

## MHRA Hotel Survey by Deloitte

### Key Highlights: Q4 2022 and Year to Date

#### Overview

After a difficult first quarter, tourist arrivals gained momentum in the last 3 quarters of the year.

On a cumulative basis, tourist arrivals for the whole year reached 83% of 2019 levels denoting a strong rebound from the Covid pandemic period.

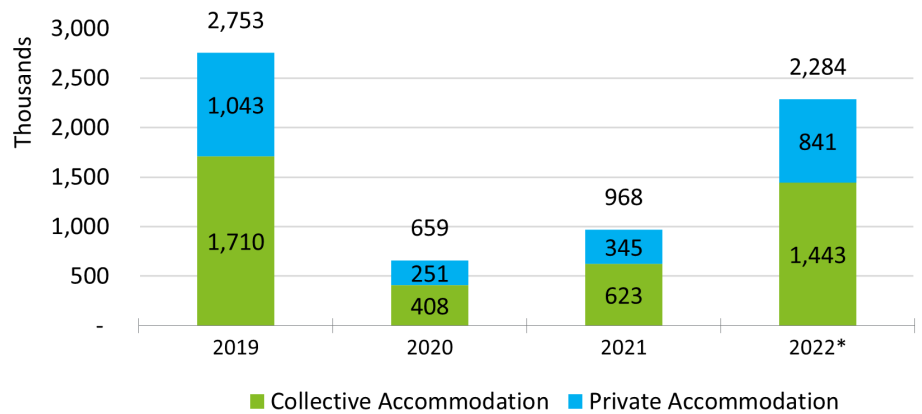
Average length of stay in 2022 was marginally higher than that registered in 2019 and cumulative guest nights reached 85.4% of 2019 levels.

Tourist average daily spend reached €121.86, which is 9.4% above the level of spend registered in 2019.

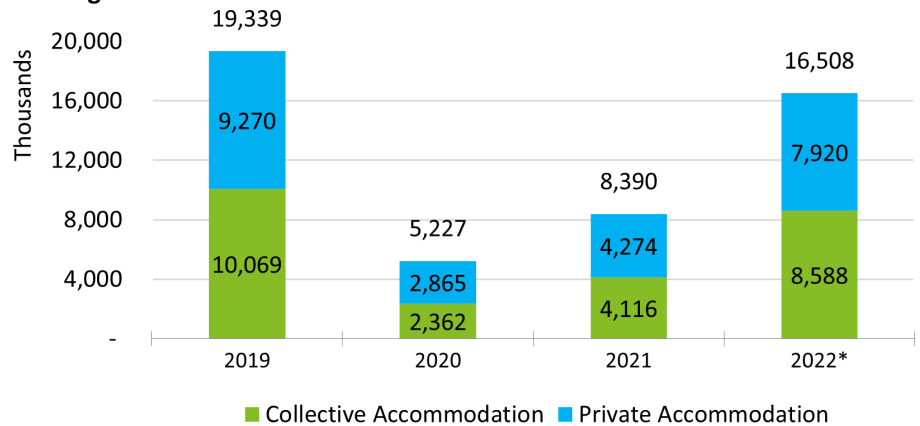
Total tourist expenditure in 2022 reached almost 91% of that achieved in the comparable period in 2019.

2022\*: December numbers have been estimated on the basis of actual passenger movements and previous month spend and average length of stay.

