2020 Coronavirus Poll
March 10, 2020

POLL RESULTS

1. Which of the following best describes you?

   - Travel manager / buyer: 46%
   - Procurement/sourcing professional: 6%
   - Supplier: 32%
   - TMC: 10%
   - Other: 7%

2. How many individuals are employed in your entire company, including all plants, divisions, branches and subsidiaries? Please provide your best estimate.

   - 1 – 500: 25%
   - 501 – 1,000: 7%
   - 1,001 – 5,000: 21%
   - 5,001 – 10,000: 11%
   - 10,001 – 25,000: 13%
3. Thinking about your company, how has the coronavirus impacted business travel to… ?

**[MATRIX: WE HAVE CANCELED OR SUSPENDED ALL TRIPS, WE HAVE CANCELED OR SUSPENDED MOST TRIPS, WE HAVE CANCELED OR SUSPENDED SOME TRIPS, WE HAVE CANCELED OR SUSPENDED A FEW TRIPS, WE HAVE NOT CANCELED OR SUSPENDED ANY TRIPS]**

- a. China
- b. Hong Kong
- c. Taiwan
- d. Other Asia Pacific countries (e.g., Japan, South Korea, Malaysia)
- e. All international travel
- f. All travel, including domestic and international

<table>
<thead>
<tr>
<th>Region</th>
<th>Cancelled All Trips</th>
<th>Cancelled Most Trips</th>
<th>Cancelled Some Trips</th>
<th>Cancelled Few Trips</th>
<th>Cancelled No Trips</th>
</tr>
</thead>
<tbody>
<tr>
<td>China</td>
<td>85%</td>
<td>10%</td>
<td>2%</td>
<td>1%</td>
<td>2%</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>70%</td>
<td>17%</td>
<td>5%</td>
<td>2%</td>
<td>5%</td>
</tr>
<tr>
<td>Taiwan</td>
<td>62%</td>
<td>17%</td>
<td>7%</td>
<td>2%</td>
<td>12%</td>
</tr>
<tr>
<td>Other APAC</td>
<td>53%</td>
<td>24%</td>
<td>13%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Europe</td>
<td>25%</td>
<td>26%</td>
<td>27%</td>
<td>11%</td>
<td>12%</td>
</tr>
<tr>
<td>North America</td>
<td>6%</td>
<td>12%</td>
<td>17%</td>
<td>16%</td>
<td>49%</td>
</tr>
<tr>
<td>Latin America</td>
<td>15%</td>
<td>15%</td>
<td>12%</td>
<td>10%</td>
<td>48%</td>
</tr>
<tr>
<td>Middle East</td>
<td>28%</td>
<td>19%</td>
<td>16%</td>
<td>10%</td>
<td>27%</td>
</tr>
<tr>
<td>All International</td>
<td>20%</td>
<td>21%</td>
<td>31%</td>
<td>15%</td>
<td>13%</td>
</tr>
<tr>
<td>All Domestic Travel</td>
<td>3%</td>
<td>10%</td>
<td>15%</td>
<td>14%</td>
<td>57%</td>
</tr>
</tbody>
</table>
4. You said your company has canceled or suspended business travel due to the Coronavirus. When do you expect your business travelers to resume regular travel to the countries or regions that have been canceled or suspended due to the Coronavirus? Do you expect travel to resume within the next. . . SELECT ONE

- 3 months: 43%
- 6 months: 11%
- 8 months: 1%
- 12 months: 0%
- Unsure: 45%

5. Please rate your involvement when it comes to planning, organizing, booking, or overseeing meetings and events at your company.

- Very involved: 32%
- Moderately involved: 18%
- Somewhat involved: 15%
- A little involved: 16%
- Not involved at all: 19%

6. How often does your company hold meetings, events, or conferences in the following regions or countries? [MATRIX: ALL OF THE TIME, OFTEN, SOMETIMES, RARELY, NEVER]

- North America
- Europe
- Asia Pacific
- Latin America
- China

<table>
<thead>
<tr>
<th>Region</th>
<th>All the time</th>
<th>Often</th>
<th>Sometimes</th>
<th>Rarely</th>
<th>Never</th>
</tr>
</thead>
<tbody>
<tr>
<td>North America</td>
<td>45%</td>
<td>28%</td>
<td>15%</td>
<td>7%</td>
<td>5%</td>
</tr>
<tr>
<td>Europe</td>
<td>19%</td>
<td>26%</td>
<td>24%</td>
<td>12%</td>
<td>19%</td>
</tr>
<tr>
<td>APAC</td>
<td>12%</td>
<td>15%</td>
<td>25%</td>
<td>20%</td>
<td>28%</td>
</tr>
<tr>
<td>Latin America</td>
<td>9%</td>
<td>10%</td>
<td>21%</td>
<td>26%</td>
<td>34%</td>
</tr>
<tr>
<td>China</td>
<td>9%</td>
<td>10%</td>
<td>19%</td>
<td>24%</td>
<td>39%</td>
</tr>
</tbody>
</table>
7. Has your company taken company taken the following actions in response to the coronavirus? [DROP-DOWN= YES – MANY MEETINGS/EVENTS, YES-SOME MEETINGS/EVENTS, YES – A FEW MEETINGS/EVENTS, NO, NOT SURE]

- Canceled already scheduled meetings, events, or conferences
- Postponed meetings, events, or conferences
- Moved meetings, events, or conferences to a new venue or location

<table>
<thead>
<tr>
<th></th>
<th>Canceled</th>
<th>Postponed</th>
<th>Moved</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yes, Many</td>
<td>30%</td>
<td>26%</td>
<td>9%</td>
</tr>
<tr>
<td>Yes, Some</td>
<td>23%</td>
<td>27%</td>
<td>8%</td>
</tr>
<tr>
<td>Yes, Few</td>
<td>20%</td>
<td>21%</td>
<td>12%</td>
</tr>
<tr>
<td>No</td>
<td>27%</td>
<td>26%</td>
<td>71%</td>
</tr>
</tbody>
</table>

8. How would you characterize the impact of the coronavirus on your company’s revenue?

- Significant: 40%
- Moderate: 32%
- Slight: 21%
- No impact at all: 6%

9. Has your company instituted new trip approval procedures due to the coronavirus? SELECT ONE

- Yes: 55%
- No: 39%
- Don’t know: 6%

10. Has your company modified its travel safety and security policies for your travelers due to the coronavirus? SELECT ONE

- Yes: 62%
- No: 31%
- Don’t know: 7%
11. [DISPLAY IF Q2=BUYER OR PROCUREMENT PROFESSIONAL] Thinking about the business trips that your company had booked for March 2020, approximately what percentage have been cancelled as a result of the coronavirus?

- 43% Global Average