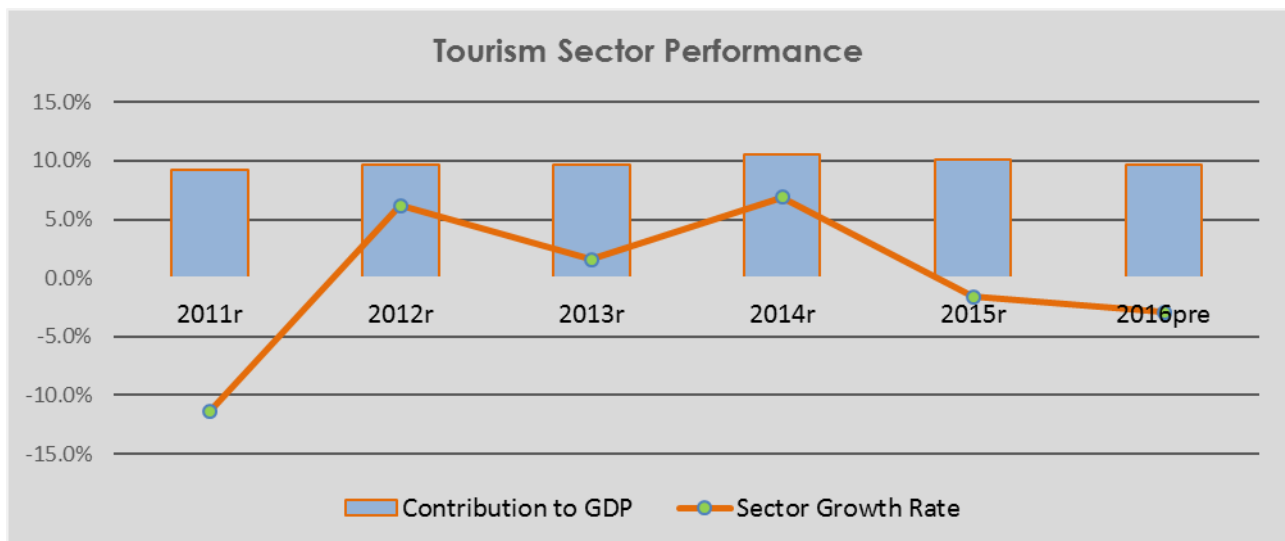


TOURISM

Sector Performance



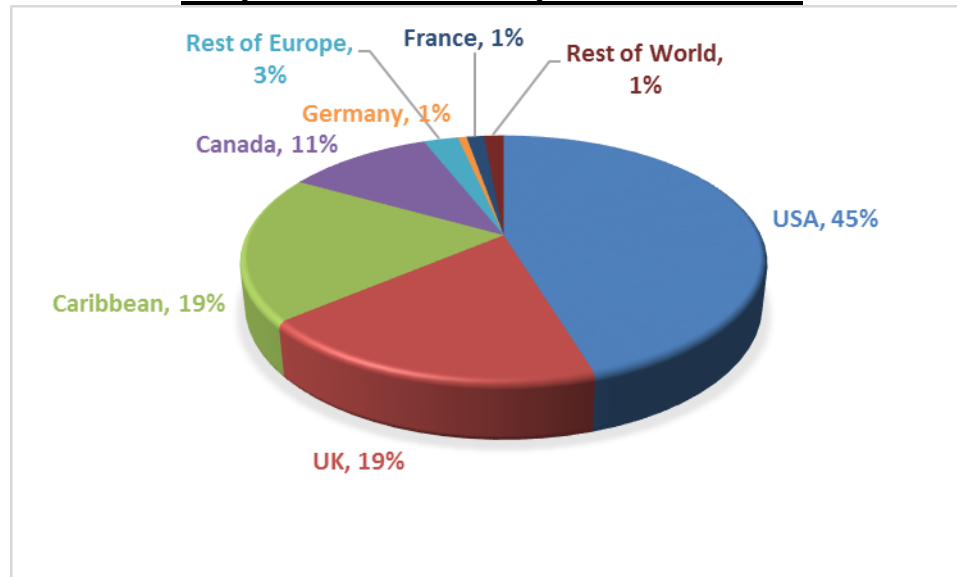
Source: Economic Review 2016

Visitor Arrivals

| TOURIST ARRIVALS BY MARKETS 2009 - 2016 | | | | | | | | |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Markets | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
| USA | 98,685 | 129,085 | 123,599 | 115,065 | 128,331 | 142,746 | 152,738 | 157,576 |
| UK | 71,853 | 67,417 | 71,635 | 75,677 | 70,868 | 73,960 | 68,175 | 64,514 |
| Caribbean | 60,183 | 53,998 | 52,279 | 56,067 | 60,521 | 55,484 | 62,745 | 67,226 |
| Canada | 28,563 | 32,154 | 35,359 | 37,709 | 35,985 | 41,502 | 38,677 | 37,772 |
| Rest of Europe | 7,194 | 8,314 | 7,074 | 9,091 | 8,844 | 10,039 | 8,650 | 8,943 |
| Germany | 2,416 | 4,142 | 3,063 | 3,165 | 3,316 | 3,622 | 2,963 | 2,272 |
| France | 5,356 | 5,822 | 7,002 | 5,467 | 5,464 | 6,032 | 5,698 | 4,440 |
| Rest of World | 4,241 | 5,005 | 4,628 | 4,560 | 5,297 | 4,773 | 5,262 | 5,129 |
| Total | 278,491 | 305,937 | 304,639 | 306,801 | 318,626 | 338,158 | 344,908 | 347,872 |

Source: Economic Review 2016

Stay-over Arrivals by Market Share



Source: Economic Review 2016

Tourism Statistics 2009 - 2016

| Type of Visitor | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|-----------------------------------|------------------|------------------|----------------|----------------|----------------|------------------|------------------|------------------|
| Stay Over | 278,491 | 305,937 | 312,404 | 306,801 | 318,626 | 338,158 | 344,908 | 374,872 |
