

January - June 2017

Berlin

| MARKETS                        | ARRIVALS         |            |                  |            | BEDNIGHTS        |             |                   |            | SHARE**       | DURATION   | RANK<br>Overn. |
|--------------------------------|------------------|------------|------------------|------------|------------------|-------------|-------------------|------------|---------------|------------|----------------|
|                                | June             |            | Jan. - June      |            | June             |             | Jan. - June       |            | June          | of STAY    |                |
|                                | total            | % *        | total            | % *        | total            | % *         | total             | % *        | %             | days       |                |
| <b>Total</b>                   | <b>1,205,191</b> | <b>3.6</b> | <b>6,161,443</b> | <b>2.7</b> | <b>2,851,864</b> | <b>3.8</b>  | <b>14,678,127</b> | <b>1.8</b> | <b>100.0</b>  | <b>2.4</b> |                |
| <b>Germany</b>                 | <b>747,067</b>   | <b>4.0</b> | <b>3,801,149</b> | <b>2.5</b> | <b>1,650,995</b> | <b>6.3</b>  | <b>8,224,462</b>  | <b>2.4</b> | <b>56.0**</b> | <b>2.2</b> |                |
| <b>Total foreign countries</b> | <b>458,124</b>   | <b>3.0</b> | <b>2,360,294</b> | <b>3.1</b> | <b>1,200,869</b> | <b>0.5</b>  | <b>6,453,665</b>  | <b>1.0</b> | <b>44.0**</b> | <b>2.7</b> |                |
| <b>Total Europe</b>            | <b>291,451</b>   | <b>0.7</b> | <b>1,684,400</b> | <b>2.1</b> | <b>739,311</b>   | <b>-2.0</b> | <b>4,534,906</b>  | <b>0.2</b> | <b>70.3</b>   | <b>2.7</b> |                |
| <b>Europe</b>                  |                  |            |                  |            |                  |             |                   |            |               |            |                |
| United Kingdom                 | 56,466           | 9.9        | 293,120          | 4.6        | 144,291          | 4.7         | 788,974           | 2.6        | 12.2          | 2.7        | 1              |
| Italy                          | 19,745           | -17.8      | 145,140          | 0.4        | 50,577           | -25.5       | 424,355           | -2.4       | 6.6           | 2.9        | 2              |
| Spain                          | 24,678           | -9.0       | 138,066          | 0.6        | 69,430           | -10.4       | 403,288           | -2.6       | 6.2           | 2.9        | 3              |
| Netherlands                    | 21,668           | -5.2       | 128,330          | -6.1       | 55,913           | -8.0        | 350,760           | -7.1       | 5.4           | 2.7        | 4              |
| France                         | 20,470           | 11.4       | 119,529          | 9.8        | 50,110           | 6.1         | 324,177           | 8.5        | 5.0           | 2.7        | 5              |
| Switzerland                    | 21,208           | 1.9        | 107,327          | -2.8       | 53,000           | -0.2        | 285,218           | -5.7       | 4.4           | 2.7        | 6              |
| Denmark                        | 11,794           | -7.1       | 85,778           | -8.2       | 30,184           | -6.8        | 238,045           | -8.8       | 3.7           | 2.8        | 7              |
| Sweden                         | 13,416           | -4.7       | 73,073           | -2.2       | 32,805           | -8.2        | 188,638           | -4.0       | 2.9           | 2.6        | 8              |
| Austria                        | 13,603           | 4.5        | 71,955           | 2.0        | 33,450           | 7.4         | 178,071           | 1.0        | 2.8           | 2.5        | 9              |
| Russia                         | 9,821            | 23.3       | 61,799           | 20.1       | 24,524           | 23.0        | 167,209           | 18.0       | 2.6           | 2.7        | 10             |
| Belgium                        | 8,008            | -11.0      | 56,446           | -10.5      | 19,430           | -13.4       | 150,748           | -11.1      | 2.3           | 2.7        | 11             |
| Poland                         | 12,667           | 0.8        | 73,687           | -2.3       | 25,066           | 7.8         | 147,796           | 0.0        | 2.3           | 2.0        | 12             |
| Norway                         | 6,905            | -20.6      | 37,713           | -19.3      | 18,033           | -21.4       | 103,058           | -20.8      | 1.6           | 2.7        | 13             |
| Finland                        | 8,667            | 17.3       | 37,470           | 11.3       | 23,265           | 11.4        | 102,755           | 4.6        | 1.6           | 2.7        | 14             |
| Turkey                         | 5,725            | 5.2        | 30,574           | -14.2      | 15,068           | 8.1         | 79,341            | -19.1      | 1.2           | 2.6        | 15             |
| Ireland, Republic              | 5,332            | -3.5       | 27,267           | 3.1        | 14,541           | -5.7        | 75,803            | 0.4        | 1.2           | 2.8        | 16             |
| Greece                         | 1,720            | -17.6      | 21,974           | 20.9       | 5,045            | -16.4       | 69,050            | 16.6       | 1.1           | 3.1        | 17             |
| Czech Republic                 | 4,153            | 2.3        | 24,651           | 8.8        | 8,858            | 6.2         | 51,998            | 7.2        | 0.8           | 2.1        | 18             |
| Portugal                       | 2,776            | 6.7        | 17,417           | 22.9       | 6,871            | -4.7        | 47,262            | 18.5       | 0.7           | 2.7        | 19             |

