

3RD QUARTER TOURISM

PERFORMANCE 2017



TOTAL STAYOVER ARRIVALS

91,732

TOTAL CRUISE ARRIVALS

99,919

TOTAL VISITOR NIGHTS

862,376

AVERAGE HOTEL OCCUPANCY

76.3%

ECONOMIC IMPACT

\$124.7 million

HOW WAS OUR THIRD QUARTER?

Curaçao welcomed altogether in the third quarter of the year 2017 a total of 191,651 tourist arrivals. The Curaçao Ports Authority recorded a total of 99,919 arrivals. The Curaçao Tourist Board registered a total of 91,732 stayover visitors who spent 862,376 nights in Curaçao. On average the stayover visitors spent 9.4 nights per person. Smith Travel Research reported an average occupancy rate of 76.3% during this period accompanied by an average daily rate \$131.39. The Ministry of Economic Development together with CTB calculated from the Turistika Model a direct economic impact from tourism at 124.7 million US\$ during the third quarter of 2017.



STAYOVER ARRIVALS Q3

	JUL	AUG	SEP	SUMMARY
2017	29,775	30,863	31,094	91,732
2016	36,731	38,404	33,162	108,297
% Change	-18.9%	-19.6%	-6.2%	-15.3%



NORTH AMERICA



SOUTH AMERICA



CARIBBEAN



EUROPE








OTHERS

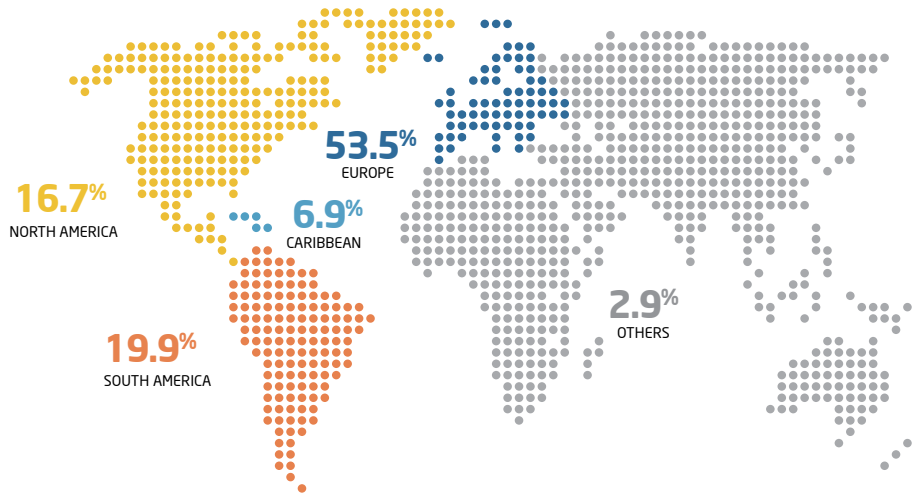
WHERE DID OUR VISITORS COME FROM: Q1, Q2 AND Q3 2017

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	2017	2016	% CHANGE
	8,408	8,627	9,128	6,390	5,838	5,988	5,207	5,476	4,668	59,730	59,543	0.3%
	7,818	6,112	5,050	6,405	5,651	6,181	5,512	6,301	6,422	55,452	84,530	-34.4%
	2,280	2,196	1,695	2,621	2,038	1,970	2,176	2,224	1,964	19,164	25,194	-23.9%
	19,304	18,083	17,728	18,804	14,944	12,938	16,075	16,175	16,845	150,896	153,406	-1.6%
	934	888	948	854	725	881	805	687	1,195	7,917	10,346	-23.5%
SUMMARY	38,744	35,906	34,549	35,074	29,196	27,958	29,775	30,863	31,094	293,159	333,019	-12.0%

The year to date arrivals to Curaçao shows a decrease of 12%. In total 293,159 stayover visitors travelled to Curacao during the first nine months of the year. Last year, we welcomed 333,019 stayover visitors.

MARKET SHARE BY REGION Q3 2017

	North America	16.7%
	South America	19.9%
	Caribbean	6.9%
	Europe	53.5%
	Others	2.9%



NORTH AMERICA



SOUTH AMERICA



CARIBBEAN








EUROPE








OTHERS

HOW MANY NIGHTS DID THEY STAY?

