Tourist profile. Historical data (2019 - 2024)

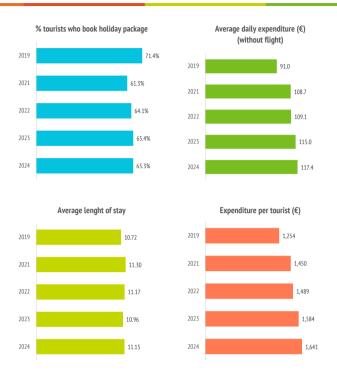
GERMANY

How many are they and how much do they spend?



å€

	2019	2021	2022	2023	2024
TOURISTS					
Tourist arrivals (FRONTUR) (*)	2,651	1,298	2,275	2,552	2,820
Tourist arrivals \geq 16 years old (EGT) (*)	2,394	1,153	2,055	2,294	2,542
- book holiday package (*)	1,710	707	1,317	1,500	1,661
- do not book holiday package (*)	684	446	738	794	881
- % tourists who book holiday package	71.4%	61.3%	64.1%	65.4%	65.3%
Children < 16 years old (FRONTUR - EGT) (*)	257	145	220	257	278
Expenditure per tourist (€)	1,254	1,450	1,489	1,584	1,641
- book holiday package	1,347	1,547	1,561	1,711	1,807
- holiday package	1,145	1,308	1,339	1,468	1,565
- others	202	239	222	243	241
- do not book holiday package	1,022	1,297	1,361	1,346	1,330
- flight	303	321	379	394	401
- accommodation	340	489	478	470	427
- others	379	487	504	481	502
Average lenght of stay	10.72	11.30	11.17	10.96	11.15
Average daily expenditure (€)	130.2	148.3	153.4	163.5	170.7
Average daily expenditure (without flight)	91.0	108.7	109.1	115.0	117.4
Average cost of the flight (€)	376.0	376.3	420.1	465.1	503.4
Total turnover (≥ 16 years old) (€m)	3,002	1,672	3,059	3,635	4,173
Turnover without flight (≥ 16 years old) (€m) (*) Thousands of tourists	2,102	1,238	2,196	2,568	2,893



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

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

	2019	2021	2022	2023	2024
Accommodation:					
- Accommodation	89.4%	88.2%	88.8%	89.2%	88.2%
- Additional accommodation expenses	5.9%	7.7%	5.5%	5.8%	5.5%
Transport:					
- National/International Transport	96.9%	96.7%	97.8%	97.0%	97.7%
- Flights between islands	3.3%	4.7%	4.0%	5.3%	2.9%
- Taxi	55.7%	56.1%	56.0%	57.6%	55.1%
- Car rental	32.6%	36.8%	35.9%	37.2%	37.3%
- Public transport	11.2%	11.1%	11.4%	15.0%	14.0%
Food and drink:					
- Food purchases at supermarkets	50.3%	53.7%	54.4%	58.0%	56.7%
- Restaurants	50.1%	56.5%	55.7%	56.5%	56.2%
Leisure:					
- Organized excursions	24.5%	22.7%	26.5%	28.8%	25.6%
- Sport activities	6.5%	10.8%	7.8%	8.7%	7.5%
- Cultural activities	2.8%	2.6%	2.3%	3.1%	3.1%
- Museums	5.6%	4.4%	5.2%	6.4%	5.9%
- Theme Parks	5.8%	7.2%	8.2%	8.6%	8.3%
- Discos and pubs	3.9%	3.6%	4.7%	4.4%	4.1%
- Wellness	3.5%	5.3%	4.8%	4.9%	4.2%
Purchases of goods:					
- Souvenirs	40.8%	36.7%	37.2%	39.3%	38.8%
- Real state	0.1%	0.1%	0.1%	0.0%	0.0%
- Other expenses	1.0%	1.0%	0.8%	0.9%	0.7%
Other:					
- Medical or pharmaceutical expenses	6.6%	13.8%	7.9%	7.6%	7.3%
- Other expenses	5.2%	7.2%	5.4%	5.0%	4.9%

