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HotelsWorld
Australia : New Zealand

*HotelsWorld Data Digest - Facts, Forecasts,
& Viewpoints In A World of Change*

DRANSFIELD
HOTELS & RESORTS

DEMAND UPGRADED, DRIVING INCREASED SUPPLY



TFC Visitor
Night
Forecasts
Upgraded



International
Access
Improving



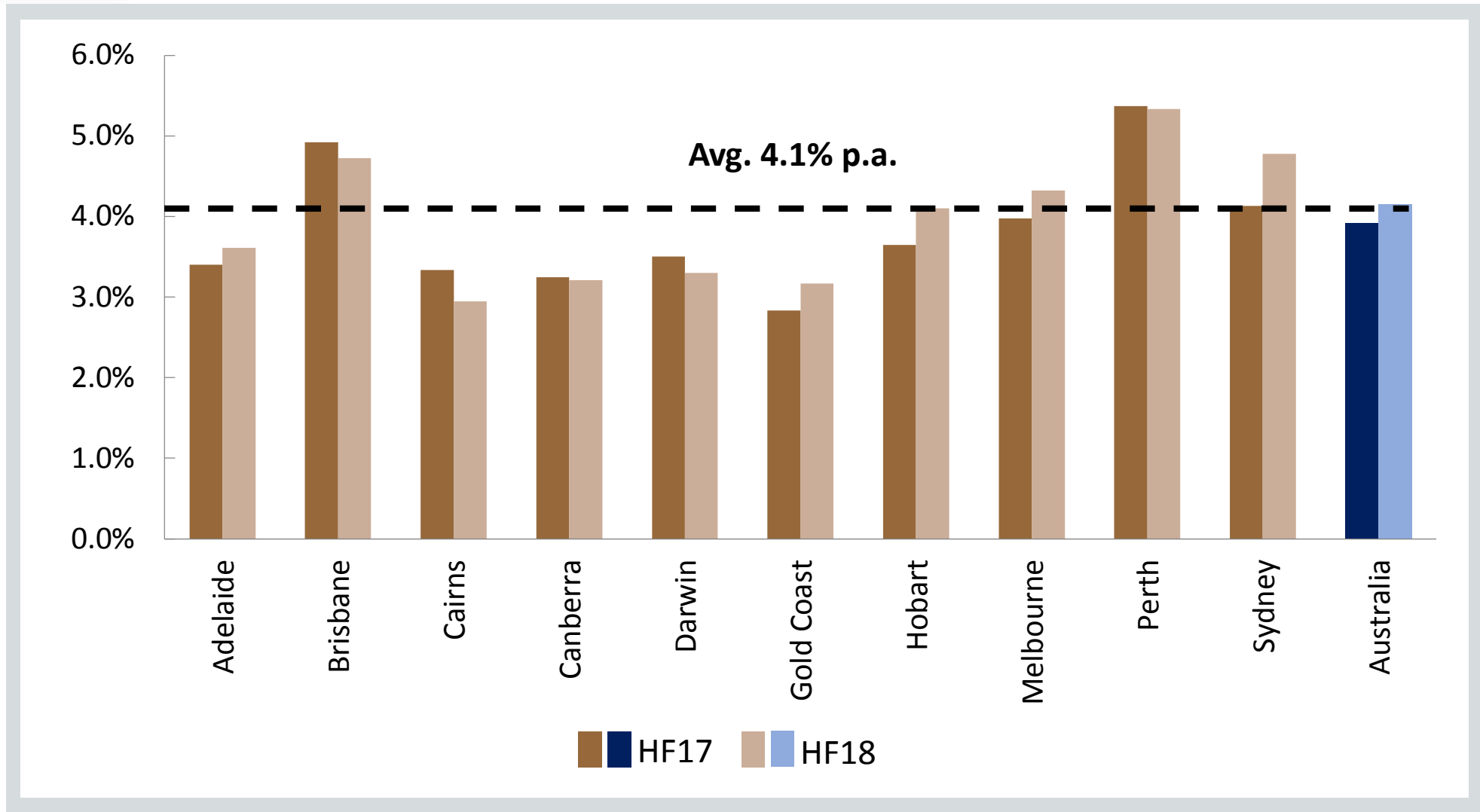
Leisure
