



February 2020



Aruba Tourism
Authority

SNAPSHOT YTD FEBRUARY 2020



HOW MANY
ARRIVALS?

185,910

-0.8%



HOW MANY
CRUISE TOURISM?

209,365

-2.4%



HOW LONG
DID THEY STAY?

1,421,605

-4.9%



WHAT DID
THEY SPEND? **
Central Bank Aruba
(2019)

Avg. 3,724 min

+3.3%

**Tourism Credits: In the new presentation of the Balance of Payments, the Central Bank of Aruba reclassified maintenance fee arising from Timeshare arrangement from "Other Services" to "Travel Services" (Tourism). With this reclassification it should be noted that the term Tourism Receipts has changed to Tourism Credits in the new presentation of Balance of Payments. This reclassification resulted in an upward adjustment of the previously used term Tourism Receipts.

WHERE DID THEY STAY?

HIGH RISE



480,458

NIGHTS

+0.6%

LOW RISE



109,505

NIGHTS

-3.9%

TIMESHARE



434,678

NIGHTS

1.5%

OTHERS



396,964

NIGHTS

-16.3%



ARRIVALS YTD FEBRUARY

185,910
ARRIVALS

-0.8%
GROWTH

	2019	Growth		2020	% Growth
USA	134,356		6,880	141,236	5.1%
Canada	12,961		1,640	14,601	12.7%
NA	147,317		8,520	155,837	5.8%
Venezuela	5,470	-4,461		1,009	-81.6%
Colombia	4,855	-1,498		3,357	-30.9%
Brazil	1,717	-255		1,462	-14.9%
Argentina	3,415	-344		3,071	-10.1%
Chile	2,109	-1,039		1,070	-49.3%
Ecuador	255	-160		95	-62.7%
Peru	796	-164		632	-20.6%
Paraguay	496	-184		312	-37.1%
Uruguay	386	-155		231	-40.2%
Mexico	209	-69		140	-33.0%
Others	1,192		205	1,397	17.2%
SA	20,900	-8,124		12,776	-38.9%
Netherlands	7,921	-604		7,317	-7.6%
UK	599	-82		517	-13.7%
Germany	939	-71		868	-7.6%
Italy	972		74	1,046	7.6%
Sweden	1,685	-297		1,388	-17.6%
Belgium	275		50	325	18.2%
Ireland	48	-19		29	-39.6%
Others	2,807	-402		2,405	-14.3%
Europe	15,246	-1,351		13,895	-8.9%
ROW	3,990	-588		3,402	-14.7%
Total	187,453	-1,543		185,910	-0.8%
W/O Ven.	181,983		2,918	184,901	1.6%

Marketshare 2019		Marketshare 2020	
	71.7%		76.0%
	6.9%		7.9%
	78.6%		83.8%
	2.9%		0.5%
	2.6%		1.8%
	0.9%		0.8%
	1.8%		1.7%
	1.1%		0.6%
	0.1%		0.1%
	0.4%		0.3%
	0.3%		0.2%
	0.2%		0.1%
	0.1%		0.1%
	0.6%		0.8%
	11.1%		6.9%
	4.2%		3.9%
	0.3%		0.3%
	0.5%		0.5%
	0.5%		0.6%
	0.9%		0.7%
	0.1%		0.2%
	0.0%		0.0%
	1.5%		1.3%
	8.1%		7.5%
	2.1%		1.8%



ARRIVALS USA YTD FEBRUARY

141,236
ARRIVALS

+5.1%
GROWTH

LARGEST ABSOLUTE GROWTH: ILLINOIS

	2019	Growth	2020	% Growth
New York	31,182	925	32,107	3.0%
Massachusetts	18,973	-534	18,439	-2.8%
New Jersey	13,179	635	13,814	4.8%
Pennsylvania	7,465	921	8,386	12.3%
Illinois	4,124	1,028	5,152	24.9%
Connecticut	4,498	-84	4,414	-1.9%
Florida	5,955	-713	5,242	-12.0%
Ohio	3,918	139	4,057	3.5%
Maryland	3,434	593	4,027	17.3%
Michigan	3,509	247	3,756	7.0%
Virginia	2,670	169	2,839	6.3%
Georgia	1,967	375	2,342	19.1%
North Carolina	2,418	493	2,911	20.4%
Texas	2,273	197	2,470	8.7%
California	1,932	-102	1,830	-5.3%
Other	26,859	2,591	29,450	9.6%
Total	134,356	6,880	141,236	5.1%

Marketshare 2019	Marketshare 2020
23.2%	22.7%
14.1%	13.1%
9.8%	9.8%
5.6%	5.9%
3.1%	3.6%
3.3%	3.1%
4.4%	3.7%
2.9%	2.9%
2.6%	2.9%
2.6%	2.7%
2.0%	2.0%
1.5%	1.7%
1.8%	2.1%
1.7%	1.7%
1.4%	1.3%
20.0%	20.9%



NIGHTS YTD FEBRUARY

1,421,605

ARRIVALS

-4.9%

GROWTH

	2019	Growth		2020	% Growth
USA	998,357		14,907	1,013,264	1.5%
Canada	125,875		8,589	134,464	6.8%
NA	1,124,232		23,496	1,147,728	2.1%
Venezuela	49,684	-39,142		10,542	-78.8%
Colombia	40,842	-16,019		24,823	-39.2%
Brazil	11,180	-2,052		9,128	-18.4%
Argentina	32,153	-2,857		29,296	-8.9%
Chile	16,045	-7,799		8,246	-48.6%
Ecuador	1,710	-991		719	-58.0%
Peru	5,951	-1,482		4,469	-24.9%
Paraguay	3,376	-1,029		2,347	-30.5%
Uruguay	3,043	-1,217		1,826	-40.0%
Mexico	1,534	-709		825	-46.2%
Others	7,798		699	8,497	9.0%
SA	173,316	-72,598		100,718	-41.9%
Netherlands	98,695	-8,055		90,640	-8.2%
UK	4,900	-363		4,537	-7.4%
Germany	8,273	-289		7,984	-3.5%
Italy	8,602		343	8,945	4.0%
Sweden	21,164	-3,838		17,326	-18.1%
Belgium	3,252		425	3,677	13.1%
Ireland	488	-234		254	-48.0%
Others	25,069	-3,895		21,174	-15.5%
Europe	170,443	-15,906		154,537	-9.3%
ROW	26,382	-7,760		18,622	-29.4%
Total	1,494,373	-72,768		1,421,605	-4.9%

	ALOS 2019	ALOS 2020
	7.4	7.2
	9.7	9.2
	7.6	7.4
	9.1	10.4
	8.4	7.4
	6.5	6.2
	9.4	9.5
	7.6	7.7
	6.7	7.6
	7.5	7.1
	6.8	7.5
	7.9	7.9
	7.3	5.9
	6.5	6.1
	8.3	7.9
	12.5	12.4
	8.2	8.8
	8.8	9.2
	8.8	8.6
	12.6	12.5
	11.8	11.3
	10.2	8.8
	8.9	8.8
	11.2	11.1
	6.6	5.5
	8.0	7.6



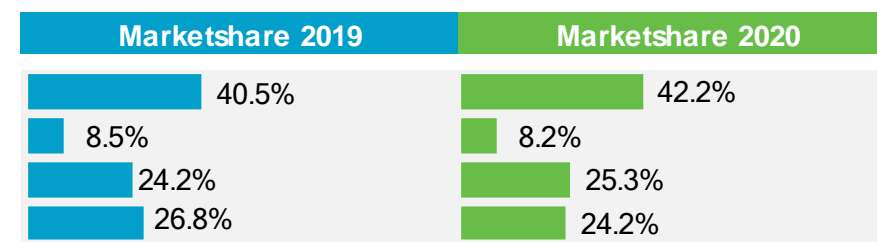
ACCOMMODATIONS YTD FEBRUARY

185,910
ARRIVALS

-0.8%
GROWTH

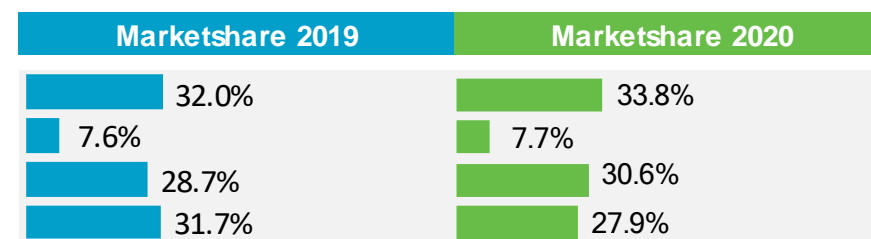
ARRIVALS BY ACCOMMODATION

	2019	Growth	2020	% Growth
High Rise	75,871	2,634	78,505	3.5%
Low Rise	15,917	-645	15,272	-4.1%
Timeshare	45,410	1,652	47,062	3.6%
Others	50,255	-5,184	45,071	-10.3%
Total	187,453	-1,543	185,910	-0.8%



NIGHTS BY ACCOMMODATION

	2019	Growth	2020	% Growth
High Rise	477,795	2,663	480,458	0.6%
Low Rise	113,964	-4,459	109,505	-3.9%
Timeshare	428,219	6,459	434,678	1.5%
Others	474,395	-77,431	396,964	-16.3%
Total	1,494,373	-72,768	1,421,605	-4.9%





ACCOMMODATIONS MAIN MARKETS

YTD FEBUARY

185,910
ARRIVALS

-0.8%
GROWTH

MARKET SHARE OF THE MARKET BY ACCOMMODATION CATEGORY

	HIGH RISE			LOW RISE			TIME SHARE			OTHERS		
	2019	2020	% Growth	2019	2020	% Growth	2019	2020	% Growth	2019	2020	% Growth
USA	79.8%	82.0%	2.2%	66.0%	72.1%	6.1%	87.5%	90.5%	3.1%	46.9%	51.6%	4.7%
Venezuela	1.0%	0.2%	-0.8%	3.4%	0.3%	-3.1%	1.2%	0.1%	-1.1%	7.3%	1.7%	-5.6%
Netherlands	1.0%	0.9%	-0.1%	4.5%	4.5%	0.0%	0.6%	0.7%	0.1%	12.2%	12.5%	0.2%
Canada	7.1%	7.5%	0.4%	6.7%	7.5%	0.8%	4.6%	4.6%	0.0%	8.8%	12.0%	3.2%
Brazil	1.2%	1.0%	-0.2%	0.8%	0.9%	0.1%	0.3%	0.3%	0.0%	1.1%	0.9%	-0.2%
Colombia	1.5%	1.3%	-0.2%	2.5%	0.9%	-1.6%	1.1%	0.8%	-0.3%	5.6%	4.1%	-1.5%
Argentina	2.3%	2.2%	-0.1%	1.6%	1.0%	-0.6%	1.2%	1.0%	-0.2%	1.7%	1.7%	-0.1%
Chile	1.6%	0.9%	-0.7%	1.4%	0.3%	-1.1%	0.4%	0.1%	-0.2%	1.1%	0.6%	-0.5%
Peru	0.4%	0.5%	0.0%	0.4%	0.2%	-0.2%	0.1%	0.1%	-0.1%	0.7%	0.4%	-0.3%
UK	0.2%	0.2%	-0.1%	0.6%	0.5%	-0.2%	0.1%	0.1%	0.0%	0.5%	0.6%	0.0%
Italy	0.3%	0.3%	0.1%	0.8%	1.1%	0.4%	0.2%	0.1%	0.0%	1.2%	1.3%	0.1%
Total mainmkt	96.4%	96.9%	0.5%	88.5%	89.2%	0.7%	97.2%	98.4%	1.2%	87.2%	87.2%	0.1%



ACCOMMODATIONS MAIN MARKETS

YTD FEBRUARY

185,910
ARRIVALS

-0.8%
GROWTH

VISITOR ARRIVALS AT THE ACCOMMODATION TYPE FOR THE MARKET

	HIGH RISE			LOW RISE			TIME SHARE			OTHERS		
	2019	2020	Growth	2019	2020	Growth	2019	2020	Growth	2019	2020	Growth
USA	60,564	64,371	3,807	10,500	11,007	507	39,717	42,601	2,884	23,575	23,257	-318
Venezuela	734	162	-572	537	47	-490	541	54	-487	3,658	746	-2,912
Netherlands	779	696	-83	716	680	-36	271	328	57	6,155	5,613	-542
Canada	5,374	5,883	509	1,070	1,147	77	2,089	2,171	82	4,428	5,400	972
Brazil	907	810	-97	122	135	13	133	118	-15	555	399	-156
Colombia	1,137	995	-142	391	134	-257	491	358	-133	2,836	1,870	-966
Argentina	1,742	1,719	-23	257	154	-103	550	453	-97	866	745	-121
Chile	1,183	683	-500	223	44	-179	169	67	-102	534	276	-258
Peru	338	374	36	58	32	-26	60	38	-22	340	188	-152
UK	186	145	-41	96	69	-27	44	50	6	273	253	-20
Italy	191	238	47	123	173	50	77	69	-8	581	566	-15
Total mainmkt	73,135	76,076	2,941	14,093	13,622	-471	44,142	46,307	2,165	43,801	39,313	-4,488

PROFILE SNAPSHOT: WHO ARE THEY?

