

Global Market Profile

INDIA



October 2024

Introduction

- Tourism Economics forecasts that domestic leisure visitation will account for \$101B in spending in California in 2024 and international visitation will account for \$28B.
- The **Global Market Profile** reports were developed by Visit California Research to provide the organization and the state's tourism industry with insights on California's domestic market and thirteen opportunity international markets through detailed market landscapes as well as highly targeted audience profiles and traveler behavior insights.

Market Landscape:



Audience Insights:



California Traveler & Trip Details:

- **Market Landscape** includes foundational intelligence from Visit California:
 - Visitation and Spending Forecasts
 - Airlift Recovery (flights and seats)
 - Arrival Numbers & California Market Share
 - Consumer travel intent and barriers
- **Audience Insights** includes a profile of target travelers, including:
 - Description and size of Audience Target
 - Demographic profile
 - General travel planning behavior
 - General trip spending
 - Advertising and sports preferences
- **California Traveler & Trip Details** includes details about visitors to California from the past year, including:
 - Trip purpose
 - First/Repeat visitation
 - Destinations visited
 - Travel party, accommodations, activities and expenditures

Methodology & Sources

- The report contains three sections:
 - The **Market Landscape** section is sourced from Visit California's key research partners, including Tourism Economics, NTTO, CIC Research, Cirium and YouGov.
 - The **Audience Insights** section is sourced from YouGov's Global Travel Profiles which tracks travel-related sentiment and behavior in over 25 global markets, including all thirteen Visit California opportunity markets. Panelists are surveyed on preferred trip types, booking methods, accommodation preferences, and advertising perceptions.
 - The audience profile is built on a segmentation of consumers planning international leisure travel in the next 12 months and are considering California as a destination.* The profiles provide insights into those travelers most likely to visit the state.
 - The **California Traveler and Trip Characteristic** section provides information on trips that included a stay in California from the Survey of International Air Travelers (SIAT).



Market Landscape

Country Profile

India



POPULATION: *

1,450.9M

EXCHANGE RATE: **

Local currency to USD dollar

83.9

GROSS DOMESTIC PRODUCT (GDP):

Annual % chg ***

6.8%

INFLATION RATE:

Annual % chg ****

4.6%

* www.worldometers.info, 2024

** www.x-rates.com, Aug 2024

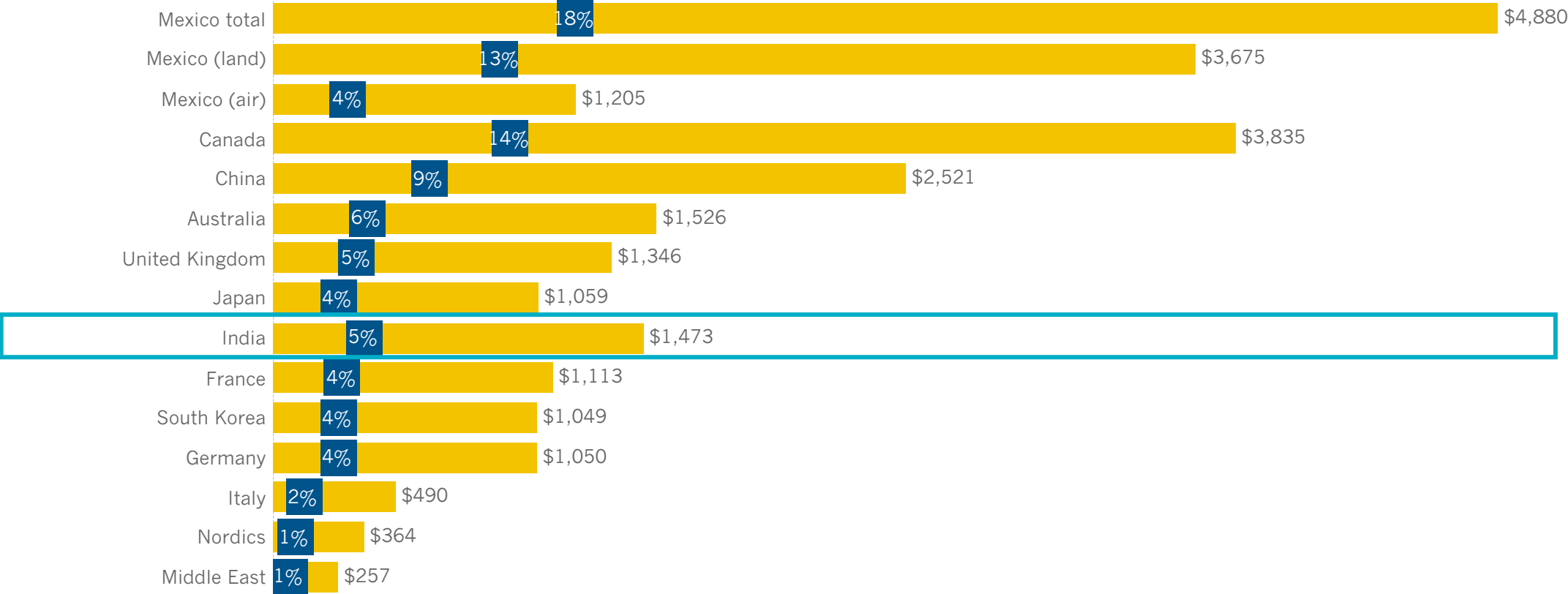
*** www.imf.org, 2024

**** www.imf.org, 2024

Forecast: Visitor Spending by Market (2024)

The chart below shows California's visitor spending forecast for the state's 13 target markets and share of total international spending in the state.

2024 Spend Forecast

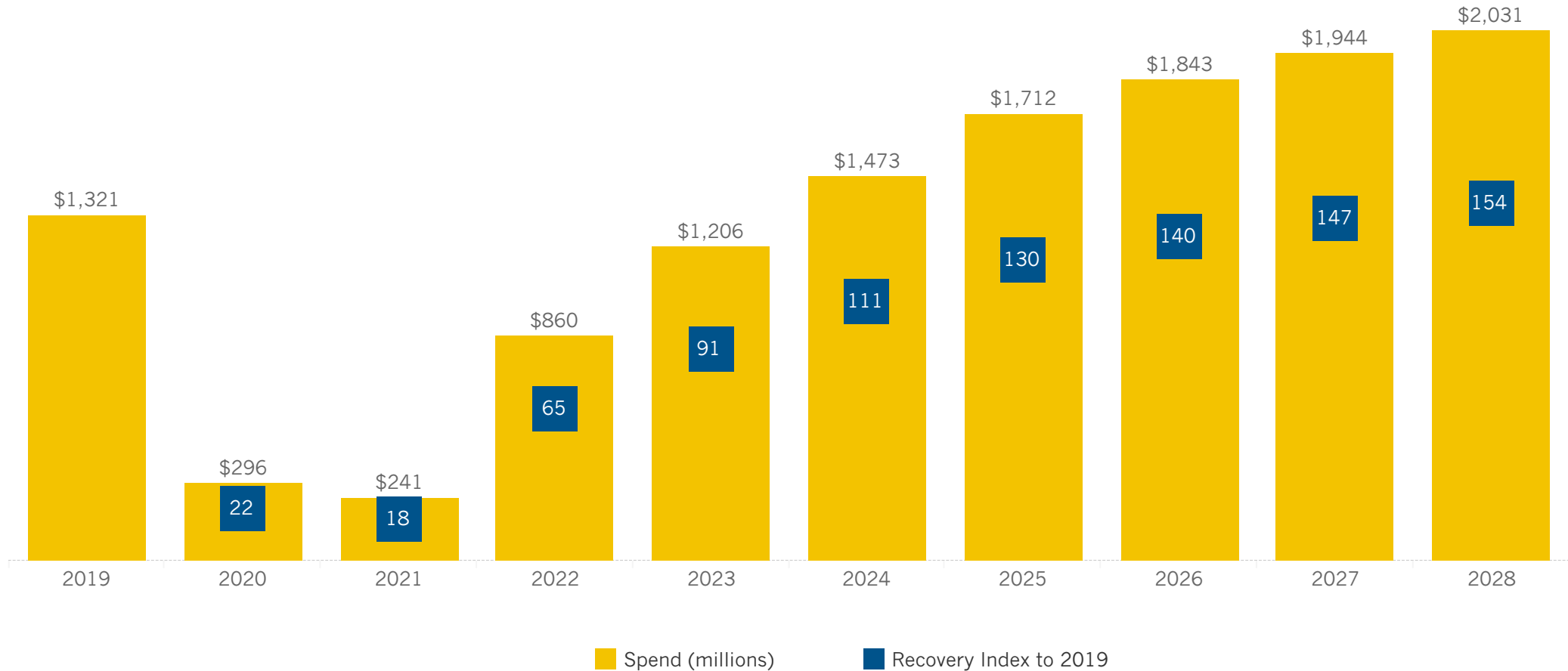


■ Spend (millions) ■ Share of Total Int'l Spend

Forecast: Visitor Spending

The chart below shows the state's visitor spending forecast and the recovery index for the focus market.

