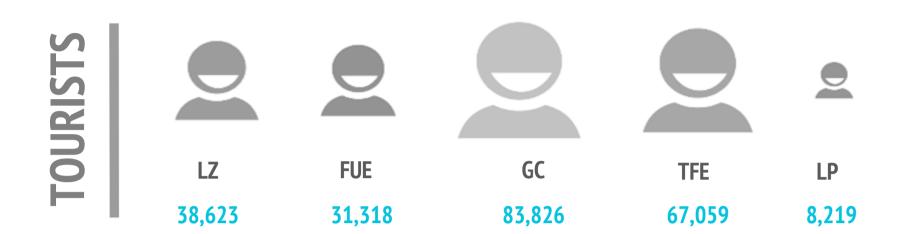


How many are they and how much do they spend?

**.**€

	LZ	FUE	GC	TFE	LP
TOURISTS					
Tourist arrivals (FRONTUR)	n.d.	n.d.	n.d.	n.d.	n.d.
Tourist arrivals > 15 years old (EGT)	38,623	31,318	83,826	67,059	8,219
<ul> <li>book holiday package</li> </ul>	17,711	20,777	45,630	24,710	
<ul> <li>do not book holiday package</li> </ul>	20,912	10,541	38,196	42,349	
<ul> <li>% tourists who book holiday package</li> </ul>	45.9%	66.3%	54.4%	36.8%	



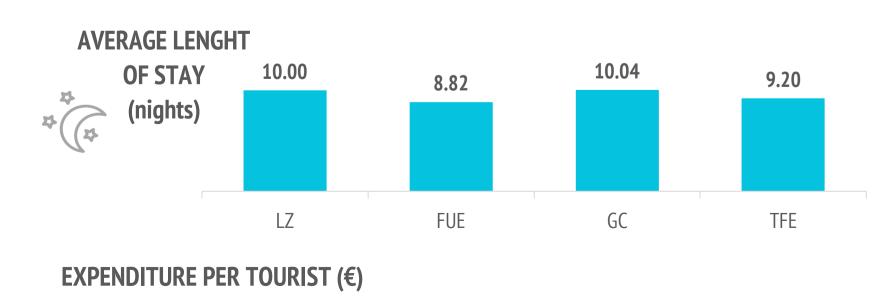
#### % TOURISTS WHO BOOK HOLIDAY PACKAGE

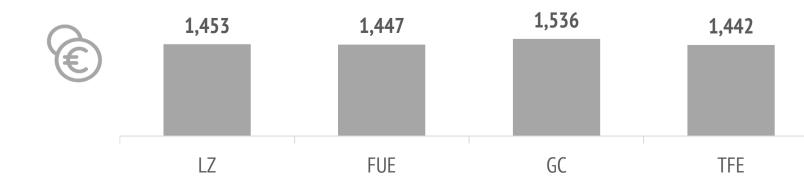
Lanzarote	Å	ê	ê	ê	ê	Å	Å	Å	Å	ê	46%
Fuerteventura								the second se	the second second	the second se	
Gran Canaria	ê	ê	ê	ê	Å	Ê	ê	Å	ê	Å	54%
Towarita	8	8	8	8	8	8	8	8	8	8	770/

Importance of each factor in the destination choice						
	LZ	FUE	GC	TFE	LP	
Climate	74.9%	80.3%	77.2%	75.5%		
Sea	45.3%	72.9%	55.6%	48.0%		
Safety	60.2%	49.1%	46.2%	42.1%		
Tranquility	48.9%	56.0%	41.6%	37.0%		
Beaches	29.9%	64.6%	48.2%	33.2%		
Accommodation supply	38.3%	39.2%	42.4%	32.1%		
European belonging	38.7%	35.4%	41.0%	30.7%		
Effortless trip	31.7%	42.0%	40.1%	28.6%		
Landscapes	39.3%	32.6%	22.3%	39.9%		
Gastronomy	36.7%	37.2%	35.5%	28.1%		
Environment	32.4%	22.3%	22.0%	32.6%		
Price	23.0%	26.0%	28.6%	20.9%		
Authenticity	28.6%	19.9%	19.7%	16.9%		
Fun possibilities	16.0%	12.6%	14.1%	21.0%		
Hiking trail network	11.7%	4.8%	4.5%	15.6%		
Exoticism	10.1%	7.7%	8.1%	10.0%		
Shopping	5.8%	7.0%	9.4%	3.9%		
Nightlife	4.5%	6.2%	7.7%	7.6%		
Historical heritage	9.9%	1.6%	4.7%	6.1%		
Culture	9.5%	1.3%	4.6%	4.9%		

