

Q3 Arrivals and Statistics at September 30th 2015

Q3 Total Vacation Visitor Arrivals

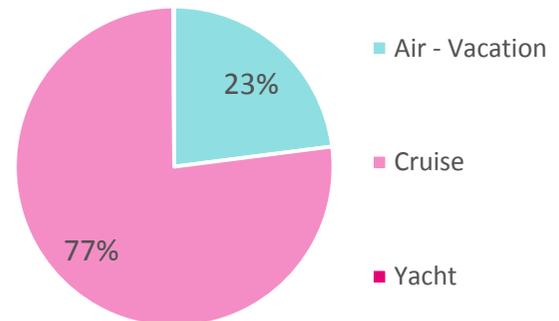
Q3 Arrivals	2014	2015	YOY % Change	YOY # Change	YTD 2014	YTD 2015	YOY % Change	YOY # Change
Air - Vacation	54,305	54,473	0.31%	168	117,639	116,700	-0.80%	(939)
Cruise	169,846	182,283	7.32%	12,437	316,762	329,100	3.90%	12,338
Yacht	204	189	-7.35%	(15)	3,826	2,656	-30.58%	(1,170)
Total	224,355	236,945	5.61%	12,590	438,227	448,456	2.33%	10,229

Q3 Total Arrivals increased by 5.6% with only Yacht arrivals showing a decline. Cruise passenger arrivals were the main driver for the increase as 12,437 or 7.32% more passengers visited the island.

Air - Vacation = Air arrivals indicating purpose of visit upon arrival as Vacation, America's Cup Vacation or Destination Wedding.

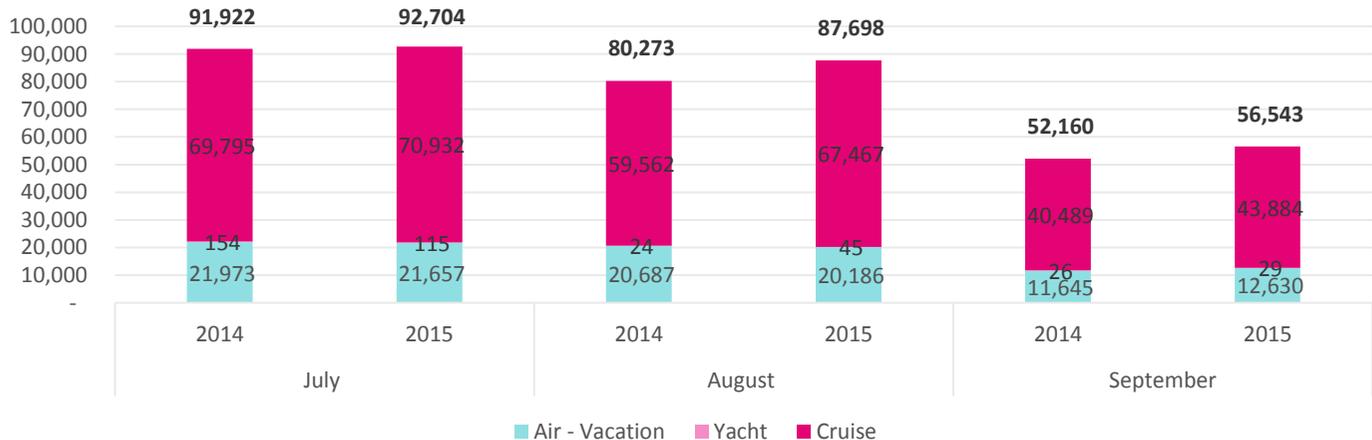
**Total excludes air arrivals in categories other than Vacation*

Q3 Arrivals by Type



Q3 Vacation Visitor Arrivals by Month

	July			August			September		
	2014	2015	YOY % Change	2014	2015	YOY % Change	2014	2015	YOY % Change
Air - Vacation	21,973	21,657	-1.4%	20,687	20,186	-2.4%	11,645	12,630	8.5%
Yacht	154	115	-25.3%	24	45	87.5%	26	29	11.5%
Cruise	69,795	70,932	1.6%	59,562	67,467	13.3%	40,489	43,884	8.4%
Total	91,922	92,704	0.9%	80,273	87,698	9.2%	52,160	56,543	8.4%



Q3 Vacation Air Arrivals – Visitor Expenditure

	Q3 2014	Q3 2015	% CHG YOY	# CHG YOY	YTD 2014	YTD 2015	% CHG YOY	# CHG YOY
Average per Person Spend	\$1,458.78	\$1,297.03	-11.1%	-\$161.75	\$1,367.15	\$1,291.36	-5.5%	-\$75.79
Estimated Economic Impact	\$79.2m	\$70.7m	-10.8%	-\$8.5m	\$160.8m	\$150.7m	-6.3%	-\$10.1m