Expenditure per tourist and trip (€)	2019	2021	2022	2023	2024
Accommodation:	782	921	882	976	987
- Accommodation	651	769	762	822	843
- Additional accommodation expenses	131	152	120	154	144
Transport:	653	758	832	829	883
- National/International Transport	388	389	429	480	515
- Flights between islands	66	79	96	79	77
- Taxi	73	109	121	105	115
- Car rental	100	151	156	139	144
- Public transport	25	30	30	27	32
Food and drink:	239	280	286	282	299
- Food purchases at supermarkets	100	109	107	107	118
- Restaurants	139	171	180	175	181
Leisure:	487	542	552	525	529
- Organized excursions	90	95	100	98	98
- Sport activities	132	125	124	106	115
- Cultural activities	42	43	43	63	51
- Museums	28	33	32	33	30
- Theme Parks	51	59	63	61	71
- Discos and pubs	75	105	102	81	85
- Wellness	68	81	87	83	80
Purchases of goods:	1,014	9,963	629	18,021	3,783
- Souvenirs	95	85	93	81	89
- Real state	658	9,521	423	17,747	3,517
- Other expenses	261	356	113	193	178
Other:	118	133	122	126	125
- Medical or pharmaceutical expenses	50	55	43	47	46
- Other expenses	68	79	79	79	79

Source: Encuesta sobre el Gasto Turístico (ISTAC).

GERMANY



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What is the main purpose of their trip?

	2019	2021	2022	2023	2024
Holiday, leisure	94.1%	92.9%	92.9%	92.0%	92.3%
Visiting family or friends	3.8%	5.0%	4.9%	5.5%	5.9%
Business and work	0.8%	1.0%	0.8%	1.0%	0.5%
Education and training	0.1%	0.1%	0.2%	0.2%	0.2%
Sports training	0.6%	0.4%	0.5%	0.5%	0.6%
Health or medical care	0.1%	0.1%	0.1%	0.1%	0.2%
Fairs and congresses	0.0%	0.0%	0.1%	0.1%	0.0%
Others	0.4%	0.4%	0.5%	0.6%	0.3%

What is the main motivation for their holidays?

	2019	2021	2022	2023	2024
Rest	49.3%	52.4%	46.8%	45.1%	44.3%
Enjoy family time	9.5%	11.1%	10.9%	10.0%	12.1%
Have fun	7.1%	6.7%	8.0%	8.7%	8.2%
Explore the destination	28.5%	24.5%	29.0%	30.6%	30.0%
Practice their hobbies	3.8%	3.9%	3.1%	3.3%	3.5%
Other reasons	1.8%	1.5%	2.2%	2.2%	2.0%

Where did they spend their main holiday last year? *

	2019	2021	2022	2023	2024
Didn't have holidays		33.3%	25.7%	15.1%	12.3%
Canary Islands		19.2%	22.4%	24.3%	26.3%
Other destination		47.5%	52.0%	60.6%	61.4%
Balearic Islands		4.2%	5.5%	5.4%	5.2%
Rest of Spain		3.1%	4.1%	5.5%	5.7%
Italy		7.7%	9.3%	9.1%	8.8%
France		3.0%	3.5%	4.1%	4.1%
Turkey		1.6%	2.9%	3.7%	3.8%
Greece		6.8%	7.0%	8.2%	8.1%
Portugal		2.1%	2.2%	3.4%	3.7%
Croatia		2.6%	3.8%	3.9%	3.0%
Egypt		1.0%	1.2%	1.8%	2.4%
Tunisia		0.1%	0.1%	0.3%	0.6%
Morocco		0.2%	0.3%	0.4%	0.5%
Others		15.0%	12.3%	15.0%	15.5%

^{*} Percentage of valid answers

What other destinations did they consider for this trip? *

	2019	2021	2022	2023	2024
None (I was clear about "this Canary Island")		28.7%	28.0%	28.8%	29.3%
Canary Islands (other island)		27.6%	27.1%	28.4%	28.6%
Other destination		43.7%	44.9%	42.7%	42.1%
Balearic Islands		6.6%	7.1%	5.4%	5.8%
Rest of Spain		4.0%	5.5%	5.7%	5.6%
Italy		4.5%	4.1%	4.0%	4.3%
France		1.3%	1.2%	1.0%	1.3%
Turkey		2.9%	3.2%	3.2%	2.8%
Greece		10.7%	9.8%	8.5%	8.5%
Portugal		5.4%	5.2%	5.8%	5.7%
Croatia		2.2%	2.0%	2.2%	2.2%
Egypt		2.9%	3.9%	3.9%	3.5%
Others		3.2%	2.8%	2.9%	2.4%

