# HTA REGULAR BOARD MEETING

Thursday, April 27, 2023

Hō 'ike 'Ikepili Noi 'i 'Oihana Ho 'omāka 'ika 'i
Presentation and Discussion of Current Market Insights and
Conditions in Hawai 'i and Key Major Hawai 'i Tourism
Markets, including the United States, Japan, Canada,
Oceania, and Cruise

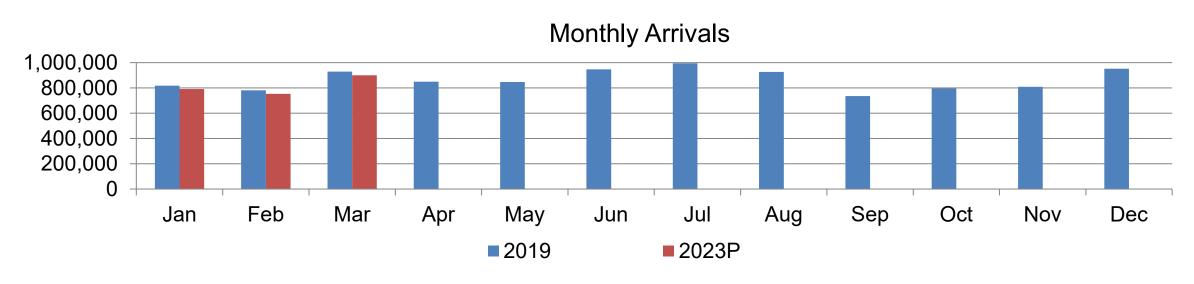
Jennifer Chun
Director of Tourism Research





# March 2023 Highlights – Expenditures and Arrivals





Note: 2022 and 2023 figures are preliminary.





# March 2023 Highlights by Market

<b>EXPENDITURES</b>				PPPD			
(\$mil.)	2023P	2022P	2019	SPENDING (\$)	2023P	2022P	2019
TOTAL (AIR)	1,833.6	1,524.6	1,484.9	TOTAL (AIR)	235.4	217.3	192.4
U.S. West	838.5	805.5	578.1	U.S. West	220.0	214.9	175.5
U.S. East	577.3	507.0	404.5	U.S. East	257.3	237.2	201.3
Japan	61.3	11.8	185.2	Japan	231.9	224.4	237.8
Canada	162.4	116.1	139.8	Canada	213.4	172.9	157.7
All Others	194.0	84.3	177.4	All Others	272.9	206.7	237.1

VISITOR			
ARRIVALS	2023P	2022P	2019
TOTAL (AIR)	892,239	785,715	917,026
U.S. West	464,295	452,752	399,049
U.S. East	245,466	233,286	225,648
Japan	40,039	4,038	133,858
Canada	64,377	54,475	76,913
All Others	78,062	41,164	81,558

AVERAGE DAILY			
CENSUS	2023P	2022P	2019
TOTAL (AIR)	251,314	226,375	248,930
U.S. West	122,926	120,920	106,250
U.S. East	72,376	68,942	64,823
Japan	8,530	1,698	25,125
Canada	24,552	21,660	28,604
All Others	22,930	13,155	24,128

Note: 2022 and 2023 figures are preliminary.





# March 2023 Highlights by Island

<b>EXPENDITURES</b>				PPPD			
(\$mil.)	2023P	2022P	2019	SPENDING (\$)	2023P	2022P	2019
Oʻahu	731.4	672.8	672.9	Oʻahu	213.3	226.0	194.3
Maui	619.9	458.8	443.3	Maui	285.2	231.4	206.2
Moloka'i	5.8	3.8	3.7	Molokaʻi	223.2	182.6	162.5
Lānaʻi	15.1	12.0	11.7	Lānaʻi	554.4	541.5	478.3
Kaua'i	222.5	159.9	152.6	Kauaʻi	247.4	189.2	170.6
Hawaiʻi Island	236.9	217.3	200.7	Hawaiʻi Island	191.7	185.8	172.6

VISITOR ARRIVALS	2023P	2022P	2019
Oʻahu	487,393	404,274	523,904
Maui	276,485	239,538	271,934
Moloka'i	4,401	3,367	4,948
Lānaʻi	6,426	5,340	8,964
Kaua'i	122,585	106,544	122,876
Hawaiʻi Island	161,172	141,854	161,087

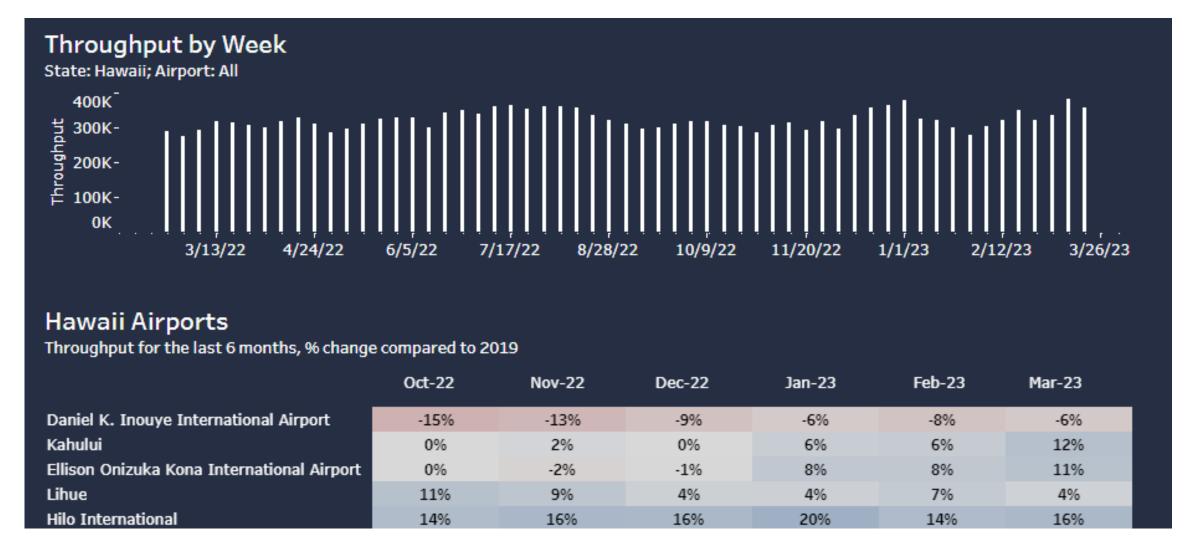
	AVERAGE DAILY CENSUS	2023P	2022P	2019
	Oʻahu	110,626	96,050	111,696
J	Maui	70,111	63,948	69,349
ı	Moloka'i	831	673	731
	Lānaʻi	880	715	789
l	Kaua'i	29,003	27,263	28,844
1	Hawaiʻi Island	39,862	37,725	37,520

Note: 2023 and 2022 figures are preliminary.





# March 2023 Highlights - Hawai'i Airport Throughput



Source: TSA by Tourism Economics





# March 2023 Highlights – Purpose of Trip

PURPOSE OF TRIP - % Total	Total b	y Air	US W	/est	US E	ast	Japa	an	Cana	ıda
	2023P	2019	2023P	2019	2023P	2019	2023P	2019	2023P	2019
Pleasure (Net)	84.3%	85.4%	84.6%	85.8%	81.5%	83.0%	88.0%	68.2%	94.8%	94.9%
Honeymoon/Get Married	3.5%	2.6%	2.2%	2.2%	2.9%	3.2%	10.5%	3.2%	1.6%	1.5%
Honeymoon	3.0%	2.2%	1.6%	1.7%	2.4%	2.8%	10.0%	2.7%	1.2%	1.4%
Get Married	0.7%	0.5%	0.7%	0.5%	0.7%	0.6%	1.2%	0.5%	0.4%	0.2%
Pleasure/Vacation	81.3%	83.2%	82.9%	84.1%	79.1%	80.4%	78.4%	66.4%	93.7%	93.6%
Mtgs/Conventions/Incentive	4.5%	3.6%	3.0%	2.7%	5.9%	5.1%	6.0%	11.4%	2.8%	2.8%
Conventions	2.0%	1.8%	1.7%	1.5%	3.3%	2.6%	0.9%	4.4%	1.2%	1.6%
Corporate Meetings	0.9%	0.9%	0.8%	0.7%	1.4%	1.2%	0.5%	1.5%	0.6%	0.4%
Incentive	1.7%	1.1%	0.6%	0.7%	1.5%	1.6%	4.7%	6.1%	1.0%	0.8%
Other Business	2.7%	2.3%	2.9%	2.4%	3.0%	2.3%	0.9%	3.4%	0.5%	0.4%
Visit Friends/Rel.	9.8%	10.7%	11.0%	11.4%	10.9%	11.4%	3.4%	13.6%	3.9%	3.2%
Gov't/Military	1.0%	1.0%	0.8%	0.7%	2.1%	1.8%	0.1%	0.8%	0.0%	0.0%
Attend School	0.2%	0.2%	0.1%	0.1%	0.1%	0.1%	0.6%	2.7%	0.1%	0.0%
Sport Events	0.5%	0.4%	0.7%	0.5%	0.5%	0.4%	0.3%	0.5%	0.2%	0.1%
Other	3.2%	2.3%	3.3%	2.1%	3.3%	2.5%	5.3%	6.1%	1.3%	1.1%

Note: 2023 figures are preliminary.





# March 2023 Highlights – Accommodation Choice

ACCOMMODATIONS - % Total	Total by Air		US West		US East		Japan		Canada	
	2023P	2019	2023P	2019	2023P	2019	2023P	2019	2023P	2019
Plan to stay in Hotel	56.7%	54.5%	51.3%	51.4%	60.4%	59.6%	74.2%	57.0%	50.1%	49.4%
Plan to stay in Condo	16.5%	18.5%	17.6%	19.2%	13.5%	15.0%	15.6%	19.7%	28.3%	31.9%
Plan to stay in Timeshare	8.2%	8.4%	8.8%	8.5%	7.7%	8.2%	11.5%	7.6%	9.1%	11.4%
Cruise Ship	1.3%	0.1%	0.5%	0.0%	3.0%	0.1%	0.0%	0.0%	0.9%	0.1%
Friends/Relatives	11.1%	11.7%	12.7%	12.4%	12.2%	12.2%	2.3%	13.0%	5.9%	5.4%
Bed & Breakfast	0.9%	1.0%	0.9%	1.0%	1.0%	1.1%	0.2%	0.2%	1.0%	0.8%
Rental House	11.0%	11.3%	12.5%	11.9%	11.1%	11.3%	0.3%	1.1%	11.3%	9.7%
Hostel	0.8%	1.0%	0.7%	0.5%	0.7%	0.5%	0.2%	0.4%	1.4%	0.7%
Camp Site, Beach	0.7%	0.6%	0.7%	0.6%	0.6%	0.5%	0.1%	0.1%	1.2%	0.8%
Private Room in Private Home**	1.0%	1.1%	1.0%	0.9%	0.9%	0.9%	0.4%	0.8%	1.2%	1.3%
Shared Room/Space in Private Home**	0.3%	0.3%	0.3%	0.3%	0.4%	0.2%	0.2%	1.2%	0.3%	0.2%
Other	1.7%	1.4%	2.0%	1.5%	1.8%	1.4%	0.2%	3.6%	1.4%	1.0%

