# Research Report USA.



Tourism goals: summary

**Market size & growth:** In 2019, the US market recorded 2.474 million overnights<sup>1)</sup> in Switzerland and 2.3 million overnights in 2022. With a market share of 6.25%, USA was the 3<sup>rd</sup> highest ranked source market (out of a total of 33 ST markets) in 2019. The growth rate for overnights was 42.3% between 2015 and 2019. Between 2019 and 2022, the development was -7.0%. The corresponding growth ranking was 3 and 12 respectively.

**Economic value:** USA ranks 9<sup>th</sup> with a daily expenditure value of CHF 280 (TMS 2017) and ranks 5<sup>th</sup> with a 58.9% share of \*\*\*\*/\*\*\*\* nights in 2019.

**First time visitors & length of stay:** With a 55.5% figure for first-time visitors, USA ranks 11<sup>th</sup> (TMS 2017). With a length of stay of 2.14 overnights it ranks 17<sup>th</sup>.

**Balance:** In 2019, the 50 largest Swiss destinations accounted for 84.4% of overnights from USA, while the percentage split amongst the small<sup>2)</sup> and very small<sup>3)</sup> destinations was 11.6% (=rank 29) and 4.0% (=rank 29) respectively. Finally, the percentage split of the low season months "March-May" and "September-November" was 20.6% (=rank 28) and 24.7% (=rank 6), respectively.

nights in hotels, unless otherwise stated
 <sup>2)</sup> 51<sup>st</sup> -200<sup>th</sup> largest destinations
 <sup>3)</sup> 201<sup>st</sup> largest destination and smaller

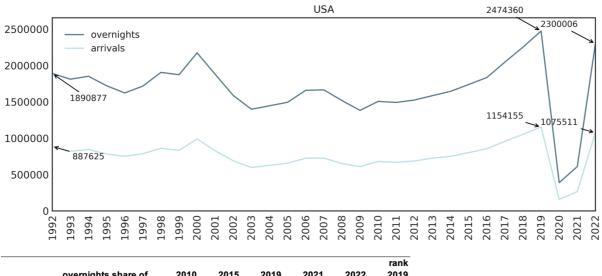
|                         |                                                                             | value    | rank |
|-------------------------|-----------------------------------------------------------------------------|----------|------|
| 1. market size & growth | 2019                                                                        | 2.474 M. | 3    |
| -                       | 2022                                                                        | 2.3 M.   | 3    |
|                         | 2015-19                                                                     | 42.3%    | 3    |
|                         | 2019-22                                                                     | -7.0%    | 12   |
| 2. economic value       | daily expenditures 2017 (TMS)                                               | 280      | 9    |
|                         | share ****/*****-nights 2019                                                | 58.9%    | 5    |
| 3. first time visitors  | share 2017 (TMS)                                                            | 55.5%    | 11   |
| 4. length of stay       | 2019                                                                        | 2.14     | 17   |
| 5. balance              | share off-season "March-May" of total year 2019                             | 20.6%    | 28   |
|                         | share off-season "Sept-Nov" of total year 2019                              | 24.7%    | 6    |
|                         | share small destinations (51 <sup>st</sup> -200 <sup>th</sup> largest) 2019 | 11.6%    | 29   |
|                         | share very small destinations (201st+) 2019                                 | 4.0%     | 29   |

Source: FSO/hotel statistics, unless otherwise stated

**Regions and destinations with a high market affinity:** In 2019, guests from USA typically preferred the regions of: Genf, Zürich Region and Basel Region. Moreover, these guests were most overrepresented in the five destinations of: Luzern, Lauterbrunnen, Orsières, Zürich and Genève.

Source: FSO/hotel statistics

# Overnight volume & development.



| overnights share of | 2010  | 2015  | 2019  | 2021  | 2022  | 2019 |
|---------------------|-------|-------|-------|-------|-------|------|
| all markets         | 4.2%  | 4.9%  | 6.3%  | 2.1%  | 6.0%  | 3    |
| markets abroad      | 7.4%  | 8.9%  | 11.4% | 7.1%  | 13.4% | 2    |
| overseas markets    | 28.9% | 22.3% | 26.3% | 35.0% | 37.7% | 1    |
|                     |       |       |       |       |       |      |

Source: FSO/hotel statistics

# Other key metrics.

|                                        |         |         |         |         |          |              | develo   | pment     | develo    | pment     |
|----------------------------------------|---------|---------|---------|---------|----------|--------------|----------|-----------|-----------|-----------|
|                                        |         |         |         |         |          | rank         |          | rank      |           | rank      |
|                                        | 2010    | 2015    | 2019    | 2021    | 2022     | 2019         | 2015-19  | 2015-19   | 2019-22   | 2019-22   |
| overnights in millions                 | 1.506   | 1.739   | 2.474   | 0.610   | 2.300    | 3            | 42.3%    | 3         | -7.0%     | 12        |
| length of stay (overnigths/arrivals)   | 2.215   | 2.167   | 2.144   | 2.293   | 2.139    | 18           | -2.0%    | 11        | -0.5%     | 27        |
| density (overnights/1'000 inhabitants) | 4.871   | 5.406   | 7.497   | 1.840   | 6.918    | 21           | 38.7%    | 3         | -7.7%     | 11        |
| GDP per capita in USD                  | 48'659  | 56'607  | 64'782  | 70'264  | 76'195   | 5            | 14.4%    | 16        | 17.6%     | 7         |
| population in millions                 | 309.273 | 321.622 | 330.046 | 331.820 | 332.482  | 3            | 2.6%     | 16        | 0.7%      | 21        |
|                                        |         |         |         | Source: | FSO/hote | l statistics | Oxford E | Economics | : GDP & p | opulation |

Guest origin.

