



CoStar™

European Hotel Performance Update

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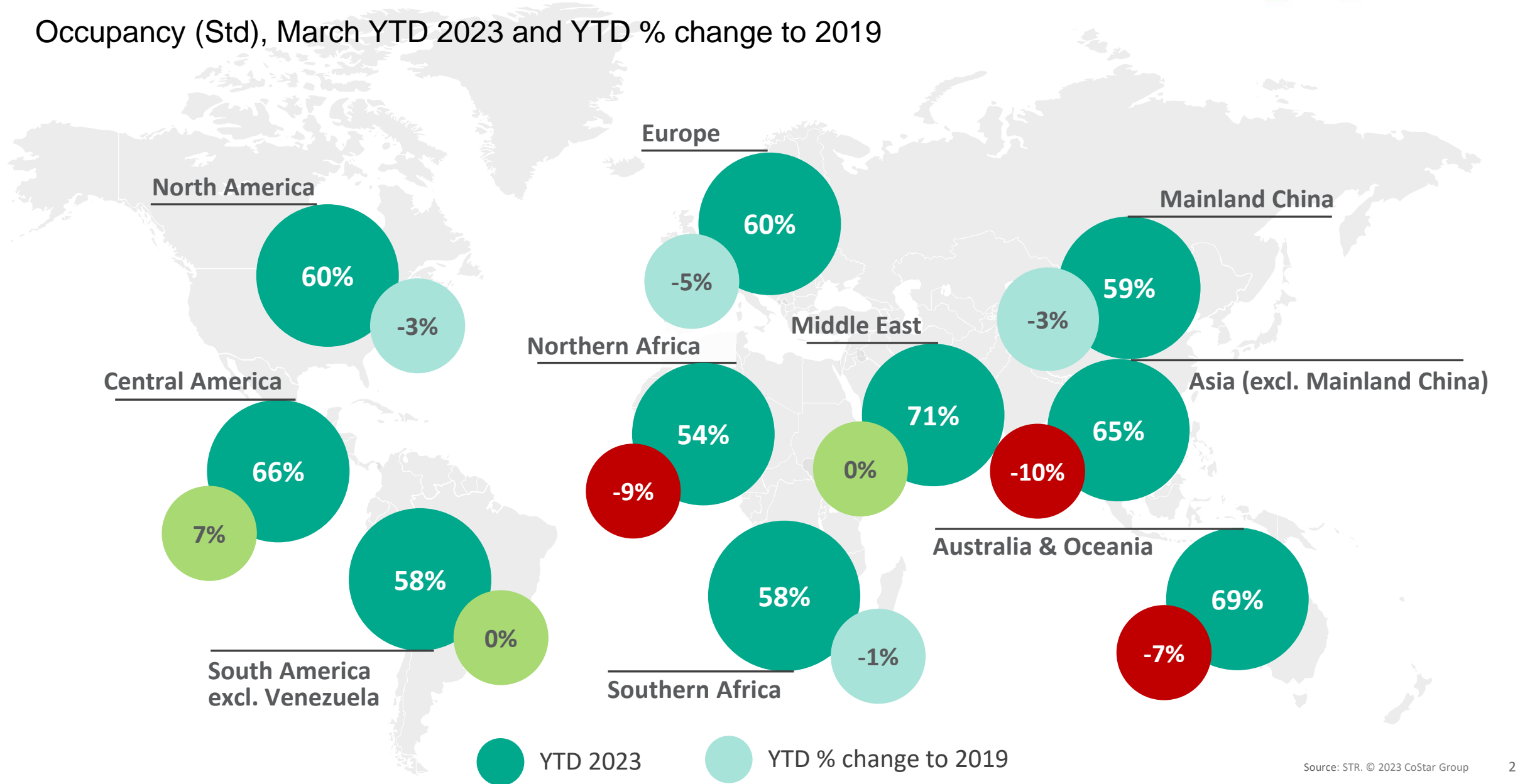
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YTD March 2023 occupancy is on par with same time 2019

