



# TOURISM SECTOR PERFORMANCE FY 2023

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# EXECUTIVE SUMMARY



## 4054 k international visitors arrived in Qatar in 2023

- Split of arrival mode by FY 2023: Air (55.5%), Land (35.5%) and Sea (9%)
- Saudi Arabia continues to be the top contributor to international arrivals for 2023 to Qatar with ~1023 k visitors, constituting 25% of total visitors coming in by FY 2023.
- Remaining top 10 visitor markets were India (10%), Germany (4%), USA (4%), UK (4%), Kuwait (3%), Bahrain (3%), Oman (3%), U.A.E (3%), Pakistan (2%)
- International arrivals reach an all-time high demonstrating sustained recovery in tourism post pandemic



## Overall RevPAR and ADR remains stable compared to pre-FIFA levels; occupancy 1 ppt higher than 2022

- Demand continues to grow steadily with growth in tourist arrivals - demand reached ~8.2 M room-nights in 2023, 23% above 2022 and set a new record for room-nights in Qatar
- Room supply stands at 39.1 k keys as of December 2023
- Key hotel industry metrics in 2023:
  - FY occupancy: 58% – up by 1% point vs. FY 2022
  - FY ADR : 408 QAR – 45% below FY 2022
  - FY RevPAR : 236 QAR – down by 44% vs. FY 2022

# QATAR SURPASSED 4 M INT. VISITORS IN 2023



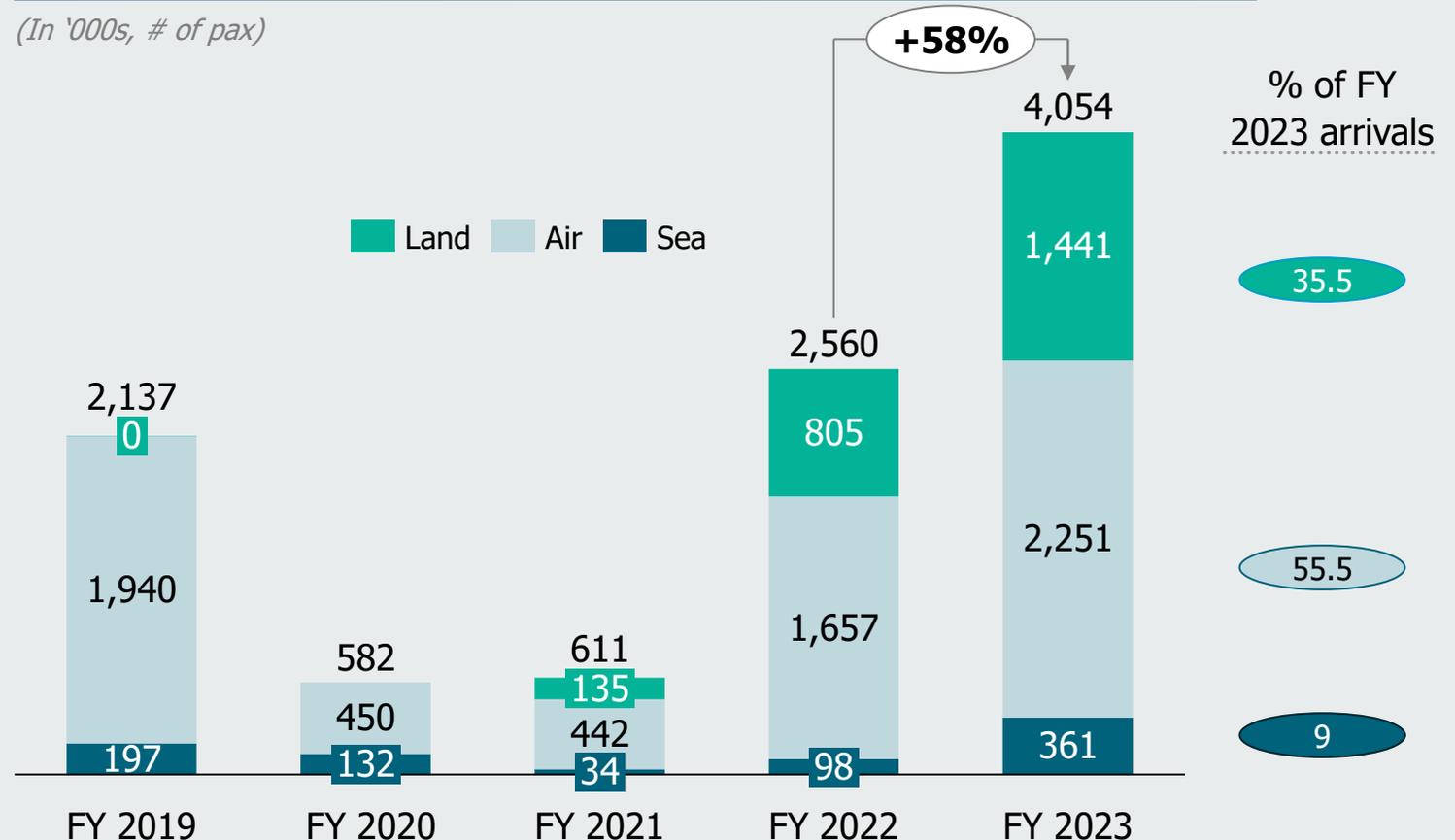
## Highlights

- Record-breaking year for arrivals in Qatar, 4.05 M visitors welcomed
- Full year arrivals are up from last year by 58%
- Saudi Arabia continues to be the top contributor to international arrivals for 2023 to Qatar with more than 1022 k visitors, contributing 25% of total visitors

