

## Tourist profile. Historical data: 2018 - 2022

### IRELAND



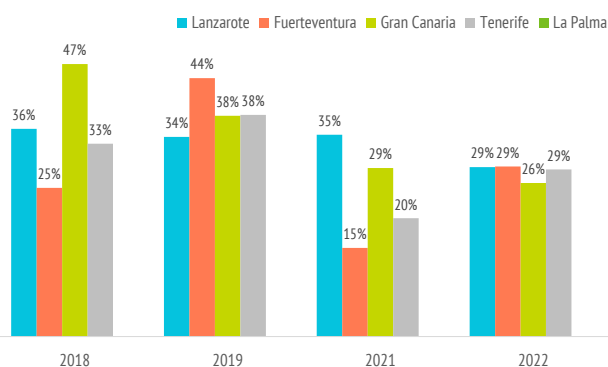
#### How many are they and how much do they spend?



	2018	2019	2020	2021	2022
<b>TOURISTS</b>					
<b>Tourist arrivals (FRONTUR) (*)</b>	<b>560</b>	<b>585</b>	<b>118</b>	<b>179</b>	<b>571</b>
<b>Tourist arrivals &gt; 15 years old (EGT) (*)</b>	<b>459</b>	<b>487</b>	<b>101</b>	<b>154</b>	<b>485</b>
- book holiday package (*)	164	177	31	43	138
- do not book holiday package (*)	295	310	70	112	347
- % tourists who book holiday package	35.8%	36.3%	31.1%	27.6%	28.4%

(\*) Thousands of tourists

#### % OF TOURIST WHO BOOK HOLIDAY PACKAGE



	2018	2019	2020	2021	2022
<b>Expenditure per tourist (€)</b>	<b>1,179</b>	<b>1,134</b>	--	<b>1,251</b>	<b>1,426</b>
- book holiday package	1,236	1,130	--	1,359	1,489
- holiday package	870	773	--	982	1,088
- others	366	357	--	377	401
- do not book holiday package	1,147	1,136	--	1,210	1,402
- flight	298	286	--	265	394
- accommodation	419	410	--	432	512
- others	430	440	--	513	496
<b>Average length of stay</b>	<b>8.37</b>	<b>9.01</b>	--	<b>9.44</b>	<b>8.95</b>
- book holiday package	8.10	7.90	--	7.65	8.05
- do not book holiday package	8.52	9.65	--	10.13	9.31
<b>Average daily expenditure (€)</b>	<b>149.1</b>	<b>140.8</b>	--	<b>148.1</b>	<b>177.3</b>
- book holiday package	158.2	147.2	--	181.3	189.9
- do not book holiday package	144.1	137.1	--	135.5	172.3
<b>Total turnover (&gt; 15 years old) (€m)</b>	<b>542</b>	<b>552</b>	--	<b>193</b>	<b>691</b>
- book holiday package	203	200	--	58	205
- do not book holiday package	338	352	--	135	486

#### What is the main purpose of their trip?

	2018	2019	2020	2021	2022
Holiday, leisure	95.8%	96.7%	--	88.7%	96.9%
Visiting family or friends	2.1%	2.1%	--	7.9%	2.7%
Business and work	0.5%	0.2%	--	0.8%	0.1%
Education and training	0.0%	0.1%	--	0.1%	0.0%
Sports training	0.5%	0.3%	--	0.3%	0.2%
Health or medical care	0.1%	0.0%	--	0.6%	0.0%
Fairs and congresses	0.0%	0.0%	--	0.0%	0.0%
Others	0.9%	0.6%	--	1.6%	0.1%

Source: Encuesta sobre el Gasto Turístico (ISTAC).