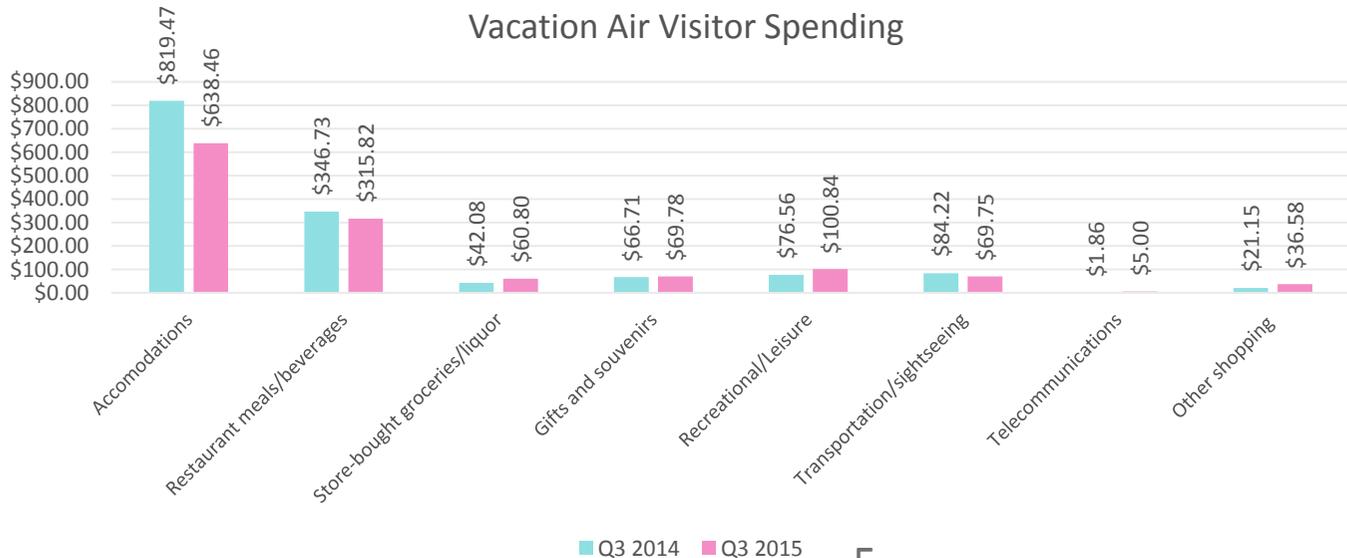
- Per person vacation air visitor spending has declined in Q3 2015 by 11% compared to the same period in 2014.
- Total spending has declined by 10.8% or \$8.5m compared to Q3 2014.
- Year to date the decline in Per person spending is 5% declining to \$1,291 from \$1,367 in Q3 2014.
- Year to date the decline in total spending is \$10m or 6%.

Estimated Economic Impact is Calculated using average vacation air visitor spend per person x number of vacation air visitors per period.

Sources: Visitor spending is gathered using visitor exit surveys conducted by the same local independent research firm since 2003. n=5,231

Q3 Vacation Air Visitor Spending

- Spending on accommodation has declined by \$181 or 22% per persons. This can be attributed to weak group business for hotels during Q3.
- Spending on Restaurants and Meals per person has decreased by \$31 compared to the same period in 2014.
- Spending on Groceries, Gifts and Souvenirs, and Recreation have all increased compared to the Q3 2014 by \$18, \$3 and \$24 respectively

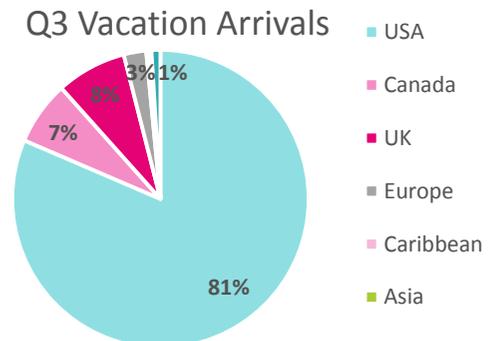


Q3 Vacation Air Arrivals – by Country of Origin

Q3 Arrivals	2014	2015	YOY % Change	YOY # Change	YTD 2014	YTD 2015	YOY % Change	YOY # Change
USA	44,136	44,354	0.49%	218	92,155	92,472	0.34%	317
Canada	4,279	3,771	-11.87%	(508)	13,459	11,288	-16.13%	(2,171)
UK	3,662	4,175	14.01%	513	7,756	8,631	11.28%	875
Europe	1,411	1,333	-5.5%	-78	2,412	2,400	-0.50%	(12)
Caribbean	-	206	N/A	N/A	-	344	N/A	N/A
Asia	-	103	N/A	N/A	-	260	N/A	N/A
Rest of World	817	531	-35.01%	-286	1,857	1,305	-29.73%	(552)
Total Vacation Air Visitors	54,305	54,473	0.31%	168	117,639	116,700	-0.80%	(939)

