

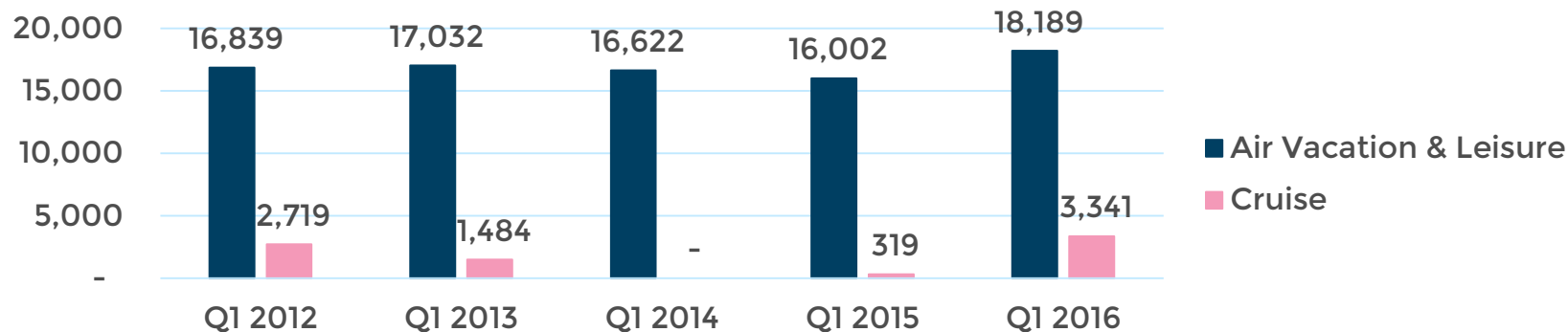
# Tourism Measures

1<sup>ST</sup> QUARTER 2016

BERMUDAΔ

# Total Vacation & Leisure Visitor Arrivals

|                                 | Q1 2014       | Q1 2015       | Jan 2016     | Feb 2016     | March 2016    | Q1 2016       | Q1 # CHG YOY | Q1 % CHG YOY |
|---------------------------------|---------------|---------------|--------------|--------------|---------------|---------------|--------------|--------------|
| AIR VACATION & LEISURE VISITORS | 16,622        | 16,002        | 3,146        | 4,581        | 10,462        | 18,189        | 2,187        | 13.7%        |
| CRUISE VISITORS                 | -             | 319           | -            | 1,761        | 1,580         | 3,341         | 3,022        | 947%         |
| <b>TOTAL LEISURE VISITORS</b>   | <b>16,622</b> | <b>16,321</b> | <b>3,146</b> | <b>6,342</b> | <b>12,042</b> | <b>21,530</b> | <b>5,209</b> | <b>31.9%</b> |

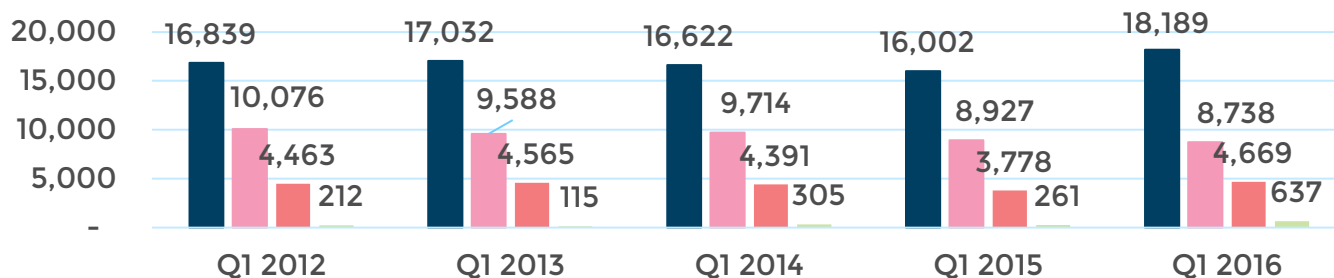
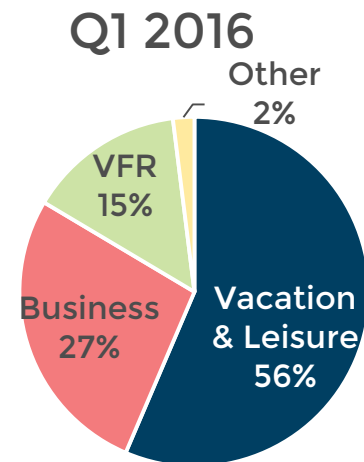


