

**MONTHLY UPDATE - ARUBA'S TOURISM INDUSTRY
October 2017 and Year to Date 2017.**

Summary Highlights.

Total stopovers grew by 6.5% in October.

- The total number of stopovers visiting Aruba grew by 6.5% in October 2017 compared with October 2016. The number of stopover visitors was 81,483 in October 2017 and 76,491 in October 2016.
- In the first ten months of 2017 the number of stopover visitors decreased by 5.1% from 926,290 in 2016 to 878,940 in 2017.

Stopovers from the USA were up by 13.5% in October.

- Traffic from the USA was up by 13.5%, from 45,080 stopovers in October 2016 to 51,166 stopovers in October 2017. Traffic was up by 13.5% from New York State, up by 16.8% from Pennsylvania, and up 8.5% from Massachusetts. Arrivals from Florida showed a 28.4% increase linked to the new daily JetBlue service from Fort Lauderdale which was introduced in January 2017.
- In the first ten months of 2017 the number of stopover visitors from the USA increased by 9.6% from 523,448 in 2016 to 573,491 in 2017.

Stopovers from Venezuela were down 24.2% in October.

- Traffic from Venezuela was down by 24.2% in October from 9,412 stopovers in October 2016 to 7,133 stopovers in October 2017.
- In the first ten months of 2017 the number of stopover visitors from Venezuela fell by 57.9%, from 185,740 in 2016 to 78,146 in 2017.

Tourism receipts were up 6.3% in the second quarter of 2017.

- Tourism receipts grew by 6.3% in the second quarter of 2017 compared to second quarter 2016. Stopover arrivals fell by 1.2% in the same second quarter of 2017.
- In the first half of 2017 the volume of tourism receipts grew by 5.2% while the volume of visitor arrivals declined by 8.7% compared with the first half of 2016.

Total visitor nights grew by 7.4% in October.

- The total number of visitor nights grew by 7.4% in October, from 556,985 in October 2016 to 598,114 in October 2017. The overall average length of stay grew by 0.8% from 7.28 nights in October 2016 to 7.34 nights in October 2017.
- The total number of visitor nights declined by 1.7% in the first ten months of 2017, from 6,610,589 in 2016 to 6,500,097 in 2017. The overall average length of stay grew by 3.6% from 7.14 nights in 2016 to 7.40 nights in 2017.

Visitors to the Dominican Republic were up 4.9% in the first nine months of 2017.

- In the first nine months of 2017 The Dominican Republic saw a 4.9% increase in stopover traffic, while Jamaica saw a 6.3% increase in stopovers in the same period. The U.S. Virgin Islands saw a 3.4% increase in air arrivals in the first six months of 2017.
- Outbound travel by US citizens grew by 8.1% in calendar year 2016 compared to the same period for 2015 but was up by just 3.0% to the Caribbean. The Caribbean's share of total trips taken by US citizens to international destinations fell from 10.3% in calendar year 2015 to 9.8% in calendar year 2016.

Cruise Visitor traffic to Aruba was up by 36.4% in October.

- The number of cruise passengers visiting Aruba in October grew by 36.4%, from 38,349 in October 2016 to 52,293 in October 2017.
- In the first ten months of 2017 the number of cruise visitors to Aruba grew by 23.4% from 477,575 in 2016 to 583,367 in 2017.

The number of hotel visitors grew by 10.0% in October.

- As reported by Immigration card data the number of stopover visitors staying in hotels in October 2017 grew by 10.0%, and staying in timeshare resorts fell by 0.8%. The number staying in "other accommodation" grew by 7.5%. This latter category comprised 19.5% of all visitors in October 2017, up from 19.3% in October 2016.
- In the first ten months of 2017 the number of visitors staying in hotels grew by 4.4% compared with the same ten months of 2016, the number staying in timeshare resorts grew by 0.9% and the number staying in other accommodation fell by 28.4%.

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- In October 2017 hotels saw a 10.1% increase in the overall number of visitor nights compared with October 2016. The USA generated 15.4% more hotel nights in October 2017 than in October 2016. In the first ten months of 2017 the USA has generated a 9.2% increase in the number of hotel nights.

The number of nights spent in apartments/guesthouses grew by 65.2% in October.

- The number of nights spent by visitors staying in apartments or guesthouses grew by 65.2% in October, from 14,063 nights in October 2016 to 23,236 nights in October 2017. The number of nights spent by visitors staying in private homes grew by 8.6% from 108,086 in October 2016 to 117,331 in October 2017.
- In the first ten months of 2017 the number of nights spent by visitors staying in apartments or guesthouses grew by 8.1% from 237,023 nights in 2016 to 256,237 nights in 2017. The number of nights spent in private homes fell by 16.8% in the first ten months, from 1,636,763 in 2016 to 1,362,463 nights in 2017.
- The number of Venezuelan stopovers using "other accommodation" fell by 10.6% in October 2017 and comprised 61.4% of all Venezuelan visitors in October 2017 up from 52.0% in October 2016. The number of Venezuelans staying in hotel accommodation in October 2017 fell by 36.8% compared with October 2016.

Average hotel occupancy grew by 6.5 percentage points to 84.7% in October.

- Numbers provided to AHATA show that for a sample of 14 hotels average room occupancy grew by 6.5 percentage points in October from 78.2% in October 2016 to 84.7% in October 2017. The average daily room rate grew by 8.4% to \$189.20 and the average RevPar grew by 17.4% to \$160.22.
- In the first ten months of 2017 average room occupancy grew by 4.4 percentage points to 84.5%. The average daily room rate grew by 4.0% to \$232.53 and the average RevPar grew by 9.8% to \$196.60.
- Performance of the hotels by category for October 2017 shows that the brand name beach front hotels saw their average room occupancies grow by 12.4 percentage points to 77.5%, with their RevPar growing by 26.2% to \$202.00. The all-inclusive resorts saw their average room occupancies grow by 2.5 percentage points to 93.6% and their RevPar grow by 9.7% to \$136.04. The smaller independent beach front hotels saw their average room occupancy grow by 3.8 percentage points to 95.1% and their RevPar grow by 11.5% to \$284.59. The non-beach front hotels saw their average room occupancies improve by 4.3 percentage points to 78.0% and saw their RevPar grow by 16.1% to \$108.80.
- In the first ten months of 2017 Smith Travel Research (STR) reported that hotels in four of seven Caribbean destinations saw higher average room occupancies.

Four of seven saw a higher average RevPar. The impact of Hurricanes Irma and Maria resulted in fewer countries reporting hotel performance data for October 2017.

JetBlue was the number one carrier in October 2017.

- JetBlue was the number one carrier in October 2017 and brought in 16,258 non-resident visitors, up 32.8% compared with October 2016. American Airlines was the number two carrier, (13,843 non-residents) with Delta Air Lines number three (10,127 non-residents).
- In the first ten months of 2017 JetBlue brought in 40.2% more non-resident passengers than in the same period of 2016, growing from 117,992 visitors to 165,381 in 2017. The additional 47,389 passengers accounted for 86% of the overall increase in non-resident passengers carried by the six main US airlines in the first ten months of 2017.

11% of Venezuelan stopovers arrived on an American scheduled airline.

- Of the 7,133 Venezuelans who visited Aruba in October 2017 10.8% (770) arrived in Aruba on a US scheduled carrier. In total 1,025 Venezuelans (14.4% of all Venezuelans) arrived in Aruba on a carrier other than one based in Venezuela or in Aruba. These are thought to be persons visiting Aruba in transit to another country and returning to Venezuela via Aruba.
- 3.2% of non-residents carried to Aruba by American Airlines in October 2017 were residents of Venezuela. 0.4% of non-residents carried to Aruba by Delta Air Lines in October were residents of Venezuela.

The number of visitors 70 years old or older, grew by 12.7% in October.

- There was a 12.7% increase in October of the number of visitors 70 years old or older. However, the number in the 0 – 11 years category fell by 1.8%.
- The number of visitors from the USA 30 – 39 years old (up 22.0%), between 12 – 19 years (up 21.6%), and 20 - 29 years old (up 19.5%), grew substantially in October.

43.4% of our visitors in October were visiting for the first time.

- In October 2017 43.4% of our visitors reported they were visiting for the first time and 42.8% reported they had visited before. 13.8% of our visitors did not report how many times they visited. Distributing the number who did not report on a *pro rata* basis results in an overall percentage of 50% first time and 50% repeat.
- In the first ten months of 2017 the *pro rata* numbers are 52% first time and 48% repeat.

Aruba scored 4.50 on the TripAdvisor ratings in October 2017.

- Trip Advisor ratings for October 2017 show that Aruba received a total of 5,003 reviews and achieved an average rating of 4.50 out of 5. The Cayman Islands achieved an average rating of 4.60. The USVI achieved a 4.40 rating with Puerto Rico and Curacao receiving a 4.30 rating.

The ATA forecasts a 1% growth in stopovers for 2017.

- The Aruba Tourism Authority has set a forecast of 1.0% more stopover visitors for 2017 compared to 2016. As well they have targeted a 1% increase in tourism receipts and an increase of cruise visitors of 5%.
- It is currently forecasted by AHATA that there will be little change in the number of available hotel room nights in 2017 due on the one hand the addition of 74 renovated rooms at the Tropicana Aruba but there being one less day in 2017 than in 2016. Please note that the Bucuti and Tara Beach Resort underwent substantial renovations during mid 2017 which resulted in the closure of some rooms. The Aruba Marriott is undergoing similar renovations in the last quarter of 2017 also resulting in the closure of rooms for brief periods of time.
- AHATA is currently projecting a 4.1 percentage point increase in overall average hotel room occupancy in 2017 and a 3% change in the overall ADR. RevPar is projected to grow by 8.6%.
- The Aruba Airport Authority (AAA) is forecasting that Aruba will receive 1.8% fewer airline seats in the winter of 2017/2018 (from November 1 2017 through March 31 2018) compared with the same period of 2016/2017. The USA will generate 6.8% more air seats however. The AAA is projecting that Aruba will receive 2% more air seats in calendar year 2018 compared with CY 2017 with the USA generating 4% more seats.
- Projections for cruise traffic for 2017 suggest that, based on existing schedules, the number of cruise passengers will increase by about 10% compared with 2016.

