

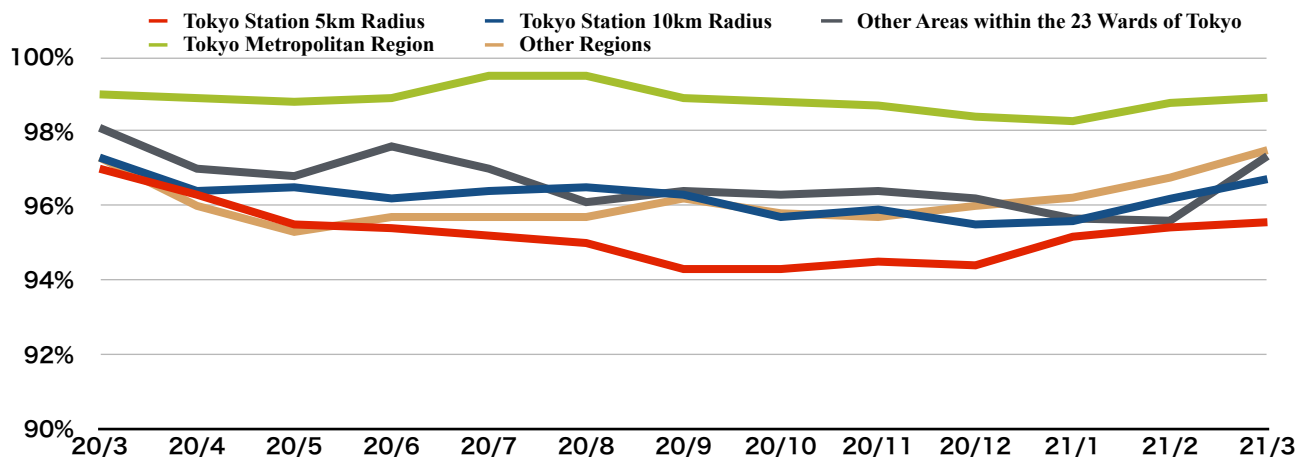
## Current Effects of COVID19 on Profit Outlook as of March 2021

In March and April in major cities including Tokyo, although they were under the state of emergency due to the COVID19 pandemic and the measures to prevent the spread, the movements of people due to transfer and admission were as usual.

Under such circumstances, the occupancy rate in March increased by 0.6 points from the previous month to 97.0%. In addition, compared to the same month of the previous year, the number of move-outs has decreased and the number of move-ins has increased. This is due to the fact that we were able to capture the transfer demand of corporations.

In addition, since the occupancy rate in April falls by about 1 point from the peak in March every year, we will continue to carefully grasp the trends in the rental housing market and take measures to maintain and improve the occupancy rate.

We will continue to disclose the effects of COVID19 till we see some end to the pandemic.



## 1. Occupancy

	21 <sup>th</sup> FP (August 2020 to January 2021)						22 <sup>nd</sup> FP (February 2021 ~)			
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	March	Period Average	Earning Guideline Assumption
Occupancy Rate	96.2%	96.1%	95.8%	95.8%	95.8%	96.0%	96.4%	97.0%	96.7%	96.4%
YoY Change	-0.6%	-0.9%	-0.9%	-1%	-1.04%	-1.01%	-0.902%	-0.5%	-0.7%	-

## 2. Changes in the number of monthly new contract rate\* and new contracts\*\*

\* The contract rate is calculated by dividing the contracted area by the leasable area. The cancellation rate is the same.

\*\* Only applicable to pass-through contract units. (same hereafter).

	21 <sup>th</sup> FP (August 2020 to January 2021)						22 <sup>nd</sup> FP (Feb,2021~)	
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	March
Contract Rate	1.33%	1.38%	1.40%	1.41%	1.51%	1.63%	1.68%	2.48%
YoY Rate of Change	+20.6%	-9.2%	-1.2%	+16.2%	+13.7%	+22.3%	+9.3%	+10.0%

Contracts	262	300	286	332	334	375	403	601
YoY Rate of Change	+6.5%	-8.5%	-3.1%	+27.2%	+17.6%	+29.8%	+20.7%	+20.7%

## 3. Changes in the number of monthly cancellation rate and cancellations

	21 <sup>th</sup> FP (August 2020 to January 2021)						22 <sup>nd</sup> FP (Feb,2021~)	
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	March
Cancellation Rate	1.43%	1.49%	1.67%	1.37%	1.56%	1.42%	1.24%	1.93%
YoY Rate of Change	+6.8%	+20.9%	+2.8%	+24.4%	+14.7%	+27.2%	+4.2%	-5.7%

Cancellations	329	320	377	311	347	325	283	454
YoY Rate of Change	+14.6%	+18.1%	+5.9%	+22.4%	+16.1%	+30.0%	+9.7%	-6.4%

### About Advance Residence Investment Corporation

Advance Residence Investment Corporation is the largest residential J-REIT, investing in over 270 rental apartments located mostly in central Tokyo and in other major cities throughout Japan (AUM over 450 billion yen). ADR can be expected have a stable dividend in the long-term and can be considered as a defensive J-REIT, on back of the stable income from residential assets and with the largest dividend reserve among J-REITs.

ADR's website: <https://www.adr-reit.com/en/>