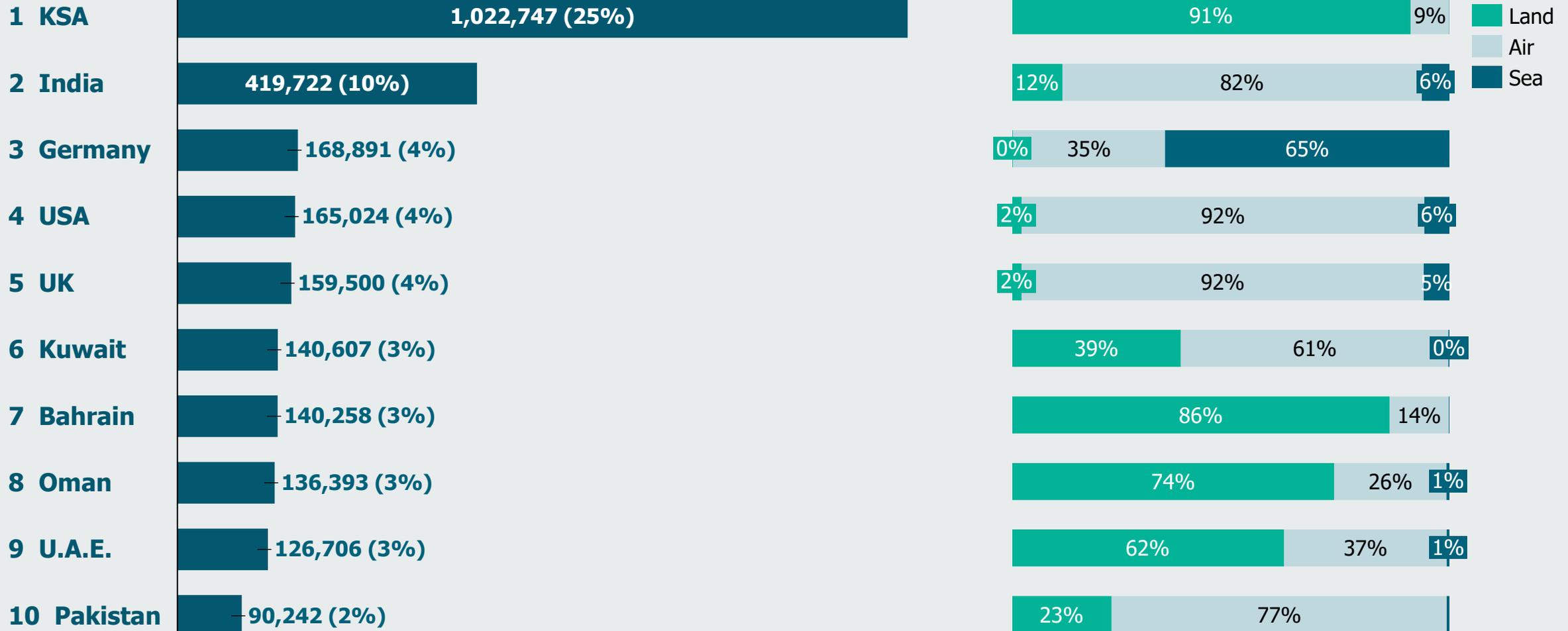


## FY performance across years

(In '000s, # of pax)



