



LVRA Annual Conference

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STR, collecting data since 1985 - STR, renkame duomenis nuo 1985 metų



over
30 years
of expertise

A teal laurel wreath is positioned below the text, framing the number '30'.

66,000
hotel customers
globally (properties)



8.9 million
rooms on the platform



Data from
180 countries



What we do – Apie mus

STR can assist in a range of areas



Research Studies

- Whitepapers
- Renginių poveikis
- Regioninės veiklos apžvalgos
- Ad Hoc analizė



Analysis

- Kompresija
- Savaitės diena
- Renginių poveikis
- Individuali kliento ataskaita

Performance Reports

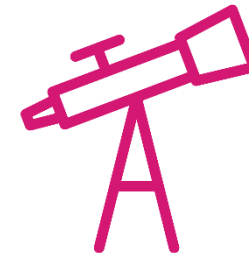


- Occ, ADR, RevPAR
- Pasiūla / paklausa
- Pajamos
- P&L Pelno & Nuostolio ataskaita



Supply Reports

- Esama pasiūla
- Ateities pasiūla
- Būsimi projektai
- Charakteristikos

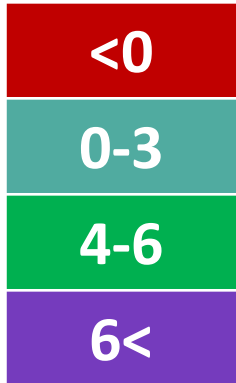
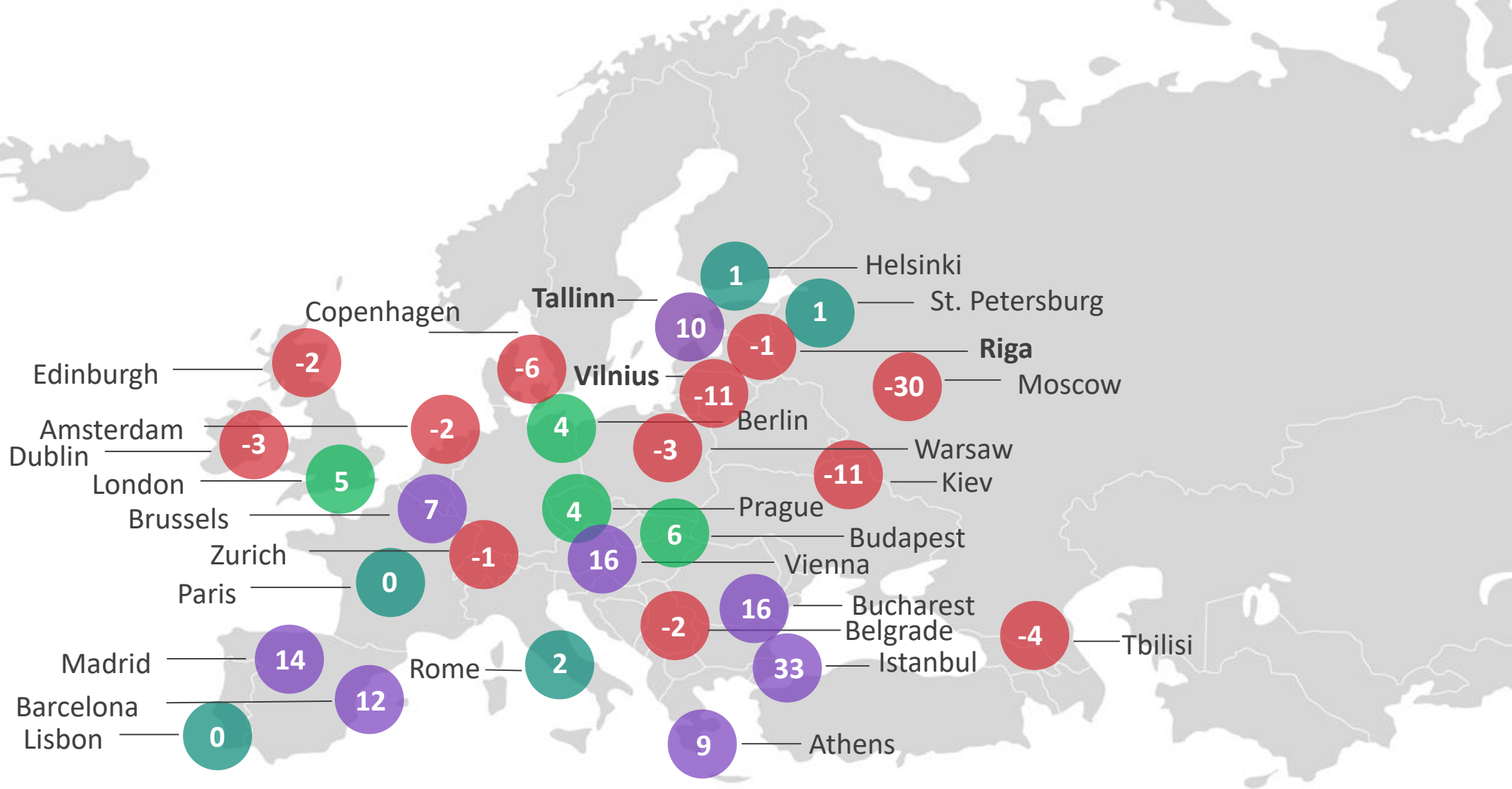


Forecast Reports

- Pagrindiniai KPI
- Makroekonominis indėlis
- Mikroekonominis indėlis
- 5 metai / 6 ketvirčiai / 18 mėnesių

