GUESTS IN ACCOMMODATION

Place of residence:	Municipality of stay						Accommodation type	
	Arrecife	Teguise	Tías	Yaiza	Others	Lanzarote	Hotel	Apartment
International	43,676	561,855	821,841	683,861	49,907	**2,161,140**	1,329,155	831,985
- United Kingdom	8,394	355,812	410,140	346,326	14,670	**1,135,342**	620,489	514,853
- Germany	4,398	90,425	118,627	98,854	5,716	**318,020**	264,334	53,686
Spanish Mainland	9,643	59,757	71,252	100,013	792	**241,457**	172,104	69,353
Canary Islands	15,098	43,515	59,813	19,199	2,478	**140,103**	71,208	68,895
Total	**68,417**	**665,127**	**952,906**	**803,073**	**53,177**	**2,542,700**	**1,572,467**	**970,233**

| Place of residence:	Municipality of stay (%)						Accommodation type (%)	
	Arrecife	Teguise	Tías	Yaiza	Others	Lanzarote	Hotel	Apartment
International	2.0%	26.0%	38.0%	31.6%	2.3%	**100%**	61.5%	38.5%
- United Kingdom	0.7%	31.3%	36.1%	30.5%	1.3%	**100%**	54.7%	45.3%
- Germany	1.4%	28.4%	37.3%	31.1%	1.8%	**100%**	83.1%	16.9%
Spanish Mainland	4.0%	24.7%	29.5%	41.4%	0.3%	**100%**	71.3%	28.7%
Canary Islands	10.8%	31.1%	42.7%	13.7%	1.8%	**100%**	50.8%	49.2%
Total	**2.7%**	**26.2%**	**37.5%**	**31.6%**	**2.1%**	**100%**	**61.8%**	**38.2%**

Seasonal profile of guests by municipality (2016)
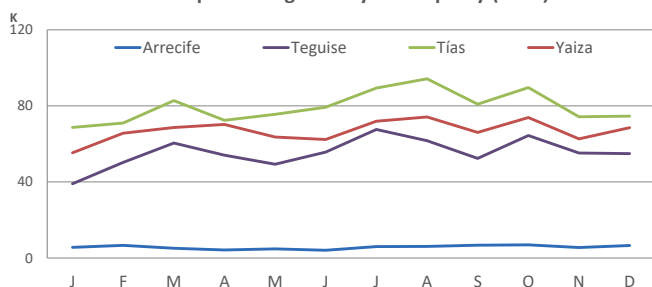
Share of guests by municipality (2016)
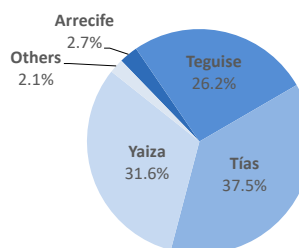
Distribution of guests by municipality and place of residence (2016)
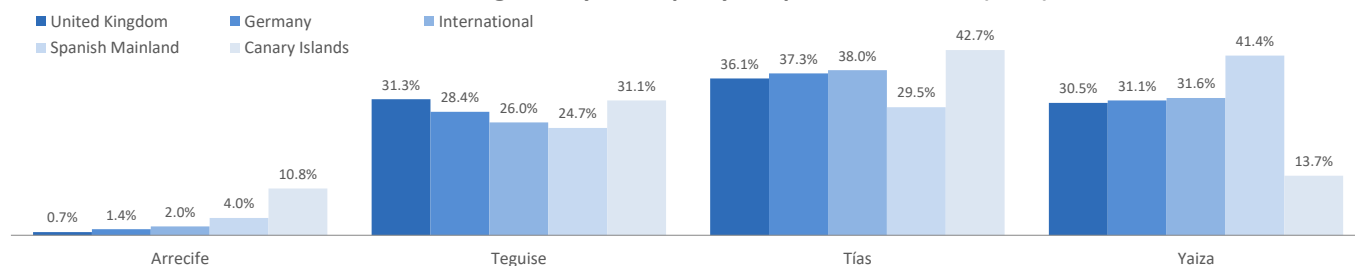
Other indicators