*Air Vacation & Leisure Purpose of Visit = Vacation, Destination Wedding, Sporting Event or America's Cup Spectator/Vacation. Source: Immigration Landing Cards and H.M. Customs<sup>2</sup>*

**BERMUDA**

# Total Air Visitors – Purpose of Visit

|                              | Q1 2014       | Q1 2015       | Jan 2016     | Feb 2016     | March 2016    | Q1 2016       | Q1 # CHG YOY | Q1 % CHG YOY |
|------------------------------|---------------|---------------|--------------|--------------|---------------|---------------|--------------|--------------|
| Vacation & Leisure           | 16,622        | 16,002        | 3,146        | 4,581        | 10,462        | 18,189        | 2,187        | 13.7%        |
| Business                     | 9,714         | 8,927         | 2,315        | 3,133        | 3,290         | 8,738         | -189         | -2.1%        |
| Visiting Friends & Relatives | 4,391         | 3,778         | 1,068        | 1,359        | 2,242         | 4,669         | 891          | 23.6%        |
| Other                        | 305           | 261           | 184          | 136          | 317           | 637           | 376          | 144.1%       |
| <b>TOTAL Air Visitors</b>    | <b>31,032</b> | <b>28,968</b> | <b>6,713</b> | <b>9,209</b> | <b>16,311</b> | <b>32,233</b> | <b>3,265</b> | <b>11.3%</b> |



Air Vacation & Leisure Purpose of Visit = Vacation, Destination Wedding, Sporting Event or America's Cup Spectator/Vacation. Source: Immigration Landing Cards and H.M. Customs<sup>3</sup>

# Total Air Visitors – Purpose of Visit Detail

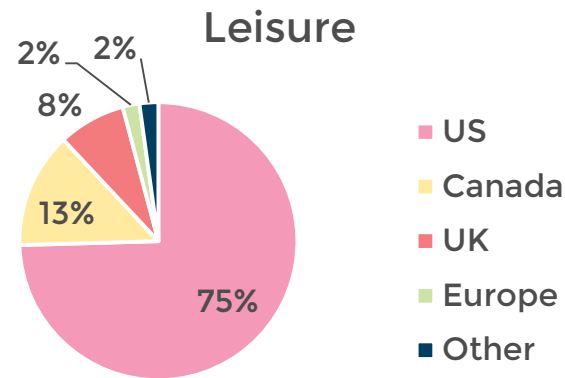
| Air Visitor Purpose of Visit            | Q1<br>2014    | Q1<br>2015    | Q1<br>2016    | # CHG<br>YOY | % CHG<br>YOY  |
|-----------------------------------------|---------------|---------------|---------------|--------------|---------------|
| <b>Vacation &amp; Leisure</b>           | <b>16,622</b> | <b>16,002</b> | <b>18,189</b> | <b>2,187</b> | <b>13.7%</b>  |
| Vacation                                |               |               | 17,314        |              |               |
| Destination Wedding*                    |               |               | 45            |              |               |
| AC Vacation*                            |               |               | 19            |              |               |
| Sporting Events**                       |               |               | 811           |              |               |
| <b>Business</b>                         | <b>9,714</b>  | <b>8,927</b>  | <b>8,738</b>  | <b>-189</b>  | <b>-2.1%</b>  |
| Business                                |               |               | 6,851         |              |               |
| AC Team/Business*                       |               |               | 199           |              |               |
| Incentive Groups*                       |               |               | 9             |              |               |
| Conference/Meeting                      |               |               | 1,679         |              |               |
| <b>Visiting Friends &amp; Relatives</b> | <b>4,391</b>  | <b>3,778</b>  | <b>4,669</b>  | <b>891</b>   | <b>23.6%</b>  |
| Vacation*                               |               |               | 3,532         |              |               |
| Personal *                              |               |               | 1,085         |              |               |
| AC**                                    |               |               | 52            |              |               |
| <b>Other</b>                            | <b>305</b>    | <b>261</b>    | <b>637</b>    | <b>376</b>   | <b>144.1%</b> |
| Study                                   |               |               | 96            |              |               |
| Other                                   |               |               | 541           |              |               |
| <b>Total Air Visitors</b>               | <b>31,032</b> | <b>28,968</b> | <b>32,233</b> | <b>3,265</b> | <b>11.3%</b>  |

