

<b>HTLroundtable arabian peninsula</b>	UAE, Saudi Arabia, Oman, Yemen, Qatar, Bahrain, Kuwait	Fairmont The Palm Dubai (10.09.2019)	<b>18</b> participants
--------------------------------------------	--------------------------------------------------------------	--------------------------------------------	---------------------------

## supply

1,316 properties; 340,256 rooms<sup>1</sup>

### BRANDED ROOMS



### CHAIN AFFILIATED ROOMS



### GROUP / BRAND PROFILE

- strongest brand: **Rotana**
- strongest group: **Marriott**
- fastest growing brand: **Rotana**
- fastest growing group: **Marriott**
- strongest regional brand: **Rotana**
- fastest growing regional brand: **Rotana**

## pipeline

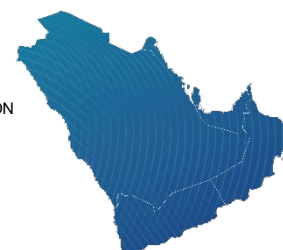
262 properties; 81,592 rooms<sup>1,2</sup>

**186**

HOTELS UNDER CONSTRUCTION

**76**

PLANNED HOTELS

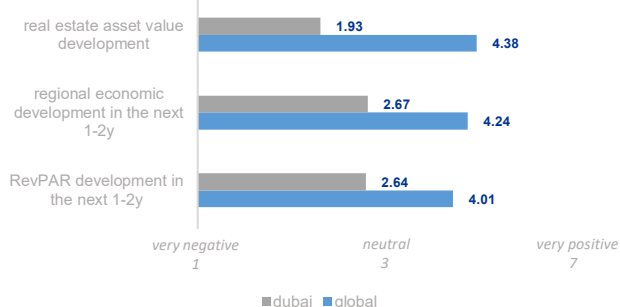


### RECENT BIGGEST OPENINGS

- Four Points by Sheraton Makkah, Mecca city, 1,136 rooms
- Retaj Al Rayyan Makkah, Mecca city, 670 rooms

## global sentiment survey

participants' views on key topics



## key takeaways

- the current supply is challenging, further pipeline appears too large to be absorbed, is it time to re-think development strategy?
- segmentation of market and focused delivery to these markets seen as an opportunity
- MICE market development curbed by too much red tape
- to attract and retain qualified staff is challenging, salaries are no longer attractive, cost of living high

## sponsors



## HTLroundtables around the globe



learn more and find the HTLroundtables schedule on our website

[www.pkfhotels.com](http://www.pkfhotels.com)

### NOTES:

1) calculated as per PKF sample; includes all properties with at least 100 rooms; 2) as per 31 December 2018; 3) as per the PKF contract database 4) from the viewpoint of hotel groups

For enquiries about our **research** offerings, please contact **Akshara Walia** at [research@pkfhotels.com](mailto:research@pkfhotels.com)  
For enquiries about upcoming PKF hotelexperts events, please contact **Natalia Anistratova** at [events@pkfhotels.com](mailto:events@pkfhotels.com)

PKF hotelexperts GmbH is a member firm of the PKF International Limited family of legally independent firms and does not accept any responsibility or liability for the actions or inactions of any individual member or correspondent firm or firms