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$ightharpoint \in$ Importance of each factor in the destination choice

	Museums/Exhibitions	Total
TOURISTS		
Tourist arrivals (FRONTUR)	n.d.	15,559,787
Tourist arrivals > 15 years old (EGT)	1,326,824	13,485,651
 book holiday package 	627,999	7,848,516
 do not book holiday package 	698,825	5,637,135
- % tourists who book holiday package	47.3%	58.2%
Share of total tourist	9.8%	100%

TOURISTS BY QUARTER: ORGANIZED EXCURSIONS

How many are they and how much do they spend?

do not book holiday package book holiday package



Expenditure per tourist (€)	1,198	1,196
 book holiday package 	1,328	1,309
- holiday package	1,041	1,064
- others	287	246
 do not book holiday package 	1,082	1,037
- flight	298	288
- accommodation	332	350
- others	451	399
Average lenght of stay	10.31	9.32
 book holiday package 	8.87	8.66
- do not book holiday package	11.61	10.23
Average daily expenditure (€)	135.4	143.6
 book holiday package 	158.9	159.8
- do not book holiday package	114.3	121.0
Total turnover (> 15 years old) (€m)	1,590	16,124
 book holiday package 	834	10,277
- do not book holiday package	756	5,848

AVERAGE LENGHT OF STAY (nights)



Museums/Exhibitions

EXPENDITURE PER TOURIST (€)



	Museums/Exhibitions	Total
Climate	71.9%	78.1%
Landscapes	49.2%	31.6%
Safety	46.0%	51.4%
Sea	44.5%	43.3%
Tranquility	43.8%	46.2%
Environment	39.2%	30.6%
Beaches	33.7%	37.1%
Accommodation supply	33.4%	41.7%
European belonging	32.7%	35.8%
Effortless trip	30.2%	34.8%
Price	29.1%	36.5%
Authenticity	27.1%	19.1%
Gastronomy	23.2%	22.6%
Fun possibilities	17.6%	20.7%
Historical heritage	15.8%	7.1%
Culture	14.6%	7.3%
Hiking trail network	13.6%	9.0%
Exoticism	12.8%	10.5%
Shopping	7.2%	9.6%
Nightlife	5.1%	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.

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What is the main motivation for their holidays?

	N A · · · a · · · a · · · a	/Euclibitions	Total
. .	lviuseums	/Exhibitions	
Rest		36.3%	55.1%
Enjoy family time		13.3%	14.7%
Have fun		5.4%	7.8%
Explore the destination		41.5%	18.5%
Practice their hobbies		1.4%	1.8%
Other reasons		2.1%	2.1%
EXPLORE THE DESTINATION	Museums/Exhibitions Total	UIII.//// U://////	

How far in advance	do they boo	ok their trip?	
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	Museums/Exhibitions	Total
The same day	0.7%	0.7%
Between 1 and 30 days	22.3%	23.2%
Between 1 and 2 months	25.6%	23.0%
Between 3 and 6 months	33.5%	32.4%
More than 6 months	17.9%	20.7%

% TOURISTS BOOKING BETWEEN 1 AND 2 MONTHS IN ADVANCE

MUSEUMS / EXHIBITIONS 25.6%



total 23.0%

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 museums / exhibitions.

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? ${\sf Q}$

	Museums/Exhibitions	Total
Previous visits to the Canary Islands	44.2%	50.9%
Friends or relatives	33.4%	27.8%
Internet or social media	66.0%	56.1%
Mass Media	3.0%	1.7%
Travel guides and magazines	19.2%	9.5%
Travel Blogs or Forums	10.1%	5.4%
Travel TV Channels	1.2%	0.7%
Tour Operator or Travel Agency	22.0%	24.7%
Public administrations or similar	1.0%	0.4%
Others * Multi-choise question	2.7%	2.3%

With whom did they book their flight and accommodation? •

	Museums/Exhibitions	Total
Flight		
- Directly with the airline	46.5%	39.5%
- Tour Operator or Travel Agency	53.5%	60.5%
Accommodation		
- Directly with the accommodation	34.1%	28.8%
- Tour Operator or Travel Agency	65.9%	71.2%

Where do they stay?

	Museums/Exhibitions	Total
1-2-3* Hotel	11.8%	12.8%
4* Hotel	31.9%	37.7%
5* Hotel / 5* Luxury Hotel	6.0%	6.8%
Aparthotel / Tourist Villa	23.4%	23.6%
House/room rented in a private dwelling	g 9.3%	5.3%
Private accommodation (1)	8.6%	7.0%
Others (Cottage, cruise, camping,)	9.0%	6.8%

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



What do they book?		101
	Museums/Exhibitions	Total
Room only	34.3%	28.8%
Bed and Breakfast	14.7%	11.7%
Half board	24.2%	22.4%
Full board	3.1%	3.0%
All inclusive	23.6%	34.1%

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34.3% of tourists book room only.