	Municipality (%)						Accommodation type (%)	
	Arrecife	Teguise	Tías	Yaiza	Others	Lanzarote	Hotel	Apartment
Bednights								
International	208,567	4,817,291	7,084,887	5,683,098	457,497	**18,251,340**	10,744,592	7,506,748
- United Kingdom	46,859	3,060,471	3,484,882	2,986,423	120,171	**9,698,806**	4,975,292	4,723,514
- Germany	26,407	855,367	1,186,620	849,531	53,281	**2,971,206**	2,385,063	586,143
Spanish Mainland	33,393	347,836	470,844	674,380	6,569	**1,533,022**	1,096,164	436,858
Canary Islands	38,680	212,846	253,958	110,809	10,424	**626,717**	341,222	285,495
Total	**280,640**	**5,377,973**	**7,809,689**	**6,468,287**	**474,490**	**20,411,079**	**12,181,978**	**8,229,101**
Lenght of stay								
International	4.8	8.6	8.6	8.3	--	**8.5**	8.1	9.3
- United Kingdom	5.6	8.6	8.5	8.6	--	**8.5**	8.0	9.4
- Germany	6.0	9.5	10.0	8.6	--	**9.3**	9.0	11.4
Spanish Mainland	2.9	5.4	5.5	6.6	--	**5.7**	5.9	5.5
Canary Islands	2.6	4.9	4.3	5.8	--	**4.5**	4.8	4.4
Total	**4.1**	**8.1**	**8.2**	**8.1**	**--**	**8.0**	**7.8**	**8.9**
ADR (€)	56.4	63.6	63.8	73.0	--	**67.3**	77.5	50.4
RevPar (€)	40.8	56.0	51.1	64.6	--	**56.7**	67.2	40.8
Bed-space ocuppancy rate (%)	37.6	72.1	56.0	65.9	--	**62.4**	79.5	61.2
Occupancy rate per room/apa	72.3	88.1	80.1	88.5	--	**84.3**	86.7	80.6

Sources: Encuestas de alojamiento turístico hotelero y extrahotelero (ISTAC).

Note 1: guests checking in as new arrivals. Note 2: Occupancy rate could be above 100% because of extra beds.

Profile of tourist visiting Lanzarote by municipality of stay

Where are they from?

	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Tourists (> 16 years old)					
United Kingdom	18,974	322,283	350,397	407,356	1,099,010
Germany	4,250	81,981	137,793	65,156	289,180
Spanish Mainland	15,836	52,939	58,398	84,021	211,194
Others	14,255	116,426	334,935	199,222	664,838
Share by place of residence (%)					
United Kingdom	1.7%	29.3%	31.9%	37.1%	100.0%
Germany	1.5%	28.3%	47.6%	22.5%	100.0%
Spanish Mainland	7.5%	25.1%	27.7%	39.8%	100.0%
Others	2.1%	17.5%	50.4%	30.0%	100.0%

How much do they spend?

	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Tourist arrivals (> 16 years old)	53,315	573,629	881,523	755,755	2,328,712
Average daily expenditure (€)	148.38	124.40	126.23	139.51	131.08
. in their place of residence	96.69	91.40	86.95	108.04	95.37
. in the Canary Islands	51.69	33.00	39.29	31.47	35.71
Average lenght of stay	7.49	9.09	9.35	9.05	9.15
Turnover per tourist (€)	941	1,041	1,089	1,187	1,109
Total turnover (> 16 years old) (€m)	50	597	960	897	2,582
Share of total turnover	1.9%	23.1%	37.2%	34.8%	100%
Share of total tourists	2.3%	24.6%	37.9%	32.5%	100%

What is their main reason for coming?

Trip reasons	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Holidays	90.1%	98.6%	99.0%	98.9%	98.5%
Professional or family reasons	8.2%	1.2%	0.7%	0.9%	1.2%
Other reason	1.7%	0.2%	0.3%	0.2%	0.3%

What did motivate them to come?

	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Previous visits to the Canary Islands	53.1%	69.9%	73.2%	69.5%	70.4%
Recommendation by friends or relatives	37.3%	34.3%	36.6%	34.4%	35.3%
Tour Operator's brochure or catalogue	2.0%	10.2%	8.5%	13.8%	10.4%
Recommendation by Travel Agent	4.0%	9.5%	8.7%	9.7%	8.9%
Internet	40.8%	30.7%	25.1%	25.4%	26.8%
Others	20.4%	10.1%	8.7%	10.3%	10.3%

* Multi-choise question

Why do they choose Fuerteventura?

	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Climate/sun	73.9%	92.1%	94.3%	94.3%	92.6%
Tranquillity/rest/relaxation	27.6%	38.6%	37.0%	42.5%	38.8%
Beaches	34.2%	24.1%	29.9%	21.9%	25.4%
Scenery	31.2%	24.5%	22.5%	25.8%	24.3%
Price	18.5%	17.6%	16.1%	14.8%	15.8%
Visiting new places	23.7%	19.2%	14.1%	16.6%	16.2%
Ease of travel	10.6%	13.7%	14.1%	14.6%	13.9%
Culture	16.6%	10.5%	8.8%	8.0%	9.9%
Quality of the environment	8.7%	9.7%	9.6%	11.0%	10.0%
Suitable destination for children	0.3%	11.0%	8.6%	11.9%	9.9%
Security	9.6%	13.3%	13.9%	12.9%	13.1%
Sports	3.9%	3.9%	2.7%	2.3%	3.9%
Others	12.5%	6.1%	11.3%	6.4%	8.6%

* Multi-choise question

How do they book?