The ATA is targeting a 3.7% increase in stopover arrivals for 2018.

The Aruba Tourism Authority has published the following targets for 2018.

- Total stopover arrivals to increase by 3.7% compared with 2017 final total.
- Tourism Receipts to increase by between 2% - 3.5% compared with 2017 final.
- RevPar to grow by 0.8% compared with final RevPar for 2017.
- Cruise visitor arrivals to grow by 7.0% compared with 2017 final total.

The ATA is targeting a 3.6% increase in stopover arrivals from the USA in 2018, a 3.0% increase in traffic from Canada, a 23.5% increase from Argentina, a 20% increase from Brazil, a 7.2% increase from the Netherlands but a 44.6% drop in traffic from the UK due to the loss of charter flights.

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Visitor Arrivals – October 2017

Aruba: Total Visitors October 2017

	2017	%	2016	%	% change
USA	51,166	62.8%	45,080	58.9%	13.5%
Canada	2,880	3.5%	2,540	3.3%	13.4%
Venezuela	7,133	8.8%	9,412	12.3%	-24.2%
Brazil	1,407	1.7%	1,084	1.4%	29.8%
Colombia	2,486	3.1%	2,303	3.0%	7.9%
Argentina	1,857	2.3%	1,423	1.9%	30.5%
Chile	889	1.1%	859	1.1%	3.5%
Netherlands	3,126	3.8%	3,189	4.2%	-2.0%
Germany	635	0.8%	524	0.7%	21.2%
Italy	686	0.8%	656	0.9%	4.6%
UK	2,409	3.0%	2,194	2.9%	9.8%
Sweden	623	0.8%	665	0.9%	-6.3%
Other	6,186	7.6%	6,562	8.6%	-5.7%
Total	81,483	100.0%	76,491	100.0%	6.5%

Source: ATA

Total stopover arrivals (persons staying 24 hours or more) for October 2017 showed a 6.5% increase compared with October 2016.

Traffic from the USA was up by 13.5%, was up by 13.4% from Canada, down 24.2% from Venezuela, up 7.9% from Colombia, up 30.5% from Argentina and was up 29.8% from Brazil. Arrivals were down 2.0% from The Netherlands.

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Aruba: Total Visitors October 2017 YTD

	2017	%	2016	%	% change
USA	573,491	65.2%	523,448	56.5%	9.6%
Canada	36,603	4.2%	32,757	3.5%	11.7%
Venezuela	78,146	8.9%	185,740	20.1%	-57.9%
Brazil	11,265	1.3%	10,392	1.1%	8.4%
Colombia	25,887	2.9%	22,623	2.4%	14.4%
Argentina	24,254	2.8%	15,972	1.7%	51.9%
Chile	9,038	1.0%	9,579	1.0%	-5.6%
Netherlands	30,617	3.5%	29,678	3.2%	3.2%
Germany	4,812	0.5%	3,728	0.4%	29.1%
Italy	6,703	0.8%	6,752	0.7%	-0.7%
UK	18,154	2.1%	17,170	1.9%	5.7%
Sweden	3,723	0.4%	4,041	0.4%	-7.9%
Other	56,247	6.4%	64,410	7.0%	-12.7%
Total	878,940	100.0%	926,290	100.0%	-5.1%

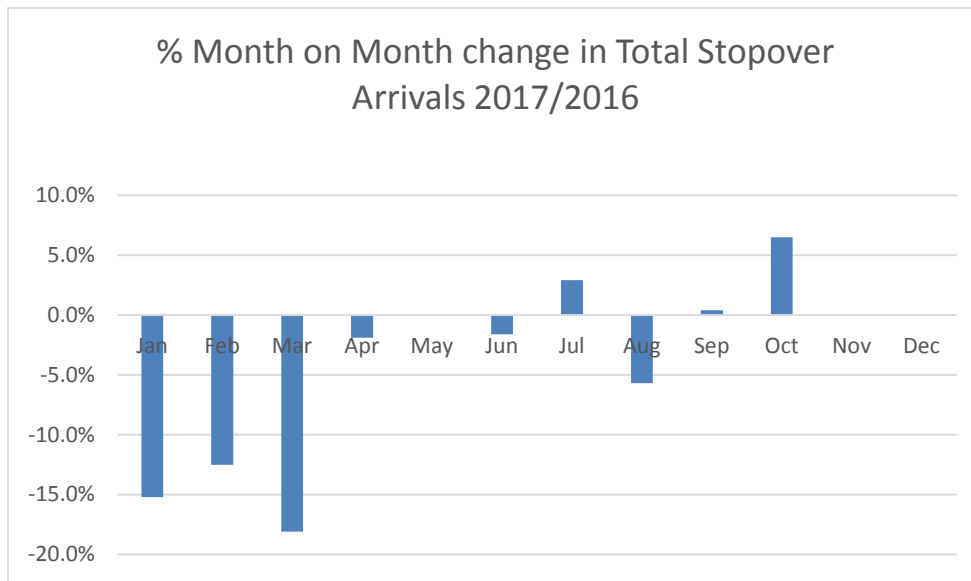
Source: ATA

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Total stopover arrivals by month.

	2017	2016	% change
Jan	89,269	104,072	-14.2%
Feb	84,163	96,185	-12.5%
Mar	90,133	109,998	-18.1%
Apr	96,915	98,823	-1.9%
May	80,975	80,964	0.0%
Jun	85,288	86,697	-1.6%
Jul	102,272	99,418	2.9%
Aug	90,798	96,319	-5.7%
Sep	77,644	77,323	0.4%
Oct	81,483	76,491	6.5%
YTD	878,940	926,290	-5.1%

Source: ATA



Expenditures

Tourism Receipts

(In Millions of AFL)

YEAR	1st	2nd	3rd	4th	TOTAL
2010	644.5	519.8	502.5	566.2	2,233.0
2011	690.4	582.1	555.4	583.4	2,411.3
2012	728.7	581.2	576.5	615.1	2,501.5
2013	774.9	621.4	600.6	680.4	2,660.0
2014	806.7	652.3	678.8	723.5	2,861.3
2015	864.4	672.0	681.4	718.8	2,936.6
2016	842.8	670.8	689.1	689.3	2,892.0
2017	872.7	712.9			

Source: Central Bank of Aruba

In the second quarter of 2017 the volume of visitor arrivals declined by 1.2% while the volume of tourism receipts grew by 6.3% compared with second quarter 2016.

In the first half of 2017 the volume of visitor arrivals declined by 8.7% while the volume of tourism receipts grew by 5.2% compared with the first half of 2016.

Top Producing US States.

Aruba: Total Visitors: US States: October 2017

	2017	%	2016	%	% change
New York	10,515	20.6%	9,261	20.5%	13.5%
Massachusetts	6,539	12.8%	6,024	13.4%	8.5%
New Jersey	5,953	11.6%	5,597	12.4%	6.4%
Pennsylvania	3,220	6.3%	2,758	6.1%	16.8%
Illinois	1,366	2.7%	1,122	2.5%	21.7%
Florida	3,331	6.5%	2,595	5.8%	28.4%
Connecticut	1,959	3.8%	1,855	4.1%	5.6%
Maryland	1,609	3.1%	1,359	3.0%	18.4%
Ohio	1,418	2.8%	1,320	2.9%	7.4%
Michigan	872	1.7%	740	1.6%	17.8%
Virginia	1,235	2.4%	948	2.1%	30.3%
Texas	1,246	2.4%	1,132	2.5%	10.1%
California	1,103	2.2%	978	2.2%	12.8%
Other	10,800	21.1%	9,391	20.8%	15.0%
Total	51,166	100.0%	45,080	100.0%	13.5%

Source: ATA

Aruba: Total Visitors: US States: October 2017 YTD

	2017	%	2016	%	% change
New York	116,620	20.3%	108,619	20.8%	7.4%
Massachusetts	66,543	11.6%	59,077	11.3%	12.6%
New Jersey	71,466	12.5%	66,699	12.7%	7.1%
Pennsylvania	34,238	6.0%	31,078	5.9%	10.2%
Illinois	17,364	3.0%	16,271	3.1%	6.7%
Florida	36,775	6.4%	28,056	5.4%	31.1%
Connecticut	19,848	3.5%	19,320	3.7%	2.7%
Maryland	20,449	3.6%	18,979	3.6%	7.7%
Ohio	16,667	2.9%	15,049	2.9%	10.8%
Michigan	11,863	2.1%	11,260	2.2%	5.4%
Virginia	14,550	2.5%	13,518	2.6%	7.6%
Texas	18,013	3.1%	18,867	3.6%	-4.5%
California	13,281	2.3%	12,366	2.4%	7.4%
Other	115,814	20.2%	104,289	19.9%	11.1%
Total	573,491	100.0%	523,448	100.0%	9.6%

Source: ATA

USA Stopover Arrivals by Month 2017

USA	2017	2016	% change
Jan	55,383	51,096	8.4%
Feb	56,849	52,632	8.0%
Mar	64,947	60,840	6.8%
Apr	66,110	58,458	13.1%
May	55,387	50,504	9.7%
Jun	57,903	54,520	6.2%
Jul	66,833	61,385	8.9%
Aug	55,284	50,193	10.1%
Sep	43,629	38,740	12.6%
Oct	51,166	45,080	13.5%
YTD	573,491	523,448	9.6%

Source: ATA

Stopover Visitors by Number of Nights Stayed.

