

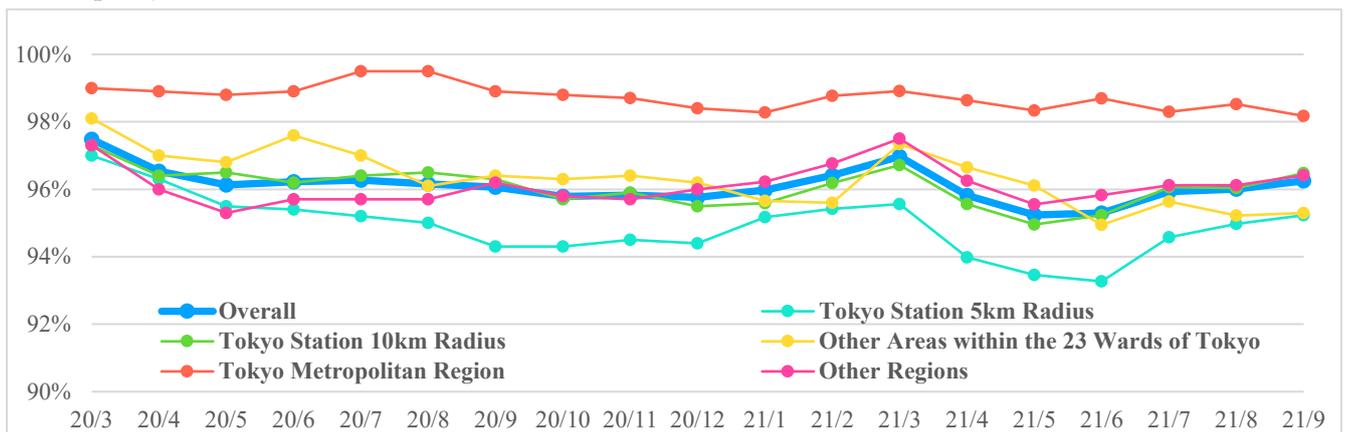
## Current Effects of COVID19 on Profit Outlook as of September 2021

The occupancy rate for September was 96.3%, up 0.2pt from the previous month. As a result of continuous adjustment of recruitment conditions, the contract rate in September increased by 0.1pt compared to the previous year, while the cancellation rate decreased by 0.3pt compared to the previous year, resulting in an improvement in the occupancy rate.

In October, the occupancy rate tends to decrease compared to the previous month every year, and the number of move-outs is expected to almost the same as the previous year. We will continue to take various 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.

Occupancy rate



### 1. Occupancy

	22 <sup>nd</sup> FP						23 <sup>rd</sup> FP						Period Average	Earning Guideline Assumption
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan		
<b>Occupancy Rate</b>	96.4%	97.0%	95.8%	95.2%	95.3%	95.9%	96.0%	96.3%	-	-	-	-	96.1%	95.9%
<b>YoY Change</b>	-0.9 pt	-0.5 pt	-0.7 pt	-0.9 pt	-0.9 pt	-0.3 pt	-0.2 pt	+0.2 pt	-	-	-	-	+0.2 pt	-

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

	22 <sup>nd</sup> FP						23 <sup>rd</sup> FP					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
<b>Contract Rate</b>	1.7%	2.5%	1.4%	1.2%	1.5%	2.1%	1.4%	1.4%	-	-	-	-
<b>YoY Change</b>	+0.1 pt	+0.2 pt	-0.1 pt	+0.2 pt	+0.1 pt	+0.5 pt	+0.1 pt	+0.1 pt	-	-	-	-

<b>Contracts</b>	403	601	327	271	340	471	300	328	-	-	-	-
<b>YoY Rate of Change</b>	+16.8%	+20.7%	-3.3%	+18.9%	+9.3%	+40.2%	+14.5%	+9.3%	-	-	-	-

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

	22 <sup>nd</sup> FP						23 <sup>rd</sup> FP					
	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan
<b>Cancellation Rate</b>	1.2%	1.9%	2.6%	1.8%	1.5%	1.5%	1.4%	1.2%	-	-	-	-
<b>YoY Change</b>	+0.1 pt	-0.1 pt	+0.1 pt	+0.4 pt	+0.2 pt	-0.1 pt	-0.1 pt	-0.3 pt	-	-	-	-

<b>Cancellations</b>	283	454	567	414	333	333	325	281	-	-	-	-
<b>YoY Rate of Change</b>	+9.3%	+6.8%	+4.0%	+28.2%	+12.5%	+1.2%	-1.2%	-12.2%	-	-	-	-

\* 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 460 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/>