

Leading's Luxe Report



THE LEADING HOTELS
OF THE WORLD®

AUTUMN 2022

In this edition of the Luxe Report, The Leading Hotels of the World (LHW) is thrilled to share the evidence of extraordinary growth within the travel and hospitality industry.

LHW is on pace for a historic revenue year, tracking 105% above 2021 YTD. Pent up demand for travel, coupled with the removal of travel restrictions, has resulted in this strong performance and an even better on the books outlook for the rest of 2022.

Some trends to pay attention to during the transition to autumn:

Consumers continue to 'trade up' when traveling. LHW's suite and villa bookings are 36% above 2019 levels. The desire for more space and privacy brought on by the pandemic remains a persistent trend in 2022. Even with inflation and recession forecasts looming, occupancy and room rates are on the rise. Today, LHW's average daily rate (ADR) is 40% above 2019.

International travel has returned, but not at the expense of domestic travel. US travel to Europe is up approximately 225% YOY and flat to 2019. Still, the US, and several European countries including Switzerland and Italy continue to experience comparatively high levels of domestic travel as compared to 2019.

Travelers have a renewed interest in city destinations. LHW's metropolitan properties, which were disproportionately affected by the pandemic, have seen a 100% increase in revenue since 2021. With a 50/50 mix of city and resort member hotels, LHW continues to drive growth with its passionate hoteliers to its beloved city properties.

LHW's booking revenue has outpaced even 2019 levels each week from February 2022 onward. And in line, LHW's consumed and on the books business for the year is up 14% over 2019.

Our Company's record-breaking performance in 2022, despite the economic headwinds that loom, is encouraging. I am confident that the industry and LHW are poised for success in the last quarter of the year and a strong 2023.



SHANNON KNAPP

President and Chief Executive Officer

TRAVEL BAROMETER

A positive outlook through 2022

+40%

FALL ON THE BOOKS
REVENUE SEPTEMBER -
NOVEMBER 2022 VS 2019

+100%

GLOBAL CITY REVENUE
YTD 2022 VS 2021

+225%

US TO EUROPE TRAVEL
YTD 2022 VS 2021

+40%

AVERAGE DAILY RATE
2022 VS 2019

Leisure

REMAINS THE TOP BOOKING

**All
Segments**

ARE OUT PERFORMING 2021

Where To Next

International travel continues its momentous return, particularly with US travelers to Europe. Italy has consistently held the #1 most popular location for bookings in 2022 and now into the fall. Following Italy, the US, France, Switzerland, and Spain have shifted positioning within the top five spots seasonally and continue their stronghold in this next quarter. Additionally, the popular resort-based market of Turks & Caicos has drawn LHW travelers in 2021 and throughout 2022 as one of the first markets to outperform their 2019 record results.

LHW Top Origin/Destination Pairs

2022 has brought a rebound of international travel. US travel to Europe is up approximately +225% YOY and flat to 2019. However, this is not at the expense of domestic travel, which continues to be strong within countries such as the United States, Switzerland and Italy.

LHW Suite Mix

The trend toward a greater proportion of reservations being made for a suite/villa versus other room types is persisting. In 2019, 18% of bookings made were for a suite/villa room type versus 30% of 2022 bookings to date. As concerns about the pandemic decrease for some travelers, and some business travel returns, the mix may be slowly returning to traditional room type mix. That said, many travelers have built up and saved for 'big' trips in 2022 which may help explain the continued interest in suites and villas still so far this year.

