52% of January arrivals traveled to Guam for military or government business.

**MARKET SNAPSHOT**

<table>
<thead>
<tr>
<th>Market</th>
<th>2020</th>
<th>2021</th>
<th>% to LY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Japan</td>
<td>61,088</td>
<td>708</td>
<td>-98.8%</td>
</tr>
<tr>
<td>Korea</td>
<td>78,609</td>
<td>104</td>
<td>-99.9%</td>
</tr>
<tr>
<td>Taiwan</td>
<td>2,544</td>
<td>9</td>
<td>-99.6%</td>
</tr>
<tr>
<td>China</td>
<td>1,818</td>
<td>11</td>
<td>-99.4%</td>
</tr>
<tr>
<td>US/Hawaii</td>
<td>7,267</td>
<td>2,975</td>
<td>-59.1%</td>
</tr>
<tr>
<td>Philippines</td>
<td>915</td>
<td>189</td>
<td>-79.3%</td>
</tr>
</tbody>
</table>

**MARKET MIX**

- USA 66%
- Japan 16%
- Korea 2%
- Philippines 4%
- Other 12%

Source: Preliminary Visitor Arrival Statistics are compiled from the Guam Customs and Quarantine – Mandatory Customs Declaration forms and processed by the Guam Visitors Bureau

Want to learn more or get more details? Please visit us at www.guamvisitorsbureau.com
# Preliminary Visitor Arrival Summary

**January 2021**

## Civilian Air Arrivals

<table>
<thead>
<tr>
<th></th>
<th>Jan-20</th>
<th>Jan-21</th>
<th>% from LY</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>156,138</td>
<td>2,439</td>
<td>-98.4%</td>
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</table>

## Civilian Sea Arrivals

<p>| | | | |</p>
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<th></th>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>64</td>
<td>6</td>
<td>-90.6%</td>
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</tbody>
</table>

## Armed Forces Air Arrivals

<p>| | | | |</p>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,277</td>
<td>2,081</td>
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## Armed Forces Sea Arrivals

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</thead>
<tbody>
<tr>
<td></td>
<td>0</td>
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## TOTAL VISITOR ARRIVALS

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<th>-----------</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>157,479</td>
<td>4,526</td>
<td>-97.1%</td>
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</table>

## ORIGIN OF AIR ARRIVALS (Civilian & Armed Forces)

### Japan

<table>
<thead>
<tr>
<th>Location</th>
<th>Jan-20</th>
<th>Jan-21</th>
<th>% from LY</th>
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<tbody>
<tr>
<td>Kanto (Tokyo)</td>
<td>30,736</td>
<td>126</td>
<td>-99.6%</td>
</tr>
<tr>
<td>Chubu (Nagoya)</td>
<td>6,849</td>
<td>16</td>
<td>-99.8%</td>
</tr>
<tr>
<td>Kinki (Osaka)</td>
<td>11,577</td>
<td>4</td>
<td>-100.0%</td>
</tr>
<tr>
<td>Koshinetsu</td>
<td>1,247</td>
<td>1</td>
<td>-99.9%</td>
</tr>
<tr>
<td>Hokuriku</td>
<td>743</td>
<td>6</td>
<td>-99.2%</td>
</tr>
<tr>
<td>Tohoku</td>
<td>1,462</td>
<td>74</td>
<td>-94.9%</td>
</tr>
<tr>
<td>Kyushu</td>
<td>4,023</td>
<td>89</td>
<td>-97.8%</td>
</tr>
<tr>
<td>Chugoku</td>
<td>1,401</td>
<td>50</td>
<td>-96.4%</td>
</tr>
<tr>
<td>Hokkaido</td>
<td>1,790</td>
<td>85</td>
<td>-95.3%</td>
</tr>
<tr>
<td>Shikoku</td>
<td>567</td>
<td>3</td>
<td>-99.5%</td>
</tr>
<tr>
<td>Okinawa/Miya</td>
<td>489</td>
<td>101</td>
<td>-79.3%</td>
</tr>
<tr>
<td>Other</td>
<td>204</td>
<td>153</td>
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### Korea

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<td>30,131</td>
<td>36</td>
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<tr>
<td>Incheon/Gyeonggi</td>
<td>17,514</td>
<td>39</td>
<td>-99.8%</td>
</tr>
<tr>
<td>Chungnam/Daejeon</td>
<td>2,183</td>
<td>39</td>
<td>-99.9%</td>
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<tr>
<td>Jeonbuk/Gwanju</td>
<td>3,856</td>
<td>2</td>
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</tr>
<tr>
<td>Gyeonbuk/Daegu</td>
<td>3,949</td>
<td>1</td>
<td>-100.0%</td>
</tr>
<tr>
<td>Busan</td>
<td>8,487</td>
<td>3</td>
<td>-100.0%</td>
</tr>
<tr>
<td>Ulsan</td>
<td>1,432</td>
<td>1</td>
<td>-99.9%</td>
</tr>
<tr>
<td>Other</td>
<td>11,057</td>
<td>20</td>
<td>-99.8%</td>
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### Taiwan