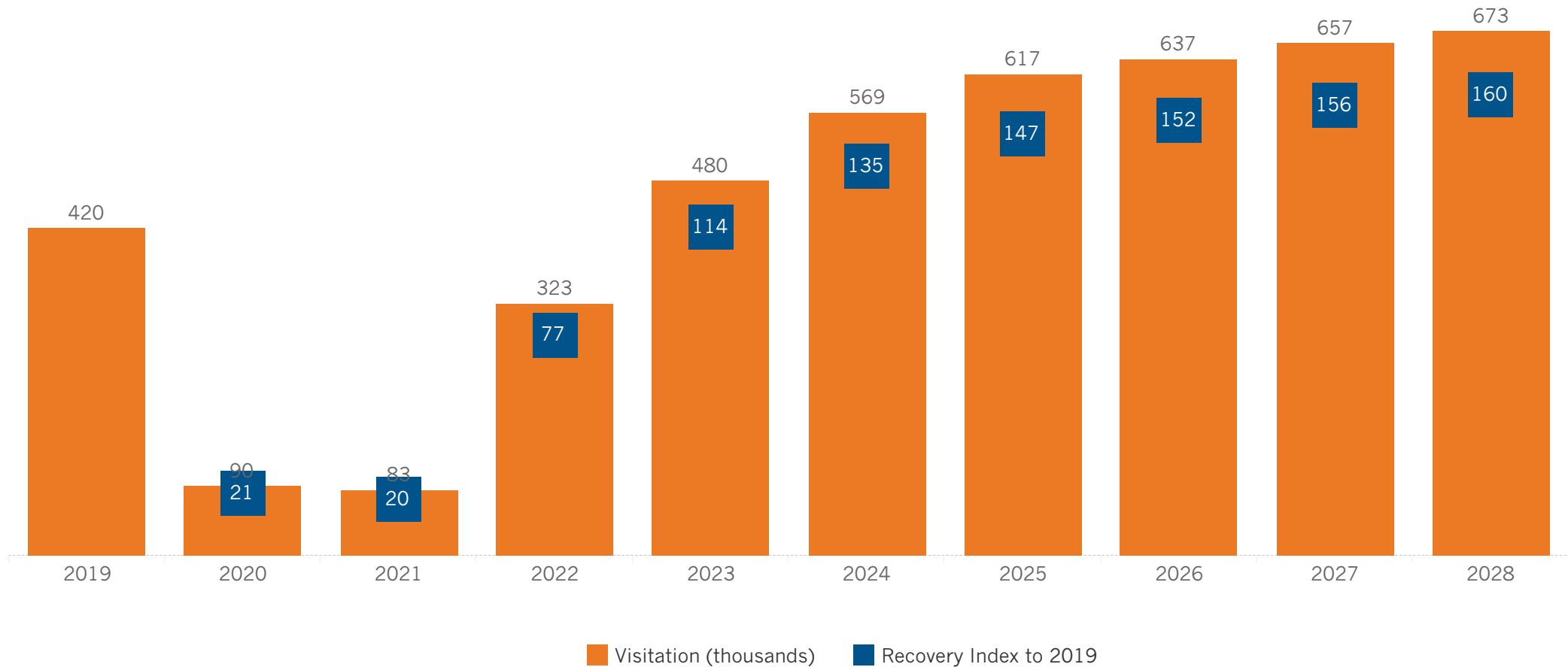
India: Spend Forecast with Recovery Index to 2019



Forecast: Visitor Volume

The chart below shows the state's visitation forecast and recovery index for the focus market.

India: Visitation Forecast with Recovery Index to 2019



International Visitor Spending by Region

The table below shows the distribution of international visitor spending by California tourism region in total and for the focus market .

Region	Total International Visitor Spend (2023)		India Visitor Spend* (2023)		
	Spending (\$B)	%	Spending (\$B)	%	Index
Central Coast	\$0.828	3.7%	\$0.027	2.2%	60
Central Valley	\$0.278	1.2%	\$0.012	1.0%	83
Deserts	\$0.861	3.8%	\$0.004	0.4%	10
Gold Country	\$0.168	0.7%	\$0.010	0.8%	107
High Sierra	\$0.238	1.1%	\$0.009	0.8%	74
Inland Empire	\$0.308	1.4%	\$0.012	1.0%	70
Los Angeles	\$8.113	36.0%	\$0.274	22.8%	63
North Coast	\$0.037	0.2%	\$0.001	0.1%	45
Orange County	\$2.219	9.8%	\$0.067	5.6%	57
San Diego	\$3.062	13.6%	\$0.096	7.9%	59
San Francisco Bay Area	\$6.407	28.4%	\$0.693	57.4%	202
Shasta Cascade	\$0.030	0.1%	\$0.001	0.1%	46
Total California	\$22.549	100%	\$1.205	100%	

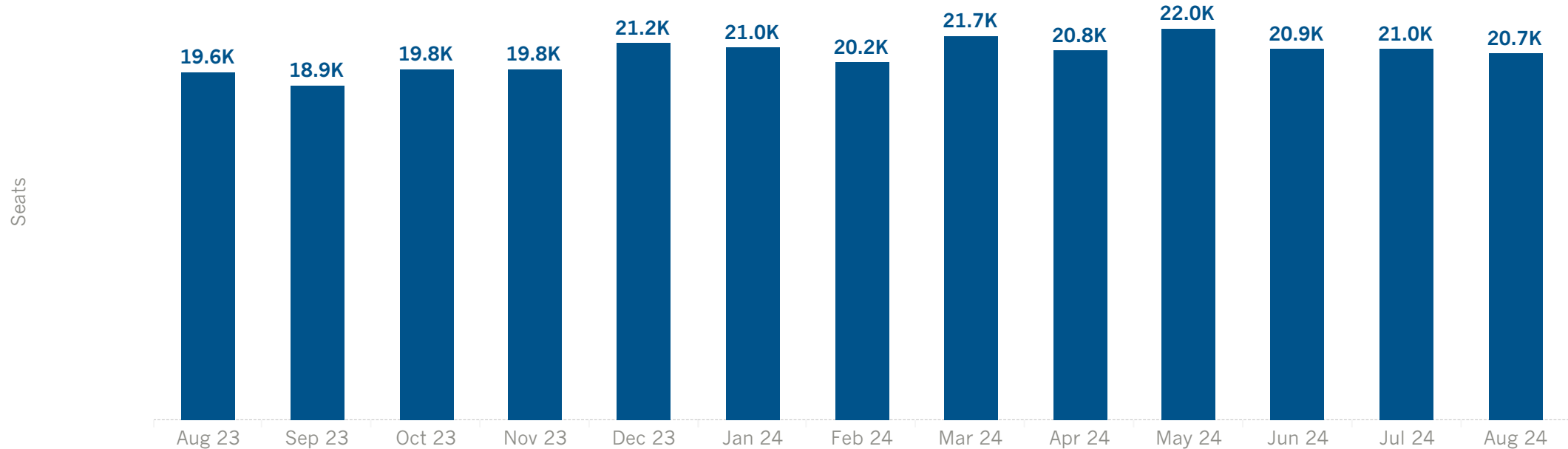
*Regional visitor spending for the focus market is estimated using a Visit California proprietary model that adjusts statewide visitor spending estimates for the focus market to the region-level using Visa Destination Insights credit card data. The index shown compares the regional share of spending from the focus market to the share of total international spending in the region.

Source: Tourism Economics/Visa Destination Insights/Visit California Research (June 2024)

Airlift to California

The charts below shows airlift to California for the focus market.

India: Non-Stop Seats

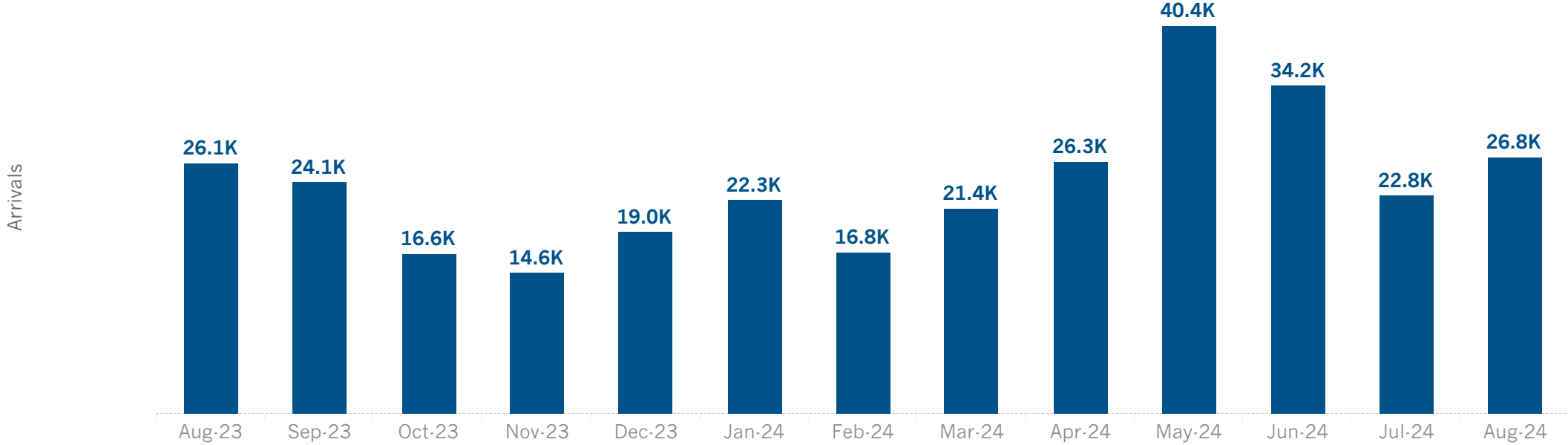


YoY % Chg	88%	84%	89%	94%	25%	11%	26%	21%	22%	35%	33%	7%	5%
% Chg vs 2019	106%	91%	100%	109%	33%	126%	136%	122%	122%	132%	113%	126%	117%

Non-Resident Arrivals to California

The chart below shows non-resident arrivals at California’s ports of entry for the focus market.

