



How Do You Stack Up?

Caribbean Hotel Performance YTD and Insights for Winter 2022

Rico Louw, CHIA | rlouw@str.com

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Meet today's panelists

Caribbean Hotel Performance YTD
and Insights for Winter 2022



Rico Louw

Regional Sales Manager

STR



Karolin Troubetzkoy

Exec. Director,
Marketing and Operations

Anse Chastanet &
Jade Mountain Resorts



Peter Hopgood

President

Paulson Puerto Rico Hotels



Erin Smith

Chief Information Officer

Bermuda Tourism Authority

What we do

Collecting data from +70,000 hotels, globally



Performance Reports

Occ, ADR, RevPAR
Supply/Demand
Revenue
P&L



Research Studies

Event Impact
Regional
Performance Reviews
Whitepapers
Ad Hoc studies



Supply Reports

Existing supply
Future supply
Pipeline
Characteristics



Analysis

Compression
Day of Week
Event Impact
Bespoke client reporting

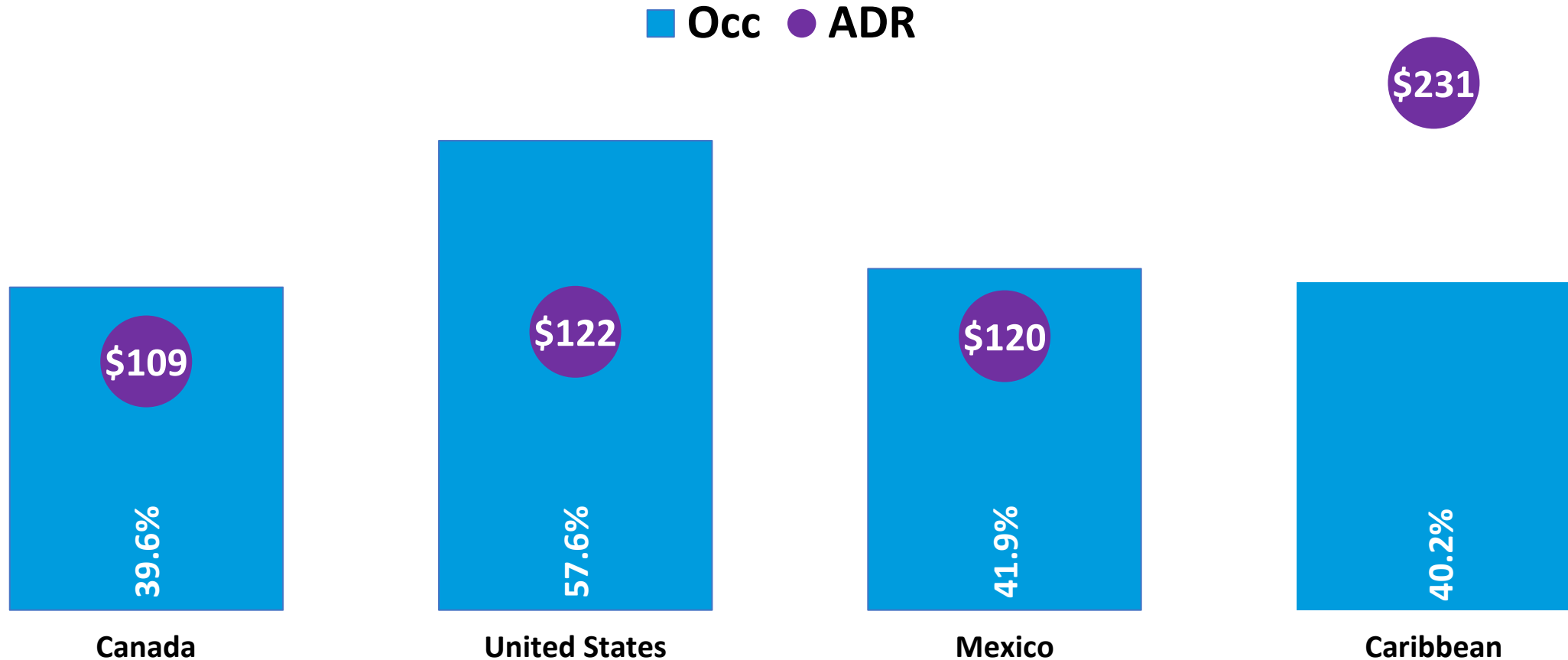


Forecast Reports

Main KPIs
5 years/6 quarters/
18 months
Macro economic input
Micro economic input

