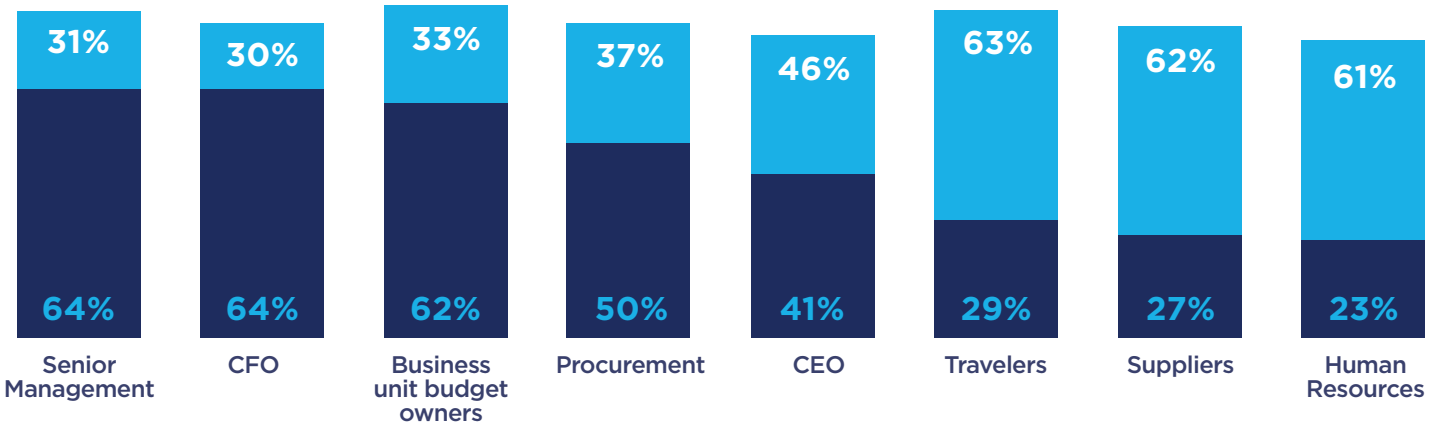


METRICS THAT MATTER IN MANAGED CORPORATE TRAVEL

Importance Of Distributing Travel Data To Stakeholders, As Compared To A Year Ago