	JUL	AUG	SEP	2017	JUL	AUG	SEP	2016	% CHANGE
	35,719	35,303	30,581	101,603	37,424	33,570	27,577	98,571	3.0%
	44,202	49,249	44,640	138,091	57,956	65,402	56,276	179,634	-23.2%
	13,351	13,477	9,472	36,300	20,350	18,927	12,774	52,051	-30.3%
	208,295	182,514	181,772	572,581	212,947	193,628	168,356	574,931	-0.4%
	3,166	4,105	6,530	13,801	2,794	3,216	3,834	9,844	40.1%
SUMMARY	304,733	284,648	272,995	862,376	331,471	314,743	268,817	915,031	-5.8%

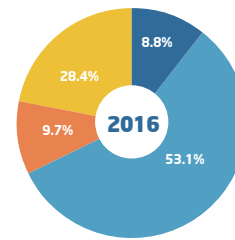
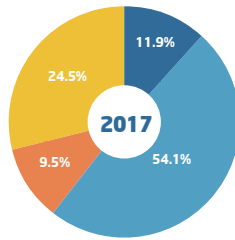
WHAT IS THE AVERAGE NIGHT SPENT PER PERSON?

	JUL	AUG	SEP	2017	JUL	AUG	SEP	2016	% CHANGE
	6.9	6.4	6.6	6.6	6.6	6.0	6.2	6.3	5.0%
	8.0	7.8	7.0	7.6	6.7	6.5	6.0	6.4	18.5%
	6.1	6.1	4.8	5.7	5.9	5.8	5.1	5.7	0.3%
	13.0	11.3	10.8	11.7	12.2	11.0	10.8	11.3	2.8%
	3.9	6.0	5.5	5.1	1.8	1.7	3.2	2.1	145.4%
SUMMARY	10.2	9.2	8.8	9.4	9.0	8.2	8.1	8.4	11.3%

WHERE DID OUR VISITORS STAY IN Q3 2017?



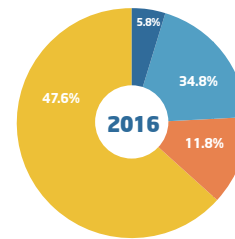
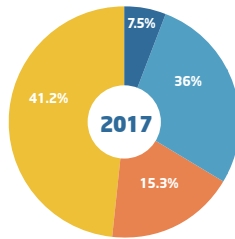
North America	2017	2016
Bungalows	11.9%	8.8%
Large Hotels	54.1%	53.1%
Small Hotels	9.5%	9.7%
Alternative Accommodations	24.5%	28.4%
Summary	100.0%	100.0%



■ Bungalows ■ Large Hotels ■ Small Hotels ■ Alternative Accommodations



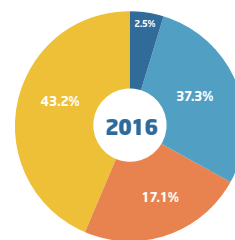
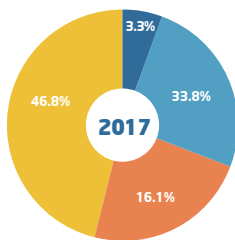
South America	2017	2016
Bungalows	7.5%	5.8%
Large Hotels	36.0%	34.8%
Small Hotels	15.3%	11.8%
Alternative Accommodations	41.2%	47.6%
Summary	100.0%	100.0%



■ Bungalows ■ Large Hotels ■ Small Hotels ■ Alternative Accommodations



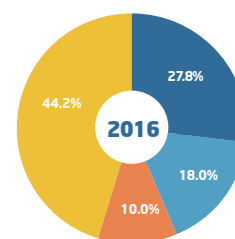
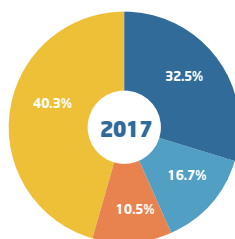
Caribbean	2017	2016
Bungalows	3.3%	2.5%
Large Hotels	33.8%	37.3%
Small Hotels	16.1%	17.1%
Alternative Accommodations	46.8%	43.2%
Summary	100.0%	100.0%