January - June 2017

Berlin

| MARKETS                  | ARRIVALS |       |             |       | BEDNIGHTS |       |             |       | SHARE** | DURATION | RANK<br>Overn. |
|--------------------------|----------|-------|-------------|-------|-----------|-------|-------------|-------|---------|----------|----------------|
|                          | June     |       | Jan. - June |       | June      |       | Jan. - June |       | June    | of STAY  |                |
|                          | total    | % *   | total       | % *   | total     | % *   | total       | % *   | %       | days     |                |
| Romania                  | 2,795    | 63.3  | 16,187      | 78.7  | 7,755     | 85.3  | 45,066      | 73.9  | 0.7     | 2.8      | 20             |
| Hungary                  | 2,345    | 36.7  | 13,049      | 37.3  | 5,383     | 37.7  | 32,549      | 33.4  | 0.5     | 2.5      | 21             |
| Ukraine                  | 2,223    | 27.6  | 11,581      | 21.9  | 5,402     | 14.5  | 29,531      | 17.4  | 0.5     | 2.5      | 22             |
| Iceland                  | 1,009    | 7.6   | 6,491       | 41.7  | 3,275     | -12.1 | 21,182      | 32.7  | 0.3     | 3.3      | 23             |
| Latvia                   | 1,492    | -9.9  | 9,180       | 13.0  | 3,031     | -12.3 | 20,374      | 14.7  | 0.3     | 2.2      | 24             |
| Bulgaria                 | 1,084    | 31.7  | 6,687       | 36.4  | 3,433     | 61.9  | 19,082      | 52.4  | 0.3     | 2.9      | 25             |
| Luxembourg               | 1,433    | 11.6  | 6,443       | -5.7  | 3,767     | 12.2  | 16,821      | -8.4  | 0.3     | 2.6      | 26             |
| Lithuania                | 1,271    | -0.8  | 7,273       | 13.7  | 2,790     | 3.2   | 16,465      | 16.8  | 0.3     | 2.3      | 27             |
| Slovakia                 | 1,093    | -2.0  | 6,179       | -7.2  | 2,670     | -4.3  | 16,387      | -7.1  | 0.3     | 2.7      | 28             |
| Croatia                  | 896      | 42.9  | 4,619       | 3.7   | 2,458     | 54.5  | 14,168      | 15.8  | 0.2     | 3.1      | 29             |
| Estonia                  | 1,101    | -0.8  | 5,244       | 3.9   | 2,563     | -3.7  | 12,537      | -2.2  | 0.2     | 2.4      | 30             |
| Slovenia                 | 607      | -13.0 | 3,845       | -10.5 | 1,475     | -11.6 | 10,379      | -16.6 | 0.2     | 2.7      | 31             |
| Cyprus                   | 280      | -7.9  | 1,948.0     | -7.7  | 874       | -2.1  | 6,551       | -7.6  | 0.1     | 3.4      | 32             |
| Malta                    | 250      | -37.7 | 2,068       | 14.4  | 751       | -42.5 | 6,442       | 4.2   | 0.1     | 3.1      | 33             |
| Other European countries | 4,750    | 5.9   | 32,290      | 38.1  | 13,223    | 13.9  | 90,826      | 40.6  | 1.4     | 2.8      |                |