US has more activity, but the Caribbean leads in rate

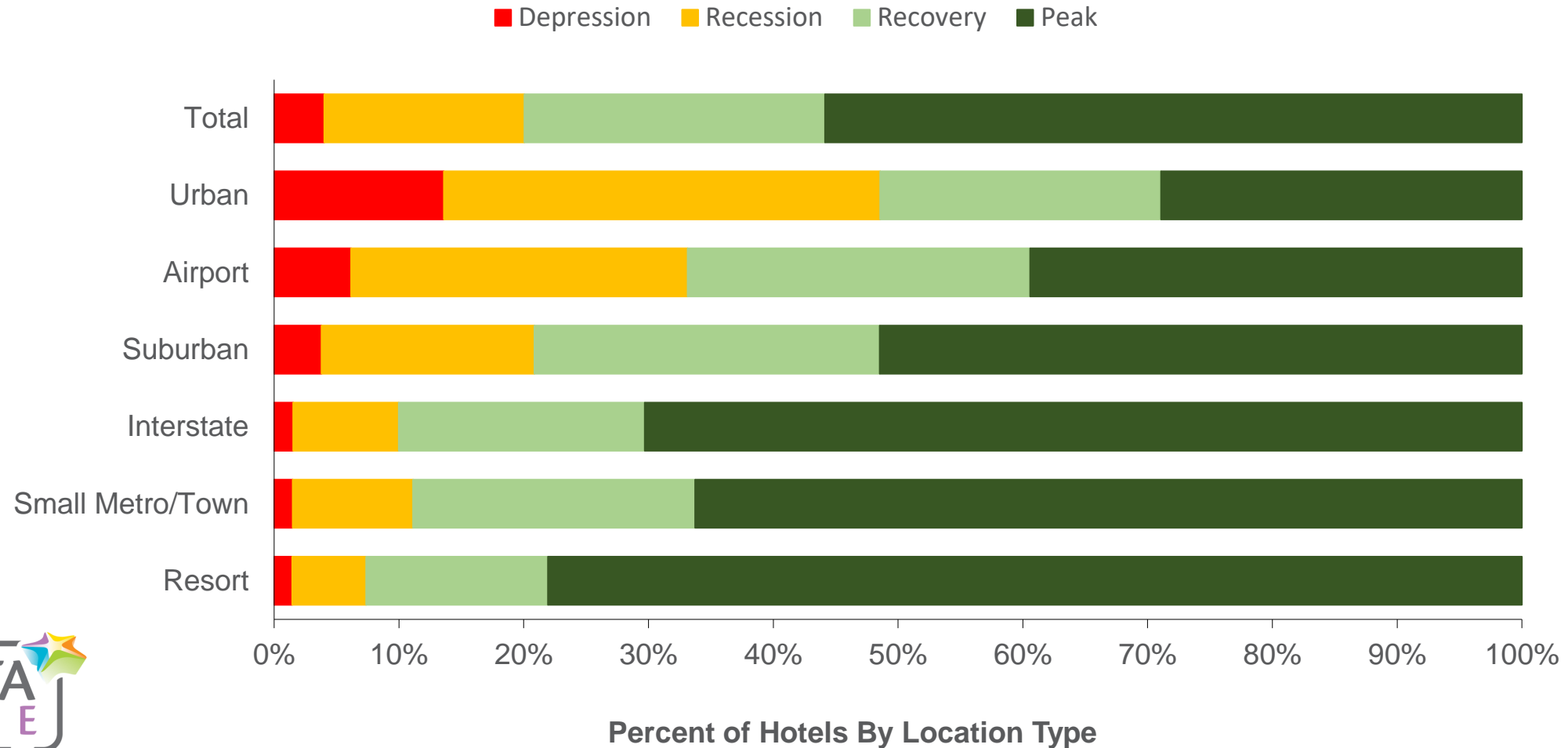
North America Performance, Year-To-Date



Absolute OCC & ADR (US\$), YTD September 2021.

Nearly 80% of Resort location hotels are at “peak” RevPAR currently

U.S. RevPAR Indexed to 2019—28-Day Moving Average Ending July 17, 2021



Occupancy holding back RevPAR recovery

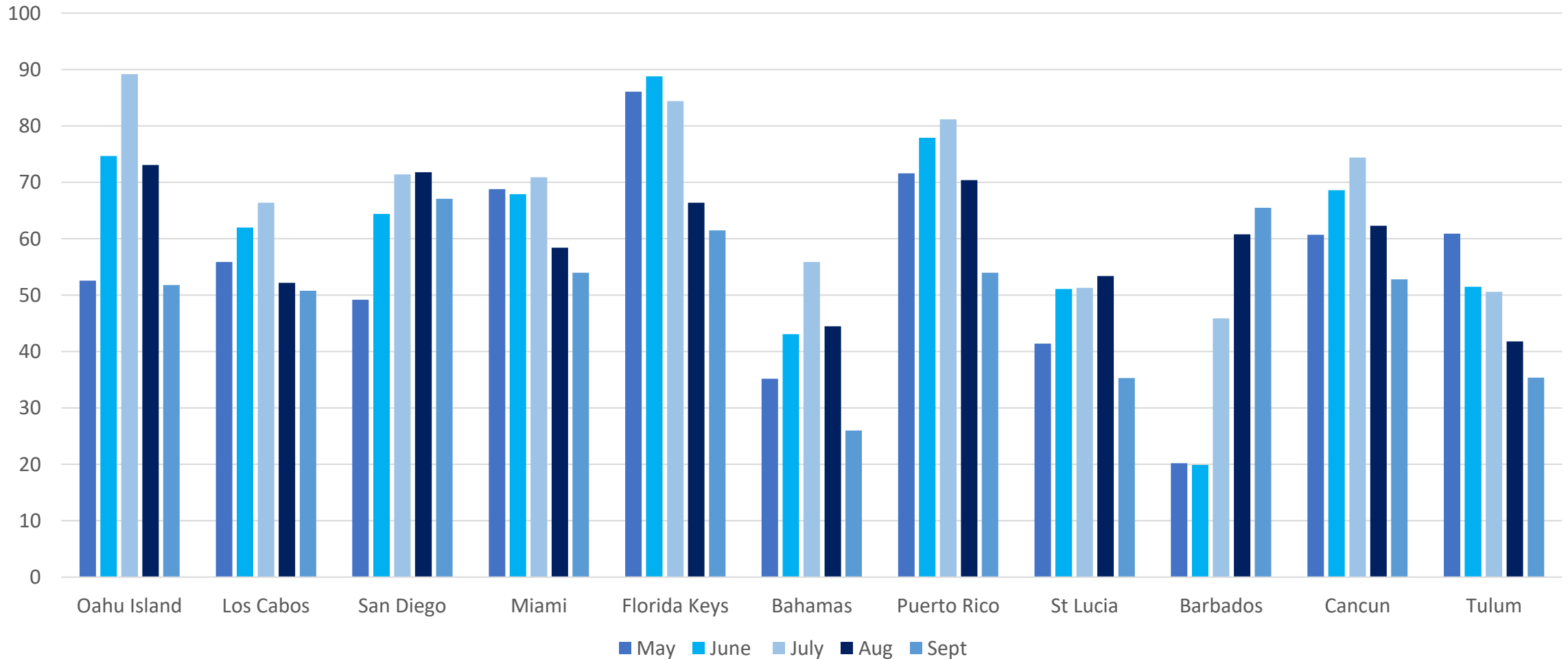
Total Caribbean, US\$, Year-To-Date, Sept 2021 vs same period 2019.



	SEPT YTD 2021	SEPT YTD 2019	Indexed
Occupancy	40.2%	65.0%	62
ADR (US\$)	\$231	\$222	104
RevPAR	\$93	\$144	65