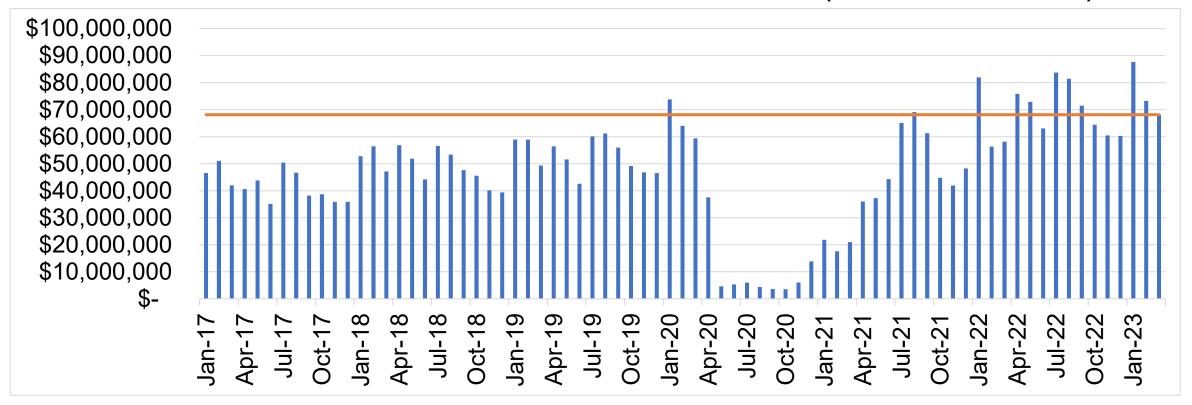
Note: 2023 figures are preliminary.





# March 2023 Highlights – TAT Collections

- Preliminary March TAT Collections: \$68.1 million
- Preliminary YTD Fiscal 23 TAT Collections: \$650.8 million (+23.5%)
- YTD Fiscal 22 TAT Collections: \$526.8 million (+\$124.0 million)



Source: Department of Taxation





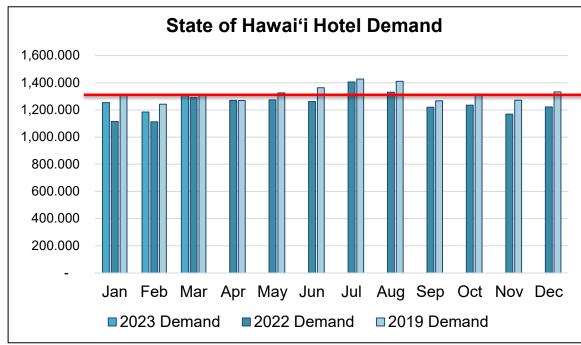
# March 2023 Highlights - Lodging

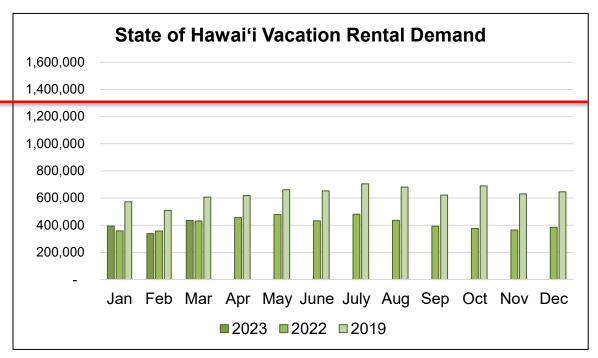
#### State of Hawai'i Hotel Performance

	2023	2022	2019
Occupancy	76.5%	74.8%	78.8%
ADR	\$387	\$372	\$285
RevPAR	\$296	\$278	\$224

#### State of Hawai'i Vacation Rental Performance

	2023	2022	2019
Occupancy	62.7%	74.2%	78.6%
ADR	\$326	\$300	\$214





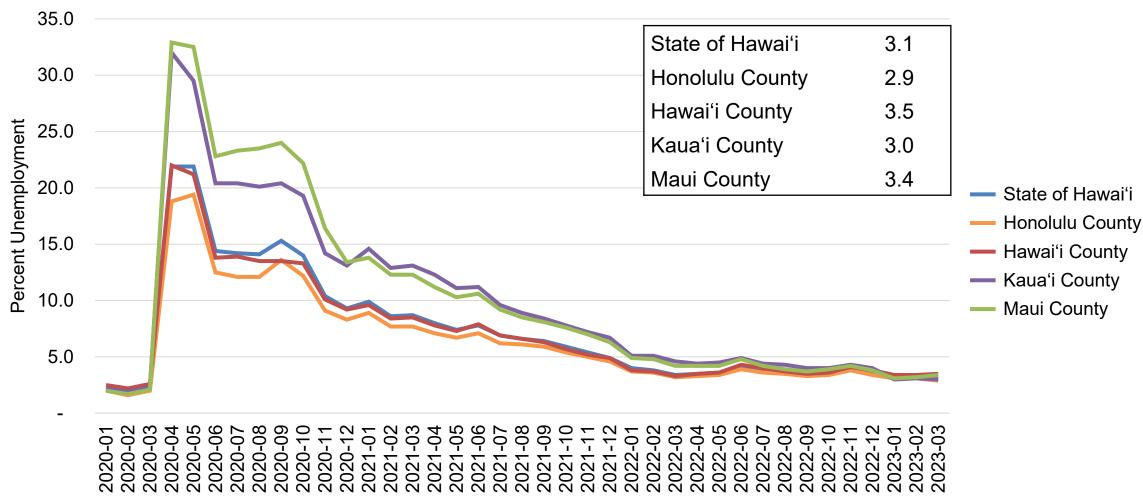
Source: STR, Inc. © Copyright 2023 Hawai'i Tourism Authority; Transparent Intelligence, Inc. © Copyright 2023 State of Hawai'i Department of Business,

**Economic Development & Tourism** 



# March 2023 Highlights – Unemployment Rates





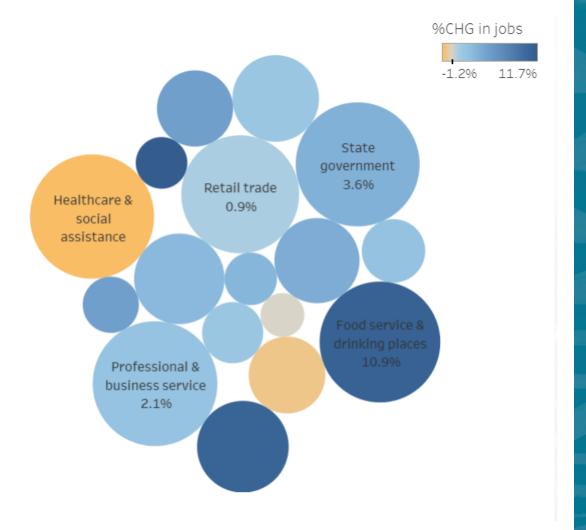
Compiled by Research & Economic Analysis Division, State of Hawai'i Department of Business, Economic Development and Tourism. Source: State of Hawai'i Dep. of Labor & Industrial Relations





# March 2023 Highlights – Jobs by Industry

	Jobs	CHG*	%CHG*
Total non-agriculture W&S jobs	633,400	21,400	3.5%
Nat'l resources, mining & construction	38,100	1,100	3.0%
Manufacturing	12,800	400	3.2%
Wholesale trade	17,400	300	1.8%
Retail trade	64,700	600	0.9%
Transportation, warehousing & utilities	33,700	1,300	4.0%
Information	8,900	0	0.0%
Financial activities	27,400	-200	-0.7%
Professional & business service	72,400	1,500	2.1%
Educational service	14,700	700	5.0%
Healthcare & social assistance	71,800	-900	-1.2%
Arts, entertainment & recreation	12,400	1,300	11.7%
Accommodation	39,100	3,800	10.8%
Food service & drinking places	67,900	6,700	10.9%
Other service	27,000	1,300	5.1%
Federal government	34,900	600	1.7%
State government	71,500	2,500	3.6%
Local government	18,700	400	2.2%



Compiled by Research & Economic Analysis Division, State of Hawai'i Department of Business, Economic Development and Tourism. Source: State of Hawai'i Dep. of Labor & Industrial Relations





<sup>\*</sup>Change from the same period of previous year

# Scheduled Nonstop Seats to Hawai'i by Port Entry

March	Total			Domestic			International		
	2023	2022	2019	2023	2022	2019	2023	2022	2019
STATE	1,199,482	1,161,904	1,191,859	979,534	1,030,493	843,016	219,948	131,411	348,843
HONOLULU	677,865	592,086	719,054	500,095	509,611	428,703	177,770	82,475	290,351
KAHULUI	303,121	329,614	250,374	273,556	293,981	216,787	29,565	35,633	33,587
KONA	127,383	130,795	124,674	118,076	122,712	106,853	9,307	8,083	17,821
HILO	0	3,899	3,665	0	3,899	3,665	0	0	0
LIHU'E	91,113	105,510	94,092	87,807	100,290	87,008	3,306	5,220	7,084

April		Total			Oomestic		International			
	2023	2022	2019	2023	2022	2019	2023	2022	2019	
STATE	1,101,547	1,083,288	1,097,017	903,579	951,005	775,912	197,968	132,283	321,105	
HONOLULU	640,544	572,849	668,776	468,869	478,716	393,666	171,675	94,133	275,110	
KAHULUI	261,700	291,261	241,065	240,851	263,491	213,772	20,849	27,770	27,293	
KONA	109,342	116,149	103,121	105,290	109,771	89,117	4,052	6,378	14,004	
HILO	0	2,887	3,873	0	2,887	3,873	0	0	0	
LIHU'E	89,961	100,142	80,182	88,569	96,140	75,484	1,392	4,002	4,698	

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of April 24, 2023, subject to change





# Scheduled Nonstop Seats to Hawai'i by Port Entry

May		Total			Oomestic		International			
	2023	2022	2019	2023	2022	2019	2023	2022	2019	
STATE	1,084,252	1,037,533	1,104,245	905,912	942,466	814,220	178,340	95,067	290,025	
HONOLULU	645,341	552,629	685,520	474,930	468,195	414,824	170,411	84,434	270,696	
KAHULUI	244,807	265,870	228,732	236,878	255,237	219,464	7,929	10,633	9,268	
KONA	107,104	116,036	106,089	107,104	116,036	96,028	0	0	10,061	
HILO	0	3,183	3,938	0	3,183	3,938	0	0	0	
LIHU'E	87,000	99,815	79,966	87,000	99,815	79,966	0	0	0	

