

GLOBAL REPORTING



REED & MACKAY

OVERVIEW

Reed & Mackay provides clients with a fully integrated, web-based reporting platform which is available 24/7. It delivers fast, intuitive management information on a national and international (consolidated) basis. We capture and consolidate all reservation data, both offline and online to give you one complete picture of travel spend regardless of technology used or the method of payment.

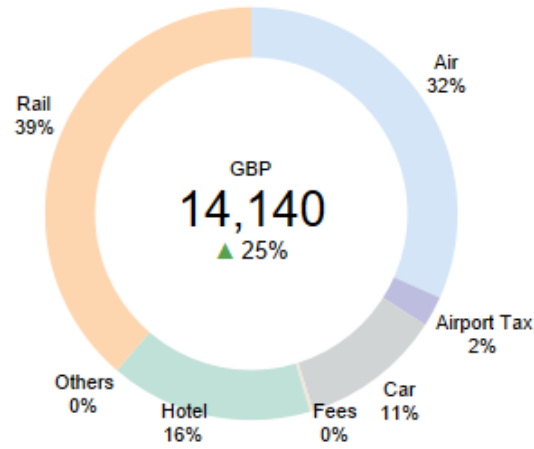




FINANCIAL OVERVIEW

Overview of Total Spend between 01/01/2017 and 31/12/2017

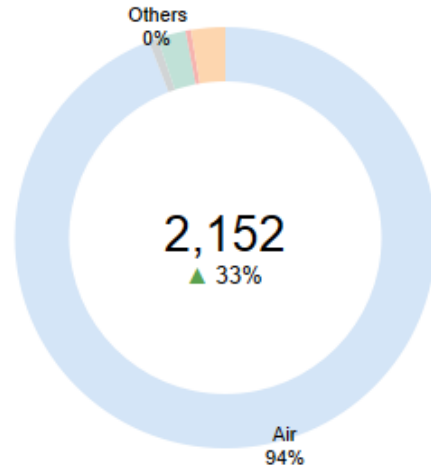
SPEND



SPEND BREAKDOWN

Air	▲ 138%	
Airport Tax	▲ 490%	
Hotel	▼ -73%	
Rail	▼ -4067..	
Car	▲ 89%	
Fees	▼ -87%	
Others	▼ -100%	

TRANSACTION



TRANSACTION BREAKDOWN

Air	▲ 36%	
Hotel	▼ -13%	
Rail	▼ -20%	
Car	▲ 400%	
Others	▲ 200%	

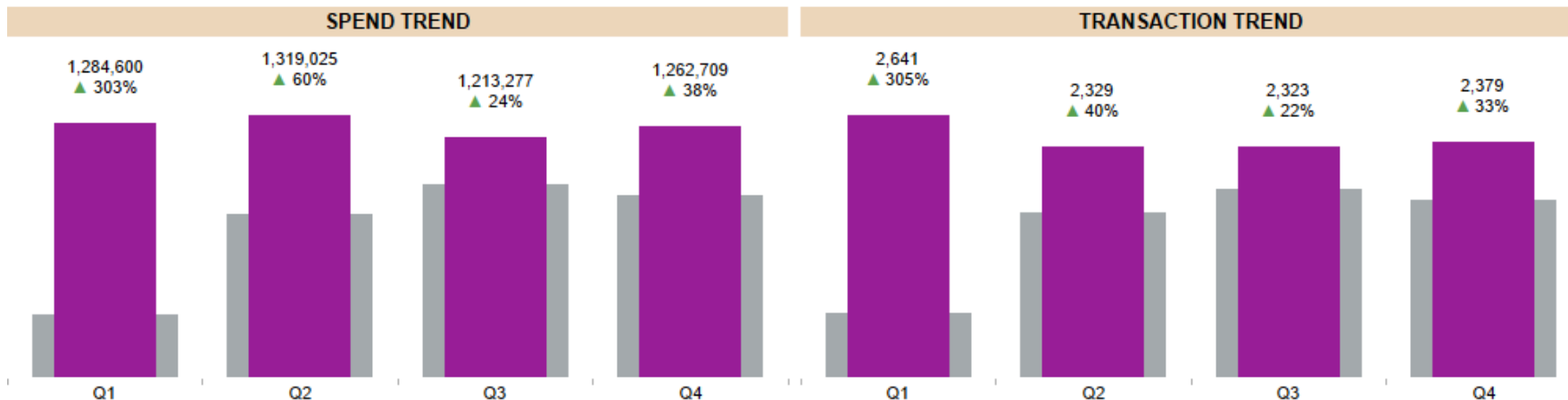
GBP -11,985,860
-100% Below Budget for 12 months



