## 1. Where are you from?

#### Number of respondents: 151

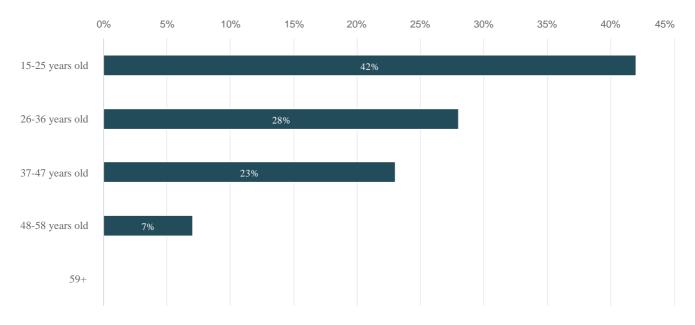
| Responses              |                  |
|------------------------|------------------|
| I am from Russia       |                  |
| Russia, Saint-Petersbu | rg               |
| Kazan                  |                  |
| St Petersburg          |                  |
| Moscow                 |                  |
| Moscow                 |                  |
| Rostov                 |                  |
| Kazan                  |                  |
| Russia                 |                  |
| Orenburg               |                  |
| Finland                |                  |
| Russia                 |                  |
| Russia                 |                  |
| Russia                 |                  |
| Viborg                 |                  |
| Estonia                |                  |
| St Petersburg          |                  |
| Moscow                 |                  |
| Moscow                 |                  |
| Omsk                   |                  |
| Saint-Petersburg , Rus | sia              |
| Spain                  |                  |
| Omsk                   |                  |
| Краснодар              |                  |
| Moscow                 |                  |
| Moscow                 |                  |
| Moscow                 |                  |
| Moscow                 |                  |
| Voskresensk (Moscow    | region)          |
| Zhukovski (Moscow re   |                  |
| Russia                 | ə· •··)          |
| Zhukovski (Moscow re   | gion)            |
| Lubertsi (Moscow regi  |                  |
| Moscow                 | ,                |
| Russia, Orenburg. Now  | Kokkola Finland  |
| Russian Federation     | TORROIG T ITHANA |
| I'm from Russia        |                  |
| Russia                 |                  |
| Russia. Moscow         |                  |
| Russia Noscow          |                  |
| Russia                 |                  |
|                        |                  |
| Russia<br>Kazakhstan   |                  |
|                        |                  |
| From Russia            |                  |
| Moscow                 |                  |
| Moscow                 |                  |
| Moscow                 |                  |

| St Petersburg                           |       |
|---|-------|
| Moscow                                  |       |
| Georgia                                 |       |
| Russia, Moscow                          |       |
| Russian Federation                      |       |
| Москва                                  |       |
| москва<br>Russia, currently living in F | ranco |
| Russia, currently living in F           | ance  |
|   |       |
| Moscow                                  |       |
| Moscow                                  |       |
| Moscow                                  |       |
| Omsk, Russia                            |       |
| St Petersburg                           |       |
| Karelia                                 |       |
| Yekaterinburg                           |       |
| Moscow                                  |       |
| Volokolamsk                             |       |
| Murmansk                                |       |
| Moscow                                  |       |
| Karelia                                 |       |
| Yekaterinburg                           |       |
| Moscow                                  |       |
| Yekaterinburg                           |       |
| Permian                                 |       |
| Moscow                                  |       |
| Irkutsk                                 |       |
| Sochi                                   |       |
| Moscow                                  |       |
| Moscow                                  |       |
| Estonia                                 |       |
| Estonia                                 |       |
| Kazakhstan                              |       |
| Moscow                                  |       |
| Moscow                                  |       |
| Murmansk                                |       |
| Vologda                                 |       |
| Spain                                   |       |
| Sweden                                  |       |
| Tver                                    |       |
| Ukraine                                 |       |
| Ukraine                                 |       |
| Yekaterinburg                           |       |
| Sweden                                  |       |
|   |       |
| Moscow                                  |       |
| Georgia                                 |       |
| Moscow                                  |       |
| Noginsk                                 |       |
| Noginsk                                 |       |
| Moscow                                  |       |
| St Petersburg                           |       |
| Finland (originally from Vyb            | org)  |
| St Petersburg                           |       |
| Moscow                                  |       |
| Murmansk                                |       |
|   |       |

| Responses                        |
|----------------------------------|
| Nizhny Novgorod                  |
| Stavropol                        |
| Tver                             |
| Ukraine                          |
| Estonia                          |
| Russia                           |
| Russia                           |
| Finland                          |
| St Petersburg                    |
| St Peresburg                     |
| St Petersburg                    |
| Vladimir                         |
| Moscow                           |
| Vladimir                         |
| Kolomna                          |
| Spain                            |
| Moscow                           |
| Moscow                           |
| Spain                            |
| Kolomna                          |
| Kolomna                          |
| Kolomna                          |
| Moscow                           |
| Tyumen                           |
| Tyumen                           |
| Suzdal                           |
| Tver                             |
| Finland (originally from Russia) |
| Kolomna                          |
| Kolomna                          |
| Moscow                           |
| Moscow                           |
| Rostov                           |
| Moscow                           |
| Kazan                            |
| Novosibirsk                      |
| Nizhny Novgorod                  |
| Nizhny Novgorod                  |
| Tyumen                           |
| Karelia                          |
| Klin                             |
| Omsk                             |
| Omsk                             |

