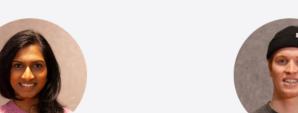


# Branch view per persona

LOU
Down Pacer



I want to relax and take a break from everyday life. I don't want any pressure, worries or stress. I like to spend time in nature, but also in a spa or taking a walk in the city. With children I have to make sure they enjoy the activities so I can relax.

JO **Active Adventurer** 

There isn't a day when I don't

want to be active, so I choose

my destination according to the

activities offered there. Sport in

particular is important to me. I

want to escape from my daily

exploring amazing landscapes.

routine and spend time













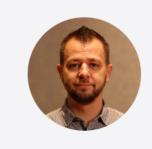
I need to escape my structured lifestyle by discovering authentic cultures and new places. It's all about getting new impulses and experiencing a lot of new things. That's why I spend a lot of time looking for hidden places.



I want to see the world in a comfortable and well-organised way. I plan in order to see as much as possible in the time I have on holiday. This includes the main sights and traditions of the destination.



I'm an aesthete and a connoisseur. I value exclusive experiences such as exceptional accommodation, inspiring events or luxury purchases. I like to pamper myself and my loved



I'm working on having a balanced life. When I am on holiday, I want to spend quality time and strengthen the bond with my loved ones. It's important for me to offer them enriching experiences.

#### Top Indicators for **Destination choice** in CH

Persona description

- 1. Good Food (50%)
- 2. Pleasant Climate (46%)
- 3. Maximum Relaxation (39%)
- 1. Nature: Mountains, Lakes & Snow (28%)
- 2. Good Food (28%)
- 3. Pleasant Climate & Active Holidays (26%)
- 4. Adventure (24%)

- 1. Traditions & historical Experiences (37%)
- 2. Pleasant Climate (34%)
- 3. Good Food (34%)
- 4. City Experience (32%)
- 1. Pleasant Climate & City Experience (40%)
- 2. Good Food (34%)
- 3. Security at Destination (31%)
- 1. Shopping (28%)
- 2. Good Food (25%)
- 3. Pleasant Climate (20%)
- 4. Hospitality & convenient Travel (17%)
- 1. Pleasant Climate (44%)
- 2. Good Food (40%)
- 3. Family-friendly (36%) 4. Security at Destination (34%)

### **Top 3 Accomodation**

- 1. Hotel: Spa & Vitality, Swiss Family Hotels, Luxury Hotels & Homes, Boutique & Design Hotels (40%) 2. Rented flat (14%)
- 3. Serviced apartment (13%)
- 1. Hotel: Swiss Bike Hotels, Snow Sports Hotels (23%)
- 2. Rented Flat (16%)
- 3. Bed'n'Breakfast (11%)
- 1. Hotel: Boutique & Design Hotels, Typically Swiss Hotels, Swiss Historic Hotels (31%)
- 2. Rented Flat (18%) 3. Bed'n'Breakfast (11%)

- 1. Hotel: Typically Swiss Hotels (43%)
- 2. Rented Flat (14%)
- 3. Bed'n'Breakfast (12%)
- 1. Hotel: Luxury Hotels & Homes, Boutique & Design Hotels, Swiss Historic Hotels, Swiss Family Hotels, Spa & Vitality (24%)
- 2. Serviced Apartments (11%)

3. Rented flat / house (11%)

- 1. Hotel: Swiss Family Hotels, Spa & Vitality, Typically Swiss Hotels (33%)
- 2. Rented Flat (17%)
- 3. Serviced Apartment (12%)

# **Top 3 Gastronomie**

- 1. Gourmet restaurants
- 2. Excursion restaurants & "Bergbeizli"
- 1. Excursion restaurants & "Bergbeizli"
- 2. Typical Swiss restaurants
- 1. Trendy restaurants
- 2. Typical Swiss restaurants
- 3. Gourmet Restaurants
- 1. Typiscal Swiss restaurants 2. Excursion restaurants &
- "Bergbeizli"
- 1. Gourmet restaurants
- 2. Trendy restaurants
- 1. Excursion restaurants & "Bergbeizli" 2. Typical Swiss restaurants

## Touring affine

No

#### No

Yes GTToS, GToS, STS, SBB, MOB, RhB, SOB, Europcar, Hertz

GTToS, GToS, STS, SBB, MOB, RhB, SOB, Europcar, Hertz

No

STS, SBB, MOB, RhB, SOB, Europcar, Hertz

# Strategic partner

SWISS, Edelweiss, Liechtenstein Marketing, SWI swissinfo.ch, WHES, Hallwag Kümmerly+Frey, Victorinox, Visana, Kambly, RAUSCH, SWP, Appenzeller Bier

SWISS, Edelweiss, WHES, Europcar, Hertz, Hallwag Kümmerly+Frey, BMC, Mammut, Swissrent, Swiss Snowsport, Appenzeller Bier, SWP

SWISS, Edelweiss, Hallwag Kümmerly+Frey, Mammut, Victorinox, SCM, SWP, RAUSCH, WHES

SWISS, Edelweiss, Hallwag Kümmerly+Frey, Victorinox, SCM, Kambly, SWP, Flughafen Zürich, WHES

SWISS, Edelweiss, Landquart Fashion Outlet, WHES, Europear, Hertz, Hallwag Kümmerly+Frey, Victorinox, Gübelin, Kirchhofer, Amex, SWP, RAUSCH, Flughafen ZH SWISS, Edelweiss, Liechtenstein Marketing, SWI, swissinfo.ch, WHES, Hallwag Kümmerly+Frey, Mammut, Victorinox, SWP, RAUSCH