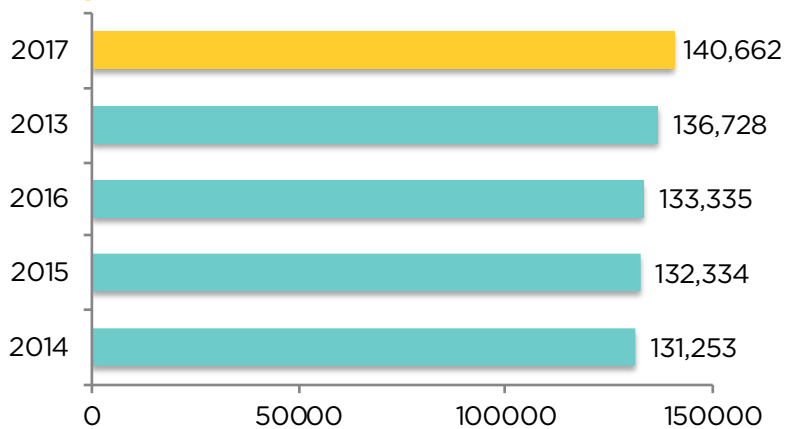


March 2017 Arrivals Summary

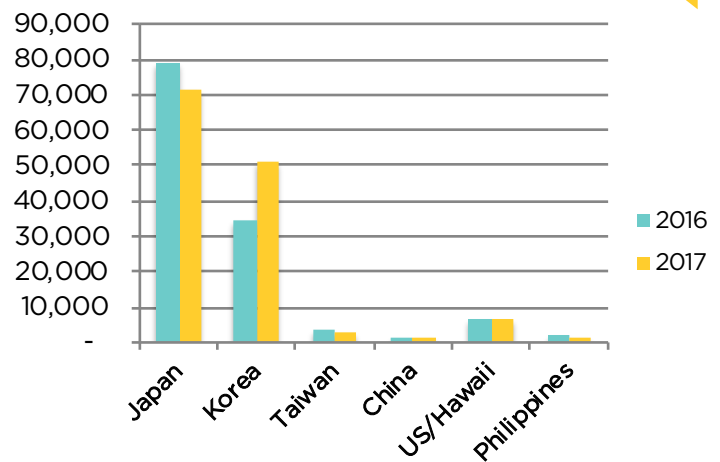
Monthly Arrivals

MAR Arrivals	140,662	+5.5%	↑
CYTD Arrivals	410,278	+1.3%	↑
FYTD Arrivals	801,194	+3.5%	↑

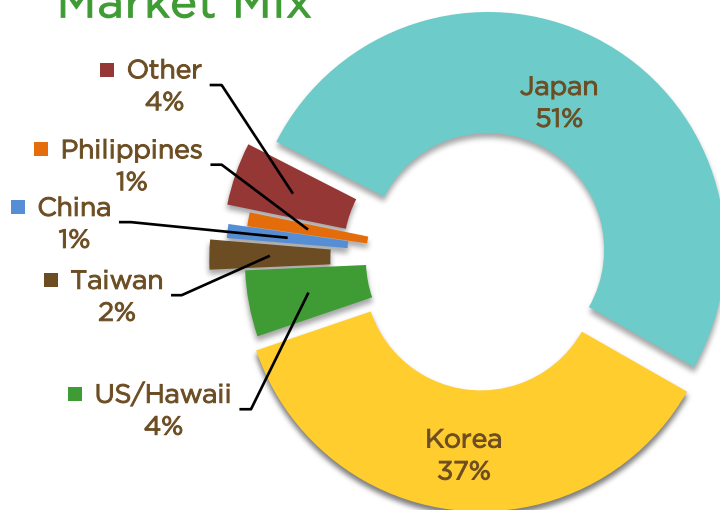
Top 5 March Arrivals



Arrivals vs. LY



Market Mix



Major Markets

Market	2016	2017	% to LY
Japan	79,256	71,384	-9.9%
Korea	34,444	51,391	49.2%
US/Hawaii	6,505	6,348	-2.4%
Taiwan	3,253	2,853	-12.3%
China	1,384	1,330	-3.9%
Philippines	2,135	1,317	-38.3%