### 2. How old are you?

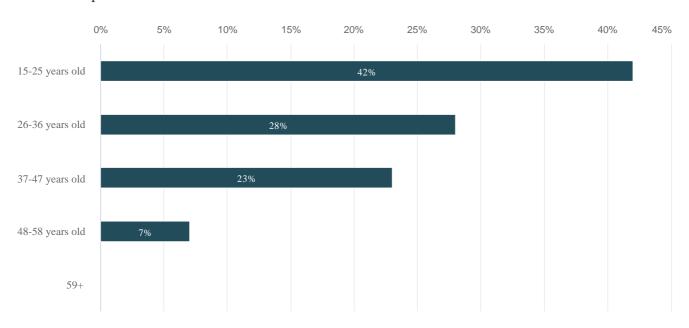
#### Number of respondents: 151



|                 | N  | Percent |
|-----------------|----|---------|
| 15-25 years old | 64 | 42,38%  |
| 26-36 years old | 42 | 27,81%  |
| 37-47 years old | 34 | 22,52%  |
| 48-58 years old | 11 | 7,29%   |
| 59+             | 0  | 0%      |

#### 3. How old are you?

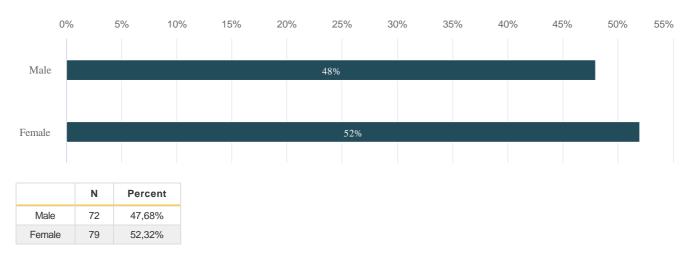
Number of respondents: 151



|                 | N  | Percent |
|-----------------|----|---------|
| 15-25 years old | 64 | 42,38%  |
| 26-36 years old | 42 | 27,81%  |
| 37-47 years old | 34 | 22,52%  |
| 48-58 years old | 11 | 7,29%   |
| 59+             | 0  | 0%      |

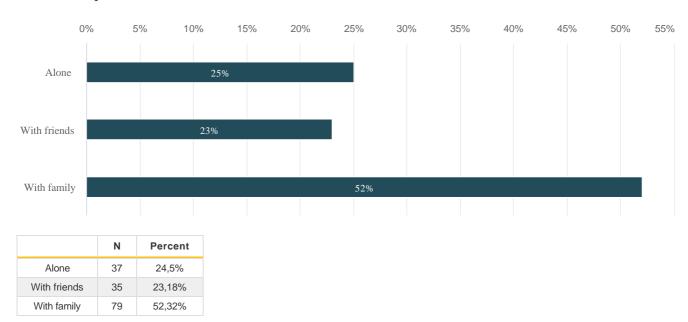
### 4. Select your gender

Number of respondents: 151



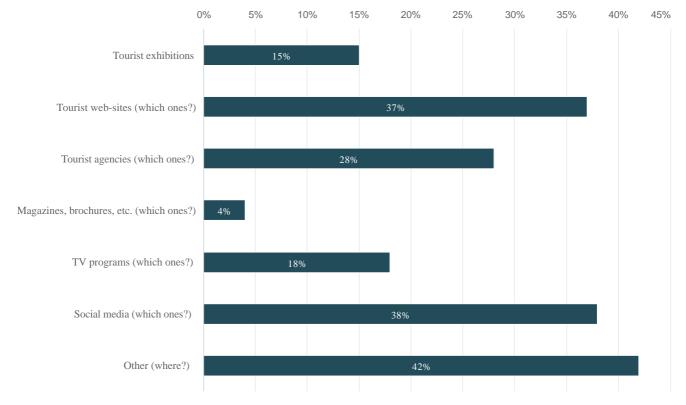
#### 5. How do you usually travel?