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

- Q3 Vacation Air Arrivals from the US saw an increase of 218 persons or .5% increase.
- Visitor Air Arrivals from Canada decreased 12% vs. Q3 2014. Canada has suffered from a weak currency which is believed to have had an impact on travel outside the country. According to the Bank of Canada, the value of the Canadian dollar has declined to its lowest level since 2004.



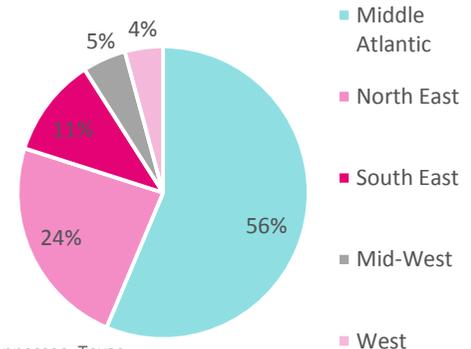
Q3 US Vacation Air Arrivals – by Region

Q3 Arrivals	2014	2015	Q3 % Change	Q3 # Change	YTD 2014	YTD 2015	YOY % Change	YOY # Change
Middle Atlantic	24,194	24,975	3.23%	781	46,966	47,689	1.54%	723
North East	10,221	10,438	2.12%	217	23,265	23,741	2.05%	476
South East	5,348	4,884	-8.68%	(464)	11,699	11,064	-5.43%	(635)
Mid-West	2,276	2,142	-5.89%	(134)	5,369	5,183	-3.46%	(186)
West	2,030	1,877	-7.54%	(153)	4,640	4,603	-0.80%	(37)

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 Q3 both the Middle Atlantic and North East regions of the US saw increases of vacation visitor arrivals of 3% and 2% respectively.
- The remaining 3 regions experienced declines; the South East states saw -9% (or 464) fewer visitors, Mid West -6% (or 134) and West -8% (or 153) compared to Q3 2014

Q3 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

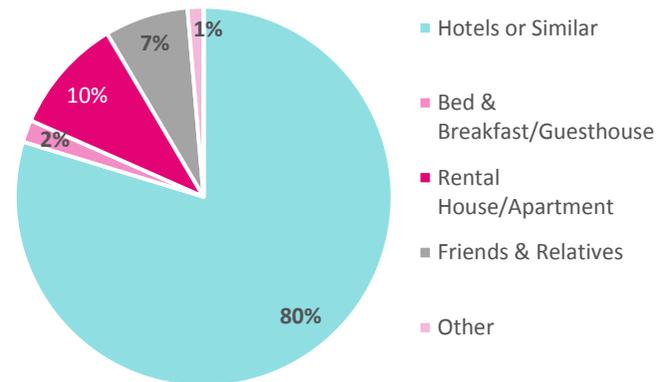
Q3 Vacation Air Arrivals by Accommodation Type

Q3 Arrivals	Jul	Aug	Sept	Q3 YOY % Change	Q3 YOY # Change	YTD 2014	YTD 2015	YTD % Change	YTD # Change
Hotels or Similar	16,447	16,392	10,567	3.25%	1,367	90,562	92,293	1.91%	1,731
Bed & Breakfast/Guesthouse	486	325	225	-20.80%	(272)	3,386	2,363	-30.21%	(1,023)
Total Commercial Properties	16,933	16,717	10,792	2.53%	1,095	93,948	94,656	0.75%	708
Rental House/Apartment	2,385	2,025	971	N/A	N/A	-	10,152	N/A	10,152
Friends & Relatives	2,012	1,185	706	N/A	N/A	-	6,404	N/A	6,404
Other	327	259	161	136.39%	431	615	1,496	143.25%	881
Private Homes	-	-	-	N/A	N/A	23,076	3,992	-82.70%	(19,084)
Total Non Commercial Properties	4,724	3,469	1,838	-8.46%	(927)	23,691	22,044	-6.95%	(1,647)

The BTA has implemented a new reporting system that no longer includes private homes. Going forward they will be classified as Rental house/apartment or Friends & Relatives, to further identify what type of private home visitors are staying in.

