## Monthly Hotel Establishments Report Abu Dhabi Emirate

## June \& Year to Date (January - June)



## Abu Dhabi Emirate

Rooms Summary

| June 2016 |  <br> Apartments | Rooms <br> (Total Inventory) | Share <br> \% |
| :--- | ---: | ---: | ---: |
| Hotel Establishments | $\mathbf{1 6 8}$ | $\mathbf{3 0 , 0 5 4}$ | $\mathbf{1 0 0 \%}$ |
| Hotels | $\mathbf{1 1 0}$ | $\mathbf{2 3 , 3 7 9}$ | $\mathbf{7 8 \%}$ |
| 5 Star | 41 | 11,303 |  |
| 4 Star | 35 | 7,161 |  |
| 3 Star | 22 | 3,958 |  |
| 2 Star | 6 | 534 |  |
| 1 Star | 6 | 423 |  |
| Hotel Apartments | $\mathbf{5 8}$ | $\mathbf{6 , 6 7 5}$ | $\mathbf{2 2 \%}$ |
| Deluxe | 20 | 3,351 |  |
| Superior | 23 | 2,538 |  |
| Standard | 15 | 786 |  |

Hotels Closed during June 2016:
1- Cassells Ghantoot Hotel and Resort
Abu Dhabi City
3 Star Hotel
88 Rooms

## Please Note:

Due to an up-grade and down-grade of some hotel establishment classifications during the last month, the total rooms of certain categories have changed. This change has been reflected in the table above.

# Hotel Establishment Statistics 

## Abu Dhabi Emirate

Hotel Establishments Executive Summary

## June 2016

- June 2016 showed an decrease of $9 \%$ in guest arrivals when compared to last year, with the total number of hotel guest arrivals at 243,343 .
- The number of hotel guest nights decreased by 20\% to 695,682 guest nights in June 2016.
- The average length of stay decreased by 12\% in June 2016 (2.86 nights) when compared to last year.
- The hotel occupancy decreased by $16 \%$ in comparison to last year.
- Total revenue for hotel establishments' recorded 23\% decreased in June 2016 (AED 300 Million), room revenue decreased by $25 \%$, while food \& beverage revenue decreased by $19 \%$ only.


## Abu Dhabi Emirate

Hotel Establishments Main Indicators Summary
June 2016

|  | June |  |  |
| :---: | :---: | :---: | :---: |
| Indicator | 2016 | 2015 | Growth Rate \% |
| Actual Guest Arrivals | 243,343 | 268,335 | -9\% |
| Guest Nights | 695,682 | 870,304 | -20\% $\nabla$ |
| Room Nights | 478,673 | 582,313 | -18\% |
| Average Length of Stay | 2.86 | 3.24 | -12\% $\nabla$ |
| Occupancy Rate \% | 54\% | 64\% | -16\% $\nabla$ |
| Room Revenue | 139,336,908 | 186,487,673 | -25\% $\nabla$ |
| Food \& Beverages Revenues | 122,047,076 | 151,515,299 | -19\% $\boldsymbol{\nabla}$ |
| Other Revenue | 39,097,906 | 51,279,807 | -24\% |
| Total Revenue | 300,481,890 | 389,282,778 | -23\% $\nabla$ |
| ARR | 291 | 339 | -14\% $\nabla$ |
| REV PAR | 158 | 218 | -28\% $\nabla$ |



## Hotel Establishment Statistics

Abu Dhabi Emirate
Top 10 Nationalities
June 2016

|  |  | Share \% | Growth\% | Guests | Average Length of Stay |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | UAE | 32\% | -15\% V |  | 77,91 2.41 |
| 2 | India | 9\% | -5\% V | 21,063 | 3.53 |
| 3 | Philippines | 6\% | 30\% | 15,653 | 1.84 |
| 4 | China | 6\% | 50\% | 14,366 | 1.41 |
| 5 | UK | 5\% | $-13 \%$ V | 11,754 | 4.32 |
| 6 | Egypt | 4\% | 1\% | 9,116 | 2.86 |
| 7 | US | 3\% | $-16 \%$ V | 8,194 | 4.87 |
| 8 | Jordan | 3\% | 10\% | 6,489 | 2.71 |
| 9 | Germany | 2\% | -25\% V | \| 6,000 | 4.23 |
| 10 | Pakistan | 2\% | -7\% | -5,139 | 2.44 |

