

## Tourist profile. Historical data (2019 - 2023)

### POLAND



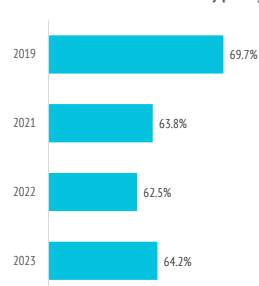
#### How many are they and how much do they spend?



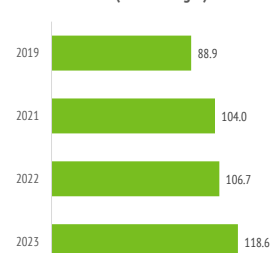
	2019	2020	2021	2022	2023
<b>TOURISTS</b>					
<b>Tourist arrivals (FRONTUR) (*)</b>	<b>n.d.</b>	<b>n.d.</b>	<b>n.d.</b>	<b>n.d.</b>	<b>n.d.</b>
<b>Tourist arrivals ≥ 16 years old (EGT) (*)</b>	<b>290</b>	<b>96</b>	<b>215</b>	<b>249</b>	<b>254</b>
- book holiday package (*)	202	--	137	156	163
- do not book holiday package (*)	88	--	78	94	91
- % tourists who book holiday package	69.7%	--	63.8%	62.5%	64.2%
<b>Children &lt; 16 years old (FRONTUR - EGT) (*)</b>	<b>n.d.</b>	<b>--</b>	<b>n.d.</b>	<b>n.d.</b>	<b>n.d.</b>
<b>Expenditure per tourist (€)</b>					
<b>- book holiday package</b>	<b>1,048</b>	<b>--</b>	<b>1,157</b>	<b>1,171</b>	<b>1,414</b>
- holiday package	963	--	963	1,080	1,304
- others	196	--	220	217	251
<b>- do not book holiday package</b>	<b>793</b>	<b>--</b>	<b>1,112</b>	<b>963</b>	<b>1,163</b>
- flight	215	--	268	272	335
- accommodation	221	--	374	317	343
- others	357	--	470	374	485
<b>Average length of stay</b>	<b>8.63</b>	<b>--</b>	<b>8.94</b>	<b>8.36</b>	<b>9.38</b>
<b>Average daily expenditure (€)</b>	<b>127.6</b>	<b>--</b>	<b>140.9</b>	<b>148.9</b>	<b>172.2</b>
<b>Average daily expenditure (without flight)</b>	<b>88.9</b>	<b>--</b>	<b>104.0</b>	<b>106.7</b>	<b>118.6</b>
<b>Average cost of the flight (€)</b>	<b>323.2</b>	<b>--</b>	<b>301.2</b>	<b>327.1</b>	<b>431.8</b>
<b>Total turnover (≥ 16 years old) (€m)</b>	<b>304</b>	<b>--</b>	<b>248</b>	<b>292</b>	<b>359</b>

(\*) Thousands of tourists

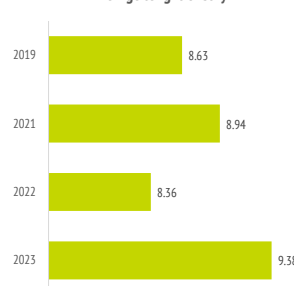
% tourists who book holiday package



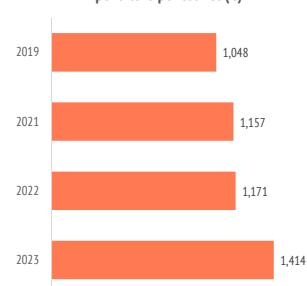
Average daily expenditure (€) (without flight)



Average length of stay



Expenditure per tourist (€)