Number of respondents: 151



# 6. Where do you usually search for the information about trips abroad? (You can use more then one option)

Number of respondents: 151, selected answers: 275



|  | N  | Percent |
|--|----|---------|
| Tourist exhibitions                      | 22 | 14,57%  |
| Tourist web-sites (which ones?)          | 56 | 37,09%  |
| Tourist agencies (which ones?)           | 43 | 28,48%  |
| Magazines, brochures, etc. (which ones?) | 6  | 3,97%   |
| TV programs (which ones?)                | 27 | 17,88%  |
| Social media (which ones?)               | 58 | 38,41%  |
| Other (where?)                           | 63 | 41,72%  |

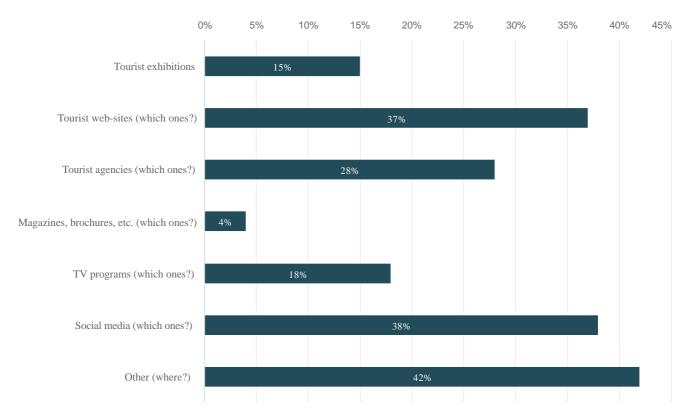
| Option names                    | Text                                       |
|---------------------------------|--|
| Tourist web-sites (which ones?) | Skyscanner                                 |
| Tourist web-sites (which ones?) | Bookinghome                                |
| Tourist web-sites (which ones?) | Houseworld                                 |
| Tourist web-sites (which ones?) | tophotels.ru                               |
| Tourist web-sites (which ones?) | tyi.ru, tez-tours.ru, pegast.ru            |
| Tourist web-sites (which ones?) | Otzyv. Ru                                  |
| Tourist web-sites (which ones?) | tripadvisor.com                            |
| Tourist web-sites (which ones?) | 4seasons                                   |
| Tourist web-sites (which ones?) | Booking.com                                |
| Tourist web-sites (which ones?) | Авиасейлс,кудаго                           |
| Tourist web-sites (which ones?) | Just search random blogs/tripadvisor       |
| Tourist web-sites (which ones?) | booking.com ostrovok.ru                    |
| Tourist web-sites (which ones?) | Different sites, I don't have favorite one |
| Tourist agencies (which ones?)  | Palitra                                    |
| Tourist agencies (which ones?)  | Palitra                                    |
| TV programs (which ones?)       | Орел и решка,и прочие про путешествия      |
| Social media (which ones?)      | VK, Facebook                               |
| Social media (which ones?)      | Vk   |
| Social media (which ones?)      | Facebook, Instagram                        |
| Social media (which ones?)      | Facebook, instagram                        |
| Social media (which ones?)      | Vk   |
| Social media (which ones?)      | Instagram                                  |
| Social media (which ones?)      | Instagram                                  |

| Option names               | Text  |
|----------------------------|---|
| Social media (which ones?) | VK, Facebook  |
| Social media (which ones?) | Facebook; vk  |
| Social media (which ones?) | instagram   |
| Social media (which ones?) | Vkontakte   |
| Social media (which ones?) | В группах вк  |
| Social media (which ones?) | Vk, Facebook  |
| Social media (which ones?) | VK, Facebook  |
| Social media (which ones?) | VK, Instagram   |
| Social media (which ones?) | VK, Instagram   |
| Social media (which ones?) | VK, Instagram, different web-sites  |
| Social media (which ones?) | VK  |
| Social media (which ones?) | Instagram   |
| Social media (which ones?) | VK  |
| Other (where?)             | Just the amazing places of the travel place I chose, I prefer traveling on my own |
| Other (where?)             | Relatives   |
| Other (where?)             | Parents   |
| Other (where?)             | Friends advices   |
| Other (where?)             | Friends   |
| Other (where?)             | Friends and family  |
| Other (where?)             | Friends, family   |
| Other (where?)             | Friends, relatives  |
| Other (where?)             | family  |
| Other (where?)             | Just google the name of the country / city and look through different websites    |
| Other (where?)             | Friends and relatives   |
| Other (where?)             | Friends and relatives   |
| Other (where?)             | Google all necessary information  |
| Other (where?)             | Internet overall.   |
| Other (where?)             | Google  |
| Other (where?)             | Friends options   |
| Other (where?)             | Friends and elatives  |
| Other (where?)             | From my own wish-list   |
| Other (where?)             | My family   |
| Other (where?)             | I dont travel abroad now  |
| Other (where?)             | My parents  |
| Other (where?)             | Parents and friends   |
| Other (where?)             | Parents   |
| Other (where?)             | parents or school friends   |
| Other (where?)             | Friends, family (especially my children)  |
| Other (where?)             | Friends/relatives   |
| Other (where?)             | Friends feedbacks   |

| Option names   | Text  |
|----------------|---|
| Other (where?) | Friends   |
| Other (where?) | From my wish-list   |
| Other (where?) | I work in sphere of tourism, so I know quite many good destinations     |
| Other (where?) | Friends` feedback   |
| Other (where?) | My wife's idea  |
| Other (where?) | My wife   |
| Other (where?) | My university   |
| Other (where?) | Internet forums about travelling  |
| Other (where?) | I have a list of places (cities and countries) I would like to visit    |
| Other (where?) | My friends  |
| Other (where?) | My wife is working in travel agency, so she can give a very good advice |
| Other (where?) | Internet forums about travelling  |
| Other (where?) | My family   |
| Other (where?) | My family   |
| Other (where?) | Relatives (I visit them in Russia)                                      |
| Other (where?) | My family   |