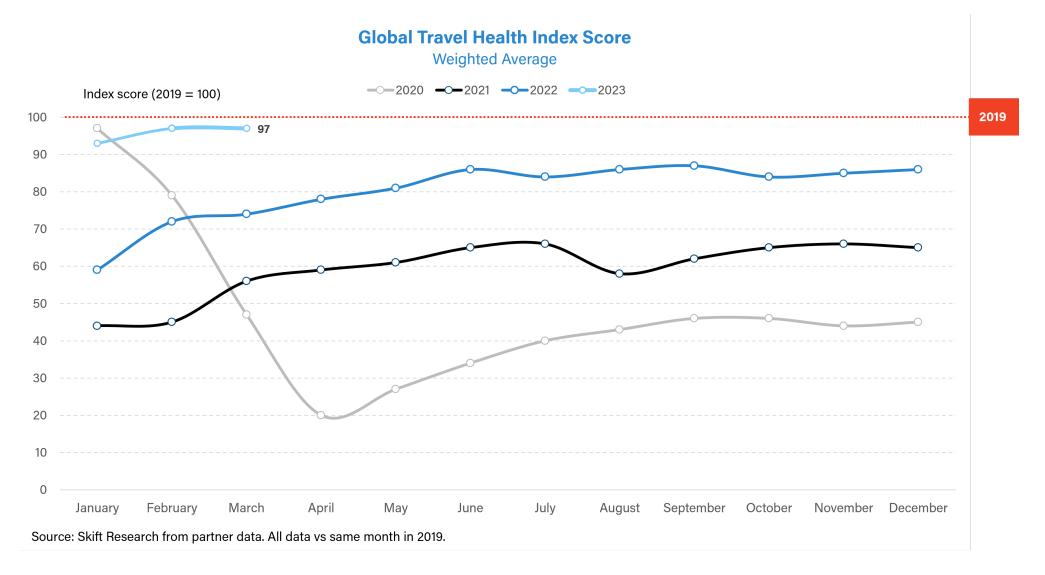
June		Total			Domestic		International			
	2023	2022	2019	2023	2022	2019	2023	2022	2019	
STATE	1,131,561	1,046,040	1,166,887	956,947	951,763	888,904	174,614	94,277	277,983	
HONOLULU	662,606	527,203	691,994	497,934	441,650	431,658	164,672	85,553	260,336	
KAHULUI	262,009	287,001	265,892	252,067	278,277	257,829	9,942	8,724	8,063	
KONA	117,494	124,616	114,157	117,494	124,616	104,573	0	0	9,584	
HILO	0	5,191	4,700	0	5,191	4,700	0	0	0	
LIHU'E	89,452	102,029	90,144	89,452	102,029	90,144	0	0	0	

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of April 24, 2023, subject to change





## Skift Travel Health Index March 2023 = 97

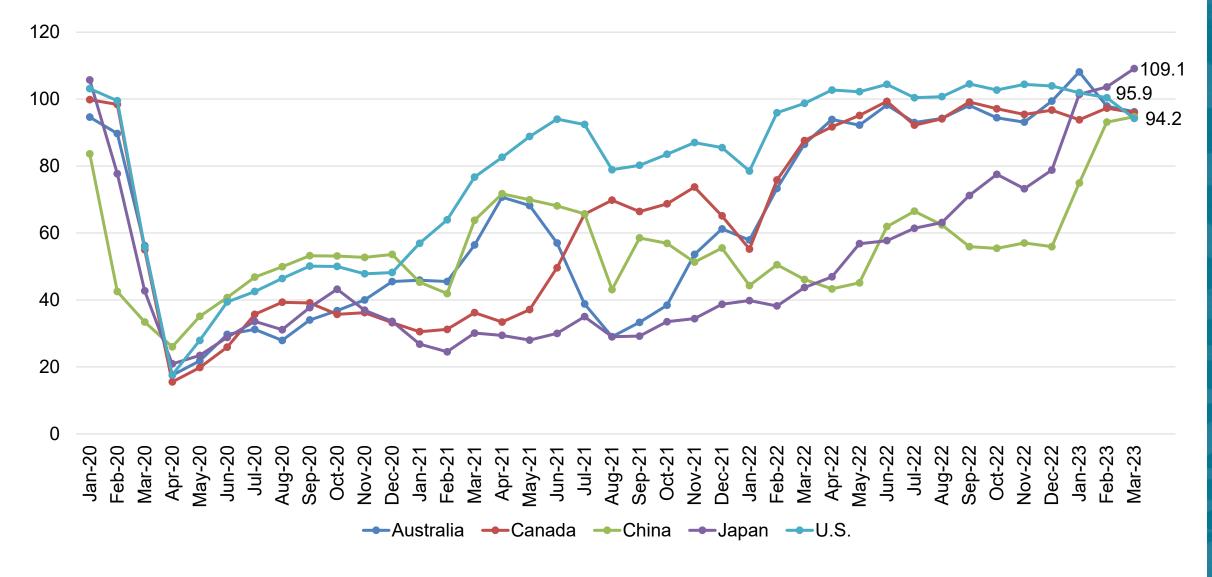


Source: Skift Research





# Skift Travel Health Index by Country



Source: Skift Research





#### National Travel Indicators

February, 2023













Travel Spending (Tourism Economics)

2 +5.1%

February vs. 2019

7 + 4.4%YTD vs. 2019

Air Passengers (TSA)

2 + 0.4%

February vs. 2019

**7+1.8%** YTD vs. 2019

Overseas Arrivals

(NTTO)

√ -31.2%

February vs. 2019

**∠** -32.3% YTD vs. 2019

**Hotel Demand** (STR)

2 +0.7% February vs. 2019

√ +0.6% YTD vs. 2019

Short-term Rental Demand

(AIRDNA)

2 +46.2%

February vs. 2019

**7+42.5%** YTD vs. 2019

#### Insights

Despite declining slightly, Air passenger volume registered its second consecutive positive reading relative to 2019 in February (+0.4%).

Overseas arrivals improved to 31% below its 2019 level in February, though still below its December 2022 post-pandemic peak.

Hotel room demand posted its third consecutive month of 1% growth over its 2019 benchmark in February.

Group demand within the top 25 markets rose to 11% below its 2019 level, but still trails its performance at the end of 2022.

Short-term rental demand jumped to 46% above its 2019 benchmark in February, marking a new high.

#### Travel Indicators

% change relative to same month in 2019

Travel Spending (Tourism Economics)

Air Passengers (TSA)

Overseas Arrivals (NTTO)

Hotel Demand (STR)

Top 25 Group Hotel Demand\* (STR)

Short-term Rental Demand (AIRDNA)

National Park Visits (National Park Service)

Organic Web Sessions (Simpleview & Tempest)\*

\*data from 300+ U.S. DMO/CVB destination websites

Mar-22 Apr-22 May-22 Jun-22 Jul-22 Aug-22 Sep-22 Oct-22 Nov-22 Dec-22 Jan-23 Feb-23

-1%	4%	1%	2%	1%	-1%	7%	4%	3%	6%	4%	5%
-12%	-9%	-10%	-11%	-12%	-9%	-6%	-5%	-6%	-7%	3%	0%
-52%	-43%	-43%	-41%	-35%	-35%	-34%	-30%	-33%	-29%	-33%	-31%
-3%	0%	-2%	-2%	-3%	-5%	2%	-1%	-2%	1%	1%	1%
-22%	-16%	-15%	-5%	-13%	-9%	-3%	-2%	-5%	-5%	-14%	-11%
18%	28%	29%	26%	22%	19%	29%	40%	31%	33%	39%	46%
3%	-8%	-9%	-11%	-10%	-12%	-5%	2%	-2%	-1%	31%	5%
35%	33%	31%	27%	16%	15%	18%	25%	25%	19%	36%	34%

#### Hawaii Travel Indicators

February, 2023

#### Select a State

Hawaii

#### Hawaii Travel Impact

February, 2023

\$2.19B Travel Spending 7+0.5% vs. 2019

\$133.6M Tax Revenue (local & state) 7+0.5% vs. 2019

#### U. S. Total Travel Impact

February, 2023

\$92.88B Travel Spending 7+5.1% vs. 2019

\$6.4B Tax Revenue (local & state) 7+4.8% vs. 2019

#### Hawaii Travel Spending

	Travel Spending	vs. Last Year	vs. 2019	Market Growth Index (US = 100)*
Mar-22	\$2.33B	Ø +101.3%	√ -6.1%	95
Apr-22	\$2.36B	Ø +71.0%	√ -2.4%	94
May-22	\$2.34B	√ +35.9%	√ -6.5%	92
Jun-22	\$2.31B	Ø +13.0%	√ -9.8%	88
Jul-22	\$2.47B	Ø +11.0%	√ -5.4%	94
Aug-22	\$2.32B	Ø +17.6%	√ -9.0%	92
Sep-22	\$2.23B	Ø +49.7%	√ -6.3%	87
Oct-22	\$2.25B		√ -9.1%	87
Nov-22	\$2.05B	Ø +32.0%	√ -11.0%	87
Dec-22	\$2.06B	Ø +9.4%	√ -11.2%	84
Jan-23	\$2.21B	Ø +24.0%	√ +0.2%	97
Feb-23	\$2.19B	Ø +17.4%	√ +0.5%	96

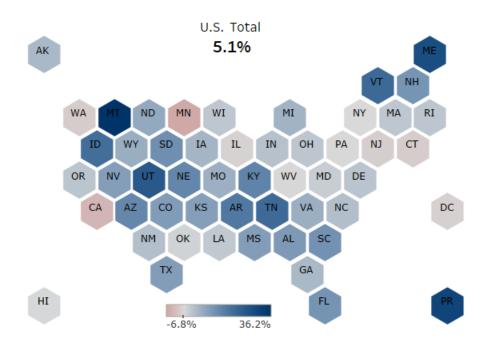
#### Travel Spending (% change vs 2019)



Travel Spending

#### Travel Spending by State

February, 2023, % change vs. 2019







√ +0.5%

February vs. 2019 Travel Spending

(Tourism Economics)



∠ -1.8% February vs. 2019

Air Passengers (Airline Data Inc; TSA)



**∠** -8.8% February vs. 2019

**Hotel Demand** (STR)



**∠** -6.1%

February vs. 2019 L & H Jobs

(BLS)

#### U.S. Economic Conditions & Forecast

February, 2023

#### U.S. TRAVEL ASSOCIATION®

#### Insights

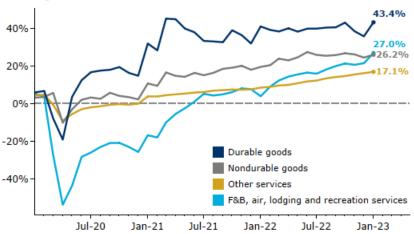
The labor market cooled from blistering to just plain hot. Private job creation slowed to 265,000 but stayed buoyant in February, and the unemployment rate increased 0.2 percentage points to 3.6% but remains close to its historical low. Retail sales fell 0.4% in February, however, the step back in February is not enough to signal a major deterioration in consumers' willingness to spend in Q1.

The Consumer Price Index (CPI) ticked up to 19.0% above 2019 in February from 18.9% above in January. The Travel Price Index (TPI) remained stagnant at 21.1% above 2019 in February, as slight declines in the cost of motor fuel and accommodations were offset by rising airline fares and recreation prices. While the runup in goods prices during the pandemic is rapidly unwinding, supply chain snarls are clearing up and pent-up demand is fading, the overall inflation rate will be slower to recede as services prices, including travel prices, are relatively stickier.

