

# BUSINESS TRAVEL MARKET IN RUSSIA HITS US\$16 BILLION IN 2025



One out of every four journeys across Russia during 2025 was made for work purposes, amounting to 1.18 trillion rubles (about US\$16 billion) in total spending, stated Dmitry Gorin, the Vice President at the Russian Union of Travel Industry (RST). Business travel spans many fields, according to figures collected by the Union of Business Tourism Agencies (SAD). Among those most active are retail, oil and gas, alongside pharmaceutical firms.

The FMCG industry plays a role, just as IT and telecom sectors do. Finance contributes too, together with mining and mechanical engineering outfits. Agriculture remains involved, while electronics companies also take part. Most journeys happen within national borders - accounting for 78% of all such movement. That share climbed slightly compared to last year's number by 1.2 points.

## Business Trip Durations and Destinations

Most business trips within the country run just under four days. International assignments tend to stretch longer - around five days on average. **Growth in overseas journeys has climbed roughly one-tenth lately.** Shifting global politics reshaped where professionals go. Still, fresh routes opened up despite those changes. China leads as a common business travel destination abroad. Close behind come Kazakhstan, then Belarus. Uzbekistan appears frequently too. Turkey rounds out the list near the top. Each destination reflects evolving economic ties.

## Business Travel Spending Patterns and Booking Trends

Flight bookings make up more than half of services sold, reaching 53%. Hotel reservations follow at just under 21%, yet their portion keeps shrinking. Domestic air travel typically costs around 22,200 rubles per ticket. Staying in a local hotel averages 6,600 rubles - up by nearly one-sixth compared to last year. Trips abroad involve an average flight price of 52,600 rubles. Lodging overseas runs about 16,800 rubles nightly. Even so, total expenses for international journeys have dropped slightly due to shifts in worldwide markets. Lower overall prices now support stronger demand across borders.

Most domestic business travel gets booked fast - within a week - hitting 44%, while overseas stays slightly lower at 39%. Nearly eight out of ten reservations happen online, a share expanding by about twelve percent each year.

Some 23 million of the 92 million trips within Russia in 2025 served business needs. Regional areas could benefit noticeably - lodging income and taxes may grow because of it.

## Challenges in Hotel Classification and Service

A recent collaboration between RST and SAD collected responses from group members and business customers. Findings show persistent challenges within lodging services. Problems mainly involve internal evaluation methods. Official rating systems also contribute to difficulties. Issues continue despite repeated reviews.

Though roughly 30,000 lodging providers finished their own evaluations, just 8,000 hold certified

star rankings. That raises doubts on consistency across ungraded stays, despite platforms still showcasing them widely. Sluggish responses form another hurdle - certain places need over twenty-four hours to acknowledge bookings, way past the targeted twenty-minute mark. Right now, eight out of ten establishments operate with automated systems.

Gorin emphasized that growing interest in regional business travel raises expectations for consistent service levels. "Due to the lack of categorization, [business travelers] often do not understand how many stars a particular hotel has - that is, what level of comfort, infrastructure, and service it has," he noted.

## **Ongoing Reforms**

Starting in 2025, Russia introduced changes to how lodging places are classified. A required self-review by each property's owner kicks off the process. Once done, details go into a national database managed by Rosaccreditation. Only after that comes formal rating, carried out by a certified body.

Working through these issues remains a priority for the RST, with more experts likely to join efforts shaping hotel criteria. Stating his view plainly, Gorin pointed out that **skill levels matter greatly - keeping standards useful, not lost in red tape nobody asked for**. Practical upgrades mean little if they simply pile onto existing layers of procedure already slowing things down

With business travel growing steadily, tackling common challenges in standards and services becomes essential - not just for expansion but also for strengthening local economic networks across Russian regions.

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