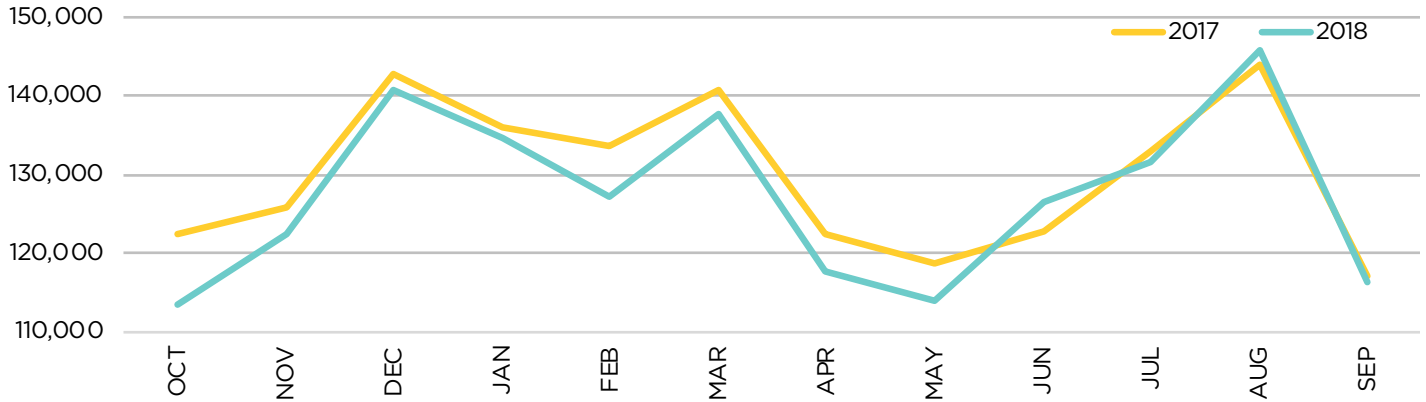
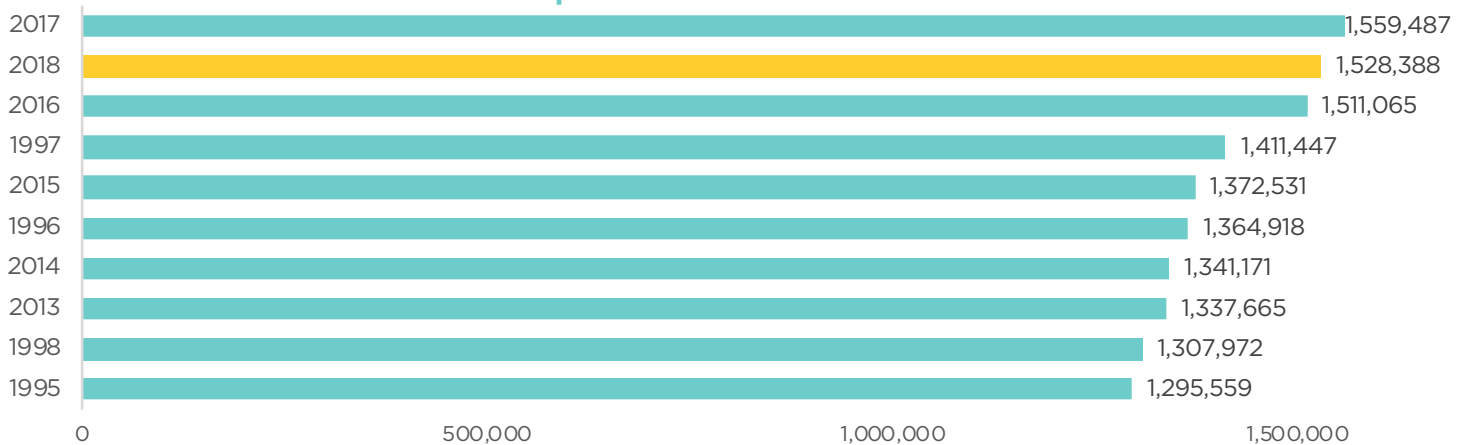


