

Why do you travel?

How will intermediaries and third parties disrupt selling travel?

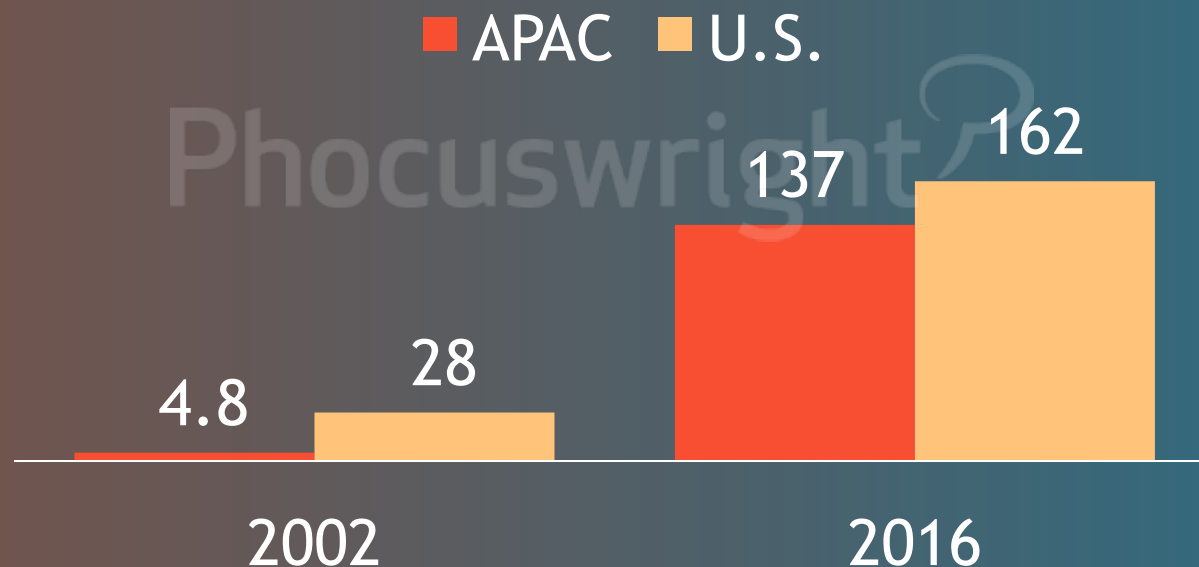


Siew Hoon Yeoh

Editorial Director,
Northstar Travel Group Asia
and Founder, WIT



Online travel gross bookings (US\$B)



