



# CONNECTING YOU TO GLOBAL MARKETS

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# Let our global network work for you.

## **Worldwide Recognition**

As the U.S. government, we can open doors that no one else can in markets around the world.

### **Global Network**

Our unmatched global network with trade experts in more than 75 countries around the world can provide you with on-the-ground knowledge and connections.

## **Results Driven**

Our expert, in-person counseling is unparalleled and designed to help you succeed in global markets.



# The world is open for your business.

Our global network of experienced trade professionals is located throughout the United States and in U.S. Embassies and Consulates worldwide. Whether you're looking to make your first export sale or expand to additional markets, we offer the expertise you need to connect with opportunities and increase your bottom line.

## **Our Services**



# **Export Counseling**

- Learn about the export process and develop effective market entry and sales strategies.
- Find out about export documentation requirements and import regulations of foreign markets.
- Learn about U.S. government export controls, compliance and trade financing options.



# **Market Intelligence**

- Analyze market potential and foreign competitors.
- Obtain useful information on best prospects, financing, laws, and cultural issues.
- Conduct background checks on potential buyers and distributors.



# **Business Matchmaking**

- Connect with pre-screened potential partners.
- Promote your product or service to prospective buyers at trade events worldwide.
- Meet with international industry and government decision makers in your target markets.



# **Commercial Diplomacy/Advocacy**

- Address trade obstacles to successfully enter international markets.
- The Advocacy Center can facilitate coordinated U.S. government engagement with foreign governments to protect U.S. business interests.



# **Our Global Presence**

The U.S. Commercial Service, creates jobs in the United States and strengthens U.S. economic and national security by promoting U.S. exports, and ensuring market access and a level playing field in international trade for U.S. companies.

Strategically located in 106 U.S. and 122 foreign locations, our global network of trade and investment professionals are well-positioned to help U.S. companies succeed internationally and ensure that U.S. businesses and commercial interests have a robust advocate and first line of defense against unfair foreign trade practices and market access barriers.

## U.S. Commercial Service Offices Worldwide



# Export Counseling

## International Business Development

The U.S. Commercial Service provides you with reliable information and personalized counseling at every step of your export journey- from strategy and planning, financing and logistics, market entry and expansion, to advocacy, and even eCommerce counseling. Our trade experts are here to address your concerns and guide you to success in the global marketplace.

## eCommerce Innovation Lab

The eCommerce Innovation Lab helps U.S. business by identifying export opportunities across the ecommerce sales channels, through concentration on client digital strategy development, use of Website Globalization Review gap analysis tools, and the online eCommerce Export Resource Center business library to help companies adapt and grow in the digital economy.







# Market Intelligence

## Country Commercial Guides

Prepared by trade and industry experts, Country Commercial Guides provide information on market conditions. opportunities, regulations and business customs for over 125 countries. Country Commercial Guides detail important factors to help you decide if a market is right for your product or service.

### Customized Market Research

Customized Market Research answers questions about an overseas market including; market trends & size, customary distribution and promotion practices, market entry requirements, product standards and registration, regulations, key competitors and potential agents, distributors, and strategic Partners.

## Initial Market Check

The Initial Market Check is an initial assessment of the market potential of your product or service in the targeted market. The service gauges the potential of a specific product or service in a market by gathering feedback from up to five industry participants and provides recommendations on whether to pursue the target market.

## International Company Profile

The International Company Profile provides U.S. companies and economic development organizations with a comprehensive background report and full analysis on a specific foreign company. Reports provide general business information, background and product information, key officials, references contacted by ITA, financial data/credit worthiness, reputation, results of site visits and interviews with principals; information sources consulted in preparing the report; and analysis of information.

# Business Matchmaking

# Single Company Promotion

Provides U.S. companies with promotional services to help increase the awareness of their product or service in a specific market. The promotional event may consist of a technical seminar, press conference, luncheon, dinner, or reception with targeted direct mail or email campaigns.

## International Partner Search

Provides U.S. firms with a list of up to five prospective agents, distributors and partners that have expressed an interest in your product or service. Virtual introduction via teleconference to the identified contacts also available.

