%
Mercure Yokosuka	Second half of the year	502	(2.0)%	487	(7.1)%	(2.9)%	535	9.9%
	Full year	1,071	0.8%	1,038	(3.5)%	(3.1)%	1,084	4.4%
Tradical Ca	First half of the year	2,965	10.0%	3,074	0.0%	3.7%	3,240	5.4%
Total of the Six	Second half of the year	3,341	5.5%	3,381	(3.2)%	1.2%	3,584	6.0%
Accor Hotels	Full year	6,306	7.6%	6,455	(1.7)%	2.4%	6,824	5.7%

^(*) ibis Tokyo Shinjuku has implemented the renovation of the guest rooms with suspension of sales in a part of guest rooms for both the fiscal year ended December 2016 and the fiscal year ended December 2017.

(2) Hotel GOP

(Unit: millions of yen)

GOP and ratio of GOP of the Six Accor Hotels	FY 2016 (Fiscal year ended December 2016)		(Fiscal y	FY 2017 ear ended Dece	FY 2018 (Fiscal year ending December 2018)		
	Actual	Comparison with previous period	Forecast this time	with nrev		Forecast this time	Comparison with previous period
Total of the Six Accor Hotels	2,885	14.9%	3,001	(1.3)%	4.0%	3,158	5.2%
Ratio of GOP to sales	45.8%	2.9%	46.5%	0.2%	0.7%	46.3%	(0.2)%

Note:



- <3> Sales and GOP of the Six the b Hotels
- (1) Hotel sales (by hotel)

(Unit: millions of yen)

				v				ions of yen)
Sales of the Six <i>the b</i> Hotels		FY 2016 (Fiscal year ended December 2016)			FY 2017 ar ended Dec	FY 2018 (Fiscal year ending December 2018)		
		Actual	Compariso n with previous period	Forecast this time First half: actual Second half: forecast	Comparison with the previous forecast	Comparison with previous period	Forecast this time	Compariso n with previous period
	First half of the year	242	9.4%	215	0.0%	(11.2)%	208	(3.3)%
the b akasaka-mitsuke	Second half of the year	226	(6.7)%	219	(1.5)%	(3.2)%	210	(3.9)%
	Full year	468	1.0%	434	(0.8)%	(7.4)%	418	(3.6)%
	First half of the year	323	7.3%	306	0.0%	(5.3)%	306	(0.0)%
the b ikebukuro	Second half of the year	312	(3.7)%	311	(1.9)%	(0.5)%	316	1.7%
	Full year	635	1.6%	616	(1.0)%	(2.9)%	621	0.8%
	First half of the year	131	(0.8)%	130	0.0%	(0.9)%	130	0.0%
the b ochanomizu	Second half of the year	135	3.5%	134	0.1%	(0.9)%	133	(0.3)%
	Full year	266	1.3%	264	0.1%	(0.9)%	263	(0.2)%
	First half of the year	291	9.0%	266	0.0%	(8.5)%	271	2.0%
the b hachioji	Second half of the year	273	(6.1)%	281	2.6%	2.9%	275	(2.1)%
	Full year	564	1.1%	547	1.3%	(3.0)%	547	(0.1)%
	First half of the year	230	20.6%	244	0.0%	5.9%	251	3.2%
the b hakata	Second half of the year	249	15.5%	265	2.5%	6.7%	271	2.1%
	Full year	478	17.9%	509	1.3%	6.4%	522	2.6%
	First half of the year	177	_	173	0.0%	(2.1)%	173	(0.2)%
the b suidobashi	Second half of the year	174		178	(0.4)%	2.2%	179	0.7%
	Full year	351	_	351	(0.2)%	(0.0)%	352	0.3%
T-4-1 -64b -	First half of the year	1,394	_	1,333	0.0%	(4.3)%	1,339	0.4%
Total of the Six <i>the b</i> Hotels	Second half of the year	1,369	_	1,388	0.3%	1.3%	1,385	(0.2)%
	Full year	2,763	_	2,721	0.1%	(1.5)%	2,724	0.1%

^(*) The b suidobashi was rebranded from Dormy Inn Suidobashi on July 1, 2015. Therefore, no figures are indicated in the b suidobashi and Total of the Six *the b* Hotels for comparison with the previous period for the fiscal year ended December 2016.

(2) Hotel GOP

(Unit: millions of yen)

						(Onit. in	mons of yen)
GOP and the ratio of GOP of the Six <i>the b</i> Hotels	FY 2016 (Fiscal year ended December 2016)		(Fiscal yea	FY 2017 r ended Dece	FY 2018 (Fiscal year ending December 2018)		
	Actual	Comparison with previous period	Forecast with the this time previous forecast period Comparison with the this time previous forecast period			Forecast this time	Comparison with previous period
Total of the Six the b Hotels	1,370	_	1,299	0.9%	(5.2)%	1,265	(2.6)%
Ratio of GOP to sales	49.6%	_	47.7%	0.4%	(1.9)%	46.5%	(1.3)%

^(*) The b suidobashi was rebranded from Dormy Inn Suidobashi on July 1, 2015. Therefore, no figures are indicated in the comparison with the previous period for the fiscal year ended December 2016.