#### 

	LZ	FUE	GC	TFE	LP
Expenditure per tourist (€)	1,453	1,447	1,536	1,442	
- book holiday package	1,511	1,561	1,570	1,623	
- holiday package	1,242	1,331	1,300	1,187	
- others	269	229	271	436	
<ul> <li>do not book holiday package</li> </ul>	1,405	1,223	1,496	1,337	
- flight	306	281	456	378	
- accommodation	556	536	509	469	
- others	543	406	531	489	
Average lenght of stay	10.00	8.82	10.04	9.20	
<ul> <li>book holiday package</li> </ul>	9.25	8.62	8.77	7.89	
<ul> <li>do not book holiday package</li> </ul>	10.63	9.21	11.57	9.96	
Average daily expenditure (€)	154.6	171.4	180.5	174.0	
<ul> <li>book holiday package</li> </ul>	167.6	188.9	193.0	204.7	
<ul> <li>do not book holiday package</li> </ul>	143.5	136.9	165.6	156.1	
Total turnover (> 15 years old) (€m)	56	45	129	97	
<ul> <li>book holiday package</li> </ul>	27	32	72	40	
<ul> <li>do not book holiday package</li> </ul>	29	13	57	57	





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



1

Lanzarote	<i>/////////////////////////////////////</i>
Fuerteventura	33%
Gran Canaria	<i>````</i>
Tenerife	·/////////////////////////////////////

What is the main mot	tivation for	their holida	IVS?

	LZ	FUE	GC	TFE	LP
Rest	39.2%	62.3%	63.8%	37.3%	
Enjoy family time	3.8%	9.4%	10.6%	14.1%	
Have fun	6.5%	0.5%	8.4%	16.1%	
Explore the destination	38.1%	16.3%	12.1%	25.2%	
Practice their hobbies	10.0%	5.6%	3.0%	5.9%	
Other reasons	2.4%	5.9%	2.0%	1.4%	

How far in advance do they book their trip?

	LZ	FUE	GC	TFE	LP
The same day	0.0%	0.0%	1.5%	0.7%	
Between 1 and 30 days	32.3%	20.3%	27.7%	29.7%	
Between 1 and 2 months	22.9%	26.6%	19.1%	25.2%	

# Between 3 and 6 months29.4%35.8%39.7%25.9%--More than 6 months15.4%17.3%12.1%18.5%--

#### 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? ${\bf Q}$

	LZ	FUE	GC	TFE	LP
Previous visits to the Canary Islands	52.0%	45.8%	48.6%	26.9%	
Friends or relatives	28.1%	16.3%	24.7%	39.0%	
Internet or social media	65.2%	59.0%	57.7%	63.1%	
Mass Media	0.0%	1.8%	2.6%	0.4%	
Travel guides and magazines	23.5%	5.8%	7.3%	8.6%	
Travel Blogs or Forums	5.8%	5.8%	3.2%	8.2%	
Travel TV Channels	0.0%	0.0%	0.4%	1.1%	
Tour Operator or Travel Agency	25.5%	27.3%	17.6%	13.8%	
Public administrations or similar	0.0%	0.7%	0.0%	0.0%	
Others * Multi-choise question	1.7%	1.8%	2.0%	1.6%	

With whom did they book their flight and accommodation? •

	LZ	FUE	GC	TFE	LP
<u>Flight</u>					
- Directly with the airline	55.3%	34.1%	41.1%	56.0%	
- Tour Operator or Travel Agency	44.7%	65.9%	58.9%	44.0%	
Accommodation					
- Directly with the accommodation	47.7%	21.4%	34.8%	41.4%	