(Canary Islands: 28.8%)

Other expenses

	Museums/Exhibitions	Total
Restaurants or cafes	72.7%	63.2%
Supermarkets	64.6%	55.9%
Car rental	52.7%	26.6%
Organized excursions	31.8%	21.8%
Taxi, transfer, chauffeur service	39.7%	51.7%
Theme Parks	11.0%	8.8%
Sport activities	7.8%	6.4%
Museums	35.7%	5.0%
Flights between islands	8.6%	4.8%

Activities in the Canary Islands

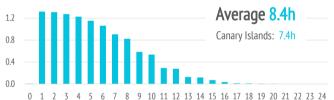
Outdoor time per day	Museums/Exhibitions	Total
0 hours	0.5%	2.2%
1 - 2 hours	3.5%	10.0%
3 - 6 hours	27.8%	32.6%
7 - 12 hours	58.7%	46.5%
More than 12 hours	9.6%	8.7%

TOURISTS BY HOURS A DAY OUT OF THE ACCOMMODATION



TASTE CANARIAN

GASTRONOMY



Hours

Activities in the Canary Islands	Museums/Exhibitions	Total
Museums / exhibitions	100.0%	9.8%
Walk, wander	84.5%	71.0%
Explore the island on their own	81.6%	46.5%
Beach	78.1%	68.0%
Swimming pool, hotel facilities	52.4%	58.9%
Taste Canarian gastronomy	48.8%	25.4%
Wineries / markets / popular festivals	33.1%	12.0%
Organized excursions	22.9%	17.9%
Nature activities	21.6%	10.0%
Theme parks	20.4%	15.5%
Sport activities	17.9%	14.3%
Nightlife / concerts / shows	15.5%	15.5%
Sea excursions / whale watching	14.3%	11.3%
Activities at sea	13.9%	9.8%
Beauty and health treatments	9.0%	5.7%
Astronomical observation * Multi-choise question	7.2%	3.4%
	TOTAL	

	EXHIBITIONS		
EXPLORE THE ISLAND ON THEIR OWN	81.6%	46.5%	

25.4%

48.8%



Which island do they choose?

Tourist > 15 years old	Canarias	Lanzarote	Fuerteventura	Gran Canaria	Tenerife	La Palma
Museums / exhibitions	1,326,824	476,473	121,647	330,560	335,676	51,923
- Share by islands	100%	35.9%	9.2%	24.9%	25.3%	3.9%
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%
% Museums / exhibitions	9.8%	19.4%	6.6%	8.6%	6.7%	20.8%

How many islands do they visit during their trip?

	Museums/Exhibitions	Total
One island	86.6%	90.9%
Two islands	10.5%	7.7%
Three or more islands	2.9%	1.4%

Internet usage during their trip

	Museums/Exhibitions	Total
Research		
- Tourist package	16.4%	15.4%
- Flights	10.5%	13.0%
- Accommodation	15.3%	17.7%
- Transport	17.2%	15.6%
- Restaurants	32.9%	27.0%
- Excursions	34.3%	26.3%
- Activities	40.7%	31.0%
Book or purchase		
- Tourist package	31.8%	38.1%
- Flights	70.3%	64.4%
- Accommodation	60.6%	54.5%
- Transport	52.0%	44.7%
- Restaurants	12.0%	10.5%
- Excursions	14.3%	11.4%
- Activities	16.0%	12.5%
* Multi-choise question		

Total Internet usage in the Canary Islands Museums/Exhibitions Did not use the Internet 6.5% 9.8% 90.2% Used the Internet 93.5% - Own Internet connection 43.1% 36.5% - Free Wifi connection 38.9% 41.1% Applications* - Search for locations or maps 80.1% 60.7% - Search for destination info 61.7% 44.7% - Share pictures or trip videos 60.7% 55.6% - Download tourist apps 11.0% 6.5% 23.9% - Others 16.6% * Multi-choise question **?**?

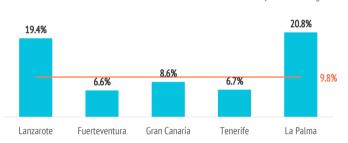
60.7% of tourists share pictures or trip videos during their stay in the Canary Islands

(Canary Islands: 55.6%)

<u>ℯ∕Ì</u> % TOURISTS BY ISLAND OF STAY

How do they rate the Canary Islands?