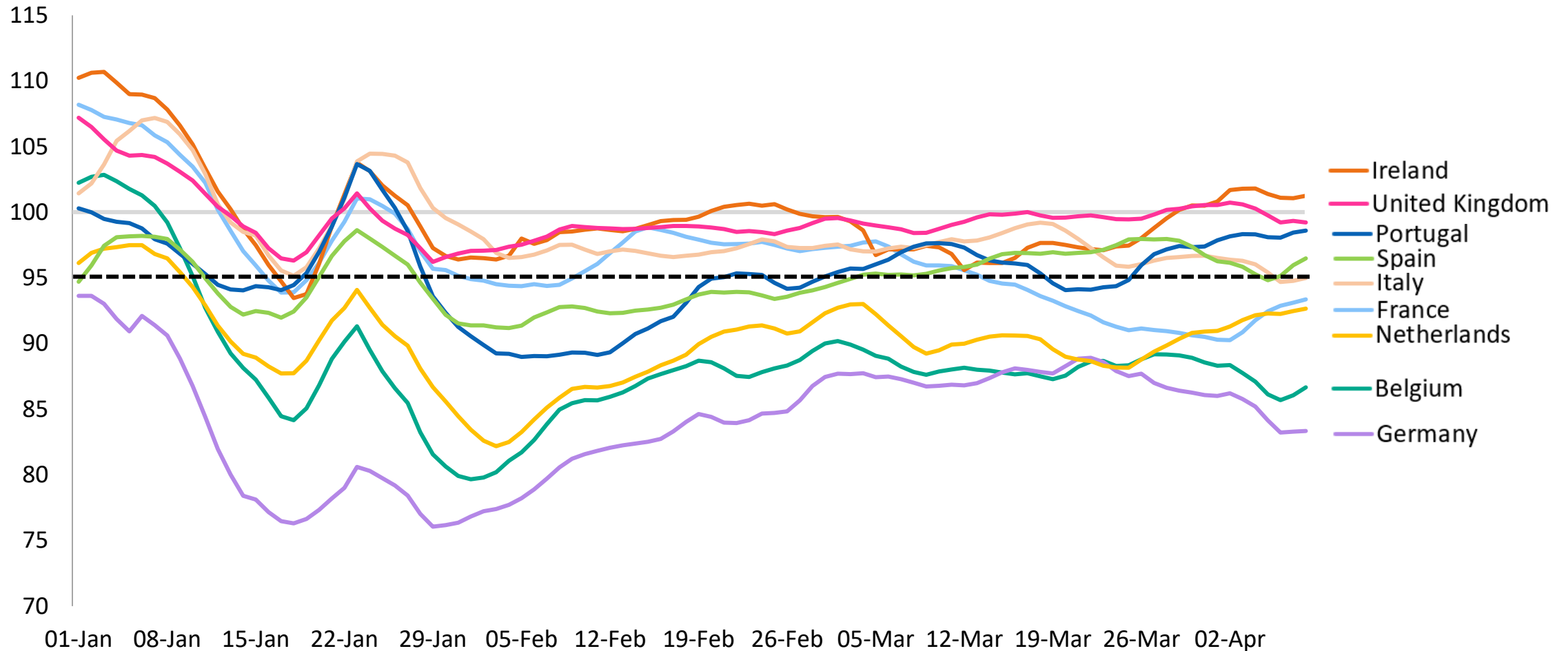
Occupancy (Std), March YTD 2023 and YTD % change to 2019



