



Global

Quarterly Trend Report

00000



Q2-2023

Authors: FCM Consulting Global Team

- Felicity Burke
- Ashley Gutermuth
- Juan Antonio Iglesias



About the Report

This FCM Consulting quarterly report draws on global data sourced from FCM and Flight Centre Travel Group corporate booking data, for travel during April to June 2023 (Q2-2023). The report uses Cirium aviation schedule data as of 8 August 2023. Airfare pricing variations exclude all taxes.

The hotel average room rate (ARR) quoted is the average booked rate using FCM and Flight Centre Travel Group corporate booking data. Variations in rates booked, are a reflection of seasonality, supply and demand, booking lead times and variations in exchange rates.

Unless otherwise stated all fares and rates are reported in US dollars. STR hotel data and content quoted as of 9 August 2023 for period ending June 2023.

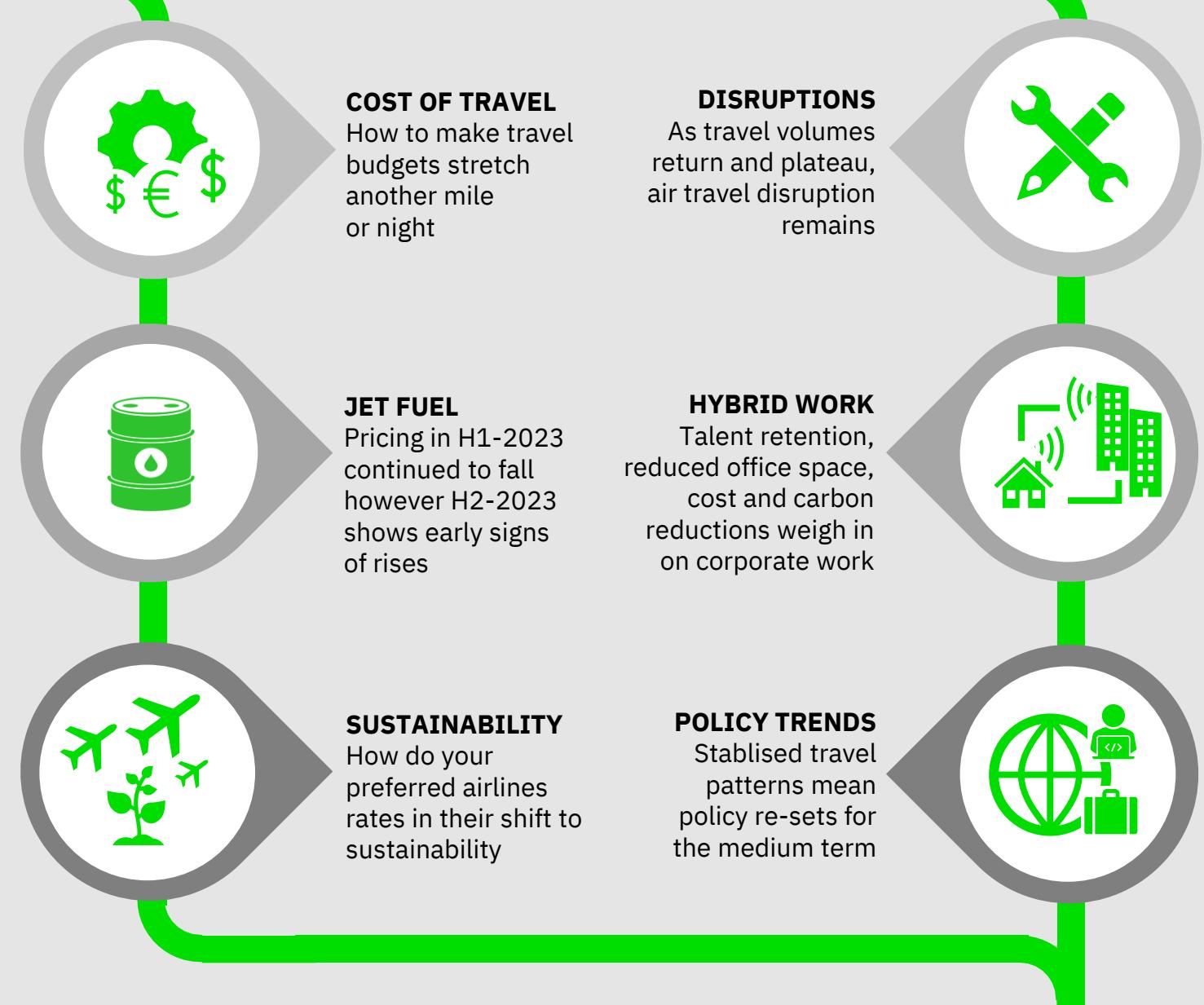
CORPORATE Need to Know

Q2-2023 saw two themes emerge. The northern hemisphere summer is pushing demand levels, whilst we saw other regions plateau.

This edition of FCM Consulting's Quarterly Trend Report places the remainder of 2023 in the spotlight.

Travel demand looks to moderate for H2-2023 as airline schedules and hotel rooms find their levelling with new normalised yields.

Our Q2 report highlights the pockets of opportunities in supplier pricing and shifts in partnership opportunities to gain a different experience.



CORPORATE TRAVEL

Key Takeaways Q2-2023

1



STRETCHING BUDGETS

Here are 4 ways to stretch a travel budget:

- **Advance planning** for value (an old strategy, ever valid in today's market).
- **Use your TMC experts** from simplifying complex itineraries to supplier contracts.
- **Leverage booking technology** to control budgets through price caps and filters.
- **Explore new suppliers contract offers** as commercial models are always changing.

2



AVIATION FUEL

During Q2-2023, jet fuel prices shifted from **\$94** to **\$103** per barrel as the northern summer demand grew, and Asia travel strengthened, as reported by IATA[^].

By early August 2023, pricing averaged **\$119** per barrel. Further rises are anticipated as Asia travel demand grows into the remainder of H2-2023.

3



THE LATEST METRICS

Glenn Thorsen, FCM Consulting Sustainability Lead, has recently joined forces with **CAPA** (Centre for Aviation) and partner **Envest Global**.

Using the latest market data and insights, we are helping corporations address their air travel environmental plans.

*Do you know the sustainability rankings of your airline partners?
Glenn* has the answer.*

[^]IATA Fuel Monitor reported the week ending 21 July 2023, reporting in US\$

* Glenn Thorsen, e: glenn.thorsen@eu.fcm.travel

CORPORATE TRAVEL

Key Takeaways Q2-2023

4



DISRUPTION REMAINS

As we head into H2-2023, air travel disruption continues to impact travel plans. Extreme weather is the most frequent cause of air travel disruption, closely followed by airport staffing shortages, specifically, **air traffic controllers**.

Across Europe, Australia and other parts of the world, **air traffic controller** staffing shortages are impacting **20-30% of flights** daily. Forcing airlines to **reduce schedules** and airports to create **capacity caps**.

5



HYBRID WORKING

McKinsey Global Institute reports **“Hybrid work is here to stay”** with a current average of **three days a week in the office**. This could change if labour market dynamics shift, or research shows relationships and productivity levels decline.