2018 Fiscal Year Summary

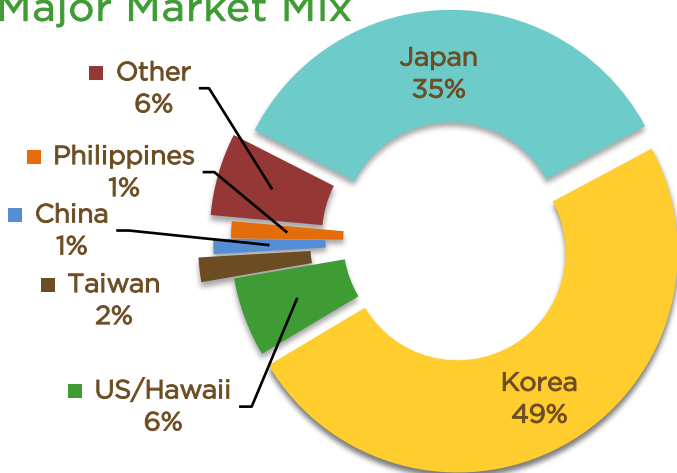
FY 2018 Monthly Arrivals



Top 10 Fiscal Years



Major Market Mix



Major Markets

Market	2017	2018	% to LY
Japan	674,345	530,057	-21.4%
Korea	649,434	752,715	15.9%
US/Hawaii	76,291	89,338	17.1%
Taiwan	36,268	27,550	-24.0%
China	23,239	17,027	-26.7%
Philippines	19,817	19,025	-4.0%

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



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September 2018 Arrivals Summary

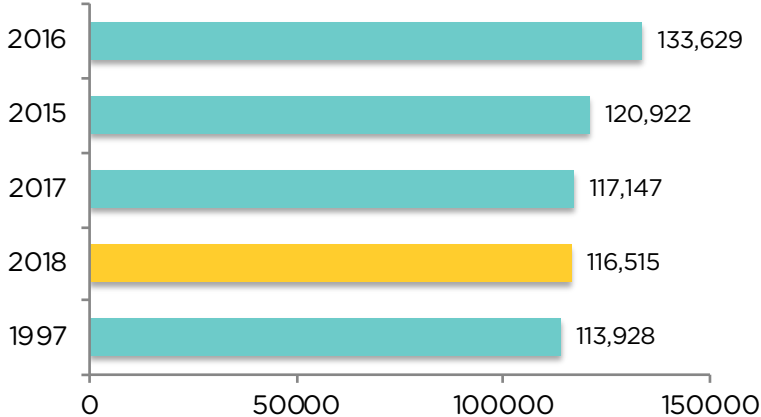
Monthly Arrivals

SEP Arrivals	116,515	-0.5%	↓
CYTD Arrivals	1,151,567	-1.5%	↓
FYTD Arrivals	1,528,388	-2.0%	↓

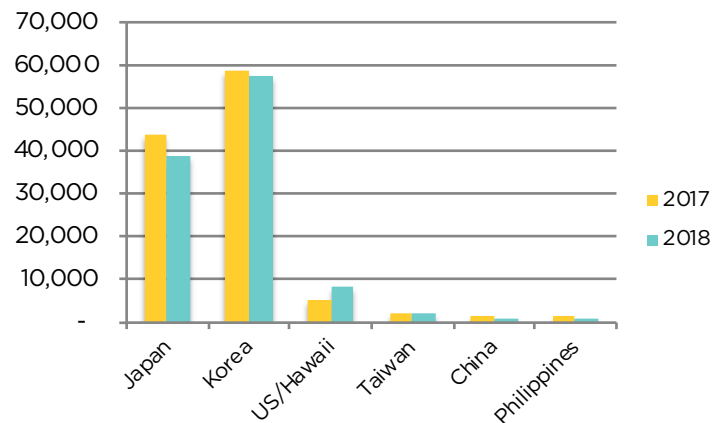
DID YOU KNOW?

Typhoon Mangkhut caused the cancelation of around **23 flights** or about **6,000 seats** to Guam as it passed over the island.

