

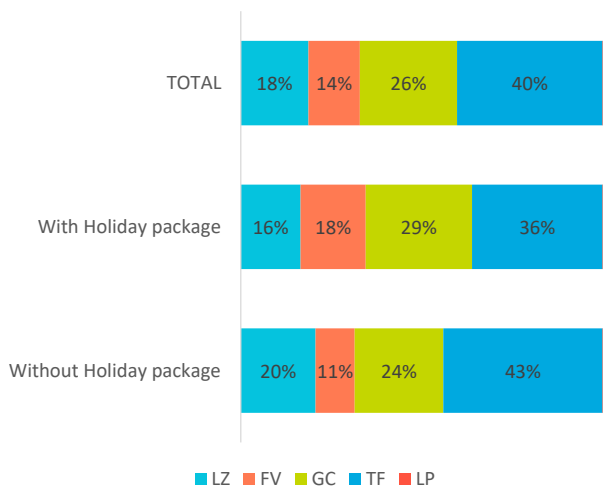
PROFILE OF TOURIST BY HOLIDAY PACKAGE 2023



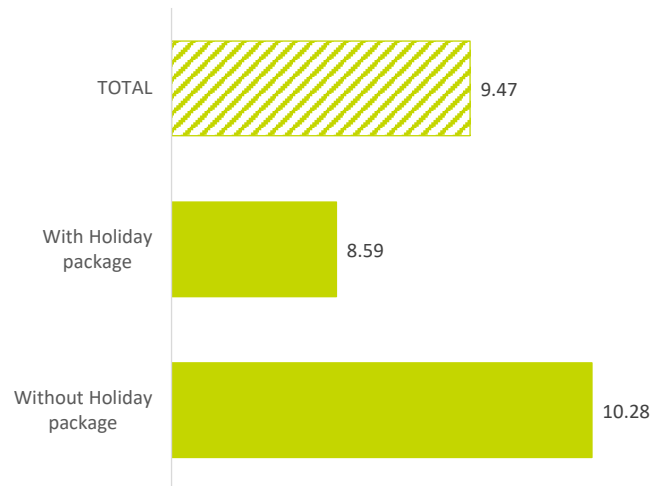
TOURIST EXPENDITURE

	TOTAL	With Holiday package	Without Holiday package
Tourist arrivals ≥ 16 years old (EGT)	14,108,401	6,731,597	7,376,803
% Tourists	100%	47.7%	52.3%
- Lanzarote	2,601,667	1,096,854	1,504,813
- Fuerteventura	1,984,658	1,196,423	788,235
- Gran Canaria	3,737,159	1,957,000	1,780,159
- Tenerife	5,601,943	2,395,517	3,206,426
- La Palma	133,951	64,982	68,969
Expenditure per tourist (€)	1,387	1,596	1,196
- book holiday package	1,596	1,596	--
- holiday package	1,319	1,319	--
- others	277	277	--
- do not book holiday package	1,196	--	1,196
- flight	328	--	328
- accommodation	420	--	420
- others	448	--	448
Average length of stay	9.47	8.59	10.28
Average daily expenditure (€)	167.8	196.6	141.6
Average daily expenditure without flight (€)	120.2	141.1	101.2
Average cost of the flight (€)	387.4	453.1	327.5
Total turnover (≥ 16 years old) (€m)	19,565	10,745	8,820
% Turnover	100%	54.9%	45.1%

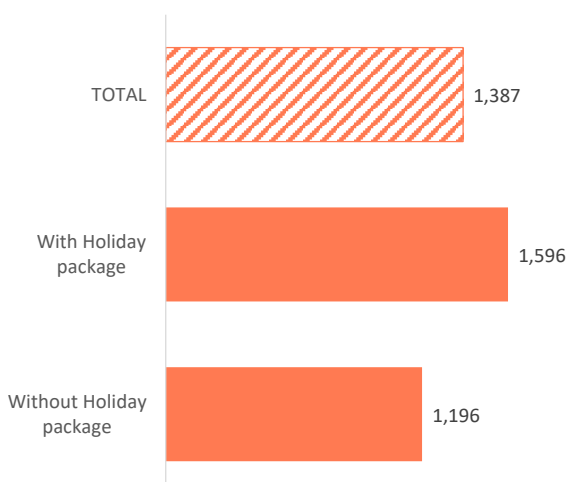
% TOURISTS BY ISLAND OF STAY



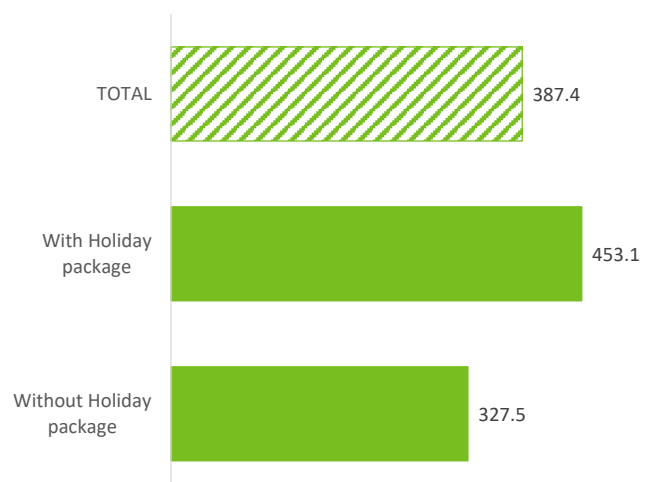
AVERAGE LENGTH OF STAY



EXPENDITURE PER TOURIST (€)



