

- Benefiting from an increase in guests of hotels & guesthouses, receipts and expenditure of the sector recorded year-on-year rise. Moreover, Gross Surplus soared by 51.0%.
- Receipts of the sector increased by 14.5% year-on-year, with those from Room Sales rising by 16.1%. Expenditure of the sector went up by 10.0%, of which Compensation of Employees and Operating Expenses showed respective growth of 10.7% and 8.4%.
- Gross Value Added that measures the sectoral contribution to the economy expanded by 19.5% year-on-year. Gross Fixed Capital Formation of the sector leapt by 228.5%.
- Number of operating hotels & guesthouses increased by 3 year-on-year to 116, including 82 hotels and 34 guesthouses. Total number of persons engaged rose by 3.7% to 52,976.

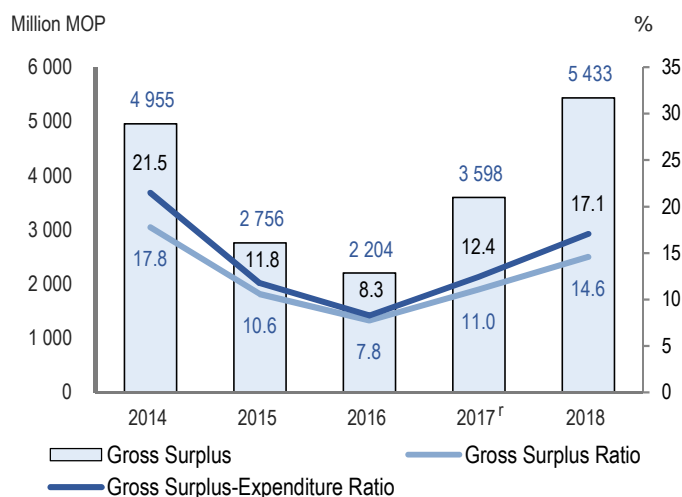
Principal Indicators

	2018	2017 ^r	Change (%)
Hotels & Guesthouses (No.)	116	113	3
Persons Engaged (No.)	52 976	51 074	3.7
Receipts (Million MOP)	37 291	32 565	14.5
Expenditure	31 828	28 928	10.0
Compensation of Employees	14 390	12 994	10.7
Operating Expenses	13 815	12 744	8.4
Purchase of Goods & Commission Paid	3 623	3 189	13.6
Gross Value Added	19 823	16 592	19.5
Gross Fixed Capital Formation	28 351	8 631	228.5
Gross Surplus	5 433	3 598	51.0
Gross Surplus Ratio (%)	14.6	11.0	3.6 p.p.
Gross Surplus-Expenditure Ratio (%)	17.1	12.4	4.7 p.p.
Average Value Added per Person Engaged ('000 MOP)	374	325	15.2

- The opening of new hotels as well as the 6.1% increase in hotel guests were both conducive to the development of the hotel sector. Receipts of the sector reached MOP 37.29 billion in 2018, up by 14.5% year-on-year.

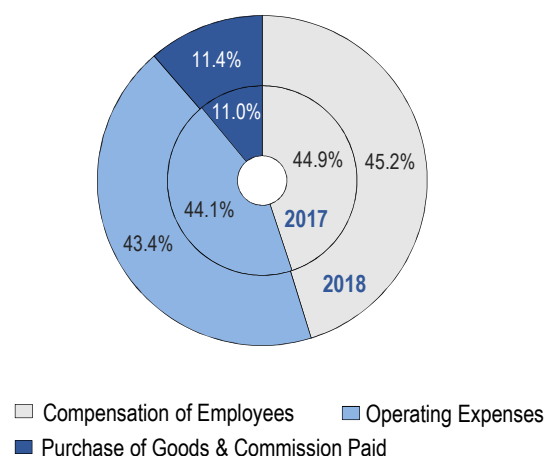
Expenditure of the sector went up by 10.0% year-on-year to MOP 31.83 billion, of which Compensation of Employees (MOP 14.39 billion) and Operating Expenses (MOP 13.82 billion) accounted for 45.2% and 43.4% respectively, while Purchase of Goods & Commission Paid (MOP 3.62 billion) took up 11.4%.