Aruba: Total Nights October 2017

	2017	%	2016	%	% change
USA	356,765	59.6%	325,169	58.4%	9.7%
Canada	23,345	3.9%	20,942	3.8%	11.5%
Venezuela	44,191	7.4%	48,098	8.6%	-8.1%
Brazil	9,343	1.6%	6,939	1.2%	34.6%
Colombia	18,206	3.0%	16,978	3.0%	7.2%
Argentina	15,377	2.6%	11,748	2.1%	30.9%
Chile	6,475	1.1%	6,189	1.1%	4.6%
Netherlands	34,769	5.8%	35,977	6.5%	-3.4%
Germany	5,988	1.0%	5,273	0.9%	13.6%
Italy	4,684	0.8%	4,397	0.8%	6.5%
UK	27,268	4.6%	25,988	4.7%	4.9%
Sweden	6,661	1.1%	7,136	1.3%	-6.7%
Other	45,042	7.5%	42,151	7.6%	6.9%
Total	598,114	100.0%	556,985	100.0%	7.4%

Source: ATA

Aruba: Average Length of Stay in Nights: October 2017

	2017	2016	% change
USA	6.97	7.21	-3.3%
Canada	8.11	8.24	-1.7%
Venezuela	6.20	5.11	21.2%
Brazil	6.64	6.40	3.7%
Colombia	7.32	7.37	-0.7%
Argentina	8.28	8.26	0.3%
Chile	7.28	7.20	1.1%
Netherlands	11.12	11.28	-1.4%
Germany	9.43	10.06	-6.3%
Italy	6.83	6.70	1.9%
UK	11.32	11.85	-4.4%
Sweden	10.69	10.73	-0.4%
Other	7.28	6.42	13.4%
Total	7.34	7.28	0.8%

Source: ATA

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Aruba: Total Nights October 2017 YTD

	2017	%	2016	%	% change
USA	3,954,794	60.8%	3,669,519	55.5%	7.8%
Canada	315,027	4.8%	283,485	4.3%	11.1%
Venezuela	520,267	8.0%	978,234	14.8%	-46.8%
Brazil	74,985	1.2%	67,639	1.0%	10.9%
Colombia	195,113	3.0%	210,033	3.2%	-7.1%
Argentina	219,803	3.4%	140,714	2.1%	56.2%
Chile	70,806	1.1%	73,663	1.1%	-3.9%
Netherlands	382,763	5.9%	368,883	5.6%	3.8%
Germany	44,501	0.7%	36,408	0.6%	22.2%
Italy	50,674	0.8%	49,110	0.7%	3.2%
UK	207,708	3.2%	203,616	3.1%	2.0%
Sweden	43,017	0.7%	48,321	0.7%	-11.0%
Other	420,639	6.5%	480,964	7.3%	-12.5%
Total	6,500,097	100.0%	6,610,589	100.0%	-1.7%

Source: ATA

Aruba: Average Length of Stay in Nights: October 2017 YTD

	2017	2016	% change
USA	6.90	7.01	-1.6%
Canada	8.61	8.65	-0.5%
Venezuela	6.66	5.27	26.4%
Brazil	6.66	6.51	2.3%
Colombia	7.54	9.28	-18.8%
Argentina	9.06	8.81	2.9%
Chile	7.83	7.69	1.9%
Netherlands	12.50	12.43	0.6%
Germany	9.25	9.77	-5.3%
Italy	7.56	7.27	3.9%
UK	11.44	11.86	-3.5%
Sweden	11.55	11.96	-3.4%
Other	7.48	7.47	0.1%
Total	7.40	7.14	3.6%

Source: ATA

Competing Destination performance.

The Caribbean Tourism Organization collects data from across the region. Their most recently published figures are from November 2017 which show a limited set of data for 2017.

	Total Stopover Visitors			
	2017	2016	% change	Period
Antigua	200,446	217,403	-7.8%	Jan-Oct
Aruba	878,940	926,290	-5.1%	Jan-Oct
Bahamas	NA	NA	NA	NA
Barbados	453,652	422,436	7.4%	Jan-Aug
Belize	341,777	315,584	8.3%	Jan-Oct
British Virgin Islands	243,363	240,240	1.3%	Jan-Jun
Cayman Islands	334,401	315,906	5.9%	Jan-Oct
Cuba	2,688,446	2,147,919	25.2%	Jan-Jun
Curacao	293,159	333,019	-12.0%	Jan-Sep
Dominican Republic	4,120,362	3,926,417	4.9%	Jan-Sep
Jamaica	1,756,673	1,652,612	6.3%	Jan-Sep
Puerto Rico*	989,967	963,941	2.7%	Jan-Jun
Saint Lucia	317,255	288,939	9.8%	Jan-Oct
Turks & Caicos Islands	255,037	258,921	-1.5%	Jan-Jun
US Virgin Islands	453,055	438,215	3.4%	Jan-Jun

* Hotel Non-Resident Registrations

Source CTO

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The same CTO report also shows data for stopover visitor arrivals for 2017 from the USA to certain destinations.

Total US Stopover Visitors				
	2017	2016	% change	Period
Antigua	79,700	90,465	-11.9%	Jan-Oct
Aruba	573,491	523,448	9.6%	Jan-Oct
Bahamas	NA	NA	NA	NA
Barbados	133,076	114,318	16.4%	Jan-Aug
Belize	224,467	210,965	6.4%	Jan-Oct
British Virgin Islands	NA	NA	NA	NA
Cayman Islands	274,314	248,124	10.6%	Jan-Oct
Cuba	NA	NA	NA	NA
Curacao	44,985	45,485	-1.1%	Jan-Sep
Dominican Republic	1,772,237	1,779,355	-0.4%	Jan-Oct
Jamaica	1,141,001	1,083,134	5.3%	Jan-Sep
Puerto Rico*	911,222	862,083	5.7%	Jan-Jun
Saint Lucia	140,353	132,035	6.3%	Jan-Oct
Turks & Caicos Islands	208,753	212,147	-1.6%	Jan-Jun
US Virgin Islands	NA	NA	NA	NA

* Hotel Non-Resident Registrations

Source CTO

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The US Government's Department of Commerce, International Trade Administration, National Travel and Tourism Office keeps track of U.S. citizens travel to International Regions. The most current data are for full year 2016 shown below.

U.S. Citizens Outbound Travel - Caribbean			
	2016	2015	% change
Jan	588,925	560,268	5.1%
Feb	643,467	610,837	5.3%
Mar	809,877	755,526	7.2%
Apr	687,500	671,777	2.3%
May	641,598	647,866	-1.0%
Jun	803,919	783,320	2.6%
Jul	890,781	852,692	4.5%
Aug	640,065	656,606	-2.5%
Sep	416,980	403,601	3.3%
Oct	451,579	477,299	-5.4%
Nov	547,257	523,274	4.6%
Dec	751,937	705,131	6.6%
YTD	7,878,885	7,648,197	3.0%

Source: ITA: National Travel & Tourism Office

U.S. Citizens Outbound Travel - Total			
	2016	2015	% change
Jan	5,374,945	4,905,567	9.6%
Feb	5,253,191	4,744,064	10.7%
Mar	6,596,701	5,856,069	12.6%
Apr	5,882,169	5,540,760	6.2%
May	6,771,961	6,395,997	5.9%
Jun	8,275,983	7,789,596	6.2%
Jul	9,122,195	8,310,237	9.8%
Aug	7,420,570	7,085,524	4.7%
Sep	6,276,564	5,799,669	8.2%
Oct	6,042,845	5,518,751	9.5%
Nov	5,766,891	5,419,534	6.4%
Dec	7,442,151	6,825,706	9.0%
YTD	80,226,167	74,191,473	8.1%

Source: ITA: National Travel & Tourism Office

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U.S. Citizens Outbound Travel - Caribbean Share			
	2016	2015	% pt change
Jan	11.0%	11.4%	-0.5%
Feb	12.2%	12.9%	-0.6%
Mar	12.3%	12.9%	-0.6%
Apr	11.7%	12.1%	-0.4%
May	9.5%	10.1%	-0.7%
Jun	9.7%	10.1%	-0.3%
Jul	9.8%	10.3%	-0.5%
Aug	8.6%	9.3%	-0.6%
Sep	6.6%	7.0%	-0.3%
Oct	7.5%	8.6%	-1.2%
Nov	9.5%	9.7%	-0.2%
Dec	10.1%	10.3%	-0.2%
YTD	9.8%	10.3%	-0.5%

Source: ITA: National Travel & Tourism Office

U.S. Citizens Outbound Travel - January - December 2016 YTD					
	2016	% share	2015	% share	% change
Europe	13,614,365	17.0%	12,598,860	17.0%	8.1%
Caribbean	7,878,885	9.8%	7,648,197	10.3%	3.0%
Asia	5,382,958	6.7%	4,842,660	6.5%	11.2%
South America	2,010,477	2.5%	1,869,463	2.5%	7.5%
Central America	2,984,133	3.7%	2,790,865	3.8%	6.9%
Oceania	724,883	0.9%	643,485	0.9%	12.6%
Middle East	2,176,309	2.7%	2,045,251	2.8%	6.4%
Africa	364,892	0.5%	350,572	0.5%	4.1%
Mexico (Air)	8,933,753	11.1%	7,993,665	10.8%	11.8%
Mexico (Other)	22,260,645	27.7%	20,739,622	28.0%	7.3%
Canada	13,894,867	17.3%	12,668,836	17.1%	9.7%
Total	80,226,167	100.0%	74,191,476	100.0%	8.1%

Source: ITA: National Travel & Tourism Office

Travel to the Caribbean by US citizens in calendar year 2016 showed the slowest rate of growth of all destinations, with a 3% increase, compared with an overall increase of 8.1%. Consequently, the Caribbean's share of such travel has fallen from 10.3% in 2015 to 9.8% in 2016.

