# CCOR IT'S A WORLD THE GLOBAL SHIFT SHAKING UP OUR BUSINESS

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## BY EMLYN BROWN VICE PRESIDENT WELL-BEING **LUXURY & PREMIUM BRANDS**

As we enter 2020, it's time to rethink wellness.

The 'wellbeing state of mind' has changed the way people, from millennials to silver surfers, think, consume - and travel.

Across these generations, across social media platforms like Instagram, their focus is on health before all else. There's no room for denial in any industry, but especially in ours, which is so fundamentally connected to wellbeing.

It's time to reassess the value of wellness: its role within our operations, our Group's image and, most importantly, how we calculate the ROI of

our investment in wellness activities.

With our colleagues in Consumer & Market Insights (CMI), we've crunched the data to explore and anticipate consumers' expectations for wellness experiences. And what the payback is for business.

The data shows we need to make wellness the standard. not the add-on. And we need to think bigger: beyond the gym, beyond the spa, and beyond granola and chia seeds for breakfast.

Because the modern luxury traveler of now – and the future - is on a journey: to find purposeful new travel

experiences that speak to their inner self and to personal fulfilment. And they're willing to pay a premium for it.

What's more, the data shows that how well we meet their wellness needs influences how 'delighted' they feel about their hotel stay; and how likely they are to return.

It is a dynamic chapter across Accor to make wellbeing activities a companywide imperative. How much we truly invest in wellness, how we integrate feeling better into the entire customer journey so our quests can stick to their healthy habits in-hotel as they do at home, and how we provide spaces for them to discover new ones. It's an exciting time as we look to shore up our future business health.

Wellness is a lifestyle goal and it's here to stay. And if we're as committed as our quests are, if we can give them new wellness experiences, they'll be here to stay too.



# FOREWORD

BY FRANÇOIS DUNG SENIOR VICE PRESIDENT **CONSUMER & MARKET INSIGHTS** 

#### Welcome to the wellness age.

The changes over the past decade have been fascinating to observe. Through our studies into human behaviour, at CMI, we've seen the growing desire to live healthier evolve into one of the most powerful cultural shifts of this second decade of the 21st century.

What emerged as a trend has become a way of life in itself. Once approached in short bursts as an antidote to the negative impacts of modern existence, a healthy lifestyle has become the very definition of successful living. Today, wellbeing is a positive opt-in, rather than a quick-fix opt-out of stress.

Our role at CMI is to bring our understanding of today and tomorrow's consumer into the heart of business decisions at Accor. In this report, we've pooled data from our own guests' behaviour and our hoteliers' insights, with external research from consumers worldwide. Together with market observations of the most inspiring wellness innovations from other brands, we've weighed up the commercial advantage of wellness and how this can inform the group's strategy in this White Paper.

As we go into the 2020s, what challenges can we anticipate? In a world waking up every

day to greater environmental urgencies, as technology continues to impact our lives for good and for bad, consumers' approach to wellness will continue to evolve.

As the market grows ever more sophisticated, to stand out we will need sharply positioned wellness propositions to bring value to each of our brands. New dimensions of wellness will emerge, and existing ones will evolve. Healthy nutrition, for example, is already a highly developed, multi-faceted offer; we can expect other areas of wellness, such as sleep and design, to grow more important and nuanced too.

No longer a trend, no longer an option. No longer a commitment just at home, or in waking hours; wellness is the standard our guests have come to expect. At CMI we're delighted to help our brands and business not only meet these standards but also stay ahead into 2020. At Accor, wellness is our world. Let's own it.



