

Tripadvisor

Revolucionando la promoción turística en el mundo online Octubre 2015

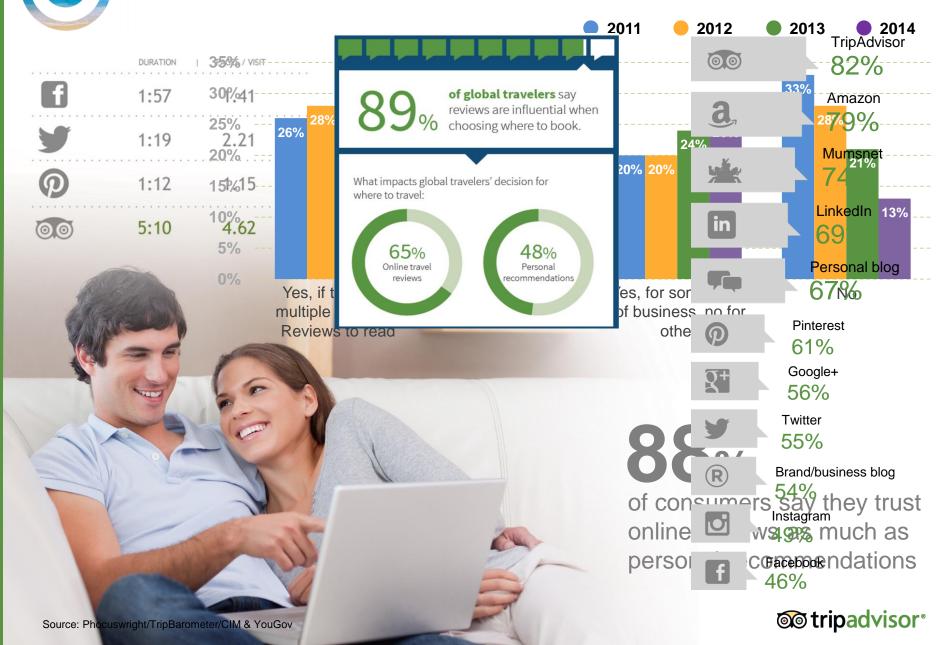




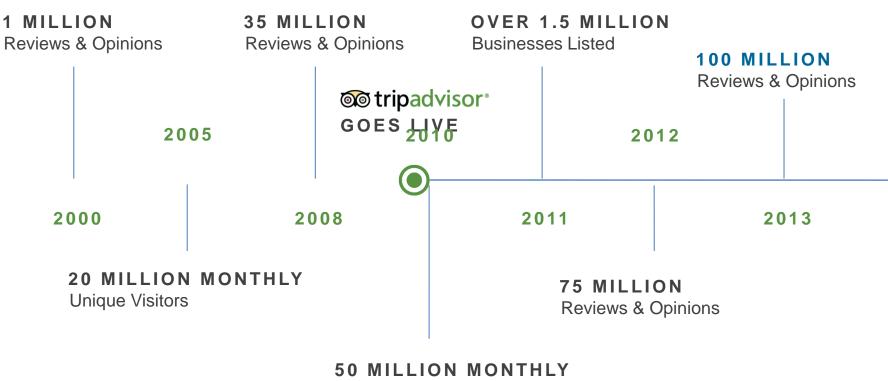


TRIPADVISOR: THE LEADER IN TRAVELLER KNOWLEDGE

POWER OF COMMUNITY & REVIEWS



TripAdvisor: The World's Largest Travel Site Over 6,000 unique users looking at reviews every second of every day

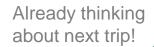


Unique Visitors

*Source: Google Analytics, worldwide data, average monthly views Q4 2014—does not include traffic to daodao.com / TripAdvisor internal data







Experience

Actively

on vacation

Week 0 Booked Reviews, Facebook, Word of mouth

Advocate

Book Additional Activities

- Restaurants
 - Attractions
 - Tours, etc.

Week -20+ "Not Yet Ready"

| word of mouth | | Week -16:5 Destinations0 Hotels | Main window of opportunity for Inspiration. Higher funnel activity where a user can be influenced |
|---------------|----------------------------------|---|---|
| | | Week -12: 3 Destinations 6 Hotels | to change destination/ Airline/Hotel etc |
| | | | |
| | Week -4: • 1 Dest • 15 Hot | ination | More tactical , often price specific targeting |
| | | | |

