

# HTA REGULAR BOARD MEETING

Thursday, September 29, 2022

*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

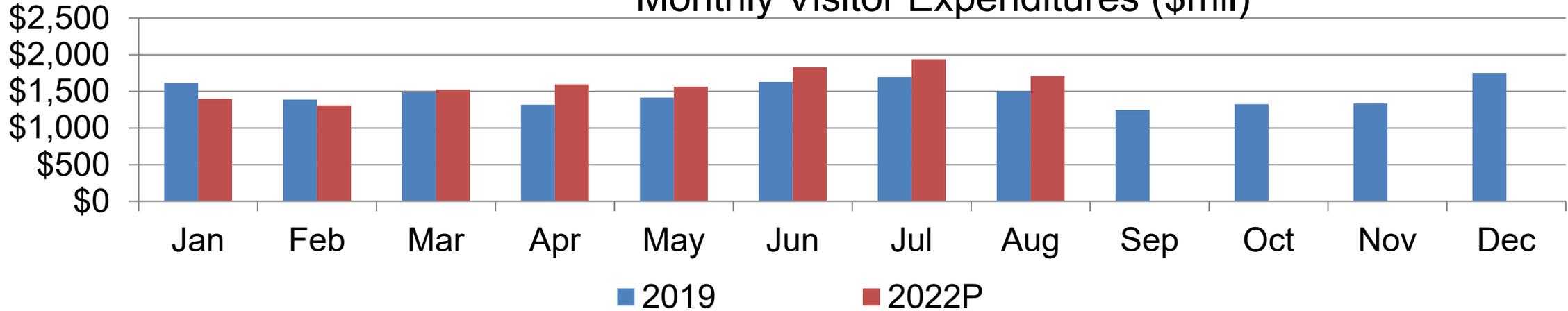
HAWAII TOURISM  
AUTHORITY

The logo for the Department of Business, Economic Development & Tourism (DBEDT) features a stylized blue wave icon to the left of the acronym 'DBEDT' in large, bold, white letters. Below the acronym, the text 'STATE OF HAWAII • DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM' is written in a smaller, white, sans-serif font.

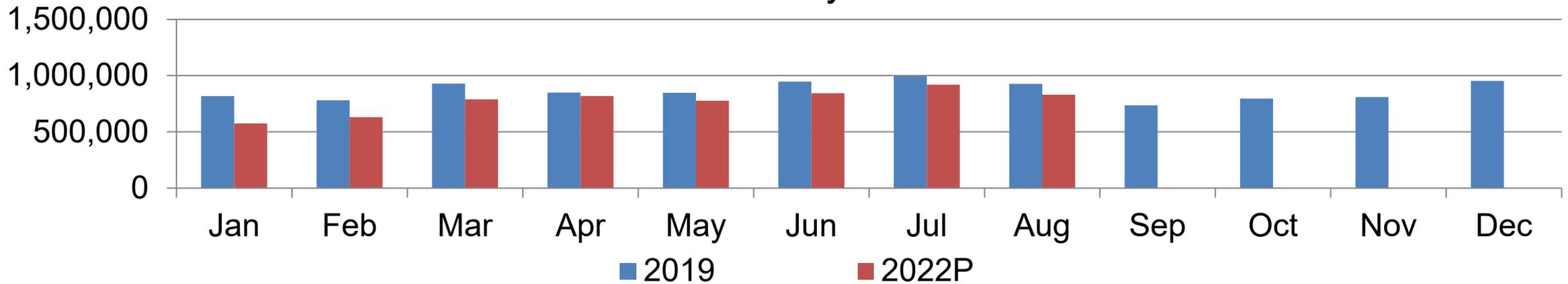
STATE OF HAWAII • DEPARTMENT OF BUSINESS, ECONOMIC DEVELOPMENT & TOURISM

# August 2022 Highlights – Expenditures and Arrivals

## Monthly Visitor Expenditures (\$mil)



## Monthly Arrivals



Note: 2022 figures are preliminary.

# August 2022 Highlights by Market

<b>EXPENDITURES (\$mil.)</b>	<b>2022P</b>	<b>2021P</b>	<b>2019</b>
TOTAL (AIR)	1,710.6	1,371.8	1,502.9
U.S. West	864.7	809.6	579.3
U.S. East	507.3	479.2	379.1
Japan	53.0	7.7	236.9
Canada	61.4	15.3	57.2
All Others	224.2	59.9	250.3

<b>PPPD SPENDING (\$)</b>	<b>2022P</b>	<b>2021P</b>	<b>2019</b>
TOTAL (AIR)	227.4	209.3	191.7
U.S. West	224.3	201.9	167.4
U.S. East	243.1	221.6	205.7
Japan	226.8	204.4	228.4
Canada	194.3	191.3	178.2
All Others	217.3	228.9	212.2

<b>VISITOR ARRIVALS</b>	<b>2022P</b>	<b>2021P</b>	<b>2019</b>
TOTAL (AIR)	829,699	723,017	926,417
U.S. West	466,849	469,647	420,750
U.S. East	217,214	223,513	199,659
Japan	28,384	2,424	160,728
Canada	27,472	6,358	28,672
All Others	89,779	21,075	116,608

<b>AVERAGE DAILY CENSUS</b>	<b>2022P</b>	<b>2021P</b>	<b>2019</b>
TOTAL (AIR)	242,692	211,387	252,916
U.S. West	124,368	129,376	111,617
U.S. East	67,316	69,770	59,441
Japan	7,533	1,211	33,458
Canada	10,194	2,583	10,358
All Others	33,281	8,447	38,042

Note: 2022 and 2021 figures are preliminary.

# August 2022 Highlights by Island

<b>EXPENDITURES (\$mil.)</b>	<b>2022P</b>	<b>2021P</b>	<b>2019</b>
O'ahu	799.4	624.0	732.0
Maui	472.9	390.7	404.7
Moloka'i	2.4	1.6	1.7
Lāna'i	13.2	13.1	12.4
Kaua'i	191.2	154.8	159.0
Hawai'i Island	231.4	187.6	193.1

<b>PPPD SPENDING (\$)</b>	<b>2022P</b>	<b>2021P</b>	<b>2019</b>
O'ahu	231.7	219.0	187.1
Maui	233.8	208.6	202.2
Moloka'i	106.5	114.3	105.3
Lāna'i	651.2	491.4	512.8
Kaua'i	215.0	195.5	190.9
Hawai'i Island	206.9	187.9	183.2

<b>VISITOR ARRIVALS</b>	<b>2022P</b>	<b>2021P</b>	<b>2019</b>
O'ahu	457,495	369,671	575,070
Maui	265,410	232,992	273,638
Moloka'i	4,565	2,598	4,860
Lāna'i	5,607	5,622	7,739
Kaua'i	120,651	98,705	120,030
Hawai'i Island	147,290	119,981	157,544

<b>AVERAGE DAILY CENSUS</b>	<b>2022P</b>	<b>2021P</b>	<b>2019</b>
O'ahu	111,277	91,893	126,206
Maui	65,263	60,436	64,553
Moloka'i	714	442	523
Lāna'i	655	859	779
Kaua'i	28,691	25,548	26,865
Hawai'i Island	36,092	32,209	33,989

Note: 2022 and 2021 figures are preliminary.

# August 2022 Highlights - Hawai'i Airport Throughput

## Throughput by Week

State: Hawaii; Airport: All



## Hawaii Airports

Throughput for the last 6 months, % change compared to same time 2 years ago

	Mar-22	Apr-22	May-22	Jun-22	Jul-22	Aug-22
Daniel K. Inouye International Airport	-23%	-15%	-19%	-25%	-16%	-16%
Kahului	2%	5%	0%	-1%	-5%	0%
Ellison Onizuka Kona International Airport	1%	8%	4%	-4%	-2%	-4%
Lihue	0%	9%	5%	5%	7%	6%
Hilo International	-3%	-4%	0%	5%	12%	11%

Source: TSA by Tourism Economics

# August 2022 Highlights – Purpose of Trip

PURPOSE OF TRIP - % Total	Total by Air		US West		US East		Japan		Canada	
	2022P	2019	2022P	2019	2022P	2019	2022P	2019	2022P	2019
Pleasure (Net)	85.9%	84.7%	86.5%	84.6%	83.4%	81.7%	91.0%	81.9%	94.4%	95.1%
Honeymoon/Get Married	4.5%	4.8%	3.3%	2.2%	5.4%	3.4%	6.2%	11.4%	4.9%	1.6%
Honeymoon	3.9%	4.3%	2.7%	1.8%	4.8%	2.9%	6.1%	10.6%	4.6%	1.4%
Get Married	0.8%	0.8%	0.8%	0.5%	0.9%	0.6%	0.6%	1.8%	0.4%	0.2%
Pleasure/Vacation	82.1%	80.4%	83.8%	82.8%	78.8%	78.9%	85.8%	71.1%	90.0%	93.8%
Mtgs/Conventions/Incentive	2.1%	2.9%	1.7%	1.8%	3.1%	2.5%	1.6%	6.1%	1.5%	2.0%
Conventions	0.9%	1.2%	0.8%	1.0%	1.2%	1.5%	0.7%	0.5%	0.6%	1.2%
Corporate Meetings	0.6%	0.7%	0.5%	0.6%	0.9%	0.7%	0.3%	0.1%	0.3%	0.7%
Incentive	0.7%	1.1%	0.4%	0.2%	1.1%	0.4%	0.7%	5.5%	0.6%	0.2%
Other Business	2.4%	2.2%	2.6%	2.9%	2.9%	3.0%	0.6%	0.6%	0.4%	0.6%
Visit Friends/Rel.	9.3%	10.1%	9.8%	12.5%	10.4%	14.3%	5.0%	1.5%	3.2%	4.2%
Gov't/Military	1.2%	0.6%	0.8%	0.6%	2.3%	1.2%	0.3%	0.0%	0.4%	0.0%
Attend School	0.8%	0.2%	0.8%	0.1%	0.7%	0.1%	1.0%	0.5%	0.1%	0.1%
Sport Events	0.7%	2.5%	0.7%	1.3%	0.8%	1.4%	0.2%	9.6%	0.6%	1.1%
Other	3.4%	3.2%	3.0%	2.6%	3.5%	3.1%	4.1%	6.8%	1.7%	0.9%

Note: 2022 figures are preliminary.

# August 2022 Highlights – Accommodation Choice

ACCOMMODATIONS - % Total	Total by Air		US West		US East		Japan		Canada	
	2022P	2019	2022P	2019	2022P	2019	2022P	2019	2022P	2019
Plan to stay in Hotel	56.7%	58.4%	52.8%	48.5%	60.7%	56.5%	57.6%	82.5%	53.0%	45.5%
Plan to stay in Condo	16.6%	16.7%	17.5%	18.7%	14.4%	14.0%	25.4%	13.2%	28.5%	32.5%
Plan to stay in Timeshare	8.6%	7.2%	9.4%	8.6%	7.7%	7.3%	20.7%	5.3%	9.6%	8.8%
Cruise Ship	0.5%	1.1%	0.2%	0.7%	1.4%	2.5%	0.0%	0.3%	0.3%	1.1%
Friends/Relatives	10.1%	12.2%	10.6%	15.3%	10.6%	16.0%	4.1%	1.2%	4.1%	5.8%
Bed & Breakfast	1.1%	1.2%	0.9%	1.2%	1.1%	1.5%	0.2%	0.2%	1.5%	1.5%
Rental House	12.5%	10.5%	12.5%	12.1%	12.7%	12.2%	0.6%	0.4%	16.7%	13.0%
Hostel	0.8%	0.8%	0.5%	0.7%	0.6%	0.9%	0.1%	0.1%	1.8%	1.8%
Camp Site, Beach	0.7%	0.7%	0.5%	0.8%	0.7%	0.7%	0.1%	0.0%	1.9%	1.9%
Private Room in Private Home**	1.0%	1.8%	0.9%	1.4%	0.9%	1.4%	0.6%	0.4%	1.7%	1.8%
Shared Room/Space in Private Home**	0.3%	0.5%	0.3%	0.5%	0.4%	0.5%	0.2%	0.3%	0.2%	0.6%
Other	2.1%	1.5%	2.1%	2.0%	2.2%	2.0%	0.9%	0.0%	2.2%	1.4%

Note: 2022 figures are preliminary.

# August 2022 Highlights - Lodging

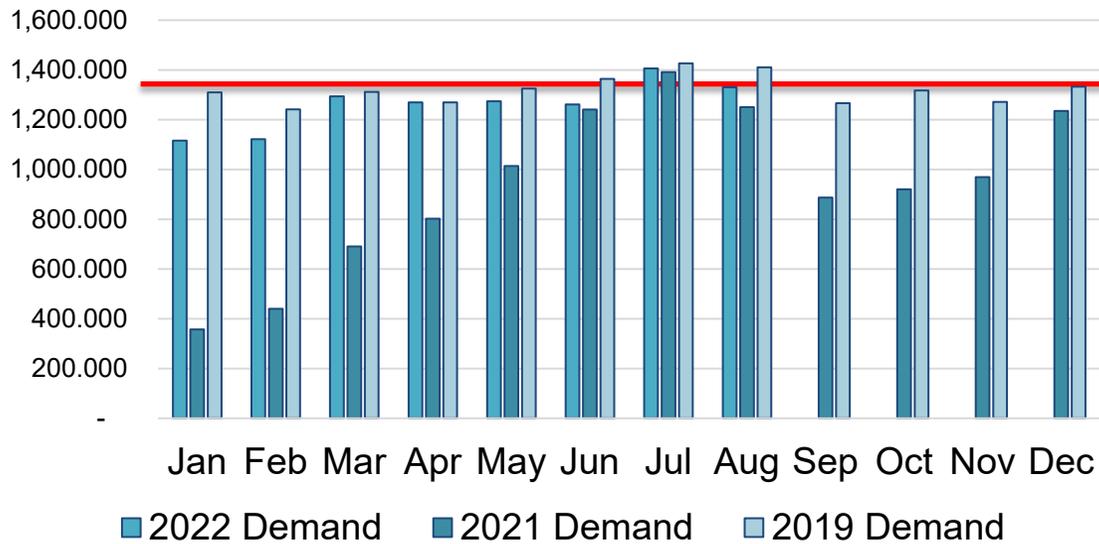
## State of Hawai'i Hotel Performance

	2022	2021	2019
Occupancy	77.1%	73.3%	84.1%
ADR	\$383	\$356	\$290
RevPAR	\$295	\$261	\$244

