Executive Summary
Key Facts and Trends

This factsheet provides the latest data on the volume and value of visitors from the International Passenger Survey (IPS), as well as recent information on consumer trends and attitudes.

Germany was once again Scotland’s second biggest market for international inbound tourism in 2018. German visitors marked a significant growth to reach 451,000 in 2018, up 21% from 2017.

The majority of German visitors came to Scotland during summer, with three out of four visits occurring between April and September. Traditionally, two-thirds of all visitors are holidaymakers, however business trips have been increasing in recent years to reach an average of 62,000 per year (16%) for the 2016-2018 period from 36,000 per year (11%) on average between 2013 and 2015.

Most Germans spend less than a week in Scotland which is hardly surprising considering the proximity of the two countries. While German visitors spend less money during their trip than international visitors on average, their large numbers make Germany an essential market for the Scottish tourism economy. Despite a 14% decrease from 2017 levels, total expenditure in 2018 (£246m) was second best over the last decade, up 30% from 2015.

German visitors also tend to travel a lot within the country. Germany is among Scotland’s top three international markets in terms of the average number of regions visited (regional spread) over the last ten years. In 2018, Edinburgh and the Lothians, Greater Glasgow and the Highlands and Islands remained the most popular Scottish regions.
INSIGHT DEPARTMENT: GERMANY FACTSHEET 2018

Latest Information
Visitors from Germany to Scotland

Key Figures Overview, 2018

<table>
<thead>
<tr>
<th>Indicators</th>
<th>Key Facts in 2018</th>
<th>% Change 2017/18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total visits to Scotland</td>
<td>451,000</td>
<td>+21%</td>
</tr>
<tr>
<td>Total nights in Scotland</td>
<td>2,818,000</td>
<td>+8%</td>
</tr>
<tr>
<td>Total spend in Scotland</td>
<td>£246,205,000</td>
<td>-14%</td>
</tr>
<tr>
<td>Average length of stay</td>
<td>6.2 nights</td>
<td>-11%</td>
</tr>
<tr>
<td>Average spend per day</td>
<td>£88</td>
<td>-19%</td>
</tr>
<tr>
<td>Average spend per visit</td>
<td>£546</td>
<td>-29%</td>
</tr>
</tbody>
</table>

Source: IPS, 2018.

Duration of Stay

Purpose of travel

Seasonality

Age

All charts are based on 3-year average data (2016-2018); * VFR = Visiting friends or relatives. Figures may not sum up due to rounding. Source: IPS.
International Tourism Figures
Top 10 Overseas Markets

Visitors from Germany Compared to Other Overseas Markets: Trips, Nights and Spend – Value and Percent of Total, 2018

<table>
<thead>
<tr>
<th>Country</th>
<th>Trips 000s</th>
<th>Trips %</th>
<th>Spend £m</th>
<th>Spend %</th>
<th>Nights 000s</th>
<th>Nights %</th>
</tr>
</thead>
<tbody>
<tr>
<td>USA</td>
<td>492</td>
<td>14%</td>
<td>438</td>
<td>20%</td>
<td>3,907</td>
<td>16%</td>
</tr>
<tr>
<td>Germany</td>
<td>451</td>
<td>13%</td>
<td>246</td>
<td>11%</td>
<td>2,818</td>
<td>12%</td>
</tr>
<tr>
<td>France</td>
<td>318</td>
<td>9%</td>
<td>209</td>
<td>9%</td>
<td>1,985</td>
<td>8%</td>
</tr>
<tr>
<td>Italy</td>
<td>268</td>
<td>8%</td>
<td>110</td>
<td>5%</td>
<td>1,220</td>
<td>5%</td>
</tr>
<tr>
<td>Spain</td>
<td>205</td>
<td>6%</td>
<td>79</td>
<td>4%</td>
<td>1,192</td>
<td>5%</td>
</tr>
<tr>
<td>Australia</td>
<td>172</td>
<td>5%</td>
<td>153</td>
<td>7%</td>
<td>1,801</td>
<td>7%</td>
</tr>
<tr>
<td>Netherlands</td>
<td>172</td>
<td>5%</td>
<td>86</td>
<td>4%</td>
<td>945</td>
<td>4%</td>
</tr>
<tr>
<td>Canada</td>
<td>131</td>
<td>4%</td>
<td>117</td>
<td>5%</td>
<td>1,269</td>
<td>5%</td>
</tr>
<tr>
<td>Sweden</td>
<td>121</td>
<td>3%</td>
<td>74</td>
<td>3%</td>
<td>605</td>
<td>2%</td>
</tr>
<tr>
<td>Norway</td>
<td>106</td>
<td>3%</td>
<td>40</td>
<td>2%</td>
<td>338</td>
<td>1%</td>
</tr>
<tr>
<td>Rest of World</td>
<td>1,102</td>
<td>31%</td>
<td>653</td>
<td>30%</td>
<td>8,158</td>
<td>34%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>3,538</strong></td>
<td><strong>100%</strong></td>
<td><strong>2,206</strong></td>
<td><strong>100%</strong></td>
<td><strong>24,237</strong></td>
<td><strong>100%</strong></td>
</tr>
</tbody>
</table>