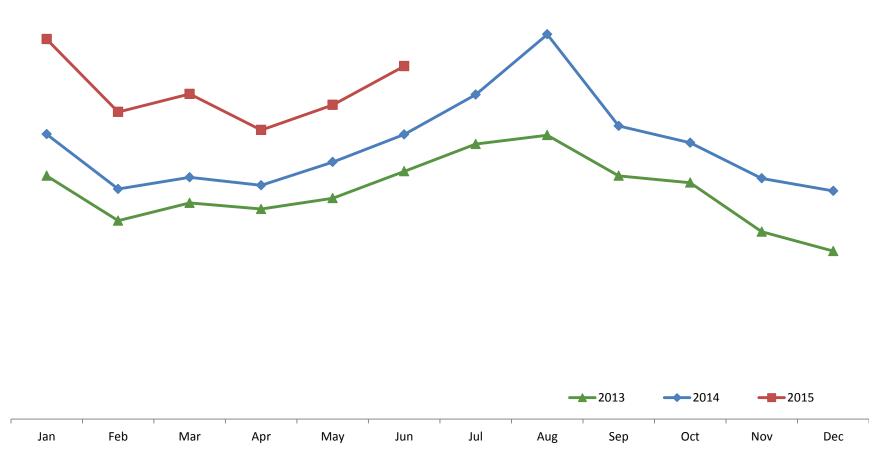




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Global Interest in Gran Canaria Content

- The number of the international sessions viewing Gran Canaria content on TripAdvisor has grown rapidly in 2014 vs 2013
- Overall the traffic has grown by 20% YoY
- **Global Sessions viewing Gran Canaria Content**



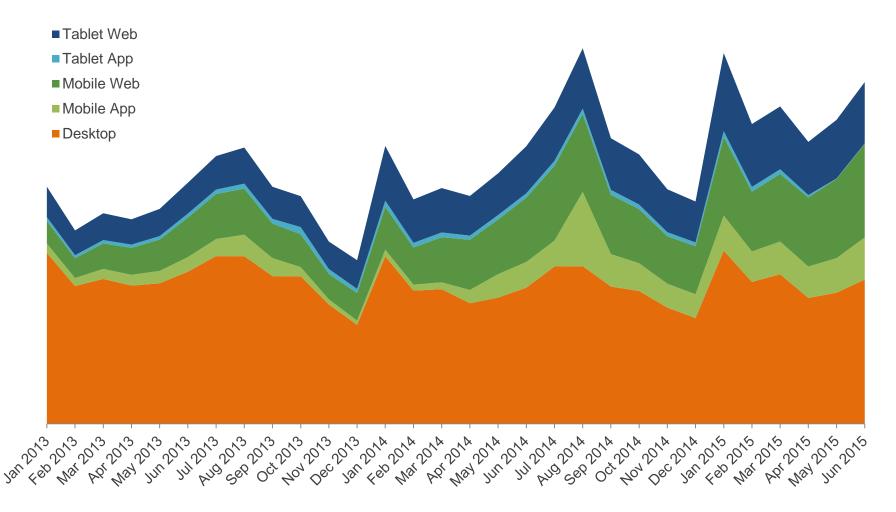




Gran Canaria Province Destination Views By Device Type

International IPs Only

Desktop usage remains strong while activity on Mobile and Tablet web and app continue to grow



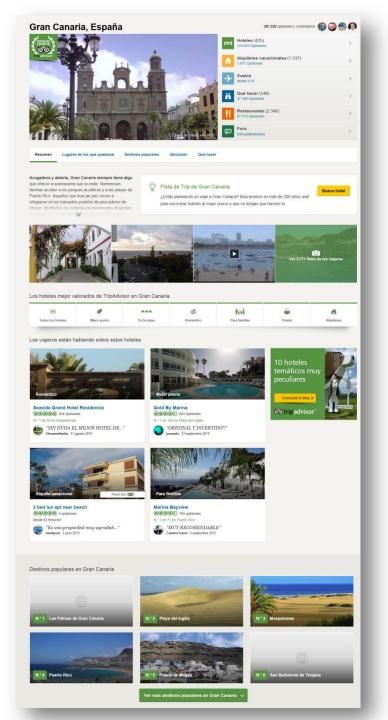






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GRAN CANARIA MARKET OVERVIEW



Gran Canaria on TripAdvisor

- 1.562 Hotels & Accommodations
- $\circ~$ 546 Things to Do
- o 2.346 Restaurants
- 630 Topics Discussed in Forums
- 2.171+ Traveler Photos





Accommodations

Eateries

Attractions

4.14 vs. 4.15

4.17 vs. 4.17

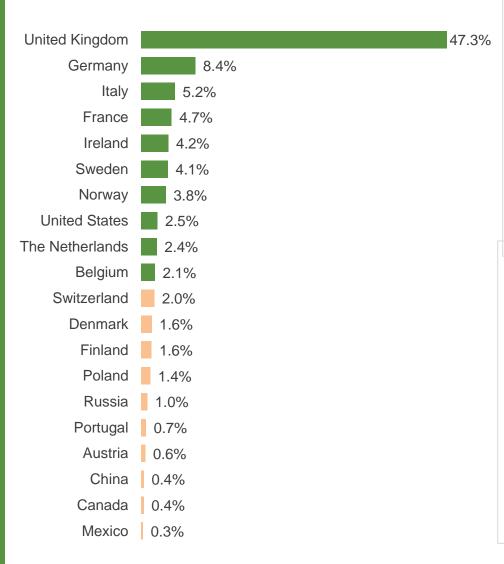
4.35 vs. 4.33

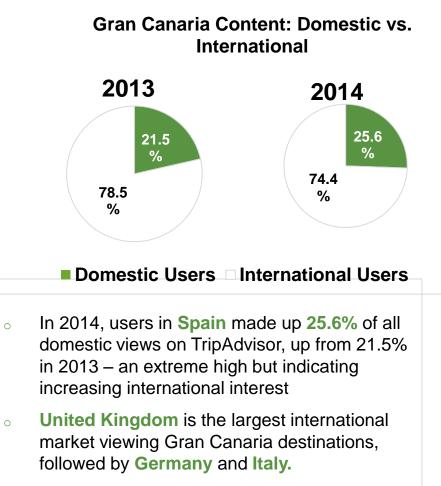
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+99% of total reviews in 2014 Already wrote in 2015!!!