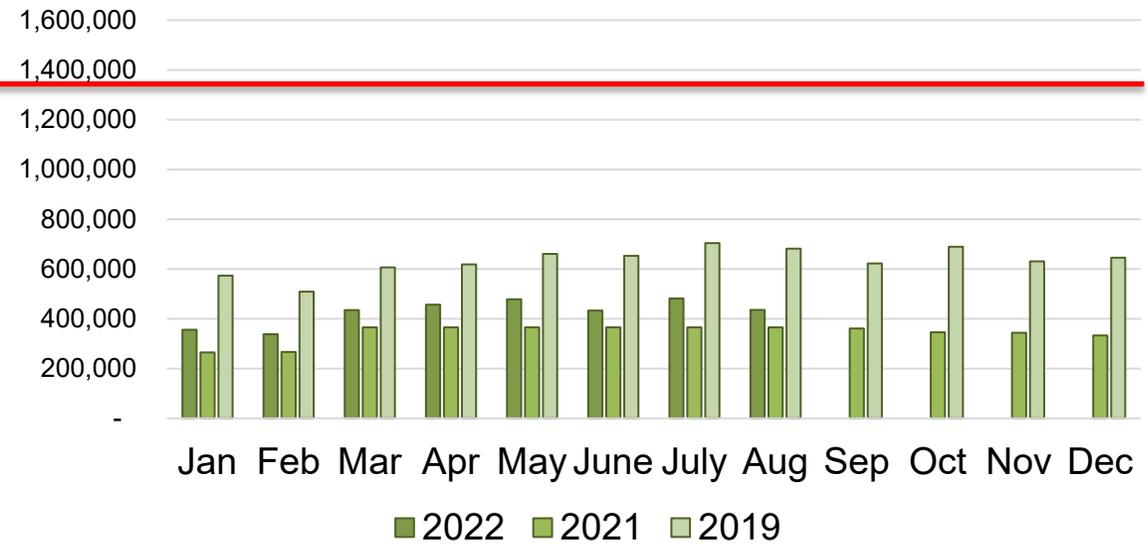
## State of Hawai'i Vacation Rental Performance

	2022	2021	2019
Occupancy	64.7%	74.4%	74.3%
ADR	\$300	\$254	\$204

## State of Hawai'i Hotel Demand



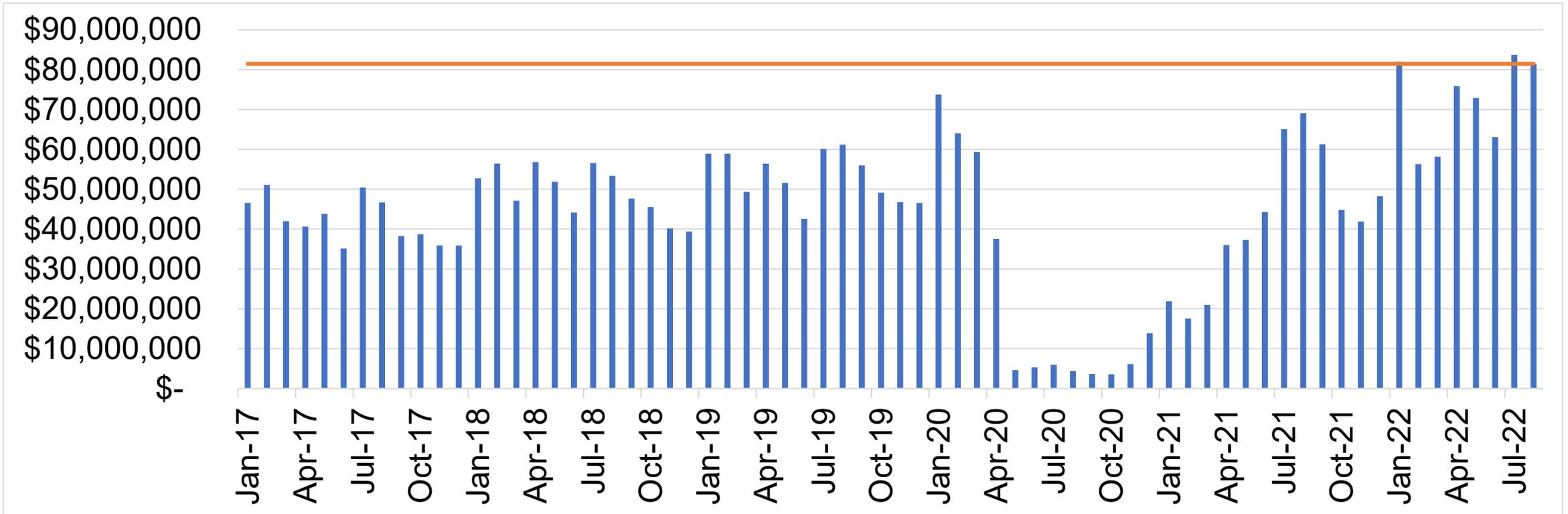
## State of Hawai'i Vacation Rental Demand



Source: STR, Inc. © Copyright 2022 Hawai'i Tourism Authority, Transparent Intelligence, Inc. © Copyright 2022 State of Hawai'i Department of Business, Economic Development & Tourism

# August 2022 Highlights – TAT Collections

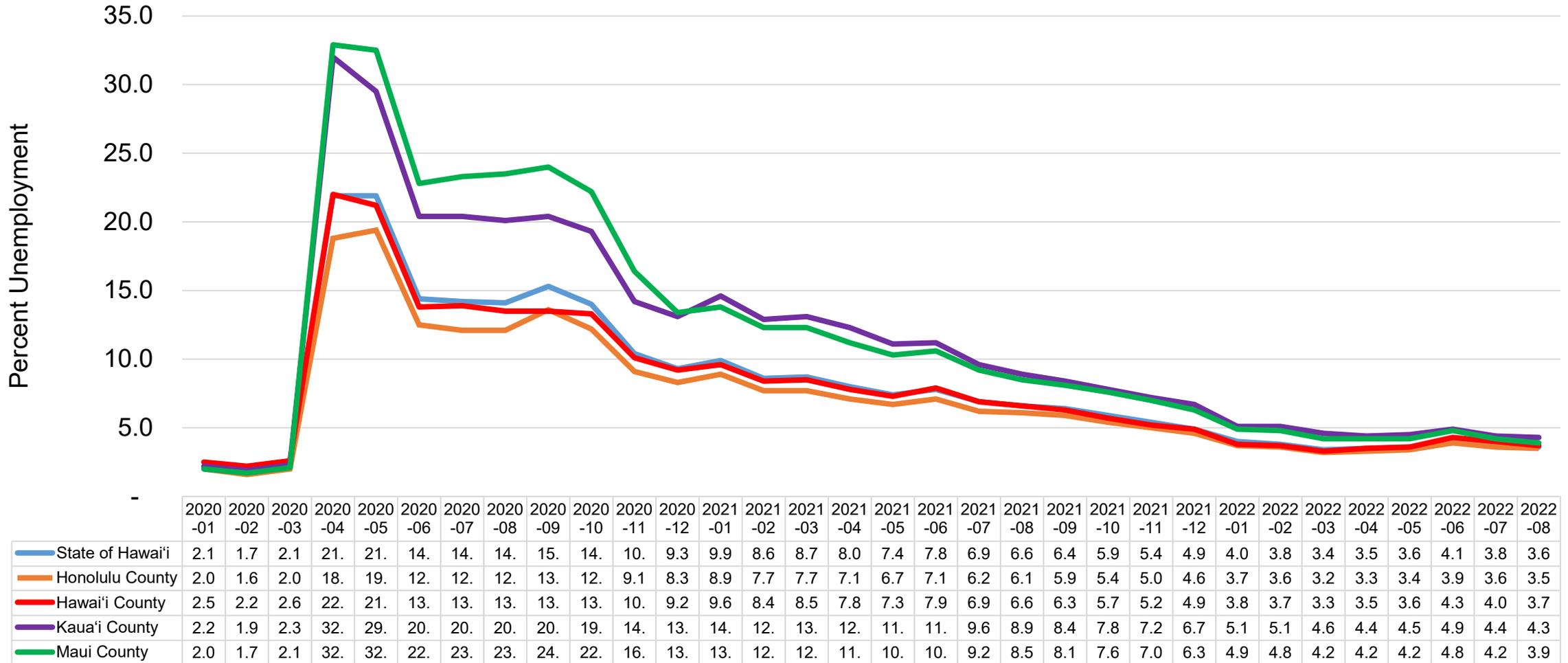
- Preliminary August TAT Collections: \$81.5 million
- Preliminary YTD Fiscal 23 TAT Collections: \$165.2 million (+23.1%)
- YTD Fiscal 22 TAT Collections: \$134.2 million (+\$31.0 million)



Source: Department of Taxation

# August 2022 Highlights – Unemployment Rates

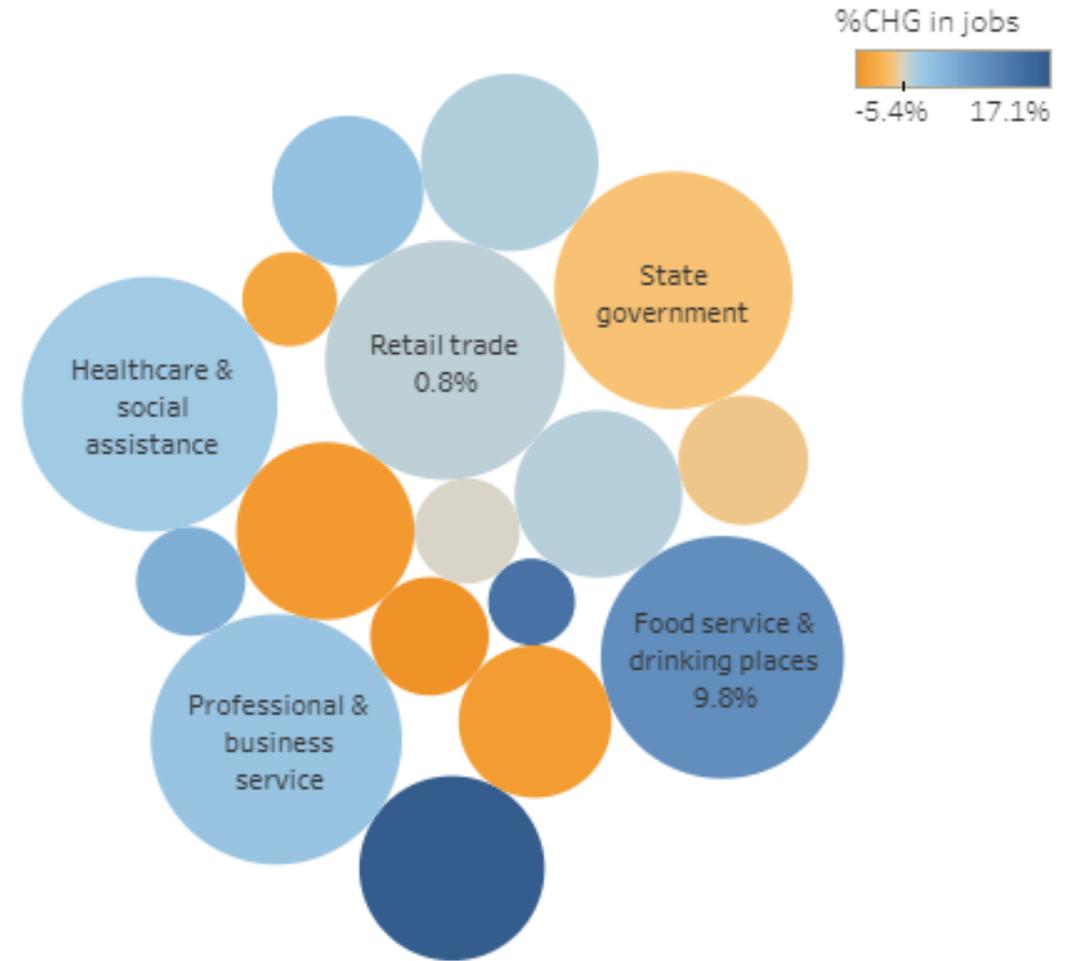
## Unemployment Rate, Civilian



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

# August 2022 Highlights – Jobs by Industry

	Jobs	CHG*	%CHG*
Total non-agriculture W&S jobs	607,000	12,900	2.2%
Nat'l resources, mining & construction	35,400	-1,800	-4.8%
Manufacturing	12,400	0	0.0%
Wholesale trade	15,700	-900	-5.4%
Retail trade	64,100	500	0.8%
Transportation, warehousing & utilities	31,400	300	1.0%
Information	8,400	1,000	13.5%
Financial activities	26,100	-1,300	-4.7%
Professional & business service	70,300	1,900	2.8%
Educational service	13,300	700	5.6%
Healthcare & social assistance	72,800	1,300	1.8%
Arts, entertainment & recreation	10,000	-400	-3.8%
Accommodation	38,300	5,600	17.1%
Food service & drinking places	65,900	5,900	9.8%
Other service	25,500	800	3.2%
Federal government	35,200	400	1.1%
State government	63,400	-900	-1.4%
Local government	18,800	-200	-1.1%



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

# Scheduled Nonstop Seats to Hawai'i by Port Entry

August	Total			Domestic			International		
	2022	2021	2019	2022	2021	2019	2022	2021	2019
STATE	1,142,106	1,139,215	1,212,926	981,591	1,104,320	896,563	160,515	34,895	316,363
HONOLULU	623,774	578,677	756,380	476,479	547,719	458,176	147,295	30,958	298,204
KAHULUI	289,691	312,045	257,291	279,058	308,108	248,915	10,633	3,937	8,376
KONA	121,033	138,197	108,231	118,446	138,197	98,448	2,587	0	9,783
HILO	5,549	5,549	4,804	5,549	5,549	4,804	0	0	0
LIHU'E	102,059	104,747	86,220	102,059	104,747	86,220	0	0	0

September	Total			Domestic			International		
	2022	2021	2019	2022	2021	2019	2022	2021	2019
STATE	969,571	958,679	1,006,133	820,981	923,953	711,307	148,590	34,726	294,826
HONOLULU	552,260	486,410	659,708	415,329	455,149	381,546	136,931	31,261	278,162
KAHULUI	232,534	251,430	204,791	223,462	247,965	197,711	9,072	3,465	7,080
KONA	93,719	118,504	74,540	91,132	118,504	64,956	2,587	0	9,584
HILO	4,117	3,759	3,486	4,117	3,759	3,486			
LIHU'E	86,941	98,576	63,608	86,941	98,576	63,608			

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of September 26, 2022, subject to change

# Scheduled Nonstop Seats to Hawai'i by Port Entry

October	Total			Domestic			International		
	2022	2021	2019	2022	2021	2019	2022	2021	2019
STATE	989,335	1,011,327	1,057,045	825,549	968,518	760,985	163,786	42,809	296,060
HONOLULU	575,866	497,447	673,909	426,063	461,669	399,574	149,803	35,778	274,335
KAHULUI	233,076	284,080	222,366	220,067	277,397	211,816	13,009	6,683	10,550
KONA	91,133	125,379	83,243	90,507	125,205	72,590	626	174	10,653
HILO	3,925	3,759	4,648	3,925	3,759	4,648			
LIHU'E	85,335	100,662	72,879	84,987	100,488	72,357	348	174	522