## Featured U.S. Exporter Listing

A listing in the directory of an overseas U.S. Commercial Service's website gives U.S. exporters targeted exposure to more effectively help them find foreign business partners in specific local markets. It allows local importers to find U.S. exporters interested in exporting to a specific local foreign market.

# **Business Service Provider Listing**

An online program to help U.S. exporters identify a professional export service provider to support them in the assessment, financing, or completion of an export transaction.



# Gold Key Service

Provides U.S. firms traveling to a foreign market with up to five pre-screened appointments to establish relationships with potential overseas agents, distributors, sales representatives, business partners and other local, in-country entities.



# **Commercial Service Presented Events**

## **DISC**WER GLOBAL MARKETS

Organized by the U.S. Commercial Service, these annual business development forums focus on an industry and/or world region. The conferences feature one-on-one meetings with U.S. Commercial Service diplomats visiting from abroad; panel discussions on the latest industry trends; export education; and extensive networking with U.S. trade officials and leading private sector experts.

## **TRADEWINDS**

Organized by the U.S. Commercial Service, Trade Winds missions include a business development forum in its host city, consisting of regional and industry specific conference sessions as well as pre-arranged consultations with U.S. Diplomats representing commercial markets throughout the region. Participating companies can customize a business matchmaking schedule with multiple stops, based on input from our in-country Commercial Specialists, and grow their international sales through meetings with prepotential buvers, agents, screened distributors and joint-venture partners during the mission.



### **Certified Trade Missions**

Organized with select trade organizations, missions are customized to meet the needs of groups of U.S. companies participating. Missions may include activities such as market briefings, Gold Key Service, receptions, site visits, and technical seminars.

# **Trade Show Representation**

The Trade Show Representation Service provides U.S. companies and economic development organizations with the ability to increase their marketing exposure at an overseas trade show when they are unable to attend in-person. Multiple clients' products and services may be showcased by the Commercial Service at the event.

## International Buyer Program

At major domestic industry trade shows, the U.S. Commercial Service provides services including on-site introductions to foreign buyers; networking; export counseling; market analysis; and business matchmaking.

## **International Trade Fairs**

Certified trade fairs feature a U.S. Pavilion and represent a U.S. Department of Commerce endorsement that the fair offers a high-quality, multifaceted opportunity for American companies to successfully market their product/services overseas. Participating companies receive U.S. Commercial Service assistance with access to prospective foreign buyers, agents, and industry representatives. Other services include pre-show industry/country market briefings, one-on-one export counseling, onsite promotion, and more.



# Commercial Diplomacy

# **Advocacy Center**

The Advocacy Center coordinates U.S. Government Advocacy efforts for U.S. exporters competing on foreign projects or procurement opportunities that involve foreign government decision-makers, including foreign government-owned corporations. U.S. Government Advocacy assistance helps level the playing field on behalf of U.S. exporters and workers competing for international contracts against foreign firms and to promote the growth of exports of U.S. goods and services around the world.

## Report a Trade Barrier

File a complaint with the International Trade Administration's Trade Agreements Negotiations and Compliance Office. This office works with U.S. businesses to help ensure that foreign governments adhere to and do not impose trade barriers inconsistent with their trade agreement obligations.

## Trade Dispute Resolution

We can provide information to help you resolve common trade disputes like customs issues. In some instances, we may be able to make inquiries directly with the foreign government.







# Travel & Tourism Team

# **Upcoming Events**

2023 LGBTQI+ Mexico Executive Matchmaking Forum

August 2-4, 2023

Mexico City, Mexico

The U.S. Commercial Service Mexico in partnership with the National LGBT Chamber of Commerce invites you to participate in the 2023 LGBTQI+ Mexico Executive Matchmaking Forum.

### U.S. Destinations Showcase 2023 - The Americas

August 28 - September 1, 2023

Virtual

The U.S. Commercial Service Travel & Tourism Team welcomes you to join us for a 5-day virtual program where you can connect with key travel trade contacts, highlight your destination, hear market and policy updates, and more!