Gross Surplus, Gross Surplus Ratio and Gross Surplus-Expenditure Ratio



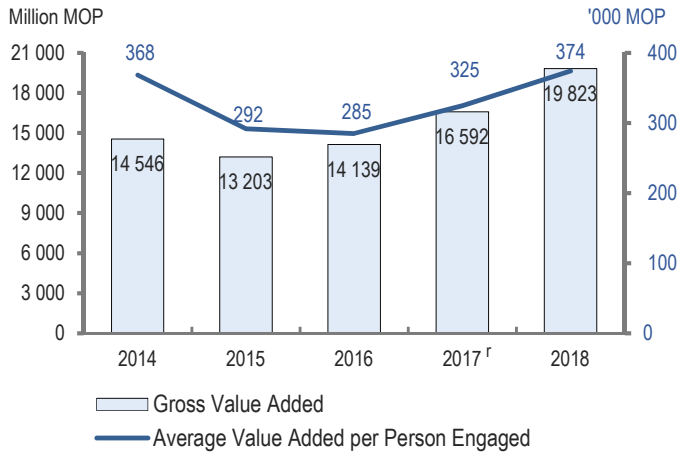
- As the growth in receipts outpaced that in expenditure, Gross Surplus of the sector surged by 51.0% to MOP 5.43 billion, the highest record since the launch of this survey.

Structure of Expenditure



- Gross Surplus Ratio of the sector rose by 3.6 percentage points year-on-year to 14.6%, indicating a further improvement in the capability of the sector to convert receipts into Gross Surplus. Likewise, Gross Surplus-Expenditure Ratio, which measures the cost-effectiveness of a sector, grew by 4.7 percentage points to 17.1%.

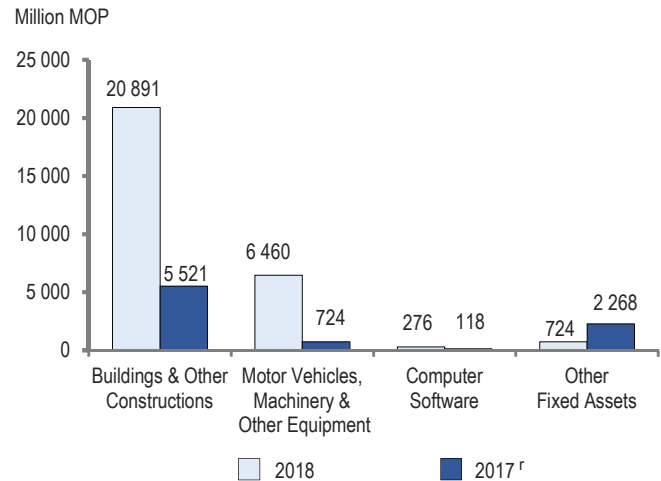
Gross Value Added



- Attributable to the opening of new hotels and the acquisition of motor vehicles, machinery & other equipment by some hotels, Gross Fixed Capital Formation of the sector leapt by 228.5% to MOP 28.35 billion.

Analysed by item, Gross Fixed Capital Formation of buildings & other constructions (MOP 20.89 billion) and motor vehicles, machinery & other equipment (MOP 6.46 billion) boosted by 278.4% and 792.9% respectively year-on-year; yet, Gross Fixed Capital Formation of other fixed assets (MOP 724 million) declined by 68.1%.

Gross Fixed Capital Formation



Business Performance of Hotels

Receipts of Hotels

	2018	2017 ^r	Change (%)
Total Receipts	37 725	32 690	15.4
Receipts	37 211	32 508	14.5
Of which: Online Business ^a	1 983	1 836	..
Non-operating Receipts	514	182	182.4
Interest Receipts	130	51	153.3
Insurance Claims	384	131	193.9

^a Data were provided by 68 and 70 establishments in 2017 and 2018 respectively.

