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How many are they and how much do they spend? $\mathbf{\hat{n}} \in \mathbf{Importance}$ or

| | Canarian gastronomy | Total |
|---|---------------------|------------|
| TOURISTS | | |
| Tourist arrivals (FRONTUR) | n.d. | 15,559,787 |
| Tourist arrivals > 15 years old (EGT) | 3,423,818 | 13,485,651 |
| book holiday package | 1,625,066 | 7,848,516 |
| do not book holiday package | 1,798,752 | 5,637,135 |
| - % tourists who book holiday package | 47.5% | 58.2% |
| Share of total tourist | 25.4% | 100% |

TOURISTS BY QUARTER: TASTE CANARIAN GASTRONOMY

do not book holiday package



| Expenditure per tourist (€) | 1,158 | 1,196 |
|--|-------|--------|
| book holiday package | 1,287 | 1,309 |
| - holiday package | 983 | 1,064 |
| - others | 304 | 246 |
| - do not book holiday package | 1,042 | 1,037 |
| - flight | 289 | 288 |
| - accommodation | 310 | 350 |
| - others | 443 | 399 |
| Average lenght of stay | 9.92 | 9.32 |
| book holiday package | 8.79 | 8.66 |
| - do not book holiday package | 10.95 | 10.23 |
| Average daily expenditure (€) | 133.7 | 143.6 |
| book holiday package | 155.8 | 159.8 |
| - do not book holiday package | 113.9 | 121.0 |
| Total turnover (> 15 years old) (€m) | 3,966 | 16,124 |
| book holiday package | 2,092 | 10,277 |
| - do not book holiday package | 1,874 | 5,848 |

AVERAGE LENGHT OF STAY (nights)



Canarian gastronomy

EXPENDITURE PER TOURIST (€)



Importance of each factor in the destination choice

| | Canarian gastronomy | Total |
|----------------------|---------------------|-------|
| Climate | 74.9% | 78.1% |
| Safety | 49.9% | 51.4% |
| Tranquility | 47.5% | 46.2% |
| Sea | 45.8% | 43.3% |
| Landscapes | 40.9% | 31.6% |
| Beaches | 37.0% | 37.1% |
| Accommodation supply | 36.3% | 41.7% |
| Effortless trip | 35.5% | 34.8% |
| Environment | 35.1% | 30.6% |
| European belonging | 35.0% | 35.8% |
| Price | 33.4% | 36.5% |
| Gastronomy | 30.0% | 22.6% |
| Authenticity | 23.9% | 19.1% |
| Fun possibilities | 21.0% | 20.7% |
| Exoticism | 11.9% | 10.5% |
| Hiking trail network | 11.0% | 9.0% |
| Culture | 9.7% | 7.3% |
| Historical heritage | 9.6% | 7.1% |
| Shopping | 9.3% | 9.6% |
| Nightlife | 7.3% | 7.5% |

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 is the main motivation for their holidays?

| | Canariar | gastronomy | Total |
|----------------------------|------------------------------|------------|-------|
| Rest | | 45.6% | 55.1% |
| Enjoy family time | | 15.4% | 14.7% |
| Have fun | | 8.1% | 7.8% |
| Explore the destination | | 27.2% | 18.5% |
| Practice their hobbies | | 1.5% | 1.8% |
| Other reasons | | 2.2% | 2.1% |
| EXPLORE THE DESTINATION | Canarian gastronomy Total | UI | |

How far in advance do they book their trip?

| | Canarian gastronomy | Total |
|------------------------|---------------------|-------|
| The same day | 0.6% | 0.7% |
| Between 1 and 30 days | 22.8% | 23.2% |
| Between 1 and 2 months | 24.1% | 23.0% |
| Between 3 and 6 months | 33.2% | 32.4% |
| More than 6 months | 19.3% | 20.7% |

% TOURISTS BOOKING BETWEEN 1 AND 2 MONTHS IN ADVANCE

CANARIAN GASTRONOMY 24.1%





Source: Encuesta sobre el Gasto Turístico (ISTAC). The results are not comparable with previous years' reports. Profile of tourist who answer that one of the activities carried out in the Canary Island was taste Canarian gastronomy.

Total

Note: Tourists under 16 years old are excluded. In order to calculate percentages, "Not applicable" and "No answer" have been excluded.



