



Horwath HTL

Hotel, Tourism and Leisure

Australia

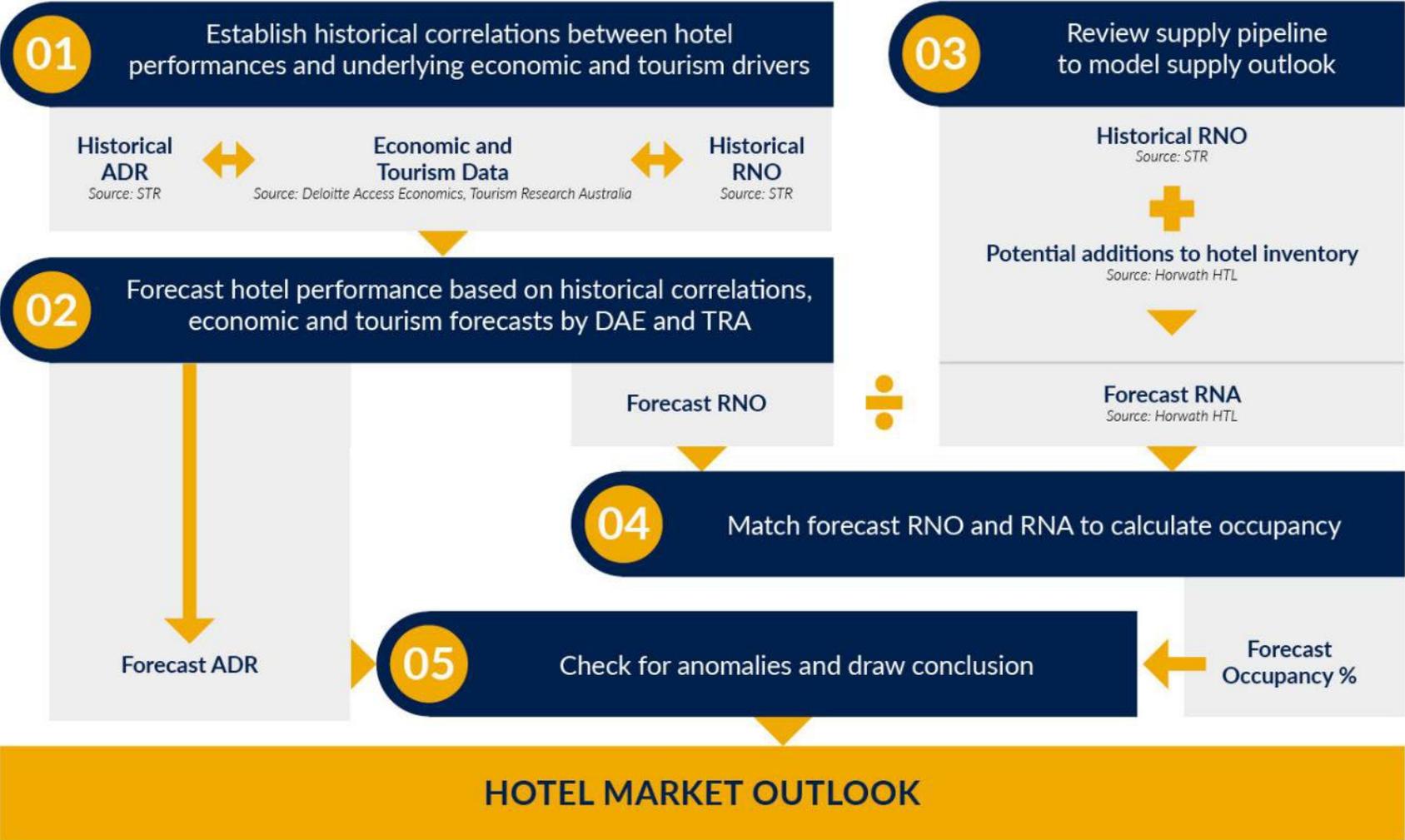
Capital City & Key Markets
Hotel Market Outlook & Insights

