Invincible Investment Corporation

[For Information Purpose Only]

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To All Concerned Parties

Name of REIT Issuer:

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Performance Update for June 2018

Invincible Investment Corporation ("INV") hereby announces its monthly performance for hotel and residential assets.

1. Hotel and Residential Assets Overview

The combined NOI for the hotel and residential portfolio¹ for the June 2018 fiscal period (January to June) increased by 0.2% year on year. Excluding the five hotels under renovation during the June 2018 fiscal period, the NOI for the hotel and residential portfolio for the June 2018 fiscal period increased by 2.8% compared to the same period in 2017. The following five hotels were renovated during the period at a total cost of approximately JPY 1.1 billion and the renovations were completed: Hotel MyStays Kyoto-Shijo, Hotel MyStays Shin-Urayasu Conference Center, Hotel MyStays Maihama, Hotel MyStays Premier Dojima and Hotel MyStays Hakodate Goryokaku.

- (Note 1) Based on 45 hotel properties and 64 residential properties stated in "4. Performance (1) 45 Hotel Properties" and "(2) 64 Residential Properties" below.
- (Note 2) NOI includes a simulated amount of dividend income from Kingdom TMK (the "TMK") that owns Sheraton Grande Tokyo Bay Hotel as an underlying asset. The fiscal periods of the TMK are semi-annual periods from April 1 to September 30 and from October 1 to March 31 every year, and INV will receive the dividend within three months from the end of each semi-annual fiscal period of the TMK. Since INV does not receive a dividend from the TMK on a monthly basis, the amount of dividend INV receives from the TMK for each month is a simulated figure, which is calculated by deducting (i) simulated expenses such as operating expense of the TMK and the interest of debt (calculated dividing the budget of the TMK for the fiscal period that includes the relevant month by the number of months in such fiscal period) from (ii) NOI based on the performance of Sheraton Grande Tokyo Bay Hotel in the month which is three months before the target month for this performance disclosure and multiplied by INV's ownership ratio of the preferred equity interest in the TMK (49.0%).

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2. Hotel Assets Overview

The hotel portfolio¹ performance for the month of June 2018 has shown an increase in occupancy of +0.2 pt., an increase in ADR of +3.6% and an increase in RevPAR of +3.8% year on year. The strong performance in June was primarily due to (i) continued high RevPAR growth from hotels located in regional areas including Sapporo, Fukuoka and Nasu, and (ii) strong performance from hotels located in Tokyo due to a sharp decline of supply from private lodging operators including Airbnb; new regulations governing private lodging businesses in Japan became effective on June 15, 2018, resulting in a noticeable decrease in private lodging services listings, which is expected to create a favorable competitive environment for the hotel industry in the near term.

The occupancy, ADR and RevPAR for the 22 hotels INV owns in Tokyo 23 Wards increased by +3.7pt.,+3.9% and +8.2% respectively in June 2018 (year on year).

The June 2018 NOI for the hotel portfolio was almost flat -0.0% (year-on-year), and the cumulative NOI for the June 2018 fiscal period decreased by -0.8% compared to the same period last year, mainly due to the renovation work at the previously mentioned five hotels. The NOI for the hotel portfolio excluding the hotels under renovation increased by +3.2 $\%^2$ for the month of June (year on year) and by +2.7%³ for the June 2018 fiscal period compared to the same period in 2017.

(Note 1) Based on 45 hotel properties stated in "4. Performance (1) 45 Hotel Properties" below.

- (Note 2) Based on 42 hotel properties; 3 hotels renovated during the month of June 2018 have been excluded from the 45 properties defined in "4. Performance (1) 45 Hotel Properties" below. Please refer to (Note 3) below for details of the renovated hotels.
- (Note 3) Based on 40 hotel properties; 5 hotels renovated during the June 2018 fiscal period have been excluded from the 45 properties defined in "4. Performance (1) 45 Hotel Properties" below. Renovation period are as follows: Hotel MyStays Kyoto-Shijo - May 7, 2018 to July 12, 2018
 MyStays Shin-Urayasu Conference Center – February 18, 2018 to March 13, 2018 / May 7, 2018 to May 30, 2018 Hotel MyStays Maihama – January 12, 2018 to March 16, 2018 / April 9, 2018 to April 26, 2018 / May 7, 2018 to June 29, 2018
 Hotel MyStays Premier Dojima – January 17, 2018 to March 9, 2018 / May 6, 2018 to July 9, 2018. Hotel MyStays Hakodate Goryokaku - February 14, 2018 to April 30, 2018

3. Residential Assets Overview

The residential portfolio¹ occupancy rate as of the end of June 2018 was 95.8% (+1.1pt year-on-year). The rent increase program continues to show good results as average rent per tsubo as of the end of June 2018 increased by 1.7% year-on-year.

Rents, compared with immediately preceding leases, increased by 2.6% across all new leases, 2.3% across all renewal leases, and 2.4% across all combined new and renewal leases for the June 2018 fiscal period.

INV achieved a rent increase for 54.4% of contract renewals (June 2018 fiscal period), in comparison to 54.2% for the full year 2017 (+0.2pt. year-on-year). The retention rate for the existing tenants continued to be high at 84.9% for the June 2018 fiscal period.

