

Martin 1 topound bearing the table of the first of the bearing of the second of t Inbound tourism to Germany million overnight stays by foreign visitors in 2023

Source: Federal Statistical Office 2024

### Germany retains **no. 2 ranking** in the **Nation Brands Index**



The NBI examines a country's reputation in six categories: Exports, Governance, Culture, People, Tourism, and Immigration and Investment

Source: Anholt-IPSOS Nation Brands Index<sup>SM</sup> 2023 Report, October 2023, online survey with 60,072 interviews in 20 countries worldwide, 60 nations examined.



#### Key drivers for Germany's global tourism image









Source: Anholt-IPSOS Nation Brands Index<sup>SM</sup> 2023, 60 nations worldwide

International tourism increases to

# 1,286 million arrivals

Source: World Tourism Organization (UNWTO), January 2024





#### Back to worldwide growth in 2023



+33.9% Change 2023/22

Source: World Tourism Organization (UNWTO), World Tourism Barometer, January 2024, preliminary figures

### Recovery of international arrivals worldwide at

87.9%

compared to 2019\*

**Recovery** of arrivals in **Germany** already at

88.0%

2023 compared to 2019\*\*

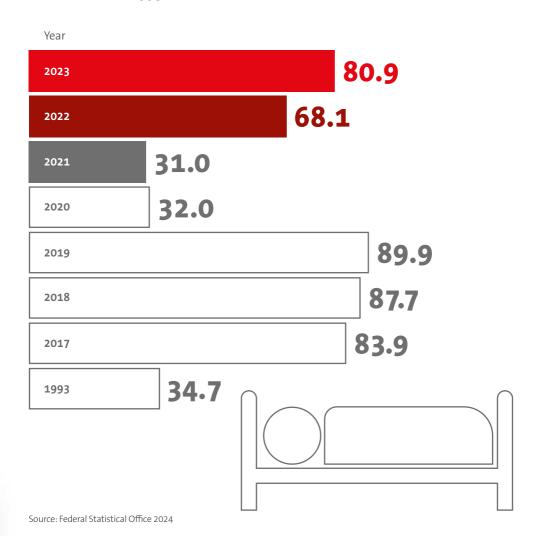
Source: "World Tourism Organization (UNWTO), January 2023, international arrivals; "Federal Statistical Office 2024 (January—December 2023 compared to January—December 2019)



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# Until 2019, the number of **overnight stays** from **international visitors** to Germany had **risen by 55.2 million**

Overnight stays from international visitors in millions since 1993



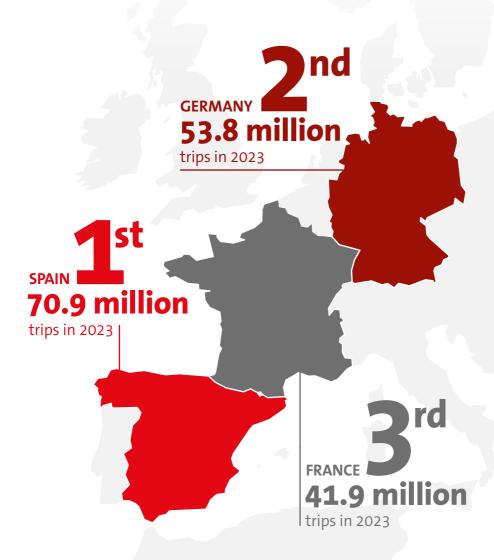
# **Most important source markets worldwide** for Germany in 2023

Overnight stays in millions 11.5 **NETHERLANDS** 6.8 **SWITZERLAND** 6.5 USA 4.8 UK 4.2 **AUSTRIA** 4.2 **POLAND** International overnight stays in 2023: 3.5 **FRANCE** 3.4 **ITALY** The Netherlands remains the 3.0 DENMARK most important source market for Germany. 3.0 BELGIUM **2.5** SPAIN 1.4 SWEDEN