# 7. Where do you usually search for the information about trips abroad? (You can use more then one option)

Number of respondents: 151, selected answers: 275



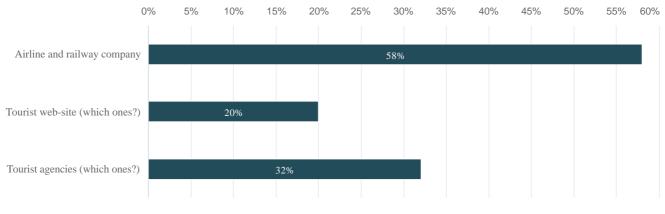
|  | N  | Percent |
|--|----|---------|
| Tourist exhibitions                      | 22 | 14,57%  |
| Tourist web-sites (which ones?)          | 56 | 37,09%  |
| Tourist agencies (which ones?)           | 43 | 28,48%  |
| Magazines, brochures, etc. (which ones?) | 6  | 3,97%   |
| TV programs (which ones?)                | 27 | 17,88%  |
| Social media (which ones?)               | 58 | 38,41%  |
| Other (where?)                           | 63 | 41,72%  |

| Option names                    | Text                                       |
|---------------------------------|--|
| Tourist web-sites (which ones?) | Skyscanner                                 |
| Tourist web-sites (which ones?) | Bookinghome                                |
| Tourist web-sites (which ones?) | Houseworld                                 |
| Tourist web-sites (which ones?) | tophotels.ru                               |
| Tourist web-sites (which ones?) | tyi.ru, tez-tours.ru, pegast.ru            |
| Tourist web-sites (which ones?) | Otzyv. Ru                                  |
| Tourist web-sites (which ones?) | tripadvisor.com                            |
| Tourist web-sites (which ones?) | 4seasons                                   |
| Tourist web-sites (which ones?) | Booking.com                                |
| Tourist web-sites (which ones?) | Авиасейлс,кудаго                           |
| Tourist web-sites (which ones?) | Just search random blogs/tripadvisor       |
| Tourist web-sites (which ones?) | booking.com ostrovok.ru                    |
| Tourist web-sites (which ones?) | Different sites, I don't have favorite one |
| Tourist agencies (which ones?)  | Palitra                                    |
| Tourist agencies (which ones?)  | Palitra                                    |
| TV programs (which ones?)       | Орел и решка,и прочие про путешествия      |

| Option names   | Text   |
|----------------|--|
| Other (where?) | I dont travel abroad now   |
| Other (where?) | My parents   |
| Other (where?) | Parents and friends  |
| Other (where?) | Parents  |
| Other (where?) | parents or school friends  |
| Other (where?) | Friends, family (especially my children)   |
| Other (where?) | Friends/relatives  |
| Other (where?) | Friends feedbacks  |
| Other (where?) | Friends and family   |
| Other (where?) | Relatives and friends  |
| Other (where?) | From my mind   |
| Other (where?) | The map of Europe.   |
| Other (where?) | I usually visit members of my family, who live abroad (in England, Finland and Sweden) |
| Other (where?) | I have a list of countries I always wanted to visit                                    |
| Other (where?) | I like Northern countries and I prefer to travel up to the north                       |
| Other (where?) | My friends   |
| Other (where?) | My friends   |
| Other (where?) | My mom   |
| Other (where?) | Parents and friends  |
| Other (where?) | My wife  |
| Other (where?) | I usually visit my family in other countries   |
| Other (where?) | My wife  |
| Other (where?) | Parents/friends  |
| Other (where?) | Friends and family   |
| Other (where?) | Friends  |
| Other (where?) | From my wish-list  |
| Other (where?) | I work in sphere of tourism, so I know quite many good destinations                    |
| Other (where?) | Friends` feedback  |
| Other (where?) | My wife's idea   |
| Other (where?) | My wife  |
| Other (where?) | My university  |
| Other (where?) | Internet forums about travelling   |
| Other (where?) | I have a list of places (cities and countries) I would like to visit                   |
| Other (where?) | My friends   |
| Other (where?) | My wife is working in travel agency, so she can give a very good advice                |
| Other (where?) | Internet forums about travelling   |
| Other (where?) | My family  |
| Other (where?) | My family  |
| Other (where?) | Relatives (I visit them in Russia)   |
| Other (where?) | My family  |

