

TOURIST PROFILE BY QUARTER OF TRIP (2019)

UNITED KINGOM

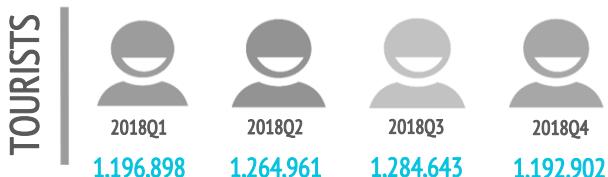


How many are they and how much do they spend?

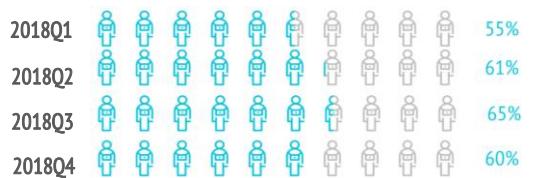


	2019Q1	2019Q2	2019Q3	2019Q4	2019
TOURISTS					
Tourist arrivals (FRONTUR) (*)	1.20	1.26	1.28	1.19	4.94
Tourist arrivals > 15 years old (EGT) (*)	1.05	1.08	1.08	1.11	4.31
- book holiday package (*)	0.58	0.65	0.70	0.66	2.59
- do not book holiday package (*)	0.47	0.42	0.38	0.45	1.72
- % tourists who book holiday package	55.2%	60.6%	64.7%	59.6%	60.1%

(*) Million of tourists



% TOURISTS WHO BOOK HOLIDAY PACKAGE



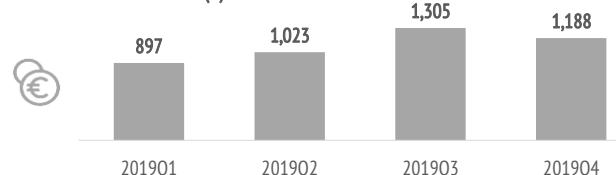
2019Q1 2019Q2 2019Q3 2019Q4 2019

	2019Q1	2019Q2	2019Q3	2019Q4	2019
Expenditure per tourist (€)					
- book holiday package	897	1,023	1,305	1,188	1,105
- holiday package	1,010	1,140	1,425	1,323	1,234
- others	797	914	1,153	1,093	998
- do not book holiday package	213	226	272	231	236
- flight	758	842	1,085	988	911
- accommodation	147	221	317	279	237
- others	278	292	351	351	317
- others	333	329	416	357	357
Average lenght of stay	8.31	8.17	9.10	8.27	8.46
- book holiday package	7.84	7.92	8.66	8.00	8.12
- do not book holiday package	8.89	8.57	9.90	8.66	8.98
Average daily expenditure (€)	118.9	136.1	154.0	155.2	141.3
- book holiday package	134.9	150.9	170.5	172.9	158.2
- do not book holiday package	99.1	113.2	123.7	129.2	115.8
Total turnover (> 15 years old) (€m)	938	1,102	1,403	1,316	4,760
- book holiday package	583	745	991	874	3,194
- do not book holiday package	355	358	411	442	1,566

AVERAGE LENGTH OF STAY (nights)



EXPENDITURE PER TOURIST (€)



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.

Importance of each factor in the destination choice



	2019Q1	2019Q2	2019Q3	2019Q4	2019
Climate	83.7%	79.8%	80.3%	84.5%	82.1%
Safety	55.8%	64.7%	66.2%	62.1%	62.2%
Accommodation supply	52.2%	56.3%	59.1%	55.3%	55.7%
Price	49.3%	50.8%	53.8%	48.8%	50.7%
Tranquility	44.3%	49.1%	47.3%	47.1%	46.9%
Effortless trip	39.6%	44.6%	43.7%	44.1%	43.0%
Environment	31.7%	36.6%	36.4%	35.6%	35.1%
European belonging	34.0%	34.4%	32.7%	33.4%	33.6%
Sea	28.8%	32.5%	35.8%	35.6%	33.3%
Beaches	27.1%	31.8%	35.2%	29.3%	30.9%
Fun possibilities	18.1%	26.1%	34.7%	19.5%	24.6%
Gastronomy	22.2%	24.3%	25.2%	24.0%	24.0%
Landscapes	22.4%	22.2%	22.1%	21.8%	22.1%
Authenticity	16.2%	20.8%	21.7%	16.4%	18.8%
Nightlife	9.9%	13.5%	13.1%	8.3%	11.2%
Shopping	7.9%	11.9%	13.6%	9.8%	10.8%
Exoticism	7.4%	9.5%	10.9%	6.9%	8.7%
Culture	8.1%	8.1%	8.6%	7.6%	8.1%
Historical heritage	6.9%	6.5%	7.2%	6.6%	6.8%
Hiking trail network	6.0%	3.4%	2.5%	3.9%	3.9%

