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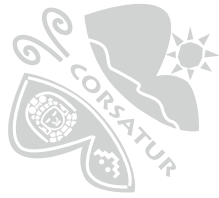
SALVADORAN TOURISM CORPORATION

Newsletter of tourism statistics 2009-2018

Market Intelligence Unit



El Salvador



CORPORACION SALVADOREÑA
DE TURISMO



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Introduction

The Salvadoran Tourism Corporation (CORSATUR) presents the newsletter of tourism statistics to inform about the trends in El Salvador's tourism field during the years 2009-2018 term.

The information presented is the result of the different researches performed by CORSATUR and the information collected by other institutions in the country.

This document provides data related to inbound, outbound and domestic tourism in El Salvador from an economic perspective, and it provides feedback about the impact of the tourism field in the national economy. It also comprises sections regarding to employment, hospitality, and domestic tourism in El Salvador. Additionally, it presents a glossary of the main tourism terminology to facilitate the analysis of the contents of this document.

This statistical collection is the result of the valuable cooperation of the different national institutions that incorporate the Inter-institutional Platform of Tourism Statistics in El Salvador: the Central Reserve Bank of El Salvador (BCR), the Ministry of Economy (MINEC), the Directorate of Immigration (DGME), Salvadoran Institute of Social Security (ISSS), General Directorate of Statistics and Census, and all the other institutions that have collaborated with the creation of this newsletter.





Glossary

TOURIST ACCOMMODATION

Any facility that provides regular or occasional accommodation for tourists.

LENGTH OF STAY

To determine whether a traveler is related to tourism activities, his stay at his destination must be less than one year. On the other hand, those who visit with the purpose of attending courses or short-term stays (summer courses, summer camps, short-term medical treatments...) are considered visitors in the relevant location.

USUAL ENVIRONMENT

It is defined as the geographical area (not necessarily adjacent, though not necessarily a contiguous one) where an individual conducts his/her regular life routine.

TOURIST SPENDING

It refers to the amount paid for the acquisition of consumption goods and services, as well as valuables, for personal use or to give away, for and during tourism trips.

PURPOSE OF A TRIP

The reason that made the trip happen.

TOURISM

It includes the activities carried out by people during their trips and stays in places other than their usual environment, for a consecutive period of less than one year, for personal, business or professional purposes.

TOURIST

A visitor who stays at least one night in a collective or private accommodation in the place visited.



INTERNATIONAL TOURIST

An international visitor who stays at least one night in a collective or private accommodation in the visited country.

DOMESTIC TOURIST

A domestic visitor who stays at least one night in a collective or private accommodation in the visited place.

INBOUND TOURISM

People living abroad who visit a certain country.

OUTBOUND TOURISM

Residents of a country who travel to other nations.

VISITOR

A person that travels for a period no longer than 12 months, to a country other than their place of residence, and with a different intention other than to perform a remunerated activity in the country of destination.

INTERNATIONAL VISITOR

Any person whose country of residence is different than the country visited; this includes citizens of the country of reference who have their permanent residence in a different country.

DOMESTIC VISITOR

A person of national or foreign origin whose country of residence is the visited country

DAILY VISITOR (EXCURSIONIST)

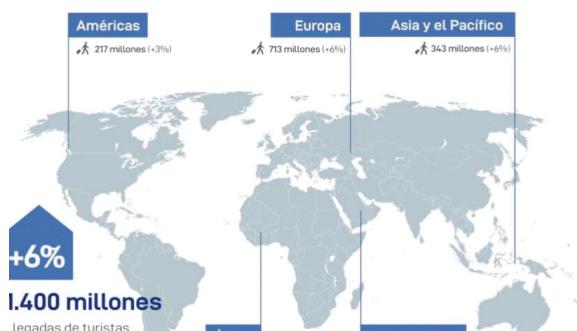
It is the visitor who does not spend the night in shared or private accommodation in the visited country.



1. THE INTERNATIONAL, REGIONAL TOURISM ACTIVITY AND THE RECENT TRENDS IN THE TOURISM FIELD IN EL SALVADOR.

1.1 International Outlook

Arrivals of international tourists in 2018.



Source: World Tourism Organization (UNWTO)

In 2018, international tourist arrivals increased by 6%, and reached up to 1,400 million; at the same time, export revenues generated by tourism increased to \$ 1.7 trillion, representing an increase of 4%, higher than the world economy in 2018.

Total export revenue from international tourism increased by 4% in real terms in 2018. In addition to the \$1.5 billion in revenue earned by destinations, international tourism generated another \$256 million from non-resident passenger's international transportation. This raised the total tourism exports to \$ 1.7 billion, or \$ 5 million a day.

While the World Tourism Organization (UNWTO) prepares to meet in its twenty-third, 2018 was the ninth consecutive year of sustained growth, as tourism now accounts for 7% of world exports, growing at a faster rate than exports of merchandise in the last seven years.

These results were driven by a favorable economic environment, a growing middle class in emerging economies, technological advances, new business models, an increase in airline capacity, affordable travel costs, and optimization of visa expedition. UNWTO is committed to ensuring that this continuous growth is managed in a responsible and sustainable manner and that tourism is rightly seen as a key driver of social and economic development, job creation, and equality.

Other key findings of the UNWTO 2019 report on international tourism:

- Asia Pacific and Africa led the growth of arrivals with a 7% increase in 2018, while Asia Pacific and Europe enjoyed an above-average growth in tourism revenue.
- Among the top ten destinations in the world in arrivals and in revenues, France continued to lead international tourist arrivals, while the United States remained the country with the highest revenue from tourism in 2018. Japan entered the top ten group of the income ranking after seven years of double-digit growth in international tourism revenues.
- The top ten countries for tourism revenues represent almost half of total tourism revenues, and the top ten destinations by number of arrivals received 40% of arrivals worldwide.
- China remained the country with the highest spending in the world, with \$ 277,000 million spent on international tourism in 2018, equivalent to a fifth of the total of international tourism spending, followed by the United States.

- Four out of five tourists visit a destination in their own region.
- 58% of total international tourists arrive at their destinations by air. The percentage of air travel has increased from 46% in 2000 to 58% in 2018.
- The percentage of leisure trips has grown from 50% in 2000 to 56% in 2018. Leisure trips are the main purpose of the visit in all regions of the world except in the Middle East, where travel focuses on visiting friends and family, for health, or religious purposes.

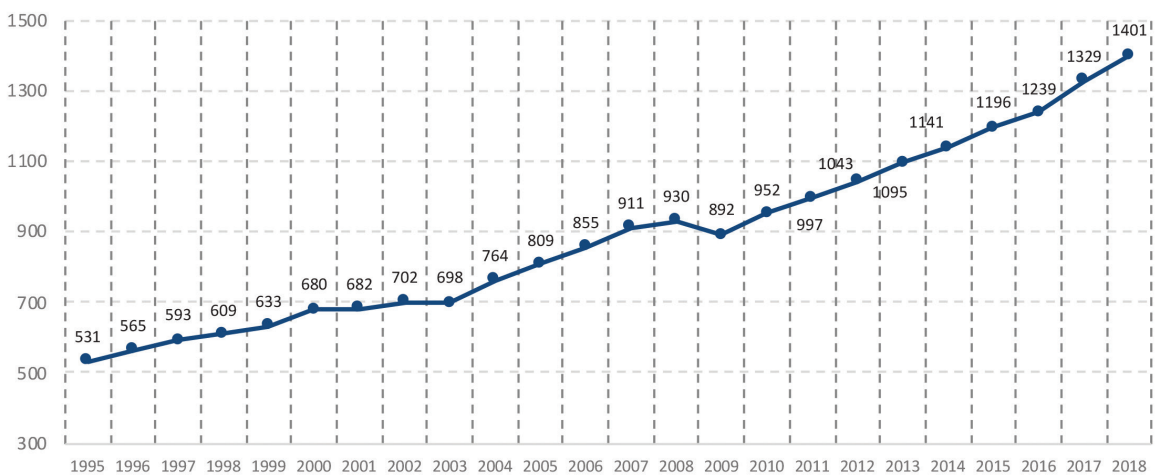
- The proportion of the world's population that requires a traditional visa decreased from 75% in 1980 to 53% in 2018.

Experts are very optimistic about 2019

Forecasts state that this strong boost will continue making progress during 2019, although at a more sustainable pace after eight years of constant expansion and after the economic and financial crisis of 2009.

Based on current trends, forecasts by the UNWTO Expert Group, and global economic prospects, the Organization estimates that international tourist arrivals worldwide will increase from 3% to 4% by 2019.

Graph 1
Worldwide in-bound tourism
International tourist arrivals, in millions of passengers



Source: UNWTO (World Tourism Organization)

** Data from the series were updated according to the Barometer MT, volume September 17th, 2019



1.2 Emergent Economies

Regional outcomes in 2018

The arrivals of international tourist in Europe reached 713 million in 2018, registering a remarkable growth of 8% after a weak 2017. The growth was spurred by the extraordinary results of Southern and Mediterranean Europe (+7%), western Europe (+6%), Northern Europe and Central and Eastern Europe (both +6%). In Northern Europe the results were constant due to weakness of arrivals in the UK.

Asia Pacific (+6%) accounted 343 million international tourist arrivals in 2018; arrivals in South Asia grew by +6% and Oceania by +3%.

The international tourist arrivals in **The Americas** (+3 %) accounted 217 million international tourist arrivals in 2018. North America (+4%) led the growth, followed by South America (+3%), while in Central America and The Caribbean there was a -2% decrease.

Both regions were affected by hurricanes Irma and María.

Based on the data available for Africa, the growth in 2018 has been estimated at 7%. The region consolidated the 2018 rebound and reached a record of 67 million international arrivals. North Africa (+10%).

The Middle East (+10%) has received 64 million international tourists in 2018, with sustained growth in some destinations and strong recovery in others.

Note: All the results contained in this document are based on preliminary data that was facilitated by the different global destinations and on the estimates that the UNWTO has made of the missing data. The UNWTO will continue to collect information to present a more exhaustive country report in The UNWTO World Tourism Barometer for the month of April.

2. REGIONAL OUTLOOK

During 2018, approximately 12.8 million tourists visited the Central American region, which represents an increase of 15.34% from the previous year (**table 1**).

Table 1
Arrival of tourist to Central America by country of destination.
2009-2018 (thousand)

Country	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Percentage variation 18/17	Percentage variation 2018
Costa Rica	1,923	2,100	2,192	2,343	2,428	2,527	2,660	2,925	2,960	3,017	1.93%	27.77%
Guatemala	1,392	1,108	1,148	1,189	1,213	1,360	1,464	1,585	1,660	1,781	7.29%	16.39%
Panamá	1,200	1,324	1,473	1,606	1,658	1,745	2,124	2,007	1,843	1,779	-3.47%	16.38%
El Salvador	1,091	1,150	1,185	1,255	1,283	1,345	1,402	1,434	1,556	1,677	7.78%	15.44%
Nicaragua	932	1,011	1,060	1,180	1,229	1,330	1,386	1,504	1,787	1,256	-29.71%	11.56%
Honduras	836	863	872	895	863	868	881	908	936	865	-7.59%	7.96%
Belize	232	242	250	277	294	321	341	386	427	489	14.52%	4.50%
Total C.A	7,605.4	7,797.4	8,178.9	8,744.5	8,968.0	9,496.2	10,257.6	10,748.6	11,169.0	10,864.0	-2.73%	100.00%

Source: Secretariat of Tourism Integration of C.A. (SITCA) 2009-2015. Summary of Tourism Statistics 2016
World Tourism Barometer 2017- World Tourism Barometer 2018 Vol. September 17, 2019.

During 2018, Nicaragua, Panama, and Honduras reported a decrease in tourist arrivals. Belize (+14.52%), El Salvador (+7.78%) and Guatemala (+7.29%) showed the highest growth in tourist arrivals.

As in previous years, Costa Rica remains the country that attracts more visitors in the region, with a share of 27.77%, followed by Guatemala (+16.39%). El Salvador attracted 15.44% of the international tourists that visited Central America during the 2018.

As for tourism income, Nicaragua (-35.32%), El Salvador (19.85%), and Guatemala (-1.09%) are the countries that reported a decrease. Belize is the country with the highest growth rate in the region (9.9%).

Panama, Costa Rica, and Guatemala remain as the leading countries, with a share of 29.21%, 34.49%, and 11.59%, respectively. At a regional level, El Salvador holds the fourth place, with a share of 7.90% (**table 2**).

Table 2
Income of foreign currency for Central America due to tourism
2009-2018 (US\$ Millions)

Country	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Percentage variation 18/17	Percentage variation 2018
Costa Rica	\$ 1,805.80	\$ 1,857.60	\$ 1,987.20	\$ 2,219.20	\$ 2,433.30	\$ 2,636.10	\$ 2,849.80	\$ 3,657.30	\$ 3,876.00	\$ 3,903.00	0.70%	29.21%
Panamá	\$ 2,269.00	\$ 1,744.80	\$ 2,605.40	\$ 3,066.70	\$ 3,316.30	\$ 3,412.20	\$ 4,199.70	\$ 4,374.70	\$ 4,452.00	\$ 4,608.00	3.50%	34.49%
Guatemala	\$ 1,298.00	\$ 1,378.00	\$ 1,350.20	\$ 1,418.90	\$ 1,480.70	\$ 1,563.80	\$ 1,063.10	\$ 1,603.20	\$ 1,566.00	\$ 1,549.00	-1.09%	11.59%
El Salvador	\$ 516.60	\$ 518.00	\$ 615.20	\$ 771.60	\$ 893.80	\$ 1,107.43	\$ 1,169.45	\$ 1,183.40	\$ 1,265.09	\$ 1,532.61	21.15%	11.47%
Nicaragua	\$ 334.40	\$ 308.50	\$ 378.10	\$ 421.50	\$ 417.20	\$ 445.40	\$ 528.60	\$ 642.10	\$ 841.00	\$ 544.00	-35.32%	4.07%
Honduras	\$ 616.00	\$ 627.20	\$ 641.20	\$ 683.70	\$ 618.30	\$ 710.40	\$ 675.60	\$ 685.50	\$ 715.00	\$ 736.00	2.94%	5.51%
Belize	\$ 213.90	\$ 252.50	\$ 249.90	\$ 319.60	\$ 374.90	\$ 386.70	\$ 385.50	\$ 416.00	\$ 443.10	\$ 487.00	9.91%	3.65%
Total C.A	\$ 7,053.70	\$ 6,686.60	\$ 7,827.20	\$ 8,901.20	\$ 9,534.50	\$ 10,262.03	\$ 10,871.75	\$ 12,562.20	\$ 13,158.19	\$ 13,359.61	1.53%	100.0%

Source: Secretariat of Tourism Integration of C.A. (SITCA) 2009-2015. Summary of Tourism Statistics 2016
World Tourism Barometer 2017- World Tourism Barometer 2018 Vol. September 17, 2019.



3. EL SALVADOR. KEY INDICATORS. NATIONAL OUTLOOK

3.1 International Tourism

In 2018, international tourism continued growing, with international arrivals increasing by 12.9%, compared to 2017.

In general, at the end of the last quarter of 2018, El Salvador received 2,535,661 international visitors, 12.9 % more the previous year 2017, 66.1% (1,677,292) of them stayed overnight at least during one night, the rest (858,369) are classified as excursionist. This is due to the marketing strategies implemented by CORSATUR and the development of air transport at an international level.

The average of annual growth for the years 2009-2018 was 6.2%

Table 3 shows the arrival trend of visitors to El Salvador, during the last 10 years.

Table 3
Arrivals of international visitors
Years: 2009-2018

classification	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Crecimiento Promedio Anual 2009-2017
Visitor	1,481,748	1,605,358	1,634,679	1,738,317	1,822,003	1,886,398	1,972,854	2,051,653	2,246,618	2,535,661	
Variation %		8.3%	1.8%	6.3%	4.8%	3.5%	4.6%	4.0%	9.5%	12.9%	6.2%
Tourists	1,090,926	1,149,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	1,433,613	1,556,069	1,677,292	
Variation %		5.4%	3.0%	5.9%	2.2%	4.9%	4.2%	2.3%	8.5%	7.8%	4.9%
Excursionists	390,822	455,797	450,182	483,593	539,211	541,234	571,256	618,040	690,550	858,369	
Variación %		16.6%	-1.2%	7.4%	11.5%	0.4%	5.5%	8.2%	11.7%	24.3%	9.4%

Source: Land border count survey CORSATUR - ARALDI 2009- 2013 /ITCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data from the migration o department.

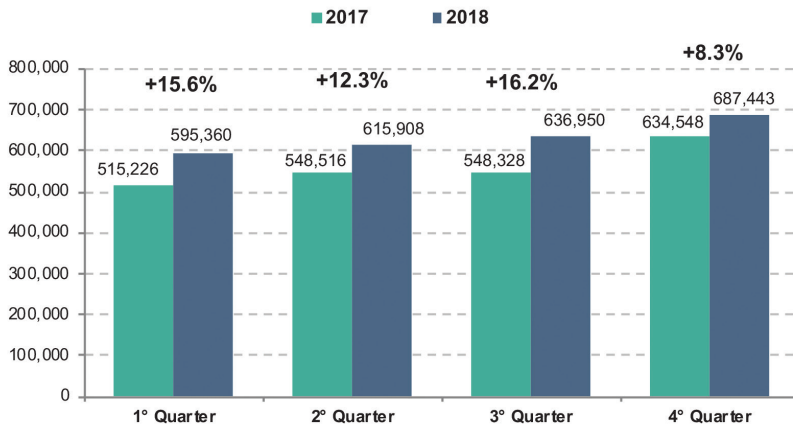
Visitor arrivals had an annual growth of 6.2% between 2009 and 2018, each of these years showing positive growth rates (2009-2018). Starting a recovery phase from 2010, the figures showed an increase of 8.3% on that year, 1.8% in 2011, 6.3% in 2012, 4.8% in 2013, 3.5% in 2014, 4.6% in 2015, 4.0% in 2016, 9.5% in 2017 and of 12.9% in 2018.

The most important group within the visitors are the tourists, because they spend the night at least once . This group represents 66.1% of the total number of visitors that entered during the year 2016 and they reported a growth of 4.9% compared to the previous year.

Excursionist numbers presented a growth of 9.4%, increased by the entrance of one-day visitors from Guatemala and Honduras.

When analyzing the arrival of visitors per quarter, these results confirm the growing trend during the four quarters of 2018, as shown in **graph 2**. We can see that each quarter of 2018 was higher than 2017, showing that both the first and the third quarter indicate the highest growth compared to the same quarters of 2017.

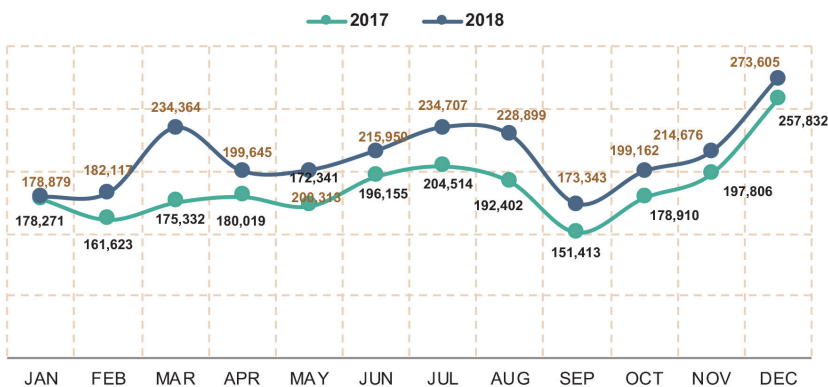
Graph 2
Arrival of international visitors 2017-2018 (quarterly)



Source: Land border count survey CORSATUR - ARALDI 2009- 2013 /TCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data from the migration o department.

With regard to the arrival of visitors on monthly basis (January to December 2017-2018), the increase of visitors has been higher compared to 2017 (**graph 3**). Reviewing March, there is an increment due to Holy Week.

Graph 3
Arrival of international visitors 2017 -2018 (monthly)
(Number of visitors per month, compared with the same period of the previous year)

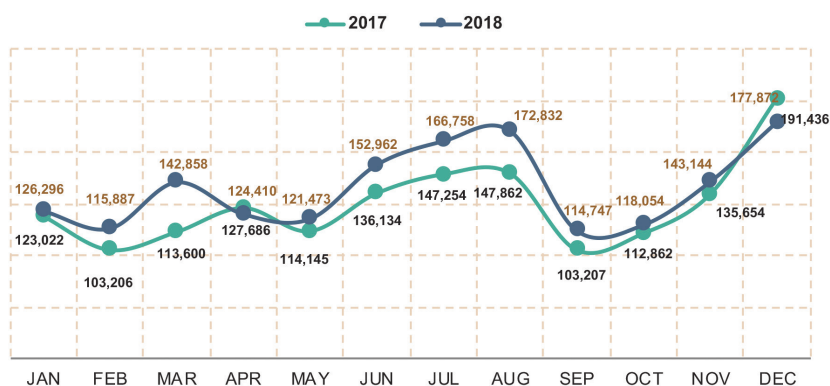


Source: Land border count survey CORSATUR / SPSS SA DE CV 2017-2018 and air arrivals data from the migration o department.