Post-COVID, these are the hybrid facts:

- **30% less office attendance.**
- **7% of people moved from city to suburb.**
- Corporate travellers need **mixed use** areas in hotels, airports and train terminals so they can **work in transit**.

6



POLICY TRENDS

Having a travel programme that's relevant to today's internal and external influences means reviewing your policies and process regularly. Here's a summary of key updates in 2023:

- **Defining traveller wellness.**
- **Engaging travellers in sustainability.**
 - **Framing travel with purpose.**
- **Personal safety and business security.**
- **Smart budget and carbon management.**
 - **Total booking consolidation.**
 - **Engaging in technology uptake.**

AVIATION

Key Takeaways Q2-2023

1



INTERNATIONAL LAGGING

Global **domestic** seats offered surpass 2019 volumes. Q3-2023 domestic seats offered are forecast to be **+4.1%** above 2019 volumes and international seats below by **-7.5%**.

Q3-2023 vs Q3-2019	DOMESTIC	INTERNATIONAL
APAC	+6.9%	-22.5%
EMEA	-0.3%	-2.7%
LATAM	+0.4%	-0.6%
NAM	+3.1%	-0.5%

2



DOMESTIC FARES

Domestic air travel demand is strong in most major markets.

Airline competition, airline/airport staffing capability, economic climate, leisure travel discretionary spending and corporate travel

budgets are some of the influences of airline supply, demand and pricing. We analysed average paid[^] fares during Q2-2023

KEY DOMESTIC MARKETS

Q2-2023 v Q2-2019

AUSTRALIA	+27% / +\$28
BRAZIL	+2% / +\$2
CANADA	+3% / +\$5
CHINA	-1% / -\$2
FRANCE	-6% / -\$6
GERMANY	+21% / +\$19
INDIA	+13% / +\$9
INDONESIA	+19% / +\$14
JAPAN	+20% / +\$20
NEW ZEALAND	+15% / +\$14
UNITED KINGDOM	+1% / +\$1
UNITED STATES	+9% / +\$16

[^] Report using all paid fares, all cabin classes and all airlines for domestic travel within the countries listed.
Data source Cirium 9 August 2023

AVIATION - GLOBAL

TRAVEL IS BACK

2023 seat capacity is forecast to be **-124M (-2.8%)** down on 2019 seats.

Q3-2023 is forecast to be -12.1M (-0.8%) less seats than Q3-2019.

Regional seat capacity in 2023 vs 2019 is healthy, however varied.

North America +2.7%

Africa +1.3%

MEA +2.4%

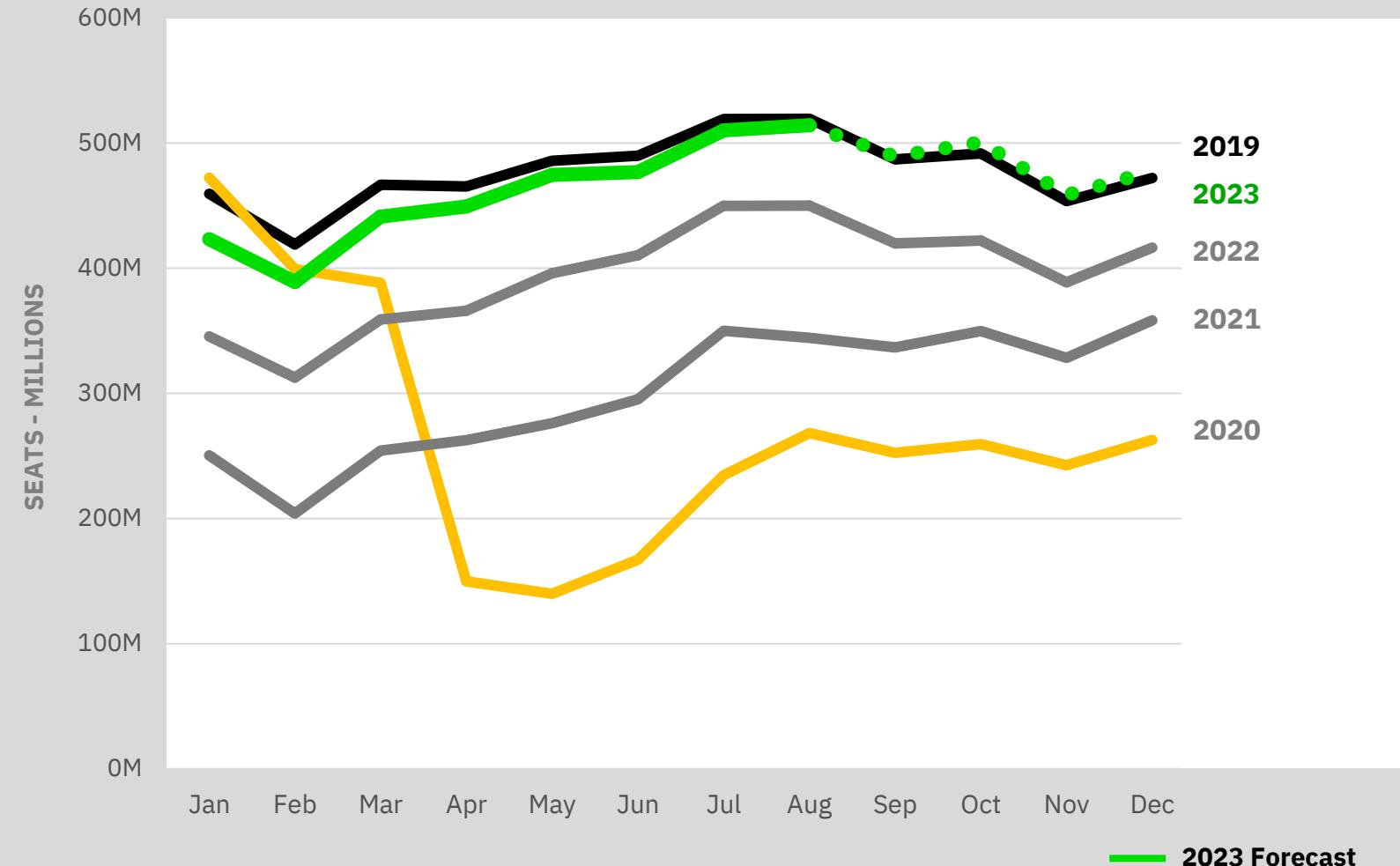
LATAM +0.1%

Asia -4.0%

Europe -5.6%

Australasia -6.1%

GLOBAL SEATS



Long range aviation forecasts are subject to change.
Therefore, we recommend only observing schedules 4-6 weeks ahead.

FCM Consulting Analytics as at 8 August 2023
Source Data: Cirium Air Seats

AIRLINE SEAT FORECAST

2023 COMPARED TO 2019

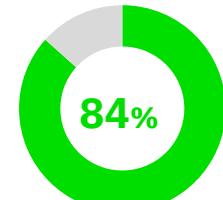
China Eastern +3% is now forecast to surpass its 2019 seats along with **LATAM Airlines Group +2%** and **United Airlines +2%**.