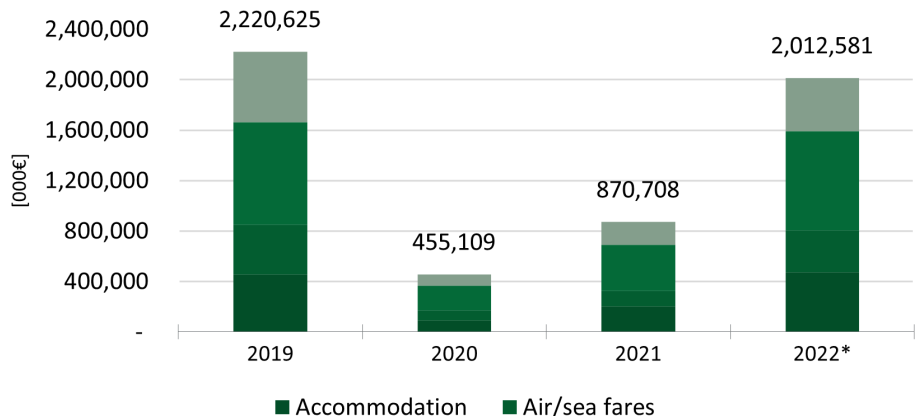
**Tourist arrivals - YTD**



**Guest nights - YTD**



**Tourist expenditure by category - YTD**

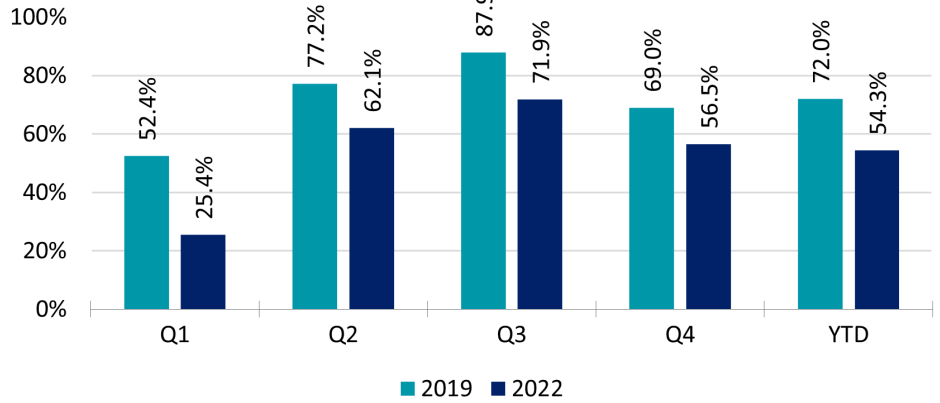


## Occupancy

5-star occupancy levels in Q4 reached at 56.5%, equivalent to nearly 82% of 2019 occupancy rates.

Occupancy levels for the whole of 2022 reached 75% of 2019 levels. The average is impacted by the very low occupancy rates registered during the first quarter of this year due to ongoing Covid-19 disruptions and restrictions.

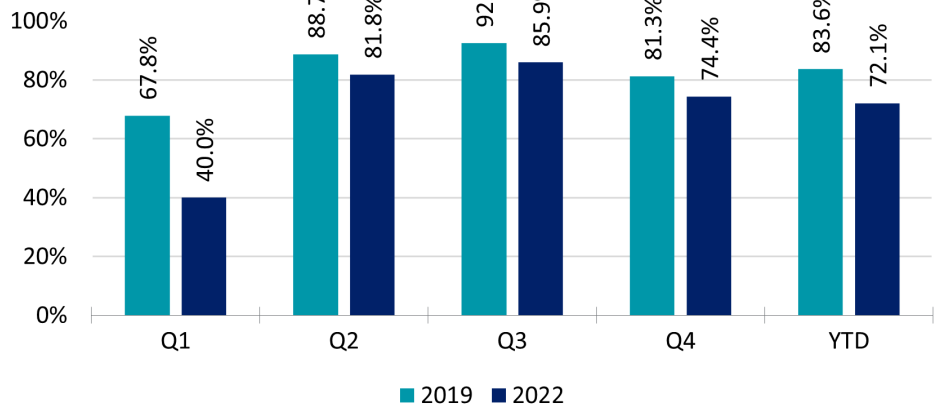
**Occupancy (%) - 5 STAR**



4-star hotels registered occupancy levels of nearly 75% in Q4, which is 8.5% lower than 2019 levels.

