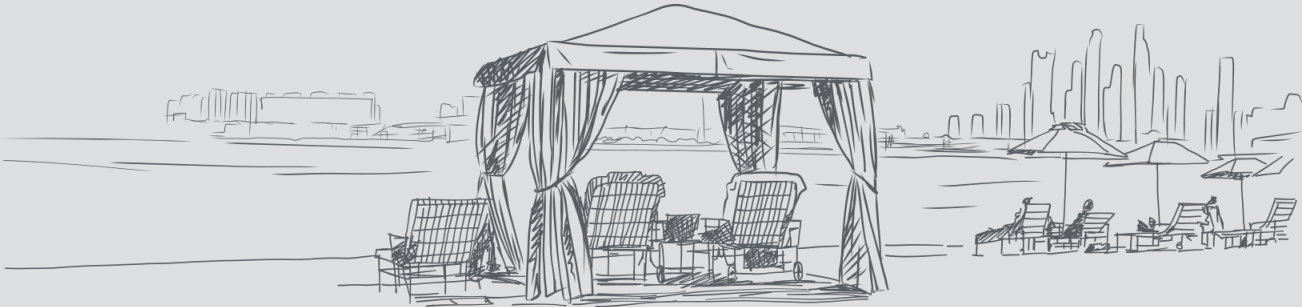


# Q1 2019



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# KEY HIGHLIGHTS



Q1 2019 HIGHLIGHTS	HOTEL GUESTS	HOTEL OCCUPANCY	ALOS (DAYS)
	1,291 K	79%	2.7
	▲ +0.5% (FROM Q1 2018)	▲ +1.4% (FROM Q1 2018)	▲ +2.1% (FROM Q1 2018)
	HOTEL REVENUES	HOTEL ARR	HOTEL REVPAR
	1,724 MN	AED 418	AED 330
	▲ +16.1% (FROM Q1 2018)	▲ +14.7% (FROM Q1 2018)	▲ +16.3% (FROM Q1 2018)

## HOTEL REVENUE BY TYPE – Q1 2019 (AED)

	ROOM	972 MN	+24.5% FROM Q1 2018
	F&B	587 MN	+10.4% FROM Q1 2018
	OTHERS	166 MN	-4.2% FROM Q1 2018



# HOTEL SUPPLY

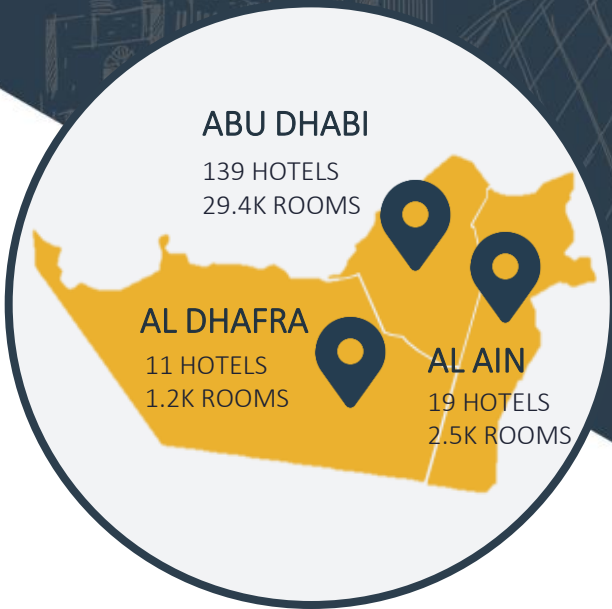
Q1 2019



169  
HOTELS

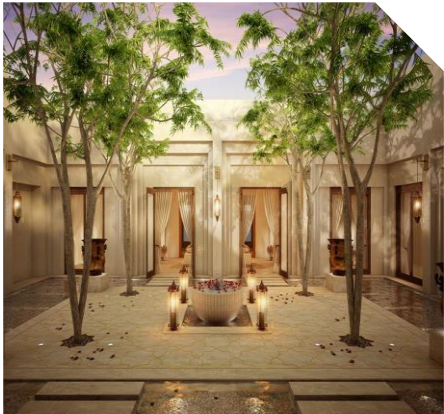


33.1K  
ROOMS



STAR RATING	5 STAR	4 STAR	1-3 STAR	APTS
	53 HOTELS 14.9K ROOMS	37 HOTELS 7.8K ROOMS	33 HOTELS 4.6K ROOMS	46 HOTELS 5.7K ROOMS