Source: Immigration landing cards.  
 \*\* Category added in October 2015

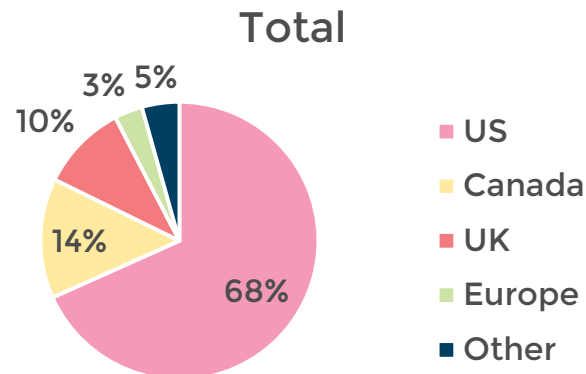
\*Category added in April 2015  
 AC = America's Cup

# Air Visitor Arrivals by Country

| Leisure Air Arrivals | Q1 2014 | Q1 2015 | Q1 2016 | # CHG YOY | % CHG YOY |
|----------------------|---------|---------|---------|-----------|-----------|
| US                   | 10,956  | 10,570  | 13,575  | 3,005     | 28.4%     |
| Canada               | 3,936   | 3,336   | 2,453   | -883      | -26.5%    |
| UK                   | 1,207   | 1,430   | 1,426   | -4        | -0.3%     |
| Europe               | 184     | 289     | 356     | 67        | 23.2%     |
| Caribbean*           | -       | -       | 86      | -         | -         |
| Asia*                | -       | -       | 94      | -         | -         |
| Other                | 339     | 377     | 199     | -         | -         |



| Total Air Arrivals | Q1 2014 | Q1 2015 | Q1 2016 | # CHG YOY | % CHG YOY |
|--------------------|---------|---------|---------|-----------|-----------|
| US                 | 19,726  | 18,284  | 22,017  | 3,733     | 20.4%     |
| Canada             | 6,277   | 5,317   | 4,498   | -819      | -15.4%    |
| UK                 | 3,139   | 3,267   | 3,258   | -9        | -0.3%     |
| Europe             | 611     | 811     | 1,055   | 244       | 30.9%     |
| Caribbean*         | -       | -       | 456     | -         | -         |
| Asia*              | -       | -       | 233     | -         | -         |
| Other              | 1,279   | 1,289   | 716     | -         | -         |

