

U.S. Department of Commerce
International Trade Administration



Office of Travel and Tourism Industries

2012 Market Profile: India



2012 Market Profile: India

Visitation Trends (Arrivals)

[Thousands of Visitors]	2005	2006	2007	2008	2009	2010	2011	2012	Change 2012/2005
Total Arrivals	345	407	567	599	549	651	663	724	380
Percentage Change (%)	12	18	39	6	-8	18	2	9	110

Spending Trends (Exports)

[Millions of U.S. Dollars]	2005	2006	2007	2008	2009	2010	2011	2012	Change 2012/2005
Total Travel & Tourism Exports (1)	\$1,617	\$2,558	\$3,702	\$4,289	\$3,565	\$4,028	\$4,398	\$4,852	\$3,235
Travel Receipts	\$1,519	\$1,865	\$2,649	\$3,028	\$2,577	\$2,877	\$3,058	\$3,367	\$1,848
Passenger Fare Receipts	\$98	\$693	\$1,053	\$1,261	\$988	\$1,151	\$1,340	\$1,485	\$1,387
Change (%) in Total Exports	16	58	45	16	-17	13	9	10	200

Information Sources Used for Trip Planning

	Information Sources Used	2011 (Percent)	2012 (Percent)	Point Change (2)
	Airlines (Directly)	13	38	25.2
	Corporate Travel Dept.	24	36	12.6
	Travel Guide(s)	2	7	5.1
2012	Personal Recommendation (Friends/Rel)		23	
2011	Friends/Relatives	12		
2012	National/State/City Travel Office		8	
2011	Nat'l Govt. Tourist Ofc.	1		
2011	State/City Travel Ofc.	1		
2012	Tour Operator/Travel Club		10	
2011	Tour Company	2		
2012	Online Travel Agency (OTA)		21	
2012	Travel Agency Office		25	
2011	Travel Agency	43		
2012	Other		4	
2011	TV/Radio	1		
2011	Personal Computer	23		
2011	In-flight Info. Systems	2		
2011	Newspapers/Magazines	1		

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Main Purpose of Trip

	Main Purpose of Trip	2011 (Percent)	2012 (Percent)	Point Change (2)
	Convention/Conference/Trade Show	7	10	3.5
	Visit Friends/Relatives	31	29	-2.0
	Health Treatment	0.3	1	0.3
	Religion/Pilgrimages	0	0.4	0.4
2012	Business		40	
2011	Business/Professional	50		
2012	Vacation/Holiday		11	
2011	Leisure/Rec./Holidays/Sightseeing	7		
2012	Education		6	
2011	Study/Teaching	4		
	Other	1	2	1.3

All Purposes of Trip

	Purpose of Trip	2011 (Percent)	2012 (Percent)	Point Change (2)
	Convention/Conference/Trade Show	9	15	6.1
	Visit Friends/Relatives	43	38	-5.6
	Health Treatment	0.3	1	0.6
	Religion/Pilgrimages	0.2	1	0.6
2012	Business		45	
2011	Business/Professional	51		
2012	Vacation/Holiday		21	
2011	Leisure/Rec./Holidays/Sightseeing	21		
2012	Education		7	
2011	Study/Teaching	5		
	Other	2	2	0.1
	NET PURPOSES OF TRIP:			
	Leisure & VFR	50	48	-2.8
	Business & Convention	57	54	-2.6

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Transportation Used in the United States

	Transportation Types Used in United States	2011 (Percent)	2012 (Percent)	Point Change (2)
	Airlines in U.S.	35	51	16.5
	Bus between Cities	7	22	14.2
	City Subway/Tram/Bus	12	28	16.1
	Company or Private Auto	15	26	10.7
	Railroad between Cities	16	10	-6.1
	Motor Home/Camper	7	6	-1.2
	Rented Auto	16	15	-0.6
	Taxi/Cab/Limousine	58	46	-11.7
2012	Cruise Ship/River Boat 1+ Nights		3	
2012	Ferry/River Taxi/Short Scenic Cruise		6	
2012	Rented Bicycle/Motorcycle/Moped		1	

Select Traveler Characteristics

Traveler Characteristics	2011	2012	Change (2)
Advance Trip Decision Time (mean days)	48	41	-6.9
Advance Trip Decision Time (median days)	30	30	0.0
Prepaid Package	3	6	2.5
First International Trip to the U.S.	37	25	-12.3
Length of Stay in U.S. (mean nights)	45.9	40.1	-5.8
Length of Stay in U.S. (median nights)	21	18	-3.0
Number of States Visited (% 1 state)	57	62	4.8
Average Number of States Visited	1.8	1.6	-0.2
Hotel/Motel (% 1+ nights)	75	67	-8.3
Average # of Nights in Hotel/Motel	16.7	20.4	3.7
Travel Party Size (mean # of persons)	1.2	1.2	0.0
Gender: % Male (among adults)	75	79	4.2
Household Income (mean average)	\$61,900	\$57,107	-\$4,793
Household Income (median average)	\$44,400	\$30,000	-\$14,400
Average Age: Female	40	39	-0.9
Average Age: Male	43	39	-4.5