The forecast across the 20 major airlines report a **93%** return of seats in 2023 vs 2019, down -1% from our report in April-2023.

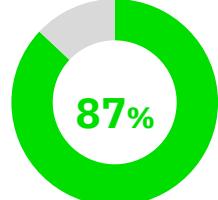
We have seen only four of the major airlines increasing their 2023 schedules since our Q1-2023 report:
China Eastern, Qantas, Qatar and Virgin Atlantic

Airline seats offered full calendar year 2023 compared to 2019.

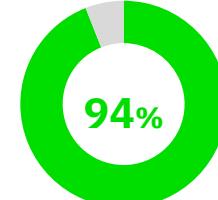
AIR CANADA



AIR FRANCE



AIR NEW ZEALAND



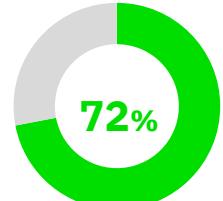
AMERICAN AIRLINES



BRITISH AIRWAYS



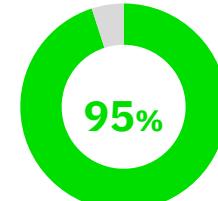
CATHAY PACIFIC



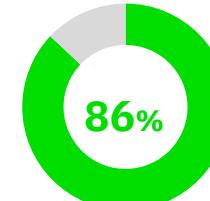
CHINA EASTERN



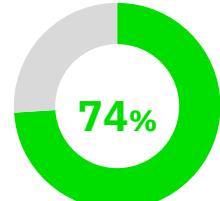
DELTA AIRLINES



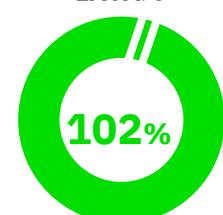
EMIRATES



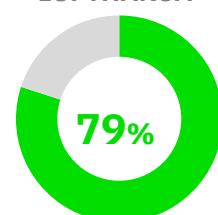
ETIHAD AIRWAYS



LATAM



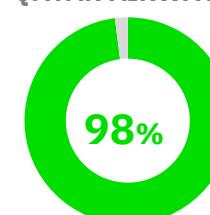
LUFTHANSA



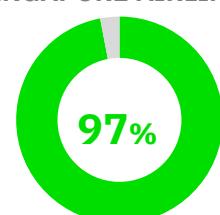
QANTAS AIRWAYS



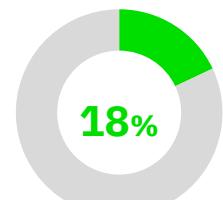
QATAR AIRWAYS



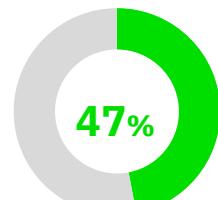
SINGAPORE AIRLINES



SOUTH AFRICAN AIR.



THAI AIRWAYS



UNITED AIRLINES



VIRGIN ATLANTIC



VIRGIN AUSTRALIA



INTERNATIONAL AIRFARE INCREASES

Airfare % change reported YTD May 2023 vs 2019 same period

AVERAGE GLOBAL
INTERNATIONAL
TICKET PRICE
YTD MAY 2023 VS 2019

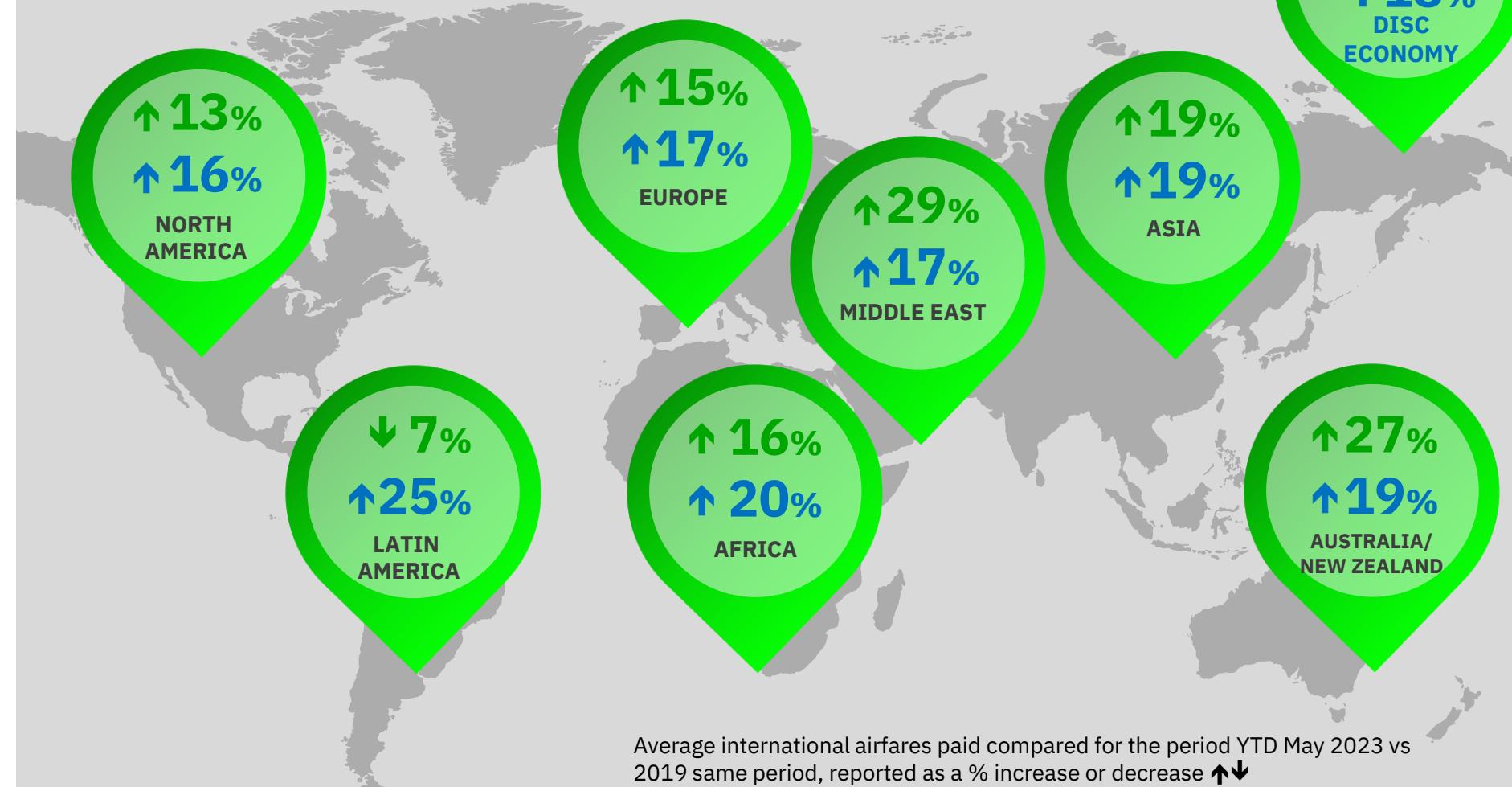
BUSINESS CLASS
\$2280 **↑\$341** VS 2019

DISC ECONOMY CLASS
\$528 **↑\$79** VS 2019

The percentage variations are reporting international business and discounted economy class paid airfares, measured across 370 international city pairs. Each region reported summarises the key countries within the region for international travel in and outside that region.