GOOD FOR

CUESTS

Expectations for wellness experiences continue to rise

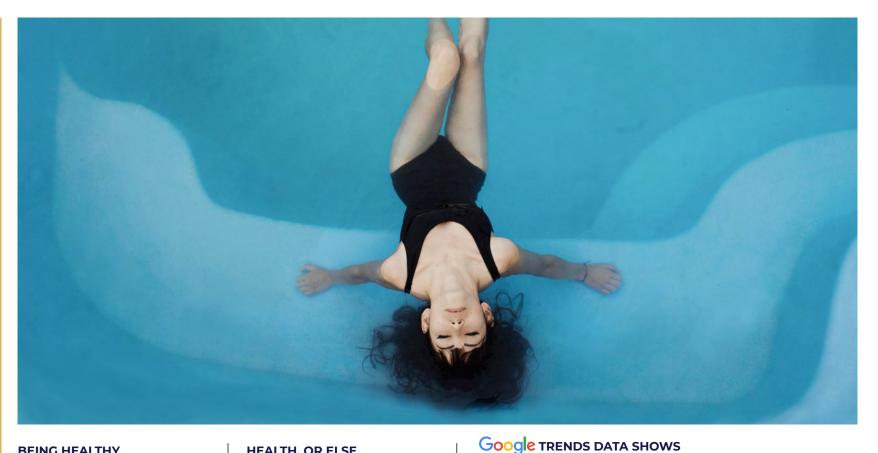




# **WELLNESS IS THE NEW STANDARD**

Behind the mind-body headlines, the smoothie bowls and pilates poses, wellness is simply the state of being in good health as an actively sought lifestyle goal 1.

When it comes to wellness, consumer research confirms a fundamental societal shift underway: feeling healthier as a lifestyle goal has well and truly entered the mainstream.



#### **BEING HEALTHY** A DAILY AMBITION



TAKE STEPS IN DAILY LIFE TO STAY **HEALTHY, SUCH AS EATING IN** MODERATION, GETTING EXERCISE, **MANAGING STRESS** 





**HEALTH, OR ELSE** WELLBEING IS THE No.1 GOAL FOR THE COMING YEAR



'I'M STRIVING TO BECOME HEALTHIER IN THE COMING YEAR'

(2ND AND 3RD TOP CHOICES WERE: 'SPEND MORE TIME WITH MY FAMILY' & 'GO SOMEPLACE NEW')

**56**%



60%

'WELLBEING' SEARCHES ON THE UP 4



What is Google Trends? By analyzing what people are searching for on Google, Google Trends shows us the relative popularity of search terms over a certain period of time. What you see in the charts above is not the total volume of searches for a particular term, but rather how popular that search has been, compared to the total volume of searches on Google. To ensure data is relevant, we have filtered it by specific categories (e.g. Health, beauty, fitness, food & drink, etc.). See notes at end for further details of filters used.





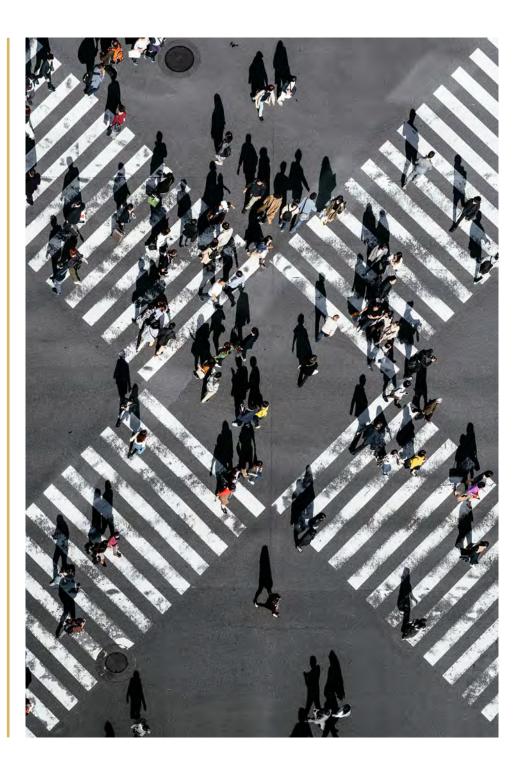




# WHY WELLBEING **IS HERE TO STAY**

The top wellness trends - the must-try fitness techniques, the miracle superfoods - may come and go, but our underlying desire to get healthier is here to stay. As is the willingness to pay for wellness products and services to help us do so.

That's because the profound economic & social factors driving wellness aren't going anywhere...



#### **4 ECONOMIC & SOCIAL FACTORS DRIVING THE RISE OF WELLNESS**

#### UNHEALTHY **MODERN LIVING**

Hyper-connection, pollution, congestion, industrialized food. sedentary office work: modern living is taking its toll on our health.



**FEELING UNHAPPY (PAIN.** WORRY, STRESS) FOR **MUCH OF THEIR PREVIOUS** DAY, THAT'S ALMOST ONE IN EVERY THREE OF US 5

#### **HEALTHCARE** FOR AGEING **POPULATIONS**

The rising healthcare costs of an ageing population is driving an increased focus on prevention, through lifestyle changes to promote wellbeing into old age.



THE ECONOMY IN MOST **COUNTRIES. AND OVERALL** WORLDWIDE 6

#### CONNECTED HEALTH

Technology gives us the tools to track our bodies and what we put in them, putting data at our fingertips to take our health into our own hands.



