Hospitality Market Insights Report

April

REBUILD
TRAVEL WITH US

amaDEUS

Executive Summary

Worldwide occupancy levels as of mid-March are only 4 points behind the same time in 2019. The Group segment is growing significantly with a large share of unsold blocks into April. Brand has the largest channel growth for April, surpassing its share from April 2019.

In the US, total occupancy for April is trailing same-time 2019 by 7 occupancy points. 19% of the current market mix is group reservations sold (not merely committed) with another 30% still to be picked-up.

The Middle East continues to see the largest occupancy levels worldwide in March (almost at 2019 levels by month-end) whilst the South Pacific, after lifting restrictions, has the largest occupancy levels into April with the strongest pick up over the last few weeks.

In China, restrictions are still affecting occupancy levels. Interestingly, Brand is the only channel with growth penetration at higher levels than same time 2019. The rest of Asia is booming. Indian and Australian markets are picking up very strongly towards April with Brand driving the largest share over the last three years.

Europe is leaving the first quarter of the year with increased occupancy levels and a strong pick up towards April.

Latin America is seeing a surge in April on Retail business as well as in Brand and Group channels. Leisure markets are the most popular in the region with Brazilian markets leading recovery.
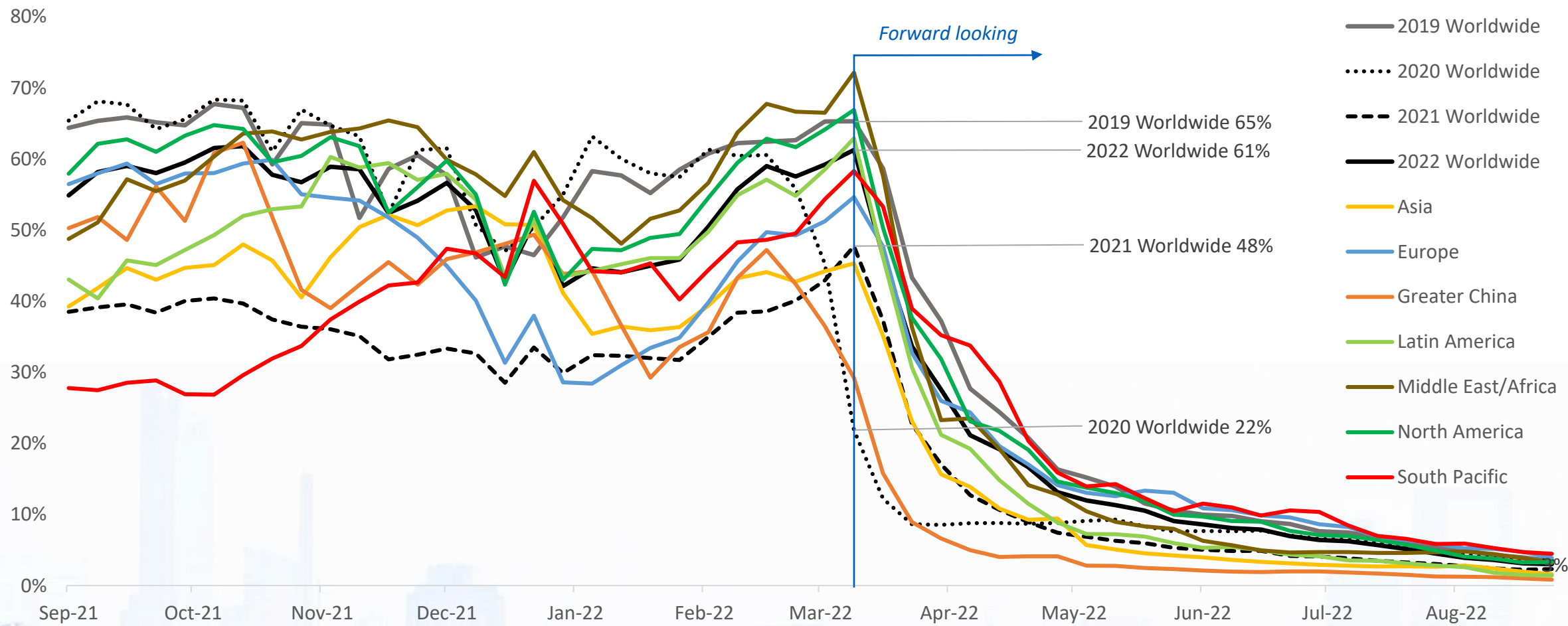
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Content

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Weekly Occupancy | Worldwide

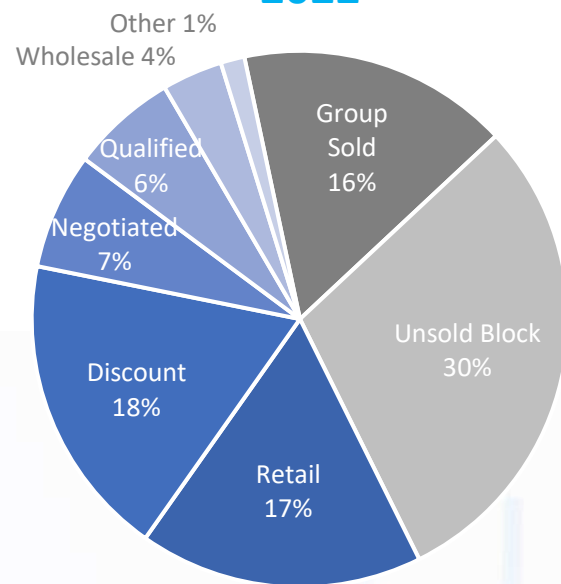The below graph depicts global actual and on-the-books occupancy trends broken out by region.

Forward looking

Legend:
- 2019 Worldwide
- 2020 Worldwide
- 2021 Worldwide
- 2022 Worldwide
- Asia
- Europe
- Greater China
- Latin America
- Middle East/Africa
- North America
- South Pacific

Annotations:
- 2019 Worldwide 65%
- 2022 Worldwide 61%
- 2021 Worldwide 48%
- 2020 Worldwide 22%

Occupancy by Region | Worldwide

Below allows you to see how the different regions are pacing for April 2022 since mid-February.

Legend:
- April Occupancy as of February 17
- April Occupancy as of March 10
- April Occupancy as of March 17

Chart values by region:
- Asia: 16%
- Europe: 30%
- Greater China: 8%
- Latin America: 23%
- Middle East/Africa: 25%
- South Pacific: 38%
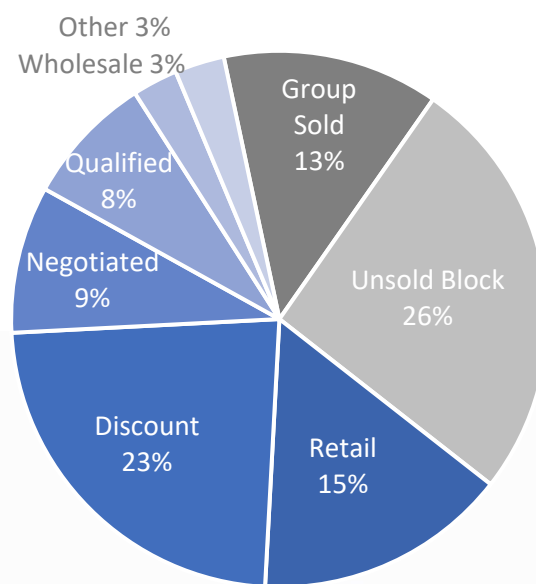- United States: 34%

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Year-on-Year Segmentation | Worldwide

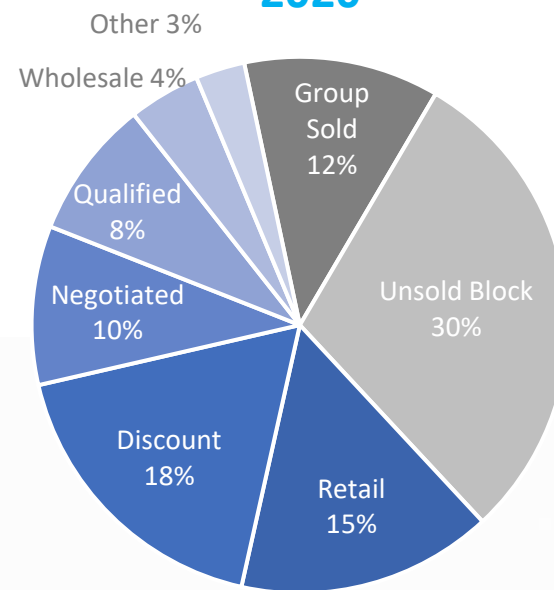Global market segmentation mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.
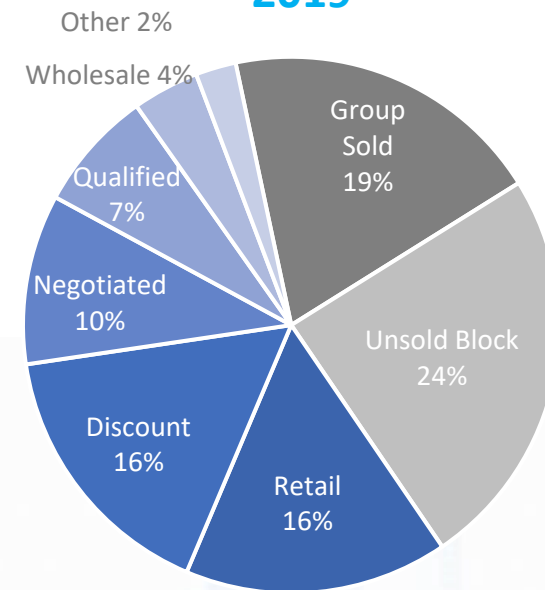

2022

- Other 1%
- Wholesale 4%
- Qualified 6%
- Negotiated 7%
- Discount 18%
- Retail 17%
- Unsold Block 30%
- Group Sold 16%

2021

- Other 3%
- Wholesale 3%
- Qualified 8%
- Negotiated 9%
- Discount 23%
- Retail 15%
- Unsold Block 26%
- Group Sold 13%

2020

- Other 3%
- Wholesale 4%
- Qualified 8%
- Negotiated 10%
- Discount 18%
- Retail 15%
- Unsold Block 30%
- Group Sold 12%

2019

- Other 2%
- Wholesale 4%
- Qualified 7%
- Negotiated 10%
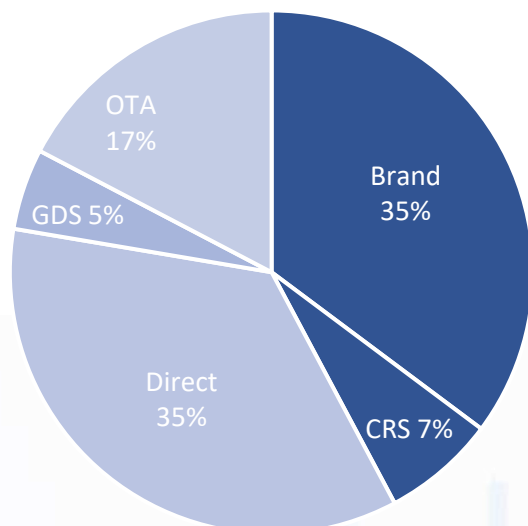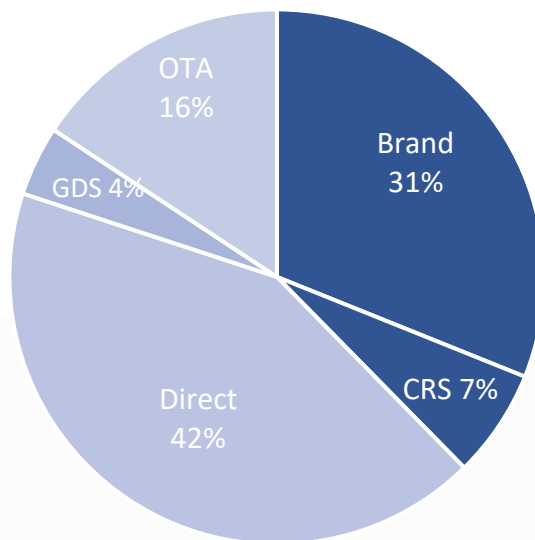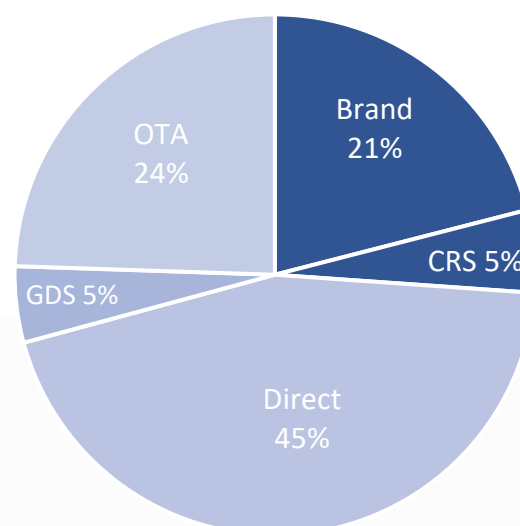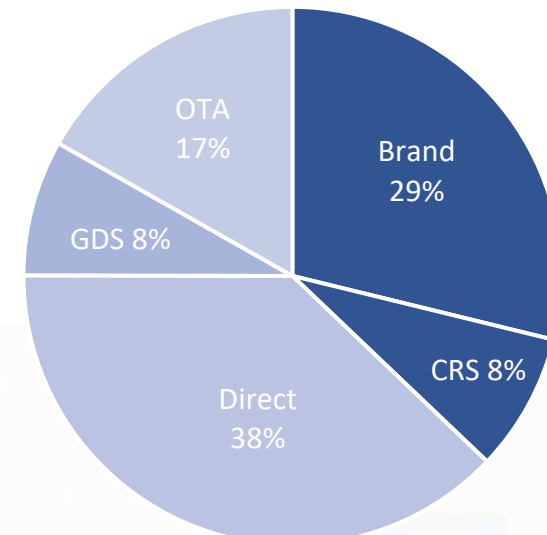- Discount 16%
- Retail 16%
- Unsold Block 24%
- Group Sold 19%

Year-on-Year Channel Mix | Worldwide

Distribution channel mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.

2022

- OTA 17%
- GDS 5%
- Direct 35%
- CRS 7%
- Brand 35%

2021

- OTA 16%
- GDS 4%
- Direct 42%
- CRS 7%
- Brand 31%

2020

- OTA 24%
- GDS 5%
- Direct 45%
- CRS 5%
- Brand 21%

2019

- OTA 17%
- GDS 8%
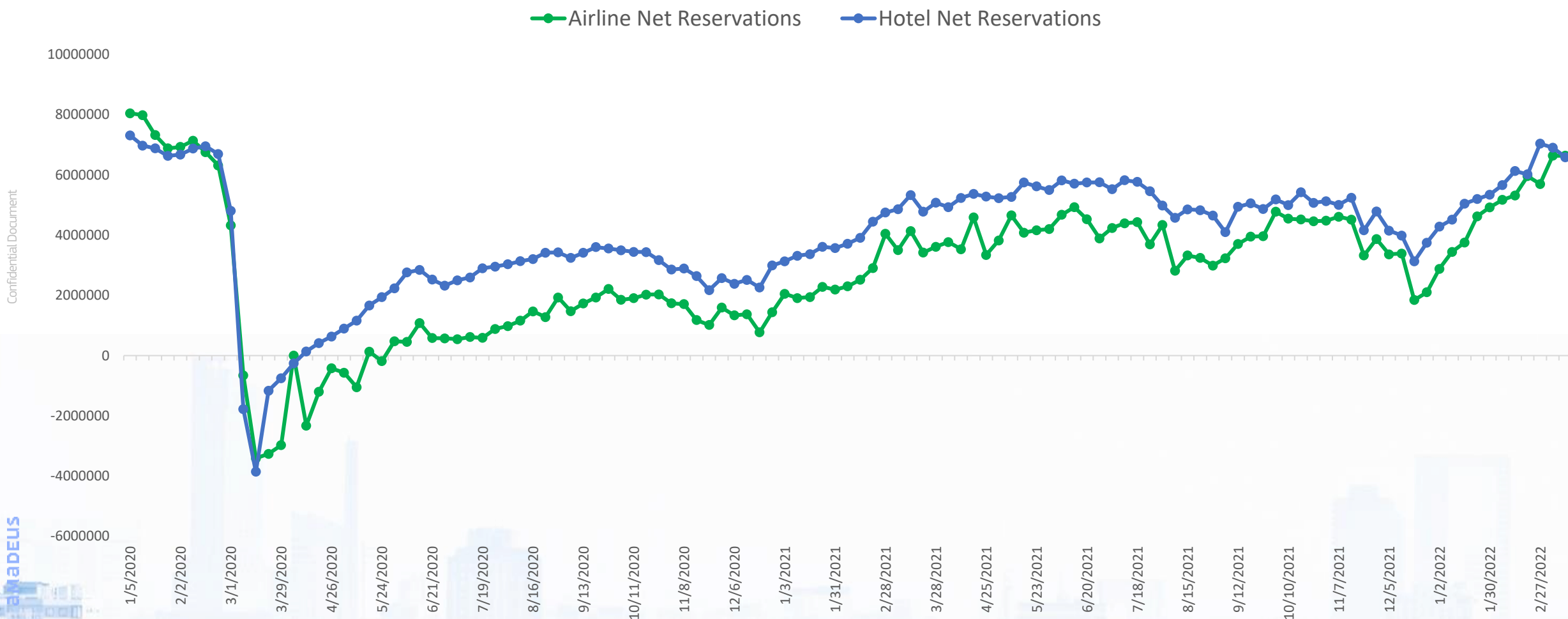- Direct 38%
- CRS 8%
- Brand 29%

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United States

Airline & Hotel Net Reservations | United States

Below represents the number of net reservations booked during each week for any future travel period.
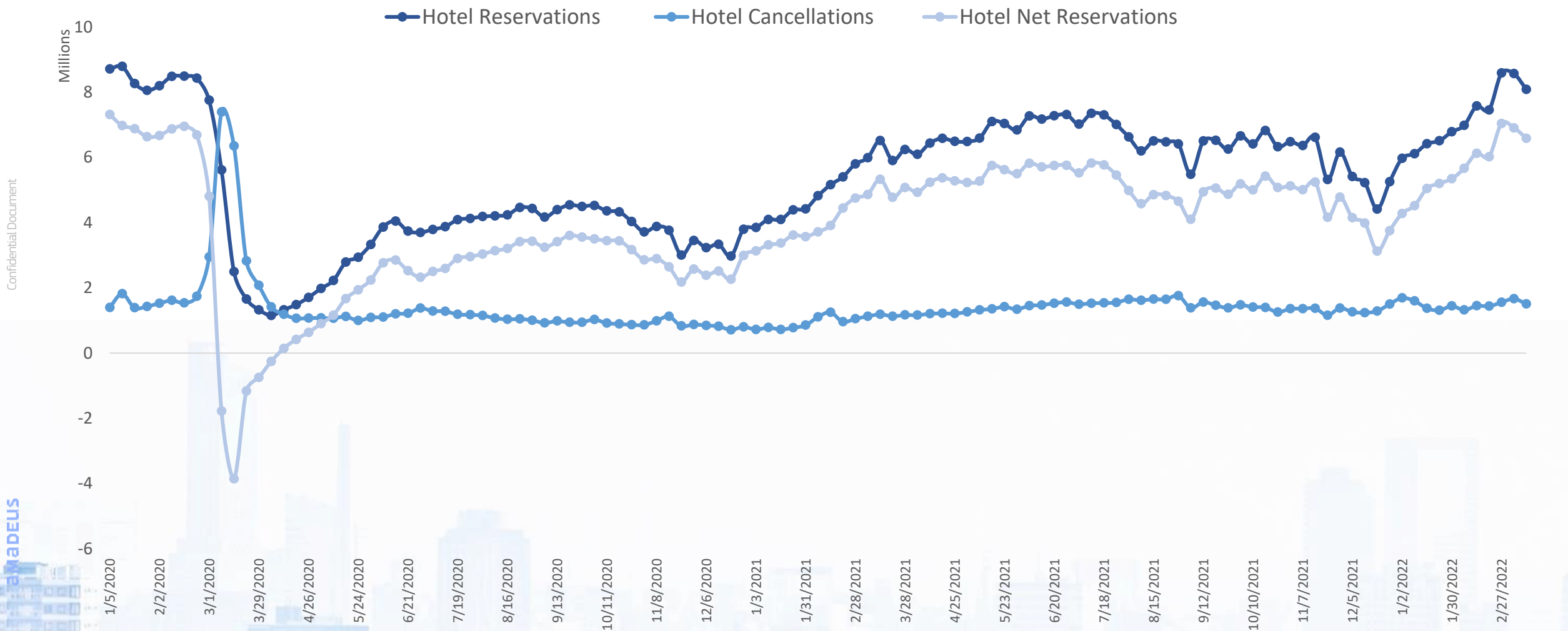
Weekly Hotel Reservation Activity | United States

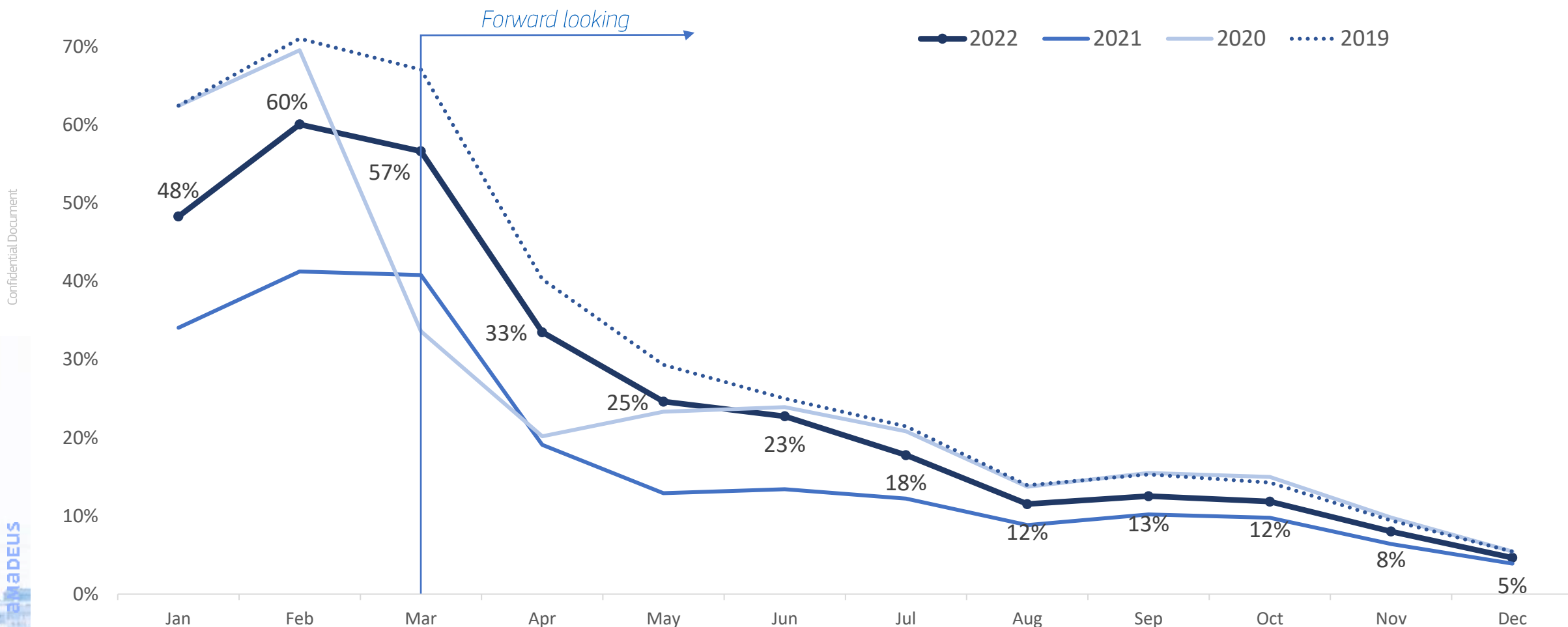Total reservations activity with cancellations and net trends.

