

December 2018 Arrivals Summary

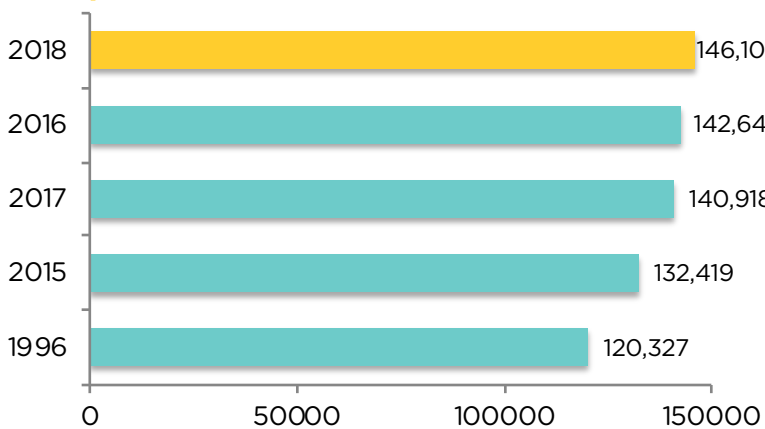
Monthly Arrivals

DEC Arrivals	146,104	+3.7%	↑
CYTD Arrivals	1,549,007	+0.2%	↑
FYTD Arrivals	400,609	+6.3%	↑

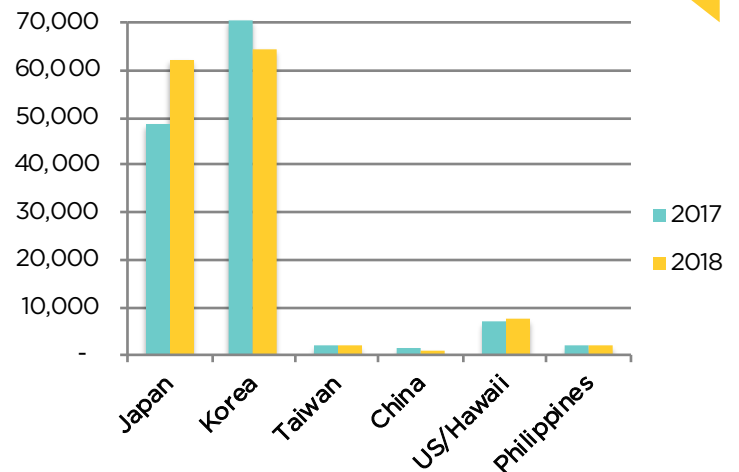
DID YOU KNOW?

December 2018 welcomed the largest number of visitors in Guam's tourism history!

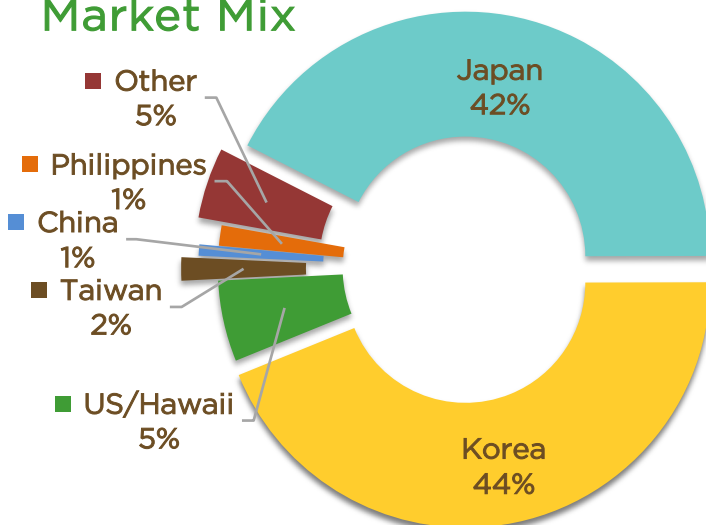
Top 5 December Arrivals



Arrivals vs. LY



Market Mix



Major Markets

Market	2017	2018	% to LY
Japan	48,785	62,037	27.2%
Korea	70,411	64,127	-8.9%
US/Hawaii	7,321	7,819	6.8%
Taiwan	2,099	2,241	6.8%
China	1,650	1,088	-34.1%
Philippines	2,115	1,960	-7.3%

