



GOVERNMENT OF GIBRALTAR

**HOTEL OCCUPANCY
SURVEY
1999**

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-fourth such report and it contains a summary of the statistics collected for the years 1973-1999.

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

GOVERNMENT STATISTICIAN

FEBRUARY 2000

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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.
 - 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.

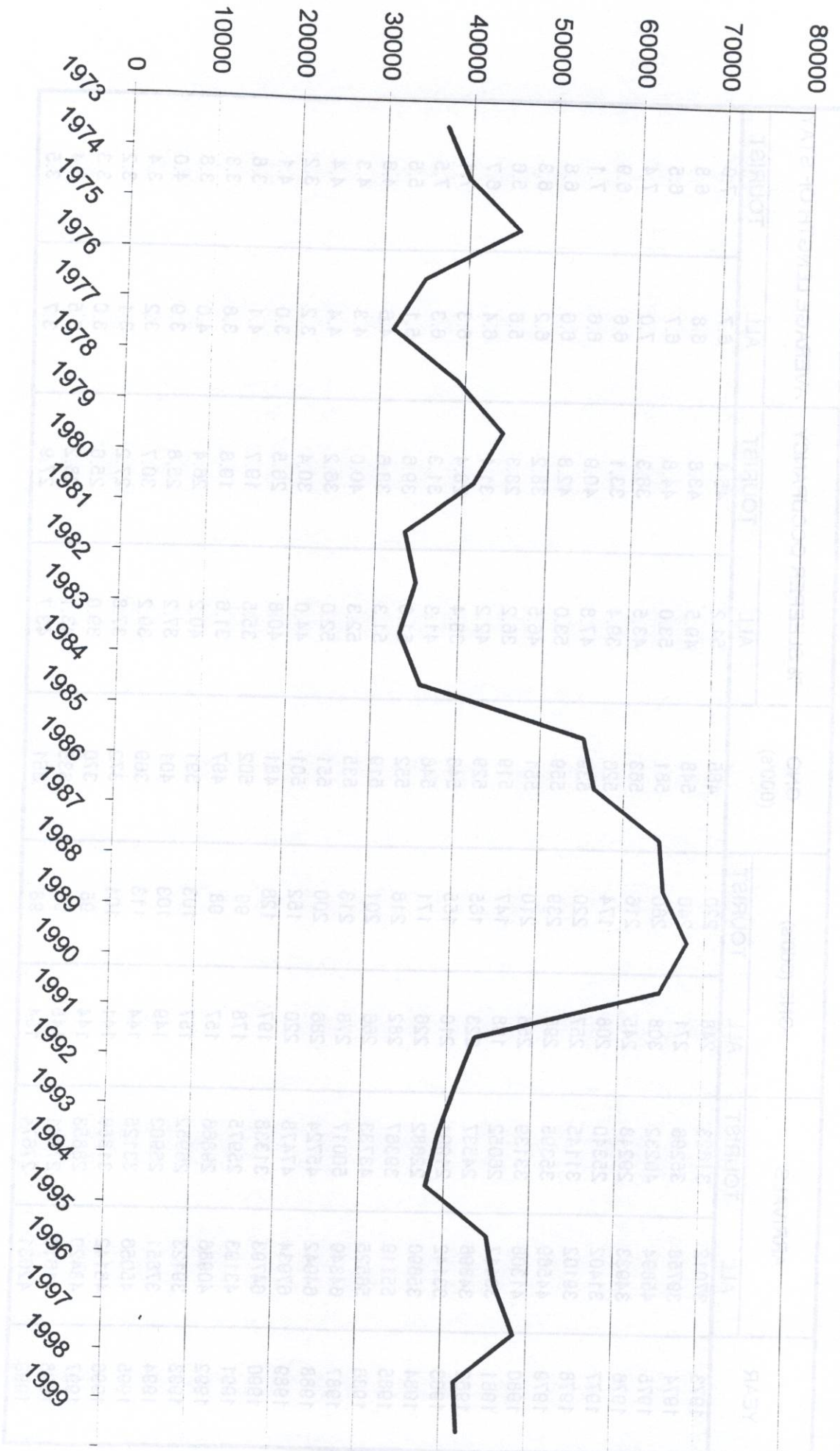
B. Tables

Table 1: General Analysis, all hotels 1973 - 1999

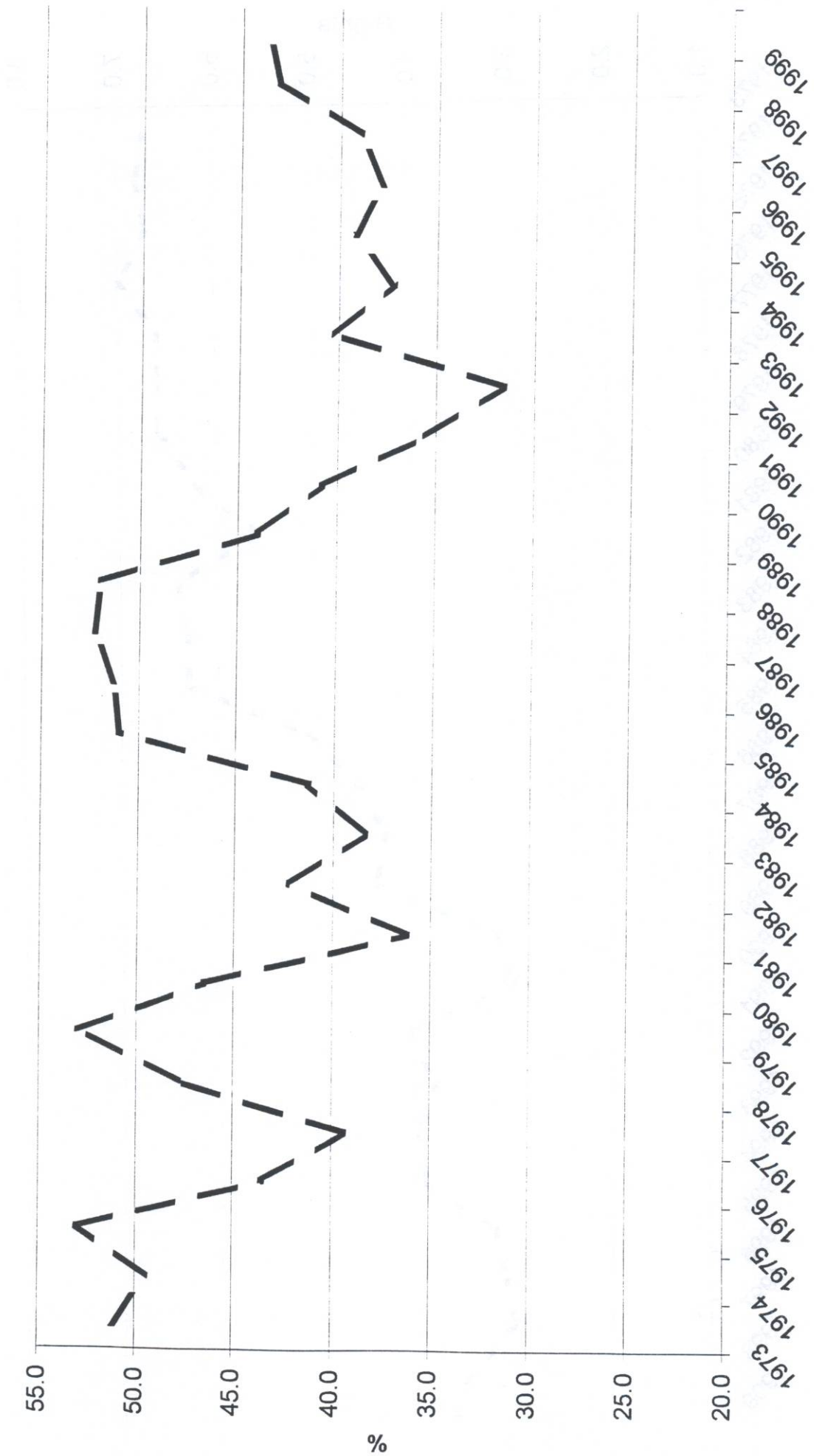
YEAR	ARRIVALS		GNS (000's)		GNO (000's)	% SLEEPER OCCUPANCY		AVERAGE LENGTH OF STAY	
	ALL	TOURIST	ALL	TOURIST		ALL	TOURIST	ALL	TOURIST
1973	37012	31623	248	220	485	51.2	45.4	6.7	7.0
1974	39758	35296	271	240	548	49.5	43.8	6.8	6.8
1975	45894	40232	308	260	581	53.0	44.8	6.7	6.5
1976	34933	29248	245	216	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
1999	42031	27674	154	98	351	43.7	27.9	3.7	3.5