## RECENT SUPPLY ADDITIONS



**JUMERIAH AL WATBHA**  
KHALIFA & OUTSKIRTS  
TYPE: 5 STAR  
ROOMS: 103  
OPEN: FEB 2019



**EDITION RESIDENCES**  
MARINA & BATEEN  
TYPE: DELUXE  
ROOMS: 57  
OPEN: DEC 2018

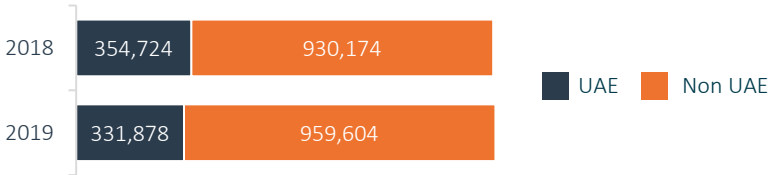


**JUMEIRAH SAADIYAT**  
SAADIYAT ISLAND  
TYPE: 5 STAR  
ROOMS: 293  
OPEN: DEC 2018

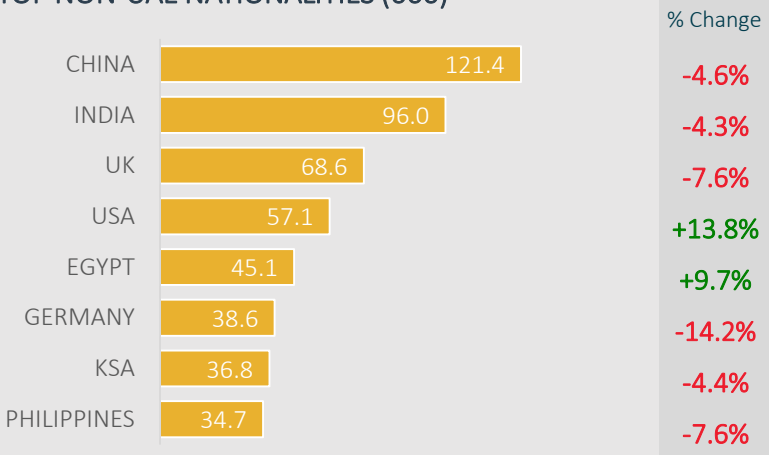


# HOTEL GUESTS

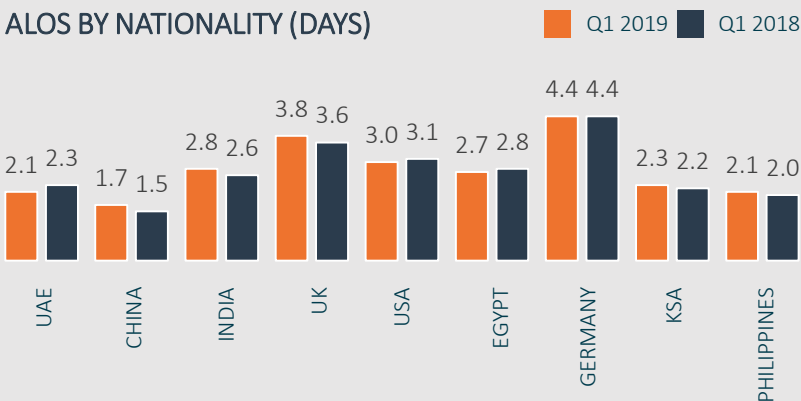
1,291,482 ▲ +0.5% FROM Q1 2018



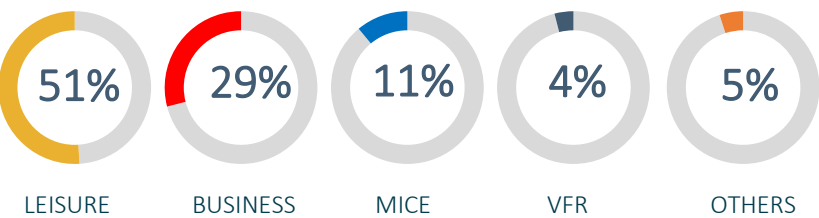
## TOP NON-UAE NATIONALITIES (000)



