

# VISITOR ARRIVALS REPORT

3<sup>rd</sup> Quarter 2013



# BERMUDA

so much more

BERMUDA DEPARTMENT OF TOURISM

## COMPARISON OF VISITOR ARRIVALS

AIR ARRIVALS			
	2013	2012	% Change
Q3	82,819	80,852	2.4%
YTD	189,132	187,657	0.8%

CRUISE ARRIVALS			
	2013	2012	% Change
Q3	157,373	179,124	-12.1%
YTD	292,533	343,194	-14.8%

YACHT ARRIVALS			
	2013	2012	% Change
Q3	156	153	2.0%
YTD	2,903	4,387	-33.8%

Visitors to the island by Air increased in the third quarter by 2.4%. A total of 82,819 visitors flew to the island during this period compared to 80,852 in 2012. All categories of purpose of visit showed increases for the quarter with the biggest increase achieved being convention travelers which saw a jump of 110% year over year. Visitors from the UK and Rest of the world markets soared, increasing by 20% and 49% respectively, while visitors from the United States and Europe remained relatively flat. The month of July was the biggest gainer with a 6% increase, August slipped modestly by 1% and September gained by 2%.

Arrivals from the Canadian market continue to be affected by the reduction in service decreasing arrivals by 12%. On a positive note, Air Canada has already added two additional flights for the winter months, with a further increase scheduled for summer 2014, and it is anticipated that this will once again boost visitation from the Canadian market.

The New York market continued to be the best achieving area of the US market with a 13% increase in the third quarter and a cumulative 11% year to date. The strategic addition of Delta service out of Atlanta has spurred this growth. The decision to allocate our promotional dollars in the all important Northeast market continues to pay dividends.

Cumulative air arrivals for the period January to September 2013 are up 1%. Preliminary results for October 2013 will result in a 2% increase in arrivals. UK air bookings, for all of 2014, are already pacing 16% ahead of the same period in 2013.

Cruise arrivals, on the other hand, continued their expected decline. With 20 less cruise calls on the books compared to the third quarter of 2012, cruise visitation declined by 12% year over year. A total of 157,373 visitors sailed to the island during this period.

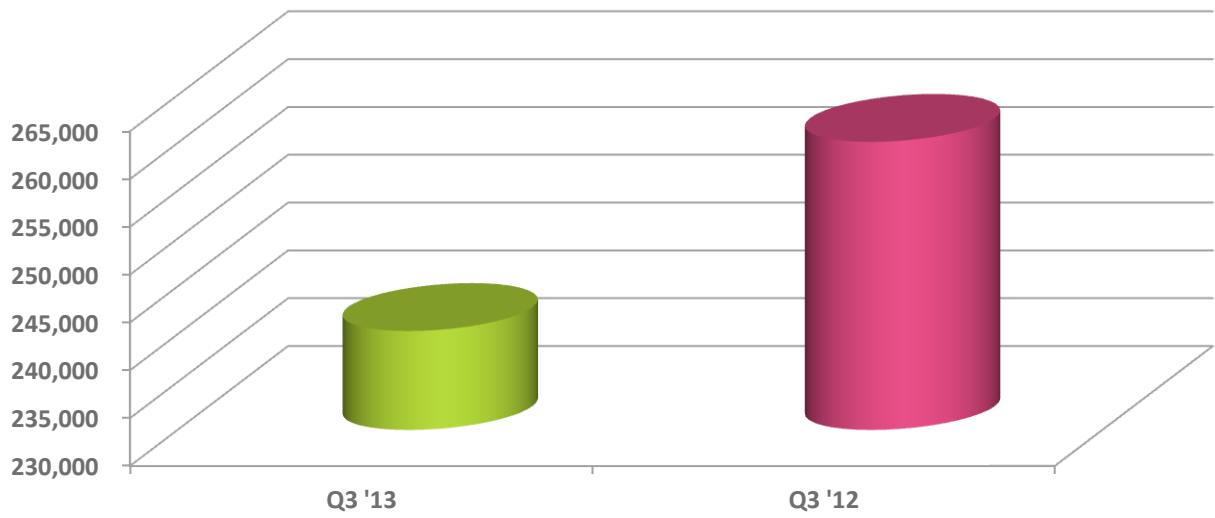
Yacht arrivals in the third quarter are typically a slow period with 156 yachtsmen sailing to the island during this period representing a modest increase of 3%.

The estimated visitor spending for the third quarter ranged between \$87.2 million to \$118.1 million versus a range of \$97.9 million to \$117.1 million in 2012.