Source: Amadeus Demand360® data as of March 17, 2022

Monthly Occupancy & Year-on-Year Variance | United States

On the books occupancy by month compared to last three years.

Forward looking

Legend: 2022, 2021, 2020, 2019

2022 values: Jan 48%, Feb 60%, Mar 57%, Apr 33%, May 25%, Jun 23%, Jul 18%, Aug 12%, Sep 13%, Oct 12%, Nov 8%, Dec 5%

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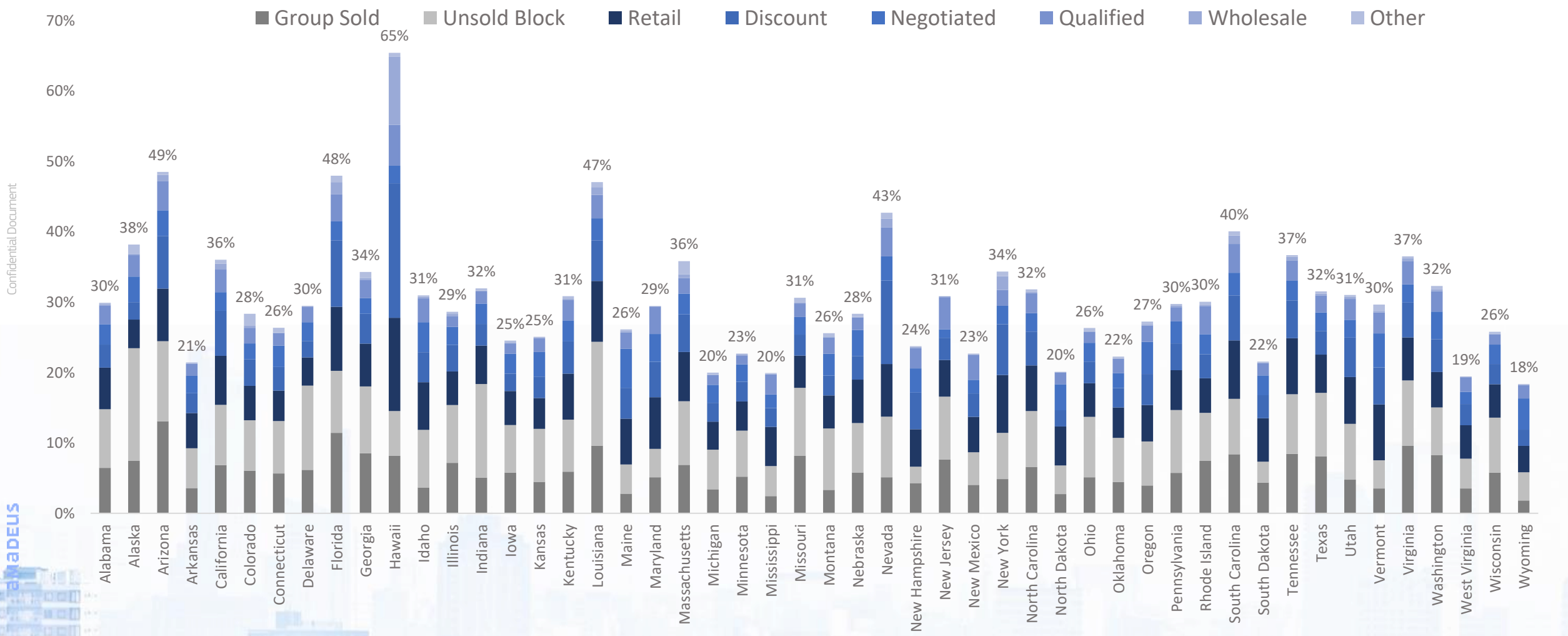# Occupancy & Pace by State | United States

Pace by state for April 2022 since mid-February.
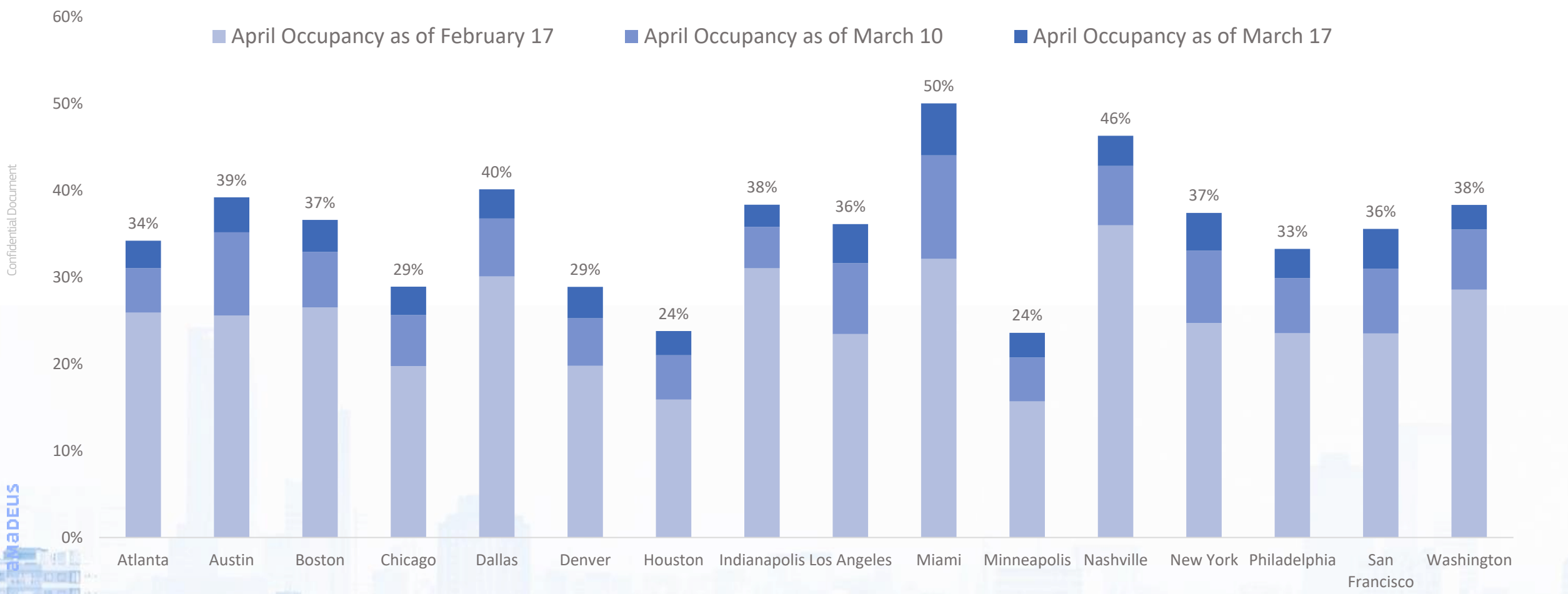
Occupancy & Segment by State | United States

On-the-books market segmentation contribution by state for April 2022.

Legend: Group Sold, Unsold Block, Retail, Discount, Negotiated, Qualified, Wholesale, Other

Occupancy & Pace by Market | United States

Pace by market for April 2022 since mid-February.

- ■ April Occupancy as of February 17
- ■ April Occupancy as of March 10
- ■ April Occupancy as of March 17

Market	Value
Atlanta	34%
Austin	39%
Boston	37%
Chicago	29%
Dallas	40%
Denver	29%
Houston	24%
Indianapolis	38%
Los Angeles	36%
Miami	50%
Minneapolis	24%
Nashville	46%
New York	37%
Philadelphia	33%
San Francisco	36%
Washington	38%

Occupancy by Market & Segment | United States

On-the-books market segmentation contribution by market for April 2022.

Legend: ■ Group Sold ■ Unsold Block ■ Retail ■ Discount ■ Negotiated ■ Qualified ■ Wholesale ■ Other

Markets: Atlanta 34%, Austin 39%, Boston 37%, Chicago 29%, Dallas 40%, Denver 29%, Houston 24%, Indianapolis 38%, Los Angeles 36%, Miami 50%, Minneapolis 24%, Nashville 46%, New York 37%, Philadelphia 33%, San Francisco 36%, Washington 38%
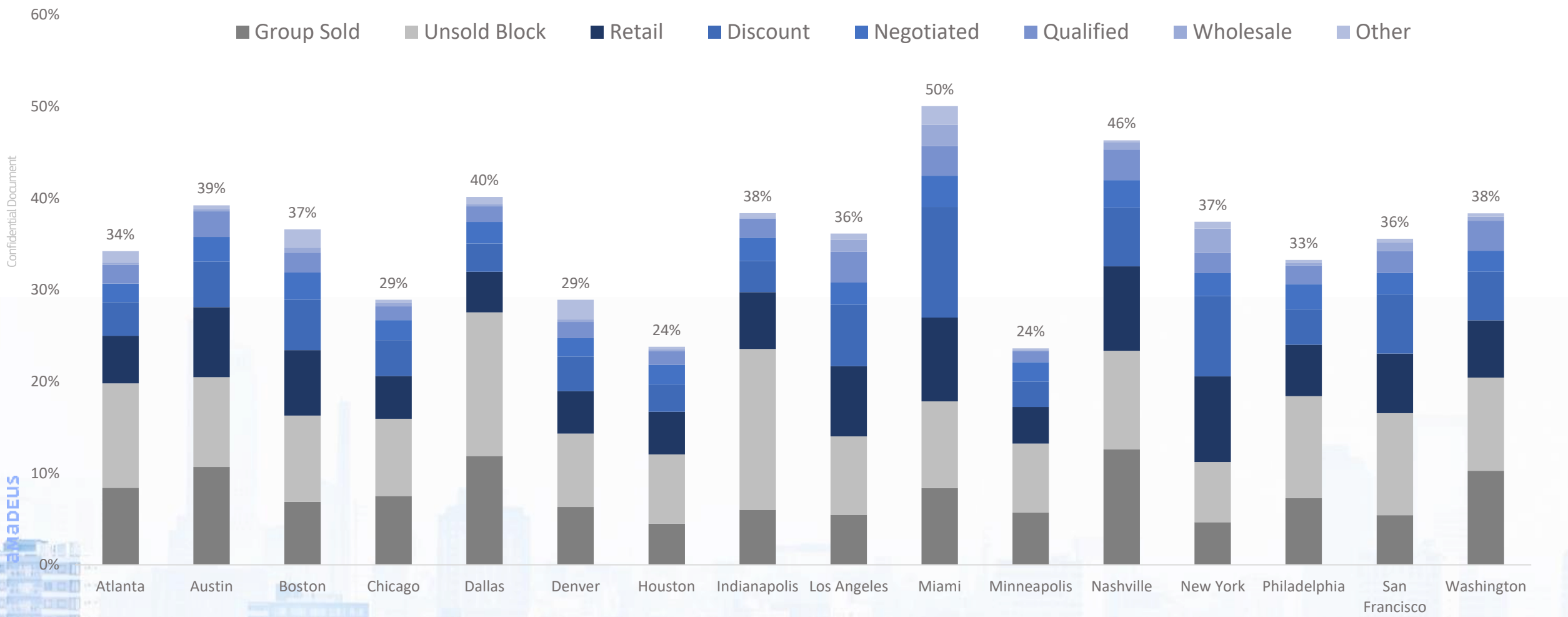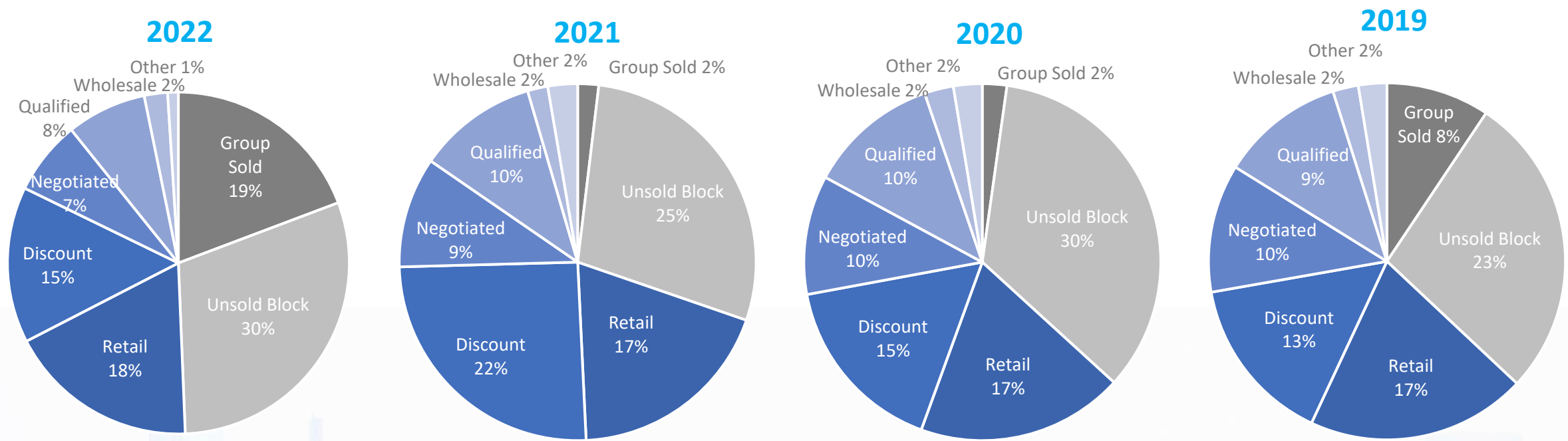
Year-on-Year Segmentation | United States

Market segmentation mix for April 2022 on-the-books same time April 2021, 2020, and 2019.

2022

- Other 1%
- Wholesale 2%
- Qualified 8%
- Negotiated 7%
- Discount 15%
- Retail 18%
- Unsold Block 30%
- Group Sold 19%

2021

- Other 2%
- Wholesale 2%
- Group Sold 2%
- Qualified 10%
- Negotiated 9%
- Discount 22%
- Retail 17%
- Unsold Block 25%

2020

- Other 2%
- Wholesale 2%
- Group Sold 2%
- Qualified 10%
- Negotiated 10%
- Discount 15%
- Retail 17%
- Unsold Block 30%

2019

- Other 2%
- Wholesale 2%
- Group Sold 8%
- Qualified 9%
- Negotiated 10%
- Discount 13%
- Retail 17%
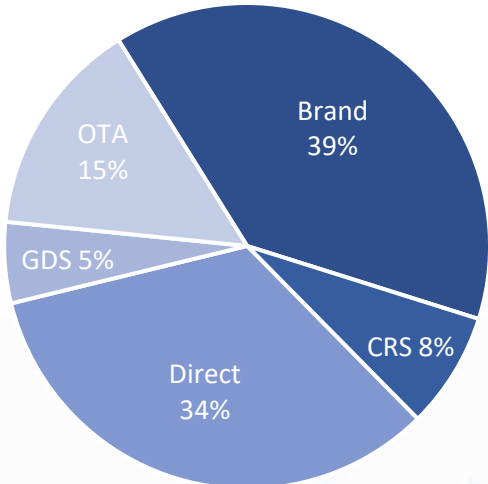- Unsold Block 23%

Source: Amadeus Demand360® data as of March 17, 2022

Year-on-Year Channel Mix | United States

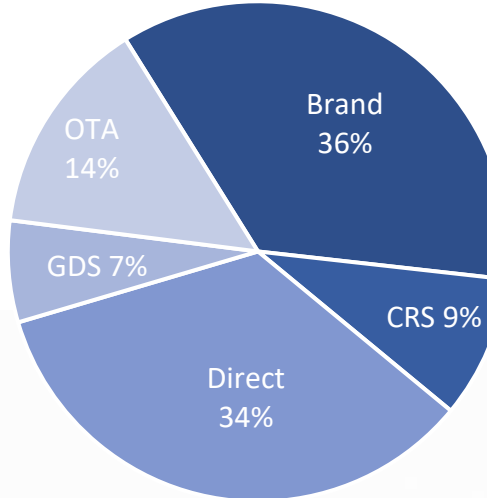Distribution channel mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.

2022

- Brand 39%
- CRS 8%
- Direct 34%
- GDS 5%
- OTA 15%

2021

- Brand 34%
- CRS 7%
- Direct 38%
- GDS 5%
- OTA 15%

2020

- Brand 36%
- CRS 9%
- Direct 34%
- GDS 7%
- OTA 14%

2019

- Brand 32%
- CRS 9%
- Direct 37%
- GDS 8%
- OTA 13%
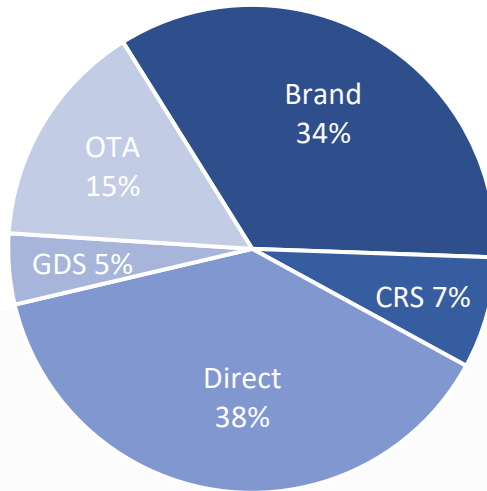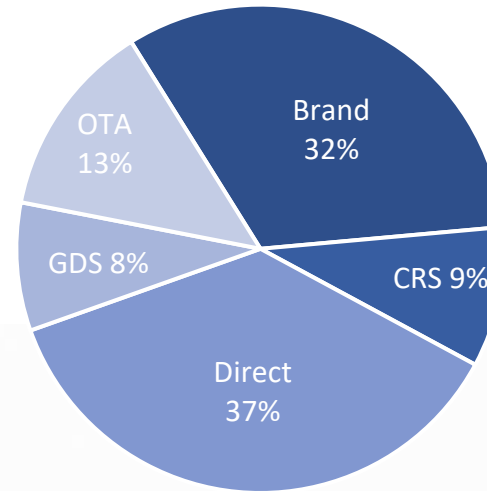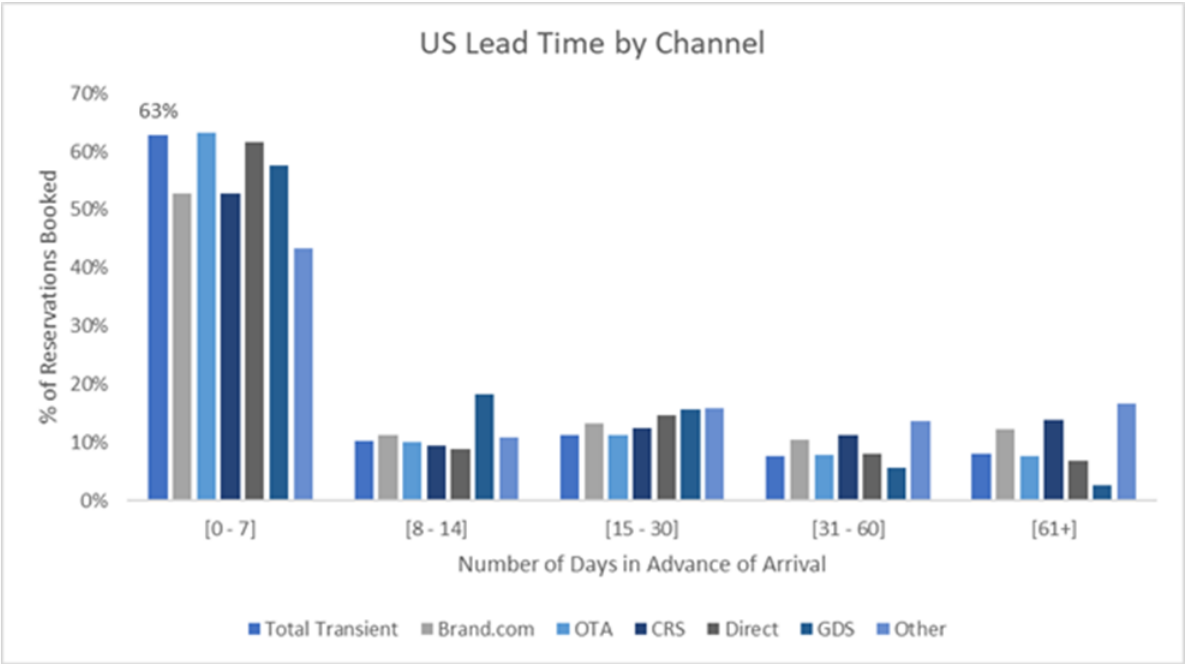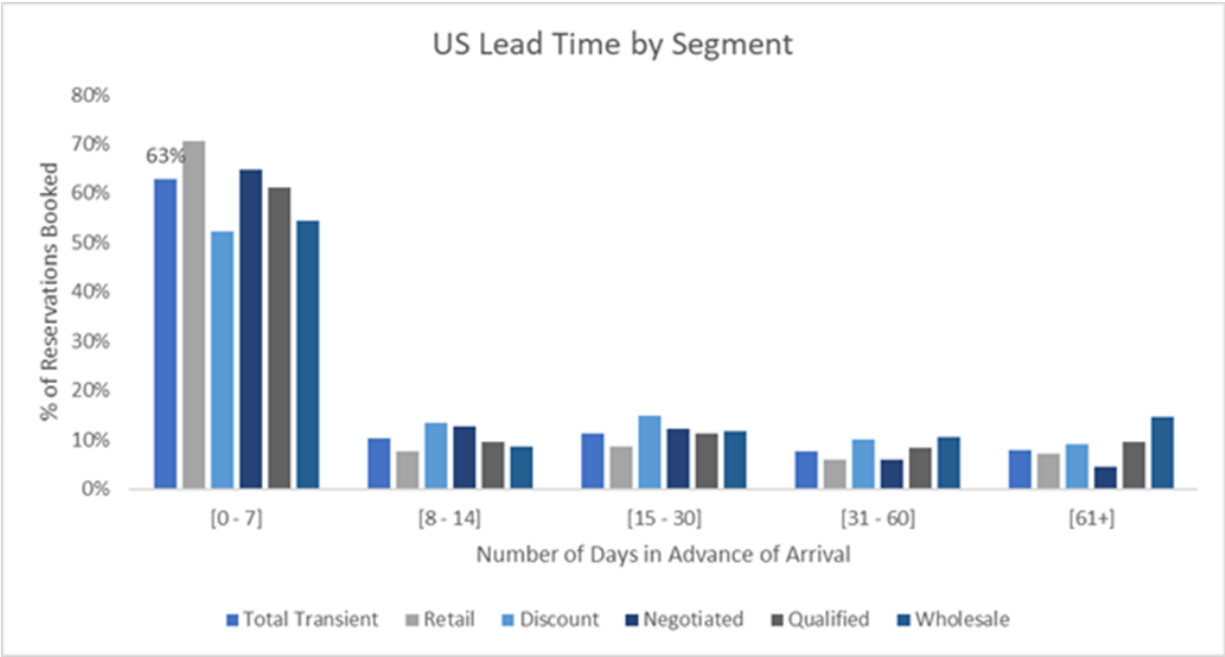
Transient Lead Time by Segment & Channel | United States

Percent of transient reservations booked by lead time bucket based on the previous 5 weeks of booking activity.

