GUAM HOTEL & RESTAURANT ASSOCIATION

SUMMARY STATISTICAL REPORT SEPTEMBER 2015 (RELEASED December 16, 2015)

Profile:
- Number of Hotels in GHRA: 28
- Number of Rooms under Construction: 0
- Number of Existing Hotel Rooms: 7,861
- Capacity in Room Nights: 187,050
- Number of Rooms under Renovation: 59
- Room Employee Ratio: 1.58 Room to 1 Employee

Revenue:
- Rev Par: 2015 $116.78, 2014 $105.43

HOTEL OCCUPANCY RATES
- Low Average: 2014 48%, 2015 32% (+16pts)
- Mean Average: 2014 78%, 2015 77% (+5pts)
- Weighted Average: 2014 77%, 2015 91% (+14pts)
- High Average: 2014 93%, 2015 91% (+2pts)

HOTEL ROOM RATES
- Low Average: 2014 $50 $58.00 (+16%)
- Mean Average: 2014 $134 $143.00 (+7%)
- Weighted Average: 2014 $150 $160.00 (+7%)
- High Average: 2014 $201 $216.00 (+7%)

GROSS RECEIPTS TAX PAID:
- 2014 $13,643,574, 2015 $13,765,200 (+1%)
- ROOM OCCUPANCY TAX PAID:
  - 2014 $19,442,260, 2015 $20,663,471 (+6%)
- PAX ARRIVAL COUNT - JGTA:
  - 2014 615,804, 2015 584,353 (-5%)
- PAX ARRIVAL COUNT - KOREA:
  - 2014 225,350, 2015 301,425 (+34%)
- PAX ARRIVAL COUNT - TAIWAN:
  - 2014 40,000, 2015 33,179 (-17%)
- PAX ARRIVAL COUNT - CHINA, P.R.C:
  - 2014 11,744, 2015 19,053 (+62%)
- PAX ARRIVAL COUNT - RUSSIA:
  - 2014 14,988, 2015 2,234 (-85%)
- GVB TOTAL ARRIVAL COUNT:
  - 2014 1,013,148, 2015 1,042,587 (+3%)

ANALYSIS: The month of September reflected a decrease of -14% change in the number of room nights available for sale and decreased -8% in the number of room nights sold compared to the same period last year, 2014. The Weighted Average Occupancy Rate increased 5 points to reflect 79%. The Weighted Average Room Rate slightly increased 3% at $148.00. Preliminary arrival numbers from the Guam Visitors Bureau showed a 7% increase in total arrivals for the month of September. JGTA reflected a 1% increase while the Korea market showed a nice increase at 52% but the Taiwan market decreased at a -10% compared to 2014. The mainland China market reflects an increase at 47% while the Russia market reflects a 7% increase for the month of September 2015 as compared to the same period 2014.

Weighted Average Occupancy = Sum of Room Nights Sold divided by total number of Room Nights Available for sale by reporting hotels.
Weighted Average Room Rate = Sum of all Room Sales divided by sum of all Room Nights Sold by Reporting Hotels.
Room Employee Ratio = (Hotel Rooms/Total Number of Employees from Reporting Hotels).
* As of release date, 12 hotels have not reported information to the Guam Hotel & Restaurant Association.