Barbados is on an opposite trend

Select markets Occupancy %, by monthly period

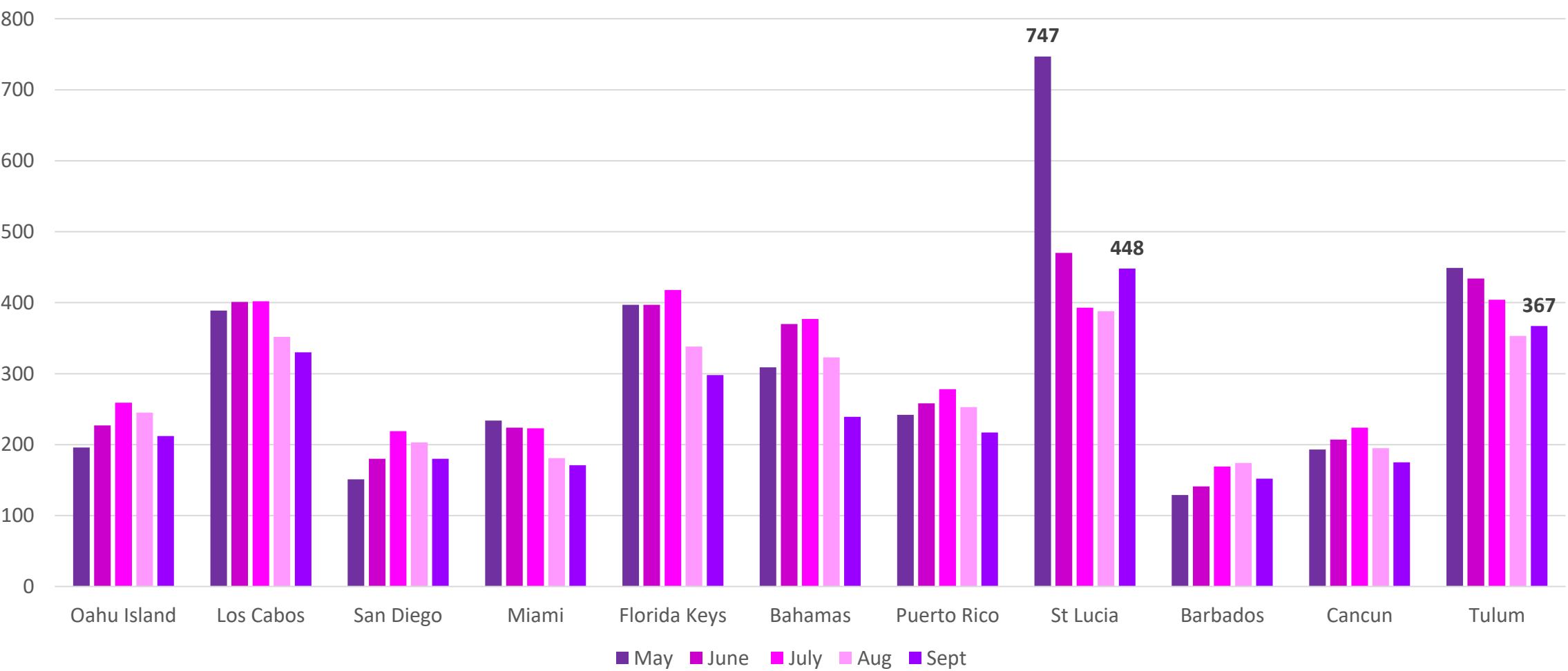


Other markets showing slow down post Labor Day

Source: STR. 2020 © CoStar Realty Information, Inc.

St Lucia September rate rebounds , followed by Tulum

Select markets ADR in US \$, by monthly period

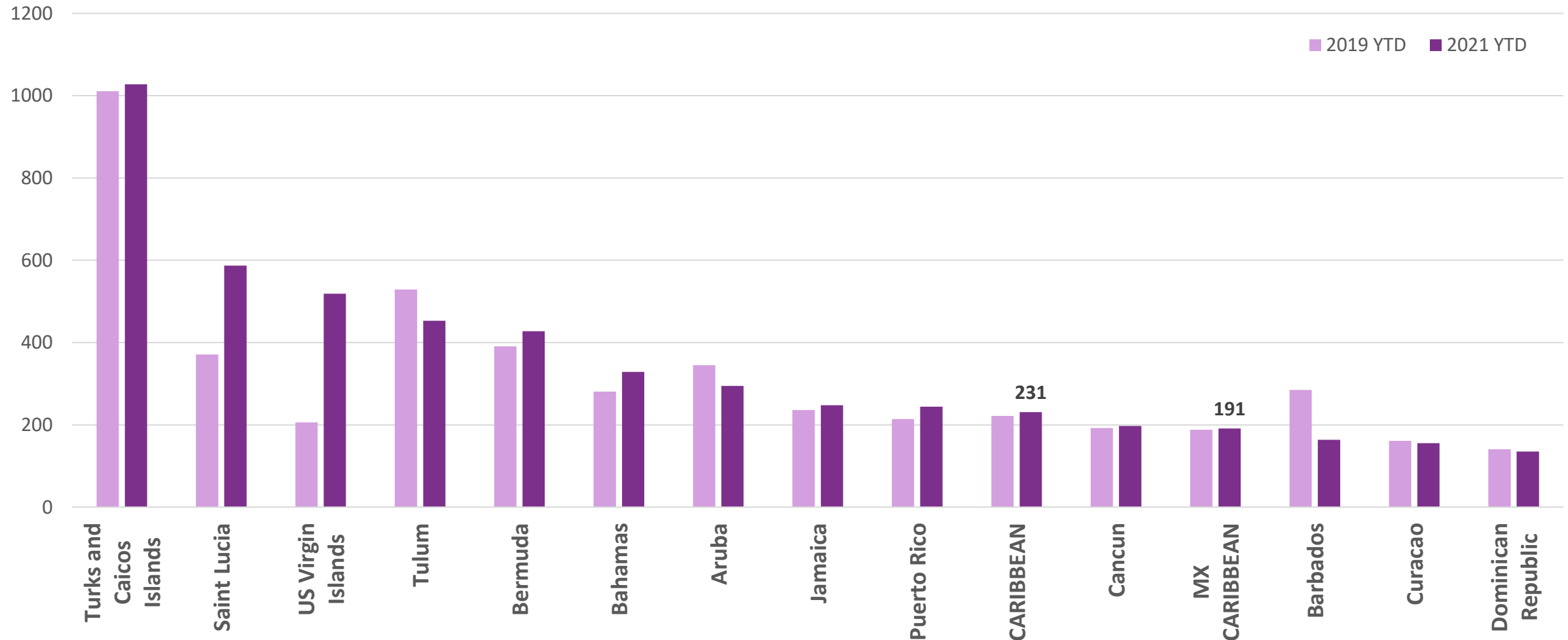


Rate trend slowing down, in line with the post Summer demand

Source: STR. 2020 © CoStar Realty Information, Inc.