US Lead Time by Segment

US Lead Time by Channel

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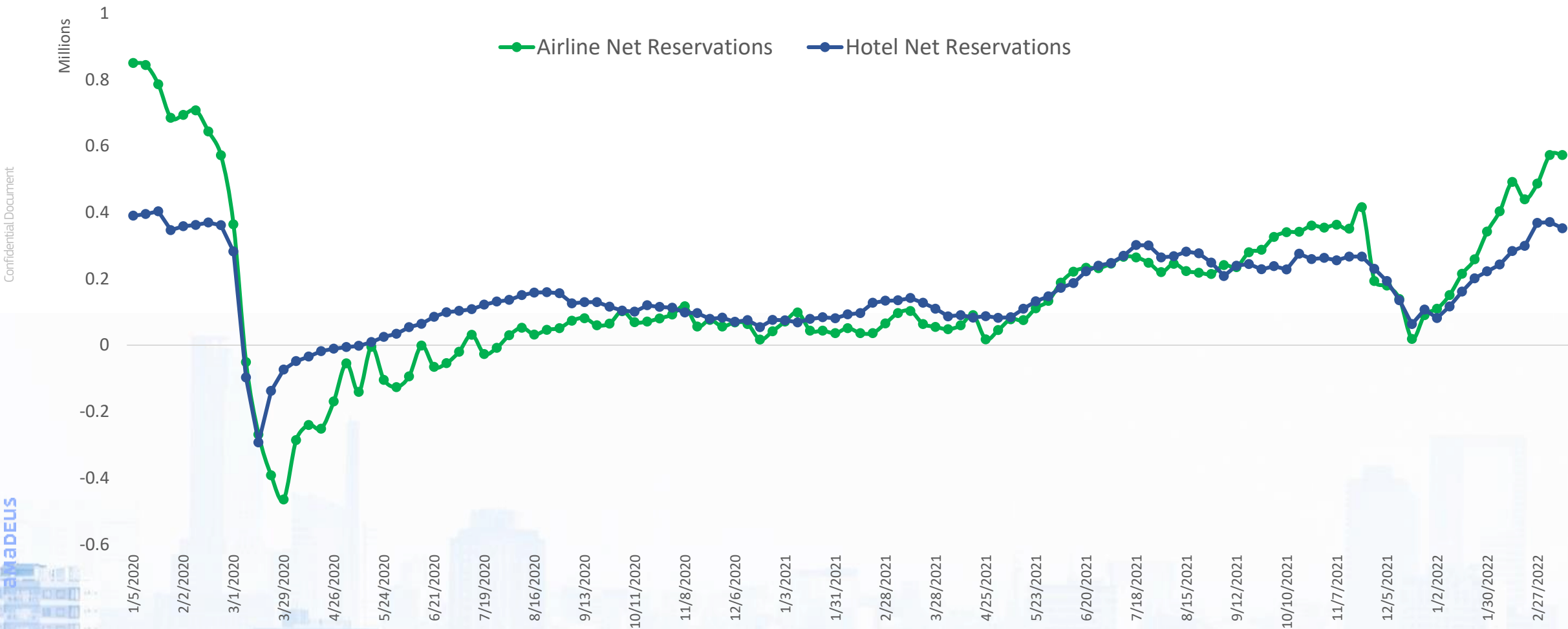
Canada

Airline & Hotel Net Reservations | Canada

Below represents the number of net reservations booked during each week for any future travel period.

Weekly Hotel Reservation Activity | Canada

Total reservations activity with cancellations and net trends.

Monthly Occupancy & Year-on-Year Variance | Canada
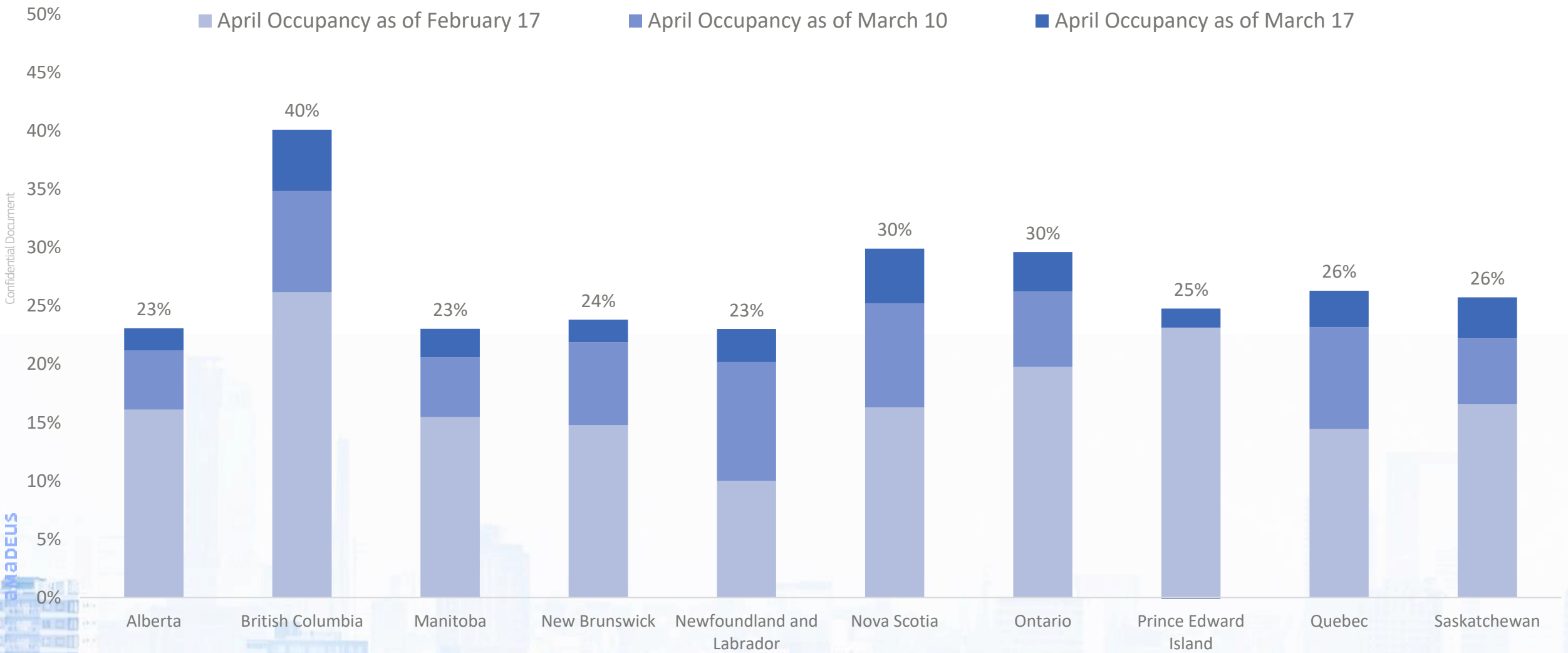
On the books occupancy by month compared to last three years.

Forward looking

Legend: 2022 | 2021 | 2020 | 2019

2022 data points: Jan 29%, Feb 42%, Mar 44%, Apr 28%, May 24%, Jun 26%, Jul 21%, Aug 16%, Sep 17%, Oct 11%, Nov 7%, Dec 4%
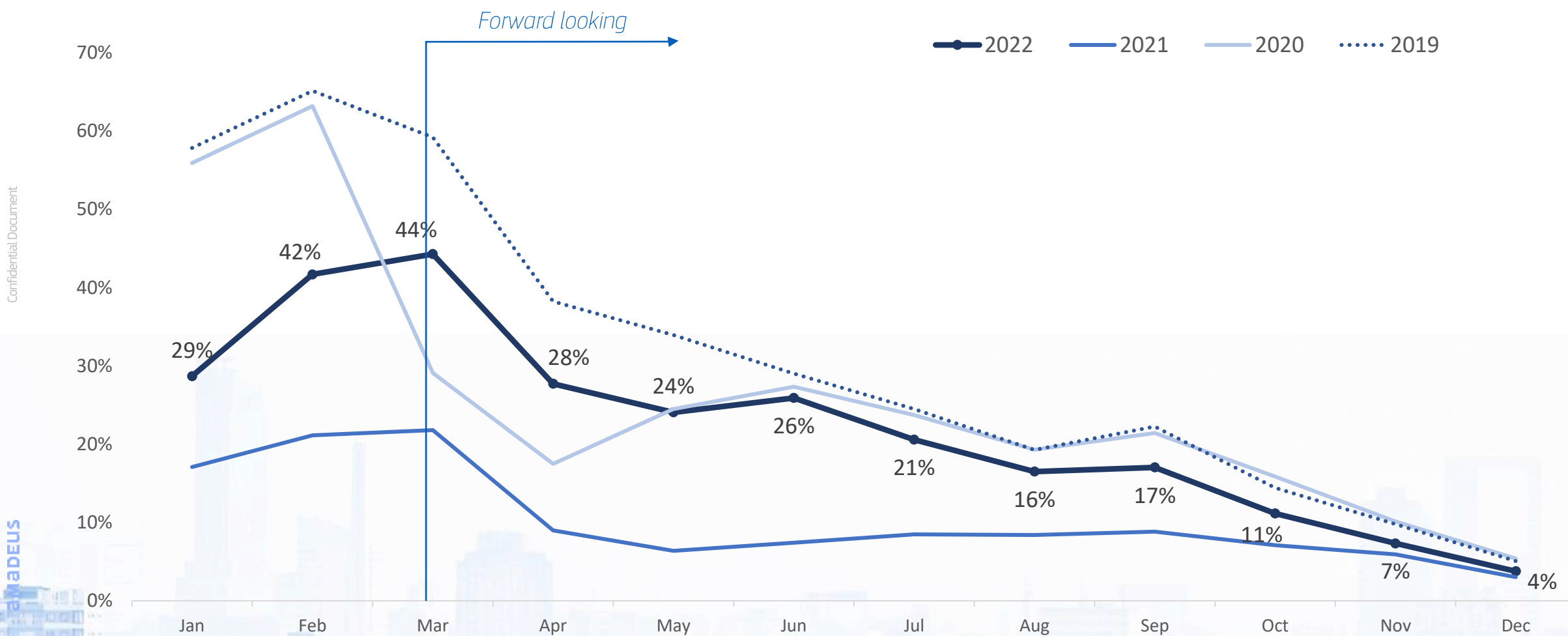
Occupancy by Province & Pace | Canada

Pace by province for April 2022 since mid-February.

Legend:
- April Occupancy as of February 17
- April Occupancy as of March 10
- April Occupancy as of March 17

Values by province:
- Alberta: 23%
- British Columbia: 40%
- Manitoba: 23%
- New Brunswick: 24%
- Newfoundland and Labrador: 23%
- Nova Scotia: 30%
- Ontario: 30%
- Prince Edward Island: 25%
- Quebec: 26%
- Saskatchewan: 26%

Occupancy by Province & Segment | Canada

On-the-books market segmentation contribution by province for April 2022.

Legend: ■ Group Sold ■ Unsold Block ■ Retail ■ Discount ■ Negotiated ■ Qualified ■ Wholesale ■ Other

Values by province: Alberta 23%, British Columbia 40%, Manitoba 23%, New Brunswick 24%, Newfoundland and Labrador 23%, Nova Scotia 30%, Ontario 30%, Prince Edward Island 25%, Quebec 26%, Saskatchewan 26%
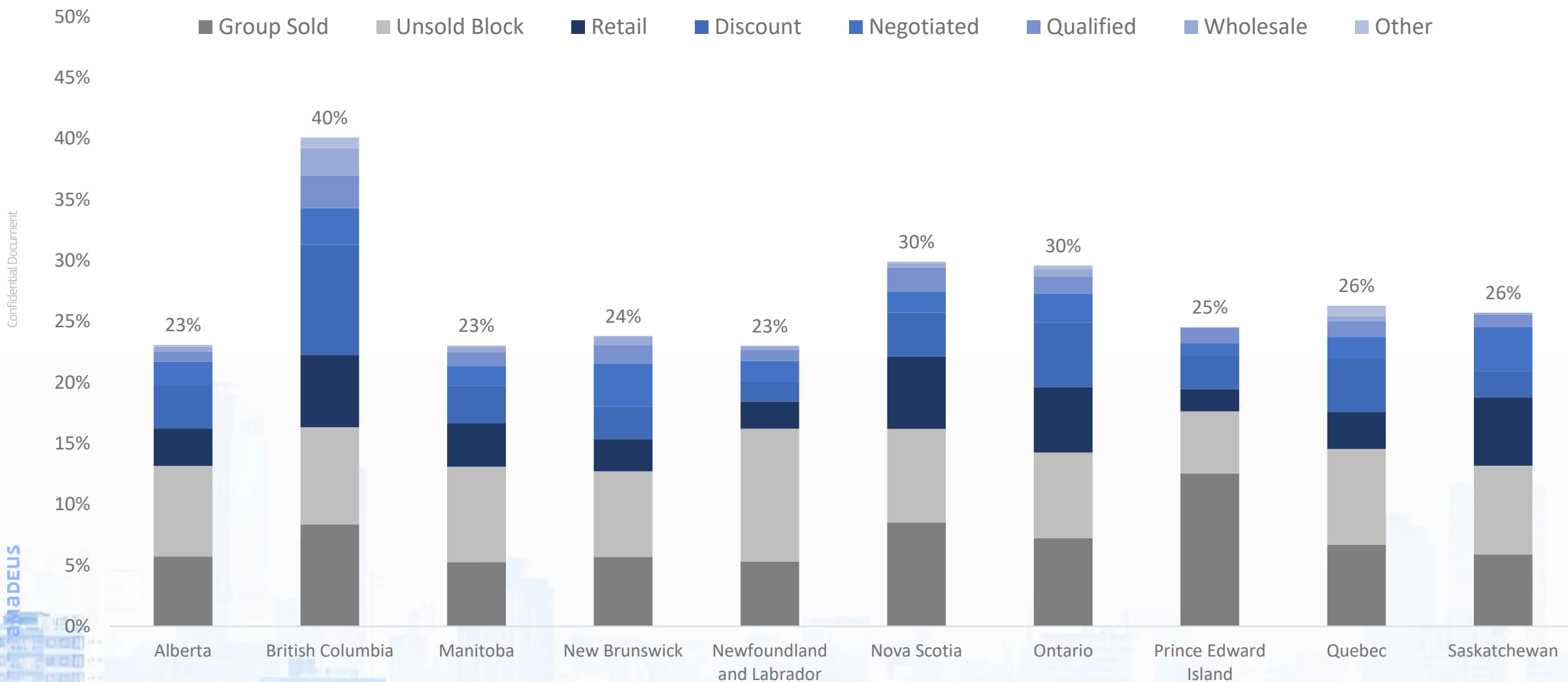
Occupancy by Market & Pace | Canada

Pace by market for April 2022 since mid-February.

■ April Occupancy as of February 17   ■ April Occupancy as of March 10   ■ April Occupancy as of March 17

Calgary 26% | Edmonton 21% | Halifax/Enfield 30% | Montreal 25% | Niagara Falls 28% | Ottawa 26% | Quebec City 31% | Toronto 31% | Vancouver 44% | Winnipeg 23%
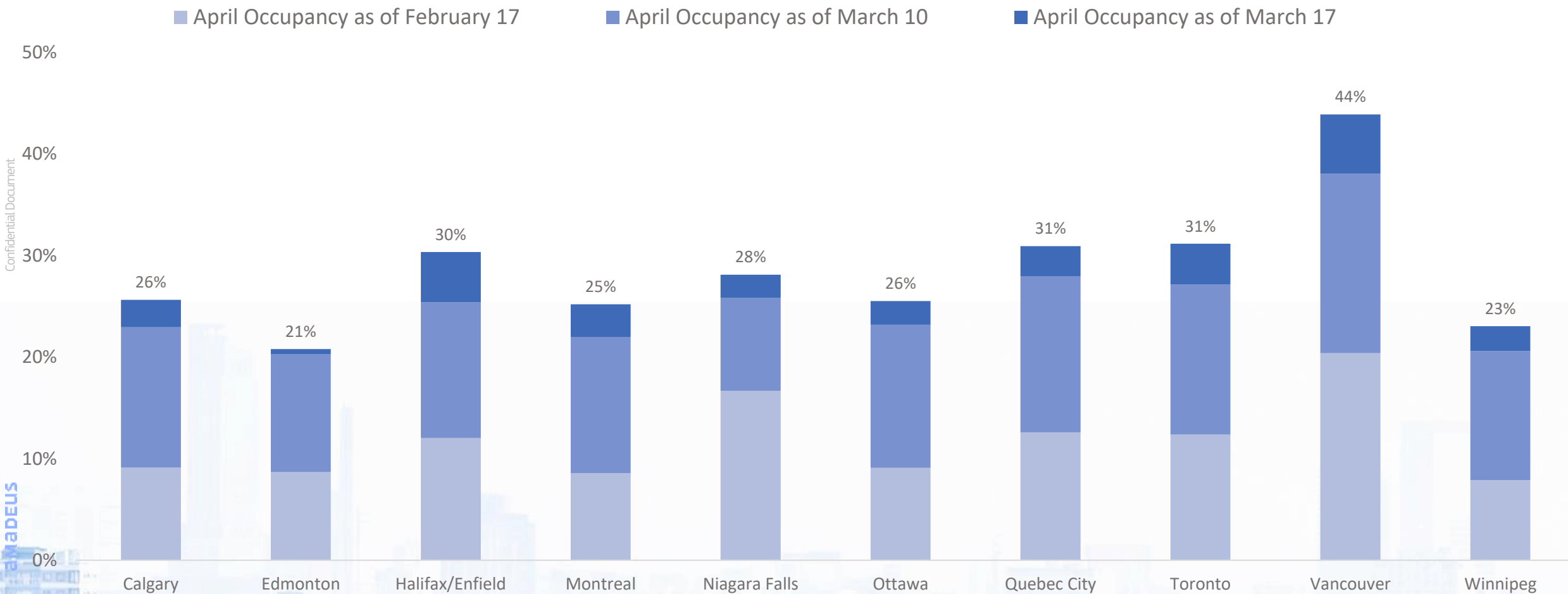
Occupancy by Market & Segment | Canada

On-the-books market segmentation contribution by market for April 2022.

Legend: ■ Group Sold ■ Unsold Block ■ Retail ■ Discount ■ Negotiated ■ Qualified ■ Wholesale ■ Other

Market	Value
Calgary	26%
Edmonton	21%
Halifax/Enfield	30%
Montreal	25%
Niagara Falls	28%
Ottawa	26%
Quebec City	31%
Toronto	31%
Vancouver	44%
Winnipeg	23%
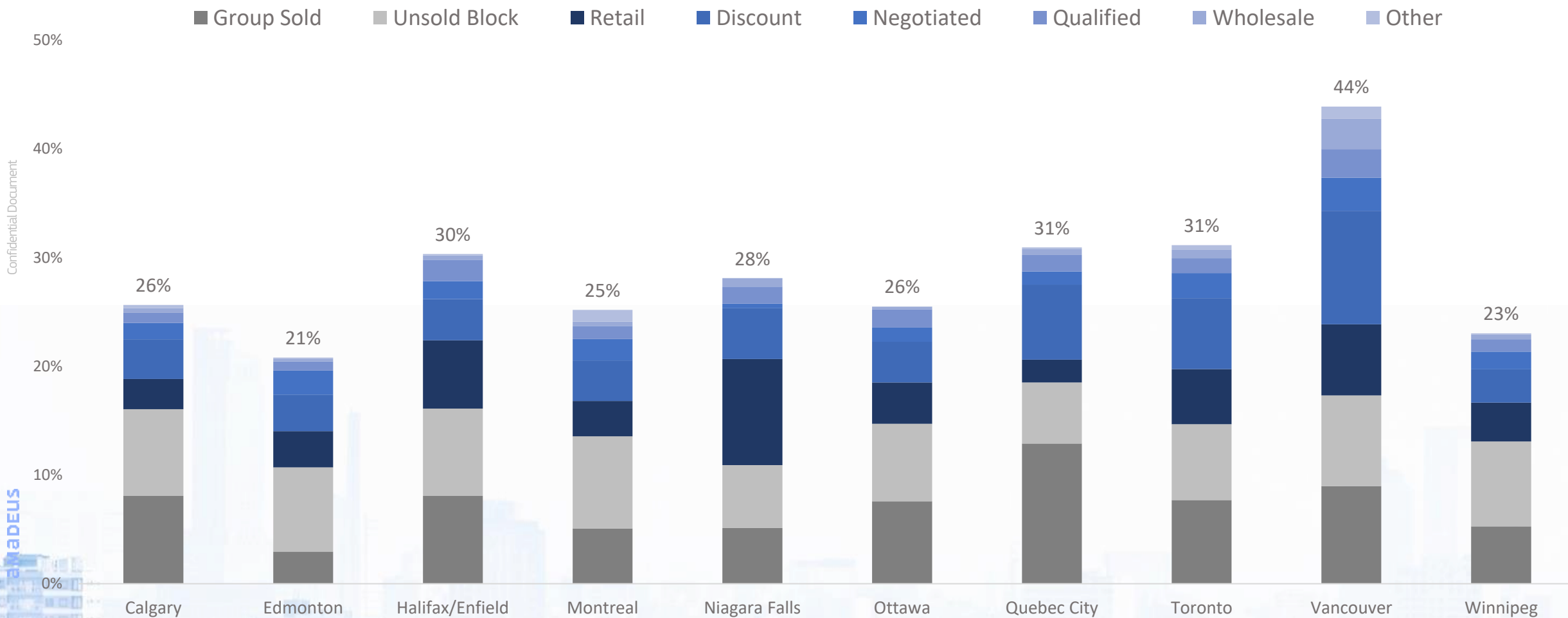
Year-on-Year Segmentation | Canada

Market segmentation mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.

