

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

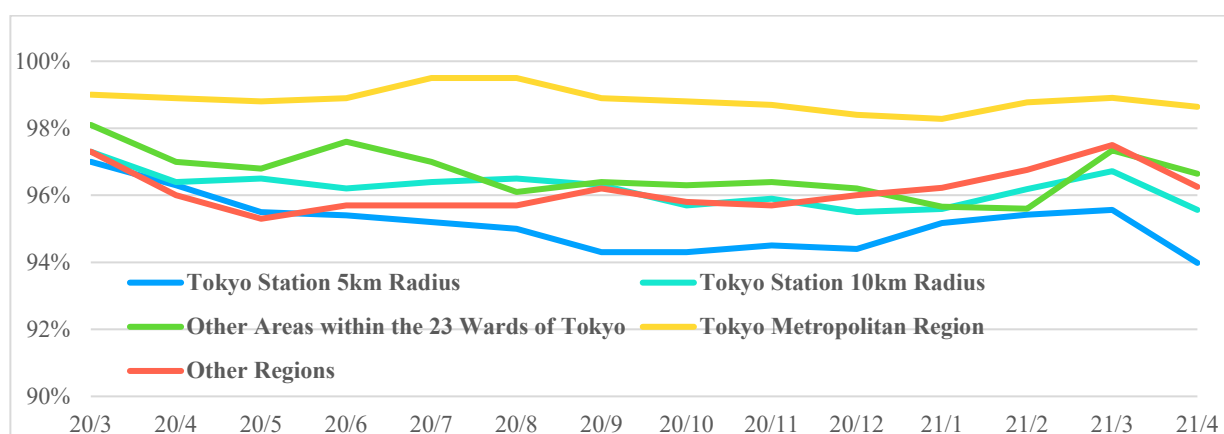
In April 2021, the occupancy rate was 95.8%, down 1.2% from the previous month.

In the rental housing market, the occupancy rate peaks in March every year due to employment, transfer, going on to higher education, etc. Therefore, we usually see lower occupancy rates in April, and the drop from the previous month was also almost the same as last year.

In May, we also expect the cancellations to be more year over year. On the other hand, since we are taking measures to maintain occupancy, we are seeing continued recovery in the number of applications.

Since they were under the state of emergency due to the COVID19 pandemic and the measures to prevent the spread, 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						22 <sup>nd</sup> FP				
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	Period Average	Earning Guideline Assumption
<b>Occupancy Rat</b>	96.2%	96.1%	95.8%	95.8%	95.8%	96.0%	96.4%	97.0%	95.8%	96.4%	96.4%
<b>YoY Change</b>	-0.6%	-0.9%	-0.9%	-1.0%	-1.0%	-1.0%	-0.9%	-0.5%	-0.7%	-0.7%	-

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

	21 <sup>th</sup> FP						22 <sup>nd</sup> FP		
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
<b>Contract Rate</b>	1.33%	1.38%	1.40%	1.41%	1.51%	1.63%	1.68%	2.48%	1.40%
<b>YoY Change</b>	+0.23%	-0.14%	-0.02%	+0.20%	+0.18%	+0.30%	+0.14%	+0.22%	-0.08%

<b>Contracts</b>	262	300	286	332	334	375	403	601	327
<b>YoY Rate of Change</b>	+6.5%	-8.5%	-3.1%	+27.2%	+17.6%	+29.8%	+16.8%	+20.7%	-3.3%

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

	21 <sup>th</sup> FP						22 <sup>nd</sup> FP		
	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
<b>Cancellation Rate</b>	1.43%	1.49%	1.67%	1.37%	1.56%	1.42%	1.24%	1.93%	2.56%
<b>YoY Change</b>	+0.09%	+0.26%	+0.05%	+0.27%	+0.20%	+0.30%	+0.05%	-0.11%	+0.11%

<b>Cancellations</b>	329	320	377	311	347	325	283	454	567
<b>YoY Rate of Change</b>	+14.6%	+18.1%	+5.9%	+22.4%	+16.1%	+30.0%	+9.3%	+6.8%	+4.0%

\* The contract (cancellation) rate is calculated by dividing the contracted (canceled) area by the leasable area.

\*\* Only applicable to pass-through contract units.

### 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/>