We pushed back the start of the forecast mild recession to 2023 Q3 from Q2. Early 2023 data show solid economic momentum. Demand is holding up, the labor market is strong, and the Federal Reserve's rate hikes haven't slowed growth notably, though cracks are showing in the housing, technology, and banking sector. We expect inflation to moderate through the rest of 2023, but the path to lower price pressures may be bumpy. We expect the Fed to continue raising interest rates despite turmoil in the banking sector. The failure of two US banks caught financial markets by surprise but we believe the macroeconomic implications are minor.

#### **Consumer Spending**

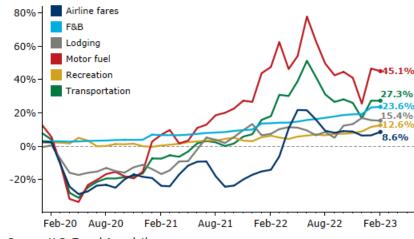
% change relative to same month in 2019



Source: BEA

#### Travel Price Index, Major Components

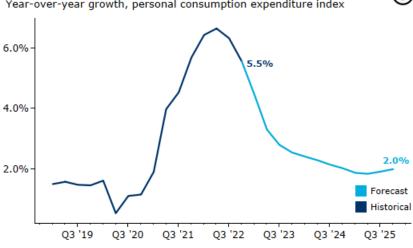
% change relative to same month in 2019



Source: U.S. Travel Association

#### PCE Inflation





Source: BEA; Oxford Economics

#### Travel (TPI) and Consumer (CPI) Price Indices

% change relative to same month in 2019



Source: BLS (CPI); and U.S. Travel Association (TPI)

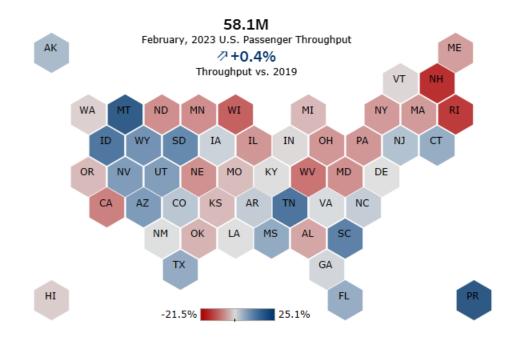
#### Air Travel

February, 2023

#### U.S. TRAVEL ASSOCIATION®

#### February, 2023 Passenger Throughput by State

All passengers (domestic + international), % change vs. 2019



#### U.S. Monthly Passenger Throughput



## Passenger Throughput Trend Comparison All passengers (domestic + international), Index (2019=100)

State/Territory Name Multiple values

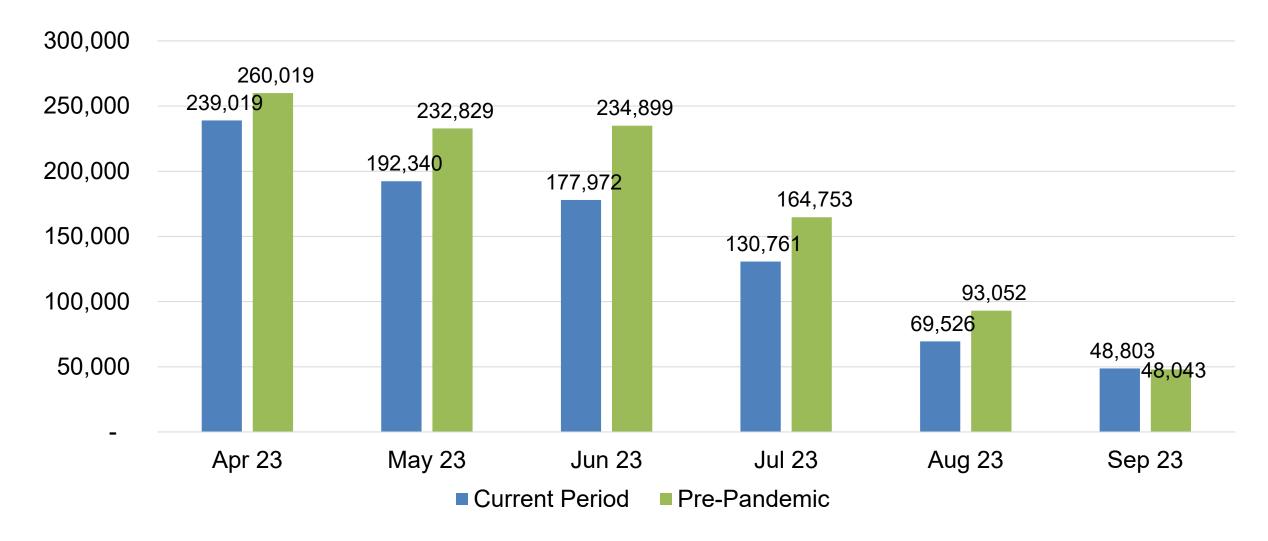
	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23
Arizona	96	96	104	103	99	99	100	108	106	107	98	110	111
California	71	76	82	83	82	83	81	89	88	89	83	88	90
Colorado	92	94	94	91	89	88	89	96	97	98	93	101	104
Hawaii	77	87	94	90	86	91	91	96	96	94	95	99	98
Illinois	76	82	84	87	87	88	87	91	90	92	87	94	92
Indiana	85	89	91	88	85	86	87	91	91	93	86	99	99
Kentucky	82	86	88	85	86	88	86	92	89	92	88	97	100
Massachusetts	71	81	86	86	86	88	87	92	94	93	86	94	93
Michigan	82	85	86	85	83	83	84	88	86	90	83	93	96
Minnesota	80	82	83	80	80	80	80	83	86	92	84	95	91
Missouri	78	85	86	87	86	87	89	94	91	94	84	95	96
Montana	113	112	109	109	104	100	105	115	115	114	101	120	124
Nevada	91	94	98	100	97	101	99	102	108	103	101	106	110
New York	75	79	86	86	84	86	86	89	88	92	86	93	93
North Carolina	84	90	91	91	91	91	89	97	93	96	91	102	103
Oregon	80	84	90	88	85	82	82	90	90	92	81	94	96
South Dakota	104	107	108	99	98	101	99	102	105	104	90	119	114
Texas	88	95	99	100	96	97	97	106	104	105	100	107	108
Virginia	75	84	90	91	90	93	89	95	93	95	91	100	101
Washington	82	82	89	87	85	85	85	92	93	92	83	93	98
United States	85	88	91	90	89	88	91	94	95	94	93	103	100
71 124													

