



# Solomon Islands International Visitor Survey

**January to December 2019** 











## **January to December 2019 Respondents**



Total number of valid e-mails sent: 8,823

**Conversion Rate of 12.5%** 





Total number of responses: 1,104



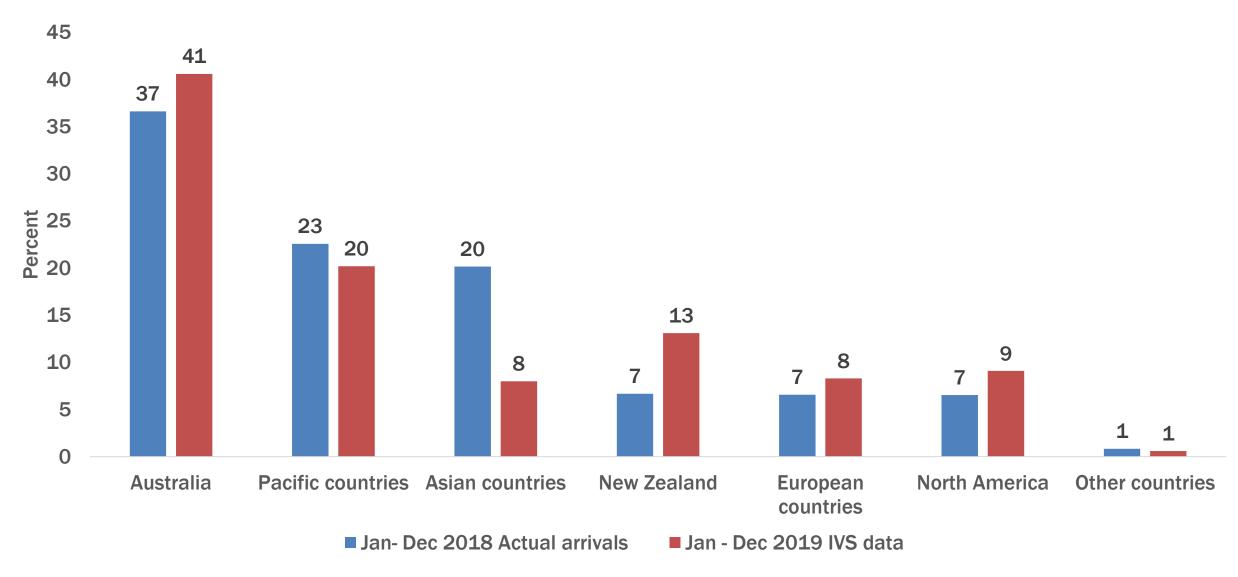
\* 4.0% of all visitors during the period

<sup>\*</sup> Based on 2018 visitor arrival statistics from Solomon Islands National Statistics Office.

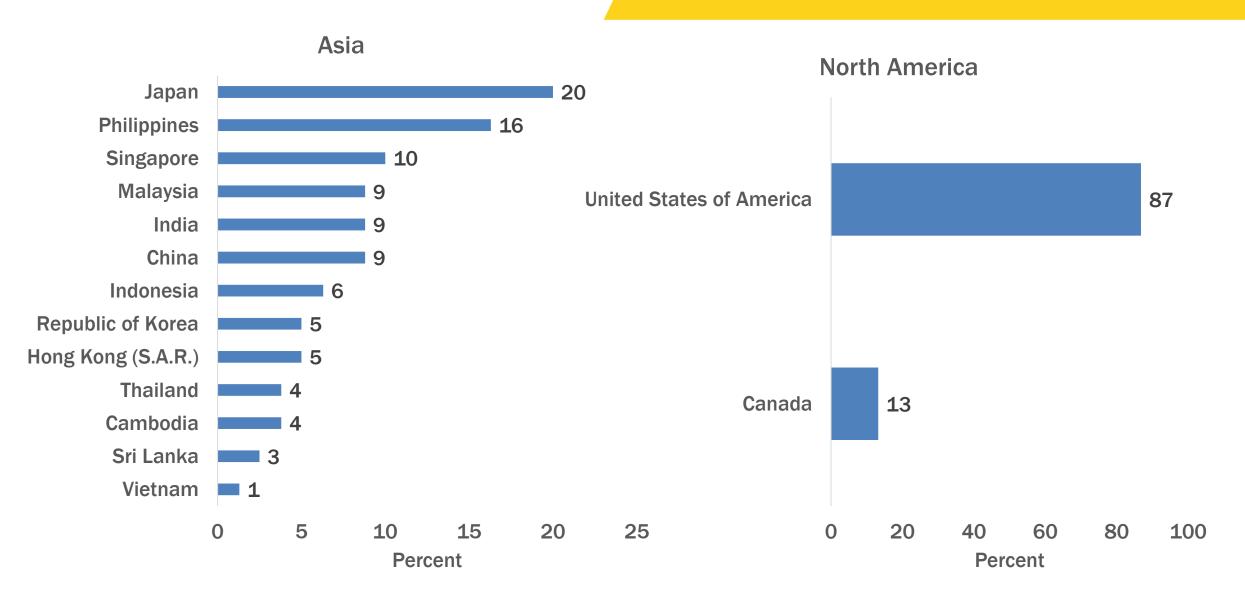


Age, gender, education, country of origin, income, purpose of visit, travelling companions, number of previous visits, length of stay, type of accommodation, transport used, information sources, purchasing behaviour.

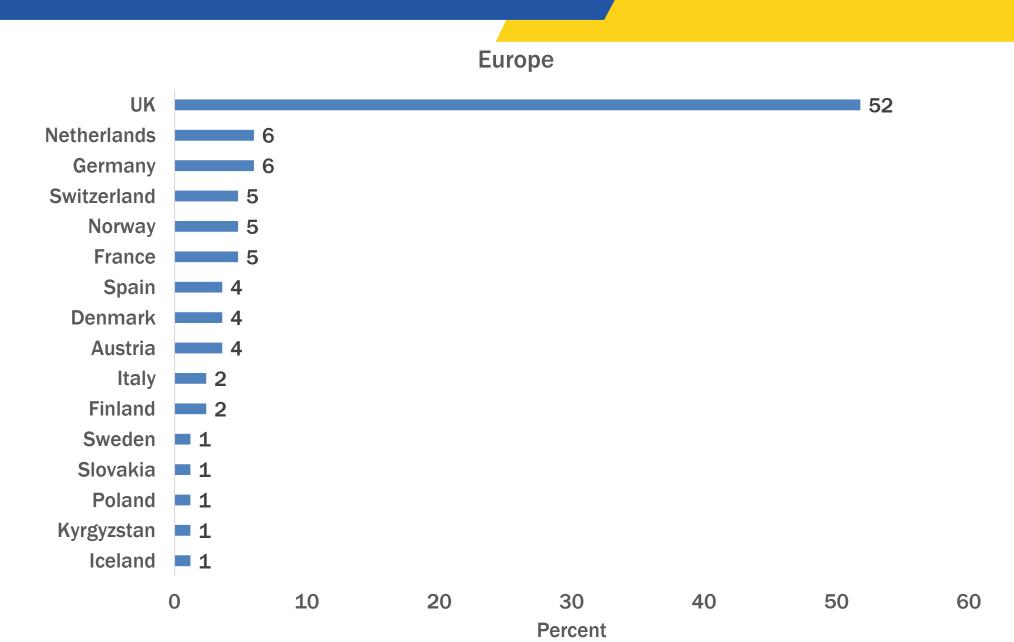
## **Country of Origin**



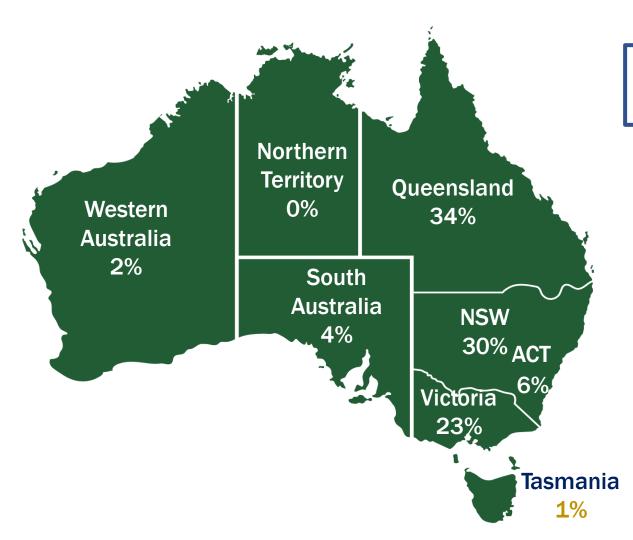
## **Country of Origin**



## **Country of Origin**

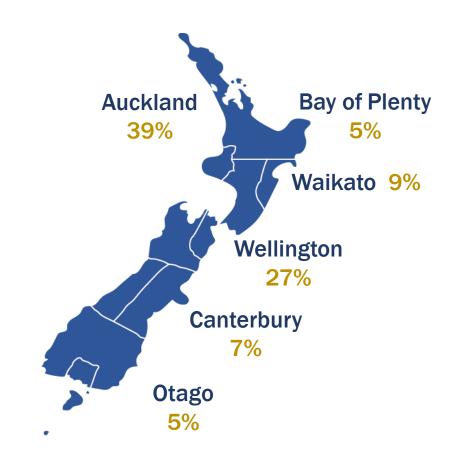


## **Australian Respondents**



Queensland, New South Wales, and Victoria account for 87% of all Australian arrivals

## **New Zealand Respondents**



Auckland and Wellington make up 66% of all New Zealand visitor arrivals

### **Visitor Characteristics**

### **Annual Household Income (US\$)**



39% Under \$50,000

**34%** \$50,001 - \$100,000

**15**% **\$100,001 - \$150,000** 

**7%** \$150,001 - \$200,000

**3**% \$200,001 - \$250,000

3% Over \$250,001

## **Highest Qualification**

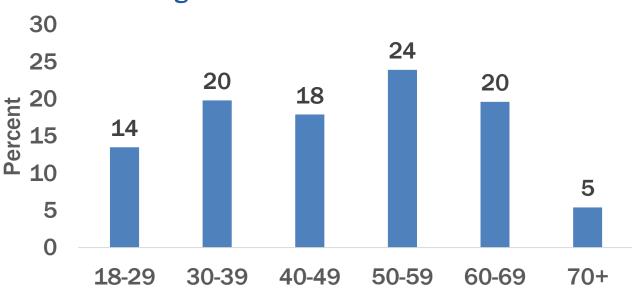


88% Tertiary qualification

9% High school qualification

2% Other

### Age Distribution

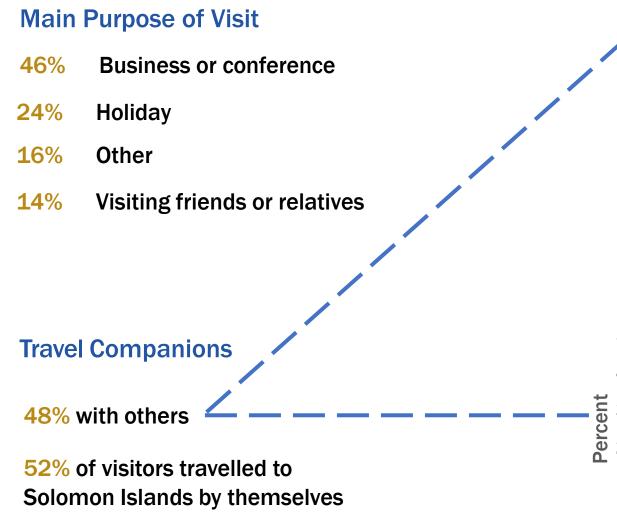


### **Respondent Gender**

38% Female

**62%** Male

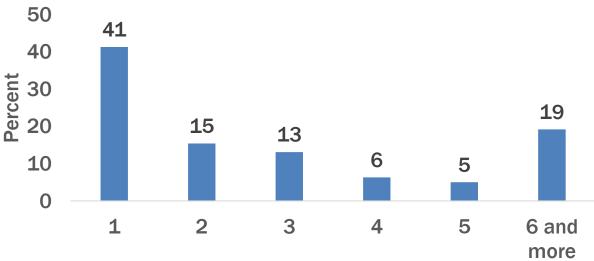
### **Visitor Characteristics**





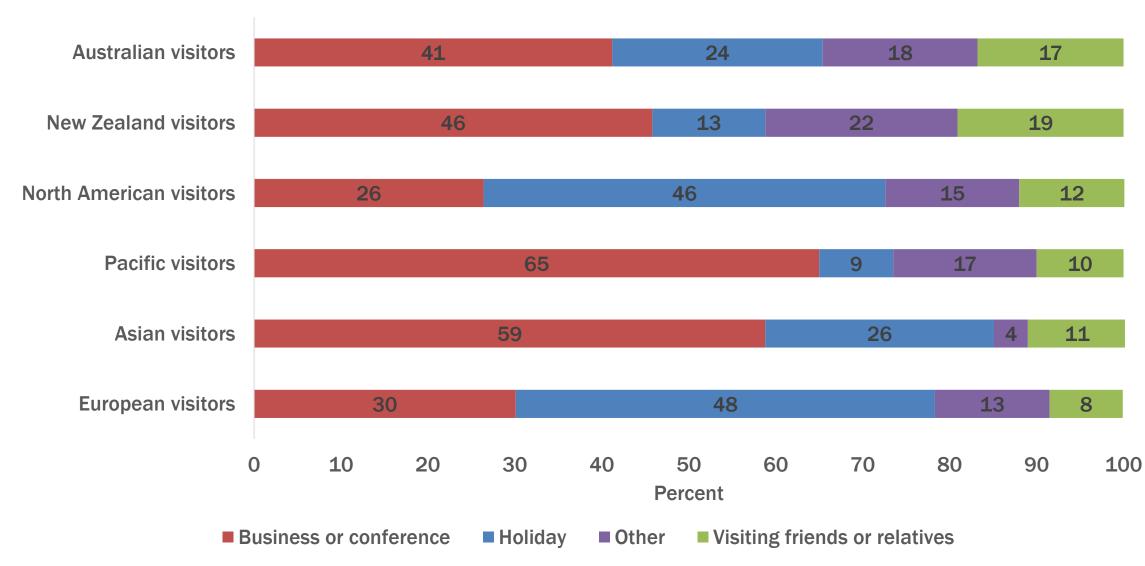
Travel with\*

### **Number of Companions**



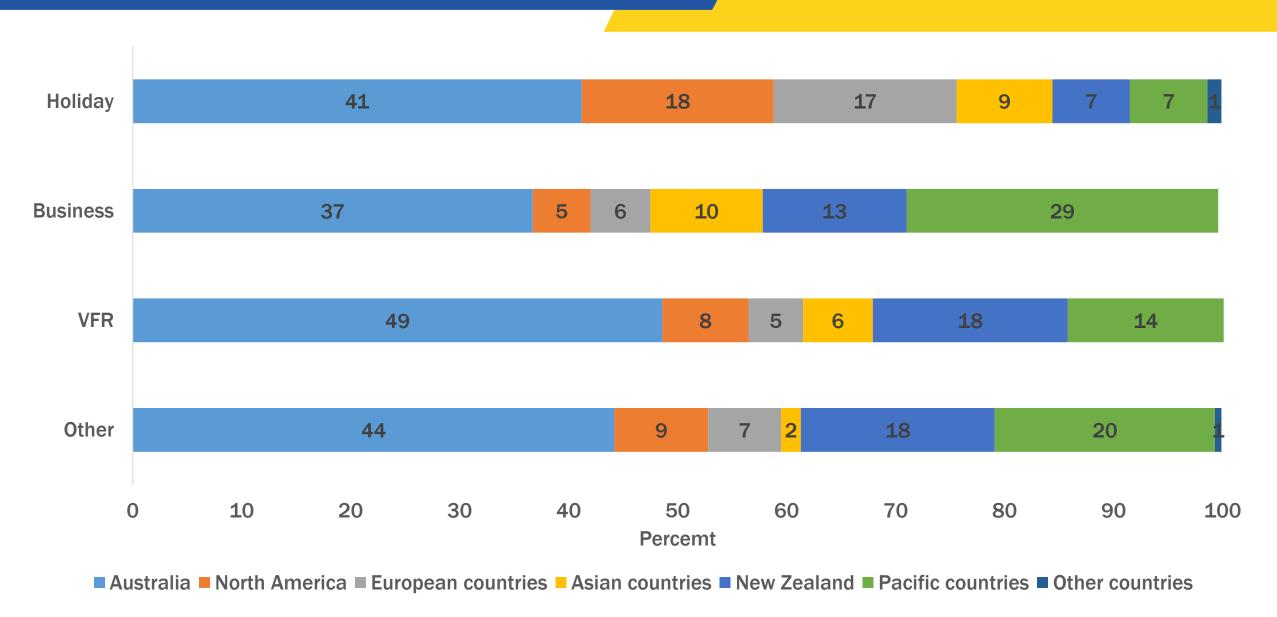
<sup>\*:</sup> Multiple responses, therefore total does not add up to 100%.

## **Main Purpose of Visit**



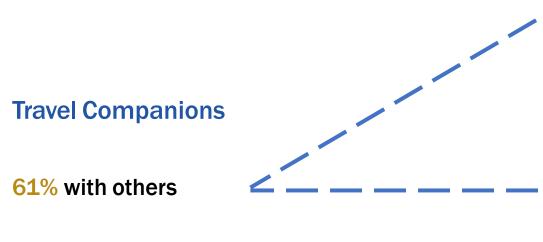
Note: Numbers may not sum to 100% due to rounding.