Source: Federal Statistical Office 2024

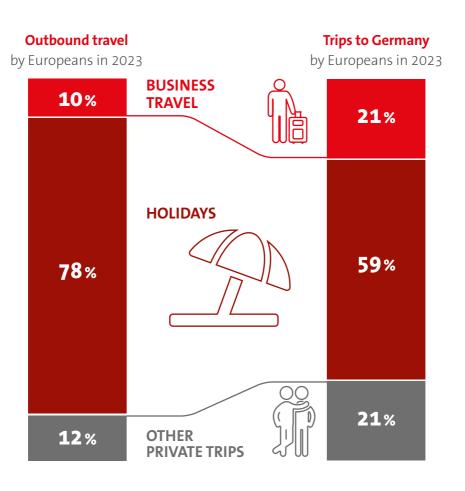


# 2023: Destination Germany is the **second** most popular destination for Europeans



Source: GNTB/WTM 2023, IPK 2024, preliminary figures

#### Germany has an above-average share of the European business travel market

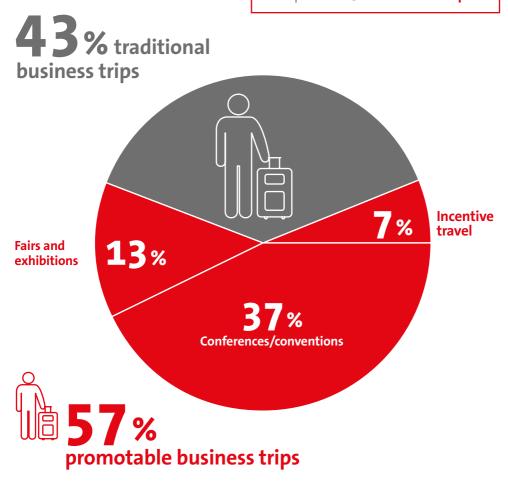


Source: GNTB/WTM 2023, IPK 2024



# **Promotable business trips** to Germany by Europeans have the largest market share, with **6.3 million** in 2023

Total volume of business trips from Europe in 2023: **11.1 million trips** 

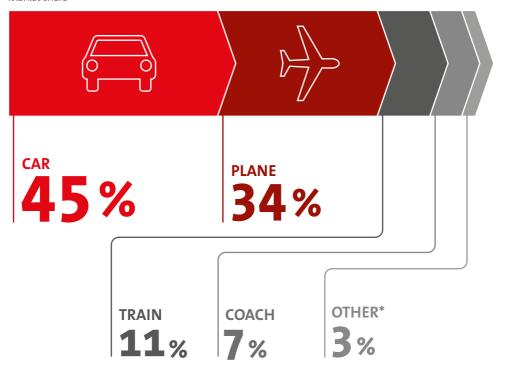


Source: GNTB/WTM 2023, IPK 2024, preliminary figures

# **Cars and planes** are the most important modes of transport for **trips made by Europeans** to Germany

All trips from Europe to Germany in 2023: 53.8 million

Market share



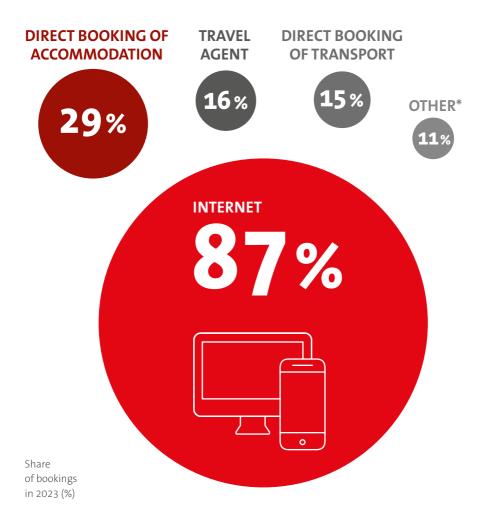
In 2023 travel expenditure\*\* on trips to Germany by visitors from Europe came to €46.0 billion.

<sup>\*</sup>By sea, motorbike, bicycle and other transport; \*\*all travel expenditure for transportation, accommodation, food, shopping, etc. while staying in Germany, as well as travel to, from and within Germany; source: GNTB/WTM 2023, IPK 2024



### **Booking agent/channels** for trips made by Europeans to Germany in 2023

A multi-channel strategy is a must for travel to Germany in order to succeed in the international market.



<sup>\*</sup>Club, newspaper, church, school, company travel agency and other (multiple answers permitted), only travel booked in advance; source: GNTB/WTM 2023, IPK 2024