Source: Visitor Arrival Statistics are compiled from the Guam Customs and Quarantine – Mandatory Customs Declaration forms

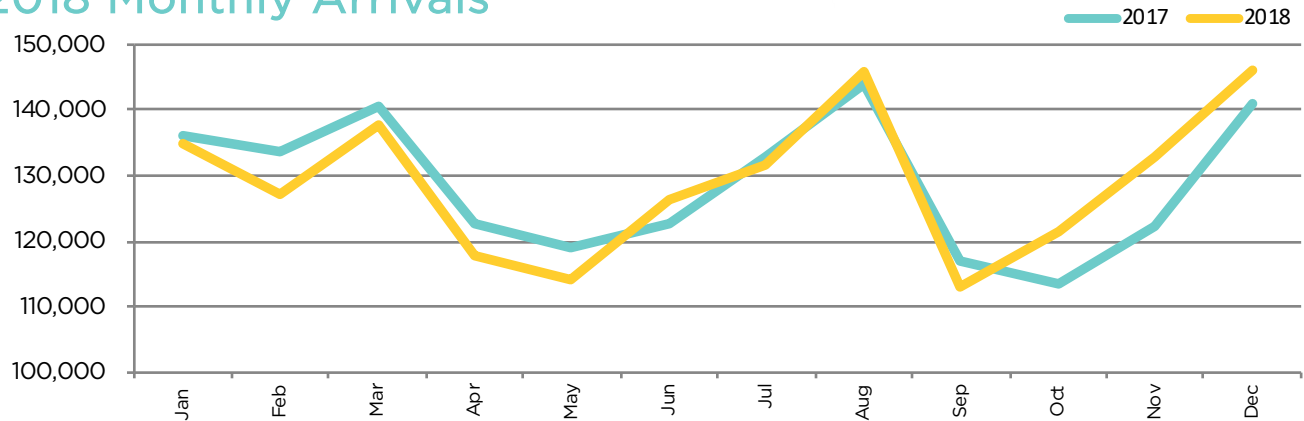


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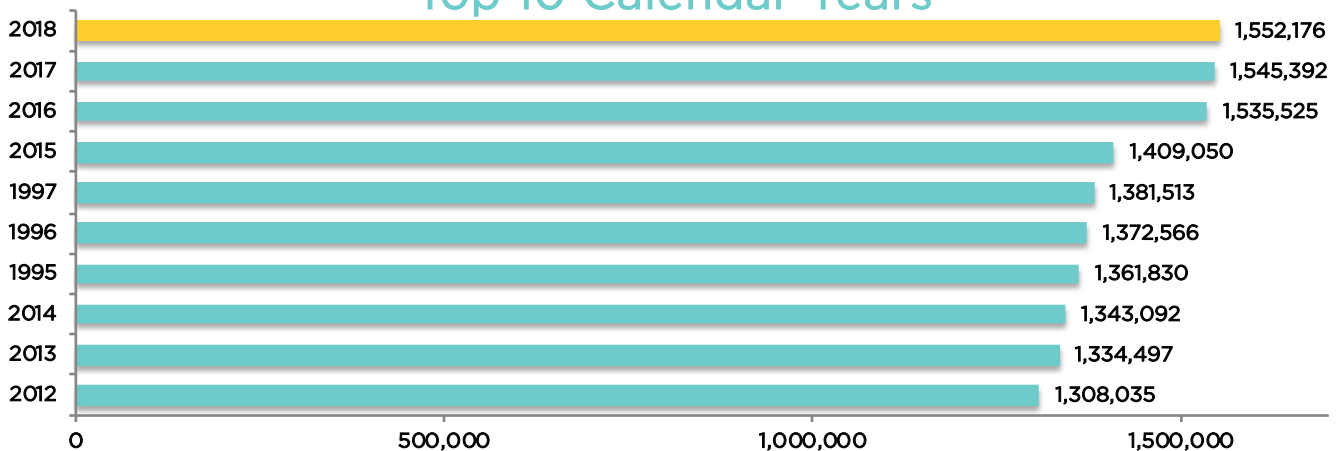
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2018 Annual Summary