June QTR 2023 Edition



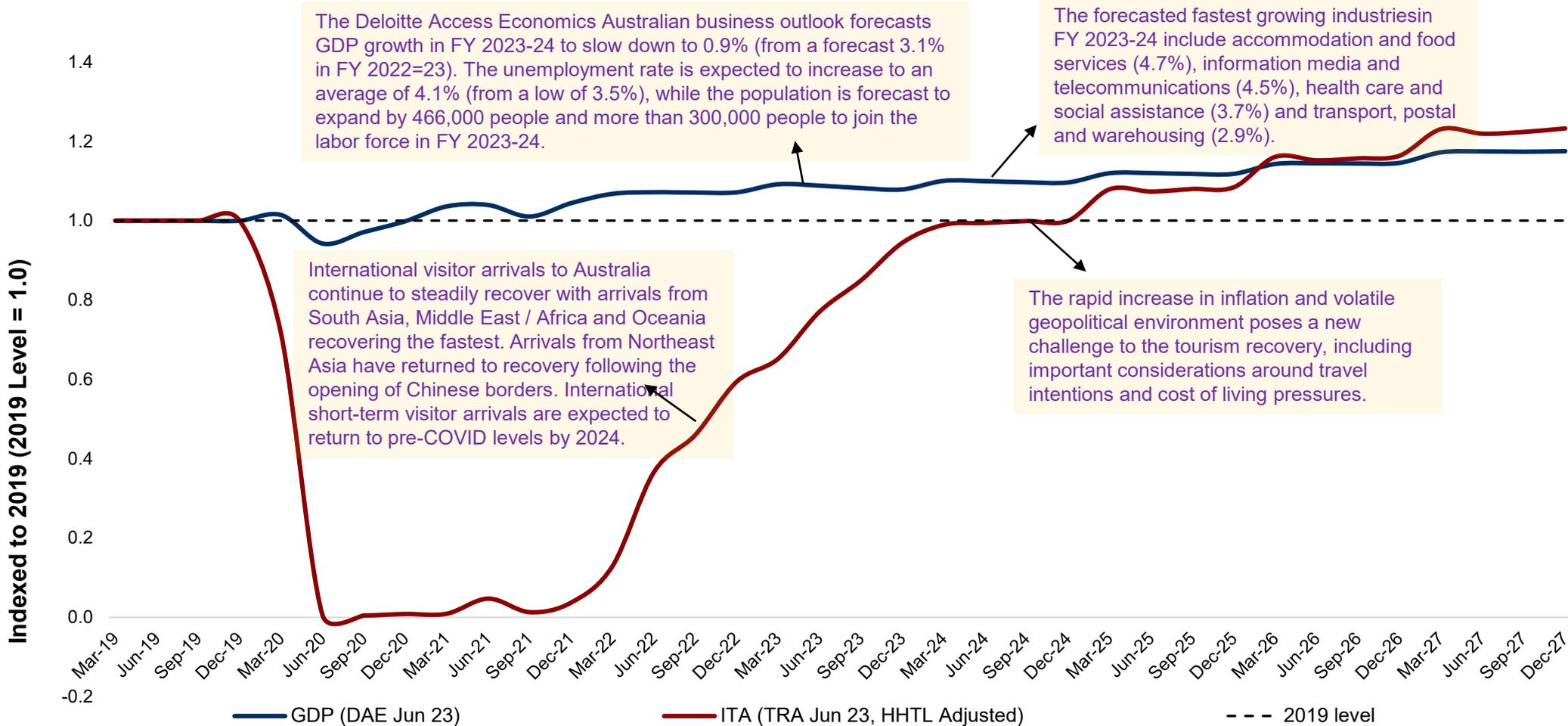
Hotel Market Outlook

Horwath HTL Methodology



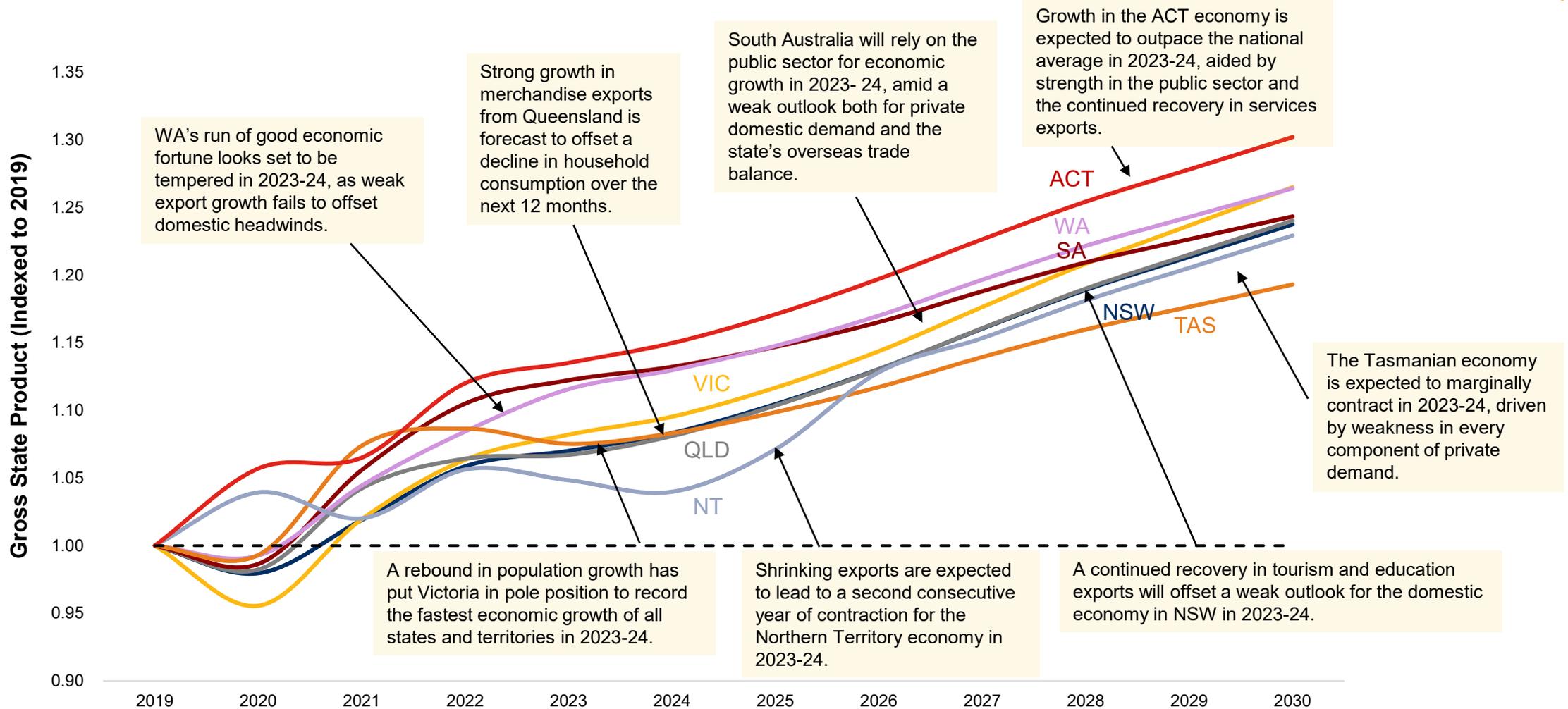
Macroeconomic and Tourism Context

GDP and International Tourist Arrivals, Australia – June 2023



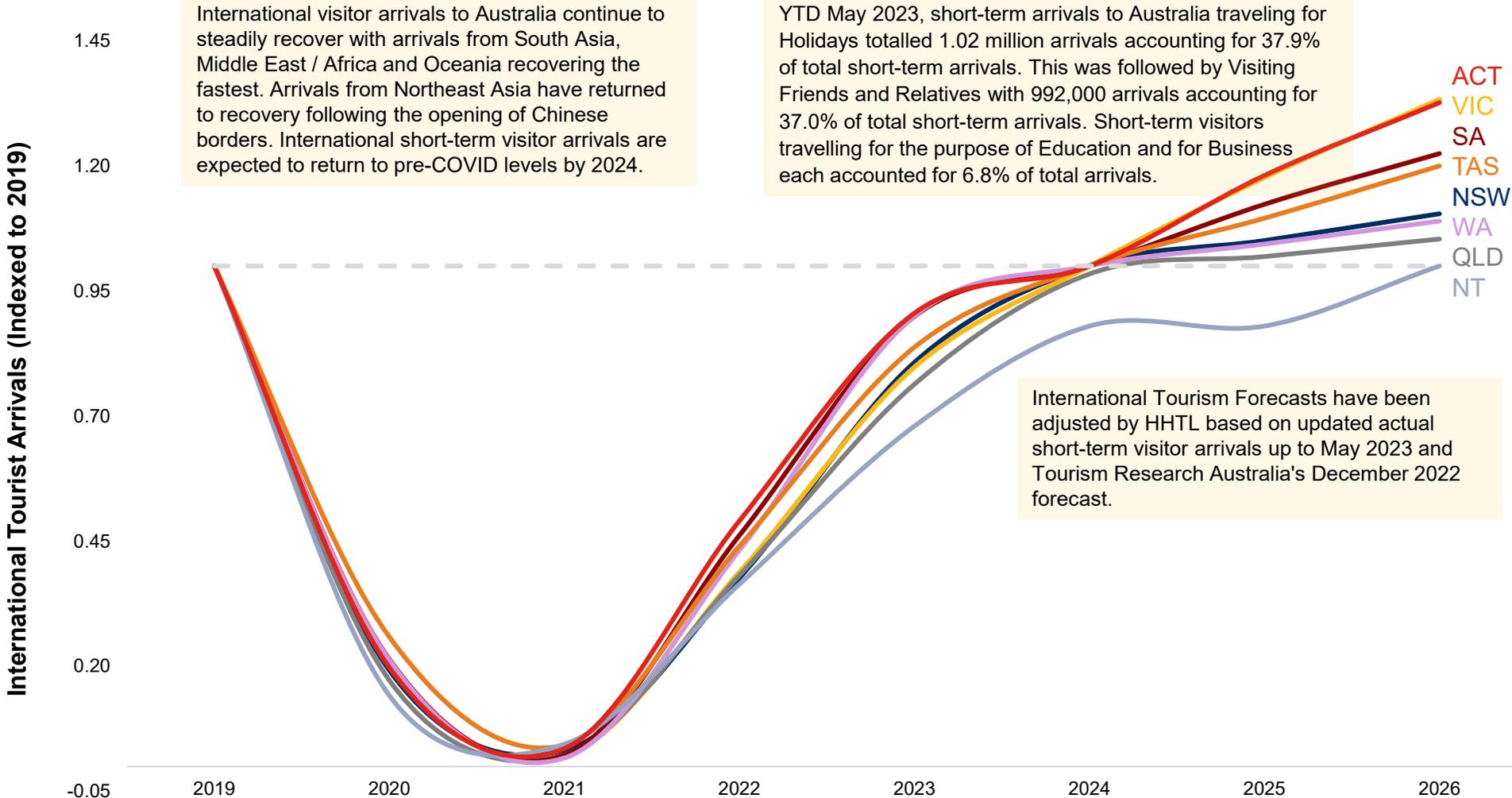
Macroeconomic and Tourism Context

Economic Outlook by State – Gross State Product



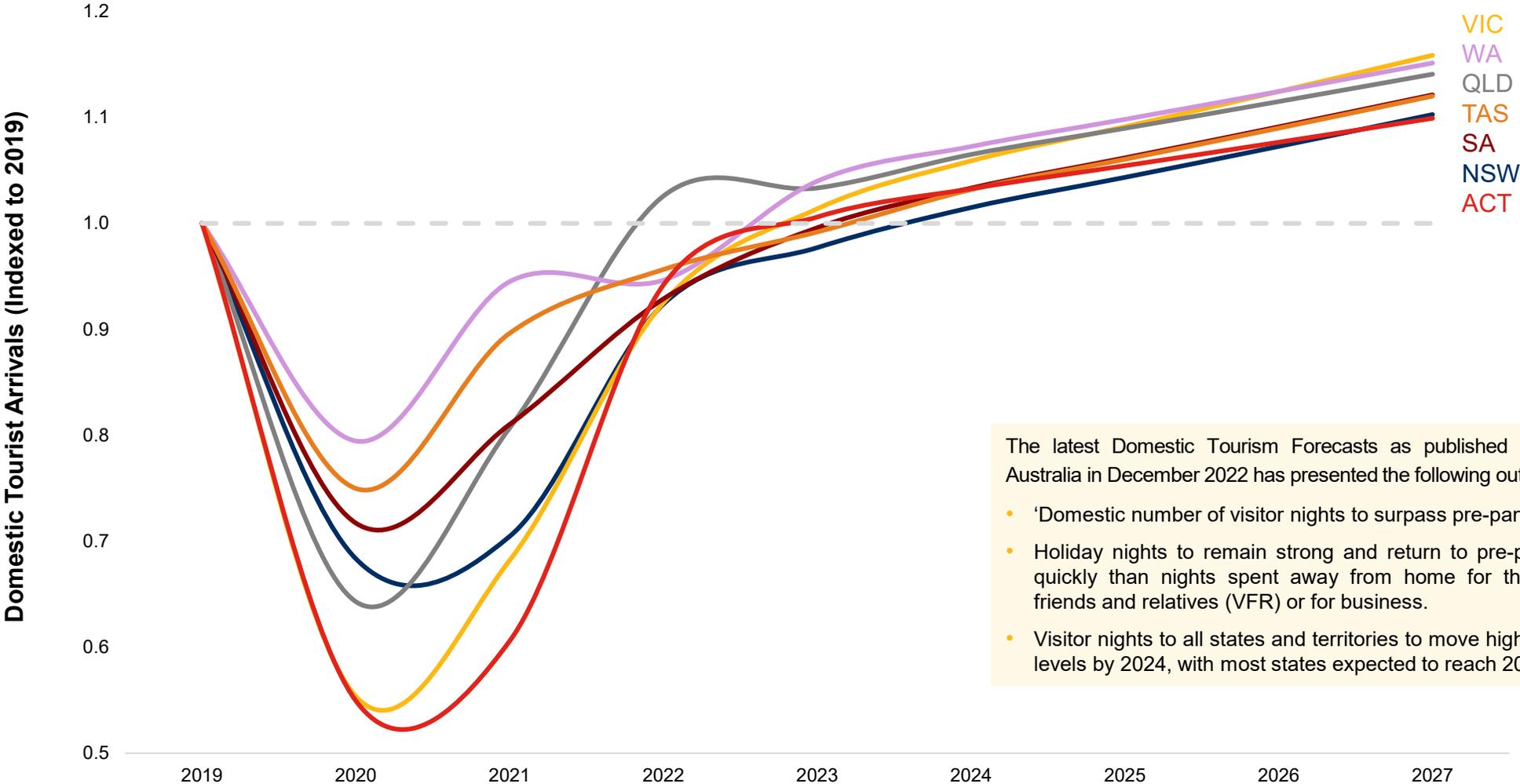
Macroeconomic and Tourism Context

Tourism Outlook by State – International Tourist Arrivals



Macroeconomic and Tourism Context

Tourism Outlook by State – Domestic Visitor Nights

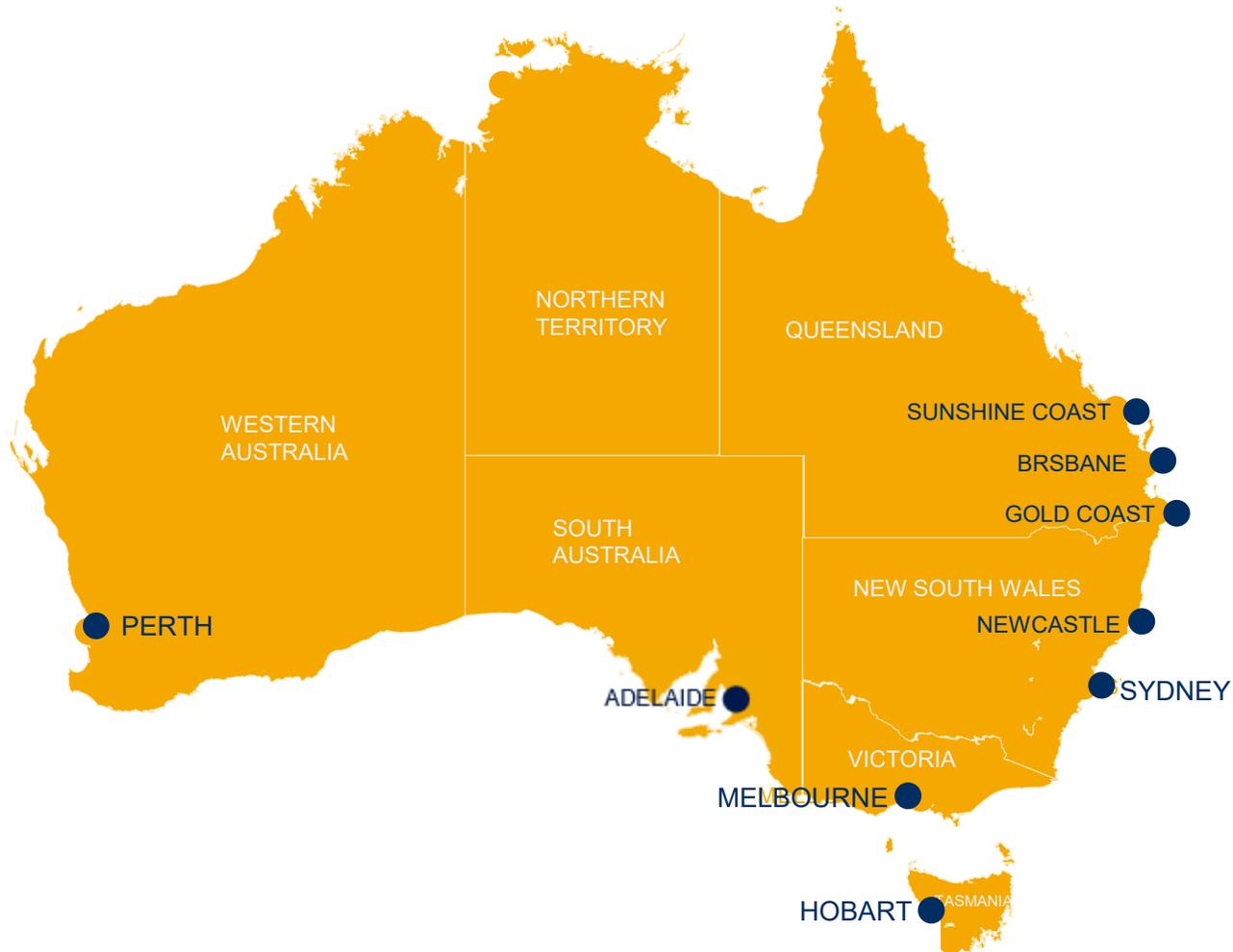


The latest Domestic Tourism Forecasts as published by Tourism Research Australia in December 2022 has presented the following outlook:

- 'Domestic number of visitor nights to surpass pre-pandemic levels in 2023.
- Holiday nights to remain strong and return to pre-pandemic levels more quickly than nights spent away from home for the purpose of visiting friends and relatives (VFR) or for business.
- Visitor nights to all states and territories to move higher than pre-pandemic levels by 2024, with most states expected to reach 2019 levels by 2023.'

Trends In Australian Hotel Markets

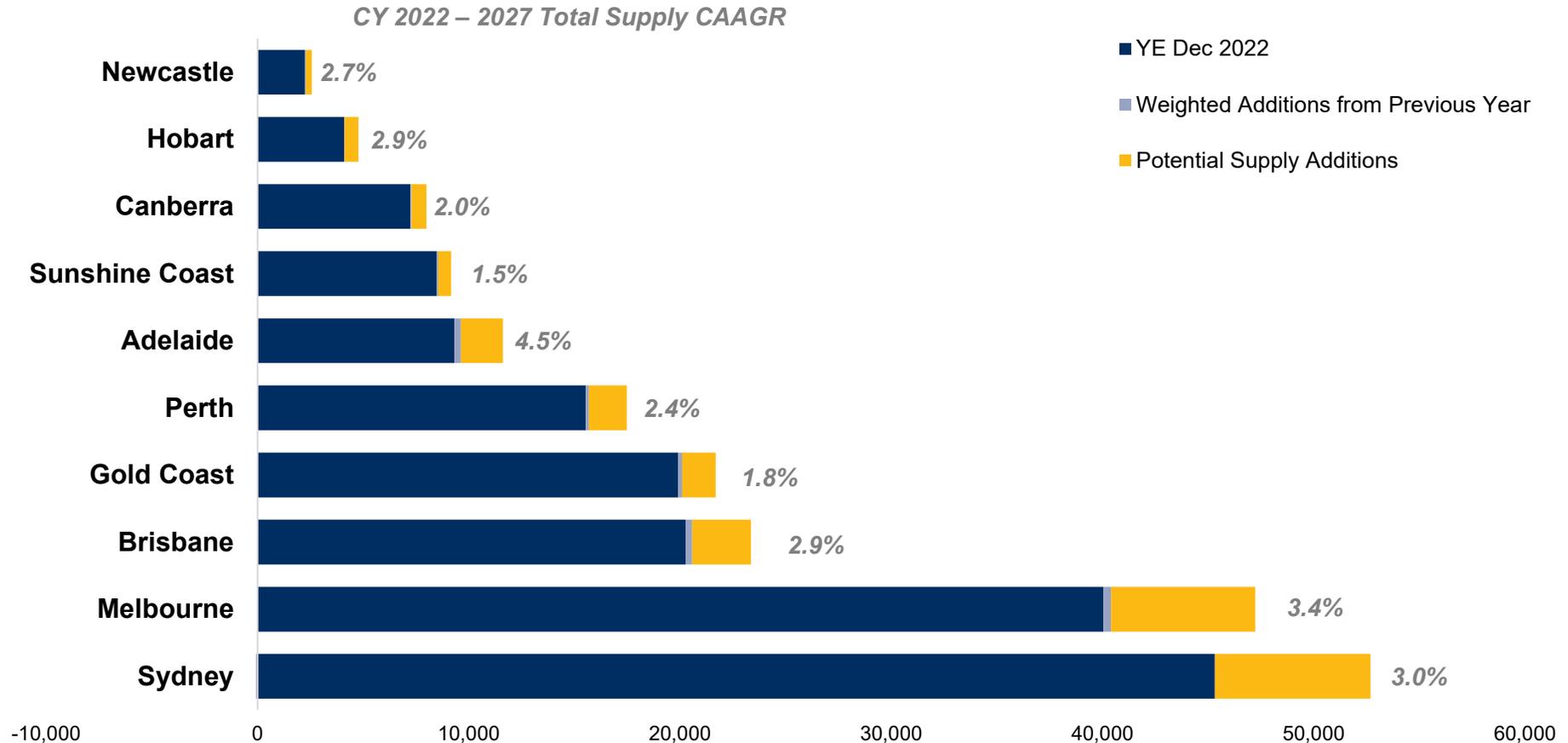
RevPAR Performance Snapshot – YTD June 2023



RevPAR YTD June 2023	
	VS YTD June 2022
Adelaide	19.9% ▲
Brisbane	26.2% ▲
Canberra	4.1% ▲
Gold Coast	5.2% ▲
Hobart	7.1% ▲
Melbourne	36.9% ▲
Newcastle	14.9% ▲
Perth	42.1% ▲
Sunshine Coast	-5.2% ▼
Sydney	48.9% ▲

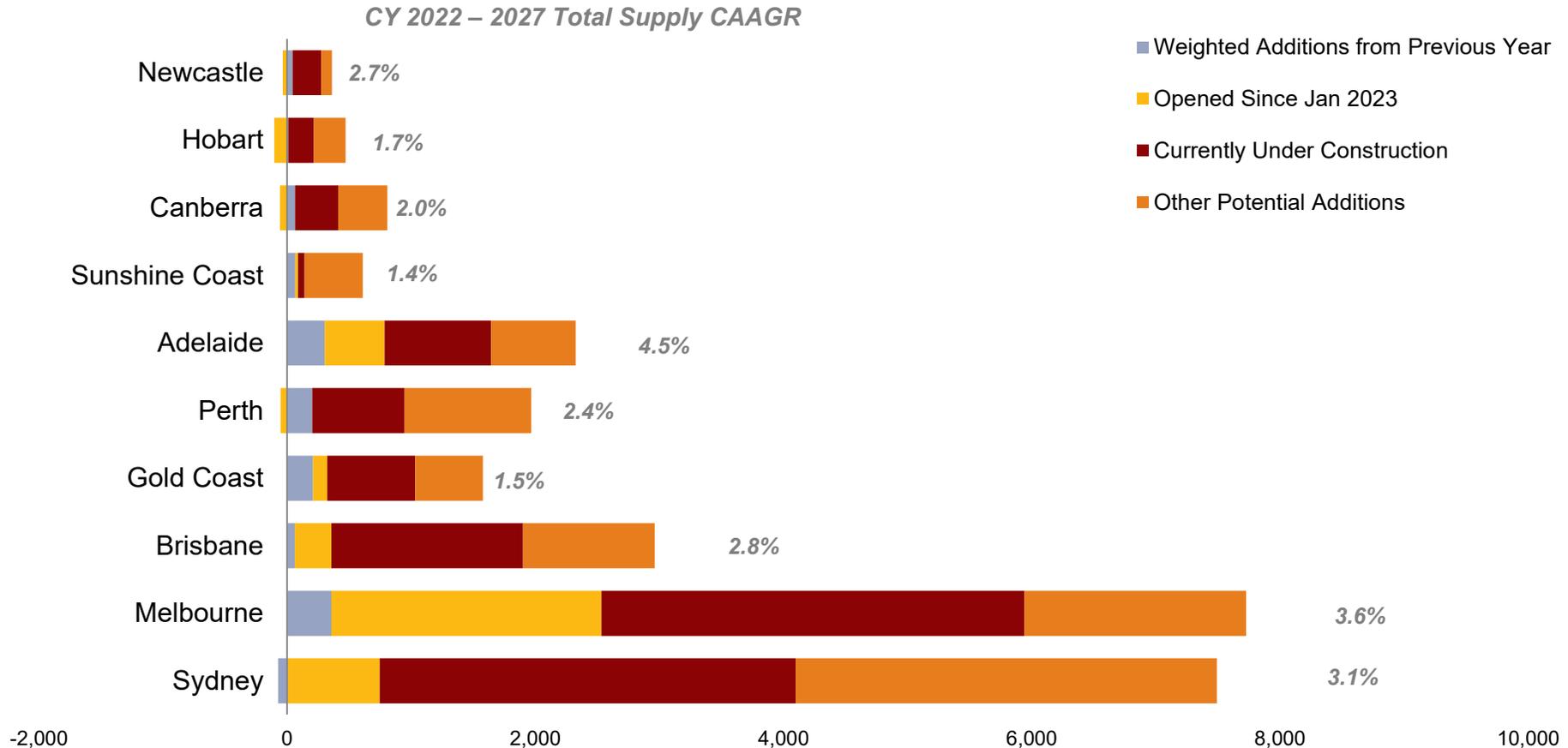
Australian Hotel Market Supply Pipeline

Existing Hotel and Hotel Supply Pipeline (by Number of Rooms)



Australian Hotel Market Supply Pipeline

Hotel Supply Pipeline by Stages of Development (by Number of Rooms)



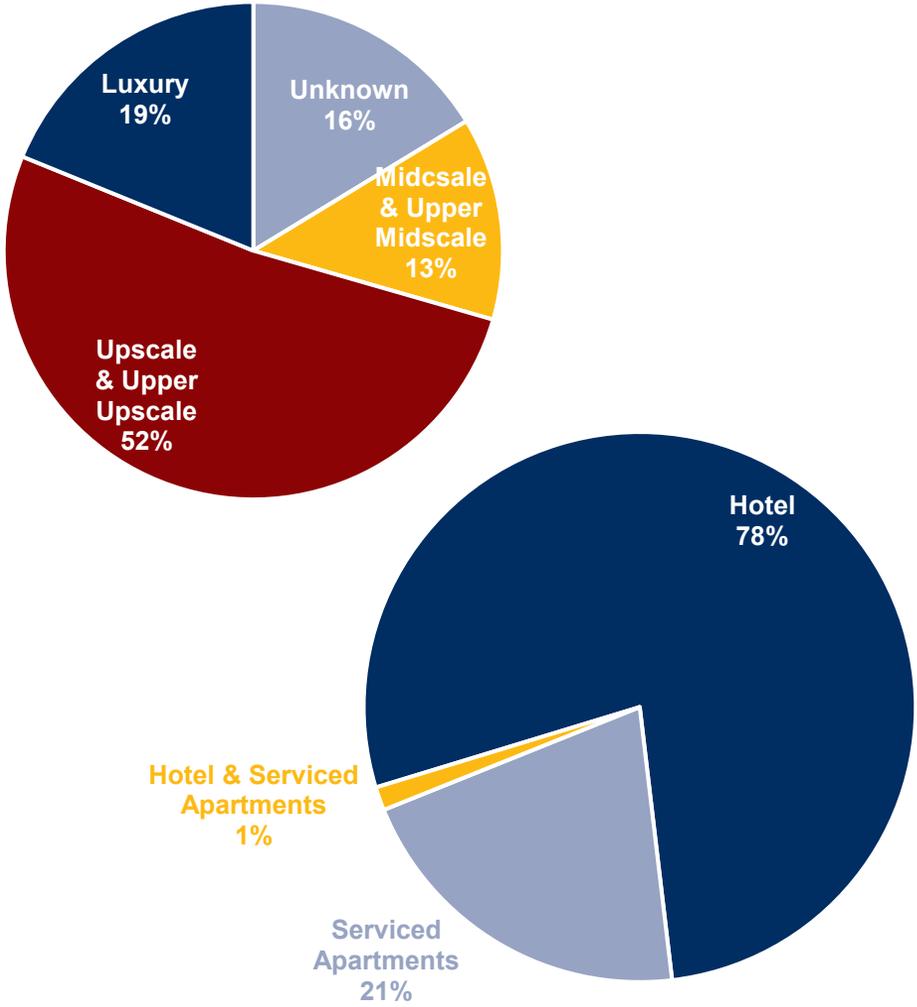
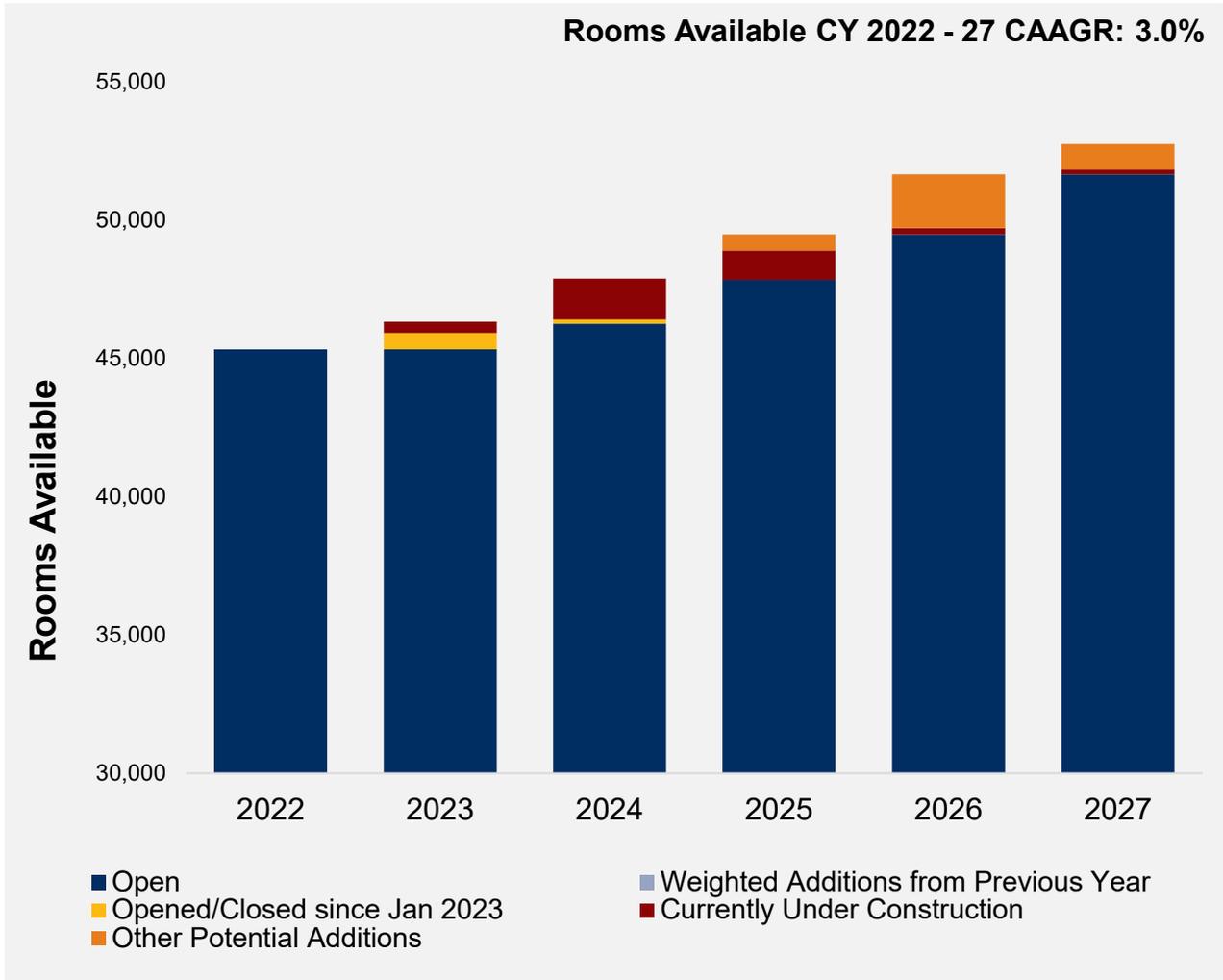


