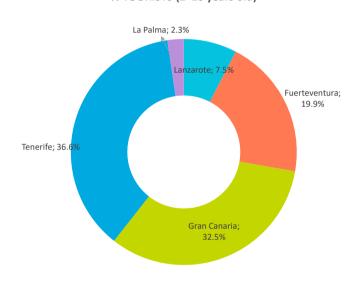
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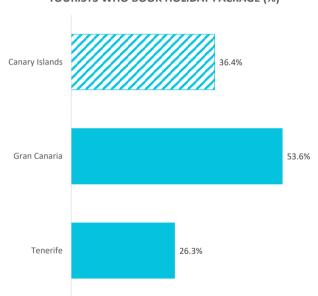
INBOUND TOURISM AND TOURIST EXPENDITURE

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Tourist arrivals ≥ 16 years old (EGT)	125,056	9,406	24,882	40,581	45,808	2,881
% Tourists	100%	7.5%	19.9%	32.5%	36.6%	2.3%
% tourists who book holiday package	36.4%			53.6%	26.3%	
Expenditure per tourist (€)	1,522			1,680	1,643	
- book holiday package	1,846			2,030	2,034	
- holiday package	1,563			1,796	1,552	
- others	283			234	482	
- do not book holiday package	1,337			1,275	1,504	
- flight	406			356	463	
- accommodation	455			535	480	
- others	477			384	561	
Average lenght of stay	11.64			11.54	13.76	
Average daily expenditure (€)	152.0			169.2	147.1	
Average daily expenditure without flight (€)	104.2		-	115.8	102.9	
Average cost of the flight (€)	466.1		-	511.5	495.0	
Total turnover (≥ 16 years old) (€m)	190			68	75	
% Turnover	100%			35.8%	39.5%	
Tourist arrivals (FRONTUR)	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.
Passenger arrivals on non-stop flights (AENA)	164,591	5,672	23,311	44,578	91,030	n.d.
Children < 16 years old (FRONTUR - EGT)	n.d.	n.d.	n.d.	n.d.	n.d.	n.d.

% TOURISTS (≥ 16 years old)

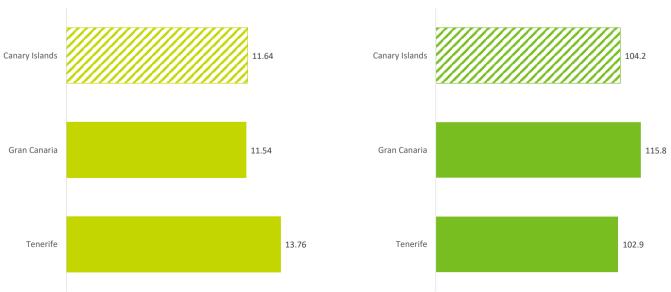


TOURISTS WHO BOOK HOLIDAY PACKAGE (%)



AVERAGE LENGHT OF STAY







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

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Accommodation:						
- Accommodation	79.2%			83.3%	75.1%	
- Additional accommodation expenses	4.5%			6.9%	3.9%	
Transport:						
- National/International Transport	95.9%			96.4%	94.5%	
- Flights between islands	7.8%			1.2%	8.9%	
- Taxi	37.6%			48.7%	32.0%	
- Car rental	49.2%			32.2%	57.2%	
- Public transport	13.9%			13.1%	17.4%	
Food and drink:						
- Food purchases at supermarkets	64.4%			49.5%	71.5%	
- Restaurants	72.9%			66.2%	84.5%	
Leisure:						
- Organized excursions	22.7%			20.3%	25.9%	
- Sport activities	15.5%			7.5%	20.3%	
- Cultural activities	2.9%			0.8%	3.6%	
- Museums	4.6%			3.2%	5.0%	
- Theme Parks	7.9%			2.6%	16.2%	
- Discos and pubs	4.4%			3.6%	8.1%	
- Wellness	5.5%			4.8%	8.9%	
Purchases of goods:						
- Souvenirs	39.0%			40.0%	39.2%	
- Real estate	0.7%			0.0%	1.8%	
- Other purchases	1.0%			1.9%	0.0%	
Others:						
- Medical expenses	6.7%			4.2%	7.3%	
- Other expenses	4.8%			4.6%	5.7%	