Infrastructure
Expanding



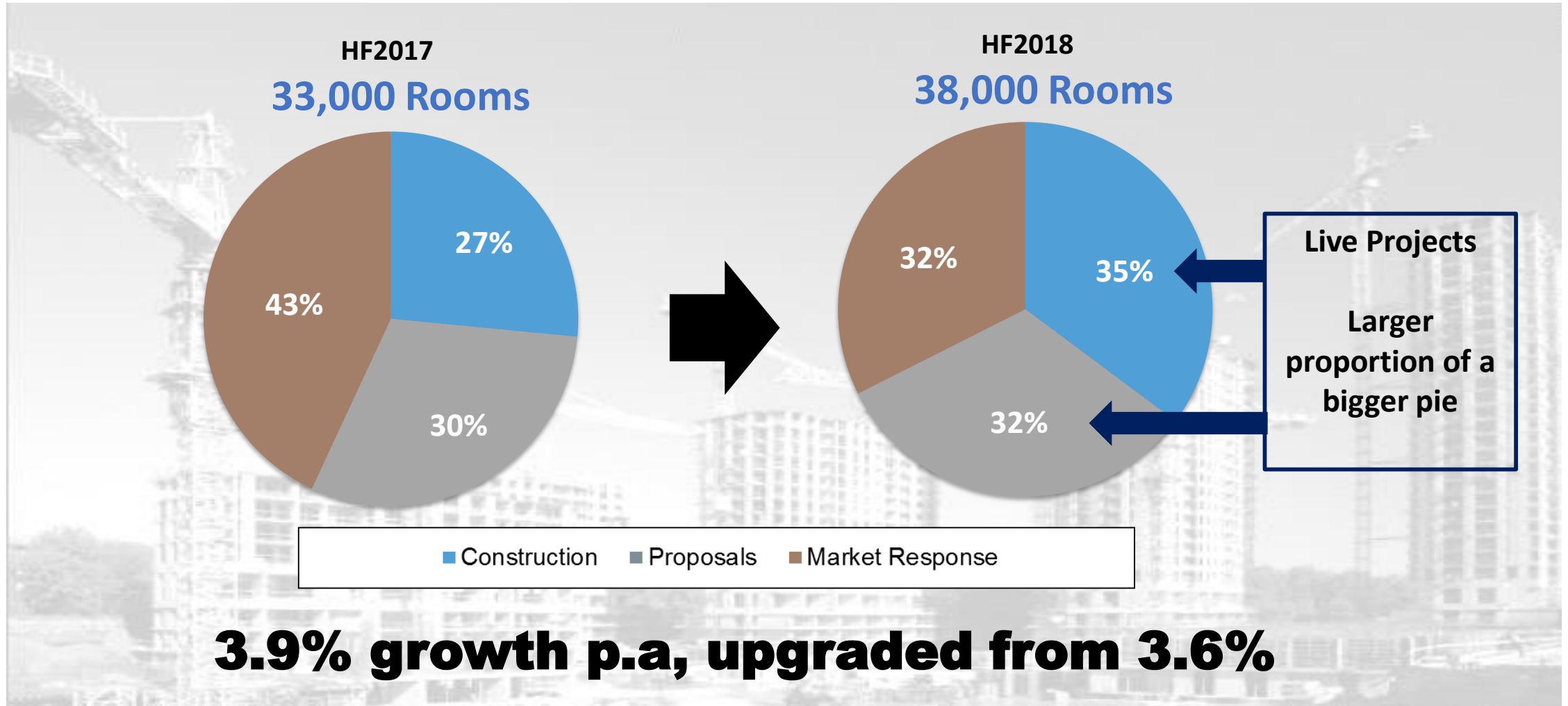
Supply
Constraints
Lifted

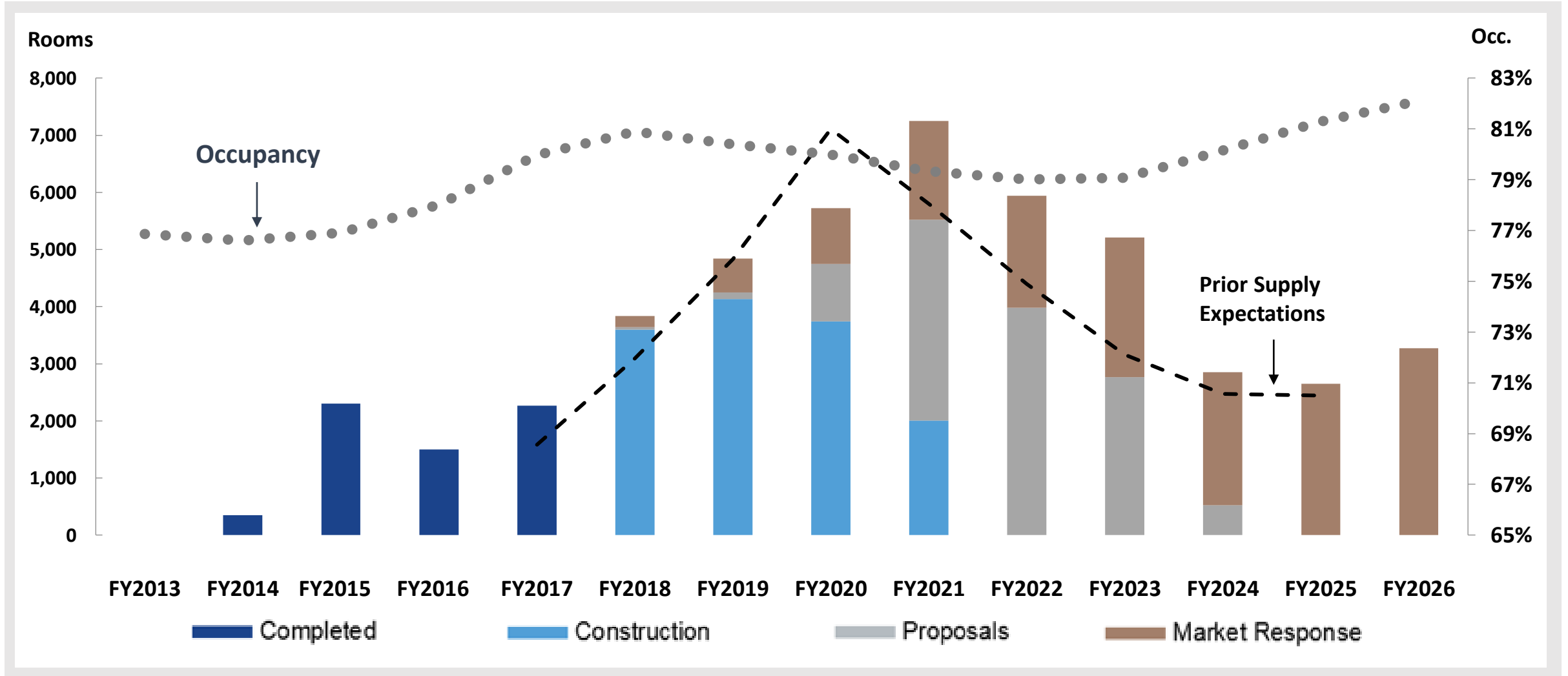
4.1% Demand growth p.a
vs.
3.9% Supply growth p.a