DAILY EXPENDITURE WITHOUT FLIGHT (€)



PROFILE OF TOURIST BY HOLIDAY PACKAGE 2023

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

	TOTAL	With Holiday package	Without Holiday package
Accommodation:			
- Accommodation	83.7%	99.9%	68.8%
- Additional accommodation expenses	7.1%	6.2%	7.9%
Transport:			
- National/International Transport	94.9%	99.9%	90.3%
- Flights between islands	5.6%	3.6%	7.4%
- Taxi	52.6%	78.7%	28.7%
- Car rental	32.4%	22.4%	41.5%
- Public transport	11.2%	9.0%	13.2%
Food and drink:			
- Food purchases at supermarkets	58.8%	46.6%	70.0%
- Restaurants	66.5%	54.2%	77.8%
Leisure:			
- Organized excursions	24.7%	27.6%	22.1%
- Sport activities	8.1%	6.5%	9.5%
- Cultural activities	2.8%	2.0%	3.4%
- Museums	5.5%	3.6%	7.3%
- Theme Parks	10.9%	10.4%	11.4%
- Discos and pubs	10.7%	8.4%	12.9%
- Wellness	5.3%	5.7%	5.1%
Purchases of goods:			
- Souvenirs	41.5%	41.7%	41.3%
- Real state	0.2%	0.1%	0.2%
- Other expenses	0.8%	0.7%	0.9%
Other:			
- Medical or pharmaceutical expenses	7.7%	6.8%	8.4%
- Other expenses	5.4%	7.0%	4.0%

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

	TOTAL	With Holiday package	Without Holiday package
Expenditure per tourist and trip (€)			
Accommodation:	866	933	772
- Accommodation	709	784	610
- Additional accommodation expenses	157	150	162
Transport:	733	764	664
- National/International Transport	408	453	363
- Flights between islands	84	67	92
- Taxi	89	104	52
- Car rental	122	117	125
- Public transport	29	24	32
Food and drink:	306	267	330
- Food purchases at supermarkets	108	78	125
- Restaurants	199	189	205
Leisure:	535	519	543
- Organized excursions	95	100	89
- Sport activities	99	91	103
- Cultural activities	58	55	59
- Museums	39	38	39
- Theme Parks	71	70	71
- Discos and pubs	99	92	103
- Wellness	74	71	78
Purchases of goods:	1,242	363	1,757
- Souvenirs	87	86	87
- Real state	934	194	1,353
- Other expenses	221	83	318
Other:	138	114	170
- Medical or pharmaceutical expenses	47	41	52
- Other expenses	91	73	118

PROFILE OF TOURIST BY HOLIDAY PACKAGE 2023

TOURIST PROFILE

Who are they?

	TOTAL	With Holiday package	Without Holiday package
Gender			
Percentage of men	48.2%	45.8%	50.4%
Percentage of women	51.8%	54.2%	49.6%
Age			
Average age	46.37	48.81	44.15
Standard deviation	16.8	16.8	16.4
Age range			
16-24 years old	11.1%	9.4%	12.7%
25-30 years old	10.8%	8.5%	12.9%
31-45 years old	28.7%	26.1%	31.1%
46-60 years old	25.2%	27.0%	23.4%
Over 60 years old	24.2%	29.0%	19.8%
Occupation			
Salaried worker	55.7%	55.4%	55.9%
Self-employed	10.8%	9.5%	12.0%
Unemployed	0.9%	0.6%	1.2%
Business owner	8.1%	8.1%	8.1%
Student	4.2%	2.6%	5.6%
Retired	18.9%	22.6%	15.6%
Unpaid domestic work	0.6%	0.5%	0.6%
Others	0.9%	0.8%	0.9%
Annual household income level			
Less than €25,000	13.1%	11.0%	15.0%
€25,000 - €49,999	34.9%	34.3%	35.4%
€50,000 - €74,999	24.4%	25.9%	22.9%
More than €74,999	27.7%	28.8%	26.7%
Education level			
No studies	4.0%	4.8%	3.3%
Primary education	1.9%	2.2%	1.6%
Secondary education	20.1%	24.0%	16.6%
Higher education	73.9%	69.0%	78.5%

Who do they come with?