Note: Tourists under 16 years old are excluded. In order to calculate percentages, "Not applicable" and "No answer"

#### Aspectos más relevantes en la elección de Canarias



	2018	2019	2020	2021	2022
Climate	81.6%	81.0%	--	80.4%	79.8%
Safety	70.7%	67.2%	--	68.2%	70.4%
Accommodation supply	60.5%	60.6%	--	56.0%	57.9%
Price	57.5%	57.8%	--	52.1%	55.2%
Tranquility	53.1%	54.6%	--	50.1%	54.9%
Effortless trip	48.4%	44.4%	--	48.2%	51.6%
European belonging	44.4%	45.8%	--	48.9%	47.1%
Sea	38.6%	40.3%	--	47.2%	43.4%
Beaches	36.0%	37.8%	--	43.4%	39.9%
Gastronomy	30.1%	26.9%	--	32.7%	35.8%
Environment	34.3%	36.1%	--	40.1%	34.2%
Fun possibilities	31.2%	29.1%	--	28.6%	28.1%
Authenticity	20.9%	22.3%	--	28.1%	24.1%
Landscapes	20.0%	19.9%	--	25.6%	19.6%
Shopping	15.2%	15.2%	--	18.7%	16.8%
Nightlife	13.3%	13.0%	--	21.0%	13.5%
Exoticism	9.7%	11.1%	--	15.3%	10.6%
Culture	8.1%	9.1%	--	12.0%	9.6%
Historical heritage	5.1%	7.0%	--	8.9%	6.3%
Hiking trail network	5.1%	4.1%	--	5.1%	4.8%

Each aspect is rated individually ("Not important", "Somewhat important", "Quite important", "Very important")

% of tourists who indicate that the factor is "very important" in their choice.

#### What is the main motivation for their holidays?



	2018	2019	2020	2021	2022
Rest	68.5%	69.2%	--	68.0%	70.1%
Enjoy family time	15.8%	14.6%	--	13.0%	13.7%
Have fun	8.1%	10.5%	--	9.5%	7.9%
Explore the destination	5.2%	4.5%	--	6.7%	5.4%
Practice their hobbies	0.4%	0.3%	--	0.6%	1.0%
Other reasons	2.0%	0.9%	--	2.2%	2.0%

#### How far in advance do they book their trip?



	2018	2019	2020	2021	2022
The same day	0.3%	0.2%	--	0.6%	0.4%
Between 1 and 30 days	18.1%	19.3%	--	28.0%	13.7%
Between 1 and 2 months	22.1%	22.2%	--	28.7%	23.3%
Between 3 and 6 months	35.5%	38.9%	--	20.6%	34.9%
More than 6 months	24.0%	19.3%	--	22.2%	27.6%

#### What channels did they use to get information about the trip?

	2018	2019	2020	2021	2022
Previous visits to the Canary Islands	63.7%	63.9%	--	64.6%	66.5%
Friends or relatives	29.0%	29.1%	--	39.7%	30.3%
Internet or social media	55.2%	54.3%	--	41.2%	53.5%
Mass Media	0.8%	1.2%	--	2.2%	3.2%
Travel guides and magazines	5.3%	4.7%	--	3.6%	4.4%
Travel Blogs or Forums	5.2%	4.2%	--	3.5%	5.2%
Travel TV Channels	0.7%	0.7%	--	1.0%	1.3%
Tour Operator or Travel Agency	16.9%	15.4%	--	9.1%	12.9%
Public administrations or similar	0.3%	0.1%	--	2.2%	1.8%
Others	2.0%	1.6%	--	2.2%	2.7%

\* Multi-choice question

With whom did they book their flight and accommodation?

	2018	2019	2020	2021	2022
<b>Flight</b>					
- Directly with the airline	65.8%	65.9%	--	78.7%	72.2%
- Tour Operator or Travel Agency	34.2%	34.1%	--	21.3%	27.8%
<b>Accommodation</b>					
- Directly with the accommodation	53.3%	51.1%	--	59.1%	56.2%
- Tour Operator or Travel Agency	46.7%	48.9%	--	40.9%	43.8%

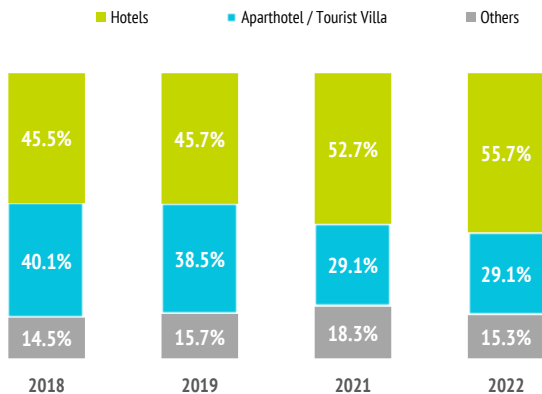
Where does the flight come from?

