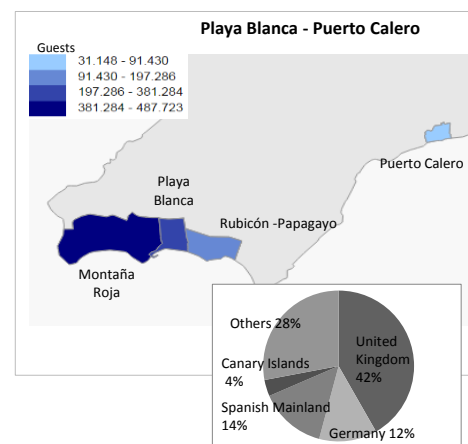
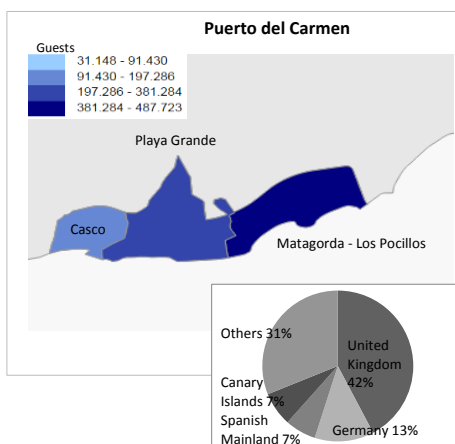
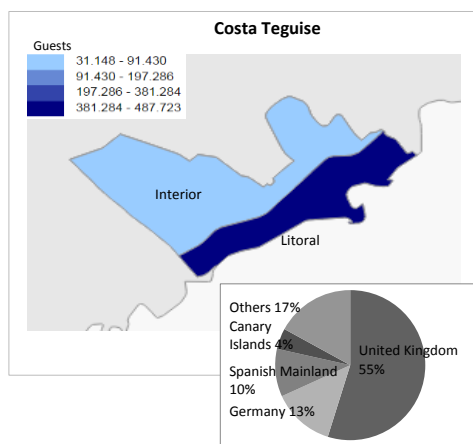


GUESTS IN ACCOMMODATION

Tourist areas	Costa Teguisse		Puerto del Carmen			Playa Blanca - Puerto Calero				Others	Lanzarote
	Description	Interior	Litoral	Casco	Playa Grande	Matagorda-Los Pocillos	Montaña Roja	Playa Blanca	Rubicon-Papagayo		
<b>Abroad</b>	45,702	433,772	73,673	303,265	360,246	330,576	152,431	94,343	23,054	70,199	<b>1,887,261</b>
- United Kingdom	30,937	277,500	44,926	153,424	163,629	170,636	70,219	51,927	12,297	18,425	993,920
- Germany	6,587	68,721	5,134	23,377	80,276	42,001	29,045	17,334	2,462	7,020	281,957
- Others	8,178	87,551	23,613	126,464	116,341	117,939	53,167	25,082	8,295	44,754	611,384
<b>Spain</b>	29,080	53,951	17,757	37,479	64,254	50,708	44,855	26,890	8,094	25,106	<b>358,174</b>
- Spanish Mainland	22,648	35,186	8,274	14,903	33,856	37,330	38,279	22,431	6,850	7,103	226,860
- Canary Islands	6,432	18,765	9,483	22,576	30,398	13,378	6,576	4,459	1,244	18,003	131,314
<b>Total</b>	<b>74,782</b>	<b>487,723</b>	<b>91,430</b>	<b>340,744</b>	<b>424,500</b>	<b>381,284</b>	<b>197,286</b>	<b>121,233</b>	<b>31,148</b>	<b>95,305</b>	<b>2,245,435</b>

Tourist areas	Costa Teguisse		Puerto del Carmen			Playa Blanca - Puerto Calero				Others	Lanzarote
	Description	Interior	Litoral	Casco	Playa Grande	Matagorda-Los Pocillos	Montaña Roja	Playa Blanca	Rubicon-Papagayo		
<b>Abroad</b>	61.1%	88.9%	80.6%	89.0%	84.9%	86.7%	77.3%	77.8%	74.0%	73.7%	<b>84.0%</b>
- United Kingdom	41.4%	56.9%	49.1%	45.0%	38.5%	44.8%	35.6%	42.8%	39.5%	19.3%	44.3%
- Germany	8.8%	14.1%	5.6%	6.9%	18.9%	11.0%	14.7%	14.3%	7.9%	7.4%	12.6%
- Others	10.9%	18.0%	25.8%	37.1%	27.4%	30.9%	26.9%	20.7%	26.6%	47.0%	27.2%
<b>Spain</b>	38.9%	11.1%	19.4%	11.0%	15.1%	13.3%	22.7%	22.2%	26.0%	26.3%	<b>16.0%</b>
- Spanish Mainland	30.3%	7.2%	9.0%	4.4%	8.0%	9.8%	19.4%	18.5%	22.0%	7.5%	10.1%
- Canary Islands	8.6%	3.8%	10.4%	6.6%	7.2%	3.5%	3.3%	3.7%	4.0%	18.9%	5.8%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>