■ Bungalows ■ Large Hotels ■ Small Hotels ■ Alternative Accommodations



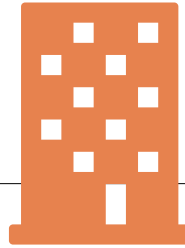
Europe	2017	2016
Bungalows	32.5%	27.8%
Large Hotels	16.7%	18.0%
Small Hotels	10.5%	10.0%
Alternative Accommodations	40.3%	44.2%
Summary	100.0%	100.0%



■ Bungalows ■ Large Hotels ■ Small Hotels ■ Alternative Accommodations

HOW DID THE HOTELS PERFORM?

SEP	2017	2016	% Change
% Occupancy	76.3%	75.5%	0.8%
ADR	\$ 131.39	\$ 131.86	-0.4%
RevPAR	\$ 100.25	\$ 99.59	0.7%



BASED ON
12 properties & 1772 Rooms

POWERED BY str

* Rooms is based on estimated total rooms inventory of Curaçao
* Smith Travel Research (STR) is the leading global provider of competitive benchmarking, information services and research to the hotel industry.

The following figures have been reported by the Curaçao Hospitality & Tourism Association. Occupancy and Revenue Per Available Room (RevPAR) stayed consistent to September 2016. Average Daily Rates (ADR) decreased by 0.4% compared to 2016. As can be seen, the overall September performance was consistent to 2016. It is important to note that 2016 was a rough year for the hotel industry and therefore, its performance was negatively affected.

Meanwhile in the Caribbean:

Occupancy decreased by 9.2% (points) compared to September 2016. Average Daily Rates increased with 0.3% from \$146.48 in September 2016 to \$146.97 in September 2017. Revenue Per Available Room decreased by 16.6% from \$80.15 last year to \$66.84 in September this year.

In September, the Caribbean was affected by various hurricanes. Hurricane Irma caused catastrophic damage in Barbuda, St Barts, St. Martin, Anguilla and the Virgin Islands as a category 5 hurricane. Also affected were Barbados, Cuba, Haiti, and Puerto Rico.

As can be seen, overall the Caribbean hotel performance decreased significantly compared to 2016.

YTD HOTEL PERFORMANCE CURAÇAO

	Occupancy			ADR			RevPar		
	2016	2017	Difference	2016	2017	Change	2016	2017	Change
JAN	77.0%	78.0%	1.0%	\$170.29	\$179.15	5.2%	\$131.19	\$139.76	6.5%
FEB	81.6%	79.3%	-2.3%	\$162.23	\$180.26	11.1%	\$132.40	\$142.86	7.9%
MAR	73.2%	76.9%	3.7%	\$165.34	\$167.28	1.2%	\$120.99	\$128.64	6.3%
APR	69.0%	67.7%	-1.3%	\$135.36	\$142.00	4.9%	\$93.41	\$96.09	2.9%
MAY	55.6%	59.5%	3.9%	\$126.78	\$132.49	4.5%	\$70.52	\$78.88	11.9%
JUN	51.5%	58.0%	6.5%	\$127.95	\$122.90	-3.9%	\$65.81	\$71.31	8.4%
JUL	63.8%	61.2%	-2.6%	\$135.21	\$135.89	0.5%	\$86.33	\$83.21	-3.6%
AUG	69.5%	68.0%	-1.5%	\$137.55	\$141.22	2.7%	\$95.61	\$95.98	0.4%
SEP	75.5%	76.3%	0.8%	\$131.86	\$131.39	-0.4%	\$99.59	\$100.25	0.7%
YTD	68.5%	69.4%	0.9%	\$143.62	\$148.06	3.1%	\$99.54	\$104.11	4.6%



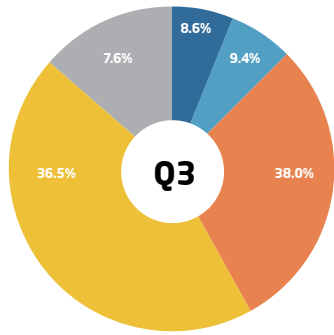
As can be seen in the above figures, the Q3 hotel performance was consistent to 2016. A decrease in Occupancy can be seen in July and August compared to 2016, while September saw a slight increase compared to 2017. ADR increased in July and August compared to 2016, while September saw a slight decrease. RevPAR decreased in July while stayed consistent in August and September compared to 2016. Something that happened in September was Hurricane Irma, which caused massive destruction in Saint Martin and resulting in a lot of evacuations to Curaçao.