10 out of 15 markets have surpassed 2019 ADR

Select markets ADR in US\$, Year-To-Date Sept 2019 vs same period 2021

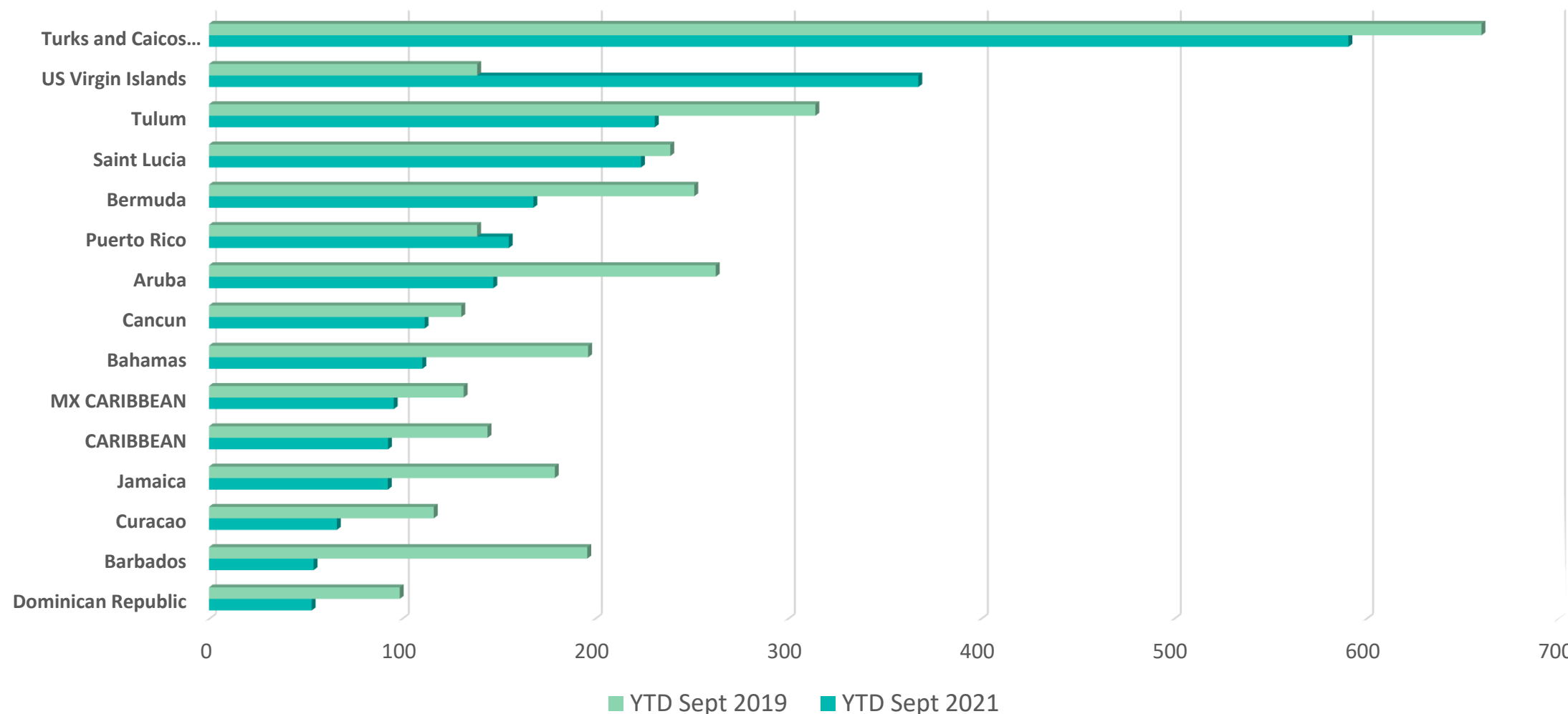


Markets sorted by highest ADR, YTD 2021

Source: STR. 2020 © CoStar Realty Information, Inc.

2021 RevPAR ranking where USVI & Puerto Rico are ahead of 2019 performance

Select markets RevPAR in US\$, Year-To-Date Sept 2019 vs same period 2021



■ YTD Sept 2019 ■ YTD Sept 2021

Markets sorted by highest RevPAR, YTD 2021

Source: STR. 2020 © CoStar Realty Information, Inc.

How was your Summer?

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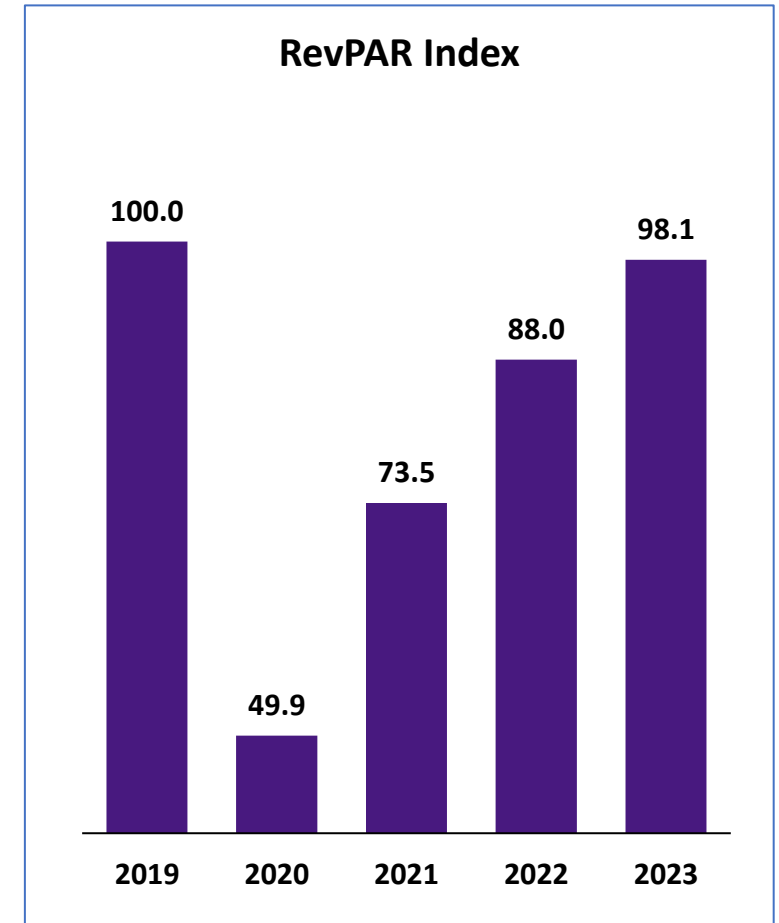
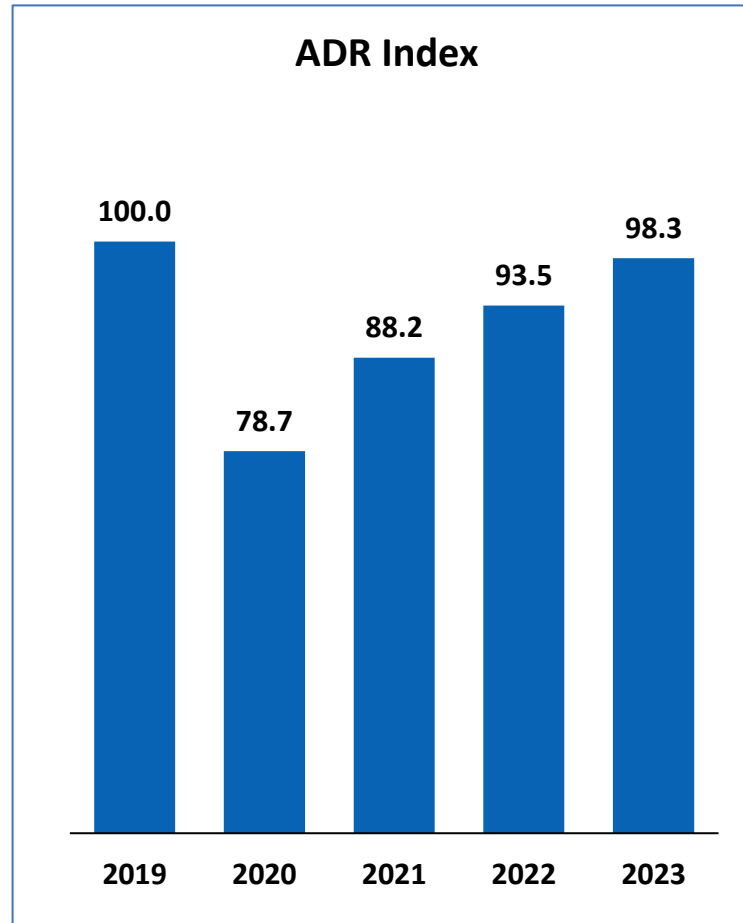
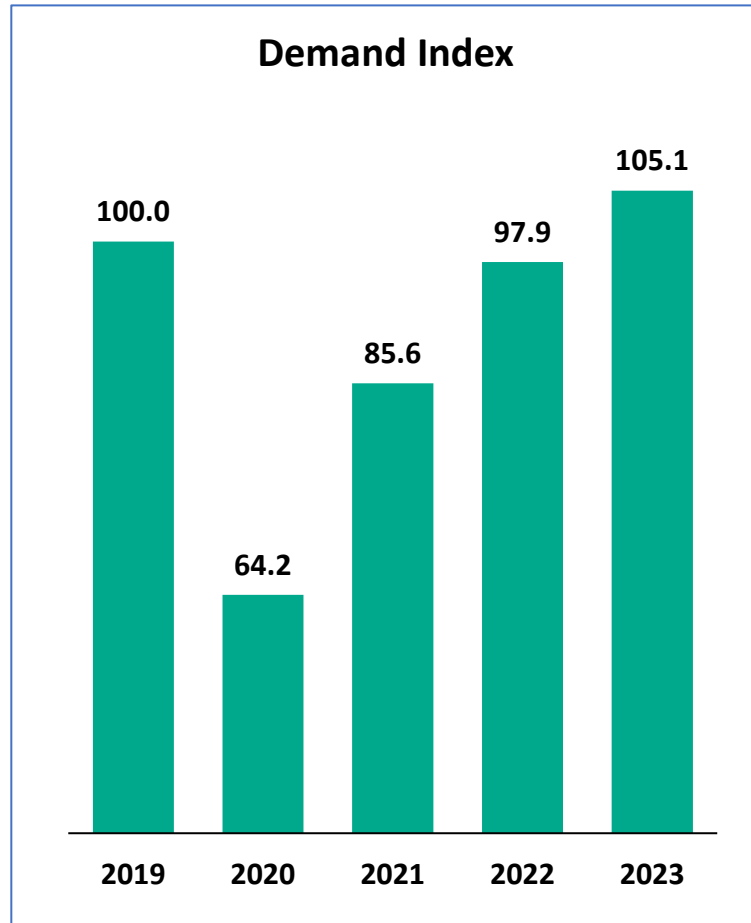
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Chief Information Officer