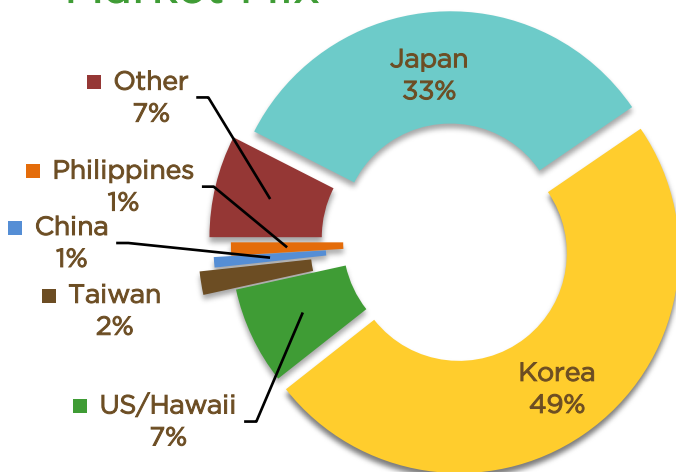
Top 5 September Arrivals



Arrivals vs. LY



Market Mix



Major Markets

Market	2017	2018	% to LY
Japan	43,870	38,900	-11.3%
Korea	58,880	57,768	-1.9%
US/Hawaii	5,151	8,480	64.6%
Taiwan	2,345	2,032	-13.3%
China	1,294	899	-30.5%
Philippines	1,404	1,138	-18.9%

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



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Visitor Arrival Summary September 2018



	Sep-17	Sep-18	% from LY
Civilian Air Arrivals ^a	115,819	110,765	-4.4%
Civilian Sea Arrivals ^a	53	27	-49.1%
Armed Forces Air Arrivals ^a	983	2,165	120.2%
Armed Forces Sea Arrivals ^a	292	3,558	1118.5%
TOTAL VISITOR ARRIVALS	117,147	116,515	-0.5%

ORIGIN OF AIR ARRIVALS (Civilian & Armed Forces)	Sep-17	Sep-18	% from LY
JAPAN	43,870	38,900	-11.3%
Kanto (Tokyo)	25,811	26,415	2.3%
Chubu (Nagoya)	4,638	3,069	-33.8%
Kinki (Osaka)	6,654	3,481	-47.7%
Koshinetsu	743	570	-23.3%
Hokuriku	532	413	-22.4%
Tohoku	1,204	880	-26.9%
Kyushu	1,837	1,483	-19.3%
Chugoku	815	696	-14.6%
Hokkaido	814	410	-49.6%
Shikoku	380	260	-31.6%
Okinawa/Miya	281	724	157.7%
Other	161	499	209.9%
KOREA	58,880	57,768	-1.9%
Seoul	21,718	24,922	14.8%
Incheon/Gyeonggi	16,781	15,177	-9.6%
*Chungbuk	998	-	-
Chungnam/Daejeon	2,150	1,277	-40.6%
*Gangwon	668	-	-
Jeonbuk/Gwanju	771	777	0.8%
Gyeonbuk/Daegu	2,251	2,008	-10.8%
*Busan	-	5,934	-
*Jeonnam	1,427	-	-
*Gyeongnam	9,630	-	-
*Ulsan	-	1,016	-
Other	2,486	6,657	167.8%
TAIWAN	2,345	2,032	-13.3%
Taipei	1,409	1,238	-12.1%
Kaohsiung	204	126	-38.2%
Taichung	406	277	-31.8%
Taoyuan, Miaoli, Hsinehu	189	135	-28.6%
*Hsinchu	-	140	-
Other	137	116	-15.3%
CHINA	1,294	899	-30.5%
Beijing	224	173	-22.8%
Shanghai	363	311	-14.3%
Guangzhou	179	57	-68.2%
Other	528	358	-32.2%
*US/HAWAII	5,151	8,480	64.6%
CNMI	1,405	1,295	-7.8%
PALAU	308	234	-24.0%
FSM	918	956	4.1%
RMI	103	90	-12.6%
PHILIPPINES	1,404	1,138	-18.9%
AUSTRALIA	89	130	46.1%
*CANADA	49	-	-
EUROPE	108	122	13.0%
HONG KONG	366	433	18.3%
*THAILAND	18	-	-
*VIETNAM	7	-	-
RUSSIA	124	124	0.0%
*SINGAPORE	-	60	-
*INDIA	-	10	-
*MALAYSIA	-	27	-
OTHER/UNKNOWN	363	232	-36.1%

VISITOR INDUSTRY STATISTICS

	Sep-17	Sep-18	% from LY
Hotel Occupancy Taxes ^c	\$4,002,048.84	\$4,381,571.24	9.5%
Weighted Hotel Occupancy Rate ^d	80.0%	88.1%	10.1%
Weighted Hotel Room Rate ^d	\$187.23	\$204.24	9.1%

^aNote: 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
September 2018 Visitor Arrival Summary
Calendar Year-to-Date 2017/8 • Fiscal Year-to-Date 2017/18