## **Brand USA Travel Week U.K. & Europe 2023**

October 16 – 19, 2023

London, U.K.

Connecting the U.S. travel industry with the U.K. and Europe, this exclusive event will offer hand-picked buyers from across the U.K. and European markets and U.S. exhibitors the opportunity to participate in up to 33 one-to-one appointments.

https://trade.gov/travel-tourism-industry





# Canada Charmaine Singh



# **CANADIAN TRAVEL LANDSCAPE 2023**

- Canadian residents made 2.5 million trips to the United States in February 2023
  - Almost four times the number taken in February 2022 (686,300) and 81.6% of the pre-pandemic level from the same month in 2020. (Statistics Canada)
- Tourism spending in Canada grew 2.6% to \$20.8
   Billion in Q1 2023
  - the eighth consecutive quarterly increase. (<u>Statistics</u>
     <u>Canada</u>)
- Canadians continue to indulge in vacations despite higher flight prices and hotel costs
  - They are cutting back spending on goods, restaurants, groceries, and cars. (Royal Bank of Canada)



# **CANADIAN TRAVEL TRENDS 2023**



Canadian searches for flights have now surpassed 2019 levels. According to the Head of Travel Industry at Google Canada, this trend reveals that Canadians are past "revenge travel" and are prioritizing travel as a core value. <u>Travel Press</u>



Seventy-five percent (75%) of Canadians list relaxation and disconnecting as the primary incentive for taking a leisure trip, followed by adventure which is almost twice as important for Canadians than for global travelers (41% vs 25%). Newswire



Based on traveler demand, most of the destinations seeing the largest increases are all culture-rich cities. Increasing interest in arts and cultural festivities, major events back in full swing. <a href="OpenJaw">OpenJaw</a>



Canadians are showing a desire to go on bucket list trips. Since they haven't traveled in three years, they have more money to spend on travel. <u>Travel Industry Today</u>



New research from Booking.com reveals that 65% of Canadian travelers say they want to travel more sustainably over the coming 12 months and 70% confirm that travelling more sustainably is important to them. Travelpress

# **EARNED MEDIA: July-June 2023**

**Total Impressions:** 

47,963,392

**Total Ad Value:** 

\$1,017,861

Total Articles Generated:

106

# **Top-Tier Media Coverage Includes:**

- The Globe & Mail
- Vancouver Sun
- Calgary Herald
- Edmonton Journal
- Toronto Sun
- Ottawa Citizen
- The Calgary Sun
- Le Devoir
- Daily Hive





# **Top Earned Media Articles | FY '22 –'23**





Calgary Herald & **Vancouver Sun (Print)** + Syndicated across 22 **Postmedia Publications** 















Calgary Herald (Print) + **Syndicated Across 6 Postmedia Publications** 



# **CANADIAN TRADE RESULTS**

**Key Performance Indicators: Leads, Sales Calls, Trainings & Webinars** 

GOAL KPIs: 365 /Achieved: 399

# **Sales Calls**

 Completed 73 sales calls as we are still facing a post-pandemic recovery and constant economic inflation rates

# **Events & Trainings**

- Hosted 15 virtual trainings
- Agents from top-producing travel agencies, nationally and in both English and French. (ex: AMA, Group Voyages Quebec, CAA Quebec, Autentik USA, Travel Only, Toundra Voyage)
- Trainings reached a total of 313 agents

# **Canadian Trade Activities**

• 12 e-newsletters sent to 28,963 agents nationally















# CANADIAN TRADE RESULTS

# CAA Manitoba B2B/B2C event Sept 2023

- 1200 consumers attended the event
- AOT conducted a 20-minute presentation
  - Highest attendance
  - 40 consumers /11 CAA Manitoba reservations staff

# **Vancouver Mission October 2022**

- 56 travel agents & airline representatives
- More lift for Arizona sun-seekers, with new gateways opening-up

# **AMA Marketing Campaign**

- Targeting the right audience
- Tools to increase conversion
- Tools Included dedicated articles, emails, social media