^{*} Percentage of valid answers

Importance of each factor in the destination choice

	2019	2021	2022	2023	2024
Climate	78.2%	78.6%	74.6%	74.9%	74.7%
Sea	61.3%	66.8%	63.8%	61.5%	61.2%
Safety	55.9%	54.2%	53.0%	54.8%	57.5%
Tranquility	51.6%	51.3%	50.5%	49.9%	50.9%
Beaches	47.9%	54.3%	50.4%	48.5%	48.2%
Effortless trip	45.0%	46.7%	46.6%	45.3%	47.4%
European belonging	41.7%	43.3%	42.0%	39.3%	41.0%
Accommodation supply	41.3%	41.3%	39.4%	40.4%	39.6%
Landscapes	38.0%	34.6%	35.8%	38.0%	39.4%
Price	27.7%	25.8%	28.0%	28.6%	29.1%
Environment	27.4%	24.3%	24.9%	23.8%	27.3%
Gastronomy	23.4%	28.5%	27.0%	26.0%	27.1%
Authenticity	18.6%	19.2%	19.2%	18.6%	21.5%
Fun possibilities	15.8%	19.2%	18.0%	18.6%	17.5%
Hiking trail network	12.5%	11.7%	12.1%	10.3%	13.8%
Shopping	9.2%	8.5%	9.8%	8.9%	10.7%
Culture	7.4%	7.0%	7.6%	8.6%	8.4%
Historical heritage	7.9%	6.6%	6.4%	7.1%	8.0%
Exoticism	7.2%	7.0%	7.3%	7.4%	7.8%
Nightlife	4.3%	5.5%	4.6%	5.0%	4.6%

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?

				ı
2019	2021	2022	2023	2024
0.6%	0.7%	0.7%	0.8%	0.8%
21.0%	43.7%	28.5%	23.5%	21.1%
21.1%	23.9%	23.6%	24.0%	22.1%
35.9%	19.8%	31.1%	34.1%	35.1%
21.4%	11.9%	16.0%	17.6%	20.9%
	0.6% 21.0% 21.1% 35.9%	0.6% 0.7% 21.0% 43.7% 21.1% 23.9% 35.9% 19.8%	0.6% 0.7% 0.7% 21.0% 43.7% 28.5% 21.1% 23.9% 23.6% 35.9% 19.8% 31.1%	0.6% 0.7% 0.7% 0.8% 21.0% 43.7% 28.5% 23.5% 21.1% 23.9% 23.6% 24.0% 35.9% 19.8% 31.1% 34.1%

% TOURISTS WHO BOOK MORE THAN 6 MONTHS IN ADVANCE



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

	2019	2021	2022	2023	2024
Previous visits to the Canary Islands	51.9%	47.0%	46.9%	44.4%	44.7%
Friends or relatives	22.8%	24.1%	25.5%	24.3%	24.3%
Internet or social media	52.7%	55.5%	53.1%	53.2%	52.6%
Mass Media	2.3%	2.9%	2.6%	2.3%	2.1%
Travel guides and magazines	13.8%	9.4%	10.2%	10.0%	9.1%
Travel Blogs or Forums	5.0%	6.0%	5.6%	5.8%	5.5%
Travel TV Channels	1.4%	0.8%	1.3%	1.1%	1.2%
Tour Operator or Travel Agency	31.0%	25.9%	26.1%	28.1%	26.0%
Public administrations or similar	0.3%	0.4%	0.5%	0.6%	0.2%
Others	2.2%	1.7%	2.5%	2.6%	2.3%

^{*} Multi-choise question

Tourist profile. Historical data (2019 - 2024)

GERMANY



With whom did they book their flight and accommodation?



	2019	2021	2022	2023	2024
Flight					
- Directly with the airline	27.9%	35.2%	32.8%	31.2%	32.9%
- Tour Operator or Travel Agency	72.1%	64.8%	67.2%	68.8%	67.1%
Accommodation					
- Directly with the accommodation	18.8%	25.3%	22.4%	21.8%	22.2%
- Tour Operator or Travel Agency	81.2%	74.7%	77.6%	78.2%	77.8%

Where does the flight come from?



