

T&E IS THE GAME-CHANGER

In spite of steady growth outlook in Asia Pacific, the sharper-than-expected slowdown in China and other factors are causing businesses to tighten their corporate budgets – including travel and expenses (T&E)

THE STATE OF BUSINESS TRAVEL IN ASIA PACIFIC

On average, the typical company spends **10% or more** of its annual budget on **business travel-related expenses**¹



Asia Pacific is the **largest business travel region globally**²

In 2015,

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US\$9 out of every US\$10

spent on business travel came from trips initiated in Asia Pacific, Western Europe or North America²

But did you know... **T&E SPEND** is the **2nd most difficult** operating expense to control?³

WHY?

1. MANUAL REPORTING IS TIME-CONSUMING

80% rely on T&E data entered manually⁴



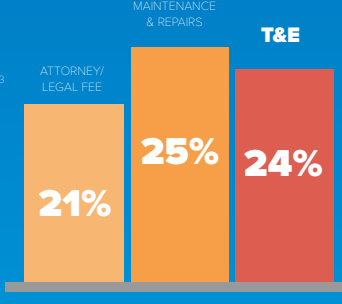
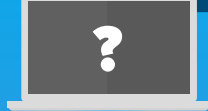
2. MILLENNIALS RISING

Asia will form **60%** of the world's millennials by **2020**⁵ and they are **2x more likely** to travel more for business



3. LACK OF VISIBILITY

59% still rely on spreadsheets and 42% can't import data from other systems⁶



SOARING TO GREATER HEIGHTS

By 2020, Asia Pacific will gain another 3% of global market share². More than ever before, T&E optimization should be a priority for CFOs

AUTOMATE AND TRANSFORM

Integrate and unify all booking channels in a **one-stop platform** and let expense reports write themselves from pre-trip to post-trip



INCREASE OPERATIONAL EFFICIENCY

T&E automation **increases employee productivity by 29%**⁷

Save an average of **6.1 hours on travel planning** and **4.1 hours on expense reporting** per year per employee⁸

ACCEPT SUPPLIER DIRECT BOOKINGS AND EMBRACE SHARING ECONOMY

Empower employees with greater flexibility and freedom of choice



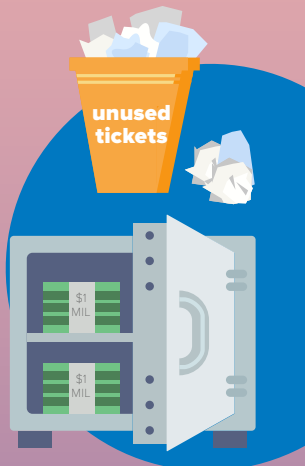
GO MOBILE FIRST

Reduce processing costs by up to **65%** with mobile expense reporting⁹

Enable employees to access travel plans **on-the-go**. Think, no more lost receipts⁸

END-TO-END VISIBILITY

Employees stay within policy and businesses see where the spend is occurring—everybody wins



Concur has helped save US\$2M through increasing visibility into unused nonrefundable airline tickets⁹

References:
 1 Aberdeen Group, Your 2015 Guide to Travel and Expense Management, March 2015
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 3 Forrester Consulting, The Power of Real-Time Insight, May 2014
 4 The Oxford Group, 7 powerful steps to engage and retain millennial talent in Asia
 5 Global Business Travel Association, Millennials want to travel more for business, embrace value of face-to-face meetings
 6 Aberdeen Group, T&E Expense Management in a Mobile Age
 7 Aberdeen Group
 8 IDC, Driving Business Value Through Travel and Expense Management Maturity, January 2016
 9 Concur Falcon 2016, Transparency and Mobility Now Drive the Perfect Trip