Cruise Traffic.

Cruise Visitors: Aruba 2017

	2017		2016		Per cent change	
	Calls	Passengers	Calls	Passengers	Calls	Passengers
October	25	52,298	17	38,349	47.1%	36.4%
YTD	250	589,367	222	477,575	12.6%	23.4%

Source: Aruba Port Authority.

In October 2017 Aruba saw a 36.4% increase in the number of cruise passengers compared with October 2016.

In October 2016 Aruba received 17 calls: -

- 3 Carnival calls
- 2 Royal Caribbean International calls
- 1 call from Holland America
- 4 Pullmantur calls
- 1 Celebrity Cruises call
- 4 Princess Cruises calls
- 2 Freewinds calls

In August 2017 Aruba received 25 calls: -

- 3 Carnival calls
- 4 Royal Caribbean International calls
- 5 Pullmantur calls
- 2 Celebrity Cruises calls
- 2 Holland America calls
- 4 Freewinds calls.
- 5 Princess Cruises calls

Thus, the main difference between October 2016 and October 2017 was one more Pullmantur call, one more Princess call, one more Holland America call, two more RCI calls, one more Celebrity Cruises call, and two more Freewinds calls.

Year to date through October the volume of cruise traffic has grown by 23.4% compared with the same period for 2016.

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

The CTO numbers for 2017 for cruise visitor traffic show: -

Total Cruise Visitors				
	2017	2016	% change	Period
Antigua	448,304	414,574	8.1%	Jan-Sep
Aruba	589,367	477,575	23.4%	Jan-Oct
Bahamas	3,159,040	3,207,755	-1.5%	Jan-Aug
Barbados	453,842	378,276	20.0%	Jan-Aug
Belize	802,264	756,699	6.0%	Jan-Oct
British Virgin Islands	367,708	411,211	-10.6%	Jan-Jun
Cayman Islands	1,298,115	1,361,547	-4.7%	Jan-Oct
Cozumel	3,254,447	2,852,625	14.1%	Jan-Oct
Curacao	410,158	321,424	27.6%	Jan-Sep
Dominican Republic	737,749	561,454	31.4%	Jan-Sep
Jamaica	1,330,343	1,223,605	8.7%	Jan-Sep
Puerto Rico	782,976	717,772	9.1%	Jan-Jun
Saint Lucia	468,249	392,148	19.4%	Jan-Oct
St. Maarten	1,011,608	955,689	5.9%	Jan-Jun
Turks & Caicos Islands	498,398	442,789	12.6%	Jan-Jun
US Virgin Islands	1,062,958	1,226,094	-13.3%	Jan-Aug
sub total	16,675,526	15,701,237	6.2%	

Source CTO

Place of Stay

The following numbers are from the ATA data base and derived from the information entered on the immigration card by all visitors.

	Place of Stay: Visitors 2017				
	Oct 2017		Oct 2016		% change
	Visitors	%	Visitors	%	
Hotels	44,535	54.7%	40,485	52.9%	10.0%
Timeshare	21,098	25.9%	21,259	27.8%	-0.8%
Apts/Priv Homes	15,850	19.5%	14,747	19.3%	7.5%
Total	81,483	100.0%	76,491	100.0%	6.5%

Source: ATA

The hotels category includes High Rise hotels, Low Rise hotels and the Tropicana. As shown above in October 2017 the number of visitors staying in hotel accommodation grew by 10.0%, those staying in a timeshare resort decreased by 0.8% and those staying in apartments, guest houses or private homes grew by 7.5%.

	Place of Stay: Visitor Nights 2017				
	Oct 2017		Oct 2016		% change
	Nights	%	Nights	%	
Hotels	281,995	47.1%	256,053	46.0%	10.1%
Timeshare	175,508	29.3%	178,718	32.1%	-1.8%
Apts/Priv Homes	140,611	23.5%	122,234	21.9%	15.0%
Total	598,114	100.0%	557,005	100.0%	7.4%

Source: ATA

	Average Length of Stay in Nights 2017		
	Oct 2017	Oct 2016	% change
	Nights	Nights	
Hotels	6.33	6.32	0.1%
Timeshare	8.32	8.41	-1.0%
Apts/Priv Homes	8.87	8.29	7.0%
Total	7.34	7.28	0.8%

Source: ATA

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

	Visitors 2017				
	Oct 2017 YTD		Oct 2016 YTD		% change
	Visitors	%	Visitors	%	
Hotels	475,106	54.1%	454,993	49.1%	4.4%
Timeshare	228,319	26.0%	226,174	24.4%	0.9%
Apts/Priv Homes	175,515	20.0%	245,123	26.5%	-28.4%
Total	878,940	100.0%	926,290	100.0%	-5.1%

Source: ATA

	Visitor Nights Full Year 2017				
	Oct 2017 YTD		Oct 2016 YTD		% change
	Nights	%	Nights	%	
Hotels	2,989,356	46.0%	2,853,836	43.2%	4.7%
Timeshare	1,891,690	29.1%	1,877,097	28.4%	0.8%
Apts/Priv Homes	1,619,051	24.9%	1,879,676	28.4%	-13.9%
Total	6,500,097	100.0%	6,610,609	100.0%	-1.7%

Source: ATA

	Average Length of Stay in Nights 2017		
	Oct 2017 YTD	Oct 2016 YTD	% change
	Nights	Nights	
Hotels	6.29	6.27	0.3%
Timeshare	8.29	8.30	-0.2%
Apts/Priv Homes	9.22	7.67	20.3%
Total	7.40	7.14	3.6%

Source: ATA

Hotel Nights by Market.

The following numbers are from the ATA data base and are derived from the information entered on the immigration card by all visitors as to the length of their intended stay. The USA has shown good growth in hotel nights so far this year (up 9.2%) and accounted for 60.8% of all hotel nights in October 2017 and 64.9% for the first ten months of 2017.

Aruba: Total Hotel Nights October 2017

	2017	%	2016	%	% change
USA	171,394	60.8%	148,533	58.0%	15.4%
Canada	12,399	4.4%	12,423	4.9%	-0.2%
Venezuela	10,157	3.6%	14,294	5.6%	-28.9%
Brazil	7,578	2.7%	5,624	2.2%	34.7%
Colombia	6,195	2.2%	6,229	2.4%	-0.5%
Argentina	12,158	4.3%	9,473	3.7%	28.3%
Netherlands	9,073	3.2%	9,207	3.6%	-1.5%
Germany	2,767	1.0%	2,477	1.0%	11.7%
Italy	3,343	1.2%	3,060	1.2%	9.2%
UK	22,197	7.9%	21,232	8.3%	4.5%
Other	24,734	8.8%	23,501	9.2%	5.2%
Total	281,995	100.0%	256,053	100.0%	10.1%

Source: ATA

Aruba: Total Hotel Nights October YTD 2017

	2017	%	2016	%	% change
USA	1,941,163	64.9%	1,777,749	62.3%	9.2%
Canada	162,142	5.4%	157,142	5.5%	3.2%
Venezuela	110,608	3.7%	181,009	6.3%	-38.9%
Brazil	57,523	1.9%	51,577	1.8%	11.5%
Colombia	60,370	2.0%	51,633	1.8%	16.9%
Argentina	154,807	5.2%	106,251	3.7%	45.7%
Netherlands	75,202	2.5%	78,821	2.8%	-4.6%
Germany	18,564	0.6%	16,782	0.6%	10.6%
Italy	31,476	1.1%	32,198	1.1%	-2.2%
UK	163,851	5.5%	168,372	5.9%	-2.7%
Other	213,650	7.1%	232,302	8.1%	-8.0%
Total	2,989,356	100.0%	2,853,836	100.0%	4.7%

Source: ATA

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

Visitor Nights in Apartments/Guest Houses and Private Homes.

The number of nights spent by visitors staying in apartments or guesthouses grew by 65.2% in October, from 14,063 nights in October 2016 to 23,236 nights in October 2017. The number of nights spent by visitors staying in private homes grew by 8.6% from 108,086 in October 2016 to 117,331 in October 2017.

October 2017

October 2017 Nights	2017				2016				Per Cent Change	
	Apt/GH	% shr	Priv Home	% shr	Apt/GH	% shr	Priv Home	% shr	Apt/GH	Priv Home
USA	4,798	20.6%	26,371	22.5%	1,811	12.9%	21,233	19.6%	164.9%	24.2%
Canada	1,099	4.7%	4,939	4.2%	227	1.6%	3,983	3.7%	384.1%	24.0%
Venezuela	2,113	9.1%	29,496	25.1%	2,231	15.9%	26,778	24.8%	-5.3%	10.2%
Brazil	254	1.1%	839	0.7%	57	0.4%	648	0.6%	345.6%	29.5%
Colombia	484	2.1%	9,244	7.9%	265	1.9%	8,315	7.7%	82.6%	11.2%
Argentina	135	0.6%	1,507	1.3%	242	1.7%	987	0.9%	-44.2%	52.7%
Netherlands	4,974	21.4%	19,435	16.6%	3,379	24.0%	21,194	19.6%	47.2%	-8.3%
Germany	584	2.5%	2,247	1.9%	394	2.8%	2,019	1.9%	48.2%	11.3%
U.K.	868	3.7%	1,877	1.6%	263	1.9%	1,521	1.4%	230.0%	23.4%
Italy	146	0.6%	654	0.6%	51	0.4%	834	0.8%	186.3%	-21.6%
Other	7,781	33.5%	20,722	17.7%	5,143	36.6%	20,574	19.0%	51.3%	0.7%
Total	23,236	100%	117,331	100%	14,063	100%	108,086	100%	65.2%	8.6%

Source: ATA

Year to Date.