ALL ARRIVALS AT HOTELS, 1973 - 1999

Sheet 5



% SLEEPER OCCUPANCY, ALL ARRIVALS, 1973 - 1999



AVERAGE LENGTH OF STAY, ALL ARRIVALS, 1973 - 1999

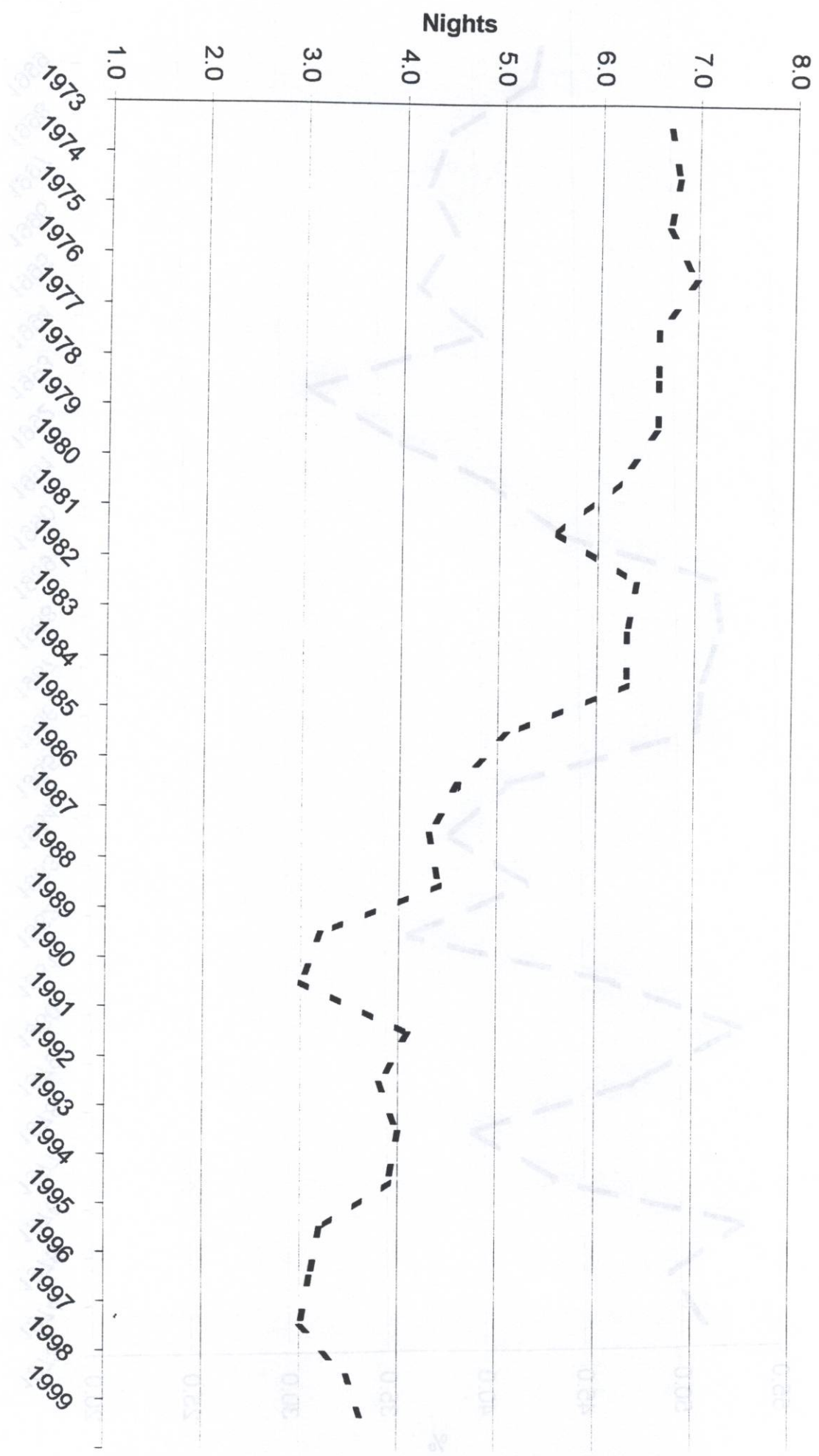


Table 2(a): Number of All Arrivals by Month, all hotels 1973-1979

MONTH	ALL ARRIVALS (00's)							TOURIST ARRIVALS (00's)						
	1973	1974	1975	1975	1977	1978	1979	1973	1974	1975	1976	1977	1978	1979
JANUARY	17	24	28	21	16	18	21	14	22	22	17	10	13	16
FEBRUARY	24	31	31	26	25	24	38	18	28	27	19	18	19	23
MARCH	32	35	39	34	28	31	40	26	32	33	28	20	22	27
APRIL	31	29	28	26	25	32	28	25	26	26	22	19	25	23
MAY	29	32	38	39	28	36	39	24	28	33	34	25	29	34
JUNE	33	36	39	29	30	41	41	30	32	32	27	26	35	34
JULY	35	37	50	35	31	35	45	32	33	45	31	27	29	39
AUGUST	36	40	57	36	34	38	46	33	35	53	31	28	30	37
SEPTEMBER	31	35	47	31	26	39	47	29	31	43	27	23	33	39
OCTOBER	41	41	46	30	26	40	46	33	37	41	24	24	33	38
NOVEMBER	35	33	33	23	25	35	32	30	28	29	17	17	27	26
DECEMBER	27	24	23	20	20	23	23	23	21	18	15	16	17	18
TOTAL	371	397	459	350	314	392	446	317	353	402	292	253	312	354

Table 2(b): Number of All Arrivals by Month, all hotels 1980-1986

MONTH	ALL ARRIVALS (00's)						TOURIST ARRIVALS (00's)						
	1980	1981	1982	1983	1984	1985	1980	1981	1982	1983	1984	1985	1986
JANUARY	27	20	16	16	18	26	23	16	11	11	11	10	24
FEBRUARY	31	26	25	23	25	45	26	21	18	16	13	27	29
MARCH	37	33	37	26	26	49	31	26	24	18	17	36	38
APRIL	35	29	34	30	29	46	29	24	23	19	16	33	36
MAY	43	29	33	34	38	46	32	23	26	21	20	37	40
JUNE	44	28	32	27	28	46	27	23	23	21	21	35	39
JULY	34	31	29	31	33	52	29	21	23	21	21	38	34
AUGUST	39	32	34	32	34	54	34	23	22	20	23	43	40
SEPTEMBER	38	33	33	36	35	54	34	25	23	26	26	41	44
OCTOBER	37	31	31	30	40	51	31	25	20	27	27	35	42
NOVEMBER	26	23	23	25	30	46	20	18	17	20	20	35	43
DECEMBER	22	20	22	21	21	36	15	16	15	12	24	24	29
TOTAL	413	334	349	331	357	551	331	261	245	220	227	394	438

Table 2(c): Number of All Arrivals by Month, all hotels 1987-1993

MONTH	ALL ARRIVALS (00's)						TOURIST ARRIVALS (00's)							
	1987	1988	1989	1990	1991	1992	1993	1987	1988	1989	1990	1991	1992	1993
JANUARY	41	46	34	34	34	23	19	37	32	24	20	19	16	15
FEBRUARY	46	47	43	41	34	30	24	35	36	35	24	19	22	15
MARCH	63	63	52	79	39	34	29	50	47	41	30	23	27	21
APRIL	62	61	53	84	36	36	30	50	48	41	34	21	28	21
MAY	58	60	46	60	42	40	38	38	46	36	28	24	29	26
JUNE	51	58	50	53	32	41	35	35	40	42	23	21	28	24
JULY	44	54	66	63	39	38	33	36	36	39	31	25	26	22
AUGUST	51	53	59	46	35	36	33	41	36	41	25	24	29	25
SEPTEMBER	62	58	74	58	43	41	44	48	38	44	31	24	26	29
OCTOBER	63	49	77	50	47	39	45	48	36	53	26	25	27	29
NOVEMBER	60	58	67	41	26	28	35	48	36	44	21	16	20	23
DECEMBER	52	42	58	39	25	24	25	34	26	35	20	17	19	19
TOTAL	653	649	679	648	432	410	391	500	457	475	313	260	299	270

Table 2(d): Number of Arrivals by Month, all hotels 1994 - 1999

MONTH	ALL ARRIVALS (00's)						TOURIST ARRIVALS (00's)					
	1994	1995	1996	1997	1998	1999	1994	1995	1996	1997	1998	1999
JANUARY	25	20	28	24	30	26	17	16	20	15	16	17
FEBRUARY	24	28	34	32	28	26	17	22	25	19	17	17
MARCH	31	34	40	33	31	36	21	24	27	19	21	23
APRIL	31	40	41	39	34	37	21	28	30	22	23	23
MAY	39	38	42	48	38	36	24	26	26	28	25	25
JUNE	33	39	41	47	35	38	23	27	26	27	24	25
JULY	34	46	38	43	34	34	24	33	27	28	23	22
AUGUST	33	44	39	55	42	43	23	31	30	33	30	28
SEPTEMBER	43	57	47	54	40	42	29	41	30	31	30	27
OCTOBER	39	41	43	39	42	43	27	32	31	28	29	30
NOVEMBER	25	31	33	38	36	37	17	25	22	20	24	23
DECEMBER	22	32	35	32	28	24	16	25	25	19	18	17
TOTAL	379	451	461	484	416	421	259	331	319	289	279	277

ALL ARRIVALS AT HOTELS, 1994 - 1999

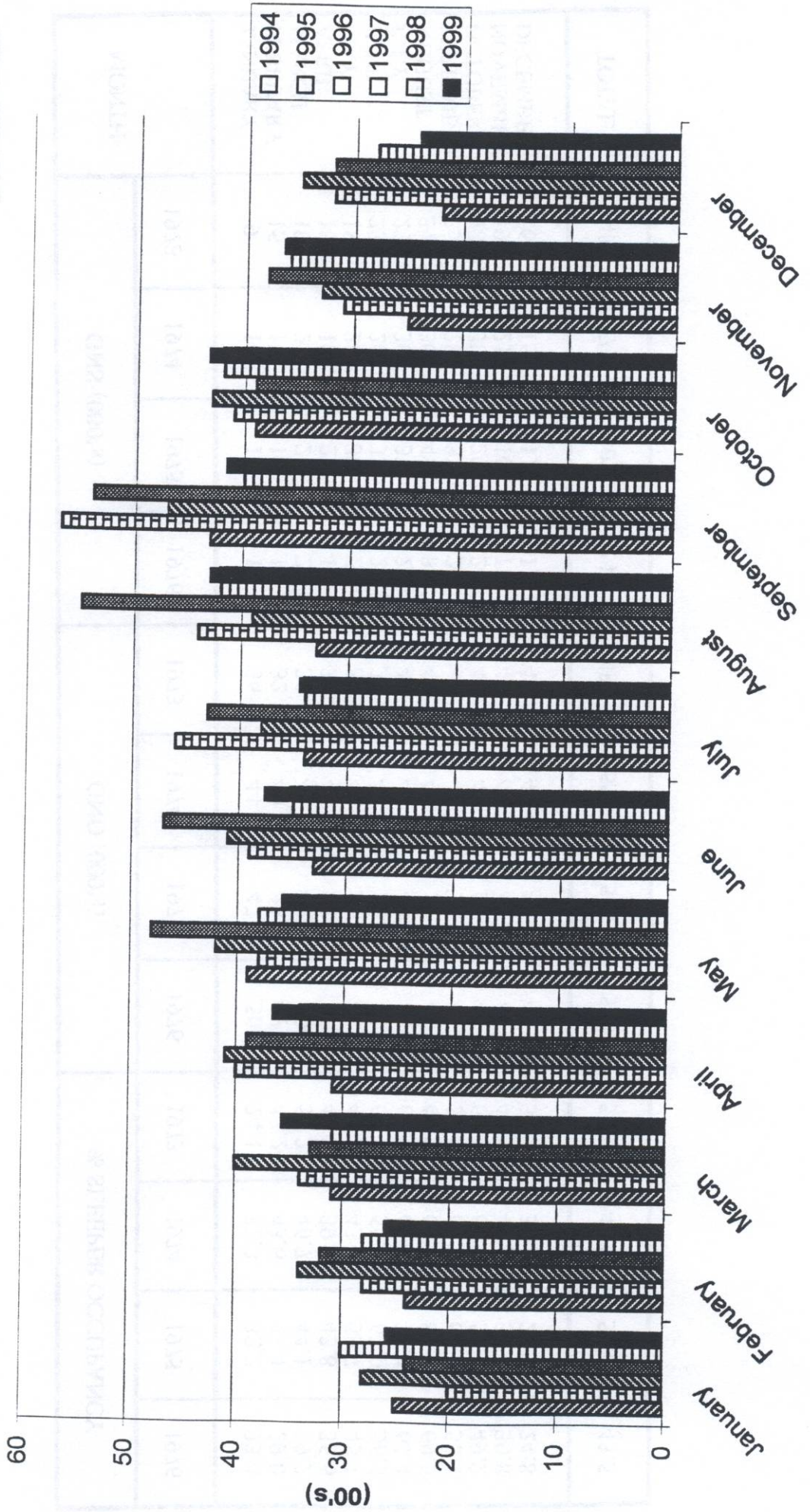


Table 3(a): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1973-1976

ALL ARRIVALS

MONTH	GNS (000's)					GNO (000's)					% SLEEPER OCCUPANCY				
	1973	1974	1975	1976	TOTAL	1973	1974	1975	1976	TOTAL	1973	1974	1975	1976	TOTAL
JANUARY	9	14	15	12	36	44	47	50	24.1	32.3	32.2	23.4			
FEBRUARY	15	17	18	14	32	40	43	47	47.2	43.6	43.4	29.0			
MARCH	19	21	22	20	36	45	49	50	51.2	46.7	44.1	39.2			
APRIL	18	18	21	17	39	45	48	47	47.2	39.4	43.8	35.6			
MAY	18	20	30	21	38	47	51	48	46.5	43.4	59.7	45.1			
JUNE	23	26	33	26	38	46	50	46	61.8	55.5	67.0	56.9			
JULY	27	30	37	29	40	49	49	48	68.6	61.4	76.4	61.4			
AUGUST	31	30	42	33	46	49	51	48	67.0	62.2	81.4	69.5			
SEPTEMBER	25	28	33	25	45	46	50	44	55.8	61.4	66.8	56.1			
OCTOBER	28	30	29	24	46	47	50	48	61.1	63.5	57.6	49.2			
NOVEMBER	19	21	16	13	47	45	47	42	41.4	47.2	33.4	30.8			
DECEMBER	16	16	11	11	43	47	48	45	37.2	33.8	24.1	24.8			
TOTAL	248	271	307	245	486	550	583	563	51.2	49.5	53.0	43.5			