Bermuda Tourism Authority

Demand back by 2023, ADR and RevPAR projected to lag

U.S. Forecast (TRI), indexed to 2019

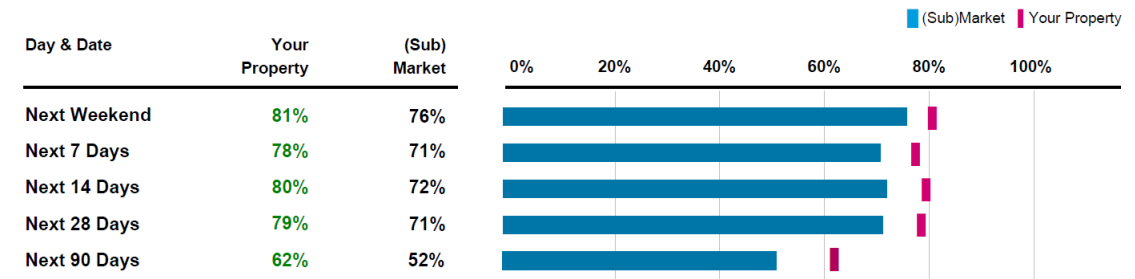


Booking data, now live, for the market Mexican Caribbean



ForwardSTAR

Weekly Forward Occupancy & Pickup Report



Source: STR. 2020 © CoStar Realty Information, Inc.

