

% Change 2017/2018

~ = Not open / operating  
N/A = Not available  
\*\* = Data not comparable

|  | YTD          | 1st Quarter |        |        | 2nd Quarter |        |        | 3rd Quarter |        |        | 4th Quarter |        |        |
|--|--------------|-------------|--------|--------|-------------|--------|--------|-------------|--------|--------|-------------|--------|--------|
|  |              | Jan         | Feb    | Mar    | Apr         | May    | Jun    | Jul         | Aug    | Sep    | Oct         | Nov    | Dec    |
| <b>Traffic</b>   |              |             |        |        |             |        |        |             |        |        |             |        |        |
| Bridge   | -0.1%        | -3.7%       | 8.8%   | 0.7%   | -1.8%       | 1.2%   | 0.5%   | -1.1%       | 2.5%   | 1.2%   | -2.8%       | -8.8%  | 0.7%   |
| Air  | 0.0%         | -5.3%       | 5.1%   | -7.2%  | -3.0%       | 11.2%  | -0.5%  | -2.6%       | -3.0%  | 4.1%   | 6.5%        | -1.1%  | -4.0%  |
| Ferry  | -0.7%        | ~           | ~      | ~      | ~           | 18.2%  | -0.4%  | 1.0%        | 1.9%   | -0.9%  | -15.3%      | -27.4% | 0.2%   |
| Cruise Ships (Charlottetown)                             | 8.2%         | ~           | ~      | ~      | ~           | -0.8%  | -16.8% | 75.8%       | -34.0% | 27.2%  | 3.7%        | ~      | ~      |
| <b>Tourism PEI Website Activity</b>                      |              |             |        |        |             |        |        |             |        |        |             |        |        |
| English Website  | -6.3%        | -5.5%       | -15.9% | -12.9% | -19.6%      | -0.8%  | -6.6%  | -7.4%       | -5.2%  | 17.1%  | -6.8%       | -0.5%  | -6.2%  |
| French Website   | -10.1%       | -2.3%       | -2.9%  | -7.4%  | -42.5%      | -3.1%  | -15.7% | -8.1%       | -11.7% | 5.3%   | -6.5%       | 9.1%   | 24.6%  |
| <b>Visitor Information Centres / Destination Centres</b> |              |             |        |        |             |        |        |             |        |        |             |        |        |
| Total Parties Counselling                                | -1.7%        | 147.1%      | 184.2% | 80.5%  | 50.5%       | -0.8%  | -2.2%  | -4.2%       | 0.8%   | -5.1%  | 1.6%        | -40.7% | -12.5% |
| <b>Golf PEI</b>  |              |             |        |        |             |        |        |             |        |        |             |        |        |
| Non-Member Rounds  | -1.9%        | ~           | ~      | ~      | -70.5%      | 13.2%  | -1.5%  | -6.5%       | 2.4%   | 6.7%   | -35.7%      | ~      | ~      |
| <b>Parks Canada</b>                                      |              |             |        |        |             |        |        |             |        |        |             |        |        |
| PEI National Park  | 8.3%         | 8.6%        | 31.4%  | -21.7% | 4.1%        | 1.5%   | 0.0%   | 0.0%        | 11.6%  | 30.3%  | N/A         | N/A    | N/A    |
| Green Gables   | -21.8%       | ~           | ~      | ~      | -67.4%      | -16.6% | -17.4% | -24.3%      | -23.8% | -18.9% | -17.7%      | -81.6% | ~      |
| <b>Provincial Heritage Sites</b>                         |              |             |        |        |             |        |        |             |        |        |             |        |        |
| Orwell   | 24.3%        | ~           | ~      | ~      | ~           | -18.6% | 120.8% | 8.0%        | 4.7%   | 3.0%   | 32.6%       | 13.8%  | ~      |
| Beaconsfield   | 29.7%        | 870.6%      | 91.8%  | 309.2% | 52.3%       | 58.2%  | 45.5%  | 37.9%       | 33.1%  | 21.2%  | -1.5%       | -26.3% | 18.8%  |
| Eptek  | -14.7%       | 14.2%       | 91.4%  | -27.8% | -22.6%      | 22.4%  | -33.6% | -26.8%      | -24.9% | -11.3% | -17.5%      | 16.1%  | -18.7% |
| Acadian Museum   | -5.8%        | -36.1%      | -2.4%  | -17.1% | -50.5%      | 65.6%  | 19.7%  | -25.4%      | -0.4%  | -1.0%  | -14.6%      | 16.7%  | 87.3%  |
| Elmira   | -21.8%       | ~           | ~      | ~      | ~           | 17.2%  | -25.2% | -19.1%      | -20.3% | -49.5% | ~           | ~      | ~      |
| Basin Head   | -23.5%       | ~           | ~      | ~      | ~           | ~      | -31.0% | -24.9%      | -23.2% | -6.6%  | ~           | ~      | ~      |
| Green Park   | -8.5%        | ~           | ~      | ~      | ~           | ~      | -13.7% | -7.2%       | -14.4% | 304.0% | ~           | ~      | ~      |
| <b>Total Visitors</b>                                    | <b>-4.6%</b> | 59.5%       | 85.0%  | 19.7%  | -14.5%      | 33.6%  | 12.3%  | -13.2%      | -11.4% | 1.9%   | 4.7%        | -6.3%  | 17.4%  |