## **Main Purpose of Visit**

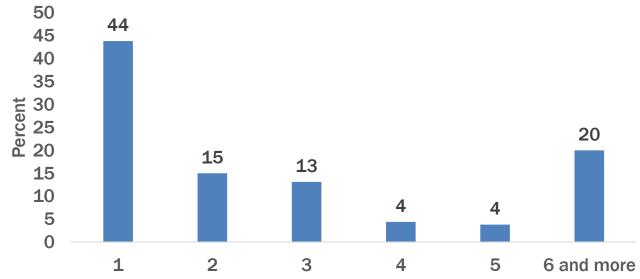


Note: Numbers may not sum to 100% due to rounding.

### **Visitor Characteristics – Holiday Visitors**



#### Travel with\* 56% Partner/Spouse 33% Friends 23% Family member(s) 6% Tour group 4% Organised group 2% Work colleagues 2% Other **Number of Companions**

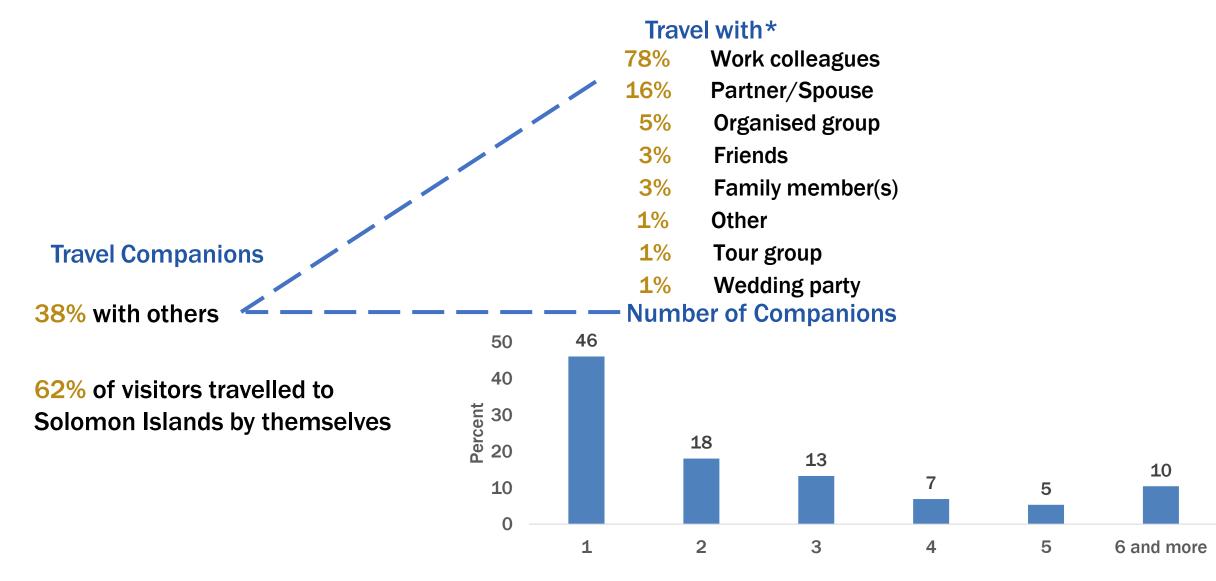


39% of visitors travelled to

**Solomon Islands by themselves** 

<sup>\*:</sup> Multiple responses, therefore total does not add up to 100%.

### **Visitor Characteristics – Business Visitors**



### **Visitor Characteristics – VFR Visitors**



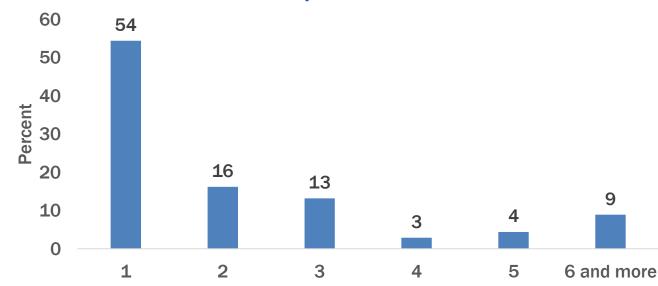
47% with others

**53%** of visitors travelled to Solomon Islands by themselves

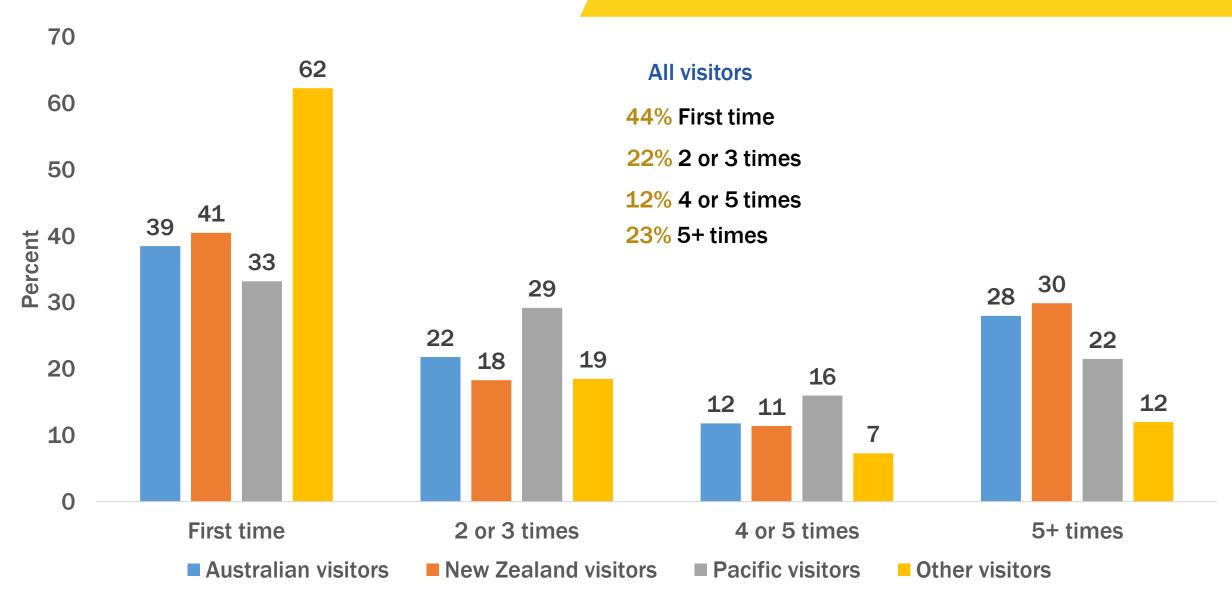
### **Travel with\***

58% Family member(s)
45% Partner/Spouse
18% Friends
1% Other

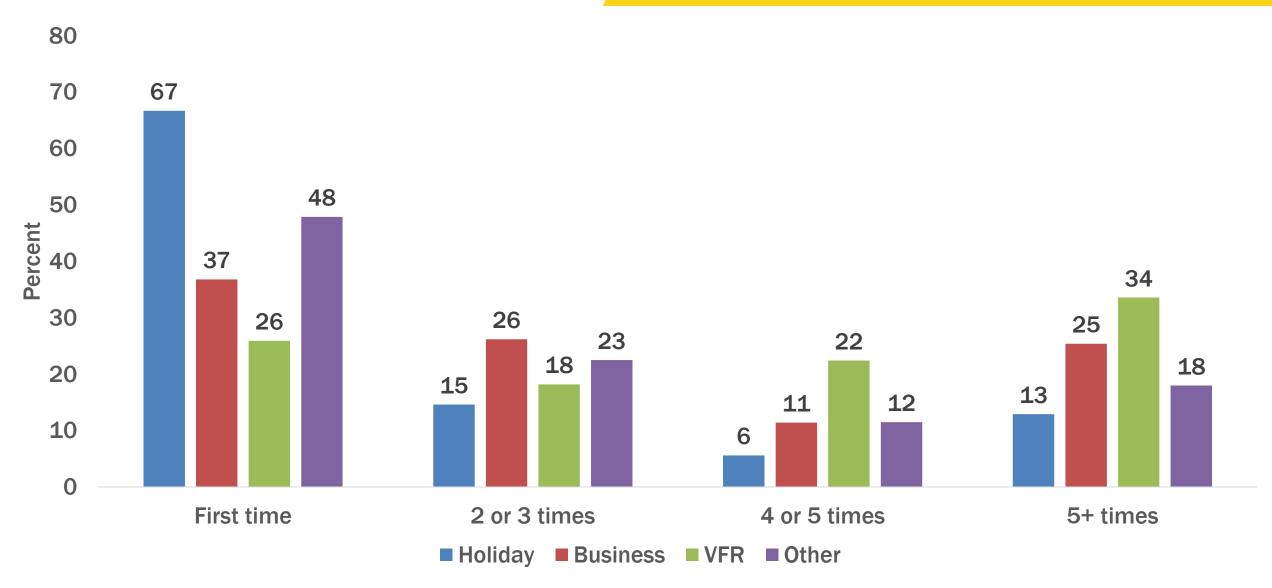
### **Number of Companions**



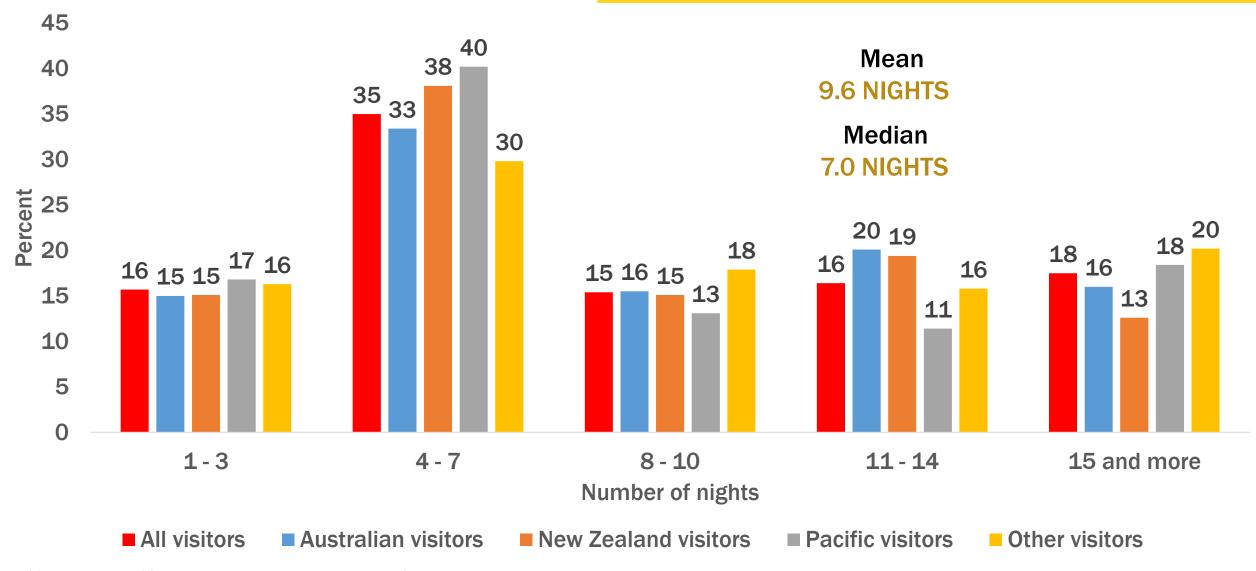
## **Previous visits (including most recent)**



## **Previous visits (including most recent)**



## **Length of Stay**



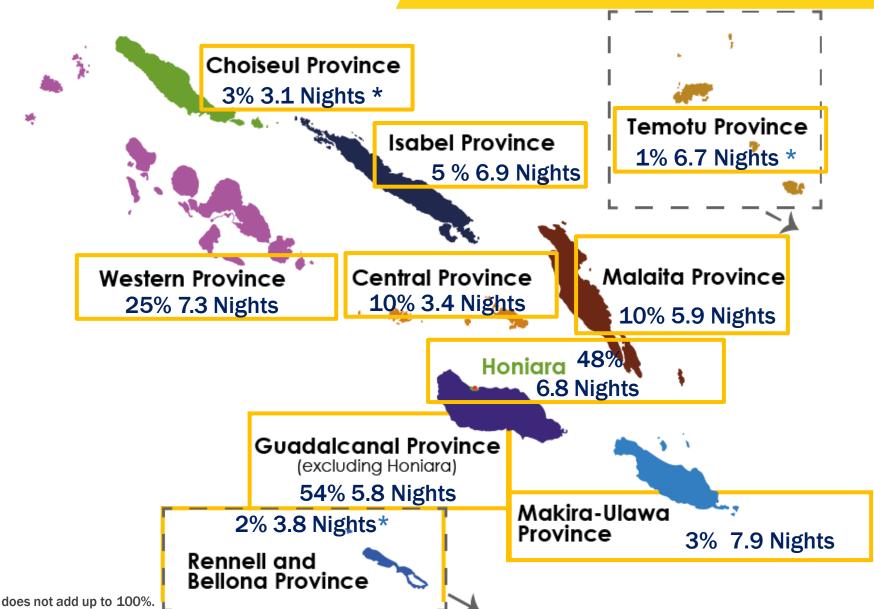
Note: 31+ days (including 31) were considered as outliners and removed from the analysis.

Note: Numbers may not sum to 100% due to rounding.

## **Length of Stay**

	Overall	Australia	New Zealand	Pacific	Other markets	Holiday visitors	Business or conference visitors	VFR visitors
Mean (Nights)	9.6	9.5	9.0	9.2	10.0	9.9	8.1	11.3
Median (Nights)	7.0	8.0	7.0	7.0	8.0	9.0	6.0	9.5

## **Provinces Visited and Provincial Length of Stay**



Note:\*N less than 30. Multiple responses, therefore total does not add up to 100%.

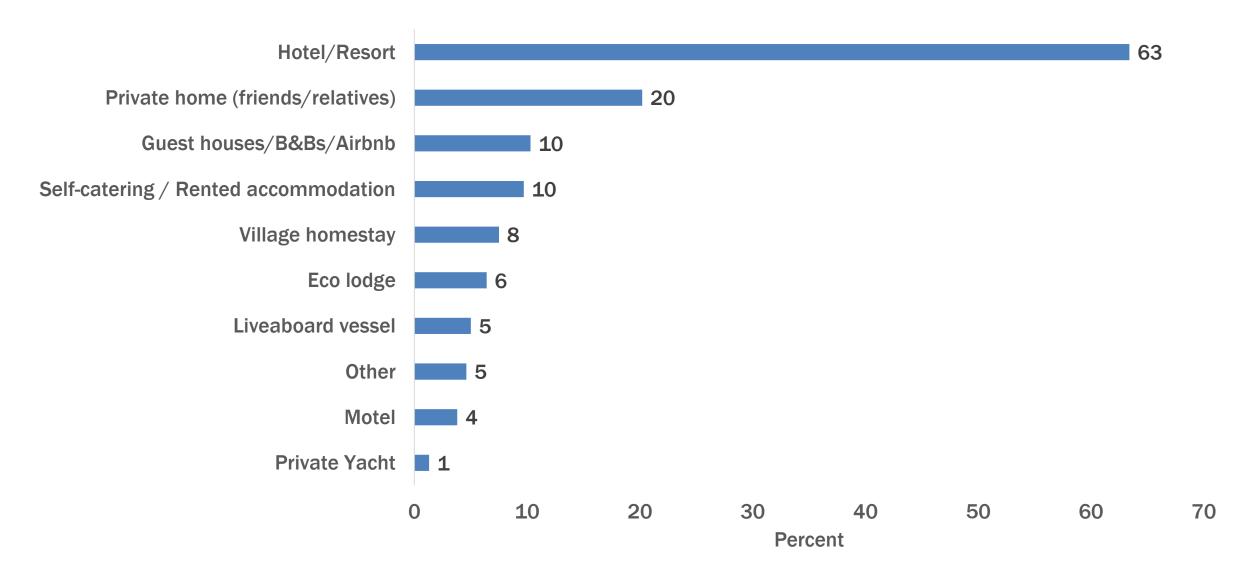
## **Provinces Visited and Provincial Length of Stay**