52.3%

Other expenses					<b>Q</b>
	LZ	FUE	GC	TFE	LP
Restaurants or cafes	67.3%	57.7%	66.5%	63.5%	
Supermarkets	49.7%	40.2%	63.7%	52.2%	
Car rental	38.4%	31.9%	25.7%	35.1%	
Organized excursions	33.9%	12.6%	19.9%	26.9%	
Taxi, transfer, chauffeur service	46.9%	36.7%	55.7%	33.6%	
Theme Parks	6.0%	6.2%	4.1%	14.1%	
Sport activities	12.1%	10.7%	10.7%	13.3%	
Museums	17.5%	2.0%	1.7%	4.0%	
Flights between islands	6.8%	4.3%	3.5%	0.8%	
Activities in the Canary I	slands				<b>⁺</b> ₹
Outdoor time per day	LZ	FUE	GC	TFE	LP
0 hours	8.7%	6.5%	2.2%	4.3%	
1 - 2 hours	2.2%	14.1%	9.3%	5.4%	
3 - 6 hours	46.6%	28.1%	27.4%	25.5%	
7 - 12 hours	40.7%	43.6%	49.2%	55.5%	
More than 12 hours	1.7%	7.7%	11.9%	9.3%	

#### **TOURISTS BY HOURS A DAY OUT OF THE ACCOMMODATION**

- Tour Operator or Travel Agency

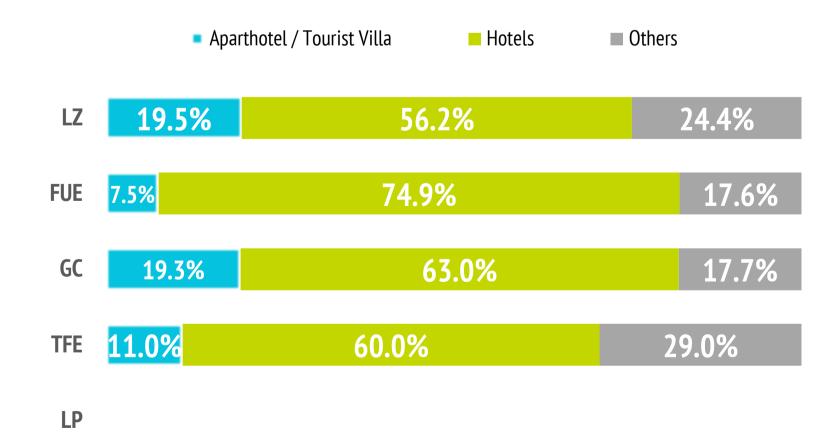
78.6% 65.2% 58.6%

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

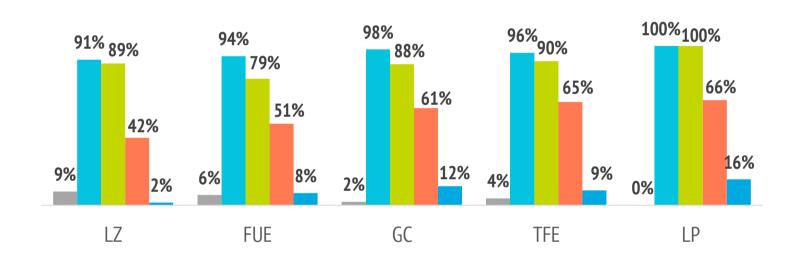
Where do they stay?					Ħ
	LZ	FUE	GC	TFE	LP
1-2-3* Hotel	5.9%	7.5%	16.0%	4.2%	
4* Hotel	34.3%	51.0%	29.0%	33.1%	
5* Hotel / 5* Luxury Hotel	15.9%	16.5%	18.1%	22.7%	
Aparthotel / Tourist Villa	19.5%	7.5%	19.3%	11.0%	
House/room rented in a private dwelling	2.4%	5.4%	5.4%	12.0%	
Private accommodation (1)	5.4%	5.4%	5.0%	11.7%	
Others (Cottage, cruise, camping,)	16.6%	6.7%	7.3%	5.3%	