| Excursionist | 4,967 | 7,613 | 10,523 | 10,371 | 8,227 | 7,526 | 9,080 | 12,483 |
| Cruise | 699,306 | 670,043 | 630,304 | 571,894 | 594,118 | 641,452 | 677,394 | 587,749 |
| Yachts | 31,997 | 32,052 | 33,139 | 42,173 | 39,646 | 47,196 | 65,831 | 69,032 |
| Tourism Expenditure US\$ Millions | 416 | 556 | 576 | 593 | 653 | 746 | 770 | 730 |
| Avg. Length of Stay (days) | 8.9 | 8.6 | 8.9 | 8.5 | 8.7 | 9 | 8.7 | 9 |
| Total Arrivals | 1,014,761 | 1,015,645 | 986,370 | 931,239 | 960,617 | 1,034,332 | 1,097,213 | 1,017,136 |

Source: Economic Review 2016

GFL Charles - Airport Traffic Statistics 2009 - 2016

| Passengers | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|--------------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Disembarked | 119,602 | 115,493 | 110,084 | 105,930 | 101,091 | 95,708 | 95,725 | 97,687 |
| Embarked | 129,405 | 126,587 | 123,094 | 120,212 | 106,601 | 99,379 | 96,932 | 98,175 |
| Total Passenger Handled | 249,007 | 242,080 | 233,178 | 226,142 | 207,692 | 195,087 | 192,657 | 195,862 |

Source: SLASPA, *Excludes in-transit passengers

| Hewanorra - Airport Traffic Statistics 2009 - 2015 | | | | | | | | |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Passengers | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
| Disembarked | 229,819 | 276,444 | 272,529 | 278,232 | 291,205 | 306,832 | 314,936 | 320,680 |
| Embarked | 229,446 | 275,653 | 274,054 | 278,819 | 294,433 | 307,922 | 317,542 | 324,164 |
| Total Passenger Handled | 459,265 | 552,097 | 546,583 | 557,051 | 585,638 | 614,754 | 632,478 | 644,844 |

