



Accommodating COVID19, Part 2

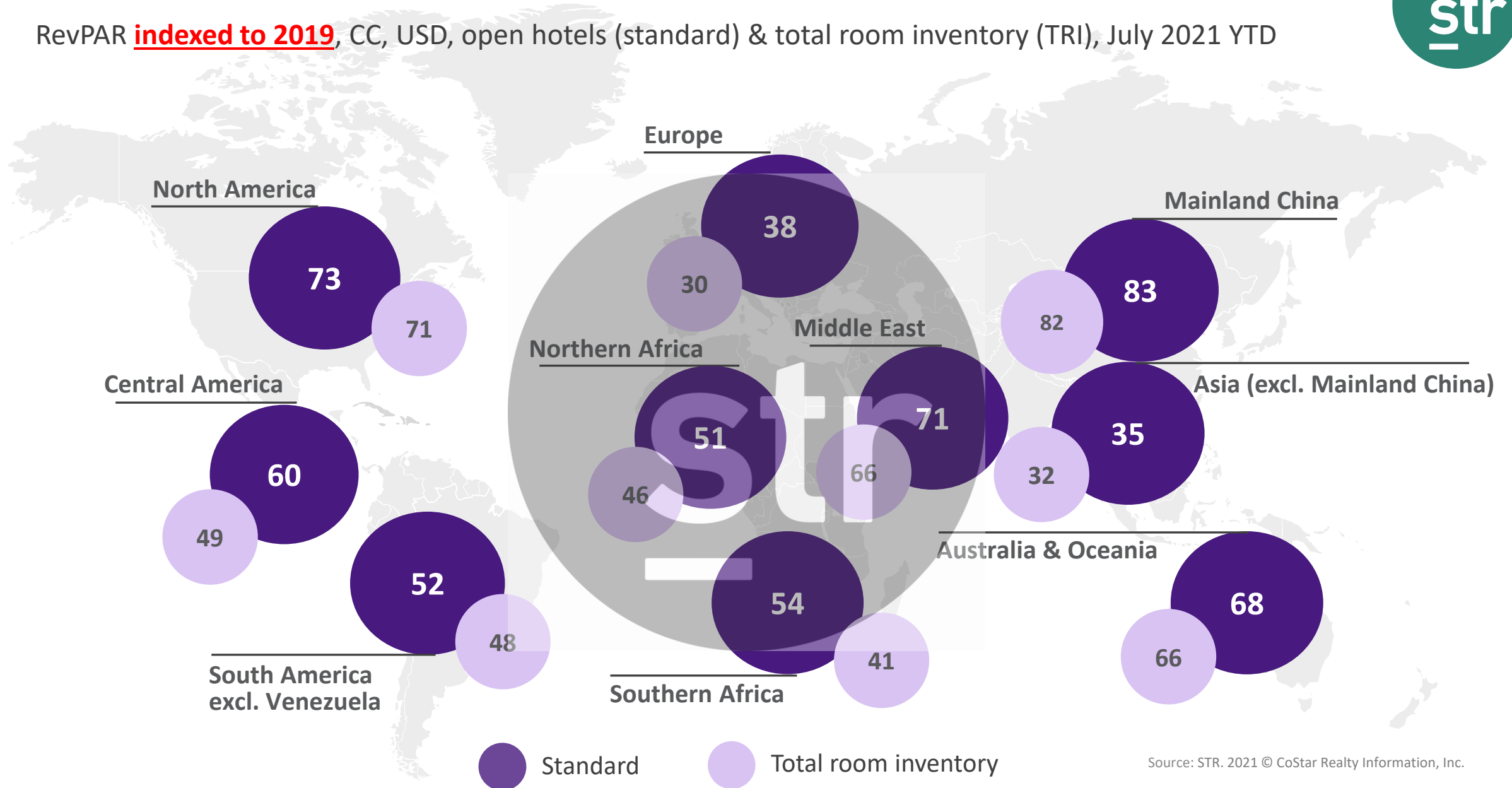
80 Twenty Gold Coast Seminar
1 September 2021

Paul Hammond | Business Development Manager,
Pacific

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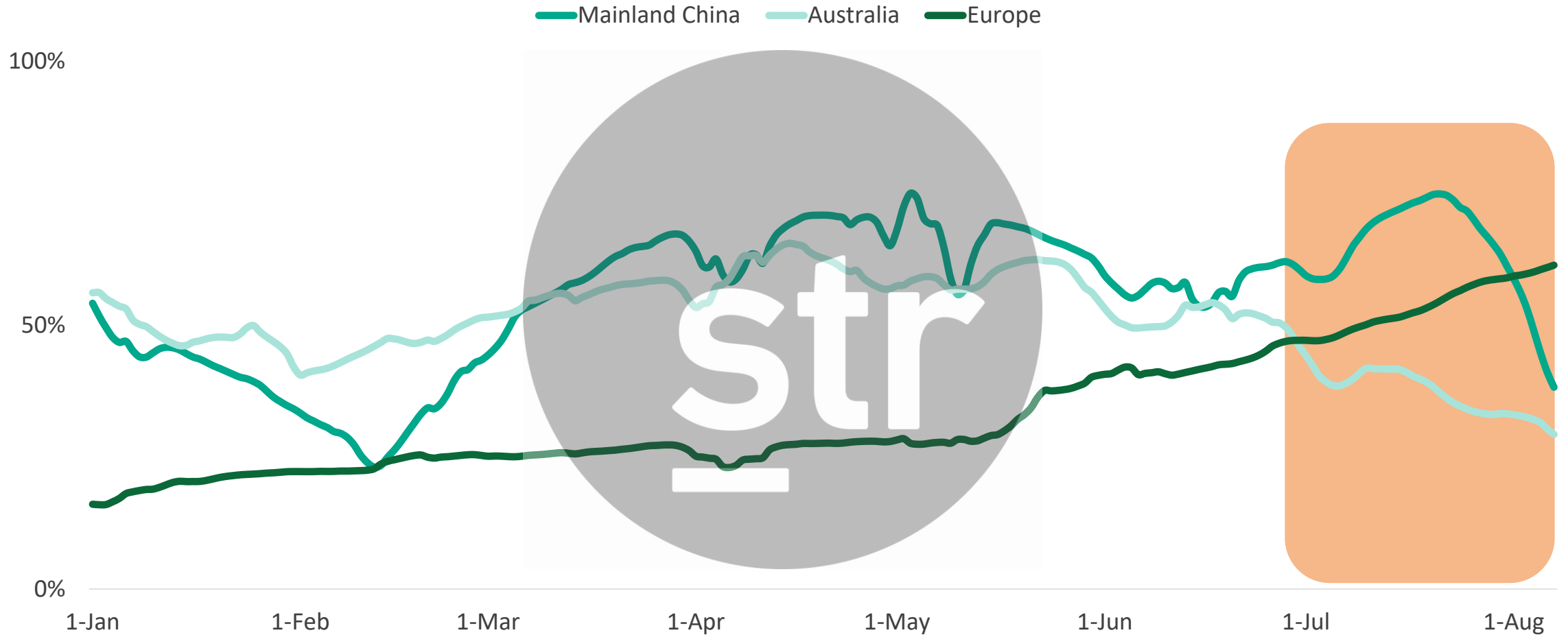
RevPAR recovery a bit slower

RevPAR indexed to 2019, CC, USD, open hotels (standard) & total room inventory (TRI), July 2021 YTD



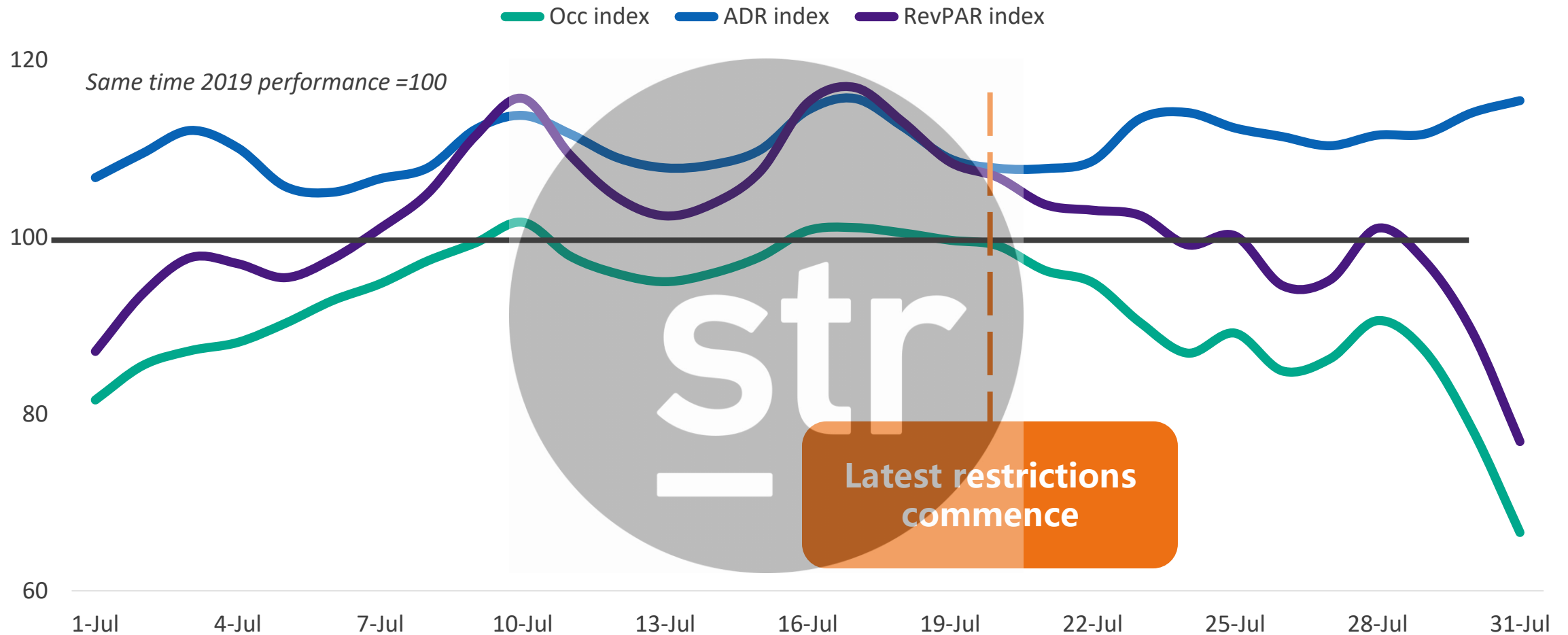
For July & August the story changes a bit....