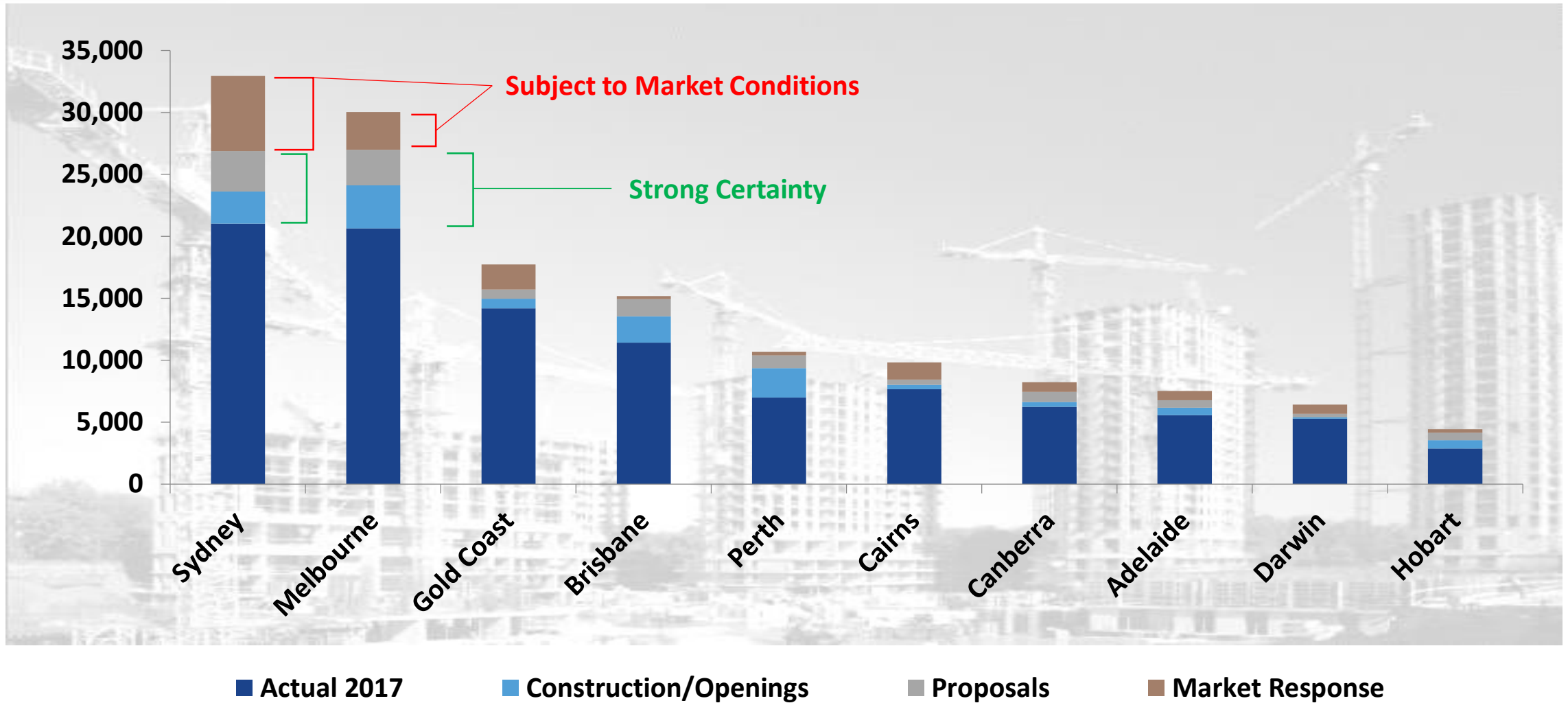
**Long Term Forecast to FY2026*



SUPPLY EXPECTATIONS INCREASED







Transaction volumes have slightly reduced off recent peaks due to lower stock availability and transfer of capital to new build at a larger level. Appetite for Hotel Investment continues to increase