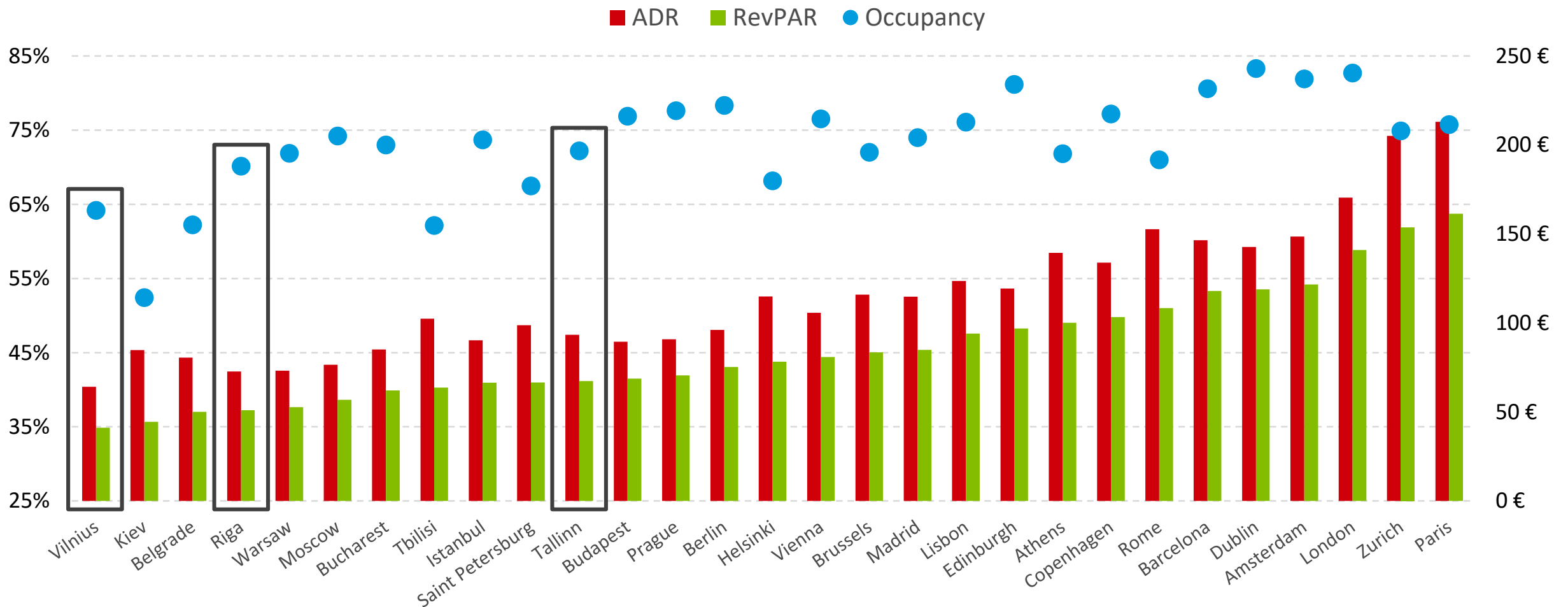
Mitigated Europe - Skirtingi veiklos rezultatai Europoje

Europe – RevPAR % Change, Local Currency, August 2019 YTD



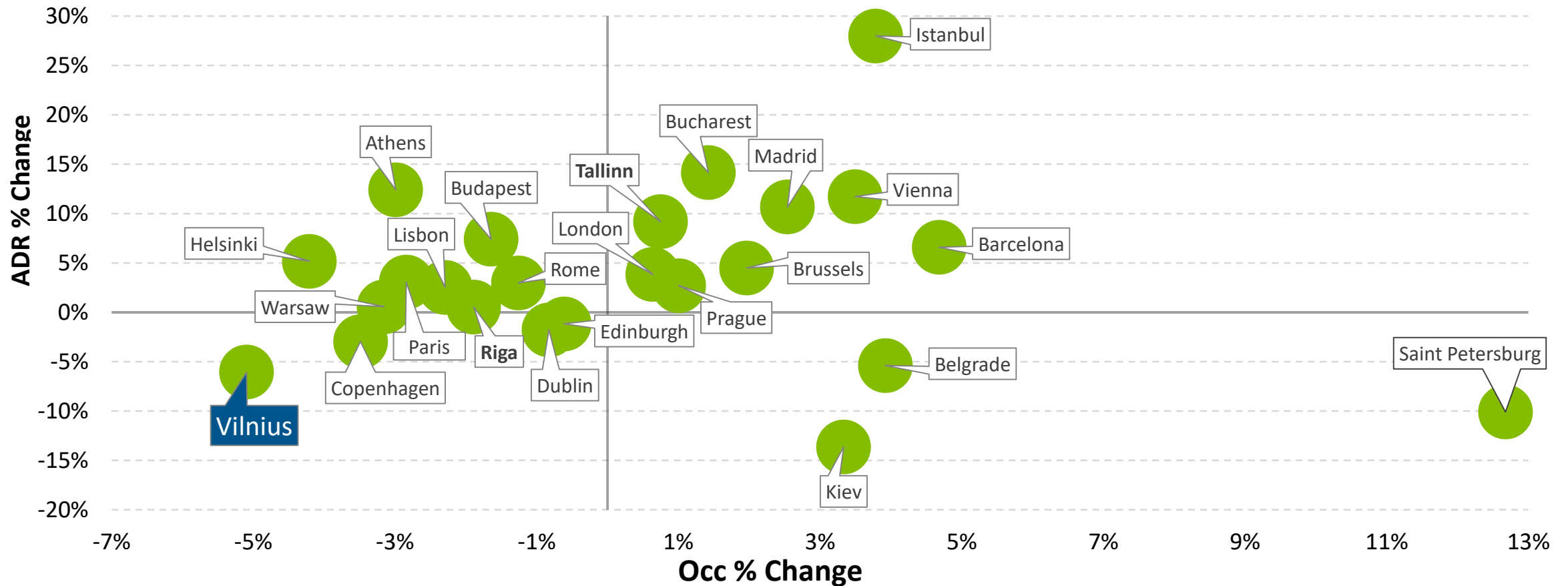
Vilnius & Riga seeing the impact of new hotel supply