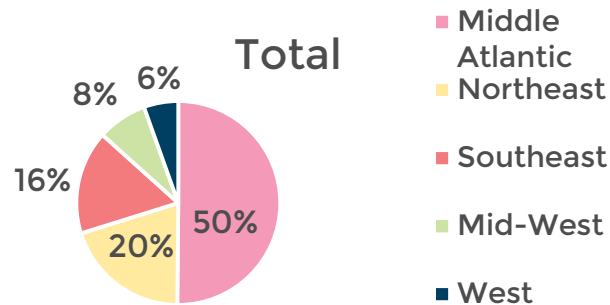
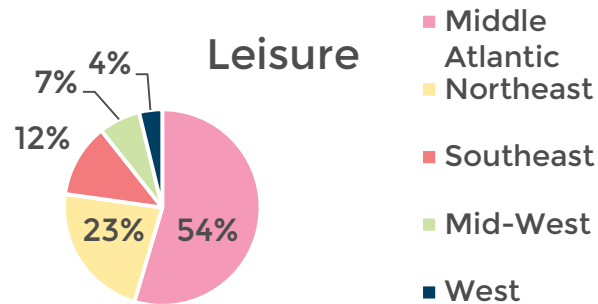


Source: Immigration landing cards. \*Caribbean and Asia have been tracked in 2015 but full data is not available from 2014.

# US Air Visitor Arrivals by Region

| Leisure Air Arrivals | Q1 2014 | Q1 2015 | Q1 2016 | # CHG YOY | % CHG YOY |
|----------------------|---------|---------|---------|-----------|-----------|
| Middle Atlantic      | 5,087   | 4,828   | 7,269   | 2,441     | 50.6%     |
| Northeast            | 2,878   | 2,868   | 3,011   | 143       | 5.0%      |
| Southeast            | 1,539   | 1,468   | 1,615   | 147       | 10.0%     |
| Mid-West             | 899     | 830     | 911     | 81        | 9.8%      |
| West                 | 523     | 559     | 508     | -51       | -9.1%     |

| Total Air Arrivals | Q1 2014 | Q1 2015 | Q1 2016 | # CHG YOY | % CHG YOY |
|--------------------|---------|---------|---------|-----------|-----------|
| Middle Atlantic    | 8,829   | 7,979   | 10,877  | 2,898     | 36.3%     |
| Northeast          | 4,366   | 4,205   | 4,342   | 137       | 3.3%      |
| Southeast          | 3,482   | 3,249   | 3,569   | 320       | 9.9%      |
| Mid-West           | 1,758   | 1,592   | 1,711   | 119       | 7.5%      |
| West               | 1,212   | 1,172   | 1,186   | 14        | 1.2%      |



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

Northeast = Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, Vermont

Southeast = 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, N Dakota, Oregon, S Dakota, Utah, Washington, Wyoming

Source: Immigration landing cards. Does not include unknown, US Territories or Military addresses.

# Q1 2016 US Air Visitor Arrivals by City of Residence

| Leisure Air Arrivals City      | # of Arrivals | % Share of Total |
|--------------------------------|---------------|------------------|
| New York City                  | 5,527         | 40.7%            |
| Boston                         | 1,791         | 13.2%            |
| Washington DC                  | 651           | 4.8%             |
| Philadelphia                   | 568           | 4.2%             |
| Hartford, CT                   | 282           | 2.1%             |
| Chicago                        | 197           | 1.5%             |
| Atlanta                        | 190           | 1.4%             |
| Baltimore                      | 183           | 1.3%             |
| Portland/Auburn, ME            | 170           | 1.3%             |
| Providence, RI                 | 158           | 1.2%             |
| All others (Less than 1% Each) | 3,508         | 25.8%            |

| Total Air Arrivals City        | # of Arrivals | % Share of Total |
|--------------------------------|---------------|------------------|
| New York City                  | 8,351         | 37.9%            |
| Boston                         | 2,382         | 10.8%            |
| Washington DC                  | 938           | 4.3%             |
| Philadelphia                   | 892           | 4.1%             |
| Atlanta                        | 507           | 2.3%             |
| Hartford, CT                   | 456           | 2.1%             |
| Chicago                        | 407           | 1.8%             |
| Miami                          | 383           | 1.7%             |
| Baltimore                      | 273           | 1.2%             |
| San Francisco/Oakland          | 273           | 1.2%             |
| Los Angeles                    | 252           | 1.1%             |
| Tampa, FL                      | 229           | 1.0%             |
| Providence, RI                 | 222           | 1.0%             |
| Charlotte, NC                  | 214           | 1.0%             |
| Portland/Auburn, ME            | 214           | 1.0%             |
| All others (Less than 1% Each) | 6,024         | 27.4%            |