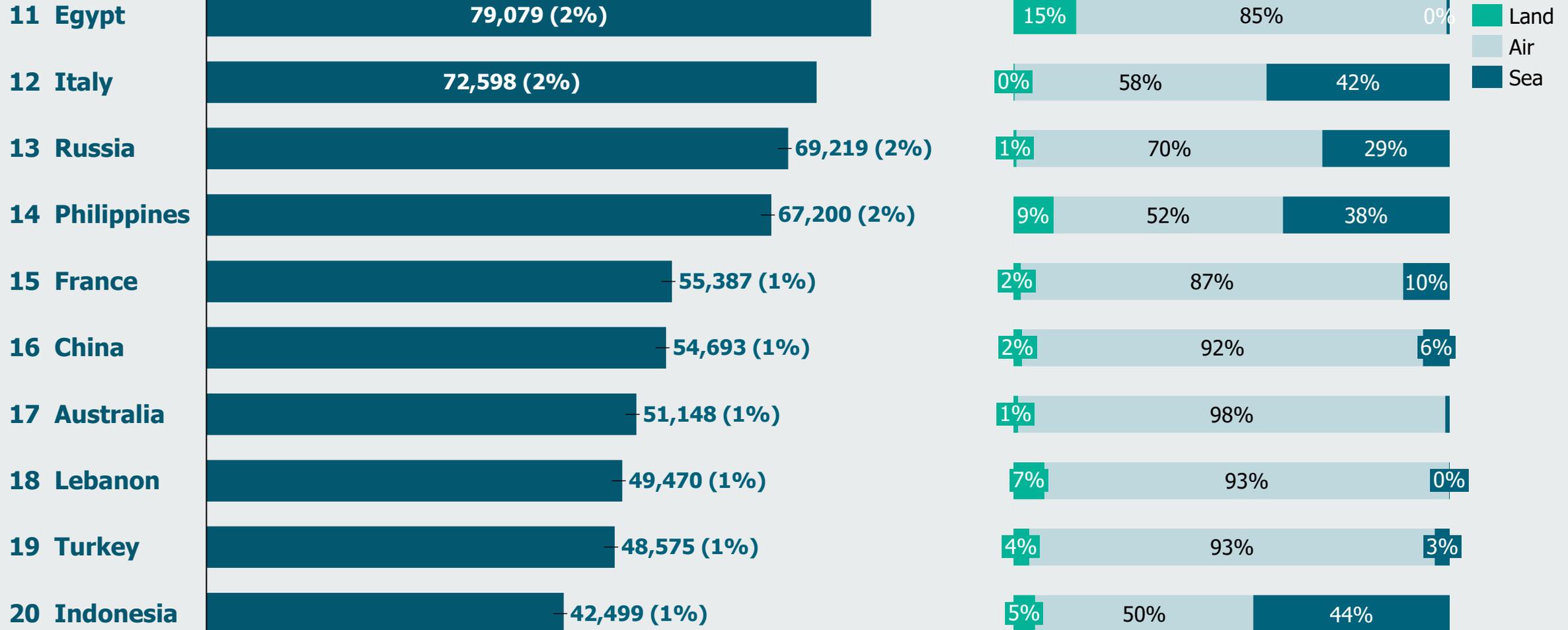
# KSA HOLDS TOP SPOT WITH 25% OF ALL 2023 ARRIVALS



Source: Ministry of Interior, Qatar Tourism

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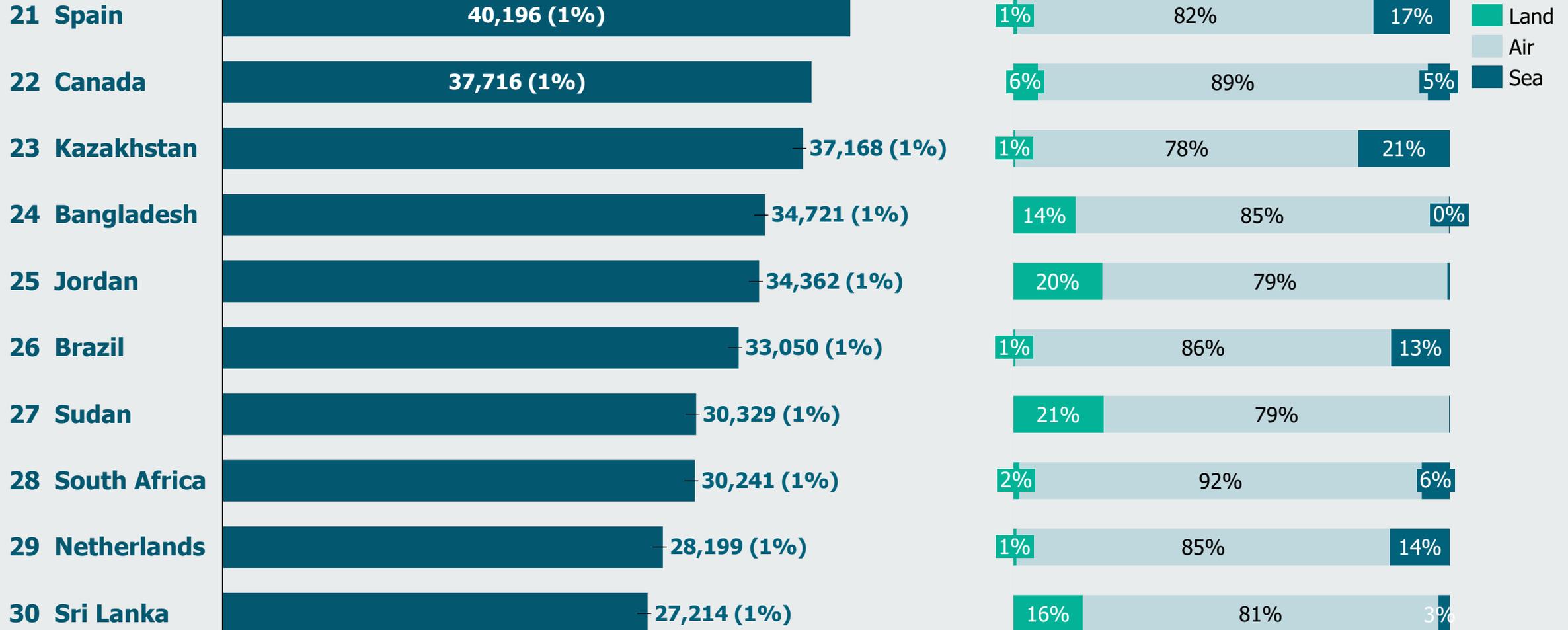
# TOP 11-20 ARRIVALS COUNTRIES FY 2023



Source: Ministry of Interior, Qatar Tourism

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# TOP 21-30 ARRIVALS COUNTRIES FY 2023



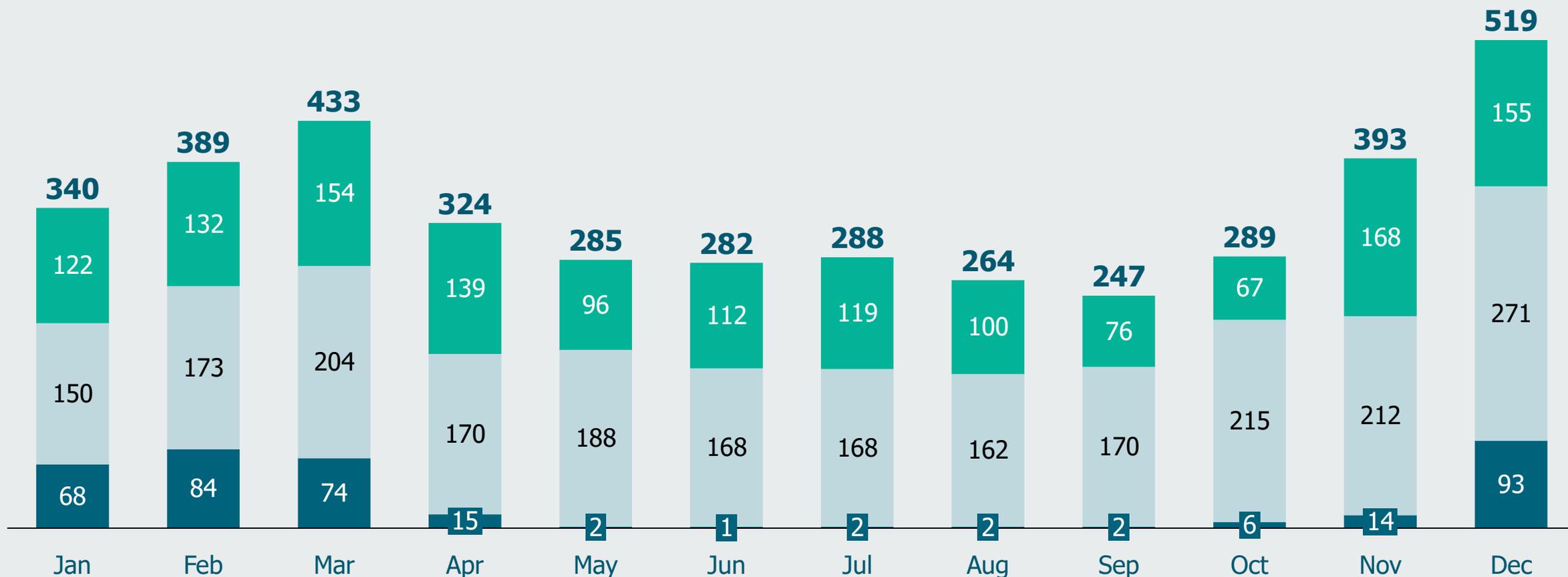
Source: Ministry of Interior, Qatar Tourism

