



GOVERNMENT OF GIBRALTAR

**HOTEL OCCUPANCY
SURVEY
1998**

**ADMINISTRATION & STATISTICS
DIVISION (DTI)**

PREFACE

The Statistics (Hotel Occupancy Survey) Order 1971, requires that the Government Statistician prepares a report and summary of the findings of the Hotel Occupancy Survey to be laid before the House of Assembly.

This is the twenty-third such report and it contains a summary of the statistics collected for the years 1972-1998.

I must express my thanks to the Hotels for their continued co-operation in the conduct of this survey.

GOVERNMENT STATISTICIAN

JULY 1999

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A. Definitions and Notes

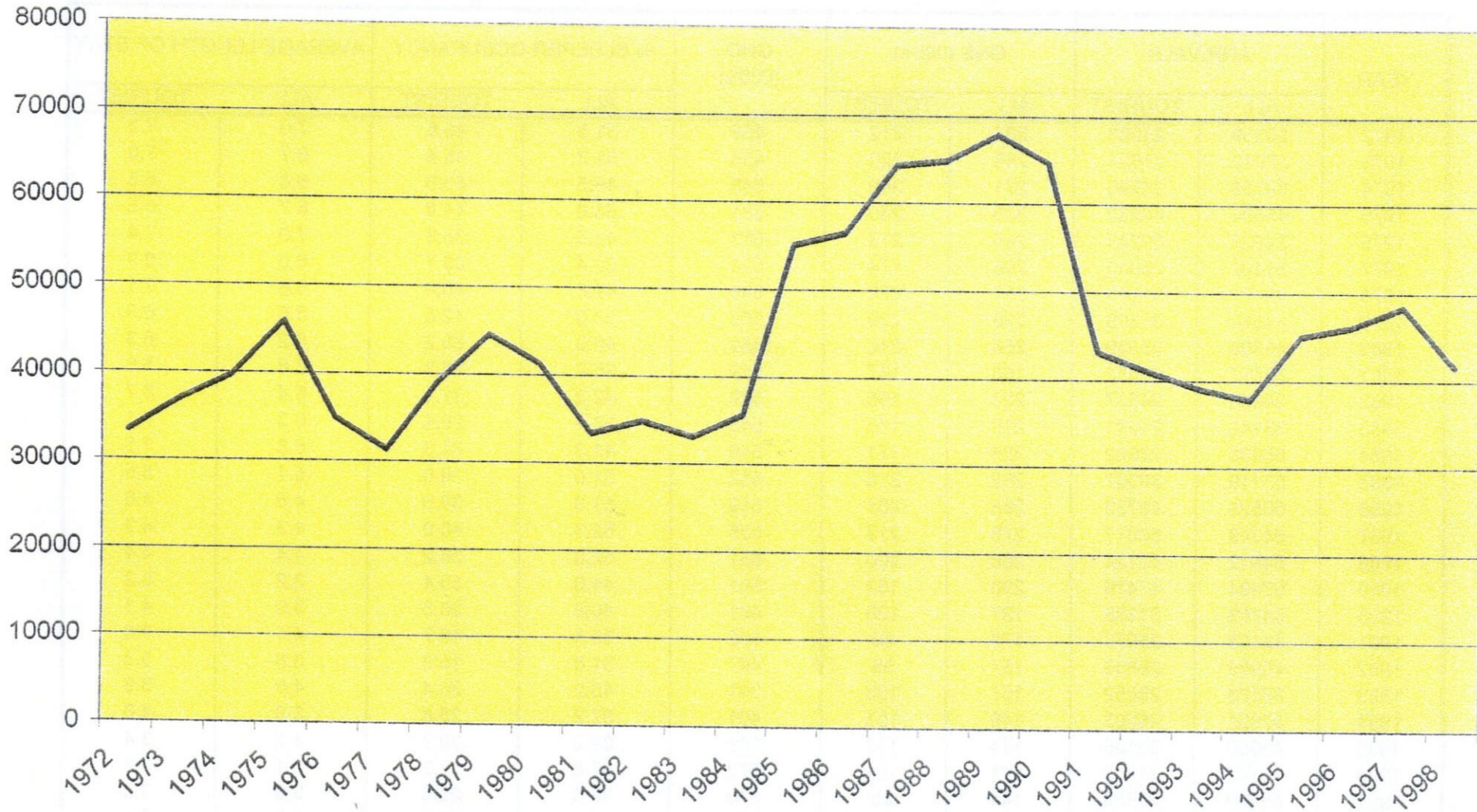
- (a) Tourist: By the nature of the returns received each hotel has the final decision of who is or is not a tourist. Guidance is given that a tourist is a person who is in Gibraltar primarily for the purpose of a holiday.
- (b) Guest Nights: One guest x one night.
- (c) Sleeper Occupancy: Sleeper Occupancy is calculated as the percentage of the guest-nights offered which are actually sold. It should be noted that this does not necessarily give an accurate indication of the ability of the hotel to accept more guests. For example, one person staying in a room with two beds gives a 50% sleeper occupancy but the room is 100% occupied since the hotel cannot put anyone else in. In general it can be said that a sleeper occupancy rate of 100% is practically impossible and a rate of 80% is exceptional.
- (d) In interpreting the figures it should be noted that:-
- From April 1976, the Victoria Hotel is not included.
 - From October 1972, the Havencourt Hotel is not included.
 - The Holiday Inn (now The Elliott Hotel) is included from August 1973 onwards.
 - The Continental Hotel is included from January 1986 onwards.
 - The Sunrise Motel is included from January 1992 to December 1994.
 - From September 1992 the Montarik Hotel is not included.
 - From November 1992 the Gibraltar Beach Hotel is not included.
 - From July 1995 the Cannon Hotel is included.
- (e) Definitions: Throughout this survey GNS means Guest Nights Sold and GNO means Guest Nights Offered.
- (f) In Table 1 figures have been rounded to the nearest thousand.

B. Tables

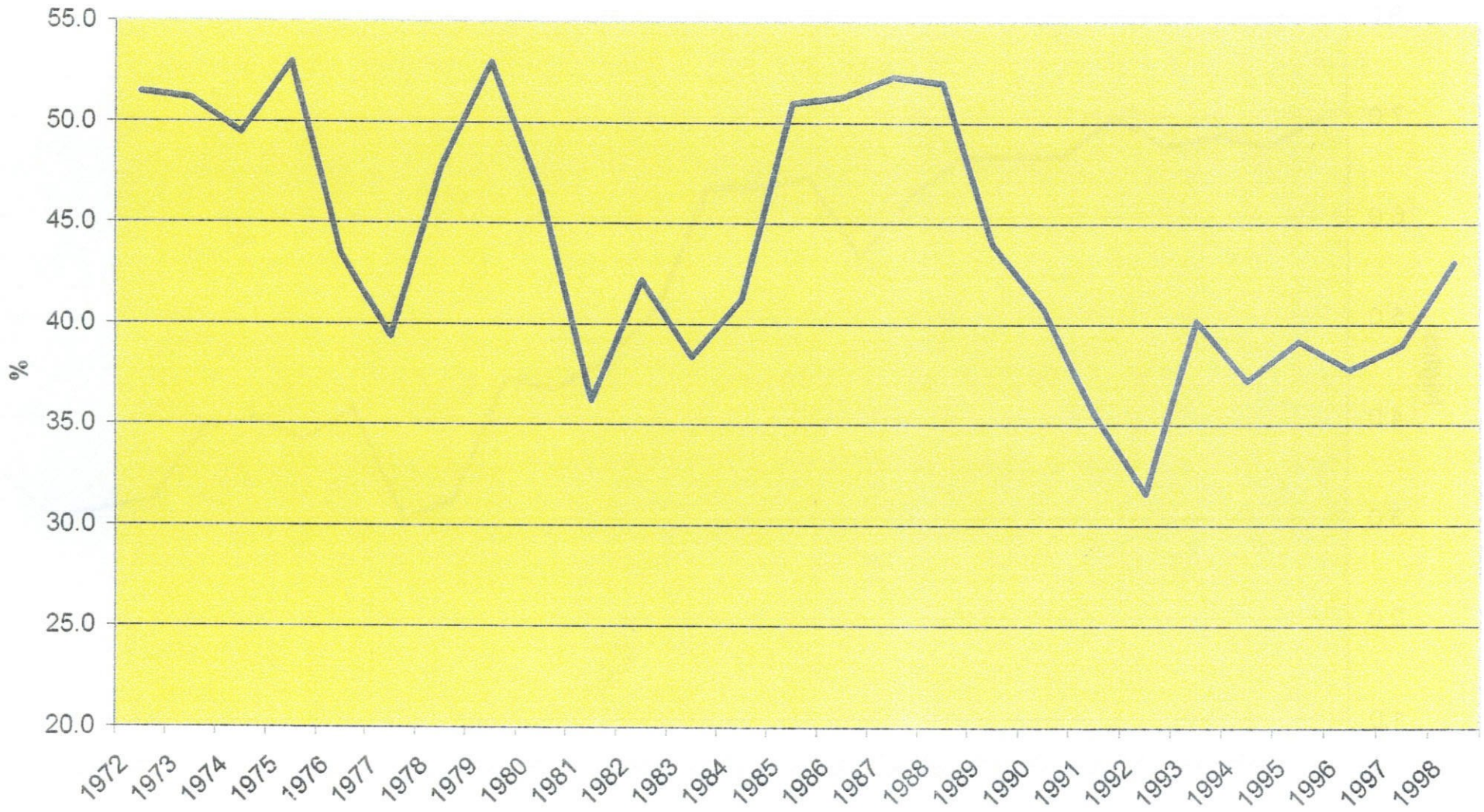
Table 1: General Analysis, all hotels 1972 - 1998

YEAR	ARRIVALS		GNS (000's)		GNO (000's)	% SLEEPER OCCUPANCY		AVERAGE LENGTH OF STAY	
	ALL	TOURIST	ALL	TOURIST		ALL	TOURIST	ALL	TOURIST
1972	33359	28983	234	212	455	51.5	46.6	7.0	7.3
1973	37012	31623	248	220	485	51.2	45.4	6.7	7.0
1974	39758	35296	271	240	548	49.5	43.8	6.8	6.8
1975	45894	40232	308	260	581	53.0	44.8	6.7	6.5
1976	34933	29248	245	216	563	43.5	38.3	7.0	7.4
1977	31402	25340	208	174	526	39.4	33.1	6.6	6.9
1978	39102	31145	257	220	539	47.8	40.9	6.6	7.1
1979	44569	35395	296	239	559	53.0	42.8	6.6	6.8
1980	41308	33139	256	210	551	46.5	38.2	6.2	6.3
1981	33417	26052	188	147	519	36.2	28.3	5.6	5.6
1982	34896	24537	223	165	529	42.2	31.1	6.4	6.7
1983	33142	21991	210	155	546	38.4	28.4	6.3	7.1
1984	35690	22682	226	171	546	41.3	31.3	6.3	7.5
1985	55119	39367	282	218	552	51.0	39.6	5.1	5.5
1986	56525	43733	266	201	519	51.3	38.6	4.6	4.6
1987	64349	50017	278	213	535	52.3	40.0	4.3	4.3
1988	64942	45724	286	200	551	52.0	36.2	4.4	4.4
1989	67934	47478	220	152	501	44.0	30.4	3.2	3.2
1990	64793	31338	197	128	481	40.8	26.5	3.0	4.1
1991	43193	25975	178	99	502	35.5	19.7	4.1	3.8
1992	40986	29866	157	98	497	31.6	19.8	3.8	3.3
1993	39123	26952	157	103	391	40.2	26.4	4.0	3.8
1994	37851	25903	149	103	401	37.2	25.8	3.9	4.0
1995	45056	33125	144	113	369	39.2	30.7	3.2	3.4
1996	46142	31856	141	101	372	37.8	27.2	3.1	3.2
1997	48420	28853	144	95	370	39.0	25.6	3.0	3.3
1998	41616	27941	145	95	335	43.1	28.2	3.5	3.4