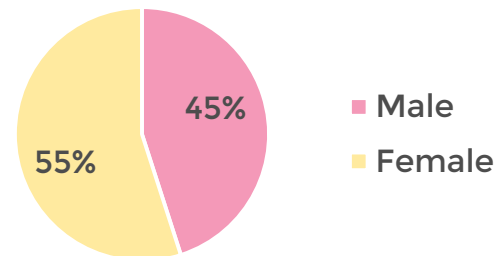
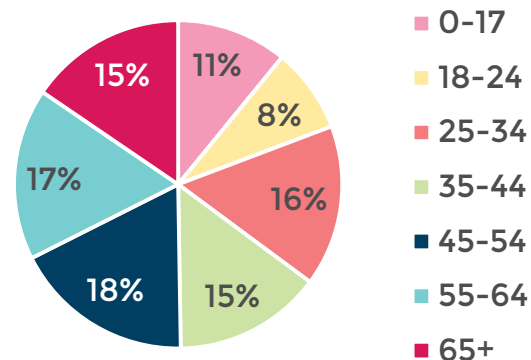
Source: Immigration landing cards. \*Zip codes are grouped into DMAs. This is a new report and year over year analysis is not yet available.

# Vacation & Leisure Visitor Air Arrivals

## AGE & GENDER

| Age          | Q1 2014       | Q1 2015       | Q1 2016       | # CHG<br>YOY | % CHG<br>YOY |
|--------------|---------------|---------------|---------------|--------------|--------------|
| 0 - 17       | 1,579         | 1,624         | 1,984         | 360          | 22.2%        |
| 18 - 24      | 1,115         | 1,095         | 1,517         | 422          | 38.5%        |
| 25 - 34      | 2,215         | 2,368         | 2,890         | 522          | 22.0%        |
| 35 - 44      | 2,439         | 2,138         | 2,657         | 519          | 24.3%        |
| 45 - 54      | 3,168         | 3,006         | 3,244         | 238          | 7.9%         |
| 55 - 64      | 3,218         | 3,104         | 3,081         | -23          | -0.7%        |
| Over 65      | 2,888         | 2,667         | 2,816         | 149          | 5.6%         |
| <b>Total</b> | <b>16,622</b> | <b>16,002</b> | <b>18,189</b> | <b>2,187</b> | <b>13.7%</b> |

| Gender       | Q1 2014       | Q1 2015       | Q1 2016       | # CHG<br>YOY | % CHG<br>YOY |
|--------------|---------------|---------------|---------------|--------------|--------------|
| Male         | 7,546         | 7,241         | 8,193         | 952          | 13.2%        |
| Female       | 9,076         | 8,761         | 9,996         | 1,235        | 14.1%        |
| <b>Total</b> | <b>16,622</b> | <b>16,002</b> | <b>18,189</b> | <b>2,187</b> | <b>13.7%</b> |





# Visitor Air Arrivals

## AVERAGE LENGTH OF STAY

|                              | Q1 2014     | Q1 2015     | Q1 2016     | # CHG YOY    | % CHG YOY    |
|------------------------------|-------------|-------------|-------------|--------------|--------------|
| Leisure Visitors             | 6.03        | 6.46        | 5.57        | -0.89        | -13.8%       |
| Business Visitors            | 6.06        | 5.51        | 4.67        | -0.84        | -15.2%       |
| Visiting Friends & Relatives | 9.22        | 6.86        | 6.99        | -0.13        | 1.9%         |
| Country of Origin            |             |             |             |              |              |
| US                           | 5.12        | 5.00        | 4.76        | -0.24        | -4.8%        |
| Canada                       | 7.90        | 8.30        | 8.15        | -0.15        | -1.8%        |
| UK                           | 9.21        | 8.90        | 8.45        | -0.45        | -5.1%        |
| Intended Address             |             |             |             |              |              |
| Hotel or Similar             | 4.84        | 4.84        | 4.68        | -0.16        | -3.3%        |
| Private Home                 | 11.68       | 11.79       | 11.82       | 0.03         | 0.3%         |
| <b>Total AVG</b>             | <b>6.55</b> | <b>6.72</b> | <b>6.33</b> | <b>-0.39</b> | <b>-5.8%</b> |