## Abu Dhabi Emirate

Top 25 Nationalities
June 2016

|  |  | Guest Arrivals |  |  |  | Guestnights |  |  |  | Average Length of Stay |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nationality | 2016 | 2015 | Grow Rate |  | 2016 | 2015 | Grow Rate |  | 2016 | 2015 | Grow Rate |  |
| 1 | UAE | 77,913 | 92,040 | -15\% | V | 187,922 | 312,751 | -40\% | $\nabla$ | 2.41 | 3.40 | -29\% | $\nabla$ |
| 2 | India | 21,063 | 22,281 | -5\% | $\nabla$ | 74,359 | 79,318 | -6\% | $\nabla$ | 3.53 | 3.56 | -1\% | $\nabla$ |
| 3 | Philippines | 15,653 | 12,062 | 30\% | $\triangle$ | 28,842 | 22,756 | 27\% | $\triangle$ | 1.84 | 1.89 | -2.3\% | $\nabla$ |
| 4 | China | 14,366 | 9,567 | 50\% | $\triangle$ | 20,327 | 14,404 | 41\% | $\triangle$ | 1.41 | 1.51 | -6.0\% | $\nabla$ |
| 5 | UK | 11,754 | 13,505 | -13\% | $\nabla$ | 50,762 | 57,293 | -11\% | $\nabla$ | 4.32 | 4.24 | 2\% | $\triangle$ |
| 6 | Egypt | 9,116 | 9,011 | 1\% | $\triangle$ | 26,096 | 27,082 | -4\% | $\nabla$ | 2.86 | 3.01 | -5\% | $\nabla$ |
| 7 | US | 8,194 | 9,716 | -16\% | $\nabla$ | 39,933 | 49,612 | -20\% | $\nabla$ | 4.87 | 5.11 | -5\% | $\nabla$ |
| 8 | Jordan | 6,489 | 5,894 | 10\% | $\triangle$ | 17,603 | 16,524 | 7\% | $\triangle$ | 2.71 | 2.80 | -3\% | $\nabla$ |
| 9 | Germany | 6,000 | 8,048 | -25\% | $\nabla$ | 25,390 | 35,218 | -28\% | $\nabla$ | 4.23 | 4.38 | -3\% | $\nabla$ |
| 10 | Pakistan | 5,139 | 5,513 | -7\% | $\nabla$ | 12,526 | 13,506 | -7\% | $\nabla$ | 2.44 | 2.45 | -1\% | $\nabla$ |
| 11 | Italy | 3,778 | 4,601 | -18\% | $\nabla$ | 13,744 | 17,114 | -20\% | $\nabla$ | 3.64 | 3.72 | -2\% | $\nabla$ |
| 12 | Syria | 3,651 | 4,860 | -25\% | $\nabla$ | 9,199 | 10,295 | -11\% | $\nabla$ | 2.52 | 2.12 | 19\% | $\triangle$ |
| 13 | Oman | 3,471 | 4,373 | $-21 \%$ | $\nabla$ | 5,022 | 7,184 | -30\% | $\nabla$ | 1.45 | 1.64 | -12\% | $\nabla$ |
| 14 | KSA | 3,413 | 7,795 | -56\% | $\nabla$ | 8,049 | 20,115 | -60\% | $\nabla$ | 2.36 | 2.58 | -9\% | $\nabla$ |
| 15 | Australia | 3,347 | 4,666 | -28\% | $\nabla$ | 10,003 | 12,396 | -19\% | $\nabla$ | 2.99 | 2.66 | 12\% | $\triangle$ |
| 16 | France | 3,163 | 3,327 | -5\% | $\nabla$ | 11,409 | 13,215 | -14\% | $\nabla$ | 3.61 | 3.97 | -9\% | $\nabla$ |
| 17 | Lebanon | 2,994 | 3,247 | -8\% | $\nabla$ | 9,759 | 9,425 | 4\% | $\triangle$ | 3.26 | 2.90 | 12\% | $\triangle$ |
| 18 | Canada | 1,955 | 2,245 | -13\% | $\nabla$ | 9,150 | 10,000 | -9\% | $\nabla$ | 4.68 | 4.45 | 5\% | $\triangle$ |
| 19 | Nepal | 1,759 | 1,190 | 48\% | $\triangle$ | 3,521 | 1,832 | 92\% | $\triangle$ | 2.00 | 1.54 | 30\% | $\triangle$ |
| 20 | Sudan | 1,716 | 1,439 | 19\% | $\triangle$ | 4,623 | 3,372 | 37\% | $\triangle$ | 2.69 | 2.34 | 15\% | $\triangle$ |
| 21 | Palestine | 1,676 | 1,639 | 2\% | $\triangle$ | 3,333 | 3,134 | 6\% | $\triangle$ | 1.99 | 1.91 | 4\% | $\triangle$ |
| 22 | Vietnam | 1,560 | 652 | 139\% | $\triangle$ | 1,934 | 765 | 153\% | $\triangle$ | 1.24 | 1.17 | 6\% | - |
| 23 | Morocco | 1,447 | 1,346 | 8\% | $\triangle$ | 4,950 | 4,113 | \#\#\#\# | $\triangle$ | 3.42 | 3.06 | \#\#\#\# | - |
| 24 | Ireland | 1,435 | 1,201 | 19\% | $\triangle$ | 5,196 | 4,637 | 12\% | $\triangle$ | 3.62 | 3.86 | -6\% | $\nabla$ |
| 25 | Korea South | 1,386 | 1,166 | 19\% | $\triangle$ | 3,802 | 3,076 | 24\% | $\triangle$ | 2.74 | 2.64 | 4\% | - |