India: Non-Resident Arrivals at Ports of Entry



YoY % chg	29%	21%	23%	31%	20%	22%	26%	22%	21%	28%	21%	12%	3%
% chg vs 2019	17%	6%	2%	-12%	2%	6%	1%	8%	5%	5%	4%	0%	21%

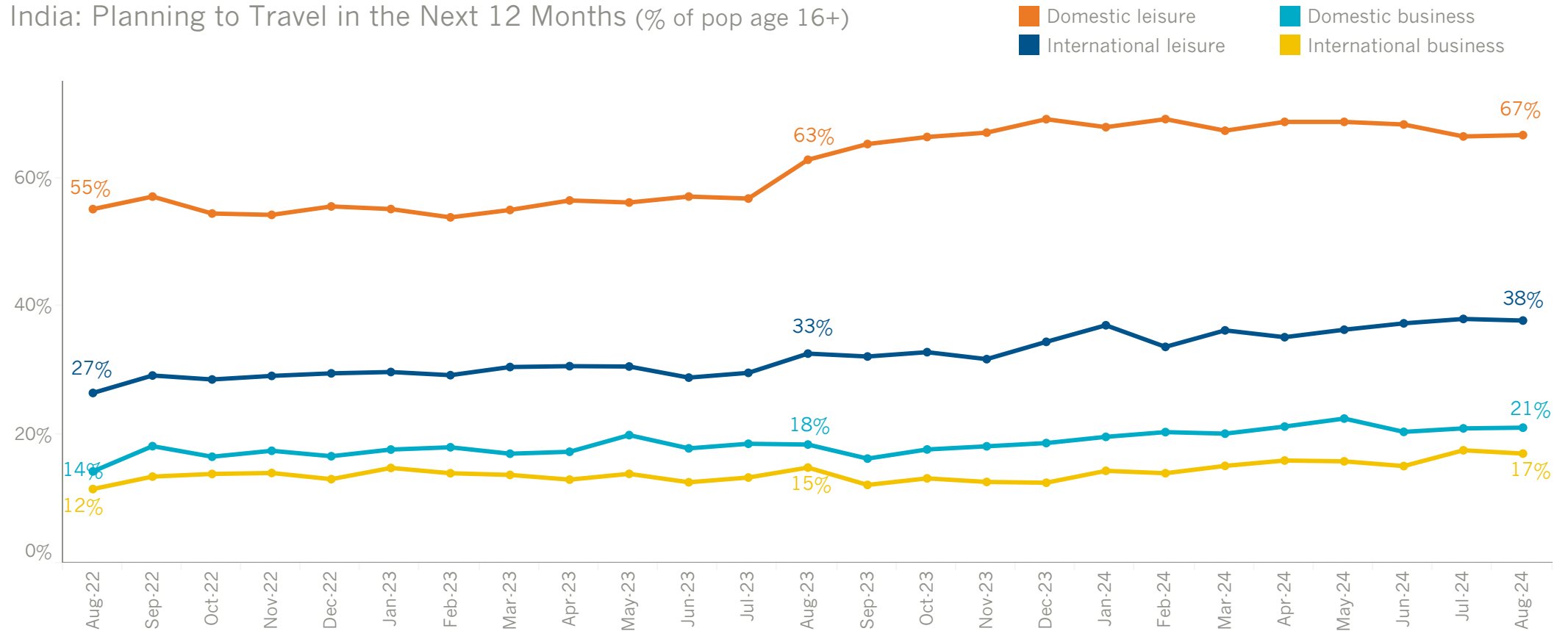
California's Int'l Market Share (Visits)

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023
Total	22.2%	21.9%	22.6%	23.3%	22.7%	22.8%	22.0%	19.5%	23.3%	23.1%	22.5%
Mexico	51.3%	44.6%	42.4%	41.7%	43.0%	43.2%	41.9%	29.5%	35.8%	47.9%	48.0%
China	46.3%	46.1%	41.4%	42.9%	36.5%	38.1%	36.5%	38.9%	37.0%	41.8%	45.6%
Australia	48.2%	49.2%	49.4%	49.3%	46.2%	44.6%	45.3%	41.2%	40.0%	39.4%	43.1%
India	26.9%	25.1%	28.2%	25.8%	25.8%	30.0%	28.5%	26.8%	19.2%	25.7%	27.2%
France	27.7%	27.4%	26.6%	28.0%	26.0%	26.8%	24.8%	21.2%	22.5%	27.0%	25.9%
South Korea	29.2%	26.2%	24.8%	25.1%	23.9%	24.3%	21.1%	21.4%	27.1%	23.8%	24.5%
Germany	21.8%	22.5%	21.8%	22.1%	23.4%	23.8%	21.8%	20.1%	16.5%	23.7%	22.9%
Japan	13.6%	14.8%	15.7%	15.2%	14.7%	15.7%	14.9%	14.9%	24.7%	21.6%	22.7%
Italy	16.7%	18.7%	21.4%	22.0%	19.2%	21.8%	18.8%	14.2%	15.5%	20.6%	17.9%
Nordics	20.1%	19.6%	22.7%	20.7%	24.8%	22.9%	20.7%	23.8%	20.3%	26.4%	17.4%
United Kingdom	17.3%	15.7%	16.6%	17.4%	16.3%	17.4%	15.8%	16.6%	18.4%	17.0%	16.1%
Middle East	11.7%	13.7%	13.5%	15.5%	11.5%	11.3%	9.8%	4.8%	10.7%	10.2%	9.2%
Canada	6.7%	7.1%	7.6%	8.0%	8.1%	8.0%	8.4%	8.3%	12.3%	9.1%	8.6%
Brazil	8.7%	9.4%	9.1%	9.9%	10.8%	8.6%	9.2%	8.3%	7.9%	8.7%	8.0%

Travel Planned in Next 12 Months

The chart below shows the types of trips planned in the next 12 months for the focus market.

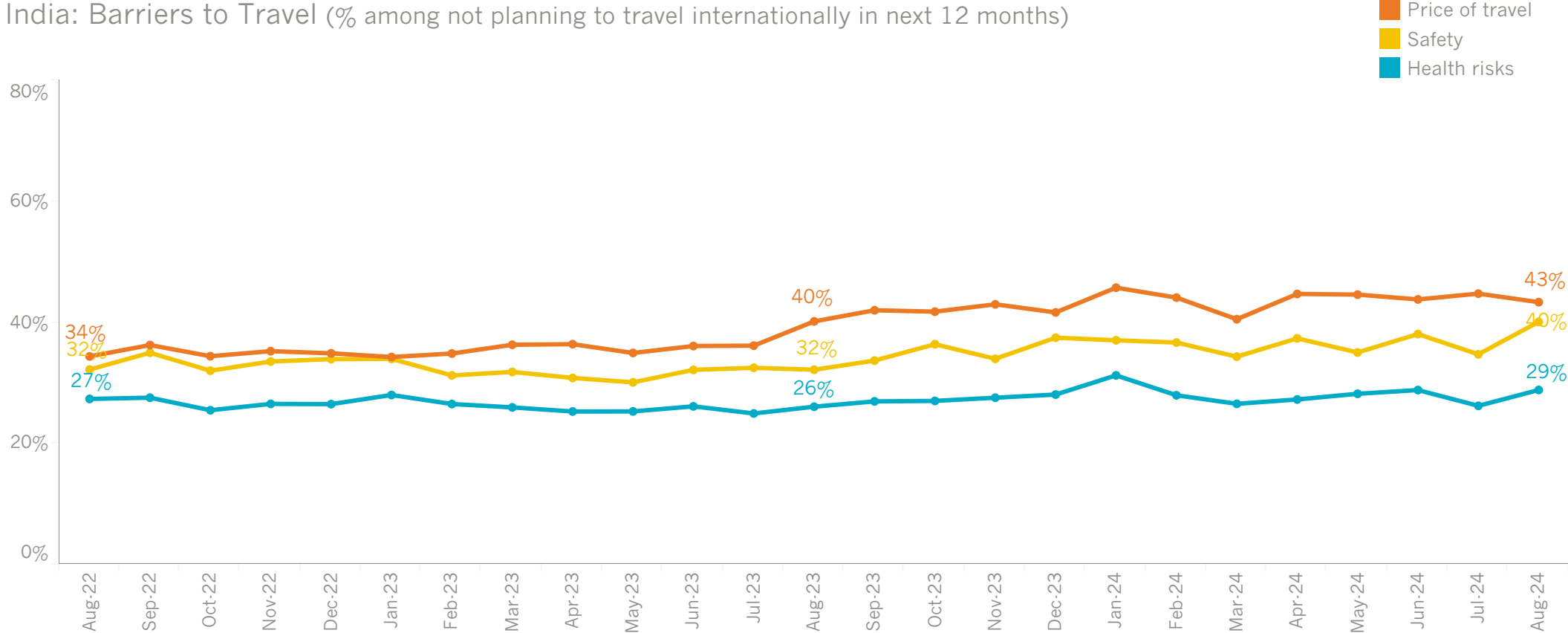
India: Planning to Travel in the Next 12 Months (% of pop age 16+)



Barriers to Travel

The chart below shows perceived barriers to travel among consumers not currently planning an international trip in the focus market.

India: Barriers to Travel (% among not planning to travel internationally in next 12 months)



Q: Which, if any, of the below factors are currently preventing you from traveling?

Data reported through: August 2024

Source: YouGov



Audience Insights



Int'l leisure travelers
considering California
"CA Traveler Target"

Audience Profile

The chart shows the incidence of international leisure travelers in the focus market and the subset of international leisure travelers considering California as a destination.

The following audience profile is based on the survey responses over a 12-month period of those consumers considering California as a destination for international leisure travel.