INTERESTED IN A DEVICE TO TRACK THEIR HEALTH & SEND INFORMATION **DIRECTLY TO THEIR** DOCTORS 7

#### 'I EXPERIENCE THEREFORE I AM'

The shift from possessions to experiences goes hand in hand with wellness. With its focus on finding new ways to feeling good, wellness, by its nature, meets our desire for greater personalization and more experience.



**EXPERIENCES IN THEIR** 



Are the curtains airpurifying?



# **WHY GROWING ANXIETY ABOUT THE ENVIRONMENT TAKES WELLNESS CONCERNS BACK TO BASICS**

Even where living standards are high, today's environmental context is calling into question health fundamentals such as clean water and air. Media headlines and emotive brand campaigns mean guests may have these concerns on their minds when they visit our hotels. Not just spas and workouts, wellness for consumers is also about rethinking our health from the basics up.



#### **INDOOR POLLUTION**

The risks of outdoor pollution are generally well-established; recently consumers' attention has also been drawn to the risks of indoor pollution and its health impact, with some major brands taking on the subject.



#### **VELUX'S INDOOR GENERATION CAMPAIGN CLAIMS THAT INDOOR AIR CAN BE 5 TIMES MORE POLLUTED THAN OUTDOOR AIR**



**IKEA INNOVATES** WITH THE AIR PURIFYING **CURTAIN "GUNRID"** 

#### MICROPLASTICS IN OUR WATER

The world has woken up to plastic - that it's not only all around us - but actually inside us. The discovery of microplastics in bottled water prompted the WHO to launch a safety review. Consumers are concerned and confused about what is ultimately safe to drink.

STUDY FINDS MICROPLASTICS IN

OF BOTTLED WATER

NUMBER OF **PLASTIC PARTICLES PER EVERY LITER OF** WATER SOLD

#### **↓ LOWEST & HIGHEST NUMBER OF PLASTIC PARTICLES** FOUND PER LITER OF BOTTLED WATER (LOCATION & BRAND) 9

BRAND	PURCHASED IN	LOWEST AND HIGHEST NUMBER OF PARTICLES PER LITRE
NESTLÉ PURE LIFE	● ④ ●	0 - 10,390
BISLERI	<u> </u>	0 - 5,230
GEROLSTEINER	•	9-5,160
AQUA Danone	•	0-4,713
EPURA Pepsico	(a)	0 - 2,267
AQUAFINA Pepsico	<b>6 0</b>	2-1,295
MINALBA Grupo Edson Queiroz	•	0 - 863
WAHAHA	<b>a</b>	1-731
DASANI Coca-Cola	<b>⊕ ⊕</b>	2-335
EVIAN Danone	0	0-256
SAN PELLEGRINO Nestlé	0	0-74



**HOTELIER** 



WELLNESS **MUST NO LONGER BE AN ADD-ON** 

# $\setminus$ Our Challenge $\setminus$

#### **KEEPING UP WITH RISING EXPECTATIONS**

WELLNESS IS NOT AN OPTION IT'S THE STANDARD TODAY'S GUESTS EXPECT

#### **CAN HOTELS KEEP UP WITH GUESTS' GROWING WELLNESS EXPECTATIONS?**

FEEDBACK

It's become so important to help our kids eat healthily now, we make a lot of effort

at home. Then when you go on holiday, you lose control because kids' menus are all ice-creams and fried food. 10

**FEEDBACK** 

We've definitely seen guests grow more demanding with wellness over the vears. What

was exceptional 10 years ago is iust standard now. If I'd known 10 years ago. I would have built a bigger spa. 11

**BUSINESS TRAVEL** MEANS PUTTING YOUR HEALTH ON HOLD. FOR HOW LONG?



I'm less likely to WORK **OUT** on a work trip than at home. 12

44%

I'm more likely to EAT **UNHEALTHY FOODS** on a work trip than at home. 13

# \ Our Opportunity

#### LEVERAGING THE POTENTIAL OF WELLNESS

HOTELS ARE NATURAL HOMES FOR WELLNESS AND WELLNESS COMES WITH PAYBACK

#### **CONSUMERS ALREADY TRAVEL TO FEEL BETTER**

#### **↓ WHAT CONSUMERS LOOK FOR IN A HOLIDAY 14**



MANY MOTIVATIONS FOR TRAVELLING ARE SYNONYMOUS WITH WELLNESS

#### **WELLNESS IS TODAY A STATUS SYMBOL**

Health is the new wealth, as evidenced by the number of celebrities creating wellness brands.