Source: IPS, 2018. Figures may not sum up due to rounding.
Inbound Tourism | UK & Scotland
Visitors from Germany

Trips to the UK and Scotland: Total and Average Figures, 2018

<table>
<thead>
<tr>
<th>Indicators</th>
<th>Key Facts</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>UK</td>
</tr>
<tr>
<td>Total visits</td>
<td>3,262,000</td>
</tr>
<tr>
<td>Visits by purpose*</td>
<td>47% Holiday 24% Business 24% VFR 5% Other</td>
</tr>
<tr>
<td>Total nights</td>
<td>17,577,000</td>
</tr>
<tr>
<td>Total spend</td>
<td>£1,509,385,000</td>
</tr>
<tr>
<td>Average length of stay</td>
<td>5.4 nights</td>
</tr>
<tr>
<td>Average spend per day</td>
<td>£86</td>
</tr>
<tr>
<td>Average spend per visit</td>
<td>£463</td>
</tr>
</tbody>
</table>


The UK was a slightly less popular destination for German travellers, with visits dropping from 3.38m in 2017 to 3.26m in 2018 (-4%). Total number of nights spent and total expenditure by German visitors in the UK also decreased by 1.66m (-9%) and by £70.13m (-4%), respectively.

Looking at Scotland, more German residents visited the country in 2018 and they stayed more nights in total compared to 2017. Total visits increased by 79,000 (+21%), while the number of total nights spent in Scotland rose by 209,000 (+8%) in 2018. Traditionally, two out of three German tourists come to Scotland for holiday purposes, however recent years have marked an increase in the proportion of business trips undertaken and this trend continued in 2018.

While total expenditure decreased by £38.69m (-14%) from 2017 to 2018, Germany continues to be the second largest market worldwide for Scottish tourism economy, generating 11% of all international spend.

In 2018, Germany was

The UK’s
- 3rd largest source market measured by number of visits
- 3rd largest by number of nights
- 2nd largest by expenditure

Scotland’s
- 2nd largest international source market measured by number of visits
- 2nd largest by number of nights
- 2nd largest by expenditure

Source: IPS, 2018.
German Visitors Heat Map
Tourist Flow Across Scotland’s Regions

Top Regions Visited:

**Edinburgh & the Lothians**

**Greater Glasgow, Clyde Valley**

**Highlands & Islands**

Darker areas = more visitors
Source: IPS, 2018.

While German visitors to Scotland tend to stay less than long-haul tourists, they still do a lot of travelling within the country. Out of all international markets, Germany **ranks third in regional spread** for the period between 2009 and 2018 (1.68 regions* per visit on average).

**In 2018**, German visitors explored only **1.43** Scottish regions on average during their stay. This is less than any other year over the last decade, but still above the total international average of **1.41** regions per visitor for 2018. As in 2017, the most frequented regions remain Edinburgh and the Lothians (316,000 visits), Greater Glasgow and the Clyde Valley (107,000 visits) and the Highlands and Islands (72,000 visits).