Occupancy, ADR, RevPAR, EUR, August 2019 YTD



Most Markets Grew ADR & OCC

Europe Cities – Occupancy, ADR, RevPAR % Change
LC, August YTD 2019





Lithuania's Hotel Performance

Vilnius & Regional Lithuania - Main KPIs

EUR, August 2019 YTD



64%

Occupancy

-5.2%

€64

ADR

-6.0%

€41

RevPAR

-10.9%

68%

Occupancy

+1.9%

€53

ADR

+7.0%

€36

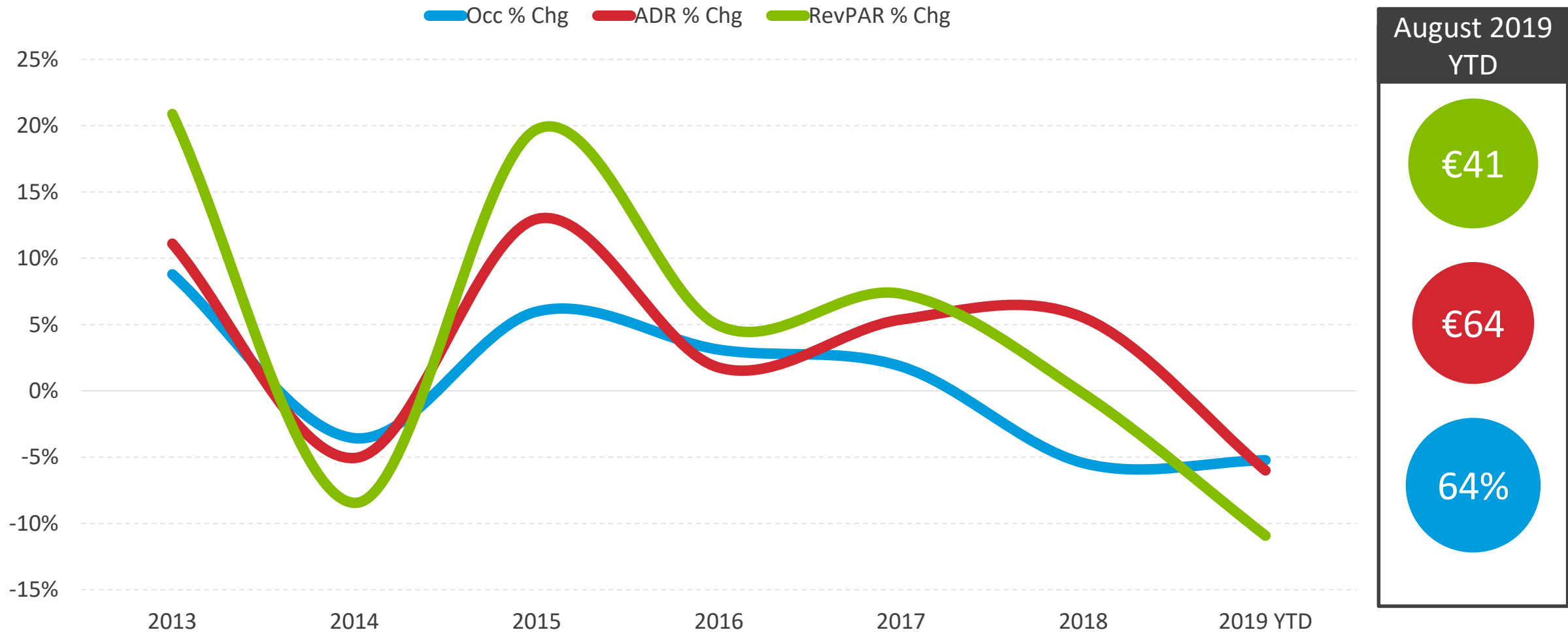
RevPAR

+9.0%



Vilnius – Occ is slowly bouncing back from supply growth

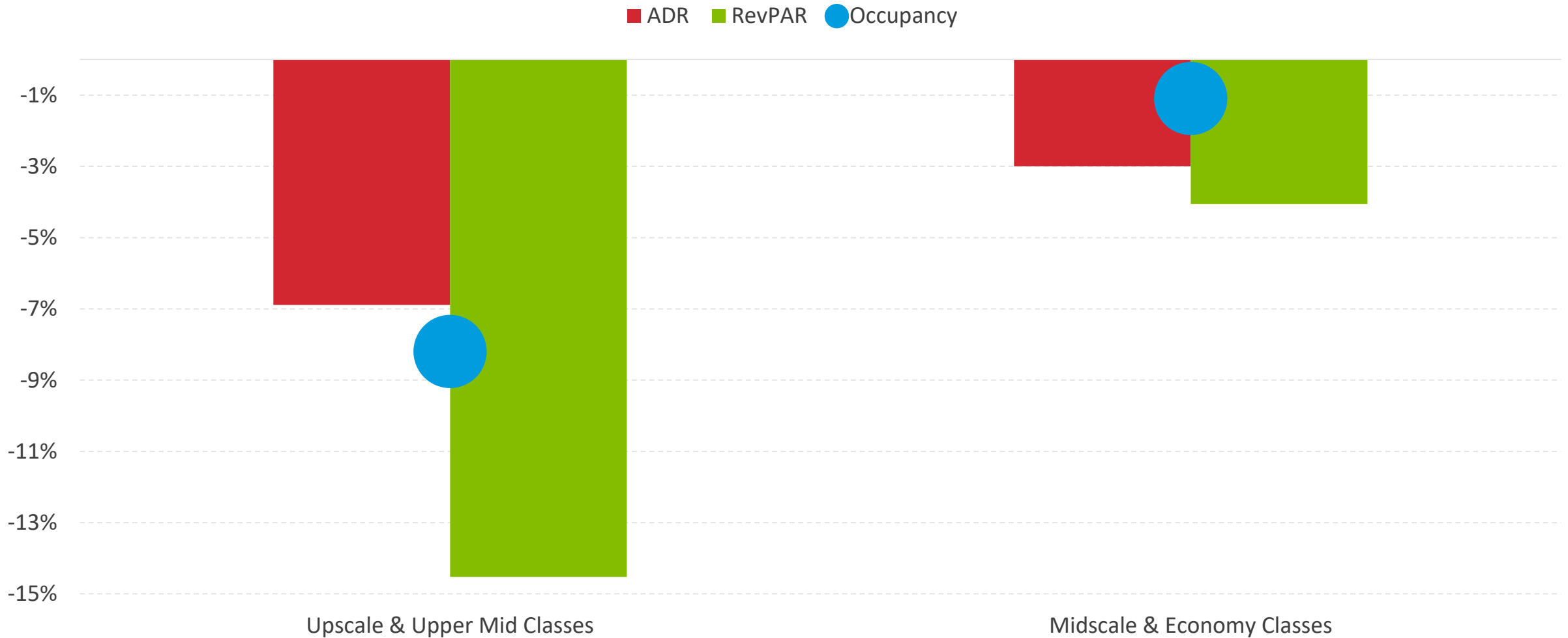
Full Year 2013 – 2018, August 2019 YTD, EUR
Occ, ADR & RevPAR % Change



Vilnius Hotel Performance by ADR Class

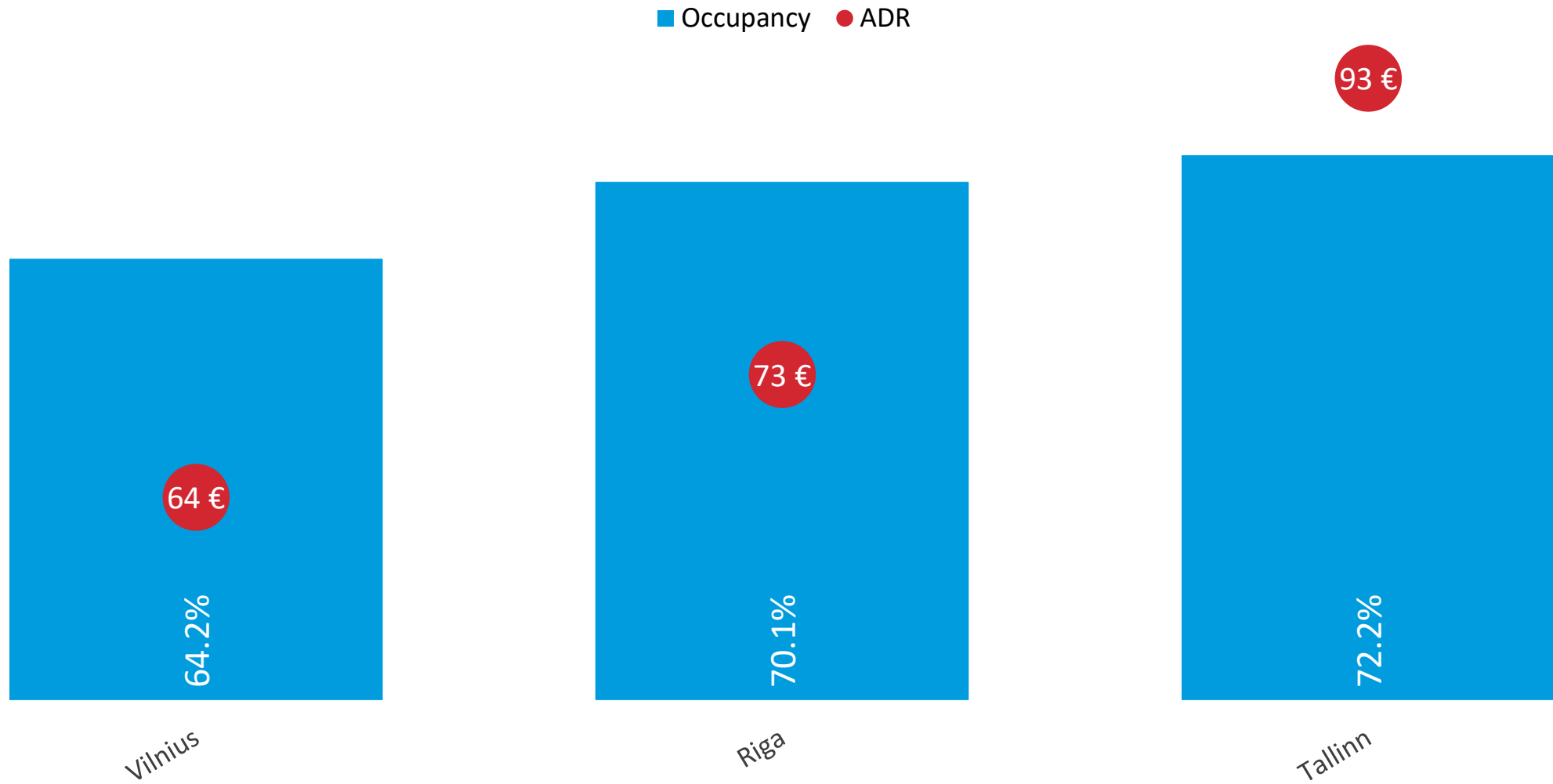
Vilniaus viešbučių veiklos analizė pagal ADR klasę