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



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Visitor Arrival Summary
March 2017



	Mar-16	Mar-17	% from LY
Civilian Air Arrivals ^a	130,535	139,113	6.6%
Civilian Sea Arrivals ^a	699	42	-94.0%
Armed Forces Air Arrivals ^a	1,555	1,507	-3.1%
Armed Forces Sea Arrivals ^a	546	0	-
TOTAL VISITOR ARRIVALS	133,335	140,662	5.5%

ORIGIN OF AIR ARRIVALS (Civilian & Armed Forces)	Mar-16	Mar-17	% from LY
JAPAN	79,256	71,384	-9.9%
Kanto (Tokyo)	37,530	34,617	-7.8%
Chubu (Nagoya)	10,168	11,502	13.1%
Kinki (Osaka)	17,068	13,095	-23.3%
Koshinetsu	1,719	1,685	-2.0%
Hokuriku	1,289	1,137	-11.8%
Tohoku	2,609	2,256	-13.5%
Kyushu	3,974	2,790	-29.8%
Chugoku	2,076	1,681	-19.0%
Hokkaido	1,212	1,406	16.0%
Shikoku	955	718	-24.8%
Okinawa/Miya	352	251	-28.7%
Other	304	246	-19.1%
KOREA	34,444	51,391	49.2%
Seoul	13,296	17,245	29.7%
Incheon	2,488	3,300	32.6%
Chungbuk	586	934	59.4%
Chungnam	1,398	2,041	46.0%
Gangwon	419	598	42.7%
Jeonbuk	421	1,092	159.4%
Gyeongbuk	1,277	2,361	84.9%
Gyeonggi	7,898	10,754	36.2%
Jeonnam	767	1,416	84.6%
Gyeongnam	4,600	9,375	103.8%
Other	1,294	2,275	75.8%
TAIWAN	3,253	2,853	-12.3%
Taipei	1,394	1,253	-10.1%
Kaohsiung	312	213	-31.7%
Taichung	1,021	540	-47.1%
Taoyuan, Miaoli, Hsinehu	360	590	63.9%
Other	166	257	54.8%
CHINA	1,384	1,330	-3.9%
Beijing	112	177	58.0%
Shanghai	541	440	-18.7%
Guangzhou	131	89	-32.1%
Other	600	624	4.0%
U.S. MAINLAND	5,188	5,090	-1.9%
HAWAII	1,317	1,258	-4.5%
CNMI	1,490	1,537	3.2%
PALAU	427	257	-39.8%
FSM	1,034	810	-21.7%
RMI	120	114	-5.0%
PHILIPPINES	2,135	1,317	-38.3%
AUSTRALIA	145	164	13.1%
CANADA	131	123	-6.1%
EUROPE	186	189	1.6%
HONG KONG	944	1,924	103.8%
THAILAND	30	20	-33.3%
VIETNAM	4	7	75.0%
RUSSIA	191	374	95.8%
OTHER/UNKNOWN	411	478	16.3%

VISITOR INDUSTRY STATISTICS

	Mar-16	Mar-17	% from LY
Hotel Occupancy Taxes ^c	\$4,001,281.54	\$4,216,613.62	5.4%
Weighted Hotel Occupancy Rate ^d	76.9%	88.0%	14.4%
Weighted Hotel Room Rate ^d	\$191.52	\$199.87	4.4%

Guam Visitors Bureau
 March 2017 Visitor Arrival Summary
 Calendar Year-to-Date 2016/17 • Fiscal Year-to-Date 2016/17



	CYTD 2016 (Jan - Mar '16)	CYTD 2017 (Jan - Mar '17)	% from LY	FYTD 2016 (Oct - Mar '16)	FYTD 2017 (Oct - Mar '17)	% from LY
Air Arrivals ^a	396,275	400,994	1.2%	760,504	790,406	3.9%
Sea Arrivals ^a	8,651	9,284	7.3%	10,885	10,788	-0.9%
TOTAL VISITOR ARRIVALS	404,926	410,278	1.3%	771,389	801,194	3.9%