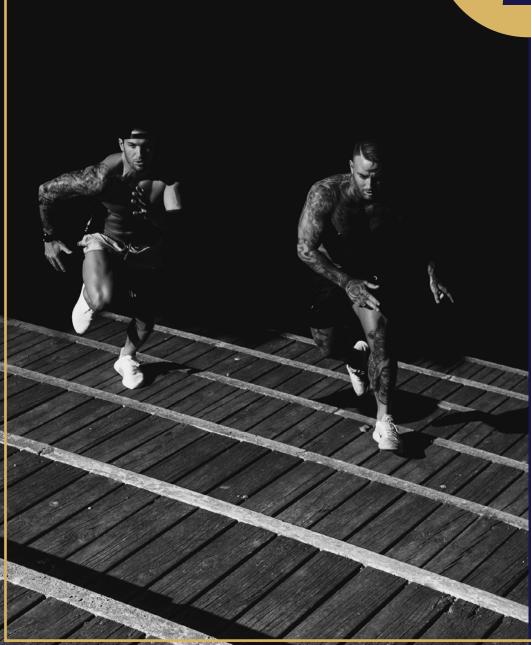
Jessica Alba launched The Honest Company selling natural baby products in 2011.

Other examples of celebrity wellness brands include Kate Hudson's Fabletics sportswear brand and Gwyneth Paltrow's Goop lifestyle brand.

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GOOD FOR

# BUSINESS

Wellness attracts higher-value, more frequent customers

#### GOOD FOR BUSINESS



I love to exercise, and eat healthy .... Not many hotels cater for healthconscious eaters .... I will only stay here from now on

CUSTOMER REVIEW 15



**WHY WELLNESS PAYS FOR OUR GUESTS AND US** 





#### WELLNESS-SEEKING TRAVELERS SPEND MORE

Wellness travelers far outspend the average tourist. With their promise of a healthier, happier, safer self, wellness products and services typically command a premium, attracting those willing & able to pay it.

COMPARED TO THE AVERAGE TOURIST **WELLNESS TRAVELERS' PER-TRIP SPEND 16** ON INTERNATIONAL TRIPS ON DOMESTIC TRIPS

> • Wellness travelers are very high-spending, high-yield tourists

> > GLOBAL WELLNESS INSTITUTE



#### WELLNESS HELPS CREATE THE MOST 'DELIGHTED'. FREQUENTLY RETURNING GUESTS

Accor's data scientists analyzed what makes a highly satisfied customer from millions of comments sourced from review sites & GSS surveys. They also looked at booking behavior to determine whether "delighted" customers were more likely to return than neutral or dissatisfied customers.

**WHAT MAKES** A 'DELIGHTED' **CUSTOMER?** 17

**DELIGHTED** = THOSE **SCORING 90-100 IN OVERALL SATISFACTION OUESTIONNAIRES** 



Customers who gave positive feedback about wellness were 38% more likely to give their hotel a top overall satisfaction score

A delighted guest is

+14%

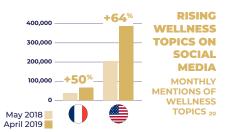
more likely to return than an average guest 18



#### WELLNESS IS OUR 'IN' TO A GLOBAL, GROWING CONVERSATION

Visual, aspirational and spanning many sectors: from food to fitness, wellness feeds 8.5 million conversations a month. Fueled by dynamic, innovative brands and star wellness influencers.





Tap into wellness messaging and you're tapping into a thriving ecosystem of already engaged users.

#### **EXAMPLES OF HIGH-PERFORMING WELLNESS BRANDS & INFLUENCERS**

(Numbers of followers/subscribers taken in November 2019)