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

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Expenditure per tourist and trip (€)						
Accommodation:	888			1,062	972	
- Accommodation	777			980	776	
- Additional accommodation expenses	110			82	196	
Transport:	837			866	882	
- National/International Transport	486			530	524	
- Flights between islands	82			61	74	
- Taxi	100			101	105	
- Car rental	138			145	142	
- Public transport	31			29	38	
Food and drink:	300			279	338	
- Food purchases at supermarkets	108			101	121	
- Restaurants	192			178	217	
Leisure:	512			517	524	
- Organized excursions	100			87	131	
- Sport activities	132			70	104	
- Cultural activities	28			50	30	
- Museums	22			24	12	
- Theme Parks	77			126	81	
- Discos and pubs	64			88	56	
- Wellness	89			71	110	
Purchases of goods:	2,124			159	2,080	
- Souvenirs	81			96	80	
- Real estate	2,000			0	2,000	
- Other purchases	42			62	0	
Others:	114			102	152	
- Medical expenses	26			64	22	
- Other expenses	88			38	129	

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TOURIST PROFILE

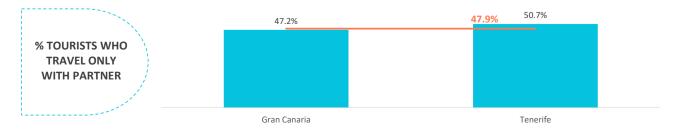
Who are they?

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Gender						
Percentage of men	50.0%			48.6%	59.2%	
Percentage of women	50.0%			51.4%	40.8%	
Age						
Average age (tourists above 16 years old)	43.78			45.33	44.28	
Standard deviation	17.6			18.9	17.8	
Age range						
16-24 years old	16.3%			14.8%	18.3%	
25-30 years old	15.2%			17.9%	10.9%	
31-45 years old	23.7%			18.9%	22.1%	
46-60 years old	24.9%			22.4%	28.9%	
Over 60 years old	19.9%			26.0%	19.8%	
Occupation						
Salaried worker	51.4%			51.0%	49.7%	
Self-employed	12.4%			11.3%	14.9%	
Unemployed	0.4%			0.0%	0.0%	
Business owner	12.5%			14.3%	11.8%	
Student	7.8%			6.2%	6.7%	
Retired	15.2%			17.2%	16.4%	
Unpaid domestic work	0.2%			0.0%	0.5%	
Others	0.0%			0.0%	0.0%	
Annual household income level						
Less than €25,000	15.8%			13.4%	18.0%	
€25,000 - €49,999	33.3%			34.4%	36.1%	
€50,000 - €74,999	32.6%			31.3%	31.6%	
More than €74,999	18.3%			20.9%	14.3%	
Education level						
No studies	0.7%			0.7%	1.0%	
Primary education	4.0%			4.2%	6.6%	
Secondary education	15.5%			14.1%	18.4%	
Higher education	79.8%			81.0%	74.1%	

Who do they come with?

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Unaccompanied	12.6%			19.1%	8.0%	
Only with partner	47.9%			47.2%	50.7%	
Only with children (< 13 years old)	5.4%			3.0%	3.8%	
Partner + children (< 13 years old)	4.1%			4.6%	4.1%	
Other relatives	5.7%			5.2%	4.6%	
Friends	9.0%			8.9%	13.3%	
Work colleagues	0.0%			0.0%	0.0%	
Organized trip	0.0%			0.0%	0.0%	
Other combinations (2)	15.3%			12.1%	15.6%	
(2) Different situations have been isolated						
Tourists with children	11.2%			8.4%	9.9%	
- Between 0 and 2 years old	1.1%			0.7%	0.5%	
- Between 3 and 12 years old	9.3%			7.7%	8.6%	
- Between 0 -2 and 3-12 years old	0.8%			0.0%	0.7%	
Tourists without children	88.8%			91.6%	90.1%	
Group composition:						
- 1 person	15.6%			20.1%	10.2%	
- 2 people	59.0%			58.0%	66.6%	
- 3 people	11.7%			12.4%	13.1%	
- 4 or 5 people	12.6%			8.5%	9.0%	
- 6 or more people	1.1%			1.0%	1.1%	
Average group size:	2.29			2.20	2.26	

^{*}People who share the main expenses of the trip



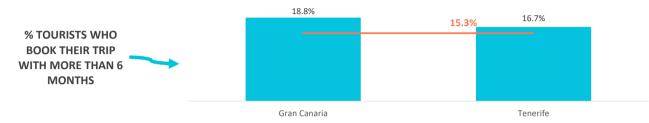
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TRIP BOOKING

How far in advance do they book their trip?

