

Q4 Arrivals and Statistics at December 31st 2015

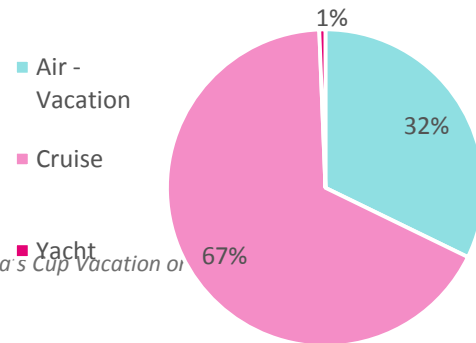
Q4 Total Vacation Visitor Arrivals

Q4 Arrivals	2014	2015	YOY % Change	YOY # Change	FULL YEAR 2014	FULL YEAR 2015	YOY % Change	YOY # Change
Air - Vacation	23,770	23,125	-2.7%	-645	141,509	139,820	-1.2%	-1,689
Cruise	39,118	48,344	23.6%	9,226	355,880	370,756	4.2%	14,876
Yacht	454	448	-1.3%	-6	4,280	3,104	-27.5%	-1,176
Total	63,342	71,917	13.5%	8,575	501,669	513,680	2.4%	12,011

Q4 Total vacation arrivals increased by 13.6%. Both Air and Yacht vacation arrivals declined by 2.6% and 1.3% respectively. Cruise passenger arrivals were the driver for the increase as 9,116 or 23.6% more passengers visited the island vs Q4 2014. There were two recorded hurricanes in Q4 2014 which caused some cruise calls to be cancelled. Year-end arrivals were up 2.3% with cruise being the driver increasing by 4% or 14,876 persons.

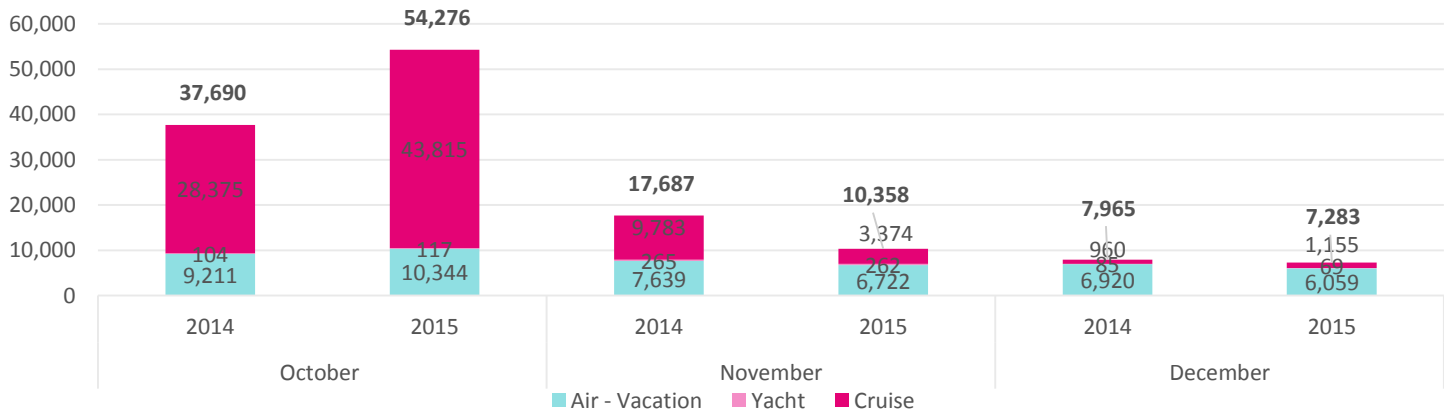
Air – Vacation = Air arrivals indicating purpose of visit upon arrival as Vacation, America’s Cup Vacation or Yacht
**Total excludes air arrivals in categories other than Vacation*

Q4 Arrivals by Type



Q4 Vacation Visitor Arrivals by Month

	October			November			December		
	2014	2015	YOY % Change	2014	2015	YOY % Change	2014	2015	YOY % Change
Air - Vacation	9,211	10,344	12%	7,639	6,722	-12%	6,920	6,059	-12%
Cruise	28,375	43,815	54%	9,783	3,374	-66%	960	1,155	20%
Yacht	104	117	13%	265	262	-1%	85	69	-19%
Total	37,690	54,276	44%	17,687	10,358	-41%	7,965	7,283	-9%