#### **Incoming from Overseas markets**

to Germany 2023

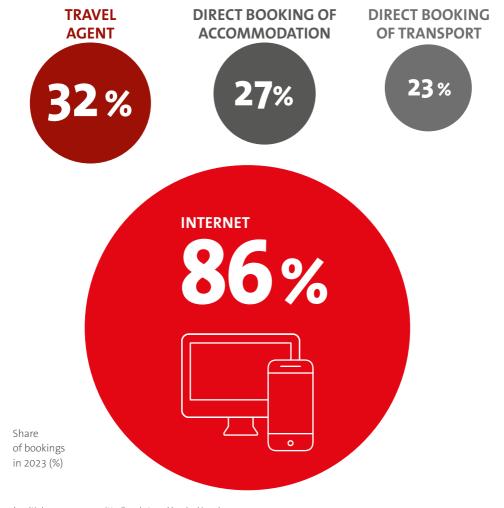


Source: GNTB/WTM 2023, IPK 2024, preliminary figures



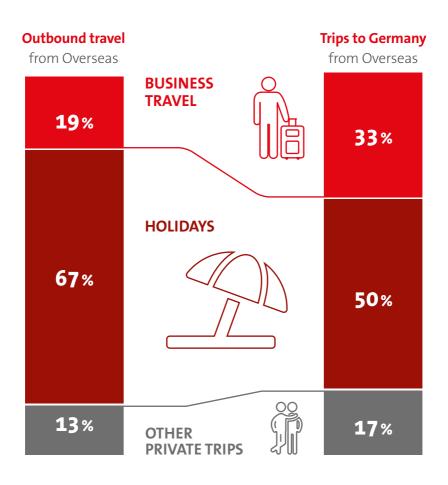
### **Booking agent/channels** for trips made from Overseas to Germany in 2023

A multi-channel strategy is a must for travel to Germany in order to succeed in the international market.



(multiple answers permitted), only travel booked in advance Source: GNTB/WTM 2023, IPK 2024, preliminary figures

#### One-third of the trips from Overseas to Germany are business trips

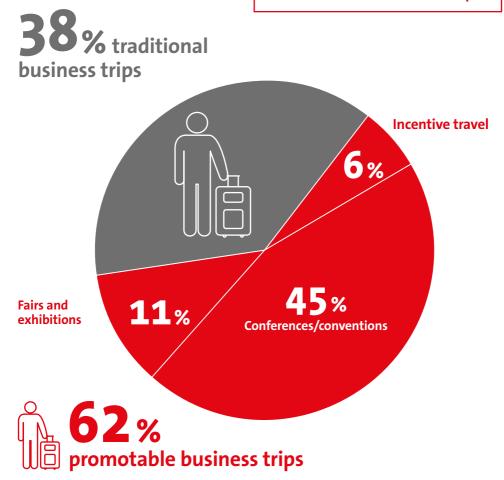


Source: GNTB/WTM 2023, IPK 2024, preliminary figures, Deviations from 100% are due to rounding



# **Promotable business trips** to Germany from Overseas have the largest market share in 2023

Total volume of business trips from Overseas in 2023: **2.5 million trips** 



Source: GNTB/WTM 2023, IPK 2024, preliminary figures only travel booked in advance (multiple answers permitted)





# International overnight stays by federal state



Source: Federal Statistical Office 2024

#### Germany's major cities remain popular



Distribution of international overnight stays in German towns and cities by size in 2023

in destinations with fewer than 10,000 inhabitants

in destinations with 10,000-100,000 inhabitants



Source: Federal Statistical Office 2024



# **Culture** is an important facet of global Germany marketing

place for Germany as a cultural destination\* among worldwide travel by Europeans.

25

% of all international holiday trips to Germany are cultural trips\*\*.

1.8

high overall satisfaction\*\*\* among holidaymakers from abroad for **culture holidays.** 

Source: \*GNTB/WTM 2022, IPK 2024; \*\*Quality Monitor survey, tourism in Germany, May 2015–Oct 2023, multiple answers permitted; \*\*\*Quality Monitor survey, tourism in Germany, scale: 1 = delighted to 6 = disappointed, May 2015–Oct 2023

# Germany in place out of 60 countries in the NBI's ranking of sustainability aspects

Ranked 2nd affordable, clean Energy

Ranked 3 rd
Climate protection

Ranked 5th
Access to clean
water

Ranked 6th
Responsible
industries

Ranked **9th**protecting wildlife and restoring habitats

Source: Anholt-IPSOS Nation Brands Index<sup>sm</sup> 2023 Report, October 2023



#### High scores for Germany in sustainability

Germany ranked\*

evaluating destinations by their range of offers considering climate and environmental protection/sustainability

Germany ranked\*\*

The 2023 SDG Index scores:

Germany 83.36/Rank 4 of 166

**4** th

Germany ranked\*\*\*

out of 63 countries,
Environmental Performance
Index 2023 (EPI)

Source: \*Sustainability & Travel, results of 27 source markets, IPK International October 2023; \*\* Sustainable Development Report 2023, SDG Index; \*\*\* Environmental Performance Index 2023

### The **importance of sustainability** is increasing worldwide

24% of respondents worldwide generally rule out destinations without sustainable offers.