October 2017 YTD Nights	2017				2016				Per Cent Change	
	Apt/GH	% shr	Priv Home	% shr	Apt/GH	% shr	Priv Home	% shr	Apt/GH	Priv Home
USA	59,497	23.2%	348,487	25.6%	40,030	16.9%	306,091	18.7%	48.6%	13.9%
Canada	11,061	4.3%	80,213	5.9%	5,317	2.2%	65,170	4.0%	108.0%	23.1%
Venezuela	26,013	10.2%	296,664	21.8%	38,267	16.1%	620,197	37.9%	-32.0%	-52.2%
Brazil	2,181	0.9%	9,410	0.7%	2,288	1.0%	9,072	0.6%	-4.7%	3.7%
Colombia	5,425	2.1%	105,534	7.7%	4,032	1.7%	132,367	8.1%	34.5%	-20.3%
Argentina	7,923	3.1%	33,846	2.5%	2,751	1.2%	15,243	0.9%	188.0%	122.0%
Netherlands	56,132	21.9%	236,920	17.4%	32,453	13.7%	240,430	14.7%	73.0%	-1.5%
Germany	5,304	2.1%	17,875	1.3%	2,480	1.0%	14,787	0.9%	113.9%	20.9%
U.K.	8,022	3.1%	14,240	1.0%	3,461	1.5%	12,522	0.8%	131.8%	13.7%
Italy	3,791	1.5%	12,557	0.9%	2,015	0.9%	12,323	0.8%	88.1%	1.9%
Other	70,888	27.7%	206,717	15.2%	103,929	43.8%	208,561	12.7%	-31.8%	-0.9%
Total	256,237	100%	1,362,463	100%	237,023	100%	1,636,763	100%	8.1%	-16.8%

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Source: ATA

Use of Accommodation by visitors from Venezuela.

The number of visitors from Venezuela using hotel accommodation in October fell by 36.8%. The number of visitors using private homes/apartments and condominiums fell by 10.6% and comprised 61.4% of all Venezuelan visitors in October 2017, up from 52.0% in October 2016.

	Visitors from Venezuela 2017				
	Oct 2017		Oct 2016		% change
	Visitors	%	Visitors	%	
Hotels	2,316	32.5%	3,662	38.9%	-36.8%
Timeshare	440	6.2%	855	9.1%	-48.5%
Apts/Priv Homes	4,377	61.4%	4,895	52.0%	-10.6%
Total	7,133	100.0%	9,412	100.0%	-24.2%

Source: ATA

	Visitor Nights from Venezuela 2017				
	Oct 2017		Oct 2016		% change
	Nights	%	Nights	%	
Hotels	10,157	23.0%	14,294	29.7%	-28.9%
Timeshare	2,383	5.4%	4,721	9.8%	-49.5%
Apts/Priv Homes	31,651	71.6%	29,083	60.5%	8.8%
Total	44,191	100.0%	48,098	100.0%	-8.1%

Source: ATA

	Average Length of Stay Venezuela 2017				
	Oct 2017		Oct 2016		% change
	Nights		Nights		
Hotels	4.39	nts	3.90	nts	12.4%
Timeshare	5.42	nts	5.52	nts	-1.9%
Apts/Priv Homes	7.23	nts	5.94	nts	21.7%
Total	6.20	nts	5.11	nts	21.2%

Source: ATA

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Year to Date.

Visitors from Venezuela 2017					
	Oct 2017 YTD		Oct 2016 YTD		
	Visitors	%	Visitors	%	% change
Hotels	24,573	31.4%	41,101	22.1%	-40.2%
Timeshare	10,962	14.0%	18,095	9.7%	-39.4%
Apts/Priv Homes	42,611	54.5%	126,544	68.1%	-66.3%
Total	78,146	100.0%	185,740	100.0%	-57.9%

Source: ATA

Visitor Nights from Venezuela 2017					
	Oct 2017 YTD		Oct 2016 YTD		
	Nights	%	Nights	%	% change
Hotels	110,608	21.3%	181,009	18.5%	-38.9%
Timeshare	86,725	16.7%	133,346	13.6%	-35.0%
Apts/Priv Homes	322,934	62.1%	663,879	67.9%	-51.4%
Total	520,267	100.0%	978,234	100.0%	-46.8%

Source: ATA

Average Length of Stay Venezuela 2017					
	Oct 2017 YTD		Oct 2016 YTD		
	Nights		Nights		% change
Hotels	4.50	nts	4.40	nts	2.2%
Timeshare	7.91	nts	7.37	nts	7.4%
Apts/Priv Homes	7.58	nts	5.25	nts	44.5%
Total	6.66	nts	5.27	nts	26.4%

Source: ATA

Hotel Performance Aruba 2017

October 2017	2017	2016	2017/2016	
			% change	
Rooms	4,620	4,569	1.1%	
ARN	143,235	141,639	1.1%	
ORN	121,291	110,761	9.5%	
% occupancy	84.7%	78.2%	6.5%	points
ADR	\$189.20	\$174.53	8.4%	
Rev Par	\$160.22	\$136.48	17.4%	

Based on data from 14 properties.

Total transient hotel room inventory for Aruba in October 2017 stood at 5,275 rooms. In addition to the transient hotel room inventory there was an estimated total of 3,440 timeshare units.

The above numbers reflect a sample of 14 hotels. The sample includes all major hotels except the Hilton Aruba.

In October 2017, the hotel sector saw a 6.5 percentage point increase in average room occupancy, from 78.2% to 84.7%, and an 8.4% increase in the average daily room rate (ADR) from \$174.53 to \$189.20. With the higher average room occupancy and higher ADR revenue per available room (RevPar) grew by 17.4% compared with October 2016.

Year to Date

October 2017 YTD	2017	2016	2017/2016	
			% change	
Rooms	4,622	4,571	1.1%	
ARN	1,406,882	1,391,544	1.1%	
ORN	1,189,503	1,113,995	6.8%	
% occupancy	84.5%	80.1%	4.4%	points
ADR	\$232.53	\$223.67	4.0%	
Rev Par	\$196.60	\$179.06	9.8%	

Based on data from 14 properties.

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2017	Avg Occupancy			ADR			RevPar		
	2017	2016	% pt chng	2017	2016	% chng	2017	2016	% chng
Jan	84.9%	79.2%	5.7%	\$302.22	\$296.93	1.8%	\$256.48	\$235.30	9.0%
Feb	87.9%	83.5%	4.4%	\$315.71	\$308.11	2.5%	\$277.53	\$257.38	7.8%
Mar	84.5%	77.7%	6.8%	\$290.33	\$305.03	-4.8%	\$245.26	\$236.91	3.5%
Apr	86.1%	79.3%	6.8%	\$251.94	\$215.46	16.9%	\$217.02	\$170.96	26.9%
May	83.5%	75.8%	7.7%	\$195.95	\$188.54	3.9%	\$163.68	\$142.98	14.5%
Jun	78.7%	76.5%	2.2%	\$196.06	\$185.90	5.5%	\$154.36	\$142.28	8.5%
Jul	86.7%	84.0%	2.7%	\$209.46	\$203.67	3.0%	\$181.69	\$170.99	6.4%
Aug	85.0%	85.4%	-0.4%	\$199.97	\$190.05	5.2%	\$169.99	\$162.24	4.8%
Sep	83.6%	81.0%	2.6%	\$175.94	\$172.28	2.1%	\$147.04	\$139.56	5.4%
Oct	84.7%	78.2%	6.5%	\$189.20	\$174.53	8.4%	\$160.22	\$136.48	17.4%
YTD	84.5%	80.1%	4.4%	\$232.53	\$223.67	4.0%	\$196.60	\$179.06	9.8%

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

Performance by Category – October 2017.

October 2017	2017						
	Rooms	ARN	ORN	%opy	Revenue	\$ADR	\$RevPar
Brand Name Beach Front	1,678	52,018	40,297	77.5%	\$10,507,811.00	\$260.76	\$202.00
All Inclusives	1,844	57,164	53,492	93.6%	\$7,776,693.00	\$145.38	\$136.04
Small Independent Beach Front	176	5,456	5,187	95.1%	\$1,552,750.00	\$299.35	\$284.59
Non-Beach Front	922	28,597	22,315	78.0%	\$3,111,375.00	\$139.43	\$108.80
Total	4,620	143,235	121,291	84.7%	\$22,948,629.00	\$189.20	\$160.22

	2016						
	Rooms	ARN	ORN	%opy	Revenue	\$ADR	\$RevPar
Brand Name Beach Front	1,678	52,018	33,825	65.0%	\$8,325,775.00	\$246.14	\$160.06
All Inclusives	1,841	57,071	51,969	91.1%	\$7,074,926.00	\$136.14	\$123.97
Small Independent Beach Front	176	5,456	4,981	91.3%	\$1,392,452.00	\$279.55	\$255.21
Non-Beach Front	874	27,094	19,986	73.8%	\$2,538,044.00	\$126.99	\$93.68
Total	4,569	141,639	110,761	78.2%	\$19,331,197.00	\$174.53	\$136.48

	Percentage Change						
	Rooms	ARN	ORN	% pt change	Revenue	\$ADR	\$RevPar
Brand Name Beach Front	0.0%	0.0%	19.1%	12.4%	26.2%	5.9%	26.2%
All Inclusives	0.2%	0.2%	2.9%	2.5%	9.9%	6.8%	9.7%
Small Independent Beach Front	0.0%	0.0%	4.1%	3.8%	11.5%	7.1%	11.5%
Non-Beach Front	5.5%	5.5%	11.7%	4.3%	22.6%	9.8%	16.1%
Total	1.1%	1.1%	9.5%	6.5%	18.7%	8.4%	17.4%

Brand Name Beachfront Hotels

The Aruba Marriott, the Holiday Inn, the Hyatt Regency Aruba, and the Ritz Carlton Aruba.