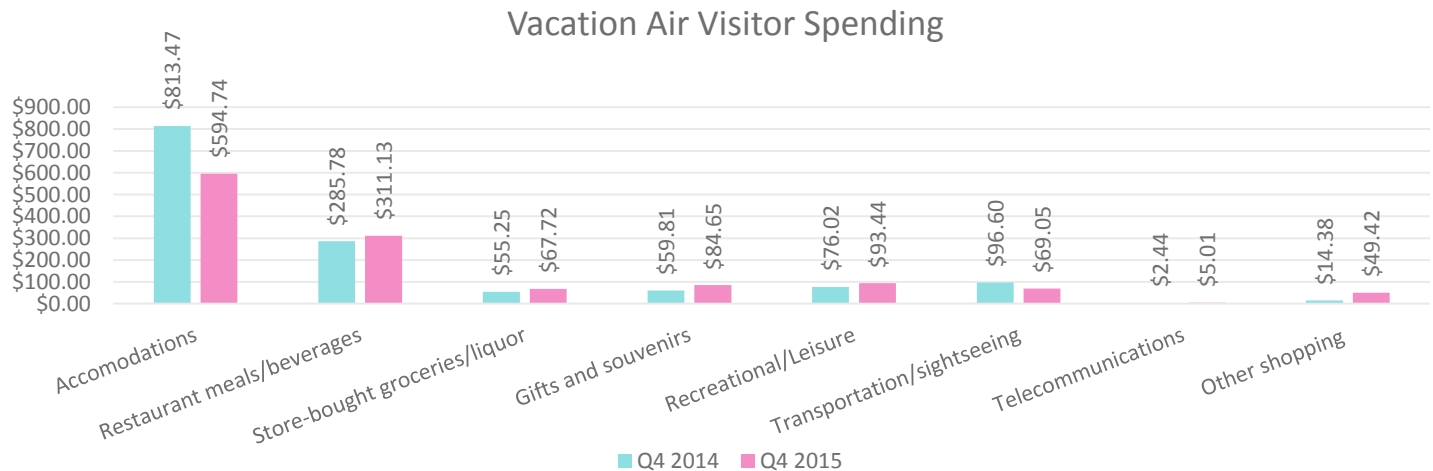
Q4 Total Air Arrivals – Visitor Expenditure

	Q4 2014	Q4 2015	% CHG YOY	# CHG YOY	FULL YEAR 2014	FULL YEAR 2015	% CHG YOY	# CHG YOY
Average Vacation Visitor per Person Spending	\$1,403.74	\$1,275.16	-9.2%	(\$128.58)	\$1,369.42	\$1,286.68	-6.0%	(\$82.74)
Average Business Visitor per Person Spending	\$1,401.16	\$1,147.89	-18.1%	(\$253.27)	\$1,291.76	\$1,155.93	-10.5%	(\$135.83)
Average Total Visitor per Person Spending	\$1,256.68	\$1,139.21	-9.3%	(\$117.47)	\$1,249.08	\$1,177.17	-5.8%	(\$71.91)

- Per person spending for vacation, business and total visitors for Q4 2015 have declined compared to Q4 2014 by 9% and 18% and 9% respectively.
- For the full year per person spending shows a decline of \$136 or 11% for business while total visitor person spending has declined by 6%.

Q4 Vacation Air Visitor Spending

- Spending on accommodation has declined by \$218 or 27% per person on average.
- Spending on Restaurants and Meals per person has increased by \$25 compared to the same period in 2014.
- Spending on Groceries, Gifts and Souvenirs, and Recreation have all increased compared to the Q4 2014 by \$12, \$25 and \$17 respectively

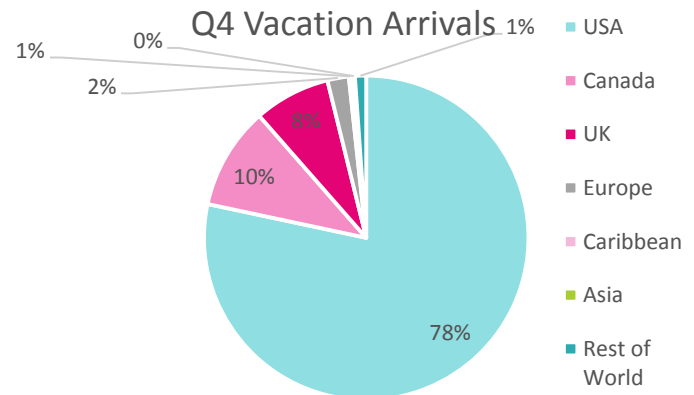


Q4 Vacation Air Arrivals – by Country of Origin

Q4 Arrivals	2014	2015	YOY % Change	YOY # Change	FULL YEAR 2014	FULL YEAR 2015	YOY % Change	YOY # Change
USA	16,813	17,067	1.5%	254	109,047	109,538	0.5%	491
Canada	3,747	2,969	-20.8%	-778	17,218	14,258	-17.2%	-2,960
UK	1,996	2,012	0.8%	16	9,759	10,640	9.4%	881
Europe	547	584	-6.8%	37	2,961	2,983	-0.7%	22
Rest of World	667	493	-26.0%	-174	2,524	2,401	-4.9%	-123
Total Vacation Air Visitors	23,770	23,125	-2.7%	-645	141,509	139,820	-1.2%	-1,689

*Caribbean and Asia have been tracked in 2015 but full data is not available from 2014.

