







# Solomon Islands International Visitor Survey January to June 2019











# **January to June 2019 Respondents**



Total number of valid e-mails sent: 4,052

Conversion Rate of 13.2%





**Total number of responses: 534** 



\* 4.8% of all visitors during the period

<sup>\*</sup> Based on 2017 visitor arrival statistics from Solomon Islands National Statistics Office.

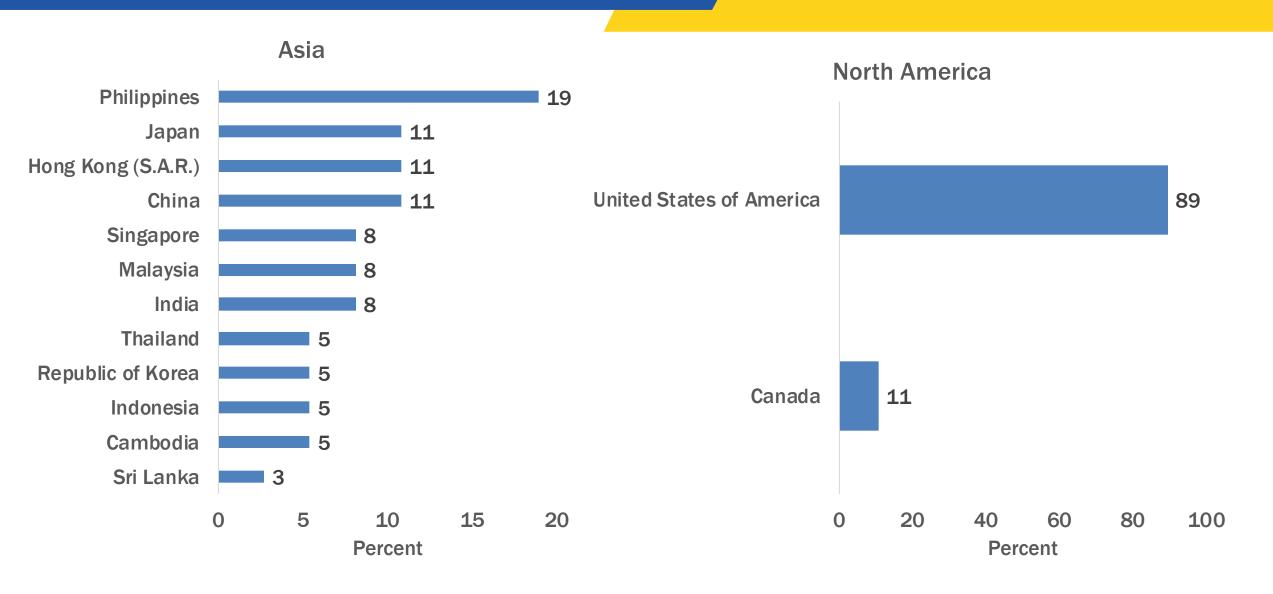


Age, gender, education, country of origin, income, purpose of visit, travelling companions, number of previous visits, length of stay, type of accommodation, transport used, information sources, purchasing behaviour.

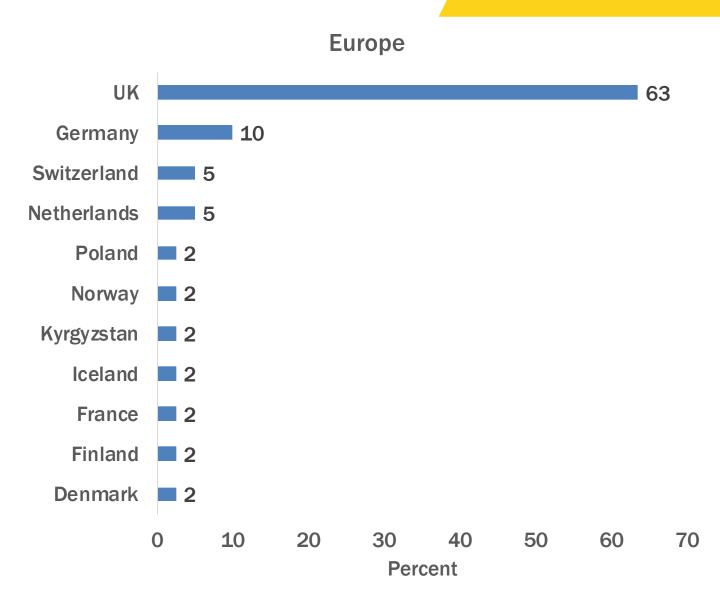
# **Country of Origin**



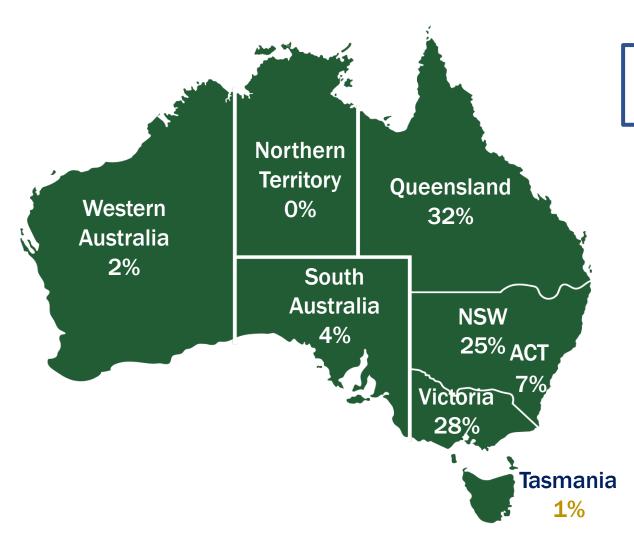
# **Country of Origin**



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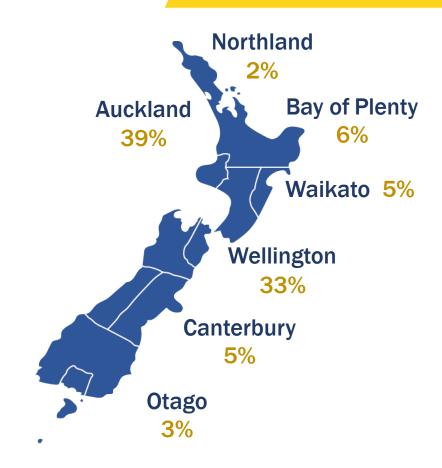


# **Australian Respondents**



Queensland, New South Wales, and Victoria account for 85% of all Australian arrivals

# New Zealand Respondents



Auckland and Wellington make up 72% of all New Zealand visitor arrivals

#### **Visitor Characteristics**

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



36% Under \$50,000

**38**% \$50,001 - \$100,000

**16%** \$100,001 - \$150,000

**6%** \$150,001 - \$200,000

**2%** \$200,001 - \$250,000

2% Over \$250,001

#### **Highest Qualification**

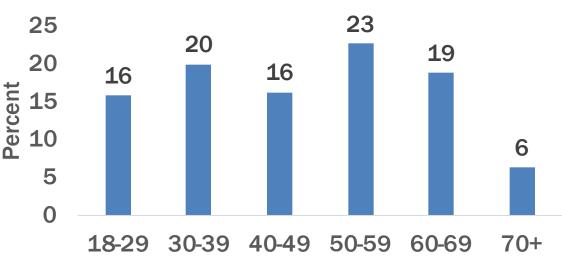


89% Tertiary qualification

9% High school qualification

2% Other





#### **Respondent Gender**

38% Female

**62%** Male

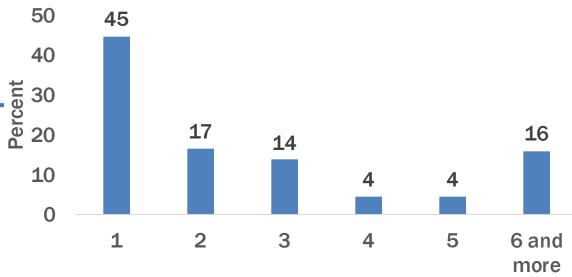
#### **Visitor Characteristics**



# 40% Work Colleagues 36% Partner/Spouse 14% Friends 13% Family Member(s) 6% Organised group 2% Tour group Other

Travel with\*

#### **Number of Companions**



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

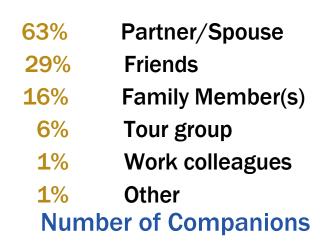
## **Visitor Characteristics – Holiday Visitors**

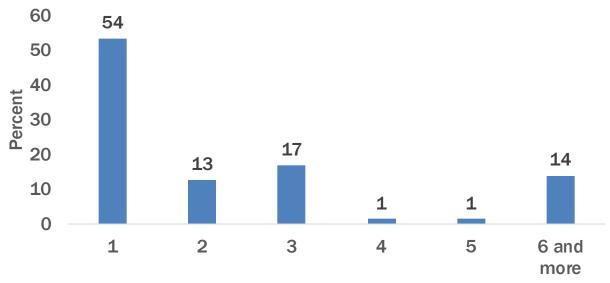


**61%** with others

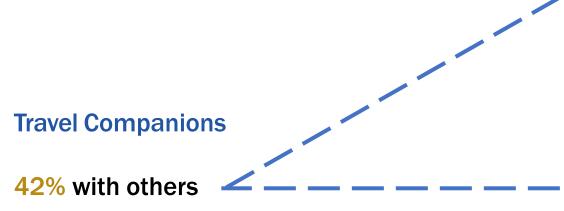
**39%** of visitors travelled to Solomon Islands by themselves