## ALOS BY NATIONALITY (DAYS)



## PURPOSE OF VISIT



# PERFORMANCE BY REGION

## ABU DHABI

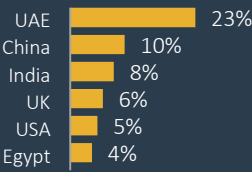
## AL AIN

## AL DHAFRA

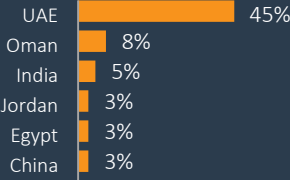
Key Indicators	Actual	% Change vs Previous Year	Actual	% Change vs Previous Year	Actual	% Change vs Previous Year
GUESTS	1,121,009	-1.1% ▼	132,751	+19.8% ▲	37,722	-8.0% ▼
OCCUPANCY RATE	81%	+0.5% ▲	68%	+11.5% ▲	50%	+1.1% ▲
ALOS DAYS	2.8	+2.8% ▲	2.0	-2.5% ▼	2.2	+7.6% ▲
REVENUES (M AED)	1,558.3	+16.6% ▲	82.0	+3.2% ▲	83.8	+22.3% ▲
ARR (AED)	416	+16.0% ▲	296	-0.9% ▼	832	+10.7% ▲
REVPAR (AED)	337	+16.6% ▲	201	+10.6% ▲	417	+12.0% ▲

## TOP NATIONALITIES

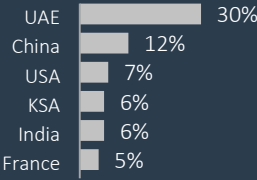
### ABU DHABI



### AL AIN



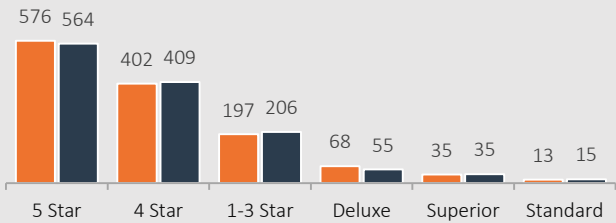
### AL DHAFRA



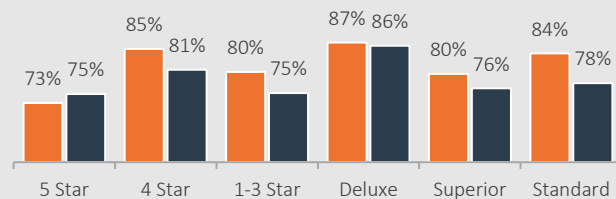


# PERFORMANCE BY STAR RATING

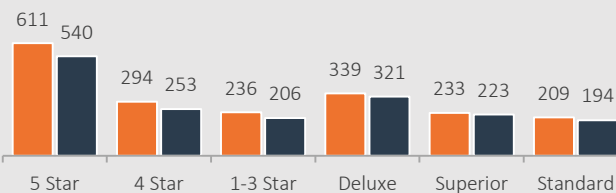
HOTEL GUESTS (000) Q1 2019 Q1 2018



OCCUPANCY RATE (%)

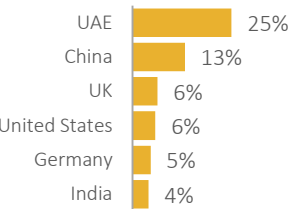


ARR (AED)