All Inclusives Resorts.

Divi Tamarijn and Divi All Inclusive, the Barcelo Aruba, the Riu Palace and the Riu Palace Antillas.

Small Independent Beach Front Hotels.

Bucuti & Tara Beach Resort, the Manchebo Beach Resort

Non-Beachfront Hotels.

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

The Mill Resort, the Talk of the Town, the Renaissance Aruba, the Tropicana Aruba Resort & Casino.

Year to Date.

October 2017 YTD	YTD 2017						
	Rooms	ARN	ORN	%opy	Revenue	\$ADR	\$RevPar
Brand Name Beach Front	1,678	510,112	420,625	82.5%	\$142,992,910.00	\$339.95	\$280.32
All Inclusives	1,844	560,200	506,847	90.5%	\$81,980,692.00	\$161.75	\$146.34
Small Independent Beach Front	176	53,504	47,198	88.2%	\$16,193,397.00	\$343.09	\$302.66
Non-Beach Front	936	283,066	214,833	75.9%	\$35,422,587.00	\$164.88	\$125.14
Total	4,634	1,406,882	1,189,503	84.5%	\$276,589,586.00	\$232.53	\$196.60

	YTD 2016						
	Rooms	ARN	ORN	%opy	Revenue	\$ADR	\$RevPar
Brand Name Beach Front	1,678	512,039	392,380	76.6%	\$129,177,543.00	\$329.22	\$252.28
All Inclusives	1,841	559,255	485,744	86.9%	\$74,996,463.00	\$154.40	\$134.10
Small Independent Beach Front	176	53,680	48,638	90.6%	\$15,485,043.00	\$318.37	\$288.47
Non-Beach Front	888	266,570	187,282	70.3%	\$29,510,231.00	\$157.57	\$110.70
Total	4,583	1,391,544	1,113,995	80.1%	\$249,163,738.00	\$223.67	\$179.06

	Percentage Change						
	Rooms	ARN	ORN	% pt change	Revenue	\$ADR	\$RevPar
Brand Name Beach Front	0.0%	-0.4%	7.2%	5.8%	10.7%	3.3%	11.1%
All Inclusives	0.2%	0.2%	4.3%	3.6%	9.3%	4.8%	9.1%
Small Independent Beach Front	0.0%	-0.3%	-3.0%	-2.4%	4.6%	7.8%	4.9%
Non-Beach Front	5.4%	6.2%	14.7%	5.6%	20.0%	4.6%	13.0%
Total	1.1%	1.1%	6.8%	4.5%	11.0%	4.0%	9.8%

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

Competing Destination performance.

Smith Travel Research (STR) collects data from hotels across the Caribbean on behalf of the CHTA. The following numbers are based on this STR report and show the performance figures for hotels in various Caribbean countries for October 2017 compared with October 2016. The impact of Hurricanes Irma and Maria in 2017 resulted in some data being unavailable for certain destinations.

October 2017	Average Room Occupancy			Average Daily Rate			RevPar			#Hotels in Sample
	2017	2016	% pt change	2017	2016	% change	2017	2016	% change	
Aruba	84.7%	78.2%	6.5%	\$189.20	\$174.53	8.4%	\$160.22	\$136.48	17.4%	14
Barbados	59.2%	59.5%	-0.3%	\$213.67	\$205.69	3.9%	\$126.53	\$122.34	3.4%	33
Cancun	na	na	na	na	na	na	na	na	na	na
Cayman Islands	47.0%	48.6%	-1.6%	\$239.03	\$213.30	12.1%	\$112.45	\$103.76	8.4%	9
Curacao	66.0%	68.7%	-2.7%	\$136.86	\$130.19	5.1%	\$90.26	\$89.46	0.9%	13
Dominican Republic	61.4%	63.5%	-2.1%	\$111.34	\$116.06	-4.1%	\$68.37	\$73.74	-7.3%	32
Jamaica	61.8%	58.2%	3.6%	\$173.36	\$165.93	4.5%	\$107.09	\$96.56	10.9%	12
Puerto Rico	70.1%	54.9%	15.2%	\$185.27	\$142.47	30.0%	\$129.83	\$78.26	65.9%	30
USVI	na	64.9%	na	na	\$196.46	na	na	\$127.59	na	3
Caribbean	57.2%	55.2%	2.0%	\$160.96	\$150.64	6.9%	\$92.11	\$83.14	10.8%	216

Source: STR.

October YTD 2017	Average Room Occupancy			Average Daily Rate			RevPar			#Hotels in Sample
	2017	2016	% pt change	2017	2016	% change	2017	2016	% change	
Aruba	84.5%	80.1%	4.4%	\$232.53	\$223.67	4.0%	\$196.60	\$179.06	9.8%	14
Barbados	67.3%	66.2%	1.1%	\$273.47	\$270.94	0.9%	\$184.09	\$179.41	2.6%	33
Cancun	na	na	na	na	na	na	na	na	na	na
Cayman Islands	62.8%	68.0%	-5.2%	\$363.57	\$345.91	5.1%	\$228.39	\$235.28	-2.9%	9
Curacao	68.5%	66.9%	1.6%	\$141.90	\$142.33	-0.3%	\$97.23	\$95.16	2.2%	13
Dominican Republic	74.1%	74.2%	-0.1%	\$137.82	\$136.12	1.2%	\$102.13	\$101.05	1.1%	32
Jamaica	72.3%	69.9%	2.4%	\$220.81	\$213.30	3.5%	\$159.60	\$149.08	7.1%	12
Puerto Rico	70.6%	70.8%	-0.2%	\$180.18	\$180.78	-0.3%	\$127.20	\$127.94	-0.6%	30
USVI	na	78.6%	na	na	\$328.32	na	na	\$258.14	na	3
Caribbean	66.9%	67.4%	-0.5%	\$202.88	\$198.53	2.2%	\$135.81	\$133.85	1.5%	216

Source: STR.

Visitors by Carrier.

The table below shows the number of non-resident visitors brought in by various airline carriers during October 2017. It does not show the number of passengers in transit (for example from The Netherlands through to Bonaire) nor does it show the number of returning residents of Aruba which used any one of the carriers.

Stopovers: By Airline: October 2017

(Non-resident stopover Arrivals)

	2017	% share	2016	% share	% change
1 JetBlue	16,258	20.0%	12,238	16.0%	32.8%
2 American Airlines	13,843	17.0%	12,148	15.9%	14.0%
3 United Airlines	8,648	10.6%	7,317	9.6%	18.2%
4 Delta Air Lines	10,127	12.4%	10,197	13.3%	-0.7%
5 Southwest	4,056	5.0%	3,576	4.7%	13.4%
6 Copa	3,298	4.0%	2,664	3.5%	23.8%
7 Insel Air	2,817	3.5%	4,498	5.9%	-37.4%
8 KLM	2,808	3.4%	2,357	3.1%	19.1%
9 Avianca	2,590	3.2%	1,623	2.1%	59.6%
10 Sunwing	868	1.1%	908	1.2%	-4.4%
11 Laser	1,164	1.4%	4,189	5.5%	-72.2%
12 Aruba Airlines	2,839	3.5%	1,188	1.6%	139.0%
13 WestJet	597	0.7%	119	0.2%	401.7%
14 Air Canada	986	1.2%	669	0.9%	47.4%
15 ArkeFly	1,144	1.4%	1,378	1.8%	-17.0%
16 Aserca	769	0.9%	2,479	3.2%	-69.0%
17 Surinam Airways	597	0.7%	626	0.8%	-4.6%
18 Thomas Cook	335	0.4%	337	0.4%	-0.6%
19 Spirit Airlines	540	0.7%	703	0.9%	-23.2%
20 Pawa	248	0.3%	167	0.2%	48.5%
21 Avior	499	0.6%	175	0.2%	185.1%
22 Venezolana	-	0.0%	59	0.1%	-100.0%
23 GOL	-	0.0%	-	0.0%	0.0%
24 Private	870	1.1%	684	0.9%	27.2%
Charter	1,308	1.6%	2,366	3.1%	-44.7%
Other	4,274	5.2%	3,826	5.0%	11.7%
TOTAL	81,483	100.0%	76,491	100.0%	6.5%

Source: ATA

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

Year to Date.