	2019	2021	2022	2023	2024
Germany	92.8%	94.0%	91.2%	91.8%	92.8%
Spanish Mainland	2.9%	2.4%	2.5%	2.4%	2.1%
Switzerland	2.1%	1.3%	3.1%	2.4%	1.9%
Luxembourg	0.4%	0.5%	1.1%	1.3%	1.2%
Portugal	0.5%	0.7%	0.9%	1.0%	0.8%
Austria	0.3%	0.2%	0.2%	0.2%	0.2%
Belgium	0.2%	0.1%	0.1%	0.1%	0.2%
France	0.0%	0.0%	0.0%	0.1%	0.2%
Netherlands	0.4%	0.1%	0.3%	0.2%	0.1%
Italy	0.0%	0.1%	0.1%	0.0%	0.1%
Others	0.5%	0.7%	0.6%	0.4%	0.3%

Where do they stay?

Where do they stay?								
	2019	2021	2022	2023	2024			
1-2-3* Hotel	13.5%	14.0%	11.9%	12.0%	11.7%			
4* Hotel	45.6%	45.0%	45.3%	46.3%	42.4%			
5* Hotel / 5* Luxury Hotel	7.5%	10.6%	9.0%	8.6%	8.8%			
Aparthotel / Tourist Villa	13.9%	10.1%	9.8%	8.8%	9.3%			
House/room rented in a private dwelling	6.5%	7.4%	9.2%	9.3%	15.3%			
Private accommodation (1)	6.4%	7.3%	7.7%	7.2%	8.6%			
Others (Cottage cruise camping)	6.7%	5.6%	7.0%	7.7%	3.9%			

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



What do they book?

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	2019	2021	2022	2023	2024
Room only	17.4%	19.3%	20.5%	19.7%	23.2%
Bed and Breakfast	7.7%	9.1%	7.4%	8.5%	8.7%
Half board	30.7%	24.7%	25.5%	29.3%	27.1%
Full board	3.9%	3.6%	3.4%	2.6%	2.7%
All inclusive	40.4%	43.3%	43.3%	39.8%	38.2%

Activities in the Canary Islands



Outdoor time per day	2019	2021	2022	2023	2024
0 hours	1.9%	3.4%	2.4%	2.3%	2.3%
1 - 2 hours	9.7%	13.8%	11.5%	12.2%	10.7%
3 - 6 hours	38.0%	36.9%	37.7%	38.2%	36.5%
7 - 12 hours	46.0%	40.6%	43.1%	41.8%	45.2%
More than 12 hours	4.4%	5.4%	5.2%	5.4%	5.3%
Outdoor time per day	6.9	6.5	6.7	6.7	6.8