ORIGIN OF AIR ARRIVALS (Civilian & Armed Forces)	CYTD 2016 (Jan - Mar '16)	CYTD 2017 (Jan - Mar '17)	% from LY	FYTD 2016 (Oct - Mar '16)	FYTD 2017 (Oct - Mar '17)	% from LY
JAPAN	213,768	182,779	-14.5%	402,434	364,368	-9.5%
Kanto (Tokyo)	99,619	89,896	-9.8%	191,004	178,849	-6.4%
Chubu (Nagoya)	28,269	24,790	-12.3%	53,066	45,718	-13.8%
Kinki (Osaka)	46,932	33,604	-28.4%	86,275	71,541	-17.1%
Koshinetsu	4,986	4,585	-8.0%	9,605	9,486	-1.2%
Hokuriku	3,278	2,884	-12.0%	5,762	5,234	-9.2%
Tohoku	7,615	6,415	-15.8%	14,163	12,968	-8.4%
Kyushu	8,934	7,417	-17.0%	16,083	14,936	-7.1%
Chugoku	5,145	4,491	-12.7%	10,399	9,575	-7.9%
Hokkaido	4,366	4,811	10.2%	7,450	8,464	13.6%
Shikoku	2,557	1,961	-23.3%	5,077	4,236	-16.6%
Okinawa/Miya	1,387	1,291	-6.9%	2,226	2,193	-1.5%
Other	680	634	-6.8%	1,324	1,168	-11.8%
KOREA	124,879	158,915	27.3%	251,354	310,917	23.7%
Seoul	48,949	53,171	8.6%	100,087	105,238	5.1%
Incheon	7,847	9,083	15.8%	15,699	18,049	15.0%
Chungbuk	2,420	3,105	28.3%	4,691	5,703	21.6%
Chungnam	5,358	6,638	23.9%	10,313	12,693	23.1%
Gangwon	1,757	2,511	42.9%	3,346	4,457	33.2%
Jeonbuk	2,009	3,056	52.1%	3,764	5,566	47.9%
Gyeongbuk	5,125	8,348	62.9%	10,345	16,022	54.9%
Gyeonggi	27,561	32,161	16.7%	55,134	64,381	16.8%
Jeonnam	3,244	4,744	46.2%	6,018	8,752	45.4%
Gyeongnam	15,233	28,051	84.1%	31,819	55,344	73.9%
Other	5,376	8,047	49.7%	10,138	14,712	45.1%
TAIWAN	11,724	10,311	-12.1%	20,750	20,032	-3.5%
Taipei	6,206	5,573	-10.2%	11,270	10,941	-2.9%
Kaohsiung	838	751	-10.4%	1,438	1,617	12.4%
Taichung	2,511	1,846	-26.5%	4,090	3,380	-17.4%
Taoyuan, Miaoli, Hsinehu	1,431	1,358	-5.1%	2,642	2,659	0.6%
Other	738	783	6.1%	1,310	1,435	9.5%
CHINA	9,902	7,827	-21.0%	14,547	13,214	-9.2%
Beijing	2,015	1,657	-17.8%	2,941	2,595	-11.8%
Shanghai	2,728	2,408	-11.7%	4,022	4,130	2.7%
Guangzhou	708	689	-2.7%	1,100	1,241	12.8%
Other	4,451	3,073	-31.0%	6,484	5,248	-19.1%
U.S. MAINLAND	15,412	16,423	6.6%	29,131	30,629	5.1%
HAWAII	3,715	3,672	-1.2%	6,923	7,372	6.5%
CNMI	3,812	4,005	5.1%	7,885	8,267	4.8%
PALAU	906	696	-23.2%	2,280	1,834	-19.6%
FSM	2,422	2,238	-7.6%	5,156	5,065	-1.8%
RMI	258	250	-3.1%	490	555	13.3%
PHILIPPINES	3,741	3,837	2.6%	7,815	10,859	39.0%
AUSTRALIA	743	853	14.8%	1,230	1,279	4.0%
CANADA	279	310	11.1%	505	566	12.1%
EUROPE	502	625	24.5%	1,076	1,198	11.3%
HONG KONG	2,155	5,746	166.6%	4,674	9,245	97.8%
THAILAND	112	113	0.9%	227	216	-4.8%
VIETNAM	52	45	-13.5%	95	75	-21.1%
RUSSIA	752	1,023	36.0%	1,599	1,970	23.2%
OTHER/UNKNOWN	1,141	1,326	16.2%	2,333	2,745	17.7%