ALL ARRIVALS AT HOTELS, 1972 - 1998



% SLEEPER OCCUPANCY, ALL ARRIVALS, 1972 - 1998



AVERAGE LENGTH OF STAY, ALL ARRIVALS, 1972 - 1998

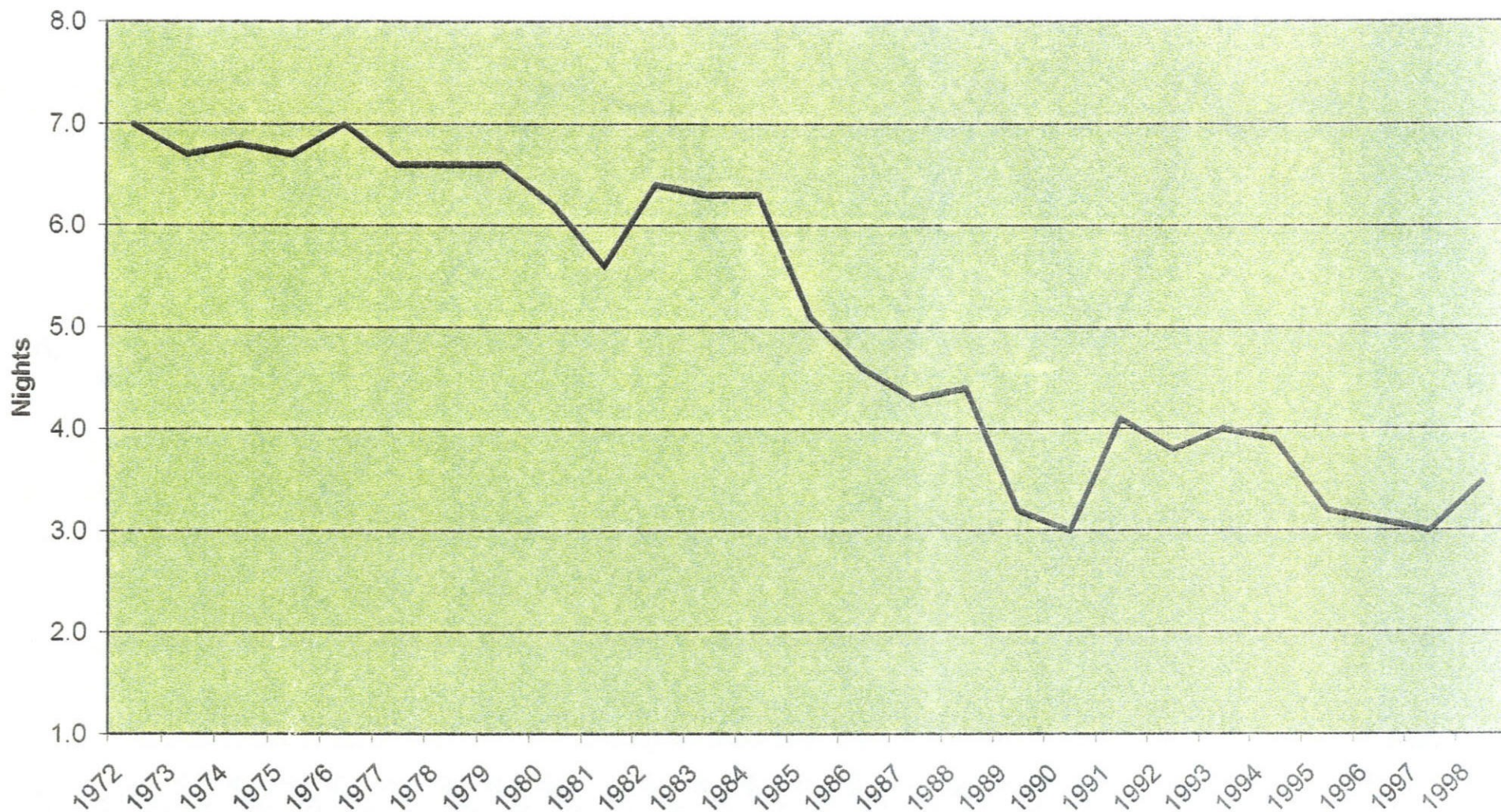


Table 2(a): Number of All Arrivals by Month, all hotels 1972-1978

MONTH	ALL ARRIVALS (00's)							TOURIST ARRIVALS (00's)						
	1972	1973	1974	1975	1975	1977	1978	1972	1973	1974	1975	1976	1977	1978
JANUARY	19	17	24	28	21	16	18	16	14	22	22	17	10	13
FEBRUARY	24	24	31	31	26	25	24	19	18	28	27	19	18	19
MARCH	34	32	35	39	34	28	31	28	26	32	33	28	20	22
APRIL	26	31	29	28	26	25	32	20	25	26	26	22	19	25
MAY	29	29	32	38	39	28	36	25	24	28	33	34	25	29
JUNE	30	33	36	39	29	30	41	25	30	32	32	27	26	35
JULY	36	35	37	50	35	31	35	33	32	33	45	31	27	29
AUGUST	34	36	40	57	36	34	38	31	33	35	53	31	28	30
SEPTEMBER	33	31	35	47	31	26	39	30	29	31	43	27	23	33
OCTOBER	29	41	41	46	30	26	40	27	33	37	41	24	24	33
NOVEMBER	22	35	33	33	23	25	35	20	30	28	29	17	17	27
DECEMBER	17	27	24	23	20	20	23	15	23	21	18	15	16	17
TOTAL	333	371	397	459	350	314	392	289	317	353	402	292	253	312

Table 2(b): Number of All Arrivals by Month, all hotels 1979-1985

MONTH	ALL ARRIVALS (00's)							TOURIST ARRIVALS (00's)						
	1979	1980	1981	1982	1983	1984	1985	1979	1980	1981	1982	1983	1984	1985
JANUARY	21	27	20	16	16	18	26	16	23	16	11	11	11	10
FEBRUARY	38	31	26	25	23	25	45	23	26	21	18	16	13	27
MARCH	40	37	33	37	26	26	49	27	31	26	24	18	17	36
APRIL	28	35	29	34	30	29	46	23	29	24	23	19	16	33
MAY	39	43	29	33	34	38	46	34	32	23	26	21	20	37
JUNE	41	44	28	32	27	28	46	34	27	23	23	20	21	35
JULY	45	34	31	29	31	33	52	39	29	21	23	20	21	38
AUGUST	46	39	32	34	32	34	54	37	34	23	22	21	23	43
SEPTEMBER	47	38	33	33	36	35	54	39	34	25	23	25	26	41
OCTOBER	46	37	31	31	30	40	51	38	31	25	20	19	27	35
NOVEMBER	32	26	23	23	25	30	46	26	20	18	17	16	20	35
DECEMBER	23	22	20	22	21	21	36	18	15	16	15	14	12	24
TOTAL	446	413	334	349	331	357	551	354	331	261	245	220	227	394

Table 2(c): Number of All Arrivals by Month, all hotels 1986-1992

MONTH	ALL ARRIVALS (00's)							TOURIST ARRIVALS (00's)						
	1986	1987	1988	1989	1990	1991	1992	1986	1987	1988	1989	1990	1991	1992
JANUARY	31	41	46	34	34	34	23	24	37	32	24	20	19	16
FEBRUARY	40	46	47	43	41	34	30	29	35	36	35	24	19	22
MARCH	46	63	63	52	79	39	34	38	50	47	41	30	23	27
APRIL	44	62	61	53	84	36	36	36	50	48	41	34	21	28
MAY	57	58	60	46	60	42	40	40	38	46	36	28	24	29
JUNE	51	51	58	50	53	32	41	39	35	40	42	23	21	28
JULY	45	44	54	66	63	39	38	34	36	36	39	31	25	26
AUGUST	52	51	53	59	46	35	36	40	41	36	41	25	24	29
SEPTEMBER	55	62	58	74	58	43	41	44	48	38	44	31	24	26
OCTOBER	50	63	49	77	50	47	39	42	48	36	53	26	25	27
NOVEMBER	49	60	58	67	41	26	28	43	48	36	44	21	16	20
DECEMBER	46	52	42	58	39	25	24	29	34	26	35	20	17	19
TOTAL	566	653	649	679	648	432	410	438	500	457	475	313	260	299

Table 2(d): Number of Arrivals by Month, all hotels 1993 - 1998

MONTH	ALL ARRIVALS (00's)						TOURIST ARRIVALS (00's)					
	1993	1994	1995	1996	1997	1998	1993	1994	1995	1996	1997	1998
JANUARY	19	25	20	28	24	30	15	17	16	20	15	16
FEBRUARY	24	24	28	34	32	28	15	17	22	25	19	17
MARCH	29	31	34	40	33	31	21	21	24	27	19	21
APRIL	30	31	40	41	39	34	21	21	28	30	22	23
MAY	38	39	38	42	48	38	26	24	26	26	28	25
JUNE	35	33	39	41	47	35	24	23	27	26	27	24
JULY	33	34	46	38	43	34	22	24	33	27	28	23
AUGUST	33	33	44	39	55	42	25	23	31	30	33	30
SEPTEMBER	44	43	57	47	54	40	29	29	41	30	31	30
OCTOBER	45	39	41	43	39	42	29	27	32	31	28	29
NOVEMBER	35	25	31	33	38	36	23	17	25	22	20	24
DECEMBER	25	22	32	35	32	28	19	16	25	25	19	18
TOTAL	391	379	451	461	484	416	270	259	331	319	289	279

ALL ARRIVALS AT HOTELS, 1993 - 1998

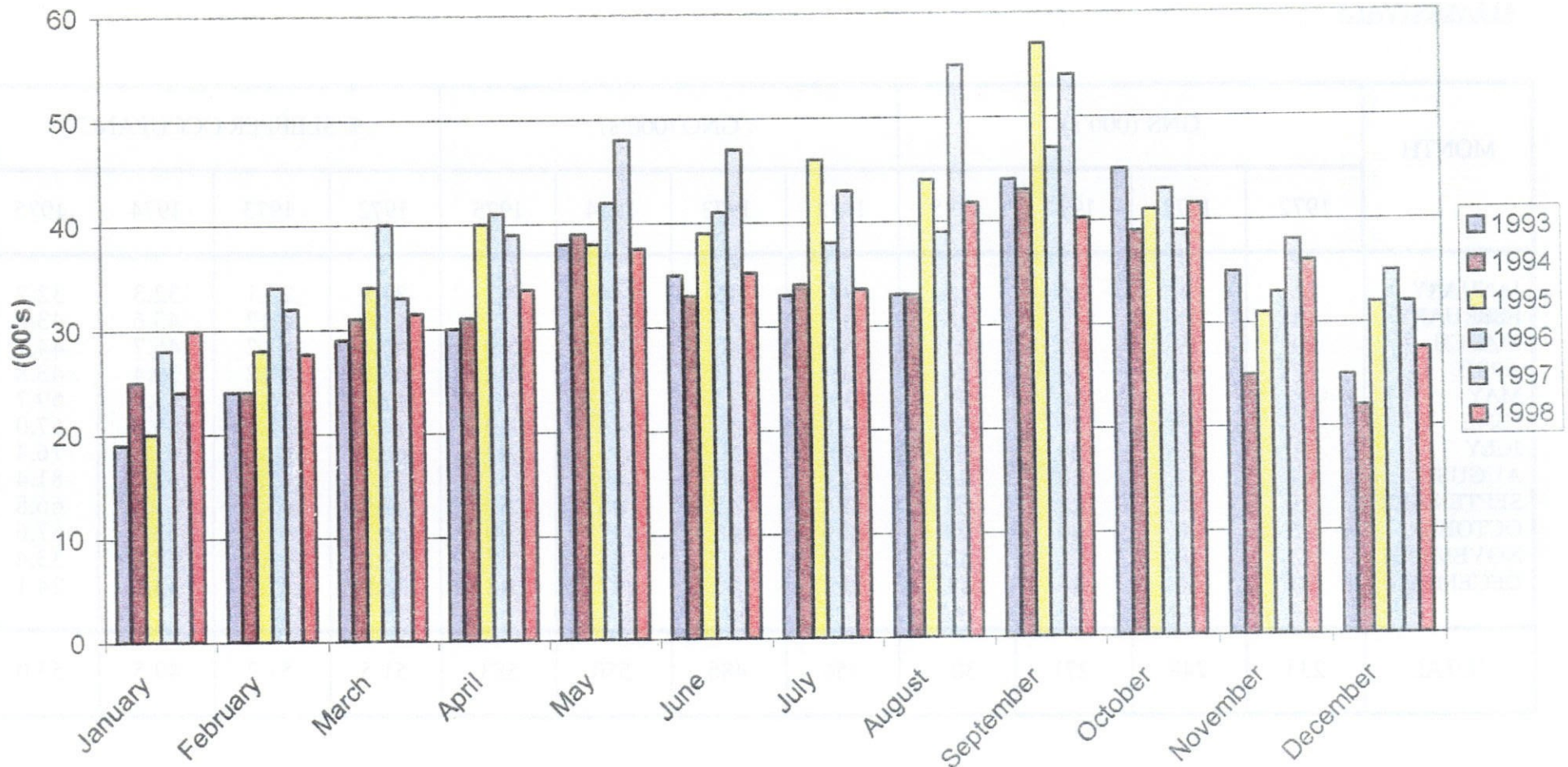


Table 3(a): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1972-1975

ALL ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1972	1973	1974	1975	1972	1973	1974	1975	1972	1973	1974	1975
JANUARY	12	9	14	15	37	36	44	47	31.8	24.1	32.3	32.2
FEBRUARY	14	15	17	18	35	32	40	43	41.0	47.2	43.6	43.4
MARCH	20	19	21	22	37	36	45	49	54.4	51.2	46.7	44.1
APRIL	17	18	18	21	38	39	45	48	46.0	47.2	39.4	43.8
MAY	18	18	20	30	39	38	47	51	47.6	46.5	43.4	59.7
JUNE	26	23	26	33	40	38	46	50	64.5	61.8	55.5	67.0
JULY	28	27	30	37	43	40	49	49	66.5	68.6	61.4	76.4
AUGUST	30	31	30	42	42	46	49	51	71.7	67.0	62.2	81.4
SEPTEMBER	25	25	28	33	39	45	46	50	63.9	55.8	61.4	66.8
OCTOBER	21	28	30	29	38	46	47	50	54.7	61.1	63.5	57.6
NOVEMBER	12	19	21	16	33	47	45	47	37.2	41.4	47.2	33.4
DECEMBER	10	16	16	11	35	43	47	48	28.9	37.2	33.8	24.1
TOTAL	233	248	271	307	456	486	550	583	51.5	51.2	49.5	53.0