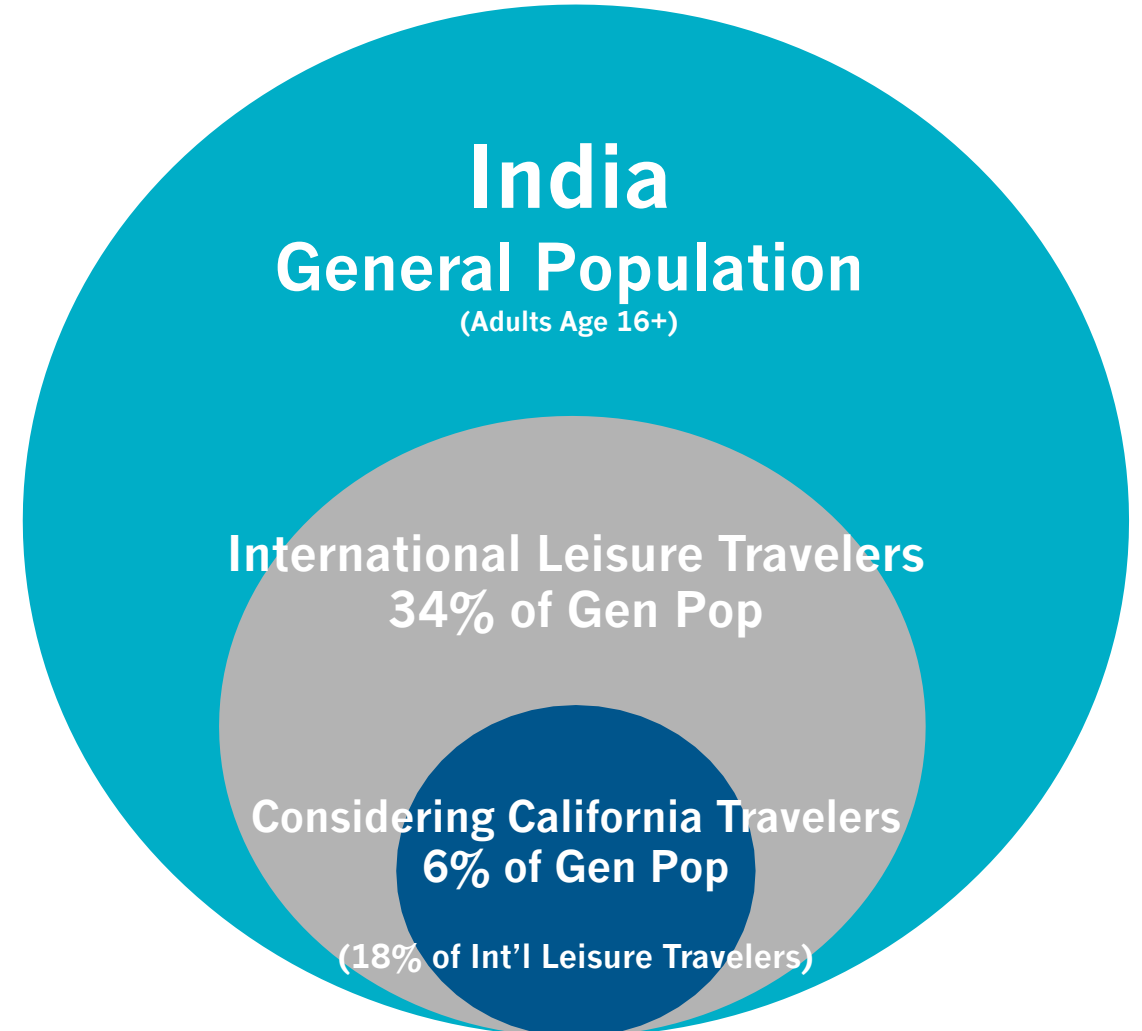
Definitions:

International Leisure Travelers:

Consumers in the focus market planning an international leisure trip in the next 12 months.

Considering California Travelers ("CA Traveler Target"):

Among the consumers in the focus market planning international leisure travel, those who are considering California as destination for travel in the next 12 months.



How to Read the Data

Generation	CA Traveler Target	Index
Gen Z	5%	59
Millennial	51%	115
Gen X	29%	124
Baby Boomer	13%	60

Generation Definitions:

- Gen Z (2000 and later)
- Millennial (1982-1999)
- Gen X (1965-1981)
- Boomer (1946-1964)

Data:

- **CA Traveler Target:** Shows the incidence (%) of the demographic characteristic or travel activity among international leisure travelers considering California as a destination in the focus market.
- **Index:** Compares the incidence (%) of the CA Traveler Target to the incidence (%) of all International Leisure Travelers. For example, an index of 115 indicates that the measure among the CA Traveler Target is 1.15x greater than among International Leisure Travelers in the focus market.



Int'l leisure travelers
considering California
"CA Traveler Target"

Demographic Profile

The chart below shows the demographic profile of the consumer target in the focus market.

India

Gender		
	CA Traveler Target	Index
Female	47%	96
Male	53%	104

Marital Status		
	CA Traveler Target	Index
Married w/ kids	62%	104
Single	31%	98
Married no kids	4%	57

Family Status		
	CA Traveler Target	Index
Children <18	52%	116

Age		
	CA Traveler Target	Index
Age 16-24	15%	98
Age 25-34	23%	85
Age 35-44	27%	110
Age 45-54	26%	117
Age 55+	8%	82

Generation		
	CA Traveler Target	Index
Gen Z	14%	99
Millennial	47%	98
Gen X	34%	106
Baby Boomer	5%	81

Income*		
	CA Traveler Target	Index
Higher income	54%	120
Middle income	33%	87
Lower income	10%	77
Prefer not to say	2%	71

Region		
	CA Traveler Target	Index
Delhi	15%	137
Maharashtra	14%	101
West Bengal	13%	111
Uttar Pradesh	8%	96
Karnataka	6%	116
Kerala	6%	58
Tamil Nadu	5%	90
Gujarat	5%	91
Rajasthan	3%	72

*Income definitions: Higher >200% of median, Middle 75% to 200% of median, Lower <75% of median



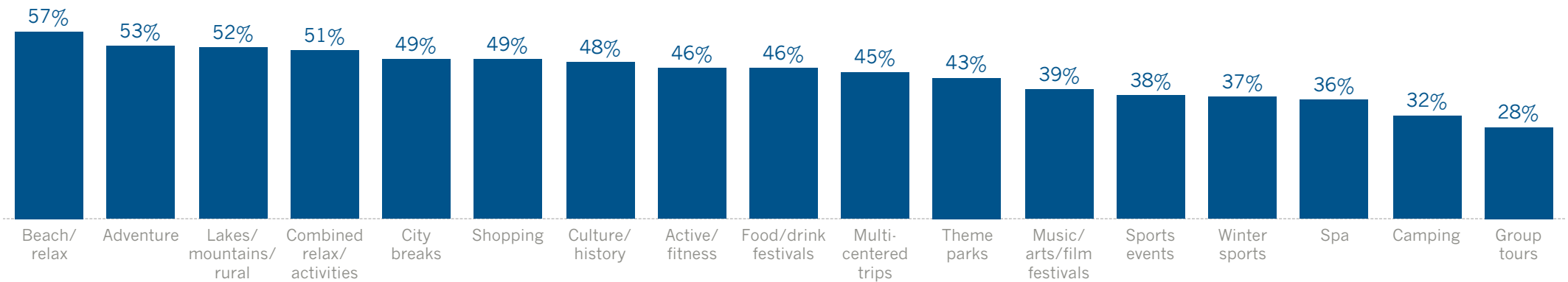
Int'l leisure travelers
considering California
"CA Traveler Target"

Trip Preferences/Characteristics

The chart below shows the typical trip preferences & characteristics of the consumer target in the focus market.

India

Trip Type



Traveler Type

	CA Traveler Target	Index
Budget	34%	81
Luxury	28%	148
Responsible	15%	98
Adventurous	13%	115
All-inclusive	6%	92

Travel Party (from most recent vacation)

	CA Traveler Target	Index
My partner	73%	107
My children	61%	117
Friend(s)	47%	120
Other family	41%	118
Other person(s)	13%	168
Solo	4%	105

Q Trip Type: Which of the following types of holidays do you typically take?

Q Traveler Type: Which of the following best describes the type of traveler you are?

Q Travel Party: Thinking about your most recent holiday, which of the following best describes the group or individual you went on holiday with?

Source: YouGov (July 2023 to June 2024)



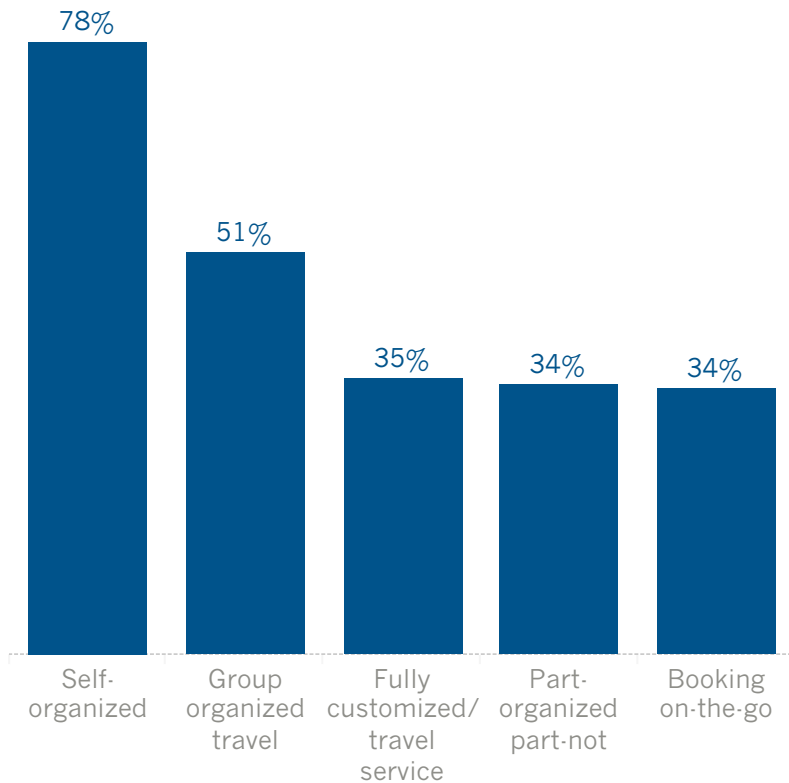
Int'l leisure travelers
considering California
"CA Traveler Target"