Selected markets,R7 occupancy, standard, 1 Jan - 7 Aug 2021



As Delta strain forces restrictions and immediate impact to performance

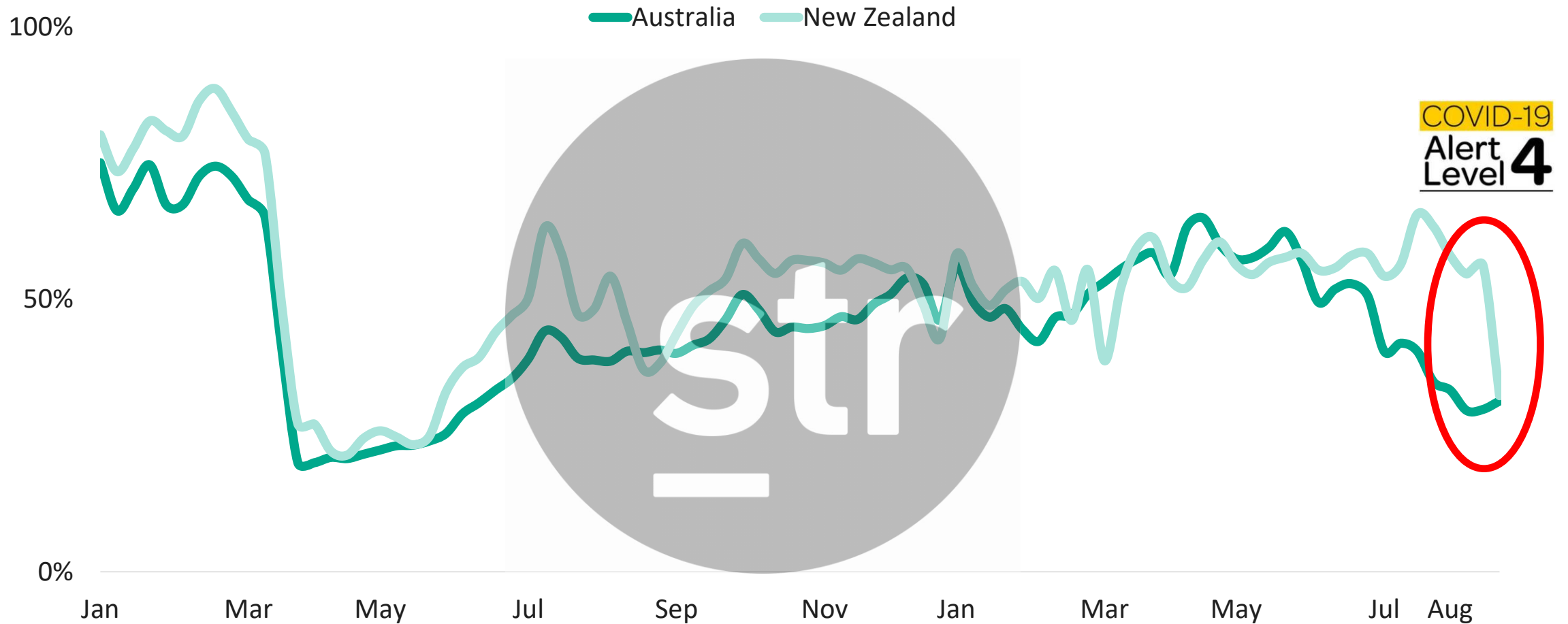
Will Delta force a change to the V shaped recoveries



Mainland China, KPIs indexed to 2019, CNY, July 2021

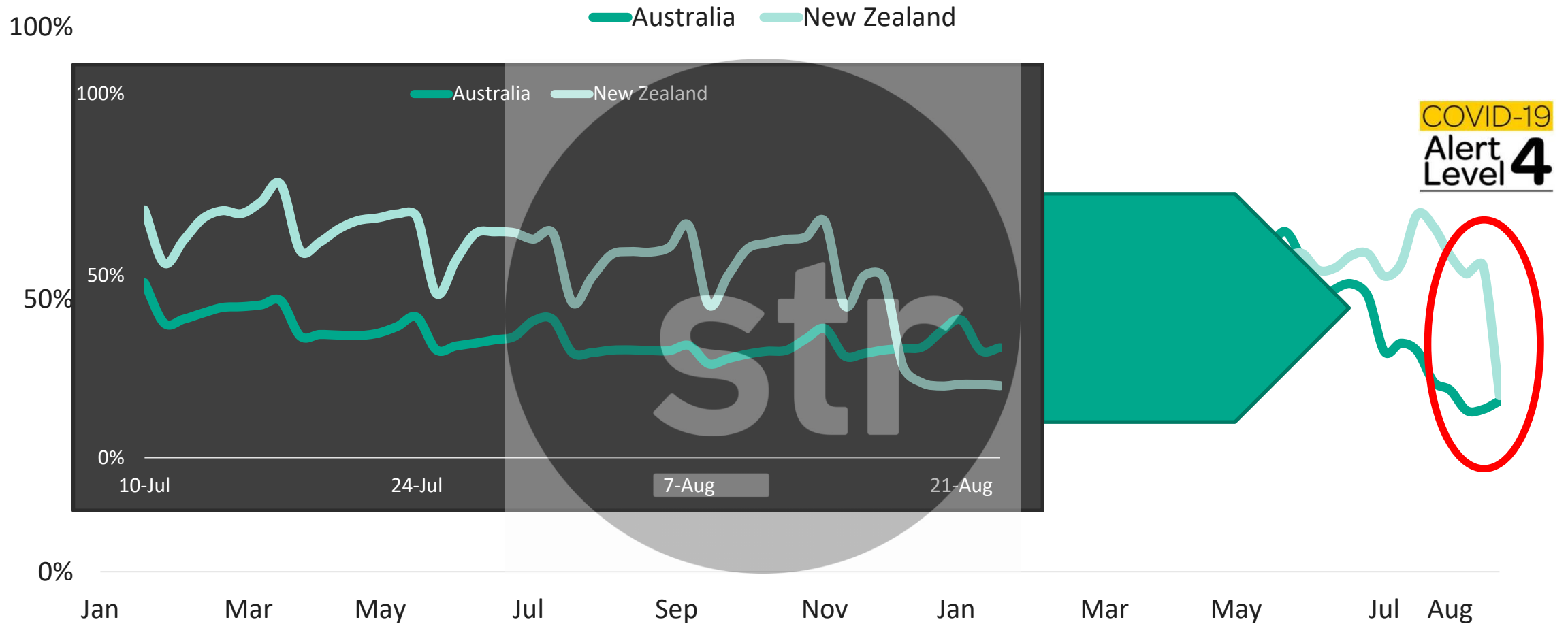
Come July, Delta hits Australia hard! And now New Zealand...

Australia & New Zealand, R7 Occupancy, 1 Jan 2020 - 21 Aug 2021, Daily Occ 10 Jul – 23 Aug



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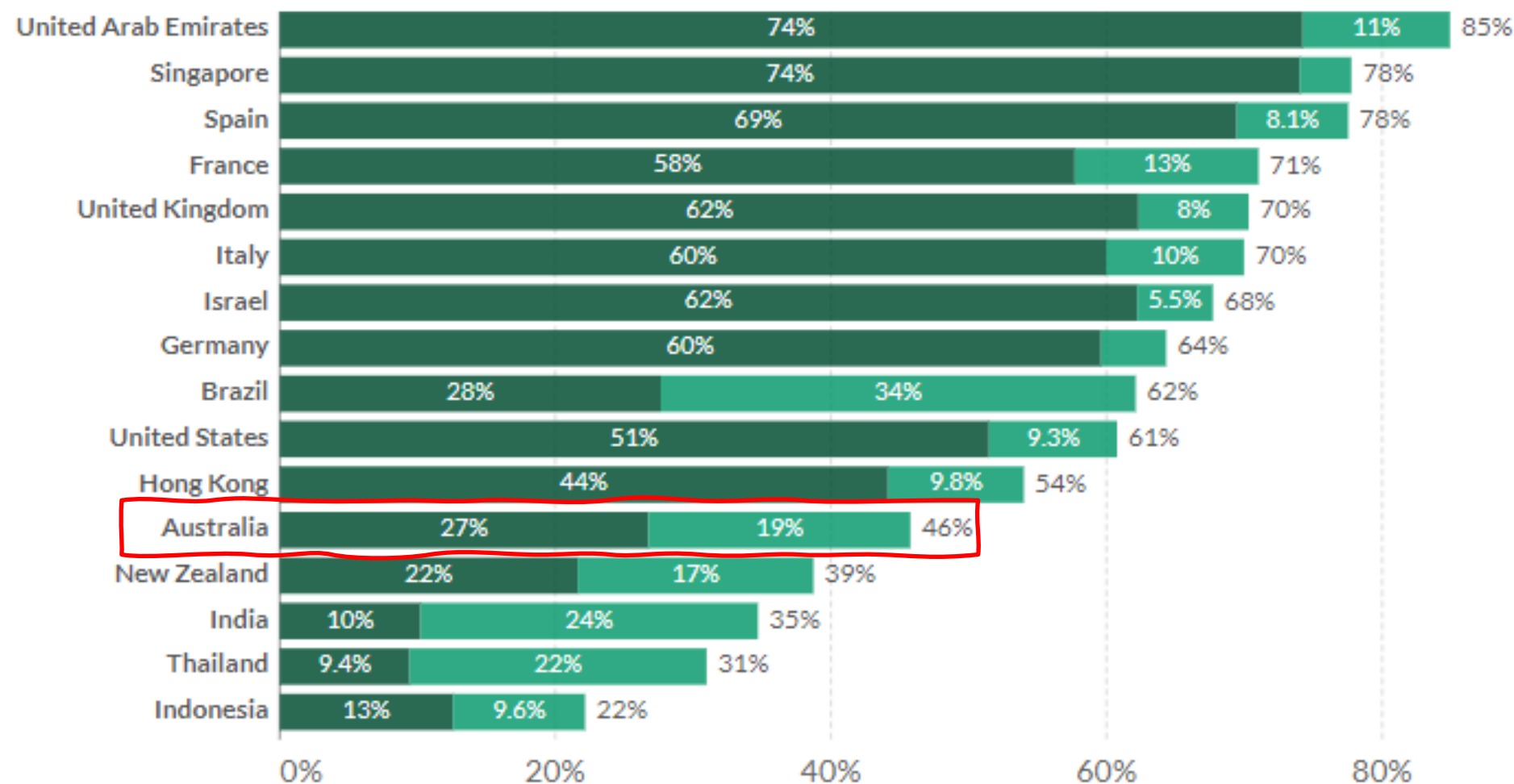
So it is a race to vaccinate and protect. The consequences are immense