## **Holiday and Business visitors**

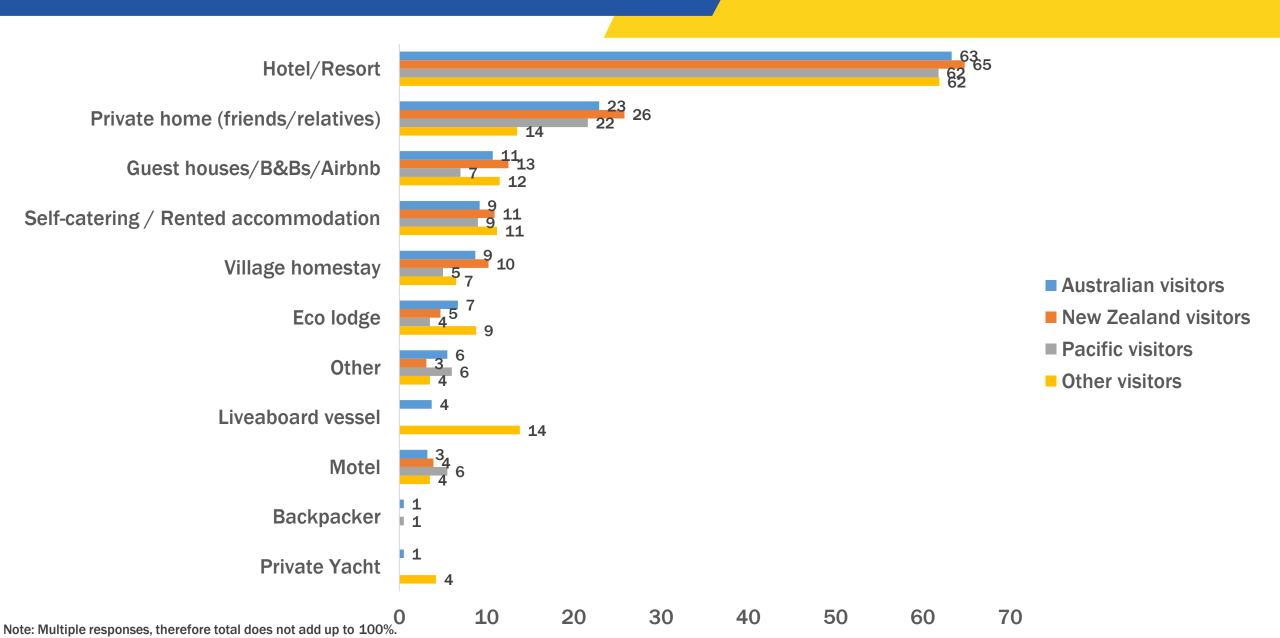
	Holiday visitors (%)	Business visitors (%)
Guadalcanal Province	58	50
Western Province	49	13
Honiara	36	56
Central Islands Province	20	6
Malaita Province	11	9
Isabel Province	8	5
Choiseul Province	5	3
Makira/Ulawa Province	2	2
Rennell & Bellona Province	1	3
Temotu Province	1	1

	Holiday visitors (Nights)	Business visitors (Nights)
Western Province	8.0	4.3
Isabel Province	6.5*	5.7*
Honiara	5.4	6.4
Malaita Province	4.3*	3.6
Guadalcanal Province (excluding Honiara)	4.1	6.7
Central Islands Province	3.6	2.6*
Temotu Province	3.5*	6.4*
Choiseul Province	2.9*	3.0*
Makira/Ulawa Province	2.5*	3.3*
Rennell & Bellona Province	2.0*	4.6*

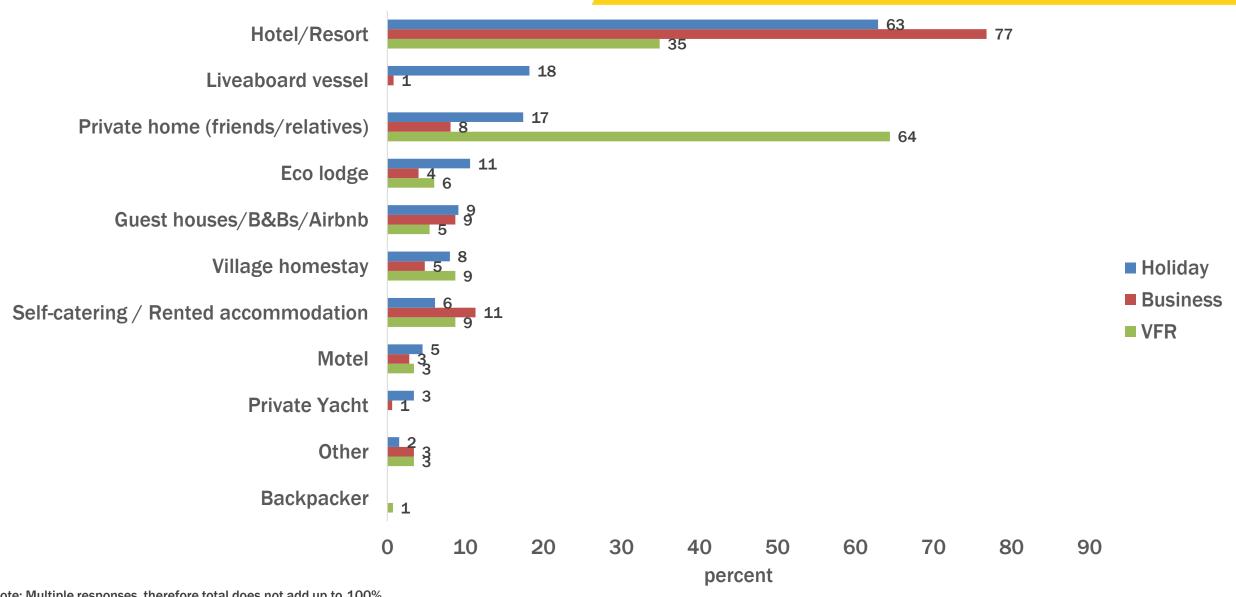
## Types of Accommodation Used



## Types of Accommodation Used

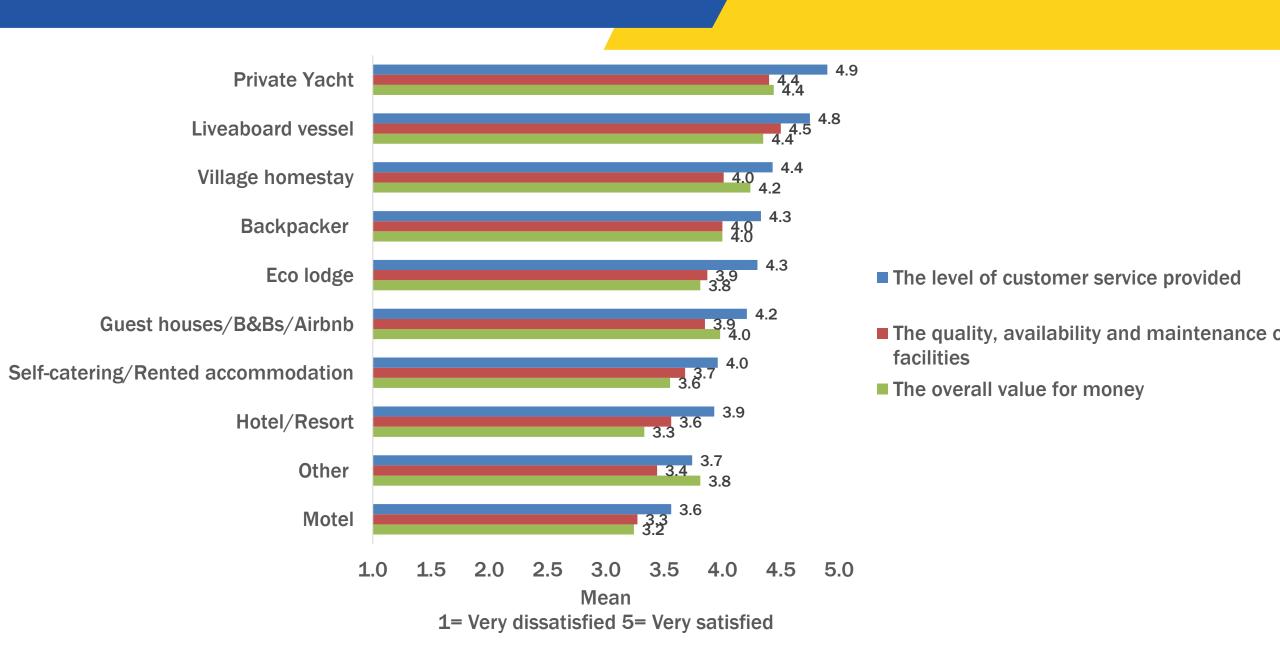


## Types of Accommodation Used

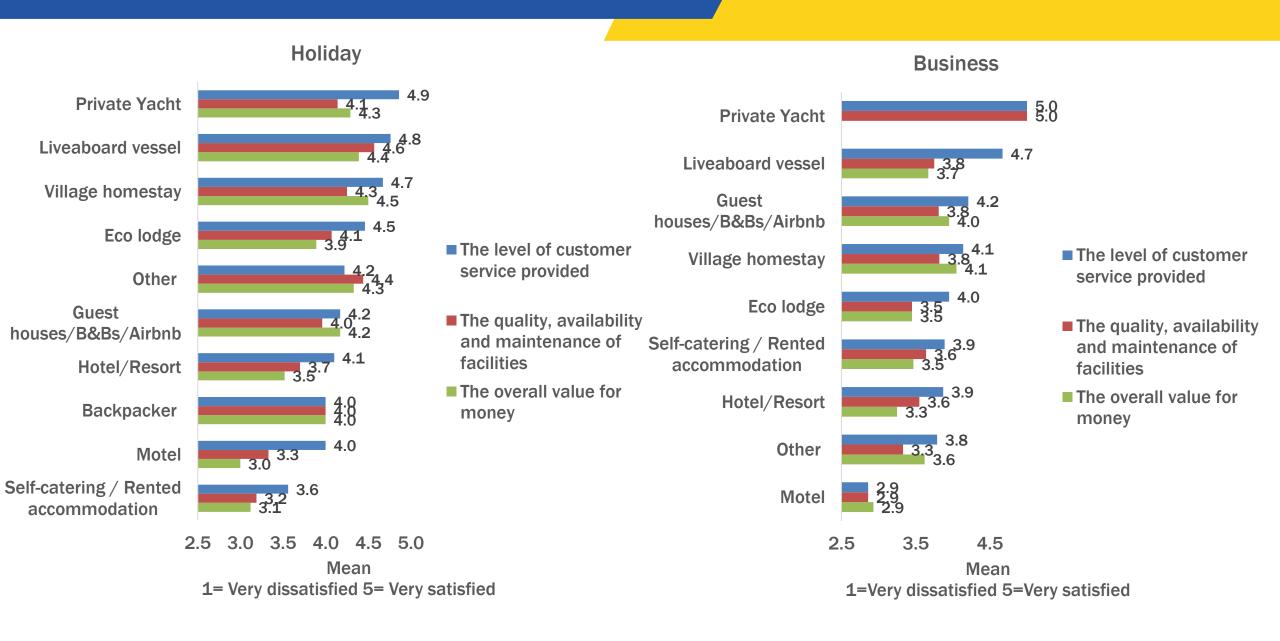


Note: Multiple responses, therefore total does not add up to 100%.

### **Satisfaction with Accommodation Used**



### Satisfaction with Accommodation Used



### **Destinations and Airlines – All Visitors**

For 29% of all visitors, Solomon Islands was part of a larger journey. Among this group other destinations included:



62% Other Pacific Countries

53% Australia

**10%** Asia

7% New Zealand

2% Europe

1% North America

**0.3%** Other

For 71% of visitors,
Solomon Islands is the
sole destination on
their trip.

### **Airlines Used**

**61%** Solomon Airlines

**22%** Virgin Australia

19% Air Niugini

**13**% Fiji Airways

7% Other

3% Nauru Airlines

1% Air Vanuatu

## **Destinations and Airlines – Holiday Visitors**

For 42% of holiday visitors, Solomon Islands was part of a larger journey, other destinations included:



68% Other Pacific Countries

**55%** Australia

**13%** Asia

11% New Zealand

1% North America

1% Europe

1% Other

For 58% of visitors,
Solomon Islands is the
sole destination on
their trip.

### **Airlines Used**

**65%** Solomon Airlines

**20%** Virgin Australia

**15%** Air Niugini

**14%** Fiji Airways

6% Other

3% Nauru Airlines

2% Air Vanuatu

### **Destinations and Airlines – Business Visitors**

For 24% of business visitors, Solomon Islands was part of a larger journey, other destinations included:



66% Other Pacific Countries

45% Australia

5% Asia

4% New Zealand

3% Europe

2% North America

For 76% of visitors,
Solomon Islands is the
sole destination on
their trip.

### **Airlines Used**

**59%** Solomon Airlines

25% Air Niugini

**21%** Virgin Australia

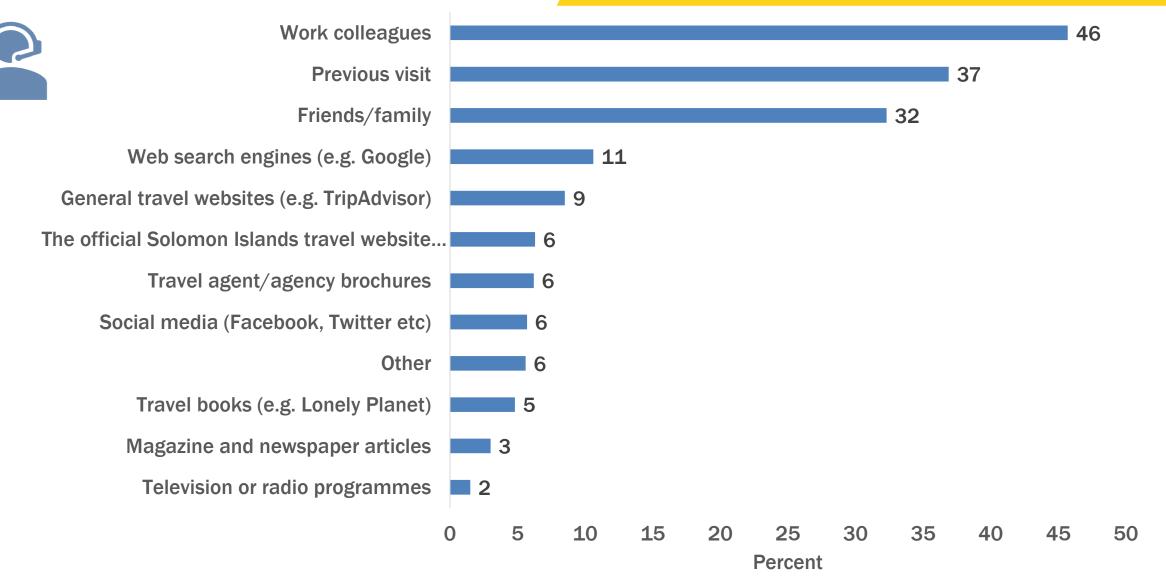
**12%** Fiji Airways

8% Other

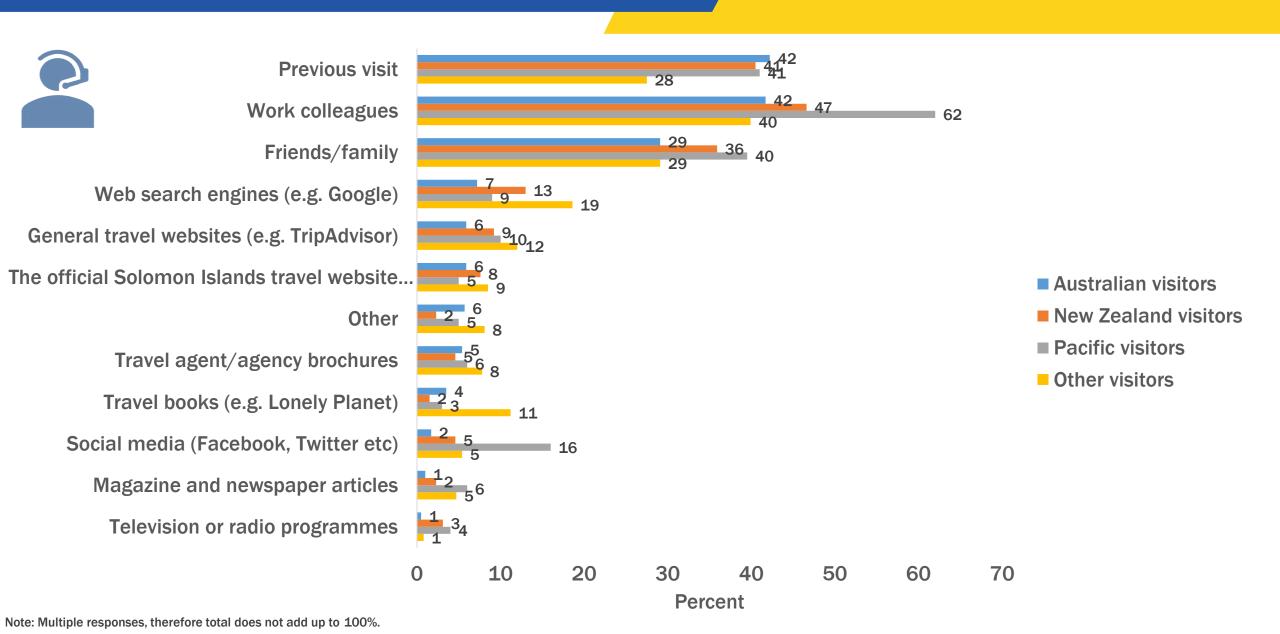
3% Nauru Airlines

0.4% Air Vanuatu

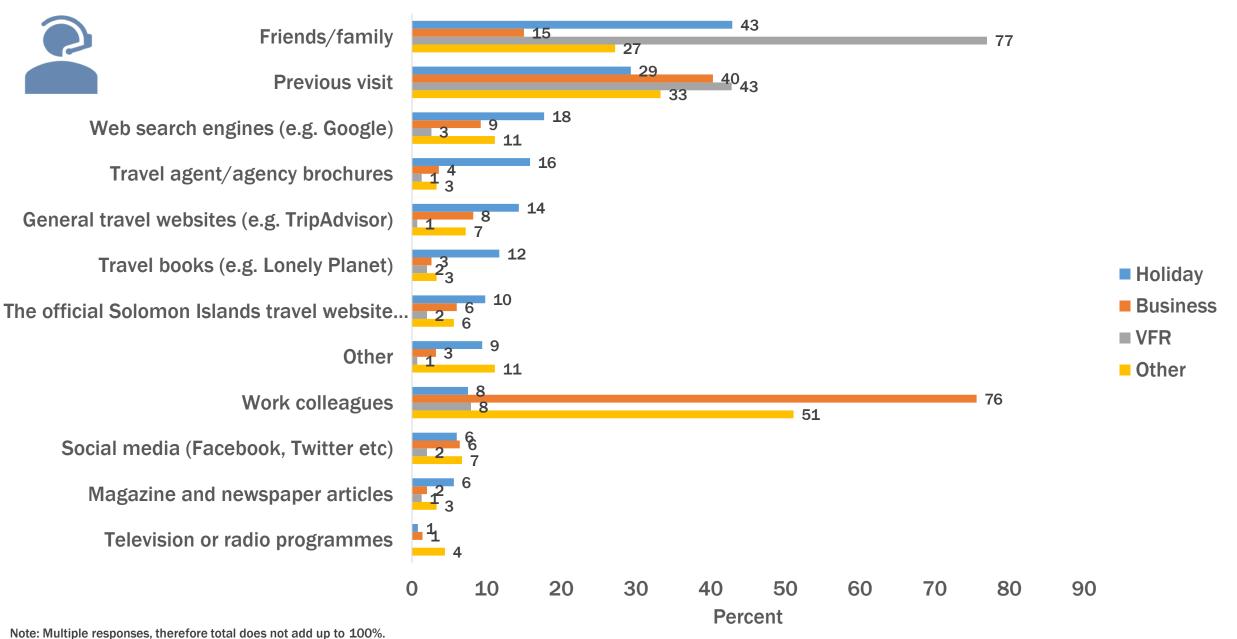
### **How Did You Find Out About the Solomon Islands?**