MAJOR CITY PIPELINE



230+
Projects



40,000+
Rooms

=

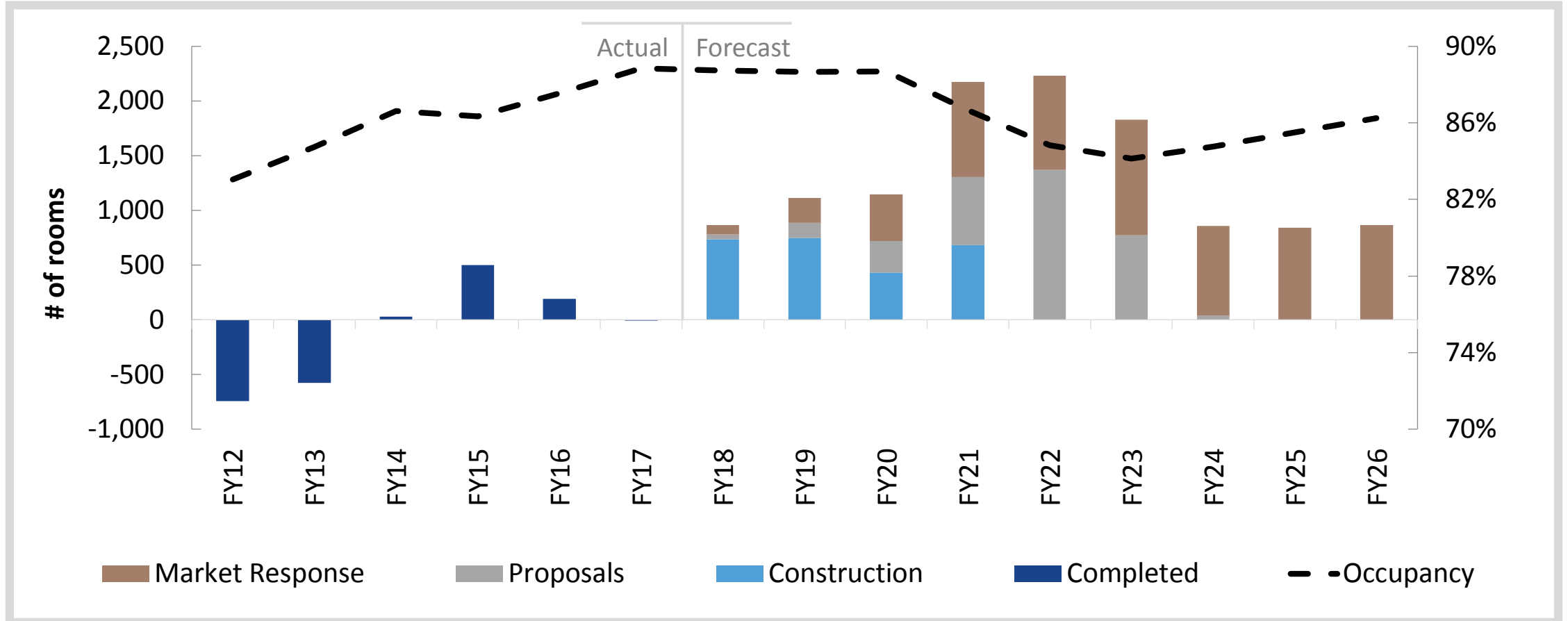


\$17b

Pipeline Value

\$10b

Construction Value

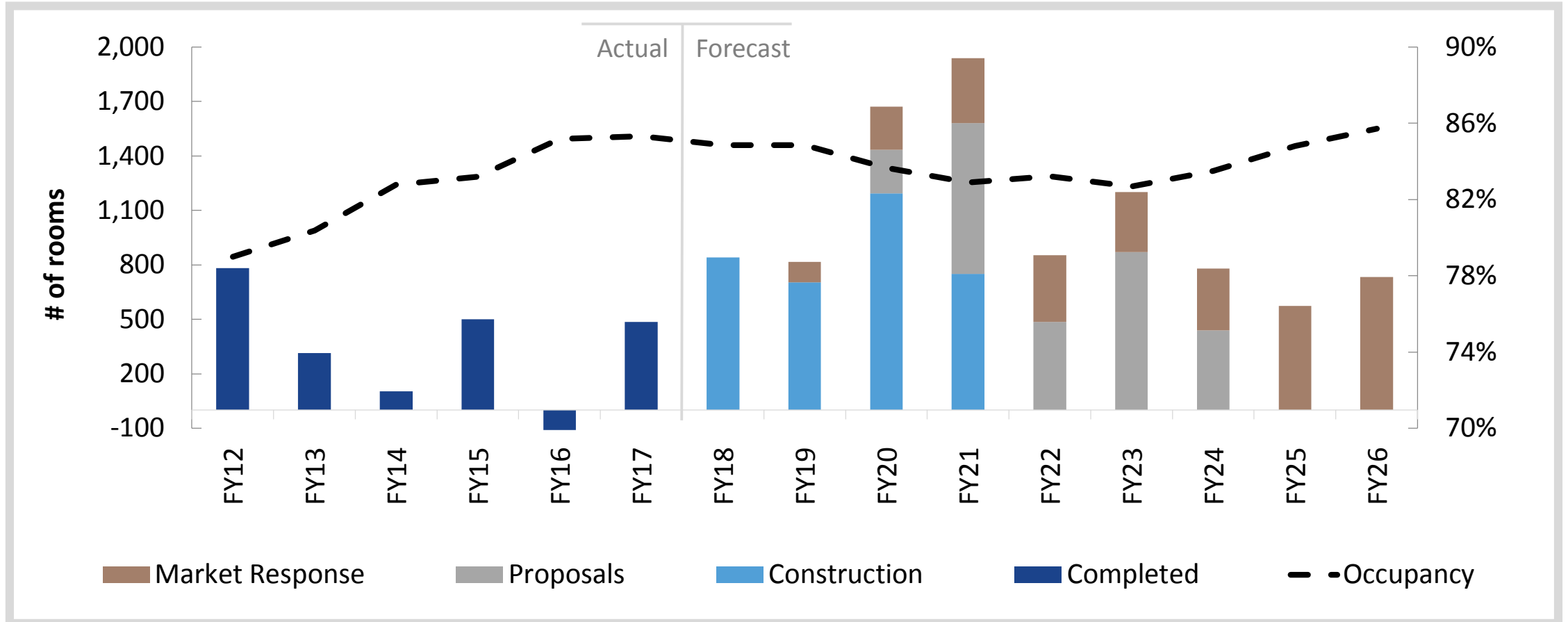


12,000 Pipeline Rooms

22% Construction

27% Proposal

51% Market Response



9,400 Pipeline Rooms