Other indicators

Tourist areas	Costa Teguisse		Puerto del Carmen			Playa Blanca - Puerto Calero				Others	Lanzarote
	Description	Interior	Litoral	Casco	Playa Grande	Matagorda-Los Pocillos	Montaña Roja	Playa Blanca	Rubicon-Papagayo		
<b>Bednights</b>											
<b>Abroad</b>	423,567	3,761,498	606,242	2,835,453	3,087,867	2,990,013	1,298,769	807,621	286,541	566,042	<b>16,663,613</b>
- United Kingdom	294,299	2,395,600	342,518	1,413,251	1,356,805	1,514,028	619,318	432,725	160,801	147,172	8,676,517
- Germany	61,394	681,008	54,395	281,976	776,431	479,931	239,193	175,423	58,496	67,109	2,875,356
- Others	67,874	684,890	209,329	1,140,226	954,631	996,054	440,258	199,473	67,244	351,761	5,111,740
<b>Spain</b>	173,180	313,732	79,433	190,591	396,328	365,000	277,676	161,536	44,416	82,163	<b>2,084,055</b>
- Spanish Mainland	148,752	244,589	43,968	93,242	231,103	273,205	249,182	140,328	39,901	31,575	1,495,845
- Canary Islands	24,428	69,143	35,465	97,349	165,225	91,795	28,494	21,208	4,515	50,588	588,210
<b>Total</b>	<b>596,747</b>	<b>4,075,230</b>	<b>685,675</b>	<b>3,026,044</b>	<b>3,484,195</b>	<b>3,355,013</b>	<b>1,576,445</b>	<b>969,157</b>	<b>330,957</b>	<b>648,205</b>	<b>18,747,668</b>
<b>Length of stay</b>											
<b>Abroad</b>	9.3	8.7	8.2	9.4	8.6	9.0	8.5	8.6	12.4	8.1	<b>8.8</b>
- United Kingdom	9.5	8.6	7.6	9.2	8.3	8.9	8.8	8.3	13.1	8.0	8.7
- Germany	9.3	9.9	10.6	12.1	9.7	11.4	8.2	10.1	23.8	9.6	10.2
<b>Spain</b>	6.0	5.8	4.5	5.1	6.2	7.2	6.2	6.0	5.5	3.3	<b>5.8</b>
- Canary Islands	3.8	3.7	3.7	4.3	5.4	6.9	4.3	4.8	3.6	2.8	4.5
<b>Total</b>	<b>8.0</b>	<b>8.4</b>	<b>7.5</b>	<b>8.9</b>	<b>8.2</b>	<b>8.8</b>	<b>8.0</b>	<b>8.0</b>	<b>10.6</b>	<b>6.8</b>	<b>8.4</b>
<b>ADR (€)</b>	53.54	57.50	41.61	49.91	71.49	60.60	79.71	82.23	84.88	79.10	<b>63.58</b>
<b>RevPar (€)</b>	43.83	48.98	23.21	37.73	58.12	52.82	68.03	70.59	65.82	49.32	<b>51.06</b>
<b>Bed-space occupancy rate (%)</b>	71.93	75.45	49.94	67.38	72.72	89.47	69.01	64.18	64.49	51.28	<b>71.53</b>
<b>Occupancy rate per room/apt. (%)</b>	81.87	85.21	55.78	75.61	81.28	87.16	85.32	85.86	77.54	62.35	<b>80.31</b>
<b>Tourist population <sup>(1)</sup></b>	1,635	11,165	1,879	8,291	9,546	9,192	4,319	2,655	907	1,776	<b>51,363</b>
<b>Employment</b>	284	1,770	259	1,055	1,692	1,371	908	674	290	478	<b>8,781</b>

Source: Encuestas de Alojamiento Turístico (ISTAC).

<sup>(1)</sup> Equivalent tourist population is obtained by dividing the total number of bednights during the reference period by 365 days (366 in case of leap year).