Source: SLASPA, *Excludes in-transit passengers

| Total - Airport Traffic Statistics 2009 - 2015 | | | | | | | | |
|--|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| Passengers | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
| Disembarked | 349,421 | 391,937 | 382,613 | 384,162 | 392,296 | 402,540 | 410,661 | 418,367 |
| Embarked | 358,851 | 402,240 | 397,148 | 399,031 | 401,034 | 407,301 | 414,474 | 422,339 |
| Total Passenger Handled at both Airports* | 708,272 | 794,177 | 779,761 | 783,193 | 793,330 | 809,841 | 825,135 | 840,706 |

Source: SLASPA

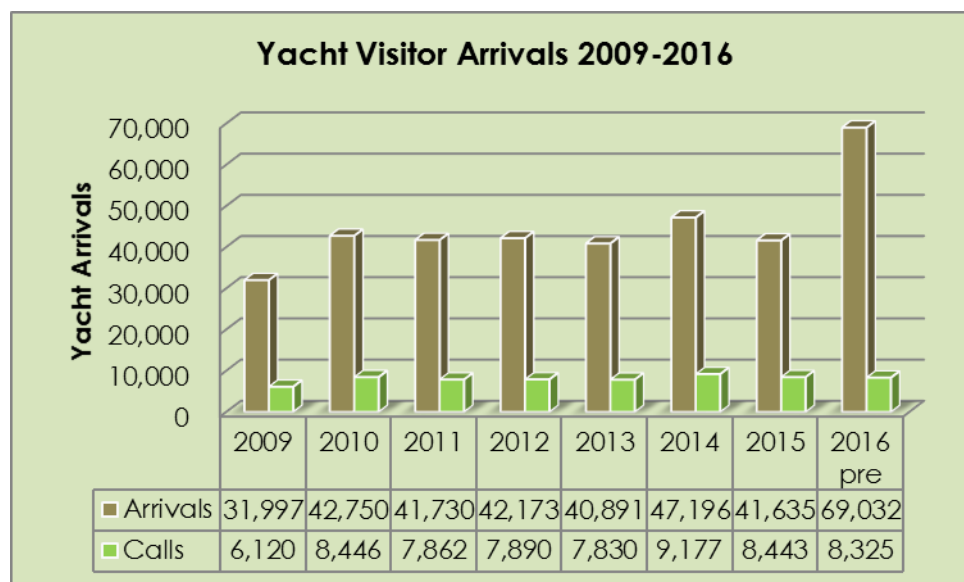
| Hotel Occupancy | | | | | | | | | | | |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Category | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016pre |
| All Inclusives | 67.4% | 62.8% | 67.2% | 54.0% | 67.0% | 63.0% | 74.0% | 78.6% | 77.8% | 78.0% | 74.6% |
| European Plan | 61.8% | 59.9% | 60.2% | 55.0% | 55.0% | 57.0% | 59.0% | 63.1% | 68.8% | 72.0% | 60.2% |
| Small properties | 65.6% | 72.1% | 57.4% | 51.0% | 54.0% | 55.0% | 54.0% | 52.1% | 58.5% | 60.0% | 59.9% |
| Avg. Hotel Occupancy | 64.9% | 64.9% | 61.6% | 53.3% | 58.7% | 58.3% | 62.3% | 64.6% | 68.4% | 70.0% | 61.0% |

Source: Economic Review 2016

| Accommodation Breakdown | | |
|-------------------------|-------------------|--------------|
| ESTABLISHMENT | No. of Properties | No. of Rooms |
| Luxury | 10 | 597 |
| All inclusive | 9 | 2041 |
| Boutique | 5 | 79 |
| Large | 5 | 582 |
| Small | 18 | 414 |
| Villa/Cottage | 34 | 869 |
| Guest house | 16 | 327 |
| apartments | 60 | 159 |
| Total | 157 | 5,068 |

