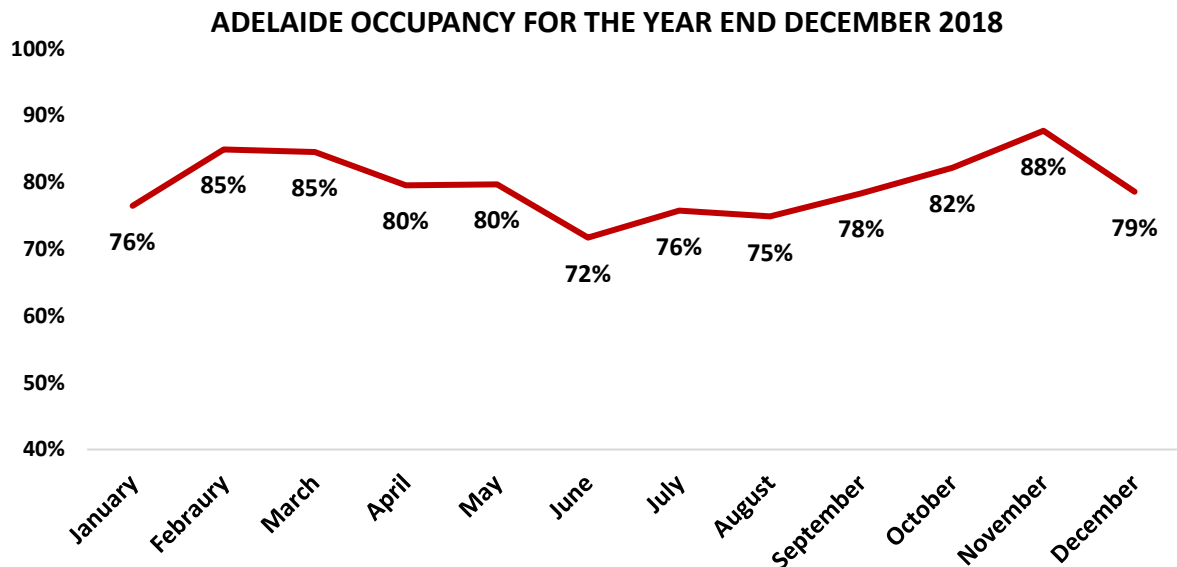


## SOUTH AUSTRALIAN ACCOMMODATION

FOR THE YEAR END DECEMBER 2018

### ADELAIDE ACCOMMODATION



Accommodation in Adelaide peaks in February and March with the Fringe, the Adelaide 500, The Festival and other assorted events. It also peaks again in October and November, a popular time for conferences in Adelaide.

Year	Occupancy	ADR	REVPAR	Rooms Supply	Rooms Demand	Revenue
2017	79%	\$ 155	\$ 125	8,307	6,595	\$ 1,042,677
2018	80%	\$ 154	\$ 124	8,730	6,943	\$ 1,087,017
	0%	-1%	-1%	5%	5%	4%

Occupancy in Adelaide has grown from 79 per cent to 80 per cent on average for the year. This is a great result considering the number of rooms in Adelaide grew by 5 per cent.

With more rooms available in Adelaide we've also seen demand for these rooms increase, up 5 per cent for the year. Simply put, the demand for rooms has matched the increased rooms available.

With more rooms available in Adelaide competition to fill these rooms grows. The flow on effect has seen a slight decline in Average Daily Revenue and Revenue per available room.

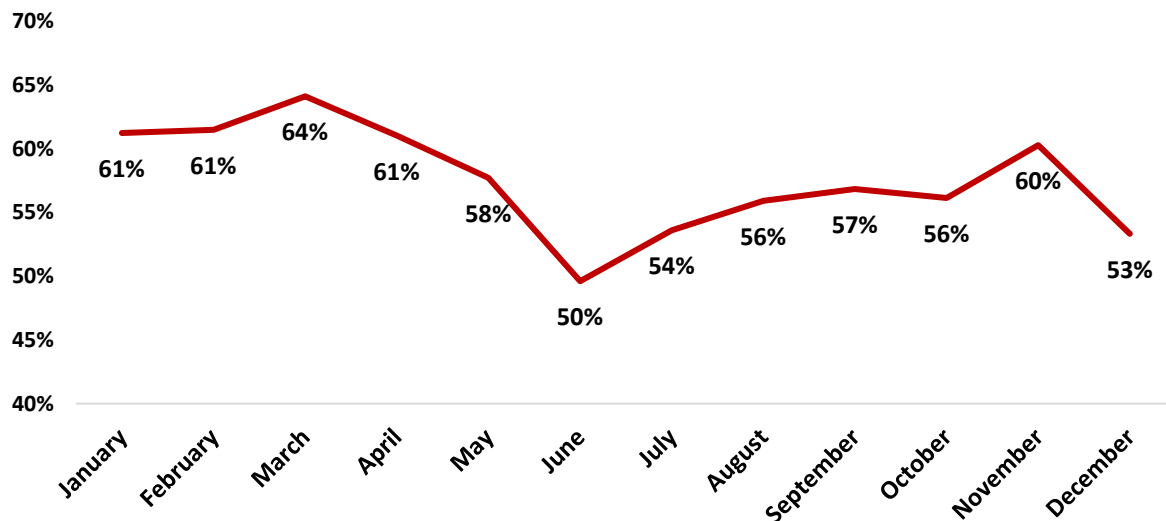
*Results are provided by STR, a global data analytics provider who measures and track the performance of the Australian accommodation industry <https://www.strglobal.com>*

*Result are the daily results averaged over the year.*

## SOUTH AUSTRALIAN ACCOMMODATION FOR THE YEAR END DECEMBER 2018

### REGIONAL SOUTH AUSTRALIA ACCOMMODATION

#### REGIONAL OCCUPANCY FOR THE YEAR END DECEMBER 2018



Regional accommodation peaks in the summer months and falls away in the colder Winter months. The seasonality of regional accommodation is displayed above with regional occupancy in June falling to 50 per cent.

Year	Occupancy	ADR	REVPAR	Rooms Supply	Rooms Demand	Revenue
2017	60%	\$ 132	\$ 80	4,911	2,957	\$ 391,752
2018	58%	\$ 138	\$ 79	5,312	3,056	\$ 421,897
	-4%	4%	0%	8%	3%	8%

In regional SA we've seen occupancy fall as room supply increased. Room nights occupied haven't kept pace with the increased supply.

Overall demand for regional rooms grew by 3 per cent, Revenue by 8 per cent and Average daily Revenue by 4 per cent.

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Result are the daily results averaged over the year.