	CYTD 2017 (Jan - Sep '17)	CYTD 2018 (Jan - Sep '18)	% from LY	FYTD 2017 (Oct '16 - Sep '17)	FYTD 2018 (Oct '17 - Sep '18)	% from LY
Air Arrivals ^a	1,155,561	1,134,843	-1.8%	1,544,973	1,501,633	-2.8%
Sea Arrivals ^a	13,010	16,724	28.5%	14,514	26,755	84.3%
TOTAL VISITOR ARRIVALS	1,168,571	1,151,567	-1.5%	1,559,487	1,528,388	-2.0%

ORIGIN OF AIR ARRIVALS (Civilian & Armed Forces)	CYTD 2017 (Jan - Sep '17)	CYTD 2018 (Jan - Sep '18)	% from LY	FYTD 2017 (Oct '16 - Sep '17)	FYTD 2018 (Oct '17 - Sep '18)	% from LY
JAPAN	492,756	402,437	-18.3%	674,345	530,057	-21.4%
Kanto (Tokyo)	258,024	214,581	-16.8%	346,977	283,600	-18.3%
Chubu (Nagoya)	64,323	51,026	-20.7%	85,251	65,187	-23.5%
Kinki (Osaka)	86,517	70,099	-19.0%	124,454	90,979	-26.9%
Koshinetsu	10,341	6,325	-38.8%	15,242	9,266	-39.2%
Hokuriku	6,886	5,343	-22.4%	9,236	7,157	-22.5%
Tohoku	15,357	10,451	-31.9%	21,910	14,634	-33.2%
Kyushu	19,457	15,959	-18.0%	26,976	20,990	-22.2%
Chugoku	11,252	8,949	-20.5%	16,336	13,253	-18.9%
Hokkaido	10,398	6,273	-39.7%	14,051	8,736	-37.8%
Shikoku	5,448	4,364	-19.9%	7,723	5,621	-27.2%
Okinawa/Miya	3,139	3,463	10.3%	4,041	4,359	7.9%
Other	1,614	5,604	247.2%	2,148	6,275	192.1%
KOREA	497,432	564,919	13.6%	649,434	752,715	15.9%
Seoul	176,162	194,903	10.6%	228,229	263,028	15.2%
Incheon/Gyeonggi	131,106	136,130	3.8%	172,292	187,537	8.8%
*Chungbuk	8,801	-	-	11,399	2,319	-79.7%
Chungnam/Daejeon	18,469	13,564	-26.6%	24,524	19,874	-19.0%
*Gangwon	6,227	-	-	8,173	1,465	-82.1%
Jeonbuk/Gwanju	8,380	9,371	11.8%	10,890	12,401	13.9%
Gyeongbuk/Daegu	22,892	23,538	2.8%	30,566	31,468	3.0%
Busan	-	61,263	-	-	69,613	-
*Jeonnam	13,797	-	-	17,805	3,114	-82.5%
*Gyeongnam	87,663	-	-	114,956	19,885	-82.7%
*Ulsan	-	11,305	-	-	12,628	-
Other	23,935	114,845	379.8%	30,600	129,383	322.8%
TAIWAN	26,547	21,592	-18.7%	36,268	27,550	-24.0%
Taipei	14,720	11,931	-18.9%	20,088	15,247	-24.1%
Kaohsiung	1,842	1,286	-30.2%	2,708	1,647	-39.2%
Taichung	4,823	2,841	-41.1%	6,357	3,855	-39.4%
Taoyuan, Miaoli, Hsinehu	3,241	2,047	-36.8%	4,542	2,707	-40.4%
*Hsinchu	-	1,438	-	-	1,561	-
Other	1,921	2,049	6.7%	2,573	2,533	-1.6%
CHINA	17,852	12,925	-27.6%	23,239	17,027	-26.7%
Beijing	3,033	1,963	-35.3%	3,971	2,535	-36.2%
Shanghai	5,759	4,322	-25.0%	7,481	5,910	-21.0%
Guangzhou	1,666	934	-43.9%	2,218	1,244	-43.9%
Other	7,394	5,706	-22.8%	9,569	7,338	-23.3%
*US/HAWAII	58,385	70,646	21.0%	76,291	89,338	17.1%
CNMI	14,230	15,569	9.4%	18,492	20,664	11.7%
PALAU	2,867	3,006	4.8%	4,005	4,304	7.5%
FSM	8,131	11,317	39.2%	10,958	14,727	34.4%
RMI	969	1,258	29.8%	1,274	1,564	22.8%
PHILIPPINES	12,795	12,688	-0.8%	19,817	19,025	-4.0%
AUSTRALIA	1,801	1,824	1.3%	2,227	2,278	2.3%
*CANADA	735	-	-	991	124	-87.5%
EUROPE	1,456	1,570	7.8%	2,029	2,178	7.3%
HONG KONG	12,641	4,546	-64.0%	16,140	6,650	-58.8%
*THAILAND	342	-	-	445	69	-84.5%
*VIETNAM	98	-	-	128	9	-93.0%
RUSSIA	2,204	2,861	29.8%	3,151	4,013	27.4%
*SINGAPORE	-	695	-	-	795	-
*INDIA	-	178	-	-	186	-
*MALAYSIA	-	227	-	-	247	-
OTHER/UNKNOWN	4,320	6,585	52.4%	5,739	8,113	41.4%