Looking back, 6 out of 10 rooms booked/sold, 2nd week of August

Occupancy on the books for the next 90 days, Mexican Caribbean Market,

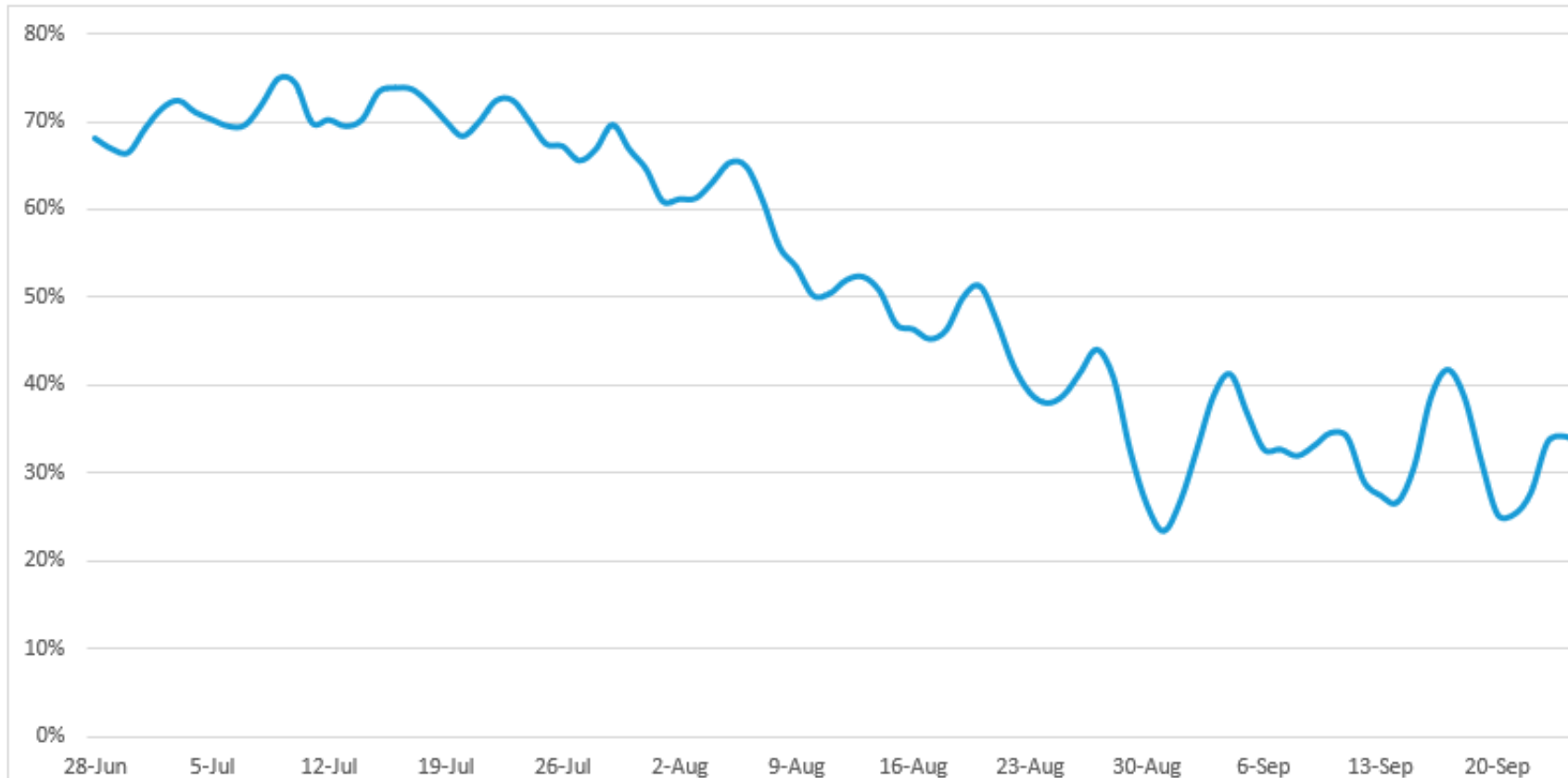
Report generated as of June 28th, 2021



ForwardSTAR

Weekly Forward Occupancy & Pickup Report

info@str.com



Strong booking trend for Riviera Maya, half the rooms sold into November

Occupancy on the books for the next 90 days, Mexican Caribbean Market

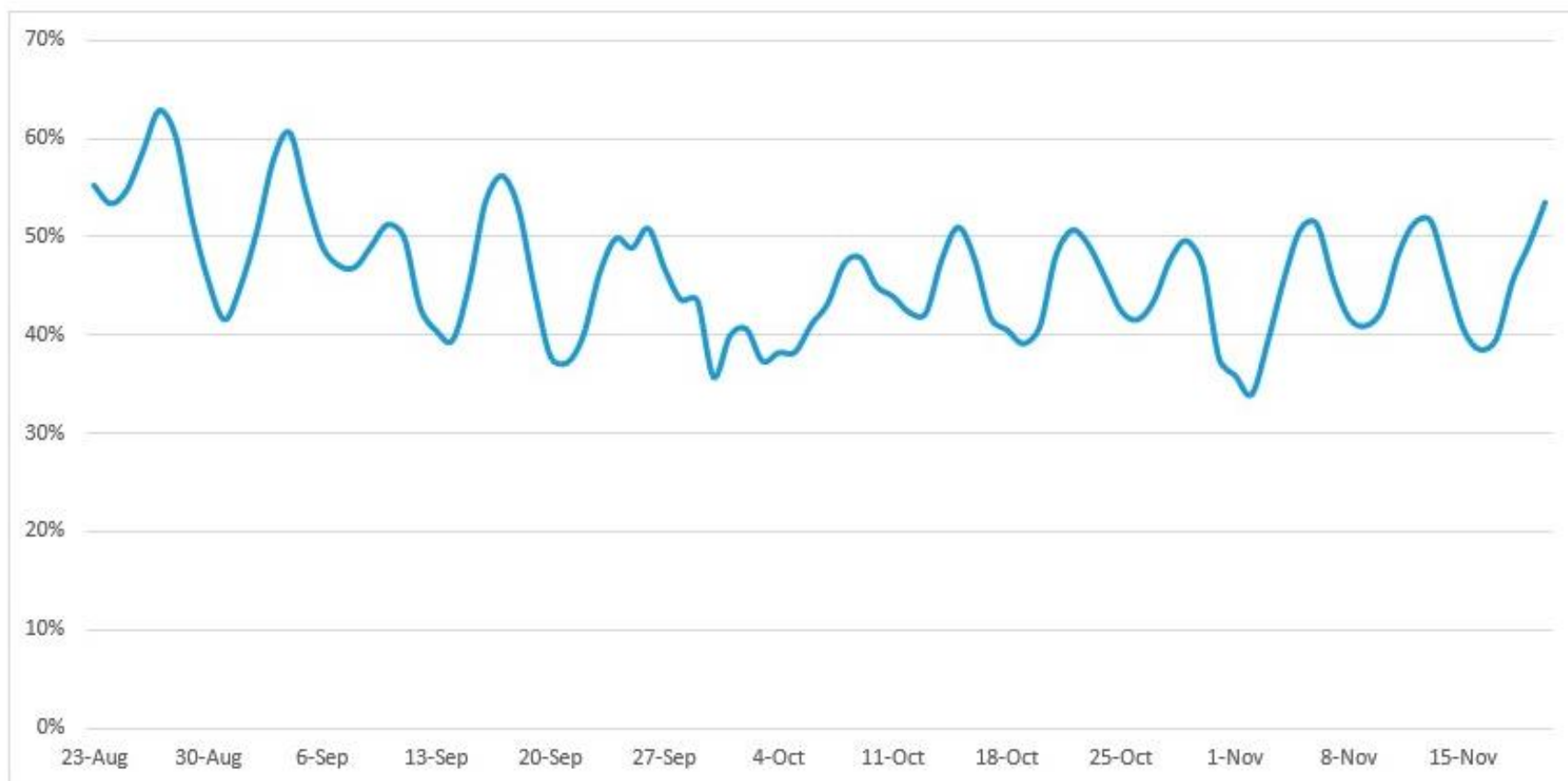
Report generated as of August 23rd, 2021



