



GUAM VISITORS BUREAU

Japan Visitor Tracker Exit Profile

FY2015 DATA AGGREGATION



Prepared by: QMark Research

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Background & Methodology

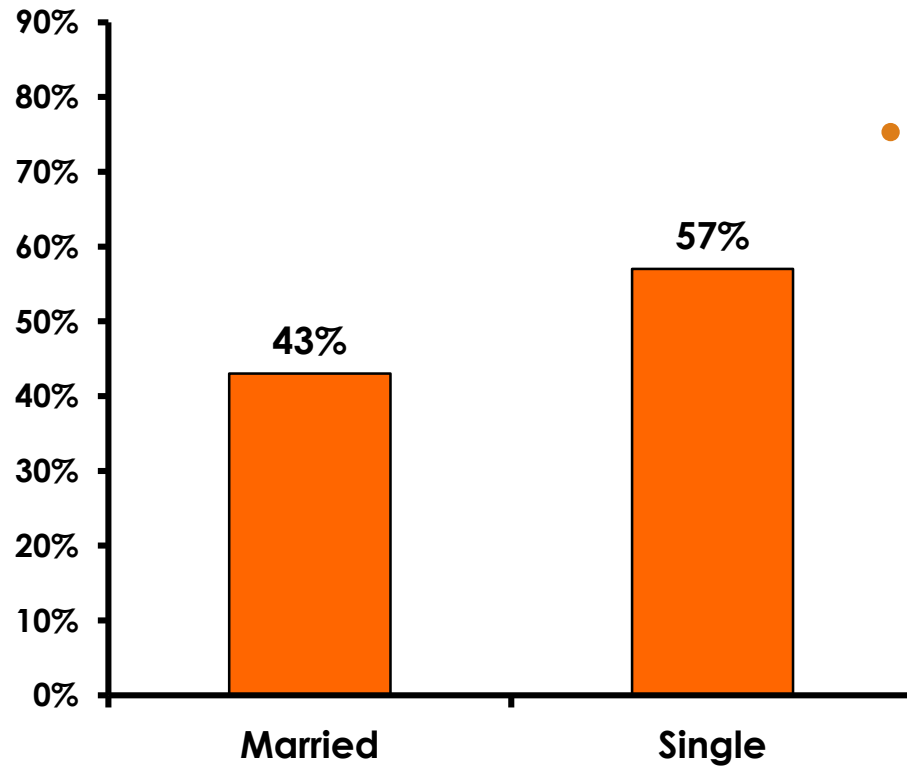
- All surveys were partially interviewer administered, as well as self-administered. Upon completion of the surveys, QMark's professional Japanese speaking interviewers double-checked each questionnaire for consistency and completeness, while the respondent is present.
- A total of **4215** departing Japanese visitors were randomly interviewed at the Guam A.B. Wonpat International Airport's departure and waiting areas.
- The margin of error for a sample of **4215** is +/- 1.51 percentage points with a 95% confidence level. That is, if all Japanese visitors who traveled to Guam in the same time period were asked these questions, we can be 95% certain that their responses would not differ by +/- 1.51 percentage points.

OBJECTIVES

- To monitor the effectiveness of the Japan seasonal campaigns in attracting Japanese visitors, refresh certain baseline data, to better understand the nature, and economic value or impact of each of the targeted segments in the Japan marketing plan.
- Identify significant determinants of visitor satisfaction, expenditures and the desire to return to Guam.

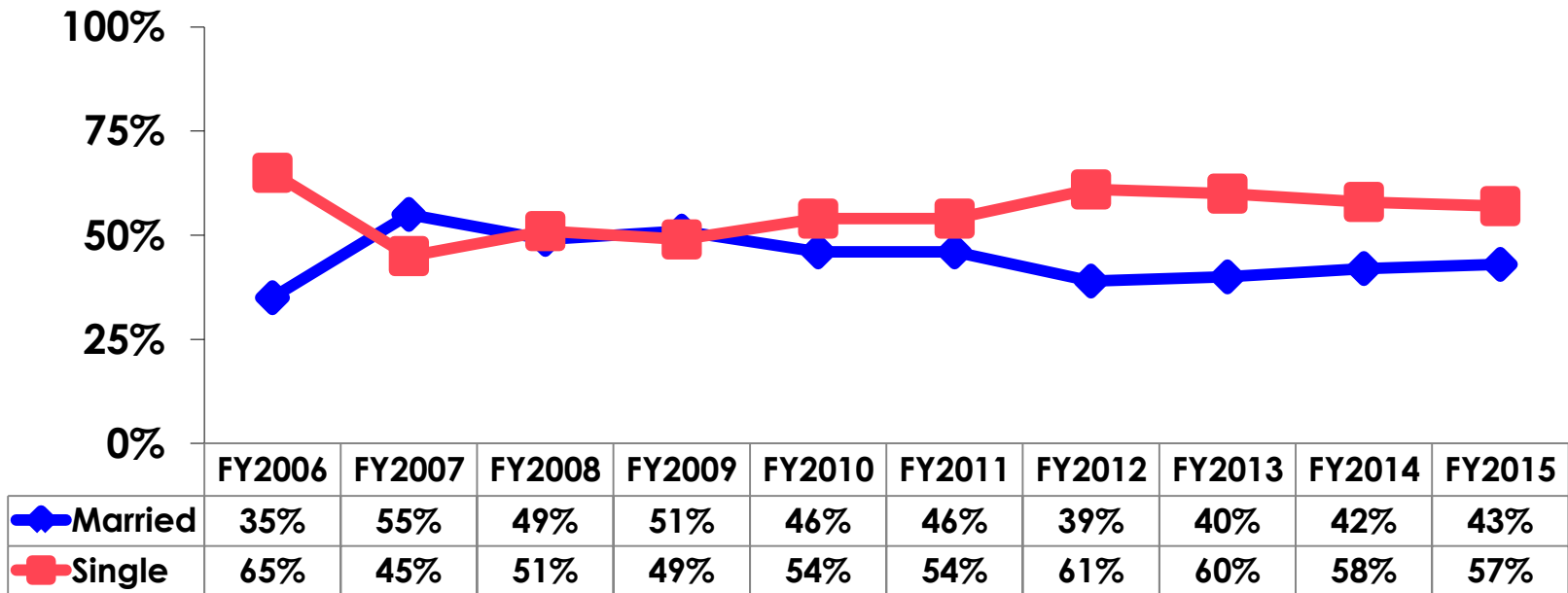
SECTION 1 **PROFILE OF RESPONDENTS**

Marital Status - Overall

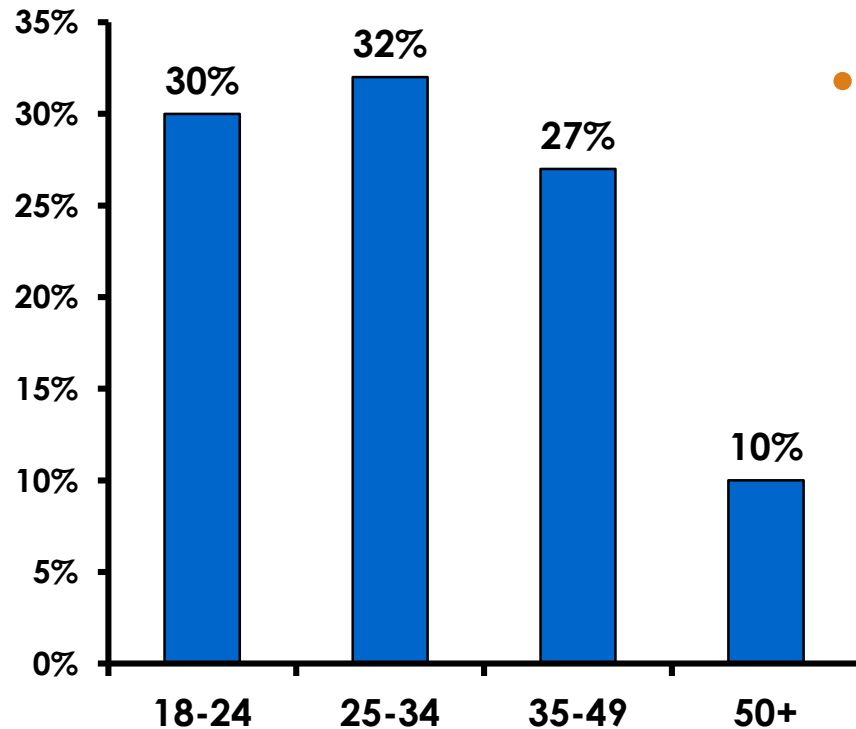


- 67% of first-time visitors are single.

MARITAL STATUS

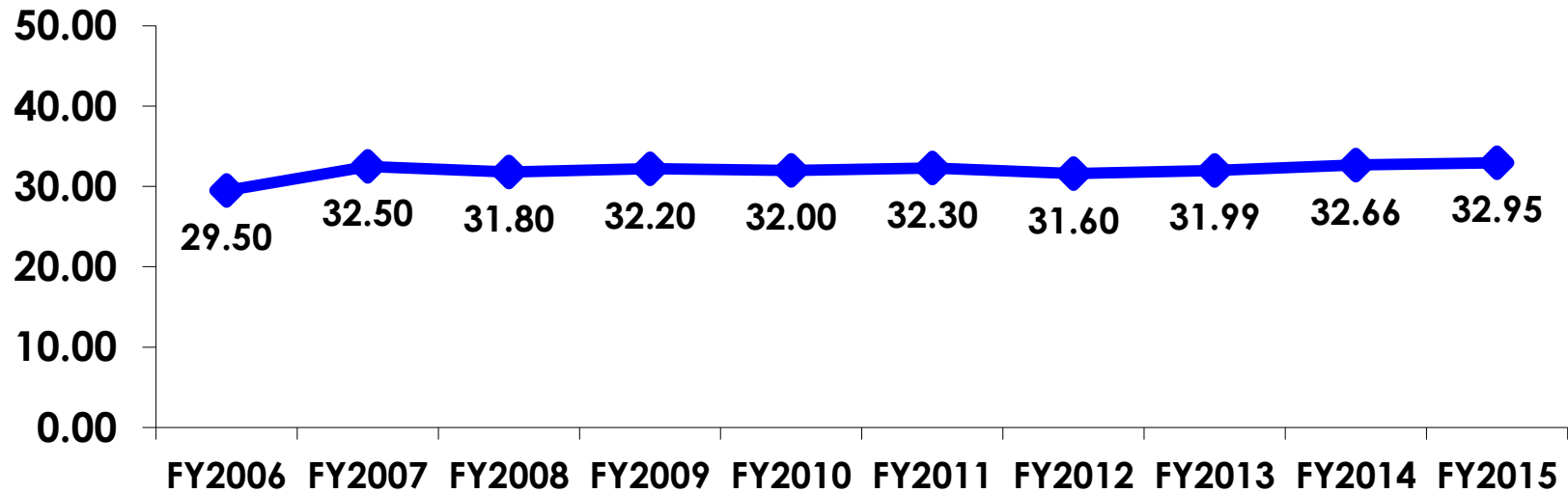


Age - Overall

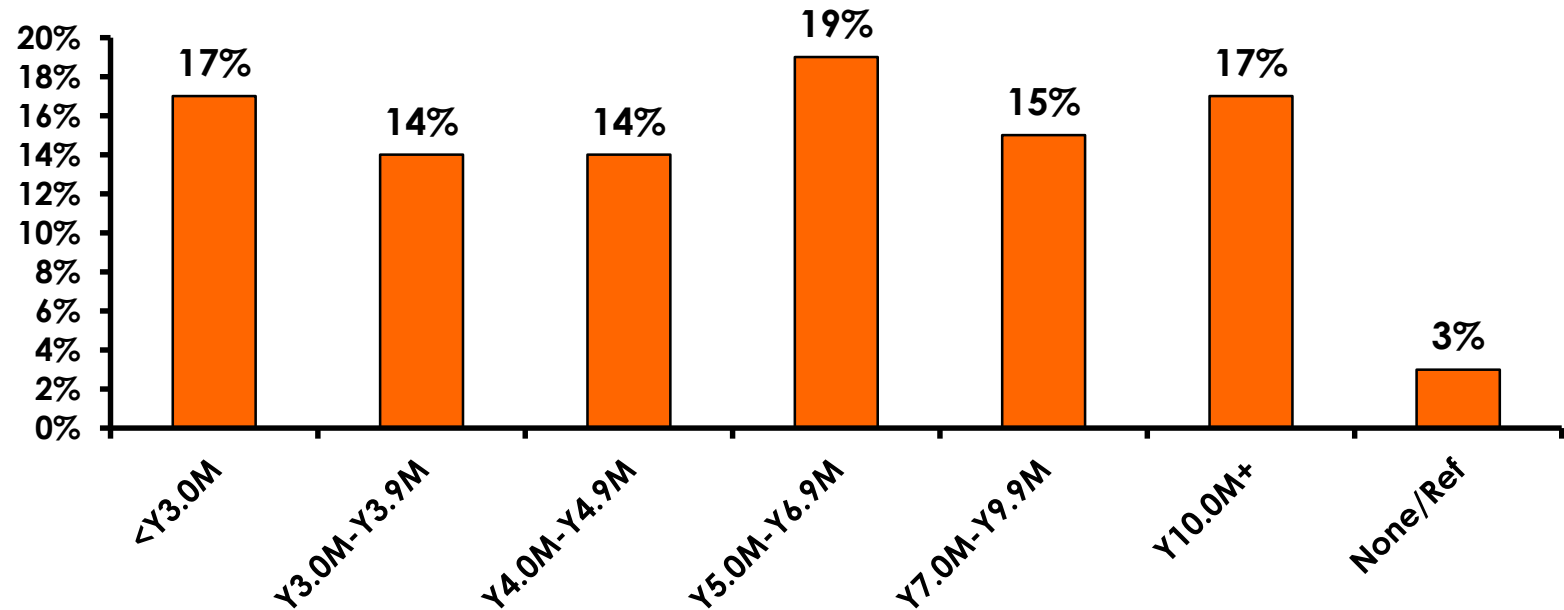


- The average age of the respondents is 32.95 years of age.

AVERAGE - AGE



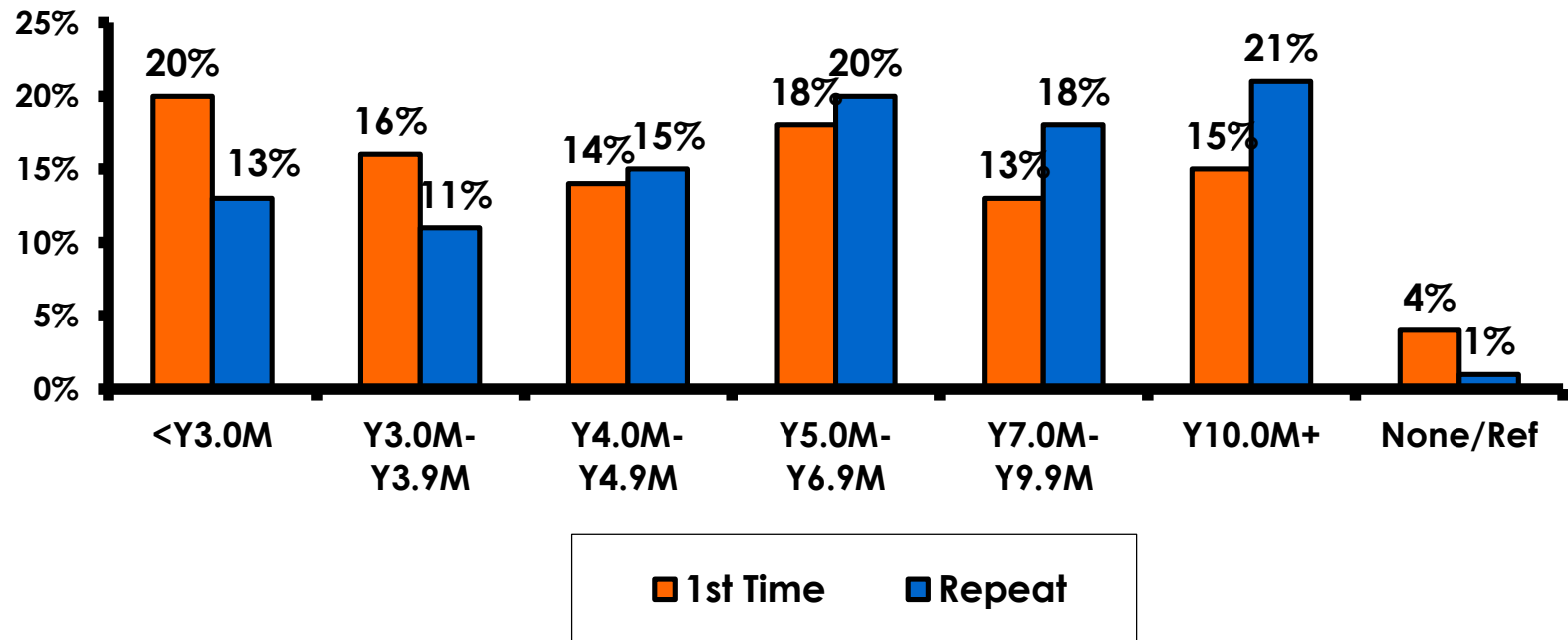
Personal Income



Personal Income

	FY 2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
<¥3.0m	21%	14%	15%	16%	16%	18%	19%	19%	17%	17%
¥3.0m- ¥3.9m	16%	14%	14%	14%	15%	14%	13%	14%	13%	14%
¥4.0m- ¥4.9m	12%	12%	14%	14%	14%	15%	14%	15%	17%	14%
¥5.0m- ¥6.9m	17%	19%	19%	18%	19%	20%	20%	20%	20%	19%
¥7.0m- ¥9.9m	13%	16%	18%	16%	14%	17%	15%	15%	14%	15%
¥10.0m +	17%	21%	18%	18%	18%	14%	16%	15%	14%	17%
Refused / None	4%	2%	2%	3%	3%	2%	2%	3%	4%	3%

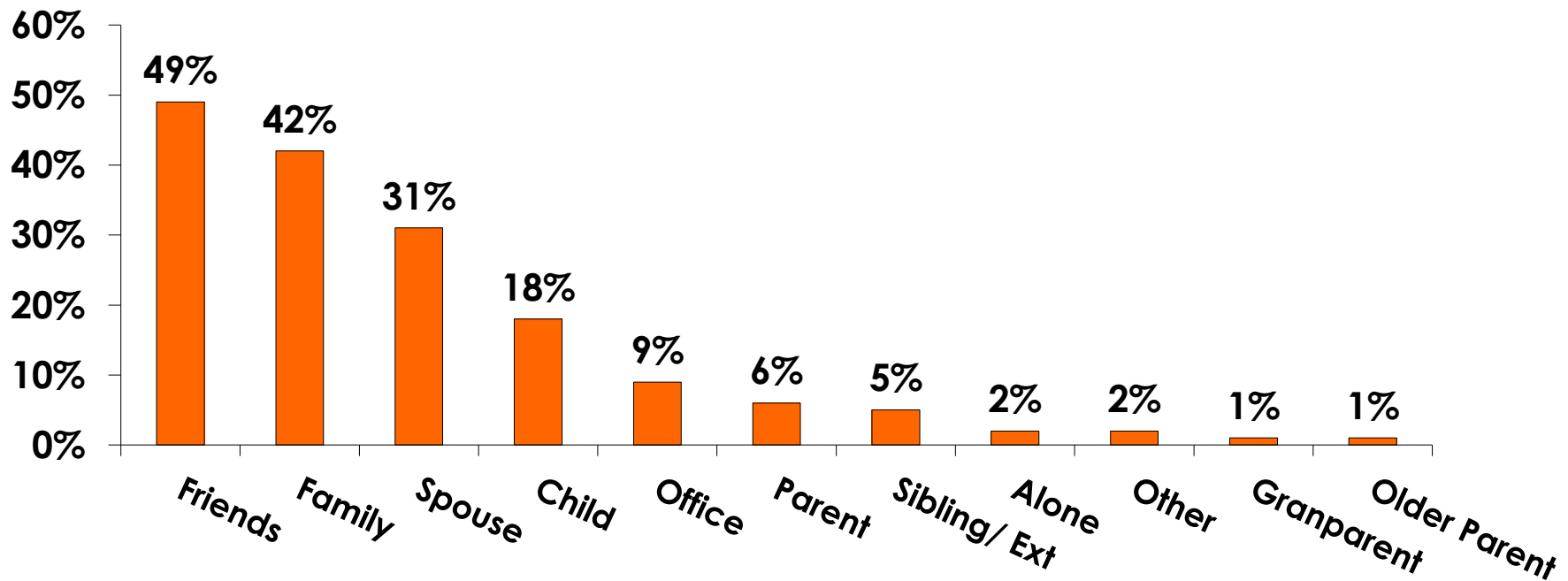
Personal Income – 1st time vs. repeat



Personal Income by Gender & Age

			TOTAL	GENDER		AGE			
			-	Male	Female	18-24	25-34	35-49	50+
Q26	<Y2.0 million	Count	202	79	122	117	54	20	10
		Column N %	6%	4%	7%	12%	4%	2%	3%
Y2.0M-Y3.0M	Y2.0M-Y3.0M	Count	418	140	277	166	163	57	31
		Column N %	11%	7%	16%	17%	14%	5%	8%
Y3.0M-Y4.0M	Y3.0M-Y4.0M	Count	504	221	283	112	284	83	25
		Column N %	14%	12%	16%	12%	24%	8%	6%
Y4.0M-Y5.0M	Y4.0M-Y5.0M	Count	528	284	244	91	232	155	50
		Column N %	14%	15%	14%	9%	19%	15%	13%
Y5.0M-Y7.0M	Y5.0M-Y7.0M	Count	697	405	292	127	221	254	92
		Column N %	19%	21%	17%	13%	18%	24%	23%
Y7.0M-Y10.0M	Y7.0M-Y10.0M	Count	562	346	215	111	113	252	84
		Column N %	15%	18%	12%	12%	9%	24%	21%
Y10.0M+	Y10.0M+	Count	637	394	243	164	129	235	105
		Column N %	17%	21%	14%	17%	11%	22%	26%
No Income	No Income	Count	94	46	48	73	11	7	3
		Column N %	3%	2%	3%	8%	1%	1%	1%
Total	Count	3642	1915	1724	961	1207	1063	400	

Travel Companions



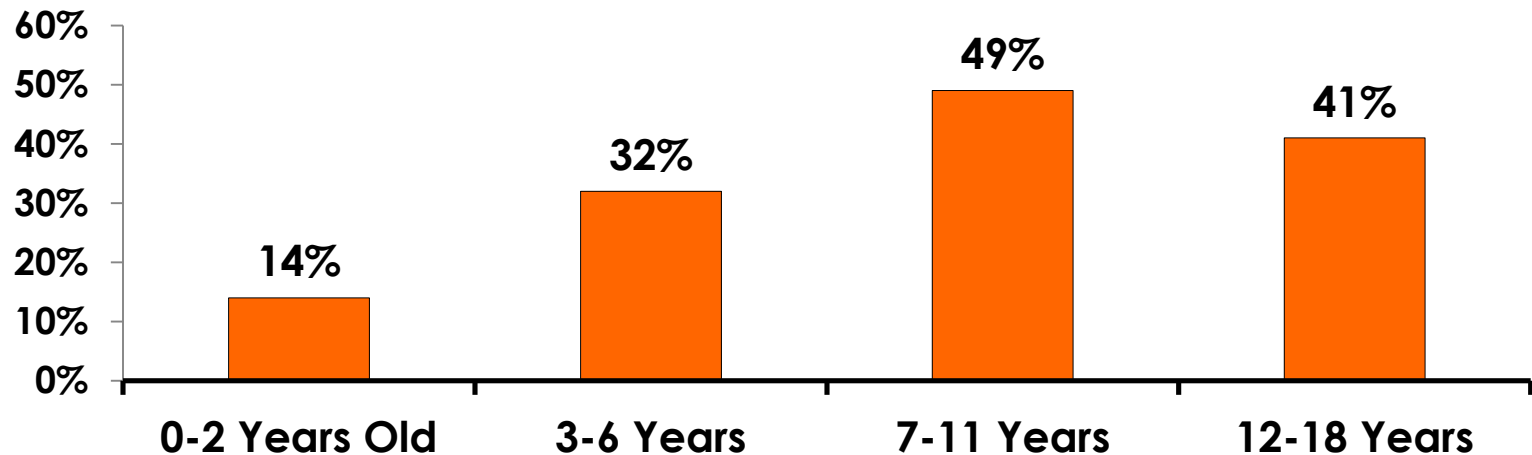
Travel Companions

	FY 2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Friends	53%	35%	39%	40%	46%	49%	53%	53%	47%	49%
Family	14%	28%	23%	27%	25%	26%	23%	39%	39%	42%
Spouse	18%	25%	28%	25%	20%	18%	16%	31%	30%	31%
Child	7%	18%	11%	14%	15%	15%	13%	15%	17%	18%
Parent	NA	NA	NA	NA	NA	NA	NA	6%	5%	6%
Office	13%	8%	7%	5%	5%	5%	5%	8%	12%	9%
Sibling/ Ext Fam	NA	NA	NA	NA	NA	NA	NA	5%	5%	5%
Alone	0%	1%	2%	2%	3%	2%	2%	1%	2%	2%
Other	3%	3%	2%	2%	1%	0%	1%	1%	3%	2%

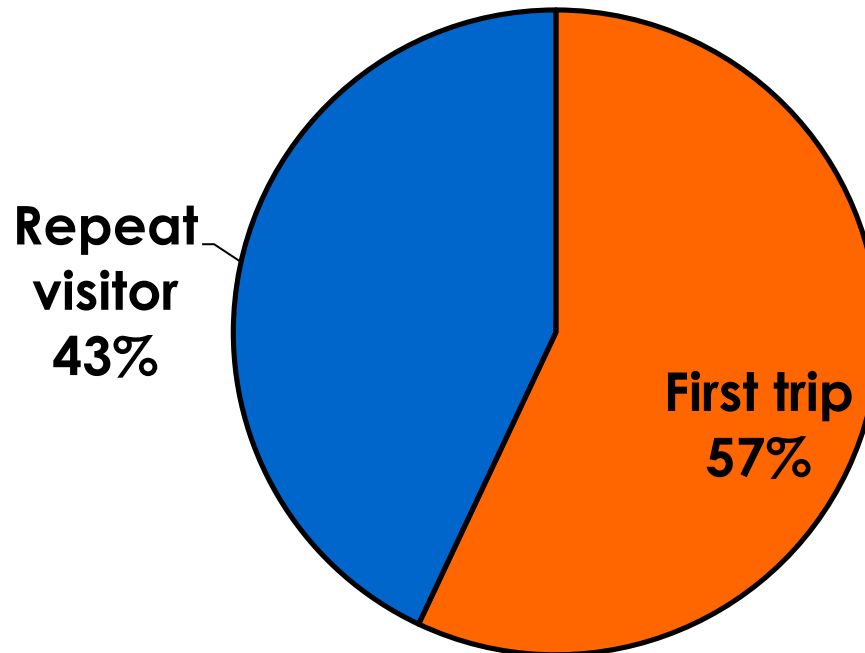
Number of Children Travel Party

N=741 total respondents traveling with children.