### Actuals 2018

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|  | YTD           | 1st Quarter |         |         | 2nd Quarter |         |         | 3rd Quarter |         |         | 4th Quarter |        |        |
|--|---------------|-------------|---------|---------|-------------|---------|---------|-------------|---------|---------|-------------|--------|--------|
|  |               | Jan         | Feb     | Mar     | Apr         | May     | Jun     | Jul         | Aug     | Sep     | Oct         | Nov    | Dec    |
| <b>Traffic</b>   |               |             |         |         |             |         |         |             |         |         |             |        |        |
| Cruise Ships (Charlottetown)                             | 141,755       | ~           | ~       | ~       | ~           | 9,268   | 9,477   | 20,399      | 13,765  | 43,971  | 44,875      | ~      | ~      |
| Motorcoach   | 27,843        | 76          | 224     | 12      | 65          | 487     | 4,848   | 6,019       | 7,459   | 6,139   | 2,444       | 20     | 50     |
| <b>Tourism PEI Website Activity</b>                      |               |             |         |         |             |         |         |             |         |         |             |        |        |
| English Website  | 2,135,245     | 122,154     | 111,117 | 147,092 | 172,195     | 246,072 | 265,716 | 376,441     | 292,758 | 178,995 | 84,771      | 67,321 | 70,613 |
| French Website   | 282,322       | 11,991      | 11,977  | 17,780  | 20,804      | 37,067  | 35,807  | 56,908      | 38,489  | 17,616  | 10,870      | 8,932  | 14,081 |
| <b>Visitor Information Centres / Destination Centres</b> |               |             |         |         |             |         |         |             |         |         |             |        |        |
| Total Parties Counselling                                | 121,229       | 378         | 378     | 482     | 882         | 4,149   | 15,469  | 35,026      | 38,320  | 19,257  | 5,804       | 658    | 426    |
| <b>Golf PEI</b>  |               |             |         |         |             |         |         |             |         |         |             |        |        |
| Non-Member Rounds  | 134,240       | ~           | ~       | ~       | 370         | 7,602   | 22,597  | 30,055      | 36,639  | 31,614  | 5,363       | ~      | ~      |
| <b>Parks Canada</b>                                      |               |             |         |         |             |         |         |             |         |         |             |        |        |
| PEI National Park  | 684,758       | 12,772      | 11,851  | 9,816   | 20,937      | 38,676  | 75,628  | 176,843     | 222,096 | 116,139 | N/A         | N/A    | N/A    |
| Green Gables   | 198,892       | ~           | ~       | ~       | 109         | 7,867   | 23,421  | 55,373      | 62,229  | 31,650  | 18,198      | 45     | ~      |
| <b>Provincial Heritage Sites</b>                         |               |             |         |         |             |         |         |             |         |         |             |        |        |
| Orwell   | 13,073        | ~           | ~       | ~       | ~           | 272     | 3,254   | 3,242       | 3,077   | 1,459   | 1,604       | 165    | ~      |
| Beaconsfield   | 18,562        | 330         | 374     | 491     | 370         | 1,150   | 1,717   | 3,832       | 4,135   | 2,621   | 1,928       | 876    | 738    |
| Eptek  | 10,392        | 548         | 708     | 460     | 606         | 601     | 734     | 1,960       | 2,089   | 916     | 578         | 935    | 257    |
| Acadian Museum   | 6,771         | 39          | 41      | 102     | 136         | 366     | 771     | 1,743       | 2,036   | 853     | 263         | 140    | 281    |
| Elmira   | 5,012         | ~           | ~       | ~       | ~           | 143     | 379     | 2,039       | 2,197   | 254     | ~           | ~      | ~      |
| Basin Head   | 21,546        | ~           | ~       | ~       | ~           | ~       | 1,893   | 8,842       | 9,011   | 1,800   | ~           | ~      | ~      |
| Green Park   | 4,576         | ~           | ~       | ~       | ~           | ~       | 525     | 1,687       | 2,162   | 202     | ~           | ~      | ~      |
| <b>Total Visitors</b>                                    | <b>79,932</b> | 917         | 1,123   | 1,053   | 1,112       | 2,532   | 9,273   | 23,345      | 24,707  | 8,105   | 4,373       | 2,116  | 1,276  |