Table 3(b): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1976-1979

ALL ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1976	1977	1978	1979	1976	1977	1978	1979	1976	1977	1978	1979
JANUARY	12	10	9	10	50	44	45	45	23.4	23.0	19.3	23.3
FEBRUARY	14	17	12	17	47	40	40	42	29.0	41.3	30.2	40.3
MARCH	20	18	16	20	50	46	45	47	39.2	39.0	35.0	43.1
APRIL	17	15	21	17	47	44	44	46	35.6	33.9	46.4	38.0
MAY	21	17	22	24	48	45	46	47	45.1	37.6	48.4	50.9
JUNE	26	21	32	33	46	44	45	47	56.9	47.6	71.2	69.2
JULY	29	22	30	35	48	43	46	48	61.4	51.0	65.8	71.8
AUGUST	33	26	30	37	48	43	45	48	69.5	60.0	66.8	76.9
SEPTEMBER	25	21	30	39	44	44	46	47	56.1	48.8	64.3	82.2
OCTOBER	24	19	25	34	48	46	47	47	49.2	40.9	53.6	73.2
NOVEMBER	13	12	17	18	42	44	44	47	30.8	27.2	39.4	38.8
DECEMBER	11	11	13	12	45	45	45	48	24.8	24.0	29.1	24.7
TOTAL	245	209	257	296	563	528	538	559	43.5	39.4	47.8	53.0

Table 3(c): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1980-1983

ALL ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1980	1981	1982	1983	1980	1981	1982	1983	1980	1981	1982	1983
JANUARY	12	10	9	9	45	44	43	45	26.6	23.2	20.2	19.0
FEBRUARY	14	13	14	11	42	40	40	41	32.9	31.9	35.2	27.7
MARCH	21	17	19	16	46	44	44	46	46.4	38.8	42.4	34.8
APRIL	23	18	22	16	47	44	44	45	48.5	40.3	50.5	35.9
MAY	22	16	23	20	48	44	45	46	46.9	37.1	50.0	43.2
JUNE	28	18	24	23	47	42	45	45	60.2	42.0	54.7	49.7
JULY	26	17	24	20	48	42	46	47	53.1	40.2	51.9	42.3
AUGUST	31	19	24	25	47	43	45	47	64.9	43.5	52.0	54.0
SEPTEMBER	30	19	22	25	47	43	43	46	63.0	44.1	51.7	54.6
OCTOBER	24	18	19	21	46	47	45	47	52.2	39.1	42.6	43.7
NOVEMBER	14	13	12	13	44	42	44	45	31.8	30.1	27.9	30.2
DECEMBER	11	10	11	11	44	44	45	46	26.2	23.6	25.6	24.4
TOTAL	256	188	223	210	551	519	529	546	46.5	36.2	42.2	38.4

Table 3(d): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1984-1987

ALL ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1984	1985	1986	1987	1984	1985	1986	1987	1984	1985	1986	1987
JANUARY	9	11	13	19	46	45	43	46	20.7	24.3	30.1	42.1
FEBRUARY	13	18	15	18	43	41	38	42	30.0	42.7	39.0	43.9
MARCH	15	25	21	26	47	46	43	46	32.5	54.0	48.7	57.5
APRIL	18	25	18	24	45	45	42	43	39.9	56.8	42.0	55.6
MAY	23	23	25	25	46	47	45	45	50.5	50.3	57.2	55.7
JUNE	23	31	29	22	45	45	43	44	50.8	69.4	67.9	49.1
JULY	22	28	23	20	45	48	44	45	50.1	58.0	51.8	44.5
AUGUST	25	32	27	26	47	48	46	45	53.0	67.7	59.7	57.7
SEPTEMBER	27	32	29	29	44	46	44	45	61.0	68.2	64.8	65.6
OCTOBER	25	27	26	26	46	48	45	44	53.2	55.6	59.3	58.8
NOVEMBER	15	17	23	24	45	46	43	44	32.3	36.9	54.1	54.4
DECEMBER	11	13	17	20	47	47	44	46	22.9	27.3	38.5	42.5
TOTAL	226	282	266	279	546	552	520	535	41.3	51.0	51.3	52.3

Table 3(e): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1988-1991

ALL ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1988	1989	1990	1991	1988	1989	1990	1991	1988	1989	1990	1991
JANUARY	16	15	11	12	46	42	37	40	35.8	35.2	31.2	29.4
FEBRUARY	19	18	14	13	44	40	37	37	42.6	46.0	37.3	34.5
MARCH	26	22	19	17	48	42	42	44	53.6	52.0	45.3	37.5
APRIL	26	23	23	14	45	42	41	41	57.1	54.8	55.4	34.0
MAY	26	19	21	17	47	44	42	41	55.1	41.9	50.4	40.2
JUNE	29	19	15	16	47	43	39	44	61.6	43.9	37.3	35.8
JULY	27	20	18	16	48	43	42	43	55.8	46.8	43.8	37.9
AUGUST	24	19	15	16	48	43	41	40	50.4	45.1	35.2	41.2
SEPTEMBER	26	19	18	17	44	42	41	44	60.4	46.0	44.4	39.2
OCTOBER	26	19	18	18	46	40	40	43	56.4	46.2	44.5	42.5
NOVEMBER	22	14	12	13	43	38	40	41	51.4	38.2	30.2	31.1
DECEMBER	19	13	13	10	45	42	39	45	42.6	31.2	32.4	22.4
TOTAL	286	220	197	178	551	501	481	502	52.0	44.0	40.8	35.5

Table 3(f): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1992-1995

ALL ARRIVALS

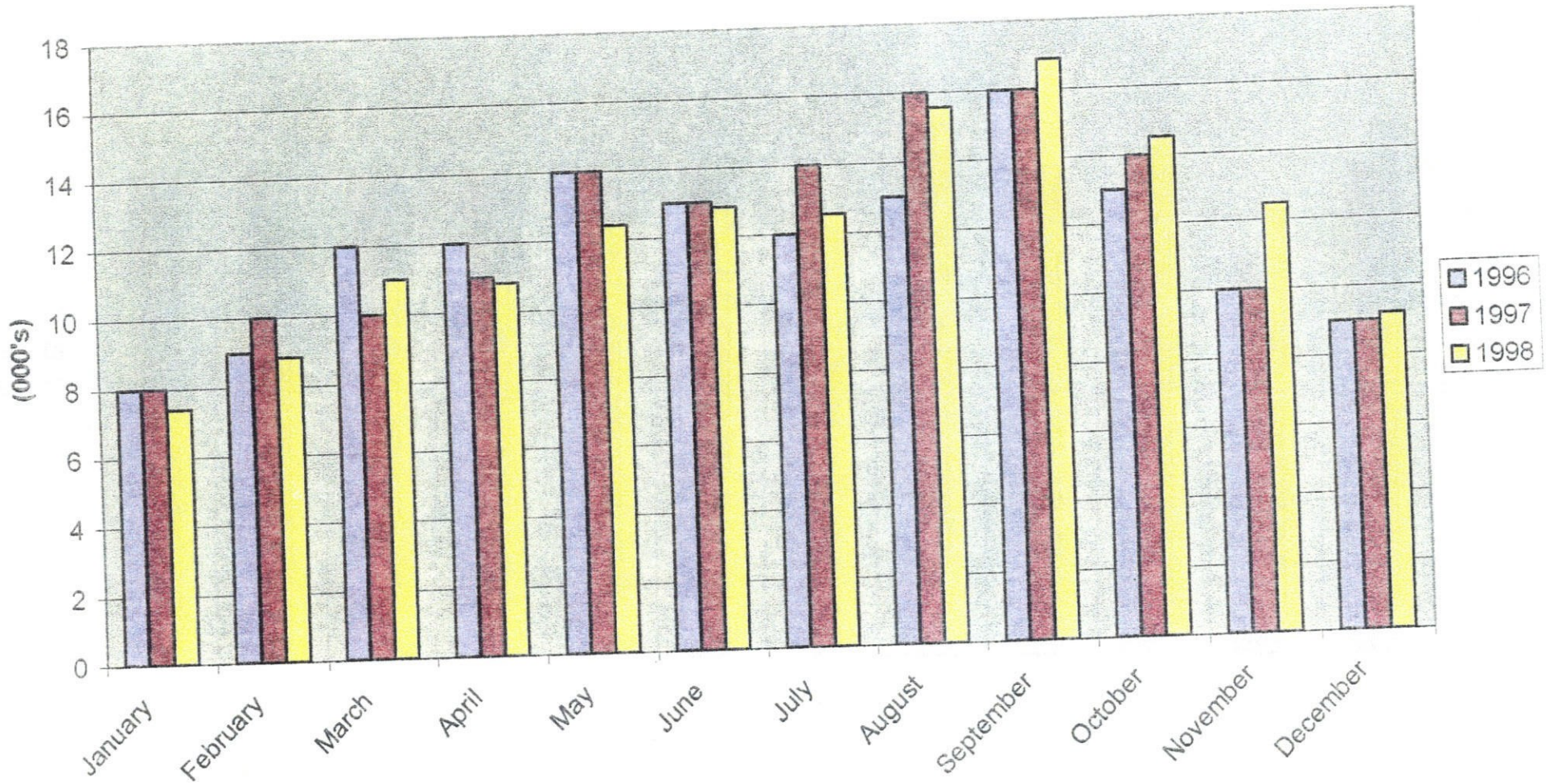
MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1992	1993	1994	1995	1992	1993	1994	1995	1992	1993	1994	1995
JANUARY	9	7	10	6	42	33	34	32	20.6	21.5	29.4	19.0
FEBRUARY	9	9	9	10	41	30	30	28	22.8	30.1	31.3	34.9
MARCH	14	12	12	10	46	33	33	31	29.6	36.2	37.2	33.4
APRIL	14	12	12	13	42	32	31	25	32.6	38.3	39.2	49.5
MAY	15	16	15	13	43	34	35	31	35.6	45.6	42.5	41.4
JUNE	16	15	14	14	47	32	33	30	34.8	48.0	40.6	46.3
JULY	16	14	15	15	45	32	35	32	35.2	41.8	42.4	48.2
AUGUST	14	14	13	15	44	33	35	32	32.2	44.0	37.0	46.2
SEPTEMBER	16	18	16	18	41	32	33	31	39.7	56.2	48.9	58.0
OCTOBER	15	17	15	13	42	34	35	32	34.6	50.9	43.9	41.1
NOVEMBER	10	13	9	9	32	32	33	31	32.6	39.4	27.8	28.1
DECEMBER	9	10	9	9	33	33	34	32	27.0	29.6	25.2	26.7
TOTAL	157	157	149	144	497	391	401	369	31.6	40.2	37.2	39.2