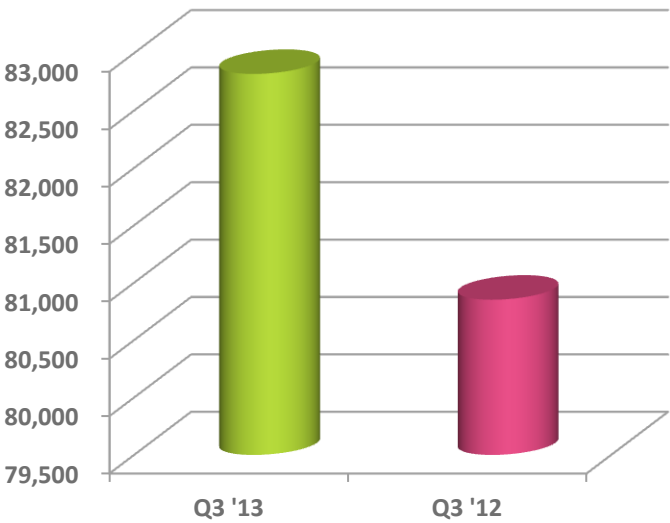
Total visitor arrivals for the third quarter of 2013 decreased 7.6% when compared to the same quarter of 2012. A continued reduction in cruise arrivals contributed to this decline with a total of 240,348 visitors arriving on Bermuda's shores, compared with 260,129 visitors in the third quarter of 2012.

COMPARISON OF VISITOR ARRIVALS

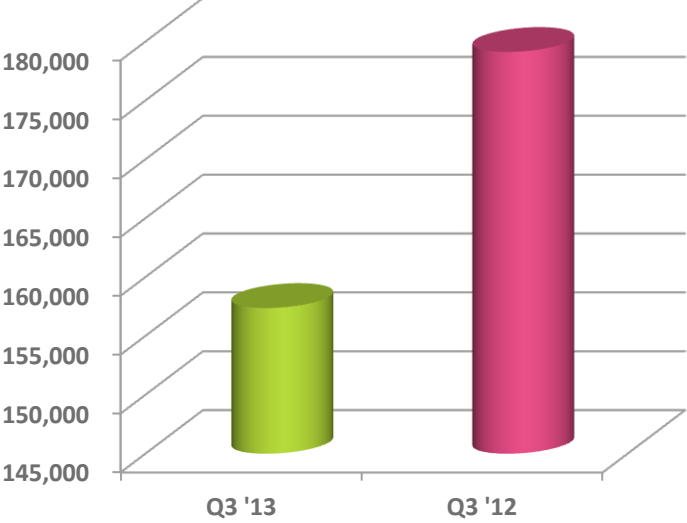
Total Visitor Arrivals



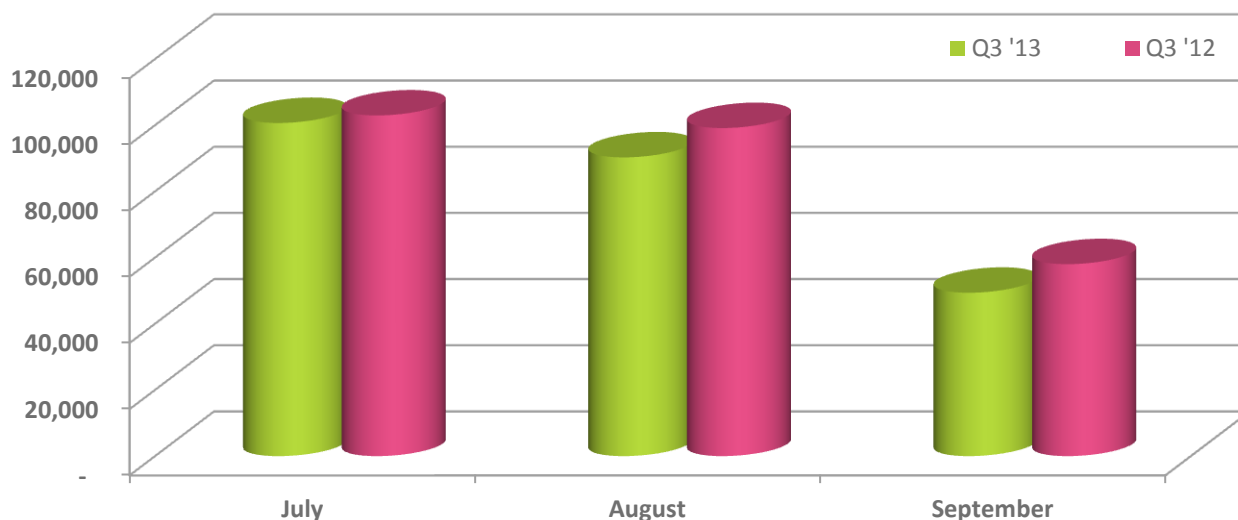
Air Arrivals



Cruise Arrivals



## MONTHLY COMPARISON OF ALL ARRIVALS



Visitors by Month			
Total	Q3 '13	Q3 '12	(%) change
July	100,684	102,963	-2.2%
August	90,286	99,149	-8.9%
September	49,378	58,017	-14.9%
<b>Total</b>	<b>240,348</b>	<b>260,129</b>	<b>-7.60%</b>

Visitors by Month			
Air	Q3 '13	Q3 '12	(%) change
July	34,620	32,694	5.9%
August	30,689	30,978	-0.9%
September	17,510	17,180	1.9%
<b>Total</b>	<b>82,819</b>	<b>80,852</b>	<b>2.43%</b>