Sydney

Sydney Tourism Region Hotel Market Outlook

Sydney Tourism Region Hotel Market Outlook

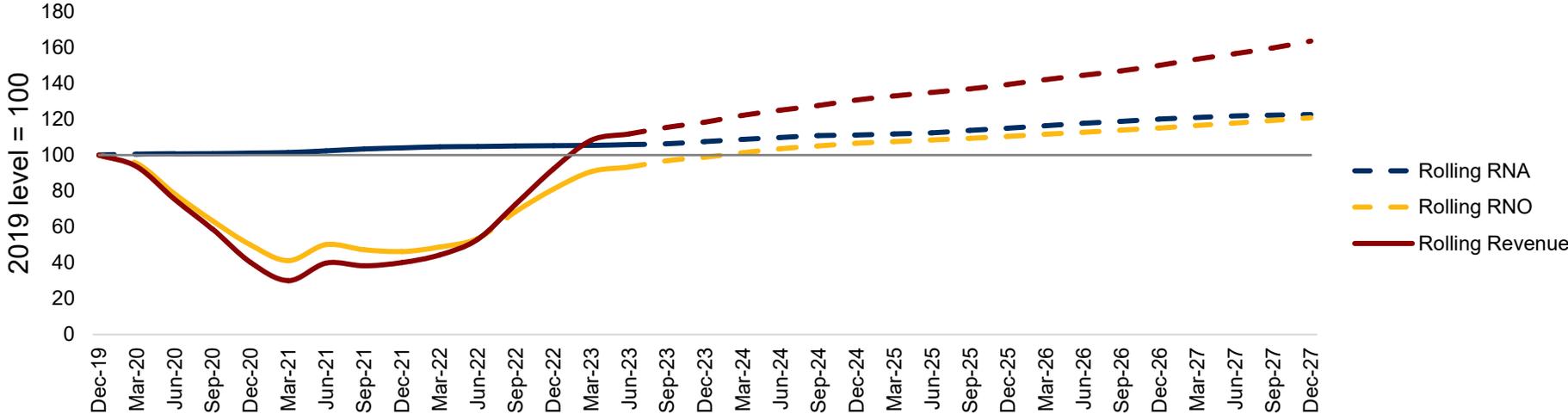
Forecast Additions to Supply – CY 2023 to 2027



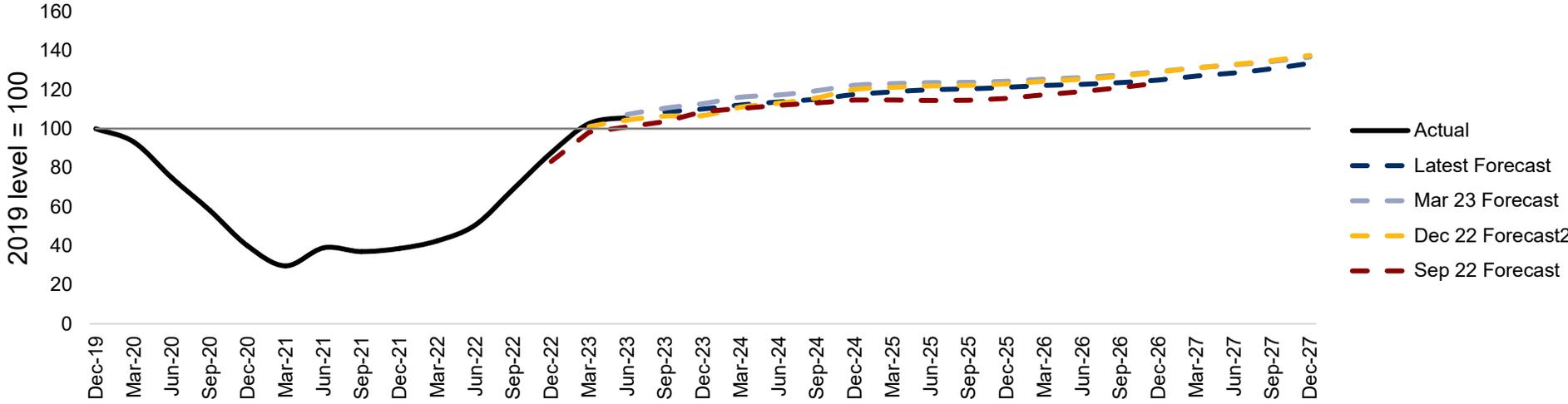
Sydney Tourism Region Hotel Market Outlook

Quarter to Quarter Shifts in Growth Trends

Indexed Rolling 12-Month Hotel Performance Outlook



Indexed Rolling 12-Month RevPAR Outlook



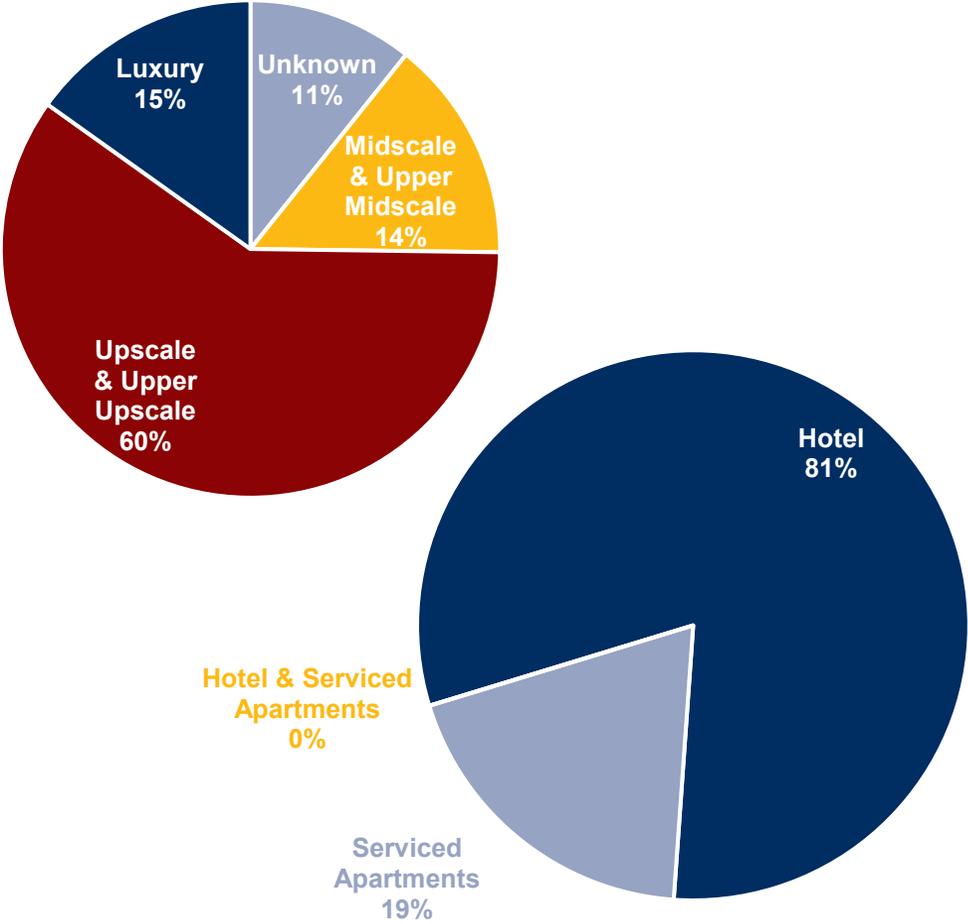
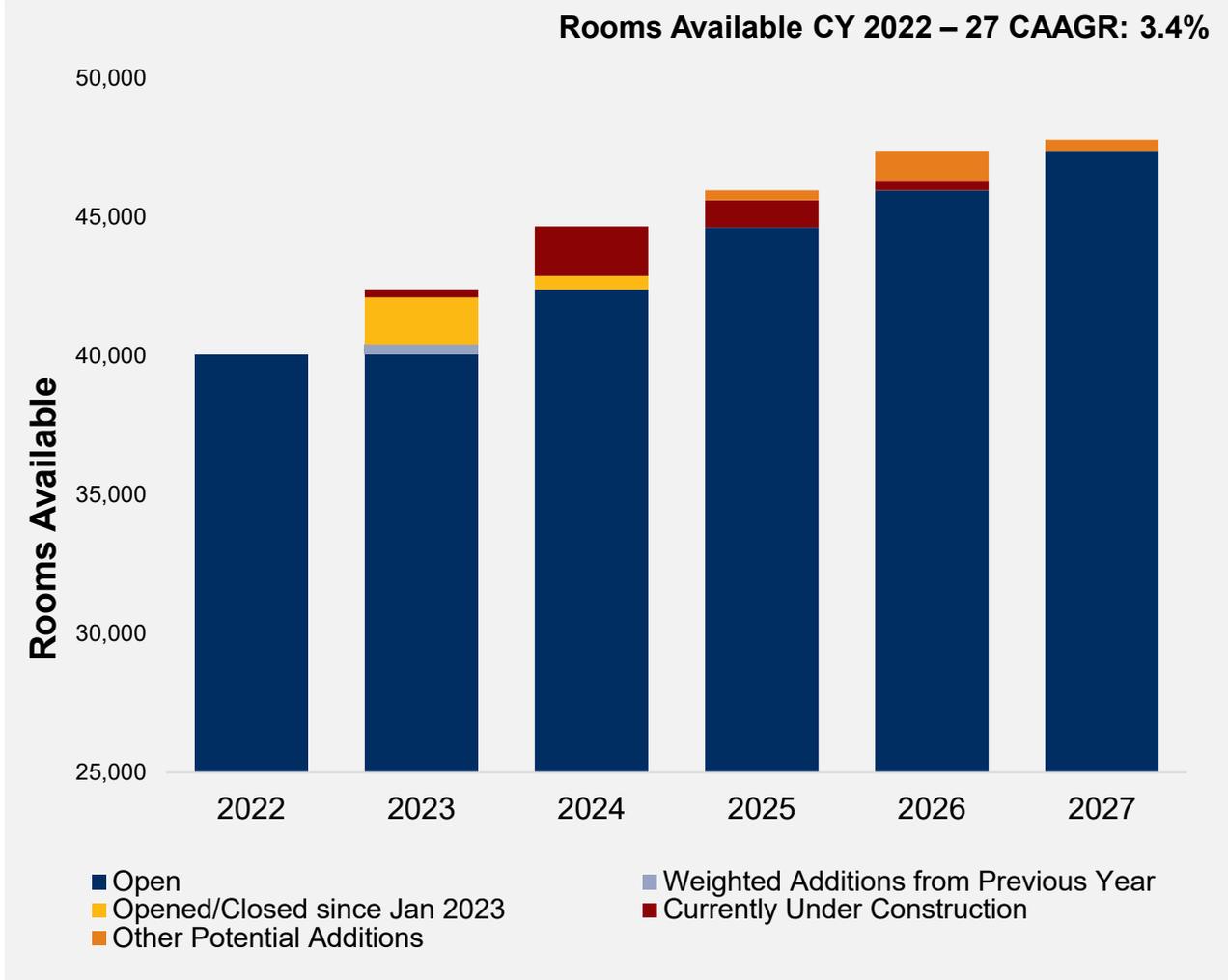


Melbourne

Melbourne Tourism Region Hotel Market Outlook

Melbourne Tourism Region Hotel Market Outlook

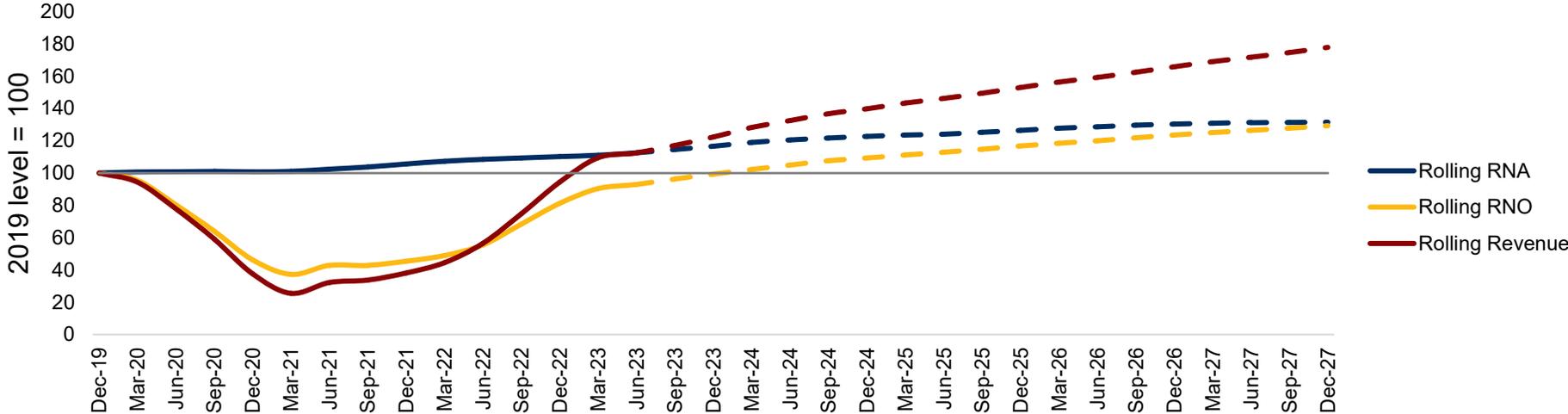
Forecast Additions to Supply – CY 2023 to 2027



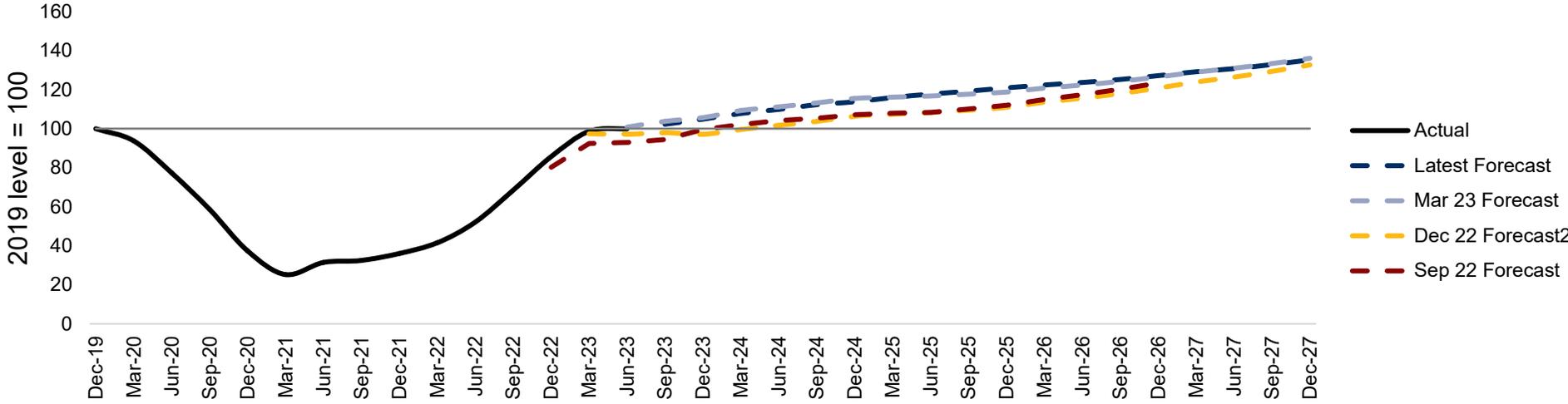
Melbourne Tourism Region Hotel Market Outlook