## Hotel Establishment Statistics

## Abu Dhabi Emirate

Hotel Establishments Executive Summary

## Year To Date (January - June) 2016

- The number of guests showed an increase of $7 \%$ in year to date (January - June) 2016 when compared to last year, with the total number of hotel guest arrivals at 2,127,529.
- The number of hotel guest nights increased by $3 \%$ to 5,908,195 guest nights .
- The average length of stay for year to date decreased by 4\% in comparison to same period of 2015.
- The hotel occupancy decreased by $2 \%$ in comparison to last year.
- Total revenue for hotel establishments recorded 8\% decrease (AED3,086 Billion), room revenue decreased by $10 \%$, while food \& beverage revenue decreased by $7 \%$ only.


## Abu Dhabi Emirate

Hotel Establishments Main Indicators Summary
Year To Date (January - June) 2016

|  | Year To Date (January - June) |  |  |
| :---: | :---: | :---: | :---: |
| Indicator | 2016 | 2015 | Growth Rate \% |
| Actual Guest Arrivals | 2,127,529 | 1,980,691 | 7\% |
| Guest Nights | 5,908,195 | 5,728,765 | 3\% |
| Room Nights | 3,957,075 | 3,924,441 | 1\% |
| Average Length of Stay | 2.78 | 2.89 | -4\% |
| Occupancy Rate \% | 74\% | 76\% | -2\% $\overline{ }$ |
| Room Revenue | 1,583,666,660 | 1,753,561,497 | -10\% |
| Food \& Beverages Revenues | 1,108,951,358 | 1,193,776,837 | -7\% |
| Other Revenue | 394,044,454 | 402,660,050 | -2\% |
| Total Revenue | 3,086,662,471 | 3,349,998,384 | -8\% |
| ARR | 398 | 446 | -11\% $\nabla$ |
| REV PAR | 294 | 338 | -13\% |



Abu Dhabi Emirate
Top 10 Nationalities
Year To Date (January - June) 2016

|  |  | Share \% | Growth\% | Guests | Average Length of Stay |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | UAE | 32\% | 5\% | 684,717 | 2.23 |
| 2 | India | 7\% | 20\% | 152,423 | 3.32 |
| 3 | China | 6\% | 17\% | 119,363 | 1.42 |
| 4 | UK | 5\% | 2\% | 115,667 | 4.02 |
| 5 | Philippines | 4\% | 27\% | 80,844 | 2.02 |
| 6 | Egypt | 4\% | 25\% | 76,346 | 2.65 |
| 7 | US | 3\% | $-5 \%$ V | 73,010 | 4.40 |
| 8 | Germany | 3\% | $-12 \%$ V | 70,995 | 4.49 |
| 9 | KSA | 3\% | $4 \%$ - | 64,997 | 2.37 |
| 10 | Jordan | 3\% | $35 \%$ - | 55,297 | 2.55 |

