

Amadeus Journey of Me Insights

What Asia Pacific travellers want
(Korea report)

Sample size: 400
Amadeus Asia Pacific



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METHODOLOGY

The research, *Journey of Me Insights: What Asia Pacific travellers want*, was conducted in May 2017 in collaboration with YouGov. A total of 6,870 respondents from 14 markets in Asia Pacific that have travelled by plane in the last 12 months were sampled. The 14 markets include:

- Australia (500 respondents),
- China (1,200),
- Hong Kong (300),
- India (1,200),
- Indonesia (500),
- Japan (420),
- Korea (400),
- Malaysia (400),
- New Zealand (250),
- Philippines (400),
- Singapore (300),
- Taiwan (300),
- Thailand (400),
- Vietnam (300).



INTRODUCING THE JOURNEY OF ME



Amadeus believes that no two travellers are the same, and even more so, no two journeys will be the same. At the core of travelling is the creation of experiences that are innately ours.

There are an infinite number of elements that make up the travellers' DNA. Varying factors may influence my travel experience but what defines the "Journey of Me" are my behaviours, feelings, attitudes, and coping mechanisms.

As travellers today become more savvy and better informed, travel and its elements of surprise, magic and wonder have become increasingly challenging to achieve.

Technology brings promise. Now, we have the opportunity to bring the magic back into travel. But only if we first understand what the traveller wants.

In today's world of travel, every engagement point matters. Expectations have surpassed personalisation. Beyond relevance, travel providers must be timely and intuitive to shape each individual experience.

In this journey of ME, cultivating relationships and embracing travellers' individuality should be the priority.

THE FOUR THEMES

In the course of this research, *“Journey of Me Insights: What Asia Pacific travellers want”* uncovered four themes that travel providers need to focus on:



There are many Asias within Asia

The most startling observation from the study is that there is no consistent profile for the Asia Pacific traveller. Stark contrasts in behaviours, needs and preferences were observed across all geographic and demographic lines. Korean respondents displayed a number of differentiating characteristics – they are relatively high users of mobile for research (60%) and booking (52%) compared to other APAC travellers.



The personalisation-privacy paradox

While 64% of Asia Pacific travellers would be willing to trade personal data for more relevant offers and personalised experiences. Koreans are similar with 65% open to sharing personal information. Interestingly, Korean men are more open to sharing personal information (68%) than Korean women (57%).



Get real: Recommendations they can trust

Rather than the glossy pictures of travel brochures or the carefully curated Instagram feeds of celebrities, Asia Pacific travellers seek what’s genuine, and turn to their fellow travellers for inspiration. The research found that the online booking websites (e.g. Expedia, Goibibo, Skyscanner, kayak) are the most popular source for Koreans to receive travel-based recommendations (46%). More Korean travellers have received useful recommendations from travel agencies (41%) compared to respondents from other APAC countries (32%).



The right content, through the right channel, at the right time

In the world of travel, every engagement point matters. Beyond personalisation, connecting with travellers in a timely and intuitive manner is equally important. The good news is that the vast majority of APAC travellers would be interested in receiving travel recommendations from the moment they consider a trip all the way up to while they are on the trip. It’s worth noting that the most popular platform for Korean travellers to receive recommendations about their trips through are travel company apps (e.g. airline apps, hotel apps) (26%).

SO WHAT DO KOREAN TRAVELLERS WANT?



KNOW ME

- _ **Personalisation or privacy?** 65% of Korean travellers are open to sharing personal information with travel service providers. Interestingly, Korean men are more open to sharing personal information (68%) than Korean women (57%).
- _ **Big screens vs. small screens:** Korean travellers are relatively high users of mobile for research (60%) and booking (52%) compared to other APAC travellers. However they still also rely heavily on laptop and desktop computers compared to other travellers. 83% of Koreans use computers for research (vs. 76% regionally) and 79% of Koreans use computers to make bookings (vs. 74% regionally).
- _ **Recommendations that matter:** Korean travellers are most interested in receiving recommendations that make travel more comfortable (35% vs. 29% APAC) and expose them to new experiences (32% vs. 24% APAC). They are less interested than other APAC travellers in saving money, 30% compared to 37% regionally.
- _ **Who knows better:** Online booking websites (e.g. Expedia, Goibibo, Skyscanner, kayak) (46%) are the most popular source for Koreans to receive travel-based recommendations on, but this is still lower than the APAC average of 50%. More Korean travellers consider that travel agencies have sent useful recommendations (41%) compared to other APAC countries (32%). Only 37% have received useful information from their social network (e.g. Friends/family), which is lower than the regional average (48%).

INSPIRE ME

- _ **Opportunities to inspire:** 33% of Korean travellers do most of their travel planning during the weekends, followed by on weekdays, after work (29%) and during holidays (20%).
- _ **The influencers:** Friends, family and colleagues (word of mouth or through social media) have the greatest influence on trip planning among other channels, followed by online booking or travel sites.
- _ **New technology:** Among other technologies, an augmented reality mobile app (score 1.3 out of 3) interests respondents the most, followed by virtual reality (score 1.3 out of 3), which is higher than the regional average.

CONNECT ME

- _ **Reasons to stay connected:** Accessing maps and location information is the top reason that Korean respondents stay connected when they travel (48%). Note using convenience apps (15%) and researching things to do at the destination (36%) are less popular reasons compared with the regional average (34%, 49%).
- _ **How to get connected:** Most Korean respondents use Wi-Fi (60%) to stay connected when they are travelling abroad, followed by international roam-as-you-go service (56%), which is higher than the regional average (33%). The option of local sim cards purchased at the destination is lower (30%) than in the rest of APAC (43%) and it's also less common that they use international roaming packages purchases before leaving their home country (24% vs. 36%).
- _ **Apps that add value:** Google Maps (17%), Hana Tour (7%) and Google (7%) are the top 3 mobile apps used by Koreans while travelling.

TALK TO ME

- _ **A good time to 'talk':** Korean travellers are most interested in receiving travel-based recommendations when they are first considering taking a trip (95%) and when they are evaluating travel options (92%).
- _ **"You can reach me via...":** Most Korean respondents prefer to receive updates or recommendations about their trips through apps by travel companies (e.g. airline apps, hotel apps) (26% which is higher than the regional average of 19%), followed by email (25%) which is lower than the regional average (35%).

DELIGHT ME

- _ **Speak my language:** Among all the choices, religious facilities were relatively more important to Koreans (54%) as compared to the regional average (32%). It is interesting that Koreans do not rely on other options, especially service staff (6%) or tour guides (8%) who speak a language they speak/understand, compared with the regional averages (47%, 46%).
- _ **New world, new options:** More than 65% of Korean respondents seldom or have never used the sharing economy apps and services mentioned in the survey, either for getting around (74%), which is higher than the regional average (64%) or for their stays during a trip (69% vs. 71% APAC).
- _ **Great expectations:** Those Koreans who feel that their expectations have been exceeded by travel providers were mainly impressed by hotel or accommodation providers (27%), slightly above the APAC average of 24%.

CARE FOR ME

- _ **Travel stoppers:** Koreans are generally more sensitive to adverse incidents when considering travel to a certain destination compared with the regional average. Recent terror attack/s have the greatest effect (74% compared to 62% APAC wide) on the likelihood of people travelling to certain destinations, while safety or security issues are the second factor that affects their decision. (66% - 52% APAC). After the Philippines, they are the country least likely to travel in the aftermath of terrorism.
- _ **Safety updates:** Travel agents (57%) are the top channel that Koreans prefer to receive safety or security updates from at their destination, which is higher than the regional average. It is interesting that only 19% of them prefer transport providers as their source, which is much lower than the regional average (46%).

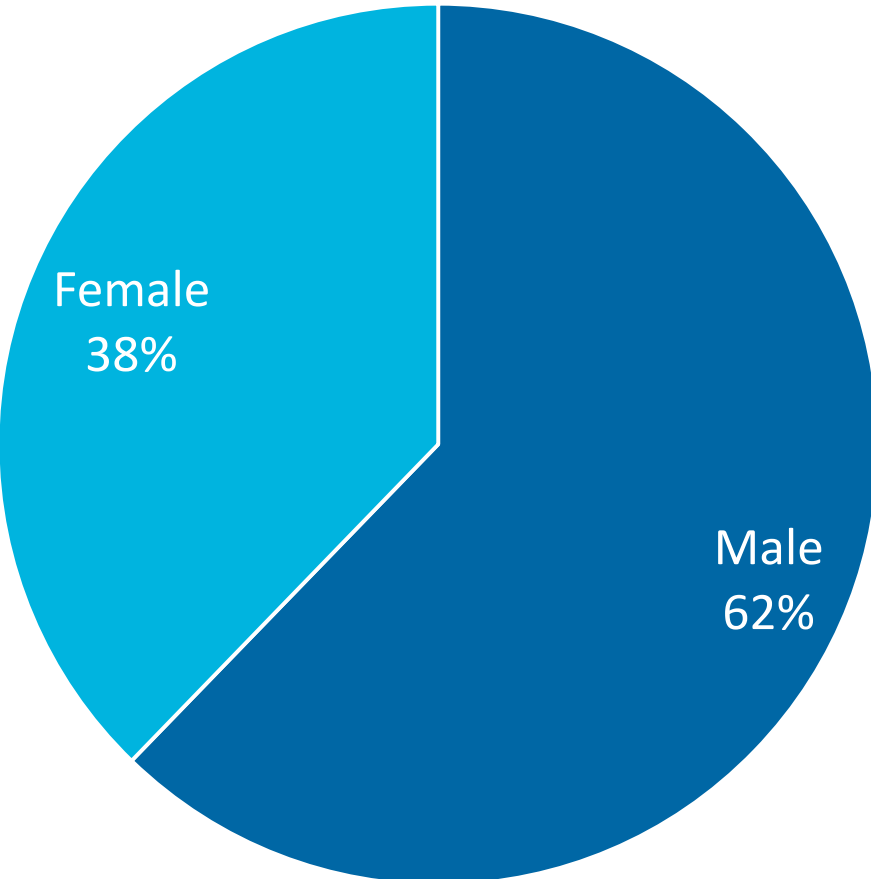
Demographic overview

Who we surveyed

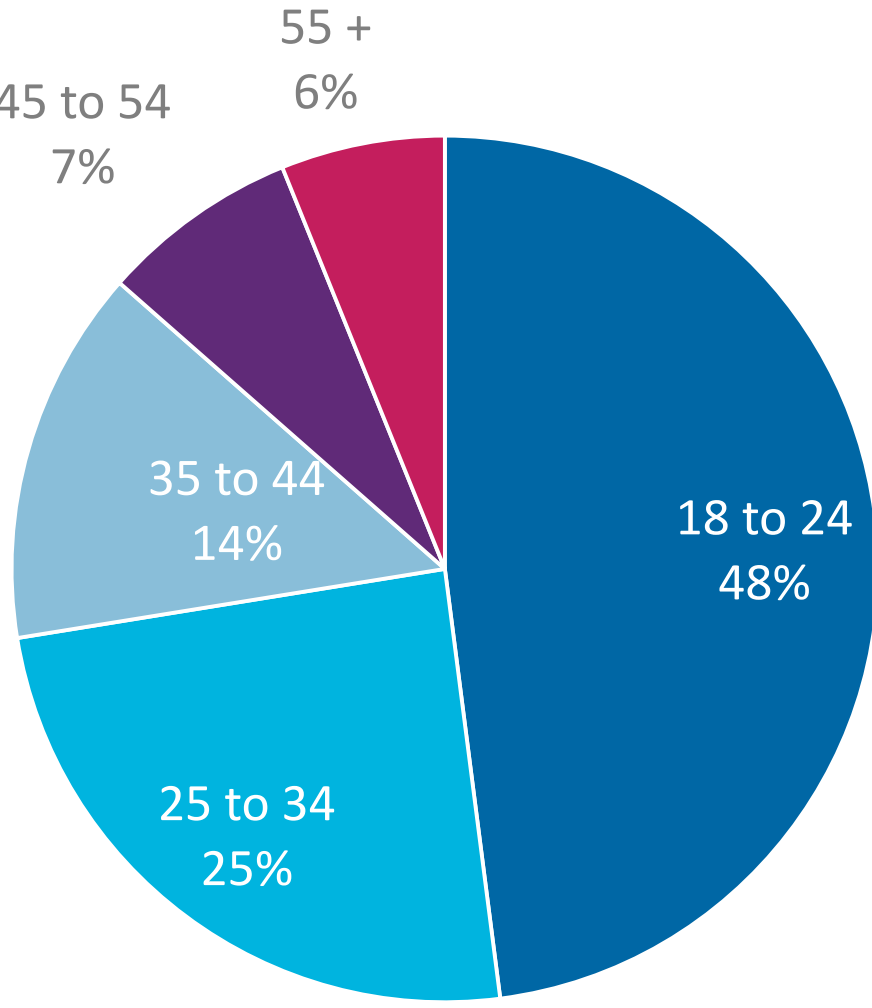


DEMOGRAPHIC OVERVIEW

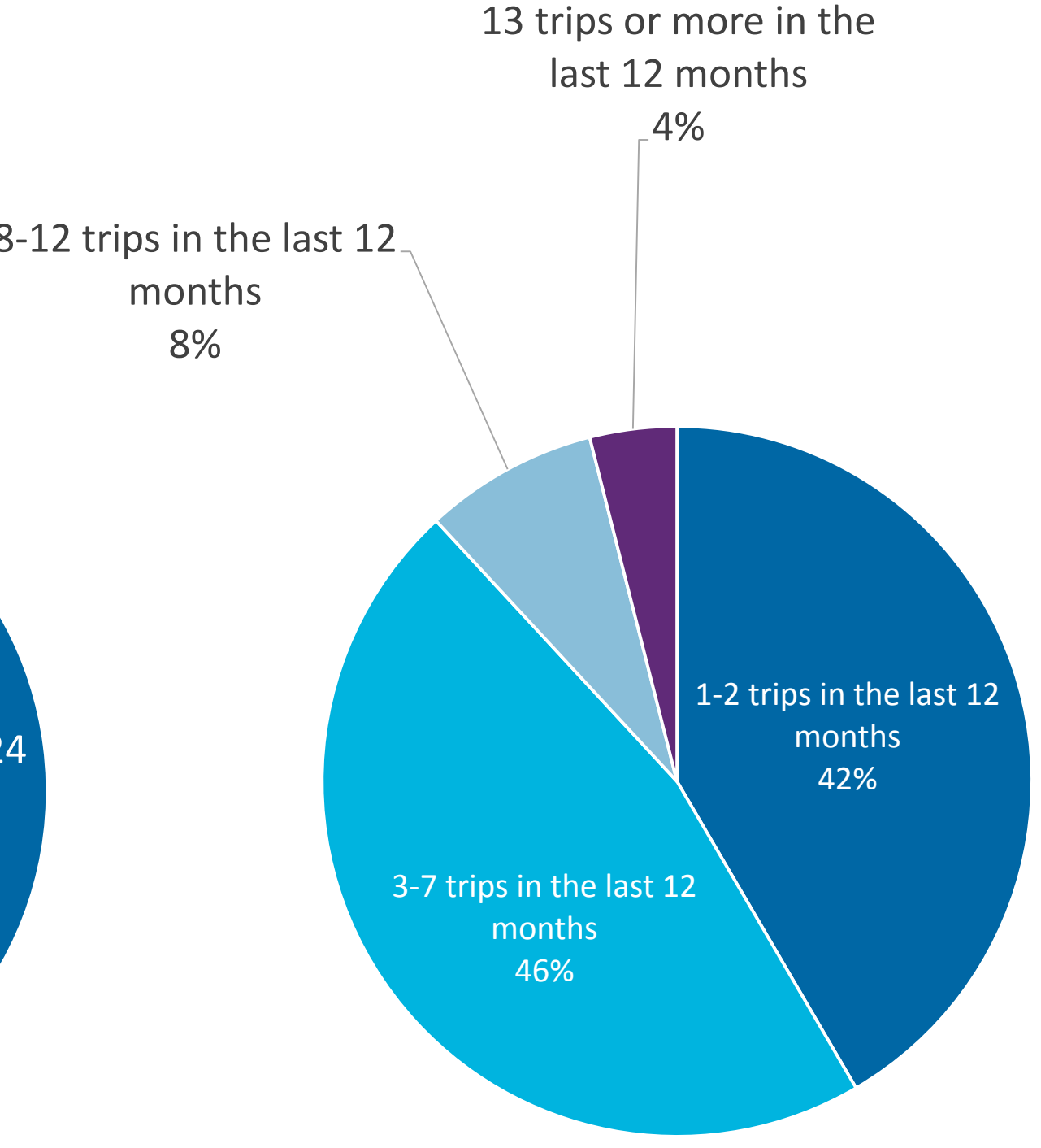
A snapshot



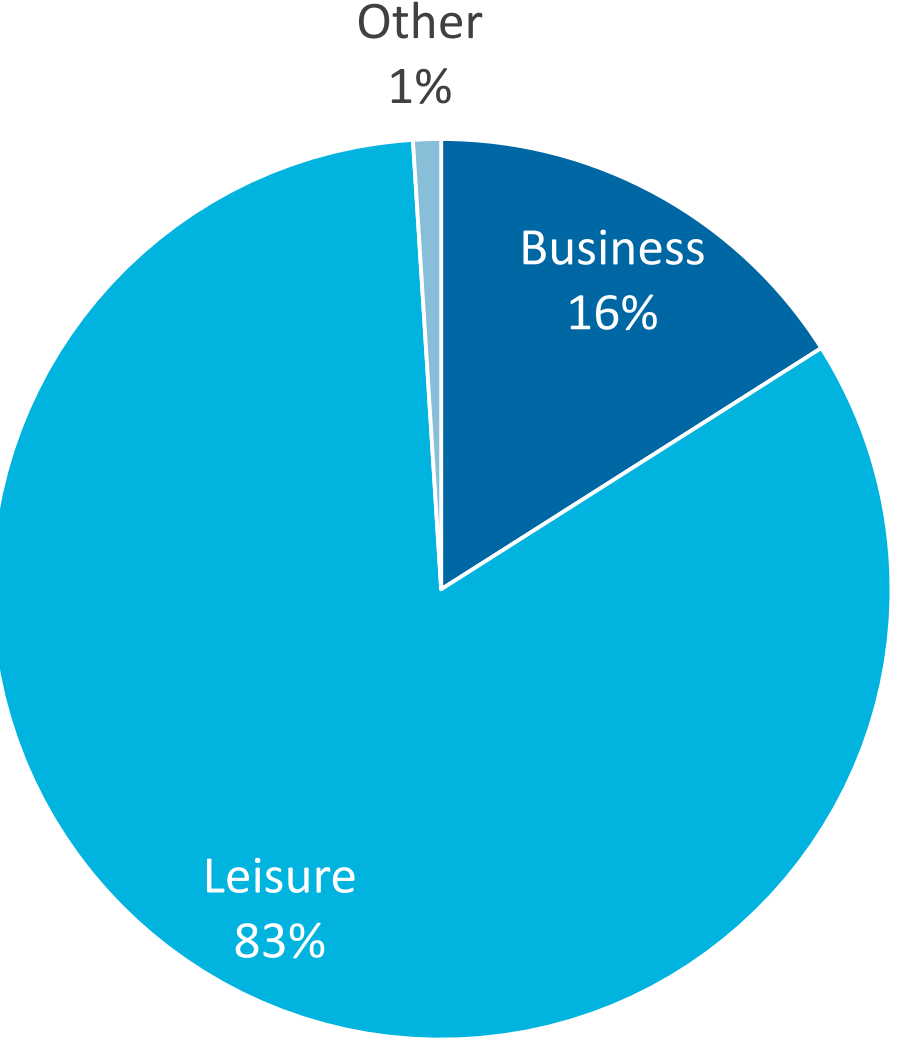
Gender



Age



Travel frequency
(number of trips made in the past 12 months)



