TOURIST PROFILE BY QUARTER OF TRIP (2019) SWEDEN



How many are they and how much do they spend?

∳€

	2019Q1	2019Q2	2019Q3	2019Q4	2019
TOURISTS					
Tourist arrivals (FRONTUR) (*)	240.2	58.3	36.0	211.9	546.4
Tourist arrivals > 15 years old (EGT) $(*)$	200.3	47.4	27.5	181.6	456.9
book holiday package (*)	160.4			135.2	349.8
- do not book holiday package (*)	40.0			46.3	107.1
- % tourists who book holiday package	80.0%			74.5%	76.6%

(*) Thousand of tourists

RANKING POSITION BY NUMBER OF TOURISTS

RANKING POSITION BY TURNOVER





64% of Swedish travel to Gran Canaria.

	2019Q1	2019Q2	2019Q3	2019Q4	2019
Expenditure per tourist (€)	1,210			1,389	1,279
- book holiday package	1,203			1,402	1,304
- holiday package	951			1,184	1,061
- others	251			218	243
- do not book holiday package	1,240			1,353	1,197
- flight	306			544	405
- accommodation	488			391	381
- others	446			418	411
Average lenght of stay	10.15			9.14	9.52
- book holiday package	9.03			8.26	8.65
- do not book holiday package	14.65			11.69	12.37
Average daily expenditure (€)	132.6			165.2	148.4
- book holiday package	141.8			180.7	161.4
- do not book holiday package	95.8			120.2	106.1
Total turnover (> 15 years old) (€m)	242			252	584
- book holiday package	193			190	456
- do not book holiday package	50			63	128





Importance of each factor in the destination choice

	2019Q1	2019Q2	2019Q3	2019Q4	2019
Climate	89.5%			90.6%	88.6%
Sea	44.4%			55.7%	49.9%
Safety	36.0%			40.2%	38.5%
Beaches	34.9%			42.3%	38.4%
Tranquility	32.5%			39.7%	36.3%
European belonging	27.8%			31.2%	29.9%
Accommodation supply	29.6%			27.9%	28.1%
Effortless trip	26.2%			28.4%	27.9%
Environment	27.7%			28.7%	27.6%
Price	26.6%			23.9%	25.8%
Landscapes	21.1%			17.6%	18.8%
Gastronomy	18.4%			17.6%	18.5%
Fun possibilities	11.8%			13.2%	12.4%
Authenticity	11.2%			12.1%	11.5%
Hiking trail network	8.0%			4.1%	6.1%
Exoticism	4.1%			4.0%	4.7%
Culture	5.4%			2.4%	4.0%
Nightlife	4.2%			3.3%	3.7%
Historical heritage	4.9%			2.9%	3.7%
Shopping	4.2%			2.1%	3.4%

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

% TOURISTS WHO CHOOSE CLIMATE

SWEDEN 88.6%



ALL MARKETS 78.4%

What is the main motivation for their holidays?

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	2019Q1	2019Q2	2019Q3	2019Q4	2019
Rest	47.2%			47.2%	46.8%
Enjoy family time	32.3%			41.0%	37.2%
Have fun	5.7%			3.8%	4.6%
Explore the destination	9.7%			4.6%	7.0%
Practice their hobbies	1.8%			2.4%	2.2%
Other reasons	3.3%			1.0%	2.1%

ENJOY FAMILY TIME

Sweden

37.2%

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15.8% **15.5%**



More than 6 months

All markets

How far in advance do they book their trip?

	2019Q1	2019Q2	2019Q3	2019Q4	2019
The same day	0.8%			0.7%	0.7%
Between 1 and 30 days	30.6%			24.6%	27.8%
Between 1 and 2 months	24.1%			21.8%	23.2%
Between 3 and 6 months	28.1%			37.2%	32.8%

16.3%

TOURIST PROFILE BY QUARTER OF TRIP (2019) **SWEDEN**



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

	2019Q1	2019Q2	2019Q3	2019Q4	2019
Previous visits to the Canary Islands	62.7%			61.5%	61.1%
Friends or relatives	18.9%			17.2%	19.1%
Internet or social media	49.5%			47.8%	48.8%
Mass Media	1.4%			2.7%	2.1%
Travel guides and magazines	6.2%			5.5%	6.5%
Travel Blogs or Forums	2.6%			2.3%	2.4%
Travel TV Channels	0.3%			0.1%	0.2%
Tour Operator or Travel Agency	14.2%			16.8%	15.6%
Public administrations or similar	0.2%			0.1%	0.1%
Others	1.6%			1.2%	1.6%

^{*} Multi-choise question

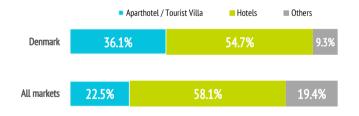
With whom did they book their flight and accommodation?