(leisure tourists in Swiss hotels & supplementary accommodations)

| Maximum         Maximum         Maximum         California         18.2%         12.3           Maximum         Maximum         Maximum         New York         11.5%         6.1           Maximum         Maximum         Message         Message         Message         10.1           Maximum         Maximum         Message         Message         11.0%         19.1           Mountain St.         9.2%         7.6         10.1         10.1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            | ·                                       | overnight-   | inhabitant-   |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------|--------------|---------------|
| Alternation     California     18.2%     12.3       Waterball     Market M |                                         | share        | share         |
| New York 11.5% 6.1<br>West South Central St. 11.0% 19.1<br>Mountain St. 9.2% 7.6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                         | a 18.2%      | 12.3%         |
| West South Central St. 11.0% 19.1<br>Mountain St. 9.2% 7.6<br>Mid Atlantia St. 70%                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | New Yo                                  | 'k 11.5%     | 6.1%          |
| Mountain St. 9.2% 7.6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | West South Central                      | t. 11.0%     | 19.1%         |
| Mid-Atlantic St. 7.9% 8.8                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Modarit tare Mountain                   | t. 9.2%      | 7.6%          |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | Other South Address States Mid-Atlantic | t. 7.9%      | 8.8%          |
| Pacific St. w/o California 7.8% 4.3                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | Pacific St. w/o Californ                | a 7.8%       | 4.3%          |
| East Central St. w/o Illinois 7.6% 16.5                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | East Central St. w/o Illing             | s 7.6%       | 16.5%         |
| New England 6.8% 4.6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | New Engla                               | d 6.8%       | 4.6%          |
| Pennsylvania and New Jersey 6.8% 6.8                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Pennsylvania and New Jers               | y 6.8%       | 6.8%          |
| Florida 6.7% 6.6                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Flori                                   | a 6.7%       | 6.6%          |
| Illinois 4.3% 4.0                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Illine                                  | is 4.3%      | 4.0%          |
| Other South Atlantic St. 1.9% 4.8                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | Other South Atlantic                    | t. 1.9%      | 4.8%          |
| Islands 0.5% 1.1                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Islan                                   | ls 0.5%      | 1.1%          |
| source: TMS 2017 public source:                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | SOL                                     | xe: TMS 2017 | public source |

### Geographical distribution in Switzerland.

| Total |       |       |         |             |       |       |      |         |         |         |         |         |
|-------|-------|-------|---------|-------------|-------|-------|------|---------|---------|---------|---------|---------|
|       |       |       | overnig | hts in mill | ons   | ON st | are  | ON deve | lopment | ON deve | lopment |         |
|       |       |       |         |             |       |       |      | rank    |         | rank    |         | rank    |
|       |       | 2010  | 2015    | 2019        | 2021  | 2022  | 2019 | 2019    | 2015-19 | 2015-19 | 2019-22 | 2019-22 |
|       | total | 1.506 | 1.739   | 2.474       | 0.610 | 2.300 | 6.3% | 3       | 42.3%   | 3       | -7.0%   | 12      |
|       |       |       |         |             |       |       |      |         |         |         |         |         |

#### Large vs. small destinations

|                                        | overnights in millons |       |       |       | ON sh | are   | ON development |         | ON development |         |         |
|----------------------------------------|-----------------------|-------|-------|-------|-------|-------|----------------|---------|----------------|---------|---------|
|                                        |                       |       |       |       |       | rank  |                | rank    | rank           |         |         |
|                                        | 2010                  | 2015  | 2019  | 2021  | 2022  | 2019  | 2019           | 2015-19 | 2015-19        | 2019-22 | 2019-22 |
| large destinations (top 10)            | 0.908                 | 1.064 | 1.551 | 0.363 | 1.415 | 10.8% | 2              | 45.8%   | 3              | -8.8%   | 13      |
| mid-sized destinations (11-50)         | 0.352                 | 0.406 | 0.567 | 0.155 | 0.586 | 5.1%  | 3              | 39.8%   | 7              | 3.2%    | 9       |
| small destinations (51-200)            | 0.163                 | 0.198 | 0.270 | 0.067 | 0.213 | 3.0%  | 5              | 35.8%   | 6              | -21.1%  | 17      |
| very small destinations (201-smallest) | 0.084                 | 0.071 | 0.087 | 0.026 | 0.087 | 1.7%  | 7              | 22.8%   | 7              | 0.2%    | 11      |

#### Tourism zone

|              | overnights in millons |       |       |       | ON sh | are   | ON deve | opment  | ON development |         |         |
|--------------|-----------------------|-------|-------|-------|-------|-------|---------|---------|----------------|---------|---------|
|              |                       |       |       |       |       |       | rank    |         | rank           |         | rank    |
|              | 2010                  | 2015  | 2019  | 2021  | 2022  | 2019  | 2019    | 2015-19 | 2015-19        | 2019-22 | 2019-22 |
| big cities   | 0.778                 | 0.878 | 1.223 | 0.306 | 1.130 | 10.2% | 2       | 39.3%   | 3              | -7.6%   | 11      |
| mountain     | 0.375                 | 0.440 | 0.692 | 0.174 | 0.695 | 4.1%  | 5       | 57.4%   | 5              | 0.5%    | 12      |
| rural        | 0.039                 | 0.043 | 0.049 | 0.015 | 0.037 | 1.5%  | 7       | 13.9%   | 11             | -25.5%  | 19      |
| small cities | 0.314                 | 0.378 | 0.510 | 0.115 | 0.438 | 7.1%  | 3       | 35.1%   | 2              | -14.1%  | 17      |

#### Language zone

|                              | overnights in millons |       |       |       |       | ( | ON sha | are  | ON devel | opment  | ON development |         |  |
|------------------------------|-----------------------|-------|-------|-------|-------|---|--------|------|----------|---------|----------------|---------|--|
|                              |                       |       |       |       |       |   |        | rank |          | rank    | rank           |         |  |
|                              | 2010                  | 2015  | 2019  | 2021  | 2022  | 2 | 2019   | 2019 | 2015-19  | 2015-19 | 2019-22        | 2019-22 |  |
| French speaking area         | 0.375                 | 0.402 | 0.549 | 0.146 | 0.486 | 6 | 6.7%   | 3    | 36.5%    | 2       | -11.5%         | 12      |  |
| German speaking area         | 1.078                 | 1.282 | 1.847 | 0.439 | 1.735 | 6 | 6.5%   | 3    | 44.1%    | 3       | -6.1%          | 13      |  |
| Italian speaking area        | 0.049                 | 0.052 | 0.076 | 0.025 | 0.076 | 3 | 3.1%   | 4    | 44.2%    | 6       | 0.9%           | 13      |  |
| Rhaeto Romanic language zone | 0.004                 | 0.003 | 0.003 | 0.001 | 0.003 | 0 | ).5%   | 8    | 8.7%     | 10      | 0.5%           | 14      |  |