Visitors by Month			
Cruise	Q3 '13	Q3 '12	(%) change
July	65,980	70,165	-6.0%
August	59,571	68,144	-12.6%
September	31,822	40,815	-22.0%
<b>Total</b>	<b>157,373</b>	<b>179,124</b>	<b>-12.14%</b>

Visitors by Month			
Yacht	Q3 '13	Q3 '12	(%) change
July	84	104	-19.2%
August	26	27	-3.7%
September	46	22	109.1%
<b>Total</b>	<b>156</b>	<b>153</b>	<b>1.96%</b>

## AIR ARRIVALS

### Summary of where air arrivals came from

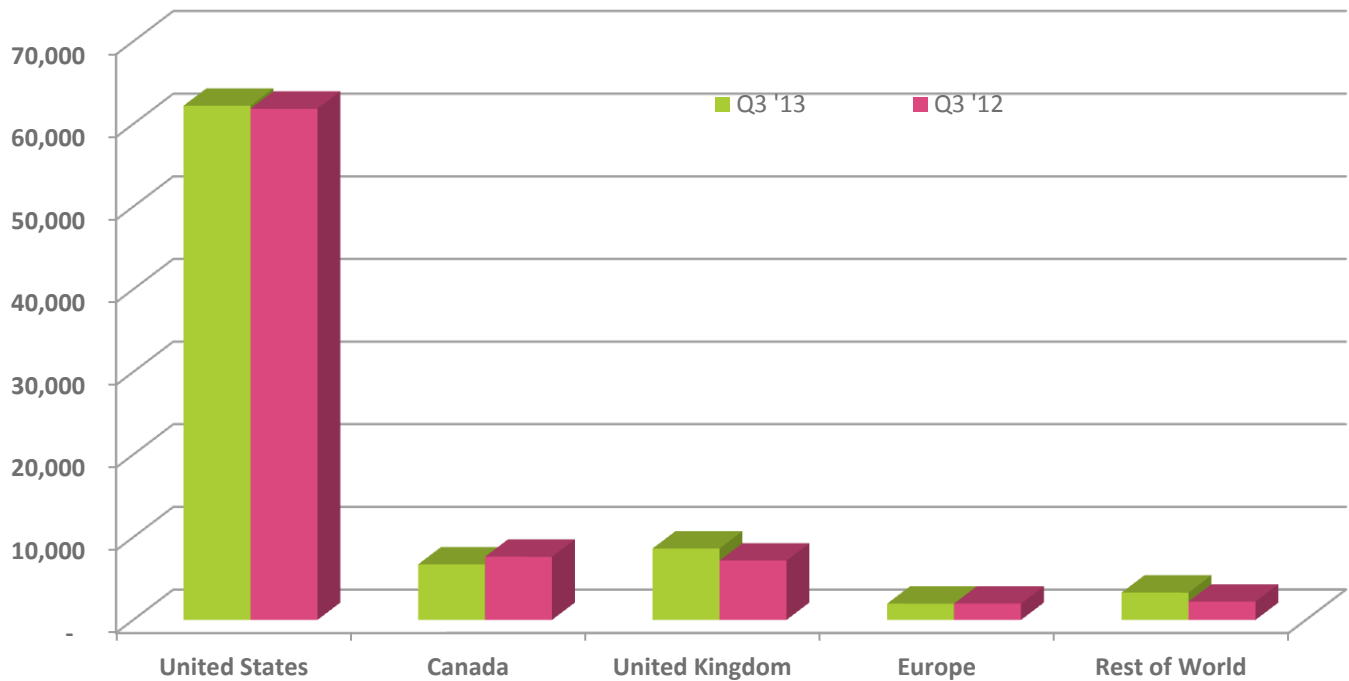
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
United States	62,216	61,853	0.6%	139,018	138,087	0.7%
Canada	6,708	7,636	-12.2%	21,003	23,787	-11.7%
United Kingdom	8,635	7,174	20.4%	18,300	15,970	14.6%
Europe	1,959	1,973	-0.7%	3,976	3,804	4.5%
Rest of World	3,301	2,216	49.0%	6,835	6,009	13.7%
<b>Total</b>	<b>82,819</b>	<b>80,852</b>	<b>2.43%</b>	<b>189,132</b>	<b>187,657</b>	<b>0.79%</b>

### Market Share

	Q3 '13	Q3 '12
United States	75.1%	76.5%
Canada	8.1%	9.4%
United Kingdom	10.4%	8.9%
Europe	2.4%	2.4%
Rest of World	4.0%	2.7%

### Market Share

	2013 YTD	2012 YTD
United States	73.5%	73.6%
Canada	11.1%	12.7%
United Kingdom	9.7%	8.5%
Europe	2.1%	2.0%
Rest of World	3.6%	3.2%