Occ, ADR, RevPAR % Change
EUR, August 2019 YTD



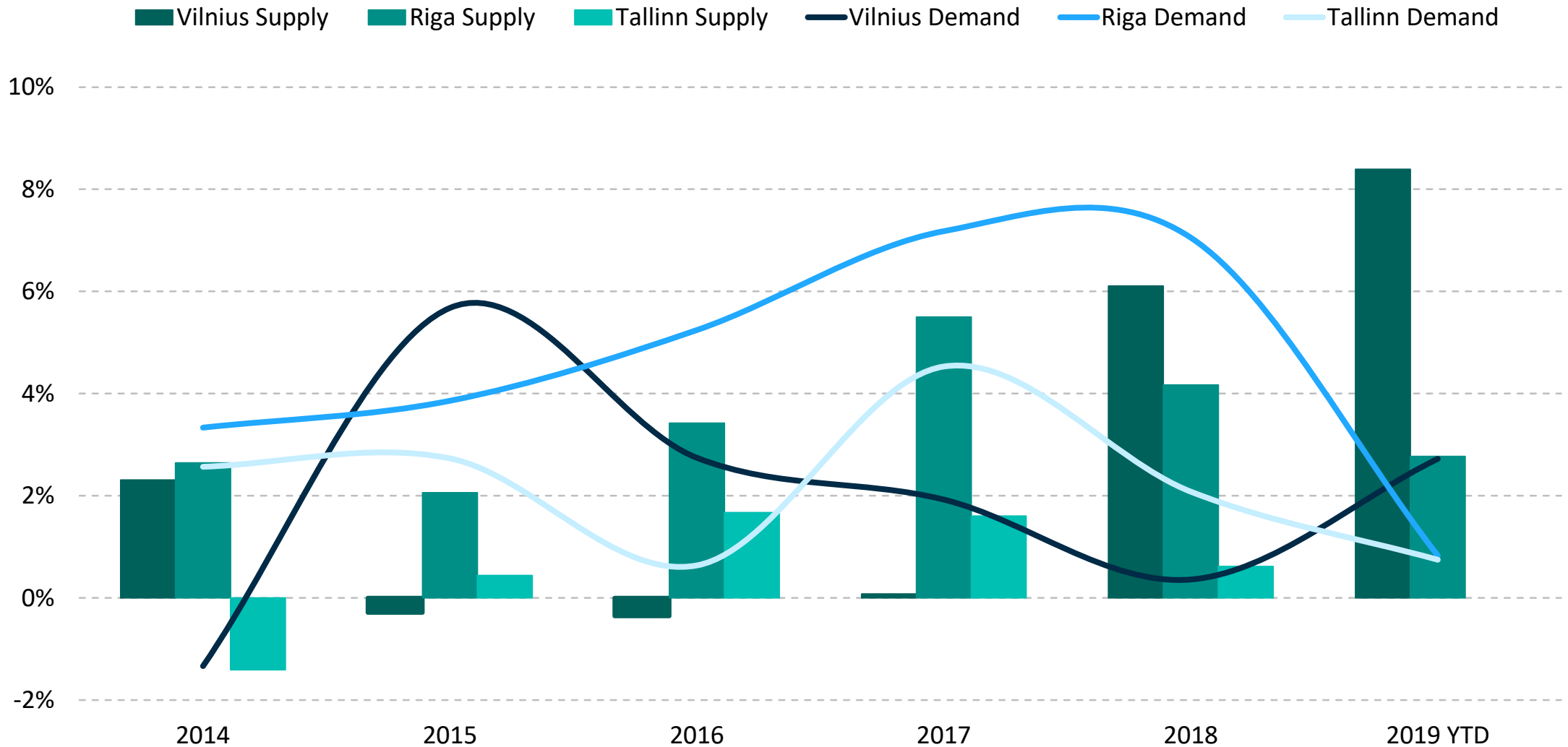
How does the Baltics compare?

