ARUBA

The following are the preliminary June 2016 hotel performance figures for Aruba derived from the reports submitted to AHATA.

The numbers are the aggregate figures for 15 properties including all the major hotels.

| | | | 2016/2015 | |
|-------------|----------|----------|-----------|--------|
| June 2016 | 2016 | 2015 | % change | |
| Rooms | 4,914 | 4,848 | 1.4% | |
| ARN | 147,420 | 130,710 | 12.8% | |
| ORN | 114,837 | 92,110 | 24.7% | |
| % occupancy | 77.9% | 70.5% | 7.4% | points |
| ADR | \$185.52 | \$199.46 | -7.0% | |
| Rev Par | \$144.51 | \$140.56 | 2.8% | |

Based on data from 15 properties.

In summary:-

- Average room occupancy was up by 7.4 percentage points from 70.5% in June 2015 to 77.9% in June 2016.
- ➤ The overall number of available room nights increased by 12.8%. This was due to the addition of 60 rooms to the Divi All Inclusive resort which became operational during February 2016 as well as the closure of the Riu Palace Hotel on the 13th April 2015 for three months for renovations. The Riu Palace was thus completely closed during June 2015.
- ➤ The total number of occupied room nights increased by 24.7%. Again this was largely due to the Riu Palace being open in June 2016 but being completely closed in June 2015 as well as the addition of 60 rooms to the Divi Tamarijn/Divi All Inclusive.
- The overall ADR was down by 7.0% from \$199.46 in June 2015 to \$185.52 in June 2016.
- ➤ With the higher average occupancies but lower ADR revpar grew by 2.8% from \$140.56 in June 2015 to \$144.51 in June 2016.

Of the 15 hotels:-

- ➤ Ten (10) hotels saw higher occupancies this June compared to June 2015, with five (5) seeing a lower average room occupancy.
- ➤ Seven (7) hotels saw a higher average daily rate compared to June 2015 with eight (8) seeing a lower ADR.
- ➤ Eleven (11) hotels saw a higher Rev Par in June 2016 than in June 2015 with four (4) showing a lower revpar.

Year to Date.

| | | | 2016/2015 |
|---------------|------|------|-----------|
| June 2016 YTD | 2016 | 2015 | % change |

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| Rooms | 4,908 | 4,848 | 1.2% | |
|-------------|----------|----------|-------|--------|
| ARN | 891,242 | 838,792 | 6.3% | |
| ORN | 704,214 | 666,102 | 5.7% | |
| % occupancy | 79.0% | 79.4% | -0.4% | points |
| ADR | \$250.66 | \$264.78 | -5.3% | |
| Rev Par | \$198.06 | \$210.27 | -5.8% | |

Based on data from 15 properties.

For the first six months of 2016 average room occupancy was down by 0.4 percentage points from 79.4% in 2015 to 79.0% in 2016. The number of available room nights increased by 6.3%. The number of occupied room nights increased by 5.7% compared to the first six months of 2015. ADR fell by 5.3% and revpar declined by 5.8%.

| 2016 | Avg Occupancy | | ADR | | RevPar | | | | |
|------|---------------|-------|-----------|----------|----------|--------|----------|----------|--------|
| | 2016 | 2015 | % pt chng | 2016 | 2015 | % chng | 2016 | 2015 | % chng |
| Jan | 78.2% | 84.9% | -6.7% | \$299.55 | \$305.87 | -2.1% | \$234.15 | \$259.78 | -9.9% |
| Feb | 84.1% | 87.0% | -2.9% | \$307.59 | \$308.25 | -0.2% | \$258.72 | \$268.04 | -3.5% |
| Mar | 78.1% | 77.1% | 1.0% | \$304.10 | \$293.17 | 3.7% | \$237.45 | \$225.98 | 5.1% |
| Apr | 79.9% | 82.1% | -2.2% | \$215.84 | \$253.63 | -14.9% | \$172.41 | \$208.34 | -17.2% |
| May | 76.3% | 74.2% | 2.1% | \$187.89 | \$200.87 | -6.5% | \$143.32 | \$148.98 | -3.8% |
| June | 77.9% | 70.5% | 7.4% | \$185.52 | \$199.46 | -7.0% | \$144.51 | \$140.56 | 2.8% |
| YTD | 79.0% | 79.4% | -0.4% | \$250.66 | \$264.78 | -5.3% | \$198.06 | \$210.27 | -5.8% |

Thanks to everyone for contributing their data.