Germany, Belgium, Netherlands and France recovery lagging

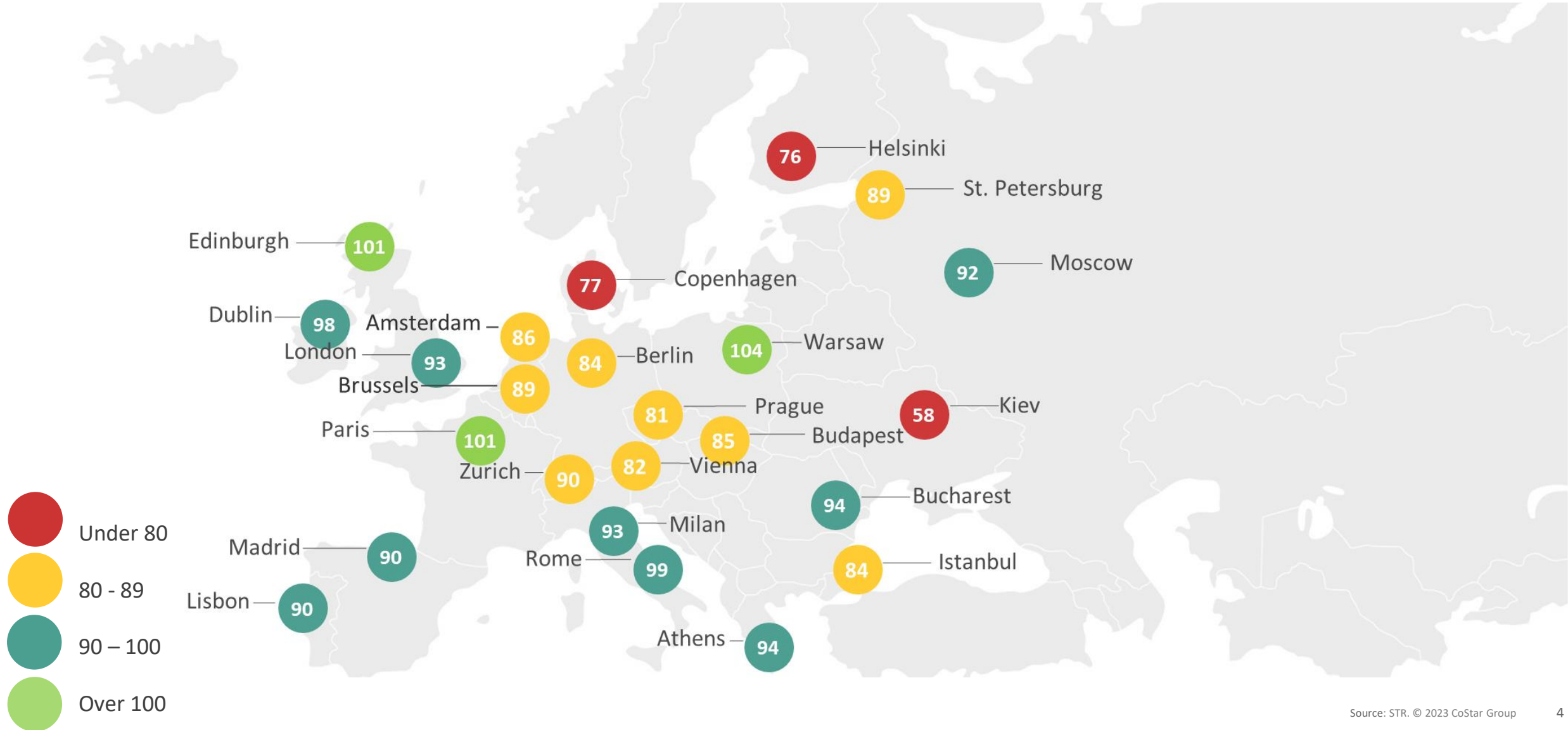


Occ R28 (Std) indexed to 2019, January 2023 – April 2023



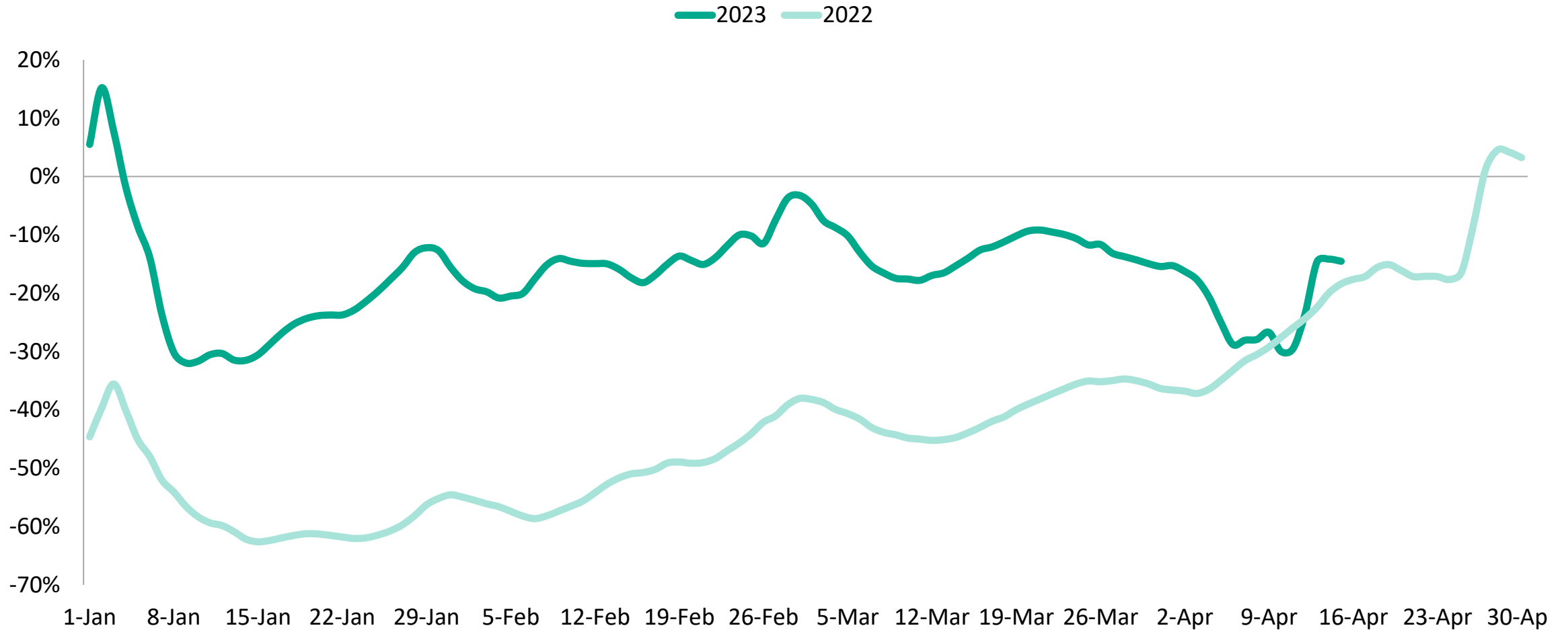
Gateway city performance broadly mirroring country trends