2022

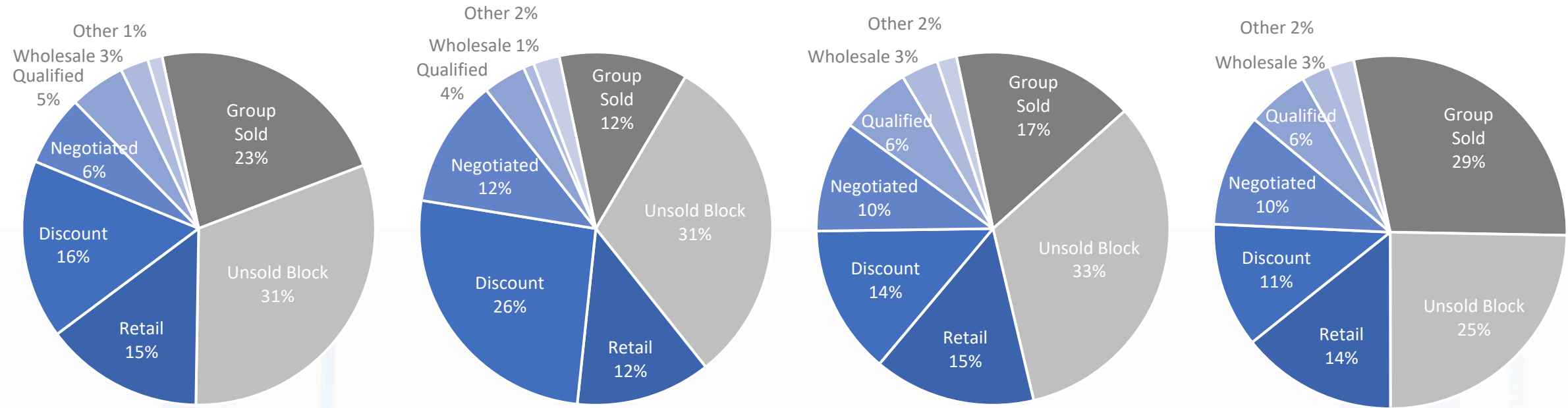- Other 1%
- Wholesale 3%
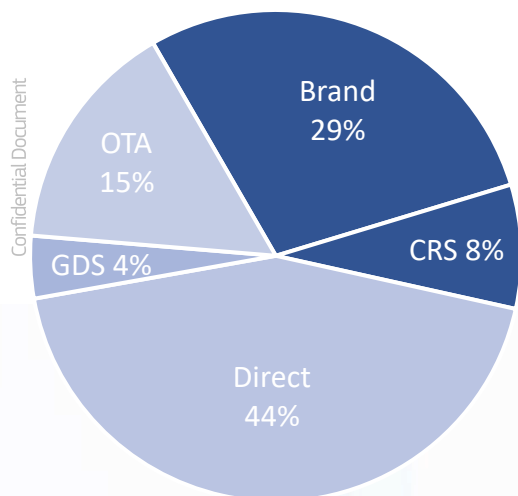- Qualified 5%
- Negotiated 6%
- Discount 16%
- Retail 15%
- Unsold Block 31%
- Group Sold 23%

2021

- Other 2%
- Wholesale 1%
- Qualified 4%
- Negotiated 12%
- Discount 26%
- Retail 12%
- Unsold Block 31%
- Group Sold 12%

2020

- Other 2%
- Wholesale 3%
- Qualified 6%
- Negotiated 10%
- Discount 14%
- Retail 15%
- Unsold Block 33%
- Group Sold 17%

2019

- Other 2%
- Wholesale 3%
- Qualified 6%
- Negotiated 10%
- Discount 11%
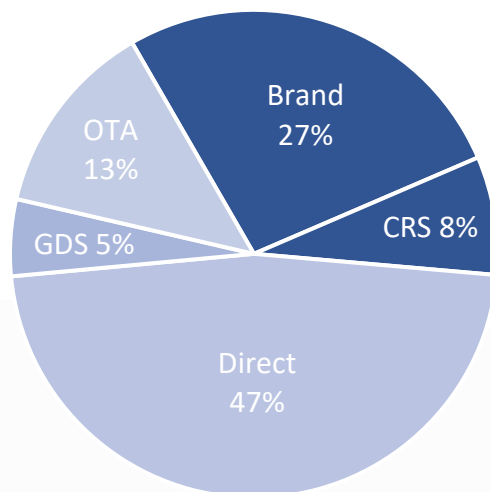- Retail 14%
- Unsold Block 25%
- Group Sold 29%

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Year-on-Year Channel Mix | Canada

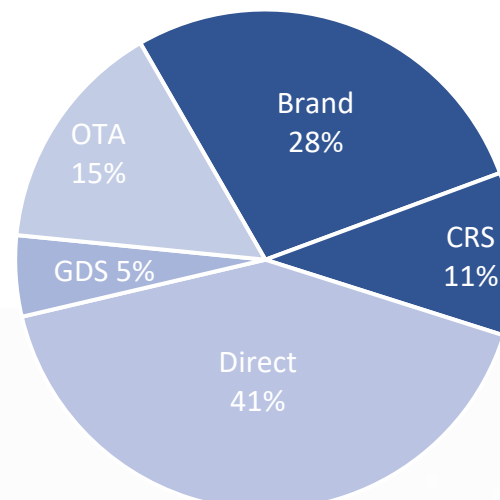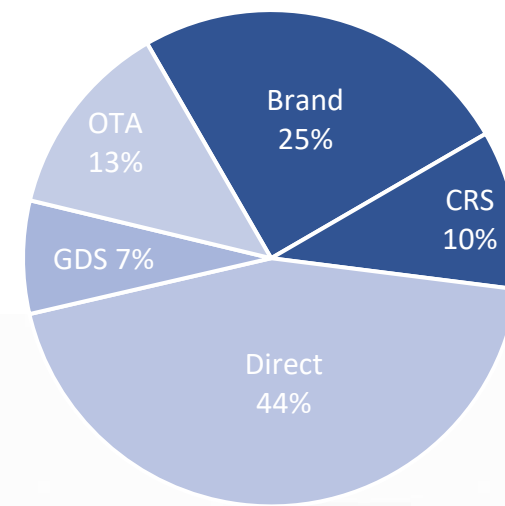Distribution channel mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.

2022

- Brand 29%
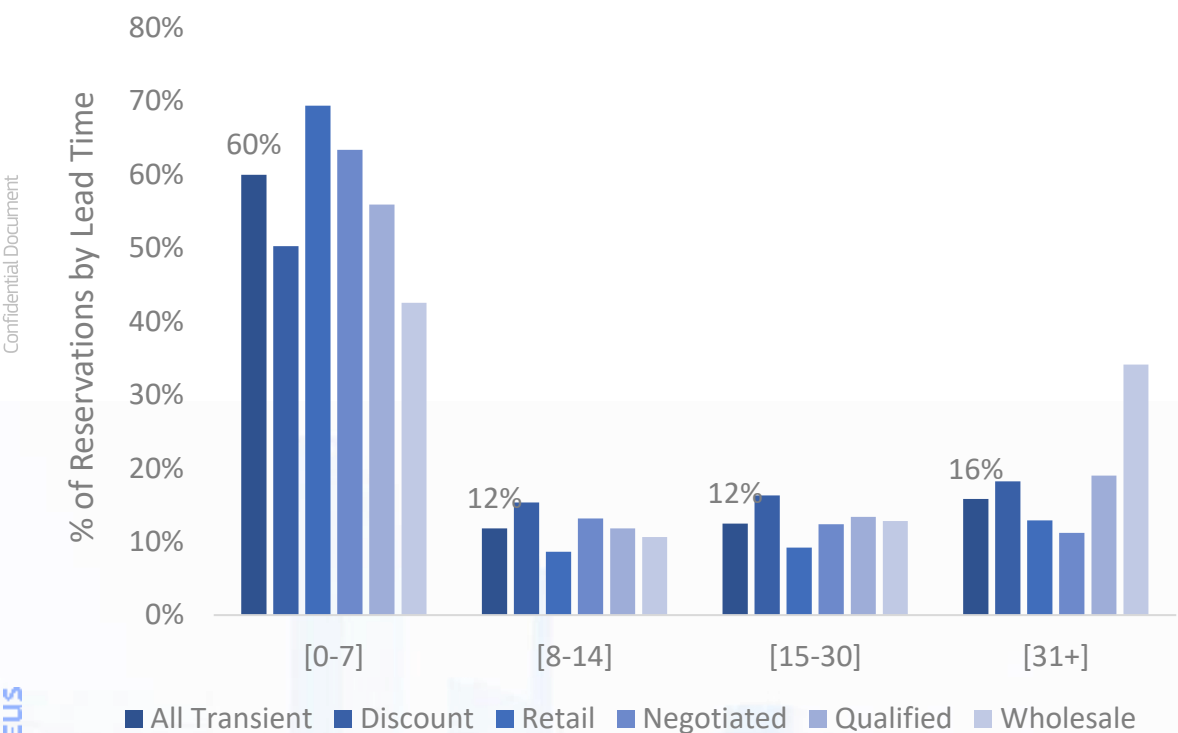- CRS 8%
- Direct 44%
- GDS 4%
- OTA 15%

2021

- Brand 27%
- CRS 8%
- Direct 47%
- GDS 5%
- OTA 13%

2020

- Brand 28%
- CRS 11%
- Direct 41%
- GDS 5%
- OTA 15%

2019

- Brand 25%
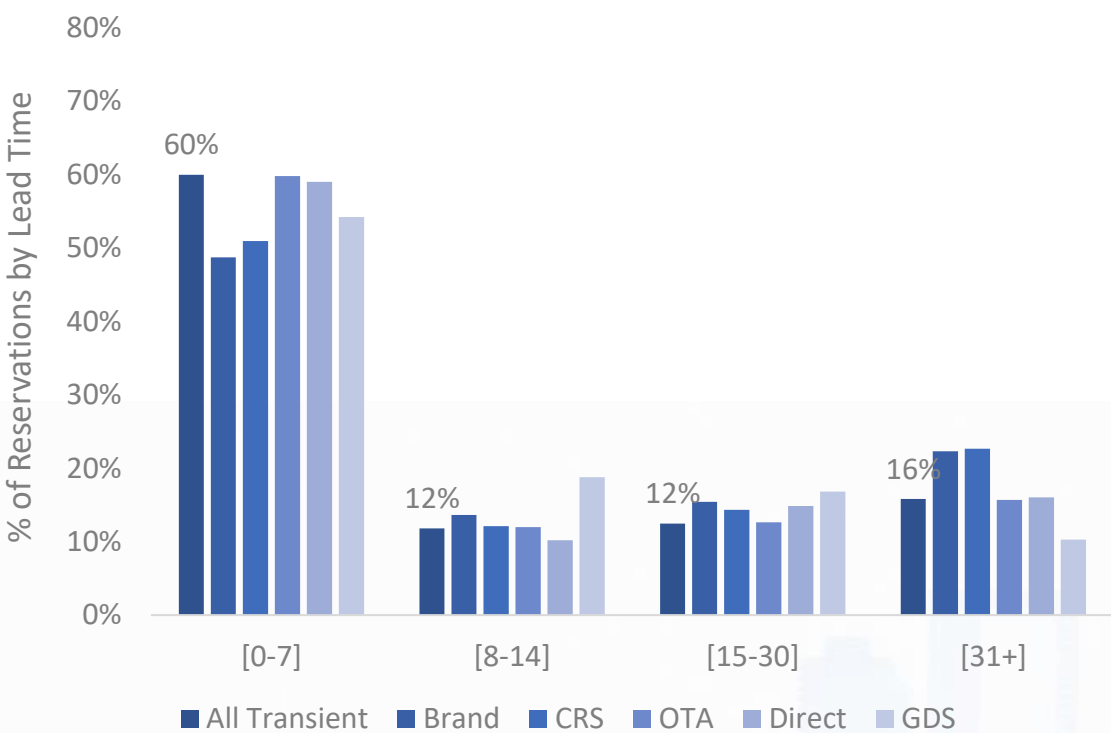- CRS 10%
- Direct 44%
- GDS 7%
- OTA 13%

Transient Lead Time by Segment & Channel | Canada

Percent of transient reservations booked by lead time bucket based on the previous 5 weeks of booking activity.

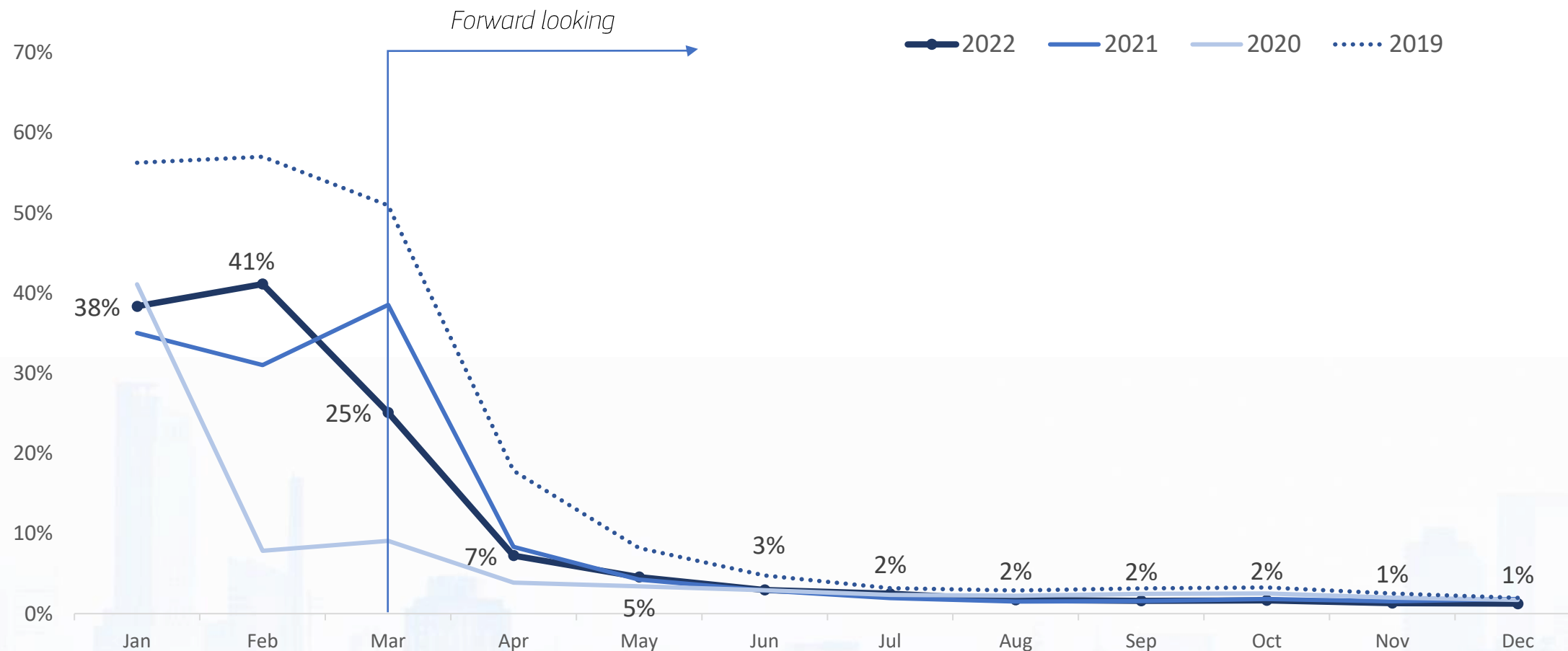Lead Time by Segment

Lead Time by Channel

All Transient ■ Discount ■ Retail ■ Negotiated ■ Qualified ■ Wholesale

All Transient ■ Brand ■ CRS ■ OTA ■ Direct ■ GDS

Greater China

Monthly Occupancy & Year-on-Year Variance | Greater China

On the books occupancy by month compared to last three years.

Forward looking

Legend: —●— 2022   ——— 2021   ——— 2020   ········ 2019

Data labels (2022): Jan 38%, Feb 41%, Mar 25%, Apr 7%, May 5%, Jun 3%, Jul 2%, Aug 2%, Sep 2%, Oct 2%, Nov 1%, Dec 1%

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Monthly Occupancy & Pace | Greater China

Occupancy and pace by month since mid-February.

Legend: ■ Occupancy as of February 17   ■ Occupancy as of March 10   ■ Occupancy as of March 17

Data labels by month:
- Jan-22: 38%
- Feb-22: 41%
- Mar-22: 25%
- Apr-22: 7%
- May-22: 5%
- Jun-22: 3%
- Jul-22: 2%
- Aug-22: 2%
- Sep-22: 2%
- Oct-22: 2%
- Nov-22: 1%
- Dec-22: 1%

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Occupancy by Market & Pace | Greater China

Pace by market for April 2022 since mid-February.

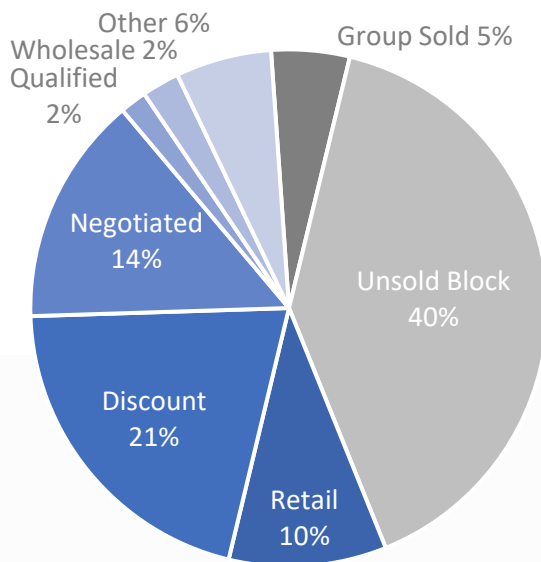■ April Occupancy as of February 17 ■ April Occupancy as of March 10 ■ April Occupancy as of March 17

Year-on-Year Segmentation | Greater China

Market segmentation mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.