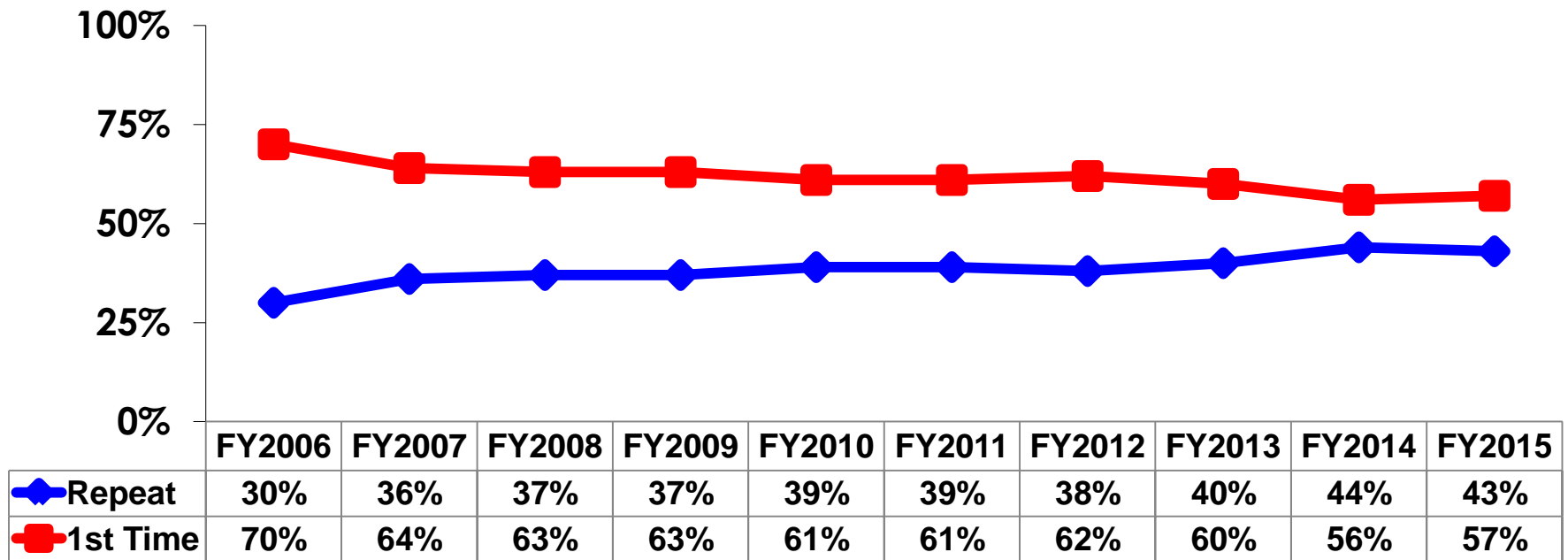
(Of those N=741 respondents, there is a total of 1,192 children 18 years or younger)



Prior Trips to Guam



PRIOR TRIPS TO GUAM



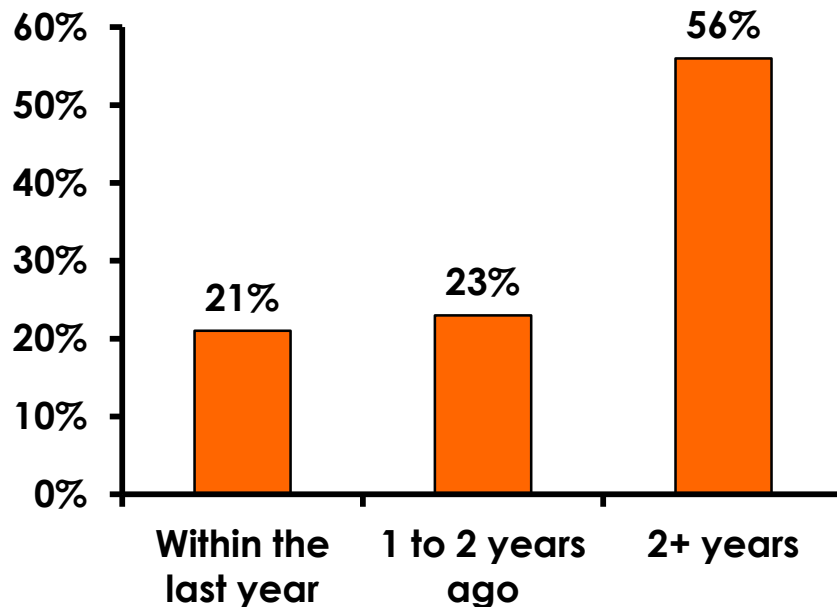
Trips to Guam by Age & Gender

			TOTAL	TRIPS TO GUAM	
			-	1st	Repeat
GENDER	Male	Count	2101	1103	992
		Column N %	50%	46%	55%
	Female	Count	2110	1297	813
		Column N %	50%	54%	45%
	Total	Count	4211	2400	1805
	AGE	18-24	Count	1278	984
Column N %			30%	41%	16%
25-34		Count	1340	797	541
		Column N %	32%	33%	30%
35-49		Count	1148	442	704
		Column N %	27%	18%	39%
50+		Count	429	167	261
		Column N %	10%	7%	15%
Total		Count	4195	2390	1799

- First-time visitors are younger than repeat visitors to Guam.

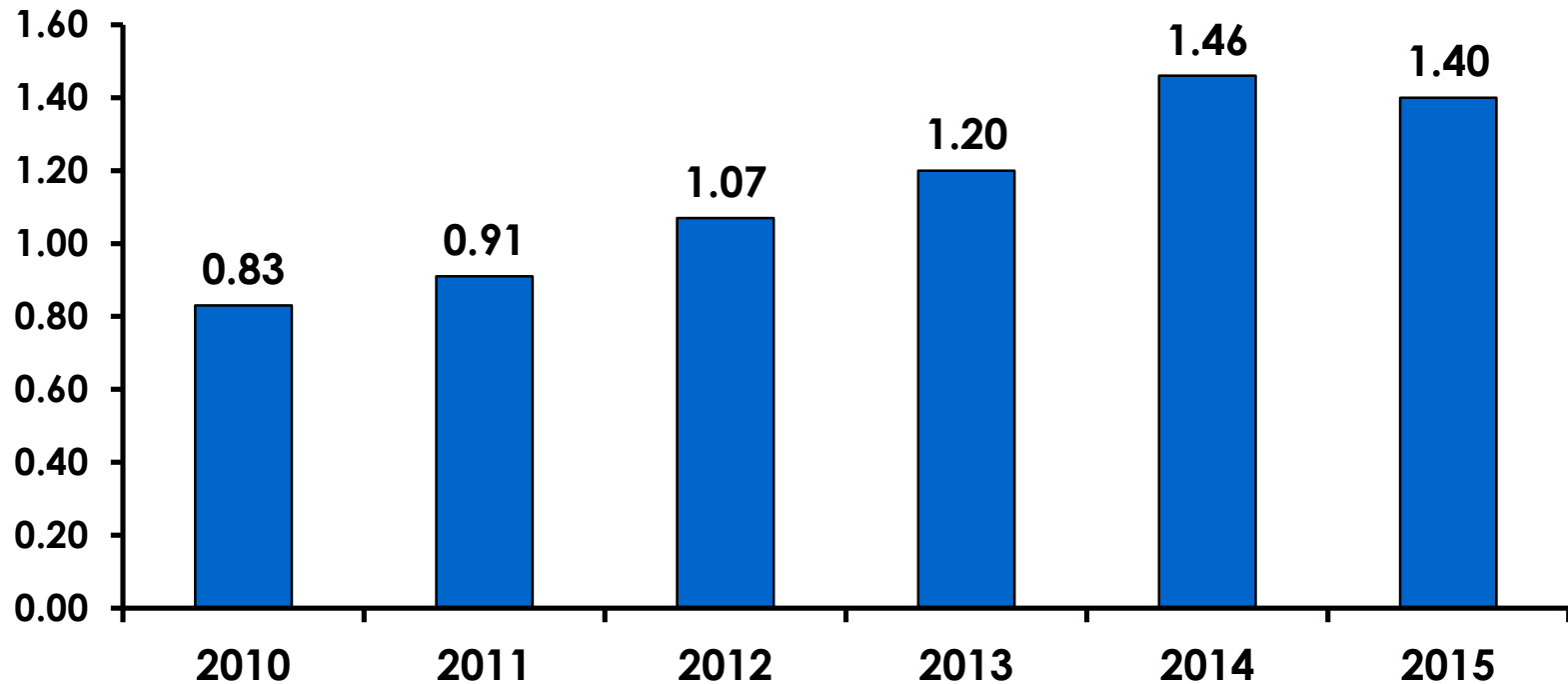
Repeat Visitors Last Trip

n = 1745



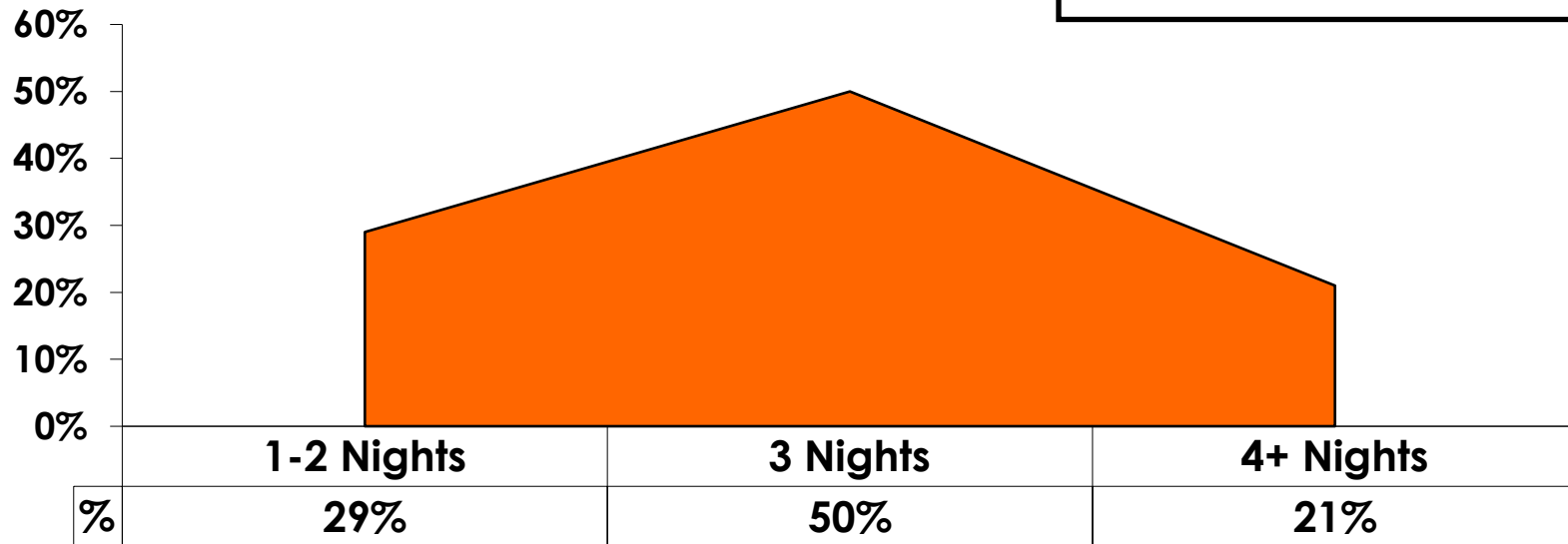
- The average repeat visitor has been to Guam 3.34 times.

Average Number Overnight Trips (2010-2015) (2 nights or more)

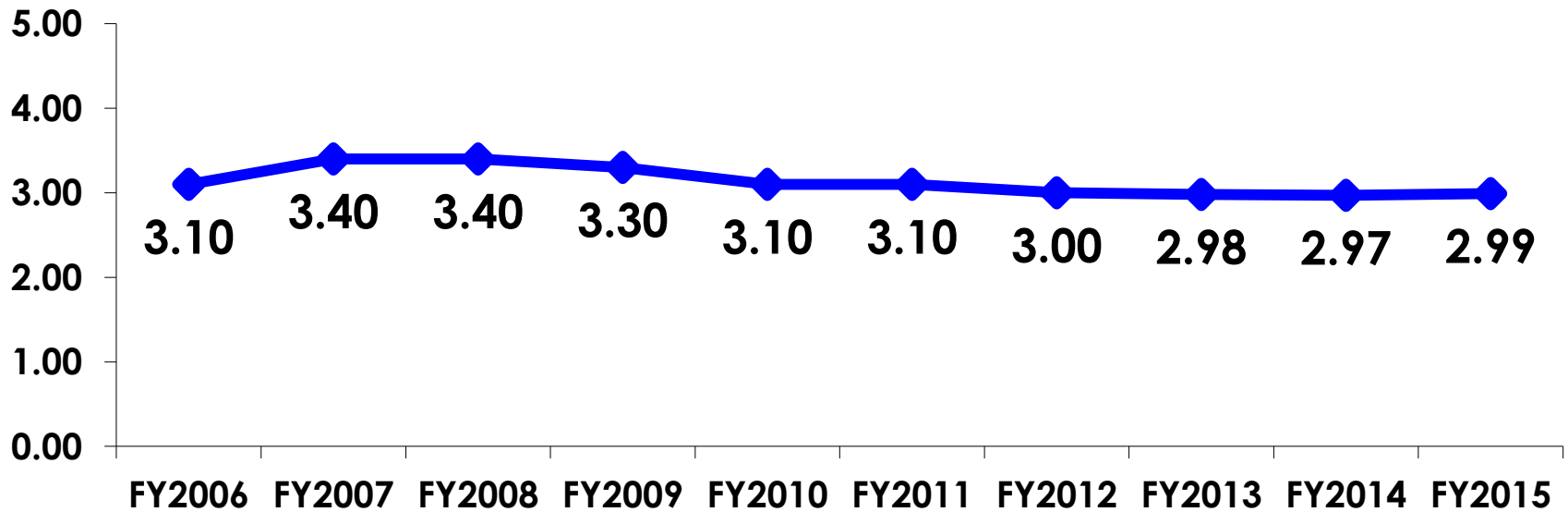


Length of Stay

Mean = 2.99 Days
Median = 3.0 Days



AVG LENGTH OF STAY

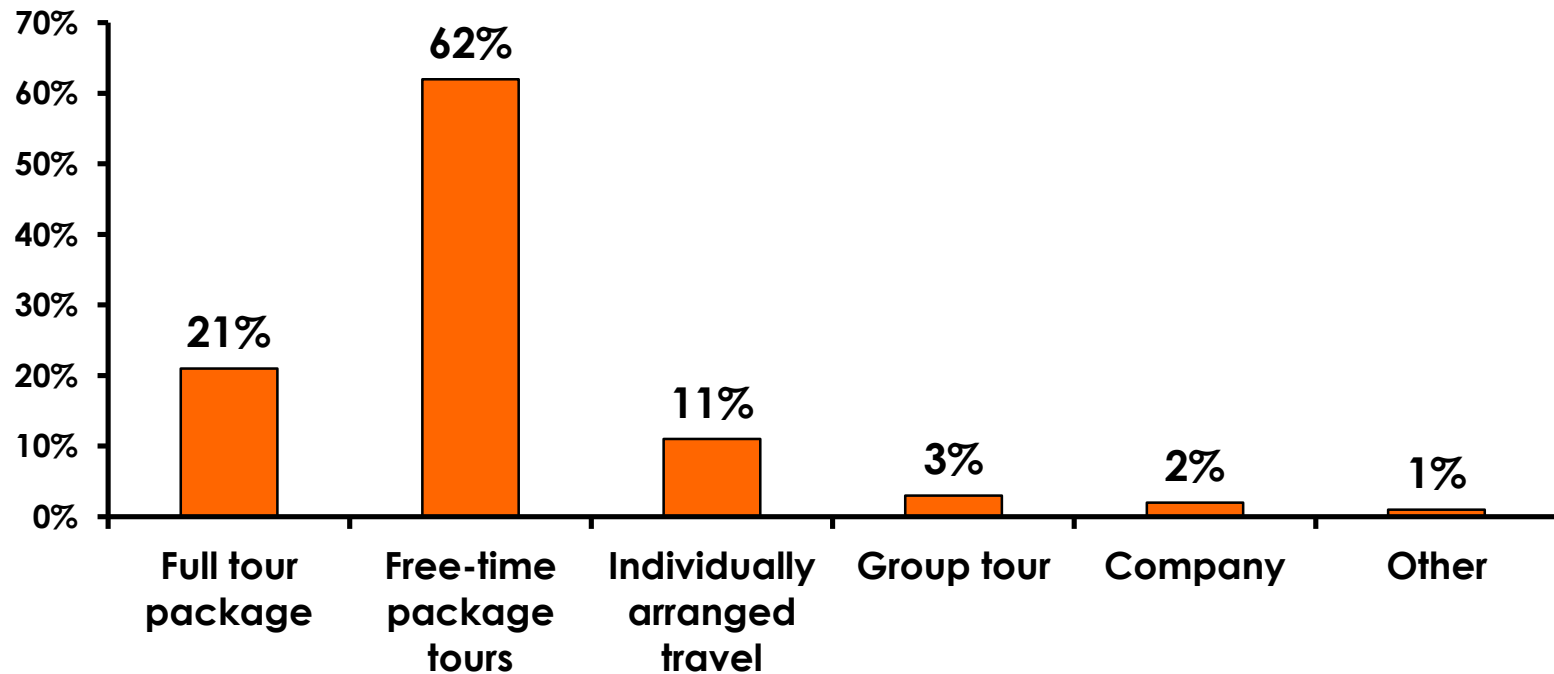


Occupation by Income

		TOTAL	Q26								
		-	<Y2.0 million	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income	
Q25	Student	19%	39%	9%	7%	9%	13%	14%	19%	76%	
	Office worker non-mgr	17%	14%	27%	25%	18%	14%	17%	11%	1%	
	Engineer	14%	9%	13%	20%	19%	15%	13%	10%	1%	
	Salesperson	10%	3%	9%	14%	17%	14%	9%	7%	2%	
	Self-employed	7%	3%	7%	5%	8%	6%	11%	11%	1%	
	Manager	6%	1%	1%	1%	2%	7%	10%	14%		
	Homemaker	6%	2%	2%	3%	6%	9%	8%	6%	4%	
	Professional/ Specialist	3%	1%	3%	6%	4%	3%	1%	6%	1%	
	Skilled worker	3%	2%	8%	2%	4%	4%	2%	2%		
	Other	3%	6%	5%	3%	3%	3%	3%	1%		
	Teacher	3%	4%	4%	4%	2%	3%	3%	3%		
	Govt- office worker non-mgr	3%	1%	3%	4%	3%	3%	3%	2%	1%	
	Freeter	2%	11%	5%	2%	2%	1%	0%	0%	2%	
	Executive (30+ employees)	2%	1%	1%	1%	1%	1%	2%	6%	1%	
	Govt- Manager	1%		0%	1%	1%	2%	2%	2%		
	Unemployed	1%	1%	2%	1%	1%	1%	0%	0%	10%	
	Retired	0%	0%	2%	0%	0%	0%	0%	0%		
	Free-lancer	0%					1%	1%	0%		
	Govt- Executive	0%		0%	0%	0%	0%	1%	0%		
	Total	Count	4069	202	416	503	525	695	562	634	94

SECTION 2 **TRAVEL PLANNING**

Travel Planning - Overall



Travel Planning

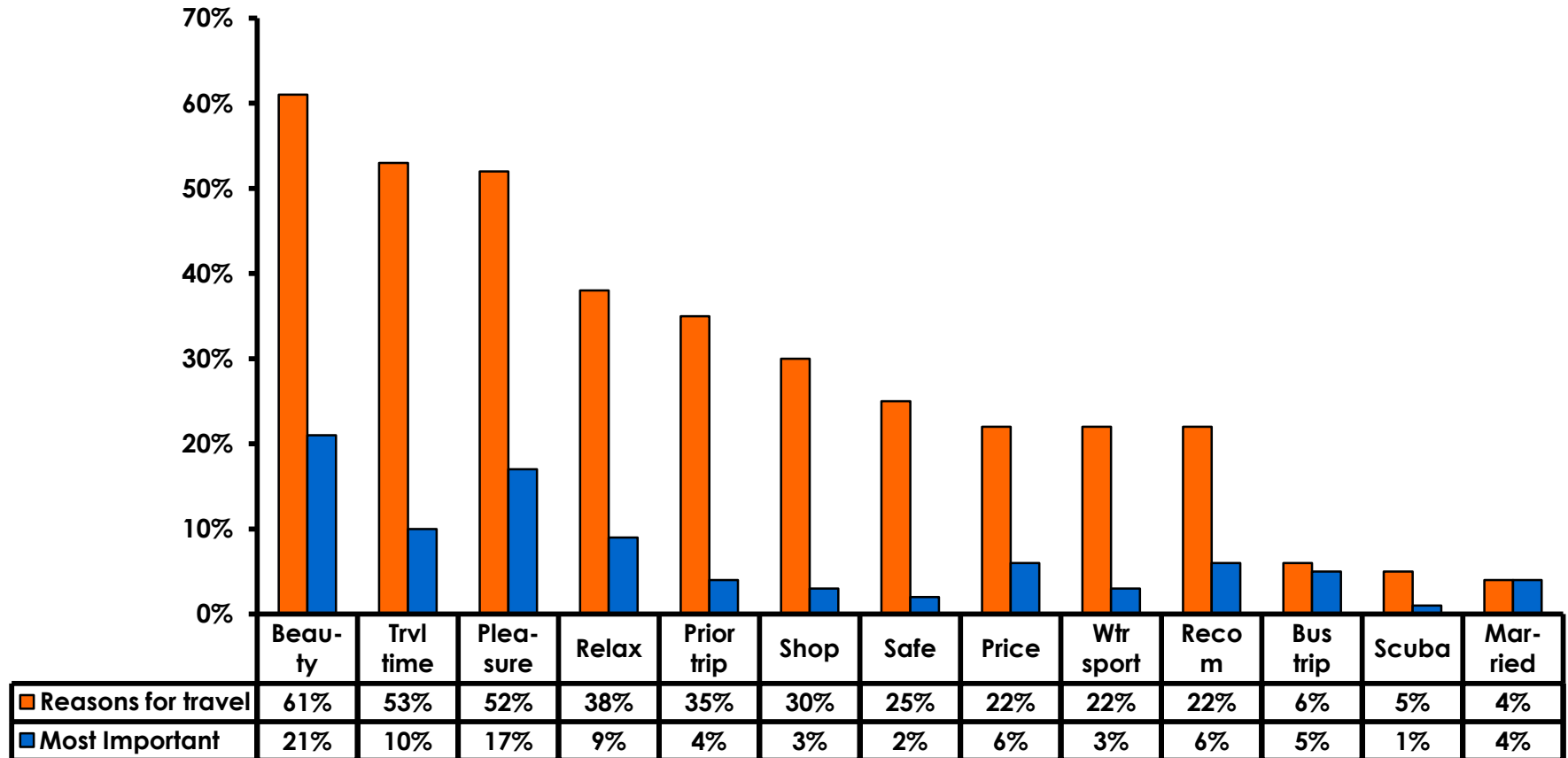
	FY 2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Full-pkg tour	19%	23%	25%	25%	20%	23%	22%	25%	22%	21%
Free-time pkg tour	69%	64%	64%	65%	66%	68%	69%	62%	60%	62%
FIT	3%	7%	7%	6%	10%	6%	5%	7%	9%	11%
Group tour	8%	6%	4%	3%	3%	3%	3%	3%	5%	3%
Com-pany	NA	NA	NA	NA	NA	1%	1%	2%	3%	2%
Other	0%	0%	0%	1%	1%	0%	0%	1%	1%	1%

Accommodation by Income

Average length of stay: 2.99 days

		TOTAL	Q26								
		-	<Y2.0 million	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income	
Q9	Guam Plaza Hotel	14%	19%	19%	17%	14%	14%	11%	11%	13%	
	Outrigger Guam Resort	8%	10%	8%	9%	9%	7%	9%	10%	7%	
	Guam Reef & Olive Spa	7%	5%	6%	7%	9%	8%	7%	8%	5%	
	Grand Plaza Hotel	7%	8%	8%	8%	8%	5%	5%	4%	10%	
	PIC Club	6%	6%	6%	6%	7%	7%	7%	6%	6%	
	Fiesta Resort Guam	6%	3%	8%	7%	6%	8%	7%	4%	2%	
	Onward Beach Resort	6%	5%	3%	4%	4%	7%	9%	7%	9%	
	Hotel Nikko Guam	6%	3%	3%	5%	8%	6%	8%	8%	1%	
	Hilton Guam Resort	5%	4%	3%	4%	6%	6%	7%	8%	6%	
	Holiday Resort Guam	5%	9%	6%	6%	4%	5%	6%	3%	4%	
	Westin Resort Guam	4%	4%	4%	5%	3%	4%	4%	6%		
	Pacific Bay Hotel	4%	8%	5%	4%	3%	2%	4%	2%	5%	
	Royal Orchid Guam	3%	3%	3%	3%	4%	3%	3%	3%	3%	
	Leo Palace Resort	3%	2%	2%	2%	1%	3%	3%	4%	2%	
	Sheraton Laguna Guam	2%	2%	2%	2%	2%	3%	2%	3%	1%	
	Hyatt Regency Guam	2%	1%	1%	1%	3%	2%	3%	3%	1%	
	Oceanview Hotel	2%	3%	1%	2%	2%	2%	1%	2%	3%	
	Pacific Star Resort & Spa	2%	1%	2%	3%	2%	2%	1%	2%	1%	
	Other	2%	2%	2%	1%	2%	1%	1%	1%	9%	
	Bayview Hotel	2%	4%	4%	1%	1%	2%	1%	1%	1%	
	Aqua Suites	1%	1%	1%	2%	0%	1%	1%	1%	2%	
	Lotte Hotel Guam	1%		1%	1%	2%	1%		1%	1%	
	Condo	1%	1%	0%	1%	0%	0%	1%	0%		
	Verona Resort & Spa	1%	1%	1%		0%	1%	1%	0%	3%	
	Hotel Santa Fe	0%	1%	0%		1%	1%		1%	1%	
	Tumon Bay Capital Hotel	0%		1%		0%	1%		0%	2%	
	Dusit Thani Guam	0%						0%	0%		
	Home stay/ friend/ relative	0%				0%	0%				
	Days Inn (Tamuning)	0%						0%	0%		
	Days Inn (Maite)	0%				0%					
	Total	Count	4196	200	413	501	528	695	560	636	94

Travel Motivation - Top Responses



Most Important Reason for Choosing Guam

- Guam's natural beauty/ beaches,
- Pleasure,
- Short travel time

are the primary reasons for visiting during this period.

