

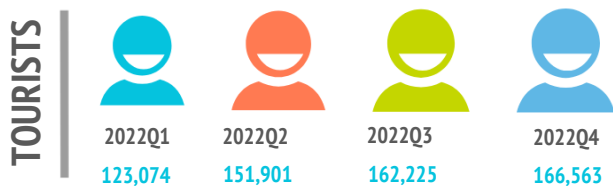
TOURIST PROFILE BY QUARTER OF TRIP (2022)

ITALY

How many are they and how much do they spend?

	2022Q1	2022Q2	2022Q3	2022Q4	2022
TOURISTS					
Tourist arrivals (FRONTUR) (*)	123	152	162	167	604
Tourist arrivals > 15 years old (EGT) (*)	112	139	145	153	549
- book holiday package (*)	10	24	29	20	83
- do not book holiday package (*)	102	115	116	133	466
- % tourists who book holiday package	9.2%	17.2%	19.8%	13.3%	15.2%

(*) Thousands of tourists



% TOURISTS WHO BOOK HOLIDAY PACKAGE



	2022Q1	2022Q2	2022Q3	2022Q4	2022
Expenditure per tourist (€)	1,095	1,019	1,232	979	1,080
- book holiday package	1,399	1,102	1,545	1,365	1,356
- holiday package	1,174	890	1,307	1,072	1,114
- others	225	212	238	293	243
- do not book holiday package	1,065	1,002	1,154	919	1,030
- flight	319	220	324	280	285
- accommodation	350	282	354	253	307
- others	396	500	475	386	439
Average length of stay	10.86	11.57	11.75	9.78	10.97
- book holiday package	8.15	7.26	9.18	7.56	8.10
- do not book holiday package	11.13	12.47	12.38	10.12	11.49
Average daily expenditure (€)	115.2	105.9	127.3	119.1	117.1
- book holiday package	183.9	149.6	181.2	184.4	173.2
- do not book holiday package	108.3	96.9	114.0	109.0	107.1
Total turnover (> 15 years old) (€m)	123	142	179	150	593
- book holiday package	14	26	44	28	113
- do not book holiday package	108	115	134	122	480

Where did they spend their main holiday last year?*

	2022Q1	2022Q2	2022Q3	2022Q4	2022
Didn't have holidays	21.6%	22.8%	21.7%	20.6%	21.7%
Canary Islands	18.1%	14.6%	23.3%	24.5%	20.3%
Other destination	60.3%	62.5%	55.0%	54.9%	58.0%

What other destinations do they consider for this trip?*

	2022Q1	2022Q2	2022Q3	2022Q4	2022
None (I was clear about "this Canary Island")	41.0%	30.8%	31.5%	37.3%	34.7%
Canary Islands (other island)	36.7%	35.3%	26.1%	32.0%	32.0%
Other destination	22.3%	34.0%	42.4%	30.6%	33.3%

*Percentage of valid answers

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

	2022Q1	2022Q2	2022Q3	2022Q4	2022
Climate	85.9%	70.4%	61.7%	80.7%	74.0%
Landscapes	55.3%	62.8%	56.4%	52.9%	56.9%
Environment	59.2%	64.2%	53.1%	50.3%	56.4%
Sea	50.7%	57.4%	55.4%	47.0%	52.7%
Tranquility	50.4%	49.1%	47.2%	49.9%	49.1%
Beaches	46.4%	57.1%	45.9%	45.2%	48.7%
Safety	41.3%	40.6%	37.1%	36.9%	38.8%
European belonging	50.5%	35.8%	32.0%	27.6%	35.5%
Price	32.6%	32.1%	36.8%	29.9%	32.9%
Effortless trip	37.9%	35.8%	31.5%	27.0%	32.7%
Authenticity	24.7%	30.5%	35.2%	22.0%	28.3%
Accommodation supply	21.1%	27.6%	35.6%	26.1%	28.0%
Fun possibilities	18.3%	19.8%	25.3%	20.2%	21.1%
Hiking trail network	25.7%	24.2%	19.5%	15.7%	20.9%
Gastronomy	17.9%	17.3%	23.2%	20.4%	19.8%
Exoticism	8.0%	13.4%	18.9%	11.5%	13.3%
Shopping	12.8%	9.7%	16.5%	9.9%	12.2%
Historical heritage	11.2%	10.9%	14.2%	11.8%	12.1%
Culture	10.0%	12.6%	13.7%	11.5%	12.1%
Nightlife	9.6%	10.3%	17.0%	10.6%	12.0%

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 BEACHES



What is the main motivation for their holidays?