*Due to sample size and International Passenger Survey’s (IPS) methodology in the collection and publishing of tourist data, the flow of visitors within Scotland is analysed on a regional level. Each region consists of council areas as listed below.*

**Regional Map Legend**

- **Ayrshire & Arran** = East Ayrshire, North Ayrshire, South Ayrshire
- **Dumfries & Galloway** = Dumfries and Galloway
- **Dundee & Angus** = Angus, Dundee City
- **Fife** = Fife
- **Grampian** = Aberdeen City, Aberdeenshire, Moray
- **Highlands & Islands** = Highland, Na h-Eileanan Siar, Orkney Islands, Shetland Islands
- **Edinburgh & the Lothians** = City of Edinburgh, East Lothian, Midlothian, West Lothian
- **Perthshire** = Perth and Kinross
- **Scottish Borders** = Scottish Borders
- **Greater Glasgow, Clyde Valley** = East Dunbartonshire, East Renfrewshire, Glasgow City, Inverclyde, North Lanarkshire, Renfrewshire, South Lanarkshire, West Dunbartonshire
- **Loch Lomond, Stirling, Trossachs, Argyll** = Argyll and Bute, Clackmannanshire, Falkirk, Stirling.
2018 was the **most successful year in the last decade** in terms of total visits and total nights spent by German visitors in Scotland. While total spend was down 14% from 2017 levels, the trend of growth in recent years is evident, with 2018 marking a 16% increase compared to 2016, and a 41% increase compared to 2015. On a world scale, total international inbound market grew by 19% since 2016 and 30% since 2015 in terms of expenditure.

**Inbound Tourism Volume and Value Trend, 2009-2018**

![Graph showing inbound tourism volume and value trend from 2009 to 2018.](chart.png)

Source: IPS.

**Total Visits, Nights & Spend, 2009-2018**

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</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Visits (000s)</strong></td>
<td>236</td>
<td>255</td>
<td>250</td>
<td>281</td>
<td>293</td>
<td>343</td>
<td>323</td>
<td>355</td>
<td>372</td>
<td>451</td>
</tr>
<tr>
<td><strong>Total Nights (000s)</strong></td>
<td>2,360</td>
<td>2,186</td>
<td>2,287</td>
<td>1,977</td>
<td>2,019</td>
<td>2,248</td>
<td>2,390</td>
<td>2,725</td>
<td>2,609</td>
<td>2,818</td>
</tr>
<tr>
<td><strong>Total Spend (£m)</strong></td>
<td>135</td>
<td>134</td>
<td>139</td>
<td>143</td>
<td>167</td>
<td>174</td>
<td>175</td>
<td>212</td>
<td>285</td>
<td>246</td>
</tr>
</tbody>
</table>

Source: IPS.
Average German Visit
Historical Trend Information | 2009 - 2018

In 2018, Germans stayed **one fewer night** in Scotland and spent **£220** less during their visit on average compared to 2017. Average length of stay has levelled off at around **7 nights** since 2012, while average spend per visit marked a drop to 2015 levels following two years of significant growth. On average, German visitors to Scotland stayed 0.7 fewer nights and consequently, spent £78 less per visit compared to the average overseas visitor in 2018.

**Average Length of Stay and Spend Trend, 2009-2018**

![Average Length of Stay and Spend Trend, 2009-2018](chart)

Source: IPS.

**Average Length of Stay, Daily and Total Spend, 2009-2018**

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<thead>
<tr>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Average Length of Stay (Nights)</strong></td>
<td>10.0</td>
<td>8.6</td>
<td>9.1</td>
<td>7.0</td>
<td>6.9</td>
<td>6.6</td>
<td>7.4</td>
<td>7.7</td>
<td>7.0</td>
<td>6.2</td>
</tr>
<tr>
<td><strong>Average Spend per Day (£)</strong></td>
<td>57</td>
<td>61</td>
<td>61</td>
<td>72</td>
<td>83</td>
<td>77</td>
<td>73</td>
<td>78</td>
<td>109</td>
<td>87</td>
</tr>
<tr>
<td><strong>Average Spend per Visit (£)</strong></td>
<td>573</td>
<td>527</td>
<td>554</td>
<td>509</td>
<td>571</td>
<td>506</td>
<td>543</td>
<td>598</td>
<td>766</td>
<td>546</td>
</tr>
</tbody>
</table>