Share of people vaccinated against COVID-19, Aug 28, 2021

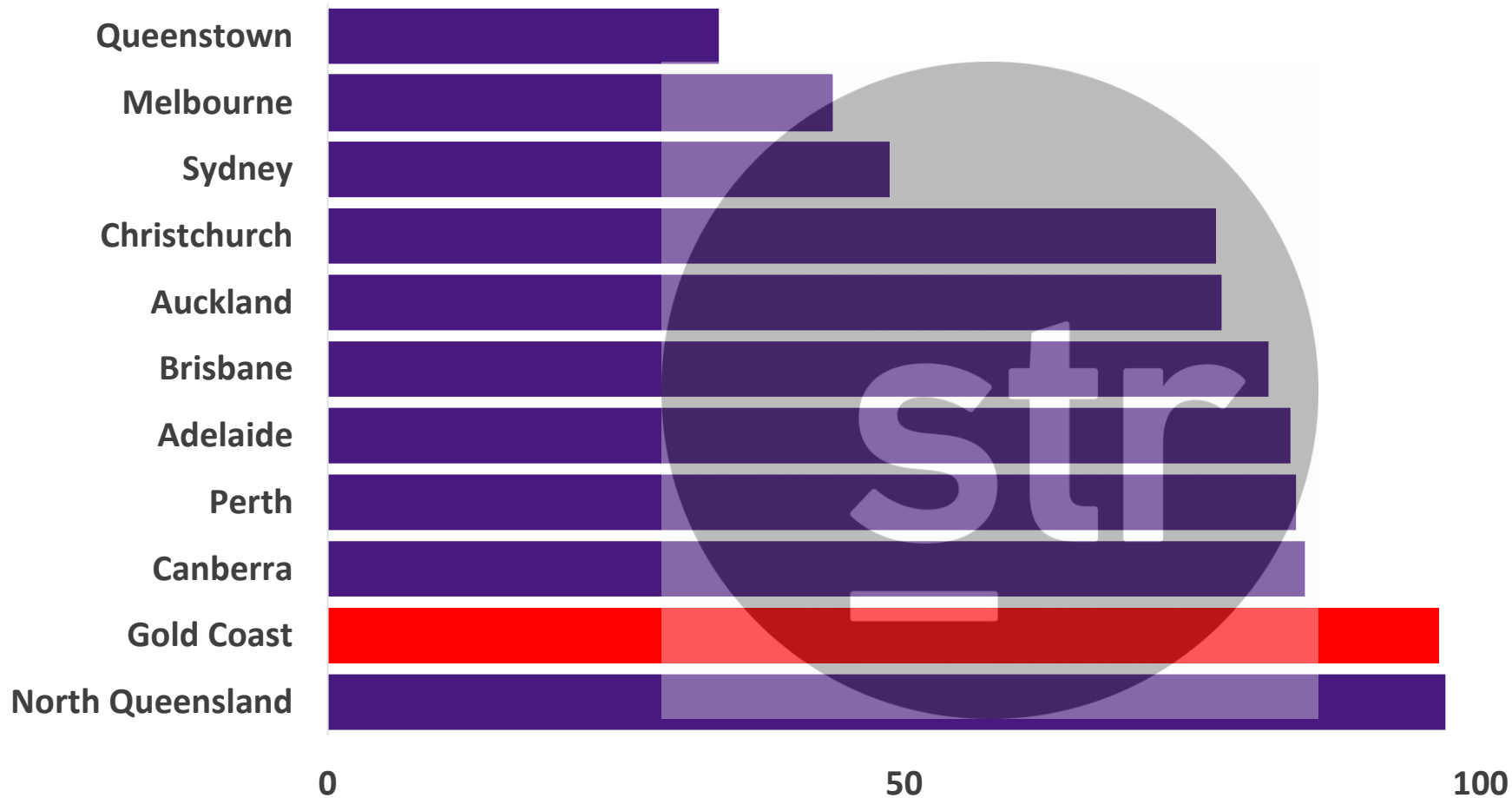
Our World
in Data

■ Share of people fully vaccinated against COVID-19 ■ Share of people only partly vaccinated against COVID-19



Down to markets: RevPAR pretty much 80% recovered to 2019 levels

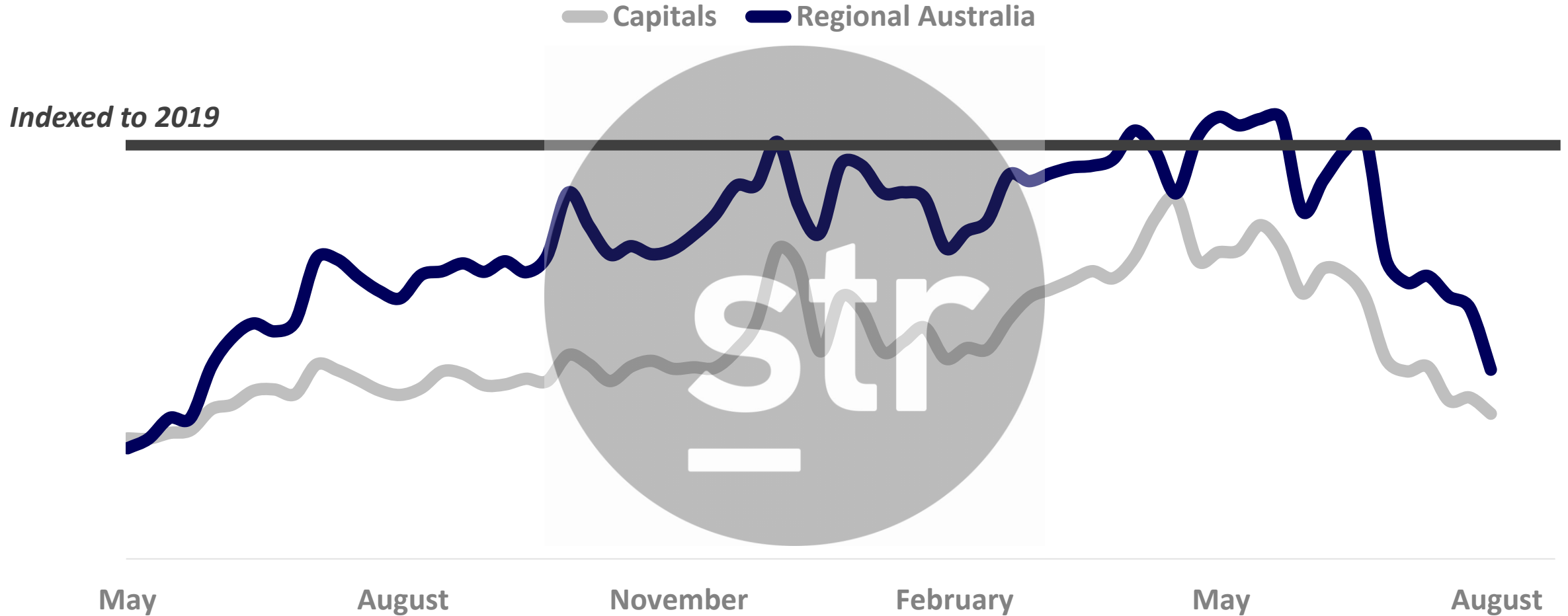
AU-NZ key markets RevPAR index YTD June 2021 to 2019



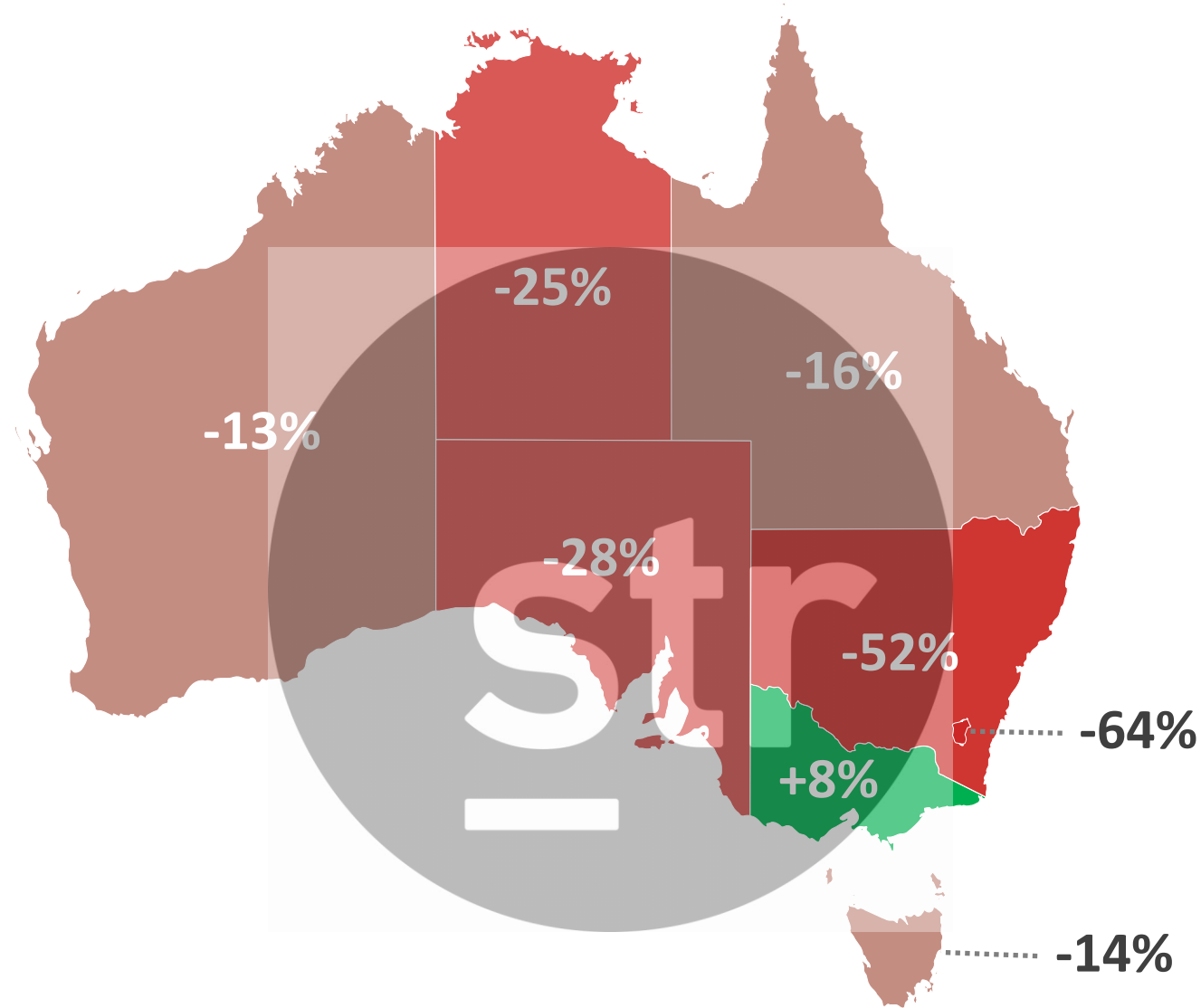
May seems a distant memory. Lockdowns bite across the country