European markets, Occ (Std), March YTD 2023 indexed to 2019



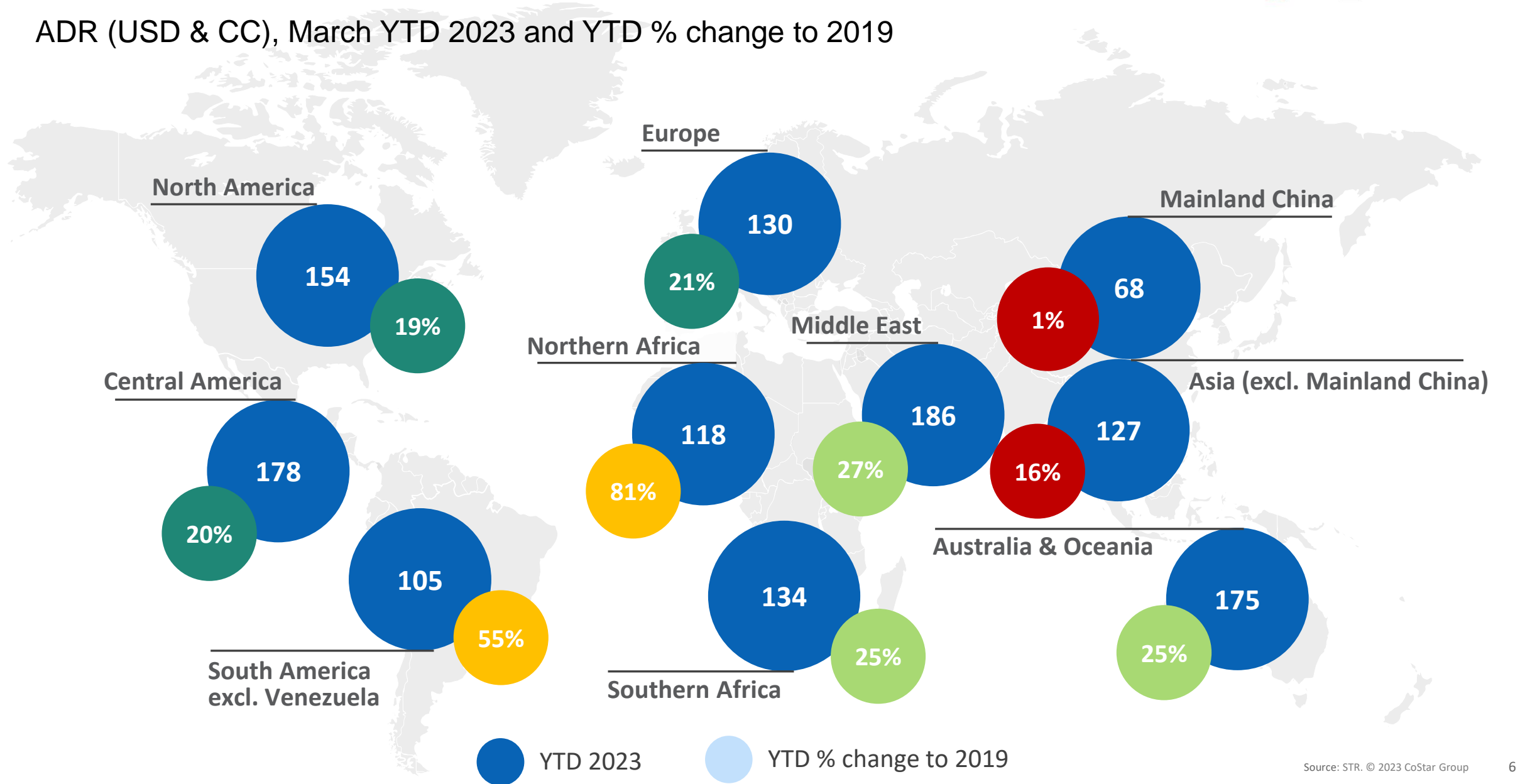
Germany had a tough Q1 last year too – but did recover