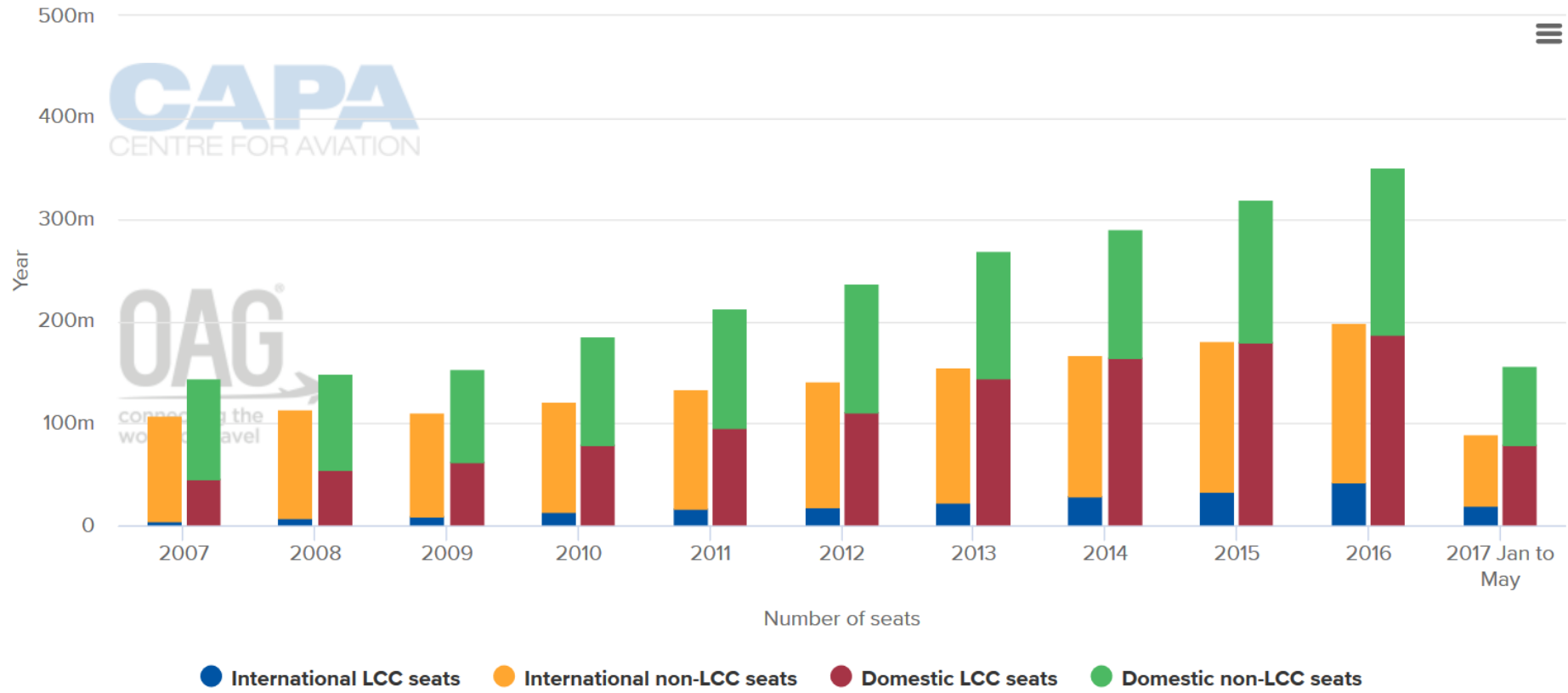


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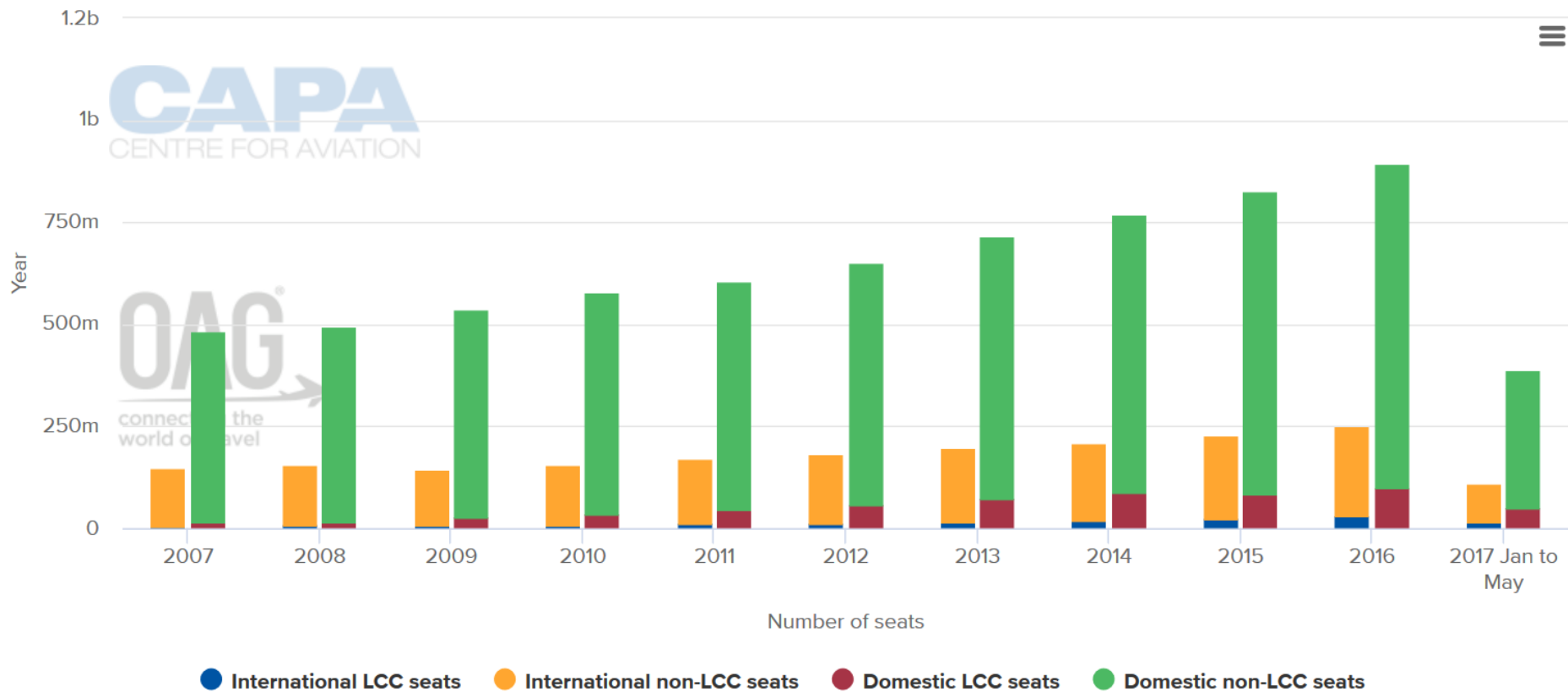
Seats from 2007 to 2017 for South East Asia