# Occupancy - Fixed Roof

December 2018

| % Change 2017/2018                    |                  | 1st Quarter |        |        | 2nd Quarter |         |         | 3rd Quarter |         |         | 4th Quarter |        |        |
|---------------------------------------|------------------|-------------|--------|--------|-------------|---------|---------|-------------|---------|---------|-------------|--------|--------|
| Fixed Roof Accommodation              | YTD              | Jan         | Feb    | Mar    | Apr         | May     | Jun     | Jul         | Aug     | Sep     | Oct         | Nov    | Dec    |
| <b>Total Operations Open</b>          |                  | 152         | 155    | 161    | 181         | 542     | 1,245   | 1,441       | 1,454   | 1,319   | 716         | 229    | 196    |
| % Change                              |                  | 18.8%       | 18.3%  | 21.1%  | 18.3%       | 9.9%    | 11.0%   | 12.6%       | 12.0%   | 11.0%   | 12.1%       | 13.9%  | 10.7%  |
| <b>Total Room-nights Available</b>    | <b>1,441,046</b> | 73,313      | 66,671 | 74,791 | 71,553      | 121,842 | 180,718 | 201,982     | 201,119 | 176,737 | 119,591     | 75,439 | 77,290 |
| % Change                              | <b>2.5%</b>      | 3.1%        | 3.0%   | 3.6%   | -1.5%       | 0.2%    | 3.8%    | 3.6%        | 2.9%    | 2.4%    | 3.6%        | 0.2%   | 1.2%   |
| <b>Total Room-nights Sold (RNS)</b>   | <b>668,093</b>   | 18,067      | 19,325 | 18,426 | 22,192      | 41,090  | 75,159  | 143,745     | 156,808 | 89,432  | 43,323      | 24,024 | 16,502 |
| % Change                              | <b>-1.2%</b>     | 0.0%        | -2.7%  | 1.1%   | -1.1%       | 8.3%    | -4.0%   | -3.5%       | -2.0%   | -0.9%   | 4.7%        | -1.1%  | 0.7%   |
| <b>Occupancy Rate</b>                 | <b>46.4%</b>     | 24.6%       | 29.0%  | 24.6%  | 31.0%       | 33.7%   | 41.6%   | 71.2%       | 78.0%   | 50.6%   | 36.2%       | 31.8%  | 21.4%  |
| % Point Change                        | <b>-1.7%</b>     | -0.8%       | -1.7%  | -0.6%  | 0.1%        | 2.5%    | -3.4%   | -5.3%       | -3.9%   | -1.7%   | 0.4%        | -0.4%  | -0.1%  |
| <b>BY REGION</b>                      |                  |             |        |        |             |         |         |             |         |         |             |        |        |
| <b>North Cape Coastal Drive</b>       |                  |             |        |        |             |         |         |             |         |         |             |        |        |
| Occupancy Rate                        | <b>37.0%</b>     | 21.7%       | 30.4%  | 25.8%  | 25.4%       | 24.4%   | 30.9%   | 58.3%       | 68.8%   | 43.8%   | 33.9%       | 36.9%  | 18.3%  |
| % Point Change                        | <b>-1.9%</b>     | -1.6%       | 1.6%   | 0.5%   | 2.2%        | -3.6%   | -4.0%   | -7.8%       | -6.0%   | -1.5%   | 5.6%        | -1.2%  | -5.1%  |
| Room-nights Sold (RNS)                | <b>100,664</b>   | 4,169       | 5,378  | 5,061  | 4,310       | 5,685   | 8,312   | 16,926      | 20,075  | 11,912  | 8,175       | 7,034  | 3,627  |
| % Change                              | <b>-3.3%</b>     | -3.4%       | 11.3%  | 6.9%   | 0.5%        | -13.6%  | -9.2%   | -8.3%       | -4.0%   | -1.2%   | 20.3%       | -3.9%  | -21.2% |
| <b>Summerside Area <sup>(1)</sup></b> |                  |             |        |        |             |         |         |             |         |         |             |        |        |
| Occupancy Rate                        | <b>41.0%</b>     | 26.5%       | 36.8%  | 29.9%  | 31.2%       | 29.8%   | 33.2%   | 62.4%       | 71.5%   | 50.2%   | 41.1%       | 45.8%  | 17.4%  |
| % Point Change                        | <b>-1.7%</b>     | -1.2%       | 6.1%   | 3.2%   | 3.8%        | -5.0%   | -6.7%   | -7.6%       | -6.0%   | -2.7%   | 7.3%        | -0.2%  | -9.3%  |
| Room-nights Sold (RNS)                | <b>77,310</b>    | 3,815       | 4,775  | 4,311  | 3,700       | 4,953   | 5,866   | 11,701      | 13,481  | 8,878   | 6,886       | 6,345  | 2,599  |
| % Change                              | <b>-4.4%</b>     | -2.4%       | 22.4%  | 13.4%  | -4.6%       | -17.4%  | -16.5%  | -9.0%       | -5.5%   | -4.2%   | 21.3%       | -1.9%  | -32.5% |
| <b>Green Gables Shore</b>             |                  |             |        |        |             |         |         |             |         |         |             |        |        |
| Occupancy Rate                        | <b>50.2%</b>     | 0.5%        | 1.5%   | 3.5%   | 6.1%        | 14.3%   | 33.5%   | 76.0%       | 81.0%   | 39.6%   | 15.3%       | 4.4%   | 3.3%   |
| % Point Change                        | <b>-0.7%</b>     | -6.5%       | -3.2%  | 0.1%   | 3.5%        | 0.0%    | 0.2%    | -4.0%       | -3.4%   | -1.9%   | -1.7%       | 0.9%   | 2.1%   |
| Room-nights Sold (RNS)                | <b>154,796</b>   | 10          | 28     | 72     | 132         | 3,149   | 19,380  | 50,746      | 54,380  | 23,257  | 3,421       | 132    | 89     |
| % Change                              | <b>-1.2%</b>     | -95.6%      | -80.0% | -35.7% | 26.9%       | -3.3%   | 6.1%    | -2.6%       | -1.0%   | -2.6%   | 0.5%        | -11.4% | 53.4%  |
| <b>Red Sands</b>                      |                  |             |        |        |             |         |         |             |         |         |             |        |        |
| Occupancy Rate                        | <b>33.9%</b>     | 3.9%        | 5.1%   | 5.4%   | 4.7%        | 7.4%    | 22.9%   | 68.0%       | 71.2%   | 32.1%   | 9.3%        | 4.4%   | 3.8%   |
| % Point Change                        | <b>-0.4%</b>     | 1.5%        | -0.1%  | 1.3%   | 0.5%        | 1.0%    | -3.7%   | -1.0%       | -1.9%   | -0.5%   | 0.1%        | -2.0%  | 0.6%   |
| Room-nights Sold (RNS)                | <b>20,009</b>    | 76          | 90     | 104    | 124         | 305     | 1,866   | 6,853       | 7,222   | 2,730   | 434         | 109    | 96     |
| % Change                              | <b>1.1%</b>      | 55.1%       | -5.3%  | 22.4%  | 8.8%        | 15.5%   | -4.3%   | 6.1%        | -0.9%   | -3.0%   | -3.8%       | -28.3% | 23.1%  |

# Occupancy - Fixed Roof

December 2018

| % Change 2017/2018       |                | 1st Quarter |        |        | 2nd Quarter |        |        | 3rd Quarter |        |        | 4th Quarter |        |        |
|--------------------------|----------------|-------------|--------|--------|-------------|--------|--------|-------------|--------|--------|-------------|--------|--------|
| Fixed Roof Accommodation | YTD            | Jan         | Feb    | Mar    | Apr         | May    | Jun    | Jul         | Aug    | Sep    | Oct         | Nov    | Dec    |
| <b>Charlottetown</b>     |                |             |        |        |             |        |        |             |        |        |             |        |        |
| Occupancy Rate           | <b>51.3%</b>   | 28.8%       | 32.0%  | 26.7%  | 36.7%       | 49.8%  | 59.9%  | 76.7%       | 84.5%  | 72.6%  | 54.3%       | 34.6%  | 25.3%  |
| % Point Change           | <b>-1.9%</b>   | -1.1%       | -4.0%  | -1.9%  | -2.9%       | 5.7%   | -7.3%  | -5.6%       | -3.5%  | -2.2%  | 3.4%        | -0.8%  | 0.6%   |
| Room-nights Sold (RNS)   | <b>332,484</b> | 13,513      | 13,598 | 12,819 | 17,060      | 29,845 | 38,166 | 52,179      | 56,155 | 41,078 | 29,525      | 16,242 | 12,304 |
| % Change                 | <b>0.4%</b>    | 2.7%        | -5.7%  | 0.2%   | -2.1%       | 14.5%  | -8.5%  | -2.5%       | -0.8%  | 1.0%   | 8.4%        | 0.4%   | 9.2%   |
| <b>Points East</b>       |                |             |        |        |             |        |        |             |        |        |             |        |        |
| Occupancy Rate           | <b>39.4%</b>   | 9.4%        | 8.0%   | 11.6%  | 17.1%       | 16.9%  | 30.8%  | 60.8%       | 67.4%  | 40.6%  | 12.5%       | 12.8%  | 11.0%  |
| % Point Change           | <b>-3.5%</b>   | -0.3%       | -3.5%  | -3.3%  | 2.5%        | 2.3%   | 0.4%   | -6.4%       | -4.9%  | -1.9%  | -14.2%      | -0.1%  | 0.7%   |
| Room-nights Sold (RNS)   | <b>60,140</b>  | 299         | 231    | 370    | 566         | 2,106  | 7,435  | 17,041      | 18,976 | 10,455 | 1,768       | 507    | 386    |
| % Change                 | <b>-6.9%</b>   | -5.7%       | -35.7% | -27.0% | 12.1%       | 19.2%  | 3.4%   | -7.9%       | -6.4%  | -3.5%  | -49.6%      | 4.8%   | 0.3%   |

(1) The Summerside Area is the gateway to the North Cape Coastal Drive and the Summerside statistics have been profiled so they can be interpreted as a separate region or part of the North Cape Coastal Drive.