	TOTAL	With Holiday package	Without Holiday package
Unaccompanied	10.1%	5.4%	14.4%
Only with partner	47.5%	53.2%	42.4%
Only with children (< 13 years old)	4.4%	4.8%	4.1%
Partner + children (< 13 years old)	6.8%	7.8%	6.0%
Other relatives	10.0%	9.7%	10.2%
Friends	7.1%	5.4%	8.7%
Work colleagues	0.6%	0.1%	1.0%
Organized trip	0.2%	0.3%	0.2%
Other combinations ⁽²⁾	13.3%	13.4%	13.2%
⁽²⁾ Different situations have been isolated			
Tourists with children	16.9%	18.4%	15.5%
- Between 0 and 2 years old	1.5%	1.6%	1.4%
- Between 3 and 12 years old	14.1%	15.4%	13.0%
- Between 0-2 and 3-12 years old	1.3%	1.5%	1.2%
Tourists without children	83.1%	81.6%	84.5%
Group composition:			
- 1 person	12.6%	6.7%	17.9%
- 2 people	55.3%	61.4%	49.8%
- 3 people	12.1%	12.6%	11.7%
- 4 or 5 people	16.0%	15.6%	16.4%
- 6 or more people	4.0%	3.8%	4.3%
Average group size:	2.57	2.81	2.54

*People who share the main expenses of the trip

PROFILE OF TOURIST BY HOLIDAY PACKAGE 2023

TRIP MOTIVATION AND DESTINATION CHOICE

What is the main reason for visiting the Canary Islands?

	TOTAL	With Holiday package	Without Holiday package
Holidays	90.0%	98.4%	82.4%
Family reasons	6.9%	0.7%	12.5%
Business	1.6%	0.3%	2.7%
Education and training	0.2%	0.0%	0.4%
Sports training	0.5%	0.3%	0.7%
Health	0.1%	0.1%	0.1%
Conventions and Exhibitions	0.2%	0.1%	0.3%
Others	0.5%	0.2%	0.8%

What is the main motivation for their holidays?

	TOTAL	With Holiday package	Without Holiday package
Rest	50.9%	58.0%	44.2%
Enjoy family time	15.6%	13.3%	17.8%
Have fun	9.2%	9.0%	9.3%
Explore the destination	20.7%	17.4%	23.8%
Practice their hobbies	2.0%	1.3%	2.7%
Other reasons	1.7%	1.1%	2.2%

Importance of each factor in the destination choice

	TOTAL	With Holiday package	Without Holiday package
Climate	75.1%	77.6%	72.8%
Safety	54.6%	59.2%	50.3%
Tranquility	47.9%	48.6%	47.2%
Sea	45.4%	44.4%	46.4%
Accommodation supply	42.9%	50.9%	35.3%
Beaches	38.8%	37.9%	39.6%
Effortless trip	38.3%	41.5%	35.2%
Price	37.3%	39.6%	35.1%
European belonging	35.3%	36.0%	34.6%
Landscapes	35.0%	28.3%	41.4%
Environment	34.6%	30.4%	38.6%
Gastronomy	26.9%	25.1%	28.6%
Fun possibilities	24.0%	24.2%	23.7%
Authenticity	22.6%	19.8%	25.2%
Exoticism	12.0%	10.9%	13.1%
Hiking trail network	10.4%	7.1%	13.6%
Shopping	9.6%	10.1%	9.3%
Culture	9.5%	8.1%	10.9%
Historical heritage	9.1%	7.5%	10.7%
Nightlife	8.4%	7.3%	9.5%

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?

	TOTAL	With Holiday package	Without Holiday package
Previous visits to the Canary Islands	49.0%	49.6%	48.5%
Friends or relatives	29.6%	20.6%	37.8%
Internet or social media	53.0%	52.2%	53.8%
Mass Media	2.1%	2.3%	1.9%
Travel guides and magazines	7.0%	7.2%	6.8%
Travel Blogs or Forums	6.7%	4.8%	8.4%
Travel TV Channels	0.8%	0.9%	0.7%
Tour Operator or Travel Agency	20.4%	36.6%	5.6%
Public administrations or similar	0.7%	0.5%	0.8%
Others	3.2%	2.0%	4.3%

* Multi-choice question

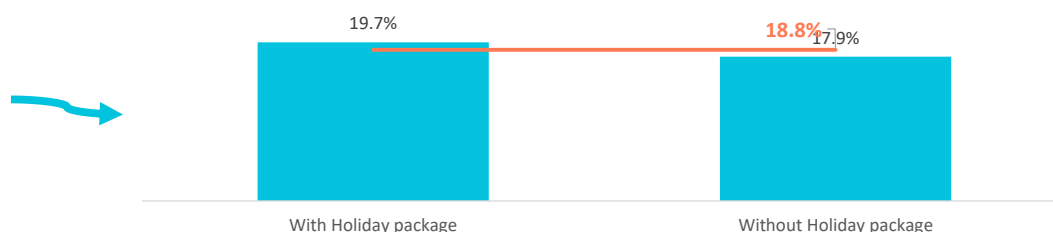
PROFILE OF TOURIST BY HOLIDAY PACKAGE 2023

TRIP BOOKING

How far in advance do they book their trip?