#### Travel with\*



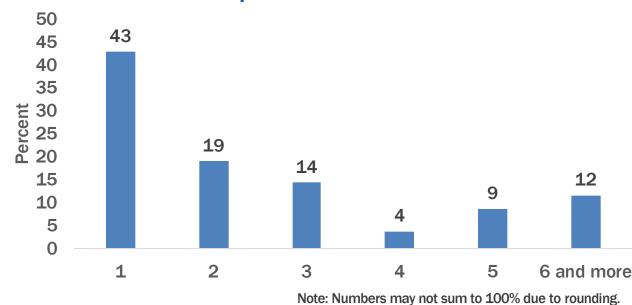


#### **Visitor Characteristics – Business Visitors**



**58%** of visitors travelled to **Solomon Islands by themselves** 





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



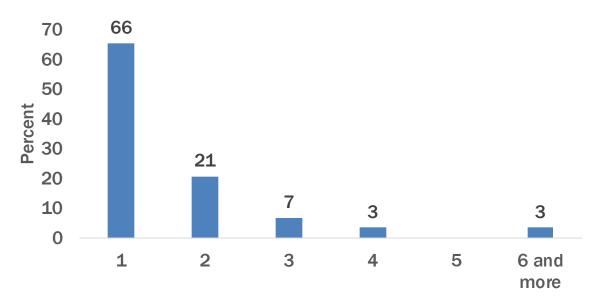
39% with others

**61%** of visitors travelled to Solomon Islands by themselves

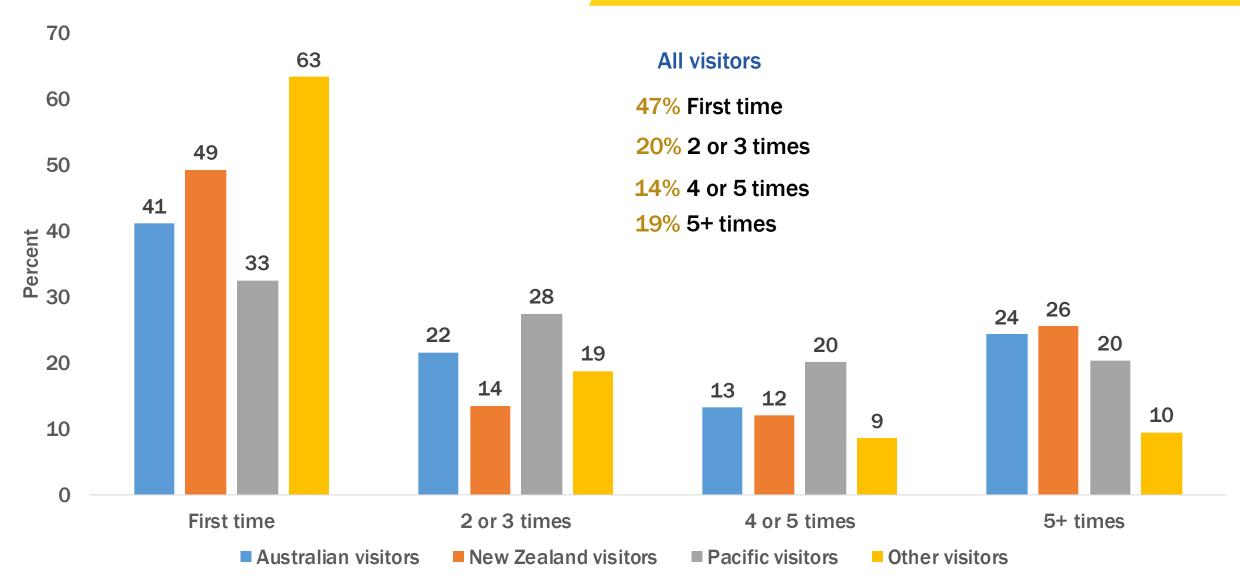
#### **Travel with\***

47% Partner/Spouse43% Family Member(s)23% Friends

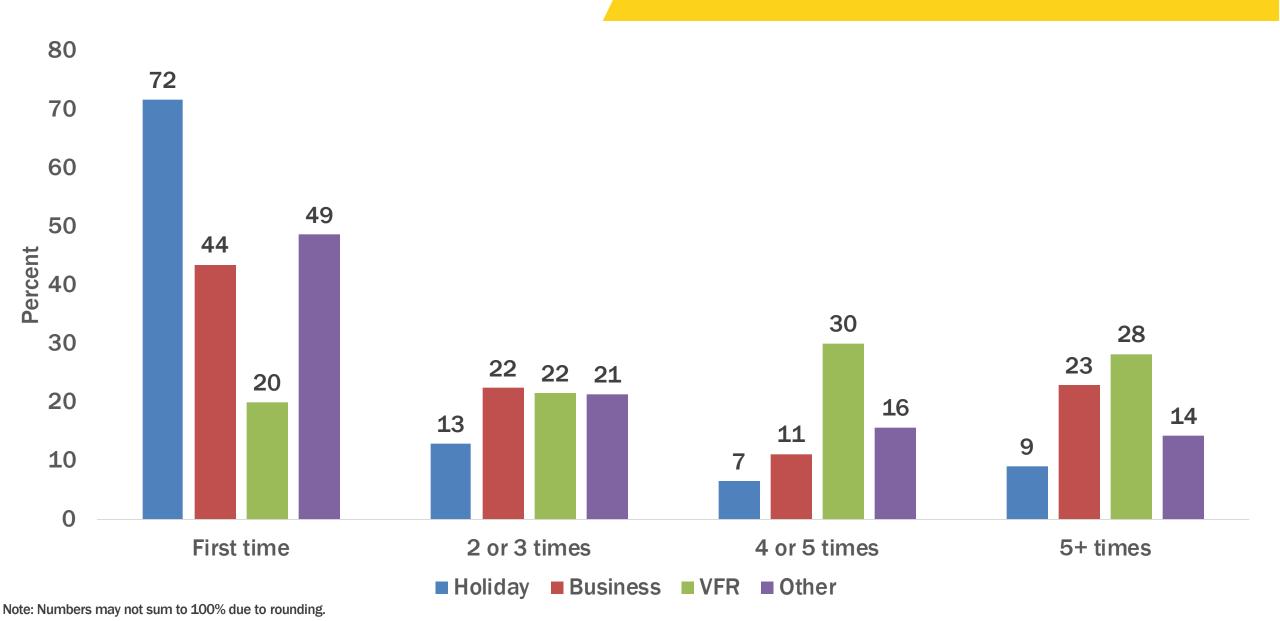
#### **Number of Companions**



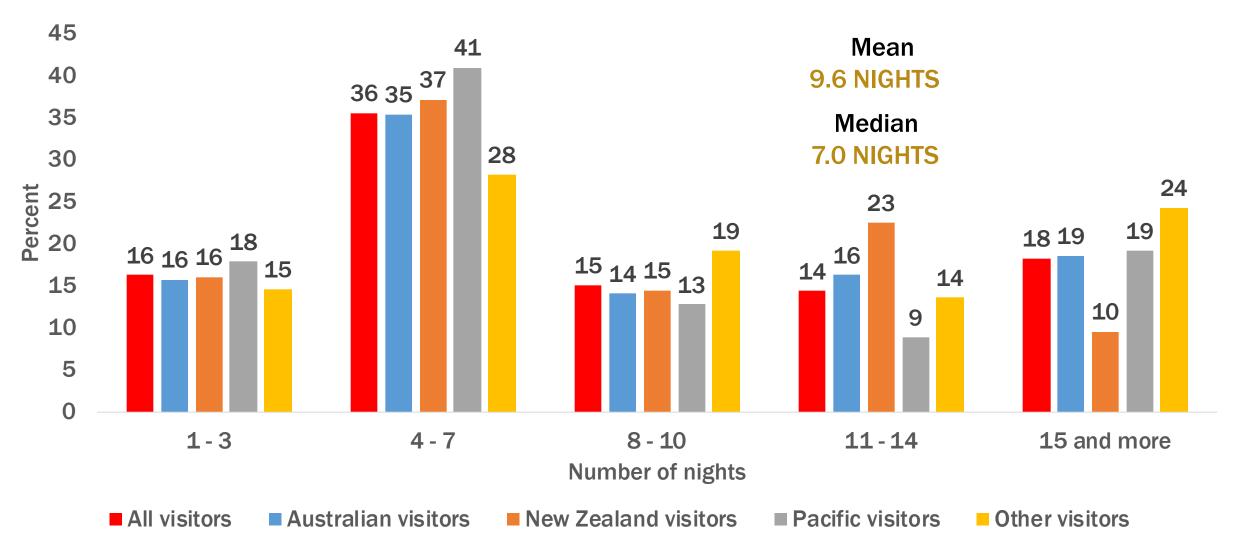
#### **Previous visits**



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



# **Length of Stay**



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

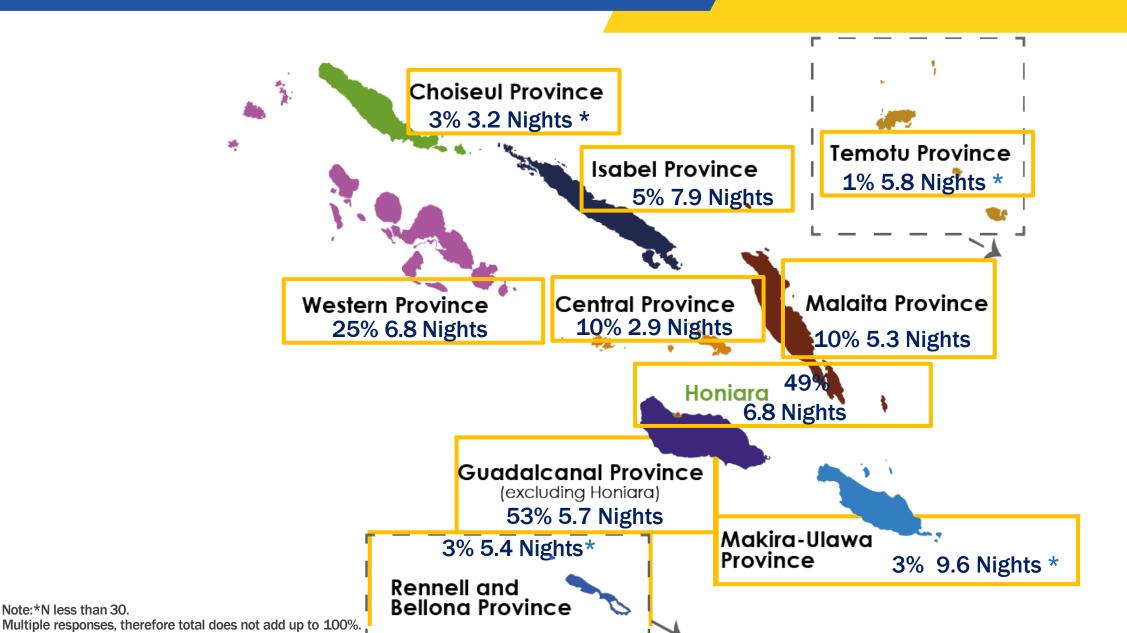
Note: Numbers may not sum to 100% due to rounding.

# **Length of Stay**

	Overall	Australia	New Zealand	Pacific	Other markets	Holiday visitors	Business or conference visitors	VFR visitors
Mean (Nights)	9.6	9.6	8.7	8.8	10.7	10.1	8.0	11.0
Median (Nights)	7.0	7.0	7.0	7.0	8.5	9.0	6.0	10.0

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

Note:\*N less than 30.



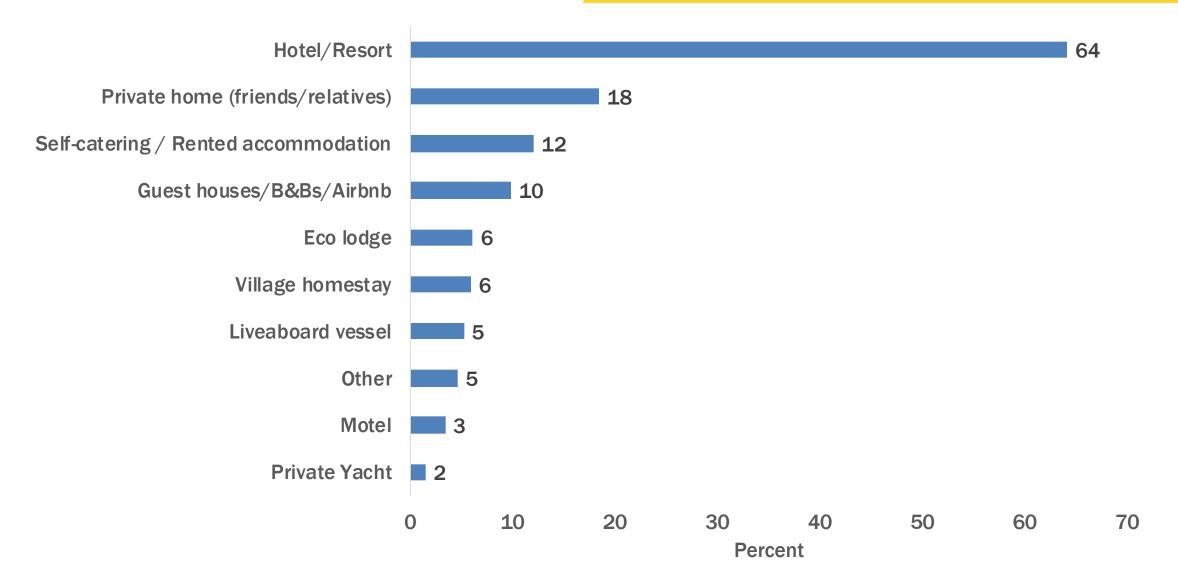
# Provinces Visited and Provincial Length of Stay

# **Holiday and Business visitors**

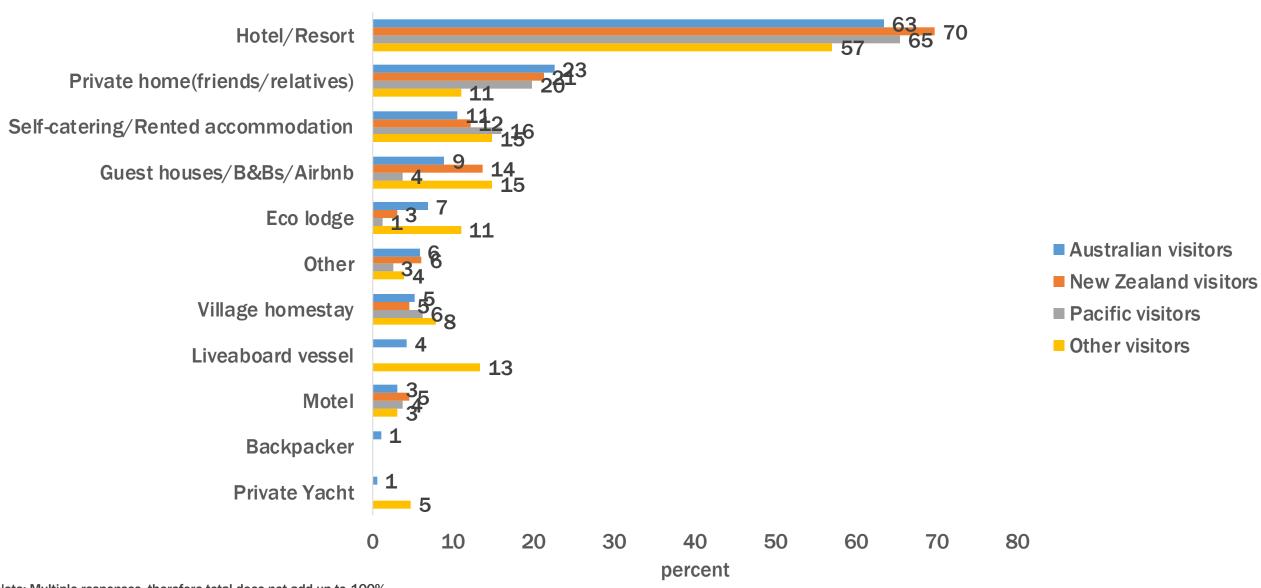
	Holiday visitors (%)	Business visitors (%)
Guadalcanal Province	60	49
Western Province	50	16
Honiara	38	54
Central Islands Province	21	6
Malaita Province	15	8
Isabel Province	9	4
Choiseul Province	6	2
Makira/Ulawa Province	2	3
Temotu Province	1	1
Rennell & Bellona Province	0	4

	Holiday visitors (Nights)	Business visitors (Nights)
Western Province	7.3	4.3
Isabel Province	6.3*	5.7*
Honiara	5.3	6.3
Makira/Ulawa Province	5.0*	2.0*
Guadalcanal Province (excluding Honiara)	3.9	6.6
Malaita Province	3.5*	2.7*
Choiseul Province	3.4*	3.8*
Central Islands Province	3.2*	2.8*
Rennell & Bellona Province		5.9*
Temotu Province		1.0*

# Types of Accommodation Used

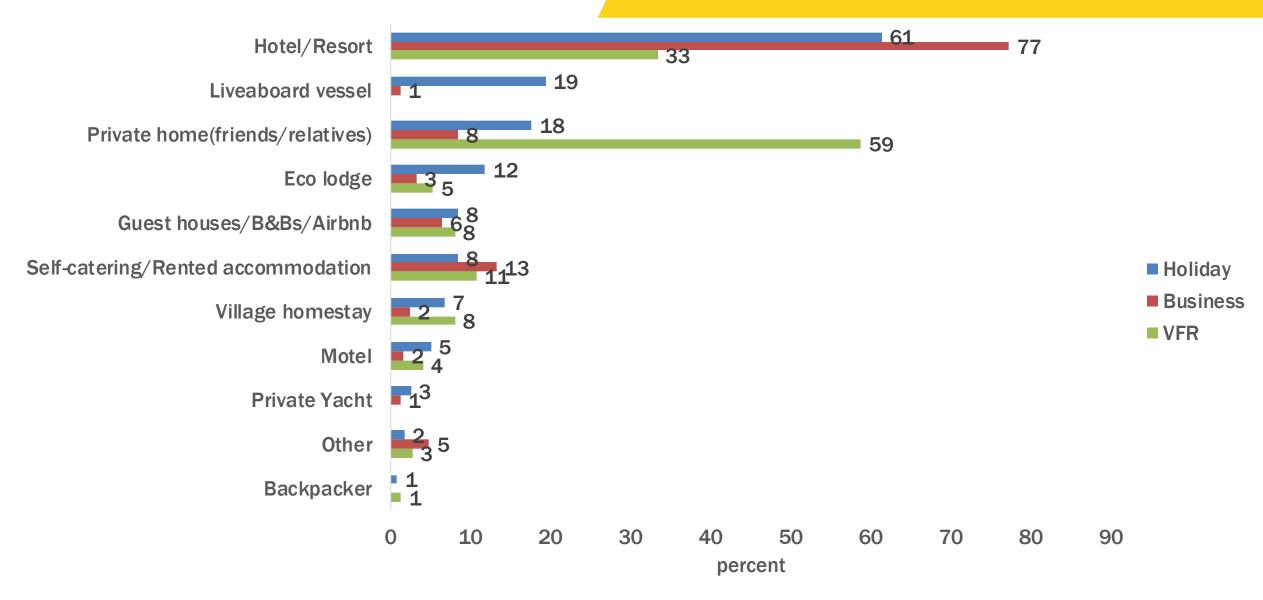


# Types of Accommodation Used

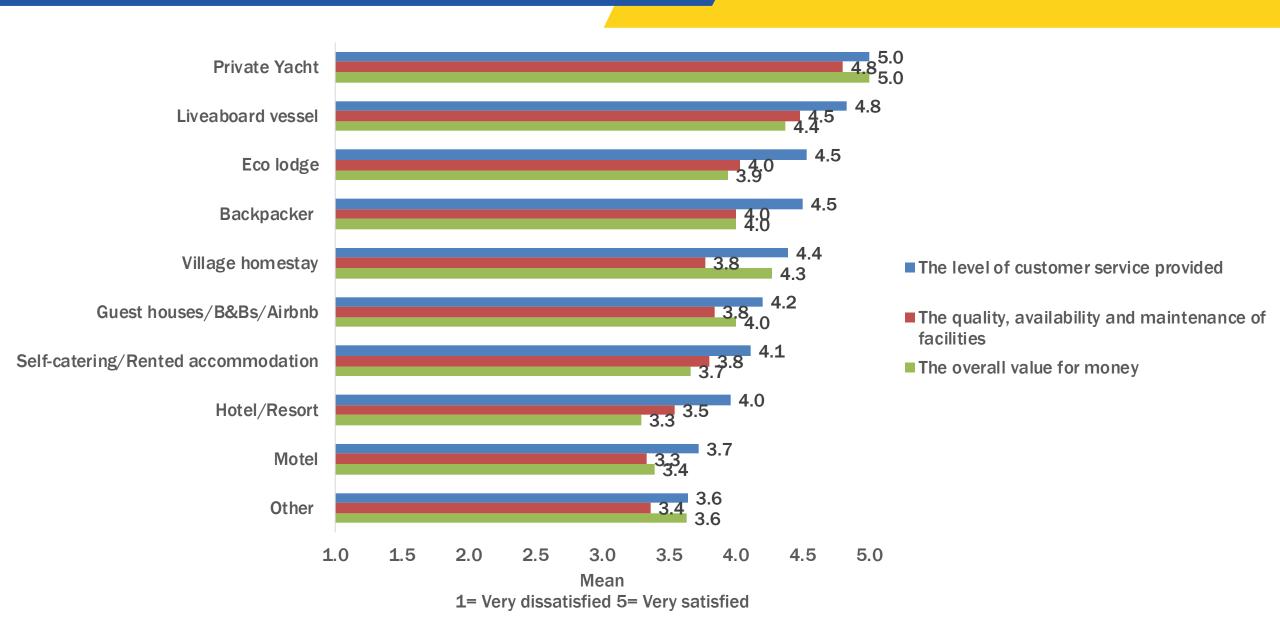


Note: Multiple responses, therefore total does not add up to 100%.