GLOBAL AVERAGE
INCREASE

↑18%
BUSINESS
↑18%
DISC
ECONOMY



DOMESTIC AND INTERNATIONAL AIRFARES

Airfare % change in YTD May 2023 vs 2019 same period

NORTH AMERICA

	ECONOMY	BUSINESS
BOS-PVG	↑ 7%	↑ 3%
EWR-ORD	↓ 31%	↓ 7%
FRA-JFK	↑ 14%	↓ 8%
JFK-LAX	↑ 33%	↑ 1%
JFK-YYC	FLAT	↑ 10%

EUROPE

	ECONOMY	BUSINESS
DUB-LHR	↑ 12%	↑ 26%
FRA-MAD	↑ 9%	↓ 6%
JFK-LHR	↑ 12%	↓ 7%
LHR-MAD	↑ 12%	↑ 7%
LHR-PVG	↑ 5%	↑ 6%

ASIA

	ECONOMY	BUSINESS
SHA-SIN	↑ 11%	↑ 37%
BOM-DEL	↑ 15%	↑ 3%
BOM-LHR	↑ 21%	↑ 20%
PVG-SIN	↑ 10%	↑ 20%
LAX-PEK	↓ 2%	↑ 8%

LATIN AMERICA

	ECONOMY	BUSINESS
CGH-JFK	↑ 15%	NA
CGH-LHR	↑ 1%	FLAT
EWR-SDU	↑ 23%	↑ 7%
FRA-SDU	↑ 3%	NA
SDU-YYZ	↑ 21%	↑ 39%

MIDDLE EAST/AFRICA

	ECONOMY	BUSINESS
CPT-DXB	↑ 3%	↑ 42%
DXB-FRA	↑ 23%	↑ 31%
DXB-SYD	↑ 14%	↑ 18%
FRA-JNB	↑ 14%	↑ 13%
JNB-LHR	↑ 11%	↑ 12%

AUSTRALIA/NEW ZEALAND

	ECONOMY	BUSINESS
AKL-JFK	↑ 7%	↑ 27%
AKL-SYD	↑ 15%	↓ 15%
MEL-SYD	↓ 1%	↑ 21%
SIN-SYD	↑ 7%	↑ 16%
LAX-SYD	↑ 7%	↑ 13%

ACCOMMODATION

Key Takeaways Q2-2023

1



NORTHERN SUMMER

From Q1-2023 to Q2-2023 the regional hotel ARR increased across: **Europe, +\$24 (+12%)**, **North America, +\$21 (+5%)**, and **Latin America +\$4 (+3%)**.

Reductions were observed in **Asia -\$2 (-2%)**, and **MEA -\$24 (-19%)**, with **Australasia** rates remaining flat.

Early forecast into H2-2023 indicate ARR's remain stable, with select cities seeing rate declines as hotels look to attract corporate and leisure travellers.

2



CONSOLIDATED & COUNTING

As corporations set **net zero targets** across Scope 1, 2 and 3 emissions the growing conversation is making sure you have consolidated, accurate and accessible carbon reporting.

Corporate travel CO₂ reporting is a must to accurately report to Scope 3 emissions.

Don't forget to update your travel policy to mandate all hotel bookings through your TMC for consolidated and accurate CO₂ reporting. ^

3



2024 CONTRACTING

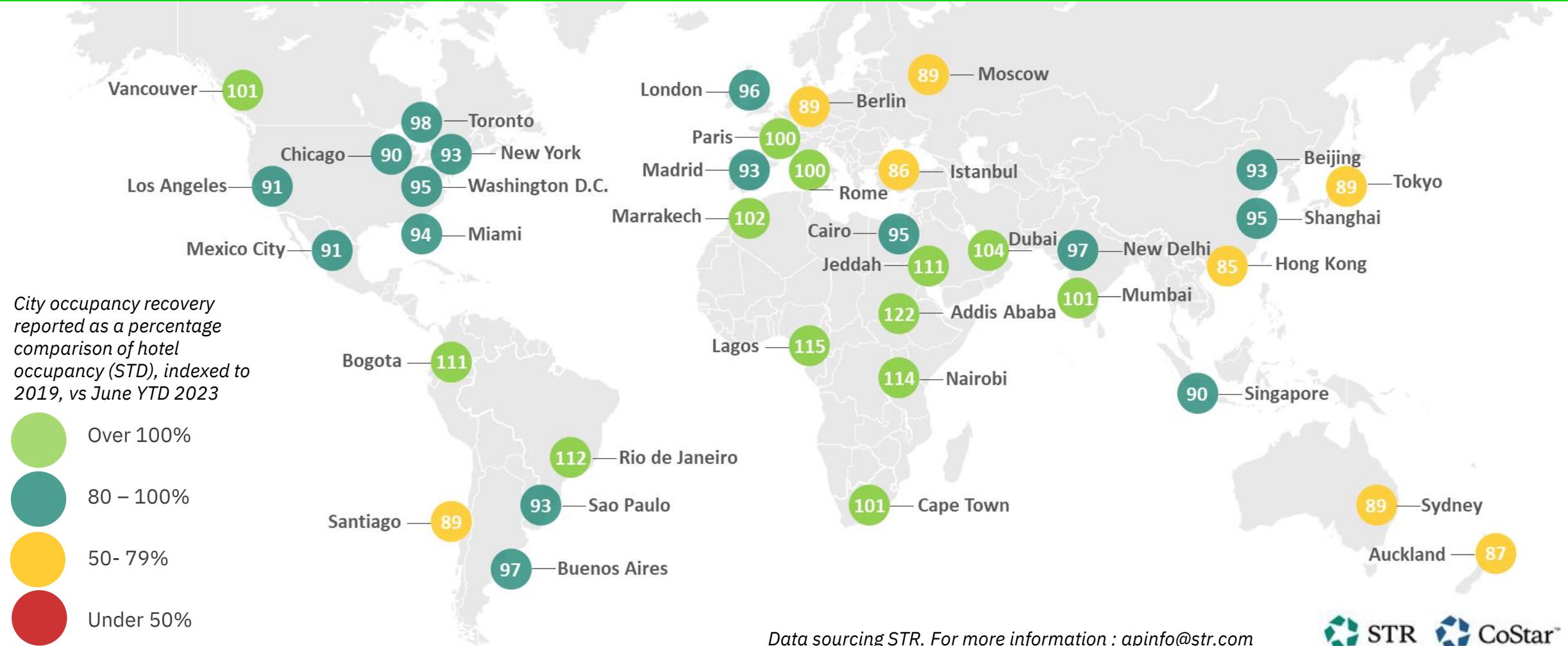
We have taken a deep dive into the new hotel contracts that corporate procurement teams are exploring for their 2024 hotel RFP process :

- **Fixed rates that meet budgets**
- **Properties making changes and guiding guests to be part of their ESG journey**
 - Guest technology during stay
 - Data privacy and security
- **Mixed use zones in hotel public areas**
 - EV re-charging options
- **Contracts bookable via GDS and TMC**

[^]This alone is not the only benefit of consolidating your hotel bookings through your TMC. We know, you know, you love consolidating your hotel bookings to leverage travel spend. Consolidating bookings also enables you to track travellers in an emergency, provide your travellers a one-stop shop experience, gain insights into your travellers changing preferences, track your supplier compliance and keep your trips within budget.