Occ, ADR – August 2019 YTD



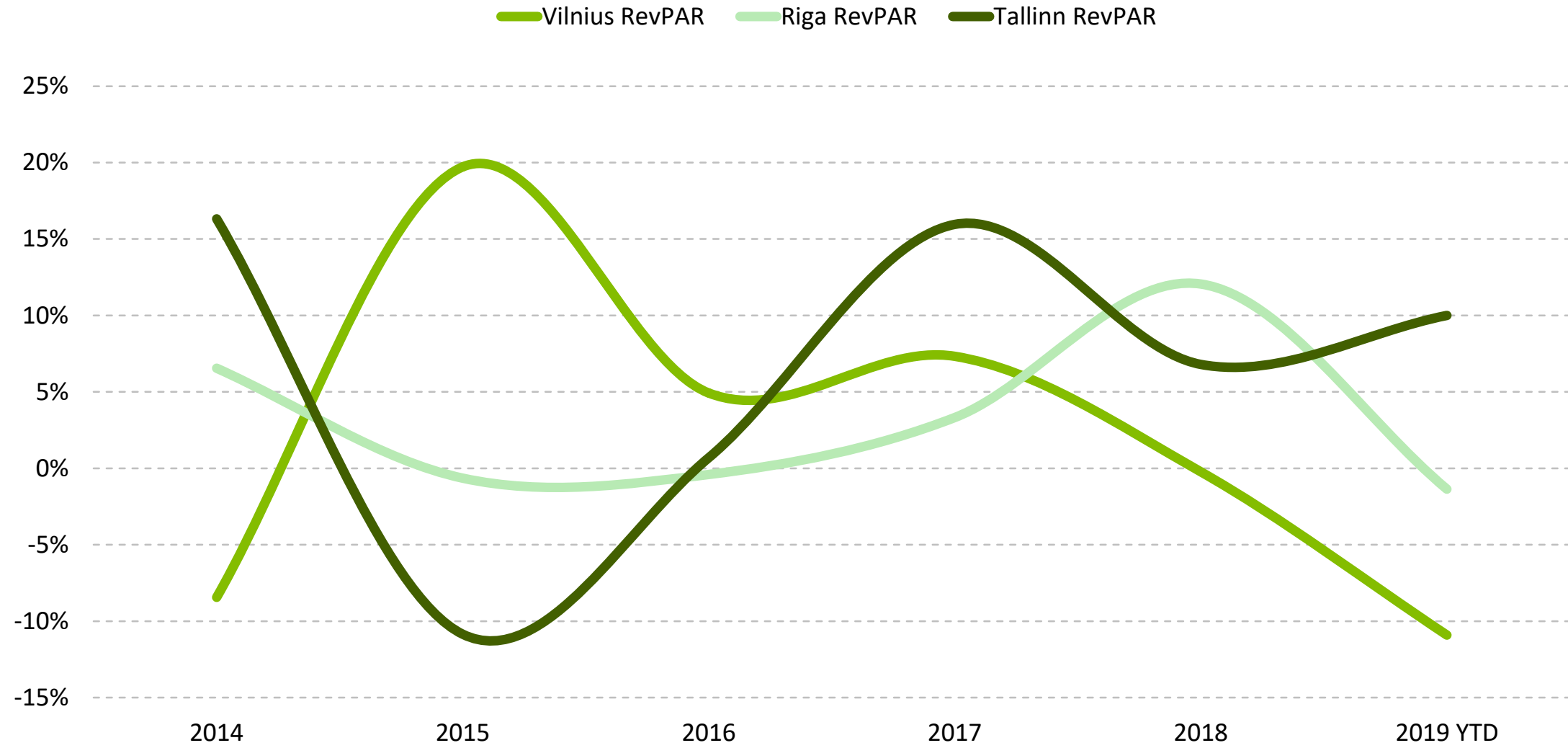
Supply & Demand Growth in the Baltics

2014 - August 2019 YTD



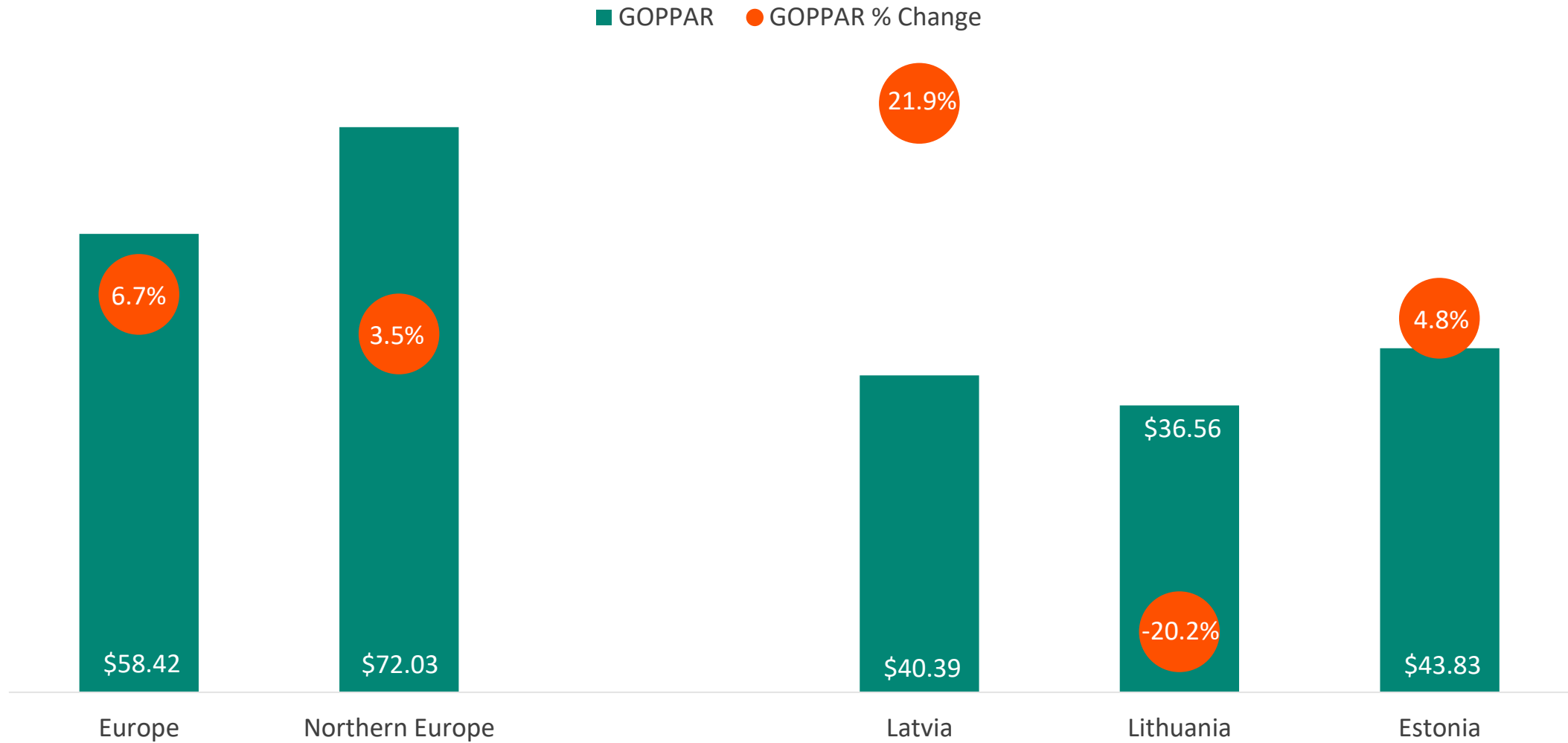
