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Opportunities, Risks and Challenges in the Sharing Economy

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World's largest diversified travel platform

High volume & diversity of Customers

- Monthly visits¹ **750M+**
- Active corporate travelers **2M+**
- Powering **~100K** Offline travel agents²
- 35K+** B2B partners leveraging our platform
- Contacts handled annually³ **50M+**



Broad and diversified Supply partners

- Properties on core lodging platform⁴ **1M+**
- HomeAway online bookable listings **1.8M+**
- Airlines **500+**
- Car rental companies **175+**
- Unique activities **35K+**

Notes: Expedia Group data shown as of 12/31/18, unless otherwise noted. ¹Monthly visits based on data for Brand Expedia, Hotels.com, Orbitz, Travelocity, Wotif, HomeAway, trivago and Hotwire combined during 2018. ²Offline travel agents based on number of sales agents in Global Customer Operations, Expedia Partner Solutions (EPS), HomeAway, Classic Vacations, CruiseShipCenters, Travel Agent Affiliate Program (TAAP). ³Contacts handled annually include calls, emails, chats and social media. ⁴Includes more than 370,000 integrated HomeAway listings.

ABOUT HOMEAWAY



- **Founded in 2005, HomeAway is part of the Expedia Group family of brands.**
- **A leader in the vacation rental industry for families and friends, HomeAway is the place to book villas, apartments and holiday homes with more than two million places to stay in 190 countries.**
- **Our site makes it easy to find and book the perfect holiday home rental for any getaway, often for less than the cost of traditional hotel accommodations. We connect travellers to the people and places they love.**





Sharing Economy: Short Term Accommodation in Malaysia

- **Fast growing segment in travel and tourism**
- **Spread economic benefits to local community and businesses**
- **Promote lesser known tourist areas, discover new experiences, local culture and activities outside of usual tourist hotspots**

Collaboration with Tourism Malaysia as online travel partner: Promote tourism and digital innovation



Tourism Malaysia ink two tourism collaborations with Expedia Group to promote tourism to Malaysia and foster tourism industry digital innovation

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OVERVIEW



L-R: Greg Schulze, Chairman of Tourism Malaysia, Minister of Tourism, Arts and Culture, Deputy General of Tourism Malaysia, Ang Choo Pin

Guidelines on Short-Term Accommodation

1. Clear, uniform and fair regulations promote the growth of the short term accommodation industry and its multiplier effects to the wider local community
2. “Light-touch” regulatory approach to allow industry to address problems quickly leading to long-term sustainable solutions;
3. Overregulation could drive industry underground or kill it off completely
4. Hosted and unhosted rentals should be treated equally.

Asia Travel Technology Industry Association (ATTIA)



- **Founding Members: Agoda, Airbnb, Booking.com and Expedia Group**
- **ATTIA believes that any eventual framework should promote a fair, transparent, and competitive market and regulatory landscape for the STA industry in Malaysia.**
 - **We appreciate the value of registration, but want to reinforce the point that it should be simple and fast.**
 - **Worldwide, arbitrary night caps have been demonstrated to be unnecessary and counterproductive to the growth of the STA industry.**
 - **Onerous registration processes and overregulation of the industry could either force the industry underground or kill it off entirely.**
 - **We believe that registration and licensing are the responsibility of hosts, as they are in many other locations. Platforms will be able to display licensed and approved listings, but should not be required to go through an additional licensing process.**
 - **Such a framework should not discriminate against either hosted or unhosted rentals, to the exclusion or detriment of the other.**



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