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# DEC 2023 SETS A NEW RECORD IN ARRIVAL NUMBERS\*

(In '000s, # of pax)

Land Air Sea



Source: Ministry of Interior, Qatar Tourism

\* Only FIFA months November + December 2022 had higher arrival numbers

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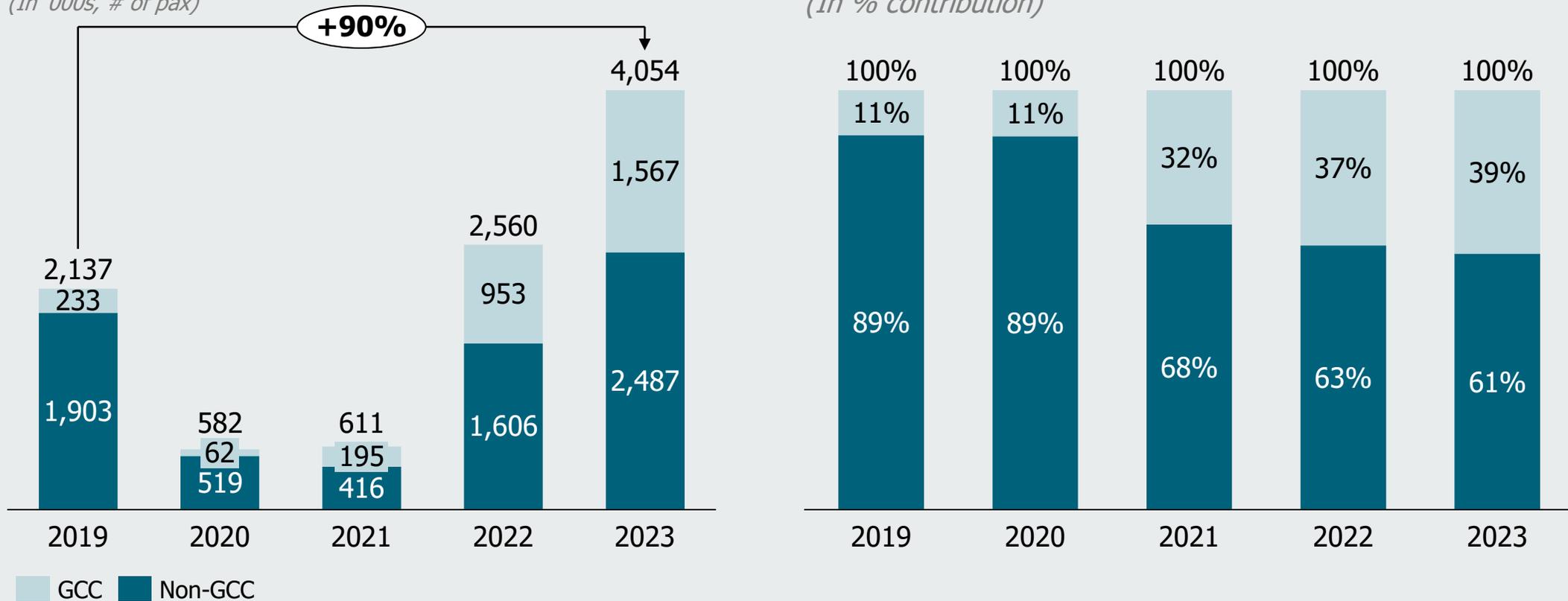
# GCC CONTRIBUTION STANDS AT 39% OF ARRIVALS



## FY 2023 performance by GCC vs. Non-GCC Countries

(In '000s, # of pax)

(In % contribution)