Stopovers: By Airline: October 2017 YTD

(Non-resident stopover Arrivals)

	2017 YTD	% share	2016 YTD	% share	% change
1 JetBlue	165,381	18.8%	117,992	12.7%	40.2%
2 American Airlines	133,171	15.2%	134,996	14.6%	-1.4%
3 United Airlines	124,077	14.1%	114,035	12.3%	8.8%
4 Delta Air Lines	103,133	11.7%	95,775	10.3%	7.7%
5 Southwest	57,577	6.6%	64,987	7.0%	-11.4%
6 Copa	30,766	3.5%	26,489	2.9%	16.1%
7 Insel Air	26,506	3.0%	42,073	4.5%	-37.0%
8 KLM	25,381	2.9%	20,417	2.2%	24.3%
9 Avianca	27,082	3.1%	23,782	2.6%	13.9%
10 Sunwing	13,011	1.5%	12,521	1.4%	3.9%
11 Laser	19,184	2.2%	105,185	11.4%	-81.8%
12 Aruba Airlines	24,048	2.7%	20,469	2.2%	17.5%
13 WestJet	6,167	0.7%	6,188	0.7%	-0.3%
14 Air Canada	11,333	1.3%	6,846	0.7%	65.5%
15 ArkeFly	10,541	1.2%	11,896	1.3%	-11.4%
16 Aserca	8,719	1.0%	23,068	2.5%	-62.2%
17 Surinam Airways	6,425	0.7%	6,548	0.7%	-1.9%
18 Thomas Cook	1,879	0.2%	2,214	0.2%	-15.1%
19 Spirit Airlines	4,771	0.5%	5,230	0.6%	-8.8%
20 Pawa	3,617	0.4%	1,019	0.1%	255.0%
21 Avior	4,348	0.5%	16,404	1.8%	-73.5%
22 Venezolana	-	0.0%	5,120	0.6%	-100.0%
23 GOL	-	0.0%	984	0.1%	-100.0%
24 Private	12,219	1.4%	9,068	1.0%	34.7%
Charter	21,886	2.5%	21,149	2.3%	3.5%
Other	37,718	4.3%	31,835	3.4%	18.5%
TOTAL	878,940	100.0%	926,290	100.0%	-5.1%

Source: ATA

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

Carriers Used by Venezuelans.

Venezuelan Stopovers: By Airline: October 2017

(Non-resident stopover Arrivals)

	Oct 2017	% share	Oct 2016	% share	% change
US Carriers					
American Airlines	445	6.2%	334	3.5%	33.2%
Delta Air Lines	44	0.6%	81	0.9%	-45.7%
United Airlines	83	1.2%	12	0.1%	591.7%
Southwest	56	0.8%	47	0.5%	19.1%
JetBlue	130	1.8%	42	0.4%	209.5%
Spirit Airlines	12	0.2%	33	0.4%	-63.6%
Total US Carriers	770	10.8%	549	5.8%	40.3%
Canada					
Air Canada	54	0.8%	16	0.2%	237.5%
WestJet	21	0.3%	7	0.1%	200.0%
Total Canada	75	1.1%	23	0.2%	226.1%
Europe					
KLM	68	1.0%	36	0.4%	88.9%
Arke Fly	20	0.3%	19	0.2%	5.3%
Total Europe	88	1.2%	55	0.6%	60.0%
Other Non-Venezuelan					
Copa	41	0.6%	35	0.4%	17.1%
Surinam Airlines	51	0.7%	40	0.4%	27.5%
Total Other Non Venez	92	1.3%	75	0.8%	22.7%
Total (Non-Aruba/Non-Venezuelan)	1,025	14.4%	702	7.5%	46.0%
Other (Aruban/Venezuelan)	6,108	85.6%	8,710	92.5%	-29.9%
Total	7,133	100.0%	9,412	100.0%	-24.2%

Source: ATA

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

A portion of Venezuelan business to Aruba in October 2017 was thought to be residents of Venezuela travelling via Aruba to other countries, notably the United States, and returning through Aruba to Venezuela.

The above table shows the number of residents of Venezuela who arrived in Aruba using a non-Venezuelan (or Aruban) airline. This is a good indicator of the number of Venezuelans who travelled to and from other countries via Aruba.

The table shows that 770 residents of Venezuela (10.8% of all Venezuelans visiting Aruba) arrived in Aruba by a scheduled US carrier (i.e. they were returning to Venezuela via Aruba) so were probably visiting the USA. This was up by 40.3% compared to October 2016. In total 1,025 residents of Venezuela (14.4% of all Venezuelans visiting Aruba) arrived in Aruba by a scheduled carrier other than one based in Venezuela or Aruba.

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

Venezuelan Stopovers: By Airline: October 2017

(Non-resident stopover Arrivals)

Carriers	Inbound to Aruba by Carrier Used		
	Total	Venezuelans	%
US Carriers			
American Airlines	13,843	445	3.2%
Delta Air Lines	10,127	44	0.4%
United Airlines	8,648	83	1.0%
Southwest	4,056	56	1.4%
JetBlue	16,258	130	0.8%
Spirit Airlines	540	12	2.2%
Total US Carriers	53,472	770	1.4%
Canada			
Air Canada	986	54	5.5%
WestJet	597	21	0.0%
Total Canada	1,583	75	4.7%
Europe			
KLM	2,808	68	2.4%
Arke Fly	1,144	20	1.7%
Total Europe	3,952	88	2.2%
Other Non-Venezuelan			
Copa	3,298	41	1.2%
Surinam Airlines	597	51	8.5%
Total Other Non Venez	3,895	92	2.4%
Total (Non-Aruba/Non-Venezuelan)	62,902	1,025	1.6%
Other (Aruban/Venezuelan)	18,581	6,108	32.9%
Total	81,483	7,133	8.8%

Source ATA

The above table shows the number of Venezuelan residents who arrived in Aruba as a percentage of the total non-residents carried by an airline.

Thus 3.2% of all non-residents arriving in Aruba on American Airlines in October 2017 were residents of Venezuela and 0.4% of all non-residents arriving in Aruba on Delta Air Lines in October 2017 were residents of Venezuela.

Venezuelans arriving on American Airlines.

In October 2017 3.2% of all non-resident passengers arriving in Aruba on an American Airlines flight were residents of Venezuela.

Percentage of all Non-Resident Passengers arriving
in Aruba on American Airlines who were
residents of Venezuela

	2017
Jan	14.5%
Feb	1.6%
Mar	1.1%
Apr	1.7%
May	1.0%
Jun	1.3%
Jul	1.6%
Aug	4.9%
Sep	11.1%
Oct	3.2%

Age of Visitors.

The biggest changes in age demographics in October 2017 came in the 70 years old and older category (up 12.7%) and in the 0 – 11 years category (down by 1.8%).

Age of All Stopover Visitors October 2017

	2017	% share	2016	% share	% change
0 - 11 yrs	3,884	4.8%	3,954	5.2%	-1.8%
12 - 19 yrs	2,018	2.5%	1,940	2.5%	4.0%
20 - 29 yrs	9,915	12.2%	9,244	12.1%	7.3%
30 - 39 yrs	14,089	17.3%	13,002	17.0%	8.4%
40 - 49 yrs	13,066	16.0%	12,466	16.3%	4.8%
50 - 59 yrs	17,700	21.7%	16,706	21.8%	5.9%
60 - 69 yrs	14,110	17.3%	13,238	17.3%	6.6%
70 yrs or more	6,692	8.2%	5,938	7.8%	12.7%
Not Stated	9	0.0%	3	0.0%	200.0%
Total	81,483	100.0%	76,491	100.0%	6.5%

Source: ATA

Age of All Stopover Visitors October 2017 YTD

	2017	% share	2016	% share	% change
0 - 11 yrs	65,129	7.4%	76,097	8.2%	-14.4%
12 - 19 yrs	59,047	6.7%	60,246	6.5%	-2.0%
20 - 29 yrs	110,584	12.6%	125,420	13.5%	-11.8%
30 - 39 yrs	138,335	15.7%	158,200	17.1%	-12.6%
40 - 49 yrs	152,705	17.4%	162,192	17.5%	-5.8%
50 - 59 yrs	173,986	19.8%	174,461	18.8%	-0.3%
60 - 69 yrs	122,907	14.0%	119,388	12.9%	2.9%
70 yrs or more	56,185	6.4%	50,262	5.4%	11.8%
Not Stated	62	0.0%	24	0.0%	158.3%
Total	878,940	100.0%	926,290	100.0%	-5.1%

Source: ATA

Age of Visitors from the USA.

The biggest changes in age demographics in October 2017 for visitors from the USA came in the 30 – 39 years old (up by 22.0%), the 12 -19 years old (up by 21.6%) and the 20 – 29 years (up by 19.5%) categories.

Age of All US Stopover Visitors October 2017

	2017	% share	2016	% share	% change
0 - 11 yrs	1,637	3.2%	1,430	3.2%	14.5%
12 - 19 yrs	670	1.3%	551	1.2%	21.6%
20 - 29 yrs	5,545	10.8%	4,639	10.3%	19.5%
30 - 39 yrs	7,646	14.9%	6,268	13.9%	22.0%
40 - 49 yrs	7,563	14.8%	6,664	14.8%	13.5%
50 - 59 yrs	12,173	23.8%	11,087	24.6%	9.8%
60 - 69 yrs	10,707	20.9%	9,850	21.9%	8.7%
70 yrs or more	5,220	10.2%	4,590	10.2%	13.7%
Not Stated	5	0.0%	1	0.0%	400.0%
Total	51,166	100.0%	45,080	100.0%	13.5%

Source: ATA

Age of All US Stopover Visitors October YTD 2017

	2017	% share	2016	% share	% change
0 - 11 yrs	38,320	6.7%	34,748	6.6%	10.3%
12 - 19 yrs	39,995	7.0%	35,999	6.9%	11.1%
20 - 29 yrs	65,278	11.4%	59,291	11.3%	10.1%
30 - 39 yrs	78,078	13.6%	71,483	13.7%	9.2%
40 - 49 yrs	98,269	17.1%	90,615	17.3%	8.4%
50 - 59 yrs	121,148	21.1%	111,972	21.4%	8.2%
60 - 69 yrs	90,810	15.8%	83,712	16.0%	8.5%
70 yrs or more	41,552	7.2%	35,611	6.8%	16.7%
Not Stated	41	0.0%	17	0.0%	141.2%
Total	573,491	100.0%	523,448	100.0%	9.6%

Source: ATA

First Time/Repeat Visitors.