November	Total			Domestic			International		
	2022	2021	2019	2022	2021	2019	2022	2021	2019
STATE	1,074,695	1,000,641	1,066,503	853,786	927,319	764,288	220,909	73,322	302,215
HONOLULU	632,127	500,889	656,979	443,897	456,351	395,176	188,230	44,538	261,803
KAHULUI	252,155	268,289	231,519	231,964	247,335	209,739	20,191	20,954	21,780
KONA	97,046	125,037	93,017	88,212	120,687	78,213	8,834	4,350	14,804
HILO	3,818	4,117	3,818	3,818	4,117	3,818			
LIHU'E	89,549	102,309	81,170	85,895	98,829	77,342	3,654	3,480	3,828

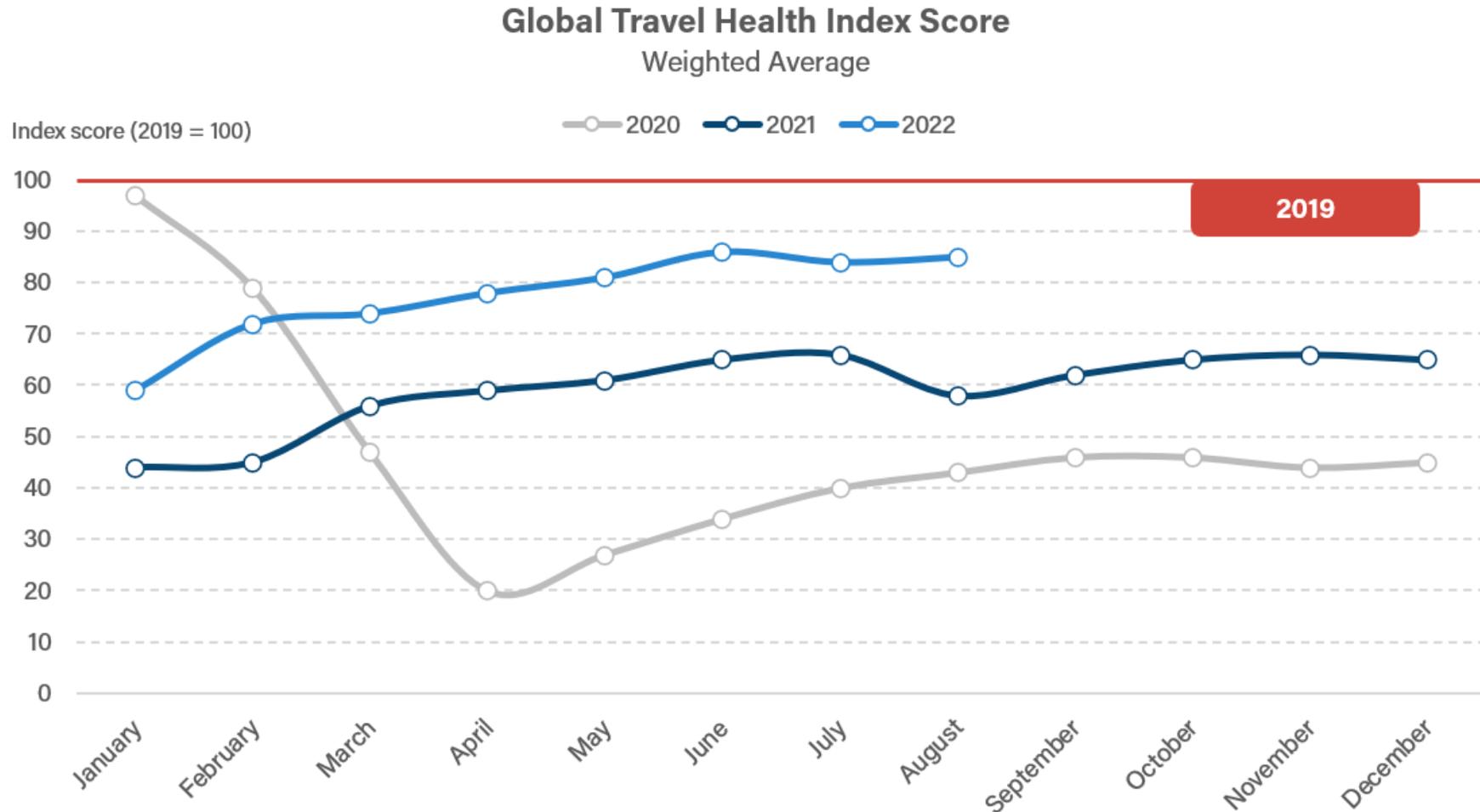
Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of September 26, 2022, subject to change

# Scheduled Nonstop Seats to Hawai'i From Japan

	September			October			November		
	2022	2021	2019	2022	2021	2019	2022	2021	2019
<b>JAPAN</b>	59,644	11,650	171,968	61,002	11,723	166,311	98,418	12,945	98,418
<b>Fukuoka</b>				556	0	0	4,726	0	4,726
<b>Nagoya</b>	995	0	13,498	796	0	12,155	796	0	796
<b>Osaka</b>	9,057	1,390	33,600	8,302	1,112	34,042	9,136	1,112	9,136
<b>Sapporo</b>			3,614	278	0	3,614	3,614	0	3,614
<b>Tokyo HND</b>	25,170	3,746	24,060	27,205	3,392	24,862	45,150	3,454	45,150
<b>Tokyo NRT</b>	24,422	6,514	97,196	23,865	7,219	91,638	34,996	8,379	34,996

Source: HTA/DBEDT READ analysis based on scheduled flights from Diio Mi flight schedules as of September 26, 2022, subject to change

# Skift Travel Health Index August 2022 = 85



Source: Skift Research from partner data. All data vs same month in 2019.

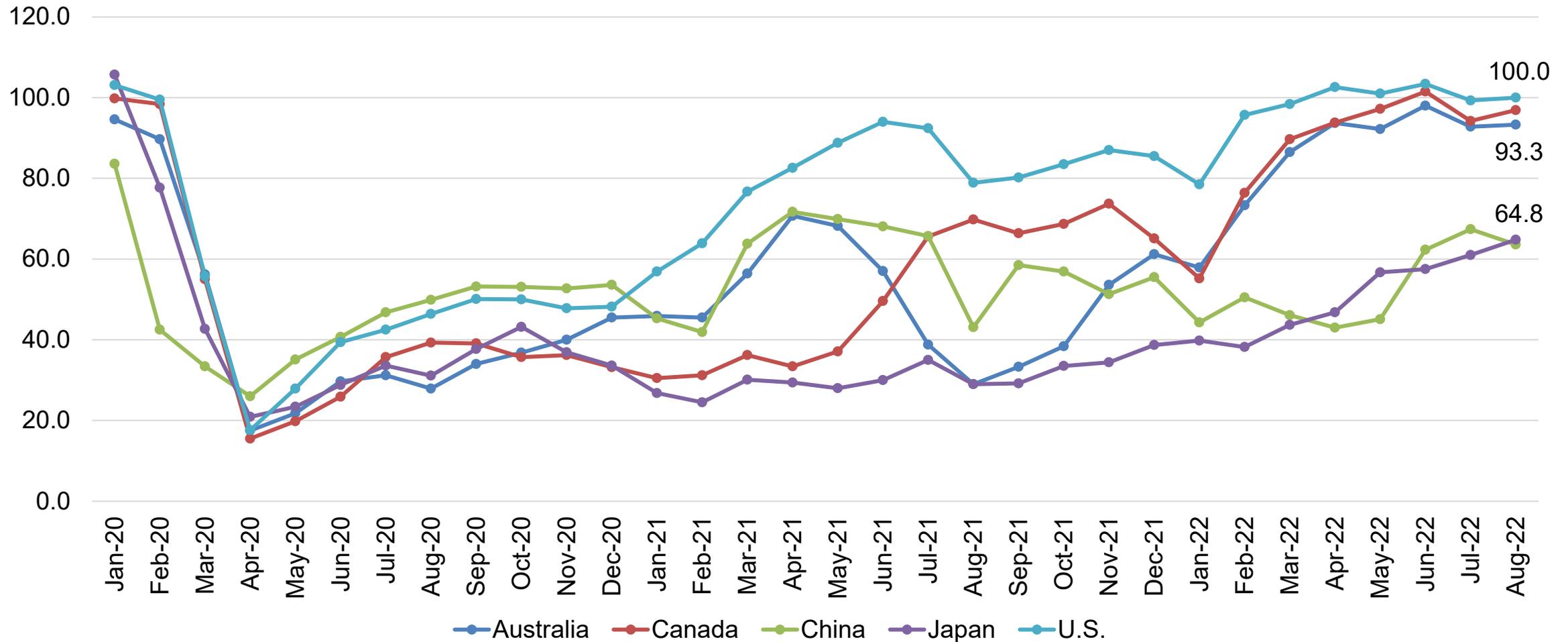


Source: Skift Research



# Skift Travel Health Index by Country

Skift Travel Health Index for Selected Countries



Source: Skift Research

# Pacific Asia Travel Association COVID-19 Update & Recovery Dashboard

Destination	Pandemic Status	Inbound Travel	Outbound Travel	Vaccination Booster
Australia	Open	Open	Open	96.4% 71.8%
Canada	Open	Open	Open	82.1% 49.8%
China	Partial	Partial	Partial	90.6% 57.5%
Japan	Open	Partial	Partial	82.5% 92.5%
Korea (ROK)	Open	Open	Open	86.3% 79.2%
New Zealand	Open	Open	Open	90.0% 73.1%
USA	Open	Open	Open	67.8% 48.7%

## Lockdown status:

Open – no restrictions on capacities, all economic sectors open - but face mask-wearing may still be imposed.

Partial – some restrictions are in place - that could be certain school classes, nightclubs/ bars, certain economic sectors, limits on the number of people in gatherings, etc.

Restricted – closure of all non-essential businesses, restricted movement.

## Inbound travel:

Open – leisure tourism permitted for majority of inbound travellers, although testing/ pre-registration/ visas may be required.

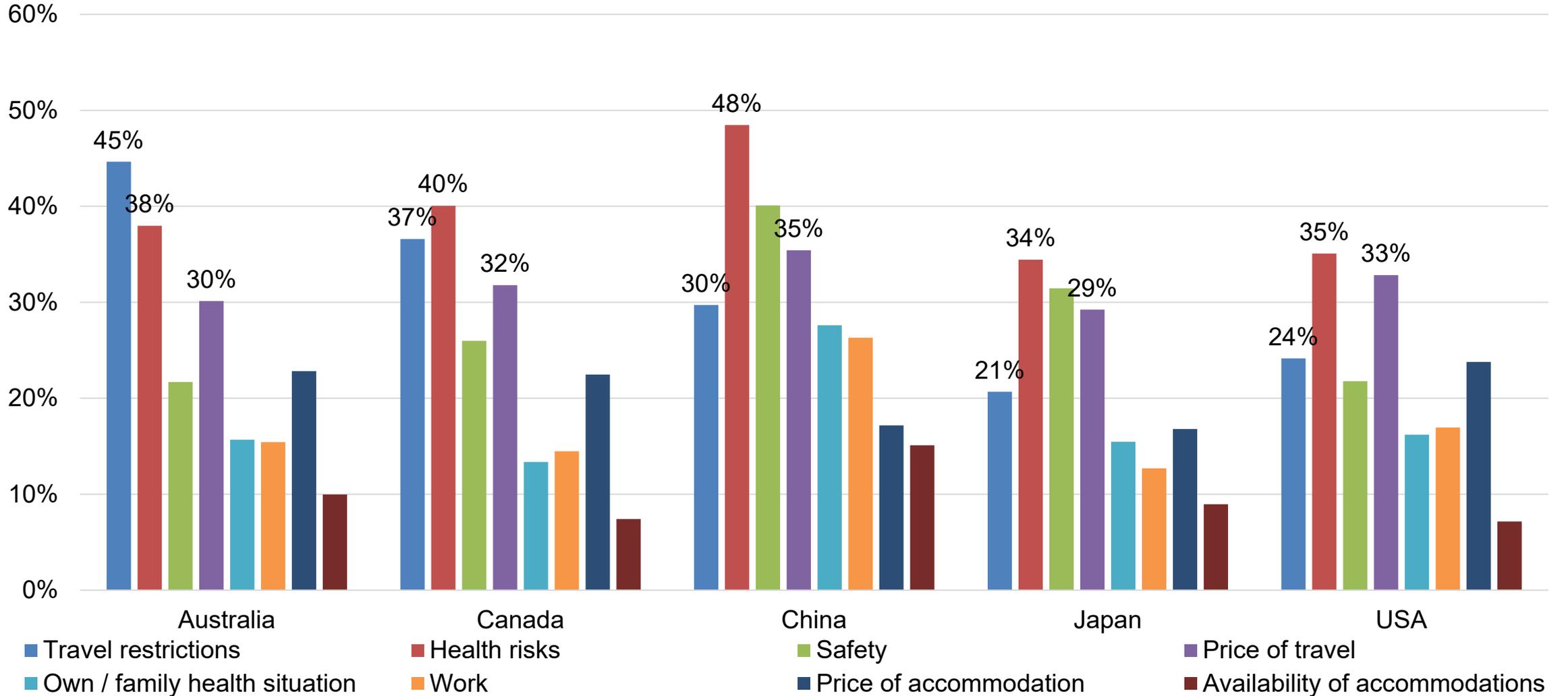
Partial – leisure tourism may be permitted, either to certain parts of the country or for certain nationalities to enter the country only. Could also apply to certain "Green Lane" schemes.

Restricted – leisure tourism not permitted.

Closed – all entry not permitted.