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



What do	they	book?
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	LZ	FUE	GC	TFE	LP
Room only	20.5%	16.6%	23.4%	25.1%	



Activities in the Canary Islands	LZ	FUE	GC	TFE	LP
Beach	72.1%	76.9%	76.3%	62.2%	
Walk, wander	57.7%	42.5%	46.5%	57.5%	
Explore the island on their own	62.4%	40.9%	38.2%	53.4%	
Swimming pool, hotel facilities	49.1%	47.5%	52.9%	46.2%	
Taste Canarian gastronomy	30.9%	17.1%	23.5%	30.7%	
Sport activities	20.0%	21.7%	19.2%	28.2%	
Organized excursions	19.7%	14.4%	8.8%	21.2%	
Theme parks	11.2%	9.5%	10.6%	28.9%	
Nightlife / concerts / shows	3.2%	7.2%	20.7%	21.8%	
Activities at sea	16.0%	17.8%	14.2%	12.4%	
Nature activities	10.6%	11.7%	12.4%	17.0%	
Museums / exhibitions	30.4%	2.8%	8.3%	9.8%	
Sea excursions / whale watching	4.8%	7.9%	10.9%	15.9%	
Wineries / markets / popular festiva	23.5%	6.5%	8.5%	10.1%	
Beauty and health treatments	3.4%	5.2%	7.6%	9.8%	
Astronomical observation * Multi-choise question	1.6%	4.2%	2.1%	7.0%	

**CANARY ISLANDS** 

Bed and Breakfast	32.7%	8.4%	22.8%	32.7%	
Half board	25.3%	27.2%	32.5%	22.6%	
Full board	0.0%	8.2%	3.3%	2.4%	
All inclusive	21.5%	39.6%	18.0%	17.1%	