## Abu Dhabi Emirate

Top 25 Nationalities
Year To Date (January - June) 2016

|  |  | Guest Arrivals |  |  |  | Guestnights |  |  |  | Average Length of Stay |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Rank | Nationality | 2016 | 2015 | Grow Rate |  | 2016 | 2015 | Grow Rate |  | 2016 | 2015 | Growth Rate \% |  |
| 1 | UAE | 684,717 | 649,306 | 5\% | - | 1,529,602 | 1,566,971 | -2\% | $\nabla$ | 2.23 | 2.41 | -7\% | $\nabla$ |
| 2 | India | 152,423 | 127,312 | 20\% | - | 506,129 | 472,818 | 7\% | - | 3.32 | 3.71 | -11\% | $\nabla$ |
| 3 | China | 119,363 | 102,217 | 17\% | - | 169,870 | 148,842 | 14\% | - | 1.42 | 1.46 | -2.3\% | $\nabla$ |
| 4 | UK | 115,667 | 113,291 | 2\% | - | 464,630 | 460,883 | 1\% | - | 4.02 | 4.07 | -1.3\% | $\nabla$ |
| 5 | Philippines | 80,844 | 63,855 | 27\% | - | 163,511 | 129,813 | 26\% | - | 2.02 | 2.03 | -1\% | $\nabla$ |
| 6 | Egypt | 76,346 | 60,871 | 25\% | - | 202,333 | 170,646 | 19\% | - | 2.65 | 2.80 | -5\% | $\nabla$ |
| 7 | US | 73,010 | 77,186 | -5\% | $\nabla$ | 321,543 | 342,533 | -6\% | $\nabla$ | 4.40 | 4.44 | -1\% | $\nabla$ |
| 8 | Germany | 70,995 | 81,104 | -12\% | $\nabla$ | 318,506 | 335,221 | -5\% | $\nabla$ | 4.49 | 4.13 | 9\% | $\triangle$ |
| 9 | KSA | 64,997 | 62,499 | 4\% | - | 154,104 | 143,233 | 8\% | - | 2.37 | 2.29 | 3\% | $\triangle$ |
| 10 | Jordan | 55,297 | 41,058 | 35\% | - | 140,870 | 114,353 | 23\% | - | 2.55 | 2.79 | -9\% | $\nabla$ |
| 11 | Pakistan | 42,615 | 35,561 | 20\% | - | 99,540 | 88,350 | 13\% | - | 2.34 | 2.48 | -6\% | $\nabla$ |
| 12 | France | 34,572 | 31,489 | 10\% | - | 113,156 | 106,634 | 6\% | - | 3.27 | 3.39 | -3\% | $\nabla$ |
| 13 | Italy | 34,293 | 34,781 | -1\% | $\nabla$ | 131,156 | 138,736 | -5\% | $\nabla$ | 3.82 | 3.99 | -4\% | $\nabla$ |
| 14 | Syria | 32,717 | 29,365 | 11\% | - | 72,711 | 60,678 | 20\% | - | 2.22 | 2.07 | 8\% | - |
| 15 | Oman | 32,044 | 30,909 | 4\% | - | 50,879 | 52,370 | -3\% | $\nabla$ | 1.59 | 1.69 | -6\% | $\nabla$ |
| 16 | Lebanon | 24,001 | 19,803 | 21\% | - | 70,735 | 60,077 | 18\% | - | 2.95 | 3.03 | -3\% | $\nabla$ |
| 17 | Australia | 23,340 | 23,794 | -2\% | $\nabla$ | 74,851 | 74,748 | 0\% | - | 3.21 | 3.14 | 2\% | - |
| 18 | Canada | 17,513 | 18,431 | -5\% | $\nabla$ | 72,888 | 70,357 | 4\% | - | 4.16 | 3.82 | 9\% | $\Delta$ |
| 19 | Ireland | 15,771 | 10,135 | 56\% | - | 43,794 | 38,396 | 14\% | - | 2.78 | 3.79 | -27\% | $\nabla$ |
| 20 | Qatar | 14,637 | 13,156 | 11\% | - | 28,587 | 26,861 | 6\% | - | 1.95 | 2.04 | -4\% | $\nabla$ |
| 21 | Morocco | 14,560 | 9,883 | 47\% | - | 46,706 | 33,923 | 38\% | - | 3.21 | 3.43 | -7\% | $\nabla$ |
| 22 | Palestine | 13,973 | 10,988 | 27\% | - | 25,545 | 20,240 | 26\% | - | 1.83 | 1.84 | -1\% | $\nabla$ |
| 23 | Sudan | 12,010 | 9,012 | 33\% | - | 30,264 | 21,445 | \#\#\#\# | - | 2.52 | 2.38 | 5.9\% | - |
| 24 | Russia | 11,585 | 14,453 | -20\% | $\nabla$ | 61,043 | 64,688 | -6\% | $\nabla$ | 5.27 | 4.48 | 18\% | - |
| 25 | South Africa | 11,569 | 11,381 | 2\% | - | 41,476 | 40,068 | 4\% | - | 3.59 | 3.52 | 2\% | - |