Germany, R7 occ % change to 2019, Jan - April 2023 & 2022



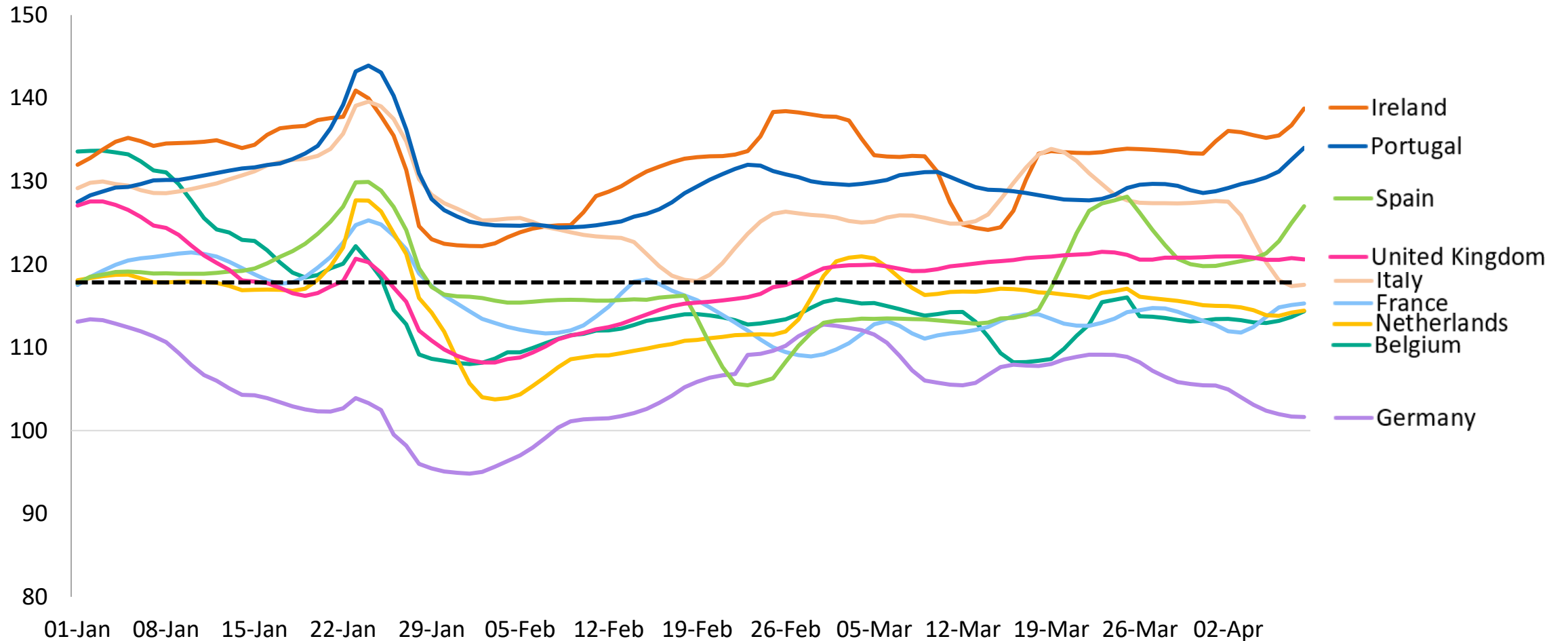
ADR growth in most regions is ahead of inflation