	2018	2019	2020	2021	2022
Ireland	92.0%	87.4%	--	93.1%	94.1%
United Kingdom	5.8%	9.9%	--	4.7%	4.0%
Mainland Spain	1.3%	1.4%	--	0.9%	1.3%
Poland	0.0%	0.0%	--	0.0%	0.2%
Portugal	0.1%	0.0%	--	0.7%	0.1%
France	0.0%	0.0%	--	0.0%	0.1%
Others	0.8%	1.3%	--	0.6%	0.1%

Where do they stay?

	2018	2019	2020	2021	2022
1-2-3* Hotel	10.5%	7.7%	--	9.2%	11.0%
4* Hotel	27.9%	30.8%	--	35.3%	33.7%
5* Hotel / 5* Luxury Hotel	7.1%	7.2%	--	8.2%	11.0%
Aparthotel / Tourist Villa	40.1%	38.5%	--	29.1%	29.1%
House/room rented in a private dwelling	5.7%	6.5%	5.4%	5.1%	4.9%
Private accommodation (1)	4.4%	4.6%	5.7%	9.1%	6.0%
Others (Cottage, cruise, camping,...)	4.4%	4.7%	3.8%	4.1%	4.4%

(1) Own property / House of friends or relatives / Free housing exchange / Other private accommodation.



What do they book?

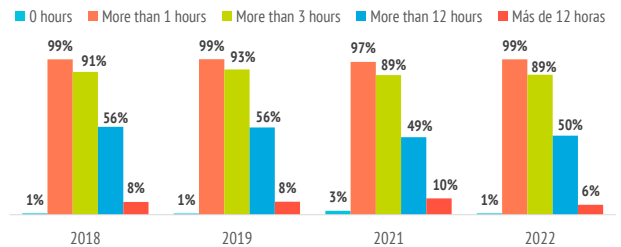
	2018	2019	2020	2021	2022
Room only	47.9%	43.4%	--	38.9%	39.5%
Bed and Breakfast	16.3%	19.7%	--	21.3%	24.3%
Half board	17.0%	16.6%	--	16.8%	15.2%
Full board	2.1%	3.0%	--	1.6%	2.4%
All inclusive	16.6%	17.3%	--	21.4%	18.5%

Other expenses

	2018	2019	2020	2021	2022
Restaurants or cafes	73.8%	73.2%	--	75.7%	77.1%
Supermarkets	67.7%	61.9%	--	60.7%	65.0%
Car rental	14.4%	13.9%	--	20.4%	18.3%
Organized excursions	19.1%	18.9%	--	18.1%	20.3%
Taxi, transfer, chauffeur service	52.3%	52.7%	--	52.9%	57.4%
Theme Parks	8.9%	10.2%	--	10.7%	12.0%
Sport activities	8.5%	7.8%	--	12.5%	11.0%
Museums	3.0%	3.9%	--	1.6%	3.6%
Flights between islands	6.0%	6.2%	--	2.9%	5.3%

Activities in the Canary Islands

Outdoor time per day	2018	2019	2020	2021	2022
0 hours	0.9%	0.8%	--	2.5%	0.8%
1 - 2 hours	7.9%	6.5%	--	8.4%	9.9%
3 - 6 hours	35.1%	37.0%	--	39.6%	38.9%
7 - 12 hours	48.0%	47.4%	--	39.0%	44.1%
More than 12 hours	8.1%	8.3%	--	10.4%	6.4%