## Regional Summary

Abu Dhabi City

|  | June |  |  | Year To Date (January - June) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Indicator | 2016 | 2015 | Growth Rate \% | 2016 | 2015 | Growth Rate \% |  |
| Actual Guest <br> Arrivals | 217,635 | 231,173 | -6\% $\quad$ V | 1,856,529 | 1,695,259 | 10\% | - |
| Guest Nights | 625,386 | 795,973 | -21\% $\nabla$ | 5,295,965 | 5,132,619 | 3\% | - |
| Average Length of Stay | 2.87 | 3.44 | -17\% V | 2.85 | 3.03 | -6\% | $\nabla$ |
| Occupancy \% | 55\% | 65\% | -17\% $\nabla$ | 75\% | 77\% | -2\% | $\nabla$ |
| Total Revenue | 266,728,216 | 348,365,593 | -23\% $\nabla$ | 2,747,632,206 | 2,993,479,049 | -8\% | $\nabla$ |
| ARR | 282 | 332 | -15\% $\nabla$ | 389 | 439 | -12\% | $\nabla$ |
| REV PAR | 154 | 217 | -29\% $\nabla$ | 291 | 337 | -14\% | $\nabla$ |

Rooms Summary

| June 2016 |  <br> Apartments | Rooms <br> (Total Inventory) | Share \% |
| :--- | ---: | ---: | ---: |
| Hotel <br> Establishments | $\mathbf{1 3 9}$ | $\mathbf{2 6 , 7 1 0}$ | $\mathbf{1 0 0 \%}$ |
| Hotels | 86 | $\mathbf{2 0 , 4 8 0}$ | $\mathbf{7 7 \%}$ |
| 5 Star | 32 | 10,130 |  |
| 4 Star | 26 | 6,147 |  |
| 3 Star | 17 | 3,308 |  |
| 2 Star | 6 | 534 |  |
| 1 Star | 5 | 361 | $\mathbf{2 3 \%}$ |
| Hotel Apartments | 53 | $\mathbf{6 , 2 3 0}$ |  |
| Deluxe | 20 | 3,351 |  |
| Superior | 20 | 2,201 |  |
| Standard | 13 | 678 |  |

## Regional Summary

AI Ain City

|  | June |  |  | Year To Date (January - June) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Indicator | 2016 | 2015 | Growth Rate \% | 2016 | 2015 | Growth Rate \% |  |
| Actual Guest Arrivals | 21,294 | 25,965 | -18\% $\quad$ V | 203,588 | 211,095 | -4\% | $\nabla$ |
| Guest Nights | 45,211 | 52,812 | -14\% $\quad$ - | 416,818 | 421,212 | -1\% | $\nabla$ |
| Average Length of Stay | 2.12 | 2.03 | 4\% | 2.05 | 2 | 2\% | - |
| Occupancy \% | 46\% | 55\% | -15\% | 66\% | 68\% | -3\% | $\nabla$ |
| Total Revenue | 16,479,312 | 24,131,884 | -32\% $\nabla$ | 179,974,265 | 195,617,934 | -8\% | $\nabla$ |
| ARR | 261 | 330 | -21\% $\quad$ V | 371 | 381 | -3\% | $\nabla$ |
| REV PAR | 121 | 181 | -33\% $\quad$ - | 244 | 259 | -6\% | $\nabla$ |