January - June 2017

Berlin

| MARKETS                                      | ARRIVALS |       |             |       | BEDNIGHTS |       |             |       | SHARE** | DURATION | RANK<br>Overn. |
|----------------------------------------------|----------|-------|-------------|-------|-----------|-------|-------------|-------|---------|----------|----------------|
|                                              | June     |       | Jan. - June |       | June      |       | Jan. - June |       | June    | of STAY  |                |
|                                              | total    | % *   | total       | % *   | total     | % *   | total       | % *   | %       | days     |                |
| <b>OVERSEAS</b>                              |          |       |             |       |           |       |             |       |         |          |                |
| USA                                          | 57,195   | 9.3   | 197,820     | 8.7   | 158,983   | 7.6   | 551,267     | 5.7   | 8.5     | 2.8      | 1              |
| Brazil                                       | 6,980    | 17.9  | 31,365      | 13.3  | 21,851    | 12.3  | 104,225     | 12.0  | 1.6     | 3.3      | 2              |
| Canada                                       | 6,338    | -6.4  | 23,628      | 6.0   | 18,651    | -15.3 | 70,694      | 0.3   | 1.1     | 3.0      | 3              |
| Central America, Caribbean                   | 3,605    | 12.4  | 13,999      | 18.6  | 8,606     | 3.4   | 38,146      | 19.2  | 0.6     | 2.7      | 4              |
| Other North American countries               | 1,005    | -3.6  | 3,797       | 12.0  | 5,214     | 66.0  | 13,602      | 36.9  | 0.2     | 3.6      |                |
| Other South American countries               | 9,549    | 8.5   | 39,406      | 5.3   | 27,670    | 8.7   | 118,306     | 3.7   | 1.8     | 3.0      |                |
| <b>Total America</b>                         | 84,672   | 8.4   | 310,015     | 9.0   | 240,975   | 6.6   | 896,240     | 6.6   | 13.9    | 2.9      |                |
|                                              |          |       |             |       |           |       |             |       |         |          |                |
| Israel                                       | 10,196   | -14.8 | 54,921      | -5.0  | 35,601    | -15.1 | 193,225     | -8.1  | 3.0     | 3.5      | 1              |
| China, incl. Hongkong                        | 14,115   | 21.0  | 53,586      | 17.3  | 31,807    | 26.9  | 122,031     | 18.6  | 1.9     | 2.3      | 2              |
| Arabic Gulf States                           | 2,526    | 0.2   | 16,270      | -13.1 | 8,054     | -24.3 | 55,334      | -28.5 | 0.9     | 3.4      | 3              |
| Japan                                        | 4,633    | 2.9   | 20,873      | 1.0   | 11,237    | 3.1   | 50,714      | 0.9   | 0.8     | 2.4      | 4              |
| India                                        | 3,674    | 20.3  | 13,863      | 22.7  | 9,844     | 18.0  | 37,983      | 16.3  | 0.6     | 2.7      | 5              |
| South Korea                                  | 2,706    | 20.6  | 11,898      | 18.8  | 6,055     | 1.7   | 28,780      | 8.7   | 0.4     | 2.4      | 6              |
| Taiwan                                       | 1,180    | -32.1 | 4,891       | 0.7   | 2,912     | -22.6 | 13,137      | 10.1  | 0.2     | 2.7      | 7              |
| Other Asian countries                        | 8,131    | 18.6  | 41,176      | 14.7  | 20,818    | 7.7   | 112,812     | 7.4   | 1.7     | 2.7      |                |
| <b>Total Asia</b>                            | 47,161   | 5.9   | 217,478     | 6.1   | 126,328   | 0.3   | 614,016     | -0.5  | 9.5     | 2.8      |                |
|                                              |          |       |             |       |           |       |             |       |         |          |                |
| Australia                                    | 11,288   | 14.6  | 32,457      | 6.9   | 33,215    | 9.5   | 98,786      | 3.9   | 1.5     | 3.0      | 1              |
| New Zealand, Oceania                         | 1,501    | 40.1  | 5,144       | 11.2  | 4,157     | 26.6  | 14,489      | 10.8  | 0.2     | 2.8      | 2              |
| <b>Total Australia, New Zealand, Oceania</b> | 12,789   | 17.1  | 37,601      | 7.4   | 37,372    | 11.2  | 113,275     | 4.7   | 1.8     | 3.0      |                |
|                                              |          |       |             |       |           |       |             |       |         |          |                |
| South Africa                                 | 972      | -1.8  | 4,323       | 6.2   | 3,173     | 7.7   | 13,576      | 4.0   | 0.2     | 3.1      |                |
| Other African countries                      | 2,379    | 26.0  | 14,928      | -3.3  | 6,537     | 13.8  | 50,045      | -11.0 | 0.8     | 3.4      |                |
|                                              |          |       |             |       |           |       |             |       |         |          |                |
| No information on residence                  | 18,700   | 0.1   | 91,549      | -4.3  | 47,173    | 2.7   | 231,607     | 1.4   | 3.6     | 2.5      |                |

