



LOS CABOS TOURISM OBSERVATORY

KEY PERFORMANCE INDICATORS

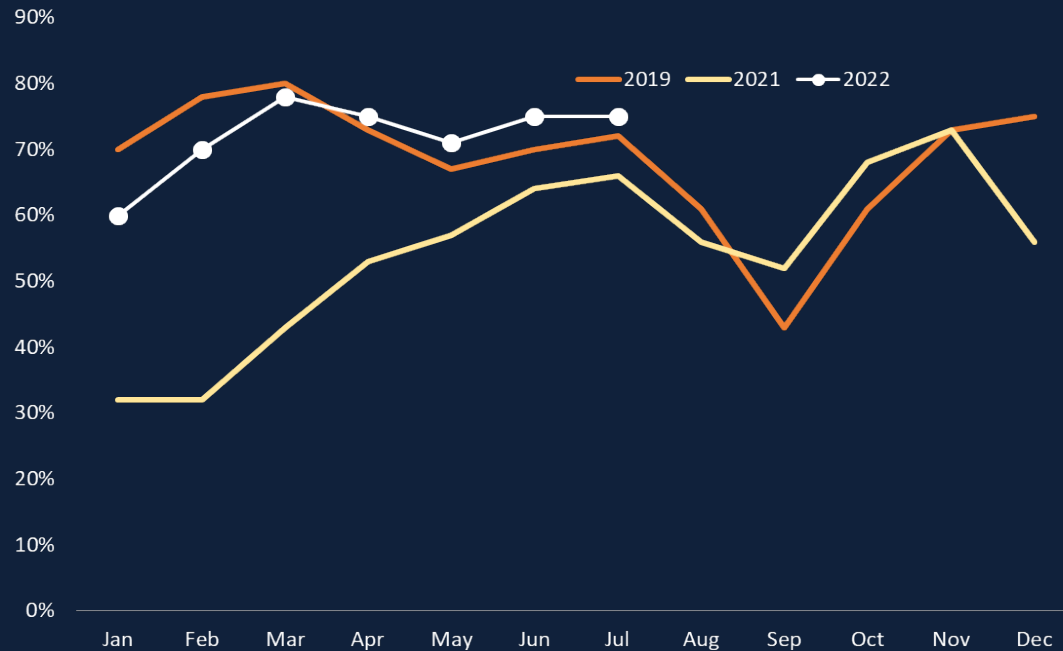
AUGUST 2022



Main indicators - Summary (Jul-2022)

Hotel Performance

Hotel Occupancy:



Hotel Occupancy (Jul-2022):

75%
+3pp
(vs. Jul-2019)

SOURCE: AHLC

Average Rate (Jul-2022):

USD 458
+65%
(vs. Jul-2019)

SOURCE: AHLC

RevPAR (Jul-2022):

USD 343
+71.5%
(vs. Jul-2019)

SOURCE: AHLC

Air Passenger Arrivals

Total Passengers (Jul-2022, expressed in thousands):

333.7
+25.1%
(vs. Jul-2019)

Domestic Passengers (Jul-2022, expressed in thousands):

128.35
+18.1%
(vs. Jul-2019)

International Passengers (Jul-2022, expressed in thousands):

205.35
+29.9%
(vs. Jul-2019)

SOURCE: GAP



Tourist Satisfaction: More than expected (Jul-2022):

67%
+27.3pp
(vs. Jul-2019)

SOURCE: TOURIST SURVEYS

Satisfaction regarding safety (Jul-2022):

3.6% bottom two
-8.4pp
(vs Jul-2019)

SOURCE: TOURIST SURVEYS

Airport Satisfaction (Jul-2022):

3.2% bottom two
-6.8pp
(vs Jul-2019)

SOURCE: TOURIST SURVEYS

This section presents the results of the destination considering only the information available for the current month on 2022. To verify the rest of the information available and updated for previous months, please refer to the corresponding sections.

Main indicators - Summary (Jul-2022)

PASSENGER ARRIVALS

- In Jul-2022, SJD Airport recorded a 25.1% (+67 thousand) increase in the total number of passengers arriving at the destination compared to 2019, adding up to a total of 333.7 thousand (when considering arrivals only).
 - Passengers on domestic flights (128.35 thousand) represent 38.5% of total arrivals. These increased by 18.1% (+19.7 thousand vs. Jul-2019).
 - Passengers on international flights (205.35 thousand) represent 61.5% of total arrivals. These increased by 29.9% (+47.3 thousand vs. Jul-2019).

FLIGHT SCHEDULES

- The domestic market has 78.8% more available seats scheduled for the period from Aug-2022 to Jan-2023 (compared to the same period in 2019). In Aug-2022, 39% more is expected.
 - Mexico City, Guadalajara, and Tijuana are the most relevant issuing markets, with 47%, 20%, and 17% of total available seats, respectively (for the next 6 months). Followed by Monterrey (6%), Culiacan (7%), Leon (1%) and Hermosillo (1%).
- There are 1.19 million seats scheduled for the U.S. in the next six months, which is 45.2% more than the same period in 2019.
 - LAX (+40.8%), PHX (+87.5%), HOU (+28.8%), DFW (16.7%), DEN (+125%), CHI (37.4%) and SEA (+97.3%) had the most significant increase vs. 2019. However, San Diego showed a decrease of 44.9%.

- For Aug-2022, the United States expects 46.7% more available seats than those scheduled for 2019.
- For Canada, 21% more seats are expected in the next six months. In Aug-2022, the increase was 22.2%.
 - Within the next 6 months, Calgary presents an increase of 15.1%, Edmonton 33.4%, Vancouver 40.6% and Toronto 35.2% compared to 2019.

HOTEL PERFORMANCE

- In Jul-2022, occupancy was 75%, an increase of 3pp compared to 2019.
 - Occupancy in Cabo San Lucas increased by 1pp compared to 2019 and is now at 81%.
 - San Jose del Cabo recorded an occupancy rate of 71% (3pp higher than in 2019).
 - The Los Cabos Corridor recorded an occupancy rate of 65% (a 6pp increase compared to 2019).
- The average rate at Los Cabos hotels in Jul-2022 was USD 458; 180 dollars more than that of 2019 (+65%).
- The RevPAR in Jun-2022 was USD 343; that is, USD 143 (+71.5%) higher than that of 2019.

TOURIST SURVEYS

- In Jul-2022, 67% of tourists rated their experience in Los Cabos as better than expected (27.3pp more than in 2019).
- During Jul-2022, security was perceived as 'bad' or 'regular' by 3.6% of tourists (8.4pp better than in 2019).
- Satisfaction with the airport also improved 6.8pp compared to 2019 (3.2% of tourists perceived their experience as 'regular' or 'bad').
- The number of repeat tourists decreased by 9.8pp compared to 2019, reaching 31% in Jul-2022.
- 29% of tourists traveled with a package tour, down -25.6pp compared to 2019.
- The number of tourists who visited restaurants increased by 10.4pp this month, recording 78%.

GROUP BUSINESS

- Los Cabos received 24 more RFPs for meeting events in Jul-2022 than in 2019, totaling 59.

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LOS CABOS TOURISM OBSERVATORY

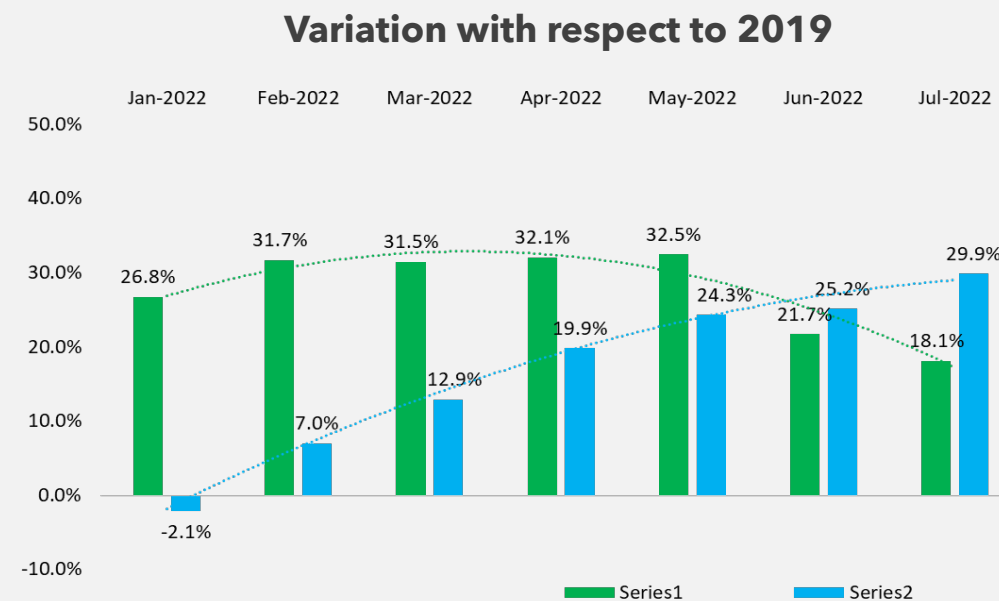
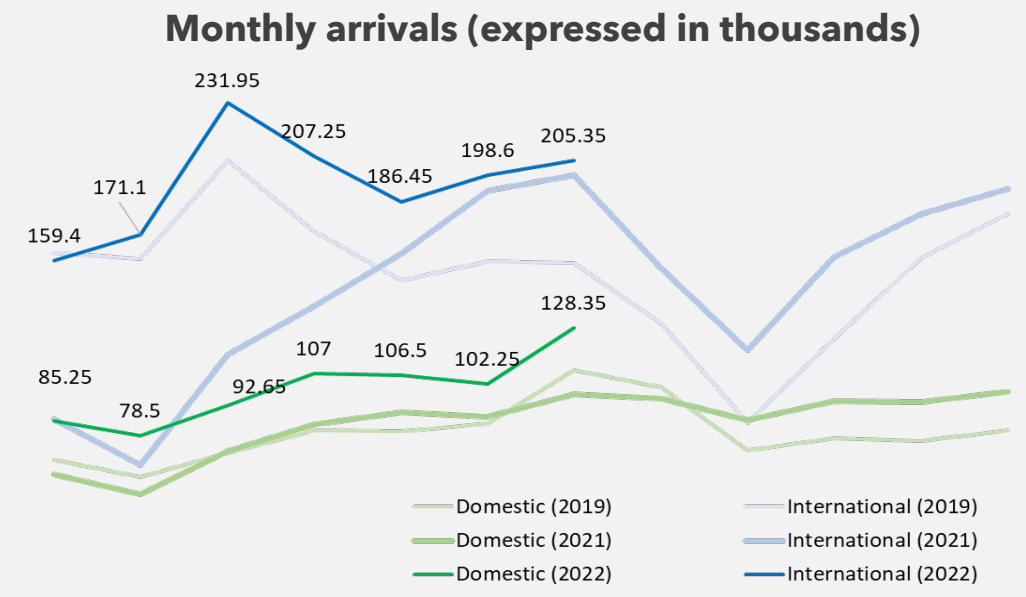
PASSENGER ARRIVALS



Passenger arrivals at Los Cabos International Airport, 2019-2022

- In Jul-2022, 333.7 thousand passengers arrived at Los Cabos International Airport, which represents an **25.1% increase** compared to the same period in 2019.
 - It represents an average growth rate of 1% over the last 12 months.
- Passengers on domestic flights (**128.35 thousand**) represent 38.5% of total arrivals and increased by 18.1% compared to Jun-2019.
 - TMAC of 2.3% between Jul-2021 and 2022.
- Passengers on international flights (**205.35 thousand**) represent 61.5% of total arrivals and increased 29.9%.
 - TMAC of 0.3% between Jul-2021 and 2022.

SOURCE: GAP





LOS CABOS TOURISM OBSERVATORY

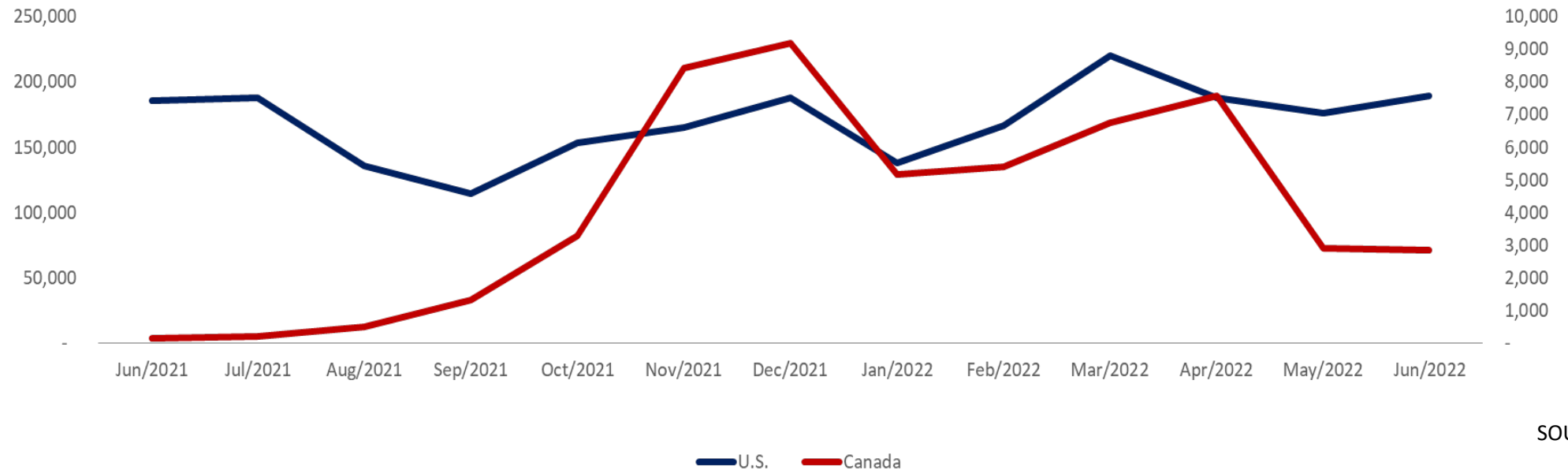
PASSENGER ARRIVALS
By nationality



International tourist arrivals by air, by origin (residence), monthly

Regions	Jun/2021	Jul/2021	Aug/2021	Sep/2021	Oct/2021	Nov/2021	Dec/2021	Jan/2022	Feb/2022	Mar/2022	Apr/2022	May/2022	Jun/2022	Δ Jun-22 / Jun-2019	Δ Jan-Jun 22 / Jan-Jun-19
U.S.	185,830	188,099	135,769	114,095	153,027	165,218	187,942	137,967	166,842	220,094	187,961	176,380	189,451	29.3%	26.8%
Canada	144	211	480	1,316	3,280	8,420	9,190	5,176	5,388	6,760	7,578	2,888	2,838	-32.8%	-68.8%
Europe	55	136	98	62	94	299	431	255	189	173	482	211	183	-76.6%	-74.2%
Caribbean, Central & South America	76	138	138	107	130	116	155	82	76	90	115	75	88	-34.3%	-59.5%
Rest of the world	90	163	169	108	187	352	337	150	150	170	365	218	284	-62.9%	-76.4%
Grand total	186,195	188,747	136,654	115,688	156,718	174,405	198,055	143,630	172,645	227,287	196,501	179,772	192,844	26.5%	15.9%

Key markets	Jun/2021	Jul/2021	Aug/2021	Sep/2021	Oct/2021	Nov/2021	Dec/2021	Jan/2022	Feb/2022	Mar/2022	Apr/2022	May/2022	Jun/2022	Δ Jun-22 / Jun-2019	Δ Jan-Jun 22 / Jan-Jun-19
United Kingdom	15	50	48	7	27	81	146	98	66	60	228	97	84	-10.6%	-52.3%
Australia	12	18	21	15	19	41	44	35	43	25	140	86	97	-72.0%	-79.0%
South Korea	6	17	16	10	11	45	15	3	-	5	22	12	13	-81.9%	-91.7%
Key markets total	33	85	85	32	57	167	205	136	109	90	390	195	194	-62.2%	-72.3%



SOURCE: INM- SIOM

International tourist arrivals by air, by origin (residence)

+26.5%

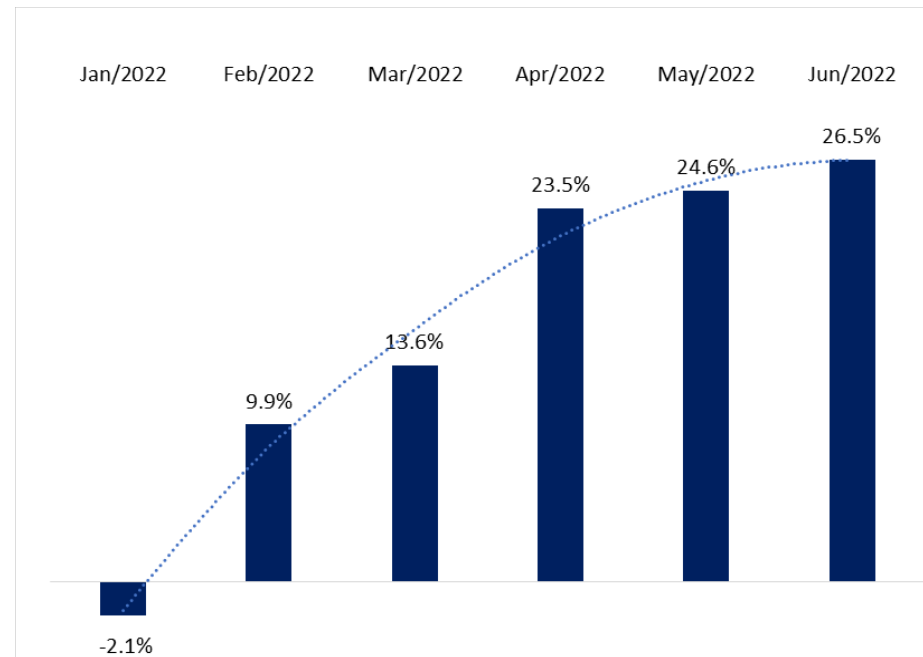
Jun-2022 vs. Jun-2019

In Jun-2022, Los Cabos International Airport recorded the arrival of 192,844 international tourists by air. This meant a 26.5% increase compared to 2019.