# ARC/FORWARDKEYS DESTINATION GATEWAY AIR BOOKING TRENDS





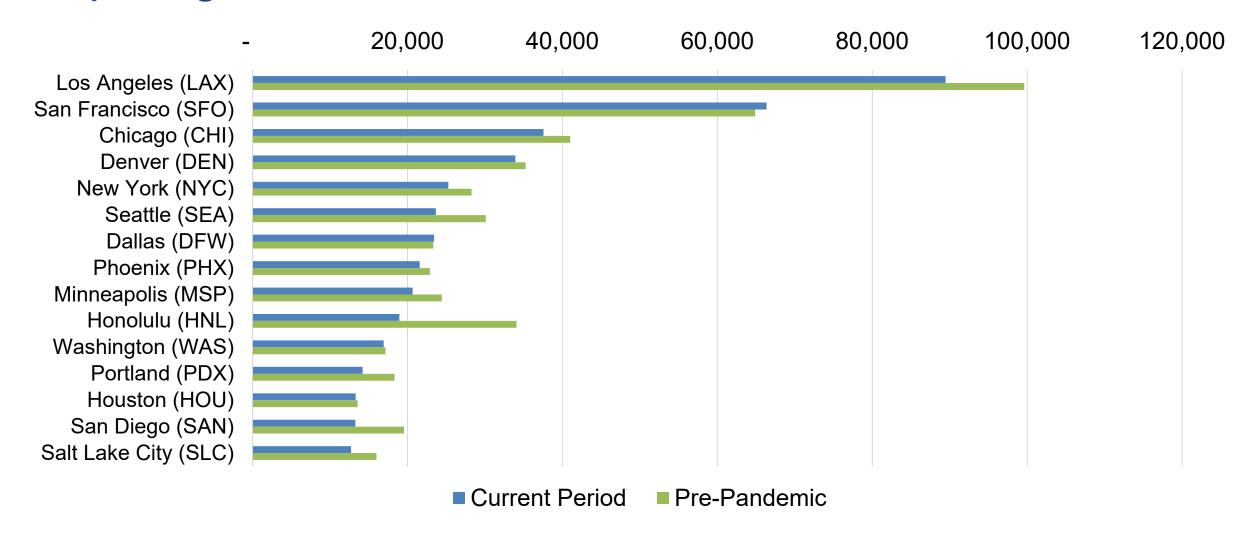
## Six Month Outlook: United States







# Trip Origins: United States

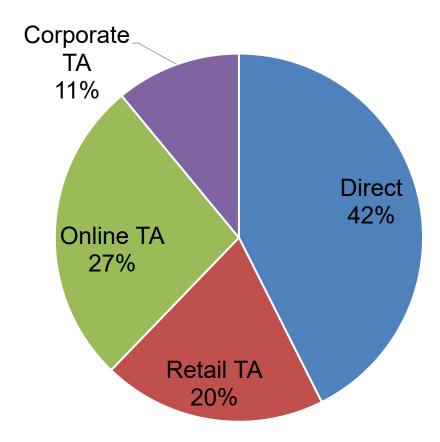




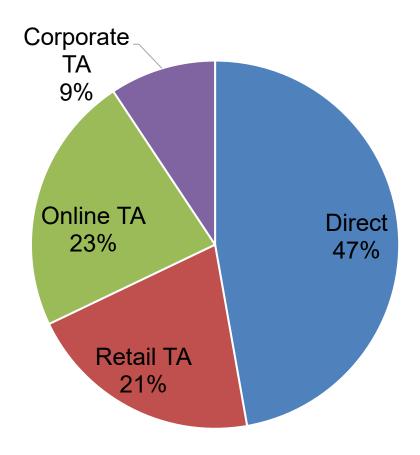


## Distribution Channel: United States

## Pre-Pandemic



## **Current Period**

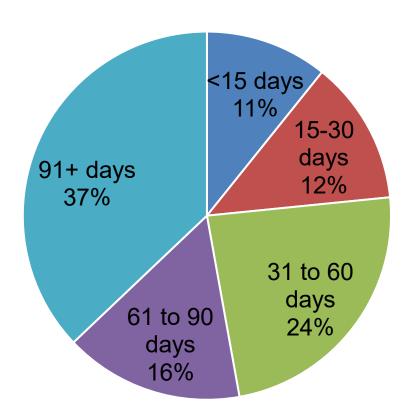




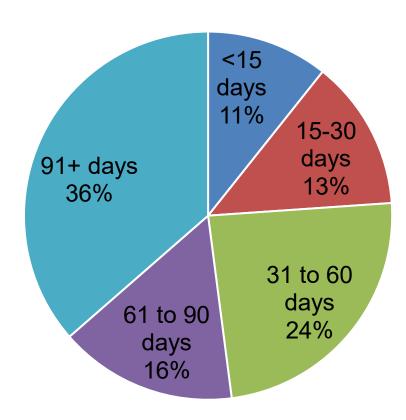


## Lead Time: United States

## Pre-Pandemic



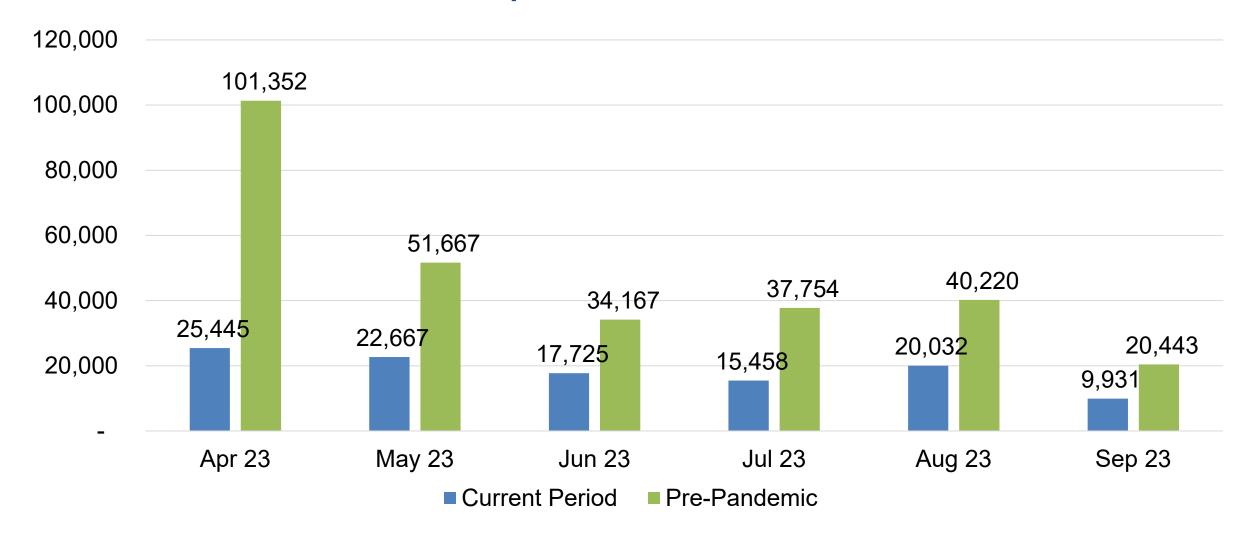
#### **Current Period**







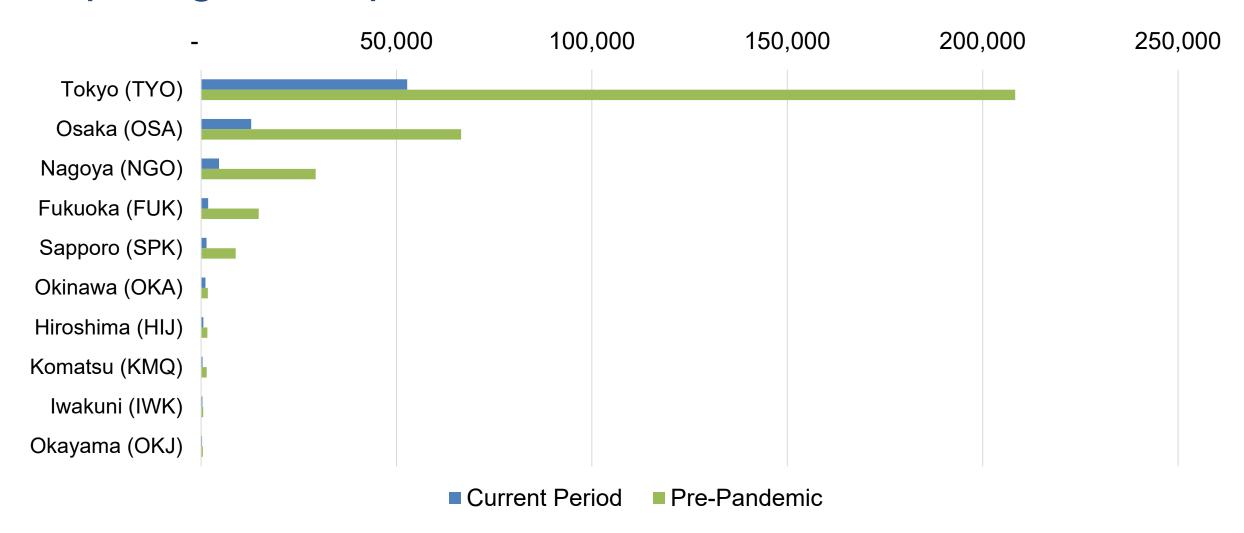
# Six Month Outlook: Japan







# Trip Origins: Japan

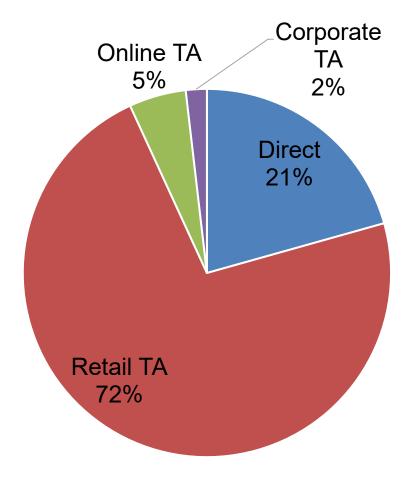






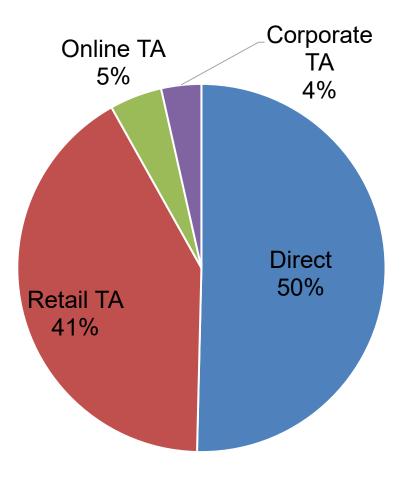
# Distribution Channel: Japan

## Pre-Pandemic



#### Source: ARC/ForwardKeys Destination Gateway

## **Current Period**

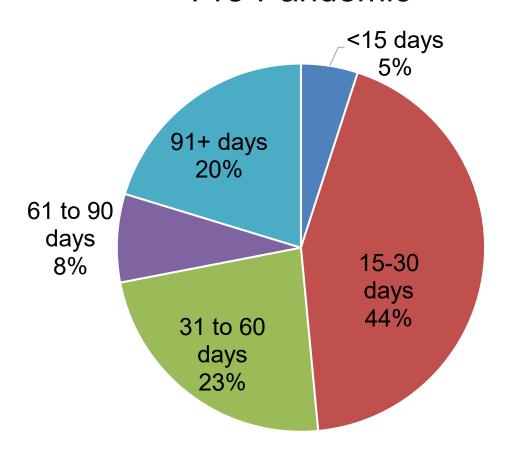