Table 3(g): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1996 - 1998

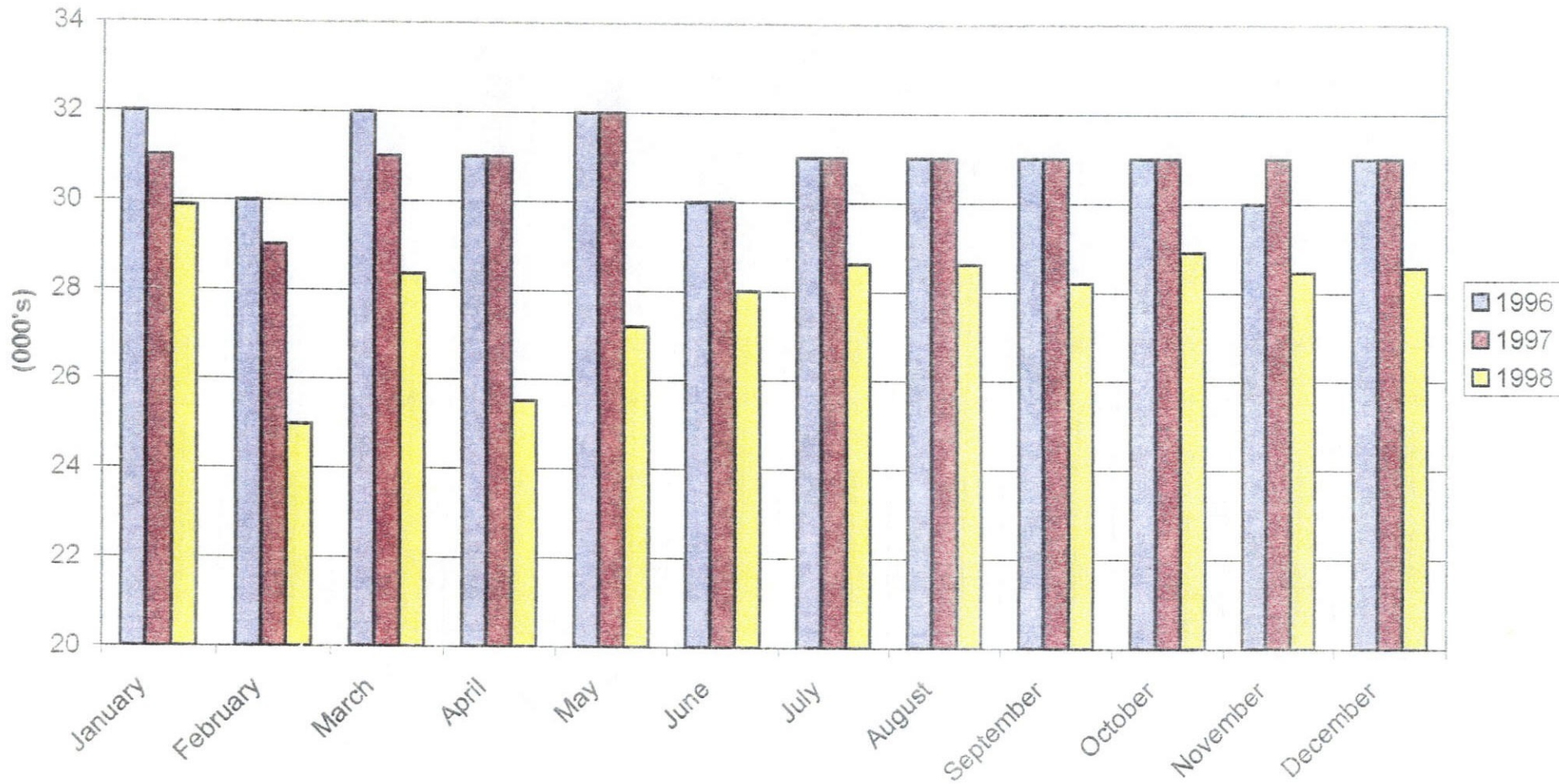
ALL ARRIVALS

MONTH	GUEST NIGHTS SOLD (000's)			GUEST NIGHTS OFFERED (000's)			% SLEEPER OCCUPANCY		
	1996	1997	1998	1996	1997	1998	1996	1997	1998
JANUARY	8	8	7	32	31	30	24.9	24.1	24.8
FEBRUARY	9	10	9	30	29	25	29.9	34.1	35.4
MARCH	12	10	11	32	31	28	36.3	33.0	38.8
APRIL	12	11	11	31	31	26	39.1	36.3	42.4
MAY	14	14	12	32	32	27	43.0	45.0	45.6
JUNE	13	13	13	30	30	28	37.2	44.4	45.9
JULY	12	14	13	31	31	29	39.0	44.1	43.9
AUGUST	13	16	16	31	31	29	42.3	51.3	54.4
SEPTEMBER	16	16	17	31	31	28	51.9	50.7	59.8
OCTOBER	13	14	15	31	31	29	42.8	44.1	50.2
NOVEMBER	10	10	12	30	31	28	31.3	31.7	43.8
DECEMBER	9	9	9	31	31	29	29.0	28.2	32.2
TOTAL	141	144	145	372	370	335	37.8	39.0	43.1

GUEST NIGHTS SOLD, ALL ARRIVALS, 1996 - 1998



GUEST NIGHTS OFFERED, 1996 - 1998



% SLEEPER OCCUPANCY, ALL ARRIVALS, 1996 - 1998



Table 4(a): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1972-1975

TOURIST ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1972	1973	1974	1975	1972	1973	1974	1975	1972	1973	1974	1975
JANUARY	10	7	12	12	37	36	43	47	27.3	20.2	28.5	26.2
FEBRUARY	11	10	15	15	35	32	40	43	32.8	30.9	38.6	36.4
MARCH	18	15	19	18	37	36	45	49	47.1	41.0	41.7	37.0
APRIL	15	17	16	18	38	39	45	48	40.6	43.0	35.1	37.1
MAY	16	17	19	24	39	38	47	51	42.1	43.7	39.8	46.4
JUNE	23	22	23	26	40	38	46	50	58.4	59.3	50.0	52.4
JULY	27	26	27	33	43	40	49	49	62.7	66.3	55.3	67.1
AUGUST	28	28	28	36	42	46	49	51	66.4	60.8	56.6	70.1
SEPTEMBER	24	23	25	29	39	45	46	50	60.0	52.2	54.5	59.0
OCTOBER	20	24	26	26	38	46	47	50	51.9	52.5	55.4	51.7
NOVEMBER	11	16	17	14	33	47	45	47	33.8	35.1	38.2	29.3
DECEMBER	9	14	13	9	35	43	47	48	25.6	32.8	27.9	19.8
TOTAL	212	219	240	260	456	486	549	583	46.6	45.4	43.8	44.8

Table 4(b): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1976-1979

TOURIST ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1976	1977	1978	1979	1976	1977	1978	1979	1976	1977	1978	1979
JANUARY	9	6	6	8	50	44	45	45	17.9	13.2	14.4	18.0
FEBRUARY	10	13	10	11	47	40	40	42	21.7	31.0	24.1	25.3
MARCH	17	15	13	14	50	46	45	47	33.2	32.1	28.7	30.4
APRIL	15	12	18	15	47	44	44	46	31.7	27.7	39.5	31.3
MAY	19	16	19	21	48	45	46	47	39.6	34.3	42.3	44.3
JUNE	24	19	26	27	46	44	45	47	52.0	44.1	58.0	57.4
JULY	26	20	27	30	48	43	46	48	55.5	45.5	59.1	62.7
AUGUST	31	22	27	30	48	43	45	48	64.0	52.0	59.6	63.4
SEPTEMBER	23	18	26	34	44	44	46	47	52.4	42.1	57.0	72.3
OCTOBER	21	16	22	27	48	46	47	47	44.7	35.2	47.6	57.4
NOVEMBER	11	9	15	13	42	44	44	47	25.3	21.4	33.9	27.1
DECEMBER	9	9	10	9	45	45	45	48	21.0	19.3	23.2	19.5
TOTAL	215	175	219	239	563	528	538	559	38.3	33.1	40.9	42.8

Table 4(c): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1980-1983

TOURIST ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1980	1981	1982	1983	1980	1981	1982	1983	1980	1981	1982	1983
JANUARY	10	8	7	7	45	44	43	45	22.2	18.0	15.3	15.5
FEBRUARY	11	9	10	8	42	40	40	41	26.4	21.4	24.8	20.7
MARCH	17	13	13	11	46	44	44	46	36.4	30.4	30.4	24.7
APRIL	17	14	16	10	47	44	44	45	37.1	31.1	36.1	23.4
MAY	17	13	16	14	48	44	45	46	35.9	30.4	35.2	29.4
JUNE	22	14	19	18	47	42	45	45	46.3	32.7	42.2	38.7
JULY	23	12	19	16	48	42	46	47	46.7	28.5	40.5	33.6
AUGUST	28	15	18	19	47	43	45	47	59.3	34.6	40.2	41.9
SEPTEMBER	25	16	16	19	47	43	43	46	53.6	37.2	43.4	41.7
OCTOBER	21	15	14	14	46	47	45	47	45.7	32.1	29.9	30.5
NOVEMBER	11	10	9	10	44	42	44	45	25.1	24.4	21.4	21.2
DECEMBER	8	8	8	9	44	44	45	46	19.2	18.0	18.3	18.4
TOTAL	210	147	165	155	551	519	529	546	38.2	28.3	31.1	28.4

Table 4(d): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1984-1987

TOURIST ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1984	1985	1986	1987	1984	1985	1986	1987	1984	1985	1986	1987
JANUARY	7	8	10	15	46	45	43	46	15.0	16.5	22.1	33.6
FEBRUARY	8	14	12	15	43	41	38	42	19.4	33.8	31.0	34.8
MARCH	12	19	16	21	47	46	43	46	24.6	42.2	38.1	46.3
APRIL	13	18	13	19	45	45	42	43	28.4	40.2	30.7	44.9
MAY	15	18	19	18	46	47	45	45	33.2	39.4	41.9	38.6
JUNE	18	24	23	16	45	45	43	44	40.6	52.9	52.8	36.9
JULY	18	23	18	15	45	48	44	45	40.0	47.5	41.0	34.3
AUGUST	20	27	21	19	47	48	46	45	42.0	57.0	46.3	42.5
SEPTEMBER	22	26	21	22	44	46	44	45	50.2	56.7	48.1	49.7
OCTOBER	19	19	20	21	46	48	45	44	41.0	40.2	45.3	46.4
NOVEMBER	11	13	18	18	45	46	43	44	24.6	28.4	41.7	41.8
DECEMBER	8	9	12	14	47	47	44	46	17.4	18.8	27.5	29.8
TOTAL	171	218	203	213	546	552	520	535	31.3	39.6	38.6	40.0

Table 4(e): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1988-1991

TOURIST ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1988	1989	1990	1991	1988	1989	1990	1991	1988	1989	1990	1991
JANUARY	13	10	8	7	46	42	37	40	27.5	23.7	22.7	17.7
FEBRUARY	14	13	10	8	44	40	37	37	32.2	33.4	27.1	20.2
MARCH	19	15	13	8	48	42	42	44	39.8	36.2	31.0	19.1
APRIL	20	16	14	9	45	42	41	41	44.8	37.0	34.0	21.9
MAY	19	12	12	10	47	44	42	41	40.3	27.9	29.4	23.3
JUNE	20	14	10	8	47	43	39	44	43.5	32.7	24.3	19.4
JULY	19	13	12	10	48	43	42	43	39.2	30.6	27.4	23.2
AUGUST	17	13	10	8	48	43	41	40	34.5	30.6	23.1	21.3
SEPTEMBER	17	12	12	8	44	42	41	44	37.8	29.8	30.0	18.2
OCTOBER	17	14	11	10	46	40	40	43	37.9	34.0	27.8	23.3
NOVEMBER	14	11	8	7	43	38	40	41	32.5	27.6	19.5	16.4
DECEMBER	11	9	8	6	45	42	39	45	24.3	21.7	20.9	12.9
TOTAL	200	152	128	99	551	501	481	502	36.2	30.4	26.5	19.7