Top 20 Markets Viewing Gran Canaria in 2014





 Countries such as China, Canada and Mexico had less than 0.5% each of views of Gran Canaria content



Top 20 Markets Viewing Gran Canaria On Mobile

China 81% 2% 17% Spain 47% 16% 37% 31% United Kingdom 42% 27% 23% Ireland 34% 43% The Netherlands 24% 26% 51% United States 14% 51% 35% 27% 52% Norway 21% Italy 32% 15% 53% Sweden 24% 22% 54% Denmark 29% 56% 16% Switzerland 23% 18% 59% Germany 23% 16% 61% Austria 16% 22% 62% Finland 15% 21% 64% Canada 16% 20% 64% France 16% 19% 65% 22% Belgium 12% 67% Russia 16% 16% 68% Portugal 16% 14% 70% Poland 10% 9% 81%

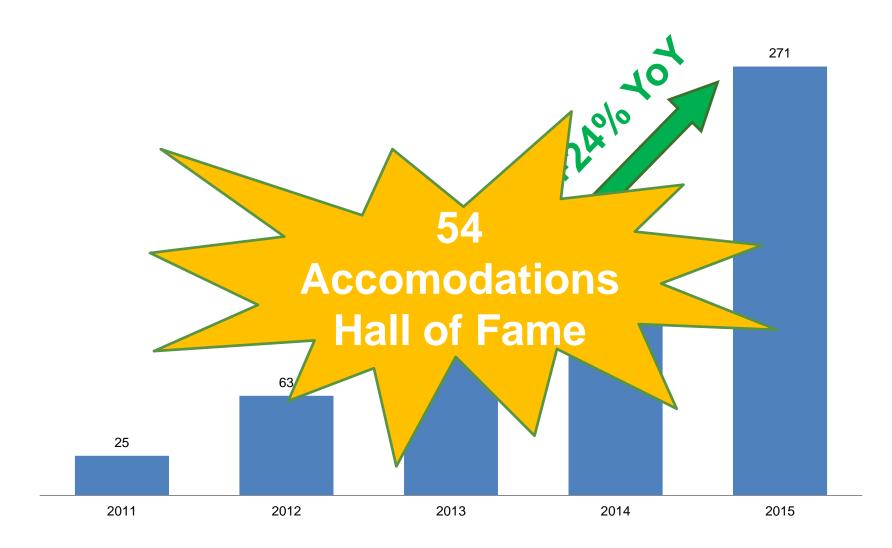
Of the top 20 countries **China**, **Spain** and the **United Kingdom** have the highest share of Gran Canaria views from either a mobile device or a tablet

A full **47%** of views of Gran Canaria content from **Spain** comes from mobile devices, while **27%** of all Gran Canaria views on TripAdvisor from the **United Kingdom** are on a tablet

Mage tripadvisor[®]







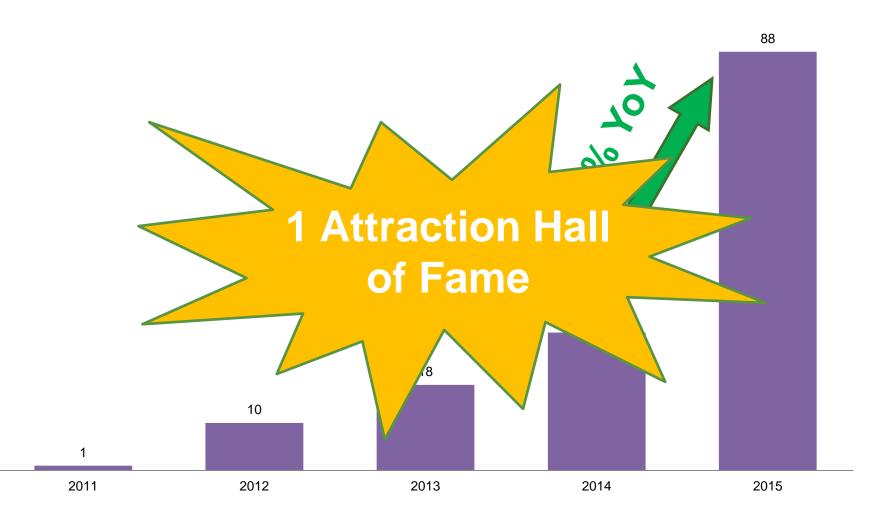












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o <u>https://vimeo.com/73864415</u>