# Occupancy - Fixed Roof

December 2018

| % Change 2017/2018             |                | 1st Quarter |        |        | 2nd Quarter |        |        | 3rd Quarter |        |        | 4th Quarter |        |        |     |
|--------------------------------|----------------|-------------|--------|--------|-------------|--------|--------|-------------|--------|--------|-------------|--------|--------|-----|
| Fixed Roof Accommodation       |                | YTD         | Jan    | Feb    | Mar         | Apr    | May    | Jun         | Jul    | Aug    | Sep         | Oct    | Nov    | Dec |
| <b>BY TYPE</b>                 |                |             |        |        |             |        |        |             |        |        |             |        |        |     |
| <b>Hotels/Motels/Resorts</b>   |                |             |        |        |             |        |        |             |        |        |             |        |        |     |
| Occupancy Rate                 | <b>47.8%</b>   | 27.2%       | 32.3%  | 26.9%  | 34.3%       | 40.9%  | 50.5%  | 72.6%       | 80.4%  | 60.9%  | 46.6%       | 36.7%  | 23.7%  |     |
| % Point Change                 | <b>-1.0%</b>   | -0.1%       | -1.0%  | -0.3%  | 0.7%        | 5.2%   | -3.3%  | -5.8%       | -5.8%  | -1.2%  | 2.2%        | 1.1%   | 0.2%   |     |
| Room-nights Sold (RNS)         | <b>426,517</b> | 16,670      | 17,802 | 16,605 | 19,892      | 32,935 | 47,301 | 72,080      | 78,252 | 53,083 | 35,087      | 22,038 | 14,772 |     |
| % Change                       | <b>-2.2%</b>   | 0.6%        | -2.8%  | 0.0%   | -2.0%       | 10.2%  | -6.4%  | -6.7%       | -6.9%  | -1.8%  | 7.6%        | 2.4%   | 1.0%   |     |
| <b>Inns</b>                    |                |             |        |        |             |        |        |             |        |        |             |        |        |     |
| Occupancy Rate                 | <b>55.8%</b>   | 40.8%       | 49.5%  | 40.3%  | 40.3%       | 37.9%  | 48.2%  | 77.2%       | 74.7%  | 63.7%  | 44.4%       | 38.0%  | 28.6%  |     |
| % Point Change                 | <b>-4.0%</b>   | 0.9%        | 6.0%   | -1.6%  | -1.2%       | -5.6%  | -5.8%  | 1.0%        | -13.2% | -2.1%  | 1.1%        | -13.5% | 0.4%   |     |
| Room-nights Sold (RNS)         | <b>26,985</b>  | 670         | 735    | 662    | 701         | 1,653  | 3,607  | 5,765       | 5,583  | 4,548  | 1,708       | 775    | 578    |     |
| % Change                       | <b>-8.6%</b>   | -11.1%      | -1.1%  | -16.5% | -7.6%       | -5.9%  | -7.8%  | -2.0%       | -17.8% | -6.3%  | 4.4%        | -26.3% | -2.7%  |     |
| <b>Cabins/Cottages</b>         |                |             |        |        |             |        |        |             |        |        |             |        |        |     |
| Occupancy Rate                 | <b>46.0%</b>   | 10.4%       | 11.6%  | 13.6%  | 15.0%       | 15.6%  | 28.3%  | 71.3%       | 76.9%  | 36.2%  | 14.0%       | 10.0%  | 11.0%  |     |
| % Point Change                 | <b>-2.0%</b>   | -6.4%       | -3.6%  | 0.2%   | 1.7%        | 0.0%   | -1.3%  | -4.3%       | -0.6%  | -0.5%  | -0.8%       | -3.3%  | -0.5%  |     |
| Room-nights Sold (RNS)         | <b>166,453</b> | 396         | 461    | 626    | 763         | 3,794  | 17,862 | 54,634      | 59,540 | 23,500 | 3,707       | 593    | 577    |     |
| % Change                       | <b>5.9%</b>    | -8.5%       | 23.3%  | 64.7%  | 38.5%       | 11.6%  | 6.7%   | 3.4%        | 7.7%   | 5.4%   | 3.1%        | -18.8% | -0.7%  |     |
| <b>Tourist Home/B&amp;B</b>    |                |             |        |        |             |        |        |             |        |        |             |        |        |     |
| Occupancy Rate                 | <b>35.1%</b>   | 4.5%        | 5.0%   | 7.5%   | 12.6%       | 21.6%  | 39.9%  | 62.2%       | 72.3%  | 50.5%  | 21.4%       | 8.7%   | 6.7%   |     |
| % Point Change                 | <b>-4.5%</b>   | -0.6%       | -2.0%  | 0.4%   | -1.2%       | -2.7%  | -4.8%  | -8.7%       | -3.3%  | -3.3%  | -3.4%       | -4.0%  | -1.6%  |     |
| Room-nights Sold (RNS)         | <b>45,641</b>  | 283         | 289    | 489    | 794         | 2,649  | 6,197  | 10,517      | 12,393 | 8,137  | 2,797       | 609    | 487    |     |
| % Change                       | <b>-9.1%</b>   | -2.7%       | -20.8% | 13.7%  | -2.6%       | -7.0%  | -10.9% | -13.6%      | -4.7%  | -6.7%  | -12.2%      | -30.3% | -9.5%  |     |
| <b>Trailer Rentals/Hostels</b> |                |             |        |        |             |        |        |             |        |        |             |        |        |     |
| Occupancy Rate                 | <b>27.0%</b>   | 12.9%       | 11.3%  | 11.8%  | 11.7%       | 13.8%  | 20.7%  | 44.6%       | 57.2%  | 11.7%  | 3.0%        | 2.3%   | 23.7%  |     |
| % Point Change                 | <b>-3.8%</b>   | 9.7%        | -3.0%  | 5.4%   | 4.4%        | 2.6%   | 6.8%   | -11.4%      | 7.2%   | -12.6% | -33.9%      | -25.5% | 10.2%  |     |
| Room-nights Sold (RNS)         | <b>2,497</b>   | 48          | 38     | 44     | 42          | 59     | 192    | 749         | 1,040  | 164    | 24          | 9      | 88     |     |
| % Change                       | <b>-11.3%</b>  | 300.0%      | -20.8% | 83.3%  | 61.5%       | -3.3%  | 48.8%  | -7.6%       | 20.0%  | -49.1% | -93.4%      | -91.0% | 76.0%  |     |