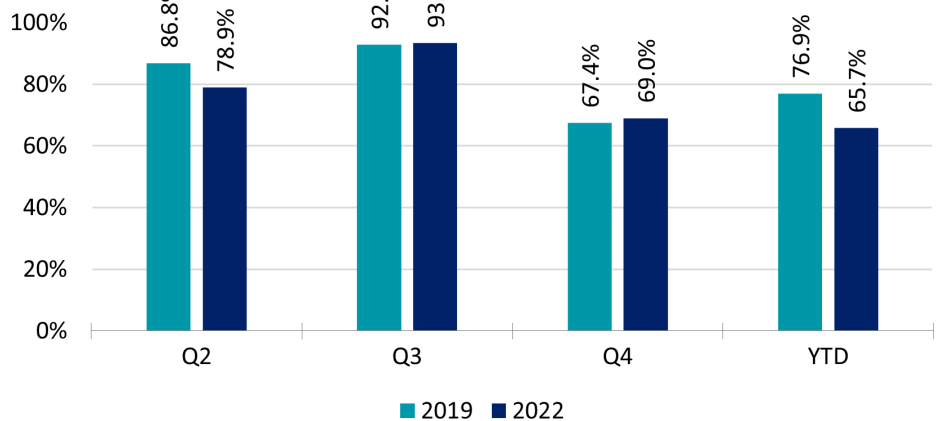
With an average of 72.1% occupancy rates for the whole of 2022, operators reached 87% of 2019 levels.

**Occupancy (%) - 4 STAR**



For the second consecutive quarter, participating 3-star hotels recorded an improved performance when compared to the same periods in 2019. The average occupancy in Q4 reached 69%. The 2022 figures reached nearly 86% of occupancy levels reported in 2019.

**Occupancy (%) - 3 STAR**

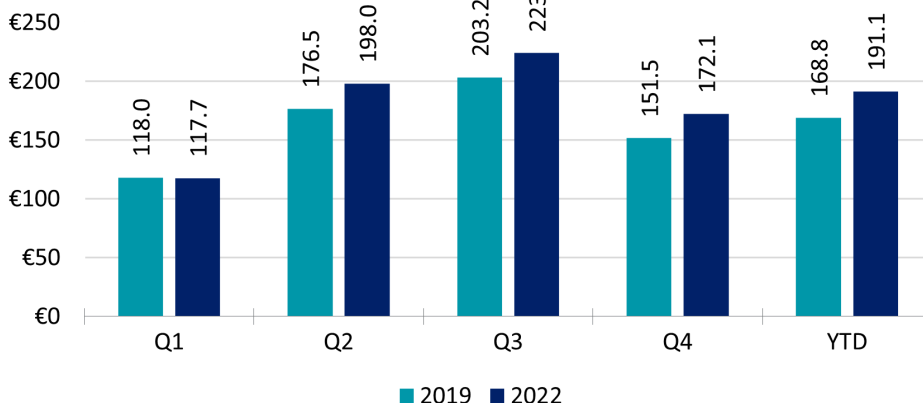


## ADR

In Q4, reported Average Daily Rates were €172.1 or 13.6% higher than the rates registered in 2019.

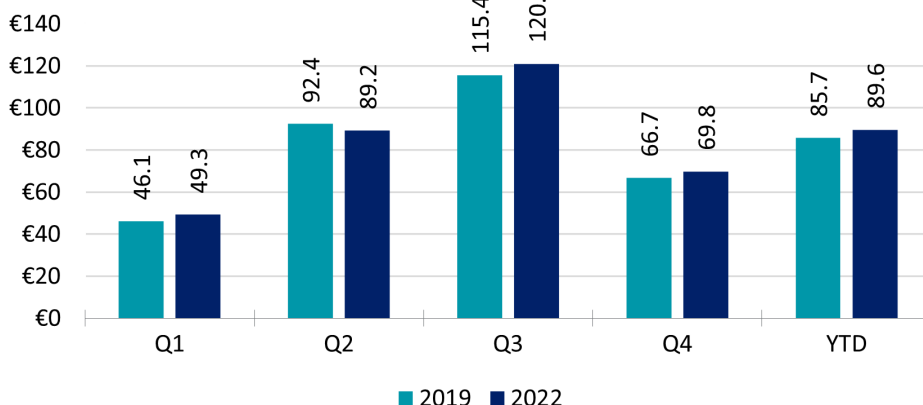
For the year, 2022 ADR was 13.2% higher than that reported during 2019.

**ADR (€) - 5 STAR**



The strong rate of €120.8 in Q3 and continued upward swing in the last quarter enabled 4-star hotels to surpass the rates achieved in 2019 by 4%.