- Q4 Vacation Air Arrivals from the US saw an increase of 254 persons or 1.5% increase.
- Visitor Air Arrivals from Canada decreased 20.8% vs. Q4 2014. Canada has suffered from a weak currency to Bermuda. According to the Bank of Canada, the value of the Canadian dollar has declined to its lowest level since 2004.



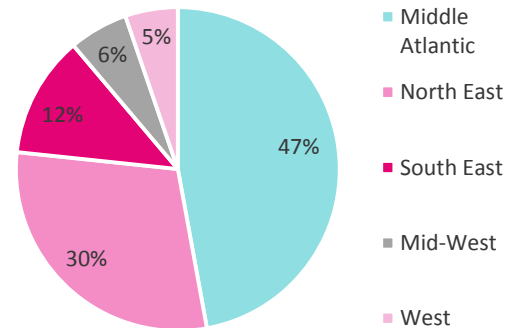
Q4 US Vacation Air Arrivals – by Region

Q4 Arrivals	2014	2015	Q4 % Change	Q4 # Change	FULL YEAR 2014	FULL YEAR 2015	YOY % Change	YOY # Change
Middle Atlantic	7,805	8,021	2.8%	216	54,907	55,709	1.5%	802
North East	4,634	5,030	8.5%	396	28,025	28,771	2.7%	746
South East	2,233	2,071	-7.3%	-162	13,817	13,135	-4.9%	-682
Mid-West	1,012	1,005	-0.7%	-7	6,353	6,188	-2.6%	-165
West	1,092	895	-18.0%	-197	5,698	5,498	-3.5%	-200

The sum of these categories will not equal to the total of US arrivals as they exclude arrivals from US territories not included in the regional groupings. (i.e. Guam, Puerto Rico, US Virgin Islands, etc.)

- In Q4 both the Middle Atlantic and North East regions of the US saw increases of vacation visitor arrivals of 3% and 9% respectively.
- The remaining 3 regions experienced declines; the South East states saw -7.3% (or 162) fewer visitors, Mid West -0.7% (or 7) and West -18.0% (or 197) compared to Q4 2014

Q4 US Vacation Air Arrivals



Middle Atlantic – Delaware, DC, Maryland, New Jersey, New York, Pennsylvania, Virginia, West Virginia

North East – Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont

South East – Alabama, Arkansas, Florida, Georgia, Louisiana, Mississippi, North Carolina, Oklahoma, South Carolina, Tennessee, Texas

Mid-west – Illinois, Indiana, Iowa, Kansas, Kentucky, Michigan, Minnesota, Missouri, Nebraska, Ohio, Wisconsin

West – Alaska, Arizona, California, Colorado, Hawaii, Idaho, Montana, Nevada, New Mexico, North Dakota, Oregon, South Dakota, Utah, Washington, Wyoming

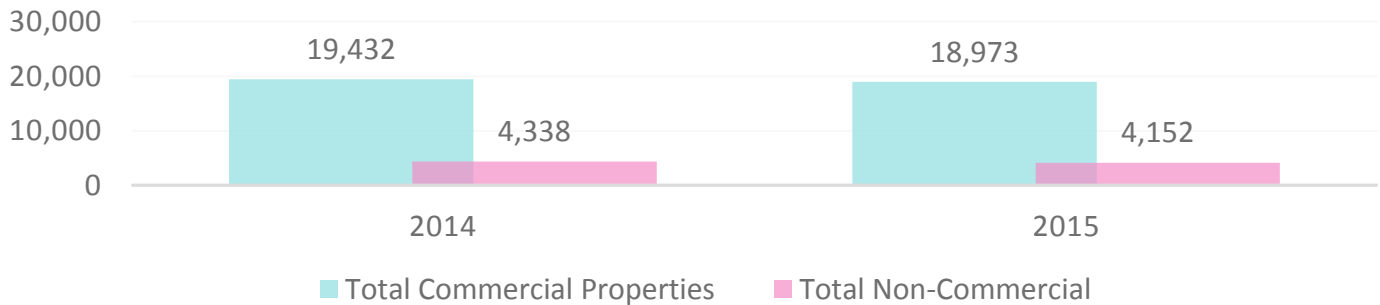
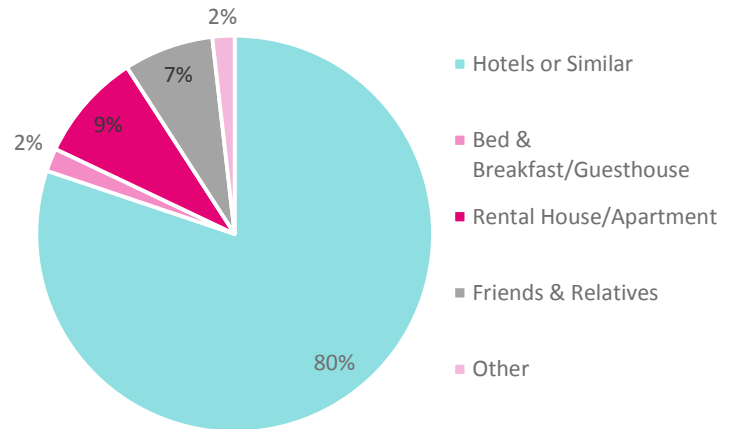
Q4 Vacation Air Arrivals by Accommodation Type