Most Important- Top 3

	FY 2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Natural Beauty	16%	15%	16%	16%	17%	18%	17%	18%	18%	21%
Pleasure	16%	14%	12%	12%	14%	18%	18%	16%	16%	17%
Relax	10%	Not top 3	Not top 3	Not Top 3	11%	9%	Not top 3	Not top 3	Not top 3	Not top 3
Short Travel Time	Not Top 3	13%	10%	Not Top 3	Not Top 3	9%	Not top 3	10%	10%	10%
Price	Not Top 3	Not Top 3	10%	14%	11%	Not top 3	10%	Not top 3	Not top 3	Not top 3

Motivation by Age & Gender

		TOTAL	AGE				GENDER		
		-	18-24	25-34	35-49	50+	Male	Female	
Q5A	Natural beauty	61%	69%	60%	58%	52%	58%	64%	
	Short travel time	53%	45%	54%	59%	57%	52%	53%	
	Pleasure	52%	59%	51%	50%	43%	48%	57%	
	Relax	38%	34%	42%	37%	39%	36%	40%	
	Previous trip	35%	17%	32%	51%	51%	38%	31%	
	Shopping	30%	37%	30%	24%	29%	24%	36%	
	Safe	25%	21%	21%	31%	32%	27%	23%	
	Price	22%	28%	22%	19%	16%	21%	24%	
	Water sports	22%	26%	23%	20%	16%	20%	24%	
	Recomm- friend/family/trvl agnt	22%	35%	21%	13%	15%	19%	26%	
	Company/ Business Trip	6%	5%	7%	8%	5%	6%	7%	
	Scuba	5%	6%	5%	4%	4%	5%	5%	
	Married/ Attn wedding	4%	1%	6%	4%	9%	5%	3%	
	Other	4%	4%	2%	5%	6%	4%	4%	
	Honeymoon	4%	1%	7%	3%	0%	6%	1%	
	Golf	3%	1%	1%	4%	13%	5%	1%	
	Visit friends/ Relatives	2%	3%	2%	1%	4%	2%	2%	
	Organized sports	2%	2%	2%	2%	2%	2%	2%	
	Company Sponsored	1%	0%	1%	2%	1%	1%	1%	
	Career Cert/ Testing	0%	0%	0%	0%	0%	0%	0%	
	Convention/ Trade/ Conference	0%		0%		0%	0%	0%	
	Total	Count	4203	1275	1336	1145	428	2092	2107

Motivation by Income

		TOTAL	Q26								
		-	<Y2.0 million	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income	
Q5A	Natural beauty	61%	57%	62%	58%	58%	60%	63%	67%	66%	
	Short travel time	53%	42%	47%	48%	53%	56%	59%	61%	41%	
	Pleasure	52%	51%	53%	50%	50%	51%	54%	57%	60%	
	Relax	38%	33%	39%	41%	38%	36%	41%	45%	27%	
	Previous trip	35%	22%	29%	30%	36%	39%	44%	45%	14%	
	Shopping	30%	30%	36%	30%	29%	27%	30%	32%	27%	
	Safe	25%	18%	24%	19%	26%	25%	33%	31%	16%	
	Price	22%	22%	19%	23%	24%	22%	25%	21%	29%	
	Water sports	22%	22%	23%	23%	23%	21%	23%	23%	23%	
	Recomm- friend/family/trvl agnt	22%	35%	25%	23%	20%	20%	18%	18%	31%	
	Company/ Business Trip	6%	8%	11%	12%	7%	5%	3%	3%	2%	
	Scuba	5%	6%	4%	5%	5%	5%	6%	4%	9%	
	Married/ Attn wedding	4%	4%	6%	6%	4%	5%	4%	3%	1%	
	Other	4%	3%	3%	3%	3%	4%	4%	6%	5%	
	Honeymoon	4%	3%	4%	5%	8%	5%	2%	1%		
	Golf	3%	4%	1%	1%	3%	4%	3%	6%	2%	
	Visit friends/ Relatives	2%	3%	1%	2%	2%	2%	3%	2%	3%	
	Organized sports	2%	2%	1%	3%	1%	2%	3%	2%		
	Company Sponsored	1%	1%	1%	1%	1%	1%	2%	1%	1%	
	Career Cert/ Testing	0%	1%	0%	0%		0%	0%	0%		
	Convention/ Trade/ Conference	0%				0%		0%			
	Total	Count	4203	200	417	503	528	697	560	636	93

SECTION 3 **EXPENDITURES**

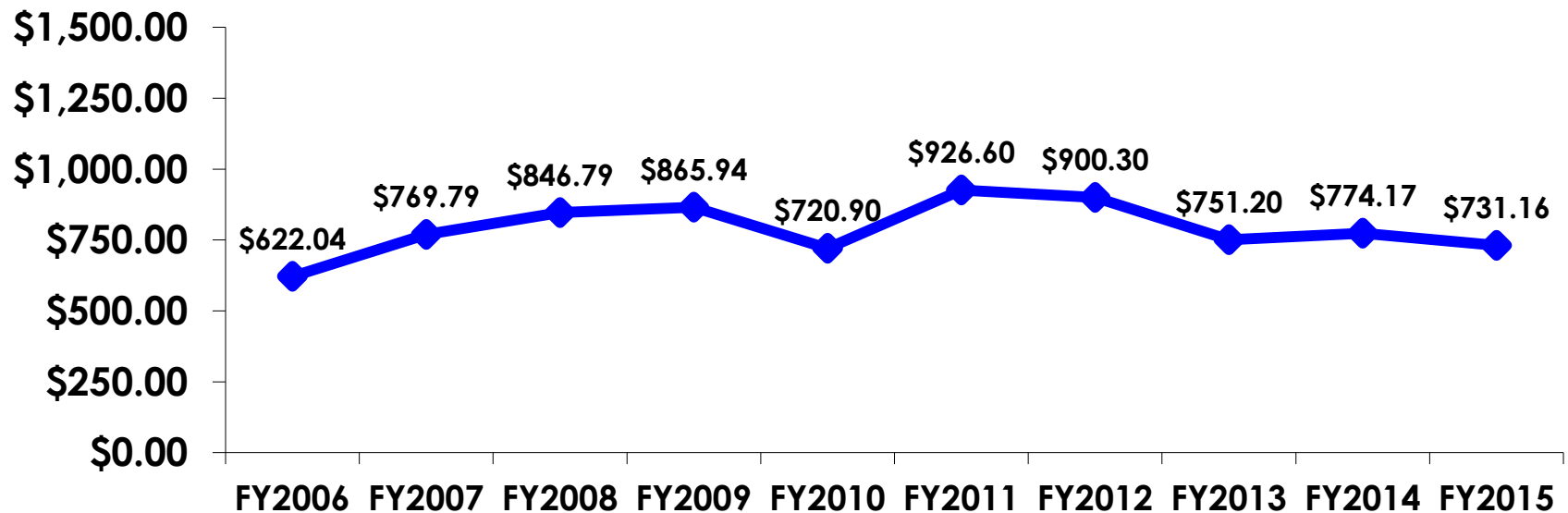
Prepaid Expenditures

¥Varies/US\$1

- \$1,475.15 = overall mean average prepaid expense (for entire travel party size) by respondent
- \$0 = minimum (lowest amount recorded for the entire sample)
- \$24,256 = maximum (highest amount recorded for the entire sample)
- \$731.16 = overall mean average per person prepaid expenditures

PREPAID EXPENDITURES

Per Person



Breakdown of Prepaid Expenditures

¥Varies=\$1

(Filter: Only those who responded/
Per Travel Party)

	MEAN \$
Air & Accommodation package only	\$1,473.63
Air & Accommodation w/ daily meal package	\$2,721.85
Air only	\$1,435.94
Accommodation only	\$715.78
Accommodation w/ daily meal only	\$1,345.94
Food & Beverages in Hotel	\$334.66
Ground transportation – Japan	\$59.49
Ground transportation – Guam	\$71.02
Optional tours/ activities	\$249.04
Other expenses	\$324.14
Total Prepaid	\$1,475.15

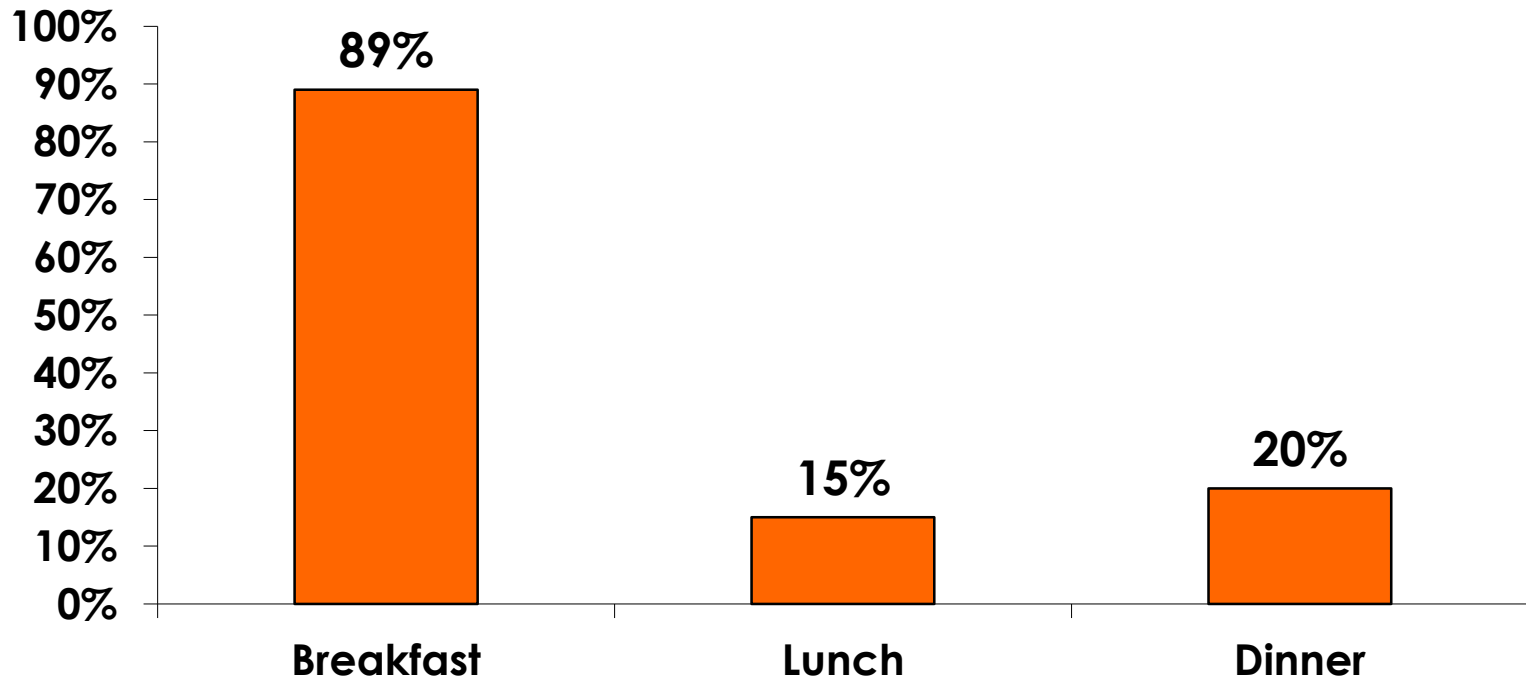
Breakdown of Prepaid Expenditures

	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Air & Accommodation package only	\$1,550	\$1,589	\$1,696	\$1402.50	\$1,767.00	\$1,681.20	\$1,369.90	\$1,442.20	\$1,473.63
Air & Accommodation w/ daily meal package	\$2,536	\$3,404	\$3,006	\$3199.80	\$3,555.90	\$3,546.00	\$2,276.72	\$2,779.61	\$2,721.85
Air only	\$1,129	\$924	\$937	\$952.90	\$1,359.60	\$1,836.40	\$1,454.43	\$1,330.39	\$1,435.94
Accommodation only	\$532	\$520	\$748	\$524.30	\$748.30	\$1,136.90	\$843.15	\$684.83	\$715.78
Accommodation w/ daily meal only	\$934	\$887	\$595	\$944.70	\$1,040.70	\$838.10	\$1,596.78	\$1,207.25	\$1,345.94
Food & Beverages in Hotel	\$103	\$394	\$232	\$168.50	\$209.90	\$194.20	\$116.71	\$141.44	\$334.66
Ground transportation – Japan	\$110	\$121	\$100	\$95.30	\$129.70	\$156.70	\$68.87	\$88.70	\$59.49
Ground transportation – Guam	\$62	\$88	\$93	\$93.90	\$58.60	\$100.80	\$75.43	\$116.66	\$71.02
Optional tours/ activities	\$274	\$255	\$316	\$289.50	\$298.60	\$302.40	\$273.09	\$303.01	\$249.04
Other expenses	\$417	\$726	\$834	\$530.00	\$512.40	\$420.20	\$609.30	\$537.87	\$324.14
Total Prepaid	\$1,728	\$1,816	\$1,925	\$1,513.90	\$1,993.70	\$1,820.20	\$1,492.88	\$1,546.41	\$1,475.15

PREPAID MEAL BREAKDOWN

Air/ Accommodations with Daily Meal Pkg.

n=379

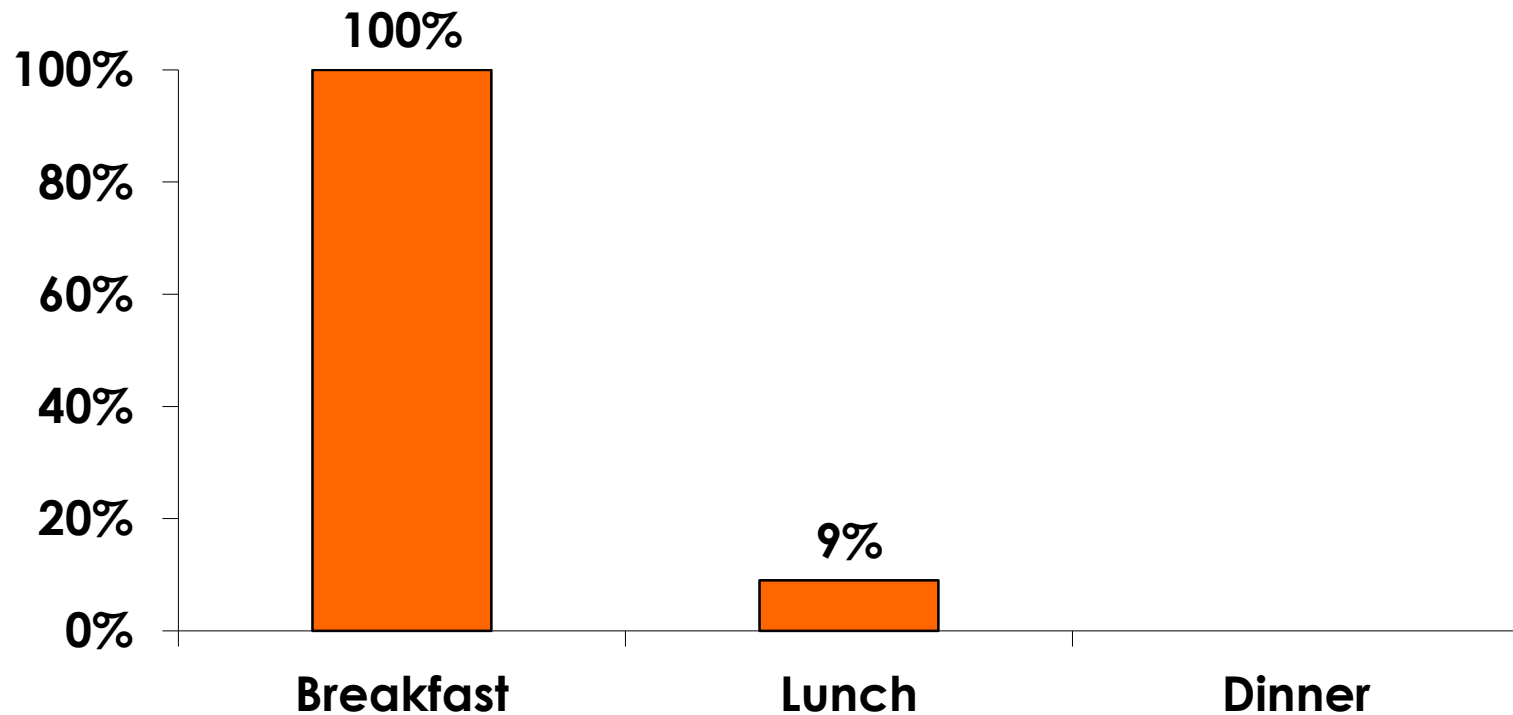


Mean=\$2,721.85 per travel party

PREPAID MEAL BREAKDOWN

Accommodations with Daily Meal Pkg.

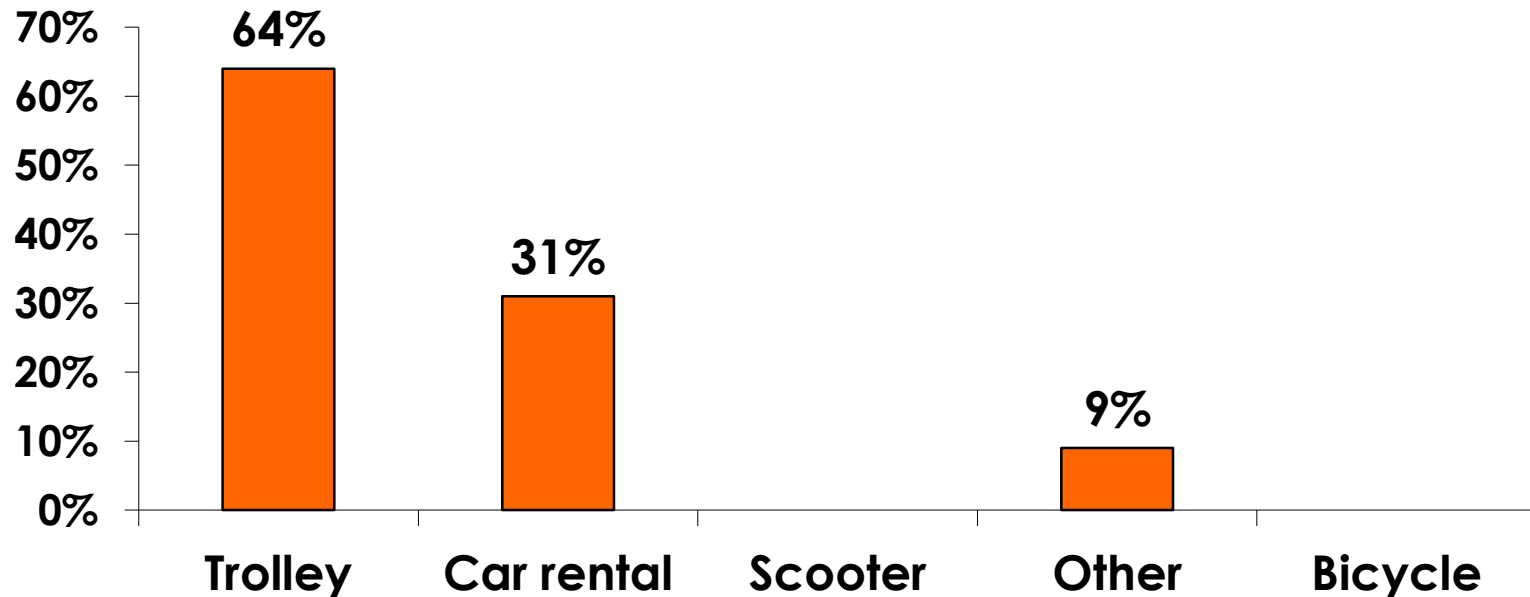
n=11



Mean=\$1,345.94 per travel party

PREPAID GROUND TRANSPORTATION

n=45



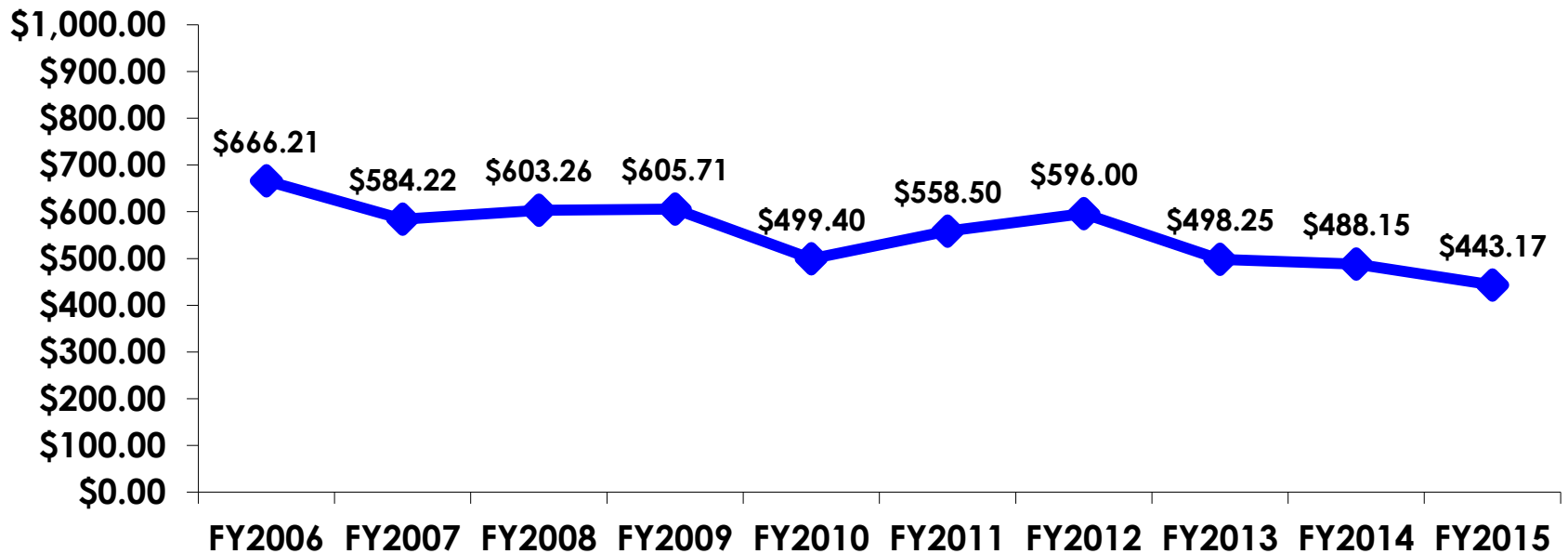
Mean=\$71.02 per travel party

On-Island Expenditures

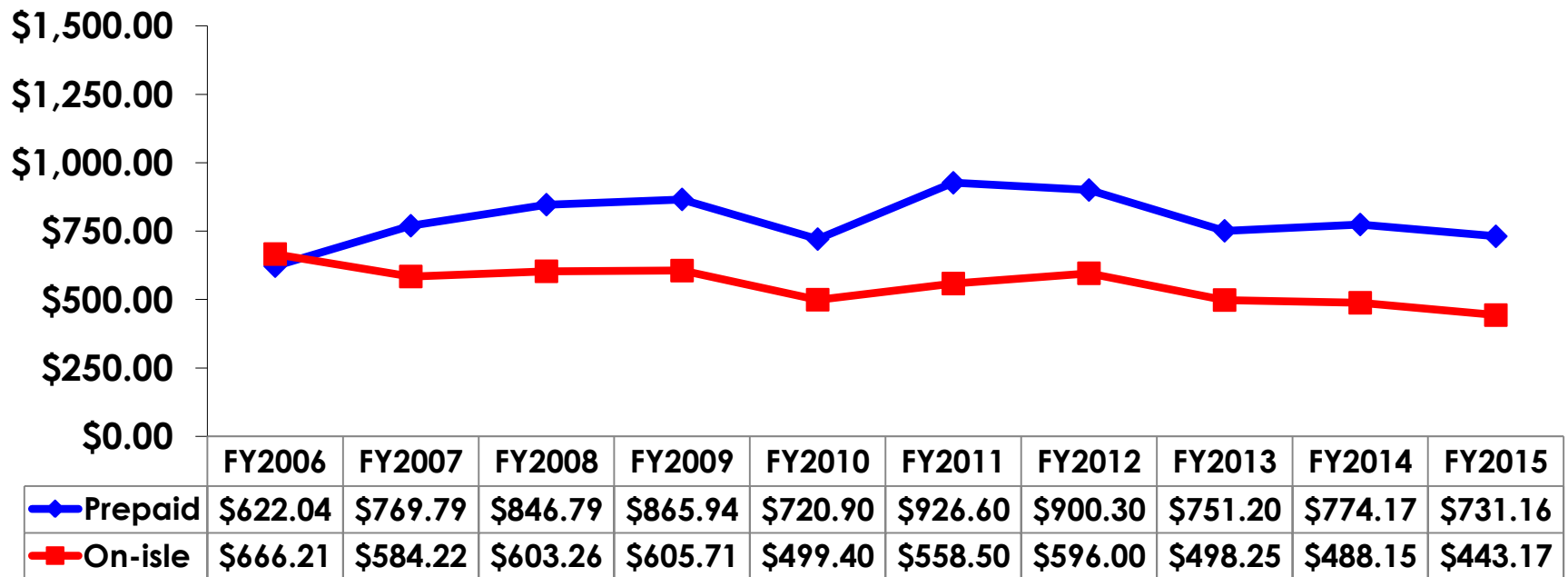
- \$745.03 = overall mean average on-island expense (for entire travel party size) by respondent
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$10,000 = Maximum (highest amount recorded for the entire sample)
- \$443.17 = overall mean average per person on-island expenditure

