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OVERSEAS VISITS, QUARTER 3 2012

FACTSHEET

As anticipated, the Olympics appears to have disrupted 'normal' patterns of overseas demand in the third quarter. The 4.2 million visits were 6% fewer than for Q3 in 2011.

This translates to about a quarter of a million fewer visitors.

But, while volumes were down for London, in marked contrast, visitor receipts at £3.14 billion were 11.2% higher. This boost generated additional receipts in excess of £300 million for the quarter.

As there was no evidence that visitors were staying longer than average, the increased spend probably reflected the higher cost of accommodation during the Olympics.

The main source of volume losses in the quarter was from London's European markets (down 6%). The EU figure continues the trend seen over much of the previous year.

Volumes from London's biggest market, the USA, were 2% lower than the same period one year prior. But US visitors receipts were 19% higher. Farther afield, the Australian market was reduced by nearly a quarter.

China numbers were boosted 56% in the quarter, with a doubling of spend.

Holiday visitor numbers were down by almost 10%; the expectation was that the displacement impact would disproportionately impact this category.

Business arrivals took a more modest hit of 5%, while there was a 4.3% hike in VFR visitors.

LONDON: OVERSEAS VISITS, NIGHTS & SPEND, Q3 2012

| | Q3 2012 | % Change |
|---------------|---------|----------|
| Visits (000s) | 4,161 | -6.0% |
| Spend £m | 3,135 | 11.2% |
| Nights (000s) | 31,040 | -2.0% |

LONDON: OVERSEAS VISITS BY MAJOR REGION, Q3 2012

| Q3 2012 | Visits (000s) | % Change | Spend (£m) | % Change |
|-----------|---------------|----------|------------|----------|
| Europe | 2,357 | -6.3% | 1,221 | 1.4% |
| N America | 739 | -6.0% | 607 | 17.5% |
| Others | 1,064 | -5.5% | 1,308 | 19.0% |

LONDON: OVERSEAS VISITS BY PURPOSE, Q3 2012

| Q3 2012 | Visits (000s) | % Change | Spend (£m) | % Change |
|----------|---------------|----------|------------|----------|
| Business | 671 | -5.4% | 607 | -1.9% |
| Holiday | 2,188 | -9.8% | 1,599 | 14.6% |
| Study* | 62 | -11.0% | 145 | -33.9% |
| VFR | 967 | 4.3% | 610 | 39.7% |
| Other* | 273 | -7.6% | 174 | 17.3% |

*Small sample size

Source: ONS, International Passenger Survey, Q3 2012 figures

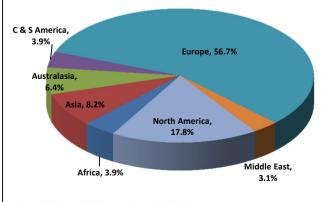
LONDON: HOLIDAY VISITS & SPEND BY MAJOR REGION, Q3 2012

| Q3 2012 | Visits (000s) | % Change | Spend (£m) | % Change |
|-----------|---------------|----------|------------|----------|
| Europe | 1,174 | -16.4% | 589 | -3.9% |
| N.America | 400 | 5.0% | 312 | 39.6% |
| Others | 614 | -4.1% | 699 | 24.9% |

LONDON: BUSINESS VISITS & SPEND BY MAJOR REGION, Q3 2012

| Q3 2012 | Visits (000s) | % Change | Spend (£m) | % Change |
|-----------|---------------|----------|------------|----------|
| Europe | 428 | -3.2% | 289 | 10.6% |
| N.America | 110 | -23.7% | 139 | -18.0% |
| Others | 133 | 8.4% | 179 | -4.8% |

LONDON: ORIGIN OF OVERSEAS VISITS Q3 2012



Source: ONS, International Passenger Survey, Q3 2012 figures



OVERSEAS VISITS, QUARTER 3 2012

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LONDON: LEADING OVERSEAS MARKETS BY VISITS, Q3 2012

| | Visits ('000) | % change |
|----------------------|---------------|----------|
| USA | 612 | -2% |
| France & Monaco | 368 | 10% |
| Germany | 320 | -9% |
| Italy & San Marino | 236 | -12% |
| Australia | 225 | -23% |
| Eire | 175 | 24% |
| Spain & Andorra | 164 | -32% |
| Netherlands | 150 | -3% |
| Canada | 127 | -22% |
| Poland* | 115 | 0% |
| Sweden | 106 | 13% |
| Belgium* | 88 | -8% |
| Switzerland* | 84 | 2% |
| Norway | 78 | -149 |
| Denmark* | 74 | -25% |
| Brazil* | 71 | 4% |
| Japan | 62 | 31% |
| All other E.Europe* | 55 | -3% |
| United Arab Emirates | 52 | 10% |
| India* | 51 | -35% |
| China* | 47 | 56% |
| Russia* | 45 | -8% |
| South Africa* | 44 | 23% |
| New Zealand* | 43 | 5% |
| Finland* | 40 | 31% |
| Nigeria* | 39 | 22% |
| South Korea* | 38 | -24% |
| Argentina* | 37 | 76% |
| Austria* | 36 | -31% |
| Portugal* | 34 | -129 |

* Small sample, less than 100 Source: ONS, International Passenger Survey, Q3 2012 figures

LONDON: LEADING OVERSEAS MARKETS BY SPEND, Q3 2012

| | Spend (£million) | % change |
|-------------------------------------|-----------------------------------|----------------------|
| USA | 514 | 19% |
| Australia | 183 | -4% |
| France & Monaco | 178 | 42% |
| Germany | 134 | -12% |
| Kuwait* | 133 | 204% |
| Italy & San Marino | 130 | -1% |
| United Arab Emirates | 119 | 139% |
| Canada | 93 | 9% |
| Netherlands | 76 | 46% |
| Spain & Andorra | 75 | -41% |
| Brazil* | 74 | 27% |
| Saudi Arabia* | 73 | -16% |
| China* | 71 | 120% |
| Eire | 71 | 40% |
| Japan | 60 | 112% |
| Nigeria* | 57 | 41% |
| India* | 55 | -32% |
| Denmark* | 54 | 33% |
| Switzerland* | 52 | 3% |
| Russia* | 52 | -11% |
| South Africa* | 51 | 95% |
| Poland* | 50 | 39% |
| Sweden | 47 | -8% |
| Argentina* | 45 | 286% |
| Norway | 43 | -27% |
| All other E.Europe* | 39 | 12% |
| Singapore* | 34 | -13% |
| Belgium* | 33 | 19% |
| Other Gulf States* | 32 | 75% |
| Other North Africa* | 32 | 250% |
| all sample, less than 100 Source: C | DNS, International Passenger Surv | rev. Q3 2012 figures |

^{*} Small sample, less than 100