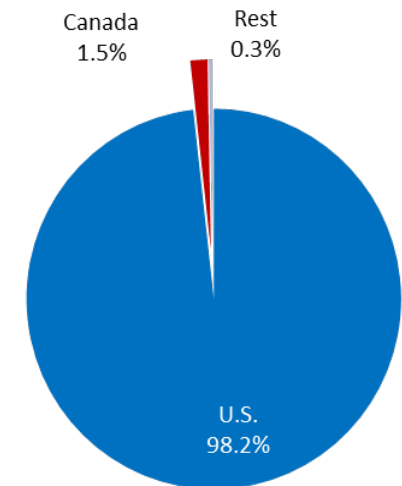
However, this was driven by growth in inbound American tourists (+29.3% vs 2019). All other regions still show decreases.

American tourists represent 98.2% of the total.

Annual variation of international tourist arrivals by air to Los Cabos International Airport (Jan-Jun-2022 vs. 2019)



Share of international tourist arrivals by air to Los Cabos International Airport (Jun-2022)

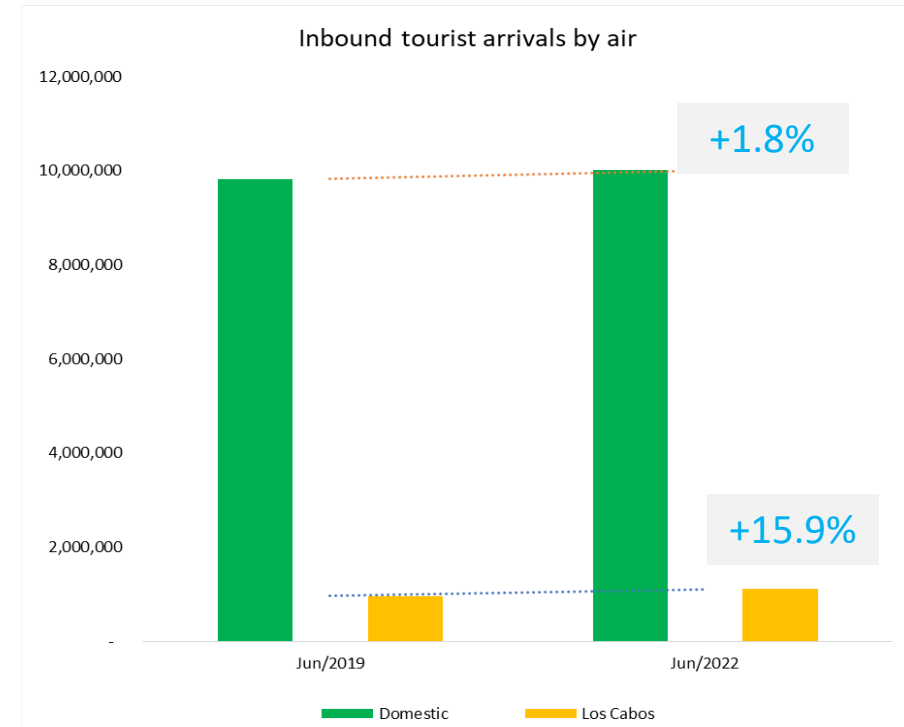


SOURCE: INM- SIOM

International tourist arrivals by air, by origin (residence), Jan-Jun accrual

Regions	Domestic			Los Cabos		
	Jun/2019	Jun/2022	Δ 2022/2019	Jun/2019	Jun/2022	Δ 2022/2019
United States	5,726,523	6,857,108	19.7%	850,940	1,078,695	26.8%
Canada	1,447,346	803,195	-44.5%	98,141	30,628	-68.8%
Europe	949,165	913,525	-3.8%	5,776	1,493	-74.2%
Caribbean, Central & South America	1,328,964	1,176,017	-11.5%	1,300	526	-59.5%
Rest of the world	377,317	260,998	-30.8%	5,661	1,337	-76.4%
Grand total	9,829,315	10,010,843	1.8%	961,818	1,112,679	15.9%

Key Markets	Domestic			Los Cabos		
	Jun/2019	Jun/2022	Δ 2022/2019	Jun/2019	Jun/2022	Δ 2022/2019
United Kingdom	262,595	253,270	-3.6%	1,328	633	-52.3%
Australia	33,438	9,835	-70.6%	2,026	426	-79.0%
South Korea	45,224	11,574	-74.4%	665	55	-91.7%
Key markets total	341,257	274,679	-19.5%	4,019	1,114	-72.3%



When comparing the accrual Jan-Jun 2022 to 2019, tourist arrivals by air increased 1.8% nationwide and 15.9% in Los Cabos.

- On a domestic level, the U.S. travel market increased by 19.7%, whereas the Canadian travel market decreased by 44.5%.
- In Los Cabos International Airport, the U.S. travel market grew by 26.8%, while the Canadian travel market decreased by 68.8% when comparing both periods.

SOURCE: INM- SIOM



LOS CABOS TOURISM OBSERVATORY

YACHT AND CRUISE SHIP ACTIVITY

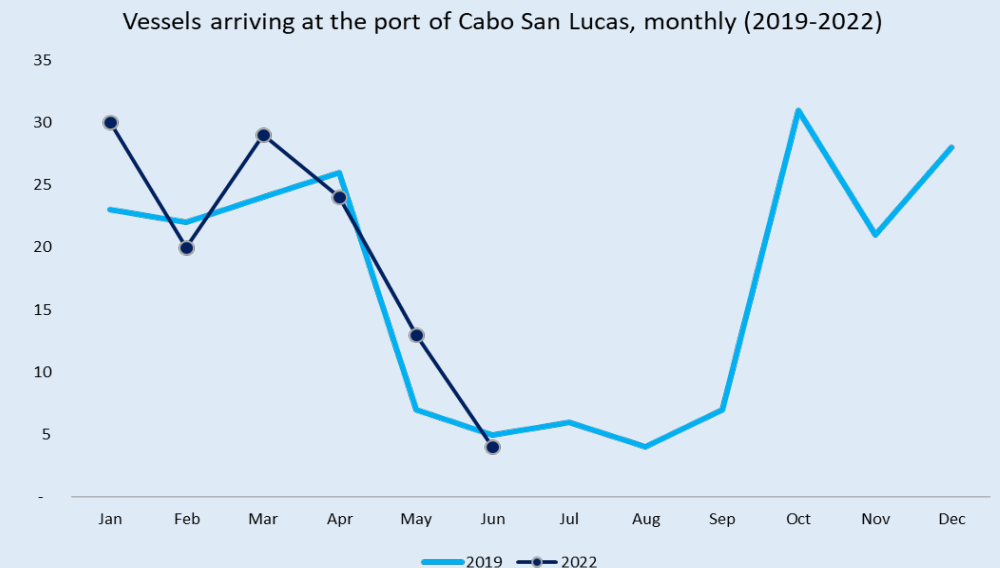
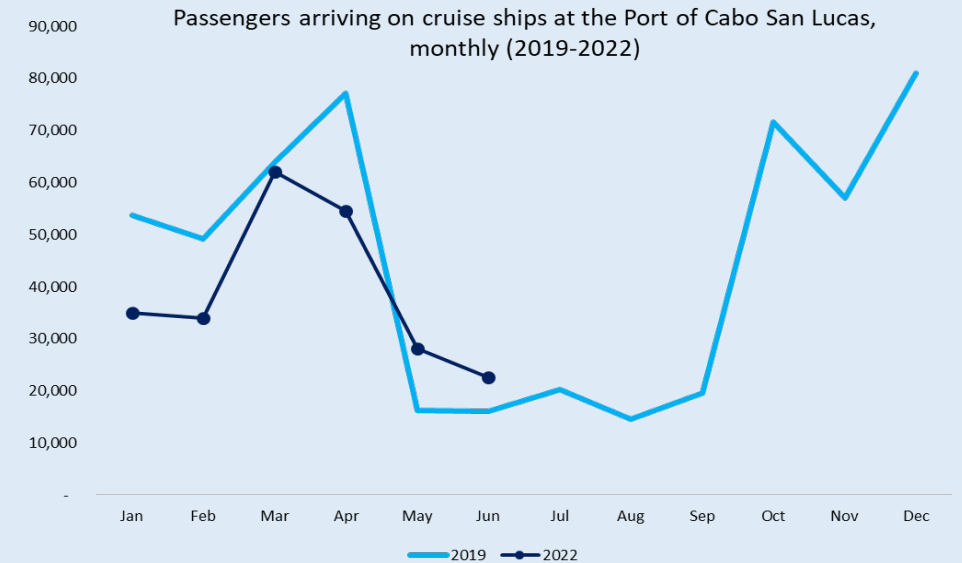
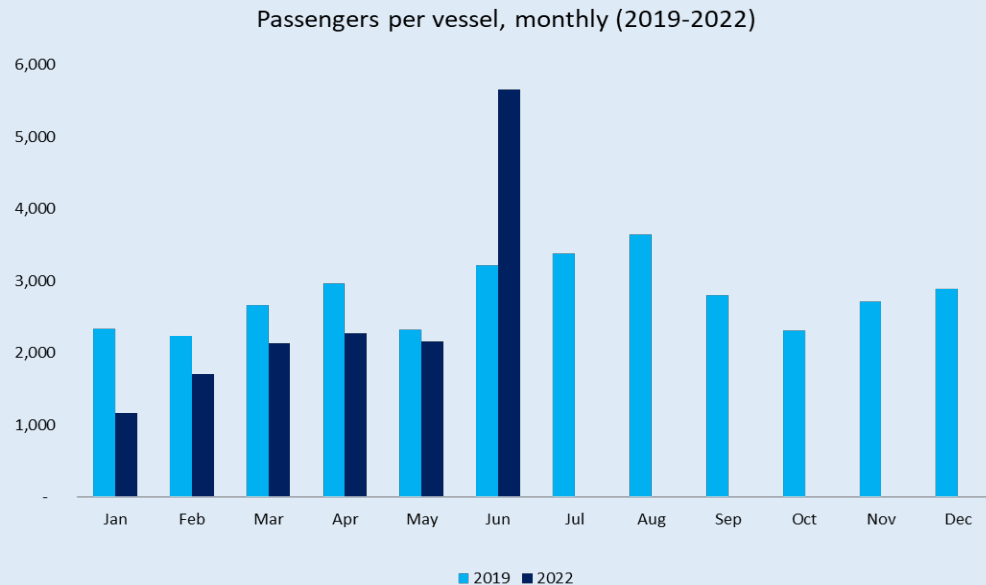


Cruise activity (Jun-2022)

Cruise operations continued to improve significantly in Jun-2022, with 4 vessels arriving at the port of Cabo San Lucas, carrying a total of 22,607 passengers. Compared to Jun-2019, this means a 40.7% increase.

This month, there are 5,652 passengers per vessel, the highest proportion so far in 2022, 75.9% more than in 2019.

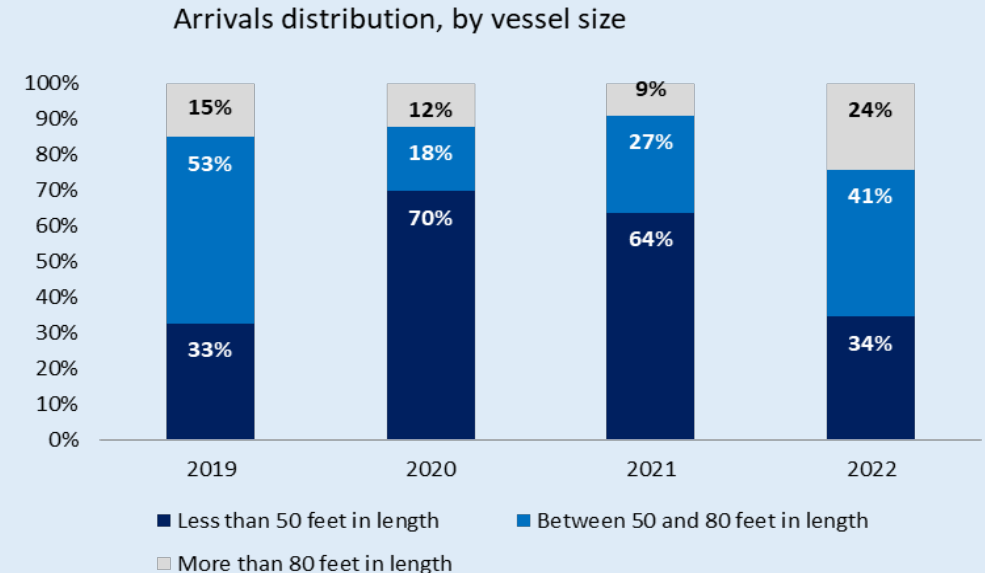
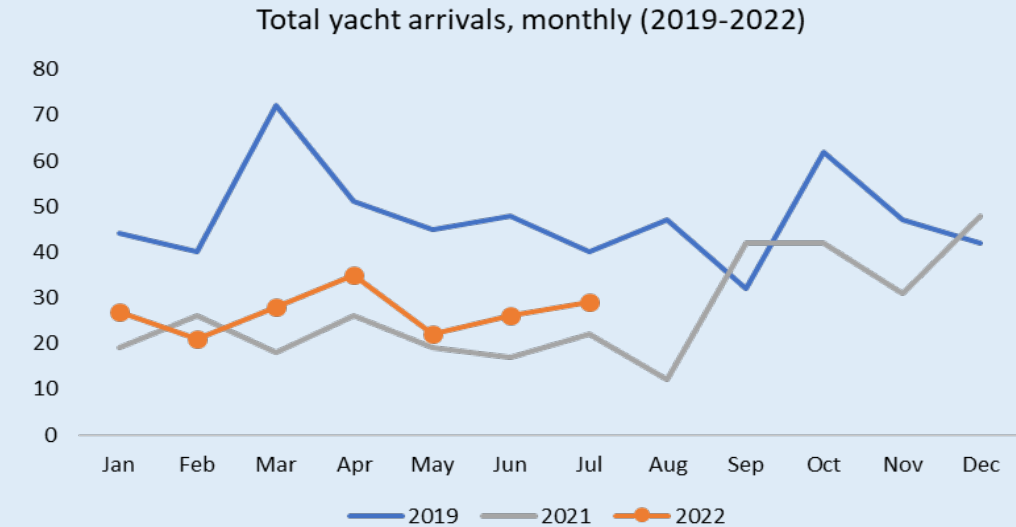
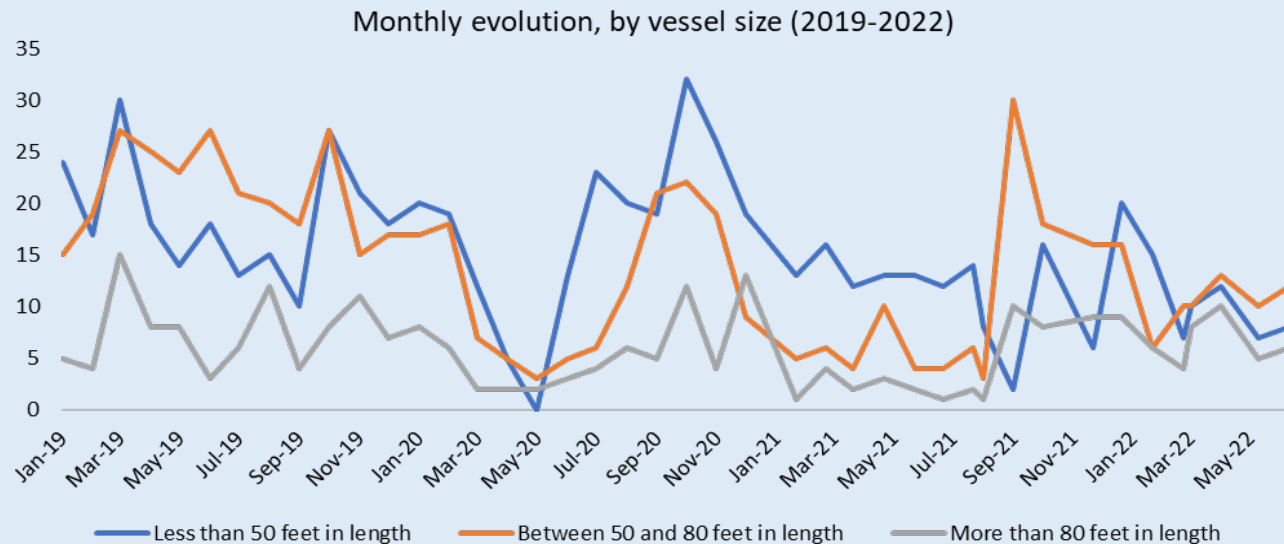
SOURCE: DATATUR-SCT