Organizing/Planning Methods

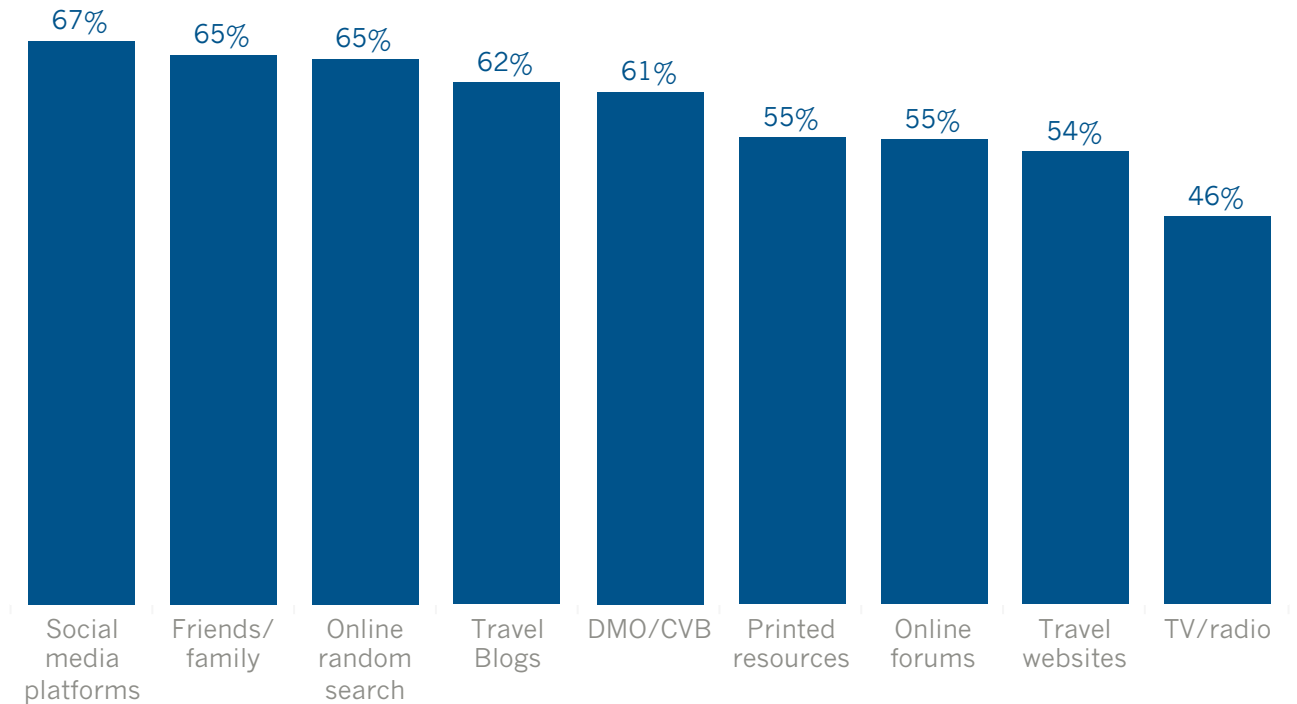
The chart below shows the organizing and planning methods of of the consumer target in the focus market.

India

Organizing Travel



Planning Methods



Q Organizing: Which of the following describe how you generally organize your holidays?

Q Planning: Which of the following methods do you generally use to help plan a holiday?

Source: YouGov (July 2023 to June 2024)

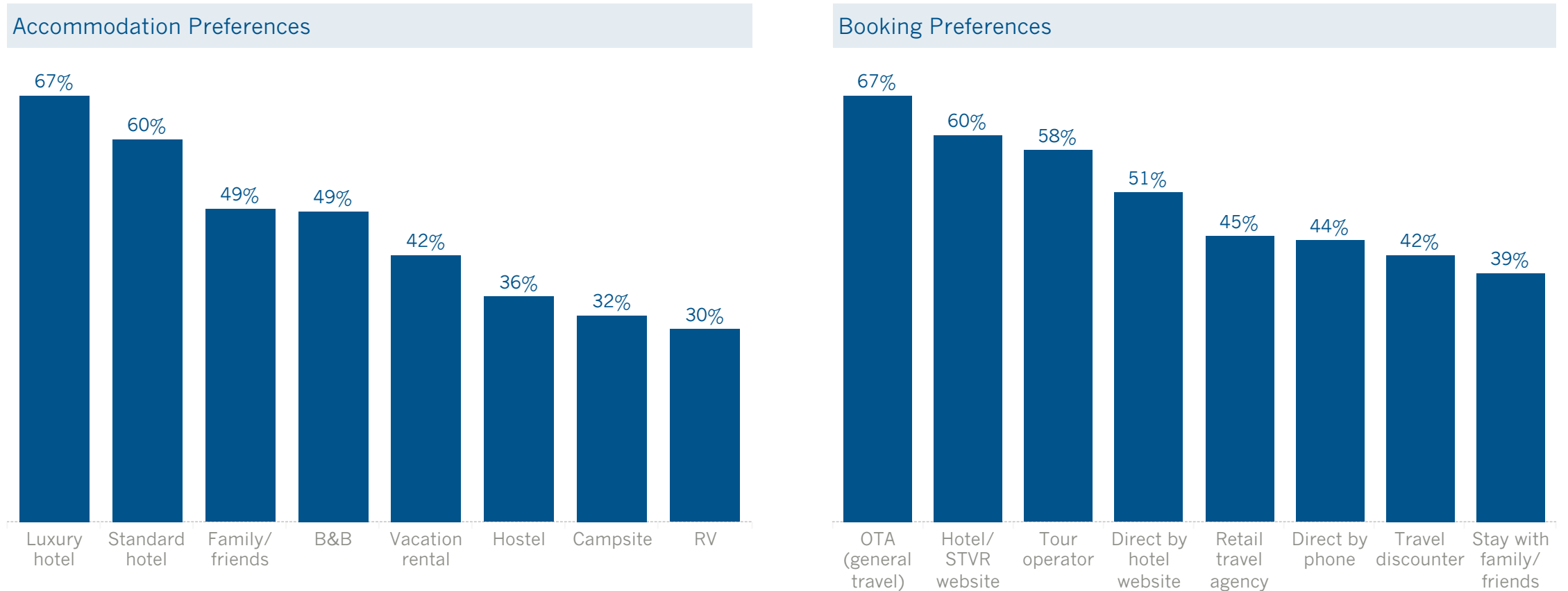


Int'l leisure travelers
considering California
"CA Traveler Target"

Booking Preferences

The chart below shows the accommodation preferences of of the consumer target in the focus market.

India



Q Accommodation: Which of the following types of accommodations do you typically stay in when you are on holiday?
Q Booking: Which of the following booking methods do you typically use when booking accommodations for the holidays?



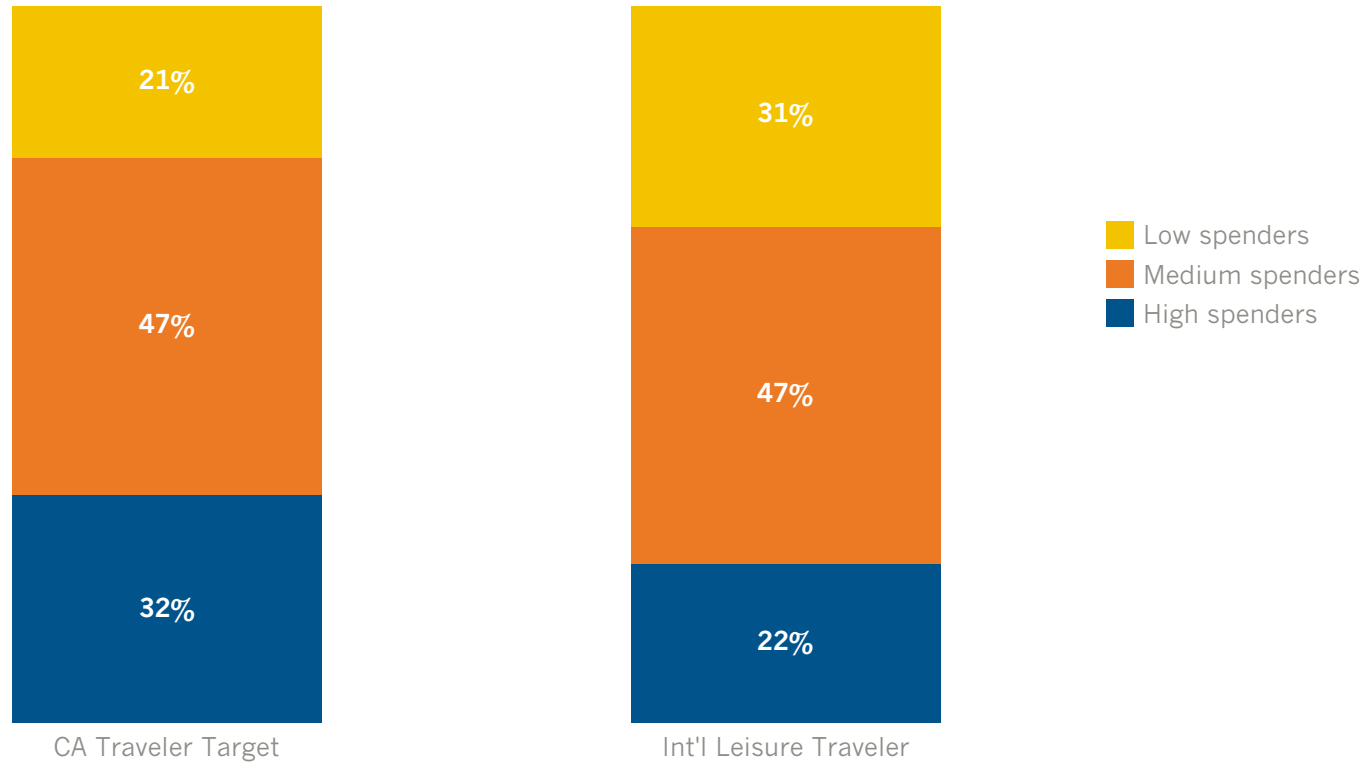
Int'l leisure travelers
considering California
"CA Traveler Target"

Travel Spending

The chart shows the travel spending of the consumer target in the focus market based on the most recent vacation.