ON-ISLAND EXPENDITURES

Per Person



PREPAID/ ON-ISLE EXPENDITURES – Per Person



Total On-Island Expenditure by Gender & Age

		TOTAL	GENDER		GENDER							
			-	Male	Female	Male				Female		
		AGE				AGE						
		18-24				25-34	35-49	50+	18-24	25-34	35-49	50+
PER PERSON	Mean	\$443.17	\$436.44	\$450.35	\$385.41	\$448.36	\$426.16	\$520.52	\$400.06	\$477.94	\$457.55	\$583.11
	Median	\$335	\$333	\$350	\$300	\$362	\$300	\$400	\$330	\$400	\$330	\$472
	Minimum	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0
	Maximum	\$6,330	\$5,000	\$6,330	\$2,500	\$3,000	\$5,000	\$4,300	\$3,000	\$4,000	\$5,000	\$6,330

On-Island Expenditure Categories by Gender & Age

		TOTAL	GENDER		AGE			
		-	Male	Female	18-24	25-34	35-49	50+
F&B HOTEL	Mean	\$39.38	\$51.97	\$26.91	\$15.76	\$25.55	\$65.49	\$84.19
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
F&B FF/STORE	Mean	\$34.13	\$39.94	\$28.40	\$27.70	\$29.43	\$45.05	\$39.62
	Median	\$0	\$7	\$0	\$0	\$0	\$5	\$0
F&B RESTRNT	Mean	\$88.17	\$112.47	\$63.88	\$51.45	\$77.69	\$128.75	\$123.90
	Median	\$20	\$40	\$0	\$0	\$20	\$50	\$35
OPT TOUR	Mean	\$71.40	\$83.57	\$59.41	\$47.91	\$61.86	\$95.96	\$108.41
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
GIFT- SELF	Mean	\$151.70	\$164.34	\$139.21	\$89.13	\$153.83	\$203.93	\$194.31
	Median	\$10	\$0	\$20	\$0	\$20	\$20	\$30
GIFT- OTHER	Mean	\$106.32	\$112.00	\$100.77	\$71.02	\$102.86	\$129.33	\$162.86
	Median	\$50	\$45	\$50	\$30	\$50	\$50	\$80
TRANS	Mean	\$16.62	\$21.61	\$11.68	\$8.15	\$12.97	\$26.20	\$28.14
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$0
OTHER	Mean	\$237.69	\$274.14	\$201.74	\$146.03	\$210.35	\$318.33	\$370.90
	Median	\$0	\$0	\$0	\$0	\$0	\$0	\$5
TOTAL	Mean	\$745.03	\$860.70	\$630.62	\$457.21	\$673.55	\$1,011.67	\$1,115.38
	Median	\$500	\$600	\$430	\$350	\$500	\$700	\$800

On-Island Expenditures

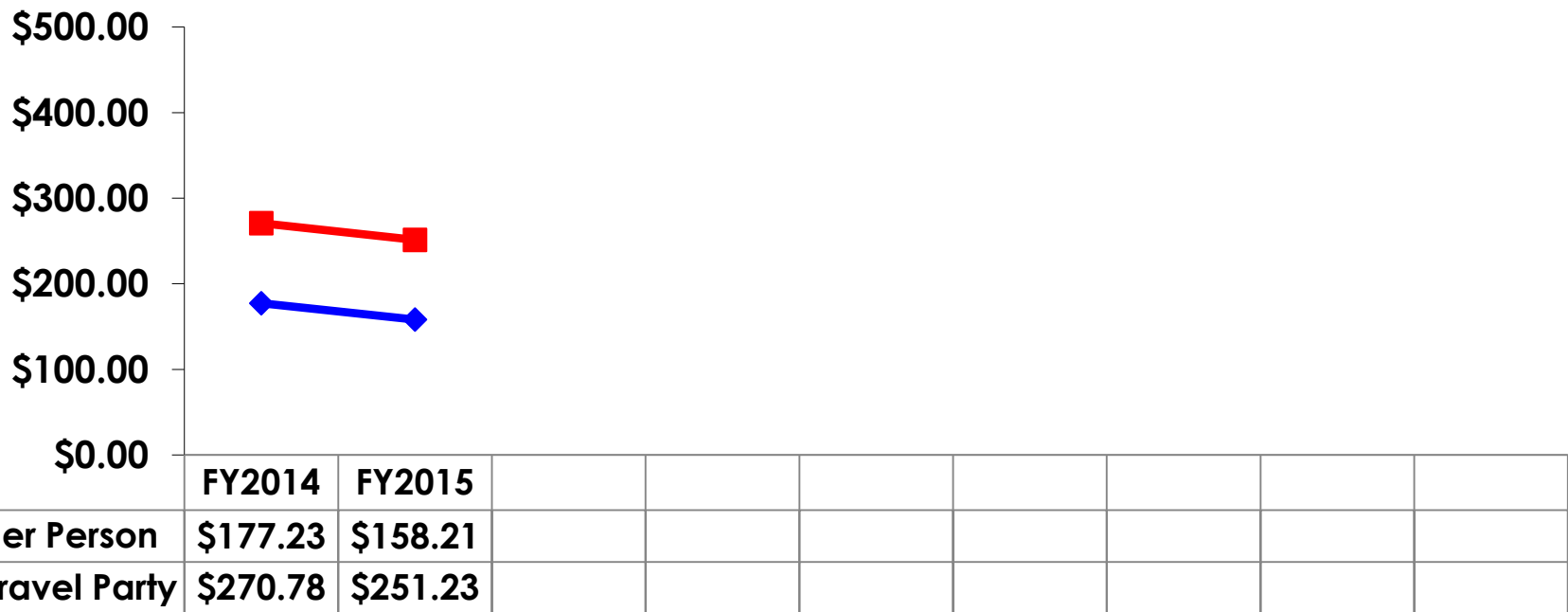
First Timers & Repeaters

		TOTAL	TRIPS TO GUAM	
		-	1st	Repeat
F&B HOTEL	Mean	\$39.38	\$30.67	\$51.08
	Median	\$0	\$0	\$0
F&B FF/STORE	Mean	\$34.13	\$32.67	\$36.14
	Median	\$0	\$0	\$0
F&B RESTRNT	Mean	\$88.17	\$76.19	\$104.28
	Median	\$20	\$0	\$30
OPT TOUR	Mean	\$71.40	\$65.89	\$78.86
	Median	\$0	\$0	\$0
GIFT- SELF	Mean	\$151.70	\$123.59	\$189.61
	Median	\$10	\$9	\$20
GIFT- OTHER	Mean	\$106.32	\$102.50	\$111.66
	Median	\$50	\$40	\$50
TRANS	Mean	\$16.62	\$14.39	\$19.65
	Median	\$0	\$0	\$0
OTHER	Mean	\$237.69	\$204.57	\$281.81
	Median	\$0	\$0	\$0
TOTAL	Mean	\$745.03	\$649.88	\$873.03
	Median	\$500	\$450	\$600

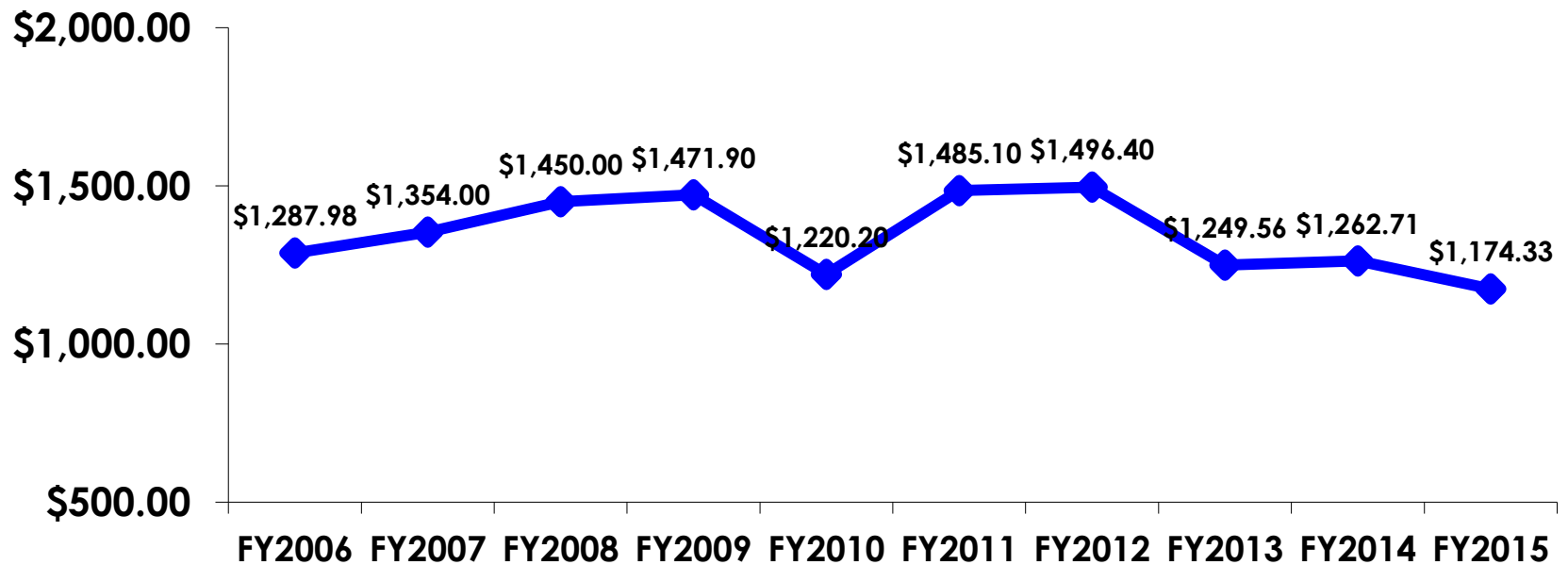
Total Expenditures Per Person (Prepaid & On-Island)

- \$1,174.33 = overall average
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$10,646 = Maximum (highest amount recorded for the entire sample)

ON-ISLE EXPENDITURES – Per Day



TOTAL EXPENDITURES Per Person



Breakdown of On-Island Expenditures

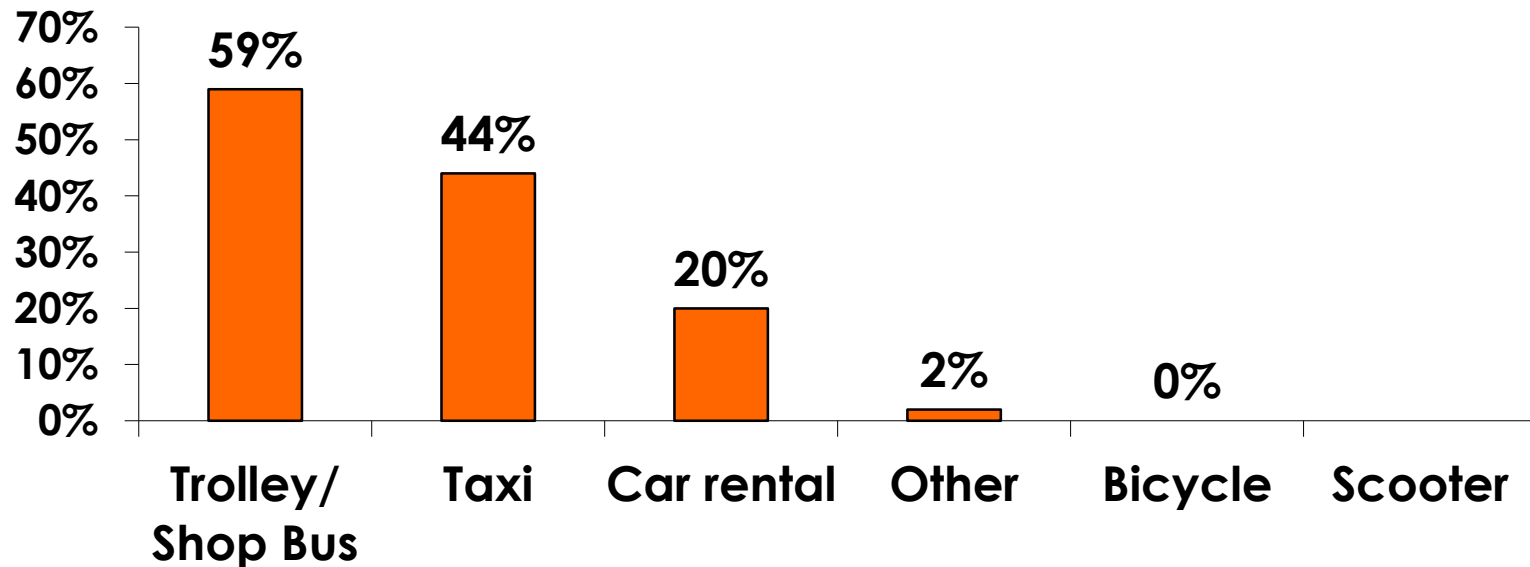
	MEAN \$
Food & beverage in a hotel	\$39.38
Food & beverage in fast food restaurant/convenience store	\$34.13
Food & beverage at restaurants or drinking establishments outside a hotel	\$88.17
Optional tours and activities	\$71.40
Gifts/ souvenirs for yourself/companions	\$151.70
Gifts/ souvenirs for friends/family at home	\$106.32
Local transportation	\$16.62
Other expenses not covered	\$237.69
Average Total	\$745.03

Breakdown of On-Island Expenditures

	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Food & beverage in a hotel	\$37.30	\$56.40	\$54.50	\$46.10	\$41.80	\$34.50	\$33.10	\$35.62	\$39.76	\$39.38
Food & beverage in fast food restaurant/convenience store	\$35.60	\$41.70	\$36.20	\$44.90	\$34.10	\$33.10	\$34.00	\$32.98	\$35.01	\$34.13
Food & beverage at restaurants or drinking establishments outside a hotel	\$91.10	\$105.40	\$94.00	\$95.50	\$76.70	\$84.00	\$80.70	\$80.56	\$92.32	\$88.17
Optional tours and activities	\$122.40	\$127.10	\$119.30	\$119.40	\$96.10	\$95.30	\$97.10	\$83.82	\$79.19	\$71.40
Gifts/souvenirs for yourself/companions	\$380.80	\$338.40	\$287.10	\$354.00	\$245.40	\$253.30	\$258.00	\$204.79	\$203.01	\$151.70
Gifts/souvenirs for friends/family	\$181.60	\$174.70	\$143.70	\$181.90	\$126.50	\$129.30	\$136.40	\$121.09	\$121.41	\$106.32
Local transportation	\$15.10	\$20.00	\$16.70	\$17.50	\$17.30	\$15.20	\$16.50	\$16.36	\$18.60	\$16.62
Other expenses not covered	\$110.30	\$284.80	\$304.10	\$269.50	\$233.70	\$289.30	\$247.70	\$208.18	\$190.45	\$237.69
Average Total	\$976.60	\$1,145.20	\$1,058.30	\$1,120.80	\$866.50	\$933.40	\$899.50	\$781.50	\$777.05	\$745.03

Local Transportation

n=864



Mean=\$16.62 per travel party

Guam Airport Expenditures

- \$32.12 = Mean
- \$10 = Median
- \$0 = Minimum (lowest amount recorded for the entire sample)
- \$3,000 = Maximum (highest amount recorded for the entire sample)

Breakdown of Airport Expenditures

	MEAN \$
Food & Beverages	\$9.19
Gifts/Souvenirs Self	\$11.41
Gifts/Souvenirs Others	\$11.77
Total	\$32.12

Breakdown of Airport

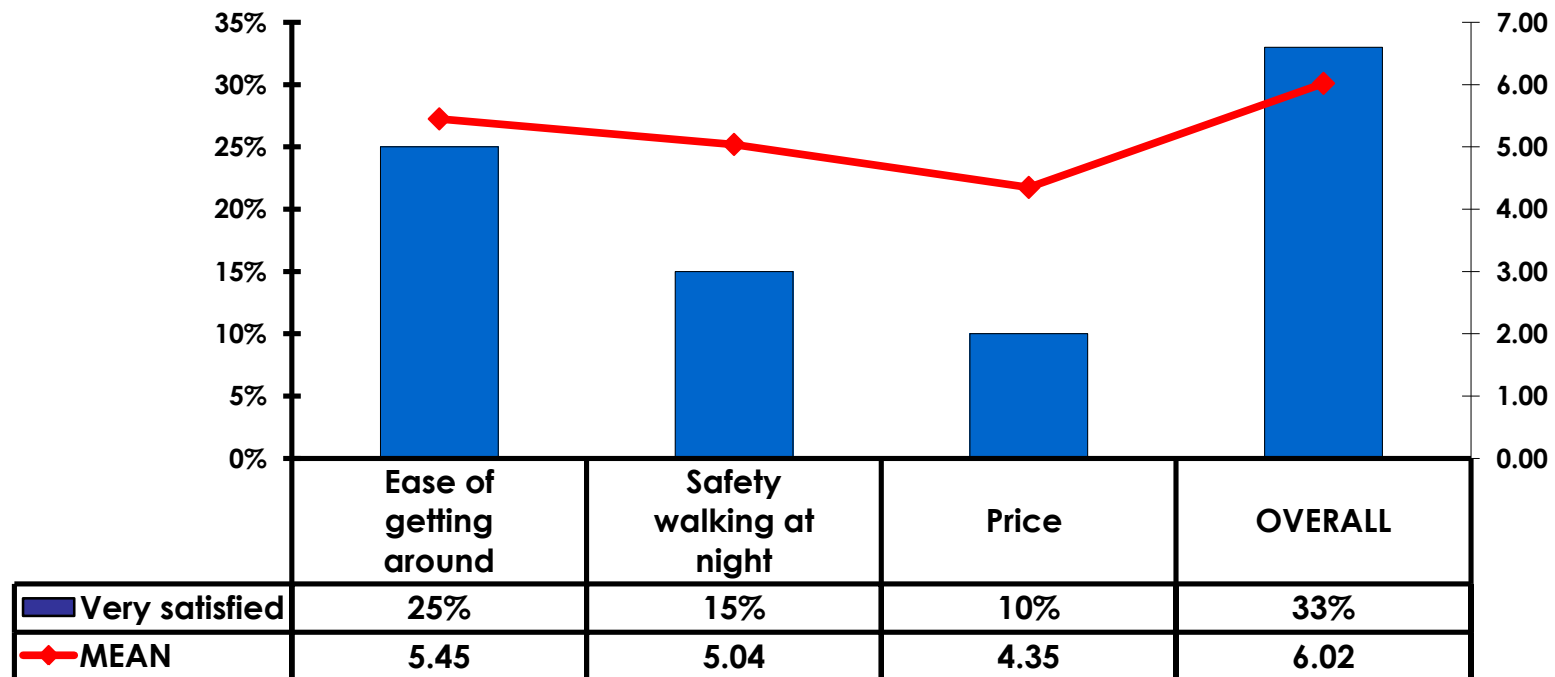
	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Food & Beverage	\$7.40	\$9.20	\$9.80	\$7.00	\$7.00	\$7.40	\$9.70	\$7.79	\$8.00	\$9.19
Gifts/ Sou-venirs - Self	\$9.50	\$18.40	\$13.00	\$15.00	\$15.20	\$14.90	\$12.40	\$9.31	\$10.60	\$11.44
Gifts/ Sou-venirs - Others	\$7.70	\$12.40	\$11.50	\$10.20	\$11.60	\$8.50	\$10.00	\$11.90	\$10.33	\$11.77
Total	\$24.40	\$39.80	\$34.20	\$32.10	\$33.20	\$30.80	\$32.10	\$28.95	\$28.96	\$32.12

SECTION 4 **VISITOR SATISFACTION**

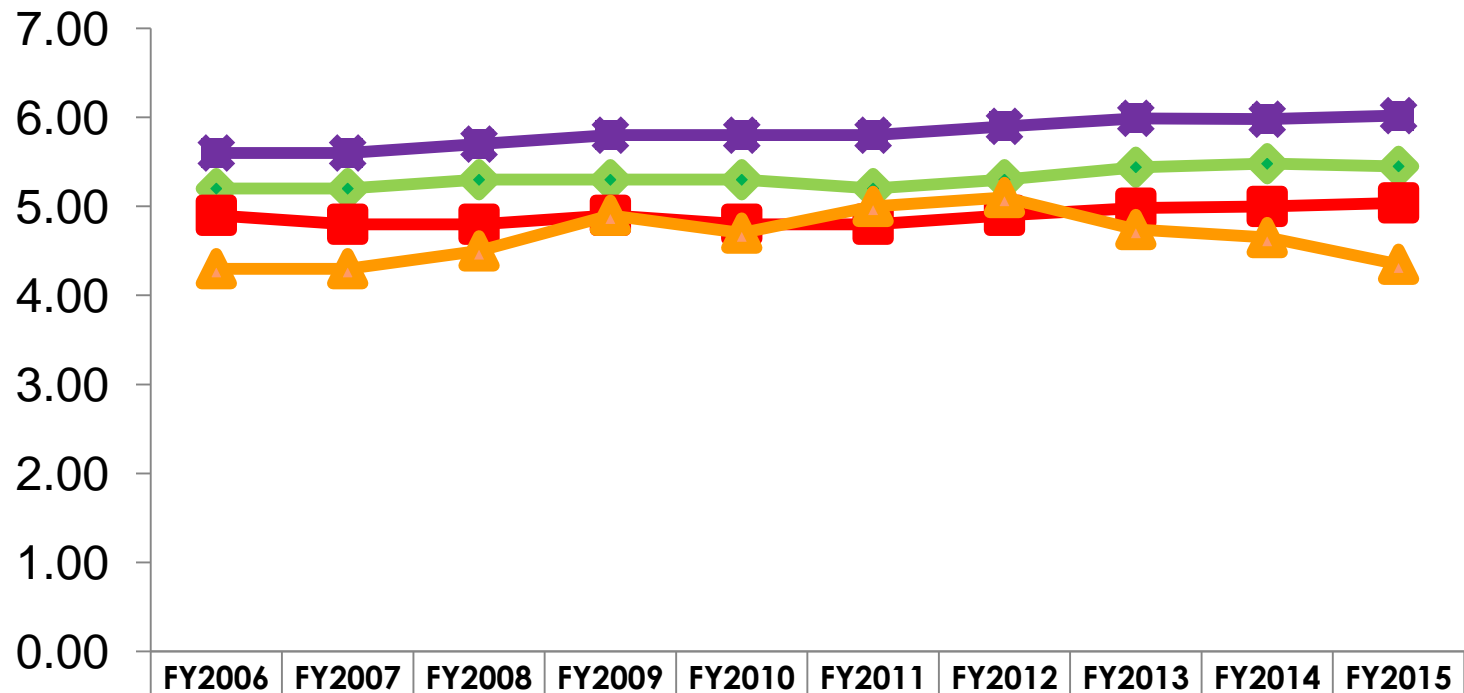
Satisfaction Scores Overall





7pt Rating Scale

7=Very Satisfied/1=Very Dissatisfied



Satisfaction Mean

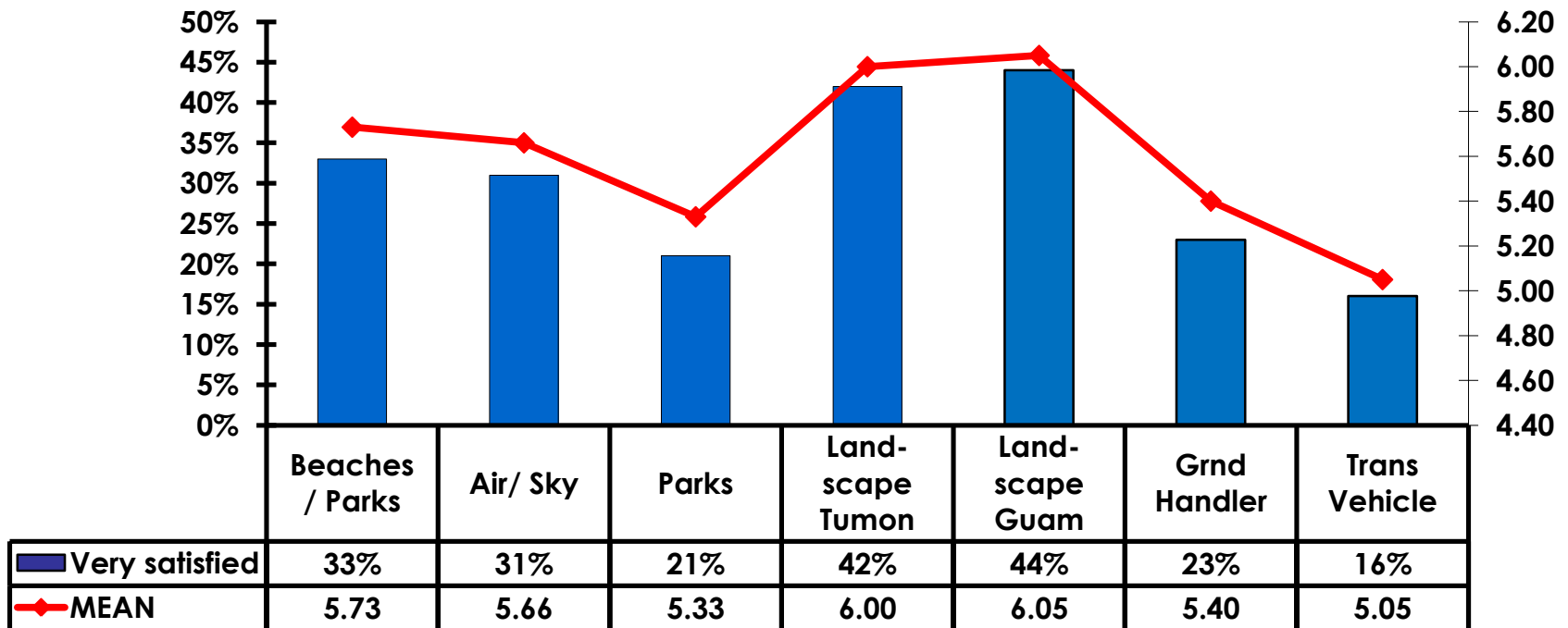


 Ease of getting around	5.20	5.20	5.30	5.30	5.30	5.20	5.30	5.44	5.48	5.45
 Safety walking at night	4.90	4.80	4.80	4.90	4.80	4.80	4.90	4.98	5.00	5.04
 Price	4.30	4.30	4.50	4.90	4.70	5.00	5.10	4.74	4.65	4.35
 OVERALL	5.60	5.60	5.70	5.80	5.80	5.80	5.90	5.99	5.98	6.02