Table 4(f): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1992-1995

TOURIST ARRIVALS

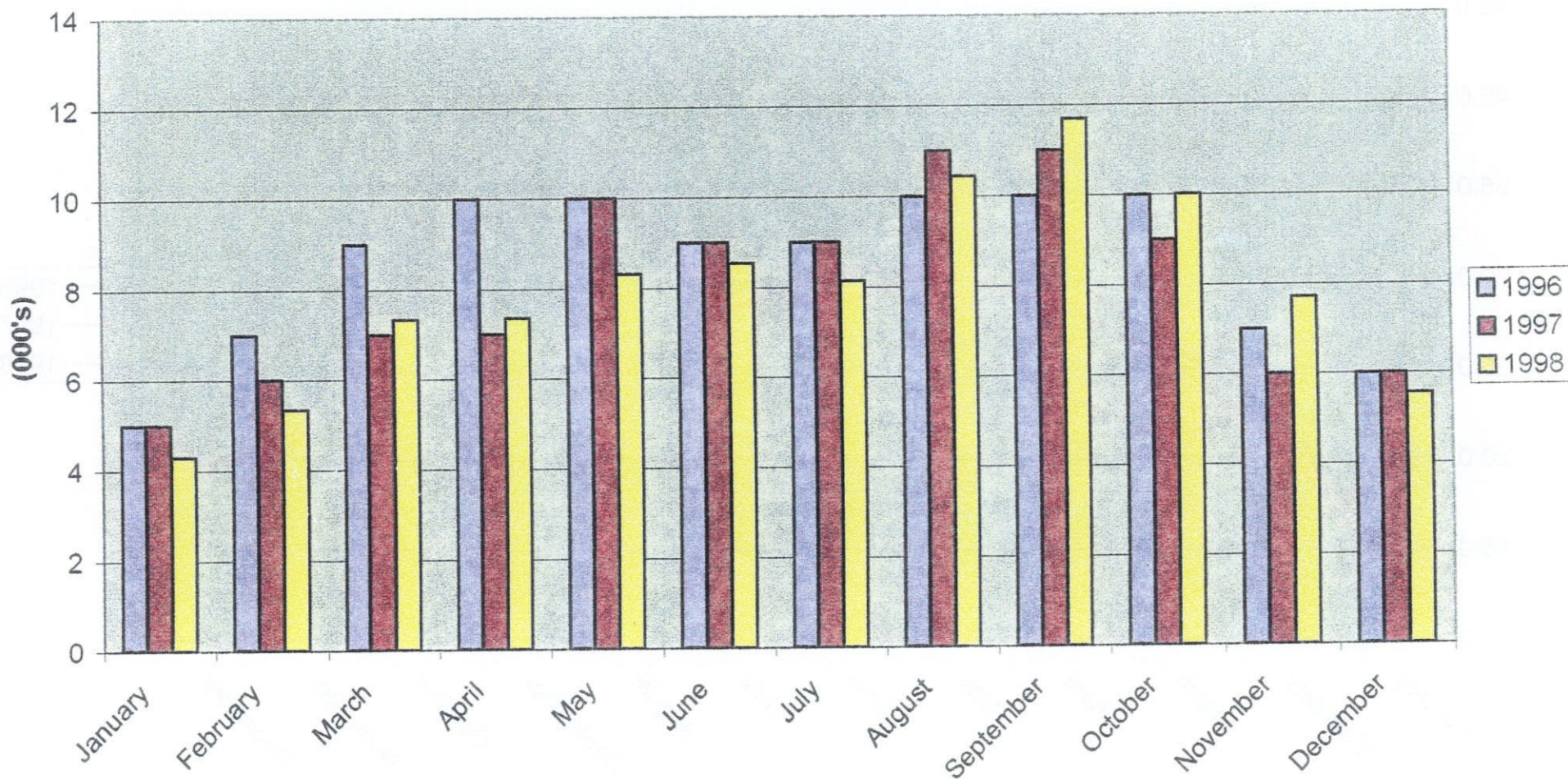
MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1992	1993	1994	1995	1992	1993	1994	1995	1992	1993	1994	1995
JANUARY	5	4	7	5	42	33	34	32	12.9	12.4	19.5	15.1
FEBRUARY	6	5	6	7	41	30	30	28	15.4	17.7	21.1	25.8
MARCH	9	8	8	8	46	33	33	31	19.3	23.0	24.5	26.4
APRIL	9	8	9	10	42	32	31	25	21.7	25.2	27.1	38.1
MAY	9	10	10	9	43	34	35	31	20.7	28.5	28.5	30.8
JUNE	10	10	9	11	47	32	33	30	22.0	32.7	28.3	37.2
JULY	10	8	10	11	45	32	35	32	21.3	26.2	28.7	36.2
AUGUST	10	10	8	11	44	33	35	32	22.0	30.5	25.6	34.8
SEPTEMBER	9	12	12	14	41	32	33	31	22.7	36.8	35.2	45.6
OCTOBER	9	11	11	11	42	34	35	32	20.8	33.2	30.4	34.1
NOVEMBER	6	9	7	7	32	32	33	31	20.1	27.8	20.6	23.8
DECEMBER	6	7	6	7	33	33	34	32	17.5	21.8	18.9	21.8
TOTAL	98	103	103	113	497	391	401	369	19.8	26.4	25.8	30.7

Table 4(g): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1996 - 1998

TOURIST ARRIVALS

MONTH	GUEST NIGHTS SOLD (000's)			GUEST NIGHTS OFFERED (000's)			% SLEEPER OCCUPANCY		
	1996	1997	1998	1996	1997	1998	1996	1997	1998
JANUARY	5	5	4	32	31	30	16.4	15.2	14.4
FEBRUARY	7	6	5	30	29	25	22.8	22.3	21.4
MARCH	9	7	7	32	31	28	26.7	21.3	25.8
APRIL	10	7	7	31	31	26	30.9	23.9	28.8
MAY	10	10	8	32	32	27	30.9	29.9	30.6
JUNE	9	9	9	30	30	28	30.5	28.9	30.5
JULY	9	9	8	31	31	29	29.3	28.6	28.4
AUGUST	10	11	10	31	31	29	32.0	34.5	36.5
SEPTEMBER	10	11	12	31	31	28	34.3	34.8	41.5
OCTOBER	10	9	10	31	31	29	30.9	28.3	34.6
NOVEMBER	7	6	8	30	31	28	21.5	20.9	27.1
DECEMBER	6	6	6	31	31	29	20.7	18.9	19.5
TOTAL	101	95	95	372	370	335	27.2	25.6	28.2

GUEST NIGHTS SOLD, TOURIST ARRIVALS, 1996 - 1998



% SLEEPER OCCUPANCY, TOURIST ARRIVALS, 1996 - 1998

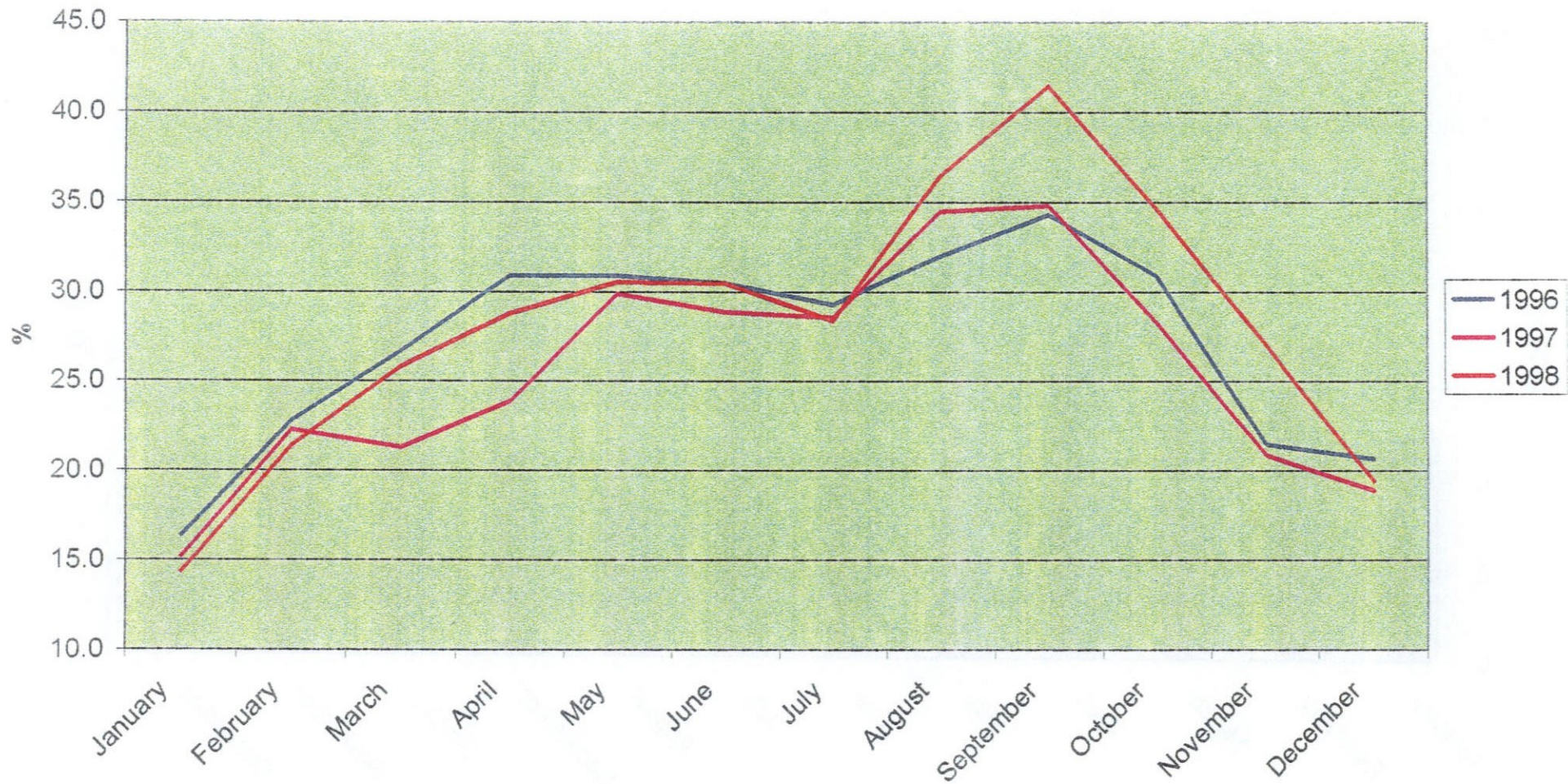


Table 5(a): Average Length of Stay per person (nights), all hotels 1972 - 1998

ALL ARRIVALS

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
1972	5.9	5.8	6.0	6.6	6.4	8.6	7.9	8.9	7.7	7.1	5.6	5.9	7.0
1973	5.1	6.3	5.8	6.0	6.2	7.1	7.9	8.5	7.9	6.8	5.6	5.9	6.7
1974	5.8	5.5	6.0	6.1	6.3	7.1	8.1	7.7	8.1	7.2	6.5	6.6	6.8
1975	5.4	6.0	5.6	7.4	8.0	8.6	7.5	7.3	7.0	6.2	4.7	4.9	6.7
1976	5.5	5.3	5.8	6.6	5.5	8.9	8.4	9.2	8.1	8.0	5.6	5.5	7.0
1977	6.4	6.6	6.3	6.0	6.1	7.1	7.1	8.0	8.2	7.1	4.8	5.2	6.6
1978	4.8	5.1	5.2	6.4	6.1	7.9	8.8	8.0	7.6	6.3	5.0	5.7	6.6
1979	5.0	4.5	5.0	6.2	6.2	8.0	7.7	7.9	8.3	7.5	5.6	5.2	6.6
1980	4.5	4.5	5.8	6.5	5.2	6.5	7.6	7.9	7.8	6.4	5.2	5.3	6.2
1981	5.1	4.9	5.2	6.0	5.7	6.4	5.5	5.9	5.8	5.8	5.5	5.1	5.6
1982	5.6	5.6	5.1	6.5	6.3	7.6	8.2	6.9	6.7	6.3	5.3	5.2	6.4
1983	5.3	5.0	6.0	5.4	5.8	8.3	6.4	7.9	7.0	7.0	5.4	5.4	6.3
1984	5.3	5.2	5.9	6.2	6.1	8.0	6.8	7.4	7.7	6.1	4.9	5.1	6.3
1985	4.3	3.9	5.1	5.5	5.1	6.7	5.3	6.0	5.8	5.2	3.7	3.6	5.1
1986	4.3	3.7	4.6	4.0	4.5	5.7	5.0	5.2	5.2	5.3	4.8	3.7	4.7
1987	4.7	4.0	4.2	3.9	4.4	4.2	4.6	5.1	4.7	4.1	4.0	3.7	4.2
1988	3.6	4.1	4.1	4.3	4.3	4.9	5.0	4.6	4.6	5.2	3.8	4.6	4.4
1989	4.4	4.2	4.2	4.3	4.0	3.7	3.0	3.3	2.6	2.4	2.2	2.2	3.2
1990	3.3	3.4	2.4	2.7	3.5	2.8	2.9	3.2	3.1	3.6	3.0	3.3	3.0
1991	3.5	3.8	4.3	3.9	4.0	5.0	4.2	4.7	4.0	3.9	4.8	3.9	4.1
1992	3.7	3.1	4.0	3.8	3.9	4.0	4.2	3.9	3.9	3.7	3.7	3.7	3.8
1993	3.7	3.8	4.1	4.1	4.1	4.3	4.1	4.4	4.1	3.8	3.6	4.0	4.0
1994	4.0	4.0	4.0	4.0	3.8	4.0	4.4	3.9	3.8	3.9	3.7	3.8	3.9
1995	3.0	3.6	3.1	3.1	3.3	3.6	3.3	3.4	3.2	3.2	2.8	2.7	3.2
1996	2.8	2.6	2.9	3.0	3.2	3.3	3.2	3.4	3.4	3.1	2.9	2.6	3.1
1997	3.1	3.0	3.1	2.9	3.0	2.9	3.2	2.9	2.9	3.5	2.6	2.7	3.0
1998	2.5	3.2	3.5	3.2	3.3	3.7	3.7	3.7	4.2	3.5	3.5	3.3	3.5

