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How do they book?



How many are they and how much do they spend?

| | Theme parks | Total |
|---|-------------|------------|
| Tourist arrivals (> 16 years old) | 433,011 | 13,852,616 |
| Average daily expenditure (€) | 137.08 | 140.18 |
| . in their place of residence | 96.17 | 101.15 |
| . in the Canary Islands | 40.91 | 39.03 |
| Average lenght of stay | 8.24 | 9.17 |
| Turnover per tourist (€) | 1,044 | 1,155 |
| Total turnover (> 16 years old) (€m) | 452 | 15,999 |
| Share of total tourist | 3.1% | 100% |
| Share of total turnover | 2.8% | 100% |
| % tourists who pay in the Canary Islands: | | |
| Accommodation: | | |
| - Accommodation | 15.6% | 13.5% |
| - Additional accommodation expenses | 7.8% | 6.3% |
| Transport: | | |
| - Public transport | 11.5% | 14.5% |
| - Taxi | 22.4% | 21.2% |
| - Car rental | 18.7% | 19.4% |
| Food and drink: | | |
| - Food purchases at supermarkets | 57.5% | 55.0% |
| - Restaurants | 51.8% | 57.3% |
| Souvenirs: | 57.6% | 53.3% |
| Leisure: | | |
| - Organized excursions | 25.4% | 17.7% |
| - Leisure, amusement | 31.5% | 8.4% |
| - Trip to other islands | 1.5% | 2.3% |
| - Sporting activities | 5.3% | 6.1% |
| - Cultural activities | 2.7% | 4.4% |
| - Discos and disco-pubs | 7.0% | 6.1% |
| Others: | | |
| - Wellness | 3.7% | 4.9% |
| - Medical expenses | 3.3% | 4.0% |
| - Other expenses | 7.0% | 9.6% |
| | | |



What do they book at their place of residence?

| | Theme parks | Total |
|---|-------------|-------|
| Flight only | 7.0% | 9.3% |
| Flight and accommodation (room only) | 26.5% | 26.9% |
| Flight and accommodation (B&B) | 8.4% | 8.3% |
| Flight and accommodation (half board) | 18.3% | 19.3% |
| Flight and accommodation (full board) | 4.3% | 4.4% |
| Flight and accommodation (all inclusive) | 35.5% | 31.9% |
| % Tourists using low-cost airlines | 57.3% | 50.8% |
| Other expenses in their place of residence: | | |
| - Car rental | 13.7% | 12.6% |
| - Sporting activities | 3.6% | 5.1% |
| - Excursions | 9.9% | 6.2% |
| - Trip to other islands | 1.0% | 1.5% |

* Tourists over 16 years old.

| Accommodation booking | Theme parks | Total |
|-------------------------------|-------------|-------|
| Tour Operator | 39.8% | 42.4% |
| - Tour Operator's website | 78.6% | 80.6% |
| Accommodation | 15.4% | 14.6% |
| - Accommodation's website | 81.7% | 84.0% |
| Travel agency (High street) | 23.7% | 19.3% |
| Online Travel Agency (OTA) | 16.5% | 17.3% |
| No need to book accommodation | 4.7% | 6.4% |

| Flight booking | Theme parks | Total |
|-----------------------------|-------------|-------|
| Tour Operator | 41.8% | 44.8% |
| - Tour Operator's website | 74.9% | 78.6% |
| Airline | 24.8% | 25.8% |
| - Airline's website | 95.9% | 97.3% |
| Travel agency (High street) | 21.2% | 18.0% |
| Online Travel Agency (OTA) | 12.1% | 11.4% |

How far in advance do they book their trip?

| | Theme parks | Total |
|-------------------------|-------------|-------|
| The same day they leave | 0.7% | 0.5% |
| Between 2 and 7 days | 3.7% | 5.9% |
| Between 8 and 15 days | 6.3% | 7.4% |
| Between 16 and 30 days | 11.1% | 13.4% |
| Between 31 and 90 days | 31.6% | 34.6% |
| More than 90 days | 46.7% | 38.3% |

Who are they?

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| Gender | Theme parks | Total |
|---------------------------------------|-------------|-------|
| Men | 47.0% | 48.1% |
| Women | 53.0% | 51.9% |
| Age | | |
| Average age (tourists > 16 years old) | 37.1 | 46.9 |
| Standard deviation | 12.7 | 15.5 |
| Age range (> 16 years old) | | |
| 16-24 years old | 19.6% | 8.4% |
| 25-30 years old | 16.6% | 10.2% |
| 31-45 years old | 40.0% | 27.9% |
| 46-60 years old | 19.5% | 31.7% |
| Over 60 years old | 4.3% | 21.8% |
| Occupation | | |
| Business owner or self-employed | 29.2% | 23.8% |
| Upper/Middle management employee | 30.6% | 35.2% |
| Auxiliary level employee | 24.7% | 15.3% |
| Students | 8.7% | 5.0% |
| Retired | 4.2% | 18.6% |
| Unemployed / unpaid dom. work | 2.7% | 2.1% |
| Annual household income level | | |
| €12,000 - €24,000 | 24.2% | 17.9% |
| €24,001 - €36,000 | 21.5% | 19.3% |
| €36,001 - €48,000 | 15.9% | 16.1% |
| €48,001 - €60,000 | 13.1% | 15.1% |
| €60,001 - €72,000 | 8.9% | 9.3% |
| €72,001 - €84,000 | 5.2% | 6.3% |
| More than €84,000 | 11.2% | 16.0% |
| | | |



Which island do they choose?