WHAT AGE ARE OUR VISITORS?



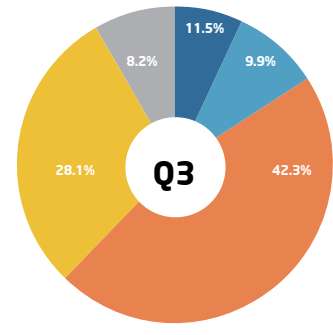
North America

0-14	8.6%
15-24	9.4%
25-44	38.0%
45-64	36.5%
65+	7.6%
Summary	100.0%



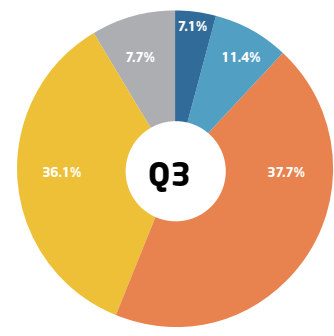
South America

0-14	11.5%
15-24	9.9%
25-44	42.3%
45-64	28.1%
65+	8.2%
Summary	100.0%



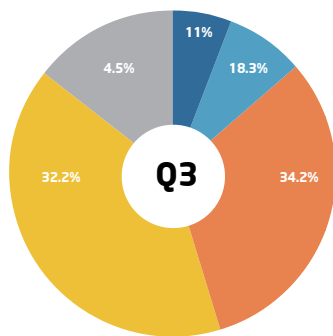
Caribbean

0-14	7.1%
15-24	11.4%
25-44	37.7%
45-64	36.1%
65+	7.7%
Summary	100.0%



Europe

0-14	11.0%
15-24	18.3%
25-44	34.2%
45-64	32.2%
65+	4.5%
Summary	100.0%



GENDER

2017



51%

FEMALE VISITORS



49%

MALE VISITORS

2016



51%

FEMALE VISITORS



49%

MALE VISITORS

HOW DID THE CRUISE INDUSTRY PERFORM?

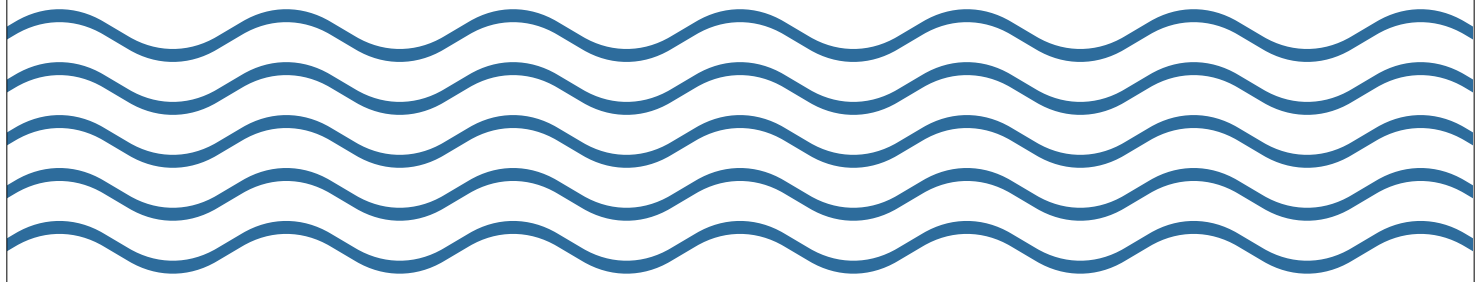


CRUISE CALLS Q3 2017/2016

	JUL	AUG	SEP	SUMMARY
2017	15	14	11	40
2016	6	11	3	20
Difference	150%	27.3%	266.7%	100%

