

DESTINATION BRAND 23

The image of destinations as tourism and living spaces

INFORMATION EVENT ON THIS YEAR'S CONTENTS AND PARTICIPATION OPPORTUNITIES



What can you expect today?

Brief introduction:

The study series DESTINATION BRAND

DESTINATION BRAND 23 at a glance:

Contents, modules, benefits and participation options

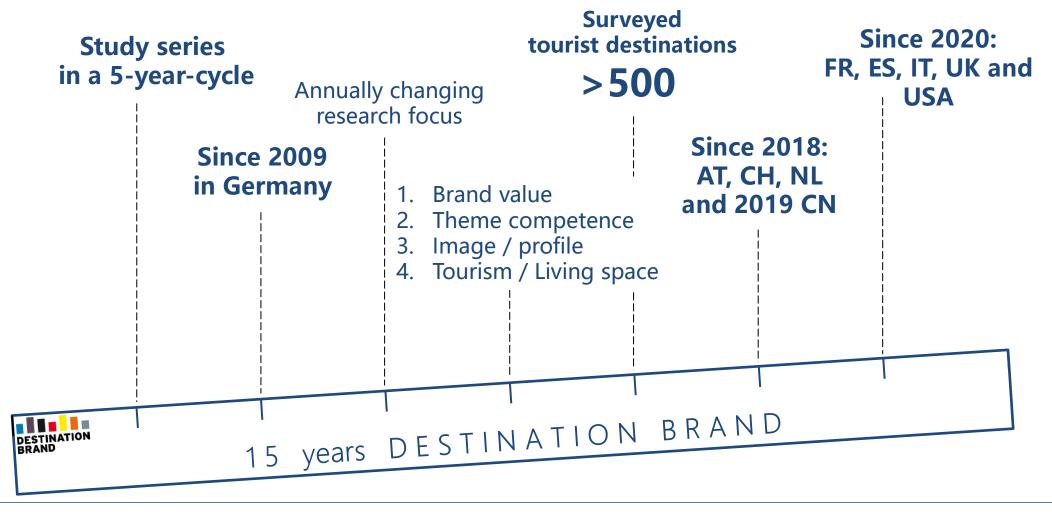
Q&A



The study series **DESTINATION BRAND**



The study series DESTINATION BRAND





The image of destinations as tourism and living spaces



Module 1: offers + infrastructure

- How are selected tourism offers and infrastructure (e.g. accessibility, accommodation, local mobility) in your destination rated by <u>potential guests and visitors in the past</u>?
- Which tourism offers, aspects and infrastructure elements are associated with your destination by the representative population in the individual source markets?
- With which offers can you score with your target groups?
- How do your competitors compare to you?



15 years DESTINATION BRAND



Module 1: offers + infrastructure

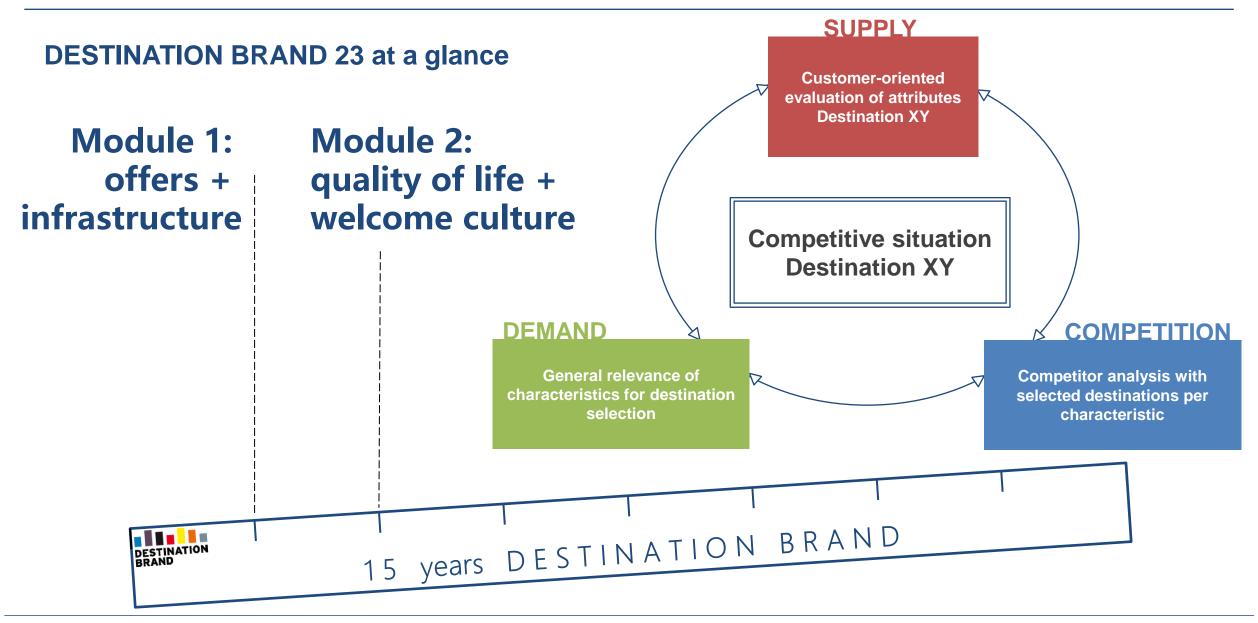
Module 2: quality of life + welcome culture

- What characteristics, attributes and values are associated with your destination?
- For example, is your destination brand perceived as hospitable, livable, open to all, politically stable or ecologically intact?
- What characteristics and personality traits do your target groups appeal to?
- What "traits" can you use to score points with your target groups?
- How do your competitors compare to you?