#### Tourism region

|                             | overnights in millons |       |       |       | ON sh | are   | ON deve | opment  | ON development |         |         |
|-----------------------------|-----------------------|-------|-------|-------|-------|-------|---------|---------|----------------|---------|---------|
|                             |                       |       |       |       |       |       | rank    |         | rank           |         | rank    |
|                             | 2010                  | 2015  | 2019  | 2021  | 2022  | 2019  | 2019    | 2015-19 | 2015-19        | 2019-22 | 2019-22 |
| Zürich Region               | 0.388                 | 0.450 | 0.644 | 0.165 | 0.613 | 9.9%  | 3       | 43.0%   | 2              | -4.8%   | 12      |
| Bern Region                 | 0.166                 | 0.225 | 0.356 | 0.084 | 0.365 | 6.6%  | 4       | 58.3%   | 7              | 2.5%    | 16      |
| Luzern / Vierwaldstättersee | 0.208                 | 0.249 | 0.347 | 0.059 | 0.298 | 8.9%  | 3       | 39.1%   | 6              | -13.9%  | 19      |
| Genf                        | 0.235                 | 0.255 | 0.326 | 0.080 | 0.301 | 10.2% | 2       | 27.5%   | 3              | -7.6%   | 12      |
| Wallis                      | 0.102                 | 0.122 | 0.212 | 0.061 | 0.220 | 5.0%  | 4       | 74.0%   | 9              | 3.6%    | 12      |
| Waadt                       | 0.106                 | 0.106 | 0.159 | 0.047 | 0.135 | 5.4%  | 3       | 49.8%   | 2              | -14.9%  | 10      |
| Basel Region                | 0.112                 | 0.130 | 0.155 | 0.034 | 0.127 | 9.1%  | 3       | 18.7%   | 17             | -18.0%  | 14      |
| Graubünden                  | 0.077                 | 0.082 | 0.121 | 0.031 | 0.104 | 2.3%  | 4       | 47.3%   | 8              | -14.2%  | 22      |
| Tessin                      | 0.048                 | 0.051 | 0.072 | 0.024 | 0.073 | 3.1%  | 4       | 40.3%   | 6              | 1.5%    | 11      |
| Ostschweiz                  | 0.031                 | 0.030 | 0.034 | 0.009 | 0.028 | 1.8%  | 3       | 11.3%   | 7              | -18.6%  | 16      |
| Aargau und Solothurn Region | 0.015                 | 0.018 | 0.024 | 0.009 | 0.019 | 2.3%  | 6       | 36.6%   | 8              | -21.2%  | 19      |
| Jura & Drei-Seen-Land       | 0.012                 | 0.011 | 0.014 | 0.003 | 0.010 | 2.5%  | 5       | 23.6%   | 14             | -30.7%  | 16      |
| Fribourg Region             | 0.006                 | 0.007 | 0.010 | 0.002 | 0.007 | 2.2%  | 5       | 44.6%   | 8              | -35.2%  | 15      |

Source: FSO/hotel statistics

Example: Tourists from USA generate the most overnight stays in Zürich Region of any Swiss region, namely 0.644 million in 2019 (the table is sorted by the total number of 2019 overnight stays, thus Zürich Region appears at the top of the list). From Zürich Region's perspective, 9.9% of their total tourism volume comes from USA, making this source market the 3<sup>rd</sup> most important market for this region (out of 33 ST markets overall). With a 43.0% development in overnight stays between 2015 and 2019, USA ranks 2<sup>nd</sup>. In other words, in reference to the development of overnight stays, 1 other source markets had a stronger performance and 31 had a weaker performance.