RevPAR Growth in the Baltics

2014 - August 2019 YTD



Europe GOPPAR

Full Year 2018, USD

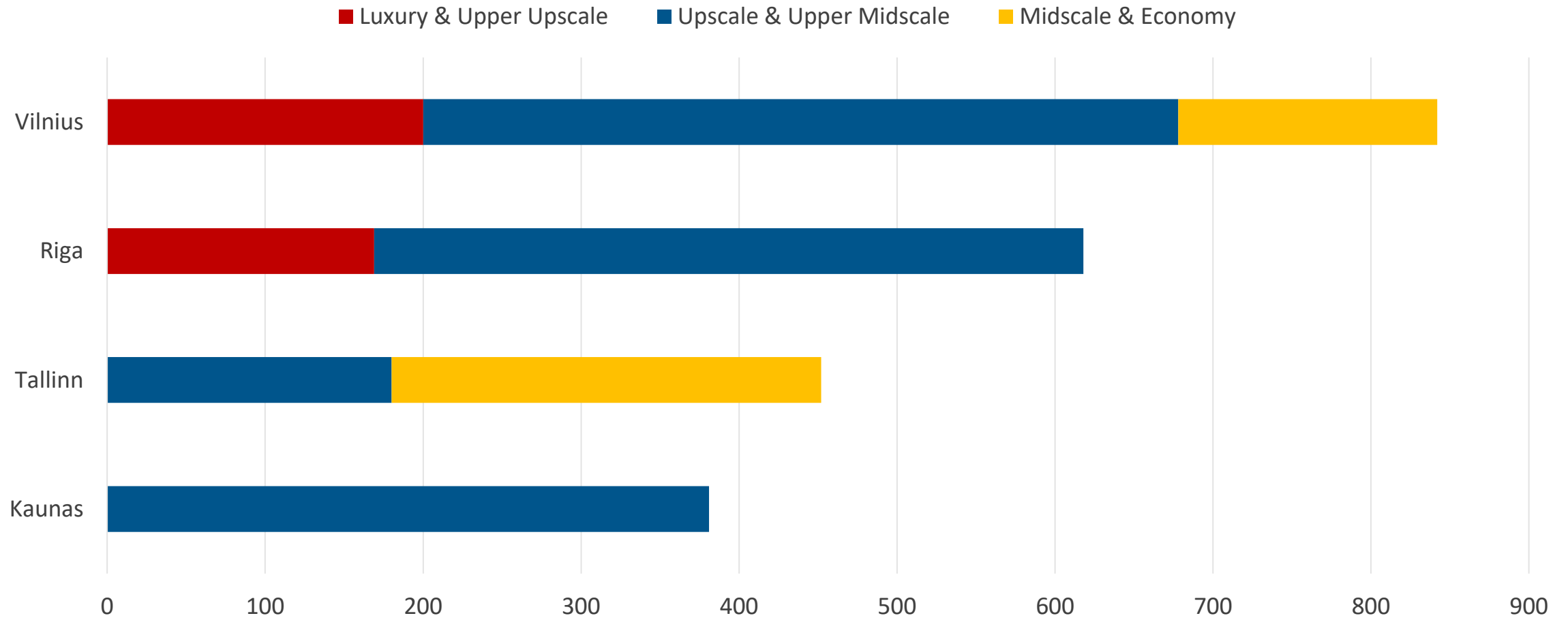


Pipeline – where and when?

Busimi projektai- kur ir kada?