Not even regional areas avoid the impact

Australia split, Rolling 7-day demand indexed to 2019, May 2020 to Aug 2021



Lockdown or no lockdown – massive change from June to July

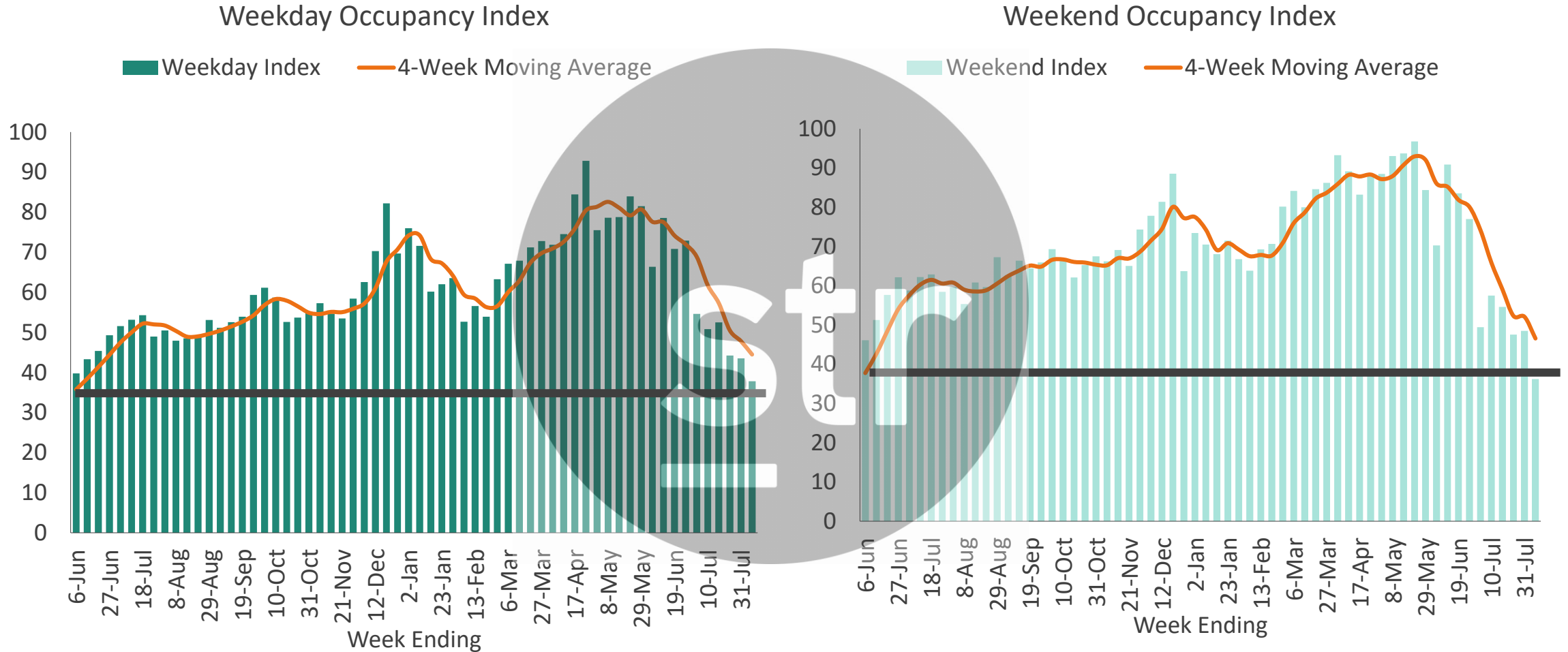


Australian States, Occupancy % Change July 2021 v June 2021

As weekly is now back to national lockdown 2020 levels

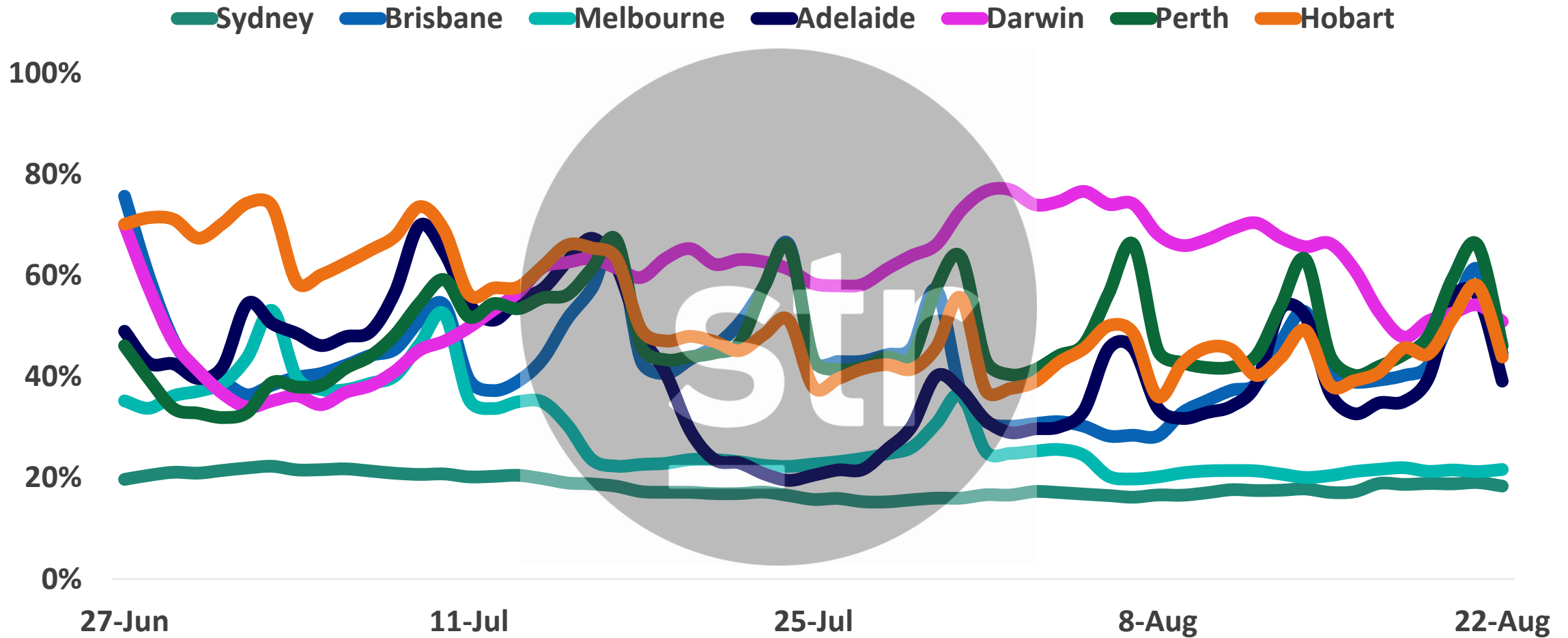
When you can't travel... back to June 2020 levels

Australia Occupancy Indexed to 2019



Winter created havoc to performance!

Selected markets, Daily Occupancy %, June – August 2021



And the resulting impact: Sees July battered

AU-NZ key markets RevPAR July 2021 to 2019



2019 Urban areas leveraged high occupancies



Photos by Finn and Jade Stephens on Unsplash

2020 Regional markets were and
2021 will remain generally stronger

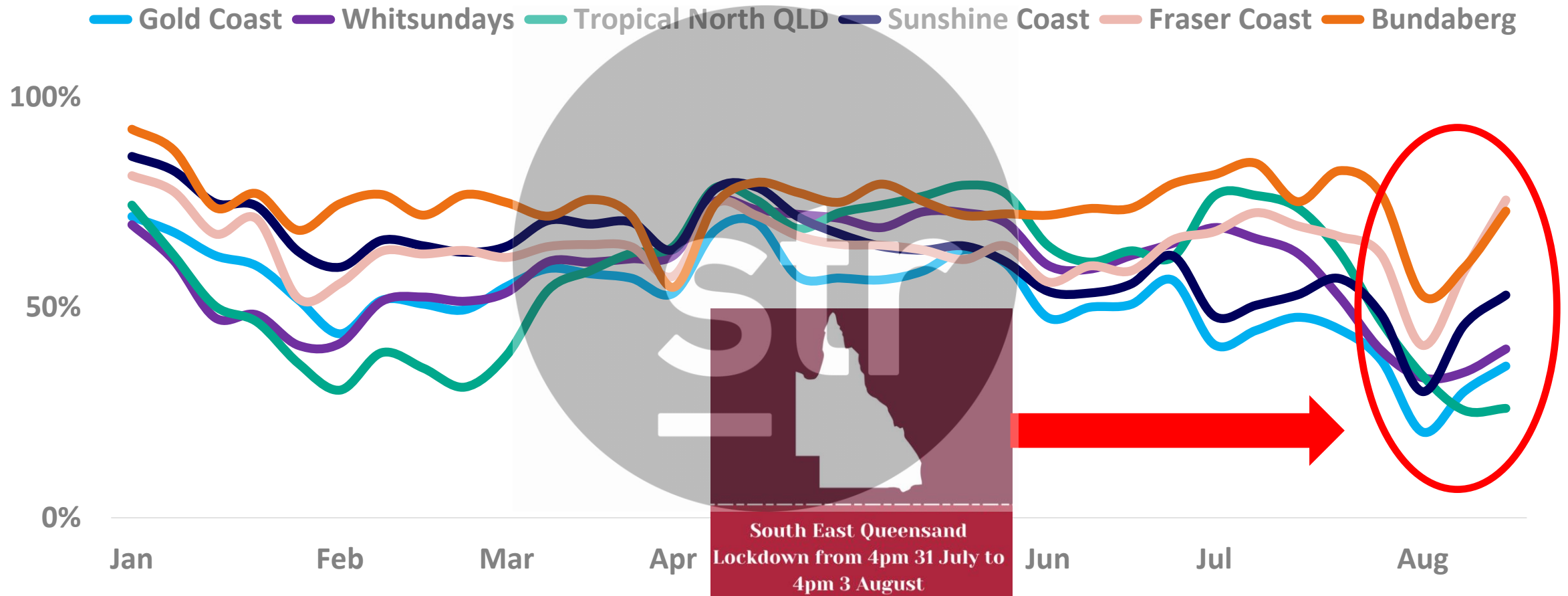


Source: STR. 2021 © CoStar Realty Information, Inc.



