

## INBOUND OPERATOR PROFILE

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### Organization description:

HIS International Tours was established 42 years ago in Tokyo where it is headquartered. Currently, HIS in 65 countries has 374 branches in 204 cities. We have 217 companies in the world. Number of Employees are 13990 in the world and 150 employees in US. Our ever expanding network enables us to get timely information about countries worldwide and make all kinds of arrangements smoothly. We are challenging a lot of things which are doing Hotel business (Opened at NYC in Oct 2021), Theme park in Japan, Energy Business in Japan, Robot Business.

### Business classification:

- Wholesaler       Inbound/Receptive Tour Operator       Bed Bank       DMC

### Type of travelers (check all that apply):

- Group  
(Average size of group: up to 100)       Leisure       Scheduled  
 Customized       Corporate       MICE  
 FIT       Students

### Percentage of business that is:

10% B2B - Business-to-Business  
90% B2C - Business-to-Consumer  
\_\_\_\_\_ Other:

Percentage of business that is international inbound to the U.S.: 95%

Estimated number of room nights for 2022: unkown

### Percentage of tour/hotel types utilized by your travelers:

- Budget/Economy       Standard/Moderate       First Class/Superior       Luxury/Deluxe

Number of years conducting international inbound travel to the U.S.: 42

**Percentage of travelers during:**

33% Winter   28% Spring   12% Summer   27% Fall

**Product and package overview: types of products purchased:**

- Accommodations
- Airfare
- Dining
- Entrance Tickets
- One-Day Tours
- Shopping
- Transportation
- Other: \_\_\_\_\_

**How do you contract with hotels/suppliers:**

- Group Rates
- Static Rates
- Connectivity
- Other: \_\_\_\_\_

**Types of packages offered:**

- Cruise Holidays
- Cultural/Historical Tours
- Custom Tours (Shopping, Sports, Luxury, Culinary)
- Entertainment/Special Events
- Medical/Wellness Travel
- National Parks
- Religious Travel
- Student/Language Immersion Tours
- Adventure/Outdoor Tours

**U.S. destinations served:**

- Entire United States
- PACIFIC (Alaska, California, Hawaii, Oregon, Washington)
- WEST (Colorado, Idaho, Montana, Nevada, North Dakota, South Dakota, Utah, Wyoming)
- SOUTHWEST (Arizona, New Mexico, Oklahoma, Texas)
- MIDWEST (Illinois, Indiana, Iowa, Kansas, Michigan, Minnesota, Nebraska, Ohio, Wisconsin)
- SOUTHEAST (Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, Missouri, North Carolina, South Carolina, Tennessee, Virginia, Washington, DC, West Virginia)
- NORTHEAST (Connecticut, Delaware, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Vermont)
- USA TERRITORIES (American Samoa, Guam, Northern Mariana Islands, Puerto Rico, U.S. Virgin Islands)

**Top markets served (countries of origination):**

Japan

**What are you looking for from Suppliers/DMOs in 2022/2023:**