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

% TOURISTS WHO CHOOSE ACCOMMODATION SUPPLY



What is the main motivation for their holidays?

	2019Q1	2019Q2	2019Q3	2019Q4	2019
Rest	71.5%	66.2%	60.4%	71.1%	67.3%
Enjoy family time	6.9%	13.2%	20.9%	12.6%	13.4%
Have fun	8.8%	13.0%	12.6%	8.9%	10.8%
Explore the destination	8.9%	5.5%	4.7%	5.0%	6.0%
Practice their hobbies	1.4%	0.8%	0.4%	0.8%	0.9%
Other reasons	2.5%	1.4%	1.0%	1.6%	1.6%

How far in advance do they book their trip?

	2019Q1	2019Q2	2019Q3	2019Q4	2019
The same day	0.7%	0.2%	0.4%	0.2%	0.4%
Between 1 and 30 days	24.8%	17.2%	16.8%	16.0%	18.6%
Between 1 and 2 months	24.9%	20.1%	14.8%	19.2%	19.7%
Between 3 and 6 months	29.1%	35.0%	31.9%	34.9%	32.8%
More than 6 months	20.6%	27.4%	36.2%	29.7%	28.6%

% TOURISTS BOOKING MORE THAN 6 MONTHS IN ADVANCE



Picture: Freepik.com

TOURIST PROFILE BY QUARTER OF TRIP (2019)

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

	2019Q1	2019Q2	2019Q3	2019Q4	2019
Previous visits to the Canary Islands	62.9%	60.9%	58.3%	65.6%	61.9%
Friends or relatives	26.7%	28.5%	31.3%	24.8%	27.9%
Internet or social media	59.5%	59.2%	58.4%	56.8%	58.5%
Mass Media	1.5%	1.7%	1.7%	1.3%	1.5%
Travel guides and magazines	6.4%	7.5%	6.9%	5.9%	6.7%
Travel Blogs or Forums	4.6%	4.8%	5.1%	3.3%	4.5%
Travel TV Channels	0.6%	0.9%	0.8%	0.8%	0.8%
Tour Operator or Travel Agency	21.0%	22.1%	21.7%	22.9%	21.9%
Public administrations or similar	0.5%	0.3%	0.2%	0.2%	0.3%
Others	2.1%	2.5%	3.1%	2.3%	2.5%

* Multi-choice question

With whom did they book their flight and accommodation?

	2019Q1	2019Q2	2019Q3	2019Q4	2019
Flight					
- Directly with the airline	49.4%	42.8%	40.0%	44.8%	44.2%
- Tour Operator or Travel Agency	50.6%	57.2%	60.0%	55.2%	55.8%
Accommodation					
- Directly with the accommodation	33.8%	30.2%	27.4%	32.7%	31.0%
- Tour Operator or Travel Agency	66.2%	69.8%	72.6%	67.3%	69.0%

Where do they stay?

	2019Q1	2019Q2	2019Q3	2019Q4	2019
1-2-3* Hotel	10.6%	8.7%	10.5%	9.5%	9.8%
4* Hotel	37.0%	41.0%	36.7%	39.5%	38.6%
5* Hotel / 5* Luxury Hotel	10.2%	10.6%	11.5%	12.1%	11.1%
Aparthotel / Tourist Villa	25.7%	27.5%	28.9%	25.3%	26.9%
House/room rented in a private dwell	6.0%	3.4%	2.2%	4.1%	3.9%
Private accommodation ⁽¹⁾	5.8%	4.3%	4.3%	4.0%	4.6%
Others (Cottage, cruise, camping,...)	4.8%	4.5%	6.0%	5.5%	5.2%

(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	30.6%	26.1%	27.5%	27.0%	27.8%
Bed and Breakfast	11.1%	11.2%	9.5%	11.6%	10.9%
Half board	20.5%	17.7%	14.7%	19.4%	18.0%
Full board	2.2%	2.5%	2.0%	1.7%	2.1%
All inclusive	35.7%	42.5%	46.3%	40.3%	41.2%

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41.2% of British book all inclusive.



