

# Hotels: trading statistics

February 2004

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**Embargoed until:  
8 April 2004  
13:00**

## Key figures for the month ended February 2004

| Actual estimates         | February 2003 | February 2004 | % change between February 2003 and February 2004 | % change between December 2002 to February 2003 and December 2003 to February 2004 | % change between January 2003 to February 2003 and January 2004 to February 2004 |
|--------------------------|---------------|---------------|--|--|--|
| Room occupancy rate (%)  | 62,1          | 61,4          | -1,1   | -0,3   | -0,4   |
| Bed occupancy rate (%)   | 40,9          | 40,3          | -1,5   | -0,3   | -0,5   |
| Hotel income (R million) | 665,3         | 666,2         | 0,1  | 0,7  | 0,5  |

## Key findings for the month ended February 2004

*The room occupancy rate and the bed occupancy rate of hotels in South Africa decreased by 1,1% and 1,5% respectively for February 2004 compared with February 2003. Decreases in the room occupancy rate were recorded in six of the nine provinces. The largest decrease was recorded by Limpopo (-5,0%), followed by North West (-4,2%) and KwaZulu-Natal (-2,5%). The three provinces that recorded an increase in room occupancy rate were Northern Cape (+3,3%), Free State (+1,4%), and Mpumalanga (+0,8%). Decreases in bed occupancy rate were recorded in seven of the nine provinces. Limpopo (-4,6%) recorded the largest decrease, followed by North West (-4,1%) and Mpumalanga (-3,9%). The two provinces that recorded an increase in bed occupancy rate were Northern Cape (+3,3%) and Free State (+0,2%). The total hotel income for February 2004 increased by 0,1% compared with February 2003.*

Decreases in the room occupancy rate were recorded in 17 of the 25 tourism regions for February 2004 compared with February 2003 (see table B, column 2). The Limpopo tourism region (-5,0%) recorded the largest decrease, followed by the Pietermaritzburg and Midlands (-4,4%) and the North West (-4,2%) tourism regions. The largest increase was recorded by the Rest of Northern Cape (+5,8%) and the Rest of Free State (+5,8%) tourism regions, followed by the Little and Central Karoo (+3,5%) and the West Coast (+2,8%) tourism regions.

Decreases in the bed occupancy rate were recorded in 19 of the 25 tourism regions during the above-mentioned period (see table B, column 3). The Pietermaritzburg and Midlands (-4,6%) and the Limpopo (-4,6%) tourism regions recorded the largest decrease, followed by the North West (-4,1%) and the Overberg (-4,0%) tourism regions. The largest increase was recorded by the Rest of Northern Cape tourism region (+5,4%), followed by the Rest of Free State (+5,1%), the Little and Central Karoo (+4,6%) and the West Coast (+3,6%) tourism regions.

Increases in total hotel income were recorded in 15 of the 25 tourism regions during the above-mentioned period (see table B, column 4). The Rest of Northern Cape tourism region (+6,1%) recorded the largest increase, followed by the Rest of Free State (+6,0%) and the Little and Central Karoo (+5,7%) tourism regions. The largest decrease was recorded by the Pietermaritzburg and Midlands tourism region (-3,7%), followed by the North West (-3,6%), the Limpopo (-2,9%) and the Drakensberg (-2,8%) tourism regions.

## Key findings for the period December 2003 to February 2004

*The room occupancy rate and bed occupancy rate of hotels in South Africa for the three months ended February 2004 both decreased by 0,3% compared with the three months ended February 2003. The total hotel income for the three months ended February 2004 increased by 0,7% compared with the three months ended February 2003.*

## Key findings for the period January 2004 to February 2004

*The room occupancy rate and the bed occupancy rate of hotels in South Africa for the period January 2004 to February 2004 decreased by 0,4% and 0,5% respectively, compared with the period January 2003 to February 2003. Decreases in the room occupancy rate were recorded in three of the nine provinces. The Limpopo province (-3,5%) recorded the largest decrease in room occupancy rate, followed by the Western Cape (-2,0%) and Gauteng (-0,7%) provinces. Decreases in the bed occupancy rate were recorded in four of the nine provinces. The Limpopo province (-2,9%) recorded the largest decrease, followed by the Western Cape (-2,0%), Mpumalanga (-1,8%) and Gauteng (-1,0%) provinces. The total hotel income for the period January 2004 to February 2004 increased by 0,5% compared with the period January 2003 to February 2003.*

Decreases in the room occupancy rate were recorded in 10 of the 25 tourism regions for the period January 2004 to February 2004 compared with the period January 2003 to February 2003 (see table D, column 2). The Pietermaritzburg and Midlands tourism region (-3,6%) recorded the largest decrease, followed by the Limpopo (-3,5%), the Wineland (-3,1%) and the Overberg (-3,0%) tourism regions. Increases in the room occupancy rate were recorded by the Rest of Free State (+5,9%), the Rest of Northern Cape (+4,6%) and the Rest of Eastern Cape (+2,7%) tourism regions.

Decreases in the bed occupancy rate were recorded in 13 of the 25 tourism regions during the above-mentioned period (see table D, column 3). The Pietermaritzburg and Midlands tourism region (-4,2%) recorded the largest decrease, followed by the Wineland (-4,0%) and the Overberg (-3,7%) tourism regions. Increases in bed occupancy rate were recorded by the Rest of Free State (+6,0%) tourism region, followed by the Rest of Northern Cape (+4,1%) and the Rest of Eastern Cape (+3,2%) tourism regions.

Increases in total hotel income were recorded in 18 of the 25 tourism regions during the above-mentioned period (see table D, column 4). The Rest of Free State tourism region (+6,6%) recorded the largest increase in total hotel income, followed by the Rest of Northern Cape (+5,0%) and the Rest of Eastern Cape (+3,8%) tourism regions. Decrease in total hotel income was recorded by the Pietermaritzburg and Midlands tourism region (-3,4%), followed by the Wineland (-2,7%), Overberg (-2,1%) and the Limpopo (-2,0%) tourism regions.

**Table A - Percentage change in room and bed occupancy rates and total hotel income for February 2004 compared with February 2003 according to star grading**

| Star grading     | Number of participants |               | Percentage increase (+) or decrease (-) |                    |                                  |
|------------------|------------------------|---------------|---|--------------------|----------------------------------|
|                  | February 2003          | February 2004 | Room occupancy rate                     | Bed occupancy rate | Total hotel income <sup>1/</sup> |
| Ungraded         | 245                    | 245           | -0,5                                    | -0,9               | 0,3                              |
| One and two star | 33                     | 33            | 1,0                                     | 4,3                | 2,7                              |
| Three star       | 90                     | 90            | -0,3                                    | -6,5               | 3,8                              |
| Four star        | 28                     | 28            | -4,6                                    | -3,4               | 2,1                              |
| Five star        | 14                     | 14            | -6,8                                    | -7,6               | -8,1                             |
| <b>Total</b>     | <b>410</b>             | <b>410</b>    | <b>-1,1</b>                             | <b>-1,5</b>        | <b>0,1</b>                       |

1/ Not adjusted for inflation

**Table B - Percentage change in room and bed occupancy rates and total hotel income for February 2004 compared with February 2003 according to province and tourism region**

| Province and tourism region      | Percentage increase (+) or decrease (-) |                    |                                  |
|----------------------------------|---|--------------------|----------------------------------|
|                                  | Room occupancy rate                     | Bed occupancy rate | Total hotel income <sup>1/</sup> |
| <b>Western Cape</b>              | <b>-1,3</b>                             | <b>-1,2</b>        | <b>0,3</b>                       |
| Cape Metropole                   | -2,0                                    | -1,6               | 0,3                              |
| Wineland                         | -2,2                                    | -3,7               | -2,1                             |
| West Coast                       | 2,8                                     | 3,6                | 4,2                              |
| Little and Central Karoo         | 3,5                                     | 4,6                | 5,7                              |
| Garden Route                     | 2,4                                     | 1,8                | 2,8                              |
| Overberg                         | -3,0                                    | -4,0               | -2,1                             |
| Breede River                     | 2,3                                     | 1,5                | 2,8                              |
| <b>Eastern Cape</b>              | <b>-1,4</b>                             | <b>-1,7</b>        | <b>0,6</b>                       |
| Border                           | -2,1                                    | -2,5               | 0,8                              |
| Algoa                            | -1,8                                    | -2,0               | 0,4                              |
| Rest of Eastern Cape             | -0,7                                    | -1,4               | 0,7                              |
| <b>Northern Cape</b>             | <b>3,3</b>                              | <b>3,3</b>         | <b>3,8</b>                       |
| Griqualand West                  | -2,4                                    | -2,0               | -1,3                             |
| Rest of Northern Cape            | 5,8                                     | 5,4                | 6,1                              |
| <b>Free State</b>                | <b>1,4</b>                              | <b>0,2</b>         | <b>1,9</b>                       |
| Bloemfontein and Transgariep     | -0,1                                    | -1,1               | 0,5                              |
| Rest of Free State               | 5,8                                     | 5,1                | 6,0                              |
| <b>KwaZulu-Natal</b>             | <b>-2,5</b>                             | <b>-2,6</b>        | <b>-0,6</b>                      |
| Durban and Umhlanga              | -1,8                                    | -2,3               | 0,9                              |
| South Coast and Interior         | -2,7                                    | -1,5               | -0,6                             |
| Pietermaritzburg and Midlands    | -4,4                                    | -4,6               | -3,7                             |
| Drakensberg                      | -4,0                                    | -3,6               | -2,8                             |
| Rest of KwaZulu-Natal            | -3,5                                    | -3,9               | -2,6                             |
| <b>North West</b>                | <b>-4,2</b>                             | <b>-4,1</b>        | <b>-3,6</b>                      |
| <b>Gauteng</b>                   | <b>-0,3</b>                             | <b>-0,6</b>        | <b>1,3</b>                       |
| Pretoria                         | 0,2                                     | -0,1               | 1,8                              |
| Johannesburg and Rest of Gauteng | -0,1                                    | -0,5               | 1,5                              |
| East Rand                        | -1,9                                    | -2,1               | -0,6                             |
| <b>Mpumalanga</b>                | <b>0,8</b>                              | <b>-3,9</b>        | <b>2,2</b>                       |
| <b>Limpopo</b>                   | <b>-5,0</b>                             | <b>-4,6</b>        | <b>-2,9</b>                      |
| <b>Total</b>                     | <b>-1,1</b>                             | <b>-1,5</b>        | <b>0,1</b>                       |

1/ Not adjusted for inflation

**Table C - Percentage change in room and bed occupancy rates and total hotel income for January to February 2004 compared with January to February 2003 according to star grading**

| Star grading     | Number of participants |               | Percentage increase (+) or decrease (-) |                    |                                  |
|------------------|------------------------|---------------|---|--------------------|----------------------------------|
|                  | February 2003          | February 2004 | Room occupancy rate                     | Bed occupancy rate | Total hotel income <sup>1/</sup> |
| Ungraded         | 245                    | 245           | 1.4                                     | 6.4                | 6.8                              |
| One and two star | 33                     | 33            | -3.6                                    | -5.7               | 2.8                              |
| Three star       | 90                     | 90            | -5.3                                    | -4.8               | 0.9                              |
| Four star        | 28                     | 28            | -14.3                                   | -14.2              | -11.1                            |
| Five star        | 14                     | 14            | 0.0                                     | 0.0                | 0.0                              |
| <b>Total</b>     | <b>410</b>             | <b>410</b>    | <b>-0.4</b>                             | <b>-0.5</b>        | <b>0.5</b>                       |

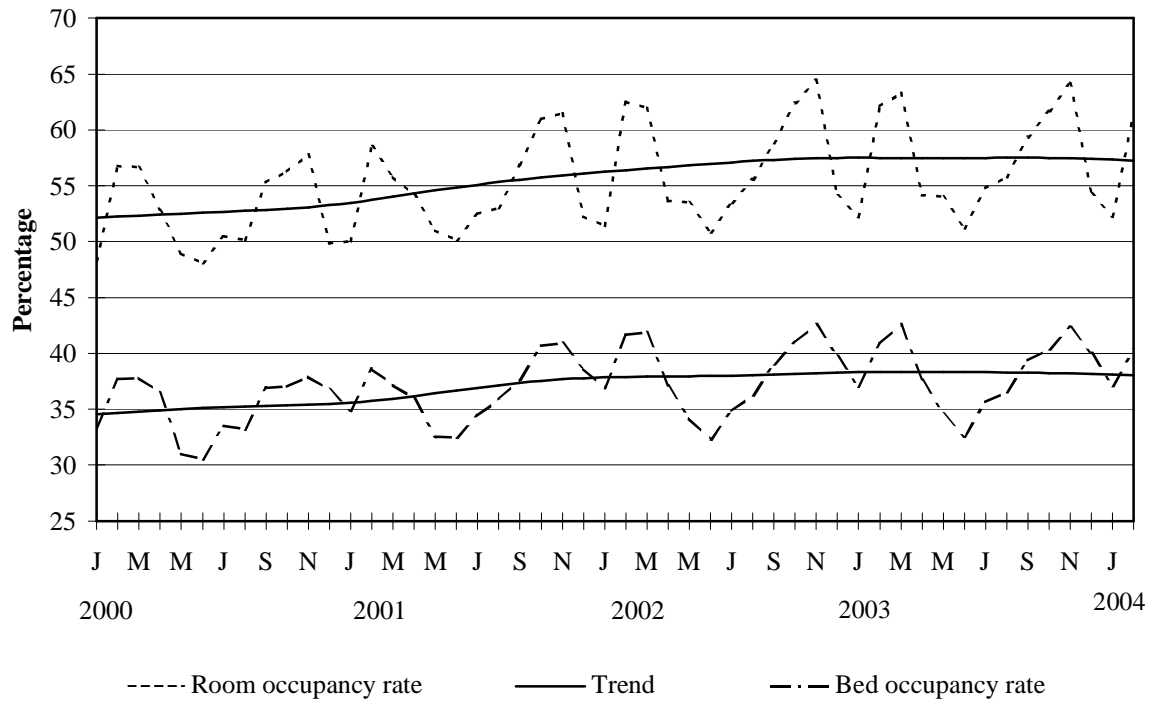
1/ Not adjusted for inflation.