Yacht arrivals at the Port of Cabo San Lucas (Jul-2022)

- **29 yachts arrived at the Port of Cabo San Lucas in Jul-2022. This represents a decrease of 27.5% compared to the same period in 2019.**
 - **76% of these were small or medium-sized vessels shorter than 80 feet.**

SOURCE: API Cabo San Lucas





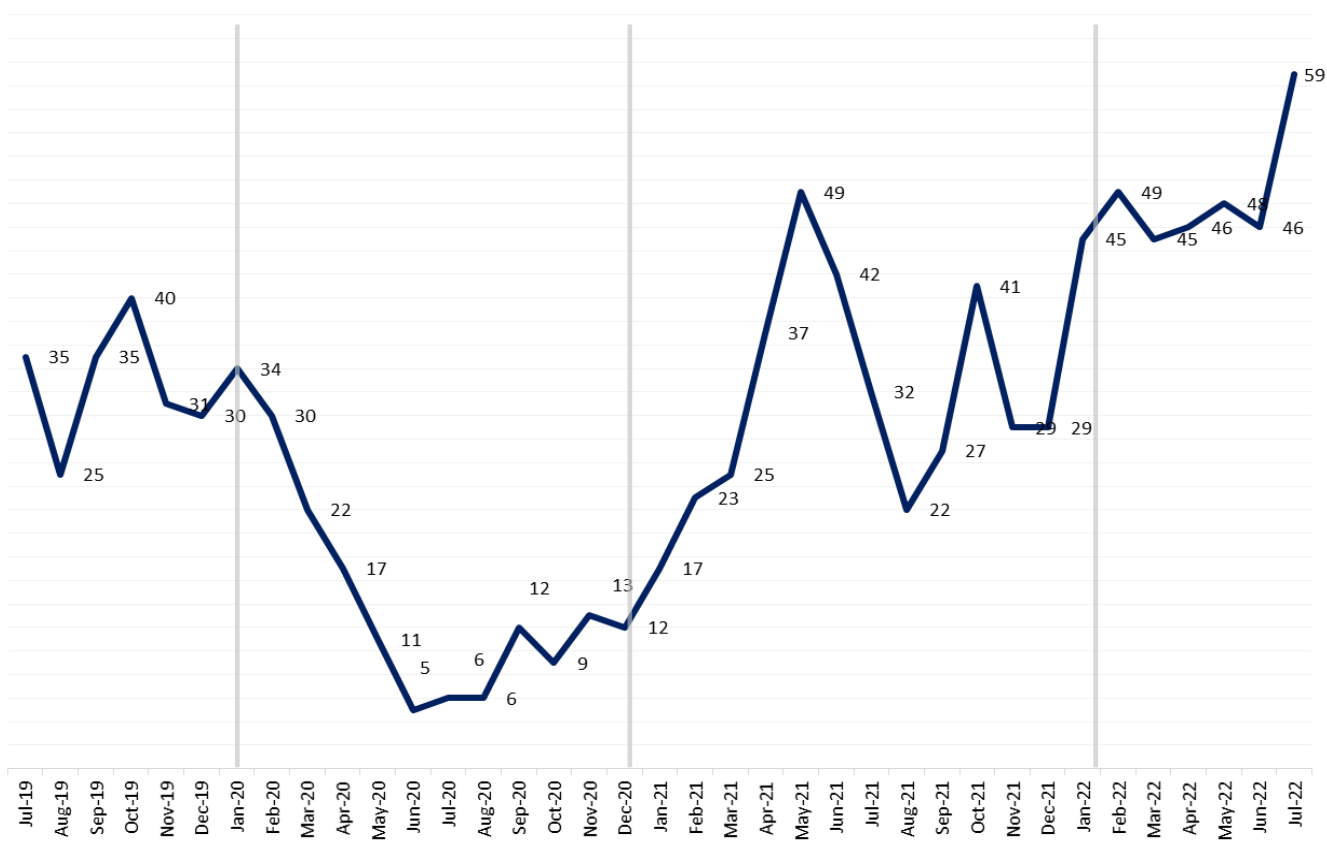
LOS CABOS TOURISM OBSERVATORY

**TOURIST & GROUP BUSINESS
SURVEYS**



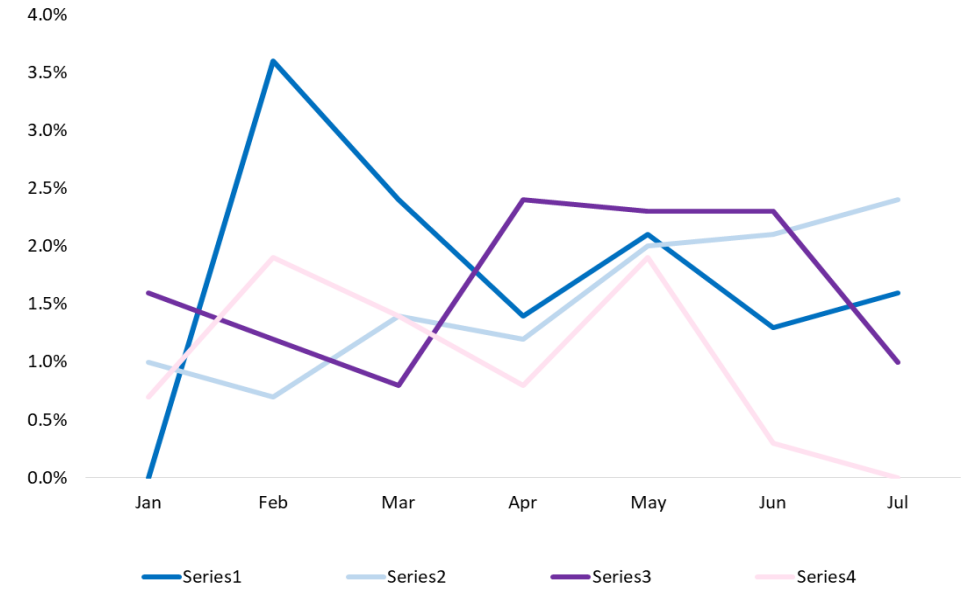
Group Business

RFPs received from meeting and group events, last 36 months (CVENT)



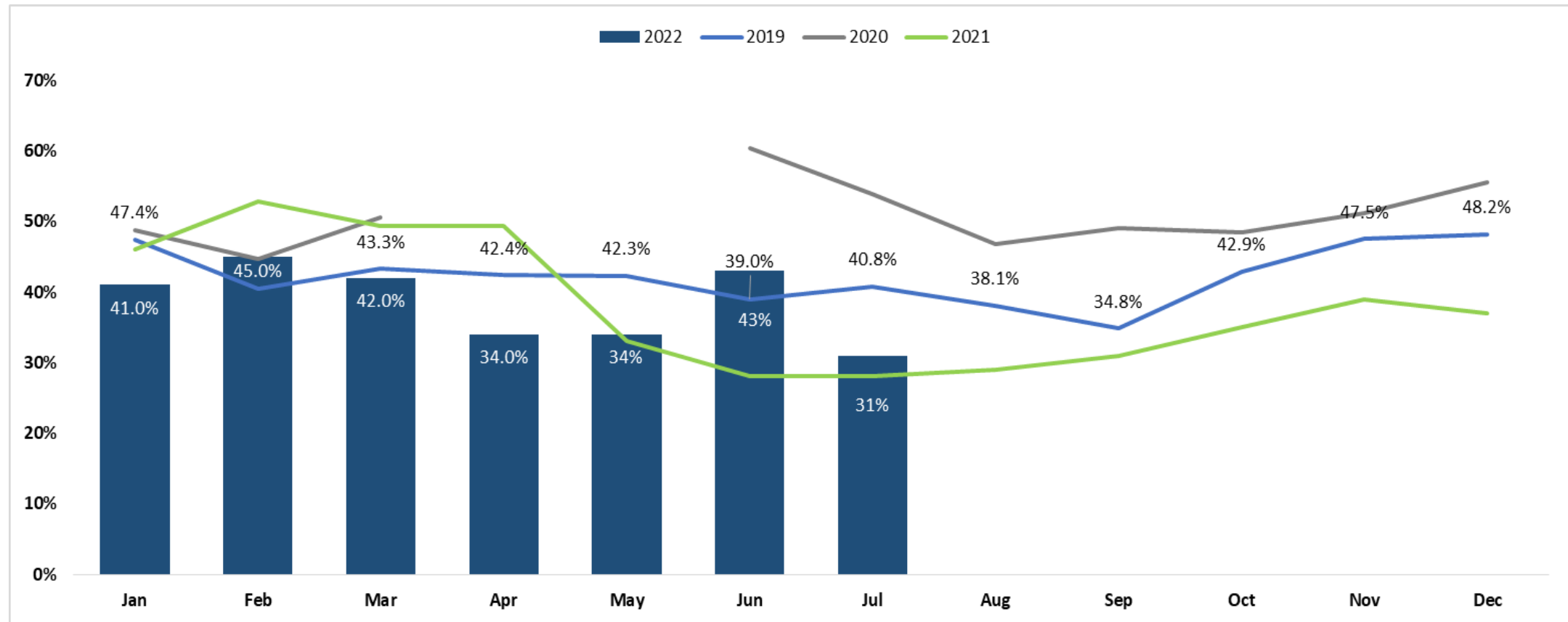
SOURCE: CVENT

Attendees to congresses, conventions and incentive trips (% of total tourists)



SOURCE: Tourist Surveys

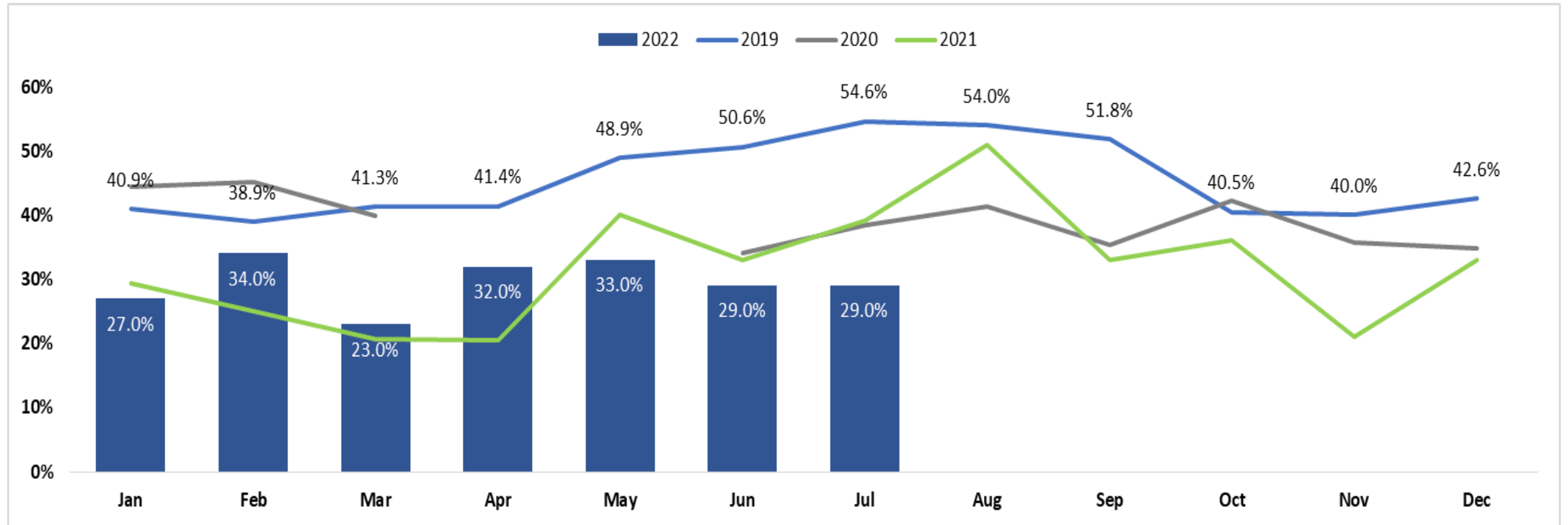
Return rate to the destination



- By Jul-2022, 31% of tourists had already visited the destination. This ratio is down 9.8pp compared to Jul-2019 and 3pp higher than in Jul-2021.

SOURCE: TOURIST SURVEYS

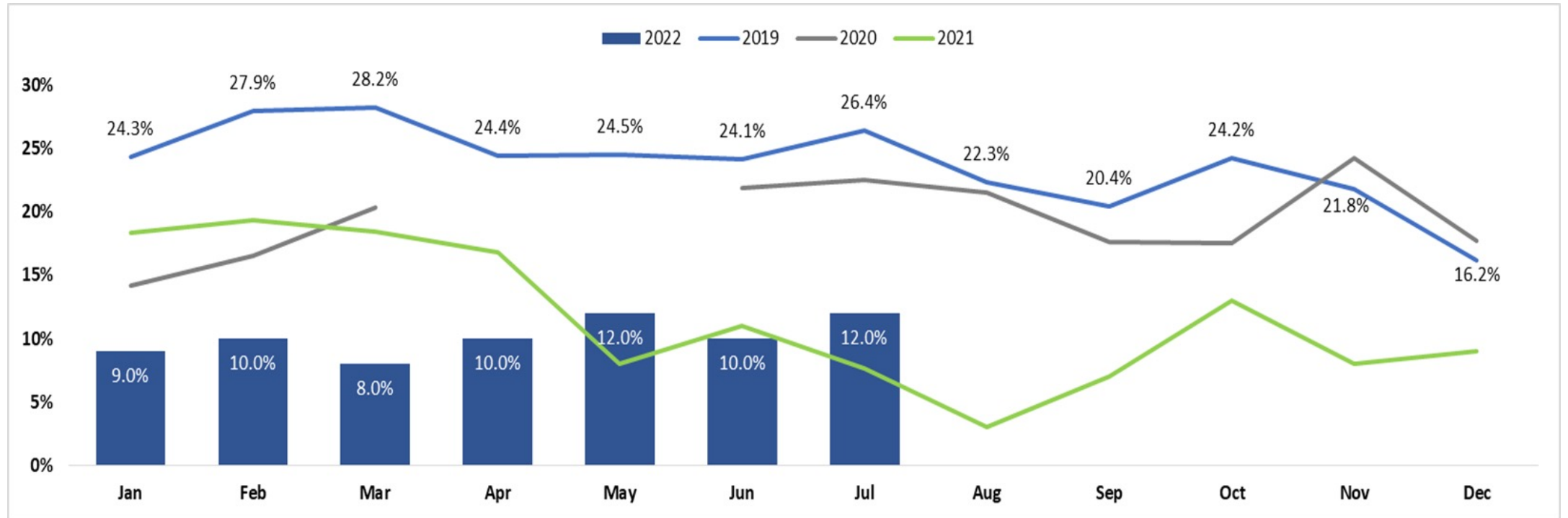
Package tour purchases



- The proportion of tourists who purchased their package tour is maintained, down 25.6pp compared to the proportion in Jul-2019 and 3.4pp lower than in Jul-2021.