Source: Copyright © 2022 Pacific Asia Travel Association, as of September 28, 2022

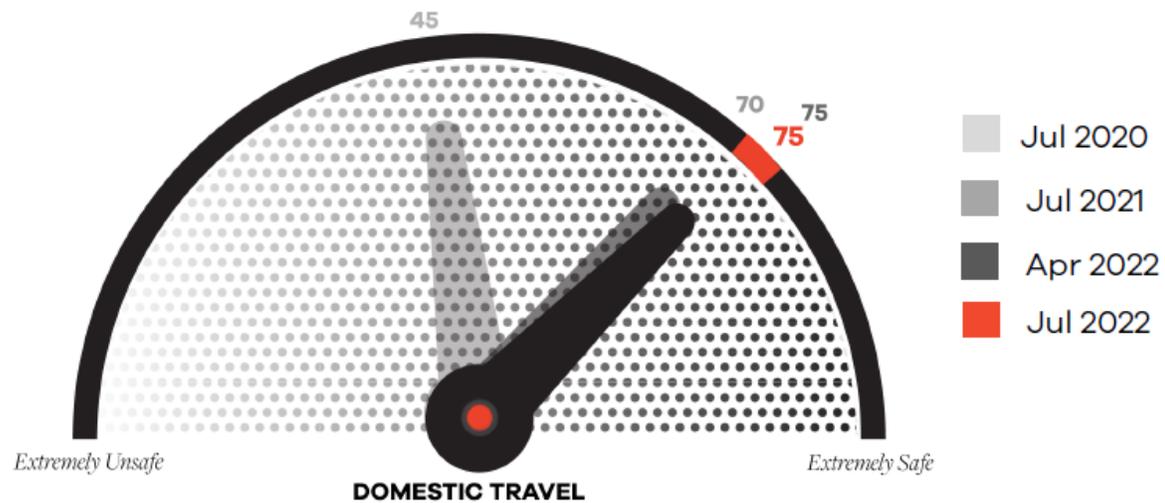
# YouGov – Travel Obstacles



Source: YouGov Global Travel Profiles

# MMGY Perceived Safety of Travel

/ Perceived safety of domestic travel is up 5 points from one year ago.



/ Perceived safety of international travel is up 6 points from one year ago.



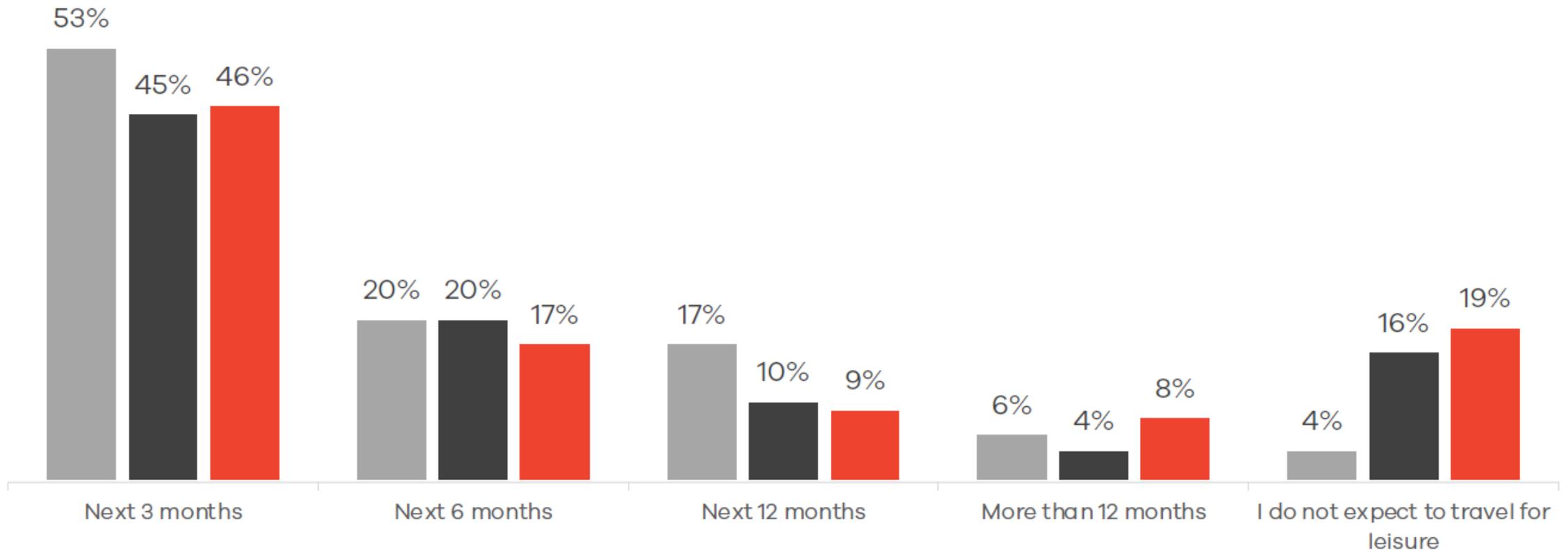
Source: MMGY Global's 2022 Portrait of American Travelers® "Fall Edition"

# MMGY Leisure Travel Intentions

Sum of Next 6 Months  
 July 2021: 73%  
 July 2022: 63% ▼

Earliest Expect to Take Next Vacation

■ Jul '21 ■ Apr '22 ■ Jul '22

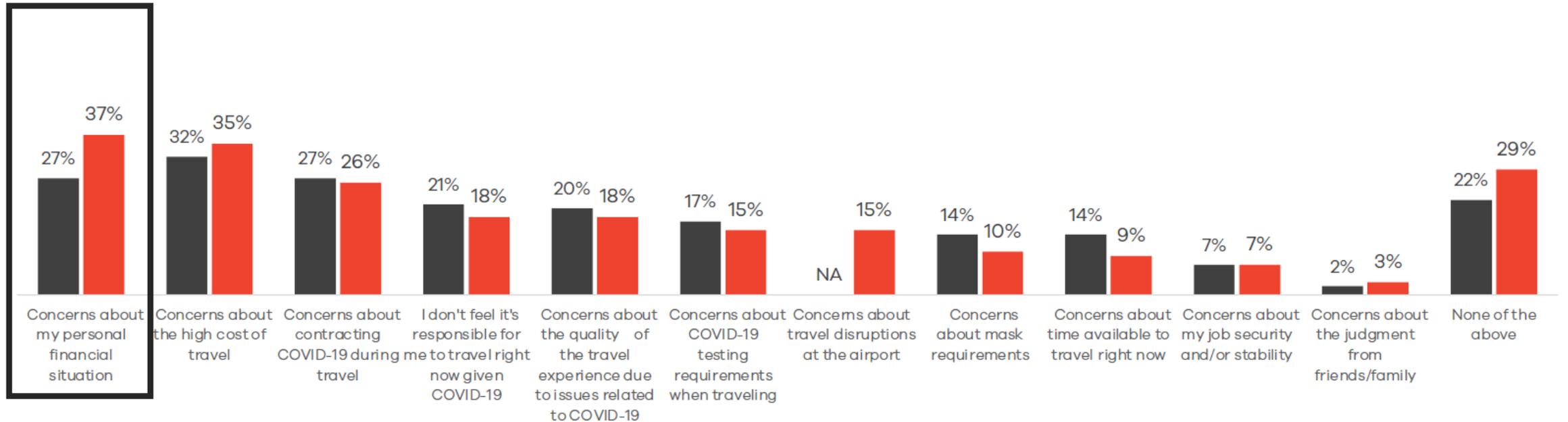


Source: MMGY Global's 2022 Portrait of American Travelers® "Fall Edition"

# MMGY Reasons for Not Travelling

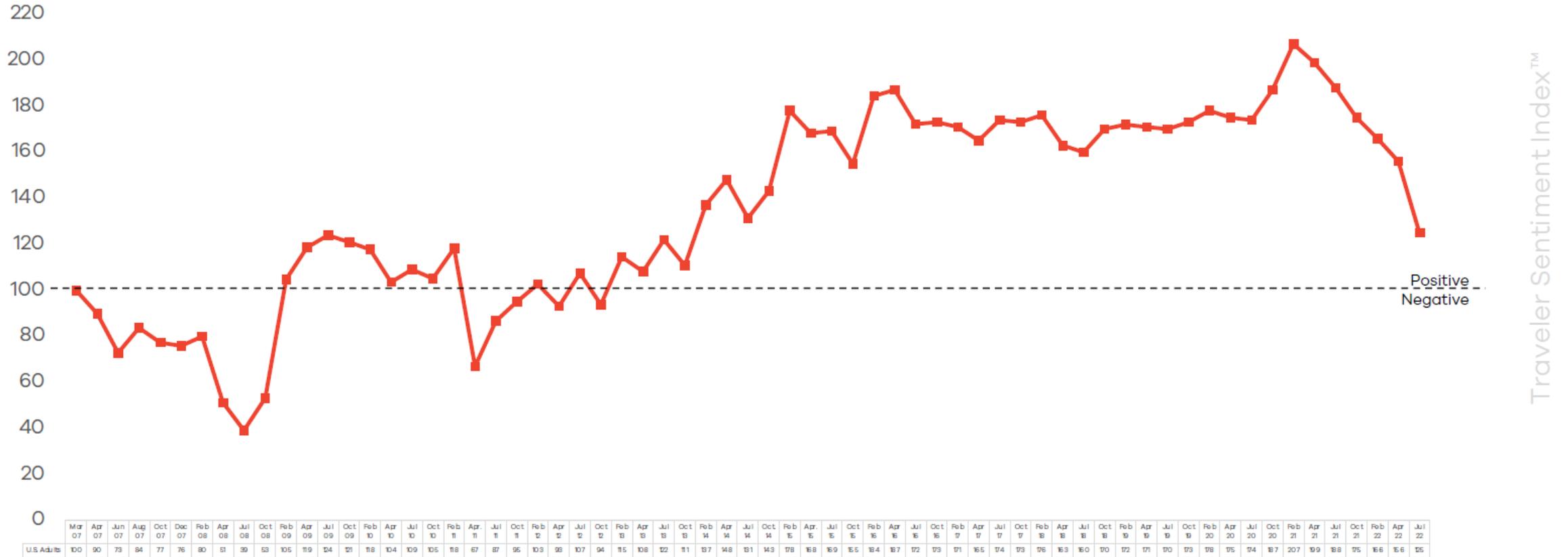
Reasons for Not Traveling During the Next Six Months

■ Apr '22 ■ Jul '22



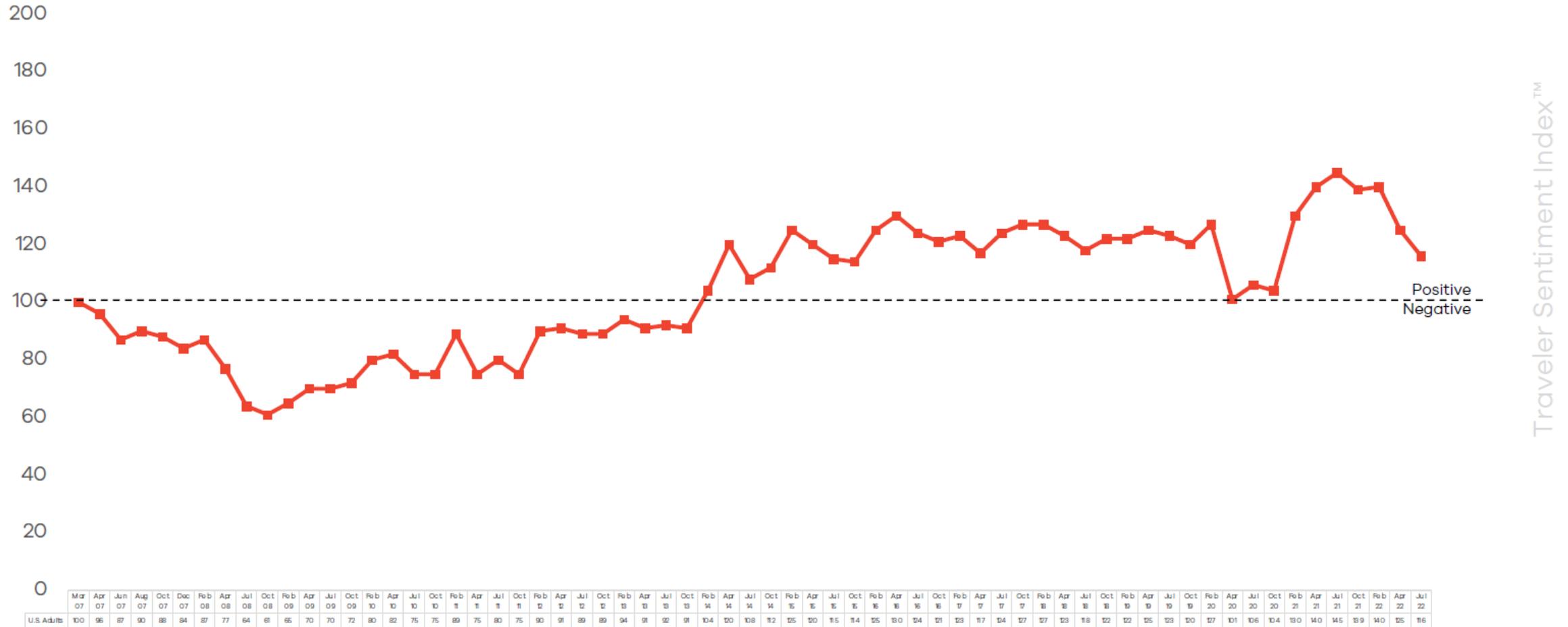
Source: MMGY Global's 2022 Portrait of American Travelers® "Fall Edition"

# MMGY Perceived Affordability of Travel



Source: MMGY Global’s 2022 Portrait of American Travelers® “Fall Edition”

# MMGY Personal Finances Available for Travel



Source: MMGY Global’s 2022 Portrait of American Travelers® “Fall Edition”



# National Travel Indicators

July, 2022



## Travel Spending (Tourism Economics)

↗ **+0.3%**  
July vs. 2019

↘ **-2.5%**  
YTD vs. 2019



## Auto Trips (Arrivalist)

↘ **-0.8%**  
July vs. 2019

YTD N/A



## Air Passengers (TSA)

↘ **-12.1%**  
July vs. 2019

↘ **-13.0%**  
YTD vs. 2019



## Overseas Arrivals (NTTO)

↘ **-35.3%**  
July vs. 2019

↘ **-47.0%**  
YTD vs. 2019



## Hotel Demand (STR)

↘ **-2.7%**  
July vs. 2019

↘ **-3.3%**  
YTD vs. 2019



## Short-term Rental Demand (AIRDNA)

↗ **+20.6%**  
July vs. 2019

↗ **+21.1%**  
YTD vs. 2019

## Insights

Auto trips fell just shy of its 2019 level in July, declining by less than one percent.

Air passenger volume relative to 2019 receded for the third consecutive month in July, declining to 12% below its 2019 volume.

International travel continued its return with overseas arrivals improving to 35% below its 2019 level in July.

Hotel room demand declined to 3% below its 2019 benchmark in July, marking its worst month since March 2022. After five consecutive months of improvement, group demand within the top 25 markets also experienced a decline in July to 11% below its 2019 level.

Short-term rental demand slid to 21% above 2019 levels in July but remains the best performing travel indicator.

