Middle East hotel performance update

Philip Wooller – Area Director MEA
Where is the world in the recovery cycle?
What are the occupancies of the hotels still open?

Occupancy Rolling 28 days until 16 May 2020, STR Submarkets

Source: STR. 2020 © CoStar Realty Information, Inc.
August starts much stronger for many markets around the world

Occupancy of STR sub-markets (reporting methodology). Rolling 7 days to 01 August 2020
We’re a long way from May and continuing to get better

Sub-Markets, Occupancy actuals 25% buckets. Rolling 7 days

- R7 until 02 May
- R7 until 30 May
- R7 until 04 July
- R7 until 01 August

Occupancy
- <25%
- >25-50%
- >50-75%
- >75-100%
China leading the way - a benchmark most would be happy with

Occupancy actuals, open hotels (reporting) & full inventory (economic), Week ending August 2\textsuperscript{nd}

North America: 48% Reporting Occ, 45% Economic Occ

Central America: 13% Reporting Occ, 5% Economic Occ

South America excl. Venezuela: 18% Reporting Occ, 9% Economic Occ

North American Countries: 48% Reporting Occ, 45% Economic Occ

Europe: 41% Reporting Occ, 30% Economic Occ

Northern Africa: 19% Reporting Occ, 15% Economic Occ

Middle East: 40% Reporting Occ, 33% Economic Occ

Asia (excl. Mainland China): 34% Reporting Occ, 27% Economic Occ

Australia & Oceania: 39% Reporting Occ, 36% Economic Occ

Mainland China: 63% Reporting Occ, 63% Economic Occ

Southern Africa: 22% Reporting Occ, 10% Economic Occ

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Source: STR. 2020 © CoStar Realty Information, Inc.
China bounces back, US stalls, ME stuck at 40%, Europe recovering

Absolute Rolling 7 days Occ % of (reporting methodology) to the August 2\textsuperscript{nd} 2020

![Graph showing the occupancy rates of China, Europe, Middle East, and United States over time. The graph highlights the second wave with 4 weeks, 5 weeks, and 13 weeks periods.]
#3 Phased Recovery

Short-haul and domestic markets to recover quicker than highly International markets

Source: STR 2020 © CoStar Realty Information, Inc.
The Middle East
MEA Recovery
Sub-Markets, Occupancy actuals 25% buckets. Rolling 7 days

R7 until 09 May
R7 until 06 June
R7 until 11 July
R7 until 08 August

Occupancy Bucket
- <25%
- >25-50%
- >50-75%
- >75-100%

Source: STR. 2020 © CoStar Realty Information, Inc.
Middle East - Room Demand stagnates but finally breaks up in August

Total actual demand by Week

- 19 weeks
- Under 1 mil rooms sold

Source: STR. 2020 © CoStar Realty Information, Inc.
Occupancy ranges from 5% to 57%

Week ending 9th Aug 2020, Occupancy vs same week last year

Source: STR. 2020 © CoStar Realty Information, Inc.
Dubai Occupancy spikes during Eid al-Adha weekend

Daily Data, Mar to Aug –2020 vs 2019

Source: STR. 2020 © CoStar Realty Information, Inc.
The sun always shines in the desert

Desert Hotels UAE

Occupancy 51%  +36.8%
ADR 1190  +20.2%
RevPAR 608  +64.6%

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