15 years DESTINATION BRAND







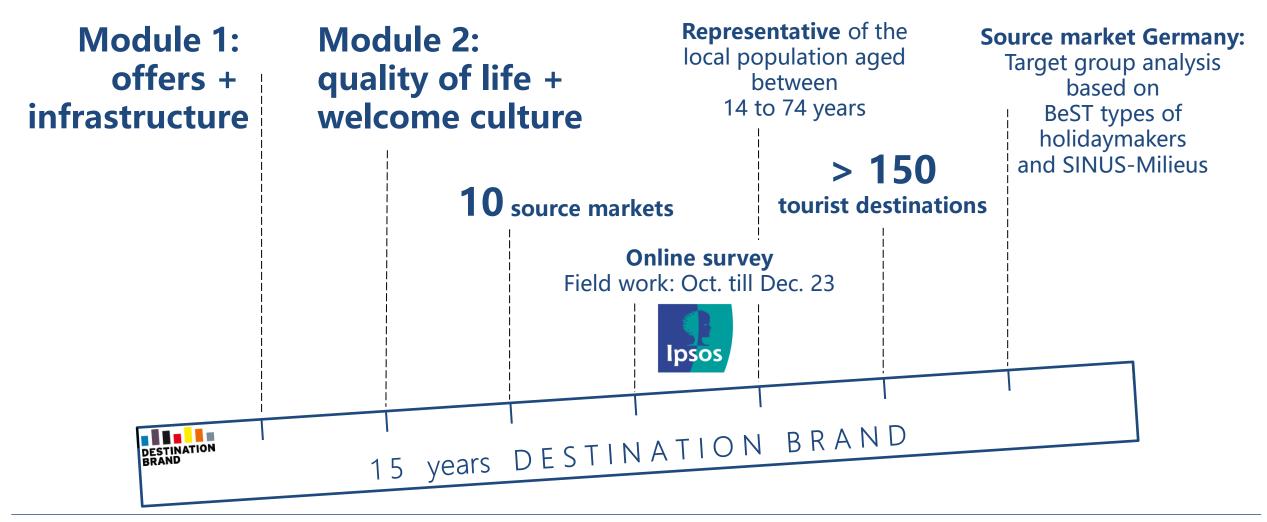
Module 1: offers + infrastructure

Module 2: quality of life + welcome culture

10 source markets

15 years DESTINATION BRAND







MODULE 1 OFFERS + INFRASTRUCTURE



MODULE 1 OFFERS + INFRASTRUCTURE

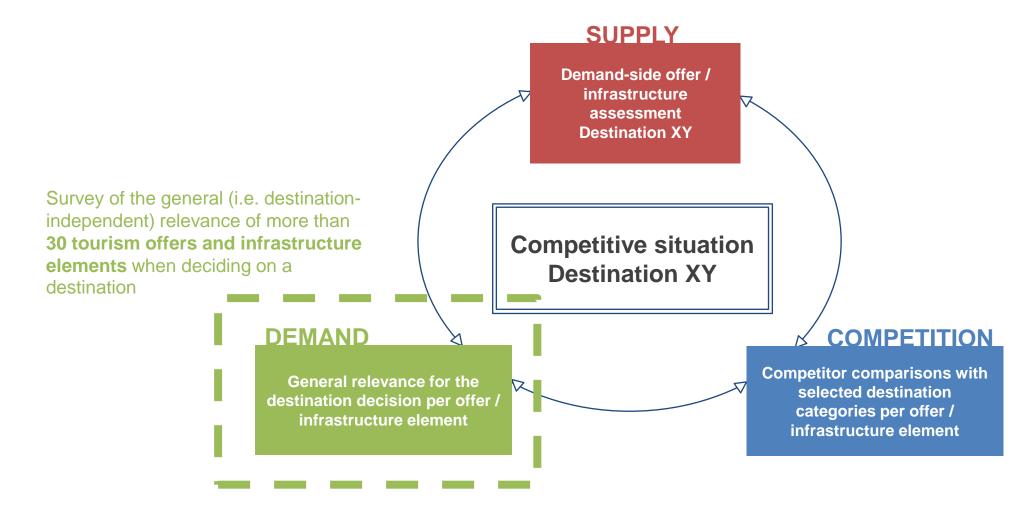
What is the central added value for you?

