TOURIST PROFILE BY SOURCE MARKETS (2019) FUERTEVENTURA: MAIN SOURCE MARKETS

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How many are they and how much do they spend?

	Germany	UK	Spain	France F	uerteventura
TOURISTS					
Tourist arrivals (FRONTUR) (*)	689	482	155	111	1,895
Tourist arrivals > 15 years old (EGT) (*)	608	419	140	98	1,659
 book holiday package (*) 	528	294	56	72	1,231
 - do not book holiday package (*) 	80	125	85	25	428
- % tourists who book holiday package	86.8%	70.2%	39.6%	73.9%	74.2%

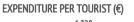
(*) Thousands of tourists

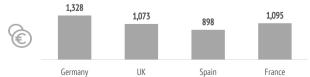


% TOURISTS WHO BOOK HOLIDAY PACKAGE

% TOURISTS WHO BO	JOK F	IOLID	AY P/	ACKA	GE						
Germany	ê	ê	Å	ê	Å	ê	ê	ê	ê	Å	87%
UK	Å	Å	Å	Å	Å	Å	ê	Å	Å	Ê	70%
Spanish	Å	Å	Å	Å	Å	Å	Å	Ŷ	Å	Å	40%
France	Å	Å	Å	Å	Å	ê	ê	ê	Å	Ê	74%
				Ge	rman	/	UK	Spa	ain	France	Fuerteventura
Expenditure per tour	rist (€	:)			1,328	31,	073	8	98	1,095	1,169
- book holiday pack	age				1,327	1,	126	9	87	1,052	1,214
- holiday packa	ige				1,191	L	946	8	03	918	1,055
- others					135	5	180	1	84	134	159
- do not book holida	ay pa	ckage	•		1,333	3	948	8	40	1,217	1,040
- flight					419)	251	2	27	365	294
- accommodat	ion				568	3	362	3	26	583	410
- others					345	5	335	2	87	269	336
Average lenght of sta	ay				10.58	3 8	8.75	7.	47	8.03	9.27
- book holiday pack	age				10.40) 8	8.20	7.	21	7.78	9.06
- do not book holida	ay pa	ckage			11.78	3 10	0.06	7.	65	8.72	9.87
Average daily expend	diture	e (€)			136.0) 13	34.1	132	.8	139.9	136.6
- book holiday pack	age				136.6	5 14	41.7	142	2.2	138.0	141.2
- do not book holida	ay pa	ckage	2		132.1	1	16.3	126	5.7	145.5	123.2
Total turnover (> 15	years	old)	(€m)		807	,	450	1	26	107	1,940
- book holiday pack	age				700)	331		55	76	1,495
- do not book holida	ay pa	ckage	2		107	7	118		71	31	446







Canary Stands Stands

Importance of each factor in the destination choice

	Germany	UK	Spain	France Fi	uerteventura
Climate	79.9%	82.4%	70.8%	81.5%	79.1%
Sea	74.3%	38.9%	60.3%	62.2%	60.1%
Beaches	69.9%	39.7%	64.7%	53.9%	58.4%
Tranquility	60.2%	51.4%	61.9%	52.5%	56.1%
Safety	60.8%	60.3%	39.2%	46.4%	56.0%
Accommodation supply	46.9%	55.9%	28.6%	47.5%	46.0%
European belonging	45.9%	34.4%	37.9%	38.3%	40.5%
Effortless trip	47.2%	45.7%	27.3%	21.4%	39.7%
Price	30.1%	51.8%	29.6%	52.3%	38.0%
Environment	21.4%	34.0%	37.3%	34.4%	29.3%
Landscapes	20.8%	18.8%	44.2%	41.1%	27.0%
Gastronomy	20.5%	22.1%	25.0%	14.8%	21.6%
Authenticity	15.9%	16.6%	30.8%	22.5%	19.9%
Fun possibilities	16.9%	18.3%	19.2%	16.8%	17.9%
Exoticism	5.9%	7.3%	17.3%	20.7%	10.5%
Shopping	6.9%	8.4%	6.3%	15.1%	7.9%
Hiking trail network	4.6%	3.4%	13.7%	9.0%	6.7%
Historical heritage	5.1%	4.9%	12.8%	7.9%	5.9%
Culture	4.5%	6.6%	9.1%	6.3%	5.9%
Nightlife	2.6%	7.0%	7.0%	5.3%	4.9%