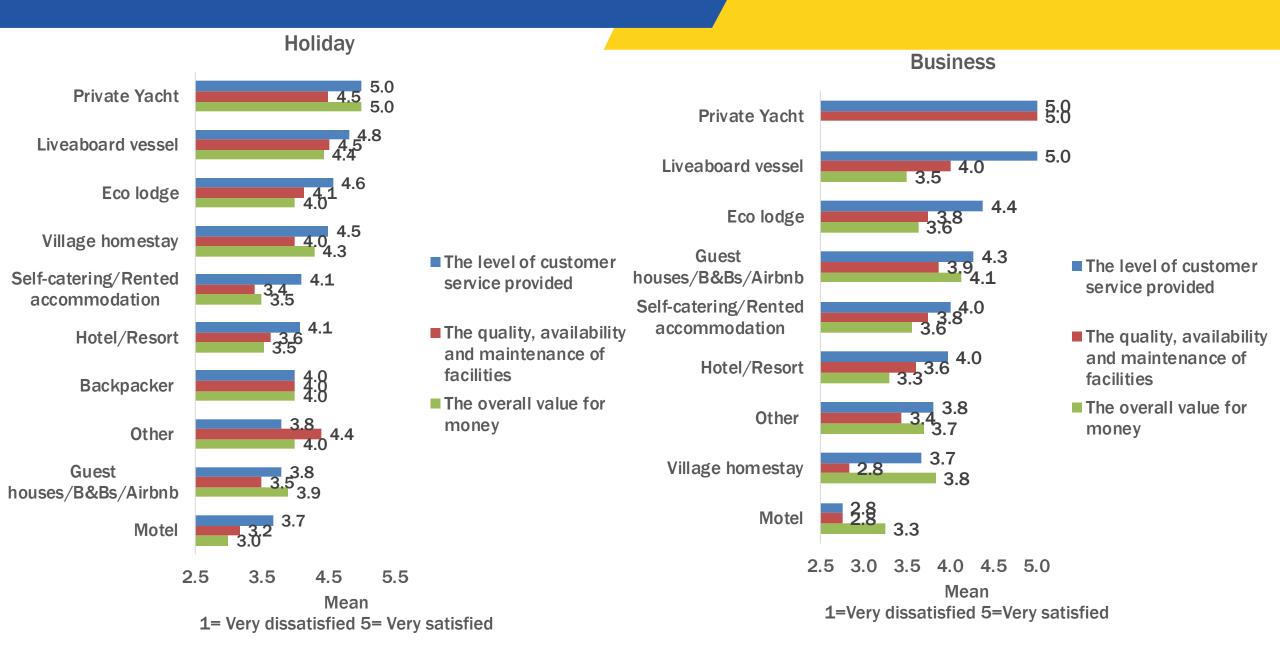
# Types of Accommodation Used



#### **Satisfaction with Accommodation Used**



#### **Satisfaction with Accommodation Used**



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

For 28% 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

1% North America

**1**% Europe

For 72% of visitors,

Solomon Islands is the sole destination on their trip.

#### **Airlines Used**

**62%** Solomon Airlines

**20%** Virgin Australia

19% Air Niugini

**13%** Fiji Airways

10% Other

5% Nauru Airlines

**1%** Air Vanuatu

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

For 47% of holiday visitors, Solomon Islands was part of a larger journey, other destinations included:



**61%** Other Pacific Countries

59% Australia

**16%** Asia

12% New Zealand

2% North America

For 53% of visitors,
Solomon Islands is the
sole destination on
their trip.

#### **Airlines Used**

**68%** Solomon Airlines

**17%** Virgin Australia

**17%** Air Niugini

**11**% Fiji Airways

**6%** Nauru Airlines

6% Other

**1%** Air Vanuatu

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

For 23% of business visitors, Solomon Islands was part of a larger journey, other destinations included:



65% Other Pacific Countries

37% Australia

8% Asia

5% New Zealand

1% North America

**1**% Europe

1% Other

For 77% of visitors,
Solomon Islands is the
sole destination on
their trip.

#### **Airlines Used**

**58%** Solomon Airlines

25% Air Niugini

**20%** Virgin Australia

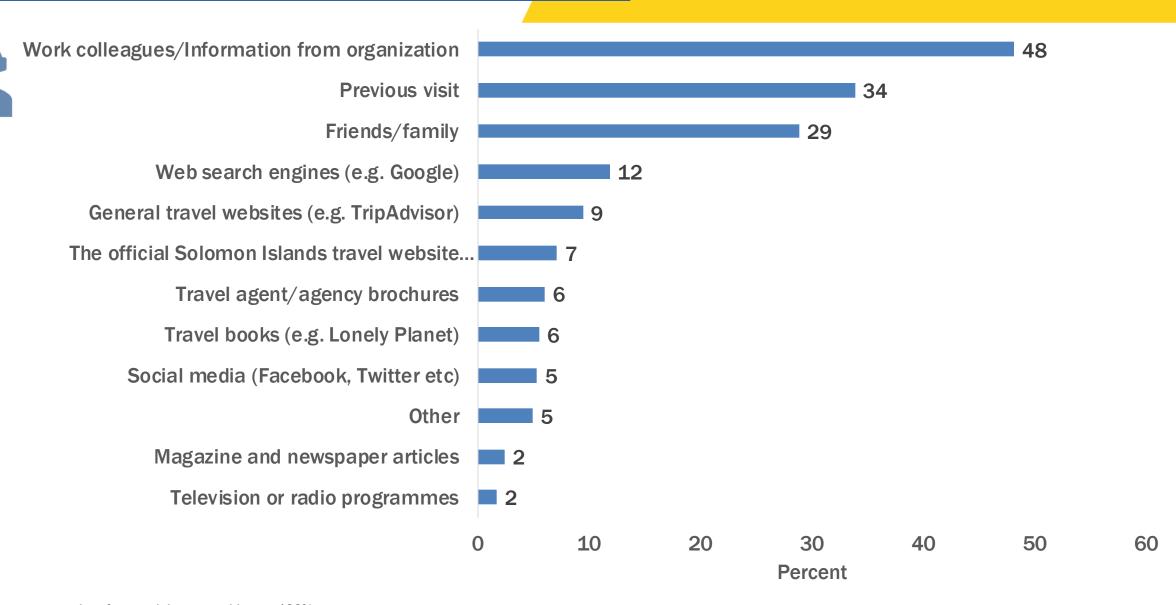
**13%** Fiji Airways

10% Other

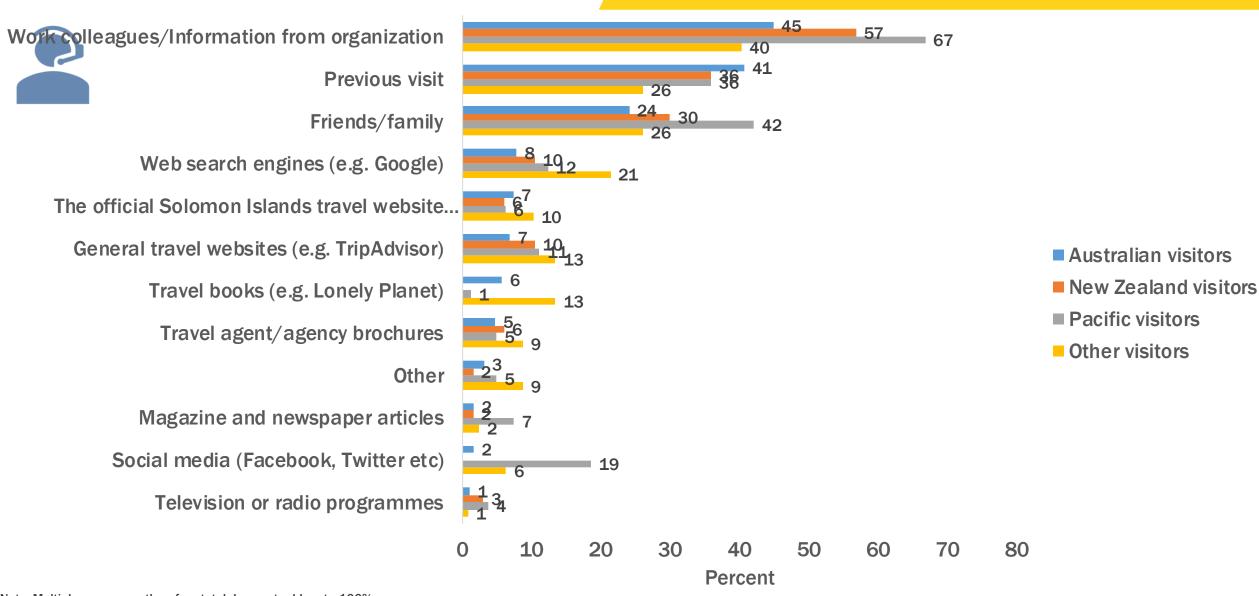
**5%** Nauru Airlines

0.4% Air Vanuatu

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

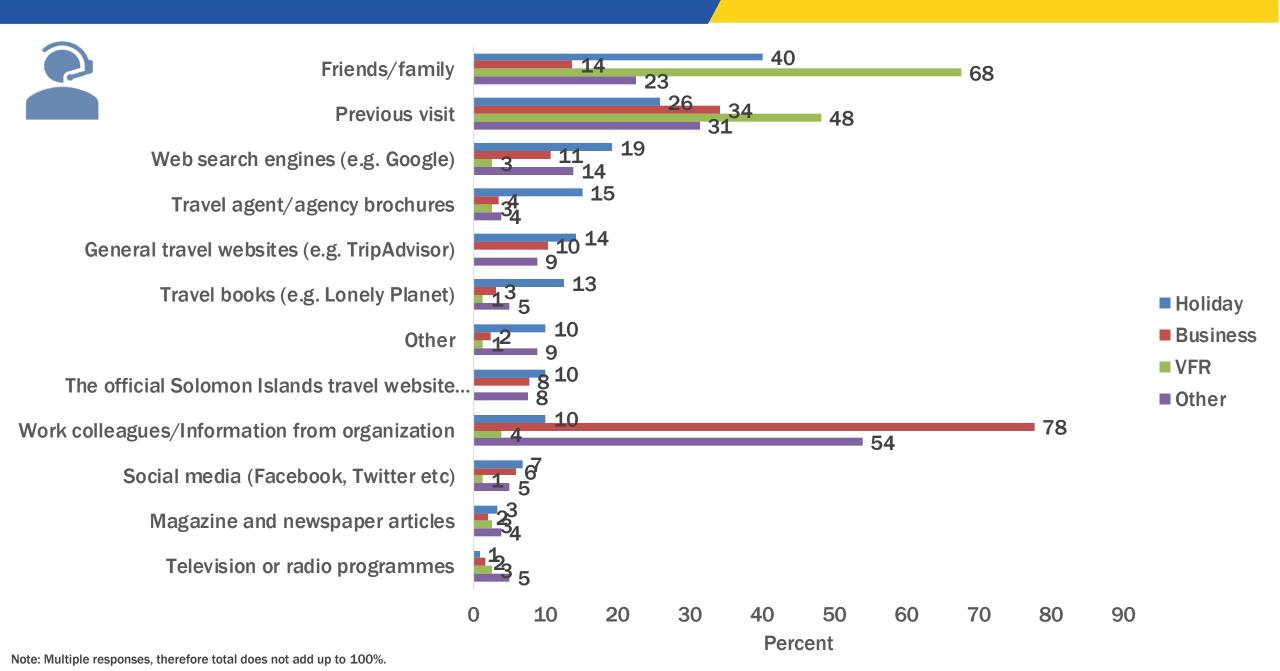


#### **How Did You Find Out About the Solomon Islands?**



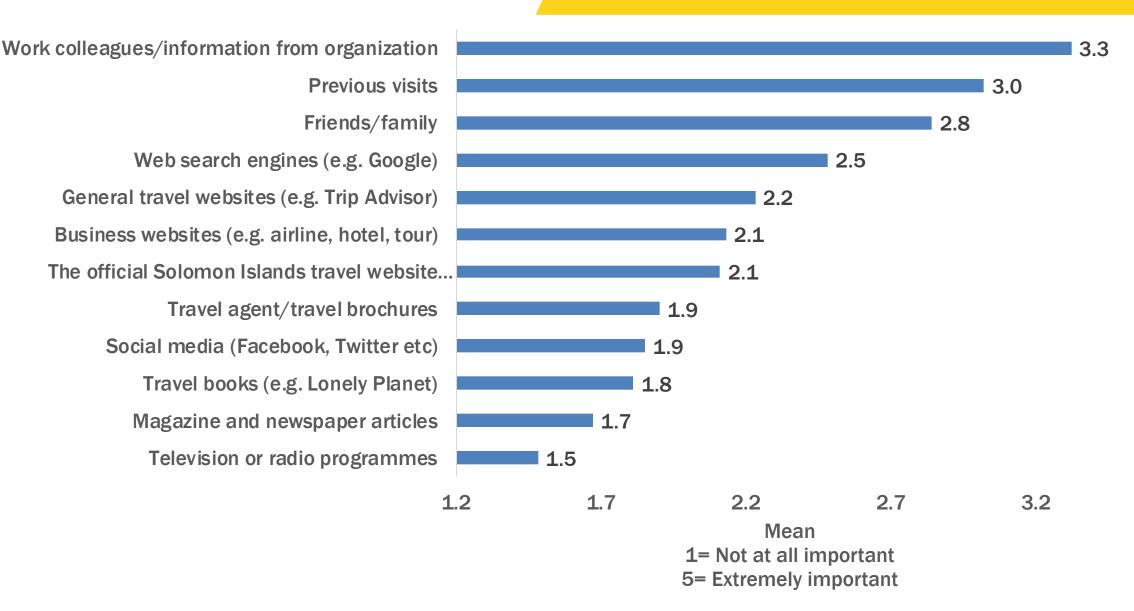
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#### **How Did You Find Out About the Solomon Islands?**