A photograph of a tropical landscape. In the foreground, a pink wall is partially visible on the left, with large green tropical leaves in front of it. In the background, there are palm trees and a body of water under a blue sky with some clouds.

# Air Statistics

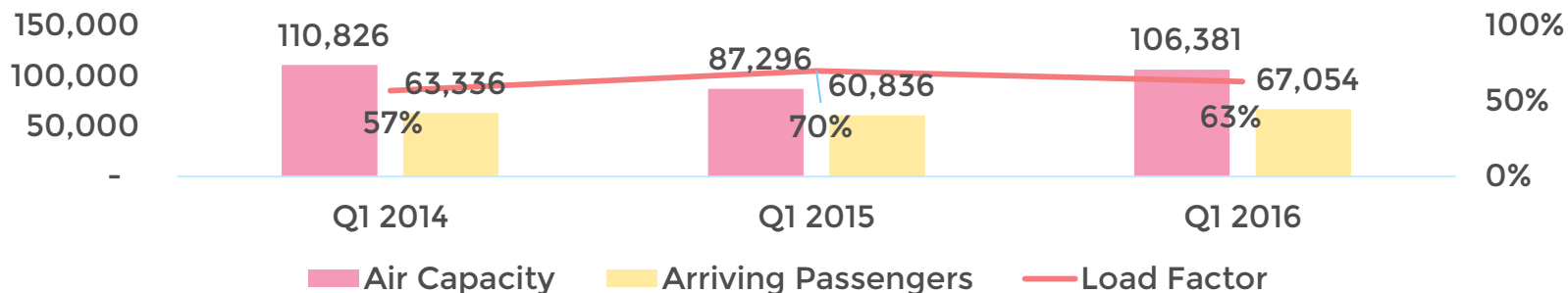
1<sup>st</sup> Quarter 2016

During the first quarter of 2016, air capacity (or seats available) increased significantly over 2015. The United Newark flight resumed service this year and an additional flight from JFK was added by American Airlines.