#### % Tourists whose spending has been greater than €0 in each item

	2019	2020	2021	2022	2023
<b>Accommodation:</b>					
- Accommodation	89.2%	--	91.7%	88.4%	87.6%
- Additional accommodation expenses	7.2%	--	8.8%	4.8%	6.0%
<b>Transport:</b>					
- National/International Transport	94.0%	--	96.7%	95.5%	95.9%
- Flights between islands	7.0%	--	8.5%	7.5%	9.5%
- Taxi	57.6%	--	53.2%	58.1%	56.9%
- Car rental	31.2%	--	43.8%	42.9%	39.5%
- Public transport	8.9%	--	12.7%	9.8%	12.3%
<b>Food and drink:</b>					
- Food purchases at supermarkets	44.7%	--	55.4%	54.6%	53.6%
- Restaurants	41.5%	--	50.8%	51.7%	49.2%
<b>Leisure:</b>					
- Organized excursions	35.9%	--	38.3%	36.0%	38.1%
- Sport activities	3.6%	--	6.9%	6.0%	4.9%
- Cultural activities	3.4%	--	2.8%	2.7%	3.7%
- Museums	3.8%	--	4.4%	5.9%	4.2%
- Theme Parks	13.2%	--	12.9%	14.4%	14.8%
- Discos and pubs	6.2%	--	4.7%	3.7%	4.0%
- Wellness	0.7%	--	1.9%	1.0%	1.6%
<b>Purchases of goods:</b>					
- Souvenirs	58.1%	--	54.6%	51.5%	49.4%
- Real state	0.3%	--	0.4%	0.4%	0.3%
- Other expenses	0.7%	--	1.3%	0.6%	1.1%
<b>Other:</b>					
- Medical or pharmaceutical expenses	3.7%	--	5.4%	4.1%	4.2%
- Other expenses	7.2%	--	8.9%	5.2%	7.0%

#### Average expenditure of tourists whose spending has been greater than €0 in each item

Expenditure per tourist and trip (€)	2019	2020	2021	2022	2023
<b>Accommodation:</b>					
<b>Accommodation:</b>	<b>643</b>	<b>--</b>	<b>719</b>	<b>738</b>	<b>791</b>
- Accommodation	481	--	523	572	659
- Additional accommodation expenses	162	--	196	166	132
<b>Transport:</b>					
<b>Transport:</b>	<b>597</b>	<b>--</b>	<b>637</b>	<b>635</b>	<b>807</b>
- National/International Transport	344	--	312	343	450
- Flights between islands	78	--	64	67	94
- Taxi	82	--	112	97	110
- Car rental	78	--	127	112	120
- Public transport	16	--	22	16	33
<b>Food and drink:</b>					
<b>Food and drink:</b>	<b>196</b>	<b>--</b>	<b>229</b>	<b>224</b>	<b>259</b>
- Food purchases at supermarkets	81	--	94	89	113
- Restaurants	114	--	135	136	146
<b>Leisure:</b>					
<b>Leisure:</b>	<b>462</b>	<b>--</b>	<b>448</b>	<b>420</b>	<b>578</b>
- Organized excursions	103	--	102	112	132
- Sport activities	98	--	78	85	134
- Cultural activities	45	--	56	55	45
- Museums	26	--	59	28	45
- Theme Parks	67	--	56	62	81
- Discos and pubs	59	--	46	53	60
- Wellness	65	--	49	27	82
<b>Purchases of goods:</b>					
<b>Purchases of goods:</b>	<b>365</b>	<b>--</b>	<b>681</b>	<b>192</b>	<b>183</b>
- Souvenirs	102	--	80	69	108
- Real state	94	--	563	25	13
- Other expenses	169	--	37	97	62
<b>Other:</b>					
<b>Other:</b>	<b>100</b>	<b>--</b>	<b>118</b>	<b>101</b>	<b>182</b>
- Medical or pharmaceutical expenses	43	--	45	41	50
- Other expenses	57	--	73	61	132

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.