AIR SPEND OVERVIEW

Air spend overview by Transaction Date between 01/01/2017 and 31/12/2017 (exclude taxes)

SPEND	TRANSACTION	TRIP COUNT	AVERAGE TICKET VALUE (ATV)
GBP 5,079,611 ▲ 67%	9,672 ▲ 61%	7,604 ▲ 55%	GBP 525 ▲ 4%
GBP 3,036,011 (PY)	5,998 (PY)	4,911 (PY)	GBP 506 (PY)



TOP 10 AIRLINES						TOP 10 ROUTES					
Airlines	Current Spend	Previous Spend	YoY Spend	Market Share (%)	Market Share PY (%)	Route	Current Spend	Previous Spend	YoY Spend	Market Share (%)	Market Share PY (%)
British Airways	1,331,914	740,802	80%	26%	24%	London Heathrow-New York J..	432,296	268,845	61%	8.51%	8.86%
American Airlines	996,948	554,773	80%	20%	18%	New York John F Kennedy-Lo..	292,904	197,262	48%	5.77%	6.50%
Delta	635,645	306,400	107%	13%	10%	London Heathrow-Hong Kong	207,607	130,258	59%	4.09%	4.29%
United	449,296	315,653	42%	9%	10%	London Heathrow-Tokyo - Ha..	97,993	68,241	44%	1.93%	2.25%
Virgin Atlantic	250,512	188,148	33%	5%	6%	London Heathrow-Singapore	85,586	37,204	130%	1.68%	1.23%
Emirates	168,776	115,262	46%	3%	4%	Newark, Nj-London Heathrow	72,555	48,354	50%	1.43%	1.59%
Cathay Pacific	134,073	95,976	40%	3%	3%	London Heathrow-Boston Log..	69,543	62,266	12%	1.37%	2.05%
Swiss	123,463	62,294	98%	2%	2%	London Heathrow-Sydney	63,998	42,473	51%	1.26%	1.40%
Flybe	68,443	47,434	44%	1%	2%	London Heathrow-Kuwait	61,178	17,054	259%	1.20%	0.56%
Iberia Airlines	62,873	20,243	211%	1%	1%	London Heathrow-Los Angele..	54,688	53,157	3%	1.08%	1.75%
Others	857,669	589,024	46%	17%	19%	Others	3,641,263	2,110,896	72%	71.68%	69.53%



AIR FARE USAGE ANALYSIS

Fare usage analysis by Transaction Date between 01/01/2017 and 31/12/2017

AIR FARE TYPE USAGE									SPEND %
Fare Code Name	Current Spend	Previous Spend	YoY Spend	Market Share (%)	Current Transaction	Previous Transaction	YoY Transaction	Transaction Market Share (%)	
Published Fare	3,448,124	2,085,805	65%	62.20%	6,268	3,753	67%	75.98%	<p>5,677,591</p>
Reed and Mackay Special Fare	1,849,792	1,075,760	72%	33.37%	496	322	54%	6.01%	
Internet Fare	152,279	121,561	25%	2.75%	1,186	937	27%	14.38%	
Creative Ticketing Utilised	51,563	56,029	-8%	0.93%	83	91	-9%	1.01%	
Airline Promotional Fare	19,900	31,044	-36%	0.36%	148	170	-13%	1.79%	
Airline Corporate Reward Ticket	7,462	476	1466%	0.13%	2	1	100%	0.02%	
Online Booking	6,067	2,998	102%	0.11%	47	22	114%	0.57%	
Refunded Document	5,652	3,560	59%	0.10%	8	1	700%	0.10%	
Corporate Deal	2,737	1,309	109%	0.05%	12	3	300%	0.15%	

