

How many are they and how much do they spend?

•€

	Culture	H.Heritage	Authenticity	Gastronomy	Total
TOURISTS					
Tourist arrivals > 15 years old (EGT)	959,156	932,879	2,528,598	2,979,850	13,485,651
- book holiday package	522,614	494,138	1,401,372	1,678,843	7,848,516
- do not book holiday package	436,542	438,741	1,127,227	1,301,007	5,637,135
- % tourists who book holiday packag	54.5%	53.0%	55.4%	56.3%	58.2%
Share of total tourist	7.3%	7.1%	19.1%	22.6%	100%











959,156

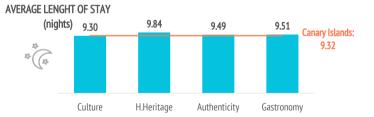
932,879

2,528,598

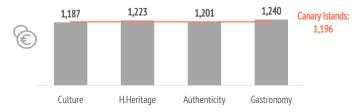
AUTHENTICITY

2,979,850

	Culture	H.Heritage	Authenticity	Gastronomy	Total
Expenditure per tourist (€)	1,187	1,223	1,201	1,240	1,196
- book holiday package	1,325	1,311	1,319	1,342	1,309
- holiday package	1,065	1,058	1,064	1,085	1,064
- others	260	253	254	257	246
- do not book holiday package	1,022	1,124	1,055	1,109	1,037
- flight	286	308	292	298	288
- accommodation	316	330	334	364	350
- others	421	486	430	447	399
Average lenght of stay	9.30	9.84	9.49	9.51	9.32
- book holiday package	8.60	8.55	8.66	8.76	8.66
- do not book holiday package	10.14	11.30	10.52	10.49	10.23
Average daily expenditure (€)	144.2	140.7	141.3	145.0	143.6
- book holiday package	164.3	162.6	160.3	161.1	159.8
- do not book holiday package	120.2	115.9	117.7	124.2	121.0
Total turnover (> 15 years old) (€m)	1,139	1,141	3,037	3,696	16,124
- book holiday package	692	648	1,848	2,254	10,277
- do not book holiday package	446	493	1,190	1,443	5,848



EXPENDITURE PER TOURIST (€)



Importance of each factor in the destination choice

	Culture	H.Heritage	Authenticity	Gastronomy	Total
Climate	82.2%	82.0%	83.2%	85.8%	78.1%
Safety	74.4%	72.4%	74.8%	75.1%	51.4%
Tranquility	69.2%	70.2%	73.1%	67.1%	46.2%
Sea	63.3%	63.6%	59.4%	55.4%	43.3%
Accommodation supply	63.5%	61.0%	55.6%	61.1%	41.7%
Beaches	56.9%	55.5%	51.0%	49.0%	37.1%
Price	54.6%	51.1%	59.6%	51.3%	36.5%
European belonging	53.5%	55.4%	57.7%	51.3%	35.8%
Effortless trip	55.1%	52.5%	54.4%	60.7%	34.8%
Landscapes	71.3%	75.9%	58.3%	44.6%	31.6%
Environment	66.9%	68.4%	57.1%	47.1%	30.6%
Gastronomy	49.2%	48.1%	42.9%	100%	22.6%
Fun possibilities	55.7%	45.3%	35.4%	32.8%	20.7%
Authenticity	56.1%	58.6%	100%	36.4%	19.1%
Exoticism	32.0%	33.0%	40.5%	19.8%	10.5%
Shopping	28.6%	26.6%	20.3%	23.4%	9.6%
Hiking trail network	27.1%	31.1%	17.5%	12.8%	9.0%
Nightlife	21.7%	18.8%	14.1%	14.7%	7.5%
Culture	100%	62.7%	21.3%	15.8%	7.3%
Historical heritage	61.0%	100%	21.6%	15.1%	7.1%

Each aspect is rated individually ("Not important", "Somewhat important", "Quite important", "Very in % of tourists who indicate that the factor is "very important" in their choice.

What is the main motivation for their holidays?



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	Culture	H.Heritage	Authenticity	Gastronomy	Total
Rest	43.3%	42.0%	49.3%	57.3%	55.1%
Enjoy family time	14.3%	13.8%	13.7%	14.4%	14.7%
Have fun	9.5%	7.2%	7.9%	7.3%	7.8%
Explore the destination	29.3%	33.6%	25.5%	17.8%	18.5%
Practice their hobbies	1.2%	1.0%	1.4%	1.1%	1.8%
Other reasons	2.4%	2.4%	2.2%	2.1%	2.1%

EXPLORE THE DESTINATION

CANARY ISLANDS: 18.5%



How far in advance do they book their trip?

