

February 2018 Arrivals Summary

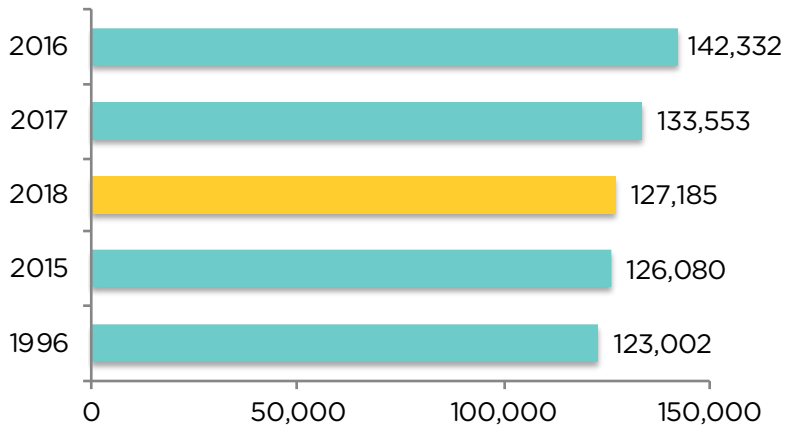
Monthly Arrivals

FEB Arrivals	127,185	-4.8%	↓
CYTD Arrivals	262,124	-2.8%	↓
FYTD Arrivals	638,945	5.3%	↑

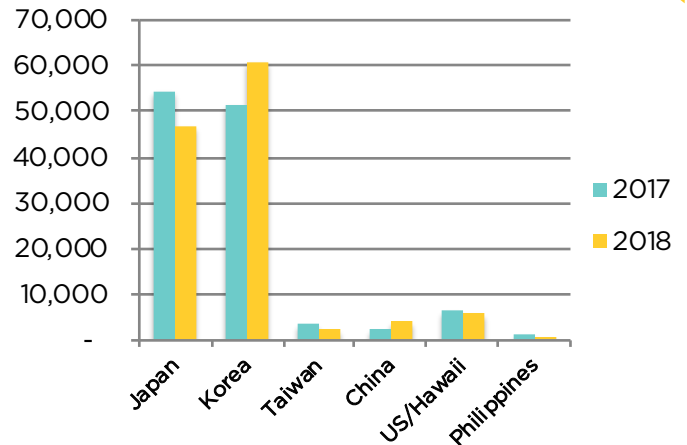
DID YOU KNOW?

In the 1st Quarter of FY2018, Chinese visitors spent around **\$727** on gifts and other shopping goods!

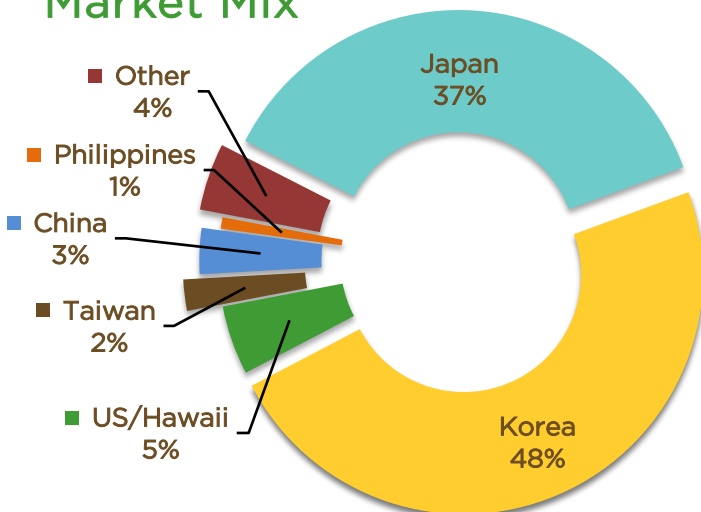
Top 5 February Arrivals



Arrivals vs. LY



Market Mix



Major Markets

Market	2017	2018	% to LY
Japan	54,354	46,937	-13.6%
Korea	51,184	60,939	19.2%
US/Hawaii	6,747	5,942	-11.9%
Taiwan	3,610	2,684	-25.7%
China	2,393	3,944	65.5%
Philippines	1,288	972	-24.5%

