



## Mexico - Market Update – Q3 2022

### **LEISURE & CORPORATE SALES**

- In July it was very busy in terms of requests for the summer 80% of what my clients requested was for Europe. Travel agents are exhausted, they say that now confirming a trip takes 3 times longer since hotels take a long time to respond, there are problems with flight delays and cancellations, lost luggage's and the request of vaccination in some countries is still something to review daily. Leisure trips are increasing and Mexicans can't wait to travel farther as mor frontiers open and restrictions are lifted in different Countries.
- Our client "FCM Travel Solutions" in Mexico mentioned they won Globally the account of "Shell" and locally the accounts of: Kellogg's and BASF.
- A report made by "Gemes Consultores" made in July inform that although beach destinations such as Cancun or Los Cabos have already exceeded the levels of tourists they had prior to the pandemic, the main cities of the country have not recovered, Mexico City has the biggest delay so far this year hotels registered an occupation of 47.1% that is -16.7% less prior Covid. Monterrey and Guadalajara, cities which are the two most important cities in the country after Mexico City, continue with occupancies below 50%.
- Hosted a virtual presentation to the team of "Account managers" of Amex GBT and provided with updated. All commented that even trips are picking up insecurity nowadays is harming corporate trips in many States in Mexico and they are seeing a reduction in trips for many of their clients.
- Starting August 17th the US airline Frontier announced its new non-stop services from Hartsfield-Jackson International Airport, Atlanta to the two main air terminals in Costa Rica. The San Jose-Atlanta route will begin operations on November 17th twice a week, and the Liberia-Atlanta connection will be carried out once a week starting on December 17th of this year.
- The United States updated its travel advisory warning for Mexico due to the terrible insecurity events that have taken place recently. The "Do not travel" alerts are for the states of Colima, Guerrero, Michoacán, Sinaloa, Tamaulipas and Zacatecas also warnings are issued for Baja California, Chihuahua, Durango, Guanajuato, Jalisco, Morelos and Sonora.
- From September 19<sup>th</sup> – 24<sup>h</sup> we participated in "ILTM North America" this year the event hosted 420 exhibitors from 70 countries, meetings with 420 buyers coming from 154 cities across USA, Canada and Mexico with pre-scheduled appointments. The event also counted with over 35 international journalists covering the event. As they recently announced, ILTM North America is moving to The Bahamas in 2023, relocating to the luxury resort destination Baha Mar – a new venue that will be able to accommodate the natural growth and success of the event.

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