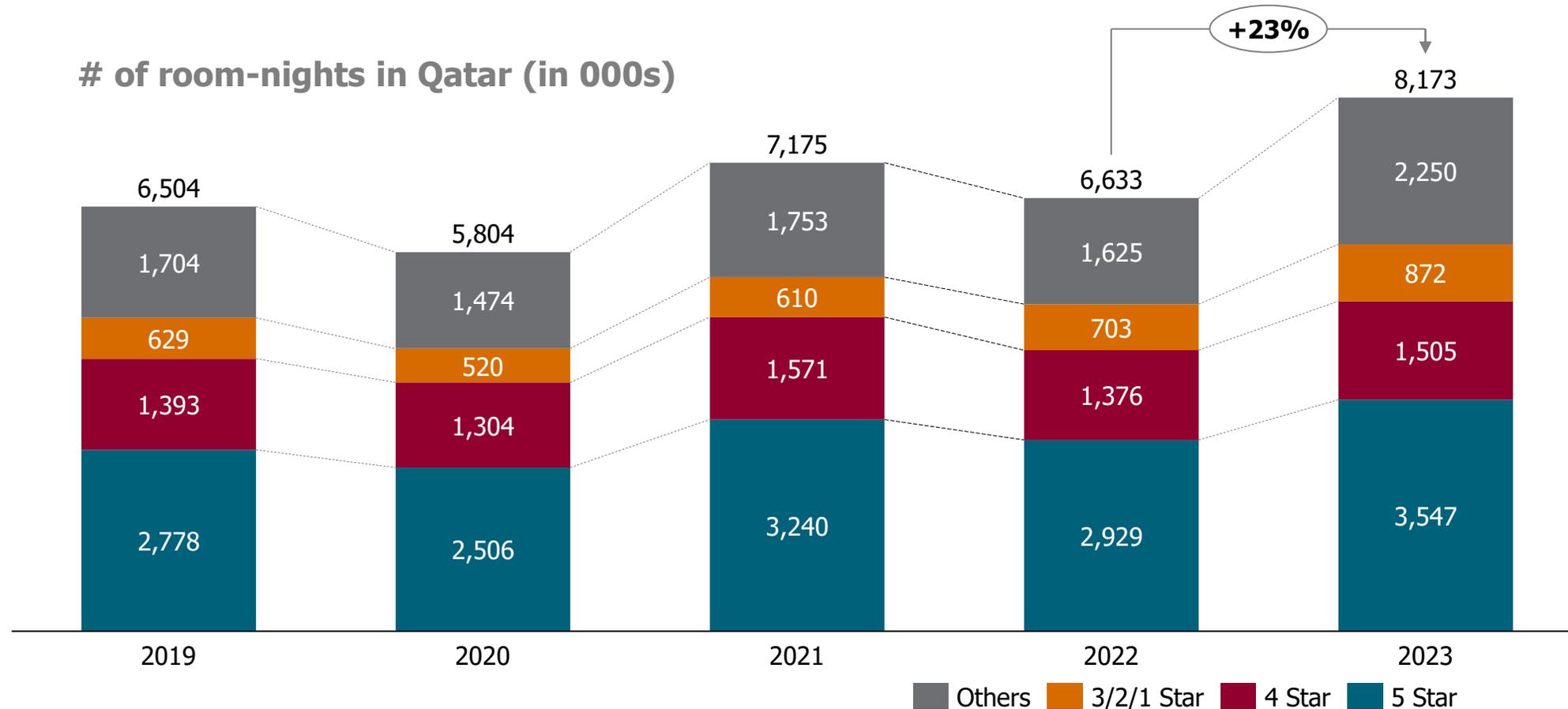


Source: Ministry of Interior, Qatar Tourism

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# ROOM-NIGHT DEMAND HITS RECORD HIGH OF 8.2 M

Highest demand in last 5 years by the end of Q4 2023, 26% above pre-pandemic levels (2019)