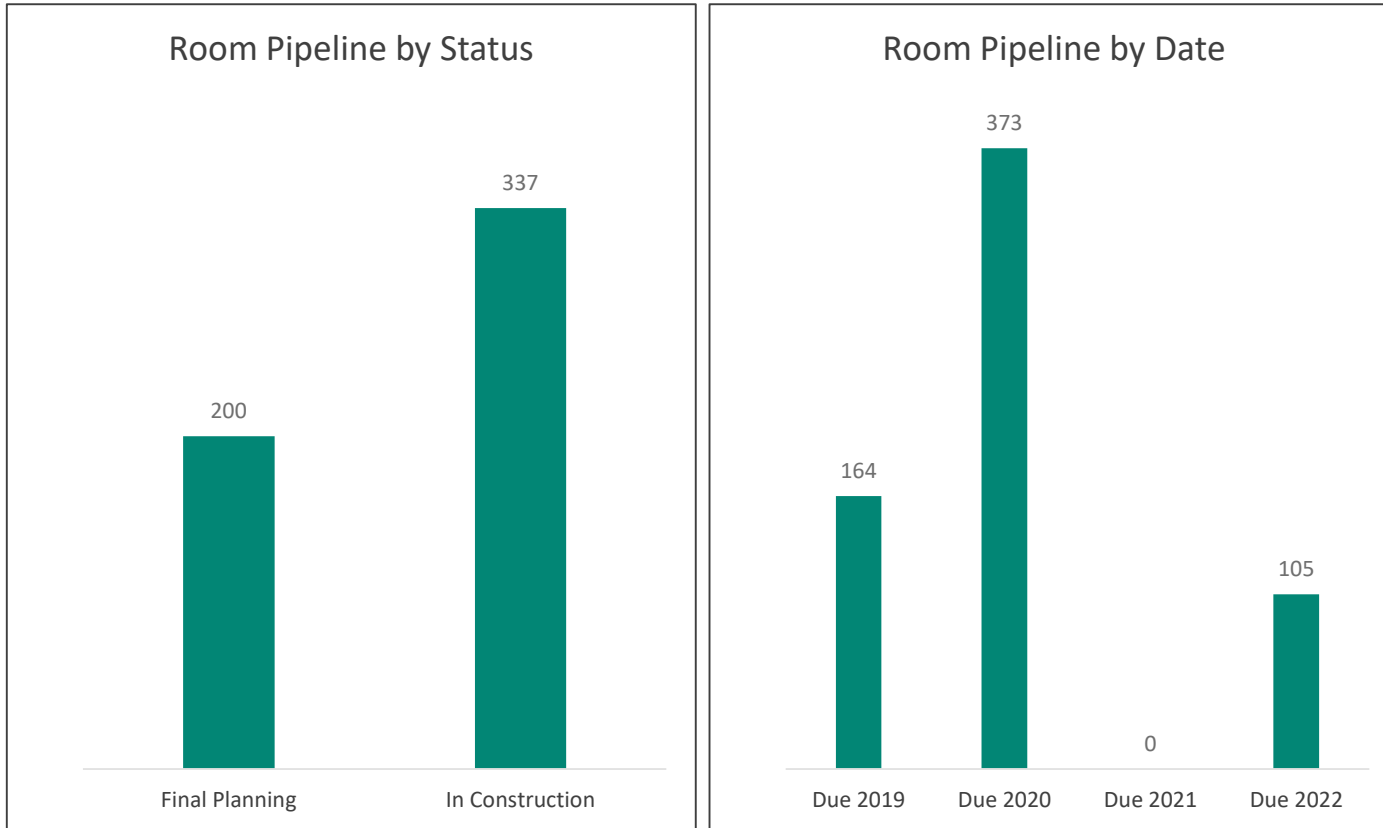
Pipeline rooms per chain scale, Baltic cities

Number of rooms by city, September 2019



The Pipeline - Vilnius

A last peak in supply for 2020

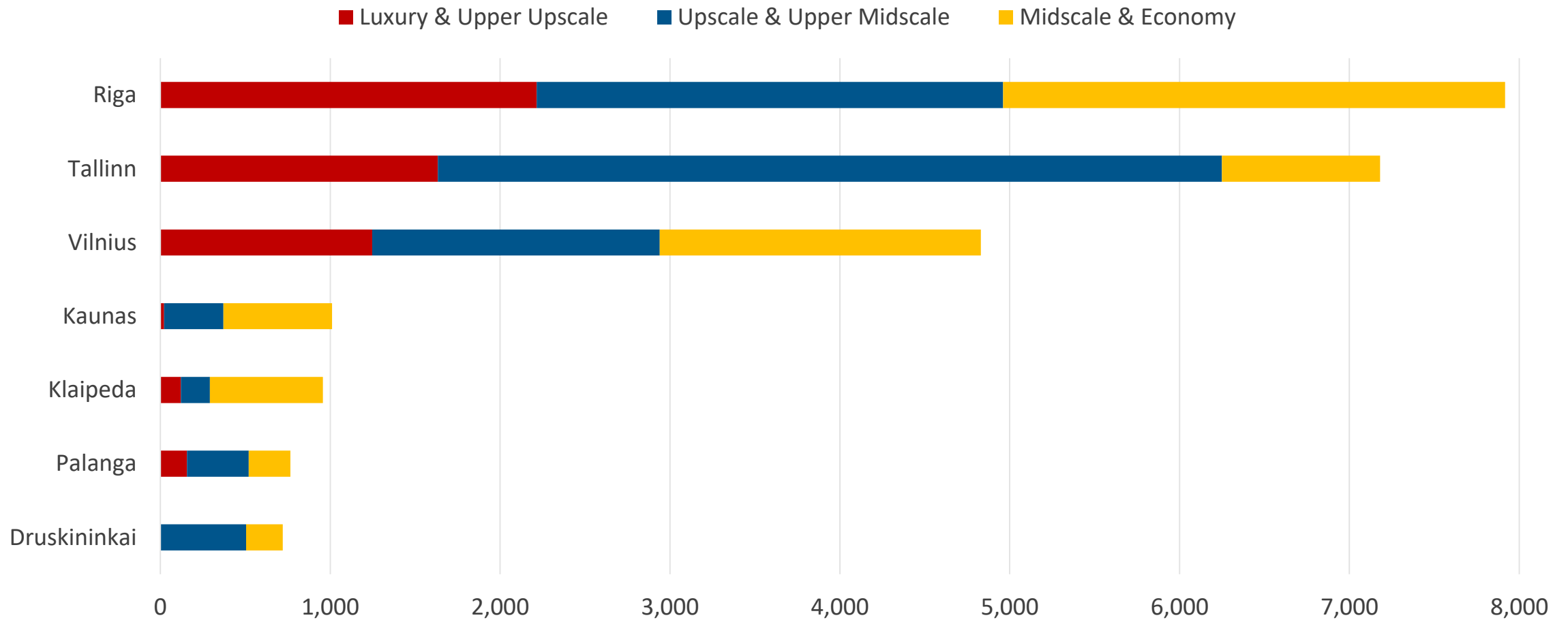


- 3 confirmed Pipeline projects to be opened before 2020
- Represents ~ 11% inc supply

- Total pipeline ~ 842+ rooms
- Represents ~17% inc

Existing supply per chain scale, Baltic cities

Number of rooms by city, September 2019





Thank you!

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