	Culture	H.Heritage	Authenticity	Gastronomy	Total
The same day	1.2%	1.1%	0.8%	0.7%	0.7%
Between 1 and 30 days	23.1%	23.0%	23.4%	21.6%	23.2%
Between 1 and 2 months	22.5%	22.9%	23.0%	22.4%	23.0%
Between 3 and 6 months	29.6%	30.9%	31.7%	33.0%	32.4%
More than 6 months	23.5%	22.1%	21.2%	22.4%	20.7%



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

	Culture	H.Heritage	Authenticity	Gastronomy	Total
Previous visits to the Canary Islands	46.3%	46.7%	49.7%	53.4%	50.9%
Friends or relatives	31.1%	30.5%	30.3%	28.8%	27.8%
Internet or social media	52.4%	51.5%	54.4%	55.4%	56.1%
Mass Media	2.7%	2.8%	2.7%	2.1%	1.7%
Travel guides and magazines	13.7%	13.8%	11.5%	9.1%	9.5%
Travel Blogs or Forums	7.3%	6.8%	6.4%	5.9%	5.4%
Travel TV Channels	1.0%	1.3%	1.1%	0.9%	0.7%
Tour Operator or Travel Agency	23.6%	21.9%	23.0%	23.4%	24.7%
Public administrations or similar	1.0%	1.0%	0.6%	0.5%	0.4%
Others	2.8%	2.7%	2.6%	2.6%	2.3%

^{*} Multi-choise question

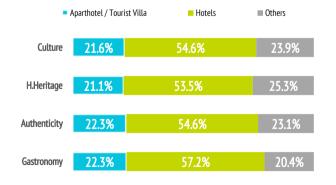
With whom did they book their flight and accommodation? •

	Culture	H.Heritage	Authenticity	Gastronomy	Total
<u>Flight</u>					
- Directly with the airline	43.1%	45.2%	43.0%	42.1%	39.5%
- Tour Operator or Travel Agency	56.9%	54.8%	57.0%	57.9%	60.5%
Accommodation					
- Directly with the accommodation	30.5%	33.4%	31.7%	30.7%	28.8%
- Tour Operator or Travel Agency	69.5%	66.6%	68.3%	69.3%	71.2%

Where do they stay?

	Culture	H.Heritage	Authenticity	Gastronomy	Total
1-2-3* Hotel	13.7%	12.7%	12.3%	11.8%	12.8%
4* Hotel	34.8%	34.5%	35.3%	36.9%	37.7%
5* Hotel / 5* Luxury Hotel	6.0%	6.2%	6.9%	8.5%	6.8%
Aparthotel / Tourist Villa	21.6%	21.1%	22.3%	22.3%	23.6%
House/room rented in a private dwel	6.1%	6.7%	6.3%	5.2%	5.3%
Private accommodation (1)	10.0%	10.3%	9.4%	8.7%	7.0%
Others (Cottage, cruise, camping,)	7.7%	8.4%	7.5%	6.5%	6.8%

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



What do they book?

	Culture	H.Heritage	Authenticity	Gastronomy	Total
Room only	29.8%	29.3%	29.0%	28.8%	28.8%
Bed and Breakfast	11.1%	11.6%	11.4%	13.6%	11.7%
Half board	21.4%	22.7%	22.1%	22.2%	22.4%
Full board	4.2%	4.7%	3.2%	2.9%	3.0%
All inclusive	33.4%	31.6%	34.3%	32.6%	34.1%

Other expenses

9

	Culture	H.Heritage	Authenticity	Gastronomy	Total
Restaurants or cafes	62.0%	61.7%	62.3%	65.2%	63.2%
Supermarkets	55.3%	53.5%	54.9%	54.3%	55.9%
Car rental	28.8%	33.8%	31.2%	25.0%	26.6%
Organized excursions	27.8%	29.1%	24.6%	20.7%	21.8%
Taxi, transfer, chauffeur service	47.6%	43.0%	47.7%	51.4%	51.7%
Theme Parks	9.1%	8.5%	8.6%	8.3%	8.8%
Sport activities	5.9%	4.9%	6.1%	5.8%	6.4%
Museums	8.5%	10.0%	6.8%	4.9%	5.0%
Flights between islands	6.2%	6.8%	6.0%	5.2%	4.8%

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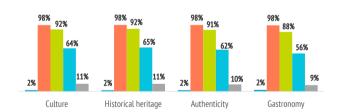
Activities in the Canary Islands