ForwardSTAR

Weekly Forward Occupancy & Pickup Report

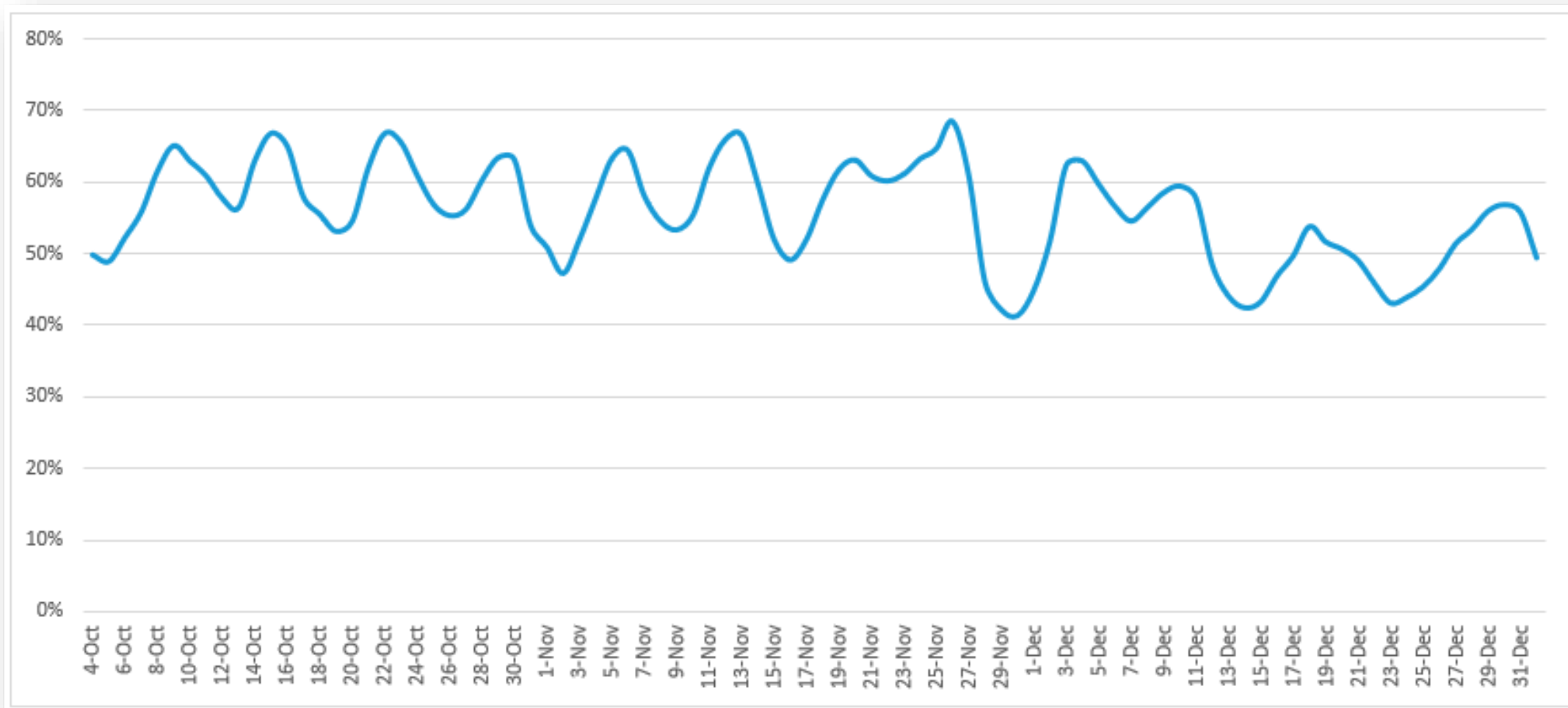
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Winter months ahead, bookings trend the 60% occupancy line

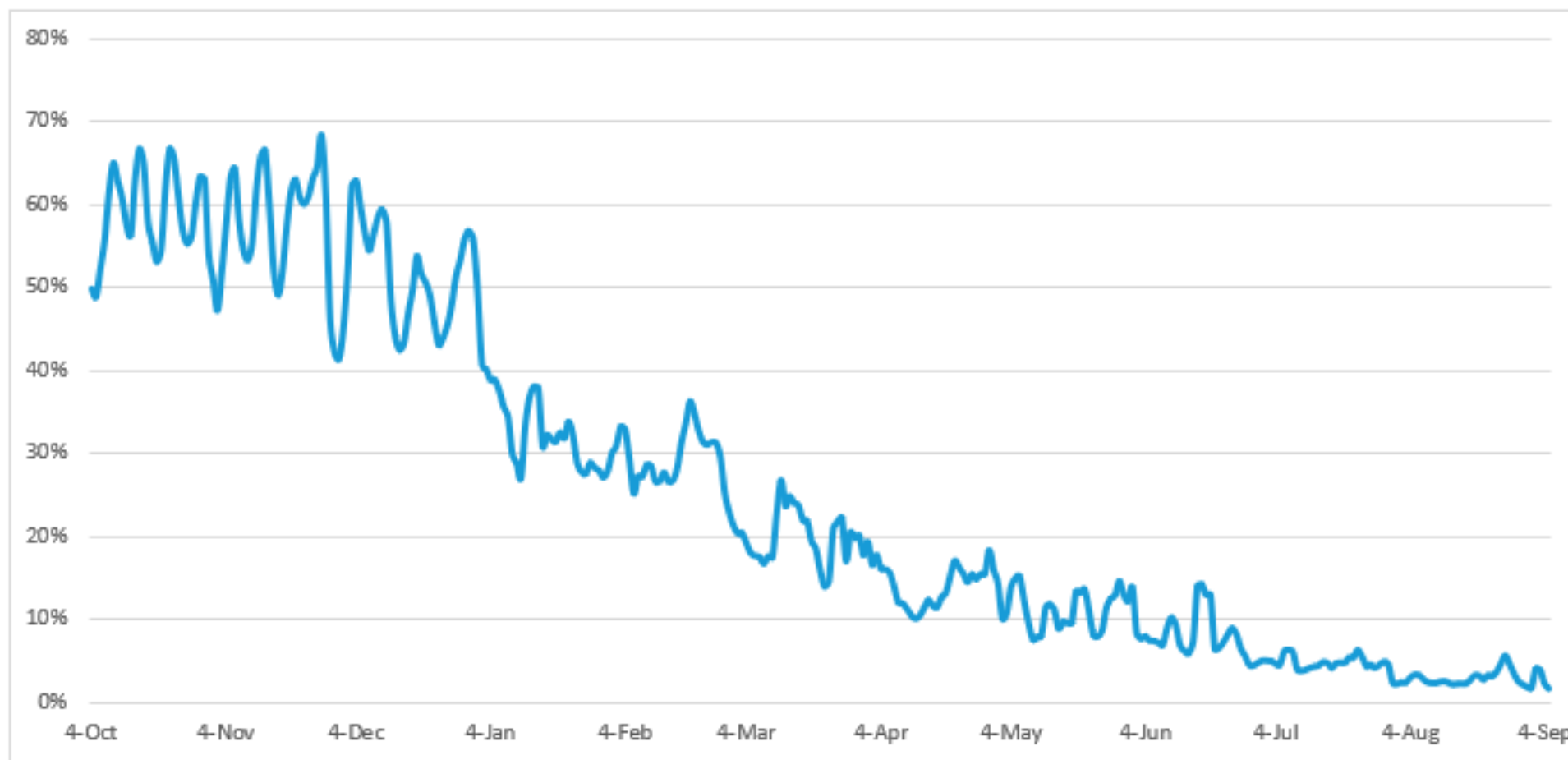
Occupancy on the books for the next 90 days for Mexican Caribbean Market