VISITOR INDUSTRY STATISTICS

Hotel Occupancy Taxes^c	\$11,844,411.27	\$12,817,373.94	8.2%	\$20,880,210.90	\$22,917,981.42	9.8%
Weighted Hotel Occupancy Rate^d	81.6%	88.8%	8.8%	77.3%	87.2%	12.8%
Weighted Hotel Room Rate^d	\$207.32	\$216.70	4.5%	\$199.49	\$206.19	3.4%

Note: CYTD is Calendar Year-to-Date and FYTD is Fiscal Year-to-Date. 2016/17 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)



	January			February			March			Total CYTD		
	Jan-16	Jan-17	% from LY	Feb-16	Feb-17	% from LY	Mar-16	Mar-17	% from LY	2016	2017	% from LY
JAPAN	62,716	57,041	-9.0%	71,796	54,354	-24.3%	79,256	71,384	-9.9%	213,768	182,779	-14.5%
Kanto (Tokyo)	28,795	28,466	-1.1%	33,294	26,813	-19.5%	37,530	34,617	-7.8%	99,619	89,896	-9.8%
Chubu (Nagoya)	7,825	6,597	-15.7%	10,276	6,691	-34.9%	10,168	11,502	13.1%	28,269	24,790	-12.3%
Kinki (Osaka)	14,975	10,890	-27.3%	14,889	9,619	-35.4%	17,068	13,095	-23.3%	46,932	33,604	-28.4%
Koshinetsu	1,584	1,569	-0.9%	1,683	1,331	-20.9%	1,719	1,685	-2.0%	4,986	4,585	-8.0%
Hokuriku	716	731	2.1%	1,273	1,016	-20.2%	1,289	1,137	-11.8%	3,278	2,884	-12.0%
Tohoku	2,182	1,942	-11.0%	2,824	2,217	-21.5%	2,609	2,256	-13.5%	7,615	6,415	-15.8%
Kyushu	2,283	2,038	-10.7%	2,677	2,589	-3.3%	3,974	2,790	-29.8%	8,934	7,417	-17.0%
Chugoku	1,363	1,433	5.1%	1,706	1,377	-19.3%	2,076	1,681	-19.0%	5,145	4,491	-12.7%
Hokkaido	1,717	2,185	27.3%	1,437	1,220	-15.1%	1,212	1,406	16.0%	4,366	4,811	10.2%
Shikoku	646	662	2.5%	956	581	-39.2%	955	718	-24.8%	2,557	1,961	-23.3%
Okinawa/Miya	367	348	-5.2%	668	692	3.6%	352	251	-28.7%	1,387	1,291	-6.9%
Other	263	180	-31.6%	113	208	84.1%	304	246	-19.1%	680	634	-6.8%
KOREA	48,859	56,340	15.3%	41,576	51,184	23.1%	34,444	51,391	49.2%	124,879	158,915	27.3%
Seoul	18,011	18,918	5.0%	17,642	17,008	-3.6%	13,296	17,245	29.7%	48,949	53,171	8.6%
Incheon	2,960	3,043	2.8%	2,399	2,740	14.2%	2,488	3,300	32.6%	7,847	9,083	15.8%
Chungbuk	999	1,183	18.4%	835	988	18.3%	586	934	59.4%	2,420	3,105	28.3%
Chungnam	2,242	2,251	0.4%	1,718	2,346	36.6%	1,398	2,041	46.0%	5,358	6,638	23.9%
Gangwon	913	1,026	12.4%	425	887	108.7%	419	598	42.7%	1,757	2,511	42.9%
Jeonbuk	925	1,002	8.3%	663	962	45.1%	421	1,092	159.4%	2,009	3,056	52.1%
Gyeonbuk	2,306	3,174	37.6%	1,542	2,813	82.4%	1,277	2,361	84.9%	5125	8348	62.9%
Gyeonggi	10,670	10,948	2.6%	8,993	10,459	16.3%	7,898	10,754	36.2%	27,561	32,161	16.7%