OCCUPANCY REBOUNDS ACROSS KEY GLOBAL MARKETS

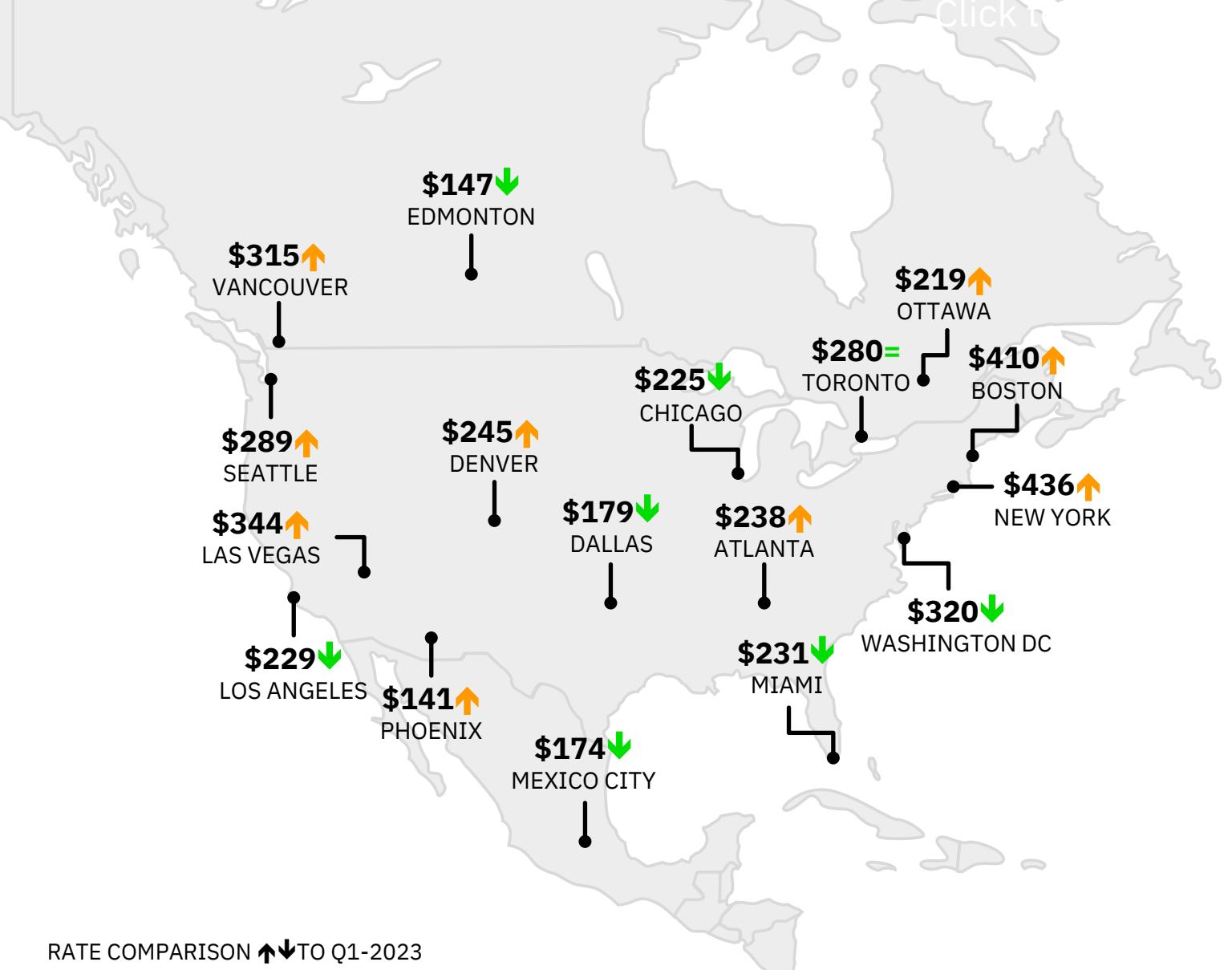
Global occupancy for YTD June 2023 was 63.6% which is 96% recovered to 2019 same period.



AVERAGE DAILY RATES LEISURE & CORPORATE

Average Daily Rate, indexed to YTD 2019, June YTD 2023





Corporate Travel
Average Rate Paid % Var.