**AZ FAM** (Tucson, Benson Bisbee, Mesa)





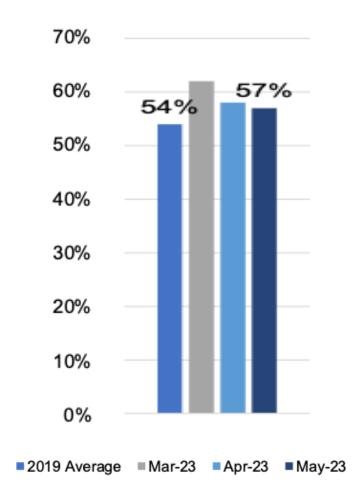
# CWW Mexico Mauricio Gonzalez





# **Trends**

- More open to personalized travel experiences, they will seek help from travel professionals.
- Social Media has become a huge influencer in the travel decision-making process, always consider having Spanish-speaking content or channels for the Mexico market.
- Continue to have a Spanish version of all contents on the destination website and collateral



Likelihood to travel to USA in the Next 12 months slightly above 2019 levels





## Thursday is the preferred travel departure day for Mexicans.

Mexicans travel **3 times** on average per year.





# 50% of travel reservations will be made through mobile devices by 2023.

63% of Internet users in Mexico have access and share their trip planning to social media.



# TRAVEL TRADE

142 SALES CALLS
19 TRAINING SEMINARS
+820 AGENTS TRAINED
13 TRADESHOWS
1 TRADE FAM TRIP
TOTAL REACH: 983





Pe-Tra Roadshows





Brand USA Sales Mission Expo ARLAM



American Airlines MTY-PHX Presentation



NAO The Best







# France Kim Todd and Jessica Remington



# FRANCE MARKET TRENDS

France is the 5<sup>th</sup> inbound market with 1.31 million French visitors in 2022

# **RECOVERY IS STRONG**

- Agencies/tour operators are doubling their activity in 2023
- Holidays remain "a necessity"
- Package travel offerings increased in March 2023 by 15% to 25%

# **BOOKING BEHAVIORS**

- Travelers book ahead of time (about 6 months)
- They favor flexible booking policies
- No interest in booking non-refundable for international travel
- Travelers book more insurance than before, and more activities





# FRANCE MARKET TRENDS

# TRENDY / ECO-FRIENDLY TRAVELERS

- Experience Seekers
- Memories Makers
- Travel Tech-fluencers
- Pioneer Scouts

# TRAVEL THERAPY

Travel is a source of well-being for 96% of French people

- Top 5 favorite well-being activities:
  - 1. Rest and do nothing (45%)
  - 2. Sightseeing (41%)
  - 3. Go on an adventure (18%)
  - 4. Play sports (18%)
  - 5. Meet new people (14%)





# FRANCE TRADE & MEDIA MISSION 2023

# **OBJECTIVES**

- Showcase AZ as a diverse destination
- Establish/strengthen relationships with travel trade partners
- Generate media interest and positive coverage
- Reinforce AOT's commitment to the French market

# **TACTICS**

- Media activities with travel editors and influencers
- Meetings/training sessions with key tour operators
- VIP event with trade, airline, and media reps

# **RESULTS**

- Met with 17 journalists and influencers
- Met/Trained 31 product managers, sales agents and airline representatives
- 60 French travel professionals, travel agents and media representatives attended VIP event to learn more about Arizona







# **MEDIA AND TRADE RESULTS FY23**

# Media KPIs

- 16 French journalists & photographers visited AZ
  - 119 Generated Placements (articles/broadcasts/social posts)
  - 43,573,397 Total Reach
  - \$1,472,623 Media Value
- 13 press releases and newsletters translated and distributed
  - 28.09% average monthly opening rate
- 31 journalists and influencers hosted during AOT France Trade & Media Mission

# **Trade KPIs**

- 1 Trade FAM
- 125 Sales calls
- 48 Trade Show Appointments
- 11 Trade Newsletters
- 232 French Travel Professionals Trained





