



196+ roundtable pacific islands

federated states of micronesia, fiji, kiribati,
marshall islands, nauru, palau, samoa,
solomon islands, tonga, tuvalu, vanuatu

online
(11.10.2022)

5
participants

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NOTES

1) calculated as per PKF sample; includes all
properties with at least 100 rooms; 2) as per 31
December 2021; 3) as per the PKF contract
database; 4) from the viewpoint of hotel groups

supply

81 properties	18,709 rooms ¹
68% branded rooms	69% chain affiliated rooms

group / brand profile

- › strongest brand: **Hilton**
- › strongest group: **Marriott**
- › strongest regional brand
(global presence): **Hilton**
- › fastest growing regional brand:
Hilton

key takeaways

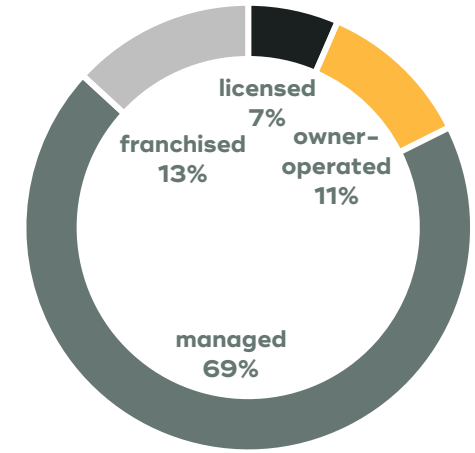
- › With the reopening of the border and lifting of travel restrictions, the hotel performance in Fiji has largely improved as demand returns from key source markets, such as Australia, New Zealand, and the United States.
- › There is a strong rebound in ADR and occupancy driven by international traveller demand and significant supply shortage in the market.
- › As international developers seek to gain exposure to the market, branded residences were one of the key topics during the discussion, in particular the relationship between different stakeholders, potential risks, and project sustainability.
- › A strong development pipeline with midscale offerings is deemed to be the most attractive given the limited offering in that segment.

pipeline

5 properties	1,665 rooms ^{1,2}
3 hotels under construction	2 planned hotels

contracts

46 properties	10,996 rooms under contract ^{2,3,4}
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