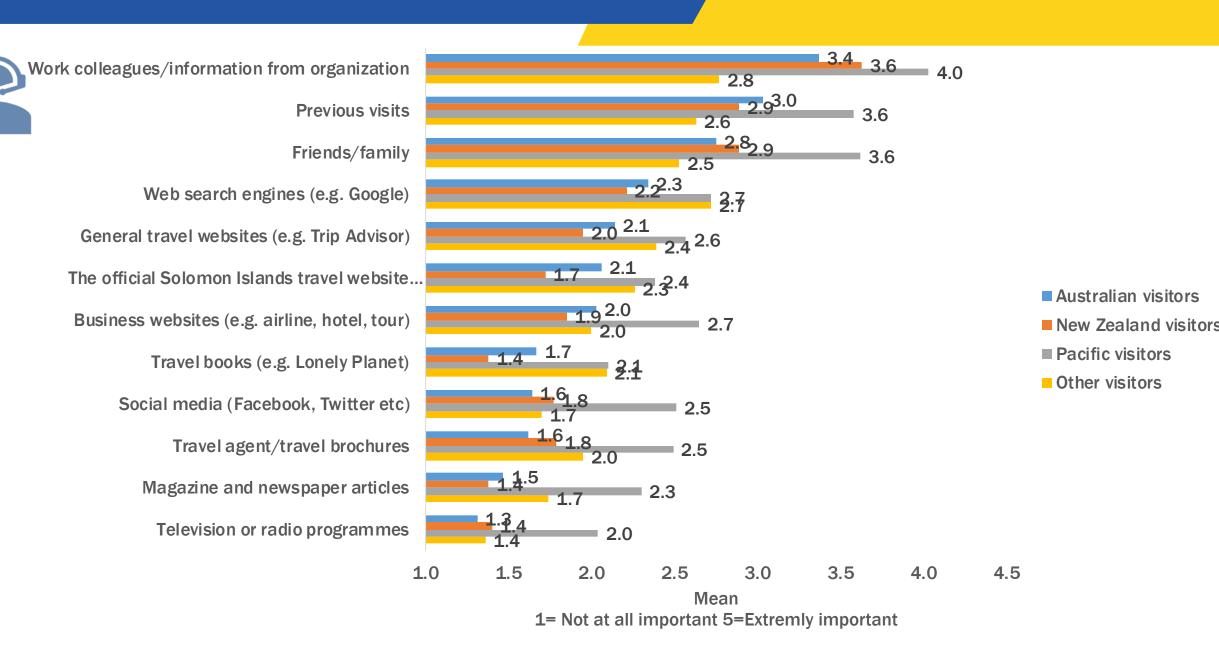


# Importance of Information Sources Used for Planning

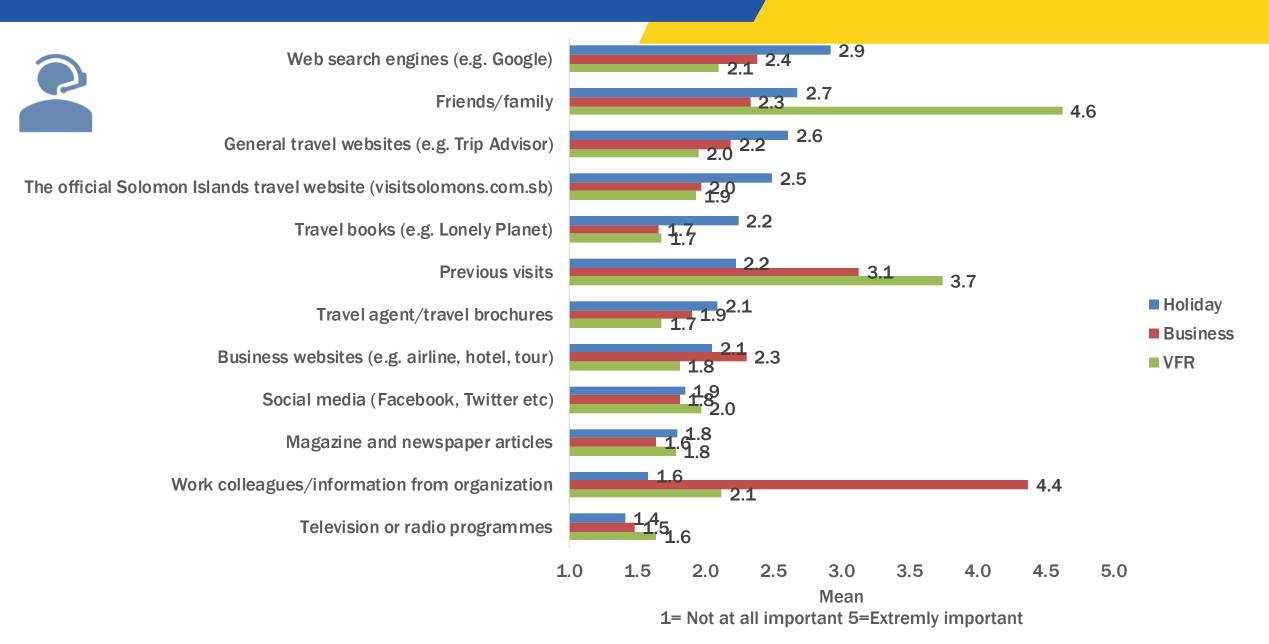




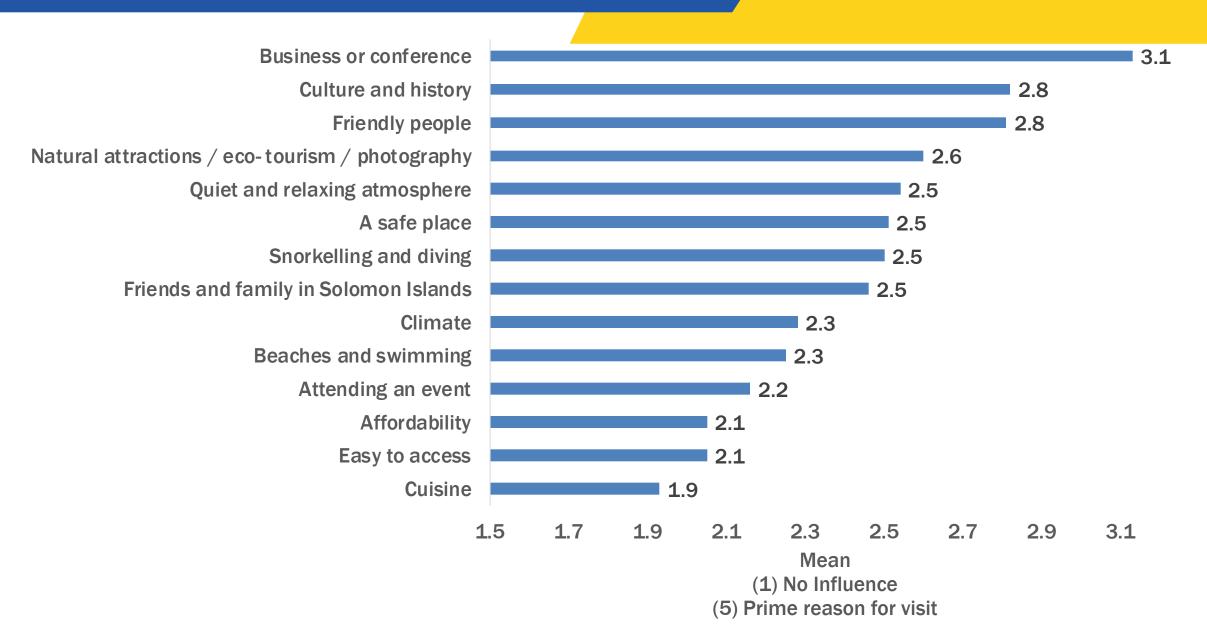
# Importance of Information Sources Used for Planning



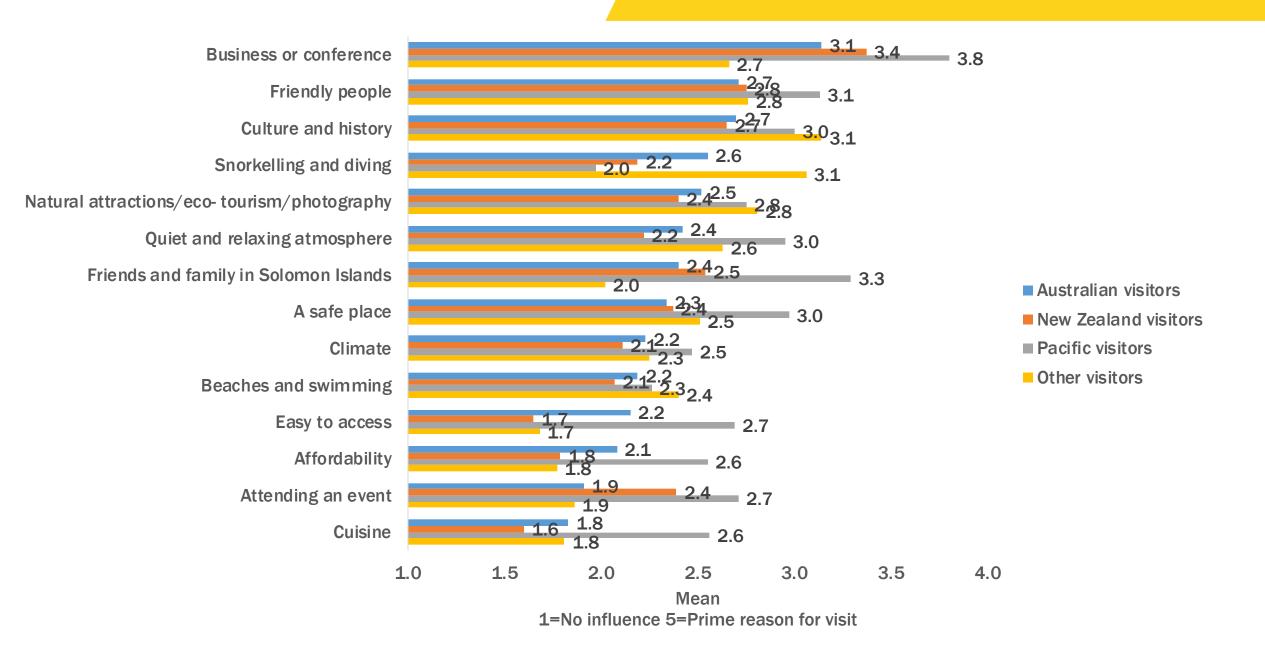
# Importance of Information Sources Used for Planning



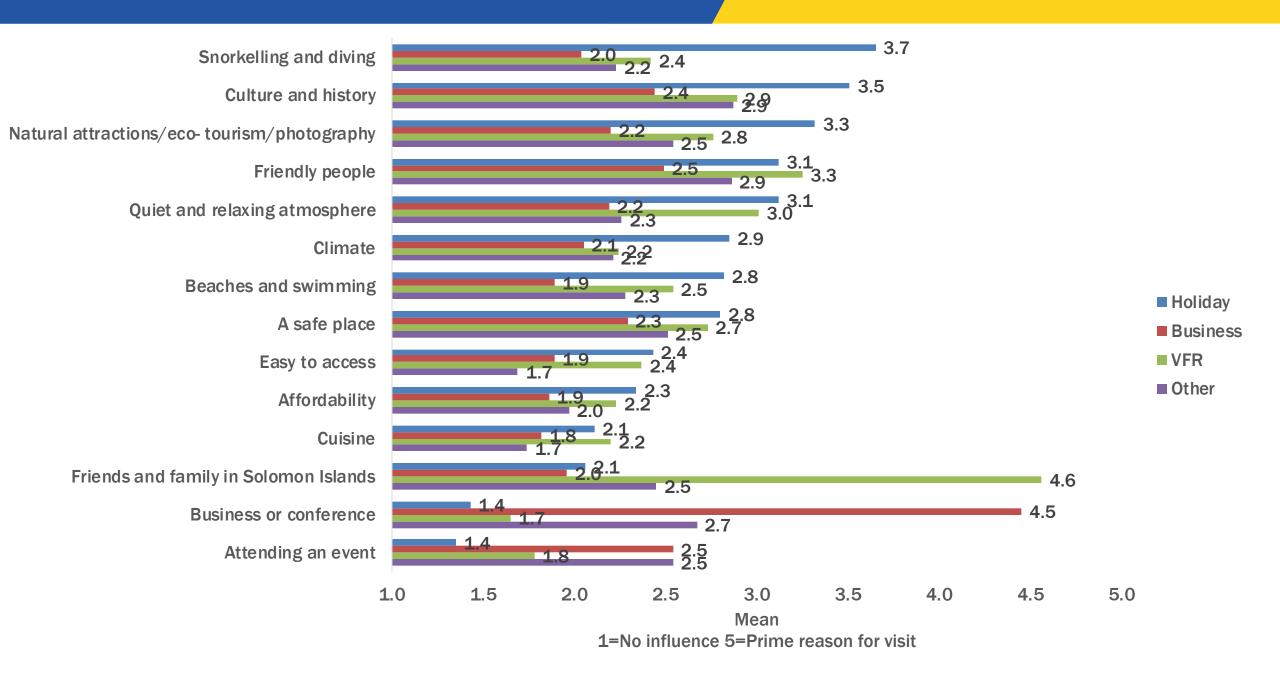
# Factors Influencing the Decision to Visit Solomon Islands



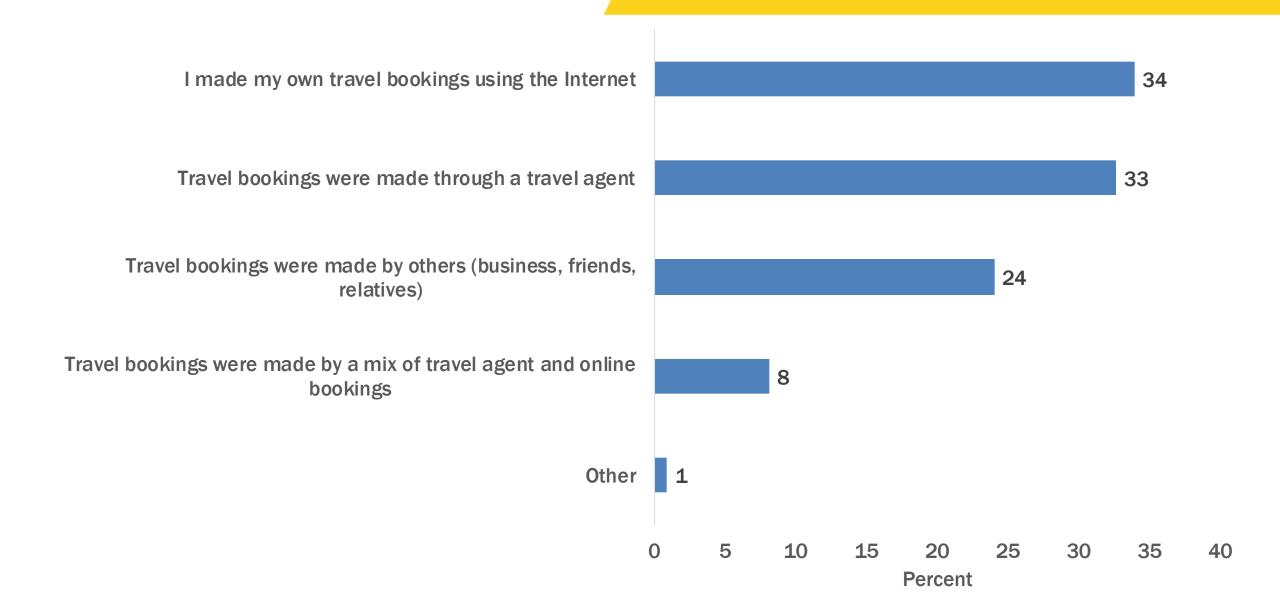
# Factors Influencing the Decision to Visit Solomon Islands



