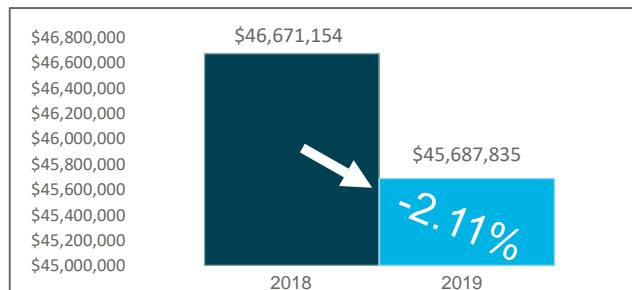


# Key YoY Metrics of 2019

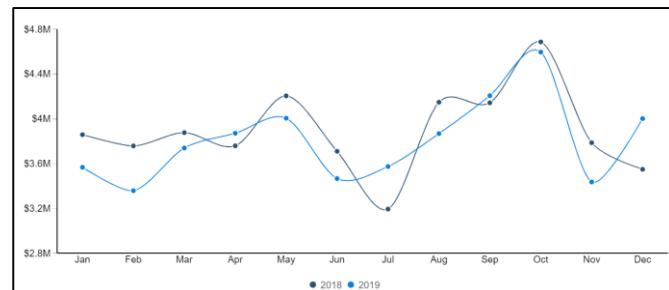
## TRAVEL SUMMARY BREAKDOWN

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%.

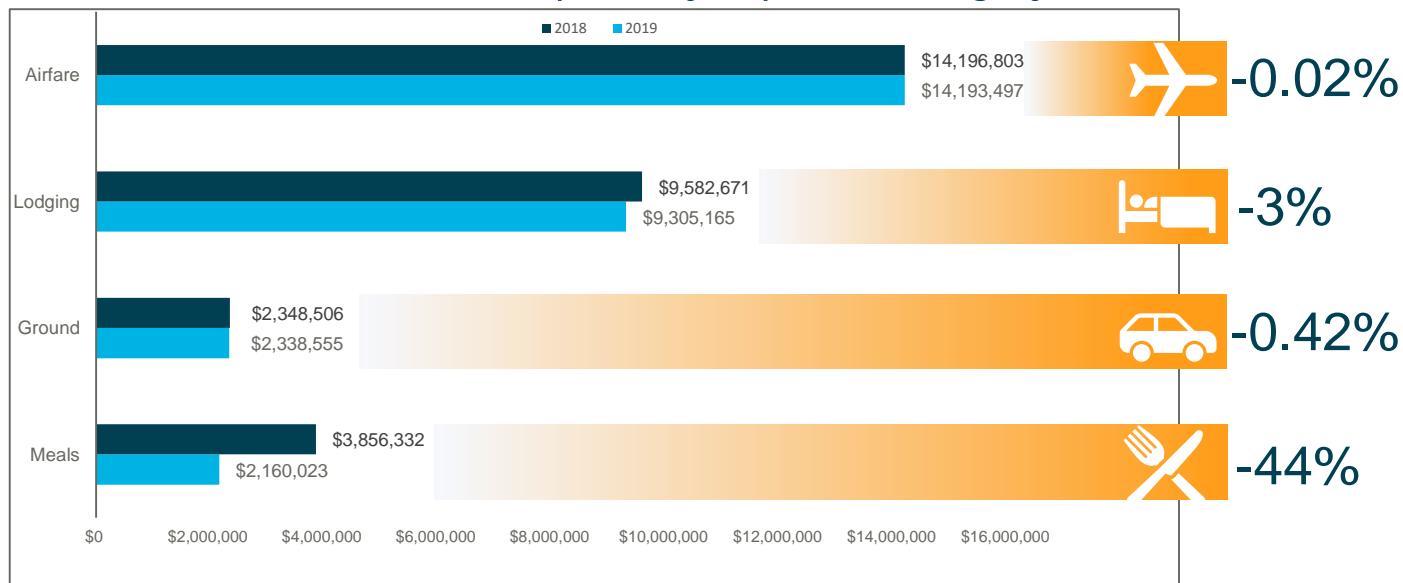
### Total Travel Spend



### Total Travel Spend by Month

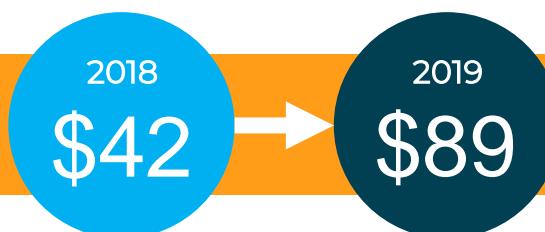


### Total Travel Spend by Expense Category



### Leakage Spend

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

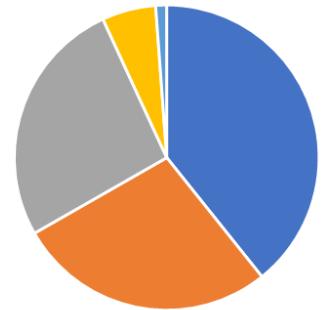


Average Meal Cost  
Up 112% from 2018



## Top 5 Airlines for 2019

#1	United Airlines \$5.0M in 2019 ▼ 1% from 2018 2018 Rank: #1	#2	Delta Air Lines \$3.50M in 2019 ▲ 5% from 2018 2018 Rank: #3
#3	American Airlines \$3.36M in 2019 ▼ 4% from 2018 2018 Rank: #2	#4	Southwest Airlines \$728K in 2019 ▲ 7% from 2018 2018 Rank: #4
#5	Cathay Pacific \$148K in 2019 ▲ 14% from 2018 2018 Rank: #7		



## Top 5 Hotel Chains for 2019

Hotel Reservations  
Down 0.16% in 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%

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