THE MOST POPULAR DESTINATIONS BOOKED BY LHW TRAVELERS THIS AUTUMN

September - November 2022



SOURCE: LHW

LHW TOP ORIGIN/DESTINATION MARKET PAIRS

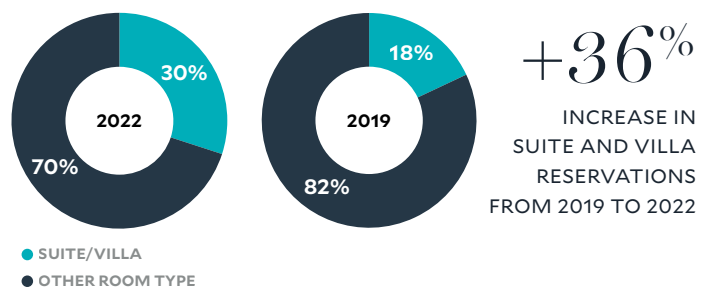
YOY % 22 vs 21 and YOY % 22 vs 19

FROM	TO	22 VS 21	22 VS 19
United States	United States	52%	45%
United States	Italy	283%	47%
United States	France	255%	9%
United States	Turks & Caicos	149%	176%
Switzerland	Switzerland	-29%	153%
United States	Switzerland	83%	16%
UK	Italy	315%	40%
United States	Spain	120%	-43%
UK	Spain	134%	30%
Italy	Italy	27%	66%

SOURCE: LHW

LHW GLOBAL SUITE MIX

Percentage of YTD Bookings



SOURCE: LHW

Data reflects Leading Hotels' worldwide reservations via LHW web and voice, corporate, group and travel trade channels.

The Pipeline

Building on our 94-year rich history, LHW's priority is to curate the most exclusive collection of independent, luxury hotels in the world.

Annually, LHW vets around 500 inquiries from interested hotels and only accepts approximately 5%. The volume of requests has remained consistent even during the past few years.

Evaluation for joining our elite collection is based on ownership type, level of independence, luxury status and standards of the property, destination demand, and a hotel's remarkably uncommon attributes. More than 80% of our members are family-led, 90% are independent and 100% are pure-play luxury properties. LHW is not a unit-growth company, which means we can focus on accepting the world's most extraordinary hotels to enhance our offerings for our loyal guests

OUR MEMBERSHIP

Our strategic approach to membership has resulted in our portfolio expanding to numerous new markets in 2022, like Australia, Panama and Zanzibar while growing our presence in areas of unmet demand for our curious travelers, especially in the Americas and Asia Pacific.



CHRIS WALKER

Senior Vice President & Chief Commercial Officer

5%

COLLECTION ACCEPTANCE RATE

80%

FAMILY-LED

90%

INDEPENDENT

100%

PURE-PLAY LUXURY

Our Newest Members

Read more about our new members [here](#)

- 1. JACKALOPE**
Merricks North, Australia
- 2. THE ORIENT JAKARTA**
Jakarta, Indonesia
- 3. EMERALD FAARUFUSHI RESORT & SPA**
Raa Atoll, Republic of Maldives
- 4. MARI MARI NATURAL RESERVE**
Los Muermos, Chile
- 5. HOTEL LAS MAJADAS**
Santiago, Chile
- 6. NAYARA GARDENS**
La Fortuna, Costa Rica
- 7. CASA POLANCO**
Mexico City, Mexico
- 8. BOCUS BALI LUXURY WATER VILLAS**
Bocas Del Toro, Panama
- 9. VILLA MARA CARMEL**
Carmel-by-the-Sea, CA, USA
- 10. DIAMOND ROCK**
Tignes, France
- 11. LESANTE CAPE RESORT & VILLAS**
Zakynthos, Greece
- 12. ANATARA NEW YORK PALACE BUDAPEST**
Budapest, Hungary
- 13. THE LIDO PALACE**
Lake Garda, Italy



- 14. CASA ANGELINA**
Praino, Italy
- 15. GRAND HOTEL PRINCIPE DI PIEMONTE**
Viareggio, Italy
- 16. THE DYLAN AMSTERDAM**
Amsterdam, Netherlands
- 17. GLENEAGLES TOWNHOUSE**
Edinburgh, Scotland
- 18. VILLA LE BLANC, A GRAND MELIA HOTEL**
Menorca, Spain
- 19. MAXX ROYAL KEMER RESORT**
Kemer/Antalya, Turkey
- 20. DAN TEL AVIV**
Tel Aviv, Israel
- 21. EMERALD ZANZIBAR RESORT & SPA**
Zanzibar, Tanzania