Q4 Arrivals	Q4 2014	Q4 2015	Q4 YOY % Change	Q4 YOY # Change	FULL YEAR 2014	FULL YEAR 2015	YOY % Change	YOY # Change
Hotels or Similar	18,982	18,538	-2.3%	-444	109,544	110,872	1.2%	1,328
Bed & Breakfast/Guesthouse	450	435	-3.3%	-15	3,828	2,816	-35.9%	-1,012
Total Commercial Properties	19,432	18,973	-2.4%	-459	113,372	113,688	0.3%	316
Rental House/Apartment	-	2,040	-	-	-	12,199	-	-
Friends & Relatives	-	1,694	-	-	-	8,102	-	-
Other	116	297	-	-	839	1,649	-	-
Private Homes	4,222	121	-	-	27,298	4,182	-	-
Total Non Commercial Properties	4,338	4,152	-4.3%	-186	28,137	26,132	-7.7%	-2,005

The BTA has implemented a new reporting system that is more specific about private homes. Going forward they will be classified as Rental house/apartment, Friends & Relatives, to further identify what type of private home visitors are staying in.

Q4 Vacation Air Arrivals – Accommodation Type

The pie chart shows the distribution of air vacation visitors accommodation type for Q4. In Q4 80% of guests stayed in a hotel or similar type of accommodation. Vacation rentals were a distant second with 9% of visitors opting for this accommodation type.

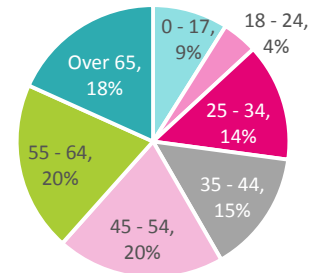


Q4 Vacation Air Arrivals – Age & Gender

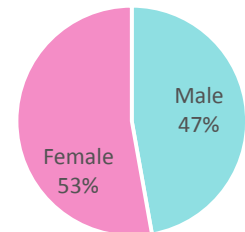
- In Q4 of 2015 and Full Year, increases occurred only with visitors age 55+
- All other age categories decreased

Q4 Arrivals	2014	2015	YOY % Change	YOY # Change	FULL YEAR 2014	FULL YEAR 2015	YOY % Change	YOY # Change
0 - 17	2,266	2,068	-8.7%	-198	17,248	16,527	-4.2%	-721
18 - 24	1,147	972	-15.3%	-175	8,954	8,479	-5.3%	-475
25 - 34	3,320	3,233	-2.6%	-87	20,960	20,234	-3.5%	-726
35 - 44	3,757	3,363	-10.5%	-394	22,176	20,976	-5.4%	-1,200
45 - 54	4,916	4,605	-6.3%	-311	29,421	28,301	-3.8%	-1,120
55 - 64	4,648	4,661	0.3%	13	25,017	25,841	3.3%	824
Over 65	3,716	4,223	13.6%	507	17,733	19,462	9.8%	1,729
Total	23,769	23,125	-2.7%	-644	141,509	139,820	-1.2%	-1,689

Q4 Vacationers



Q4 Vacationers

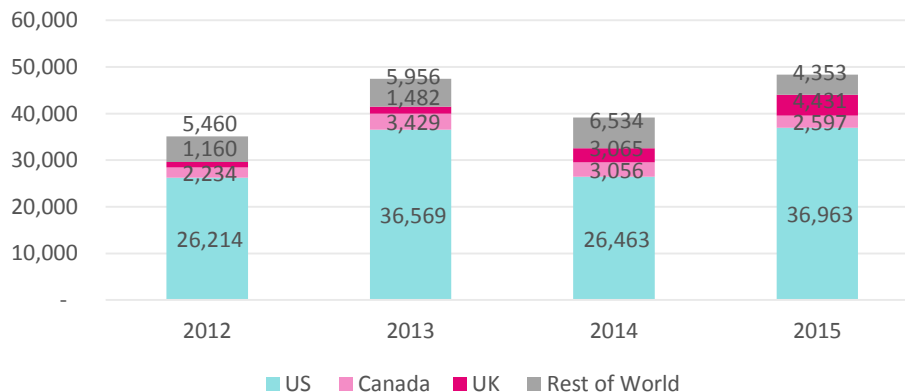


Q4 Arrivals	2014	2015	YOY % Change	YOY # Change	FULL YEAR 2014	FULL YEAR 2015	YOY % Change	YOY # Change
Male	11,323	10,912	-3.6%	-411	64,879	63,943	-1.4%	-936
Female	12,447	12,213	-1.7%	-233	76,630	75,877	-1.0%	-753
Total	23,770	23,125	-2.7%	-645	141,509	139,820	-1.2%	-1,689