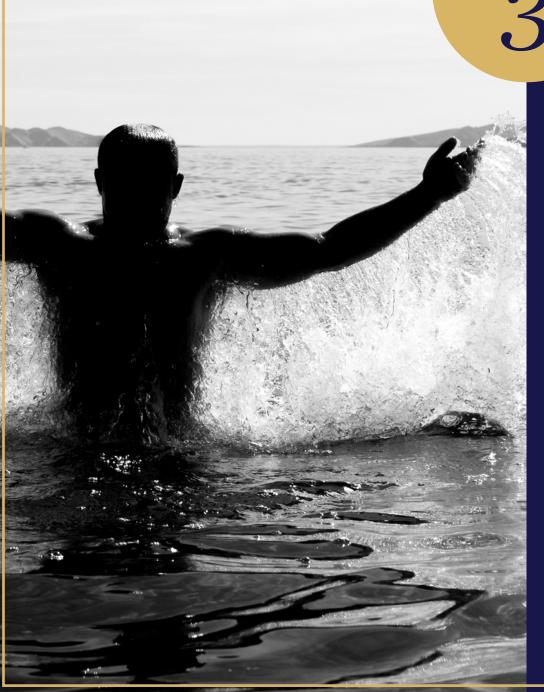












GOOD FOR
ACCOR

Wellness serves the group's image & strategy

GOOD FOR ACCOR

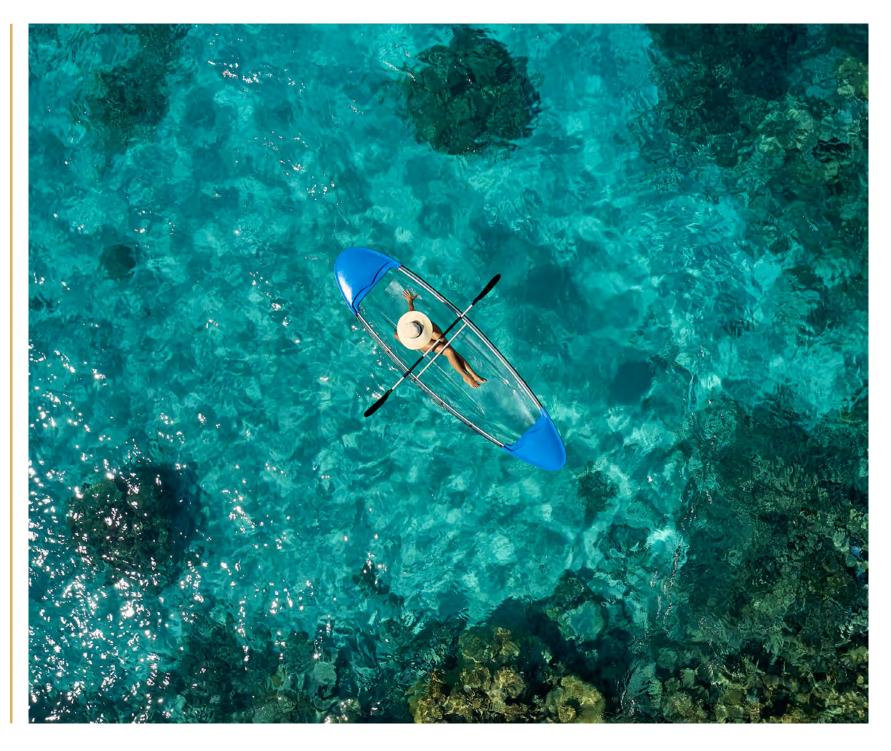


We have transformed Accor from a hotel group into a holistic ecosystem of hospitality services .... By integrating new businesses, we continuously redefine hospitality

SÉBASTIEN BAZIN



**WHY WELLNESS IS A NATURAL BOOST TO ACCOR'S TRANSFORMATION** 





#### AN OBVIOUS, LEGITIMATE WAY TO DIVERSIFY

The wellness boom is fueled by a large dose of innovation and cross fertilization between all sorts of sectors, from coffee to cars. Accor has a strong and legitimate role to play here: travel, hospitality & wellness go hand in hand.

This organic intersection provides Accor with fertile territory for diversification & synergies, with crossover in both directions. It gives Accor a great angle through which to enrich the in-hotel experience – and also natural paths to branch out into other sectors.

#### **CROSS-FERTILIZATION BETWEEN SECTORS** IS DRIVING INNOVATION IN WELLNESS

#### **APPLE GETS INTO** THE SLEEP BUSINESS

In 2017, Apple bought beddit, the sleep tracking device that lives beneath your bedsheet. a sign of a move into the sleep tracking market.

#### **SOHO HOUSE'S COWSHED EXTENDS THE BRAND INTO SPAS** AND PEOPLE'S BATHROOMS

Wellness is now an integral part of the Soho House experience. And the members clubs have also branched out with Cowshed spas & bodycare products.

#### **EQUINOX OPENS A HOTEL** TO EXTEND ITS WORLD OF LUXURY WELLBEING

Hitting the gym hotel. High-end gym chain Equinox has opened its own hotel in New York so guests can keep up their health commitment in a wholly glamourous way.



#### WELLNESS IS A WAY TO REACH CUSTOMERS IN THEIR DAILY LIVES... & GIVE THEM REASONS TO REMAIN WITHIN ACCOR'S ALL LOYALTY ECOSYSTEM

Accor's move to a service-oriented business model is built on the idea of engaging our customers outside of their hotel stay and helping with things in their life that they really care about.