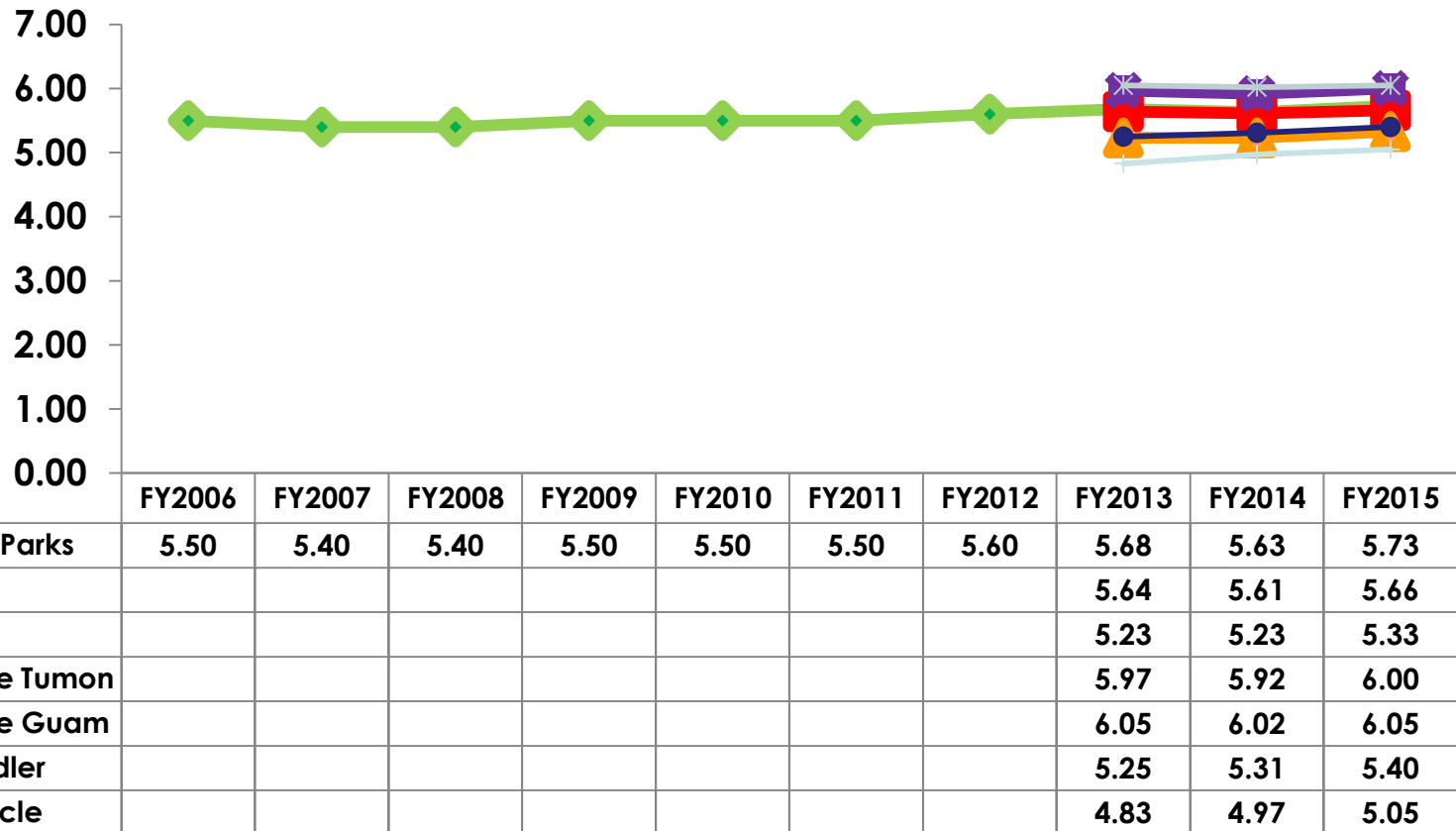
Satisfaction Quality/ Cleanliness

7pt Rating Scale

7=Very Satisfied/1=Very Dissatisfied



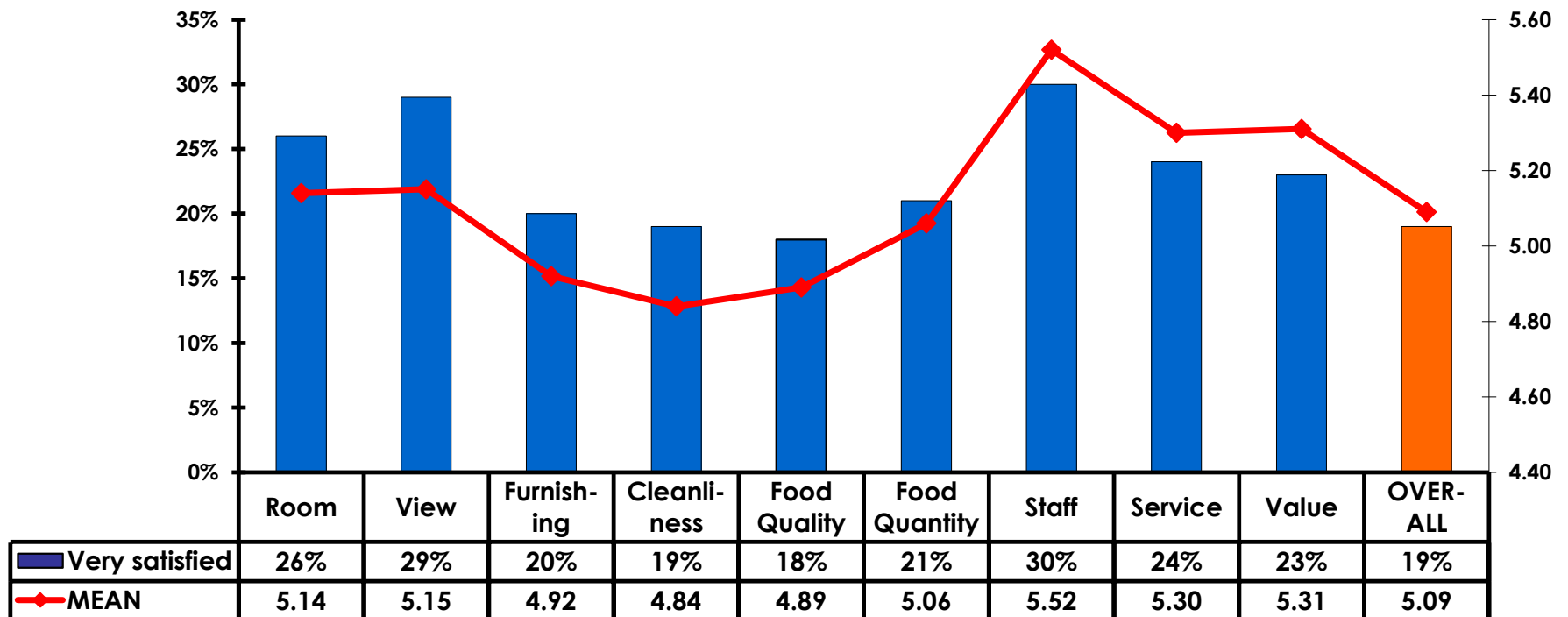
Satisfaction Quality/ Cleanliness



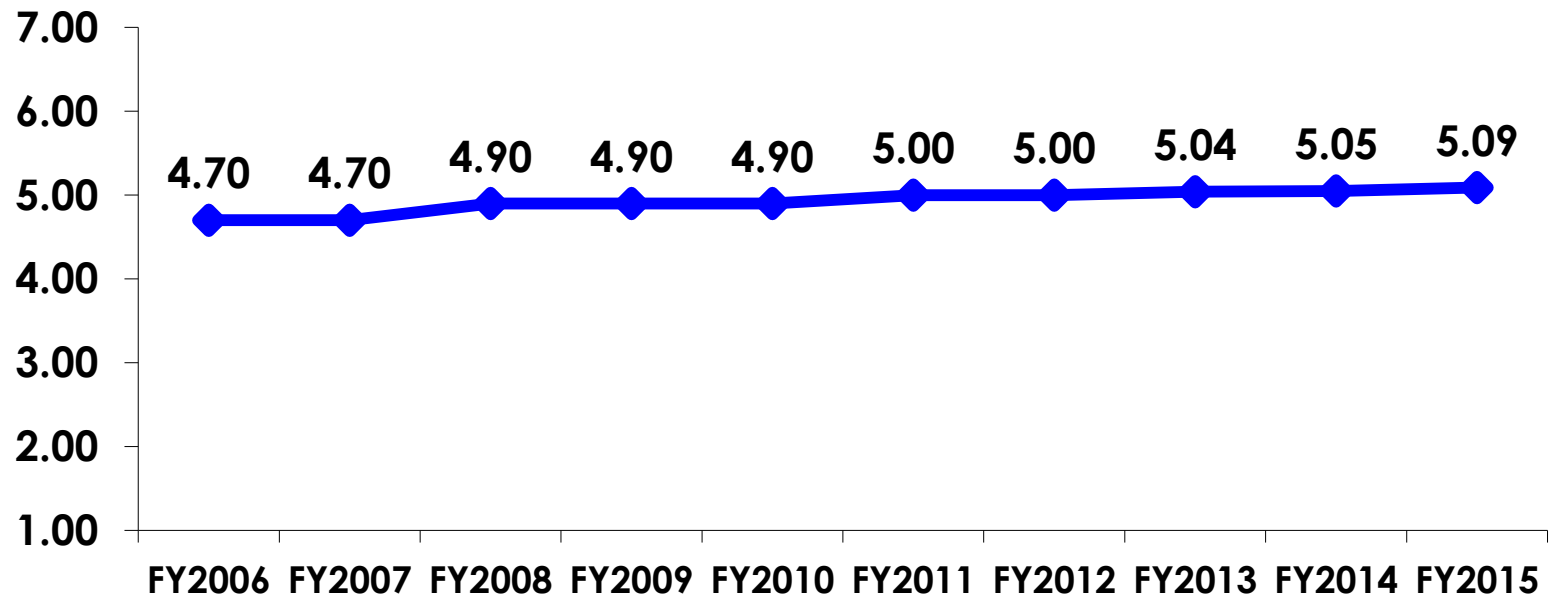
Quality of Accommodations

7pt Rating Scale

7=Very Satisfied/1=Very Dissatisfied



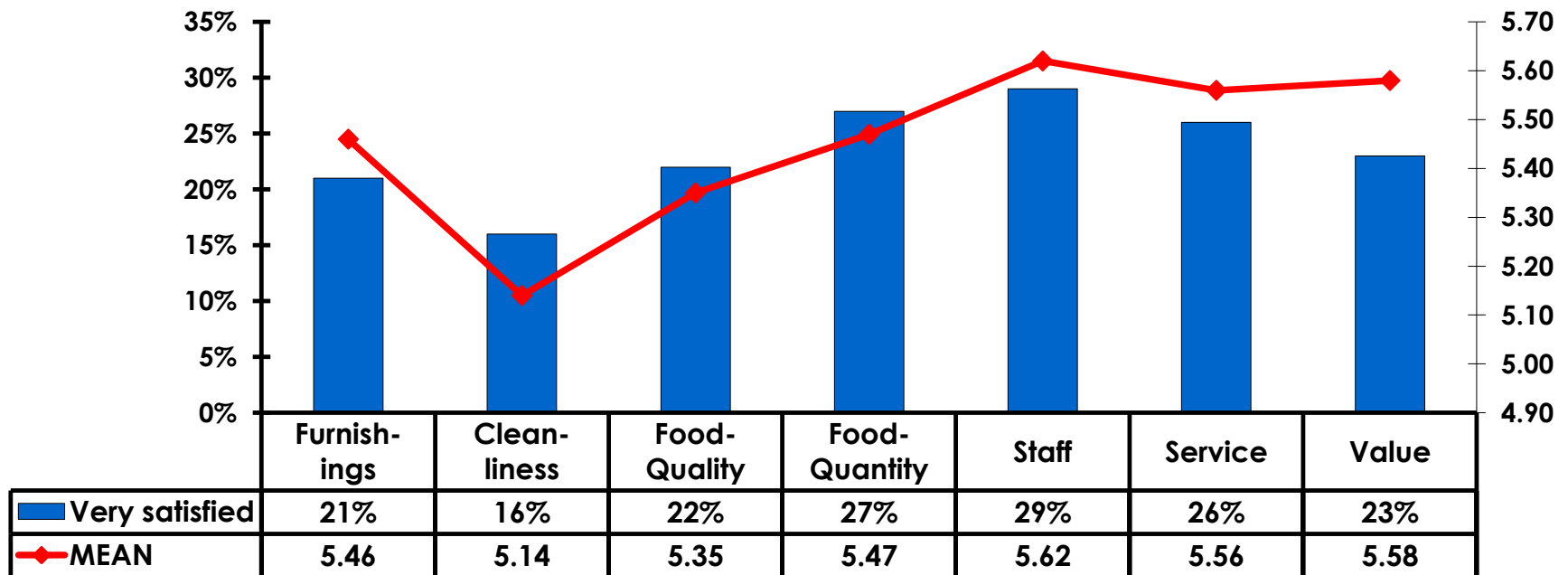
Accommodations Overall Satisfaction



Quality of Dining Experience

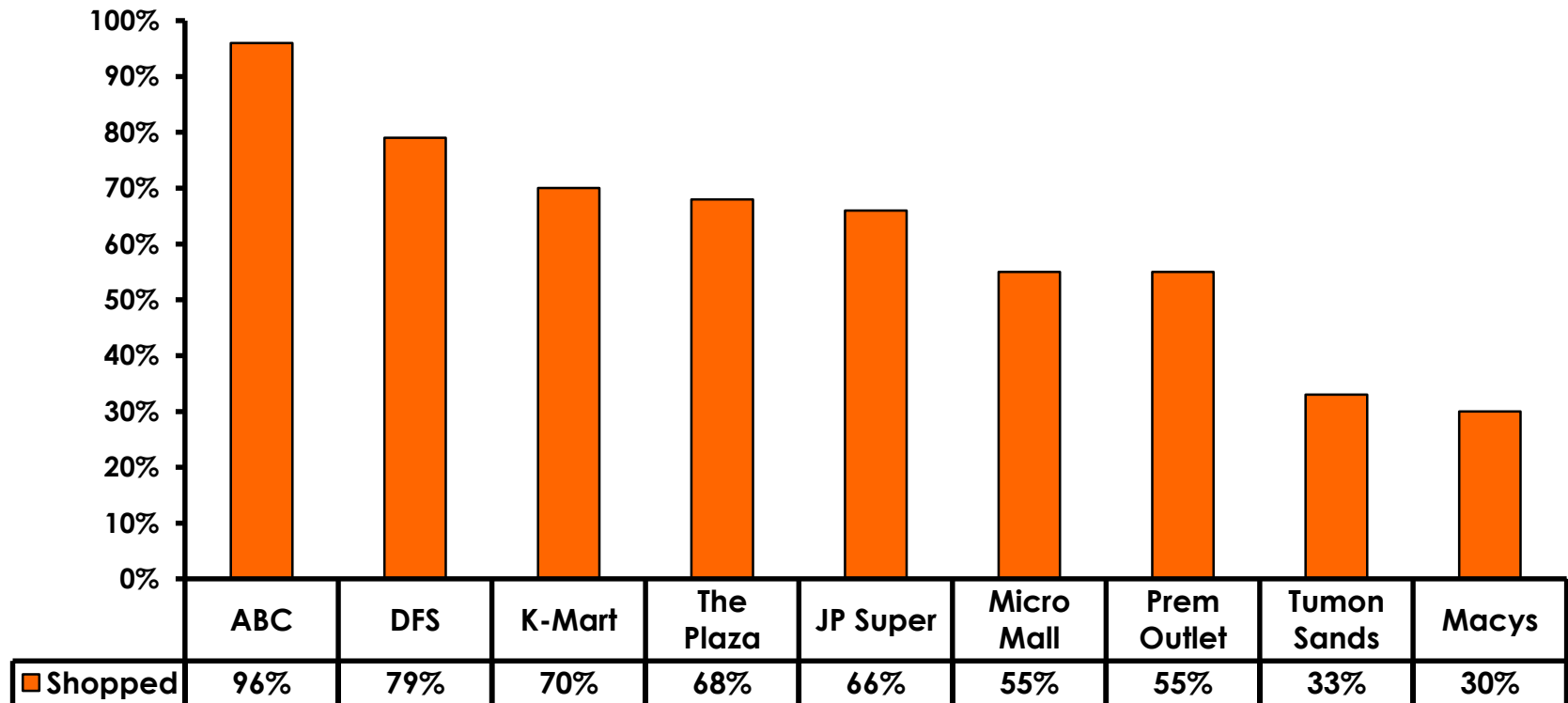
7pt Rating Scale

7=Very Satisfied/1=Very Dissatisfied



Visits to Shopping Centers/Malls on Guam

Top responses



Shopping Mall - Top 6

	FY 2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
ABC	94%	95%	96%	95%	94%	94%	95%	95%	95%	96%
DFS Galleria	95%	95%	94%	92%	89%	91%	90%	87%	85%	79%
The Plaza	54%	56%	60%	60%	57%	62%	66%	67%	69%	68%
JP Super	Not top6	Not top6	Not top6	Not top6	Not top6	63%	71%	67%	65%	66%
K-Mart	55%	58%	66%	61%	64%	64%	62%	66%	66%	70%
Micro Mall	66%	70%	72%	71%	65%	64%	65%	64%	60%	55%
Prem Outlet	59%	56%	63%	64%	58%	Not top6	Not top6	Not top6	Not top6	55%

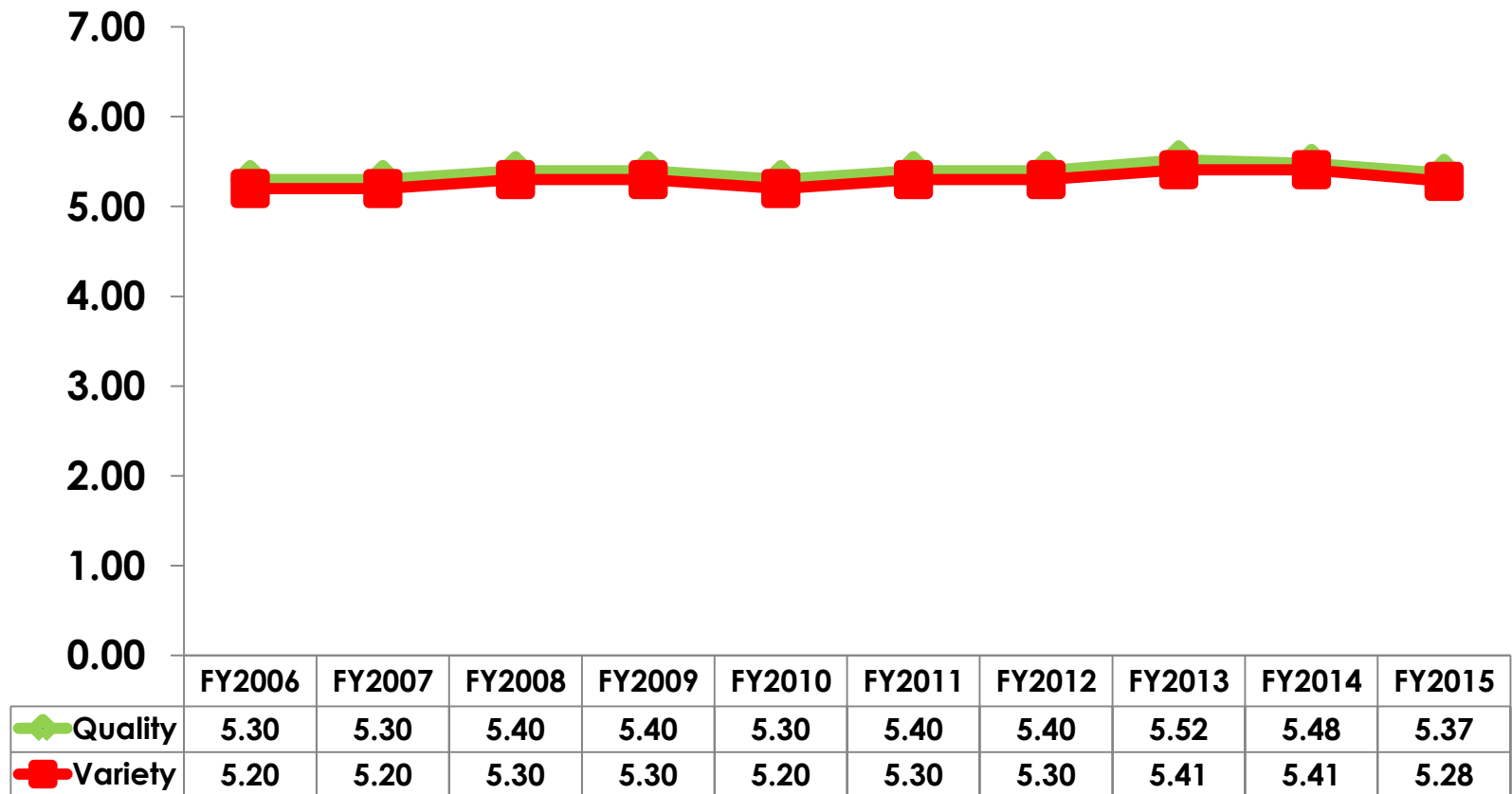
Satisfaction with Shopping

7pt Rating Scale

7=Very Satisfied/ 1=Very Dissatisfied

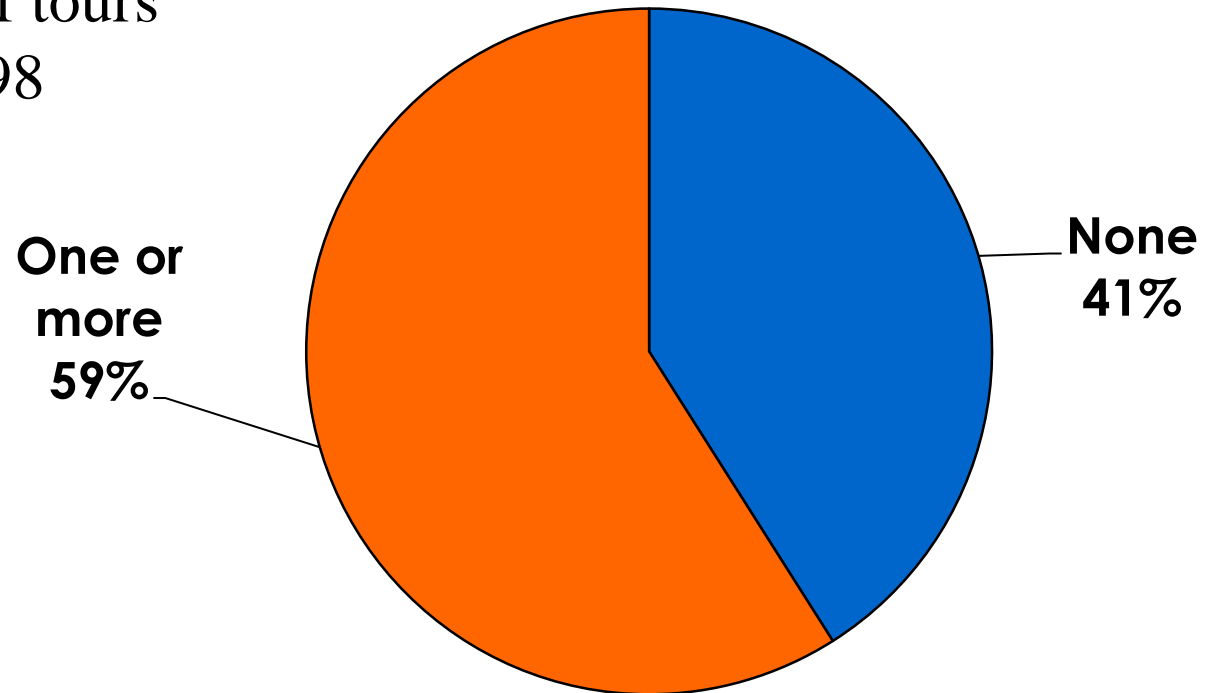
Quality of Shopping	Variety of Shopping
Score of 6 to 7 = 52%	Score of 6 to 7 = 49%
Score of 4 to 5 = 43%	Score of 4 to 5 = 42%
Score 1 to 3 = 5%	Score 1 to 3 = 8%
MEAN = 5.37	MEAN = 5.28