In October 2017 43.4% of our visitors reported they were visiting for the first time and 42.8% reported they had visited before. 13.8% of our visitors did not report how many times they visited. Assigning the number who did not report on a *pro rata* basis results in an overall percentage of 50.3% first time and 49.7% repeat.

Number of visits to Aruba: October 2017

Number of Times Visited	2017	% share	2016	% share	% change
First Time	35,355	43.4%	31,596	41.3%	11.9%
2 - 5 times	18,877	23.2%	18,792	24.6%	0.5%
6 - 9 times	5,603	6.9%	5,699	7.5%	-1.7%
10 or more	10,403	12.7%	10,366	13.6%	0.4%
Not Stated	11,245	13.8%	10,038	13.1%	12.0%
Total	81,483	100.0%	76,491	100.0%	6.5%

Source: ATA: Self-reported by visitors

Year to date 2017 45.3% of our visitors reported they were visiting for the first time and 41.0% reported they had visited before. 13.7% of our visitors did not report how many times they visited. Assigning the number who did not report on a *pro rata* basis results in an overall percentage of 52.4% first time and 47.6% repeat.

Number of visits to Aruba: October 2017 YTD

Number of Times Visited	2017	% share	2016	% share	% change
First Time	397,825	45.3%	394,267	42.6%	0.9%
2 - 5 times	203,331	23.1%	235,037	25.4%	-13.5%
6 - 9 times	59,070	6.7%	61,578	6.6%	-4.1%
10 or more	98,315	11.2%	99,338	10.7%	-1.0%
Not Stated	120,399	13.7%	136,070	14.7%	-11.5%
Total	878,940	100.0%	926,290	100.0%	-5.1%

Source: ATA: Self-reported by visitors

Trip Advisor Ratings.

Trip Advisor has made data available to us which shows the total number of reviews received for the overall Caribbean and for five of our competitors (that is all reviews of hotels, restaurants, attractions and the destination) for October 2017. The number of ratings received from Puerto Rico and the USVI were sharply reduced in October as a result of the impact of Hurricanes Irma and Maria.

The ratings are out of 5.

TripAdvisor Ratings for October 2017

	Number of Reviews
Aruba	5,003
Bahamas	2,019
Cayman Islands	1,751
Curacao	2,366
Puerto Rico	761
USVI	236

	Average Rating
Cayman	4.60
Aruba	4.50
USVI	4.40
Puerto Rico	4.30
Curacao	4.30
Bahamas	4.20

Overall Destination Targets for 2017.

The ATA has set the following targets for 2017.

1. To increase stopover arrivals by 1.0% compared with 2016.
2. To increase tourism receipts by 1.0% compared with 2016
3. To increase cruise arrivals by 5% compared with 2016.

Targets in Stopover Visitation for 2017.

The Aruba Tourism Authority has set as a target an increase of 1.0% more stopover visitors in 2017 compared to 2016.

By market the ATA is targeting a growth in stopover visitors from the USA of 5% in 2017 over the 2016 total, and a growth of 3% from Canada.

Latin America has traditionally been very difficult to forecast and the ATA has not forecast a total from the Venezuelan market for 2017. However, they have forecast 10% growth from the Brazilian market, 25% growth from Colombia and 10% from Argentina. Chile is projected to show a 5% increase in traffic over the 2016 total.

From Europe, the Netherlands is projected to show 7% growth over 2016, Germany 36%, Italy 5% and the UK 8%.

Change in Currency Exchange Rates.

	October 2017	October 2016	
as of	10/16/2017	10/14/2016	% change
Euro	\$1.181	\$1.099	7.5%
UK Pound	\$1.328	\$1.219	8.9%
Canadian Dollar	\$0.797	\$0.760	4.9%
Colombian Peso*	2934	2922	-0.4%
Brazilian Real**	3.165	3.197	1.0%

* Pesos per \$1.00

** Reals per \$1.00

Inventory.

It is currently forecasted by AHATA that there will be little change in the number of available hotel room nights in 2017 due on the one hand the addition of 74 renovated rooms at the Tropicana Aruba but there being one less day in 2017 than in 2016

Hotel Performance Forecast - 2017

January - December 2017 Aggregate Forecast			
% opy	84.0%	79.9%	4.1%
ADR	\$234.78	\$227.11	3.4%
RevPar	\$197.10	\$181.41	8.6%

Tourism Receipts Forecast from Central Bank of Aruba.

According to the Central Bank of Aruba tourism receipts, as registered in the balance of payments, are forecasted to grow nominally by 1.3 percent in 2017. This is based on a critical assumption that the hotel sector will achieve a higher average daily rate for hotel rooms.

In real terms, tourism will decrease slightly as the number of stay- over visitors and visitor nights are expected to decline by 1.9 percent and 1.7 percent, respectively. An anticipated increase in airlift from the United States should contribute to a growth in visitors from the U.S. market but this is insufficient to fully eliminate the significant drop in visitors from Venezuela.

Airline Seats.

The Aruba Airport Authority (AAA) is forecasting that Aruba will receive 1.8% fewer airline seats in the winter of 2017/2018 (from November 1 2017 through March 31 2018) compared with the same period of 2016/2017. The USA will generate 6.8% more air seats however. The AAA is projecting that Aruba will receive 2% more air seats in calendar year 2018 compared with CY 2017 with the USA generating 4.2% more seats.

Available Air Seats into Aruba.	Winter 2017/2018 (November 1 - March 31)			
	2016/2017 Avl Seats	2017/2018 Avl Seats	change Avl Seats	% change
As of October 30 2017.				
USA	403,279	430,762	27,483	6.8%
USA (excluding local carriers)	377,112	402,291	25,179	6.7%
Canada	26,425	25,941	(484)	-1.8%
Europe	68,084	71,485	3,401	5.0%
Dutch Caribbean & Caribbean	80,809	46,444	(34,365)	0.0%
Venezuela	102,932	78,884	(24,048)	-23.4%
Rest of South America.	64,239	78,884	14,645	22.8%
Total	745,768	732,400	(13,368)	-1.8%
Total (excluding local carriers to USA)	719,601	703,929	(15,672)	-2.2%

Source: Aruba Airport Authority

Monthly Update - Aruba's Tourism Industry: October 2017 and 2017 YTD.

Available Air Seats into Aruba.	Full Year						
	2016	2017	change	% change	2018*	change	% change
As of October 30 2017.	Avl Seats	Avl Seats	Avl Seats	17/16	Avl Seats	Avl Seats	18/17
USA	889,860	962,638	72,778	8.2%	1,002,596	39,958	4.2%
USA (excluding local carriers)	813,662	894,960	81,298	10.0%	930,471	35,511	4.0%
Canada	41,855	45,979	4,124	9.9%	46,590	611	1.3%
Europe	158,589	168,273	9,684	6.1%	178,753	10,480	6.2%
Dutch Caribbean & Caribbean	206,430	118,829	(87,601)	-42.4%	109,779	(9,050)	-7.6%
Central America	59,077	54,764	(4,313)	-7.3%	55,980	1,216	2.2%
Venezuela	451,761	197,540	(254,221)	-56.3%	207,733	10,193	5.2%
Rest of South America.	123,819	125,875	2,056	1.7%	108,524	(17,351)	-13.8%
Total	1,931,391	1,673,898	(257,493)	-13.3%	1,709,955	36,057	2.2%
Total (excluding local carriers to USA)	1,855,193	1,606,220	(248,973)	-13.4%	1,637,830	31,610	2.0%

* Projected

Source: Aruba Airport Authority

Cruise forecast.

Projections for cruise traffic for 2017 suggest that, based on existing schedules, the number of cruise passengers will increase by about 10% compared with 2016.

Targets for 2018.

The Aruba Tourism Authority has published the following targets for 2018.

- Total stopover arrivals to increase by 3.7% compared with 2017 final total.
- Tourism Receipts to increase by between 2% - 3.5% compared with 2017 final.
- RevPar to grow by 0.8% compared with final RevPar for 2017.
- Cruise visitor arrivals to grow by 7.0% compared with 2017 final total.

2018 Stopover Visitor Targets by Country of Origin.

Total Stopover Arrivals	Estimated		Estimated	Target	Target
	Actual	Final	Final		
	Visitors	Visitors	% change	Visitors	% change
	2016	2017	2017	2018	2018
USA	628,765	679,066	8.0%	703,510	3.6%
Canada	42,059	44,162	5.0%	45,490	3.0%
Venezuela	209,128	83,651	-60.0%	83,650	0.0%
Colombia	28,945	36,181	25.0%	39,800	10.0%
Argentina	18,684	24,289	30.0%	30,000	23.5%
Brazil	12,858	12,858	0.0%	15,430	20.0%
Chile	10,758	11,296	5.0%	12,430	10.0%
Peru	3,133	4,700	50.0%	5,400	14.9%
Ecuador	2,460	2,091	-15.0%	3,030	44.9%
Mexico	1,798	1,978	10.0%	2,370	19.8%
Other L.A.	14,245	11,418	-19.8%	12,560	10.0%
The Netherlands	36,342	41,500	14.2%	44,500	7.2%
U.K.	18,428	19,902	8.0%	11,030	-44.6%
Italy	7,626	7,817	2.5%	8,000	2.3%
Sweden	6,267	7,583	21.0%	8,250	8.8%
Germany	4,674	5,212	11.5%	5,900	13.2%
Other Europe	13,406	14,761	10.1%	19,094	29.4%
Rest of the World	42,378	20,592	-51.4%	16,850	-18.2%
Total	1,101,954	1,029,057	-6.6%	1,067,294	3.7%

Source: ATA