Source: IPS.
Outbound Tourism
Visitors to Germany

Trips and Spend of Residents of the UK and Scotland in Germany, 2018

<table>
<thead>
<tr>
<th>Indicators</th>
<th>Key Facts</th>
<th>% Change 2017/18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total visits to Germany</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UK</td>
<td>2,813,000</td>
<td>-3%</td>
</tr>
<tr>
<td>Scotland</td>
<td>253,000</td>
<td>+16%</td>
</tr>
<tr>
<td><strong>Total spend in Germany</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UK</td>
<td>£1,138,249,000</td>
<td>+5%</td>
</tr>
<tr>
<td>Scotland</td>
<td>£126,559,000</td>
<td>+68%</td>
</tr>
<tr>
<td><strong>Average spend per visit</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UK</td>
<td>£405</td>
<td>+9%</td>
</tr>
<tr>
<td>Scotland</td>
<td>£500</td>
<td>+44%</td>
</tr>
</tbody>
</table>

Source: IPS, 2018.

2018 did not differ drastically from 2017 in terms of visits and spend by UK travellers to Germany. Total trips undertaken were 96,000 less (-3%), while total expenditure increased by £55m (+5%). The UK was Germany’s fourth largest international market for inbound tourism worldwide.

The average UK visitor spent 5 nights and £80 per day while in Germany. Of all UK visits to Germany in 2018, 43% were holiday trips, 30% business trips and a quarter were mainly motivated by visiting friends and/or relatives.

As a destination, Germany amounted to 3.9% of the total UK outbound tourism in terms of visits and 2.5% in terms of expenditure in 2018. Its proportion of Scotland's overseas tourism was significantly higher, constituting 5.7% of all international trips undertaken by Scottish residents, and 4.2% of their total overseas spend.

In comparison to 2017, trips made by Scottish residents to Germany increased by a sixth, while total expenditure jumped by two-thirds, or £51m, in 2018. This means that the average Scottish visitor to Germany spent £500 during their trip in 2018, compared to £346 in 2017 and £455 in 2016.

In 2018, Germany was

The UK’s
• 7th most popular destination measured by number of visits
• 7th by expenditure

Scotland’s
• 4th most popular destination measured by number of visits
• 4th by expenditure

Source: IPS, 2018.
How Visitors from Germany View Scotland

A holiday in Scotland is perceived to be one that will be unique, authentic, enriching, mystical and varied – an adventure. It is seen to offer the freedom to discover.

In research in 2015 which explored the key benefits of a holiday in Scotland, the following tangible and more emotional benefits of a holiday in Scotland stood out for German consumers.

### Scenery and Landscape

The openness, remoteness and ruggedness of Scotland’s vast landscape were perceived by German visitors to be strong benefits of a holiday in this country, in contrast to busy tourist filled beach destinations.

Common associations which set Scotland apart from competitors include unspoilt landscape with a touch of mysticism, a mythical place. The richness of Scots history adds to the sense of “mysticism” and legend of the landscapes, in which there is much to be explored.

### History and Culture

Scotland’s history and culture is viewed as a strong motivator to visit by the German market.

They expect a richness of history and legend (a history & culture defined by strong and unique Scottish character inspired in part by images of *Highlander*, *Outlander* and *Braveheart*).

### People

They expect to meet people who are proud of their history and do not pretend to be someone they are not. An authentic experience is important.

They also expect interactions with friendly and hospitable people in Scotland to enhance their overall holiday experience.

### Escape

The ability to “get away from it all” is seen a strong benefit of a holiday in Scotland. They expect to feel a contrast between Scotland and their everyday lives.