Evaluation of your tourism offer (classic + digital) and infrastructure by potential guests + visitors in the past

Enrichment to the already examined theme competence (Destination Brand 21)



Module 1 Offers + Infrastructure – Methodology – Three-dimensional Competitive Analysis





Module 1 Offers + Infrastructure - Demand: Relevance for destination decision

General offer / infrastructure elements

- 1. Accommodation offers
- 2. Arrival options / accessibility
- 3. Culinary offerings
- 4. Digital information and services about the tourist destination
- 5. Local mobility services (e.g., public transport, rental of bicycles / e-bikes, car sharing)
- 6. Service and customer orientation
- 7. Value for money
- 8. The tourist destination as a whole (overall impression)

Special offer / infrastructure elements

- 1. Art and cultural offerings (e.g., museums, exhibitions)
- 2. Barrier-free accessibility of the tourist offerings
- 3. Beach / bathing facilities (e.g., by the sea, lake, river)
- 4. Campsites / caravan and motorhome sites
- 5. Climate friendliness / CO2 neutrality of the tourist offerings
- 6. Cycling facilities
- 7. Events
- 8. (Spa) Gardens / parks / green spaces
- 9. Harbours / marinas
- 10. Health and spa services
- 11. Hiking facilities
- 12. Internet access (Wi-Fi, mobile networks, hotspots)
- Local recreation facilities / possibilities for day trips and other excursion options
- 14. Regionality / authenticity of tourist offerings
- 15. Scenery / nature
- 16. Shopping facilities
- 17. Sustainability of tourist offerings
- 18. Swimming pools / adventure pools / thermal baths
- 19. Tourism office / tourism services / tourist information
- 20. Town and city scape(s) / town centre / architecture
- 21. Water sports facilities (e.g., for paddling, canoeing)
- 22. Wellness and beauty offerings
- 23. Wildlife parks / zoos
- 24. Winter sports facilities (e.g., for skiing, cross-country skiing)

Question:

How relevant are the following touristic aspects, offers and infrastructures when you <u>choose a tourist destination</u> for a holiday trip with at least one overnight stay in general (i.e., regardless of a specific



Module 1 Offers + Infrastructure - Demand: Relevance for destination decision

General offer / infrastructure elements

- 1. Accommodation offers
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- 23. Wildlife parks / zoos
- 24. Winter sports facilities (e.g., for skiing, cross-country skiing)

Special offer / infrastructure elements (digital)

1. Enrichment of on-site holiday experiences by adding digital elements such as images, information / texts, animations



Imagine you are on holiday:

How interested are you in general (i.e., regardless of a specific tourist destination) in enhancing your on-site holiday experiences by additional digital elements, such as images, information / texts, animations (accessible in real time via smartphones, tablets or similar devices)?



Module 1 Offers + Infrastructure - Demand: Relevance for destination decision

General offer / infrastructure elements

- 1. Accommodation offers
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Special offer / infrastructure elements (digital)

- 1. Enrichment of on-site holiday experiences by adding digital elements such as images, information / texts, animations
- 2. Virtual offerings in general
- 3. Virtual culture-related activities related to the destination (e.g. visits to museums, galleries and exhibitions)
- 4. Virtual outdoor activities related to the destination (e.g. cycling / mountain bike tours, canoe tours, downhill skiing, hiking)
- 5. Virtual information and exploration of the destination (e.g. city / local tours, inspection of hotel rooms)



Now imagine that you are sitting for example on How interested are you in general (i.e., regardless of a specific tourist destination) in the following completely virtual activities?





Demand: General relevance for the destination decision

Ranking of the offer / infrastructure elements for general relevance in the destination decision (Ø = xx%) **Source market: Germany**

Top two box on a scale from "5 = very high relevance" to "1 = no relevance at all"

. ope 20.1 cm	% of cases	Projection*	91110	levance" to "1 = no relevance at all"	% of cases	Projection*
1 Offer / infrastructure elements 1	xx%	xx,x m.	17	Offer / infrastructure elements 17	xx%	xx,x m.
2 Offer / infrastructure elements 2	xx%	xx,x m.	18	Offer / infrastructure elements 18	xx%	xx,x m.
3 Offer / infrastructure elements 3	xx%	xx,x m.	19	Offer / infrastructure elements 19	xx%	xx,x m.
4 Offer / infrastructure elements 4	xx%	xx,x m.	20	Offer / infrastructure elements 20	xx%	xx,x m.
5 Offer / infrastructure elements 5	xx%	xx,x m.	21	Offer / infrastructure elements 21	xx%	xx,x m.
6 Offer / infrastructure elements 6	xx%	xx,x m.	22	Offer / infrastructure elements 22	xx%	xx,x m.
7 Offer / infrastructure elements 7	xx%	xx,x m.	23	Offer / infrastructure elements 23	xx%	xx,x m.
8 Offer / infrastructure elements 8	xx%	xx,x m.	24	Offer / infrastructure elements 24	xx%	xx,x m.
9 Offer / infrastructure elements 9	xx%	xx,x m.	25	Offer / infrastructure elements 25	xx%	xx,x m.
10 Offer / infrastructure elements 10	xx%	xx,x m.	26	Offer / infrastructure elements 26	xx%	xx,x m.
11 Offer / infrastructure elements 11	xx%	xx,x m.	27	Offer / infrastructure elements 27	xx%	xx,x m.
12 Offer / infrastructure elements 12	xx%	xx,x m.	28	Offer / infrastructure elements 28	xx%	xx,x m.
13 Offer / infrastructure elements 13	xx%	xx,x m.	29	Offer / infrastructure elements 29	xx%	xx,x m.
14 Offer / infrastructure elements 14	xx%	xx,x m.	30	Offer / infrastructure elements 30	xx%	xx,x m.
15 Offer / infrastructure elements 15	xx%	xx,x m.	31	Offer / infrastructure elements 31	xx%	xx,x m.
16 Offer / infrastructure elements 16	xx%	xx,x m.	32	Offer / infrastructure elements 32	xx%	xx,x m.