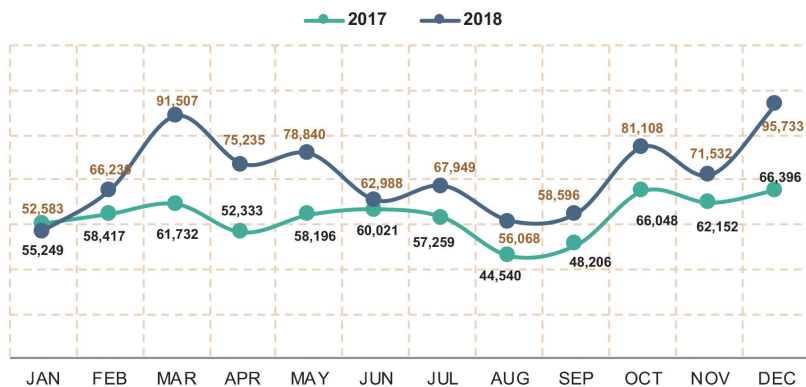
For 2017, the arrival of tourists on a monthly basis is positive. Positive variations were recorded throughout the year, except for April and December, when the arrival of tourists decreased due to an increase in excursionists' arrivals (graph 4). However, excursionists arrivals only decreased in January (graph 5).

Graph 4
Arrival of international tourists 2017-2018 (Monthly)
(Number of tourists compared to the same month of the previous year)



Source: Land border count survey CORSATUR / SPSS SA DE CV 2017-2018 and air arrivals data from the migration o department.

Graph 5
Arrival of international tourists 2017-2018 (Monthly)
(Number of tourists compared to the same month of the previous year)

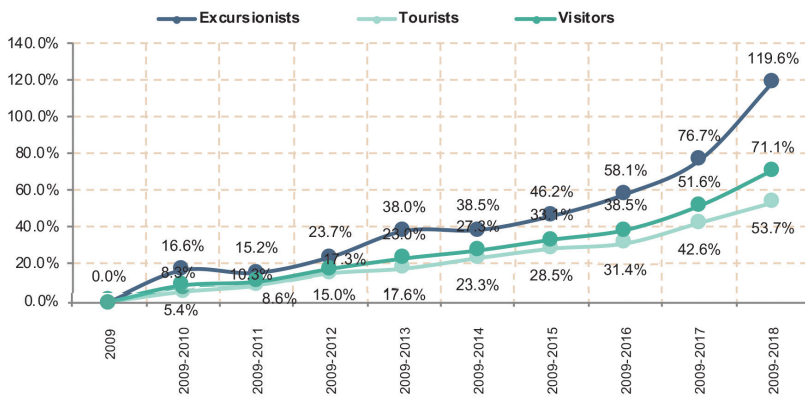


Source: Land border count survey CORSATUR / SPSS SA DE CV 2017-2018 and air arrivals data from the migration o department.

3.2 Review of visitors' arrivals (tourist + excursionists). Base on the year 2009.

In general, the review includes the increase of the percentage of visitors, tourists and it is based on the year 2009 in comparison to 2010-2018.

Graph 6
% Variation of visitors, tourists and excursionists.
Based on the year 2009 in relation to 2010-2018



Source: Land border count survey CORSATUR - ARALDI 2009- 2013 / ITCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data from the migration.

As **graph 6** shows, the number of visitors has increased by 71.1%; and the highest increase is for excursionist with 119.6% at the end of 2018 compared to 2009. Although, in 2011 there was a slight decrease in comparison with the 2010 trend that was recovered and increased in 2012.

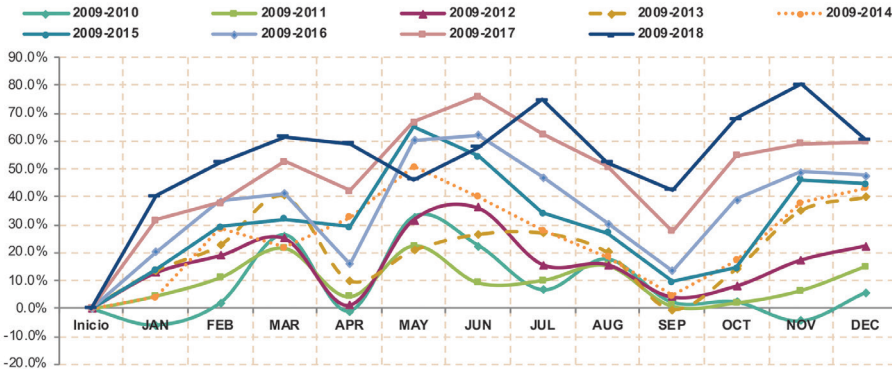
Similarly, tourist arrivals have also increased, although in a lower proportion than excursionists, by 53.7% by the end of 2018 and compared to 2009. The review concluded that there has been an increase throughout those years.

Likewise, and based on the year 2009, there is a monthly increase for visitors, tourists and excursionists.

Graphs 7 and 8 (visitors and tourists) show the highest growth in 2018. However, **graph 9** (excursionists) shows a steady trend over the previous years, although by the end of 2018 it shows a higher growth than in previous years.

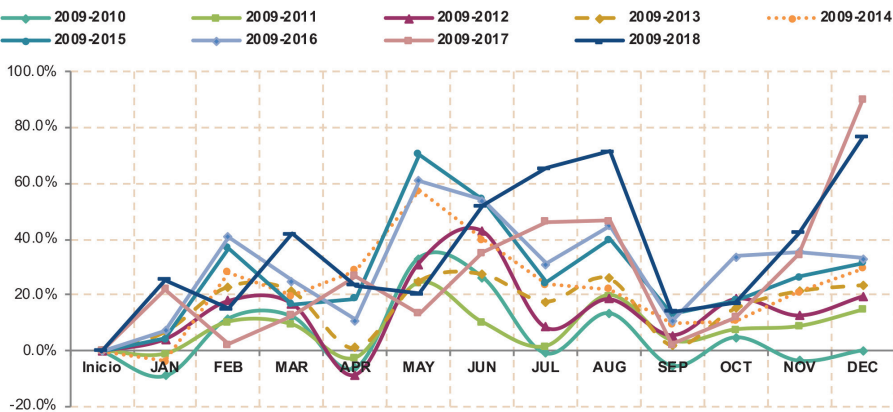


Graph 7
Variación % de visitantes
Based on the year 2009 in relation to 2010-2018



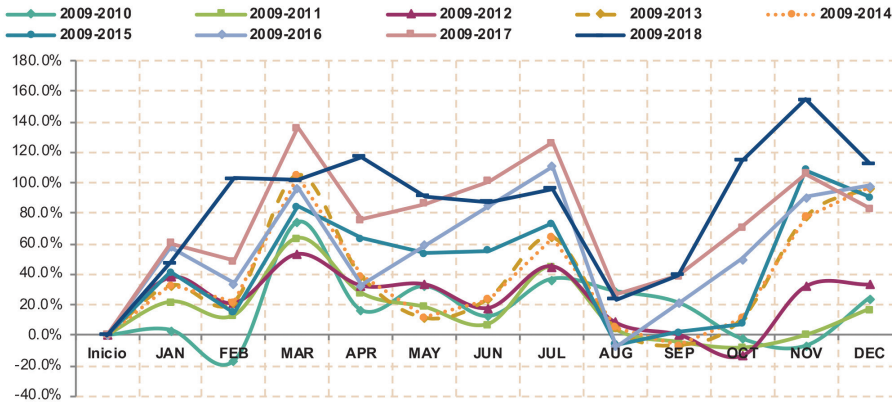
Source: Land border count survey CORSATUR - ARALDI 2009- 2013 /
ITCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data
from the migration.

Graph 8
Tourist arrivals percentage variation
Base year: 2009, compared to (2010-2018)



Source: Land border count survey CORSATUR - ARALDI 2009- 2013 /
ITCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data
from the migration.

Graph 9
Excursionist arrivals, percentage variation
Base year: 2009, compared to (2010-2018)



Source: Land border count survey CORSATUR - ARALDI 2009- 2013 / ITCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data from the migration.

3.3 International tourists arrivals, by region and country of residence

The most important source market for the country continues to be Central America, with a share of 57.3% in 2018, North America (36.2%), South America (3.0%), Europe (2.5%) and the rest of the world (1.0%) follow, in that order (**table 4**). During the 2018 Asia and South America decreased in comparison to 2017, **graph 10 and table 4**.

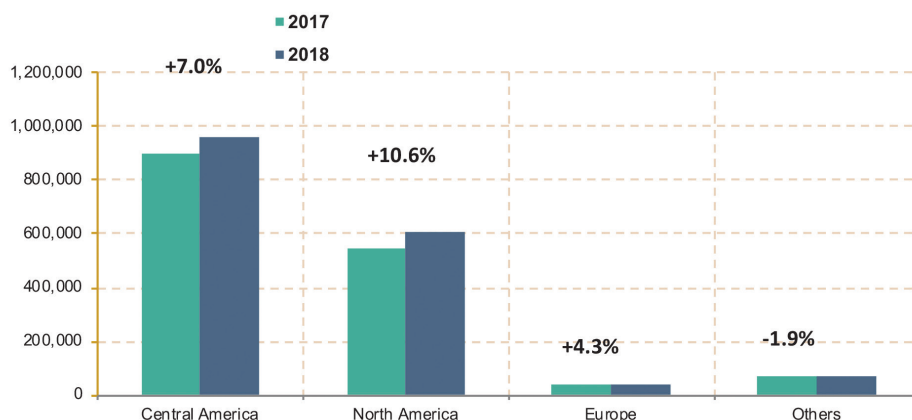
Table 4
Tourists arrivals by region of residence
Years: 2009-2018

Region of residence	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Variación porcentual 18/17	Cuota de mercado 2018
Centroamérica	673,324	739,843	734,796	740,698	708,541	768,259	805,634	827,865	898,652	961,266	7.0%	57.3%
Norteamérica	371,280	356,608	368,641	443,075	482,211	488,547	505,078	507,299	548,541	606,745	10.6%	36.2%
Suramérica	19,861	23,704	33,249	32,897	46,337	43,701	44,991	45,879	50,901	50,646	-0.5%	3.0%
Europa	18,842	19,919	33,891	25,744	32,344	29,982	30,223	32,723	39,652	41,361	4.3%	2.5%
Asia	3,265	4,927	7,504	5,848	5,699	7,514	8,292	11,459	11,040	8,973	-18.7%	0.5%
Otros	4,354	4,560	6,416	6,462	7,659	7,161	7,381	8,389	7,283	8,302	14.0%	0.5%
Total C.A	1,090,926	1,149,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	1,433,613	1,556,069	1,677,291	7.8%	100.0%

Source: Source: Land border count survey CORSATUR - ARALDI 2009- 2013 / ITCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data from the migration 2009 - 2018.



Graph 10
Arrivals of international tourists, per main region of origin.
Years: 2017-2018 (% growth)



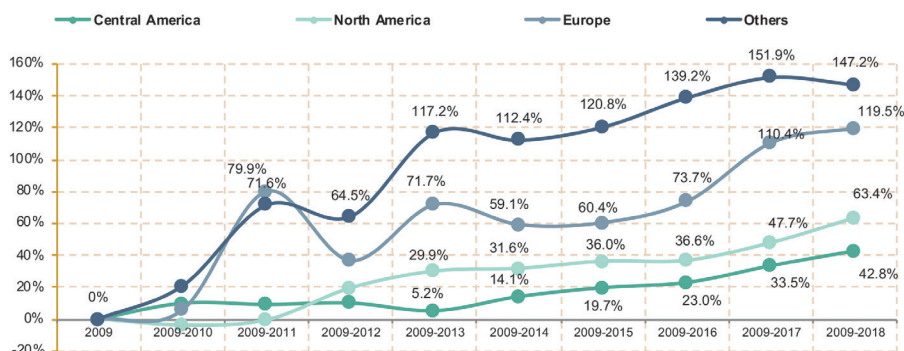
Source: Land border count survey CORSATUR - SPSS SA DE CV 2017 - 2018 and air arrivals data from the migration.

3.4 Analysis on tourist arrivals, by region. Year base: 2009

The percentage of tourist's variation per each of the main regions of origin based on the year 2009, notes both the growth and the decrease in the number of tourists during nine years. The region of Europe, which had its highest peak of growth in 2011 with 79.9% (**graph 11**) increased up to 119.5% in 2018. It's remarkable that connectivity strategies have been a positive contribution for the North American region with a growing trend leading to a 63.4%.

In the same way, the promotion and advertising strategies implemented for these destinations played a key role.

Graph 11
Variation (%) in tourist arrivals, by origin region.
Base year: 2009, compared to 2010-2018

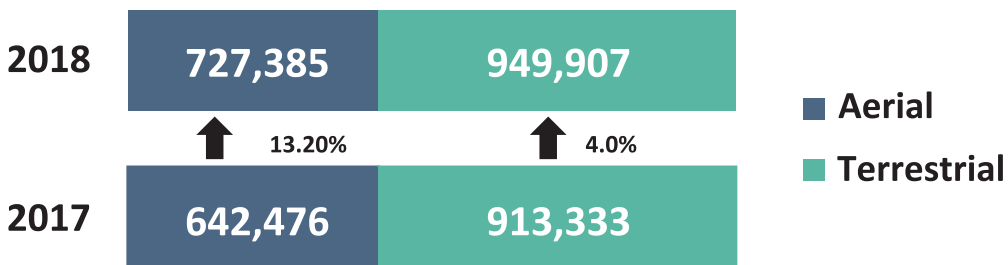


Source: Land border count survey CORSATUR - ARALDI 2009- 2013 / ITCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data from the migration.

3.5 Tourist arrivals by means of transportation

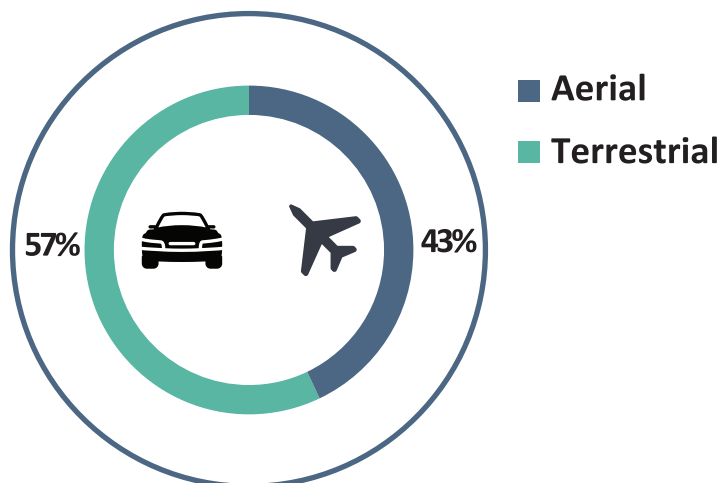
During 2018, 43% of tourists arrived to the country by air and the remaining 57% by land. As in the previous year, the entrance of tourists by air increased by 13.20% and terrestrial entrance by 4.0% (graph 12, 13 and table 5).

Graph 12
Tourist arrivals by means of transportation
Year: 2017-2018



Source: Source: Land border count survey CORSATUR - ARALDI 2009- 2013 / ITCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data from the migration o department.

Graph 13
Tourist arrivals by means of transportation
Year: 2017-2018



Source: Land border count survey CORSATUR - ARALDI 2009- 2013 / ITCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data from the migration o department.



Table 5
Tourist arrivals by means of transportation
Years: 2009-2018

	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Percentage Variation 10/09	Percentage Variation 11/10	Percentage Variation 12/11	Percentage Variation 13/12	Percentage Variation 14/13	Percentage Variation 15/14	Percentage Variation 16/15	Percentage Variation 17/16	Percentage Variation 18/17
Entrance	429,946	426,171	468,591	541,121	598,113	591,268	598,905	615,844	642,476	727,385	-0.9%	10.2%	15.2%	8.9%	0.4%	1.3%	2.8%	4.3%	13.2%
By plane	680,980	723,390	714,906	713,603	683,679	759,897	802,799	817,769	913,333	949,907	9.4%	-1.2%	-0.2%	-2.8%	8.7%	6.5%	1.9%	11.7%	4.0%
By road	1,090,926	1,149,591	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	1,433,813	1,555,809	1,677,292	5.4%	3.0%	5.9%	2.2%	4.9%	4.2%	2.3%	8.5%	7.8%
Total																			

Source: Land border count survey CORSATUR - ARALDI 2009-2013 /ITCORNER2013-2014 / SPSS SA DE CV 2014-2018 and air arrivals data from the migration.

3.6 Arrival of tourists by nationality and country of residence

Of the total of tourist arrivals during 2018 (1,677,292), 16.8% are Salvadorans living abroad and the rest are non-salvadoran foreigners (83.2%).

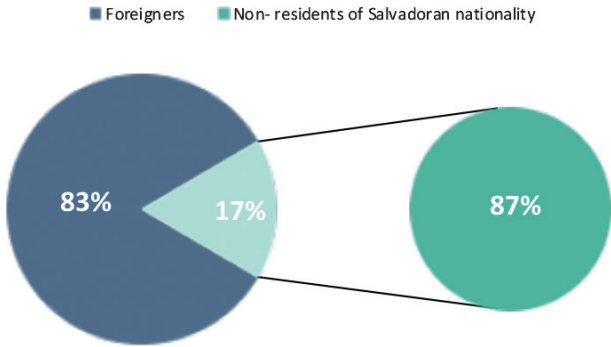
It should be noted that, of the total number of salvadoran tourists residing abroad, 87% come from the United States. Non-resident foreigners have experienced a rise of 4.8% and salvadorans living abroad have increased by 25.6% (graph 14 and table 6)

Table 6
Arrival of tourists by nationality.
Years: 2009-2018

Nationality	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	Percentage Variation 18/17	Percentage Variation 2018
Salvadorans living abroad	208,349	204,792	206,900	297,267	224,570	219,584	188,475	158,147	224,687	282,164	25.6%	16.8%
Foreigners	882,577	944,769	977,597	957,457	1,058,222	1,125,581	1,213,123	1,275,466	1,331,381	1,395,128	4.8%	83.2%
Total	1,090,926	1,149,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	1,433,613	1,556,069	1,677,292.00	8.5%	100.0%

Source: Land border count survey CORSATUR - ARALDI 2009- 2013 /TCORNER2013-2014 \ SPSS SA DE CV 2014-2018 and air arrivals data from the migration department.

Graph 14
Arrival of tourists by nationality and country of residence 2018



Source: Land border count survey CORSATUR - SPSS SA DE CV 2018 and air arrivals data from the migration department.

3.7 The economic aspects of tourism

Tourism expenditure refers to the total paid for the acquisition of consumer goods and services and valuable objects for their own consumption or for gifts, that are purchased before and during the tourist’s trip.

Tourism expenditure refers to the total paid for the acquisition of consumer goods and services and valuable objects, for own consumption or gifts, that are purchased before and during the tourist’s trip.

The income reported from excursionists was up to US \$71.86 million. The total income from visitors (tourists plus excursionists) was \$ 1,532.61 Million, more than 21% than in 2017 (table 7 and graph 15.)

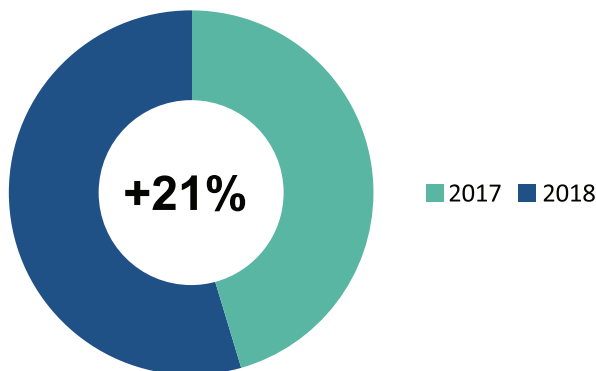


Table 7
Tourists incomes (millions US\$)
Years: 2009-2018

Ranking	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Tourists	\$ 503.52	\$ 499.41	\$ 597.20	\$ 751.56	\$ 867.57	\$ 1,073.49	\$ 1,121.33	\$ 1,136.99	\$ 1,209.84	\$ 1,461
Variation %		-0.8%	19.6%	25.8%	15.4%	23.7%	4.5%	1.4%	6.4%	21%
Excursionists	\$ 13.11	\$ 18.63	\$ 17.99	\$ 19.99	\$ 26.27	\$ 33.95	\$ 48.12	\$ 46.44	\$ 55.25	\$ 71.86
Variation %		42.1%	-3.4%	11.1%	31.4%	29.2%	41.7%	-3.5%	19.0%	30.1%
Visitors	\$ 516.63	\$ 518.04	\$ 615.19	\$ 771.55	\$ 893.84	\$ 1,107.43	\$ 1,169.45	\$ 1,183.43	\$ 1,265.09	\$ 1,532.61
Variation %		0.3%	18.8%	25.4%	15.8%	23.9%	5.6%	1.2%	6.9%	21.1%

Source: Expenditure and International Tourist Profile Survey CORSATUR - ARALDI 2009- 2013 / ITCORNER 2013-2014 / SPSS SA DE CV 2017-2018.

Graph 15
International tourism expenditure
2017-2018



Source: Expenditure and International Tourist Profile Survey CORSATUR SPSS SA DE CV 2017-2018.

The highest daily average of expenses during 2018 was reported from tourists from South America (US \$156.7), The rest of the world was US \$135.4, and the United States was US 124.2 (**table 8**).