SOURCE: TOURIST SURVEYS

Timeshares



- 12% of tourists in Jul-2022 made use of timeshares. This ratio is 14.4pp below Jul-2019 and 4.4pp above Jul-2021.

SOURCE: TOURIST SURVEYS

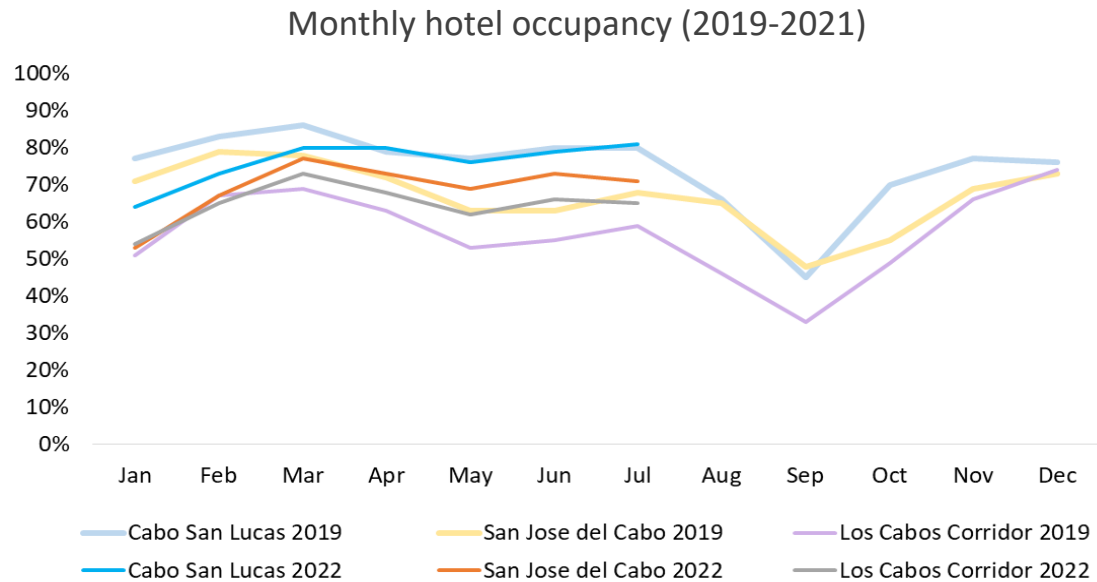


LOS CABOS TOURISM OBSERVATORY

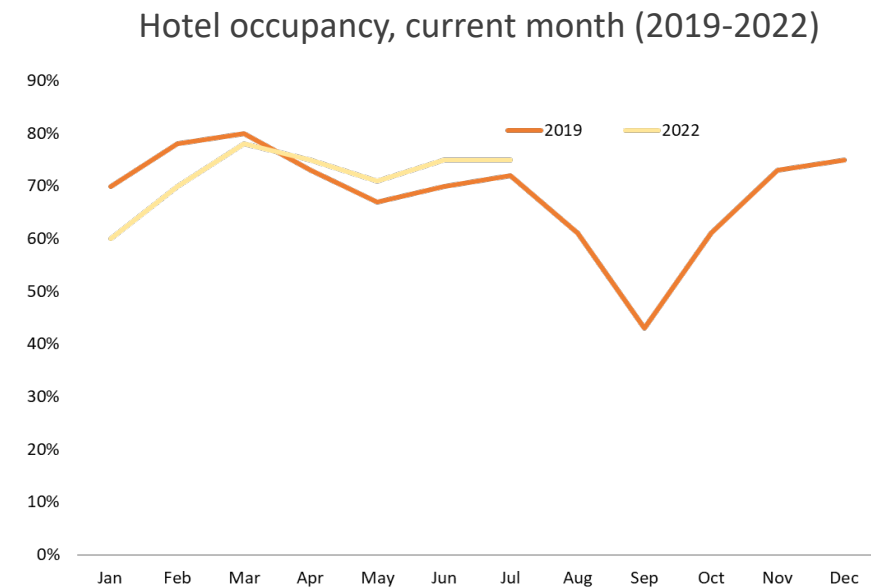
SUPPLY INDICATORS
Hotel Performance



Evolution of the hotel supply in Los Cabos and sub-destinations



SOURCE: AHLC

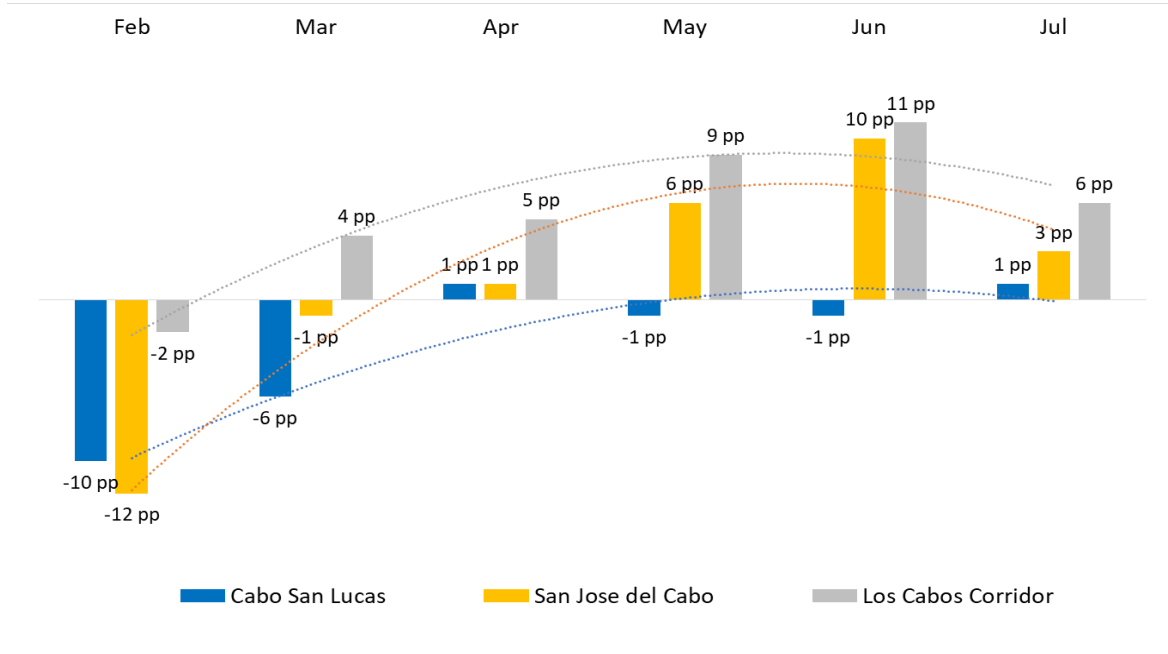


SOURCE: AHLC

- According to the Los Cabos Hotel Association, hotel occupancy in Los Cabos reached 75% in Jun-2022, 5pp more than 2019.
- In Jun-2022, 261,531 tourists arrived at hotels in Los Cabos, 11.2% more than in 2019. At the same time, the average stay decreased by 0.22 nights (4.63, according to DATATUR).
 - Domestic tourist arrivals at hotels decreased by 15.3% in this period, while international tourism grew by 20.9%.
 - In Jun-2022, domestic tourism represented 20.4% of the total. A share of 26.8% was recorded in 2019.

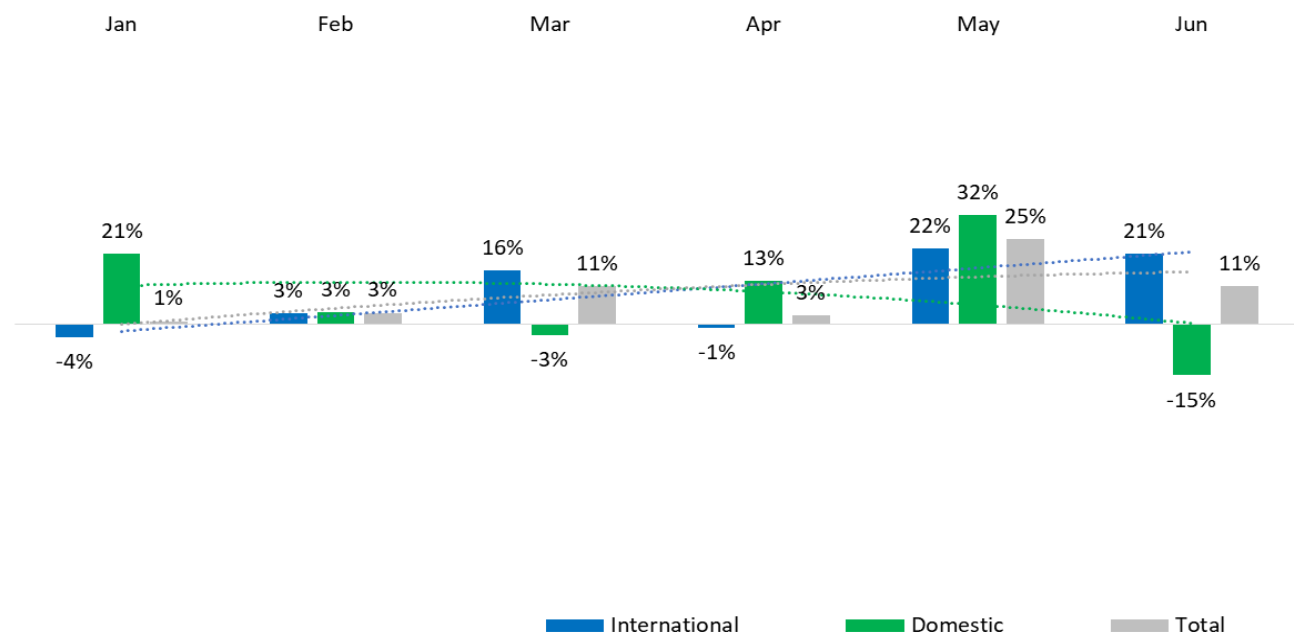
Evolution of the hotel supply in Los Cabos and sub-destinations

Annual variation in hotel occupancy, by destination
(Jan-Jul-2022 vs. 2019)



SOURCE: AHLIC

Annual variation of tourist arrivals at hotels, by origin
(Jan-2022 to Jun-2022 vs. 2019)

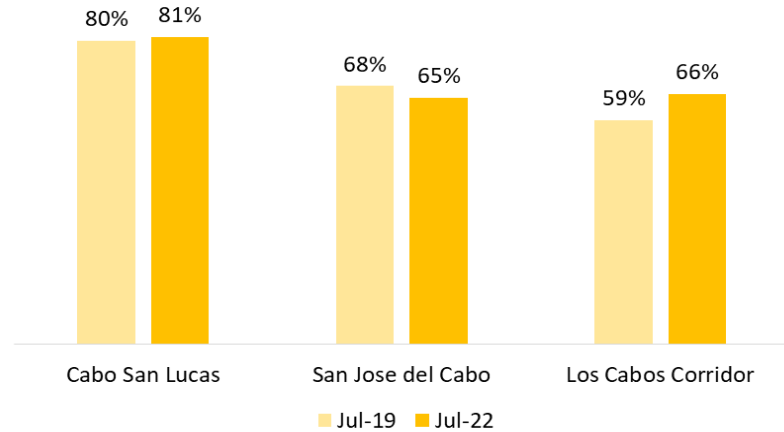


SOURCE: DATATUR

- There are increases in hotel occupancy in all sub-destinations compared to 2019: 1pp in Cabo San Lucas, 3pp in San Jose del Cabo, and 6pp in Corridor.

Evolution of the hotel supply in Los Cabos and sub-destinations

Hotel occupancy (Jun 2019-2022)

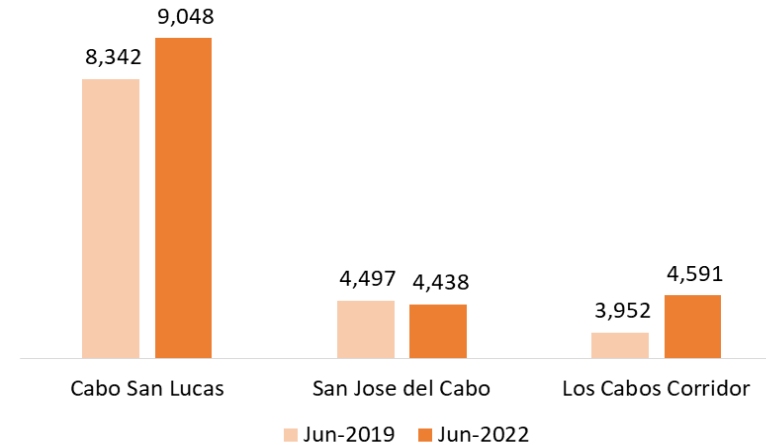


SOURCE: AHLC

CABO SAN LUCAS

- Occupancy in June-2022 was 79%, 1pp less than in 2019 (AHLC).
- Its hotel supply increased 8.5% between Jun-2022 and 2019, registering 9 thousand rooms (DATATUR).
- Occupied room nights increased 19.8% between Jun-2019 and 2022 (DATATUR).

Rooms available (Jun 2019-2021)

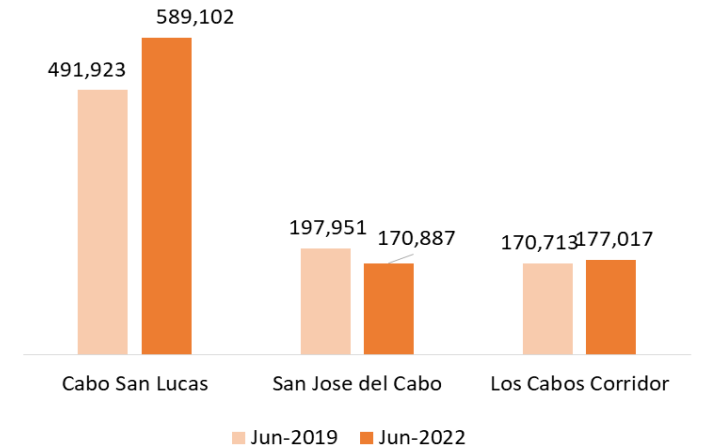


SOURCE: DATATUR

SAN JOSE DEL CABO

- Occupancy in Jun-2022 was 73%, 10pp more than in 2019 (AHLC).
- Its hotel supply decreased 1.1% between Jun-2022 and 2019, registering a total of 4.4 thousand rooms (DATATUR).
- Occupied room nights decreased 13.7% between Jun-2019 and 2022 (DATATUR).