Primary reason for travel

Know Me

and what I want, before I even want it



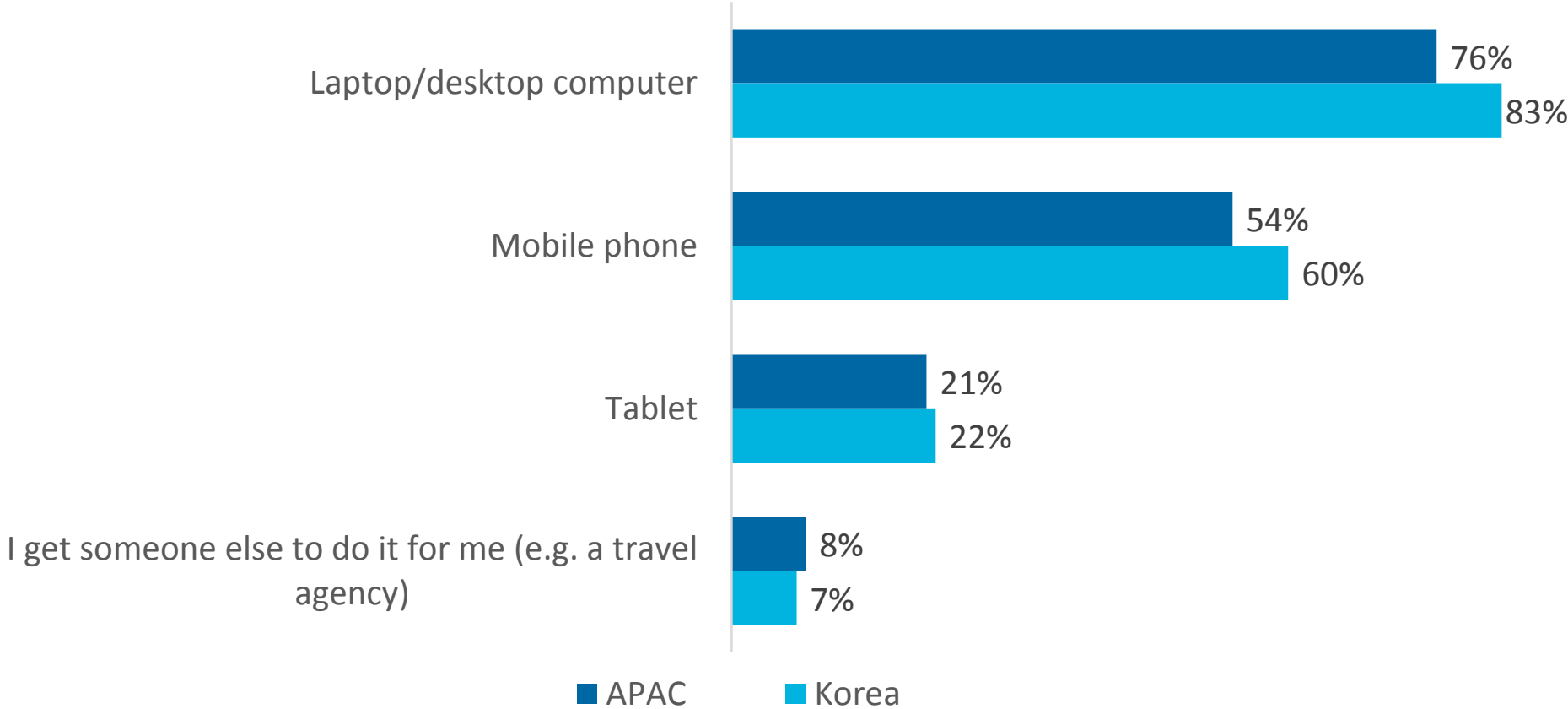
KNOW ME

Q1. When it comes to researching your trip and making a booking, which device(s) do you use most? *Select all that apply.*

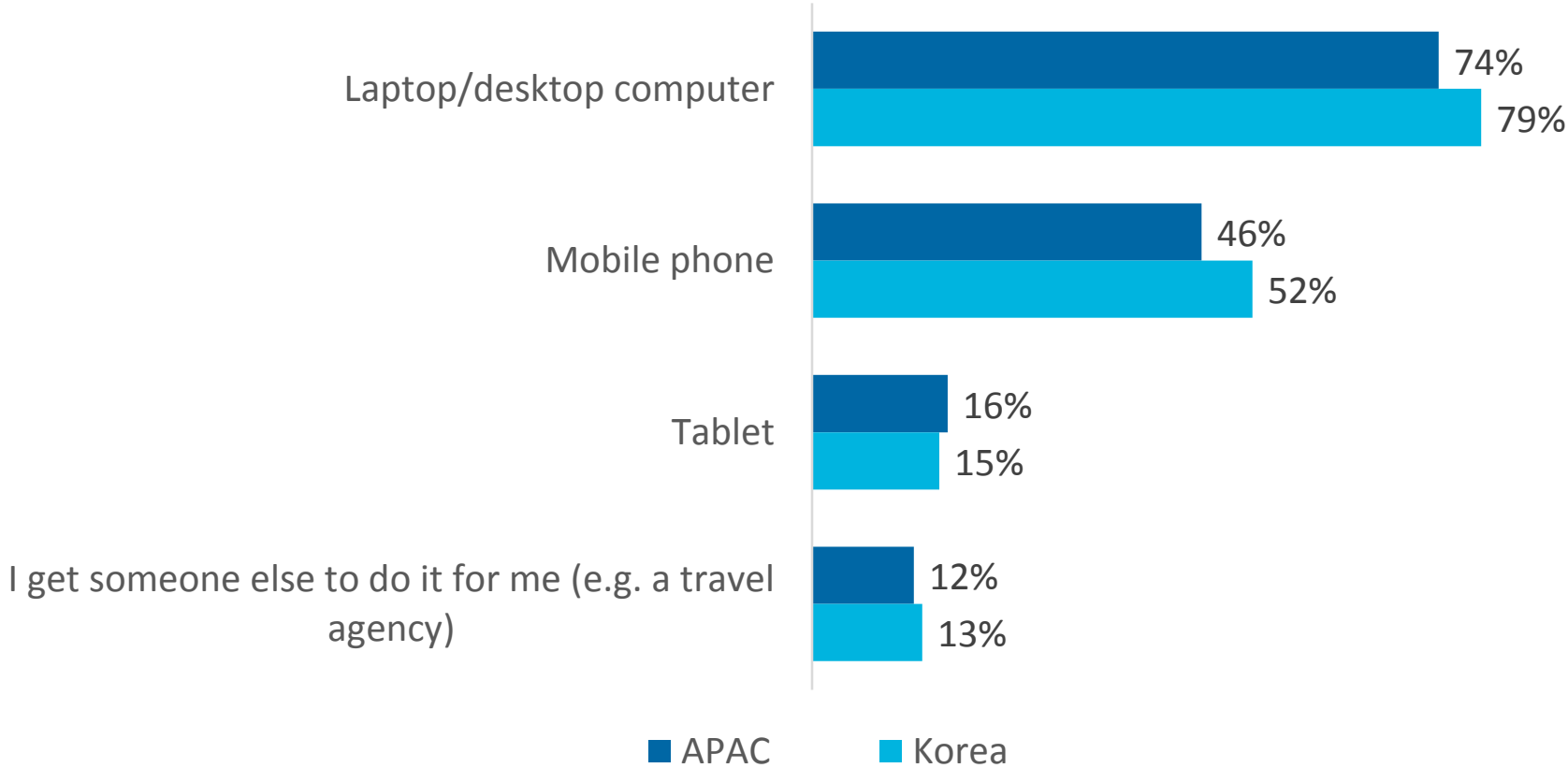


Korean travellers are relatively high users of mobile for researching (60%) and booking (52%) their trips compared to other APAC travellers. However they still also rely heavily on laptop and desktop computers compared to other travellers. 83% use computers for research (vs. 76% regionally) and 79% use computers for bookings (vs. 74% regionally).

Research your trip



Book your trip



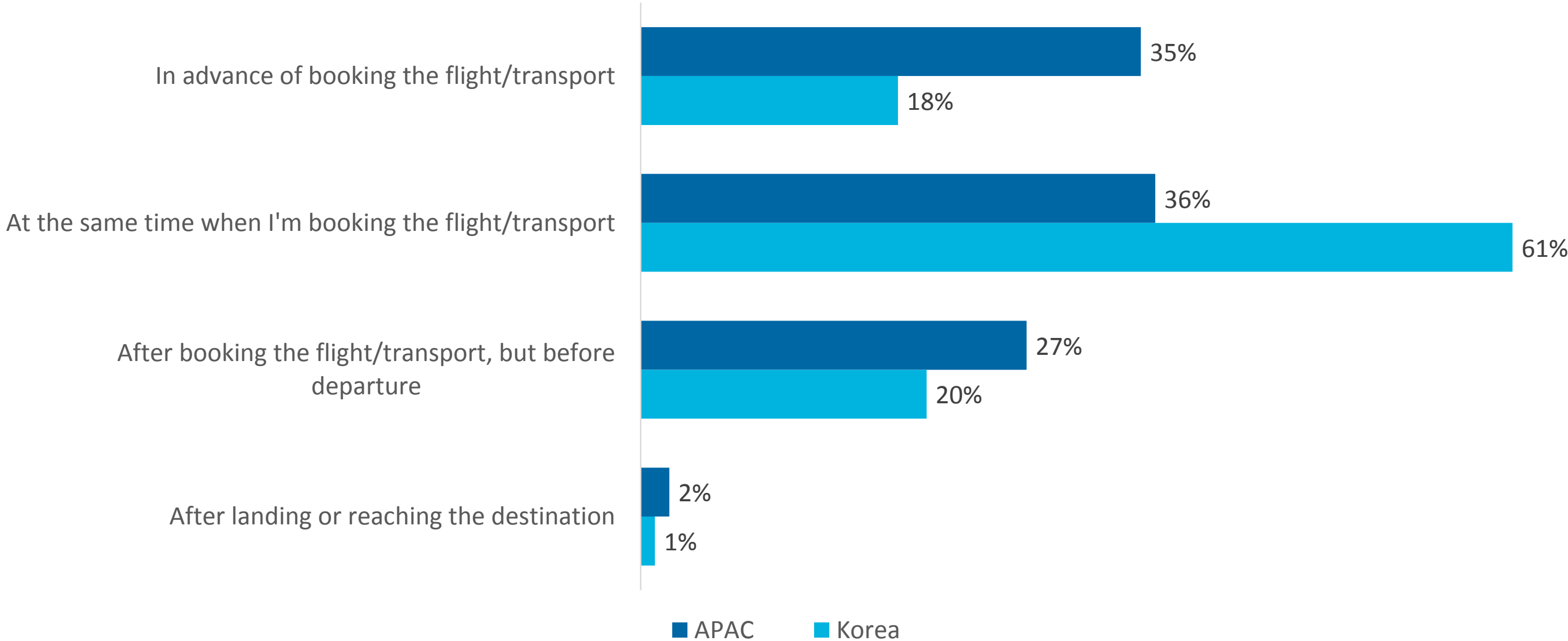
KNOW ME

Q2. When do you usually book your accommodation for a trip?

61% of Koreans book their flight at the same time as their transport or accommodation compared to the 36% regional average. Only 18% of Koreans book it in advance of transportation (compared to 35% regionally) and 20% after booking their flight or transport (vs. 27% regionally).



When do travellers book accommodation



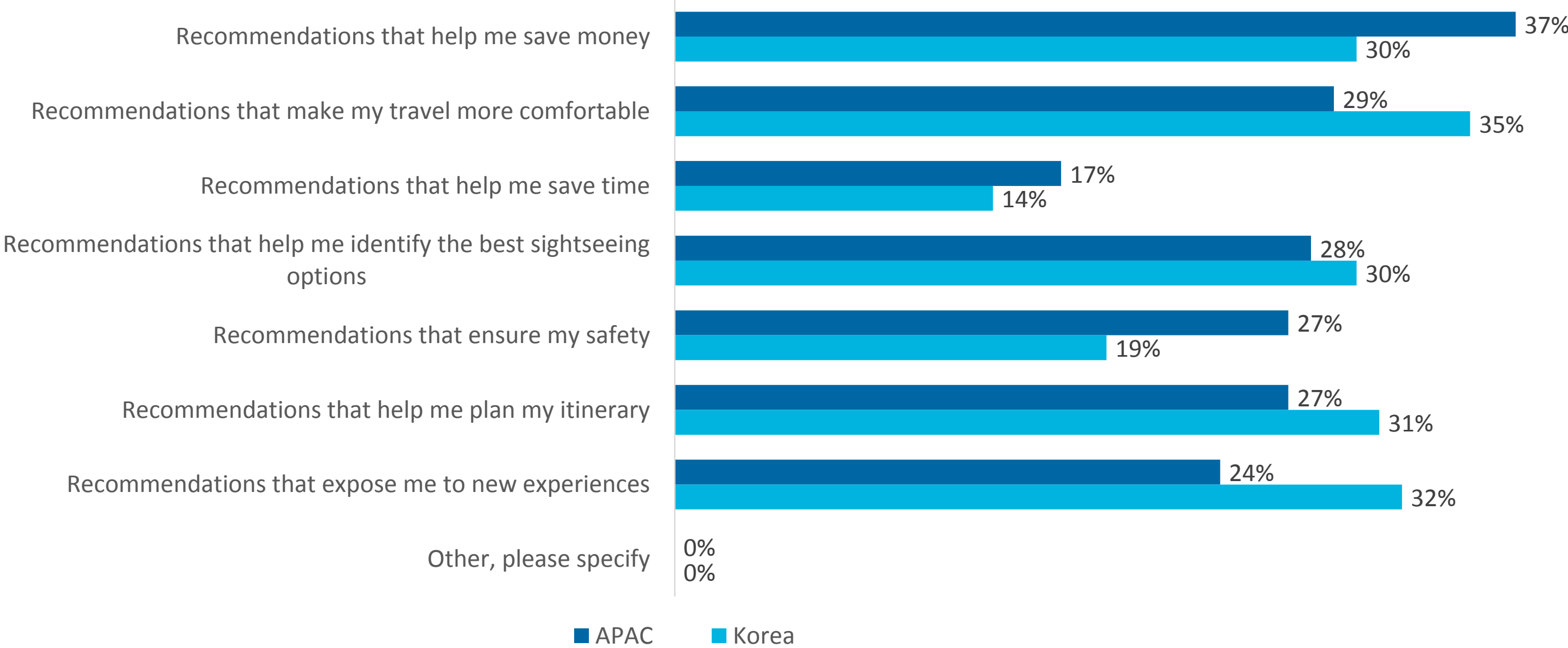
KNOW ME

Q3. When you travel for leisure, what types of travel recommendations do you find most useful? *Please select the top two.*

Korean travellers are most interested in receiving recommendations that make travel more comfortable (35% vs. 29% APAC) and expose them to new experiences (32% vs. 24% APAC). They are less interested than other APAC travellers in saving money, 30% compared to 37% regionally.



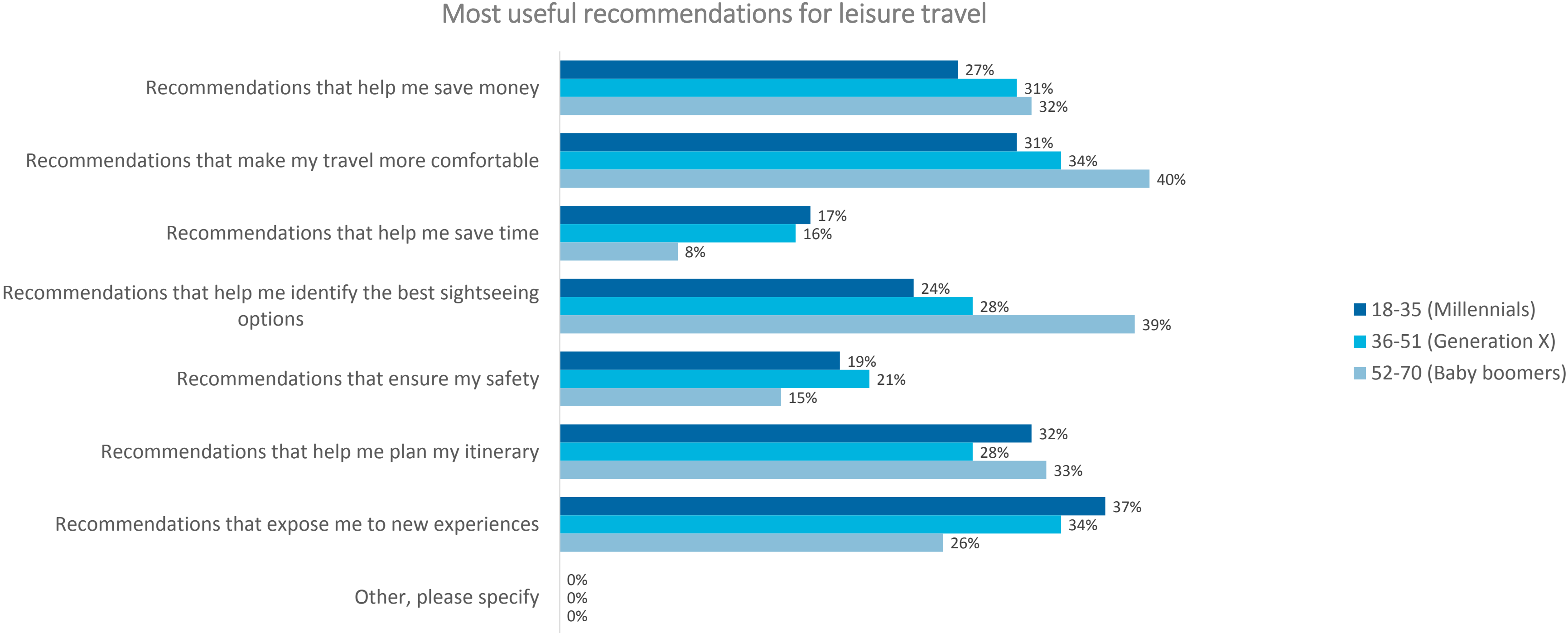
Most useful recommendations for leisure travel



KNOW ME

(Continued) Q3. When you travel for leisure, what types of travel recommendations do you find most useful? *Please select the top two.*

Baby boomers are most interested in receiving recommendations for sightseeing (39%) compared to 24% of millennials and 28% of gen X.

