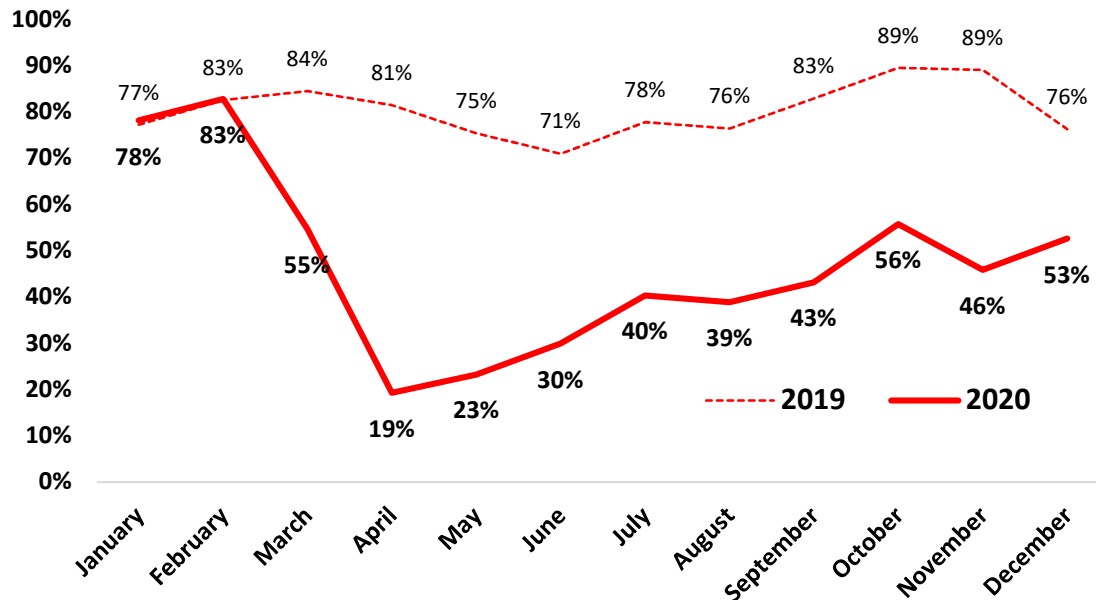


## SOUTH AUSTRALIAN ACCOMMODATION FOR THE YEAR END DECEMBER 2020 ADELAIDE ACCOMMODATION

### ADELAIDE OCCUPANCY FOR THE YEAR END DECEMBER 2020



January and February 2020 occupancy maintained the same level as 2019. In March 2020 with the onset of COVID-19 occupancy declined to 55 per cent reaching a low of 19 per cent in April 2020. From this point on occupancy slowly grew peaking in October 2020 at 56 per cent with the ‘Great State Voucher’. November saw occupancy reach 70 per cent until an outbreak of COVID saw the state going into a hard lock down. December rebounded well and January 2021 looks to show some good growth with the second ‘Great State Voucher’ coming into play.

| Year | Occupancy | Average Daily Revenue | Revenue Per Available Room | Average Daily Room Supply | Average Daily Room Demand | Average Daily Revenue |
|------|-----------|-----------------------|----------------------------|---------------------------|---------------------------|-----------------------|
| 2019 | 80%       | \$ 153                | \$ 124                     | 9,061                     | 7,271                     | \$ 1,125,194          |
| 2020 | 47%       | \$ 129                | \$ 65                      | 8,394                     | 4,049                     | \$ 569,144            |
|      | -42%      | -15%                  | -47%                       | -7%                       | -44%                      | -49%                  |

Occupancy in Adelaide fell from 80 per cent to 47 per cent on average for the year with the outbreak of COVID-19. All other metrics over the year on average dropped between 15 and 49 per cent.

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.

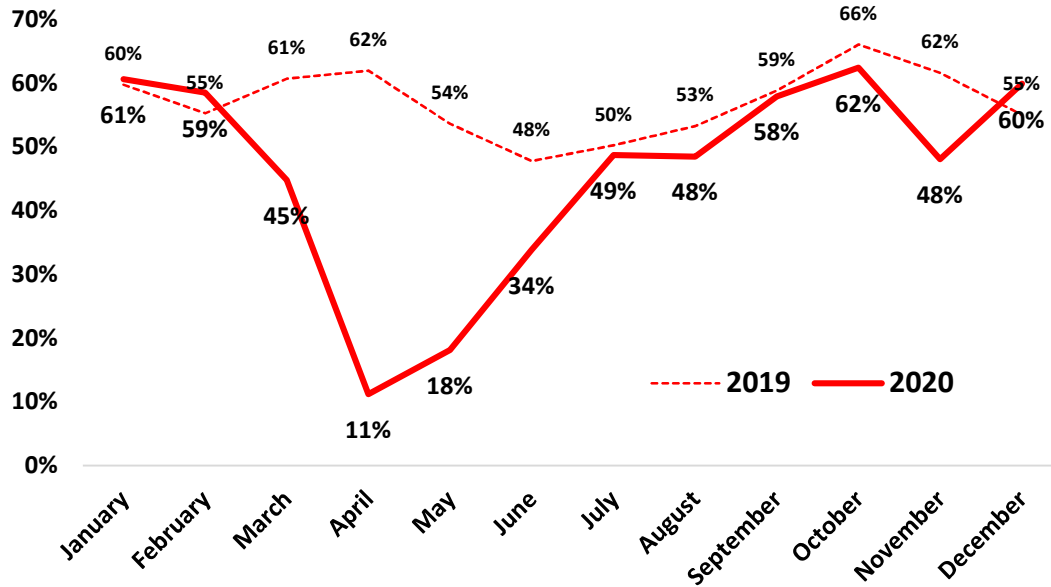
RevPAR refers revenue per available room and is the total room revenue divided by the total number of available rooms.  
ADR refers to average daily rate and is a measure of the average rate paid for rooms sold, calculated by dividing room revenue by rooms sold.

## SOUTH AUSTRALIAN ACCOMMODATION

FOR THE YEAR END DECEMBER 2020

### REGIONAL SOUTH AUSTRALIA ACCOMMODATION

REGIONAL OCCUPANCY FOR THE YEAR END DECEMBER 2020



Regional accommodation like Adelaide felt the full effect of COVID-19 in April 2020 with occupancy dropping to 11 per cent. With limited international travel and interstate borders closed South Australian intrastate travel was seen as a safe option. In line with this regional South Australia rebounded at a quicker rate with July 2020 occupancy reaching the same level as 2019. From July onward regional occupancy maintained similar rates to 2019 with the exception of November and the hard lockdown. December 2020 was an exceptional month with the highest December occupancy on record.

| Year | Occupancy | Average Daily Revenue | Revenue Per Available Room | Average Daily Room Supply | Average Daily Room Demand | Average Daily Revenue |
|------|-----------|-----------------------|----------------------------|---------------------------|---------------------------|-----------------------|
| 2019 | 57%       | \$ 144                | \$ 83                      | 6,163                     | 3,516                     | \$ 509,702            |
| 2020 | 46%       | \$ 138                | \$ 66                      | 6,124                     | 2,831                     | \$ 404,278            |
|      | -19%      | -4%                   | -20%                       | -1%                       | -19%                      | -21%                  |

Occupancy in Regional South Australia fell from 57 per cent to 46 per cent on average for the year with the outbreak of COVID-19. All other metrics over the year on average dropped between 4 and 21 per cent.

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.

RevPAR refers revenue per available room and is the total room revenue divided by the total number of available rooms.

ADR refers to average daily rate and is a measure of the average rate paid for rooms sold, calculated by dividing room revenue by rooms sold.