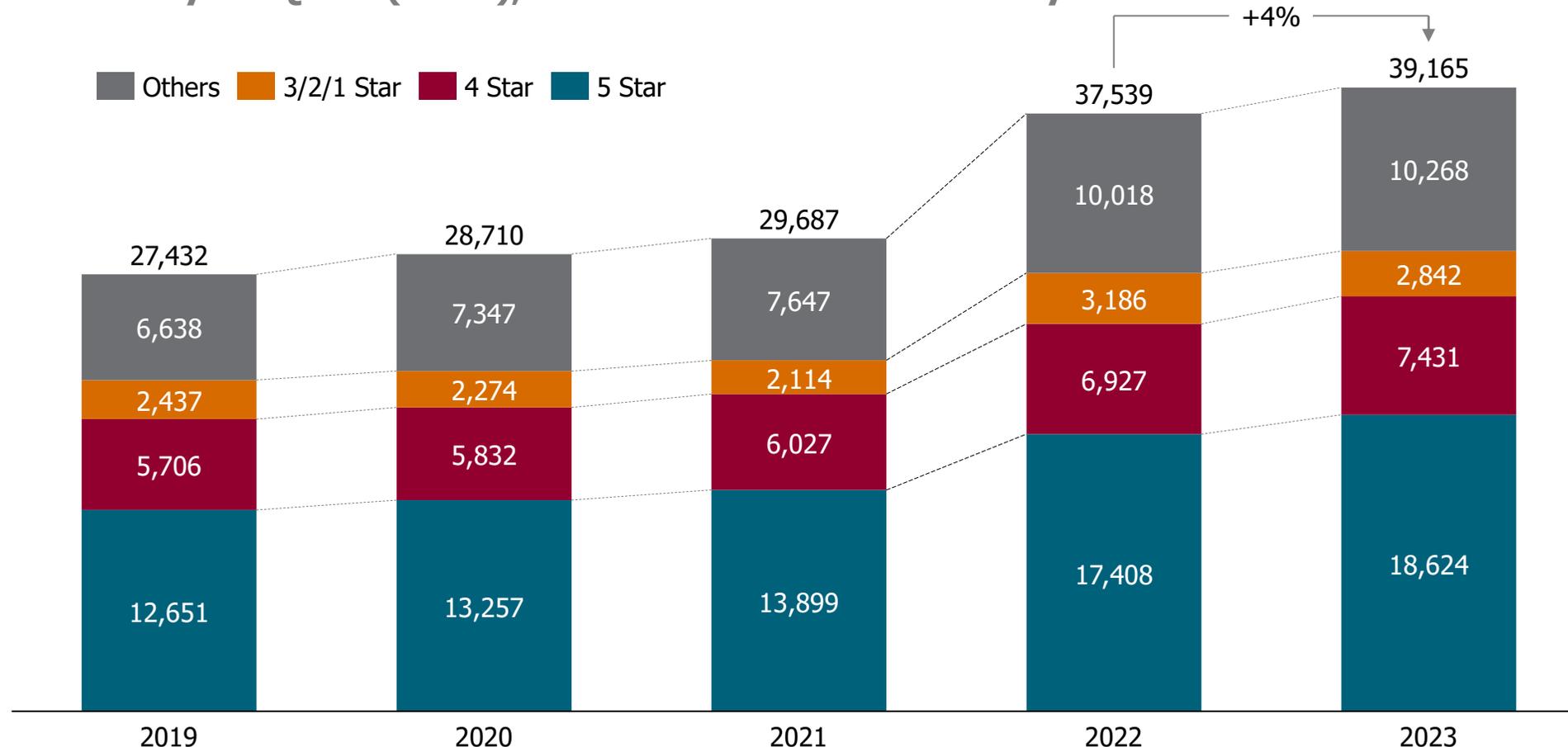


Properties that have been utilized as quarantine/Covid - 19 response facilities are included in the calculation  
 Category 'Others' includes deluxe and standard hotel apartments, and excludes serviced apartments  
 Source : STR, Qatar Tourism

# ROOM SUPPLY GROWTH SLOWS DOWN TO 4%

Overall permanent supply grew by 4% to 39.2 k keys (Dec 2023) from 37.5 k keys at the end of 2022

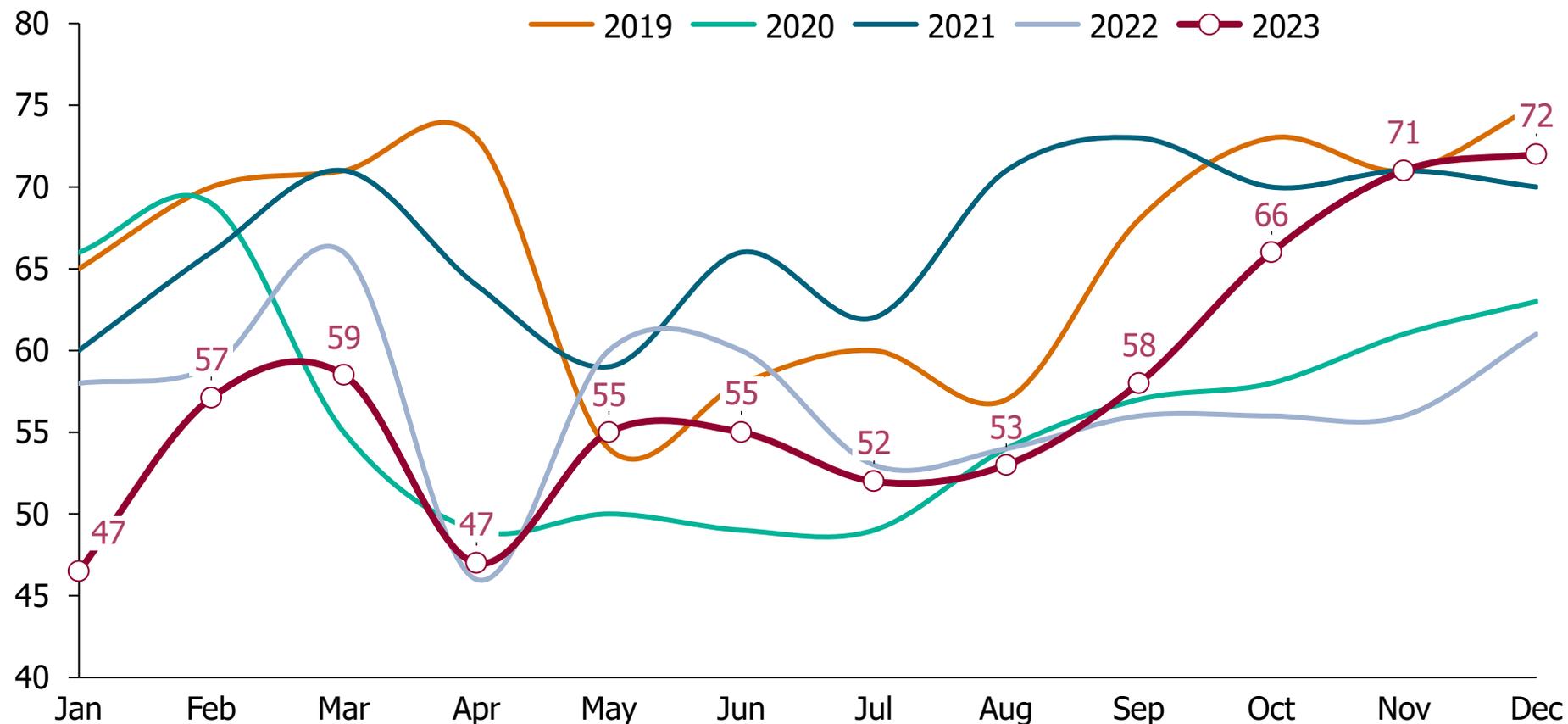
# of hotel room-keys in Qatar ('000s); as on December 31<sup>st</sup> of each year



Properties that have been utilized as quarantine/Covid - 19 response facilities are included in the calculation  
Category 'Others' includes deluxe and standard hotel apartments, and excludes serviced apartments  
Source : STR, Qatar Tourism

# 58% FULL-MARKET OCCUPANCY FOR FY 2023

Monthly occupancy rates rose to 72% in December 2023, second only to FIFA 2022 peak season in last 5 years