# Occupancy - Campground

December 2018

| % Change 2017/2018                    |                | 1st Quarter |     |     | 2nd Quarter |        |         | 3rd Quarter |         |         | 4th Quarter |     |     |
|---------------------------------------|----------------|-------------|-----|-----|-------------|--------|---------|-------------|---------|---------|-------------|-----|-----|
| Campground                            | YTD            | Jan         | Feb | Mar | Apr         | May    | Jun     | Jul         | Aug     | Sep     | Oct         | Nov | Dec |
| <b>Total Operations Open</b>          |                | ~           | ~   | ~   | 1           | 25     | 47      | 50          | 51      | 47      | 18          | ~   | ~   |
| % Change                              |                | ~           | ~   | ~   | **          | 13.6%  | 2.2%    | 2.0%        | -1.9%   | 4.4%    | 5.9%        | ~   | ~   |
| <b>Total Site-nights Available</b>    | <b>723,564</b> | ~           | ~   | ~   | (2)         | 27,000 | 158,958 | 186,923     | 185,790 | 146,430 | 18,463      | ~   | ~   |
| % Change                              | <b>0.5%</b>    | ~           | ~   | ~   | (2)         | 16.2%  | -1.9%   | -0.7%       | -1.8%   | 5.2%    | 2.4%        | ~   | ~   |
| <b>Total Site-nights Sold (SNS)</b>   | <b>345,187</b> | ~           | ~   | ~   | (2)         | 7,518  | 54,734  | 120,144     | 114,173 | 46,920  | 1,698       | ~   | ~   |
| % Change                              | <b>-1.6%</b>   | ~           | ~   | ~   | (2)         | 5.0%   | 1.9%    | -3.1%       | -0.7%   | -4.0%   | -15.2%      | ~   | ~   |
| <b>Occupancy Rate</b>                 | <b>47.7%</b>   | ~           | ~   | ~   | (2)         | 27.8%  | 34.4%   | 64.3%       | 61.5%   | 32.0%   | 9.2%        | ~   | ~   |
| % Point Change                        | <b>-1.0%</b>   | ~           | ~   | ~   | (2)         | -3.0%  | 1.3%    | -1.6%       | 0.7%    | -3.1%   | -1.9%       | ~   | ~   |
| <b>North Cape Coastal Drive</b>       |                |             |     |     |             |        |         |             |         |         |             |     |     |
| Occupancy Rate                        | <b>31.6%</b>   | ~           | ~   | ~   | ~           | 8.3%   | 15.9%   | 44.8%       | 43.8%   | 21.4%   | 7.1%        | ~   | ~   |
| % Point Change                        | <b>2.5%</b>    | ~           | ~   | ~   | ~           | 2.7%   | 1.9%    | 5.2%        | 5.1%    | 2.5%    | -7.3%       | ~   | ~   |
| Site-nights Sold (SNS)                | <b>26,868</b>  | ~           | ~   | ~   | ~           | 250    | 3,068   | 10,178      | 9,969   | 3,263   | 140         | ~   | ~   |
| % Point change                        | <b>16.1%</b>   | ~           | ~   | ~   | ~           | 2,400% | 35.2%   | 19.7%       | 12.4%   | -1.3%   | -25.5%      | ~   | ~   |
| <b>Summerside Area <sup>(1)</sup></b> |                |             |     |     |             |        |         |             |         |         |             |     |     |
| Occupancy Rate                        | <b>52.9%</b>   | ~           | ~   | ~   | ~           | ~      | 27.0%   | 69.4%       | 71.8%   | 38.7%   | ~           | ~   | ~   |
| % Point Change                        | <b>2.3%</b>    | ~           | ~   | ~   | ~           | ~      | -2.4%   | 5.0%        | 5.9%    | 1.8%    | ~           | ~   | ~   |
| Site-nights Sold (SNS)                | <b>6,273</b>   | ~           | ~   | ~   | ~           | ~      | 835     | 2,217       | 2,314   | 907     | ~           | ~   | ~   |
| % Change                              | <b>6.7%</b>    | ~           | ~   | ~   | ~           | ~      | 2.0%    | 7.8%        | 10.0%   | 0.9%    | ~           | ~   | ~   |