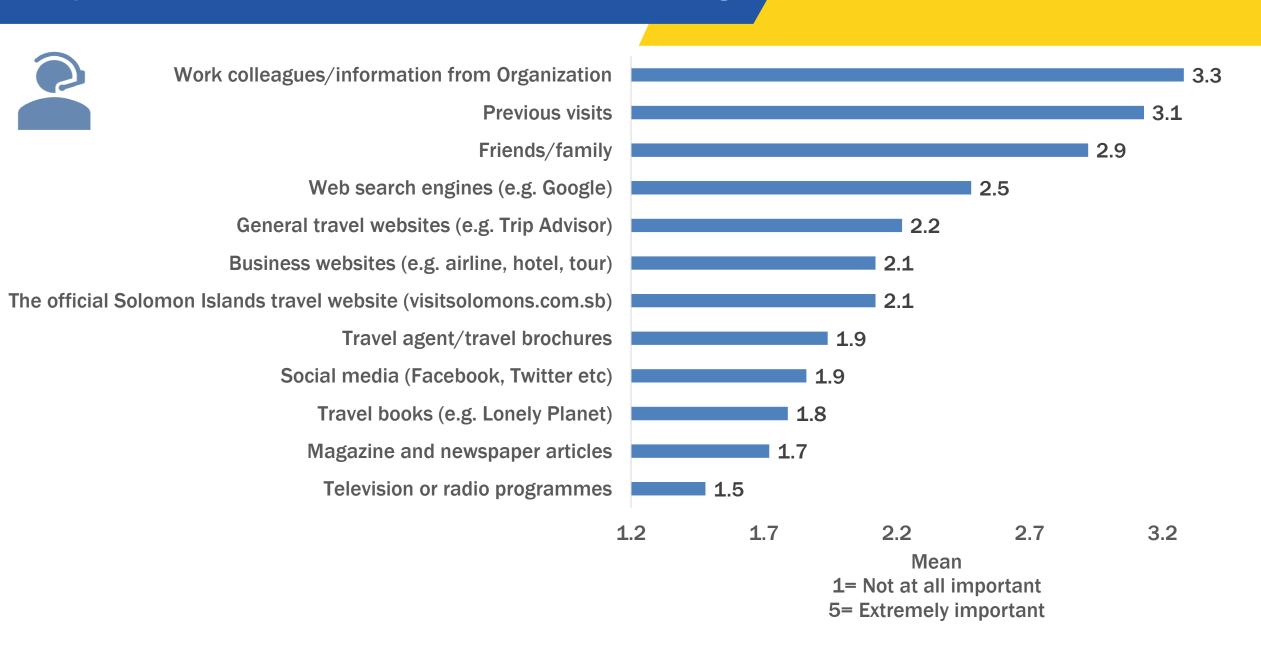
### **How Did You Find Out About the Solomon Islands?**



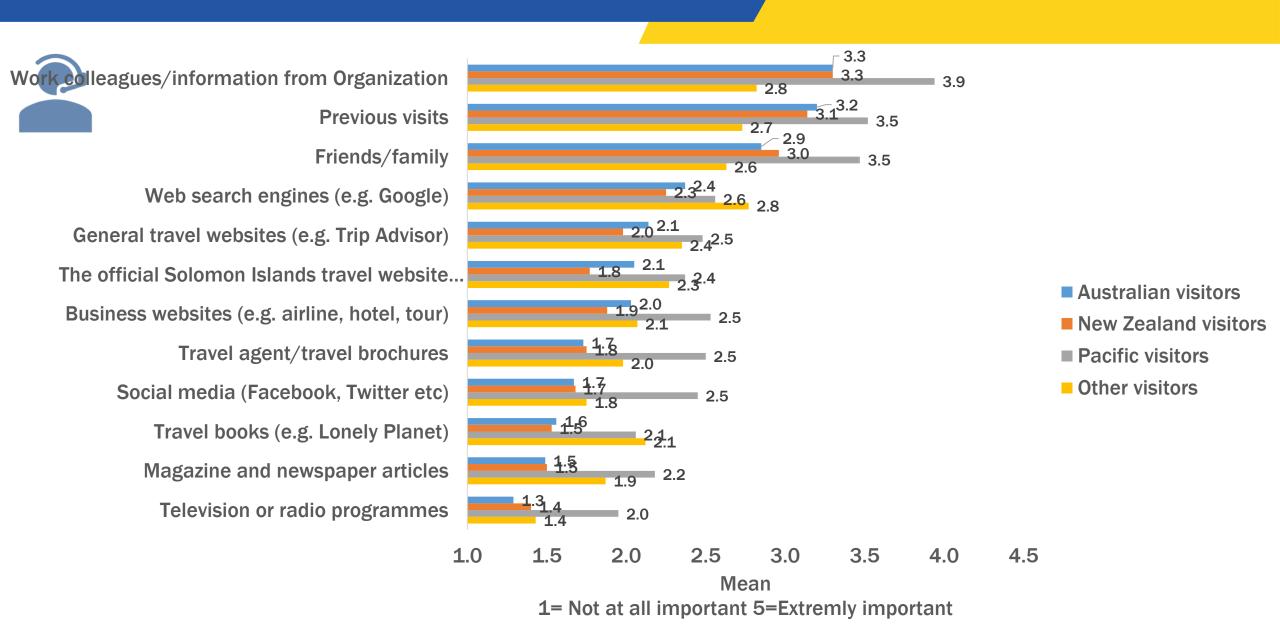
### **How Did You Find Out About the Solomon Islands?**



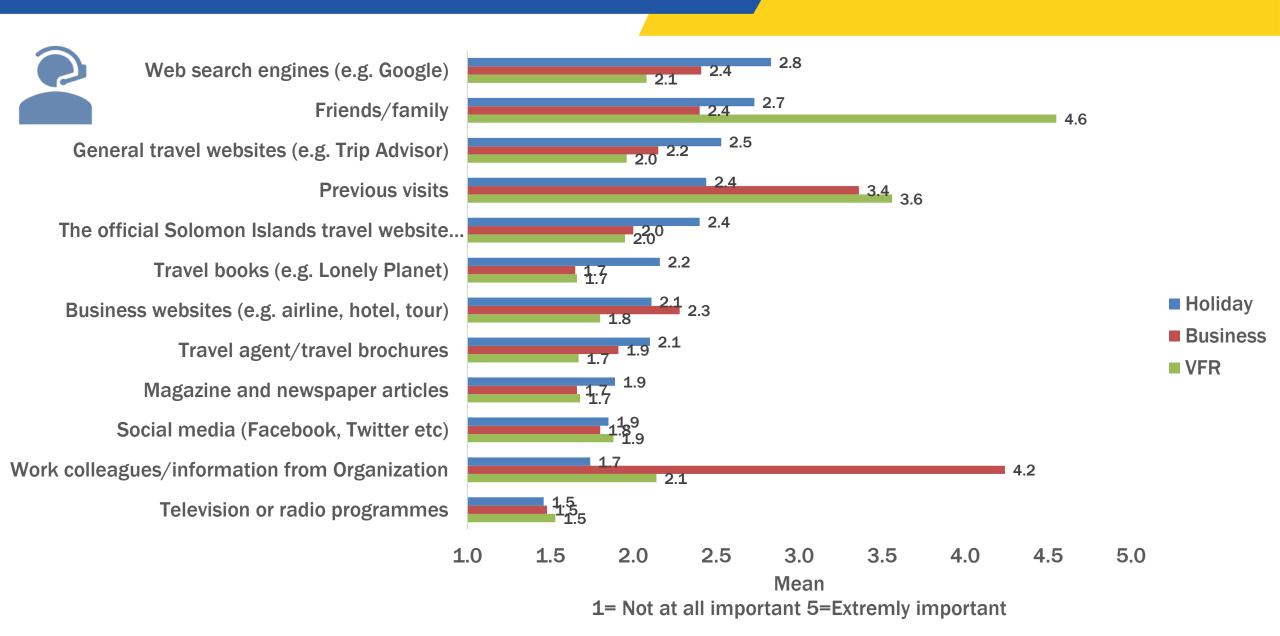
## Importance of Information Sources Used for Planning



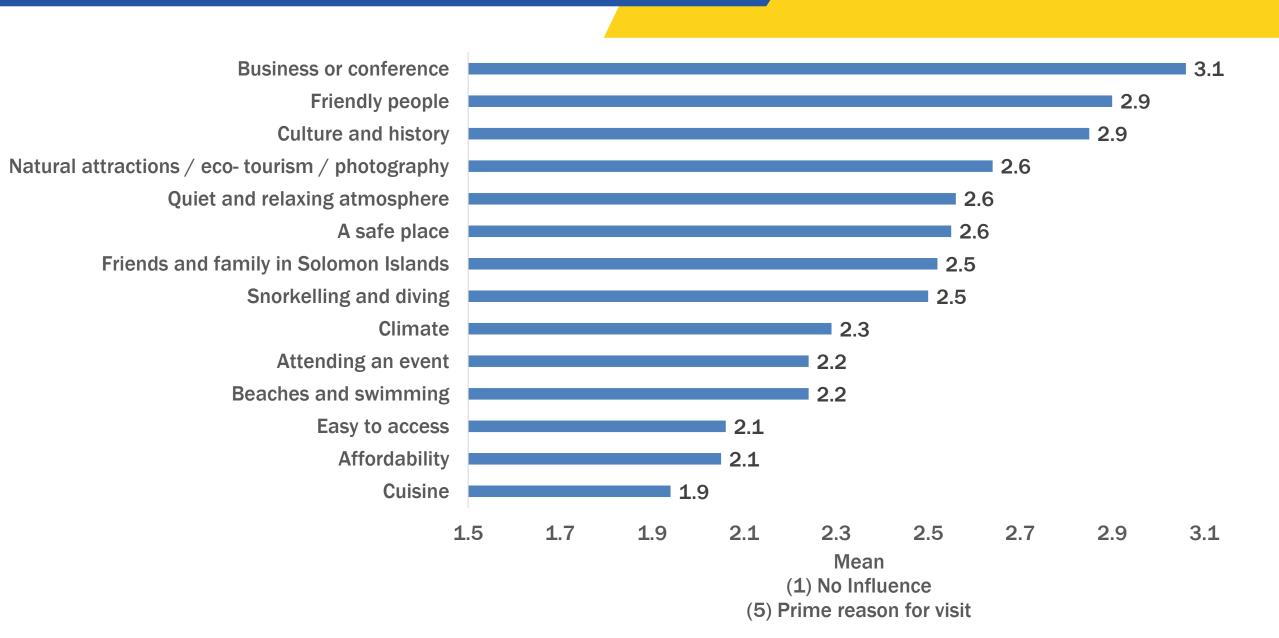
## Importance of Information Sources Used for Planning



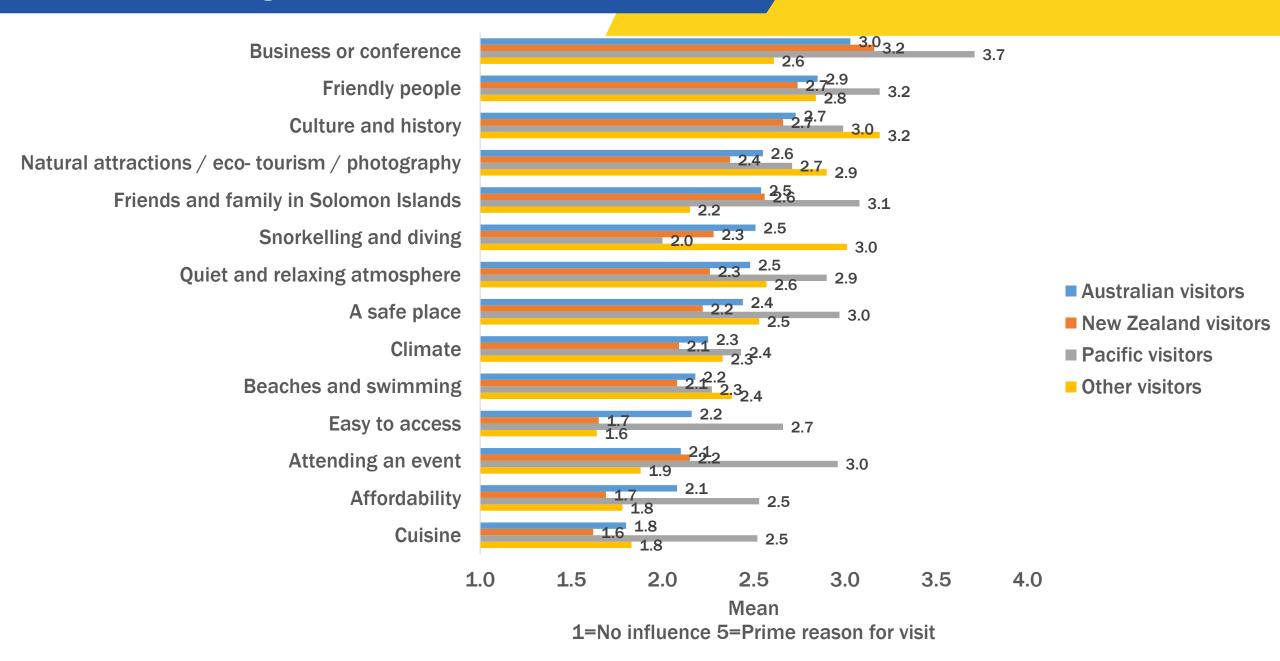
## Importance of Information Sources Used for Planning



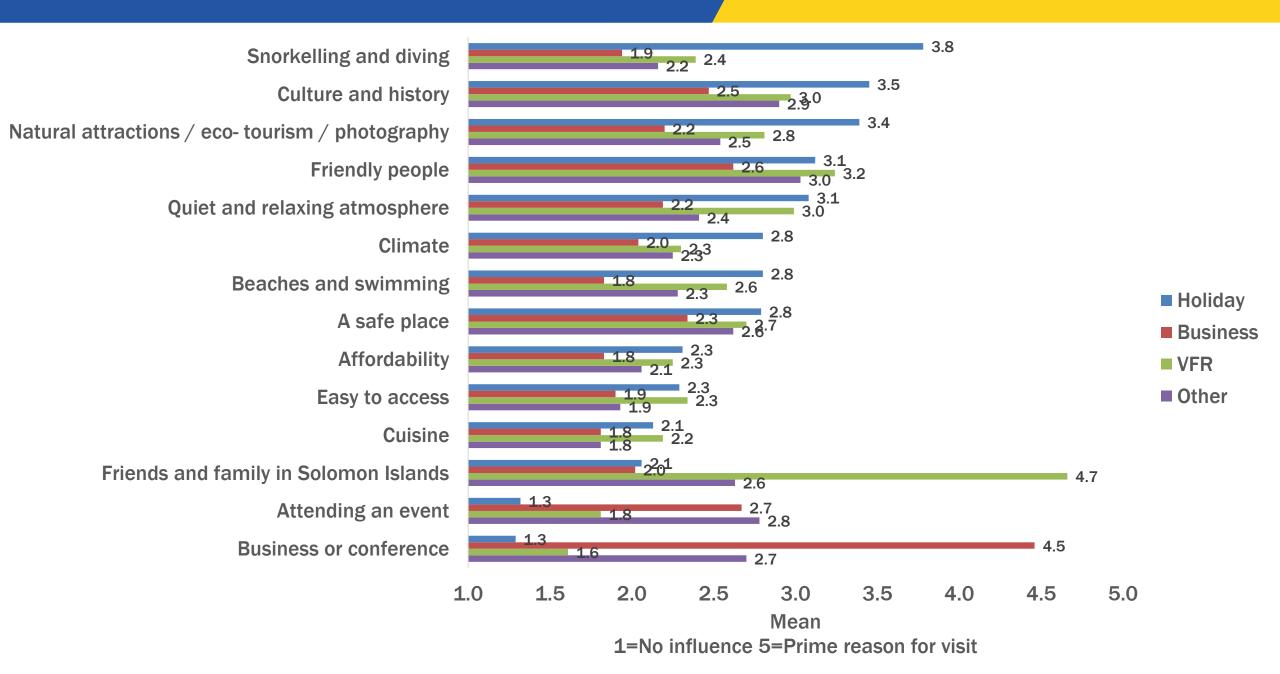
## **Factors Influencing the Decision to Visit Solomon Islands**