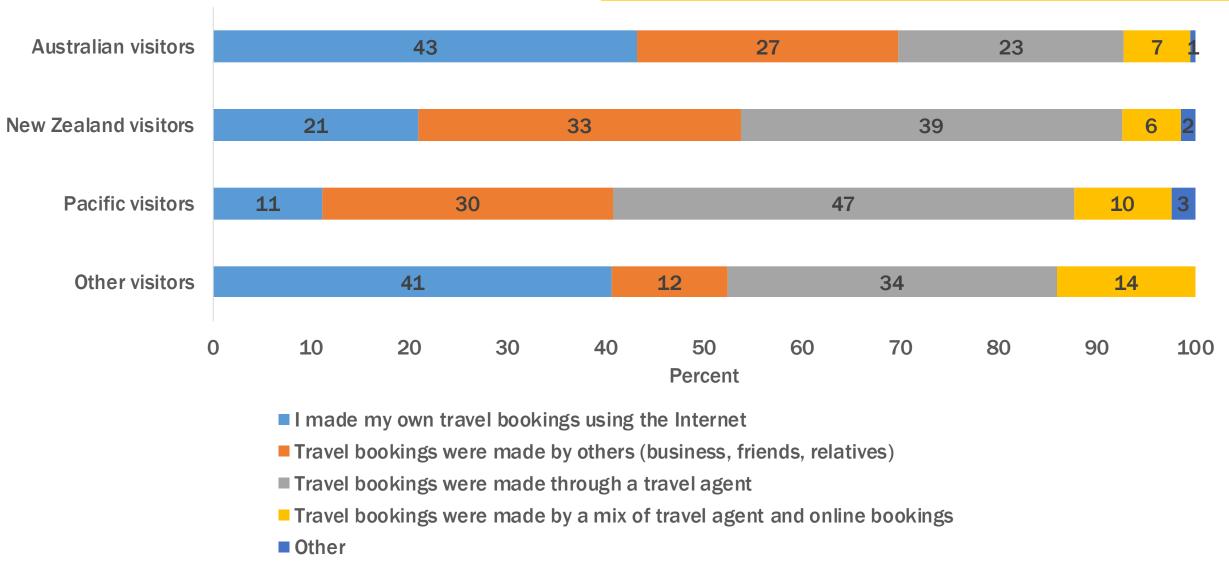
# **Factors Influencing the Visit to Solomon Islands**



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

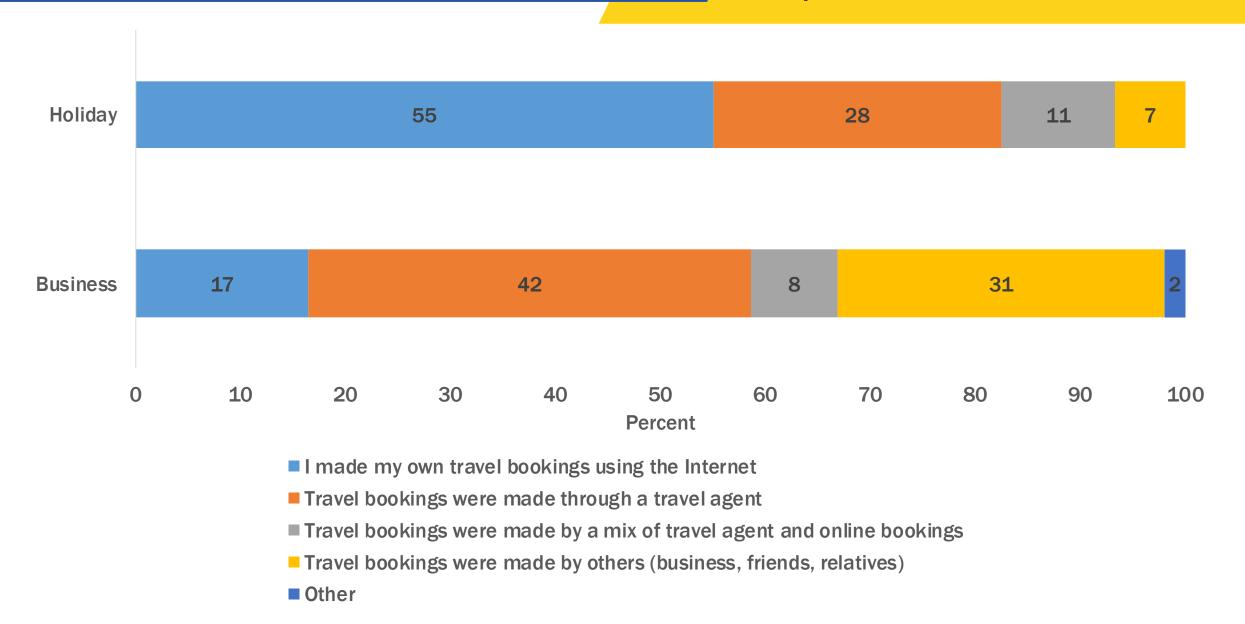


#### **How Did You Purchase Your Travel?**



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

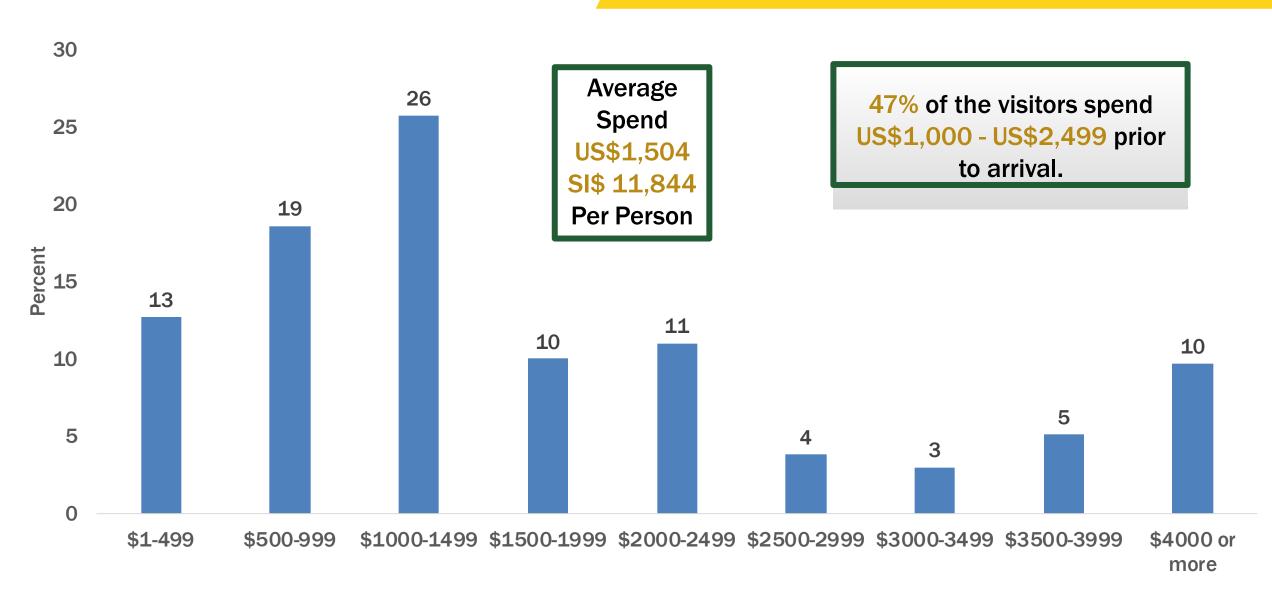
### **Holiday Visitors and Business Visitors**





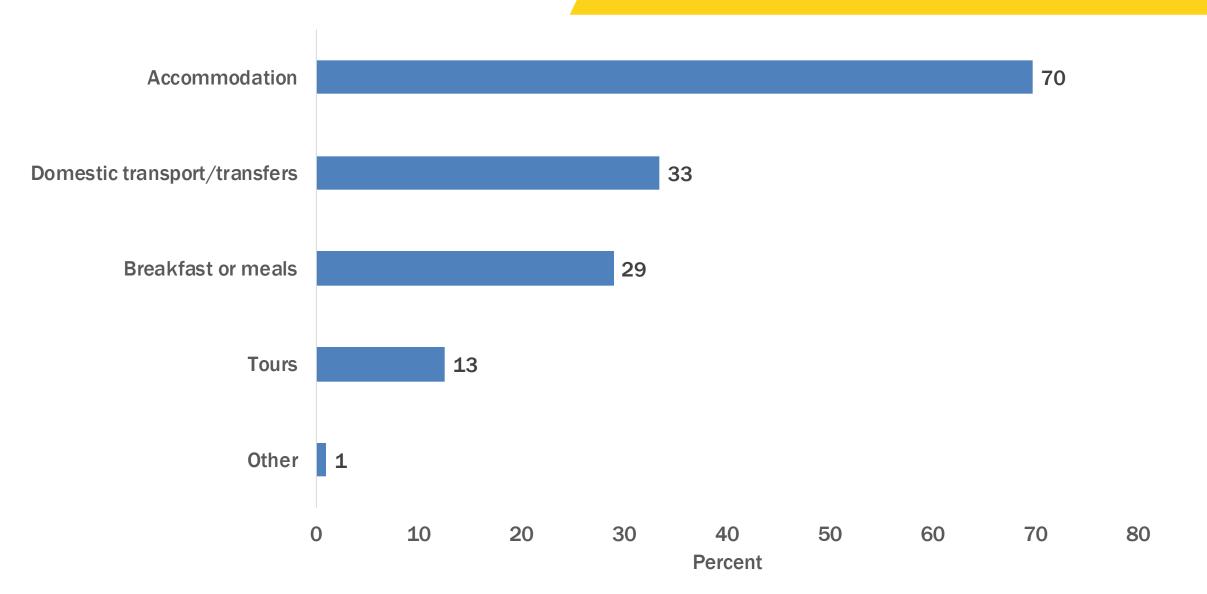
Money spent prior to arrival and while in Solomon Islands, and a breakdown of visitor spend.

### **Prepaid Expenditure**

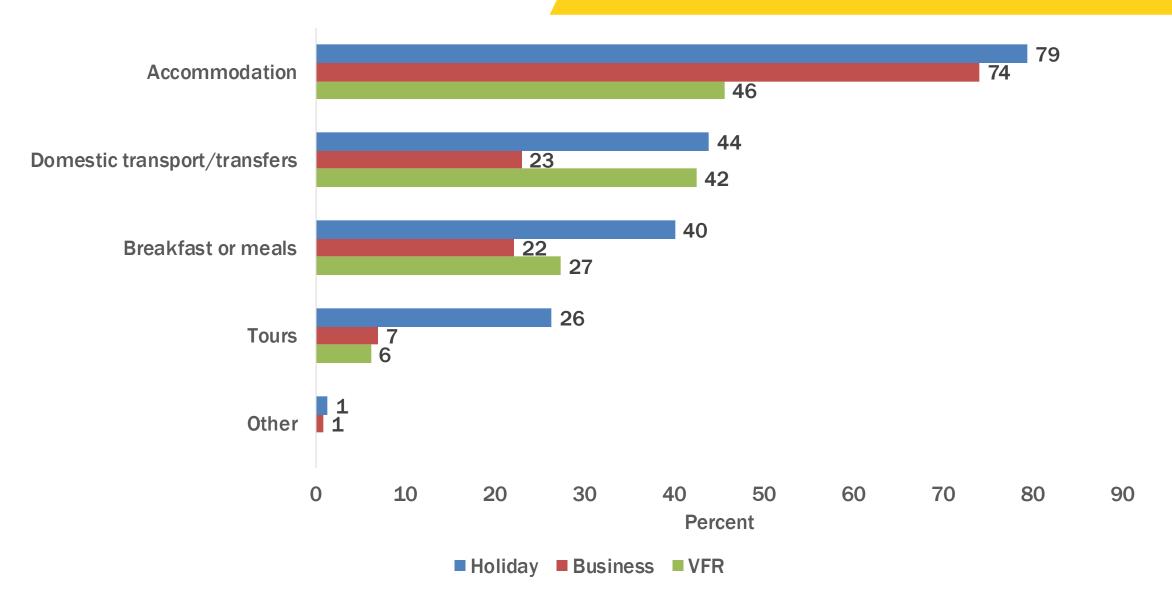


Note: Numbers may not sum to 100% due to rounding.

### **Prepaid Items**



### **Prepaid Items**



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

#### Figures cover a total of 584 adults and 47 children

(covering 6.2% of visitor arrivals\*)

•		,	
<b>Expenditure Items</b>	Mean (US\$)	Mean (SI\$)	(% of spend)
Accommodation	21.6	170.4	40.5
Restaurants, cafes & bars	11.0	87.0	20.7
Shopping	3.7	28.8	6.9
Domestic flights	3.1	24.5	5.8
Groceries	3.1	24.2	5.7
Water activities	2.0	15.9	3.8
Tours and sightseeing	1.7	13.6	3.2
Other	1.6	12.8	3.0
Internet cost	1.6	12.6	3.0
Vehicle rental	1.3	10.4	2.5
Public transport	1.1	8.7	2.1
Land based activities	0.7	5.8	1.4
Petrol	0.7	5.6	1.3



Each visitor spends on average a total of US\$53 (SI\$420) per day while in Solomon Islands

<sup>\* 2017</sup> visitor arrival statistics from Solomon Islands National Statistics Office.