Report generated as of Oct 4th, 2021 (most recent data available)



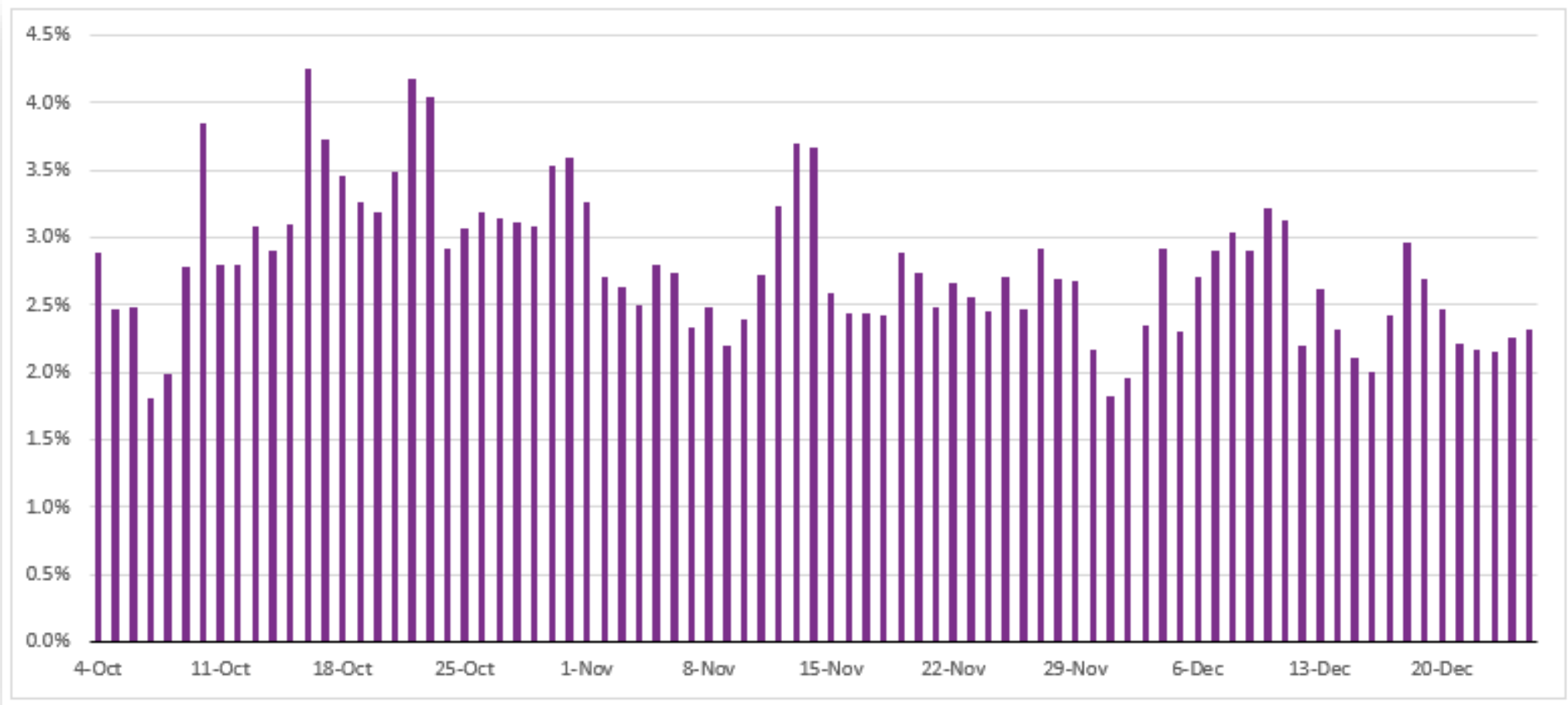
The booking window is still relatively short

Occupancy on the books for the next 365 days, Mexican Caribbean Market,
Report generated as of Oct 4th, 2021 (most recent data available)



Week over week pick-up reaching + 4% vs latest data received

Pickup for the next 83 days, Mexican Caribbean Market, as of Oct 4th, 2021



STR – Forward STAR is generated weekly

Source: STR. 2020 © CoStar Realty Information, Inc.

Using more sources to validate what lies ahead



Most resilient Caribbean destinations in Q4 2021

Tickets confirmed for international arrivals in October to December 2021, up to 5 October 2021, vs 2019



	Destinations	% change
1 st	US Virgin Islands	+59%
2 nd	Bonaire	+30%
3 rd	Turks and Caicos	+24%
4 th	Saint Lucia	+12%
5 th	Dominican Republic	+10%
6 th	Puerto Rico	+7%
7 th	Aruba	+5%
8 th	Antigua and Barbuda	+5%
9 th	Saint Marteen	0%
10 th	Martinique	-2%

*Destinations with a share in global arrivals of >1%



Tickets issued for travel between 01 Oct and 31 Dec vs same period in 2019



Only considered pax staying at least 1 night at destinations.



Source: ForwardKeys Air Ticket data.

Thank you, CHTA for providing this information

Source: STR. 2020 © CoStar Realty Information, Inc.

Remain connected for more updates, use all your tools



2022 Travel: most resilient Caribbean destinations and origins



Tickets confirmed for international arrivals between 01 Jan to 28 Feb 2022, up to 5 October 2021, vs 2020

Origin markets		% change	Destinations		% change
1 st	United Kingdom	+18%	1 st	US Virgin Islands	+21%
2 nd	U.S.A.	0%	2 nd	Saint Lucia	+20%
3 rd	Brazil	-17%	3 rd	Turks and Caicos	+4%
4 th	Netherlands	-24%	4 th	Dominican Republic	-2%
5 th	Chile	-26%	5 th	Antigua and Barbuda	-3%
Total international		-20%			

*Destinations with a share in global arrivals of >1%



Tickets issued for travel between 01 Jan to 28 Feb vs same period in previous year



Only considered pax staying at least 1 night at destinations.



Source: ForwardKeys Air Ticket data.

Thank you, CHTA for providing this information

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So, what do your Winter plans look like?

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THANK YOU

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The Resilience Series – How Do You Stack Up?

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