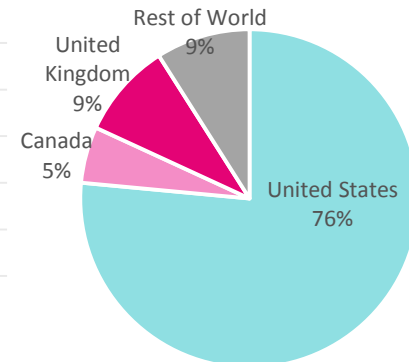
Q4 Cruise Arrivals

Q4 Arrivals	2014	2015	YOY % Change	YOY # Change	FULL YEAR 2014	FULL YEAR 2015	YOY % Change	YOY # Change
US	26,463	36,963	40%	10,500	304,295	322,115	6%	17,820
Canada	3,056	2,597	-15%	-459	20,847	18,512	-11%	-2,335
UK	3,065	4,431	45%	1,366	9,195	9,833	7%	638
Rest of World	6,534	4,353	-33%	-2,181	21,543	20,296	-6%	-1,247
Total Arrivals	39,118	48,344	24%	9,226	355,880	370,756	4%	14,876

Q4 Cruise Arrivals by Country of Origin



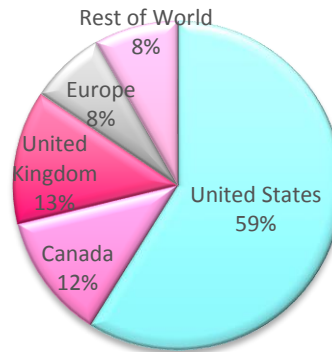
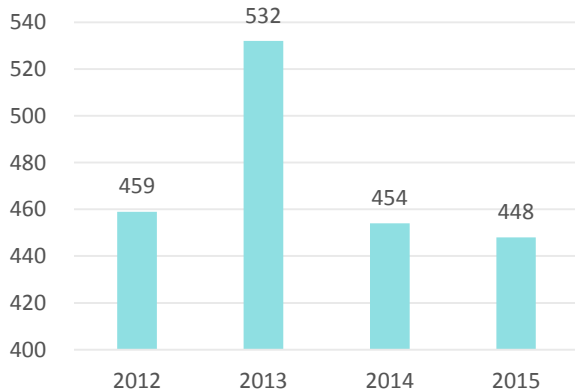
Q4 2015 Cruise Arrivals



Q4 Yacht Arrivals

Q4 Arrivals	2014	2015	YOY % Change	YOY # Change	FULL YEAR 2014	FULL YEAR 2015	YOY % Change	YOY # Change
Total Arrivals	454	448	-1%	-6	4,280	3,104	-27%	-1,176
US	277	264	-5%	-13	2,213	1,113	-50%	-1,100
Canada	46	55	20%	9	251	187	-25%	-64
UK	42	59	40%	17	346	397	15%	51
Rest of World	89	70	-21%	-19	1,470	1,407	-4%	-63

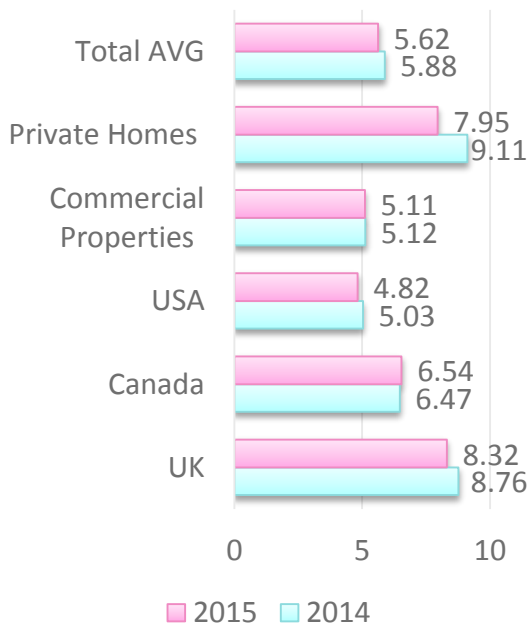
Q4 Total Yacht Arrivals



Total yacht arrivals for the quarter have declined in the amount of 6 persons (1%). Q4 arrivals have declined consistently since 2010, where total arrivals would surpass 700 arrivals annually.

Q4 Vacation Air Arrivals – Average Length of Stay

Q4 Vacationer Average Length of Stay



Q4 Arrivals	Q4 % YOY Change	Q4 # YOY Change	FULL YEAR % YOY Change	FULL YEAR # YOY Change
Total Vacation Air Visitors	-4.4%	-0.26	-1.7%	-0.1
Country of Origin				
US	-4.2%	-0.21	-2.0%	-0.1
Canada	1.1%	0.07	1.2%	0.08
UK	-5.0%	-0.44	-3.4%	-0.31
Intended Address				
Commercial Property	-0.2%	-0.01	0.2%	0.01
Private Home	-12.7%	-1.16	-14.4%	-1.40
Total AVG	-4.4%	-0.26	-1.7%	-0.1

- For air vacation visitors, the average length of stay during the 4th quarter decreased 2% YOY, from 5.88 days to 5.62 days.
- Private homes registered a 12% decrease in length of stay during Q4 vs. Q4 2014 while commercial properties saw a slight decrease.