Table 3(b): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1977-1980

ALL ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1977	1978	1979	1980	1977	1978	1979	1980	1977	1978	1979	1980
JANUARY	10	9	10	12	44	45	45	45	23.0	19.3	23.3	26.6
FEBRUARY	17	12	17	14	40	40	42	42	41.3	30.2	40.3	32.9
MARCH	18	16	20	21	46	45	47	46	39.0	35.0	43.1	46.4
APRIL	15	21	17	23	44	44	46	47	33.9	46.4	38.0	48.5
MAY	17	22	24	22	45	46	47	48	37.6	48.4	50.9	46.9
JUNE	21	32	33	28	44	45	47	47	47.6	71.2	69.2	60.2
JULY	22	30	35	26	43	46	48	48	51.0	65.8	71.8	53.1
AUGUST	26	30	37	31	43	45	48	47	60.0	66.8	76.9	64.9
SEPTEMBER	21	30	39	30	44	46	47	47	48.8	64.3	82.2	63.0
OCTOBER	19	25	34	24	46	47	47	46	40.9	53.6	73.2	52.2
NOVEMBER	12	17	18	14	44	44	47	44	27.2	39.4	38.8	31.8
DECEMBER	11	13	12	11	45	45	48	44	24.0	29.1	24.7	26.2
TOTAL	209	257	296	256	528	538	559	551	39.4	47.8	53.0	46.5

Table 3(c): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1981-1984

ALL ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1981	1982	1983	1984	1981	1982	1983	1984	1981	1982	1983	1984
JANUARY	10	9	9	9	44	43	45	46	23.2	20.2	19.0	20.7
FEBRUARY	13	14	11	13	40	40	41	43	31.9	35.2	27.7	30.0
MARCH	17	19	16	15	44	44	46	47	38.8	42.4	34.8	32.5
APRIL	18	22	16	18	44	44	45	45	40.3	50.5	35.9	39.9
MAY	16	23	20	23	44	45	46	46	37.1	50.0	43.2	50.5
JUNE	18	24	23	23	42	45	45	45	42.0	54.7	49.7	50.8
JULY	17	24	20	22	42	46	47	45	40.2	51.9	42.3	50.1
AUGUST	19	24	25	25	43	45	47	47	43.5	52.0	42.3	53.0
SEPTEMBER	19	22	25	27	43	43	46	44	44.1	51.7	54.6	61.0
OCTOBER	18	19	21	25	47	45	47	46	39.1	42.6	43.7	53.2
NOVEMBER	13	12	13	15	42	44	45	45	30.1	27.9	30.2	32.3
DECEMBER	10	11	11	11	44	45	46	47	23.6	25.6	24.4	22.9
TOTAL	188	223	210	226	519	529	546	546	36.2	42.2	38.4	41.3

Table 3(d): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1985-1988

ALL ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1985	1986	1987	1988	1985	1986	1987	1988	1985	1986	1987	1988
JANUARY	11	13	19	16	45	43	46	46	24.3	30.1	42.1	35.8
FEBRUARY	18	15	18	19	41	38	42	44	42.7	39.0	43.9	42.6
MARCH	25	21	26	26	46	43	46	48	54.0	48.7	57.5	53.6
APRIL	25	18	24	26	45	42	43	45	56.8	42.0	55.6	57.1
MAY	23	25	25	26	47	45	45	47	50.3	57.2	55.7	55.1
JUNE	31	29	22	29	45	43	44	47	69.4	67.9	49.1	61.6
JULY	28	23	20	27	48	44	45	48	58.0	51.8	44.5	55.8
AUGUST	32	27	26	24	48	46	45	48	67.7	59.7	57.7	50.4
SEPTEMBER	32	29	29	26	46	44	45	44	68.2	64.8	65.6	60.4
OCTOBER	27	26	26	26	48	45	44	46	55.6	59.3	58.8	56.4
NOVEMBER	17	23	24	22	46	43	44	43	36.9	54.1	54.4	51.4
DECEMBER	13	17	20	19	47	44	46	45	27.3	38.5	42.5	42.6
TOTAL	282	266	279	286	552	520	535	551	51.0	51.3	52.3	52.0

Table 3(e): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1989-1992

ALL ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1989	1990	1991	1992	1989	1990	1991	1992	1989	1990	1991	1992
JANUARY	15	11	12	9	42	37	40	42	35.2	31.2	29.4	20.6
FEBRUARY	18	14	13	9	40	37	37	41	46.0	37.3	34.5	22.8
MARCH	22	19	17	14	42	42	44	46	52.0	45.3	37.5	29.6
APRIL	23	23	14	14	42	41	41	42	54.8	55.4	34.0	32.6
MAY	19	21	17	15	44	42	41	43	41.9	50.4	40.2	35.6
JUNE	19	15	16	16	43	39	44	47	43.9	37.3	35.8	34.8
JULY	20	18	16	16	43	42	43	45	46.8	43.8	37.9	35.2
AUGUST	19	15	16	14	43	41	40	44	45.1	35.2	41.2	32.2
SEPTEMBER	19	18	17	16	42	41	44	41	46.0	44.4	39.2	39.7
OCTOBER	19	18	18	15	40	40	43	42	46.2	44.5	42.5	34.6
NOVEMBER	14	12	13	10	38	40	41	32	38.2	30.2	31.1	32.6
DECEMBER	13	13	10	9	42	39	45	33	31.2	32.4	22.4	27.0
TOTAL	220	197	178	157	501	481	502	497	44.0	40.8	35.5	31.6

Table 3(f): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1993-1996

ALL ARRIVALS

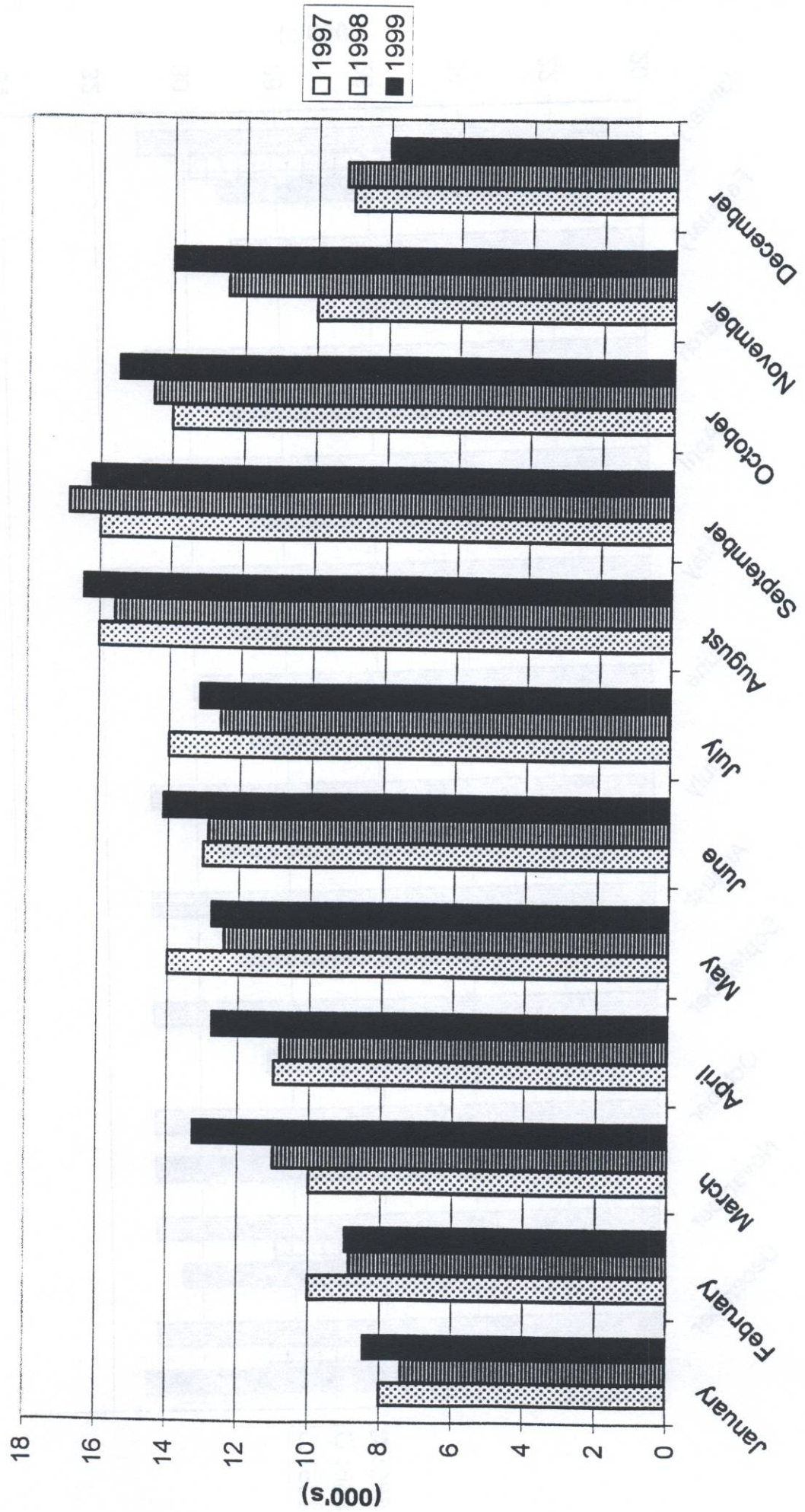
MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1993	1994	1995	1996	1993	1994	1995	1996	1993	1994	1995	1996
JANUARY	7	10	6	8	33	34	32	32	21.5	29.4	19.0	24.9
FEBRUARY	9	9	10	9	30	30	28	30	30.1	31.3	34.9	29.9
MARCH	12	12	10	12	33	33	31	32	36.2	37.2	33.4	36.3
APRIL	12	12	13	12	32	31	25	31	38.3	39.2	49.5	39.1
MAY	16	15	13	14	34	35	31	32	45.6	42.5	41.4	43.0
JUNE	15	14	14	13	32	33	30	30	48.0	40.6	46.3	37.2
JULY	14	15	15	12	32	35	32	31	41.8	42.4	48.2	39.0
AUGUST	14	13	15	13	33	35	32	31	44.0	37.0	46.2	42.3
SEPTEMBER	18	16	18	16	32	33	31	31	56.2	48.9	58.0	51.9
OCTOBER	17	15	13	13	34	35	32	31	50.9	43.9	41.1	42.8
NOVEMBER	13	9	9	10	32	33	31	30	39.4	27.8	28.1	31.3
DECEMBER	10	9	9	9	33	34	32	31	29.6	25.2	26.7	29.0
TOTAL	157	149	144	141	391	401	369	372	40.2	37.2	39.2	37.8