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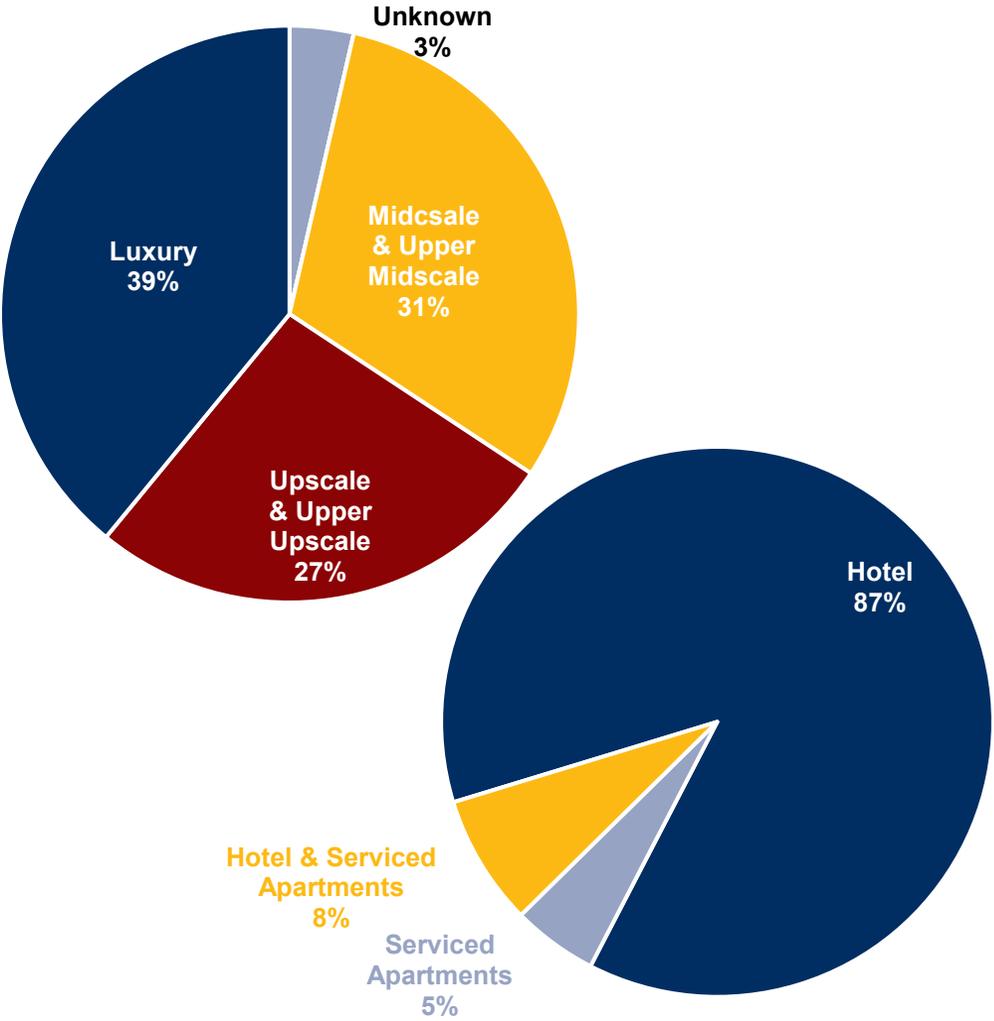
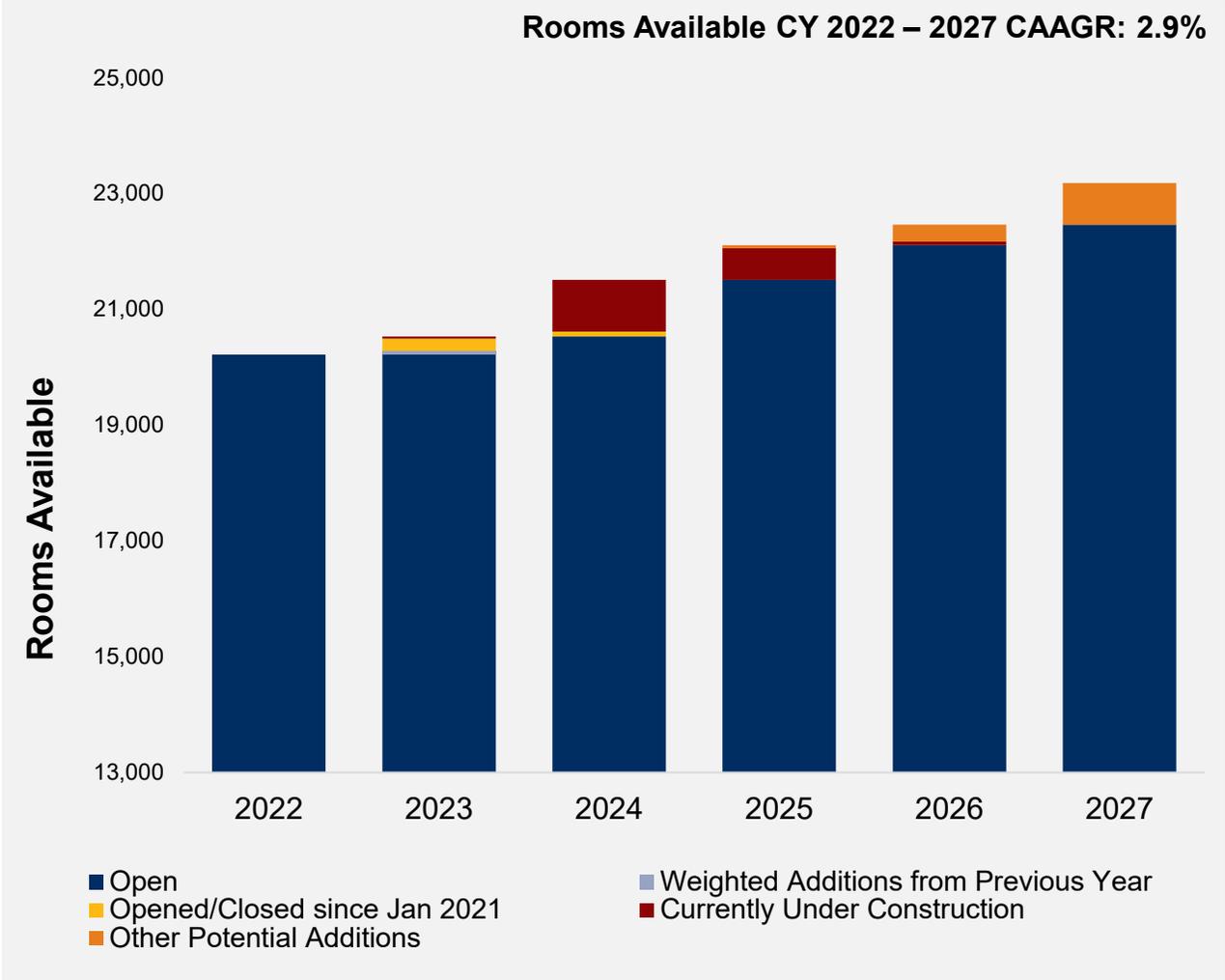
A nighttime photograph of a modern urban building complex in Brisbane. The image features several tall, curved skyscrapers with illuminated windows, set against a dark sky. In the foreground, a wide, curved walkway with a glass railing and a set of stairs lead up to the building. The scene is lit with warm yellow lights from the building's interior and exterior, contrasting with the cool blue tones of the skyscrapers.

Brisbane

Brisbane Tourism Region Hotel Market Outlook

Brisbane Tourism Region Hotel Market Outlook

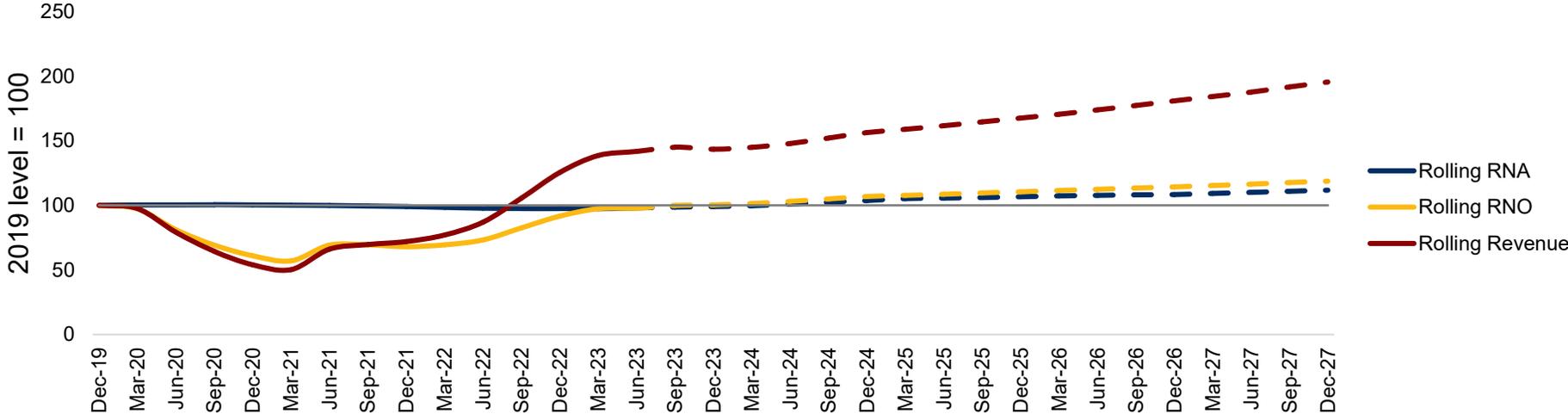
Forecast Additions to Supply – CY 2023 to 2027



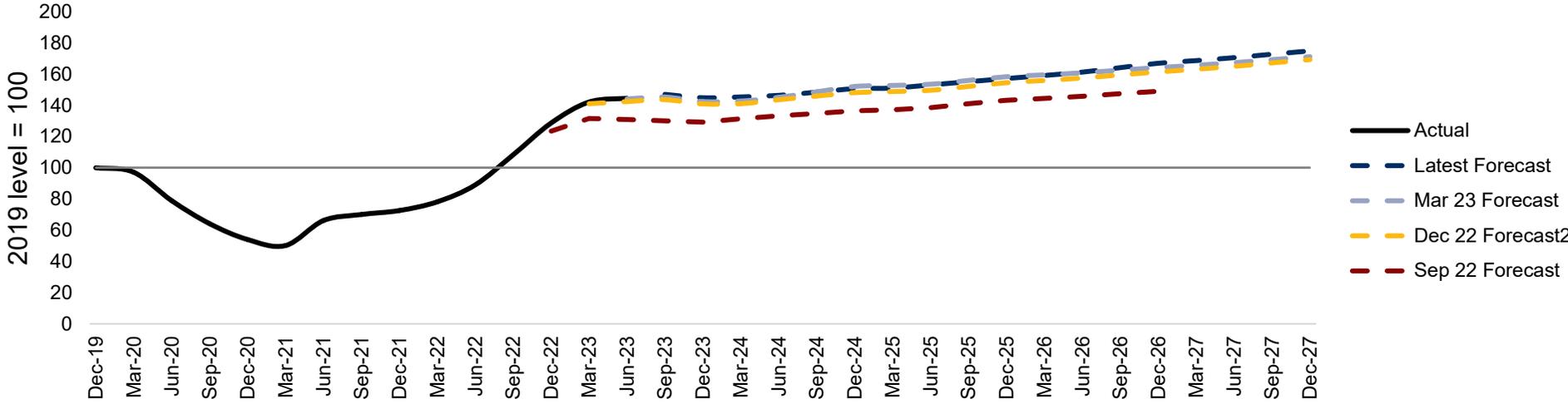
Brisbane Tourism Region Hotel Market Outlook

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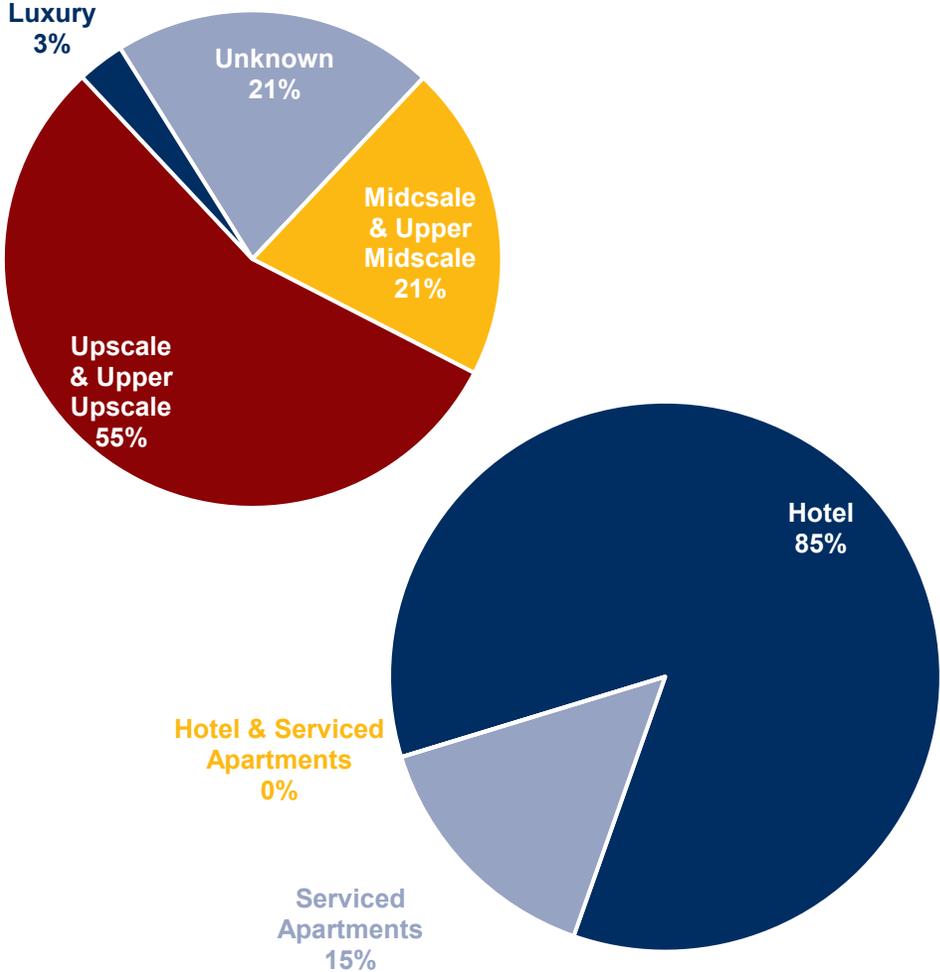
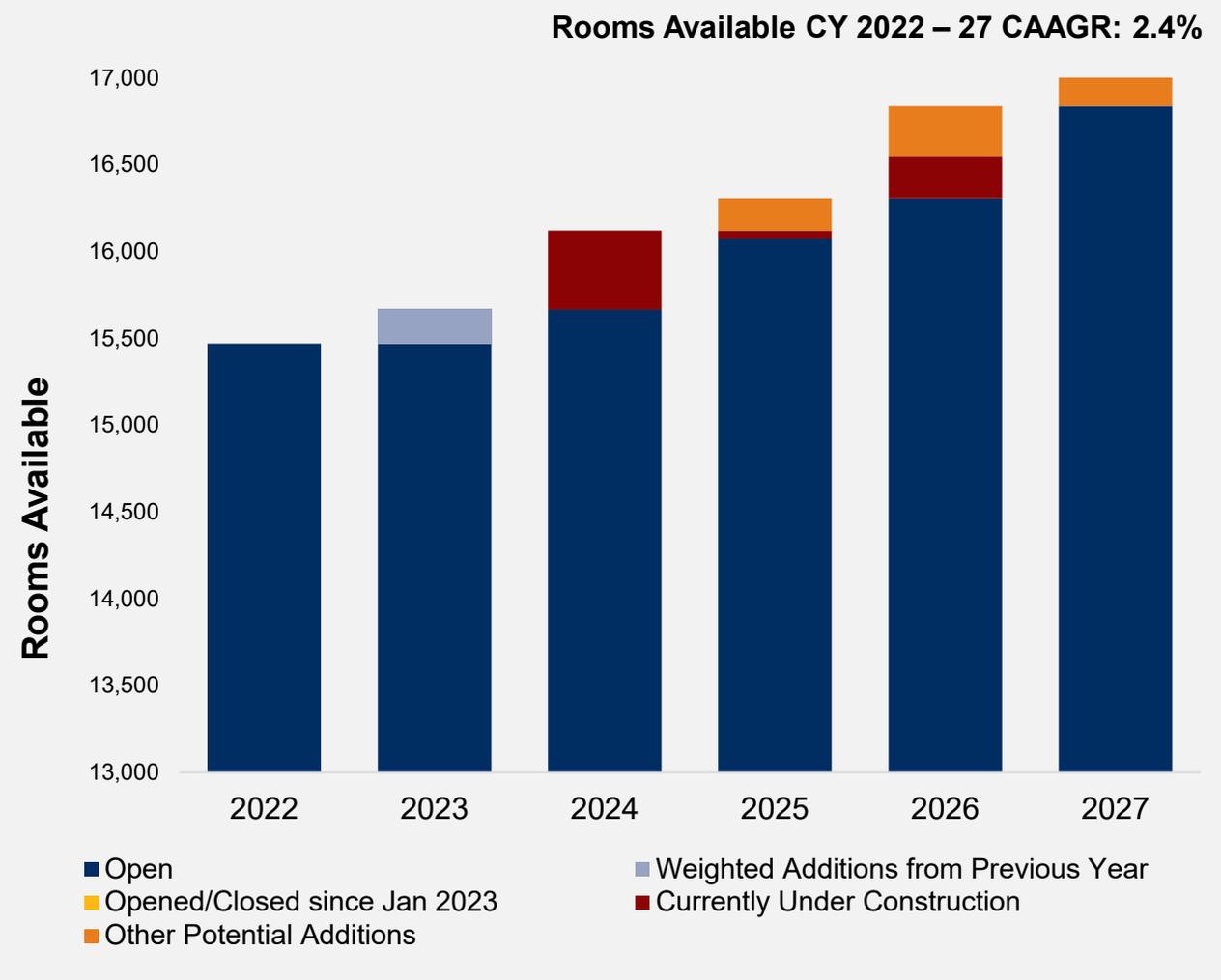


Perth

Perth Tourism Region Hotel Market Outlook

Perth Tourism Region Hotel Market Outlook

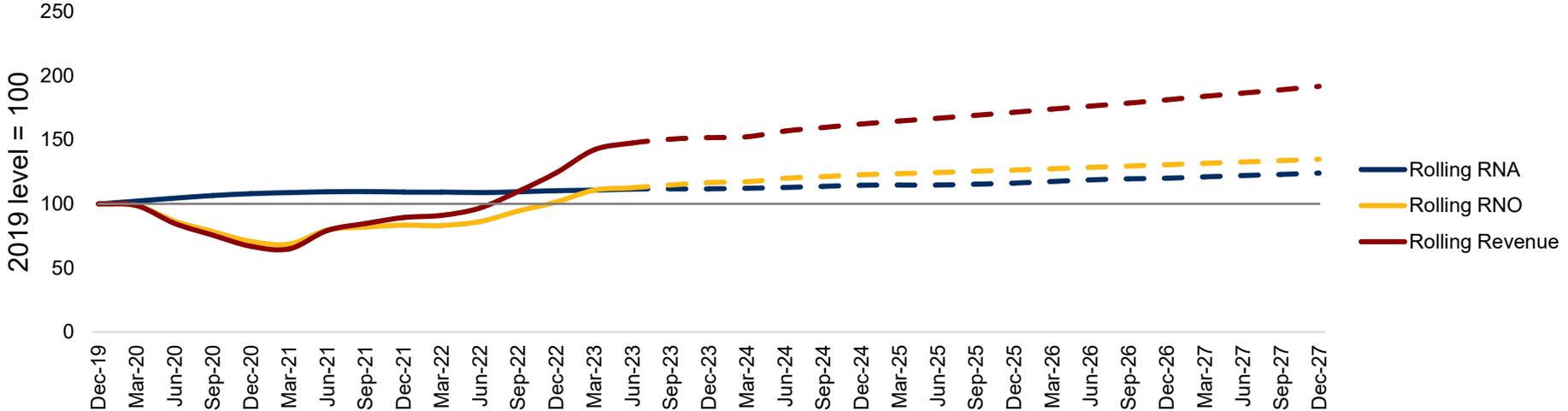
Forecast Additions to Supply – CY 2023 to 2027