## Travel Indicators

% change relative to same month in 2019

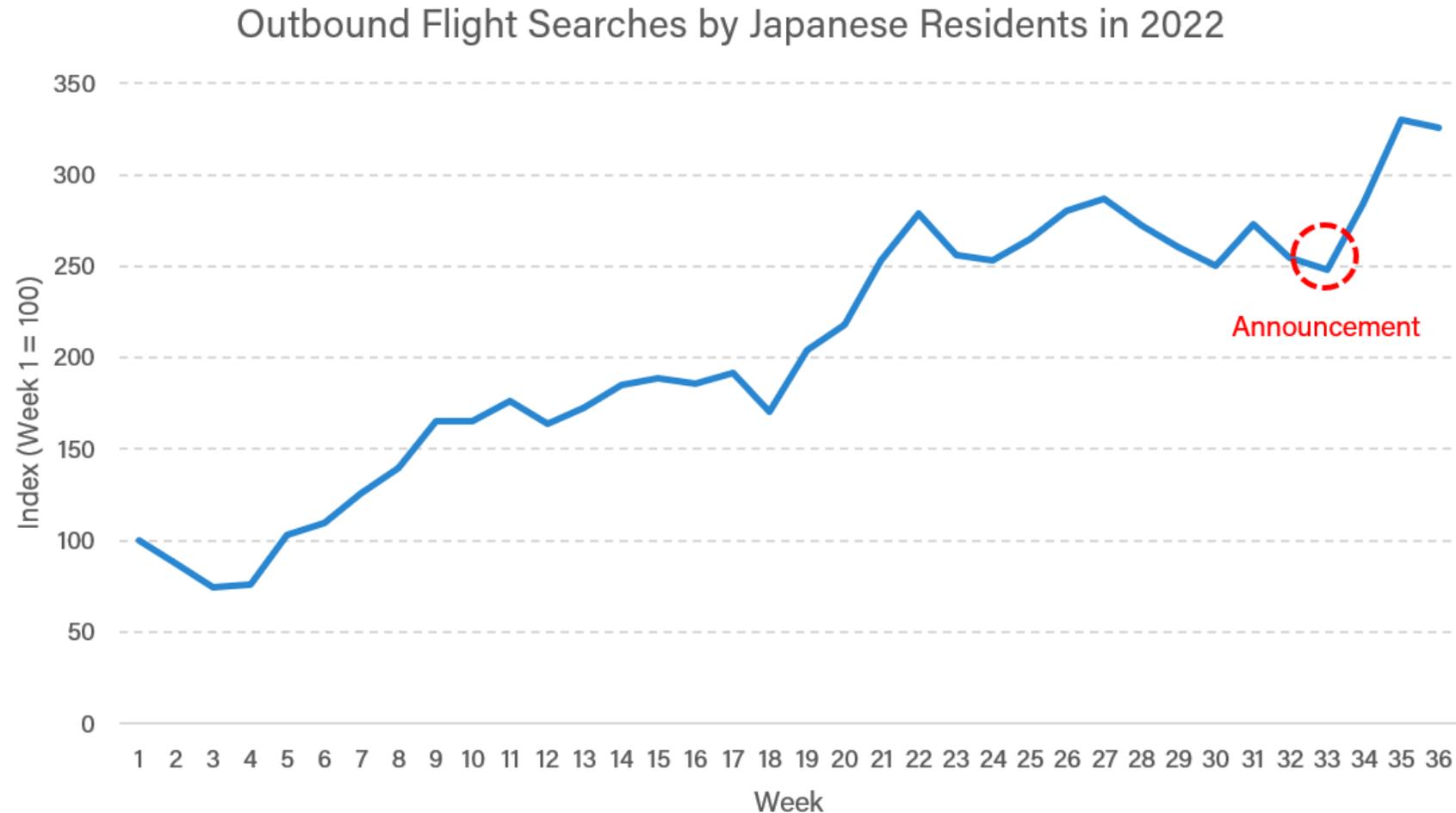
	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	Jul-22
Travel Spending (Tourism Economics)	-21%	-14%	-14%	-9%	-4%	-12%	-6%	-5%	3%	0%	1%	0%
Auto Trips (Arrivalist)	-16%	1%	3%	-8%	-2%	-12%	-2%	-13%	6%	-2%	2%	-1%
Air Passengers (TSA)	-23%	-24%	-21%	-16%	-16%	-23%	-16%	-12%	-9%	-10%	-11%	-12%
Overseas Arrivals (NTTO)	-76%	-79%	-78%	-57%	-51%	-65%	-60%	-52%	-43%	-43%	-41%	-35%
Hotel Demand (STR)	-10%	-7%	-7%	-5%	0%	-10%	-5%	-3%	0%	-2%	-2%	-3%
Top 25 Group Hotel Demand* (STR)	-50%	-44%	-46%	-40%	-27%	-58%	-42%	-23%	-16%	-14%	-5%	-11%
Short-term Rental Demand (AIRDNA)	-3%	3%	10%	12%	10%	19%	21%	14%	23%	25%	23%	21%
National Park Visits (National Park Service)	-16%	-10%	-5%	-1%	2%	13%	0%	-5%	-15%	-12%	-10%	-11%
Organic Web Sessions (Simpleview & Tempest)*	28%	31%	35%	33%	28%	30%	38%	30%	28%	26%	21%	12%

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



\*STR group hotel demand at upper-tier hotels (luxury and upper upscale classes)

# Skift: Japan Outbound Travel Searches



Source: Skyscanner



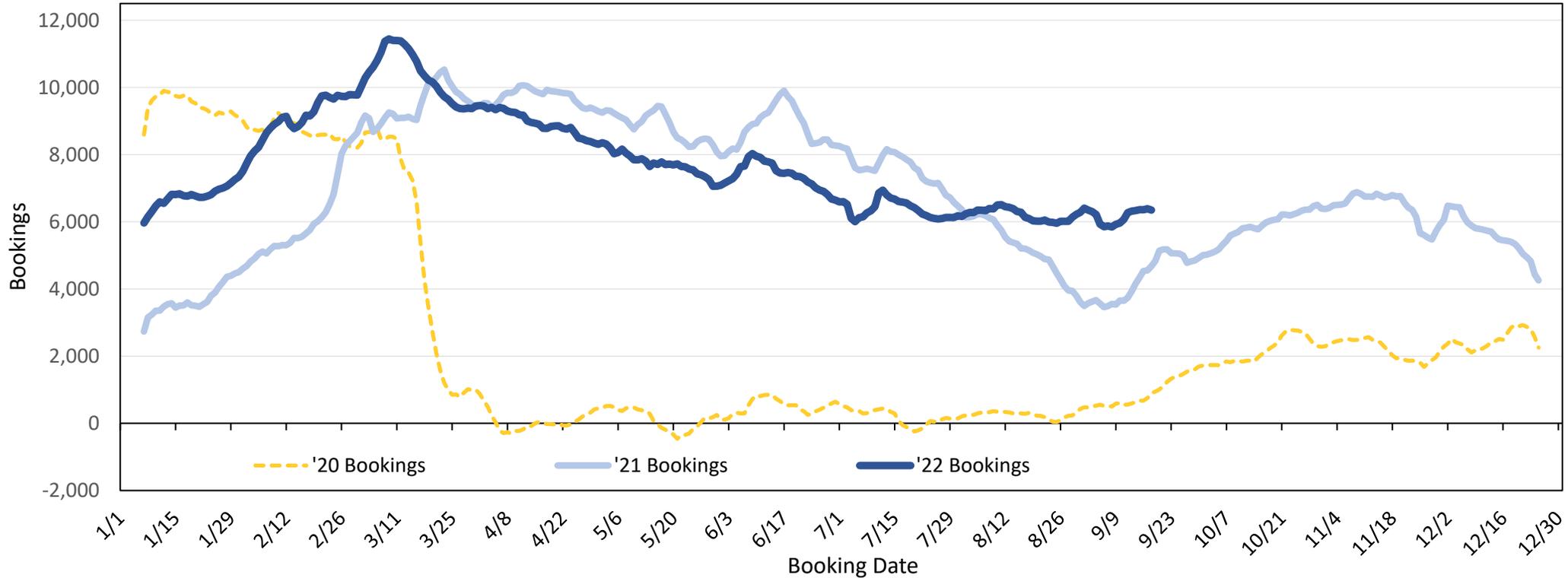
Source: Skift Research



# TRAVEL AGENCY BOOKING TRENDS

# Travel Agency Bookings to Hawai'i for Future Arrivals

**Travel Agency Bookings to Hawaii for Future Arrivals\***  
**Based on a 7-day Moving Average as of September 24, 2022**  
**U.S.**



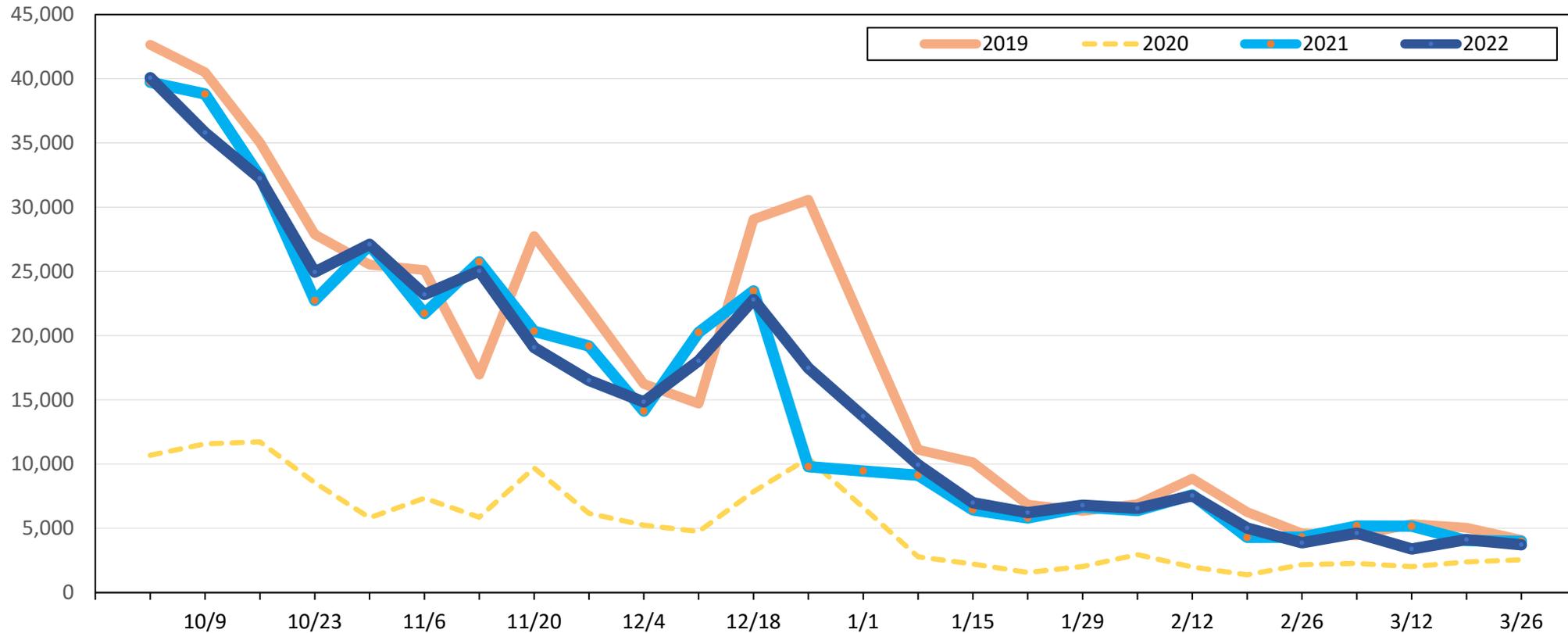
\*Future Arrivals refers to all 'future' arrivals relative to a given Booking Date.  
 Source: Global Agency Pro

Update: Sep 24, 2022

Source: Global Agency Pro

# Travel Agency Bookings to Hawai'i for Future Arrivals

Travel Agency Weekly Bookings for Future Travel to Hawai'i as of September 24, 2022  
U.S.



Source: Global Agency Pro, as of September 24, 2022

Source: Global Agency Pro

# Travel Agency Bookings to Hawaii for Future Arrivals

Travel Agency Bookings to Hawaii for Future Arrivals\*  
Based on a 7-day Moving Average as of September 24, 2022  
Japan



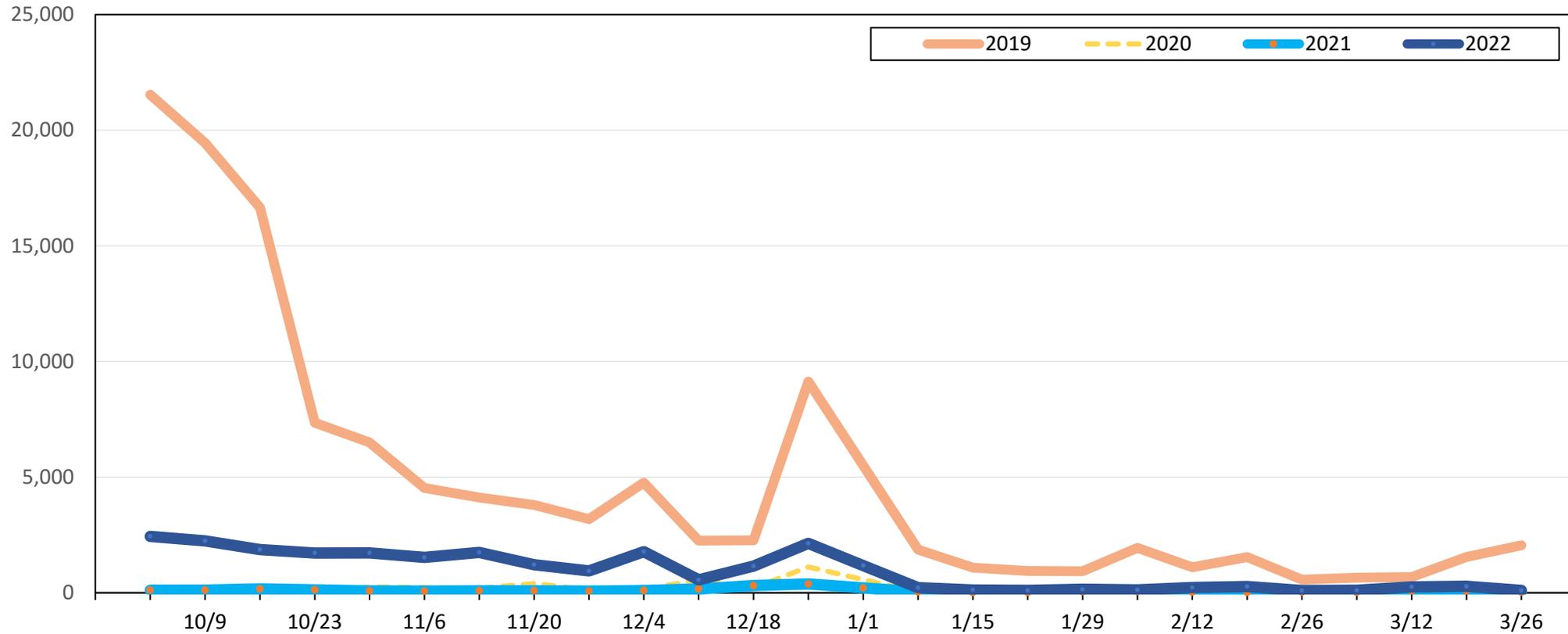
\*Future Arrivals refers to all 'future' arrivals relative to a given Booking Date.  
Source: Global Agency Pro