YTD FEBRUARY 2020 RESULTS



CARRIERS



AGE





VISITORS BY AGE YTD FEBRUARY

185,910
ARRIVALS

-0.8%
GROWTH

LARGEST ABSOLUTE GROWTH: 60-69 years old

	2019	Growth		2020	% Growth
0 - 11	12,238	-513		11,725	-4.2%
12-19	9,690	-128		9,562	-1.3%
20 - 29	19,966	-999		18,967	-5.0%
30 - 39	26,031	-620		25,411	-2.4%
40 - 49	29,229	-1,013		28,216	-3.5%
50 - 59	39,730	-56		39,674	-0.1%
60 - 69	32,888		1,114	34,002	3.4%
70 +	17,639		684	18,323	3.9%
Not Stated	42	-12		30	-28.6%
Total	187,453	-1,543		185,910	-0.8%



GENERATIONS YTD FEBRUARY

185,910
VISITORS

-0.8%
GROWTH

	2020	% Share	2019	% Share	% Growth
Gen Z	24,216	13.0%	24,749	13.2%	-2.0%
Millennials	36,381	19.6%	38,088	20.3%	-4.5%
Gen X	44,501	23.9%	45,656	24.4%	-2.5%
Baby Boomers	67,370	36.2%	66,423	35.4%	1.4%
Silent Generations	13,412	7.2%	12,495	6.7%	7.3%
Age Not Specified	30	0.0%	42	0.0%	-28.6%
Total	185,910	100.0%	187,453	100.0%	-0.8%



CARRIERS YTD FEBRUARY

	2019	Growth	2020	% Growth	Marketshare 2019	Marketshare 2020
JETBLUE	42,052	-5,176	36,876	-12.3%	22.4%	19.8%
AMERICAN AIRLINES	31,805	4,752	36,557	14.9%	17.0%	19.7%
UNITED AIRLINES	25,057	3,205	28,262	12.8%	13.4%	15.2%
DELTA AIRLINE	21,648	3,524	25,172	16.3%	11.5%	13.5%
SOUTH WEST	13,198	1,730	14,928	13.1%	7.0%	8.0%
AVIANCA/AEROGAL	7,653	-1,541	6,112	-20.1%	4.1%	3.3%
KLM	5,437	72	5,509	1.3%	2.9%	3.0%
AIR CANADA	3,502	1,250	4,752	35.7%	1.9%	2.6%
COPA AIRLINE	5,690	-1,035	4,655	-18.2%	3.0%	2.5%
SUNWING AIRLINES	4,380	-324	4,056	-7.4%	2.3%	2.2%
WESTJET AIRLINES	2,325	1,529	3,854	65.8%	1.2%	2.1%
ARKEFLIGHT	2,805	-14	2,791	-0.5%	1.5%	1.5%
ARUBA AIRLINES	3,903	-1,640	2,263	-42.0%	2.1%	1.2%
WINAIR	814	498	1,312	61.2%	0.4%	0.7%
DIVI DIVI AIR	1,444	-209	1,235	-14.5%	0.8%	0.7%
THOMAS COOK	1,161	57	1,218	4.9%	0.6%	0.7%
CHARTER	5,392	-4,179	1,213	-77.5%	2.9%	0.7%
SPIRIT AIRLINES	773	379	1,152	49.0%	0.4%	0.6%
SUN COUNTRY	1,197	-115	1,082	-9.6%	0.6%	0.6%
SURINAM AIRWAYS	618	122	740	19.7%	0.3%	0.4%
EZ AIRLINE	112	572	684	510.7%	0.1%	0.4%
AERO REPUBLICA	303	363	666	119.8%	0.2%	0.4%
PRIVATE	1,103	-492	611	-44.6%	0.6%	0.3%
AIR CENTURY	82	34	116	41.5%	0.0%	0.1%
SKY HIGH AVIATION	51	33	84	64.7%	0.0%	0.0%
AMERIFLIGHT	1	4	5	400.0%	0.0%	0.0%
Others	4,947	-4,942	5	-99.9%	2.6%	0.0%
Total	187,453	-1,543	185,910	-0.8%		

FEBRUARY RESULT 2020

NORTH AMERICA

81,071

85.1%

SOUTH AMERICA

5,433

5.7%

EUROPE

6,996

7.3%

OTHERS

1,787

1.9%

OTHERS

4,998

5.2%

VENEZUELA

435

0.5%

TOTAL ARRIVALS

95,287

+2.2%

TOTAL ARRIVALS WITHOUT VENEZUELA

94,852

+3.7%

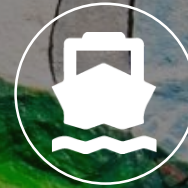
SNAPSHOT FEBRUARY 2020



HOW MANY
ARRIVALS?

95,287

+2.2%



HOW MANY
CRUISE TOURISM?

96,751

12.4%



HOW LONG
DID THEY STAY?

723,751

-1.4%

WHERE DID THEY STAY?

HIGH RISE



239,432

NIGHTS

2.2%

LOW RISE



57,613

NIGHTS

1.8%

TIMESHARE



219,442

NIGHTS

6.1%

OTHERS



207,264

NIGHTS

-12.3%



ARRIVALS FEBRUARY

95,287
ARRIVALS

+2.2%
GROWTH

	2019	Growth		2020	% Growth
USA	68,922		4,497	73,419	6.5%
Canada	6,518		1,134	7,652	17.4%
NA	75,440		5,631	81,071	7.5%
Venezuela	1,698	-1,263		435	-74.4%
Colombia	1,526	-536		990	-35.1%
Brazil	632		50	682	7.9%
Argentina	1,393	-214		1,179	-15.4%
Chile	1,291	-640		651	-49.6%
Ecuador	161	-95		66	-59.0%
Peru	501	-93		408	-18.6%
Paraguay	246	-170		76	-69.1%
Uruguay	182	-88		94	-48.4%
Mexico	106	-50		56	-47.2%
Others	561		235	796	41.9%
SA	8,297	-2,864		5,433	-34.5%
Netherlands	3,769		49	3,818	1.3%
UK	309	-64		245	-20.7%
Germany	454	-20		434	-4.4%
Italy	438	-59		379	-13.5%
Sweden	814	-80		734	-9.8%
Belgium	131		51	182	38.9%
Ireland	22	-2		20	-9.1%
Others	1,432	-248		1,184	-17.3%
Europe	7,369	-373		6,996	-5.1%
ROW	2,103	-316		1,787	-15.0%
Total	93,209		2,078	95,287	2.2%
W/O Ven.	91,511		3,341	94,852	3.7%

Marketshare 2019		Marketshare 2020	
	73.9%		77.1%
	7.0%		8.0%
	80.9%		85.1%
	1.8%		0.5%
	1.6%		1.0%
	0.7%		0.7%
	1.5%		1.2%
	1.4%		0.7%
	0.2%		0.1%
	0.5%		0.4%
	0.3%		0.1%
	0.2%		0.1%
	0.1%		0.1%
	0.6%		0.8%
	8.9%		5.7%
	4.0%		4.0%
	0.3%		0.3%
	0.5%		0.5%
	0.5%		0.4%
	0.9%		0.8%
	0.1%		0.2%
	0.0%		0.0%
	1.5%		1.2%
	7.9%		7.3%
	2.3%		1.9%



ARRIVALS USA FEBRUARY

73,419
ARRIVALS

+6.5%
GROWTH

LARGEST GROWTH IN %: TEXAS

	2019	Growth	2020	% Growth
New York	16,465	172	16,637	1.0%
Massachusetts	10,383	-405	9,978	-3.9%
New Jersey	6,688	214	6,902	3.2%
Pennsylvania	3,835	232	4,067	6.0%
Illinois	2,011	525	2,536	26.1%
Connecticut	2,486	-95	2,391	-3.8%
Florida	2,894	-337	2,557	-11.6%
Ohio	1,919	194	2,113	10.1%
Maryland	1,464	318	1,782	21.7%
Michigan	1,938	326	2,264	16.8%
Virginia	1,295	158	1,453	12.2%
Georgia	1,091	277	1,368	25.4%
North Carolina	1,125	178	1,303	15.8%
Texas	1,012	294	1,306	29.1%
California	793	82	875	10.3%
Other	13,523	2,364	15,887	17.5%
Total	68,922	4,497	73,419	6.5%

Marketshare 2019	Marketshare 2020
23.9%	22.7%
15.1%	13.6%
9.7%	9.4%
5.6%	5.5%
2.9%	3.5%
3.6%	3.3%
4.2%	3.5%
2.8%	2.9%
2.1%	2.4%
2.8%	3.1%
1.9%	2.0%
1.6%	1.9%
1.6%	1.8%
1.5%	1.8%
1.2%	1.2%
19.6%	21.6%

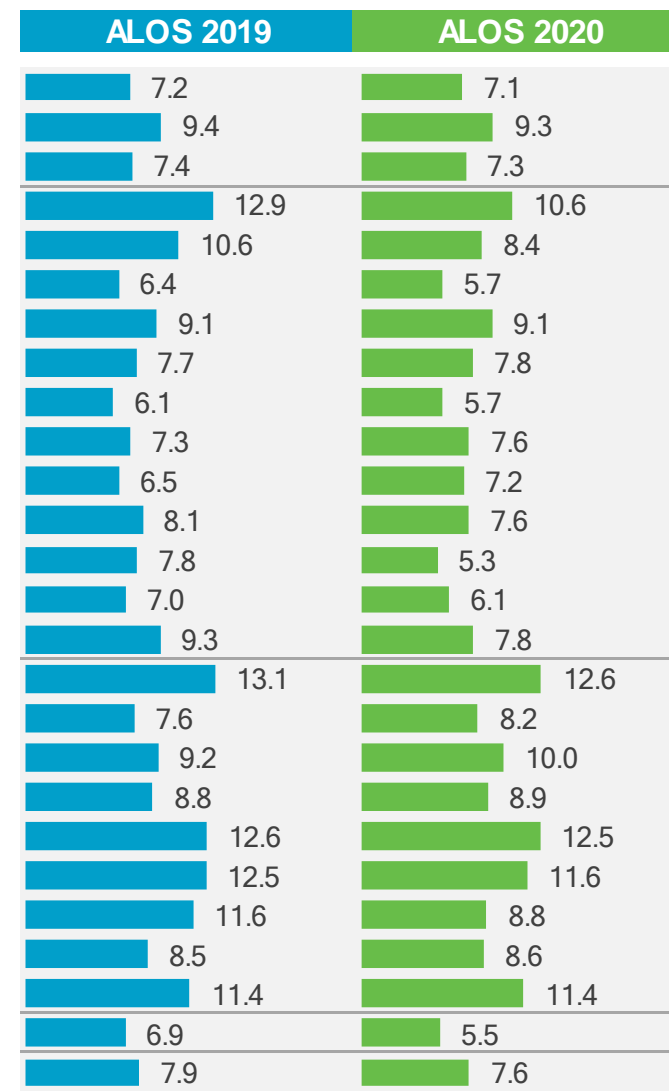


NIGHTS FEBRUARY

723,751
NIGHTS

-1.4%
GROWTH

	2019	Growth		2020	% Growth
USA	497,118		23,782	520,900	4.8%
Canada	61,377		9,478	70,855	15.4%
NA	558,495		33,260	591,755	6.0%
Venezuela	21,932	-17,340		4,592	-79.1%
Colombia	16,215	-7,854		8,361	-48.4%
Brazil	4,073	-188		3,885	-4.6%
Argentina	12,683	-1,907		10,776	-15.0%
Chile	9,877	-4,788		5,089	-48.5%
Ecuador	981	-604		377	-61.6%
Peru	3,650	-553		3,097	-15.2%
Paraguay	1,593	-1,047		546	-65.7%
Uruguay	1,474	-764		710	-51.8%
Mexico	822	-524		298	-63.7%
Others	3,899		993	4,892	25.5%
SA	77,199	-34,576		42,623	-44.8%
Netherlands	49,364	-1,140		48,224	-2.3%
UK	2,333	-321		2,012	-13.8%
Germany	4,167		161	4,328	3.9%
Italy	3,874	-516		3,358	-13.3%
Sweden	10,229	-1,063		9,166	-10.4%
Belgium	1,635		475	2,110	29.1%
Ireland	255	-79		176	-31.0%
Others	12,142	-1,983		10,159	-16.3%
Europe	83,999	-4,466		79,533	-5.3%
ROW	14,530	-4,690		9,840	-32.3%
Total	734,223	-10,472		723,751	-1.4%



ACCOMMODATIONS: WHERE DID THEY STAY?