# Occupancy - Campground

December 2018

| % Change 2017/2018        |         | 1st Quarter |     |     | 2nd Quarter |       |        | 3rd Quarter |        |        | 4th Quarter |     |     |
|---------------------------|---------|-------------|-----|-----|-------------|-------|--------|-------------|--------|--------|-------------|-----|-----|
| Campground                | YTD     | Jan         | Feb | Mar | Apr         | May   | Jun    | Jul         | Aug    | Sep    | Oct         | Nov | Dec |
| <b>Green Gables Shore</b> |         |             |     |     |             |       |        |             |        |        |             |     |     |
| Occupancy Rate            | 51.0%   | ~           | ~   | ~   | ~           | 35.0% | 38.8%  | 67.9%       | 63.7%  | 34.0%  | 3.8%        | ~   | ~   |
| % Point Change            | -1.5%   | ~           | ~   | ~   | ~           | -0.3% | 2.1%   | -3.1%       | 0.1%   | -4.6%  | -0.8%       | ~   | ~   |
| Site-nights Sold (SNS)    | 242,449 | ~           | ~   | ~   | ~           | 5,080 | 40,985 | 84,082      | 78,556 | 33,360 | 386         | ~   | ~   |
| % Point change            | -4.2%   | ~           | ~   | ~   | ~           | 0.1%  | -0.9%  | -6.8%       | -3.2%  | -4.1%  | -20.1%      | ~   | ~   |
| <b>Red Sands</b>          |         |             |     |     |             |       |        |             |        |        |             |     |     |
| Occupancy Rate            | 39.3%   | ~           | ~   | ~   | ~           | ~     | 32.2%  | 49.7%       | 50.1%  | 19.8%  | ~           | ~   | ~   |
| % Point Change            | 2.6%    | ~           | ~   | ~   | ~           | ~     | 3.6%   | 3.3%        | 3.4%   | -4.2%  | ~           | ~   | ~   |
| Site-nights Sold (SNS)    | 5,437   | ~           | ~   | ~   | ~           | ~     | 991    | 1,909       | 1,925  | 612    | ~           | ~   | ~   |
| % Point change            | 1.0%    | ~           | ~   | ~   | ~           | ~     | 14.3%  | 9.8%        | 7.0%   | -11.4% | ~           | ~   | ~   |
| <b>Charlottetown</b>      |         |             |     |     |             |       |        |             |        |        |             |     |     |
| Occupancy Rate            | 52.9%   | ~           | ~   | ~   | ~           | 30.0% | 44.0%  | 76.8%       | 71.8%  | 34.7%  | 23.8%       | ~   | ~   |
| % Point Change            | 0.9%    | ~           | ~   | ~   | ~           | 6.5%  | 0.7%   | -1.3%       | 0.6%   | -2.2%  | 3.7%        | ~   | ~   |
| Site-nights Sold (SNS)    | 23,126  | ~           | ~   | ~   | ~           | 1,318 | 4,054  | 7,307       | 6,837  | 3,087  | 523         | ~   | ~   |
| % Point Change            | -0.1%   | ~           | ~   | ~   | ~           | 36.2% | 1.7%   | -1.6%       | 0.8%   | -9.2%  | -11.7%      | ~   | ~   |
| <b>Points East</b>        |         |             |     |     |             |       |        |             |        |        |             |     |     |
| Occupancy Rate            | 44.9%   | ~           | ~   | ~   | (2)         | 17.1% | 26.0%  | 61.6%       | 64.3%  | 31.4%  | 15.5%       | ~   | ~   |
| % Point Change            | -1.6%   | ~           | ~   | ~   | (2)         | -7.2% | 0.7%   | 0.8%        | -0.3%  | -3.2%  | -6.1%       | ~   | ~   |
| Site-nights Sold (SNS)    | 47,307  | ~           | ~   | ~   | (2)         | 870   | 5,636  | 16,668      | 16,886 | 6,598  | 649         | ~   | ~   |
| % Point change            | 3.1%    | ~           | ~   | ~   | (2)         | 5.6%  | 7.5%   | 3.8%        | 3.4%   | -1.2%  | -12.3%      | ~   | ~   |

(1) The Summerside Area is the gateway to the North Cape Coastal Drive and the Summerside statistics have been profiled so they can be interpreted as a separate region or part of the North Cape Coastal Drive. (2) April numbers added to May to protect the confidentiality of a campground operator.