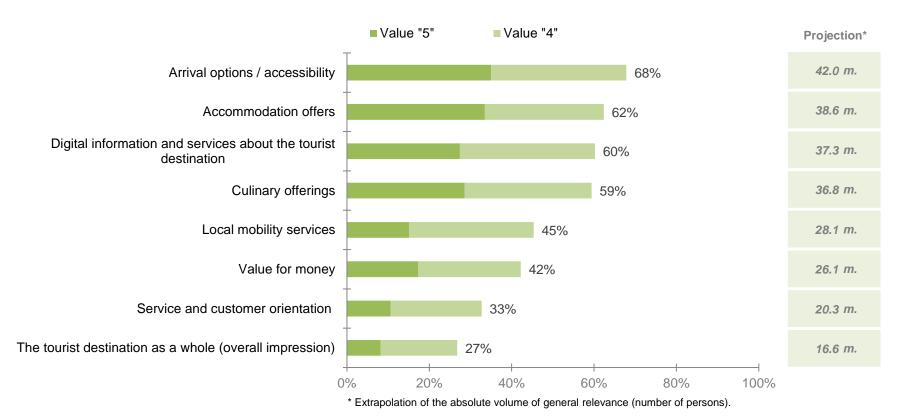


^{*} Extrapolation of the absolute volume of general relevance (number of persons).





Demand: General relevance for the destination decision

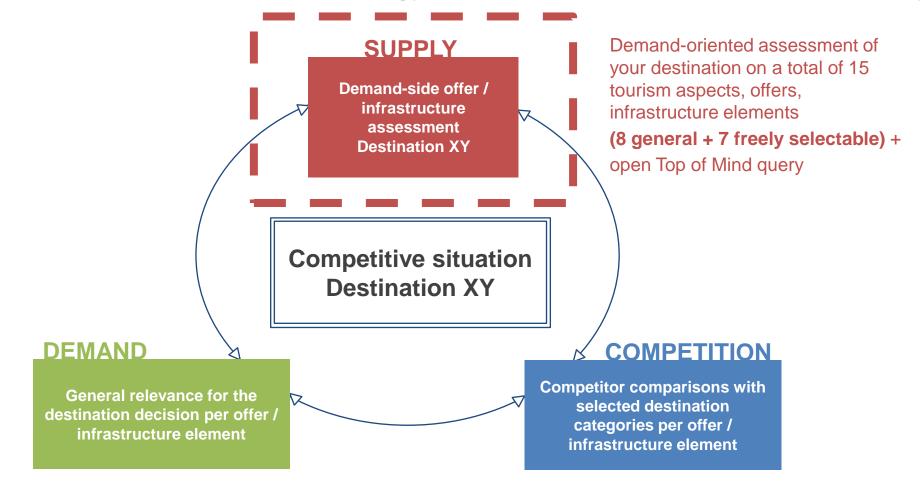




Source: inspektour (international) GmbH, 2023 (visualisation example with fictitious values)



Module 1 Offers + Infrastructure – Methodology – Three-dimensional Competitive Analysis





Module 1 Offers + Infrastructure - Offer: Top of Mind: Individual Result + Top 10 Ranking

			DESTINATION BRAND 23				
Top of Mind Travel Destinations in Germany		% of respondents*	% of mentions	Number of mentions	Rank		
for a good value for money	Destination XY	x,x%	x,x%	XX	XX.		
for high attractiveness of the destination as a whole	Destination XY	x,x%	x,x%	xx	xx.		
		* 5.4 101 1					

^{*} Multiple answers possible

The DB23 reports incl.	
The DB23 reports include the top 10 rankings, each for	
"good value for money"	
+ +	
"high attractiveness of the	
destination as a whole"	
as a wilole	l

Top of Mind destinations "good value for money": Top 10 destinations		% of respondents*	% of mentions	Number of mentions	
1	Destination 1	x,x%	x,x%	XX	
2	Destination 2	x,x%	x,x%	XX	
3	Destination 3	x,x%	x,x%	XX	
4	Destination 4	x,x%	x,x%	XX	
5	Destination 5	x,x%	x,x%	XX	
6	Destination 6	x,x%	x,x%	XX	
7	Destination 7	x,x%	x,x%	XX	
8	Destination 8	x,x%	x,x%	XX	
9	Destination 9	x,x%	x,x%	XX	
10	Destination 10	x,x%	x,x%	XX	

^{*} Multiple answers possible



Module 1 Offers + Infrastructure - Offer: Supported offer / infrastructure assessment

General offer / infrastructure elements

(for all destinations)

- 1. Accommodation offers
- 2. Arrival options / accessibility
- 3. Culinary offerings
- 4. Digital information and services about the tourist destination
- 5. Local mobility services (e.g., public transport, rental of bicycles / e-bikes, car sharing)
- 6. Service and customer orientation
- 7. Value for money
- The tourist destination as a whole (overall impression)

Question:

How do you assess the following touristic aspects, offers or infrastructures of the tourist destination

Special offer / infrastructure elements

(individual choice of 7 offer elements per destination)

- 1. Art and cultural offerings (e.g., museums, exhibitions)
- 2. Barrier-free accessibility of the tourist offerings
- 3. Beach / bathing facilities (e.g., by the sea, lake, river)
- 4. Campsites / caravan and motorhome sites
- 5. Climate friendliness / CO2 neutrality of the tourist offerings
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- 22. Wellness and beauty offerings
- 23. Wildlife parks / zoos
- 24. Winter sports facilities (e.g., for skiing, cross-country skiing)

Special offer / infrastructure elements (digital) (fixed set of 5)

1. Enrichment of on-site holiday experiences by adding digital elements such as images, information / texts, animations



Question:

Please continue to imagine that you are on holiday: How interested are you in <u>enhancing your on-site</u> holiday experiences in the following tourist destinations by additional digital elements, such as images, information / texts, animations (accessible in real time via smartphones, tablets or similar



Module 1 Offers + Infrastructure – Offer: Supported offer / infrastructure assessment

General offer / infrastructure elements

(for all destinations)

- 1. Accommodation offers
- 2. Arrival options / accessibility
- 3. Culinary offerings
- 4. Digital information and services about the tourist destination
- 5. Local mobility services (e.g., public transport, rental of bicycles / e-bikes, car sharing)
- 6. Service and customer orientation
- 7. Value for money
- The tourist destination as a whole (overall impression)

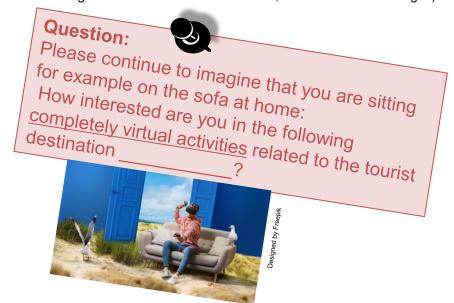
Special offer / infrastructure elements

(individual choice of 7 offer elements per destination)

- 1. Art and cultural offerings (e.g., museums, exhibitions)
- 2. Barrier-free accessibility of the tourist offerings
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Special offer / infrastructure elements (digital) (fixed set of 5)

- 1. Enrichment of on-site holiday experiences by adding digital elements such as images, information / texts, animations
- 2. Virtual offerings in general
- 3. Virtual cultural activities related to the tourist destination (e.g., museum, gallery and exhibition visits)
- 4. Virtual outdoor activities related to the tourist destination (e.g., cycling / mountain biking tours, canoeing tours, downhill skiing, hikina)
- 5. Virtual information and exploration of the tourist destination (e.g., guided tours of the town / location, hotel room walk-throughs)





Module 1 Offers + Infrastructure – Offer: Supported offer / infrastructure assessment

General offer / infrastructure elements

(for all destinations)

- 1. Accommodation offers
- 2. Arrival options / accessibility
- 3. Culinary offerings
- 4. Digital information and services about the tourist destination
- 5. Local mobility services (e.g., public transport, rental of bicycles / e-bikes, car sharing)
- 6. Service and customer orientation
- 7. Value for money
- The tourist destination as a whole (overall impression)

Special offer / infrastructure elements

(individual choice of 7 offer elements per destination)

- 1. Art and cultural offerings (e.g., museums, exhibitions)
- 2. Barrier-free accessibility of the tourist offerings
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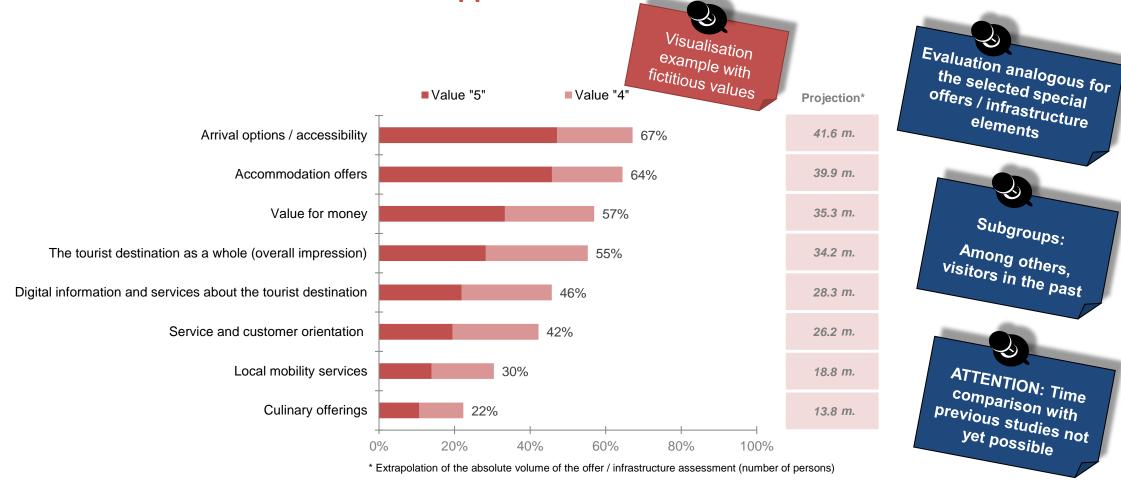
Special offer / infrastructure elements (digital) (fixed set of 5)