HIGH RISE



239,432

NIGHTS

+2.2%

LOW RISE



57,613

NIGHTS

+1.8%

TIMESHARE



219,442

NIGHTS

+6.1%

OTHERS



207,264

NIGHTS

-12.3%



ACCOMMODATIONS FEBRUARY

95,287
ARRIVALS

+2.2%
GROWTH

THE LARGEST INCREASE IN %: **TIME SHARE**

ARRIVALS BY ACCOMMODATION

	2019	Growth		2020	% Growth
High Rise	37,769		1,976	39,745	5.2%
Low Rise	7,911		23	7,934	0.3%
Timeshare	22,777		1,534	24,311	6.7%
Others	24,752	-1,455		23,297	-5.9%
Total	93,209		2,078	95,287	2.2%

Marketshare 2019		Marketshare 2020	
	40.5%		41.7%
	8.5%		8.3%
	24.4%		25.5%
	26.6%		24.4%

NIGHTS BY ACCOMMODATION

	2019	Variance		2020	% Growth
High Rise	234,360		5,072	239,432	2.2%
Low Rise	56,579		1,034	57,613	1.8%
Timeshare	206,894		12,548	219,442	6.1%
Others	236,390	-29,126		207,264	-12.3%
Total	734,223		-10,472	723,751	-1.4%

Marketshare 2019		Marketshare 2020	
	31.9%		33.1%
	7.7%		8.0%
	28.2%		30.3%
	32.2%		28.6%



ACCOMMODATIONS MAIN MARKETS

FEBRUARY

95,287
ARRIVALS

+2.2%
GROWTH

THE LARGEST % GROWTH: **USA LOW RISE AND OTHERS**

MARKET SHARE OF THE MARKET BY ACCOMMODATION CATEGORY

	HIGH RISE			LOW RISE			TIME SHARE			OTHERS		
	2019	2020	% Growth	2019	2020	% Growth	2019	2020	% Growth	2019	2020	% Growth
USA	81.6%	83.0%	1.5%	68.2%	71.6%	3.4%	89.2%	91.6%	2.5%	50.1%	53.5%	3.4%
Venezuela	0.5%	0.2%	-0.3%	2.1%	0.2%	-1.8%	0.4%	0.1%	-0.3%	5.1%	1.4%	-3.7%
Netherlands	1.0%	0.8%	-0.2%	4.0%	4.8%	0.8%	0.6%	0.6%	0.1%	11.9%	12.7%	0.8%
Canada	6.7%	7.5%	0.8%	7.9%	8.7%	0.8%	4.3%	4.4%	0.1%	9.6%	12.4%	2.8%
Brazil	0.9%	1.0%	0.1%	0.9%	0.9%	0.1%	0.2%	0.2%	0.0%	0.8%	0.8%	0.0%
Colombia	0.7%	0.7%	0.0%	1.6%	0.5%	-1.1%	0.4%	0.3%	-0.1%	4.2%	2.5%	-1.7%
Argentina	1.9%	1.7%	-0.2%	1.3%	0.8%	-0.4%	1.0%	0.7%	-0.4%	1.3%	1.1%	-0.2%
Chile	2.0%	1.1%	-0.9%	1.9%	0.4%	-1.5%	0.3%	0.2%	-0.1%	1.3%	0.6%	-0.7%
Peru	0.6%	0.6%	0.0%	0.6%	0.2%	-0.4%	0.2%	0.1%	-0.1%	0.8%	0.6%	-0.2%
UK	0.3%	0.2%	-0.1%	0.5%	0.5%	0.0%	0.1%	0.1%	0.0%	0.5%	0.5%	-0.1%
Italy	0.2%	0.2%	0.0%	0.7%	0.6%	-0.1%	0.2%	0.1%	-0.1%	1.1%	1.0%	-0.1%
Total mainmkt	96.3%	97.0%	0.8%	89.6%	89.3%	-0.2%	96.8%	98.3%	1.5%	86.8%	87.1%	0.3%



ACCOMMODATIONS MAIN MARKETS

FEBRUARY

95,287
ARRIVALS

+2.2%
GROWTH

LARGEST ABSOLUT GROWTH: **USA HIGH RISE**

VISITOR ARRIVALS AT THE ACCOMMODATION TYPE FOR THE MARKET

	HIGH RISE			LOW RISE			TIME SHARE			OTHERS		
	2019	2020	Growth	2019	2020	Growth	2019	2020	Growth	2019	2020	Growth
USA	30,813	33,002	2,189	5,394	5,681	287	20,308	22,277	1,969	12,407	12,459	52
Venezuela	177	67	-110	164	18	-146	90	13	-77	1,267	337	-930
Netherlands	378	315	-63	317	381	64	131	156	25	2,943	2,966	23
Canada	2,526	2,984	458	627	690	63	984	1,080	96	2,381	2,898	517
Brazil	323	385	62	68	73	5	47	41	-6	194	183	-11
Colombia	269	295	26	127	42	-85	88	67	-21	1,042	586	-456
Argentina	735	691	-44	99	64	-35	233	161	-72	326	263	-63
Chile	745	442	-303	151	35	-116	70	40	-30	325	134	-191
Peru	219	245	26	44	16	-28	40	17	-23	198	130	-68
UK	117	75	-42	41	43	2	22	19	-3	129	108	-21
Italy	64	71	7	55	46	-9	45	35	-10	274	227	-47
Total mainmkt	36,366	38,572	2,206	7,087	7,089	2	22,058	23,906	1,848	21,486	20,291	-1,195

PROFILE: WHO ARE THEY?



50-59

20,718

+3.8%



American Airlines

19,690

-12.4%



VISITORS BY AGE FEBRUARY

95,287
ARRIVALS

+2.2%
GROWTH

LARGEST ABSOLUTE INCREASE: **60-69 YEARS**

	2019	Growth		2020	% Growth
0 - 11	6,579		27	6,606	0.4%
12-19	5,460		33	5,493	0.6%
20 - 29	8,280	-338		7,942	-4.1%
30 - 39	12,693		262	12,955	2.1%
40 - 49	15,572	-12		15,560	-0.1%
50 - 59	19,952		766	20,718	3.8%
60 - 69	16,179		953	17,132	5.9%
70 +	8,470		397	8,867	4.7%
Not Stated	24	-10		14	-41.7%
Total	93,209		2,078	95,287	2.2%



GENERATIONS FEBRUARY

	2020	% Share	2019	% Share	% Growth
Gen Z	12,925	13.6%	12,843	13.8%	0.6%
Millennials	17,415	18.3%	17,626	18.9%	-1.2%
Gen X	24,247	25.4%	23,859	25.6%	1.6%
Baby Boomers	34,176	35.9%	32,880	35.3%	3.9%
Silent Generations	6,510	6.8%	5,977	6.4%	8.9%
Age Not Specified	14	0.0%	24	0.0%	-41.7%
Total	95,287	100.0%	93,209	100.0%	-3.8%



CARRIERS FEBRUARY

	2019	Growth		2020	% Growth
JETBLUE	22,478	-2,788		19,690	-12.4%
AMERICAN AIRLINES	16,499		2,238	18,737	13.6%
UNITED AIRLINES	12,770		2,054	14,824	16.1%
DELTA AIRLINE	10,968		1,682	12,650	15.3%
SOUTH WEST	6,427		1,055	7,482	16.4%
AVIANCA/AEROGAL	3,541	-689		2,852	-19.5%
KLM	2,594		161	2,755	6.2%
AIR CANADA	1,915		620	2,535	32.4%
SUNWING AIRLINES	2,228	-44		2,184	-2.0%
COPA AIRLINE	2,548	-485		2,063	-19.0%
WESTJET AIRLINES	1,301		692	1,993	53.2%
ARKEFLIGHT	1,400		92	1,492	6.6%
ARUBA AIRLINES	1,748	-664		1,084	-38.0%
SUN COUNTRY	688	-2		686	-0.3%
SPIRIT AIRLINES	378		252	630	66.7%
DIVI DIVI AIR	718	-94		624	-13.1%
THOMAS COOK	626	-6		620	-1.0%
WINAIR	463		113	576	24.4%
CHARTER	1,475	-930		545	-63.1%
SURINAM AIRWAYS	359		69	428	19.2%
EZ AIRLINE	81		297	378	366.7%
PRIVATE	438	-77		361	-17.6%
AIR CENTURY	33		25	58	75.8%
SKY HIGH AVIATION	15		19	34	126.7%
AMERIFLIGHT	0		3	3	-
VENSECAR INTERNACIONAL	1		1	2	100.0%
Others	1,517	-1,516		1	-99.9%
Total	93,209		2,078	95,287	2.2%

Marketshare 2019		Marketshare 2020	
	24.1%		20.7%
	17.7%		19.7%
	13.7%		15.6%
	11.8%		13.3%
	6.9%		7.9%
	3.8%		3.0%
	2.8%		2.9%
	2.1%		2.7%
	2.4%		2.3%
	2.7%		2.2%
	1.4%		2.1%
	1.5%		1.6%
	1.9%		1.1%
	0.7%		0.7%
	0.4%		0.7%
	0.8%		0.7%
	0.7%		0.7%
	0.5%		0.6%
	1.6%		0.6%
	0.4%		0.4%
	0.1%		0.4%
	0.5%		0.4%
	0.0%		0.1%
	0.0%		0.0%
	0.0%		0.0%
	0.0%		0.0%
	1.6%		0.0%



CRUISE YTD FEBRUARY



2019



CRUISE PAX
214,504

CRUISE CALLS
86



2020



CRUISE PAX
209,365

-2.4%

CRUISE CALLS
80

-7.0%

ABSOLUTE GROWTH PAX YTD FEBRUARY

-5,144
-2.4%

ABSOLUTE GROWTH CALLS YTD FEBRUARY

-6
-7.0%



CRUISE FEBRUARY



2019



CRUISE PAX
86,804

CRUISE CALLS
34



2020



CRUISE PAX
96,751

+12.4%

CRUISE CALLS
36

+5.9%

ABSOLUTE GROWTH PAX FEBRUARY

+10,667
+12.4%

ABSOLUTE GROWTH CALLS FEBRUARY

+2
+5.9%



Aruba Tourism
Authority



• GUEST SATISFACTION



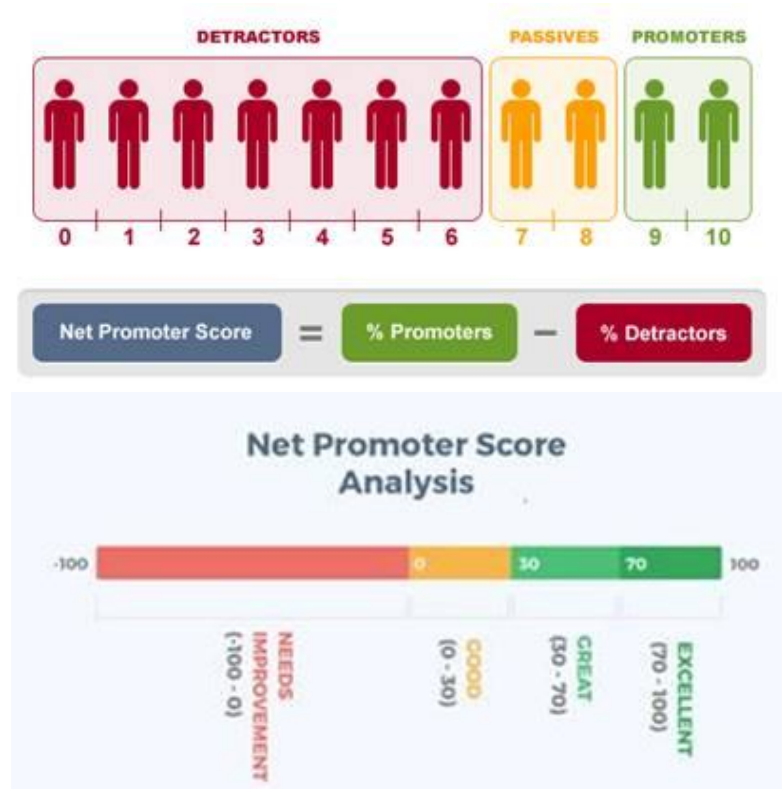
NET PROMOTER SCORE

Guest satisfaction and loyalty are measured on 10- point scale:

- Likelihood to recommend
- Likelihood to visit (in the next 5 years)
- Satisfaction

Overall score:

- -100 – 0 : Needs improvement
- 0 - 30 : Good
- 30 – 70 : Great
- 70 – 100 : Excellent



Guest satisfaction and loyalty are measured on 10- point scale were visitors were asked their overall satisfaction with their Aruba trip, their likelihood to return and their likelihood to recommend Aruba to friends and family. The latter being measured by the net promoter score. This score is used as a proxy for gauging the visitor's overall satisfaction with their Aruba experience and the visitor's loyalty to the brand. A score of 9 and 10 is rated as a promoter score (loyal customers, a score of 7 or 8 is a passive score meaning customers would not speak bad about Aruba but can easily switch to a competitor, and 0-6 is a detractor score



GUEST SATISFACTION YTD FEBRUARY 2020

In 2017 A.T.A. started measuring its guest satisfaction on a monthly basis. This continued in 2018, 2019 and 2020.

