FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements. All statements other than statements of historical fact contained in this presentation, including statements regarding macroeconomic trends that we expect to influence our industry, plans for capital expenditures, expectations regarding the introduction of new products, changes to the competitive marketing or regulatory landscape affecting our industry, and plans for growth or future operations are forward-looking statements. These forward-looking statements are only predictions and are subject to a number of risks, uncertainties and assumptions. It is not possible for the company to predict all risks, nor can it assess the impact of all factors on its business or the extent to which any factor, or combination of factors, may cause actual results to differ materially from those contained in any forward-looking statements. Accordingly, you should not rely upon forward-looking statements as predictions of future events.
Acknowledgement

In the spirit of reconciliation, Cvent Australia acknowledges the Traditional Custodians of country throughout Australia and their connections to land, sea and community. We pay our respect to their elders past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples today.
Cvent’s Group Business Data

- Event timing
- RFP Volumes
- ADR
- Market Segment
- Market detail
Sourcing volume through Dec 2021

- Unique RFPs Sent
- 4 week moving average
Unique planners sourcing

- Unique RFPs Sent
- 4 week moving average
Average Hotels copied on an RFP

- Pre-Covid (2019): 7.6
- H1 2021: 7.43
- H2 2021: 7.28
RFP sourcing across ANZ

TAS - Tasmania: 300%
SA - South Australia: 200%
WA - Western Australia: 150%
QLD - Queensland: 109%
New Zealand: 70%
VIC - Victoria: 67%
NSW - New South Wales: 57%
ACT - Australian Capital Territory: 0%
NT - Northern Territory: 0%

Dec as a % of Nov

Legend: Dec as a % of Nov
Event Timing
Booking window

Avg. Booking Window (Days)  4 week moving average
Small meetings hold majority share

RFP% Pre Covid

- 1-10: 4%
- 11-50: 35%
- 51-100: 24%
- 100+: 37%

RFP % Last 4 Weeks

- 1-10: 14%
- 11-50: 48%
- 51-100: 15%
- 100+: 23%
Proposed ADR by sent week
RFP share by Organisation Type for all arrival dates

<table>
<thead>
<tr>
<th>Organisation Type</th>
<th>Share</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate</td>
<td>62%</td>
</tr>
<tr>
<td>Other</td>
<td>12%</td>
</tr>
<tr>
<td>Social/Leisure</td>
<td>11%</td>
</tr>
<tr>
<td>Non-Profit</td>
<td>4%</td>
</tr>
<tr>
<td>Association</td>
<td>6%</td>
</tr>
<tr>
<td>Education</td>
<td>3%</td>
</tr>
<tr>
<td>Military</td>
<td>1%</td>
</tr>
</tbody>
</table>
Trends by segment – 2021 YTD

- Third Party Planners: 50%
- Guest Accounts: 25%
- Healthcare, Pharmaceuticals & Biotech: 10%
- Other: 8%
- Software & Internet: 6%
- Energy & Utilities: 2%
- Manufacturing: 0%
- Business Services: 0%
In summary...
Key Takeaways

• Slight decline in December for RFPs due to seasonality
• Booking window currently around 159 days

• 48% of RFPs sourced are for small meetings of up to 50 attendees
• Planners are sourcing for events in Q1 2022

• Corporate segment continues to drive demand
• Higher than 2019 ADR trend continues into December
Monitor Group RFP Data in Real Time
with *Competitive Set Dashboard*

- Monitor shifts in demand vs. your competitive set.
- Analyse RFP response efforts and compare your property’s bid rate and response time to your competition.
- Leverage planner data to prospect and fill cancellations
- Forecast surges in future demand for your property

And much more...
Questions?

Feel free to reach out to us:

Chela Evans
CEvans@cvent.com