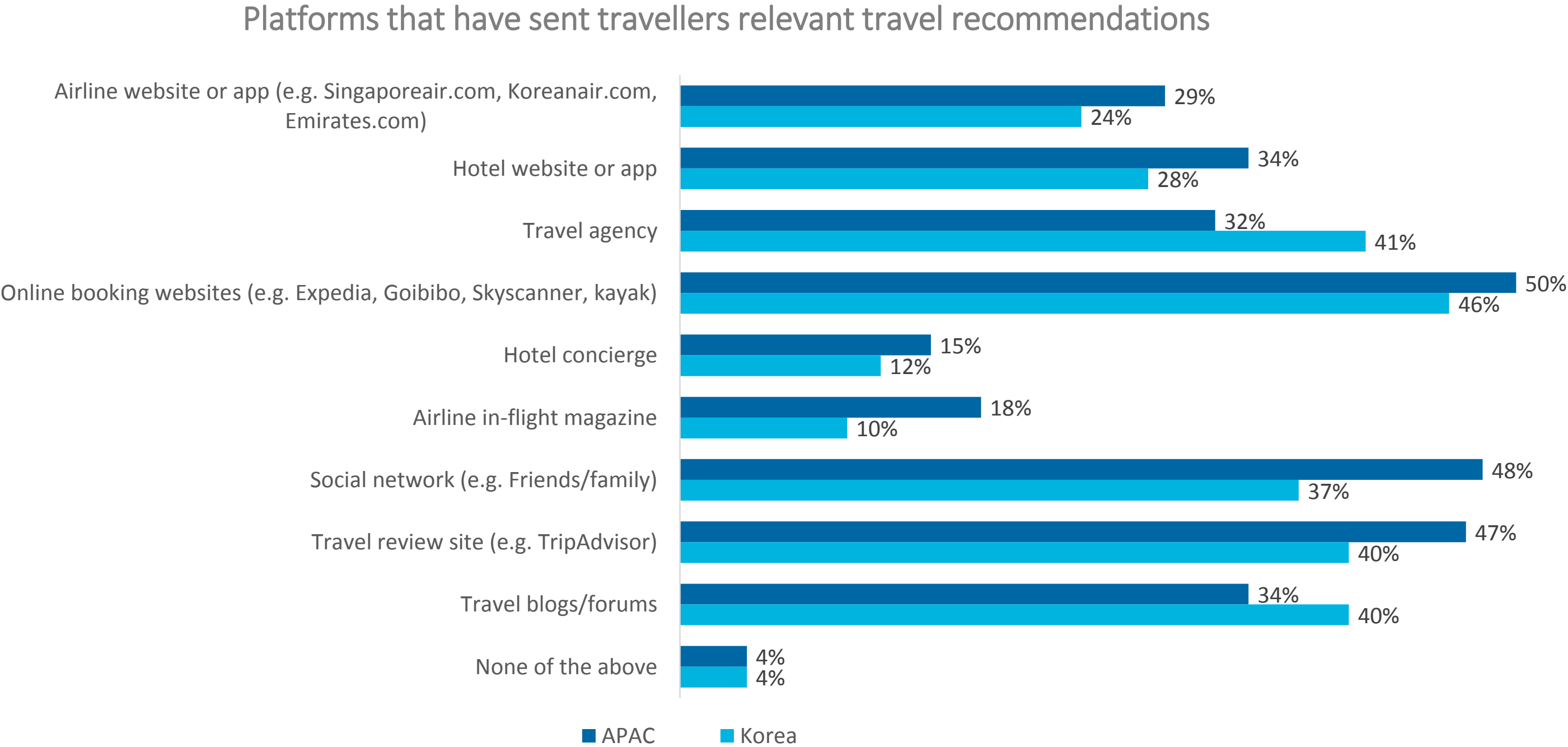


KNOW ME

Q4. When you travel for leisure, which of these platforms have sent you relevant travel recommendations (e.g. about destinations, hotels, things to do, activities, places to eat)? *Select all that apply*



Online booking websites (e.g. Expedia, Goibibo, Skyscanner, kayak) (46%) are the most popular source for Koreans to receive travel-based recommendations on, but this is still lower than the APAC average of 50%. More Korean travellers consider that travel agencies have sent useful recommendations (41%) compared to other APAC countries (32%). Only 37% have received the information from their social network (e.g. friends and family), which is lower than the regional average (48%).



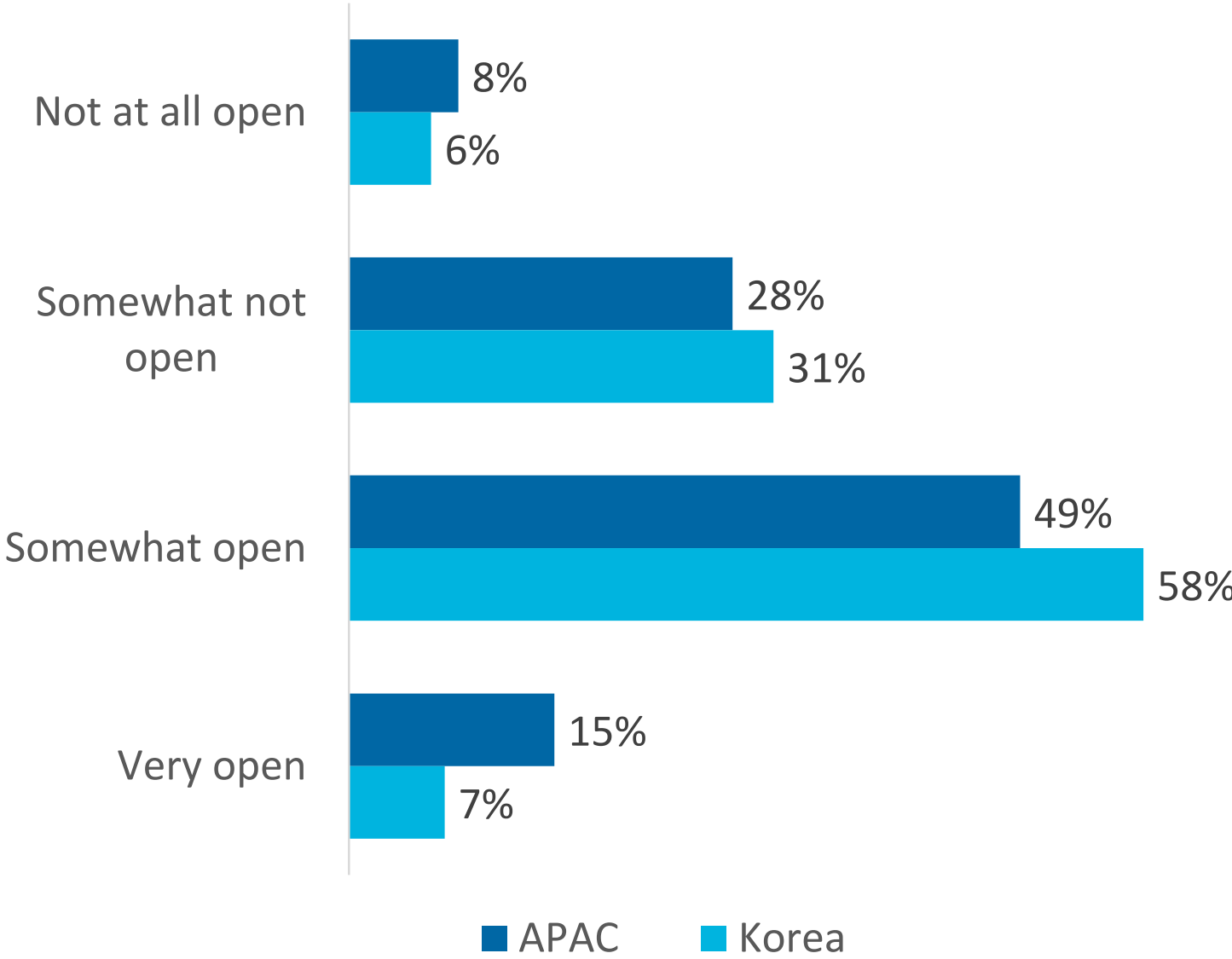
KNOW ME

Q5. In general, how open are you to sharing personal information with travel service providers such as booking websites, airlines, hotels etc., in return for more relevant offers or personalised services?

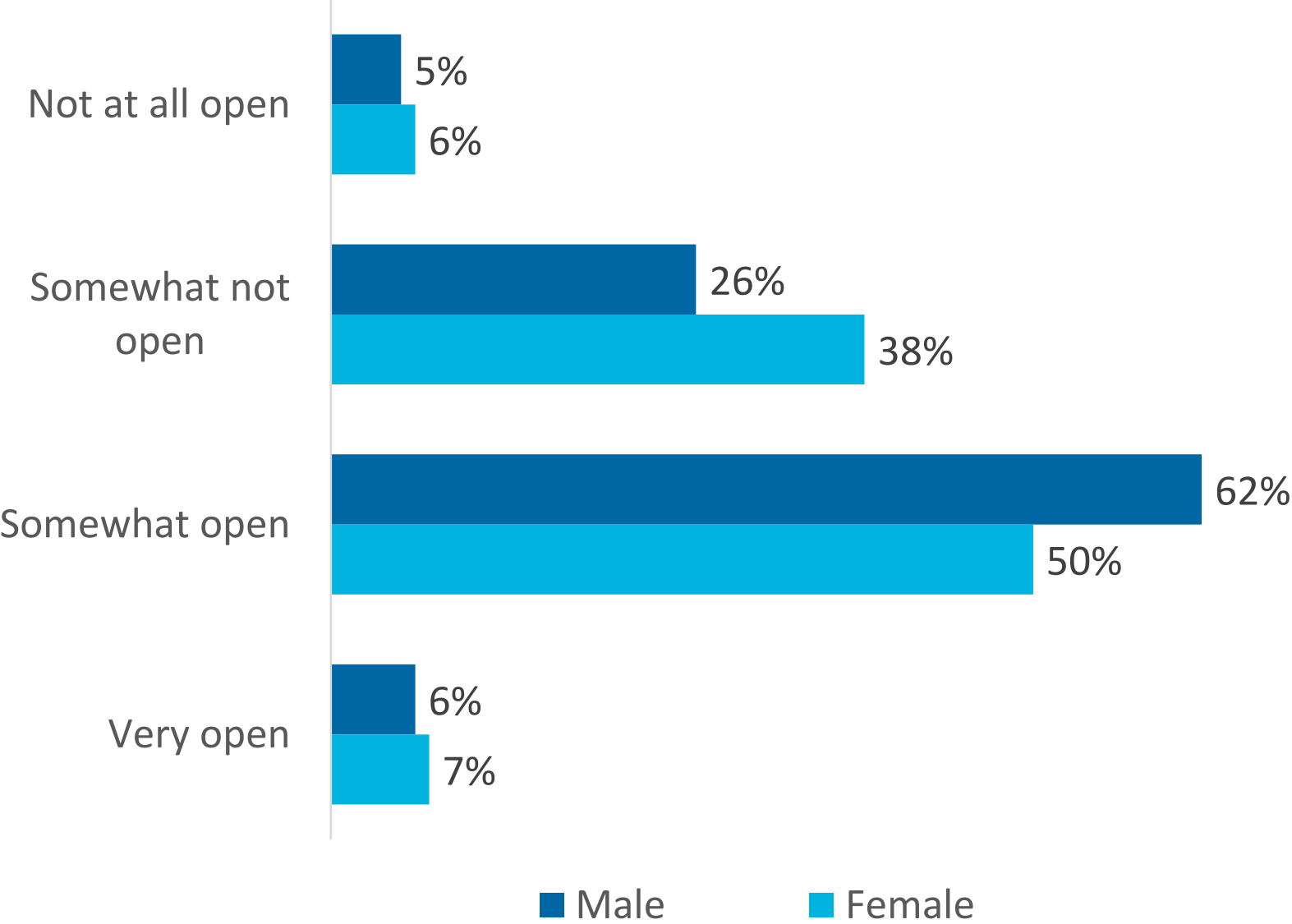
65% of Koreans are open to sharing personal information with travel service providers. Interestingly, male travellers are more open to sharing personal information (68%) compared to female travellers (57%).



Openness to sharing personal information with travel providers



By gender



Inspire Me

about the endless possibilities around travel and technology



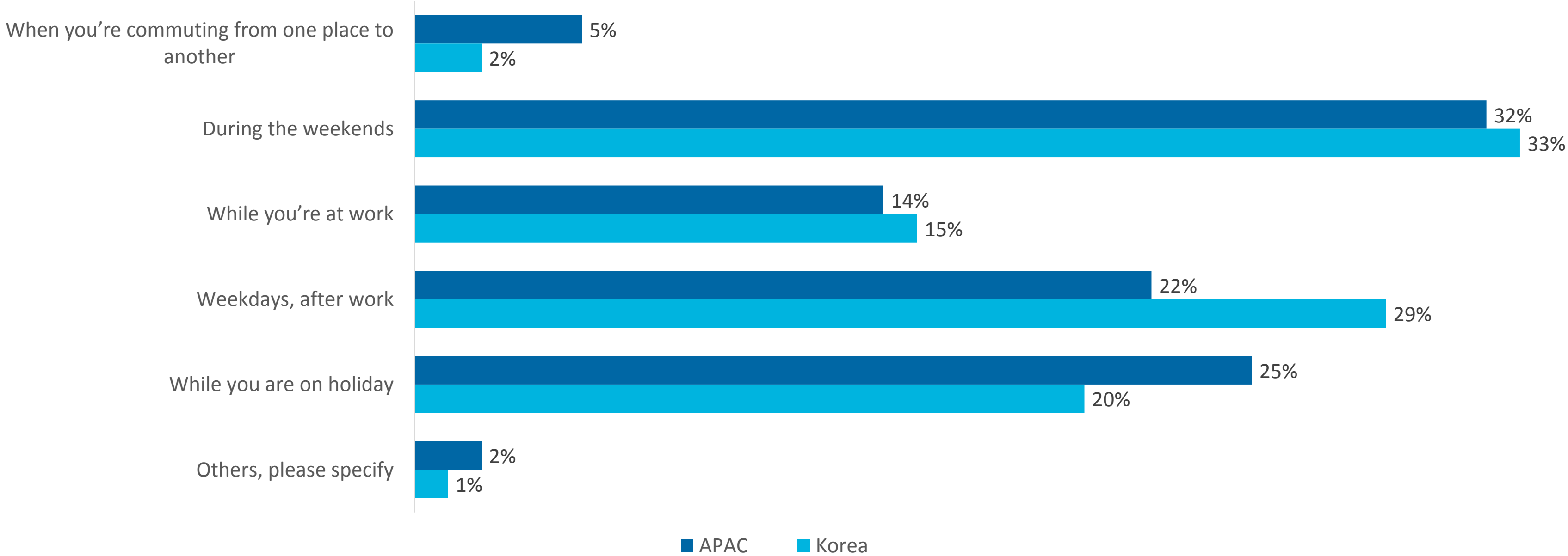
INSPIRE ME

Q6. When do you do most of your travel planning?

In general, 33% of Korean respondents do most of their travel planning during the weekends, followed by other popular options like during weekdays, after work (29%) and during holidays (20%).



When travellers plan their travels



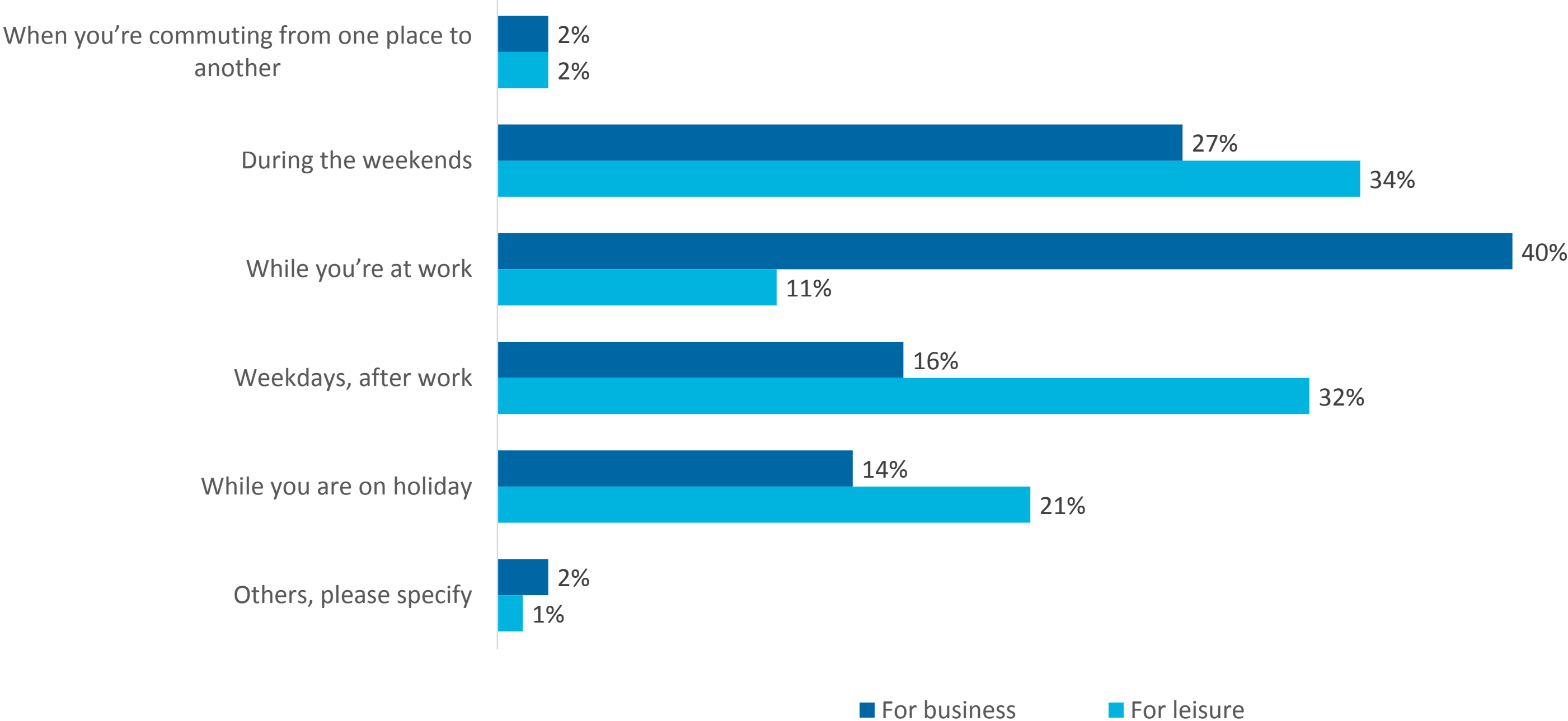
INSPIRE ME

(Continued) Q6. When do you do most of your travel planning?