|                                    | YTD              | 1st Quarter |        |        | 2nd Quarter |        |         | 3rd Quarter |         |         | 4th Quarter |        |        |
|------------------------------------|------------------|-------------|--------|--------|-------------|--------|---------|-------------|---------|---------|-------------|--------|--------|
|                                    |                  | Jan         | Feb    | Mar    | Apr         | May    | Jun     | Jul         | Aug     | Sep     | Oct         | Nov    | Dec    |
| <b>TOTAL OVERNIGHT STAYS (ONS)</b> | <b>1,013,280</b> | 18,067      | 19,325 | 18,426 | 22,202      | 48,598 | 129,893 | 263,889     | 270,981 | 136,352 | 45,021      | 24,024 | 16,502 |
| % Change                           | -1.3%            | 0.0%        | -2.7%  | 1.1%   | -1.1%       | 7.7%   | -1.6%   | -3.3%       | -1.4%   | -2.0%   | 3.7%        | -1.1%  | 0.7%   |
| <b>ORIGIN BREAKDOWN</b>            | <b>100%</b>      | <b>100%</b> |        |        | <b>100%</b> |        |         | <b>100%</b> |         |         | <b>100%</b> |        |        |
| <b>Canada</b>                      | <b>89.2%</b>     | 96.6%       | 95.8%  | 94.8%  | 94.2%       | 89.5%  | 87.0%   | 90.0%       | 89.3%   | 85.1%   | 85.9%       | 94.1%  | 94.1%  |
| <b>United States</b>               | <b>7.7%</b>      | 2.4%        | 2.6%   | 3.6%   | 3.7%        | 5.2%   | 7.8%    | 8.0%        | 8.1%    | 10.7%   | 9.0%        | 3.7%   | 3.5%   |
| <b>International</b>               | <b>3.1%</b>      | 1.1%        | 1.5%   | 1.7%   | 2.1%        | 5.4%   | 5.1%    | 2.0%        | 2.6%    | 4.2%    | 5.1%        | 2.2%   | 2.4%   |
| % Change 2017/2018                 |                  |             |        |        |             |        |         |             |         |         |             |        |        |
| <b>CANADA</b> ONS*                 | <b>-0.8%</b>     | 1.3%        | -3.5%  | 1.2%   | -0.3%       | 8.9%   | -2.0%   | -2.5%       | -1.5%   | -1.9%   | 8.0%        | 0.6%   | 3.1%   |
| Fixed Roof - RNS*                  | <b>-0.3%</b>     | 1.3%        | -3.5%  | 1.2%   | -0.4%       | 9.9%   | -5.1%   | -1.8%       | -2.0%   | -0.2%   | 9.2%        | 0.6%   | 3.1%   |
| Campground - SNS*                  | <b>-1.7%</b>     | ~           | ~      | ~      | ~           | 4.4%   | 1.6%    | -3.1%       | -0.9%   | -4.4%   | -15.0%      | ~      | ~      |
| <b>New Brunswick</b> ONS*          | <b>-0.6%</b>     | 8.0%        | 7.4%   | 11.3%  | 7.2%        | 11.4%  | 7.5%    | -4.0%       | -2.9%   | -4.7%   | -7.9%       | -5.6%  | -13.4% |
| Fixed Roof - RNS*                  | <b>-0.8%</b>     | 8.0%        | 7.4%   | 11.3%  | 7.1%        | 10.7%  | 3.3%    | -3.1%       | -6.7%   | -2.6%   | -7.1%       | -5.6%  | -13.4% |
| Campground - SNS*                  | <b>-0.1%</b>     | ~           | ~      | ~      | ~           | 27.3%  | 18.1%   | -5.3%       | 3.4%    | -11.8%  | -53.6%      | ~      | ~      |
| <b>Nova Scotia</b> ONS*            | <b>0.2%</b>      | 1.4%        | -1.8%  | 12.1%  | 9.3%        | 5.4%   | -6.6%   | -2.3%       | 3.7%    | -2.2%   | 4.8%        | -7.3%  | -0.9%  |
| Fixed Roof - RNS*                  | <b>-0.3%</b>     | 1.4%        | -1.8%  | 12.1%  | 9.3%        | 4.5%   | -9.9%   | -3.1%       | 2.8%    | -1.6%   | 5.0%        | -7.3%  | -0.9%  |
| Campground - SNS*                  | <b>1.6%</b>      | ~           | ~      | ~      | ~           | 30.8%  | 4.4%    | -1.1%       | 5.2%    | -4.4%   | -11.2%      | ~      | ~      |
| <b>Ontario</b> ONS*                | <b>-5.1%</b>     | 12.4%       | 8.3%   | -5.2%  | -19.3%      | 5.5%   | -7.7%   | -8.1%       | -4.0%   | -3.4%   | 6.4%        | -25.7% | 11.2%  |
| Fixed Roof - RNS*                  | <b>-5.6%</b>     | 12.4%       | 8.3%   | -5.2%  | -19.3%      | 6.2%   | -6.7%   | -9.0%       | -5.3%   | -4.7%   | 5.7%        | -25.7% | 11.2%  |
| Campground - SNS*                  | <b>-2.9%</b>     | ~           | ~      | ~      | ~           | -5.7%  | -12.2%  | -5.6%       | 0.2%    | 4.3%    | 60.5%       | ~      | ~      |
| <b>Prince Edward Island</b> ONS*   | <b>1.5%</b>      | -11.6%      | -21.9% | -4.8%  | 4.4%        | 4.6%   | 1.3%    | 2.3%        | 0.9%    | -3.8%   | 15.1%       | 50.0%  | 18.8%  |
| Fixed Roof - RNS*                  | <b>11.9%</b>     | -11.6%      | -21.9% | -4.8%  | 4.3%        | 6.9%   | 12.7%   | 35.6%       | 20.2%   | 0.2%    | 22.5%       | 50.0%  | 18.8%  |
| Campground - SNS*                  | <b>-2.3%</b>     | ~           | ~      | ~      | ~           | 2.5%   | -0.5%   | -2.5%       | -2.0%   | -4.8%   | -18.2%      | ~      | ~      |
| <b>Quebec</b> ONS*                 | <b>-0.8%</b>     | 42.0%       | -11.3% | 2.3%   | -23.9%      | -1.0%  | -7.2%   | 1.9%        | -5.7%   | 16.9%   | 10.4%       | -3.4%  | 2.5%   |
| Fixed Roof - RNS*                  | <b>0.4%</b>      | 42.0%       | -11.3% | 2.3%   | -23.9%      | -0.8%  | -10.2%  | 2.9%        | -3.4%   | 18.7%   | 10.3%       | -3.4%  | 2.5%   |
| Campground - SNS*                  | <b>-2.7%</b>     | ~           | ~      | ~      | ~           | -6.6%  | 1.9%    | 0.9%        | -8.2%   | 11.4%   | 14.3%       | ~      | ~      |
| <b>All Other Provinces</b> ONS*    | <b>-1.4%</b>     | -21.4%      | 10.1%  | -23.3% | -11.0%      | 36.4%  | -7.3%   | -6.5%       | -3.3%   | 0.8%    | 28.3%       | -7.2%  | -15.1% |
| Fixed Roof - RNS*                  | <b>-1.0%</b>     | -21.4%      | 10.1%  | -23.3% | -11.0%      | 38.1%  | -13.7%  | -4.4%       | -4.2%   | 3.2%    | 29.4%       | -7.2%  | -15.1% |
| Campground - SNS*                  | <b>-3.3%</b>     | ~           | ~      | ~      | ~           | 7.4%   | 23.5%   | -13.3%      | 0.7%    | -11.3%  | -6.2%       | ~      | ~      |



|                         |      |               | 1st Quarter |        |        | 2nd Quarter |        |        | 3rd Quarter |         |        | 4th Quarter |        |        |
|-------------------------|------|---------------|-------------|--------|--------|-------------|--------|--------|-------------|---------|--------|-------------|--------|--------|
|                         |      | YTD           | Jan         | Feb    | Mar    | Apr         | May    | Jun    | Jul         | Aug     | Sep    | Oct         | Nov    | Dec    |
| <b>UNITED STATES</b>    | ONS* | <b>-6.4%</b>  | -10.7%      | 6.3%   | 25.9%  | -16.4%      | -7.8%  | -2.0%  | -8.4%       | -4.2%   | 0.5%   | -22.1%      | -36.4% | -39.1% |
| <b>New England</b>      | ONS* | <b>-4.9%</b>  | 3.9%        | 23.8%  | 16.0%  | -31.4%      | -4.4%  | -3.7%  | -2.1%       | -10.1%  | 0.8%   | -9.2%       | 10.0%  | -4.2%  |
| <b>Mid-Atlantic</b>     | ONS* | <b>-4.6%</b>  | -33.3%      | -20.0% | 90.2%  | -20.4%      | -12.7% | -6.5%  | -13.9%      | 1.0%    | -6.0%  | 31.7%       | 29.8%  | -24.7% |
| <b>South</b>            | ONS* | <b>-7.1%</b>  | -49.1%      | -50.6% | -8.5%  | -8.9%       | -11.5% | -1.8%  | -17.6%      | -1.6%   | 7.8%   | -11.8%      | -44.2% | 9.2%   |
| <b>Midwest</b>          | ONS* | <b>-17.8%</b> | -6.6%       | 5.8%   | 21.3%  | -22.7%      | -9.0%  | -4.3%  | -13.7%      | -0.9%   | 2.5%   | -56.0%      | -75.8% | -83.8% |
| <b>West</b>             | ONS* | <b>0.3%</b>   | 43.2%       | 108.3% | 37.0%  | 0.9%        | -3.8%  | 7.1%   | 4.3%        | 1.9%    | -6.1%  | -22.2%      | -6.3%  | 23.2%  |
| <b>KEY INTL MARKETS</b> | ONS* | <b>1.5%</b>   | -75.0%      | 29.6%  | 46.5%  | -23.8%      | 8.6%   | -7.2%  | -4.1%       | 22.8%   | 12.6%  | -29.8%      | 22.3%  | 47.7%  |
| <b>China</b>            | ONS* | <b>-1.7%</b>  | -61.9%      | 34.8%  | 6.1%   | -53.8%      | -29.4% | -52.7% | -30.2%      | -2.7%   | 75.3%  | -7.3%       | 69.4%  | 270.6% |
| <b>England</b>          | ONS* | <b>13.1%</b>  | 9.1%        | 12.5%  | 175.0% | 12.2%       | 16.9%  | -7.6%  | 21.5%       | 7.0%    | 26.3%  | 16.2%       | -15.8% | -43.3% |
| <b>Germany</b>          | ONS* | <b>-11.4%</b> | -90.0%      | -63.4% | 125.0% | -51.6%      | -8.2%  | 7.7%   | -17.7%      | -8.4%   | -14.9% | -4.8%       | 33.3%  | -92.3% |
| <b>Japan</b>            | ONS* | <b>-19.2%</b> | -100.0%     | 1,267% | 212.5% | -16.7%      | -3.2%  | -9.8%  | -11.4%      | -27.0%  | -12.7% | -48.9%      | -21.4% | -50.0% |
| <b>Taiwan</b>           | ONS* | <b>28.7%</b>  | 0.0%        | 0.0%   | **     | **          | 21.5%  | -1.8%  | 750.0%      | 36,100% | -60.9% | -87.7%      | -71.4% | 600.0% |