# Air Statistics

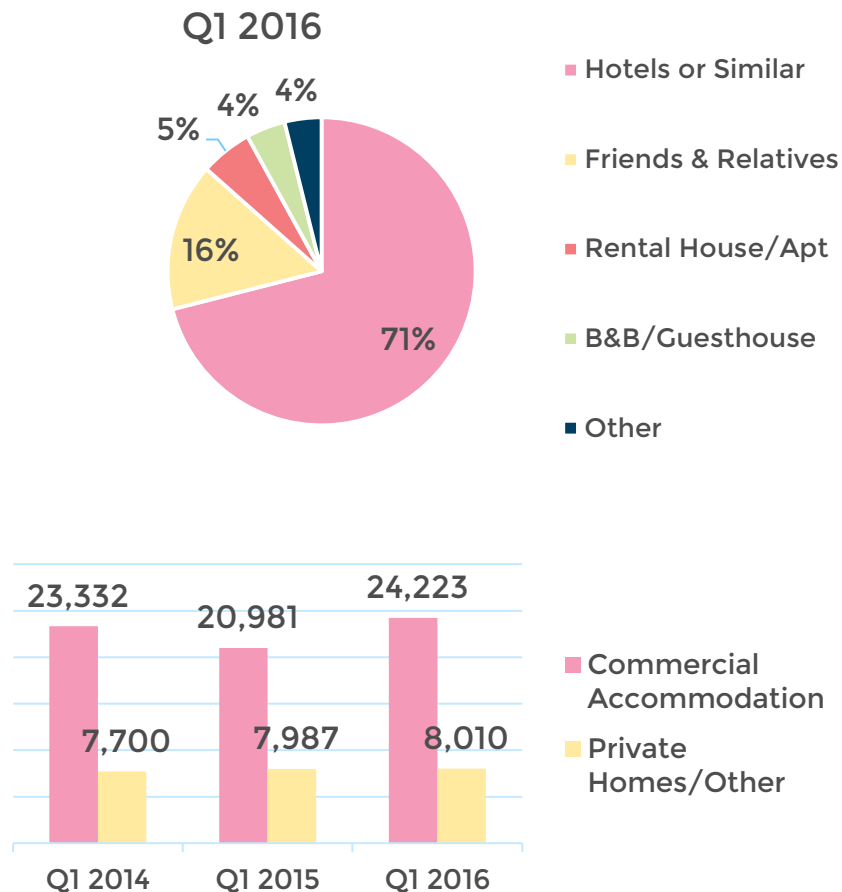
|                                  | Q1 2014 | Q1 2015 | Jan 2016 | Feb 2016 | March 2016 | Q1 2016 | Q1 # CHG YOY | Q1 % CHG YOY |
|----------------------------------|---------|---------|----------|----------|------------|---------|--------------|--------------|
| Air Capacity (Total Seats)       | 110,826 | 87,296  | 32,813   | 33,863   | 39,705     | 106,381 | 19,085       | 21.9%        |
| Arriving Passengers (Seats Sold) | 63,336  | 60,836  | 19,789   | 20,364   | 26,901     | 67,054  | 6,218        | 10.2%        |
| Air Load Factor (% filled)       | 57%     | 70%     | 60%      | 60%      | 68%        | 63%     | -6.7 points  | -9.6%        |

Air capacity increased in the 1<sup>st</sup> Quarter by 22% vs. 2015. Arriving passengers, which includes residents, also increased by 10% vs. 2015.



# AIR VISITORS – ACCOMMODATION TYPE

In Q1 75% of air visitors stayed in a hotel or B&B/Guesthouse. Friends and relatives hosted 16% of air visitors. Vacation rentals were a distant third with 5% of visitors opting for this accommodation type.



# Accommodation Statistics

|                                                                       | Q1 2014 | Q1 2015 | Jan<br>2016 | Feb<br>2016 | March<br>2016 | Q1 2016 | Q1 #<br>CHG YOY | Q1 %<br>CHG YOY |
|-----------------------------------------------------------------------|---------|---------|-------------|-------------|---------------|---------|-----------------|-----------------|
| Hotel Occupancy                                                       | 37.2%   | 32.9%   | 26.1%       | 32.6%       | 46.4%         | 35.3%   | 2.4<br>points   | 7.4%            |
| Hotel Average Daily Rate<br>(ADR)                                     |         |         |             |             |               |         | -\$13.87        | -5.7%           |
| Hotel Revenue Per Available<br>Room (RevPAR)                          |         |         |             |             |               |         | \$0.95          | 1.2%            |
| % Of Total Air Visitors<br>Staying In Commercial<br>Accommodations    | 75.0%   | 72.4%   | 73.1%       | 75.9%       | 75.6%         | 75.1%   | 2.7<br>points   | 3.7%            |
| % Of Leisure Air Visitors<br>Staying In Commercial<br>Accommodations  | 82.5%   | 78.5%   | 86.3%       | 87.3%       | 85.7%         | 86.2%   | 7.7<br>points   | 9.8%            |
| % Of Business Air Visitors<br>Staying In Commercial<br>Accommodations | 86.1%   | 83.9%   | 86.4%       | 88.5%       | 89.7%         | 88.4%   | 4.5<br>points   | 5.4%            |

Source: Occupancy, ADR and RevPAR from STR Destination Report, Choice of Accommodation from Immigration Landing Cards