In the first two months of 2020 the A.T.A. has **1,027** filled in responses with regards to the guest satisfaction questions. Guest satisfaction and loyalty are measured on 10- point scale where visitors were asked their overall satisfaction with their Aruba trip, their likelihood to return and their likelihood to recommend Aruba to friends and family. The latter being measured by the net promoter score. This score is used as a proxy for gauging the visitor's overall satisfaction with their Aruba experience and the visitor's loyalty to the brand. A score of 9 and 10 is rated as a promoter score (loyal customers, a score of 7 or 8 is a passive score meaning customers would not speak bad about Aruba but can easily switch to a competitor, and 0-6 is a detractor score.

Questions	Very Likely / very satisfied (in %) YTD February 2020	Net promoter score YTD February 2020 N= 1027	Net promoter score YTD February 2019 N=1724
How likely are you to recommend	80%	80	80
Likelihood of visiting	68%	50	59
How satisfied are you	83%	80	82

As can be seen in the table in the first two months of 2020, 80% are very likely to recommend Aruba, and 83% are very satisfied with their Aruba visit. With regards to visit, 68% are very likely to visit Aruba in the next five years. Comparing the current YTD February 2020 net promoter scores to the same period in 2019, shows a decrease in 2020 of the NPS- indicating that in 2019 on average visitors were slightly more satisfied with their visit to Aruba and were more likely to return/ visit Aruba.



GUEST SATISFACTION FEBRUARY 2020

In February 2020, 614 surveys were collected.

Questions	Very Likely / very satisfied (in %)- 2020	Net promoter score February 2020 N= 614	Net promoter score February 2019 N=1048
How likely are you to recommend	79%	79	82
Likelihood of visiting	50%	68	59
How satisfied are you	81%	83	84

As can be seen in the table in February 2020, Aruba received a lower net promoter scores compared to February 2019. These scores indicate that our visitors enjoyed their experience on island less and would recommend Aruba less to their friends and family, and are satisfied with their visit to Aruba.

A lower score is recorded for “likelihood to visit” in comparison to “likelihood to recommend and “satisfaction”. This indicates that visitors are satisfied but they are still open to visit other places. The score is not a detractor, but it is a passive one, meaning that our visitors are not 100% loyal to Aruba.



WHAT ARE THE OVERALL COMMENTS?

FEBRUARY 2020



52% of the comment were centered on safety, beaches, friendliness, great weather, great hospitality and wonderful time

"This 31st trip to Aruba beautiful island, friendly people, great beaches, fabulous restaurants. See you in October!"

"Local people are very nice show great service the country is clean and safe honest people"

"We had an amazing time and it is a very pleasant and beautiful island".

"Best vacation spot out of all of my tropical Vacations. Such an amazing experience with all the locals. Very kind, accommodating and pleasant. So excited to come back".




48% of the comment were centered on Aruba being expensive, taxes, construction and building and roads/traffic

"Becoming too Americanized: losing feel of being in Aruba. Could be in any American beach resort area"

"Restaurant prices seemed high for nice establishment. The gusty winds became annoying. We felt safe walking the beach and shopping areas"

"Taxes are getting a little out of control"

"El puente natural recomendado por plataformas virtuales y a quien compramos varias actividades, es mentira el puente se derrumbo en 2005 y nadie te lo informa".

A vibrant green hummingbird is shown in flight, its wings spread wide, against a textured blue background. In the upper right corner, a red flower with green leaves is partially visible. The overall style is artistic and painterly.

TIDBITS: Corona Virus Travel Sentiment Index Report



Aruba Tourism
Authority

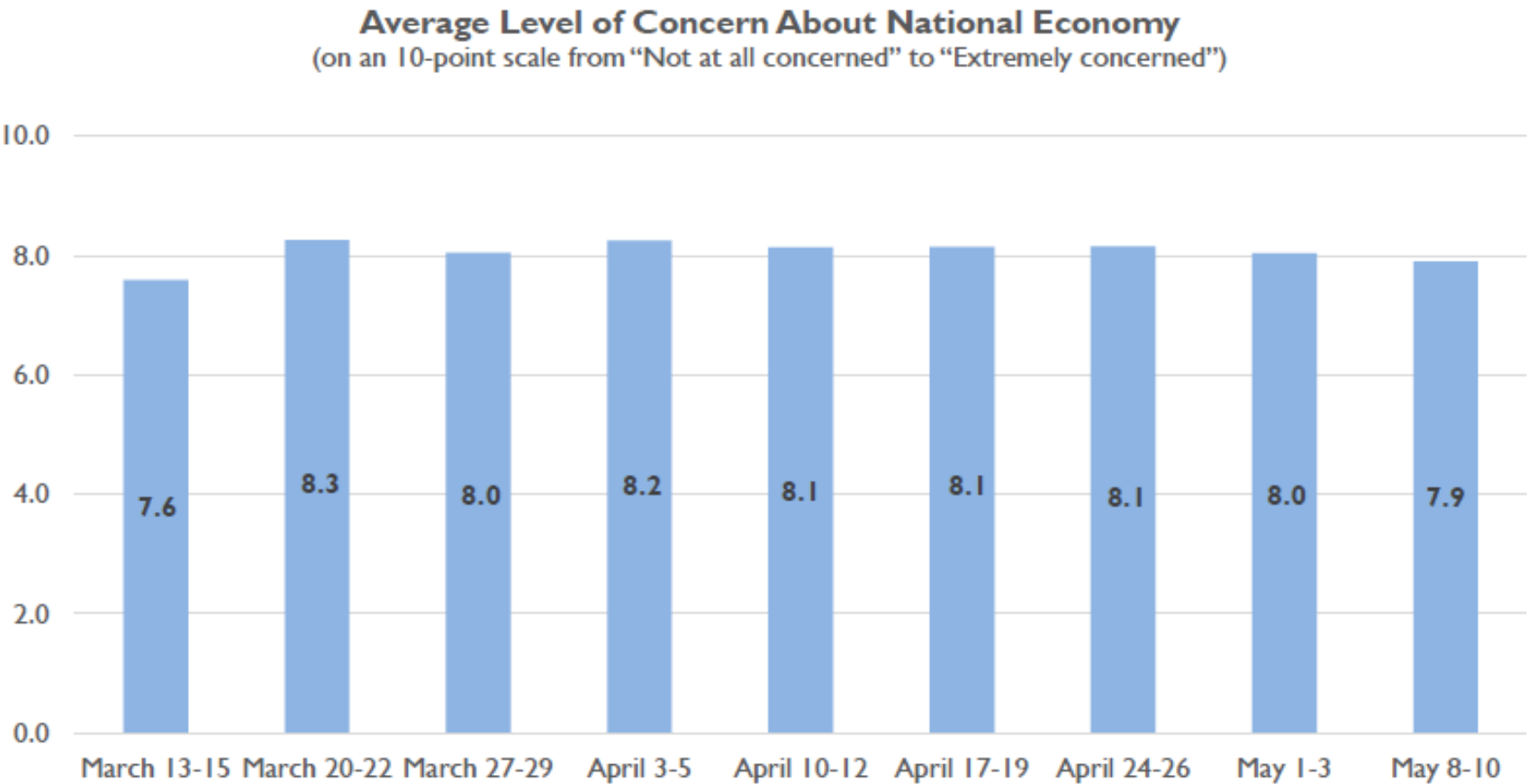
Destination  Analysts

DESTINATION ANALYSTS' CORONAVIRUS TRAVEL SENTIMENT INDEX REPORT

KEY FINDINGS—WEEK OF MAY 11TH, 2020

Concerns About National Economy

American travelers' feelings about COVID-19's impact on the national economy is also at an 8-week low.

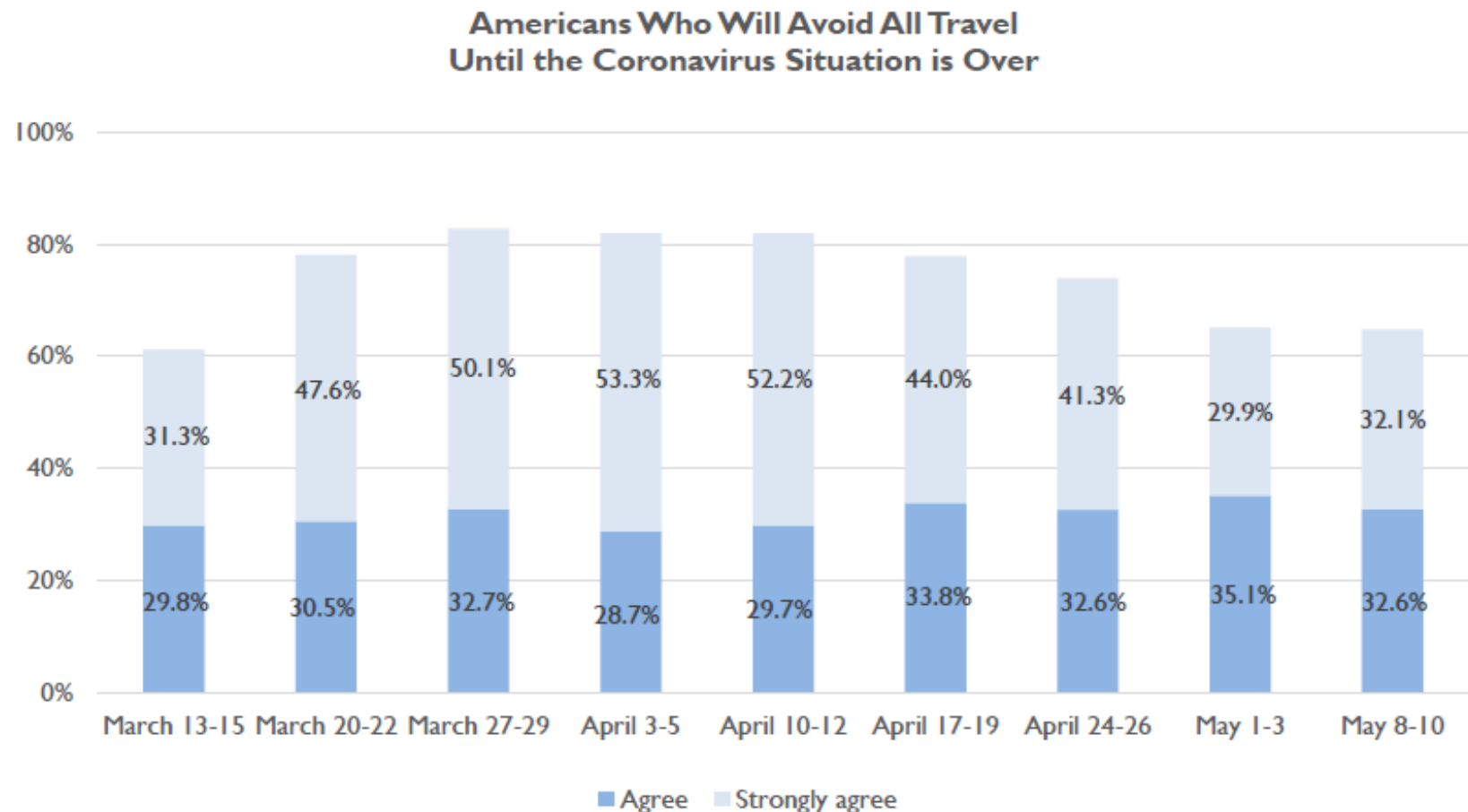


Question: Thinking about the current coronavirus situation, how concerned are you about the impact it may have on the NATIONAL ECONOMY?
(Please answer using the scale below)

(Base: All respondents, 1,201, 1,200, 1,201, 1,216, 1,263, 1,238, 1,208, 1,204 and 1,200 completed surveys. Data collected March 13-15, 20-22, 27-29, April 3-5, 10-12, 17-19, 24-26, May 1-3 and May 8-10, 2020)

Avoiding Travel Until the Crisis Blows Over

Nevertheless, the percent of American travelers who feel they will avoid travel until coronavirus is resolved continues to slowly decline (64.8%).