	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Flight booking					
Tour Operator	31.4%	49.7%	43.7%	51.2%	46.9%
Airline	34.6%	21.4%	29.6%	22.7%	25.9%
Travel agency (High street)	12.7%	17.8%	17.4%	18.8%	17.8%
Online Travel Agency (OTA)	21.3%	11.1%	9.2%	7.3%	9.4%
Accommodation booking					
Tour Operator	33.8%	49.1%	43.0%	48.7%	45.7%
Accommodation	15.5%	15.6%	20.6%	17.1%	18.7%
Travel agency (High street)	10.7%	18.7%	19.4%	21.1%	19.5%
Online Travel Agency (OTA)	39.9%	16.5%	17.0%	13.1%	16.1%

What do they book at their place of residence?

	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Flight only	11.5%	3.6%	4.7%	2.8%	4.2%
Flight & accommodation (room only)	15.2%	23.5%	39.7%	16.0%	27.8%
Flight & accommodation (B&B)	21.7%	5.5%	8.1%	7.8%	7.6%
Flight & accommodation (half board)	35.0%	17.7%	15.8%	21.8%	18.6%
Flight & accommodation (full board)	7.1%	2.7%	3.2%	3.8%	3.6%
Flight & accommodation (all inclusive)	8.5%	46.3%	28.0%	47.5%	37.7%
% Tourists using low-cost airlines	82.6%	53.9%	52.5%	48.3%	52.5%
Other expenses in their place of residence (*):					
- Excursions	7.7%	4.9%	3.7%	4.2%	4.2%
- Car rental	23.2%	11.2%	8.7%	11.7%	10.8%
- Other expenses	8.9%	8.5%	5.6%	6.4%	8.1%

* Multi-choise question

Where do they stay?

	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Type of accommodation					
All markets	100%	100%	100%	100%	100%
- Hotel	76.1%	57.0%	41.0%	76.4%	57.7%
- Apartment	12.7%	41.6%	57.5%	22.3%	40.5%
- Other type of accommodation	11.1%	1.4%	1.5%	1.4%	1.8%
German market	100%	100%	100%	100%	100%
- Hotel	83.0%	81.8%	62.3%	77.7%	70.2%
- Apartment	5.3%	17.4%	36.8%	21.0%	28.3%
- Other type of accommodation	11.6%	0.8%	1.0%	1.3%	1.5%
Spanish Mainland market	100%	100%	100%	100%	100%
- Hotel	73.9%	66.3%	41.7%	89.6%	67.8%
- Apartment	11.0%	31.2%	56.5%	8.9%	28.9%
- Other type of accommodation	15.1%	2.5%	1.8%	1.5%	3.4%
British market	100%	100%	100%	100%	100%
- Hotel	81.3%	48.3%	35.6%	71.6%	53.8%
- Apartment	8.0%	50.2%	62.3%	26.8%	44.1%
- Other type of accommodation	10.7%	1.5%	2.1%	1.7%	2.1%
Other markets	100%	100%	100%	100%	100%
- Hotel	69.7%	59.5%	37.8%	80.2%	55.5%
- Apartment	23.0%	39.4%	61.2%	19.1%	43.4%
- Other type of accommodation	7.3%	1.1%	1.0%	0.7%	1.2%
Lenght of stay by type of accommodation					
All markets					
Hotel	6.6	8.7	9.0	8.7	8.7
Apartment	10.8	9.6	9.5	10.1	9.7
Others	9.8	11.0	11.8	12.3	11.4

Canary Islands — LATITUDE OF LIFE

How many islands did they visit in this trip?

Number of islands	Arrecife	Teguise	Tías	Yaiza	Lanzarote
One island	85.2%	92.0%	91.4%	87.6%	90.2%
Two islands	14.0%	7.2%	7.1%	11.3%	8.7%
Three or more islands	0.8%	0.8%	1.4%	1.1%	1.1%

Who are they?

	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Gender					
Percentage of men	51.2%	44.9%	46.1%	45.1%	45.7%
Percentage of women	48.8%	55.1%	53.9%	54.9%	54.3%
Age range					
16-44 years old	51.1%	38.1%	31.0%	32.2%	33.7%
Over 44 yeras old	48.9%	61.9%	69.0%	67.8%	66.3%
Occupation					
Active	75.8%	67.5%	65.8%	66.6%	67.0%
Inactive	24.2%	32.5%	34.2%	33.4%	33.0%
Annual household income level					
€12,000 - €48,000	54.9%	57.0%	54.2%	48.4%	52.6%
More than €48,000	45.1%	43.0%	45.8%	51.6%	47.4%

Who do they come with?