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



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www.guamvisitorsbureau.com

Visitor Arrival Summary
February 2018



	Feb-17	Feb-18	% from LY
Civilian Air Arrivals ^a	121,952	124,260	1.9%
Civilian Sea Arrivals ^a	2,122	58	-97.3%
Armed Forces Air Arrivals ^a	3,054	2,785	-8.8%
Armed Forces Sea Arrivals ^a	6,425	82	-98.7%
TOTAL VISITOR ARRIVALS	133,553	127,185	-4.8%

ORIGIN OF AIR ARRIVALS (Civilian & Armed Forces)	Feb-17	Feb-18	% from LY
JAPAN	54,354	46,937	-13.6%
Kanto (Tokyo)	26,813	22,852	-14.8%
Chubu (Nagoya)	6,691	6,042	-9.7%
Kinki (Osaka)	9,619	7,732	-19.6%
Koshinetsu	1,331	980	-26.4%
Hokuriku	1,016	805	-20.8%
Tohoku	2,217	1,646	-25.8%
Kyushu	2,589	1,873	-27.7%
Chugoku	1,377	1,102	-20.0%
Hokkaido	1,220	793	-35.0%
Shikoku	581	474	-18.4%
Okinawa/Miya	692	603	-12.9%
Other	208	2,035	878.4%
KOREA	51,184	60,939	19.1%
Seoul	17,008	17,610	3.5%
Incheon/ Gyeonggi	13,199	14,099	6.8%
*Chungbuk	988	-	-
Chungnam/ Daejeon	2,346	1,425	-39.3%
*Gangwon	887	-	-
Jeonbuk/Gwanju	962	891	-7.4%
Gyeongbuk/ Daegu	2,813	2,068	-26.5%
*Busan	-	5,643	-
*Jeonnam	1,556	-	-
*Gyeongnam	8,836	-	-
*Ulsan	-	1,030	-
Other	2,589	18,173	601.9%
TAIWAN	3,610	2,684	-25.7%
Taipei	2,003	1,412	-29.5%
Kaohsiung	300	148	-50.7%
Taichung	669	342	-48.9%
Taoyuan, Miaoli, Hsinehu	393	229	-41.7%
*Hsinchu	-	98	-
Other	245	455	85.7%
CHINA	2,393	3,944	64.8%
Beijing	573	707	23.4%
Shanghai	699	1,099	57.2%
Guangzhou	213	220	3.3%
Other	908	1,918	111.2%
*US/HAWAII	6,747	5,942	-11.9%
CNMI	1,105	1,228	11.1%
PALAU	221	303	37.1%
FSM	685	845	23.4%
RMI	74	73	-1.4%
PHILIPPINES	1,288	972	-24.5%
AUSTRALIA	548	504	-8.0%
*CANADA	81	-	-
EUROPE	224	182	-18.8%
HONG KONG	1,789	391	-78.1%
*THAILAND	64	-	-
*VIETNAM	16	-	-
RUSSIA	233	250	7.3%
*SINGAPORE	-	71	-
*INDIA	-	11	-
*MALAYSIA	-	20	-
OTHER/UNKNOWN	390	1,749	348.5%

VISITOR INDUSTRY STATISTICS

	Feb-17	Feb-18	% from LY
Hotel Occupancy Taxes^c	\$4,135,226.26	\$4,393,188.68	6.2%
Weighted Hotel Occupancy Rate^d	91.3%	92.8%	1.6%
Weighted Hotel Room Rate^d	\$218.63	\$225.02	2.9%

^aNote: Due to the implementation of the New Customs Declaration forms in December 2017, countries have been added and omitted based on visitor market trends.