Understandably more business travellers do their research while at work (40%) compared to leisure travellers who do it at the weekend (34%) or weekdays after work (32%).



When travellers plan their travels



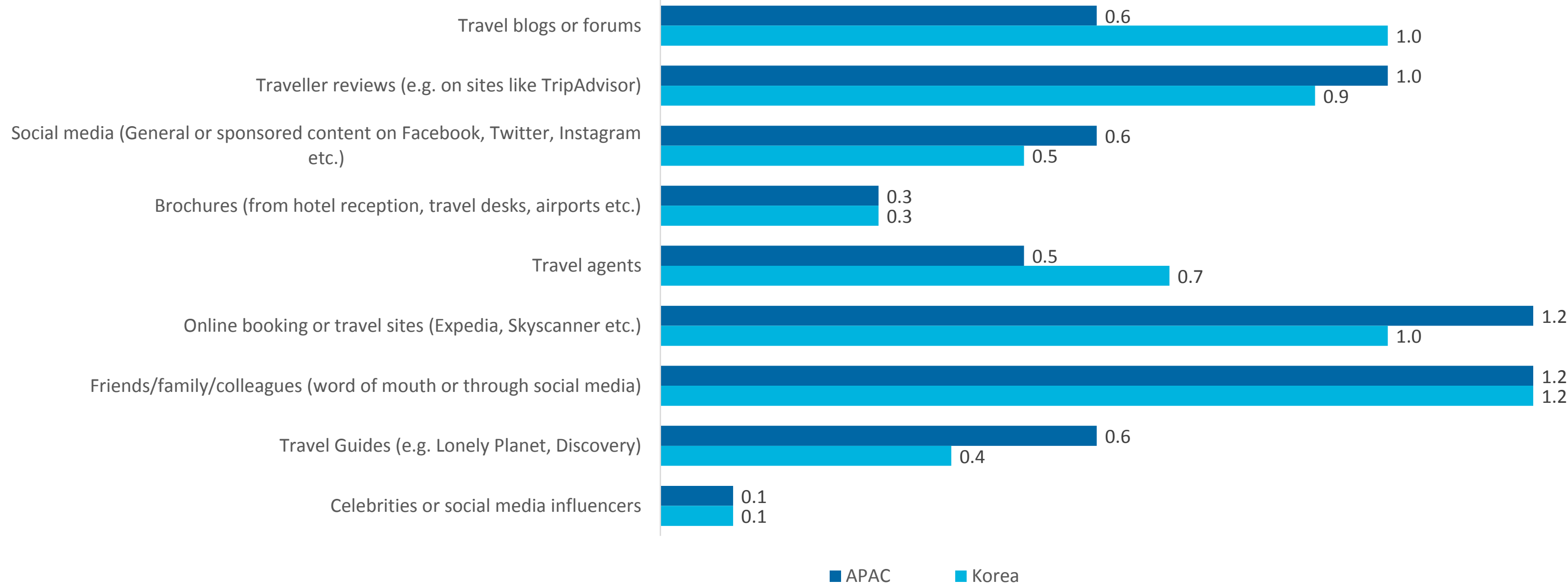
INSPIRE ME

Q7. When it comes to planning your trip (looking for destinations, places to stay, activities to do etc.), which three of the following influence you the most?
Rank in order of influence – from highest to lowest



Friends, family and colleagues (either through word of mouth or through social media) have the greatest influence on trip planning (score 1.2 out of 3), followed by online booking or travel sites (score 1.0 out of 3). Korean travellers rely more than others on travel agents (0.7 compared to 0.5 regionally). They are also a lot more reliant on travel blogs and forums (1.0) than the regional average (0.6).

Sources that influence travellers' trip planning



*Scoring: Rank 1=3, rank 2=2, rank 3=1, otherwise=0, average score of each option is presented.

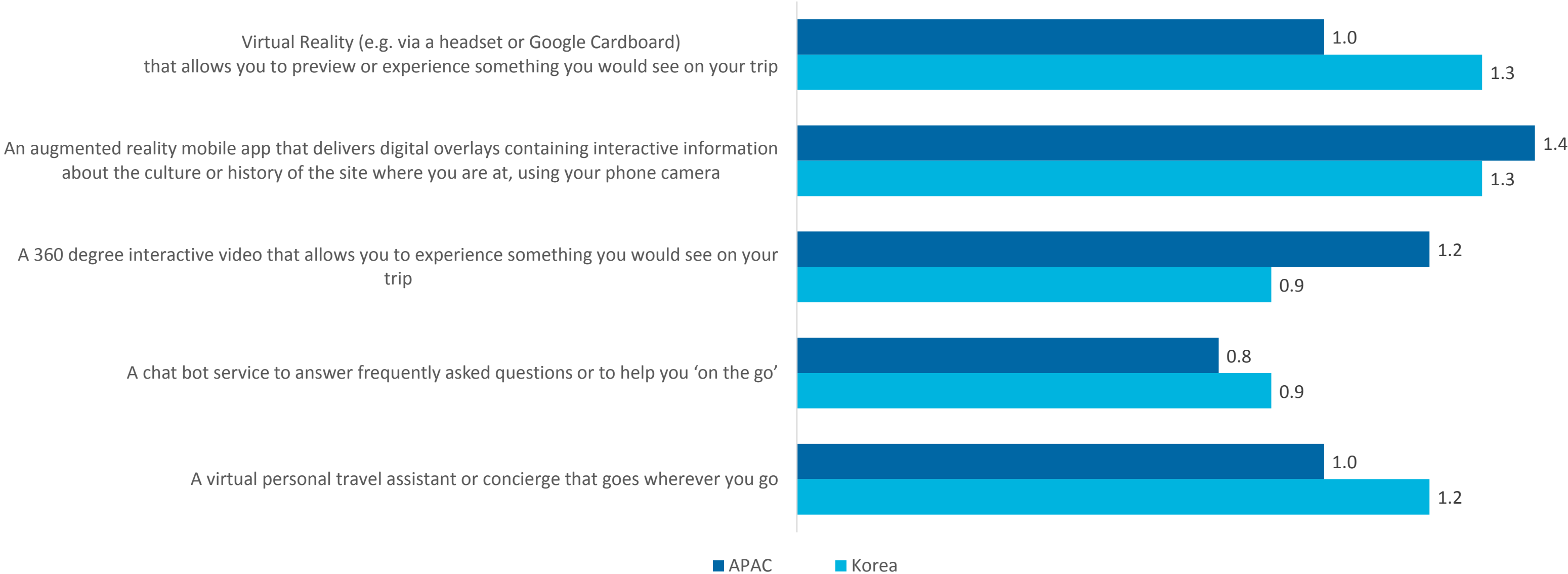
INSPIRE ME

Q8. Rank the following new technologies from highest to lowest, based on your interest in using them for planning or while on a trip.

Among other technologies, an augmented reality mobile app (score 1.3 out of 3) interests respondents the most, followed by virtual reality (score 1.3 out of 3), which is higher than the regional average.



New technologies travellers are most interested in



*Scoring: Rank 1=3, rank 2=2, rank 3=1, otherwise=0, average score of each option is presented.

Connect Me

so I can stay in touch with what's important to me



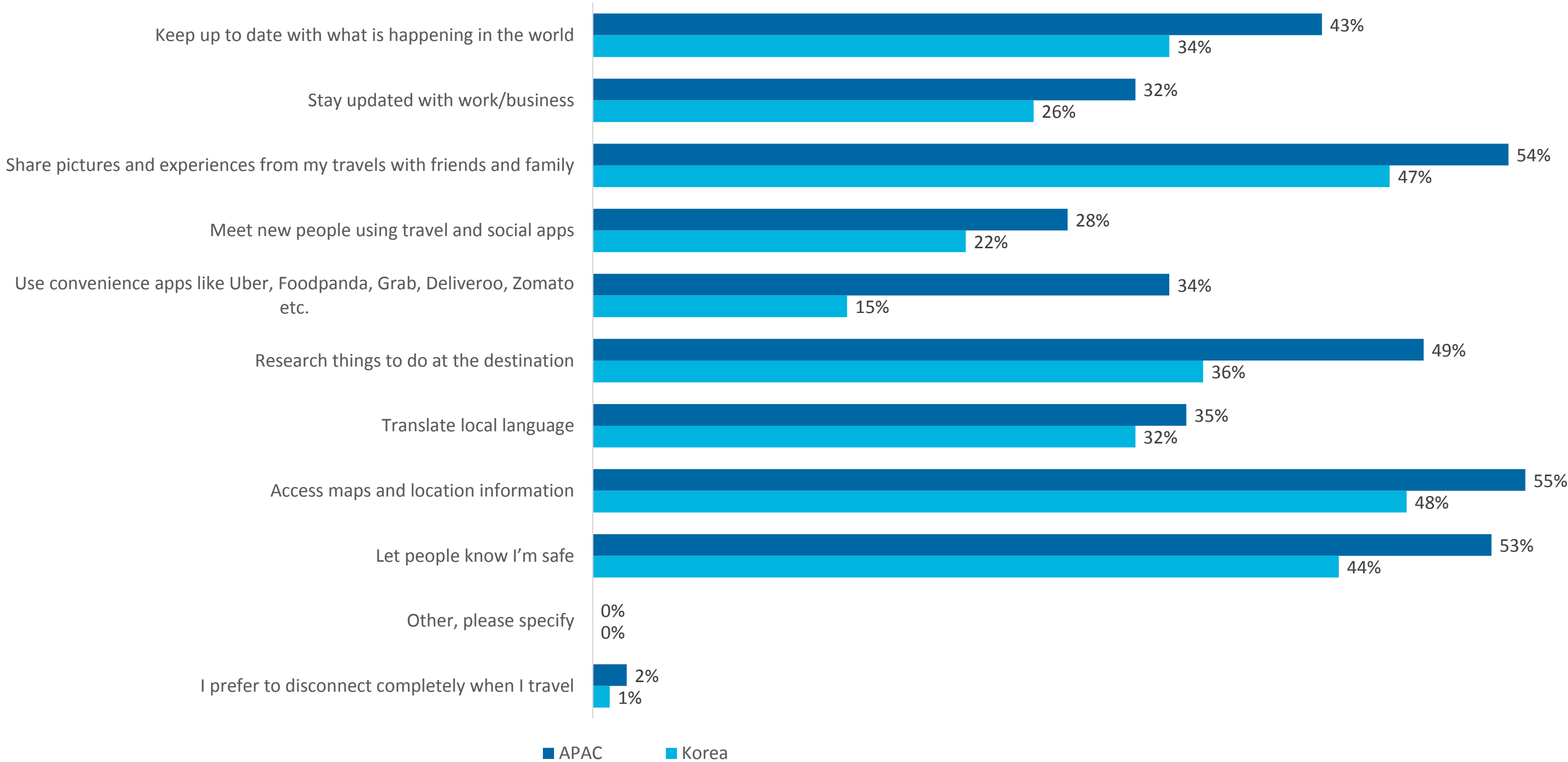
CONNECT ME

Q9. Why do you want to stay connected when you travel?

Accessing maps and location information is the top reason that Korean respondents stay connected when they travel (48%). Interestingly, using convenience apps (15%) and researching things to do at the destination (36%) are less popular reasons for Korean travellers compared with the regional average (34%, 49%).



Why travellers want to stay connected when travelling



CONNECT ME

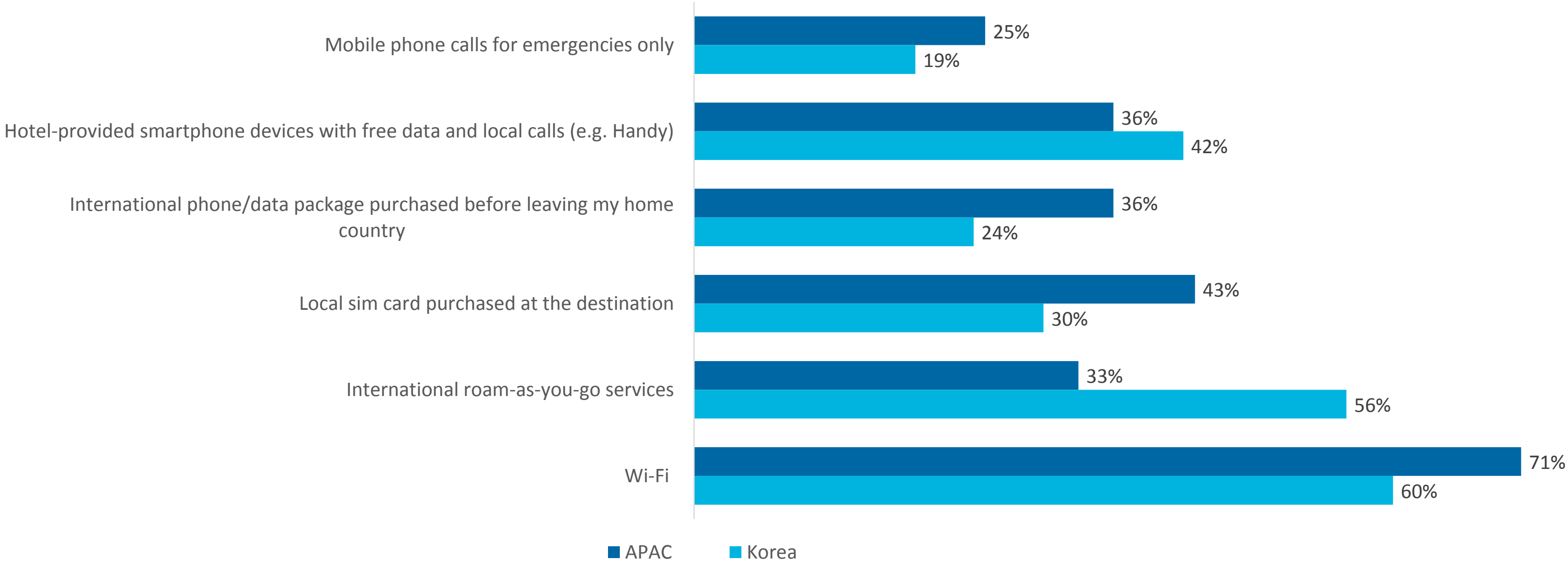
Q10. How do you choose to stay connected when you are travelling abroad?

Select all that apply

Most Korean respondents use Wi-Fi (60%) to stay connected when they are travelling abroad, followed by an international roam-as-you-go service (56%), which is higher than the regional average (33%). Local sim cards purchased at the destination is not as common for Koreans (30%) compared to the rest of APAC (43%) and it's also less common that they use international roaming packages purchased before leaving their home country (24% vs. 36%).



How travellers choose to stay connected when travelling abroad



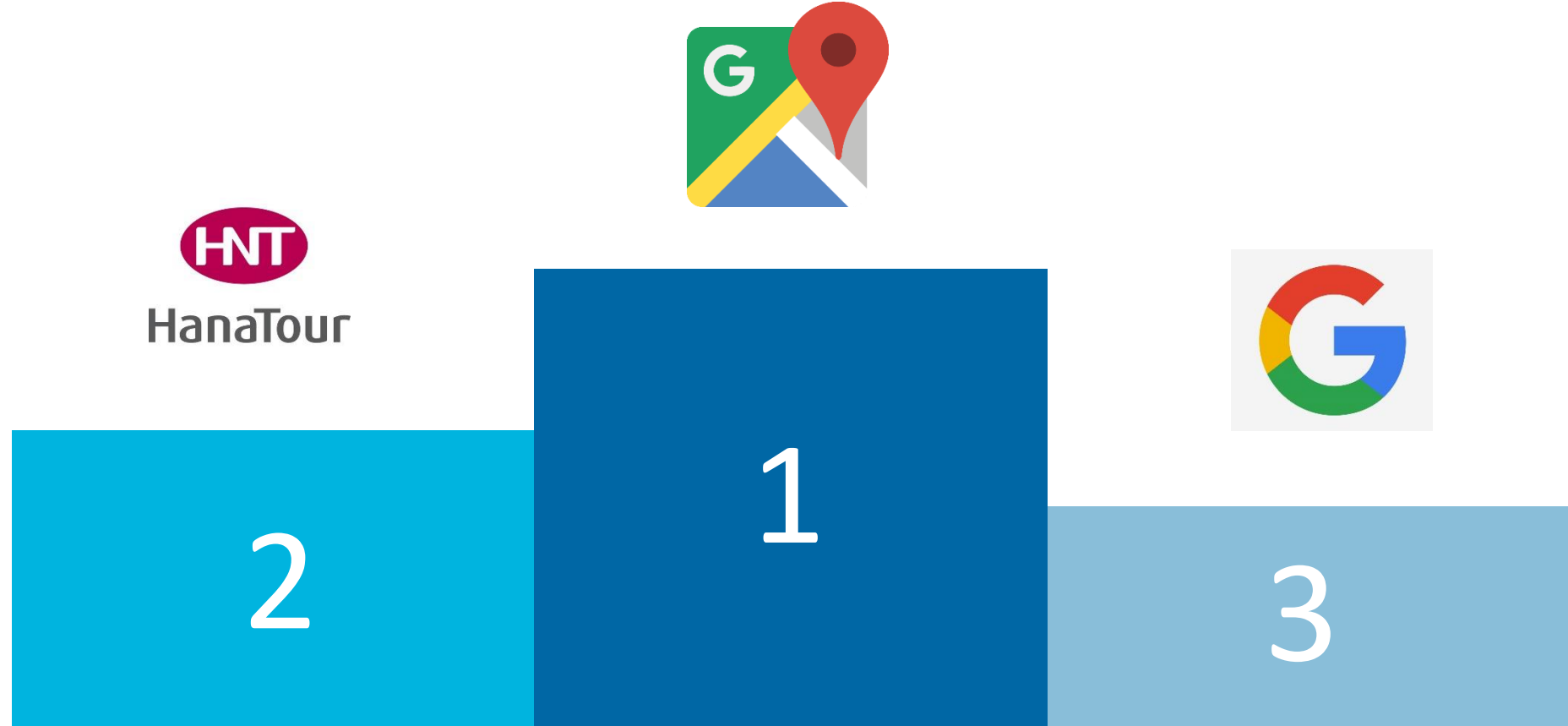
CONNECT ME

Q11. Please list the top three mobile apps you use while travelling that add value to your trip. If you do not use any apps while travelling, enter 'NA'

41% of Korean travellers do not use any apps while travelling. Google Maps (17%), HanaTour (7%) and Google (7%) are the top 3 mobile apps used while travelling.



