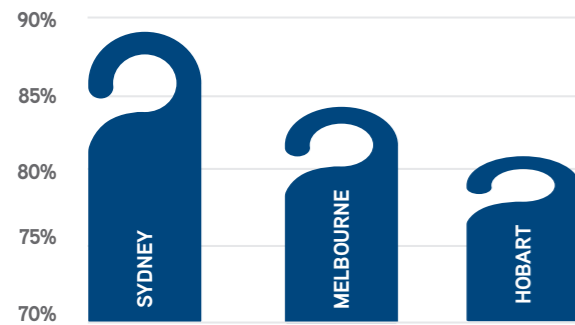


AUSTRALIAN HOTEL MARKET SNAP SHOT

HALF YEAR 2018

Accelerating success.

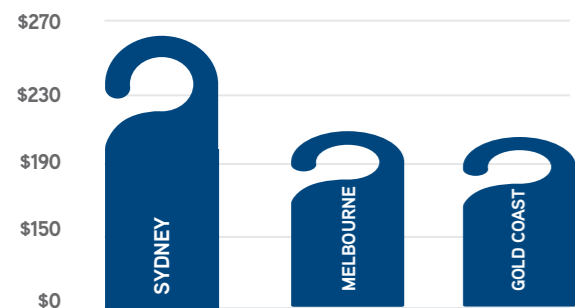
TOP 3 OCCUPANCY



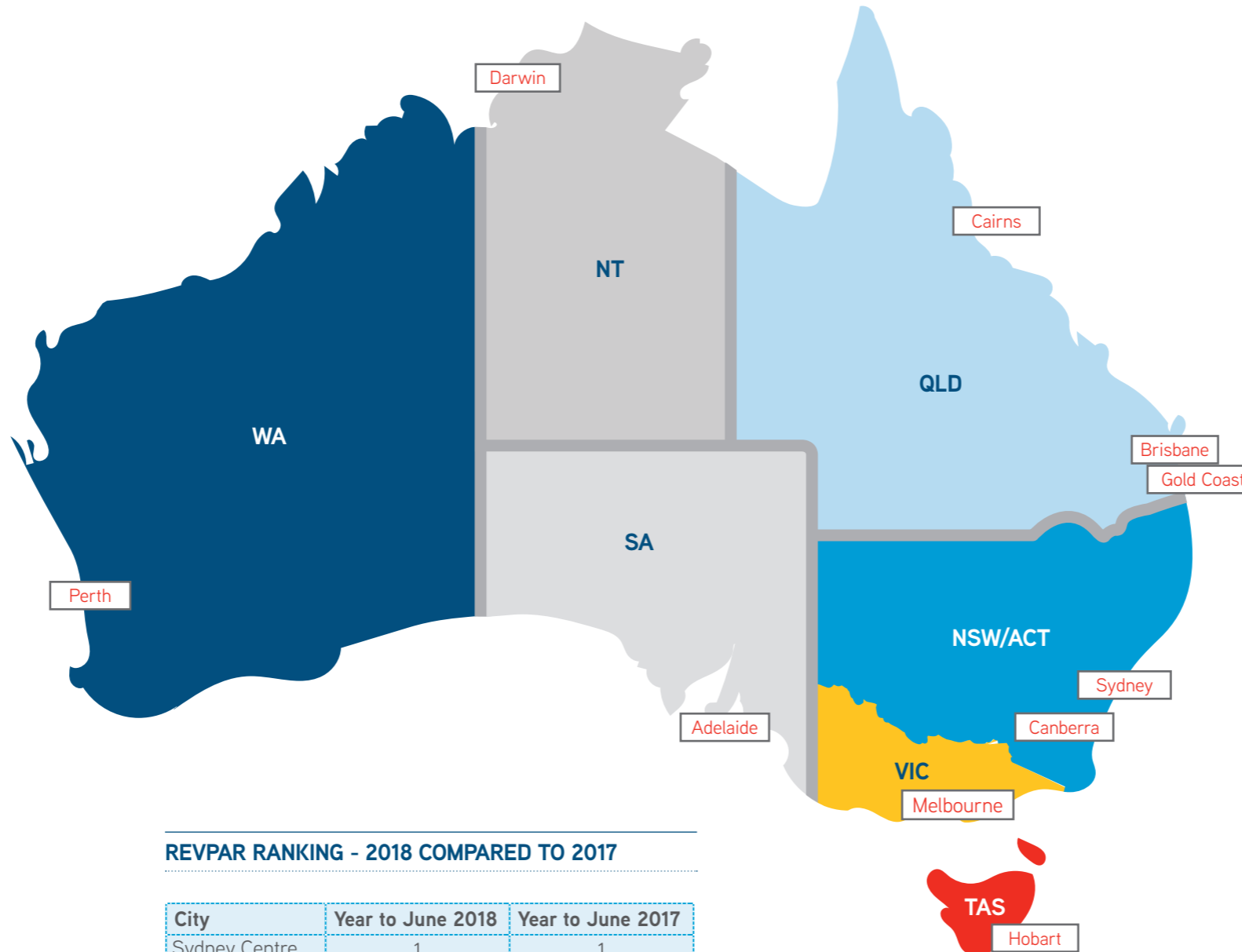
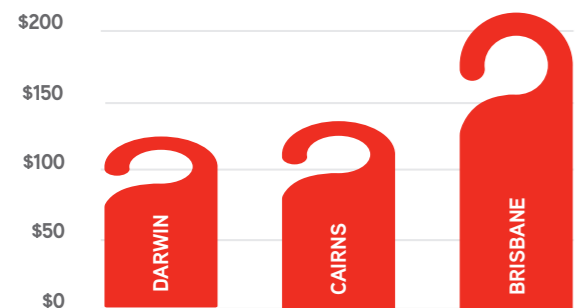
LOWEST 3 OCCUPANCY



