

How many are they and how much do they spend?

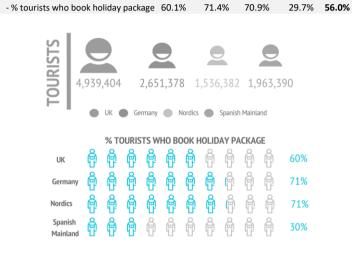
TOURISTS



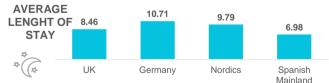
Culture

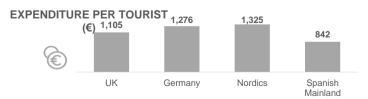
Nightlife

	UK	Germany	Nordics Spanish M.		TOTAL
TOURISTS					
Fourist arrivals (FRONTUR) (M)	4.94	2.65	1.54	1.96	15.11
Fourist arrivals > 15 years old (EGT) (N	4.31	2.39	1.29	1.76	13.27
- book holiday package (M)	2.59	1.71	0.91	0.52	7.43
- do not book holiday package (M)	1.72	0.68	0.37	1.24	5.85



	UK	Germany	Nordics S	panish M.	TOTAL
Expenditure per tourist (€)	1,105	1,276	1,325	842	1,136
- book holiday package	1,234	1,345	1,363	1,064	1,268
- holiday package	997.9	1,142	1,074	827	1,031
- others	236	203	289	238	237
- do not book holiday package	911	1,104	1,231	749	967
- flight	237	304	397	196	263
- accommodation	317	356	379	241	321
- others	357	443	455	312	383
Average lenght of stay	8.46	10.71	9.79	6.98	9.09
- book holiday package	8.12	10.11	8.70	6.90	8.64
- do not book holiday package	8.98	12.20	12.43	7.02	9.68
Average daily expenditure (€)	141.3	132.3	152.8	135.6	138.9
- book holiday package	158.2	142.1	166.9	164.3	155.4
- do not book holiday package	115.8	107.7	118.6	123.4	117.9
Total turnover (> 15 years old) (€m)	4,760	3,054	1,705	1,485	15,070
- book holiday package	3,194	2,300	1,244	557	9,416
- do not book holiday package	1,566	755	461	928	5,655
AVERAGE					





Importance of each factor in the destination choice

	UK	Germany	Nordics S	oanish M.	TOTAL
Climate	82.1%	78.4%	86.2%	66.3%	78.4%
Safety	62.2%	56.1%	39.8%	33.4%	51.9%
Tranquility	46.9%	51.6%	35.1%	49.5%	47.6%
Sea	33.3%	61.2%	43.9%	43.5%	44.4%
Accommodation supply	55.7%	41.6%	33.0%	25.1%	42.9%
Beaches	30.9%	47.8%	35.0%	39.0%	37.7%
Price	50.7%	27.7%	26.7%	27.3%	37.4%
European belonging	33.6%	41.8%	29.7%	35.2%	36.1%
Effortless trip	43.0%	45.0%	22.4%	24.5%	35.2%
Environment	35.1%	27.4%	24.4%	39.7%	33.2%
Landscapes	22.1%	38.0%	20.8%	47.8%	33.1%
Gastronomy	24.0%	23.2%	17.3%	24.7%	23.2%
Fun possibilities	24.6%	15.9%	13.4%	22.3%	21.1%
Authenticity	18.8%	18.4%	8.6%	27.6%	20.3%
Exoticism	8.7%	7.2%	6.6%	15.1%	11.4%
Hiking trail network	3.9%	12.4%	10.6%	13.3%	9.6%
Shopping	10.8%	9.2%	5.8%	7.2%	9.4%
Historical heritage	6.8%	7.9%	3.8%	14.2%	8.2%

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 ACCOMMODATION SUPPLY

8.1%

11.2%

7.4%

4.3%

3.5%

3.8%

10.9%

8.4%

8.0%

8.0%

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What is the main motivation for their holidays?