Table 3(g): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1997 - 1999

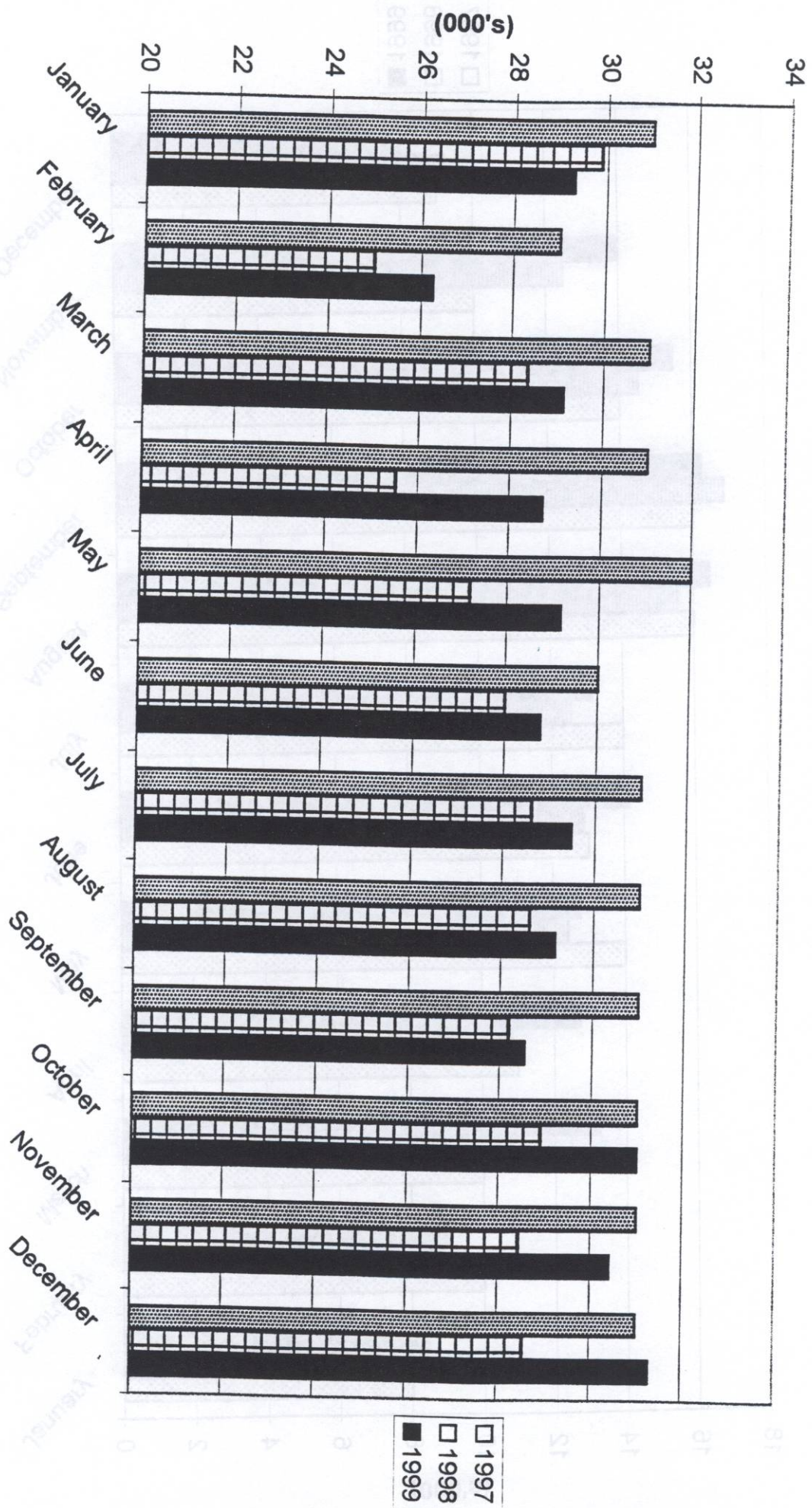
ALL ARRIVALS

MONTH	GUEST NIGHTS SOLD (000's)			GUEST NIGHTS OFFERED (000's)			% SLEEPER OCCUPANCY		
	1997	1998	1999	1997	1998	1999	1997	1998	1999
JANUARY	8	7	8	31	30	29	24.1	24.8	28.8
FEBRUARY	10	9	9	29	25	26	34.1	35.4	34.2
MARCH	10	11	13	31	28	29	33.0	38.8	45.5
APRIL	11	11	13	31	26	29	36.3	42.4	44.3
MAY	14	12	13	32	27	29	45.0	45.6	43.7
JUNE	13	13	14	30	28	29	44.4	45.9	49.1
JULY	14	13	13	31	29	29	44.1	43.9	44.5
AUGUST	16	16	16	31	29	29	51.3	54.4	56.3
SEPTEMBER	16	17	16	31	28	29	50.7	59.8	56.9
OCTOBER	14	15	15	31	29	31	44.1	50.2	50.0
NOVEMBER	10	12	14	31	28	30	31.7	43.8	46.0
DECEMBER	9	9	8	31	29	31	28.2	32.2	25.6
TOTAL	144	145	154	370	335	351	39.0	43.1	43.8

GUEST NIGHTS SOLD, ALL ARRIVALS, 1997 - 1999



GUEST NIGHTS OFFERED, 1997 - 1999



% SLEEPER OCCUPANCY, ALL ARRIVALS, 1997 - 1999

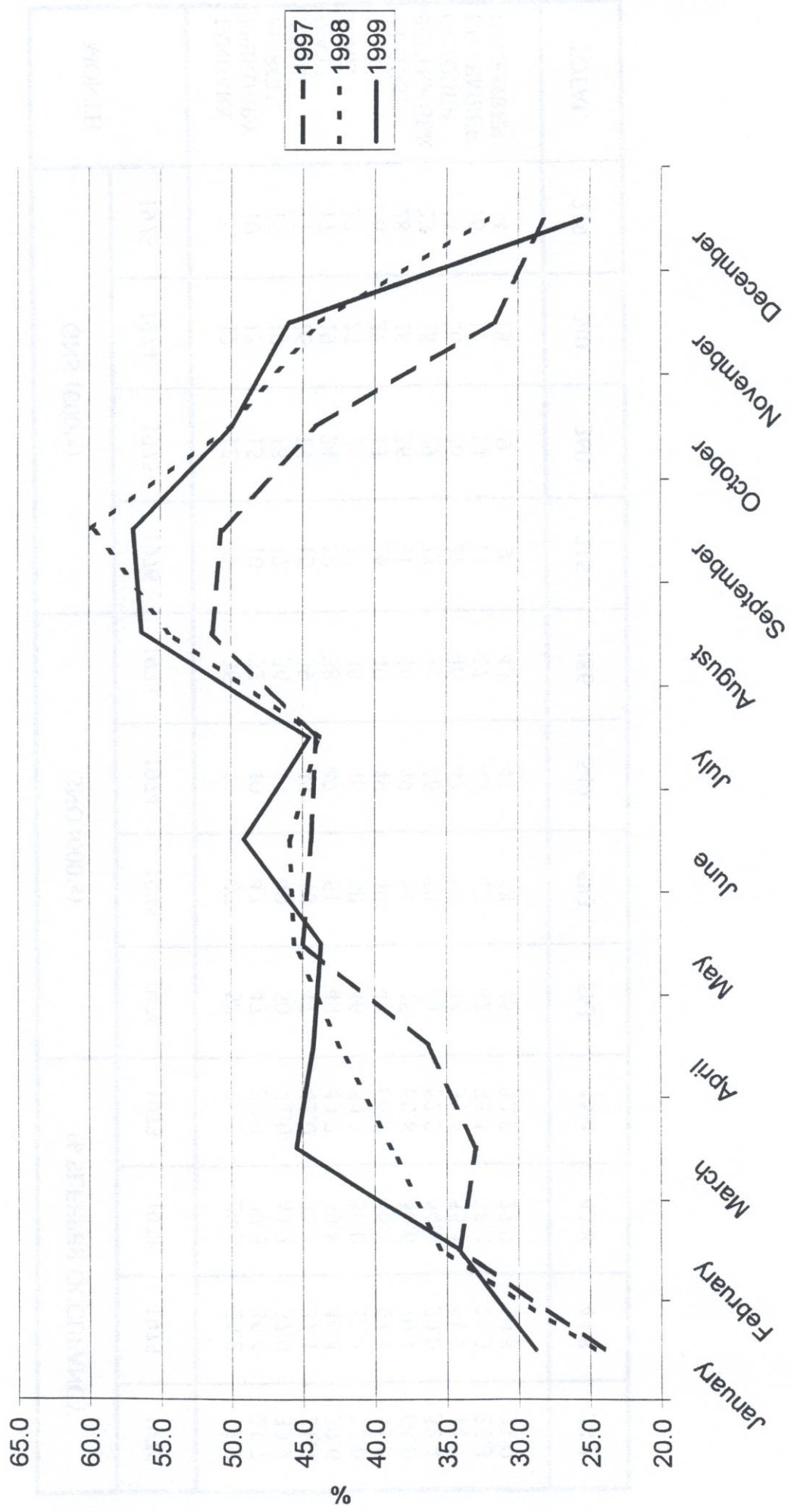


Table 4(a): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1973-1976

TOURIST ARRIVALS

MONTH	GNS (000's)					GNO (000's)					% SLEEPER OCCUPANCY				
	1973	1974	1975	1976	TOTAL	1973	1974	1975	1976	TOTAL	1973	1974	1975	1976	TOTAL
JANUARY	7	12	12	9	36	43	47	50	20.2	28.5	26.2	17.9			
FEBRUARY	10	15	15	10	32	40	43	47	30.9	38.6	36.4	21.7			
MARCH	15	19	18	17	36	45	49	50	41.0	41.7	37.0	33.2			
APRIL	17	16	18	15	39	45	48	47	43.0	35.1	37.1	31.7			
MAY	17	19	24	19	38	47	51	48	43.7	39.8	46.4	39.6			
JUNE	22	23	26	24	38	46	50	46	59.3	50.0	52.4	52.0			
JULY	26	27	33	26	40	49	49	48	66.3	55.3	67.1	55.5			
AUGUST	28	28	36	31	46	49	51	48	60.8	56.6	70.1	64.0			
SEPTEMBER	23	25	29	23	45	46	50	44	52.2	54.5	59.0	52.4			
OCTOBER	24	26	26	21	46	47	50	48	52.5	55.4	51.7	44.7			
NOVEMBER	16	17	14	11	47	45	47	42	35.1	38.2	29.3	25.3			
DECEMBER	14	13	9	9	43	47	48	45	32.8	27.9	19.8	21.0			
TOTAL	219	240	260	215	486	549	583	563	45.4	43.8	44.8	38.3			

Table 4(b): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1977-1980

TOURIST ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1977	1978	1979	1980	1977	1978	1979	1980	1977	1978	1979	1980
JANUARY	6	6	8	10	44	45	45	45	13.2	14.4	18.0	22.2
FEBRUARY	13	10	11	11	40	40	42	42	31.0	24.1	25.3	26.4
MARCH	15	13	14	17	46	45	47	46	32.1	28.7	30.4	36.4
APRIL	12	18	15	17	44	44	46	47	27.7	39.5	31.3	37.1
MAY	16	19	21	17	45	46	47	48	34.3	42.3	44.3	35.9
JUNE	19	26	27	22	44	45	47	47	44.1	58.0	57.4	46.3
JULY	20	27	30	23	43	46	48	48	45.5	59.1	62.7	46.7
AUGUST	22	27	30	28	43	45	48	47	52.0	59.6	63.4	59.3
SEPTEMBER	18	26	34	25	44	46	47	47	42.1	57.0	72.3	53.6
OCTOBER	16	22	27	21	46	47	47	46	35.2	47.6	57.4	45.7
NOVEMBER	9	15	13	11	44	44	47	44	21.4	33.9	27.1	25.1
DECEMBER	9	10	9	8	45	45	48	44	19.3	23.2	19.5	19.2
TOTAL	175	219	239	210	528	538	559	551	33.1	40.9	42.8	38.2