Q2-2023 vs Q2-2022 ↑ 5%
↑ 3%



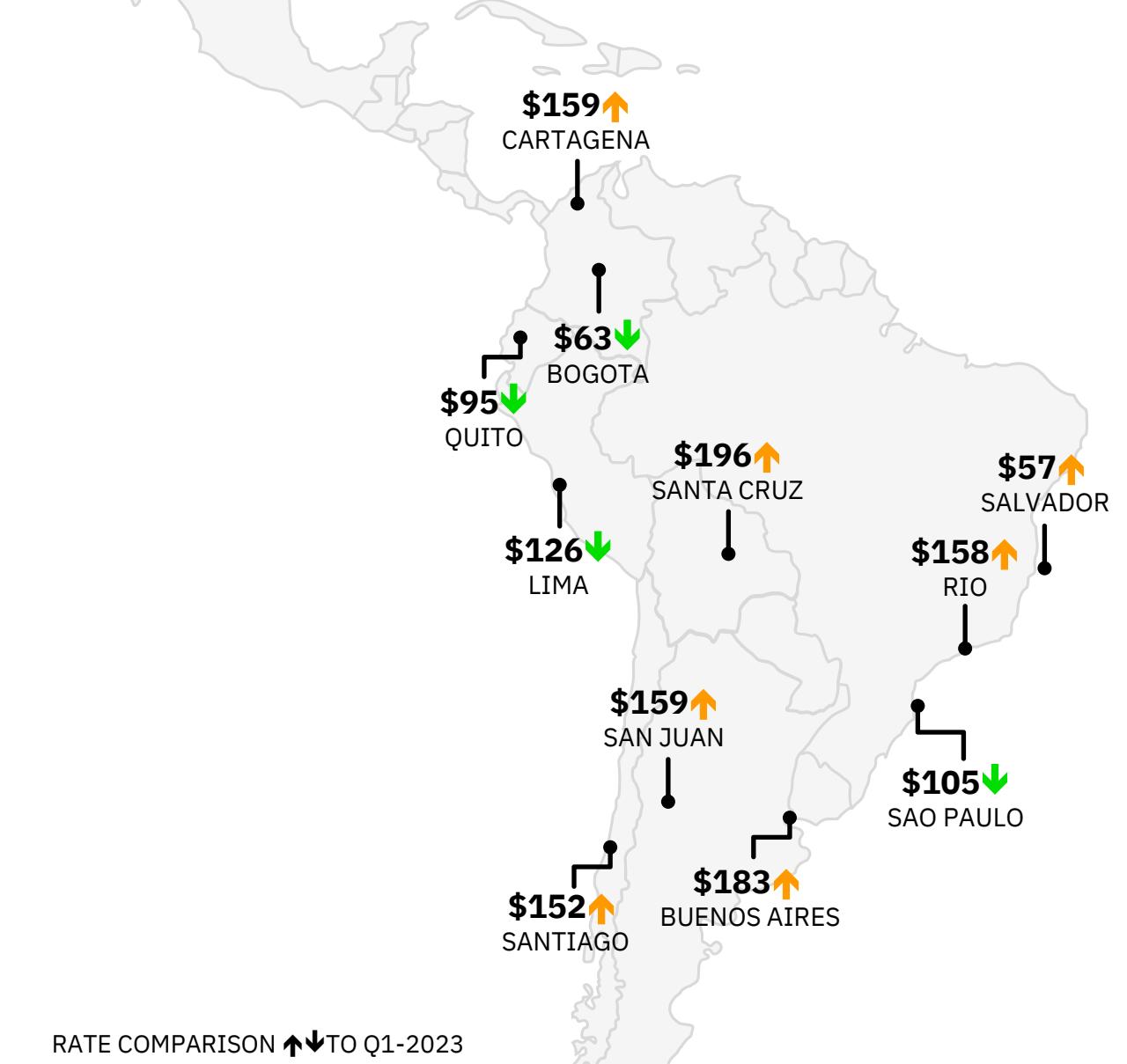
NORTH AMERICA

Accommodation Q2-2023

STRONG DEMAND PUSHING REGIONAL ARR UP BY +\$21 DURING Q2 VS Q1-2023.

RATE COMPARISON TO Q1-2023

- CHICAGO ↓ 4%
- LOS ANGELES ↓ 29%
- NEW YORK ↑ 17%
- MEXICO CITY ↓ 13%
- VANCOUVER ↑ 35%



Corporate Travel
Average Rate Paid % Var.

Q2-2023 vs Q2-2022

Q1-2023 ↑ 3%
Q2-2022 ↓ 37%



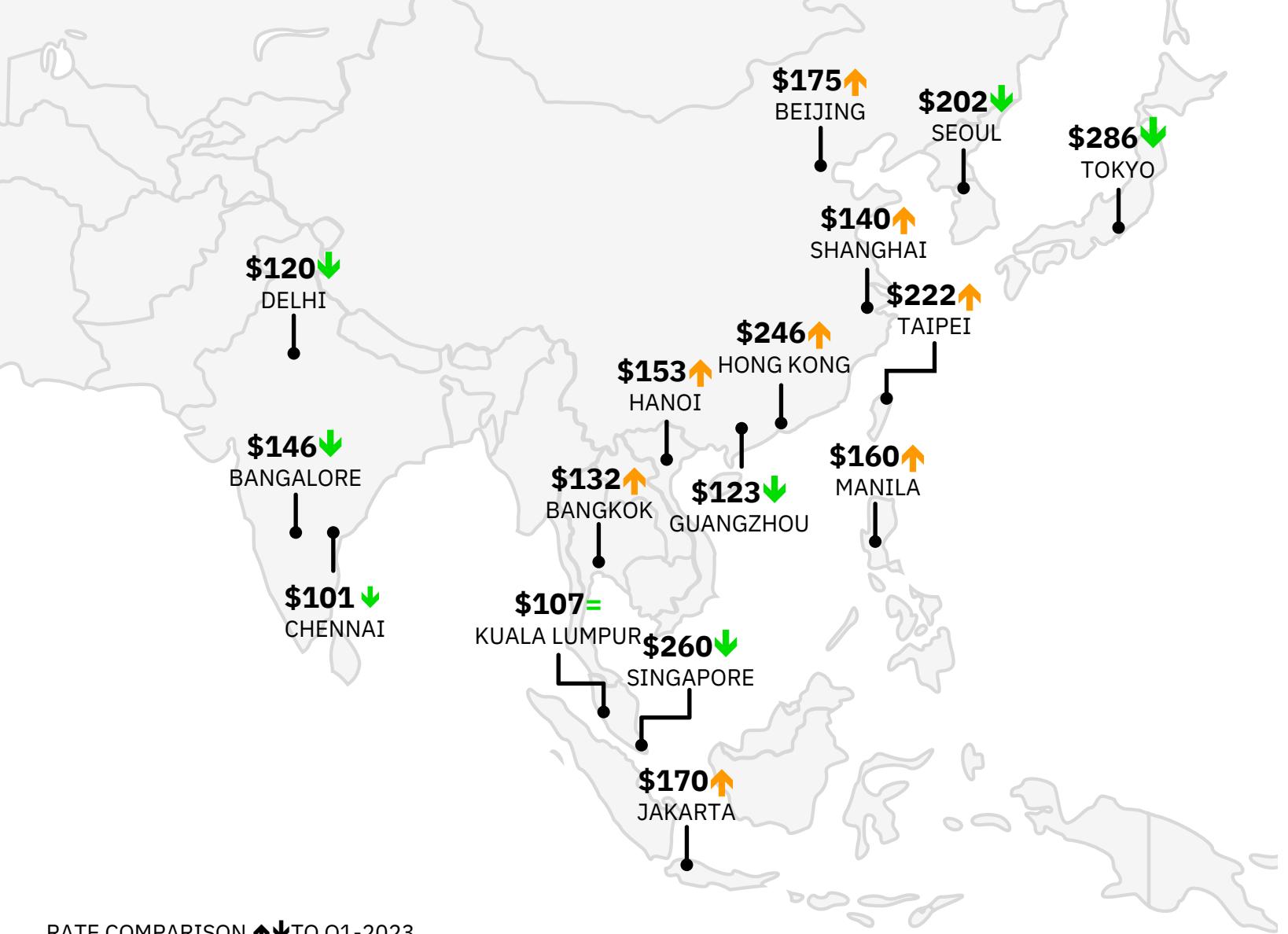
LATIN AMERICA

Accommodation Q2-2023

**RATE VOLATILITY CALMS
SEEING A MINOR REGIONAL
RATE INCREASE OF +\$4
COMPARED TO Q1-2023.**

RATE COMPARISON TO Q1-2023

- BUENOS AIRES ↑ 7%
- LIMA ↓ 28%
- RIO ↑ 11%
- SANTIAGO ↓ 11%
- SAO PAULO ↓ 4%



RATE COMPARISON ↑↓ TO Q1-2023

Corporate Travel
Average Rate Paid % Var.

Q2-2023 vs Q2-2022 ↑ 22%



ASIA

Accommodation Q2-2023

MINOR RATE CHANGES
ACROSS THE REGION IN Q2
SEEING -\$2 ARR REDUCTION
FROM Q1-2023.