	TOTAL	With Holiday package	Without Holiday package
The same day	0.7%	0.5%	1.0%
Between 1 and 30 days	23.5%	22.6%	24.3%
Between 1 and 2 months	24.6%	23.7%	25.5%
Between 3 and 6 months	32.4%	33.5%	31.4%
More than 6 months	18.8%	19.7%	17.9%

% TOURISTS WHO
BOOK THEIR TRIP
WITH MORE THAN 6
MONTHS



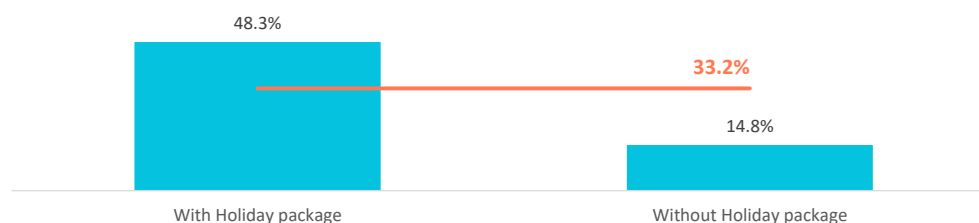
With whom did they book their flight and accommodation?

	TOTAL	With Holiday package	Without Holiday package
Flight			
- Directly with the airline	49.6%	14.1%	83.0%
- Tour Operator or Travel Agency	50.4%	85.9%	17.0%
Accommodation			
- Directly with the accommodation	36.7%	12.7%	65.6%
- Tour Operator or Travel Agency	63.3%	87.3%	34.4%

What do they book?

	TOTAL	With Holiday package	Without Holiday package
Room only	29.1%	10.4%	51.8%
Bed and Breakfast	14.3%	12.1%	17.1%
Half board	20.1%	24.9%	14.2%
Full board	3.3%	4.3%	2.0%
All inclusive	33.2%	48.3%	14.8%

% TOURISTS WHO
BOOK ALL
INCLUSIVE



ACCOMMODATION

	TOTAL	With Holiday package	Without Holiday package
1-2-3* Hotel	10.7%	14.0%	7.7%
4* Hotel	38.6%	57.8%	21.1%
5* Hotel / 5* Luxury Hotel	9.9%	11.9%	8.1%
Aparthotel / Tourist Villa	15.8%	11.3%	20.0%
House/room rented in a private dwelling	7.8%	0.6%	14.3%
Private accommodation ⁽¹⁾	9.0%	0.0%	17.2%
Others (Cottage, cruise, camping,...)	8.2%	4.4%	11.6%

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

PROFILE OF TOURIST BY HOLIDAY PACKAGE 2023



SATISFACTION AND LOYALTY INDICATORS

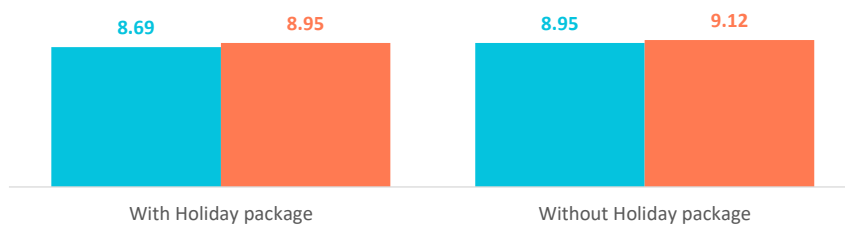
Satisfaction

	TOTAL	With Holiday package	Without Holiday package
Satisfaction (scale 0-10)			
Average rating	8.82	8.76	8.87
Experience in the Canary Islands			
Worse or much worse than expected	2.5%	2.7%	2.3%
Lived up to expectations	54.0%	55.2%	52.8%
Better or much better than expected	43.5%	42.1%	44.8%
Future intentions (scale 1-10)			
Return to the Canary Islands	8.83	8.69	8.95
Recommend visiting the Canary Islands	9.04	8.95	9.12

RETURN TO THE CANARY



8.83
TOTAL



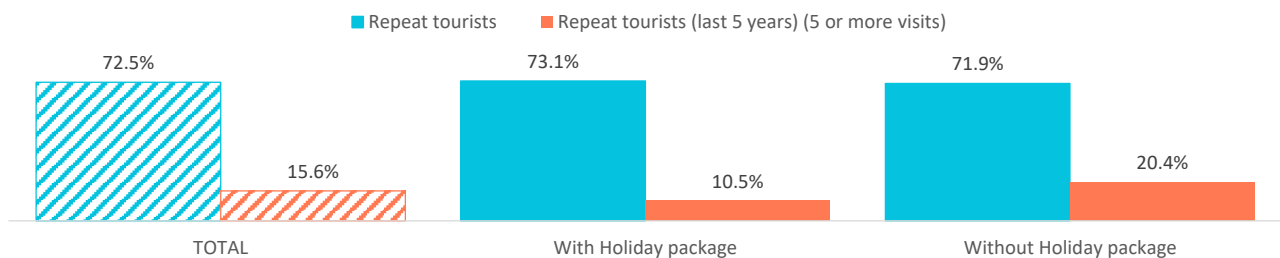
RECOMMEND VISITING THE CANARY ISLANDS



9.04
TOTAL

How many are loyal to the Canary Islands?

