



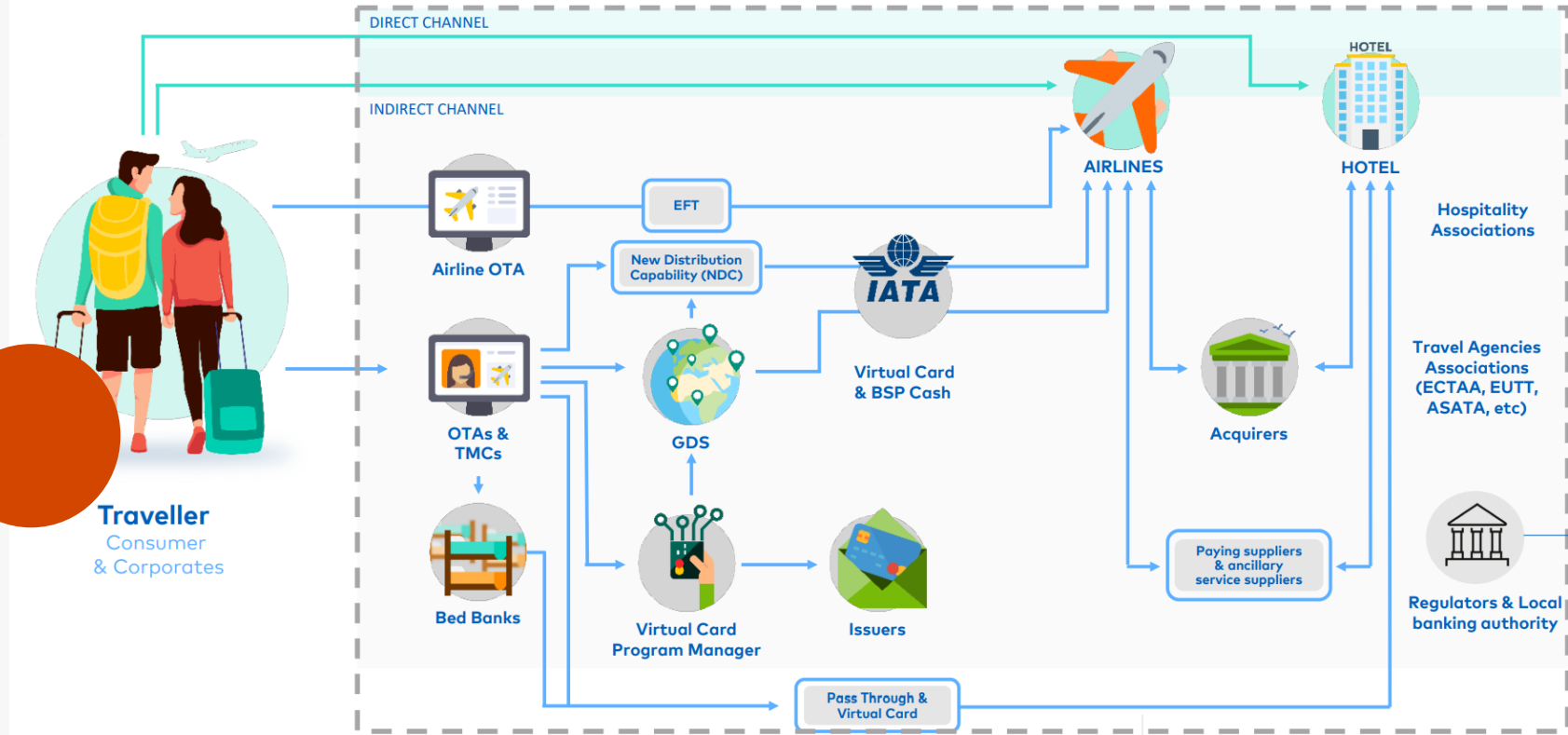
# Innovation Powering The Travel Economy

Dolores Goicoechea  
Mastercard



Director,

# A Complex Global Network



## Lack of Digitization and Associated Payment Challenges

Taking action to address legacy industry payment pain points.