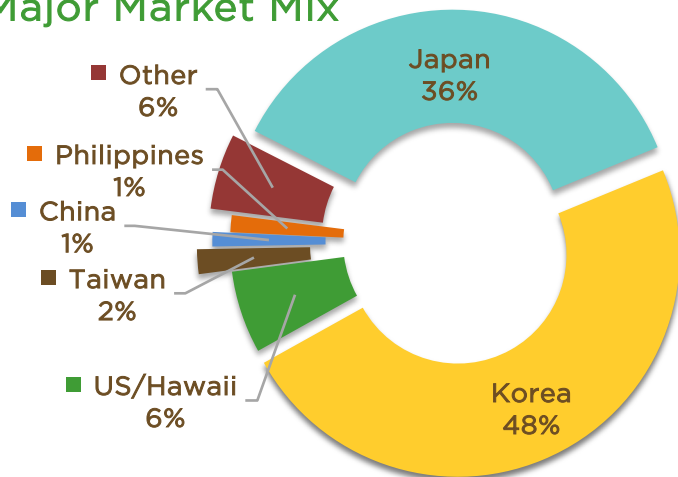
2018 Monthly Arrivals



Top 10 Calendar Years



Major Market Mix



Major Markets

Market	2017	2018	% to LY
Japan	620,376	563,220	-9.2%
Korea	685,228	746,986	9.0%
US/Hawaii	77,077	93,244	21.0%
Taiwan	32,505	27,880	-14.2%
China	21,954	16,267	-25.9%
Philippines	19,132	19,091	-0.2%

Source: Visitor Arrival Statistics are compiled from the Guam Customs and Quarantine – Mandatory Customs Declaration forms



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Visitor Arrival Summary
December 2018



	Dec-17	Dec-18	% from LY
Civilian Air Arrivals ^a	138,279	144,721	4.7%
Civilian Sea Arrivals ^a	1,050	432	-58.9%
Armed Forces Air Arrivals ^a	712	940	32.0%
Armed Forces Sea Arrivals ^a	877	11	-98.7%
TOTAL VISITOR ARRIVALS	140,918	146,104	3.7%

ORIGIN OF AIR ARRIVALS (Civilian & Armed Forces)	Dec-17	Dec-18	% from LY
JAPAN	48,785	62,037	27.2%
Kanto (Tokyo)	25,528	31,775	24.5%
Chubu (Nagoya)	6,036	8,070	33.7%
Kinki (Osaka)	8,285	11,913	43.8%
Koshinetsu	1,198	1,174	-2.0%
Hokuriku	693	800	15.4%
Tohoku	1,434	1,798	25.4%
Kyushu	2,025	2,709	33.8%
Chugoku	1,403	1,600	14.0%
Hokkaido	989	895	-9.5%
Shikoku	526	885	68.3%
Okinawa/Miya	285	287	0.7%
Other	383	131	-65.8%
KOREA	70,411	64,127	-8.9%
Seoul	27,475	24,610	-10.4%
Incheon/Gyeonggi	17,822	16,374	-8.1%
*Chungbuk	-	-	-
Chungnam/Daejeon	1,794	1,706	-4.9%
*Gangwon	-	-	-
Jeonbuk/Gwanju	1,094	1,086	-0.7%
Gyeonbuk/Daegu	3,226	3,076	-4.6%
*Busan	8,350	8,481	1.6%
*Jeonnam	-	-	-
*Gyeongnam	-	-	-
*Ulsan	1,323	1,183	-10.6%
Other	9,327	7,611	-18.4%
TAIWAN	2,099	2,241	6.8%
Taipei	1,096	1,363	24.4%
Kaohsiung	116	201	73.3%
Taichung	399	258	-35.3%
Taoyuan, Miaoli, Hsinehu	159	184	15.7%
*Hsinchu	123	91	-26.0%
Other	206	144	-30.1%
CHINA	1,650	1,088	-34.1%
Beijing	190	146	-23.2%
Shanghai	732	278	-62.0%
Guangzhou	97	70	-27.8%
Other	631	594	-5.9%
*US/HAWAII	7,321	7,819	6.8%
CNMI	1,811	1,965	8.5%
PALAU	508	384	-24.4%
FSM	1,329	1,118	-15.9%
RMI	145	132	-9.0%
PHILIPPINES	2,115	1,960	-7.3%
AUSTRALIA	159	160	0.6%
*CANADA	-	-	-
EUROPE	223	287	28.7%
HONG KONG	797	933	17.1%
*THAILAND	-	-	-
*VIETNAM	-	-	-
RUSSIA	663	831	25.3%
*SINGAPORE	100	125	25.0%
*INDIA	8	24	200.0%
*MALAYSIA	20	68	240.0%
OTHER/UNKNOWN	847	362	-57.3%