	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Partner	65.9%	78.8%	77.6%	80.8%	78.4%
Children	7.9%	24.3%	24.1%	30.0%	25.7%
Other relatives	5.6%	11.1%	13.4%	12.9%	12.6%
Others	10.9%	7.4%	7.7%	5.9%	7.1%
With children (< 13 year old)	5.6%	19.2%	17.7%	23.3%	19.4%

* Multi-choise question

How do they rate the destination?

Impression of their stay	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Good or very good (% tourists)	92.6%	95.2%	96.5%	95.6%	95.8%

How do they rate the following features and services?

(Scale 1 - 10)	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Accommodation	8.3	8.1	8.1	8.3	8.2
Quality of accommodation	8.8	8.5	8.5	8.7	8.6
Treatment at accommodation	8.3	8.1	8.1	8.4	8.2
Quality of the food	7.8	7.6	7.7	7.9	7.8
Environmental	8.4	8.3	8.5	8.5	8.5
Climate	8.5	8.5	8.4	8.6	8.5
Bathing areas	8.4	8.3	8.6	8.5	8.5
Tranquility	8.7	8.4	8.5	8.5	8.5
Cleanliness	8.3	8.4	8.6	8.5	8.5
Quality of the environment	8.1	8.4	8.6	8.5	8.5
Scenery	8.2	8.1	8.5	8.3	8.3
Restaurants	7.9	8.1	8.1	8.1	8.1
Quality of restaurants	8.3	8.5	8.5	8.4	8.5
Treatment from restaurant sta	7.8	8.1	8.2	8.1	8.1
Prices	8.0	8.0	8.1	7.9	8.0
Local food and drink	7.6	7.7	7.8	7.8	7.8
Leisure activities	7.3	7.7	7.7	7.5	7.7
Cultural activities	7.8	8.1	8.0	8.0	8.0
Sporting activities	7.6	7.9	7.7	7.7	7.8
Health-related activities, welln	7.8	7.9	7.9	7.8	7.9
Organized excursions	7.4	7.8	7.7	7.7	7.8
Recreational facilities for childr	6.8	7.8	7.5	7.6	7.6
Theme parks	6.8	7.2	7.7	7.0	7.4
Golf	6.4	7.2	7.4	7.0	7.2
Nightlife, fun	6.7	7.0	6.8	6.5	6.8
Services and infrastructures	8.1	8.4	8.4	8.3	8.4
Bus services	8.4	8.7	8.7	8.7	8.7
Hospitality	8.3	8.5	8.8	8.4	8.6
Security	8.5	8.6	8.7	8.7	8.7
Taxi services	8.4	8.4	8.4	8.3	8.4
State of roads	8.2	8.6	8.5	8.5	8.5
Car rental	7.9	8.2	8.1	8.0	8.1
Quality and variety of shops	7.3	7.6	7.8	7.7	7.7
Total	8.1	8.2	8.3	8.2	8.2

How many are loyal to the destination?

	Arrecife	Teguise	Tías	Yaiza	Lanzarote
Repeat tourists	69.4%	81.4%	85.3%	80.7%	82.4%
- Germany	93.6%	83.3%	84.6%	87.3%	84.7%
- Spanish Mainland	75.5%	80.8%	77.5%	84.7%	81.1%
- United Kingdom	71.3%	86.6%	90.3%	86.8%	87.7%
- Others	53.1%	65.6%	81.6%	64.1%	73.4%
In love (at least 10 previous vis	23.5%	38.4%	45.2%	41.3%	41.8%
- Germany	24.6%	29.4%	44.0%	51.1%	41.7%
- Spanish Mainland	28.0%	28.4%	26.3%	37.5%	31.4%
- United Kingdom	32.3%	47.6%	51.8%	50.7%	50.1%
- Others	6.5%	23.5%	42.1%	20.1%	31.9%

Share of tourists by municipality (2016)

Arrecife 2.4%
Teguise 25.3%
Tías 38.9%
Yaiza 33.4%
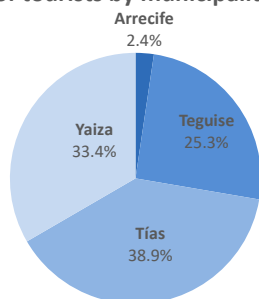
Tourist arrivals by municipality (2016)

Legend: Arrecife, Teguise, Tías, Yaiza

United Kingdom: 18,974 / 322,283 / 350,397 / 407,356
Germany: 4,250 / 81,981 / 137,793 / 65,156
Spanish Mainland: 15,836 / 52,939 / 58,398 / 84,021
Others: 14,255 / 116,426 / 334,935 / 199,222

Source: Encuesta sobre el Gasto Turístico (ISTAC).