



July Board of Directors Meeting



*Prepared for:
The Hilton Austin and Austin Convention Enterprises
July 10, 2020*

US STR Data – May 2020

Not As Bad, But Still Quite Bad

Total US, May 2020



		% Change
Room Supply		-11.2%
Room Demand		-57.2%
Occupancy	33.1%	-51.7%
ADR	\$80	-39.9%
RevPAR	\$26	-71.0%
Room Revenue		-74.2%

U.S. Hotel Industry at a Glance – May

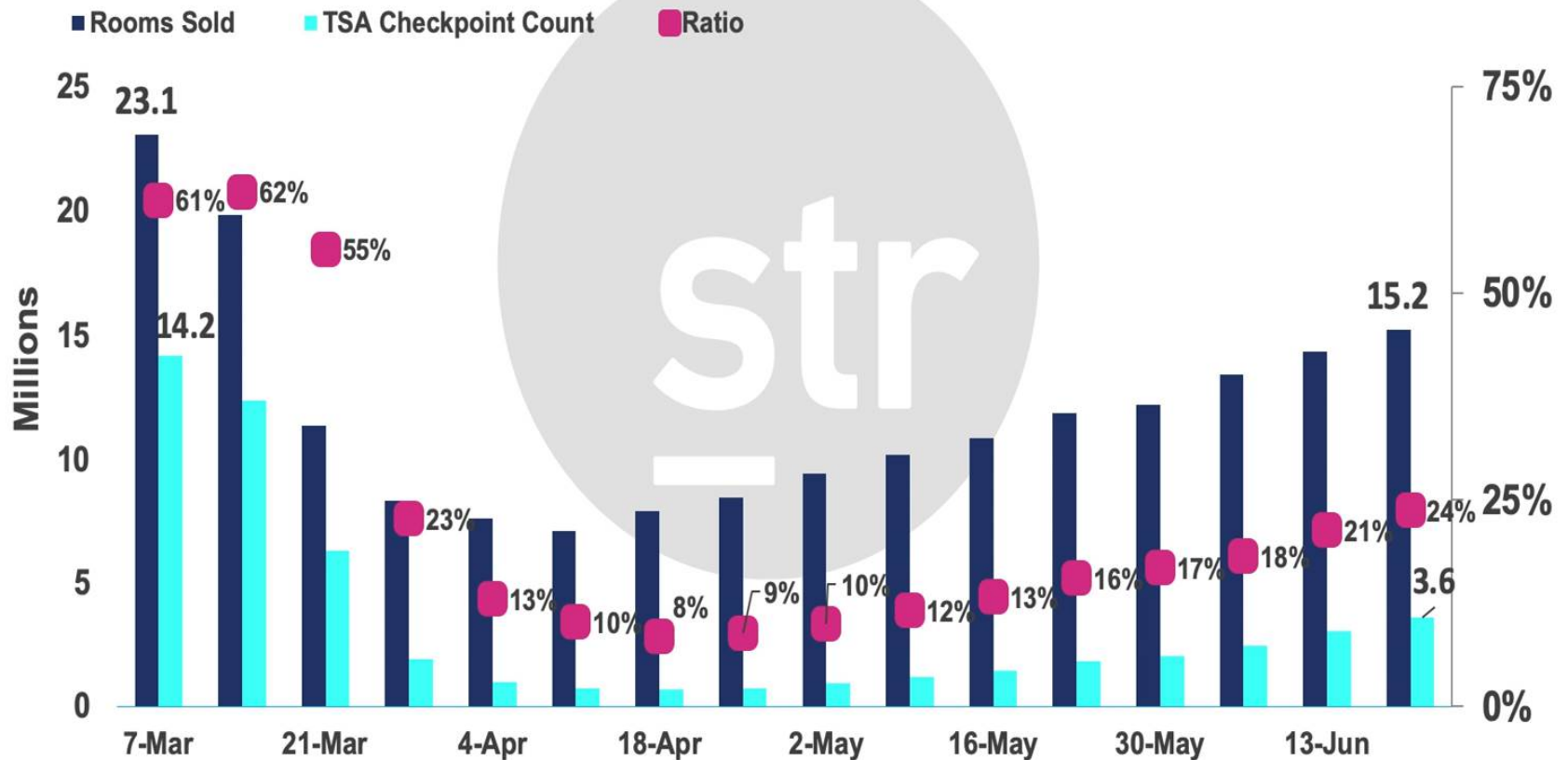
U.S. Hotel Industry at a Glance

For the Month of: May 2020

	Current Month	Running 3 Months	Running 12 Months	Year to Date
Supply	▼ down 11.2 %	▼ down 7.3 %	▼ down 0.4 %	▼ down 3.7 %
Demand	▼ down 57.2 %	▼ down 55.5 %	▼ down 13.2 %	▼ down 35.2 %
Occupancy	▼ down 51.7 %	▼ down 52.0 %	▼ down 12.9 %	▼ down 32.7 %
ADR	▼ down 39.9 %	▼ down 30.4 %	▼ down 3.6 %	▼ down 13.8 %
RevPAR	▼ down 71.0 %	▼ down 66.6 %	▼ down 16.0 %	▼ down 42.0 %

U.S. Rooms Sold vs. TSA Checkpoint Count

More Fliers & More Hotel Stays Total U.S., by Week



U.S. / Austin STR Market Performance



- **US STR Results for L28 ending July 4th:**
 - Occupancy 44.2%, ADR \$94.99 and RevPAR \$42.03
- **US STR YOY comparison L28 ending July 4th:**
 - Occupancy -38.9%, ADR -28.7% & RevPAR -56.4%
- **May Austin CBD:** Occupancy 12.9%, ADR \$123.00 & RevPAR \$15.92
- **May Austin CBD Year over Year:** Occupancy -84.1%, ADR -47.0% & RevPAR -91.6%

Austin Hotel / STR Information



Update on Austin CBD Hotels

- Consensus guidance for 2020, for Austin, is -64.3% in RevPAR decline