	2022Q1	2022Q2	2022Q3	2022Q4	2022
Rest	48.4%	47.2%	42.8%	43.5%	45.3%
Enjoy family time	11.6%	11.5%	15.4%	22.5%	15.6%
Have fun	5.0%	4.4%	8.8%	8.8%	6.9%
Explore the destination	29.6%	35.3%	29.6%	22.4%	29.1%
Practice their hobbies	2.2%	1.7%	2.7%	2.6%	2.3%
Other reasons	3.1%	-	0.8%	0.2%	0.9%

How far in advance do they book their trip?

	2022Q1	2022Q2	2022Q3	2022Q4	2022
The same day	1.3%	0.9%	1.5%	0.7%	1.1%
Between 1 and 30 days	44.1%	36.9%	17.0%	27.3%	30.4%
Between 1 and 2 months	26.5%	38.0%	27.8%	41.2%	33.9%
Between 3 and 6 months	20.9%	20.9%	41.8%	23.9%	27.3%
More than 6 months	7.3%	3.3%	11.8%	7.0%	7.4%

% TOURISTS BOOKING MORE THAN 6 MONTHS IN ADVANCE



Picture: Freepik.com

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

	2022Q1	2022Q2	2022Q3	2022Q4	2022
Previous visits to the Canary Islands	44.8%	28.1%	36.1%	37.9%	36.3%
Friends or relatives	38.0%	37.8%	31.6%	37.9%	36.2%
Internet or social media	42.5%	51.5%	52.6%	43.3%	47.7%
Mass Media	0.8%	0.8%	0.8%	0.2%	0.6%
Travel guides and magazines	5.1%	5.1%	7.5%	4.5%	5.6%
Travel Blogs or Forums	10.6%	10.7%	8.0%	4.7%	8.3%
Travel TV Channels	0.3%	0.6%	0.3%	0.0%	0.3%
Tour Operator or Travel Agency	7.3%	14.8%	14.2%	9.5%	11.6%
Public administrations or similar	3.1%	0.6%	0.7%	0.0%	1.0%
Others	2.2%	2.5%	3.4%	3.3%	2.9%

* Multi-choise question

With whom did they book their flight and accommodation?

	2022Q1	2022Q2	2022Q3	2022Q4	2022
Flight					
- Directly with the airline	85.1%	77.8%	66.1%	76.9%	75.9%
- Tour Operator or Travel Agency	14.9%	22.2%	33.9%	23.1%	24.1%
Accommodation					
- Directly with the accommodation	68.8%	58.3%	51.1%	55.1%	57.6%
- Tour Operator or Travel Agency	31.2%	41.7%	48.9%	44.9%	42.4%

Where do they stay?

	2022Q1	2022Q2	2022Q3	2022Q4	2022
1-2-3* Hotel	14.1%	8.6%	11.1%	9.2%	10.6%
4* Hotel	20.2%	22.2%	23.3%	23.0%	22.3%
5* Hotel / 5* Luxury Hotel	2.1%	4.1%	5.0%	3.7%	3.9%
Aparthotel / Tourist Villa	18.0%	24.8%	18.4%	17.9%	19.8%
House/room rented in a private dwelli	18.4%	13.0%	13.4%	12.3%	14.0%
Private accommodation ⁽¹⁾	15.6%	14.0%	16.8%	23.5%	17.7%
Others (Cottage, cruise, camping,...)	11.6%	13.2%	12.0%	10.4%	11.8%

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

What do they book?

	2022Q1	2022Q2	2022Q3	2022Q4	2022
Room only	53.8%	49.8%	48.5%	52.0%	50.9%
Bed and Breakfast	11.0%	11.9%	10.9%	14.2%	12.0%
Half board	14.7%	15.7%	16.7%	13.3%	15.1%
Full board	2.8%	6.0%	5.7%	3.6%	4.6%
All inclusive	17.7%	16.5%	18.3%	16.8%	17.3%

50,9% of tourists book room only.