Rooms Summary

| June 2016 |  <br> Apartments | Rooms <br> (Total Inventory) | Share \% |
| :--- | ---: | ---: | ---: |
| Hotel <br> Establishments | $\mathbf{1 8}$ | $\mathbf{2 , 1 6 4}$ | $100 \%$ |
| Hotels | 13 | $\mathbf{1 , 7 1 9}$ | $\mathbf{7 9 \%}$ |
| 5 Star | 4 | 735 |  |
| 4 Star | 7 | 798 |  |
| 3 Star | 1 | 124 |  |
| 2 Star | - | - | $21 \%$ |
| 1 Star | 1 | 445 |  |
| Hotel Apartments | 5 | - |  |
| Deluxe | - | 337 |  |
| Superior | 3 | 108 |  |
| Standard | 2 |  |  |

## Regional Summary

Western Region

|  | June |  |  | Year To Date (January -June) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Indicator | 2016 | 2015 | Growth Rate \% | 2016 | 2015 | Growth Rate \% |  |
| Actual Guest Arrivals | 4,414 | 11,197 | -61\% $\nabla$ | 67,412 | 74,337 | -9\% | $\nabla$ |
| Guest Nights | 25,085 | 21,519 | 17\% | 195,412 | 174,934 | 12\% | $\triangle$ |
| Average Length of Stay | 5.68 | 1.92 | 196\% - | 2.9 | 2.35 | 23\% | - |
| Occupancy \% | 61\% | 57\% | 6\% | 65\% | 66\% | -1\% | $\nabla$ |
| Total Revenue | 17,274,363 | 16,785,301 | $3 \%$ - | 159,056,001 | 160,901,401 | -1\% | $\nabla$ |
| ARR | 499 | 567 | -12\% $\quad$ - | 685 | 764 | -10\% | $\nabla$ |
| REV PAR | 304 | 325 | -6\% $\quad$ - | 448 | 507 | -12\% | $\nabla$ |

Rooms Summary

| June 2016 |  <br> Apartments | Rooms <br> (Total Inventory) | Share \% |
| :--- | ---: | ---: | :---: |
| Hotel <br> Establishments | $\mathbf{1 1}$ | $\mathbf{1 , 1 8 0}$ | $\mathbf{1 0 0 \%}$ |
| Hotels | $\mathbf{1 1}$ | $\mathbf{1 , 1 8 0}$ | $\mathbf{1 0 0 \%}$ |
| 5 Star | 5 | 438 |  |
| 4 Star | 2 | 216 |  |
| 3 Star | 4 | 526 |  |
| 2 Star | - | - |  |
| 1 Star | - | - |  |
| Hotel Apartments | - | - | $\mathbf{0 \%}$ |
| Deluxe | - | - |  |
| Superior | - | - |  |
| Standard | - | - |  |

## Hotel Establishment Statistics

## Terms and Defenitions

## Actual Guest arrivals:

The number of registered guest arrivals (checked-in) including those who occupied complimentary or nonrevenue generating rooms either for day-stay or overnight stay.

## Guest nights:

The number of nights all guests spent in the hotel regardless of the type of rooms they occupy (single, double, twin, suite, etc)

## Room nights:

The number of nights a guestroom is occupied regardless of the number of persons occupying the room.

Total Hotel Inventory:
The total hotel room inventory or hotel room capacity which include all rooms that are available for sale, out-of-order rooms, out-of-service rooms and those utilized for house use.

## Available Rooms:

Number of rooms available during the month covered by the report excluding out-of-order (a room status term indicating that a room is scheduled for maintenance, refurbishment, deep cleaning, etc.)

## Occupied Rooms:

Number of rooms used daily including complimentary and house use.

## Room revenue:

The revenue generated by the hotel by the sold rooms including service charge and taxes.

## Food and beverage revenue:

The revenue generated by the Hotel from Restaurants, F\&B room service and other activities related to food services including service charge and taxes.

## Other revenue:

Other services generated by the hotel that falls outside the room revenue and food \& beverage revenue category including service charge and taxes.

## Total revenue:

The revenue generated by the hotel from all its operation including service charge and taxes.

## ARR/ADR:

A ratio that indicates average room rate and to what extent rooms are being up-sold or discounted; calculated by dividing room revenue by the number of rooms sold. Also called average daily rate or ADR.
(Note: Should be based on paid rooms only) excluding complimentary and house use but including service charge)

## RevPAR:

A calculation used in the hotel industry that measures revenue per available room (total rooms in hotel minus out of service rooms)

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