Each aspect is rated individually ("Not important", "Somewhat", "Quite", "Very important")

% of tourists who indicate that the factor is "very important" in their choice.

% TOURISTS WHO CHOOSE BEACHES

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What is the main motivation for their holidays?

	Germany	UK	Spain	France Fu	uerteventura
Rest	60.7%	73.6%	51.5%	50.9%	62.0%
Enjoy family time	9.6%	12.7%	12.8%	10.1%	10.9%
Have fun	5.3%	5.8%	5.2%	2.8%	5.2%
Explore the destination	16.9%	5.6%	27.1%	31.6%	16.6%
Practice their hobbies	5.0%	0.8%	2.6%	3.1%	3.4%
Other reasons	2.5%	1.4%	0.9%	1.5%	1.9%

% TOURISTS TRAVELLING TO EXPLORE THE ISLANDS



How far in advance do they book their trip?

	Germany	UK	Spain	France F	uerteventura
The same day	0.4%	0.5%	1.0%	0.6%	0.5%
Between 1 and 30 days	19.1%	18.9%	25.6%	18.7%	22.3%
Between 1 and 2 months	20.9%	21.6%	31.0%	23.5%	23.0%
Between 3 and 6 months	37.3%	31.7%	30.5%	45.2%	34.4%
More than 6 months	22.3%	27.3%	11.9%	12.0%	19.9%

Source: Encuesta sobre el Gasto Turístico (ISTAC).

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

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

	Germany	UK	Spain	France Fu	ierteventura
Previous visits to the Canary Islands	55.2%	64.1%	40.9%	30.7%	51.9%
Friends or relatives	17.0%	22.3%	27.8%	17.6%	20.4%
Internet or social media	50.3%	56.8%	52.3%	55.0%	53.5%
Mass Media	2.1%	1.1%	1.2%	1.5%	1.7%
Travel guides and magazines	9.5%	7.2%	4.2%	11.7%	8.5%
Travel Blogs or Forums	4.0%	4.8%	10.0%	4.8%	5.3%
Travel TV Channels	1.1%	0.9%	1.1%	1.0%	0.9%
Tour Operator or Travel Agency	35.1%	25.4%	14.9%	33.7%	28.7%
Public administrations or similar	0.1%	0.3%	0.9%	0.9%	0.3%
Others * Multi-choise question	1.5%	1.6%	1.4%	0.6%	1.5%

With whom did they book their flight and accommodation? •

	Germany	UK	Spain	France Fu	ierteventura
<u>Flight</u>					
- Directly with the airline	17.5%	37.0%	59.6%	28.3%	30.0%
- Tour Operator or Travel Agency	82.5%	63.0%	40.4%	71.7%	70.0%
Accommodation					
- Directly with the accommodation	13.3%	26.0%	49.1%	22.4%	22.5%
- Tour Operator or Travel Agency	86.7%	74.0%	50.9%	77.6%	77.5%

 Where	do	they	stay?	

	Germany	UK	Spain	France I	Fuerteventura
1-2-3* Hotel	20.3%	15.9%	13.2%	16.2%	17.2%
4* Hotel	59.9%	48.8%	46.6%	56.6%	53.5%
5* Hotel / 5* Luxury Hotel	5.1%	4.3%	4.0%	4.6%	4.6%
Aparthotel / Tourist Villa	8.4%	22.1%	14.7%	13.4%	14.3%
House/room rented in a private dwelling	2.2%	2.5%	5.1%	2.5%	3.0%
Private accommodation (1)	2.0%	5.0%	11.0%	2.1%	4.1%
Others (Cottage, cruise, camping,)	2.1%	1.5%	5.4%	4.5%	3.2%

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

What do they book?

