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Announcement of Monthly Disclosure for November 2018

With respect to the business performance of the hotels owned by Japan Hotel REIT Investment Corporation (hereinafter called “JHR”) for November 2018, JHR informs you of the monthly sales, occupancy rates, ADR, and RevPAR of rooms department of three hotel groups as below. For each hotel’s track record of hotel operations, please check JHR’s website (Note 1).

JHR continues to announce monthly disclosure of hotels from which JHR receives variable rent or income from management contracts and whose lessees, etc. have agreed with the monthly disclosure.

Hotel / Indicators		November	Fluctuation compared with the same month last year (Note 9)	Change in fluctuation compared with the same month last year	Cumulative total (Note 10)	Fluctuation of the cumulative total compared with last year (Note 11)	Change in fluctuation of the cumulative total compared with last year
<b>The Eleven HMJ Hotels</b>	Occupancy rate	88.9%	(1.0)%	(1.1)%	87.8%	(0.8)%	(1.0)%
	ADR (JPY)	15,884	338	2.2%	16,679	175	1.1%
	RevPAR (JPY)	14,117	143	1.0%	14,645	14	0.1%
	Sales (JPY 1M)	3,509	(8)	(0.2)%	37,021	(379)	(1.0)%
<b>The Six Accor Hotels</b>	Occupancy rate	83.9%	(1.7)%	(2.0)%	85.6%	0.5%	0.6%
	ADR (JPY)	12,002	373	3.2%	12,213	226	1.9%
	RevPAR (JPY)	10,074	115	1.2%	10,453	254	2.5%
	Sales (JPY 1M)	527	5	1.0%	6,031	140	2.4%
<b>The Four <i>the b</i> Hotels</b>	Occupancy rate	92.7%	0.3%	0.3%	89.2%	(1.6)%	(1.7)%
	ADR (JPY)	9,676	506	5.5%	9,217	216	2.4%
	RevPAR (JPY)	8,966	494	5.8%	8,224	51	0.6%
	Sales (JPY 1M)	180	8	4.8%	1,864	8	0.5%
<b>Total of Three Hotel Groups</b>	Occupancy rate	88.1%	(1.0)%	(1.2)%	87.4%	(0.6)%	(0.7)%
	ADR (JPY)	14,320	363	2.6%	14,839	187	1.3%
	RevPAR (JPY)	12,619	175	1.4%	12,976	74	0.6%
	Sales (JPY 1M)	4,216	6	0.1%	44,916	(231)	(0.5)%

<Special Items>

In November, the lodging demand at hotels owned by JHR in major local cities continued to be firm. Together with the result of effective pricing strategy on the back of the favorable occupancy rate at hotels owned by JHR in Tokyo, RevPAR of each three hotel group exceeded those of the same month last year.

The hotels owned by JHR in Sapporo and Osaka city still have the impact of the natural disaster occurred in September. However, as the occupancy rate at those hotels has smoothly recovered, JHR believes the lodging demand is solid.

Each hotel has been implementing pricing strategy depending on their demand and is trying to maximize RevPAR by improving ADR.

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- (Note 1) Please check JHR's website below for each hotel's track record of hotel operations.  
<http://www.jhrth.co.jp/en/portfolio/review.html>
- (Note 2) The Eleven HMJ Hotels are Kobe Meriken Park Oriental Hotel, Oriental Hotel Tokyo Bay, Namba Oriental Hotel, Hotel Nikko Alivila, Oriental Hotel Hiroshima, Okinawa Marriott Resort & Spa, ACTIVE-INTER CITY HIROSHIMA (Sheraton Grand Hiroshima Hotel), Holiday Inn Osaka Namba, Hilton Tokyo Narita Airport, International Garden Hotel Narita and Hotel Nikko Nara (With regard to Hotel Centraza Hakata which is leased by HMJ group company, major renovation works (hereinafter the "Renovation") which need to close entire hotel operation are scheduled from October 2018 to the end of March 2019. Therefore, numbers for Hotel Centraza Hakata are not included in Eleven HMJ Hotels as the hotel operation will be suspended during the Renovation. For track record of the hotel, please check JHR's website mentioned above.). The Six Accor Hotels are ibis Tokyo Shinjuku, ibis Styles Kyoto Station, ibis Styles Sapporo, Mercure Sapporo, Mercure Okinawa Naha, and Mercure Yokosuka. The Four *the b* Hotels are the *b* Ikebukuro, the *b* Hachioji, the *b* Hakata and the *b* Suidobashi. Also, the Total of Three Hotel Groups is the total of the Eleven HMJ Hotels, the Six Accor Hotels, and the Four *the b* Hotels. (The *b* Akasaka-Mitsuke and the *b* Ochanomizu, which were sold on August 2018 are excluded from the Four *the b* Hotels and the Total of Three Hotel Groups.)
- (Note 3) The comments above have been prepared based on information the asset management company had obtained from the lessees, etc. and are only provided as a reference of general trends.
- (Note 4) Numbers for each month and numbers and information shown in the comments have not been audited nor been the subject of the independent verification of the asset management company. Therefore, no guarantee is made as to the accuracy or completeness of the numbers and information. Also, the amount that is a sum total of each month may be different from total sales for the six-month or full year stated in the annual securities report to be submitted later. Sales of each month may also differ from that stated in the annual securities report. The numbers of the Eleven HMJ Hotels, the Six Accor Hotels, the Four *the b* Hotels, and Total of Three Hotel Groups are calculated by the asset management company based on numbers provided by lessees, etc.
- (Note 5) Occupancy rate: The number of rooms sold during the period is divided by the number of rooms available during the same period.
- (Note 6) ADR (Average Daily Rate): Total rooms revenue for a certain period (excluding service charges) is divided by the total number of rooms sold during the period. Holiday Inn Osaka Namba, the Six Accor hotels, and the Four *the b* hotels do not request service charges.
- (Note 7) RevPAR (Revenue Per Available Room): Total rooms revenue for a certain period (excluding service charges) is divided by the total number of available rooms during the period. It is the same as multiplying ADR by occupancy rate.
- (Note 8) Occupancy rate is rounded off to the first decimal place. ADR and RevPAR are rounded off to the nearest whole number. Sales are rounded off to the nearest million yen.
- (Note 9) Fluctuation compared with the same month last year means the fluctuation between the concerned month (November) and the same month last year.
- (Note 10) Cumulative total is the cumulative total from the beginning of the period (January) to the concerned month (November).
- (Note 11) Fluctuation of cumulative total compared with last year means the fluctuation between the cumulative total from the beginning of the period (January) to the concerned month (November) and the cumulative total from the beginning of the period last year (January) to the same concerned month (November) last year.
- (Note 12) For track record of hotel operations of hotels which JHR acquired in 2017, numbers provided by previous owners, etc. are used for calculation.
- (Note 13) Sales are only from hotels and exclude rent from non-hotel tenants.

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