India

Travel Spending (from most recent vacation)





Int'l leisure travelers
considering California
"CA Traveler Target"

Media & Advertising

The data shows advertising influences and sports preferences of the target consumer in the focus market.

India

Advertising Influences

	CA Traveler Target	Index
Social media	66%	117
Billboards	57%	143
Travel websites	55%	134
Direct mail	53%	138
TV - Free to view channels	51%	148
Magazines (digital)	51%	143
Local newspaper (physical)	51%	133
Cinema	50%	133
Online streaming services	50%	141
TV - paid/subscription	49%	159
Local newspaper (digital)	48%	145
Magazines (physical)	47%	146
National newspaper (physical)	46%	154
National newspaper (digital)	44%	155
Public transport	38%	159
Podcast	35%	176
Radio	26%	173

Sports Watched/Followed

	CA Traveler Target	Index
Cricket	73%	111
Tennis	50%	137
Soccer/Football	47%	134
Swimming	40%	148
Cycling	36%	152
Basketball	35%	161
Volleyball	34%	169
Boxing	33%	152
Athletics/Track & Field	31%	170
Gymnastics	29%	163
Golf	28%	193
Running/Marathon	27%	164
Horse Racing	26%	198
NFL	26%	192
Baseball	25%	193
Ice Hockey	22%	187
Surfing	21%	207
Rugby League	19%	206
Australian Rules Football	17%	205

Q Advertising: Thinking about your next travel or holiday related purchase,...where would you advertise to catch your attention?

Q Sports: Which of the following sports do you watch or follow?

Source: YouGov (July 2023 to June 2024)



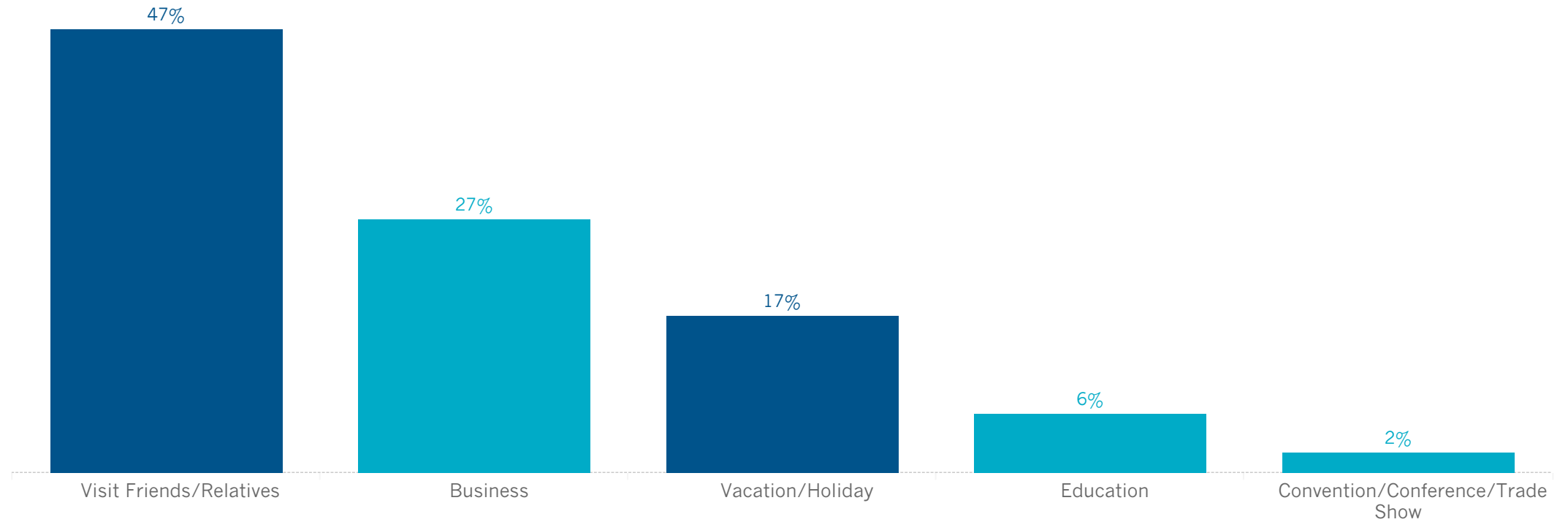
California Travelers & California Trip Characteristics

Main Purpose of Trip

The chart below shows the main purpose of the trip among travelers in the focus market.

India

Main Purpose of Trip

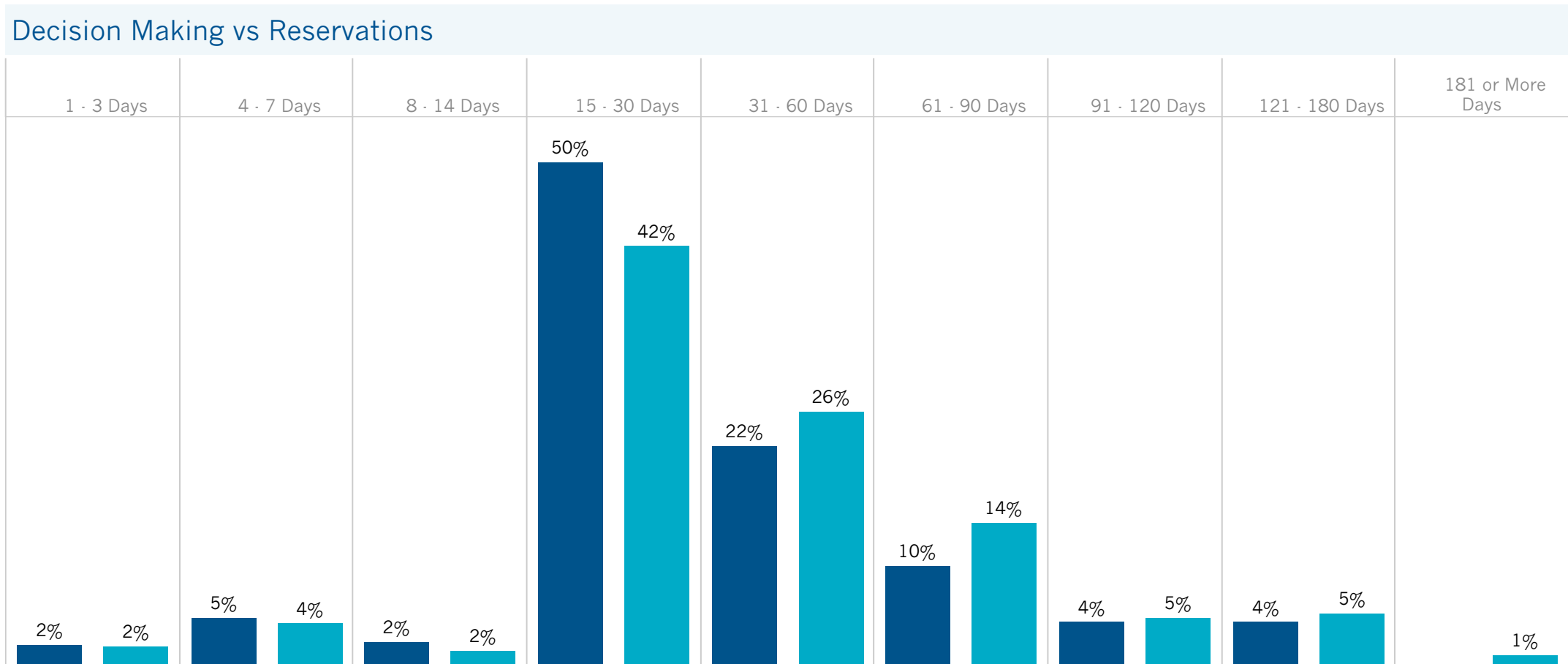




Decision Making vs Reservations

The chart below shows the timeframe for making the decision to travel and making the reservations among travelers in the focus market..