Satisfaction - Shopping

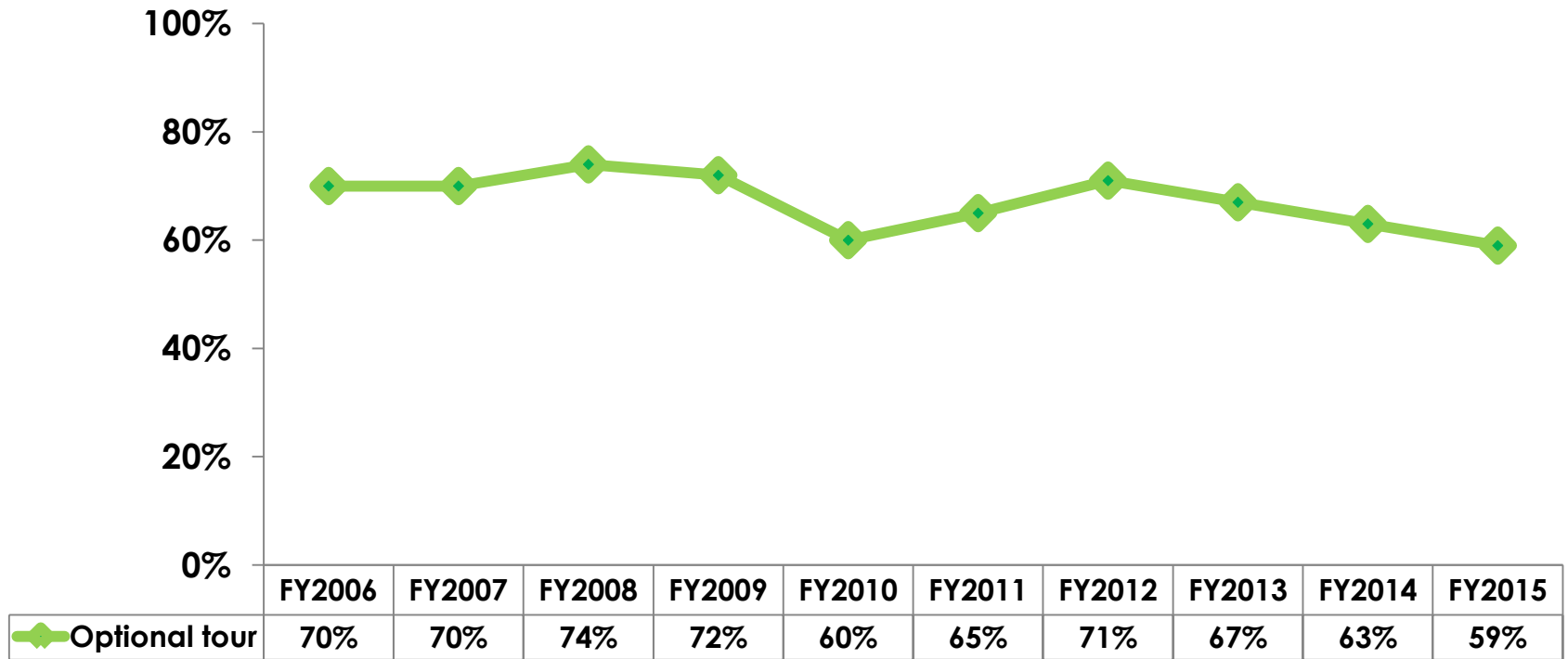


Optional Tour Participation

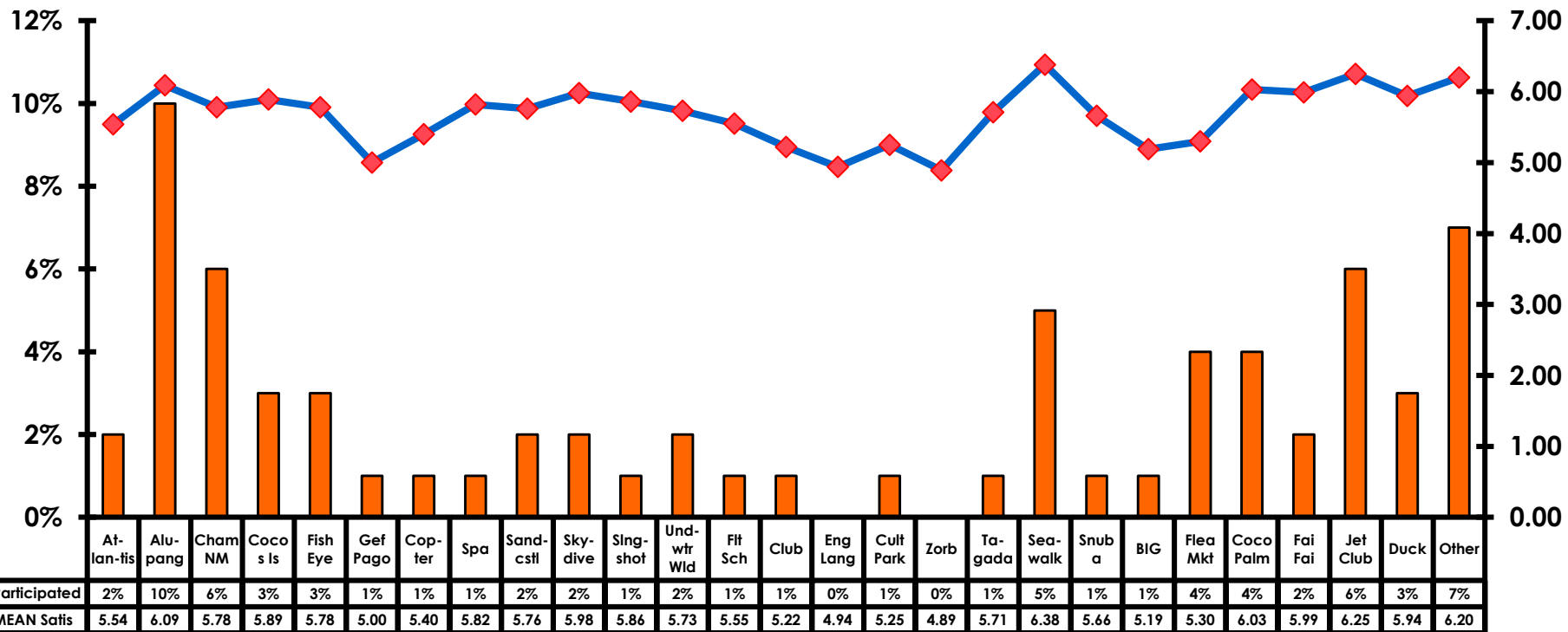
- Average number of tours participated in is .98



Optional Tours



Optional Tours Participation & Satisfaction



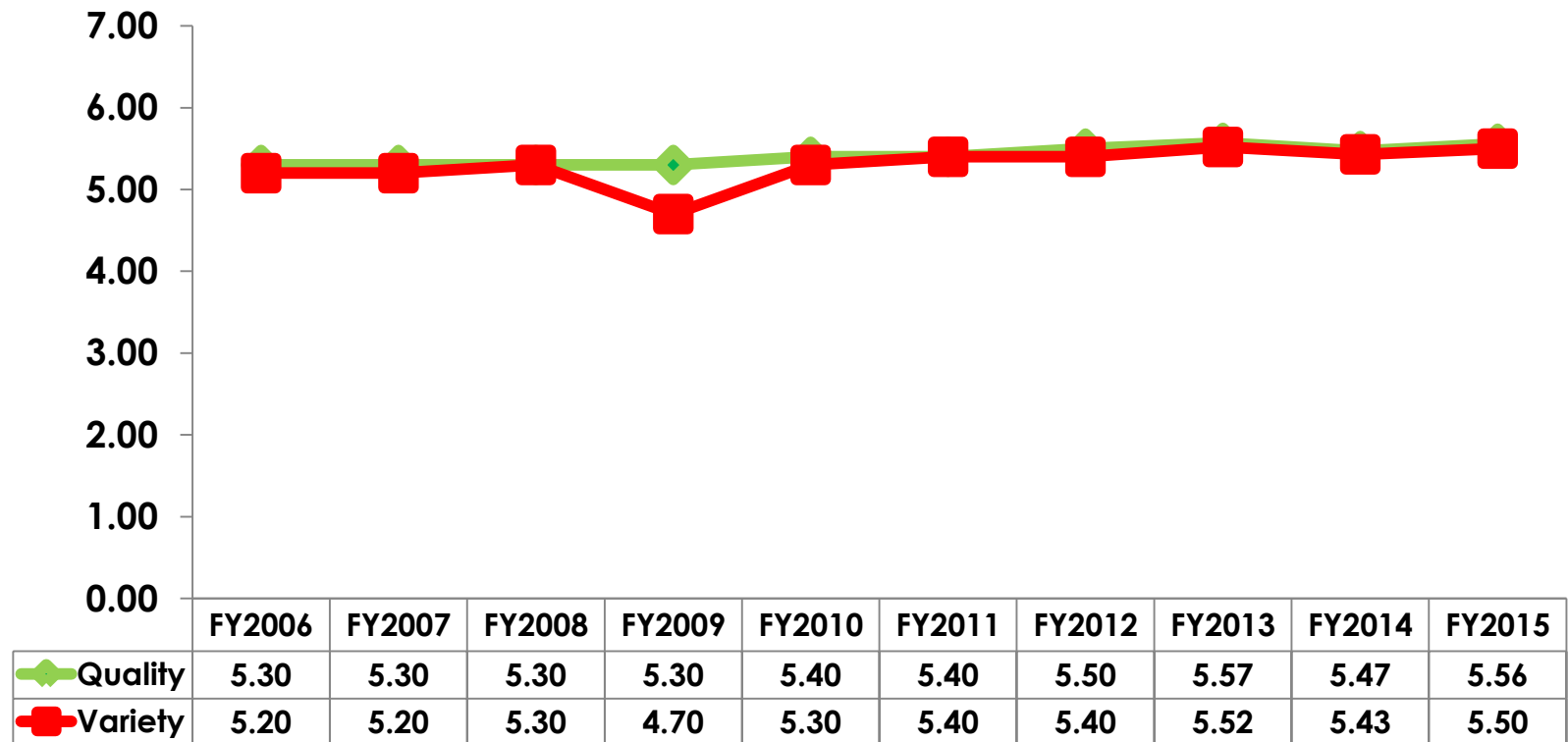
Day Tours Satisfaction

7pt Rating Scale

7=Very Satisfied/ 1=Very Dissatisfied

Quality of Day Tour	Variety of Day Tour
Score of 6 to 7 = 59%	Score of 6 to 7 = 56%
Score of 4 to 5 = 40%	Score of 4 to 5 = 43%
Score 1 to 3 = 1%	Score 1 to 3 = 1%
MEAN = 5.56	MEAN = 5.50

Satisfaction – Day Tours



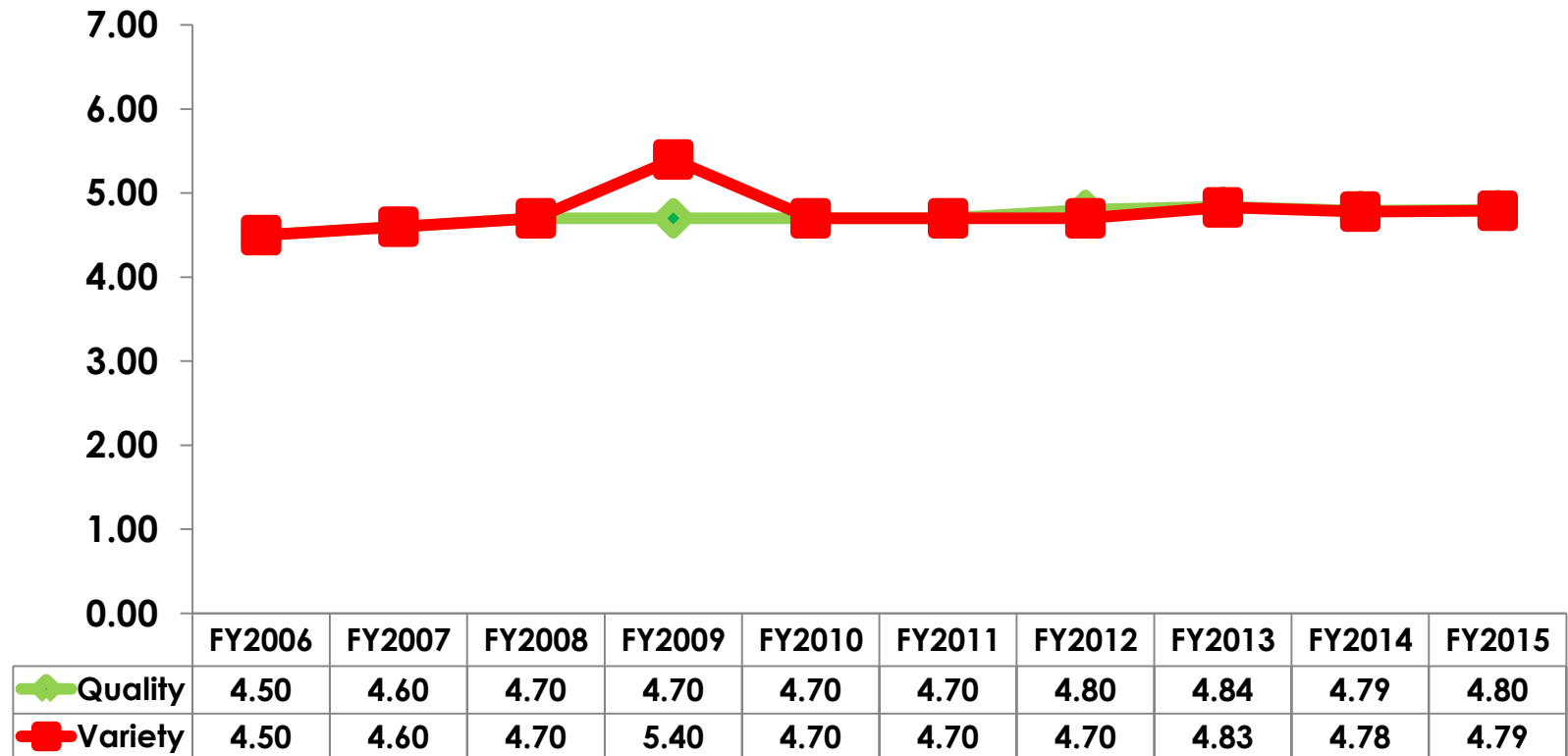
Night Tours Satisfaction

7pt Rating Scale

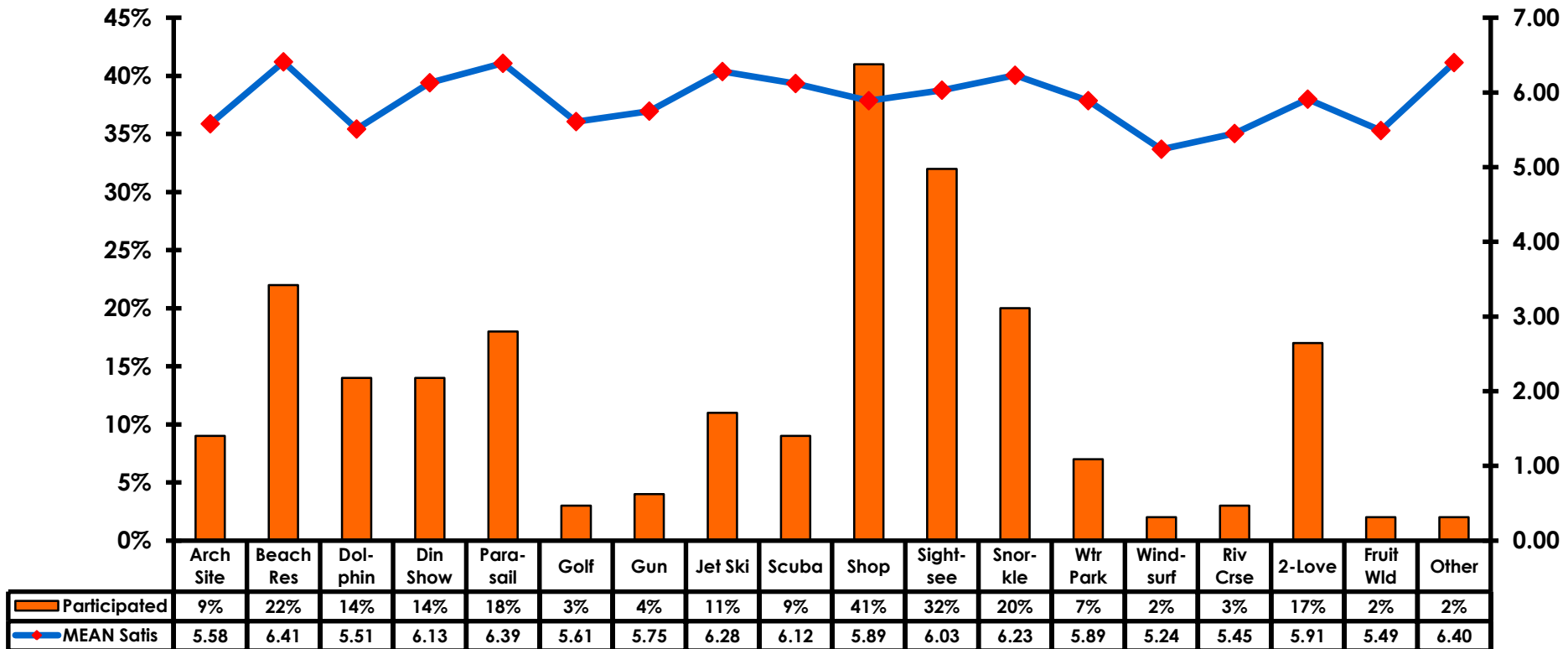
7=Very Satisfied/ 1=Very Dissatisfied

Quality of Night Tour	Variety of Night Tour
Score of 6 to 7 = 30%	Score of 6 to 7 = 30%
Score of 4 to 5 = 68%	Score of 4 to 5 = 68%
Score 1 to 3 = 2%	Score 1 to 3 = 3%
MEAN = 4.80	MEAN = 4.79

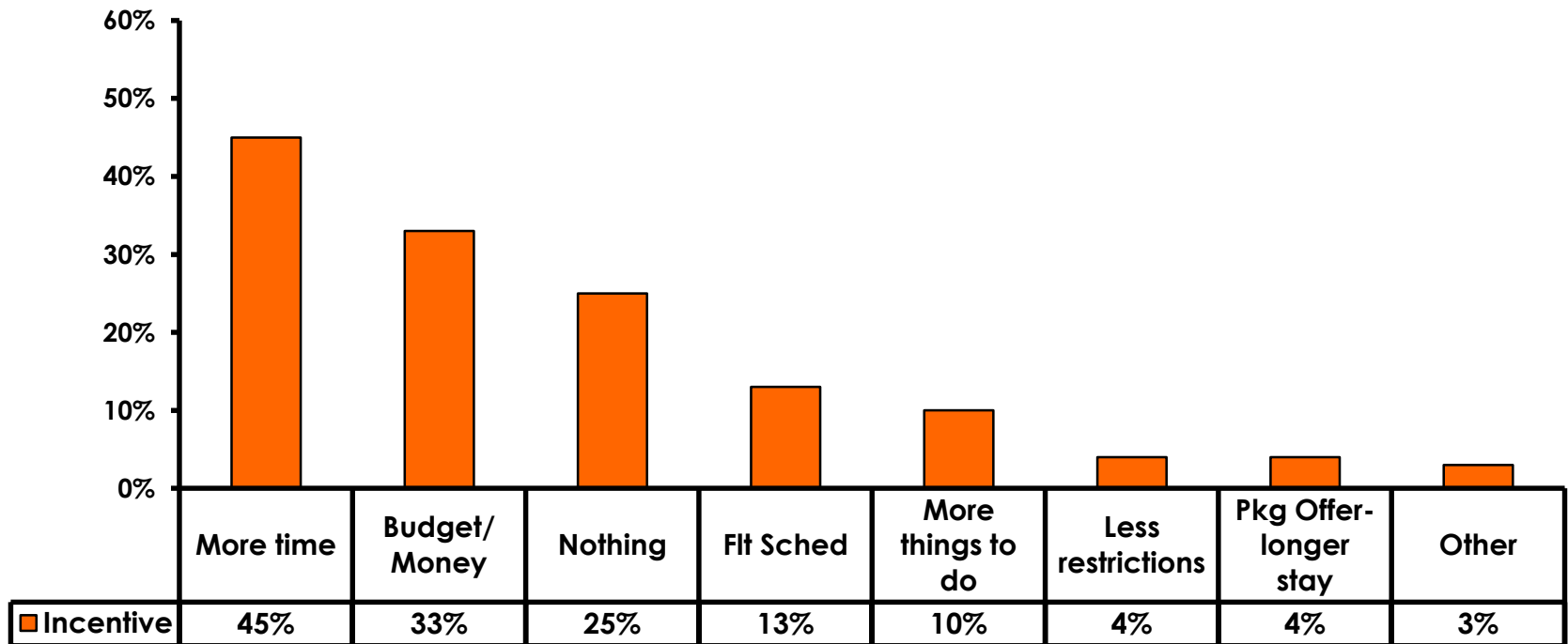
Satisfaction – Night Tours



Satisfaction with Other Activities



What would it take to make you want to stay an extra day in Guam?



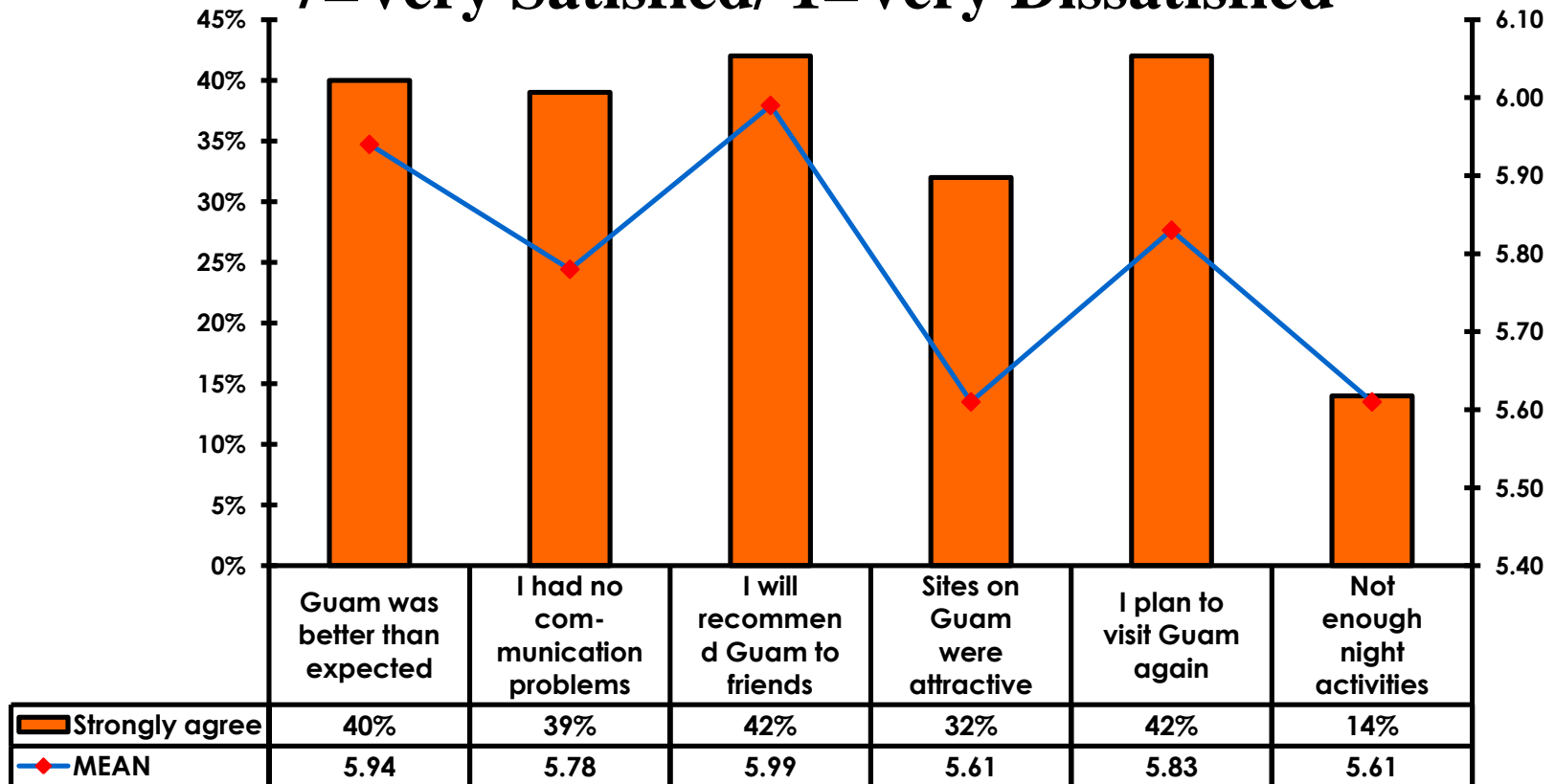
What would it take to make you want to stay an extra day in Guam?

