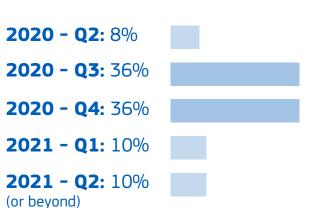
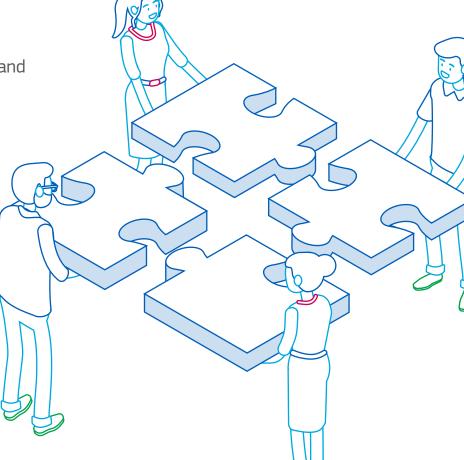
Hospitality Recovery by the Numbers

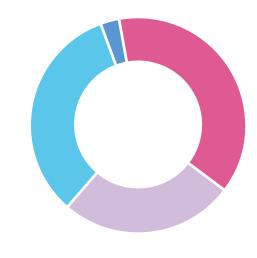
In partnership with Hospitality Sales and Marketing Association International (HSMAI), we conducted a survey of global hospitality executives to understand expectations and strategies for hospitality recovery.

When do you expect to see signs of recovery?





What will be the biggest immediate change to traveler behavior as a result of COVID-19?



38% Greater Focus on Health & Safety 33% Travel Closer to Home

26% Less Travel

3% Shorter Stay

Business or leisure?

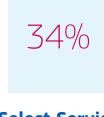
87%

leisure travel will return before husiness travel

of respondents think that



What type of properties will begin to recover first?



21% **Select Service Extended Stay**

19% **Destination** 11%

Other

9%

6%

Hotels

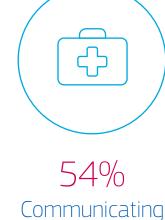
Properties

Resorts

Full-Service Hotels

Short Term Rentals

What do you believe will be the most effective strategy in your recovery plan?



Updated Safety Measures



Correct Market Segment



Customers

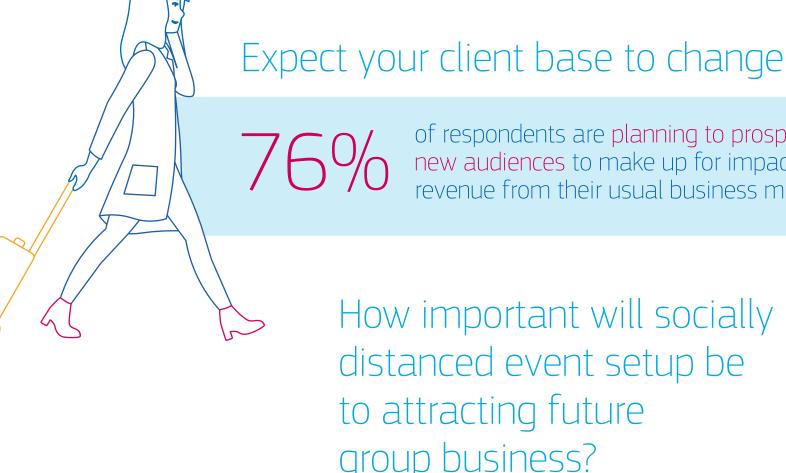
with Key



Special Promotions



Rates



of respondents are planning to prospect to new audiences to make up for impacted revenue from their usual business mix.

How important will socially

group business? Very Important 67% Somewhat Important 21% Neutral 12% Little / No Importance 0%

distanced event setup be

to attracting future

Support and 26% 15% 22% **37% Empathy**

Rank how important the following messaging

will be in your marketing recovery plan

Delivering a Memorable 7% 22% 33% **38%** Guest Experience Dedication to Health 56% 22% 11% 11% and Safety Your Hotel(s) Unique 11% 19% 41% 30% Selling Proposition of industry professionals believe that 75%

occupancy forecasts?

However, forecasting data remains highly uncertain. So, if you're feeling unsure about the future, know that you aren't alone!

forward looking data will be critical

to executing on their recovery plan.

No Little Somewhat Confidence Confidence

How confident are you in your current

8% **33%**

Confident 42%

13%

Confident

amadeus

Extremely

Confident

4%

Want to learn more about how to prepare your property for the recovery?

We've interviewed hospitality leaders from around the world and used our 30+ years of industry experience to put together recovery playbooks View recovery playbooks