Wellness is a golden opportunity here: it is a universal, emotionally charged and frequent concern for all sorts of customers, cutting across all areas of life, from the daily routine to the exceptional.

#### **HOTEL SPAS ALREADY OFFER WELLNESS FOR A DAY**



**SPA REVENUE** COMES FROM LOCAL RESIDENTS 21

**COUNTLESS MORE OPPORTUNITIES EXIST IN WELLNESS. ACROSS CONSUMERS' DAILY LIVES** 

#### ESTIMATED MARKET SIZES FOR WELLNESS INDUSTRY SEGMENTS 22



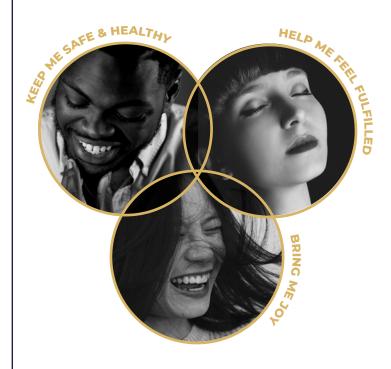


#### **WELLNESS: A POWERFUL MESSAGE**

The power of wellness messaging is that it addresses our key human needs in an emotional, sensual and positive way.

Embracing wellness promises a healthier, fulfilled, relaxed and more confident self, without the punitive elements such as fear, quilt or loss of control that can come with other health-related conversations such as dieting.

Put simply, a happy message for Accor.





# SUMMARY

The Wellness Payback: Benefits span hotel ecosystem and beyond



# WELLNESS

## SYNONYMOUS WITH HOSPITALITY OF TODAY AND TOMORROW, RICH IN POTENTIAL AND REWARDS

It's time to take wellness as seriously as our guests do.

#### A MAINSTREAM STANDARD

Keeping up with our customers' wellness expectations to remain relevant.

#### **DELIGHTED, REPEATING GUESTS**

Wellness boosts customers' satisfaction and highly satisfied customers return more.

#### **AND HEALTHY REVENUES**

Wellness experiences drive revenue for hotels, through higher-spending & higher-repeating customers.

#### NATURAL BOOST TO ACCOR'S STRATEGY

Legitimate paths to diversification and booster to loyalty ecosystem

#### POSITIVE CORPORATE COMMUNICATION

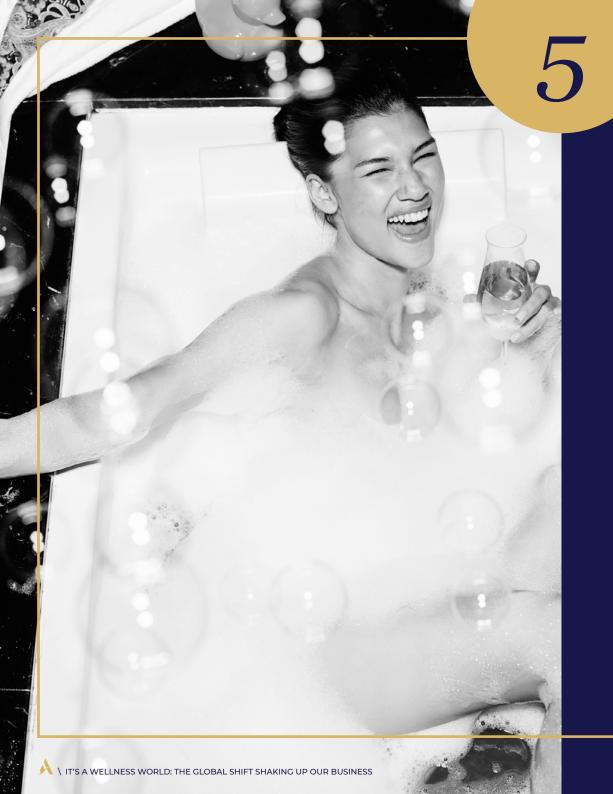
Messages for the Group that resonate with clients and chime with hospitality.

#### AN INVESTMENT IN THE HEALTH OF OUR BRANDS AND THE GROUP

Wellness benefits span the hotel ecosystem and beyond. It's time to get the real measure of wellness impacts.

#### **NEW CHALLENGES AND OPPORTUNITIES TO COME** AS THE MARKET GROWS MORE SOPHISTICATED

Expert, sharply defined wellness value propositions will become key to bring value to our brands.