NOI² for the residential portfolio increased by 1.0% in June 2018 (year on year) and is up by 3.2 % for the June 2018 fiscal period compared to the same period in 2017.

(Note 1) Based on 64 residential properties stated in "4. Performance (2) 64 Residential Properties" below.

(Note 2) NOI excludes one-off insurance-related revenues and expenses. NOI is provisional figure and subject to change when it is determined at financial closing; hereinafter the same.

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4. Performance

(1) 45 Hotel Properties¹

	June 2018 (A)	Same month of the previous year (B)	Difference (A-B)	YoY Change
Occupancy Rate ²	89.0%	88.7%	+0.2pt	+0.2%
ADR (JPY) ³	9,584	9,251	+333	+3.6%
RevPAR (JPY) ⁴	8,526	8,210	+315	+3.8%
Gross Revenue (JPY million) ⁵	3,495	3,352	142	+4.3%
# of Properties	45	45		—

	Fiscal period ending June 2018 Cumulative ⁶ (C)	Same period of the previous year ⁷ (D)	Difference (C-D)	YoY Change
Occupancy Rate ²	88.4%	88.6%	-0.2pt	-0.2%
ADR (JPY) ³	10,279	10,352	-73	-0.7%
RevPAR (JPY) ⁴	9,087	9,174	-87	-0.9%
Gross Revenue (JPY million) ⁵	21,348	21,523	-175	-0.8%
# of Properties	45	45	_	_

(2) 64 Residential Properties⁸

	June 2018 (A)	Same month of the previous year (B)	Difference (A-B)	YoY Change
Occupancy Rate	95.8%	94.7%	+1.1pt	+1.2%
Rent per Tsubo (JPY)	9,773	9,609	+164	+1.7%
# of Properties	64	64	—	—

	Fiscal period ending June 2018 Cumulative ⁶ (C)	Same period of the previous year ⁷ (D)	Difference (C-D)	YoY Change
Occupancy Rate ¹¹	95.6%	95.1%	+0.5pt	+0.5%
Rent per Tsubo ¹¹ (JPY)	9,737	9,464	+243	+2.6%
# of Properties	64	64	_	_

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- (Note 1) Based on 45 hotel properties; of the 54 hotel properties (including Sheraton Grande Tokyo Bay Hotel, the underlying asset of preferred equity interest held by INV) held as of the beginning of January 2018, 9 hotels with fixed-rent lease agreements are excluded. 9 hotels with fixed-rent lease agreements are D29 Super Hotel Shinbashi/ Karasumoriguchi, D33 Comfort Hotel Toyama, D36 Super Hotel Tokyo-JR Tachikawa Kitaguchi, D37 Super Hotel JR Ueno-iriyaguchi, D39 Comfort Hotel Kurosaki, D40 Comfort Hotel Maebashi, D41 Comfort Hotel Tsubame-Sanjo, D42 Comfort Hotel Kitami, and D48 Takamatsu Tokyu REI Hotel. As for Sheraton Grande Tokyo Bay hotel, NOI is based on the figure for the month which is three months of each fiscal period end for the TMK as described above. However, in consideration of seasonality, figures in the table above are based on the figures for June 2018.
- (Note 2) "Occupancy Rate" for hotel portfolio is calculated using the following formula: room occupancy rate = total number of rooms occupied during the relevant period ÷ (aggregate number of rooms during the relevant period x number of business days during target period)
- (Note 3) "ADR," or Average Daily Rate, is the value of the total room sales for a certain period (excluding service fees) divided by the total number of sold rooms for the same period.
- (Note 4) "RevPAR," or Revenues Per Available Room, is calculated by dividing the total sales for a certain period by the aggregate number of rooms for the same period (rooms x number of days), and is the same as product of room occupancy rate and ADR.
- (Note 5) Gross Revenue of Sheraton Grande Tokyo Bay Hotel used in the table is the whole gross revenue of such hotel, regardless of INV's ownership ratio of the preferred equity interest in the TMK (49.0%)
- (Note 6) Figures for January to June 2018 are stated.
- (Note 7) Figures for January to June 2017 are stated. Figures are based on the assumption that the properties acquired from January 1, 2017 to December 31, 2017 were held as of January 1, 2017, and figures before acquisition by INV is based on the data obtained from third-parties including previous owners.
- (Note 8) Of the 67 properties held as of the beginning of January 2018, three properties sold in January 2018 are excluded.
- (Note 9) Percentages are rounded to one decimal place. ADR and RevPAR are rounded to the nearest yen and Gross Revenue is rounded down to the nearest million yen.
- (Note 10) For the details of performance for each asset, please visit INV's website: <u>http://www.invincible-inv.co.jp/eng/cms/review.html</u>
- (Note 11) Cumulative occupancy rate for residential portfolio is calculated by dividing the sum of total leased area by the sum of total leasable area at the end of each month and the percentages are rounded to one decimal place. Cumulative rent per tsubo is calculated by dividing the total rental revenue including common area charges for each month by the sum of total leasable area at the end of each month.

Website of INV: <u>http://www.invincible-inv.co.jp/eng</u>