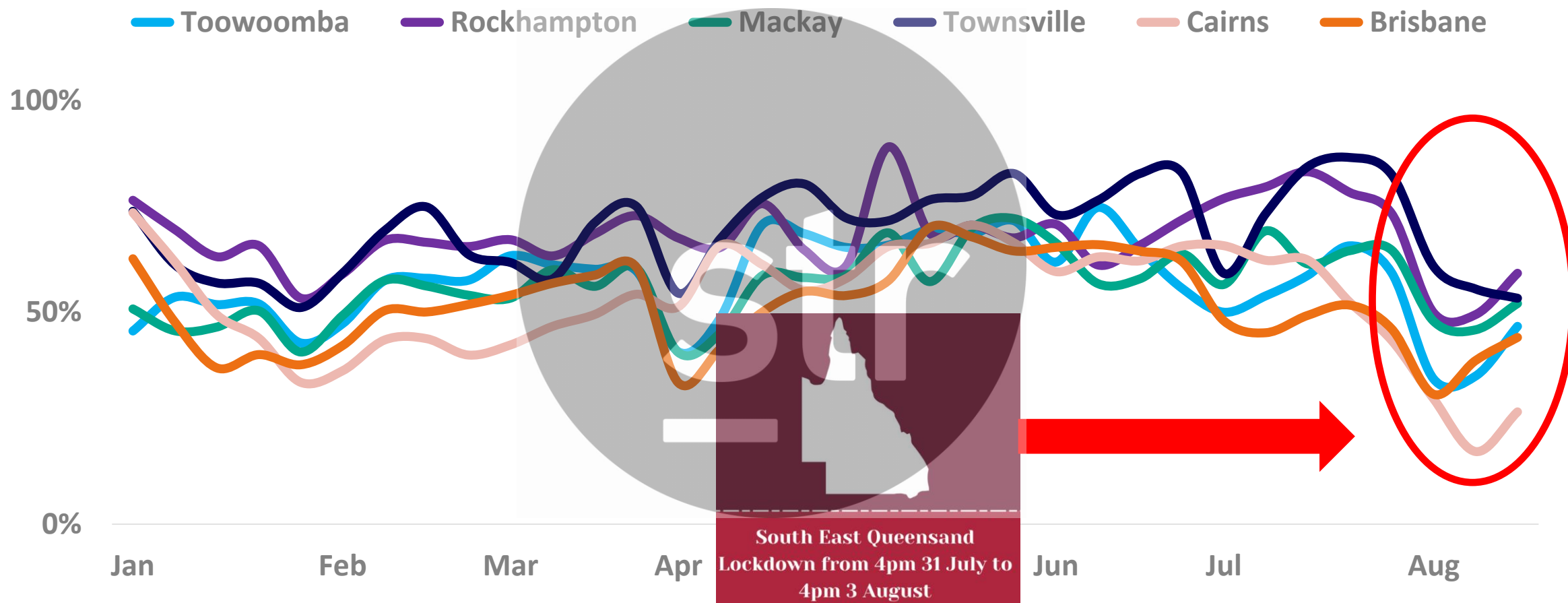
Queenslanders get out of the house and into the regions.. When they can!

Rolling 7 day Occupancy % January 2021 – August 2021



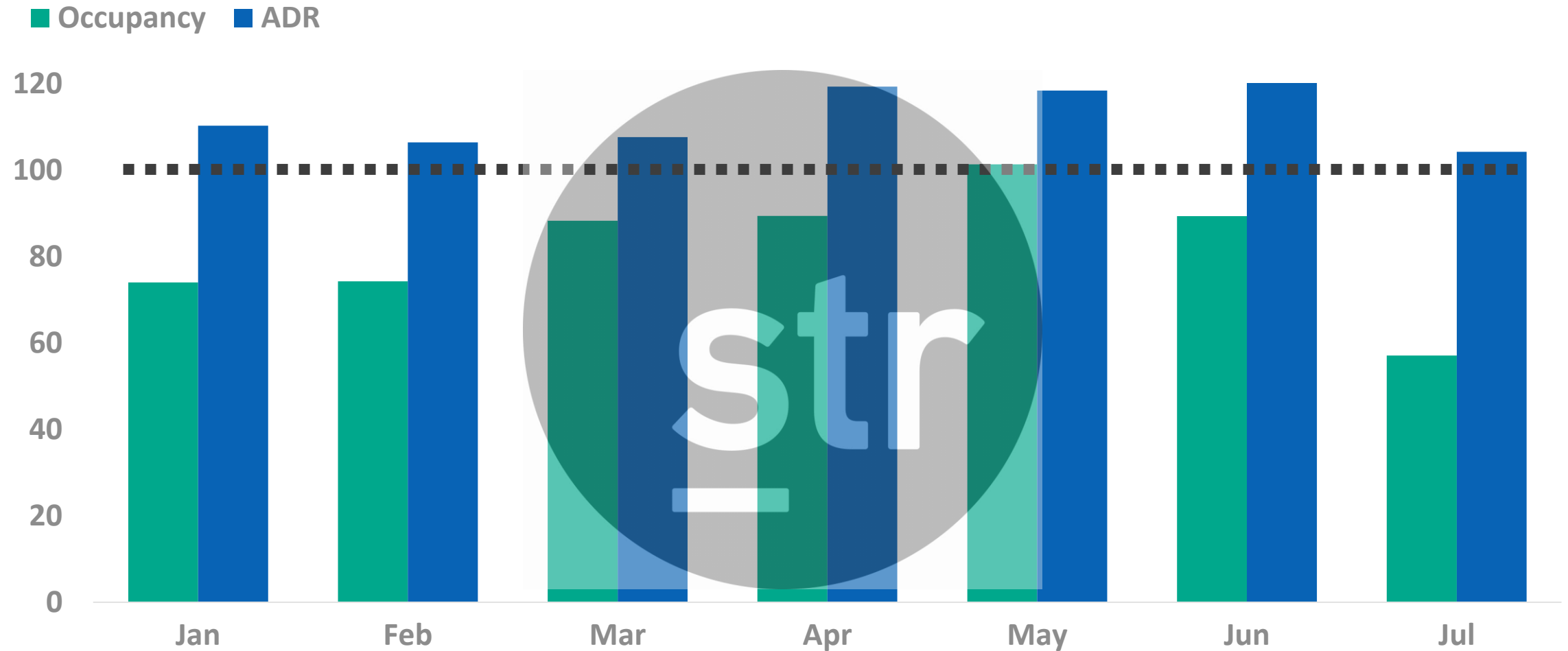
Eastern seaboard lockdowns are impacting all Queensland regions...

Rolling 7 day Occupancy % January 2021 – August 2021



Gold Coast ADR hasn't reacted comparably to the OCC decline

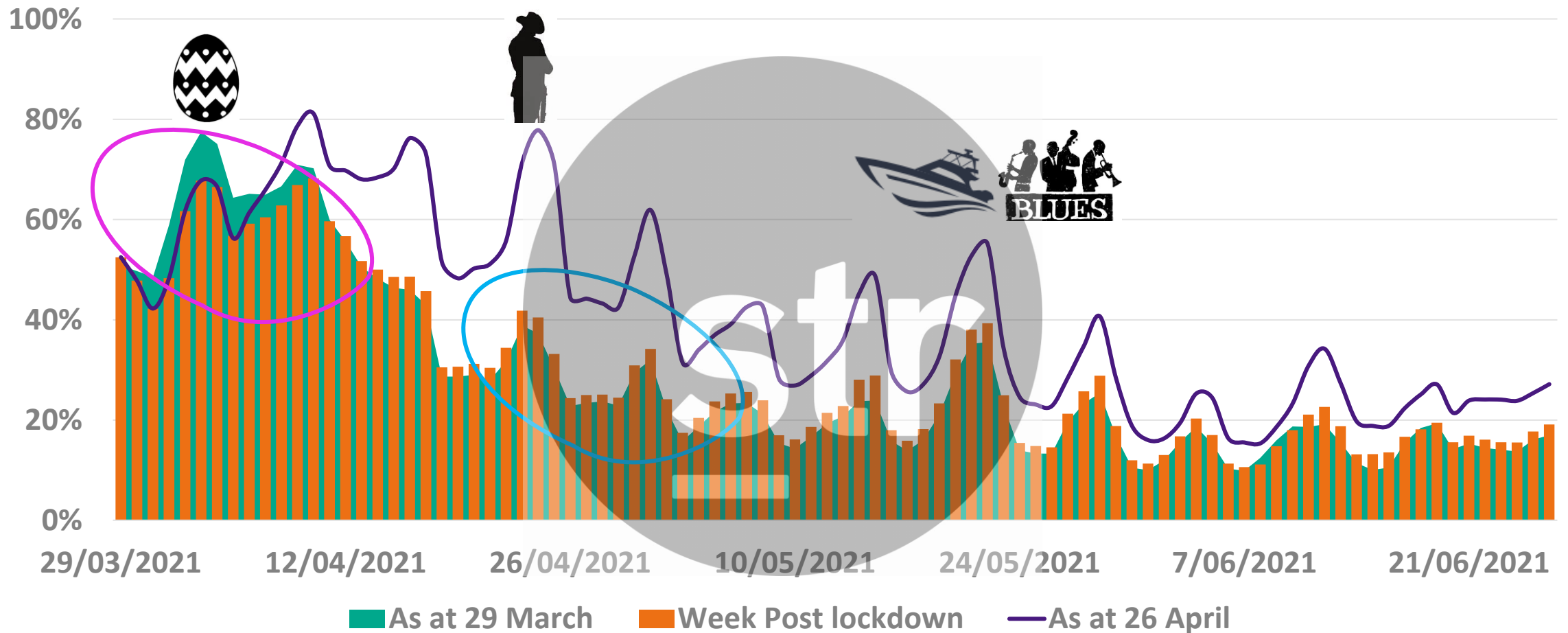
Gold Coast, Monthly OCC & ADR, Indexed to 2019, Jan 2021 – Jul 2021



For Gold Coast, the lockdown did impact Easter but not a significant long tail impact