Source: CAPA - Centre for Aviation and [OAG](#)



Seats from 2007 to 2017 for North East Asia





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1. GROWTH



Top 20 Outbound Departure Cities in China in 2016

1. Shanghai	11. Xiamen
2. Beijing	12. Xi'an
3. Shenzhen	13. Changsha
4. Guangzhou	14. Kunming
5. Hangzhou	15. Qingdao
6. Chengdu	16. Shenyang
7. Nanjing	17. Ningbo
8. Tianjin	18. Zhengzhou
9. Wuhan	19. Nanning
10. Chongqing	20. Dalian



THINK CITIES IN ASEAN AND TECH DISRUPTION WILL PLAY OUT DIFFERENTLY IN REGION



Think cities in ASEAN and tech disruption will play out differently in region
21/03/2017, by Yeoh Siew Hoon, in Events, Featured, Marketing, Mobile, Regions, Sectors, Social

While the world's attention is focused on North Asia, spare a thought for South-east Asia whose potential is immense and is developing at a rapid pace fuelled by a growing middle class whose behavior will be shaped differently by technology.

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Indonesia's Uber rival Go-Jek raises \$1.2 billion led by Tencent at a \$3 billion valuation

Posted yesterday by [Jon Russell](#) (@jonrussell)



Next Story



Go-Jek, the motorbike on-demand startup that is battling Uber and Grab in Indonesia, has closed a new round of \$1.2 billion led by Chinese internet giant Tencent, two sources close

Slow PC? Solution found! Clean it up.
Speed it up.

Try it FREE* →

Aol Computer Checkup.

AdChoices

Crunchbase

Go-Jek

FOUNDED
2010

OVERVIEW

GO-JEK is a social enterprise that partners with a group of experienced and trustworthy ojek drivers to deliver a one-stop-shop convenience service for Indonesians.

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Some Key Numbers



Priceline Group



\$68B of Total Transaction Value

556M Room Nights / 1.15M Accommodations

66M Rental Car Days / 5M Cars

40K Restaurants / 240M Seated Diners

18,000 Employees

Market Cap. of \$85 Billion

Source: Reported results for 12 Months to 31-Dec-16 and Market Cap. at 6-Mar-17





\$72B Gross Bookings

246M Room Nights Stayed

1.5M+ Lodging Options

500+ Airline Partners

25K Unique Activities

20K+ Global Employees

Market Cap. of \$19.5B

Source: Expedia Inc. Results as of 12/31/16. Mkt cap as of 3/16/17.