Q3 Vacation Air Arrivals – Accommodation Type

Going forward as a result of new visitor landing cards, the BTA will be able to determine the quantity of visitors staying in private homes, broken down by - vacation rentals vs persons staying with Friends and Relatives. Q3 is the first full quarter with this more detailed breakdown.

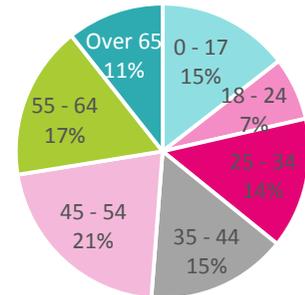


Q3 Vacation Air Arrivals – Age & Gender

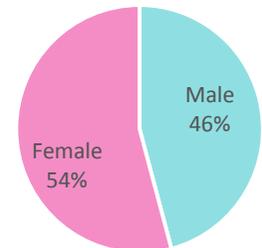
- In Q3 of 2015 and YTD, significant increases occurred only with visitors age 55+
- All other age categories decreased

Q3 Arrivals	2014	2015	YOY % Change	YOY # Change	YTD 2014	YTD 2015	YOY % Change	YOY # Change
0 - 17	7,867	7,918	0.65%	51	14,967	14,461	-3.38%	(506)
18 - 24	3,816	3,760	-1.47%	(56)	7,799	7,508	-3.73%	(291)
25 - 34	8,444	7,807	-7.54%	(637)	17,622	17,001	-3.52%	(621)
35 - 44	8,724	8,423	-3.45%	(301)	18,400	17,614	-4.27%	(786)
45 - 54	11,678	11,568	-0.94%	(110)	24,479	23,696	-3.20%	(783)
55 - 64	8,714	9,183	5.38%	469	20,347	21,181	4.10%	834
Over 65	5,061	5,814	14.88%	753	14,022	15,239	8.68%	1,217
Total	54,305	54,473	0.31%	168	117,636	116,700	-0.80%	(936)

Q3 Vacationers



Q3 Vacationers

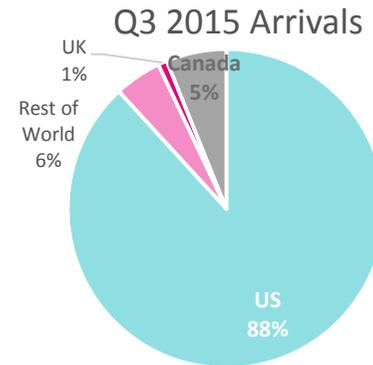
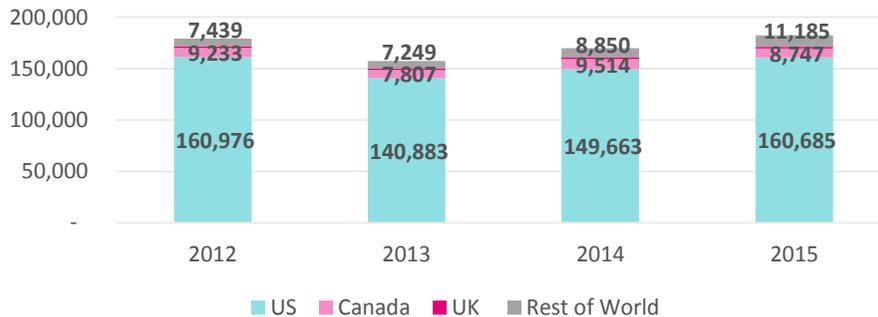


Q3 Arrivals	2014	2015	YOY % Change	YOY # Change	YTD 2014	YTD 2015	YOY % Change	YOY # Change
Male	25,115	24,971	-0.57%	(144)	53,499	53,036	-0.87%	(463)
Female	29,190	29,502	1.07%	312	64,136	63,664	-0.74%	(472)
Total	54,305	54,473	0.31%	168	117,636	116,700	-0.80%	(936)

Q3 Cruise Arrivals

Q3 Arrivals	2014	2015	YOY % Change	YOY # Change	YTD 2014	YTD 2015	YOY % Change	YOY # Change
US	149,663	160,685	7.36%	11,022	277,832	289,097	4.05%	11,265
Canada	9,514	8,747	-8.06%	(767)	17,791	16,161	-9.16%	(1,630)
UK	1,819	1,666	-8.41%	(153)	6,130	5,457	-10.98%	(673)
Rest of World	8,850	11,185	26.38%	2,335	15,009	18,385	22.49%	3,376
Total Arrivals	169,846	182,283	7.32%	12,437	316,762	329,100	3.90%	12,338