Table 4(c): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1981-1984

TOURIST ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1981	1982	1983	1984	1981	1982	1983	1984	1981	1982	1983	1984
JANUARY	8	7	7	7	44	43	45	46	18.0	15.3	15.5	15.0
FEBRUARY	9	10	8	8	40	40	41	43	21.4	24.8	20.7	19.4
MARCH	13	13	11	12	44	44	46	47	30.4	30.4	24.7	24.6
APRIL	14	16	10	13	44	44	45	45	31.1	36.1	23.4	28.4
MAY	13	16	14	15	44	45	46	46	30.4	35.2	29.4	33.2
JUNE	14	19	18	18	42	45	45	45	32.7	42.2	38.7	40.6
JULY	12	19	16	18	42	46	47	45	28.5	40.5	33.6	40.0
AUGUST	15	18	19	20	43	45	47	47	34.6	40.2	41.9	42.0
SEPTEMBER	16	16	19	22	43	43	46	44	37.2	43.4	41.7	50.2
OCTOBER	15	14	14	19	47	45	47	46	32.1	29.9	30.5	41.0
NOVEMBER	10	9	10	11	42	44	45	45	24.4	21.4	21.2	24.6
DECEMBER	8	8	9	8	44	45	46	47	18.0	18.3	18.4	17.4
TOTAL	147	165	155	171	519	529	546	546	28.3	31.1	28.4	31.3

Table 4(d): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1985-1988

TOURIST ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1985	1986	1987	1988	1985	1986	1987	1988	1985	1986	1987	1988
JANUARY	8	10	15	13	45	43	46	46	16.5	22.1	33.6	27.5
FEBRUARY	14	12	15	14	41	38	42	44	33.8	31.0	34.8	32.2
MARCH	19	16	21	19	46	43	46	48	42.2	38.1	46.3	39.8
APRIL	18	13	19	20	45	42	43	45	40.2	30.7	44.9	44.8
MAY	18	19	18	19	47	45	45	47	39.4	41.9	38.6	40.3
JUNE	24	23	16	20	45	43	44	47	52.9	52.8	36.9	43.5
JULY	23	18	15	19	48	44	45	48	47.5	41.0	34.3	39.2
AUGUST	27	21	19	17	48	46	45	48	57.0	46.3	42.5	34.5
SEPTEMBER	26	21	22	17	46	44	45	44	56.7	48.1	49.7	37.8
OCTOBER	19	20	21	17	48	45	44	46	40.2	45.3	46.4	37.9
NOVEMBER	13	18	18	14	46	43	44	43	28.4	41.7	41.8	32.5
DECEMBER	9	12	14	11	47	44	46	45	18.8	27.5	29.8	24.3
TOTAL	218	203	213	200	552	520	535	551	39.6	38.6	40.0	36.2

Table 4(e): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1989-1992

TOURIST ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1989	1990	1991	1992	1989	1990	1991	1992	1989	1990	1991	1992
JANUARY	10	8	7	5	42	37	40	42	23.7	22.7	17.7	12.9
FEBRUARY	13	10	8	6	40	37	37	41	33.4	27.1	20.2	15.4
MARCH	15	13	8	9	42	42	44	46	36.2	31.0	19.1	19.3
APRIL	16	14	9	9	42	41	41	42	37.0	34.0	21.9	21.7
MAY	12	12	10	9	44	42	41	43	27.9	29.4	23.3	20.7
JUNE	14	10	8	10	43	39	44	47	32.7	24.3	19.4	22.0
JULY	13	12	10	10	43	42	43	45	30.6	27.4	23.2	21.3
AUGUST	13	10	8	10	43	41	40	44	30.6	23.1	21.3	22.0
SEPTEMBER	12	12	8	9	42	41	44	41	29.8	30.0	18.2	22.7
OCTOBER	14	11	10	9	40	40	43	42	34.0	27.8	23.3	20.8
NOVEMBER	11	8	7	6	38	40	41	32	27.6	19.5	16.4	20.1
DECEMBER	9	8	6	6	42	39	45	33	21.7	20.9	12.9	17.5
TOTAL	152	128	99	98	501	481	502	497	30.4	26.5	19.7	19.8

Table 4(f): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1993-1996

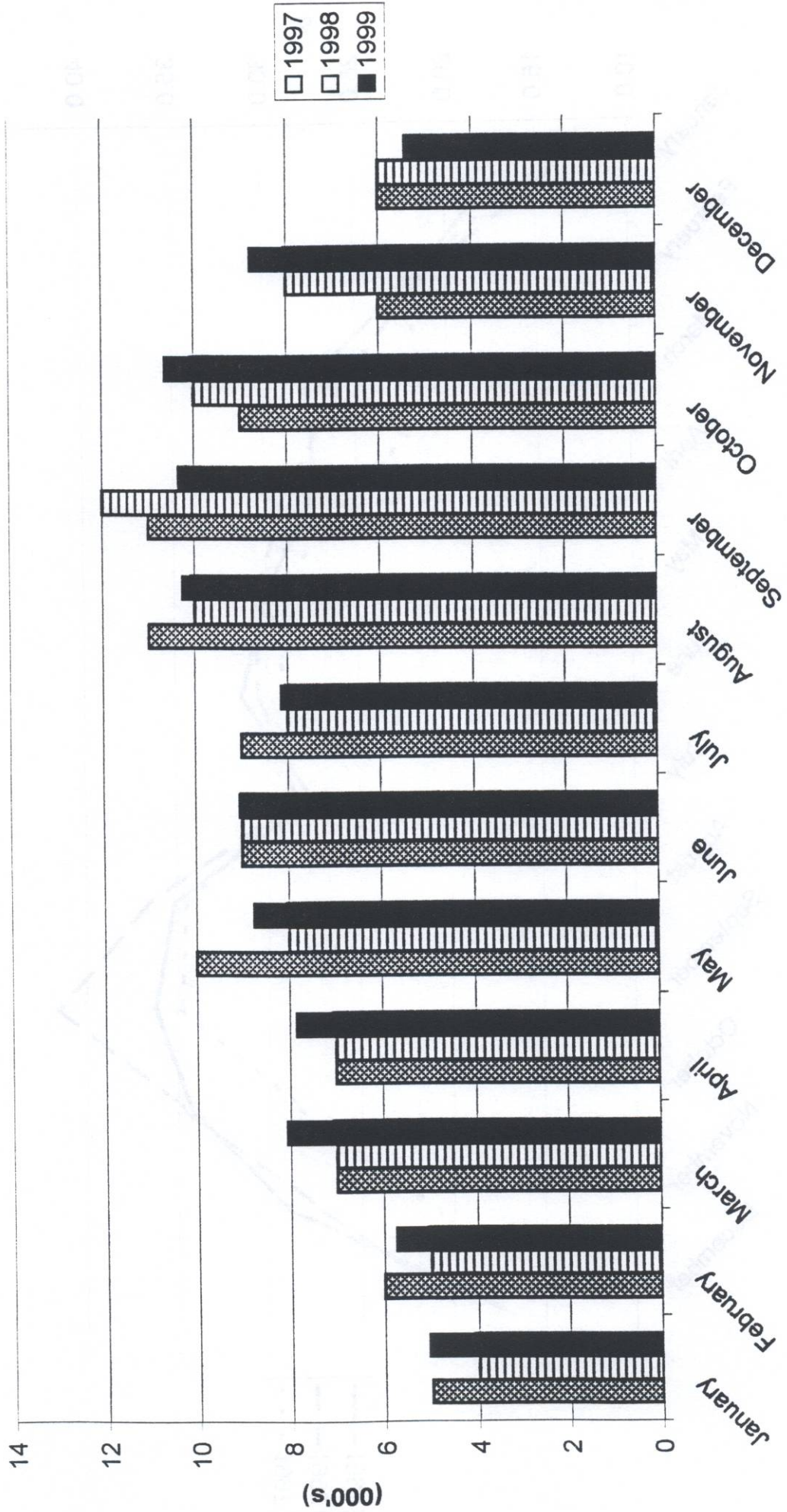
TOURIST ARRIVALS

MONTH	GNS (000's)				GNO (000's)				% SLEEPER OCCUPANCY			
	1993	1994	1995	1996	1993	1994	1995	1996	1993	1994	1995	1996
JANUARY	4	7	5	5	33	34	32	32	12.4	19.5	15.1	16.4
FEBRUARY	5	6	7	7	30	30	28	30	17.7	21.1	25.8	22.8
MARCH	8	8	8	9	33	33	31	32	23.0	24.5	26.4	26.7
APRIL	8	9	10	10	32	31	25	31	25.2	27.1	38.1	30.9
MAY	10	10	9	10	34	35	31	32	28.5	28.5	30.8	30.9
JUNE	10	9	11	9	32	33	30	30	32.7	28.3	37.2	30.5
JULY	8	10	11	9	32	35	32	31	26.2	28.7	36.2	29.3
AUGUST	10	8	11	10	33	35	32	31	30.5	25.6	34.8	32.0
SEPTEMBER	12	12	14	10	32	33	31	31	36.8	35.2	45.6	34.3
OCTOBER	11	11	11	10	34	35	32	31	33.2	30.4	34.1	30.9
NOVEMBER	9	7	7	7	32	33	31	30	27.8	20.6	23.8	21.5
DECEMBER	7	6	7	6	33	34	32	31	21.8	18.9	21.8	20.7
TOTAL	103	103	113	101	391	401	369	372	26.4	25.8	30.7	27.2

Table 4(g): Guest Nights Sold/Offered, % Sleeper Occupancy, all hotels 1997 - 1999
TOURIST ARRIVALS

MONTH	GUEST NIGHTS SOLD (000's)			GUEST NIGHTS OFFERED (000's)			% SLEEPER OCCUPANCY		
	1997	1998	1999	1997	1998	1999	1997	1998	1999
JANUARY	5	4	5	31	30	29	15.2	14.4	17.2
FEBRUARY	6	5	6	29	25	26	22.3	21.4	21.8
MARCH	7	7	8	31	28	29	21.3	25.8	27.7
APRIL	7	7	8	31	26	29	23.9	28.8	27.3
MAY	10	8	9	32	27	29	29.9	30.6	30.0
JUNE	9	9	9	30	28	29	28.9	30.5	31.4
JULY	9	8	8	31	29	29	28.6	28.4	27.6
AUGUST	11	10	10	31	29	29	34.5	36.5	35.2
SEPTEMBER	11	12	10	31	28	29	34.8	41.5	36.2
OCTOBER	9	10	11	31	29	31	28.3	34.6	34.3
NOVEMBER	6	8	9	31	28	30	20.9	27.1	28.8
DECEMBER	6	6	5	31	29	31	18.9	19.5	17.3
TOTAL	95	95	98	370	335	351	25.6	28.2	27.9