Ctrip



Net revenues 2016: RMB19.2b (US\$1.1b)

- Accommodation — RMB7.3b, +50%
- Transportation — RMB8.8b, +98%
- Corporate Travel — RMB608m, +29%



HNA Group



Carlson Hotels

Hilton — \$6.5b for 20%

More than 12 airlines

\$20b of deals in 2016



3. Rise of The Marketplaces



TMON



飞猪



coupang
Color Your Days



Rakuten



Gmarket



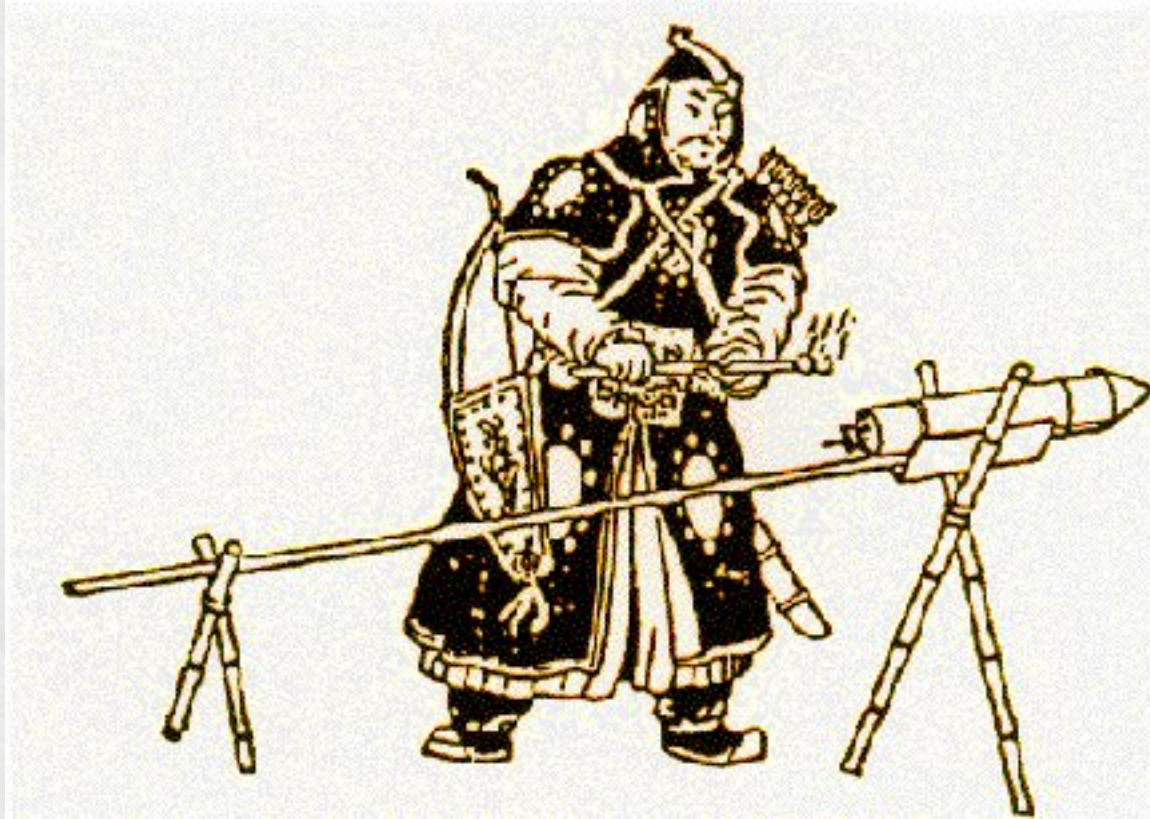
Payments first



"Our bank is our customer acquisition strategy." — *Abhishek Rajan, Paytm*

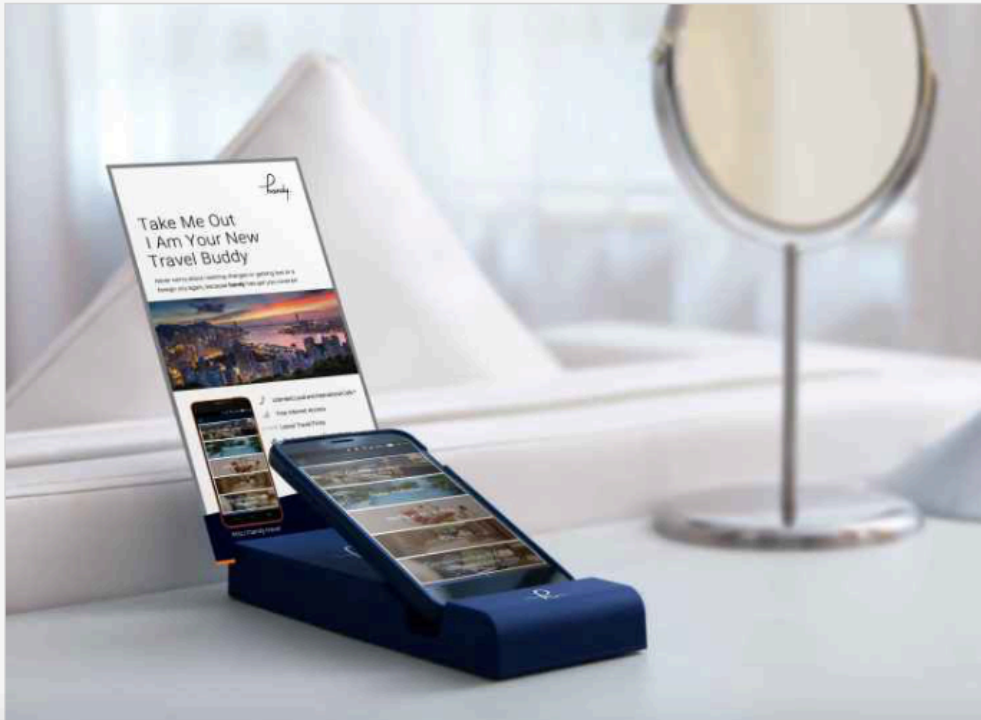


4. New wave of innovation



Tink Labs raises \$125M to put its free-to-use smartphone in more hotel rooms worldwide

Posted Sep 28, 2016 by [Jon Russell \(@jonrussell\)](#)



Crunch

Tink Labs

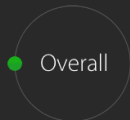
FOUNDED
2012

OVERVIEW
Tink Labs is the f
the world. Found

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Overall

Daily Logged In Users

768,000,000 35%↑

Daily Logged In Users (Sept.16)

Year-over-Year Growth

WeChat Usage Time

90 mins.

50% of users use WeChat for at least 90 minutes a day

Typical Users

65%

% of All Monthly Active Users

*Typical Users: For the two indices above, typical users primarily comprise of users born in the 80s or 90s

80%

% of Messages Sent

Other Users

14%

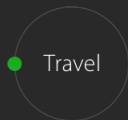
% of Monthly Active Users Who Are Youth

*Youth: Users Age 17-21

1%

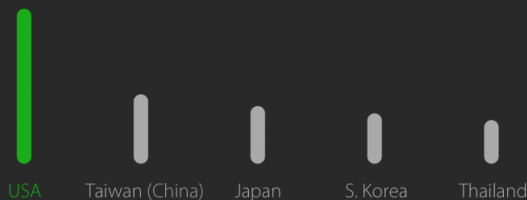
% of Monthly Active Users Who Are Seniors