Jeonnam	1,419	1,772	24.9%	1,058	1,556	47.1%	767	1,416	84.6%	3,244	4,744	46.2%
Gyeongnam	6,070	9,840	62.1%	4,563	8,836	93.6%	4,600	9,375	103.8%	15,233	28,051	84.1%
Other	2,344	3,183	35.8%	1,738	2,589	49.0%	1,294	2,275	75.8%	5,376	8,047	49.7%
TAIWAN	3,675	3,848	4.7%	4,796	3,610	-24.7%	3,253	2,853	-12.3%	11,724	10,311	-12.1%
Taipei	2,047	2,317	13.2%	2,765	2,003	-27.6%	1,394	1,253	-10.1%	6,206	5,573	-10.2%
Kaohsiung	220	238	8.2%	306	300	-2.0%	312	213	-31.7%	838	751	-10.4%
Taichung	652	637	-2.3%	838	669	-20.2%	1,021	540	-47.1%	2,511	1,846	-26.5%
Taoyuan, Miaoli, Hsinehu	517	375	-27.5%	554	393	-29.1%	360	590	63.9%	1,431	1,358	-5.1%
Other	239	281	17.6%	333	245	-26.4%	166	257	54.8%	738	783	6.1%
CHINA	2,127	4,104	92.9%	6,391	2,393	-62.6%	1,384	1,330	-3.9%	9,902	7,827	-21.0%
Beijing	408	907	122.3%	1,495	573	-61.7%	112	177	58.0%	2,015	1,657	-17.8%
Shanghai	696	1,269	82.3%	1,491	699	-53.1%	541	440	-18.7%	2,728	2,408	-11.7%
Guangzhou	243	387	59.3%	334	213	-36.2%	131	89	-32.1%	708	689	-2.7%
Other	780	1,541	97.6%	3,071	908	-70.4%	600	624	4.0%	4,451	3,073	-31.0%
U.S. MAINLAND	5,397	5,802	7.5%	4,827	5,531	14.6%	5,188	5,090	-1.9%	15,412	16,423	6.6%
HAWAII	1,248	1,198	-4.0%	1,150	1,216	5.7%	1,317	1,258	-4.5%	3,715	3,672	-1.2%
CNMI	1,213	1,363	12.4%	1,109	1,105	-0.4%	1,490	1,537	3.2%	3,812	4,005	5.1%
PALAU	263	218	-17.1%	216	221	2.3%	427	257	-39.8%	906	696	-23.2%
FSM	663	743	12.1%	725	685	-5.5%	1,034	810	-21.7%	2,422	2,238	-7.6%
RMI	69	62	-10.1%	69	74	7.2%	120	114	-5.0%	258	250	-3.1%
PHILIPPINES	746	1,232	65.1%	860	1,288	49.8%	2,135	1,317	-38.3%	3,741	3,837	2.6%
AUSTRALIA	296	141	-52.4%	302	548	81.5%	145	164	13.1%	743	853	14.8%
CANADA	67	106	58.2%	81	81	0.0%	131	123	-6.1%	279	310	11.1%
EUROPE	158	212	34.2%	158	224	41.8%	186	189	1.6%	502	625	24.5%
HONG KONG	529	2,033	284.3%	682	1,789	162.3%	944	1,924	103.8%	2,155	5,746	166.6%
THAILAND	43	29	-32.6%	39	64	64.1%	30	20	-33.3%	112	113	0.9%
VIETNAM	33	22	-33.3%	15	16	6.7%	4	7	75.0%	52	45	-13.5%
RUSSIA	442	416	-5.9%	119	233	95.8%	191	374	95.8%	752	1,023	36.0%
OTHER/UNKNOWN	374	458	22.5%	356	390	9.6%	411	478	16.3%	1,141	1,326	16.2%
SEA ARRIVALS (CIV & MIL)	341	695	103.8%	7,065	8,547	21.0%	1,245	42	-96.6%	8,651	9,284	7.3%
TOTAL	129,259	136,063	5.3%	142,332	133,553	-6.2%	133,335	140,662	5.5%	404,926	410,278	1.3%