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Outdoor time per day	Culture	H.Heritage	Authenticity	Gastronomy	Total
0 hours	2.0%	1.7%	1.8%	2.4%	2.2%
1 - 2 hours	6.5%	5.8%	7.2%	9.7%	10.0%
3 - 6 hours	27.9%	27.5%	29.2%	31.8%	32.6%
7 - 12 hours	52.4%	53.8%	51.5%	46.8%	46.5%
More than 12 hours	11.3%	11.1%	10.3%	9.3%	8.7%

TOURISTS BY HOURS A DAY OUT OF THE ACCOMMODATION

■ 0 hours ■ More than 1 hour ■ More than 3 hours ■ More than 7 hours ■ More than 12 hours



Activities in the Canary Islands	Culture	U Horitago	Authenticity	Gastronomy	Total
Activities in the Canary Islands	Culture	п.пептаge	Authenticity	Gastronomy	Total
Walk, wander	72.3%	73.4%	73.1%	72.2%	71.0%
Beach	72.8%	73.1%	72.1%	68.5%	68.0%
Swimming pool, hotel facilities	54.6%	51.7%	56.1%	59.4%	58.9%
Explore the island on their own	55.2%	60.2%	54.3%	46.1%	46.5%
Taste Canarian gastronomy	34.3%	34.7%	31.9%	33.9%	25.4%
Organized excursions	25.3%	24.2%	20.5%	17.4%	17.9%
Theme parks	19.3%	17.8%	16.6%	15.2%	15.5%
Nightlife / concerts / shows	19.4%	16.0%	16.8%	18.6%	15.5%
Sport activities	14.3%	13.3%	15.2%	14.2%	14.3%
Wineries / markets / popular festi	19.1%	20.6%	15.7%	15.1%	12.0%
Sea excursions / whale watching	14.8%	13.3%	13.2%	11.4%	11.3%
Nature activities	13.8%	15.2%	13.8%	9.9%	10.0%
Museums / exhibitions	19.9%	22.1%	14.0%	10.2%	9.8%
Activities at sea	13.4%	12.4%	12.2%	10.6%	9.8%
Beauty and health treatments	7.6%	6.9%	6.5%	7.0%	5.7%
Astronomical observation	5.0%	5.0%	4.7%	4.0%	3.4%

^{*} Multi-choise question

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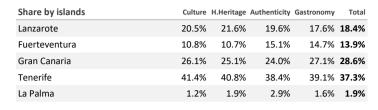
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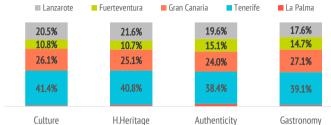
Which island do they choose?



Tourists (> 15 years old)	Culture	H.Heritage	Authenticity	Gastronomy	Total
Lanzarote	194,680	199,433	489,828	519,847	2,457,120
Fuerteventura	102,760	98,400	377,931	434,489	1,856,705
Gran Canaria	248,577	231,495	600,540	800,324	3,825,110
Tenerife	393,603	376,906	961,498	1,156,878	4,991,173
La Palma	11,432	17,302	73,844	46,915	249,069



SHARE OF TOURISTS BY ISLAND



How do they rate the Canary Islands?

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■ Lanzarote	Fuerteventura	■ Gran Canaria ■ Te	nerife La Palma
20.5%	21.6%	19.6%	17.6%
10.8%	10.7%	15.1%	14.7%
26.1%	25.1%	24.0%	27.1%
41.4%	40.8%	38.4%	39.1%
Culture	H.Heritage	Authenticity	Gastronomy

Culture	H.Heritage	Authenticity	Gastronomy	Total
8.89	8.90	8.92	8.83	8.58
Culture	H.Heritage	Authenticity	Gastronomy	Total
2.8%	2.8%	3.1%	2.7%	2.9%
47.2%	47.8%	49.1%	53.0%	57.4%
50.1%	49.3%	47.8%	44.3%	39.7%
	8.89 Culture 2.8% 47.2%	8.89 8.90 Culture H.Heritage 2.8% 2.8% 47.2% 47.8%	8.89 8.90 8.92 Culture H.Heritage Authenticity 2.8% 2.8% 3.1% 47.2% 47.8% 49.1%	Culture H.Heritage Authenticity Gastronomy 2.8% 2.8% 3.1% 2.7% 47.2% 47.8% 49.1% 53.0%

	Culture	H.Heritage	Authenticity	Gastronomy	Total
One island	88.3%	86.8%	88.9%	90.3%	90.9%
Two islands	9.4%	10.4%	9.3%	8.1%	7.7%

2.7%

1.9%

1.6%

2.3%

How many islands do they visit during their trip?