## AIR ARRIVALS BY PLACE OF RESIDENCE

United States						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
New York	13426	11,874	13.07%	29061	26,155	11.11%
Massachusetts	7628	7,728	-1.29%	17593	17,664	-0.40%
New Jersey	7924	7,365	7.59%	15983	15,644	2.17%
Florida	2814	2,688	4.69%	6574	6,382	3.01%
Pennsylvania	4407	4,553	-3.21%	9775	9,794	-0.19%
Connecticut	3687	3,559	3.60%	8421	8,142	3.43%
Georgia	1564	1,633	-4.23%	3654	3,779	-3.31%
Texas	1309	1,390	-5.83%	3374	3,254	3.69%
Maryland	3251	3,736	-12.98%	6618	7,377	-10.29%
California	1922	1,745	10.14%	4183	4,777	-12.43%
Virginia	2790	2,944	-5.23%	5658	5,997	-5.65%
Illinois	1163	1,057	10.03%	2813	2,477	13.56%
North Carolina	1562	1,638	-4.64%	3507	3,752	-6.53%
Ohio	777	1,053	-26.21%	1928	2,058	-6.32%
New Hampshire	651	752	-13.43%	1814	1,872	-3.10%
Maine	280	267	4.87%	971	990	-1.92%
Rhode Island	592	542	9.23%	1329	1,241	7.09%
Michigan	392	406	-3.45%	1015	1,017	-0.20%
District of Columbia	717	796	-9.92%	1432	1,471	-2.65%
Colorado	377	558	-32.44%	933	1,099	-15.10%
South Carolina	544	551	-1.27%	1184	1,189	-0.42%
Indiana	295	264	11.74%	681	630	8.10%
Tennessee	299	597	-49.92%	839	1,092	-23.17%
Minnesota	259	197	31.47%	803	644	24.69%
Wisconsin	178	177	0.56%	450	429	4.90%
Alabama	260	187	39.04%	630	471	33.76%
Arizona	262	389	-32.65%	609	724	-15.88%
U.S. Territories/Bases	116	87	33.33%	241	204	18.14%
Missouri	293	252	16.27%	727	942	-22.82%
Delaware	302	354	-14.69%	680	822	-17.27%
Kentucky	230	294	-21.77%	523	517	1.16%
Vermont	164	181	-9.39%	580	601	-3.49%
Mississippi	63	69	-8.70%	164	157	4.46%
Washington	225	439	-48.75%	673	804	-16.29%
Utah	168	147	14.29%	311	291	6.87%
Oklahoma	142	146	-2.74%	359	503	-28.63%
Oregon	91	155	-41.29%	261	294	-11.22%
Arkansas	86	71	21.13%	250	342	-26.90%
Louisiana	155	181	-14.36%	441	637	-30.77%
Nevada	113	183	-38.25%	231	301	-23.26%
Iowa	95	61	55.74%	264	175	50.86%
New Mexico	44	63	-30.16%	117	110	6.36%
Kansas	78	110	-29.09%	267	367	-27.25%
Nebraska	85	39	117.95%	266	132	101.52%
West Virginia	97	91	6.59%	239	252	-5.16%
Alaska	10	51	-80.39%	46	99	-53.54%
Hawaii	29	46	-36.96%	65	83	-21.69%
Wyoming	17	23	-26.09%	52	46	13.04%
South Dakota	10	19	-47.37%	36	44	-18.18%
Montana	11	53	-79.25%	51	78	-34.62%
North Dakota	8	5	60.00%	29	28	3.57%
Idaho	15	52	-71.15%	46	99	-53.54%
Unclassified Total	239	35	0.00%	267	38	0.00%
	62,216	61,853	0.59%	139,018	138,087	0.67%

## AIR ARRIVALS BY PLACE OF RESIDENCE CON'T

Canada						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
Ontario	4,162	5,261	-20.9%	13,375	15,612	-14.3%
Nova Scotia	412	452	-8.8%	1,784	1,887	-5.5%
Quebec	557	692	-19.5%	1,628	1,939	-16.0%
British Columbia	483	452	6.9%	1,332	1,339	-0.5%
Alberta	372	387	-3.9%	1,208	1,465	-17.5%
New Brunswick	119	106	12.3%	476	554	-14.1%
Saskatchewan	57	50	14.0%	189	172	9.9%
Manitoba	67	108	-38.0%	272	372	-26.9%
Newfoundland	36	52	-30.8%	195	247	-21.1%
Prince Edward Island	24	19	26.3%	94	121	-22.3%
Yukon	3	5	0.0%	9	17	0.0%
Northwest Territories	3	1	0.0%	4	2	0.0%
Unclassified	413	51	709.8%	437	60	628.3%
<b>Total Canada</b>	<b>6,708</b>	<b>7,636</b>	<b>-12.15%</b>	<b>21,003</b>	<b>23,787</b>	<b>-11.70%</b>

United Kingdom						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
<b>Total UK</b>	<b>8,635</b>	<b>7,174</b>	<b>20.37%</b>	<b>18,300</b>	<b>15,970</b>	<b>14.59%</b>