53.8%
2022Q1



48.5%
2022Q3



49.8%
2022Q2



52.0%
2022Q4

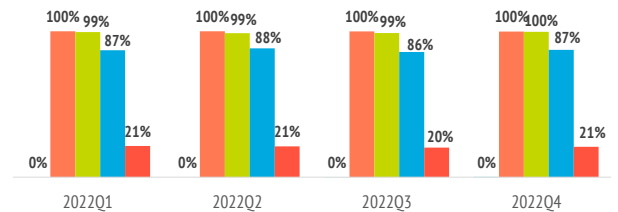
Other expenses

	2022Q1	2022Q2	2022Q3	2022Q4	TOTAL
Restaurants or cafes	72.5%	71.8%	67.1%	75.2%	71.6%
Supermarkets	69.1%	63.4%	66.8%	60.5%	64.7%
Car rental	48.5%	51.5%	49.5%	43.1%	48.0%
Organized excursions	15.3%	29.5%	33.5%	20.9%	25.3%
Taxi, transfer, chauffeur service	21.7%	27.0%	29.1%	23.1%	25.4%
Theme Parks	6.8%	8.3%	13.7%	8.0%	9.3%
Sport activities	5.4%	5.7%	10.3%	7.6%	7.4%
Museums	3.9%	11.7%	11.0%	9.1%	9.2%
Flights between islands	5.1%	8.9%	9.2%	6.1%	7.4%

Activities in the Canary Islands

Outdoor time per day	2022Q1	2022Q2	2022Q3	2022Q4	2022
0 hours	0.0%	0.0%	0.1%	0.2%	0.1%
1 - 2 hours	0.6%	1.3%	1.1%	0.2%	0.8%
3 - 6 hours	12.4%	10.5%	13.1%	12.4%	12.1%
7 - 12 hours	65.7%	67.2%	65.5%	66.5%	66.2%
More than 12 hours	21.3%	21.1%	20.3%	20.8%	20.8%

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



Activities in the Canary Islands	2022Q1	2022Q2	2022Q3	2022Q4	2022
Beach	81.3%	87.8%	87.0%	79.0%	83.8%
Walk, wander	80.2%	78.0%	76.8%	71.3%	76.2%
Explore the island on their own	58.9%	68.7%	64.3%	56.2%	62.1%
Swimming pool, hotel facilities	30.4%	43.7%	48.8%	36.2%	40.3%
Taste Canarian gastronomy	33.9%	28.8%	33.9%	23.9%	29.8%
Hiking	23.4%	25.6%	17.2%	17.1%	20.5%
Organized excursions	13.1%	18.6%	25.9%	13.2%	17.9%
Other Nature Activities	15.6%	19.4%	16.5%	13.1%	16.1%
Theme parks	10.0%	15.5%	18.5%	12.0%	14.2%
Wineries / markets / popular festi	11.0%	13.0%	20.7%	10.9%	14.0%
Museums / exhibitions	9.5%	14.8%	17.6%	9.6%	13.0%
Nightlife / concerts / shows	6.9%	10.7%	22.8%	8.9%	12.6%
Sea excursions / whale watching	10.6%	11.8%	15.9%	8.2%	11.6%
Surf	9.3%	9.3%	8.6%	7.9%	8.7%
Swim	13.0%	3.9%	7.3%	4.0%	6.7%
Practice other sports	2.6%	7.2%	9.3%	4.2%	6.0%
Beauty and health treatments	2.9%	6.5%	4.4%	5.4%	4.9%
Running	6.6%	3.7%	6.3%	3.0%	4.8%
Astronomical observation	4.2%	3.9%	4.7%	2.7%	3.8%
Scuba Diving	2.3%	1.9%	5.3%	3.1%	3.2%
Cycling / Mountain bike	2.5%	1.9%	3.2%	4.2%	3.0%
Windsurf / Kitesurf	1.1%	1.6%	3.4%	1.4%	1.9%
Golf	0.5%	1.4%	0.9%	0.5%	0.8%