2019	2021	2022	2023	2024
77.8%	84.2%	81.3%	79.6%	79.0%
53.2%	55.5%	55.4%	56.8%	57.3%
51.4%	51.7%	52.6%	52.6%	54.5%
39.8%	43.3%	42.4%	41.9%	40.0%
29.0%	34.2%	32.4%	33.0%	32.6%
	20.4%	19.6%	21.6%	22.7%
19.2%	13.5%	17.4%	17.6%	15.8%
	10.1%	11.4%	11.8%	12.3%
12.2%	13.1%	14.3%	14.4%	12.2%
10.7%	8.6%	10.0%	11.2%	11.6%
12.6%	10.8%	11.5%	11.5%	11.3%
12.4%	8.1%	10.2%	11.4%	10.9%
9.1%	8.1%	9.4%	9.8%	9.2%
5.4%	6.3%	5.8%	5.7%	6.4%
	7.4%	5.6%	5.4%	4.6%
4.3%	4.7%	5.0%	5.1%	4.3%
	5.1%	3.9%	4.0%	3.7%
	5.8%	3.9%	3.4%	3.3%
	5.1%	4.2%	4.0%	3.1%
	50.1%	7.2%	3.6%	3.0%
	3.6%	2.4%	2.2%	2.3%
	2.1%	1.6%	1.8%	2.0%
	2.0%	1.6%	1.3%	1.0%
	77.8% 53.2% 51.4% 39.8% 29.0% 19.2% 10.7% 12.6% 12.4% 9.1% 5.4% 4.3%	77.8% 84.2% 53.2% 55.5% 51.4% 51.7% 39.8% 43.3% 29.0% 34.2% 20.4% 19.2% 13.5% 10.1% 12.2% 13.1% 10.7% 8.6% 12.6% 10.8% 12.4% 8.1% 9.1% 8.1% 5.4% 6.3% 7.4% 4.3% 4.7% 5.1% 5.1% 50.1% 3.6% 2.1%	77.8% 84.2% 81.3% 53.2% 55.5% 55.4% 51.4% 51.7% 52.6% 39.8% 43.3% 42.4% 29.0% 34.2% 32.4% 20.4% 19.6% 19.2% 13.5% 17.4% 10.1% 11.4% 12.2% 13.1% 14.3% 10.7% 8.6% 10.0% 12.6% 10.8% 11.5% 12.4% 8.1% 9.4% 5.4% 6.3% 5.8% 7.4% 5.6% 4.3% 4.7% 5.0% 5.1% 3.9% 5.1% 4.2% 50.1% 7.2% 3.6% 2.4% 2.1% 1.6%	77.8% 84.2% 81.3% 79.6% 53.2% 55.5% 55.4% 56.8% 51.4% 51.7% 52.6% 52.6% 39.8% 43.3% 42.4% 41.9% 29.0% 34.2% 32.4% 33.0% 20.4% 19.6% 21.6% 19.2% 13.5% 17.4% 17.6% 10.1% 11.4% 11.8% 12.2% 13.1% 14.3% 14.4% 10.7% 8.6% 10.0% 11.2% 12.6% 10.8% 11.5% 11.5% 12.4% 8.1% 10.2% 11.4% 9.1% 8.1% 9.4% 9.8% 5.4% 6.3% 5.8% 5.7% 7.4% 5.6% 5.4% 4.3% 4.7% 5.0% 5.1% 5.1% 3.9% 4.0% 5.1% 4.2% 4.0% 5.1% 4.2% <

^{*} Multi-choise question

Tourist profile. Historical data (2019 - 2024)