Room nights (Jun 2019-2021)



SOURCE: DATATUR

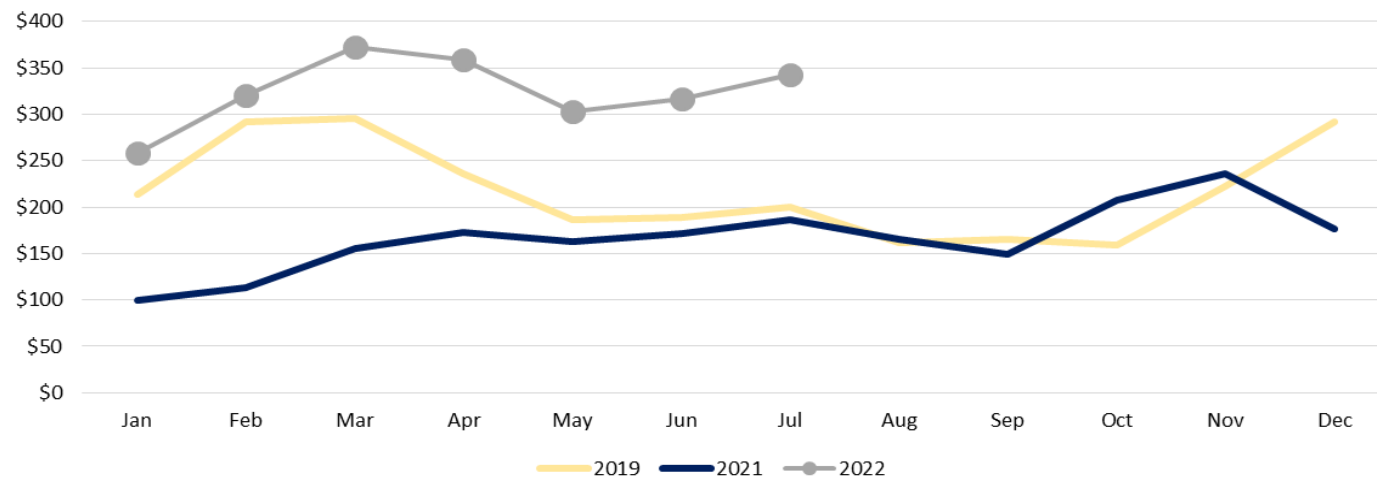
LOS CABOS CORRIDOR

- Occupancy in Jun-2022 reached 66%, which is 11pp more than in 2019 (AHLC).
- Its hotel supply increased 16.2% between Jun-2022 and 2019, registering a total of 4.6 thousand rooms (DATATUR).
- Occupied room nights increased 3.7% between Jun-2019 and 2022 (DATATUR).

Evolution of the RevPAR and the average hotel rate in Los Cabos & sub-destinations

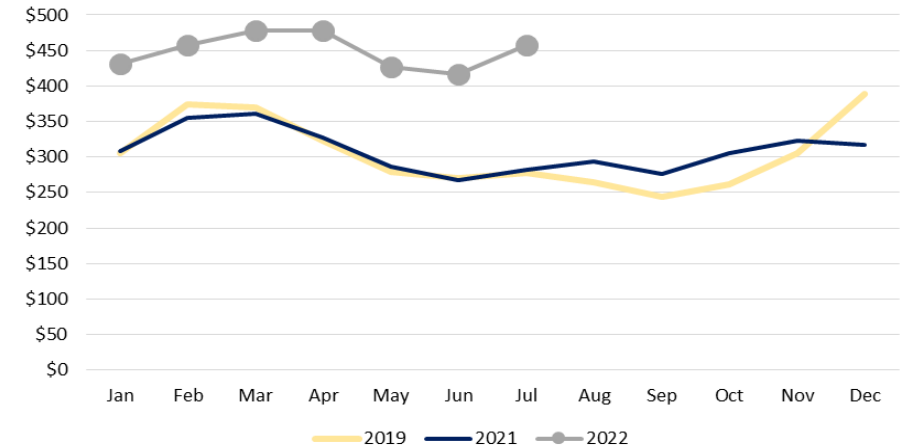
- The average hotel rate in Los Cabos for Jun-2022 was USD 458, 70 dollars above the last 12-month average (\$389) and 180 dollars above that of 2019.
 - Cabo San Lucas recorded an increase of USD 32 or 12.6% compared to 2019 and now stands at USD 286.
 - San Jose del Cabo now stands at USD 222, recording a rate decrease of \$4 (-1.2%) compared to 2019.
 - Compared to 2019, the rate in Corridor increased by USD 214 or 60.6% and recorded \$567.
- The RevPAR in Jul-2022 was USD 343; that is, **USD 143 (+71.5%)** higher than that of 2019.

RevPAR Los Cabos (USD, 2019-2022)

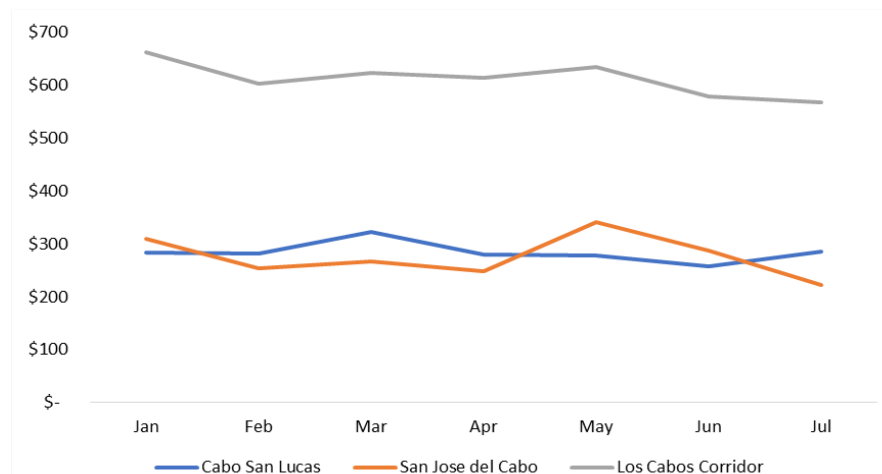


SOURCE: AHLCL

Average Hotel Rate, Los Cabos (USD, 2019-2022)



Average Hotel Rate, Sub-destinations (USD, monthly, 2022)





LOS CABOS TOURISM OBSERVATORY

SUPPLY INDICATORS
Air Connectivity

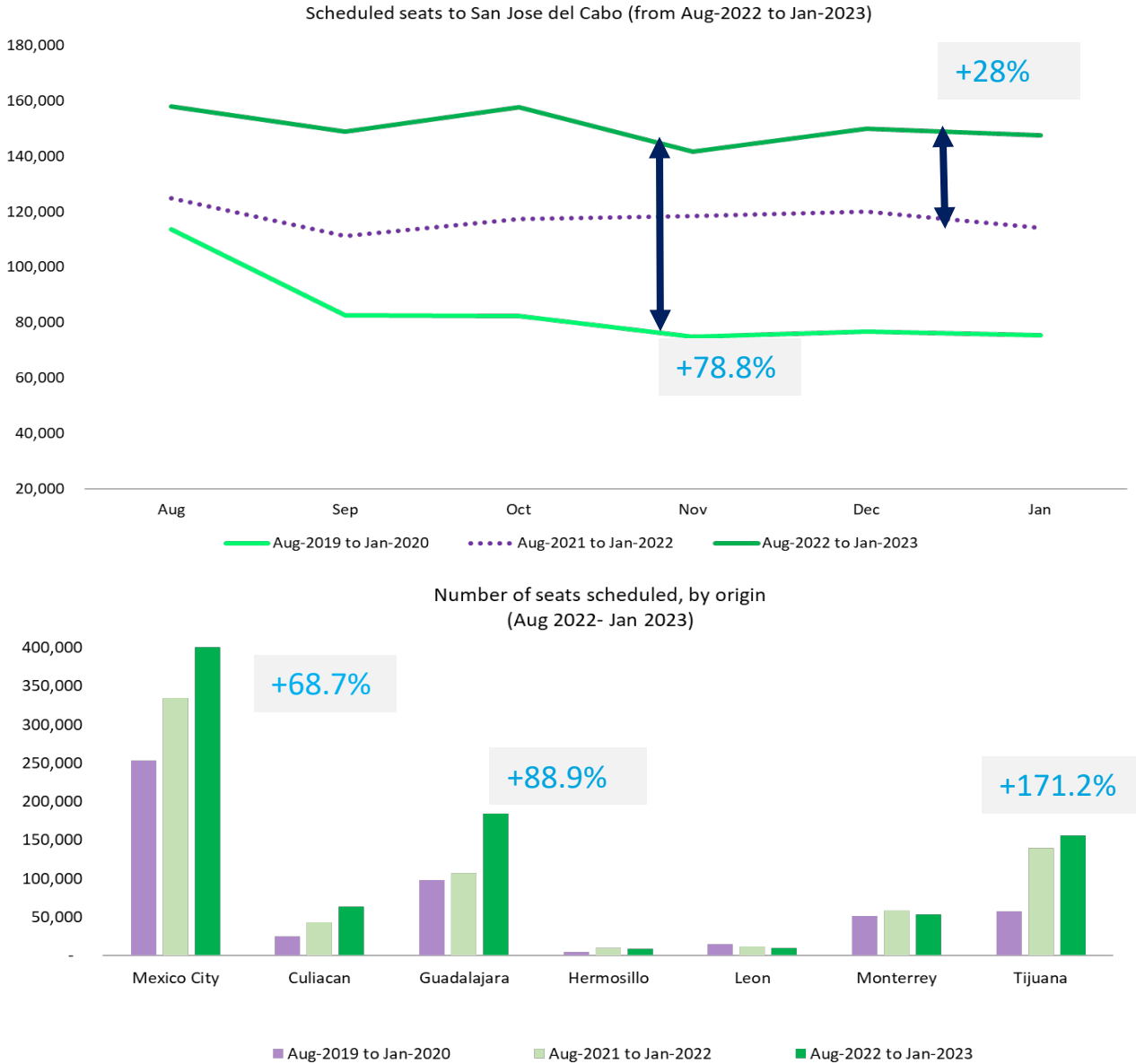


Domestic air connectivity

SEATS SCHEDULED FROM AUG-2022 TO JAN-2023

Seat offer report for the month in question and the following six months, as the case may be

- There are 904.4 thousand seats scheduled for the next six months, 78.8% more compared to the same period in 2019.
 - However, when comparing the seats scheduled for the next six months against the 2021 schedule, the volume of programmed seats is 28% higher.
 - For Aug-2022, the United States expects 39% more available seats than those scheduled for 2019.
- Mexico City, Guadalajara, and Tijuana are the most relevant issuing markets, with 47%, 20%, and 17% of total available seats, respectively (for the next 6 months). Followed by Monterrey (6%), Culiacan (7%), Leon (2%) and Hermosillo (1%).
 - Flight seats departing from CDMX, GDL and TIJ increased by 68.7%, 88.9% and 171.2%, respectively (when compared to 2019). However, BJX decreased by 36%. Consequently, TIJ's market share grew 6pp during these 6 months, and BJX's dropped by 2pp.
- For the next six months, 50% of the available seats will be provided by Volaris, followed by VivaAerobus with 33% and Aeromexico with 17%. Interjet exited the market.
- Load factors of domestic airlines for May-2022 were: Aeromexico (83%), VivaAerobus (79%), and Volaris (83%).

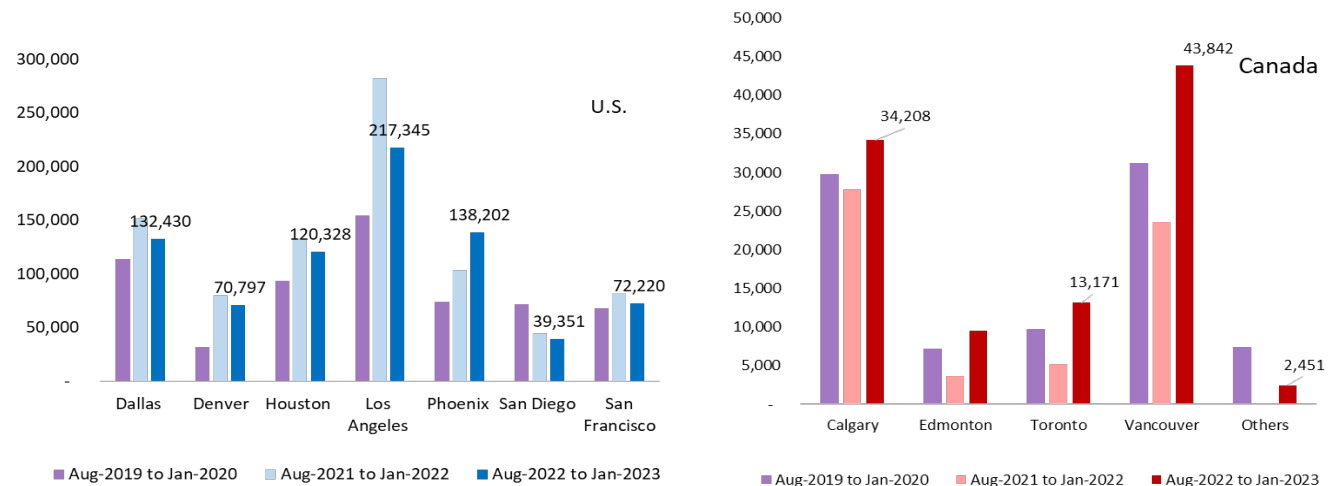
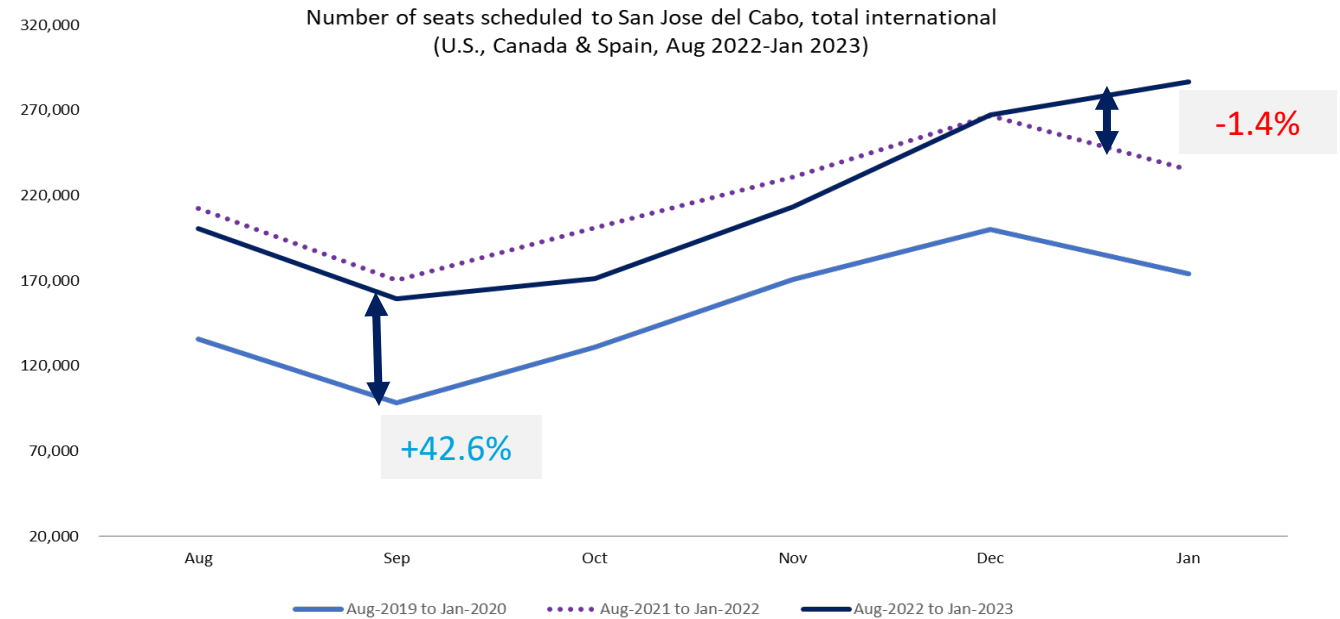


International air connectivity

SEATS SCHEDULED FROM AUG-2022 TO JAN-2023

Seat offer report for the month in question and the following six months, as the case may be

- There are 1.18 million seats scheduled for the U.S. in the next 6 months, which is **45.2% more** than the same period in 2019.
 - However, when comparing the seats scheduled for the next six months against the 2021 schedule, the volume is **4.8% less**.
 - **LAX (+40.8%), PHX (+87.5%), HOU (+28.8%), DFW (16.7%), DEN (+125%), CHI (37.4%) and SEA (+97.3%)** had the most significant increase vs. 2019. However, San Diego showed a decrease of 44.9%.
 - Los Angeles is the main issuing market in the U.S. (18% of the market), followed by DFW (11%), Houston (10%), and Phoenix (12%).
 - American, Alaska, Delta, Southwest, and United Airlines are the most relevant (92% as a whole).
 - For Aug-2022, the United States expects 46.7% more available seats than those scheduled for 2019.
- There are 103.2 thousand seats scheduled for Canada in the next six months, which is **21% more** seats compared to the same period in 2019.
 - When comparing the seats scheduled for the next six months against the 2021 schedule, the volume of scheduled seats is 59.8% higher.
 - For Aug-2022, the United States expects 22.2% more available seats than those scheduled for 2019.
 - Within the next 6 months, Calgary presents an increase of 15.1%, Edmonton 33.4%, Vancouver 40.6% and Toronto 35.2% compared to 2019.
 - During this period, Sunwing (+43.3%), WestJet (+9.1%) and Swoop (+30.4%) increase the number of seats. Air Canada drops 19.2%.
- Load factors of international airlines for May-2022 were: American 80%, Alaska 84%, Delta 79%, United 86%, Southwest 80%, Sunwing 70%, and WestJet 87%.