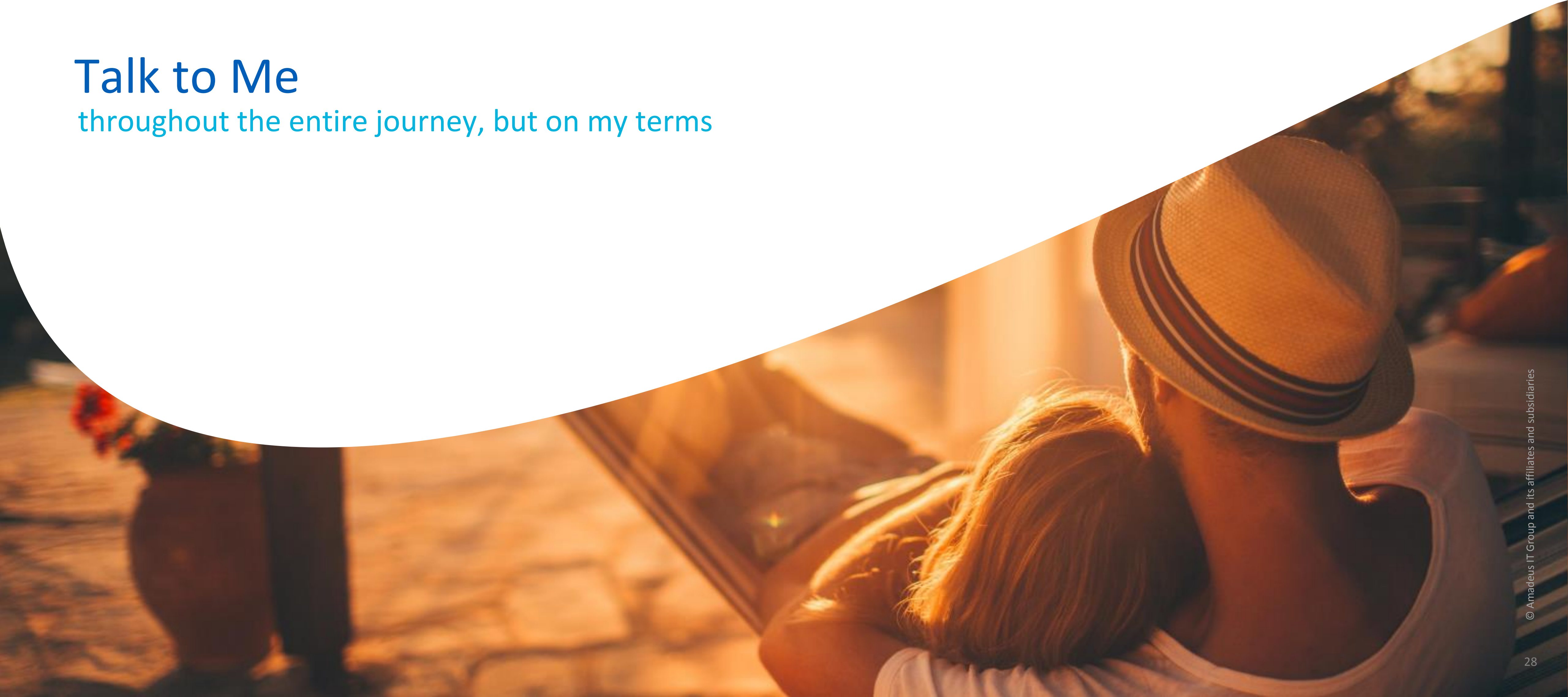
Top 3 mobile apps used while travelling



Sample size: 500

Talk to Me

throughout the entire journey, but on my terms

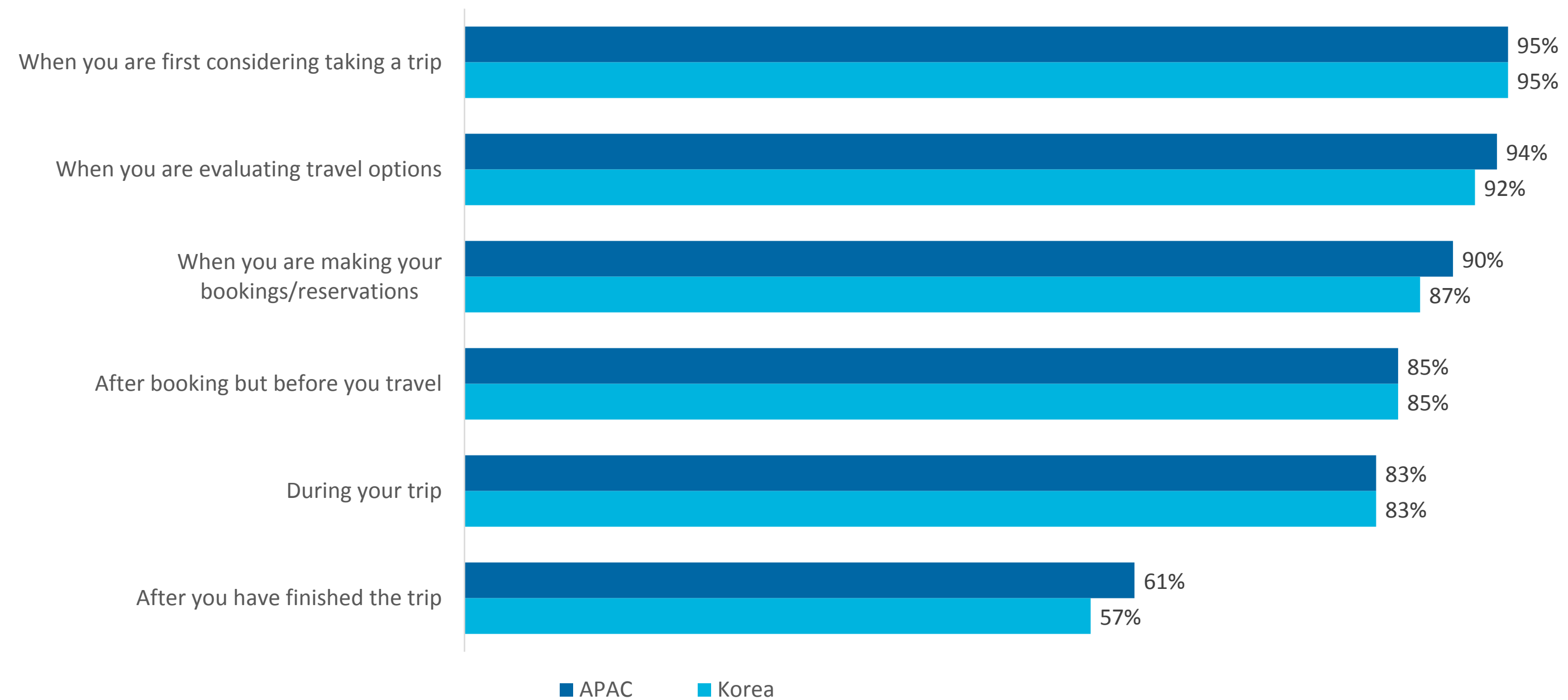


TALK TO ME

Q12. How interested are you in receiving travel-based recommendations (e.g. things to do, places to visit or eat etc.) in the following stages of your travel?

Koreans are most interested in receiving travel-based recommendations when they are first considering taking a trip (95%) and when they are evaluating travel options (92%).

% of travellers interested in receiving travel-based recommendations



* Percentage of respondents choosing 'Interested' and 'Very interested' for each option is presented.

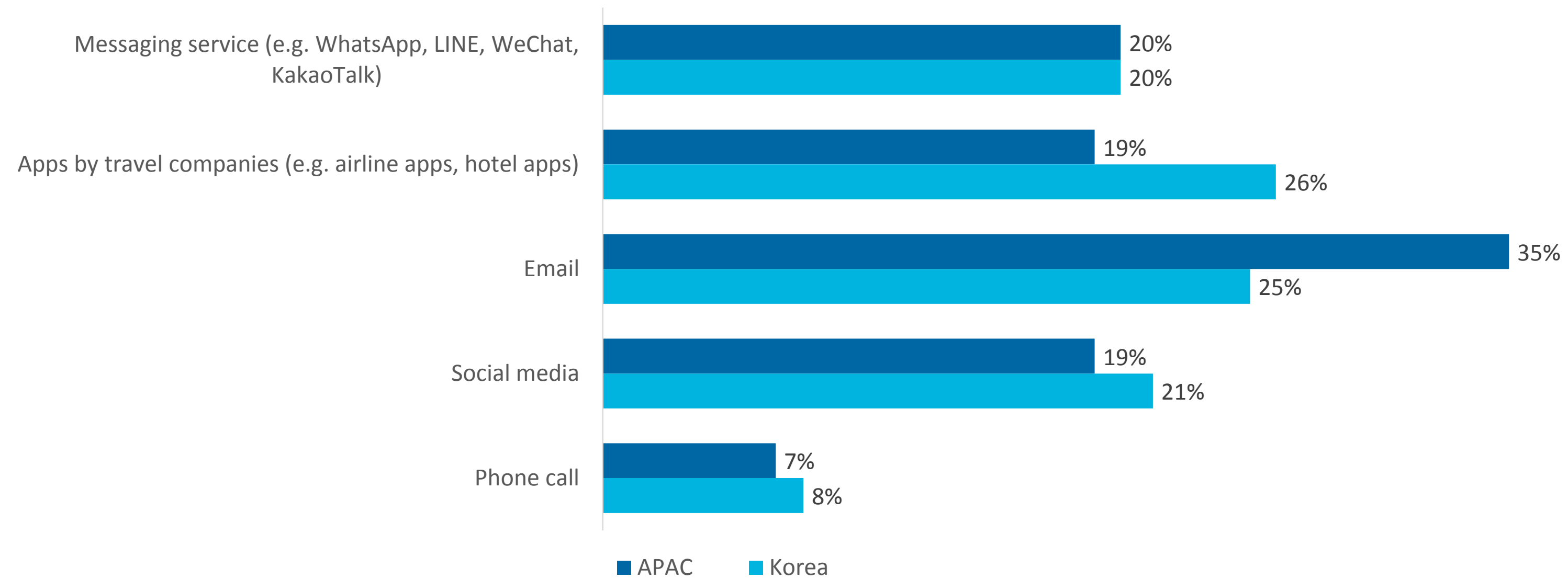


TALK TO ME

Q13. Which of the following do you prefer to use when it comes to receiving updates or recommendations about your trip?

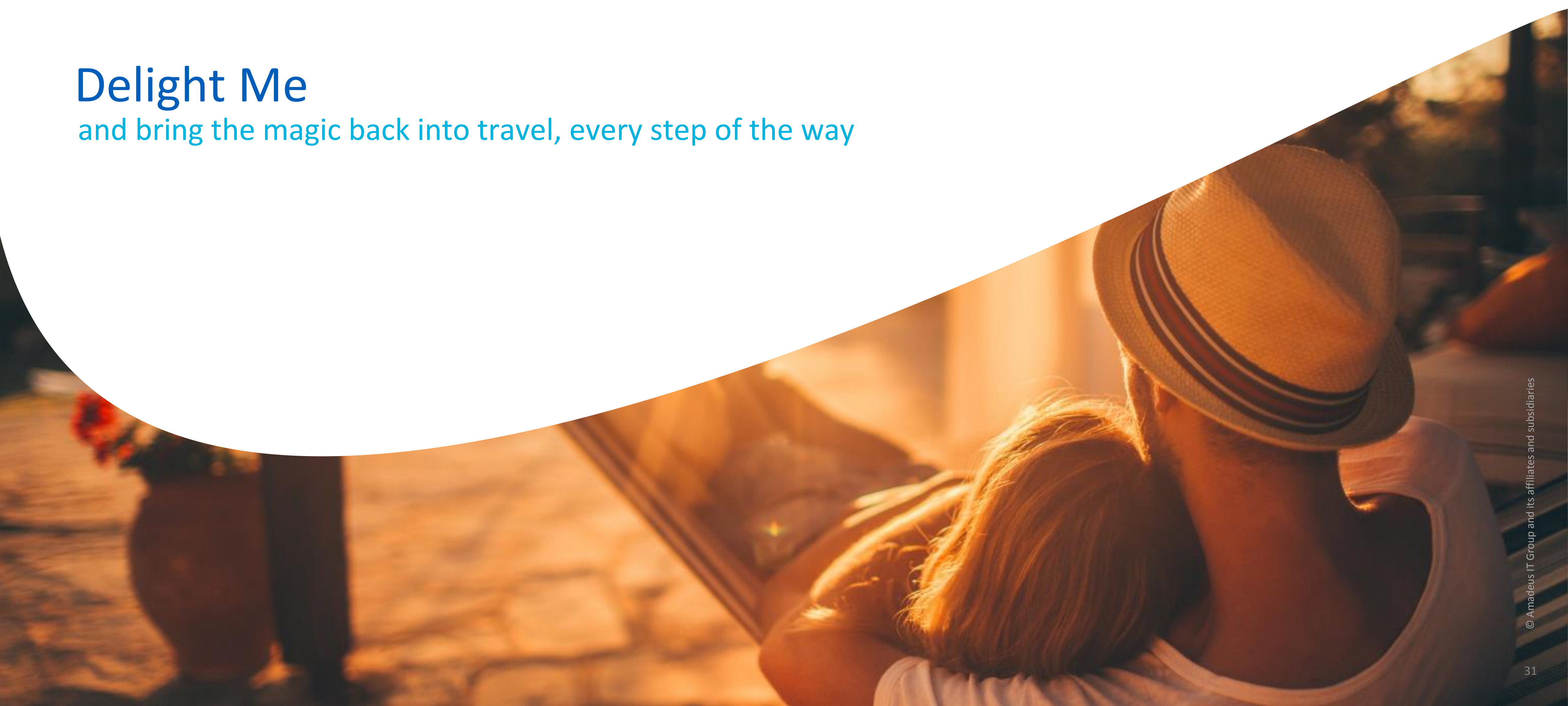
The most popular platforms for Korean travellers to receive updates or recommendations about their trips through are apps produced by travel companies (e.g. airline apps, hotel apps) (26%, compared to regional average of 19%). This is followed by email (25%) which is lower than the regional average (35%).

Channels through which travellers prefer to receive updates & recommendations about their trip



Delight Me

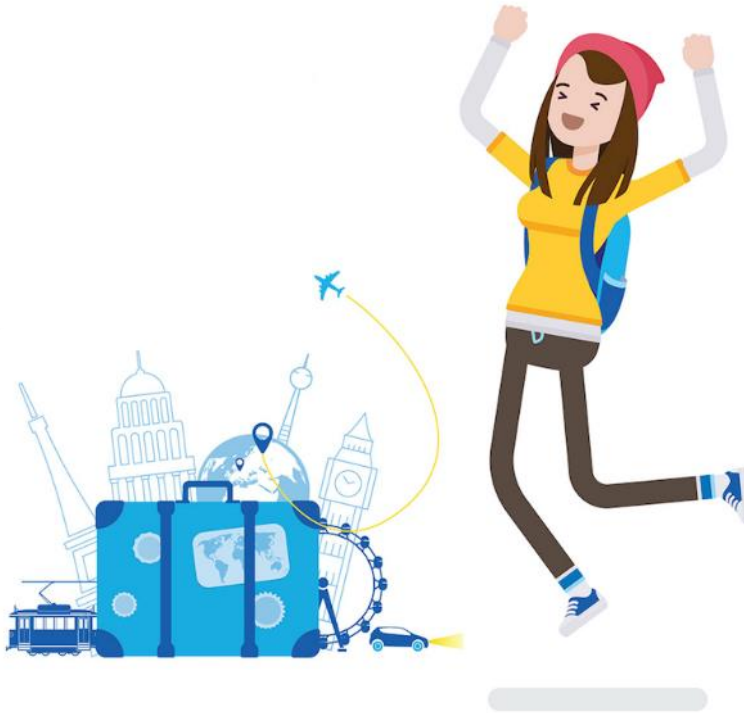
and bring the magic back into travel, every step of the way



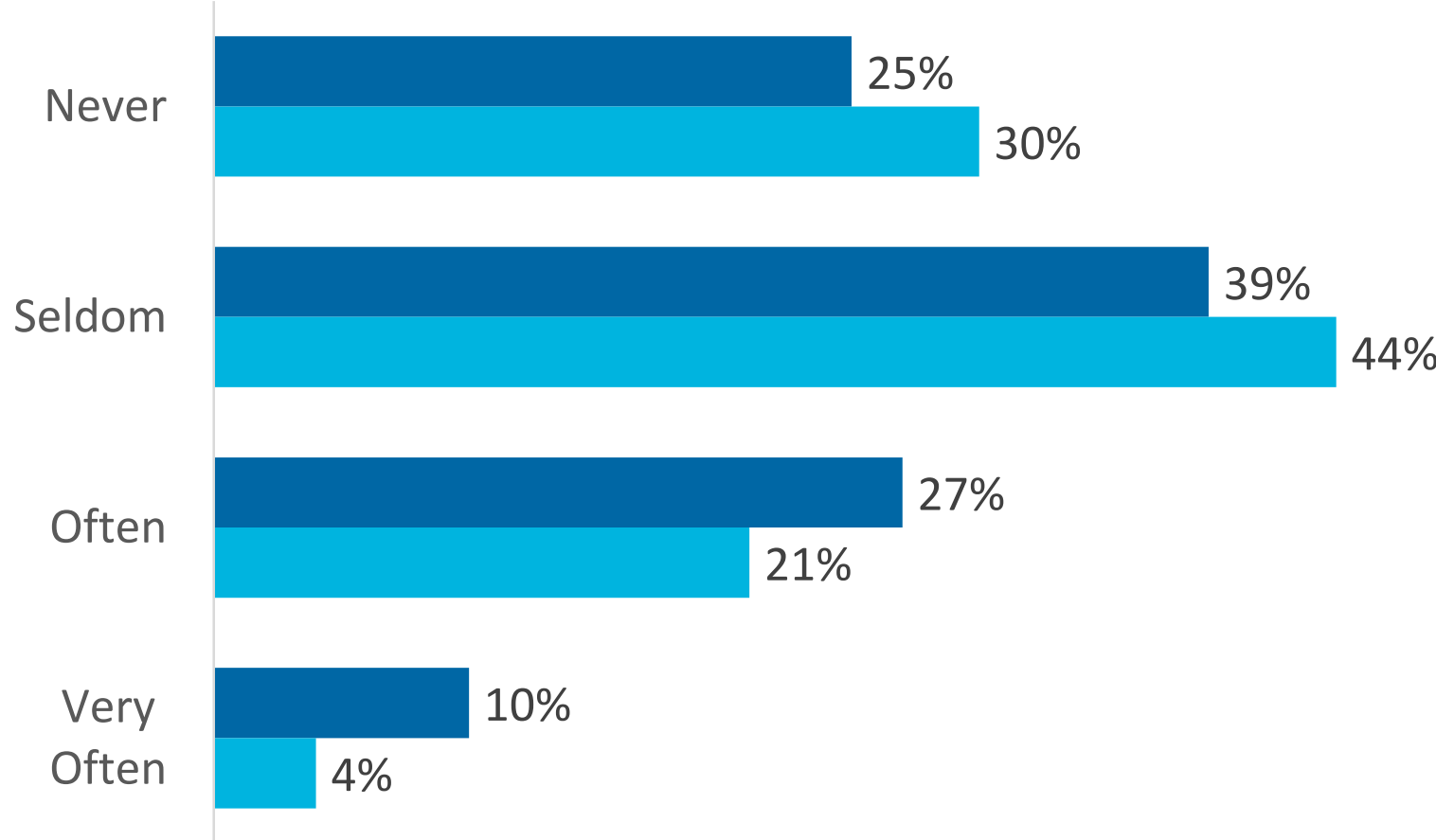
DELIGHT ME

Q14. How often do you use the following apps or services?