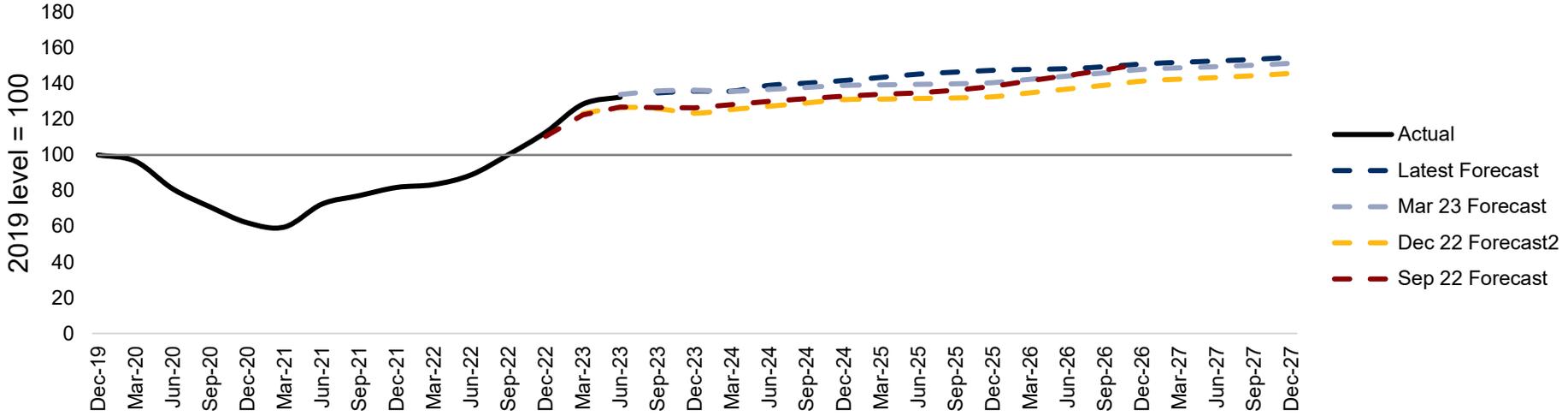
Perth Tourism Region Hotel Market Outlook

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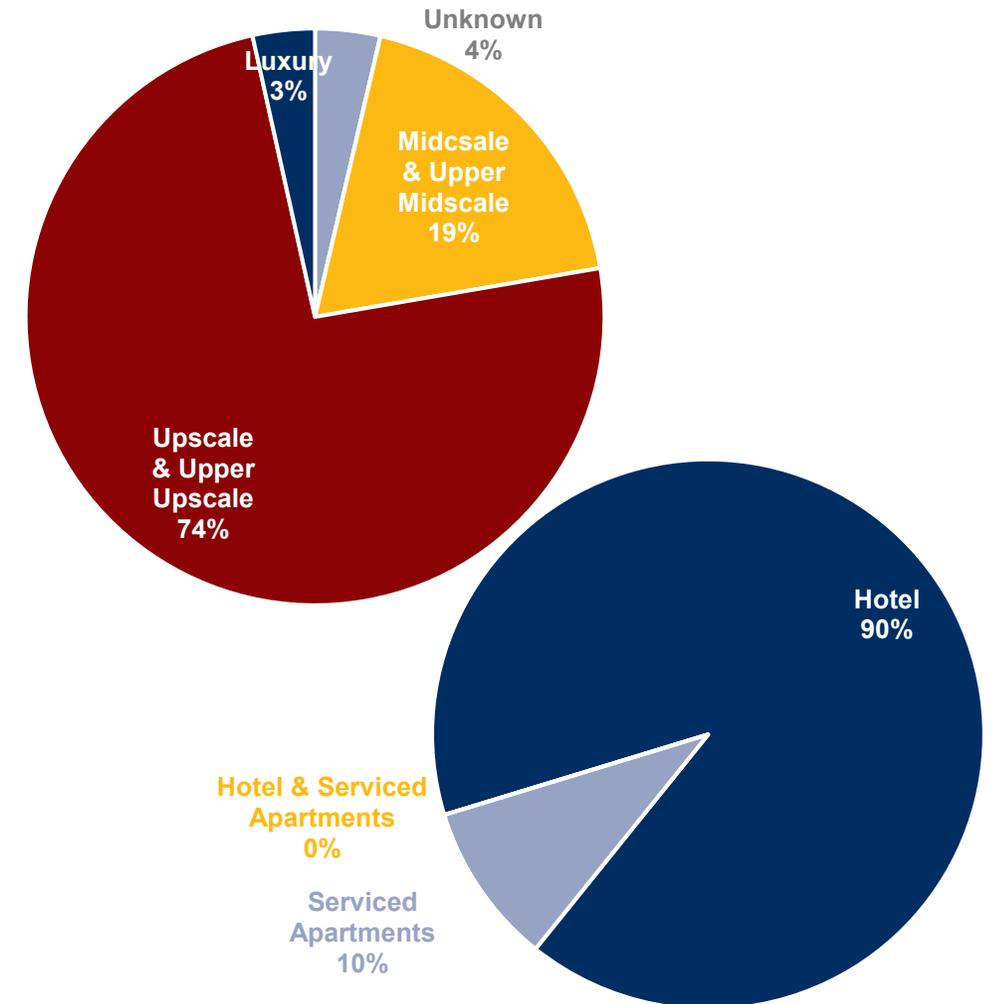
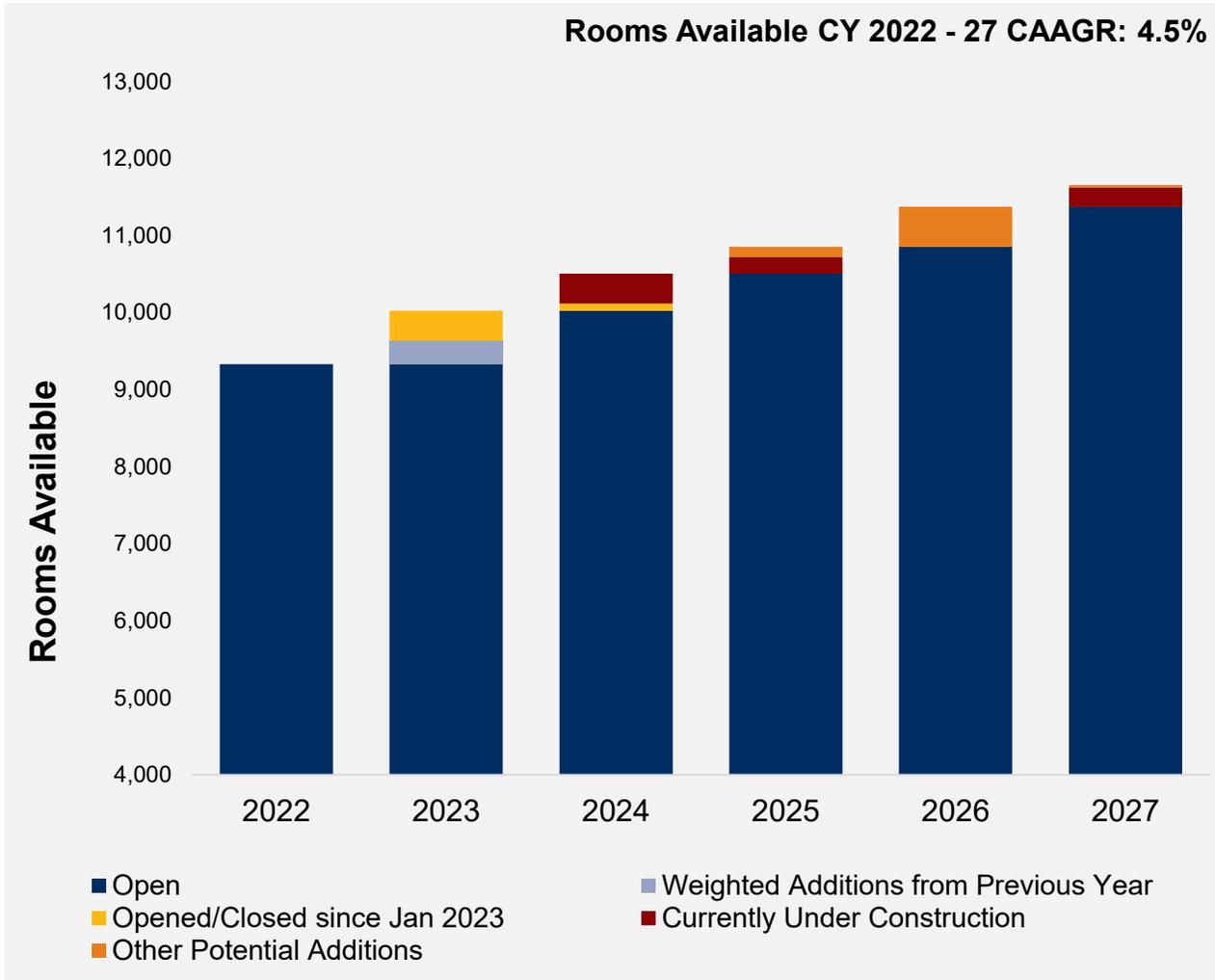


Adelaide

Adelaide Tourism Region Hotel Market Outlook

Adelaide Tourism Region Hotel Market Outlook

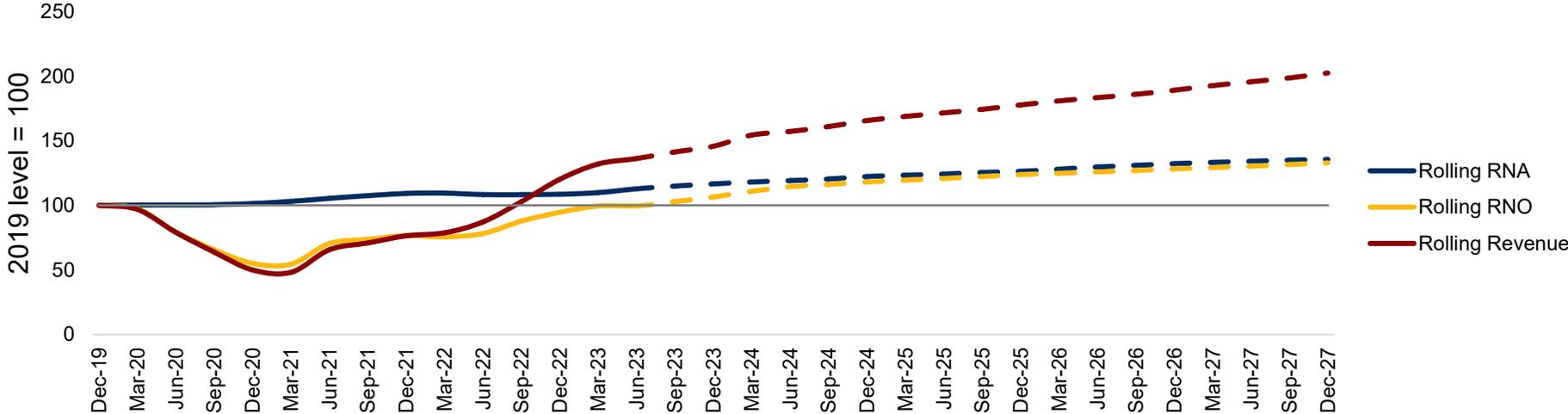
Forecast Additions to Supply – CY 2023 to 2027



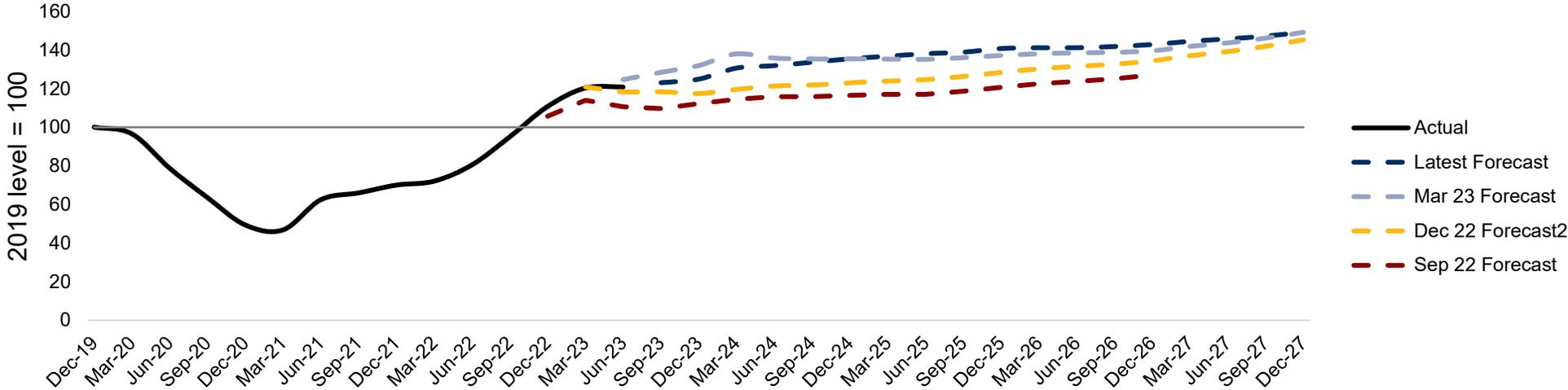
Adelaide Tourism Region Hotel Market Outlook

Quarter to Quarter Shifts in Growth Trends

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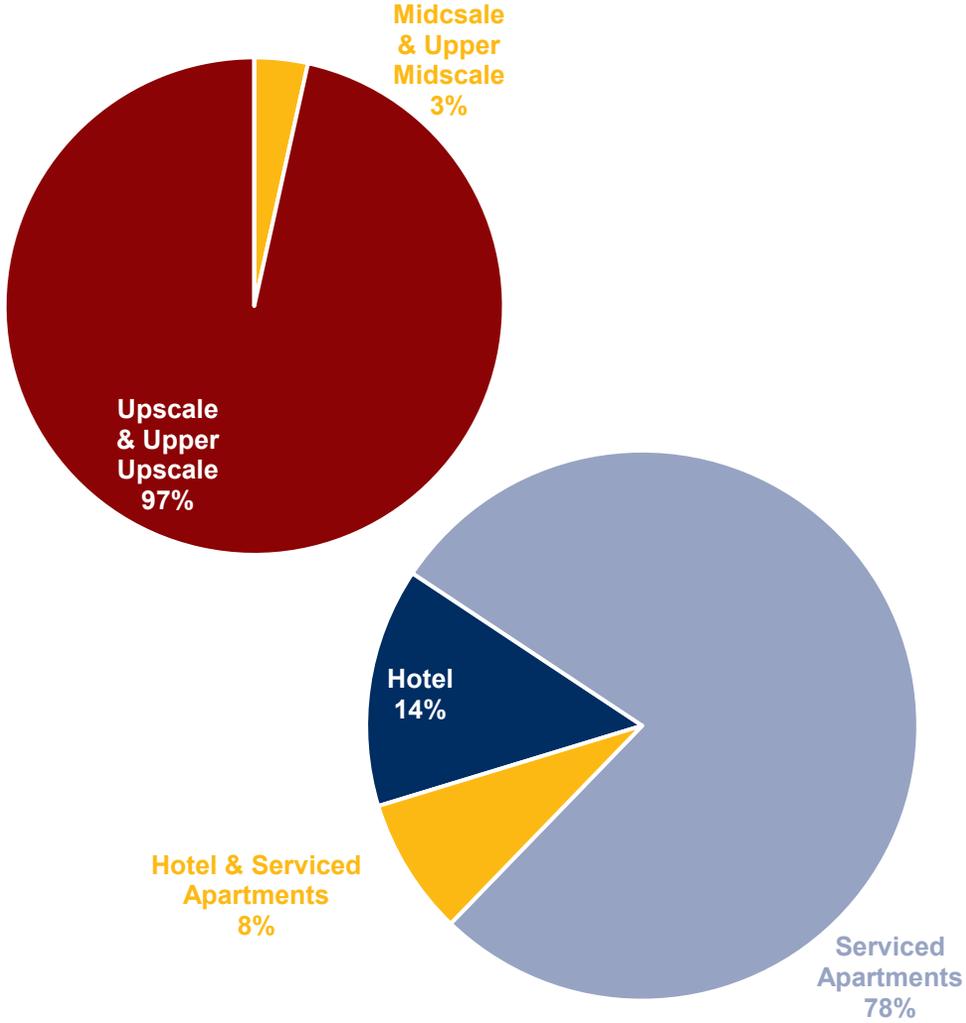
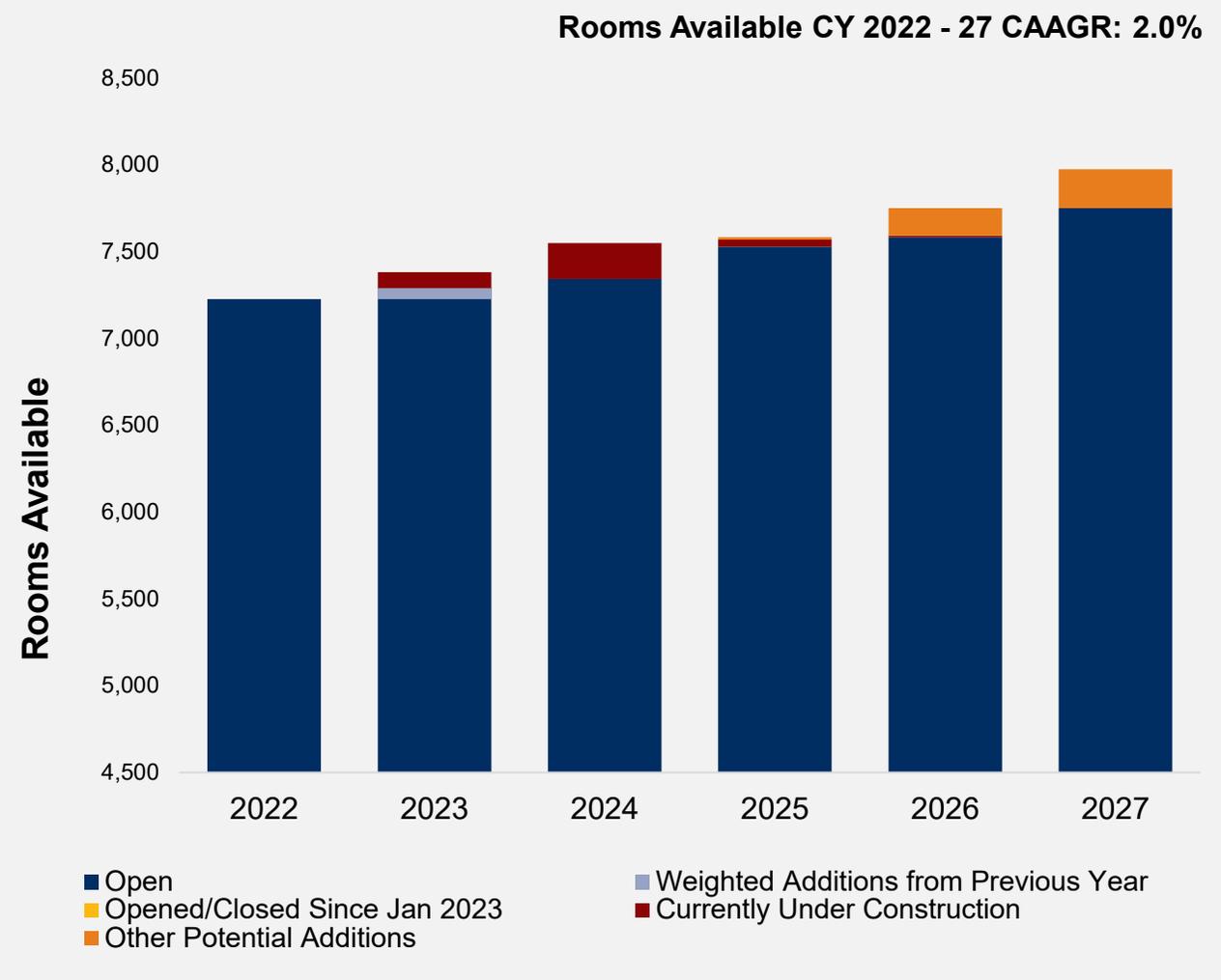