*Seniors: Users Age 55 or Older

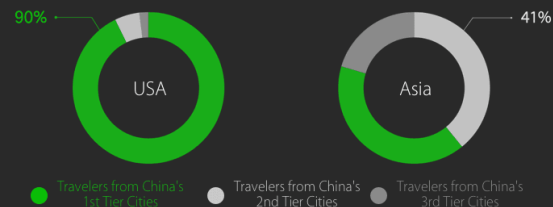


Travel

Top Holiday Destinations Abroad by Chinese Travelers



Users Demographics at Top Holiday Destinations



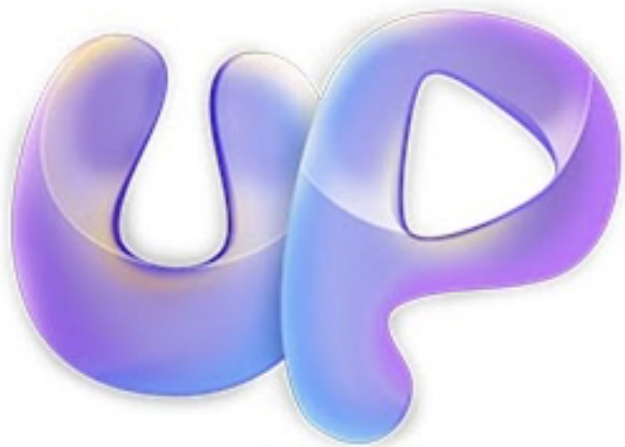
WeRun Average Daily Step Count

6,300
Youth Users

5,900
Typical Users

6,700
Senior Users



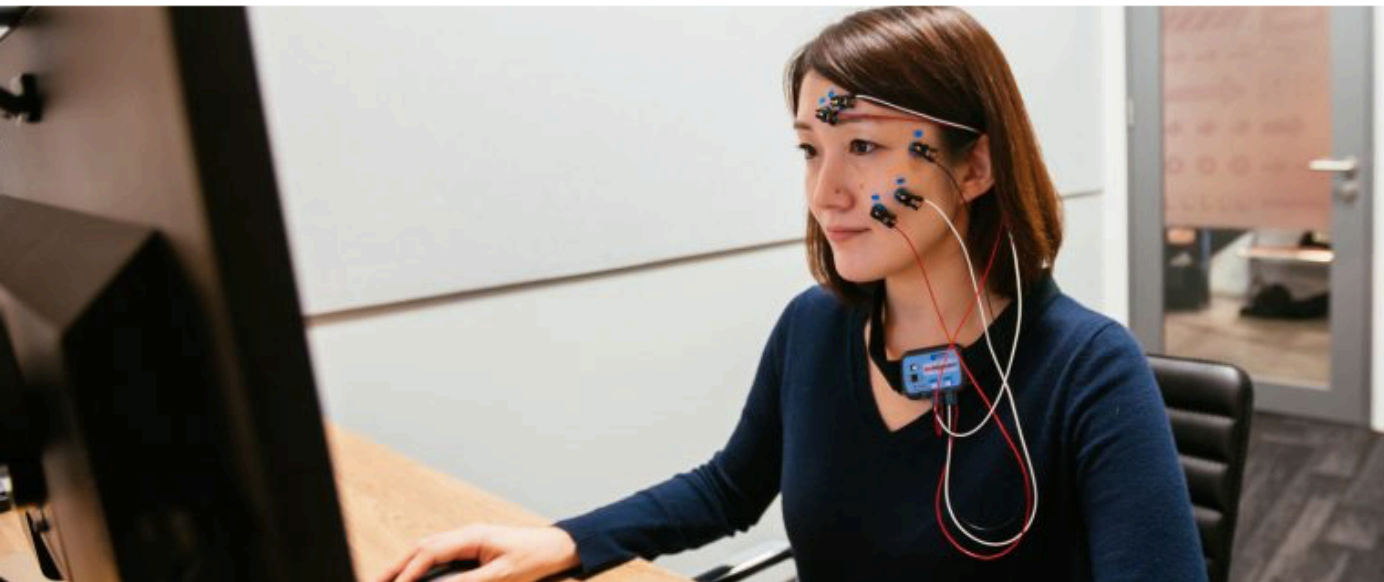


Awesome gifts and Guardian Angels

New gifts with best special effects!



EXPEDIA'S FIRST INNOVATION LAB IN ASIA WILL BE BEACH-HEAD FOR MOBILE LEARNING



Expedia's first Innovation Lab in Asia will be beach-head for mobile learning

06/04/2017, by Yeoh Siew Hoon, in Distribution, Featured, Marketing, Mobile, Regions, Sectors, Social

We sat in one room watching a man have sensors attached to his face – two above the eyebrows and a couple on his cheeks. The sensors, using Electromyography (EMG) technology, will tell us when he's frustrated or delighted as he browses the Expedia website for his dream hotel.

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"I think as an American company, if we are thinking of these factors on a part-time basis, we are not going to be part of the innovation." – *Dara Khosrowshahi, CEO, Expedia Inc*





Airline disruption: it will happen in the next decade - but no one is preparing for it