	2019Q1	2019Q2	2019Q3	2019Q4	2019
Flight					
- Directly with the airline	33.9%			35.5%	34.7%
- Tour Operator or Travel Agency	66.1%			64.5%	65.3%
Accommodation					
- Directly with the accommodation	26.3%			31.1%	27.9%
- Tour Operator or Travel Agency	73.7%			68.9%	72.1%

Where do they stay?

	2019Q1	2019Q2	2019Q3	2019Q4	2019
1-2-3* Hotel	16.8%			15.9%	16.0%
4* Hotel	32.4%			34.2%	33.1%
5* Hotel / 5* Luxury Hotel	7.0%			4.3%	5.5%
Aparthotel / Tourist Villa	35.7%			35.4%	36.1%
House/room rented in a private dwelli	2.4%			2.3%	2.4%
Private accommodation (1)	2.3%			2.8%	3.0%
Others (Cottage, cruise, camping,)	3.4%			5.1%	3.9%

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



What do they book?

	2019Q1	2019Q2	2019Q3	2019Q4	2019
Room only	36.0%			32.1%	34.8%
Bed and Breakfast	15.8%			14.0%	14.2%
Half board	14.4%			15.4%	15.1%
Full board	3.2%			1.8%	2.6%
All inclusive	30.7%			36.7%	33.2%

"

34.8% of Swedish book room only.

(Canary Islands: 27.9%)

Other expenses

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	2019Q1	2019Q2	2019Q3	2019Q4	2019
Restaurants or cafes	61.8%			55.6%	59.3%
Supermarkets	58.3%			54.3%	57.8%
Car rental	12.9%			18.2%	14.9%
Organized excursions	17.9%			13.5%	15.9%
Taxi, transfer, chauffeur service	67.1%			60.8%	63.4%
Theme Parks	3.2%			2.9%	3.3%
Sport activities	3.2%			4.1%	4.1%
Museums	2.0%			3.9%	2.9%
Flights between islands	2.7%			0.9%	2.4%

Activities in the Canary Islands

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Outdoor time per day	2019Q1	2019Q2	2019Q3	2019Q4	2019
0 hours	1.0%			4.4%	2.6%
1 - 2 hours	12.2%			13.8%	13.3%
3 - 6 hours	31.5%			36.2%	33.8%
7 - 12 hours	46.1%			41.5%	43.4%
More than 12 hours	9.2%			4.2%	7.0%

TOURISTS BY HOURS A DAY OUT OF THE ACCOMMODATION



Activities in the Canary Islands	2019Q1	201902	2019Q3	2019Q4	2019
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Walk, wander	76.3%	73.8%	71.8%	70.0%	73.3%
Swimming pool, hotel facilities	71.4%	78.3%	81.3%	69.4%	71.9%
Beach	63.9%	68.3%	77.8%	64.3%	65.4%
Explore the island on their own	36.7%	30.7%	48.5%	36.9%	36.9%
Taste Canarian gastronomy	22.0%	17.7%	20.3%	18.2%	20.0%
Wineries/markets/popular festival	18.9%	12.6%	15.4%	13.3%	15.8%
Sport activities	11.4%	19.9%	19.7%	15.0%	14.2%
Organized excursions	13.3%	14.7%	17.1%	7.0%	11.1%
Nightlife / concerts / shows	10.1%	8.6%	17.9%	9.6%	10.2%
Nature activities	10.3%	8.7%	12.9%	10.0%	10.2%
Sea excursions / whale watching	7.0%	8.6%	11.2%	4.5%	6.4%
Museums / exhibitions	5.7%	5.3%	6.9%	6.4%	6.0%
Beauty and health treatments	5.2%	5.8%	3.5%	4.8%	5.0%
Theme parks	4.9%	5.6%	7.7%	4.1%	4.8%
Activities at sea	4.3%	6.9%	9.7%	3.8%	4.7%
Astronomical observation * Multi-choise question	1.2%	1.9%	2.2%	1.1%	1.3%

Taste Canarian gastronomy



TOURIST PROFILE BY QUARTER OF TRIP (2019)

SWEDEN



2019Q1 2019Q2 2019Q3 2019Q4

Which island do they choose?