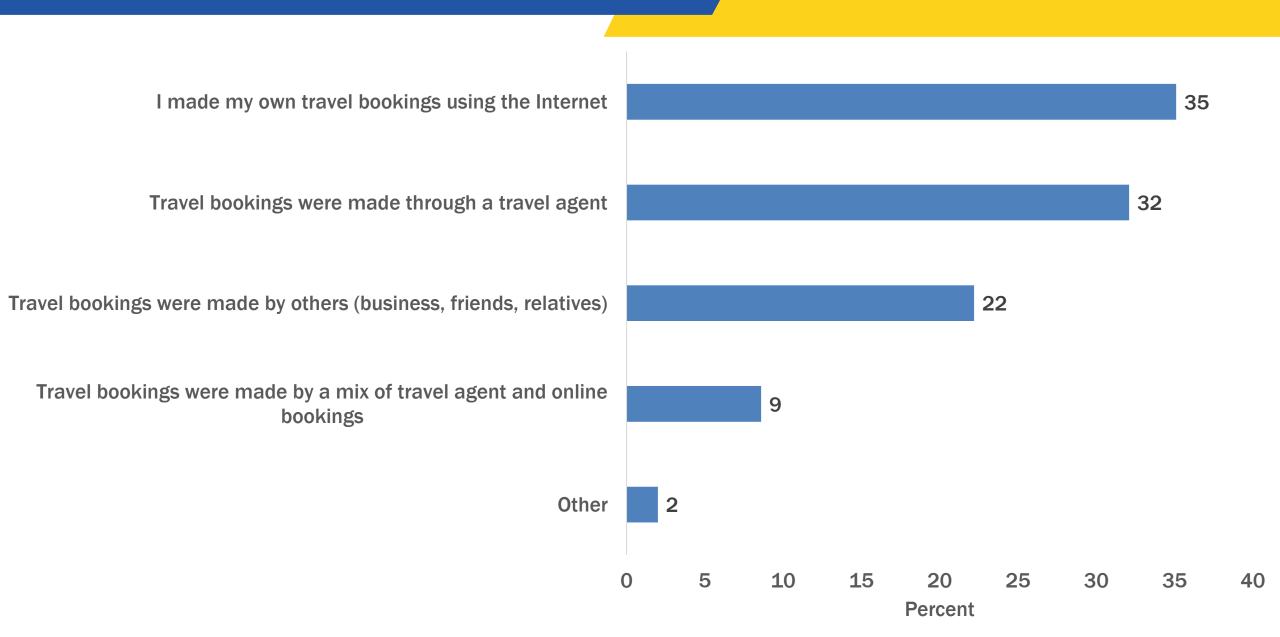
## **Factors Influencing the Decision to Visit Solomon Islands**



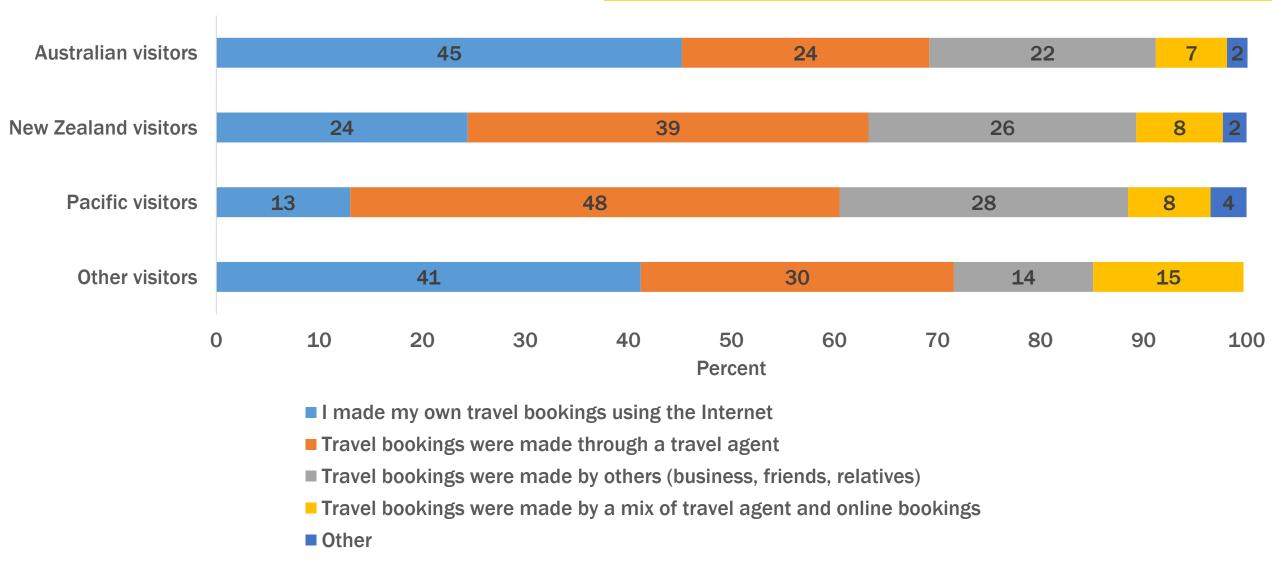
# **Factors Influencing the Visit to Solomon Islands**



#### **How Did You Purchase Your Travel?**

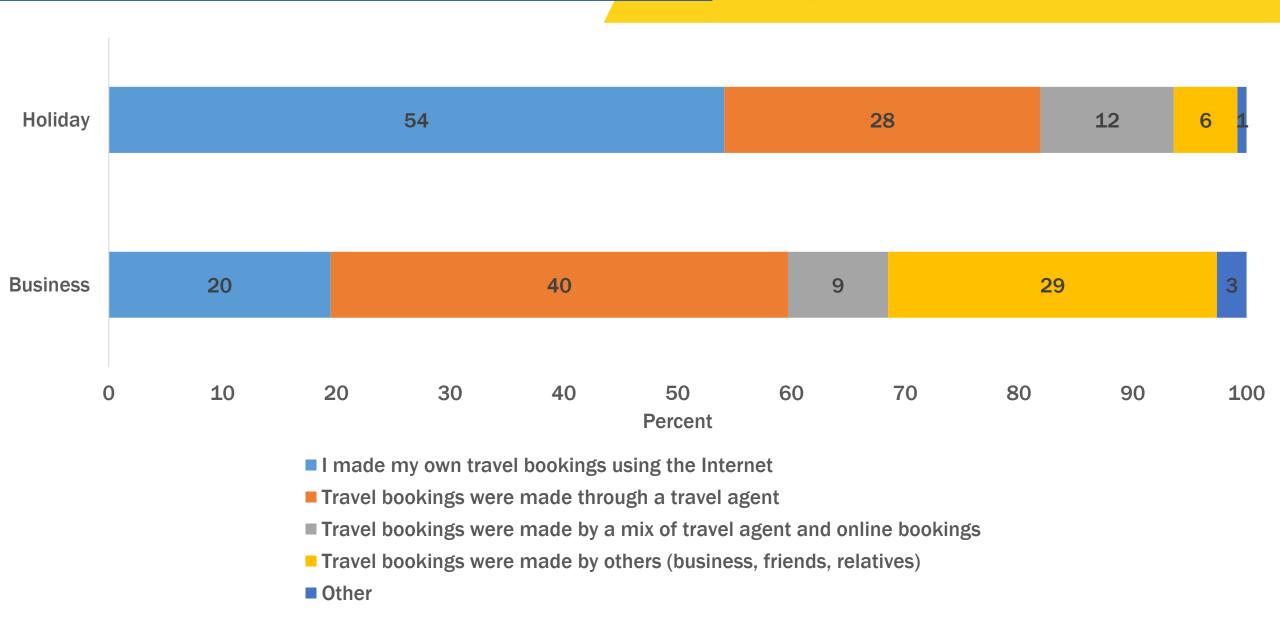


#### **How Did You Purchase Your Travel?**



#### **How Did You Purchase Your Travel?**

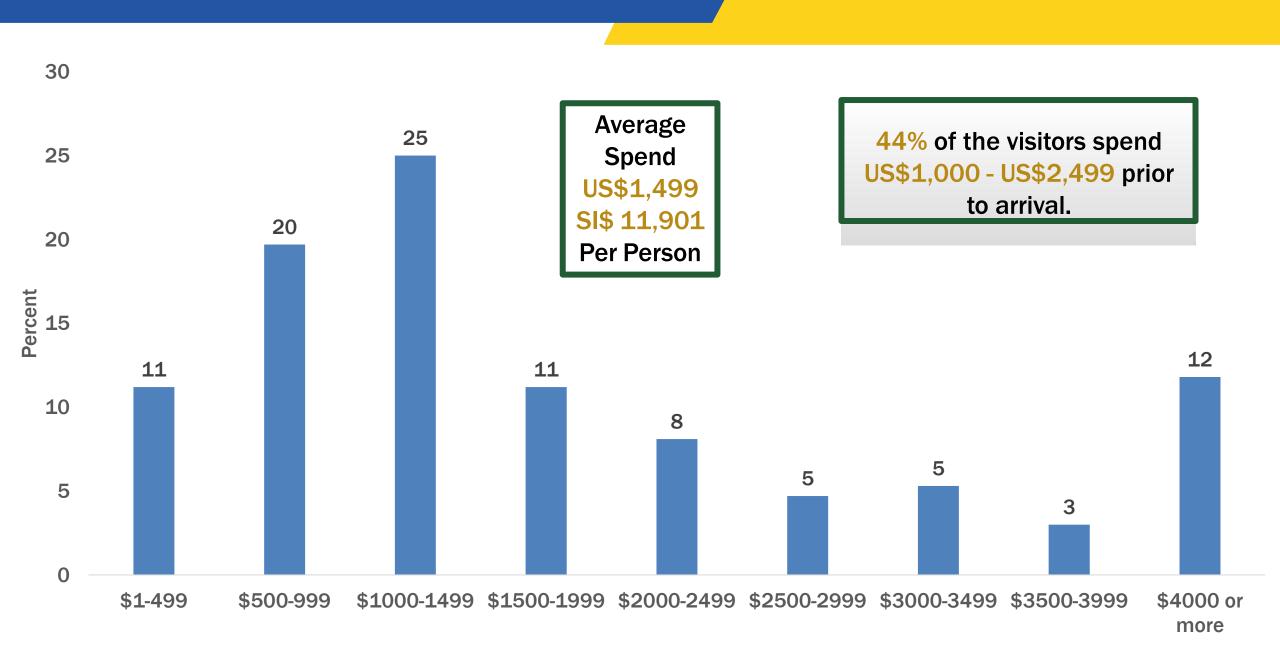
## **Holiday Visitors and Business Visitors**



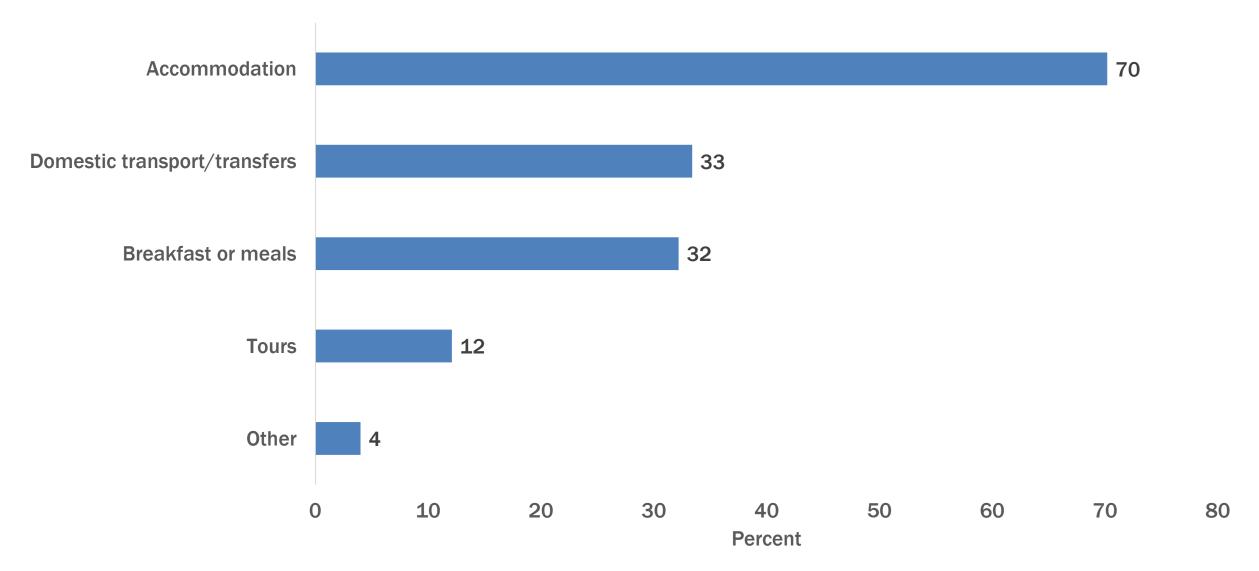


Money spent prior to arrival and while in Solomon Islands, and a breakdown of visitor spend.

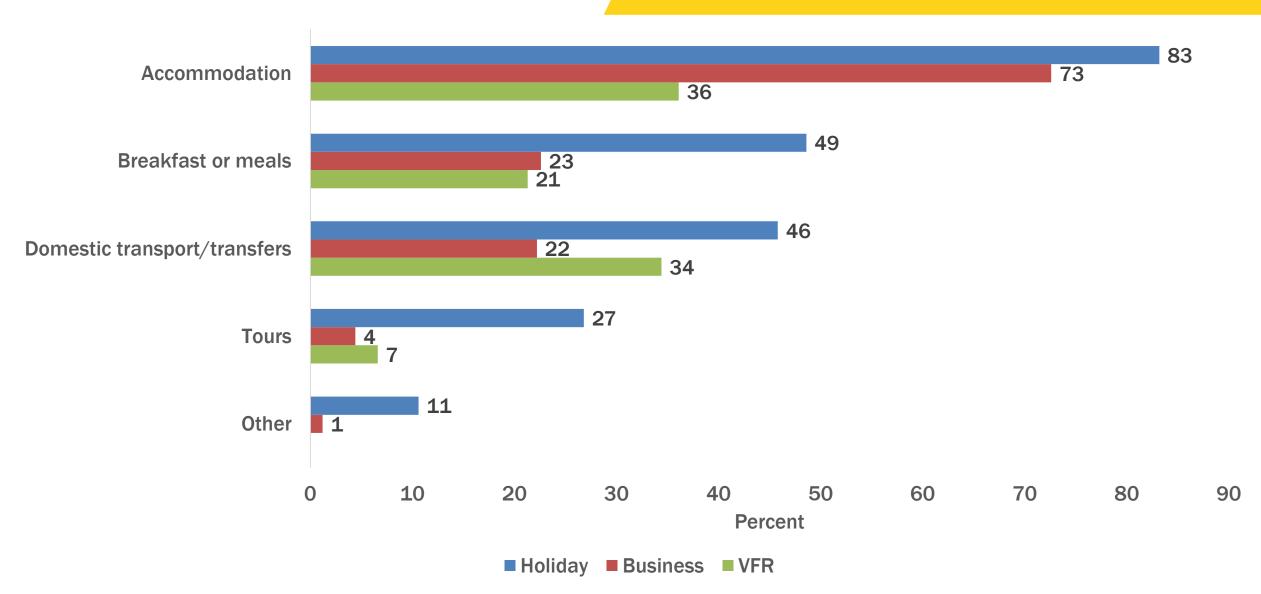
# **Prepaid Expenditure**



# **Prepaid Items**



# **Prepaid Items**



Note: Multiple responses, therefore total does not add up to 100%.

## **Local Expenditure Per Person Per Day**

#### Figures cover a total of 1347 adults and 235 children

(covering 5.7% of visitor arrivals\*)

•		,	
<b>Expenditure Items</b>	Mean (US\$)	Mean (SI\$)	(% of spend)
Accommodation	23.0	182.9	39.3
Restaurants, cafes & bars	11.2	88.8	19.1
Groceries	4.1	32.5	7.0
Domestic flights	4.1	32.5	7.0
Shopping	3.9	31.1	6.7
Water activities	2.0	<b>15</b> .9	3.4
Internet cost	2.0	15.8	3.4
Other	1.9	14.7	3.2
Tours and sightseeing	1.8	14.3	3.1
Vehicle rental	1.7	13.8	3.0
Public transport	1.0	8.0	1.7
Petrol	1.0	7.7	1.7
Land based activities	1.0	7.6	1.6



Each visitor spends on average a total of US\$59
(SI\$466) per day while in Solomon Islands

<sup>\* 2018</sup> visitor arrival statistics from Solomon Islands National Statistics Office.