									TRANSACTION %
									<p>9,026</p>

AIRLINES			
Supplier Name	Current Spend	Previous Spend	YoY Spend
British Airways	1,331,914	740,802	80%
American Airlines	996,948	554,773	80%
Delta	635,645	306,400	107%
United	449,296	315,653	42%
Virgin Atlantic	250,512	188,148	33%
Emirates	168,776	115,262	46%
Cathay Pacific	134,073	95,976	40%
Swiss	123,463	62,294	98%
Flybe	68,443	47,434	44%
Iberia Airlines	62,873	20,243	211%
Singapore	58,584	23,823	146%
Etihad Airways	56,740	32,231	76%
Lufthansa	55,769	49,754	12%
Aer Lingus	53,513	29,745	80%
Southwest	51,613	24,330	112%

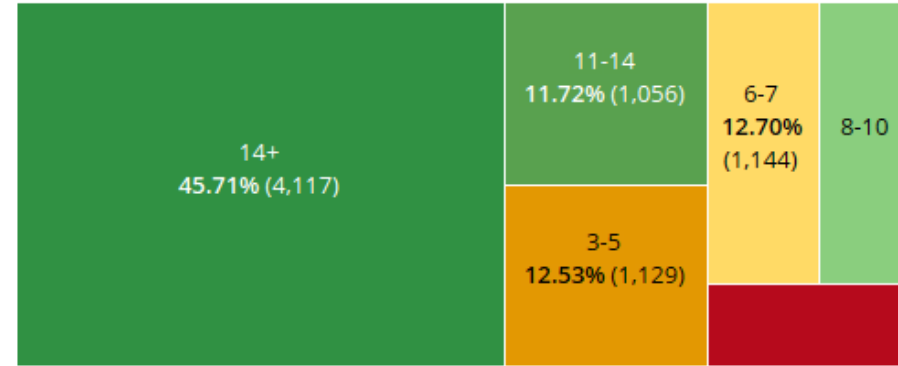
ROUTING			
Routing	Current Spend	Previous Spend	YoY Spend
London Heathrow/New York John F Kennedy/London Heathrow	297,513	155,406	91%
New York John F Kennedy/London Heathrow/New York John F K..	275,060	164,996	67%
London Heathrow/Hong Kong/London Heathrow	72,011	24,304	196%
London Heathrow/Tokyo - Haneda/London Heathrow	62,553	50,851	23%
Newark, Nj/London Heathrow/Newark, Nj	59,540	34,740	71%
London Heathrow/Boston Logan, Ma/London Heathrow	37,320	35,805	4%
London Heathrow/Boston Logan, Ma/New York John F Kennedy/..	35,543	27,432	30%
London Heathrow/Shanghai Pudong/Hong Kong/London Heathrow	35,072	300	11591%
London Heathrow/Beijing/Hong Kong/London Heathrow	30,627	4,487	583%
Chicago O Hare, Il/London Heathrow/Chicago O Hare, Il	29,559	6,172	379%
London Heathrow/Abu Dhabi/Kuwait	27,468		0%
London Heathrow/New York John F Kennedy/New York La Guard..	27,117	14,496	87%
London Heathrow/New York John F Kennedy/Boston Logan, Ma/..	27,055	28,577	-5%
London Heathrow/Boston Logan, Ma/New York La Guardia/New ..	24,186	3,015	702%
London Heathrow/Tel Aviv/London Heathrow	23,983	10,283	133%



ADVANCE PURCHASE ANALYSIS

ADVANCE PURCHASE - ATV (TRIPS) BY DAY

Transaction Date: 01/01/2017 to 31/12/2017



Airline	Spend	ATV	Transactions
British Airways	1,513,583	1,199	1,410
American Airlines	1,079,139	722	1,737
Delta	704,113	647	1,214
United	505,820	674	806
Virgin Atlantic	271,058	3,567	81
Emirates	179,343	1,212	171
Cathay Pacific	175,463	3,509	57
Swiss	146,771	524	303

