

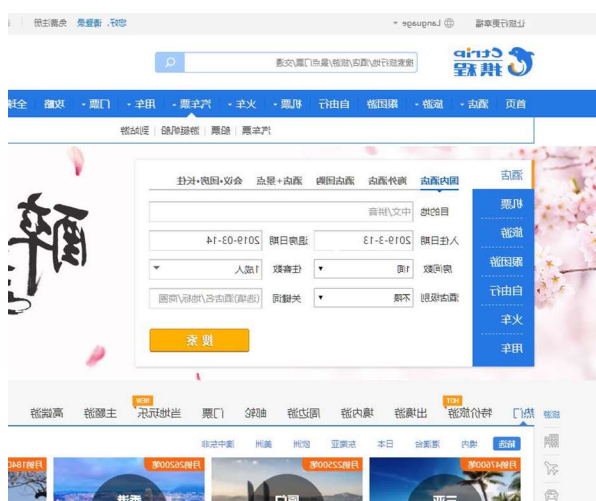
CTRIP OFFERS HI NETWORK 12% COMMISSION RATE

HI have partnered with Ctrip, the 3rd largest global online travel platform, to offer the HI network access to a **12% commission rate**, available for uptake until the end of 2019. HI network associations can reduce distribution costs and tap into the world's fastest growing travel market.

HI network associations are able to make savings on a reduction in the standard 15% commission rate if they partner with Ctrip in 2019.

Ctrip is the fastest growing global OTA, the largest online consolidator of travel and accommodation in China, and the 3rd largest OTA in the world currently.

Since the rise of mobile Ctrip have seen a steady increase in youth travellers. Currently 30%¹ of the Ctrip database are young travellers and they have identified backpackers as a trend for longhaul destinations. With a significant shift into new markets on the horizon for 2019, Ctrip are looking to engage their youth audience with relevant accommodation opportunities, including hostels.



overseas brand (outside CN).

Asia is the fastest growing outbound travel market in the world. Rapid economic growth in a region with over half the world's population, coupled with growing air connectivity and travel facilitation have significantly advanced international travel in the region.

In 2017 Asia produced 335 million international travellers, 37% of the world total.²

Ctrip's primary website in Chinese is www.ctrip.com.cn, with Trip.com their

To find out more about this opportunity and look at setting up connectivity with Ctrip please contact [Isabel Llewellyn](mailto:illewellyn@hihostels.com) (illewellyn@hihostels.com).

¹ Ctrip data

² UNWTO Report: Asia and the pacific grows in importance for global tourism. <http://www2.unwto.org/press-release/2018-10-19/unwtogterc-report-asia-and-pacific-grows-importance-global-tourism>