AVERAGE LENGTH OF STAY, ALL ARRIVALS, 1994 - 1998

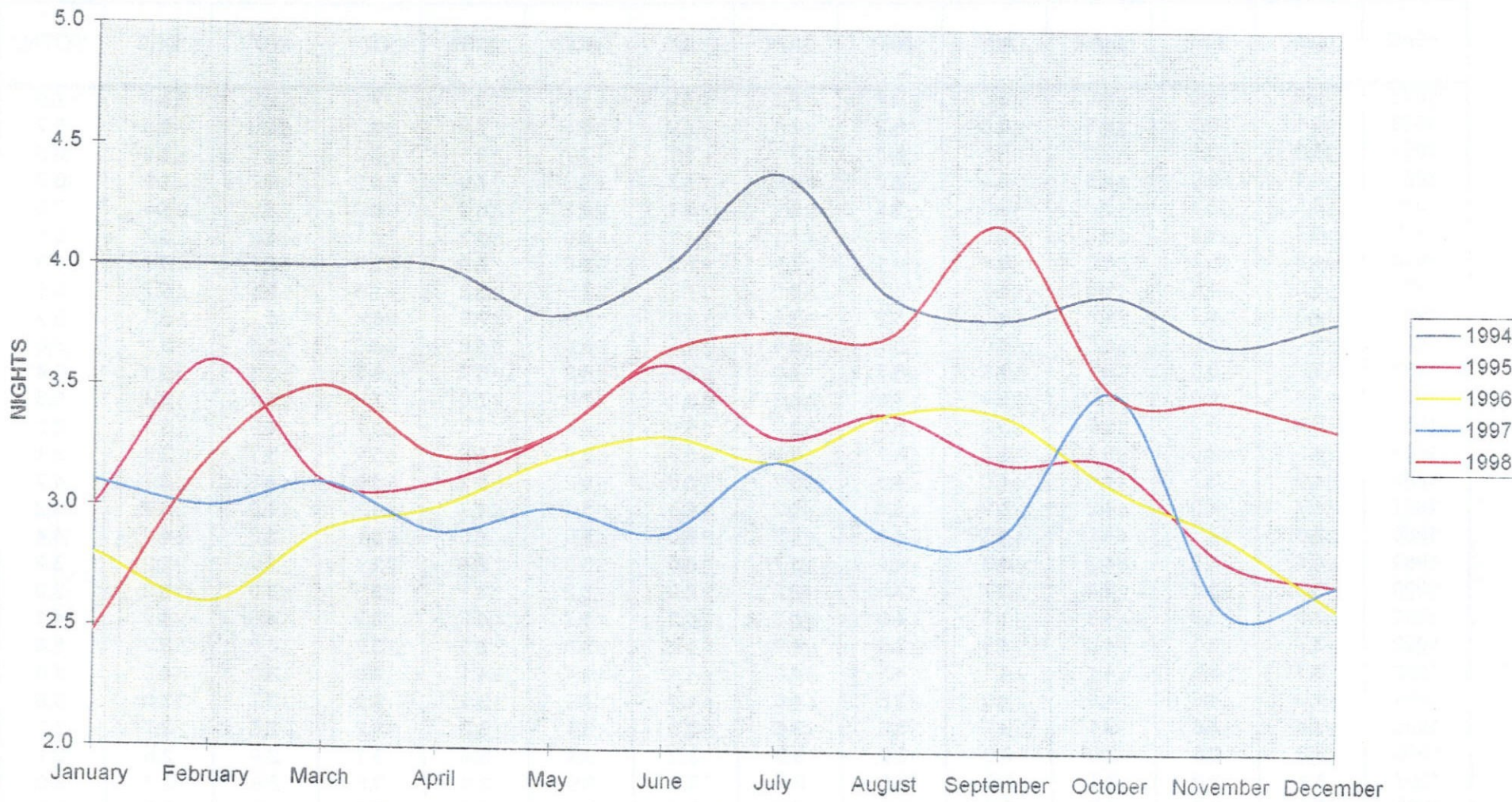


Table 5(b): Average Length of Stay per person (nights), all hotels 1972 - 1998

TOURIST ARRIVALS

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
1972	6.3	5.8	6.2	7.5	6.7	9.3	8.2	9.0	7.8	7.2	5.7	5.8	7.3
1973	5.3	5.6	5.7	6.6	6.8	7.4	8.3	8.6	8.1	7.3	5.5	6.1	7.0
1974	5.7	5.5	5.8	6.1	6.7	7.3	8.1	7.8	8.1	6.9	6.3	6.3	6.8
1975	5.5	5.7	5.5	7.0	7.1	8.1	7.2	6.8	6.8	6.4	4.7	5.3	6.5
1976	5.2	5.3	5.9	6.7	5.5	9.0	8.7	10.0	8.7	8.8	6.2	6.1	7.4
1977	5.9	7.0	7.2	6.5	6.8	7.3	7.2	8.0	7.9	6.7	5.6	5.4	6.9
1978	5.0	5.1	5.8	7.1	6.7	7.6	9.4	8.8	8.1	6.8	5.4	6.2	7.1
1979	4.9	4.5	5.4	6.3	6.1	7.9	7.7	8.1	8.8	7.2	5.0	5.2	6.8
1980	4.3	4.3	5.5	6.0	5.4	8.0	7.7	8.2	7.5	6.7	5.5	5.6	6.3
1981	5.0	4.1	5.1	5.8	6.3	6.1	5.6	6.4	6.4	5.9	5.7	5.0	5.6
1982	6.1	5.4	5.5	7.0	6.1	8.2	8.0	8.2	10.1	6.7	5.6	5.4	6.7
1983	6.6	5.4	6.2	5.7	6.6	8.4	7.8	9.2	7.7	7.5	5.8	6.3	7.1
1984	6.4	6.3	6.6	8.0	7.8	8.8	8.4	8.7	8.5	7.1	5.7	6.6	7.5
1985	7.3	5.2	5.4	5.4	4.9	6.8	6.0	6.3	6.5	5.5	3.7	3.6	5.5
1986	4.0	4.2	4.3	3.7	4.7	5.8	5.2	5.3	4.8	4.9	4.2	4.1	4.6
1987	4.2	4.1	4.3	3.9	4.6	4.6	4.3	4.6	4.6	4.3	3.8	4.0	4.3
1988	3.9	3.9	4.0	4.3	4.1	5.1	5.2	4.6	4.4	4.9	3.9	4.3	4.4
1989	4.2	3.8	3.7	3.8	3.5	3.4	3.3	3.2	2.8	2.6	2.4	2.6	3.2
1990	4.1	4.3	4.4	4.1	4.3	4.3	3.7	3.8	3.9	4.2	3.7	4.1	4.1
1991	3.8	3.9	3.6	4.3	4.0	4.1	4.0	3.5	3.3	3.9	4.2	3.4	3.8
1992	3.3	2.9	3.3	3.2	3.1	3.6	3.6	3.4	3.6	3.2	3.2	3.0	3.3
1993	2.7	3.5	3.7	3.8	3.8	4.4	3.8	4.1	4.1	3.9	3.8	3.8	3.8
1994	4.0	3.8	3.9	4.0	4.0	4.1	4.2	3.9	4.0	3.9	4.0	3.9	4.0
1995	3.1	3.3	3.4	3.4	3.6	4.2	3.5	3.6	3.4	3.4	3.0	2.8	3.4
1996	2.7	2.8	3.2	3.2	3.8	3.6	3.3	3.3	3.5	3.1	2.9	2.6	3.2
1997	3.2	3.3	3.5	3.4	3.4	3.3	3.2	3.2	3.5	3.1	3.2	3.0	3.3
1998	2.8	3.1	3.4	3.2	3.4	3.5	3.5	3.5	3.9	3.5	3.3	3.0	3.4