	TOTAL	With Holiday package	Without Holiday package
Repeat tourists	72.5%	73.1%	71.9%
At least 10 previous visits	19.6%	15.2%	23.6%
Repeat tourists (last 5 years)	65.0%	64.4%	65.6%
Repeat tourists (last 5 years) (5 or more visits)	15.6%	10.5%	20.4%



ISLANDS

How many islands do they visit during their trip?

	TOTAL	With Holiday package	Without Holiday package
One island	92.1%	94.0%	90.4%
Two islands	6.7%	5.0%	8.3%
Three or more islands	1.2%	1.0%	1.3%

Visited islands during their trip (with overnight staying)

	TOTAL	With Holiday package	Without Holiday package
Lanzarote	19.0%	16.6%	21.1%
Fuerteventura	14.8%	18.2%	11.7%
Gran Canaria	27.2%	29.5%	25.0%
Tenerife	40.5%	36.1%	44.6%
La Gomera	0.5%	0.2%	0.8%
La Palma	1.4%	1.2%	1.6%
El Hierro	0.2%	0.0%	0.3%
Cruise	0.2%	0.4%	0.1%

PROFILE OF TOURIST BY HOLIDAY PACKAGE 2023

ACTIVITIES IN THE CANARY ISLANDS

Outdoor time per day

	TOTAL	With Holiday package	Without Holiday package
0 hours	2.3%	3.5%	1.2%
1 - 2 hours	10.6%	15.8%	5.9%
3 - 6 hours	33.3%	38.9%	28.1%
7 - 12 hours	45.2%	36.0%	53.6%
More than 12 hours	8.6%	5.7%	11.2%
Outdoor time per day	7.3	6.3	8.3

Activities in the Canary Islands

	TOTAL	With Holiday package	Without Holiday package
Walk, wander	73.1%	70.8%	75.2%
Beach	69.4%	67.5%	71.2%
Swimming pool, hotel facilities	59.3%	69.9%	49.6%
Explore the island on their own	48.0%	40.4%	55.0%
Taste Canarian gastronomy	26.5%	19.8%	32.5%
Hiking	18.5%	12.9%	23.6%
Organized excursions	16.8%	21.7%	12.4%
Nightlife / concerts / shows	15.9%	14.0%	17.6%
Theme parks	14.1%	13.8%	14.4%
Sea excursions / whale watching	12.4%	13.6%	11.4%
Wineries / markets / popular festivals	11.4%	8.5%	14.0%
Museums / exhibitions	10.5%	7.3%	13.5%
Other Nature Activities	8.1%	5.1%	10.8%
Swim	7.8%	7.2%	8.3%
Beauty and health treatments	6.1%	6.2%	6.0%
Running	5.7%	4.4%	6.9%
Practice other sports	4.5%	3.7%	5.2%
Astronomical observation	4.0%	3.4%	4.5%
Cycling / Mountain bike	3.0%	2.4%	3.6%
Surf	2.9%	1.2%	4.4%
Scuba Diving	2.9%	2.2%	3.5%
Golf	2.5%	2.3%	2.6%
Windsurf / Kitesurf	0.9%	0.6%	1.2%

COUNTRY OF RESIDENCE

Where are they from?

	TOTAL	With Holiday package	Without Holiday package
United Kingdom	34.1%	39.3%	29.3%
Germany	16.3%	22.3%	10.8%
Spanish Mainland	12.1%	4.4%	19.2%
France	5.3%	4.6%	6.0%
Ireland	4.3%	2.6%	5.8%
Italy	4.2%	1.6%	6.5%
Netherlands	4.2%	5.2%	3.3%
Belgium	2.7%	2.7%	2.7%
Norway	2.5%	2.9%	2.2%
Sweden	2.3%	3.2%	1.4%
Denmark	1.8%	2.6%	1.1%
Poland	1.8%	2.4%	1.2%
Finland	1.3%	1.6%	1.0%
Switzerland	1.2%	1.0%	1.3%
Czech Republic	0.9%	0.9%	0.9%
Austria	0.9%	0.7%	1.1%
Others	4.2%	2.0%	6.2%