# United Kingdom Imogen Frew and Lauren McKeever

**BLACK DIAMOND** 

TRAVEL MARKETING DATA



# Sales & Media Mission London, March 2023

# **AOT and 9 Partners:**

- x 2 product manager workshops meeting with 10 key tour operator partners
- x2 media workshops meeting with 9 top tier media
- Interactive activities and Joint evening event networking opportunity with 35 key trade and media contacts





FY22/23 year end - UK activity		
Sales calls & tradeshow appointments	187	
Agents trained	159	
Fam's (group and individual)	5	
Online training sign ups	45	
Coverage	176	
Press Trips	10	



UK Market Overview	UK Media Overview	UK Trade Overview
UK economy avoided a recession and is expected to grow	The UK has one of the strongest and most varied media landscapes	Overall booking values to the US continue to rise
<ul> <li>Office work increasing - helps the sense of normality</li> <li>UK consumer is amongst one of the most resilient</li> </ul>	<ul> <li>Continued travel magazine launches include Roadbook, Mail Luxury, JRNY, Loupe and more</li> <li>Digital media consumption has increased drastically</li> </ul>	The UK travel trade has become relevant again, mainly due to the personalised service and financial security - it's incredibly important for AOT to continue to communicate with the trade
<ul> <li>Affluent travellers are least affected by economic headwinds and are therefore continuing to travel</li> <li>UK consumers regard their holidays as too important or valuable to be interfered with and intention to travel remains high</li> </ul>	<ul> <li>Increased drastically</li> <li>Increased popularity in Podcasts</li> <li>Strong appetite for US stories from travel editors</li> <li>23/24 Travel Trends <ul> <li>Sustainability</li> <li>Value for money &amp; all-inclusive</li> <li>"Set jetting" holidays</li> <li>Wellness travel</li> <li>Indigenous travel</li> </ul> </li> </ul>	<ul> <li>Some operators are shifting business focus to higher margin destinations making it easier to influence new product inclusion</li> <li>UK travellers are now seeking out milestone holidays, opting for longer stays, upgraded accommodation and more extravagant in-destination experiences</li> </ul>



# Germany-Public Relations Axel Kaus





# Public Relations & Communications Highlights

# **Monthly**

Press Releases / Newsletters

# **Media Visits**

- 14 Top-Tier Travel Writers from Germany, Austria and Switzerland
- Top-tier outlets: magazines, newspapers and TV production

# **Media Events**

- Visit USA Germany (Hamburg, Munich)
- TravMedia IMM

# **Newswire**

# Results

- Three (3) articles distributed by DPA
- 325 Placements with Reach of **576,484,378**
- Media Value: \$17,887216







# **MARKET TRENDS & TACTICS**

# **CURRENT HEADWINDS**

- Ukraine Crisis
- Energy crisis led to increased energy rate (fuel, households)
- High inflation rate
- Recession in Germany; High airfare to the U.S.
- High room rates and high car rental rates

# **TACTICS**

- Targeted Communication Focusing on Top Target Groups:
- Affluent and high-demographic profile
- Market Segments (i.e., golf, spa, luxury, wine etc.)
- · LGBTQ+
- Swiss Travelers
- Media Partnerships









# Germany-Travel Trade Thomas Vogler

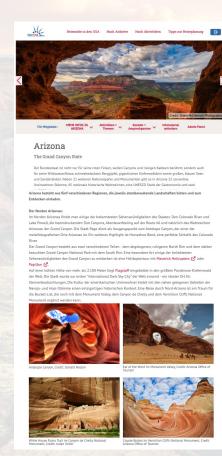




# HIGHLIGHTS OF TRADE ACTIVITIES

CRD Touristik – Out-of-home fitness club campaign





Visit USA Germany website

**DER Touristik TravelLounge** 

#### USA WEST - TRAINING SESSIONS



TRAINING ARIZONA Immer der Sonne entgegen







Arizona: Der Sonne entgegen Erleben Sie die Faszination des Grand

Erleben Sie die Faszination des Grand Canyon States auf einem unvergesslichen Roadtrip.