LOS CABOS TOURISM OBSERVATORY

PUBLIC RELATIONS



Public relations: notes and scope

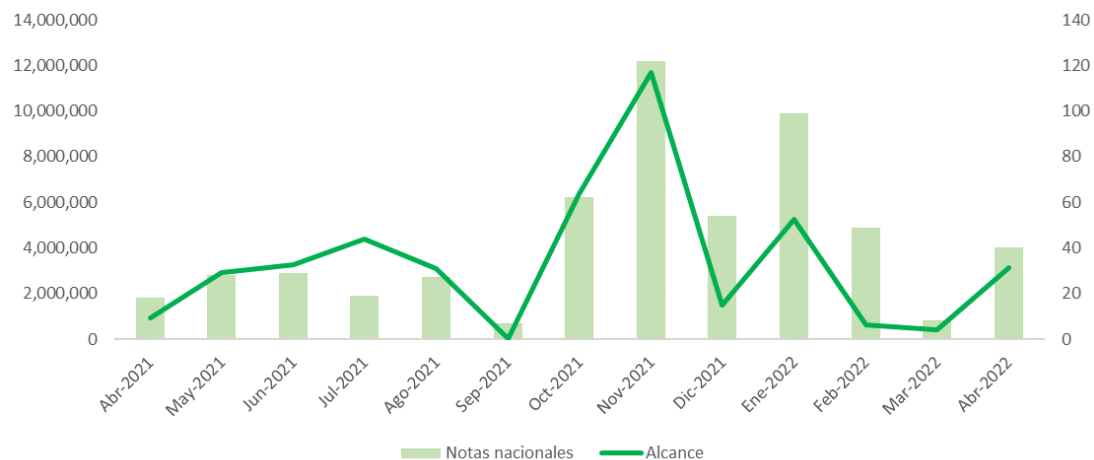
- In the domestic market:

- During Apr-2022, 40 placements were introduced, accounting for 3.14 million impressions. An average of 47 placements has been published monthly since the pandemic started in April 2020, with a **monthly reach of 3.6 million**.

- In the international market:

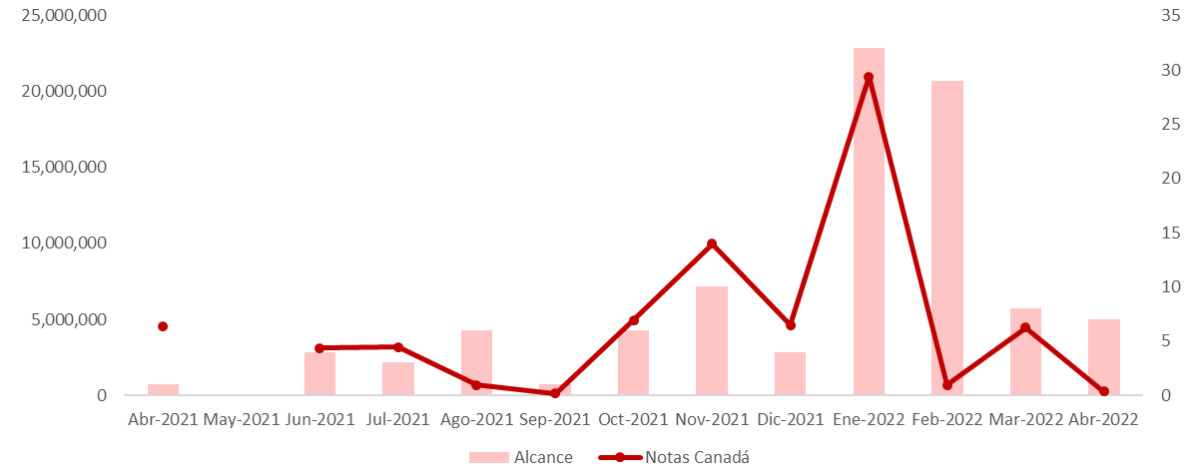
- In Apr-2022, 10 placements and 14 million impressions were achieved in the United States. An average of 21 placements has been published monthly since the pandemic started, with a **monthly reach of 579 million**.
- 7 notes were delivered to the Canadian market throughout Apr-2022, achieving 253 thousand impressions. An average of 8 placements has been published monthly since April, with a **monthly reach of 4.6 million**.

NOTES MADE FOR THE DOMESTIC MARKET - TOTAL & REACH



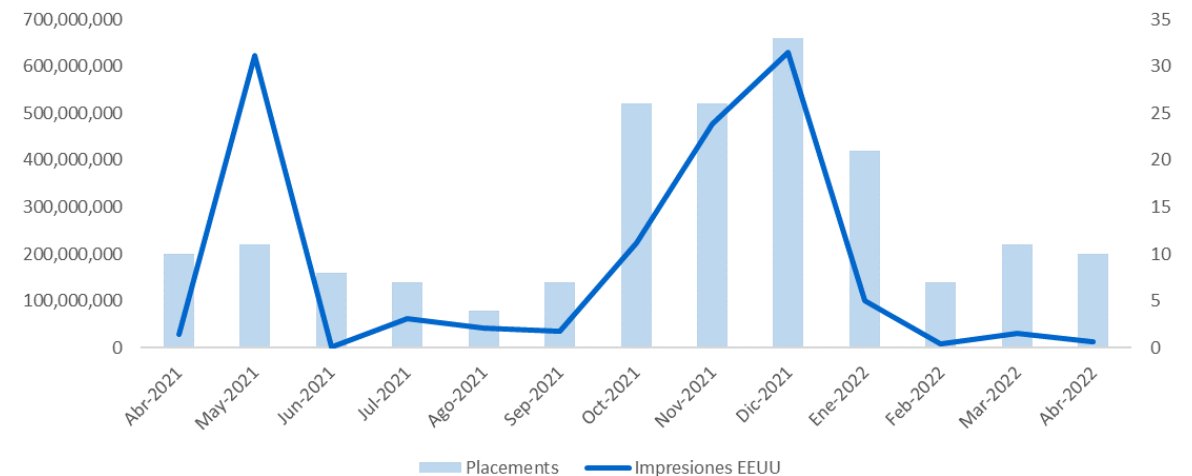
SOURCE: GAUDELLI (Feb-18 to Jan-19), LLORENTE & CUENCA (Feb-19 to Apr-22)

NOTES MADE FOR THE CANADIAN MARKET - TOTAL & REACH



SOURCE: JESSON+CO

NOTES MADE FOR THE U.S. MARKET - TOTAL & REACH



SOURCE: NJF (Feb-18 to Jan-19), OGILVY (Feb-19 to Apr-22)



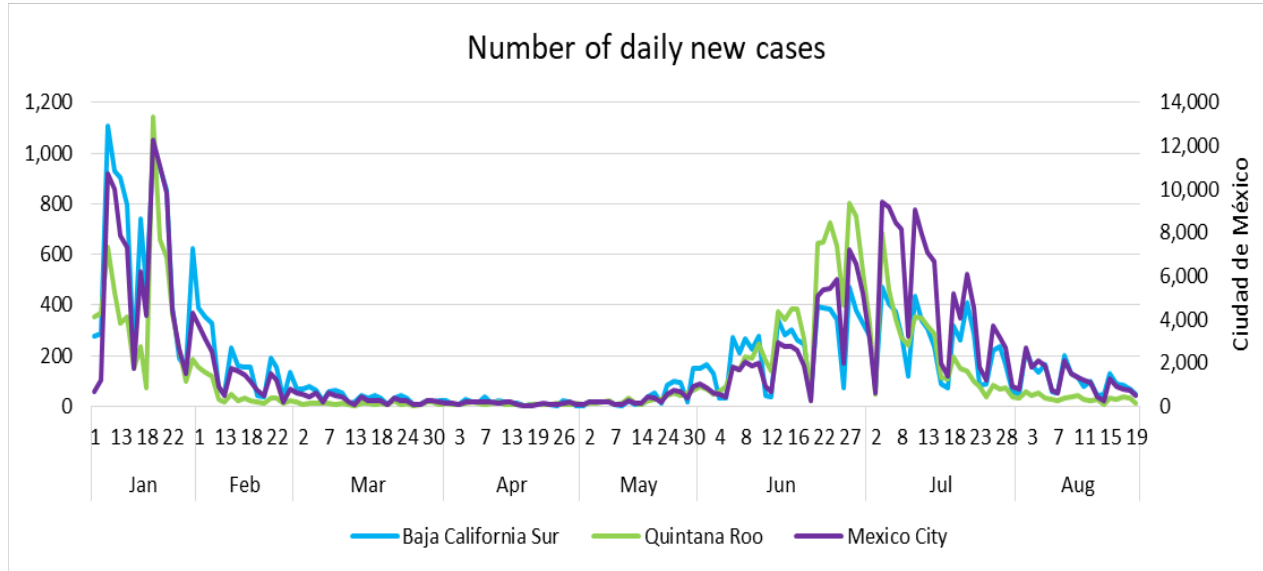
LOS CABOS TOURISM OBSERVATORY

IMPACT OF COVID-19

Effects of COVID-19 on Mexico's tourism
sector



Confirmed COVID-19 cases - overview



Total confirmed cases as of August 19th, 2022

Domestic

**6.98
million**

- 427 thousand more cases since July 19th.

Baja California Sur

**123 thousand
209**

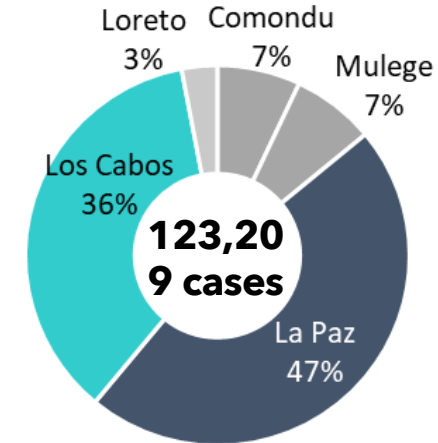
- 5,445 more cases than those recorded since July 19th.

Quintana Roo

**111 thousand
313**

- 1,650 more cases in the same period.

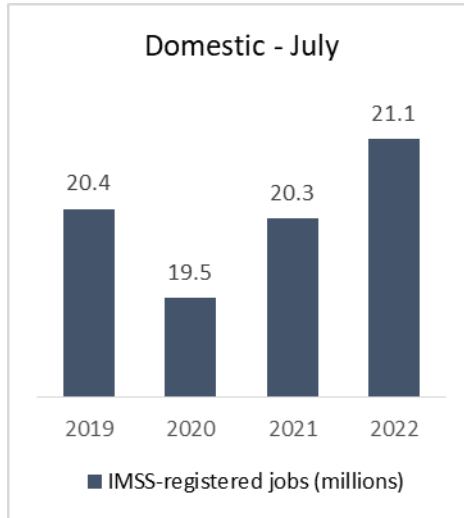
Confirmed cases by municipalities in B.C.S.



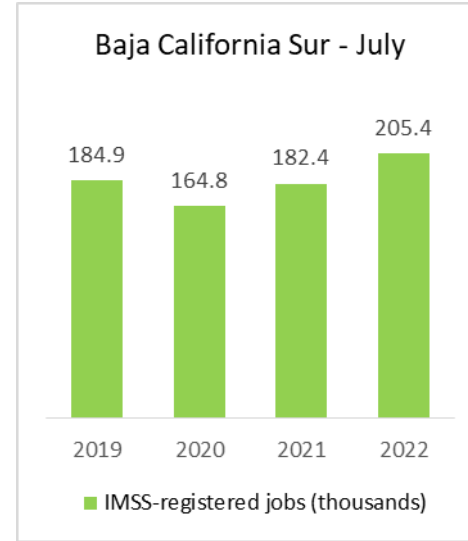
- La Paz and Los Cabos jointly account for 83% of the total confirmed cases statewide.
- In Los Cabos, 2.9% more cases were recorded compared to July 19, 2022, adding 44,488 cases.
- La Paz has 5.7% more cases in the same period, accumulating a total of 57,479 confirmed cases.
- Loreto accumulates 3,830 cases (1.7% more).

SOURCE: SECRETARIAT OF HEALTH, GENERAL DIRECTORATE OF EPIDEMIOLOGY (www.coronavirus.gob.mx). FIGURES UPDATED AS OF AUGUST 22th, 2022.

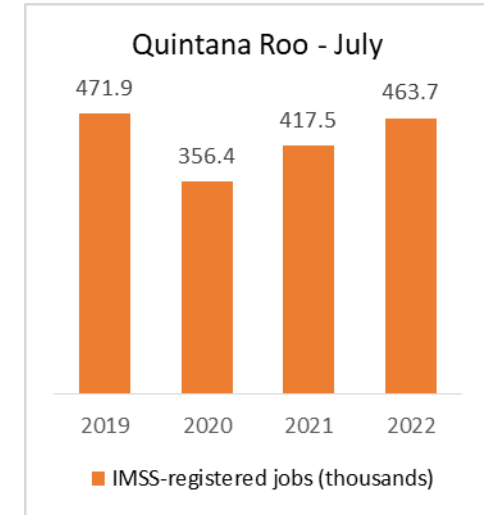
Effects on employment in Mexico



- In Jul-2022, there was a 3.4% increase in jobs compared to those recorded in Jul-2019.
- As of July 31, 2022, IMSS had registered 21,079,434 jobs in the country, which is 3.2% more than those reported in Dec-2019.



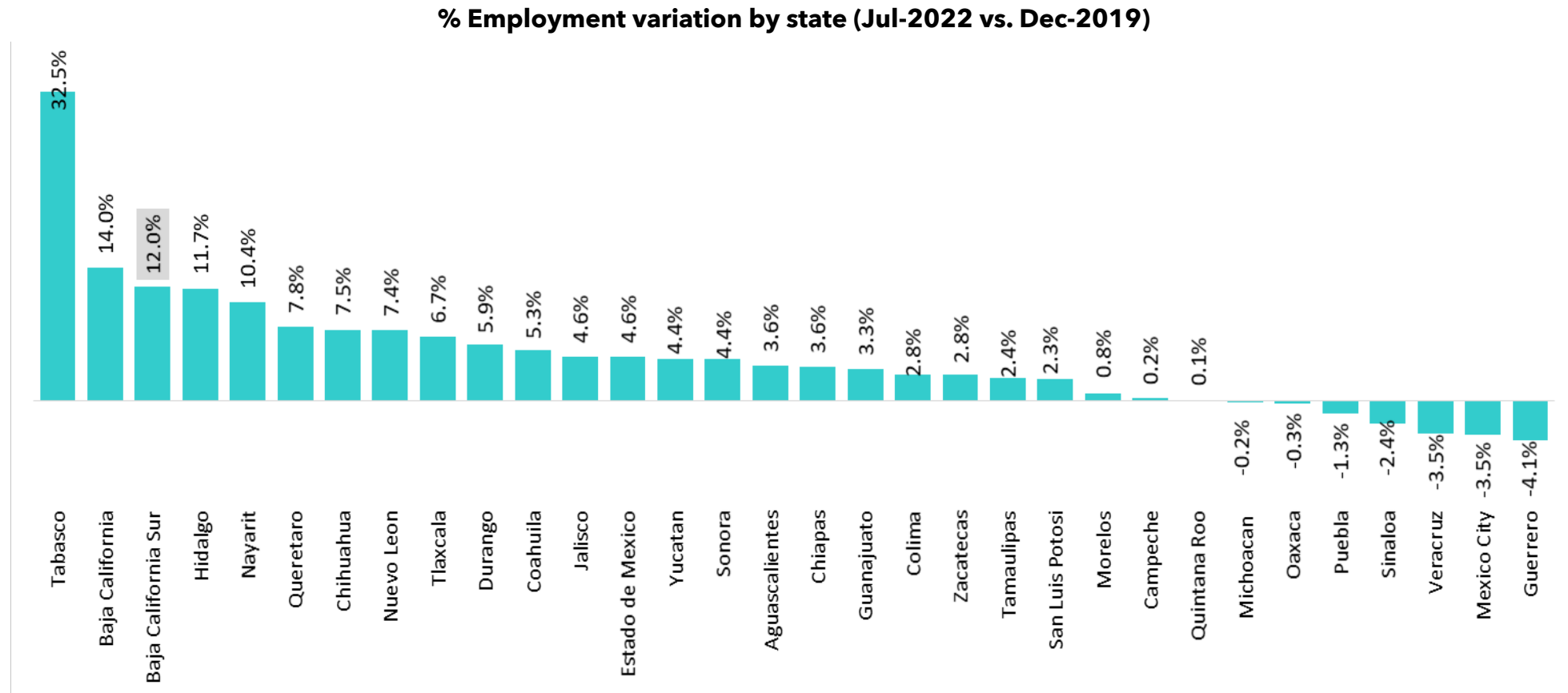
- There are 11.1% more jobs in Jul-2022 than Jul-2019.
- Baja California Sur closed Jul-2022 with 205,437 jobs, 12% more than in Dec-2019.