| Canarias | Lanzarote | Fuerteventura | Gran Canaria | Tenerife | La Palma |
|------------|---------------------------------------|--|---|---|---|
| 433,011 | 13,986 | 3,607 | 35,720 | 378,993 | 0 |
| 100% | 3.2% | 0.8% | 8.2% | 87.5% | 0.0% |
| 13,852,616 | 2,488,213 | 1,938,908 | 3,900,824 | 5,144,415 | 277,952 |
| 100% | 18.0% | 14.0% | 28.2% | 37.1% | 2.0% |
| 3.1% | 0.6% | 0.2% | 0.9% | 7.4% | 0.0% |
| | 433,011 100% 13,852,616 100% | 433,011 13,986 100% 3.2% 13,852,616 2,488,213 100% 18.0% | 433,011 13,986 3,607 100% 3.2% 0.8% 13,852,616 2,488,213 1,938,908 100% 18.0% 14.0% | 433,011 13,986 3,607 35,720 100% 3.2% 0.8% 8.2% 13,852,616 2,488,213 1,938,908 3,900,824 100% 18.0% 14.0% 28.2% | 433,011 13,986 3,607 35,720 378,993 100% 3.2% 0.8% 8.2% 87.5% 13,852,616 2,488,213 1,938,908 3,900,824 5,144,415 100% 18.0% 14.0% 28.2% 37.1% |

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Where do they stay?

| | Theme parks | Total |
|---|-------------|-------|
| 5* Hotel | 6.7% | 6.8% |
| 4* Hotel | 43.8% | 38.4% |
| 1-2-3* Hotel | 11.6% | 14.4% |
| Apartment | 34.0% | 32.4% |
| Property (privately-owned, friends, family) | 3.0% | 4.8% |
| Others | 0.9% | 3.2% |

Who do they come with?

| | Theme parks | Total |
|--|-------------|-------|
| Unaccompanied | 3.3% | 8.7% |
| Only with partner | 32.5% | 46.8% |
| Only with children (under the age of 13) | 4.0% | 1.7% |
| Partner + children (under the age of 13) | 24.9% | 11.9% |
| Other relatives | 6.8% | 6.0% |
| Friends | 6.3% | 6.1% |
| Work colleagues | 0.0% | 0.3% |
| Other combinations ⁽¹⁾ | 22.2% | 18.5% |

* Multi-choise question (different situations have been isolated)

How do they rate the Canary Islands?

| Opinion on their stay | Theme parks | Total |
|--------------------------------|-------------|-------|
| Good or very good (% tourists) | 93.2% | 94.0% |
| Average rating (scale 1-10) | 8.86 | 8.92 |

How many are loyal to the Canary Islands?

| Repeat tourists | Theme parks | Total |
|-----------------------------|-------------|-------|
| At least 1 previous visit | 66.5% | 77.3% |
| At least 10 previous visits | 7.1% | 16.9% |
| Where are they from? | | |

| | Share | Absolute |
|------------------|-------|----------|
| United Kingdom | 47.8% | 207,131 |
| Spanish Mainland | 15.7% | 68,188 |
| Germany | 10.0% | 43,235 |
| Ireland | 4.2% | 18,142 |
| Italy | 2.4% | 10,519 |
| Netherlands | 2.4% | 10,290 |
| Poland | 2.1% | 9,000 |
| France | 1.7% | 7,172 |
| Belgium | 1.5% | 6,318 |
| Others | 12.2% | 53,016 |

Why do they choose the Canary Islands?

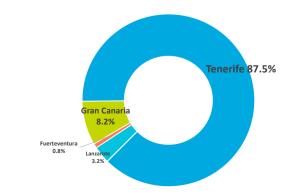
| Aspects influencing the choice | Theme parks | Total |
|-----------------------------------|-------------|-------|
| Theme parks | 100.0% | 3.1% |
| Climate/sun | 83.4% | 89.8% |
| Beaches | 22.6% | 35.1% |
| Tranquillity/rest/relaxation | 16.2% | 37.2% |
| Suitable destination for children | 12.8% | 7.6% |
| Visiting new places | 12.4% | 14.7% |
| Scenery | 11.8% | 22.9% |
| Price | 9.5% | 12.2% |
| Nightlife/fun | 6.2% | 3.8% |
| Ease of travel | 3.7% | 8.9% |
| Active tourism | 3.3% | 5.4% |
| Security | 2.8% | 9.7% |
| Shopping | 2.7% | 2.5% |
| Quality of the environment | 2.3% | 6.5% |
| Culture | 1.6% | 2.7% |
| Nautical activities | 1.5% | 2.0% |
| * Multi-choise question | | |

What did motivate them to come?

| Prescription sources | Theme parks | Total |
|---------------------------------------|-------------|-------|
| Previous visits to the Canary Islands | 56.9% | 64.9% |
| Recommendation by friends/relatives | 46.9% | 35.0% |
| The Canary Islands television channel | 0.6% | 0.4% |
| Other television or radio channels | 1.2% | 1.0% |
| Information in press/magazines/books | 3.8% | 3.8% |
| Attendance at a tourism fair | 0.2% | 0.5% |
| Tour Operator's brochure or catalogue | 6.5% | 7.2% |
| Recommendation by Travel Agency | 11.2% | 9.3% |
| Information obtained via the Internet | 25.8% | 25.5% |
| Senior Tourism programme | 0.4% | 0.2% |
| Others | 3.1% | 5.9% |
| | | |

* Multi-choise question

Share of tourists > 16 years old by islands



Source: Encuesta sobre el Gasto Turístico (ISTAC). Profile of tourist who answered that at least one of him/her three aspects of choice was theme parks.

Note: Tourists under 16 years old are excluded. In order to calculate percentages,"Not applicable" and "No answer" have been excluded. (1) Combination of some groups previously analyzed.

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