2022

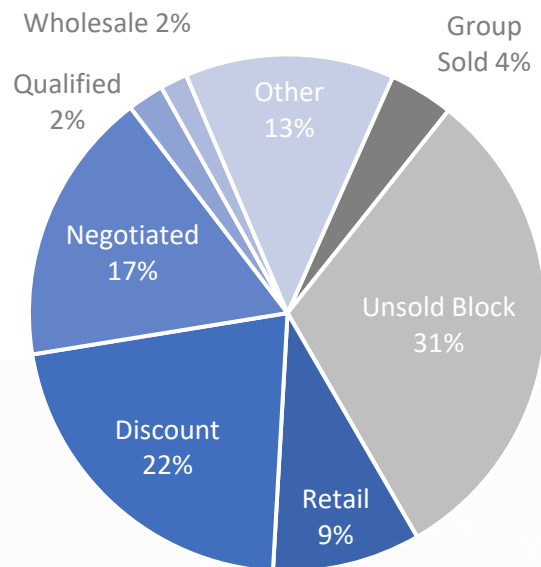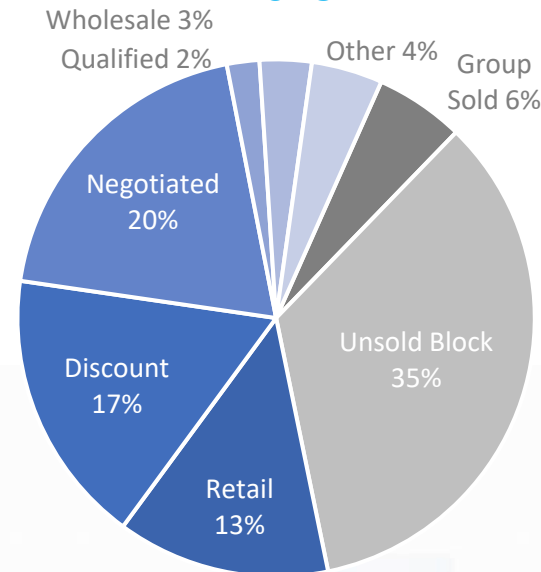- Other 7%
- Wholesale 1%
- Qualified 2%
- Group Sold 7%
- Negotiated 12%
- Unsold Block 38%
- Discount 27%
- Retail 7%

2021

- Other 6%
- Wholesale 2%
- Qualified 2%
- Group Sold 5%
- Negotiated 14%
- Unsold Block 40%
- Discount 21%
- Retail 10%

2020

- Wholesale 2%
- Qualified 2%
- Other 13%
- Group Sold 4%
- Negotiated 17%
- Unsold Block 31%
- Discount 22%
- Retail 9%

2019

- Wholesale 3%
- Qualified 2%
- Other 4%
- Group Sold 6%
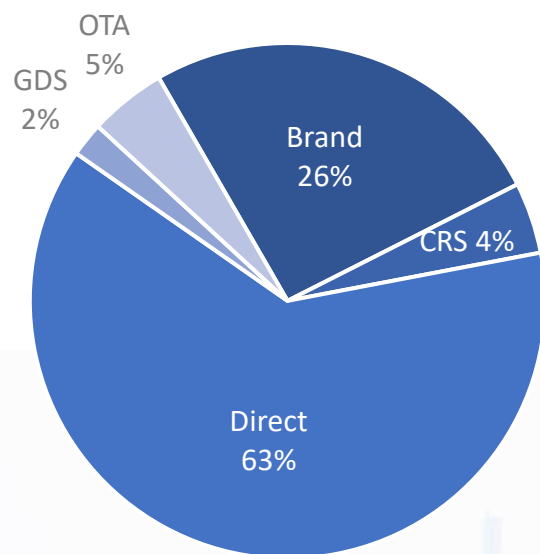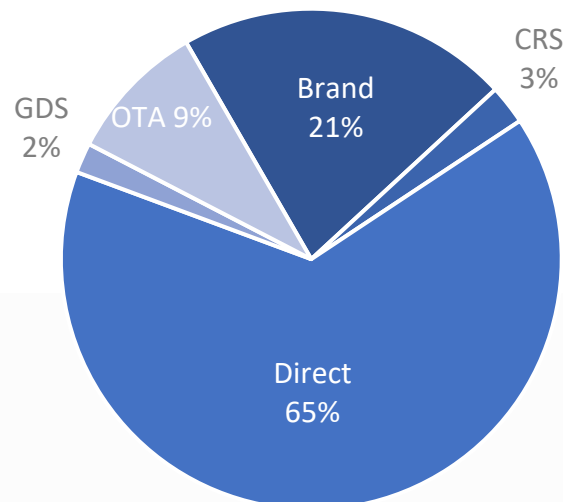- Negotiated 20%
- Unsold Block 35%
- Discount 17%
- Retail 13%

Year-on-Year Channel Mix | Greater China

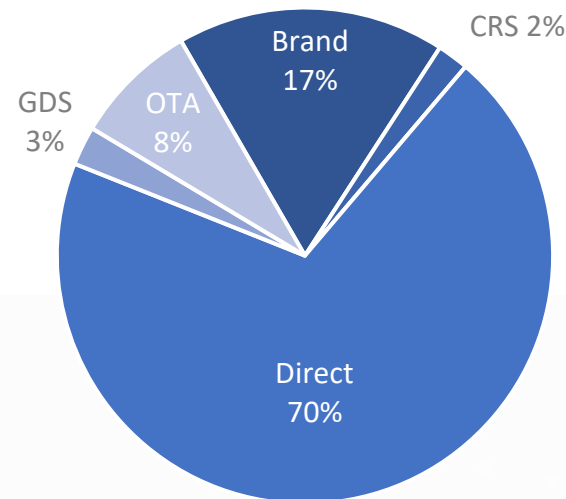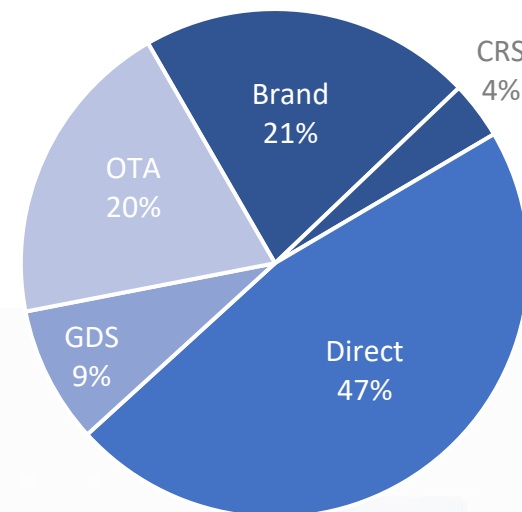Distribution channel mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.

2022

- OTA 5%
- GDS 2%
- Brand 26%
- CRS 4%
- Direct 63%

2021

- GDS 2%
- OTA 9%
- Brand 21%
- CRS 3%
- Direct 65%

2020

- GDS 3%
- OTA 8%
- Brand 17%
- CRS 2%
- Direct 70%

2019

- OTA 20%
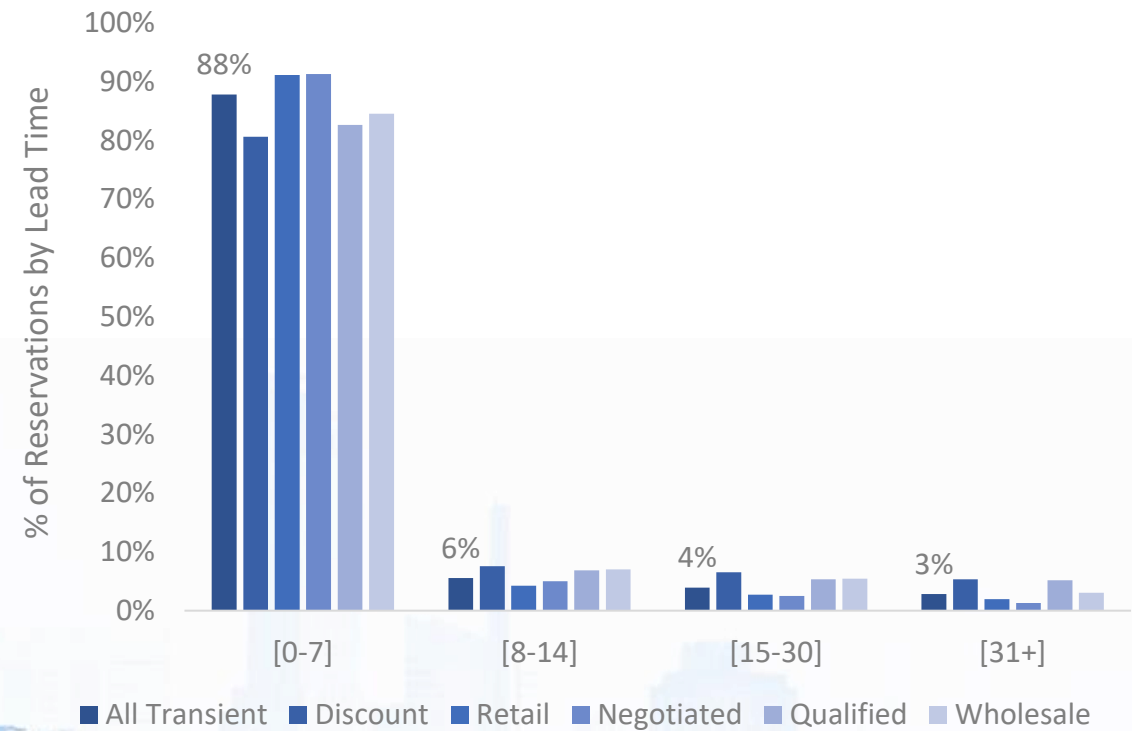- GDS 9%
- Brand 21%
- CRS 4%
- Direct 47%

Transient Lead Time by Segment & Channel | Greater China

Percent of transient reservations booked by lead time bucket based on the previous 5 weeks of booking activity.
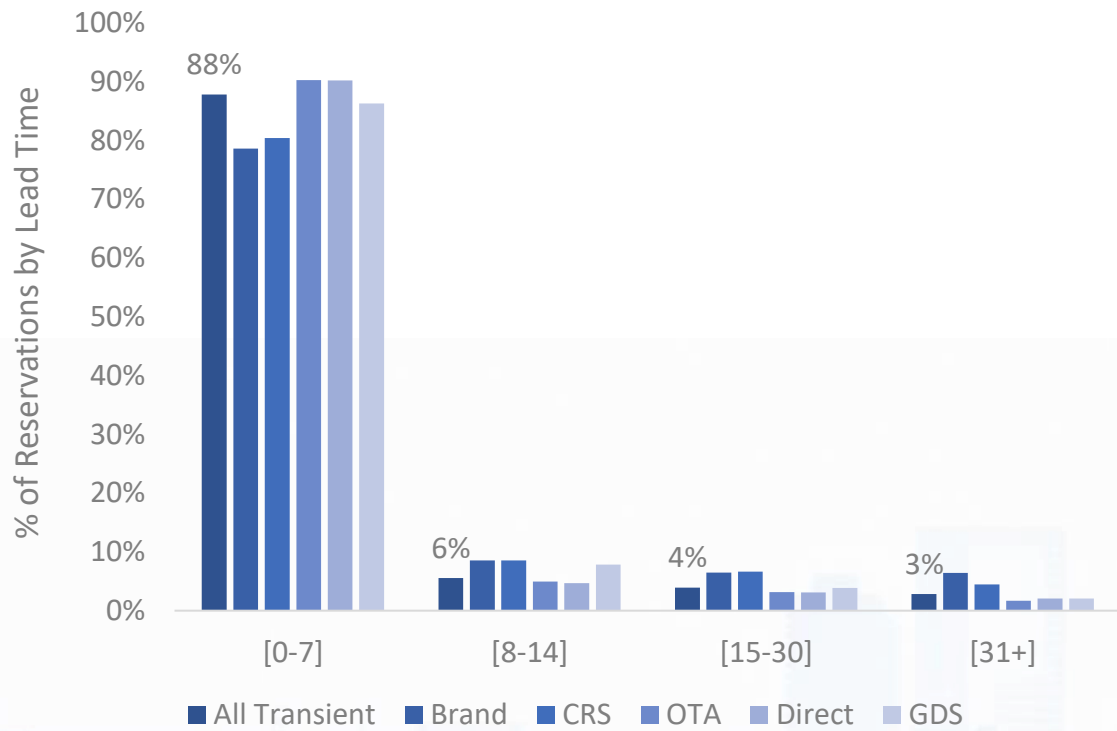
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Lead Time by Segment

88% · 6% · 4% · 3%

Buckets: [0-7] · [8-14] · [15-30] · [31+]

Legend: ■ All Transient ■ Discount ■ Retail ■ Negotiated ■ Qualified ■ Wholesale

Lead Time by Channel

88% · 6% · 4% · 3%

Buckets: [0-7] · [8-14] · [15-30] · [31+]

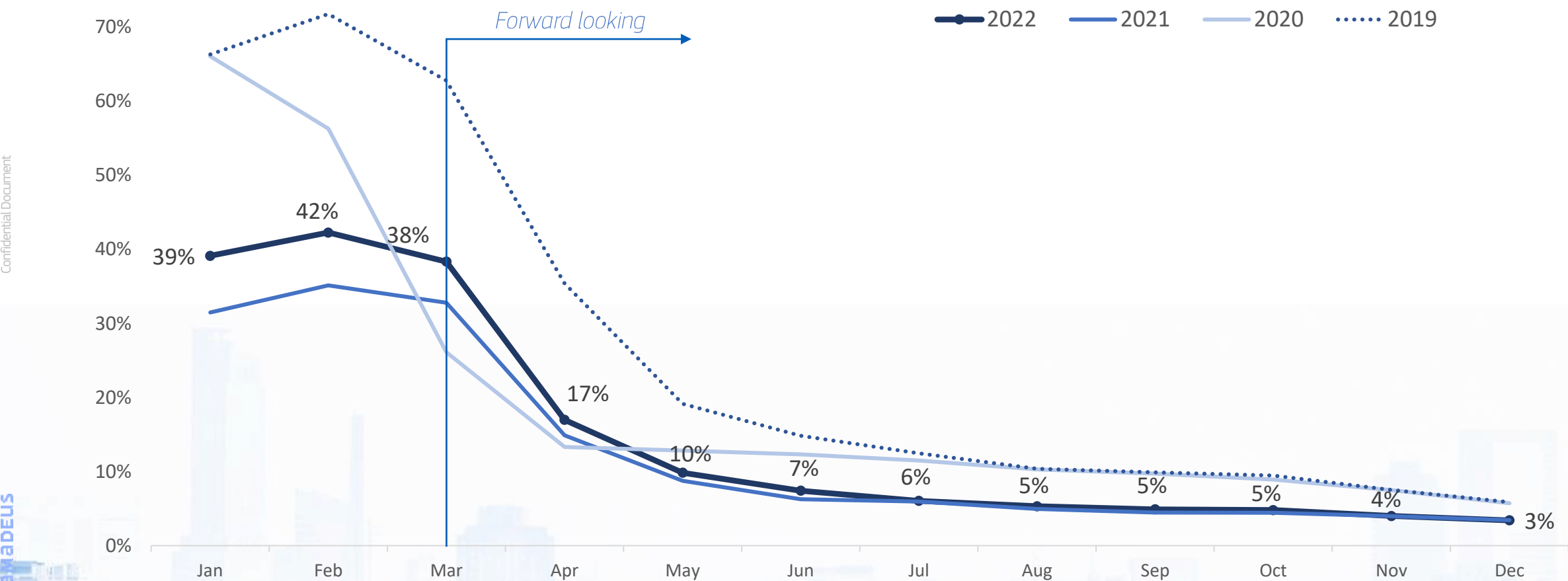Legend: ■ All Transient ■ Brand ■ CRS ■ OTA ■ Direct ■ GDS

Rest of Asia Pacific

Monthly Occupancy & Year-on-Year Variance | Rest of Asia Pacific

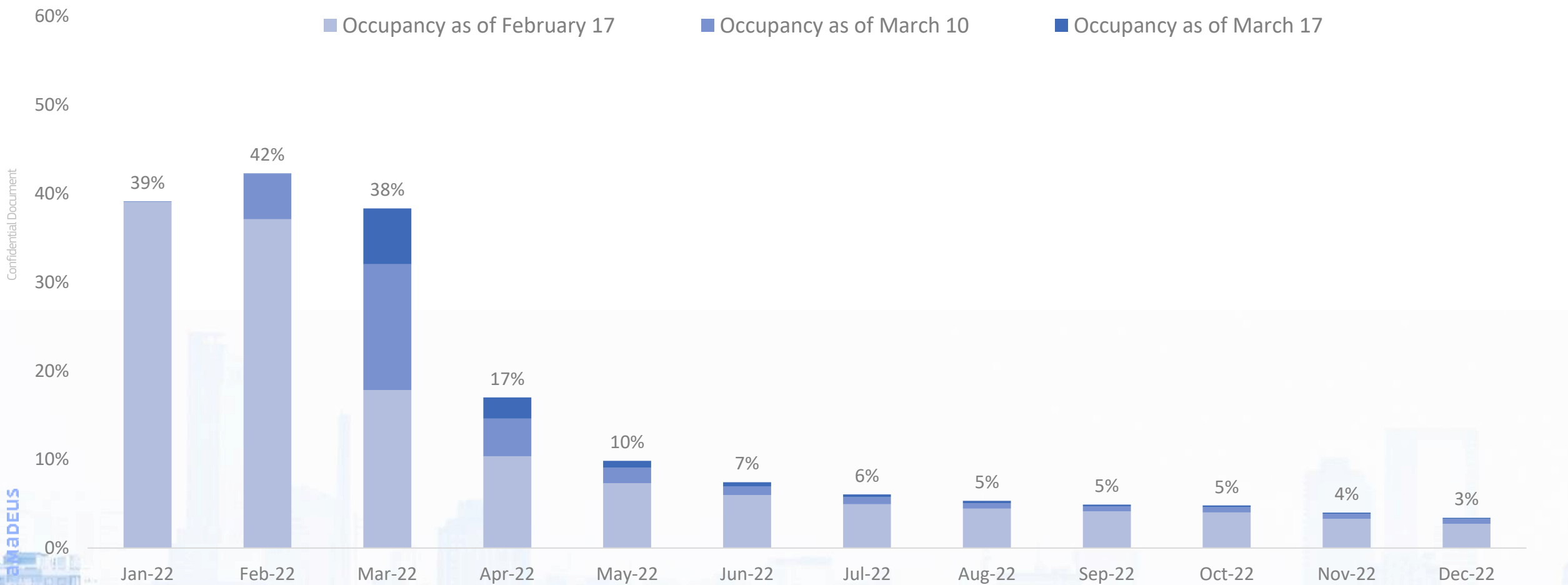On the books occupancy by month compared to last three years.

Legend: **2022** · **2021** · 2020 · 2019 (Forward looking)

2022 values: Jan 39%, Feb 42%, Mar 38%, Apr 17%, May 10%, Jun 7%, Jul 6%, Aug 5%, Sep 5%, Oct 5%, Nov 4%, Dec 3%

Monthly Occupancy & Pace | Rest of Asia Pacific

Occupancy and pace by month since mid-February.

Legend:
- Occupancy as of February 17
- Occupancy as of March 10
- Occupancy as of March 17

Bar values:
- Jan-22: 39%
- Feb-22: 42%
- Mar-22: 38%
- Apr-22: 17%
- May-22: 10%
- Jun-22: 7%
- Jul-22: 6%
- Aug-22: 5%
- Sep-22: 5%
- Oct-22: 5%
- Nov-22: 4%
- Dec-22: 3%

Occupancy by Market & Pace | Rest of Asia Pacific

Pace by market for April 2022 since mid-February.

- April Occupancy as of February 17
- April Occupancy as of March 10
- April Occupancy as of March 17

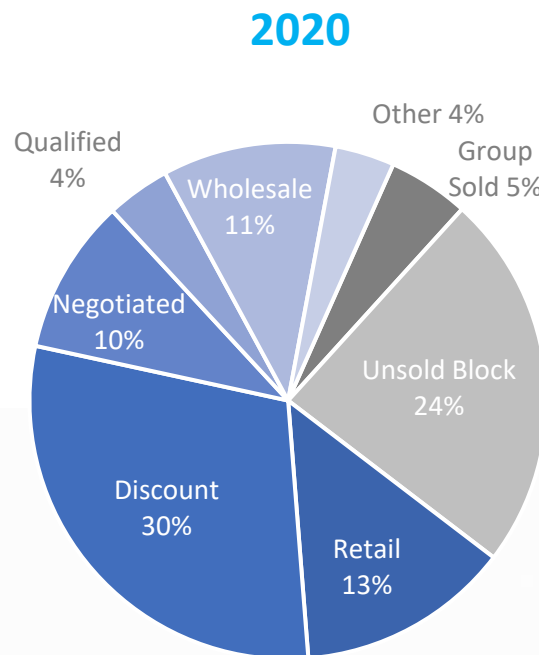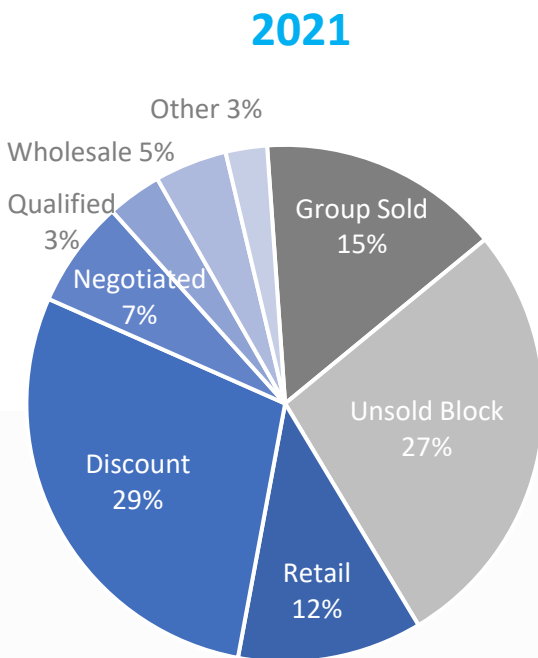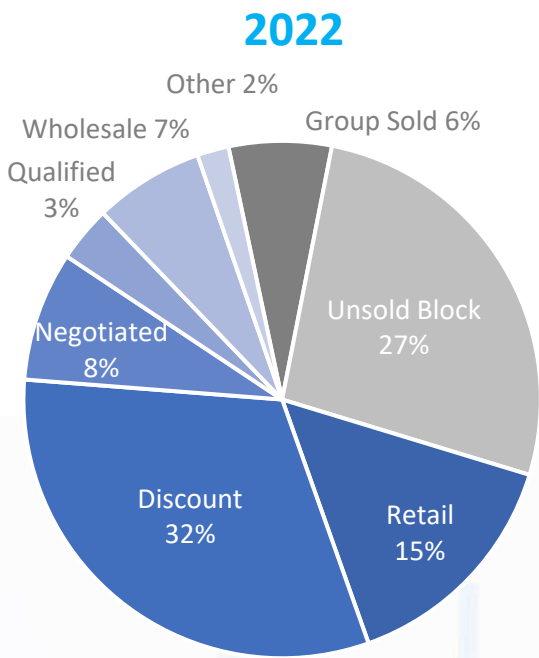| Bali ID	Bangkok	Chennai	Delhi	Goa	Jakarta	Kuala Lumpur	Melbourne AU	Mumbai	Osaka	Seoul	Sydney AU	Tokyo
8%	15%	12%	20%	37%	8%	4%	38%	30%	15%	22%	26%	23%

Year-on-Year Segmentation | Rest of Asia Pacific

Market segmentation mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.

2022

- Other 2%
- Wholesale 7%
- Qualified 3%
- Negotiated 8%
- Discount 32%
- Retail 15%
- Unsold Block 27%
- Group Sold 6%

2021

- Other 3%
- Wholesale 5%
- Qualified 3%
- Negotiated 7%
- Discount 29%
- Retail 12%
- Unsold Block 27%
- Group Sold 15%

2020

- Qualified 4%
- Wholesale 11%
- Negotiated 10%
- Discount 30%
- Retail 13%
- Unsold Block 24%
- Other 4%
- Group Sold 5%

2019

- Qualified 3%
- Wholesale 11%
- Negotiated 11%
- Discount 27%
- Retail 14%
- Unsold Block 23%
- Other 2%
- Group Sold 7%

Year-on-Year Channel Mix | Rest of Asia Pacific

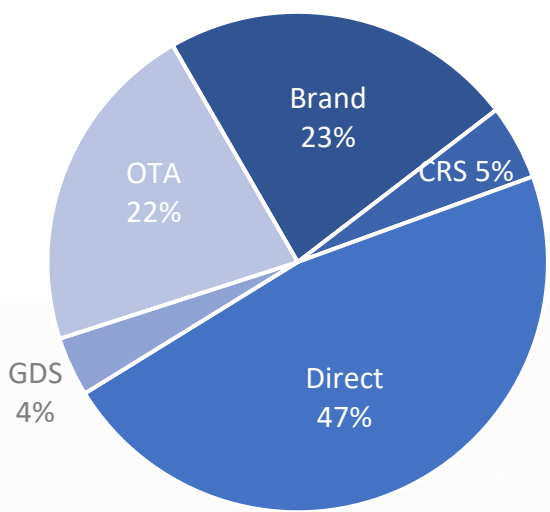Distribution channel mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.