**Table D - Percentage change in room and bed occupancy rates and total hotel income for January to February 2004 compared with January to February 2003 according to province and tourism region**

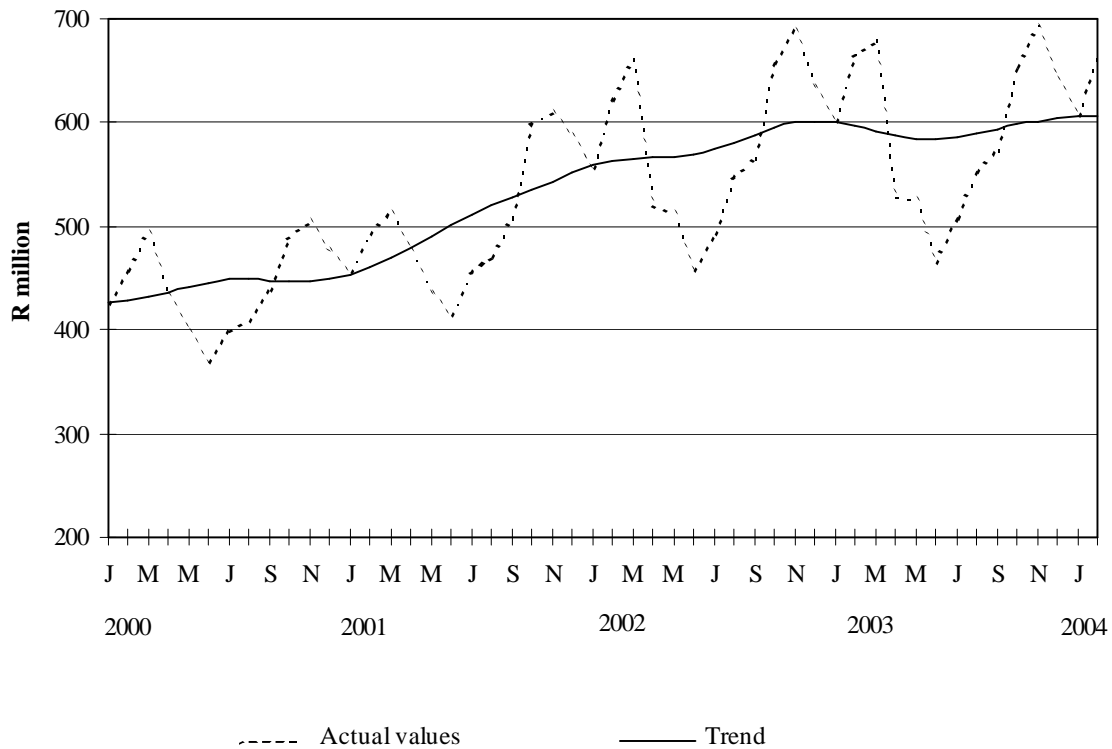
| Province and tourism region      | Percentage increase (+) or decrease (-) |                    |                                  |
|----------------------------------|---|--------------------|----------------------------------|
|                                  | Room occupancy rate                     | Bed occupancy rate | Total hotel income <sup>1/</sup> |
| <b>Western Cape</b>              | <b>-2.0</b>                             | <b>-2.0</b>        | <b>-0.8</b>                      |
| Cape Metropole                   | 0.3                                     | -0.3               | 0.9                              |
| Wineland                         | 1.7                                     | 2.4                | 3.3                              |
| West Coast                       | 0.4                                     | -2.6               | 2.3                              |
| Little and Central Karoo         | 0.6                                     | -0.1               | 1.9                              |
| Garden Route                     | -3.0                                    | -3.7               | -2.1                             |
| Overberg                         | 2.1                                     | 2.4                | 3.7                              |
| Breede River                     | 0.0                                     | 0.0                | 0.0                              |
| <b>Eastern Cape</b>              | <b>0.6</b>                              | <b>1.3</b>         | <b>2.3</b>                       |
| Border                           | -1.7                                    | -1.3               | 0.3                              |
| Algoa                            | 2.7                                     | 3.2                | 3.8                              |
| Rest of Eastern Cape             | -0.4                                    | 0.4                | -0.1                             |
| <b>Northern Cape</b>             | <b>3.2</b>                              | <b>3.1</b>         | <b>3.6</b>                       |
| Griqualand West                  | 4.6                                     | 4.1                | 5.0                              |
| Rest of Northern Cape            | 1.8                                     | 0.5                | 2.0                              |
| <b>Free State</b>                | <b>2.7</b>                              | <b>1.5</b>         | <b>3.2</b>                       |
| Bloemfontein and Transgariep     | 5.9                                     | 6.0                | 6.6                              |
| Rest of Free State               | 0.9                                     | 0.4                | 2.6                              |
| <b>KwaZulu-Natal</b>             | <b>0.4</b>                              | <b>0.5</b>         | <b>1.9</b>                       |
| Durban and Umhlanga              | 0.8                                     | 2.1                | 3.3                              |
| South Coast and Interior         | -3.6                                    | -4.2               | -3.4                             |
| Pietermaritzburg and Midlands    | 0.1                                     | 0.1                | 0.6                              |
| Drakensberg                      | -0.4                                    | 0.0                | 0.6                              |
| Rest of KwaZulu-Natal            | 0.4                                     | 0.6                | 1.1                              |
| <b>North West</b>                | <b>0.5</b>                              | <b>0.6</b>         | <b>1.1</b>                       |
| <b>Gauteng</b>                   | <b>-0.7</b>                             | <b>-1.0</b>        | <b>0.1</b>                       |
| Pretoria                         | -1.9                                    | -2.4               | -1.0                             |
| Johannesburg and Rest of Gauteng | -0.7                                    | -1.0               | 0.2                              |
| East Rand                        | 0.9                                     | -1.7               | 2.0                              |
| <b>Mpumalanga</b>                | <b>0.8</b>                              | <b>-1.8</b>        | <b>2.0</b>                       |
| <b>Limpopo</b>                   | <b>-3.5</b>                             | <b>-2.9</b>        | <b>-2.0</b>                      |
| <b>Total</b>                     | <b>-0.4</b>                             | <b>-0.5</b>        | <b>0.5</b>                       |

1/ Not adjusted for inflation.

**Figure 1 - Room and bed occupancy rates of hotels**



**Figure 2 - Total hotel income**



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**Contents**

|  | <b>Page</b> |
|--|-------------|
| <b>Notes</b> .....   | 7           |
| <b>Tables</b>  |             |
| Table 1 Summary of trading statistics of hotels in South Africa .....                                | 8           |
| Table 2 Percentage change in trading statistics of hotels in South Africa .....                      | 8           |
| Table 3 Trading statistics of hotels according to star grading: February 2004.....                   | 9           |
| Table 4 Percentage change in trading statistics of hotels according to star grading: February 2004.  | 9           |
| Table 5 Trading statistics of hotels according to province: February 2004.....                       | 10          |
| Table 5.1 Western Cape .....   | 10          |
| Table 5.2 Eastern Cape .....   | 10          |
| Table 5.3 Northern Cape .....  | 11          |
| Table 5.4 Free State .....   | 11          |
| Table 5.5 KwaZulu-Natal .....  | 12          |
| Table 5.6 North West .....   | 12          |
| Table 5.7 Gauteng .....  | 13          |
| Table 5.8 Mpumalanga .....   | 13          |
| Table 5.9 Limpopo.....   | 14          |
| Table 6 Trading statistics of hotels according to tourism region and star grading: February 2004..   | 15          |
| Table 6.1 Cape Metropole .....   | 15          |
| Table 6.2 Wineland .....   | 15          |
| Table 6.3 West Coast .....   | 16          |
| Table 6.4 Little and Central Karoo .....   | 16          |
| Table 6.5 Garden Route .....   | 17          |
| Table 6.6 Overberg .....   | 17          |
| Table 6.7 Breede River .....   | 18          |
| Table 6.8 Border .....   | 18          |
| Table 6.9 Algoa .....  | 19          |
| Table 6.10 Griqualand West .....   | 19          |
| Table 6.11 Rest of Eastern Cape .....  | 20          |
| Table 6.12 Rest of Northern Cape .....   | 20          |
| Table 6.13 Bloemfontein and Transgariep .....  | 21          |
| Table 6.14 Rest of Free State .....  | 21          |
| Table 6.15 Durban and Umhlanga .....   | 22          |
| Table 6.16 South Coast and Interior .....  | 22          |
| Table 6.17 Pietermaritzburg and Midlands .....   | 23          |
| Table 6.18 Drakensberg .....   | 23          |
| Table 6.19 Rest of KwaZulu-Natal .....   | 24          |
| Table 6.20 North West .....  | 24          |
| Table 6.21 Pretoria .....  | 25          |
| Table 6.22 Johannesburg .....  | 25          |
| Table 6.23 East Rand.....  | 26          |
| Table 6.24 Rest of Gauteng .....   | 26          |
| Table 6.25 Mpumalanga .....  | 27          |
| Table 6.26 Limpopo.....  | 27          |
| Table 7 Ratios of trading statistics of hotels in South Africa .....                                 | 28          |
| Table 8 Classification of towns and cities according to the 25 tourism regions and nine provinces... | 29          |
| <b>Explanatory notes</b> .....   | 33          |
| <b>Glossary</b> .....  | 35          |
| <b>General information</b> .....   | 36          |

## Notes

| <b>Forthcoming issues</b>                | <table border="0"> <thead> <tr> <th style="text-align: left;"><b>Issue</b></th> <th style="text-align: left;"><b>Expected release date</b></th> </tr> </thead> <tbody> <tr> <td>March 2004</td> <td>13 May 2004</td> </tr> <tr> <td>April 2004</td> <td>10 June 2004</td> </tr> <tr> <td>May 2004</td> <td>8 July 2004</td> </tr> <tr> <td>June 2004</td> <td>12 August 2004</td> </tr> </tbody> </table>   | <b>Issue</b> | <b>Expected release date</b> | March 2004 | 13 May 2004 | April 2004 | 10 June 2004 | May 2004 | 8 July 2004 | June 2004 | 12 August 2004 |
|--|---|--------------|------------------------------|------------|-------------|------------|--------------|----------|-------------|-----------|----------------|
| <b>Issue</b>                             | <b>Expected release date</b>  |              |                              |            |             |            |              |          |             |           |                |
| March 2004                               | 13 May 2004   |              |                              |            |             |            |              |          |             |           |                |
| April 2004                               | 10 June 2004  |              |                              |            |             |            |              |          |             |           |                |
| May 2004                                 | 8 July 2004   |              |                              |            |             |            |              |          |             |           |                |
| June 2004                                | 12 August 2004  |              |                              |            |             |            |              |          |             |           |                |
| <b>Purpose of the survey</b>             | <p>The Survey of Trading Statistics of Hotels is a monthly survey covering a sample of private hotels in the formal accommodation industry in South Africa. The results of the survey are used to compile estimates of the Gross Domestic Product (GDP) and its components, which are used to develop and monitor government policy. These statistics are also used by the private sector in analysis of comparative business and industry performance. The results are published monthly in statistical release P6441: <i>Hotels: trading statistics</i>.</p>  |              |                              |            |             |            |              |          |             |           |                |
| <b>Changes regarding tourism regions</b> | <p>After consultation with major stakeholders in the hotel industry, the following changes regarding tourism regions were made and the first results were published in statistical release P6441: <i>Hotels: trading statistics</i>, January 2000 on 16 April 2000:</p> <ul style="list-style-type: none"> <li>• Current tourism regions are grouped according to towns and cities, while the previous tourism regions were grouped according to magisterial districts (see table 8).</li> <li>• Hotels in Sandton which were previously included in the Rest of Gauteng tourism region, are now included in Johannesburg tourism region.</li> <li>• Jacaranda tourism region is called Pretoria tourism region.</li> <li>• The Lowveld and Escarpment tourism region and the Rest of Mpumalanga tourism region have been combined and is now called Mpumalanga tourism region.</li> <li>• The Rest of Gauteng tourism region and the Johannesburg tourism region were combined for comparison purposes in table B (see page 3). As a result of this, Stats SA now reports on 25 tourism regions in table B instead of 26 tourism regions. For more information, see table 8, page 29.</li> </ul> |              |                              |            |             |            |              |          |             |           |                |
| <b>Response rate</b>                     | <p>The response rate for the survey on the trading statistic of hotels for February 2004 was 80%.</p>   |              |                              |            |             |            |              |          |             |           |                |



**Table 1 - Summary of trading statistics of hotels in South Africa**

| Particulars                     | Unit         | February 2003 * | December 2003* | January 2004 * | February 2004  | January 2003 to February 2003 | January 2004 to February 2004 |
|---------------------------------|--------------|-----------------|----------------|----------------|----------------|-------------------------------|-------------------------------|
| <b>Room statistics</b>          |              |                 |                |                |                |                               |                               |
| Room nights available per day   | Number       | 52 356          | 52 329         | 52 309         | 52 332         | 104 691                       | 104 640                       |
| Room nights available per month | Number       | 1 518 324       | 1 622 199      | 1 621 579      | 1 517 628      | 3 088 349                     | 3 139 190                     |
| Room nights sold per month      | Number       | 910 658         | 880 611        | 847 225        | 932 442        | 1 757 759                     | 1 779 667                     |
| Room occupancy rate             | %            | 62,1            | 54,3           | 52,2           | 61,4           | 56,9                          | 56,7                          |
| <b>Bed statistics</b>           |              |                 |                |                |                |                               |                               |
| Bed nights available per day    | Number       | 110 426         | 110 479        | 110 504        | 110 535        | 220 821                       | 221 040                       |
| Bed nights available per month  | Number       | 3 202 354       | 3 424 849      | 3 425 624      | 3 205 515      | 6 514 187                     | 6 631 159                     |
| Bed nights sold per month       | Number       | 1 263 993       | 1 369 777      | 1 270 913      | 1 290 798      | 2 530 038                     | 2 561 711                     |
| Bed occupancy rate              | %            | 40,9            | 40,0           | 37,1           | 40,3           | 38,8                          | 38,6                          |
| <b>Income statistics</b>        |              |                 |                |                |                |                               |                               |
| Room income                     | R'000        | 448 161         | 414 365        | 406 243        | 434 296        | 855 567                       | 840 538                       |
| Income from catering            | R'000        | 136 871         | 140 106        | 120 685        | 137 963        | 254 712                       | 258 648                       |
| Income from bar sales           | R'000        | 44 892          | 49 815         | 42 863         | 48 347         | 86 504                        | 91 210                        |
| Other income                    | R'000        | 35 326          | 37 794         | 36 429         | 45 549         | 68 730                        | 81 977                        |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>665 250</b>  | <b>642 080</b> | <b>606 220</b> | <b>666 155</b> | <b>1 265 513</b>              | <b>1 272 373</b>              |