Table 8
Average of daily expenditure by country of residence
Years: 2009-2018

Residence's Region	2009		2010		2011		2012		2013		2014		2015		2016		2017		2018	
	Average of daily expenses in US\$	Average stay (nights)	Average of daily expenses in US\$	Average stay (nights)	Average of daily expenses in US\$	Average stay (nights)	Average of daily expenses in US\$	Average stay (nights)	Average of daily expenses in US\$	Average stay (nights)	Average of daily expenses in US\$	Average stay (nights)	Average of daily expenses in US\$	Average stay (nights)	Average of daily expenses in US\$	Average stay (nights)	Average of daily expenses in US\$	Average stay (nights)	Average of daily expenses in US\$	Average stay (nights)
Guatemala	31.2	2.6	37.7	2.5	54.9	2.3	39.4	2.2	46.7	2.1	56.2	2.4	51.2	2.4	57.9	2.2	65.4	2.3	74.5	2.7
Honduras	25.7	3.9	32.3	3.5	44.1	3.6	43.4	3.1	43.3	3.5	49.6	3.2	57.7	3.0	59.1	2.7	60.3	2.8	67.3	3.7
Nicaragua	43.8	4.7	49.5	4.1	69.6	4.6	58.2	5.2	70.3	4.1	69.1	4.6	67.9	4.5	69.4	4.8	93.8	4.5	92.4	5.4
Resto de C.A	102.3	8.1	123.2	7.0	113.5	8.4	70.2	10.4	86.4	10.9	71.4	12.5	75.1	14.7	86.9	10.2	105.2	8.3	99.8	10.1
Estados Unidos	93.7	11.5	92.1	10.9	111.4	9.5	120.8	10.8	125.3	10.9	131.8	12.4	142.3	11.5	144.0	11.0	145.9	11.3	124.2	13.8
México	91.6	9.3	91.7	8.3	101.1	8.5	84.4	9.5	98.8	8.0	85.9	10.5	99.4	9.4	93.3	7.8	131.2	5.9	110.1	7.7
Sudamérica	120.1	7.4	135.8	7.5	123.5	10.4	114.9	9.9	115.3	11.3	99.8	13.0	110.2	12.0	114.0	11.4	127.1	10.9	156.7	10.1
Resto del mundo	112.0	10.4	102.8	10.8	110.2	9.0	114.8	9.5	104.7	10.6	86.4	11.3	107.2	12.5	101.0	9.7	145.6	9.1	135.4	10.8

Source: Expenditure and International Tourist Profile Survey CORSATUR - ARALDI 2009- 2013 / ITCORNER 2013-2014 / SPSS SA DE CV 2017-2018.

When analyzing the expenditures per nationality of the tourists, the highest value is from salvadorans residing abroad (US \$120.30), as well as the average stay (13.4) **(table 9)**.

Table 9
Average of daily expenditure and stay of Salvadoran Tourist residing abroad, foreign tourists and excursionists. Years: 2009-2018.

Average expenditure and stay, by nationality, tourist and excursionist (2009-2018)	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	% Variation
Salvadoran Tourist											
Average stay (nights)	11.2	10.9	10.0	12.0	12.5	15.1	16.6	14.1	12.4	13.4	8.1%
Expense per person and day (in US\$)	\$ 88.4	\$ 87.8	\$ 106.3	\$ 105.8	\$ 107.1	\$ 115.5	\$ 119.9	\$ 137.5	\$ 136.7	\$ 120.3	-12.0%
Foreign Tourist											
Average stay (nights)	5.0	4.6	4.4	4.2	5.2	5.6	5.3	5.2	5.1	6.4	25.5%
Expense per person and day (in US\$)	\$ 70.8	\$ 73.5	\$ 89.2	\$ 89.7	\$ 100.9	\$ 100.2	\$ 109.8	\$ 112.1	\$ 117.8	\$ 110.9	-5.9%
Total per Tourist											
Average stay (nights)	6.2	5.8	5.4	6.0	6.5	7.1	6.8	6.2	6.2	7.5	21.0%
Expense per person and day (in US\$)	\$ 76.8	\$ 78.5	\$ 94.2	\$ 98.5	\$ 103.2	\$ 105.7	\$ 112.9	\$ 117.4	\$ 123.8	\$ 113.1	-8.6%
Excursionist											
Average stay (nights)	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0%
Expense per person and day (in US\$)	\$ 33.5	\$ 41.0	\$ 40.2	\$ 41.1	\$ 48.4	\$ 61.8	\$ 85.0	\$ 75.0	\$ 79.1	\$ 88.7	12.1%

Source: Expenditure and International Tourist Profile Survey CORSATUR - ARALDI 2009- 2013 / ITCORNER 2013-2014 / SPSS SA DE CV 2017-2018.

3.8 Tourist activity within the GDP

The activity of the tourism sector is key for the national economy, bearing in mind that in 2018, the contribution of the sector into the overall gross domestic product (GDP) was up to 5.9%, with US \$1,532.61 million as income from the inbound tourism. **(Table 10 and graph 16)**.

Table 10
Tourism income in the GDP

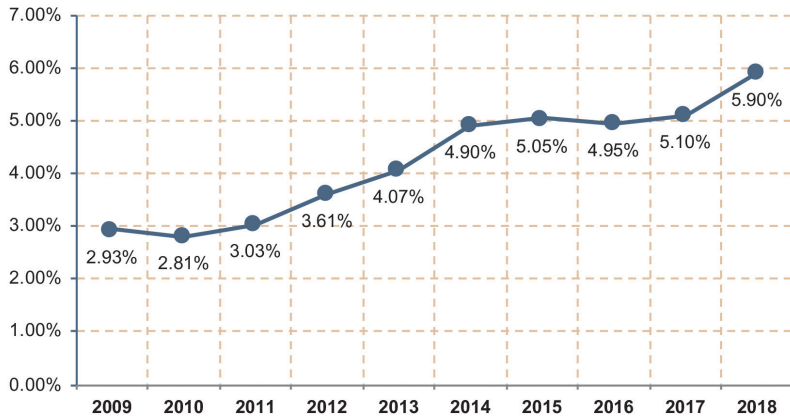
Year	GDP (US\$ Millions)	Tourism (US \$Millions)	Ti/GDP
2009	17,601.62	516.6	2.9%
2010	18,447.93	518	2.8%
2011	20,283.78	615.1	3.0%
2012	21,386.15	771.5	3.6%
2013	21,977.40	893.8	4.1%
2014	22,585.84	1,107.40	4.9%
2015	23,166.03	1,169.40	5.0%
2016	23,912.23	1,183.40	4.9%
2017	24,805.44	1,265.10	5.1%
2018	26,056.95	1,532.61	5.9%

Source: Expenditure and International Tourist Profile Survey CORSATUR - ARALDI 2009- 2013 / ITCORNER 2013-2014 / SPSS SA DE CV 2017-2018.

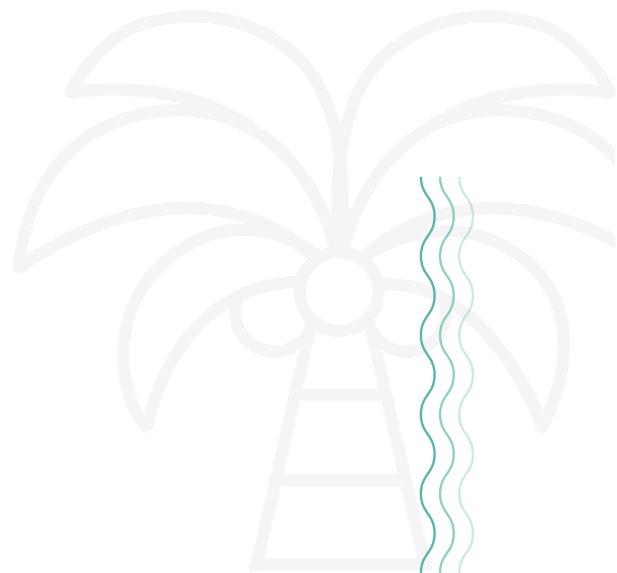




Graph 16
Impact of tourism income on the GDP
2009 - 2018



Source: Expenditure and International Tourist Profile Survey CORSATUR - ARALDI 2009- 2013 / ITCORNER 2013-2014 / SPSS SA DE CV 2017-2018.



4. DATA TUR. SURVEY ON HOTEL OCCUPATION.

As of December 2018, DATA TUR reports the trend of the main variables for hotel occupancy within the main urban area of San Salvador. The variables processed in this system are the following:

- Available rooms
- Rooms occupied by residents and non-residents
- Arrivals of resident and non-resident tourists
- Tourists, resident, non- resident, spend the night, among others

DATA TUR is a dynamic information system that facilitates the collection of information related to hotel occupation that is (the accommodation itself) that comprise the entry of the figures, thus ensuring the reliability and timeliness of statistical information. In This way, the information is gathered on a monthly basis from the hotel sector preserving the statistical secrecy.

4.1 Outcomes for the 2009-2018 term from the main urban area of San Salvador.

The hotel occupancy in the main urban area of San Salvador during the 2009-2018 term is described in table 11. The detail information shows that the months with the highest occupancy rate for 2018, are levels, which were January, November, February and October for 2018.

Table 11
Hotel occupancy 2009-2016
Years: 2009-2018

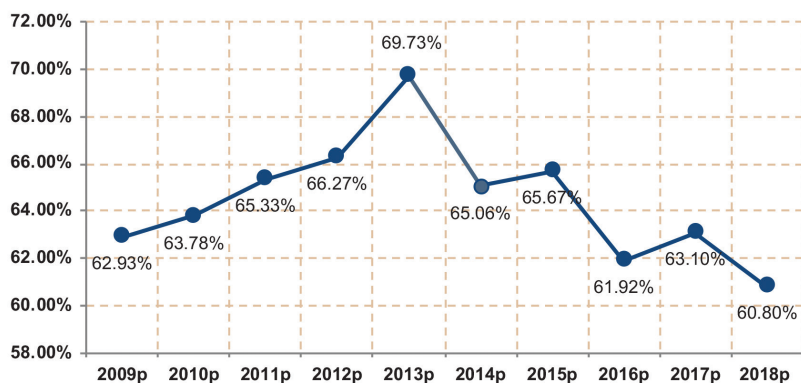
Months	Years									
	2009p	2010p	2011p	2012p	2013p	2014p	2015p	2016p	2017p	2018p
January	49.92	56.29	56.71	61.09	64.48	57.69	78.5	80.0	82.0	80.00
February	65.82	73.66	72.52	77.31	80.66	69.57	78.6	67.35	67.38	63.09
March	65.99	66.07	74.2	76.91	81.02	66.5	70.39	62.44	67.79	57.24
April	60.48	65.03	59.31	60.3	59.72	50.23	56.02	62.78	54.87	60
May	58.89	69.28	65.5	71.1	74.4	65.94	60.73	57.81	59.36	54.58
June	65.02	64.94	76.48	80.27	86.0	86.0	67.8	62.02	64.06	55.75
July	65.87	67.66	71.48	73.94	72.03	75.78	71.34	61.43	59.26	59.19
August	59.34	58.99	59.34	62.1	63.31	63.93	54.57	54.73	56.97	61.25
September	67.18	61.29	67.65	55.66	63.09	59.23	64.41	56.25	60.65	59.62
October	71.04	64.65	64.4	64.48	67.62	66.15	64.5	57.56	64.29	61.99
November	71.03	67.39	70.44	67.29	72.35	71.6	68.29	70.11	66.72	68.6
December	54.78	51.23	47.27	44.79	52.08	48.07	52.9	50.58	53.83	48.71
Total	62.9	63.8	65.3	66.3	69.7	65.1	65.7	61.9	63.1	60.8

P= Occupancy percentage. Data for January-August 2012, January - June 2013, June - August 2014 and January-February 2015, and January 2016 are estimates. Source: DATA TUR EL SALVADOR 2009-2018



Graph 17 describes the annual hotel occupancy (%) during the years 2009-2018.

Graph 17
Hotel occupancy percentage in San Salvador. Years: 2009 - 2018

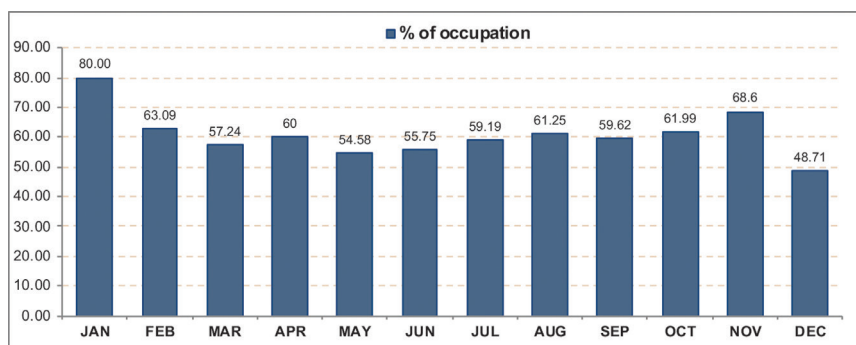


Years 2009 - 2018

Source: DATATUR El Salvador 2009-2016. Data for January -August 2013; January-June 2014; June-August 2016, 2017 and 2018 are estimates.

The accommodation offer during 2018 in El Salvador was 578 hotels with 9,518 rooms. San Salvador has a participation of 32.6%, equivalent to 123 hotels and 3,104 rooms. The hotel occupation offered in the main urban area of San Salvador is shown in **Graph 18**, demonstrating the performance during the 12 months of the year 2018.

Graph 18
Hotel occupancy rate 2018

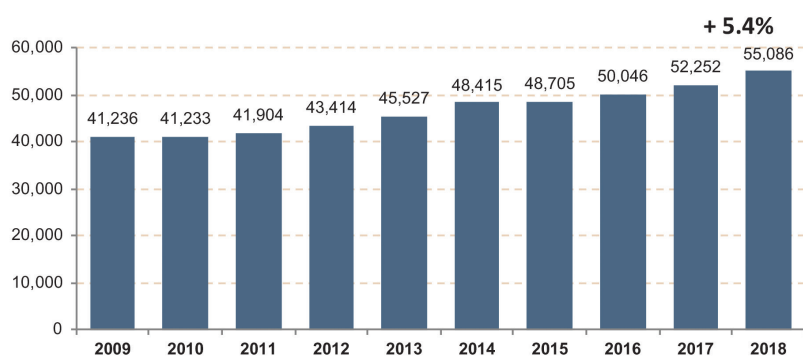


Source: DATATUR El Salvador 2009-2018* Data for January 2018 is estimated.

5. EMPLOYMENT PERFORMANCE WITHIN THE RELEVANT AREAS FOR TOURISM

The employment is a variable of utmost importance for the economic study of productive activities, as it is also the case of tourism. In 2018 the average jobs reached were 55,086, with an increase of 5.4% compared to 2017. **(Table 12 y graph 19).**

Graph 19
The evolution of employment
of workers 2009 – 2018



Source: Self-developed with data from the Salvadoran Institute of Social Security, ISSS. Note: As of July 2018, the ISSS data took the CIU review from 3 to 4.

Table 12
Annual average of employment in the tourism sector
2009-2018

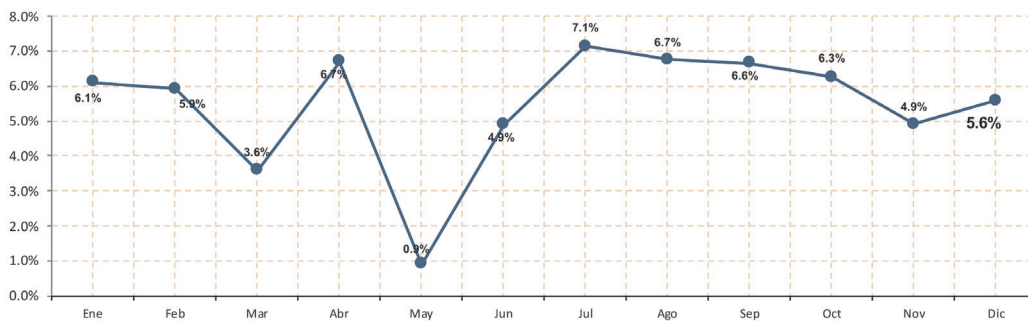
January /December Activities	Numbers of workers 2009	Numbers of workers 2010	Variation %	Numbers of workers 2011	Variation %	Numbers of workers 2012	Variation %	Numbers of workers 2013	Variation %	Numbers of workers 2014	Variation %	Numbers of workers 2015	Variation %	Numbers of workers 2016	Variation %	Numbers of workers 2017	Variation %	Numbers of workers 2018	Variation %
Hotels and similar accommodations	4,891	5,012	2.5%	5,159	2.9%	4,481	-13.2%	4,584	2.3%	4,679	2.1%	5,389	15.2%	5,930	10.0%	5,858	-1.2%	5,622	-4.0%
Restaurants, bars and similar	16,704	16,707	0.02%	17,035	2.0%	18,112	6.3%+	19,819	9.4%	20,792	4.9%	21,535	3.6%	23,434	8.8%	25,107	7.1%	26,811	6.8%
Transport	12,146	12,349	1.7%	13,396	8.5%	13,489	0.7%	13,463	-0.2%	13,724	1.9%	13,581	-1.0%	13,727	1.1%	12,198	-11.1%	10,823	-11.3%
Other	7,495	7,164	-4.4%	6,313	-11.9%	7,333	16.2%	7,661	4.5%	9,221	20.4%	8,200	-11.1%	6,956	-15.2%	9,089	30.7%	11,829	30.1%
Total	41,236	41,232	-0.01%	41,903	1.6%	43,415	3.6%	45,527	4.9%	48,415	6.3%	48,705	0.6%	50,046	2.8%	52,252	4.4%	55,086	5.4%

Source: Self-developed with data from the Salvadoran Institute of Social Security, ISSS. Note: As of July 2017, the ISSS data took the CIU review from 3 to 4.



According to the social security data, the employment created by tourism in the month of December 2018 shows an increase of 5.6% in contrast with the same month of 2017 (**graph 20**).

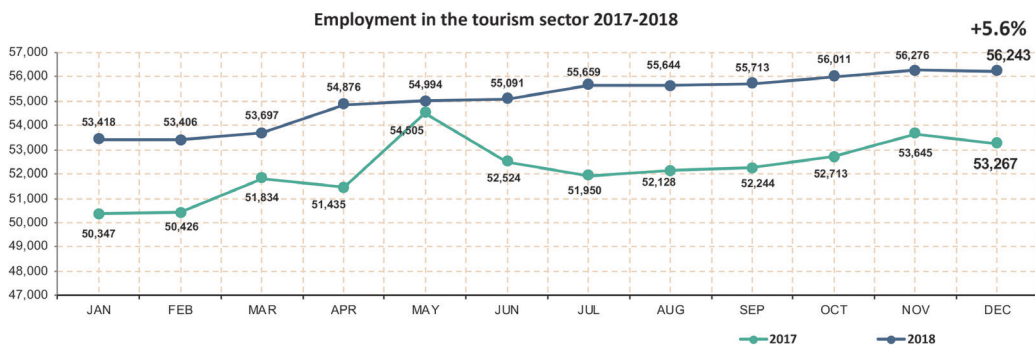
Graph 20 Employment performance from January-December 2017-2018. Percentage change compared to the same month of the previous year.



Source: Self-developed with data from the Salvadoran Institute of Social Security, ISSS.

It is also worth mentioning that the employment created by the tourism sector in the national economy is 5.6% for the month of December 2018. 56,243 jobs were recorded, 2,976 more than in 2017 (**graph 21**).

Graph 21
Employment in the tourism sector 2017-2018



Source: Self-developed with data from the Salvadoran Institute of Social Security, ISSS

For the month of December 2018, the average salary in the tourism sector was around \$516.87.

6. PROFILE OF THE INTERNATIONAL TOURIST

According to the data from the surveys of the inbound tourism conducted in 2018, 75.95% of the respondents are male and 24.1% are female.

By age groups, 56.4% of the total of respondents are between 25 to 44 years old, 35.3% are older and 3.4% are between 18 to 24 years.

According to the level of studies, 45.1% completed higher education, 30.6% finished secondary school and only 4.4% have completed primary school and 0.4% have preschool or no schooling.

6.1 Travel arrangements

99.5% of the tourists organized their trip on their own and only 0.5% purchased a tour package.

The main means for accommodation used by tourists are family and friends' homes, (51.4%), 41.4% stay in hotels or similar facilities, 5.6% own property, 0.5% rent a property, and the remaining 1.5% stay in another type of accommodation.

6.2 Purpose of the trip

The main reason for the trip for the tourist that visited El Salvador in 2018 was to met with family and friends (50.5%) and for leisure (33.4%) (**table 13**).

Tabla 13
Purpose of the trip

Purpose of the tourist's trip 20018	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	% Partic.
Business	167,984	178,571	158,713	154,790	146,344	157,672	165,164	202,417	136,687	152,779	9.1%
Education	1,121	2,726	782	629	1,330	1,449	1,366	1,526	1,084	1,373	0.1%
Visit family or friends	463,585	446,733	369,119	509,158	500,211	533,565	524,955	554,874	718,710	846,404	50.5%
Health treatment	6,392	11,365	13,374	16,144	15,815	19,301	25,978	24,654	24,255	24,376	1.5%
Religious	21,609	24,082	46,217	34,511	53,754	71,690	35,396	50,868	47,746	45,820	2.7%
Leisure	409,381	461,878	554,431	501,357	493,067	513,113	605,211	567,260	602,009	559,536	33.4%
Other purpose	20,854	24,207	41,862	38,135	72,271	48,376	43,529	32,016	25,579	20,357	1.2%
Sports tourism										26,647	1.6%
Total	1,090,926	1,149,562	1,184,498	1,254,724	1,282,792	1,345,165	1,401,598	1,433,613	1,556,069	1,677,292	100.0%

Source: Survey of international visitors profile and spending. CORSATUR - ARALDI 2009 - 2013, IT CORNER, SPSS, S.A. DE C.V. 2014 -2018.