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
The same day	0.4%			0.0%	1.1%	
Between 1 and 30 days	25.0%			23.1%	25.6%	
Between 1 and 2 months	22.9%			19.6%	21.3%	
Between 3 and 6 months	36.4%			38.5%	35.3%	
More than 6 months	15 3%			18.8%	16 7%	

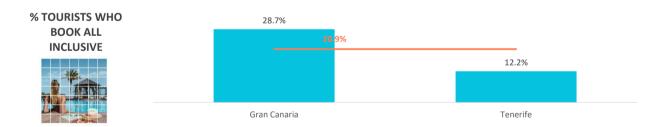


With whom did they book their flight and accommodation?

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
<u>Flight</u>						
- Directly with the airline	53.6%			42.4%	54.4%	
- Tour Operator or Travel Agency	46.4%			57.6%	45.6%	
<u>Accommodation</u>						
- Directly with the accommodation	45.3%			29.6%	50.5%	
- Tour Operator or Travel Agency	54.7%			70.4%	49.5%	

What do they book?

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Room only	34.8%			21.5%	37.1%	
Bed and Breakfast	13.6%			13.2%	16.6%	
Half board	28.1%			33.3%	32.5%	
Full board	2.6%			3.3%	1.5%	
All inclusive	20.9%			28.7%	12.2%	



ACCOMMODATION

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
1-2-3* Hotel	7.7%			9.6%	6.0%	
4* Hotel	33.1%			41.6%	27.7%	
5* Hotel / 5* Luxury Hotel	8.5%			12.3%	10.0%	
Aparthotel / Tourist Villa	11.0%			10.0%	14.5%	
House/room rented in a private dwelling	11.0%			7.9%	14.8%	
Private accommodation (1)	15.2%			11.5%	17.7%	
Others (Cottage, cruise, camping,)	13.5%			7.0%	9.2%	

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

TYPE OF ACCOMMODATION



Canary Islands Gran Canaria Tenerife

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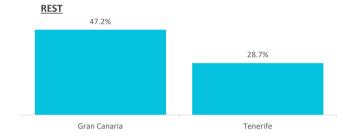
TRIP MOTIVATION AND DESTINATION CHOICE

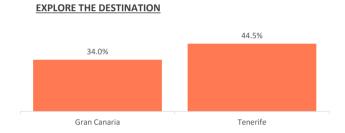
What is the main reason for visiting the Canary Islands?

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Holidays	87.0%			83.8%	84.5%	
Family reasons	7.4%			11.8%	4.4%	
Business	0.2%			0.6%	0.0%	
Education and training	0.5%			0.0%	1.4%	
Sports training	3.9%			2.6%	8.3%	
Health	0.0%			0.0%	0.0%	
Conventions and Exhibitions	0.0%			0.0%	0.0%	
Others	1.0%			1.2%	1.4%	

What is the main motivation for their holidays?

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Rest	33.6%			47.2%	28.7%	
Enjoy family time	8.7%			5.7%	8.2%	
Have fun	6.8%			6.2%	6.5%	
Explore the destination	35.9%			34.0%	44.5%	
Practice their hobbies	10.5%			4.4%	12.1%	
Other reasons	4.5%			2.4%	0.0%	





