



# H•A•N Statistics for the Year of 2012 > 1.-4.Q

NOTE: participants figures are accumulated over the period

last update 2012/02/06

| per REGION   | CENTRAL | COASTAL | NOTHERN | SOUTHERN | NATIONAL       |
|--------------|---------|---------|---------|----------|----------------|
| participants | 37      | 22      | 34      | 24       | <u>117</u>     |
| rooms AVLBL  | 349894  | 93779   | 155630  | 118237   | <u>717540</u>  |
| rooms SOLD   | 169042  | 54346   | 55829   | 50818    | <u>330035</u>  |
| occupancy    | 48.31%  | 57.95%  | 35.87%  | 42.98%   | <u>46.00%</u>  |
| beds AVLBL   | 741362  | 197705  | 310926  | 243790   | <u>1493783</u> |
| beds SOLD    | 254484  | 92936   | 103048  | 89533    | <u>540001</u>  |
| occupancy    | 34.33%  | 47.01%  | 33.14%  | 36.73%   | <u>36.15%</u>  |
| Leisure      | 129186  | 80993   | 86685   | 83331    | <u>380195</u>  |
| in %         | 50.76%  | 87.15%  | 84.12%  | 93.07%   | <u>70.41%</u>  |
| Business     | 84157   | 11253   | 15731   | 5873     | <u>117014</u>  |
| in %         | 33.07%  | 12.11%  | 15.27%  | 6.56%    | <u>21.67%</u>  |
| Conference   | 41141   | 690     | 632     | 329      | <u>42792</u>   |
| in %         | 16.17%  | 0.74%   | 0.61%   | 0.37%    | <u>7.92%</u>   |

|          |        |
|----------|--------|
| Country  | 540001 |
| Region   | 540001 |
| Category | 540001 |

| Namibia | South Africa | Angola       | other SADC    | Rest of Africa | D, CH, A          |
|---------|--------------|--------------|---------------|----------------|-------------------|
| 225583  | 64381        | 7749         | 6148          | 1482           | 129902            |
| 41.77%  | 11.92%       | 1.43%        | 1.14%         | 0.27%          | 24.06%            |
| France  | Italy        | UK & Ireland | Scandinavia   | Spain          | Portugal          |
| 15255   | 11717        | 15098        | 7807          | 4166           | 2789              |
| 2.82%   | 2.17%        | 2.80%        | 1.45%         | 0.77%          | 0.52%             |
| BeNeLux | other Europe | USA & Canada | South America | Asia           | Rest of the World |
| 17620   | 5779         | 8837         | 1323          | 4420           | 9945              |
| 3.26%   | 1.07%        | 1.64%        | 0.24%         | 0.82%          | 1.84%             |

| per CATEGORY | B&B    | BACK PACKER | GUEST FARM | GUEST HOUSE | HOTEL PENSION | HOTEL over 30 | HOTEL under 30 | LODGE  | REST CAMP | SELF CATERING | TENTED CAMP | TENTED LODGE | NATIONAL       |
|--------------|--------|-------------|------------|-------------|---------------|---------------|----------------|--------|-----------|---------------|-------------|--------------|----------------|
| participants | 4      | 0           | 23         | 12          | 10            | 7             | 9              | 36     | 5         | 1             | 6           | 4            | <u>117</u>     |
| rooms AVLBL  | 6093   | 0           | 47660      | 32437       | 42297         | 266235        | 39497          | 180226 | 57102     | 2184          | 23105       | 20704        | <u>717540</u>  |
| rooms SOLD   | 2855   | 0           | 10280      | 17254       | 20830         | 129487        | 20129          | 66618  | 42254     | 237           | 11818       | 8273         | <u>330035</u>  |
| occupancy    | 46.86% | #DIV/0!     | 21.57%     | 53.19%      | 49.25%        | 48.64%        | 50.96%         | 36.96% | 74.00%    | 10.85%        | 51.15%      | 39.96%       | <u>46.00%</u>  |
| beds AVLBL   | 11574  | 0           | 115101     | 68103       | 87652         | 541444        | 83780          | 372115 | 126224    | 4368          | 43780       | 39642        | <u>1493783</u> |
| beds SOLD    | 5308   | 0           | 23771      | 28318       | 36419         | 184436        | 33254          | 124785 | 64431     | 425           | 22984       | 15870        | <u>540001</u>  |
| occupancy    | 45.86% | #DIV/0!     | 20.65%     | 41.58%      | 41.55%        | 34.06%        | 39.69%         | 33.53% | 51.04%    | 9.73%         | 52.50%      | 40.03%       | <u>36.15%</u>  |
| Leisure      | 4735   | 0           | 23771      | 25158       | 31053         | 92625         | 22622          | 117428 | 23571     | 425           | 22937       | 15870        | <u>380195</u>  |
| in %         | 89.20% | #DIV/0!     | 100.00%    | 88.84%      | 85.27%        | 50.22%        | 68.03%         | 94.10% | 36.58%    | 100.00%       | 99.80%      | 100.00%      | <u>70.41%</u>  |
| Business     | 573    | 0           | 0          | 3160        | 4604          | 60121         | 8013           | 3172   | 37324     | 0             | 47          | 0            | <u>117014</u>  |
| in %         | 10.80% | #DIV/0!     | 0.00%      | 11.16%      | 12.64%        | 32.60%        | 24.10%         | 2.54%  | 57.93%    | 0.00%         | 0.20%       | 0.00%        | <u>21.67%</u>  |
| Conference   | 0      | 0           | 0          | 0           | 762           | 31690         | 2619           | 4185   | 3536      | 0             | 0           | 0            | <u>42792</u>   |
| in %         | 0.00%  | #DIV/0!     | 0.00%      | 0.00%       | 2.09%         | 17.18%        | 7.88%          | 3.35%  | 5.49%     | 0.00%         | 0.00%       | 0.00%        | <u>7.92%</u>   |