9	. T.	1

65.1% **64.3%**

22.4% 22.5%

2.3% 1.6%

2019 4.9%

6.6%

Tourists (> 15 years old)	2019Q1	2019Q2	2019Q3	2019Q4	2019	Share by islands
Lanzarote	12,155			7,609	22,440	Lanzarote
Fuerteventura	12,691			10,920	30,007	Fuerteventura
Gran Canaria	124,927			117,486	292,346	Gran Canaria
Tenerife	47,073			40,474	102,390	Tenerife
La Palma	2,552			4,088	7,454	La Palma

How many islands do they visit during their trip?



	2019Q1	2019Q2	2019Q3	2019Q4	2019
One island	94.8%			96.7%	95.4%
Two islands	4.8%			2.6%	4.1%
Three or more islands	0.3%			0.6%	0.5%

Internet usage during their trip



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100/	ADDECIEE	

LANZAROTE



FUERTEVENTURA

6.4%

62.7%

23.6%

1.3%

GRAN CANARIA

27%

PLAYAS DE 21% JANDÍA

35%

DUNAS DE MASPALOMAS

	2015Q1	2013Q2	2013Q3	2013Q4	2019
	8.5%			7.4%	8.0%
	9.5%			9.1%	9.1%
า	9.8%			10.1%	9.7%

Research					
- Tourist package	8.5%			7.4%	8.0%
- Flights	9.5%			9.1%	9.1%
- Accommodation	9.8%			10.1%	9.7%
- Transport	11.4%			8.8%	10.2%
- Restaurants	23.0%			24.9%	24.0%
- Excursions	24.1%			25.6%	24.7%
- Activities	25.1%			27.5%	26.5%
Book or purchase					
- Tourist package	63.0%			59.1%	60.5%
- Flights	78.2%			76.4%	76.9%
- Accommodation	72.4%			68.5%	70.7%
- Transport	62.7%			64.7%	63.9%
- Restaurants	16.5%			16.4%	16.7%
- Excursions	15.3%			15.8%	15.7%
- Activities	12.4%			16.7%	14.8%
* Multi-choise question					
Internet usage in the Canary Islands	2019Q1	2019Q2	2019Q3	2019Q4	2019

Did not use the Internet	8.6%	 	8.7%	8.0%
Used the Internet	91.4%	 	91.3%	92.0%
- Own Internet connection	32.6%	 	28.1%	31.1%
- Free Wifi connection	44.2%	 	45.5%	44.2%
Applications*				
- Search for locations or maps	55.2%	 	54.2%	55.0%
- Search for destination info	55.2%	 	47.9%	51.4%
- Share pictures or trip videos	50.6%	 	51.0%	50.7%
- Download tourist apps	7.9%	 	8.8%	8.2%
- Others	31.3%	 	31.8%	31.7%

^{*} Multi-choise question



• MOST VISITED PLACES IN EACH ISLAND •

PARQUE NACIONAL **DEL TEIDE**

LA PALMA

SANTA CRUZ 57% DE LA PALMA

The data refers to % of tourists on each island who have visited the place.

How do they rate the Canary Islands?

8.74

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23.4% 21.9%

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Satisfaction (scale 0-10)	2019Q1	2019Q2	2019Q3	2019Q4	2019
Average rating	8.55			8.56	8.54
Experience in the Canary Islands	2019Q1	2019Q2	2019Q3	2019Q4	2019
Worse or much worse than expected	1.1%			2.1%	1.8%
Lived up to expectations	54.2%			57.3%	55.9%
Better or much better than expected	44.7%			40.6%	42.3%
Future intentions (scale 1-10)	2019Q1	2019Q2	2019Q3	2019Q4	2019
Return to the Canary Islands	8.49			8.23	8.32



Recommend visiting the Canary Islands



At least 10 previous visits



Return to the Canary



Recommend visiting to the Canary Islands Islands

51.4% of Swedish search for destination info during their stay in the Canary Islands

(Canary Islands: 44.8%)



How many are loyal to the Canary Islands?