PROFILE OF TOURIST BY HOLIDAY PACKAGE 2023

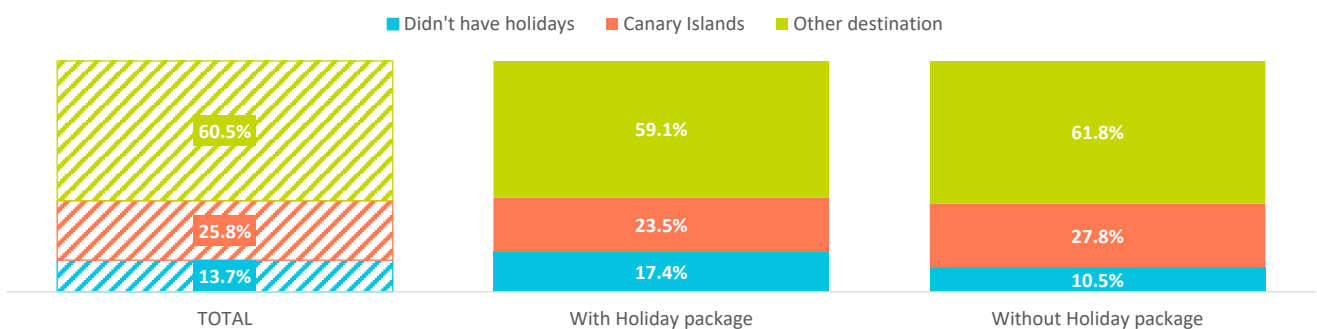


COMPETITORS

Where did they spend their main holiday last year? *

	TOTAL	With Holiday package	Without Holiday package
Didn't have holidays	13.7%	17.4%	10.5%
Canary Islands	25.8%	23.5%	27.8%
Other destination	60.5%	59.1%	61.8%
Balearic Islands	4.5%	4.8%	4.2%
Rest of Spain	11.4%	9.0%	13.5%
Italy	7.4%	6.2%	8.5%
France	5.3%	4.7%	5.8%
Turkey	2.8%	3.7%	2.0%
Greece	6.9%	8.8%	5.3%
Portugal	4.1%	3.5%	4.6%
Croatia	2.3%	2.3%	2.3%
Egypt	1.1%	1.3%	1.0%
Tunisia	0.3%	0.4%	0.2%
Morocco	0.8%	0.6%	1.0%
Others	13.7%	13.9%	13.5%

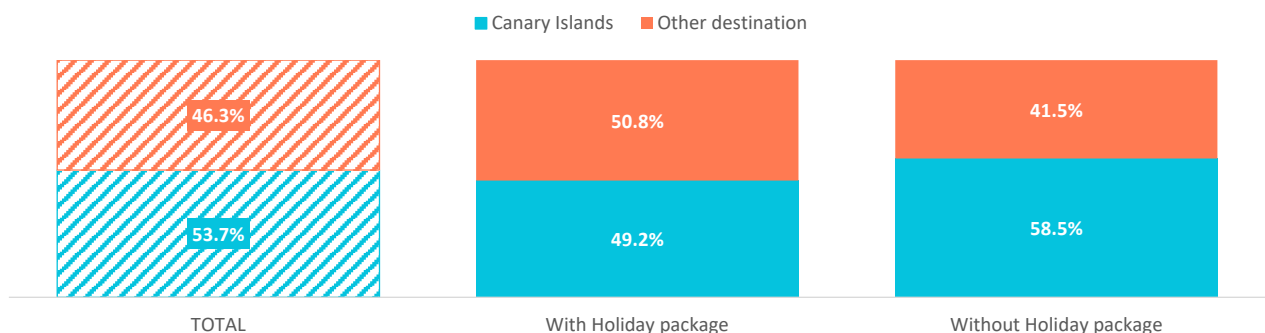
* Percentage of valid answers



What other destinations did they consider for this trip? *

	TOTAL	With Holiday package	Without Holiday package
None (I was clear about "this Canary Island")	28.5%	22.1%	35.5%
Canary Islands (other island)	25.1%	27.1%	23.0%
Other destination	46.3%	50.8%	41.5%
Balearic Islands	6.1%	7.0%	5.2%
Rest of Spain	8.6%	8.6%	8.6%
Italy	4.8%	4.8%	4.8%
France	1.6%	1.3%	1.9%
Turkey	3.4%	4.4%	2.3%
Greece	8.1%	10.3%	5.8%
Portugal	6.3%	6.4%	6.1%
Croatia	2.5%	2.6%	2.3%
Egypt	2.5%	2.9%	2.0%
Others	2.5%	2.4%	2.6%