## FY 2019-2023

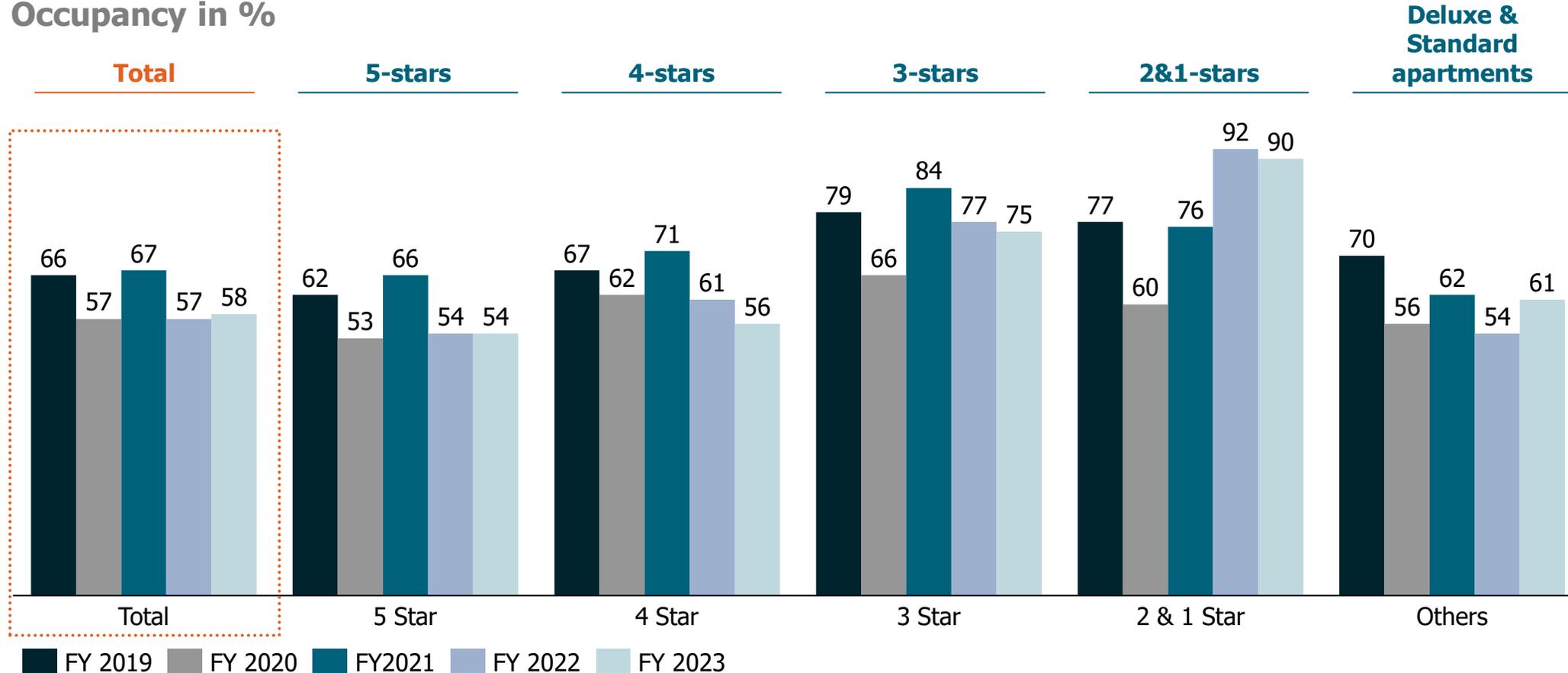
- 66% 2019
- 57% 2020
- 67% 2021
- 57% 2022
- 58% 2023**

Properties that have been utilized as quarantine/Covid - 19 response facilities are included in the calculation  
 Category 'Others' includes deluxe and standard hotel apartments, and excludes serviced apartments  
 Source : STR, Qatar Tourism