35.7%

2018Q1



46.3%

2018Q3



42.5%

2018Q2



40.3%

2018Q4

Other expenses

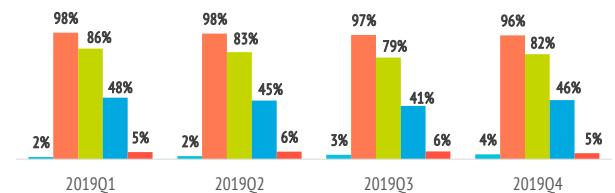
	2019Q1	2019Q2	2019Q3	2019Q4	TOTAL
Restaurants or cafes	63.1%	55.8%	55.8%	57.9%	58.1%
Supermarkets	53.7%	49.6%	51.5%	48.2%	50.7%
Car rental	14.7%	11.9%	11.7%	11.5%	12.4%
Organized excursions	14.2%	15.6%	19.0%	14.3%	15.8%
Taxi, transfer, chauffeur service	55.9%	59.7%	60.2%	57.8%	58.4%
Theme Parks	4.2%	6.1%	11.2%	6.0%	6.9%
Sport activities	4.5%	5.8%	7.5%	4.8%	5.6%
Museums	3.7%	1.8%	2.4%	2.4%	2.6%
Flights between islands	3.8%	3.4%	3.9%	3.4%	3.6%

Activities in the Canary Islands

Outdoor time per day	2019Q1	2019Q2	2019Q3	2019Q4	2019
0 hours	1.7%	2.4%	3.5%	3.8%	2.9%
1 - 2 hours	12.4%	14.5%	17.6%	14.7%	14.8%
3 - 6 hours	38.1%	37.6%	37.7%	35.6%	37.2%
7 - 12 hours	42.2%	39.6%	35.2%	41.3%	39.6%
More than 12 hours	5.5%	5.9%	6.1%	4.6%	5.5%

TOURISTS BY HOURS A DAY OUT OF THE ACCOMMODATION

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

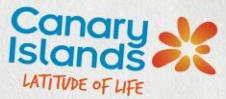


Activities in the Canary Islands	2019Q1	2019Q2	2019Q3	2019Q4	2019
Walk, wander	79.5%	77.4%	71.5%	74.6%	75.7%
Swimming pool, hotel facilities	60.4%	74.4%	79.3%	68.5%	70.7%
Beach	52.0%	59.8%	64.4%	55.2%	57.9%
Explore the island on their own	37.6%	31.1%	32.0%	31.8%	33.1%
Nightlife / concerts / shows	20.0%	24.3%	24.2%	17.4%	21.4%
Taste Canarian gastronomy	22.8%	19.7%	20.1%	19.2%	20.4%
Organized excursions	12.7%	15.3%	21.0%	14.3%	15.9%
Theme parks	7.9%	13.5%	23.0%	11.8%	14.1%
Sport activities	10.5%	11.0%	12.5%	10.7%	11.2%
Sea excursions / whale watching	7.1%	10.7%	16.1%	10.0%	11.0%
Wineries/markets/popular festiva	10.5%	9.4%	8.3%	8.7%	9.2%
Activities at sea	6.1%	8.2%	11.7%	8.0%	8.5%
Museums / exhibitions	8.8%	5.3%	6.4%	5.9%	6.6%
Beauty and health treatments	5.0%	5.8%	5.8%	5.6%	5.5%
Nature activities	5.7%	4.8%	4.2%	3.9%	4.6%
Astronomical observation	2.4%	1.5%	2.0%	2.1%	2.0%

* Multi-choice question

Taste Canarian gastronomy
Beach Beauty and health treatments
Organized excursions Sea excursions
Activities at sea Astronomical observation
Sport activities Theme parks
Nightlife Museums
Swimming pool Wineries/markets
Explore the island Nature activities

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Which island do they choose?