Jetzt entdecken



FTI Academy



Trade Fam with top tour operators



Condor - B2B & B2C activities



# TRENDS & TACTICS FOR THE GERMAN MARKET

## **TRENDS**

- High demand for consumer shows & printed material
- Travel agencies point of sale for long-haul travel

## **TACTICS**

B2C → Participate in consumer shows

B2B → Visit USA activities: train travel agents and share useful resources

→ Focus on coops with North America specialists for a tailor-made marketing approach

- Awareness activities to show Arizona's diversity and inspire
- Performance campaigns to promote customizable itineraries and generate room nights





# AVIA REPS China Cynthia Zhou and Kevin Zhou

















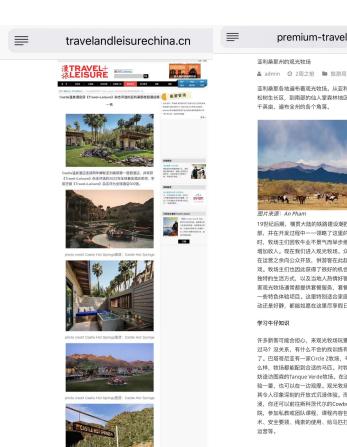


- 77 Destination Trainings to 500 Travel Trade Professionals
- Attended Road Shows in: Chengdu, Beijing, Shanghai and Guangzhou
- Trade & Media Event in Beijing and Shanghai



# Media Publicity: AD Value US\$884,414 Number of Impressions: 73.6 million







亚利桑那各地遍布着观光牧场。从亚利桑那东北部凉爽的

松树生长区、到南部的仙人掌森林地区、观光牧场绵延数 千英亩, 遍布全州的各个角落。



19世纪后期,横贯大陆的铁路建设潮把人们带到了美国西 部,并在开发过程中——领略了这里的原始和狂野。当 时, 牧场主们因牧牛业不景气而举步维艰, 干是纷纷寻求 增加收入。现在我们讲入观光教场。众多个体经营的牧场 在运营之余向公众开放,供游客在此起居饮食、学习嬉 戏。牧场主们也因此获得了很好的机会。向外界展示两部 独特的生活方式,以及当地人热情好客的特点。当前,各 家则光牧场诵常都提供套餐服务, 套餐包含住宿, 饮食和 一些特色体验项目。这里特别适合家庭出游,不管您是好 动还是好静、都能如愿在这里尽享假日时光。

许多新客可能会担心,来观光牧场玩要有经验才好。没骑 过马? 没关系,有什么不会的找训练有素的牛仔们就可以 了。巴塔哥尼亚有一家Circle Z牧场、号称不管游客技术怎 么样、牧场都能配到合适的马匹。对牧马没有概念? 您不 妨造访图森的Tangue Verde牧场。在这里你可以直接去体 验一番 也可以在一边观察 观光牧场度假的妙处 在干 其令人印象深刻的开放式沉浸体验。而如果想要深度沉 浸,你还可以前往斯科茨代尔的Cowboy College 牛仔学 院,参加私教或团队课程,课程内容包括基础的骑马技 术、安全要领、绳索的使用、给马匹打火印、牧马和牧场

#### 原创 大事记文传 他者others



每把羽毛扇要怎么设计怎么做, 都是通过梦境或更 高层次的视域看到的。

美国Boa基金会成立的原住民保护组织 Aniwa, 致力于让更多现代人尤其是都市人 接触、体验原住民智慧、文化,除了2020 年和2021年外,他们每年都在不同城市郊 外举行原住民盛会,邀请世界各地的部落长 者、萨满齐聚一堂;疫情以来他们也时不时 组织部落中的长者、智慧守护人举行线上直

最近一期的讲者是生活在美国亚利桑那州的 纳瓦霍 (Navajo) 长者Patrick Scott。纳瓦 霍人自称为迪内人(Diné),意即"人", 纳瓦霍是西班牙殖民者给他们的称呼。文中 均使用迪内人。他是族中智者,也精通传统 圣物羽毛扇的做法, 了解其用途。



