

# the power of the corporate travel market

## Average Spending by Market Size

### Midmarket<sup>3</sup>

- 2007 U.S. booked air: \$7.7 million
  - 2006: \$6.3 million
  - 2005: \$5.1 million
- Gross U.S. booked hotels: \$4.2 million
  - 2006: \$3.2 million
- Companies that issue corporate cards: 83%
- U.S. T&E volume: \$12.3 million

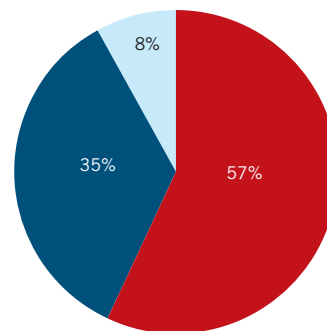
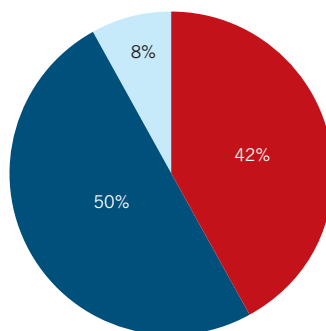
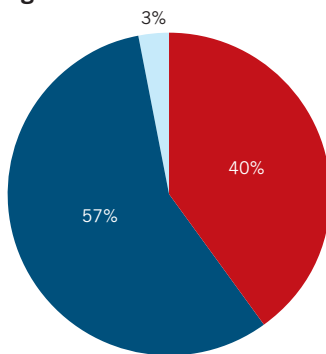
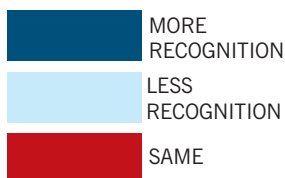
### Small<sup>3</sup>

- U.S. net booked air: \$596,000
- Gross U.S. booked hotels: \$1.1 million
  - 2006: \$733,000
- Companies that issue corporate cards: 58%
- U.S. T&E volume: \$1.7 million

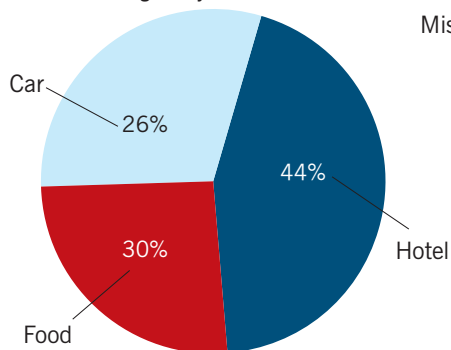
### CT100<sup>2</sup>

- U.S. booked air: \$96 million
- U.S. T&E: \$253 million
- Worldwide air: \$167 million
- Gross booked domestic hotel: \$68 million
- U.S. booked air for meetings: \$14 million

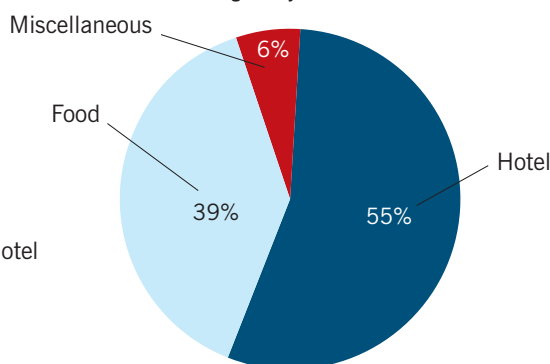
### Buyers See More Senior Mgmt. Recognition of Travel Management<sup>4</sup>



### U.S. Daily Spend<sup>1</sup> Average Daily Cost: \$315



### International Daily Spend<sup>1</sup> Average Daily Cost: \$314



**Source:**

1. 2008 Corporate Travel Index
2. CT100 Report 2008
3. Data and categories were broken out by air volume spending, which was established by Business Travel News through surveys of companies with more than \$30 Million (CT100), companies with less than \$15 Million (Midmarket) and companies with less than \$2 Million (Small) in U.S. booked air volume.
4. Travel Manager Salary & Attitude Survey Published by BTN, July 28, 2008