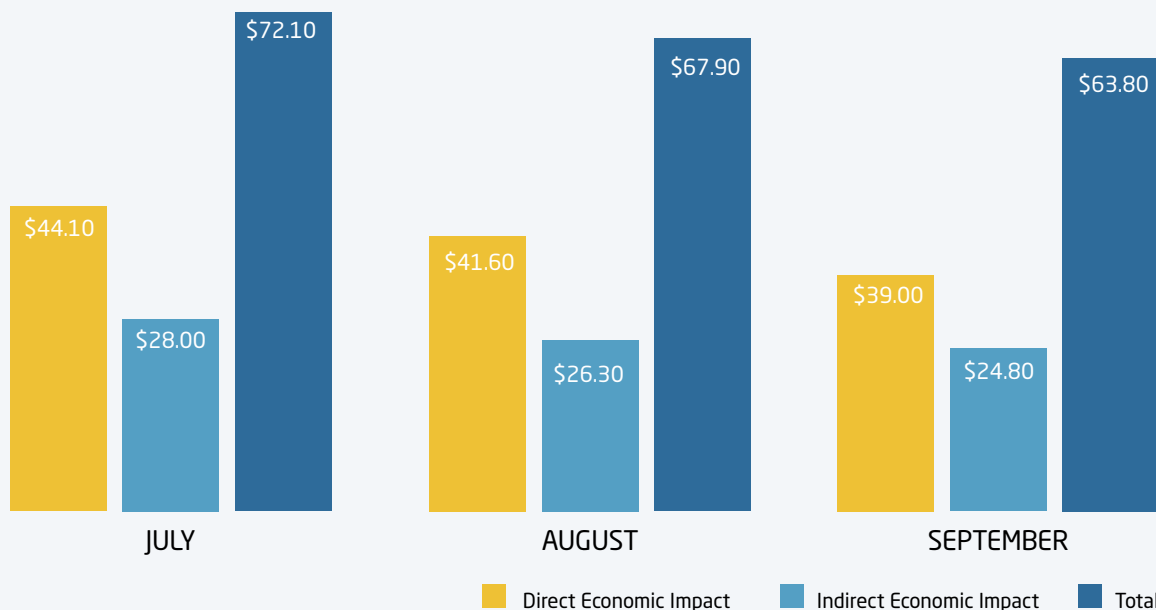
CRUISE PASSENGERS Q3 2017/2016

	JUL	AUG	SEP	SUMMARY
2017	30,223	45,379	24,317	99,919
2016	18,614	22,594	10,204	51,412
Difference	62.4%	100.8%	138.3%	94.3%



ECONOMIC IMPACT FROM TOURISM INDUSTRY

EXPENDITURE (X \$ 1000)

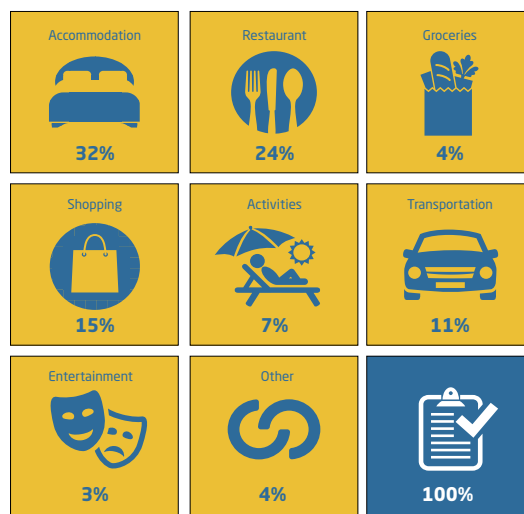


HOW DID OUR STAYOVER VISITORS SPEND THEIR MONEY?

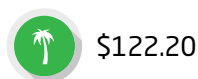
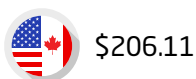
Source: Turistika Model

Expenditure (x \$1000)	% MARKET SHARE	
Accommodation	\$40.2	32%
Restaurant	\$30.4	24%
Groceries	\$5	4%
Shopping	\$18.2	15%
Activities	\$8.5	7%
Transportation	\$14.1	11%
Entertainment	\$3.3	3%
Other	\$5	4%
SUMMARY	\$124.7	100%

SHARE OF THE EXPENDITURE IN PERCENTAGES



WHAT IS THE SPENDING PER DAY PER PERSON?



MINISTRY OF
ECONOMIC DEVELOPMENT