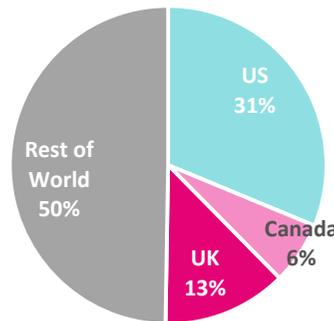
Q3 Cruise Arrival by Country of Origin



Q3 Yacht Arrivals

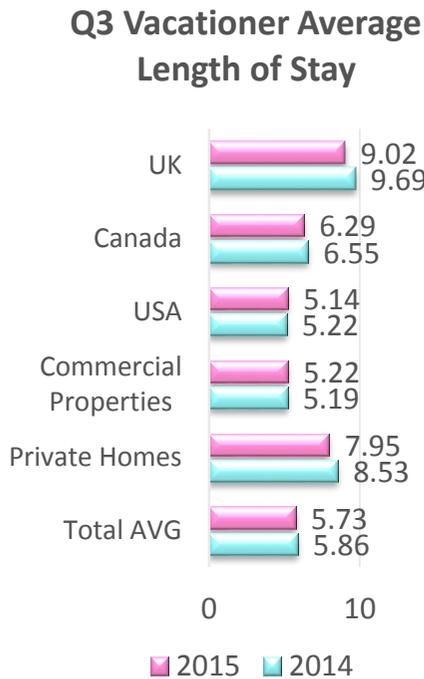
Q3 Arrivals	2014	2015	YOY % Change	YOY # Change	YTD 2014	YTD 2015	YOY % Change	YOY # Change
Total Arrivals	204	189	-7.35%	(15)	3,826	2,656	-30.58%	(1,170)
US	52	59	13.46%	7	1,936	849	-56.15%	(1,087)
Canada	13	12	-7.69%	(1)	205	132	-35.61%	(73)
UK	54	24	-55.56%	(30)	304	338	11.18%	34
Rest of World	85	94	10.59%	9	1,381	1,337	-3.19%	(44)

Q3 Total Yacht Arrivals



Total yacht arrivals for the quarter have declined in the amount of 15 boats (7%). Q3 is a relatively slow period for yacht arrivals with the quarters arrivals contributing to only 7% of the YTD totals. This decline was primarily due to declines from UK yachts with US and rest of the world arrivals being positive.

Q3 Vacation Air Arrivals – Average Length of Stay



Q3 Arrivals	Q3 % YOY Change	Q3 # YOY Change	YTD % YOY Change	YTD # YOY Change
Total Vacation Air				
Visitors	-2.2%	-0.13	-1.0%	-0.06
Country of Origin				
US	-1.6%	0.08	-1.6%	-0.08
Canada	-4.0%	-0.26	1.6%	0.08
UK	-6.9%	-0.67	-4.3%	-0.28
Intended Address				
Commercial Property	0.6%	0.03	0.4%	0.02
Private Home	-6.8%	-0.58	-2.3%	-0.2
Total AVG	-2.2%	-0.13	-1.0%	-0.06

- For air vacation visitors, the average length of stay during the 3rd quarter decreased 2% YOY, from 5.86 days to 5.73 days.
- Private homes registered a 7% decrease in length of stay during Q3 vs. Q3 2014 while commercial properties saw a slight increase.

Air Service

Capacity (Available Seats)	2012	2013	2014	2015	% CHG YOY	# CHG YOY
January	36,460	35,636	36,980	32,460	-12.2%	-4,520
February	35,140	32,132	32,206	28,352	-12.0%	-3,854
March	41,802	38,376	41,640	33,974	-18.4%	-7,666
Q1	113,402	106,144	110,826	94,786	-14.5%	-16,040
April	47,253	44,548	44,036	41,840	-5.0%	-2,196
May	52,627	52,018	52,058	48,870	-6.1%	-3,188
June	61,368	61,667	56,752	54,922	-3.2%	-1,830
Q2	161,248	158,233	152,846	145,632	-4.7%	-7,214
July	62,051	63,993	60,902	56,900	-6.6%	-4,002
August	59,381	61,161	58,768	55,776	-5.1%	-2,992
September	46,059	44,888	48,508	44,316	-8.6%	-4,192
Q3	167,491	170,042	168,178	156,992	-6.7%	-11,186
Year to Date	442,141	434,419	431,850	397,410	-8.0%	-34,440