# **Local Expenditure Per Person Per Day – US\$ (Mean)**

Expenditure Items	Australia n=405	New Zealand n=131	PICs n=201	Other n=260
Accommodation	18.1	28.3	22.6	31.8
Restaurants, cafes & bars	9.5	14.9	9.7	<b>1</b> 5.0
Domestic flights	3.6	8.6	1.8	5.6
Groceries	3.4	6.4	4.5	4.6
Shopping	2.9	3.2	4.7	5.6
Other	1.9	1.3	1.8	1.8
Water activities	1.5	1.9	1.4	3.6
Tours and sightseeing	1.5	1.7	1.4	2.8
Internet cost	1.1	3.3	2.8	2.6
Land based activities	0.9	0.9	1.0	1.2
Petrol	0.8	1.3	1.0	1.1
Vehicle rental	0.8	2.3	2.3	2.9
Public transport	0.5	1.4	1.7	1.2

#### **Totals**

**Australia US\$47 (SI\$370)** 

**New Zealand US\$75 (SI\$599)** 

PICs US\$57 (SI\$450)

Other US\$80 (SI\$633)

# **Local Expenditure Per Person Per Day – SI\$ (Mean)**

Expenditure Items	Australia n=405	New Zealand n=131	PICs n=201	Other n=260
Accommodation	144.0	224.7	179.7	252.3
Restaurants, cafes & bars	75.2	118.4	76.7	119.5
Domestic flights	28.9	67.9	14.4	44.2
Groceries	26.8	50.5	35.5	36.6
Shopping	22.9	25.1	37.7	44.1
Other	14.9	10.4	14.0	14.5
Water activities	12.0	15.4	11.2	28.6
Tours and sightseeing	12.0	13.3	11.3	22.3
Internet cost	8.7	26.0	22.6	20.3
Land based activities	7.1	7.5	7.7	9.2
Petrol	6.7	10.6	7.7	8.9
Vehicle rental	6.3	18.1	17.9	23.2
Public transport	4.1	11.0	13.2	9.7

#### **Totals**

**Australia US\$47 (SI\$370)** 

**New Zealand US\$75 (SI\$599)** 

PICs US\$57 (SI\$450)

Other US\$80 (SI\$633)

# **Local Expenditure Per Person Per Day – US\$ (Mean)**

Responses Expenditure Items	Holiday n=266	Business & Conference n=504	VFR n=152
Accommodation	14.5	46.7	7.3
Restaurants, cafes and bars	7.8	20.9	7.9
Water activities	4.8	1.0	1.5
Domestic flights	4.6	4.9	3.0
Shopping	4.4	5.4	2.1
Tours and sightseeing	3.6	1.4	1.3
Groceries	2.3	4.9	4.4
Internet cost	1.0	3.6	1.2
Land based activities	1.0	1.6	0.5
Other	0.9	3.6	1.5
Vehicle rental	0.8	3.9	1.1
Petrol	0.7	0.9	1.9
Public transport	0.6	1.5	0.5

# Totals

Holiday US\$47 (SI\$373)

**Business & Conference** 

US\$100 (SI\$797)

VFR US\$34 (SI\$271)

# **Local Expenditure Per Person Per Day – SI\$(Mean)**

Responses Expenditure Items	Holiday n=266	Business & Conference n=504	VFR n=152
Accommodation	115.3	370.5	58.2
Restaurants, cafes and bars	61.6	166.0	62.7
Water activities	38.1	8.2	12.0
Domestic flights	36.2	39.2	23.8
Shopping	35.0	43.3	16.6
Tours and sightseeing	28.5	10.8	10.7
Groceries	18.0	38.6	35.0
Internet cost	8.2	28.6	9.8
Land based activities	7.8	12.7	3.7
Other	7.1	28.7	11.7
Vehicle rental	6.7	30.9	8.7
Petrol	5.8	6.9	14.7
Public transport	4.6	12.2	3.8

**Totals** 

Holiday US\$47 (SI\$373)

**Business & Conference** 

US\$100 (SI\$797)

VFR US\$34 (SI\$271)

# **Average Expenditure Per Visit (US\$/SI\$)**

Respondents	N=405	N=131	N=201	N=260
Market	Australia	New Zealand	PICs	Other
Prepaid (60%)	US\$755/SI\$5,997	US\$712/SI\$5,649	US\$506/SI\$4,016	US\$1,369/SI\$10,866
In-country spend	US\$447/SI\$3,515	US\$675/SI\$5,391	US\$524/SI\$4,140	US\$800/SI\$6,330
Total spend	US\$1,202/SI\$9,512	US\$1,387/SI\$11,040	US\$1,030/SI\$8,156	US\$2,169/SI\$17,196

# **Average Expenditure Per Visit (US\$/SI\$)**

Respondents	N=266	N=504	N=152
Purpose of visit	Holiday	Business & Conference	VFR
Prepaid (60%)	US\$1,223/SI\$9,708	US\$933/SI\$7,407	US\$724/SI\$5,750
In-country spend	US\$465/SI\$3,693	US\$810/SI\$6,546	US\$384/SI\$3,062
Total spend	US\$1,688/SI\$13,401	US\$1,743/SI\$13,863	US\$1,108/SI\$8,812

## **Contribution to Solomon Islands Economy**

Average Prepaid Spend

60%

Flowing Back

Per Person
Per Visit
US\$899
US\$94
(SI\$7,106)
Per Person
Per Day
US\$94
(SI\$740)

Average Spend
While In Solomon
Islands

Per Person Per Visit US\$566 (SI\$4,474) Per Person Per Day US\$59 (SI\$466)



**Per Person Per Day** 

US\$153 (SI\$ 1,206)

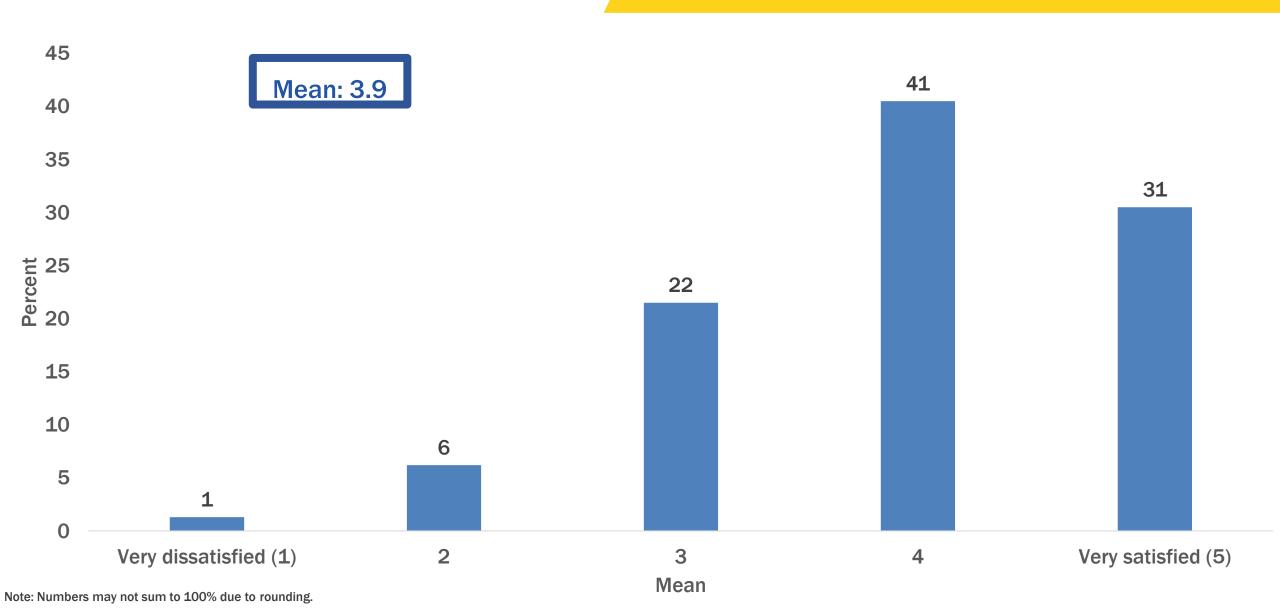
Per Person Per Visit

US\$1,465 (SI\$ 11,580)

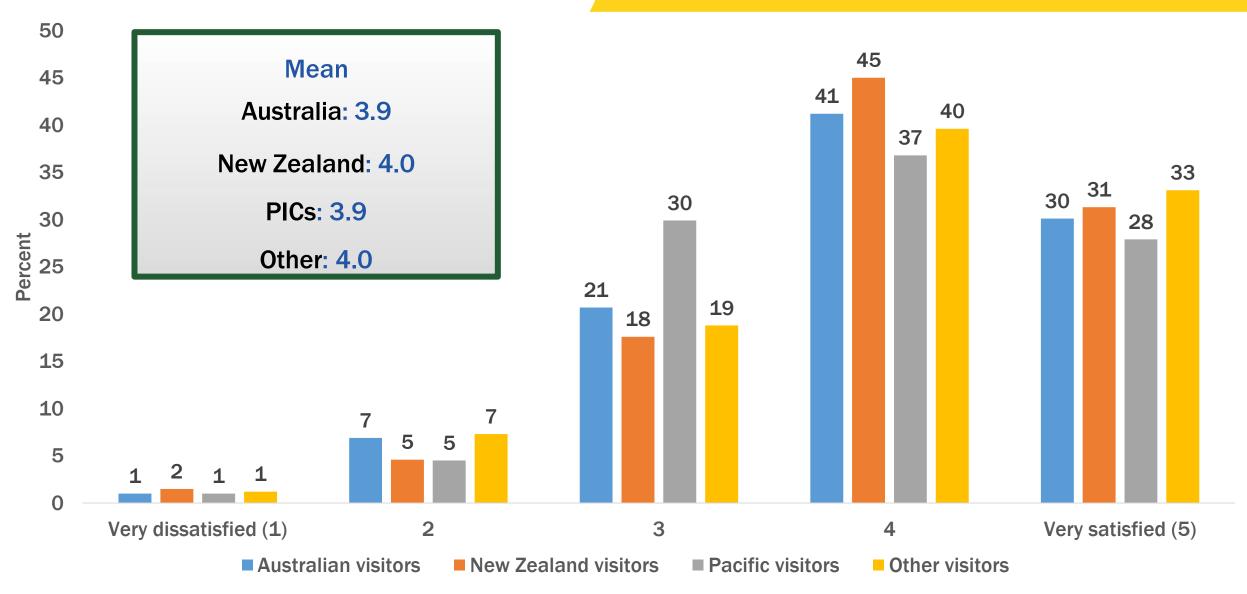


Most and least appealing elements of the visit and overall satisfaction with Solomon Islands.

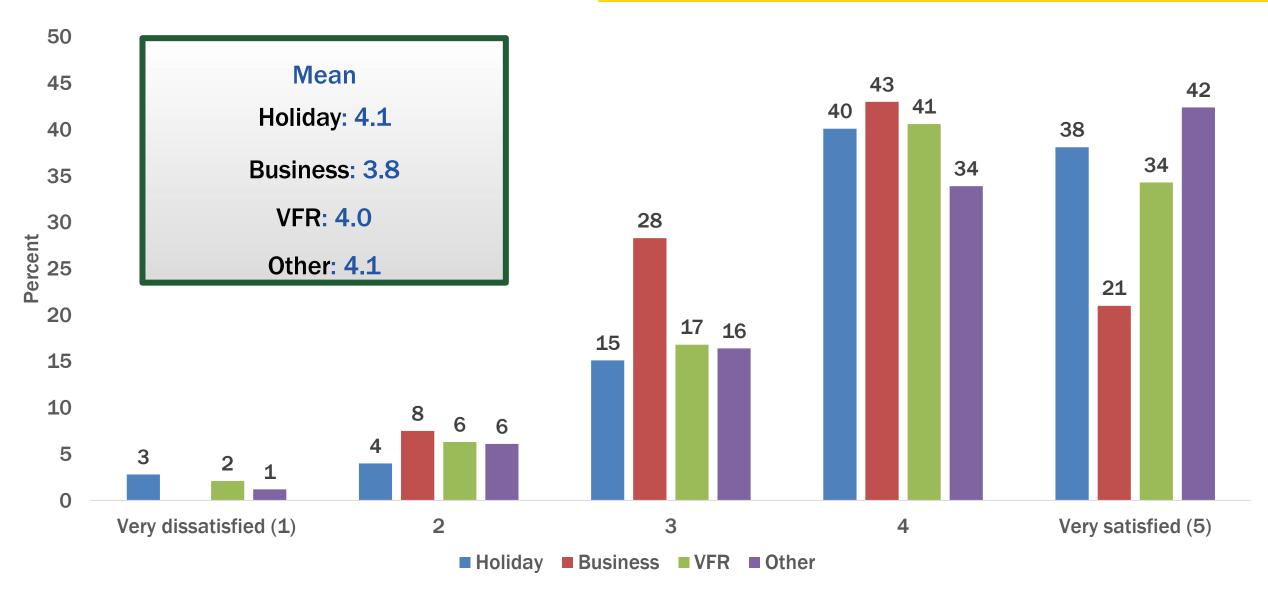
# **Overall Satisfaction**



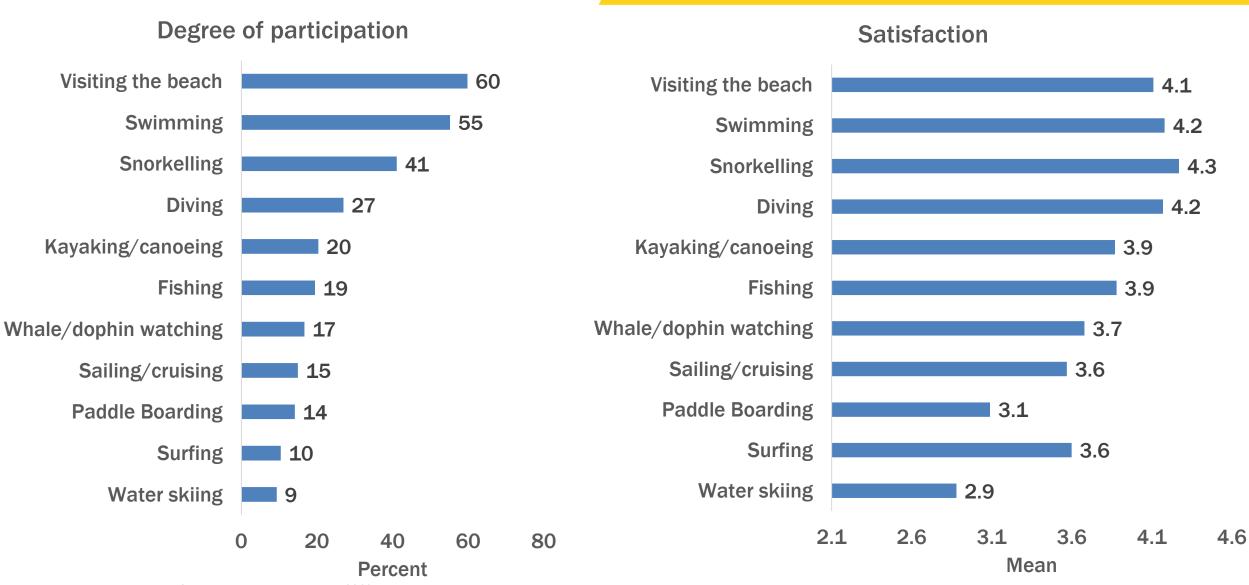
## **Overall Satisfaction**



## **Overall Satisfaction**



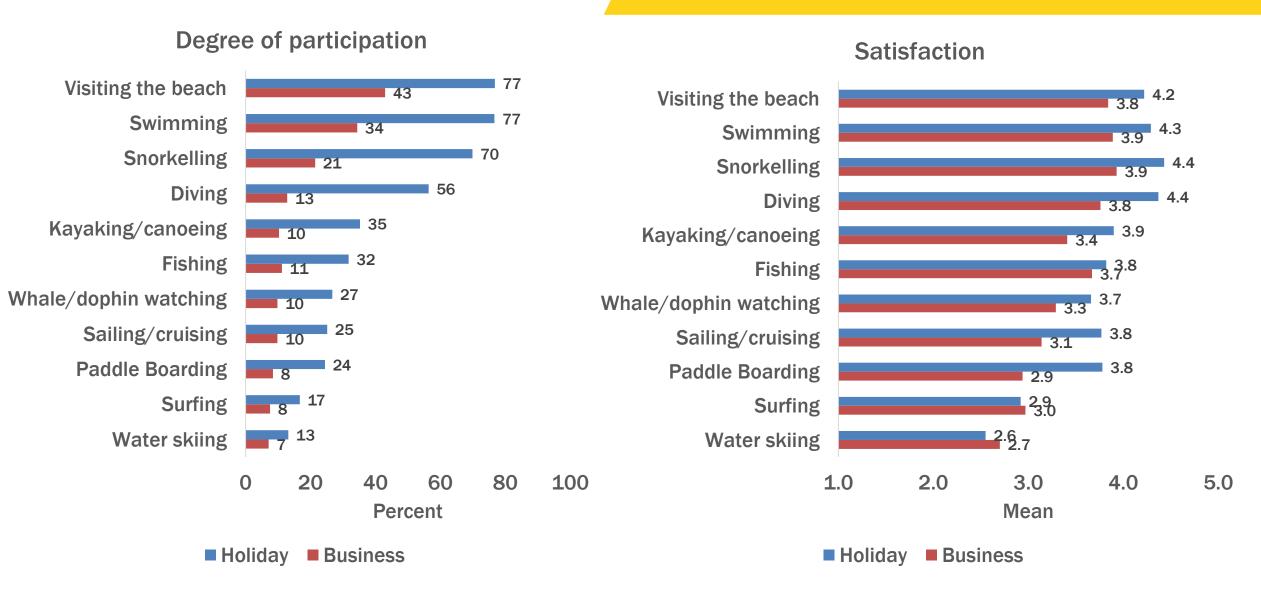
#### **Water Based Activities**



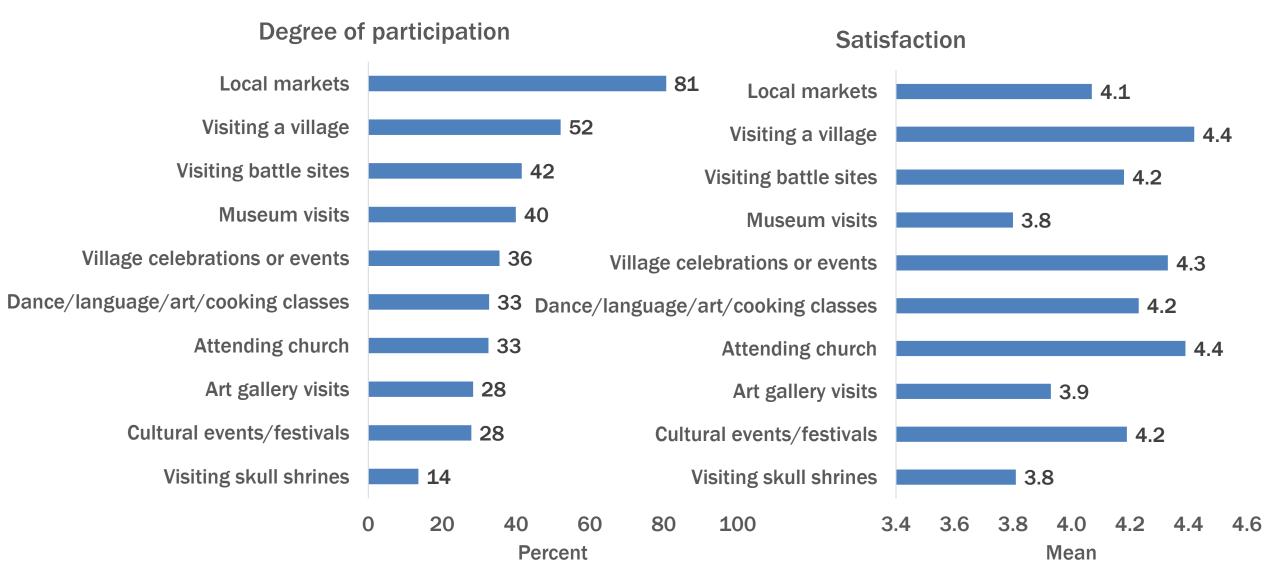
Note: Multiple responses, therefore total does not add up to 100%.