RATE COMPARISON TO Q1-2023

- CHENNAI 5%
- HANOI 1%
- MANILA 4%
- KUALA LUMPUR 1%
- SHANGHAI 4%
- SINGAPORE 4%

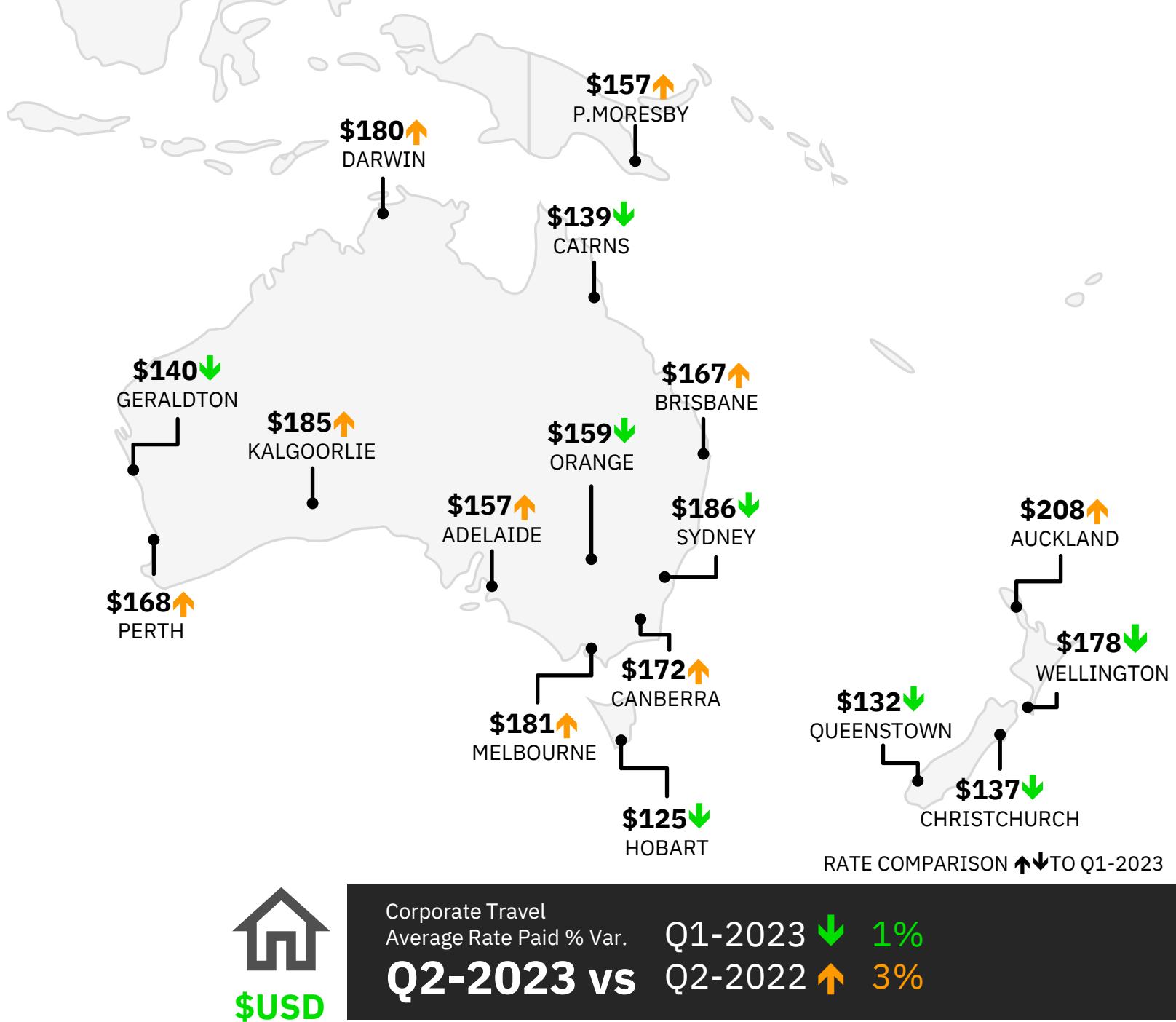
AUSTRALIA & NEW ZEALAND

Accommodation Q2-2023

IN Q2 THE REGIONAL ARR
PLATEAUED WITH A +\$1
INCREASE FROM Q1-2023.