Greater Brisbane lockdown commenced 5pm 29th March to 5pm 1st April 2021

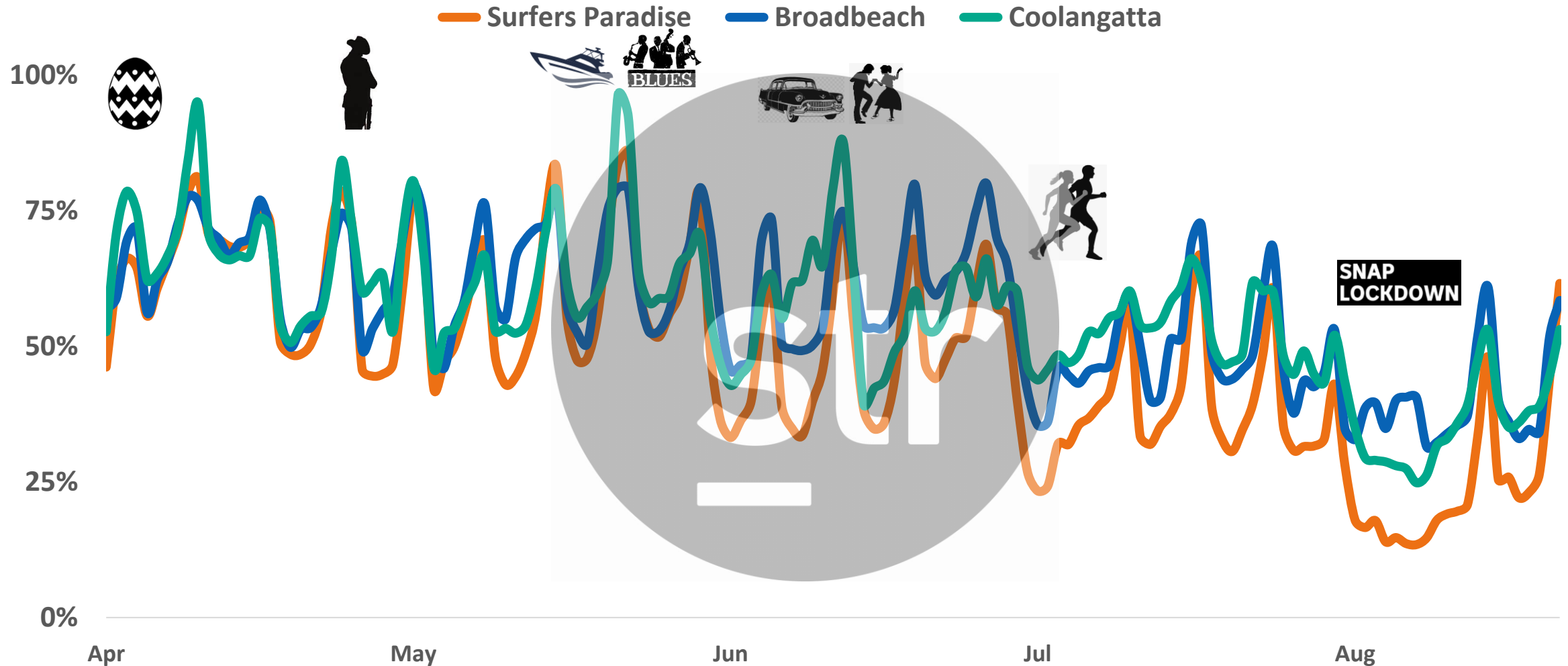
Gold Coast historic & forward occupancy on the books



Gold Coast sub regions have their own nuances

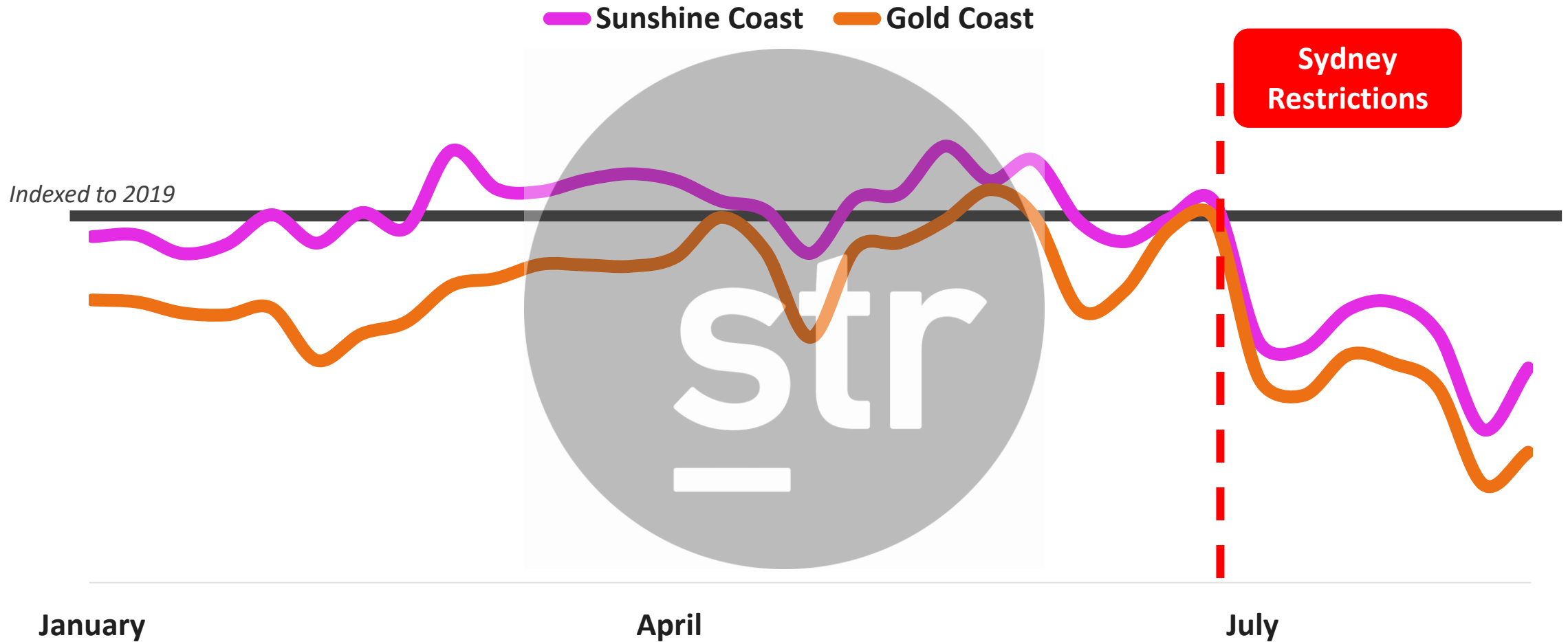
In absence of international customers, Surfers Paradise feels the greatest impact

Gold Coast Selected Regions, Occupancy %, 1 January 2021 to 21 August 2021



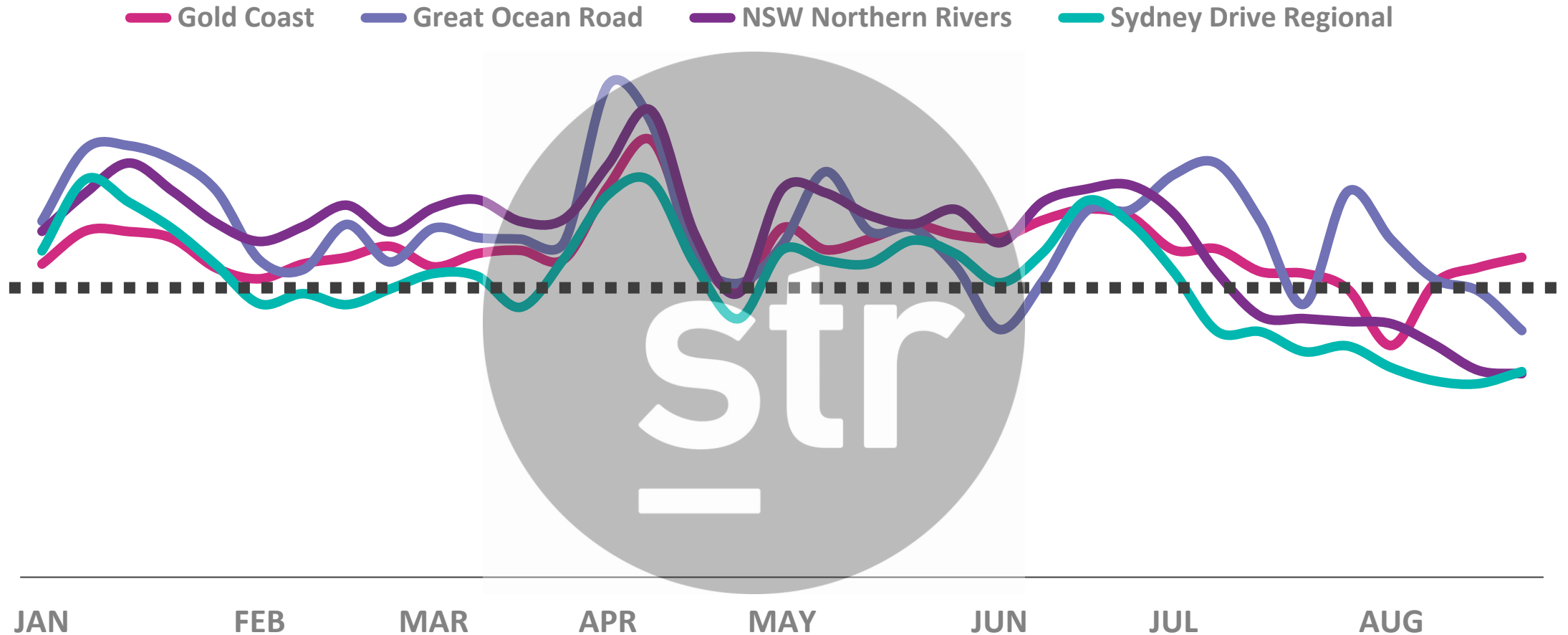
Access to source markets is so fundamental