#### **Water Based Activities**

## **Holiday and Business Visitors**

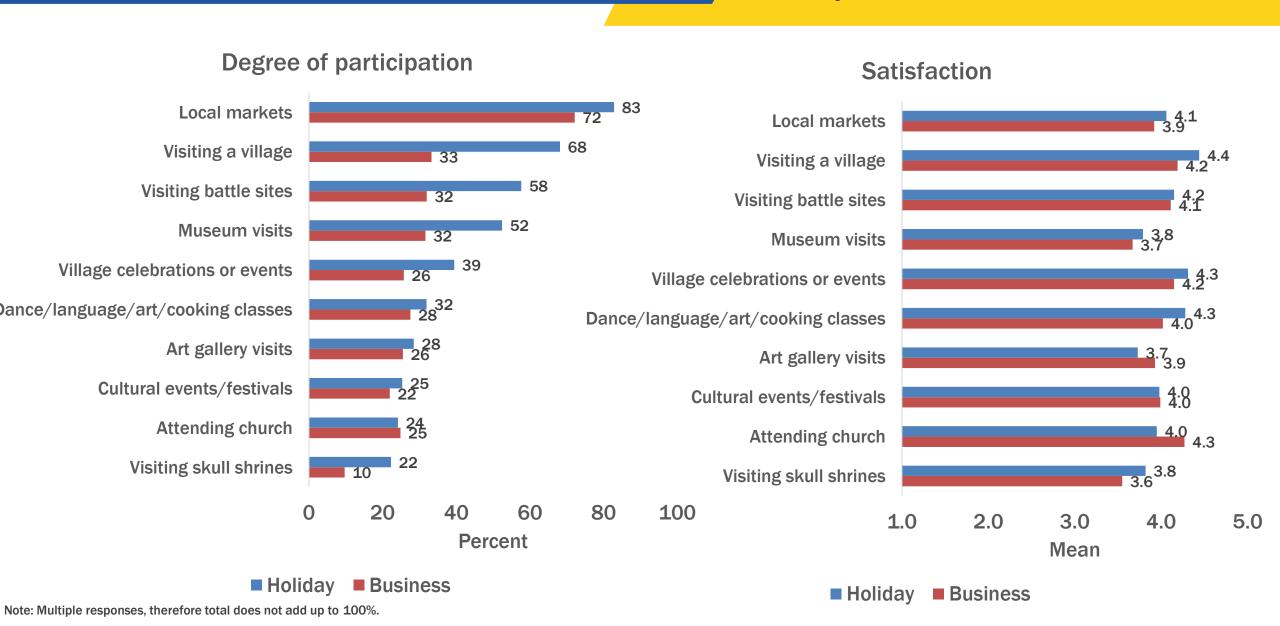


#### **Cultural Interaction Activities**

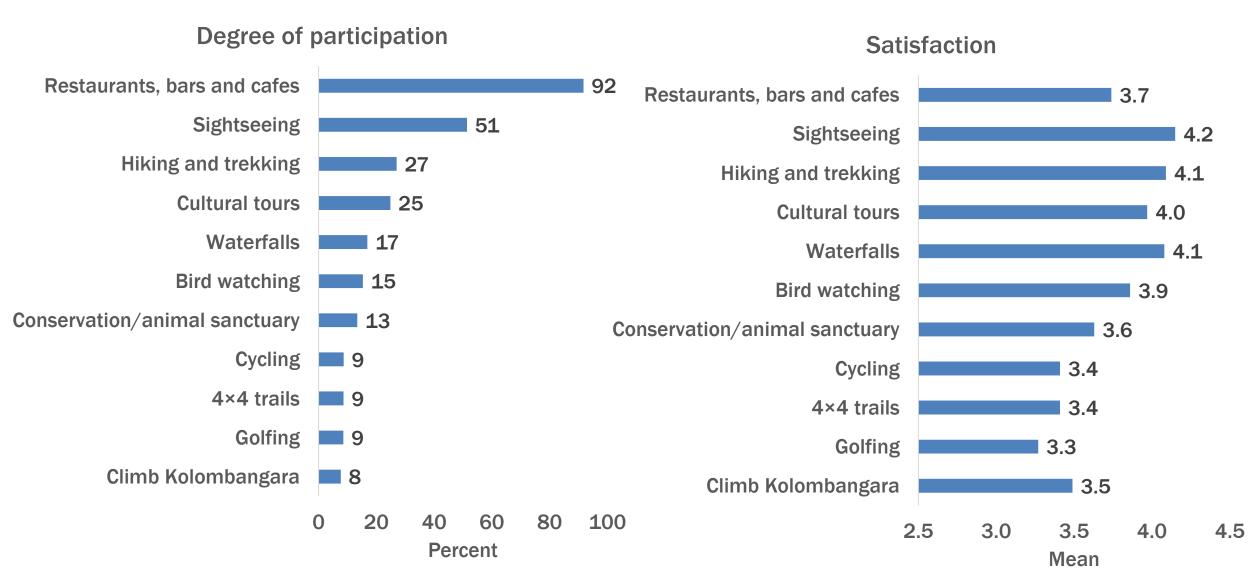


### **Cultural Interaction Activities**

## **Holiday and Business Visitors**

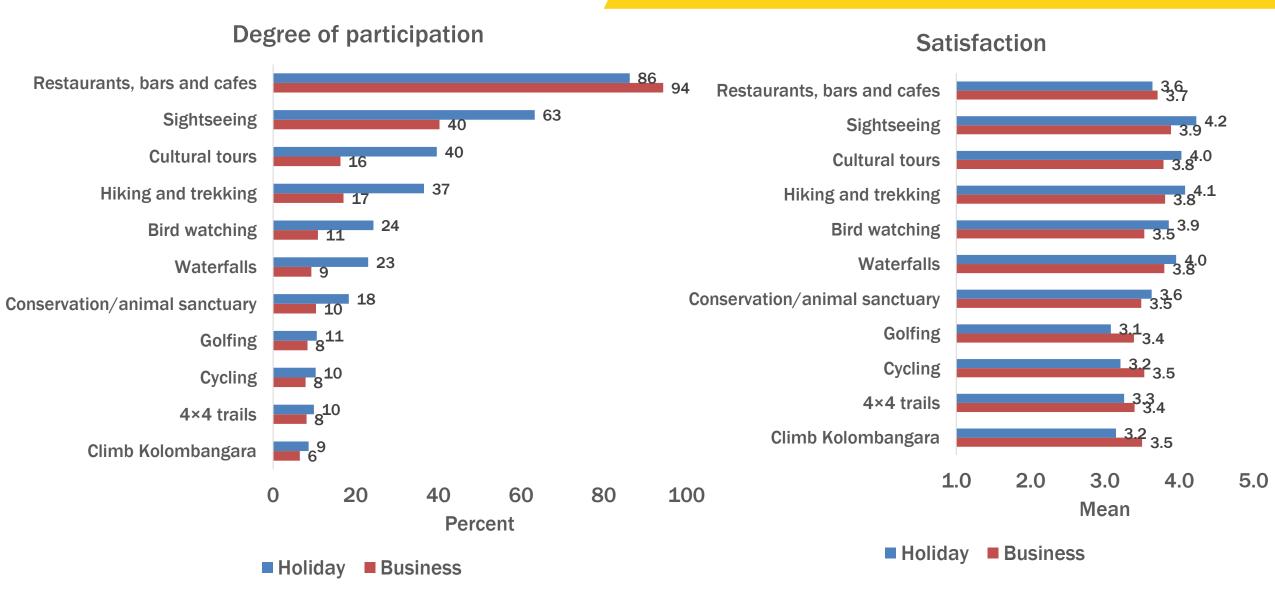


## **Land Based Activities and Touring**



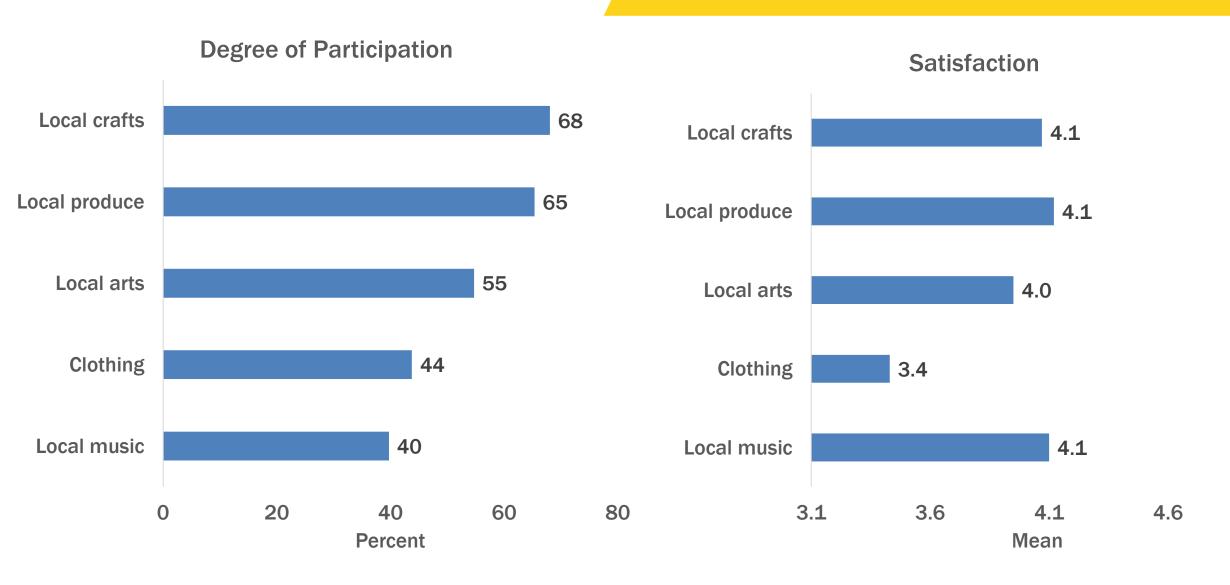
## **Land Based Activities and Touring**

### **Holiday and Business Visitors**



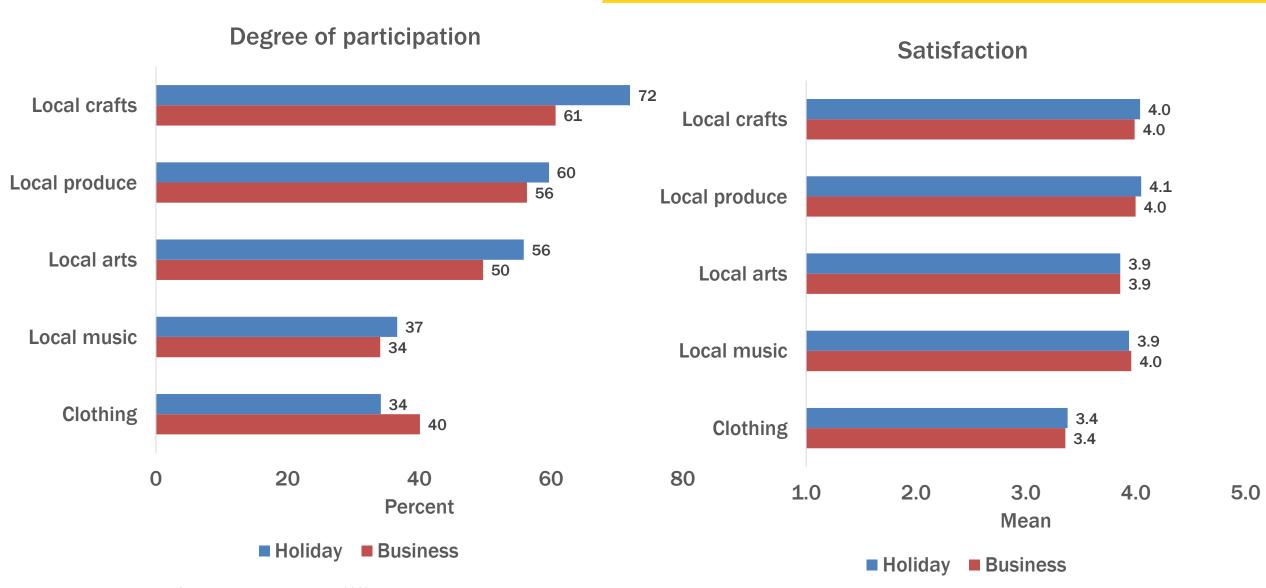
Note: Multiple responses, therefore total does not add up to 100%.

# **Shopping**



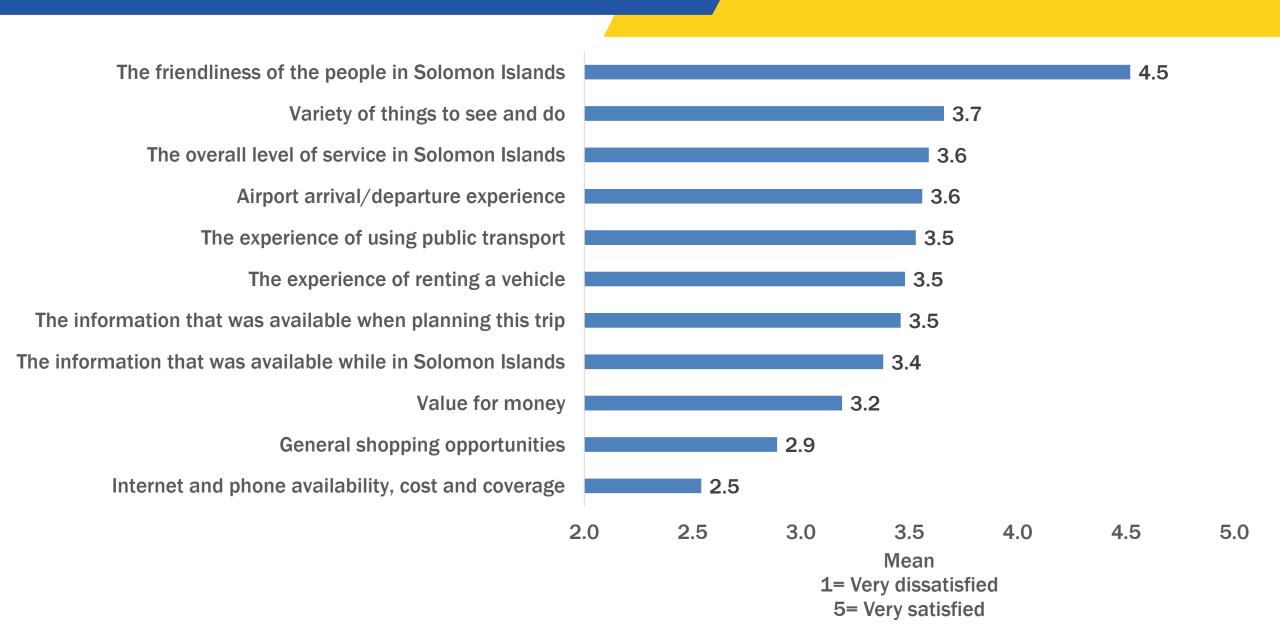
# **Shopping**

## **Holiday and Business Visitors**

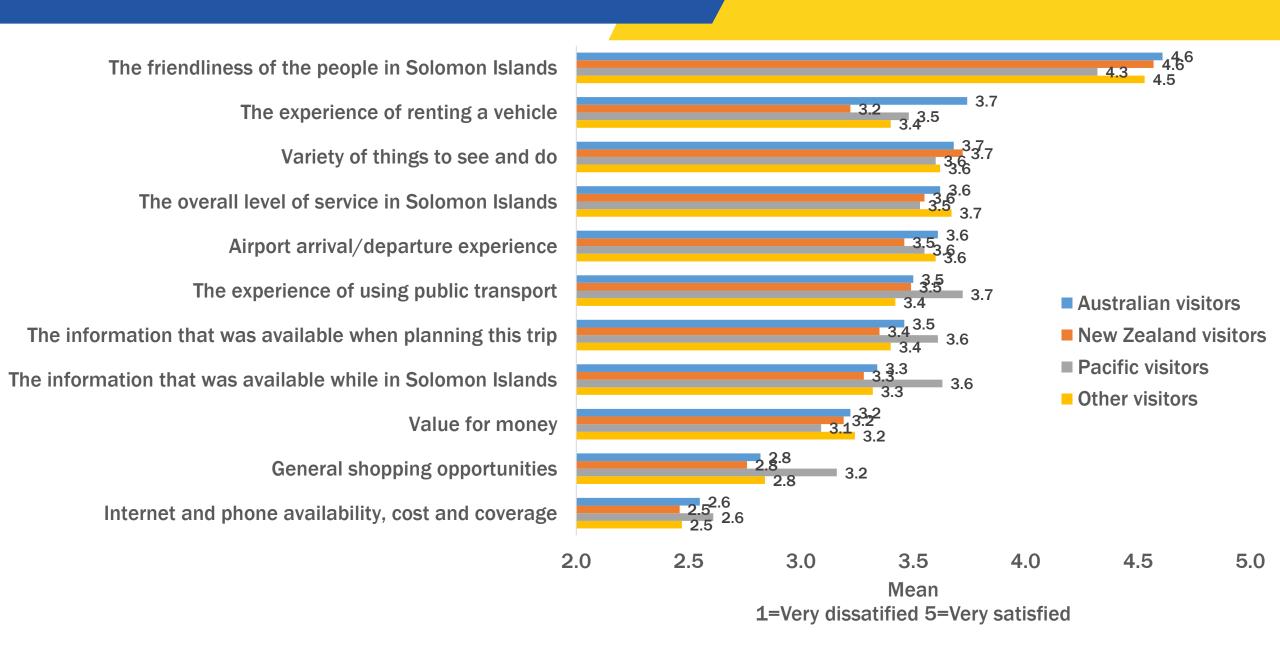


Note: Multiple responses, therefore total does not add up to 100%.