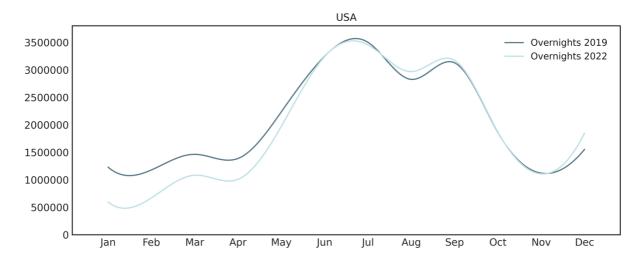
#### Top 50 destinations

|                   |       | overnig | hts in millo | ons   |       | ON sha | re   | ON development |           | ON development |           |
|-------------------|-------|---------|--------------|-------|-------|--------|------|----------------|-----------|----------------|-----------|
|                   |       |         |              |       |       |        | rank |                | rank      |                | rank      |
| overnights        | 2010  | 2015    | 2019         | 2021  | 2022  | 2019   | 2019 | 2015-19        | 2015-19   | 2019-22        | 2019-22   |
| Zürich            | 0.251 | 0.303   | 0.476        | 0.121 | 0.446 | 13.1%  | 2    | 56.9%          | 2         | -6.2%          | 12        |
| Luzern            | 0.147 | 0.195   | 0.266        | 0.043 | 0.219 | 19.3%  | 2    | 36.2%          | 5         | -17.8%         | 16        |
| Genève            | 0.181 | 0.195   | 0.253        | 0.06  | 0.212 | 11.6%  | 2    | 29.9%          | 2         | -16.1%         | 20        |
| Zermatt           | 0.068 | 0.08    | 0.144        | 0.038 | 0.165 | 9.5%   | 2    | 81.2%          | 9         | 14.2%          | 10        |
| Basel             | 0.104 | 0.121   | 0.142        | 0.03  | 0.117 | 10.1%  | 3    | 17.3%          | 22        | -17.5%         | 16        |
| Lauterbrunnen     | 0.042 | 0.065   | 0.103        | 0.02  | 0.096 | 18.8%  | 2    | 58.0%          | 13        | -7.5%          | 18        |
| Opfikon           | 0.049 | 0.054   | 0.074        | 0.02  | 0.063 | 9.9%   | 2    | 35.7%          | 3         | -14.5%         | 15        |
| Bern              | 0.033 | 0.041   | 0.069        | 0.016 | 0.064 | 8.3%   | 3    | 68.3%          | 3         | -7.4%          | 19        |
| Lausanne          | 0.046 | 0.042   | 0.067        | 0.019 | 0.056 | 6.7%   | 3    | 59.2%          | 9         | -15.8%         | 14        |
| Interlaken        | 0.032 | 0.037   | 0.06         | 0.019 | 0.076 | 7.7%   | 6    | 64.1%          | 3         | 26.6%          | 14        |
| St. Moritz        | 0.034 | 0.033   | 0.054        | 0.014 | 0.05  | 7.1%   | 3    | 63.7%          | 9         | -7.3%          | 23        |
| Grindelwald       | 0.018 | 0.027   | 0.044        | 0.011 | 0.06  | 6.6%   | 4    | 64.1%          | 9         | 37.0%          | 16        |
| Montreux          | 0.021 | 0.028   | 0.041        | 0.017 | 0.042 | 8.4%   | 2    | 45.8%          | 8         | 1.5%           | 10        |
| Lugano            | 0.024 | 0.027   | 0.038        | 0.011 | 0.041 | 7.5%   | 4    | 41.6%          | 10        | 5.9%           | 17        |
| Meyrin            | 0.031 | 0.033   | 0.03         | 0.006 | 0.048 | 7.2%   | 2    | -9.4%          | 19        | 57.4%          | 5         |
| Kloten            | 0.027 | 0.03    | 0.027        | 0.009 | 0.045 | 10.0%  | 2    | -9.7%          | 6         | 69.5%          | 19        |
| Engelberg         | 0.009 | 0.009   | 0.02         | 0.002 | 0.016 | 5.7%   | 6    | 136.1%         | 4         | -20.2%         | 18        |
| Davos             | 0.013 | 0.017   | 0.02         | 0.004 | 0.01  | 2.2%   | 4    | 16.3%          | 10        | -48.7%         | 25        |
| Le Grand-Saconnex | 0.013 | 0.012   | 0.019        | 0.006 | 0.022 | 8.6%   | 4    | 55.6%          | 25        | 18.8%          | 7         |
| Rümlang           | 0.017 | 0.013   | 0.017        | 0.003 | 0.016 | 6.5%   | 3    | 30.1%          | 10        | -4.6%          | 20        |
| Saanen            | 0.007 | 0.009   | 0.014        | 0.005 | 0.013 | 3.9%   | 5    | 49.4%          | 12        | -9.0%          | 13        |
| Val de Bagnes     | 0.003 | 0.006   | 0.012        | 0.004 | 0.012 | 6.8%   | 4    | 95.0%          | 4         | 3.2%           | 14        |
| Paradiso          | 0.009 | 0.008   | 0.012        | 0.006 | 0.011 | 6.2%   | 4    | 44.9%          | 4         | -7.1%          | 13        |
| Crans-Montana     | 0.009 | 0.01    | 0.012        | 0.000 | 0.004 | 5.1%   | 4    | 20.6%          | 12        | -69.5%         | 33        |
| Saas-Fee          | 0.006 | 0.008   | 0.01         | 0.007 | 0.007 | 3.2%   | 4    | 37.1%          | 13        | -29.4%         | 10        |
| Vernier           | 0.002 | 0.005   | 0.01         | 0.002 | 0.006 | 8.1%   | 3    | 90.4%          | 2         | -38.4%         | 10        |
| Unterseen         | 0.002 | 0.007   | 0.01         | 0.002 | 0.013 | 7.0%   | 6    | 48.3%          | 14        | 30.4%          | 21        |
| Zug               | 0.008 | 0.007   | 0.009        | 0.002 | 0.008 | 8.3%   | 3    | -7.6%          | 13        | -12.1%         | 18        |
| Pratteln          | 0.004 | 0.006   | 0.009        | 0.003 | 0.006 | 8.5%   | 3    | 57.6%          | 7         | -33.1%         | 10        |
| Orsières          | 0.004 | 0.000   | 0.009        | 0.002 | 0.008 | 17.1%  | 3    | 131.9%         | 12        | -10.3%         | 12        |
| Kriens            | 0.001 | 0.004   | 0.009        | 0.002 | 0.008 | 8.5%   | 3    | 166.7%         | 12        | 59.2%          | 10        |
| Stansstad         | 0.004 | 0.003   | 0.009        | 0.002 | 0.014 | 6.9%   | 5    | 818.7%         | 15        | -95.7%         | 24        |
|                   |       |         |              |       |       |        |      |                |           |                |           |
| Winterthur        | 0.006 | 0.005   | 0.008        | 0.001 | 0.004 |        | 3    | 53.5%          | 5         | -50.6%         | 26        |
| Schaffhausen      | 0.006 | 0.007   | 0.008        | 0.002 | 0.005 |        | 3    | 22.9%          | 6         | -41.6%         | 20        |
| Chur              | 0.004 | 0.005   | 0.008        | 0.002 | 0.008 |        | 4    | 66.7%          | 9         | -2.2%          | 16        |
| Neuchâtel         | 0.007 | 0.006   | 0.008        | 0.002 | 0.005 | 6.1%   | 3    | 33.5%          | 9         | -33.1%         | 19        |
| Vevey             | 0.006 | 0.006   | 0.007        | 0.001 | 0.005 | 7.2%   | 3    | 26.5%          | 6         | -32.3%         | 18        |
| Lancy             | 0.004 | 0.006   | 0.007        | 0.001 | 0.004 | 5.3%   | 5    | 21.1%          | 8         | -47.1%         | 17        |
| Pontresina        | 0.004 | 0.005   | 0.006        | 0.002 | 0.007 | 2.1%   | 5    | 40.4%          | 7         | 14.3%          | 10        |
| Solothurn         | 0.002 | 0.004   | 0.006        | 0.001 | 0.003 | 6.0%   | 3    | 75.3%          | 9         | -51.7%         | 21        |
| St. Gallen        | 0.004 | 0.006   | 0.006        | 0.002 | 0.006 | 2.5%   | 3    | 5.9%           | 26        | -1.4%          | 11        |
| Wilderswil        | 0.003 | 0.006   | 0.006        | 0.001 | 0.004 | 4.9%   | 6    | -4.0%          | 23        | -33.9%         | 24        |
| Kandersteg        | 0.003 | 0.003   | 0.006        | 0.001 | 0.005 | 5.6%   | 4    | 78.2%          | 15        | -6.1%          | 24        |
| Ormont-Dessus     | 0.002 | 0.001   | 0.006        | 0     | 0.007 | 11.1%  | 2    | 996.6%         | 3         | 26.0%          | 3         |
| Weggis            | 0.003 | 0.004   | 0.005        | 0.002 | 0.006 | 2.4%   | 6    | 41.1%          | 17        | 15.5%          | 7         |
| Baden             | 0.004 | 0.007   | 0.005        | 0.001 | 0.004 | 4.6%   | 4    | -19.7%         | 27        | -25.8%         | 16        |
| Ascona            | 0.004 | 0.004   | 0.005        | 0.002 | 0.006 | 1.3%   | 4    | 32.1%          | 12        | 15.1%          | 7         |
| Adelboden         | 0.001 | 0.002   | 0.005        | 0.002 | 0.003 | 2.5%   | 6    | 231.5%         | 9         | -34.9%         | 21        |
| Nyon              | 0.004 | 0.002   | 0.005        | 0.001 | 0.003 | 9.3%   | 4    | 108.5%         | 10        | -32.0%         | 24        |
| Beatenberg        | 0.003 | 0.003   | 0.005        | 0.001 | 0.004 | 3.6%   | 5    | 78.7%          | 7         | -25.4%         | 28        |
|                   |       |         |              |       |       |        |      | 6              | ource: ES | SO/hotel s     | tatistics |

Source: FSO/hotel statistics

How to read this table: see reading example on page 3.