ADR (USD & CC), March YTD 2023 and YTD % change to 2019



ADR growth closely correlated to occupancy recovery

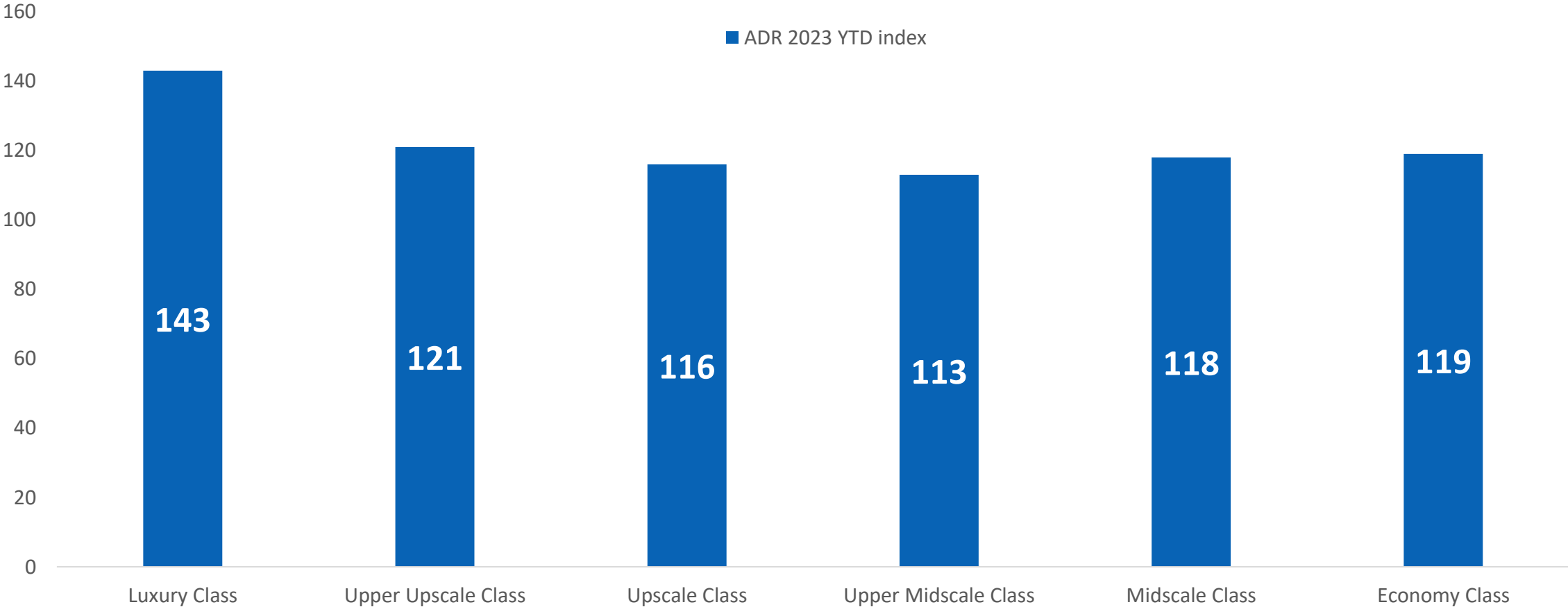
ADR R28 (LC) indexed to 2019, January 2023 – April 2023