Future intentions (scale 1-10)	Culture	H.Heritage	Authenticity	Gastronomy	Total
Return to the Canary Islands	8.90	8.95	8.92	8.93	8.60
Pacammand visiting the Canary Islans	0.10	0.21	0.20	0.12	0 06

Internet usage during their trip

Three or more islands

<u>experii</u>	<u>ENCE IN</u>	THE CAN	<u>ary isl</u> /	<u> </u>
RETTER	OR MII	CH RETTE	R THAN	EXPECTED



Culture H.Heritage Authenticity Gastronomy Research - Tourist package 15.9% 15.3% 16.4% 15.8% 15.4% - Flights 12.7% 12.8% 13.5% 13.8% 13.0% - Accommodation 17.0% 17.7% 16.7% 17.4% 17.5% - Transport 18.4% 16.8% 17.0% 15.9% 15.6% - Restaurants 28.8% 27.3% 28.9% 31.7% 27.0% - Excursions 30.2% 29.3% 29.2% 27.1% 26.3% - Activities 35.0% 32.7% 33.2% 31.7% 31.0% **Book or purchase** 38.0% - Tourist package 35.4% 34.1% 36.1% 38.1% - Flights 64.3% 64.3% 64.8% 65.8% 64.4% - Accommodation 53.4% 53.6% 55.2% 54.5% 55.5% - Transport 43.2% 46.5% 47.3% 45.2% 44.7% - Restaurants 15.8% 14.2% 13.9% 14.6% 10.5% 18.0% 15.3% 13.2% 11.4% - Excursions 17.7% - Activities 17.1% 17.6% 16.5% 13.7% 12.5%

RETURN TO THE CANARY ISLANDS

CANARY ISLANDS: 8.60



* Multi-choise question

How many are loyal to the Canary Islands?

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Internet usage in the Canary Islands	Culture	H.Heritage	Authenticity	Gastronomy	Total
Did not use the Internet	11.7%	12.1%	10.6%	10.3%	9.8%
Used the Internet	88.3%	87.9%	89.4%	89.7%	90.2%
- Own Internet connection	37.4%	36.6%	38.6%	35.4%	36.5%
- Free Wifi connection	35.5%	36.0%	35.8%	40.7%	41.1%
Applications*					
- Search for locations or maps	66.7%	68.6%	64.6%	59.6%	60.7%
- Search for destination info	48.0%	45.2%	46.7%	46.0%	44.7%
- Share pictures or trip videos	59.7%	57.6%	59.0%	57.6%	55.6%
- Download tourist apps	8.9%	9.2%	8.3%	7.2%	6.5%

17.1%

16.6%

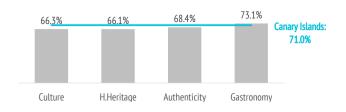
19.5%

23.1%

23.9%

	Culture	H.Heritage	Authenticity	Gastronomy	Total
Repeat tourists	66.3%	66.1%	68.4%	73.1%	71.0%
Repeat tourists (last 5 years)	60.6%	61.0%	62.8%	66.9%	64.6%
Repeat tourists (last 5 years) (5 or mo	18.1%	18.3%	19.3%	21.7%	18.4%
At least 10 previous visits	16.6%	16.6%	17.0%	20.9%	17.8%

REPEAT TOURISTS



- Others

^{*} Multi-choise question



Where are they from?



Who are they?



	Culture	H.Heritage A	Authenticity	Gastronomy	Total
United Kingdom	31.8%	24.9%	28.8%	32.8%	31.7%
Germany	18.7%	18.7%	19.3%	19.9%	20.4%
Spanish Mainland	14.5%	19.2%	14.7%	10.9%	11.5%
Netherlands	2.4%	2.1%	2.4%	2.2%	4.0%
France	5.5%	7.7%	6.6%	3.3%	3.8%
Sweden	1.7%	2.0%	2.4%	3.4%	3.7%
Ireland	3.8%	2.6%	3.8%	4.7%	3.4%
Italy	4.2%	4.6%	4.2%	2.8%	3.3%
Norway	1.6%	1.4%	0.9%	2.4%	2.8%
Belgium	2.1%	3.0%	2.7%	3.3%	2.7%
Switzerland	2.6%	2.5%	2.3%	3.0%	2.1%
Poland	2.1%	1.9%	3.8%	2.8%	2.1%
Denmark	1.0%	0.9%	1.2%	1.5%	2.0%
Finland	0.8%	0.8%	0.5%	0.9%	1.6%
Austria	0.9%	1.0%	1.0%	1.2%	0.9%
Russia	1.1%	1.4%	0.7%	0.8%	0.5%
Czech Republic	0.3%	0.4%	0.6%	0.6%	0.4%
Others	5.0%	4.9%	4.1%	3.6%	3.3%
United Kingdom	Germany	Spanis	sh Mainland	■ Otros	
34.9%	37.2%	37.3	5%	36.4%	

United Kingdom	Germany	Spanish Mainland	■ Otros
34.9%	37.2%	37.3%	36.4%
14.5% 18.7%	19.2% 18.7%	14.7% 19.3%	10.9% 19.9%
31.8%	24.9%	28.8%	32.8%
Culture	H.Heritage	Authenticity	Gastronomy

Who do they come with?