# Seasonal distribution.



Summer, winter

|                    | overnights in millons |       |       |       | ON sh | are  | ON deve | lopment | ON development |         |         |
|--------------------|-----------------------|-------|-------|-------|-------|------|---------|---------|----------------|---------|---------|
|                    |                       |       |       |       |       |      | rank    |         | rank           |         | rank    |
|                    | 2010                  | 2015  | 2019  | 2021  | 2022  | 2019 | 2019    | 2015-19 | 2015-19        | 2019-22 | 2019-22 |
| summer (May-Oct)   | 1.009                 | 1.158 | 1.681 | 0.434 | 1.668 | 7.4% | 3       | 45.1%   | 4              | -0.7%   | 15      |
| winter (Nov-April) | 0.497                 | 0.581 | 0.794 | 0.177 | 0.632 | 4.7% | 3       | 36.6%   | 6              | -20.4%  | 18      |

Summer core, winter core, off-season

|                              |       | overnights in millons |       |       |       | ON sha | are  | ON deve | lopment | ON development |         |  |
|------------------------------|-------|-----------------------|-------|-------|-------|--------|------|---------|---------|----------------|---------|--|
|                              |       |                       |       |       |       |        | rank |         | rank    |                | rank    |  |
|                              | 2010  | 2015                  | 2019  | 2021  | 2022  | 2019   | 2019 | 2015-19 | 2015-19 | 2019-22        | 2019-22 |  |
| off-season I (March-May)     | 0.320 | 0.378                 | 0.509 | 0.030 | 0.406 | 5.6%   | 3    | 34.5%   | 5       | -20.1%         | 17      |  |
| off-season II (Sept-Nov)     | 0.384 | 0.428                 | 0.612 | 0.274 | 0.615 | 6.9%   | 3    | 43.0%   | 3       | 0.6%           | 15      |  |
| summer core months (Jun-Aug) | 0.570 | 0.663                 | 0.958 | 0.206 | 0.967 | 7.4%   | 3    | 44.4%   | 4       | 0.9%           | 11      |  |
| winter core months (Dez-Feb) | 0.233 | 0.270                 | 0.396 | 0.100 | 0.312 | 4.5%   | 4    | 46.8%   | 6       | -21.3%         | 18      |  |

#### Months

|           |       | overnig | ghts in mill | ons   |       | ON sh | are  | ON development |         | ON development |         |
|-----------|-------|---------|--------------|-------|-------|-------|------|----------------|---------|----------------|---------|
|           |       |         |              |       |       |       | rank |                | rank    |                | rank    |
|           | 2010  | 2015    | 2019         | 2021  | 2022  | 2019  | 2019 | 2015-19        | 2015-19 | 2019-22        | 2019-22 |
| January   | 0.079 | 0.089   | 0.123        | 0.008 | 0.060 | 4.3%  | 4    | 37.7%          | 6       | -51.5%         | 20      |
| February  | 0.076 | 0.086   | 0.118        | 0.007 | 0.067 | 3.8%  | 5    | 37.6%          | 6       | -43.2%         | 19      |
| March     | 0.103 | 0.120   | 0.146        | 0.007 | 0.108 | 4.4%  | 4    | 22.3%          | 7       | -26.0%         | 20      |
| April     | 0.082 | 0.105   | 0.139        | 0.010 | 0.101 | 5.2%  | 3    | 32.5%          | 10      | -27.3%         | 19      |
| Мау       | 0.135 | 0.154   | 0.224        | 0.013 | 0.197 | 7.4%  | 3    | 45.3%          | 5       | -11.8%         | 15      |
| June      | 0.204 | 0.228   | 0.325        | 0.025 | 0.324 | 8.5%  | 3    | 42.2%          | 6       | -0.2%          | 10      |
| July      | 0.205 | 0.238   | 0.350        | 0.065 | 0.346 | 7.7%  | 3    | 47.1%          | 4       | -1.3%          | 17      |
| August    | 0.161 | 0.197   | 0.283        | 0.115 | 0.297 | 6.3%  | 3    | 43.8%          | 5       | 5.0%           | 14      |
| September | 0.190 | 0.208   | 0.313        | 0.127 | 0.317 | 8.4%  | 3    | 50.2%          | 2       | 1.4%           | 16      |
| October   | 0.115 | 0.133   | 0.186        | 0.088 | 0.187 | 6.1%  | 4    | 40.3%          | 7       | 0.3%           | 15      |
| November  | 0.079 | 0.086   | 0.112        | 0.060 | 0.111 | 5.4%  | 3    | 29.8%          | 5       | -1.2%          | 17      |
| December  | 0.078 | 0.095   | 0.155        | 0.085 | 0.185 | 5.4%  | 3    | 63.6%          | 5       | 19.1%          | 6       |

Source: FSO/hotel statistics

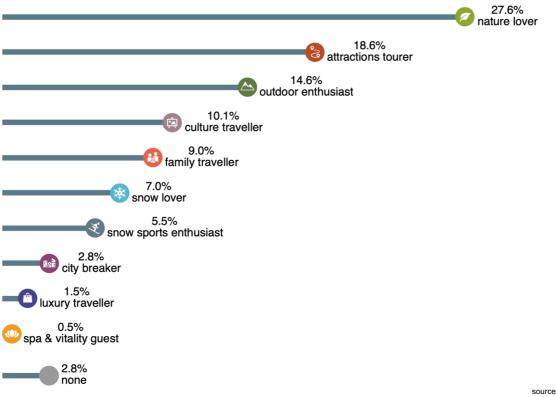
How to read these tables: see reading example on page 3.