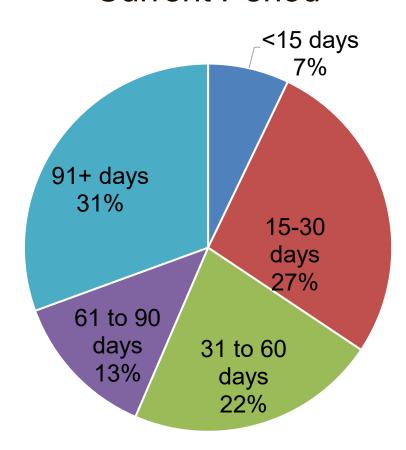


# Lead Time: Japan

## Pre-Pandemic



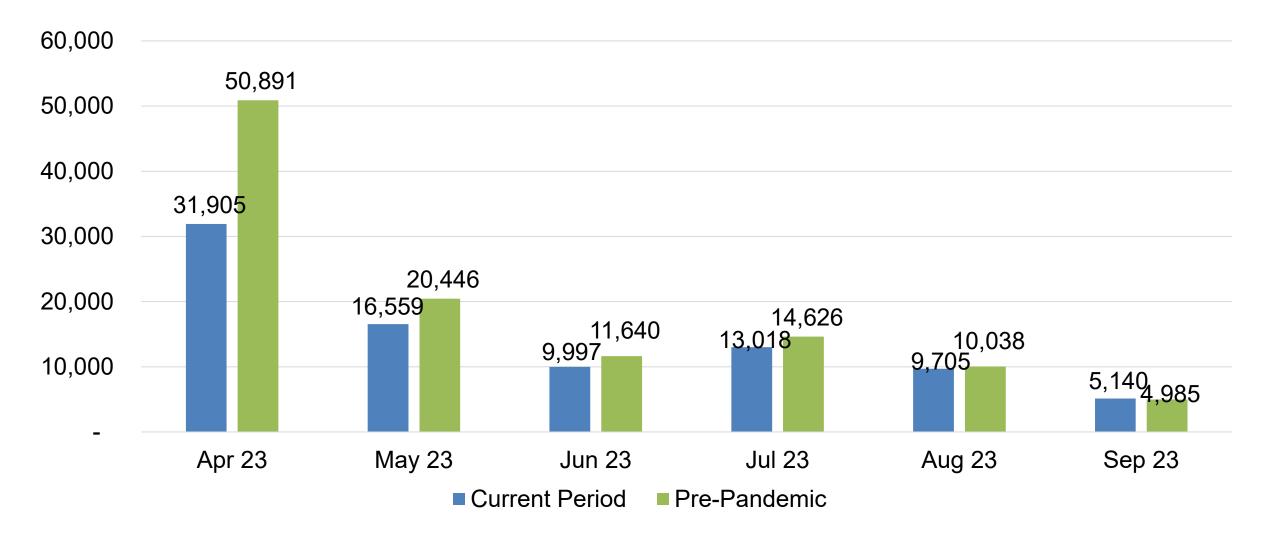
## **Current Period**







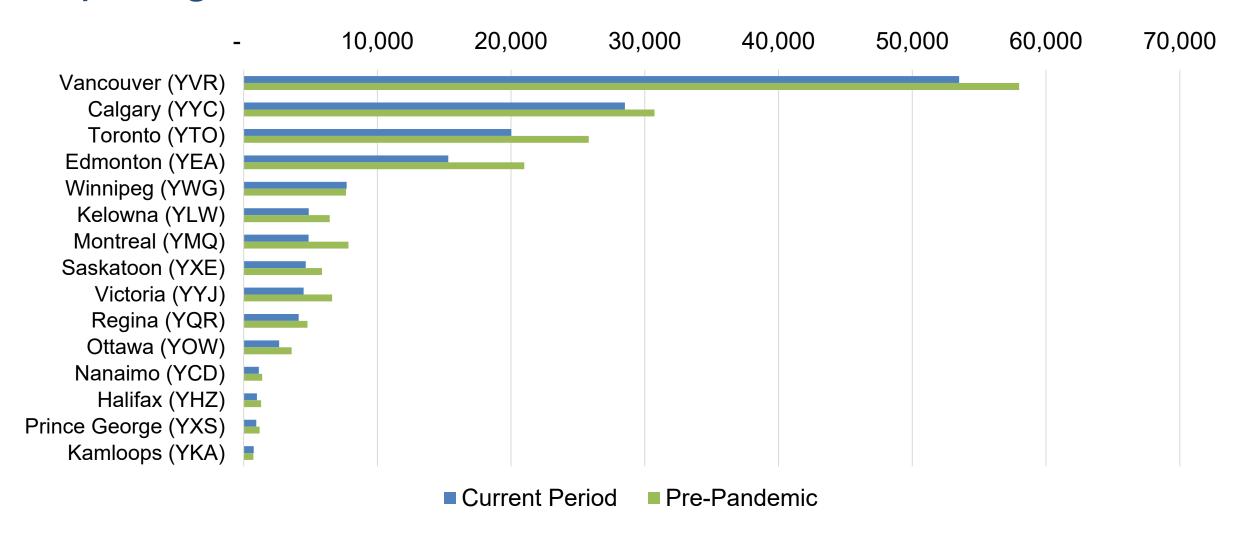
## Six Month Outlook: Canada







# Trip Origins: Canada

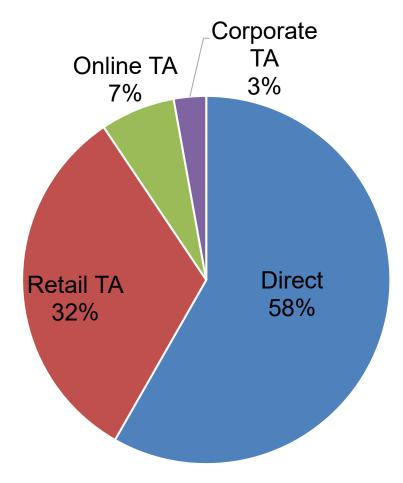






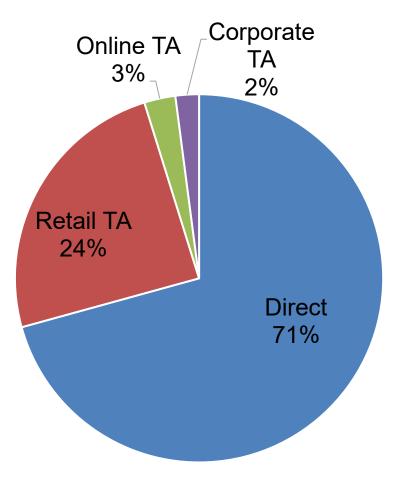
## Distribution Channel: Canada

## Pre-Pandemic



Source: ARC/ForwardKeys Destination Gateway

## **Current Period**

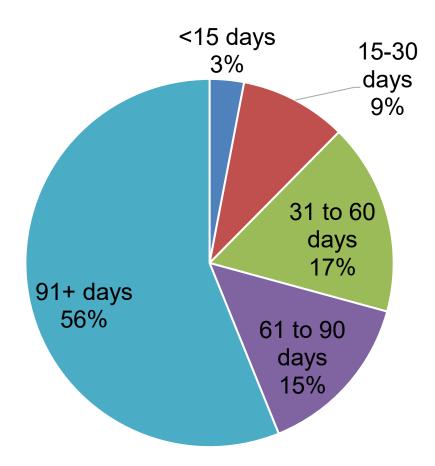






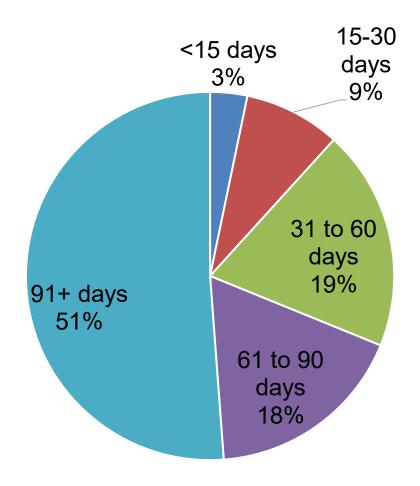
## Lead Time: Canada

## Pre-Pandemic



Source: ARC/ForwardKeys Destination Gateway

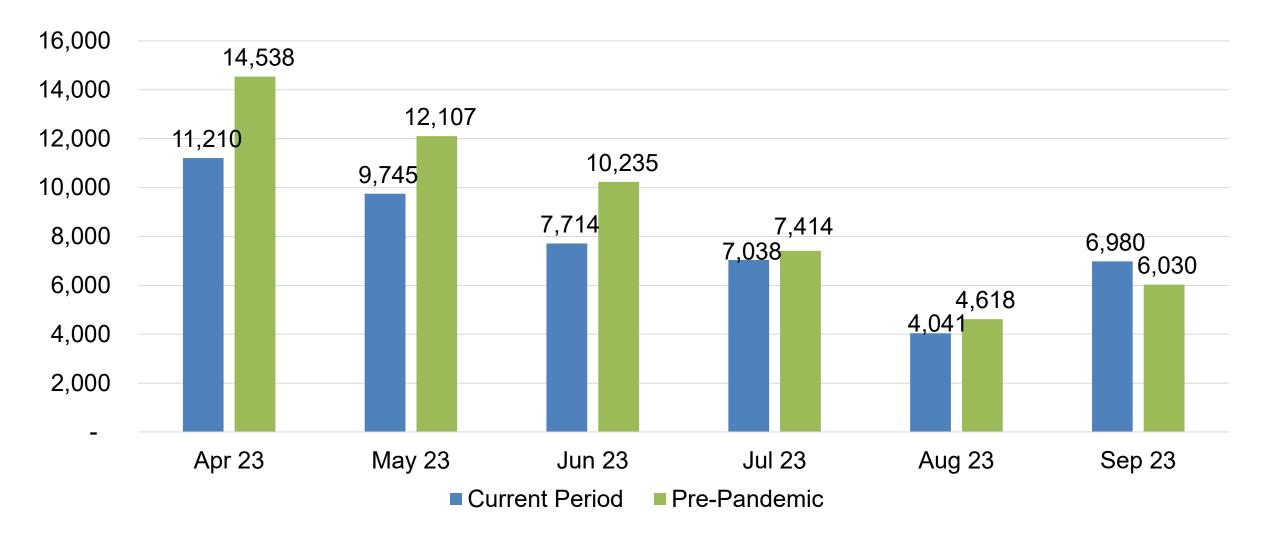
## **Current Period**







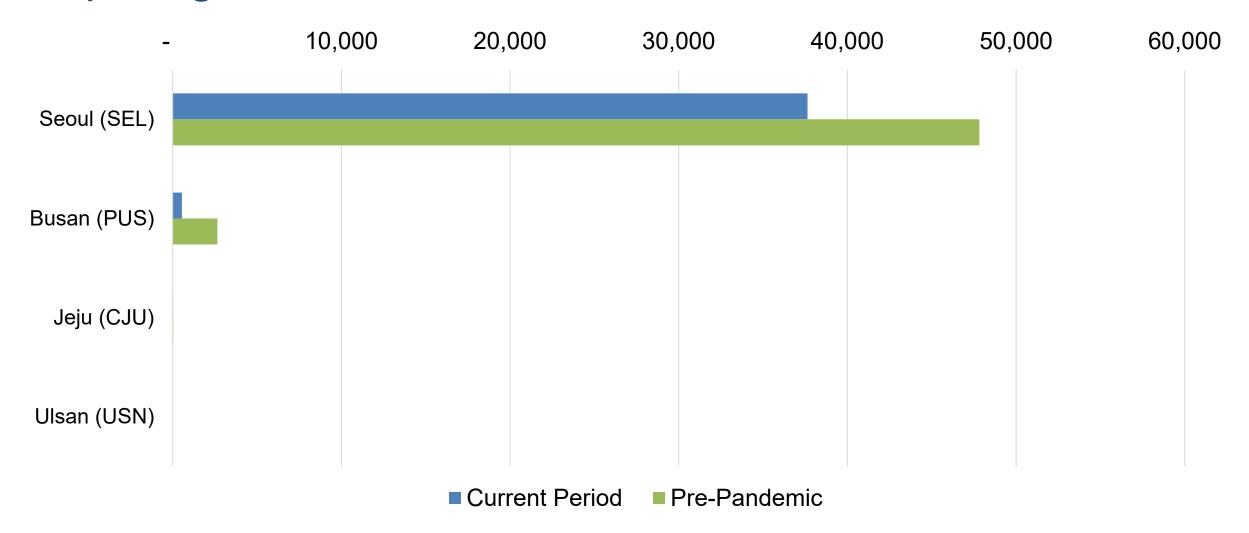
## Six Month Outlook: Korea







# Trip Origins: Korea

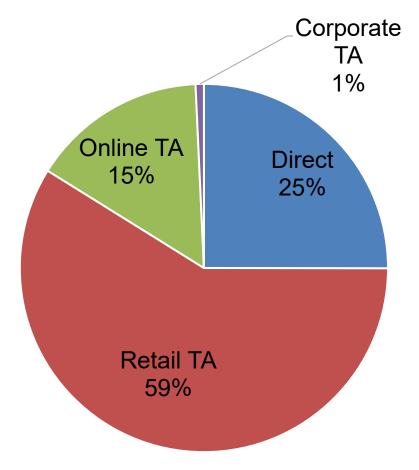






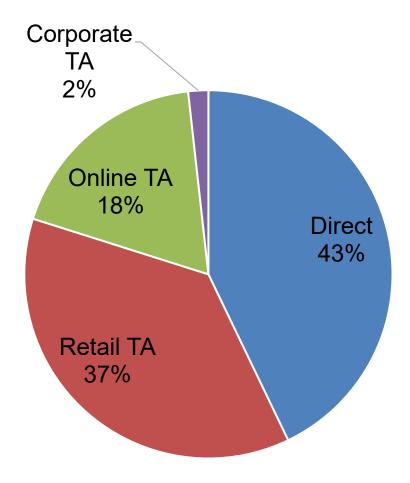