8. How do you prefer to book your trip? (you can choose more then one option)

Number of respondents: 151, selected answers: 167

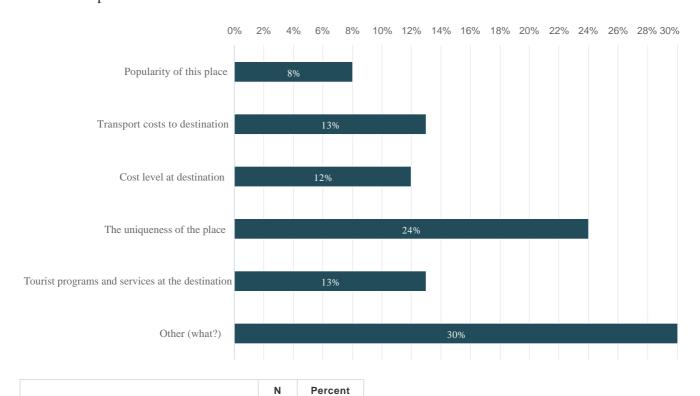


|                                | N  | Percent |
|--------------------------------|----|---------|
| Airline and railway company    | 88 | 58,28%  |
| Tourist web-site (which ones?) | 30 | 19,87%  |
| Tourist agencies (which ones?) | 49 | 32,45%  |

#### Answers given into free text field

| Option names                   | Text                      |
|--------------------------------|---------------------------|
| Tourist agencies (which ones?) | Tez tour                  |
| Tourist agencies (which ones?) | The one I work in         |
| Tourist web-site (which ones?) | Aviasales.ru; booking.com |
| Tourist web-site (which ones?) | Booking.com               |
| Tourist web-site (which ones?) | 4seasons                  |
| Tourist web-site (which ones?) | Booking.com               |
| Tourist web-site (which ones?) | booking.com               |
| Tourist web-site (which ones?) | booking.com               |

# 9. What is the most crucial factor for you when choosing a destination for your trip? Number of respondents: 151



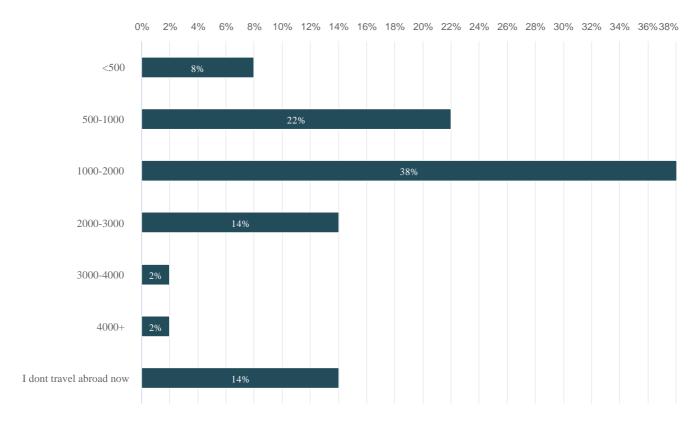
|  | N  | Percent |
|--|----|---------|
| Popularity of this place                         | 12 | 7,95%   |
| Transport costs to destination                   | 19 | 12,58%  |
| Cost level at destination                        | 18 | 11,92%  |
| The uniqueness of the place                      | 37 | 24,5%   |
| Tourist programs and services at the destination | 19 | 12,58%  |
| Other (what?)                                    | 46 | 30,47%  |

| Option<br>names | Text  |
|-----------------|---|
| Other (what?)   | The interest level for me and the safety  |
| Other (what?)   | Amount of money available for a trip. If I have friends in there to visit.  |
| Other (what?)   | Beauty of the place   |
| Other (what?)   | Romantic atmosphere   |
| Other (what?)   | Beauty, atmosphere and history of the place   |
| Other (what?)   | Educational classes , so, I can both educate myself and be present in the country not as a tourist but on "business trip" or education trip |
| Other (what?)   | programs for children and the weather   |
| Other (what?)   | No specific reason  |
| Other (what?)   | Cost overall  |
| Other (what?)   | Programs and services for children because I travel with my child   |
| Other (what?)   | Beautiful nature and possibility to have active life style  |
| Other (what?)   | Nature, possibility to travel with children   |
| Other (what?)   | History of the place and atmosphere   |
| Other (what?)   | I usually travel with my children or grandchild, so for me it is important to have programs and activities for children                     |
| Other (what?)   | Historical places and atmosphere of the place   |
| Other (what?)   | Programs for children and their parents   |
| Other (what?)   | Emotions and experience I can get from the trip. I like unique places   |
| Other (what?)   | Historical places   |
| Other (what?)   | Big cities  |
| Other (what?)   | Good warm weather, sun and sea  |
| Other (what?)   | I should like this country  |
| Other (what?)   | Warm climate and sea  |
| Other (what?)   | Sun and hot weather   |
| Other (what?)   | Historical places   |
| Other (what?)   | Possibility to travel by car  |
| Other (what?)   | Cost level at destination and also transportation costs   |
| Other (what?)   | I prefer to travel by car, so for me it is important to have good roads and places for tent   |
| Other (what?)   | Culture of the country. I prefer to travel mostly to Asia   |
| Other (what?)   | The place should be interesting for every member of my family   |
| Other (what?)   | Climite   |
| Other (what?)   | I adore Northern countries, so the northern location is the main factor   |
| Other (what?)   | Activities for children and their parents   |
| Other (what?)   | Activities for children (I am a mother)   |
| Other (what?)   | Law level of costs for everything   |
| Other (what?)   | nature and climate  |
| Other (what?)   | Climate and availability of sea   |
| Other (what?)   | Cheap price for everything including transportation to destination  |
| Other (what?)   | Beauty of the place and warm climate  |
| Other (what?)   | I have a child, so I prefer to choose the place with services for children  |
| Other (what?)   | Hot climate, good weather and many interesting places   |
| Other (what?)   | Events  |
| Other (what?)   | Cheap price for the trip including transportation   |
| Other (what?)   | Historical places and good climate  |
| Other (what?)   | Sea, hot climate and good weather   |
| Caron (writate) | It is important that every member of my family likes chosen place   |