**Table 2 - Percentage change in trading statistics of hotels in South Africa**

| Particulars                     | Unit     | % change between December 2002 and December 2003 | % change between January 2003 and January 2004 | % change between February 2003 and February 2004 | % change between January 2003 to February 2003 and January 2004 to February 2004 |
|---------------------------------|----------|--|--|--|--|
| <b>Room statistics</b>          |          |  |  |  |  |
| Room nights available per day   | %        | 0,1  | 0,0  | 0,0  | 0,0  |
| Room nights available per month | %        | 0,1  | 0,0  | 0,0  | 1,6  |
| Room nights sold per month      | %        | 0,4  | 0,0  | 2,4  | 1,2  |
| Room occupancy rate             | %        | 0,4  | 0,0  | -1,1   | -0,4   |
| <b>Bed statistics</b>           |          |  |  |  |  |
| Bed nights available per day    | %        | 0,2  | 0,1  | 0,1  | 0,1  |
| Bed nights available per month  | %        | 0,2  | 0,1  | 0,1  | 1,8  |
| Bed nights sold per month       | %        | 0,8  | 0,4  | 2,1  | 1,3  |
| Bed occupancy rate              | %        | 0,5  | 0,3  | -1,5   | -0,5   |
| <b>Income statistics</b>        |          |  |  |  |  |
| Room income                     | %        | 0,8  | -0,3   | -3,1   | -1,8   |
| Income from catering            | %        | -1,5   | 2,4  | 0,8  | 1,5  |
| Income from bar sales           | %        | 2,6  | 3,0  | 7,7  | 5,4  |
| Other income                    | %        | 13,4   | 9,1  | 28,9   | 19,3   |
| <b>Total hotel income</b>       | <b>%</b> | <b>1,1</b>                                       | <b>1,0</b>                                     | <b>0,1</b>                                       | <b>0,5</b>   |

**Table 3 - Trading statistics of hotels according to star grading: February 2004**

| Particulars                     | Unit         | Ungraded       | One and two star | Three star    | Four star     | Five star     | Total          |
|---------------------------------|--------------|----------------|------------------|---------------|---------------|---------------|----------------|
| <b>Room statistics</b>          |              |                |                  |               |               |               |                |
| Room nights available per day   | Number       | 39 967         | 2 975            | 5 755         | 2 576         | 1 059         | 52 332         |
| Room nights available per month | Number       | 1 159 043      | 86 275           | 166 895       | 74 704        | 30 711        | 1 517 628      |
| Room nights sold per month      | Number       | 742 118        | 43 472           | 76 205        | 49 171        | 21 476        | 932 442        |
| Room occupancy rate             | %            | 64,0           | 50,4             | 45,7          | 65,8          | 69,9          | 61,4           |
| <b>Bed statistics</b>           |              |                |                  |               |               |               |                |
| Bed nights available per day    | Number       | 85 394         | 6 632            | 11 262        | 5 132         | 2 115         | 110 535        |
| Bed nights available per month  | Number       | 2 476 426      | 192 328          | 326 598       | 148 828       | 61 335        | 3 205 515      |
| Bed nights sold per month       | Number       | 1 007 240      | 63 033           | 108 791       | 76 401        | 35 333        | 1 290 798      |
| Bed occupancy rate              | %            | 40,7           | 32,8             | 33,3          | 51,3          | 57,6          | 40,3           |
| <b>Income statistics</b>        |              |                |                  |               |               |               |                |
| Room income                     | R'000        | 336 403        | 9 866            | 26 135        | 31 619        | 30 273        | 434 296        |
| Income from catering            | R'000        | 96 826         | 4 903            | 16 690        | 10 067        | 9 477         | 137 963        |
| Income from bar sales           | R'000        | 31 752         | 5 003            | 4 568         | 3 028         | 3 996         | 48 347         |
| Other income                    | R'000        | 36 029         | 420              | 3 554         | 2 385         | 3 161         | 45 549         |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>501 010</b> | <b>20 192</b>    | <b>50 947</b> | <b>47 099</b> | <b>46 907</b> | <b>666 155</b> |

**Table 4 - Percentage change in trading statistics of hotels for February 2004 compared with February 2003 according to star grading**

| Particulars                   | Unit     | Ungraded   | One and two star | Three star | Four star  | Five star   | Total      |
|-------------------------------|----------|------------|------------------|------------|------------|-------------|------------|
| <b>Room statistics</b>        |          |            |                  |            |            |             |            |
| Room nights available per day | Number   | -0,3       | -0,2             | 1,6        | 0,1        | 2,1         | 0,0        |
| Room nights sold per month    | Number   | 2,7        | 4,4              | 1,9        | -1,1       | -1,4        | 2,4        |
| Room occupancy rate           | %        | -0,5       | 1,0              | -0,3       | -4,6       | -6,8        | -1,1       |
| <b>Bed statistics</b>         |          |            |                  |            |            |             |            |
| Bed nights available per day  | Number   | 0,1        | -1,7             | 1,2        | -0,3       | 2,2         | 0,1        |
| Bed nights sold per month     | %        | 2,7        | 6,3              | -2,0       | -0,2       | -2,2        | 2,1        |
| Bed occupancy rate            | %        | -0,9       | 4,3              | -6,5       | -3,4       | -7,6        | -1,5       |
| <b>Income statistics</b>      |          |            |                  |            |            |             |            |
| Room income                   | %        | -2,5       | -11,4            | 0,6        | 0,1        | -12,0       | -3,1       |
| Income from catering          | %        | -0,6       | -1,6             | 5,9        | 8,5        | 0,3         | 0,8        |
| Income from bar sales         | %        | 3,2        | 63,3             | 7,7        | 4,1        | 2,4         | 7,7        |
| Other income                  | %        | 37,7       | -10,7            | 15,0       | 2,6        | -3,7        | 28,9       |
| <b>Total hotel income</b>     | <b>%</b> | <b>0,3</b> | <b>2,7</b>       | <b>3,8</b> | <b>2,1</b> | <b>-8,1</b> | <b>0,1</b> |

**Table 5 - Trading statistics of hotels according to province: February 2004**

**Table 5.1 - Trading statistics of hotels: Western Cape**

| Particulars                     | Unit         | February 2003 * | December 2003  | January 2003   | February 2004  | % change between February 2003 and February 2004 | % change between January 2003 to February 2003 and January 2004 to February 2004 |
|---------------------------------|--------------|-----------------|----------------|----------------|----------------|--|--|
| <b>Room statistics</b>          |              |                 |                |                |                |  |  |
| Room nights available per day   | Number       | 11 763          | 11 797         | 11 782         | 11 781         | 0,1  | 0,3  |
| Room nights available per month | Number       | 341 127         | 365 707        | 365 242        | 341 649        | 0,1  | 2,0  |
| Room nights sold per month      | Number       | 232 170         | 231 622        | 223 614        | 237 784        | 2,4  | -0,1   |
| Room occupancy rate             | %            | 70,5            | 63,3           | 61,2           | 69,6           | -1,3   | -2,0   |
| <b>Bed statistics</b>           |              |                 |                |                |                |  |  |
| Bed nights available per day    | Number       | 24 397          | 24 552         | 24 521         | 24 517         | 0,5  | 0,7  |
| Bed nights available per month  | Number       | 707 513         | 761 112        | 760 151        | 710 993        | 0,5  | 2,4  |
| Bed nights sold per month       | Number       | 350 360         | 378 381        | 357 311        | 360 370        | 2,9  | 0,3  |
| Bed occupancy rate              | %            | 51,3            | 49,7           | 47,0           | 50,7           | -1,2   | -2,0   |
| <b>Income statistics</b>        |              |                 |                |                |                |  |  |
| Room income                     | R'000        | 153 757         | 141 266        | 136 418        | 148 769        | -3,2   | -3,7   |
| Income from catering            | R'000        | 34 026          | 36 687         | 30 586         | 34 324         | 0,9  | -2,4   |
| Income from bar sales           | R'000        | 11 071          | 12 097         | 10 865         | 11 808         | 6,7  | 2,7  |
| Other income                    | R'000        | 9 909           | 12 485         | 12 744         | 14 583         | 47,2   | 46,8   |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>208 763</b>  | <b>202 535</b> | <b>190 613</b> | <b>209 484</b> | <b>0,3</b>                                       | <b>-0,8</b>  |

**Table 5.2 - Trading statistics of hotels: Eastern Cape**

| Particulars                     | Unit         | February 2003 * | December 2003 | January 2004  | February 2004 | % change between February 2003 and February 2004 | % change between January 2003 to February 2003 and January 2004 to February 2004 |
|---------------------------------|--------------|-----------------|---------------|---------------|---------------|--|--|
| <b>Room statistics</b>          |              |                 |               |               |               |  |  |
| Room nights available per day   | Number       | 4 235           | 4 258         | 4 283         | 4 283         | 1,1  | 1,1  |
| Room nights available per month | Number       | 122 815         | 131 998       | 132 773       | 124 207       | 1,1  | 2,9  |
| Room nights sold per month      | Number       | 81 218          | 80 786        | 78 011        | 83 882        | 3,3  | 3,5  |
| Room occupancy rate             | %            | 68,5            | 61,2          | 58,8          | 67,5          | -1,4   | 0,6  |
| <b>Bed statistics</b>           |              |                 |               |               |               |  |  |
| Bed nights available per day    | Number       | 9 914           | 9 993         | 10 039        | 10 039        | 1,3  | 1,3  |
| Bed nights available per month  | Number       | 287 506         | 309 783       | 311 209       | 291 131       | 1,3  | 3,0  |
| Bed nights sold per month       | Number       | 114 487         | 136 873       | 125 684       | 118 058       | 3,1  | 4,3  |
| Bed occupancy rate              | %            | 41,2            | 44,2          | 40,4          | 40,6          | -1,7   | 1,3  |
| <b>Income statistics</b>        |              |                 |               |               |               |  |  |
| Room income                     | R'000        | 34 301          | 28 341        | 26 920        | 27 144        | -20,9  | -12,1  |
| Income from catering            | R'000        | 11 488          | 11 860        | 9 592         | 10 487        | -8,7   | -1,7   |
| Income from bar sales           | R'000        | 4 171           | 5 550         | 4 533         | 6 265         | 50,2   | 28,2   |
| Other income                    | R'000        | 1 884           | 1 924         | 3 381         | 8 284         | 339,8  | 184,7  |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>51 844</b>   | <b>47 675</b> | <b>44 426</b> | <b>52 180</b> | <b>0,6</b>                                       | <b>2,3</b>   |

**Table 5.3 - Trading statistics of hotels: Northern Cape**

| Particulars                     | Unit         | February 2003 * | December 2003 | January 2004  | February 2004 | % change between February 2003 and February 2004 | % change between January 2003 to February 2003 and January 2004 to February 2004 |
|---------------------------------|--------------|-----------------|---------------|---------------|---------------|--|--|
| <b>Room statistics</b>          |              |                 |               |               |               |  |  |
| Room nights available per day   | Number       | 1 814           | 1 816         | 1 816         | 1 816         | 0,1  | 0,1  |
| Room nights available per month | Number       | 52 606          | 56 296        | 56 296        | 52 664        | 0,1  | 1,7  |
| Room nights sold per month      | Number       | 30 553          | 22 893        | 27 306        | 32 715        | 7,1  | 4,9  |
| Room occupancy rate             | %            | 60,1            | 40,7          | 48,5          | 62,1          | 3,3  | 3,2  |
| <b>Bed statistics</b>           |              |                 |               |               |               |  |  |
| Bed nights available per day    | Number       | 4 156           | 4 027         | 4 027         | 4 027         | -3,1   | -3,2   |
| Bed nights available per month  | Number       | 120 524         | 124 837       | 124 837       | 116 783       | -3,1   | -1,6   |
| Bed nights sold per month       | Number       | 40 075          | 30 389        | 38 762        | 41 536        | 3,6  | 1,6  |
| Bed occupancy rate              | %            | 34,4            | 24,3          | 31,1          | 35,6          | 3,3  | 3,1  |
| <b>Income statistics</b>        |              |                 |               |               |               |  |  |
| Room income                     | R'000        | 7 692           | 7 830         | 8 084         | 8 227         | 7,0  | 4,3  |
| Income from catering            | R'000        | 2 143           | 1 945         | 1 934         | 2 131         | -0,6   | 4,3  |
| Income from bar sales           | R'000        | 1 022           | 1 263         | 1 301         | 949           | -7,1   | -0,4   |
| Other income                    | R'000        | 206             | 131           | 167           | 172           | -16,4  | -6,6   |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>11 063</b>   | <b>11 169</b> | <b>11 486</b> | <b>11 479</b> | <b>3,8</b>                                       | <b>3,6</b>   |

**Table 5.4 - Trading statistics of hotels: Free State**

| Particulars                     | Unit         | February 2003 * | December 2003 | January 2004  | February 2004 | % change between February 2003 and February 2004 | between January 2003 to February 2003 and January 2004 to February 2004 |
|---------------------------------|--------------|-----------------|---------------|---------------|---------------|--|---|
| <b>Room statistics</b>          |              |                 |               |               |               |  |   |
| Room nights available per day   | Number       | 2 715           | 2 712         | 2 712         | 2 711         | -0,1   | -0,2  |
| Room nights available per month | Number       | 78 735          | 84 072        | 84 072        | 78 619        | -0,1   | 1,5   |
| Room nights sold per month      | Number       | 34 509          | 29 149        | 31 869        | 36 180        | 4,8  | 4,3   |
| Room occupancy rate             | %            | 45,4            | 34,7          | 37,9          | 46,0          | 1,4  | 2,7   |
| <b>Bed statistics</b>           |              |                 |               |               |               |  |   |
| Bed nights available per day    | Number       | 5 625           | 5 629         | 5 629         | 5 627         | 0,0  | -0,2  |
| Bed nights available per month  | Number       | 163 125         | 174 499       | 174 499       | 163 183       | 0,0  | 1,5   |
| Bed nights sold per month       | Number       | 45 695          | 43 570        | 46 429        | 47 441        | 3,8  | 3,2   |
| Bed occupancy rate              | %            | 29,0            | 25,0          | 26,6          | 29,1          | 0,2  | 1,5   |
| <b>Income statistics</b>        |              |                 |               |               |               |  |   |
| Room income                     | R'000        | 9 664           | 8 164         | 8 622         | 9 957         | 3,0  | 3,2   |
| Income from catering            | R'000        | 2 350           | 1 995         | 2 205         | 2 557         | 8,8  | 11,4  |
| Income from bar sales           | R'000        | 644             | 887           | 598           | 625           | -2,9   | -2,2  |
| Other income                    | R'000        | 705             | 464           | 402           | 473           | -32,9  | -23,1   |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>13 363</b>   | <b>11 510</b> | <b>11 827</b> | <b>13 612</b> | <b>1,9</b>                                       | <b>3,2</b>  |