## Distribution Channel: Korea

#### Pre-Pandemic



Source: ARC/ForwardKeys Destination Gateway

## **Current Period**

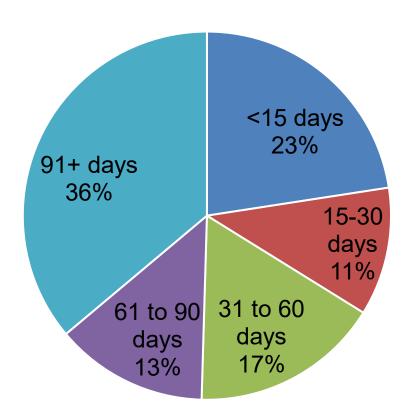




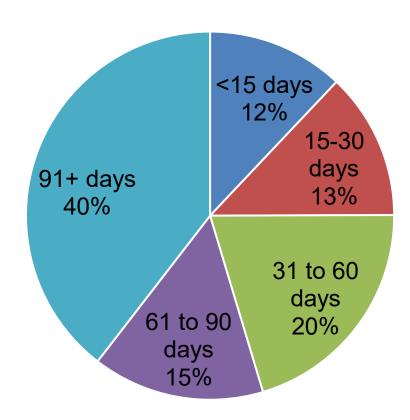


## Lead Time: Korea

## Pre-Pandemic



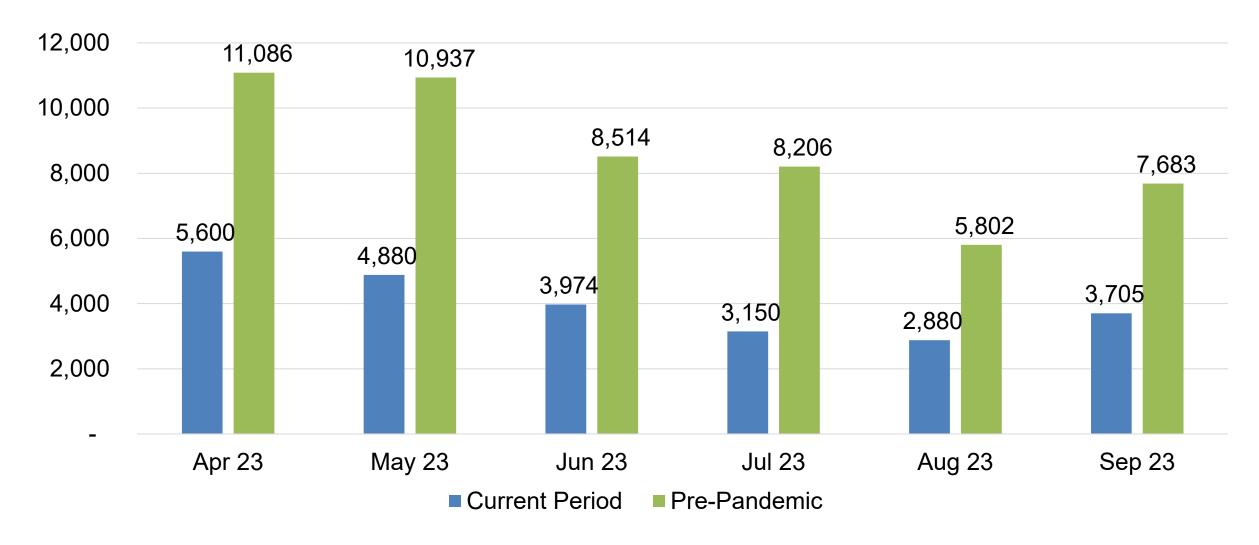
## **Current Period**







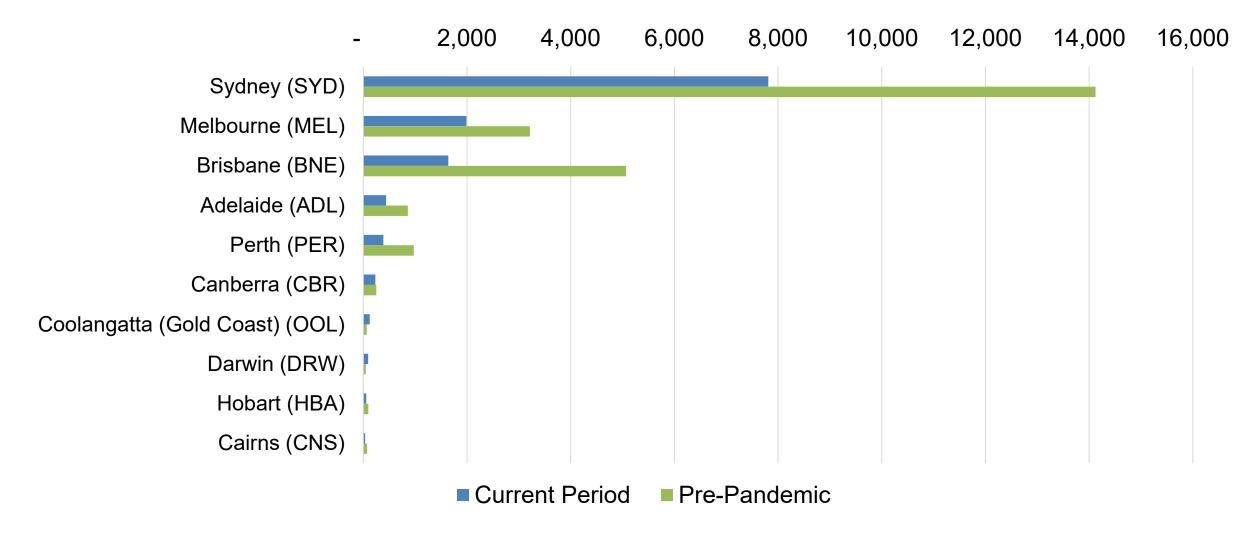
### Six Month Outlook: Australia







### Trip Origins: Australia

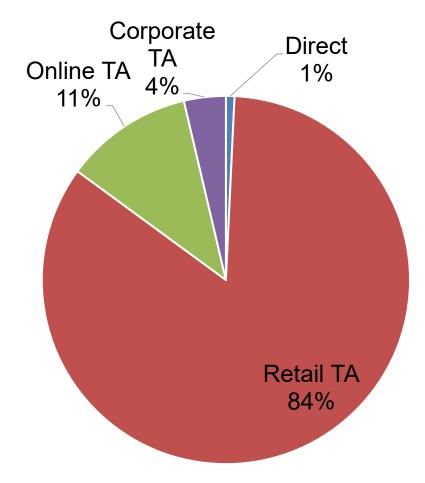




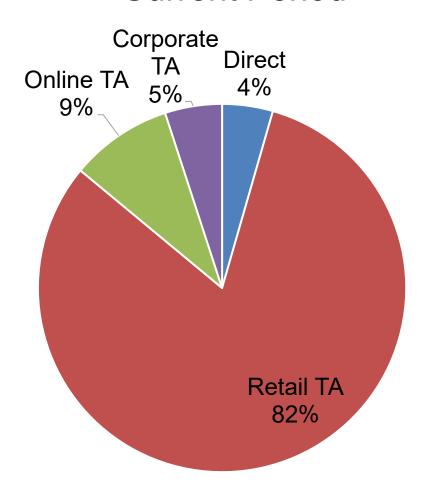


### Distribution Channel: Australia

### Pre-Pandemic



Source: ARC/ForwardKeys Destination Gateway

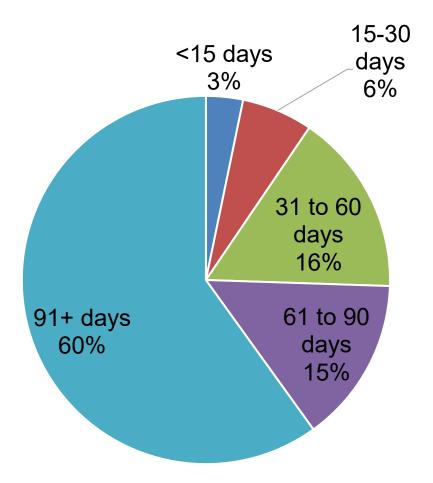




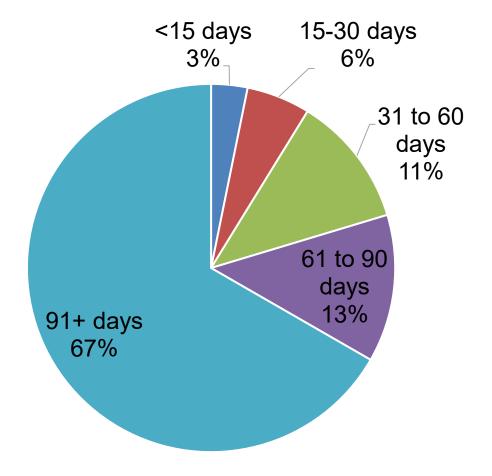


### Lead Time: Australia

### Pre-Pandemic



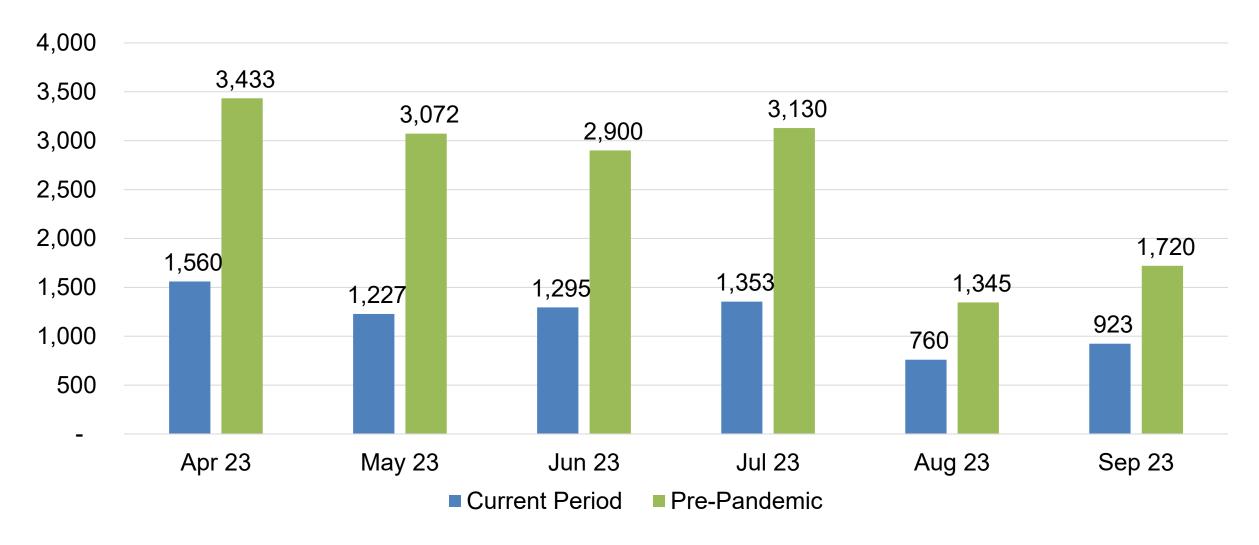
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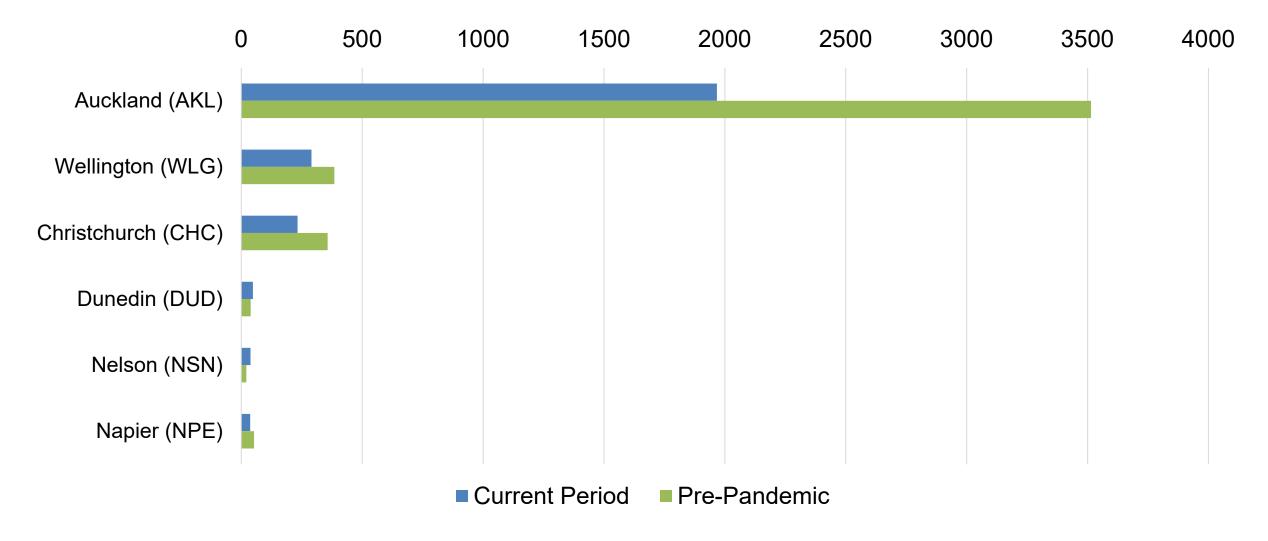
### Six Month Outlook: New Zealand