	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
More time	46%	52%	51%	48%	48%	45%	45%
Budget/ money	35%	31%	35%	34%	29%	30%	33%
Nothing- spent right amount of time	19%	17%	18%	19%	24%	27%	25%
More things to do	12%	11%	9%	12%	9%	9%	10%
Less restrictions	7%	6%	5%	6%	4%	4%	4%
Flight schedule times	14%	17%	20%	16%	14%	12%	13%
Packages – longer stays	-	-	1%	4%	3%	3%	4%
Other	5%	4%	3%	3%	2%	3%	3%

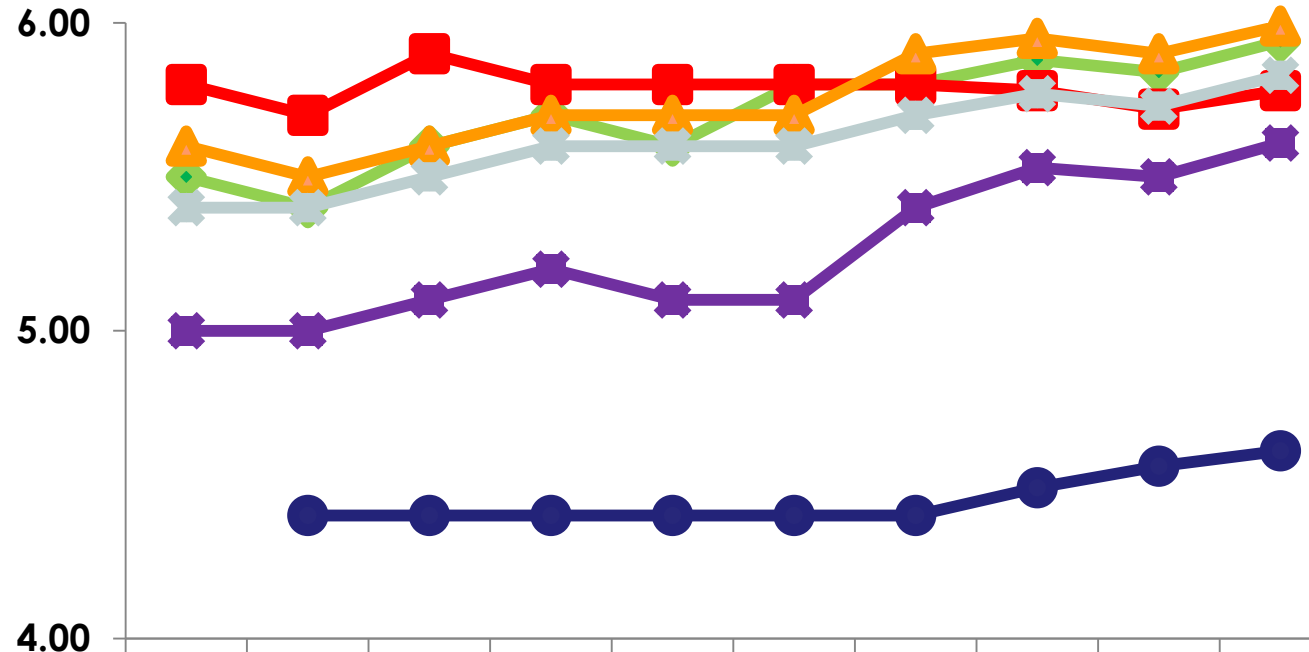
On-Island Perceptions

7pt Rating Scale

7=Very Satisfied/ 1=Very Dissatisfied



On-Island Perceptions

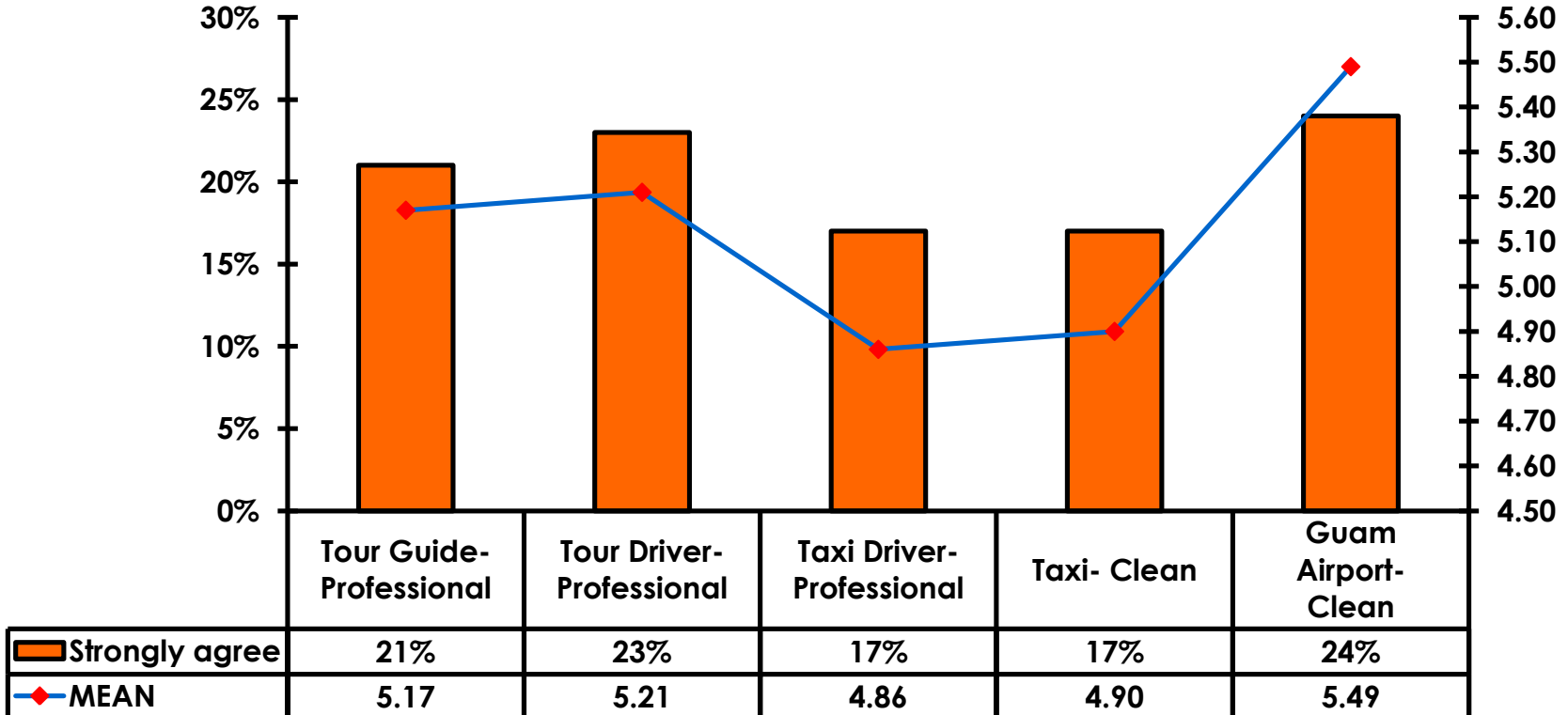


	FY2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
 Guam was better than expected	5.50	5.40	5.60	5.70	5.60	5.80	5.80	5.88	5.84	5.94
 I had no communication problems	5.80	5.70	5.90	5.80	5.80	5.80	5.80	5.78	5.72	5.78
 I will recommend Guam to friends	5.60	5.50	5.60	5.70	5.70	5.70	5.90	5.95	5.90	5.99
 Sites on Guam were attractive	5.00	5.00	5.10	5.20	5.10	5.10	5.40	5.53	5.50	5.61
 I plan to visit Guam again	5.40	5.40	5.50	5.60	5.60	5.60	5.70	5.77	5.73	5.83
 Not enough night activities		4.40	4.40	4.40	4.40	4.40	4.40	4.49	4.56	4.61

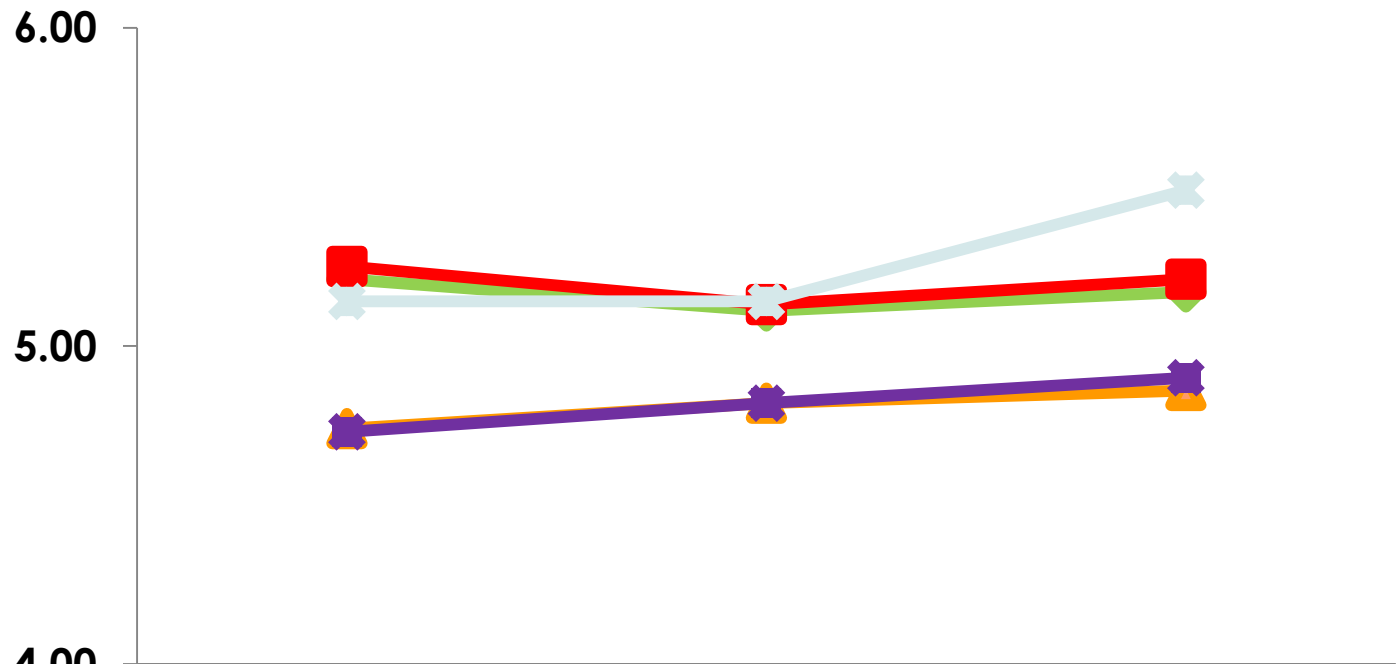
On-Island Perceptions





7pt Rating Scale

7=Very Satisfied/ 1=Very Dissatisfied



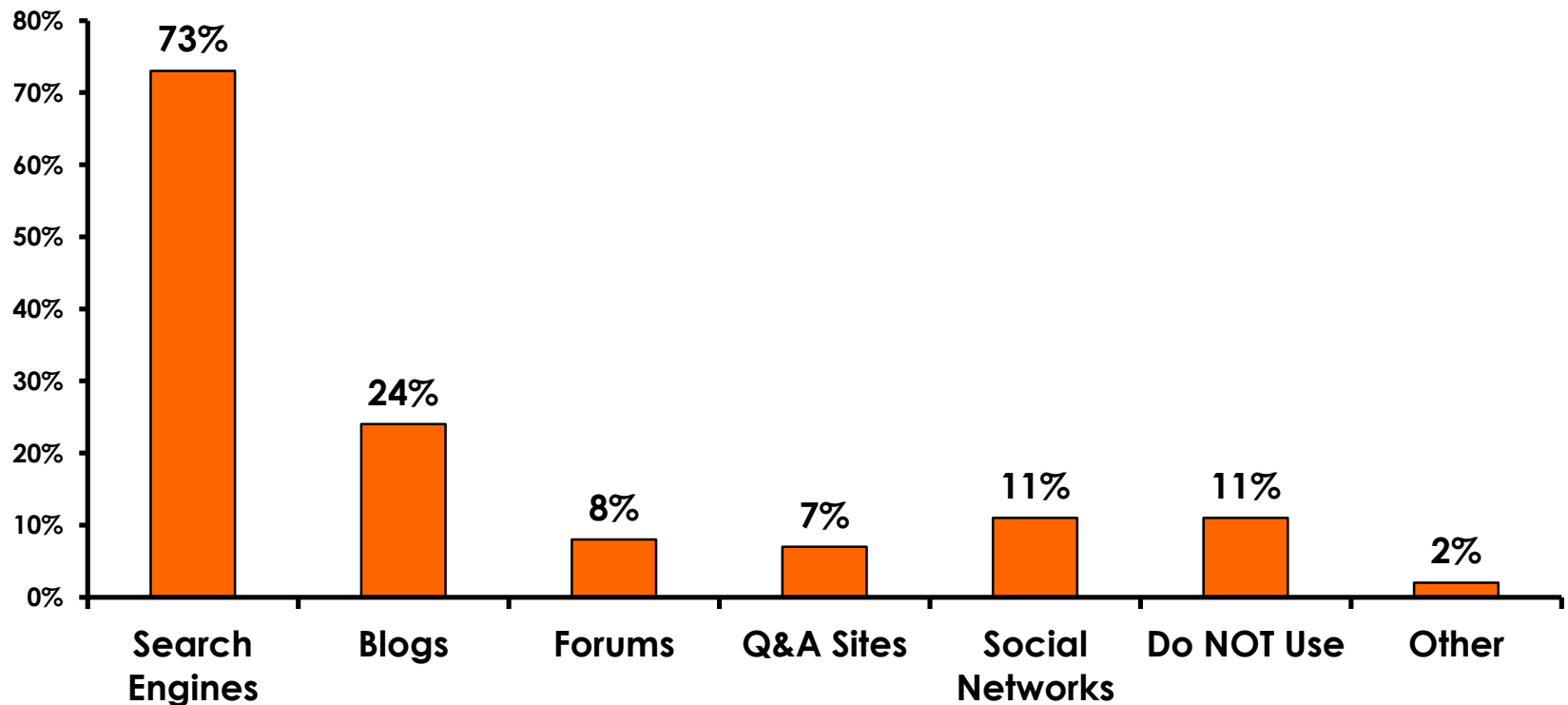
On-Island Perceptions



	FY2013	FY2014	FY2015
 Tour Guide- professional	5.21	5.11	5.17
 Tour Driver- professional	5.25	5.13	5.21
 Taxi - Professional	4.74	4.82	4.86
 Taxi- clean	4.73	4.82	4.90
 Guam Airport- Clean	5.14	5.14	5.49

SECTION 5 **PROMOTIONS**

Internet- Guam Sources of Info

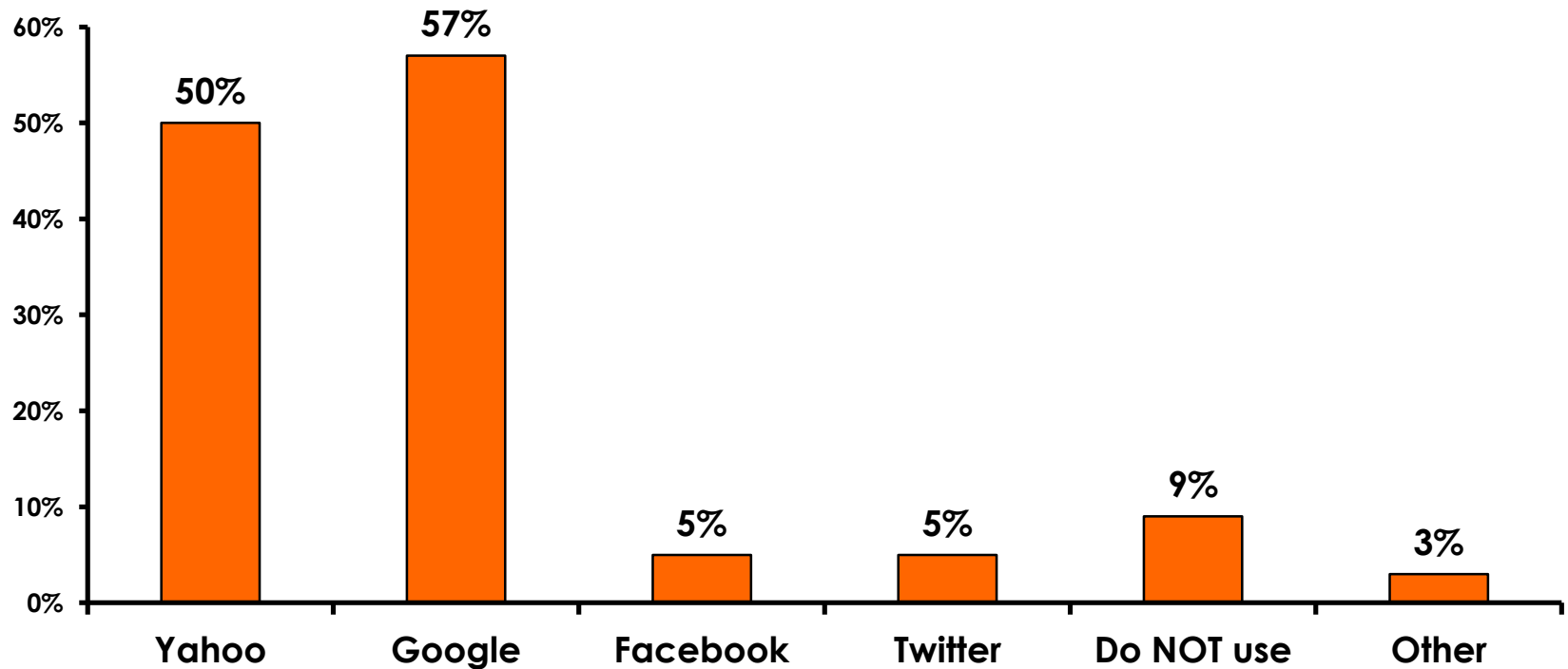


Internet- Guam Sources of Info

	FY2013	FY2014	FY2015
Search engines	70%	71%	73%
Blogs	20%	22%	24%
None	15%	14%	11%
Q&A sites	10%	8%	7%
Social Network	8%	8%	11%
Forums	9%	8%	8%
Other	2%	1%	2%

Internet- Things To Do

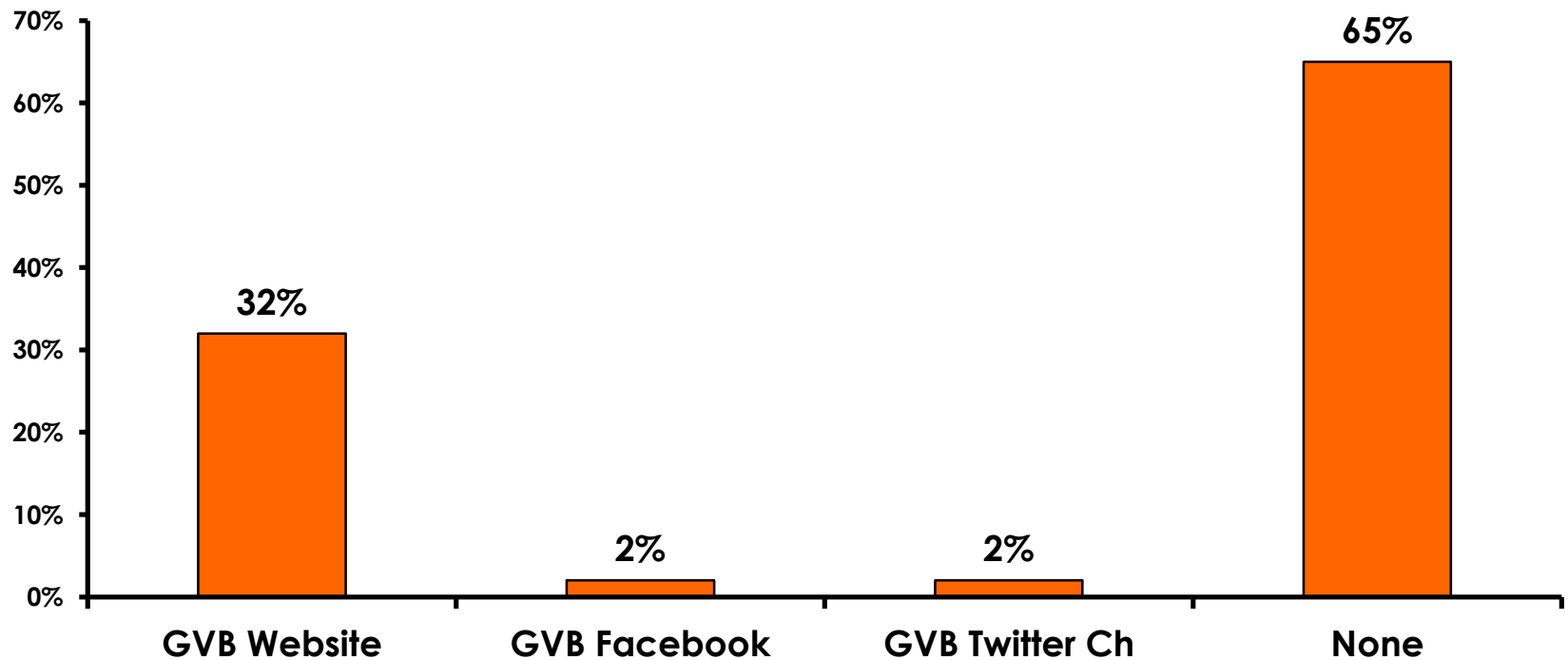
Sources of Info



Internet- Things To Do Sources of Info

	FY2013	FY2014	FY2015
Google	50%	54%	57%
Yahoo	55%	52%	50%
Do Not Use Internet	15%	12%	9%
Facebook	3%	3%	5%
Twitter	2%	3%	5%
Other	3%	2%	3%

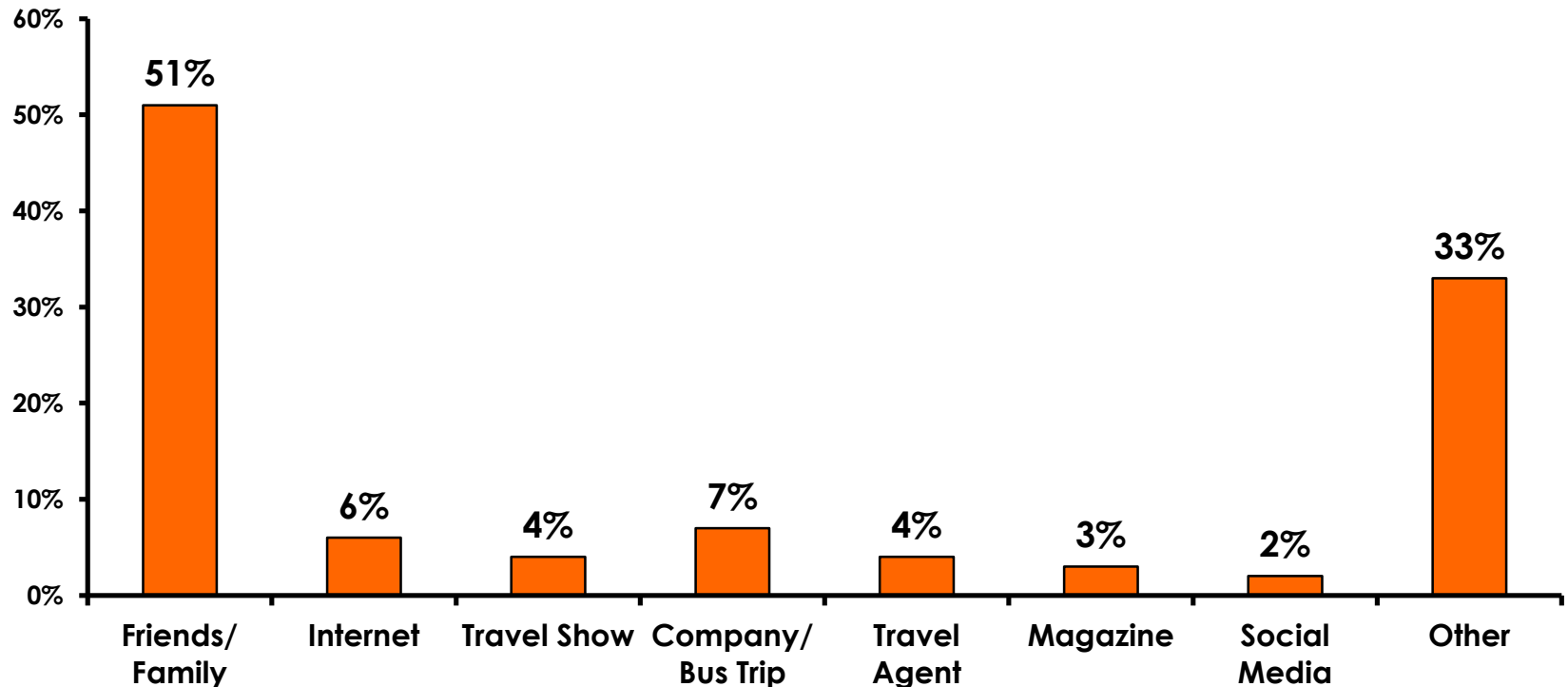
Internet- GVB Sources



Internet- GVB Sources

	FY2013	FY2014	FY2015
None	65%	65%	65%
GVB Website	33%	33%	32%
GVB Facebook	2%	2%	2%
GVB Twitter	1%	1%	2%

Travel Motivation- Info Sources

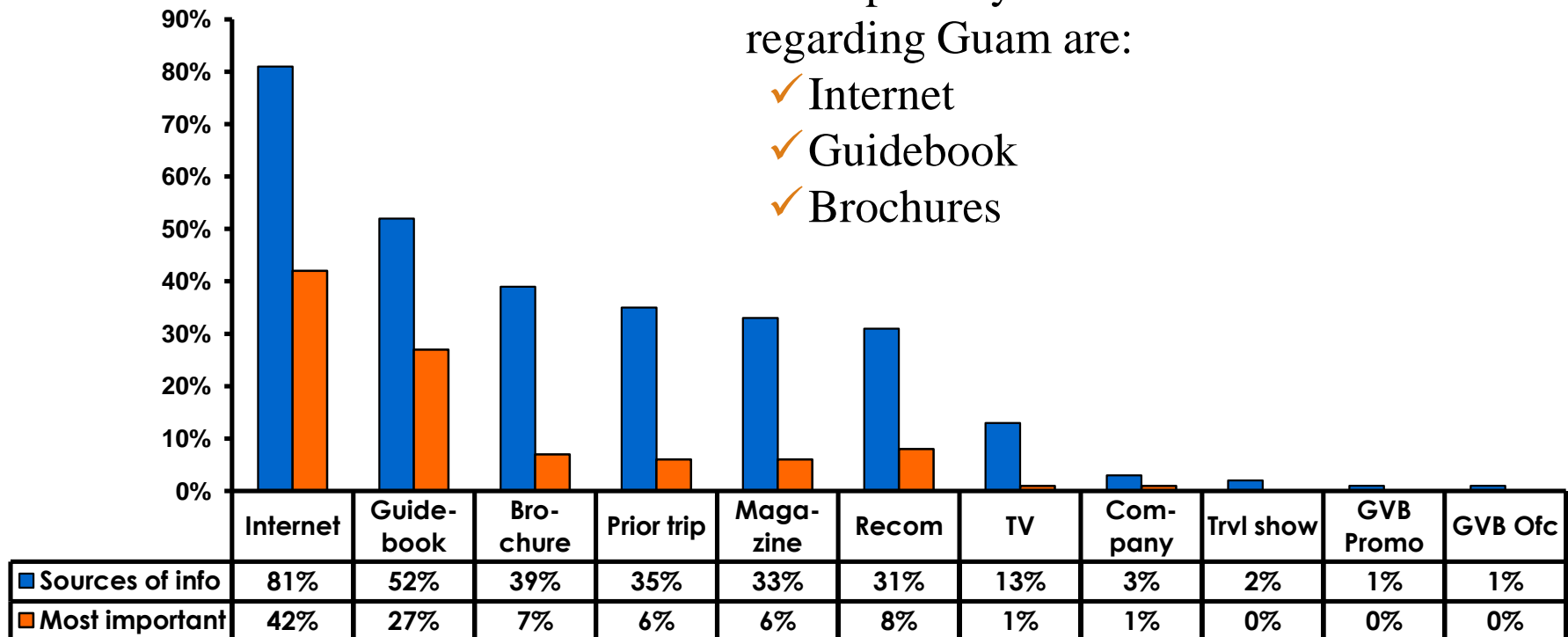


Travel Motivation- Info Sources

	FY2013	FY2014	FY2015
Friends/ Family	56%	49%	51%
Other	23%	32%	33%
Company/ Business trip	4%	10%	7%
Internet	8%	6%	6%
Travel show	8%	4%	4%
Travel agent	6%	4%	4%
Magazine	4%	3%	3%
Social media	1%	1%	2%