Activities in the Canary Islands	2018	2019	2020	2021	2022
Walk, wander	78.7%	77.9%	--	80.0%	81.4%
Swimming pool, hotel facilities	73.2%	72.9%	--	67.4%	73.0%
Beach	66.1%	68.6%	--	67.2%	71.2%
Explore the island on their own	31.3%	33.6%	--	32.7%	31.8%
Nightlife / concerts / shows	28.9%	30.7%	--	24.2%	24.3%
Taste Canarian gastronomy	22.0%	23.1%	--	25.7%	23.7%
Organized excursions	15.4%	16.0%	--	12.3%	17.3%
Theme parks	16.2%	15.8%	--	14.3%	16.5%
Swim	--	--	--	43.2%	13.8%
Sea excursions / whale watching	9.3%	10.7%	--	13.9%	10.9%
Beauty and health treatments	8.9%	11.0%	--	11.0%	9.8%
Wineries / markets / popular festivals	10.5%	10.7%	--	8.8%	8.6%
Hiking	--	--	--	7.9%	6.9%
Cycling / Mountain bike	--	--	--	5.9%	6.5%
Running	--	--	--	8.2%	5.6%
Museums / exhibitions	5.5%	8.3%	--	4.5%	5.1%
Practice other sports	--	--	--	3.7%	4.3%
Golf	--	--	--	4.5%	3.9%
Other Nature Activities	--	--	--	4.3%	2.9%
Surf	--	--	--	2.1%	2.3%
Scuba Diving	--	--	--	1.8%	2.3%
Astronomical observation	1.3%	1.6%	--	1.2%	1.7%
Windsurf / Kitesurf	--	--	--	1.9%	1.4%

\* Multi-choice question

Which island do they choose?

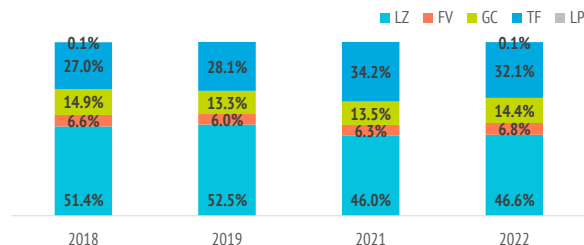
Tourists (> 15 years old)	2018	2019	2020	2021	2022
Lanzarote	235,790	255,610	--	70,864	225,649
Fuerteventura	30,504	29,360	--	9,729	32,940
Gran Canaria	68,215	64,945	--	20,775	69,789
Tenerife	123,915	136,819	--	52,745	155,532
La Palma	505	0	--	0	517

Share by islands	2018	2019	2020	2021	2022
Lanzarote	51.4%	52.5%	--	46.0%	46.6%
Fuerteventura	6.6%	6.0%	--	6.3%	6.8%
Gran Canaria	14.9%	13.3%	--	13.5%	14.4%
Tenerife	27.0%	28.1%	--	34.2%	32.1%
La Palma	0.1%	0.0%	--	0.0%	0.1%

How many islands do they visit during their trip?

	2018	2019	2020	2021	2022
One island	91.8%	91.7%	--	94.9%	94.5%
Two islands	7.8%	7.7%	--	5.0%	5.2%
Three or more islands	0.4%	0.6%	--	0.1%	0.3%

% TOURISTS BY ISLANDS



How many are loyal to the Canary Islands?

	2018	2019	2020	2021	2022
Repeat tourists	82.6%	81.1%	--	78.7%	82.0%
At least 10 previous visits	23.6%	23.0%	--	24.7%	30.5%
Repeat tourists (last 5 years)	76.6%	75.6%	--	71.4%	75.3%
Repeat tourists (last 5 years) (5 or more)	25.6%	25.4%	--	19.5%	19.3%

How do they rate the Canary Islands?

Satisfaction (scale 0-10)	2018	2019	2020	2021	2022
Average rating	8.67	8.83	--	9.11	8.91
Experience in the Canary Islands	2018	2019	2020	2021	2022
Worse or much worse than expected	2.6%	1.7%	--	0.9%	1.8%
Lived up to expectations	54.2%	56.2%	--	47.3%	54.4%
Better or much better than expected	43.3%	42.0%	--	51.8%	43.9%
Future intentions (scale 1-10)	2018	2019	2020	2021	2022
Return to the Canary Islands	8.84	8.99	--	9.24	9.07
Recommend visiting the Canary Islands	9.01	9.14	--	9.36	9.21

Who are they?

