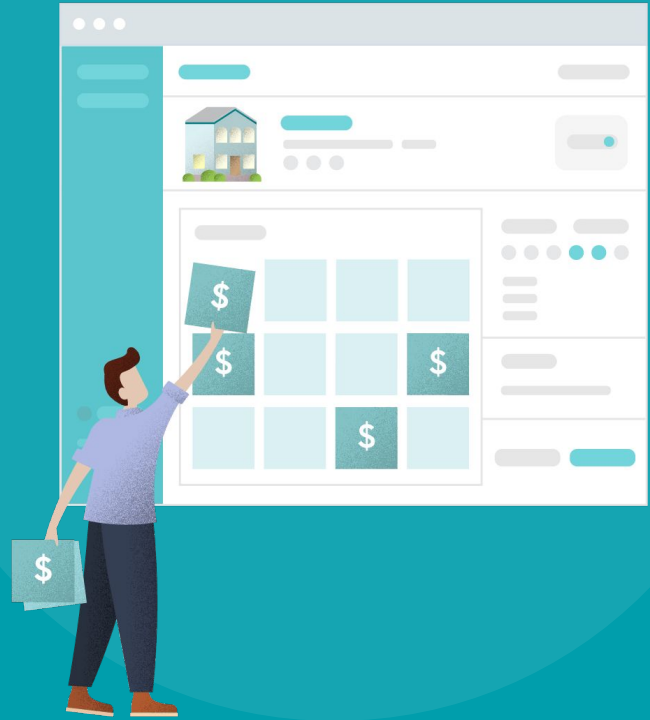


Insights in Data

VRM Intel



Host & Presenter



Jim DeVos

President
Best Beach Getaways



Jennifer Mucha

President and Founder
Arrived

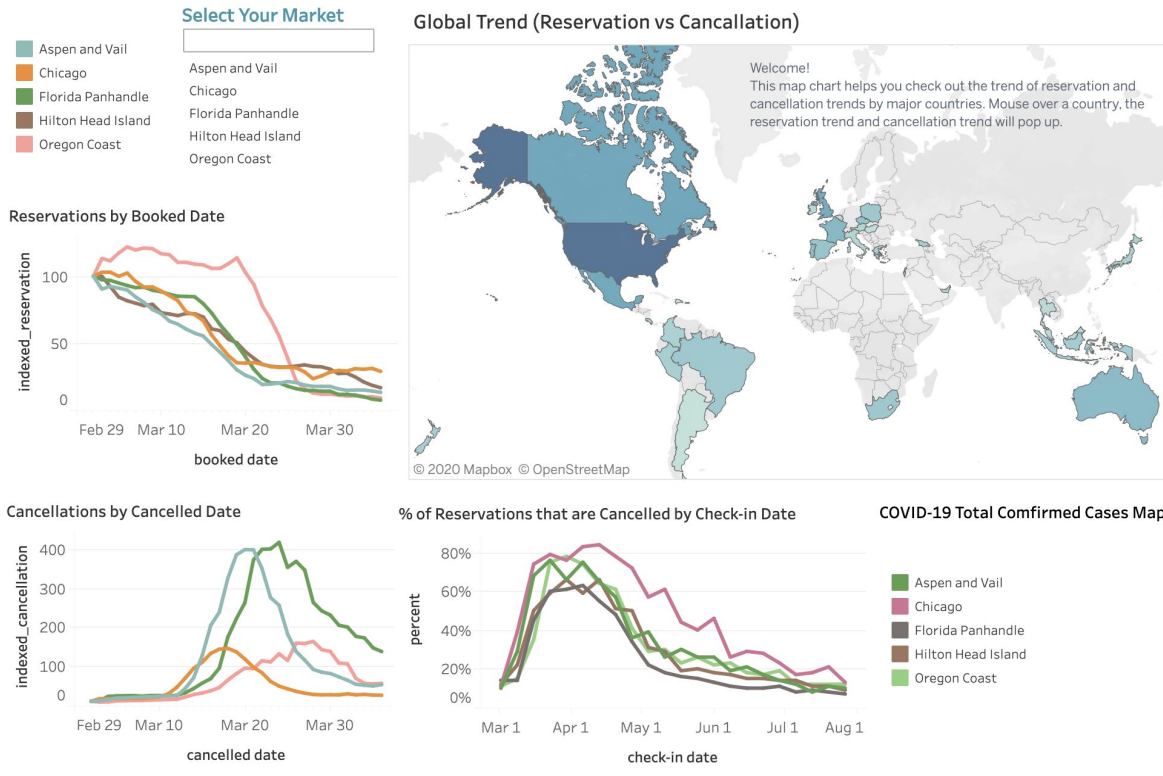