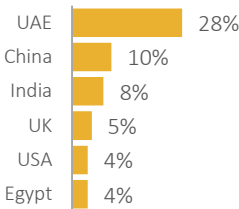


## TOP NATIONALITIES

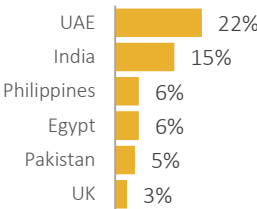
### 5 STAR



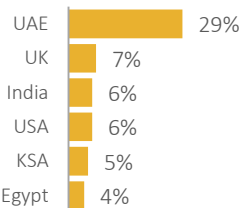
### 4 STAR



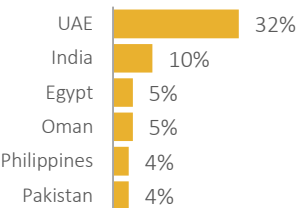
### 1-3 STAR



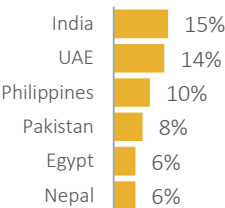
### DELUXE



### SUPERIOR



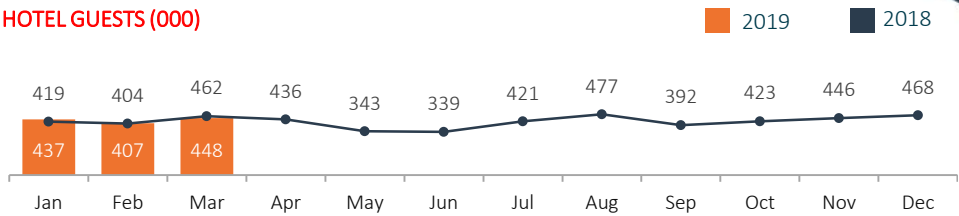
### STANDARD



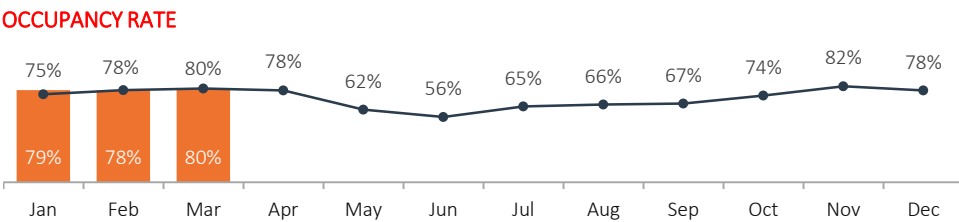
# HOTEL KPI

## MONTHLY TRENDS

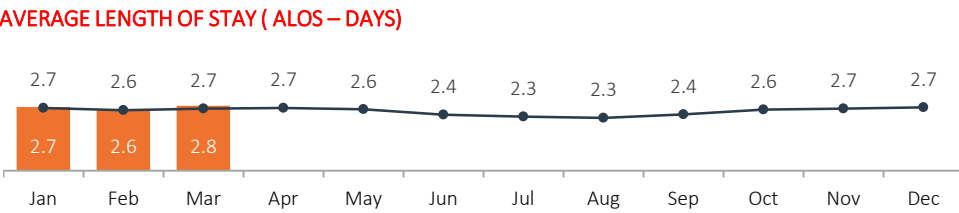
HOTEL GUESTS (000)



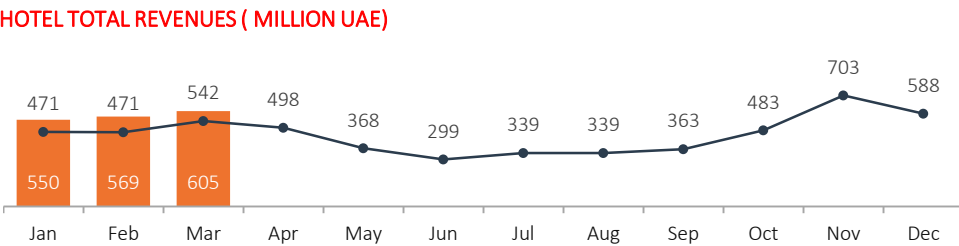
OCCUPANCY RATE



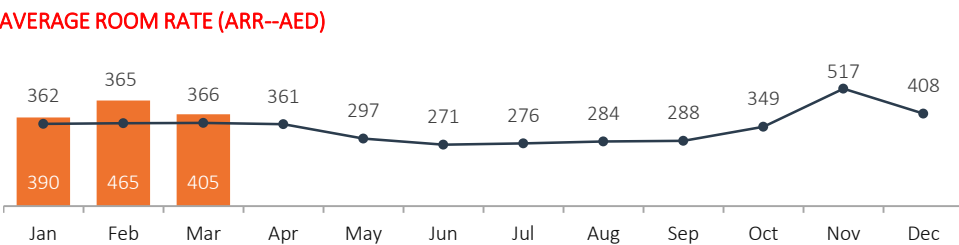
AVERAGE LENGTH OF STAY ( ALOS – DAYS)