Update: Sep 24, 2022

Source: Global Agency Pro

# Travel Agency Bookings to Hawaii for Future Arrivals

Travel Agency Weekly Bookings for Future Travel to Hawai'i as of September 24, 2022  
Japan

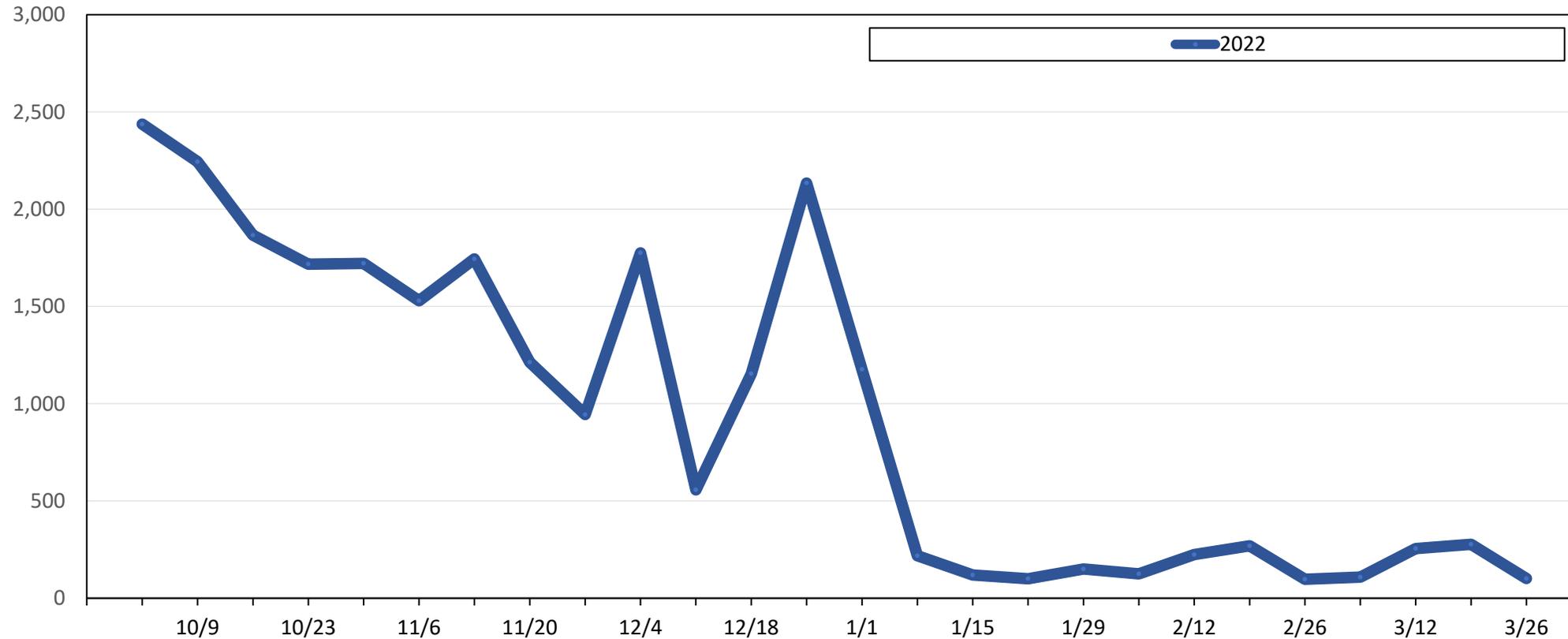


Source: Global Agency Pro, as of September 24, 2022

Source: Global Agency Pro

# Travel Agency Bookings to Hawaii for Future Arrivals

## Travel Agency Weekly Bookings for Future Travel to Hawai'i as of September 24, 2022 Japan

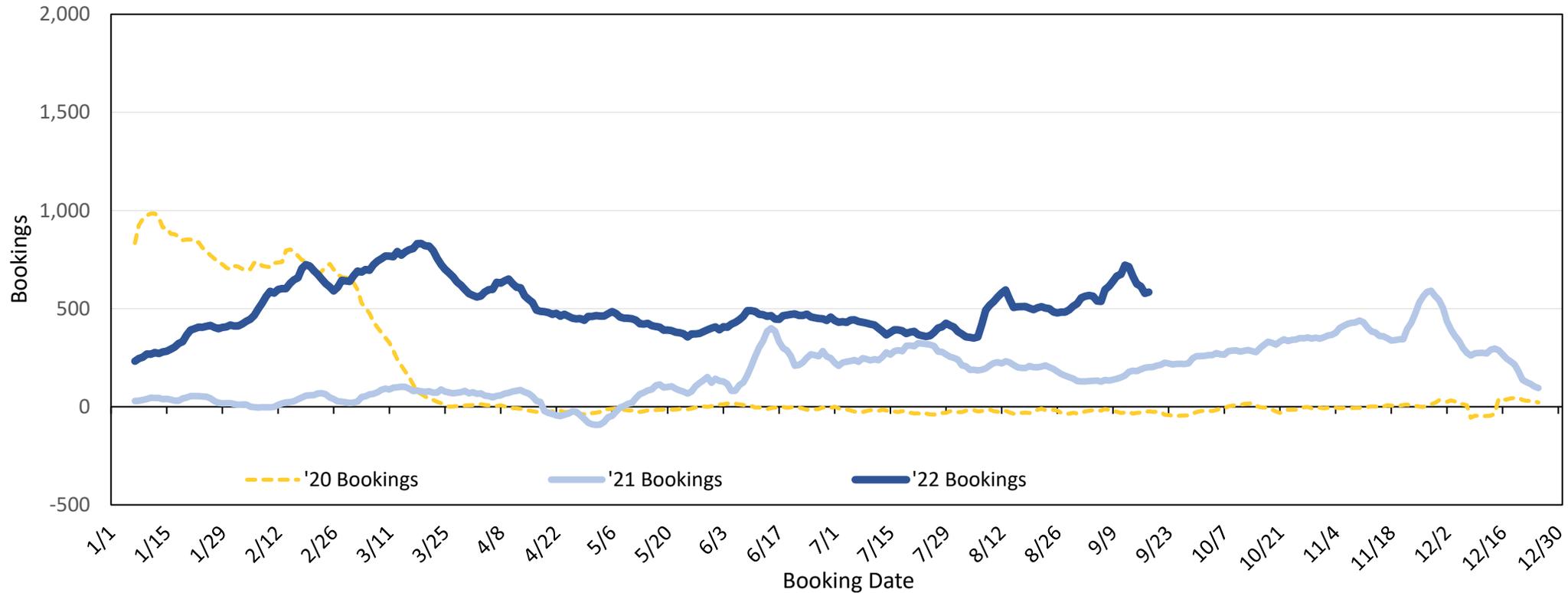


Source: Global Agency Pro, as of September 24, 2022

Source: Global Agency Pro

# Travel Agency Bookings to Hawaii for Future Arrivals

Travel Agency Bookings to Hawaii for Future Arrivals\*  
Based on a 7-day Moving Average as of September 24, 2022  
Canada



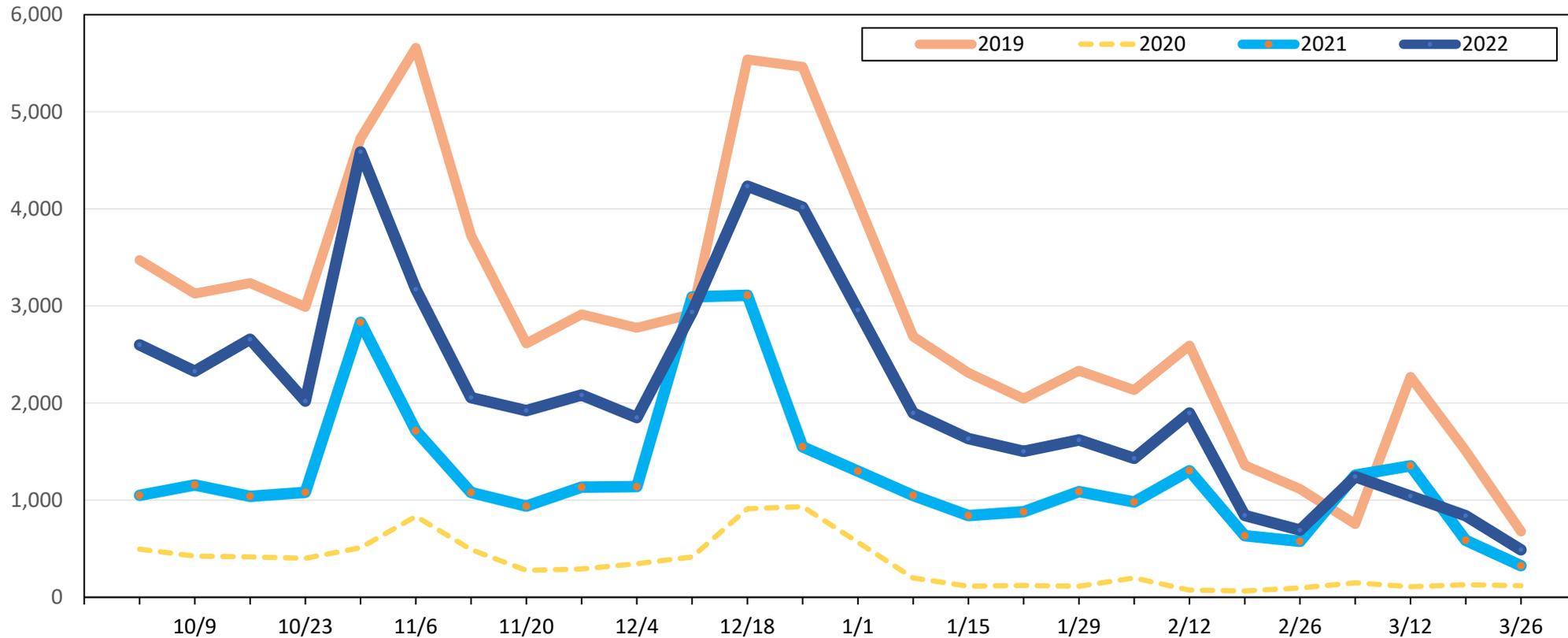
\*Future Arrivals refers to all 'future' arrivals relative to a given Booking Date.  
Source: Global Agency Pro

Update: Sep 24, 2022

Source: Global Agency Pro

# Travel Agency Bookings to Hawaii for Future Arrivals

Travel Agency Weekly Bookings for Future Travel to Hawai'i as of September 24, 2022  
Canada

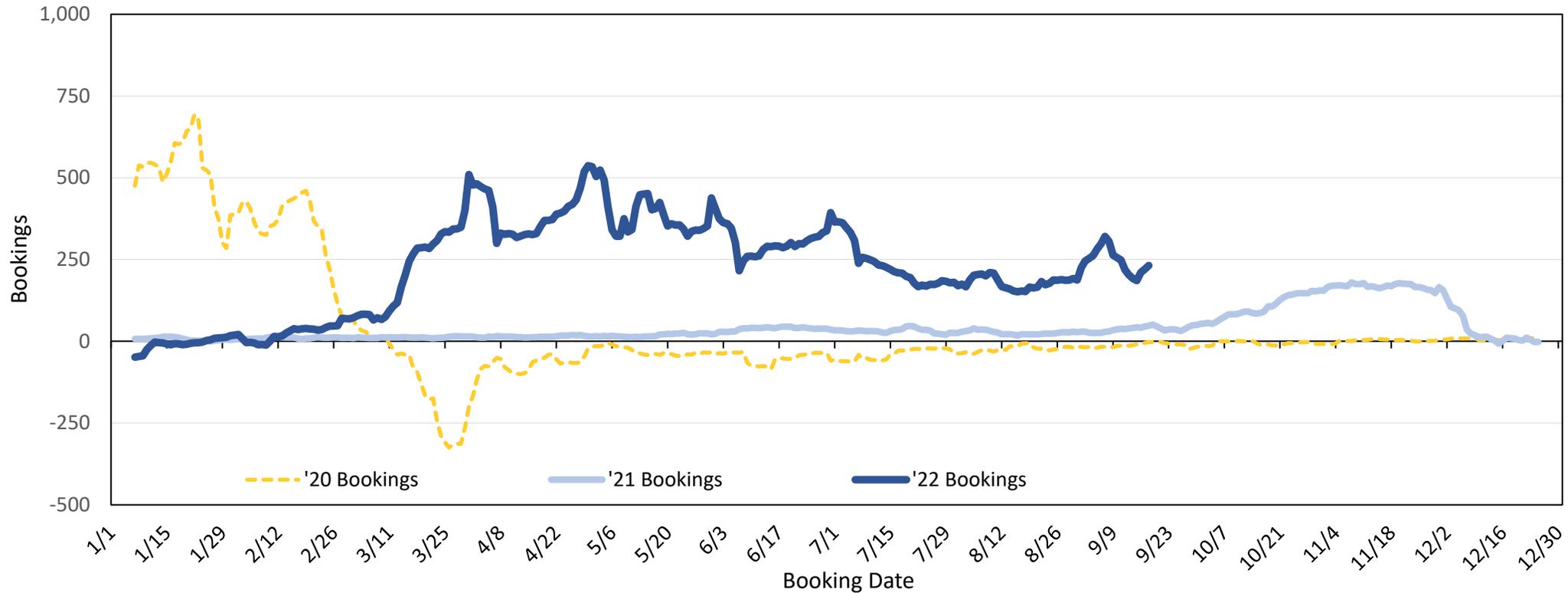


Source: Global Agency Pro, as of September 24, 2022

Source: Global Agency Pro

# Travel Agency Bookings to Hawaii for Future Arrivals

**Travel Agency Bookings to Hawaii for Future Arrivals\***  
Based on a 7-day Moving Average as of September 24, 2022  
Korea