# Definitions

## TOURISM INDICATORS

**Bridge Traffic** - Source: Strait Crossing Bridge Limited. Data is the percentage change of the counts of vehicles with 2 axles and motorcycles leaving PEI at Confederation Bridge against the same period of last year.

**Air Traffic** - Source: Charlottetown Airport Authority. Data is the percentage change of the number of air passengers enplaning and deplaning at the Charlottetown Airport against the same period of last year.

**Ferry Traffic** - Source: Northumberland Ferries Limited. Data is the percentage change of the counts of vehicles leaving PEI via the Wood Island Ferry against the same period of last year.

**Cruise Ships** - Sources: Charlottetown Harbour Authority Inc / Summerside Port Corp. Data is the percentage change (and actuals) of the total number of passengers and crew on the cruise ships that visit the Historic Charlottetown Seaport / Port of Summerside against the same period of last year.

**Motorcoach** - Source: Tourism PEI. Motorcoach is the short form of "motorcoach tour", which is defined as group tours that are transported via large and well-powered bus to their destinations, itinerary activities, and back. Data is the percentage change (and actuals) of the total number of room-nights sold to motorcoach passengers against the same period of last year. *Note: Motorcoach data is not available by origin.*

**Tourism PEI Website Activity** - Source: Tourism PEI. Data is the percentage change (and actual) of the total number of visits to [www.tourismpei.com](http://www.tourismpei.com) (English) and [www.tourismpei.com/fr](http://www.tourismpei.com/fr) (French) against the same period last year. This includes desktop, tablet and mobile direct access to our website and excludes access on mobile using an app.

**Visitor Information Centres / Destination Centres** - Source: Tourism PEI. Data is the percentage change (and actuals) of the counts of parties counselled at all Visitor Information Centres / Destination Centres against the same period of last year.

**Golf PEI** - Source: Golf PEI. Data is the percentage change (and actuals) of the non-member rounds played at all 18-hole and 9-hole courses against the same period of last year.

**National Parks** - Source: Parks Canada. PEI National Park data is the percentage change (and actuals) of the number of person-visits <sup>(1)</sup> made to the national park. Province House and Green Gables data is the percentage change (and actuals) of the number of visitors to each historic site.

<sup>(1)</sup> Person-visits: Each time a person enters the land or marine part of a reporting unit (i.e. national park or national historic site) for recreational, educational or cultural purposes during business hours. Through, local and commercial traffic are excluded. Same day re-entries and re-entries by visitors staying overnight in the reporting unit do not constitute new person-visits.

**Provincial Heritage Sites** - Source: PEI Museum. Data is the percentage change (and actuals) of the total number of visitors to each heritage site against the same period of last year.

# Definitions

## OCCUPANCY

**Room-nights Sold (RNS)** - The number of room-nights sold in each month. This number is calculated based on reports submitted by all licensed fixed-roof accommodations (i.e. hotels, cottages, B&Bs, etc.) in PEI and includes motorcoach figures. All RNS breakdown by province, state or country in the visitor origin section does not include motorcoach figures and is indicated by an asterick (RNS\*).

**Site-nights Sold (SNS)** - The number of site-nights sold in each month. This number is calculated based on reports submitted by all licensed campground operations in PEI and includes motorcoach figures. All SNS breakdown by province, state or country in the visitor origin section does not include motorcoach figures and is indicated by an asterick (SNS\*).

**Occupancy Rate** - The percentage of room-nights that are occupied (sold) out of all room-nights available in the province. This rate is based on reports submitted by all licensed fixed-roof accommodations (i.e. hotels, cottages, B&Bs, etc.) in PEI and includes motorcoach figures.

**Accommodation Types** - The accommodation types are grouped under the following categories: **Hotels/Motels/Resorts, Inns, Cabins/Cottages** (includes Cabins, Cottage, Vacation Home, Apartment, Condo), **Tourist Home/B&B** (includes Bed and Breakfast, Tourist Home), and **Trailer Rentals/Hostels**.

## VISITOR ORIGINS

**Overnight Stays (ONS)** - The number of room-nights and site-nights sold (combined) in each month. This number is calculated based on reports submitted by all licensed fixed-roof and campground operations in PEI and includes motorcoach figures. All ONS breakdown by province, state or country does not include motorcoach figures and is indicated by an asterick (ONS\*).

**Visitor Origins** - The percentage change of the number of overnight stays at either fixed-roof accommodation or campground by visitors from each region against the same period of last year. The breakdown of fixed-roof accommodation and campground are also reported.

**Origin Breakdown** - These percentages do not include motorcoach figures.

**Current Operator Compliance Rate: 98.46%**

**Note: Monthly indicator reports are not released until 95% of the operators have submitted their occupancy data**

All data subject to ongoing revisions from the various sources of data

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