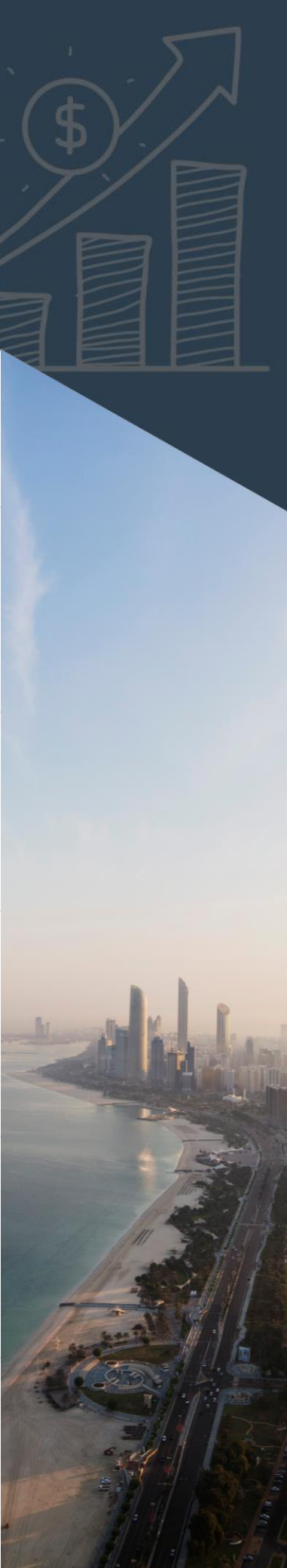
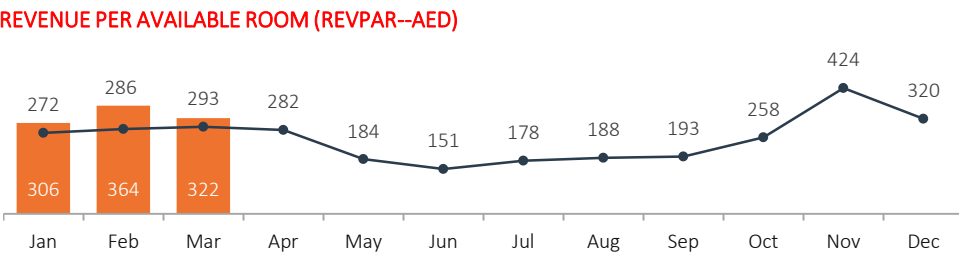
HOTEL TOTAL REVENUES ( MILLION UAE)



AVERAGE ROOM RATE (ARR--AED)



REVENUE PER AVAILABLE ROOM (REVPAR--AED)