Gastronomy	

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	Culture	H.Heritage	Authenticity	Gastronomy	Total
Unaccompanied	10.4%	9.5%	9.5%	7.6%	8.9%
Only with partner	45.0%	48.2%	47.3%	50.9%	47.4%
Only with children (< 13 years old)	6.4%	6.9%	6.2%	5.5%	5.9%
Partner + children (< 13 years old)	6.0%	5.7%	6.5%	5.9%	7.2%
Other relatives	10.0%	9.2%	9.3%	9.3%	9.0%
Friends	6.4%	5.2%	6.5%	6.0%	6.3%
Work colleagues	0.3%	0.1%	0.3%	0.2%	0.5%
Organized trip	0.5%	0.4%	0.2%	0.2%	0.2%
Other combinations (1)	15.0%	14.7%	14.2%	14.3%	14.6%
(1) Different situations have been isolated					
Tourists with children	18.6%	17.6%	18.7%	17.2%	19.3%
- Between 0 and 2 years old	2.1%	1.6%	1.7%	1.8%	1.8%
- Between 3 and 12 years old	15.3%	14.5%	15.5%	14.0%	15.8%
- Between 0 -2 and 3-12 years ol	1.2%	1.5%	1.4%	1.4%	1.6%
Tourists without children	81.4%	82.4%	81.3%	82.8%	80.7%
Group composition:					
- 1 person	15.0%	14.3%	13.7%	11.2%	12.4%
- 2 people	51.9%	54.1%	53.7%	57.1%	54.1%
- 3 people	14.6%	13.5%	12.7%	12.0%	12.6%
- 4 or 5 people	15.0%	15.0%	16.3%	16.2%	17.1%
- 6 or more people	3.5%	3.0%	3.5%	3.4%	3.8%
Average group size:	2.52	2.49	2.54	2.54	2.58

	Culture	H.Heritage	Authenticity	Gastronomy	Total
Gender					
Men	40.9%	44.5%	43.5%	45.8%	48.2%
Women	59.1%	55.5%	56.5%	54.2%	51.8%
Age					
Average age (tourist > 15 years old)	44.9	47.0	45.8	47.2	46.7
Standard deviation	15.6	15.3	15.4	15.4	15.3
Age range (> 15 years old)					
16 - 24 years old	9.5%	7.2%	8.1%	7.1%	7.7%
25 - 30 years old	13.9%	10.6%	12.7%	11.1%	10.8%
31 - 45 years old	28.4%	28.6%	29.5%	27.2%	28.6%
46 - 60 years old	29.2%	31.6%	29.3%	31.8%	31.3%
Over 60 years old	18.9%	22.0%	20.5%	22.7%	21.5%
Occupation					
Salaried worker	55.4%	53.2%	55.3%	54.9%	55.5%
Self-employed	11.4%	11.6%	11.4%	10.9%	11.0%
Unemployed	1.7%	1.6%	1.4%	1.0%	1.1%
Business owner	8.5%	9.2%	9.2%	9.4%	9.2%
Student	5.1%	4.2%	4.6%	4.0%	4.2%
Retired	16.2%	18.5%	16.4%	18.1%	17.3%
Unpaid domestic work	0.8%	0.6%	1.0%	1.0%	0.9%
Others	1.0%	1.1%	0.8%	0.7%	0.8%
Annual household income level					
Less than €25,000	21.5%	20.9%	20.8%	17.8%	17.0%
€25,000 - €49,999	37.0%	38.9%	37.6%	35.8%	36.5%
€50,000 - €74,999	23.0%	23.0%	22.9%	24.3%	25.0%
More than €74,999	18.4%	17.2%	18.7%	22.1%	21.5%
Education level					
No studies	5.3%	3.8%	4.1%	4.3%	4.8%
Primary education	2.7%	3.2%	2.6%	2.7%	2.8%
Secondary education	20.6%	21.7%	21.7%	23.1%	23.1%
Higher education	71.4%	71.3%	71.6%	69.9%	69.3%