Canberra

Canberra Tourism Region Hotel Market Outlook

Canberra Tourism Region Hotel Market Outlook

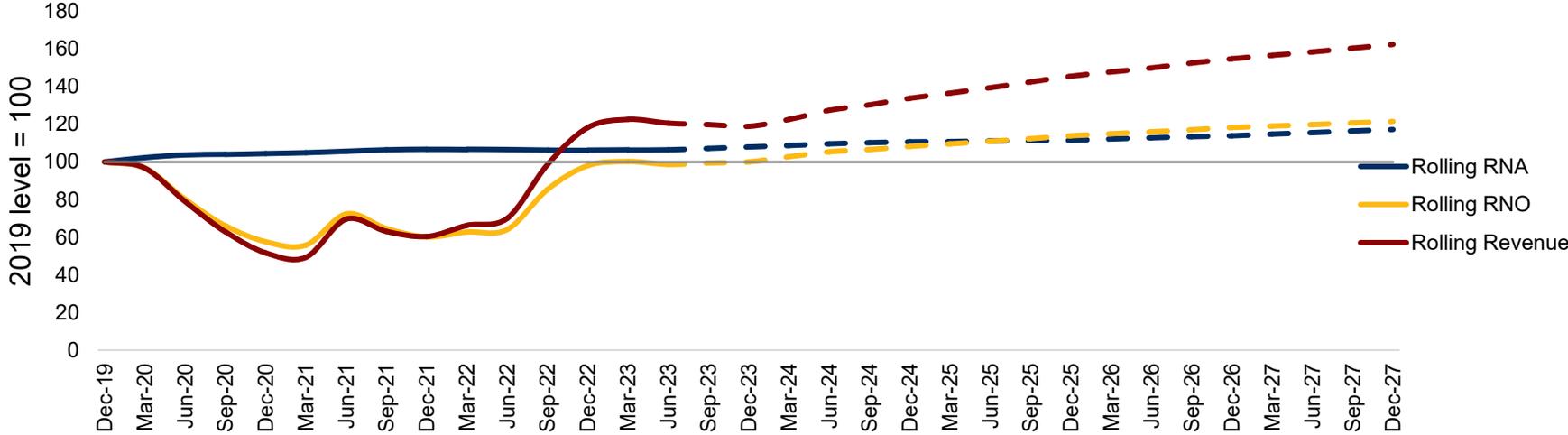
Forecast Additions to Supply – CY 2023 to 2027



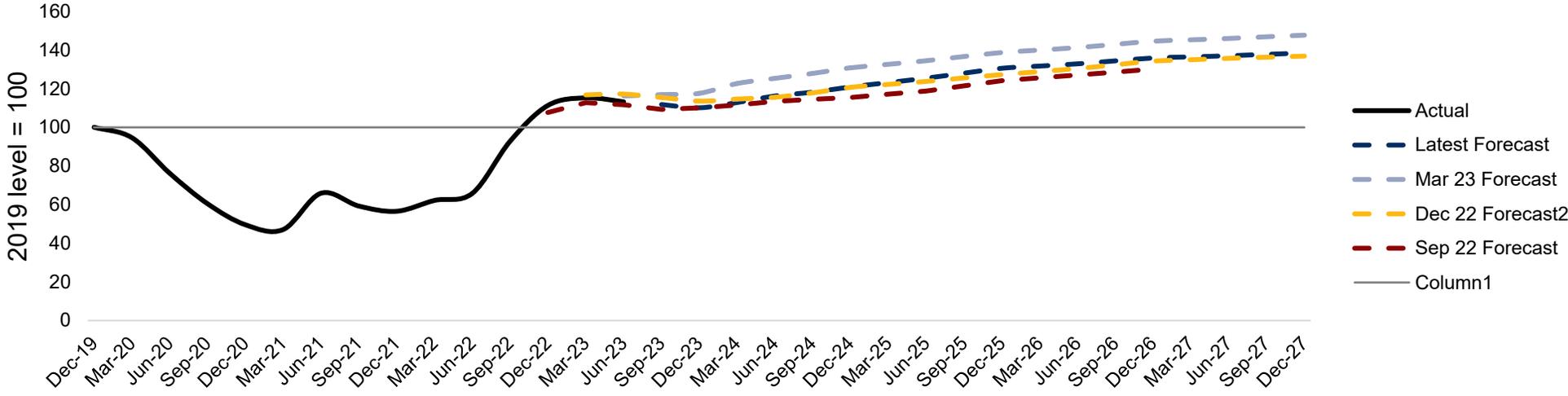
Canberra Tourism Region Hotel Market Outlook

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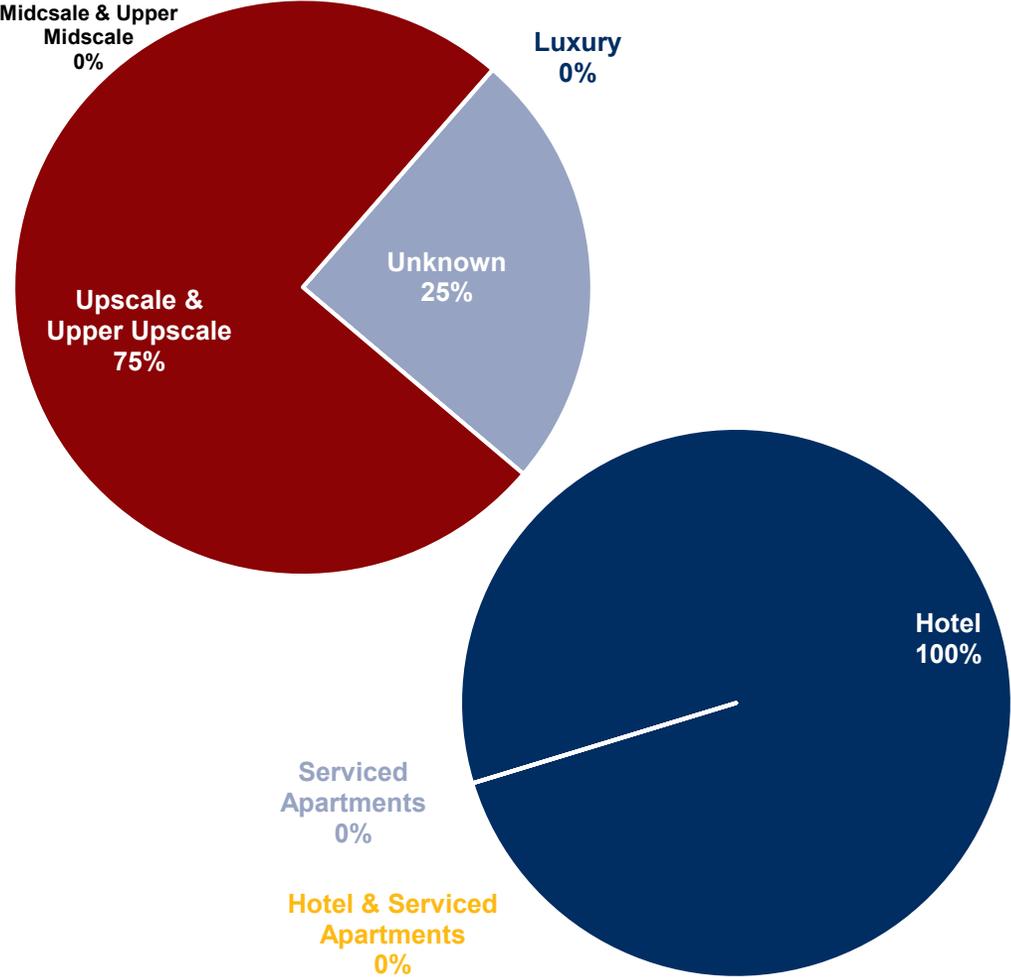
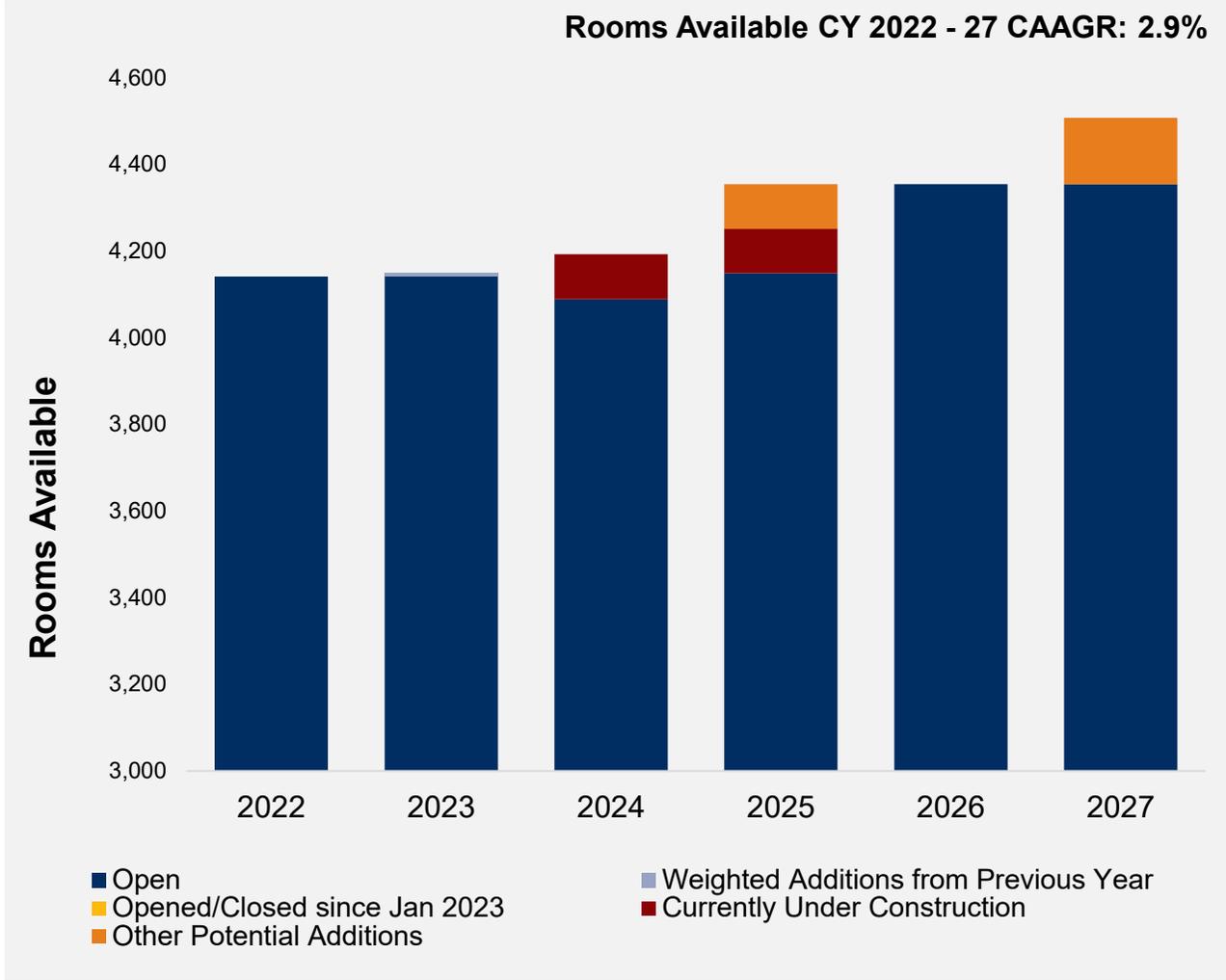
Hobart

Hobart Tourism Region Hotel Market Outlook



Hobart Tourism Region Hotel Market Outlook

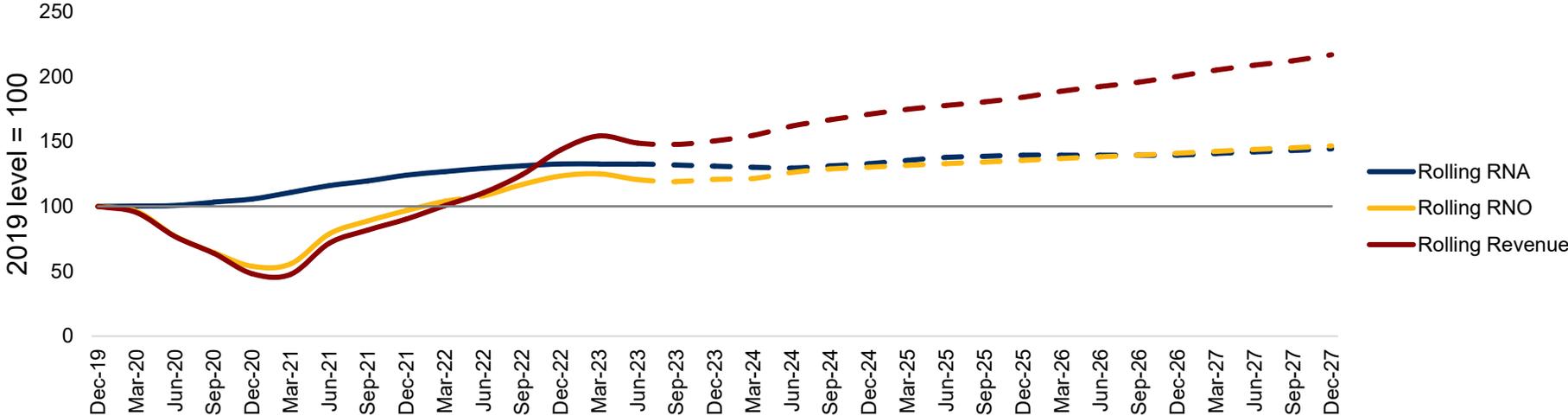
Forecast Additions to Supply – CY 2023 to 2027



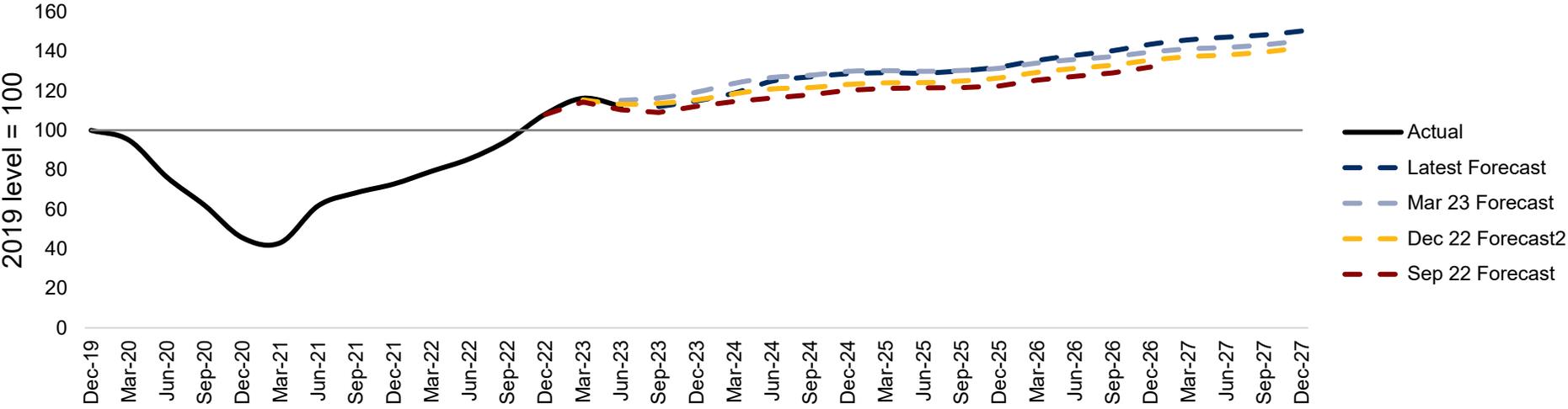
Hobart Tourism Region Hotel Market Outlook

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Indexed Rolling 12-Month RevPAR Outlook