Sources of Information Pre-arrival

- The 3 primary sources of information regarding Guam are:
 - ✓ Internet
 - ✓ Guidebook
 - ✓ Brochures

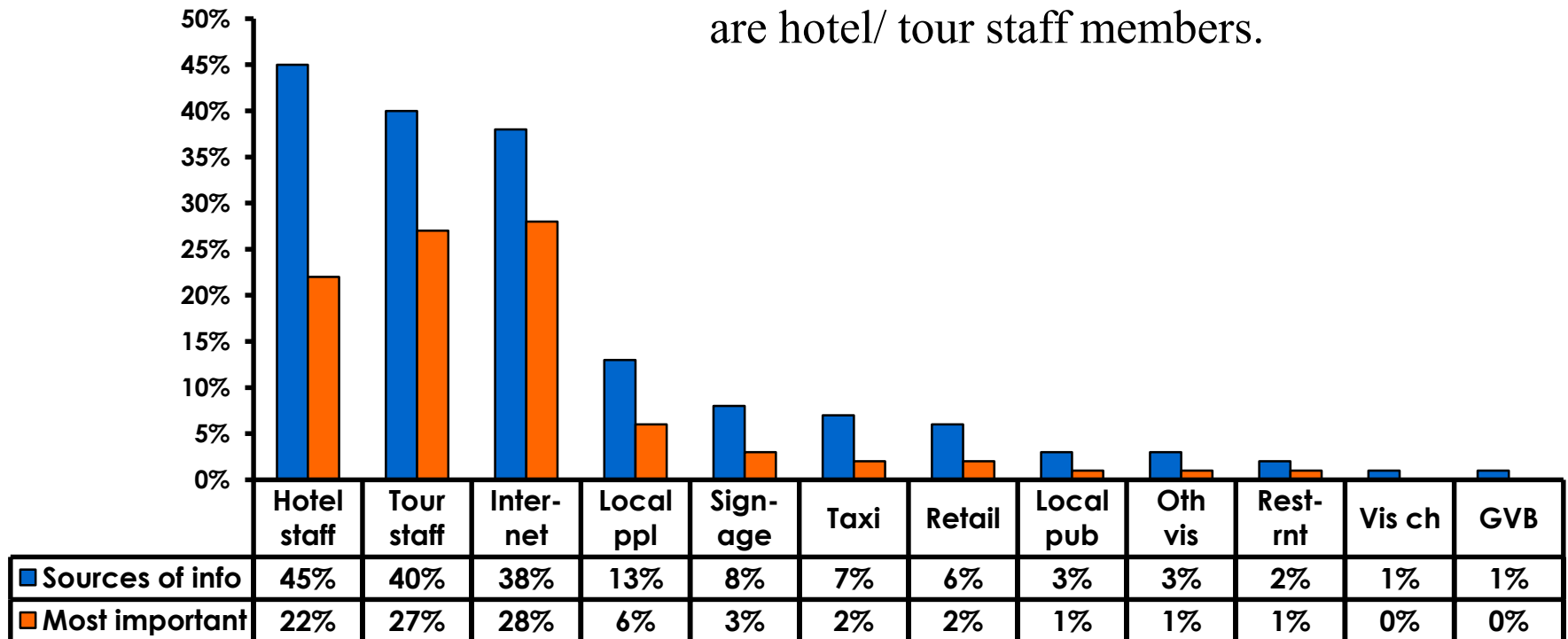


Pre-Arrival Sources – Top 3 Most Important

	FY 2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Guide-book	43%	36%	41%	36%	34%	37%	39%	32%	27%	27%
Internet	22%	28%	25%	30%	36%	34%	32%	33%	38%	42%
Brochure	15%	16%	15%	15%	11%	12%	10%	9%	8%	Not Top 3
Friend/Relative	Not Top 3	Not Top 3	Not Top 3	Not Top 3	Not Top 3	Not Top 3	Not Top 3	Not Top 3	Not Top 3	8%

Sources of Information Post-arrival

- The primary local source of information are hotel/ tour staff members.



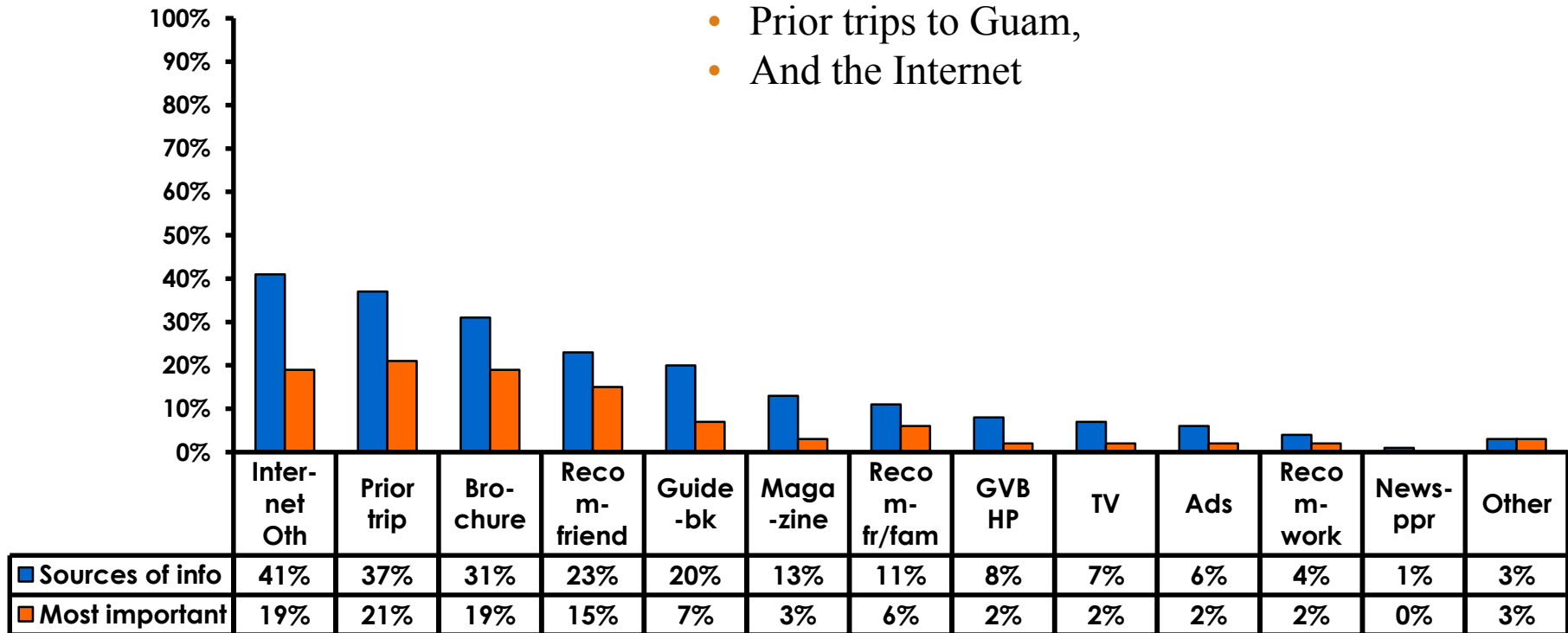
Post-Arrival Sources – Top 3 Most Important

	FY 2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Tour staff	46%	42%	44%	47%	44%	46%	40%	33%	31%	27%
Hotel staff	13%	16%	15%	17%	22%	22%	21%	25%	25%	22%
Internet								11%	18%	28%
Signage	6%	Not top 3	Not top 3	6%	7%	Not top 3	6%	Not top 3	Not top 3	Not top 3
Vis Ch.	Not top 3	9%	10%	6%	Not top 3	Not top 3	Not top 3	Not top 3	Not top 3	Not top 3
Local ppl	Not top 3	Not top 3	Not top 3	Not top 3	Not top 3	7%	6%	Not top 3	Not top 3	Not top 3

Sources of Information - Motivation

The primary motivational sources of information were.

- Brochures,
- Prior trips to Guam,
- And the Internet

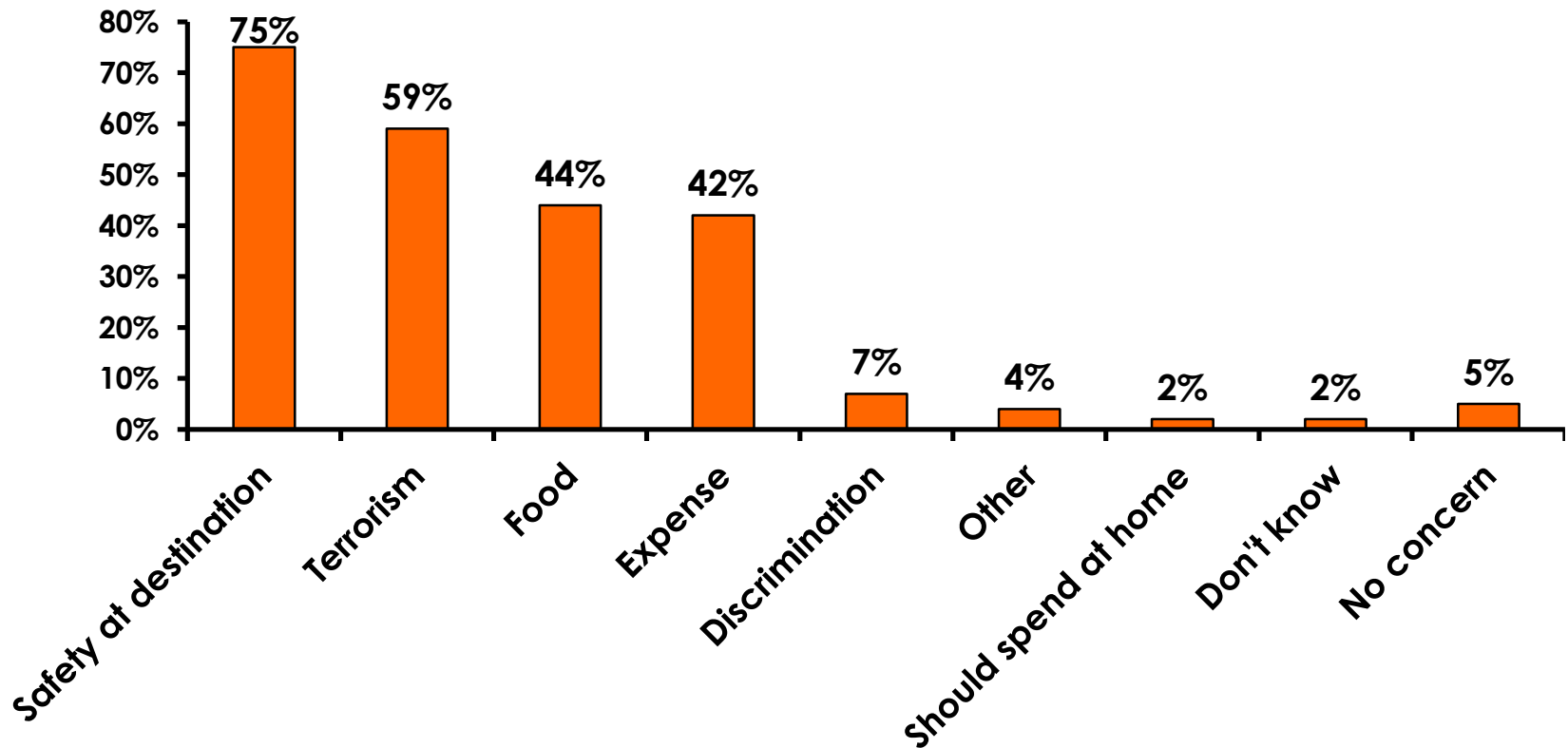


Sources of Information – Motivation – Most Important

	FY2013	FY2014	FY2015
Prior Trip	18%	21%	21%
Travel agent brochure	22%	19%	19%
Internet- Other Guam	15%	16%	19%

SECTION 6 **OTHER ISSUES**

Concerns about travel outside of Japan - Overall



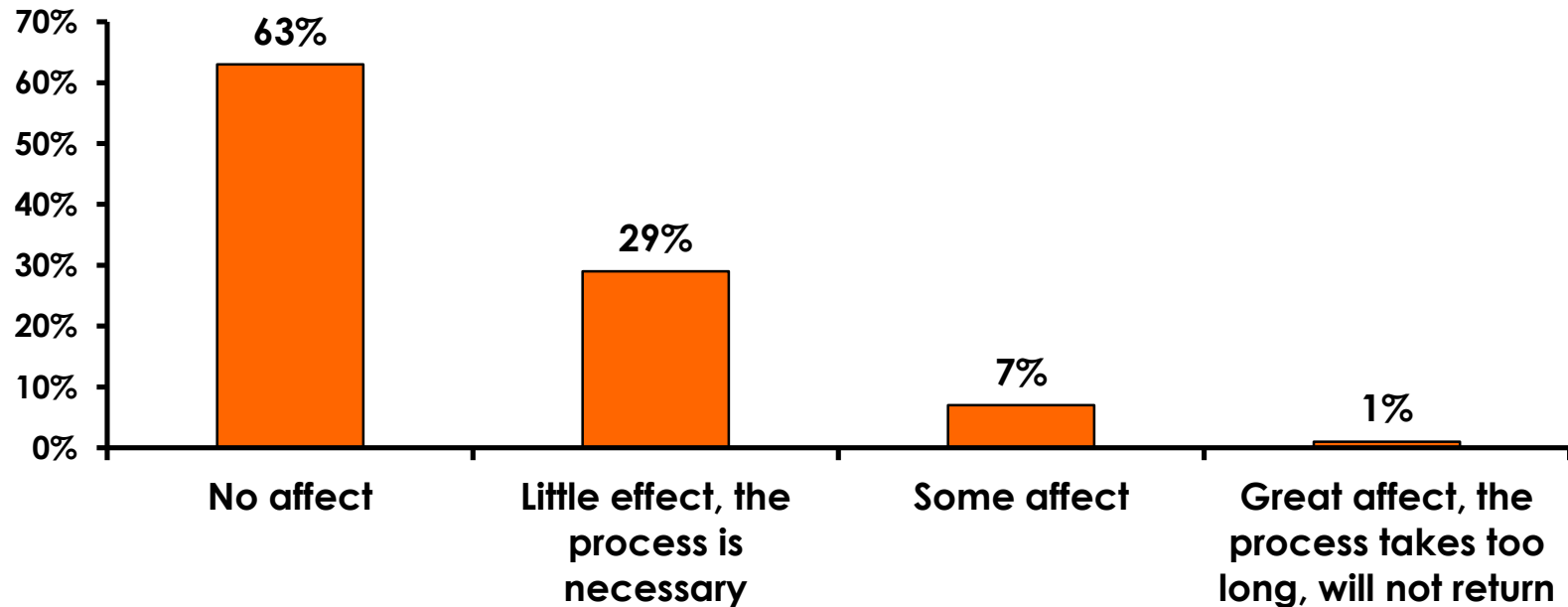
Concerns about travel outside of Japan

	FY 2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
Safety	81%	79%	81%	83%	80%	78%	83%	75%	76%	75%
Terrorism	73%	70%	60%	59%	56%	56%	47%	48%	50%	59%
Food	35%	35%	42%	41%	35%	35%	41%	41%	44%	44%
Expense	46%	45%	49%	50%	45%	44%	47%	38%	41%	42%
Discrimination	-	-	-	-	-	3%	10%	10%	7%	7%
Should spend @home	2%	2%	2%	2%	2%	3%	2%	3%	2%	2%
Other	4%	4%	4%	6%	4%	4%	4%	4%	4%	4%
DK	2%	2%	3%	2%	3%	3%	3%	3%	2%	2%
No Concern	2%	2%	2%	2%	3%	3%	3%	6%	6%	5%

Concerns about travel outside of Japan - By Age & Income

		TOTAL	AGE				Q26								
		-	18-24	25-34	35-49	50+	<Y2.0 million	Y2.0M-Y3.0M	Y3.0M-Y4.0M	Y4.0M-Y5.0M	Y5.0M-Y7.0M	Y7.0M-Y10.0M	Y10.0M+	No Income	
Q21	Safety	75%	74%	77%	76%	75%	73%	75%	75%	77%	77%	80%	75%	74%	
	Terrorism	59%	56%	60%	61%	65%	54%	57%	64%	64%	62%	60%	57%	61%	
	Food	44%	44%	45%	42%	45%	40%	42%	45%	47%	46%	42%	46%	50%	
	Expense	42%	46%	43%	40%	35%	43%	44%	46%	44%	43%	43%	40%	50%	
	Discrimination against Japanese	7%	8%	8%	7%	5%	7%	9%	9%	7%	7%	8%	7%	13%	
	No concerns	5%	5%	5%	6%	7%	6%	7%	5%	6%	4%	4%	6%	4%	
	Other	4%	4%	5%	5%	4%	4%	3%	4%	6%	5%	5%	4%	4%	
	Should spend at home	2%	2%	3%	1%	3%	3%	3%	3%	2%	1%	2%	2%	3%	
	Don't know	2%	3%	2%	1%	2%	3%	2%	2%	1%	1%	1%	1%	1%	
	Total	Count	4146	1256	1318	1132	420	201	415	503	523	695	558	634	94

Security Screening/ Immigration Process at Guam International Airport



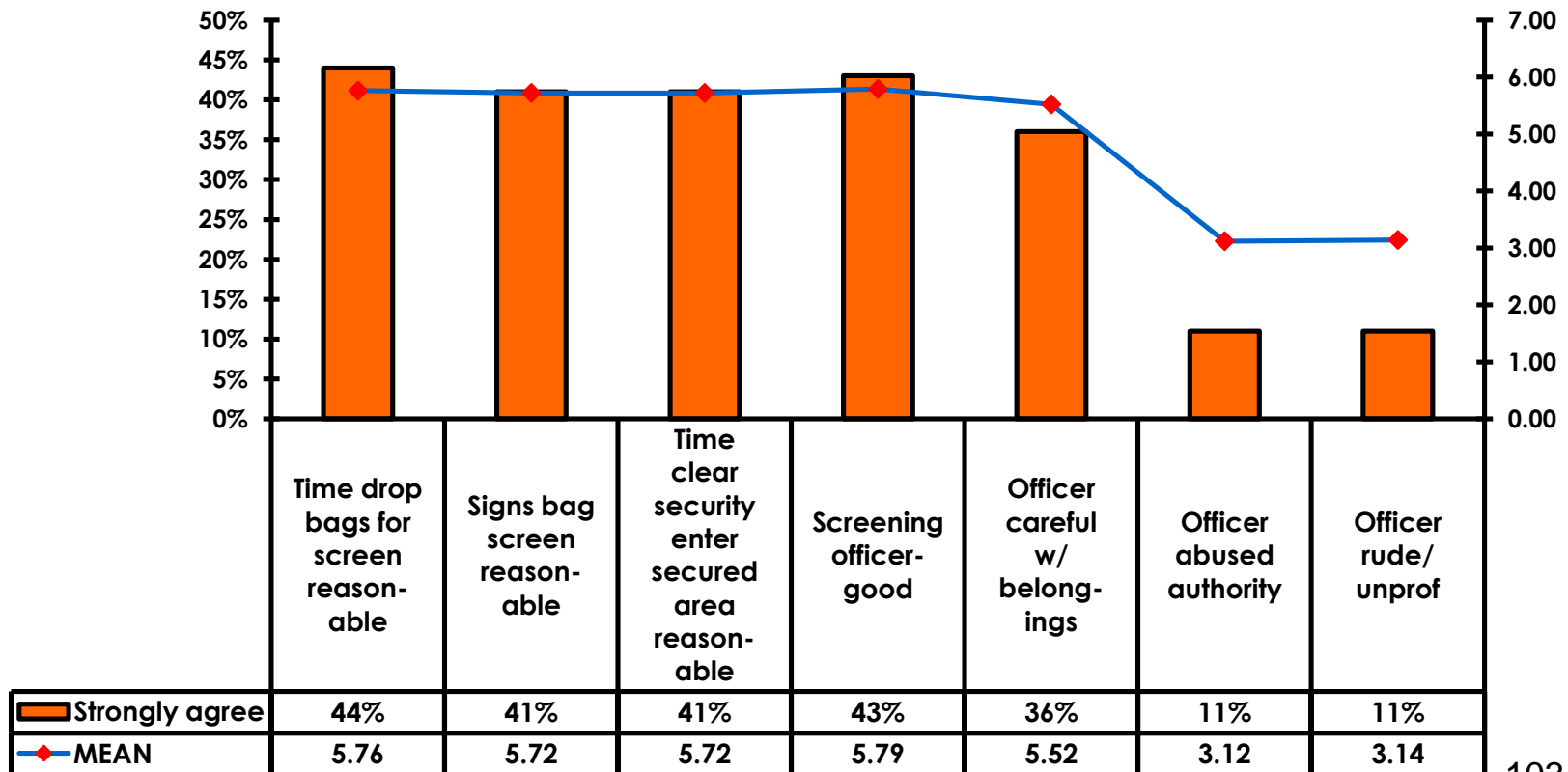
Security Screening/ Immigration Process at Guam International Airport

	FY 2006	FY2007	FY2008	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
No effect	43%	43%	50%	50%	46%	48%	50%	60%	61%	63%
Little effect	43%	41%	38%	36%	39%	41%	37%	29%	28%	29%
Some effect	12%	13%	11%	12%	13%	10%	11%	10%	10%	7%
Great effect	2%	2%	2%	2%	2%	1%	2%	1%	1%	1%

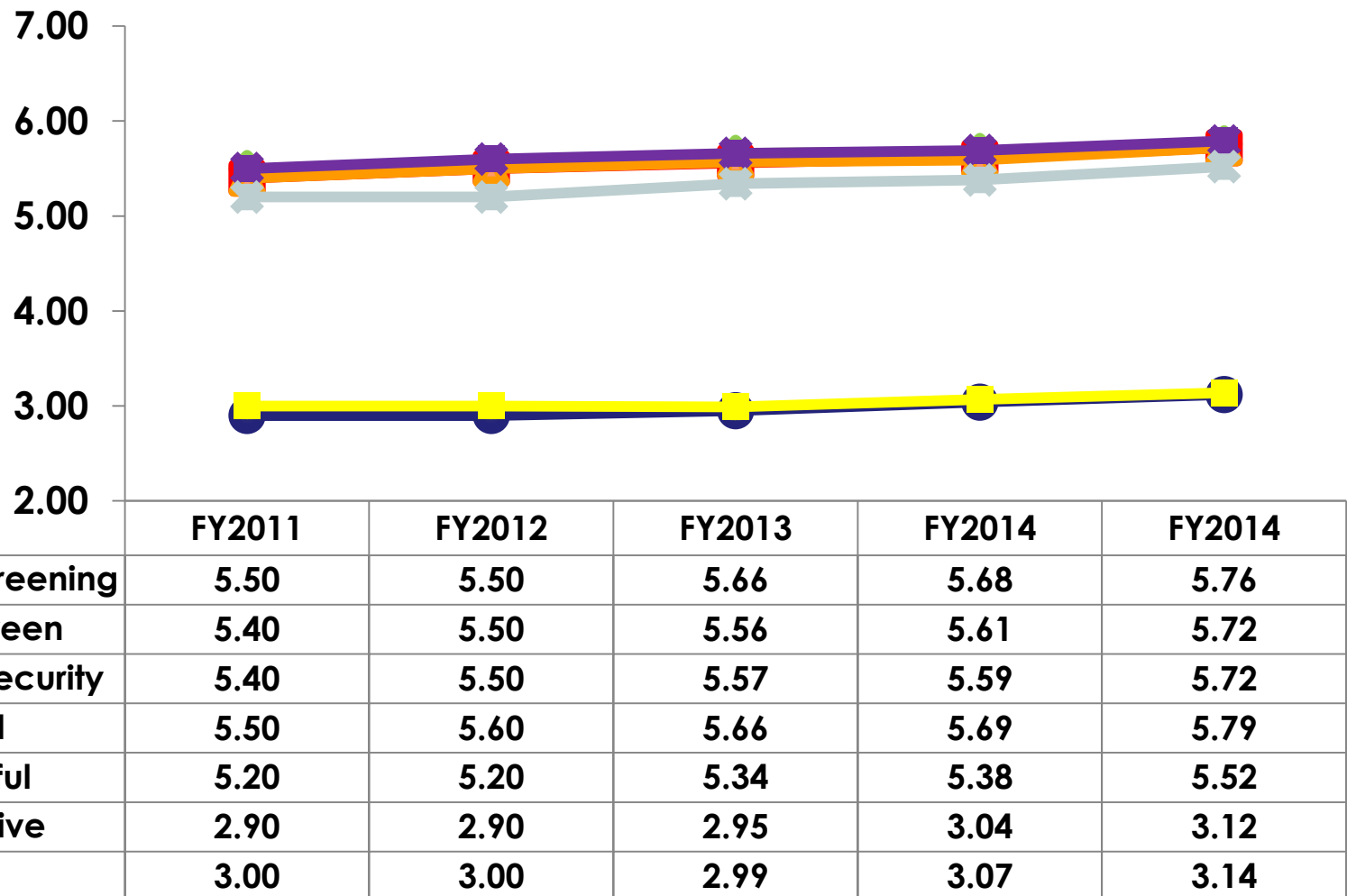
Airport Screening

7pt Rating Scale

7=Strongly Agree/ 1=Strongly Disagree



Airport Screening



SHOP GUAM FESTIVAL AWARENESS

	FY2014	FY2015
Aided Awareness	2%	1%
No awareness	98%	99%

SHOP GUAM FESTIVAL – IMPACT

	FY2014	FY2015
Increased	51%	20%
Decreased	2%	8%
No change	46%	72%