- In the case of Quintana Roo, in Jul-2022 there were 1.7% fewer jobs than those recorded in Jul-2019.
- Jul-2022 closed with 463,704 jobs, 0.1% more than in Dec-2019.

SOURCE: IMSS

Effects on employment in Mexico

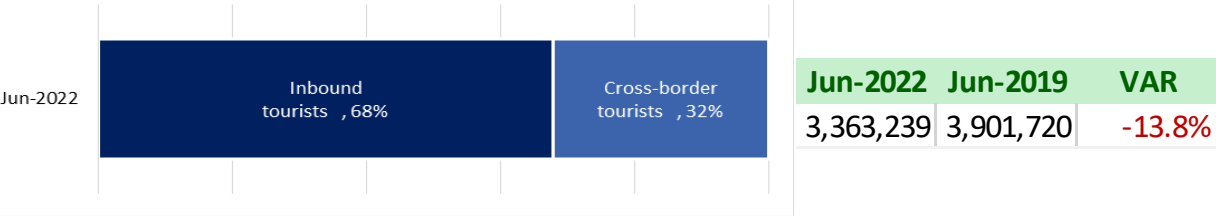


- Baja California Sur ended Jul-2022 with 12% more jobs than at the end of Dec-2019. (It's the third state with the highest increase). Quintana Roo grew 0.1% compared to 2019 figures.

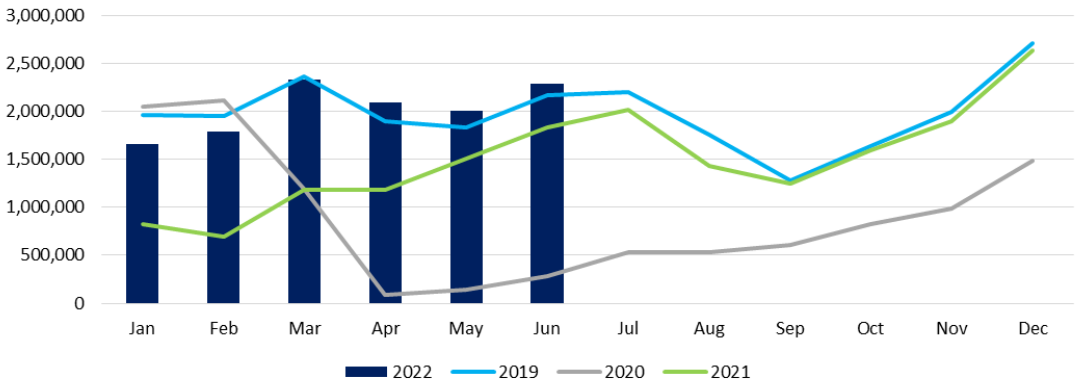
SOURCE: IMSS

International tourist arrivals in Mexico

International tourists who entered the country



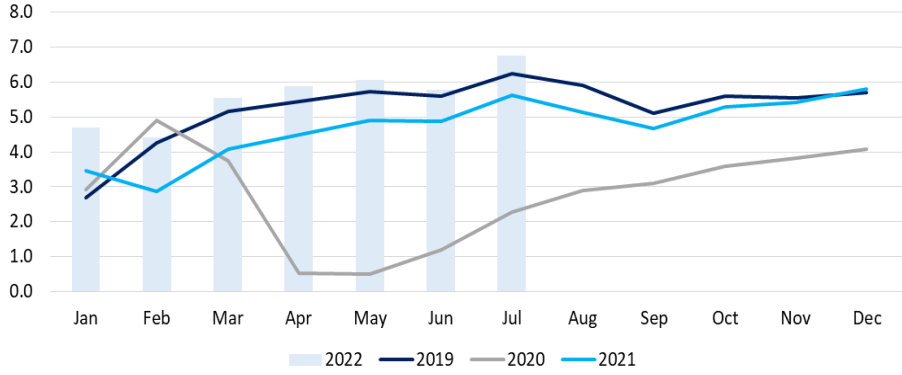
Inbound tourists



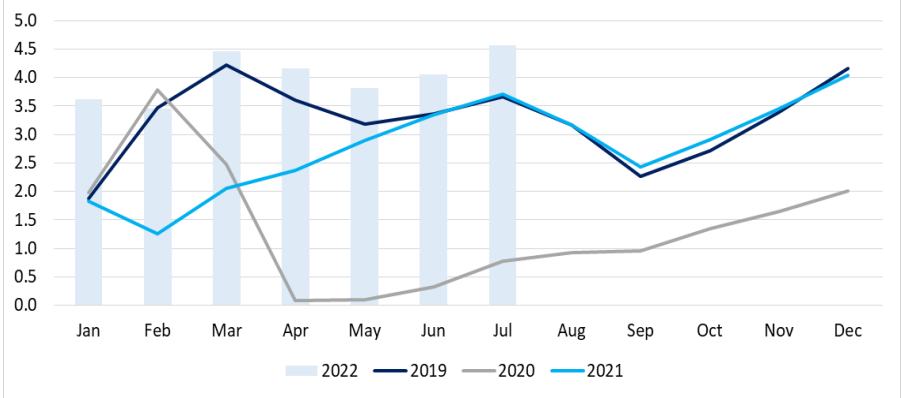
- In Jun-2022, 3.36 million international tourists arrived in the country (13.8% fewer than in Jun-2019). 68% were inbound tourists.
- 5.7% more inbound tourists vs Jun-2019 (82% by air, 18% by land). The average spending of those arriving by air was USD 1,077 (18% more than the average spending in Jun-2019).

Air traffic in Mexico. Airport groups

Passenger traffic in domestic flights (millions)



Passenger traffic in international flights (millions)



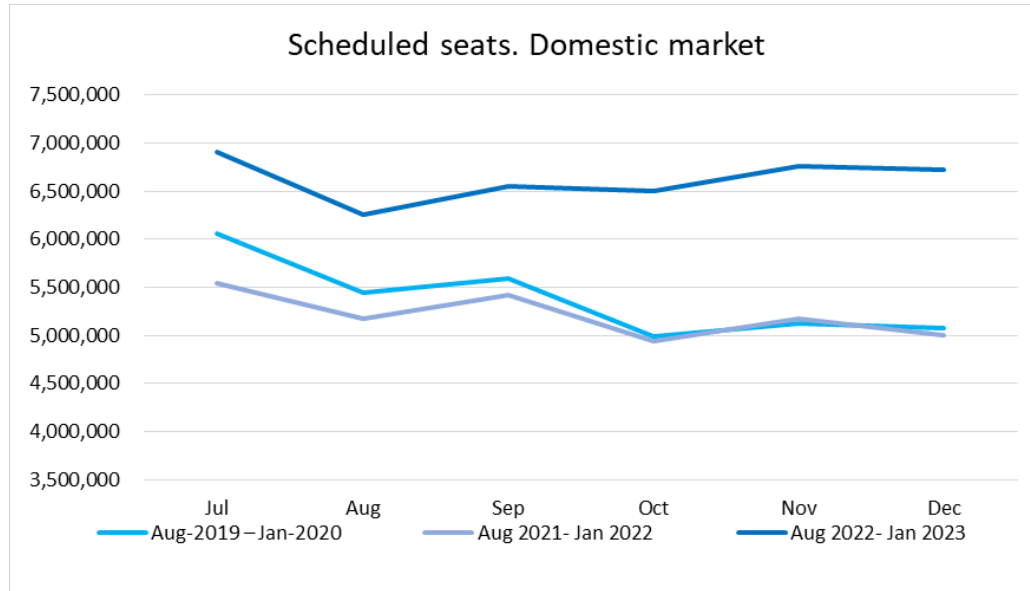
- Passenger traffic in domestic operations during Jul-2022 was 8% higher than Jul-2019 (6.8 million passengers).
- In international operations, the increase was 25% compared to Jul-2019 (4.57 million passengers).

SOURCES: ASUR, OMA, GAP

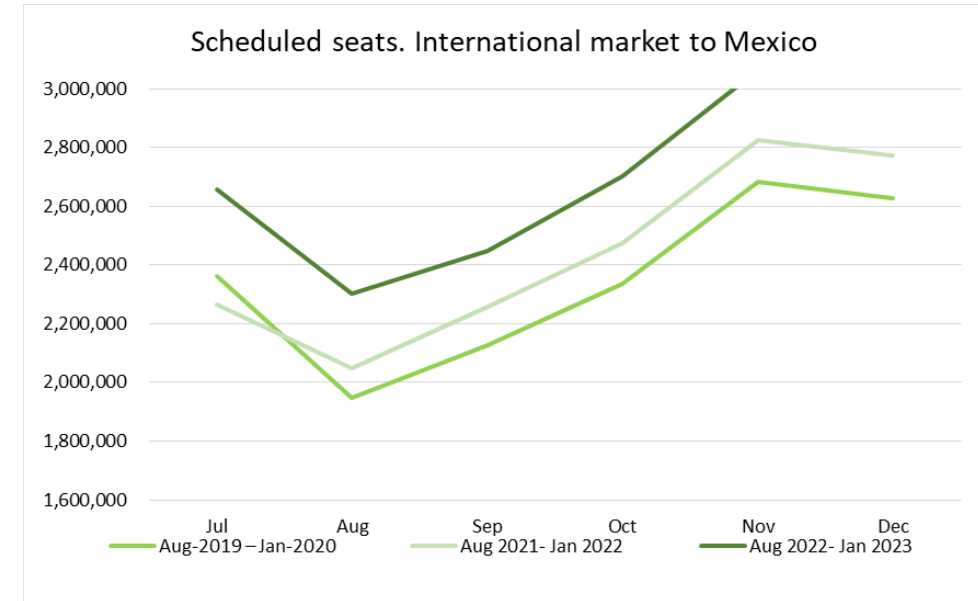
*TOTAL TRAFFIC FROM THE THREE AIRPORT GROUPS (ARRIVALS AND DEPARTURES), CDMX'S INFORMATION NOT INCLUDED.

SOURCE: INTERNATIONAL TOURIST SURVEYS. INEGI

Seats scheduled for Aug-2022 and the following months for Mexico



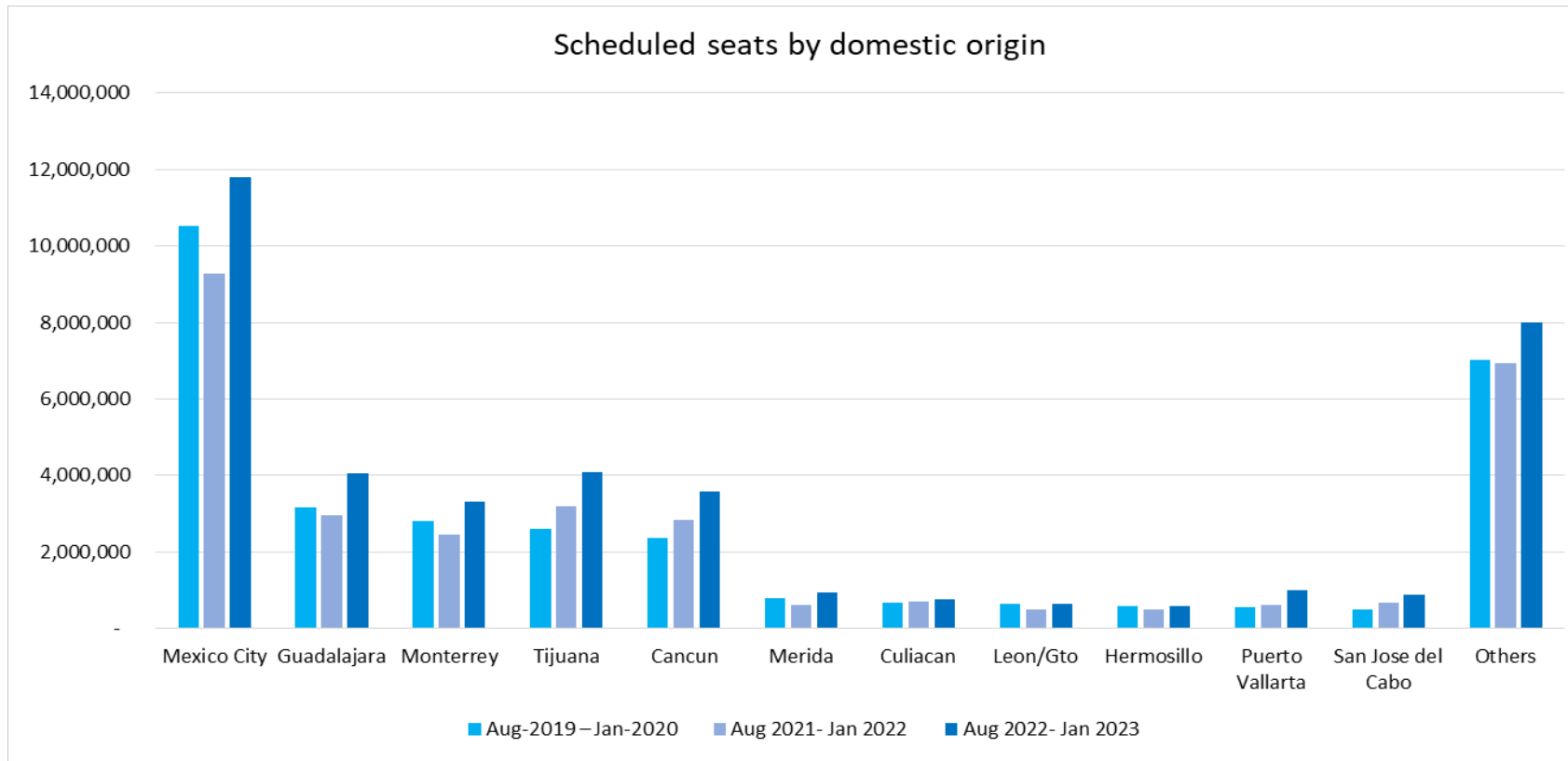
- The supply of domestic and international seats planned for the next months remains higher than that of the same period in 2019 and 2021.
- That's 39.7 million domestic seats, 23% more than Aug-2019 to Jan-2020.
- 31.9% more seats are planned for Dic-2022 than those planned for Dic-2019.



- 16.3 million international seats are planned for the next 6 months, 15.8% more than Aug-2019 to Jan-2020.
- There is an increase of 14.3% for Dec-2022 compared to Dec-2019 and an increase of 19.5% for Jan-2023.

SOURCE: OAG
Scheduled seats as of the last week of July 2019, 2021 and 2022, respectively.