	UK	Germany	Nordics Sp	oanish M.	TOTAL
Rest	67.3%	49.3%	60.5%	35.8%	55.5%
Enjoy family time	13.4%	9.1%	26.3%	22.0%	14.4%
Have fun	10.8%	7.1%	3.5%	8.6%	8.6%
Explore the destination	6.0%	28.5%	6.2%	30.2%	17.8%
Practice their hobbies	0.9%	3.5%	2.1%	1.9%	1.9%
Other reasons	1.6%	2.5%	1.5%	1.5%	1.8%

% TOURISTS TRAVELLING TO EXPLORE THE ISLANDS



How far in advance do they book their trip?

UK	Germany	Nordics S	panish M.	TOTAL
0.4%	0.6%	0.6%	1.3%	0.7%
18.6%	21.1%	26.7%	30.9%	23.8%
19.7%	21.0%	24.2%	29.6%	22.8%
32.8%	35.9%	30.7%	29.2%	32.7%
28.6%	21.5%	17.8%	9.0%	20.0%
	0.4% 18.6% 19.7% 32.8%	0.4% 0.6% 18.6% 21.1% 19.7% 21.0% 32.8% 35.9%	0.4% 0.6% 0.6% 18.6% 21.1% 26.7% 19.7% 21.0% 24.2% 32.8% 35.9% 30.7%	0.4% 0.6% 0.6% 1.3% 18.6% 21.1% 26.7% 30.9% 19.7% 21.0% 24.2% 29.6% 32.8% 35.9% 30.7% 29.2%

Source: Encuesta sobre el Gasto Turístico (ISTAC).



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

	UK	Germany	Nordics S _I	oanish M.	TOTAL
Previous visits to the Canary Islands	61.9%	52.2%	62.2%	37.6%	51.9%
Friends or relatives	27.9%	22.5%	21.1%	33.6%	27.1%
Internet or social media	58.5%	52.7%	52.1%	49.6%	54.7%
Mass Media	1.5%	2.3%	1.5%	1.0%	1.6%
Travel guides and magazines	6.7%	13.9%	4.7%	4.0%	8.4%
Travel Blogs or Forums	4.5%	4.9%	2.7%	8.4%	5.7%
Travel TV Channels	0.8%	1.4%	0.2%	0.4%	0.8%
Tour Operator or Travel Agency	21.9%	31.2%	21.8%	15.9%	22.6%
Public administrations or similar	0.3%	0.3%	0.1%	1.1%	0.4%
Others	2.5%	2.2%	1.9%	3.3%	2.4%

^{*} Multi-choise question

With whom did they book their flight and accommodation

	UK	Germany	Nordics S	panish M.	TOTAL
Flight					
- Directly with the airline	44.2%	27.3%	30.5%	59.1%	42.9%
- Tour Operator or Travel Agency	55.8%	72.7%	69.5%	40.9%	57.1%
Accommodation					
- Directly with the accommodation	31.0%	18.5%	24.8%	45.4%	31.5%
- Tour Operator or Travel Agency	69.0%	81.5%	75.2%	54.6%	68.5%

Where do they stay?

	UK	Germany	Nordics S	panish M.	TOTAL
1-2-3* Hotel	9.8%	13.7%	16.5%	10.9%	11.5%
4* Hotel	38.6%	46.1%	29.3%	34.9%	37.6%
5* Hotel / 5* Luxury Hotel	11.1%	7.7%	5.2%	9.5%	9.0%
Aparthotel / Tourist Villa	26.9%	14.9%	32.5%	15.1%	22.5%
House/room rented in a private dwelling	3.9%	5.7%	3.8%	7.5%	5.9%
Private accommodation (1)	4.6%	5.8%	4.3%	16.8%	7.2%
Others (Cottage, cruise, camping,)	5.2%	6.0%	8.3%	5.3%	6.3%

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

What do they book?

	UK	Germany	Nordics S	panish M.	TOTAL
Room only	27.8%	16.9%	39.6%	29.7%	27.9%
Bed and Breakfast	10.9%	7.7%	17.8%	16.5%	12.4%
Half board	18.0%	31.4%	14.0%	23.3%	21.2%
Full board	2.1%	3.9%	3.0%	6.8%	3.6%
All inclusive	41.2%	40.2%	25.5%	23.7%	34.9%

34.9% of tourists book all inclusive.