* Multi-choise question

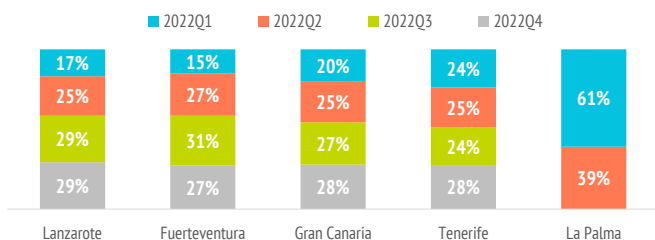
TOURIST PROFILE BY QUARTER OF TRIP (2022) ITALY

Which island do they choose?

Tourists (> 15 years old)	2022Q1	2022Q2	2022Q3	2022Q4	2022
Lanzarote	13,424	19,729	23,169	23,361	79,683
Fuerteventura	16,651	29,679	34,511	30,461	111,302
Gran Canaria	20,893	26,116	27,267	28,609	102,885
Tenerife	60,588	63,254	59,933	70,091	253,866
La Palma	336	215	0	0	551

Share by islands	2022Q1	2022Q2	2022Q3	2022Q4	2022
Lanzarote	12.0%	14.2%	16.0%	15.3%	14.5%
Fuerteventura	14.9%	21.4%	23.8%	20.0%	20.3%
Gran Canaria	18.7%	18.8%	18.8%	18.8%	18.8%
Tenerife	54.1%	45.5%	41.4%	46.0%	46.3%
La Palma	0.3%	0.2%	0.0%	0.0%	0.1%

% TOURISTS BY ISLAND AND QUARTER OF TRIP



How do they rate the Canary Islands?

Satisfaction (scale 0-10)	2022Q1	2022Q2	2022Q3	2022Q4	2022
Average rating	8.80	8.80	8.61	8.58	8.69

Experience in the Canary Islands	2022Q1	2022Q2	2022Q3	2022Q4	2022
Worse or much worse than expected	1.7%	3.1%	4.6%	4.5%	3.6%
Lived up to expectations	54.0%	45.4%	53.9%	45.8%	49.5%
Better or much better than expected	44.4%	51.5%	41.5%	49.7%	46.9%

Future intentions (scale 1-10)	2022Q1	2022Q2	2022Q3	2022Q4	2022
Return to the Canary Islands	8.94	8.84	8.62	8.79	8.79
Recommend visiting the Canary Islands	9.12	9.02	8.88	8.91	8.97

How many islands do they visit during their trip?

	2022Q1	2022Q2	2022Q3	2022Q4	2022
One island	89.8%	90.6%	84.6%	87.3%	87.9%
Two islands	8.0%	6.7%	14.5%	12.0%	10.5%
Three or more islands	2.2%	2.7%	0.9%	0.7%	1.6%

Sustainable destination

When booking a trip, do they tend to choose the most sustainable options?

■ No ■ Yes, even if it means some inconvenience (price, time, hassle, etc) ■ Yes, but only if it is not inconvenient

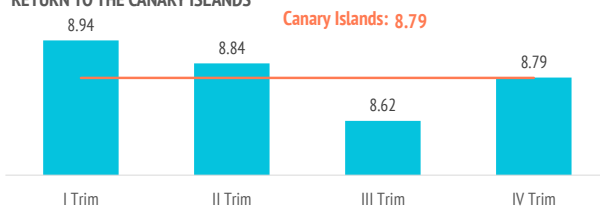
Quarter	No	Yes, even if it means some inconvenience (price, time, hassle, etc)	Yes, but only if it is not inconvenient
2022Q1	27.8%	26.3%	45.9%
2022Q2	32.0%	18.3%	49.6%
2022Q3	27.6%	17.5%	54.9%
2022Q4	24.1%	22.5%	53.4%

Would they be willing to spend more on travel to reduce their carbon footprint?