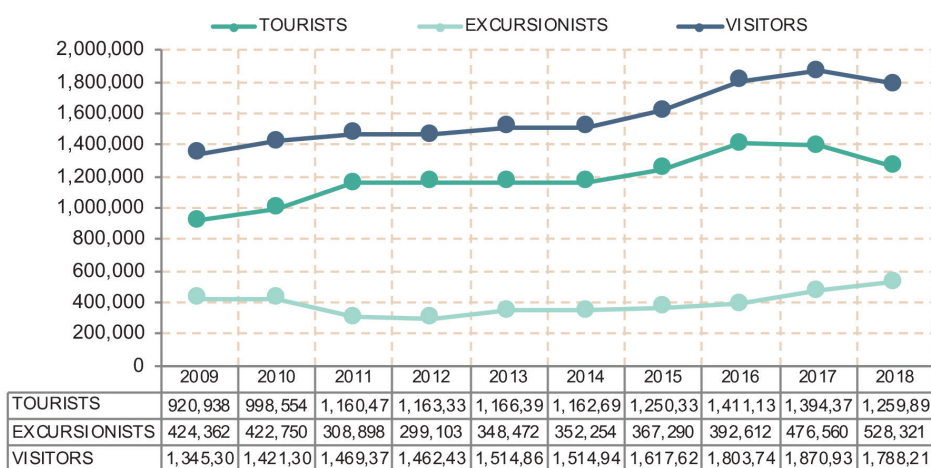


7. OUTBOUND TOURISM

By the end of 2018, 1,788,218 travelers of salvadoran nationality traveled abroad. This shows a 4.42% more than the previous year (**graph 22**).

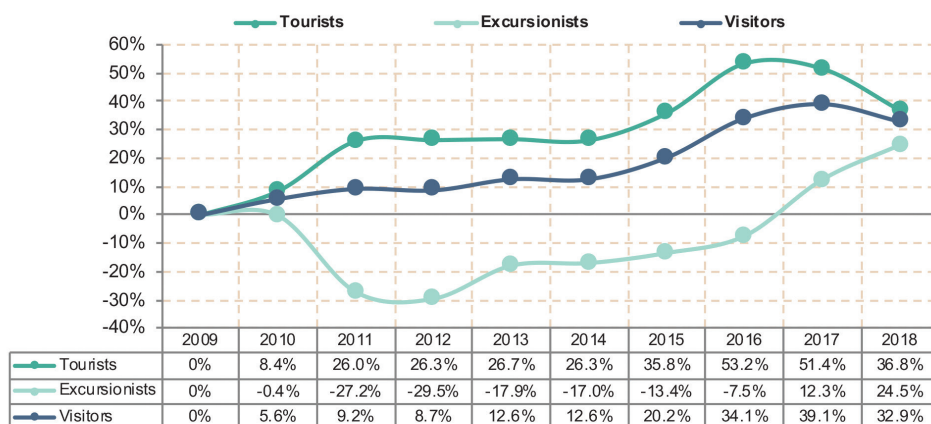
The data analysis shows that since 2009, there is an increase in the visitor's trends. See the information on tourists and excursionists as of 2013 (**graph 23**) based on the year 2009.

Graph 22
Annual trips abroad by Salvadorans and residents.
For the 2009-2018 term.



Source: Counting Survey for Tourists in Transit in Land Borders CORSATUR - ARALDI 2009- 2013 / IT CORNER 2013- 2014 / SPSS SA DE CV 2014-2018 and data by air from the migration department.

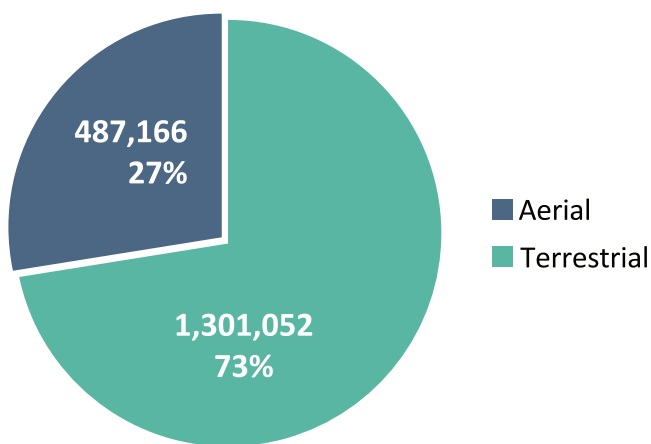
Graph 23
Percentage of growth and/or annual growth.
2009 vs 2010-2018



Source: Counting Survey for Tourists in Transit in Land Borders CORSATUR - ARALDI 2009- 2013 / IT CORNER 2013-2014 / SPSS SA DE CV 2014-2018 and data by air from the Migration department.

The **Graph 24** shows that 73% of salvadorans departure by land to travel abroad to different destinations and 27% travel by air.

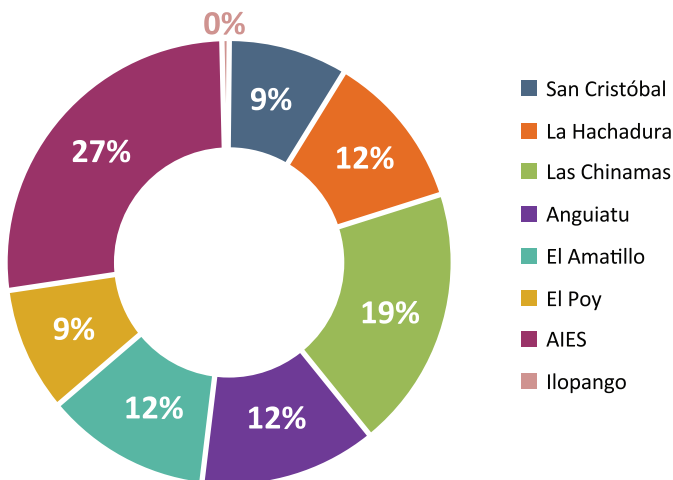
Graph 24
Departure of salvadorans by means of travel.
Year: 2017



Source: Counting Survey for Tourists in Transit in Land Borders CORSATUR SPSS SA DE CV 2018 and data by air from the Migration department.

The main land border used by Salvadorans is Las Chinamas (19%), and 27% depart by air from El Salvador International Airport San Oscar Arnulfo Romero y Galdámez (**graph 25**)

Graph 25
Departure of Salvadorans by border.
Year: 2018



Source: Survey of counts Tourist in Transit in Land Borders CORSATUR SPSS SA DE CV 2014- 2017 and air data of MIGRATION.



8. KEY INDICATORS OF DOMESTIC TOURISM IN EL SALVADOR

8.1 Key indicators

Tourism is considered by countries as a factor for economic development. The impact of this tourism activity in the economic structures of societies require a systematic study by all

the relevant stakeholders, especially those who directly or indirectly design and promote programs on the subject.

Thus, not only do governments need information on specific aspects of tourism, but also there are different types of users, such as professionals, the population and research groups, who permanently manage and/or generate statistical data on the subject.

In fact, the production and administration of information about tourism has been increasing in recent years, aimed to produce inputs that contribute to understanding the dynamics, changes and progress that this activity is experiencing, and its effects on other social aspects.

For El Salvador, tourism represents an important economic activity, same as the other countries of the Central American region. In 2018, tourism for El Salvador represented around 5.6% of the total GDP, and 55,086 jobs were created in connection to the typical activities of tourism and the hospitality within the main urban area of San Salvador with an average occupancy rate of 52.75% for the year 2018.

The Salvadoran Tourism Corporation (CORSAATUR) jointly with the General Directorate of Statistics and Censuses (DIGESTYC) within the framework of the "Inter-institutional Cooperation Agreement" between the Ministry of Economy, the Central Reserve Bank and the Ministry of Tourism, developed different types of tasks in order to optimize the available statistical information by designing indicators about the situation of the tourism sector and developing tools for the analysis of the impact of the activity.

In this context, this research aims to monitor the impact of the demand of domestic tourism in order to determine its size, the socio-demographic characteristics and travel habits.

The signing of the agreement among the institutions described above, has been a key contribution to this objective. All these initiatives aim to the development in the medium term of the "Satellite Tourism Account of El Salvador".

8.2 Methodology applied

It is a quantitative study, through surveys that seek to describe the activity of Domestic Tourism in El Salvador to address this work using the survey approach.

This implementation uses a data collection instrument: a questionnaire arranged for tourists and for both domestic and foreign excursionists. The research includes a twelve-month measurement, which began in January 2018 and ended in December 2018. The methodology applied is of quantitative type, through sample surveys, with face-to face interviews in households composed by urban and rural populations, reaching a department level.

The sample is a subsample of the household survey conducted by the General Directorate of Statistics and Census at national level. The sample size in twelve months is 5,052 surveys, distributed in the urban and rural areas of the country's 14 departments.

The survey of Domestic Tourism of Salvadoran Residents within the National Territory is carried out by a team of interviewers and supervisors, who visit the targeted dwellings as defined in the sample and according to the monthly schedule.

The methodology for the development of the survey is basically supported on the following aspects:

The key informant is the head of the household or the person in charge of the home and he answers on behalf of all the members of the household when they are absent; otherwise each one answers the selected questions.

The information collected from the household is carried out including the last three months

of the implementation of the survey.

The survey is carried out with a mobile device called PDA (Personal Digital Assistant) mobile, which collects and records the questionnaire answers digitally to be downloaded later into a database.

If, in the first visit, the person is not at home, there is a second visit scheduled to interview the person who meets the previously defined criteria.

When the house is closed and it is not possible to contact any member of the household, another visit is scheduled. If in a second visit there is no one home, there is a third visit, and if no person is found again, the survey is declared absent. If there is an evidence that the household is empty, the survey records that information.

8.3 Main outcomes

8.3.1 Overnight and overnight trips with domestic destination 2011-2018

The Internal Tourism Survey allowed us to estimate, on a quarterly basis, the total number of members of households that took trip with overnight stays and one-day visits.

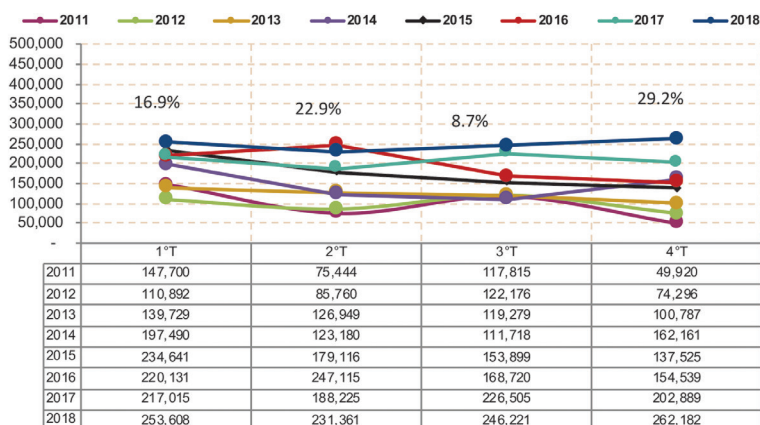
The data is reported at national level, reaching out the total population of the country with 6,635,386 inhabitants, and a total of 1,921,934 households. (4th quarter 2018).

8.3.2 Trips with overnight stay (homes)

Overnight trips refer to people who travel and stay at least one night at the destination they visit.

The outcomes in the **graph 26** show an increase when comparing the four quarters reviewed in 2018 and 2017, especially in the second and fourth quarter. This is evidence that “PUEBLOS VIVOS”, a transversal strategy jointly with the national campaigns developed for the holiday seasons by CORSATUR, are achieving the expected results. The remaining quarters showed increases of 4.8% in the first quarter and 29.2% in the fourth quarter.

Graph 26
Comparison of trips by household with overnight stay, internal destination by quarters, % of growth. Year: 2011-2018



Source: Survey on Domestic Tourism of Salvadoran Residents within the National Territory DIGESTYC – CORSATUR 2011 - 2017 preliminary data

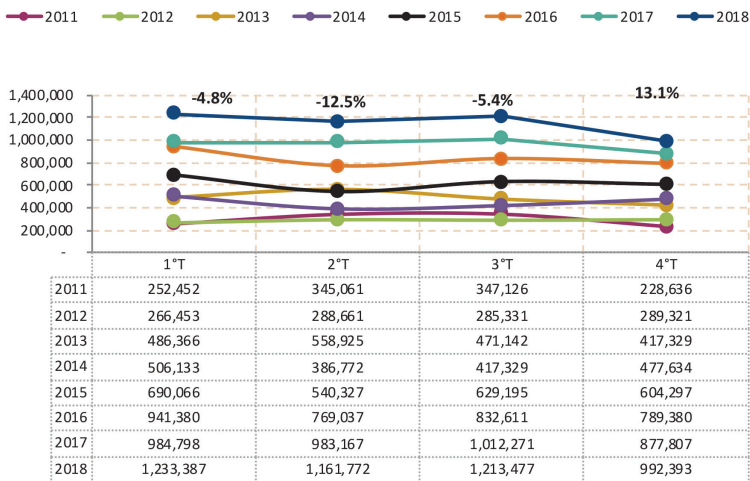


8.3.3 Day trips by household

One-day trips are those that people make during a day called field trips.

These trips are the most preferred of Salvadorans. **Graph 27** shows the trend of this type of trips. Like overnight trips, all the quarters shows an increase compared to 2017.

Graph 27
Day trips for internal destinations by quarter, % of growth / Year 2011 - 2018.

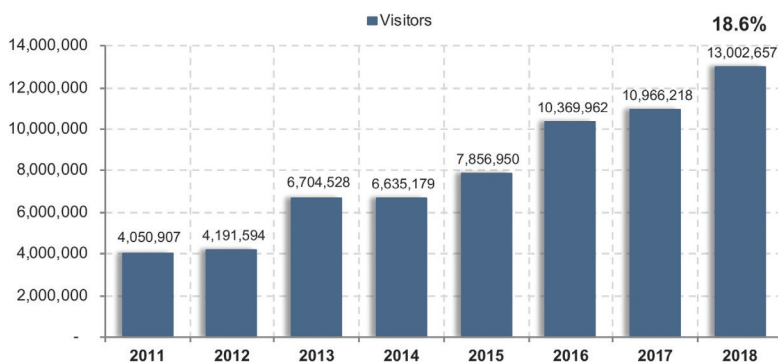


Source: Survey on Domestic Tourism of Salvadoran Residents within the National Territory DIGESTYC - CORSATUR 2011 - 2017 preliminary data

8.3.4 Visitors for each member of the households, internal tourism

In 2018, a total of 13,002,657 visitors took tourism trips within El Salvador, representing a 18.6% growth compared to 2017 (**graph 28.**)

Graph 28
Domestic tourism / Year: 2011-2018

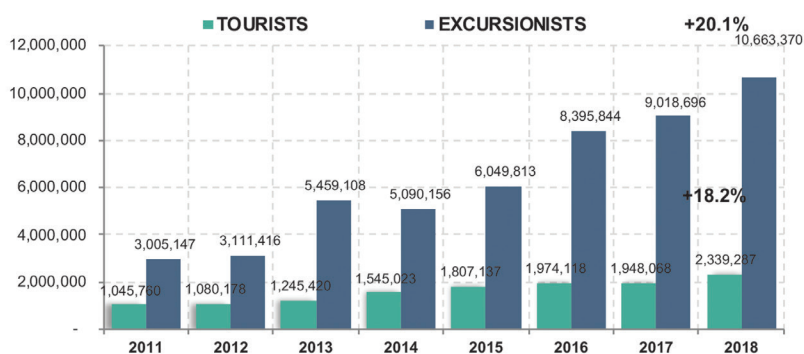


Source: Survey on Domestic Tourism of Salvadoran Residents within the National Territory DIGESTYC - CORSATUR 2011 - 2018 with preliminary data

8.3.4 Tourists and excursionist for each member of the households, domestic tourism.

During the year 2018, there were 10,663,370 people who made trips as tourists, that is, those who spent at least one night in the visited destinations, registering a decrease of 20.1% in comparison to 2017. In the case of the excursionists (one-day visitors), 2,339,287 were recorded, 18.2% more than in 2017 (**graph 29**).

Graph 29:
Tourists and hikers internal tourism
Years: 2011-2018

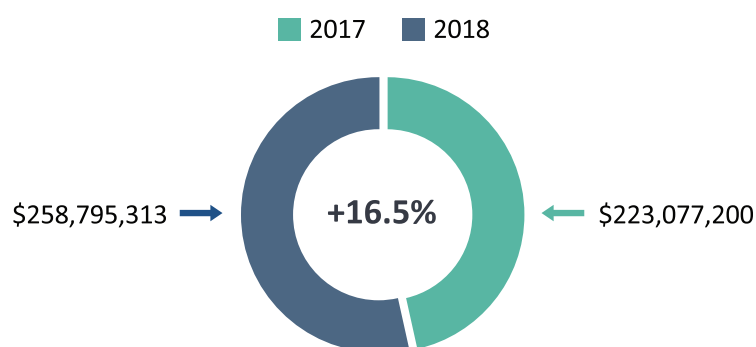


Source: Survey on Domestic Tourism of Salvadoran Residents within the National Territory DIGESTYC - CORSATUR 2011 - 2017 with preliminary data

8.4 Income from tourism

In 2017, revenues from domestic tourism reached US \$ 258, 795, 313, this figure represents a growth of 16.5% in real terms. (**graph 30**) On the other hand, it is mentioned that the survey measures tourism in addition to domestic tourism and it determines the expenditure of each of them.

Graph 30. Tourist income. Domestic Tourism 2017-2018



Source: Survey on Domestic Tourism of Salvadoran Residents within the National Territory DIGESTYC - CORSATUR 2011 - 2018 preliminary data



8.5 Daily average of the domestic tourism expenditure

The average daily expenditure represents one of the key variables of the tourist activity. In the extent that the expenditure trend is informed, it is possible to estimate the impact that tourism has in the local and in the national economy.

Below are the amounts of money that the tourist declared during the survey carried out in year. Summing up, it is said that the tourist who spends the night spends an average of US \$12.65 per stay, and the day visitor or the excursionist spends an average of US \$18.99 (table 14.)

Table 14 Daily expenditure and average stay for 2018					
2018					
Average stay per person	1er Quarter	2do Quarter	3er Quarter	4to Quarter	Annual average
Tourist					
Stay (nights)	2.08	1.94	1.61	2	1.91
Average of daily expenses per person (\$)	10.98	11.07	13.59	14.95	12.65
Excursionist					
Stay (nights)	0	0	0	0	0.0
Average of daily expenses per person (\$)	20.92	17.09	18.52	19.43	18.99
Visitor					
Stay (nights)	2.08	1.94	1.61	2	1.91
Average of daily expenses per person (\$)	10.23	9.17	11.9	10.81	10.53

Source: Survey on Domestic Tourism of Salvadoran Residents within the National Territory DIGESTYC - CORSATUR 2018 with preliminary data

8.6 Profile of the domestic tourist. Year 2018

Profile of the domestic tourist. Year 2018	
Average of daily expenditure (\$)	\$12.65
Average of stay (nights)	1.91
Total tourist expense per stay	\$24.16
Purpose of the tourist's trip	Visit friends and family 62.81%, Leisure 27%, Business 0.86%, Other 9.68%
Age	0- 15 years 28.24%, 16-30 years 26.21%, 31-45 years 22.14%, 46-60 years 14.60%, older than 60 years 8.81%
Civil status	Married 24.01%, With companion 17.28%, Single 49.76% (including minors), widower 3.41%, divorced 0.69%, separated 4.86%
Employment status	Employed 57.90%. The rest are unemployed
Main occupation	Permanent work 28.94%, independent 13.40%, housewife 25.62%, self-employee without a specific location 17.74%, Other 14.26%
Completed studies	Primary school 29.94%, Secondary school 19.85%, High School 21.36%, University 10.32%, Master degree 0.43%, No schooling 4.97%
Income level	Menor de \$100 el 35.94%, de \$100 a \$500 el 55.01%, Más de \$500 el resto 9.06%
Accommodation used	Family homes 66.30%, Hotels 18.06%
Travel arrangements	Without a tourist package 100.00%
Type of trip	In a group 87.44%, the rest travel alone
Distribution of expenditures	Food 22.97%, Accommodation 19.35%, Car 10.78%, Restaurants 21.31%, Other 25.72%

Source: The Survey on Domestic Tourism of Salvadoran Residents within the National Territory DIGESTYC - CORSATUR 2018 with preliminary data