Guam Visitors Bureau
February 2018 Visitor Arrival Summary
Calendar Year-to-Date 2017/18 • Fiscal Year-to-Date 2017/18



	CYTD 2017 (Jan-Feb '17)	CYTD 2018 (Jan-Feb '18)	% from LY	FYTD 2017 (Oct'16 - Feb '17)	FYTD 2018 (Oct'17 - Feb '18)	% from LY
Air Arrivals ^a	260,374	257,020	-1.3%	596,012	623,810	4.7%
Sea Arrivals ^a	9,242	5,104	-44.8%	10,746	15,135	40.8%
TOTAL VISITOR ARRIVALS	269,616	262,124	-2.8%	606,758	638,945	5.3%
ORIGIN OF AIR ARRIVALS (Civilian & Armed Forces)	CYTD 2017 (Jan-Feb '17)	CYTD 2018 (Jan-Feb '18)	% from LY	FYTD 2017 (Oct'16 - Feb '17)	FYTD 2018 (Oct'17 - Feb '18)	% from LY
JAPAN	111,395	88,372	-20.7%	292,982	215,992	-26.3%
Kanto (Tokyo)	55,279	44,037	-20.3%	144,246	113,056	-21.6%
Chubu (Nagoya)	13,288	11,026	-17.0%	34,216	25,187	-26.4%
Kinki (Osaka)	20,509	15,474	-24.6%	58,446	36,354	-37.8%
Koshinetsu	2,900	1,654	-43.0%	7,801	4,595	-41.1%
Hokuriku	1,747	1,291	-26.1%	4,097	3,105	-24.2%
Tohoku	4,159	2,761	-33.6%	10,714	6,944	-35.2%
Kyushu	4,627	3,241	-30.0%	12,146	8,272	-31.9%
Chugoku	2,810	1,999	-28.9%	7,894	6,303	-20.2%
Hokkaido	3,405	2,160	-36.6%	7,058	4,623	-34.5%
Shikoku	1,243	810	-34.8%	3,518	2,067	-41.2%
Okinawa/Miya	1,040	869	-16.4%	1,935	1,765	-8.8%
Other	388	3,050	686.1%	911	3,721	308.5%
KOREA	107,524	130,188	21.1%	205,897	317,984	54.4%
Seoul	35,926	38,542	7.3%	87,991	106,667	21.2%
Incheon/ Gyeonggi	27,190	29,900	10.0%	14,749	81,307	451.3%
*Chungbuk	2,171	-	-	4,769	2,319	-51.4%
Chungnam/ Daejeon	4,597	3,148	-31.5%	10,652	9,458	-11.2%
*Gangwon	1,913	-	-	3,859	1,465	-62.0%
Jeonbuk/Gwanju	1,964	2,530	28.8%	4,474	5,560	24.3%
Gyeonbuk/ Daegu	5,987	5,353	-10.6%	13,661	13,283	-2.8%
Busan	-	12,772	-	-	21,122	-
*Jeonnam	3,328	-	-	7,336	3,114	-57.6%
*Gyeongnam	18,676	-	-	45,970	19,885	-56.7%
*Ulsan	-	2,423	-	-	3,746	-
Other	5,772	35,520	515.4%	12,436	50,058	302.5%
TAIWAN	7,458	4,947	-33.7%	17,181	10,905	-36.5%
Taipei	4,320	2,701	-37.5%	9,688	6,017	-37.9%
Kaohsiung	538	337	-37.4%	1,406	698	-50.4%
Taichung	1,306	547	-58.1%	2,840	1,561	-45.0%
Taoyuan, Miaoli, Hsinehu	768	395	-48.6%	2,069	1,055	-49.0%
*Hsinchu	-	212	-	-	335	-
Other	526	755	43.5%	1,178	1,239	5.2%
CHINA	6,497	5,138	-20.9%	11,823	9,240	-21.8%
Beijing	1,480	812	-45.1%	2,427	1,384	-43.0%
Shanghai	1,968	1,619	-17.7%	3,674	3,207	-12.7%
Guangzhou	600	299	-50.2%	1,105	609	-44.9%
Other	2,449	2,408	-1.7%	4,617	4,040	-12.5%
*US/HAWAII	13,747	15,303	11.3%	31,658	33,995	7.4%
CNMI	2,468	2,593	5.1%	6,732	7,688	14.2%
PALAU	439	509	15.9%	1,577	1,807	14.6%
FSM	1,428	1,777	24.4%	4,255	5,187	21.9%
RMI	136	180	32.4%	441	486	10.2%
PHILIPPINES	2,520	1,931	-23.4%	9,542	8,268	-13.4%
AUSTRALIA	689	636	-7.7%	1,115	1,090	-2.2%
*CANADA	187	-	-	443	124	-
EUROPE	436	375	-14.0%	1,006	983	-2.3%
HONG KONG	3,822	815	-78.7%	7,234	2,919	-59.6%
*THAILAND	93	-	-	196	69	-
*VIETNAM	38	-	-	68	9	-
RUSSIA	649	920	41.8%	1,596	2,072	29.8%
*SINGAPORE	-	139	-	-	239	-
*INDIA	-	28	-	-	36	-
*MALAYSIA	-	24	-	-	44	-
OTHER/UNKNOWN	848	3,145	270.9%	2,266	4,673	106.2%