Importance of each factor in the destination choice

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Climate	73.0%			71.7%	77.5%	
Safety	66.8%			73.9%	62.1%	
Tranquility	53.0%			59.5%	52.0%	
Sea	50.3%			56.1%	40.8%	
Accommodation supply	48.8%			62.8%	38.0%	
Beaches	46.4%			51.2%	50.5%	
Effortless trip	42.8%			54.0%	37.4%	
Price	41.2%			47.1%	42.7%	
European belonging	31.4%			34.4%	34.1%	
Landscapes	31.0%			34.7%	33.8%	
Environment	29.3%			41.2%	29.0%	
Gastronomy	29.3%			33.8%	33.1%	
Fun possibilities	25.5%			31.4%	20.9%	
Authenticity	24.1%			31.1%	22.0%	
Exoticism	20.1%			19.1%	23.8%	
Hiking trail network	10.3%			18.1%	9.3%	
Shopping	9.5%			15.4%	8.7%	
Culture	8.7%			14.8%	9.3%	
Historical heritage	8.5%			10.9%	8.7%	
Nightlife	4.3%			9.5%	2.4%	

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 channels did they use to get information about the trip?

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Previous visits to the Canary Islands	40.3%			33.7%	41.7%	
Friends or relatives	31.4%			37.1%	30.0%	
Internet or social media	55.3%			50.0%	63.1%	
Mass Media	3.3%			4.1%	5.1%	
Travel guides and magazines	15.6%			15.0%	10.6%	
Travel Blogs or Forums	12.1%			7.2%	19.8%	
Travel TV Channels	0.6%			1.4%	0.3%	
Tour Operator or Travel Agency	18.1%			24.4%	16.4%	
Public administrations or similar	1.1%			0.0%	0.0%	
Others	3.2%			3.9%	4.6%	

^{*} Multi-choise question

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SATISFACTION AND LOYALTY INDICATORS

Satisfaction

Satisfaction (scale 0-10)	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Average rating	8.93			8.97	8.91	
Experience in the Canary Islands	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Worse or much worse than expected	0.6%			0.3%	1.4%	
Lived up to expectations	47.6%	==		49.8%	47.1%	
Better or much better than expected	51.8%			49.9%	51.5%	
Future intentions (scale 1-10)	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Return to the Canary Islands	8.62			8.55	8.79	
Recommend visiting the Canary Islands	9.08			8.99	9.19	
RETURN TO THE CANARY ISLANDS	8.55	8.99	8.79	9.19	RECOMMEND VISITING THE CANARY ISLANDS	
0 10					0 10	
Canary Islands = 8.62					Canary Islands =	9.08

How many are loyal to the Canary Islands?

REPEAT TOURISTS WHO VISIT CANAY ISLANDS BY ISLAND OF STAY IN THIS TRIP

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
First visit	40.8%			43.0%	45.2%	
Repeat tourists	59.2%			57.0%	54.8%	
At least 10 previous visits	12.7%			11.8%	15.4%	
Repeat tourists (last 5 years)	54.1%			53.4%	51.6%	
Repeat tourists (last 5 years) (5 or more visits)	9.4%			8.1%	11.3%	

REPEAT TOURIST OF EACH ISLAND BY ISLAND OF STAY IN THIS TRIP

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Lanzarote	22.8%	=		15.9%	10.6%	
Fuerteventura	24.8%		=	12.1%	9.7%	
Gran Canaria	35.3%			<u>51.2%</u>	14.9%	
Tenerife	37.9%			12.4%	46.6%	
La Palma	7.9%			24.0%	24.9%	<u>=</u>
CANARY ISLANDS	<u>59.2%</u>			57.0%	54.8%	

How to interpret the table

- 1. Column Canary Islands = refers to the % of repeat austrian tourists on each island regardless of island of stay in this trip (2023).
- 2. Column <u>each</u> island = refers to the % of **repeat austrian tourist** on each island by island of stay in 2023. For example: 51.2% refers to % **repeat austrian tourist** who repeat Gran Canaria in 2023 and stay in Gran Canaria in this trip. 12.4% **austrian tourist who stay in Gran Canaria** in 2023 and has previously been to Tenerife.
- 3. Row <u>CANARY ISLANDS</u> = refers to the % **repeat austrian tourists** by island of stay. For exdample: 54.8% refers to % **austrian tourist who visit Tenerife in 2023** and has previously been to Canary Islands.

ISLANDS

How many islands do they visit during their trip?