25.5%

Nordics



40.2%

Germany



23.7%

Spanish Mainland

Other expenses

	UK	Germany	Nordics Sp	anish M.	TOTAL
Restaurants or cafes	58.1%	50.0%	65.0%	70.6%	59.1%
Supermarkets	50.7%	50.1%	60.9%	48.4%	52.1%
Car rental	12.4%	32.6%	17.0%	49.4%	26.3%
Organized excursions	15.8%	24.6%	13.8%	24.2%	20.6%
Taxi, transfer, chauffeur service	58.4%	56.1%	60.1%	24.7%	50.0%
Theme Parks	6.9%	5.9%	4.7%	11.2%	7.5%
Sport activities	5.6%	6.5%	3.9%	4.6%	5.7%
Museums	2.6%	5.5%	2.7%	7.4%	4.6%
Flights between islands	3.6%	3.2%	2.5%	6.7%	4.4%

Activities in the Canary Islands

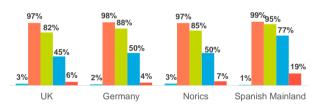
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Outdoor time per day	UK	Germany	Nordics S	oanish M.	TOTAL
0 hours	2.9%	1.8%	3.0%	0.9%	2.1%
1 - 2 hours	14.8%	9.7%	11.8%	3.9%	9.8%
3 - 6 hours	37.2%	38.0%	34.8%	17.8%	32.6%
7 - 12 hours	39.6%	46.1%	43.9%	58.8%	47.1%
More than 12 hours	5.5%	4.4%	6.5%	18.6%	8.4%

TOURISTS BY HOURS A DAY OUT OF THE

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

■ More than 3 hours



Activities in the Canary Islands	UK	Germany	Nordics Sp	anish M.	TOTAL
Walk, wander	75.7%	53.1%	75.6%	72.3%	69.8%
Beach	57.9%	77.6%	62.7%	66.7%	66.3%
Swimming pool, hotel facilities	70.7%	40.4%	67.1%	47.1%	58.2%
Explore the island on their own	33.1%	51.5%	42.6%	58.6%	45.2%
Taste Canarian gastronomy	20.4%	28.9%	15.8%	39.1%	24.2%
Organized excursions	15.9%	19.5%	11.7%	13.9%	16.9%
Nightlife / concerts / shows	21.4%	9.0%	11.6%	15.3%	15.5%
Theme parks	14.1%	12.7%	8.3%	16.1%	14.1%
Sport activities	11.2%	17.6%	13.2%	10.7%	13.4%
Wineries / markets / popular festivals	9.2%	12.3%	12.0%	16.1%	11.6%
Sea excursions / whale watching	11.0%	12.1%	6.8%	10.1%	11.1%
Nature activities	4.6%	14.8%	9.8%	14.9%	10.4%
Museums / exhibitions	6.6%	10.8%	6.1%	15.3%	10.1%
Activities at sea	8.5%	15.7%	4.8%	9.0%	10.0%
Beauty and health treatments	5.5%	4.3%	7.0%	4.8%	5.4%
Astronomical observation	2.0%	5.3%	5.1%	4.2%	3.5%

^{*} Multi-choise question

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Nordics spanish M.

5.9%

5.5%

UK Germany

11.8%

26.1%

28.4%

9.8%

Which island do they choose?



14.8% 19.2%

8.0% 12.6%

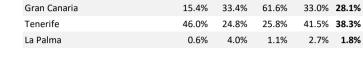
TOTAL

1.8%

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Tourists (> 15 years old)	UK	Germany	Nordics Spanish M.		TOTAL
Lanzarote	1,215,906	274,617	76,210	259,531	2,521,668
Fuerteventura	419,136	607,724	70,476	140,184	1,659,115
Gran Canaria	658,499	778,717	790,341	577,987	3,698,127
Tenerife	1,970,270	578,542	330,602	728,233	5,040,382
La Palma	23,894	92,920	14,500	47,384	235,409

How many islands do they visit during their trip?



Share by islands

Fuerteventura

Lanzarote

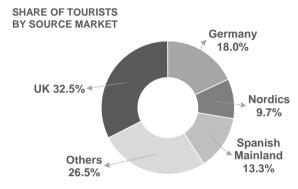
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TOTAL

14.8%

13.0%

	UK	Germany	Nordics Spanish M.		TOTAL
One island	94.3%	90.8%	95.2%	87.7%	91.4%
Two islands	5.2%	6.2%	4.4%	10.9%	7.2%
Three or more islands	0.5%	3.0%	0.4%	1.4%	1.4%



% TOURISTS WHO VISIT MORE THAN ONE ISLAND

UK **Nordics** 5.7% 4.8% Spanish Germany Mainland 9.2% 12.3%

UK Germany

16.4%

13.4%

16.5%

17.1%

Nordics Spanish M.