Jesse Lott

Director of Business Operations
Beyond Pricing
jesse@beyondpricing.com

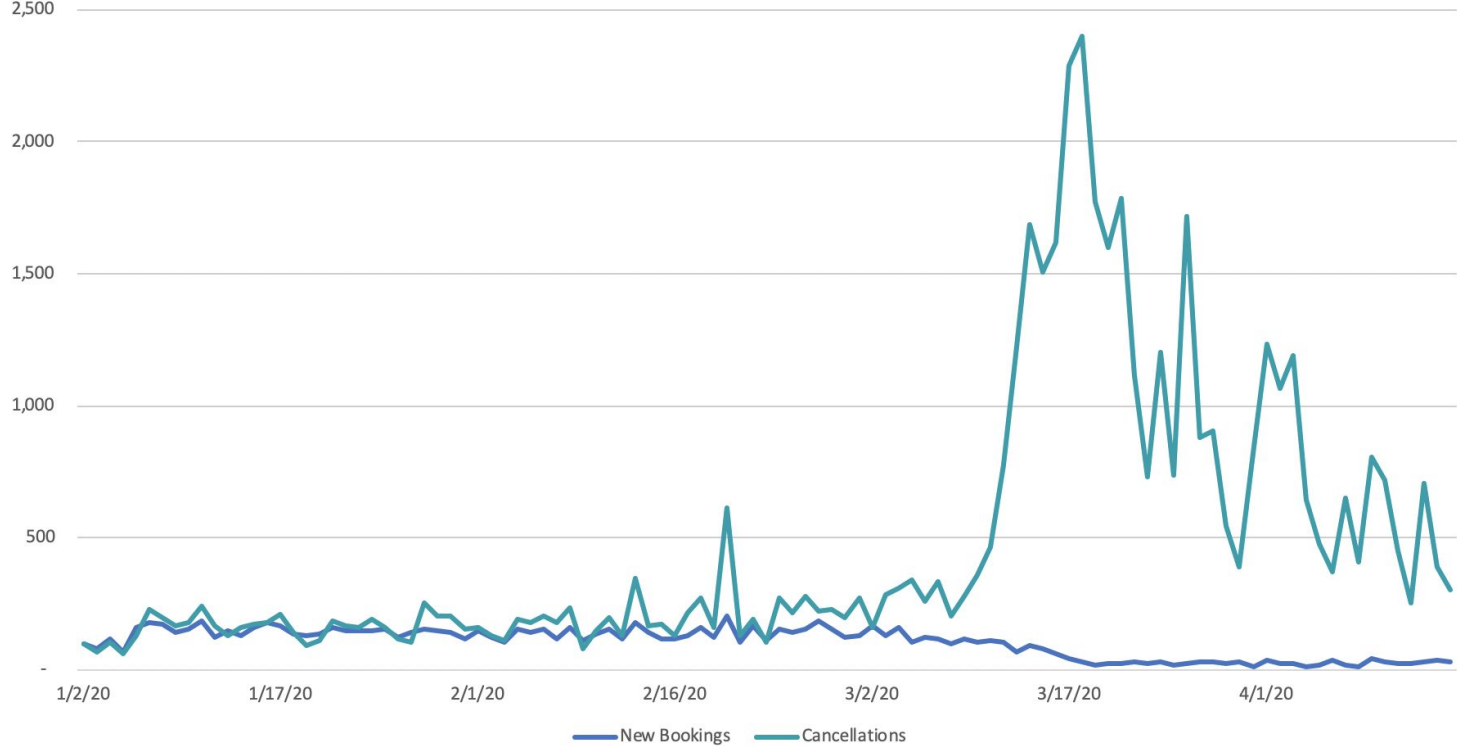
go.beyondpricing.com/corona-support

Reservations and Cancellations Impacted by COVID-19