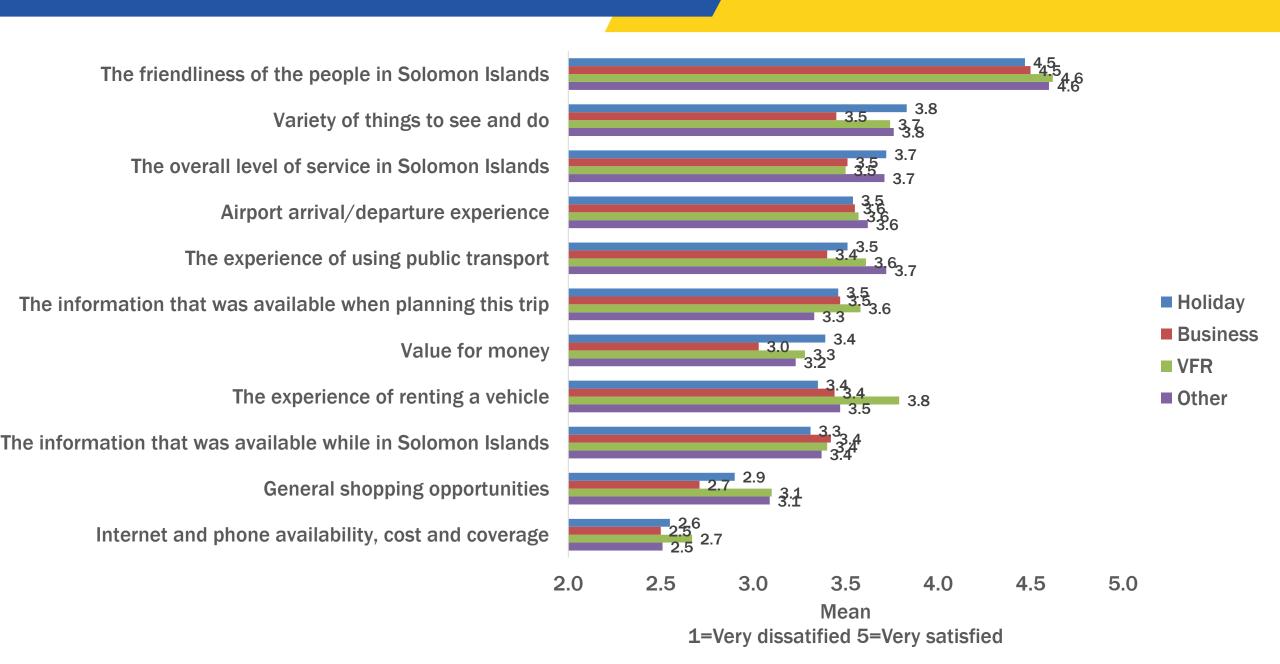
#### **Satisfaction with the Solomon Islands**



#### **Satisfaction with the Solomon Islands**



### **Satisfaction with the Solomon Islands**



# **Most Appealing Aspects**



30%
Activities &
Attractions

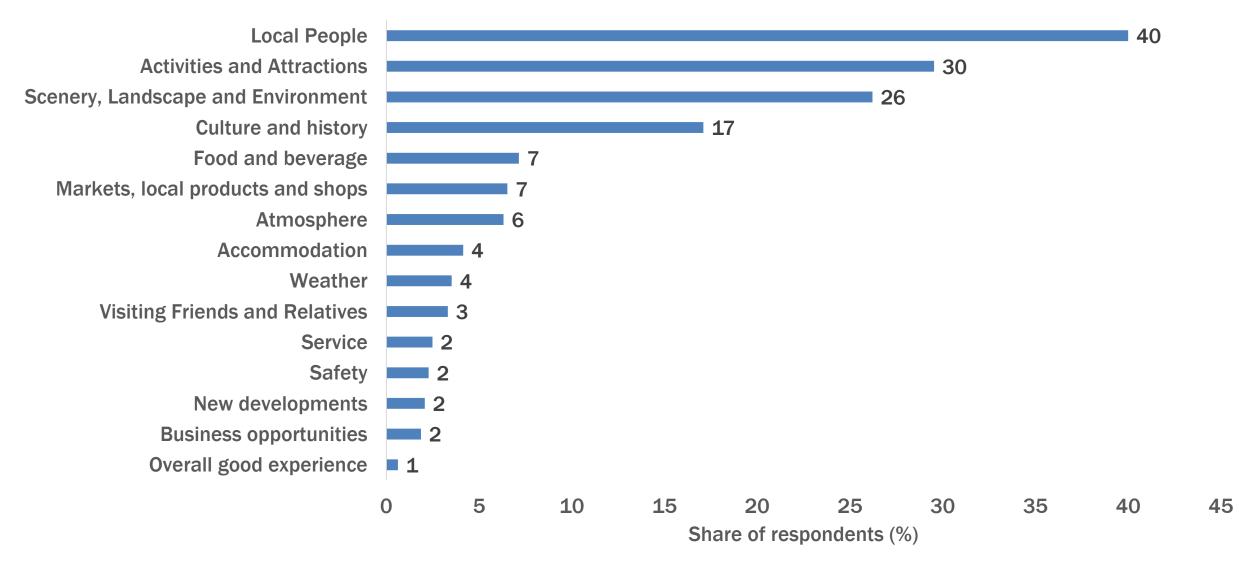


40% Local People



Scenery,
Landscape and
Environment

## **Most Appealing Aspects**



Note: Multiple responses, so total does not add up to 100%.

"Friendliness for Solomon islanders, beauty of the islands, happiness of the children."

"The people were INCREDIBLY friendly and well informed. I enjoyed speaking with people on the street, in the market and taxi drivers."

"I just love the friendly Smiles and hospitality."

"The way everyone just seems to not complain and has a smile on their face."

"The local people we met were very welcoming and friendly, having our grandson, who is 2yrs. was like a magnet as local people obviously love children."

"The People in Solomon Islands are one of the most friendliest and helpful I have ever met. I would love to go there often because of the people I met!."

"Fantastic diving and relatively "untouched "."

"The variety of diving sites"

"Was great to see more cultural activities and centres for young people."

"Diving and the coral .There were not a lot of large fish life like sharks / mackerel over the 7 days that we dived."

"The snorkelling was spectacular, and we loved visit Tetepare because it was protected and therefore had a greater abundance of sea life and wildlife."

"Water activity - boating / swimming."

"Back to nature, off the grid, subsistence living, slower pace, friendly locals, beautiful coral."

"The quality and preservation of the coral areas - due in large part to the care with which the dive company protected special areas from damage by careless or inexperienced divers."

"The natural landscape, where you one can find peace and enjoyment by trekking in the bushes or swimming and diving in the lagoon where you knew and assured of pollution free waters."

"Beautiful natural environment. The Solomon Islands needs to do everything it can to protect its beautiful natural resources."

"The most attractive thing was the wild nature and authenticity of the island."

## **Most Appealing Aspects**

### **Other Comments**

"I went entirely for work but really enjoyed getting to see the military history of the island."

"I loved learning about the local history, especially around World War Two."

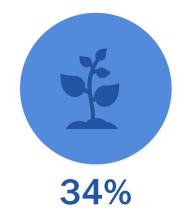
"Fruits from the market - very sweet. Fish market - I like eating fish so I go and get my fish from here every day."

"The fact that the place is very laid back and non commercial."

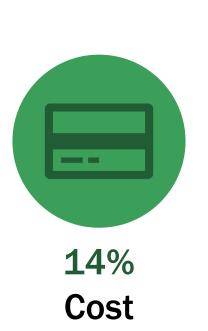
"The quality of the diving and the professionalism of the hotel and dive services."

"The weather, nice to feel warm."

"Arts and local artefacts at the market and general clothing shopping."

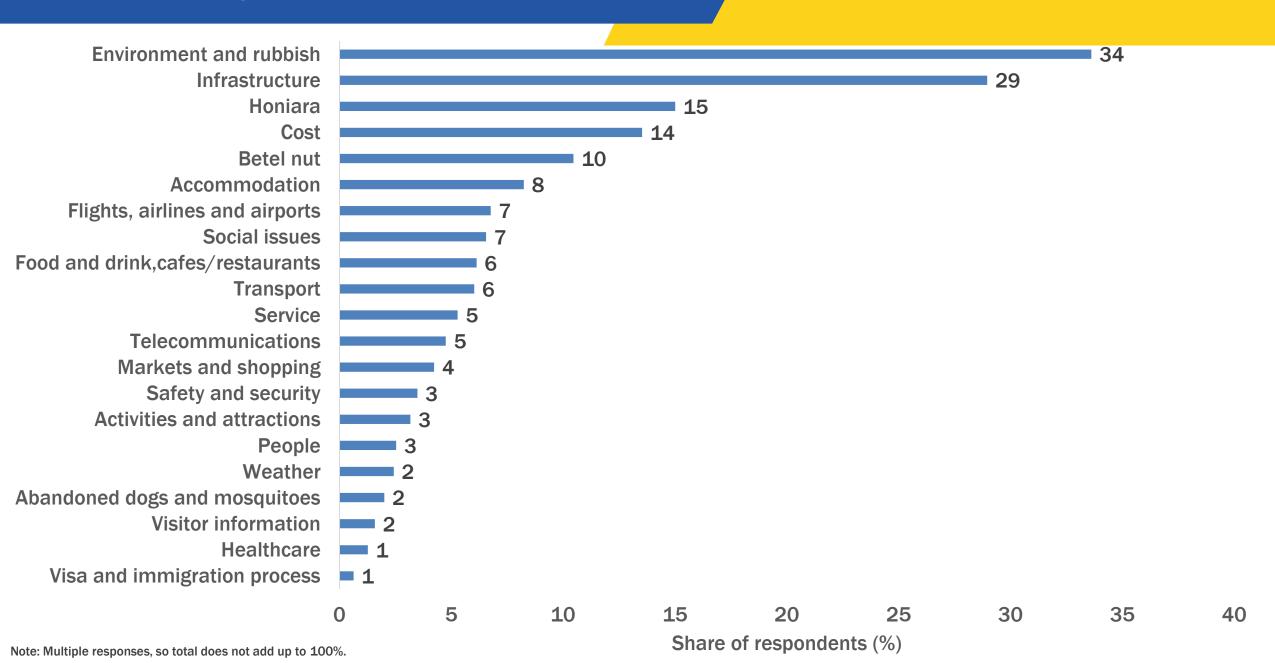


**Environment** and Rubbish





Infrastructure



### Dirty environment including Beetle nut spit, rubbish on streets and in waterways

"The rubbish everywhere, especially the plastic! There is NO rubbish collection for the locals so they have nowhere to get rid of rubbish so just throw it anywhere especially in drains which flush it all into the sea."

"Spitting all over the town with betel nut. It is a very nice place with nice shops and people but the betel spit makes the place so dirty and makes people not wanting to walk around stepping on the spits."

"Honiara is like a giant rubbish bin. It makes me wonder where all of the aid money goes. There's no rubbish bins and public defecation is common."

"The amount of rubbish thrown on the street and in the water."

## Infrastructure (29%)

### **Quality of roads (includes potholes), plus traffic**

"The road from the airport to the city was in horrible condition."

"Roads were not great especially near the airport and on the west side of Honiara. Also traffic was very congested much of the time, on the one main road."

### **Telecommunication connectivity**

"Ongoing difficulties with telecommunications and availability/cost of internet."

"Very poor internet and hard to find good signal/wifi."

## Water, electricity and power

"Poor water/toilet facilities."

"The lack of power/internet."

#### **Cost of accommodation**

"Level of customer service in hotels, maintenance of hotel rooms, value for money."

"Very expensive hotel accommodation and poor quality for what you pay for in comparison say with Vanuatu."

#### Cost of telecommunication

"The availability and cost of internet were an issue while travelling for business."

#### Cost of travel and activities

"Although there were lots of places to eat/drink in Honiara and some lovely beaches, we couldn't find many other affordable activities."

"Cost and possibilities of inter-island travelling."

#### Other comments

#### Honiara

"Feeling unsafe in Honiara which also seemed a dirty place."

"The "strip mall" layout of Honiara is terrible. No public transport. There is no CBD to speak of so walking to a variety of restaurants was impossible. There also wasn't much of a variety of restaurants open at night, and it was very expensive!"

### Airport/Air services

"The airport both international and domestic need upgrade and need shuttle transfers to domestic or walk pathway in between airports."

#### **Accommodation**

"The hotel accommodation was very very basic, in disrepair/ showers not working / air conditioning note working / sewage smells around the hotel

#### **Customer service**

"Not good customer service, needs improvement."

## **Suggestions for Improvements**



62% of respondents said that they would suggest some improvements based on their visit to Solomon Islands

36%	Public infrastructure
20%	Environment, cleanliness, hygiene
14%	Flights and airports
12%	Cost and price
10%	Accommodation
8%	Service
<b>7</b> %	Tours, activities, and attractions
6%	Food and drink
6%	Travel information
3%	Local people
3%	Safety and security
3%	Social issues

## **Suggestions for Improvements**

"The tourism information and activities and the road infrastructure."

"Have tourist attractions/areas of significant sign posted on the roads."

"Cheaper and more reliable and easier to use phone and internet service."

"Improved policing of traffic. Peak hour traffic in Honiara is appalling for such a small town."

"People needs to look after their environment - healthy environment contributes to healthy living."

"More domestic airline carriers to increase price competitiveness for inter-island travel."

### **Return to Solomon Islands**



## 90%

of visitors indicated that they would consider re-visiting Solomon Islands

### Main Reasons **Not** To Return

- Poor value for money
- Only for business work
- Want to visit other destinations
- Environmental pollution
- Unsafe
- To visit friends and relatives
- Unfriendly people
- Poor facilities/infrastructure
- A long travel distance
- Poor accommodation
- Boring

### Reasons not to return to Solomon Islands

"Not enough to bring me back. Did not feel at ease in terms of safety. I think there is a long way to go until its attractive to tourists. I was disappointed in the feel of the place - I felt like locals don't want us there. Very dirty in Honiara and this is really sad to see. I am glad I got to visit and I appreciate the history involved. I went for a cultural visit and to learn about the country which I achieved."

"Only for work. Its too expensive."

"Our friends will have left soon, distance from UK, cost, lack of good holiday accommodation in Honiara."

"Would rather go to another place which has more value for money, especially regarding accommodation."

## **Recommending Solomon Islands**



84%

of visitors said that they
would recommend the
destination to their family
and friends

#### **Reasons Not To Recommend**

- Poor value for money
- Only to certain people
- Poor facilities and infrastructure
- Not a tourist destination
- Visit other destinations
- Limited attractions and activities
- Environmental pollution and rubbish
- Unsafe
- Poor accommodation
- Low level of service
- A long travel distance

### Reason not to Recommend the Solomon Islands

"At the moment it feels a bit too hard to get around and expensive for what you get out of it, I would only recommend it to someone who is specifically interested in the history or some of the wildlife watching opportunities."

"Expensive and tourism infrastructure poor. Ok for the young and adventurous.."

"Not really catered for overseas visitors especially westerners."

"I did not feel safe in the Solomon Islands and it did not offer an attractive destination for a visitor." Not a great tourist destination for R&R as it is very unclean, and expensive

"Not a great tourist destination for R&R as it is very unclean, and expensive."

"Nothing of interest to do or see, diving not worth the time or money."