**Table 5.5 - Trading statistics of hotels: KwaZulu-Natal**

| Particulars                     | Unit         | February 2003 * | December 2003  | January 2004   | February 2004 | % change between February 2003 and February 2004 | % change between January 2003 to February 2003 and January 2004 to February 2004 |
|---------------------------------|--------------|-----------------|----------------|----------------|---------------|--|--|
| <b>Room statistics</b>          |              |                 |                |                |               |  |  |
| Room nights available per day   | Number       | 9 062           | 9 010          | 9 002          | 9 019         | -0,5   | -0,5   |
| Room nights available per month | Number       | 262 798         | 279 310        | 279 062        | 261 551       | -0,5   | 1,2  |
| Room nights sold per month      | Number       | 146 874         | 172 334        | 149 675        | 147 638       | 0,5  | 1,6  |
| Room occupancy rate             | %            | 57,9            | 61,7           | 53,6           | 56,4          | -2,5   | 0,4  |
| <b>Bed statistics</b>           |              |                 |                |                |               |  |  |
| Bed nights available per day    | Number       | 19 520          | 19 333         | 19 308         | 19 329        | -1,0   | -1,0   |
| Bed nights available per month  | Number       | 566 080         | 599 323        | 598 548        | 560 541       | -1,0   | 0,7  |
| Bed nights sold per month       | Number       | 213 857         | 294 679        | 245 064        | 213 574       | -0,1   | 1,1  |
| Bed occupancy rate              | %            | 39,1            | 49,2           | 40,9           | 38,1          | -2,6   | 0,5  |
| <b>Income statistics</b>        |              |                 |                |                |               |  |  |
| Room income                     | R'000        | 58 328          | 74 276         | 63 748         | 59 144        | 1,4  | 4,7  |
| Income from catering            | R'000        | 24 160          | 31 957         | 23 338         | 24 223        | 0,3  | 1,2  |
| Income from bar sales           | R'000        | 8 113           | 9 911          | 7 532          | 7 961         | -1,9   | 1,5  |
| Other income                    | R'000        | 8 023           | 6 669          | 6 072          | 6 707         | -16,4  | -16,7  |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>98 624</b>   | <b>122 813</b> | <b>100 690</b> | <b>98 035</b> | <b>-0,6</b>                                      | <b>1,9</b>   |

**Table 5.6 - Trading statistics of hotels: North West**

| Particulars                     | Unit         | February 2003* | December 2003 | January 2004  | February 2004 | % change between February 2003 and February 2004 | % change between January 2003 to February 2003 and January 2004 to February 2004 |
|---------------------------------|--------------|----------------|---------------|---------------|---------------|--|--|
| <b>Room statistics</b>          |              |                |               |               |               |  |  |
| Room nights available per day   | Number       | 3 047          | 3 064         | 3 060         | 3 060         | 0,4  | 0,3  |
| Room nights available per month | Number       | 88 363         | 94 984        | 94 860        | 88 740        | 0,4  | 2,0  |
| Room nights sold per month      | Number       | 53 028         | 64 404        | 63 643        | 52 843        | -0,3   | 2,4  |
| Room occupancy rate             | %            | 62,2           | 67,8          | 67,1          | 59,6          | -4,2   | 0,5  |
| <b>Bed statistics</b>           |              |                |               |               |               |  |  |
| Bed nights available per day    | Number       | 6 079          | 6 094         | 6 088         | 6 088         | 0,1  | 0,1  |
| Bed nights available per month  | Number       | 176 291        | 188 914       | 188 728       | 176 552       | 0,1  | 1,7  |
| Bed nights sold per month       | Number       | 88 428         | 115 894       | 111 906       | 87 958        | -0,5   | 2,3  |
| Bed occupancy rate              | %            | 51,9           | 61,3          | 59,3          | 49,8          | -4,1   | 0,6  |
| <b>Income statistics</b>        |              |                |               |               |               |  |  |
| Room income                     | R'000        | 46 809         | 52 540        | 59 247        | 42 760        | -8,6   | -1,5   |
| Income from catering            | R'000        | 16 168         | 16 542        | 19 914        | 16 167        | 0,0  | 4,4  |
| Income from bar sales           | R'000        | 5 544          | 6 269         | 6 841         | 6 397         | 15,4   | 9,9  |
| Other income                    | R'000        | 3 057          | 5 345         | 4 466         | 3 677         | 20,3   | 6,8  |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>71 578</b>  | <b>80 696</b> | <b>90 468</b> | <b>69 001</b> | <b>-3,6</b>                                      | <b>1,1</b>   |

**Table 5.7 - Trading statistics of hotels: Gauteng**

| Particulars                     | Unit         | February 2003 * | December 2003  | January 2004   | February 2004  | % change between February 2003 and February 2004 | % change between January 2003 to February 2003 and January 2004 to February 2004 |
|---------------------------------|--------------|-----------------|----------------|----------------|----------------|--|--|
| <b>Room statistics</b>          |              |                 |                |                |                |  |  |
| Room nights available per day   | Number       | 15 812          | 15 699         | 15 682         | 15 691         | -0,8   | -0,8   |
| Room nights available per month | Number       | 458 548         | 486 669        | 486 142        | 455 039        | -0,8   | 0,9  |
| Room nights sold per month      | Number       | 272 352         | 224 807        | 222 804        | 279 132        | 2,5  | 0,2  |
| Room occupancy rate             | %            | 61,5            | 46,2           | 45,8           | 61,3           | -0,3   | -0,7   |
| <b>Bed statistics</b>           |              |                 |                |                |                |  |  |
| Bed nights available per day    | Number       | 32 936          | 32 940         | 32 984         | 33 002         | 0,2  | 0,1  |
| Bed nights available per month  | Number       | 955 144         | 1 021 140      | 1 022 504      | 957 058        | 0,2  | 1,8  |
| Bed nights sold per month       | Number       | 325 338         | 290 383        | 275 875        | 335 500        | 3,1  | 0,7  |
| Bed occupancy rate              | %            | 35,3            | 28,4           | 27,0           | 35,1           | -0,6   | -1,0   |
| <b>Income statistics</b>        |              |                 |                |                |                |  |  |
| Room income                     | R'000        | 116 044         | 84 242         | 86 977         | 117 016        | 0,8  | -0,8   |
| Income from catering            | R'000        | 34 426          | 28 470         | 24 142         | 35 479         | 3,1  | 4,3  |
| Income from bar sales           | R'000        | 10 040          | 9 371          | 7 369          | 10 135         | 0,9  | 1,9  |
| Other income                    | R'000        | 9 370           | 8 443          | 7 045          | 9 468          | 1  | -4,2   |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>169 880</b>  | <b>130 526</b> | <b>125 533</b> | <b>172 098</b> | <b>1,3</b>                                       | <b>0,1</b>   |

**Table 5.8 - Trading statistics of hotels: Mpumalanga**

| Particulars                     | Unit         | February 2003 * | December 2003 | January 2004  | February 2004 | % change between February 2003 and February 2004 | % change between January 2003 to February 2003 and January 2004 to February 2004 |
|---------------------------------|--------------|-----------------|---------------|---------------|---------------|--|--|
| <b>Room statistics</b>          |              |                 |               |               |               |  |  |
| Room nights available per day   | Number       | 2 439           | 2 448         | 2 446         | 2 446         | 0,3  | 0,1  |
| Room nights available per month | Number       | 70 731          | 75 888        | 75 826        | 70 934        | 0,3  | 1,8  |
| Room nights sold per month      | Number       | 38 827          | 37 094        | 34 040        | 40 672        | 4,7  | 2,7  |
| Room occupancy rate             | %            | 56,9            | 48,9          | 44,9          | 57,3          | 0,8  | 0,8  |
| <b>Bed statistics</b>           |              |                 |               |               |               |  |  |
| Bed nights available per day    | Number       | 5 194           | 5 194         | 5 190         | 5 190         | -0,1   | -0,2   |
| Bed nights available per month  | Number       | 150 626         | 161 014       | 160 890       | 150 510       | -0,1   | 1,5  |
| Bed nights sold per month       | Number       | 56 022          | 54 264        | 46 959        | 55 716        | -0,5   | -0,2   |
| Bed occupancy rate              | %            | 38,5            | 33,7          | 29,2          | 37,0          | -3,9   | -1,8   |
| <b>Income statistics</b>        |              |                 |               |               |               |  |  |
| Room income                     | R'000        | 13 596          | 11 883        | 11 078        | 13 953        | 2,6  | 2,2  |
| Income from catering            | R'000        | 7 535           | 7 333         | 6 026         | 7 795         | 3,5  | 2,8  |
| Income from bar sales           | R'000        | 2 997           | 3 262         | 2 769         | 3 117         | 4  | 2,5  |
| Other income                    | R'000        | 970             | 669           | 719           | 797           | -17,9  | -8,3   |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>25 098</b>   | <b>23 147</b> | <b>20 592</b> | <b>25 662</b> | <b>2,2</b>                                       | <b>2,0</b>   |

**Table 5.9 - Trading statistics of hotels: Limpopo**

| <b>Particulars</b>              | <b>Unit</b>  | <b>February 2003 *</b> | <b>December 2003</b> | <b>January 2004</b> | <b>February 2004</b> | <b>% change between February 2003 and February 2004</b> | <b>% change between January 2003 to February 2003 and January 2004 to February 2004</b> |
|---------------------------------|--------------|------------------------|----------------------|---------------------|----------------------|---|---|
| <b>Room statistics</b>          |              |                        |                      |                     |                      |   |   |
| Room nights available per day   | Number       | 1 469                  | 1 526                | 1 526               | 1 526                | 3,9   | 3,8   |
| Room nights available per month | Number       | 42 601                 | 47 306               | 47 306              | 44 254               | 3,9   | 5,5   |
| Room nights sold per month      | Number       | 21 127                 | 17 521               | 16 265              | 21 596               | 2,2   | 1,9   |
| Room occupancy rate             | %            | 51,4                   | 37,0                 | 34,4                | 48,8                 | -5,0  | -3,5  |
| <b>Bed statistics</b>           |              |                        |                      |                     |                      |   |   |
| Bed nights available per day    | Number       | 2 605                  | 2 717                | 2 717               | 2 717                | 4,3   | 4,2   |
| Bed nights available per month  | Number       | 75 545                 | 84 227               | 84 227              | 78 793               | 4,3   | 6,0   |
| Bed nights sold per month       | Number       | 29 731                 | 25 343               | 22 922              | 30 646               | 3,1   | 2,8   |
| Bed occupancy rate              | %            | 40,8                   | 30,1                 | 27,2                | 38,9                 | -4,6  | -2,9  |
| <b>Income statistics</b>        |              |                        |                      |                     |                      |   |   |
| Room income                     | R'000        | 7 969                  | 5 824                | 5 150               | 7 324                | -8,1  | -6,3  |
| Income from catering            | R'000        | 4 575                  | 3 317                | 2 948               | 4 800                | 4,9   | 3,7   |
| Income from bar sales           | R'000        | 1 291                  | 1 207                | 1 053               | 1 090                | -15,6   | -5,0  |
| Other income                    | R'000        | 1 202                  | 1 663                | 1 431               | 1 387                | 15,4  | 5,6   |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>15 037</b>          | <b>12 011</b>        | <b>10 582</b>       | <b>14 601</b>        | <b>-2,9</b>   | <b>-2,0</b>   |

**Table 6 - Trading statistics of hotels according to tourism region and star grading: February 2004**

**Table 6.1 - Trading statistics of hotels: Cape Metropole**

| Particulars                     | Unit         | Ungraded      | One and two star | Three star   | Four star     | Five star     | Total          |
|---------------------------------|--------------|---------------|------------------|--------------|---------------|---------------|----------------|
| <b>Room statistics</b>          |              |               |                  |              |               |               |                |
| Room nights available per day   | Number       | 5 595         | 308              | 446          | 935           | 540           | 7 824          |
| Room nights available per month | Number       | 162 255       | 8 932            | 12 934       | 27 115        | 15 660        | 226 896        |
| Room nights sold per month      | Number       | 132 835       | 6 027            | 6 923        | 21 084        | 10 857        | 177 726        |
| Room occupancy rate             | %            | 81,9          | 67,4             | 53,5         | 77,8          | 69,3          | 78,3           |
| <b>Bed statistics</b>           |              |               |                  |              |               |               |                |
| Bed nights available per day    | Number       | 11 512        | 613              | 875          | 1 749         | 1 079         | 15 828         |
| Bed nights available per month  | Number       | 333 848       | 17 777           | 25 375       | 50 721        | 31 291        | 459 012        |
| Bed nights sold per month       | Number       | 192 283       | 8 795            | 9 376        | 37 126        | 19 390        | 266 970        |
| Bed occupancy rate              | %            | 57,6          | 49,5             | 37,0         | 73,2          | 62,0          | 58,2           |
| <b>Income statistics</b>        |              |               |                  |              |               |               |                |
| Room income                     | R'000        | 75 249        | 1 745            | 2 347        | 15 854        | 20 679        | 115 874        |
| Income from catering            | R'000        | 11 253        | 770              | 380          | 3 764         | 5 085         | 21 252         |
| Income from bar sales           | R'000        | 2 450         | 18               | 95           | 1 315         | 2 353         | 6 231          |
| Other income                    | R'000        | 9 150         | 75               | 109          | 887           | 2 049         | 12 270         |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>98 102</b> | <b>2 608</b>     | <b>2 931</b> | <b>21 820</b> | <b>30 166</b> | <b>155 627</b> |