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

	2019	2020	2021	2022	2023
Holiday, leisure	95.9%	--	94.6%	93.7%	91.8%
Visiting family or friends	2.1%	--	2.6%	4.5%	5.1%
Business and work	0.9%	--	1.6%	1.1%	1.6%
Education and training	0.6%	--	0.1%	0.0%	0.1%
Sports training	0.5%	--	0.6%	0.3%	0.3%
Health or medical care	0.0%	--	0.0%	0.0%	0.0%
Fairs and congresses	0.1%	--	0.1%	0.0%	0.2%
Others	0.0%	--	0.4%	0.4%	0.8%

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

	2019	2020	2021	2022	2023
Rest	55.8%	--	61.4%	50.6%	49.6%
Enjoy family time	7.4%	--	4.8%	6.3%	7.7%
Have fun	3.7%	--	2.4%	2.1%	2.6%
Explore the destination	31.0%	--	29.8%	39.2%	37.9%
Practice their hobbies	1.6%	--	1.4%	1.0%	1.4%
Other reasons	0.4%	--	0.3%	0.8%	0.8%

**Where did they spend their main holiday last year? \***

	2019	2020	2021	2022	2023
Didn't have holidays	--	--	35.3%	18.1%	16.6%
Canary Islands	--	--	13.4%	15.9%	16.3%
Other destination	--	--	51.3%	65.9%	67.1%
Balearic Islands	--	--	1.9%	3.2%	2.9%
Rest of Spain	--	--	3.1%	5.5%	5.8%
Italy	--	--	6.3%	7.3%	9.3%
France	--	--	0.8%	1.4%	2.1%
Turkey	--	--	2.6%	7.0%	7.5%
Greece	--	--	12.1%	13.7%	12.3%
Portugal	--	--	3.1%	4.5%	1.7%
Croatia	--	--	4.8%	6.5%	6.1%
Egypt	--	--	1.7%	2.0%	2.7%
Tunisia	--	--	0.3%	0.7%	0.8%
Morocco	--	--	0.3%	0.5%	0.3%
Others	--	--	14.4%	13.5%	15.6%

\* Percentage of valid answers

**What other destinations did they consider for this trip? \***

	2019	2020	2021	2022	2023
None (I was clear about "this Canary Island")	--	--	8.6%	7.7%	8.0%
Canary Islands (other island)	--	--	23.5%	24.0%	21.5%
Other destination	--	--	67.9%	68.2%	70.4%
Balearic Islands	--	--	4.4%	4.9%	4.1%
Rest of Spain	--	--	9.6%	11.1%	11.5%
Italy	--	--	9.4%	8.7%	11.0%
France	--	--	1.6%	2.0%	2.5%
Turkey	--	--	5.1%	6.3%	6.5%
Greece	--	--	14.2%	12.4%	11.8%
Portugal	--	--	9.0%	9.4%	8.8%
Croatia	--	--	5.7%	6.1%	5.4%
Egypt	--	--	4.4%	4.1%	5.4%
Others	--	--	4.6%	3.2%	3.3%