Air Service

Capacity (Available Seats)	2012	2013	2014	2015	% CHG YOY	# CHG YOY
January	36,460	35,636	36,980	29,944	-19.0%	-7,036
February	35,140	32,132	32,206	26,234	-18.5%	-5,972
March	41,802	38,376	41,640	30,746	-26.2%	-10,894
Q1	113,402	106,144	110,826	86,924	-21.6%	-23,902
April	47,253	44,548	44,036	39,845	-9.5%	-4,191
May	52,627	52,018	52,058	48,548	-6.7%	-3,510
June	61,368	61,667	56,752	54,777	-3.5%	-1,975
Q2	161,248	158,233	152,846	143,170	-6.3%	-9,676
July	62,051	63,993	60,902	56,789	-6.8%	-4,113
August	59,381	61,161	58,768	55,601	-5.4%	-3,167
September	46,059	44,888	48,508	44,688	-7.9%	-3,820
Q3	167,491	170,042	168,178	157,078	-6.6%	-11,100
October	45,635	47,324	43,988	41,357	-6.0%	-2,631
November	38,392	43,010	41,726	36,618	-12.2%	-5,108
December	39,064	41,334	36,676	37,902	3.3%	1,226
Q4	123,091	131,668	122,390	115,877	-5.3%	-6,513
Year to Date	565,232	566,087	554,240	503,049	-9.2%	-51,191

Sold Seats (All Arrivals including residents)	2012	2013	2014	2015	% CHG YOY	# CHG YOY
January	19,723	19,482	19,601	19,115	-2.5%	-486
February	19,763	18,616	18,557	17,822	-4.0%	-735
March	26,106	25,731	25,178	23,899	-5.1%	-1,279
Q1	65,592	63,829	63,336	60,836	-3.9%	-2,500
April	33,737	30,337	32,659	31,688	-3.0%	-971
May	37,321	38,778	37,285	37,220	-0.2%	-65
June	42,288	43,846	40,377	40,477	0.2%	100
Q2	113,346	112,961	110,321	109,385	-0.8%	-936
July	46,488	47,242	45,185	44,588	-1.3%	-597
August	48,407	48,094	45,806	45,160	-1.4%	-646
September	31,055	30,972	31,104	32,120	3.3%	1,016
Q3	125,950	126,308	122,095	121,868	-0.2%	-227
October	31,692	30,079	27,060	29,122	7.6%	2,062
November	26,596	27,749	27,184	25,936	-4.6%	-1,248
December	25,306	26,764	25,332	24,768	-2.2%	-564
Q4	83,594	84,592	79,576	79,826	0.3%	250
Year to Date	388,482	387,690	375,328	371,915	-0.9%	-3,413

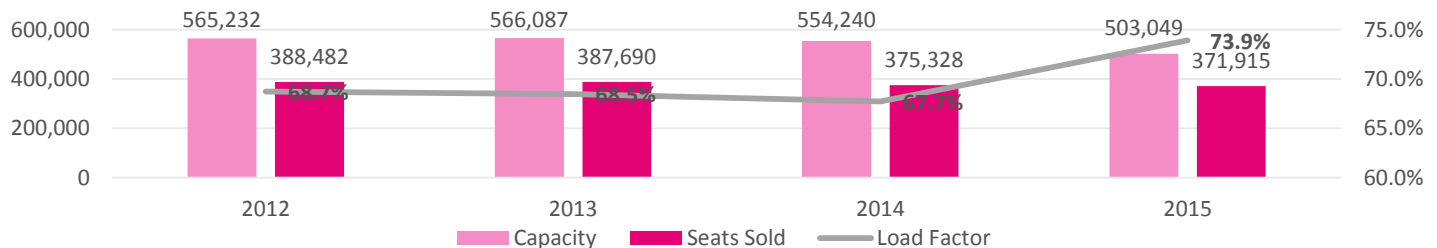
Air capacity (available seats) during Q4 2015 was 5.3% lower than Q4 2014.

At year end capacity is down 9.2% vs. 2014, or 51,191 fewer seats flying into Bermuda.

Air Service – Load Factor

Load Factor	2012	2013	2014	2015	% CHG YOY	# CHG YOY
January	54.1%	54.7%	53.0%	63.8%	20.4%	10.8%
February	56.2%	57.9%	57.6%	67.9%	17.9%	10.3%
March	62.5%	67.0%	60.5%	77.7%	28.6%	17.3%
April	71.4%	68.1%	74.2%	79.5%	7.2%	5.4%
May	70.9%	74.5%	71.6%	76.7%	7.0%	5.0%
June	68.9%	71.1%	71.1%	73.9%	3.9%	2.7%
July	74.9%	73.8%	74.2%	78.5%	5.8%	4.3%
August	81.5%	78.6%	77.9%	81.2%	4.2%	3.3%
September	67.4%	69.0%	64.1%	71.9%	12.1%	7.8%
October	69.4%	63.6%	61.5%	70.4%	14.5%	8.9%
November	69.3%	64.5%	65.1%	70.8%	8.7%	5.7%
December	64.8%	64.8%	69.1%	65.3%	-5.4%	-3.7%
Year to Date	68.7%	68.5%	67.7%	73.9%	9.2%	6.2%

Air Load Factor (% of seats filled) includes residents and all types of visitor travel.