**Table 6.2 - Trading statistics of hotels: Wineland**

| Particulars                     | Unit         | Ungraded, one, two, three, four and five star | Total         |
|---------------------------------|--------------|---|---------------|
| <b>Room statistics</b>          |              |   |               |
| Room nights available per day   | Number       | 450   | 450           |
| Room nights available per month | Number       | 13 050  | 13 050        |
| Room nights sold per month      | Number       | 9 657   | 9 657         |
| Room occupancy rate             | %            | 73,9  | 73,9          |
| <b>Bed statistics</b>           |              |   |               |
| Bed nights available per day    | Number       | 954   | 954           |
| Room nights available per month | Number       | 27 666  | 27 666        |
| Bed nights sold per month       | Number       | 13 613  | 13 613        |
| Bed occupancy rate              | %            | 49,2  | 49,2          |
| <b>Income statistics</b>        |              |   |               |
| Room income                     | R'000        | 6 991   | 6 991         |
| Income from catering            | R'000        | 3 529   | 3 529         |
| Income from bar sales           | R'000        | 1 381   | 1 381         |
| Other income                    | R'000        | 675   | 675           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>12 576</b>                                 | <b>12 576</b> |



**Table 6.3 - Trading statistics of hotels: West Coast**

| Particulars                     | Unit         | Ungraded     | One and two star | Three, four and five star | Total        |
|---------------------------------|--------------|--------------|------------------|---------------------------|--------------|
| <b>Room statistics</b>          |              |              |                  |                           |              |
| Room nights available per day   | Number       | 253          | 146              | 20                        | 419          |
| Room nights available per month | Number       | 7 337        | 4 234            | 580                       | 12 151       |
| Room nights sold per month      | Number       | 3 222        | 1 675            | 178                       | 5 075        |
| Room occupancy rate             | %            | 43,8         | 39,5             | 30,7                      | 41,7         |
| <b>Bed statistics</b>           |              |              |                  |                           |              |
| Bed nights available per day    | Number       | 477          | 340              | 40                        | 857          |
| Bed nights available per month  | Number       | 13 833       | 9 860            | 1 160                     | 24 853       |
| Bed nights sold per month       | Number       | 4 961        | 2 226            | 274                       | 7 461        |
| Bed occupancy rate              | %            | 35,9         | 22,6             | 23,6                      | 30,0         |
| <b>Income statistics</b>        |              |              |                  |                           |              |
| Room income                     | R'000        | 1 144        | 218              | 50                        | 1 412        |
| Income from catering            | R'000        | 751          | 244              | 11                        | 1 006        |
| Income from bar sales           | R'000        | 503          | 155              | 9                         | 667          |
| Other income                    | R'000        | 67           | 1                | 3                         | 71           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>2 465</b> | <b>618</b>       | <b>73</b>                 | <b>3 156</b> |

**Table 6.4 - Trading statistics of hotels: Little and Central Karoo**

| Particulars                     | Unit         | Ungraded     | One and two star | Three, four and five star | Total        |
|---------------------------------|--------------|--------------|------------------|---------------------------|--------------|
| <b>Room statistics</b>          |              |              |                  |                           |              |
| Room nights available per day   | Number       | 465          | 194              | 53                        | 712          |
| Room nights available per month | Number       | 13 485       | 5 626            | 1 537                     | 20 648       |
| Room nights sold per month      | Number       | 7 561        | 1 582            | 1 025                     | 10 168       |
| Room occupancy rate             | %            | 56,1         | 28,1             | 66,7                      | 49,3         |
| <b>Bed statistics</b>           |              |              |                  |                           |              |
| Bed nights available per day    | Number       | 1 078        | 514              | 107                       | 1 699        |
| Bed nights available per month  | Number       | 31 262       | 14 906           | 3 103                     | 49 271       |
| Bed nights sold per month       | Number       | 11 525       | 2 702            | 1 726                     | 15 953       |
| Bed occupancy rate              | %            | 36,9         | 18,1             | 55,6                      | 32,4         |
| <b>Income statistics</b>        |              |              |                  |                           |              |
| Room income                     | R'000        | 2 102        | 301              | 352                       | 2 755        |
| Income from catering            | R'000        | 570          | 73               | 74                        | 717          |
| Income from bar sales           | R'000        | 207          | 45               | 5                         | 257          |
| Other income                    | R'000        | 77           | 11               | 5                         | 93           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>2 956</b> | <b>430</b>       | <b>436</b>                | <b>3 822</b> |

**Table 6.5 - Trading statistics of hotels: Garden Route**

| Particulars                     | Unit         | Ungraded     | One and two star | Three, four and five star | Total         |
|---------------------------------|--------------|--------------|------------------|---------------------------|---------------|
| <b>Room statistics</b>          |              |              |                  |                           |               |
| Room nights available per day   | Number       | 837          | 129              | 435                       | 1 401         |
| Room nights available per month | Number       | 24 273       | 3 741            | 12 615                    | 40 629        |
| Room nights sold per month      | Number       | 13 815       | 1 427            | 8 050                     | 23 292        |
| Room occupancy rate             | %            | 56,9         | 38,2             | 63,8                      | 57,3          |
| <b>Bed statistics</b>           |              |              |                  |                           |               |
| Bed nights available per day    | Number       | 1 687        | 275              | 1 070                     | 3 032         |
| Bed nights available per month  | Number       | 48 923       | 7 975            | 31 030                    | 87 928        |
| Bed nights sold per month       | Number       | 21 474       | 1 831            | 12 779                    | 36 084        |
| Bed occupancy rate              | %            | 43,9         | 23,0             | 41,2                      | 41,0          |
| <b>Income statistics</b>        |              |              |                  |                           |               |
| Room income                     | R'000        | 5 032        | 158              | 6 189                     | 11 379        |
| Income from catering            | R'000        | 1 514        | 239              | 1 798                     | 3 551         |
| Income from bar sales           | R'000        | 425          | 190              | 568                       | 1 183         |
| Other income                    | R'000        | 375          | 10               | 293                       | 678           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>7 346</b> | <b>597</b>       | <b>8 848</b>              | <b>16 791</b> |

**Table 6.6 - Trading statistics of hotels: Overberg**

| Particulars                     | Unit         | Ungraded, one, two, three, four and five star | Total         |
|---------------------------------|--------------|---|---------------|
| <b>Room statistics</b>          |              |   |               |
| Room nights available per day   | Number       | 568   | 568           |
| Room nights available per month | Number       | 16 472  | 16 472        |
| Room nights sold per month      | Number       | 8 757   | 8 757         |
| Room occupancy rate             | %            | 53,1  | 53,1          |
| <b>Bed statistics</b>           |              |   |               |
| Bed nights available per day    | Number       | 1 305   | 1 305         |
| Bed nights available per month  | Number       | 37 845  | 37 845        |
| Bed nights sold per month       | Number       | 15 093  | 15 093        |
| Bed occupancy rate              | %            | 39,9  | 39,9          |
| <b>Income statistics</b>        |              |   |               |
| Room income                     | R'000        | 9 156   | 9 156         |
| Income from catering            | R'000        | 3 138   | 3 138         |
| Income from bar sales           | R'000        | 1 741   | 1 741         |
| Other income                    | R'000        | 610   | 610           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>14 645</b>                                 | <b>14 645</b> |

**Table 6.7 - Trading statistics of hotels: Breede River**

| Particulars                     | Unit         | Ungraded   | One, two, three, four and five star | Total        |
|---------------------------------|--------------|------------|-------------------------------------|--------------|
| <b>Room statistics</b>          |              |            |                                     |              |
| Room nights available per day   | Number       | 285        | 121                                 | 406          |
| Room nights available per month | Number       | 8 265      | 3 509                               | 11 774       |
| Room nights sold per month      | Number       | 1 086      | 2 023                               | 3 109        |
| Room occupancy rate             | %            | 13,1       | 57,7                                | 26,4         |
| <b>Bed statistics</b>           |              |            |                                     |              |
| Bed nights available per day    | Number       | 608        | 236                                 | 844          |
| Bed nights available per month  | Number       | 17 632     | 6 844                               | 24 476       |
| Bed nights sold per month       | Number       | 1 666      | 3 530                               | 5 196        |
| Bed occupancy rate              | %            | 9,4        | 51,6                                | 21,2         |
| <b>Income statistics</b>        |              |            |                                     |              |
| Room income                     | R'000        | 316        | 888                                 | 1 204        |
| Income from catering            | R'000        | 366        | 765                                 | 1 131        |
| Income from bar sales           | R'000        | 149        | 199                                 | 348          |
| Other income                    | R'000        | 27         | 160                                 | 187          |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>858</b> | <b>2 012</b>                        | <b>2 870</b> |

**Table 6.8 - Trading statistics of hotels: Border**

| Particulars                     | Unit         | Ungraded      | One and two star | Three, four and five star | Total         |
|---------------------------------|--------------|---------------|------------------|---------------------------|---------------|
| <b>Room statistics</b>          |              |               |                  |                           |               |
| Room nights available per day   | Number       | 600           | 209              | 328                       | 1 137         |
| Room nights available per month | Number       | 17 400        | 6 061            | 9 512                     | 32 973        |
| Room nights sold per month      | Number       | 11 961        | 3 048            | 5 288                     | 20 297        |
| Room occupancy rate             | %            | 68,8          | 50,3             | 55,6                      | 61,6          |
| <b>Bed statistics</b>           |              |               |                  |                           |               |
| Bed nights available per day    | Number       | 1 747         | 413              | 680                       | 2 840         |
| Bed nights available per month  | Number       | 50 663        | 11 977           | 19 720                    | 82 360        |
| Bed nights sold per month       | Number       | 13 589        | 3 305            | 5 946                     | 22 840        |
| Bed occupancy rate              | %            | 26,8          | 27,6             | 30,2                      | 27,7          |
| <b>Income statistics</b>        |              |               |                  |                           |               |
| Room income                     | R'000        | 5 327         | 262              | 2 017                     | 7 606         |
| Income from catering            | R'000        | 1 216         | 161              | 1 216                     | 2 593         |
| Income from bar sales           | R'000        | 330           | 69               | 172                       | 571           |
| Other income                    | R'000        | 6 714         | 24               | 62                        | 6 800         |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>13 587</b> | <b>516</b>       | <b>3 467</b>              | <b>17 570</b> |

**Table 6.9 - Trading statistics of hotels: Algoa**

| Particulars                     | Unit         | Ungraded      | One, two, three, four and five star | Total         |
|---------------------------------|--------------|---------------|-------------------------------------|---------------|
| <b>Room statistics</b>          |              |               |                                     |               |
| Room nights available per day   | Number       | 1 353         | 127                                 | 1 480         |
| Room nights available per month | Number       | 39 237        | 3 683                               | 42 920        |
| Room nights sold per month      | Number       | 29 187        | 2 337                               | 31 524        |
| Room occupancy rate             | %            | 74,4          | 63,5                                | 73,4          |
| <b>Bed statistics</b>           |              |               |                                     |               |
| Bed nights available per day    | Number       | 3 505         | 270                                 | 3 775         |
| Bed nights available per month  | Number       | 101 645       | 7 830                               | 109 475       |
| Bed nights sold per month       | Number       | 38 381        | 3 570                               | 41 951        |
| Bed occupancy rate              | %            | 37,8          | 45,6                                | 38,3          |
| <b>Income statistics</b>        |              |               |                                     |               |
| Room income                     | R'000        | 8 997         | 1 242                               | 10 239        |
| Income from catering            | R'000        | 2 187         | 605                                 | 2 792         |
| Income from bar sales           | R'000        | 761           | 178                                 | 939           |
| Other income                    | R'000        | 484           | 86                                  | 570           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>12 429</b> | <b>2 111</b>                        | <b>14 540</b> |

**Table 6.10 - Trading statistics of hotels: Griqualand West**

| Particulars                     | Unit         | Ungraded     | One and two star | Three, four and five star | Total        |
|---------------------------------|--------------|--------------|------------------|---------------------------|--------------|
| <b>Room statistics</b>          |              |              |                  |                           |              |
| Room nights available per day   | Number       | 463          | 58               | 30                        | 551          |
| Room nights available per month | Number       | 13 427       | 1 682            | 870                       | 15 979       |
| Room nights sold per month      | Number       | 8 066        | 1 233            | 206                       | 9 505        |
| Room occupancy rate             | %            | 60,0         | 73,3             | 23,7                      | 59,5         |
| <b>Bed statistics</b>           |              |              |                  |                           |              |
| Bed nights available per day    | Number       | 1 080        | 103              | 48                        | 1 231        |
| Bed nights available per month  | Number       | 31 320       | 2 987            | 1 392                     | 35 699       |
| Bed nights sold per month       | Number       | 9 830        | 1 627            | 296                       | 11 753       |
| Bed occupancy rate              | %            | 31,4         | 54,6             | 21,3                      | 32,9         |
| <b>Income statistics</b>        |              |              |                  |                           |              |
| Room income                     | R'000        | 2 063        | 387              | 45                        | 2 495        |
| Income from catering            | R'000        | 461          | 51               | 26                        | 538          |
| Income from bar sales           | R'000        | 202          | 3                | 41                        | 246          |
| Other income                    | R'000        | 146          | 13               | 1                         | 160          |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>2 872</b> | <b>454</b>       | <b>113</b>                | <b>3 439</b> |

**Table 6.11 - Trading statistics of hotels: Rest of Eastern Cape**

| Particulars                     | Unit         | Ungraded      | One, two, three, four and five star | Total         |
|---------------------------------|--------------|---------------|-------------------------------------|---------------|
| <b>Room statistics</b>          |              |               |                                     |               |
| Room nights available per day   | Number       | 1 302         | 364                                 | 1 666         |
| Room nights available per month | Number       | 37 758        | 10556                               | 48 314        |
| Room nights sold per month      | Number       | 26 760        | 5 300                               | 32 060        |
| Room occupancy rate             | %            | 70,9          | 50,2                                | 66,4          |
| <b>Bed statistics</b>           |              |               |                                     |               |
| Bed nights available per day    | Number       | 2 489         | 934                                 | 3 423         |
| Bed nights available per month  | Number       | 72 181        | 27086                               | 99 267        |
| Bed nights sold per month       | Number       | 41 207        | 12 060                              | 53 267        |
| Bed occupancy rate              | %            | 57,1          | 44,5                                | 53,7          |
| <b>Income statistics</b>        |              |               |                                     |               |
| Room income                     | R'000        | 7 305         | 1 994                               | 9 299         |
| Income from catering            | R'000        | 4 587         | 517                                 | 5 104         |
| Income from bar sales           | R'000        | 2 262         | 2 493                               | 4 755         |
| Other income                    | R'000        | 891           | 21                                  | 912           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>15 045</b> | <b>5 025</b>                        | <b>20 070</b> |