VISITOR INDUSTRY STATISTICS

	Dec-17	Dec-18	% from LY
Hotel Occupancy Taxes ^c	\$3,034,340.44	\$3,275,364.54	7.9%
Weighted Hotel Occupancy Rate ^d	86.8%	88.5%	2.0%
Weighted Hotel Room Rate ^d	\$228.57	\$225.36	-1.4%

*Note: Due to the implementation of the New Customs Declaration Forms in December 2017, countries have been added or omitted based on visitor market trends.

Guam Visitors Bureau
December 2018 Visitor Arrival Summary
Calendar Year-to-Date 2017/8 • Fiscal Year-to-Date 2018/9



	CYTD 2017 (Jan - Dec '17)	CYTD 2018 (Jan - Dec '18)	% from LY	FYTD 2018 (Oct '17 - Dec '17)	FYTD 2019 (Oct '18 - Dec '18)	% from LY
Air Arrivals ^a	1,522,351	1,532,412	0.7%	366,790	397,288	8.3%
Sea Arrivals ^a	23,041	16,595	-28.0%	10,031	3,321	-66.9%
TOTAL VISITOR ARRIVALS	1,545,392	1,549,007	0.2%	376,821	400,609	6.3%

ORIGIN OF AIR ARRIVALS (Civilian & Armed Forces)	CYTD 2017 (Jan - Dec '17)	CYTD 2018 (Jan - Dec '18)	% from LY	FYTD 2018 (Oct '17 - Dec '17)	FYTD 2019 (Oct '18 - Dec '18)	% from LY
JAPAN	620,376	563,386	-9.2%	127,620	160,783	26.0%
Kanto (Tokyo)	327,043	301,188	-7.9%	69,019	86,604	25.5%
Chubu (Nagoya)	78,484	68,225	-13.1%	14,161	17,111	20.8%
Kinki (Osaka)	107,397	100,723	-6.2%	20,880	30,606	46.6%
Koshinetsu	13,282	9,510	-28.4%	2,941	3,175	8.0%
Hokuriku	8,700	7,376	-15.2%	1,814	2,025	11.6%
Tohoku	19,540	15,070	-22.9%	4,183	4,619	10.4%
Kyushu	24,488	22,852	-6.7%	5,031	6,893	37.0%
Chugoku	15,556	12,671	-18.5%	4,304	3,718	-13.6%
Hokkaido	12,861	8,867	-31.1%	2,463	2,559	3.9%
Shikoku	6,705	6,508	-2.9%	1,257	2,144	70.6%
Okinawa/Miya	4,035	4,376	8.5%	896	913	1.9%
Other	2,285	6,020	163.5%	671	416	-38.0%
KOREA	685,228	746,986	9.0%	187,796	182,067	-3.1%
Seoul	244,287	268,791	10.0%	68,125	73,888	8.5%
Incheon/Gyeonggi	182,513	182,883	0.2%	51,407	46,753	-9.1%
*Chungbuk	11,120	-	-	2,319	-	-
Chungnam/Daejeon	24,779	18,011	-27.3%	6,310	4,447	-29.5%
*Gangwon	7,692	-	-	1,465	-	-
Jeonbuk/Gwanju	11,410	12,020	5.3%	3,030	2,649	-12.6%
Gyeongbuk/Daegu	30,822	31,382	1.8%	7,930	7,844	-1.1%
*Busan	8,350	82,464	887.6%	8,350	21,201	153.9%
*Jeonnam	16,911	-	-	3,114	-	-
*Gyeongnam	107,548	-	-	19,885	-	-
*Ulsan	1,323	14,746	1014.6%	1,323	3,441	160.1%
Other	38,473	136,689	255.3%	14,538	21,844	50.3%
TAIWAN	32,505	27,880	-14.2%	5,958	6,288	5.5%
Taipei	18,036	15,936	-11.6%	3,316	4,005	20.8%
