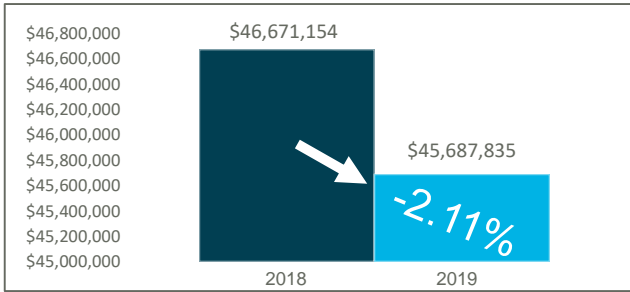


Key YoY Metrics of 2019

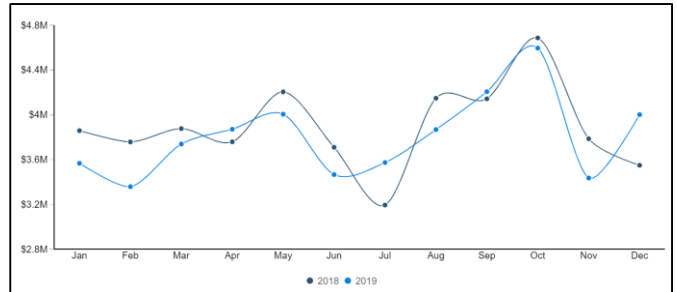
TRAVEL SUMMARY BREAKDOWN

Ocean Sands had a total T&E spend of \$46.67M in 2018 and \$45.69M in 2019 – a decrease of about 2%, or \$983,319. Total spend from all travel categories are reflected in these figures. The number of travelers increased 1% in 2019 and the number of trips increased 1%.