| Option<br>names | Text                              |
|-----------------|-----------------------------------|
| Other (what?)   | Emotions I can get from the place |

# 10. What is the approximate amount of money you spend per year on traveling abroad? (in euro)

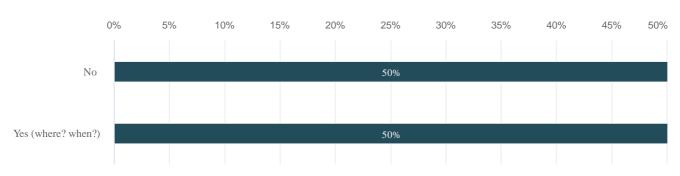
Number of respondents: 151



|                          | N  | Percent |
|--------------------------|----|---------|
| <500                     | 13 | 8,61%   |
| 500-1000                 | 33 | 21,85%  |
| 1000-2000                | 57 | 37,75%  |
| 2000-3000                | 21 | 13,91%  |
| 3000-4000                | 3  | 1,98%   |
| 4000+                    | 3  | 1,99%   |
| I dont travel abroad now | 21 | 13,91%  |

## 11. Have you ever tried ecotourism?

Number of respondents: 151



|    | N  | Percent |
|----|----|---------|
| No | 75 | 49,67%  |

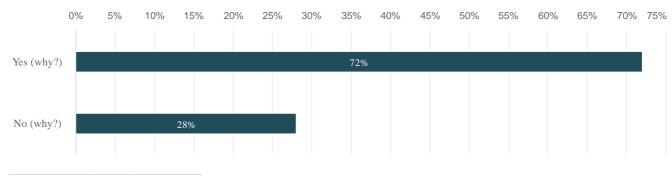
|                    | N  | Percent |
|--------------------|----|---------|
| Yes (where? when?) | 76 | 50,33%  |