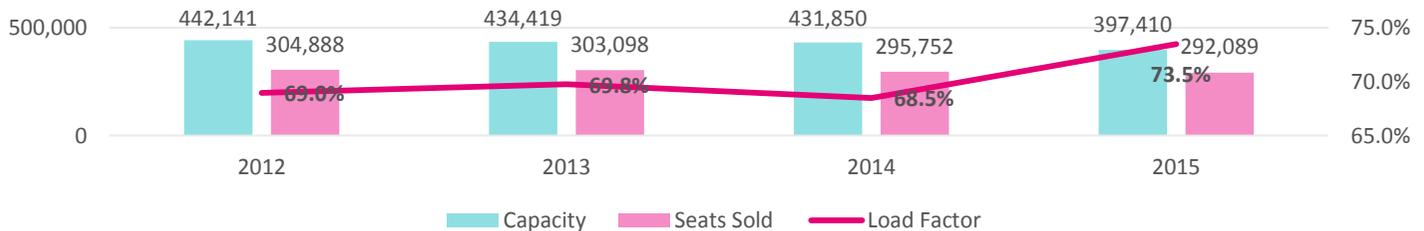
Sold Seats (All Arrivals including residents)	2012	2013	2014	2015	% CHG YOY	# CHG YOY
January	19,723	19,482	19,601	19,115	-2.5%	-486
February	19,763	18,616	18,557	17,822	-4.0%	-735
March	26,106	25,731	25,178	23,899	-5.1%	-1,279
Q1	65,592	63,829	63,336	60,836	-3.9%	-2,500
April	33,737	30,337	32,659	31,688	-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
Year to Date	304,888	303,098	295,752	292,089	-1.2%	-3,663

Air capacity (available seats) during Q3 2015 was 6.7% lower than Q3 2014.

Year-to-date capacity is down 8% vs. 2014, or 34,440 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%	58.9%	11.1%	5.9%
February	56.2%	57.9%	57.6%	62.9%	9.1%	5.2%
March	62.5%	67.0%	60.5%	70.3%	16.3%	9.9%
April	71.4%	68.1%	74.2%	75.7%	2.1%	1.6%
May	70.9%	74.5%	71.6%	76.2%	6.3%	4.5%
June	68.9%	71.1%	71.1%	73.7%	3.6%	2.6%
July	74.9%	73.8%	74.2%	78.4%	5.6%	4.2%
August	81.5%	78.6%	77.9%	81.0%	3.9%	3.0%
September	67.4%	69.0%	64.1%	72.5%	13.0%	8.4%
Year to Date	69.0%	69.8%	68.5%	73.5%	7.3%	5.0%



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

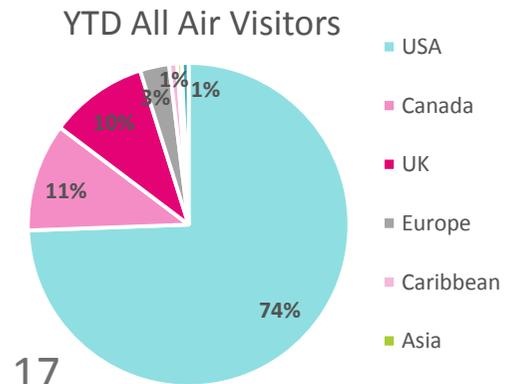
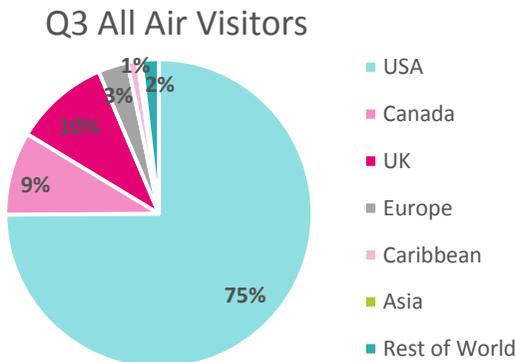
Q3 Total Air Visitor Arrivals by Type