Receipts by Item

	2018	2017 ^r	Change (%)
Total	37 211	32 508	14.5
Room Sales	17 197	14 820	16.0
Rentals of Space	8 129	7 555	7.6
Malls, showrooms, etc.	7 345	6 775	8.4
MICE venues/private banquets halls	784	780	0.5
Food & Beverages	8 144	6 875	18.5
Other Receipts	3 741	3 258	14.8

Note: Other Receipts include Sale of Goods and In-room Services.

- In terms of Non-operating Receipts of the hotels, insurance claims jumped by 193.9% to MOP 384 million as a consequence of the compensation for damages caused by the catastrophic typhoon in 2017.

- Gross Value Added that measures the sectoral contribution to the economy expanded by 19.5% year-on-year to MOP 19.82 billion, as receipts of the sector were significantly higher than Operating Expenses and the expenditure on Purchase of Goods & Commission Paid.

In view of an upsurge in Gross Value Added, Average Value Added per Person Engaged went up by 15.2% to MOP 0.37 million.

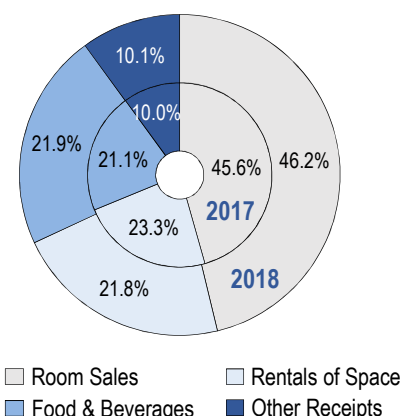
Receipts of Hotels

- Receipts of the 82 hotels stood at MOP 37.21 billion, an increase of 14.5% year-on-year; those generated from online business (including bookings of hotel rooms and tickets, etc.) amounted to MOP 1.98 billion.

Among the various items of receipts, Room Sales grew by 16.0% year-on-year to 17.20 billion, which made up 46.2% of the total.

Receipts from Rentals of Space went up by 7.6% to MOP 8.13 billion (21.8% of total), of which MOP 7.34 billion came from rentals of malls, showrooms, etc., representing a growth of 8.4%; receipts from rentals of MICE venues/private banquet halls edged up by 0.5% to MOP 784 million. Besides, receipts from provision of Food & Beverages amounted to MOP 8.14 billion (21.9% of total), an increase of 18.5%.

Structure of Receipts



Expenditure by Item

	Million MOP		
	2018	2017 ^f	Change (%)
Total	31 776	28 882	10.0
Compensation of Employees	14 365	12 972	10.7
Remuneration in Cash	12 580	11 373	10.6
Benefits of Employees	1 786	1 599	11.7
Operating Expenses	13 788	12 720	8.4
Of which:			
Management Services & Contractual Services	2 780	2 586	7.5
Electricity Charges	1 928	1 725	11.7
Maintenance & Repairs	1 515	1 183	28.1
Consumables	1 349	1 151	17.2
Market Research & Publicity	1 030	1 018	1.1
Rents of Establishment	706	741	- 4.7
Purchase of Goods & Commission Paid	3 622	3 189	13.6
Food & Beverages	3 010	2 610	15.3
Other Goods	369	367	0.7
Commission Paid	243	213	14.1

- Analysed by items of Operating Expenses, expenditure on management services & contractual services went up by 7.5% year-on-year to MOP 2.78 billion (20.2% of total).

Electricity charges (MOP 1.93 billion), expenditure on maintenance & repairs (MOP 1.52 billion) and consumables (MOP 1.35 billion) recorded increases of 11.7%, 28.1% and 17.2% respectively; expenditure on market research & publicity (MOP 1.03 billion) also grew by 1.1%, while that on rents of establishment (MOP 706 million) dropped by 4.7%.