Sunshine Coast & Gold Coast R7 Occupancy indexed to 2019, Jan – Aug 2021



Regional ADR has shown resilience when able to travel, but lockdowns impact

Rolling 7 days ADR indexed to 2019, AUD, Jan to Aug 2021



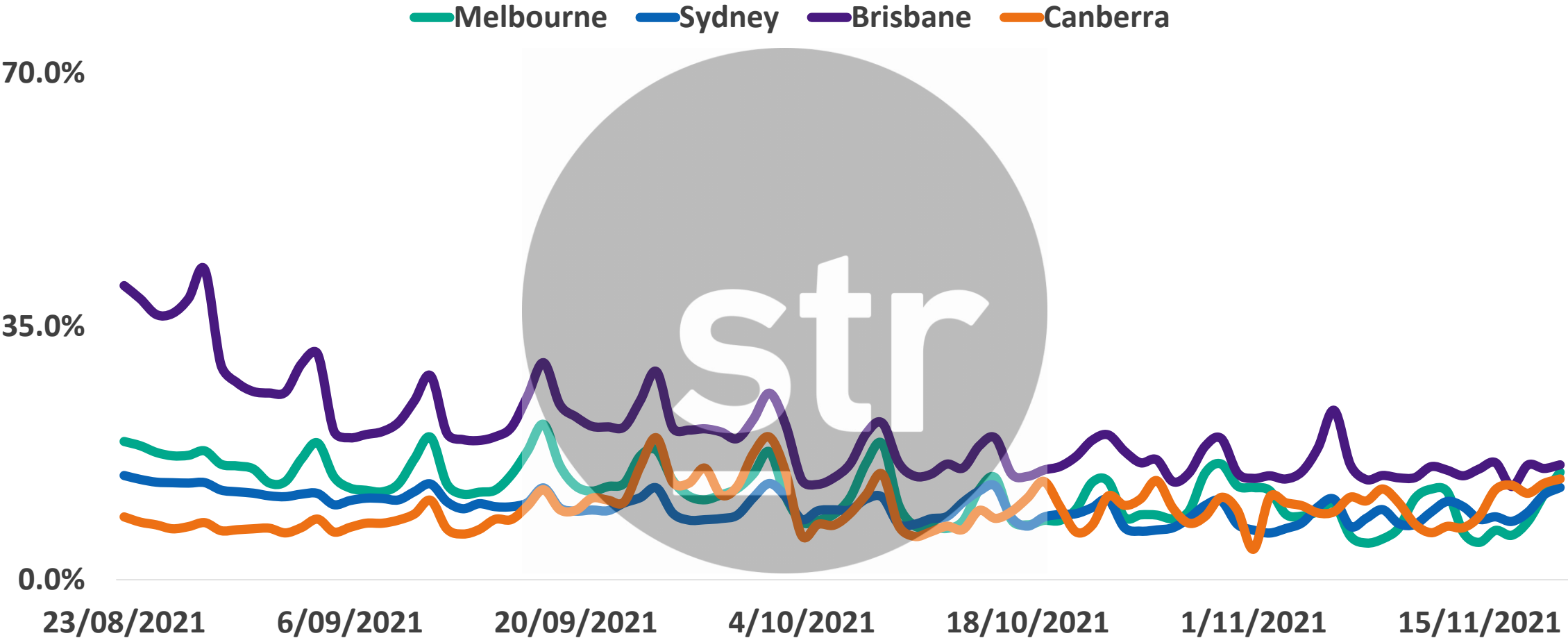
A blue coin-operated binocular viewer stands on a dark metal railing. The viewer is a classic design with two eyepieces and a central coin slot. The background shows a calm ocean under a soft, hazy sky of sunset or sunrise, with gentle waves visible in the distance.

Future considerations

Photo by [Matt Howard](#) on [Unsplash](#)

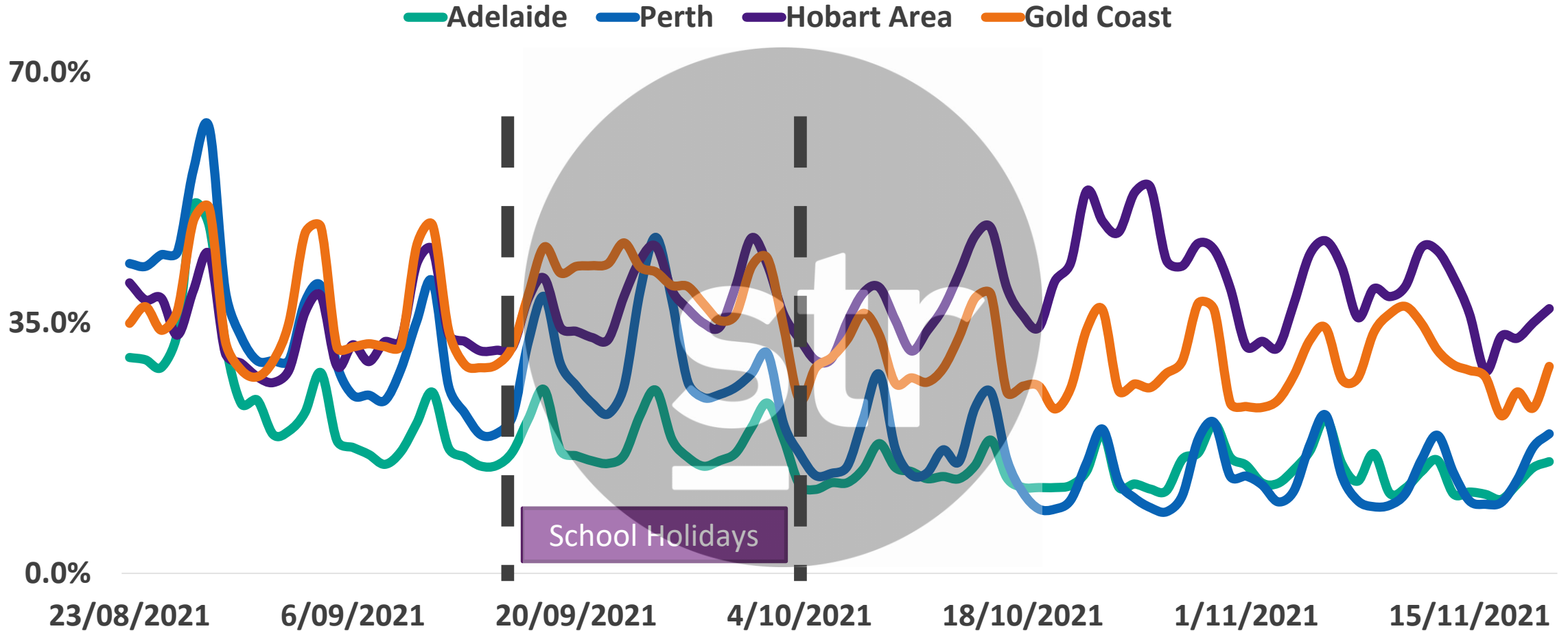
Short term for the Eastern capitals, remains challenging

Selected markets, Occupancy on the books as at 23rd August 2021



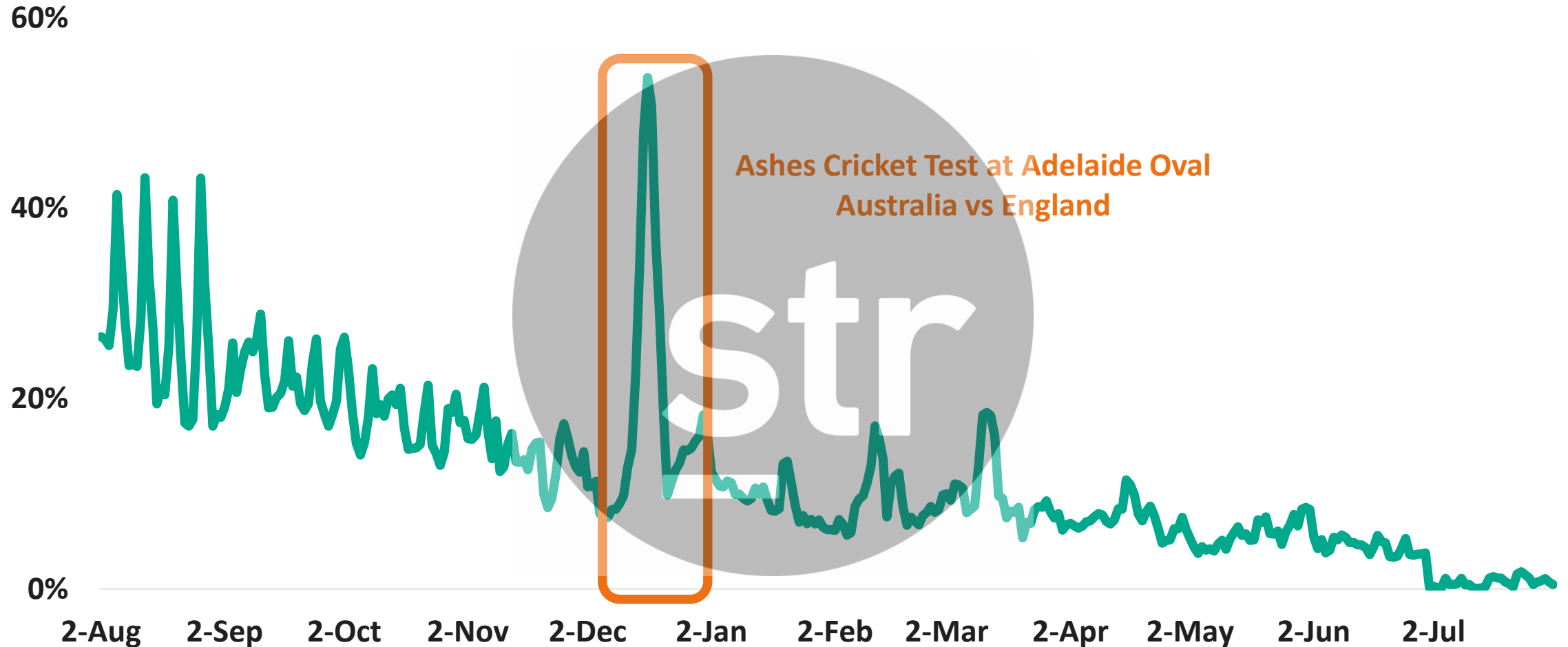
Where for others, there are pockets of positivity