RATE COMPARISON TO Q1-2023

- ADELAIDE ↑ 3%
- AUCKLAND ↑ 5%
- KALGOORLIE ↑ 16%
- MELBOURNE ↑ 3%
- SYDNEY ↓ 9%
- WELLINGTON ↓ 3%



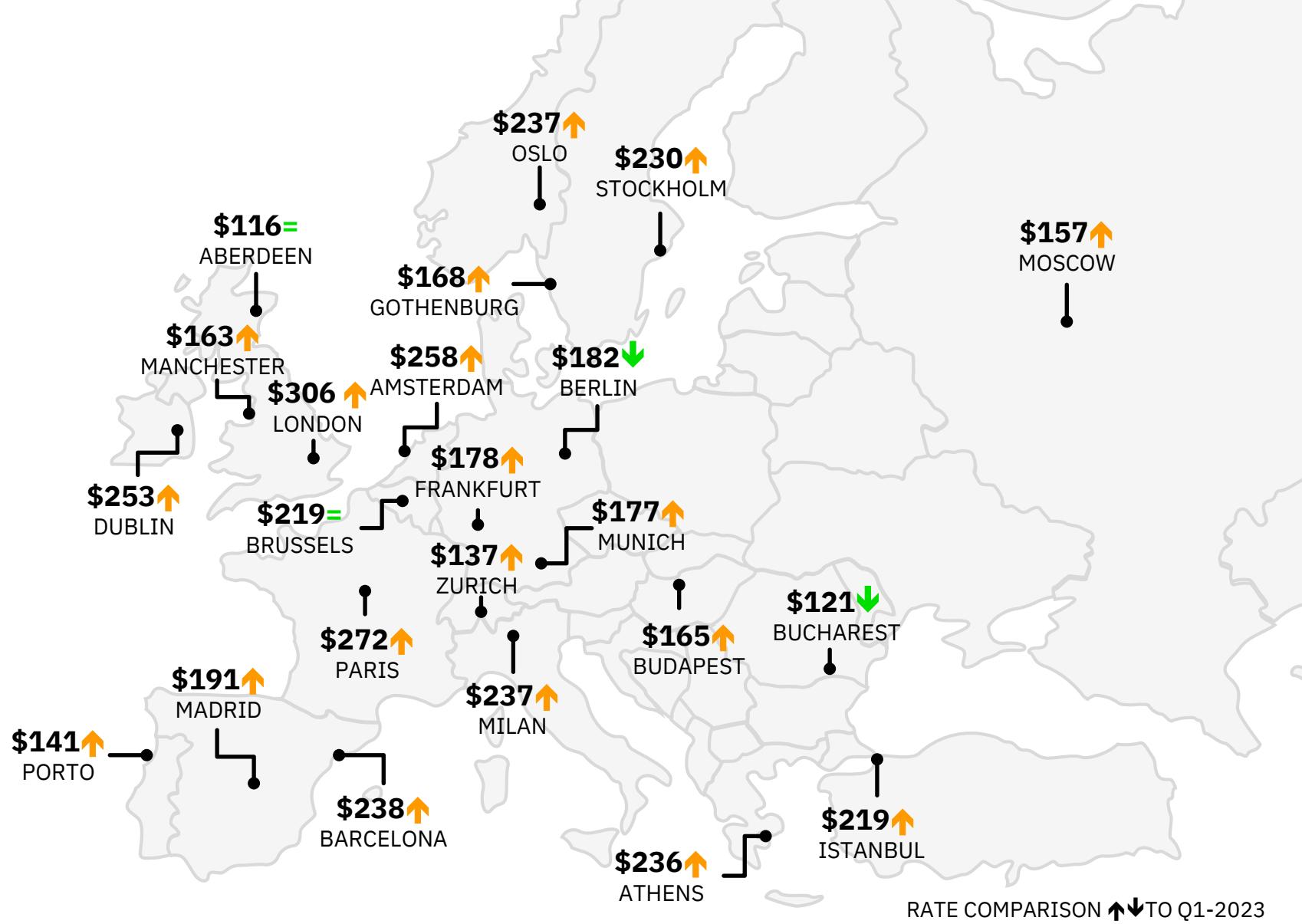
EUROPE

Accommodation Q2-2023

HEADING INTO A NORTHERN SUMMER THE ARR ROSE +\$24 IN Q2-2023.

RATE COMPARISON TO Q1-2023

- AMSTERDAM  13%
- BERLIN  5%
- DUBLIN  9%
- FRANKFURT  5%
- LONDON  12%
- MADRID  3%



Corporate Travel

Average Rate Paid % Var.

Q2-2023 vs

Q1-2023 ↑ 12%

Q2-2022 ↑ 7%

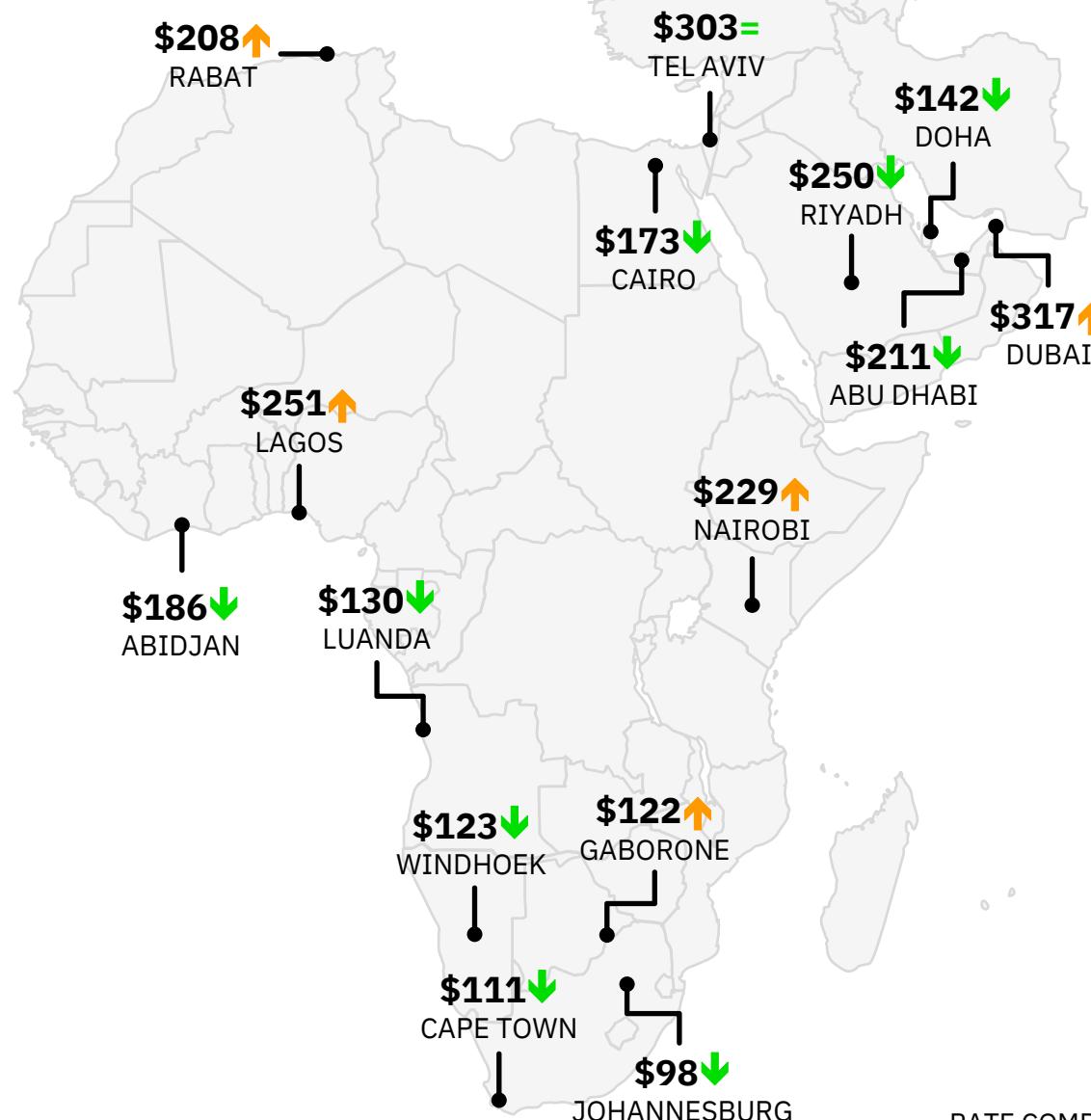
MIDDLE EAST AND AFRICA

Accommodation Q2-2023

OVERALL REGIONAL Q2 ARR
REDUCES -\$24 AFTER PEAK
RATES IN Q1-2023.

RATE COMPARISON TO Q1-2023

- ABU DHABI  23%
- CAIRO  52%
- CAPE TOWN  71%
- DUBAI  10%
- JOHANNESBURG  18%
- RIYADH  8%



RATE COMPARISON ↑↓ TO Q1-2023



Corporate Travel
Average Rate Paid % Var.

Q2-2023 vs

Q1-2023  19%

Q2-2022  2%

More Information

FCM Consulting

This report was prepared by the FCM Consulting Analytics team, which forms part of FCM. All materials presented in this report, unless specifically indicated otherwise, is under copyright and proprietary to FCM. Information contained herein, including projections, has been obtained from materials and sources believed to be reliable at the date of publication.

Readers are responsible for independently assessing the relevance, accuracy, completeness and currency of the information of this publication. This report is presented for information purposes only.

All rights to the material are reserved and none of the material, nor its content, nor any copy of it, may be altered in any way, transmitted to, copied or distributed to any other party without prior express written permission of FCM. Any unauthorised publication or redistribution of this report is prohibited. FCM will not be liable for any loss, damage, cost or expense incurred or arising by reason of any person using or relying on information in this publication.
To learn more about FCM Consulting.

www.fcmtravel.com/en/what-we-do/consulting

Maximise your potential with