Non-operating Expenses

	Million MOP		
	2018	2017 ^f	Change (%)
Total	14 720	12 824	14.8
Depreciation	12 284	10 833	13.4
Interest Paid	2 436	1 991	22.3

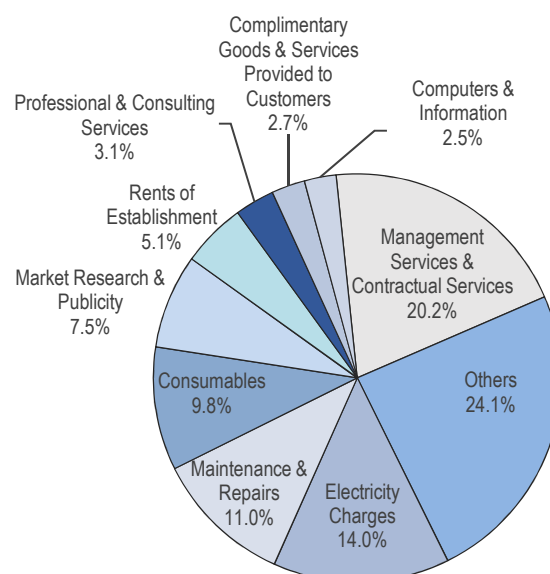
Expenditure of Hotels

- Expenditure of hotels was mainly incurred on Compensation of Employees and Operating Expenses, which amounted to MOP 14.37 billion (45.2% of total) and MOP 13.79 billion (43.4%) respectively, up by 10.7% and 8.4% year-on-year. Expenditure on Purchase of Goods and Commission Paid grew by 13.6% to MOP 3.62 billion.

Remuneration in cash increased by 10.6% year-on-year to MOP 12.58 billion, constituting 87.6% of Compensation of Employees. Moreover, benefits of employees (e.g. payments in kind, pension funds, and contributions to Social Security Funds) rose by 11.7% to MOP 1.79 billion.

Within Purchase of Goods & Commission Paid, expenditure on food & beverages went up by 15.3% to MOP 3.01 billion, which accounted for 83.1% of the total. Besides, commission paid (MOP 243 million) showed a 14.1% rise.

Structure of Expenditure

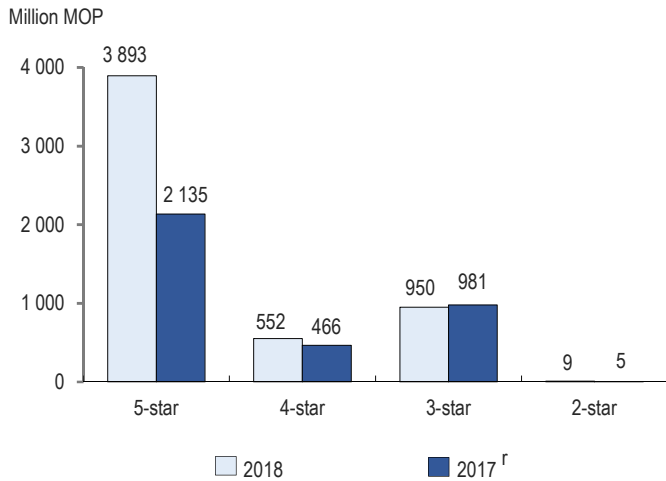


- Non-operating Expenses of hotels (including depreciation and interest paid) increased by 14.8% year-on-year to MOP 14.72 billion, with depreciation expanding by 13.4% to MOP 12.28 billion (83.5% of total).

Statistical Indicators by Classification of Hotels

	Hotels	Persons Engaged	Rooms Available	Receipts	Expenditure	Gross Surplus	Gross Value Added	Gross Fixed Capital Formation	Gross Surplus Ratio (%)	Average Value Added per Person Engaged
	(No.)			(Million MOP)						('000 MOP)
5-star	35	40 134	24 494	29 040	25 115	3 893	15 580	26 846	13.4	388
4-star	17	6 285	7 724	4 394	3 844	552	1 898	400	12.6	302
3-star	16	5 914	4 987	3 627	2 677	950	2 227	892	26.2	377
2-star	14	417	873	150	141	9	64	210	6.2	154

Gross Surplus of Hotels



- As the receipts of five-star, four-star and two-star hotels increased sizeably than their expenditure, Gross Surplus of these hotels showed varying degrees of growth. Gross Surplus of five-star hotels (MOP 3.89 billion) and two-star hotels (MOP 9.26 million) surged by 82.4% and 82.3% respectively.