“*It’s all about 3 things for me - castles, hills and sea - I want to escape the city and be in the vast, open beautiful landscapes*”

“The castles, the wildlife, the lakes, the pubs and the music”

Source: VisitScotland Research 2014-2017
Recent Consumer Trends and Attitudes

**MOTIVATIONS TO VISIT SCOTLAND**

<table>
<thead>
<tr>
<th>Motivation</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Scenery &amp; landscape</td>
<td>78%</td>
</tr>
<tr>
<td>History &amp; culture</td>
<td>53%</td>
</tr>
<tr>
<td>Always wanted to visit</td>
<td>48%</td>
</tr>
<tr>
<td>To visit cities</td>
<td>34%</td>
</tr>
<tr>
<td>To get away from it</td>
<td>30%</td>
</tr>
</tbody>
</table>

Scotland’s beautiful scenery and landscape is a stronger motivator for German visitors in comparison to long-haul markets, along with the history and culture. Scotland is often viewed as an ideal destination for travellers to venture off the beaten track and enjoy unspoilt landscape. This prompts the idea that they are able to “get away from it all”.

**CONNECTIONS TO SCOTLAND**

<table>
<thead>
<tr>
<th>Connection</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>27% of visitors from Germany had a connection to Scotland. The most common connections were:</td>
<td></td>
</tr>
<tr>
<td>Friends live in Scotland</td>
<td>9%</td>
</tr>
<tr>
<td>No personal connections but had visited many times</td>
<td>8%</td>
</tr>
<tr>
<td>Family live in Scotland</td>
<td>4%</td>
</tr>
</tbody>
</table>

Visitors from Germany and the European market tend to have lower personal connections to Scotland than long-haul markets that may have ancestral links and family/friends in Scotland.

**TRANSPORT TO SCOTLAND**

50% arrived by plane directly to Scotland. The most popular airports to arrive to were:

- Edinburgh 78%
- Glasgow 13%
- Aberdeen 5%

10% arrived by plane (indirect):

- Amsterdam Schiphol
- London Heathrow

Germans were more likely than others to travel to Scotland by boat/ferry 15% (survey average 5%) and bring a motorhome/campervan 9% (survey average 3%).

**PLANNING & BOOKING**

On average, visitors from Germany start to plan about 6 months ahead. They tend to plan further ahead than the Southern European markets.

- Planning: 25.9 weeks
- Travel booking: 16.7 weeks
- Accommodation booking: 14.0 weeks

Visitors from Germany are likely to use multiple types of information in planning their holiday, particularly websites and talking with friends and family. They are also much more likely than average to rely on printed travel guide books (e.g. Lonely Planet, Rough Guide, Fordors).

Source: Scotland Visitor Survey 2015/2016
**TOP 5 ACTIVITIES IN SCOTLAND**

<table>
<thead>
<tr>
<th>Activity</th>
<th>Percentage</th>
<th>Survey Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sightseeing by car/coach/on foot</td>
<td>85%</td>
<td>74%</td>
</tr>
<tr>
<td>Visited castle/historic house</td>
<td>84%</td>
<td>60%</td>
</tr>
<tr>
<td>Visited cities</td>
<td>79%</td>
<td>42%</td>
</tr>
<tr>
<td>Visited cathedral/church</td>
<td>78%</td>
<td>46%</td>
</tr>
<tr>
<td>Centre based walking (i.e. around a town centre)</td>
<td>72%</td>
<td>45%</td>
</tr>
</tbody>
</table>

Visitors from Germany enjoy undertaking a large range of activities during their break in Scotland. They enjoy walking and include it as part of their itinerary. This is reflected in above-average scores on activities that involve sightseeing, walking and touring historical attractions.

Further down the list of activities, but notably higher for visitors from Germany than others were:

- Visited a TV/film location 16%
- Attended Highland Games 17%

**ACCOMMODATION**

<table>
<thead>
<tr>
<th>Accommodation Preferences:</th>
<th>Percentage</th>
<th>Survey Average</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hotel</td>
<td>43%</td>
<td>41%</td>
</tr>
<tr>
<td>B&amp;B/GH</td>
<td>30%</td>
<td>20%</td>
</tr>
<tr>
<td>Self-catering</td>
<td>20%</td>
<td>22%</td>
</tr>
<tr>
<td>Friends/family</td>
<td>14%</td>
<td>19%</td>
</tr>
<tr>
<td>Camping</td>
<td>11%</td>
<td>6%</td>
</tr>
</tbody>
</table>