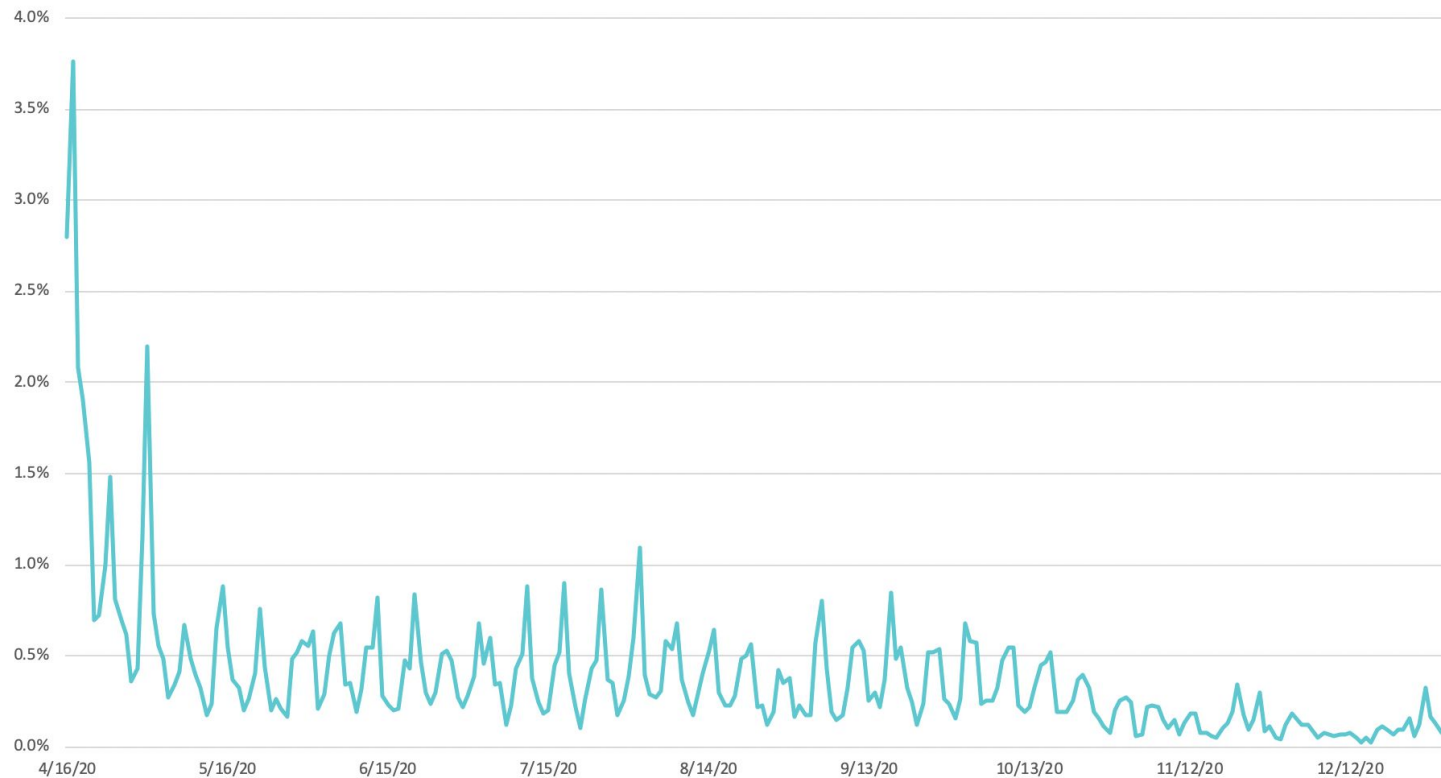
New Territory for Cancellation Volume

Transaction Volume
(Index = 100)



Guests Aren't Betting on Summer

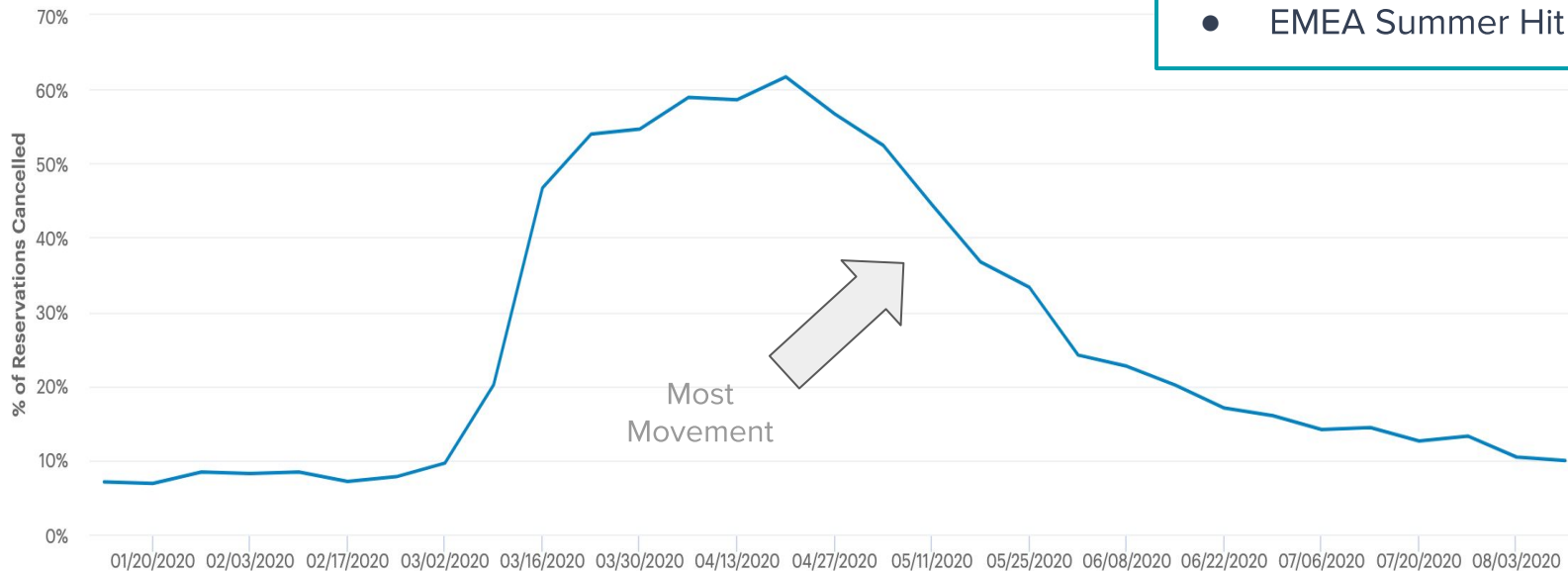
% of Total New Reservations by Check-In



Cancellation 'Curve' Pushing Out

- US Memorial Day seeing uptick in cancellations
- May is latest US Beachhead
- EMEA Summer Hit Hard

% of Reservations Cancelled (Global)



Revenue Pacing... Not Great but Still in This