37%

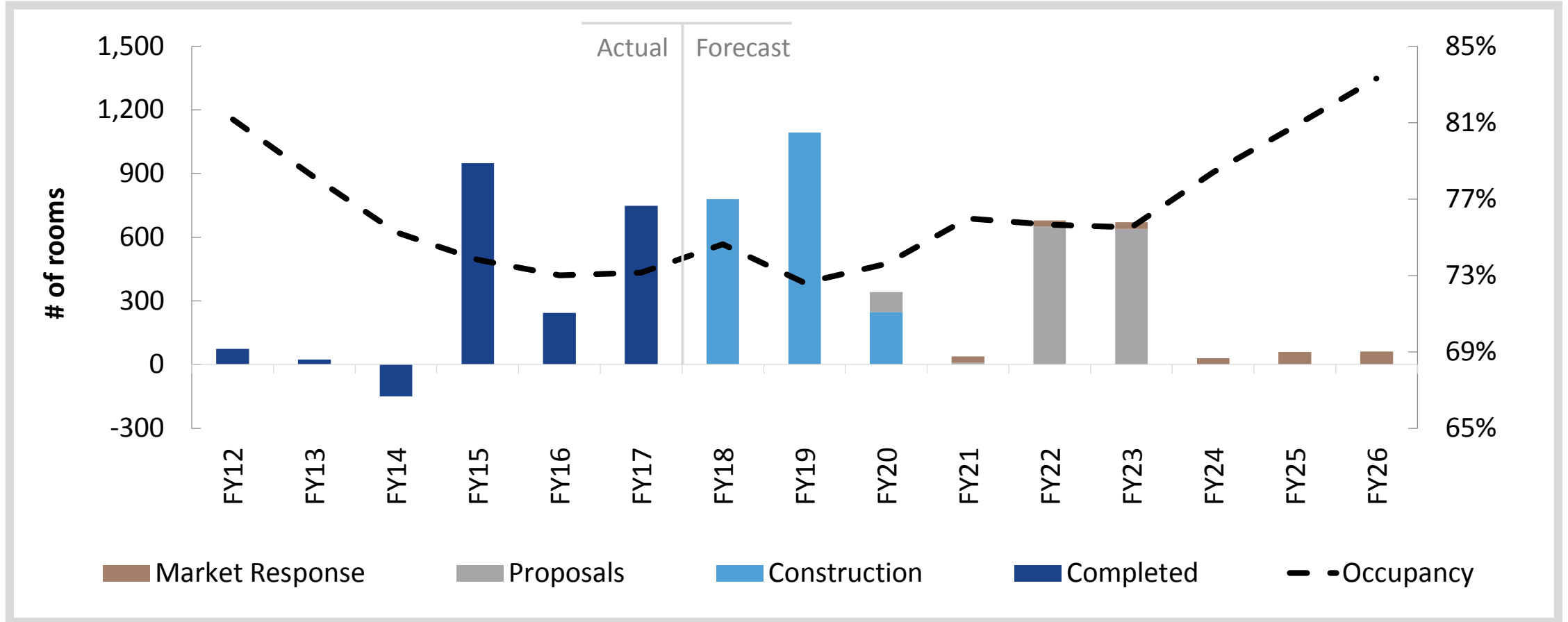
Construction

30%

Proposal

32%

Market Response



3,750 Pipeline Rooms

57%

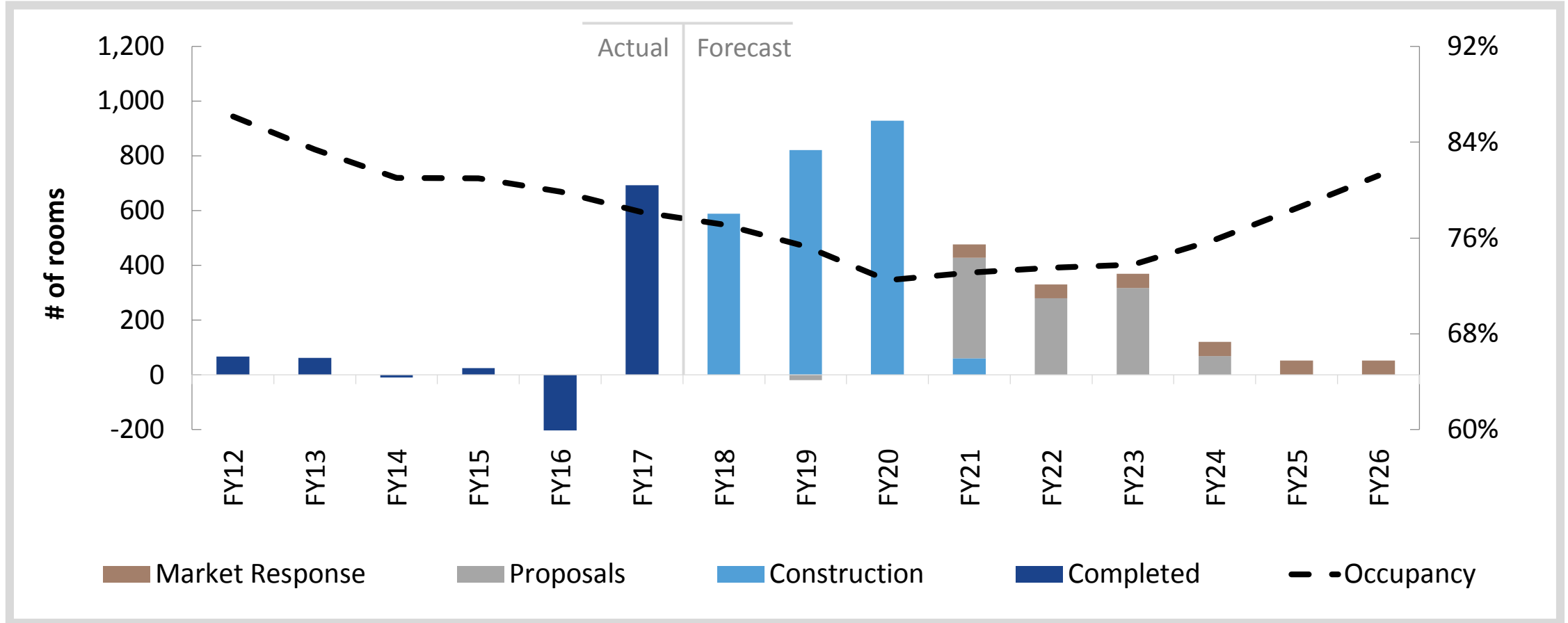
Construction

37%

Proposal

6%

Source: Dransfield Hotel Futures 2018



3,700 Pipeline Rooms

64%

Construction