WELLBEING AT ACCOR

HICHLICHTS

# WELLBEING HICHLIGHTS \ SPOTLIGHT ON HOTELS





# FAIRMONT QUASAR ISTANBUL,

home to the first Willow Stream Spa in Turkey and in collaboration with Mindfulness Academy welcomes guests with a new corporate wellbeing program, to gain a conscious awareness approach to life and help handle daily anxieties with ease. The half day Mindful Moments program is designed to improve work-life balance and improve efficiency for business travelers.







The high point of the experience has been the Spa. My daughter and I spent 3 hours being pampered. Never having had a "Hammam" before, it's a wonderful experience.



**TRIPADVISOR REVIEW** 





#### **PULLMAN SAINT PANCRAS**

has launched its athlete-inspired Running Club partnering with renowned fitness expert and Technogym Global Master Trainer offering hotel guests the chance to train like elite athletes in one of the most notable areas in the capital.

In addition, Pullman Hotels&Resorts continues to expand its wellness program with Bootcamp, a new series of videos on YouTube, designed by the brand's wellness coach, Sarah Hoey.









My surprise was how nice the fitness room is: clean, modern machines (including a great spin bike), plenty of equipment for core exercises and weight training, and high ceilings, floor-to-ceiling windows and a great view. I didn't feel like I was missing out on London by getting my workout in.



TRIPADVISOR REVIEW



# WELLBEING HICHLIGHTS \ SPOTLIGHT ON HOTELS











#### THE RETREAT PALM DUBAI MGALLERY HOTEL **COLLECTION**

Home to the world's first Riya

Wellness Centre, the programs are customized to a guest's particular health interest and length of stay. They include: Revive with the Emotional Wellness Retreat; Rebuild with the Weight Management Retreat; and Reshape with the Fitness Retreat.



# WELLBEING HICHLIGHTS \ SPOTLIGHT ON HOTELS





#### **FAIRMONT GRAND DEL MAR,**

the only Forbes Travel Guide spa granted Five Stars, launched Dr Burgener, luxury Switzerland skin care concept and treatment line, becomes the second location within the United States to carry the premium brand and offer signature treatments, which have already attracted widespread attention worldwide.







This property has an amazing Spa. If ever there is a place where you'd want to splurge and treat yourself to an incredible treatment, their 2-hour  $`Decompression' \, treatment$ is unbelievable



TRIPADVISOR REVIEW

#### **BESPOKE EMOTIONAL WELLBEING**

Bespoke experiences to enhance guests' emotional wellbeing bringing them serenity, harmony and pleasure.

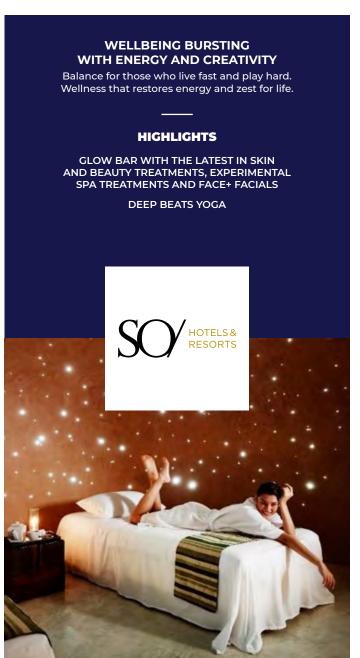
#### **HIGHLIGHTS**

PEACEFUL ENVIRONMENTS DESIGNED USING FENG SHUI AND BIOPHILIA TECHNIQUES

FOOD CREATED TO ENHANCE SLEEP, COUNTER THE EFFECTS OF JET LAG AND PROMOTE GUT HEALTH

SLEEP RITUALS INCLUDING AROMATHERAPY AND LUXURIOUS SLEEP MASKS







#### **IGNITING GUESTS' INNER SPARK**

Wellbeing to nourish the soul and empower a balanced lifestyle, in thoughtfully designed spaces.