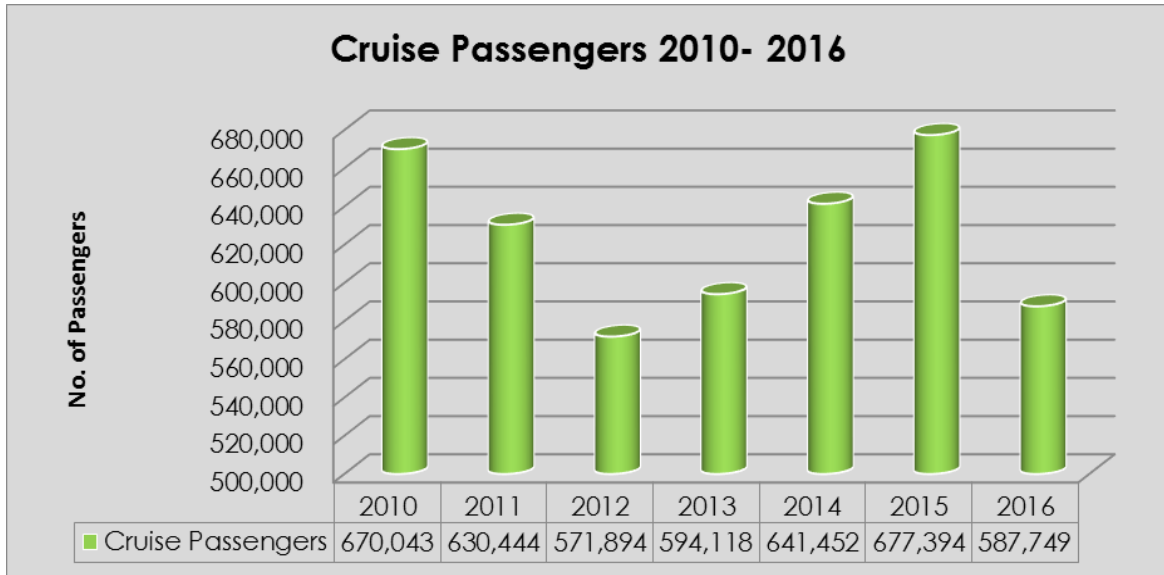
Source: Department of Tourism

Yachting Sector

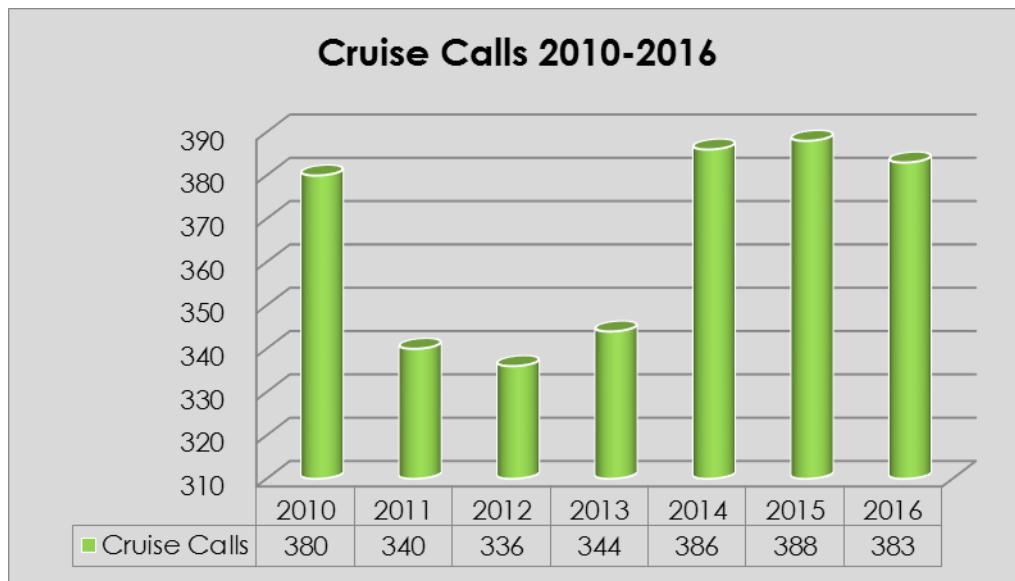


Source: Saint Lucia Tourist Board

Cruise Sector



Source: St. Lucia Tourist Board



Source: St. Lucia Tourist Board

Employment Characteristics



Source: Economic Review 2016

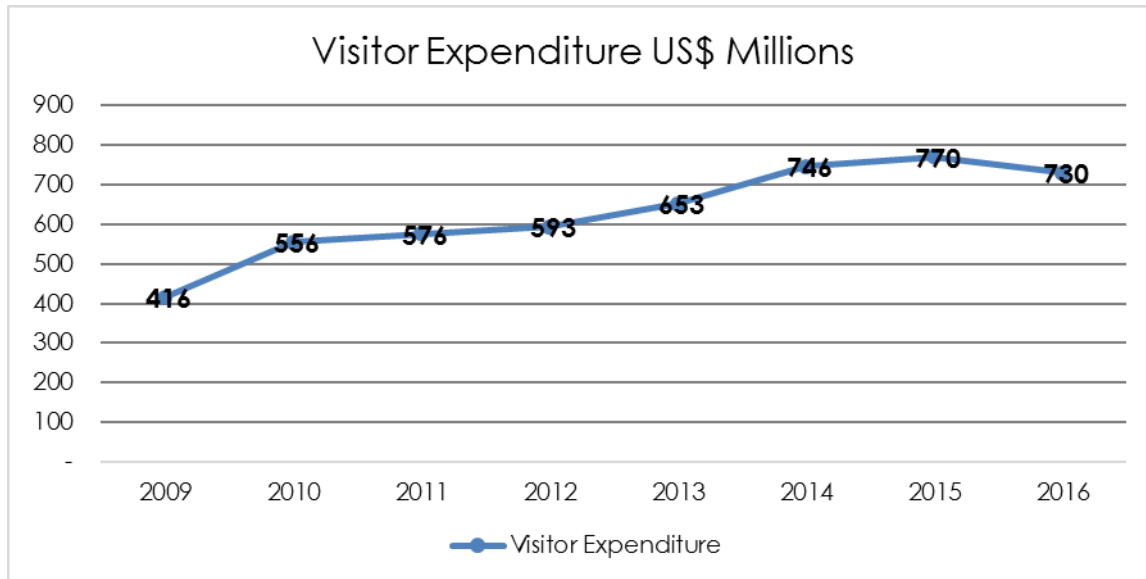
Expenditure by Market (2016)

| Country of Residence | Avg. Daily Exp. (US\$) 2016 | Avg. Length of Stay 2016 | Stayover Arrivals 2016 | Estimated Avg. Exp. 2016 (US\$) | % of total |
|----------------------|-----------------------------|--------------------------|------------------------|---------------------------------|-------------|
| United States | \$ 320.81 | 7.7 | 157,576 | \$ 391,402,392 | 55% |
| United Kingdom | \$ 201.14 | 11.15 | 64,514 | \$ 144,682,968 | 20% |
| Caribbean | \$ 144.17 | 6.2375 | 67,226 | \$ 60,455,646 | 9% |
| Canada | \$ 220.30 | 9.4125 | 37,772 | \$ 78,322,424 | 11% |
| Other Europe | \$ 136.84 | 9.7325 | 15,655 | \$ 20,849,109 | 3% |
| Other | \$ 187.33 | 13.9 | 5,129 | \$ 13,355,395 | 2% |
| Total | \$ 239.80 | 8.5 | 347,872 | \$ 709,067,934 | 100% |
| Cruise* | \$ 47.00 | 1.0 | 528,974 | \$ 24,861,778 | |
| Total | | | 876,846 | \$ 733,929,712 | |

* Cruise figures based are on a 90% estimated number of disembarked passengers as opposed to total arrivals.