#### Structural facts of leisure travelers.

(leisure tourists in Swiss hotels & supplementary accommodations)

| age               | accommodation     | touring                    | through CH border |
|-------------------|-------------------|----------------------------|-------------------|
| 16-35 years 38.1% | hotel 54.0%       | no 18.5%                   | airplane 75.0%    |
| 36-55 years 37.0% | suppl. acc. 46.0% | yes with 1 CH-Dest. 13.7%  | train 13.2%       |
| 56+ 25.0%         |                   | yes with 2+ CH-Dest. 67.8% | other 11.8%       |
|                   |                   |                            | source: TMS 2017  |

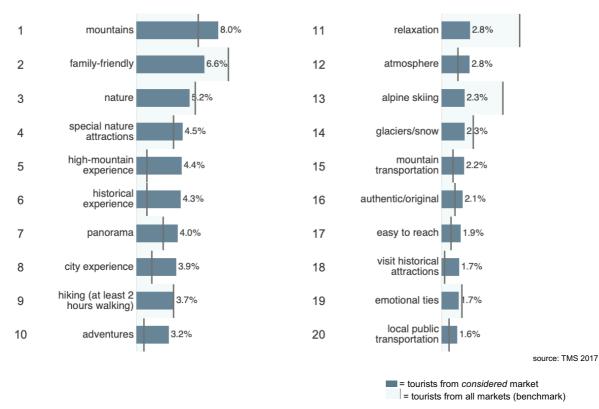
Guest segments. (leisure tourists in Swiss hotels & supplementary accommodations, single choice)



source: TMS 2017

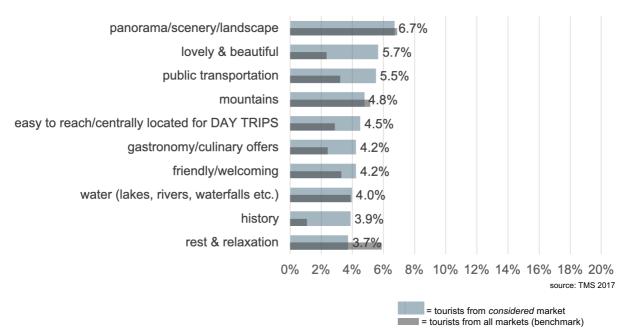
#### Main travel reasons for Switzerland travelers.

(leisure tourists in Swiss hotels & supplementary accommodations, single choice)



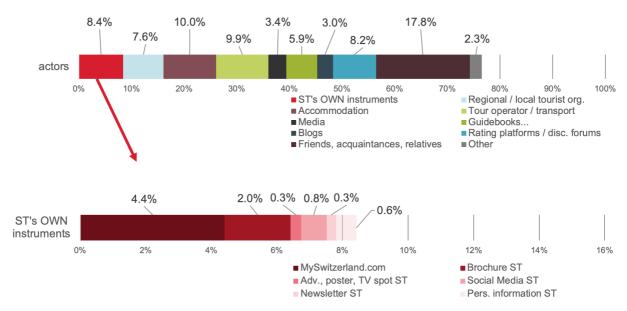
#### Switzerland's tourism strengths.

(leisure tourists in Swiss hotels & supplementary accommodations, open answers)



#### External influence of tourists in their travel decisions.

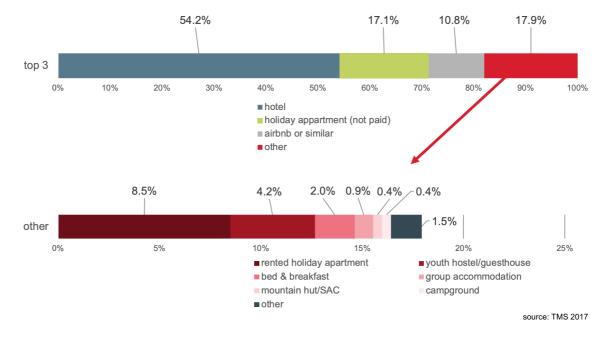
(leisure tourists in Swiss hotels & supplementary accommodations | degree of influence by sources of information)



The total ST influence (including ST contributions to instruments like media, tour operator...) is **21.2%.** 

#### Type of accommodation.

(leisure tourists in Swiss hotels & supplementary accommodations)



#### Contact.

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localized annual planning market forecast Tourism Monitor Switzerland 2017

# Appendix: affinity, share off-season, length of stay, \*\*\*\*/\*\*\*\*\* ON share.

| Total |      |             |        |           |      |               |         |
|-------|------|-------------|--------|-----------|------|---------------|---------|
|       |      | share off s | season | length of | stay | ****/***** OI | N share |
|       |      |             | rank   |           | rank |               | rank    |
|       |      | 2019        | 2019   | 2019      | 2019 | 2019          | 2019    |
| total | n.a. | 45.3%       | 20     | 2.144     | 17   | 58.9%         | 5       |

#### Large vs. small destinations

|                                        | affinity |      | share off s | season | length of | stay | ****/***** OI | N share |
|----------------------------------------|----------|------|-------------|--------|-----------|------|---------------|---------|
|                                        | 0040     | rank | 0040        | rank   | 0040      | rank | 2010          | rank    |
|                                        | 2019     | 2019 | 2019        | 2019   | 2019      | 2019 | 2019          | 2019    |
| large destinations (top 10)            | 1.724    | 5    | 46.6%       | 19     | 2.170     | 13   | 67.4%         | 2       |
| mid-sized destinations (11-50)         | 0.81     | 24   | 42.4%       | 20     | 2.047     | 16   | 48.2%         | 14      |
| small destinations (51-200)            | 0.486    | 29   | 44.5%       | 23     | 2.190     | 12   | 43.4%         | 7       |
| very small destinations (201-smallest) | 0.271    | 25   | 43.4%       | 22     | 2.210     | 10   | 24.0%         | 6       |

#### Tourism zone

|              | affinity |      | share off | season | length of | fstay | ****/***** OI | N share |
|--------------|----------|------|-----------|--------|-----------|-------|---------------|---------|
|              |          | rank |           | rank   |           | rank  |               | rank    |
|              | 2019     | 2019 | 2019      | 2019   | 2019      | 2019  | 2019          | 2019    |
| big cities   | 1.625    | 9    | 48.7%     | 24     | 2.045     | 11    | 64.7%         | 4       |
| mountain     | 0.654    | 25   | 35.8%     | 18     | 2.322     | 19    | 46.6%         | 8       |
| rural        | 0.233    | 29   | 45.9%     | 22     | 2.328     | 9     | 26.3%         | 14      |
| small cities | 1.129    | 8    | 49.8%     | 16     | 2.153     | 8     | 64.8%         | 2       |

#### Language zone

|                              | affinity |      | share off s | season | length of | stay ****/***** C |       | N share |
|------------------------------|----------|------|-------------|--------|-----------|-------------------|-------|---------|
|                              |          | rank |             | rank   |           | rank              |       | rank    |
|                              | 2019     | 2019 | 2019        | 2019   | 2019      | 2019              | 2019  | 2019    |
| French speaking area         | 1.066    | 16   | 47.6%       | 19     | 2.275     | 11                | 60.4% | 5       |
| German speaking area         | 1.044    | 14   | 44.5%       | 16     | 2.106     | 19                | 58.7% | 5       |
| Italian speaking area        | 0.497    | 20   | 47.4%       | 15     | 2.192     | 7                 | 53.6% | 4       |
| Rhaeto Romanic language zone | 0.072    | 21   | 35.7%       | 9      | 2.144     | 15                | 22.7% | 4       |