\* Percentage of valid answers

**Importance of each factor in the destination choice**

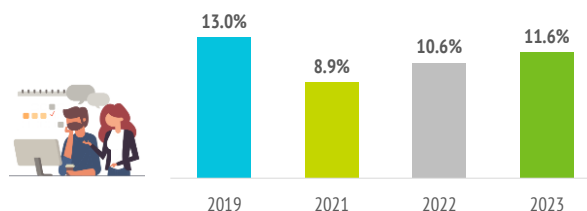
	2019	2020	2021	2022	2023
Climate	83.0%	--	80.5%	75.7%	75.8%
Safety	69.7%	--	60.0%	62.4%	66.4%
Landscapes	63.5%	--	61.5%	63.5%	64.3%
Sea	60.4%	--	62.1%	57.9%	57.7%
Tranquility	57.8%	--	49.7%	53.2%	55.3%
Environment	47.9%	--	47.4%	48.8%	49.4%
European belonging	52.9%	--	51.4%	51.4%	49.4%
Beaches	50.1%	--	51.0%	50.7%	48.4%
Accommodation supply	43.2%	--	41.5%	42.9%	39.7%
Authenticity	39.2%	--	36.9%	40.1%	35.4%
Gastronomy	31.4%	--	35.2%	34.2%	33.9%
Price	38.5%	--	34.3%	37.0%	33.1%
Effortless trip	35.2%	--	31.3%	33.4%	31.6%
Exoticism	31.9%	--	30.3%	30.8%	30.2%
Hiking trail network	11.2%	--	12.6%	17.6%	16.6%
Fun possibilities	15.9%	--	11.9%	14.4%	12.9%
Culture	9.7%	--	9.5%	8.2%	8.7%
Historical heritage	7.8%	--	8.7%	7.9%	7.9%
Nightlife	6.1%	--	6.8%	6.3%	5.6%
Shopping	6.5%	--	4.6%	5.8%	5.2%

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.

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

	2019	2020	2021	2022	2023
The same day	1.1%	--	1.1%	0.4%	1.3%
Between 1 and 30 days	39.0%	--	54.7%	40.8%	34.0%
Between 1 and 2 months	21.5%	--	24.4%	28.5%	28.7%
Between 3 and 6 months	25.3%	--	11.0%	19.6%	24.4%
More than 6 months	13.0%	--	8.9%	10.6%	11.6%

**% TOURISTS WHO BOOK MORE THAN 6 MONTHS IN ADVANCE**



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

	2019	2020	2021	2022	2023
Previous visits to the Canary Islands	39.7%	--	38.3%	37.9%	35.2%
Friends or relatives	29.6%	--	30.3%	25.8%	27.7%
Internet or social media	63.1%	--	68.2%	65.3%	64.9%
Mass Media	3.6%	--	3.1%	3.4%	3.4%
Travel guides and magazines	12.6%	--	12.3%	13.1%	10.9%
Travel Blogs or Forums	17.3%	--	23.6%	19.6%	19.2%
Travel TV Channels	1.1%	--	1.3%	2.3%	1.2%
Tour Operator or Travel Agency	32.5%	--	34.3%	31.0%	33.9%
Public administrations or similar	0.1%	--	1.4%	0.7%	0.3%
Others	1.7%	--	2.1%	2.6%	3.1%

\* Multi-choice question

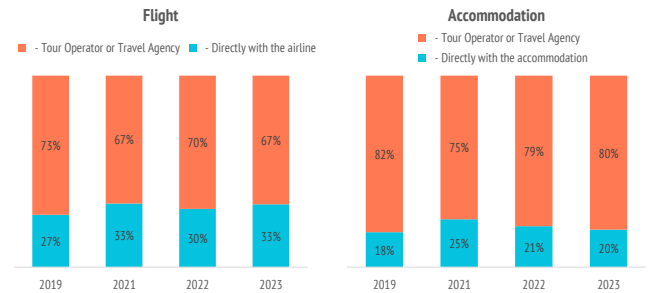
## Tourist profile. Historical data (2019 - 2023)

### POLAND



#### With whom did they book their flight and accommodation?

	2019	2020	2021	2022	2023
<b>Flight</b>					
- Directly with the airline	27.3%	--	33.2%	30.4%	32.8%
- Tour Operator or Travel Agency	72.7%	--	66.8%	69.6%	67.2%
<b>Accommodation</b>					
- Directly with the accommodation	18.2%	--	25.0%	21.4%	19.6%
- Tour Operator or Travel Agency	81.8%	--	75.0%	78.6%	80.4%



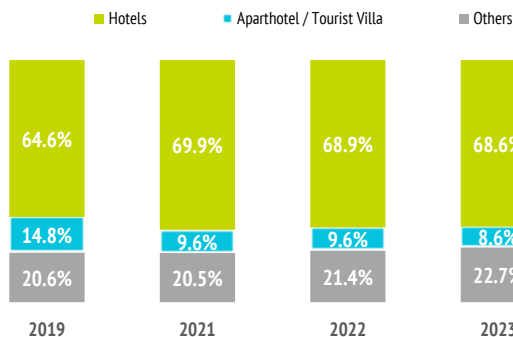
#### Where does the flight come from?