Source: Saint Lucia Tourist Board, Economic Review 2016

Saint Lucia Visitor Expenditure Trend

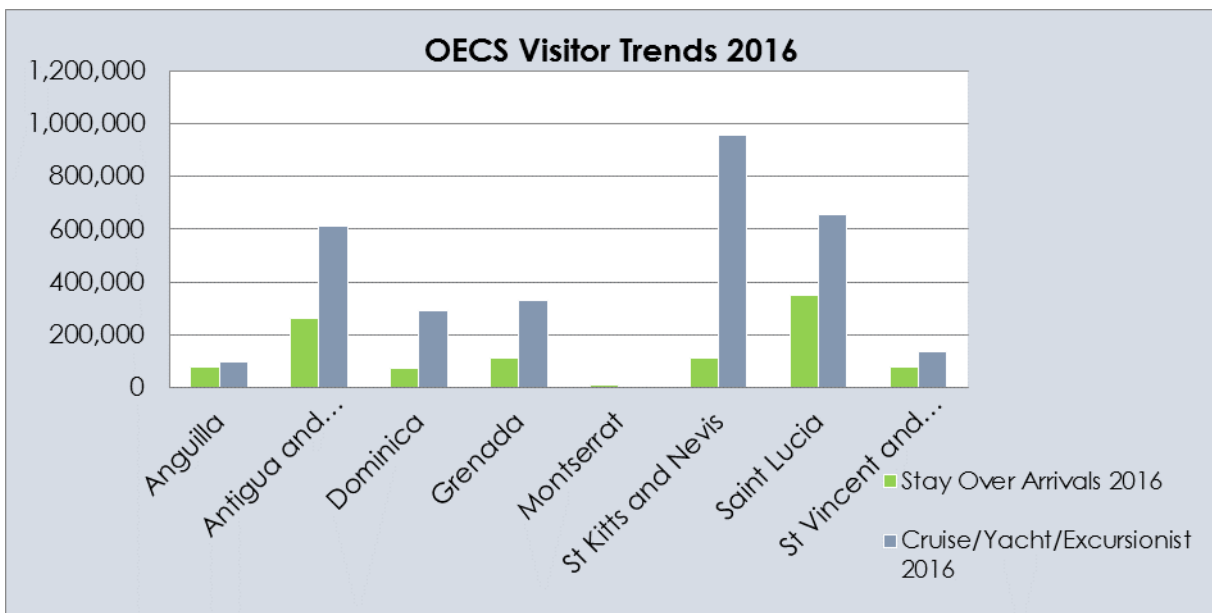


Source: Economic Review 2016

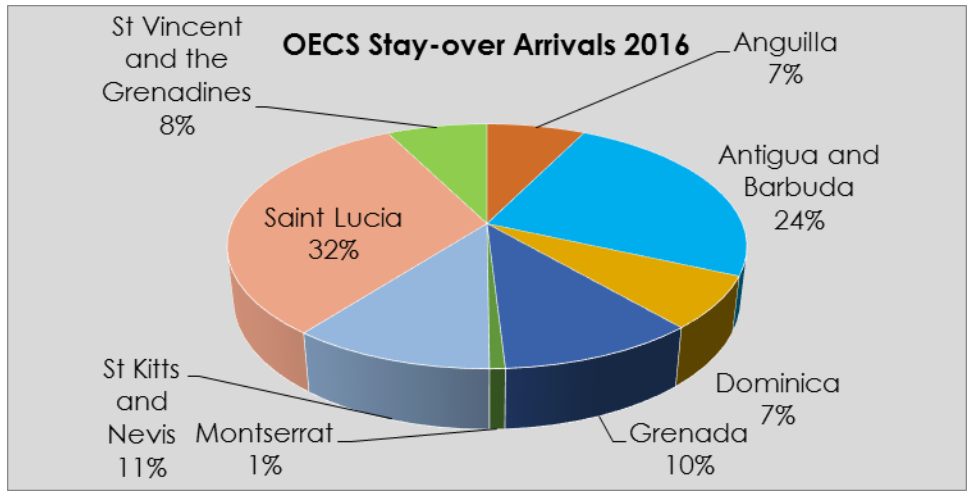
OECS Tourism Statistics

| Country | 2016 Stay Over Arrivals | 2016 Cruise/Yachting/Excursionist | 2016 Expenditure (\$US Millions) |
|-------------------------------|-------------------------|-----------------------------------|----------------------------------|
| Anguilla | 79,239 | 96,731 | 131.65 |
| Antigua and Barbuda | 265,187 | 609,906 | 336.63 |
| Dominica | 75,096 | 291,118 | 133.96 |
| Grenada | 112,811 | 333,059 | 146.63 |
| Montserrat | 8,804 | 6,831 | 8.42 |
| St Kitts and Nevis | 115,061 | 957,816 | 138.44 |
| Saint Lucia | 347,872 | 656,172 | 732.99 |
| St Vincent and the Grenadines | 80,932 | 137,505 | 102.03 |