9. ANNEXES

INBOUND TOURISM

ANNEX I

EL SALVADOR: COMPENDIUM OF TOURISM STATISTICS 2009 - 2018

ITEM	UNITS	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
INBOUND TOURISM		1,481,748	1,605,358	1,634,679	1,738,317	1,822,003	1,886,398	1,972,854	2,051,653	2,246,618	2,535,661
Tourist (Visitors spending the night)	Thousands	1,090,926	1,149,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	1,433,613	1,556,069	1,677,292
Excursionists	Thousands	390,822	455,797	450,182	483,593	539,211	541,234	571,256	618,040	690,550	858,369
MAIN TOURIST MARKETS											
TOTAL	Thousands	1,090,926	1,149,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	1,433,613	1,556,069	1,677,292
Central America	Thousands	673,324	739,843	734,796	740,698	708,541	768,259	805,634	827,865	898,652	961,266
North America	Thousands	371,280	356,608	368,641	443,075	482,211	488,547	505,078	507,299	548,541	606,745
South America	Thousands	19,861	23,704	33,249	32,897	46,337	43,701	44,991	45,879	50,901	50,646
Europe	Thousands	18,842	19,919	33,891	25,744	32,344	29,982	30,223	32,723	39,652	41,361
The Rest of the World	Thousands	7619	9487	13920	12310	13,359	14,676	15,672	19,848	18,323	17,275
MAIN OUTBOUND COUNTRIES											
TOTAL	Thousands	1,090,926	1,149,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	1,433,613	1,556,069	1,677,292
Guatemala	Thousands	462,944	518,957	535,245	537,612	465,055	511,829	530,531	524,758	558,371	605,823
Honduras	Thousands	138,104	145,868	126,446	136,451	171,763	177,777	202,339	220,582	250,131	263,162
Nicaragua	Thousands	42,844	43,488	40,755	32,566	32,937	33,931	28,262	29,027	30,711	38,845
Costa Rica	Thousands	17,714	18,443	20,300	20,306	25,150	27,981	28,737	33,424	41,669	36,112
United States	Thousands	327,314	318,569	320,737	396,909	422,811	431,792	447,628	452,329	477,257	540,174
México	Thousands	17,633	17,607	19,699	15,950	27,489	27,567	32,654	31,383	40,848	37,100
Canadá	Thousands	26,333	20,432	28,205	30,216	31,911	29,188	24,796	23,587	30,436	29,470
Germany	Thousands	1,968	2,020	4,993	3,265	5,440	4,123	3,532	3,398	4,966	4,485
Spain	Thousands	5,496	5,843	10,620	8,624	7,788	7,850	8,565	9,288	16,040	13,229
Other countries	Thousands	50,576	58,334	77,497	72,825	92,448	93,126	94,554	105,837	105,640	108,891
ARRIVALS BY MEANS OF TRAVEL											
TOTAL	Thousands	1,090,926	1,149,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	1,433,613	1,556,069	1,677,292
By plane	Thousands	429,946	426,171	469,591	541,121	589,113	591,268	598,805	615,844	642,476	727,385
By road	Thousands	660,980	723,390	714,906	713,603	693,679	753,897	802,793	817,769	913,333	949,907
Maritime	Thousands	0	0	0	0	0	0	0	0	260	0
Cruise (number of people)*	Thousands	0	2,365	650	1,058	1,733	2,424	686	1,105	7,209	2,917
Number of passenger ships		0	4	2	3	2	4	3	4	8	4
OUTBOUND TOURISM											
Salvadorans traveling abroad	Thousands	1,345,300	1,421,304	1,469,372	1,462,433	1,514,868	1,514,945	1,617,626	1,803,744	1,870,936	1,788,218
ACCOMMODATION											
Hotels		394	394	402	408	408	465	465	465	465	777
Rooms	HA	8,298	8,282	8,373	8,805	8,805	9,261	9,261	9,261	9,261	10,265
Beds available	HA	14,037	14,061	14,286	15,862	15,862	16,660	16,660	16,660	16,660	18,035
Occupation rate	Percentage	62.9	63.8	65.3	66.3	69.7	65.1	65.7	61.9	61.4	60.8
Average stay	Nights	2.9	2.8	2.9	2.9	2.9	2.9	2.9	2.6	1.9	2.1
ECONOMIC ASPECTS OF TOURISM											
Total income by tourism activity	Millions US\$	516,632,502	518,034,842	615,151,460	771,550,700	893,838,502	1,107,434,438	1,169,454,328	1,183,434,176	1,265,090,472	1,532,612,867
Income by tourists (spending the night)	Millions US\$	503,525,550	499,408,765	597,158,899	751,560,737	867,571,986	1,073,485,831	1,121,334,098	1,136,994,652	1,209,836,414	1,460,746,910
Income by excursionist	Millions US\$	13,106,952	18,626,077	17,992,561	19,989,963	26,266,516	33,948,607	48,120,230	46,439,524	55,254,058	71,865,957
(without spending the night)	Millions US\$	17,601.6	18,447.9	20,283.8	21,386.2	21,977.4	22,585.8	23,166.0	23,912.2	24,805.4	26,057
On tourism/GDP	Percentage	2.5%	2.4%	2.7%	3.2%	3.7%	4.4%	4.5%	4.95%	5.1%	5.9%

Source: The Central Reserve Bank, Preliminary GDP, CORPORACION SALVADOREÑA DE TURISMO. The income data for 2007, are adjustments made with the Central Bank as a result of the consultancy. DATA TOUR is the source of the data for occupation and hot.
 /* Source: Cepa 2007- 20016 are passengers and 2018 are cruise passengers according to Migration. GDP: preliminary with the new base published by BCR, on March 23, 2018 Note: The entire series 2009-2018 was modified with the new data published by BCR.
 Source: Arrivals of international visitors - surveys of international visitor counts. 2007-2018 CORSATUR, AARALDI; IT CORNER; SPSS SA DE CV



ANNEX 2

COMPARATIVE OF ARRIVALS OF TOURISTS AND INTERNATIONAL EXCURSIONISTS AND VISITORS
JANUARY-DECEMBER 2016/2018

MONTH	EXCURSIONISTS				TOURISTS				VISITORS		ABSOLUTE VARIATION 2018-2017	RELATIVE VARIATION 2018-2017
	2017	2018	ABSOLUTE VARIATION	RELATIVE VARIATION	2017	2018	ABSOLUTE VARIATION	RELATIVE VARIATION	2017	2018		
JAN	55,249	52,583	-2,667	-4.8%	123,022	126,296	3,274	2.7%	178,271	178,879	608	0.3%
FEB	58,417	66,230	7,813	13.4%	103,206	115,887	12,681	12.3%	161,623	182,117	20,494	12.7%
MARCH	61,732	91,507	29,775	48.2%	113,600	142,858	29,258	25.8%	175,332	234,364	59,033	33.7%
APRIL	52,333	75,235	22,902	43.8%	127,686	124,410	-3,277	-2.6%	180,019	199,645	19,626	10.9%
MAY	58,196	78,840	20,644	35.5%	114,145	121,473	7,328	6.4%	172,341	200,313	27,972	16.2%
JUNE	60,021	62,988	2,967	4.9%	136,134	152,962	16,828	12.4%	196,155	215,950	19,795	10.1%
JULY	57,259	67,949	10,689	18.7%	147,254	166,758	19,504	13.2%	204,514	234,707	30,193	14.8%
AUG	44,540	56,068	11,528	25.9%	147,862	172,832	24,969	16.9%	192,402	228,899	36,497	19.0%
SEP	48,206	58,596	10,390	21.6%	103,207	114,747	11,540	11.2%	151,413	173,343	21,930	14.5%
OCT	66,048	81,108	15,060	22.8%	112,862	118,054	5,192	4.6%	178,910	199,162	20,252	11.3%
NOV	62,152	71,532	9,380	15.1%	135,654	143,144	7,490	5.5%	197,806	214,676	16,870	8.5%
DEC	66,396	95,733	29,337	44.2%	191,436	177,872	-13,564	-7.1%	257,832	273,605	15,773	6.1%
TOTAL	690,550	858,369	167,820	24.3%	1,556,069	1,677,292	121,223	7.8%	2,246,618	2,535,661	289,043	12.9%

Source: Survey of tourist in transit in land borders and international airports of El Salvador and the port of Acajutla
CORSATUR-SPSS SA DE CV 2016-2018"

ANNEX 3

ARRIVAL OF INTERNATIONAL TOURISTS BY MEANS OF TRAVEL 2017-2018

Via / Frontier	January- December		Var. %	Part. %	January- December		Var. %	Part. %
	2017	2018			2017	2018		
By road	115,724	89,071	-23.0	50.1	913,333	949,907	4.00	56.6
Chinamas	37,929	30,110	-20.6	16.9	288,301	337,168	17.0	20.1
San Cristobal	6,618	4,558	-31.1	2.6	66,309	63,717	-3.9	3.8
Hachadura	26,123	22,386	-14.3	12.6	231,461	208,570	-9.9	12.4
Anguiatu	29,863	4,989	-83.3	2.8	68,018	57,868	-14.9	3.5
El Amatillo	11,929	21,830	83.0	12.3	173,970	202,363	16.3	12.1
El Poy	3,262	5,198	59.4	2.9	85,275	80,222	-5.9	4.8
By plane	75,712	88,801	17.3	49.9	642,476	727,385	13.2	43.4
Aerop. I. El Salvador	74,786	88,507	18.3	49.8	633,388	719,997	13.7	42.9
Ilopango *	926	294	0.0	0.2	9,088	7,388	-18.7	0.44
Maritime*	0	0	0.0	0.0	0	0	0.0	0.0
La Unión	0	0	0.0	0.0	0	0	0.0	0.00
Acajutla	0	0	0.0	0.0	0	0	0.0	0.00
Puerto Barrilla	0	0	0.0	0.0	0	0	0.0	0.00
Punta Gorda	0	0	0.0	0.0	0	0	0.0	0.00
Bahía del Sol	0	0	0.0	0.0	0	0	0.0	0.00
Total	191,436	177,872	-7.1	100.0	1,555,809	1,677,292	7.8	100.0

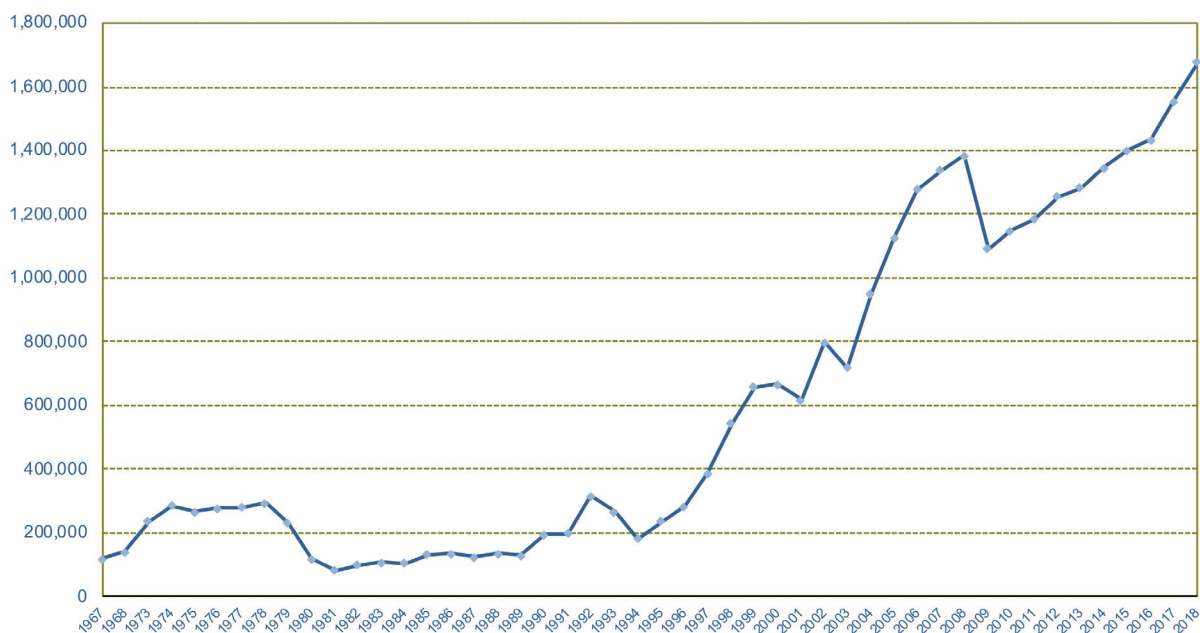
"Source: Survey of tourist in transit in land borders and airports of El Salvador and the port of Acajutla
CORSATUR-SPSS SA DE CV 2017-2018"

ANNEX 4

EL SALVADOR: HISTORICAL SERIES OF ARRIVALS

YEARS	TOURIST	% VAR.	YEARS	TOURIST	% VAR.	YEARS	TOURIST	%VAR	YEARS	TOURIST	%VAR
1967	118,433	-	1984	104,477	-1.5	2001	616,888	-7.6	2018	1,677,292	7.8
1968	141,579	19.5	1985	133,208	27.5	2002	798,243	29.4			
1969	134,160	-5.2	1986	133,944	0.6	2003	719,963	-9.8			
1970	137,804	2.7	1987	124,687	-6.9	2004	950,745	32.1			
1971	167,229	21.4	1988	134,024	7.5	2005	1,127,141	18.6			
1972	174,494	4.3	1989	130,602	-2.6	2006	1,278,924	13.5			
1973	236,137	35.3	1990	194,268	48.7	2007	1,338,543	4.7			
1974	285,415	20.9	1991	198,918	2.4	2008	1,384,773	3.5			
1975	266,016	-6.8	1992	314,482	58.1	2009	1,090,926	-21.2			
1976	277,896	4.5	1993	267,425	-15.0	2010	1,149,561	5.4			
1977	278,761	0.3	1994	181,332	-32.2	2011	1,184,497	3.0			
1978	293,080	5.1	1995	235,007	29.6	2012	1,254,724	5.9			
1979	230,889	-21.2	1996	282,835	20.4	2013	1,282,792	2.2			
1980	118,005	-48.9	1997	387,052	36.8	2014	1,345,165	4.9			
1981	81,847	-30.6	1998	541,863	40.0	2015	1,401,598	4.2			
1982	98,981	20.9	1999	658,191	21.5	2016	1,433,613	2.3			
1983	106,090	7.2	2000	667,315	20.7	2017	1,556,069	8.5			

FUENTE: 1967-2006-DIRECCIÓN GENERAL DE MIGRACIÓN, CORSATUR, ISTU, 2007-2018 CORSATUR, ARALDI, IT CORNER, SPSS SA DE CV



CORPORACIÓN SALVADOREÑA DE TURISMO- CORSATUR



ANNEX 5

EL SALVADOR: MONTHLY ARRIVAL ACCORDING BY COUNTRY OF
RESIDENCE YEAR: 2018

COUNTRY/ MONTH	JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC	TOTAL	%
CENTRAL AMERICA	69,796	66,418	80,014	76,847	70,835	83,385	93,880	113,368	72,988	66,350	79,415	87,970	961,266	57.3
Guatemala	50,086	40,605	50,190	46,724	43,335	56,782	53,416	68,672	45,683	35,214	56,207	60,010	605,823	36.1
Honduras	13,640	19,463	23,497	23,557	19,430	20,158	32,803	31,859	20,368	20,148	17,051	21,189	263,162	15.7
Nicaragua	1,639	1,847	2,202	2,243	2,672	2,790	3,293	8,098	3,373	6,207	2,585	1,896	38,845	2.3
Costa Rica	3,206	2,429	2,641	3,234	4,126	2,329	3,116	2,619	2,519	3,548	3,138	3,207	36,112	2.2
Panamá	1,112	2,101	1,351	1,011	1,188	1,242	1,138	1,968	920	1,147	1,307	1,258	15,742	0.9
Belize	114	74	135	78	84	85	114	153	125	86	126	409	1,582	0.1
NORTH AMERICA	47,719	41,180	50,722	39,192	42,627	58,115	63,879	50,912	33,745	43,644	54,095	80,915	606,745	36.2
United States	38,665	36,195	44,188	35,734	36,491	54,389	59,418	46,674	30,773	37,761	47,090	72,795	540,174	32.2
Mexico	5,357	1,775	3,419	1,599	4,338	2,357	2,187	2,385	1,635	4,135	4,376	3,538	37,100	2.2
Canada	3,697	3,211	3,115	1,859	1,798	1,369	2,273	1,853	1,337	1,747	2,629	4,583	29,470	1.8
SOUTH AMERICA	4,471	3,748	4,533	4,349	4,343	3,821	4,412	4,561	4,324	3,982	4,318	3,784	50,646	3.0
Argentina	664	431	1,166	324	285	243	359	341	237	283	289	317	4,940	0.3
Brazil	545	423	486	640	736	564	515	586	551	428	605	275	6,354	0.4
Colombia	1,528	1,255	1,293	1,851	1,406	1,423	1,602	1,417	1,484	1,367	1,459	1,305	17,390	1.0
Other countries from America	1,733	1,639	1,589	1,534	1,916	1,591	1,936	2,216	2,052	1,903	1,965	1,887	21,961	1.3
THE CARIBBEAN	270	292	233	332	300	522	334	432	377	509	473	361	4,434	0.3
Cuba	143	110	92	143	102	267	130	189	152	138	208	138	1,812	0.1
Dominican Republic	91	123	92	134	115	140	153	168	162	263	155	182	1,777	0.1
Others from Caribbean	36	59	49	55	83	115	51	75	63	108	110	41	845	0.1
EUROPE	3,231	3,268	6,404	2,561	2,050	5,457	3,168	2,643	2,313	2,683	3,656	3,927	41,361	2.5
Alemania	383	419	315	878	300	177	378	200	230	329	347	530	4,485	0.3
Spain	681	565	3,512	614	702	1,843	979	808	909	690	782	1,145	13,229	0.8
Estonia	9	14	3	2	6	10	7	2	4	3	7	7	74	0.0
France	280	300	278	205	185	1,855	491	278	123	241	393	427	5,035	0.3
Italy	377	275	444	261	260	581	412	560	348	347	427	574	4,866	0.3
UK	178	518	501	123	177	154	182	190	143	135	198	271	2,770	0.2
Others from Europe	1,323	1,178	1,351	478	439	836	720	606	557	938	1,503	973	10,901	0.6
AFRICA	30	38	45	38	43	57	59	212	48	91	49	50	760	0.0
EASTERN AND SOUTH ASIA	563	546	742	1,412	899	1,409	722	492	763	581	862	452	8,973	0.5
Japan	112	121	129	94	80	72	319	90	70	87	122	88	1,384	0.1
Rep. de Corea	110	103	71	82	424	51	69	56	261	52	104	81	1,445	0.1
Taiwan	0	0	0	0	0	0	0	0	0	0	0	0	0	0.0
Otros Asia	341	322	542	786	394	1,286	334	346	432	442	636	283	6,144	0.4
OCEANIA	217	396	164	149	377	196	304	212	188	215	276	414	3,108	0.2
TOTAL	126,296	115,887	142,858	124,880	121,473	152,962	166,758	172,832	114,747	118,054	143,144	177,872	1,677,292	100.0

Source: Survey of tourist in transit in land borders and airports of El Salvador and the port of Acajutla, CORSATUR-SPSS SA DE CV 2017-2018

ANNEX 5-1

EL SALVADOR: AVERAGE GROWTH IN ARRIVALS
YEARS: 2009-2018

Meses	2009	2010	2011	2012	2013	2014	2015	Crecimiento Medio Mensual 05/15	2016	Crecimiento Medio Mensual 05/16	2017	Variación Relativa 16/15	2018	Variación Relativa 17/18
Enero	100,793	91,862	99,609	105,097	107,800	97,076	105,141	1.8%	108,164	2.0%	123,022	13.7%	126,296	2.7%
Febrero	77,997	87,004	86,032	91,958	96,115	99,790	106,602	6.2%	109,890	6.0%	103,205	-6.1%	115,887	12.3%
Marzo	88,737	99,680	97,057	103,846	107,887	106,372	103,632	1.1%	110,855	1.8%	113,600	2.5%	142,858	25.8%
Abril	96,696	90,860	94,155	88,555	97,772	124,511	114,761	4.4%	107,436	3.1%	127,686	18.8%	124,410	-2.6%
Mayo	72,117	95,898	89,647	94,612	90,196	113,444	122,767	5.4%	116,025	4.0%	114,145	-1.8%	121,473	6.4%
Junio	81,649	103,202	90,017	116,626	104,314	114,283	125,973	1.9%	125,576	1.7%	136,134	8.4%	152,962	12.4%
Julio	100,440	99,670	101,967	108,982	118,349	124,334	124,831	1.8%	131,609	2.3%	147,254	11.9%	166,758	13.2%
Agosto	92,415	104,857	110,753	109,544	116,601	112,814	129,220	3.1%	133,887	3.2%	147,862	10.4%	172,832	16.9%
Septiembre	83,902	79,526	86,899	88,669	85,638	91,970	94,733	1.4%	92,860	1.0%	103,207	11.1%	114,747	11.2%
Octubre	76,943	80,698	82,734	91,277	88,883	85,011	90,807	0.8%	102,923	2.2%	112,862	9.7%	118,054	4.6%
Noviembre	94,196	90,954	102,395	106,172	114,547	113,866	118,927	2.2%	127,724	2.9%	135,654	6.2%	143,144	5.5%
Diciembre	125,041	125,350	143,232	149,386	154,691	161,695	164,203	3.5%	166,665	3.3%	191,436	14.9%	177,872	-7.1%
TOTAL	1,090,926	1,149,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	2.7%	1,433,613	2.7%	1,556,069	8.5%	1,677,292	7.8%

Source: Survey of tourist in transit in land borders and airports of El Salvador and the port of Acajutla, CORSATUR-SPSS SA DE CV 2017-2018.