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

Expenditure Items	Australia n=192	New Zealand n=67	PICs n=82	Other n=128
Accommodation	21.3	27.1	24.4	21.9
Restaurants, cafes & bars	12.0	13.1	11.7	9.4
Groceries	3.2	5.4	3.6	1.2
Domestic flights	3.1	4.3	1.3	3.0
Water activities	2.2	1.3	1.7	0.6
Shopping	2.2	3.2	5.7	2.6
Tours and sightseeing	1.9	1.0	1.3	2.0
Other	1.2	1.5	2.3	1.1
Internet cost	1.0	2.3	2.7	1.6
Vehicle rental	0.9	3.0	2.1	2.0
Public transport	0.6	0.7	1.6	0.7
Petrol	0.6	3.0	1.0	0.4
Land based activities	0.3	0.4	1.3	0.9

#### **Totals**

**Australia US\$51 (SI\$398)** 

**New Zealand US\$66 (SI\$518)** 

PICs US\$61 (SI\$478)

Other US\$47 (SI\$372)

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

Expenditure Items	Australia n=192	New Zealand n=67	PICs n=82	Other n=128
Accommodation	168.1	203.8	192.2	172.2
Restaurants, cafes & bars	94.4	111.9	91.8	74.2
Groceries	25.3	30.4	28.3	9.1
Domestic flights	24.7	23.1	10.0	23.7
Water activities	17.6	24.2	13.3	4.6
Shopping	17.3	19.6	44.8	20.2
Tours and sightseeing	14.7	18.1	10.3	15.4
Other	9.4	18.2	18.0	9.0
Internet cost	8.2	13.6	21.5	12.3
Vehicle rental	7.0	17.1	16.5	15.5
Public transport	4.5	14.1	12.6	5.3
Petrol	4.4	10.0	8.3	2.8
Land based activities	2.6	14.0	10.0	7.4

#### **Totals**

**Australia US\$51 (SI\$398)** 

**New Zealand US\$66 (SI\$518)** 

PICs US\$61 (SI\$478)

Other US\$47 (SI\$372)

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

Responses Expenditure Items	Holiday n=120	Business & Conference n=256	VFR n=77
Accommodation	10.8	38.7	7.2
Restaurants, cafes and bars	9.6	17.5	6.0
Water activities	4.8	0.9	1.2
Shopping	4.3	4.6	2.2
Tours and sightseeing	4.2	1.0	0.6
Domestic flights	3.3	3.4	2.8
Groceries	2.3	3.3	3.0
Internet cost	1.4	2.2	0.9
Land based activities	1.1	0.4	0.6
Other	0.9	2.4	1.3
Public transport	0.8	1.4	0.4
Vehicle rental	0.6	2.0	1.4
Petrol	0.5	0.8	1.0

#### **Totals**

Holiday US\$45 (SI\$352)

**Business & Conference** 

US\$79 (SI\$619)

VFR US\$28 (SI\$224)

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

Responses Expenditure Items	Holiday n=120	Business & Conference n=256	VFR n=77
Accommodation	84.9	305.0	56.7
Restaurants, cafes and bars	76.0	137.6	47.3
Water activities	38.1	7.3	9.1
Shopping	33.9	36.5	17.1
Tours and sightseeing	32.8	7.5	4.8
Domestic flights	26.4	26.4	21.7
Groceries	18.0	26.1	23.5
Internet cost	10.8	17.5	7.1
Land based activities	8.9	3.0	4.3
Other	7.5	18.7	10.4
Public transport	6.7	11.2	3.2
Vehicle rental	5.0	15.9	10.7
Petrol	3.6	6.4	7.9

**Totals** 

Holiday US\$45 (SI\$352)

**Business & Conference** 

US\$79 (SI\$619)

VFR US\$28 (SI\$224)

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

Respondents	N=192	N=67	N=82	N=243
Market	Australia	New Zealand	PICs	Other
Prepaid (60%)	US\$715/SI\$5,362	US\$545/SI\$4,290	US\$668/SI\$5,259	US\$1,603/SI\$12,626
In-country spend	US\$490/SI\$3,821	US\$574/SI\$4,507	US\$537/SI\$4,206	US\$503/SI\$3,980
Total spend	US\$1,205/SI\$9,453	US\$1,119/SI\$8,797	US\$1,205/SI\$9,465	US\$2,106/SI\$16,606

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

Respondents	N=120	N=256	N=77
Purpose of visit	Holiday	Business & Conference	VFR
Prepaid (60%)	US\$1,486/SI\$11,700	US\$923/SI\$7,267	US\$604/SI\$4,754
In-country spend	US\$455/SI\$3,555	US\$632/SI\$4,952	US\$308/SI\$2,464
Total spend	US\$1,941/SI\$15,255	US\$1,555/SI\$12,219	US\$912/SI\$7,218

### **Contribution to Solomon Islands Economy**

Average Prepaid Spend

60%

**Flowing Back** 

Per Person
Per Visit
US\$902
US\$94
(SI\$7,106)
Per Person
Per Day
US\$94
(SI\$740)

Average Spend
While In Solomon
Islands

Per Person Per Visit US\$509 (SI\$4,032) Per Person Per Day US\$53 (SI\$420)



Per Person Per Day

US\$147 (SI\$ 1,160)

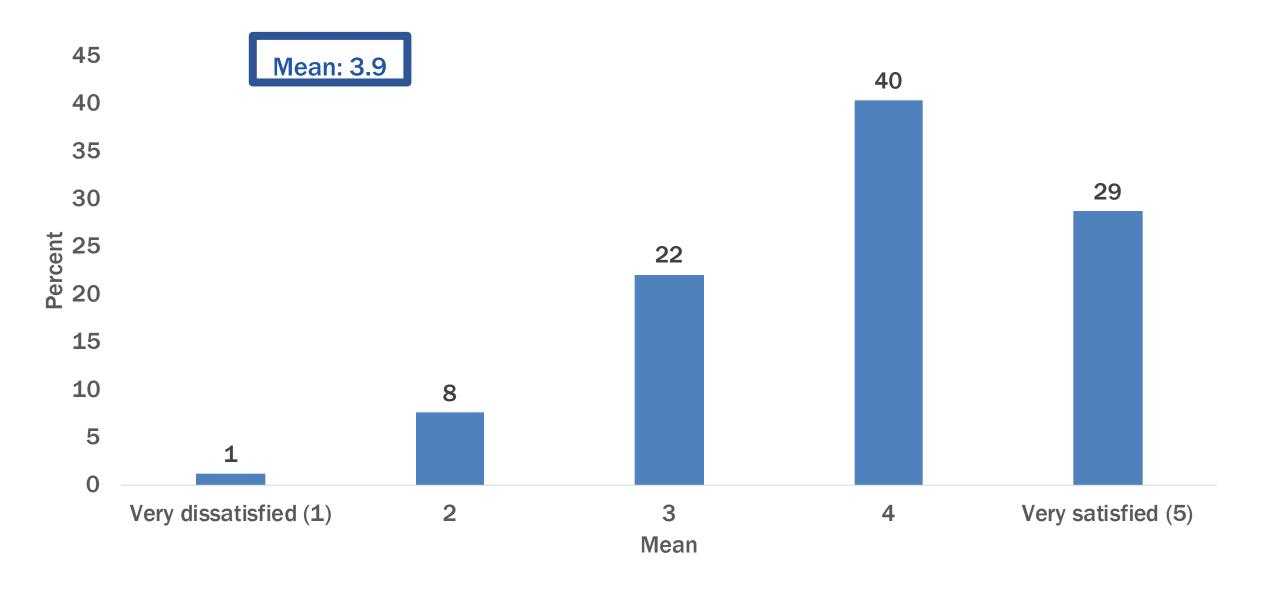
Per Person Per Visit

US\$1,411 (SI\$ 11,138)

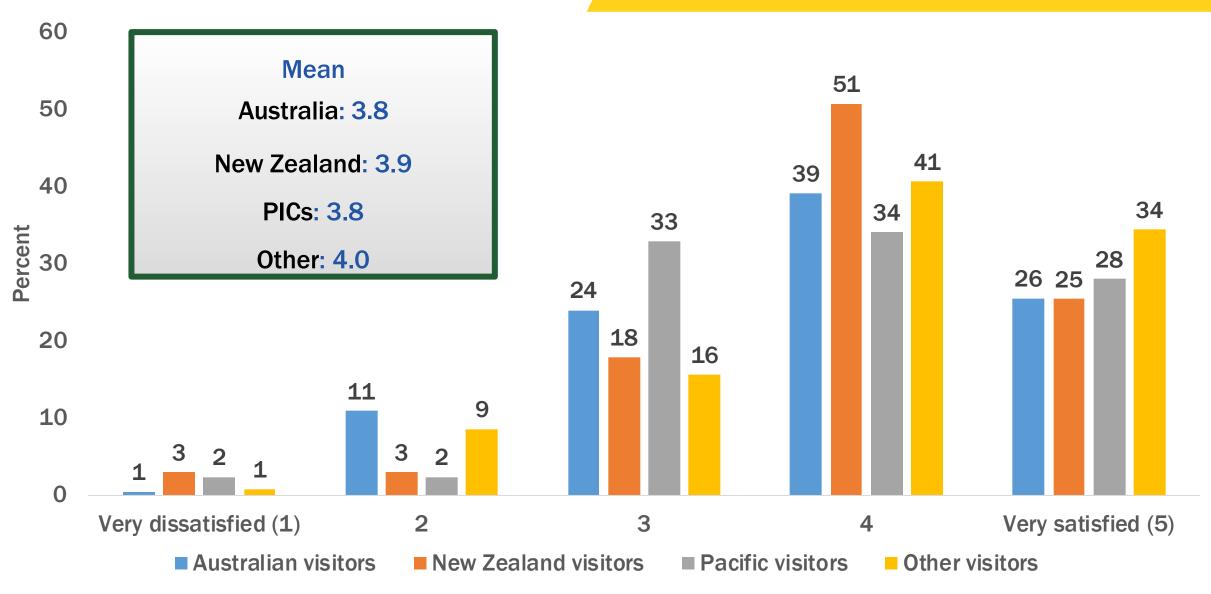


Most and least appealing elements of the visit and overall satisfaction with Solomon Islands.