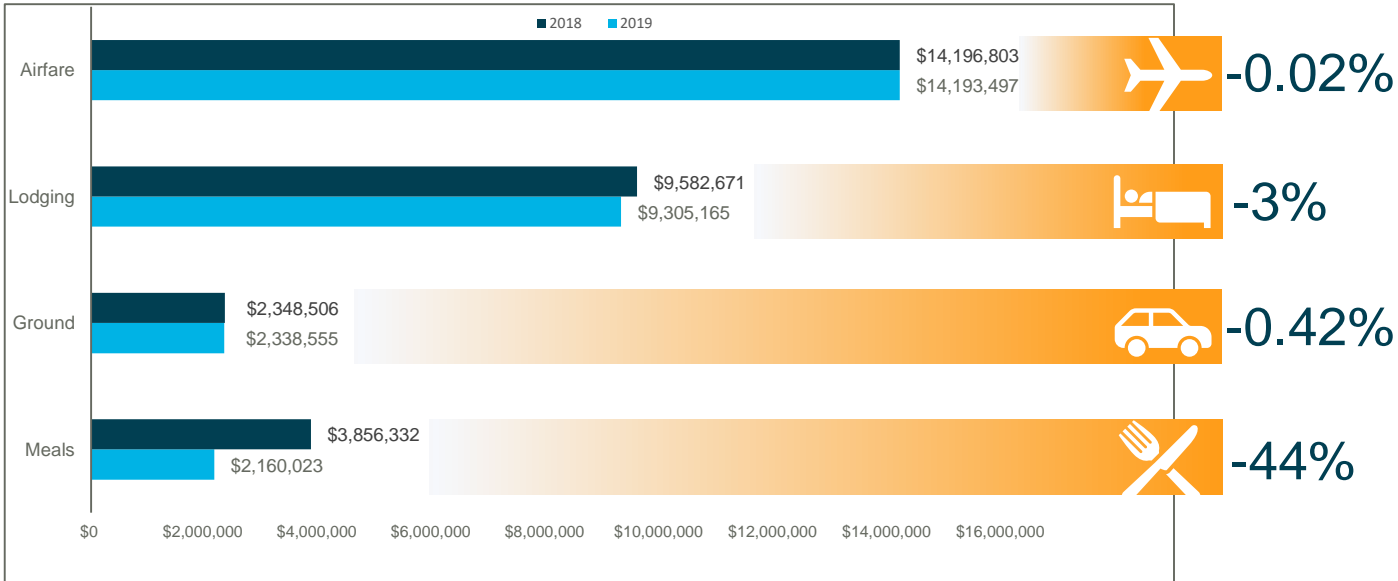
Total Travel Spend



Total Travel Spend by Month

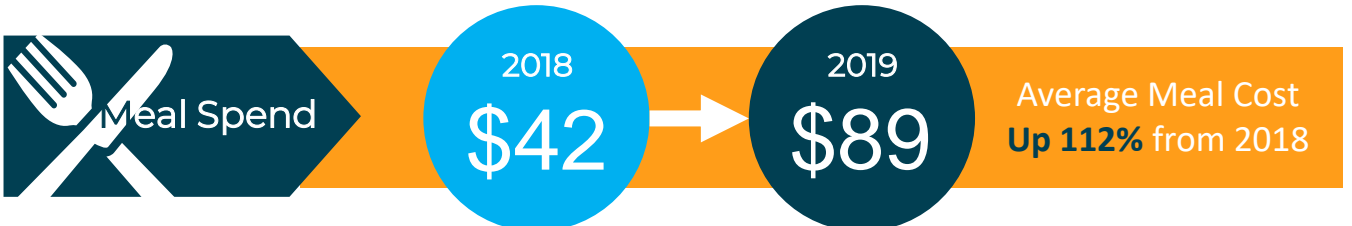
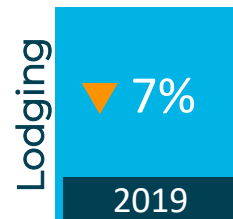
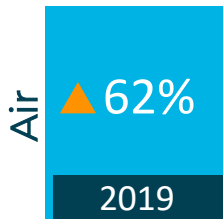


Total Travel Spend by Expense Category



Leakage Spend

Leakage – or bookings made out of channel – increased 4% across Air, Lodging, and Ground categories from 2018 to 2019.





Avg. Ticket Price

2018

\$4,926 International
\$478 Domestic

2019

\$4,833 International
\$503 Domestic

Down 2% International
Up 5% Domestic

Top 5 Airlines for 2019

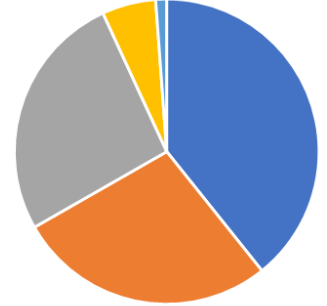
#3 American Airlines
\$3.36M in 2019
▼ 4% from 2018
2018 Rank: #2

#1 United Airlines
\$5.0M in 2019
▼ 1% from 2018
2018 Rank: #1

#4 Southwest Airlines
\$728K in 2019
▲ 7% from 2018
2018 Rank: #4

#2 Delta Air Lines
\$3.50M in 2019
▲ 5% from 2018
2018 Rank: #3

#5 Cathay Pacific
\$148K in 2019
▲ 14% from 2018
2018 Rank: #7



Rental Car Spend

2018

\$1,630,875

2019

\$1,560,711

Total Car Rental
Down 4%

Total Spend for Taxi

2018 \$289K

2019 \$247K

↓ 15%

Taxi Average Trip Cost Up 0.24% in 2019

Total Spend for Rideshare

2018 \$428K

2019 \$531K

↑ 24%

Rideshare Average Trip Cost Up 2% in 2019



Hotel Spend

2018

\$9,582,671

2019

\$9,305,165

Total Hotel Spend
Down 3%

Top 5 Hotel Chains for 2019

Hotel Chain	Marriott	Independent	Hilton	Hyatt	IHG
2019 Spend	\$3.75M	\$1.89M	\$1.75M	\$898K	\$724K
ANR	\$219	\$223	\$231	\$211	\$168
ANR Variance from 2018	▲ 8%	▼ 15%	▲ 2%	▲ 3%	▲ 1%

Hotel Reservations
Down 0.16% in 2019

Air Bookings
Up 10% in 2019

Rental Car Bookings
Down 1% in 2019

Taxi Bookings
Down 19% in 2019

Rideshare Bookings
Up 14% in 2019