VISITOR INDUSTRY STATISTICS

	CYTD 2017	CYTD 2018	% from LY	FYTD 2017	FYTD 2018	% from LY
Hotel Occupancy Taxes ^c	\$33,911,350.55	\$33,817,376.78	-0.3%	\$44,011,958.03	\$42,818,515.49	-2.7%
Weighted Hotel Occupancy Rate ^d	85.4%	86.7%	1.5%	85.4%	85.1%	-0.4%
Weighted Hotel Room Rate ^d	\$205.89	\$206.87	0.5%	\$203.34	\$206.13	1.4%

Note: CYTD is Calendar Year-to-Date and FYTD is Fiscal Year-to-Date. 2017/8 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.



	July			August			September			Total CYTD		
	Jul-17	Jul-18	% from LY	Aug-17	Aug-18	% from LY	Sep-17	Sep-18	% from LY	2017	2018	% from LY
JAPAN	51,811	40,163	-22.5%	68,351	61,307	-10.3%	43,870	38,900	-11.3%	492,756	402,437	-18.3%
Kanto (Tokyo)	29,783	23,556	-20.9%	37,988	33,812	-11.0%	25,811	26,415	2.3%	258,024	214,581	-16.8%
Chubu (Nagoya)	5,785	3,975	-31.3%	10,063	9,058	-10.0%	4,638	3,069	-33.8%	64,323	51,026	-20.7%
Kinki (Osaka)	8,948	7,287	-18.6%	11,560	11,533	-0.2%	6,654	3,481	-47.7%	86,517	70,099	-19.0%
Koshinetsu	835	451	-46.0%	1,050	687	-34.6%	743	570	-23.3%	10,341	6,325	-38.8%
Hokuriku	512	380	-25.8%	633	529	-16.4%	532	413	-22.4%	6,886	5,343	-22.4%
Tohoku	1,423	935	-34.3%	1,472	834	-43.3%	1,204	880	-26.9%	15,357	10,451	-31.9%
Kyushu	1,798	1,346	-25.1%	2,311	2,310	0.0%	1,837	1,483	-19.3%	19,457	15,959	-18.0%
Chugoku	916	890	-2.8%	1,421	1,097	-22.8%	815	696	-14.6%	11,252	8,949	-20.5%
Hokkaido	615	409	-33.5%	683	257	-62.4%	814	410	-49.6%	10,398	6,273	-39.7%
Shikoku	680	494	-27.4%	724	643	-11.2%	380	260	-31.6%	5,448	4,364	-19.9%
Okinawa/Miya	381	282	-26.0%	248	298	20.2%	281	724	157.7%	3,139	3,463	10.3%
Other	135	158	17.0%	198	249	25.8%	161	499	209.9%	1,614	5,604	247.2%
KOREA	61,097	70,622	15.6%	58,411	64,432	10.3%	58,880	57,768	-1.9%	497,432	564,919	13.6%
Seoul	22,421	28,110	25.4%	21,919	26,238	19.7%	21,718	24,922	14.8%	176,162	194,903	10.6%
Incheon/Gyeonggi	15,446	16,625	7.6%	14,844	14,378	-3.1%	16,781	15,177	-9.6%	131,106	136,130	3.8%
*Chungbuk	988	-	-	864	-	-	998	-	-	8,801	-	-
Chungnam/Daejeon	2,026	1,914	-5.5%	1,900	1,760	-7.4%	2,150	1,277	-40.6%	18,469	13,564	-26.6%
*Gangwon	574	-	-	627	-	-	668	-	-	6,227	-	-
Jeonbuk/Gwanju	1,055	1,147	8.7%	949	1,241	30.8%	771	777	0.8%	8,380	9,371	11.8%
Gyeonbuk/Daegu	2,952	3,445	16.7%	2,347	2,853	21.6%	2,251	2,008	-10.8%	22,892	23,538	2.8%
*Busan	-	7,803	-	-	8,215	-	-	5,934	-	-	61,263	-