<table>
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<th>% from LY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Taipei</td>
<td>1,600</td>
<td>8</td>
<td>-99.5%</td>
</tr>
<tr>
<td>Kaohsiung</td>
<td>106</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Taichung</td>
<td>299</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Taoyuan, Miaoli, Hsinchu</td>
<td>251</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Hsinchu</td>
<td>128</td>
<td>1</td>
<td>-99.2%</td>
</tr>
<tr>
<td>Other</td>
<td>160</td>
<td>-</td>
<td>-</td>
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### China

<table>
<thead>
<tr>
<th>Location</th>
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<th>Jan-21</th>
<th>% from LY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beijing</td>
<td>466</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Shanghai</td>
<td>700</td>
<td>10</td>
<td>-98.6%</td>
</tr>
<tr>
<td>Guangzhou</td>
<td>85</td>
<td>1</td>
<td>-98.8%</td>
</tr>
<tr>
<td>Other</td>
<td>567</td>
<td>-</td>
<td>-</td>
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### US/Hawaii

<table>
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<tr>
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<th>% from LY</th>
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</thead>
<tbody>
<tr>
<td>CNMI</td>
<td>1,587</td>
<td>181</td>
<td>-88.6%</td>
</tr>
<tr>
<td>PALAU</td>
<td>264</td>
<td>3</td>
<td>-98.9%</td>
</tr>
<tr>
<td>FSM</td>
<td>1,155</td>
<td>117</td>
<td>-89.9%</td>
</tr>
<tr>
<td>RMI</td>
<td>120</td>
<td>2</td>
<td>-98.3%</td>
</tr>
<tr>
<td>Philippines</td>
<td>915</td>
<td>159</td>
<td>-79.3%</td>
</tr>
<tr>
<td>Australia</td>
<td>186</td>
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</tr>
<tr>
<td>Europe</td>
<td>231</td>
<td>12</td>
<td>-94.8%</td>
</tr>
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<td>-99.7%</td>
</tr>
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<td>Russia</td>
<td>336</td>
<td>3</td>
<td>-99.1%</td>
</tr>
<tr>
<td>Singapore</td>
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</tr>
<tr>
<td>India</td>
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<td>33</td>
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</tr>
<tr>
<td>Malaysia</td>
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</tr>
<tr>
<td>Other/Unknown</td>
<td>894</td>
<td>53</td>
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</table>

## Quarterly Visitor Industry Statistics (October - December 2019 vs October - December 2020)

### Hotel Occupancy Taxes

<table>
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<tr>
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<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$9,750,662.26</td>
<td>$2,445,515.65</td>
<td>-74.9%</td>
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</tbody>
</table>

### Weighted Hotel Occupancy Rate

<table>
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<th>Jan-20</th>
<th>Jan-21</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>89.9%</td>
<td>38.7%</td>
<td>-57.0%</td>
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</table>

### Weighted Hotel Room Rate

<table>
<thead>
<tr>
<th></th>
<th>Jan-20</th>
<th>Jan-21</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$208.65</td>
<td>$154.08</td>
<td>-26.2%</td>
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Guam Visitors Bureau  
PRELIMINARY January 2021 Visitor Arrival Summary  
Calendar Year-to-Date 2020/21 • Fiscal Year-to-Date 2020/21