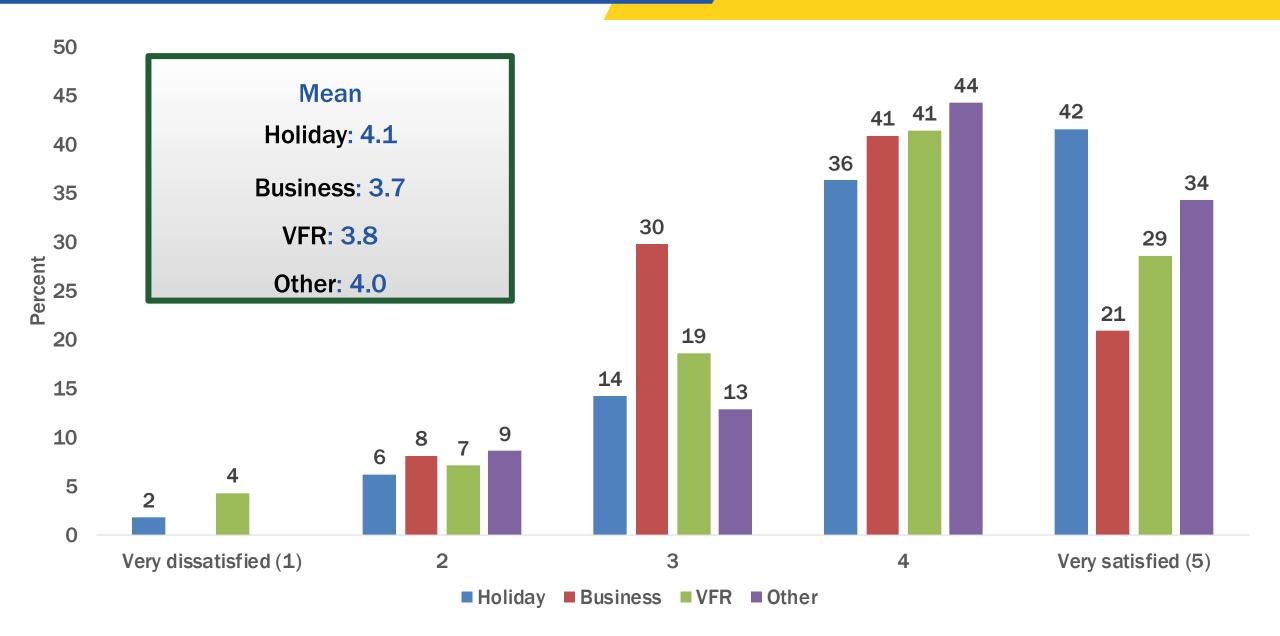
# **Overall Satisfaction**



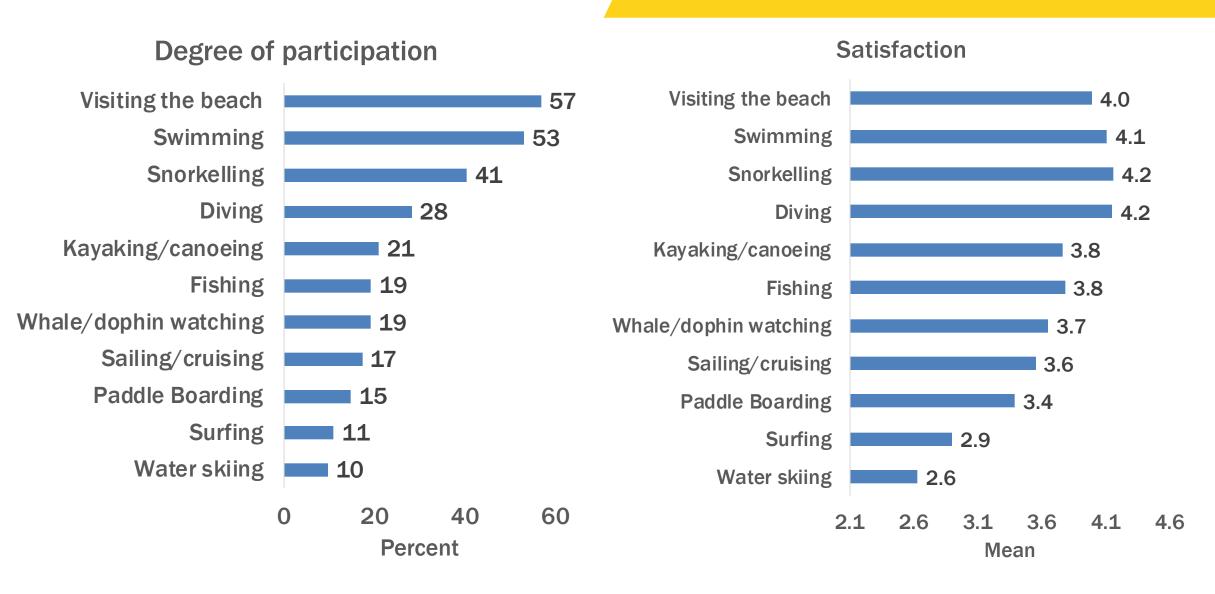
### **Overall Satisfaction**



### **Overall Satisfaction**

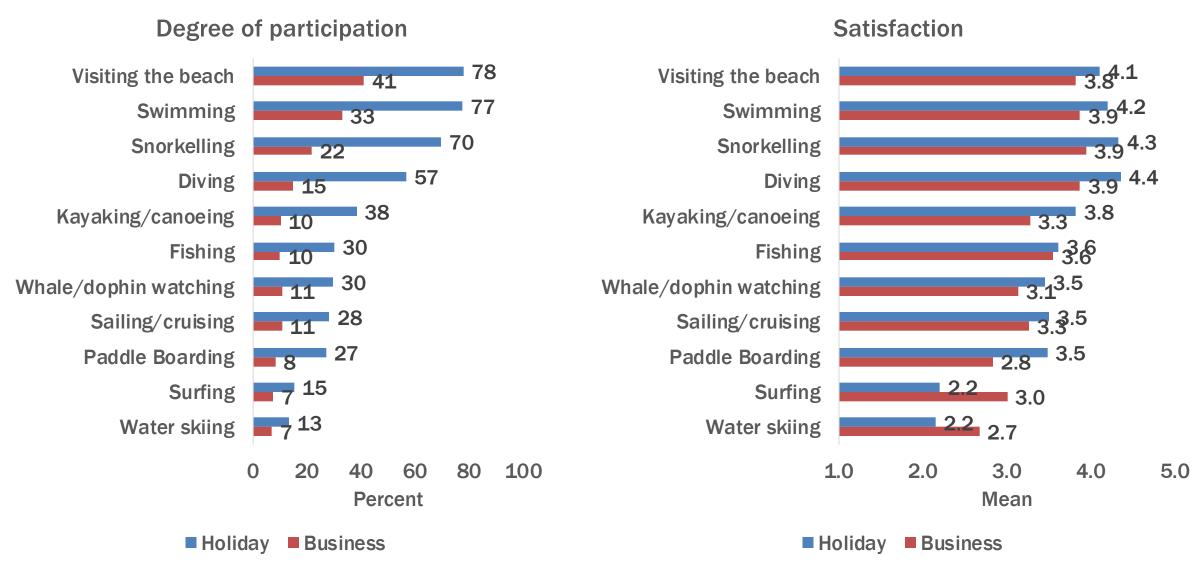


### **Water Based Activities**

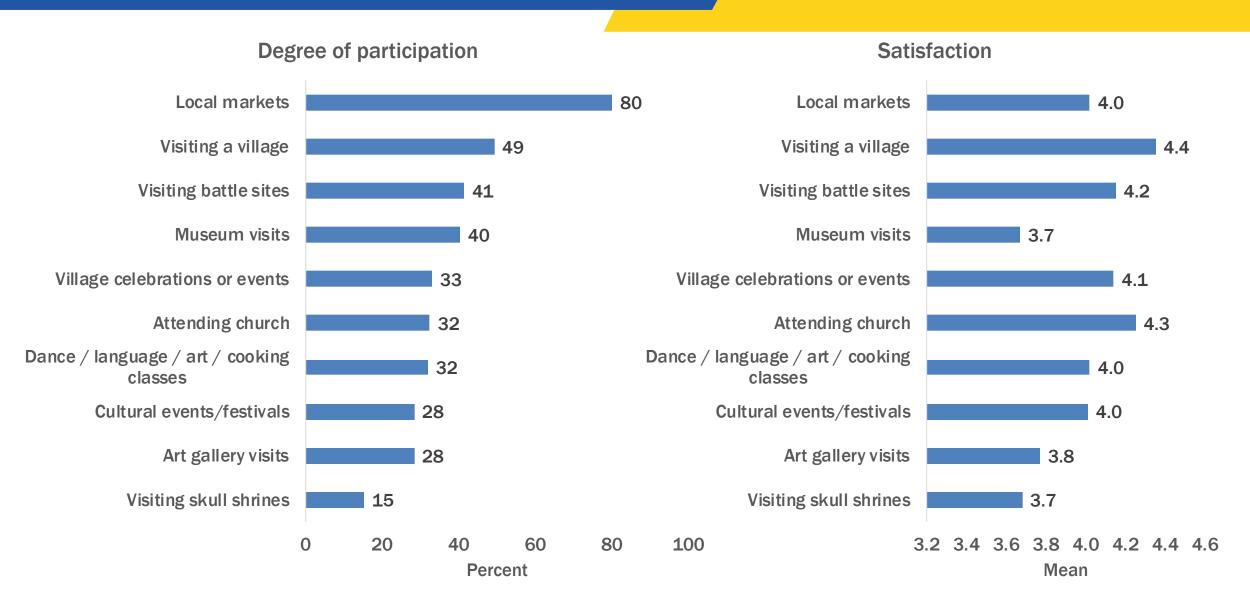


#### **Water Based Activities**

### **Holiday and Business Visitors**

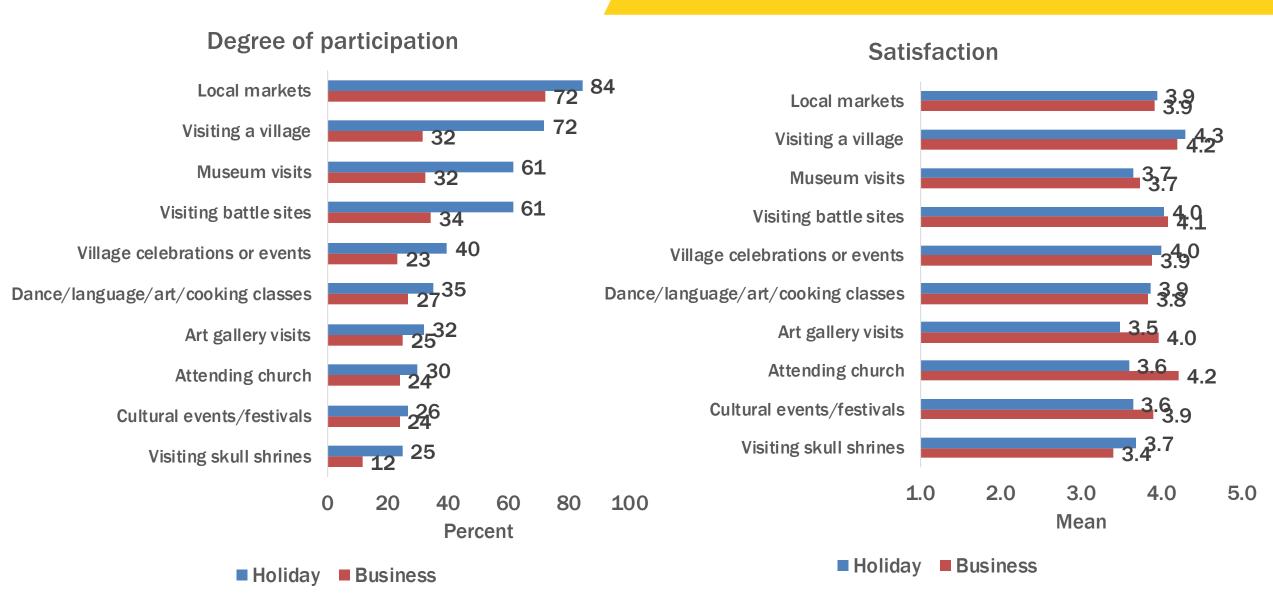


#### **Cultural Interaction Activities**



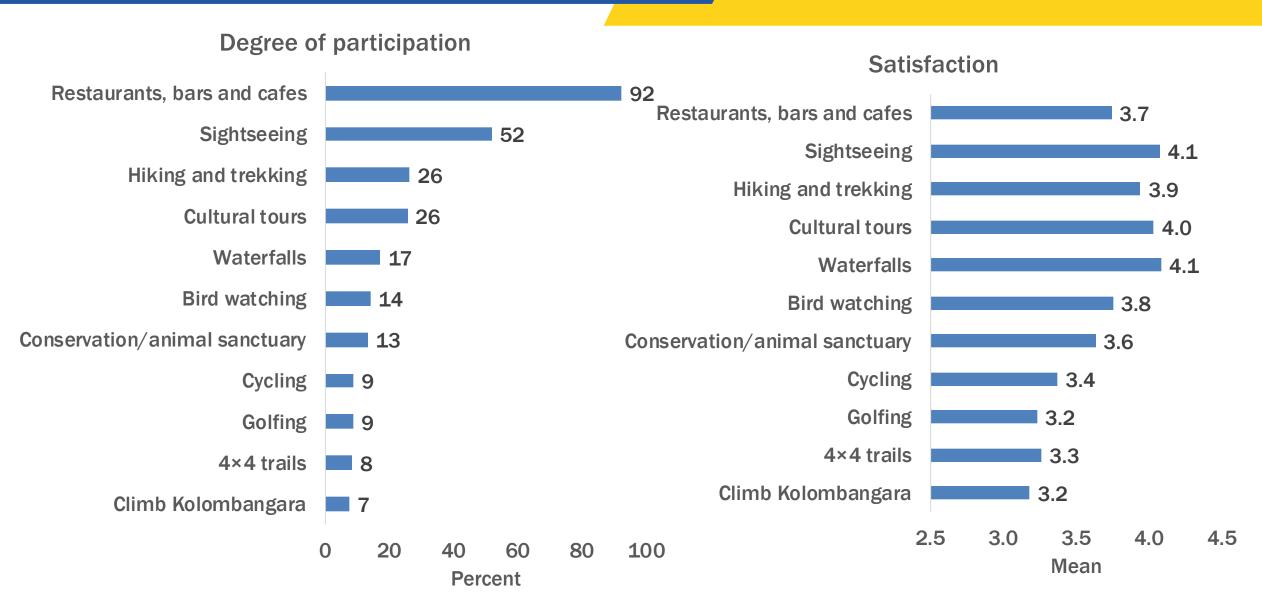
#### **Cultural Interaction Activities**

### **Holiday and Business Visitors**



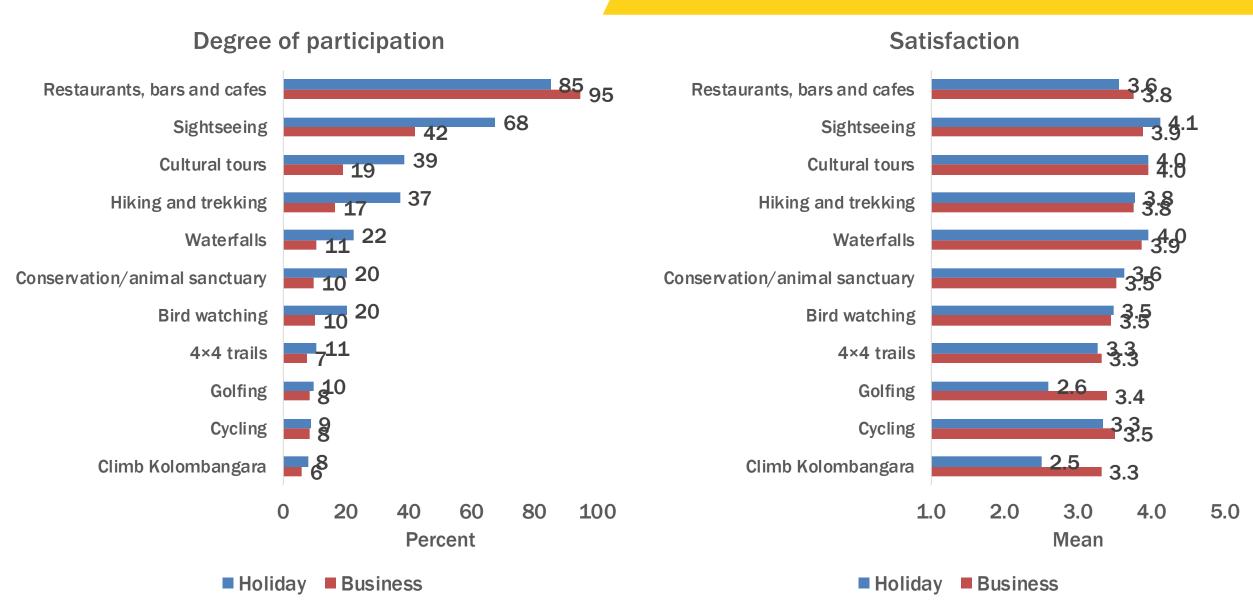
Note: Multiple responses, therefore total does not add up to 100%.

### **Land Based Activities and Touring**



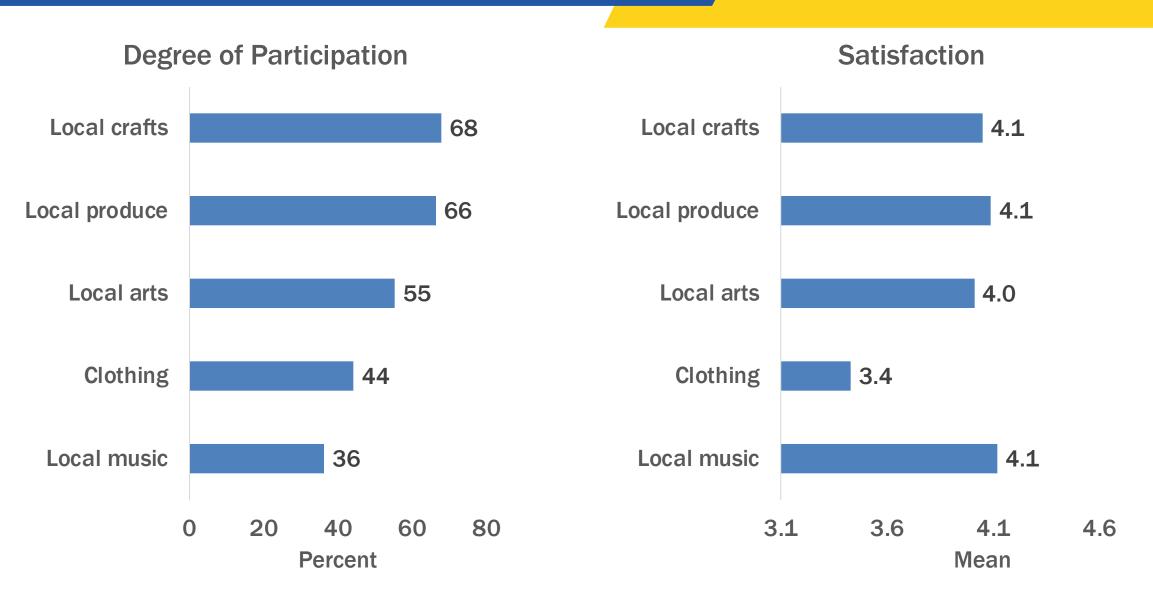
### **Land Based Activities and Touring**

### **Holiday and Business Visitors**



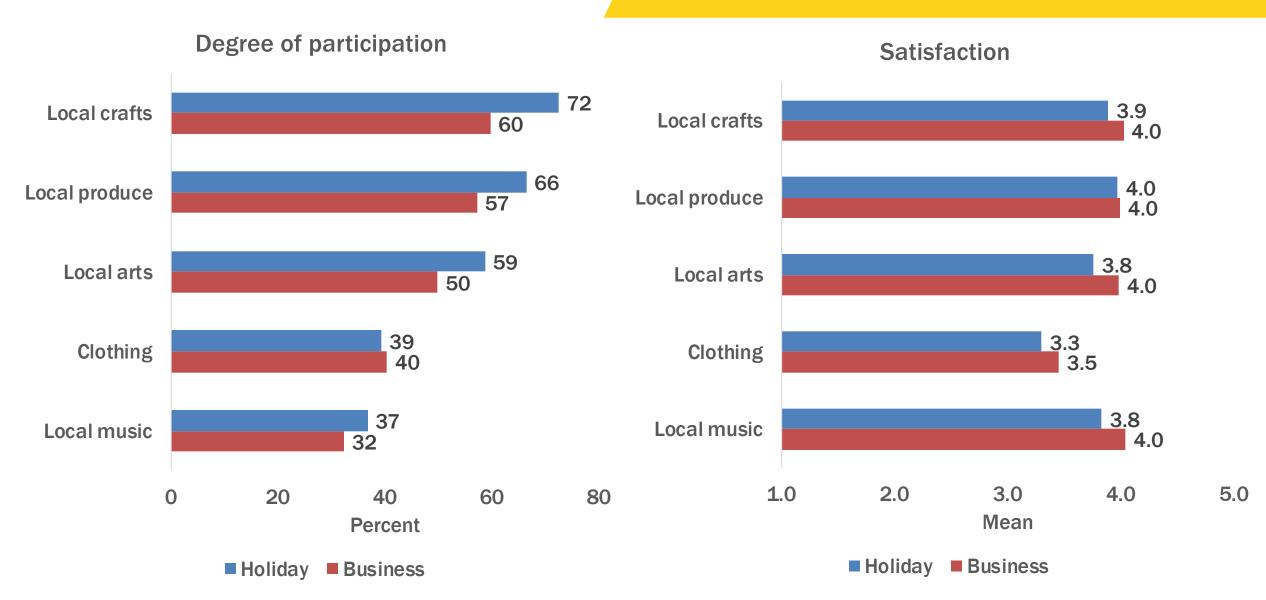
Note: Multiple responses, therefore total does not add up to 100%.