Route	Spend	ATV	Transactions
LHR/JFK/LHR	333,850	3,305	140
JFK/LHR/JFK	301,895	4,252	77
LHR/HKG/LHR	82,345	4,844	17
EWL/LHR/EWL	63,738	1,931	34
LHR/HND/LHR	62,553	4,812	14
LHR/BOS/LHR	43,708	3,362	17
LHR/PVG/HKG/LHR	35,944	3,994	10
LHR/BOS/JFK/LHR	35,543	3,949	11
CLT/LHR/CLT	30,689	5,115	10
LHR/PEK/HKG/LHR	30,627	5,105	8
BOS/LHR/BOS	30,572	4,367	8
ORD/LHR/ORD	30,023	3,002	11



HOTEL SPEND OVERVIEW

Hotel spend overview by Booking Date between 01/01/2017 and 30/09/2017

SPEND

GBP 1,888,754 ▲ 74%

GBP 1,085,393 (PY)

ROOM NIGHTS

10,177 ▲ 59%

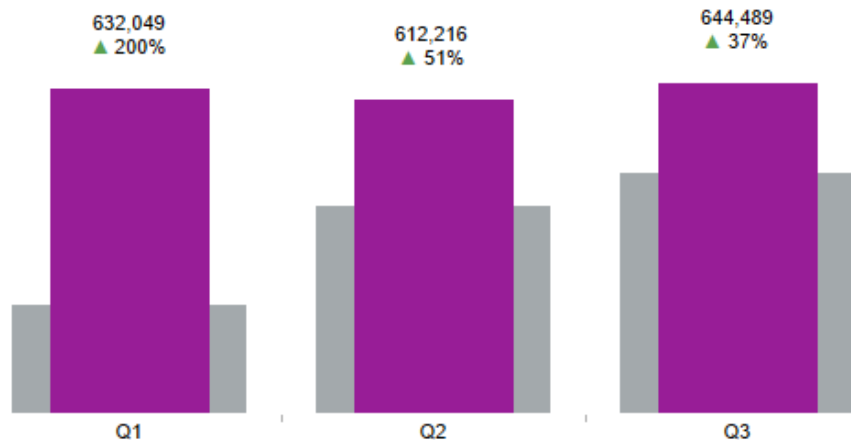
6,411 (PY)

AVERAGE BOOK RATE (ABR)

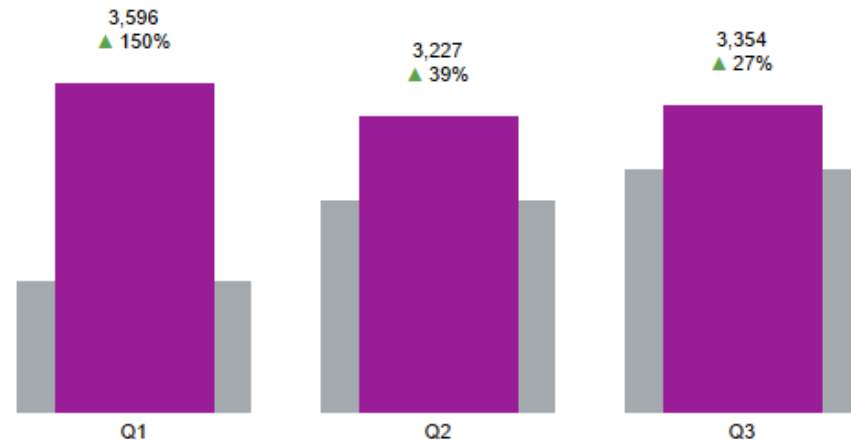
GBP 186 ▲ 10%

GBP 169 (PY)

SPEND TREND



ROOM NIGHTS TREND



TOP HOTEL

Hotel Name, City	Current Spend	Previous Spend	YoY Spend	Market Share %	Market Share % (PY)
Apex City Of London Hotel, Lo...	34,043	28,922	18%	1.80%	2.66%
Doubletree Tower Of London, ...	33,218	25,463	30%	1.76%	2.35%
Premier Inn London Bank (To...	33,045	33,950	-3%	1.75%	3.13%
The Washington Mayfair Hotel...	32,569	14,488	125%	1.72%	1.33%
Cassa Hotel 45Th Street, New...	26,856		0%	1.42%	
Saco London Bridge Bermond...	24,494		0%	1.30%	
Grange City, London, LO	23,132	8,631	168%	1.22%	0.80%
Bryant Park Hotel, New York, ...	19,709	6,496	203%	1.04%	0.60%
Fairmont Hamilton Princess, ...	18,625	8,743	113%	0.99%	0.81%
Citizenm Tower Of London, L...	18,215		0%	0.96%	
Others	1,624,848	958,699	69%	86.03%	88.33%