以下根据直播内容整理





#### Mattel Adventure Park能态冒险乐图

2000年11月1日 2010年 2 の日に及びからなどのでは、 以気候自己的四組裁野を丁年在及業務通知裁野協会过山年下穿梭。 在托马斯曾段列年上市托马斯根他的展友引交谈。早宝 "能过,这是个处分全家人在真实的申却任马斯思汽车斗上要除的项目,体验真要的Lino路对数整约键了一个传奇的攀带 架。在巨大的Uno卡上率继续跃,这里是可以与家人一起创造一生的回忆的地方。快来成为美态冒险乐团的第一人吧。



在全曼游客中心,游客可以从为保护66号公路历史而奋斗的人那里了解66号公路,游客可以与人工智能(AI)版本的 Annel Deleased Targets 公司 Targets 公司 Targets 公司 Targets Targe 公路恢复了往日的辉煌。如今,每位客人都有机会通过人工製能技术同Angel省的有关86年公路的问题。人工制能技术可



洛斯米里克 Los Milcs全落在图森市附近的埃尔金,是南亚利桑那一处占地颇广的酒庄,酒庄近日前推出了一间品酒 1. 并计较在2023年开放9间豪华酒屋。洛斯米里克酒庄位于"美国国内发展最快的"管奇酒产业区,其全新推出的品酒室 的。 自然所得,他而的甲醛链路到加上侧层承重结构,必将让前来做达的酒客兴致大爆,品酒室首面风光壮丽的野岛山。内族 各类获奖葡萄酒产品,而即特相出的豪华温度,则将延续治斯米里克酒庄的一贯追求,让建筑风格融入周边自然环境,尊



#### Hotel Valley Ho推出全新夏季品鉴和购物的系列



Hotel Valley Ho将于2022年推出全新的品鉴和购物 系列活动。由WorldClass主办,活动将于选定的星期六 上午9时至下午1时举行。该系列将以当地厨师、供应商 和一些酒店最喜欢的葡萄酒和烈酒为特色。活动是免费参 加的,每位客人将获得一个腕带,参加六次葡萄酒、啤酒 和烈酒的品尝。酒店还将提供8折优惠券,30天内可在祖 祖酒店使用。酒店客人和当地人都可以享受现场音乐以及 由当地顶级厨师的食物和外卖鸡尾酒配方可供购买。每个 活动都有不同的主题,包括8月20日的"意大利万岁"和9月 17日的"波旁+大红军"。欢迎所有年龄层的游客前来。

#### 图森市巴里奥面包公司的唐·格雷罗获得詹姆斯·比





# **Trade & Media Event: Beijing and Shanghai April 2023**



Media Publicity: AD Value US\$62,900

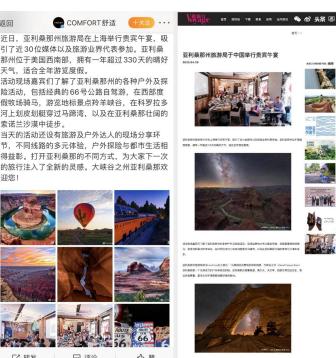
Number of Impressions: 2.31 million







亚利桑那州旅游局近日在上海举行贵宾午宴,吸引了近30位媒体以及旅游业界代表参加。亚利桑那州位于美国西南部,拥有一年超过330天的晴好天气,适合全年游览度假,活动现场嘉宾们了解了亚利桑那州的各种户外及探险活动,包括经典的66号公路自驾游,在西部度假牧场骑马,游览地标景点羚羊峡谷,在科罗拉多河上划皮划艇穿过马蹄湾,以及在亚利桑那壮阔的索诺兰沙漠中徒步。亚利桑那州