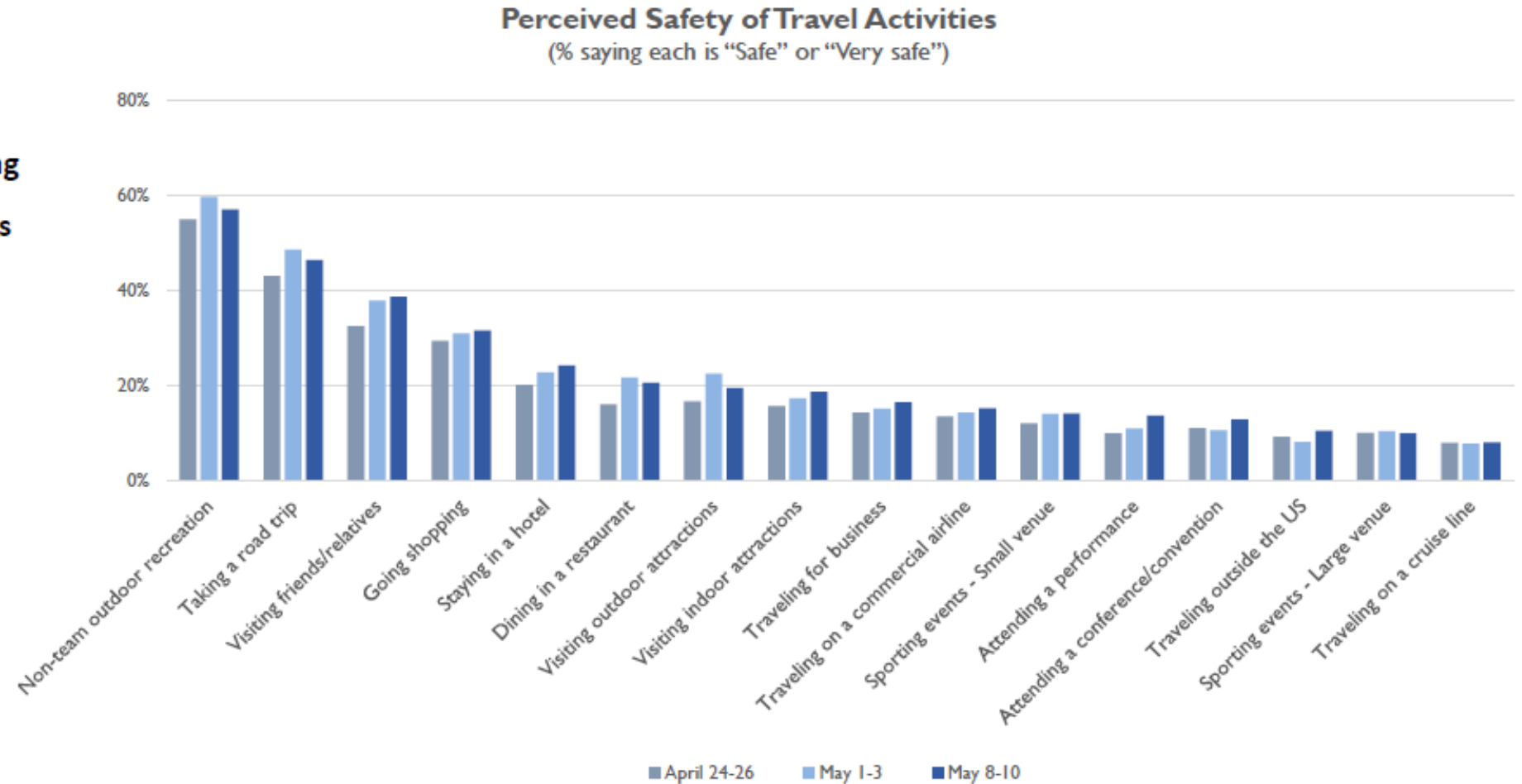
Question: How much do you agree with the following statement?

Statement: I'm planning to avoid all travel until the Coronavirus situation blows over.

(Base: All respondents, 1,201, 1,200, 1,201, 1,216, 1,263, 1,238, 1,208, 1,204 and 1,200 completed surveys. Data collected March 13-15, 20-22, 27-29, April 3-5, 10-12, 17-19, 24-26, May 1-3 and May 8-10, 2020)

Perceived Safety of Travel Activities

The perceived safety of flying on a commercial airline, staying in a hotel, dining in restaurants and visiting attractions continues to improve from lows seen in April.



Question: At this moment, how safe would you feel doing each type of travel activity?

(Base: Waves 7-9. 1,208, 1,204 and 1,200 completed surveys. Data collected April 24-26, May 1-3 and May 8-10, 2020)

Things Travelers Miss

Nearly 7-in-10 American travelers say they miss vacationing a lot--their heart aches for it. Over half say they miss the very act of planning travel.

Question: How much do you miss the following?

(Base: Wave 9. 1,200 completed surveys. Data collected May 8-10, 2020)

How Much Do You Miss the Following? (% Saying "Miss Terribly" or "Miss A Lot")



Vacations
(68.4%)



Dining in Restaurants
(59.9%)



Planning Travel
(56.1%)



Weekend
Getaways
(52.8%)



Live Concert/Musical
Performance
(35.1%)



Going to
Museums
(33.4%)



Going to Bars
(32.9%)



Attend Professional
Sporting Event (30.5%)



Business Trip
(19.3%)



Going to Conventions
(16.9%)

How Will Americans Get Back into Travel?

However, the vast majority of Americans still say they will approach travel with trepidation as they think about starting again.

Question: In the period after coronavirus, how are you going to approach getting back into travel? (Pick the image that best describes you)

(Base: Wave 9. 1,200 completed surveys. Data collected May 8-10, 2020)



47.1%

I'll get back in but carefully

In the period after coronavirus, how are you going to approach getting back into travel?



41.7%

I'll test the waters first

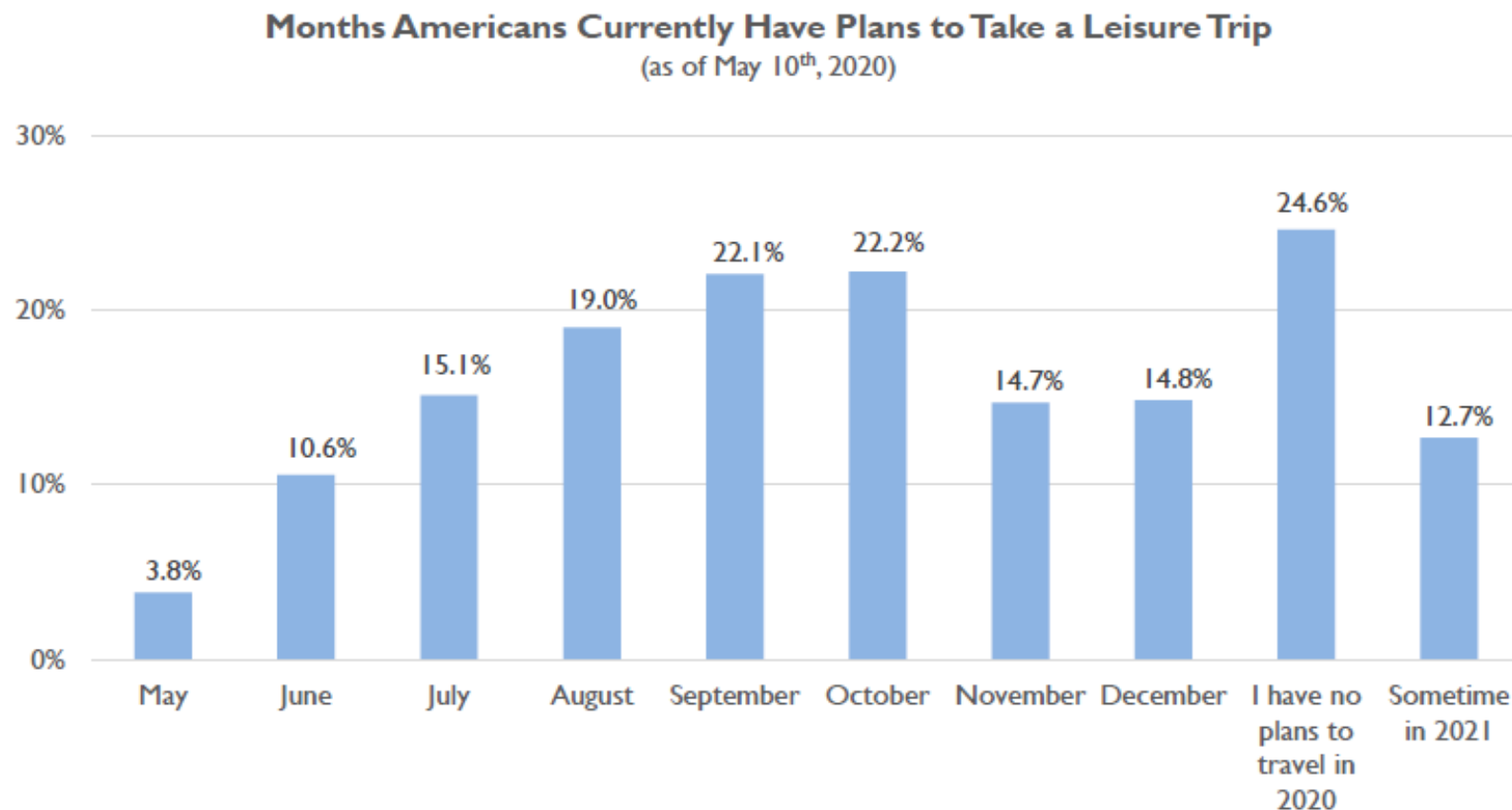


11.2%

I'll jump right back in

Months Americans Currently Have Plans to Take a Leisure Trip

This week, 36.0% of American travelers report having one or more trips planned between now and the end of August.

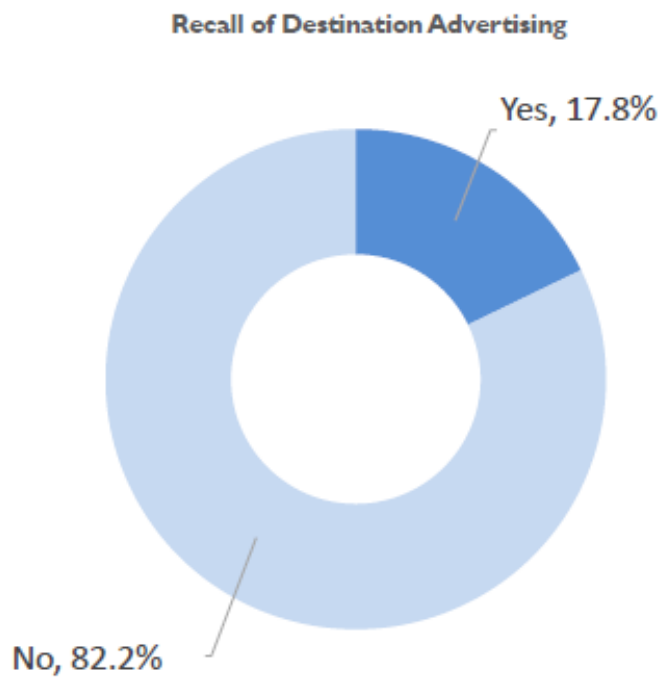


Question: Even if only tentatively scheduled, in which months of this year do you currently plan to take any leisure trips? (Select all that apply)

(Base: Wave 9. 1,200 completed surveys. Data collected May 8-10, 2020)

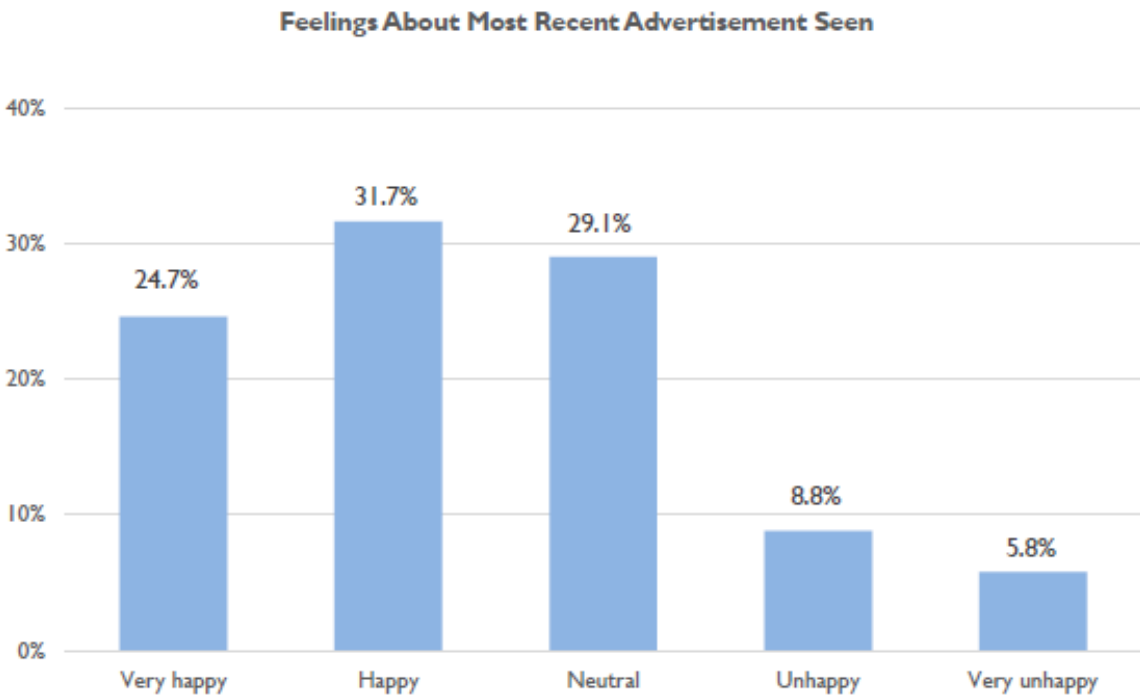
Recall of Advertising & Feelings About Advertising

This week, 17.8% of American travelers recall seeing a travel destination ad within the past month and 56.3% say the most recent travel ad they saw made them feel happy.