"I would like to be environmentally friendly and have therefore chosen a train/bus for the journey or, in the case of an unavoidable flight, the flight without a stopover and rather economy than business class"



"I mainly use public transport on site or cover the distances on foot or by bike"



"I book an Eco certified hotel or stay at an Eco certified campsite"



#### % = agree/partially agree

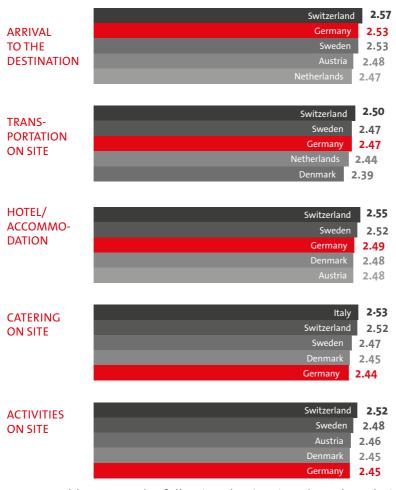
Source: Sustainability & Travel, results of 27 source markets, IPK International October 2023/October 2022



# **Top 5 Destinations Destinations & Sustainability**

#### Benchmark of 10 European nations

Good = 3, Average = 2, Poor = 1

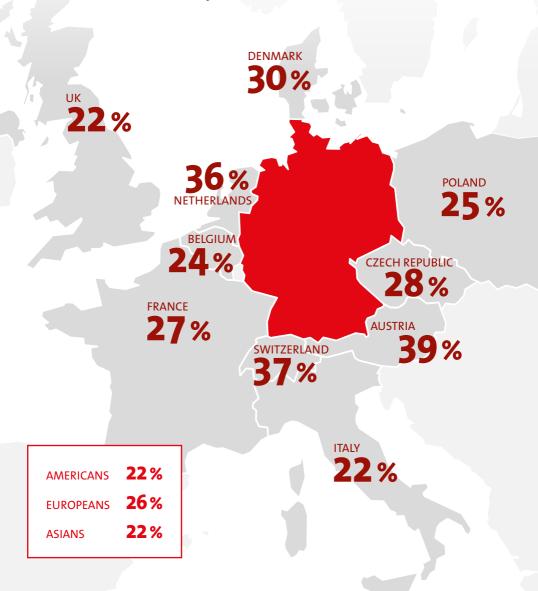


How would you rate the following destinations based on their commitment to climate and environmental protection/sustainability?

Source: Sustainability & Travel, results of 27 source markets, IPK International October 2023

#### **Travel intentions 2024**

Intentions to travel to Germany in the next 12 months



Source: Sustainability & Travel, results of 27 source markets, IPK International October 2023



# Interests of sustainability-oriented holiday-makers include: **Nature, Monuments** and **Culture**

The sustainability oriented target group is particularly interested in the following holiday activities.



"Visiting castles, palaces and cathedrals"

"Visiting cultural institutions/ using cultural services"

Average values of the source markets Austria, Switzerland, Netherlands, France, Italy, Spain, UK, USA and China based on representative online surveys considering the general interest in each holiday activity (not specific to Germany), measured on the basis of the two highest ratings (Top-Two-Box) on a scale from 5 = very high to 1 = no interest at all.

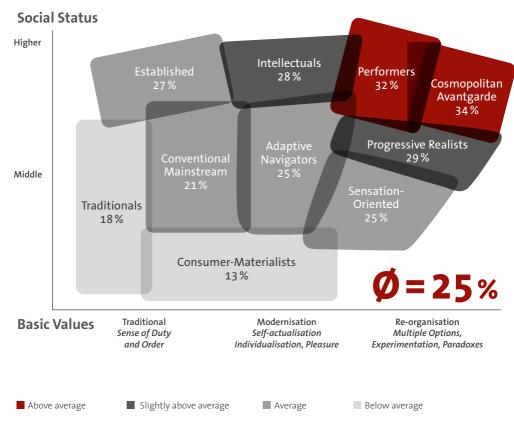
Source: Destination Brand 21; inspektour (international) GmbH

# **Travellers to Germany** often fall into forward-thinking social groups, as per the **Sinus-Milieus model**

Question: In which of these European countries/regions have you been on holiday in the last 5 years?

\*\*\*have been on holiday in Germany in the last 5 years\*\*\*

#### Sinus-Meta-Milieus



Source: Exclusive study by the Sinus-Institut on behalf of the German National Tourist Board, October 2022, Base: Austria, Switzerland, UK, France, Italy, Spain, Netherlands, Belgium, Denmark, Sweden, Norway, Hungary, Romania, Czech Republic, Poland, USA, Canada and Israel

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