Europe luxury class ADR tops the charts, despite occupancy



Europe ADR EUR (CC), indexed to 2019, March YTD 2023

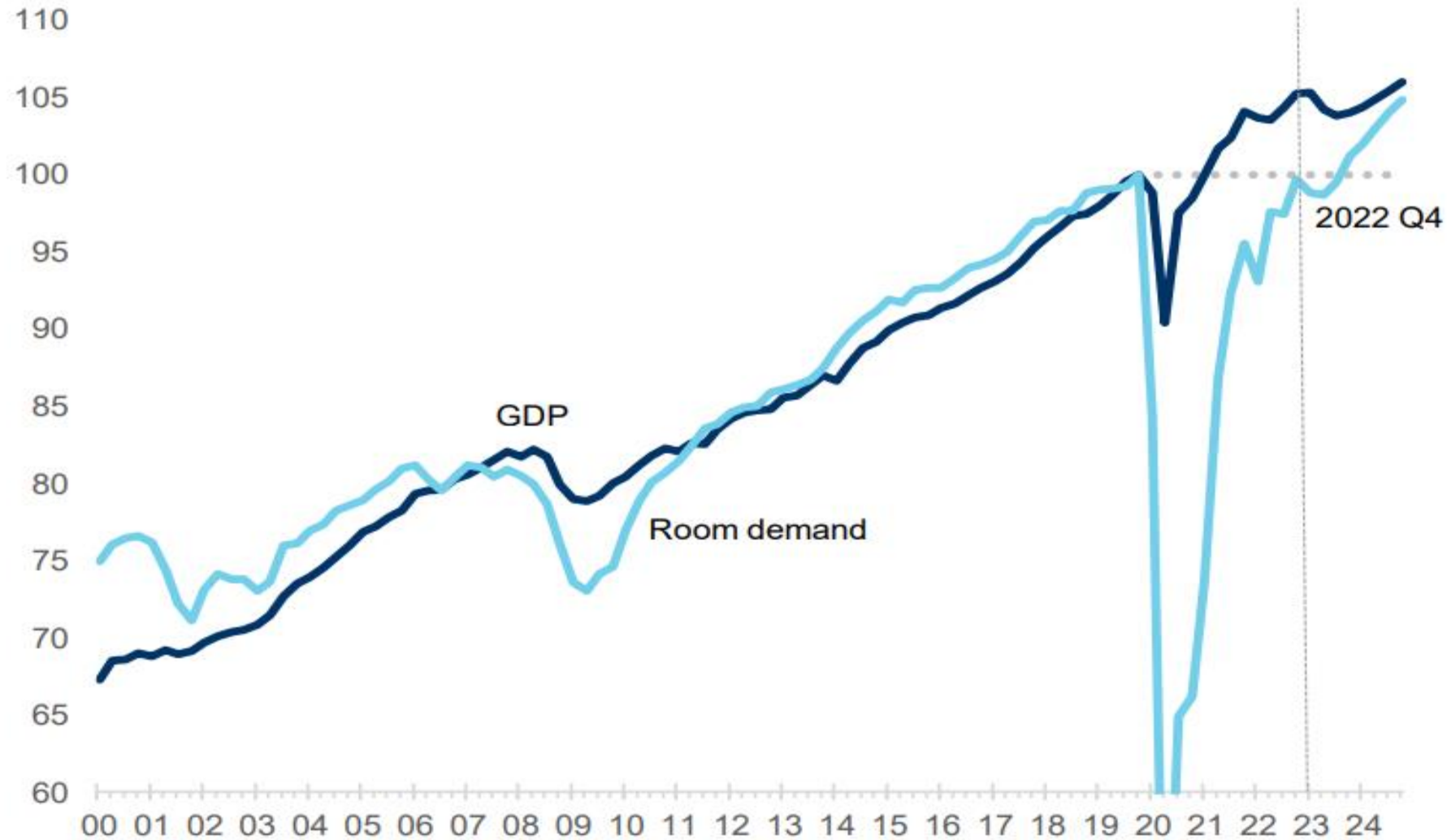




Outlook

Room demand is still below broader economic recovery

Index (2019 Q4 = 100)

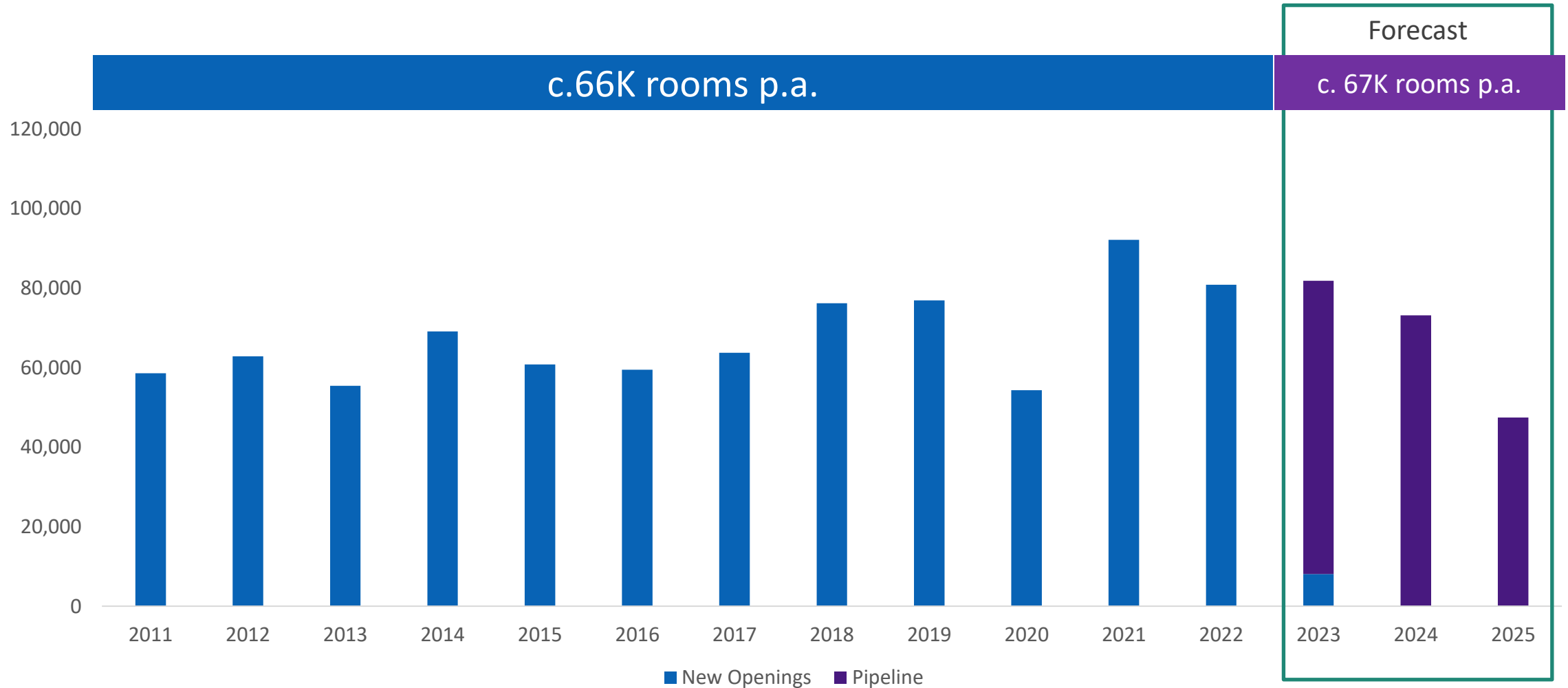


Note: Real GDP, seasonally adjusted.