Question: Do you recall seeing any specific advertisements for any travel destinations in the past month?

(Base: Wave 9. 1,200 completed surveys. Data collected May 8-10, 2020)















Question: Please think about the most recent travel destination advertisement you saw. In general, how did that advertisement make you feel?

(Base: Wave 9. 1,200 completed surveys. Data collected May 8-10, 2020)

Receptivity to Advertising Channels

Over 85 percent of Millennial and GenZ travelers--and 7-in-10 GenX and Boomer travelers—cite a digital resource as where they will be most receptive to travel messaging reaching them, with social media powerhouses like Instagram and Facebook, as well as search engine marketing, appearing the likeliest means for meeting travelers where they are.

Where Are You Most Receptive to Learning about Travel Destinations Right Now?

	Millennial/GenZ	GenX	Baby Boomers
 Instagram	32.7%	12.9%	5.8%
 Facebook	25.5%	20.7%	15.2%
 Websites found via Search Engine	20.4%	33.5%	40.1%
 Online Articles/Blogs	18.6%	19.6%	20.7%
 TikTok	16.6%	2.0%	0.8%
 Ads around the Internet	16.6%	16.5%	19.0%
 Email	16.1%	25.8%	30.6%
 Twitter	15.9%	6.3%	3.3%
 Pinterest	15.4%	5.5%	4.5%
 Text Messages	13.7%	7.3%	3.2%
 Digital Influencers	8.4%	4.2%	1.0%
 Apps	7.6%	4.3%	2.7%
None of these	14.1%	29.8%	25.8%

Question: Please think about how travel destinations could best reach you with their messages right now. Where would you generally be MOST RECEPTIVE to learning about new destinations to visit?

(Base: Wave 9. 1,200 completed surveys. Data collected May 8-10, 2020)

Single Best Way to Reach Travelers

Email also looks to be one of the best ways to reach all ages of travelers in a state of openness to travel messaging.

Which would be the SINGLE BEST WAY a travel destination could reach you right now?

		Millennial/GenZ	GenX	Baby Boomers
	Email	13.5%	23.2%	31.1%
	Websites found via Search Engine	11.5%	17.6%	17.2%
	Facebook	8.3%	10.6%	7.2%
	Instagram	14.0%	3.2%	1.8%
	Ads around the Internet	6.8%	7.5%	5.9%
	Online Articles/Blogs	6.0%	5.2%	6.2%
	TikTok	8.4%	0.9%	0.2%
	Text messages	3.8%	1.8%	2.5%
	Twitter	4.7%	0.9%	0.6%
	Pinterest	3.6%	1.2%	1.0%
	Apps	2.4%	0.7%	1.8%
	Digital Influencers	2.0%	1.7%	0.4%
	None of these	15.1%	25.4%	24.1%

Question: Which would be the SINGLE BEST WAY a travel destination could reach you right now? (Select one)

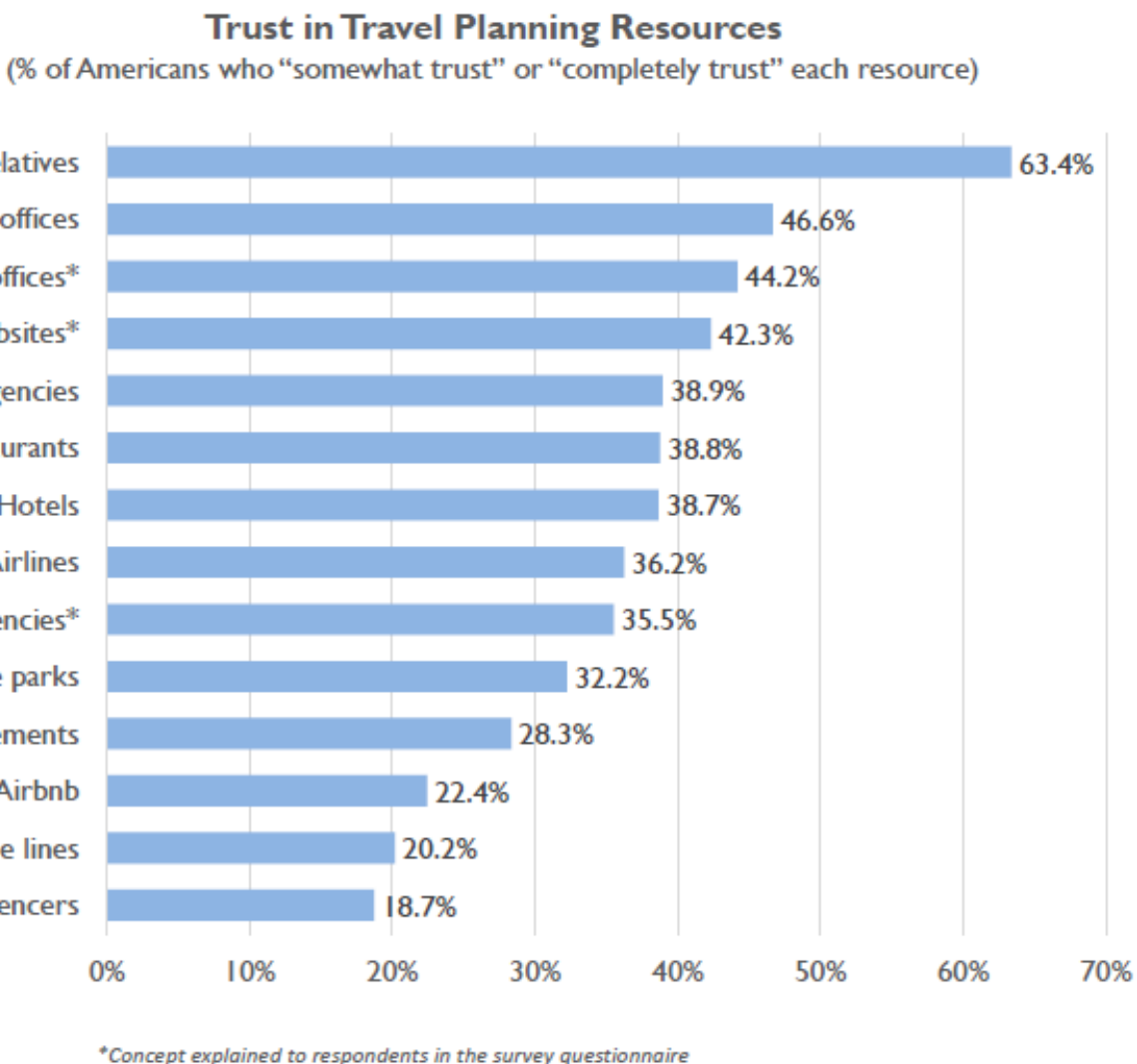
(Base: Wave 9. 1,200 completed surveys. Data collected May 8-10, 2020)

Planning Resources & Trust

Travelers are exhibiting strong trust in official destination marketing organizations. When asked about the resources they would trust to provide the information needed to travel safely, official state tourism offices and local visitors bureaus were cited second behind friends and family.

Question: Thinking about planning your travel in the next TWELVE (12) MONTHS, how much would you trust each of the following to provide you with the information you need to travel safely?

(Base: Wave 9. 1,200 completed surveys. Data collected May 8-10, 2020)



Emotional Reactions to Pandemic Mitigation Activity

In reaction to new safety protocols being introduced, seeing crews disinfecting an airplane, temperature checks being performed at airports and masks on restaurant staff largely increase travelers' feelings of personal safety; although they stimulate some anxiety, as well.

Question: Imagine your first reaction if you ran into the following three situations--represented by the images below. Would seeing this create any feeling of anxiety? (Select ONE to fill in the blank for each picture)
Seeing this would likely make me feel _____

(Base: Wave 9. 1,200 completed surveys. Data collected May 8-10, 2020)

Feelings About Safety Protocols



**Crew Disinfecting
an Airplane**

Makes Me Feel:
Safe (63.6%)
Anxious (21.7%)



**Temperature Checks
at Airports**

Make Me Feel:
Safe (56.2%)
Anxious (30.0%)



**Servers in a Restaurant
Wearing Masks**

Make Me Feel:
Safe (48.8%)
Anxious (25.3%)

Destination Analysts'

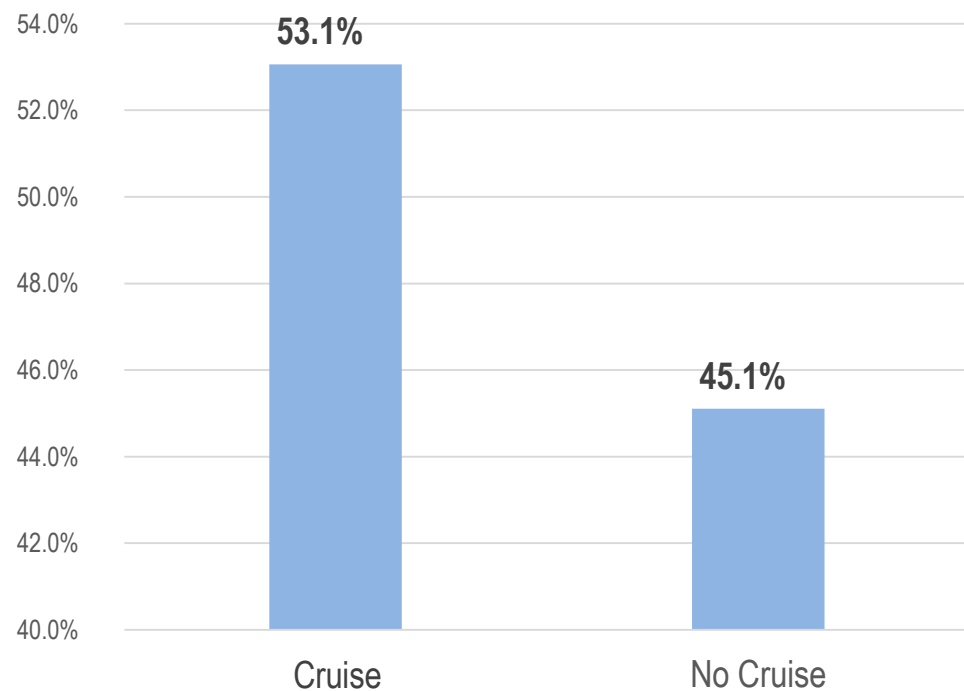
Corona Virus Travel Sentiment Report

EXCERPT

CRUISE AND STAY-OVER COMPARISON

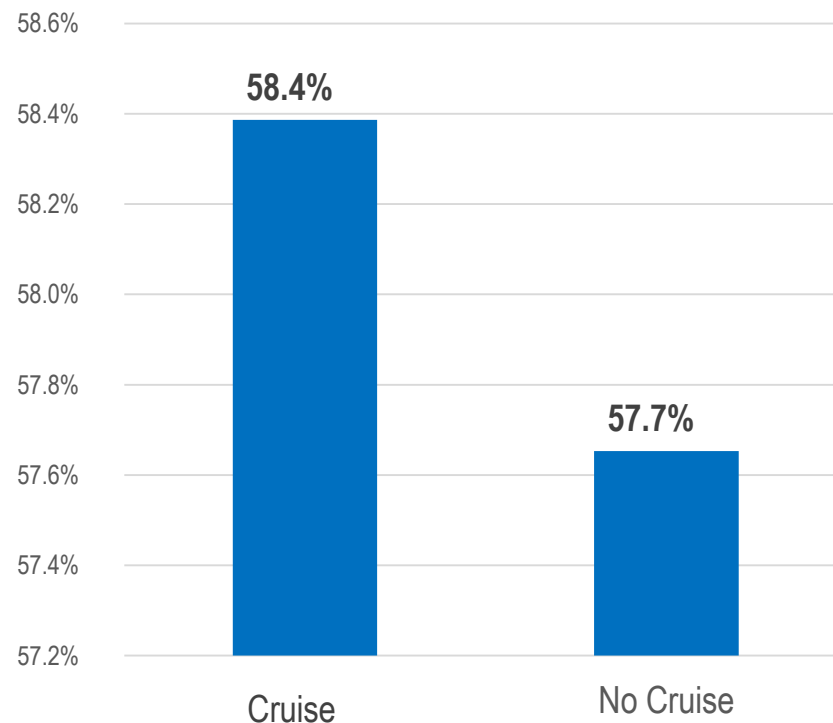
Wave 6 April 17-19

Level of concern in contracting the virus comparison
between Cruise and No Cruise