2019Q1	2019Q2	2019Q3	2019Q4	2019
83.9%			82.5%	81.7%
80.5%			78.4%	77.2%
23.4%			20.6%	21.8%
	83.9% 80.5%	83.9% 80.5%	80.5%	83.9% 82.5% 80.5% 78.4%

22.1%

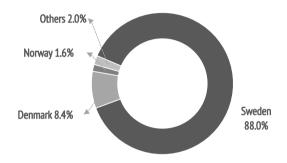
TOURIST PROFILE BY QUARTER OF TRIP (2019) **SWEDEN**



Where does the flight come from?



	2019Q1	2019Q2	2019Q3	2019Q4	2019
Sweden	90.2%			87.5%	88.0%
Denmark	7.4%			9.5%	8.4%
Norway	1.4%			1.7%	1.6%
Others	0.9%			1.3%	2.0%



Who do they come with?

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	2019Q1	2019Q2	2019Q3	2019Q4	2019
Unaccompanied	5.4%			7.4%	7.1%
Only with partner	50.5%			48.4%	47.4%
Only with children (< 13 years old)	4.9%			7.7%	6.6%
Partner + children (< 13 years old)	7.7%			7.3%	7.6%
Other relatives	6.4%			5.8%	6.6%
Friends	6.3%			5.1%	5.9%
Work colleagues	0.8%			0.0%	0.4%
Organized trip	0.1%			0.4%	0.4%
Other combinations (1)	17.9%			17.9%	18.1%
(1) Different situations have been isolated					
Tourists with children	17.9%			20.7%	20.3%
- Between 0 and 2 years old	1.7%			0.8%	1.3%
- Between 3 and 12 years old	14.5%			19.3%	17.8%
- Between 0 -2 and 3-12 years	1.7%			0.6%	1.1%
Tourists without children	82.1%			79.3%	79.7%
Group composition:					
- 1 person	8.5%			10.3%	10.2%
- 2 people	61.6%			53.9%	56.2%
- 3 people	10.7%			8.1%	9.7%
- 4 or 5 people	15.6%			21.6%	19.1%
- 6 or more people	3.6%			6.2%	4.8%
Average group size:	2.53			2.91	2.71



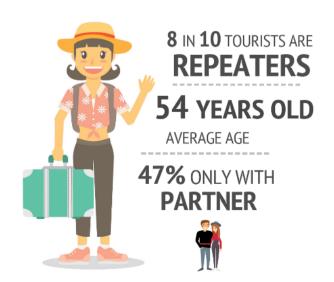
20.3% of Swedish travel with children.

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(Canary Islands: 17.7%)

Who are they?

	2019Q1	2019Q2	2019Q3	2019Q4	2019
Gender					
Men	44.8%			47.7%	46.0%
Women	55.2%			52.3%	54.0%
Age					
Average age (tourist > 15 years old)	54.5			55.3	53.6
Standard deviation	15.3			14.6	15.3
Age range (> 15 years old)					
16 - 24 years old	4.3%			3.7%	4.6%
25 - 30 years old	4.4%			4.3%	5.6%
31 - 45 years old	19.7%			14.9%	18.6%
46 - 60 years old	29.3%			36.2%	32.7%
Over 60 years old	42.3%			40.9%	38.5%
<u>Occupation</u>					
Salaried worker	36.3%			34.3%	36.7%
Self-employed	7.2%			8.6%	7.7%
Unemployed	0.2%			0.6%	0.4%
Business owner	12.7%			14.1%	14.4%
Student	3.7%			2.8%	3.2%
Retired	39.5%			39.6%	36.8%
Unpaid domestic work	0.2%			0.0%	0.6%
Others	0.2%			0.0%	0.1%
Annual household income level					
Less than €25,000	9.4%			11.3%	9.5%
€25,000 - €49,999	32.6%			23.3%	29.7%
€50,000 - €74,999	32.4%			34.7%	32.4%
More than €74,999	25.6%			30.7%	28.3%
Education level					
No studies	0.5%			1.4%	1.3%
Primary education	6.0%			7.7%	5.8%
Secondary education	37.0%			34.6%	36.1%
Higher education	56.5%			56.3%	56.8%



Pictures: Freepik.com