**Table 6.12 - Trading statistics of hotels: Rest of Northern Cape**

| Particulars                     | Unit         | Ungraded     | One, two, three, four and five star | Total        |
|---------------------------------|--------------|--------------|-------------------------------------|--------------|
| <b>Room statistics</b>          |              |              |                                     |              |
| Room nights available per day   | Number       | 690          | 575                                 | 1 265        |
| Room nights available per month | Number       | 20 010       | 16 675                              | 36 685       |
| Room nights sold per month      | Number       | 12 294       | 10 916                              | 23 210       |
| Room occupancy rate             | %            | 61,4         | 65,5                                | 63,3         |
| <b>Bed statistics</b>           |              |              |                                     |              |
| Bed nights available per day    | Number       | 1 528        | 1 268                               | 2 796        |
| Bed nights available per month  | Number       | 44 312       | 36772                               | 81 084       |
| Bed nights sold per month       | Number       | 17 416       | 12 367                              | 29 783       |
| Bed occupancy rate              | %            | 39,3         | 33,6                                | 36,7         |
| <b>Income statistics</b>        |              |              |                                     |              |
| Room income                     | R'000        | 3 233        | 2 499                               | 5 732        |
| Income from catering            | R'000        | 1 150        | 442                                 | 1 592        |
| Income from bar sales           | R'000        | 641          | 61                                  | 702          |
| Other income                    | R'000        | 11           | 1                                   | 12           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>5 035</b> | <b>3 003</b>                        | <b>8 038</b> |

**Table 6.13 - Trading statistics of hotels: Bloemfontein and Transgariep**

| Particulars                     | Unit         | Ungraded     | One, two, three,<br>four and five star | Total         |
|---------------------------------|--------------|--------------|--|---------------|
| <b>Room statistics</b>          |              |              |  |               |
| Room nights available per day   | Number       | 1 070        | 438                                    | 1 508         |
| Room nights available per month | Number       | 31 030       | 12 702                                 | 43 732        |
| Room nights sold per month      | Number       | 21 017       | 6 030                                  | 27 047        |
| Room occupancy rate             | %            | 67,8         | 47,5                                   | 61,9          |
| <b>Bed statistics</b>           |              |              |  |               |
| Bed nights available per day    | Number       | 2 201        | 861                                    | 3 062         |
| Bed nights available per month  | Number       | 63 829       | 24 969                                 | 88 798        |
| Bed nights sold per month       | Number       | 28 325       | 8 121                                  | 36 446        |
| Bed occupancy rate              | %            | 44,4         | 32,5                                   | 41,0          |
| <b>Income statistics</b>        |              |              |  |               |
| Room income                     | R'000        | 6 512        | 1 333                                  | 7 845         |
| Income from catering            | R'000        | 503          | 1 077                                  | 1 580         |
| Income from bar sales           | R'000        | 131          | 145                                    | 276           |
| Other income                    | R'000        | 284          | 113                                    | 397           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>7 430</b> | <b>2 668</b>                           | <b>10 098</b> |

**Table 6.14 - Trading statistics of hotels: Rest of Free State**

| Particulars                     | Unit         | Ungraded, one,<br>two, three,<br>four and five star | Total        |
|---------------------------------|--------------|---|--------------|
| <b>Room statistics</b>          |              |   |              |
| Room nights available per day   | Number       | 1 203   | 1 203        |
| Room nights available per month | Number       | 34 887  | 34 887       |
| Room nights sold per month      | Number       | 9 133   | 9 133        |
| Room occupancy rate             | %            | 26,2  | 26,2         |
| <b>Bed statistics</b>           |              |   |              |
| Bed nights available per day    | Number       | 2 565   | 2 565        |
| Bed nights available per month  | Number       | 74 385  | 74 385       |
| Bed nights sold per month       | Number       | 10 996  | 10 996       |
| Bed occupancy rate              | %            | 14,8  | 14,8         |
| <b>Income statistics</b>        |              |   |              |
| Room income                     | R'000        | 2 112   | 2 112        |
| Income from catering            | R'000        | 976   | 976          |
| Income from bar sales           | R'000        | 350   | 350          |
| Other income                    | R'000        | 76  | 76           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>3 514</b>  | <b>3 514</b> |

**Table 6.15 - Trading statistics of hotels: Durban and Umhlanga**

| Particulars                     | Unit         | Ungraded      | One, two, three, four and five star | Total         |
|---------------------------------|--------------|---------------|-------------------------------------|---------------|
| <b>Room statistics</b>          |              |               |                                     |               |
| Room nights available per day   | Number       | 4 213         | 178                                 | 4 391         |
| Room nights available per month | Number       | 122 177       | 5162                                | 127 339       |
| Room nights sold per month      | Number       | 81 839        | 3 514                               | 85 353        |
| Room occupancy rate             | %            | 67,0          | 68,1                                | 67,0          |
| <b>Bed statistics</b>           |              |               |                                     |               |
| Bed nights available per day    | Number       | 9 042         | 346                                 | 9 388         |
| Bed nights available per month  | Number       | 262 218       | 10034                               | 272 252       |
| Bed nights sold per month       | Number       | 108 672       | 5 292                               | 113 964       |
| Bed occupancy rate              | %            | 41,4          | 52,7                                | 41,9          |
| <b>Income statistics</b>        |              |               |                                     |               |
| Room income                     | R'000        | 32 915        | 1 751                               | 34 666        |
| Income from catering            | R'000        | 8 536         | 1 031                               | 9 567         |
| Income from bar sales           | R'000        | 1 793         | 313                                 | 2 106         |
| Other income                    | R'000        | 3 125         | 167                                 | 3 292         |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>46 369</b> | <b>3 262</b>                        | <b>49 631</b> |

**Table 6.16 - Trading statistics of hotels: South Coast and Interior**

| Particulars                     | Unit         | Ungraded      | One, two, three, four and five star | Total         |
|---------------------------------|--------------|---------------|-------------------------------------|---------------|
| <b>Room statistics</b>          |              |               |                                     |               |
| Room nights available per day   | Number       | 882           | 314                                 | 1 196         |
| Room nights available per month | Number       | 25 578        | 9106                                | 34 684        |
| Room nights sold per month      | Number       | 15 661        | 4 496                               | 20 157        |
| Room occupancy rate             | %            | 61,2          | 49,4                                | 58,1          |
| <b>Bed statistics</b>           |              |               |                                     |               |
| Bed nights available per day    | Number       | 2 062         | 650                                 | 2 712         |
| Bed nights available per month  | Number       | 59 798        | 18850                               | 78 648        |
| Bed nights sold per month       | Number       | 32 676        | 6 424                               | 39 100        |
| Bed occupancy rate              | %            | 54,6          | 34,1                                | 49,7          |
| <b>Income statistics</b>        |              |               |                                     |               |
| Room income                     | R'000        | 8 414         | 1 242                               | 9 656         |
| Income from catering            | R'000        | 4 627         | 801                                 | 5 428         |
| Income from bar sales           | R'000        | 1 506         | 380                                 | 1 886         |
| Other income                    | R'000        | 538           | 107                                 | 645           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>15 085</b> | <b>2 530</b>                        | <b>17 615</b> |

**Table 6.17 - Trading statistics of hotels: Pietermaritzburg and Midlands**

| Particulars                     | Unit         | Ungraded     | One, two, three, four and five star | Total        |
|---------------------------------|--------------|--------------|-------------------------------------|--------------|
| <b>Room statistics</b>          |              |              |                                     |              |
| Room nights available per day   | Number       | 463          | 177                                 | 640          |
| Room nights available per month | Number       | 13 427       | 5 133                               | 18 560       |
| Room nights sold per month      | Number       | 3 558        | 2 613                               | 6 171        |
| Room occupancy rate             | %            | 26,5         | 50,9                                | 33,3         |
| <b>Bed statistics</b>           |              |              |                                     |              |
| Bed nights available per day    | Number       | 909          | 375                                 | 1 284        |
| Bed nights available per month  | Number       | 26 361       | 10 875                              | 37 236       |
| Bed nights sold per month       | Number       | 5 206        | 4 528                               | 9 734        |
| Bed occupancy rate              | %            | 19,7         | 41,6                                | 26,1         |
| <b>Income statistics</b>        |              |              |                                     |              |
| Room income                     | R'000        | 1 228        | 791                                 | 2 019        |
| Income from catering            | R'000        | 585          | 1 255                               | 1 840        |
| Income from bar sales           | R'000        | 232          | 1 389                               | 1 621        |
| Other income                    | R'000        | 217          | 16                                  | 233          |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>2 262</b> | <b>3 451</b>                        | <b>5 713</b> |

**Table 6.18 - Trading statistics of hotels: Drakensberg**

| Particulars                     | Unit         | Ungraded     | One, two, three, four and five star | Total         |
|---------------------------------|--------------|--------------|-------------------------------------|---------------|
| <b>Room statistics</b>          |              |              |                                     |               |
| Room nights available per day   | Number       | 503          | 441                                 | 944           |
| Room nights available per month | Number       | 14 587       | 12 789                              | 27 376        |
| Room nights sold per month      | Number       | 6 887        | 6 488                               | 13 375        |
| Room occupancy rate             | %            | 47,2         | 50,7                                | 48,9          |
| <b>Bed statistics</b>           |              |              |                                     |               |
| Bed nights available per day    | Number       | 1 121        | 1 065                               | 2 186         |
| Bed nights available per month  | Number       | 32 509       | 30 885                              | 63 394        |
| Bed nights sold per month       | Number       | 12 291       | 11 967                              | 24 258        |
| Bed occupancy rate              | %            | 37,8         | 38,7                                | 38,3          |
| <b>Income statistics</b>        |              |              |                                     |               |
| Room income                     | R'000        | 3 908        | 2 513                               | 6 421         |
| Income from catering            | R'000        | 2 514        | 2 086                               | 4 600         |
| Income from bar sales           | R'000        | 955          | 636                                 | 1 591         |
| Other income                    | R'000        | 1 276        | 498                                 | 1 774         |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>8 653</b> | <b>5 733</b>                        | <b>14 386</b> |



**Table 6.19 - Trading statistics of hotels: Rest of KwaZulu-Natal**

| Particulars                     | Unit         | Ungraded     | One, two, three, four and five star | Total         |
|---------------------------------|--------------|--------------|-------------------------------------|---------------|
| <b>Room statistics</b>          |              |              |                                     |               |
| Room nights available per day   | Number       | 1 315        | 533                                 | 1 848         |
| Room nights available per month | Number       | 38 135       | 15457                               | 53 592        |
| Room nights sold per month      | Number       | 15 541       | 7 040                               | 22 581        |
| Room occupancy rate             | %            | 40,7         | 45,5                                | 42,1          |
| <b>Bed statistics</b>           |              |              |                                     |               |
| Bed nights available per day    | Number       | 2 748        | 1 011                               | 3 759         |
| Bed nights available per month  | Number       | 79 692       | 29319                               | 109 011       |
| Bed nights sold per month       | Number       | 17 783       | 8 736                               | 26 519        |
| Bed occupancy rate              | %            | 22,3         | 29,8                                | 24,3          |
| <b>Income statistics</b>        |              |              |                                     |               |
| Room income                     | R'000        | 4 449        | 1 933                               | 6 382         |
| Income from catering            | R'000        | 1 391        | 1 396                               | 2 787         |
| Income from bar sales           | R'000        | 372          | 385                                 | 757           |
| Other income                    | R'000        | 501          | 263                                 | 764           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>6 713</b> | <b>3 977</b>                        | <b>10 690</b> |

**Table 6.20 - Trading statistics of hotels: North West**

| Particulars                     | Unit         | Ungraded      | One, two, three, four and five star | Total         |
|---------------------------------|--------------|---------------|-------------------------------------|---------------|
| <b>Room statistics</b>          |              |               |                                     |               |
| Room nights available per day   | Number       | 2 544         | 516                                 | 3 060         |
| Room nights available per month | Number       | 73 776        | 14964                               | 88 740        |
| Room nights sold per month      | Number       | 47 854        | 4 989                               | 52 843        |
| Room occupancy rate             | %            | 64,9          | 33,4                                | 59,6          |
| <b>Bed statistics</b>           |              |               |                                     |               |
| Bed nights available per day    | Number       | 5 149         | 939                                 | 6 088         |
| Bed nights available per month  | Number       | 149 321       | 27231                               | 176 552       |
| Bed nights sold per month       | Number       | 81 161        | 6 797                               | 87 958        |
| Bed occupancy rate              | %            | 54,4          | 25,0                                | 49,8          |
| <b>Income statistics</b>        |              |               |                                     |               |
| Room income                     | R'000        | 41 564        | 1 196                               | 42 760        |
| Income from catering            | R'000        | 15 275        | 892                                 | 16 167        |
| Income from bar sales           | R'000        | 6 219         | 178                                 | 6 397         |
| Other income                    | R'000        | 3 453         | 224                                 | 3 677         |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>66 511</b> | <b>2 490</b>                        | <b>69 001</b> |

**Table 6.21 - Trading statistics of hotels: Pretoria**

| Particulars                     | Unit         | Ungraded      | One, two, three, four and five star | Total         |
|---------------------------------|--------------|---------------|-------------------------------------|---------------|
| <b>Room statistics</b>          |              |               |                                     |               |
| Room nights available per day   | Number       | 2 349         | 695                                 | 3 044         |
| Room nights available per month | Number       | 68 121        | 20 155                              | 88 276        |
| Room nights sold per month      | Number       | 45 790        | 9 446                               | 55 236        |
| Room occupancy rate             | %            | 67,2          | 46,9                                | 62,6          |
| <b>Bed statistics</b>           |              |               |                                     |               |
| Bed nights available per day    | Number       | 5 446         | 1 293                               | 6 739         |
| Bed nights available per month  | Number       | 157 934       | 37 497                              | 195 431       |
| Bed nights sold per month       | Number       | 56 967        | 12 099                              | 69 066        |
| Bed occupancy rate              | %            | 36,1          | 32,3                                | 35,3          |
| <b>Income statistics</b>        |              |               |                                     |               |
| Room income                     | R'000        | 13 212        | 3 484                               | 16 696        |
| Income from catering            | R'000        | 4 098         | 2 482                               | 6 580         |
| Income from bar sales           | R'000        | 911           | 533                                 | 1 444         |
| Other income                    | R'000        | 936           | 594                                 | 1 530         |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>19 157</b> | <b>7 093</b>                        | <b>26 250</b> |