Q4 Total Air Visitor Arrivals by Type

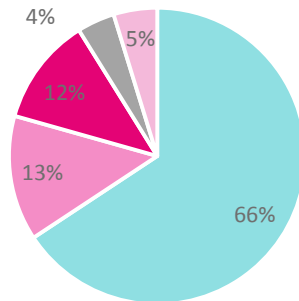
Q4 Arrivals	2014	2015	YOY % Change	YOY # Change	FULL YEAR 2014	FULL YEAR 2015	YOY % Change	YOY # Change
Vacation	23,770	23,125	-2.7%	-645	141,509	139,820	-1.2%	-1,689
<i>Vacation</i>	23,770	21,465	-9.7%	-2,305	141,509	134,781	-4.8%	-6,728
<i>Destination Wedding*</i>	N/A	834			N/A	3,965	N/A	N/A
<i>America's Cup Vacation*</i>	N/A	826			N/A	1,074	N/A	N/A
Business	10,486	10,831	3.3%	345	46,586	44,418	-4.7%	-2,168
<i>Business</i>	1,980	8,414	324.9%	6434	12,394	28,101	126.7%	15,707
<i>International Business</i>	7,303	N/A	N/A	N/A	29,006	7,000	-75.9%	-22,006
<i>America's Cup Business*</i>	N/A	484	N/A	N/A	N/A	757	N/A	N/A
<i>Incentive Groups*</i>	N/A	45	N/A	N/A	N/A	324	N/A	N/A
<i>Conference/Meeting*</i>	1,203	1,888	56.9%	685	N/A	8,236	N/A	N/A
<i>Convention*</i>	N/A	N/A	N/A	N/A	5,186	N/A	N/A	N/A
Visiting Friends & Relatives	7,217	7,176	-0.6%	-41	34,045	31,721	-6.8%	-2,324
<i>Vacation*</i>	N/A	5,841	N/A	N/A	N/A	28,192	N/A	N/A
<i>America's Cup*</i>	N/A	30	N/A	N/A	N/A	30	N/A	N/A
<i>Personal *</i>	N/A	1,305	N/A	N/A	N/A	3,499	N/A	N/A
Other	418	1,255	200.2%	837	2,240	3,855	72.1%	1,615
<i>Study</i>	N/A	44	N/A	N/A	N/A	653	N/A	N/A
<i>Sporting Events</i>	N/A	267	N/A	N/A	N/A	267	N/A	N/A
<i>Other</i>	418	944	125.8%	526	2,240	2,935	31.0%	695
Total Air Visitors	41,891	42,387	1.2%	496	224,380	219,814	-2.0%	-4,566

*The BTA has recently changed the Visitor Arrival forms to include a broader selection of options, allowing a more granular view of visitor data. The cards took effect in late April and therefore the data for 2014 does not contain the same level of detail. The table above shows the new categories that will be included in BTA reporting going forward.

Q4 Total Air Arrivals – Country of Origin

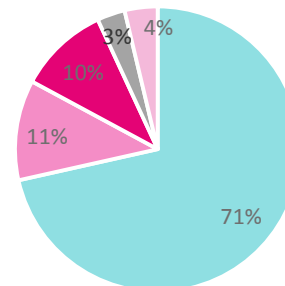
Q4 Arrivals	2014	2015	YOY % Change	YOY # Change	FULL YEAR 2014	FULL YEAR 2015	YOY % Change	YOY # Change
USA	27,340	27,856	1.9%	516	159,382	157,158	-1.4%	-2,224
Canada	6,621	5,786	-12.6%	-835	29,162	24,986	-14.3%	-4,176
UK	4,832	4,990	3.2%	156	22,179	22,509	1.5%	330
Europe	1,390	1,739	25.1%	349	6,172	6,946	12.5%	774
Rest of World	1,708	2,016	18.1%	310	7,485	8,215	9.8%	730
Total Air Visitors	41,891	42,387	1.2%	496	224,380	219,814	-2.0%	-4,566