Selected markets, Occupancy on the books as at 23rd August 2021



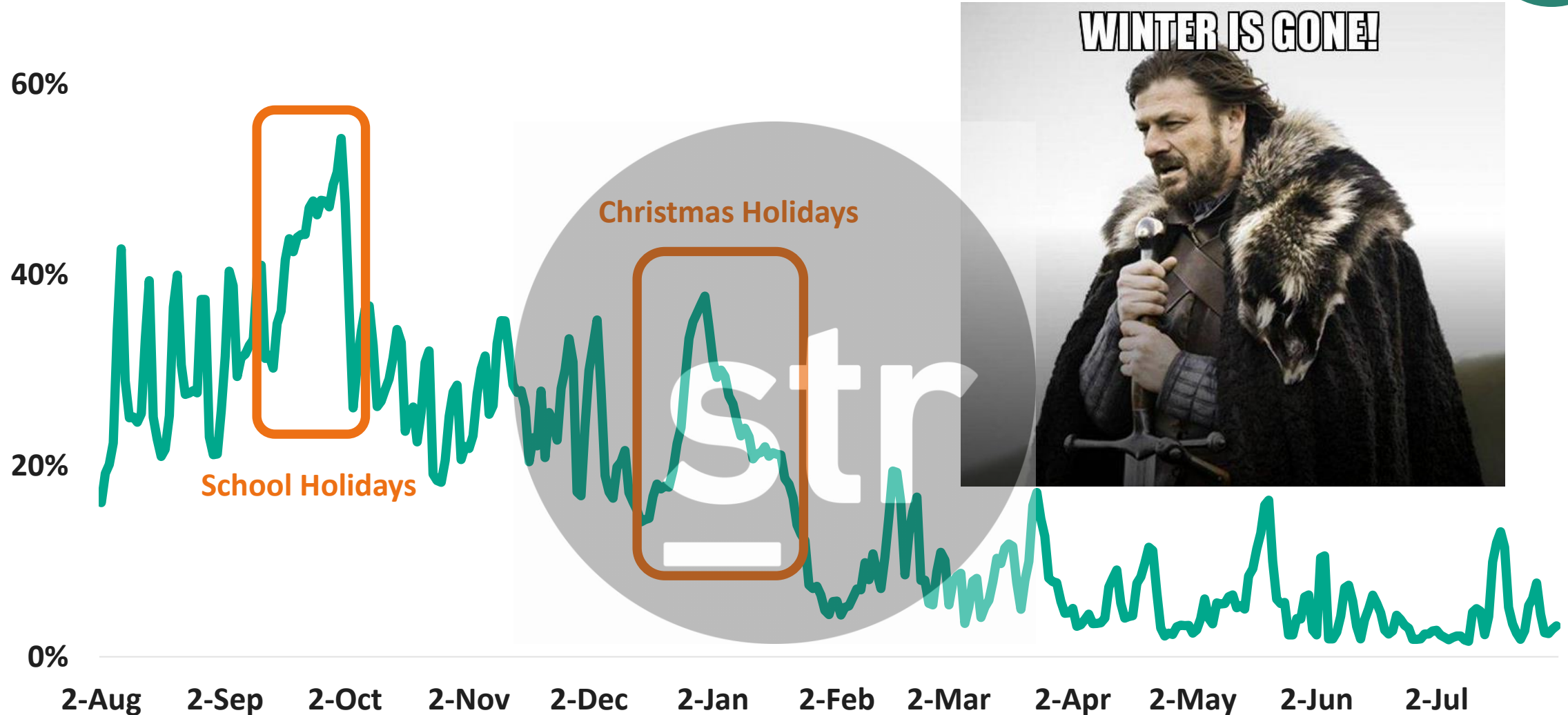
More positive signs of hope – Event demand

Adelaide, Occupancy on the books for the next 365 days as at 02 August 2021



Gold Coast – School holiday bookings bring optimism

Gold Coast, Occupancy on the books for the next 365 days as at 02 August 2021



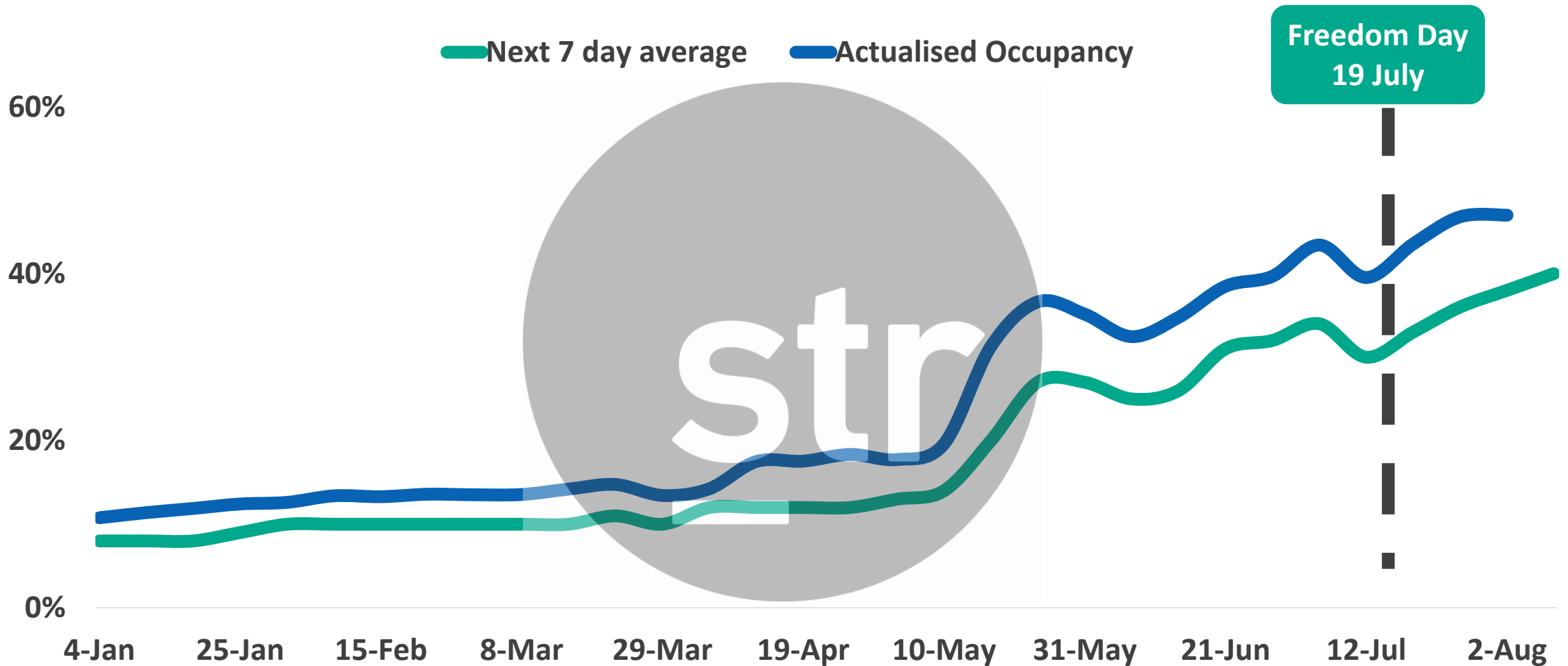


As vaccinations levels rise, what could it look like in “Living with Covid”



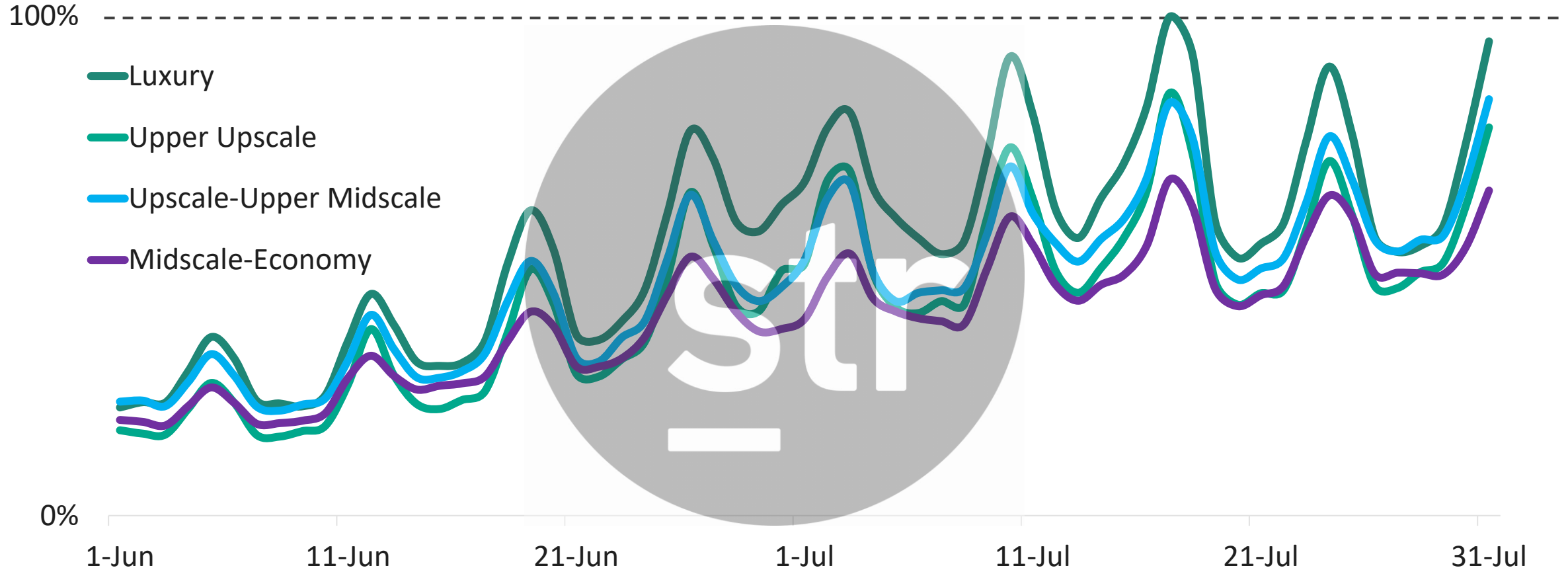
From a dark winter – occupancy continues to build since re-opening

London historical and forward occupancy, Jan – Aug 2021



Weekends and high tiers first before broader recovery

Total India by class, Daily RevPAR indexed to 2019, 1st June 2021 to 31st July 2021



Gold Coast



Rooms In
Construction ~ 2000



Recent and future investment remains strong for Gold Coast

Examples of recent and future planned investment for Gold Coast



The new HOTA Gallery

A brand new \$60.5 million gallery is now open at HOTA, Home of the Arts. HOTA Gallery is part of the [HOTA Project](#).

Spit \$93.6 million proposal means hundreds more jobs



The \$94 million luxury development includes apartments, superyacht berths and retail spaces. (Supplied: Queensland government)

Development will drive tourism

Village Roadshow to invest \$70m in Gold Coast attractions



PHOTO: By Frozen-Coke-Rocks at English Wikipedia [Public domain], via Wikimedia Commons

Dreamworld unveils plans for \$75M resort



Gold Coast Light Rail Stage 3



Summary



1

Delta, Vaccinations, Delta

2

Lockdowns leave even the open feeling the impact

3

Preparing for the bounce again – leisure before business

4

**The road to recovery will have plateaus as segments return
– we have seen this script before**

Contact and Resources



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**HOTEL DATA
CONFERENCE**
Hosted by STR and Hotel News Now

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