

HTLroundtable china+	china+	Online (12.11.2020)	18 participants
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### supply

11,461 properties; 2,252,029 rooms<sup>1</sup>

#### BRANDED ROOMS



#### CHAIN AFFILIATED ROOMS



#### GROUP / BRAND PROFILE

- strongest brand: **Hanting**
- strongest group: **Jin Jiang**
- fastest growing brand: **Hampton by Hilton**
- fastest growing group: **Marriott**
- strongest regional brand (global presence): **Hanting**
- fastest growing regional brand: **Radisson Blu**

### pipeline

339 properties; 84,917 rooms<sup>1,2</sup>

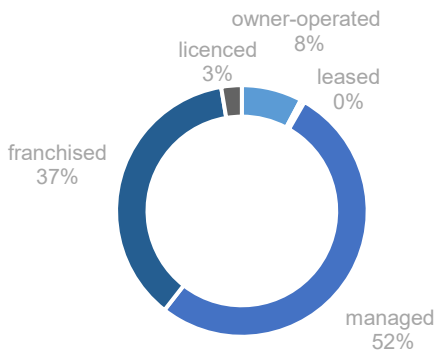


#### SELECTED OPENINGS of 2019

- Four Points by Sheraton Tung Chung, Hong Kong, 1001 rooms
- Alva Hotel by Royal, Hong Kong, 618 rooms
- Rosewood Guangzhou, Guangzhou, 606 rooms
- Rosewood Hong Kong, Hong Kong, 599 rooms

### hotel contracts

2,812 properties; 644,536 rooms under contract<sup>2,3,4</sup>



### key takeaways

- boutique, experience and lifestyle products are on the rise among the increasing population of savvy travelers in China
- occupancy in domestic destinations has been buoyed by international travel restrictions, while city hotels and resorts within driving distance boomed due to the rise of staycations, especially for families that cannot travel across provinces per regulations by local government
- operators face greater scrutiny in budgeting and accounting
- an accelerated shift towards franchise rather than management contracts is observed with brands/operators due to limited internal resources
- owners are also becoming more conservative as they prepare for the unpredictable future; terminations are seen on existing and operating hotels this year, many of which then turn into conversions
- given the rather successful containment of COVID-19 in China, whether it is considered as a force majeure event is still under discussion
- the very accessible food deliveries in China have reshaped guests' perspectives to hotel F&B, which poses challenges especially for the luxury segment

### participant feedback



### HTLroundtables around the globe



learn more and find the HTLroundtables schedule at

[www.pkfhotels.com](http://www.pkfhotels.com)



**NOTES:**

1) calculated as per PKF sample; includes all properties with at least 100 rooms; 2) as per 31 December 2019; 3) as per the PKF contract database 4) from the viewpoint of hotel groups