TOP CITY

City	Current Spend	Previous Spend	YoY Spend	Market Share %	Market Share % (PY)
London, LO	468,015	289,308	62%	24.78%	26.65%
New York, NY	161,802	104,528	55%	8.57%	9.63%
Boston, MA	66,929	41,101	63%	3.54%	3.79%
Hong Kong	45,289	18,186	149%	2.40%	1.68%
Philadelphia, PA	36,554	8,709	320%	1.94%	0.80%
Manchester, GM	35,660	32,063	11%	1.89%	2.95%
Paris	29,937	22,033	36%	1.58%	2.03%
San Francisco, CA	28,296	12,809	121%	1.50%	1.18%
Singapore	23,709	10,239	132%	1.26%	0.94%
Charlotte, NC	22,797	996	2190%	1.21%	0.09%
Others	969,767	545,423	78%	51.34%	50.25%

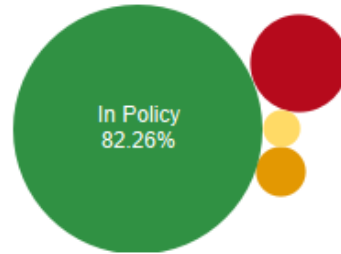
TOP TRAVELLER

TRAVELLER BY SPEND
Transaction Date: 01/01/2017 to 31/12/2017.

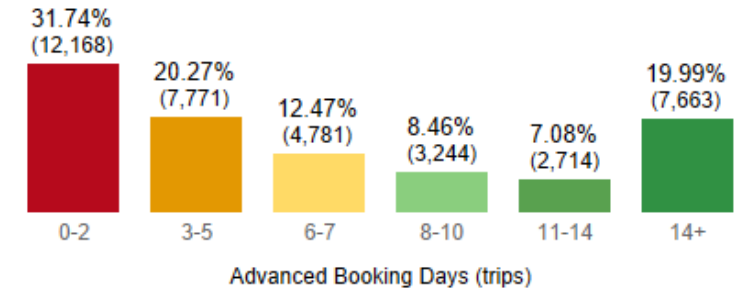
TRAVELLER SEARCH: All

Beyers, Adriaan Mr	£113,404
Russell, Adriaan Mr	£109,141
Parkes, Adriaan Mr	£95,816
Eaton, Adrian Mr	£90,039
Gardner, Adele	£89,192
Cutri, Adriaan	£87,051
Lozavik, Adrian Mr	£84,685
Piskova, Adam Mr	£80,074
Wiesner, Aanes Mr	£77,622

TOTAL SPEND
£9,442,250
54,479 transactions
33,418 trips



Online £3,095,788 32.8%	Actual Savings £4,695,197 33.2%	Declined Savings £545,821 5.8%
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£5,079,611
LP £3,036,011
67.3%

£1,611,934
LP £1,462,060
10.3%

£2,552,049
LP £1,644,907
55.1%

£190,476
LP £55,802
241.3%

↑54.8%
7,604 trips (4,911 LP)

↑11.6%
25,814 trips (23,137 LP)

↑39.5%
8,222 bookings (5,895 LP)

↑155.2%
1,087 rentals (426 LP)

↑61.3%
9,672 transactions (5,998 LP)

↑10.7%
28,783 transactions (25,992 LP)

↑33.4%
14,261 transactions (10,688 LP)

↑194.7%
1,273 transactions (432 LP)

↑56.9%
15,174 nights away (9,673 LP)

↑24.9%
1,549 nights away (1,240 LP)

↑43.0%
13,233 room nights (9,254 LP)

↑205.2%
3,040 days (996 LP)