GUEST NIGHTS SOLD, TOURIST ARRIVALS, 1997 - 1999



% SLEEPER OCCUPANCY, TOURIST ARRIVALS, 1997 - 1999

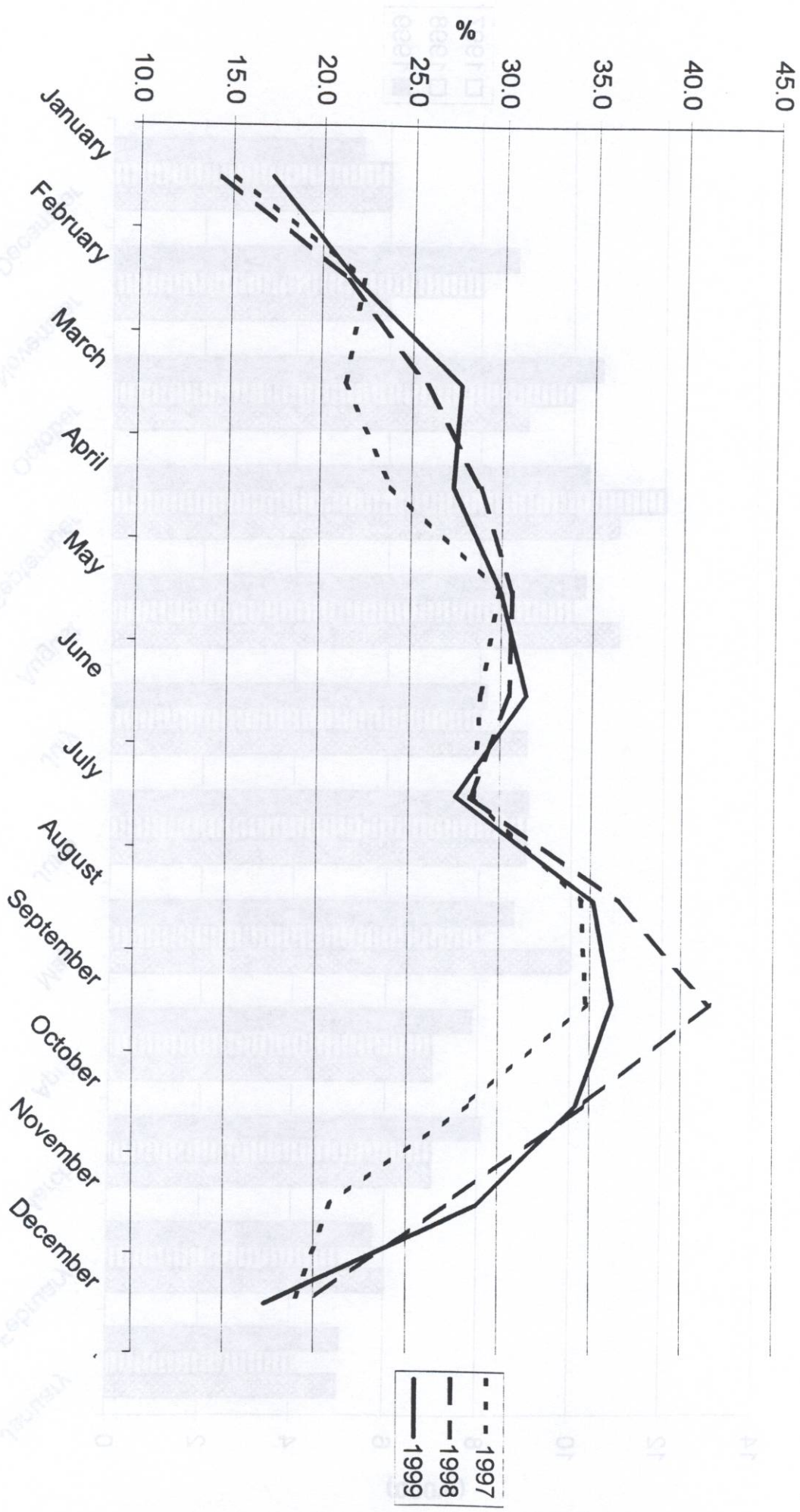


Table 5(a): Average Length of Stay per person (nights), all hotels 1973 - 1999

ALL ARRIVALS

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
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
1999	3.3	3.5	3.7	3.5	3.6	3.8	3.8	3.8	3.9	3.6	3.8	3.3	3.7

AVERAGE LENGTH OF STAY, ALL ARRIVALS, 1995 - 1999

2/14/1999 A.L.J.A.

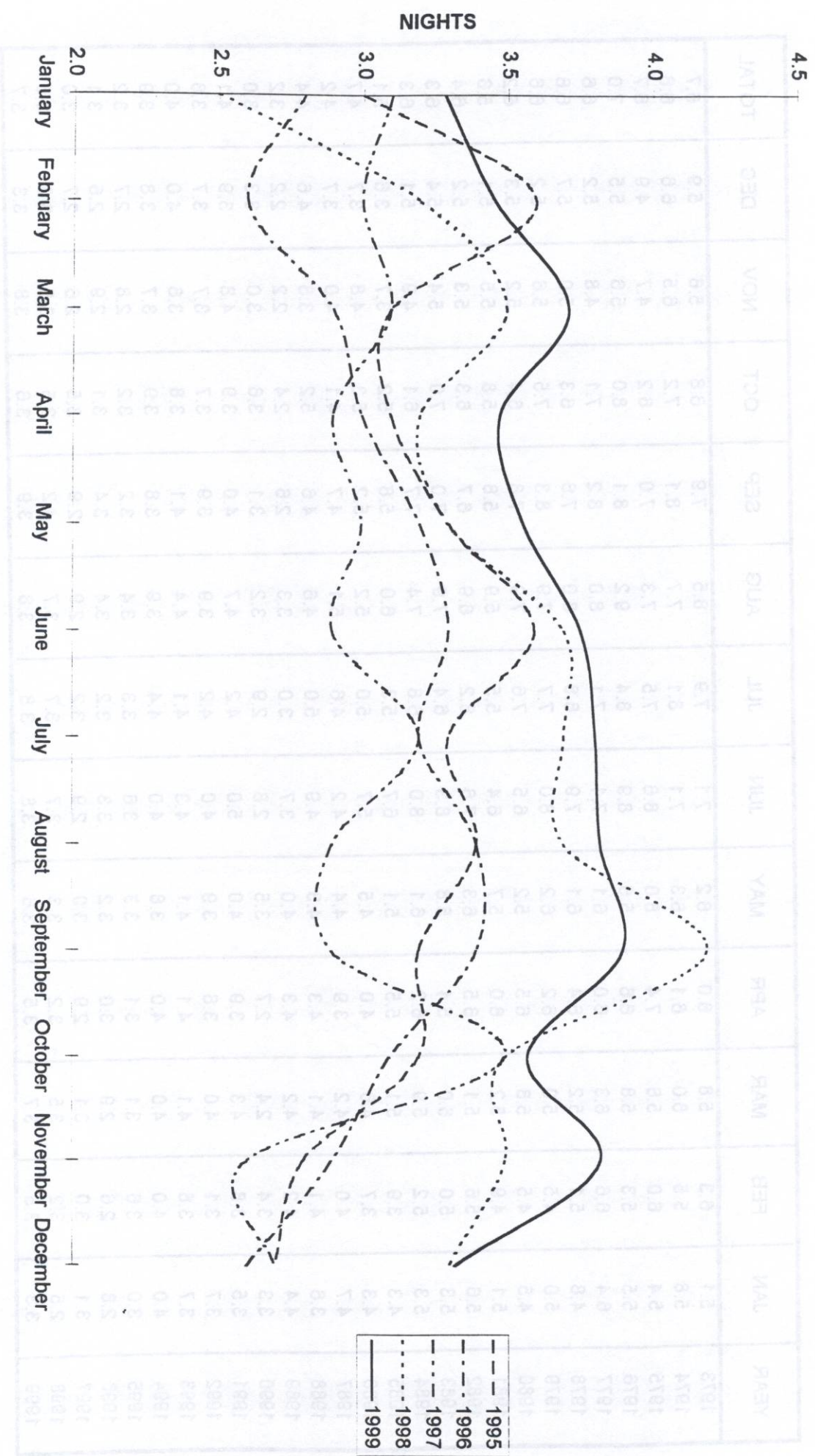


Table 5(b): Average Length of Stay per person (nights), all hotels 1973 - 1999

TOURIST ARRIVALS

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
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
1999	3.0	3.4	3.5	3.4	3.5	3.6	3.6	3.6	3.9	3.6	3.8	3.2	3.5