	2019	2020	2021	2022	2023
Poland	86.1%	--	93.5%	89.8%	84.4%
Germany	7.3%	--	3.3%	3.3%	6.2%
United Kingdom	1.9%	--	1.2%	1.2%	5.2%
Spanish Mainland	1.7%	--	0.8%	2.8%	2.3%
Switzerland	0.2%	--	0.1%	0.2%	0.5%
Austria	0.1%	--	0.0%	0.6%	0.2%
Hungary	0.0%	--	0.0%	0.1%	0.2%
Portugal	0.0%	--	0.0%	0.4%	0.1%
Norway	0.3%	--	0.0%	0.0%	0.1%
Netherlands	0.8%	--	0.8%	0.0%	0.1%
Others	1.8%	--	0.2%	1.5%	0.6%

#### Where do they stay?

	2019	2020	2021	2022	2023
1-2-3* Hotel	14.6%	--	15.0%	16.0%	10.1%
4* Hotel	47.7%	--	50.9%	48.8%	54.0%
5* Hotel / 5* Luxury Hotel	2.3%	--	4.0%	4.1%	4.6%
Aparthotel / Tourist Villa	14.8%	--	9.6%	9.6%	8.6%
House/room rented in a private dwelling	7.6%	--	8.5%	5.9%	8.2%
Private accommodation (1)	3.9%	--	3.4%	5.5%	6.1%
Others (Cottage, cruise, camping,...)	9.1%	--	8.6%	10.1%	8.4%

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

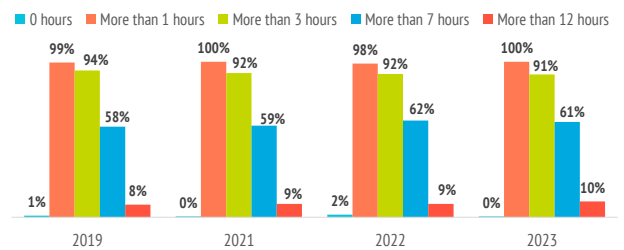


#### What do they book?

	2019	2020	2021	2022	2023
Room only	17.8%	--	19.6%	20.5%	18.8%
Bed and Breakfast	5.7%	--	7.1%	5.6%	7.2%
Half board	12.4%	--	14.7%	13.5%	11.8%
Full board	2.0%	--	0.7%	1.7%	1.1%
All inclusive	62.2%	--	57.9%	58.8%	61.0%

#### Activities in the Canary Islands

Outdoor time per day	2019	2020	2021	2022	2023
0 hours	1.0%	--	0.5%	1.6%	0.5%
1 - 2 hours	5.1%	--	7.2%	6.6%	8.1%
3 - 6 hours	36.0%	--	33.7%	29.9%	30.4%
7 - 12 hours	49.9%	--	50.1%	53.4%	50.9%
More than 12 hours	8.0%	--	8.5%	8.5%	10.1%
Outdoor time per day	7.7	--	7.9	7.9	7.9