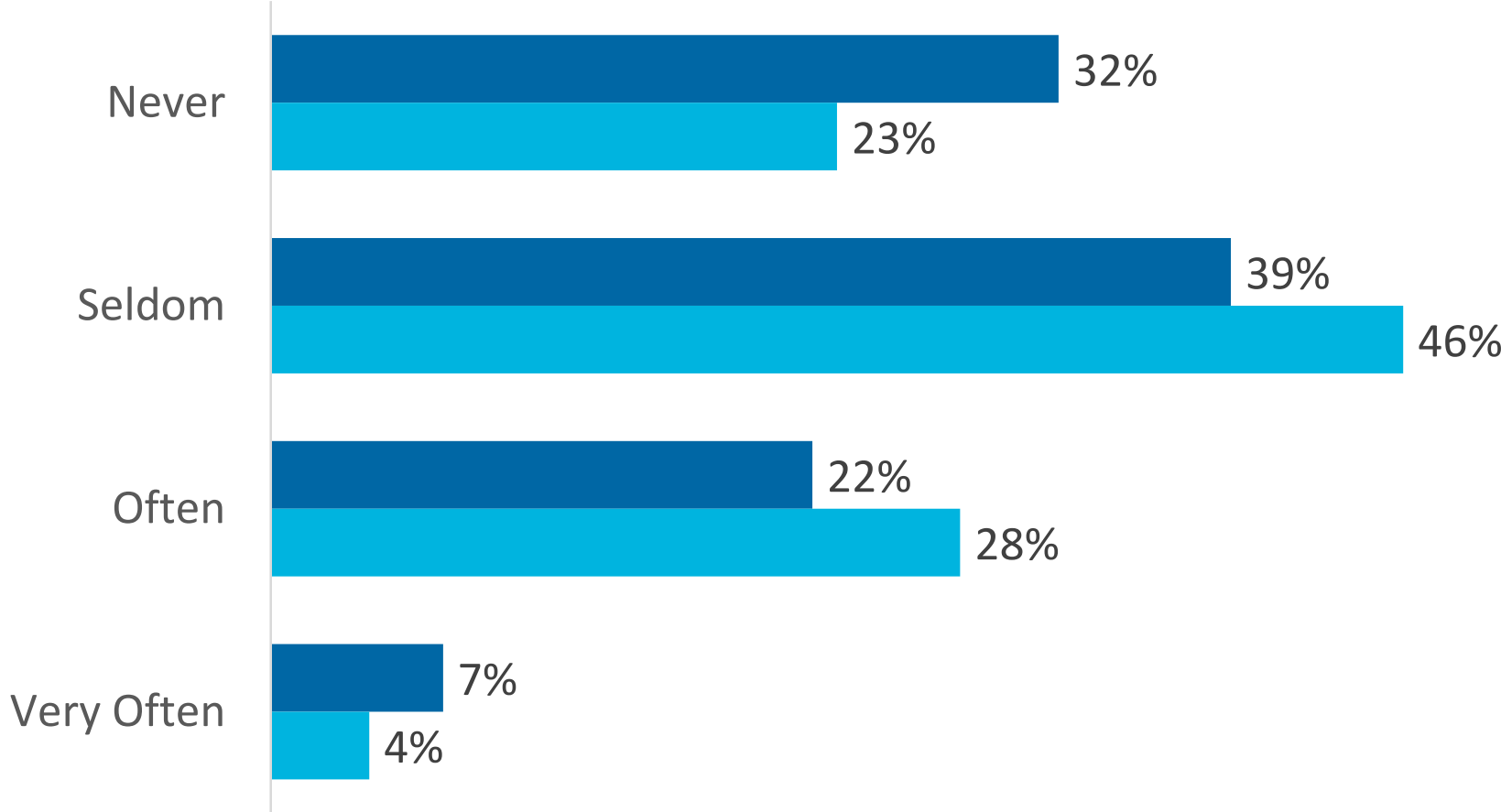
More than 65% of Korean respondents seldom or have never used the apps and services mentioned, either for getting around (74%), which is higher than the regional average (64%) or for accommodation during a trip (69% vs. 71% APAC).



Apps like Uber, Grab, Lyft, Ola, Didi Chuxing etc. to get around during my trip



Apps or services like Airbnb, Couch Surfing etc. for stays during my trip

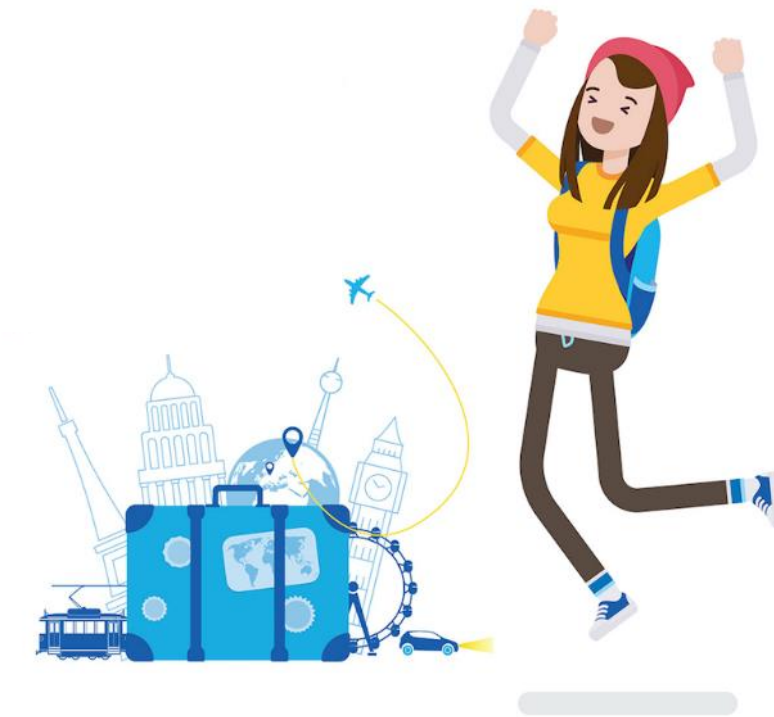


■ APAC ■ Korea

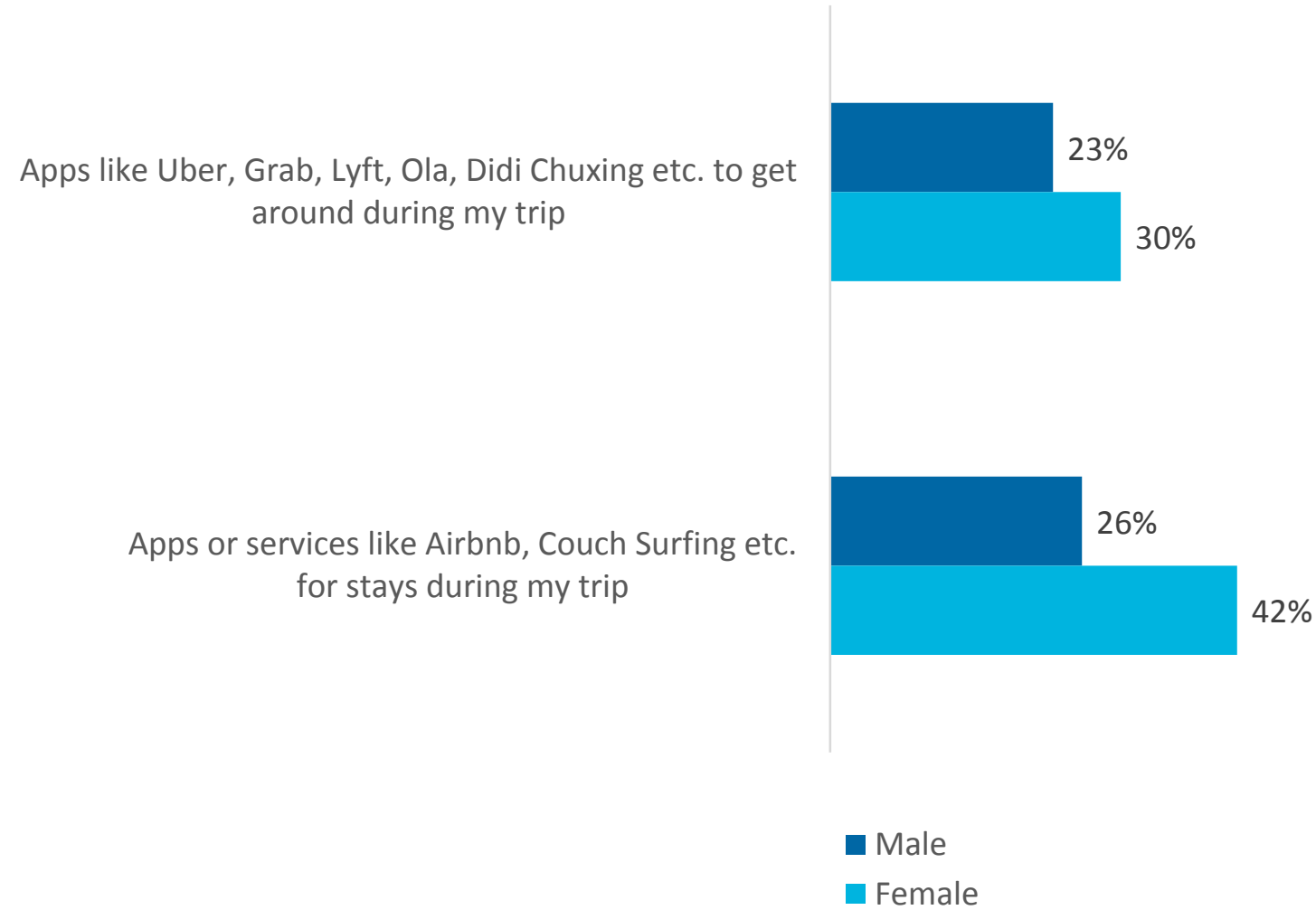
DELIGHT ME

(Continued) Q14. How often do you use the following apps or services?

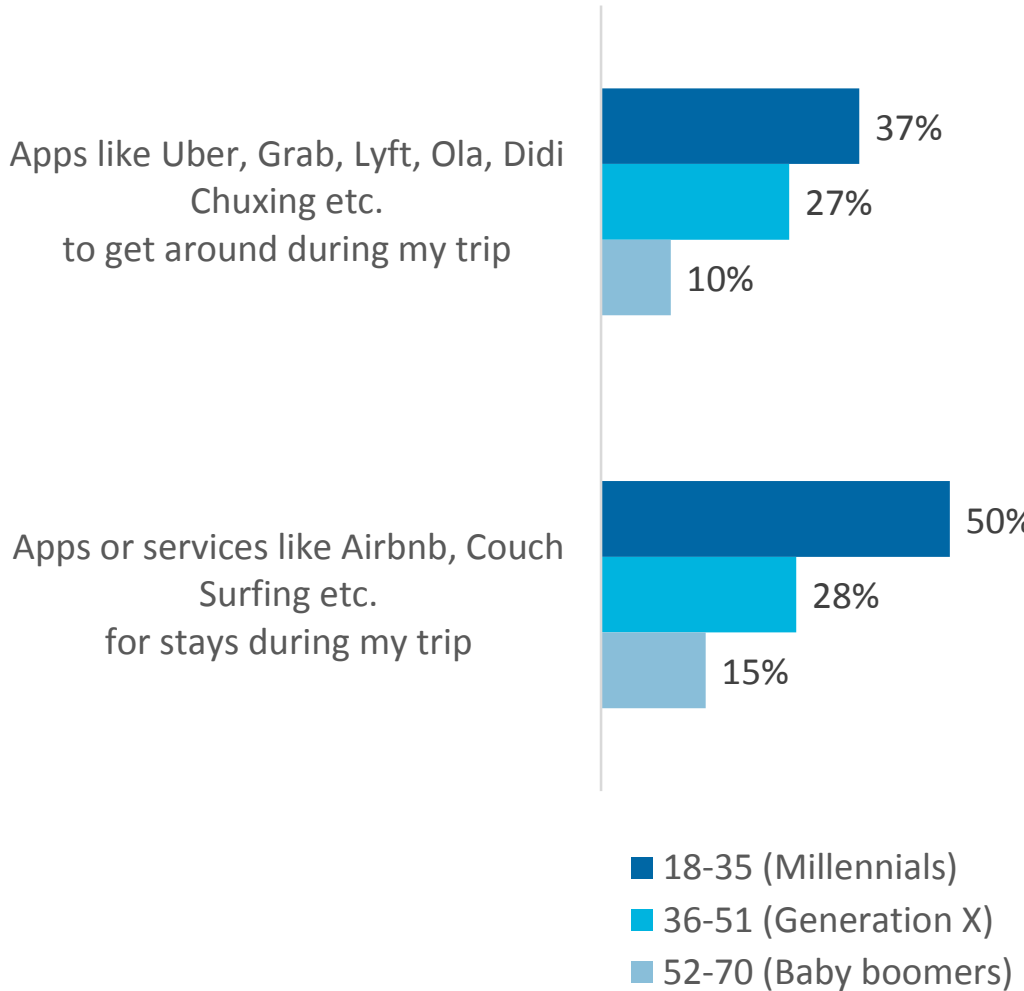
Female travellers in Korean tend to use sharing economy apps and services more than male travellers do. 30% of Korean women vs. 23% of Korean men use apps for getting around while 42% of women use them for accommodation, compared to just 26% of men. Notably, millennials are also the most avid users of the services compared to other age groups. Frequent travellers (more than 8 trips a year) use these services considerably more than others, 83% to get around and 78% for accommodation.