11.4%

8.3%

8.7%

8.3%

Internet usage during their trip

Research

- Flights

- Tourist package

How do	thev rate	the Canary	v Islands?
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Satisfaction (scale 0-10)	UK	Germany	Nordics ip	anish M.	TOTAL
Average rating	8.87	8.64	8.52	8.61	8.70
Experience in the Canary Islands	UK	Germany	Nordics ip	anish M.	TOTAL
Worse or much worse than expected	2.1%	1.3%	2.0%	3.3%	2.3%
Lived up to expectations	54.0%	55.8%	63.5%	53.3%	55.6%
Better or much better than expected	43.8%	42.9%	34.5%	43.5%	42.1%
Future intentions (scale 1-10)	UK	Germany	Nordics ip	anish M.	TOTAL

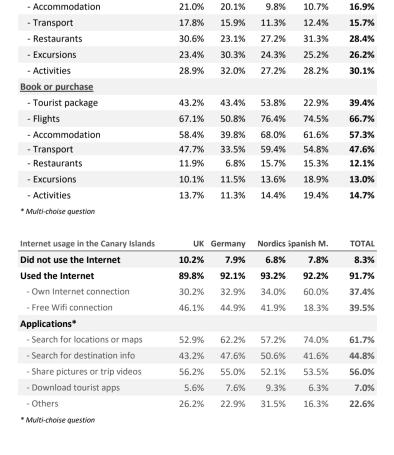
Future intentions (scale 1-10)	UK G	ermany	Nordics ipa	anish M.	TOTAL
Return to the Canary Islands	8.96	8.70	8.58	8.83	8.73
Recommend visiting the Canary Islands	9.10	8.95	8.77	9.01	8.95

How many are loyal to the Canary Islands?

nish M.	TOTAL
70.8%	72 2%

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	UK	Germany	Nordics ip	anish M.	TOTAL
Repeat tourists	78.9%	73.5%	82.2%	70.8%	72.2%
Repeat tourists (last 5 years)	71.7%	69.4%	77.5%	64.3%	66.7%
Repeat tourists (last 5 years) (5 or more visits	21.7%	19.4%	25.5%	19.4%	19.5%
At least 10 previous visits	20.6%	19.8%	25.8%	18.4%	18.6%







Where does the flight come from?



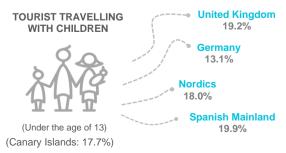
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	UK	Germany	Nordics Sp	anish M.	TOTAL
United Kingdom	98.3%	0.2%	0.6%	0.1%	32.8%
Germany	0.2%	92.9%	1.1%	0.1%	18.0%
Spanish Mainland	0.8%	2.8%	0.5%	99.5%	17.1%
Netherlands	0.0%	0.3%	0.1%	0.0%	3.7%
Ireland	0.4%	0.0%	0.0%	0.0%	3.4%
Sweden	0.0%	0.0%	31.8%	0.0%	3.1%
Norway	0.1%	0.1%	28.8%	0.0%	2.9%
Belgium	0.0%	0.2%	0.0%	0.0%	2.7%
Italy	0.0%	0.0%	0.1%	0.0%	2.6%
France	0.0%	0.0%	0.0%	0.0%	2.3%
Suiza	0.0%	2.1%	0.1%	0.0%	2.1%
Switzerland	0.0%	0.1%	20.7%	0.0%	2.1%
Poland	0.0%	0.1%	0.1%	0.0%	2.0%
Finland	0.0%	0.0%	15.7%	0.0%	1.6%
Portugal	0.0%	0.5%	0.3%	0.1%	0.6%
Austria	0.0%	0.3%	0.1%	0.0%	0.5%
Russia	0.0%	0.0%	0.0%	0.0%	0.4%
Others	0.1%	0.5%	0.1%	0.2%	2.2%