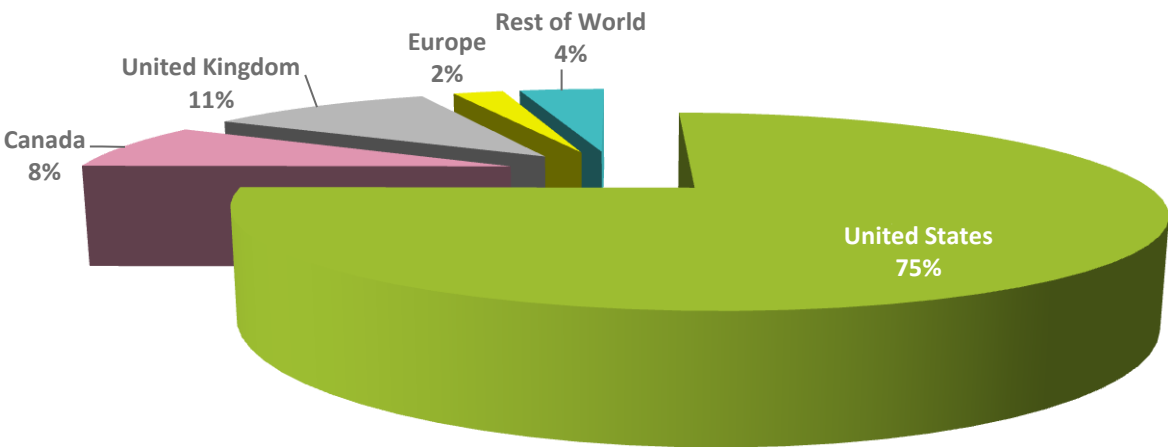
Europe						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
Germany	350	379	-7.7%	919	769	19.5%
Italy	580	641	-9.5%	780	817	-4.5%
Switzerland	215	242	-11.2%	598	661	-9.5%
France	217	197	10.2%	461	444	3.8%
Sweden	119	80	48.8%	230	148	55.4%
Austria	54	56	-3.6%	103	109	-5.5%
Other Europe	424	378	12.2%	885	856	3.4%
<b>Toal Europe</b>	<b>1,959</b>	<b>1,973</b>	<b>-0.71%</b>	<b>3,976</b>	<b>3,804</b>	<b>4.52%</b>

Other Countries						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
<b>Other Countries Total</b>	<b>3,301</b>	<b>2,216</b>	<b>48.96%</b>	<b>6,835</b>	<b>6,009</b>	<b>13.75%</b>

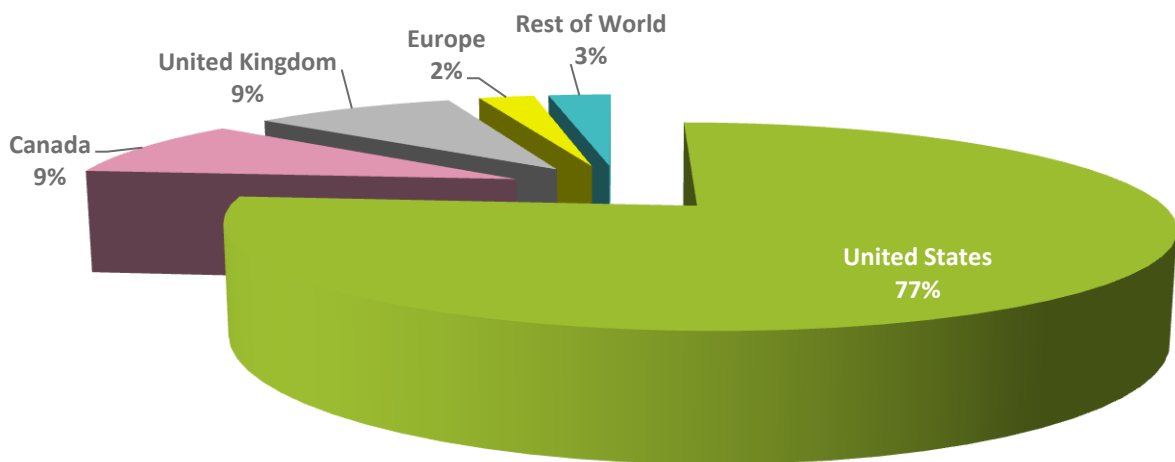
All Countries						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
<b>All Countries Total</b>	<b>82,819</b>	<b>80,852</b>	<b>2.43%</b>	<b>189,132</b>	<b>187,657</b>	<b>0.79%</b>