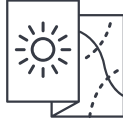
CORSATUR-ARALDI, IT CORNER Y SPSS SA DE CV 2017-2018

ANNEX 6

**HISTORICAL SERIES OF ARRIVALS OF TOURISTS TO EL SALVADOR, ACCORDING TO COUNTRY
OF RESIDENCE YEARS: 1967-2018**

Years	Guatemala	Honduras	Nicaragua	Costa Rica	Panamá	Belize	EEUU	Mexico	Canada	Germany	Spain	South A.	Caribe	Other	TOTAL	Relative variation in comparison with the previous year
TOTAL	9,767,176	3,437,064	1,943,755	880,662	295,300	55,948	6,313,348	684,676	482,221	159,503	246,835	703,706	80,984	1,143,365	27,750,614	%
1967	40,009	15,310	11,435	7,040	1,615	10	20,664	6,230	1,011	2,064	1,792	4,689	515	6,049	118,433	
1968	51,615	17,515	12,993	8,056	1,720	10	25,808	6,581	1,110	2,379	1,991	4,780	600	6,419	141,579	19.5
1969	48,969	8,850	14,027	10,465	1,978	0	25,396	6,208	1,872	2,203	1,492	4,899	440	7,371	134,160	-5.2
1970	58,858	79	22,965	10,294	1,735	47	22,303	5,938	1,256	1,883	1,637	4,525	301	5,983	137,804	2.7
1971	74,472	82	23,980	13,752	2,378	47	26,290	7,456	1,521	2,418	1,888	5,431	351	7,163	167,229	21.4
1972	73,969	431	24,516	14,539	2,644	28	29,227	7,853	1,922	2,579	1,963	6,333	506	7,984	174,494	4.3
1973	121,547	1,115	27,780	15,441	3,664	36	34,010	11,292	2,987	2,265	2,486	5,419	666	7,429	236,137	35.3
1974	125,653	2,364	27,009	17,673	7,684	838	40,937	20,050	4,123	4,484	2,989	12,475	3,907	15,229	285,415	20.9
1975	99,907	10,816	37,683	21,063	6,534	287	43,090	14,742	2,891	3,662	2,619	10,414	899	11,409	266,016	-6.8
1976	92,314	7,901	43,175	23,088	5,484	558	60,294	10,293	3,575	3,768	2,492	10,211	1,170	13,573	277,896	4.5
1977	84,059	8,904	53,439	28,476	6,194	977	47,839	10,721	3,498	2,892	2,299	11,661	1,206	16,596	278,761	0.3
1978	96,694	9,703	50,536	32,009	4,851	663	45,656	10,375	3,342	3,227	2,875	13,717	1,241	18,391	293,080	5.1
1979	78,388	18,070	51,775	16,689	3,165	955	28,299	7,875	1,779	1,398	1,279	9,689	807	10,681	230,889	-21.2
1980	43,336	15,322	19,021	14,109	1,206	650	7,280	5,416	897	824	621	4,474	371	4,478	118,005	-48.9
1981	41,872	14,335	1,998	6,722	618	89	5,796	1,832	335	1,139	721	2,283	125	4,022	11,847	-30.6
1982	48,572	19,749	1,413	5,988	816	143	9,649	2,085	467	1,232	1,044	3,413	173	4,237	98,981	20.9
1983	47,829	24,033	1,735	4,379	823	222	13,295	2,565	499	1,317	1,058	3,562	216	4,557	106,090	7.2
1984	41,369	20,847	2,004	3,711	908	202	18,893	3,223	608	1,562	1,332	4,048	291	5,479	104,477	-1.5
1985	43,882	33,635	8,196	3,496	1,180	301	22,590	3,821	1,005	1,772	1,509	4,681	754	6,416	133,208	27.5
1986	50,838	22,572	7,155	4,573	1,228	258	25,801	4,679	1,021	1,990	1,521	4,849	719	6,970	133,944	0.6
1987	43,742	17,222	4,821	4,990	1,389	280	28,037	5,823	1,280	2,203	1,664	5,595	379	7,262	134,887	-6.9
1988	38,538	12,800	8,590	6,271	1,489	306	38,075	6,012	1,784	2,454	2,105	6,892	474	8,434	134,024	7.5
1989	36,779	18,333	10,806	5,633	1,890	264	32,489	5,021	1,255	2,079	1,850	7,130	507	7,576	130,602	-2.6
1990	69,530	40,101	5,997	6,161	1,672	367	44,450	6,633	1,970	2,237	1,920	5,235	430	7,565	194,268	48.7
1991	63,457	25,123	16,136	7,789	2,145	580	51,878	7,692	3,144	2,813	2,385	6,741	560	9,075	198,918	2.4
1992	110,032	32,675	30,243	13,369	3,323	636	74,601	10,391	4,420	3,999	4,996	9,999	957	14,841	314,482	58.1
1993	68,674	27,181	26,251	12,006	3,646	637	76,181	10,724	5,796	3,923	5,106	10,256	1,195	15,849	267,425	-15.0
1994	34,385	17,837	9,603	9,794	3,518	659	58,240	8,582	5,238	3,648	4,617	9,079	968	15,164	181,332	-32.2
1995	33,050	13,102	9,521	12,464	3,800	823	99,229	11,481	9,735	4,086	6,759	10,952	1,041	18,964	235,007	29.6
1996	54,210	20,844	14,104	19,497	9,050	1,130	88,905	11,276	8,855	5,163	8,242	15,778	1,389	24,612	282,835	20.4
1997	83,685	36,515	24,546	19,919	6,883	1,442	123,355	19,737	9,052	6,415	8,779	16,807	1,488	28,649	387,052	36.8
1998	163,485	84,299	60,735	28,804	10,498	5,197	97,838	19,912	9,282	5,615	7,631	16,471	1,639	30,457	541,863	40.0
1999	205,599	113,268	60,727	23,257	6,938	2,020	143,614	21,007	12,722	5,922	9,810	5,412	1,520	46,415	658,191	21.5
2000	229,709	127,569	61,087	24,391	7,595	2,058	120,049	18,832	9,691	4,815	8,298	2,897	405	49,919	667,315	1.4
2001	239,944	95,655	49,903	19,205	5,262	2,147	109,273	16,207	9,155	228	8,308	1,028	6,112	54,461	616,888	-7.6
2002	316,899	115,172	100,198	22,784	6,323	1,894	140,878	18,021	10,112	2,748	8,996	485	12	53,761	798,243	29.4
2003	276,327	87,834	90,779	22,248	6,791	1,809	150,910	16,962	10,631	4,359	8,414	16,411	1,251	25,237	719,993	-9.8
2004	320,763	126,324	138,976	28,908	8,928	2,674	22,853	22,617	14,607	4,725	9,124	19,505	1,993	228,748	950,745	32.1
2005	382,673	196,333	162,377	33,905	10,074	2,889	231,806	24,456	16,042	4,511	9,091	21,415	2,046	27,523	1,127,141	18.6
2006	519,670	253,586	120,871	33,198	9,952	2,537	227,576	23,255	21,186	3,993	8,512	25,666	2,480	26,445	1,278,927	13.5
2007	488,453	189,453	113,883	44,782	13,319	2,770	320,298	32,418	33,827	5,671	12,003	41,044	4,804	35,818	1,338,543	4.7
2008	537,578	213,075	96,956	27,668	11,912	2,342	361,858	28,999	32,050	4,128	8,543	27,137	3,249	29,278	1,384,773	3.5
2009	462,944	138,104	42,844	17,714	10,106	1,611	327,314	17,633	26,333	1,968	5,496	19,861	2,452	16,545	1,090,926	-21.2
2010	518,957	145,868	43,488	18,443	10,579	2,508	318,569	17,607	20,432	2,020	5,843	23,704	2,602	18,941	1,149,561	5.4
2011	535,245	126,446	40,755	20,300	10,733	1,317	320,737	19,699	28,205	4,993	10,620	33,249	3,086	29,112	1,184,497	3.0
2012	537,612	136,451	32,566	20,306	11,479	2,284	396,909	15,950	30,216	3,265	8,624	32,897	3,078	23,087	1,254,724	5.9
2013	465,055	171,763	32,937	25,150	12,263	1,374	422,811	27,489	31,911	5,440	7,788	46,337	4,590	27,884	1,282,792	2.2
2014	511,829	177,777	33,931	27,961	14,808	1,932	431,792	27,589	29,188	4,123	7,850	44,901	4,399	28,286	1,345,165	4.9
2015	530,531	202,339	28,282	28,737	14,222	1,543	447,628	32,564	24,796	3,532	8,565	44,991	4,877	28,920	1,431,598	4.2
2016	524,798	220,582	29,027	33,424	16,518	1,557	452,329	31,383	23,587	3,398	9,288	45,879	5,783	34,101	1,433,613	2.3
2017	558,371	250,131	30,711	41,669	16,394	1,406	477,257	40,848	30,436	4,966	16,040	50,901	4,273	32,696	1,556,069	8.5
2018	605,823	263,162	38,845	36,112	15,742	1,582	540,174	37,100	29,470	4,485	13,229	50,646	4,434	36,487	1,677,292	7.8

Source: Survey of tourist in transit in land borders and airports of El Salvador and the port of Acajutla, CORSATUR-SPSS SA DE CV 2016-2018



ANNEX 7

EL SALVADOR: PERCENT VARIATION FOR ANNUAL ARRIVALS BY COUNTRY OF RESIDENCE
YEARS: 1998-2018

Nationality	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Central America	104.1	16.6	9.9	-8.9	36.7	-13.7	29.0	26.1	18.9	-9.3	4.3	-24.3	9.9	-0.7	0.8	-4.3	8.4	4.9	2.8	8.6	7.0
Guatemala	95.4	25.7	11.7	4.5	32.1	-12.8	16.1	19.3	35.8	-6.0	10.1	-13.9	12.1	3.1	0.4	-13.5	10.1	3.7	1.1	6.4	8.5
Honduras	130.9	34.4	12.6	-25.0	20.4	-23.7	43.8	57.0	27.9	-25.3	12.5	-35.2	5.6	-13.3	7.9	25.9	3.5	13.8	9.0	13.4	5.2
Nicaragua	147.4	0.0	0.6	-18.3	100.8	-9.4	53.1	16.8	-25.6	-5.8	-14.9	-55.8	1.5	-6.3	-20.1	1.1	3.0	-16.7	2.7	5.8	26.5
Costa Rica	44.6	-19.3	4.9	-21.3	18.6	-2.4	29.9	17.3	-2.1	34.9	-38.2	-36.0	4.1	10.1	0.0	23.9	11.3	2.7	16.3	24.7	-13.3
Panama	52.5	-33.9	9.5	-30.7	20.2	7.4	31.5	12.8	-1.2	33.8	-10.6	-15.2	4.7	1.5	7.0	6.8	20.8	-4.0	30.2	-11.6	-3.8
Belize	260.4	-61.1	1.9	4.3	-11.8	-4.5	47.8	8.0	-12.2	9.2	-15.5	-31.2	55.6	-47.5	73.4	-39.8	40.7	-20.2	0.9	-9.7	12.6
North America	-16.5	39.6	-16.2	-9.4	25.5	5.6	45.7	4.7	-0.1	42.1	9.4	-12.2	-4.0	3.4	20.2	8.8	1.3	3.4	0.4	8.1	10.6
United States	-20.7	46.8	-16.4	-9.0	28.9	7.1	47.7	4.0	-1.8	40.7	13.0	-9.5	-2.7	0.7	23.7	6.5	2.1	3.7	1.1	5.5	13.2
Mexico	0.9	5.5	-10.4	-13.9	11.2	-5.9	33.3	8.1	-4.9	39.4	-10.5	-39.2	-0.2	11.9	-19.0	72.3	0.3	18.5	-3.9	30.2	-9.2
Canada	2.5	37.1	-23.8	-5.5	10.5	5.1	37.4	9.8	32.1	59.7	-5.3	-17.8	-22.4	38.0	7.1	5.6	-8.5	-15.0	-4.9	29.0	-3.2
South America	11.6	-7.3	-46.5	-64.5	-52.8	3,283.7	18.9	9.8	19.9	59.9	-33.9	-26.8	19.4	40.3	-1.1	40.9	-5.7	3.0	2.0	10.9	-0.5
Argentina	0.0	0.0	0.0	0.0	0.0	0.0	15.7	11.8	4.2	30.6	-26.1	-37.7	-6.4	49.0	-32.3	16.9	20.4	-7.9	8.5	69.1	-17.7
Brazil	0.0	0.0	0.0	0.0	0.0	0.0	40.8	35.9	15.6	82.7	-25.9	-16.7	15.7	15.2	-14.9	21.4	1.5	3.4	-4.8	19.2	7.2
Colombia	0.0	0.0	0.0	0.0	0.0	0.0	5.8	12.0	16.0	54.9	-26.8	-10.6	29.2	66.7	23.6	16.9	-1.9	-3.3	3.5	5.7	-4.0
Other from South America	0.0	0.0	0.0	0.0	0.0	0.0	23.5	2.0	30.4	67.1	-41.6	-35.7	22.4	35.6	-10.1	84.7	-14.2	10.9	1.4	3.1	5.2
The Caribbean	4.1	-11.5	-73.4	1,409.1	-99.8	10,325.0	59.3	2.7	21.2	93.7	-32.4	-24.5	6.1	18.6	-0.3	49.1	-4.2	10.9	18.6	-26.1	3.8
Cuba	0.0	0.0	0.0	0.0	0.0	0.0	30.6	17.1	39.10	37.77	-19.16	14.88	44.41	-32.64	2.41	85.35	-16.08	38.42	57.23	-13.43	4.1
Dominican Republic	0.0	0.0	0.0	0.0	0.0	0.0	44.5	9.4	3.1	85.0	-12.1	-34.2	-2.2	43.0	-20.1	82.3	-3.7	4.8	-5.21	-36.95	9.6
Others from The Caribbean	0.0	0.0	0.0	0.0	0.0	0.0	123.4	-16.2	51.85	140.95	-61.59	-25.94	-15.92	46.77	53.11	-20.70	10.74	0.00	35.55	-24.15	-7.2
Europe	-0.9	-2.5	-14.1	-20.0	20.8	36.9	8.1	-5.5	-6.8	43.7	-18.4	-25.3	5.7	70.1	-24.0	25.6	-7.3	0.8	8.3	21.2	4.3
Germany	-12.5	5.5	-18.7	-85.3	1,105.3	58.6	8.4	-4.5	-11.5	42.0	-27.2	-52.3	2.6	147.2	-34.6	66.6	-24.2	-14.3	-3.8	46.1	-8.7
Spain	-13.1	28.6	-15.4	0.1	8.3	-6.5	8.4	-0.4	-6.4	41.0	-28.8	-35.7	6.3	81.8	-18.8	-9.7	0.8	9.1	8.4	72.7	-17.5
France	17.7	-16.9	-6.8	3.7	-1.9	-22.1	-38.1	-51.3	5.3	175.4	-10.4	-13.7	-25.2	127.0	-25.9	54.4	-9.6	-8.1	113.5	25.3	9.9
Italy	5.8	-22.4	-14.1	-1.5	9.9	-3.2	22.6	-6.3	-13.9	35.9	-31.3	-6.9	-12.9	111.2	-30.9	-0.8	-5.6	6.5	25.4	1.4	23.0
UK	24.6	-33.1	-8.8	3.0	9.0	4.5	17.3	-16.6	-14.9	43.3	-33.0	-52.8	-26.1	-14.6	20.2	9.2	17.6	5.4	48.3	16.1	48.3
Other from Europe	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	-0.4	37.6	2.8	-54.9	30.8	8.3	-21.5	58.8	-7.5	-2.5	-2.5	-64.5	42.1
Africa	0.0	0.0	0.0	0.0	0.0	0.0	57.6	7.6	20.7	-24.4	-69.8	-47.1	89.0	200.0	75.7	-14.0	-18.8	-23.1	11.3	-1.5	42.4
Asia	25.9	-11.5	-23.9	4.2	22.7	73.6	16.0	-1.5	1.4	22.5	-25.7	-55.8	50.9	52.3	-22.1	-2.5	31.9	10.3	38.2	-3.7	-15.7
Japan	-17.9	41.6	-33.2	24.2	10.5	-22.4	9.1	-12.6	9.1	66.6	-47.9	-54.1	-2.8	279.5	-26.1	-49.7	175.7	16.3	26.8	-36.1	-35.0
Rep. Of Korea	0.0	0.0	0.0	0.0	0.0	0.0	21.4	7.9	-38.9	10.3	-51.3	-11.4	31.1	24.1	-48.4	9.2	-7.2	28.5	-3.3	197.5	-32.8
Taiwan	0.0	0.0	0.0	0.0	0.0	0.0	31.0	2.1	-19.0	13.9	-80.7	-100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	1.0	0.0
Others from Asia	0.0	0.0	-1.4	-28.6	57.4	35.7	8.0	-2.1	61.1	1.2	40.9	-61.2	85.6	0.6	-9.0	33.2	-5.6	2.1	59.0	-1.8	5.7
Oceania	0.0	0.0	0.0	0.0	0.0	0.0	62.9	15.5	-15.4	33.0	-41.5	4.7	-1.4	57.6	-12.0	-7.6	-7.0	-5.3	2.4	20.0	25.5
Others	-0.7	155.5	17.0	11.3	-4.6	-100.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0

Source: GENERAL DIRECTORATE OF MIGRATION / COSSATUR / ISTU -ARALDI- IT CORNER- SPSS SA DE CV 2016-2017-2009-2018.

ANNEX 8

EL SALVADOR: ARRIVALS OF TOURISTS PER YEAR, ACCORDING TO COUNTRY OF RESIDENCE
YEARS: 1998-2018

Nationality	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
Central America	353,018	411,769	452,409	412,116	563,230	483,788	626,573	790,251	939,814	852,660	889,531	673,324	739,843	734,296	740,698	708,541	768,259	805,634	827,665	898,652	961,266
Guatemala	163,485	205,559	229,709	239,944	316,859	276,327	320,763	382,673	519,670	488,453	537,578	462,944	518,957	535,245	537,612	465,055	511,829	530,531	624,758	558,371	605,623
Honduras	84,299	113,268	127,569	95,658	115,172	87,834	128,324	198,333	253,886	189,453	213,075	138,104	145,868	126,446	136,451	171,783	177,777	202,330	220,882	250,131	263,162
Nicaragua	60,735	60,727	61,087	49,903	100,198	90,779	138,976	162,377	120,871	113,883	96,956	42,844	43,488	40,756	32,566	32,937	33,931	28,282	29,027	30,711	38,945
Costa Rica	28,904	23,257	24,391	19,205	22,794	22,248	28,508	33,905	33,188	44,782	27,668	17,714	18,443	20,300	20,306	25,150	27,981	28,737	33,424	41,669	36,112
Panama	10,498	6,938	7,595	5,262	6,323	6,791	8,928	10,074	9,952	13,319	11,912	10,106	10,579	10,233	11,479	12,283	14,808	14,222	18,518	18,364	15,742
Belize	5,197	2,020	2,058	2,147	1,894	1,809	2,674	2,889	2,537	2,270	2,342	1,611	2,508	1,317	2,284	1,374	1,932	1,543	1,557	1,406	1,582
North America	127,032	177,343	148,572	134,635	169,011	178,503	260,077	272,304	272,017	386,543	422,907	371,280	356,608	386,641	443,075	482,211	488,547	505,078	507,299	548,541	606,745
United States	97,838	143,614	120,049	109,273	140,878	150,910	222,853	231,806	227,576	320,298	361,858	327,314	318,569	320,737	396,909	422,811	431,792	447,628	452,329	477,257	540,174
Mexico	19,912	21,007	18,832	16,207	18,021	16,982	22,617	24,466	23,255	32,418	28,959	17,633	17,607	16,699	15,950	27,489	27,567	32,654	31,383	40,848	37,100
Canada	9,282	12,722	9,691	9,155	10,112	10,631	14,807	16,042	21,186	33,827	32,050	28,333	20,432	28,205	30,216	31,911	29,188	24,796	23,587	30,436	29,470
South America	16,471	5,412	2,897	1,928	485	16,411	19,505	21,415	25,666	41,644	27,137	19,861	23,704	33,249	32,897	46,337	43,701	44,991	45,979	50,901	50,846
Argentina	0	0	0	0	0	3,298	3,817	4,269	4,448	5,807	4,291	2,673	2,501	3,727	2,524	2,950	3,552	3,271	3,548	5,999	4,940
Brazil	0	0	0	0	0	1,448	2,039	2,771	3,202	5,849	4,337	3,613	4,180	4,816	4,099	4,974	5,049	5,221	4,973	5,926	6,354
Colombia	0	0	0	0	0	4,276	4,522	5,065	5,976	9,103	6,661	5,957	7,698	12,052	14,913	17,428	17,104	16,540	17,123	18,106	17,390
Other from South America	0	0	0	0	0	7,389	9,127	9,310	12,140	20,285	11,848	7,618	9,325	12,644	11,361	20,985	17,995	19,959	20,234	20,870	21,861
The Caribbean	1,639	1,520	405	6,112	12	1,251	1,993	2,046	2,480	4,804	3,249	2,452	3,066	3,078	4,580	4,399	4,877	5,783	4,273	4,434	4,434
Cuba	0	0	0	0	0	219	286	335	466	642	519	566	861	580	594	1,101	924	1,279	2,011	1,741	1,812
Dominican Republic	0	0	0	0	0	758	1,095	1,188	1,236	2,285	2,009	1,321	1,292	1,847	1,475	2,689	2,569	2,712	2,571	1,621	1,777
Others from The Caribbean	0	0	0	0	0	274	612	513	779	1,877	721	534	449	659	1,009	886	886	886	1,201	911	845
Europe	26,931	25,730	22,110	17,684	21,365	29,241	31,617	29,871	27,853	40,020	32,656	18,842	19,919	33,891	25,744	32,344	29,982	30,223	32,723	39,652	41,661
Germany	5,615	5,922	4,815	228	2,748	4,359	4,725	4,511	3,993	5,671	4,128	1,968	2,020	4,993	3,265	5,440	4,123	3,532	3,398	4,866	4,885
Spain	7,831	9,810	8,298	8,308	8,996	8,414	9,124	9,091	8,512	12,033	8,543	5,468	8,843	10,820	8,624	7,788	7,860	8,565	9,288	16,040	13,229
France	4,288	3,565	3,324	3,448	3,382	2,635	1,632	704	836	2,302	2,063	1,780	1,332	3,023	2,239	3,456	3,125	2,873	6,132	4,860	5,035
Italy	4,741	3,679	3,160	3,112	3,419	3,308	4,056	3,800	3,273	4,448	3,054	2,943	2,475	5,228	3,611	3,592	3,380	3,600	4,514	3,955	4,866
UK	4,116	2,754	2,513	2,888	2,820	2,948	3,184	2,685	2,267	2,176	1,027	759	1,919	1,539	1,639	1,970	2,151	2,531	2,667	2,386	2,770
Other from Europe	0	0	0	0	0	7,577	8,868	9,010	8,972	12,347	12,692	5,728	7,408	8,108	6,366	10,108	9,353	9,122	6,722	7,726	10,975
Africa	0	0	0	0	0	368	580	624	753	569	172	91	516	906	779	633	487	542	534	542	760
Asia	4,681	4,145	3,154	3,288	4,034	7,004	8,124	8,002	8,117	9,944	7,390	3,265	4,927	7,504	5,848	5,699	7,514	8,292	11,459	11,039	8,973
Japan	2,072	2,934	1,980	2,436	2,691	2,088	2,277	1,989	2,170	3,615	1,882	663	839	3,184	2,354	1,183	3,262	3,795	4,813	3,074	1,984
Rep. Of Korea	0	0	0	0	0	1,792	2,175	2,346	1,434	1,682	771	863	896	1,112	574	627	582	748	723	2,151	1,445
Taiwan	0	0	0	0	0	1,301	1,704	1,740	1,409	1,605	309	0	2	0	0	0	0	0	0	0	0
Others from Asia	2,609	1,211	1,194	853	1,343	1,823	1,968	1,927	3,104	3,442	4,428	1,718	3,190	3,208	2,920	3,889	3,670	3,749	5,923	5,815	6,144
Oceania	0	0	0	0	0	1,397	2,276	2,628	2,224	2,959	1,730	1,811	1,786	2,814	2,477	2,290	2,130	2,016	2,064	2,476	3,106
Others	12,631	32,272	37,768	42,025	40,106	0	0	0	0	0	1	0	0	0	0	0	0	0	0	0	0
TOTAL	541,963	658,191	667,315	616,888	798,243	719,963	950,745	1,127,141	1,278,924	1,338,643	1,384,773	1,090,926	1,148,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	1,433,613	1,586,069	1,677,292

Source: GENERAL DIRECTORATE OF MIGRATION / CORSATUR / ISU -ARALDI- IT' CORNER- SPSS SA DE CV 2016-2017 -2009-2018.