**Table 6.22 - Trading statistics of hotels: Johannesburg**

| Particulars                     | Unit         | Ungraded      | One, two and three star | Four and five star | Total          |
|---------------------------------|--------------|---------------|-------------------------|--------------------|----------------|
| <b>Room statistics</b>          |              |               |                         |                    |                |
| Room nights available per day   | Number       | 7 098         | 793                     | 491                | 8 382          |
| Room nights available per month | Number       | 205 842       | 22 997                  | 14 239             | 243 078        |
| Room nights sold per month      | Number       | 132 597       | 7 591                   | 7 938              | 148 126        |
| Room occupancy rate             | %            | 64,4          | 33,0                    | 55,7               | 60,9           |
| <b>Bed statistics</b>           |              |               |                         |                    |                |
| Bed nights available per day    | Number       | 14 334        | 1 283                   | 990                | 16 607         |
| Bed nights available per month  | Number       | 415 686       | 37 207                  | 28 710             | 481 603        |
| Bed nights sold per month       | Number       | 159 752       | 8 324                   | 9 471              | 177 547        |
| Bed occupancy rate              | %            | 38,4          | 22,4                    | 33,0               | 36,9           |
| <b>Income statistics</b>        |              |               |                         |                    |                |
| Room income                     | R'000        | 67 844        | 1 912                   | 3 873              | 73 629         |
| Income from catering            | R'000        | 18 627        | 512                     | 1 430              | 20 569         |
| Income from bar sales           | R'000        | 5 329         | 204                     | 262                | 5 795          |
| Other income                    | R'000        | 4 923         | 130                     | 343                | 5 396          |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>96 723</b> | <b>2 758</b>            | <b>5 908</b>       | <b>105 389</b> |

**Table 6.23 - Trading statistics of hotels: East Rand**

| Particulars                     | Unit         | Ungraded, one, two, three, four and five star | Total         |
|---------------------------------|--------------|---|---------------|
| <b>Room statistics</b>          |              |   |               |
| Room nights available per day   | Number       | 2 208   | 2 208         |
| Room nights available per month | Number       | 64 032  | 64 032        |
| Room nights sold per month      | Number       | 43 028  | 43 028        |
| Room occupancy rate             | %            | 67,2  | 67,2          |
| <b>Bed statistics</b>           |              |   |               |
| Bed nights available per day    | Number       | 5 171   | 5 171         |
| Bed nights available per month  | Number       | 149 959                                       | 149 959       |
| Bed nights sold per month       | Number       | 49 715  | 49 715        |
| Bed occupancy rate              | %            | 33,2  | 33,2          |
| <b>Income statistics</b>        |              |   |               |
| Room income                     | R'000        | 15 416  | 15 416        |
| Income from catering            | R'000        | 2 828   | 2 828         |
| Income from bar sales           | R'000        | 764   | 764           |
| Other income                    | R'000        | 1 037   | 1 037         |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>20 045</b>                                 | <b>20 045</b> |

**Table 6.24 - Trading statistics of hotels: Rest of Gauteng**

| Particulars                     | Unit         | Ungraded     | One, two and three star | Four and five star | Total         |
|---------------------------------|--------------|--------------|-------------------------|--------------------|---------------|
| <b>Room statistics</b>          |              |              |                         |                    |               |
| Room nights available per day   | Number       | 1 395        | 309                     | 354                | 2 058         |
| Room nights available per month | Number       | 40 455       | 8 961                   | 10 266             | 59 682        |
| Room nights sold per month      | Number       | 21 389       | 4 521                   | 6 832              | 32 742        |
| Room occupancy rate             | %            | 52,9         | 50,5                    | 66,5               | 54,9          |
| <b>Bed statistics</b>           |              |              |                         |                    |               |
| Bed nights available per day    | Number       | 3 062        | 683                     | 740                | 4 485         |
| Bed nights available per month  | Number       | 88 798       | 19 807                  | 21 460             | 130 065       |
| Bed nights sold per month       | Number       | 23 517       | 6 355                   | 9 300              | 39 172        |
| Bed occupancy rate              | %            | 26,5         | 32,1                    | 43,3               | 30,1          |
| <b>Income statistics</b>        |              |              |                         |                    |               |
| Room income                     | R'000        | 6 262        | 1 365                   | 3 648              | 11 275        |
| Income from catering            | R'000        | 2 224        | 1 922                   | 1 356              | 5 502         |
| Income from bar sales           | R'000        | 982          | 684                     | 466                | 2 132         |
| Other income                    | R'000        | 384          | 776                     | 345                | 1 505         |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>9 852</b> | <b>4 747</b>            | <b>5 815</b>       | <b>20 414</b> |

**Table 6.25 - Trading statistics of hotels: Mpumalanga**

| Particulars                     | Unit         | Ungraded      | One and two star | Three star   | Four and five star | Total         |
|---------------------------------|--------------|---------------|------------------|--------------|--------------------|---------------|
| <b>Room statistics</b>          |              |               |                  |              |                    |               |
| Room nights available per day   | Number       | 1 790         | 143              | 285          | 228                | 2 446         |
| Room nights available per month | Number       | 51 910        | 4 147            | 8 265        | 6 612              | 70 934        |
| Room nights sold per month      | Number       | 31 752        | 2 246            | 2 586        | 4 088              | 40 672        |
| Room occupancy rate             | %            | 61,2          | 54,2             | 31,3         | 61,9               | 57,3          |
| <b>Bed statistics</b>           |              |               |                  |              |                    |               |
| Bed nights available per day    | Number       | 3 867         | 333              | 534          | 456                | 5 190         |
| Bed nights available per month  | Number       | 112 143       | 9 657            | 15 486       | 13 224             | 150 510       |
| Bed nights sold per month       | Number       | 40 911        | 3 934            | 3 963        | 6 908              | 55 716        |
| Bed occupancy rate              | %            | 36,5          | 40,8             | 25,6         | 52,3               | 37,0          |
| <b>Income statistics</b>        |              |               |                  |              |                    |               |
| Room income                     | R'000        | 10 198        | 596              | 826          | 2 333              | 13 953        |
| Income from catering            | R'000        | 5 634         | 142              | 578          | 1 441              | 7 795         |
| Income from bar sales           | R'000        | 2 379         | 117              | 138          | 483                | 3 117         |
| Other income                    | R'000        | 521           | 10               | 54           | 212                | 797           |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>18 732</b> | <b>865</b>       | <b>1 596</b> | <b>4 469</b>       | <b>25 662</b> |

**Table 6.26 - Trading statistics of hotels: Limpopo**

| Particulars                     | Unit         | Ungraded     | One, two, three, four and five star | Total         |
|---------------------------------|--------------|--------------|-------------------------------------|---------------|
| <b>Room statistics</b>          |              |              |                                     |               |
| Room nights available per day   | Number       | 1 053        | 473                                 | 1 526         |
| Room nights available per month | Number       | 30 537       | 13 717                              | 44 254        |
| Room nights sold per month      | Number       | 16 378       | 5 218                               | 21 596        |
| Room occupancy rate             | %            | 53,6         | 38,0                                | 48,8          |
| <b>Bed statistics</b>           |              |              |                                     |               |
| Bed nights available per day    | Number       | 1 823        | 894                                 | 2 717         |
| Bed nights available per month  | Number       | 52 867       | 25 926                              | 78 793        |
| Bed nights sold per month       | Number       | 22 296       | 8 350                               | 30 646        |
| Bed occupancy rate              | %            | 42,2         | 32,2                                | 38,9          |
| <b>Income statistics</b>        |              |              |                                     |               |
| Room income                     | R'000        | 5 118        | 2 206                               | 7 324         |
| Income from catering            | R'000        | 3 407        | 1 393                               | 4 800         |
| Income from bar sales           | R'000        | 683          | 407                                 | 1 090         |
| Other income                    | R'000        | 258          | 1 129                               | 1 387         |
| <b>Total hotel income</b>       | <b>R'000</b> | <b>9 466</b> | <b>5 135</b>                        | <b>14 601</b> |

**Table 7 - Ratios of trading statistics of hotels in South Africa**

| Particulars                         | Unit          | February 2003 | December 2003 | January 2004 | February 2004 | % change   |  |
|-------------------------------------|---------------|---------------|---------------|--------------|---------------|--|--|
|                                     |               |               |               |              |               | % change between February 2003 and February 2004 | % change between January to February 2003 and January to February 2004 |
| <b>Number of hotels</b>             | <b>Number</b> | 1 281         | 1 284         | 1 284        | 1 284         | 0,2  | 0,3  |
| <b>Room statistics</b>              |               |               |               |              |               |  |  |
| Rooms available per month per hotel | Number        | 41            | 41            | 41           | 41            | 0,0  | -0,3   |
| Room occupancy rate                 | %             | 62,1          | 54,3          | 52,2         | 61,4          | -1,1   | -0,4   |
| <b>Bed statistics</b>               |               |               |               |              |               |  |  |
| Beds available per month per hotel  | Number        | 86            | 86            | 86           | 86            | 0,0  | -0,2   |
| Bed occupancy rate                  | %             | 40,9          | 40,0          | 37,1         | 40,3          | -1,5   | -0,5   |
| <b>Average hotel income per-</b>    |               |               |               |              |               |  |  |
| Room night sold                     | Rand          | 492,1         | 470,5         | 479,5        | 465,8         | -5,3   | -3,0   |
| Bed night sold                      | Rand          | 354,6         | 302,5         | 319,6        | 336,5         | -5,1   | -3,0   |
| <b>Contribution to hotel income</b> |               |               |               |              |               |  |  |
| Room income                         | %             | 67,4          | 64,5          | 67,0         | 65,2          | -3,3   | -2,3   |
| Income from catering                | %             | 20,6          | 21,8          | 19,9         | 20,7          | 0,5  | 1,0  |
| Income from bar sales               | %             | 6,7           | 7,8           | 7,1          | 7,3           | 9,0  | 4,9  |
| Other income                        | %             | 5,3           | 5,9           | 6,0          | 6,8           | 28,3   | 18,6   |

**Table 8 - Classification of towns and cities according to the 25 tourism regions and nine provinces**

| Province     | Tourism region           | Towns and cities  |
|--------------|--------------------------|---|
| Western Cape | Cape Metropole           | Cape Town, Bloubergstrand, Wynberg, Milnerton, Kommetjie, Sunnyside, Scarborough, Fish Hoek, Ocean View, Simon's Town, Bellville, Durbanville, Kraaifontein, Parow, Belhar, Elsies River, Kuils River, Blackheath, Brackenfell, Penhill, Faure, Rustdal, Scottsdale, North Pine, Blue Downs.  |
|              | Wineland                 | Somerset-West, Sir Lowry's Pass, Khayalitsha, Macassar Beach, Paarl, Franschhoek, Klapmuts, Mbekweni, Faure, Kylemore, Jamestown, Kayamandi, Stellenbosch, Wellington.  |
|              | West Coast               | Vredendal, Lutzville, Vanrhynsdorp, Bitterfontein, Klawer, Clanwilliam, Citrusdal, Graafwater, Lamberts Bay, Piketberg, Aurora, Eendekuil, Elands Bay, Velddrif, Porterville, Redelingshuys, Witwater, Vredenburg, St Helena Bay, Hopefield, Langebaan, Saldanha, Malmesbury, Darling, Melkbosstrand, Philadelphia, Riebeek-Kasteel, Riebeek-West, Yzerfontein, Atlantis, Abbotsdale, Moorreesburg, Koringberg. |
|              | Little and Central Karoo | Laingsburg, Prince Albert, Beaufort-West, Merweville, Sidesaviva, Oudtshoorn, De Rust, Dysseldorp, Bongoletu, Ladismith, Van Wyksdorp, Calitzdorp, Unionsdale.  |
|              | Garden Route             | Heidelberg, Witsand, Riversdale, Albertinia, Gouritsmond, Still Bay, Mossel Bay, Hartenbos, Herbertsdale, Klein Brakrivier, Rheeboek Strand, KwaNonqaba, George, Herolds Bay, Hoekwil, Great Brack River, Wilderness, Pacaltsdorp, Thembalethu, Knysna, Buffalo Bay, Keurboomstrand, Nature's Valley, Plettenberg Bay, Sedgfield, Wittedrift, Belvedere, Msobomvu.  |
|              | Overberg                 | Caledon, Betty's Bay, Bot River, Grabouw, Greyton, Kleinmond, Pringle Bay, Riviersonderend, Villiersdorp, Teslaarsdal, Middleton, Hermanus, Stanford, Onrus River, Hawston, Bredasdorp, Agulhas, Waenhuiskrans, Napier, Gansbaai, Struis Bay, Swellendam, Barrydale, Bonnievale.  |
|              | Breede River             | Tulbach, Gouda, Wolseley, Worcester, De Doorns, Rawsonville, Touws River, Zweletemba, Prince Alfred Hamlet, Ceres, Robertson, McGregor, Montagu, Ashton, Zolani.  |
|              | Eastern Cape             | Border  |
| Algoa        |                          | Port Elizabeth, Sea View, Theescombe, Blue Horizon Bay, Colleen Glen, Kini Bay, Sardinia Bay, Colchester, Motherwell, KwaMagxaki, KwaDwesi, Uitenhage, Despatch, KwaNobuhle.  |