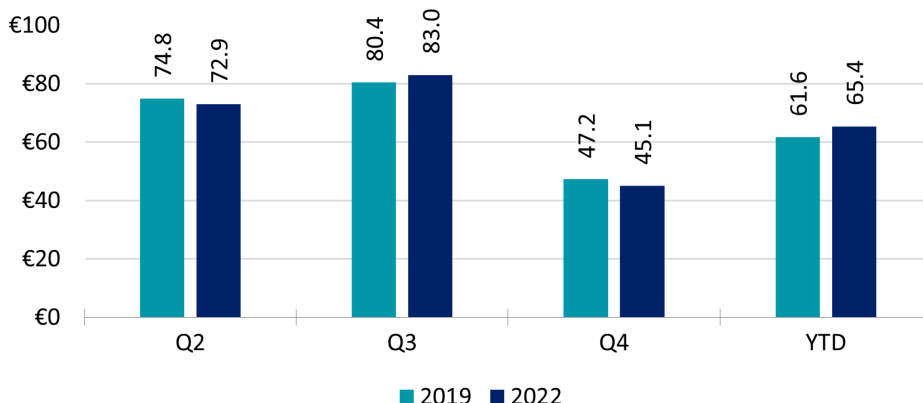
**ADR (€) - 4 STAR**



A similar pattern was noted in the 3-Star category hotels with strong rates reported in the third quarter, and slightly lower rates in the last quarter when compared to 2019.

3-star hotels concluded the year with stronger rates than those achieved over 2019.

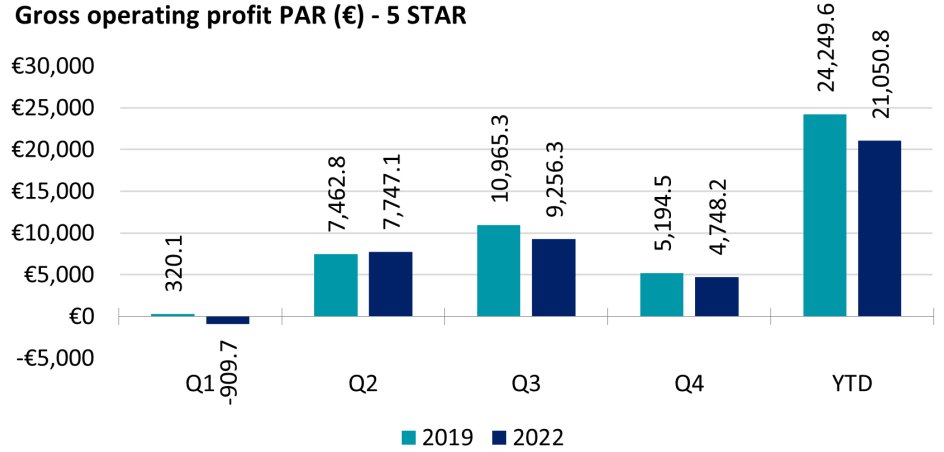
**ADR (€) - 3 STAR**



## GOPAR

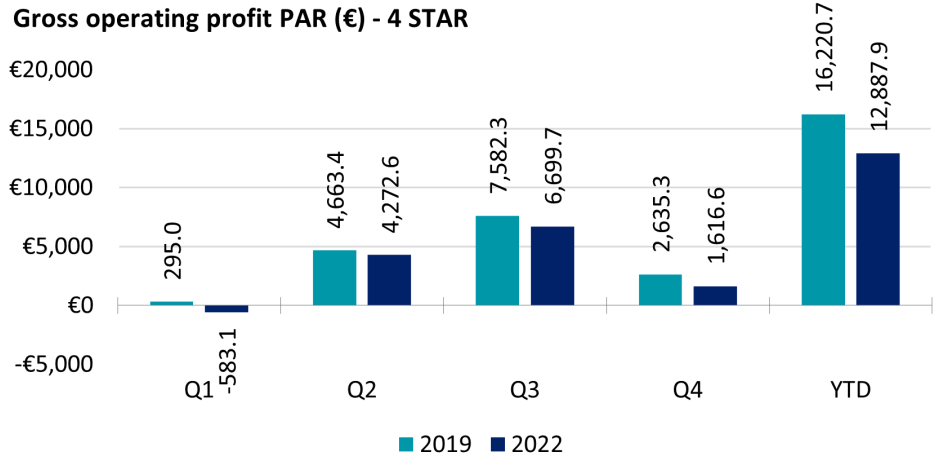
The strong occupancy levels in Q3 2022, coupled with stronger room rates, higher food and beverage spend, and tighter control over expenses enabled 5-star hotels to contain their decline in gross operating profit per available room for the year to less than 14% below 2019 levels.