#### Tourism region

|                             | affinity |      | share off s | off season length |       | fstay | ****/***** ON sha |          |
|-----------------------------|----------|------|-------------|-------------------|-------|-------|-------------------|----------|
|                             |          | rank |             | rank              |       | rank  |                   | rank     |
|                             | 2019     | 2019 | 2019        | 2019              | 2019  | 2019  | 2019              | 2019     |
| Zürich Region               | 1.576    | 9    | 47.8%       | 24                | 1.887 | 12    | 62.6%             | 4        |
| Bern Region                 | 1.051    | 16   | 40.4%       | 18                | 2.285 | 18    | 43.7%             | 6        |
| Luzern / Vierwaldstättersee | 1.417    | 9    | 48.2%       | 12                | 1.989 | 17    | 62.9%             | 3        |
| Genf                        | 1.626    | 12   | 50.5%       | 24                | 2.237 | 12    | 63.0%             | 4        |
| Wallis                      | 0.796    | 17   | 33.6%       | 24                | 2.290 | 18    | 53.1%             | 5        |
| Waadt                       | 0.859    | 19   | 48.2%       | 19                | 2.515 | 7     | 65.7%             | 9        |
| Basel Region                | 1.449    | 7    | 50.3%       | 17                | 2.375 | 11    | 73.3%             | 2        |
| Graubünden                  | 0.369    | 20   | 30.5%       | 17                | 2.471 | 20    | 56.4%             | 8        |
| Tessin                      | 0.498    | 20   | 47.7%       | 16                | 2.135 | 8     | 56.1%             | 4        |
| Ostschweiz                  | 0.285    | 21   | 48.3%       | 17                | 2.521 | 10    | 44.6%             | 11       |
| Aargau und Solothurn Region | 0.364    | 23   | 46.6%       | 26                | 2.568 | 10    | 34.5%             | 8        |
| Jura & Drei-Seen-Land       | 0.406    | 21   | 52.9%       | 10                | 2.710 | 8     | 60.0%             | 8        |
| Fribourg Region             | 0.344    | 23   | 48.7%       | 14                | 1.972 | 11    | 32.7%             | 18       |
|                             |          |      |             |                   |       |       |                   | /hotol o |

Source: FSO/hotel statistics

How to read these tables: see reading example on page 11.

#### Top 50 destinations

|                   | affinit | У        | share off s    | eason    | length of | stay | ****/***** ON share |      |  |
|-------------------|---------|----------|----------------|----------|-----------|------|---------------------|------|--|
|                   |         | rank     |                | rank     |           | rank |                     | rank |  |
|                   | 2019    | 2019     | 2019           | 2019     | 2019      | 2019 | 2019                | 2019 |  |
| Zürich            | 2.098   | 4        | 47.4%          | 23       | 2.010     | 10   | 67.0%               | 2    |  |
| Luzern            | 3.079   | 7        | 50.2%          | 10       | 1.973     | 8    | 71.5%               | 2    |  |
| Genève            | 1.853   | 12       | 50.9%          | 23       | 2.356     | 12   | 65.9%               | 4    |  |
| Zermatt           | 1.523   | 11       | 36.5%          | 19       | 2.423     | 24   | 64.7%               | 7    |  |
| Basel             | 1.612   | 4        | 50.1%          | 18       | 2.384     | 10   | 73.3%               | 1    |  |
| Lauterbrunnen     | 3.009   | 3        | 38.7%          | 8        | 2.472     | 18   | 19.3%               | 21   |  |
| Opfikon           | 1.584   | 9        | 48.2%          | 19       | 1.465     | 15   | 48.1%               | 29   |  |
| Bern              | 1.328   | 11       | 49.0%          | 15       | 2.115     | 6    | 65.0%               | 3    |  |
| Lausanne          | 1.076   | 15       | 47.0%          | 27       | 2.433     | 10   | 63.6%               | 13   |  |
| Interlaken        | 1.227   | 13       | 41.5%          | 22       | 2.237     | 15   | 62.7%               | 6    |  |
| St. Moritz        | 1.141   | 13       | 27.8%          | 19       | 2.232     | 24   | 63.4%               | 12   |  |
| Grindelwald       | 1.059   | 15       | 36.8%          | 15       | 2.313     | 17   | 47.8%               | 8    |  |
| Montreux          | 1.35    | 7        | 53.4%          | 12       | 2.473     | 2    | 89.0%               | 2    |  |
| Lugano            | 1.201   | 10       | 47.4%          | 17       | 2.097     | 7    | 60.4%               | 8    |  |
| Meyrin            | 1.149   | 12       | 49.7%          | 22       | 1.758     | 14   | 64.5%               | 23   |  |
| Kloten            | 1.599   | 3        | 46.9%          | 24       | 1.318     | 27   | 81.6%               | 4    |  |
| Engelberg         | 0.906   | 11       | 41.3%          | 12       | 2.074     | 19   | 20.6%               | 22   |  |
| Davos             | 0.355   | 20       | 26.8%          | 20       | 3.529     | 13   | 66.5%               | 12   |  |
| Le Grand-Saconnex | 1.371   | 20<br>16 | 48.9%          | 20<br>17 | 1.965     | 10   |                     | 12   |  |
|                   |         |          |                |          |           |      | 61.9%               |      |  |
| Rümlang           | 1.047   | 7        | 49.8%          | 12       | 1.202     | 26   | 21.9%               | 26   |  |
| Saanen            | 0.621   | 16       | 23.5%          | 17       | 3.071     | 17   | 88.1%               | 4    |  |
| Val de Bagnes     | 1.085   | 13       | 30.8%          | 18       | 3.052     | 22   | 64.0%               | 1    |  |
| Paradiso          | 0.99    | 10       | 53.5%          | 6        | 1.888     | 7    | 78.3%               | 6    |  |
| Crans-Montana     | 0.808   | 9        | 4.4%           | 33       | 3.088     | 16   | 28.4%               | 18   |  |
| Saas-Fee          | 0.517   | 19       | 33.1%          | 22       | 5.961     | 5    | 44.7%               | 12   |  |
| Vernier           | 1.294   | 17       | 44.6%          | 24       | 1.928     | 21   | 45.1%               | 8    |  |
| Unterseen         | 1.111   | 14       | 48.1%          | 17       | 2.222     | 13   | 0.0%                | 0    |  |
| Zug               | 1.326   | 18       | 52.9%          | 15       | 3.087     | 11   | 71.2%               | 7    |  |
| Pratteln          | 1.36    | 7        | 51.3%          | 10       | 2.083     | 14   | 90.7%               | 7    |  |
| Orsières          | 2.737   | 4        | 26.7%          | 11       | 1.046     | 18   | 0.0%                | 9    |  |
| Kriens            | 1.356   | 11       | 43.8%          | 19       | 1.861     | 5    | 0.0%                | 0    |  |
| Stansstad         | 1.098   | 9        | 42.0%          | 19       | 2.226     | 7    | 97.8%               | 8    |  |
| Winterthur        | 0.597   | 16       | 52.1%          | 14       | 2.376     | 12   | 22.7%               | 16   |  |
| Schaffhausen      | 1.173   | 7        | 48.7%          | 16       | 2.836     | 2    | 67.3%               | 5    |  |
| Chur              | 0.652   | 17       | 52.1%          | 8        | 1.371     | 22   | 33.5%               | 9    |  |
| Neuchâtel         | 0.972   | 10       | 54.4%          | 9        | 2.852     | 6    | 61.3%               | 7    |  |
| Vevey             | 1.152   | 12       | 51.0%          | 20       | 2.606     | 11   | 78.9%               | 3    |  |
| Lancy             | 0.841   | 14       | 51.5%          | 11       | 1.914     | 14   | 0.0%                | 17   |  |
| Pontresina        | 0.332   | 17       | 33.0%          | 16       | 2.864     | 22   | 40.6%               | 19   |  |
| Solothurn         | 0.955   | 7        | 52.8%          | 11       | 3.422     | 6    | 76.4%               | 3    |  |
| St. Gallen        | 0.393   | 27       | 49.2%          | 20       | 2.398     | 8    | 60.2%               | 7    |  |
| Wilderswil        | 0.333   | 20       | 49.2 %         | 15       | 1.942     | 20   | 0.0%                | 0    |  |
| Kandersteg        | 0.903   | 8        | 26.9%          | 18       | 1.897     | 18   | 24.9%               | 2    |  |
| Ormont-Dessus     | 1.776   | 6        | 46.0%          | 9        | 4.583     | 4    | 24.9%<br>94.0%      | 3    |  |
|                   |         |          | 48.0%<br>38.7% |          | 2.229     |      |                     |      |  |
| Weggis            | 0.384   | 24       |                | 27       |           | 1    | 31.8%               | 12   |  |
| Baden             | 0.728   | 25       | 52.1%          | 19       | 3.818     | 9    | 54.8%               | 7    |  |
| Ascona            | 0.204   | 18       | 48.3%          | 9        | 2.887     | 16   | 57.0%               | 10   |  |
| Adelboden         | 0.403   | 18       | 32.7%          | 17       | 2.324     | 18   | 83.1%               | 9    |  |
| Nyon              | 1.493   | 13       | 53.5%          | 17       | 3.311     | 6    | 24.0%               | 21   |  |
| Beatenberg        | 0.569   | 14       | 40.4%          | 16       | 2.430     | 13   | 67.7%               | 19   |  |