Activities in the Canary Islands	2019	2020	2021	2022	2023
Beach	79.5%	--	88.3%	87.3%	80.9%
Walk, wander	74.0%	--	79.8%	81.9%	77.9%
Explore the island on their own	63.5%	--	69.0%	68.8%	66.1%
Swimming pool, hotel facilities	57.1%	--	62.5%	58.9%	58.7%
Hiking	--	--	29.8%	34.8%	31.8%
Organized excursions	34.7%	--	30.5%	32.5%	30.4%
Taste Canarian gastronomy	22.7%	--	29.7%	31.6%	26.2%
Theme parks	25.6%	--	18.4%	20.4%	21.7%
Sea excursions / whale watching	17.5%	--	21.5%	14.2%	17.8%
Wineries / markets / popular festivals	9.8%	--	10.1%	11.8%	13.0%
Swim	--	--	40.6%	14.2%	11.6%
Museums / exhibitions	11.7%	--	9.4%	11.5%	10.4%
Nightlife / concerts / shows	9.0%	--	5.6%	8.1%	7.0%
Running	--	--	8.1%	8.4%	6.3%
Other Nature Activities	--	--	5.9%	8.1%	5.9%
Scuba Diving	--	--	7.0%	3.2%	5.2%
Practice other sports	--	--	5.4%	6.7%	4.3%
Astronomical observation	4.0%	--	4.2%	3.5%	3.0%
Surf	--	--	4.0%	2.6%	2.7%
Cycling / Mountain bike	--	--	5.3%	3.3%	2.4%
Beauty and health treatments	1.8%	--	1.8%	0.9%	1.7%
Golf	--	--	0.8%	0.7%	1.3%
Windsurf / Kitesurf	--	--	1.6%	1.0%	0.9%

\* Multi-choice question

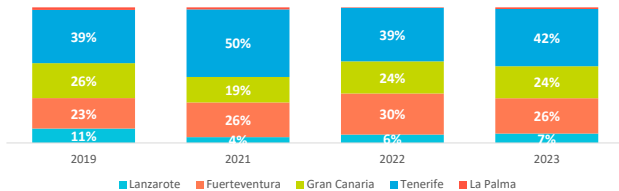
## Tourist profile. Historical data (2019 - 2023)

### POLAND



#### Which island do they choose?

Tourists (≥ 16 year old)	2019	2020	2021	2022	2023
Lanzarote	30,636	--	9,143	15,266	17,513
Fuerteventura	65,103	--	54,834	75,239	66,146
Gran Canaria	74,386	--	40,362	58,857	60,018
Tenerife	113,606	--	106,919	97,849	107,182
La Palma	5,552	--	3,237	967	3,106



#### How many are loyal to the Canary Islands?

	2019	2020	2021	2022	2023
Repeat tourists	53.0%	--	52.6%	53.2%	53.0%
At least 10 previous visits	1.9%	--	3.5%	5.7%	6.1%
Repeat tourists (last 5 years)	49.7%	--	48.3%	50.2%	48.5%
Repeat tourists (last 5 years)(5 or more visits)	7.5%	--	6.0%	6.3%	8.5%

#### Who are they?

	2019	2020	2021	2022	2023
<b>Gender</b>					
Men	51.7%	--	49.3%	49.9%	49.3%
Women	48.3%	--	50.7%	50.1%	50.7%
<b>Age</b>					
Average age	39.2	--	38.1	39.2	37.8
Standard deviation	12.7	--	12.0	12.7	12.8
<b>Age range</b>					
16 - 24 years old	8.9%	--	9.8%	10.4%	17.5%
25 - 30 years old	20.7%	--	22.4%	18.2%	15.6%
31 - 45 years old	43.6%	--	44.5%	44.5%	44.1%
46 - 60 years old	18.5%	--	17.7%	18.4%	15.8%
Over 60 years old	8.2%	--	5.6%	8.5%	7.0%
<b>Occupation</b>					
Salaried worker	40.3%	--	43.6%	41.2%	48.2%
Self-employed	21.1%	--	27.5%	28.4%	22.3%
Unemployed	4.9%	--	2.7%	1.6%	1.6%
Business owner	22.2%	--	18.8%	18.0%	17.9%
Student	5.5%	--	4.1%	4.8%	5.0%
Retired	5.2%	--	2.8%	5.5%	4.3%
Unpaid domestic work	0.5%	--	0.5%	0.2%	0.4%
Others	0.3%	--	0.1%	0.3%	0.4%
<b>Annual household income level</b>					
Less than €25,000	34.9%	--	32.1%	32.9%	26.7%
€25,000 - €49,999	48.0%	--	41.5%	37.4%	40.8%
€50,000 - €74,999	10.9%	--	15.5%	19.2%	19.7%
More than €74,999	6.1%	--	10.9%	10.5%	12.8%
<b>Education level</b>					
No studies	1.4%	--	0.1%	0.4%	0.1%
Primary education	1.2%	--	0.4%	1.3%	1.1%
Secondary education	19.4%	--	13.1%	17.0%	18.5%
Higher education	77.9%	--	86.4%	81.3%	80.2%