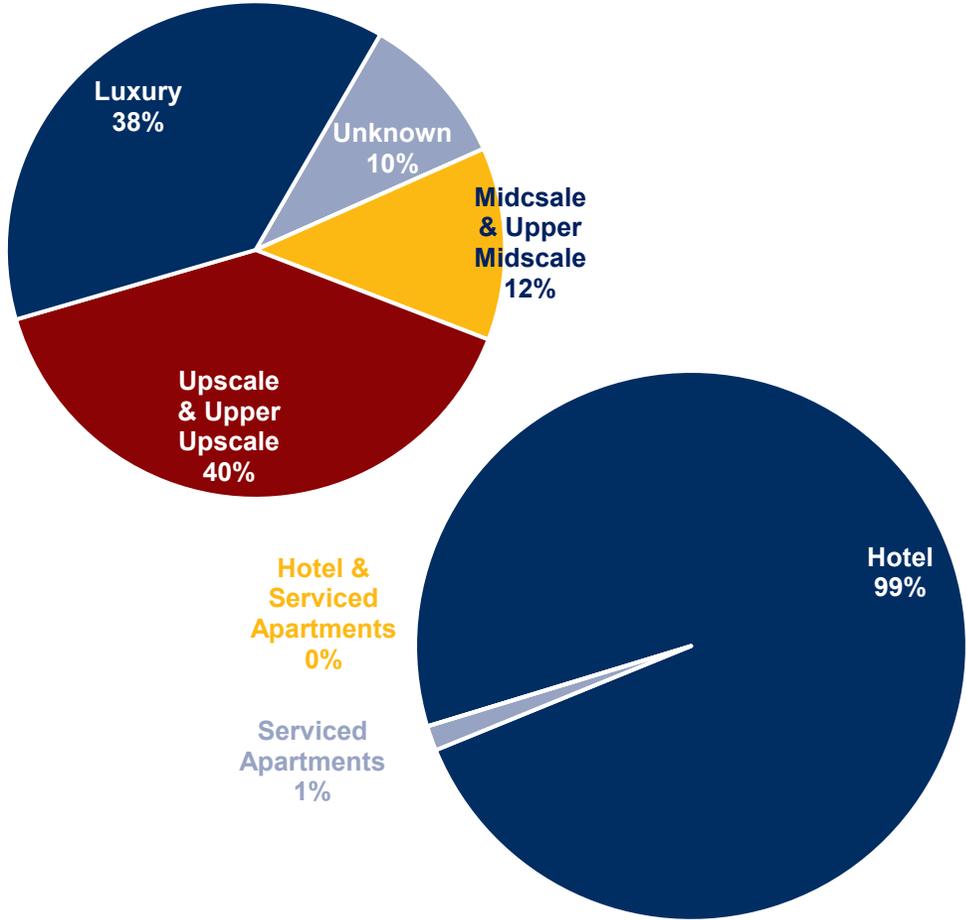
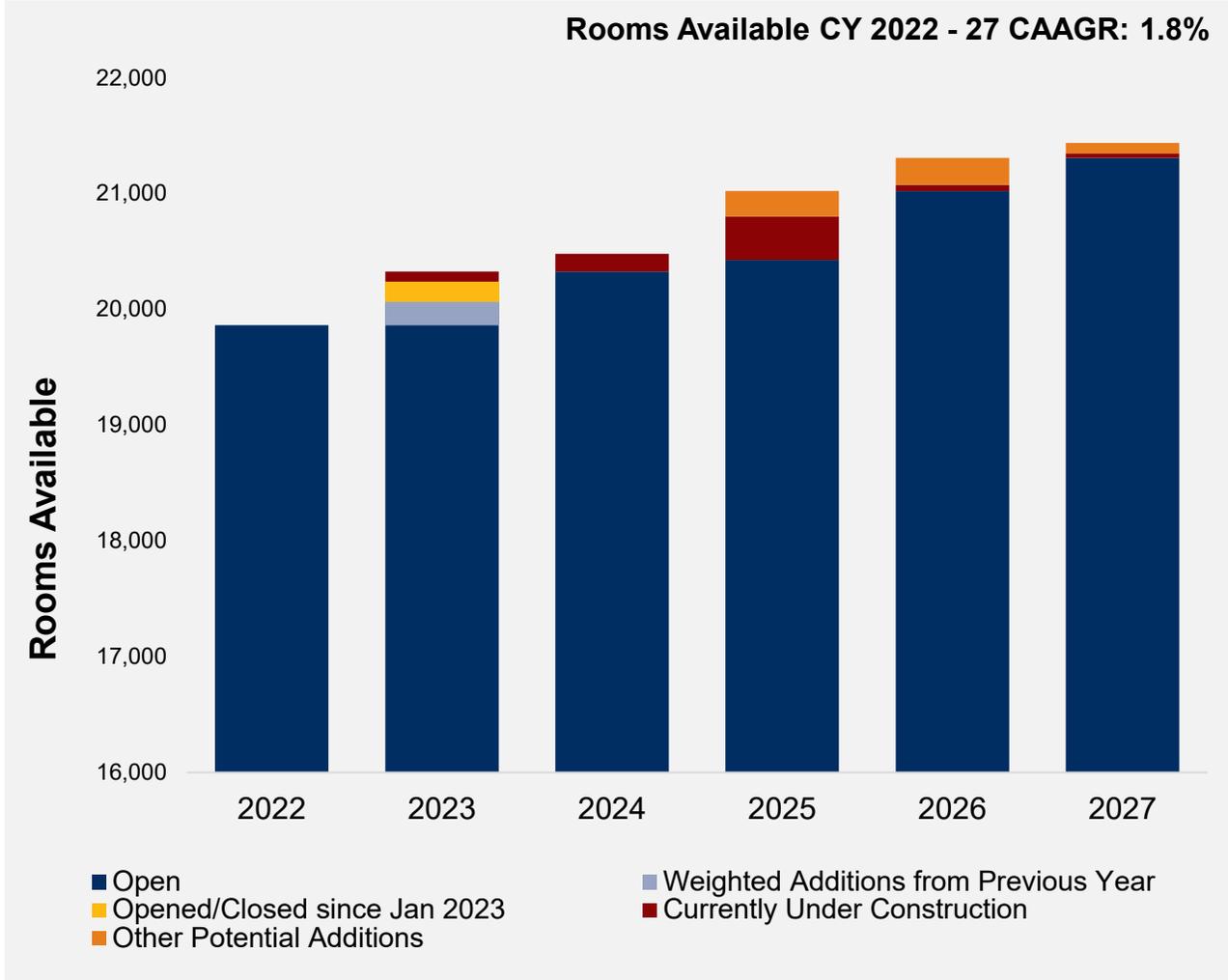


Gold Coast

Gold Coast Tourism Region Hotel Market Outlook

Gold Coast Tourism Region Hotel Market Outlook

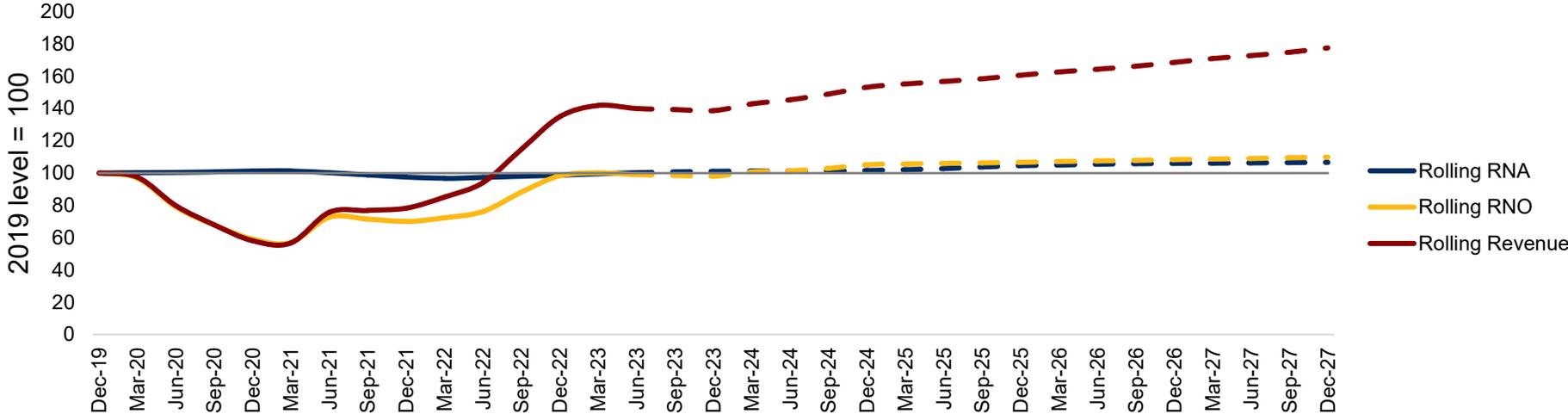
Forecast Additions to Supply – CY 2023 to 2027



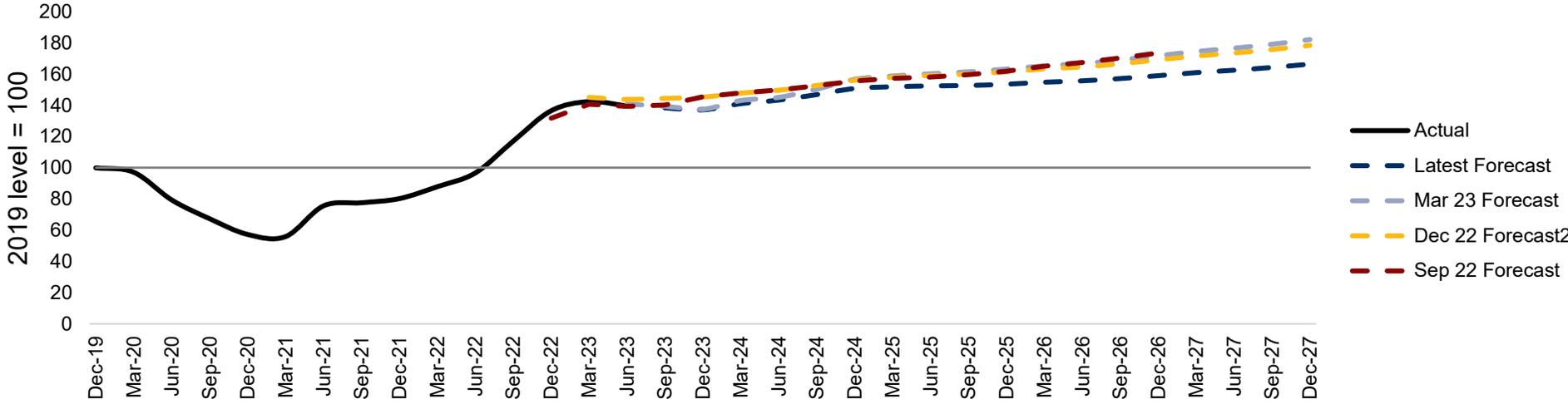
Gold Coast Tourism Region Hotel Market Outlook

Quarter to Quarter Shifts in Growth Trends

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Indexed Rolling 12-Month RevPAR Outlook





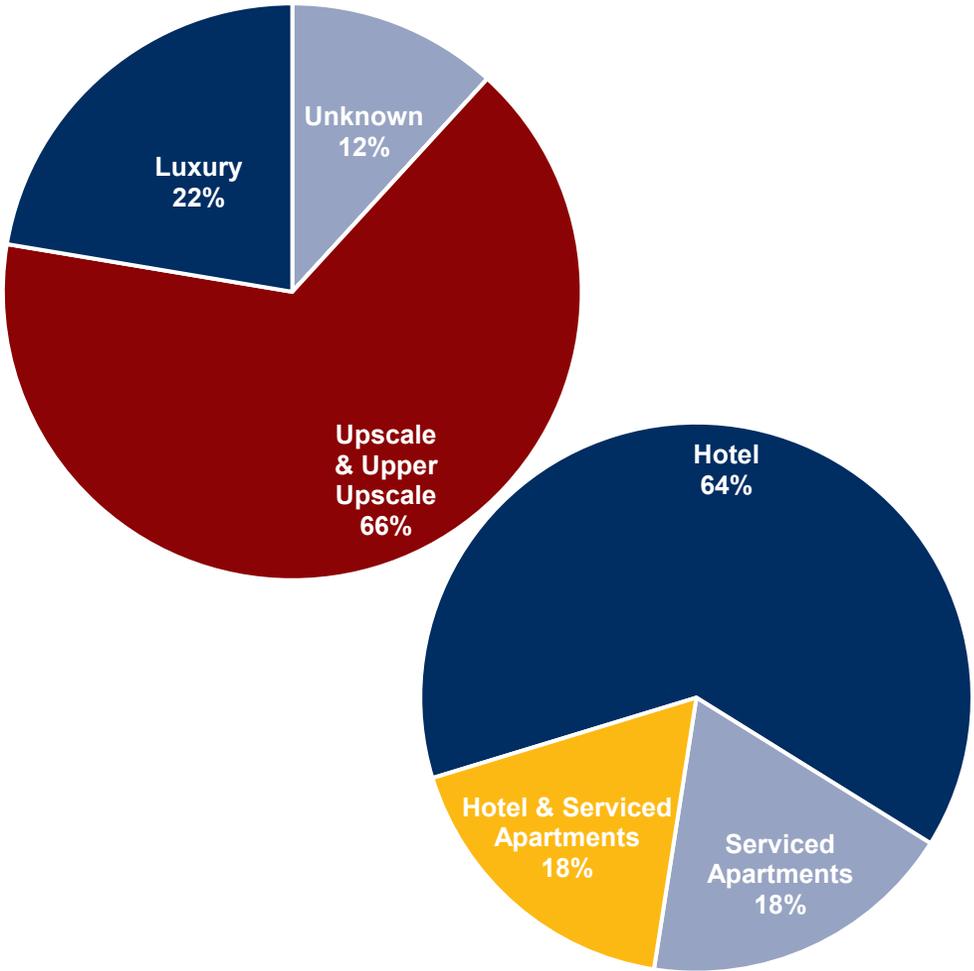
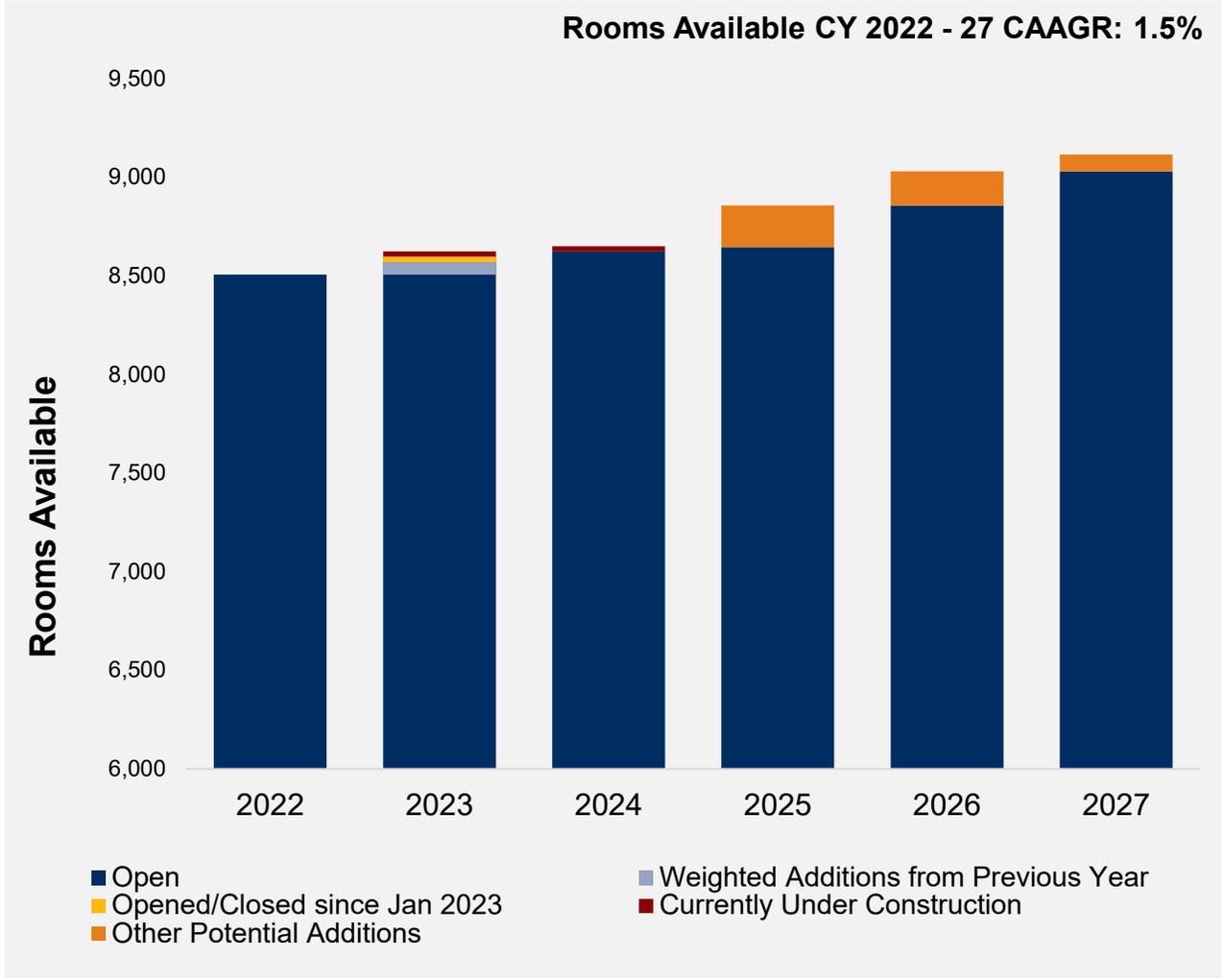
Sunshine Coast

Sunshine Tourism Region Hotel Market Outlook

Sunshine Coast Tourism Region Hotel Market Outlook

Forecast Additions to Supply – CY 2023 to 2027

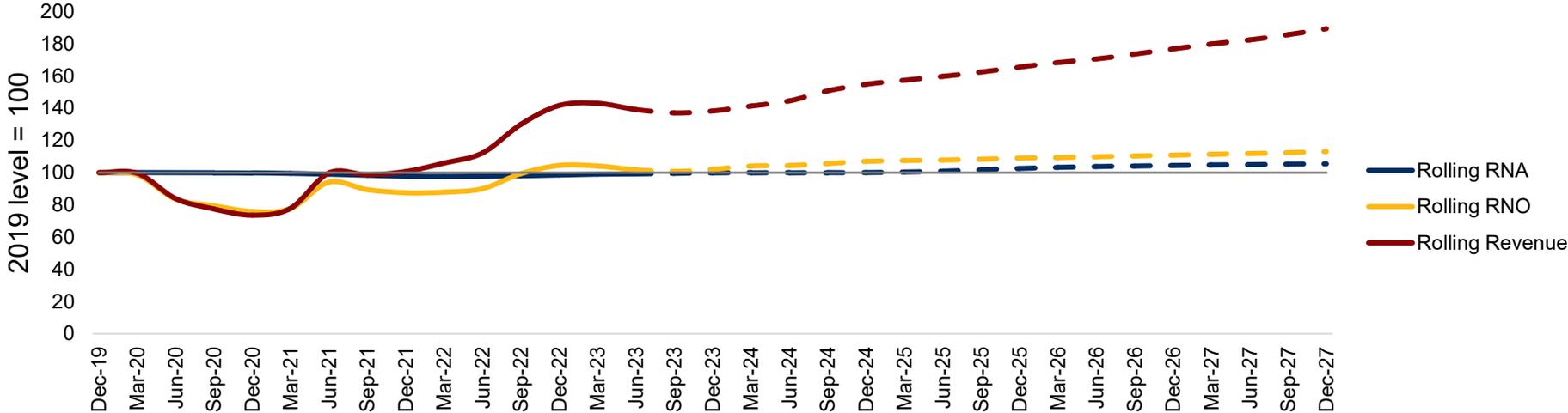
Rooms Available CY 2022 - 27 CAAGR: 1.5%