### Trip Origins: New Zealand

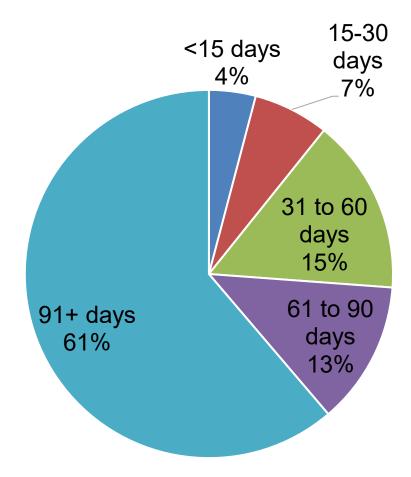




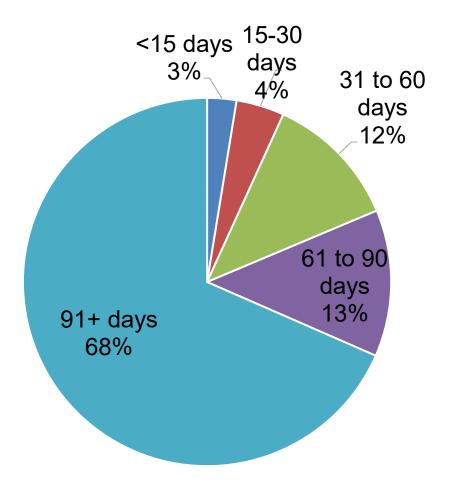


### Distribution Channel: New Zealand

#### Pre-Pandemic



Source: ARC/ForwardKeys Destination Gateway

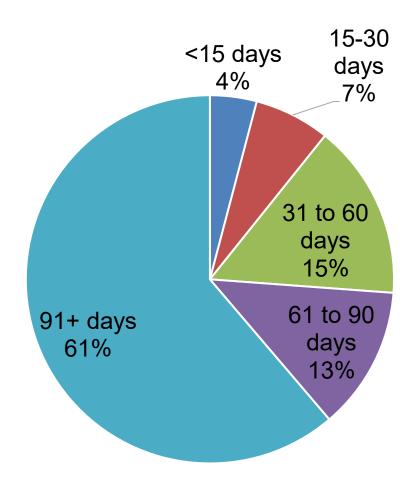




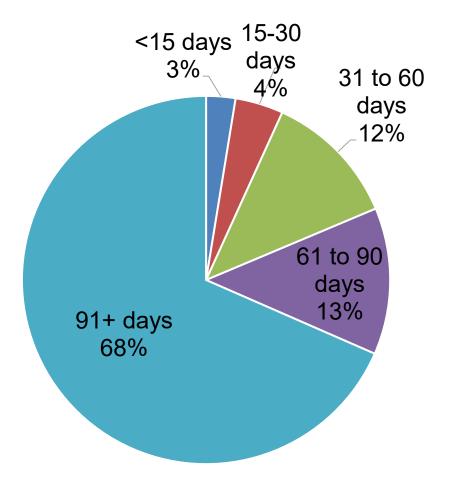


### Lead Time: New Zealand

### Pre-Pandemic



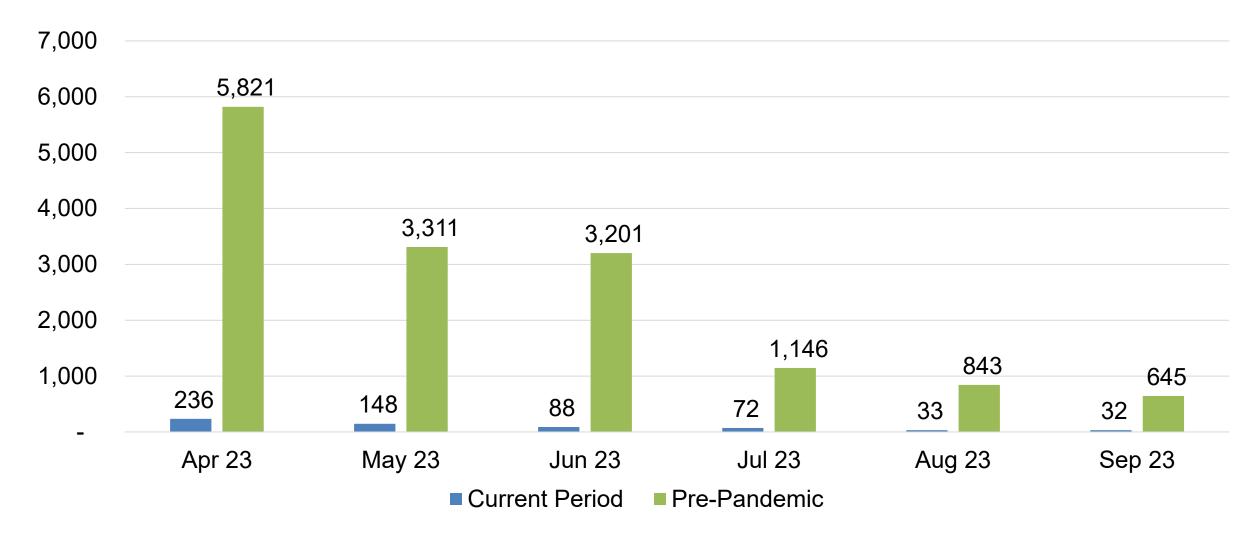
#### Source: ARC/ForwardKeys Destination Gateway







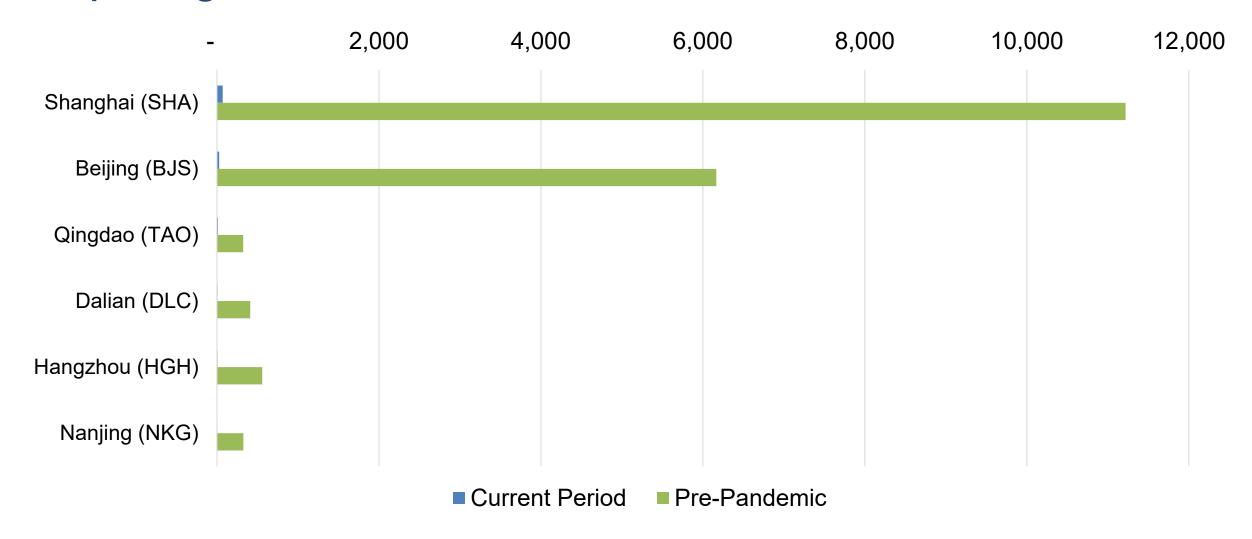
### Six Month Outlook: China







## Trip Origins: China

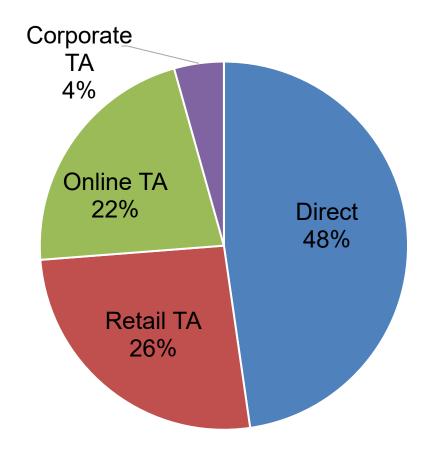




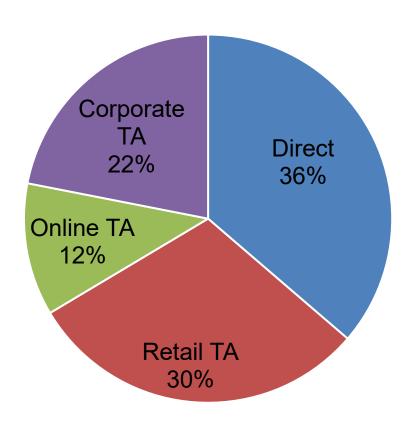


### Distribution Channel: China

#### Pre-Pandemic



#### **Current Period**

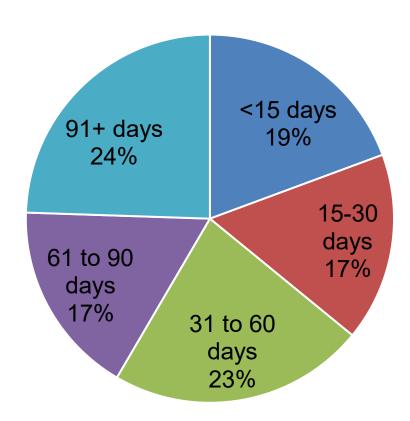




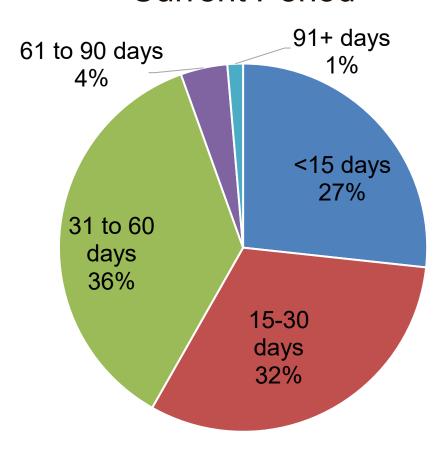


### Lead Time: China

### Pre-Pandemic



#### **Current Period**







# MAHALO!