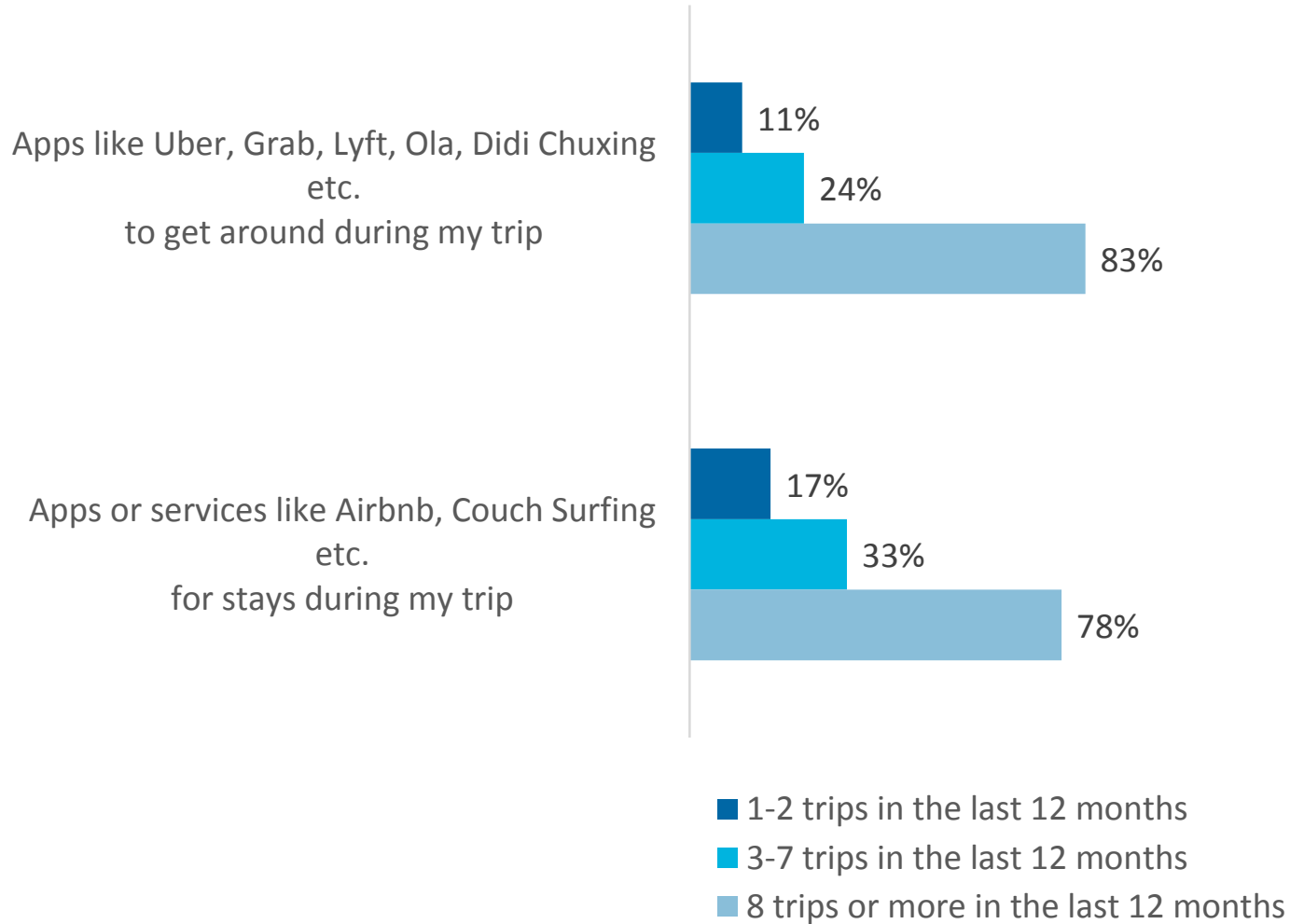
By gender



By age



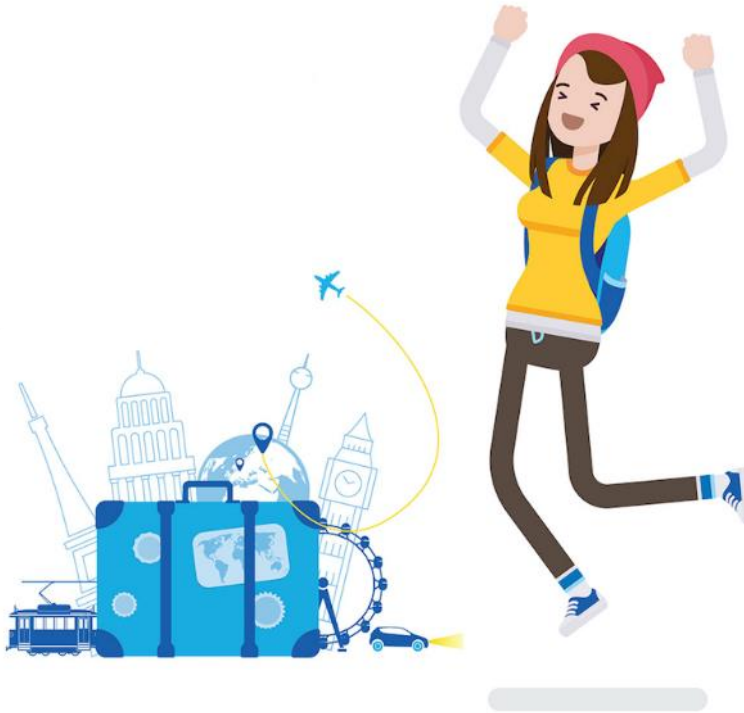
By travel frequency



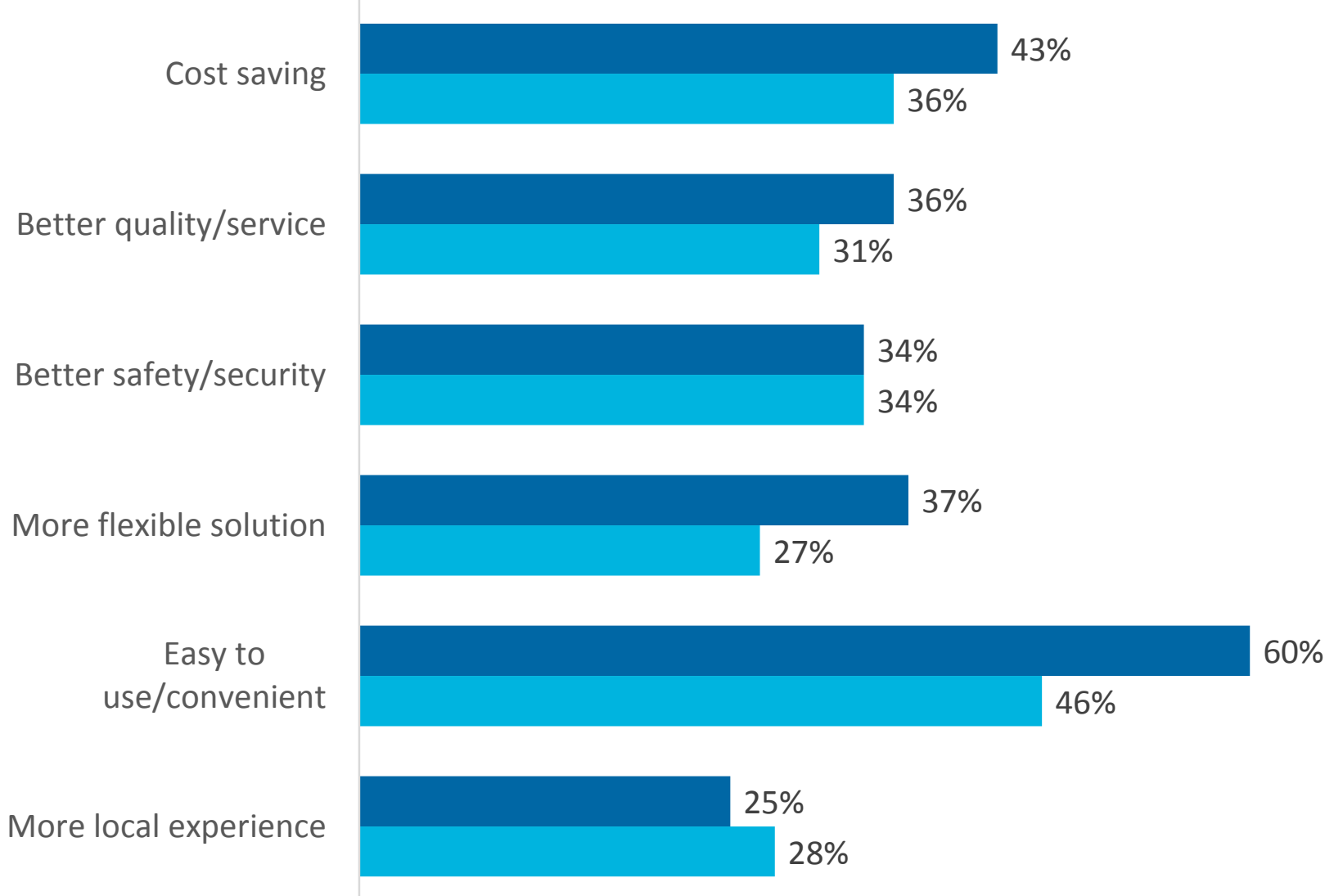
DELIGHT ME

Q15. Why did you choose to use these sharing economy services and apps? *Select all that apply*

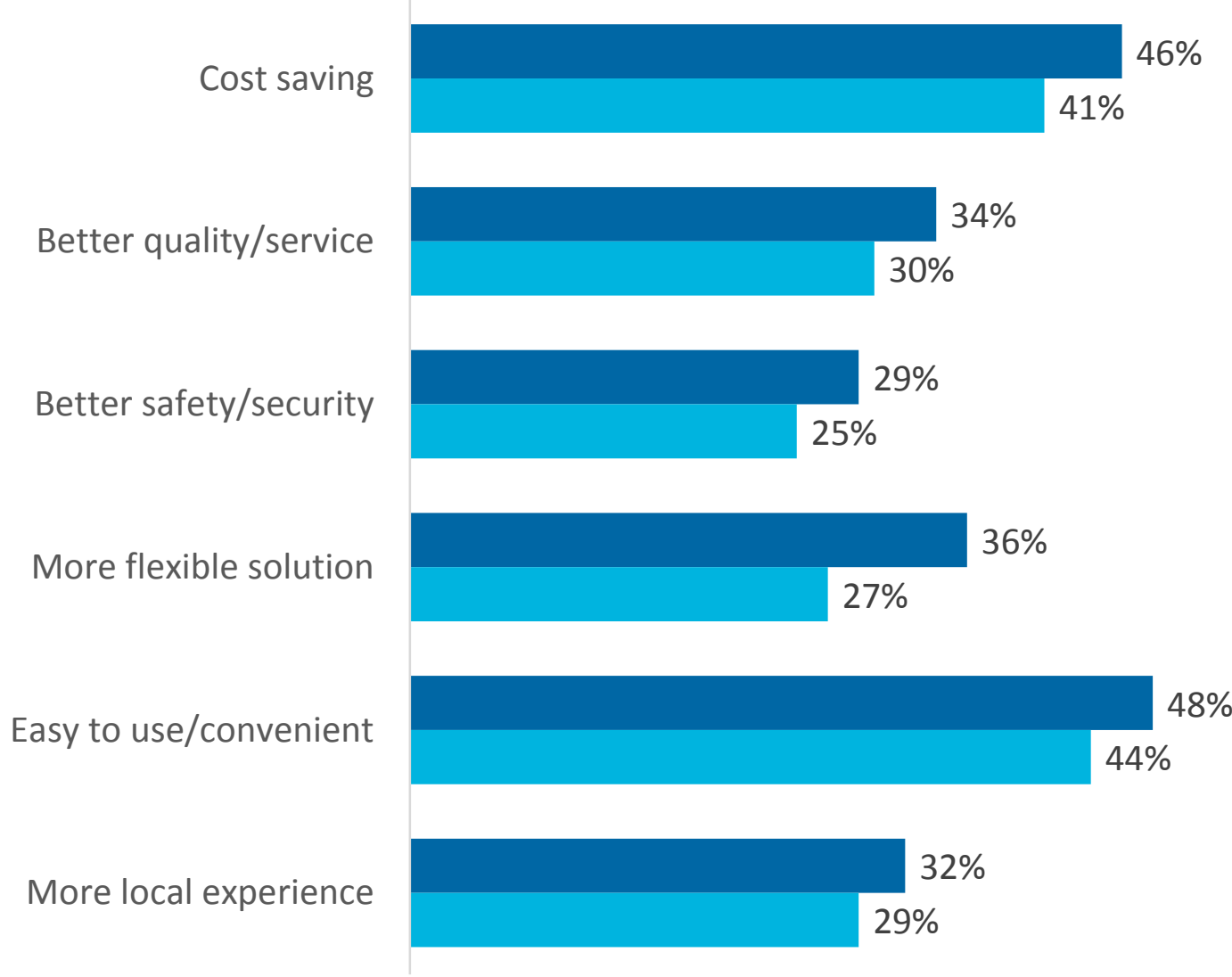
In general, Korean respondents choose to use sharing economy apps because they are easy to use and convenient, both for getting around during trips (46%), which is lower than the regional average (60%), or for stays during trips (44%).



Reasons for using apps to get around during trips



Reasons for using services/apps for stays during trips



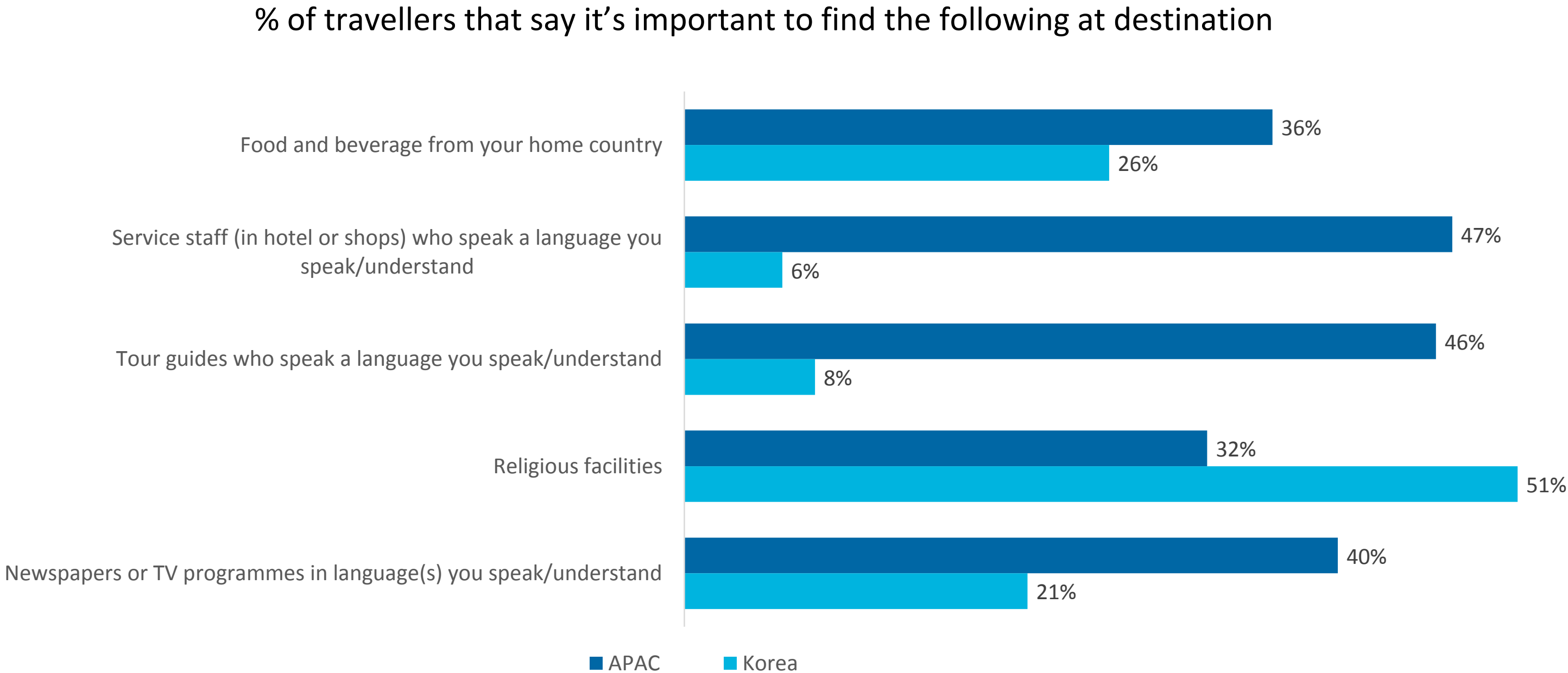
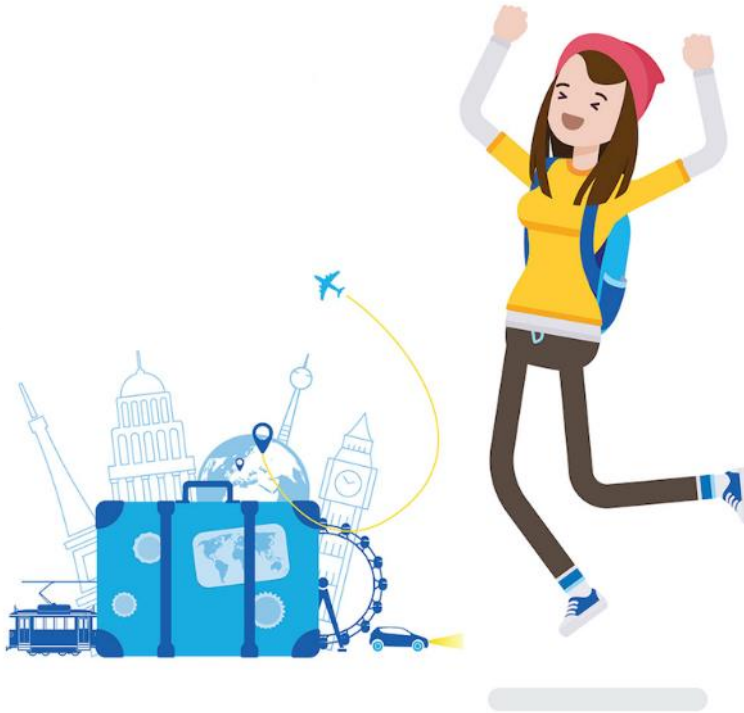
■ APAC ■ Korea

Sample size: 279 (get around the trips), 310 (stays during trips)

DELIGHT ME

Q16. When you travel, how important is it for you to find each of the following at your destination?

Among all the choices, religious facilities were relatively more important (54%) compared to the regional average (32%). It is interesting that Koreans do not rely on other options, especially service staff (6%) or tour guides (8%) who speak a language they speak or understand, compared with the regional averages (47%, 46%).



* Percentage of respondents choosing 'Somewhat important' and 'Very important' for each option is presented.

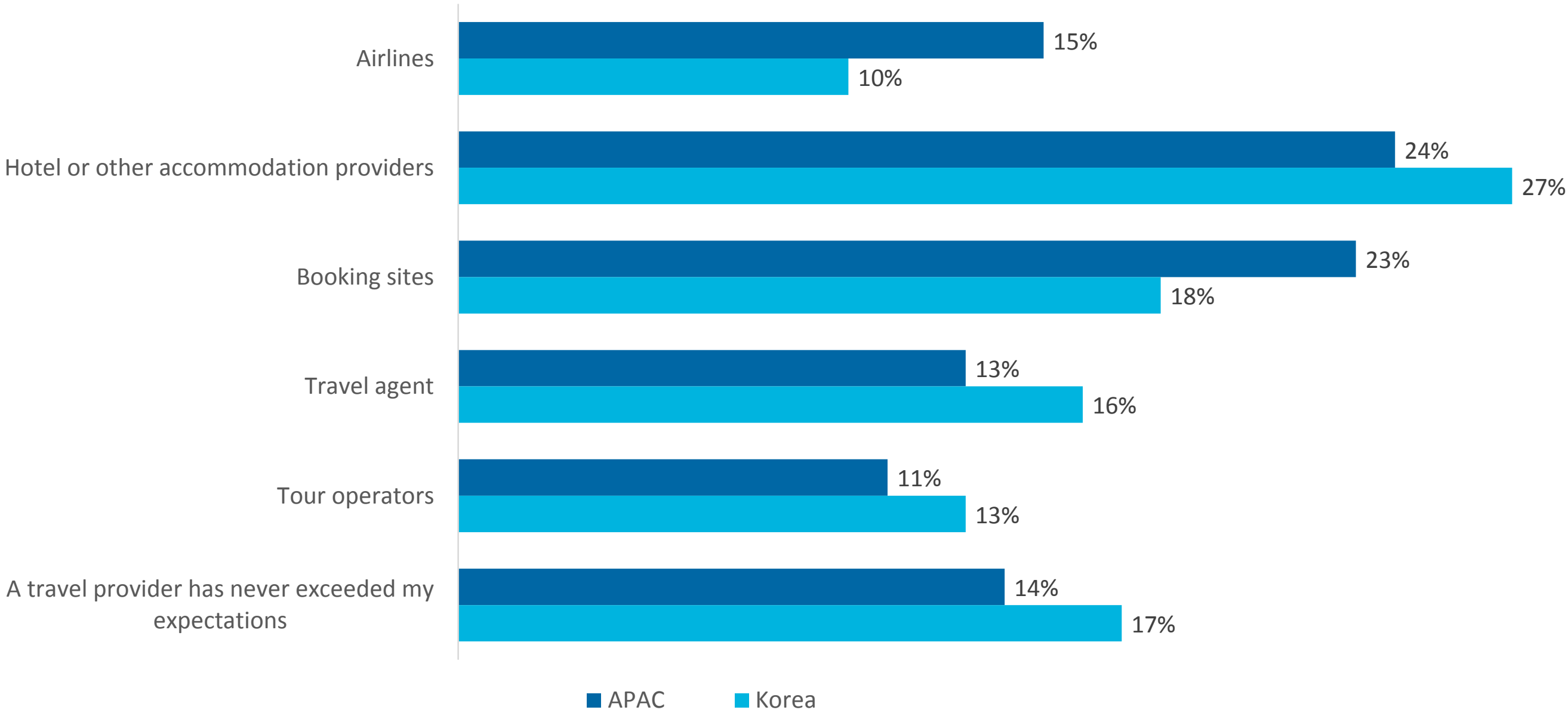
DELIGHT ME

Q17. Based on your past travel experiences, which of the following travel service providers have impressed you and exceeded your expectations the most?