VISITOR INDUSTRY STATISTICS

Hotel Occupancy Taxes^c	\$8,600,760.32	\$8,313,460.37	-3.3%	\$18,701,367.80	\$17,314,599.08	-7.4%
Weighted Hotel Occupancy Rate^d	89.3%	90.2%	1.0%	87.0%	84.3%	-3.1%
Weighted Hotel Room Rate^d	\$225.12	\$225.56	0.2%	\$207.46	\$212.58	-2.3%

Note: CYTD is Calendar Year-to-Date and FYTD is Fiscal Year-to-Date. 2012/3 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 and omitted based on visitor market trends.



	January			February			Total CYTD		
	Jan-17	Jan-18	% from LY	Feb-17	Feb-18	% from LY	2017	2018	% from LY
JAPAN	57,041	41,435	-27.4%	54,354	46,937	-13.6%	111,395	88,372	-20.7%
Kanto (Tokyo)	28,466	21,185	-25.6%	26,813	22,852	-14.8%	55,279	44,037	-20.3%
Chubu (Nagoya)	6,597	4,984	-24.5%	6,691	6,042	-9.7%	13,288	11,026	-17.0%
Kinki (Osaka)	10,890	7,742	-28.9%	9,619	7,732	-19.6%	20,509	15,474	-24.6%
Koshinetsu	1,569	674	-57.0%	1,331	980	-26.4%	2,900	1,654	-43.0%
Hokuriku	731	486	-33.5%	1,016	805	-20.8%	1,747	1,291	-26.1%
Tohoku	1,942	1,115	-42.6%	2,217	1,646	-25.8%	4,159	2,761	-33.6%
Kyushu	2,038	1,368	-32.9%	2,589	1,873	-27.7%	4,627	3,241	-30.0%
Chugoku	1,433	897	-37.4%	1,377	1,102	-20.0%	2,810	1,999	-28.9%
Hokkaido	2,185	1,367	-37.4%	1,220	793	-35.0%	3,405	2,160	-36.6%
Shikoku	662	336	-49.2%	581	474	-18.4%	1,243	810	-34.8%
Okinawa/Miya	348	266	-23.6%	692	603	-12.9%	1,040	869	-16.4%
Other	180	1,015	463.9%	208	2,035	878.4%	388	3,050	686.1%
KOREA	56,340	69,249	22.9%	51,184	60,939	19.1%	107,524	130,188	21.1%
Seoul	18,918	20,932	10.6%	17,008	17,610	3.5%	35,926	38,542	7.3%
Incheon/ Gyeonggi	13,991	15,801	12.9%	13,199	14,099	6.8%	27,190	29,900	10.0%
*Chungbuk	1,183	-	-	988	-	-	2,171	-	-
Chungnam/ Daejeon	2,251	1,723	-23.5%	2,346	1,425	-39.3%	4,597	3,148	-31.5%
*Gangwon	1,026	-	-	887	-	-	1,913	-	-
Jeonbuk/Gwanju	1,002	1,639	63.6%	962	891	-7.4%	1,964	2,530	28.8%
Gyeongbuk/ Daegu	3,174	3,285	3.5%	2,813	2,068	-26.5%	5,987	5,353	-10.6%