TOP 3 AVERAGE DAILY RATE



LOWEST 3 AVERAGE DAILY RATE

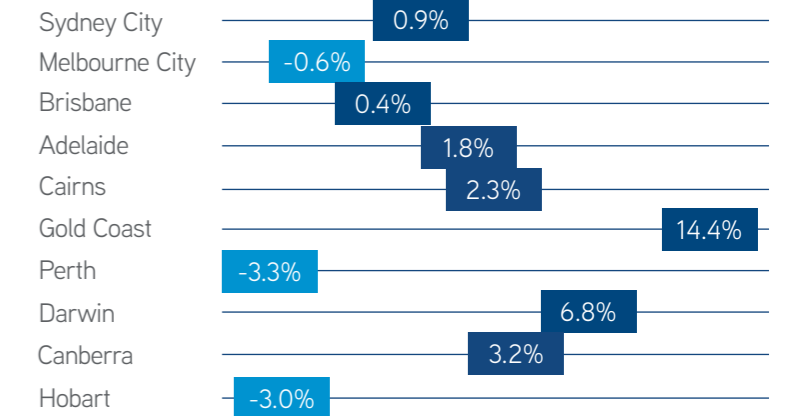


REVPAR RANKING - 2018 COMPARED TO 2017

City	Year to June 2018	Year to June 2017
Sydney Centre	1	1
Melbourne City	2	2
Hobart	3	3
Gold Coast	4	5
Canberra	5	4
Adelaide	6	7
Perth	7	6
Cairns	8	8
Brisbane	9	9
Darwin	10	10

*RevPAR - Revenue Per Available Room

REVPAR TREND FOR YTD JULY 2018 VS 2017



SUPPLY PIPELINE AS A PERCENTAGE OF EXISTING STOCK AS AT JUNE 2018



*Includes those proposed projects up until 2023.

*Includes projects under construction (weighted 100%), projects likely proposed (weighted 75%), projects with DA approval (weighted 50%), and projects with DA Submitted (weighted 40%).

*Excludes speculative and developments on hold.

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TRENDS

Sydney and Melbourne retain first and second ranking in RevPAR.

Darwin and Brisbane weakest performing markets in terms of RevPAR.

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