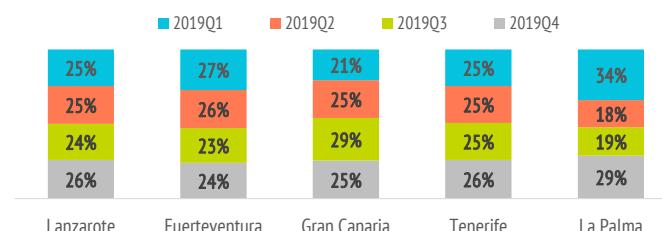
Tourists (> 15 years old)	2019Q1	2019Q2	2019Q3	2019Q4	2019
Lanzarote	297,962	308,204	294,234	315,506	1,215,906
Fuerteventura	113,747	107,052	97,464	100,873	419,136
Gran Canaria	135,826	166,839	188,112	167,722	658,499
Tenerife	482,874	487,222	488,049	512,125	1,970,270
La Palma	8,108	4,356	4,531	6,899	23,894

Share by islands	2019Q1	2019Q2	2019Q3	2019Q4	2019
Lanzarote	28.7%	28.7%	27.4%	28.6%	28.4%
Fuerteventura	11.0%	10.0%	9.1%	9.1%	9.8%
Gran Canaria	13.1%	15.5%	17.5%	15.2%	15.4%
Tenerife	46.5%	45.4%	45.5%	46.4%	46.0%
La Palma	0.8%	0.4%	0.4%	0.6%	0.6%

How many islands do they visit during their trip?

	2019Q1	2019Q2	2019Q3	2019Q4	2019
One island	93.9%	94.2%	95.0%	94.3%	94.3%
Two islands	5.6%	5.1%	4.7%	5.3%	5.2%
Three or more islands	0.6%	0.7%	0.3%	0.4%	0.5%

% TOURISTS BY ISLAND AND QUARTER OF TRIP



• MOST VISITED PLACES IN EACH ISLAND •



Internet usage during their trip

	2019Q1	2019Q2	2019Q3	2019Q4	2019
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Research	2019Q1	2019Q2	2019Q3	2019Q4	2019
- Tourist package	16.3%	15.8%	17.4%	16.4%	16.5%
- Flights	15.3%	16.9%	17.8%	18.6%	17.1%
- Accommodation	19.6%	20.0%	21.7%	22.5%	21.0%
- Transport	16.6%	17.8%	18.6%	18.1%	17.8%
- Restaurants	30.4%	30.3%	32.9%	28.8%	30.6%
- Excursions	22.4%	22.1%	28.7%	20.2%	23.4%
- Activities	26.3%	28.3%	33.9%	26.3%	28.9%
Book or purchase					
- Tourist package	41.6%	43.4%	43.4%	44.2%	43.2%
- Flights	69.9%	66.8%	66.6%	65.3%	67.1%
- Accommodation	59.9%	58.5%	58.7%	56.5%	58.4%
- Transport	49.0%	47.9%	49.1%	44.9%	47.7%
- Restaurants	11.1%	12.2%	11.6%	12.7%	11.9%
- Excursions	8.7%	10.4%	11.0%	10.2%	10.1%
- Activities	11.2%	12.8%	16.9%	13.4%	13.7%

* Multi-choice question

Internet usage in the Canary Islands	2019Q1	2019Q2	2019Q3	2019Q4	2019
Did not use the Internet	11.7%	10.8%	7.8%	10.7%	10.2%
Used the Internet	88.3%	89.2%	92.2%	89.3%	89.8%

- Own Internet connection	29.5%	30.6%	31.4%	29.2%	30.2%
- Free Wifi connection	47.0%	45.4%	45.8%	46.4%	46.1%