Q3 Arrivals	2014	2015	YOY % Change	YOY # Change	YTD 2014	YTD 2015	YOY % Change	YOY # Change
Vacation	54,305	54,473	0.31%	168	117,639	116,700	-0.80%	(939)
<i>Vacation</i>	0	52,996	0	0	0	113,321	N/A	N/A
<i>Destination Wedding*</i>	0	1,332	0	0	0	3,131	N/A	N/A
<i>America's Cup Vacation*</i>	0	145	0	0	0	248	N/A	N/A
Business	10,266	9,695	-5.56%	(571)	34,933	33,361	-4.50%	(1,572)
<i>Business</i>	2,088	7,336	252.69%	5,256	9,247	19,460	110.45%	10,213
<i>International Business</i>	7,080	0	0	0	21,703	7,001		
<i>America's Cup Business*</i>	0	129	0	0	0	273	0	0
<i>Incentive Groups*</i>	0	45	0	0	0	279	0	0
<i>Conference/Meeting*</i>	0	2,185	0	0	0	6,348	0	0
<i>Convention*</i>	1,098	0	0	0	3,983	0	0	0
Visiting Friends & Relatives	12,712	11,305	-11.07%	(1,407)	26,978	24,540	-9.04%	(2,438)
<i>Vacation*</i>	0	10,030	0	0	0	22,345	0	0
<i>Personal *</i>	0	1,275	0	0	0	2,195	0	0
Other	912	1,006	10.31%	94	2,939	2,820	-4.05%	(119)
<i>Study</i>	0	164	0	0	0	609	0	0
<i>Other</i>	912	842	-7.68%	(70)	2,939	2,211	-24.77%	(728)
Total Air Visitors	78,195	76,479	-2.2%	(1,716)	182,489	177,421	-2.8%	(5,068)

*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.

Q3 Total Air Arrivals – Country of Origin

Q3 Arrivals	2014	2015	YOY % Change	YOY # Change	YTD 2014	YTD 2015	YOY % Change	YOY # Change
USA	58,615	57,279	-2.28%	(1,336)	132,042	129,298	2.12%	(2,744)
Canada	7,409	6,671	-9.96%	(738)	22,541	19,200	-14.82%	(3,341)
UK	7,573	7,619	0.61%	46	17,347	17,521	1.00%	174
Europe	2,305	2,391	3.73%	86	4,782	5,205	8.85%	423
Caribbean	N/A	807	N/A	N/A	N/A	1,449	N/A	N/A
Asia	N/A	318	N/A	N/A	N/A	799	N/A	N/A
Rest of World	2,293	1,394	3.75%	86	8,521	1,205	-85.86%	(7,316)
Total Air Visitors	78,195	76,479	-2.19%	(1,716)	182,489	177,421	-2.78%	(5,068)