#### **HIGHLIGHTS**

**IN-ROOM AMENITIES FOR SELF-CARE:** HIGH QUALITY HAIR EQUIPMENT, FACE WIPES, MAKE-UP MIRROR

SIGNATURE TREATMENTS

**SELF CARE MANTRAS** 



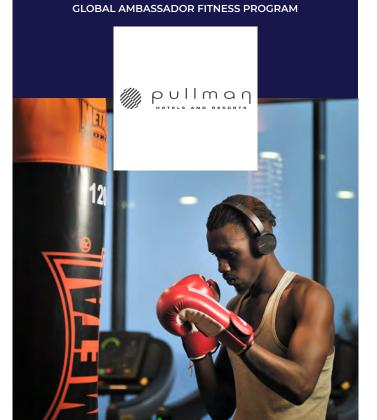
# VITALITY The Vitality Room, created in partnership with Wallpaper\* magazine, has taken the philosophy to the next level to allow quests to revitalize body, mind and soul. **HIGHLIGHTS** CIRCADIAN LIGHTING TECHNOLOGY UNIOUELY DESIGNED TO ADAPT TO THE GUEST'S CIRCADIAN RHYTHM IN-ROOM YOGA STATION, AND A WELLNESS WALL WITH A CHOICE OF 3 TRAINING MODULES BLACK-OUT BLINDS, AIR PURIFICATION SYSTEM, LIGHTING & SCENT SHOWER OPTIONS. **VITALITY SNACK BAR & SUPERFOODS**

#### **POWER FITNESS**

Power Fitness is for those who want to stay at the top of their game while having fun. We not only help our guests to keep their wellness routine and to work out efficiently and effectively, we make fitness rewarding and fun.

#### **HIGHLIGHTS**

**ENERGETIC POWER FITNESS ZONE BOUTIQUE FITNESS DESIGN CONCEPT** VIDEO ON DEMAND EXERCISE CLASSES **POWER UP F&B MENU** 



#### **SOURCES**

- Merriam Webster
- Foresight Factory | Base: 26810 online respondents aged 16-64, Global Average, 2018 July. The Global Average has been created by taking the average response across the following countries: Australia, Brazil, Canada, China, Denmark, Finland, France, GB, Germany, India, Indonesia, Ireland, Italy, Japan, Malaysia, Mexico, Russia, Singapore, South Korea, Spain, Sweden, Thailand, UAE, USA
- 3 Affluent Perspective 2018 Year End Report, YouGov
- The following search parameters were used:
  "Acupuncture near me": Worldwide;
  01/012013-31/12/2018; Health; Web search
  "Gluten free": Worldwide; 01/01/200831/12/2018; Cooking & Recipes; Web search
  "Hotels with jacuzzi in room": Worldwide;
  01/01/2008-31/12/2018; Hotels &
  accommodations: Web search
- 5 Gallup 2019 Global Emotions report; Negative experience index
- 6 World Health Organisation, Public Spending on Health: A Closer Look at Global Trends 2018
- 7 Net respondents answering "very interested" or "quite interested". Foresight Factory |
  Base: 5557 online respondents aged 16-64,
  Global Average, 2016 October. The Global
  Average has been created by taking the average response across the following countries: China, GB, Germany, Sweden, USA.

- 8 Net respondents answering "strong need" or "moderate need".
  Foresight Factory | Base: 29291 online respondents aged 16-64, Global Average, 2019 May.
  The Global Average has been created by taking the average response across the following countries: Australia, Brazil, Canada, China, Denmark, Finland, France, GB, Germany, India, Indonesia, Ireland, Italy, Japan, Malaysia, Mexico, Netherlands, Poland, Russia, South Korea, Spain, Sweden, Thailand. USA.
- Source: Orb Media
  n = 259 bottles from 11 brands across
  9 countries.
  Plastic discovered Included polypropylene,
  nylon, and polyethylene terephthalate.
- 10, 11 Qualitative research carried out in 2019 by Accor's Consumer & Market Insights team
- 12, 13 On Call International travel survey 2017. Findings based on a Google Consumer Survey of 1,000 US frequent business travellers.
- 14 Foresight Factory | Base: 26810 online respondents aged 16-64, Global Average, 2018 July. The Global Average has been created by taking the average response across the following countries: Australia, Brazil, Canada, China, Denmark, Finland, France, GB, Germany, India, Indonesia, Ireland, Italy, Japan, Malaysia, Mexico, Russia, Singapore, South Korea, Spain, Sweden, Thailand, UAE. USA.
- 15 Guest review taken from tripadvisor.com Review of SO/ Bangkok. Review edited for clarity and brevity.

- 16 Global Wellness Institute, 2018 Global Wellness Tourism Economy. Spend figures are for 2017.
- 17, 18 Analysis carried out by Accor data analytics team.
- 19, 20 Linkfluence, The state of wellness on the social web
- 21 CBRE Trends in the hotel spa industry; data for 2017
- 22 Global Wellness Institute, Global Wellness Economy monitor 2018

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