AVERAGE LENGTH OF STAY, TOURIST ARRIVALS, 1995 - 1999

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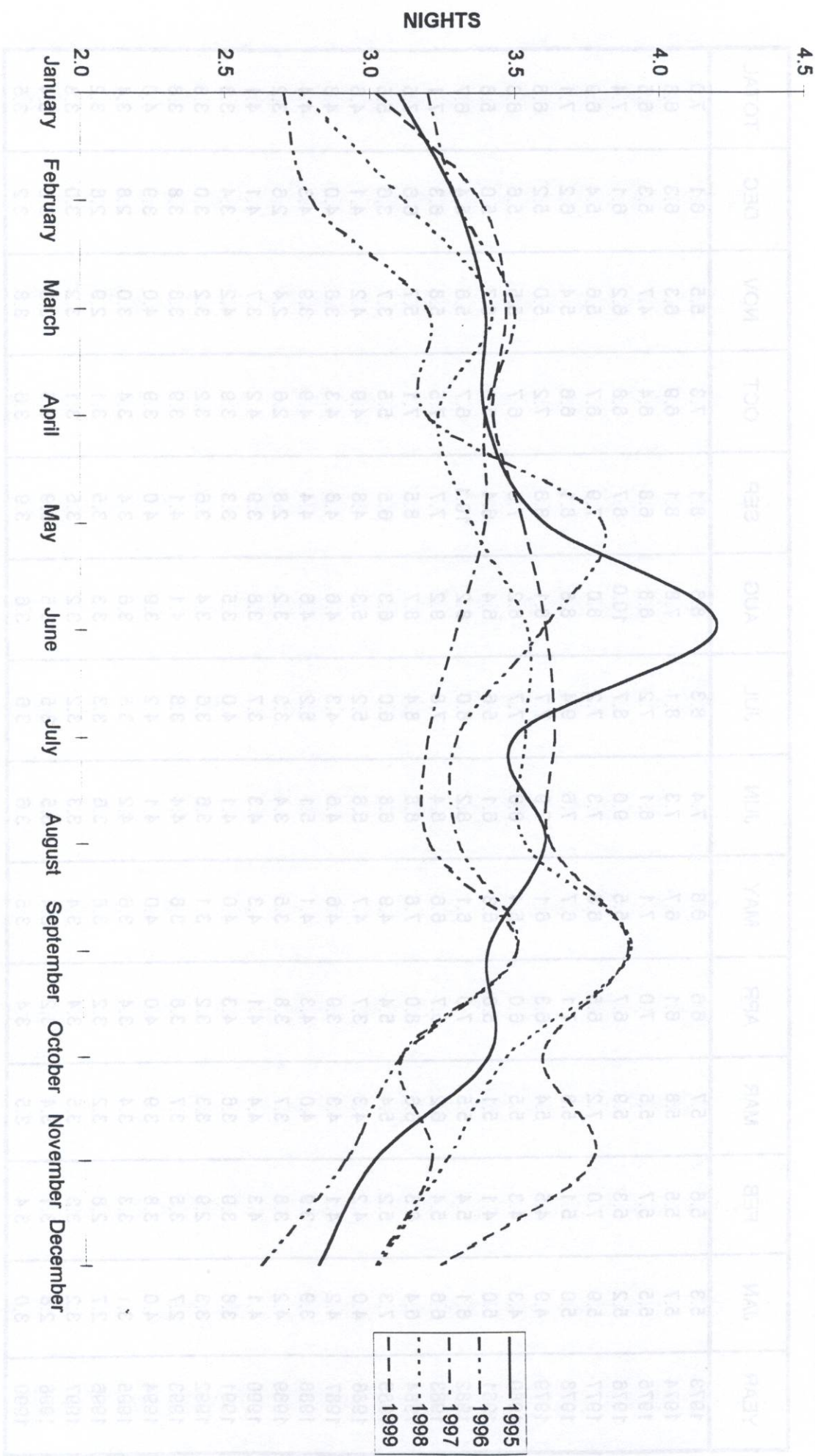
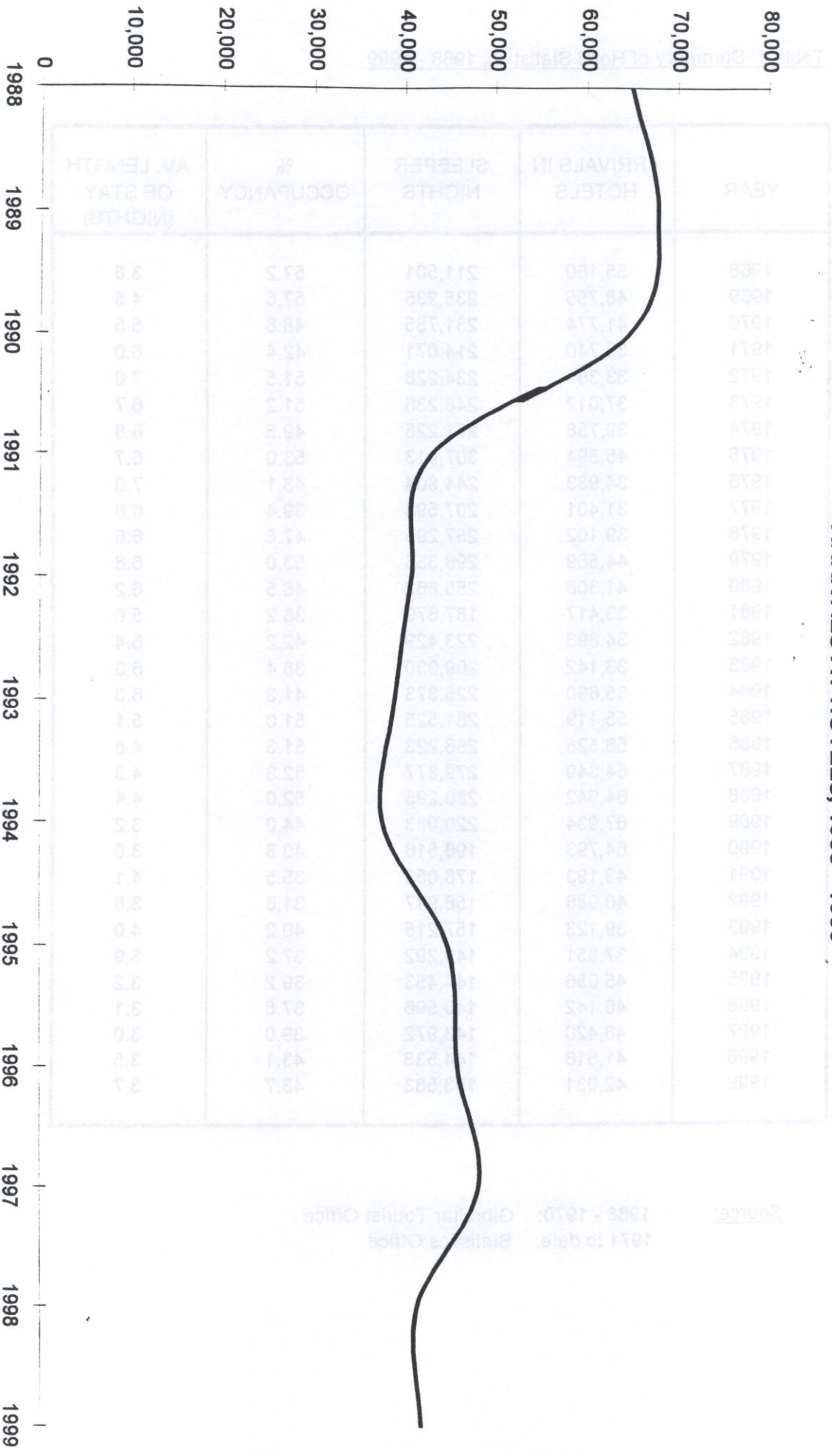


Table 6: Summary of Hotel Statistics, 1968 - 1999

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
1999	42,031	153,583	43.7	3.7

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

ARRIVALS AT HOTELS, 1988 - 1999



AVERAGE LENGTH OF STAY, 1988 - 1999

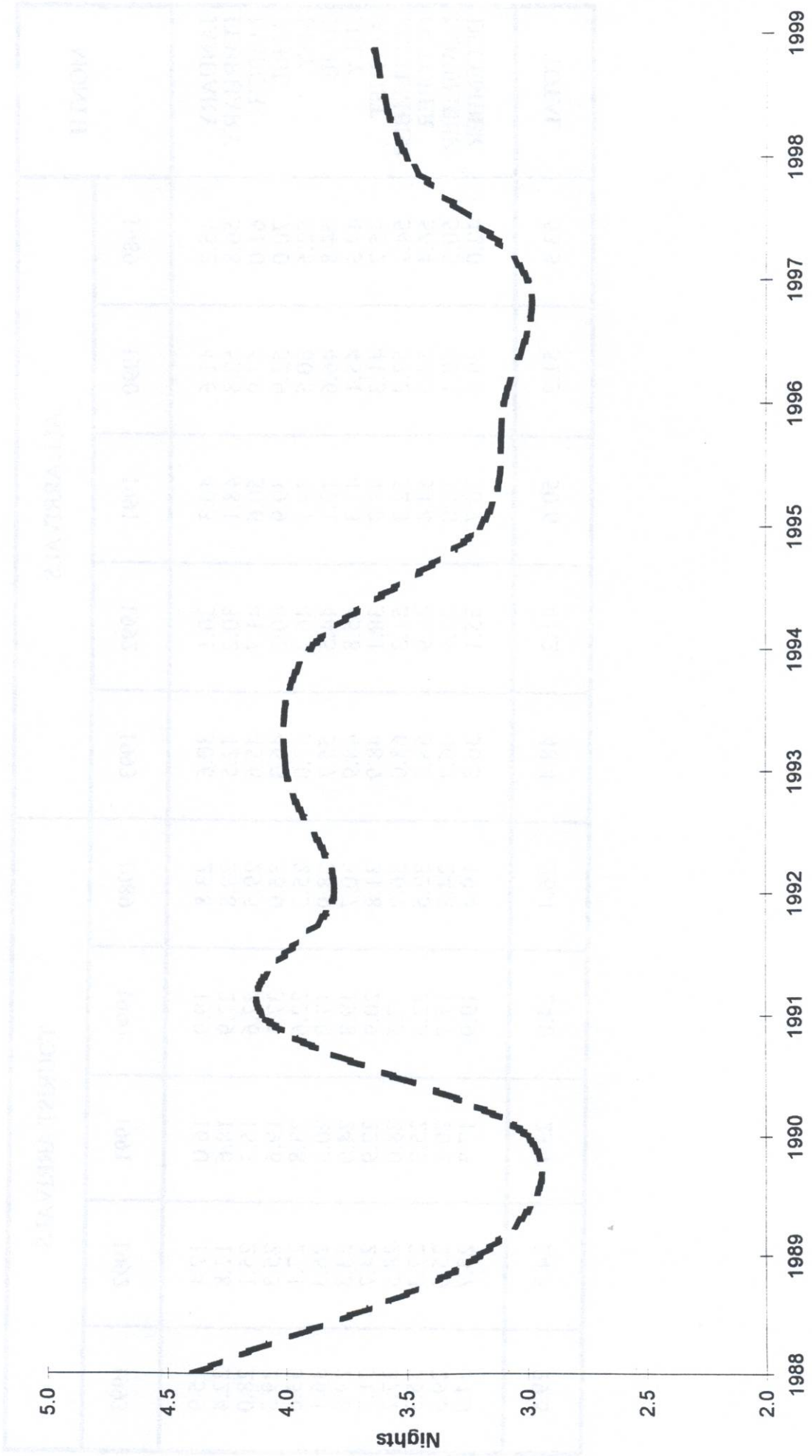


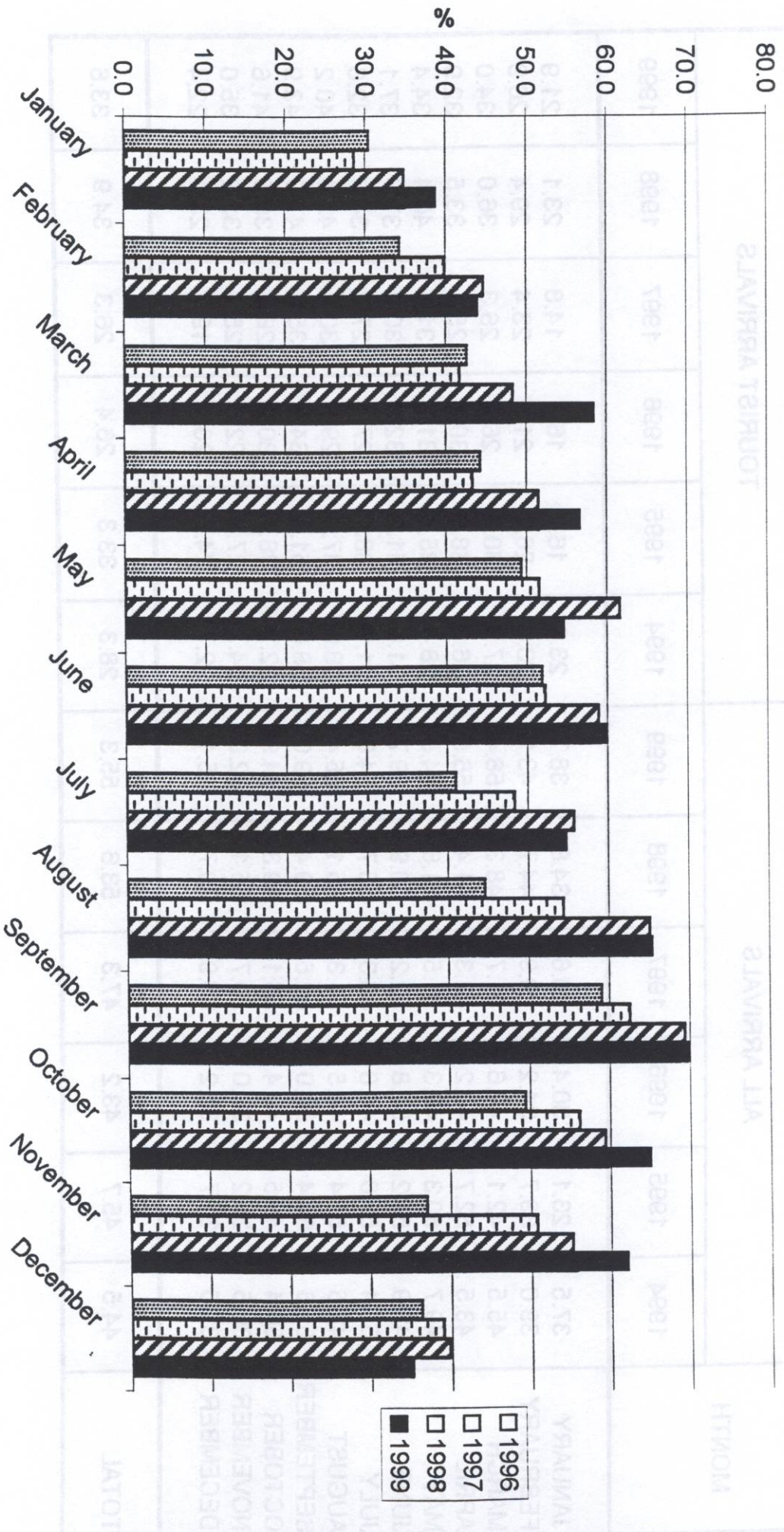
Table 7(a): Room Occupancy Rates, 1989-1993