However, three-star hotels registered a decrease of 3.1% in Gross Surplus (MOP 950 million) on account of a greater decrease in their receipts than in expenditure.

Gross Surplus Ratio and Gross Surplus-Expenditure Ratio of Hotels

	Gross Surplus Ratio			Gross Surplus-Expenditure Ratio			%
	2018	2017 ^r	Difference (p.p.)	2018	2017 ^r	Difference (p.p.)	
5-star	13.4	8.7	4.7	15.5	9.6	5.9	
4-star	12.6	11.2	1.4	14.4	12.5	1.9	
3-star	26.2	26.2	-	35.5	35.6	- 0.1	
2-star	6.2	4.7	1.5	6.6	4.9	1.7	

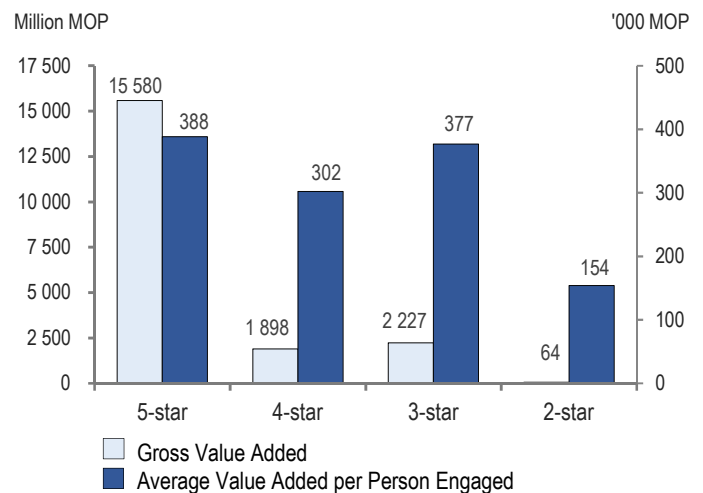
- Three-star hotels recorded the highest Gross Surplus Ratio across all types of hotels, at 26.2%, the same as in 2017. Gross Surplus Ratio of five-star hotels increased by 4.7 percentage points to 13.4% and that of four-star hotels went up by 1.4 percentage points to 12.6%.

Gross Surplus-Expenditure Ratio of three-star hotels (35.5%) dropped slightly by 0.1 percentage point year-on-year, whereas that of five-star hotels (15.5%) grew by 5.9 percentage points.

- Gross Value Added of five-star hotels (MOP 15.58 billion) rose by 25.3% year-on-year and that of four-star hotels (MOP 1.90 billion) increased by 6.1%. However, Gross Value Added of three-star hotels (MOP 2.23 billion) reduced by 2.5%.

Average Value Added per Person Engaged of five-star hotels went up by 19.1% to MOP 0.39 million, while that of three-star hotels inched down by 0.9% to MOP 0.38 million.

Gross Value Added and Average Value Added per Person Engaged of Hotels



Gross Fixed Capital Formation of Hotels

	2018	2017 ^r	Change (%)
5-star	26 846	5 884	356.3
4-star	400	207	93.1
3-star	892	1 626	- 45.1
2-star	210	910	- 77.0