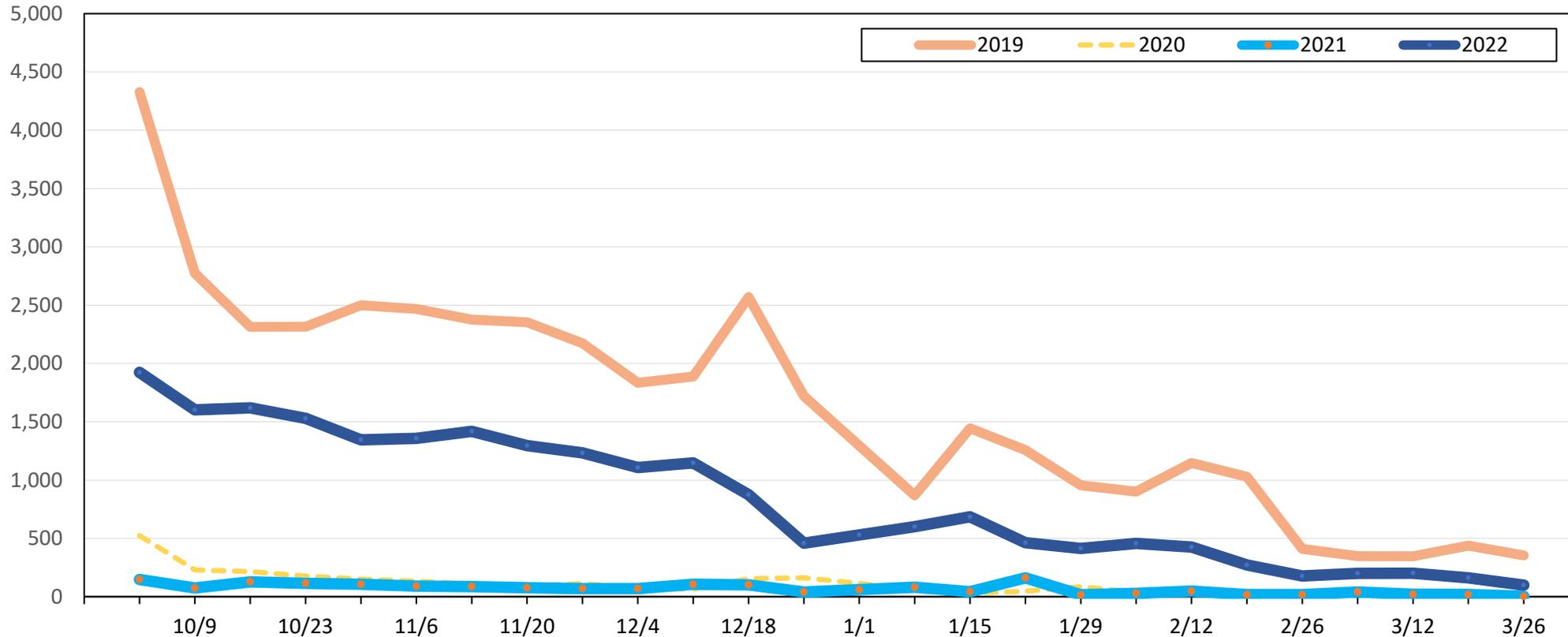
\*Future Arrivals refers to all 'future' arrivals relative to a given Booking Date.  
Source: Global Agency Pro

Update: Sep 24, 2022

Source: Global Agency Pro

# Travel Agency Bookings to Hawaii for Future Arrivals

Travel Agency Weekly Bookings for Future Travel to Hawai'i as of September 24, 2022  
Korea

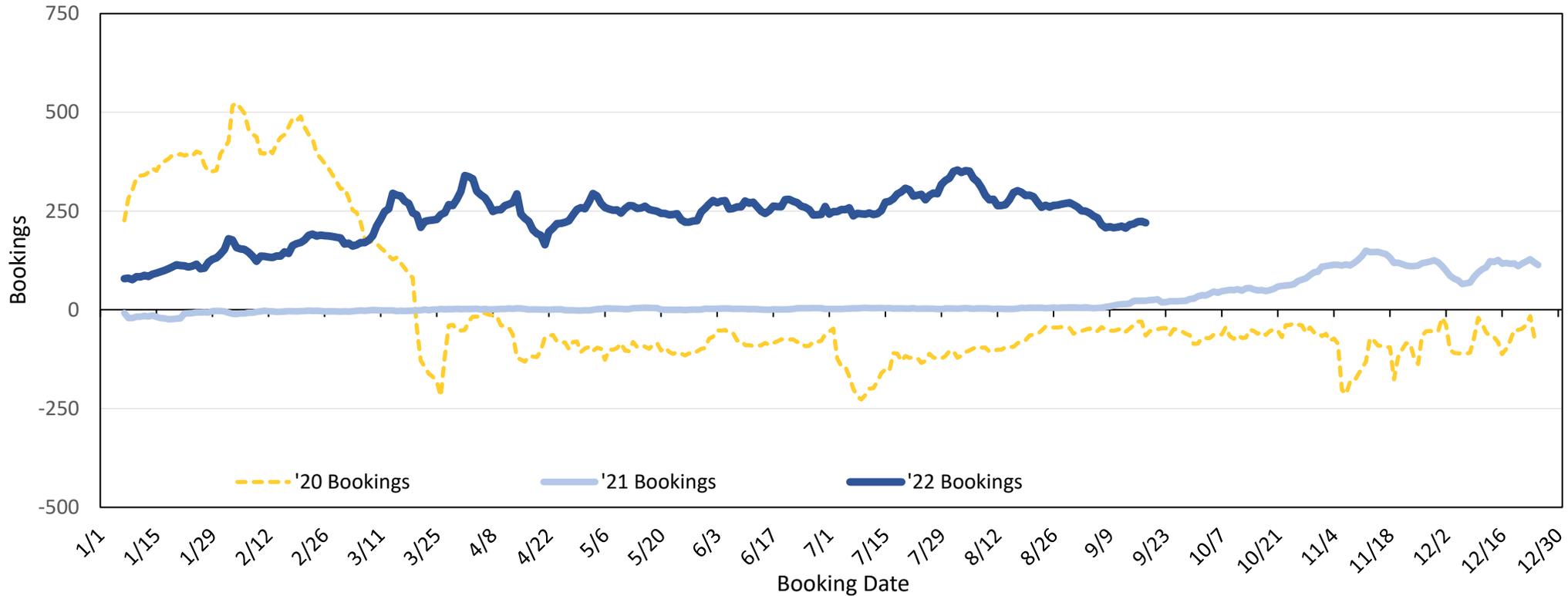


Source: Global Agency Pro, as of September 24, 2022

Source: Global Agency Pro

# Travel Agency Bookings to Hawaii for Future Arrivals

**Travel Agency Bookings to Hawaii for Future Arrivals\***  
**Based on a 7-day Moving Average as of September 24, 2022**  
**Australia**



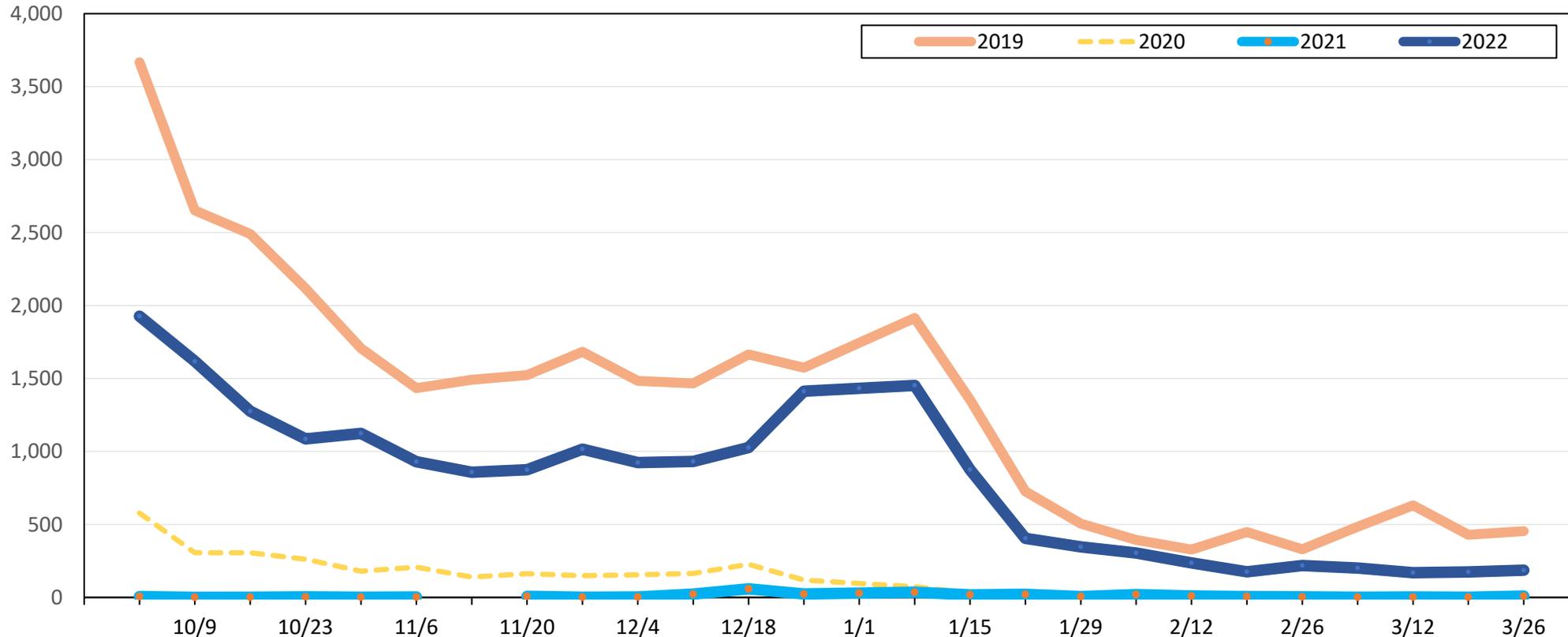
\*Future Arrivals refers to all 'future' arrivals relative to a given Booking Date.  
Source: Global Agency Pro