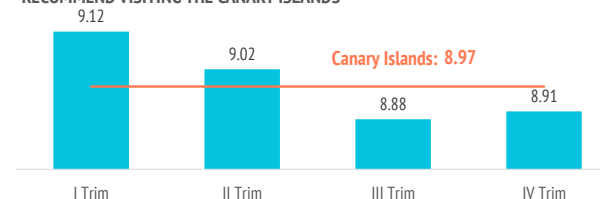
■ No ■ Yes, up to 5% more ■ Yes, up to 10% more ■ Yes, up to 20% more ■ Yes, over 20% more

Quarter	No	Yes, up to 5% more	Yes, up to 10% more	Yes, up to 20% more	Yes, over 20% more
2022Q1	31.1%	30.7%	22.6%	7.2%	8.3%
2022Q2	33.3%	26.1%	23.7%	7.9%	9.1%
2022Q3	26.2%	32.9%	23.5%	8.1%	9.3%
2022Q4	29.6%	32.5%	26.1%	8.7%	3.1%

RETURN TO THE CANARY ISLANDS



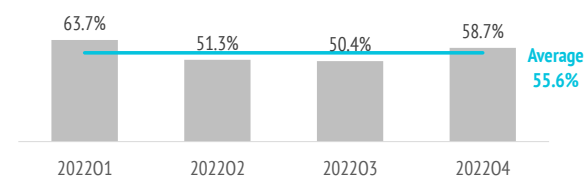
RECOMMEND VISITING THE CANARY ISLANDS



How many are loyal to the Canary Islands?

	2022Q1	2022Q2	2022Q3	2022Q4	2022
Repeat tourists	63.7%	51.3%	50.4%	58.7%	55.6%
At least 10 previous visits	18.8%	6.2%	12.2%	11.7%	11.9%
Repeat tourists (last 5 years)	56.9%	50.4%	43.5%	56.4%	51.6%
Repeat tourists (last 5 years)(5 or more visits)	13.7%	8.4%	12.2%	11.5%	11.3%

REPEAT TOURISTS



Perception during their stay*	2022Q1	2022Q2	2022Q3	2022Q4	2022
Quality of life on the island	8.3	8.4	8.3	8.3	8.3
Tolerance towards tourism	8.7	9.0	8.6	8.7	8.7
Cleanliness of the island	8.2	8.5	8.2	8.2	8.3
Air quality	8.5	9.1	8.6	8.7	8.7
Rational water consumption	7.1	7.7	7.8	7.4	7.5
Energy saving	6.8	7.5	7.3	7.2	7.2
Use of renewable energy	7.3	7.9	7.6	7.8	7.7
Recycling	6.6	7.1	7.0	6.8	6.9
Easy to get around by public transport	7.3	7.4	7.3	7.4	7.4
Overcrowding in tourist areas	6.8	7.1	7.0	7.2	7.0
Supply of local products	7.0	7.4	7.5	7.3	7.3

* Scale 0 - 10 (0 = Not important and 10 = Very important)

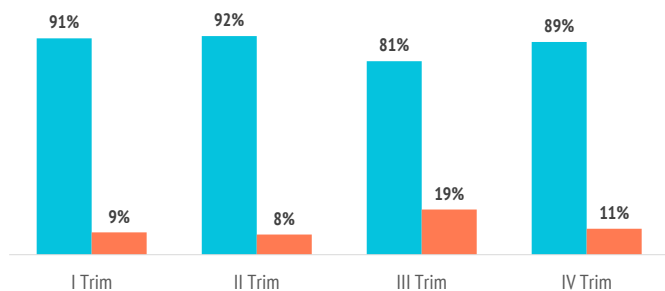
Where does the flight come from?



	2022Q1	2022Q2	2022Q3	2022Q4	2022
Italy	90.7%	91.6%	81.0%	89.1%	87.9%
Spanish Mainland	7.6%	6.1%	10.7%	8.5%	8.3%
United Kingdom	0.7%	0.3%	2.1%	0.5%	0.9%
Switzerland	0.0%	0.0%	1.7%	1.0%	0.7%
Others	1.0%	2.1%	4.4%	0.9%	2.1%

% TOURISTS BY QUARTER OF TRIP

Italy Others



Who do they come with?