**Table 8 - Classification of towns and cities according to the 25 tourism regions and nine provinces (continued)**

| Province       | Tourism region               | Towns and cities  |
|----------------|------------------------------|---|
|                | Rest of Eastern Cape         | Kirkwood, Addo, Somerset East, Cookhouse Bhongweni, Lingelihle, Cradock, Middelburg, Kwanonzame, Steynsburg, Hofmeyr, Tarkastad, Zola, Sterkstroom, Joubertina, Louterwater, Two Rivers, Humansdorp, Jeffreys Bay, Kareedouw, Storms River, Cape St Francis, Paradise Beach, St Francis Bay, Kruisfontein, Woodlands, Hankey, Patensie, Thornhill, Umzamomhle, Graaff-Reinette, Nieu-Bethesda, Umasizakhe, Aberdeen, Willowmore, Rietbron, Steytlerville, Vuyolwethu, Jansenville, Klipplaat, Pearston, Alexandria, Boesmansriviermond, Boknesstrand, Paterson, Cannon Rocks, Bathurst, Port Alfred, Kenton-on-Sea, Seafield, Grahamstown, Alicedale, Riebeek-East, Bedford, Cookhouse, Adelaide, Fort-Beaufort, Venterstad, Molteno, Aliwal North, Jamestown, Lady Grey, Indwe, Barkly East, Rhodes, Elliot, Maclear, Ugie, Komga, Haga-Haga, Kei Mouth, Morgan's Bay. |
| Northern Cape  | Griqualand West              | Barkly West, Delpportshoop, Windsorton, Warrenton, Jan Kempdorp, Valspan, Hartswater, Kimberley, Ritchie.   |
|                | Rest of Northern Cape        | Upington, Van Zylsrus, Kakamas, Carnarvon, Aughrabies, Brandvlei, Calvinia, Fraserburg, Daniëlskuil, De Aar, Philipstown, Douglas, Strydenburg, Garies, Norvalspont, Kuruman, Victoria West, Vosburg, Olifantshoek, Loeriesfontein, Griquatown, Askham, Okiep, Nieuwoudtville, Postmasburg, Prieska, Hopetown, Port Nolloth, Noupoort, Sutherland, Colesberg, Britstown, Petrusville, Van Wyksvlei, Richmond, Nababeep, Williston, Pofadder, Groblershoop, Hanover, Kamieskroon, Kenhardt, Springbok, Vanderkloof.  |
| Free State     | Bloemfontein and Transgariep | Bloemfontein, Bain's Vlei, Bloemspruit, Mangaung, Exelsior, Tweestruit, Brandfort, Verkeerdevlei, Soutpan, Boshof, Dealsville, Hertzogville, Jacobsdal, Petrusburg, Koffiefontein, Jagersfontein, Edenburg, Reddersburg, Dewetsdorp, Trompsburg, Bethulie, Springfontein, Smithfield, Rouxville, Philippolis, Waterkloof.   |
|                | Rest of Free State           | Welkom, Hennenman, Hoopstad, Bultfontein, Theunissen, Winburg, Koppies, Ventersburg, Virginia, Parys, Wesselsbron, Odendaalsrus, Allanridge, Bothaville, Kroonstad, Edenville, Viljoenskroon, Vredefort, Zastron, Wepener, Van Stadensrus, Ladybrand, Hobhouse, Clocolan, Marquard, Senekal, Paul Roux, Ficksburg, Fouriesburg, Bethlehem, Clarens, Kestell, Harrismith, Warden, Vrede, Cornelia, Memel, Reitz, Lindley, Arlington, Petrus Steyn, Steynsrus, Heilbron, Oranjeville, Frankfort, Tweeling, Villiers, Sasolburg, Deneysville.  |
| KwaZulu- Natal | Durban and Umhlanga          | Central Business District of Durban, Marine Parade, Esplanade and all other suburbs, Amanzimtoti, Umbogintwini, Kingsburgh, Canelands, Glen Anil, Tongaat, Mount Edgecombe, Umdloti Beach, Duff's Road, Ottawa, Verulam, Umhlanga Rocks, Stanger, Ballito Bay, Blythedale Beach, Darnall, Zinkwazi, Umhlali Beach, Shakaskraal, Tugela, Pinetown, Westville, Everton, Gillitts, Hillcrest, Kloof, Mariannhill, New Germany, Klaarwater.   |

**Table 8 - Classification of towns and cities according to the 25 tourism regions and nine provinces (continued)**

| Province   | Tourism region                   | Towns and cities   |
|------------|----------------------------------|--|
|            | South Coast and Interior         | Illovo Beach, Umzinto, Clansthal, Umkomaas, Willow Glen, Widenham, Hibberdene, Mtwalume, Ocean View, Park Rynie, Pennington, Scottburgh, Saiccor, Ifafa Beach, Craigieburn, Port Shepstone, Marina Beach, Melville, Munster, Port Edward, Southbroom, Ramsgate, Umtentweni, Umzombe, Uvongo, Shelly Beach, Marburg, San Lameer, Harding, Mount Currie, Kokstad, Cedarville, Matatiele, Ixopo, Creighton, Margate.  |
|            | Pietermaritzburg and Midlands    | Pietermaritzburg, Ashburton, Hilton, Plessislaer, Ashdown, Albert Falls, Dalton, Wartburg, New Hanover, Howick, Hilton, Bruntville, Lions River, Mooi River, Umvotikloof, Greytown, Weenen, Kranskop.  |
|            | Drakensberg                      | Klip River, Ladysmith, Steadville, Bergville, Estcourt, Colenso, Winterton, Impendle, Underberg, Himeville.  |
|            | Rest of KwaZulu-Natal            | Eshowe, Mtunzini, Lower Umfolozi, Richards Bay, Mtubatuba, St Lucia, Hlabisa, Ubombo, Babanango, Melmoth, Camperdown, Assagay, Botha's Hill, Cato Ridge, Ashburton, Drummond, Hammarsdale, Sterkspruit, Pinetown, Inanda, Lower Tugela, Glencoe, Hattingspruit, Wasbank, Dundee, Dannhauser, Newcastle, Charlestown, Utrecht, Vryheid, Louwsburg, Paulpietersburg.   |
| North West | North West                       | Zeerust, Groot-Marico, Ottoshoop, Brits, Kosmos, Hartbeespoort, Letlhabile, Rustenburg, Marikana, Swartruggens, Borolelo, Koster, Lichtenburg, Biesiesvlei, Ottosdal, Coligny, Christiana, Bloemhof, Wolmaransstad, Leeudoringstad, Makwassie, Witpoort, Klerksdorp, Hartbeesfontein, Orkney, Stilfontein, Ventersdorp, Fochville, Potchefstroom, Babelegi, Mmabatho, Mafikeng, Pilanesberg, and the Rest of North West.   |
| Gauteng    | Pretoria                         | Pretoria, Atteridgeville, Wonderboom, Akasia, Hammanskraal, Roodeplaat, Mamelodi, Halfway House, Midrand, Centurion.   |
|            | Johannesburg and Rest of Gauteng | Central Business District of Johannesburg, Randburg, Chartwell, Fourways, Soweto, Rosebank, Sandton, Alexandra, and all other suburbs (excluding Bruma and Eastgate), Westonaria, Bekkersdal, Lenasia, Roodepoort, Dobsonville, Krugersdorp, Magaliesburg, Muldersdrift, Kagiso, Munsieville, Randfontein, Carletonville, Rayton, Oberholzer, Muldersdrift, Bronkhorstspuit, Cullinan, Nigel, Heidelberg, Vereeniging, Vanderbijlpark, Evaton, De Deur, Randvaal, Meyerton, Walkerville, Ennerdale, Sharpeville. |
|            | East Rand                        | Germiston, Alberton, Boksburg, Kempton Park, Benoni, Brakpan, Bedfordview, Springs, Edenvale, Vosloorus, Daveyton, Wattville, Johannesburg International Airport, Eastgate.  |



**Table 8 - Classification of towns and cities according to the 25 tourism regions and nine provinces (concluded)**

| Province   | Tourism region | Towns and cities  |
|------------|----------------|---|
| Mpumalanga | Mpumalanga     | Lydenburg, Dullstroom, Waterval-Boven, Waterval-Onder, Barberton, Nelspruit, White River, Pilgrimsrest, Sabie, Wakkerstroom, Delmas, Balfour, Standerton, Volksrust, Amersfoort, Bethal, Witbank, Groblersdal, Middelburg, Belfast, Carolina, Ermelo, Piet Retief, Burgersfort, Ohrigstad, Hectorspruit, Komatipoort, Malelane, Hazyview, Graskop, Sabie, Balfour, Greylingstad, Dullstroom, Machadadorp, Badplaas, Amsterdam, Breyten, Chrissiesmeer, Morgenzon, Paardekop, Ogies, Vandyksdrift, Marble Hall, Hendrina, Pongola. |
| Limpopo    | Limpopo        | Potgietersrus, Polokwane, Kgomo, Messina, Soutpansberg, Phalaborwa, Magoebaskloof, Letaba, Warmbad, Waterberg, Ellisras, Thabazimbi, Giyani, Thohoyandou, Tzaneen, Nylstroom, Hoedspruit, Kruger National Park from Satara Camp northwards, Naboomspruit, Roedtan, Dendron, Haenertsburg, Nancefield, Louis Trichardt, Alldays, Soekmekaar, Gravelotte, Duiwelskloof, Letsitele, Pienaars River, Vaalwater, Northam, Leeupoort.   |

## Explanatory notes

- Introduction** 1 This publication contains results of the monthly Survey of Trading Statistics of Hotels conducted in February 2004. The survey is designed to obtain information regarding -
- room income;
  - income from catering;
  - income from bar-sales;
  - income from off sales;
  - other income (sundries);
  - total number of rooms available;
  - total number of room nights sold;
  - total number of beds available; and
  - total number of bed nights sold.
- Scope of the survey** 2 The information is collected from a sample of hotels in South Africa and the results are published according to star grading, the nine provinces and 25 tourism regions as indicated in table 8. Stats SA updates the sample and the population of hotels in South Africa regularly as new hotels become operational or others close down. Hotels operating mainly on a time-share basis are excluded.
- Classification** 3 This publication provides information of trading statistics of hotels according to star grading, nine provinces and 25 tourism regions. The star grading system according to SA Tourism's National Grading and Classification Scheme, classifies three-, four- and five-star hotels as having very good outstanding standards, while one- and two-star hotels are classified as comfortable hotels. Ungraded hotels are not of a lesser standard, they just choose not to participate in the National Grading and Classification Scheme of SA Tourism.
- 4 The 1993 edition of the *Standard Industrial Classification of all Economic Activities (SIC)*, Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 *International Standard Industrial Classification of all Economic Activities (ISIC)* with suitable adaptations for local conditions. Statistics in this publication are presented at SIC group (4 digit) level.
- Statistical unit** 5 The statistical unit for the survey is the smallest economic unit (the hotel and its activities) that functions as a separate entity for which comprehensive financial statements are kept.
- Survey methodology and design** 6 Information obtained from SA Tourism provides the sampling frame for the selection of the sample of hotels for the monthly Survey of Trading Statistics of Hotels. Hotels in the sample are stratified according to star grading within each tourism region. The survey is collected by mail each month from a sample of approximately 410 hotels in 25 tourism regions. All three-, four-, and five-star hotels are completely enumerated. A systematic sample is drawn from ungraded hotels and one- and two-star hotels.
- 7 The information received from the sample of hotels is weighted according to the original sample design in order to represent the population of hotels. The number of rooms available per hotel is used as a measure of size for the calculation of weights. Weights are calculated for each star grading within each tourism region. Due to the small representation of some of the hotels according to their star grading within certain tourism regions, Stats SA is obliged to group some of the star gradings together to keep information of individual hotels confidential.
- Trend cycle** 8 The trend is the long-term pattern or movement of a time series. The X-11 Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates.
- Reliability of estimates** 9 Data presented in this publication are based on information obtained from a sample of hotels and is, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all hotels in South Africa.

- 10** Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling error. Every effort is made to reduce non-sampling error to a minimum by careful designing of the questionnaire, pilot studies, editing of data and efficient operating procedures.

**Related publications 11** Users may also wish to refer to the following publications which are available from Stats SA:

- *Bulletin of Statistics.*
- *SA Statistics.*

**Unpublished statistics 12** In some cases Stats SA can also make available information which was not published. This information can be made available in one or more of the following ways: computer printout, CD or diskette. Generally a charge is made for providing unpublished information.

**Rounding-off of figures 13** The figures in the tables have, where necessary, been rounded off to the nearest final digit shown. There may therefore be slight discrepancies between the sums of the constituent items of the totals shown.

|                                  |            |   |
|----------------------------------|------------|---|
| <b>Symbols and abbreviations</b> | CD         | Compact Disk  |
|                                  | ISIC       | International Standard Industrial Classification of all Economic Activities |
|                                  | SIC        | Standard Industrial Classification of all Economic Activities               |
|                                  | Stats SA   | Statistics South Africa   |
|                                  | SA Tourism | South African Tourism   |
|                                  | *          | Revised   |

## Glossary

|   |   |
|---|---|
| <b>Average hotel income per bed night sold</b>  | Average hotel income per bed night sold is room income divided by the number of bed nights sold.  |
| <b>Average hotel income per room night sold</b> | Average hotel income per room night sold is room income divided by the number of room nights sold.  |
| <b>Bed occupancy rate</b>                       | Bed occupancy rate for the survey month is the number of bed nights sold, divided by the product of the number of bed nights available per day and the number of days in the survey month, expressed as a percentage.   |
| <b>Bed nights available per day</b>             | Bed nights available per day refer to the total number of bed nights available per day for paying guests. A three-quarter bed is counted as one bed available and a double bed as two beds available. Cots are excluded.  |
| <b>Bed nights sold</b>                          | Bed nights sold refer to the total number of beds occupied by visitors during the survey month.   |
| <b>Hotel income</b>                             | Hotel income includes - <ul style="list-style-type: none"> <li>• room income;</li> <li>• income from catering;</li> <li>• income from bar sales; and</li> <li>• other income.</li> </ul>  |
| <b>Income from bar sales</b>                    | Income from bar sales refers to income from the sale of liquor and beverages at the bar. Income from bar sales also includes the sale of cigarettes and other tobacco products.   |
| <b>Income from catering</b>                     | Income from catering refers to income from meals and banqueting.  |
| <b>Other income</b>                             | Other income (sundries) includes - <ul style="list-style-type: none"> <li>• rentals and fees received for offices, shops, garages, billiard rooms and dance floors;</li> <li>• washing, ironing and laundry services; and</li> <li>• telephone and fax services.</li> </ul>   |
| <b>Percentage change</b>                        | Percentage change is the change in values of the relevant month compared to values of the same month in the previous year.  |
| <b>Reference month</b>                          | Reference month for the survey refers to one calendar month.  |
| <b>Room nights available per day</b>            | Room nights available per day refer to the total number of room nights available per day for paying guests.   |
| <b>Rooms available per month per hotel</b>      | Rooms available per month per hotel is calculated as the total number of rooms available for paying guests per month divided by total number of hotels.   |
| <b>Room nights sold</b>                         | Room nights sold refer to the total number of rooms occupied by visitors during the survey month.   |
| <b>Room income</b>                              | Room income is the income received from the sale of room nights. Where payments are received in advance of, or after the provision of accommodation to visitors, the monthly figure for room income may not necessarily be directly related to the number of room nights sold during the month. Income from meals is excluded from room income. |
| <b>Room occupancy rate</b>                      | Room occupancy rate for the survey month is the number of room nights sold, divided by the product of the number of room nights available per day and the number of days in the survey month, expressed as a percentage.  |

## General Information

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