2022

Brand 28%
CRS 4%
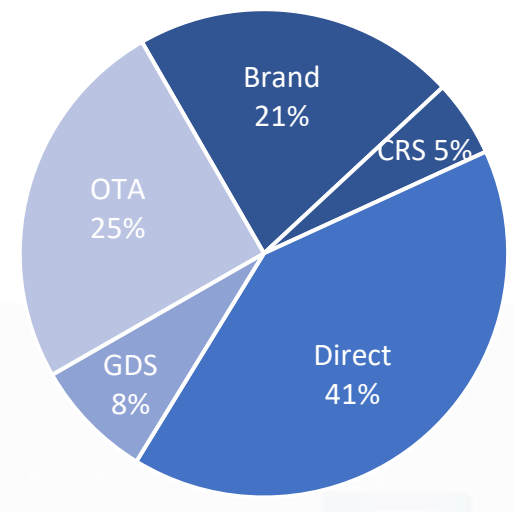Direct 44%
GDS 4%
OTA 20%

2021

Brand 21%
CRS 3%
Direct 57%
GDS 2%
OTA 17%

2020

Brand 23%
CRS 5%
Direct 47%
GDS 4%
OTA 22%

2019

Brand 21%
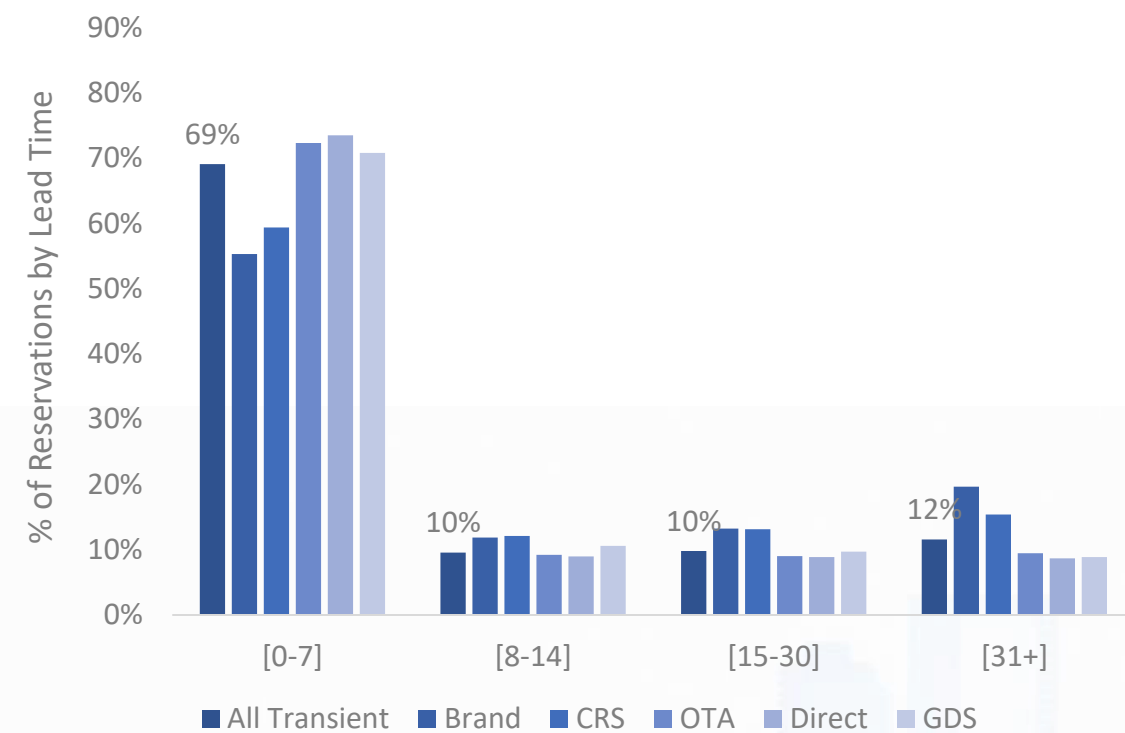CRS 5%
Direct 41%
GDS 8%
OTA 25%

Transient Lead Time by Segment & Channel | Rest of Asia Pacific

Percent of transient reservations booked by lead time bucket based on the previous 5 weeks of booking activity.

Confidential Document

Lead Time by Segment

% of Reservations by Lead Time

- All Transient
- Discount
- Retail
- Negotiated
- Qualified
- Wholesale

Lead Time by Channel

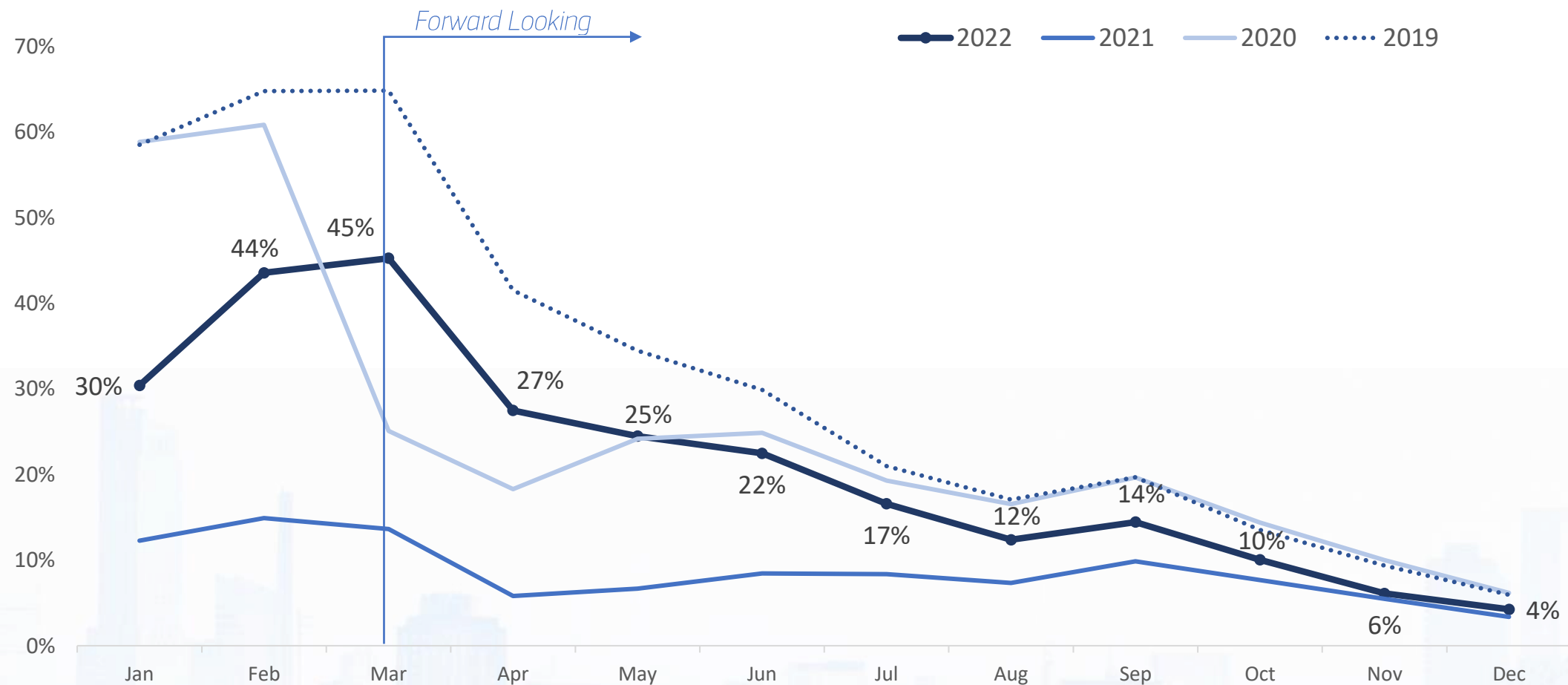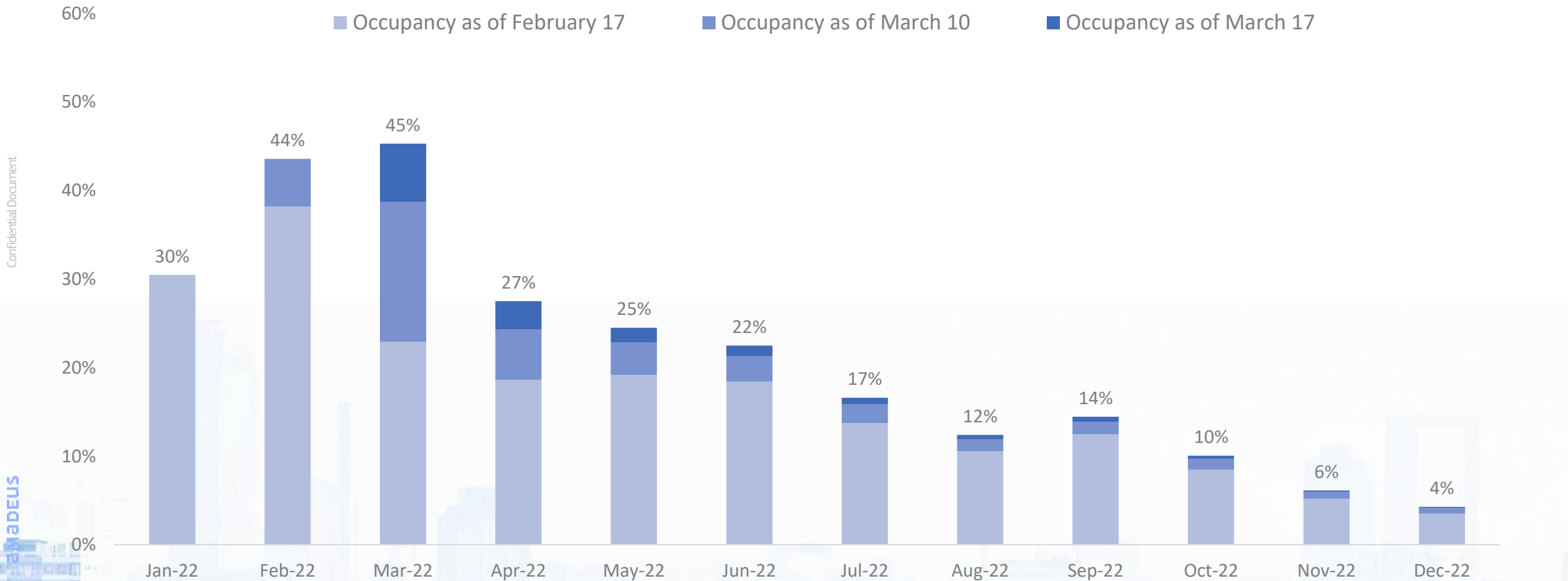% of Reservations by Lead Time

- All Transient
- Brand
- CRS
- OTA
- Direct
- GDS

aMaDEUS

Europe

Monthly Occupancy & Year-on-Year Variance | Europe

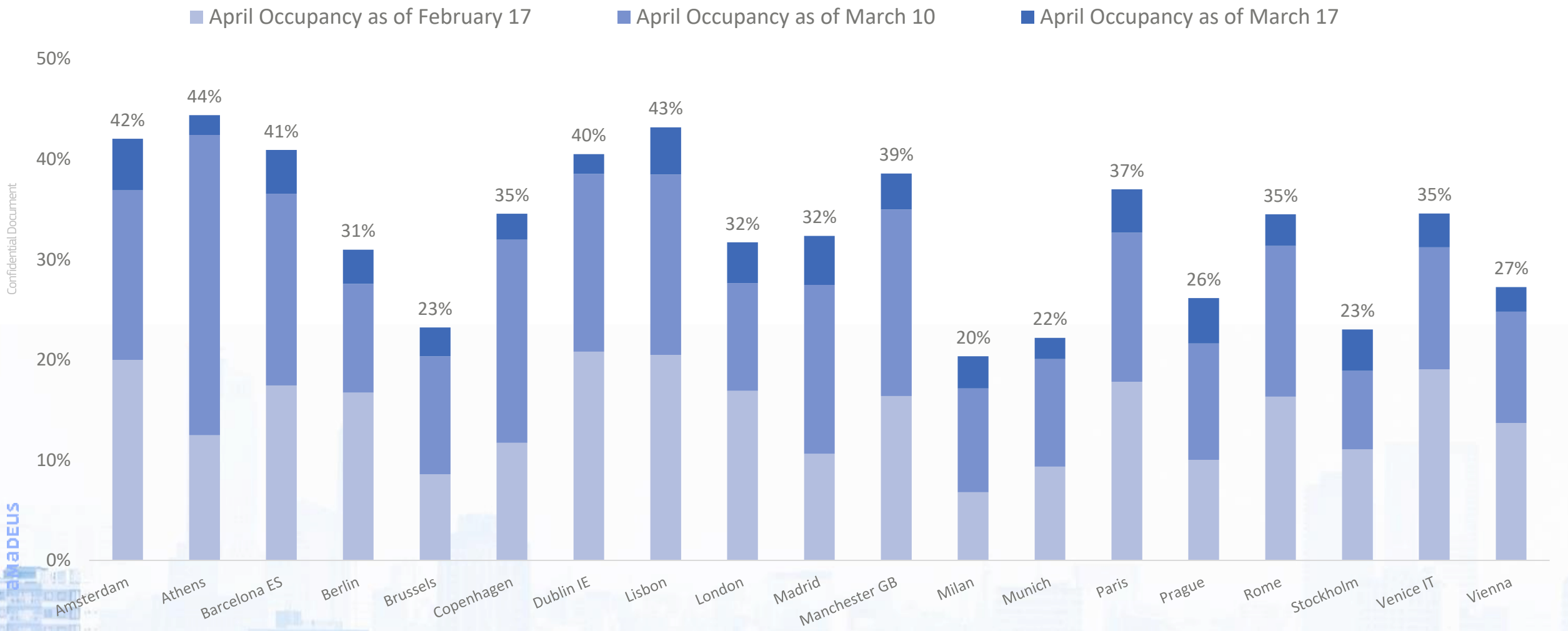On the books occupancy by month compared to last three years.

Forward Looking

Legend: **2022** ──●── 2021 ──── 2020 ──── 2019 ······

Data labels (2022 line): 30%, 44%, 45%, 27%, 25%, 22%, 17%, 12%, 14%, 10%, 6%, 4%

Monthly Occupancy & Pace | Europe

Occupancy and pace by month since mid-February.

Confidential Document

Legend: ■ Occupancy as of February 17 ■ Occupancy as of March 10 ■ Occupancy as of March 17

Month	Occupancy
Jan-22	30%
Feb-22	44%
Mar-22	45%
Apr-22	27%
May-22	25%
Jun-22	22%
Jul-22	17%
Aug-22	12%
Sep-22	14%
Oct-22	10%
Nov-22	6%
Dec-22	4%

Occupancy by Market & Pace | Europe

Pace by market for April 2022 since mid-February.

■ April Occupancy as of February 17 ■ April Occupancy as of March 10 ■ April Occupancy as of March 17

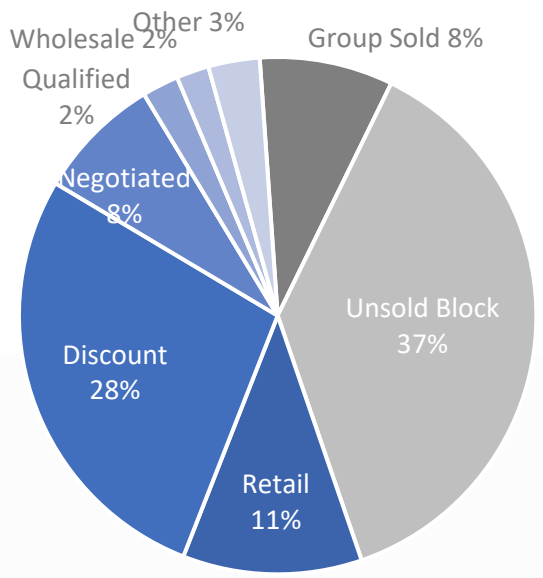| Market	%
Amsterdam	42%
Athens	44%
Barcelona ES	41%
Berlin	31%
Brussels	23%
Copenhagen	35%
Dublin IE	40%
Lisbon	43%
London	32%
Madrid	32%
Manchester GB	39%
Milan	20%
Munich	22%
Paris	37%
Prague	26%
Rome	35%
Stockholm	23%
Venice IT	35%
Vienna	27%

Year-on-Year Segmentation | Europe

Market segmentation mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.

2022
Other 1%
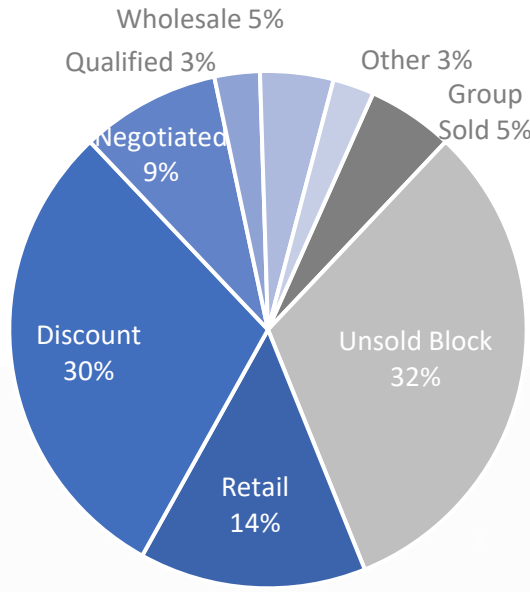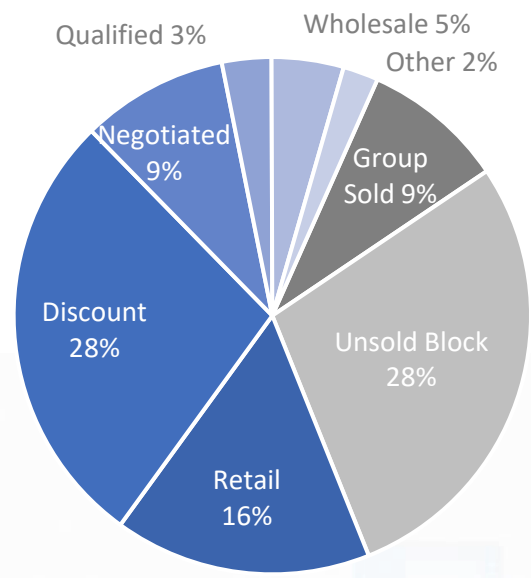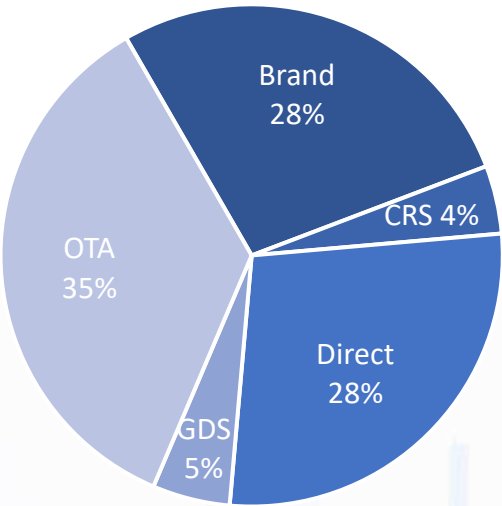Wholesale 4%
Qualified 3%
Group Sold 7%
Negotiated 6%
Unsold Block 31%
Discount 31%
Retail 16%

2021
Other 3%
Wholesale 2%
Qualified 2%
Group Sold 8%
Negotiated 8%
Unsold Block 37%
Discount 28%
Retail 11%

2020
Wholesale 5%
Qualified 3%
Other 3%
Group Sold 5%
Negotiated 9%
Unsold Block 32%
Discount 30%
Retail 14%

2019
Qualified 3%
Wholesale 5%
Other 2%
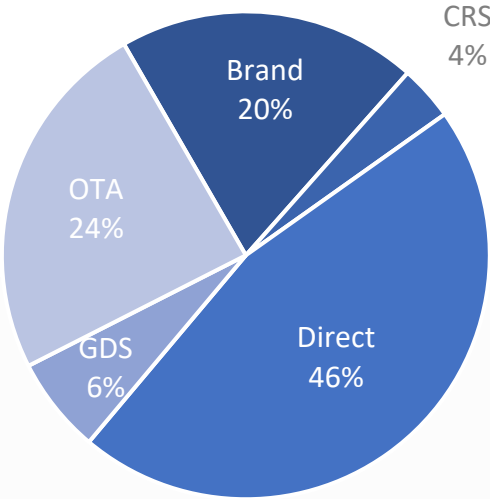Negotiated 9%
Group Sold 9%
Unsold Block 28%
Discount 28%
Retail 16%
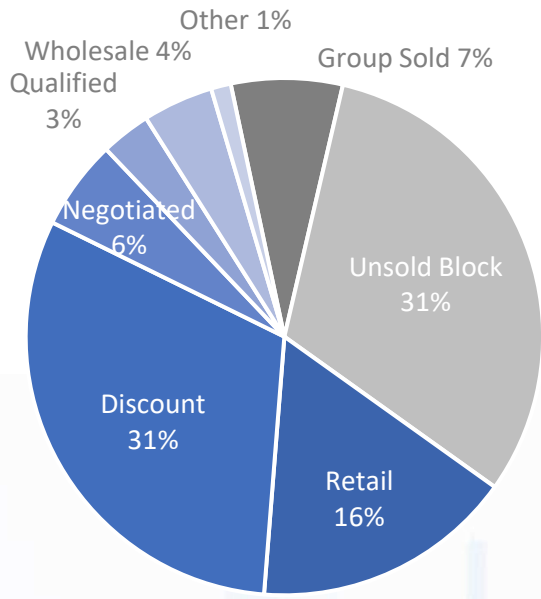
Year-on-Year Channel Mix | Europe