* Percentage of valid answers

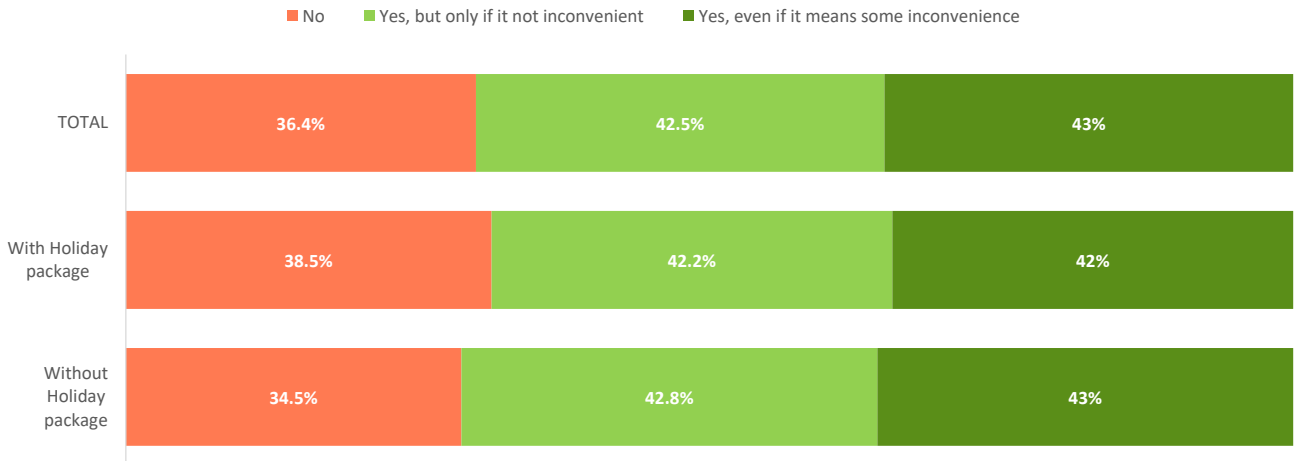


PROFILE OF TOURIST BY HOLIDAY PACKAGE 2023

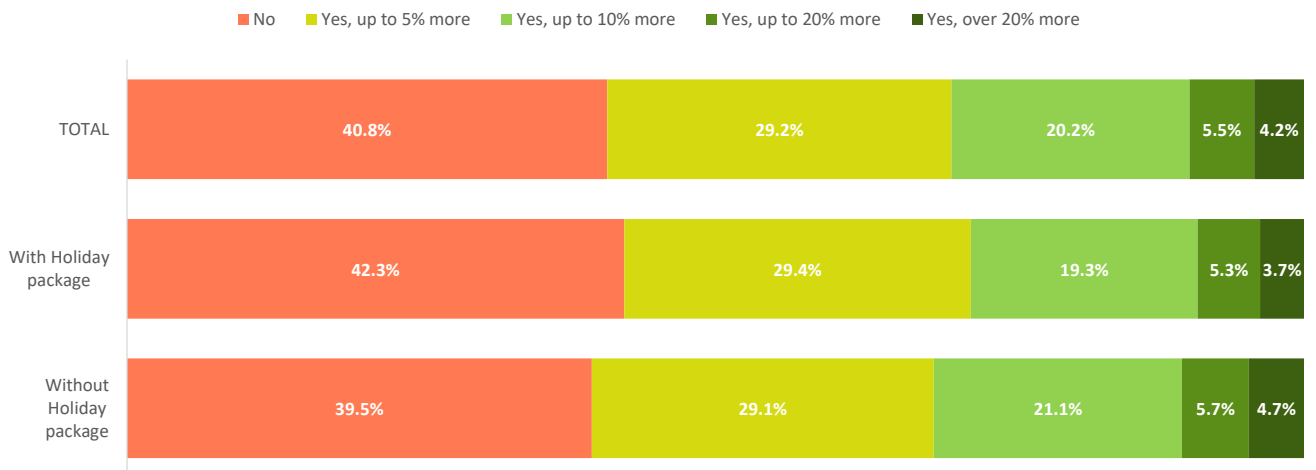


SUSTAINABLE DESTINATION

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?



Perception of the following sustainability measures during their stay *

	TOTAL	With Holiday package	Without Holiday package
Quality of life on the island	8.0	7.9	8.1
Tolerance towards tourism	8.6	8.6	8.5
Cleanliness of the island	8.2	8.3	8.2
Air quality	8.5	8.5	8.4
Rational water consumption	7.6	7.6	7.6
Energy saving	7.1	7.1	7.0
Use of renewable energy	7.0	7.0	7.0
Recycling	7.1	7.2	6.9
Easy to get around by public transport	7.5	7.7	7.3
Overcrowding in tourist areas	6.6	6.6	6.6
Supply of local products	7.2	7.1	7.3

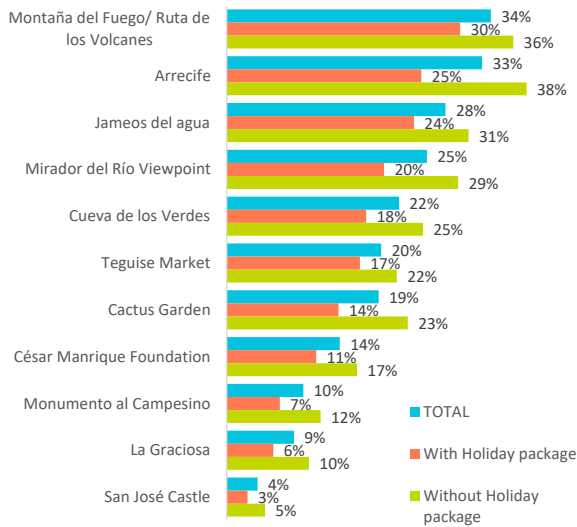
* Scale 0 - 10 (0 = Not important and 10 = Very important)