- 1. Enrichment of on-site holiday experiences by adding digital elements such as images, information / texts, animations
- 2. Virtual offerings in general
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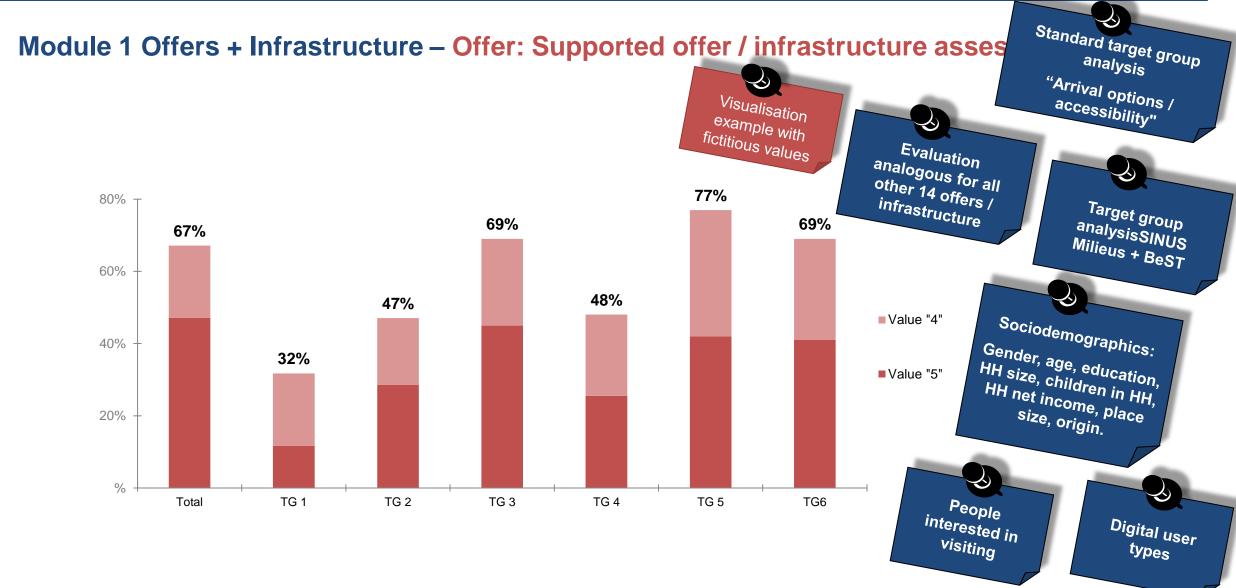




Module 1 Offers + Infrastructure – Offer: Supported offer / infrastructure assessment

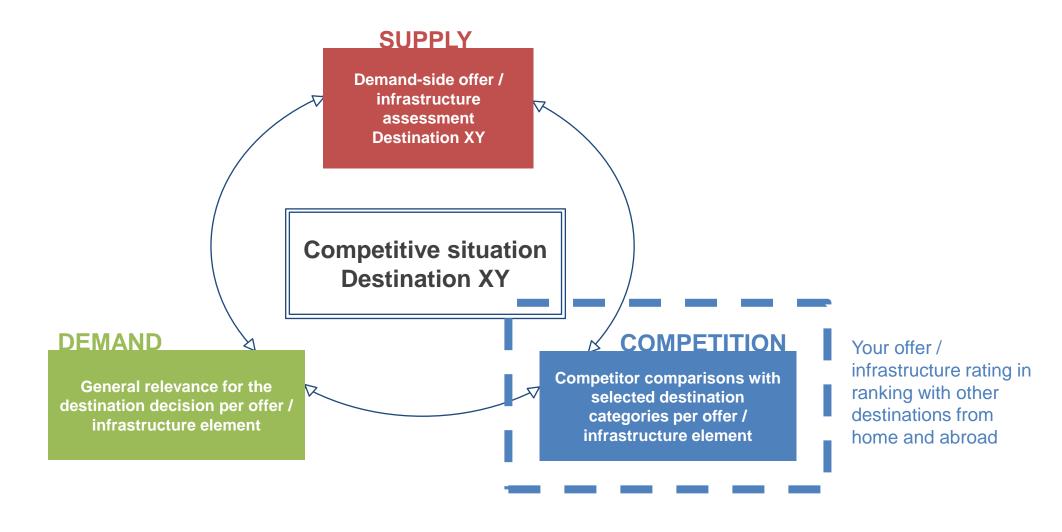








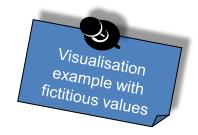
Module 1 Offers + Infrastructure – Methodology – Three-dimensional Competitive Analysis





Module 1 Offers + Infrastructure – Competitor comparison for supported offer / infrastructure assessment

DESTINATION BRAND 23 Source market: Germa	any	Basis: All respondents						
Destination XY	Number	All considered destinations Major cities						
(N = 1.000)	destinations in category		ener Wert	Ø of the	Rank	Ø of the category	Rank	
		in percent	projection*	category				
Arrival options / accessibility	expected	67%	41.6 m.	xx%	XX.	xx%	XX.	
Accommodation offers		64%	39.9 m.	xx%	XX.	xx%	XX.	
Digital information and services about the tourist destination		46%	28.3 m.	xx%	XX.	xx%	XX.	
Culinary offerings		22%	13.8 m.	xx%	XX.	xx%	XX.	
Local mobility services	150	30%	18.8 m.	xx%	XX.	xx%	XX.	
Value for money		57%	35.3 m.	xx%	XX.	xx%	XX.	
Service and customer orientation		42%	26.2 m.	xx%	XX.	xx%	XX.	
The tourist destination as a whole (overall impression)		55%	34.2 m.	xx%	XX.	xx%	XX.	