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
One island	89.5%			93.1%	89.8%	
Two islands	8.4%			2.5%	9.8%	
Three or more islands	2.1%			4.4%	0.5%	

Visited islands during their trip (with overnight staying)

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Lanzarote	8.4%			1.0%	0.0%	
Fuerteventura	20.5%			1.9%	0.0%	
Gran Canaria	33.1%			100%	0.6%	
Tenerife	37.8%			1.2%	100%	
La Gomera	2.2%			0.0%	3.6%	
La Palma	2.3%			0.0%	0.0%	
El Hierro	0.1%			0.0%	0.0%	
Cruise	0.6%			0.3%	0.0%	

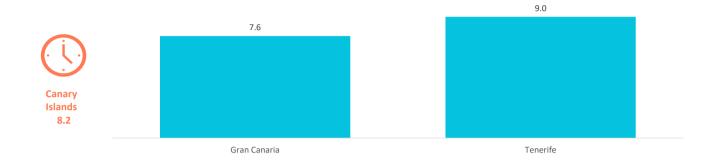
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ACTIVITIES IN THE CANARY ISLANDS

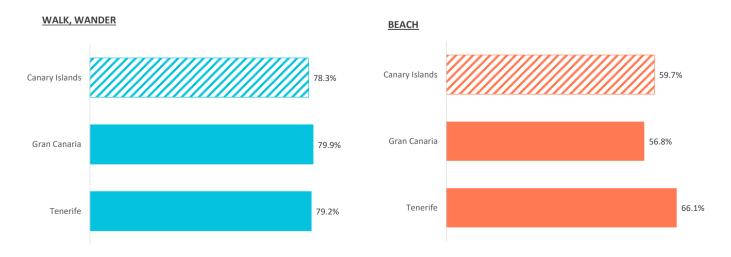
Outdoor time per day

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
0 hours	1.7%			2.5%	1.8%	
1 - 2 hours	6.2%			8.1%	3.8%	
3 - 6 hours	26.2%			29.8%	20.6%	
7 - 12 hours	57.6%			54.4%	63.6%	
More than 12 hours	8.3%			5.2%	10.2%	
Outdoor time per day	8.2			7.6	9.0	



Activities in the Canary Islands

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Walk, wander	78.3%			79.9%	79.2%	
Beach	59.7%			56.8%	66.1%	
Swimming pool, hotel facilities	57.1%			53.2%	64.4%	
Explore the island on their own	36.0%			31.5%	37.3%	
Taste Canarian gastronomy	35.9%			41.8%	38.3%	
Hiking	27.5%			26.5%	29.0%	
Organized excursions	17.0%			11.7%	19.1%	
Nightlife / concerts / shows	14.6%			10.4%	25.8%	
Theme parks	13.2%			11.3%	16.9%	
Sea excursions / whale watching	12.8%			15.7%	9.6%	
Wineries / markets / popular festivals	11.7%			13.3%	15.7%	
Museums / exhibitions	11.0%			9.5%	19.5%	
Other Nature Activities	10.2%			8.2%	7.5%	
Swim	9.7%			3.5%	19.2%	
Beauty and health treatments	7.4%			2.4%	5.5%	
Running	6.8%			4.2%	7.4%	
Practice other sports	5.7%			10.5%	2.2%	
Astronomical observation	5.5%			5.5%	4.6%	
Cycling / Mountain bike	4.8%			4.6%	6.2%	
Surf	3.8%			4.0%	3.0%	
Scuba Diving	3.6%			5.6%	3.7%	
Golf	3.5%			2.8%	6.6%	
Windsurf / Kitesurf	0.9%			0.0%	0.0%	



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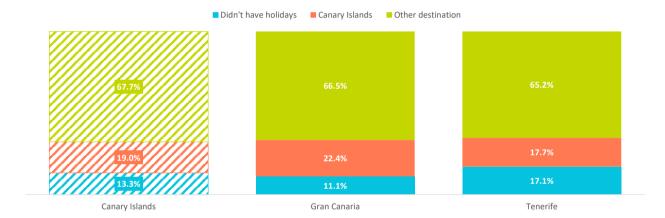