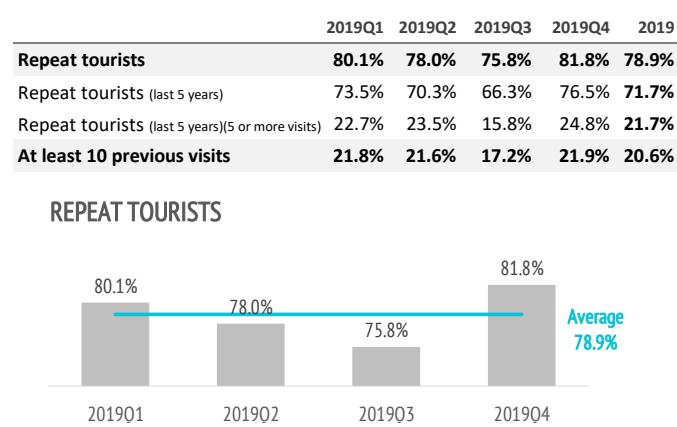
Applications*	2019Q1	2019Q2	2019Q3	2019Q4	2019
- Search for locations or maps	53.3%	51.8%	54.0%	52.4%	52.9%
- Search for destination info	42.1%	42.0%	45.7%	42.9%	43.2%
- Share pictures or trip videos	55.0%	55.5%	57.5%	56.8%	56.2%
- Download tourist apps	5.2%	5.9%	5.5%	5.9%	5.6%
- Others	27.3%	27.5%	24.6%	25.4%	26.2%

* Multi-choice question

How do they rate the Canary Islands?

Satisfaction (scale 0-10)	2019Q1	2019Q2	2019Q3	2019Q4	2019
Average rating	8.91	8.84	8.88	8.84	8.87
Experience in the Canary Islands	2019Q1	2019Q2	2019Q3	2019Q4	2019
Worse or much worse than expected	1.5%	2.7%	1.9%	2.4%	2.1%
Lived up to expectations	52.1%	55.7%	51.6%	56.5%	54.0%
Better or much better than expected	46.3%	41.6%	46.5%	41.1%	43.8%
Future intentions (scale 1-10)	2019Q1	2019Q2	2019Q3	2019Q4	2019
Return to the Canary Islands	9.08	8.94	8.81	9.01	8.96
Recommend visiting the Canary Islands	9.20	9.07	9.02	9.11	9.10

How many are loyal to the Canary Islands?



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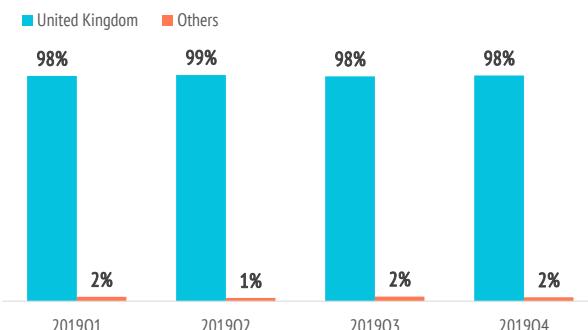


Where does the flight come from?



	2019Q1	2019Q2	2019Q3	2019Q4	2019
United Kingdom	98.1%	98.6%	98.0%	98.3%	98.3%
Spanish Mainland	0.6%	0.8%	0.7%	1.1%	0.8%
Ireland	0.8%	0.3%	0.5%	0.3%	0.4%
Others	0.5%	0.4%	0.9%	0.3%	0.5%

% TOURISTS BY QUARTER OF TRIP



Who do they come with?



	2019Q1	2019Q2	2019Q3	2019Q4	2019
Unaccompanied	7.7%	6.2%	5.2%	6.1%	6.3%
Only with partner	62.6%	51.2%	36.1%	51.4%	50.3%
Only with children (< 13 years old)	2.1%	4.2%	8.1%	4.4%	4.7%
Partner + children (< 13 years old)	3.1%	6.5%	10.1%	6.7%	6.6%
Other relatives	7.0%	12.2%	17.2%	13.4%	12.5%
Friends	8.5%	7.4%	4.9%	4.8%	6.4%
Work colleagues	0.0%	0.3%	0.1%	0.2%	0.1%
Organized trip	0.2%	0.3%	0.1%	0.2%	0.2%
Other combinations ⁽¹⁾	8.7%	11.7%	18.3%	13.0%	12.9%