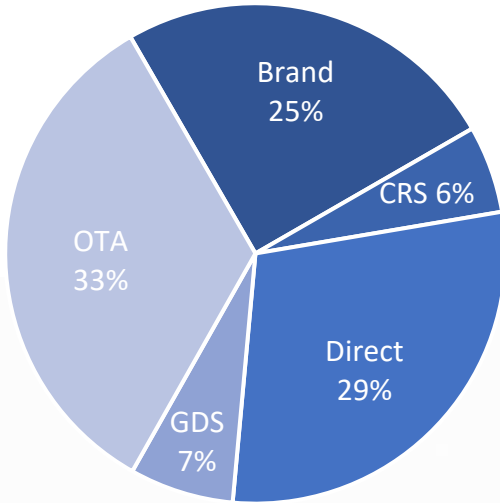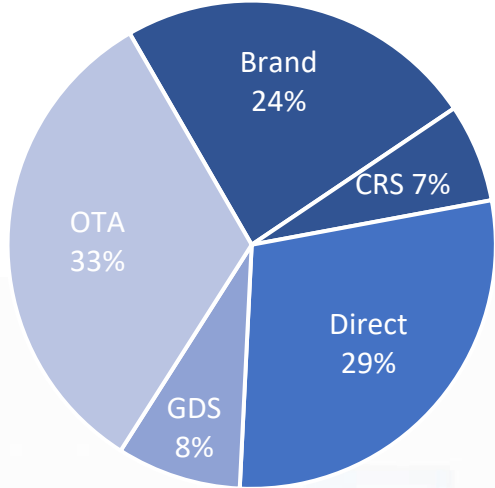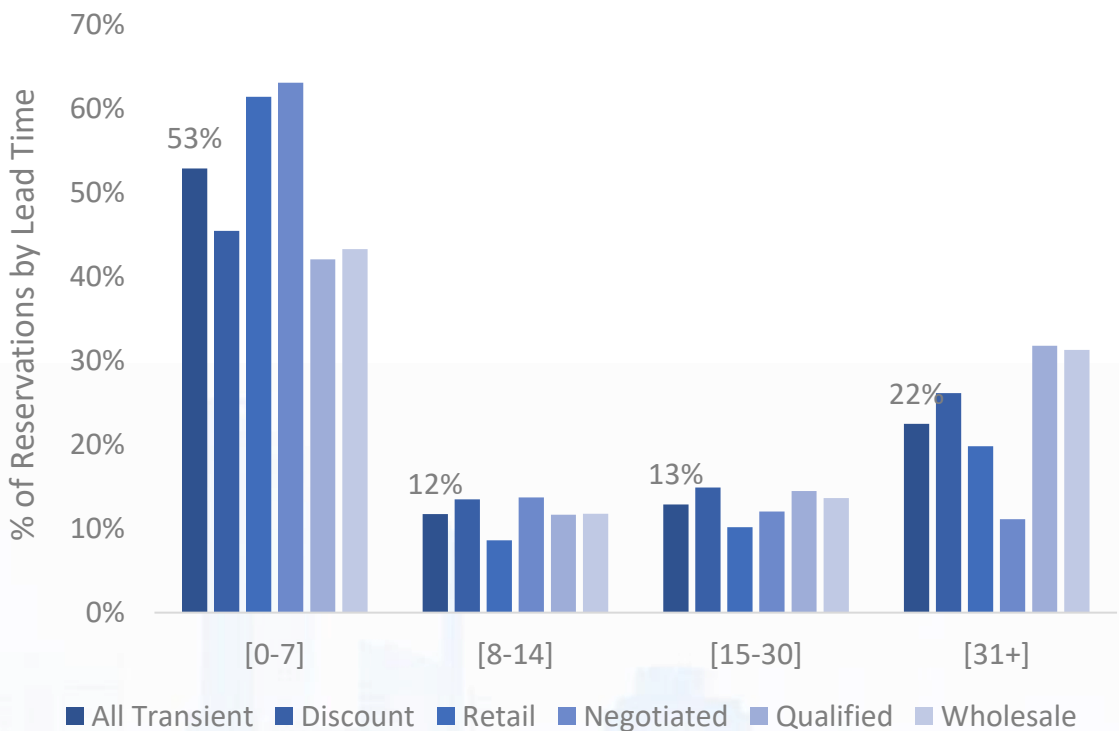Distribution channel mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.

2022

Brand 28%
CRS 4%
Direct 28%
GDS 5%
OTA 35%

2021

CRS 4%
Brand 20%
OTA 24%
GDS 6%
Direct 46%

2020

Brand 25%
CRS 6%
OTA 33%
GDS 7%
Direct 29%

2019

Brand 24%
CRS 7%
OTA 33%
GDS 8%
Direct 29%

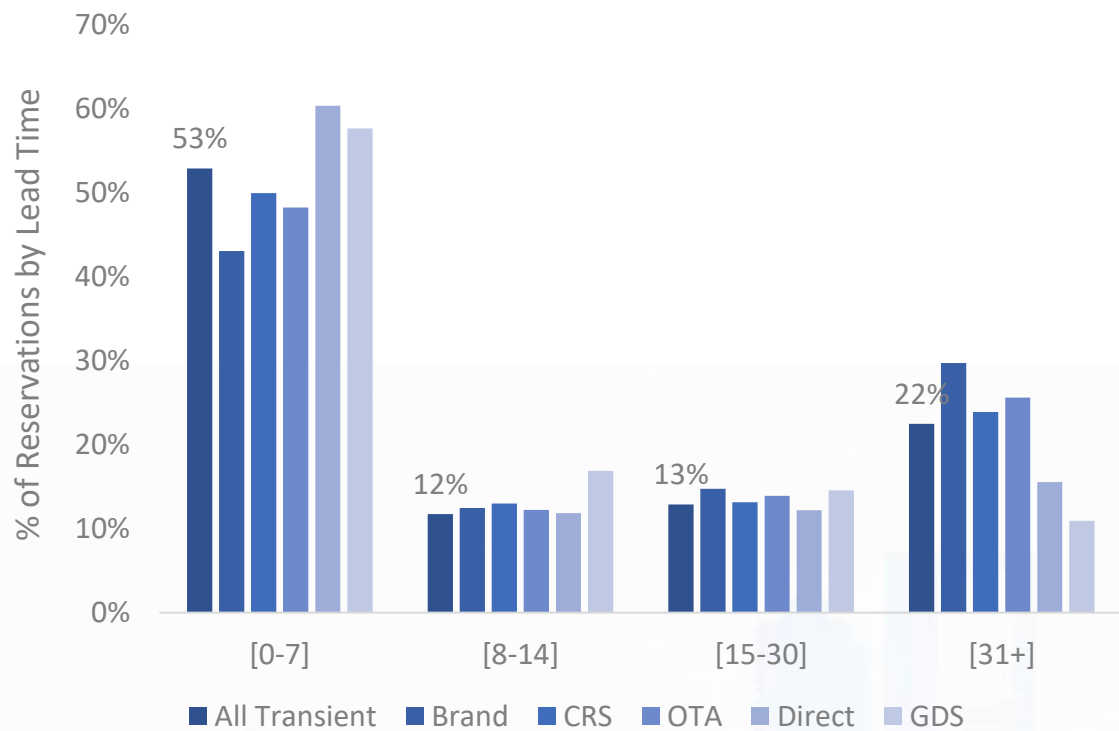**Source:** Amadeus Demand360® data as of March 17, 2022

Transient Lead Time by Segment & Channel | Europe

Percent of transient reservations booked by lead time bucket based on the previous 5 weeks of booking activity.

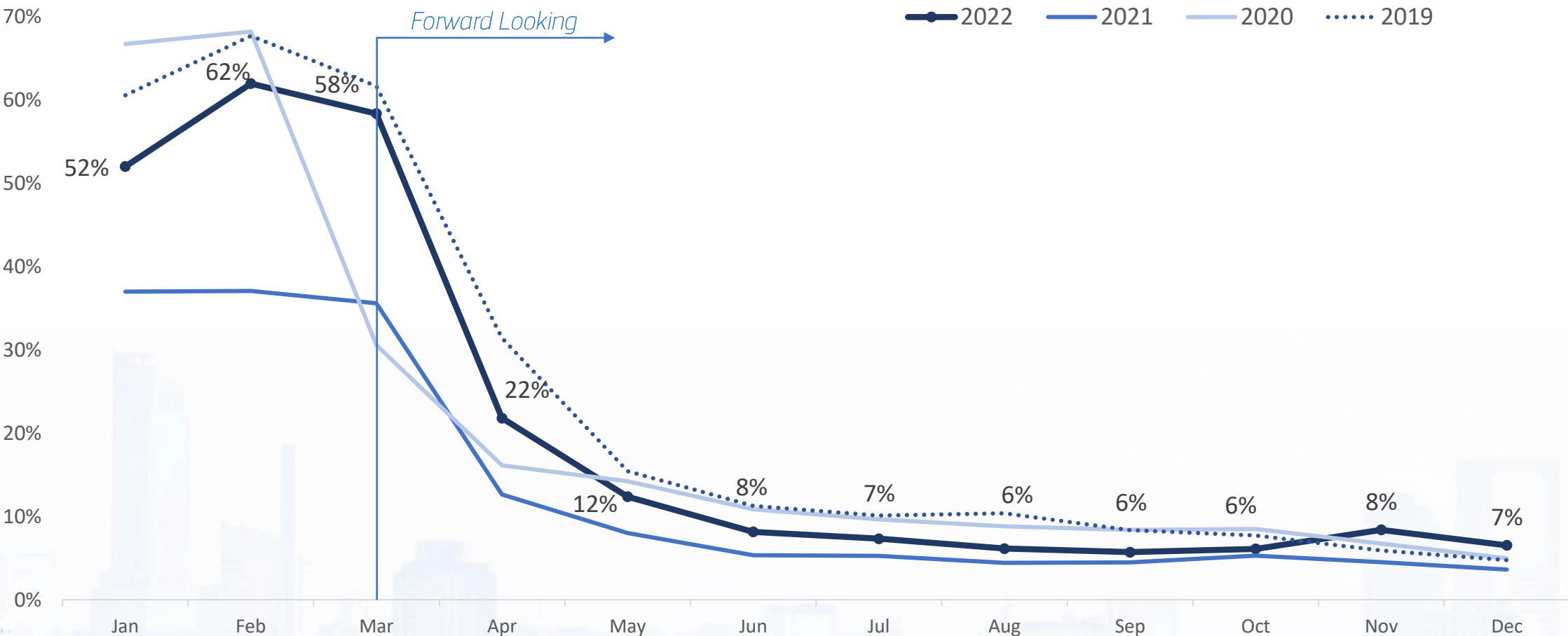Lead Time by Segment

Lead Time by Channel

Middle East & Africa

Monthly Occupancy & Year-on-Year Variance | Middle East & Africa

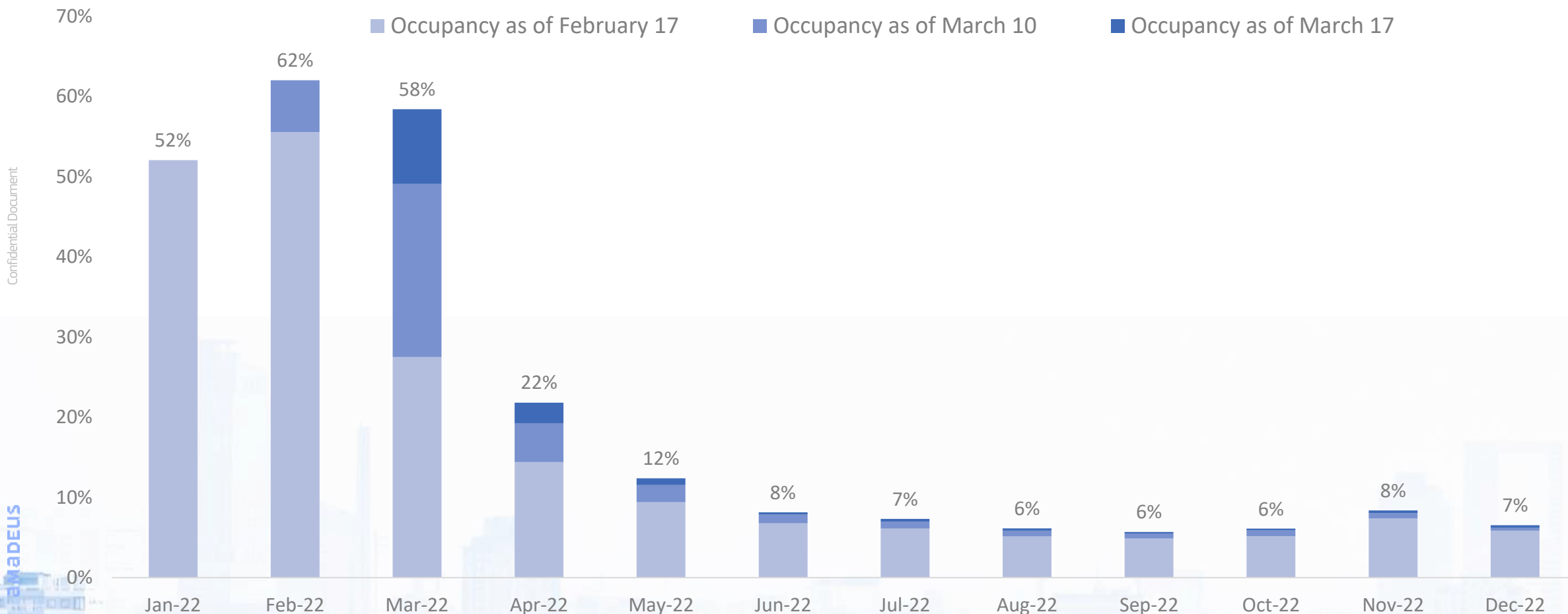On the books occupancy by month compared to last three years.

Forward Looking

Legend: 2022　2021　2020　2019

Data labels: 52%, 62%, 58%, 22%, 12%, 8%, 7%, 6%, 6%, 6%, 8%, 7%

Monthly Occupancy & Pace | Middle East & Africa

Monthly Occupancy and pace since mid-February.

Legend: Occupancy as of February 17 | Occupancy as of March 10 | Occupancy as of March 17

Month	Occupancy
Jan-22	52%
Feb-22	62%
Mar-22	58%
Apr-22	22%
May-22	12%
Jun-22	8%
Jul-22	7%
Aug-22	6%
Sep-22	6%
Oct-22	6%
Nov-22	8%
Dec-22	7%

Occupancy by Market & Pace | Middle East & Africa

Pace by market for April 2022 since mid-February.

■ April Occupancy as of February 17   ■ April Occupancy as of March 10   ■ April Occupancy as of March 17
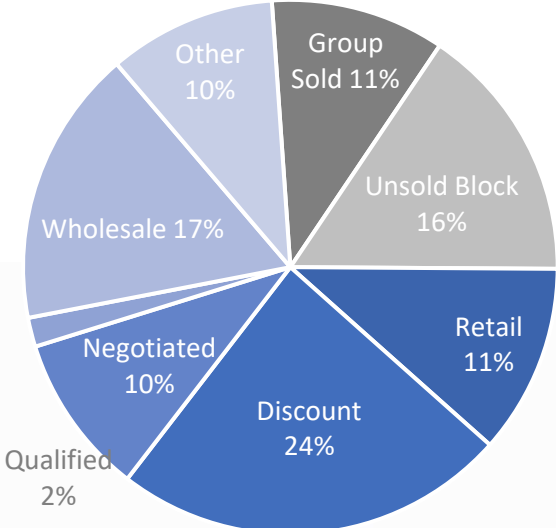
Year-on-Year Segmentation | Middle East & Africa

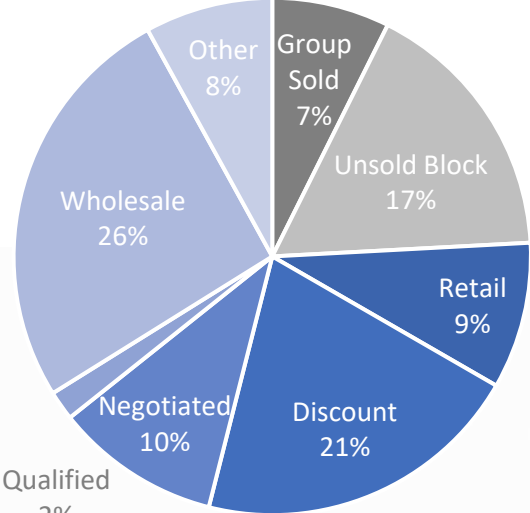Market segmentation mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.
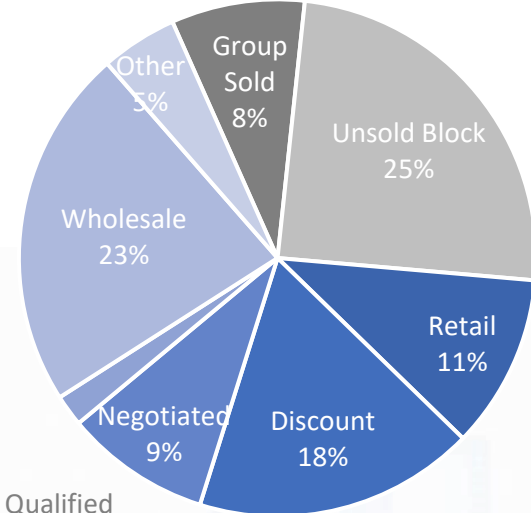
2022

- Group Sold 4%
- Other 5%
- Unsold Block 18%
- Retail 13%
- Discount 25%
- Qualified 2%
- Negotiated 7%
- Wholesale 25%

2021

- Group Sold 11%
- Other 10%
- Unsold Block 16%
- Retail 11%
- Discount 24%
- Qualified 2%
- Negotiated 10%
- Wholesale 17%

2020

- Group Sold 7%
- Other 8%
- Unsold Block 17%
- Retail 9%
- Discount 21%
- Qualified 2%
- Negotiated 10%
- Wholesale 26%

2019

- Group Sold 8%
- Other 5%
- Unsold Block 25%
- Retail 11%
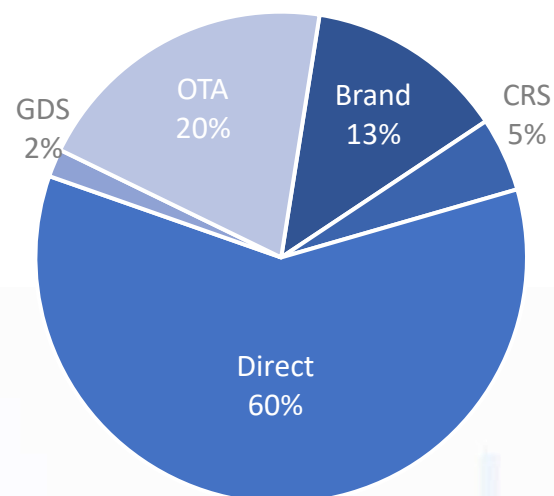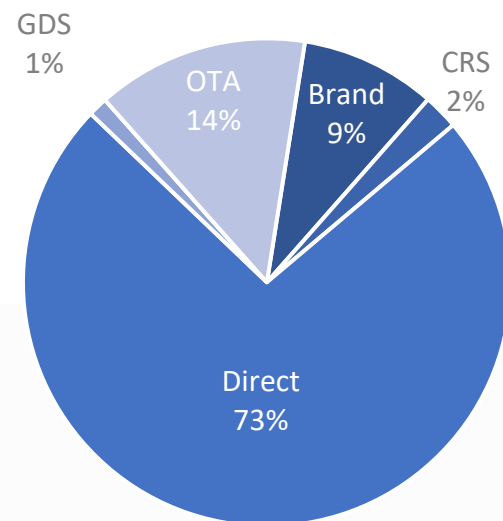- Discount 18%
- Qualified 2%
- Negotiated 9%
- Wholesale 23%

Year-on-Year Channel Mix | Middle East & Africa

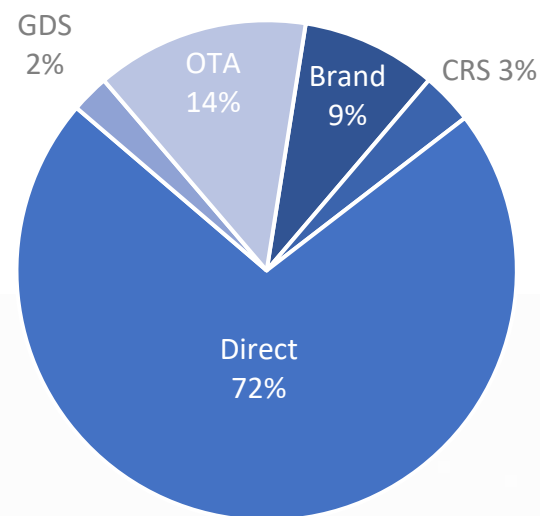Distribution channel mix for April 2022 on-the-books same time April 2021, 2020, and 2019.
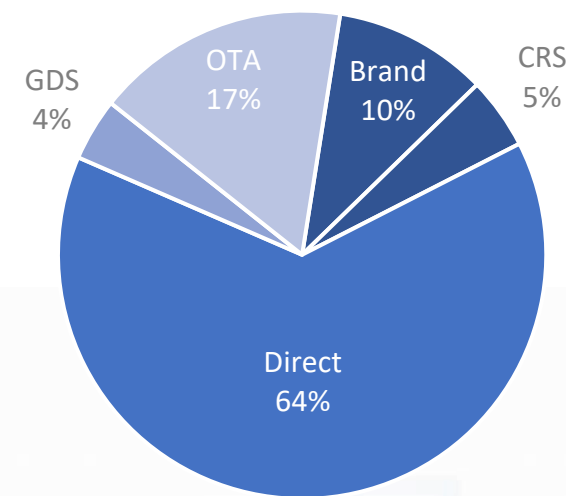
2022