COMPETITORS

Where did they spend their main holiday last year? *

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Didn't have holidays	13.3%			11.1%	17.1%	
Canary Islands	19.0%			22.4%	17.7%	
Other destination	67.7%			66.5%	65.2%	
Balearic Islands	2.1%			2.5%	0.4%	
Rest of Spain	7.1%			6.6%	4.6%	
Italy	14.5%			13.8%	19.6%	
France	5.1%			2.4%	3.1%	
Turkey	1.4%			2.2%	1.0%	
Greece	9.3%			9.6%	7.0%	
Portugal	3.3%			1.0%	2.7%	
Croatia	9.3%			14.2%	10.1%	
Egypt	2.6%			1.8%	2.4%	
Tunisia	0.5%			1.5%	0.0%	
Morocco	0.4%			0.0%	0.0%	
Others	12.1%			10.9%	14.3%	

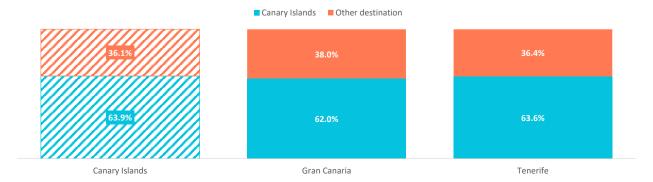
^{*} Percentage of valid answers



What other destinations did they consider for this trip? *

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
None (I was clear about "this Canary Island")	35.3%			25.9%	38.4%	
Canary Islands (other island)	28.7%			36.1%	25.1%	
Other destination	36.1%			38.0%	36.4%	
Balearic Islands	2.6%			4.3%	0.6%	
Rest of Spain	4.8%			4.1%	4.0%	
Italy	3.6%			4.5%	3.0%	
France	0.9%			0.0%	1.2%	
Turkey	2.0%			3.0%	1.8%	
Greece	7.6%			9.2%	8.7%	
Portugal	5.4%			3.0%	7.4%	
Croatia	1.6%			1.0%	3.1%	
Egypt	4.9%			5.2%	5.3%	
Others	2.6%			3.6%	1.2%	

^{*} Percentage of valid answers

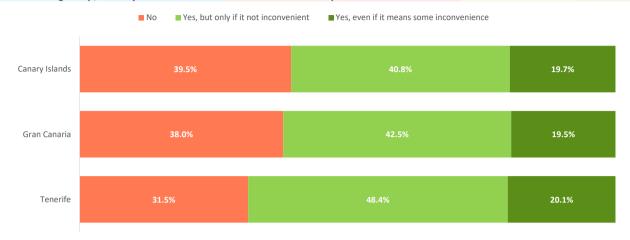


AUSTRIA

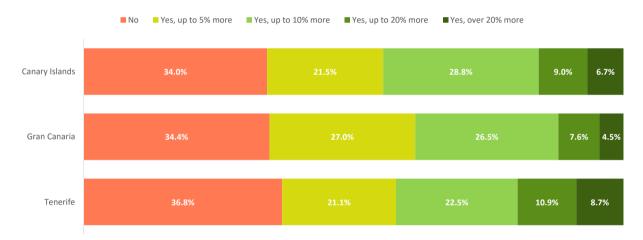


SUSTAINABLE DESTINATION

When booking a trip, do they tend to choose the most sustainable options?



Would they be willing to spend more on travel to reduce their carbon footprint?



Percepcion of the following sustainability measures during their stay *

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Quality of life on the island	8.1			8.0	8.4	
Tolerance towards tourism	8.7			8.9	8.6	
Cleanliness of the island	7.9			7.7	7.8	
Air quality	8.4			8.4	8.3	
Rational water consumption	7.1			7.2	6.8	
Energy saving	6.3			6.6	6.1	
Use of renewable energy	6.5			7.2	6.3	
Recycling	6.5			6.6	6.5	
Easy to get around by public transport	7.1			7.7	7.4	
Overcrowding in tourist areas	5.8			6.1	5.5	
Supply of local products	7.0			7.0	7.0	

^{*} Scale 0 - 10 (0 = Not important and 10 = Very important)

FLIGHT ORIGIN

Where does the flight come from?

	Canary Islands	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Austria	67.3%			62.9%	78.2%	
Germany	18.9%			22.9%	10.6%	
Spanish Mainland	7.7%			8.7%	3.1%	
Switzerland	3.1%			4.2%	2.3%	
Italy	1.5%			0.0%	4.0%	
Others	1.5%			1.2%	1.8%	