Who	do	they	come	with?
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	UK	Germany	Nordics Spanish M.		TOTAL
Unaccompanied	6.3%	10.4%	8.1%	18.0%	9.6%
Only with partner	50.3%	53.0%	47.3%	38.7%	48.1%
Only with children (< 13 years old)	4.7%	5.2%	6.3%	6.7%	5.6%
Partner + children (< 13 years old)	6.6%	5.3%	5.7%	9.2%	6.5%
Other relatives	12.5%	5.6%	7.8%	6.6%	9.3%
Friends	6.4%	5.8%	5.8%	7.6%	6.4%
Work colleagues	0.1%	0.3%	0.3%	1.9%	0.5%
Organized trip	0.2%	0.4%	0.4%	0.2%	0.3%
Other combinations (1)	12.9%	14.1%	18.3%	11.1%	13.7%
(1) Different situations have been isolated					

Other combinations (1)	12.9%	14.1%	18.3%	11.1%	13.7%
(1) Different situations have been isolated					
Tourists with children	19.2%	13.1%	18.0%	19.9%	17.7%
- Between 0 and 2 years old	1.6%	1.3%	1.4%	1.8%	1.6%
- Between 3 and 12 years old	15.9%	10.8%	15.3%	16.7%	14.8%
- Between 0 -2 and 3-12 years old	1.7%	1.0%	1.4%	1.4%	1.4%
Tourists without children	80.8%	86.9%	82.0%	80.1%	82.3%
Group composition:					
- 1 person	9.7%	13.4%	11.4%	21.4%	13.2%
- 2 people	56.3%	61.4%	55.8%	45.2%	55.1%
- 3 people	11.3%	11.9%	10.1%	13.6%	12.0%
- 4 or 5 people	17.8%	11.7%	18.2%	16.8%	16.3%
- 6 or more people	4.8%	1.6%	4.6%	3.0%	3.5%
Average group size:	2.66	2.32	2.67	2.47	2.54



Who are they?



	UK	Germany	Nordics ipanish M.		TOTAL
Gender					
Men	42.9%	52.5%	46.9%	53.9%	48.6%
Women	57.1%	47.5%	53.1%	46.1%	51.4%
Age					
Average age (tourist > 15 years old)	48.2	48.3	52.8	42.3	47.1
Standard deviation	15.7	15.7	15.2	13.0	15.4
Age range (> 15 years old)					
16 - 24 years old	7.2%	7.2%	5.1%	7.1%	7.3%
25 - 30 years old	10.0%	10.5%	5.8%	14.5%	10.9%
31 - 45 years old	25.3%	24.1%	20.1%	40.5%	28.0%
46 - 60 years old	32.4%	34.5%	33.2%	27.7%	31.8%
Over 60 years old	25.0%	23.7%	35.9%	10.2%	22.1%
Occupation					
Salaried worker	56.4%	56.9%	46.2%	61.0%	55.0%
Self-employed	11.5%	10.1%	7.5%	12.5%	11.5%
Unemployed	0.9%	0.4%	0.8%	2.5%	1.1%
Business owner	4.9%	11.7%	11.8%	9.7%	9.4%
Student	2.4%	3.4%	2.9%	4.6%	3.5%
Retired	22.4%	15.8%	29.8%	8.2%	17.9%
Unpaid domestic work	0.8%	0.5%	0.4%	0.8%	0.8%
Others	0.6%	1.1%	0.7%	0.7%	0.8%
Annual household income level					
Less than €25,000	18.7%	11.1%	7.0%	26.0%	17.5%
€25,000 - €49,999	36.9%	37.7%	25.6%	45.2%	37.5%
€50,000 - €74,999	21.2%	26.6%	31.4%	17.2%	22.8%
More than €74,999	23.3%	24.6%	35.9%	11.6%	22.2%
Education level	0.0%	0.0%	0.0%	0.0%	0.0%
No studies	13.5%	0.6%	0.9%	0.3%	5.0%
Primary education	0.9%	3.8%	5.3%	3.8%	2.6%
Secondary education	19.1%	26.0%	31.8%	20.1%	23.6%
Higher education	66.6%	69.6%	62.0%	75.8%	68.9%