AVERAGE LENGTH OF STAY, TOURIST ARRIVALS, 1994 - 1998

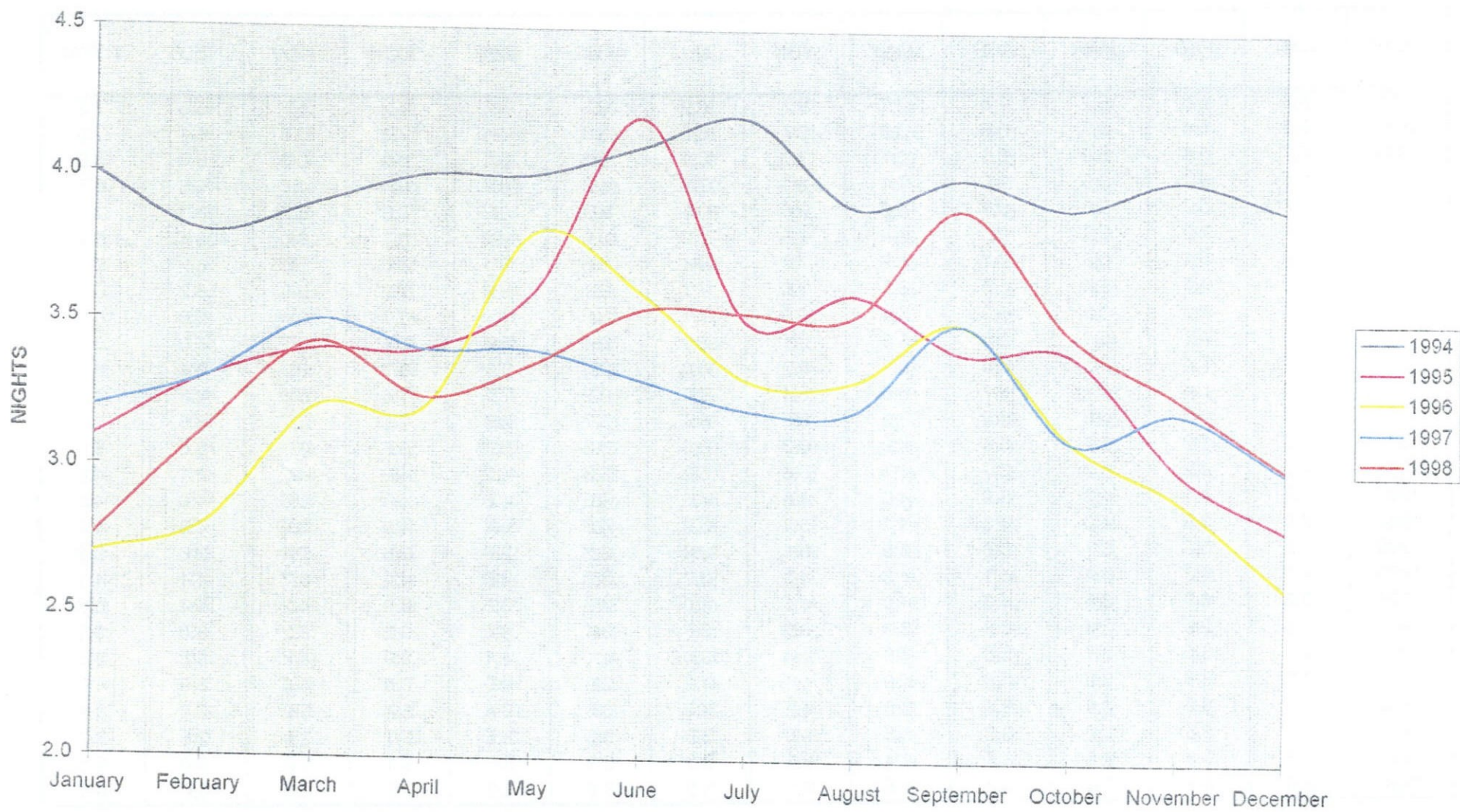
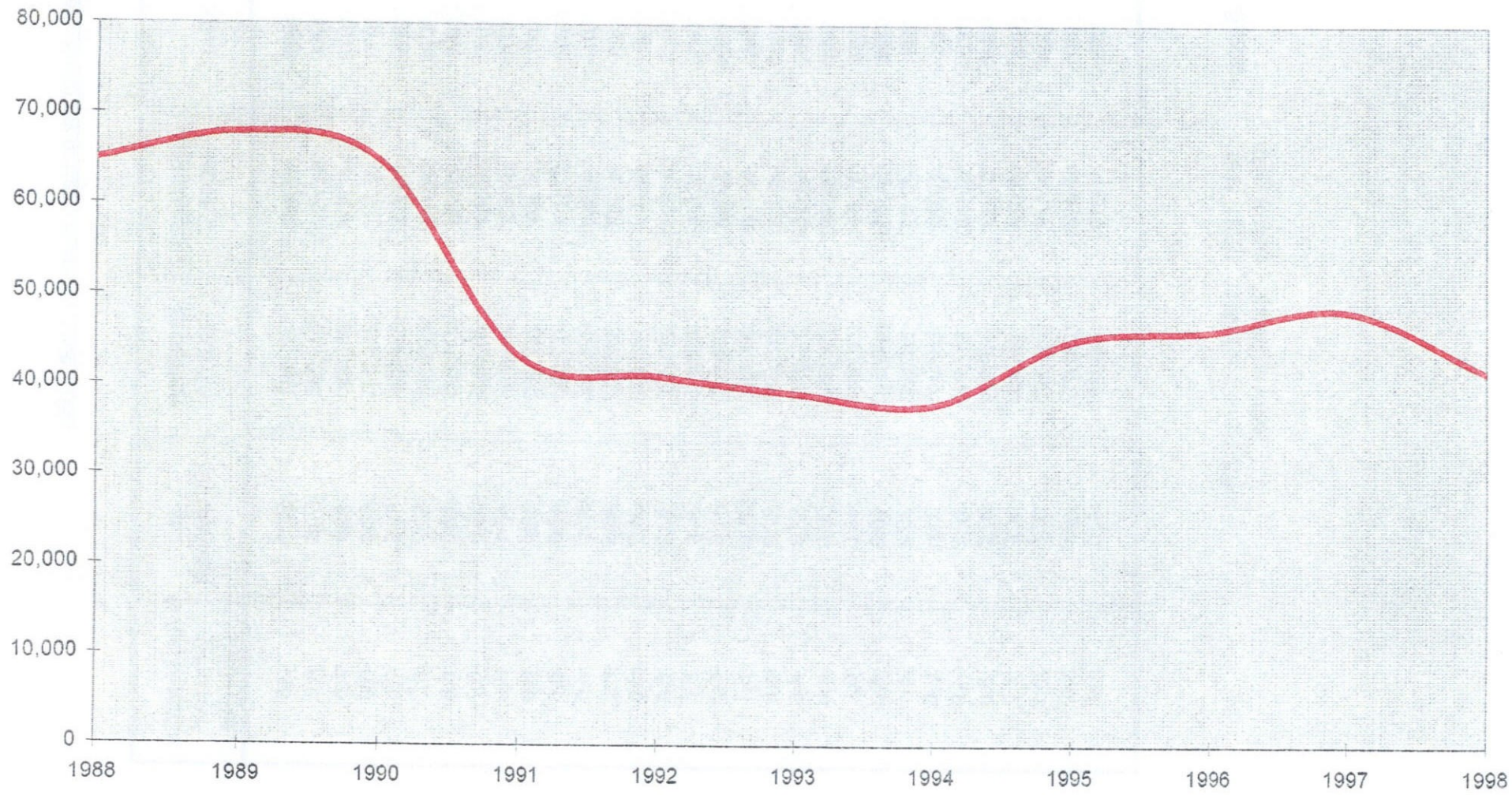


Table 6: Summary of Hotel Statistics, 1968 - 1998

YEAR	ARRIVALS IN HOTELS	SLEEPER NIGHTS	% OCCUPANCY	AV. LENGTH OF STAY (NIGHTS)
1968	55,160	211,501	57.2	3.8
1969	48,755	235,235	57.6	4.8
1970	41,774	231,785	48.8	5.5
1971	35,740	214,071	42.4	6.0
1972	33,359	234,228	51.5	7.0
1973	37,012	248,238	51.2	6.7
1974	39,758	271,225	49.5	6.8
1975	45,894	307,913	53.0	6.7
1976	34,933	244,804	43.1	7.0
1977	31,401	207,593	39.4	6.6
1978	39,102	257,295	47.8	6.6
1979	44,569	296,335	53.0	6.6
1980	41,308	255,862	46.5	6.2
1981	33,417	187,679	36.2	5.6
1982	34,896	223,429	42.2	6.4
1983	33,142	209,930	38.4	6.3
1984	35,690	225,873	41.3	6.3
1985	55,119	281,525	51.0	5.1
1986	56,525	266,223	51.3	4.6
1987	64,349	279,377	52.3	4.3
1988	64,942	286,295	52.0	4.4
1989	67,934	220,083	44.0	3.2
1990	64,793	196,516	40.8	3.0
1991	43,193	178,053	35.5	4.1
1992	40,986	156,947	31.6	3.8
1993	39,123	157,215	40.2	4.0
1994	37,851	149,292	37.2	3.9
1995	45,056	144,453	39.2	3.2
1996	46,142	140,596	37.8	3.1
1997	48,420	143,972	39.0	3.0
1998	41,616	144,538	43.1	3.5

Source: 1968 - 1970: Gibraltar Tourist Office
1971 to date: Statistics Office

ARRIVALS AT HOTELS, 1988 - 1998



AVERAGE LENGTH OF STAY, 1988 - 1998

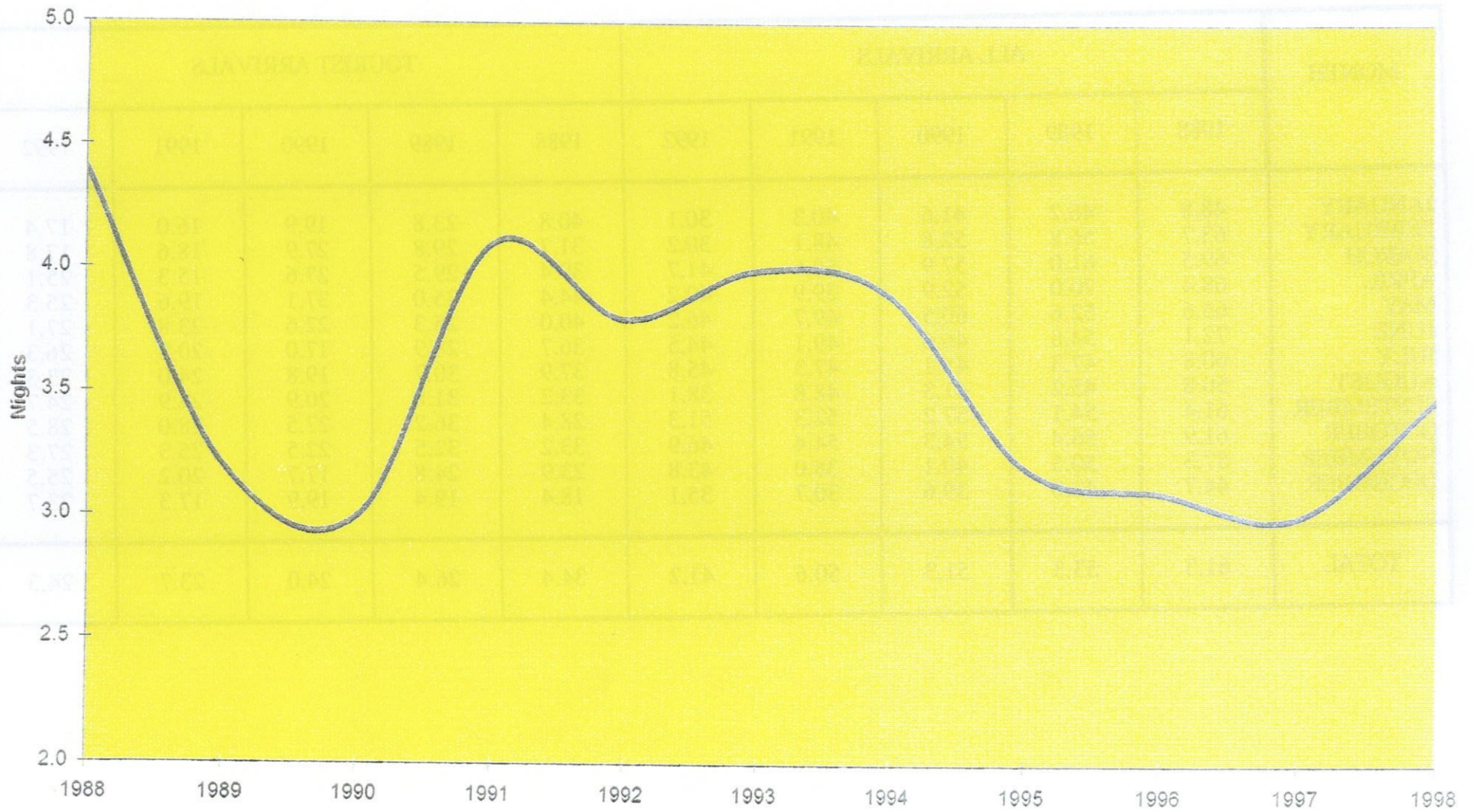


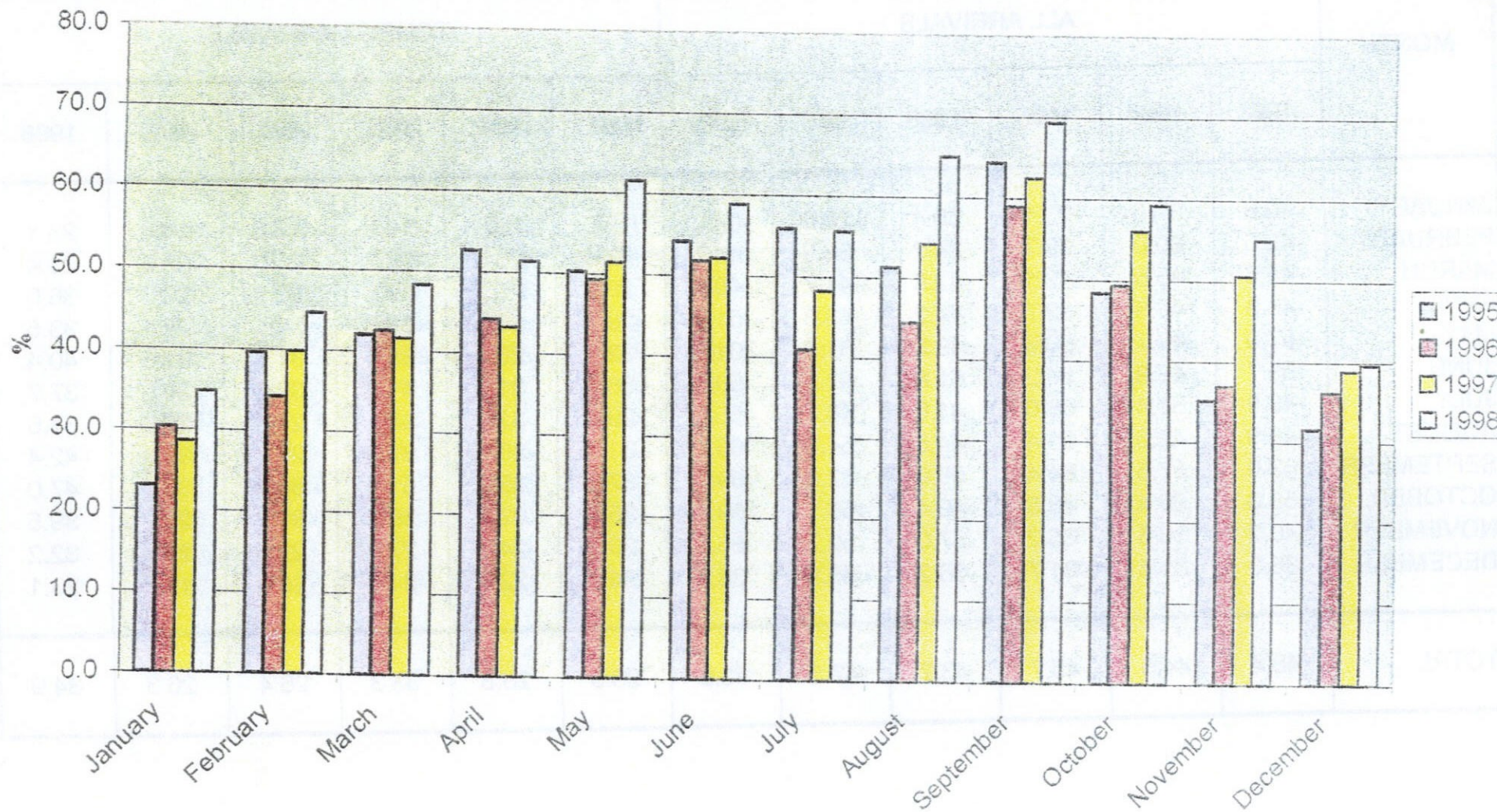
Table 7(a): Room Occupancy Rates, 1988-1992