*Jeonnam	1,617	-	-	1,627	-	-	1,427	-	-	13,797	-	-
*Gyeongnam	10,634	-	-	10,461	-	-	9,630	-	-	87,663	-	-
*Ulsan	-	1,354	-	-	984	-	-	1,016	-	-	11,305	-
Other	3,384	10,224	202.1%	2,873	8,763	205.0%	2,486	6,657	167.8%	23,935	114,845	379.8%
TAIWAN	2,443	2,976	21.8%	2,300	2,476	7.7%	2,345	2,032	-13.3%	26,547	21,592	-18.7%
Taipei	1,291	1,531	18.6%	1,265	1,374	8.6%	1,409	1,238	-12.1%	14,720	11,931	-18.9%
Kaohsiung	166	147	-11.4%	172	128	-25.6%	204	126	-38.2%	1,842	1,286	-30.2%
Taichung	434	465	7.1%	412	249	-39.6%	406	277	-31.8%	4,823	2,841	-41.1%
Taoyuan, Miaoli, Hsinehu	336	295	-12.2%	276	298	8.0%	189	135	-28.6%	3,241	2,047	-36.8%
*Hsinchu	-	332	-	-	237	-	-	140	-	-	1,438	-
Other	216	206	-4.6%	175	190	8.6%	137	116	-15.3%	1,921	2,049	6.7%
CHINA	2,015	1,359	-32.6%	1,776	1,306	-26.5%	1,294	899	-30.5%	17,852	12,925	-27.6%
Beijing	225	216	-4.0%	240	263	9.6%	222	173	-22.1%	3,033	1,963	-35.3%
Shanghai	764	389	-49.1%	627	410	-34.6%	359	311	-13.4%	5,759	4,322	-25.0%
Guangzhou	119	121	1.7%	187	120	-35.8%	179	57	-68.2%	1,666	934	-43.9%
Other	907	633	-30.2%	722	513	-28.9%	534	358	-33.0%	7,394	5,706	-22.8%
*US/HAWAII	7,761	8,785	13.2%	5,930	7,859	32.5%	5,151	8,480	64.6%	58,385	70,646	21.0%
CNMI	2,214	2,508	13.3%	1,687	1,943	15.2%	1,405	1,295	-7.8%	14,230	15,569	9.4%
PALAU	480	378	-21.3%	369	376	1.9%	308	234	-24.0%	2,867	3,006	4.8%
FSM	1,124	1,593	41.7%	955	1,331	39.4%	918	956	4.1%	8,131	11,317	39.2%
RMI	138	179	29.7%	114	227	99.1%	103	90	-12.6%	969	1,258	29.8%
PHILIPPINES	1,192	1,262	5.9%	1,312	1,489	13.5%	1,404	1,138	-18.9%	12,795	12,688	-0.8%
AUSTRALIA	234	102	-56.4%	106	170	60.4%	89	130	46.1%	1,801	1,824	1.3%
*CANADA	78	-	-	58	-	-	49	-	-	735	-	-
EUROPE	182	152	-16.5%	106	183	72.6%	108	122	13.0%	1,456	1,570	7.8%
HONG KONG	822	559	-32.0%	735	585	-20.4%	366	433	18.3%	12,641	4,546	-64.0%
*THAILAND	38	-	-	26	-	-	18	-	-	342	-	-
*VIETNAM	15	-	-	15	-	-	7	-	-	98	-	-
RUSSIA	248	231	-6.9%	117	124	6.0%	124	124	0.0%	2,204	2,861	29.8%
*SINGAPORE	-	73	-	-	84	-	-	60	-	-	695	-
*INDIA	-	47	-	-	26	-	-	10	-	-	178	-
*MALAYSIA	-	20	-	-	20	-	-	27	-	-	227	-
OTHER/UNKNOWN	549	206	-62.5%	537	350	-34.8%	363	232	-36.1%	4,320	6,585	52.4%
SEA ARRIVALS (CIV & MIL)	511	379	-25.8%	1,076	1,529	42.1%	345	3,585	939.1%	13,010	16,724	28.5%
TOTAL	132,952	131,594	-1.0%	143,981	145,817	1.3%	117,147	116,515	-0.5%	1,168,571	1,151,567	-1.5%

*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.