	Germany	UK	Spain	France Fu	ierteventura
Room only	5.2%	17.6%	22.8%	7.9%	12.8%
Bed and Breakfast	2.1%	5.6%	9.5%	2.5%	4.5%
Half board	22.1%	19.0%	17.3%	8.6%	18.8%
Full board	7.6%	3.2%	9.5%	16.0%	6.7%
All inclusive	63.0%	54.7%	40.8%	65.0%	57.1%

57.1% of tourists book all inclusive.



63%





UK





41%

Spanish Mainland

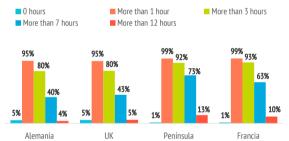
Other expenses

	Germany	UK	Spain	France Fu	uerteventura
Restaurants or cafes	33.8%	49.1%	55.9%	30.9%	41.7%
Supermarkets	34.4%	46.1%	50.0%	27.3%	40.0%
Car rental	24.5%	16.6%	50.8%	32.1%	26.0%
Organized excursions	16.0%	9.9%	17.9%	24.3%	15.6%
Taxi, transfer, chauffeur service	65.3%	61.5%	24.5%	52.9%	56.6%
Theme Parks	4.0%	4.0%	2.2%	5.4%	4.6%
Sport activities	7.2%	6.5%	6.1%	8.0%	7.0%
Museums	1.8%	1.1%	4.6%	2.1%	2.0%
Flights between islands	1.9%	4.6%	7.6%	7.9%	4.4%

Activities in the Canary Islands

Outdoor time per day	iermany	UK	Spain	France F	uerteventura
0 hours	4.8%	5.1%	1.3%	1.3%	4.2%
1 - 2 hours	15.7%	14.9%	6.5%	6.0%	13.0%
3 - 6 hours	39.7%	36.5%	19.0%	30.1%	34.3%
7 - 12 hours	36.3%	38.1%	60.6%	52.4%	42.4%
More than 12 hours	3.6%	5.3%	12.5%	10.3%	6.3%

TOURISTS BY HOURS A DAY OUT OF THE ACCOMMODATION



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Activities in the Canary Islands	iermany	UK	Spain	France Fu	erteventura
Beach	83.9%	67.5%	78.2%	77.0%	76.8%
Walk, wander	42.0%	73.6%	63.4%	67.0%	58.4%
Swimming pool, hotel facilities	42.9%	64.7%	52.3%	71.0%	53.5%
Explore the island on their own	36.8%	33.0%	56.9%	46.6%	40.4%
Taste Canarian gastronomy	17.3%	18.1%	33.0%	10.2%	18.1%
Sport activities	21.1%	11.0%	13.5%	19.5%	17.5%
Organized excursions	13.4%	9.9%	12.0%	32.6%	14.7%
Activities at sea	17.2%	7.4%	11.8%	10.6%	12.3%
Nature activities	10.7%	5.0%	10.8%	9.2%	9.0%
Nightlife / concerts / shows	4.2%	14.5%	10.2%	7.8%	8.5%
Wineries / markets / popular festiv	6.1%	8.7%	9.8%	6.3%	7.7%
Theme parks	7.3%	5.6%	4.4%	15.2%	7.5%
Sea excursions / whale watching	7.7%	4.9%	8.9%	11.1%	7.0%
Museums / exhibitions	4.9%	4.1%	9.8%	7.5%	5.5%
Beauty and health treatments	4.3%	4.7%	5.7%	8.0%	4.7%
Astronomical observation	4.6%	1.2%	1.8%	2.1%	2.8%
* Multi-choise question					

* Multi-choise question

Taste Canarian gastronomy Swimming pool Nightlife Organized excursions Wineries/markets Museums Sport activities Explore the island

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LATITUDE OF LIFE

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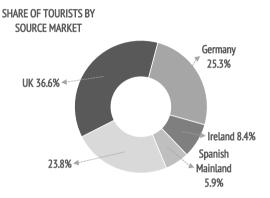


Which places do they visit in Lanzarote?