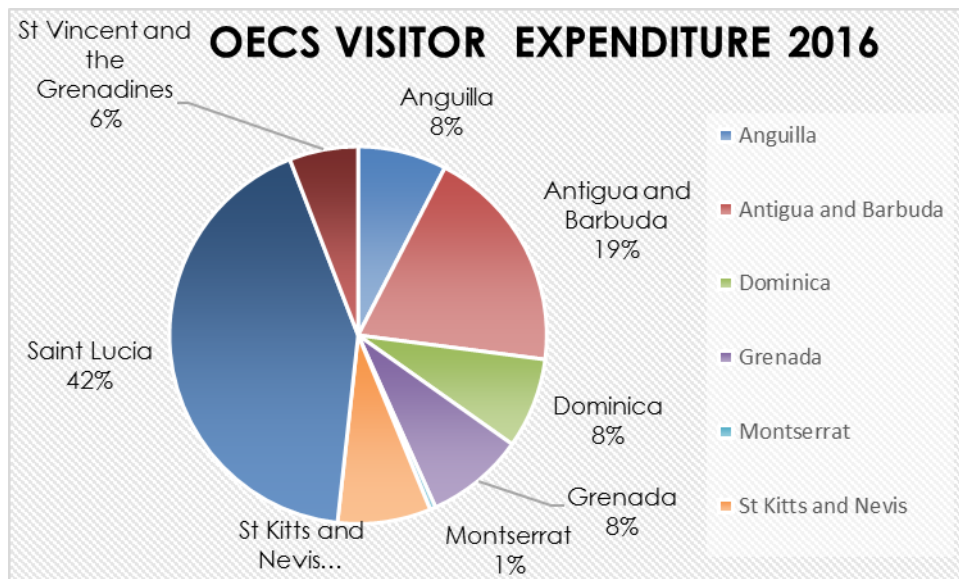
Source: ECCB Tourism Statistics 2016



Source: ECCB Tourism Statistics 2016



Source: ECCB Tourism Statistics 2016



Source: ECCB Estimate of Visitor Expenditure

Saint Lucia Airlift

| City | Avg. Flight Time (Hours) | Carrier |
|----------------|--------------------------|-------------------|
| Miami | 3.5 | American Airlines |
| Charlotte | 5 | |
| Philadelphia | 8.52 | |
| New York | 4.5 | Jet Blue |
| | 4.5 | Delta |
| Boston | 4.5 | Jet Blue |
| Toronto | 5 | Air Canada |
| | 5 | West Jet |
| | 5 | Air Transat |
| Montreal | 5 | Air Canada |
| | 5 | Air Transat |
| New Jersey | 4.15 | United Airlines |
| Chicago | 5.13 | |
| Atlanta | 4.16 | Delta |
| Philadelphia | 4.14 | US Airways |
| London Gatwick | 8.31 | British Airways |
| | 8.31 | Virgin Atlantic |
| Manchester | 8.31 | Fly ThomascCook |
| Germany | 9 | Condor |