GDS 2%
OTA 20%
Brand 13%
CRS 5%
Direct 60%

2021

GDS 1%
OTA 14%
Brand 9%
CRS 2%
Direct 73%

2020

GDS 2%
OTA 14%
Brand 9%
CRS 3%
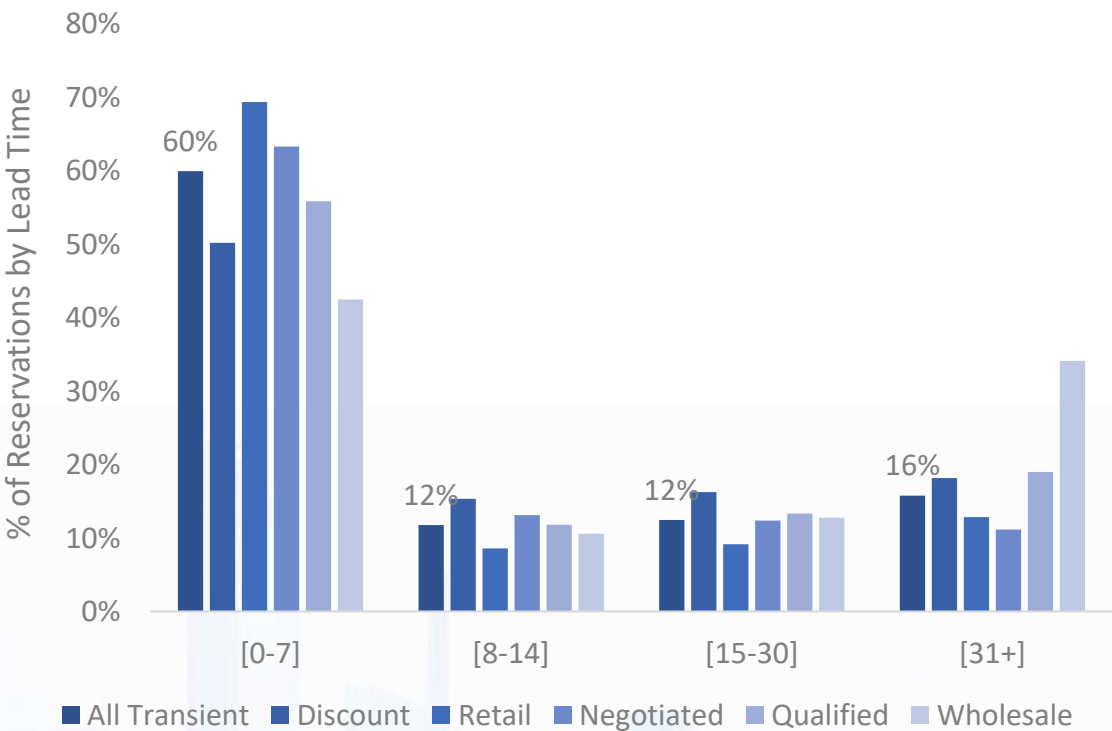Direct 72%

2019

GDS 4%
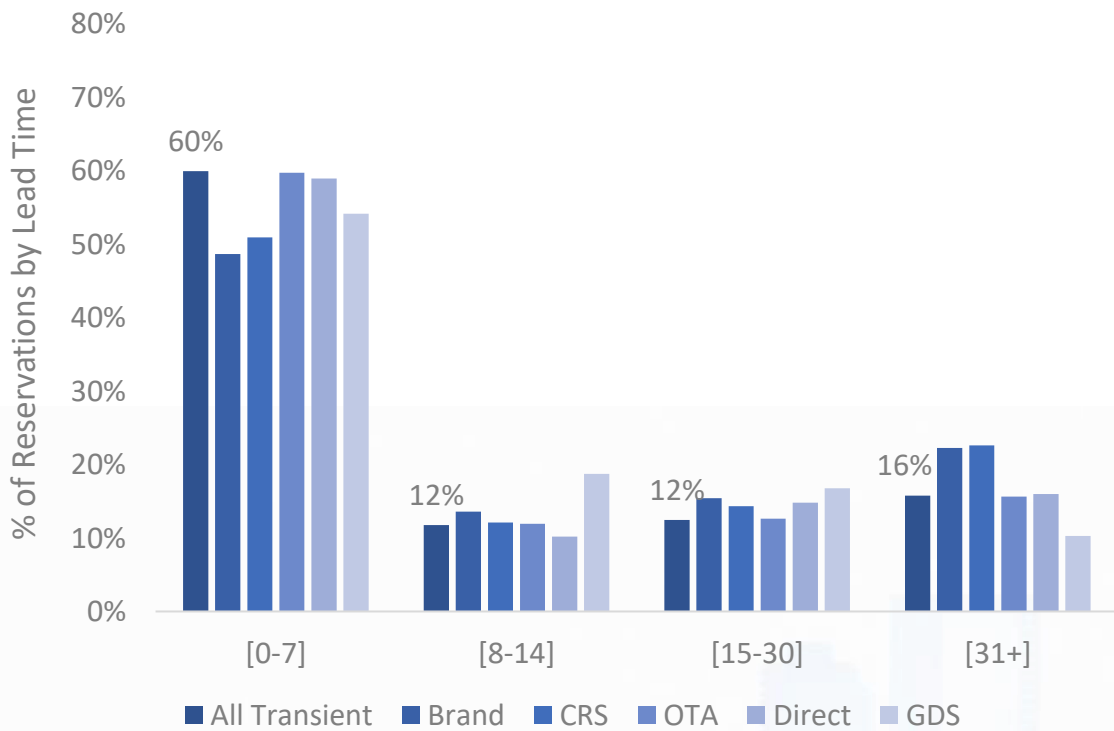OTA 17%
Brand 10%
CRS 5%
Direct 64%

Transient Lead Time by Segment & Channel | Middle East & Africa

Percent of transient reservations booked by lead time bucket based on the previous 5 weeks of booking activity.

Lead Time by Segment

Y-axis: % of Reservations by Lead Time

Legend: All Transient, Discount, Retail, Negotiated, Qualified, Wholesale

X-axis buckets: [0-7] 60%, [8-14] 12%, [15-30] 12%, [31+] 16%

Lead Time by Channel

Y-axis: % of Reservations by Lead Time

Legend: All Transient, Brand, CRS, OTA, Direct, GDS

X-axis buckets: [0-7] 60%, [8-14] 12%, [15-30] 12%, [31+] 16%
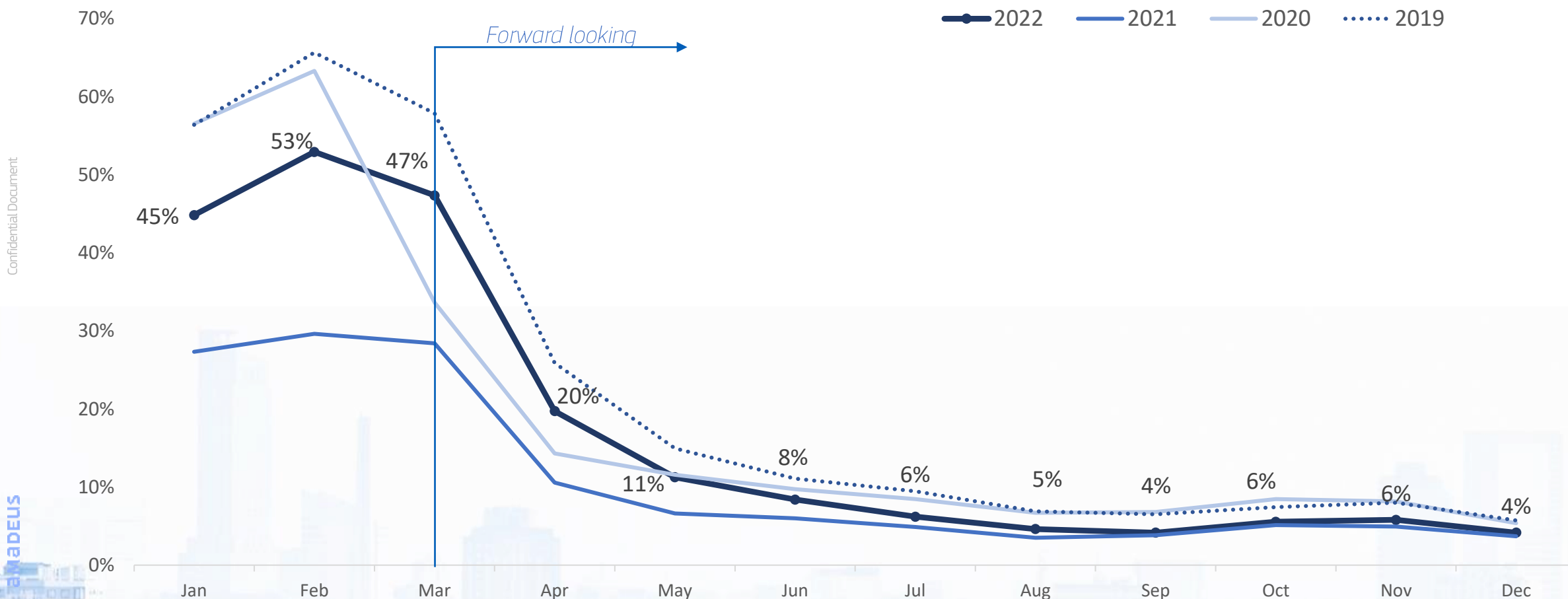
Latin America

Monthly Occupancy & Year-on-Year Variance | Latin America

On the books occupancy by month compared to last three years.

.

Legend: ● 2022 — 2021 — 2020 ···· 2019

Forward looking

Data labels: 45%, 53%, 47%, 20%, 11%, 8%, 6%, 5%, 4%, 6%, 6%, 4%

Y-axis: 0%, 10%, 20%, 30%, 40%, 50%, 60%, 70%

X-axis: Jan, Feb, Mar, Apr, May, Jun, Jul, Aug, Sep, Oct, Nov, Dec

Monthly Occupancy & Pace | Latin America

Occupancy and pace by month since mid-February.

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■ Occupancy as of February 17   ■ Occupancy as of March 10   ■ Occupancy as of March 17

	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22
	45%	53%	47%	20%	11%	8%	6%	5%	4%	6%	6%	4%

Occupancy by Market & Pace | Latin America

Pace by market for April 2022 since mid-February.

Legend:
- April Occupancy as of February 17
- April Occupancy as of March 10
- April Occupancy as of March 17

Values by market:
- Acapulco: 33%
- Bogota: 15%
- Buenos Aires: 28%
- Cancun: 47%
- Cartagena: 50%
- Guadalajara: 15%
- Lima PE: 35%
- Los Cabos: 60%
- Mexico City: 16%
- Monterrey: 17%
- Panama City: 17%
- Rio de Janeiro: 36%
- San Jose: 29%
- Santiago CL: 21%
- Sao Paulo: 33%

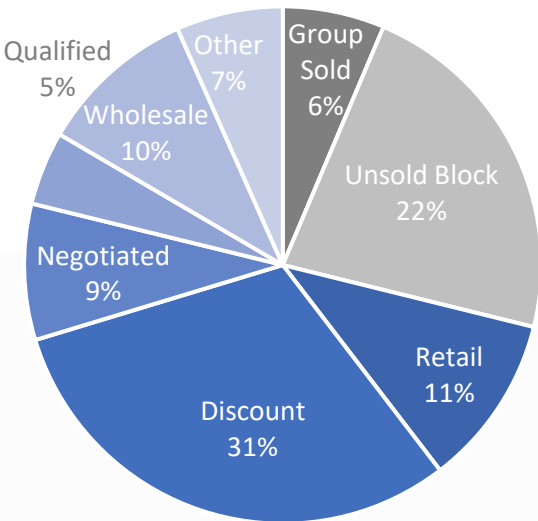Confidential Document

Year-on-Year Segmentation | Latin America

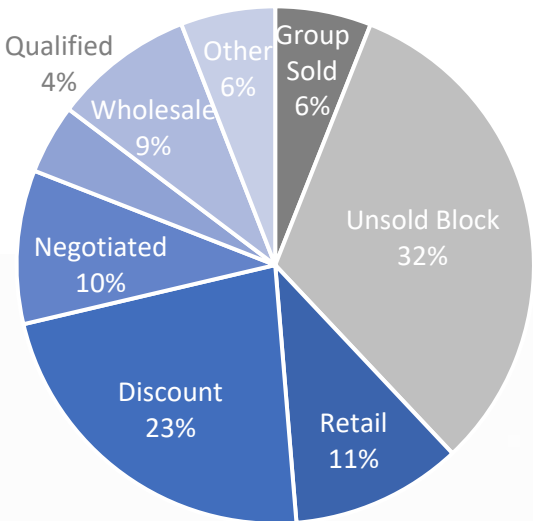Market segmentation mix for April 2022 on-the-books same time April 2021, 2020, and 2019.

2022

- Other 3%
- Qualified 4%
- Wholesale 9%
- Group Sold 10%
- Unsold Block 28%
- Retail 14%
- Discount 25%
- Negotiated 8%

2021

- Qualified 5%
- Other 7%
- Wholesale 10%
- Group Sold 6%
- Unsold Block 22%
- Negotiated 9%
- Discount 31%
- Retail 11%

2020

- Qualified 4%
- Other 6%
- Wholesale 9%
- Group Sold 6%
- Unsold Block 32%
- Negotiated 10%
- Discount 23%
- Retail 11%

2019

- Qualified 3%
- Other 5%
- Wholesale 8%
- Group Sold 13%
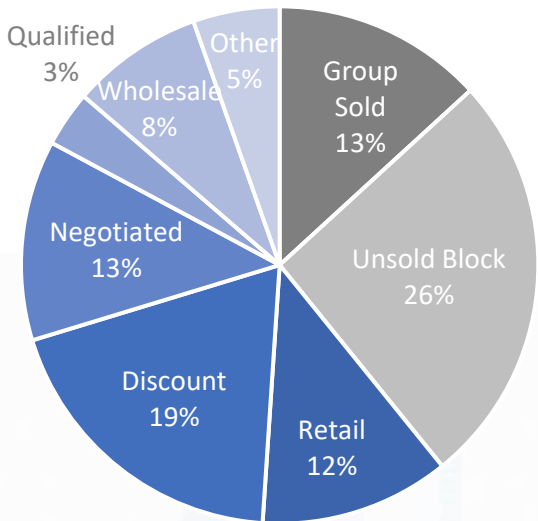- Unsold Block 26%
- Negotiated 13%
- Discount 19%
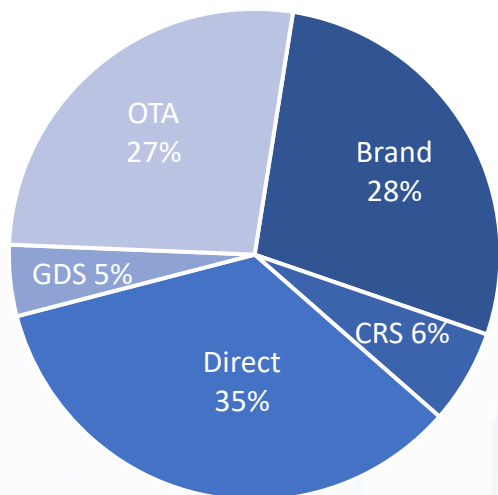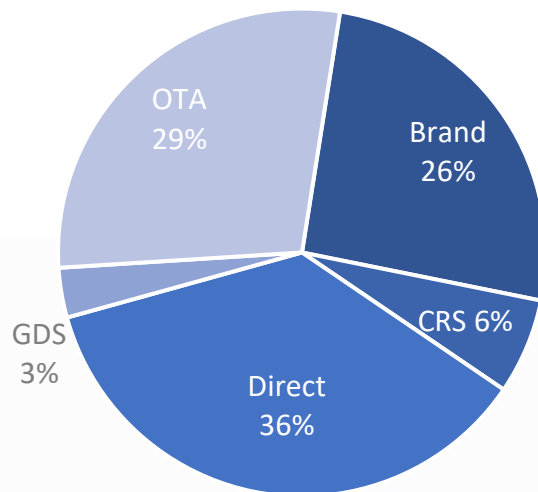- Retail 12%

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Year-on-Year Channel Mix | Latin America

Distribution channel mix for April 2022 on-the-books vs same time April 2021, 2020, and 2019.
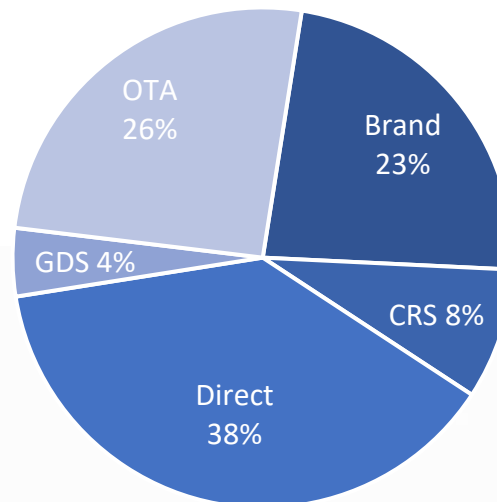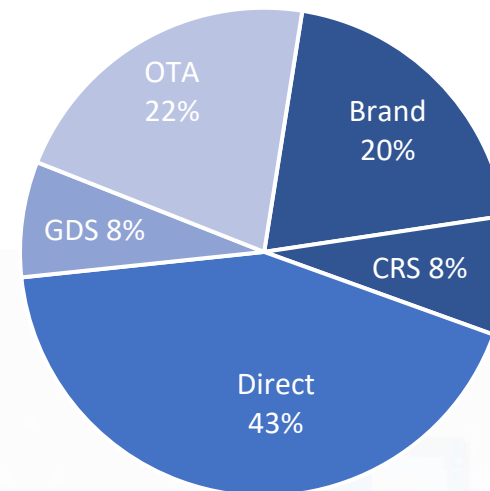
2022

- OTA 27%
- Brand 28%
- GDS 5%
- CRS 6%
- Direct 35%

2021

- OTA 29%
- Brand 26%
- GDS 3%
- CRS 6%
- Direct 36%

2020

- OTA 26%
- Brand 23%
- GDS 4%
- CRS 8%
- Direct 38%

2019

- OTA 22%
- Brand 20%
- GDS 8%
- CRS 8%
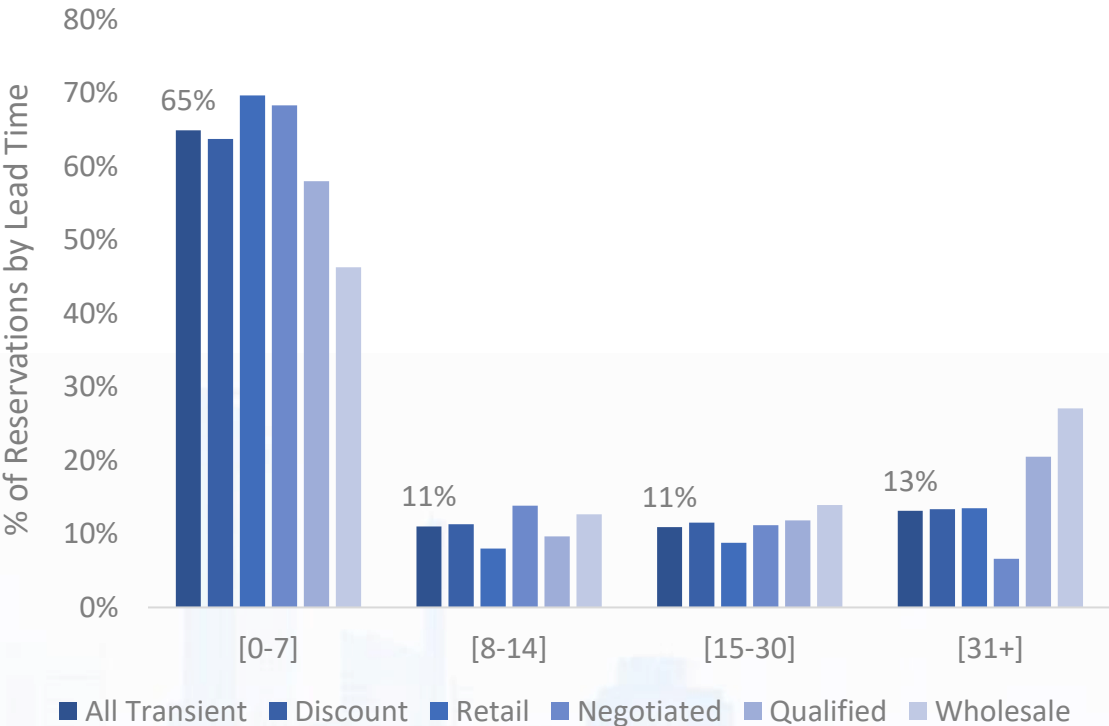- Direct 43%

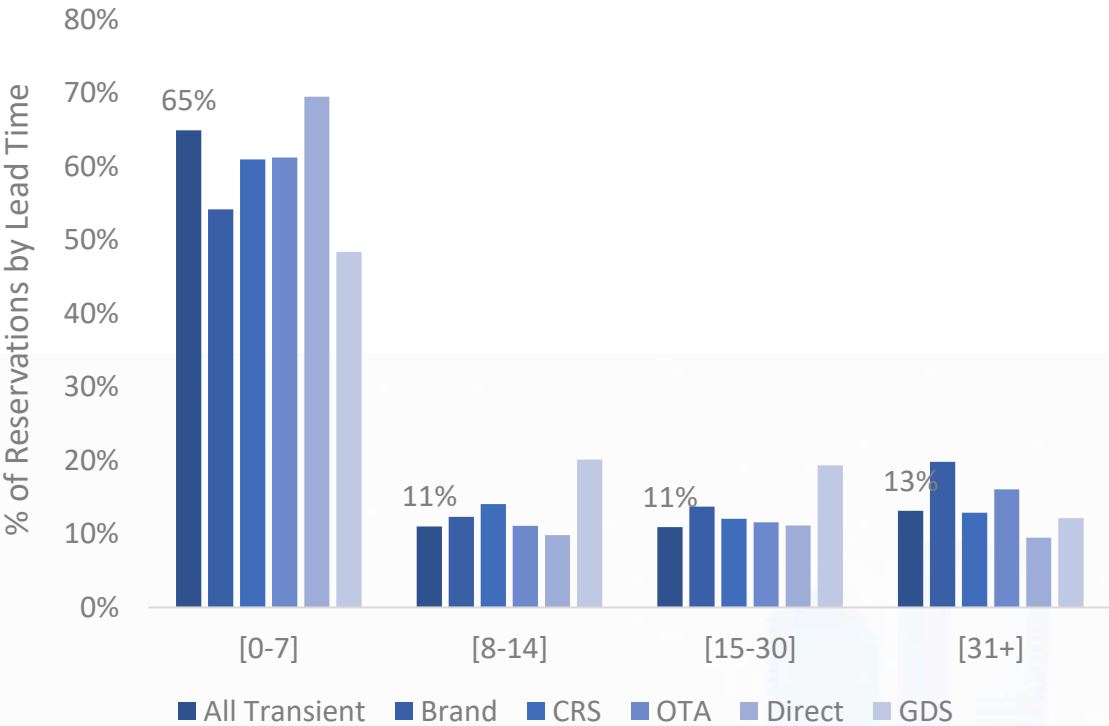**Source:** Amadeus Demand360® data as of March 17, 2022

Transient Lead Time by Segment & Channel | Latin America

Percent of transient reservations booked by lead time bucket based on the previous 5 weeks of booking activity.

Latin America Lead Time by Segment

Legend: All Transient, Discount, Retail, Negotiated, Qualified, Wholesale

Lead Time by Channel

Legend: All Transient, Brand, CRS, OTA, Direct, GDS

Visit our website to learn more about Recovery Insights.

To request time to talk with an Amadeus representative, please contact us.