# YoY OCCUPANCY REMAINS FLAT

FY 2023 occupancy at 58%, 1 ppt higher than FY 2022, 5 star occupancy at par

## Occupancy in %

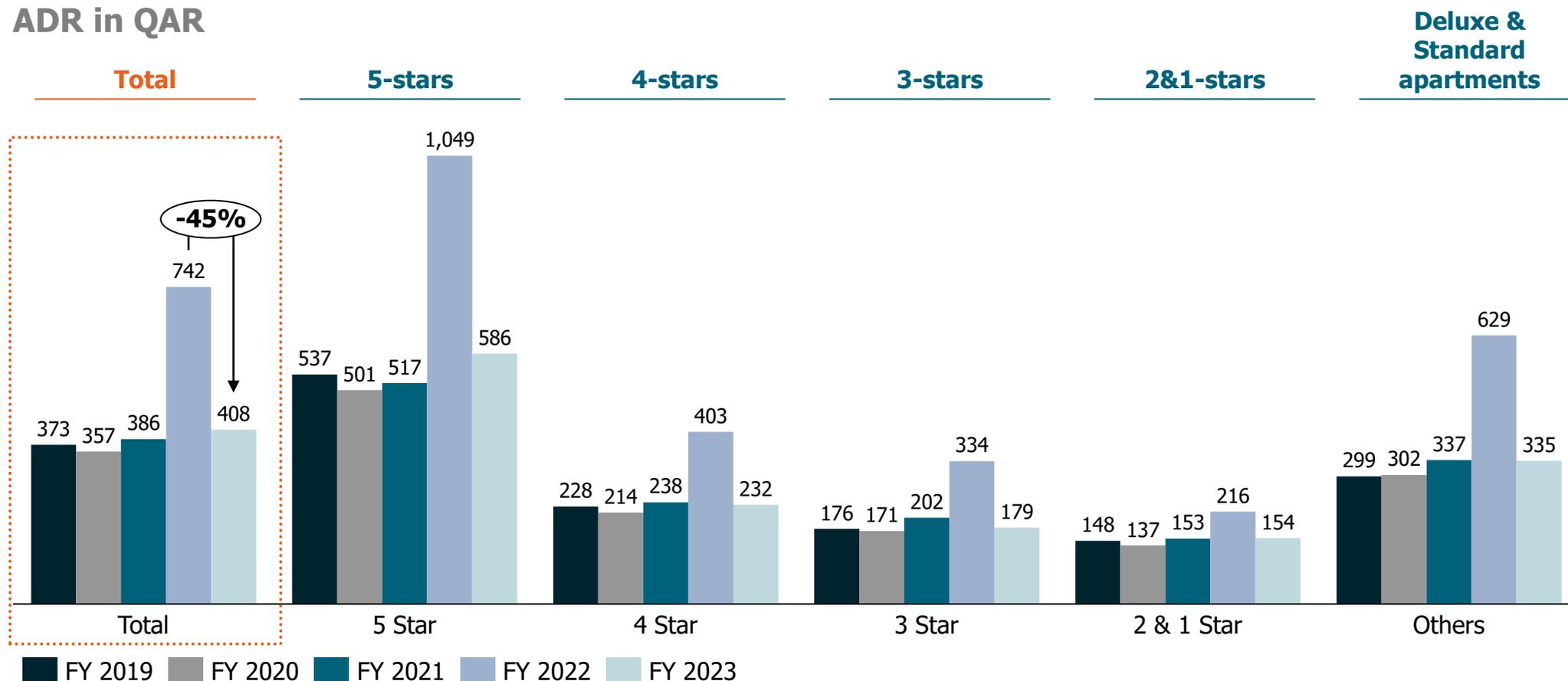


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 Source : STR, Qatar Tourism

# OVERALL MARKET ADR SLIGHTLY ABOVE PRE-FIFA PERIOD

5 Star ADR highest in last 5 years except 2022 FIFA spike

## ADR in QAR

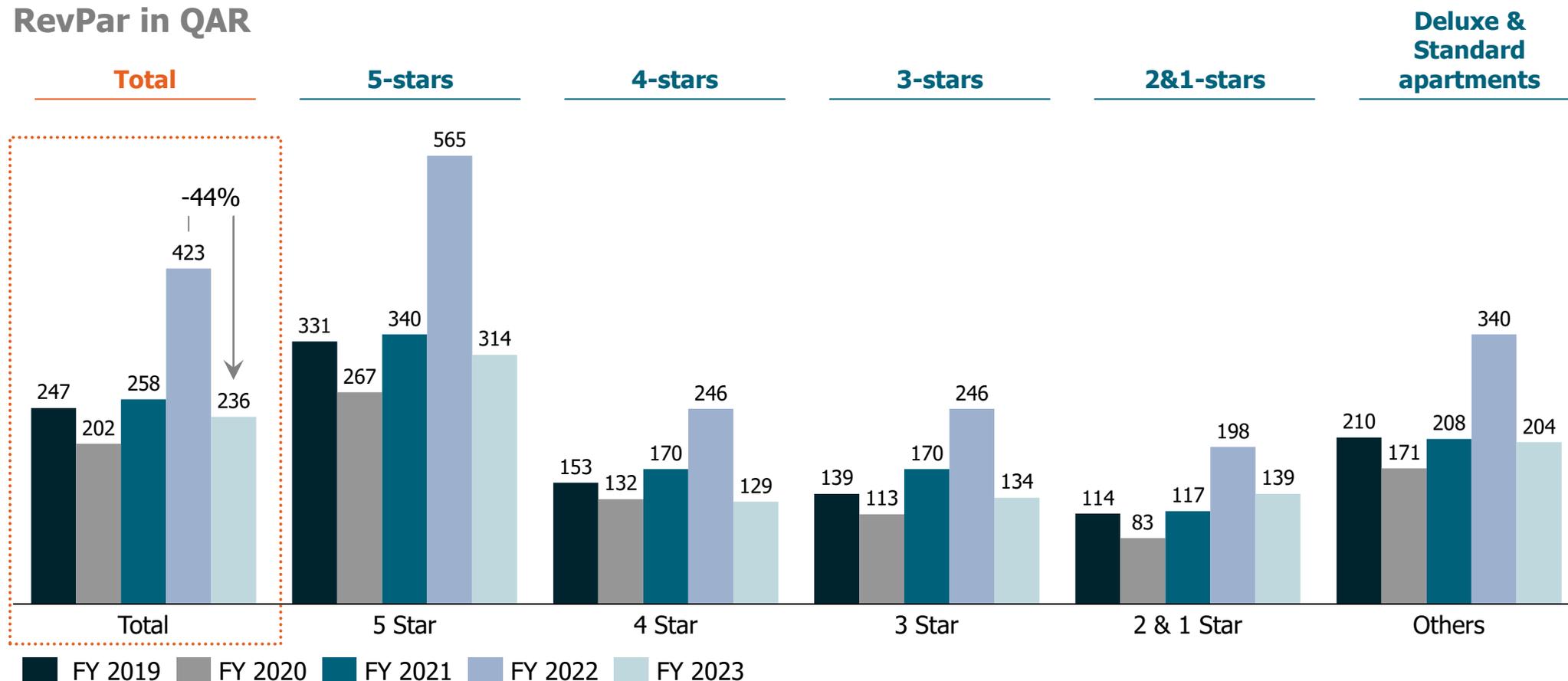


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 Source : STR, Qatar Tourism

# RevPAR DISPLAYS SLIGHT DECLINE DUE TO SUPPLY GROWTH

OVERALL RevPAR DECLINED BY 44% VS FY 2022

## RevPar in QAR



Properties that have been utilized as quarantine/Covid - 19 response facilities are included in the calculation  
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 Source : STR, Qatar Tourism

visit  
QATAR