MONTH	ALL ARRIVALS					TOURIST ARRIVALS				
	1988	1989	1990	1991	1992	1988	1989	1990	1991	1992
JANUARY	48.8	46.2	41.6	40.3	30.1	40.8	23.8	19.9	16.0	17.4
FEBRUARY	63.7	56.8	52.8	48.1	30.2	31.7	29.8	27.9	18.6	17.8
MARCH	69.5	61.0	57.9	50.6	41.7	39.4	29.5	27.6	15.3	25.1
APRIL	68.4	70.0	52.9	39.9	40.2	44.4	35.0	37.1	19.6	25.3
MAY	65.6	52.6	60.5	49.7	46.2	40.0	25.3	22.6	23.8	27.1
JUNE	72.1	54.8	46.6	49.1	44.5	36.7	28.9	17.0	20.3	26.3
JULY	60.8	47.3	45.1	47.3	45.8	37.9	30.7	19.8	24.0	23.3
AUGUST	56.8	45.2	41.3	48.8	38.1	33.2	31.8	20.9	22.9	24.7
SEPTEMBER	61.4	54.1	57.2	52.3	51.3	28.4	36.2	27.5	28.0	28.5
OCTOBER	61.9	56.4	54.3	54.4	46.9	33.2	32.5	22.5	25.3	27.3
NOVEMBER	57.3	50.5	40.1	38.0	43.8	23.9	24.8	17.7	20.2	25.5
DECEMBER	44.7	42.0	39.6	30.7	35.1	18.4	19.4	19.9	17.3	23.7
TOTAL	61.3	53.3	51.3	50.6	41.2	34.4	26.4	24.0	23.7	24.3

Table 7(b): Room Occupancy Rates, 1993 - 1998

MONTH	ALL ARRIVALS						TOURIST ARRIVALS					
	1993	1994	1995	1996	1997	1998	1993	1994	1995	1996	1997	1998
JANUARY	30.6	37.5	23.1	30.4	28.6	34.8	15.9	23.6	16.2	16.3	14.8	23.1
FEBRUARY	42.5	39.0	39.7	34.2	39.9	44.7	22.4	23.6	26.2	21.8	23.4	29.4
MARCH	45.6	45.5	42.1	42.6	41.7	48.3	28.0	27.3	30.8	26.9	26.3	36.0
APRIL	46.3	43.5	52.7	44.2	43.3	51.4	29.3	26.8	38.8	30.1	25.1	33.5
MAY	57.0	49.7	50.3	49.3	51.5	61.6	33.6	28.4	35.4	31.7	31.5	40.4
JUNE	55.7	48.9	54.2	51.8	52.2	58.9	36.1	31.6	41.2	32.6	30.0	37.7
JULY	48.9	51.4	56.0	41.0	48.3	55.7	29.8	31.9	38.1	27.4	27.0	34.6
AUGUST	48.9	42.5	51.4	44.5	54.3	65.1	31.7	28.0	37.3	29.7	30.2	42.4
SEPTEMBER	63.0	57.6	64.4	59.0	62.5	69.4	37.2	38.8	51.0	34.3	35.0	47.0
OCTOBER	58.3	50.4	48.5	49.4	56.1	59.3	35.3	32.2	38.7	30.2	28.2	39.5
NOVEMBER	46.2	36.5	35.2	37.0	50.7	55.1	29.5	24.7	27.0	22.5	25.4	32.2
DECEMBER	36.3	31.5	31.7	36.2	38.9	39.7	24.9	22.7	24.5	20.4	19.7	23.1
TOTAL	48.4	44.5	45.7	43.2	47.3	53.6	29.5	28.3	33.3	26.4	26.3	34.9

ROOM OCCUPANCY RATES, ALL ARRIVALS, 1995 - 1998



ROOM OCCUPANCY RATES, TOURIST ARRIVALS, 1995 - 1998

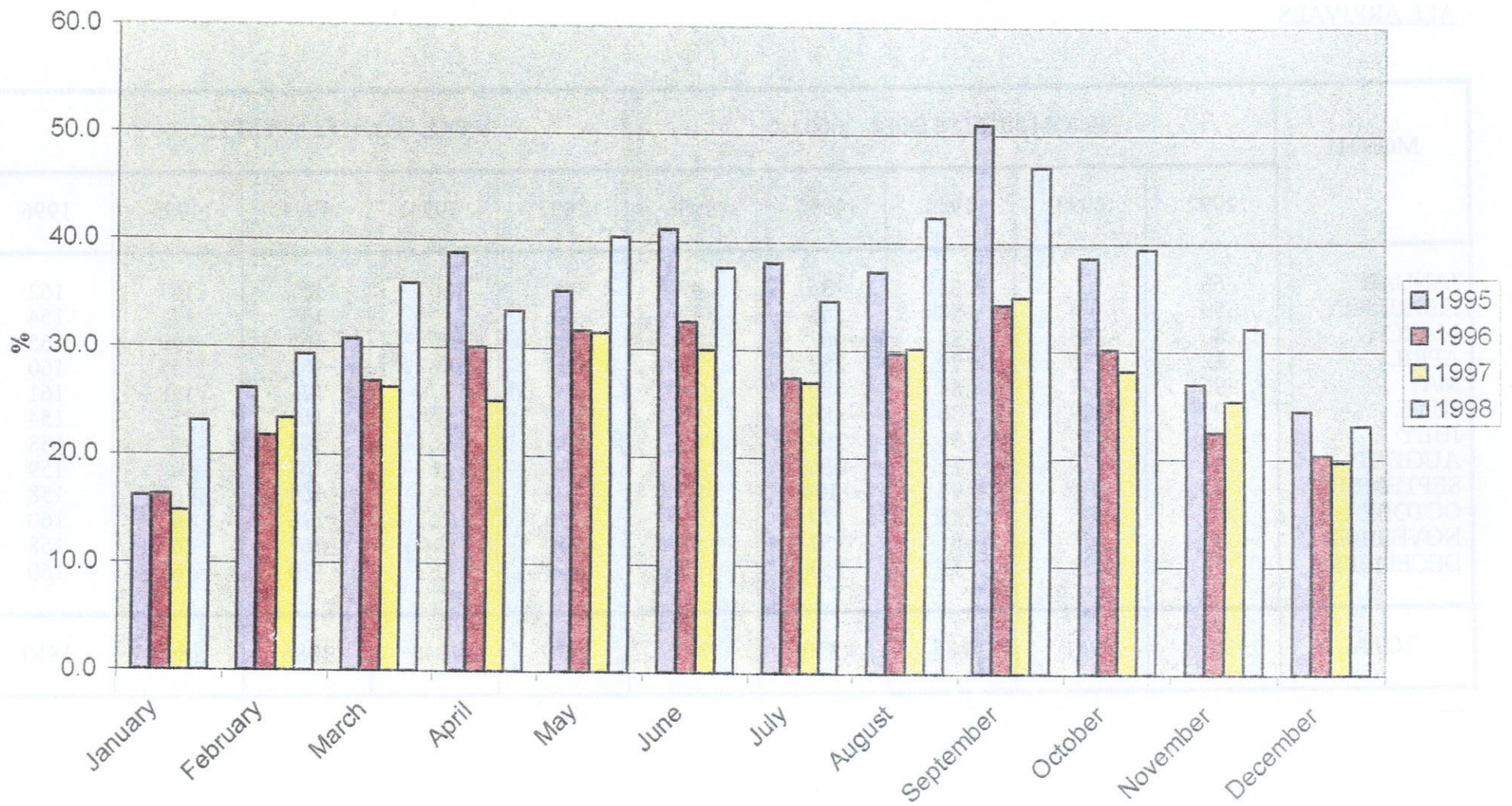


Table 8(a): Room Nights Sold and Offered, all hotels 1992-1996

ALL ARRIVALS

MONTH	ROOM NIGHTS SOLD (00's)					ROOM NIGHTS OFFERED (00's)				
	1992	1993	1994	1995	1996	1992	1993	1994	1995	1996
JANUARY	60	50	62	36	49	200	162	167	157	162
FEBRUARY	59	64	58	58	53	196	150	149	147	154
MARCH	80	75	75	67	70	190	165	165	159	165
APRIL	82	75	70	82	71	204	162	161	155	160
MAY	96	97	84	80	79	207	170	170	158	161
JUNE	97	89	80	85	80	219	160	164	157	154
JULY	100	79	86	94	65	218	161	168	167	158
AUGUST	81	79	71	86	71	213	162	167	167	159
SEPTEMBER	99	103	94	104	93	193	163	164	161	158
OCTOBER	92	98	88	79	79	196	168	176	162	160
NOVEMBER	70	74	61	57	58	160	160	167	161	158
DECEMBER	58	59	53	53	58	164	163	170	167	160
TOTAL	976	941	885	850	799	2367	1946	1986	1860	1850

Table 8(b): Room Nights Sold and Offered, all hotels 1997 - 1998

ALL ARRIVALS

MONTH	ROOM NIGHTS SOLD (00's)		ROOM NIGHTS OFFERED (00's)	
	1997	1998	1997	1998
JANUARY	46	52	160	150
FEBRUARY	59	58	149	130
MARCH	72	72	173	150
APRIL	68	69	158	134
MAY	84	87	163	141
JUNE	82	82	158	140
JULY	78	80	162	144
AUGUST	88	94	162	144
SEPTEMBER	99	103	158	148
OCTOBER	90	90	161	152
NOVEMBER	80	82	159	148
DECEMBER	59	61	151	152
TOTAL	900	930	1904	1733

Table 8(c): Room Nights Sold and Offered, all hotels 1992-1996

TOURIST ARRIVALS

MONTH	ROOM NIGHTS SOLD (00's)					ROOM NIGHTS OFFERED (00's)				
	1992	1993	1994	1995	1996	1992	1993	1994	1995	1996
JANUARY	35	26	39	25	27	200	162	167	157	162
FEBRUARY	35	34	35	38	34	196	150	149	147	154
MARCH	49	46	45	49	44	190	165	165	159	165
APRIL	52	48	43	60	48	204	162	161	155	160
MAY	56	57	48	56	51	207	170	170	158	161
JUNE	58	58	52	65	50	219	160	164	157	154
JULY	51	48	53	64	43	218	161	168	167	158
AUGUST	52	51	47	62	47	213	162	167	167	159
SEPTEMBER	55	60	64	82	54	193	163	164	161	158
OCTOBER	54	59	57	63	48	196	168	176	162	160
NOVEMBER	41	47	41	44	35	160	160	167	161	158
DECEMBER	39	41	39	41	33	164	163	170	167	160
TOTAL	576	574	563	619	488	2367	1946	1986	1860	1850

Table 8(d): Room Nights Sold and Offered, all hotels 1997 - 1998

TOURIST ARRIVALS

MONTH	ROOM NIGHTS SOLD (00's)		ROOM NIGHTS OFFERED (00's)	
	1997	1998	1997	1998
JANUARY	24	35	160	150
FEBRUARY	35	38	149	130
MARCH	45	54	173	150
APRIL	40	45	158	134
MAY	52	57	163	141
JUNE	47	53	158	140
JULY	44	50	162	144
AUGUST	49	61	162	144
SEPTEMBER	55	70	158	148
OCTOBER	45	60	161	152
NOVEMBER	40	48	159	148
DECEMBER	30	35	151	152
TOTAL	500	605	1904	1733