	2018	2019	2020	2021	2022
<b>Gender</b>					
Men	48.5%	46.2%	--	48.4%	48.0%
Women	51.5%	53.8%	--	51.6%	52.0%
<b>Age</b>					
Average age (tourist > 15 years old)	47.2	46.8	--	43.7	47.8
Standard deviation	15.0	14.8	--	16.3	15.6
<b>Age range (&gt; 15 years old)</b>					
16 - 24 years old	7.3%	8.7%	--	14.3%	8.9%
25 - 30 years old	8.4%	8.2%	--	13.3%	8.5%
31 - 45 years old	30.1%	29.2%	--	26.8%	26.6%
46 - 60 years old	31.6%	32.9%	--	27.9%	31.5%
Over 60 years old	22.6%	21.1%	--	17.8%	24.6%
<b>Occupation</b>					
Salaried worker	60.1%	56.8%	--	62.5%	61.0%
Self-employed	11.0%	14.0%	--	10.7%	10.4%
Unemployed	1.0%	0.8%	--	0.3%	0.5%
Business owner	5.3%	5.9%	--	6.6%	5.6%
Student	2.9%	3.5%	--	3.1%	2.8%
Retired	17.1%	16.7%	--	15.4%	17.8%
Unpaid domestic work	1.9%	2.0%	--	1.1%	1.4%
Others	0.7%	0.4%	--	0.3%	0.5%
<b>Annual household income level</b>					
Less than €25,000	11.6%	10.4%	--	10.0%	7.2%
€25,000 - €49,999	32.4%	36.8%	--	32.2%	27.5%
€50,000 - €74,999	27.6%	26.0%	--	28.1%	26.2%
More than €74,999	28.4%	26.8%	--	29.7%	39.1%
<b>Education level</b>					
No studies	3.8%	3.1%	--	3.9%	3.0%
Primary education	1.6%	1.1%	--	1.3%	1.6%
Secondary education	19.4%	23.3%	--	14.5%	21.0%
Higher education	75.2%	72.5%	--	80.4%	74.3%

Who do they come with?

	2018	2019	2020	2021	2022
Unaccompanied	6.7%	6.1%	--	9.7%	8.1%
Only with partner	45.7%	48.4%	--	50.4%	45.4%
Only with children (< 13 years old)	6.2%	5.0%	--	2.0%	4.9%
Partner + children (< 13 years old)	6.8%	5.6%	--	3.2%	7.2%
Other relatives	16.5%	16.4%	--	13.2%	16.3%
Friends	5.2%	6.5%	--	9.9%	6.1%
Work colleagues	0.2%	0.0%	--	0.0%	0.0%
Organized trip	0.4%	0.4%	--	0.4%	0.1%
Other combinations (1)	12.3%	11.6%	--	11.1%	11.8%
<i>(2) Combinación de algunos de los grupos anteriormente analizados</i>					
<b>Tourists with children</b>	<b>22.4%</b>	<b>17.7%</b>	--	<b>8.1%</b>	<b>20.1%</b>
- Between 0 and 2 years old	1.9%	1.2%	--	0.6%	1.0%
- Between 3 and 12 years old	18.8%	15.6%	--	6.9%	18.1%
- Between 0 -2 and 3-12 years old	1.7%	0.9%	--	0.6%	1.0%
<b>Tourists without children</b>	<b>77.6%</b>	<b>82.3%</b>	--	<b>91.9%</b>	<b>79.9%</b>
<b>Group composition:</b>					
- 1 person	10.6%	10.2%	--	14.5%	10.9%
- 2 people	50.0%	54.7%	--	59.1%	50.2%
- 3 people	11.5%	11.7%	--	11.3%	11.5%
- 4 or 5 people	23.4%	20.0%	--	13.0%	21.6%
- 6 or more people	4.5%	3.3%	--	2.2%	5.8%
<b>Average group size:</b>	<b>2.77</b>	<b>2.65</b>	--	<b>2.36</b>	<b>2.80</b>

\*People who share the main expenses of the trip

Source: Encuesta sobre el Gasto Turístico (ISTAC).

Note: Tourists under 16 years old are excluded. In order to calculate percentages, "Not applicable" and "No answer" have been excluded.