PROFILE OF TOURIST BY HOLIDAY PACKAGE 2023

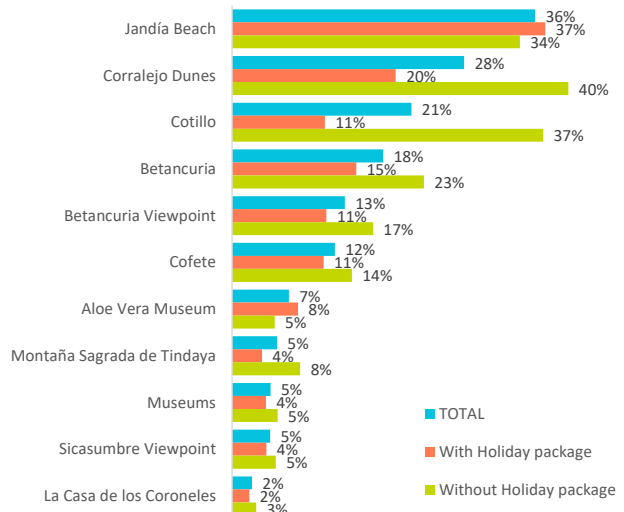


LUGARES QUE VISITAN EN CADA ISLA

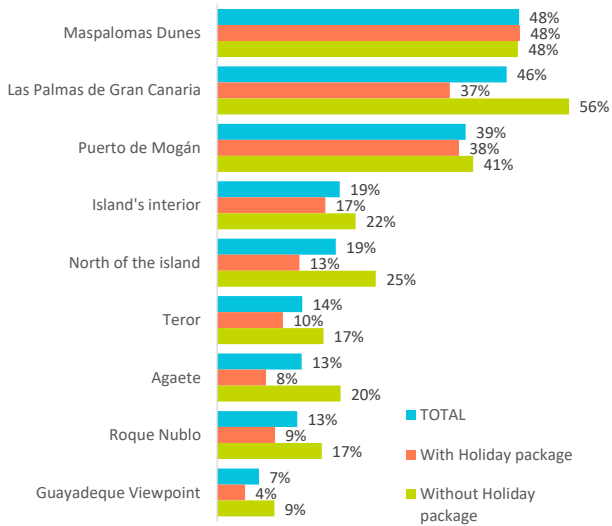
LANZAROTE



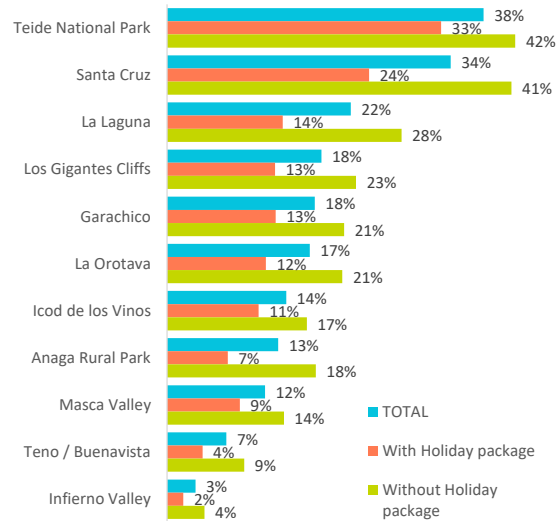
FUERTEVENTURA



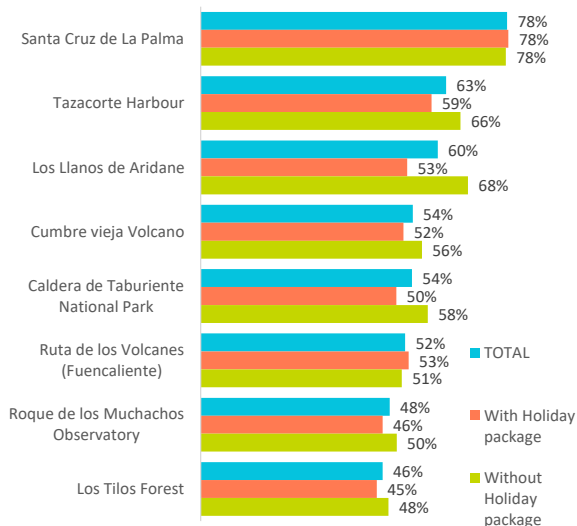
GRAN CANARIA



TENERIFE



LA PALMA



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.