ANNEX 10

EL SALVADOR: COMPARATIVE CHART OF MONTHLY ARRIVAL OF TOURISTS, EXCURSIONISTS AND VISITORS YEARS: 2017-2018

MONTH	EXCURSIONISTS				TOURISTS				VISITORS		ABSOLUTE VARIATION 2018-2017	RELATIVE VARIATION 2018-2017
	2017	2018	ABSOLUTE VARIATION	RELATIVE VARIATION	2017	2018	ABSOLUTE VARIATION	RELATIVE VARIATION	2017	2018		
JAN	54,463	55,249	786	1.4%	108,164	123,022	14,858	13.7%	162,627	178,271	15,644	9.6%
FEB	52,465	58,417	5,952	11.3%	109,890	103,206	-6,684	-6.1%	162,355	161,623	-732	-0.5%
MARCH	51,418	61,732	10,314	20.1%	110,855	113,600	2,745	2.5%	162,272	175,332	13,059	8.0%
APRIL	39,439	52,333	12,894	32.7%	107,436	127,686	20,251	18.8%	146,875	180,019	33,144	22.6%
MAY	49,683	58,196	8,513	17.1%	116,025	114,145	-1,880	-1.6%	165,708	172,341	6,633	4.0%
JUNE	55,253	60,021	4,768	8.6%	125,576	136,134	10,558	8.4%	180,830	196,155	15,326	8.5%
JULY	53,409	57,259	3,850	7.2%	131,609	147,254	15,645	11.9%	185,018	204,514	19,495	10.5%
AUG	32,674	44,540	11,866	36.3%	133,887	147,862	13,975	10.4%	166,561	192,402	25,841	15.5%
SEP	41,934	48,206	6,272	15.0%	92,860	103,207	10,347	11.1%	134,793	151,413	16,619	12.3%
OCT	58,148	66,048	7,901	13.6%	102,923	112,862	9,939	9.7%	161,071	178,910	17,839	11.1%
NOV	57,459	62,152	4,692	8.2%	127,724	135,654	7,931	6.2%	185,183	197,806	12,623	6.8%
DEC	71,695	66,396	-5,299	-7.4%	166,665	191,436	24,771	14.9%	238,360	257,832	19,472	8.2%
TOTAL	618,040	690,550	72,509	11.7%	1,433,613	1,556,069	122,455	8.5%	2,051,653	2,246,618	194,965	9.5%

Source: SURVEY OF TOURIST IN TRANSIT IN LAND BORDERS AND AIRPORTS. CORSATUR SPSS SA DE CV and data by air MIGRATION

ANNEX 11

EL SALVADOR: ARRIVAL ACCORDING TO USED ROUTE AND POINT OF ENTRY. YEARS: 1996-2018

MEANS OF TRAVEL CHOSEN	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018
TOTAL	282,835	387,052	541,863	658,191	667,315	616,888	798,243	719,963	950,745	1,127,141	1,278,924	1,338,543	1,384,773	1,090,926	1,149,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,598	1,433,613	1,556,069	1,677,292
BY PLANE																							
SUB TOTAL	163,739	206,216	189,257	229,967	233,627	223,910	252,689	261,889	449,149	499,054	482,527	526,722	489,625	429,946	426,171	469,591	541,121	589,113	591,268	598,805	615,844	642,476	727,385
EL SALVADOR	161,192	204,055	187,261	227,714	231,269	220,496	248,081	258,191	445,434	495,218	478,917	522,911	488,136	429,946	426,171	469,591	541,121	589,113	591,268	598,805	609,934	633,388	719,997
ILOPANGO	2,547	2,161	1,996	2,253	2,356	3,414	4,608	3,698	3,715	3,836	3,610	3,811	1,489	0	0	0	0	0	0	0	5,910	9,086	7,386
BY LAND																							
SUB TOTAL	118,854	180,666	352,230	428,271	433,744	392,978	545,554	458,074	501,596	628,087	789,870	812,142	895,148	660,980	723,390	714,906	713,603	693,679	753,897	802,793	817,769	913,333	948,907
LAS CERRANIAS	33,738	47,671	57,894	64,923	58,037	98,116	144,914	136,265	107,824	133,458	178,725	264,074	228,817	187,536	243,267	248,459	253,703	177,844	221,564	248,391	238,119	288,301	337,168
SAN CRISTOBAL	18,936	27,032	40,433	82,213	89,633	75,233	74,192	52,820	68,743	93,844	114,723	61,003	74,374	34,508	28,528	33,276	27,983	48,248	60,431	55,538	68,122	68,209	63,717
LA HOCHOLURA	26,604	29,032	58,006	76,648	74,487	62,570	90,122	76,016	89,504	81,385	134,476	132,032	222,943	240,192	241,860	242,666	240,940	232,198	220,474	230,144	232,095	231,461	208,570
ANGUATÚ	3,773	9,856	33,657	34,756	31,677	27,083	35,590	33,402	36,491	43,044	55,512	34,035	39,754	24,467	25,227	27,717	26,554	35,241	38,223	32,735	27,085	68,018	57,868
EL AMATILLO	19,868	38,886	109,459	111,145	132,184	80,942	140,106	107,345	144,771	192,215	214,410	253,781	254,829	134,128	149,801	129,128	111,891	127,146	138,050	140,508	168,094	173,970	202,363
EL POY	9,981	18,016	49,814	53,586	42,726	45,196	55,769	51,172	53,237	83,298	96,848	66,175	72,162	40,150	34,707	33,660	52,452	73,001	77,155	95,477	85,255	85,275	80,222
EL CODO	5,954	10,173	2,965	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**
LA VIRGEN	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**	**
BY SEA																							
SUB TOTAL	242	170	376	4,953	4,944	5,848	4,861	1,054	1,226	945	1,693	721	3,269	0	0	0	0	0	0	0	0	260	0
ACAJUJTLA	0	0	0	3,797	3,089	4,094	3,409	75	184	3	95	5	2,725	0	0	0	0	0	0	0	0	260	0
LA UNION	242	170	376	1,156	1,855	525	770	361	603	485	273	216	186	0	0	0	0	0	0	0	0	0	0
PUERTO BARILLAS	0	0	0	0	0	461	431	347	296	303	279	250	287	0	0	0	0	0	0	0	0	0	0
PUNTA GORDA	0	0	0	0	0	768	159	221	80	12	931	155	94	0	0	0	0	0	0	0	0	0	0
BAHIA DEL SOL	0	0	0	0	0	92	59	93	142	115	95	17	0	0	0	0	0	0	0	0	0	0	0
CRUCEROS 1/							888	1,144	1,131	416	1,211	1,450	1,155	0	2,365	690	1,858	1,733	2,424	886	1,102	7,209	2,917

Fuente: Encuesta de movimientos turísticos en fronteras terrestres y aeropuertos de El Salvador y puerto de Acajutla. CORSATUR-SPSS SA DE CV 2016-2018



ANNEX 12

EL SALVADOR: MONTHLY ARRIVALS ACCORDING TO THE MEANS OF TRAVEL.
JANUARY - DECEMBER 2018

MEANS OF TRAVEL CHOSEN	JAN	FEB	MARCH	APRIL	MAY	JUNE	JULY	AUG	SEP	OCT	NOV	DEC	TOTAL	% de Participation
TOTAL	126,296	115,887	142,858	124,410	121,473	152,962	166,758	172,832	114,747	118,054	143,144	177,872	1,677,292	100.00
BY PLANE														
SUB TOTAL	54,363	53,645	60,221	49,925	52,160	66,540	73,659	59,756	45,992	55,038	67,285	88,801	727,385	41.29
EL SALVADOR	53,410	52,784	59,331	49,359	51,479	65,993	73,013	59,199	45,499	54,586	66,837	88,507	719,997	40.70
ILOPANGO	953	861	890	566	681	547	646	557	493	452	448	294	7,388	0.58
BY LAND														
SUB TOTAL	71,933	62,242	82,637	74,485	69,313	86,422	93,099	113,076	68,755	63,016	75,859	89,071	949,907	58.69
LAS CHINAMAS	22,879	22,704	28,221	24,235	25,719	35,159	34,833	49,968	23,276	13,695	26,368	30,110	337,168	18.53
SAN CRISTOBAL	2,512	4,101	10,385	5,073	2,889	3,273	8,706	2,701	3,291	7,342	8,886	4,558	63,717	4.26
LA HACHADURA	29,288	11,971	15,914	13,539	15,779	18,364	9,256	20,873	17,402	15,839	17,959	22,386	208,570	14.87
ANGUIATU	3,253	3,232	2,828	4,065	2,681	4,630	3,218	4,226	19,368	2,228	3,150	4,989	57,868	3.83
EL AMATILLO	9,872	15,053	15,684	21,179	18,858	18,040	24,575	24,826	2,612	16,447	13,387	21,830	202,363	11.57
EL POY	4,129	5,180	9,604	6,394	3,387	6,957	12,511	10,482	2,804	7,465	6,110	5,198	80,222	5.63
BY SEA														
SUB TOTAL	0													0.02
ACAJUTLA														0.02
PUERTO BARILLAS														0 0.00
LA UNION														0 0.00
PUNTA GORDA														0 0.00
BAHIA DEL SOL														0 0.00

Source: Survey of counts of tourist in transit in land borders and airports -CORSATUR, ARALDI, IT CORNER, SPSS SA DE CV and data by air migration 2007-2018

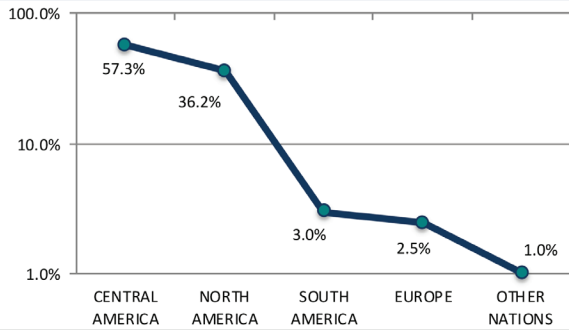
ANNEX 13

EL SALVADOR: INTERNATIONAL ARRIVALS BY REGION YEAR: 2018

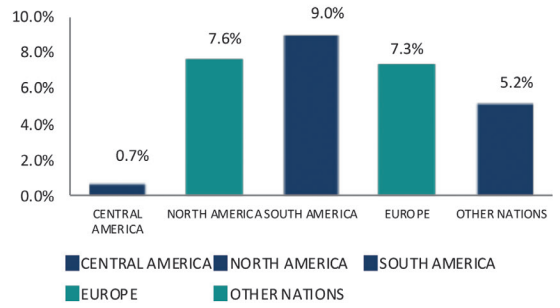
REGIONS	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	% de variation	Market Share %	Average annual growth rate
														2017-2018	2018	2006-2018 (%)
CENTRAL AMERICA	939,815	852,660	889,531	673,324	739,843	734,796	740,698	708,541	768,259	805,634	827,865	898,652	961,266	7.0%	57.3%	0.7%
NORTH AMERICA	272,017	386,543	422,907	371,280	356,608	368,641	443,075	482,211	488,547	505,078	507,299	548,541	606,745	10.6%	36.2%	7.6%
SOUTH AMERICA	25,666	41,044	27,137	19,861	23,704	33,249	32,897	46,337	43,701	44,991	45,879	50,901	50,646	-0.5%	3.0%	9.0%
EUROPE	27,853	40,020	32,656	18,842	19,919	33,891	25,744	32,344	29,982	30,223	32,723	39,652	41,361	4.3%	2.5%	7.3%
OTHER NATIONS	13,573	18,276	12,542	7,619	9,487	13,920	12,310	13,358	14,676	15,672	19,848	18,323	17,275	-5.7%	1.0%	5.2%
TOTAL	1,278,924	1,338,543	1,384,773	1,090,926	1,149,561	1,184,497	1,254,724	1,282,792	1,345,165	1,401,998	1,433,613	1,556,069	1,677,292	7.8%	100.0%	2.6%

SALVADORAN TOURISM CORPORATION - CORSATUR - MIGRATION DEPARTMENT, 2006, CORSATUR, ARALDI, IT. CORNER, SPSS, S.A. DE C.V., 2007 - 2018.

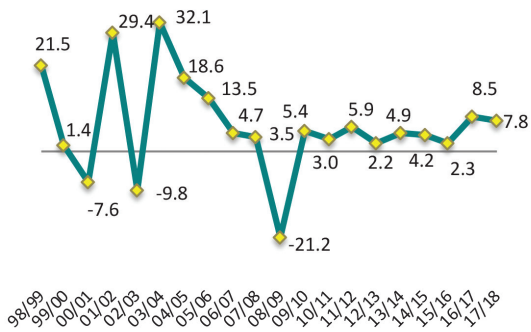
MARKET SHARE FOR INBOUND TOURISM BY REGIONS YEAR 2018



RATE OF THE ANNUAL AVERAGE GROWTH 2006 - 2018 (%)

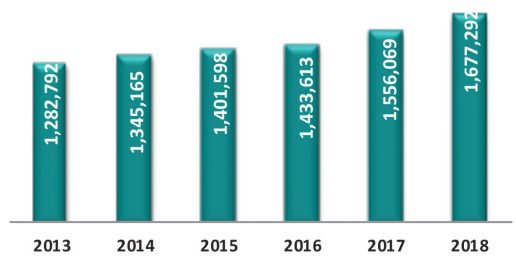


ARRIVAL OF TOURISTS. ANNUAL PERCENTAGE GROWTH. YEARS: 1998 - 2018



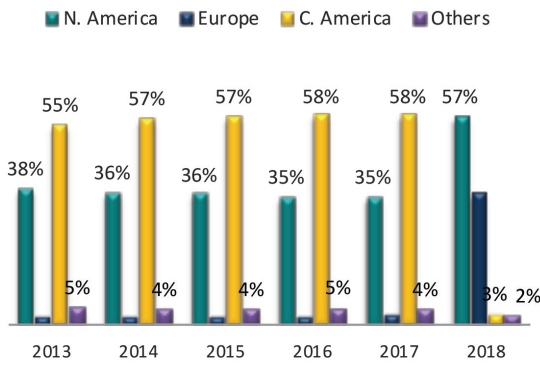
COMPARATIVE CHART OF ARRIVALS YEARS: 2013 - 2018

Tourists

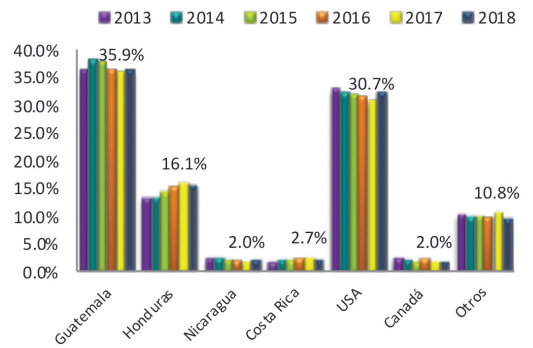




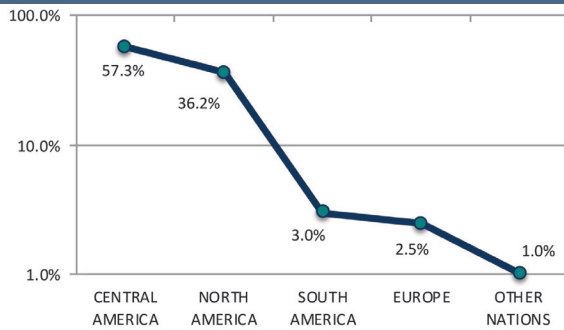
PERCENTUAL ARRIVALS BY REGION
YEARS: 2013 - 2018



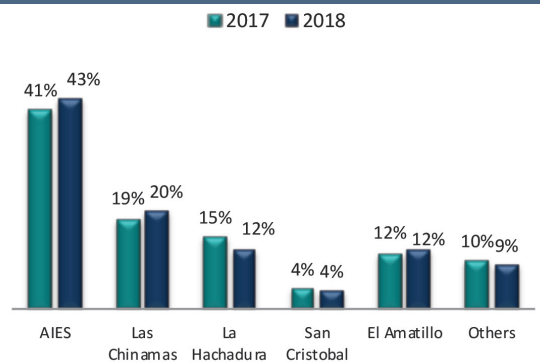
PERCENTUAL ARRIVALS BY COUNTRIES
YEARS: 2013 - 2018



PERCENTAGE ARRIVALS BY MEANS OF TRAVEL
YEAR: 2016-2018



PERCENTUAL ARRIVAL BY BORDERS
YEARS: 2016-2018



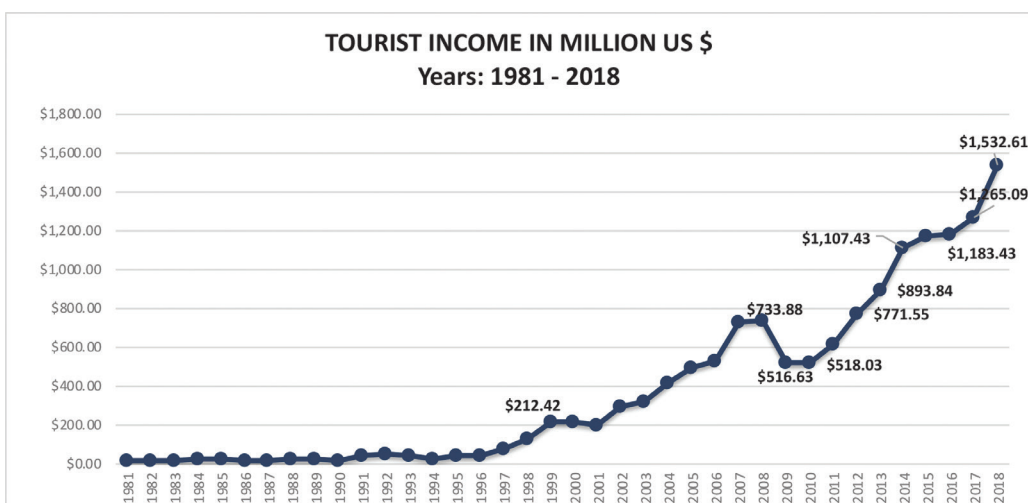
ANNEX 14

EL SALVADOR: HISTORICAL SERIES OF TOURISM INCOME
(Expenditure made by international visitors during trips to El Salvador)

Millions of US\$
Years: 1981 - 2018

YEAR	Millions US\$	YEAR	Millions US\$	YEAR	Millions US\$
1981	14.12	1994	28.83	2007	725.89
1982	16.56	1995	40.90	2008	733.88
1983	19.40	1996	44.10	2009	516.63
1984	22.72	1997	75.56	2010	518.03
1985	26.60	1998	126.65	2011	615.15
1986	15.60	1999	212.42	2012	771.55
1987	18.30	2000	215.71	2013	893.84
1988	21.42	2001	199.41	2014	1107.43
1989	25.10	2002	289.92	2015	1169.45
1990	18.40	2003	316.83	2016	1183.43
1991	39.85	2004	415.32	2017	1265.09
1992	49.10	2005	492.24	2018	1532.61
1993	40.79	2006	527.55		

Source: CORSATUR, MIGRATION/ ISTU 1981-2006 - SURVEY OF THE PROFILE AND EXPENDITURE OF THE INTERNATIONAL VISITOR. CORSATUR, ARALDI, IT CORNER, SPSS SA DE CV 2007-2018.