*Busan	-	7,129	-	-	5,643	-	-	12,772	-
*Jeonnam	1,772	-	-	1,556	-	-	3,328	-	-
*Gyeongnam	9,840	-	-	8,836	-	-	18,676	-	-
*Ulsan	-	1,393	-	-	1,030	-	-	2,423	-
Other	3,183	17,347	445.0%	2,589	18,173	601.9%	5,772	35,520	515.4%
TAIWAN	3,848	2,263	-41.2%	3,610	2,684	-25.7%	7,458	4,947	-33.7%
Taipei	2,317	1,289	-44.4%	2,003	1,412	-29.5%	4,320	2,701	-37.5%
Kaohsiung	238	189	-20.6%	300	148	-50.7%	538	337	-37.4%
Taichung	637	205	-67.8%	669	342	-48.9%	1,306	547	-58.1%
Taoyuan, Miaoli, Hsinchu	375	166	-55.7%	393	229	-41.7%	768	395	-48.6%
*Hsinchu	-	114	-	-	98	-	-	212	-
Other	281	300	6.8%	245	455	85.7%	526	755	43.5%
CHINA	4,104	1,194	-70.9%	2,393	3,944	64.8%	6,497	5,138	-20.9%
Beijing	907	105	-88.4%	573	707	23.4%	1,480	812	-45.1%
Shanghai	1,269	520	-59.0%	699	1,099	57.2%	1,968	1,619	-17.7%
Guangzhou	387	79	-79.6%	213	220	3.3%	600	299	-50.2%
Other	1,541	490	-68.2%	908	1,918	111.2%	2,449	2,408	-1.7%
*US/HAWAII	7,000	9,361	33.7%	6,747	5,942	-11.9%	13,747	15,303	11.3%
CNMI	1,363	1,365	0.1%	1,105	1,228	11.1%	2,468	2,593	5.1%
PALAU	218	206	-5.5%	221	303	37.1%	439	509	15.9%
FSM	743	932	25.4%	685	845	23.4%	1,428	1,777	24.4%
RMI	62	107	72.6%	74	73	-1.4%	136	180	32.4%
PHILIPPINES	1,232	959	-22.2%	1,288	972	-24.5%	2,520	1,931	-23.4%
AUSTRALIA	141	132	-6.4%	548	504	-8.0%	689	636	-7.7%
*CANADA	106	-	-	81	-	-	187	-	-
EUROPE	212	193	-9.0%	224	182	-18.8%	436	375	-14.0%
HONG KONG	2,033	424	-79.1%	1,789	391	-78.1%	3,822	815	-78.7%
*THAILAND	29	-	-	64	-	-	93	-	-
*VIETNAM	22	-	-	16	-	-	38	-	-
RUSSIA	416	670	61.1%	233	250	7.3%	649	920	41.8%
*SINGAPORE	-	68	-	-	71	-	-	139	-
*INDIA	-	17	-	-	11	-	-	28	-
*MALAYSIA	-	4	-	-	20	-	-	24	-
OTHER/UNKNOWN	458	1,396	204.8%	390	1,749	348.5%	848	3,145	270.9%
SEA ARRIVALS (CIV & MIL)	695	4,964	614.2%	8,547	140	-98.4%	9,242	5,104	-44.8%
TOTAL	136,063	134,939	-0.8%	133,553	127,185	-4.8%	269,616	262,124	-2.8%

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