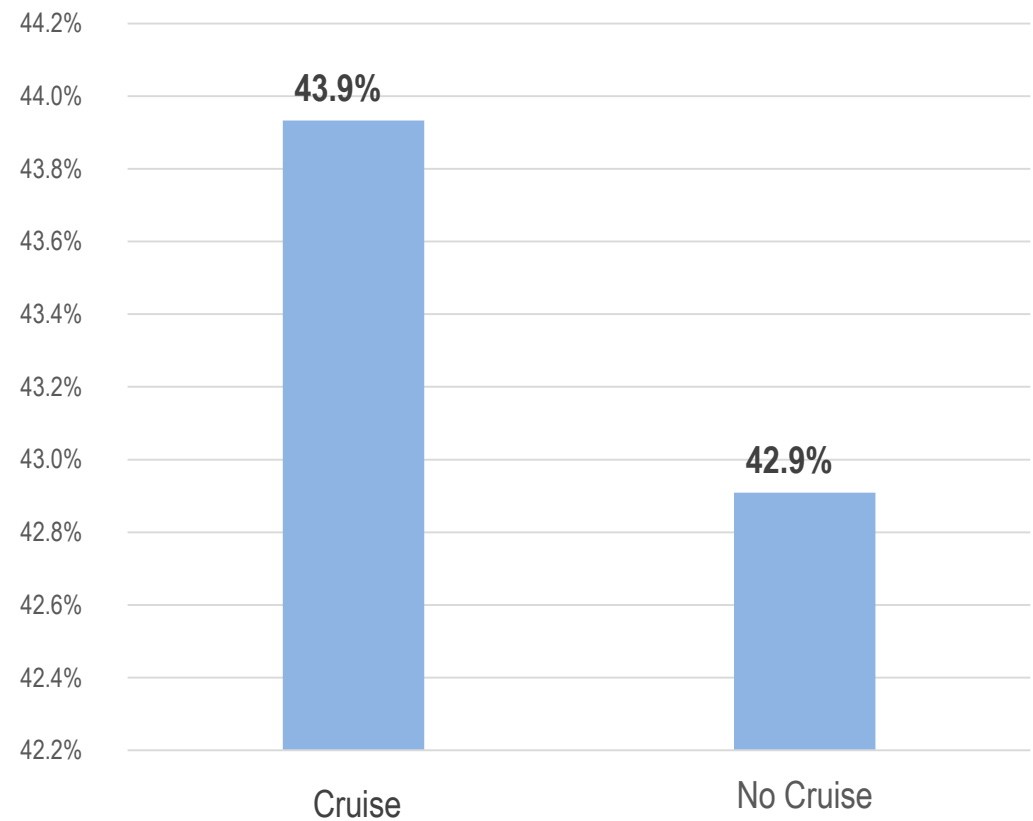
Graph depicts results 8 – 10 extremely concerned
Question: Thinking about the current coronavirus situation, in general, HOW CONCERNED ARE YOU PERSONALLY about contracting the virus? (Please answer using the scale below).
Scale 0= not concerned – 10=extremely concerned.
N cruise respondents 308 and No Cruise 930

Level of concern in contracting the virus by friends
and family comparison between Cruise and Stay-Over
Visitors



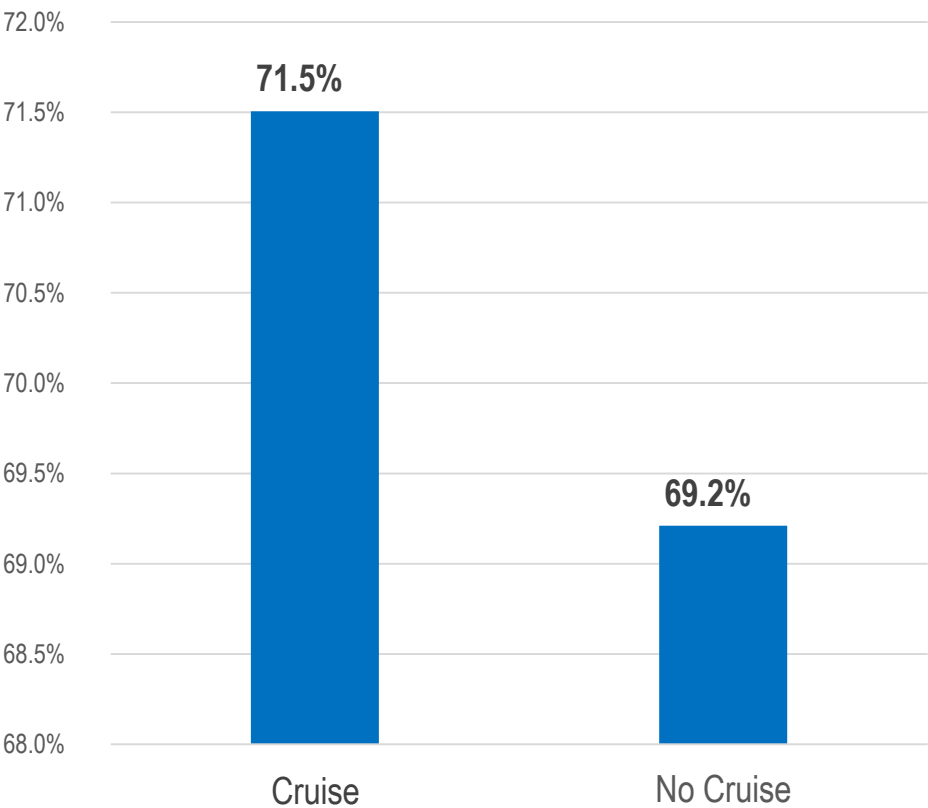
Graph depicts results 8 – 10 extremely concerned
Question: Thinking about the current coronavirus situation, in general, how concerned are you about your FRIENDS OR FAMILY contracting the virus? (Please answer using the scale below).
Scale 0= not concerned – 10=extremely concerned.
N cruise respondents 308 and No Cruise 930

Level of concern on personal Finances comparison
between Cruise and Stay-Over Visitors



Graph depicts results 8 – 10 extremely concerned
Question: Thinking about the current coronavirus situation,
how concerned are you about the impact it may have on your
PERSONAL FINANCES? (Please answer using the scale below)
Scale 0= not concerned – 10=extremely concerned.
N cruise respondents 308 and No Cruise 930

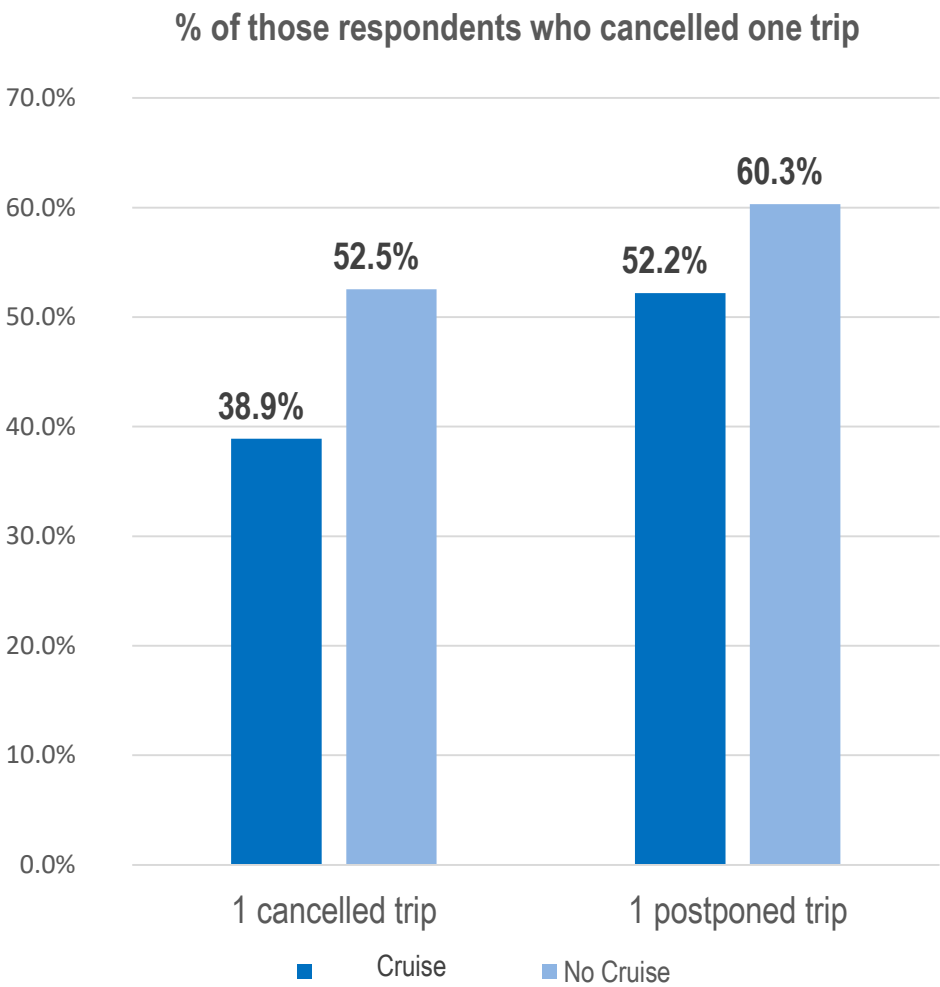
Level of concern on National Economy
comparison between Cruise and Stay-Over Visitors



Graph depicts results 8 – 10 extremely concerned
Question: Thinking about the current coronavirus situation,
how concerned are you about the impact it may have on the
NATIONAL ECONOMY? (Please answer using the scale below).
Scale 0= not concerned – 10=extremely concerned.
N cruise respondents 308 and No Cruise 930

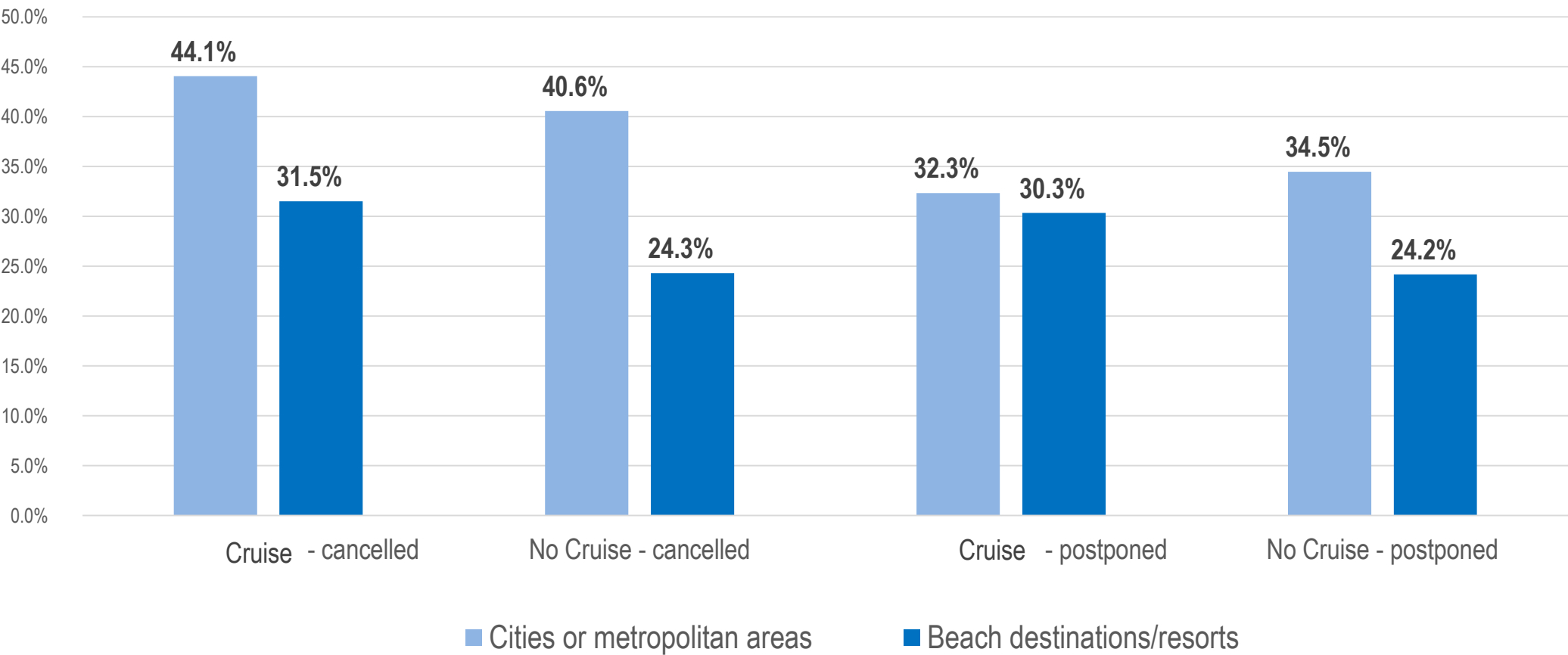
	Cruise Passenger	No Cruise
Concerns about my safety	59.0%	63.8%
Concerns about contracting the virus and passing it on to others	47.5%	53.7%
Concerns about my loved ones' safety	38.2%	48.5%
Potential to get stuck somewhere (unable to get home on schedule)	35.9%	39.7%
Cancellations outside my control (airline flights, cruise trips, tours, etc.)	37.5%	31.3%
Potential to have my travel experiences limited/ruined by the situation	32.2%	37.3%
Government travel restrictions	27.8%	34.9%
Cancellations outside my control (events, meetings, conferences, festivals, etc.)	22.3%	28.1%
Concerns about coronavirus situation impacting my personal finances	19.2%	20.7%
Business restrictions/employer-mandated restrictions)	9.1%	9.9%