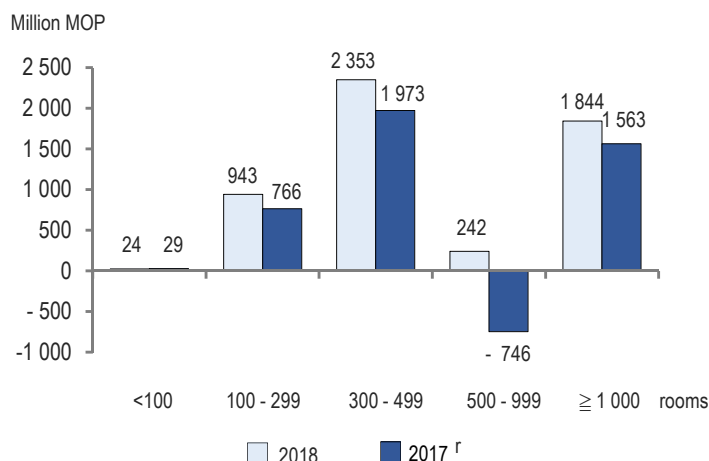
- Gross Fixed Capital Formation of five-star hotels rocketed by 356.3% year-on-year to MOP 26.85 billion on the back of the completion of new hotels and the acquisition of motor vehicles, machinery & other equipment.

Moreover, Gross Fixed Capital Formation of four-star hotels jumped by 93.1% to MOP 400 million, ascribable to an increase in purchase of motor vehicles, machinery & other equipment.

Business Performance of Hotels by Number of Rooms Available

	<100 rooms	100 - 299 rooms	300 - 499 rooms	500 - 999 rooms	≥ 1 000 rooms
Hotels (No.)	16	25	25	7	9
Persons Engaged (No.)	403	5 737	9 773	10 075	26 762
Receipts (Million MOP)	164	3 710	6 968	6 229	20 140
Expenditure	140	2 769	4 633	5 964	18 270

Gross Surplus of Hotels by Number of Rooms Available



Business Performance of Guesthouses

- Number of guesthouses stayed at 34, while number of persons engaged increased by 19 (+9.2%) year-on-year to 226.

Receipts of guesthouses soared by 40.8% to MOP 80.20 million and expenditure grew by 13.6% to MOP 52.04 million.

Since receipts of the guesthouses were significantly higher than expenditure, Gross Surplus of guesthouses leapt by 150.3% to MOP 28.14 million. Gross Surplus Ratio (35.1%) and Gross Surplus-Expenditure Ratio (54.1%) surged by 15.4 percentage points and 29.5 percentage points respectively.

Gross Value Added of guesthouses totalled MOP 52.68 million, an upsurge of 59.8% and their Average Value Added per Person Engaged increased by 46.4% to MOP 0.23 million. Meanwhile, Gross Fixed Capital Formation amounted to MOP 3.00 million, down by 14.9%.

Historical Data

	2013	2014	2015	2016	2017 ^r
Hotels & Guesthouses (No.)	100	99	107	109	113
Persons Engaged (No.)	39 909	39 475	45 271	49 616	51 074
Receipts (Million MOP)	25 298	27 871	26 046	28 427	32 565
Expenditure	21 377	23 076	23 445	26 638	28 928
Gross Value Added	12 313	14 546	13 203	14 139	16 592
Gross Fixed Capital Formation	2 265	2 763	28 862	36 602	8 631
Gross Surplus	4 130	4 955	2 756	2 204	3 598
Gross Surplus Ratio (%)	16.3	17.8	10.6	7.8	11.0
Gross Surplus-Expenditure Ratio (%)	19.3	21.5	11.8	8.3	12.4

- Analysed by number of available rooms, hotels with 1,000 or more rooms increased by 1 year-on-year to 9, and number of persons engaged of these hotels grew by 16.6% to 26,762. Receipts (MOP 20.14 billion), expenditure (MOP 18.27 billion) and Gross Surplus (MOP 1.84 billion) of these hotels rose by 19.1%, 19.3% and 18.0% respectively.

Receipts of the 7 hotels with 500 to 999 rooms (MOP 6.23 billion) grew by 14.3%, whereas expenditure (MOP 5.96 billion) dropped by 3.8%. These hotels recorded a Gross Surplus of MOP 242 million, a significant improvement compared to the deficit of MOP 746 million in 2017.

