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November 25, 2015

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Announcement of Monthly Disclosure for October 2015

With respect to the business performance of the hotels owned by Japan Hotel REIT Investment Corporation (hereinafter called “JHR”) for October 2015, JHR informs you of the monthly sales, occupancy rate, ADR, and RevPAR of rooms department as below.

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

<HMJ's five hotels >

Hotel / Indicators		October	Fluctuation compared with the same month last year (Note 7)	Change in fluctuation compared with the same month last year	Cumulative total (Note 8)	Fluctuation of the cumulative total compared with last year (Note 9)	Change in fluctuation of the cumulative total compared with last year
Kobe Meriken Park Oriental Hotel	Occupancy rate	79.8%	-5.0%	-5.9%	80.6%	0.5%	0.6%
	ADR (JPY)	18,863	3,170	20.2%	16,865	2,014	13.6%
	RevPAR (JPY)	15,052	1,741	13.1%	13,595	1,695	14.2%
	Sales (JPY 1M)	495	32	7.0%	4,270	82	2.0%
Oriental Hotel tokyo bay	Occupancy rate	99.3%	0.8%	0.8%	97.9%	0.0%	0.0%
	ADR (JPY)	21,830	2,157	11.0%	19,665	824	4.4%
	RevPAR (JPY)	21,687	2,299	11.9%	19,259	809	4.4%
	Sales (JPY 1M)	678	51	8.2%	5,958	157	2.7%
Namba Oriental Hotel	Occupancy rate	85.0%	-8.8%	-9.4%	91.1%	0.5%	0.6%
	ADR (JPY)	19,461	5,980	44.4%	16,592	4,142	33.3%
	RevPAR (JPY)	16,544	3,896	30.8%	15,119	3,842	34.1%
	Sales (JPY 1M)	229	39	20.6%	2,101	353	20.2%
Hotel Nikko Alivila	Occupancy rate	92.7%	10.9%	13.4%	86.3%	4.8%	5.8%
	ADR (JPY)	20,917	3,463	19.8%	27,641	1,592	6.1%
	RevPAR (JPY)	19,385	5,117	35.9%	23,858	2,613	12.3%
	Sales (JPY 1M)	484	118	32.3%	5,213	473	10.0%
Oriental Hotel Hiroshima	Occupancy rate	85.2%	4.6%	5.8%	80.1%	2.7%	3.5%
	ADR (JPY)	9,184	622	7.3%	8,912	467	5.5%
	RevPAR (JPY)	7,821	927	13.5%	7,136	604	9.3%
	Sales (JPY 1M)	176	-53	-23.0%	1,702	-74	-4.2%
Total of five hotels	Sales (JPY 1M)	2,060	188	10.0%	19,244	992	5.4%

<HMJ's group hotel>

Hotel / Indicators		October	Fluctuation compared with the same month last year (Note 7)	Change in fluctuation compared with the same month last year	Cumulative total (Note 8)	Fluctuation of the cumulative total compared with last year (Note 9)	Change in fluctuation of the cumulative total compared with last year
Okinawa Marriott Resort & Spa	Occupancy rate	95.5%					
	ADR (JPY)	14,700					
	RevPAR (JPY)	14,035					
	Sales (JPY 1M)	328					

<Accor's six hotels>

Hotel / Indicators		October	Fluctuation compared with the same month last year (Note 7)	Change in fluctuation compared with the same month last year	Cumulative total (Note 8)	Fluctuation of the cumulative total compared with last year (Note 9)	Change in fluctuation of the cumulative total compared with last year
Mercure Sapporo	Occupancy rate	92.9%	15.0%	19.3%	81.7%		
	ADR (JPY)	10,297	848	9.0%	11,286		
	RevPAR (JPY)	9,571	2,207	30.0%	9,225		
	Sales (JPY 1M)	109	26	31.2%	989		
ibis Styles Sapporo	Occupancy rate	91.7%	-2.2%	-2.4%	87.7%		
	ADR (JPY)	8,643	1,403	19.4%	9,685		
	RevPAR (JPY)	7,925	1,124	16.5%	8,498		
	Sales (JPY 1M)	85	13	17.8%	877		
ibis Tokyo Shinjuku	Occupancy rate	75.1%	-20.7%	-21.6%	90.8%	-1.1%	-1.2%
	ADR (JPY)	12,075	528	4.6%	11,746	515	4.6%
	RevPAR (JPY)	9,071	-1,996	-18.0%	10,664	344	3.3%
	Sales (JPY 1M)	65	-14	-17.7%	743	19	2.7%
ibis Styles Kyoto Station	Occupancy rate	96.9%	2.5%	2.6%	90.0%	6.8%	8.2%
	ADR (JPY)	11,206	1,509	15.6%	9,963	795	8.7%
	RevPAR (JPY)	10,854	1,700	18.6%	8,965	1,341	17.6%
	Sales (JPY 1M)	80	13	20.1%	640	104	19.3%
Mercure Okinawa Naha	Occupancy rate	78.0%	-0.7%	-0.9%	80.9%		
	ADR (JPY)	10,650	1,977	22.8%	10,005		
	RevPAR (JPY)	8,307	1,478	21.6%	8,092		
	Sales (JPY 1M)	79	13	19.5%	765		
Mercure Yokosuka	Occupancy rate	91.1%					
	ADR (JPY)	11,181					
	RevPAR (JPY)	10,187					
	Sales (JPY 1M)	93					
Total of six hotels	Sales (JPY 1M)	511					