Source: BEA; STR; Oxford Economics

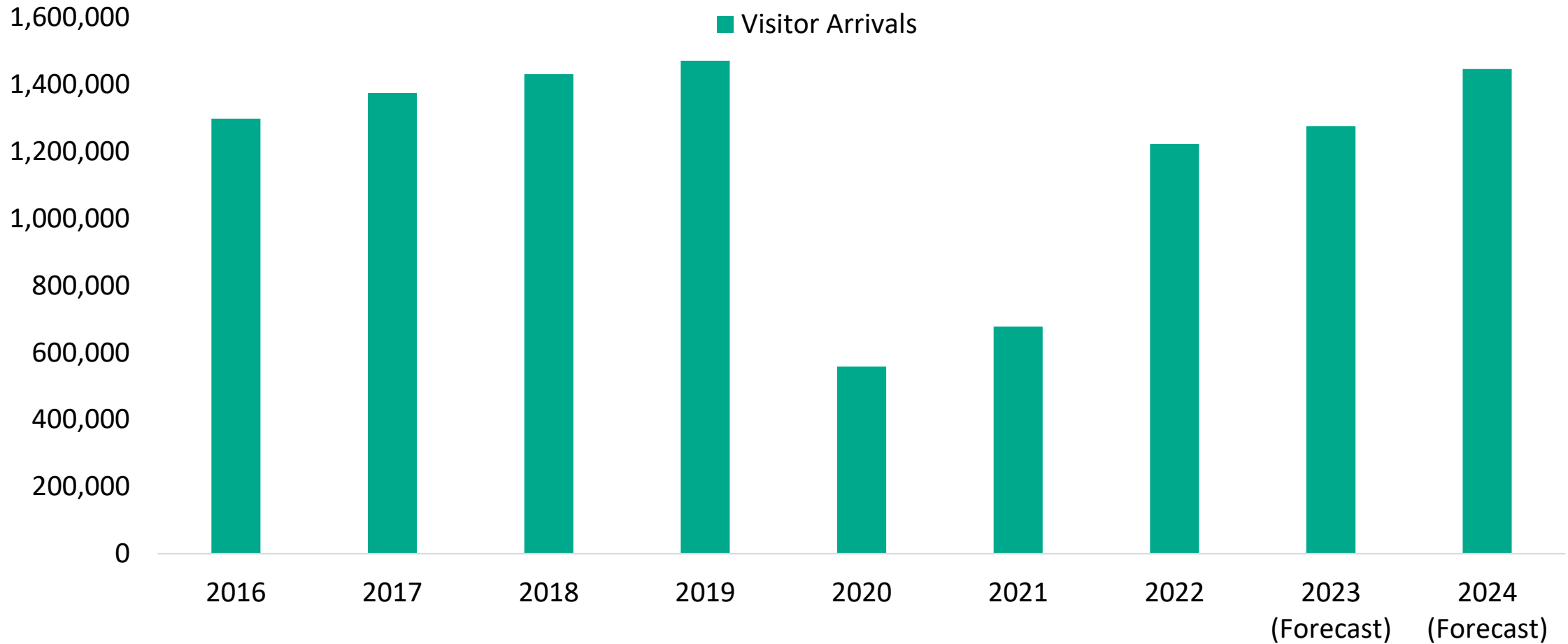
Supply growth inline with historic trends but is dipping

Europe, New Openings & Pipeline (Europe Completion & Delay Rates Applied), 2011-25



2023 arrivals are expected to improve on 2022

Europe International Visitor Arrivals (000s)



Business on books suggests Q2 2023 will be stronger than PY CoStar™

Average Occ on the books for the next 90 days as at 17 April 2023 and vs Occ on the books STLY

	Average BoB next 90 days	vs STLY
Rome	64%	+23%
Lisbon	52%	+17%
Amsterdam	55%	+12%
Madrid	43%	+11%
Brussels	41%	+10%
London	48%	+9%
Paris	50%	+6%
Dublin	64%	+6%
Berlin	51%	+6%

Summary

Demand drivers still offsetting broader economic concerns:

- Favourable FX for dollarized **international** travellers
- Continued **business travel** recovery
- Increasing **airlift**

ADR gains holding

- Significant **growth in the prior year** due to **pent-up demand**
- Despite pent-up receding, **gains have held**
- **Limited supply** growth should support sustainability