Q4 All Air Visitors



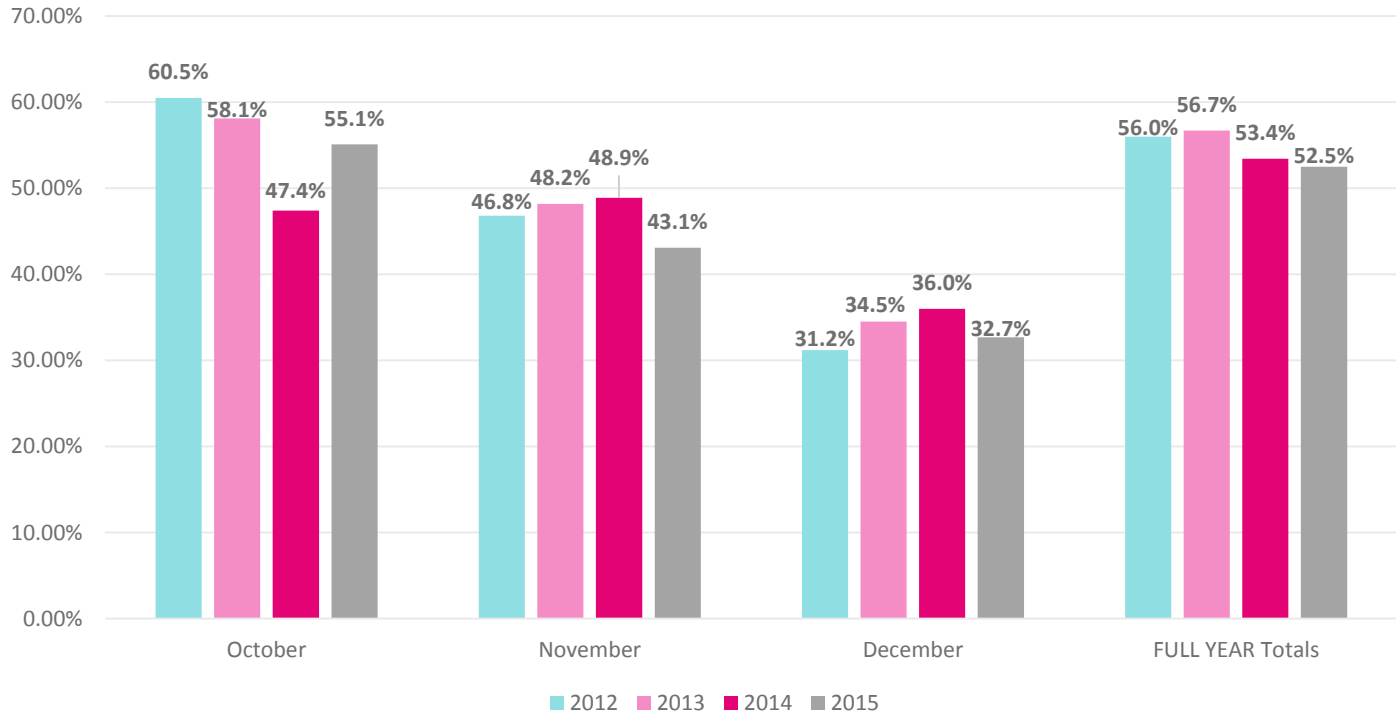
■ USA ■ Canada ■ UK ■ Europe ■ Rest of World

YTD All Air Visitors



■ USA ■ Canada ■ UK ■ Europe ■ Rest of World

Q4 Bermuda Hotel Occupancy

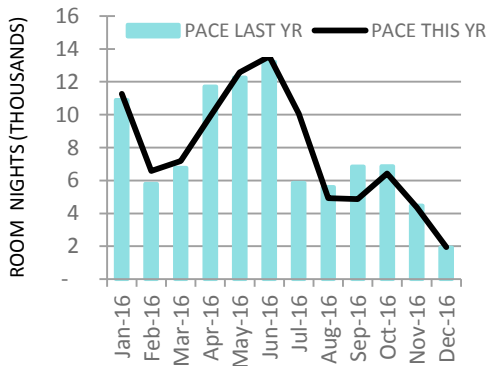


Source: Occupancy, ADR & RevPAR from STR Report. Includes 10 Bermuda hotels which is 76% of inventory

Hotel Room Nights on the Books for Next 12 Months

- Individual room nights – up 4.2%
- Group room nights – up 1.4%
- Total room nights – up 1.5%

TOTAL ISLAND OUTLOOK - 12 MONTH



VARIANCE VS. LAST YEAR	INDIVIDUAL	GROUP	TOTAL	% CHG
January	(210)	392	369	3.4%
February	(41)	846	786	13.6%
March	714	(341)	405	6.0%
April	(274)	(1,429)	(1,817)	-15.5%
May	453	(3)	310	2.5%
June	1,066	(831)	320	2.4%
July	89	4,131	4,196	71.5%
August	92	(600)	(690)	-12.3%
September	27	(1,929)	(1,981)	-28.9%
October	(416)	(10)	(438)	-6.4%
November	(74)	132	(110)	-2.5%
December	(115)	282	13	0.7%
TOTAL	1,311	640	1,363	1.5%
VARIANCE	4.2%	1.4%	1.5%	1.5%

- Hotel pace is a snapshot in time that shows how many room nights are on the books for the next 12 months and is the best indicator for future visitor air arrivals.
- Bermuda’s booking forecast is up 1.5% over the next 12 months with both group and individual bookings increasing.