ANNEX 15

EL SALVADOR: INCOME FROM TOURISM (US \$ Millions) YEARS: 2009-2010

MONTH	EXCURSIONISTS			TOURISTS			GRAND TOTAL 2009	GRAND TOTAL 2010	ABSOLUTE VARIATION 2010/2009	RELATIVE VARIATION 2010/2009		
	2009	2010	ABSOLUTE VARIATION	RELATIVE VARIATION	2009	2010					ABSOLUTE VARIATION	RELATIVE VARIATION
1st Quarter	\$3,538,026	\$3,782,757	\$244,731	6.9%	\$113,742,378	\$113,042,871	-\$699,507	-0.6%	\$117,280,404	\$116,825,628	-\$454,776	-0.4%
2nd Quarter	\$3,035,816	\$4,441,961	\$1,405,145	46.3%	\$114,756,287	\$130,522,724	\$15,766,437	13.7%	\$117,793,103	\$134,964,685	\$17,171,582	14.6%
3rd Quarter	\$2,941,912	\$4,605,904	\$1,663,992	56.6%	\$138,244,875	\$123,004,842	-\$15,240,033	-11.0%	\$141,186,787	\$127,610,746	-\$13,576,041	-9.6%
4th Quarter	\$3,590,198	\$5,795,455	\$2,205,257	61.4%	\$136,782,010	\$132,838,328	-\$3,943,682	-2.9%	\$140,372,208	\$138,633,783	-\$1,738,425	-1.2%
TOTAL	\$13,106,952	\$18,626,077	\$5,519,125	42.1%	\$503,525,550	\$499,408,765	-\$4,116,785	-0.8%	\$516,632,502	\$518,034,842	\$1,402,340	0.3%

FUENTE: ENCUESTA DEL PERFIL Y GASTO DEL VISITANTE INTERNACIONAL -CORSAATUR, ARALDI, IT CORNER, SPSS SA DE CV 2007-2017

EL SALVADOR: INCOME FROM TOURISM (US \$ Millions) YEARS: 2010-2011

MONTH	EXCURSIONISTS			TOURISTS			GRAND TOTAL 2010	GRAND TOTAL 2011	ABSOLUTE VARIATION 2011/2010	RELATIVE VARIATION 2011/2010		
	2010	2011	ABSOLUTE VARIATION	RELATIVE VARIATION	2010	2011					ABSOLUTE VARIATION	RELATIVE VARIATION
1st Quarter	\$3,782,757	\$4,611,102	\$828,345	21.9%	\$113,042,871	\$4,611,102	-\$108,431,769	-95.9%	\$116,825,628	\$137,275,113	\$20,449,485	17.5%
2nd Quarter	\$4,441,961	\$4,345,515	-\$96,446	-2.2%	\$130,522,724	\$4,345,515	-\$126,177,209	-96.7%	\$134,964,685	\$129,379,980	-\$5,584,705	-4.1%
3rd Quarter	\$4,605,904	\$5,147,639	\$541,735	11.8%	\$123,004,842	\$5,147,639	-\$117,857,203	-95.8%	\$127,610,746	\$179,928,832	\$52,318,086	41.0%
4th Quarter	\$5,795,455	\$3,888,305	-\$1,907,150	-32.9%	\$132,838,328	\$3,888,305	-\$128,950,023	-97.1%	\$138,633,783	\$168,567,535	\$29,933,752	21.6%
TOTAL	\$18,626,077	\$17,992,561	-\$633,516	-3.4%	\$499,408,765	\$17,992,561	-\$481,416,204	-96.4%	\$518,034,842	\$35,985,122	-\$482,049,720	-93.1%

FUENTE: ENCUESTA DEL PERFIL Y GASTO DEL VISITANTE INTERNACIONAL -CORSAATUR, ARALDI, IT CORNER, SPSS SA DE CV 2007-2017

EL SALVADOR: INCOME FROM TOURISM (US \$ Millions) YEARS: 2011-2012

MONTH	EXCURSIONISTS			TOURISTS			GRAND TOTAL 2011	GRAND TOTAL 2012	ABSOLUTE VARIATION 2012/2011	RELATIVE VARIATION 2012/2011		
	2011	2012	ABSOLUTE VARIATION	RELATIVE VARIATION	2011	2012					ABSOLUTE VARIATION	RELATIVE VARIATION
1st Quarter	\$4,611,102	\$6,174,309	\$1,563,207	33.9%	\$132,664,011	\$174,252,837	\$41,588,826	31.3%	\$137,275,113	\$180,427,146	\$43,152,033	31.4%
2nd Quarter	\$4,345,515	\$4,603,518	\$258,003	5.9%	\$125,034,465	\$176,683,749	\$51,649,284	41.3%	\$129,379,980	\$181,287,267	\$51,907,287	40.1%
3rd Quarter	\$5,147,639	\$4,199,044	-\$948,595	-18.4%	\$174,781,193	\$161,134,322	\$6,353,129	3.6%	\$179,928,832	\$185,333,366	\$5,404,534	3.0%
4th Quarter	\$3,888,305	\$5,013,092	\$1,124,787	28.9%	\$164,679,230	\$219,489,829	\$54,810,599	33.3%	\$168,567,535	\$224,502,921	\$55,935,386	33.2%
TOTAL	\$17,992,561	\$19,989,963	\$1,997,402	11.1%	\$597,158,889	\$751,560,737	\$154,401,838	25.9%	\$615,151,460	\$771,550,699	\$156,399,240	25.4%

FUENTE: ENCUESTA DEL PERFIL Y GASTO DEL VISITANTE INTERNACIONAL -CORSAATUR, ARALDI, IT CORNER, SPSS SA DE CV 2007-2017

EL SALVADOR: INCOME FROM TOURISM (US \$ Millions) YEARS: 2012-2013

MONTH	EXCURSIONISTS			TOURISTS			GRAND TOTAL 2012	GRAND TOTAL 2013	ABSOLUTE VARIATION 2013/2012	RELATIVE VARIATION 2013/2012
	2012	2013	ABSOLUTE VARIATION	2012	2013	ABSOLUTE VARIATION				
1st Quarter	\$6,174,309	\$6,649,943	\$475,634	\$174,292,837	\$195,899,787	\$21,606,950	\$180,427,146	\$202,509,730	\$22,082,584	12.2%
2nd Quarter	\$4,603,518	\$4,970,186	\$366,668	\$176,683,749	\$178,593,869	\$1,910,120	\$181,287,267	\$183,564,055	\$2,276,788	1.3%
3rd Quarter	\$4,199,044	\$5,660,048	\$1,461,004	\$181,134,322	\$214,153,876	\$33,019,554	\$185,333,366	\$219,813,924	\$34,480,558	18.6%
4th Quarter	\$5,013,092	\$8,986,339	\$3,973,247	\$219,489,829	\$278,964,454	\$59,474,625	\$224,502,921	\$287,950,793	\$63,447,872	28.3%
TOTAL	\$19,989,963	\$26,286,516	\$6,276,553	\$751,560,737	\$867,571,986	\$116,011,249	\$771,550,699	\$893,838,502	\$122,287,802	15.8%

FUENTE: ENCUESTA DEL PERFIL Y GASTO DEL VISITANTE INTERNACIONAL -CORSAATUR, ARALDI, IT CORNER, SPSS SA DE CV 2007-2017

EL SALVADOR: INCOME FROM TOURISM (US \$ Millions) YEARS: 2013-2014

MONTH	EXCURSIONISTS			TOURISTS			GRAND TOTAL 2013	GRAND TOTAL 2014	ABSOLUTE VARIATION 2014/2013	RELATIVE VARIATION 2014/2013
	2013	2014	ABSOLUTE VARIATION	2013	2014	ABSOLUTE VARIATION				
1st Quarter	\$6,649,943	\$7,011,232	\$361,289	\$195,859,787	\$259,087,319	\$63,227,532	\$202,509,730	\$266,098,551	\$63,588,821	31.4%
2nd Quarter	\$4,970,186	\$8,698,019	\$3,727,833	\$178,593,869	\$251,439,450	\$72,845,581	\$183,564,055	\$260,137,469	\$76,573,414	41.7%
3rd Quarter	\$5,660,048	\$5,888,763	\$223,714	\$214,153,876	\$273,019,855	\$58,865,979	\$219,813,924	\$278,903,617	\$59,089,693	26.9%
4th Quarter	\$8,986,339	\$12,355,593	\$3,369,254	\$278,964,454	\$289,939,207	\$10,974,754	\$287,950,793	\$302,294,801	\$14,344,008	5.0%
TOTAL	\$26,286,516	\$33,948,607	\$7,662,091	\$867,571,986	\$1,073,485,831	\$205,913,845	\$893,838,502	\$1,107,434,438	\$213,595,936	23.9%

FUENTE: ENCUESTA DEL PERFIL Y GASTO DEL VISITANTE INTERNACIONAL -CORSAATUR, ARALDI, IT CORNER, SPSS SA DE CV 2007-2017

EL SALVADOR: INCOME FROM TOURISM (US \$ Millions) YEARS: 2014-2015

MONTH	EXCURSIONISTS			TOURISTS			GRAND TOTAL 2014	GRAND TOTAL 2015	ABSOLUTE VARIATION 2015/2014	RELATIVE VARIATION 2015/2014
	2014	2015	ABSOLUTE VARIATION	2014	2015	ABSOLUTE VARIATION				
1st Quarter	\$7,011,232	\$12,074,466	\$5,063,233	\$259,087,319	\$263,945,379	\$4,858,060	\$266,098,551	\$276,019,844	\$9,921,293	3.7%
2nd Quarter	\$8,698,019	\$13,358,917	\$4,660,898	\$251,439,450	\$262,555,884	\$11,116,434	\$260,137,469	\$275,914,801	\$15,777,332	6.1%
3rd Quarter	\$6,888,763	\$9,896,073	\$3,007,311	\$273,019,855	\$295,913,133	\$22,893,278	\$278,903,617	\$305,749,206	\$26,845,589	9.6%
4th Quarter	\$12,355,593	\$12,850,774	\$495,181	\$289,939,207	\$298,919,702	\$8,980,495	\$302,294,801	\$311,770,476	\$9,475,676	3.1%
TOTAL	\$33,948,607	\$48,120,230	\$14,171,623	\$1,073,485,831	\$1,121,334,098	\$47,848,267	\$1,107,434,438	\$1,169,454,328	\$62,019,890	5.6%

FUENTE: ENCUESTA DEL PERFIL Y GASTO DEL VISITANTE INTERNACIONAL -CORSAATUR, ARALDI, IT CORNER, SPSS SA DE CV 2007-2017



EL SALVADOR: INCOME FROM TOURISM (US \$ Millions) YEARS: 2015-2016

MONTH	EXCURSIONISTS			TOURISTS			GRAND TOTAL 2015	GRAND TOTAL 2016	ABSOLUTE VARIATION 2016/2015	RELATIVE VARIATION 2016/2015		
	2015	2016	ABSOLUTE VARIATION	RELATIVE VARIATION	2015	2016					ABSOLUTE VARIATION	RELATIVE VARIATION
1st Quarter	\$12,074,466	\$11,645,987	-\$428,478	-3.5%	\$263,945,379	\$269,700,142	\$5,754,764	2.2%	\$276,019,844	\$281,346,130	\$5,326,286	1.9%
2nd Quarter	\$13,358,917	\$11,797,804	-\$1,561,013	-11.7%	\$262,555,884	\$261,693,837	-\$862,048	-0.3%	\$275,914,801	\$273,491,741	-\$2,423,060	-0.9%
3rd Quarter	\$9,836,073	\$8,837,163	-\$998,910	-10.2%	\$295,913,133	\$289,123,099	-\$6,790,034	-2.3%	\$305,749,206	\$297,960,282	-\$7,788,944	-2.5%
4th Quarter	\$12,850,774	\$14,158,469	\$1,307,695	10.2%	\$298,919,702	\$316,477,574	\$17,557,872	5.9%	\$311,770,476	\$330,636,043	\$18,865,567	6.1%
TOTAL	\$48,120,230	\$46,439,824	-\$1,680,706	-3.5%	\$1,121,334,098	\$1,136,994,652	\$15,660,554	1.4%	\$1,169,454,328	\$1,183,434,176	\$13,979,848	1.2%

FUENTE: ENCUESTA DEL PERFIL Y GASTO DEL VISITANTE INTERNACIONAL -CORSATUR, ARALDI IT CORNER, SPSS SA DE CV 2007-2017

EL SALVADOR: INCOME FROM TOURISM (US \$ Millions) YEARS: 2016-2017

MONTH	EXCURSIONISTS			TOURISTS			GRAND TOTAL 2016	GRAND TOTAL 2017	ABSOLUTE VARIATION 2017/2016	RELATIVE VARIATION 2017/2016		
	2016	2017	ABSOLUTE VARIATION	RELATIVE VARIATION	2016	2017					ABSOLUTE VARIATION	RELATIVE VARIATION
1st Quarter	\$11,645,987	\$13,218,987	\$1,572,999	13.5%	\$269,700,142	\$266,888,566	-\$2,811,587	-1.0%	\$281,346,130	\$280,107,542	-\$1,238,588	-0.4%
2nd Quarter	\$11,797,904	\$17,155,732	\$5,357,828	45.4%	\$261,693,837	\$282,515,766	\$20,821,929	8.0%	\$273,491,741	\$299,671,497	\$26,179,757	9.6%
3rd Quarter	\$8,837,163	\$8,248,008	-\$589,156	-6.7%	\$289,123,099	\$311,199,391	\$22,076,292	7.6%	\$297,960,282	\$319,447,398	\$21,487,136	7.2%
4th Quarter	\$14,158,469	\$16,631,332	\$2,472,863	17.5%	\$316,477,574	\$349,232,702	\$32,755,128	10.3%	\$330,636,043	\$365,864,034	\$35,227,991	10.7%
TOTAL	\$46,439,824	\$55,254,058	\$8,814,534	19.0%	\$1,136,994,652	\$1,209,836,414	\$72,841,762	6.4%	\$1,183,434,176	\$1,265,090,472	\$81,656,296	6.9%

FUENTE: ENCUESTA DEL PERFIL Y GASTO DEL VISITANTE INTERNACIONAL -CORSATUR, SPSS SA DE CV 2007-2017

EL SALVADOR: INCOME FROM TOURISM (US \$ Millions) YEARS: 2017-2018

MONTH	EXCURSIONISTS			TOURISTS			GRAND TOTAL 2017	GRAND TOTAL 2018	ABSOLUTE VARIATION 2018/2017	RELATIVE VARIATION 2018/2017		
	2017	2018	ABSOLUTE VARIATION	RELATIVE VARIATION	2017	2018					ABSOLUTE VARIATION	RELATIVE VARIATION
1st Quarter	\$13,218,987	\$18,728,478	\$5,509,492	41.7%	\$266,888,566	\$355,157,465	\$88,268,910	33.1%	\$280,107,542	\$373,895,943	\$93,778,401	33.5%
2nd Quarter	\$17,155,732	\$26,117,241	\$8,961,509	52.2%	\$282,515,766	\$319,897,381	\$37,381,616	13.2%	\$299,671,497	\$346,014,823	\$46,343,325	15.5%
3rd Quarter	\$8,248,008	\$11,511,659	\$3,263,651	39.6%	\$311,199,391	\$344,746,817	\$33,547,426	10.8%	\$319,447,398	\$356,288,476	\$36,811,077	11.5%
4th Quarter	\$16,631,332	\$15,508,579	-\$1,122,753	-6.8%	\$349,232,702	\$440,945,246	\$91,712,544	26.3%	\$365,864,034	\$456,453,825	\$90,589,791	24.8%
TOTAL	\$55,254,058	\$71,865,957	\$16,611,899	30.1%	\$1,209,836,414	\$1,480,748,910	\$250,910,496	20.7%	\$1,265,090,472	\$1,632,812,867	\$367,622,395	21.1%

FUENTE: ENCUESTA DEL PERFIL Y GASTO DEL VISITANTE INTERNACIONAL -CORSATUR, SPSS SA DE CV 2007-2017

ANNEX 16

DEPARTURE OF OUTBOUND TOURIST TRAVELING ABROAD BT MEANS OF TRAVEL, BY ROAD AND BY AIR. 2009-2018

TOURIST	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	VARIACION ABSOLUTA 17/16	VARIACION RELATIVA 18/17
San Cristobal	14,581	13,474	19,776	14,327	70,323	59,874	45,801	83,770	61,341	60,288	-1,052	-1.7%
La Hachadura	53,132	53,240	34,578	51,029	90,213	117,731	142,337	143,844	134,894	144,822	9,928	7.4%
Las Chinamas	176,327	190,268	211,751	241,122	181,793	143,262	148,756	143,485	230,884	271,511	40,627	17.6%
Anguiatu	27,941	16,802	30,422	37,853	60,908	56,107	86,227	90,879	70,983	102,414	31,431	44.3%
El Amatillo	376,232	473,908	502,119	494,878	415,859	417,072	385,429	412,908	357,233	136,285	-220,947	-61.8%
El Poy	27,958	22,297	31,226	47,937	57,937	47,302	50,106	50,546	58,529	57,411	-1,118	-1.9%
AIES	244,768	228,565	330,602	276,184	289,362	321,344	391,679	482,007	475,596	482,786	7,190	1.5%
Ilopango	0	0	0	0	0	0	0	3,695	4,917	4,380	-537	-10.9%
TOTAL ENTRANCES	920,938	998,554	1,160,474	1,163,330	1,166,396	1,162,691	1,250,336	1,411,133	1,394,376	1,259,897	-134,478	-9.6%

SOURCE: SURVEY OF TOURIST IN TRANSIT IN LAND BORDERS AND AIRPORTS OF EL SALVADOR, CORSATUR-SPSS SA DE CV 2016-2018

DEPARTURE OF OUTBOUND TOURIST TRAVELING ABROAD BT MEANS OF TRAVEL, BY ROAD AND BY AIR. 2009-2018

EXCURSIONIST	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	VARIACION ABSOLUTA 17/16	VARIACION RELATIVA 18/17
San Cristobal	28,822	25,338	34,798	37,051	46,777	33,540	32,170	45,747	81,948	95,078	13,130	16.0%
La Hachadura	19,957	25,262	11,635	14,400	18,502	23,896	33,832	48,299	71,641	62,445	-9,196	-12.8%
Las Chinamas	68,607	64,709	57,397	42,960	51,510	75,984	73,794	38,921	51,515	70,043	18,528	36.0%
Anguiatu	55,097	51,357	52,563	52,198	82,248	77,418	68,904	70,801	83,726	122,735	39,009	46.6%
El Amatillo	181,694	196,302	92,589	85,010	97,013	91,844	109,992	145,004	140,478	75,941	-64,537	-45.9%
El Poy	70,185	59,782	59,916	67,484	52,422	49,572	48,598	43,840	47,252	102,079	54,827	116.0%
AIES	0	0	0	0	0	0	0	0	0	0	0	0
Ilopango	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL ENTRANCES	424,362	422,750	308,898	299,103	348,472	352,254	367,290	392,612	476,560	528,321	51,761	10.9%

SOURCE: SURVEY OF TOURIST IN TRANSIT IN LAND BORDERS AND AIRPORTS OF EL SALVADOR, CORSATUR-SPSS SA DE CV 2016-2018

DEPARTURE OF OUTBOUND TOURIST TRAVELING ABROAD BT MEANS OF TRAVEL, BY ROAD AND BY AIR. 2009-2018

VISITOR	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	VARIACION ABSOLUTA 17/16	VARIACION RELATIVA 18/17
San Cristobal	43,403	38,812	54,574	51,379	117,099	93,414	77,972	129,517	143,288	155,366	12,078	8.4%
La Hachadura	73,089	78,502	46,213	65,429	108,716	141,627	176,169	192,143	206,535	207,267	732	0.4%
Las Chinamas	244,934	254,977	269,148	284,082	233,304	219,245	222,550	182,405	282,399	341,554	59,155	20.9%
Anguiatu	83,037	68,159	82,985	90,051	143,157	133,525	155,131	161,679	154,709	225,149	70,440	45.5%
El Amatillo	557,925	670,210	594,708	579,888	512,871	508,916	495,421	557,911	497,711	212,226	-285,485	-57.4%
El Poy	98,143	82,079	91,142	115,421	110,359	96,874	98,704	94,386	105,781	159,490	53,709	50.8%
AIES	244,768	228,565	330,602	276,184	289,362	321,344	391,679	482,007	475,596	482,786	7,190	1.5%
Ilopango	0	0	0	0	0	0	0	3,695	4,917	4,380	-537	-10.9%
TOTAL ENTRANCES	1,345,300	1,421,304	1,469,372	1,462,433	1,514,868	1,514,945	1,617,626	1,803,744	1,870,936	1,788,218	-82,717	-4.4%

SOURCE: SURVEY OF TOURIST IN TRANSIT IN LAND BORDERS AND AIRPORTS OF EL SALVADOR, CORSATUR-SPSS SA DE CV 2016-2018



SALVADORAN TOURISM CORPORATION

MISSION

To permanently promote El Salvador as a tourist destination nation wide and worldwide, jointly with the different stakeholders of the sector.

VISION

To position El Salvador as a sustainable, attractive, and competitive tourist destination.

INSTITUTIONAL VALUES

LOYALTY

A mindset accepted to fulfill the values, institutions, norms and regulations for its fulfillment.

RESPONSIBILITY

Personal identity that, as a collective effort, allows achieving organizational objectives.

VOCATION TO SERVICE

Attitude towards work with quality, ethics and honesty for the benefit of internal and external clients.

PRODUCTIVITY

Develop our work efficiently and effectively, seeking to offer added value.

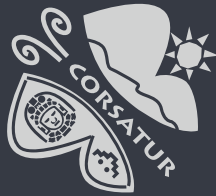
DEVOTION

Offer a service with love, dedication and excellence.

TEAMWORK

Commitment to combine and join efforts to achieve common objectives.

El Salvador



CORPORACION SALVADOREÑA
DE TURISMO



GOBIERNO DE
EL SALVADOR

MINISTERIO
DE TURISMO