With the help of this overview, the achieved competitive rankings of the destination for the general as well as for the special offer / infrastructure elements are summarised in tabular form.



^{*} Extrapolation of the absolute volume of the supply / infrastructure assessment (number of persons)



Module 1 Offers + Infrastructure – Competitor comparison for supported offer / infrastructure assessment

Brief explanation:

In addition to the brief destination-specific overview of the competitor analysis, the individual reports of the Destination Brand 23 study contain detailed rankings of all the destinations surveyed.

The individual reports of the Destination Brand 23 study include the rankings for all 15 offer / infrastructure elements for which the supported offer / infrastructure assessment of your destination is collected.

These rankings include the destination names and rankings of all destinations surveyed. The underlying percentage values are shown exclusively for the commissioning destination of the respective individual report.

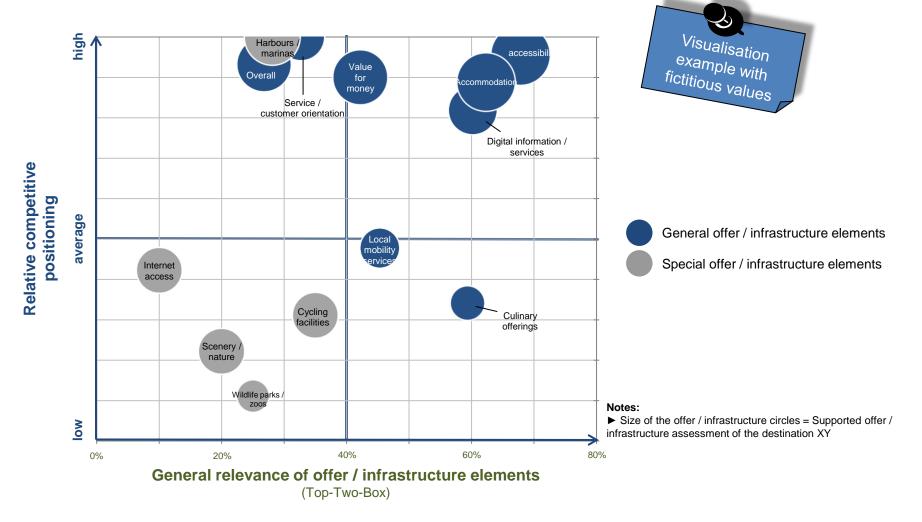
	"Arrival options / accessibility"						
	Source market: Germany						
	Top two box on scale from "5 = very good" to "1 = very poor" (indicated in % of cases)						
	Basis: All respondents						
Category ranking: All destinations surveyed (Ø = 40%)							
1	Destination 1		24	Destination 24			
2	Destination 2		25	Destination 25			
3	Destination 3		26	Destination 26			
4	Destination 4		27	Destination 27			
5	Destination 5		28	Destination 28			
6	Destination 6		29	Destination 29			
7	Destination 7		30	Destination 30			
8	Destination 8		31	Destination 31			
9	Destination 9		32	Destination 32			
10	Destination 10		33	Destination 33			
11	Destination 11		34	Destination 34			
12	Destination XY	67%	35	Destination 35			
13	Destination 13		36	Destination 36			
14	Destination 14		37	Destination 37			
15	Destination 15		38	Destination 38			
16	Destination 16		39	Destination 39			
17	Destination 17		40	Destination 40			
18	Destination 18		41	Destination 41			
19	Destination 19		42	Destination 42			
20	Destination 20		43	Destination 43			
21	Destination 21		44	Destination 44			
22	Destination 22		45	Destination 45			
23	Destination 23						







Module 1 Offers + Infrastructure – Competitive comparison across the analysis quadrant