# EVENTS

## Q1 2019 EVENTS



### AFC ASIAN CUP 2019



5<sup>TH</sup> January – 1<sup>st</sup> February



Abu Dhabi & Al Ain



### IDEX / NADEX 2019



17<sup>th</sup> – 21<sup>st</sup> February



Abu Dhabi



### SPECIAL OLYMPICS GAMES



14<sup>th</sup> -21<sup>st</sup> March 2019



Abu Dhabi

## UPCOMING EVENTS



### AL DHAFRA WATER FESTIVAL



11<sup>th</sup> – 20<sup>th</sup> April



Al Dhafra



### JIU JITSU CHAMPIONSHIP



20<sup>th</sup> -26<sup>th</sup> April



Abu Dhabi



### ABU DHABI INTL BOOK FAIR



24<sup>th</sup> – 30<sup>th</sup> April



Abu Dhabi



### RAMADAN & EID FESTIVAL 2019



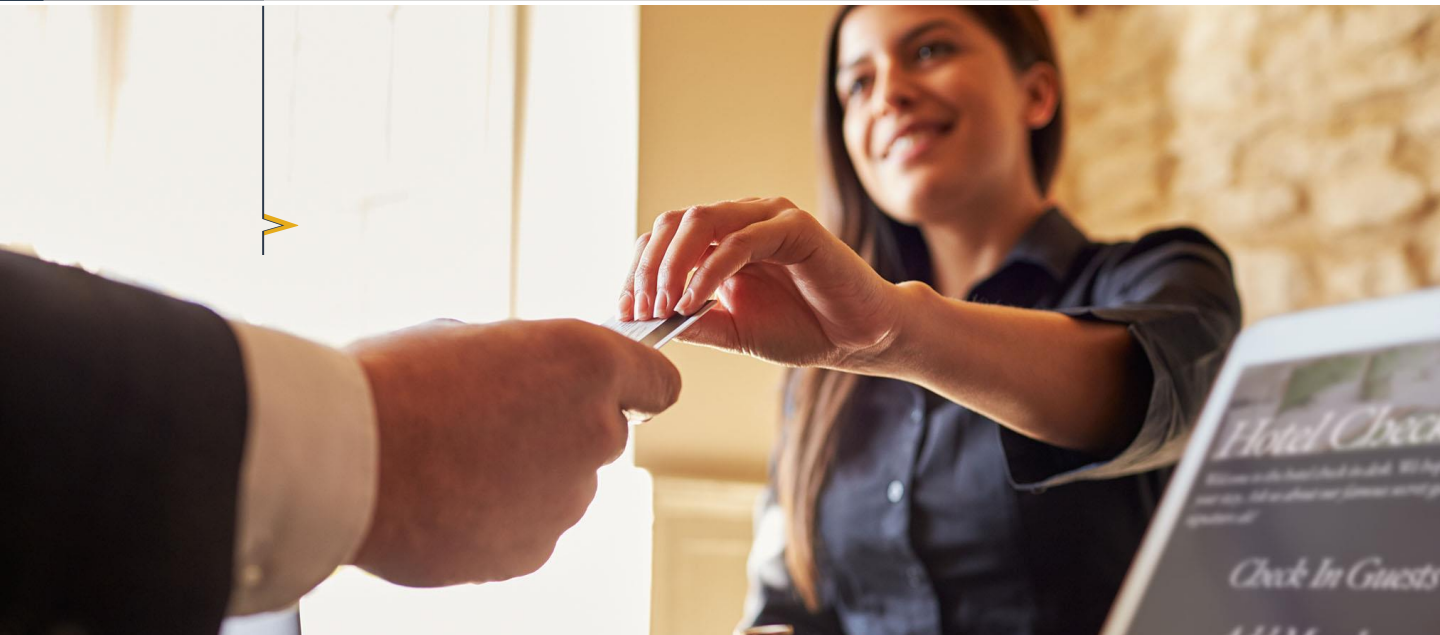
7<sup>TH</sup> May -5<sup>th</sup> June



Abu Dhabi

# GLOSSARY

Available rooms for sale	Number of rooms available during the month covered by the report excluding out-of-order (a room status term indicating that a room is scheduled for maintenance, refurbishment, deep cleaning, etc.)
Occupied Rooms	Number of rooms used on a daily basis including complimentary rooms.
Occupancy Rate %	Occupancy is the percentage of available rooms that are occupied, calculated by dividing the number of occupied rooms by the available rooms.
Hotel Guests	Number of guests staying in the hotel including those who occupied complimentary or non-revenue generating rooms either for day-stay or overnight-stay.
Guests Nights	Number of night guests spent in the hotel regardless of the type of rooms they occupy.
Average Length of Stay (ALOS)	Average number of nights guests spent in a single stay, calculated by dividing guest nights by hotel guests.
Total Revenues	Revenue generated by hotels from all their operations, including service charge and taxes.
Average Room (Daily) rate ARR / ADR	A ratio that indicates average room rate and to what extent rooms are being up-sold or discounted; calculated by dividing room revenue by the number of occupied rooms. (excludes complimentary & house use)
Revenue Per Available Room (RevPAR)	Revenue per Available rooms, calculated by dividing the total revenues by total rooms in hotel minus out-of-service rooms.



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