Question: Which of the following are reasons the Coronavirus situation has changed your travels? (Select all that apply)
N cruise respondents 252 and No Cruise 675



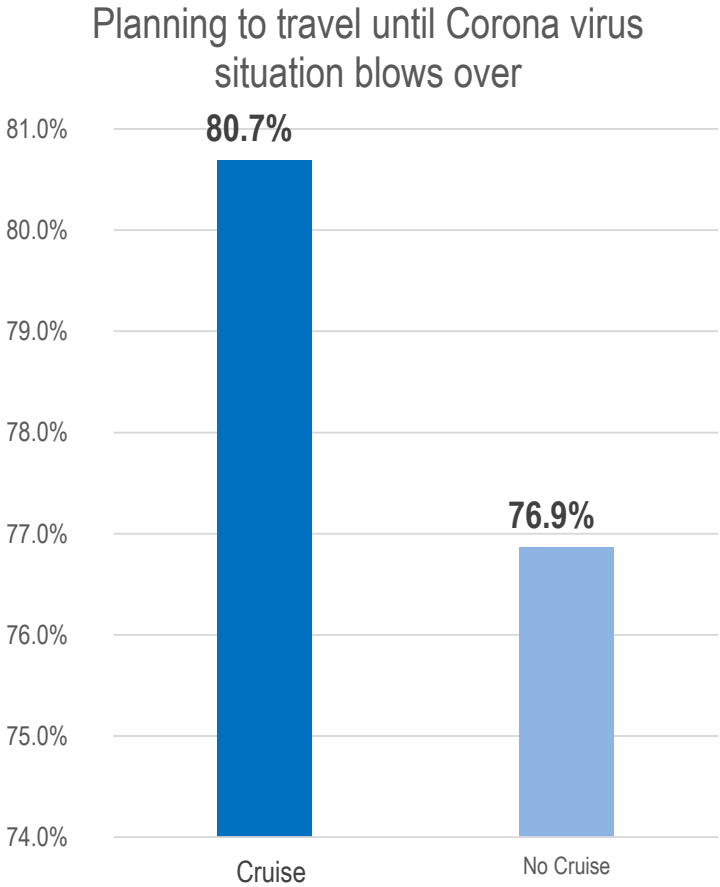
Graph depicts cancelled 1 trip and postponed 1 trip
Question: How many trips did you cancel? How many trips did you postponed). Scale 1 to 10 or more trip
N cruise respondents 189 and No Cruise 455

Destination types which were postponed or cancelled

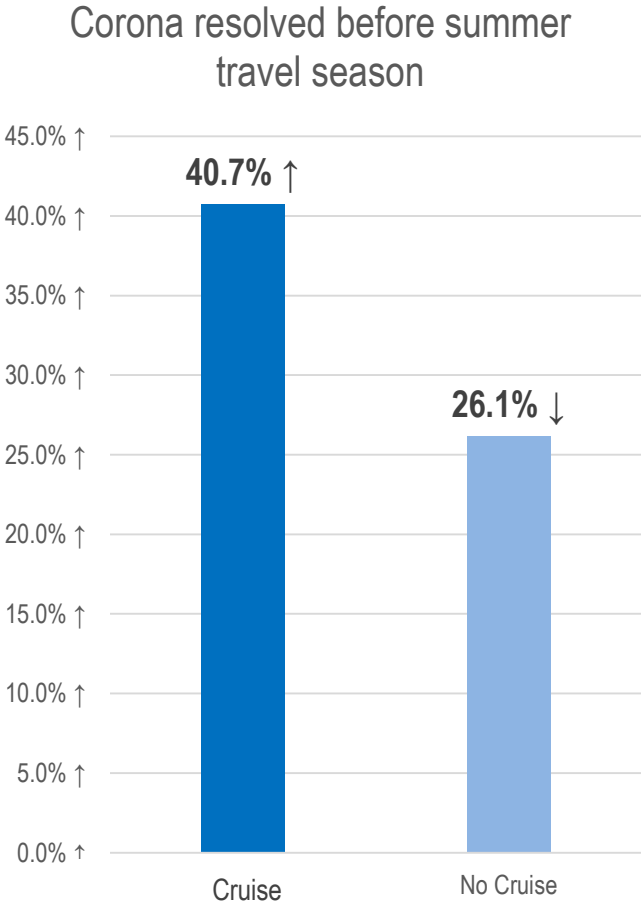


Question: Thinking about these canceled or postponed trips, which destination types were you planning to visit but ended up postponing or canceling? (Select all that apply)

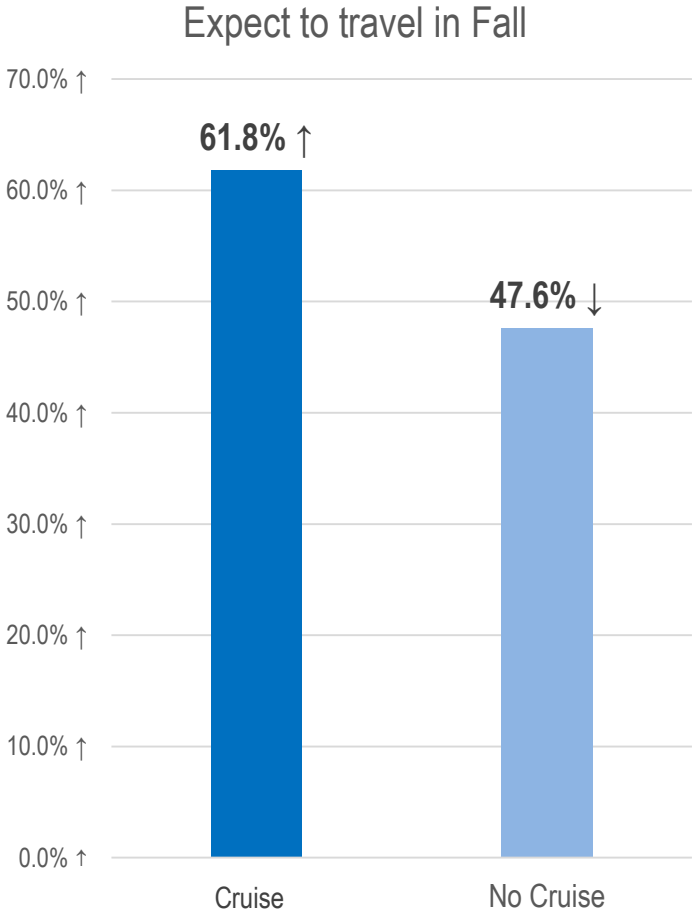
Only displaying two options: cities or metropolitan and beach destinations, more choices available



Graph depict results strongly agree and agree. Question: I'm planning to avoid all travel until the Coronavirus situation blows over. N cruise respondents 308 and No Cruise 930

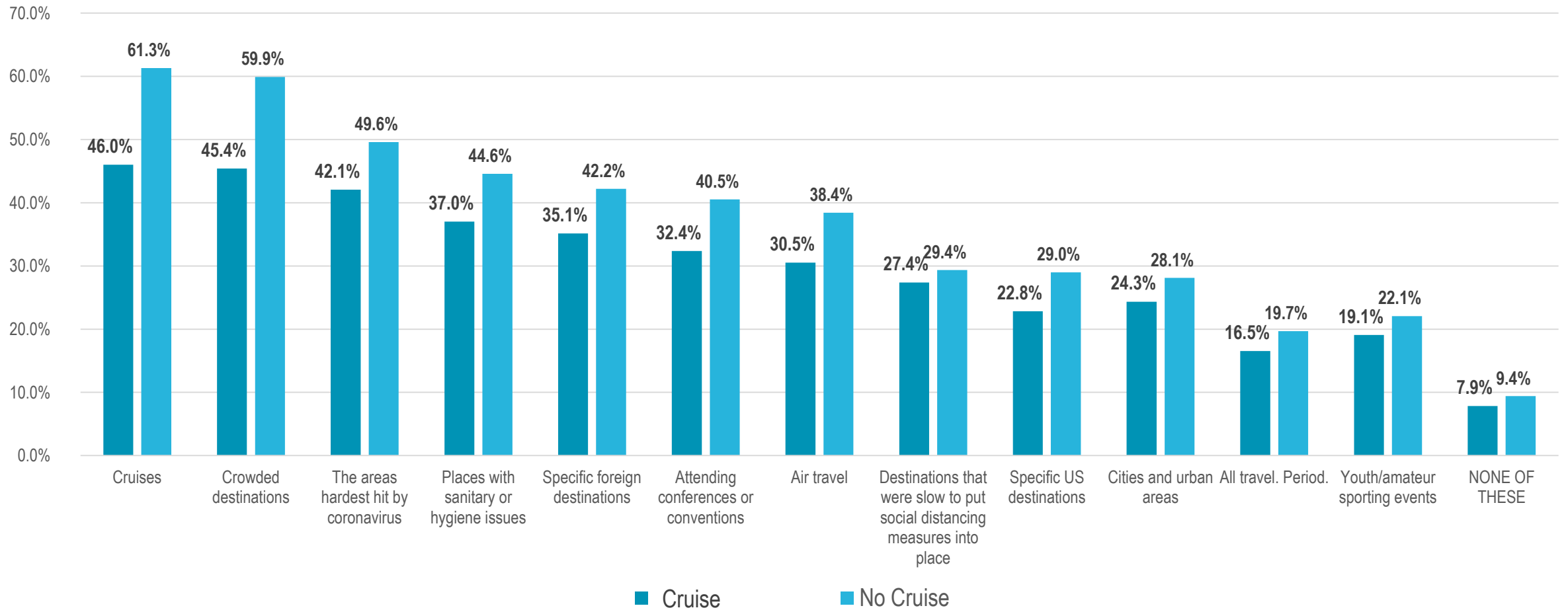


Graph depict strongly agree and agree. Question: I expect the Coronavirus situation will be resolved before the summer travel season. N cruise respondents 308 and No Cruise 930



Graph depict strongly agree and agree. Question: I expect that I will be traveling in the Fall of 2020. N cruise respondents 308 and No Cruise 930

Items which will be avoided in the six months immediately after the corona virus situation



Question: Do you expect that you will avoid any of the following in the SIX (6) MONTH period immediately after the coronavirus situation is resolved? (Select all that would complete the following sentence for you) I will most likely avoid _____.]

N cruise respondents 308 and No- Cruise respondents 930

Summary of noticeable differences between cruise traveler and non-cruise travelers (might not be included in the report):

- Demographically cruise travelers report having higher incomes and are more likely to be employed full time
- Cruise travelers are significantly less likely to say they will avoid cruises in the SIX (6) MONTH period immediately after the coronavirus situation is resolved (46.0% for cruise travelers compared to 61.8% for non-cruise travelers)
- Cruise travelers are more excited to travel and more open to travel messaging
- Cruise travelers also show more interest in discounts than the average (49.9% v. 33.0%)
- Cruise travelers are generally more optimistic about traveling. 61.8% expect to be traveling by Fall 2020 compared to only 47.6% of non-cruise travelers who share that expectation.

Masha Danki!

Thank you!

For any questions related to the report and/or additional information requests please contact
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Or

Visit our website www.arubainsight.com