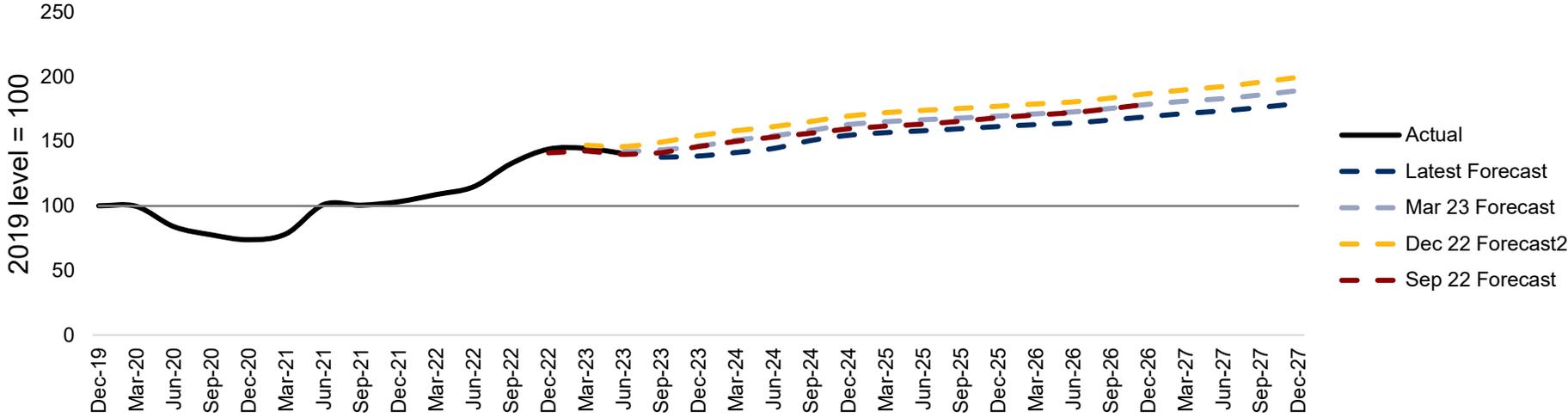
Sunshine Coast Tourism Region Hotel Market Outlook

Quarter to Quarter Shifts in Growth Trends

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Indexed Rolling 12-Month RevPAR Outlook





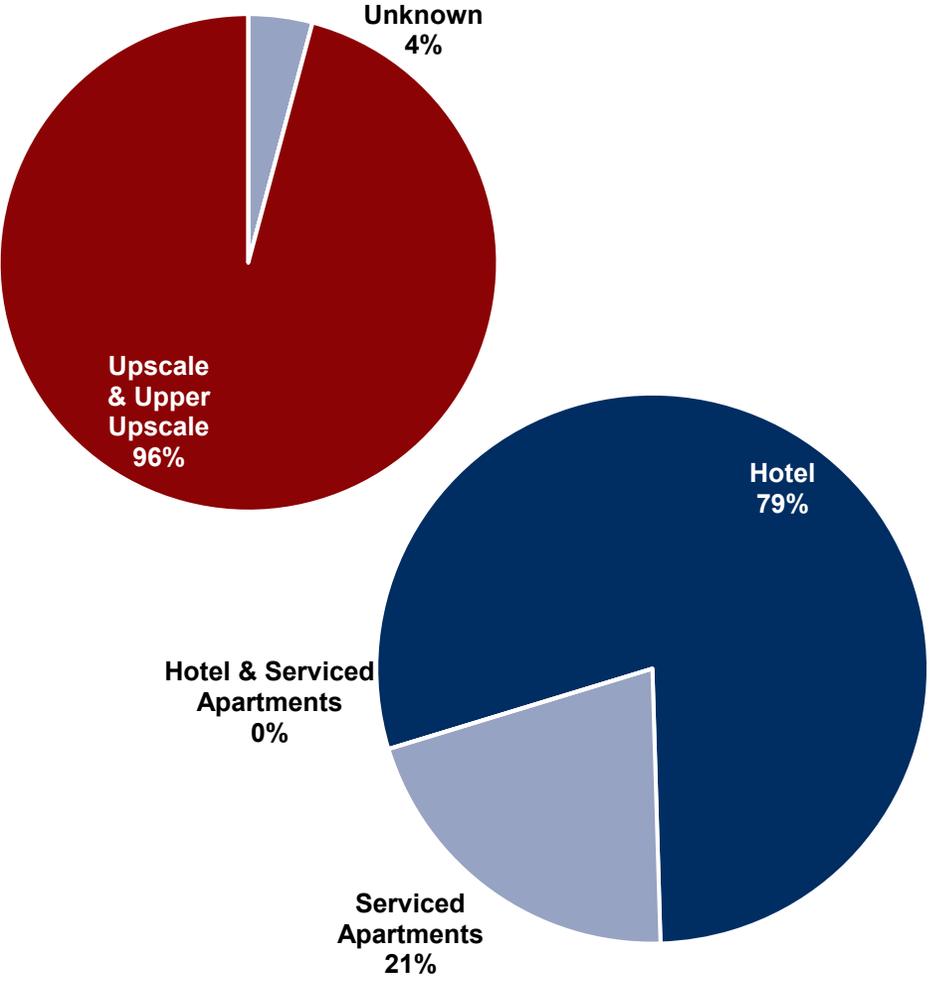
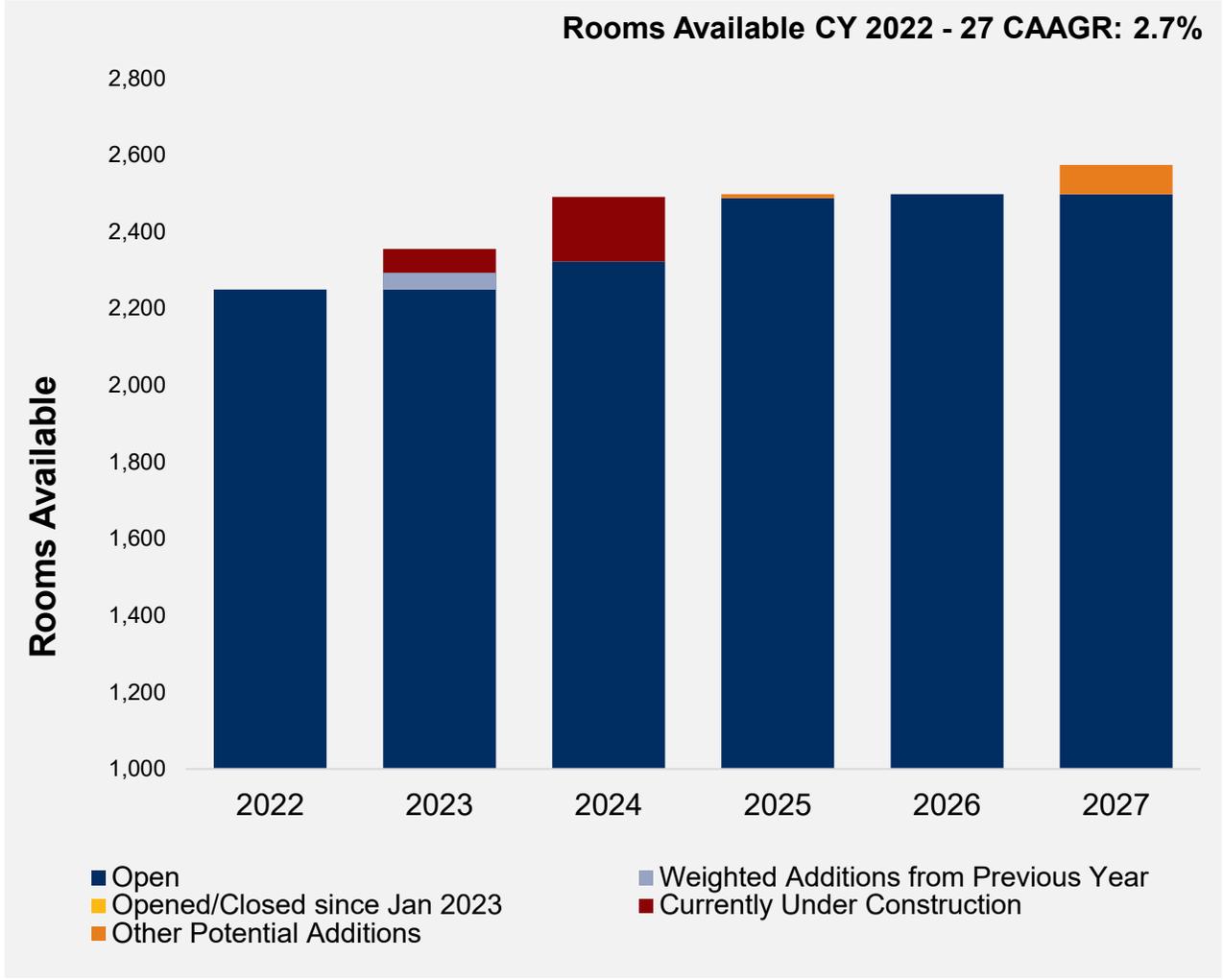
Newcastle

Newcastle Hotel Market Outlook

Newcastle Hotel Market Outlook

Forecast Additions to Supply – CY 2023 to 2027

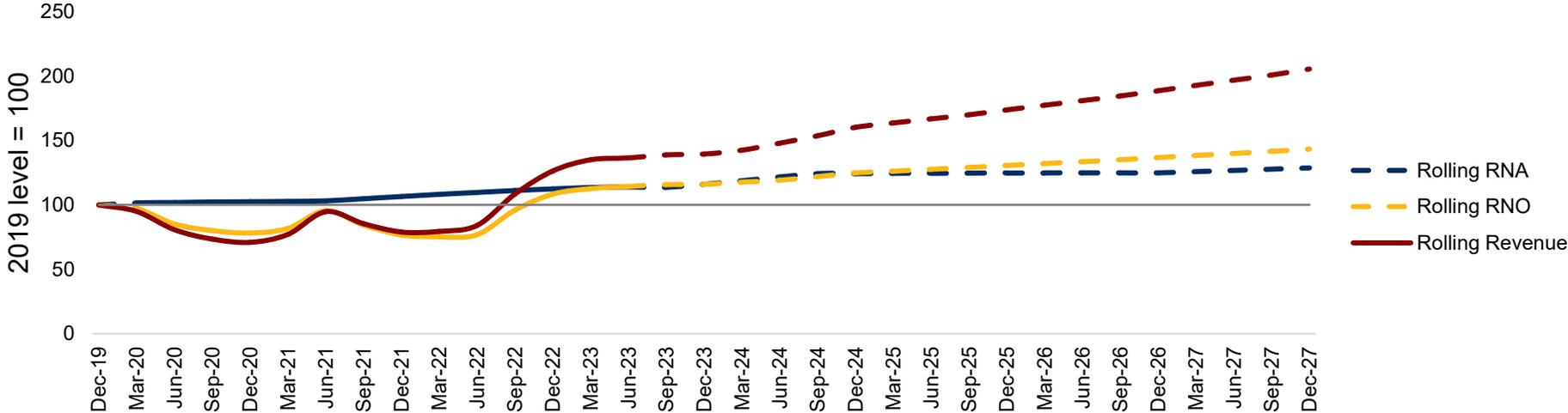
Rooms Available CY 2022 - 27 CAAGR: 2.7%



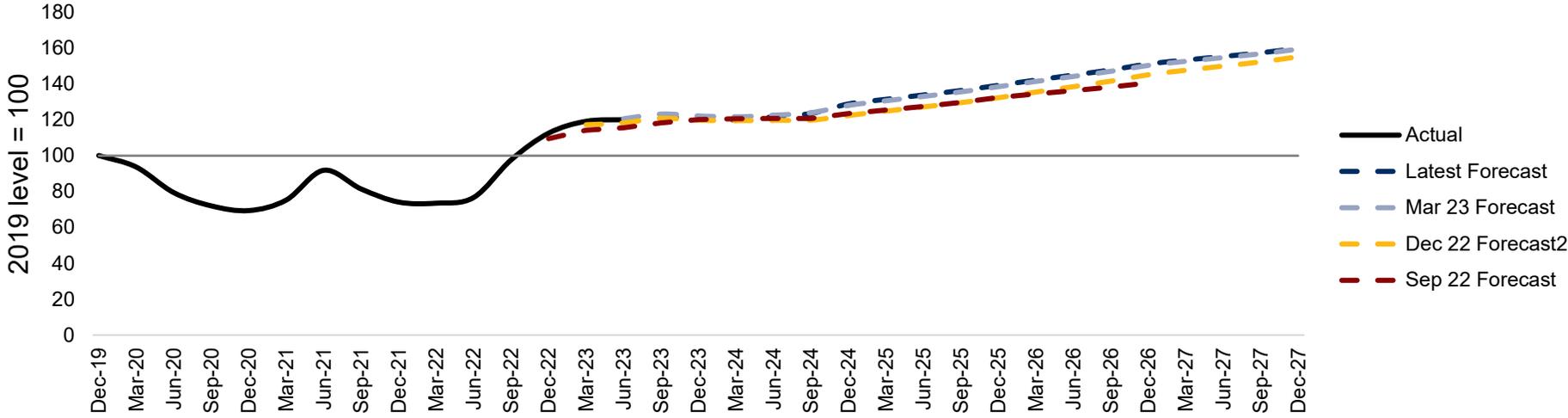
Newcastle Tourism Region Hotel Market Outlook

Quarter to Quarter Shifts in Growth Trends

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Indexed Rolling 12-Month RevPAR Outlook



Risks and Limitations

DATA SOURCES

In order to produce the hotel market outlooks in this report, Horwath HTL has collected and collated historical data and forecasts from the following sources:

- Historical hotel market performance data from STR as at June 2023;
- Historical economic data and forecasts from the DAE Business Outlook June 2023 Edition;
- International Tourism Forecasts have been adjusted by HHTL based on updated actual short term visitor arrivals up to May 2023 and Tourism Research Australia's December 2022 forecast.
- Historical tourism data as up to March 2023;
- The latest Domestic Tourism Forecasts as published by Tourism Research Australia in December 2022;
 - Regarding domestic visitation, Horwath HTL has adopted the recovery timeline as published by TRA in its December 2022 domestic tourism forecast, with adjustments to the outlook for CY 2023 and 2024 based on actual recent results and used growth relative to the long-term average, following such adjustments we have reverted to the ABS outlook for CY 2025 onwards.
- Supply pipeline information as collected in the Horwath HTL databases.

Adjustments made to our econometric model as described above, together with updated DAE economic projections, result in longer-term impacts for the market. We believe that the current modelling presents a reasonable picture of the outlook for hotel market performance, however, with such uncertain times that the industry is currently faced with, any outlook should be treated with caution.



Risks and Limitations

Our assessments and projections are predicated upon a number of assumptions and expectations. In particular, it should be recognised that hotel performance is particularly vulnerable to exceptional events. Unforeseen events that could severely disrupt hotel performance include, and are not limited to:

- Economic disruptions, such as the Asian or Global Financial Crises;
- Acts of terrorism, such as 9/11 or the Bali bombings;
- Natural events, such as a flood, tsunami or earthquake;
- Health scares, such as SARS, MERS, Avian Flu, Covid-19 Flu;
- Political unrest and instability such as recently occurred in Thailand and Hong Kong;
- Failure of local infrastructure, such as air-traffic disruptions, strikes, inadequate transport systems etc.; or
- Significant and/or concentrated additions to accommodation supply.

Whilst most of the above have played out to varying degrees over the last decade in various countries, including in Australia, these events remain difficult if not impossible to predict and can often not be anticipated.

Furthermore, unforeseen changes to the supply and demand of transient accommodation, including events that result in a material change to the business environment generally, could severely disrupt hotel performance in Australia's key transient accommodation markets, and as a result the future trading environment may be significantly different to that envisaged as at the time of preparation of this report.

Our conclusions as presented in this report are a reflection of the market conditions which we believe may eventuate during the forecast period. That said, it must be recognised that all estimates are based on our best judgement at this time.



Author



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Damien Little is a Director with Horwath HTL in Melbourne and has 22 years of consulting experience with significant experience in financial modelling.

During this time, he has undertaken hotel-related projects in 17 countries across the Asia Pacific region, being involved in more than 400 projects. Damien has been involved in projects across all industry segments including 5-star city hotels, luxury island resorts, golf resort properties, mid-scale regional hotels, budget hotels, backpacker accommodation, restaurants and clubs.

Damien previously worked for Horwath HTL (Asia Pacific practice) for 17 years and spent time in the Singapore, Hong Kong and Beijing offices. Upon his return to Australia, Damien joined Horwath HTL in Australia taking up the role as a Director and expanding the company's presence to Melbourne.

He is also a frequent speaker at industry-related conferences around the region and has published numerous research articles in regional industry publications.

Horwath HTL

At Horwath HTL, our focus is one hundred percent on hotel, tourism and leisure consulting. Our services cover every aspect of hotel real estate, tourism and leisure development.

We are a global brand with 52 offices in 38 countries, who have successfully carried out over 30,000 assignments for private and public clients.

We are part of Crowe Global, a top 10 accounting and financial services network. We are the number one choice for companies and financial institutions looking to invest and develop in the industry.

We are Horwath HTL, the global leader in hotel, tourism and leisure consulting.

Our Expertise:

- Hotel Planning & Development
- Hotel Asset Management
- Health & Wellness
- Transactional Advisory
- Expert Witness & Litigation
- Tourism & Leisure
- Hospitality Crisis Management

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