

RevPAR excluding tax by segment and market - Q4 2017

Q4 2017	Total					
	Occupation rate		Average room rate		RevPAR	
	chg pts LFL	€	chg % LFL	€	chg % LFL	
Luxury & Upscale	66.4	+2.3	192	+1.8	127	+5.5
Midscale	64.2	+3.9	105	+0.8	68	+7.3
Economy	66.1	+3.5	62	+1.9	41	+7.8
France & Switzerland	65.5	+3.6	82	+1.3	54	+7.4
Luxury & Upscale	69.6	+3.8	149	+5.1	104	+11.1
Midscale	71.0	+1.6	83	+3.3	59	+5.7
Economy	73.0	+0.4	61	+3.8	45	+4.4
Europe	71.8	+1.3	80	+4.1	57	+6.0
Luxury & Upscale	59.1	+3.6	163	-5.2	96	+0.7
Midscale	66.9	+4.6	74	-9.4	49	-2.7
Economy	64.7	+2.6	59	-3.6	38	+0.2
MEA	61.8	+3.6	113	-5.7	70	-0.0
Luxury & Upscale	69.4	+2.9	111	+1.2	77	+5.5
Midscale	71.8	+4.5	79	+0.6	57	+7.0
Economy	72.7	+4.8	46	-0.2	34	+6.6
ASPAC	71.1	+3.9	81	+0.4	58	+6.2
Luxury & Upscale	71.4	+1.8	230	+3.1	164	+6.4
Midscale	78.0	+0.5	133	+1.9	104	+2.7
Economy	68.8	-2.2	39	+6.1	27	+2.9
NCAC	71.8	+1.4	201	+3.6	145	+6.2
Luxury & Upscale	58.9	+6.2	133	+4.8	78	+17.5
Midscale	59.4	+7.5	68	+4.8	40	+19.8
Economy	55.4	+3.8	45	+1.9	25	+9.2
South America	56.7	+5.1	59	+4.0	33	+13.9
Luxury & Upscale	67.4	+3.0	149	+1.2	101	+6.0
Midscale	68.8	+3.5	86	+1.3	59	+6.6
Economy	67.9	+2.8	57	+1.8	39	+6.2
Total	68.0	+3.1	87	+1.4	60	+6.2

MEA: Middle East and Africa

ASPAC: Asia-Pacific

NCAC: North America, Central America and Caribbean

RevPAR excluding tax by segment and market - FY 2017

2017	Total					
	Occupation rate		Average room rate		RevPAR	
	chg pts LFL	€	chg % LFL	€	chg % LFL	
Luxury & Upscale	68.4	+3.9	202	-1.0	138	+4.9
Midscale	66.9	+4.4	105	-2.3	70	+4.5
Economy	68.2	+2.7	61	-0.4	42	+3.7
France & Switzerland	67.8	+3.3	82	-0.9	56	+4.2
Luxury & Upscale	71.2	+4.0	153	+4.7	109	+10.9
Midscale	72.6	+1.8	84	+3.0	61	+5.5
Economy	75.2	+1.6	62	+3.7	46	+5.9
Europe	73.6	+1.9	80	+3.8	59	+6.5
Luxury & Upscale	60.8	+2.3	172	-3.1	105	+0.6
Midscale	63.5	+4.4	76	-4.2	48	+3.0
Economy	62.4	+2.5	60	-4.1	37	-0.3
MEA	61.6	+2.9	118	-3.9	72	+0.8
Luxury & Upscale	68.1	+3.4	110	+0.8	75	+6.1
Midscale	71.4	+3.3	80	+1.1	57	+5.7
Economy	70.2	+2.5	46	+0.7	33	+4.4
ASPAC	70.0	+3.1	82	+1.2	57	+5.8
Luxury & Upscale	74.8	+1.6	241	+3.0	180	+5.4
Midscale	79.0	-0.9	129	+6.8	102	+5.5
Economy	68.6	-2.1	39	+12.2	27	+9.0
NCAC	74.6	+0.8	212	+4.4	158	+5.7
Luxury & Upscale	53.0	-0.2	140	-5.0	74	-5.4
Midscale	55.8	+2.8	71	-7.0	40	-2.2
Economy	54.0	-0.8	47	-2.1	26	-3.6
South America	54.4	+0.3	62	-3.8	34	-3.4
Luxury & Upscale	68.0	+3.0	155	+0.7	106	+5.4
Midscale	69.4	+3.0	87	+0.4	60	+4.8
Economy	68.7	+1.9	57	+1.0	39	+3.9
Total	68,763	+2.5	89	+0.9	61	+4.7

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