	Germany	UK	Spain	France Fu	erteventura
Playas de Jandía	47.3%	15.1%	56.0%	44.5%	37.3%
Parque Natural Dunas de Corralejc	18.7%	23.5%	60.5%	44.1%	27.8%
Cotillo	16.0%	17.1%	48.5%	36.1%	23.3%
Betancuria	18.1%	7.8%	34.7%	35.8%	19.6%
Mirador de Betancuria	15.0%	6.4%	28.7%	24.8%	15.3%
Cofete	14.7%	3.6%	33.3%	20.9%	14.7%
Fábricas o museos de Aloe Vera	7.2%	4.3%	11.4%	20.0%	8.4%
Montaña Sagrada de Tindaya	4.9%	3.5%	18.1%	16.8%	7.4%
Mirador de Sicasumbre	5.4%	1.5%	12.9%	8.8%	5.2%
Museos	4.2%	3.5%	10.3%	7.5%	5.0%
La Casa de los Coroneles	2.4%	1.9%	14.6%	5.1%	4.0%

1.4.1 How many islands do they visit during their trip?

	Germany	UK	Spain	France	Fuerteventura
One island	92.8%	93.4%	84.9%	85.1%	90.2%
Two islands	5.4%	6.1%	14.0%	14.1%	8.6%
Three or more islands	1.8%	0.4%	1.1%	0.8%	1.2%



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4 in 10 tourists in Fuerteventura visit Playas de Jandía

How do they rate the Canary Islands?

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Internet usage during	their trip				
	Germany	UK	Spain	France [:] ue	erteventura
Research					
- Tourist package	18.1%	19.3%	7.8%	15.7%	16.4%
- Flights	15.0%	17.8%	7.9%	7.0%	13.3%
- Accommodation	23.1%	22.7%	11.3%	14.6%	19.0%
- Transport	13.7%	16.1%	12.9%	10.0%	13.4%
- Restaurants	17.7%	29.3%	31.6%	12.7%	23.5%
- Excursions	26.7%	22.3%	27.7%	20.9%	25.4%
- Activities	27.8%	27.1%	31.4%	23.9%	28.6%
Book or purchase					
- Tourist package	49.8%	46.9%	32.8%	32.7%	45.2%
- Flights	40.8%	61.9%	76.4%	59.0%	57.1%
- Accommodation	33.6%	55.4%	65.5%	56.4%	50.4%
- Transport	29.5%	48.1%	63.8%	45.3%	44.8%
- Restaurants	6.2%	10.1%	15.6%	9.3%	9.4%
- Excursions	9.8%	6.5%	18.1%	6.2%	10.4%
- Activities	10.5%	10.3%	16.5%	10.0%	12.2%
* Multi-choise question					

*	Multi-choise	question
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Internet usage in the Canary Islands	Germany	UK	Spain	France [;] ue	rteventura
Did not use the Internet	10.5%	11.8%	14.5%	10.5%	10.4%
Used the Internet	89.5%	88.2%	85.5%	89.5%	89.6%
- Own Internet connection	29.0%	28.4%	48.5%	40.5%	33.7%
- Free Wifi connection	45.3%	46.6%	23.7%	31.2%	41.3%
Applications*					
- Search for locations or maps	50.6%	47.8%	72.1%	60.5%	54.7%
- Search for destination info	41.0%	36.6%	42.5%	22.7%	39.1%
- Share pictures or trip videos	56.3%	54.6%	54.7%	64.8%	56.6%
- Download tourist apps	8.9%	4.6%	5.3%	5.3%	7.1%
- Others	26.2%	28.6%	16.1%	16.3%	24.7%

