









AUSTRALIA UPDATE

Ross Steele – Te Pae Christchurch



Aussie PCO Perspective (Good)

- Market remains strong
- Subvention is readily available
- Pipeline of events solid
- Large international events will increase Hybrid in the next 12-18 months but continue

Aussie PCO Perspective (Not so Good)

- Skilled Resources remain an issue
- Corporate Market has softened
- Pressure on the PCO's to cut costs including their own
- Sustainability is a growing concern
- Flight prices are a concern





Aussie Venue Perspective

- Many venues exceeded results of 2019 which had been the most successful year ever
- Venues are still understaffed difficult to fill many roles



Aussie Venue Perspective – National

A very strong year for all Australian Centre's

Revenue bolstered by COVID compression

Subvention schemes - Tourism Recovery Plans

National market looks strong

 There has been an increase in some areas of strong short lead enquiries

Aussie Venue Perspective – International

- Associations looking at future bids (the market hasn't returned to previous levels)
- Associations are looking at hosting events closer to home base
- The market remains very competitive costs and legacy are key factors in decision making



Aussie Venue Perspective – International cont.

 High airfares and sustainability impacts on travel have reduced numbers

 Venues are investing in the market with increased spending on International Representation and Trade Show attendance

 Delegate attraction to recently held conventions has been variable

 Some international events have seen very large late increase in delegate numbers while others have seen similar sized falls





UNITED FOR REAL IMPACT

A NEW ENTITY, COMPRISED INITIALLY OF:





Australian Convention Centres Group



Who does ABEA represent?

Any business that serves to operate and benefit from the Business Events industry

Conferences
Meetings
Corporate events

Incentives
Trade Shows
Consumer Shows
Field Days









VOICE

Amplify the influence of BEIA on issues that impact our sector. Being bold, brave, and focused on the issues which affect those who work within it



Leverage BEIA's position as NZ's peak industry body domestically and internationally and support member's business development activities



COMMUNITY

BEIA believes business events not only help communities economically, but they leave a lasting positive impact on New Zealand's unique environment, and cultural and social framework.

EDUCATION

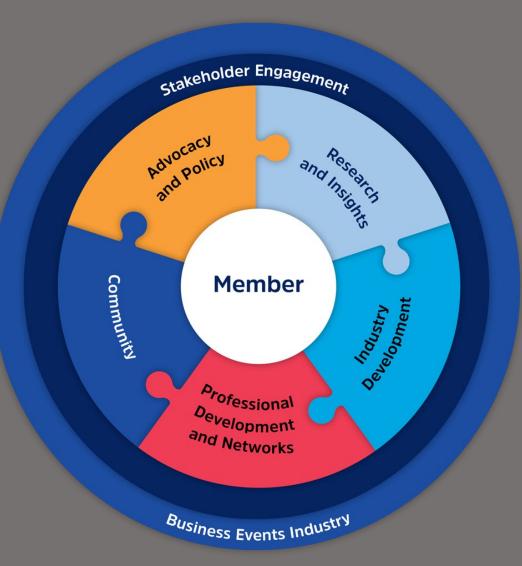
and skills in the sector reinforce its viability as a sustainable caree choice with industryspecific learning and development



INSIGHTS

Build and increase the accessibility and use of data to provide value, information and insights
Use this to support informed industry decision-making



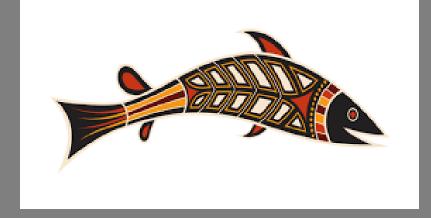












Ngā mihi - Thank You

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