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What channels did they use to get information about the trip? ${\sf Q}$

| | Canarian gastronomy | Total |
|---------------------------------------|---------------------|-------|
| Previous visits to the Canary Islands | 51.0% | 50.9% |
| Friends or relatives | 33.8% | 27.8% |
| Internet or social media | 62.1% | 56.1% |
| Mass Media | 2.3% | 1.7% |
| Travel guides and magazines | 12.4% | 9.5% |
| Travel Blogs or Forums | 8.3% | 5.4% |
| Travel TV Channels | 0.9% | 0.7% |
| Tour Operator or Travel Agency | 20.9% | 24.7% |
| Public administrations or similar | 0.6% | 0.4% |
| Others * Multi-choise question | 2.6% | 2.3% |

With whom did they book their flight and accommodation? •

| | Canarian gastronomy | Total |
|-----------------------------------|---------------------|-------|
| <u>Flight</u> | | |
| - Directly with the airline | 47.2% | 39.5% |
| - Tour Operator or Travel Agency | 52.8% | 60.5% |
| Accommodation | | |
| - Directly with the accommodation | 33.5% | 28.8% |
| - Tour Operator or Travel Agency | 66.5% | 71.2% |
| | | |

Where do they stay?

| | Canarian gastronomy | Total |
|---|---------------------|-------|
| 1-2-3* Hotel | 11.6% | 12.8% |
| 4* Hotel | 29.4% | 37.7% |
| 5* Hotel / 5* Luxury Hotel | 5.9% | 6.8% |
| Aparthotel / Tourist Villa | 26.5% | 23.6% |
| House/room rented in a private dwelling | 7.8% | 5.3% |
| Private accommodation (1) | 11.1% | 7.0% |
| Others (Cottage, cruise, camping,) | 7.5% | 6.8% |

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



| What do they book? | | 101 |
|--------------------|---------------------|-------|
| | Canarian gastronomy | Total |
| Room only | 38.6% | 28.8% |
| Bed and Breakfast | 16.4% | 11.7% |
| Half board | 22.1% | 22.4% |
| Full board | 2.1% | 3.0% |
| All inclusive | 20.9% | 34.1% |

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38.6% of tourists book room only.

(Canary Islands: 28.8%)

Other expenses

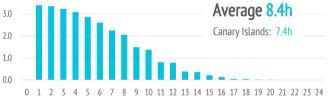
| | Canarian gastronomy | Total |
|-----------------------------------|---------------------|-------|
| Restaurants or cafes | 78.9% | 63.2% |
| Supermarkets | 65.0% | 55.9% |
| Car rental | 38.5% | 26.6% |
| Organized excursions | 25.5% | 21.8% |
| Taxi, transfer, chauffeur service | 44.6% | 51.7% |
| Theme Parks | 10.5% | 8.8% |
| Sport activities | 7.6% | 6.4% |
| Museums | 8.9% | 5.0% |
| Flights between islands | 6.3% | 4.8% |
| | | |

Activities in the Canary Islands

| Outdoor time per day | Canarian gastronomy | Total |
|----------------------|---------------------|-------|
| 0 hours | 0.4% | 2.2% |
| 1 - 2 hours | 4.8% | 10.0% |
| 3 - 6 hours | 28.8% | 32.6% |
| 7 - 12 hours | 54.7% | 46.5% |
| More than 12 hours | 11.3% | 8.7% |

TOURISTS BY HOURS A DAY OUT OF THE ACCOMMODATION





Hours

| Activities in the Canary Islands | Canarian gastronomy | Total |
|--|---------------------|-------|
| Taste Canarian gastronomy | 100.0% | 25.4% |
| Walk, wander | 83.3% | 71.0% |
| Beach | 77.1% | 68.0% |
| Explore the island on their own | 67.2% | 46.5% |
| Swimming pool, hotel facilities | 54.9% | 58.9% |
| Wineries / markets / popular festivals | 25.4% | 12.0% |
| Nightlife / concerts / shows | 20.8% | 15.5% |
| Organized excursions | 20.5% | 17.9% |
| Theme parks | 19.8% | 15.5% |
| Museums / exhibitions | 18.9% | 9.8% |
| Sport activities | 17.2% | 14.3% |
| Nature activities | 16.0% | 10.0% |
| Sea excursions / whale watching | 14.3% | 11.3% |
| Activities at sea | 14.1% | 9.8% |
| Beauty and health treatments | 8.3% | 5.7% |
| Astronomical observation * Multi-choise question | 6.4% | 3.4% |
| CANARIAN | TOTAL | |

| | GASTRONOMY | TOTAL | |
|------------------------------------|------------|-------|--------|
| EXPLORE THE ISLAND ON THEIR OWN | 67.2% | 46.5% | |
| WINERIES / MARKETS / | 25.4% | 12.0% | (RIME) |