<table>
<thead>
<tr>
<th>ORIGIN OF AIR ARRIVALS (Civilian &amp; Armed Forces)</th>
<th>CYTD 2020 (Jan 2020)</th>
<th>CYTD 2021 (Jan 2021)</th>
<th>% from LY</th>
<th>FYTD 2020 (Oct '20 - Jan '21)</th>
<th>FYTD 2021 (Oct '20 - Jan '21)</th>
<th>% from LY</th>
</tr>
</thead>
<tbody>
<tr>
<td>JAPAN</td>
<td>61,088</td>
<td>708</td>
<td>-98.8%</td>
<td>241,889</td>
<td>1,175</td>
<td>-99.5%</td>
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<td>Kanto (Tokyo)</td>
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<td>119,462</td>
<td>357</td>
<td>-99.7%</td>
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<tr>
<td>Chubu (Nagoya)</td>
<td>6,849</td>
<td>16</td>
<td>-98.6%</td>
<td>29,741</td>
<td>44</td>
<td>-99.8%</td>
</tr>
<tr>
<td>Kinki (Osaka)</td>
<td>11,577</td>
<td>4</td>
<td>-100.0%</td>
<td>51,914</td>
<td>17</td>
<td>-100.0%</td>
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<tr>
<td>Koshinetsu</td>
<td>1,247</td>
<td>1</td>
<td>-99.9%</td>
<td>4,484</td>
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<td>-99.9%</td>
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<td>Hokuriku</td>
<td>743</td>
<td>6</td>
<td>-99.2%</td>
<td>3,044</td>
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<td>-99.8%</td>
</tr>
<tr>
<td>Tohoku</td>
<td>1,462</td>
<td>74</td>
<td>-94.9%</td>
<td>5,731</td>
<td>78</td>
<td>-98.6%</td>
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<tr>
<td>Kyushu</td>
<td>4,023</td>
<td>89</td>
<td>-97.8%</td>
<td>12,098</td>
<td>94</td>
<td>-99.2%</td>
</tr>
<tr>
<td>Chugoku</td>
<td>1,401</td>
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<td>-96.4%</td>
<td>6,033</td>
<td>60</td>
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<td>-95.3%</td>
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<td>85</td>
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<td>-99.5%</td>
<td>5,003</td>
<td>4</td>
<td>-99.9%</td>
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<td>Okinawa/Miyako</td>
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<td>101</td>
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<td>212</td>
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<tr>
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<td>216</td>
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<tr>
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<td>279,574</td>
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<td>Seoul</td>
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<td>115,595</td>
<td>112</td>
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<td>Incheon/Gyeonggi</td>
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<td>Chungnam/Daejeon</td>
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<td>7,288</td>
<td>8</td>
<td>-99.9%</td>
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<tr>
<td>Jeonbuk/Gwanju</td>
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<td>7,559</td>
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<td>Ulsan</td>
<td>1,432</td>
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<td>Other</td>
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<td>Taipei</td>
<td>1,600</td>
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<td>-99.5%</td>
<td>5,195</td>
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<td>Kaohsiung</td>
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<td>-</td>
<td>633</td>
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<td>Taichung</td>
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<td>-</td>
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<tr>
<td>Taoyuan, Miaoli, Hsinchu</td>
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<td>816</td>
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<tr>
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</tr>
<tr>
<td>Other</td>
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<td>-</td>
<td>1,409</td>
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<tr>
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<td>CNMI</td>
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<td>7,007</td>
<td>508</td>
<td>-82.7%</td>
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<td>PALAU</td>
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<tr>
<td>FSM</td>
<td>1,155</td>
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<td>4,991</td>
<td>403</td>
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<td>-98.5%</td>
<td>528</td>
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<tr>
<td>PHILIPPINES</td>
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<td>7,159</td>
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<td>-92.3%</td>
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</tr>
<tr>
<td>RULANDU</td>
<td>37</td>
<td>3</td>
<td>-98.6%</td>
<td>860</td>
<td>14</td>
<td>-98.5%</td>
</tr>
<tr>
<td>SINGAPORE</td>
<td>68</td>
<td>1</td>
<td>-98.5%</td>
<td>390</td>
<td>5</td>
<td>-98.7%</td>
</tr>
<tr>
<td>INDIA</td>
<td>12</td>
<td>3</td>
<td>175.0%</td>
<td>71</td>
<td>53</td>
<td>-25.4%</td>
</tr>
<tr>
<td>MALAYSIA</td>
<td>30</td>
<td>2</td>
<td>-93.3%</td>
<td>119</td>
<td>3</td>
<td>-97.5%</td>
</tr>
<tr>
<td>OTHER/UNKNOWN</td>
<td>894</td>
<td>53</td>
<td>-94.1%</td>
<td>2,913</td>
<td>158</td>
<td>-95.3%</td>
</tr>
</tbody>
</table>

**VISITOR INDUSTRY STATISTICS**

<table>
<thead>
<tr>
<th>CYTD 2020 (Jan 2020)</th>
<th>CYTD 2021 (Jan 2021)</th>
<th>% from LY</th>
<th>FYTD 2020 (Oct '20 - Jan '21)</th>
<th>FYTD 2021 (Oct '20 - Jan '21)</th>
<th>% from LY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotel Occupancy Taxes$</td>
<td>$44,904,624.27</td>
<td>$21,049,784.43</td>
<td>-53.1%</td>
<td>$9,750,662.26</td>
<td>$2,445,515.65</td>
</tr>
<tr>
<td>Weighted Hotel Occupancy Rate$</td>
<td>89.5%</td>
<td>43.6%</td>
<td>-51.5%</td>
<td>89.9%</td>
<td>38.7%</td>
</tr>
<tr>
<td>Weighted Hotel Room Rate$</td>
<td>$215.07</td>
<td>$175.08</td>
<td>-17.8%</td>
<td>$208.65</td>
<td>$154.08</td>
</tr>
</tbody>
</table>

Note: CYTD is Calendar Year-to-Date and FYTD is Fiscal Year-to-Date. 2020/2021 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: Guam Visitors Bureau. Customs Declaration Forms, Customs & Quarantine Agency. Processed by the Guam Visitors Bureau. Sources: Is/Japan Guam Travel Association, hotel Occupancy Tax collections are unaudited, Department of Administration, STR Global (Hotel Occupancy and ADR Report).