	2022Q1	2022Q2	2022Q3	2022Q4	2022
Unaccompanied	14.7%	12.9%	8.2%	13.9%	12.3%
Only with partner	46.8%	41.9%	51.8%	44.9%	46.3%
Only with children (< 13 years old)	3.4%	6.4%	3.5%	3.2%	4.1%
Partner + children (< 13 years old)	4.1%	2.3%	3.8%	3.3%	3.4%
Other relatives	7.0%	7.7%	7.1%	8.9%	7.7%
Friends	14.5%	15.5%	10.8%	10.6%	12.7%
Work colleagues	0.0%	0.2%	1.0%	0.7%	0.5%
Organized trip	0.0%	1.0%	0.6%	0.5%	0.6%
Other combinations ⁽¹⁾	9.5%	12.0%	13.3%	14.0%	12.4%

(1) Different situations have been isolated

Tourists with children	9.6%	9.8%	9.2%	10.6%	9.8%
- Between 0 and 2 years old	0.0%	0.5%	0.2%	0.3%	0.3%
- Between 3 and 12 years old	9.3%	8.5%	8.6%	9.7%	9.0%
- Between 0 -2 and 3-12 years	0.3%	0.8%	0.3%	0.5%	0.5%
Tourists without children	90.4%	90.2%	90.8%	89.4%	90.2%
Group composition:					
- 1 person	18.2%	16.0%	14.1%	17.7%	16.4%
- 2 people	55.6%	56.3%	57.2%	52.2%	55.3%
- 3 people	9.9%	10.5%	14.5%	13.6%	12.3%
- 4 or 5 people	13.9%	14.8%	12.9%	14.4%	14.0%
- 6 or more people	2.3%	2.3%	1.3%	2.0%	2.0%
Average group size:	2.36	2.38	2.34	2.37	2.36

*People who share the main expenses of the trip



9,8% of tourists travel with children.



(under the age of 13)



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.

Who are they?



	2022Q1	2022Q2	2022Q3	2022Q4	2022
Gender					
Men	49.7%	50.0%	51.3%	52.8%	51.1%
Women	50.3%	50.0%	48.7%	47.2%	48.9%
Age					
Average age (tourist > 15 years old)	44.8	43.2	38.5	41.9	41.9
Standard deviation	16.3	16.3	15.6	15.6	16.1
Age range (> 15 years old)					
16 - 24 years old	13.0%	12.8%	22.2%	12.9%	15.3%
25 - 30 years old	12.8%	17.7%	17.8%	18.1%	16.9%
31 - 45 years old	28.3%	26.9%	26.9%	28.8%	27.7%
46 - 60 years old	23.4%	23.0%	22.1%	25.4%	23.5%
Over 60 years old	22.5%	19.6%	11.0%	14.8%	16.6%
Occupation					
Salaried worker	45.0%	43.2%	51.3%	46.5%	46.6%
Self-employed	14.5%	19.5%	19.7%	20.1%	18.7%
Unemployed	1.9%	2.8%	3.4%	1.8%	2.5%
Business owner	12.6%	7.1%	10.1%	6.4%	8.8%
Student	5.2%	11.2%	11.0%	7.2%	8.8%
Retired	18.2%	14.1%	3.0%	15.8%	12.5%
Unpaid domestic work	1.2%	0.3%	0.0%	2.2%	0.9%
Others	1.4%	1.8%	1.5%	0.0%	1.1%
Annual household income level					
Less than €25,000	28.0%	25.4%	25.2%	24.3%	25.6%
€25,000 - €49,999	44.4%	46.1%	41.8%	51.7%	46.2%
€50,000 - €74,999	18.5%	20.4%	21.6%	14.4%	18.6%
More than €74,999	9.1%	8.1%	11.4%	9.7%	9.6%
Education level					
No studies	0.9%	0.4%	0.4%	0.0%	0.4%
Primary education	2.4%	0.8%	2.2%	2.3%	1.9%
Secondary education	16.9%	17.9%	16.3%	16.7%	16.9%
Higher education	79.8%	80.9%	81.2%	81.0%	80.8%



AVERAGE AGE (> 15 years old)



% TOURISTS WITH INCOMES OVER €74,999

2022Q1 2022Q2 2022Q3 2022Q4



% SALARIED WORKER TOURISTS