WINERIES / MARKETS / POPULAR FESTIVALS

12.0%





Which island do they choose?

| Tourist > 15 years old | Canarias | Lanzarote | Fuerteventura | Gran Canaria | Tenerife | La Palma |
|-----------------------------|------------|-----------|---------------|--------------|-----------|----------|
| Taste Canarian gastronomy | 3.423.818 | 678,585 | 423,931 | 929,183 | 1,253,708 | 108,282 |
| - Share by islands | 100% | 19.8% | 12.4% | 27.1% | 36.6% | 3.2% |
| Total tourists | 13,485,651 | 2,457,120 | 1,856,705 | 3,825,110 | 4,991,173 | 249,069 |
| - Share by islands | 100% | 18.2% | 13.8% | 28.4% | 37.0% | 1.8% |
| % Taste Canarian gastronomy | 25.4% | 27.6% | 22.8% | 24.3% | 25.1% | 43.5% |

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How many islands do they visit during their trip?

| | Canarian gastronomy | Total |
|-----------------------|---------------------|-------|
| One island | 89.3% | 90.9% |
| Two islands | 9.1% | 7.7% |
| Three or more islands | 1.6% | 1.4% |

Internet usage during their trip

| | Canarian gastronomy | Total |
|-------------------------------------|---------------------|-------|
| D | Callanan gastronomy | Total |
| Research | | |
| Tourist package | 14.9% | 15.4% |
| - Flights | 11.8% | 13.0% |
| - Accommodation | 16.3% | 17.7% |
| - Transport | 16.5% | 15.6% |
| - Restaurants | 35.9% | 27.0% |
| - Excursions | 31.1% | 26.3% |
| - Activities | 37.4% | 31.0% |
| Book or purchase | | |
| - Tourist package | 33.2% | 38.1% |
| - Flights | 70.7% | 64.4% |
| - Accommodation | 57.5% | 54.5% |
| - Transport | 49.6% | 44.7% |
| - Restaurants | 12.7% | 10.5% |
| - Excursions | 13.3% | 11.4% |
| - Activities | 13.8% | 12.5% |
| * Multi-choise question | | |

| Internet usage in the Canary Islands | Canarian gastronomy | Total |
|--------------------------------------|---------------------|-------|
| Did not use the Internet | 7.0% | 9.8% |
| Used the Internet | 93.0% | 90.2% |
| - Own Internet connection | 43.9% | 36.5% |
| - Free Wifi connection | 37.8% | 41.1% |
| Applications* | | |
| - Search for locations or maps | 72.7% | 60.7% |
| - Search for destination info | 55.3% | 44.7% |
| - Share pictures or trip videos | 60.3% | 55.6% |
| - Download tourist apps | 8.2% | 6.5% |
| - Others | 18.9% | 23.9% |
| * Multi-choise question | ? ? | |

60.3% of tourists share pictures or trip videos during their stay in the Canary Islands

(Canary Islands: 55.6%)

% TOURISTS BY ISLAND OF STAY

How do they rate the Canary Islands?



| Satisfaction (scale 0-10) | Canarian gastronomy | Total |
|---------------------------------------|---------------------|-------|
| Average rating | 8.68 | 8.58 |
| | | |
| Experience in the Canary Islands | Canarian gastronomy | Total |
| Worse or much worse than expected | 2.4% | 2.9% |
| Lived up to expectations | 53.5% | 57.4% |
| Better or much better than expected | 44.1% | 39.7% |
| | | |
| Future intentions (scale 1-10) | Canarian gastronomy | Total |
| Return to the Canary Islands | 8.74 | 8.60 |
| Recommend visiting the Canary Islands | 9.03 | 8.86 |



How many are loyal to the Canary Islands?

| Ca | narian gastronomy | Total |
|---|-------------------|-------|
| Repeat tourists | 70.9% | 71.0% |
| Repeat tourists (last 5 years) | 64.5% | 64.6% |
| Repeat tourists (last 5 years) (5 or more visits) | 19.0% | 18.4% |
| At least 10 previous visits | 17.8% | 17.8% |