Third Quarter 2013



Third Quarter 2012





## AIR VISITOR BY PLACE OF RESIDENCE (MARKET SHARE)

United States						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
New York	16.21%	14.69%	10.39%	15.37%	13.94%	10.24%
Massachusetts	9.21%	9.56%	-3.64%	9.30%	9.41%	-1.18%
New Jersey	9.57%	9.11%	5.03%	8.45%	8.34%	1.37%
Florida	3.40%	3.32%	2.20%	3.48%	3.40%	2.21%
Pennsylvania	5.32%	5.63%	-5.51%	5.17%	5.22%	-0.97%
Connecticut	4.45%	4.40%	1.14%	4.45%	4.34%	2.62%
Georgia	1.89%	2.02%	-6.50%	1.93%	2.01%	-4.06%
Texas	1.58%	1.72%	-8.06%	1.78%	1.73%	2.88%
Maryland	3.93%	4.62%	-15.05%	3.50%	3.93%	-10.99%
California	2.32%	2.16%	7.53%	2.21%	2.55%	-13.12%
Virginia	3.37%	3.64%	-7.48%	2.99%	3.20%	-6.39%
Illinois	1.40%	1.31%	7.42%	1.49%	1.32%	12.68%
North Carolina	1.89%	2.03%	-6.90%	1.85%	2.00%	-7.26%
Ohio	0.94%	1.30%	-27.96%	1.02%	1.10%	-7.05%
New Hampshire	0.79%	0.93%	-15.49%	0.96%	1.00%	-3.85%
Maine	0.34%	0.33%	2.38%	0.51%	0.53%	-2.68%
Rhode Island	0.71%	0.67%	6.63%	0.70%	0.66%	6.26%
Michigan	0.47%	0.50%	-5.74%	0.54%	0.54%	-0.98%
District of Columbia	0.87%	0.98%	-12.06%	0.76%	0.78%	-3.41%
Colorado	0.46%	0.69%	-34.04%	0.49%	0.59%	-15.77%
South Carolina	0.66%	0.68%	-3.62%	0.63%	0.63%	-1.20%
Indiana	0.36%	0.33%	9.09%	0.36%	0.34%	7.25%
Tennessee	0.36%	0.74%	-51.11%	0.44%	0.58%	-23.77%
Minnesota	0.31%	0.24%	28.35%	0.42%	0.34%	23.72%
Wisconsin	0.21%	0.22%	-1.82%	0.24%	0.23%	4.08%
Alabama	0.31%	0.23%	35.74%	0.33%	0.25%	32.71%
Arizona	0.32%	0.48%	-34.25%	0.32%	0.39%	-16.54%
U.S. Territories/Bases	0.14%	0.11%	30.17%	0.13%	0.11%	17.22%
Missouri	0.35%	0.31%	13.51%	0.38%	0.50%	-23.43%
Delaware	0.36%	0.44%	-16.72%	0.36%	0.44%	-17.92%
Kentucky	0.28%	0.36%	-23.63%	0.28%	0.28%	0.37%
Vermont	0.20%	0.22%	-11.54%	0.31%	0.32%	-4.25%
Mississippi	0.08%	0.09%	-10.86%	0.09%	0.08%	3.64%
Washington	0.27%	0.54%	-49.96%	0.36%	0.43%	-16.95%
Utah	0.20%	0.18%	11.57%	0.16%	0.16%	6.04%
Oklahoma	0.17%	0.18%	-5.05%	0.19%	0.27%	-29.18%
Oregon	0.11%	0.19%	-42.68%	0.14%	0.16%	-11.92%
Arkansas	0.10%	0.09%	18.25%	0.13%	0.18%	-27.47%
Louisiana	0.19%	0.22%	-16.40%	0.23%	0.34%	-31.31%
Nevada	0.14%	0.23%	-39.72%	0.12%	0.16%	-23.85%
Iowa	0.11%	0.08%	52.04%	0.14%	0.09%	49.68%
New Mexico	0.05%	0.08%	-31.82%	0.06%	0.06%	5.53%
Kansas	0.09%	0.14%	-30.78%	0.14%	0.20%	-27.82%
Nebraska	0.10%	0.05%	112.77%	0.14%	0.07%	99.94%
West Virginia	0.12%	0.11%	4.06%	0.13%	0.13%	-5.90%
Alaska	0.01%	0.06%	-80.86%	0.02%	0.05%	-53.90%
Hawaii	0.04%	0.06%	-38.45%	0.03%	0.04%	-22.30%
Wyoming	0.02%	0.03%	-27.84%	0.03%	0.02%	12.16%
South Dakota	0.01%	0.02%	-48.62%	0.02%	0.02%	-18.82%
Montana	0.01%	0.07%	-79.74%	0.03%	0.04%	-35.13%
North Dakota	0.01%	0.01%	56.20%	0.02%	0.01%	2.76%
Idaho	0.02%	0.06%	-71.84%	0.02%	0.05%	-53.90%
Unclassified Total	0.29%	0.04%	0.00%	0.14%	0.02%	0.00%
	75.12%	76.50%	-1.80%	73.50%	73.58%	-0.11%

