

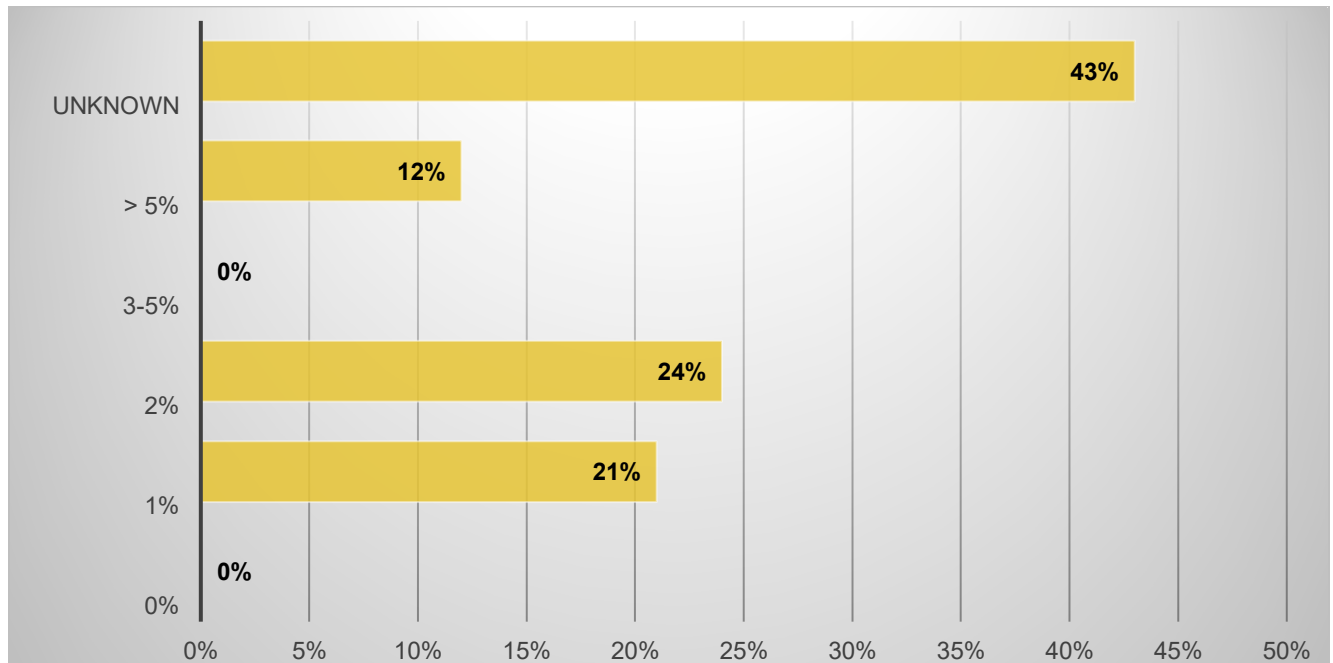


Leadership Exchange

July 2023

Leadership Exchange Air Spend Poll Results

What is the amount of your ANNUAL AIRLINE ancillaries and amenities that are reimbursed compared to TOTAL ANNUAL air spend?



What you Need to Know

In assessing the ancillary spend by total airline spend, almost half of buyers surveyed did not have access to that level of detailed information and of those that did the amount of spend captured was estimated to be around 1-2%. According to OAG, the percentage of overall airline revenue derived from ancillary spend has been on a consistent rise and is now around 15%. Up from 6% 10 years ago. With the advent of NDC, and to prepare for fare bundles becoming a mainstay of corporate deals, it would seem that now is the time for travel buyers to collaborate with the payment and expense process owners to ensure that the ancillary spend is recognised.