Exposure and risk



Lack of security



Poor visibility



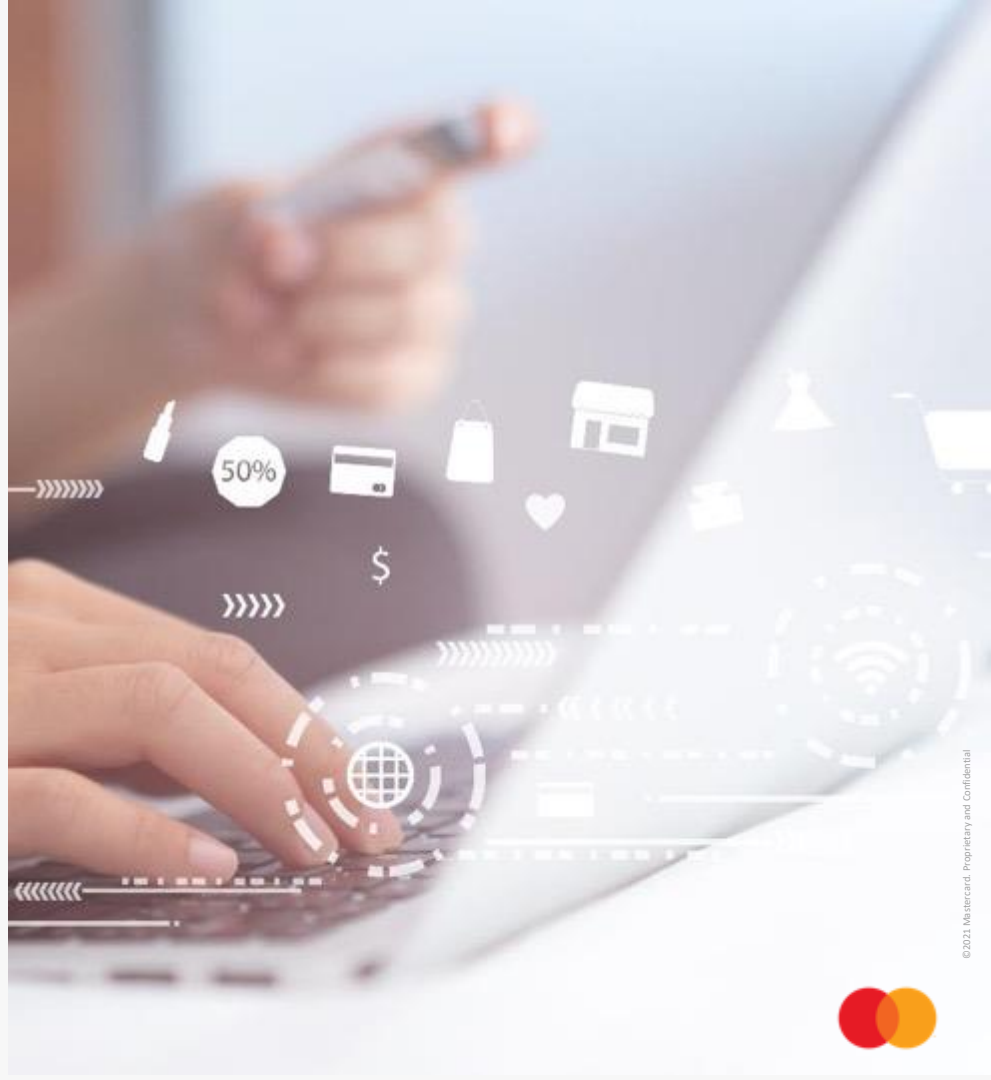
Unpredictability



Long settlement & no flexibility

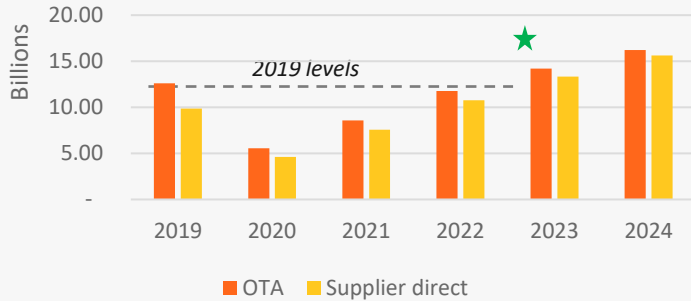


No end-to-end management

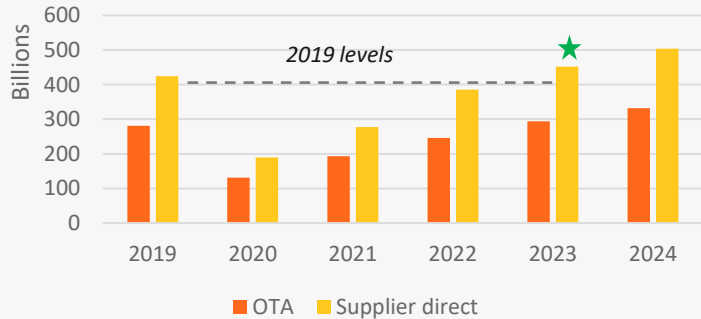


# Leisure Travel Recovery Continues To Out-Pace Corporate

## LAC OTA - Supplier direct



## Global OTA - Supplier direct



Recovery will surpass 2019 in 2023

## Market dynamics

- Leisure travel **at 2019 level already (2023) in LAC and globally**
- Growth rate of OTA in region higher than supplier direct **+/-25%**
- Massive shift to MoR within indirect/OTA channel **>40% more**
- Airlines' acceptance **increased 20%** since 2019 (globally)
- Expect strong regional growth into 2023, with volume returning fast – **business travel recovery expected in 2026**

## Elements aiding leisure recovery

- **Opening of borders** and removal of covid testing / quarantine requirements
- Pent up consumer **demand**
- Uptake of **merchant of record model**
- Need for more **flexible options** for currencies & domains
- Need for increased **acceptance**; supporting more travel merchants



## Virtual Cards Are Well Placed To Power The Travel Economy

Innovation that empowers travel organizations, increasing control and driving sustainable growth while securing the future health of the entire ecosystem.



## Setting You Up For Success, 2023 And Beyond



**Travel volume is rising;** Are you operationally ready to capture growth?



**Evaluation of B2B payment strategies is essential;** It's core to operational success, not an end pain point.



**Virtual cards present significant opportunity;** driving growth & enhancing operational efficiency.



**Relationships are evolving;** Deeper merchant / banking partner relationships will drive sustainable growth across the value chain.