| Yes (where? when?) | In Russia (camping and visiting caves) In Russia. I liked it Norway, 2014 Alps, Crimea, Caucasus, in different places in different times |
|---|--|
| Yes (where? when?) Yes (where? when?) Yes (where? when?)  | Norway, 2014   |
| Yes (where? when?) Yes (where? when?)   |  |
| Yes (where? when?)  | Alps, Crimea, Caucasus, in different places in different times   |
| ` ′   |  |
| Yes (where? when?)  | Russia. I liked it very much!  |
|   | Kazahstan  |
| Yes (where? when?)  | Ukraine and Kazahstan  |
| Yes (where? when?)  | Karelia  |
| Yes (where? when?)  | I tried it many times in Kazakhstan and some areas in Russia   |
| Yes (where? when?)  | Always in my childhood. In Russia  |
| Yes (where? when?)  | In Russia  |
| Yes (where? when?)  | Many places: Altai, Caucasus, Karelia, Urals, Crimea   |
| Yes (where? when?)  | When I was young I traveled a lot around Russia  |
| Yes (where? when?)  | Many times around Russia   |
| Yes (where? when?)  | I tried it in my childhood but I didn't like it  |
| Yes (where? when?)  | In Russia  |
| Yes (where? when?)  | In my childhood we traveled a lot around Russia  |
| Yes (where? when?)  | Urals and Caucasus   |
| Yes (where? when?)  | I like river rafting and I tried it on Altai   |
| Yes (where? when?)  | I traveled a lot of times around Russia  |
| Yes (where? when?)  | I traveled with tent in forests and participated in river rafting  |
| Yes (where? when?)  | I traveled many times to Urals   |
| Yes (where? when?)  | Two times: one in Estonia and one in Finland   |
| Yes (where? when?)  | Caucasus   |
| Yes (where? when?)  | I tried hiking and travelling with tent. It was in Russia and I enjoyed it!  |
| Yes (where? when?)  | When I lived in Russia I traveled to Altai for ecotourism  |
| Yes (where? when?)  | I try it every summer in Ukraine   |
| Yes (where? when?)  | Many times. I like mountain river rafting  |
| Yes (where? when?)  | Many times in Georgia  |
| Yes (where? when?)  | In Ukraine, but unfortunately,I didn`t like it   |
| Yes (where? when?)  | I try it every summer. I travel with tent and I do river rafting   |
| Yes (where? when?)  | I always have some kind of ecotourism  |
| Yes (where? when?)  | many times in Altai and Caucasus. I worked in travel company for a long time   |
| Yes (where? when?)  | We spent three nights in forest. I didn't like it.   |
| Yes (where? when?)  | I like unusual ways of traveling and especially ecotourism   |
| Yes (where? when?)  | Many times in Russia   |
| Yes (where? when?)  | I tried ecotourism in Finland in Central Finland   |
| Yes (where? when?)  | Many times I traveled to mountains with my parents in my childhood   |
|   |  |
| Yes (where? when?)  | Around Europe In Ukraine and Kazakhstan  |
| Yes (where? when?)  |  |
| Yes (where? when?)  | When I was younger I often traveled to Karelia   |
| Yes (where? when?)  | I have always loved fishing and river rafting  |
| Yes (where? when?)  | In Karelia   |
| Yes (where? when?)  | Every summer we go hiking with my family   |
| Yes (where? when?)  | I tried it when i was in school. It was outside of my town   |
| Yes (where? when?)  | I did it several times in Southeast Asia   |
| Yes (where? when?)  | I did it with my wife in Thailand, Vietnam and Laos and we liked it  |
| Yes (where? when?)  | Many times in Kazakhstan   |
| Yes (where? when?)  | In Russia  |
| Yes (where? when?)  | It was in Africa   |
| Yes (where? when?)  | Many times in my childhood and during university studies. I traveled around Russia   |

| Option names       | Text  |
|--------------------|---|
| Yes (where? when?) | I traveled a lot around Russia when I studied in school             |
| Yes (where? when?) | Many times. We traveled to the lake Baikal and the region around it |

# 12. Would you like to have an eco-tour?

Number of respondents: 151



|            | N   | Percent |
|------------|-----|---------|
| Yes (why?) | 109 | 72,19%  |
| No (why?)  | 42  | 27,81%  |

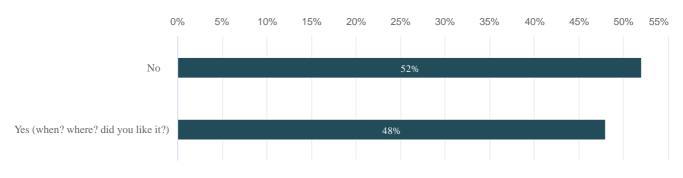
| Option names | Text  |
|--------------|---|
| No (why?)    | I don`t know what is it, so I cannot give positive answer   |
| No (why?)    | I don't like it   |
| No (why?)    | I have a little baby and for me it is not convinient  |
| No (why?)    | I like comfortable stays in hotels  |
| No (why?)    | I don't like the idea.  |
| No (why?)    | I prefer normal tours   |
| No (why?)    | I prefer comfortable hotels   |
| No (why?)    | Я не знаю,что это)  |
| No (why?)    | Didnt really had an opportunity to do so  |
| No (why?)    | I prefer comfort. Sorry   |
| No (why?)    | I am very addicted to comfort and big sities  |
| No (why?)    | Now I have a child so I prefer comfortable and calm vacation in hotel in warm country                             |
| No (why?)    | I prefer comfort and availability of hot water, but I liked ecotourism when I was young                           |
| No (why?)    | Now it is a bit difficult for me because of my health and I have children   |
| No (why?)    | I prefer comfort and cosy places. Moreover, I travel with my child, so I prefer places with programs for children |
| No (why?)    | I liked ecotourism but not I prefer calm comfortable way of travelling  |
| No (why?)    | I know what ecotourism is, but I think this kind of tourism is not for me   |
| No (why?)    | I prefer regular travelling and staying in comfortable hotel  |
| No (why?)    | Not in my age. But I think it is very good and useful for young people  |
| No (why?)    | I prefer comfortable way of travelling and staying in hotels  |
| No (why?)    | I prefer to travel with amenities   |
| No (why?)    | I am not familiar with it and can't say "Yes"   |
| No (why?)    | I am not familiar what ecotourism is, so I can not be sure  |
| No (why?)    | I don`t know what ecotourism is   |
| No (why?)    | I don't like it   |
| Yes (why?)   | Try something new is always interesting   |
| Yes (why?)   | To see wild nature  |
| Yes (why?)   | To try something new  |
| Yes (why?)   | Nature attracts me very-very much   |
| Yes (why?)   | Enjoy nature  |
| Yes (why?)   | It's unique and beautiful. Great experience   |
| Yes (why?)   | New experience  |