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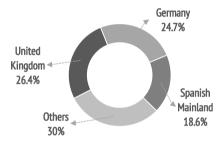
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PROFILE OF TOURIST BY ACTIVITIES CARRIED OUT IN THE CANARY ISLANDS (2018) TASTE CANARIAN GASTRONOMY



| Where are they from? | | |
|----------------------|-------|----------|
| | % | Absolute |
| United Kingdom | 26.4% | 904,817 |
| Germany | 24.7% | 846,587 |
| Spanish Mainland | 18.6% | 635,942 |
| Italy | 4.0% | 135,704 |
| Ireland | 3.0% | 101,522 |
| Sweden | 2.9% | 99,262 |
| Netherlands | 2.6% | 88,003 |
| Switzerland | 2.2% | 75,633 |
| France | 2.2% | 74,481 |
| Belgium | 2.1% | 70,411 |
| Poland | 1.9% | 63,574 |
| Denmark | 1.7% | 58,546 |
| Finland | 1.4% | 47,850 |
| Austria | 1.2% | 41,212 |
| Norway | 0.8% | 27,192 |
| Russia | 0.8% | 25,685 |
| Czech Republic | 0.4% | 12,159 |
| Others | 3.4% | 115,236 |



Who do they come with?

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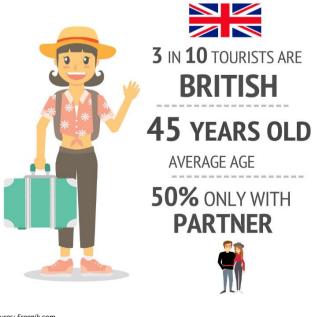
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| | Canarian gastronomy | Total |
|---|---------------------|-------|
| Unaccompanied | 8.6% | 8.9% |
| Only with partner | 49.9% | 47.4% |
| Only with children (< 13 years old) | 4.7% | 5.9% |
| Partner + children (< 13 years old) | 6.7% | 7.2% |
| Other relatives | 7.9% | 9.0% |
| Friends | 6.3% | 6.3% |
| Work colleagues | 0.4% | 0.5% |
| Organized trip | 0.1% | 0.2% |
| Other combinations (1) | 15.4% | 14.6% |
| (1) Different situations have been isolated | | |
| Tourists with children | 16.2% | 19.3% |
| - Between 0 and 2 years old | 1.7% | 1.8% |
| - Between 3 and 12 years old | 13.4% | 15.8% |
| - Between 0 -2 and 3-12 years | 1.1% | 1.6% |
| Tourists without children | 83.8% | 80.7% |
| Group composition: | | |
| - 1 person | 12.0% | 12.4% |
| - 2 people | 56.1% | 54.1% |
| - 3 people | 11.6% | 12.6% |
| - 4 or 5 people | 16.9% | 17.1% |
| - 6 or more people | 3.4% | 3.8% |
| Average group size: | 2.54 | 2.58 |
| | | |

| Who are they? | | ě |
|--------------------------------------|---------------------|-------|
| | Canarian gastronomy | Tota |
| Gender | cananan gastronomy | 1014 |
| Men | 49.6% | 48.2% |
| Women | 50.4% | 51.8% |
| Age | | |
| Average age (tourist > 15 years old) | 45.0 | 46.7 |
| Standard deviation | 14.9 | 15.3 |
| Age range (> 15 years old) | | |
| 16 - 24 years old | 8.4% | 7.7% |
| 25 - 30 years old | 13.2% | 10.8% |
| 31 - 45 years old | 29.1% | 28.6% |
| 46 - 60 years old | 32.2% | 31.3% |
| Over 60 years old | 17.1% | 21.5% |
| Occupation | | |
| Salaried worker | 56.5% | 55.5% |
| Self-employed | 11.3% | 11.0% |
| Unemployed | 1.2% | 1.1% |
| Business owner | 9.8% | 9.2% |
| Student | 5.2% | 4.2% |
| Retired | 14.6% | 17.3% |
| Unpaid domestic work | 0.8% | 0.9% |
| Others | 0.6% | 0.8% |
| Annual household income level | | |
| Less than €25,000 | 17.8% | 17.0% |
| €25,000 - €49,999 | 38.0% | 36.5% |
| €50,000 - €74,999 | 24.0% | 25.0% |
| More than €74,999 | 20.3% | 21.5% |
| Education level | | |
| No studies | 3.4% | 4.8% |
| Primary education | 2.2% | 2.8% |
| Secondary education | 20.5% | 23.1% |
| Higher education | 73.8% | 69.3% |



Pictures: Freepik.com

Source: Encuesta sobre el Gasto Turístico (ISTAC). The results are not comparable with previous years' reports. Profile of tourist who answer that one of the activities carried out in the Canary Island was taste Canarian gastronomy.

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