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.

Share by islands	2019	2020	2021	2022	2023
Lanzarote	10.6%	--	4.3%	6.2%	6.9%
Fuerteventura	22.5%	--	25.6%	30.3%	26.0%
Gran Canaria	25.7%	--	18.8%	23.7%	23.6%
Tenerife	39.3%	--	49.8%	39.4%	42.2%
La Palma	1.9%	--	1.5%	0.4%	1.2%

#### How many islands do they visit during their trip?

	2019	2020	2021	2022	2023
One island	84.5%	--	85.3%	84.7%	83.1%
Two islands	13.3%	--	13.6%	13.4%	15.1%
Three or more islands	2.2%	--	1.1%	1.9%	1.9%

#### How do they rate the Canary Islands?

Satisfaction (scale 0-10)	2019	2020	2021	2022	2023
Average rating	9.02	--	9.09	9.27	9.07

Experience in the Canary Islands	2019	2020	2021	2022	2023
Worse or much worse than expected	2.0%	--	3.4%	3.0%	3.2%
Lived up to expectations	54.0%	--	51.0%	48.2%	51.0%
Better or much better than expected	44.0%	--	45.6%	48.7%	45.8%

Future intentions (scale 1-10)	2019	2020	2021	2022	2023
Return to the Canary Islands	8.67	--	8.63	8.78	8.82
Recommend visiting the Canary Islands	9.25	--	9.20	9.31	9.21

#### Who do they come with?

	2019	2020	2021	2022	2023
Unaccompanied	5.5%	--	6.2%	5.5%	5.6%
Only with partner	45.2%	--	48.0%	45.9%	40.3%
Only with children (< 13 years old)	5.6%	--	5.1%	6.0%	4.9%
Partner + children (< 13 years old)	10.4%	--	6.1%	8.9%	9.8%
Other relatives	12.2%	--	11.6%	11.4%	14.7%
Friends	5.4%	--	6.6%	6.2%	7.5%
Work colleagues	0.2%	--	0.7%	0.6%	1.0%
Organized trip	0.2%	--	0.4%	0.7%	0.2%
Other combinations (2)	15.3%	--	15.2%	14.9%	16.0%

(2) Combination of some of the groups previously analyzed

Tourists with children	2019	2020	2021	2022	2023
- Between 0 and 2 years old	2.6%	--	1.5%	2.0%	1.1%
- Between 3 and 12 years old	21.8%	--	17.1%	20.4%	22.1%
- Between 0 -2 and 3-12 years old	1.6%	--	1.5%	0.9%	1.1%
<b>Tourists without children</b>	<b>74.0%</b>	--	<b>79.9%</b>	<b>76.7%</b>	<b>75.7%</b>
<b>Group composition:</b>					
- 1 person	10.0%	--	9.4%	8.2%	7.5%
- 2 people	48.4%	--	56.1%	51.4%	51.6%
- 3 people	18.1%	--	14.6%	16.4%	19.1%
- 4 or 5 people	20.0%	--	18.3%	19.5%	18.4%
- 6 or more people	3.6%	--	1.6%	4.6%	3.4%
<b>Average group size:</b>	<b>2.70</b>	--	<b>2.54</b>	<b>2.73</b>	<b>2.72</b>

\*People who share the main expenses of the trip