⁽¹⁾ Different situations have been isolated

Tourists with children	2019Q1	2019Q2	2019Q3	2019Q4	2019
- Between 0 and 2 years old	1.8%	2.1%	1.0%	1.3%	1.6%
- Between 3 and 12 years old	5.6%	14.4%	27.3%	15.9%	15.9%
- Between 0-2 and 3-12 years	1.0%	1.9%	2.3%	1.7%	1.7%

Tourists without children	2019Q1	2019Q2	2019Q3	2019Q4	2019
Group composition:					
- 1 person	11.9%	10.4%	7.5%	9.0%	9.7%
- 2 people	67.4%	57.6%	43.8%	56.8%	56.3%
- 3 people	7.5%	11.7%	14.1%	11.7%	11.3%
- 4 or 5 people	10.0%	15.9%	27.4%	17.9%	17.8%
- 6 or more people	3.1%	4.5%	7.1%	4.6%	4.8%
Average group size:	2.33	2.60	3.04	2.67	2.66

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19.2% of British travel with children.



2019Q1	8.5%
2019Q2	18.4%
2019Q3	30.6%
(under the age of 13)	
2019Q4	18.9%

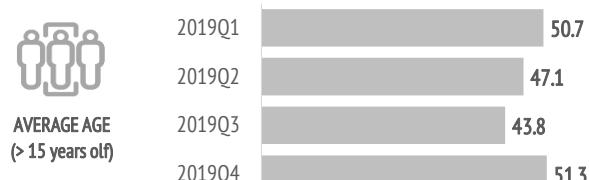
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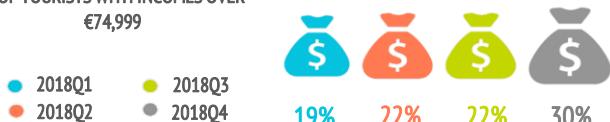
Who are they?



	2019Q1	2019Q2	2019Q3	2019Q4	2019
<u>Gender</u>					
Men	43.7%	42.0%	41.3%	44.5%	42.9%
Women	56.3%	58.0%	58.7%	55.5%	57.1%
<u>Age</u>					
Average age (tourist > 15 years old)	50.7	47.1	43.8	51.3	48.2
Standard deviation	15.7	16.7	14.6	14.7	15.7
<u>Age range (> 15 years old)</u>					
16 - 24 years old	5.1%	8.8%	11.0%	4.1%	7.2%
25 - 30 years old	9.4%	12.8%	11.0%	6.9%	10.0%
31 - 45 years old	21.2%	25.2%	32.4%	22.5%	25.3%
46 - 60 years old	33.3%	27.7%	31.5%	37.0%	32.4%
Over 60 years old	30.9%	25.6%	14.2%	29.5%	25.0%
<u>Occupation</u>					
Salaried worker	46.6%	57.5%	64.9%	56.3%	56.4%
Self-employed	11.9%	10.4%	10.9%	12.9%	11.5%
Unemployed	1.0%	1.7%	0.7%	0.4%	0.9%
Business owner	5.1%	4.8%	4.9%	4.6%	4.9%
Student	1.3%	2.7%	4.8%	1.0%	2.4%
Retired	32.9%	21.2%	12.2%	23.4%	22.4%
Unpaid domestic work	0.7%	0.7%	1.3%	0.6%	0.8%
Others	0.5%	0.9%	0.3%	0.7%	0.6%
<u>Annual household income level</u>					
Less than €25,000	19.1%	21.4%	18.4%	16.1%	18.7%
€25,000 - €49,999	43.2%	34.2%	38.9%	31.6%	36.9%
€50,000 - €74,999	18.3%	22.4%	21.1%	22.7%	21.2%
More than €74,999	19.4%	22.0%	21.7%	29.6%	23.3%
<u>Education level</u>					
No studies	11.6%	12.7%	18.2%	11.3%	13.5%
Primary education	0.7%	0.8%	1.1%	0.9%	0.9%
Secondary education	22.3%	20.3%	17.2%	16.7%	19.1%
Higher education	65.4%	66.2%	63.4%	71.1%	66.6%



% OF TOURISTS WITH INCOMES OVER €74,999



% SALARIED WORKED TOURISTS