# **Shopping**

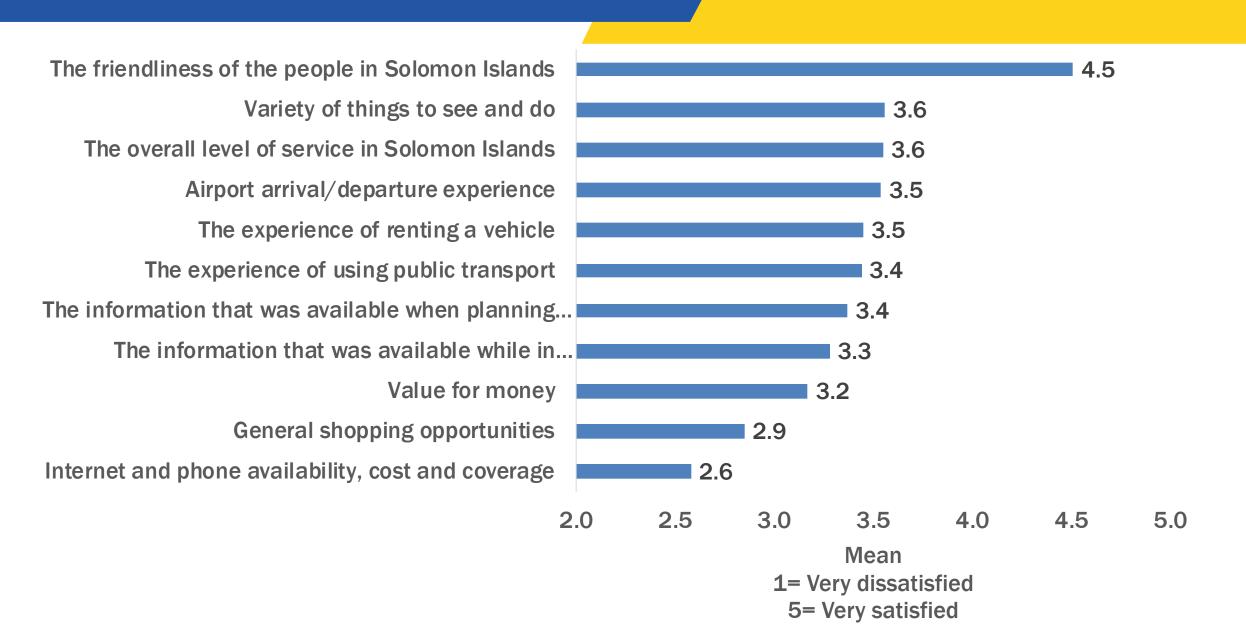


# **Shopping**

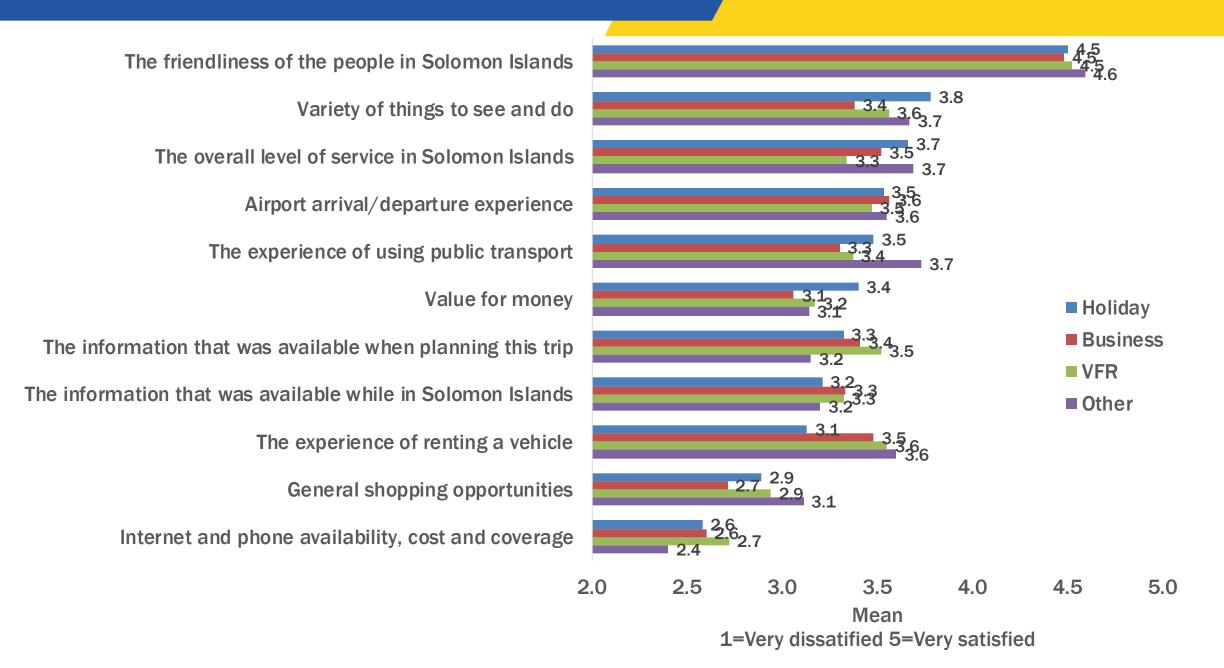
### **Holiday and Business Visitors**



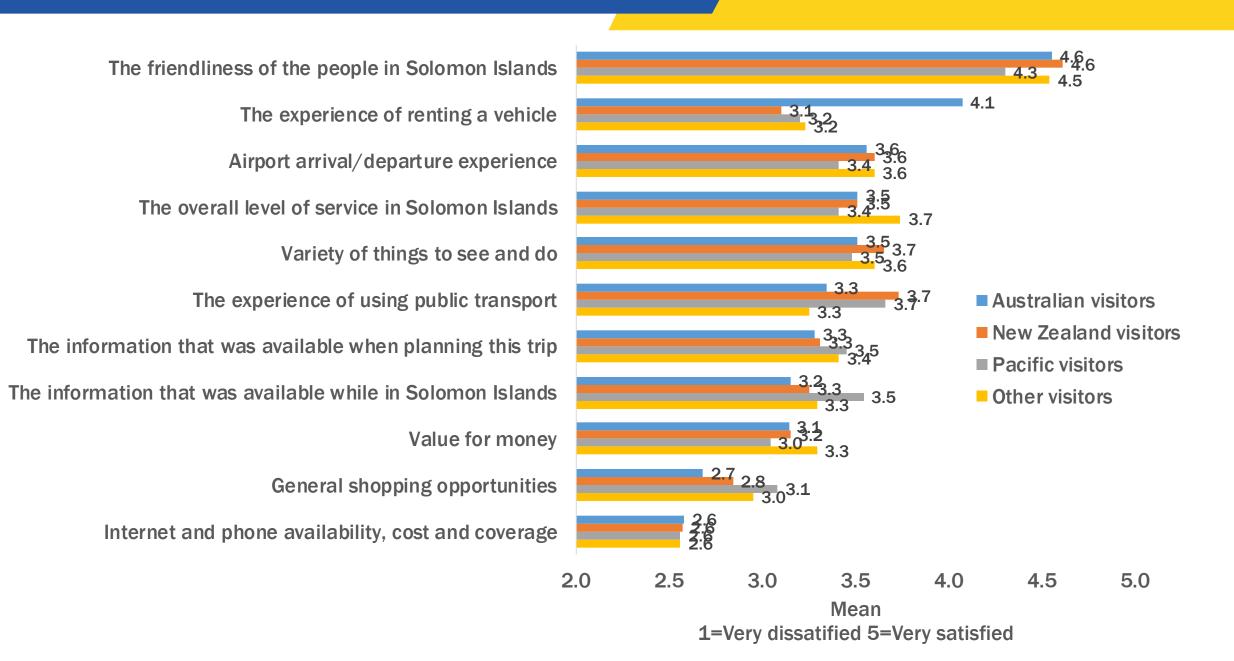
#### **Satisfaction with the Solomon Islands**



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



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



# **Most Appealing Aspects**



Scenery,

Landscape and

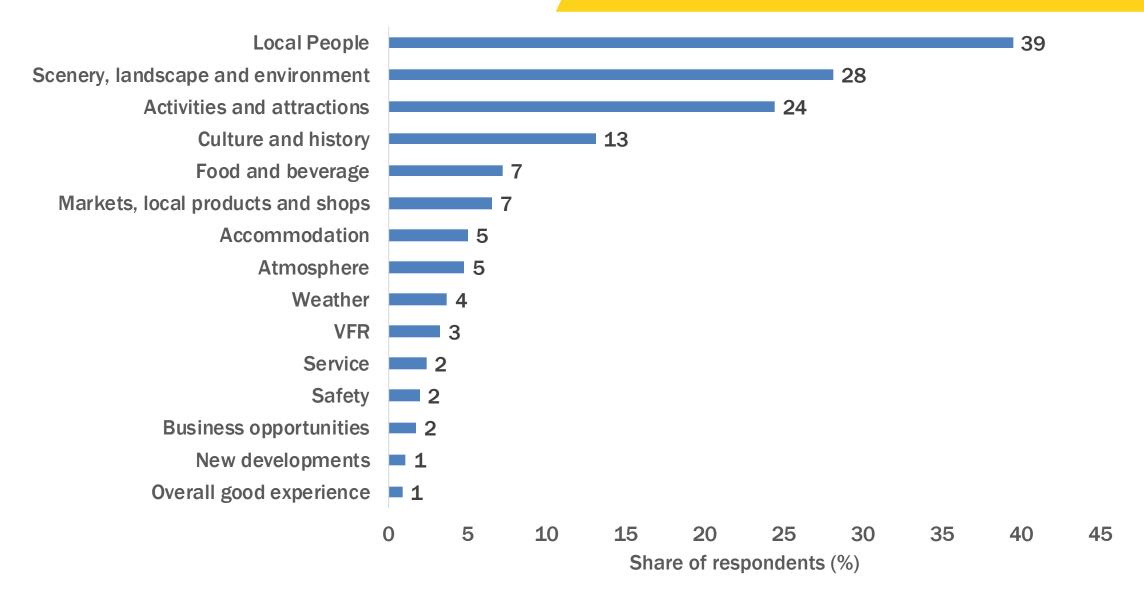
**Environment** 

39%
Local People



24%
Activities &
Attractions

### **Most Appealing Aspects**



"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 usual friendliness of the people and always smiling even though they are not well off in most cases."

"The interactions with the local village people."

"The most attractive or appealing thing which I found about Solomon Islands on my recent visit was the friendliness of the people. Such a peaceful atmosphere of people who seemed to be minding their own business and activities."

"Beautiful unspoiled beach, islands and reef."

"The rural and undeveloped nature of the islands is fascinating to experience."

"The remoteness and beauty of the islands."

"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."

"Unexploited environment and keeping it natural was great."

"Fantastic diving and relatively "untouched "."

"The variety of diving sites"

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

"The refurbished art market and gallery is fantastic, a vast improvement. Solomon's artists are among the best in the region."

"Being out on the ocean, scenic views and excellent fishing."

"Friendliness of the people. Visiting small communities on Choiseul. Unspoilt surroundings. Swimming and snorkelling in beautiful clear water."

### **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."

"Restaurant/cafes clean and relaxing."

"The people were friendly and the level of service at the hotels was excellent."

"Lovely people and culture. Relaxing pace and simple life."

"...Solomon sends you back in time where you just think of the life without much luxury."

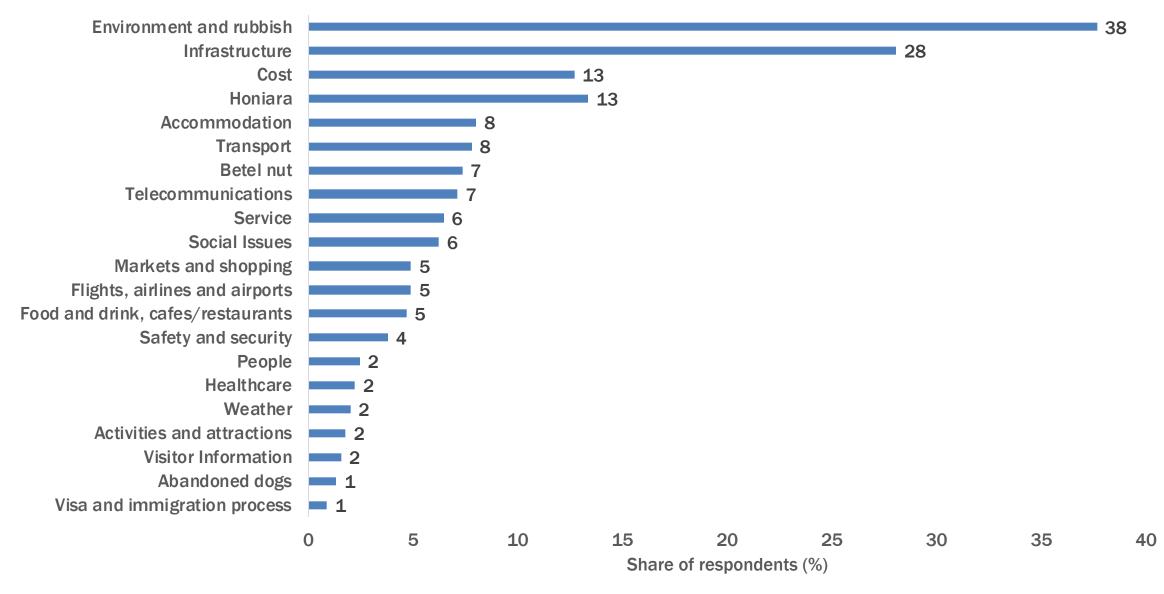


**Environment** and Rubbish





Infrastructure



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

"The dirt and the dust in Honiara. The burning of plastic Rubbish and the accompanying smell 24/7."

"...lack of education regarding rubbish disposal and environmental concerns (plastics etc) when trying to attract European/western tourists."

"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."

# Infrastructure (28%)

# Quality of roads (includes potholes), plus traffic

"Road infrastructure highly undeveloped."

"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**

"Internet was extremely expensive and did not work half the time."

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

# Water, electricity and power

"Availability of clean drinking water."

"The lack of power/internet."

#### **Cost of Accommodation**

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

"Poor value for money for hotel accommodation."

#### **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."

"value for money and lack of places to stay."

#### Other comments

#### Honiara

"Honiara is not an attractive place, with lots of trash, bad roads, etc."

"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 that I stayed at was quite nice but the room and facilities were quite old and in need of repair."

#### **Customer service**

"Not good customer service, needs improvement."

# **Suggestions for Improvements**



63%

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

34%	Public infrastructure
21%	Environment, cleanliness, hygiene
13%	Flights and airports
12%	Accommodation
11%	Cost and price
10%	Service
8%	Food and drink
<b>7</b> %	Tours, activities, and attractions
6%	Travel information
3%	Local people
2%	Betel nut
2%	Local people

# **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."

"Public toilets should be built so that people don't use the beaches or whatever is available."

"More hotel and restaurant options, more public transport."

"Airports need upgrade, especially on how much money spent for Domestic fares too expensive."

# **Return to Solomon Islands**



# 89%

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
- Poor facilities/infrastructure
- Unsafe
- A long travel distance
- To visit friends and relatives
- Unfriendly people

#### 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."

"Not value for money."

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

"Too expensive to fly to from anywhere, not on the way either. Too expensive for what it is, compared to neighbouring Vanuatu and Fiji.."

# **Recommending Solomon Islands**



82%

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
- Not a tourist destination
- Poor facilities and infrastructure
- Limited attractions and activities
- Visit other destinations
- Unsafe
- Inconvenient
- A long travel distance
- Environmental pollution and rubbish

#### 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."

"More primitive than I like."

"Not until the pollution is alleviated."

"Travel there for business - not great spot for a tourist when compared to other similar options."







# **Thank You!**

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