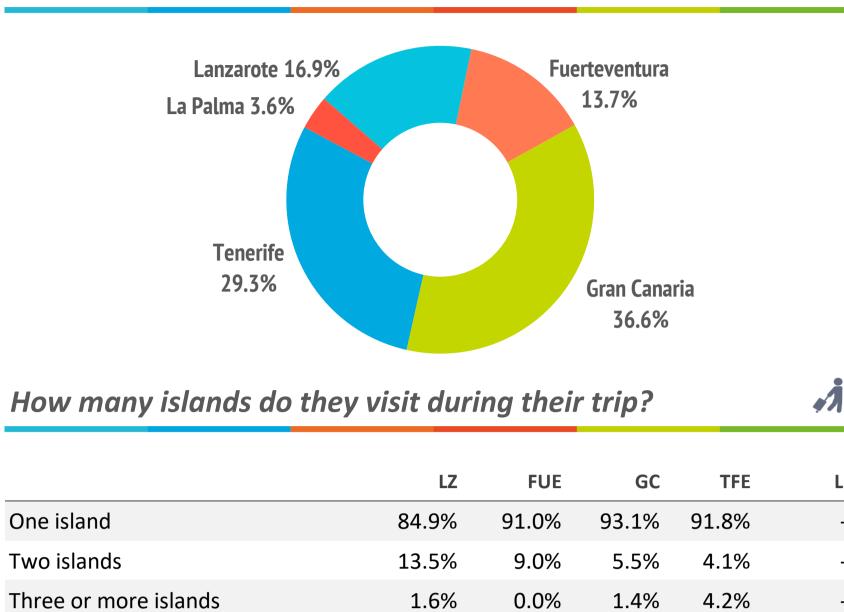


Swimming pool Sea excursions Museums Walk Organized excursions

Organized excursions

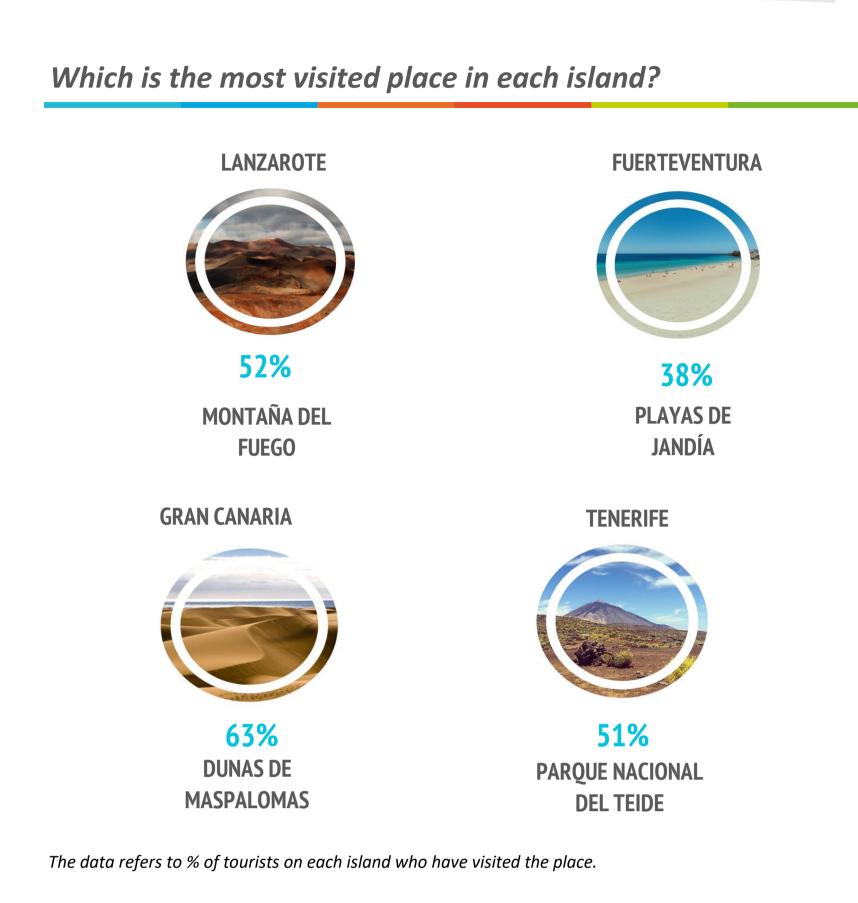


Which island do they choose?









How do they rate the Canary Islands?

9.0%

8.2%

2.00

LP

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#### Internet usage during their trip

	LZ	FUE	GC	TFE	LP
Research					
- Tourist package	12.7%	16.1%	8.2%	11.0%	
- Flights	13.9%	9.1%	8.6%	10.1%	
- Accommodation	20.2%	12.1%	11.6%	10.6%	
- Transport	21.6%	6.6%	17.0%	18.5%	
- Restaurants	27.7%	25.6%	20.5%	31.0%	
- Excursions	18.5%	22.9%	30.8%	35.3%	
- Activities	30.0%	25.7%	30.5%	42.6%	
Book or purchase					
- Tourist package	29.1%	42.9%	45.2%	32.7%	
- Flights	68.2%	64.5%	68.3%	80.0%	
- Accommodation	58.3%	59.1%	60.7%	73.4%	
- Transport	50.6%	48.9%	30.1%	47.6%	
- Restaurants	14.8%	4.7%	15.1%	14.5%	
- Excursions	17.2%	9.9%	7.2%	18.4%	
- Activities	13.6%	21.9%	10.2%	17.6%	

*	Mul	lti-ch	oise	question
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Internet usage in the Canary Islands	LZ	FUE	GC	TFE	LP
Did not use the Internet	3.0%	2.7%	5.8%	5.7%	
Used the Internet	97.0%	97.3%	94.2%	94.3%	
- Own Internet connection	22.2%	19.1%	23.1%	17.8%	
- Free Wifi connection	60.7%	65.5%	58.8%	59.0%	
Applications*					
- Search for locations or maps	69.2%	60.8%	58.4%	68.8%	