* Multi-choise question

Satisfaction (scale 0-10) Germany UK Spain France Fuerteventura Average rating 8.63 8.84 8.68 8.39 8.69 Experience in the Canary Islands Germany UK Spain France Fuerteventura Worse or much worse than expected 0.7% 2.2% 3.1% 6.1% 2.1% 56.5% Lived up to expectations 58.0% 55.5% 51.7% 68.2% 41.3% Future intentions (scale 1-10) UK Germany Spain France Fuerteventura Return to the Canary Islands 8.72 9.02 9.00 8.04 8.74 Recommend visiting the Canary Islands 8.93 9.12 9.11 8.48 8.94 •

How many are loyal to the Canary Islands?

	Germany	UK	Spain	France Fu	ierteventura
Fuerteventura: Repeat tourists	68.7%	67.3%	61.9%	38.0%	62.2%
Fuerteventura: At least 10 previous visits	10.8%	7.4%	3.6%	1.7%	7.3%
Canary Islands: Repeat tourists	75.7%	80.8%	75.0%	44.3%	72.0%
Canary Islands: At least 10 previous visits	19.8%	21.9%	12.1%	3.1%	16.5%

TOP 5: % REPEAT TOURISTS BY MARKETS

Ireland	74%	
Germany	69%	
United Kigdom	67%	
Nordics	65%	
Spanish Mainland	62%	

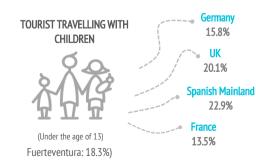
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Where does the flight come from?

	Germany	UK	Spain	France Fue	erteventura
Germany	95.9%	2.3%	0.1%	0.3%	37.1%
United Kingdom	0.0%	0.2%	0.2%	98.4%	25.4%
Spanish Mainland	1.0%	9.0%	99.5%	0.3%	10.5%
France	0.1%	76.7%	0.0%	0.0%	4.6%
Italy	0.1%	0.2%	0.2%	0.1%	4.3%
Poland	0.0%	0.0%	0.0%	0.2%	3.5%
Switzerland	1.6%	6.3%	0.0%	0.0%	2.7%
Netherlands	0.3%	0.2%	0.0%	0.1%	2.4%
Ireland	0.0%	0.0%	0.0%	0.5%	1.8%
Denmark	0.0%	0.0%	0.0%	0.1%	1.7%
Austria	0.7%	0.0%	0.0%	0.0%	1.0%
Belgium	0.1%	2.4%	0.0%	0.1%	1.0%
Norway	0.1%	0.0%	0.0%	0.0%	0.4%
Luxembourg	0.3%	1.8%	0.0%	0.0%	0.4%
Portugal	0.0%	0.9%	0.0%	0.0%	0.3%

Who do they come with?

	Germany	UK	Spain	France Fue	erteventura
Unaccompanied	8.2%	6.8%	14.6%	3.4%	8.1%
Only with partner	54.2%	51.8%	48.6%	47.7%	50.8%
Only with children (< 13 years old)	7.0%	3.9%	4.5%	10.4%	6.0%
Partner + children (< 13 years old)	5.5%	7.1%	6.2%	8.2%	6.6%
Other relatives	4.6%	12.2%	6.7%	7.1%	8.0%
Friends	3.6%	5.1%	6.7%	2.9%	4.9%
Work colleagues	0.2%	0.0%	0.3%	0.0%	0.2%
Organized trip	0.4%	0.0%	0.0%	1.2%	0.3%
Other combinations (1)	16.4%	13.0%	12.4%	19.1%	15.0%
(1) Different situations have been isolated					
Tourists with children	15.8%	20.1%	22.9%	13.5%	18.3%
- Between 0 and 2 years old	0.8%	1.2%	1.5%	1.5%	1.2%
- Between 3 and 12 years old	13.9%	17.3%	21.3%	11.1%	15.9%
- Between 0 -2 and 3-12 years old	1.1%	1.6%	0.2%	0.9%	1.2%
Tourists without children	84.2%	79.9%	77.1%	86.5%	81.7%
Group composition:					
- 1 person	10.2%	9.8%	17.8%	4.1%	11.2%
- 2 people	62.4%	57.0%	52.9%	57.4%	57.4%
- 3 people	11.8%	10.0%	13.7%	13.5%	12.1%
- 4 or 5 people	13.5%	17.6%	14.0%	23.1%	16.2%
- 6 or more people	2.0%	5.4%	1.7%	2.0%	3.2%
Average group size:	2.42	2.70	2.36	2.69	2.55