Kaohsiung	2,203	1,747	-20.7%	361	461	27.7%
Taichung	5,837	3,459	-40.7%	1,014	618	-39.1%
Taoyuan, Miaoli, Hsinchu	3,901	2,604	-33.2%	660	557	-15.6%
*Hsinchu	123	1,714	1293.5%	123	276	124.4%
Other	2,405	2,420	0.6%	484	371	-23.3%
CHINA	21,954	16,275	-25.9%	4,102	3,342	-18.5%
Beijing	3,605	2,502	-30.6%	572	539	-5.8%
Shanghai	7,347	5,347	-27.2%	1,588	1,024	-35.5%
Guangzhou	1,976	1,170	-40.8%	310	236	-23.9%
Other	9,026	7,256	-19.6%	1,632	1,543	-5.5%
*US/HAWAII	77,077	93,269	21.0%	18,692	22,598	20.9%
CNMI	19,325	20,601	6.6%	5,095	4,994	-2.0%
PALAU	4,165	4,031	-3.2%	1,298	1,025	-21.0%
FSM	11,541	14,422	25.0%	3,410	3,104	-9.0%
RMI	1,275	1,629	27.8%	306	371	21.2%
PHILIPPINES	19,132	19,092	-0.2%	6,337	6,403	1.0%
AUSTRALIA	2,255	2,347	4.1%	454	516	13.7%
*CANADA	859	-	-	124	-	-
EUROPE	2,064	2,253	9.2%	608	683	12.3%
HONG KONG	14,745	6,587	-55.3%	2,104	2,028	-3.6%
*THAILAND	411	-	-	69	-	-
*VIETNAM	107	-	-	9	-	-
RUSSIA	3,356	4,584	36.6%	1,152	1,701	47.7%
*SINGAPORE	100	1,003	903.0%	100	308	208.0%
*INDIA	8	228	2750.0%	8	46	475.0%
*MALAYSIA	20	360	1700.0%	20	137	585.0%
OTHER/UNKNOWN	5,848	7,479	27.9%	1,528	894	-41.5%

VISITOR INDUSTRY STATISTICS

	CYTD 2017	CYTD 2018	% from LY	FYTD 2018	FYTD 2019	% from LY
Hotel Occupancy Taxes ^c	\$42,912,489.26	\$43,775,385.96	2.0%	\$9,001,138.71	\$9,907,860.43	10.1%
Weighted Hotel Occupancy Rate ^d	84.2%	86.5%	2.7%	80.4%	85.9%	6.8%
Weighted Hotel Room Rate ^d	\$205.40	\$205.25	-0.1%	\$203.93	\$200.42	-1.7%

Note: CYTD is Calendar Year-to-Date and FYTD is Fiscal Year-to-Date. 2018/9 visitor arrivals may exclude Armed Forces sea arrival statistics and may not be comparable to figures last year. Visitor statistics will be updated once the data is made available. Armed Forces sea arrivals exclude HP (home ported) or MSC (military sea command) personnel. Source: ^aCivilian air & sea arrivals. Customs Declaration Forms, Customs & Quarantine Agency. Processed by the Guam Visitors Bureau. Sources: ^bJapan Guam Travel Association, ^cHotel Occupancy Tax collections are unaudited. Department of Administration, STR Global (Hotel Occupancy and ADR Report).

*Note: Due to the implementation of the New Customs Declaration Forms in December 2017, countries have been added or omitted based on visitor market trends.