Update: Sep 24, 2022

Source: Global Agency Pro

# Travel Agency Bookings to Hawaii for Future Arrivals

## Travel Agency Weekly Bookings for Future Travel to Hawai'i as of September 24, 2022 Australia

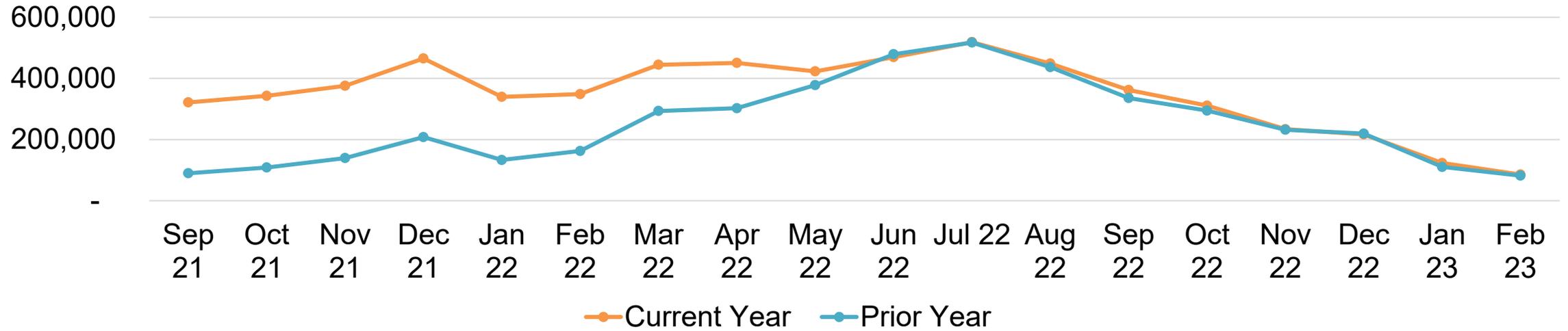


Source: Global Agency Pro, as of September 24, 2022

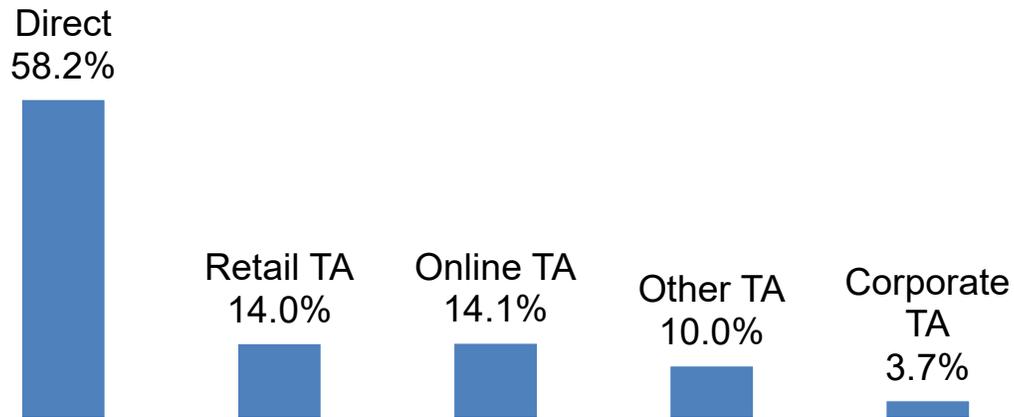
Source: Global Agency Pro

# FORWARDKEYS DESTINATION GATEWAY

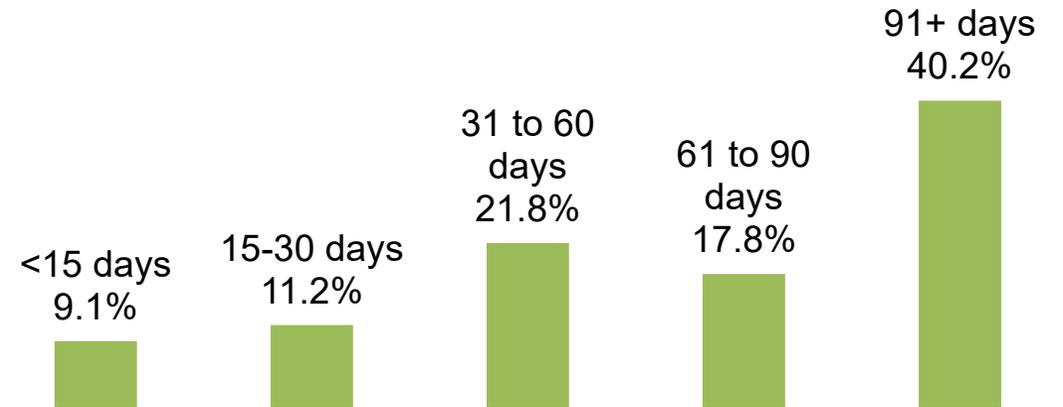
# ForwardKeys Outlook: United States



## Distribution Channel

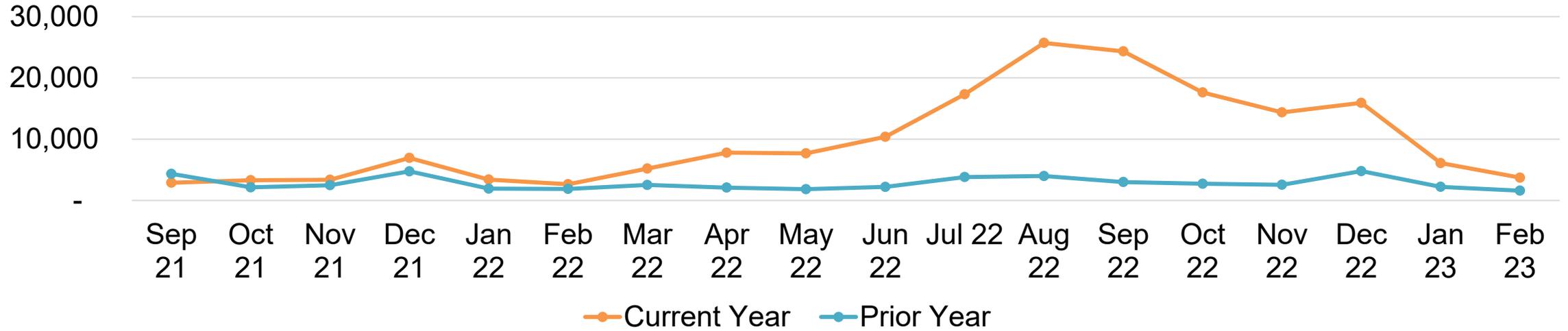


## Lead Time



Source: ForwardKeys, as of September 18, 2022

# ForwardKeys Outlook: Japan



Direct  
66.5%



## Distribution Channel

Retail TA  
9.9%



Online TA  
4.7%



Other TA  
6.4%



Corporate  
TA  
12.5%



## Lead Time

<15 days  
7.0%



15-30 days  
12.4%



31 to 60  
days  
20.5%



61 to 90  
days  
15.0%

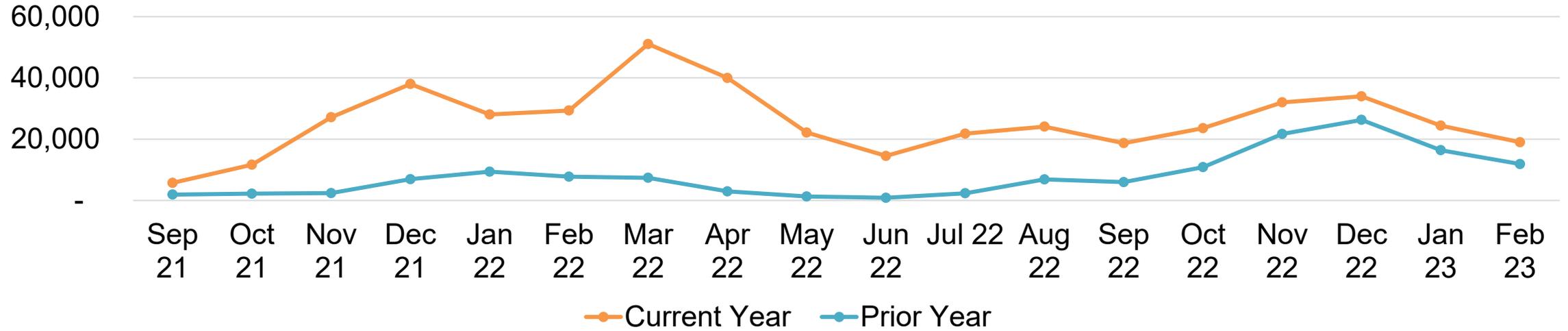


91+ days  
45.1%

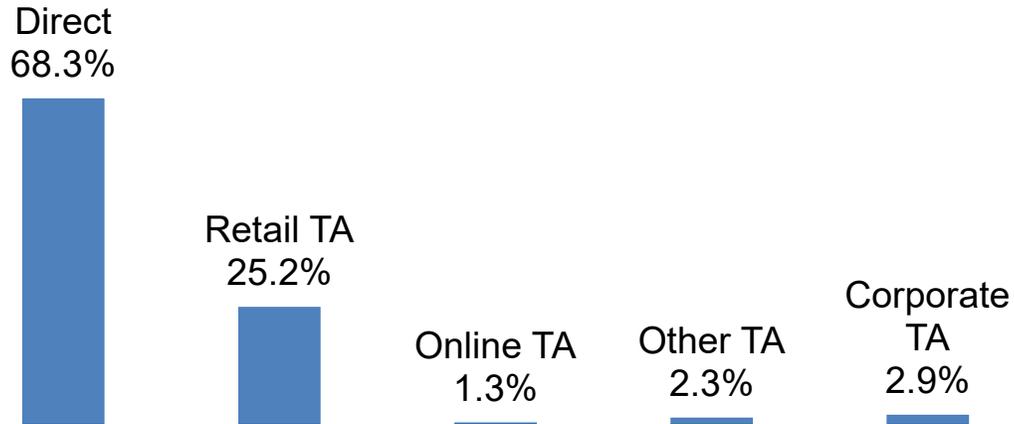


Source: ForwardKeys, as of September 18, 2022

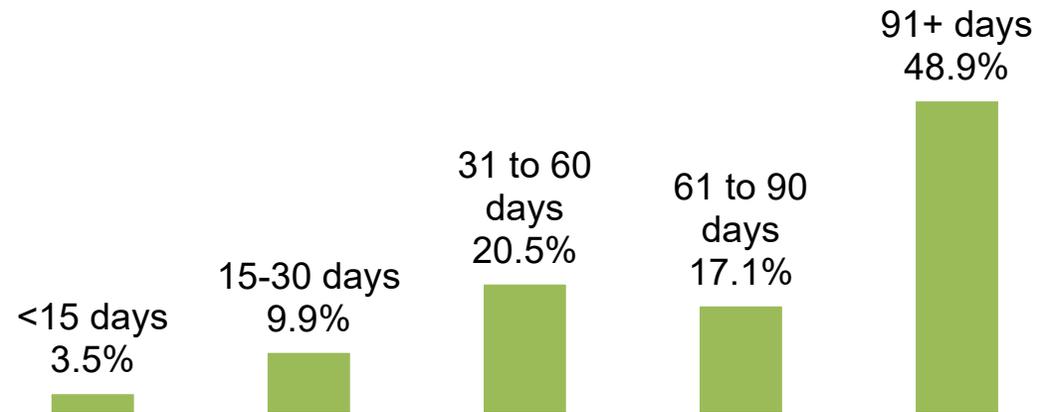
# ForwardKeys Outlook: Canada



## Distribution Channel

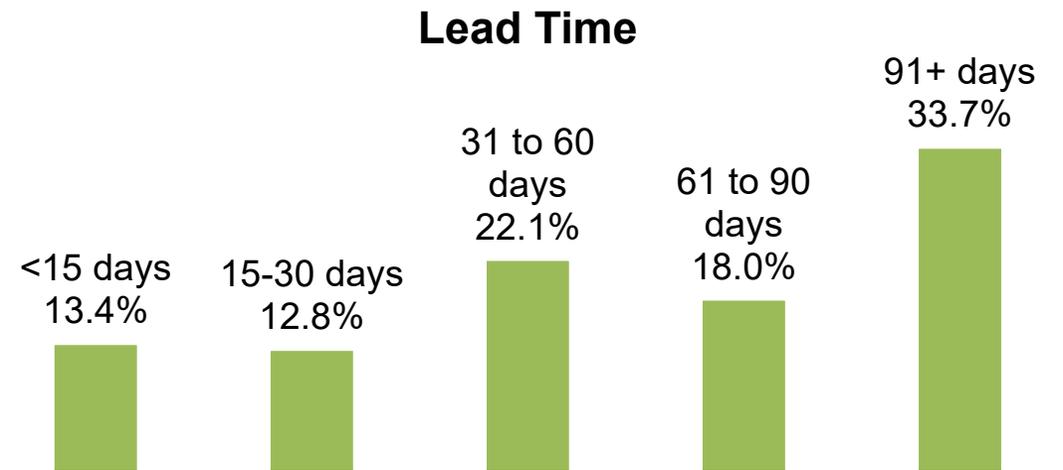
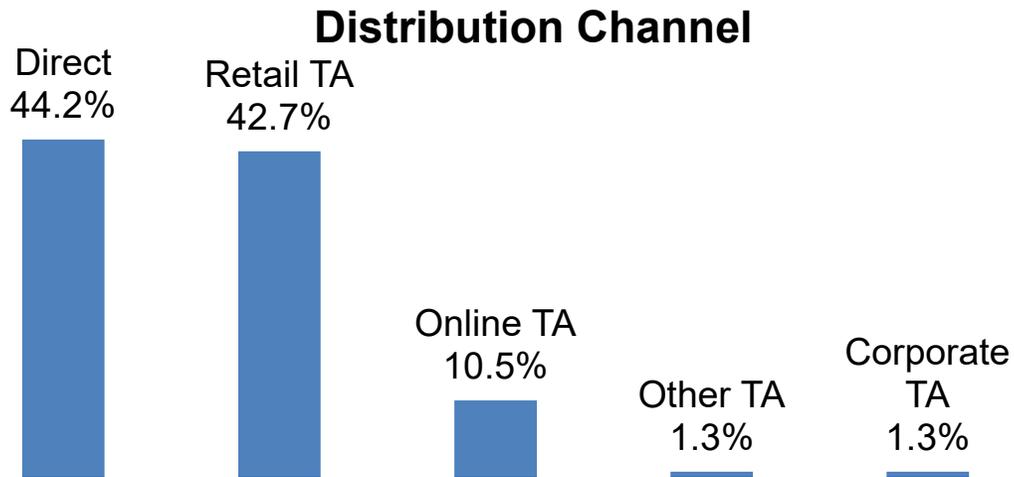
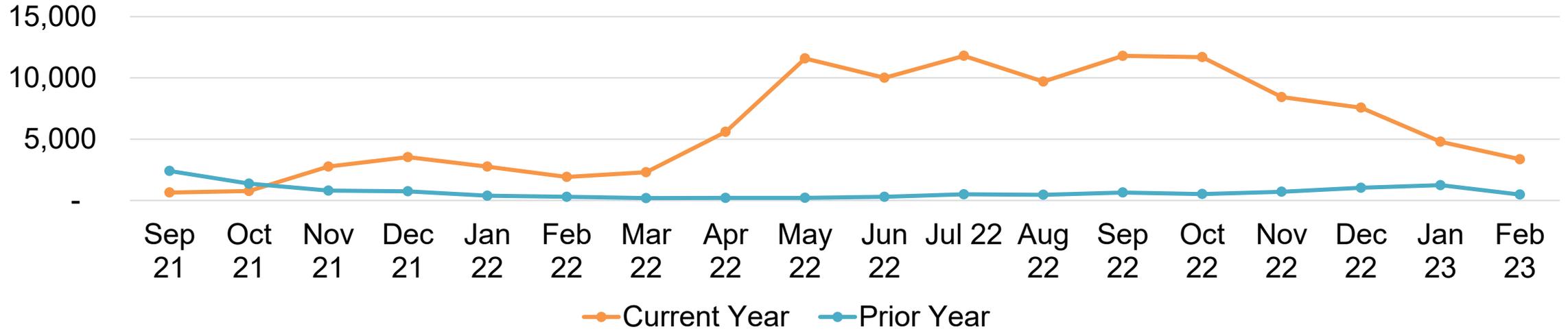


## Lead Time



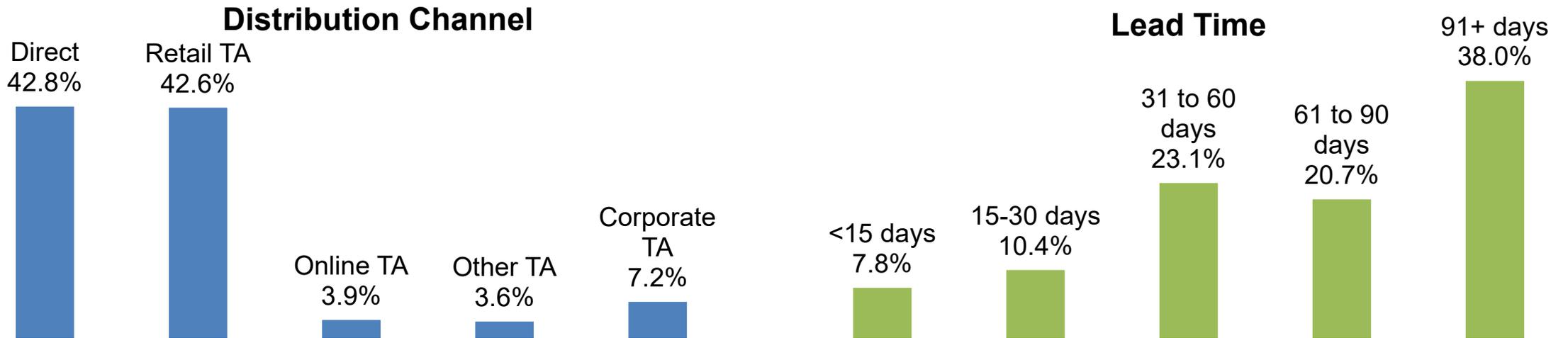
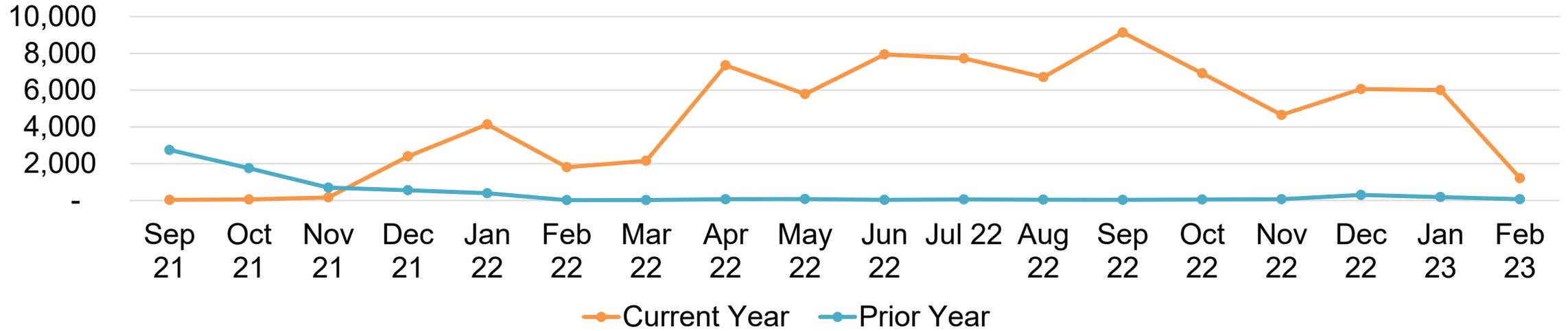
Source: ForwardKeys, as of September 18, 2022

# ForwardKeys Outlook: Korea



Source: ForwardKeys, as of September 18, 2022

# ForwardKeys Outlook: Australia



Source: ForwardKeys, as of September 18, 2022

# MAHALO!