Source: FSO/hotel statistics

Example: In 2019, for tourists from USA who visited Zürich, the following further characteristics were noted:

Example: In 2019, for tourists from USA who visited Zurich, the following further characteristics were noted:
2.1 times higher share of overnight stays than they had in the whole of Switzerland (=rank 4 out of a total of 33 markets): ON-share Zürich (13.12%) vs. ON-share whole Switzerland (6.25%), see tables before.
the share of low season months (March-May, Sept-Nov) was 47.4% (=rank 23).
the length of stay (overnight stays/arrivals in the hotel) was 2.01 nights (=rank 10).
the share of 4- and 5-star hotels out of all hotel nights was 67.0% (=rank 2).

# Summer, winter

|                    | affinity |      | length of | stay | ****/***** ON share |      |  |
|--------------------|----------|------|-----------|------|---------------------|------|--|
|                    | rank     |      |           | rank |                     | rank |  |
|                    | 2019     | 2019 | 2019      | 2019 | 2019                | 2019 |  |
| summer (May-Oct)   | 1.187    | 6    | 2.074     | 14   | 57.0%               | 3    |  |
| winter (Nov-April) | 0.75     | 28   | 2.310     | 18   | 62.8%               | 4    |  |

# Summer core, winter core, off-season

|                              | affini | ty   | length of | stay | ****/***** ON share |      |  |
|------------------------------|--------|------|-----------|------|---------------------|------|--|
|                              |        | rank |           | rank |                     | rank |  |
|                              | 2019   | 2019 | 2019      | 2019 | 2019                | 2019 |  |
| off-season I (March-May)     | 0.9    | 28   | 2.165     | 17   | 59.4%               | 5    |  |
| off-season II (Sept-Nov)     | 1.105  | 6    | 2.093     | 13   | 59.2%               | 3    |  |
| summer core months (Jun-Aug) | 1.19   | 6    | 2.066     | 14   | 56.4%               | 3    |  |
| winter core months (Dez-Feb) | 0.72   | 28   | 2.423     | 17   | 63.9%               | 4    |  |

#### Months

|           | affini | ty   | length of | stay | ****/***** ON share |      |  |
|-----------|--------|------|-----------|------|---------------------|------|--|
|           |        | rank |           | rank |                     | rank |  |
|           | 2019   | 2019 | 2019      | 2019 | 2019                | 2019 |  |
| January   | 0.694  | 26   | 2.510     | 13   | 63.2%               | 5    |  |
| February  | 0.605  | 27   | 2.548     | 13   | 62.8%               | 5    |  |
| March     | 0.698  | 26   | 2.320     | 17   | 60.9%               | 4    |  |
| April     | 0.829  | 31   | 2.130     | 14   | 60.8%               | 4    |  |
| Мау       | 1.189  | 8    | 2.095     | 10   | 57.5%               | 4    |  |
| June      | 1.367  | 4    | 2.093     | 10   | 55.6%               | 3    |  |
| July      | 1.226  | 8    | 2.073     | 15   | 56.6%               | 5    |  |
| August    | 1.003  | 16   | 2.029     | 17   | 56.9%               | 4    |  |
| September | 1.351  | 3    | 2.053     | 17   | 57.4%               | 3    |  |
| October   | 0.974  | 11   | 2.120     | 12   | 59.2%               | 3    |  |
| November  | 0.86   | 22   | 2.166     | 11   | 64.2%               | 4    |  |
| December  | 0.871  | 22   | 2.276     | 19   | 65.2%               | 4    |  |

Source: FSO/hotel statistics

How to read these tables: see reading example on page 11.