- Consensus guidance for 2021, for Austin, is 49.5% in RevPAR growth

STR Data June Information – Austin (Directional)

- June STR DATA Comp Set Data:
 - Occupancy 13%; weekday 8.0% and weekend 26.7%
 - ADR \$141.22 & RevPAR \$18.29

June Actual

Column1	Actual	Previous Forecast	Variance
Occupancy	11.8%	8.8%	3.0%
ADR	\$119.94	\$128.68	(\$8.74)
RevPAR	\$14.17	\$11.35	\$2.82
Revenue	\$553,942	\$426,411	\$127,531
GOP	(\$319,300)	(\$488,600)	\$169,300
EBITDA	(\$714,380)	(\$871,588)	\$157,208

Hilton Austin 2020 Group Cancellations



- Hilton Austin Group Cancellation Revenue Impact **as of July 7th** at \$24.4M (March 2020-December 2020)
 - Rooms Revenue \$19.740M
 - Banquet / Catering Revenue \$4.704M
- Hilton Austin Group Cancellation Revenue Impact **as of June 3rd** at \$19.3M (March 2020-December 2020)
 - Rooms Revenue \$15.741M
 - Banquet / Catering Revenue \$3.582M
- Hilton Austin Group Cancellation Revenue Impact **as of May 5th** at \$15.0M (March – November 2020)
 - Rooms Revenue \$12.022M
 - Banquet / Catering Revenue \$2.970M

2 Month Forecast

Column1	July Forecast	Aug Forecast	Total
Occupancy	13.4%	15.0%	14.2%
ADR	\$134.90	\$149.20	\$142.05
RevPAR	\$18.00	\$22.30	\$20.15
Revenue	\$560,338	\$676,545	\$1,236,883
GOP	(\$47,508)	(\$270,459)	(\$317,967)
EBITDA	(\$425,495)	(\$648,447)	(\$1,073,942)

Data Source; Hilton Financials

Forecast based on market conditions and subject to change

Questions?