

HTLroundtable greater antilles	greater antilles	online (10.09.2020)	28 participants
-----------------------------------	------------------	------------------------	--------------------

supply

444 properties; 167,765 rooms¹

BRANDED ROOMS



CHAIN AFFILIATED ROOMS

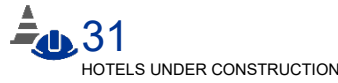


GROUP / BRAND PROFILE

- strongest brand: **Meliá**
- strongest group: **Meliá**
- fastest growing brand: **Ocean**
- fastest growing group: **H10**
- strongest regional brand (global presence): **Playa**

pipeline

40 properties; 15,155 rooms^{1,2}

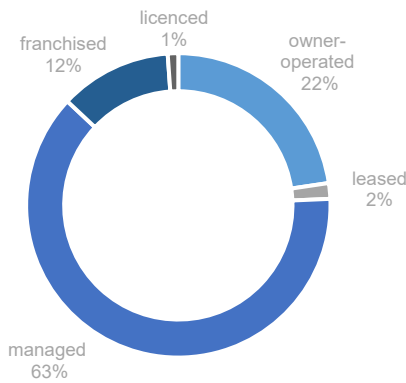


SELECTED OPENINGS of 2019

- Grand Sirenis Cayo Santa Maria, Cayo Las Brujas, **633 rooms**
- Valentin Cayo Cruz, Cayo Coco, **546 rooms**
- Ocean Coral Spring, Trelawny, **513 rooms**
- Gran Muthu Imperial Hotel, Cayo Guillermo, **500 rooms**

hotel contracts

316 properties; 119,754 rooms under contract^{2,3,4}



key takeaways

- though July YTD occupancy rates are down in the Caribbean, rates have slightly increased in the region, including in Aruba and the Cayman Islands of the Greater Antilles
- Airbnb usage has grown from 2% of all room night demand in 2015 (during the Jan-Jun period) to 42% of all room night demand in 2020 (same period) in Puerto Rico – this is largely due to a lack of hotel rooms relative to markets such as the Dominican Republic (15,000 rooms in PR versus 80K in DR)*
- as the area has a clear dependence on airlift, the forecasted contraction and consolidation of airlines is projected to have a significant impact on the Greater Antilles recovery
- through the crisis, leisure resorts have done well which bodes well for the area's inventory where each property could create a unique bubble environment for their guests, but sanitation and hygiene standards should be a focus
- as each micro market has a different approach to the Covid crisis, a full reopening of these island economies is expected to be delayed at least another 12 months.
- excluding any further major outbreaks, general sentiment is that a recovery to pre-corona levels will take at least two to three years

participant feedback



HTLroundtables around the globe



learn more and find the HTLroundtables schedule at

www.pkfhotels.com



NOTES:

1) calculated as per PKF sample; includes all properties with at least 100 rooms; 2) as per 31 December 2019; 3) as per the PKF contract database 4) from the viewpoint of hotel groups