Those Koreans who feel that their expectations have been exceeded by travel providers were mainly impressed by hotel or accommodation providers (27%), slightly above the APAC average of 24%.



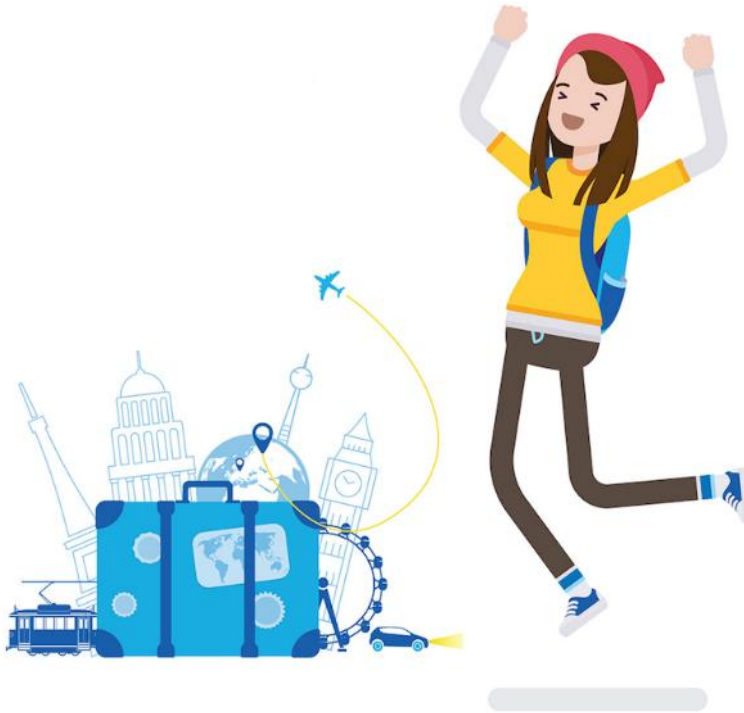
Travel service providers that have impressed travellers and exceeded expectations the most



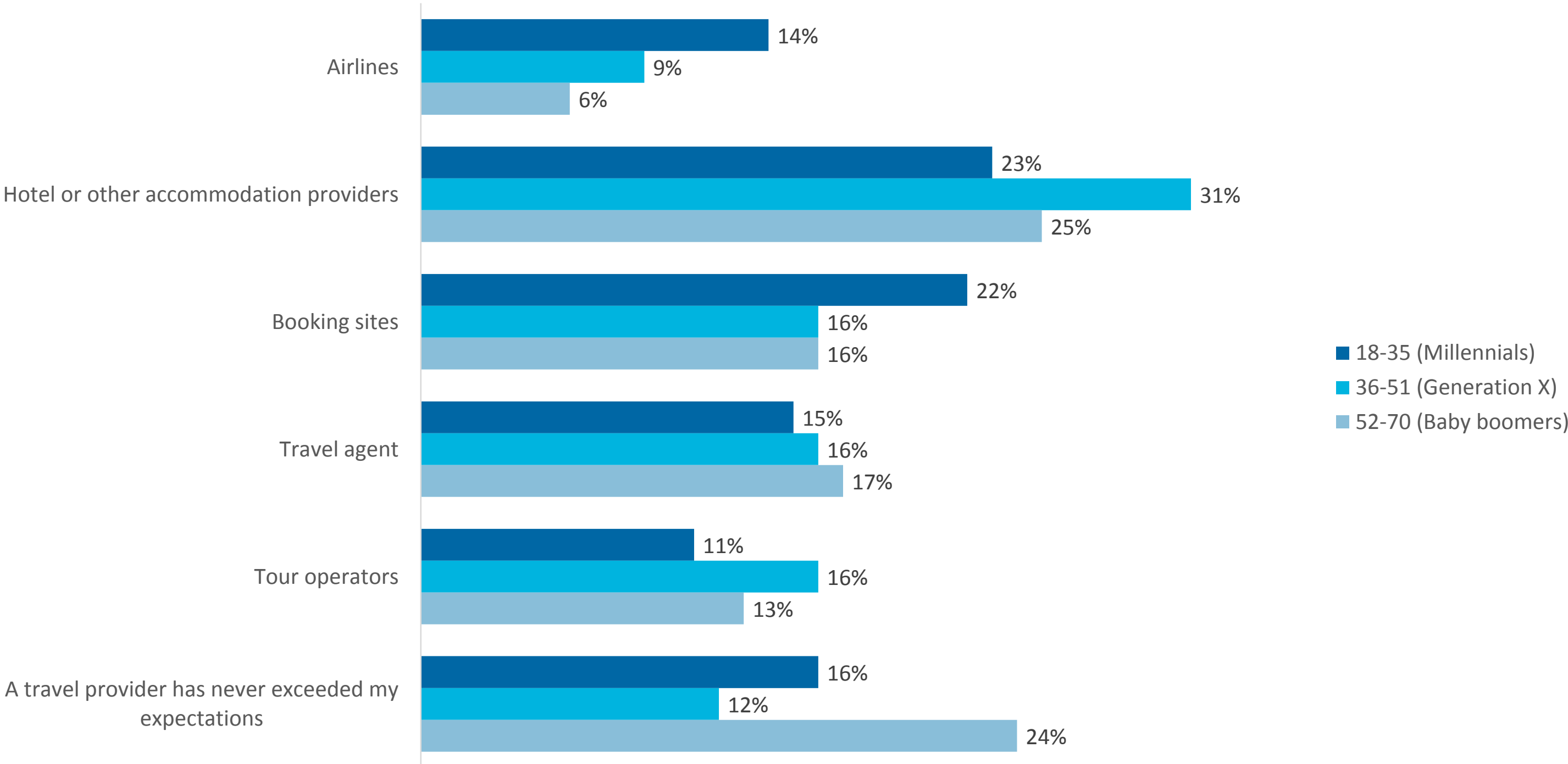
DELIGHT ME

(Continued) Q17. Based on your past travel experiences, which of the following travel service providers have impressed you and exceeded your expectations the most?

Baby boomers have had their expectations exceeded more (24%) than other age groups (16% millennials and 12% generation X).



Travel service providers that have impressed travellers and exceeded expectations the most



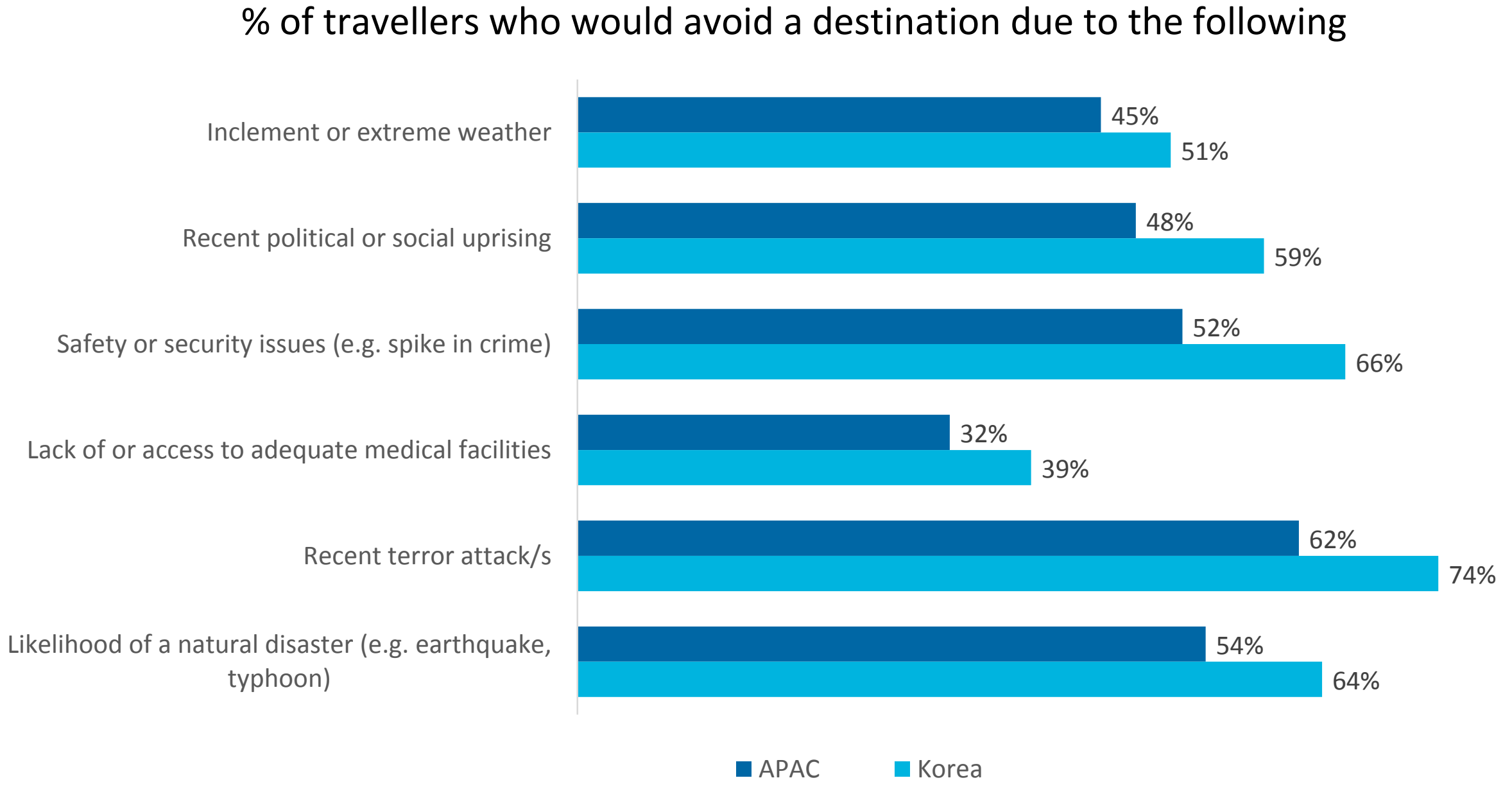
Care for Me
and keep me safe and secure



CARE FOR ME

Q19. On a scale of 1 – 5 (1 – no effect at all, 2 – a slight effect, 3 – somewhat less likely to travel, 4 – very unlikely to travel, 5 – I would not travel), how much would each of the following affect your likelihood to travel to a certain destination?

Koreans are generally more sensitive to adverse incidents when considering travel to a certain destination compared with the regional average. Recent terror attack/s have the greatest effect (74% compared to 62% APAC wide) on the likelihood of people travelling to certain destinations, while safety or security issues are the second most likely factor to affect their decision. (66% - 52% APAC). After the Philippines, they are the country most likely to have their travel plans affected because of terrorism.



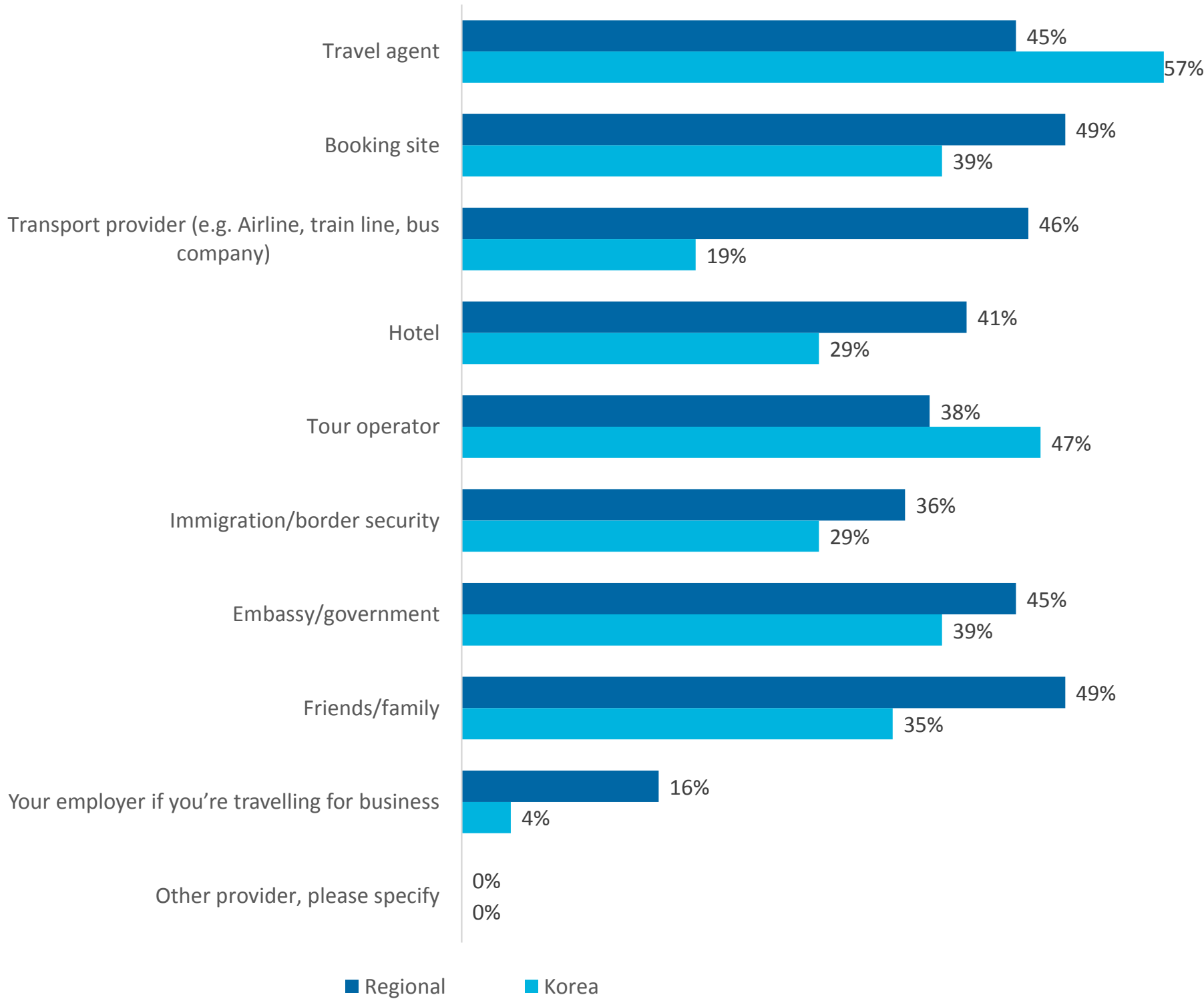
* Percentage of respondents assigning score of 4-5 for each option is presented.

CARE FOR ME

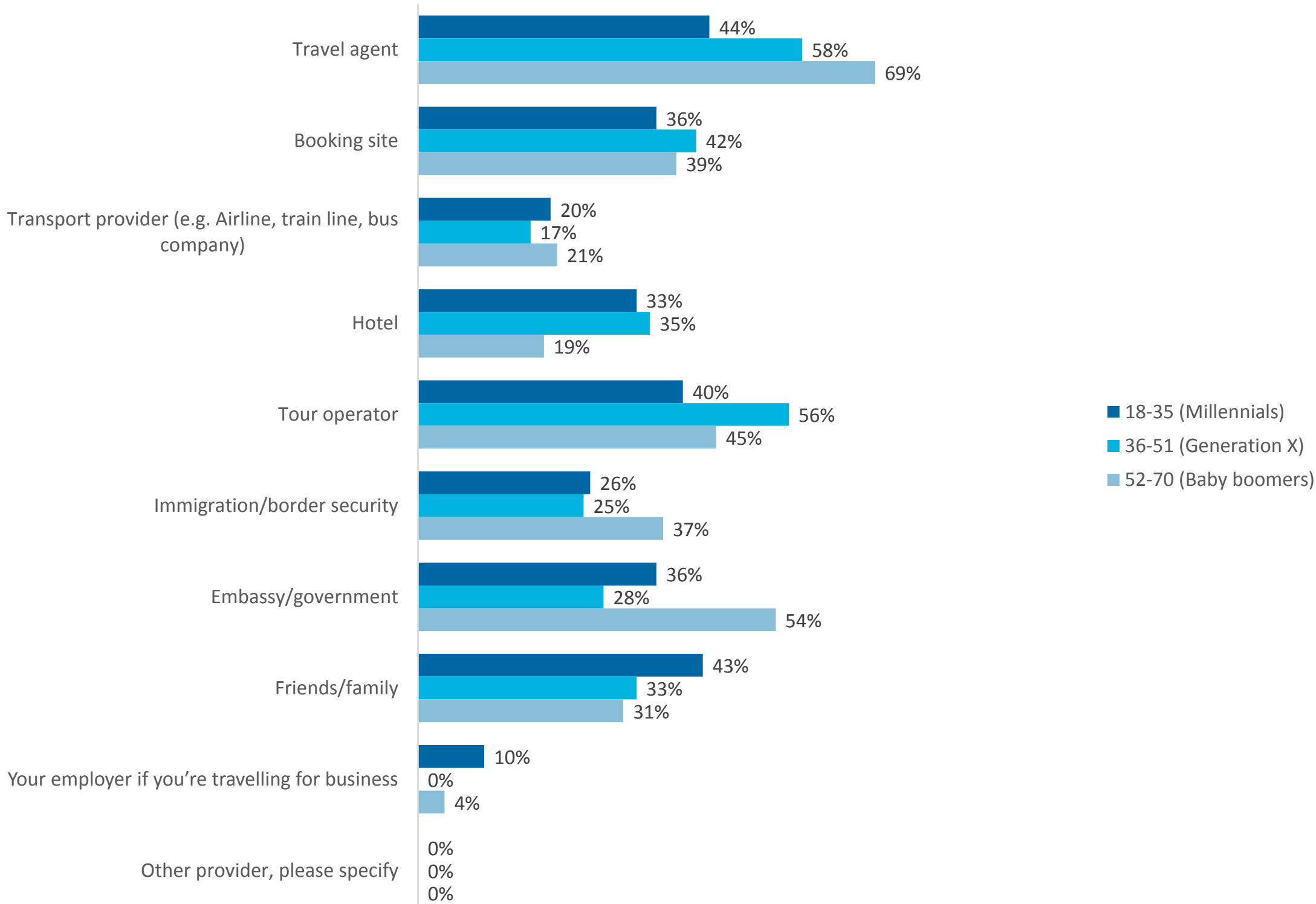
Q20. From whom would you prefer to receive safety or security updates at the destination? *Select all the apply*

Travel agents (57%) are the top channel that Korean respondents prefer to receive safety or security updates from at their destination, which is higher than the regional average of 45%. It is interesting that only 19% of them prefer transport providers as their source, which is much lower than the regional average (46%). 47% expect updates from their tour operator, higher than the 38% APAC average. Baby boomers look mainly to their travel agent (69%) and embassy/government (54%) compared to other generations.

Preferred sources of safety or security updates



By age



Thank you!

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