# Estimated Air Visitor Expenditure

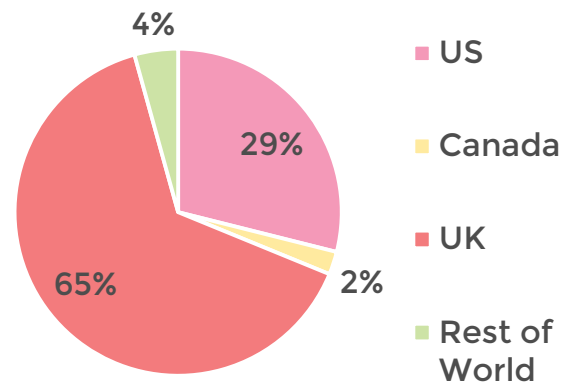
| Vacation/Leisure Only                                  | Q1 2015           | Q1 2016           | # CHG YOY       | % CHG YOY   |
|--------------------------------------------------------|-------------------|-------------------|-----------------|-------------|
| Average Vacation/Leisure Visitor Spending (per person) | \$1,211           | \$1,108           | -\$103          | -8.5%       |
| <b>TOTAL VACATION/LEISURE VISITOR EXPENDITURE</b>      | <b>\$19.38 MM</b> | <b>\$20.14 MM</b> | <b>\$767.5k</b> | <b>4.0%</b> |

| Business & Total                               | Q1 2015          | Q1 2016           | # CHG YOY        | % CHG YOY    |
|------------------------------------------------|------------------|-------------------|------------------|--------------|
| Average Business Visitor Spending (per person) | \$1,547          | \$1,189           | -\$358           | -23.1%       |
| Average Total Visitor Spending (per person)    | \$1,227          | \$1,085           | -\$142           | -11.6%       |
| <b>TOTAL AIR VISITOR EXPENDITURE</b>           | <b>\$35.5 MM</b> | <b>\$34.97 MM</b> | <b>-\$564.7k</b> | <b>-1.6%</b> |

# Cruise Arrivals

|                  | Q1<br>2014 | Q1<br>2015 | Jan<br>2016 | Feb<br>2016  | March<br>2016 | Q1<br>2016   | Q1<br>YOY #<br>CHG | Q1<br>YOY %<br>CHG |
|------------------|------------|------------|-------------|--------------|---------------|--------------|--------------------|--------------------|
| US               | -          | -          | -           | -            | 966           | 966          | -                  | -                  |
| Canada           | -          | -          | -           | 2            | 74            | 76           | -                  | -                  |
| UK               | -          | -          | -           | 1,726        | 429           | 2,155        | -                  | -                  |
| Rest of<br>World | -          | 319        | -           | 33           | 111           | 144          | -175               | -54.9%             |
| <b>Total</b>     | <b>-</b>   | <b>319</b> | <b>-</b>    | <b>1,761</b> | <b>1,580</b>  | <b>3,341</b> | <b>3,022</b>       | <b>947%</b>        |

Q1 2016



# Yacht Arrivals

|               | Q1 2014    | Q1 2015    | Jan 2016 | Feb 2016  | March 2016 | Q1 2016    | Q1 YOY # CHG | Q1 YOY % CHG  |
|---------------|------------|------------|----------|-----------|------------|------------|--------------|---------------|
| US            | 6          | 23         | 1        | 8         | 15         | 24         | 1            | 4.3%          |
| Canada        | 4          | 3          | -        | -         | 1          | 1          | -2           | -66.7%        |
| UK            | 26         | 40         | 1        | 2         | 8          | 11         | -29          | -72.5%        |
| Europe        | 170        | 226        | 1        | 43        | 127        | 171        | -55          | -24.3%        |
| Rest of World | 49         | 32         | -        | -         | 24         | 24         | -8           | -25%          |
| <b>Total</b>  | <b>255</b> | <b>324</b> | <b>3</b> | <b>53</b> | <b>175</b> | <b>231</b> | <b>-93</b>   | <b>-28.7%</b> |