LZ	FUE	GC	TFE	LP
8.88	8.59	8.59	8.47	
LZ	FUE	GC	TFE	LP
1.0%	7.2%	1.1%	6.5%	
51.3%	59.6%	57.9%	48.5%	
47.8%	33.2%	41.0%	45.0%	
LZ	FUE	GC	TFE	LP
8.81	8.05	8.31	7.99	
9.06	8.34	8.64	8.42	
anary l	Islands	>		•
anary I	Islands	0		•
anary l	Islands : FUE	GC	TFE	LP
			TFE 44.1%	LP
LZ	FUE	GC		LP 
	8.88 <b>LZ</b> 1.0% 51.3% 47.8% <b>LZ</b> 8.81	8.88       8.59         LZ       FUE         1.0%       7.2%         51.3%       59.6%         47.8%       33.2%         LZ       FUE         8.81       8.055	8.888.598.59LZFUEGC1.0%7.2%1.1%51.3%59.6%57.9%47.8%33.2%41.0%LZFUEGC8.818.058.31	8.888.598.598.47LZFUEGCTFE1.0%7.2%1.1%6.5%51.3%59.6%57.9%48.5%47.8%33.2%41.0%45.0%LZFUEGCTFE8.818.058.317.99

20.0%

11.9%

23.3%

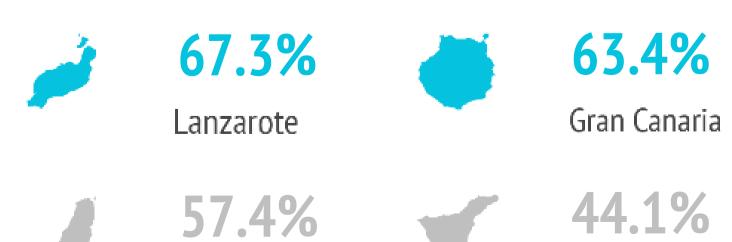
Tenerife

13.8%

**REPEAT TOURIST OF** EACH ISLAND

Fuerteventura

At least 10 previous visits



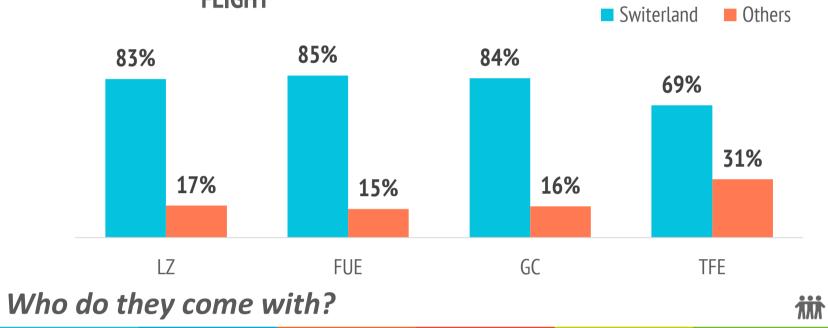


\* Multi-choise question



Where does the fligh	here does the flight come from?				
	LZ	FUE	GC	TFE	LP
Switerland	83.2%	85.0%	83.6%	69.4%	
Spanish Mainland	9.0%	6.7%	13.5%	21.5%	
Italy	4.1%	4.2%	0.3%	4.8%	
Germany	2.5%	3.4%	0.6%	2.8%	
Portugal	0.0%	0.0%	1.1%	0.8%	
Austria	0.0%	0.0%	0.0%	0.7%	
France	0.0%	0.0%	0.6%	0.0%	
United Kingdom	1.1%	0.0%	0.0%	0.0%	
Netherlands	0.0%	0.0%	0.4%	0.0%	
Luxembourg	0.0%	0.7%	0.0%	0.0%	