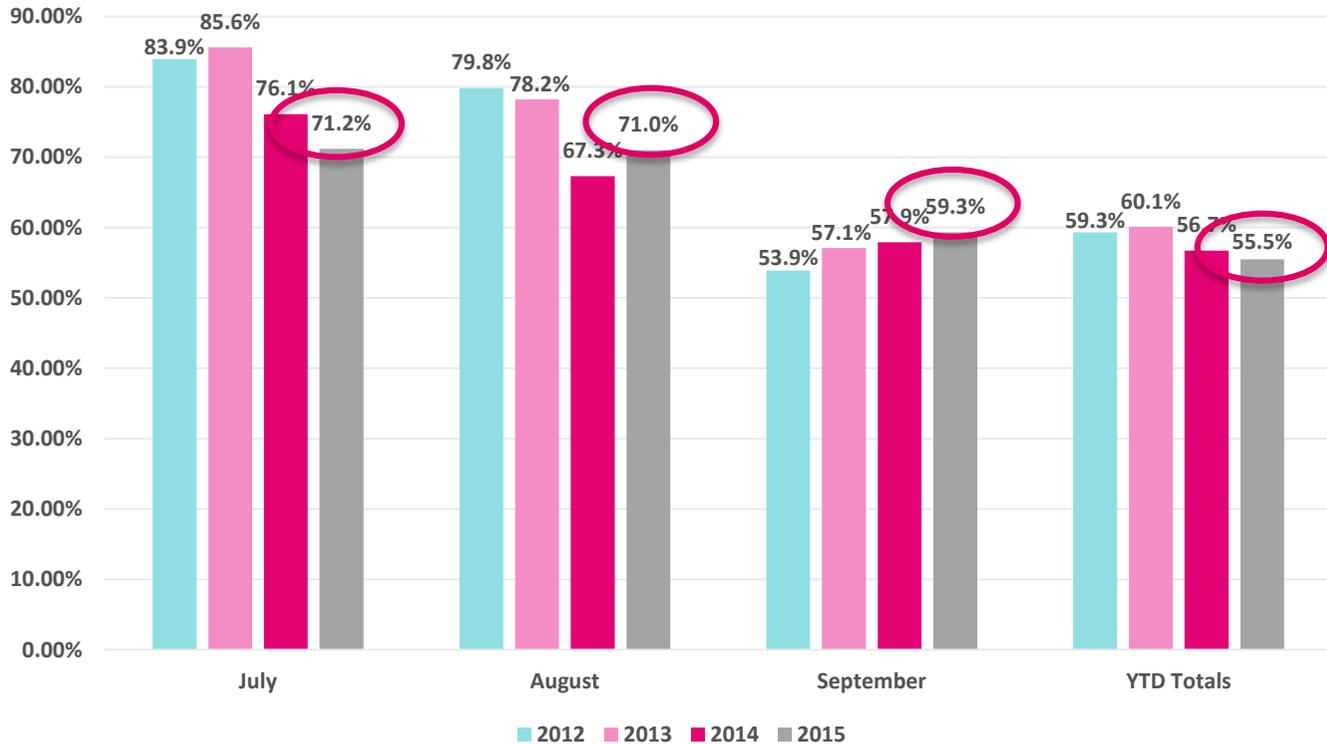


Q3 Total Air Arrivals – Visitor Expenditure

	Q3 2014	Q3 2015	% CHG YOY	# CHG YOY	YTD 2014	YTD 2015	% CHG YOY	# CHG YOY
Average Vacation Visitor per Person Spending	\$1,458.78	\$1,297.03	-11.09%	(\$161.75)	\$1,367.15	\$1,291.36	-5.5%	(\$75.79)
Average Business Visitor per Person Spending	\$1,326.11	\$1,207.50	-8.94%	(\$118.61)	\$1,166.43	\$1,232.87	-5.39%	(\$66.45)
Average Total Visitor per Person Spending	\$1,343.83	\$1,197.80	-10.87%	(\$146.03)	\$1,235	\$1,188	-3.8%	(\$46.39)

- Per person spending for both business visitors and total visitors for Q3 2015 have declined compared to Q3 2014 by 9% and 11% respectively.
- Year to date per person spending shows a decline of \$66 or 5% for business while total visitor person spending has declined by 5% and 4% respectively.

Q3 Bermuda Hotel Occupancy



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

Q3 Bermuda Hotel ADR & RevPAR

Average daily rate during Q3 increased by almost \$16 vs. 2014. Increasing ADR and flat occupancy have increased RevPar by over \$5.

ADR (Average Daily Rate)	% CHG YOY	# CHG YOY
July	2.3%	\$9.59
August	5.8%	\$23.04
September	5.9%	\$18.63
Q3 Totals	4.2%	\$15.89
YTD Totals	4.9%	\$16.79

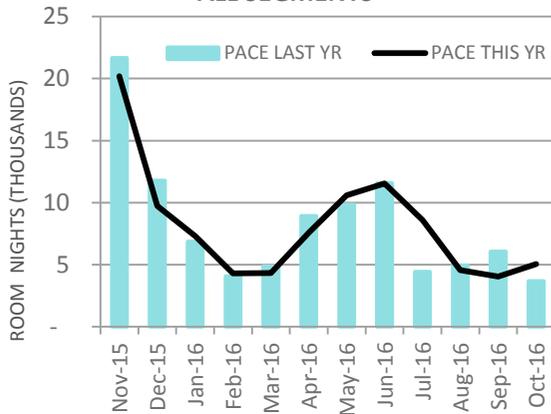
RevPAR (Revenue Per Available Room)	% CHG YOY	# CHG YOY
July	-4.4%	\$(13.84)
August	11.6%	\$30.84
September	8.5%	\$15.43
Q3 Totals	4.2%	\$10.76
YTD Totals	2.7%	\$5.34

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 – down 3.0%
- Group room nights – up 0.6%
- Total room nights - down 0.9%

TOTAL ISLAND OUTLOOK - 12 MONTH VIEW - ALL SEGMENTS



- 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 down primarily due to declines in group bookings for Q4 2015. A positive variance of 4,497 for group business in July offsets what could have potentially have been a much larger decline in room nights over the next 12 months.

VARIANCE VS. LAST YEAR	INDIVIDUAL	GROUP	TOTAL	% CHG
November	(248)	(1,241)	(1,489)	-6.9%
December	(436)	(1,576)	(2,065)	-17.5%
January	(19)	461	442	6.4%
February	(39)	276	250	6.2%
March	46	(572)	(526)	-10.8%
April	55	(1,403)	(1,348)	-15.1%
May	(103)	873	770	7.8%
June	383	(405)	(22)	-0.2%
July	(66)	4,229	4,163	94.1%
August	(158)	(226)	(384)	-7.8%
September	(272)	(1,749)	(2,021)	-33.4%
October	(220)	1,580	1,360	36.9%
TOTAL	(1,077)	247	(870)	-0.9%
VARIANCE	-3.0%	0.6%	-0.9%	-0.9%