■ More Important/
Significantly More Important
■ No Change

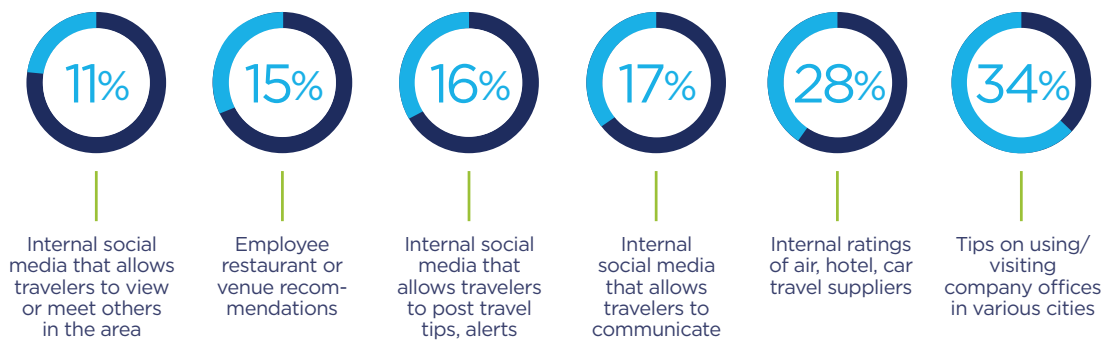


DATA SHARED WITH VARIOUS STAKEHOLDER GROUPS

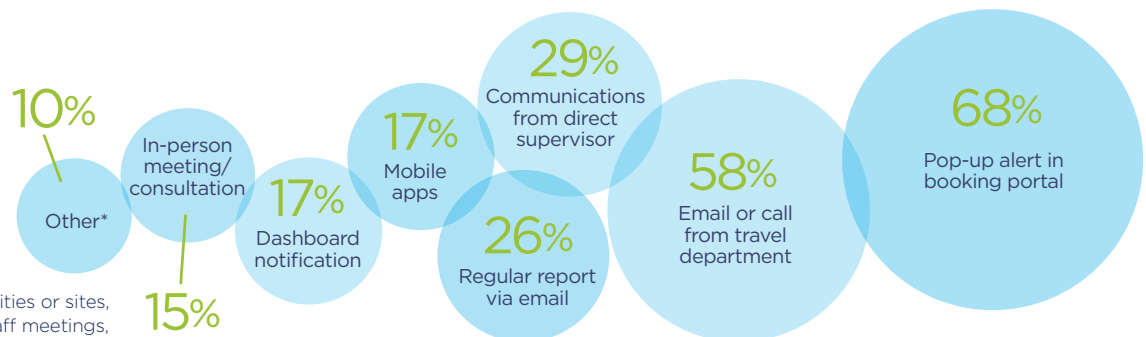
NOTE: RESPONDENTS COULD SELECT ALL THAT APPLY.

STAKEHOLDER GROUP	CEO/ CFO	SR. MGT.	BUSINESS UNITS	TRAVELERS	HR
POLICY COMPLIANCE	52%	70%	55%	41%	17%
COMPARED TO PEERS/ BUSINESS UNITS	40%	64%	47%	24%	11%
COST OF EACH TRIP	35%	52%	53%	40%	8%
LOST SAVINGS FROM BUYING DECISIONS	7%	67%	52%	21%	5%
IMPACT OF BUSINESS TRAVEL ON REVENUE PRODUCTION	45%	62%	35%	8%	7%

TYPES OF TRAVELER-GENERATED CONTENT CORPORATIONS ARE GATHERING

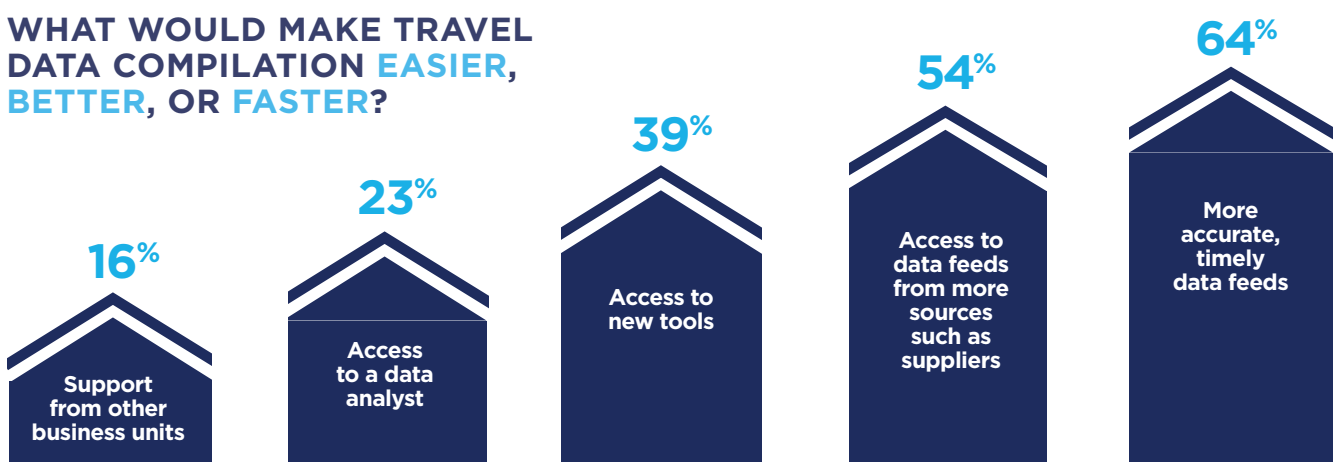


How Does A Company Communicate Travel Behavior Insight To Travelers?



*Other included internal travel communities or sites, periodic communications from CEO, staff meetings, company broadcasts and newsletters**

WHAT WOULD MAKE TRAVEL DATA COMPILATION EASIER, BETTER, OR FASTER?



SOURCES

The BTN Group / American Express Global Business Travel survey of 161 corporate travel, procurement or other managers / decision makers conducted in April-May 2016

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