\*Compared to 2016

\*\*Share of total bednights, otherwise share of international bednights

January - June 2017

Berlin

**Top-10- Bednights in Berlin  
by country of origin (YTD)**

| Country of origin | total     | %*   |
|-------------------|-----------|------|
| Germany           | 8,224,462 | 2.4  |
| United Kingdom    | 788,974   | 2.6  |
| USA               | 551,267   | 5.7  |
| Italy             | 424,355   | -2.4 |
| Spain             | 403,288   | -2.6 |
| Netherlands       | 350,760   | -7.1 |
| France            | 324,177   | 8.5  |
| Switzerland       | 285,218   | -5.7 |
| Denmark           | 238,045   | -8.8 |
| Israel            | 193,225   | -8.1 |

**Bednights (percentage)**

| Domestic / International    |       |                      |       |
|-----------------------------|-------|----------------------|-------|
| January - December 2016     |       | January - June 2017  |       |
| Germany                     | 54.4% | Germany              | 56.0% |
| International               | 45.6% | International        | 44.0% |
| Germany / Europe / Overseas |       |                      |       |
| January - December 2016     |       | January - June 2017  |       |
| Germany                     | 54.4% | Germany              | 56.0% |
| Europe (w/o Germany)        | 32.0% | Europe (w/o Germany) | 30.9% |
| Overseas                    | 13.6% | Overseas             | 13.1% |

**Statistics of bednights**
**Source Markets and occupancy rate by type of accommodation**

| Type of accommodation             | Total<br>total      | %*  | Germany <sup>1</sup><br>total | %*   | International <sup>1</sup><br>total | %*    | Occupancy %<br>beds |           | Occupancy %<br>rooms |           | Available<br>beds rooms |      | Facilities** |
|-----------------------------------|---------------------|-----|-------------------------------|------|-------------------------------------|-------|---------------------|-----------|----------------------|-----------|-------------------------|------|--------------|
|                                   | January - June 2017 |     |                               |      |                                     |       | June                | Jan.-June | June                 | Jan.-June | June                    | June | June         |
| Total accommodations <sup>2</sup> | 14,678,127          | 1.8 | 8,224,462                     | 2.4  | 6,453,665                           | 1.0   | 66.6                | 57.8      | ns                   | ns        | 141,781                 | ns   | 779          |
| Total hotel properties            | 12,349,126          | 1.1 | 7,024,117                     | 1.6  | 5,325,009                           | 0.4   | 66.1                | 57.8      | ns                   | ns        | 119,629                 | ns   | 636          |
| Hotels                            | 7,606,203           | 0.4 | 4,124,501                     | 1.6  | 3,481,702                           | -1.0  | 66.0                | 57.9      | ns                   | ns        | 73,016                  | ns   | 238          |
| Hotels (breakfast only)           | 4,479,488           | 2.3 | 2,753,107                     | 1.7  | 1,726,381                           | 3.1   | 66.8                | 58.2      | ns                   | ns        | 43,544                  | ns   | 297          |
| Guesthouses                       | 19,216              | 3.5 | 13,051                        | 9.0  | 6,165                               | -6.5  | 51.9                | 43.9      | ns                   | ns        | 262                     | ns   | 11           |
| Boarding houses                   | 244,219             | 1.3 | 133,458                       | -1.0 | 110,761                             | 4.2   | 58.7                | 48.8      | ns                   | ns        | 2,807                   | ns   | 90           |
| Other accommodations              | 2,329,001           | 5.5 | 1,200,345                     | 7.2  | 1,128,656                           | 3.8   | 69.4                | 57.8      | ns                   | ns        | 22,152                  | ns   | 143          |
| Camping sites                     | 41,782              | 3.4 | 32,417                        | 14.1 | 9,365                               | -21.9 | 12.6                | 7.1       | ns                   | ns        | 4,584                   | ns   | 11           |

<sup>1</sup> Share Germany/International of Total

<sup>2</sup> Occupancy, available rooms and facilities without Camping sites

\* Compared to 2016

\*\* Number of accommodations available in reporting month

ns = not specified