## AIR VISITOR BY PLACE OF RESIDENCE (MARKET SHARE) CON'T

Canada						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
Ontario	5.03%	6.51%	-22.77%	7.07%	8.32%	-15.00%
Nova Scotia	0.50%	0.56%	-11.01%	0.94%	1.01%	-6.20%
Quebec	0.67%	0.86%	-21.42%	0.86%	1.03%	-16.69%
British Columbia	0.58%	0.56%	4.32%	0.70%	0.71%	-1.30%
Alberta	0.45%	0.48%	-6.16%	0.64%	0.78%	-18.19%
New Brunswick	0.14%	0.13%	9.60%	0.25%	0.30%	-14.75%
Saskatchewan	0.07%	0.06%	11.29%	0.10%	0.09%	9.03%
Manitoba	0.08%	0.13%	-39.44%	0.14%	0.20%	-27.45%
Newfoundland	0.04%	0.06%	-32.41%	0.10%	0.13%	-21.67%
Prince Edward Island	0.03%	0.02%	23.32%	0.05%	0.06%	-22.92%
Yukon	0.00%	0.01%	-41.43%	0.00%	0.01%	-47.47%
Northwest Territories	0.00%	0.00%	192.87%	0.00%	0.00%	98.44%
Unclassified	0.50%	0.06%	690.57%	0.23%	0.03%	622.65%
<b>Total Canada</b>	<b>8.10%</b>	<b>9.44%</b>	<b>-14.24%</b>	<b>11.10%</b>	<b>12.68%</b>	<b>-12.39%</b>

United Kingdom						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
<b>Total UK</b>	<b>10.43%</b>	<b>8.87%</b>	<b>17.51%</b>	<b>9.68%</b>	<b>8.51%</b>	<b>13.70%</b>

Europe						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
Germany	0.42%	0.47%	-9.85%	0.49%	0.41%	18.57%
Italy	0.70%	0.79%	-11.67%	0.41%	0.44%	-5.27%
Switzerland	0.26%	0.30%	-13.27%	0.32%	0.35%	-10.24%
France	0.26%	0.24%	7.54%	0.24%	0.24%	3.02%
Sweden	0.14%	0.10%	45.22%	0.12%	0.08%	54.19%
Austria	0.07%	0.07%	-5.86%	0.05%	0.06%	-6.24%
Other Europe	0.51%	0.47%	9.51%	0.47%	0.46%	2.58%
<b>Toal Europe</b>	<b>2.37%</b>	<b>2.44%</b>	<b>-3.07%</b>	<b>2.10%</b>	<b>2.03%</b>	<b>3.71%</b>

Other Countries						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
<b>Other Countries Total</b>	<b>3.99%</b>	<b>2.74%</b>	<b>45.42%</b>	<b>3.61%</b>	<b>3.20%</b>	<b>12.86%</b>

All Countries						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
<b>All Countries Total</b>	<b>100.00%</b>	<b>100.00%</b>	<b>0.00%</b>	<b>100.00%</b>	<b>100.00%</b>	<b>0.00%</b>

## AIR ARRIVALS BY AGE AND GENDER

Males	Q3 '13	Q3 '12	(%) change
0-19	5,763	5,519	4.4%
20-29	3,995	3,678	8.6%
30-39	6,207	6,091	1.9%
40-49	8,343	8,457	-1.3%
50-59	9,025	8,603	4.9%
Over 59	7,261	6,905	5.2%
<b>Total</b>	<b>40,594</b>	<b>39,253</b>	<b>3.42%</b>

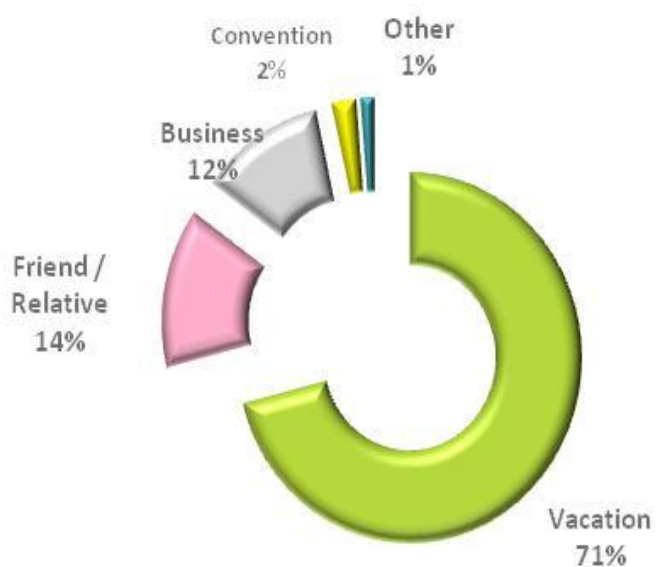
Females	Q3 '13	Q3 '12	(%) change
0-19	6,447	6,186	4.2%
20-29	5,574	5,441	2.4%
30-39	6,894	6,886	0.1%
40-49	8,140	8,567	-5.0%
50-59	8,593	8,233	4.4%
Over 59	6,577	6,286	4.6%
<b>Total</b>	<b>42,225</b>	<b>41,599</b>	<b>1.50%</b>

Total	Q3 '13	Q3 '12	(%) change
0-19	12,210	11,705	4.3%
20-29	9,569	9,119	4.9%
30-39	13,101	12,977	1.0%
40-49	16,483	17,024	-3.2%
50-59	17,618	16,836	4.6%
Over 59	13,838	13,191	4.9%
<b>Total</b>	<b>82,819</b>	<b>80,852</b>	<b>2.43%</b>