Who are they?					
	LZ	FUE	GC	TFE	L
Gender					
Men	48.8%	53.3%	55.4%	50.7%	
Women	51.2%	46.7%	44.6%	49.3%	
Age					
Average age (tourist > 15 years old)	44.6	46.1	45.3	42.9	
Standard deviation	15.9	14.2	15.3	14.9	
Age range (> 15 years old)					
16 - 24 years old	5.8%	6.6%	11.0%	13.0%	
25 - 30 years old	16.0%	11.0%	8.6%	14.4%	
31 - 45 years old	32.7%	29.0%	31.2%	29.9%	
46 - 60 years old	24.1%	38.7%	31.7%	29.1%	
Over 60 years old	21.5%	14.7%	17.5%	13.6%	
<b>Occupation</b>					
Salaried worker	58.6%	65.2%	54.4%	60.7%	
Self-employed	8.4%	4.1%	10.7%	6.7%	
Unemployed	0.0%	0.0%	0.0%	0.4%	
Business owner	14.5%	15.0%	20.6%	14.7%	
Student	0.9%	4.4%	3.6%	4.1%	
Retired	15.9%	8.3%	10.0%	9.0%	
Unpaid domestic work	1.8%	1.9%	0.4%	1.6%	
Others	0.0%	1.0%	0.3%	2.8%	
Annual household income level					
Less than €25,000	9.0%	9.2%	7.6%	12.3%	
€25,000 - €49,999	17.2%	14.0%	14.5%	11.7%	
€50,000 - €74,999	39.6%	22.9%	25.2%	23.5%	
More than €74,999	34.2%	54.0%	52.6%	52.5%	
Education level					
No studies	0.0%	0.0%	0.0%	1.1%	
Primary education	6.8%	8.5%	10.3%	7.2%	
Secondary education	9.3%	19.1%	27.2%	23.3%	
Higher education	83.9%	72.3%	62.5%	68.4%	

	LZ	FUE	GC	TFE	LP
Unaccompanied	11.5%	13.8%	16.6%	19.6%	
Only with partner	52.6%	48.5%	43.9%	36.1%	
Only with children (< 13 years old)	4.6%	4.4%	7.6%	6.0%	
Partner + children (< 13 years old)	6.2%	9.1%	2.7%	6.0%	
Other relatives	7.0%	4.4%	6.6%	7.1%	
Friends	6.5%	9.2%	8.6%	8.9%	
Work colleagues	0.0%	0.6%	1.0%	0.7%	
Organized trip	0.0%	0.0%	0.5%	0.0%	
Other combinations <sup>(1)</sup>	11.6%	9.9%	12.5%	15.6%	
(1) Different situations have been isolated					
Tourists with children	14.5%	16.0%	13.6%	15.9%	
- Between 0 and 2 years old	4.0%	0.0%	0.0%	3.1%	
- Between 3 and 12 years old	10.5%	15.4%	12.5%	12.8%	
- Between 0 -2 and 3-12 years (	0.0%	0.6%	1.0%	0.0%	
Tourists without children	85.5%	84.0%	86.4%	84.1%	
Group composition:					
- 1 person	17.3%	18.3%	19.8%	22.8%	
- 2 people	61.7%	53.5%	53.3%	49.7%	
- 3 people	6.6%	10.8%	14.1%	9.6%	
- 4 or 5 people	14.4%	15.9%	11.4%	16.7%	
- 6 or more people	0.0%	1.4%	1.4%	1.3%	
Average group size:	2.24	2.39	2.28	2.28	





Fuerteventura
Gran Canaria
Tenerife

Lanzarote

44.6
46.1
45.3
42.9

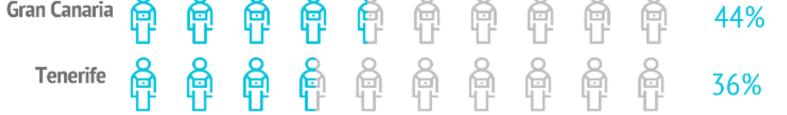




% OF TOURISTS TRAVELLING ONLY WITH PARTNER

Lanzarote	Å	Å	Å	Å	Å	ê	Å	Å	Å	ê	53%
Fuerteventura	Å	ê	Å	Å	Å	â	Å	Å	Å	ê	49%
Curry Coursia	2	Q	Q	2	2	2	2	2	Q	2	





#### 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.