India



■ How many days prior to departure did you make air travel reservations? (%)

■ How many days prior to departure did you make the decision to travel? (%)

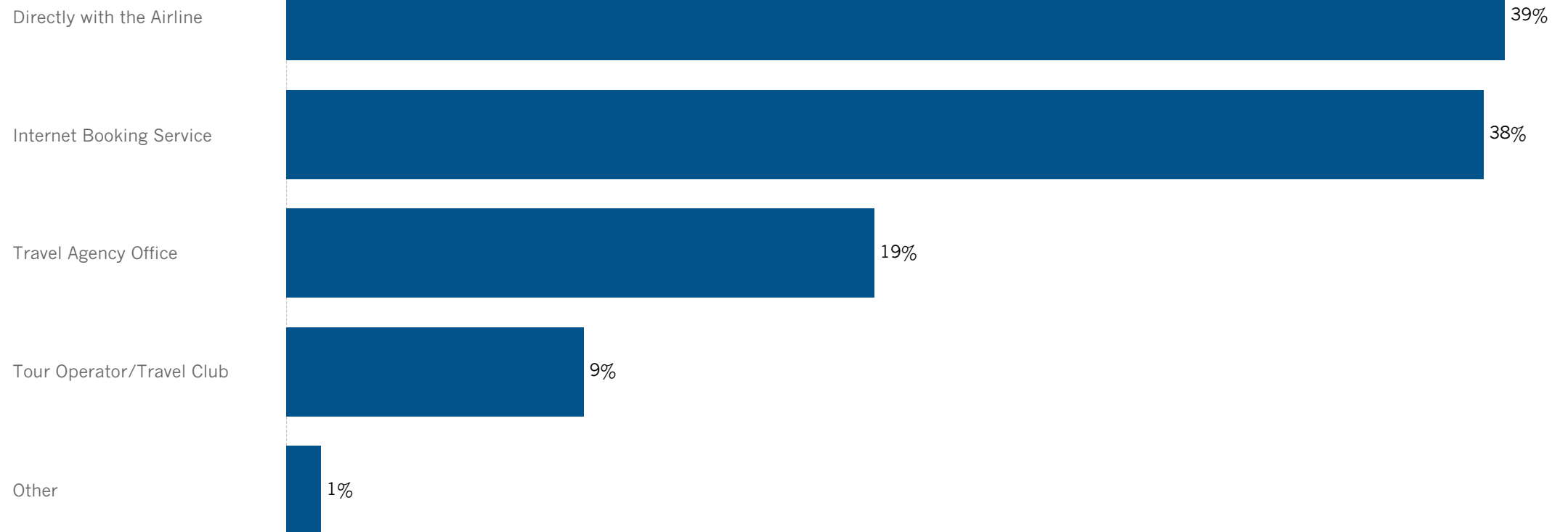


Airline Reservations

The chart below shows how airline reservations were made for the trip among travelers in the focus market.

India

Airline Reservations



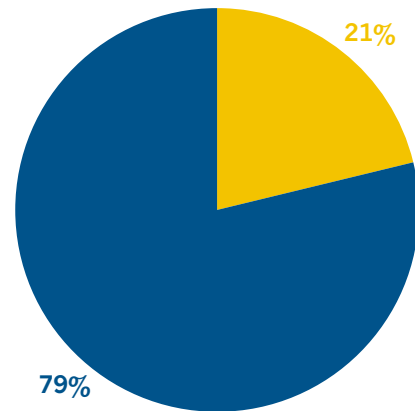


First/Repeat Visitation, Travel Party Size

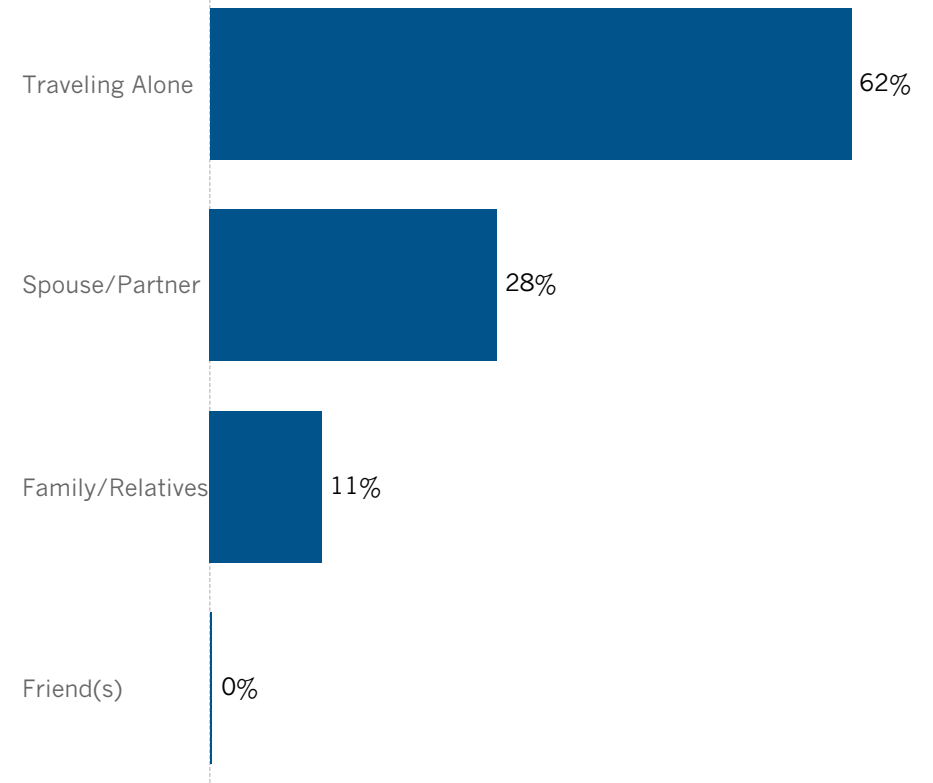
The charts below show first-time and repeat visitation and travel party size among travelers from the focus market.

India

First trip to the US



Travel Companion



Q. Is this your first trip by air to the US?
Q. With whom are you travelling now?

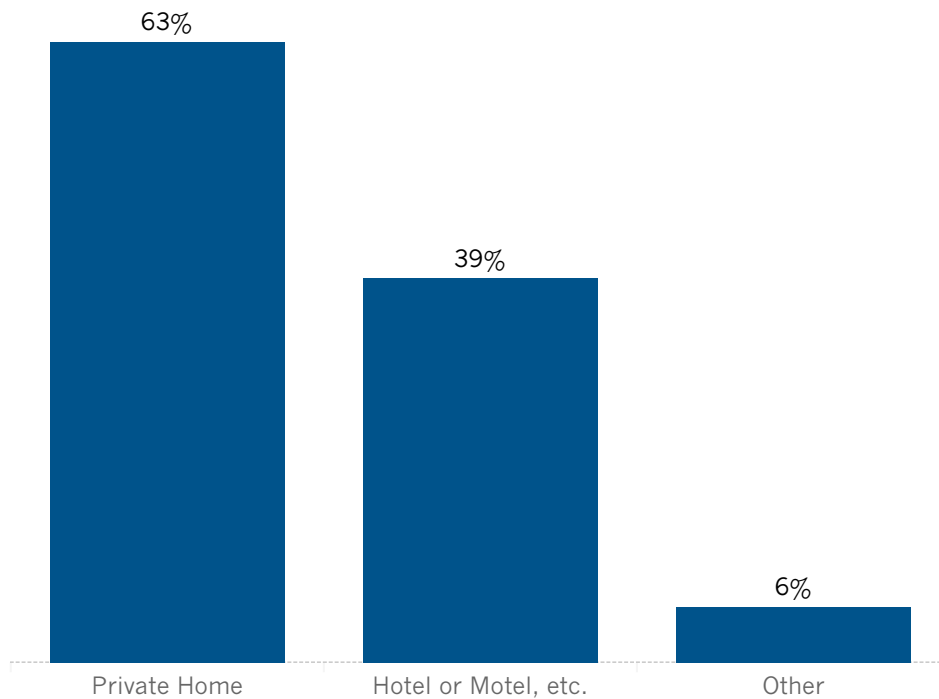


Types of Accommodations & Nights

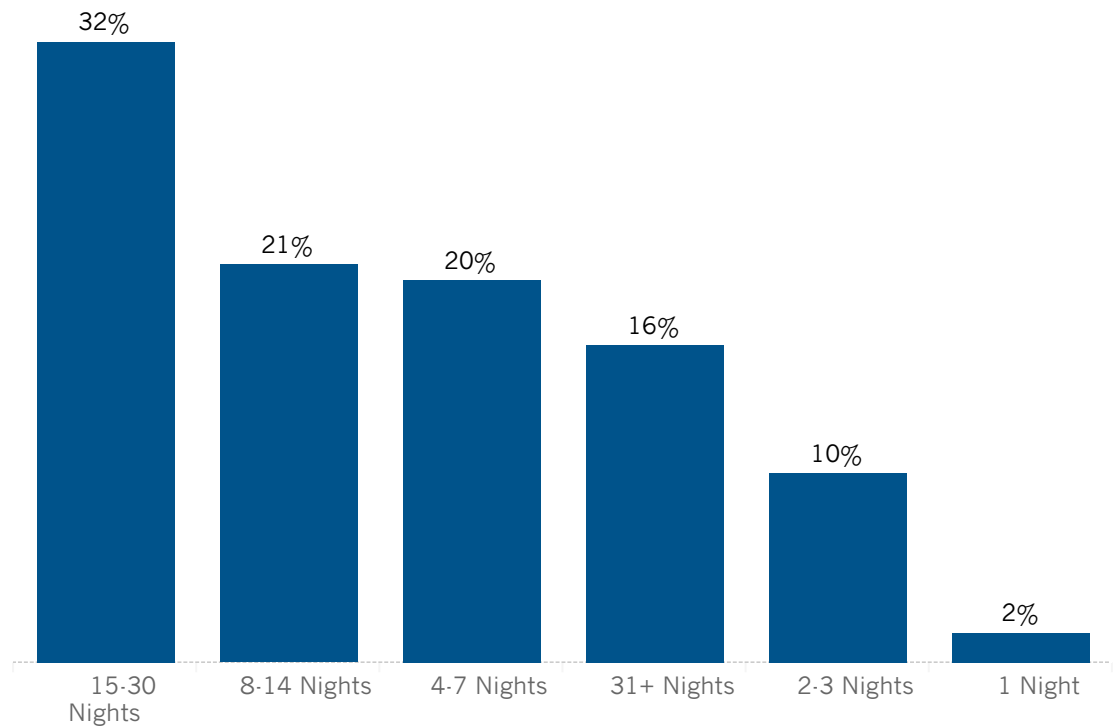
The charts below show types of accommodations stayed in and number of nights in destination among travelers from the focus market.