MONTH	ALL ARRIVALS					TOURIST ARRIVALS				
	1989	1990	1991	1992	1993	1989	1990	1991	1992	1993
JANUARY	46.2	41.6	40.3	30.1	30.6	23.8	19.9	16.0	17.4	15.9
FEBRUARY	56.8	52.8	48.1	30.2	42.5	29.8	27.9	18.6	17.8	22.4
MARCH	61.0	57.9	50.6	41.7	45.6	29.5	27.6	15.3	25.1	28.0
APRIL	70.0	52.9	39.9	40.2	46.3	35.0	37.1	19.6	25.3	29.3
MAY	52.6	60.5	49.7	46.2	57.0	25.3	22.6	23.8	27.1	33.6
JUNE	54.8	46.6	49.1	44.5	55.7	28.9	17.0	20.3	26.3	36.1
JULY	47.3	45.1	47.3	45.8	48.9	30.7	19.8	24.0	23.3	29.8
AUGUST	45.2	41.3	48.8	38.1	48.9	31.8	20.9	22.9	24.7	31.7
SEPTEMBER	54.1	57.2	52.3	51.3	63.0	36.2	27.5	28.0	28.5	37.2
OCTOBER	56.4	54.3	54.4	46.9	58.3	32.5	22.5	25.3	27.3	35.3
NOVEMBER	50.5	40.1	38.0	43.8	46.2	24.8	17.7	20.2	25.5	29.5
DECEMBER	42.0	39.6	30.7	35.1	36.3	19.4	19.9	17.3	23.7	24.9
TOTAL	53.3	51.3	50.6	41.2	48.4	26.4	24.0	23.7	24.3	29.5

Table 7(b): Room Occupancy Rates, 1994 - 1999

MONTH	ALL ARRIVALS						TOURIST ARRIVALS					
	1994	1995	1996	1997	1998	1999	1994	1995	1996	1997	1998	1999
JANUARY	37.5	23.1	30.4	28.6	34.8	38.7	23.6	16.2	16.3	14.8	23.1	21.9
FEBRUARY	39.0	39.7	34.2	39.9	44.7	43.9	23.6	26.2	21.8	23.4	29.4	26.9
MARCH	45.5	42.1	42.6	41.7	48.3	58.4	27.3	30.8	26.9	26.3	36.0	34.0
APRIL	43.5	52.7	44.2	43.3	51.4	56.5	26.8	38.8	30.1	25.1	33.5	32.9
MAY	49.7	50.3	49.3	51.5	61.6	54.5	28.4	35.4	31.7	31.5	40.4	34.4
JUNE	48.9	54.2	51.8	52.2	58.9	59.7	31.6	41.2	32.6	30.0	37.7	37.1
JULY	51.4	56.0	41.0	48.3	55.7	54.6	31.9	38.1	27.4	27.0	34.6	32.6
AUGUST	42.5	51.4	44.5	54.3	65.1	65.4	28.0	37.3	29.7	30.2	42.4	40.2
SEPTEMBER	57.6	64.4	59.0	62.5	69.4	69.9	38.8	51.0	34.3	35.0	47.0	43.9
OCTOBER	50.4	48.5	49.4	56.1	59.3	64.9	32.2	38.7	30.2	28.2	39.5	41.6
NOVEMBER	36.5	35.2	37.0	50.7	55.1	62.0	24.7	27.0	22.5	25.4	32.2	35.0
DECEMBER	31.5	31.7	36.2	38.9	39.7	35.1	22.7	24.5	20.4	19.7	23.1	22.4
TOTAL	44.5	45.7	43.2	47.3	53.6	55.3	28.3	33.3	26.4	26.3	34.9	33.6

ROOM OCCUPANCY RATES, ALL ARRIVALS, 1996 - 1999



ROOM OCCUPANCY RATES, TOURIST ARRIVALS, 1996 - 1999

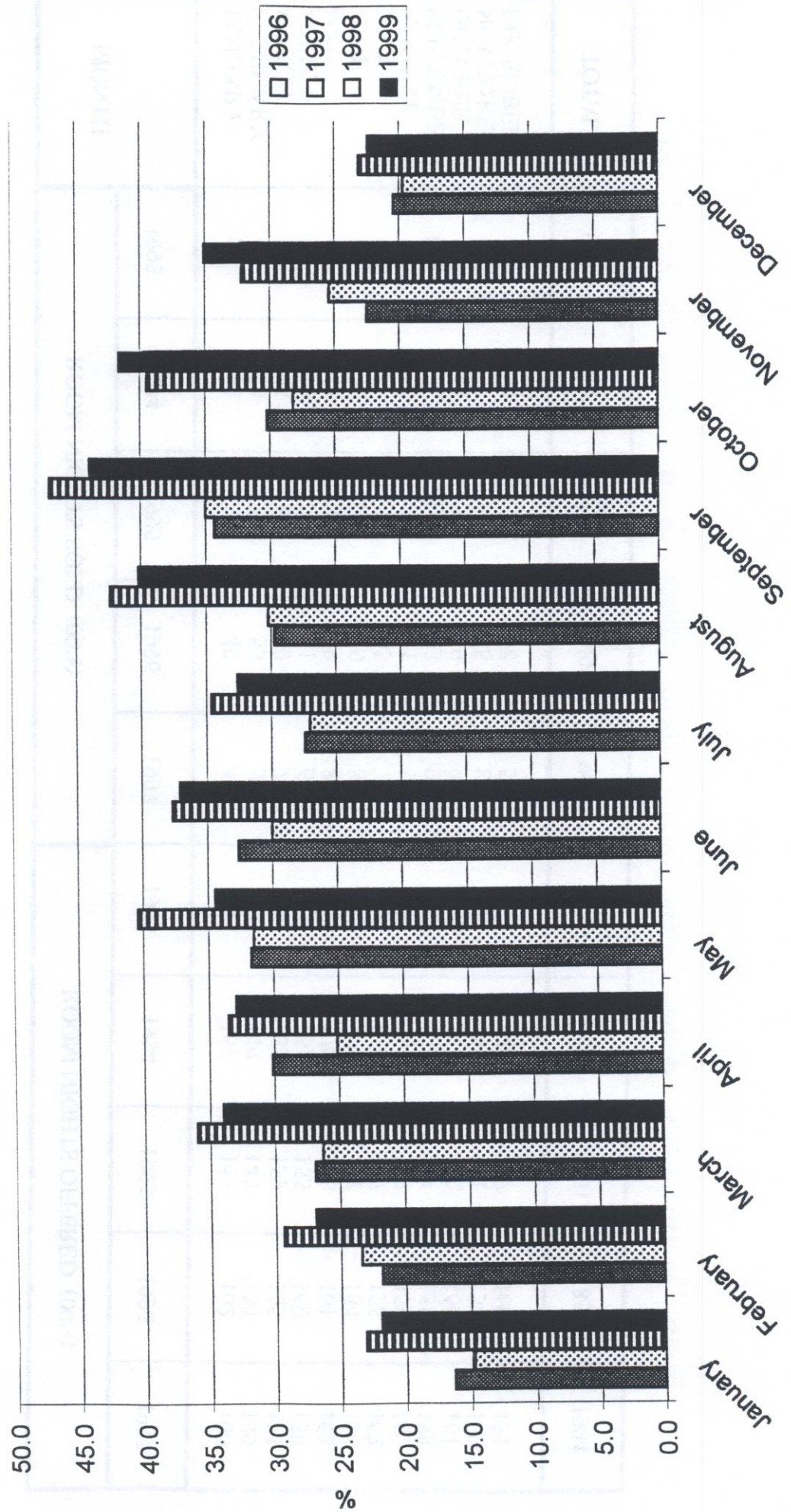


Table 8(a): Room Nights Sold and Offered, all hotels 1993-1997

ALL ARRIVALS

MONTH	ROOM NIGHTS SOLD (00's)					ROOM NIGHTS OFFERED (00's)				
	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
JANUARY	50	62	36	49	46	162	167	157	162	160
FEBRUARY	64	58	58	53	59	150	149	147	154	149
MARCH	75	75	67	70	72	165	165	159	165	173
APRIL	75	70	82	71	68	162	161	155	160	158
MAY	97	84	80	79	84	170	170	158	161	163
JUNE	89	80	85	80	82	160	164	157	154	158
JULY	79	86	94	80	78	161	168	167	158	162
AUGUST	79	71	86	71	88	162	167	167	159	162
SEPTEMBER	103	94	104	93	99	163	164	161	158	158
OCTOBER	98	88	79	79	90	168	176	162	160	161
NOVEMBER	74	61	57	58	80	160	167	161	158	159
DECEMBER	59	53	53	58	59	163	170	167	160	151
TOTAL	941	885	850	799	900	1946	1986	1860	1850	1904

Table 8(b): Room Nights Sold and Offered, all hotels 1998 - 1999

ALL ARRIVALS

MONTH	ROOM NIGHTS SOLD (00's)		ROOM NIGHTS OFFERED (00's)	
	1998	1999	1998	1999
JANUARY	52	59	150	152
FEBRUARY	58	60	130	137
MARCH	72	89	150	152
APRIL	69	84	134	148
MAY	87	83	141	152
JUNE	82	89	140	149
JULY	80	83	144	152
AUGUST	94	99	144	152
SEPTEMBER	103	103	148	148
OCTOBER	90	98	152	151
NOVEMBER	82	91	148	147
DECEMBER	61	53	152	151
TOTAL	930	991	1733	1792

Table 8(c): Room Nights Sold and Offered, all hotels: 1993-1997

TOURIST ARRIVALS

MONTH	ROOM NIGHTS SOLD (00's)					ROOM NIGHTS OFFERED (00's)				
	1993	1994	1995	1996	1997	1993	1994	1995	1996	1997
JANUARY	26	39	25	27	24	162	167	157	162	160
FEBRUARY	34	35	38	34	35	150	149	147	154	149
MARCH	46	45	49	44	45	165	165	159	165	173
APRIL	48	43	60	48	40	162	161	155	160	158
MAY	57	48	56	51	52	170	170	158	161	163
JUNE	58	52	65	50	47	160	164	157	154	158
JULY	48	53	64	43	44	161	168	167	158	162
AUGUST	51	47	62	47	49	162	167	167	159	162
SEPTEMBER	60	64	82	54	55	163	164	161	158	158
OCTOBER	59	57	63	48	45	168	176	162	160	161
NOVEMBER	47	41	44	35	40	160	167	161	158	159
DECEMBER	41	39	41	33	30	163	170	167	160	151
TOTAL	574	563	619	488	500	1946	1986	1860	1850	1904

Table 8(d): Room Nights Sold and Offered, all hotels 1998 - 1999

TOURIST ARRIVALS

MONTH	ROOM NIGHTS SOLD (00's)		ROOM NIGHTS OFFERED (00's)	
	1998	1999	1998	1999
JANUARY	35	33	150	152
FEBRUARY	38	37	130	137
MARCH	54	52	150	152
APRIL	45	49	134	148
MAY	57	52	141	152
JUNE	53	55	140	149
JULY	50	50	144	152
AUGUST	61	61	144	152
SEPTEMBER	70	65	148	148
OCTOBER	60	63	152	151
NOVEMBER	48	52	148	147
DECEMBER	35	34	152	151
TOTAL	605	602	1733	1792