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Activity Participation While in the United States

	Activity Participation While in the U.S.	2011 (Percent)	2012 (Percent)	Point Change (2)
	Amusement/Theme Parks	31	26	-4.4
	Art Gallery/Museum	17	28	10.8
	Sporting Event	5	8	3.1
	Camping/Hiking	4	6	2.2
	Casino/Gambling	11	10	-0.8
	Concert/Play/Musical	8	11	3.2
	Environ./Eco. Excursions	4	4	0.1
	Golfing/Tennis	3	2	-1.1
	Guided Tours	11	17	5.6
	Hunting/Fishing	1	1	-0.4
	Nightclubs/Dancing	13	15	2.3
	Shopping	86	83	-2.7
	Visit American Indian Communities	6	8	1.7
2012	Cultural / Ethnic Heritage Sites		10	
2011	Cultural Heritage Sites	13		
2011	Ethnic Heritage Sites	6		
2012	Experience Fine Dining		32	
2011	Dining in Restaurants	76		
2012	Sightseeing		73	
2011	Sightseeing in Cities	40		
2012	Snow Sports		3	
2011	Snow Skiing	3		
2012	Small Towns/Countryside		30	
2011	Visit Small Towns/Villages	16		
2011	Touring Countryside	18		
2012	National Parks/Monuments		29	
2011	Visit National Parks	16		
2012	Water Sports		6	
2011	Water Sports/Sunbathing	9		
2012	Visit Historical Locations		19	
2011	Visit Historical Places	37		
2012	Other		2	
2011	Cruises	7		
2011	Ranch Vacations	1		

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U.S. Destinations Visited (States, Cities, and Regions)

Visitation to U.S. Destinations/Regions (3)	Market Share 2011 (Percent)	Volume 2011 (000)	Market Share 2012 (Percent)	Volume 2012 (000)
REGIONS				
Middle Atlantic	43.1	286	39.0	283
STATES				
New York	33.8	224	29.6	214
CITY				
New York City	30.2	200	27.3	198

(1) Total Travel & Tourism Exports = travel receipts (purchase of travel and tourism-related goods and services, to include food, lodging, recreation, gifts, entertainment, local transportation in the country of travel, and other items incident to a foreign visit) + passenger fare receipts (fares paid to U.S. air carriers and vessel operators for travel between the United States and foreign countries and between two foreign points).

(2) Percentage-point and percentage changes are based on non-rounded data.

(3) Only census region, state, and city destinations having a sample size of 400 or more are displayed. Due to quarterly data weighting by country and port of entry, some unreported destinations may have a higher proportion of total than those reported.

(**) Estimate not shown due to sample size fewer than 400 for this year.

Note: Estimate not shown due to sample size fewer than 400 for this year. This profile shows only a portion of the 35 travel characteristics data in 2011 and the 37 items reported on international arrivals to the U.S. Additional information may be obtained for a fee. To learn more, please visit our website: <http://tinet.ita.doc.gov/research/programs/ifs/index.html>

For a list of the states that comprise each census region, please visit: http://tinet.ita.doc.gov/outreachpages/census_regions.html

Interested in data for your destination? OTTI sells custom reports. To learn more, go to: <http://www.tinet.ita.doc.gov/research/programs/ifs/customized.html>

Source: U.S. Department of Commerce, ITA, Office of Travel and Tourism Industries; Bureau of Economic Analysis

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Survey of International Air Travelers

The Survey of International Air Travelers provides a level of detail and insight into the traveler characteristics and travel patterns of international visitors to and from the United States not found elsewhere. Responses are weighted with data from the Department of Homeland Security and the following thirty-five tables are then populated. This report, which was constructed using just a fraction of the data available, summarizes what we know about the India traveler who visits the United States.

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Interested in obtaining data for your organization?

OTTI collects, analyzes and disseminates international travel and tourism statistics from the U.S. Travel and Tourism Statistical System and produces visitation data tables, including a business and pleasure arrivals rate of change analysis and detailed region, country and port analyses.

To learn more, you are encouraged to visit:

<http://tinet.ita.doc.gov/research/programs/ifs/customized.html>

For OTTI programs of interest visit:

<http://www.tinet.ita.doc.gov/research/index.html>

- Summary of International Travel to the United States (I-94)
- U.S. International Air Traveler Statistics (I-92)
- Canadian Statistics
- Survey of International Air Travelers (SIAT)
- Forecast of International Arrivals to the United States
- U.S. Travel and Tourism Exports, Imports and the Balance of Trade
- U.S. Travel and Tourism Satellite Accounts
- Travel Trade Barometer

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