India

Types of Accommodations



Nights in Destination



Q. Type of accommodations in the destination
Q. Overall nights in destination

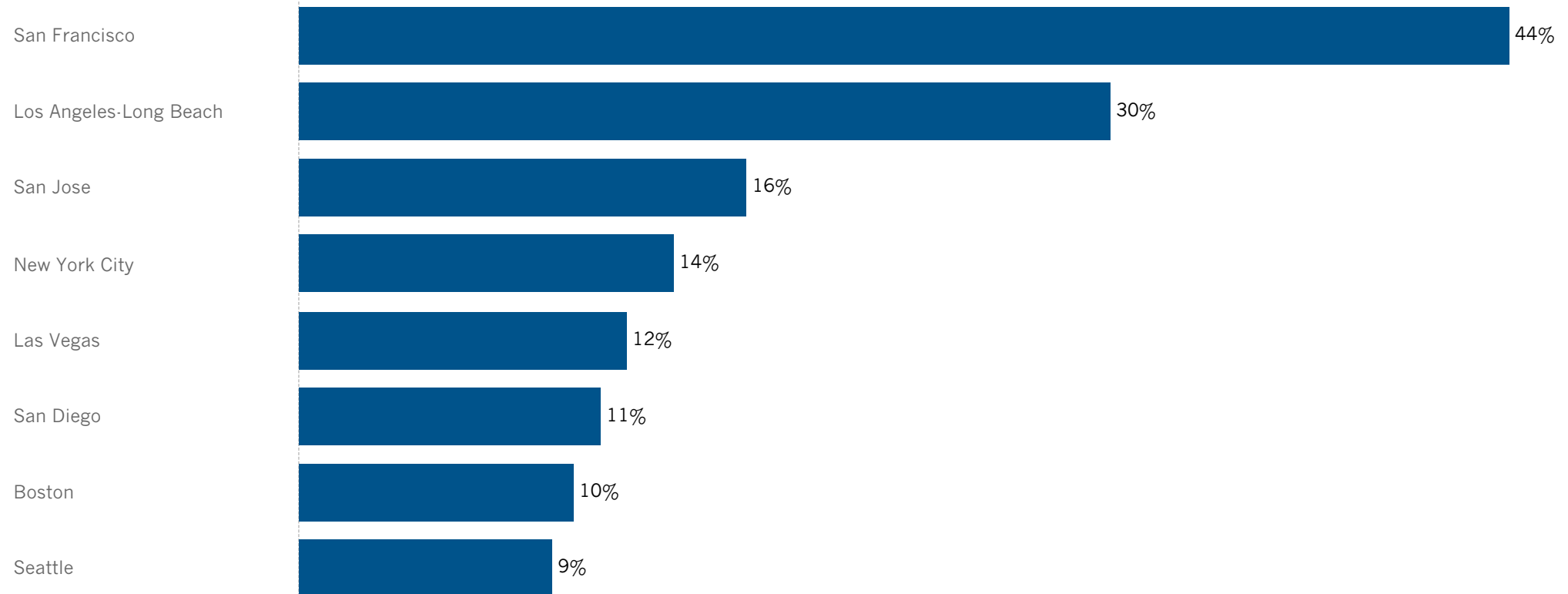


Destinations Visited

The chart below shows the U.S. destinations visited on a trip among travelers from the focus market.

India

US Destinations visited



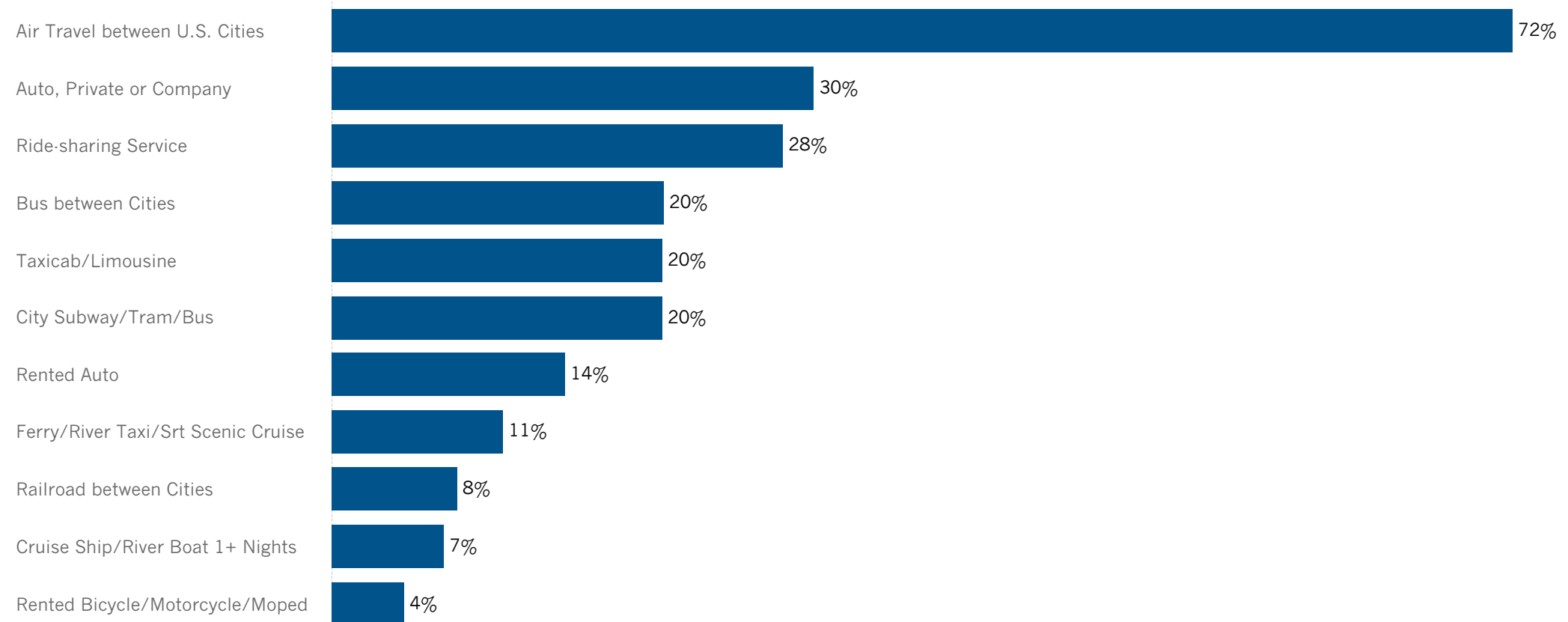


Transportation

The chart below shows the types of transportation used on the trip among travelers in the focus market.

India

Types of Transportation



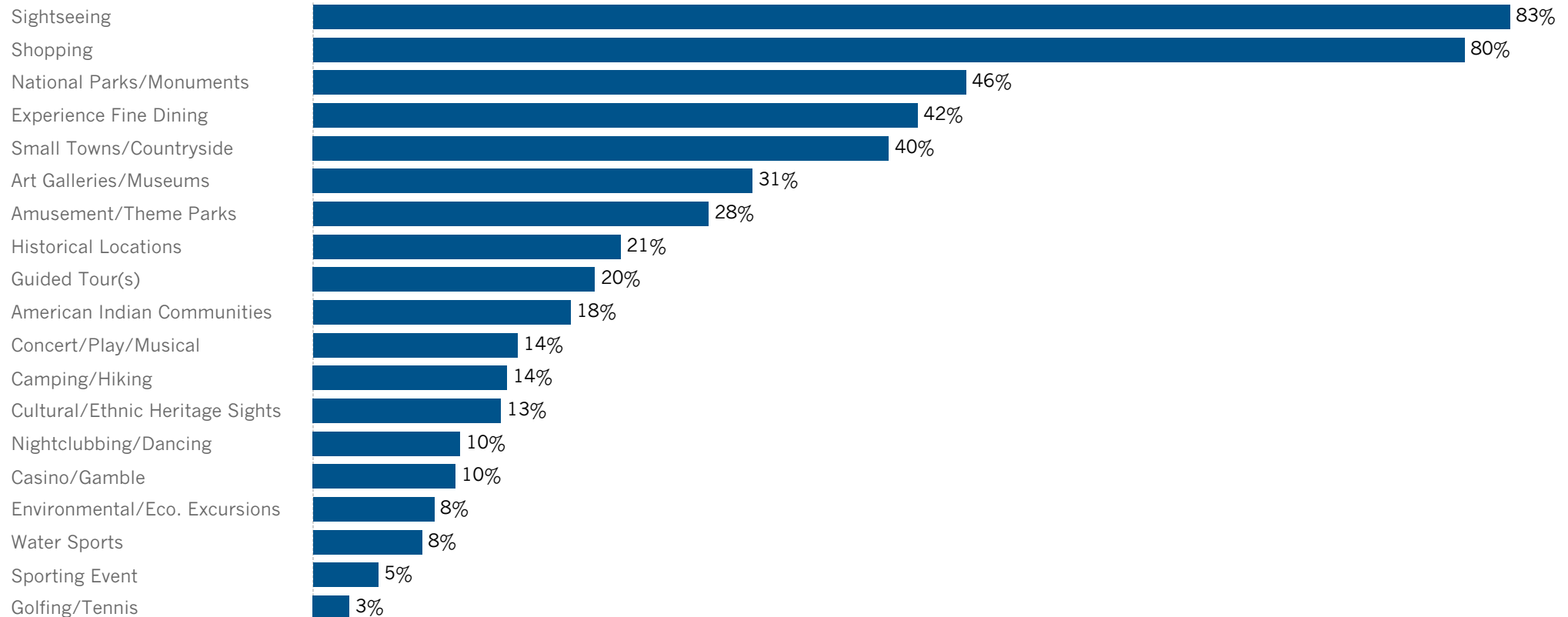


Activities

The chart below shows the leisure activities engaged in on a U.S. trip among travelers to California from the focus market.

India

Engaged Activities





Expenditures in the US

The chart below shows mean expenditures by category among travelers to California from the focus market.

India

Expenditures per visitor