There were 16 hotels with less than 100 available rooms, up by 1 year-on-year. Receipts (MOP 164 million) and expenditure (MOP 140 million) of these hotels increased by 13.9% and 22.3% respectively. As the growth in expenditure surpassed that in receipts, Gross Surplus of these hotels decreased by 18.2% to MOP 23.57 million.

Principal Indicators of Guesthouses

	2018	2017 ^r	Change (%)
Guesthouses (No.)	34	34	-
Persons Engaged (No.)	226	207	9.2
Receipts ('000 MOP)	80 195	56 965	40.8
Expenditure	52 037	45 791	13.6
Compensation of Employees	24 540	21 714	13.0
Operating Expenses	27 114	23 890	13.5
Purchase of Goods & Commission Paid	383	187	104.7
Gross Value Added	52 677	32 957	59.8
Gross Fixed Capital Formation	3 004	3 532	- 14.9
Gross Surplus	28 137	11 243	150.3
Gross Surplus Ratio (%)	35.1	19.7	15.4 p.p.
Gross Surplus-Expenditure Ratio (%)	54.1	24.6	29.5 p.p.
Average Value Added per Person Engaged ('000 MOP)	233	159	46.4

Survey Coverage

Coverage of the survey comprises 116 hotels & guesthouses operating in Macao in 2018. The list of establishments is originated from the Statistics and Census Service and supplemented with information from the Financial Services Bureau and the Macao Government Tourist Office.

Glossary

Establishment: An economic unit which engages in one or predominantly one kind of economic activity at a single location.

Persons Engaged: All individuals who work for the establishment as at the last working day of the reference year, including employees and unpaid workers, but excluding individuals who are absent for an indefinite period.

Receipts: Operating receipts from the provision of services and resale of goods and products before any deduction of costs. Receipts are generated from Room Sales; Food & Beverages; Rentals of Space; and other receipts not specified above, but exclude Non-operating Receipts such as interest received and insurance claims.

Expenditure: Includes Compensation of Employees, Purchase of Goods & Services, Commission Paid and Operating Expenses; Non-operating Expenses such as depreciation and interest paid are excluded.

Operating Expenses: Include consumables; water; fuels; electricity charges; maintenance & repairs; rents of establishment; coach hire with driver; non-labour insurance; market research & publicity; patents and trademarks; complimentary goods & services provided to customers (including ferry tickets, performance tickets, food & beverages, etc.); professional & consulting services (legal, auditing and consultancy services, etc.); management services & contractual services (cleaning, pest control, and laundry services, etc.); and other operating expenses.

Gross Value Added: Equals receipts, plus Changes in Inventories, minus Purchase of Goods & Services, Commission Paid and Operating Expenses.

Gross Fixed Capital Formation: Equals the value of total acquisitions of new, used and fixed assets produced for own use, less the proceeds from sales of fixed assets. Fixed assets include buildings; furniture; machinery & equipment; vehicles; computer software; and other durable goods with a lifespan of one year or more. Also included are major repairs, alterations and extensions made to the existing fixed assets.

Gross Surplus: Equals receipts, plus Changes in Inventories, minus expenditure.

Gross Surplus Ratio: Gross Surplus divided by receipts and multiplied by 100%. The higher the ratio, the more effective a sector is at converting receipts into Gross Surplus.

Gross Surplus-Expenditure Ratio: Gross Surplus divided by expenditure and multiplied by 100%. The higher the ratio, the more cost-effective an establishment is.

Average Value Added per Person Engaged: Gross Value Added divided by number of persons engaged. An indicator that measures the sectoral contribution of each person engaged to the economy.

Rooms Available: Rooms available for guests in hotels and guesthouses as at the reference date.

Symbols and Abbreviations:

%	Percentage	MOP	Macao Pataca
r	Revised figures	'000	Thousand
p.p.	Percentage point	-	Absolute value equals zero
..	Not applicable		

For additional information:

<http://www.dsec.gov.mo/e/hot.aspx>