Carbon Emissions Greenhouse Report

Overview of Co2 Emissions by Departure Date between 01/01/2017 and 30/09/2017

Co2 in KG

DISTANCE FLOWN (Kilometers)

TRIP COUNT

21,097,470 ▲ 69%

103,091,156 ▲ 72%

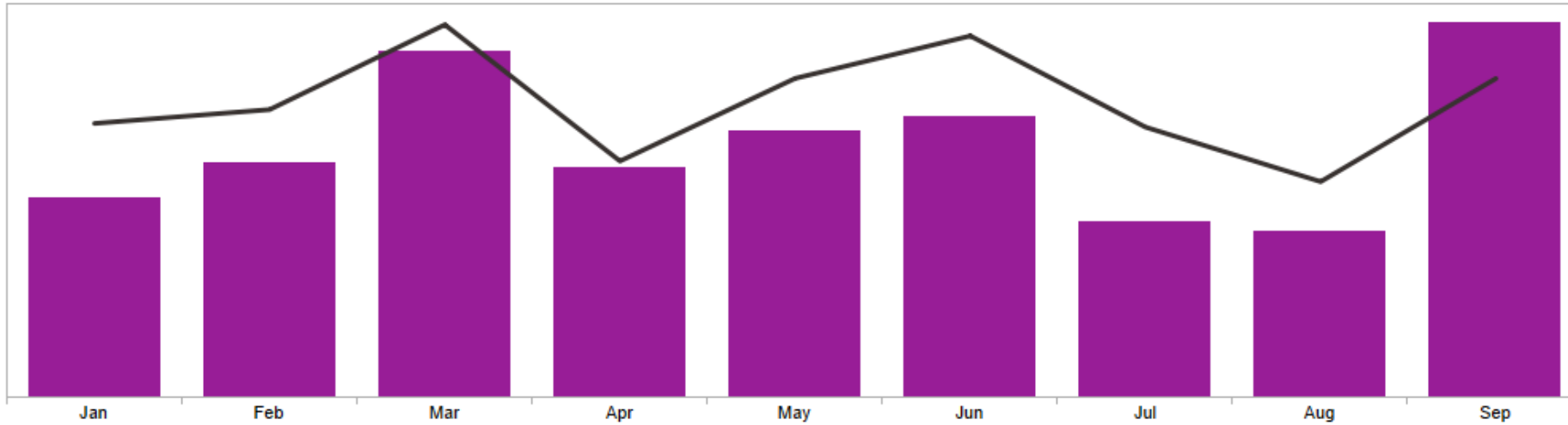
114,009 ▲ 27%

12,478,448 (PY)

60,086,048 (PY)

89,637 (PY)

MONTHLY TRENDING



TOP SUPPLIER - AIR

Supplier Name	Co2	Trip Count
American Airlines	3,902,500	4,828
British Airways	5,511,859	3,573
Delta	2,016,160	3,476
United	1,834,101	2,347
Flybe	244,732	1,520
Aer Lingus	140,838	1,030
Swiss	515,375	915
Ryanair Ltd	91,171	752
Easyjet	154,577	700
Southwest	177,154	674

TOP SUPPLIER - RAIL

Supplier Name	Co2	Trip Count
Virgin Trains	370,169	24,729
Transpennine Express	92,644	13,111
Northern Rail	40,740	9,005
Cross Country	81,651	7,944
London Transport	1,435	6,576
East Coast	100,039	5,471
First Scotrail	26,740	3,999
London Midland	20,996	2,947
Great Western	27,219	2,585
East Midlands Trains	16,439	2,230

TOP CITY PAIR by Non Directional

City Pair selection	Co2	Trip Count
London Euston - Manchester Pic	109,014	6,916
Leeds - London Kings X	54,427	3,232
Leeds - Manchester Pic	14,541	2,859
Liverpool Lime St - Manchester Vic	9,719	2,562
Edinburgh - Glasgow Queen St	14,246	2,149
Birmingham New St. - London Eust.	21,942	2,115
Liverpool Lime St - London Euston	36,081	1,885
London Euston - London Euston	356	1,778
Birmingham New St. - Manchester ..	15,510	1,767
London Euston - Stockport	28,018	1,650