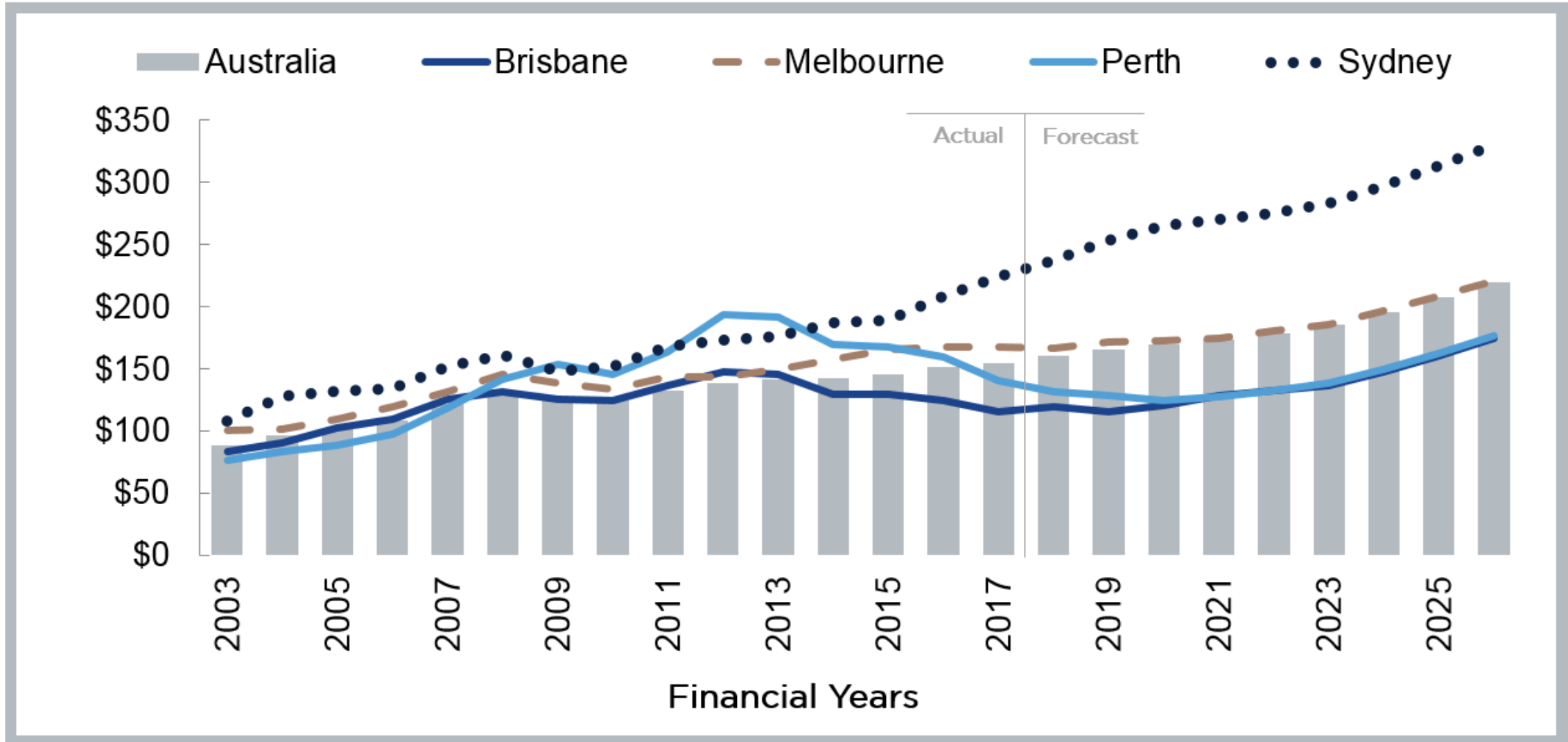
27%

Proposal

8%





Source: Dransfield Hotel Futures 2018

REVPAR COMPARISON



Major City RevPAR Forecast

Medium & Long Term Expectations Per Annum

Location	Forecast Average RevPAR Growth		
	Medium FY18-20	Long FY18-26	Upgrade/Downgrade
Adelaide	4.5%	3.4%	<i>Inline</i>
Brisbane	1.4%	4.8%	<i>Inline</i>
Cairns	4.3%	3.4%	<i>Inline</i>
Canberra	4.0%	3.4%	<i>Inline</i>
Darwin	5.9%	4.3%	
Gold Coast	3.6%	3.8%	
Hobart	-1.8%	1.5%	<i>Inline</i>
Melbourne	1.0%	3.1%	
Perth	-4.1%	2.7%	
Sydney	5.8%	4.4%	<i>Inline</i>
Total Market	3.1%	4.0%	