MODULE 2 Quality of life + welcome culture



MODULE 2 QUALITY OF LIFE + WELCOME CULTURE

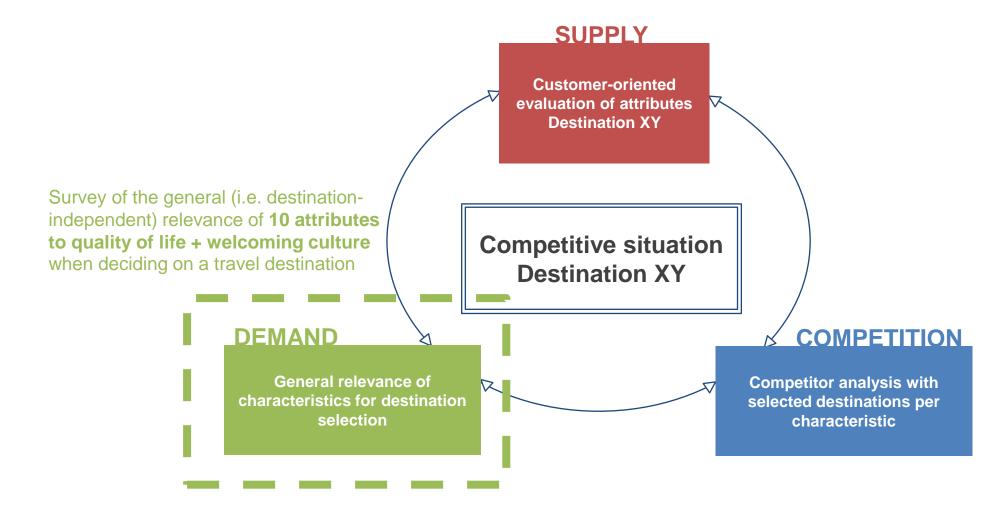
What is the central added value for you?

Evaluation of the quality of life + welcome culture in your destination by potential guests + visitors in the past

Enrichment to the already evaluated profile characteristics + spontaneous associations (Destination Brand 22)

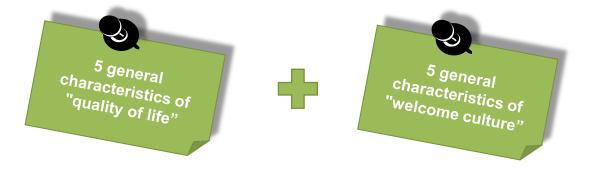


Module 2 Quality of life + welcome culture – Methodology – Three-dim. Competitive Analysis





Module 2 Quality of life + welcome culture - Demand: Relevance for destination decision



- great place to live
- ecologically intact
- politically stable
- socially just
- economically strong

- hospitable
- sociable and easy to approach
- open to all / non-discriminatory
- cosmopolitan
- welcoming / inviting

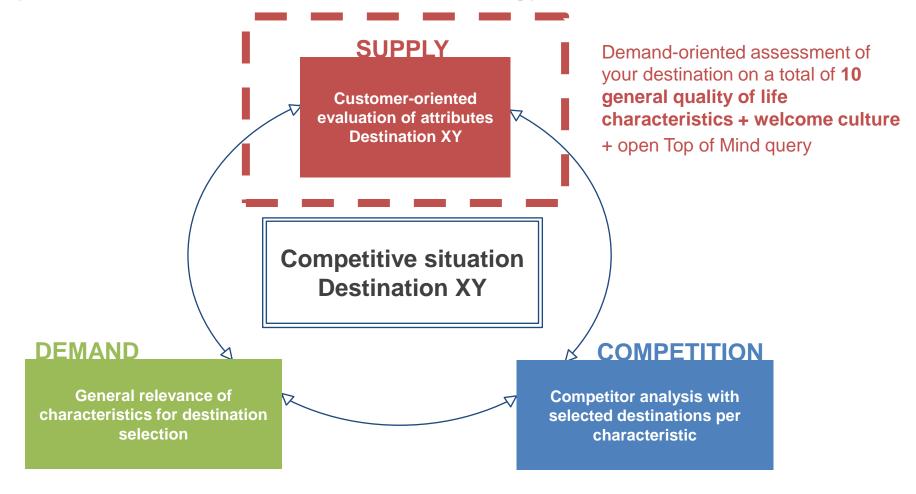
A total of 10 general characteristics







Module 2 Quality of life + welcome culture – Methodology – Three-dim. Competitive Analysis





Module 2 Quality of life + welcome culture - Offer: Supported property assessment

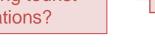






Question:

How do you assess the current quality of life in the following tourist destinations?



Top of Mind "high quality of life"

- great place to live
- 2. ecologically intact
- 3. politically stable
- 4. socially just
- 5. economically strong

- 1. hospitable
- 2. sociable and easy to approach
- 3. open to all / non-discriminatory
- 4. cosmopolitan
- 5. welcoming / inviting

Question: Next we would like to know how you assess the impacts of tourism on the following tourist destinations?



Top of Mind "welcoming / inviting"

A total of 10 general characteristics

(are fixed for all participating destinations)



Source: inspektour (international) GmbH, 2023



Extensively evaluation of each destination – Final "Action-triggering question"

To what extent would you consider the following international tourist destinations for a holiday (with at least one overnight stay) within the next three years?



YOU WOULD LIKE TO PARTICIPATE IN DESTINATION BRAND 23?



DESTINATION BRAND 23 – Price list

Module 1: Offer + infrastructure

4,500 €*

Modul 2: Quality of life + welcome culture

3,900 €*

*Price (net) per destination per source market

Your advantage when booking ...

... min. 2 partial studies (module 1 and / or 2)

5% discount

... min. 4 partial studies (module 1 and / or 2)

10% discount



DESTINATION BRAND 23 – Schedule

Registration deadline: 30.09.2023

Field work: October till December 2023

Data delivery:

1 individual report per module destination per source market (PDF via e-mail)

Module 1 +2:

Complete reports as of end of March 2024

DB23 Dashboard Access: Inclusive for all DB23 participants for May 2024



Thank you for your attention!

Now we have time for your questions!





Contact persons for the study series DESTINATION BRAND



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