—Canary Islands average



Satisfaction (scale 0-10) Museums/Exhibitions Total Average rating 8.68 8.58 **Experience in the Canary Islands** Museums/Exhibitions Total Worse or much worse than expected 2.4% 2.9% Lived up to expectations 49.8% 57.4% Better or much better than expected 47.8% 39.7% Future intentions (scale 1-10) Museums/Exhibitions Total Return to the Canary Islands 8.53 8.60 Recommend visiting the Canary Islands 8.96 8.86



How many are loyal to the Canary Islands?

M	luseums/Exhibitions	Total
Repeat tourists	65.3%	71.0%
Repeat tourists (last 5 years)	58.7%	64.6%
Repeat tourists (last 5 years) (5 or more visits)	13.5%	18.4%
At least 10 previous visits	11.8%	17.8%

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PROFILE OF TOURIST BY ACTIVITIES CARRIED OUT IN THE CANARY ISLANDS (2018) MUSEUMS / EXHIBITIONS



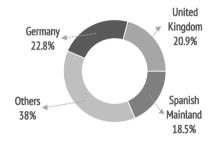
Where are they from?		
	%	Absolute
Germany	22.8%	302,203
United Kingdom	20.9%	277,251
Spanish Mainland	18.5%	244,918
France	6.3%	83,871
Italy	4.6%	61,695
Netherlands	3.8%	51,059
Switzerland	2.6%	34,998
Norway	2.2%	29,263
Belgium	2.0%	27,006
Poland	1.9%	25,556
Ireland	1.8%	24,126
Sweden	1.8%	23,318
Finland	1.4%	19,158
Austria	1.4%	18,357
Denmark	1.4%	17,948
Russia	0.9%	12,222
Czech Republic	0.6%	8,338
Others	4.9%	65,537

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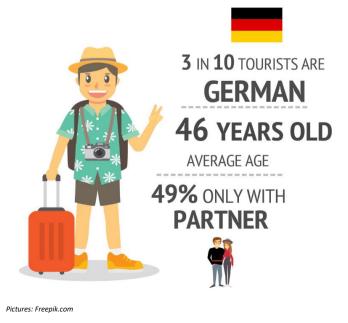
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Who do they come	with?		ŤŘŤ

	Museums/Exhibitions	Total
Unaccompanied	8.8%	8.9%
Only with partner	49.4%	47.4%
Only with children (< 13 years old)	5.3%	5.9%
Partner + children (< 13 years old)	8.1%	7.2%
Other relatives	8.0%	9.0%
Friends	4.9%	6.3%
Work colleagues	0.3%	0.5%
Organized trip	0.2%	0.2%
Other combinations (1)	15.1%	14.6%
(1) Different situations have been isolated		
Tourists with children	18.7%	19.3%
- Between 0 and 2 years old	1.7%	1.8%
- Between 3 and 12 years old	15.4%	15.8%
- Between 0 -2 and 3-12 years	1.6%	1.6%
Tourists without children	81.3%	80.7%
Group composition:		
- 1 person	11.5%	12.4%
- 2 people	54.9%	54.1%
- 3 people	12.7%	12.6%
- 4 or 5 people	17.3%	17.1%
- 6 or more people	3.6%	3.8%
Average group size:	2.59	2.58

Who are they?		ě
	Museums/Exhibitions	Tota
Gender		
Men	52.8%	48.2%
Women	47.2%	51.8%
Age		
Average age (tourist > 15 years old)	45.6	46.7
Standard deviation	14.9	15.3
Age range (> 15 years old)		
16 - 24 years old	7.8%	7.7%
25 - 30 years old	12.2%	10.8%
31 - 45 years old	29.6%	28.6%
46 - 60 years old	32.0%	31.3%
Over 60 years old	18.4%	21.5%
<u>Occupation</u>		
Salaried worker	55.5%	55.5%
Self-employed	11.1%	11.0%
Unemployed	1.4%	1.1%
Business owner	9.6%	9.2%
Student	5.4%	4.2%
Retired	15.9%	17.3%
Unpaid domestic work	0.6%	0.9%
Others	0.6%	0.8%
Annual household income level		
Less than €25,000	16.9%	17.0%
€25,000 - €49,999	36.5%	36.5%
€50,000 - €74,999	25.1%	25.0%
More than €74,999	21.6%	21.5%
Education level		
No studies	2.9%	4.8%
Primary education	2.0%	2.8%
Secondary education	16.2%	23.1%
Higher education	79.0%	69.3%



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