# **Current Travel Situation**



- The processing times for visa applications at US Embassies and Consulates can take anywhere from 60 to 180 days
- > 9 million Chinese already hold 10-year U.S. tourist visas and can travel to Arizona immediately
- > U.S. lifted COVID testing requirement on all flights from China
- > 72% of China's outbound travelers intend to take an overseas trip in 2023
- > By 2030 outbound will reach 228 million or double pre-pandemic levels
- A total of 2.24 million international air passenger trips were made in Q1, a year-on-year increase of 717%
  - > equivalent to just 12.4% of international trips taken in the first quarter of 2019
- > The Russia overflight issue remains a key challenge.
- ➤ On February 6th, China allowed travel agencies to re-shelf group and FIT packages to 20 countries of all packaged outbound travel products. Another 40 countries starting March 15th as the second batch of destinations to which outbound group tours were approved
- No FIT restrictions



# China Social Media China Luxury Advisors

Rex Lyu



# **China Travel Trends FY23**

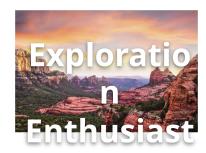


Rebound tourists are planning their trip around experiences. Outdoor and scenic trips remain the most popular travel theme. Culture & history, beaches & resorts, and health & wellness gained more attention—solidifying the trend for experience-driven travel.

Mobile technologies and social media are at the core of the Chinese consumers' daily life. In the first half of 2022, Chinese consumers spent 30 percent of their mobile internet time engaging with short videos. Besides looking for travel inspirations online, digital payment usage experienced significant growth too.



Outdoor tourism continues to grow. Camping & glamping has gained popularity (with a compound annual growth rate of 16.2% in the past 5 years), especially among younger generations, including millennials and Gen Z, who are seeking experiential and adventure-based travel.



Chinese travelers are also keen to explore the world and embark on novel experiences in unfamiliar destinations. Survey respondents were looking forward to visiting new attractions. Instead of revisiting destinations, 45 percent of respondents picked short trips to new sites as their number one choice, followed by long trips to new sites as their second choice.



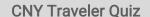
# **Project Milestones**



Programmatic Ads

Targeting U.S. domestic Chinese consumers to increase travel intent and drive traffic to AOT's CN webpage

> 6/27-8/11 2022



Social media digital campaign launched to celebrate 2023 CNY with interactive & appealing content

1/20/2023



1/8/2023



China Reopens Borders

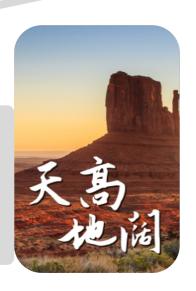
Mainland China opened sea and
land crossings with Hong Kong
and ended a requirement for
incoming travellers to

quarantine

4/13-6/30 2023

#### **WeChat Banner Ads**

Targeting international Chinese consumers to increase the awareness of Arizona on the Chinese travel's mind and expand AOT China social media follower base

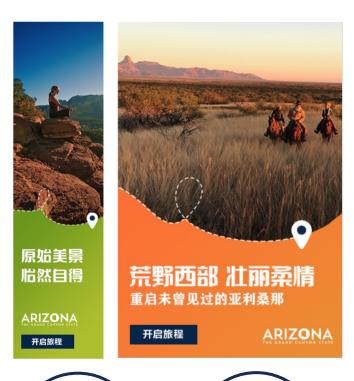




# **Domestic to International: A Two-Pronged Approach**

While outbound travel from China was still restricted, we launched a round of programmatic ads targeting Chinese consumers based in North America in the second half of 2022, in order to increase travel intent among local Chinese residences and drive traffic to Arizona's Chinese webpage for trip planning.

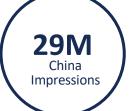
With outbound travel increasing in 2023 and more flights between the U.S. and China gradually recovering to pre-pandemic level, we launched the WeChat Banner Ads in April 2023 to increase the awareness of Arizona on the Chinese travel's mind and inspire the travelers to "Rediscover Arizona". Since the pause of the WeChat ads from the beginning of the pandemic, the restart of this round of WeChat ads achieved the best in ad performance.











241K Ad Clicks

4,765 New WeChat Followers



# **FY23 Social Media By the Numbers**

**78.7**K

Weibo Followers

8.7k
WeChat Subscribers

7.3M
Combined Social Impressions

**271** 

**23**WeChat articles posted

24
Video content localized

9.4<sub>K</sub>

Pieces of Weibo posts created