**Aspects Important in Choosing Accommodation:**

<table>
<thead>
<tr>
<th>Aspect</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Location</td>
<td>80%</td>
</tr>
<tr>
<td>Value for Money</td>
<td>64%</td>
</tr>
<tr>
<td>Availability of free Wi-Fi at accommodation</td>
<td>44%</td>
</tr>
<tr>
<td>Quality star grading</td>
<td>15%</td>
</tr>
</tbody>
</table>

Source: Scotland Visitor Survey 2015/2016
In general, overall satisfaction rates for European visitors were slightly lower than ratings in comparison to long-haul visitors. However, visitors from Germany record amongst the highest levels of satisfaction for overall visitor experience for the European markets.

<table>
<thead>
<tr>
<th></th>
<th>MEAN</th>
<th>Top 2 Box (9 or 10)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overall rating of Holiday Experience (scale 1-10)</td>
<td>9.0</td>
<td>68% (above average in Europe)</td>
</tr>
<tr>
<td>Likelihood to Recommend</td>
<td>9.2</td>
<td>75% (above average in Europe)</td>
</tr>
</tbody>
</table>

56% strongly agree that ‘Scotland is a country worth visiting more than once’

45% strongly agree they ‘really enjoyed finding out about the history and culture of the destination when they were on holiday’

41% strongly agree that ‘they were made to feel welcome’

Areas of the visitor experience which recorded mean scores below 8 include:

- Mobile phone signal coverage
- Value for money of accommodation
- Availability of 3G/4G
- Availability of free Wi-Fi at accommodation
- Availability of free Wi-Fi
- Value for money of eating out
- Availability of local produce when eating out

Source: Scotland Visitor Survey 2015/2016
Popular media channels

Research with consumers from Germany on VisitScotland’s database has provided examples of key media channels used by these consumers.

**Key Websites Used**
- Google
- Web
- Facebook
- GMX
- T-Online
- Ebay
- Spiegel
- Yahoo
- Amazon
- Wikipedia
- Bild
- Wetter

**Key Social Media Accounts**
- Facebook
- Whatsapp
- YouTube
- TripAdvisor
- Google+
- Linkedin
- Instagram
- Twitter
- Pinterest

**Key Newspapers Read (online or print)**
- Süddeutsche Zeitung
- FAZ
- Bild
- Die Zeit
- Hamburger Abendblatt
- Rheinische Post
- Süddeutsche

**Key Magazines Read (online or in print)**
- Spiegel
- Stern
- Focus
- Geo
- Brigitte

**Influential TV Programmes for Travel**
- Outlander
- Highlander
- Braveheart
- Harry Potter
- Rob Roy
- MareTV

Source: VisitScotland Research 2014-2017
Barriers to Travel

Although Scotland enjoys a positive image amongst visitors from Germany, we need to be aware of the range of barriers which may be in the minds of visitors when considering their holiday destination.

- Cost is considered a critical factor in choosing a holiday destination and some may perceive Scotland as being a more expensive choice with satisfaction of accommodation and food value for money being ranked below an 8 out of 10 within the Scotland Visitor Survey.
- Possible lack of awareness of different locales in Scotland, often perceived as “one destination” when there are many different regions and areas to discover.
Appendix

International Passenger Survey 2018

USING AND INTERPRETING STATISTICAL DATA
Sources: Data is sourced from the Office for National Statistics' International Passenger Survey (IPS). Information about the survey can be found on the VisitBritain website www.visitbritain.org (Insights & Statistics section) or the Office for National Statistics website www.statistics.gov.uk/hub/index.html.

Sample Sizes: Analysis of sub-groups, such as trips by purpose or demographic group, relies on small sample sizes that can be unreliable. Where this is a particular issue, methods to aggregate data, such as using a 3-year average instead of single-year data, have been used. Before using the data, it is important to recognise the limitations of using a small sample size. Further information, including methodology and sample sizes, can be found on the VisitBritain website www.visitbritain.org (Insights & Statistics section).

CONTACT US
Insight Department
VisitScotland
Ocean Point One
94 Ocean Drive
Edinburgh EH6 6JH
0131 472 2222
research@visitscotland.com
visitscotland.com
visitscotland.org

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