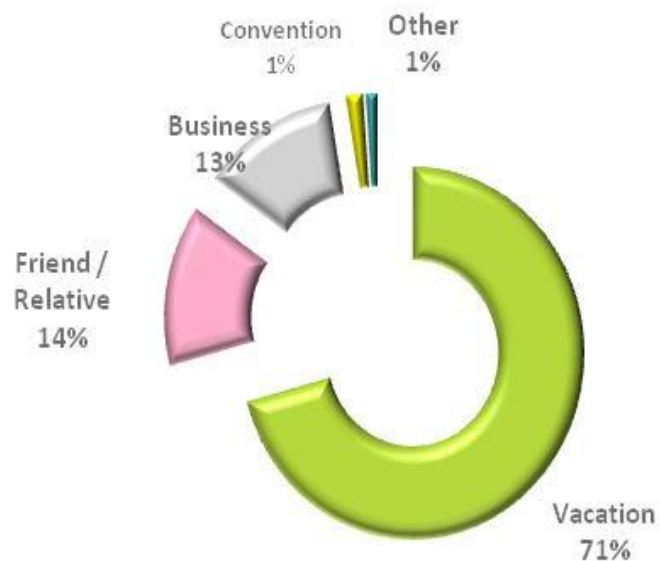
## PURPOSE OF VISIT

Purpose of visit	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
Vacation	58,829	58,731	0.2%	124,343	124,969	-0.5%
Friend / Relative	11,492	11,271	2.0%	25,360	25,910	-2.1%
Business	9,654	9,114	5.9%	33,176	31,283	6.1%
Convention	1,853	883	109.9%	3,843	2,679	43.4%
Other	991	853	16.2%	2,410	2,816	-14.4%
Total	82,819	80,852	2.43%	189,132	187,657	0.79%

### Second Quarter 2013



### Second Quarter 2012



## BEDNIGHT DATA

	Where did air visitors Stay					
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
Resort Hotels	37,069	37,750	-1.80%	86,874	87,521	-0.7%
Small Hotels	14,737	14,507	1.59%	34,630	34,297	1.0%
Cottage Colonies	4,787	4,648	2.99%	10,372	10,072	3.0%
Private Clubs	1,197	1,277	-6.26%	2,654	3,061	-13.3%
Cottage Suites/Apt.	1,766	1,526	15.73%	4,232	4,178	1.3%
Inns	256	254	0.79%	826	784	5.4%
Bed & Breakfast	516	514	0.39%	1,291	1,194	8.1%
<b>All Commercial Properties</b>	<b>60,328</b>	<b>60,476</b>	<b>-0.24%</b>	<b>140,879</b>	<b>141,107</b>	<b>-0.16%</b>
Private Homes	22,178	19,842	11.77%	47,093	45,230	4.1%
Uncertain	313	534	-41.39%	1,160	1,320	-12.1%
<b>Total</b>	<b>82,819</b>	<b>80,852</b>	<b>2.43%</b>	<b>189,132</b>	<b>187,657</b>	<b>0.79%</b>

## CRUISE ARRIVALS

Summary of where cruise arrivals came from						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
United States	140,883	160,976	-12.5%	262,931	311,141	-15.5%
Canada	7,807	9,233	-15.4%	14,095	16,363	-13.9%
United Kingdom	1,434	1,476	-2.8%	3,487	3,084	13.1%
Europe	3,894	3,888	0.2%	6,009	6,492	-7.4%
Rest of World	3,355	3,551	-5.5%	6,011	6,114	-1.7%
<b>Total</b>	<b>157,373</b>	<b>179,124</b>	<b>-12.14%</b>	<b>292,533</b>	<b>343,194</b>	<b>-14.76%</b>

Market Share		
	Q3 '13	Q3 '12
United States	89.5%	89.9%
Canada	5.0%	5.2%
United Kingdom	0.9%	0.8%
Europe	2.5%	2.2%
Rest of World	2.1%	2.0%

Market Share		
	2013 YTD	2012 YTD
United States	89.9%	90.7%
Canada	4.8%	4.8%
United Kingdom	1.2%	0.9%
Europe	2.1%	1.9%
Rest of World	2.1%	1.8%

## YACHT ARRIVALS

Summary of where yacht arrivals came from						
	Q3 '13	Q3 '12	(%) change	2013 YTD	2012 YTD	(%) change
United States	73	77	-5.2%	1,045	2,534	-58.8%
Canada	7	3	133.3%	161	251	-35.9%
United Kingdom	33	14	135.7%	411	385	6.8%
Europe	29	41	-29.3%	1,068	909	17.5%
Rest of World	14	18	-22.2%	218	308	-29.2%
<b>Total</b>	<b>156</b>	<b>153</b>	<b>1.96%</b>	<b>2,903</b>	<b>4,387</b>	<b>-33.83%</b>

Market Share		
	Q3 '13	Q3 '12
United States	46.8%	50.3%
Canada	4.5%	2.0%
United Kingdom	21.2%	9.2%
Europe	18.6%	26.8%
Rest of World	9.0%	11.8%

Market Share		
	2013 YTD	2012 YTD
United States	36.0%	57.8%
Canada	5.5%	5.7%
United Kingdom	14.2%	8.8%
Europe	36.8%	20.7%
Rest of World	7.5%	7.0%