Seats scheduled for the upcoming months, by markets, to Mexico



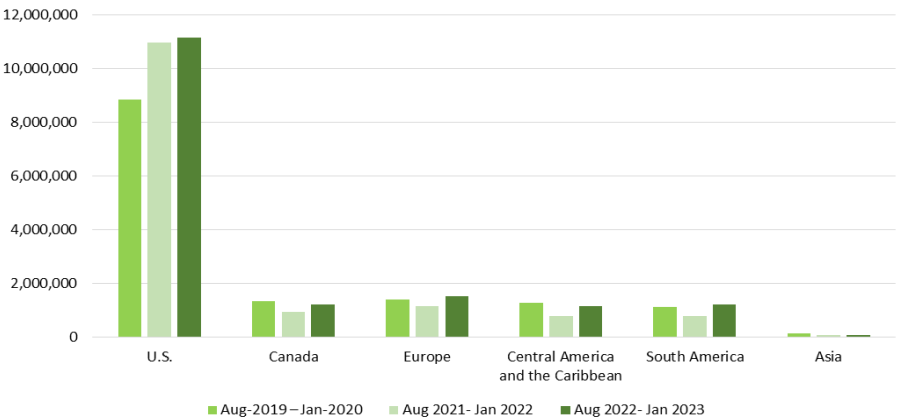
Domestic
Aug-2022 to Jan-2023 vs Aug-2019 to Jan-2020

- CDMX: 11.81 million
+12.4%
- Guadalajara: 4.06 million
+28.2%
- Monterrey: 3.32 million
+18.6%
- Tijuana: 4.08 million
+56.8%
- Cancun: 3.59 million
+51.4%
- Merida: 954 thousand
+18.3%
- San Jose del Cabo: 894 thousand
+75.3%

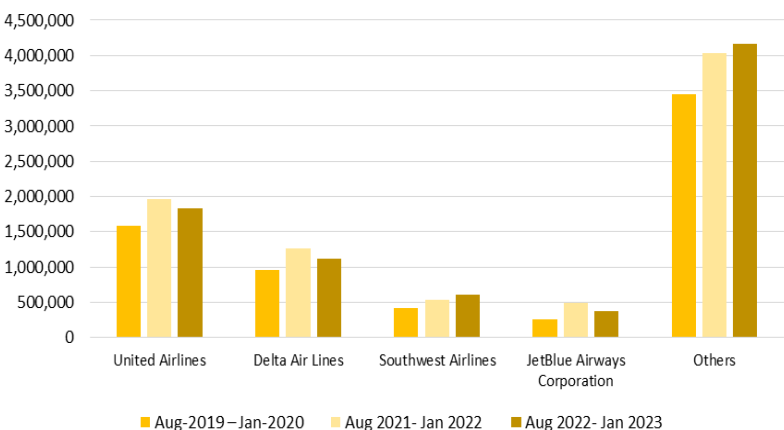
SOURCE: OAG
Scheduled seats as of the last week of July 2019, 2021 and 2022, respectively.

Seats scheduled for the upcoming months, by markets, to Mexico

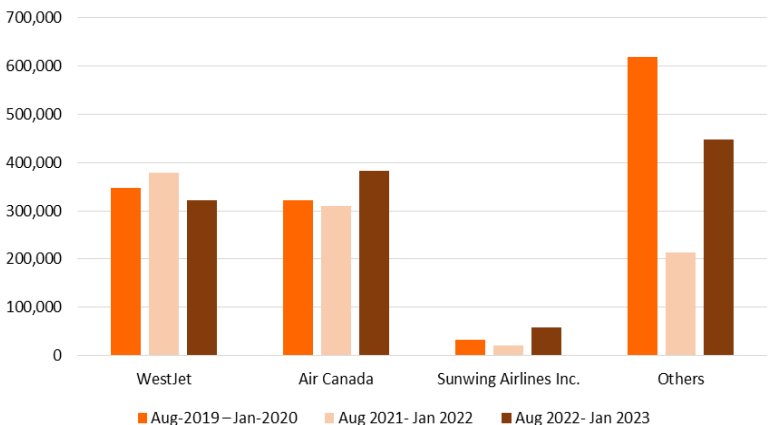
Scheduled seats. International market by region



Scheduled seats by airline. U.S.



Scheduled seats by airline. Canada



U.S.

- Accounts for 68.4% of the scheduled international seats from Aug-2022 to Jan-2023 (62.9% in the same period of 2019).
- 11.15 million seats for the next six months (+26% compared to the period from Aug-2019 to Jan-2020).

%VAR of scheduled seats

- Houston: 1.5 million +34.8%
- Dallas: 1.4 million +43.6%
- Los Angeles: 1.3 million +2.2%
- Chicago: 909 thousand +26.0%
- New York: 720 thousand + 1.6%

Canada

- Accounts for 7.4% of the scheduled international seats from Aug-2022 to Jan-2023 (9.4% in the same period of 2019).
- 1.21 million seats from Aug-2022 to Jan-2023 (-8.4% compared to the same period of 2019).

%VAR of scheduled seats

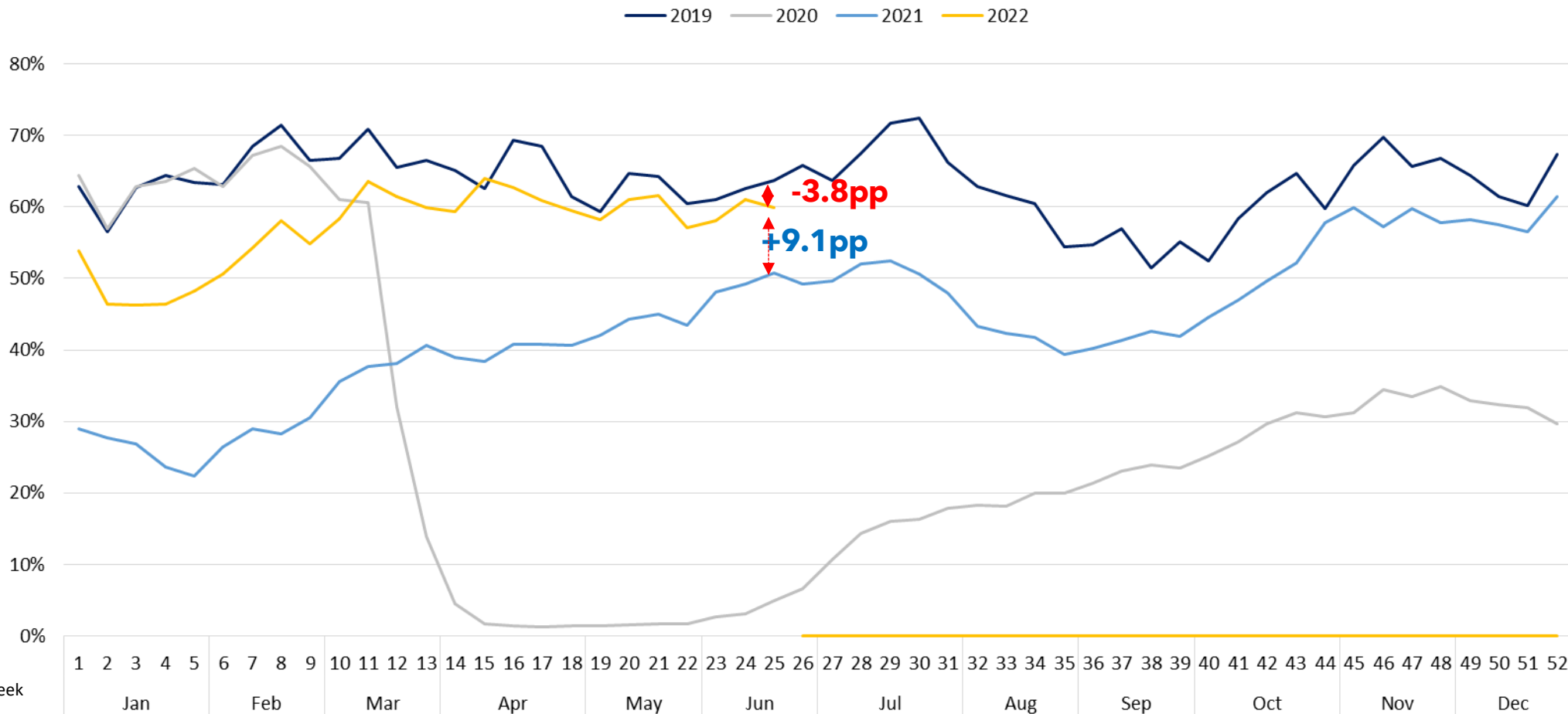
- Toronto: 425 thousand -1.5%
- Montreal: 250 thousand -2.6%
- Vancouver: 231 thousand -17.5%
- Calgary: 159 thousand -15.0%

SOURCE: OAG

Scheduled seats as of the last week of July 2019, 2021 and 2022, respectively.

Hotel indicators in Mexico

Hotel occupancy in Mexico (average of 12 resorts)

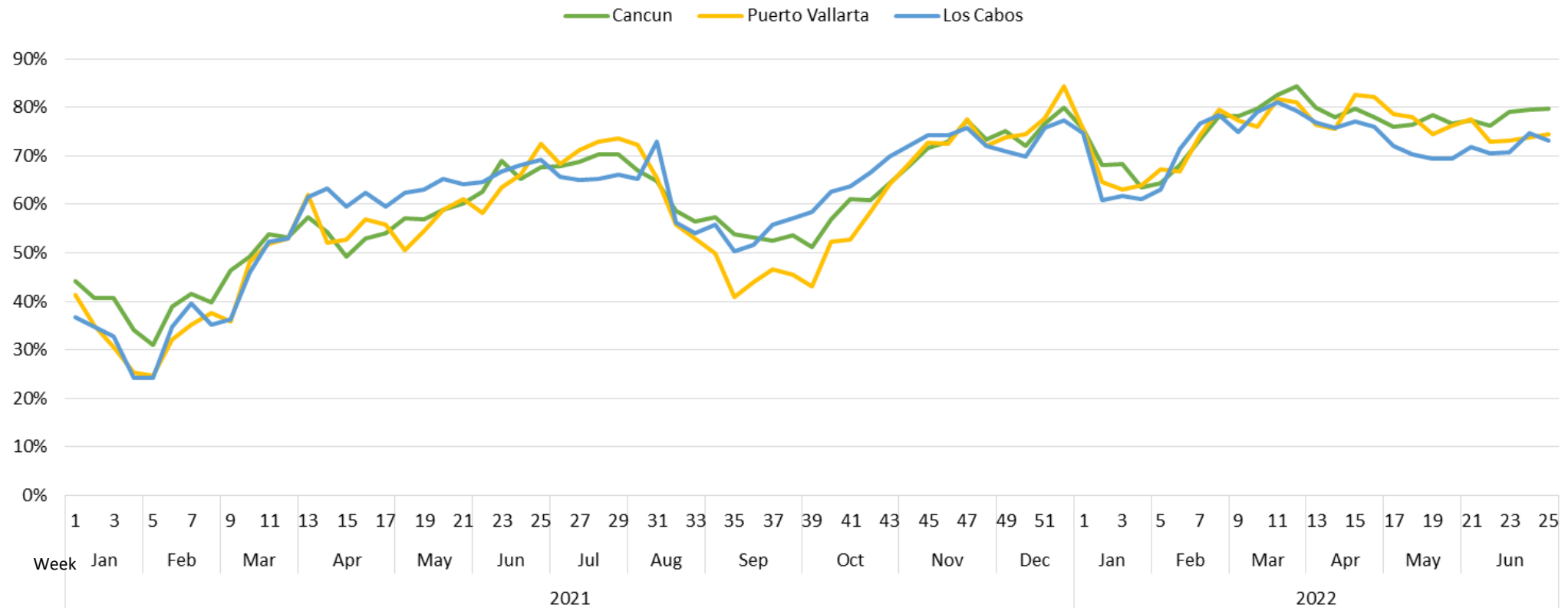


- At the end of week 25, occupancy was 59.9%, 3.8pp below the same week in 2019 and 9.1pp above the rate recorded in the same week of 2021.
- Starting in week 6, average occupancy has stayed above 50%.

SOURCE: DATATUR. MONITORED DESTINATIONS: VILLAHERMOSA, AGUASCALIENTES, TUXTLA GUTIERREZ, QUERETARO, PUEBLA, PUERTO VALLARTA, SAN CRISTOBAL DE LAS CASAS, LOS CABOS, CANCUN, MEXICO CITY, ACAPULCO, AND SAN MIGUEL DE ALLENDE.

Hotel indicators in Mexico

Hotel occupancy in Cancun, Puerto Vallarta and Los Cabos





LOS CABOS TOURISM OBSERVATORY

DEFINITIONS



Definitions

- **Congress.** Non-business-oriented meetings in which people gather in large groups, generally to discuss and exchange points of view on a topic of interest (including professional, cultural, sports, theological, social, governmental, academic, and more). These meetings often last several days and have simultaneous sessions, as well as a predefined multiannual or annual periodicity.
- **Convention.** Trade or business meetings usually sponsored by a corporation, where participants represent the company, corporate group, or customer-supplier relationships. Their participation could be mandatory, so travel expenses are borne by the corporation. This category includes general and formal legislative, social or economic meetings, to provide information, deliberate, establish consensus or deal with participants' policies, as well as address a market's, product's or brand's commercial issues. It may include a secondary presentation element.
- **Available rooms.** The number of rooms in service. It doesn't account for out of service rooms due to repair or some other cause.
- **Tourist destination.** The main target of a tourist's trip. The visiting place is fundamental for the decision-making process to plan a trip. The main reason for the trip.
- **Seasonality.** It means that tourist flows tend to be distinct across different seasons (around certain times of the year), repeating this process annually
- **Length of stay.** It results from dividing the total number of room nights by the number of bookings per month. The obtained result expresses the number of days a tourist stays.
- **Events or incentive trips.** Incentive travel is a new strategy that recognizes people who have reached or exceeded goals generally related to sales or productivity. It is addressed to participants who have better job performance, gifting them with a remarkable travel experience.
- **Room nights.** Obtained from the daily number of rooms occupied by tourists, times their length of stay (number of nights that they spend in the establishment). Classified according to the place of origin, and residency or non-residency status.
- **Inflation.** General and continuous rise in the prices of goods and services marketed in an economy. It is the average growth rate of the goods and services' prices between one period and the next.
- **Underlying inflation.** The prices' increase in a subset of the INPC (National Consumer Price Index), which includes generics with less volatile prices. It measures the inflation trend in the medium term. The 283 generic concepts that make up the goods and services basket of the INPC are classified into subsets that respond to particular needs of analysis. Among the most well-known classification, there is the object of expenditure, which refers to the origin of goods and services' sector; and the durability of goods and the underlying inflation.
- **Passenger arrivals.** Passengers carried on scheduled services by airlines.
- **Tourist arrivals.** Corresponds to the number of tourists that visited the establishment throughout the month.

Definitions

- **Visitor's nationality.** Granted by the country that issues the passport or other identity documents, even when residing in another country.
- **Non-resident.** The person whose habitual environment is outside the Mexican territory and visits the latter for less than 12 months for any reason (including business, vacation, and more). Excludes whether remuneration is received or not for the activities performed in the place visited
- **Hotel occupancy.** The accommodation occupancy rate is a supply-based concept. It is an important indicator for many effects. It provides information on the use of different accommodation types and, if the data is obtained monthly, it also indicates the seasonal pattern use of tourist accommodations.
- **RevPAR.** RevPAR is the most important metric used in the hotel industry to assess the financial performance of an establishment or a chain (it assesses a property's ability to fill its available rooms at an average rate). RevPAR is short for Revenue Per Available Room (income per available room). It refers to a specific period (weekly, monthly, annual, etc.). One way to calculate RevPAR is through the formula: $\text{RevPAR} = \frac{It}{\Sigma Ht}$, where It equals the total revenue generated by the rooms in a period (t) and ΣHt equals the total number of rooms available in a period (t). That is, the rooms of the establishment or chain multiplied by the number of nights in the period (t) minus the rooms not available.
- **Resident.** Individual who lives permanently or on a long-term basis in the territory of the United Mexican States.
- **Residence.** The place/country where the traveler has stayed most of the past year (12 months), or has stayed for a shorter period and plans to return within 12 months to live in that country.
- **Average daily rate.** Commonly known as ADR. It is a statistical unit that represents the average rental income per paid occupied room in a given period. Along with the occupation of the property, both are the basis of the property's financial performance. ADR is calculated dividing room revenue by the number of rooms sold. Houseguest rooms (also known as "house use") and free rooms (known as "complementary rooms") should be excluded from the denominator.
- **Tourist.** Any individual who travels outside their usual environment for less than 12 months for any reason, except those who engage in activities that will generate income at the travel destination: refugees or migrant workers, diplomats, seasonal workers, or travel employees.
- **Visitor.** Any individual who travels outside their usual environment for less than 12 months for any reason. Exceptions include people who engage in activities that will generate income at the travel destination: refugees or migrant workers, diplomats, seasonal workers, tourism employees, or people looking for a new residence or job.



LOS CABOS TOURISM OBSERVATORY

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