**Gross operating profit PAR (€) - 5 STAR**



In the fourth quarter of last year and the whole of 2022, 4-star hotels registered GOPAR rates which were 63% and 79% respectively of those registered during the comparable periods in 2019.

**Gross operating profit PAR (€) - 4 STAR**



## Contact us:

### Raphael Aloisio

Leader – Financial Advisory

Tel: +356 2343 2000

Email: [raloisio@deloitte.com.mt](mailto:raloisio@deloitte.com.mt)

### Michael Reginiano

Senior – Financial Advisory

Tel: +356 2343 2349

Email: [mreginiano@deloitte.com.mt](mailto:mreginiano@deloitte.com.mt)

### Andre' Fenech

Senior Manager – Financial Advisory

Tel: +356 2343 2326

Email: [anfenech@deloitte.com.mt](mailto:anfenech@deloitte.com.mt)

# Deloitte.

Deloitte Place,  
Triq L-Intornjatur,  
Central Business District,  
CBD 3050,  
Malta

+356 2343 2000

[info@deloitte.com.mt](mailto:info@deloitte.com.mt)

[www.deloitte.com/mt](http://www.deloitte.com/mt)

The Deloitte Malta firm consists of (i) Deloitte, a civil partnership regulated in terms of the laws of Malta, constituted between limited liability companies, operating at Deloitte Place, Triq L-Intornjatur, Central Business District, CBD 3050 Malta and (ii) the affiliated operating entities: Deloitte Advisory and Technology Limited (C23487), Deloitte Audit Limited (C51312), Deloitte Corporate Services Limited (C103276) and Deloitte Tax Services Limited (C51320), all limited liability companies registered in Malta with registered offices at Deloitte Place, Triq L-Intornjatur, Central Business District, CBD 3050 Malta. Deloitte Corporate Services Limited is authorised to act as a Company Service Provider by the Malta Financial Services Authority. Deloitte Audit Limited is authorised to provide audit services in Malta in terms of the Accountancy Profession Act. The Deloitte Malta firm is an affiliate of Deloitte Central Mediterranean S.r.l., a company limited by guarantee registered in Italy with registered number 09599600963 and its registered office at Via Tortona no. 25, 20144, Milan, Italy. For further details, please visit [www.deloitte.com/mt/about](http://www.deloitte.com/mt/about).

Deloitte Central Mediterranean S.r.l. is the affiliate for the territories of Italy, Greece and Malta of Deloitte NSE LLP, a UK limited liability partnership and member firm of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"). DTTL and each of its member firms are legally separate and independent entities. DTTL, Deloitte NSE LLP and Deloitte Central Mediterranean S.r.l. do not provide services to clients. Please see [www.deloitte.com/about](http://www.deloitte.com/about) to learn more about our global network of member firms.

Deloitte provides industry leading audit and assurance, tax and related services, consulting, financial advisory, and risk advisory services to nearly 90% of the Fortune Global 500® and thousands of private companies. Our professionals deliver measurable and lasting results that help reinforce public trust in capital markets, enable clients to transform and thrive, and lead the way toward a stronger economy, a more equitable society and a sustainable world. Building on its 175 plus year history, Deloitte spans more than 150 countries and territories. Learn how Deloitte's more than 415,000 people worldwide make an impact that matters at [www.deloitte.com](http://www.deloitte.com).

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited ("DTTL"), its global network of member firms or their related entities (collectively, the "Deloitte organisation") is, by means of this communication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser.

No representations, warranties, or undertakings (express or implied) are given as to the accuracy or completeness of the information in this communication, and none of DTTL, its member firms, related entities, employees, or agents shall be liable or responsible for any loss or damage whatsoever arising directly or indirectly in connection with any person relying on this communication.

© 2023. For information, contact Deloitte Malta.