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



Who	are	the	v?

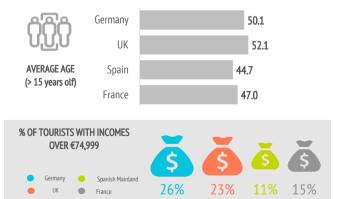
Gender Men Women Age

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Germany	υк	Spain	France Fue	erteventura
52.0%	43.5%	51.7%	52.4%	49.1%
48.0%	56.5%	48.3%	47.6%	50.9%
50.1	52.1	44.7	47.0	49.2
15.6	14.6	14.0	14.1	15.2

Average age (tourist > 15 years old)	50.1	52.1	44.7	47.0	49.2
Standard deviation	15.6	14.6	14.0	14.1	15.2
Age range (> 15 years old)					
16 - 24 years old	6.1%	4.0%	4.9%	6.9%	5.4%
25 - 30 years old	8.4%	5.7%	13.7%	8.6%	8.7%
31 - 45 years old	22.6%	22.0%	37.5%	31.8%	26.2%
46 - 60 years old	35.6%	35.4%	27.9%	34.0%	33.9%
Over 60 years old	27.3%	32.9%	16.1%	18.7%	25.7%
Occupation					
Salaried worker	57.0%	52.6%	58.2%	66.7%	54.4%
Self-employed	9.1%	10.9%	14.0%	5.9%	11.1%
Unemployed	0.2%	0.5%	1.4%	0.8%	0.9%
Business owner	12.6%	3.5%	8.1%	6.3%	10.0%
Student	2.3%	1.9%	3.6%	3.0%	2.9%
Retired	17.0%	29.4%	13.4%	16.1%	19.3%
Unpaid domestic work	0.7%	1.0%	0.9%	0.0%	0.9%
Others	1.0%	0.3%	0.3%	1.2%	0.6%
Annual household income level					
Less than €25,000	9.5%	18.6%	22.8%	13.9%	15.6%
€25,000 - €49,999	38.6%	37.5%	50.4%	51.0%	39.9%
€50,000 - €74,999	26.3%	20.7%	16.1%	19.6%	21.9%
More than €74,999	25.7%	23.1%	10.8%	15.5%	22.5%
Education level	0.0%	0.0%	0.0%	0.0%	0.0%
No studies	0.5%	11.9%	0.2%	0.8%	3.5%
Primary education	4.2%	0.8%	5.9%	3.4%	3.3%
Secondary education	25.4%	22.4%	22.0%	28.6%	24.4%
Higher education	69.8%	64.9%	71.9%	67.2%	68.8%



% OF TOURISTS TRAVELLING ONLY WITH PARTNER

	_	_	_	_	_						54%
UK	ê	Å	ê	Å	ê	ê	Å	ĝ	Å	ê	52%
Spanish Mainland	ê	Å	Å	Å	ê	Å	Å	Å	Å	Å	49%
France	Å	Å	Å	Å	ê	Å	Å	Å	Å	Å	48%