GERMANY



Which island do they choo	se?										,.4
Tourists (≥ 16 year old)	2019	2021	2022	2023	2024	Share by islands	2019	2021	2022	2023	
Lanzarote	274,617	107,543	203,250	225,420	239,766	Lanzarote	11.8%	9.6%	10.0%	9.9%	9
Fuerteventura	607,724	333,335	599,054	636,891	689,777	Fuerteventura	26.1%	29.7%	29.6%	28.0%	2
Gran Canaria	778,717	361,424	635,157	721,805	785,835	Gran Canaria	33.4%	32.2%	31.3%	31.7%	3
Tenerife	578,542	303,546	553,807	649,008	744,297	Tenerife	24.8%	27.0%	27.3%	28.5%	2
La Palma	93,070	17,024	35,724	41,652	66,743	La Palma	4.0%	1.5%	1.8%	1.8%	
25% 27% 33% 32%	279 319		29%	29% 31%		How many islands do they	visit du	ring the	rir trip?		
26% 30%	309	%	28%	27%							
12% 10%	109	%	10%	9%			2019	2021	2022	2023	
2019 2021 ■Lanzarote ■Fuert	202		2023 Tenerife La F	2024	1	One island	90.8%	92.4%	92.5%	91.5%	ç
				-aiiia		Two islands	6.1%	5.7%	5.6%	6.6%	
How many are loyal to the	: Canary	Islands	?	_		Three or more islands	3.0%	1.9%	1.9%	1.9%	
	2019	2021	2022	2023	2024	How do they rate the Can	ary Islan	ds?			
Repeat tourists	73.3%	70.9%	70.3%	71.1%	70.8%						
At least 10 previous visits	19.7%	19.4%	18.8%	17.0%	20.1%	Satisfaction (scale 0-10)	2019	2021	2022	2023	
Repeat tourists (last 5 years)	69.2%	65.6%	64.9%	65.4%	65.1%	Average rating	8.64	8.82	8.75	8.68	
Repeat tourists (last 5 years)(5 or more visits)	19.5%	14.5%	13.2%	12.9%	16.0%						
						Experience in the Canary Islands	2019	2021	2022	2023	
Who are they?					ů	Worse or much worse than expected	1.3%	1.3%	1.8%	1.8%	
,					121	Lived up to expectations	55.6%	54.1%	54.7%	54.9%	
	2019	2021	2022	2023	2024	Better or much better than expected	43.0%	44.6%	43.5%	43.3%	
Gender						·					
Men	52.4%	51.9%	50.5%	51.5%	52.1%	Future intentions (scale 1-10)	2019	2021	2022	2023	
Women	47.6%	48.1%	49.5%	48.5%	47.9%	Return to the Canary Islands	8.70	8.83	8.71	8.63	
Age						Recommend visiting the Canary Islands	8.95	9.07	8.99	8.91	
Average age	48.2	44.8	46.4	47.4	48.0	, , , , , , , , , , , , , , , , , , ,					
Standard deviation	15.7	16.1	16.6	17.4	17.1	Who do they come with?					
Age range						The de they come them.					
L6 - 24 years old	7.2%	11.6%	11.0%	11.0%	9.3%		2019	2021	2022	2023	
25 - 30 years old	10.7%	12.4%	11.1%	11.6%	10.9%	Unaccompanied	10.6%	12.6%	11.4%	12.1%	
81 - 45 years old	24.1%	28.4%	27.4%	25.4%	26.6%	Only with partner	52.7%	50.3%	49.9%	52.9%	
16 - 60 years old	34.5%	28.5%	27.4%	24.6%	24.8%	Only with children (< 13 years old)	5.2%	5.0%	5.4%	3.9%	
Over 60 years old	23.5%	19.1%	23.1%	27.4%	28.3%	Partner + children (< 13 years old)	5.2%	5.0%	5.5%	5.5%	
Occupation	23.570	13.170	23.170	27.470	20.570	Other relatives	5.6%	6.0%	6.4%	6.2%	
alaried worker	57.1%	58.7%	58.2%	55.2%	57.4%	Friends	5.9%	7.5%	7.0%	7.1%	
elf-employed	10.2%	8.2%	7.3%	8.6%	8.1%	Work colleagues	0.3%	0.5%	0.3%	0.3%	
Jnemployed	0.4%	0.7%	0.3%	0.6%	0.4%	Organized trip	0.4%	0.5%		0.3%	
						- ,			0.2%		
tudent	11.6%	11.7%	11.3%	10.1%	8.5%	Other combinations (2) (2) Combination of some of the groups previously and	14.2% lyzed	12.8%	13.9%	11.7%	
tudent	3.5%	6.2%	4.7%	4.2%	4.4%			13 00/	12 70/	11 00/	
Retired	15.6%	12.9%	16.8%	20.0%	20.0%	Tourists with children	13.0%	12.9%	13.7%	11.9%	
Jnpaid domestic work	0.5%	0.3%	0.5%	0.3%	0.4%	- Between 0 and 2 years old	1.3%	1.0%	1.0%	1.6%	
Others	1.1%	1.2%	0.9%	0.9%	0.9%	- Between 3 and 12 years old	10.7%	10.9%	12.0%	9.7%	
Annual household income level						- Between 0 -2 and 3-12 years old	1.0%	1.0%	0.7%	0.7%	
ess than €25,000	11.1%	11.8%	11.7%	9.4%	9.7%	Tourists without children	87.0%	87.1%	86.3%	88.1%	
£25,000 - €49,999	37.8%	32.8%	32.2%	31.4%	32.5%	Group composition:					
€50,000 - €74,999	26.7%	27.4%	30.1%	28.6%	30.8%	- 1 person	13.5%	14.8%	13.4%	13.9%	

More than €74,999

Education level

Primary education

Higher education

Secondary education

No studies

28.0%

0.3%

2.5%

18.6%

26.0%

0.3%

3.2%

23.4%

30.6%

0.5%

3.4%

23.5%

72.6%

26.9%

0.4%

3.1%

23.1%

73.3%

- 2 people

- 3 people

- 4 or 5 people

- 6 or more people

Average group size:

61.2%

11.9%

11.8%

1.6%

2.32

59.4%

11.1%

12.8%

1.9%

2.33

59.3%

12.0%

13.3%

2.0%

2.38

62.1%

11.8%

10.3%

1.9%

2.30

60.7%

11.3%

12.5%

1.8%

2.35

24.4%

0.6%

3.8%

26.0%