<Six “the b” hotels>

Hotel / Indicators		October	Fluctuation compared with the same month last year (Note 7)	Change in fluctuation compared with the same month last year	Cumulative total (Note 8)	Fluctuation of the cumulative total compared with last year (Note 9)	Change in fluctuation of the cumulative total compared with last year
the b akasaka-mitsuke	Occupancy rate	93.6%					
	ADR (JPY)	12,518					
	RevPAR (JPY)	11,720					
	Sales (JPY 1M)	45					
the b ikebukuro	Occupancy rate	93.7%					
	ADR (JPY)	11,056					
	RevPAR (JPY)	10,359					
	Sales (JPY 1M)	57					
the b ochanomizu	Occupancy rate	93.8%					
	ADR (JPY)	11,278					
	RevPAR (JPY)	10,580					
	Sales (JPY 1M)	24					
the b hachioji	Occupancy rate	93.7%					
	ADR (JPY)	7,238					
	RevPAR (JPY)	6,782					
	Sales (JPY 1M)	49					
the b hakata	Occupancy rate	98.3%					
	ADR (JPY)	6,873					
	RevPAR (JPY)	6,756					
	Sales (JPY 1M)	37					
the b suidobashi	Occupancy rate	88.4%					
	ADR (JPY)	10,957					
	RevPAR (JPY)	9,686					
	Sales (JPY 1M)	30					
Total of six hotels	Sales (JPY 1M)	241					

<Special items>
Kobe Meriken Park Oriental Hotel

Amid a favorable market, the hotel adopted a strategy to increase ADR and attracted guests in the higher-rate segment. As a result, the hotel’s total sales exceeded those of the same month last year.

Oriental Hotel tokyo bay

While the number of visitors to Tokyo Disney Resort increased due to its Halloween events, the hotel implemented a pricing strategy in response to demand and increased ADR. As a result, the hotel’s total sales exceeded those of the same month last year.

Namba Oriental Hotel

While domestic and inbound leisure demand remains favorable, the hotel adopted a strategy to increase ADR and attracted guests in the higher-rate segment. As a result, the hotel’s total sales exceeded those of the same month last year.

Hotel Nikko Alivila

In addition to an increase in ADR by attracting guests in the higher-rate segment, the hotel was affected by cancellations due to typhoons the same month last year. Therefore, the hotel’s total sales exceeded those of the same month last year.

Oriental Hotel Hiroshima

Rooms department attracted domestic demand and, therefore, rooms department sales exceeded those of the same month last year. But since wedding sales dropped below those of the same month last year, the hotel’s total sales fell below those of the same month last year.

ibis Tokyo Shinjuku

The hotel’s total sales fell below those of the same month last year because part of guest rooms were not available for sale due to renovation work and renewal of plumbing since mid-September 2015.

*The sales of Mercure Sapporo, ibis Styles Sapporo, ibis Tokyo Shinjuku, ibis Styles Kyoto Station, the b akasaka-mitsuke, the b

ikebukuro, the b hachioji, and the b hakata are the sales of hotel business only, and rent from non-hotel tenant(s) is not included. The previous lessees, etc. of Mercure Sapporo, ibis Styles Sapporo, and Mercure Okinawa Naha did not agree with disclosure of numerical value. Therefore, fluctuation of the cumulative total compared with last year is unavailable for these hotels. The previous lessees, etc. of Okinawa Marriott Resort & Spa, Mercure Yokosuka, and six “the b” hotels did not agree with disclosure of numerical value. Therefore, fluctuation compared with the same month last year and fluctuation of the cumulative total compared with last year are unavailable for these hotels.

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- (Note 1) 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. Please note that the numerical figures and information shown in the comments have neither been audited nor been the subject of the independent verification of the asset management company. No guarantee is made as to the accuracy or completeness of the numbers and information.
- (Note 2) Each month’s numbers have not been audited; therefore, the amount that is a sum total of each month may be different from the six-month or annual sales total 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.
- (Note 3) Occupancy rate: The number of rooms sold during the period is divided by the number of rooms available during the same period.
- (Note 4) 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. Accor’s six hotels and six “the b” hotels do not request service charges.
- (Note 5) 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 6) 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 7) Fluctuation compared with the same month last year means the fluctuation between the concerned month (October) and the same month last year.
- (Note 8) Cumulative total is the cumulative total from the beginning of the period (January) to the concerned month (October).
- (Note 9) 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 (October) and the cumulative total from the beginning of the period last year to the same concerned month (October) last year.

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