| Option names | Text   |
|--------------|--|
| Yes (why?)   | Why not  |
| Yes (why?)   | It's new for me  |
| Yes (why?)   | I love nature  |
| Yes (why?)   | unique experience  |
| Yes (why?)   | Good experience  |
| Yes (why?)   | Unique experience  |
| Yes (why?)   | Unique way of travelling everyone should try   |
| Yes (why?)   | I always wanted to try ecotourism  |
| Yes (why?)   | Tell me more, I'm not acquainted with that   |
| Yes (why?)   | New experience   |
| Yes (why?)   | I like nature  |
| Yes (why?)   | New experience, different from traditional way of tourism, new emotions and opportunity to get friends                       |
| Yes (why?)   | I like nature  |
| Yes (why?)   | It is very interesting and unique way of travelling  |
| Yes (why?)   | Probably but I don't posses enough knowledge about what's ecotourism   |
| Yes (why?)   | I like fresh air and wild nature   |
| Yes (why?)   | Change my way of life  |
| Yes (why?)   | It's something new. Need to try to understand does it for me or not.   |
| Yes (why?)   | This is interesting, unusual for me.   |
| Yes (why?)   | To have a new experience   |
| Yes (why?)   | Because I think eco-tour can help you to feel you better, find yourself  |
|              |  |
| Yes (why?)   | Interesting  |
| Yes (why?)   | i think it's something new which is just developing, it'd be nice to try that kind of tourism and it's environmental friedni |
| Yes (why?)   | It is very interesting and unique way of travelling  |
| Yes (why?)   | I like camping and hiking  |
| Yes (why?)   | I like nature and I don't like boring vacation in hotels   |
| Yes (why?)   | But in summertime in warm country  |
| Yes (why?)   | To explore new emotions  |
| Yes (why?)   | I think it's a good idea   |
| Yes (why?)   | It is my favorite way of tourism since I was a child   |
| Yes (why?)   | I like travelling to mountains and forests   |
| Yes (why?)   | I always liked ecotourism and nature   |
| Yes (why?)   | I like nature and fresh air  |
| Yes (why?)   | I adore nature and every tour is unforgettable for me  |
| Yes (why?)   | Ecotourism is my favorite way of travelling. I seldom use "normal" ways of tourism   |
| Yes (why?)   | I adore ecotourism. I think it is the best way of travelling   |
| Yes (why?)   | I like nature and hate "normal" boring ways of travelling  |
| Yes (why?)   | But somewhere in warm place.   |
| Yes (why?)   | I like hiking  |
| Yes (why?)   | I like nature and I always wanted to travel by bike around wild nature   |
| Yes (why?)   | I am very active person and I adore ecotourism!  |
| Yes (why?)   | I think it is a good way to discover nature  |
| Yes (why?)   | I am a member of tourist group which organizes small eco-tours for children and teenagers (e.x. hiking with tent)            |
| Yes (why?)   | I would like to go somewhere to mountains  |
| Yes (why?)   | I like peaceful atmosphere of nature and I enjoy sleeping in tents   |
| Yes (why?)   | I like eco-tours   |
| Yes (why?)   | I like ecotourism  |
| Yes (why?)   | I liked my previous experience   |
| Yes (why?)   | I like hiking to mountains   |
| Yes (why?)   | I like the atmosphere of living in the middle of wild place  |
| Yes (why?)   | I think it is very interesting   |
| Yes (why?)   | I would like to travel to uninhabited places   |
| Yes (why?)   | I I like this way of travelling and would like to travel around the world with a tent  |

| Option names | Text  |  |
|--------------|---|--|
| Yes (why?)   | I am interested in ecotourism   |  |
| Yes (why?)   | I don't know what is it but if it is related to hiking/rating or something like that, I would like to try |  |
| Yes (why?)   | I like nature   |  |

### 13. Have you ever traveled to Finland?

#### Number of respondents: 151



|                                     | N  | Percent |
|-------------------------------------|----|---------|
| No                                  | 79 | 52,32%  |
| Yes (when? where? did you like it?) | 72 | 47,68%  |

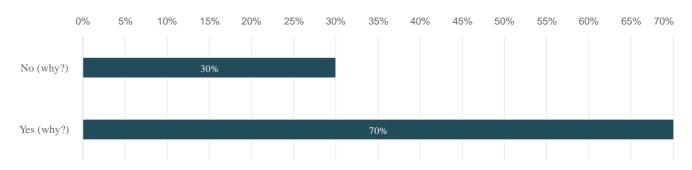
| Option names                        | Text   |
|-------------------------------------|--|
| Yes (when? where? did you like it?) | Gazillion of times   |
| Yes (when? where? did you like it?) | Helsinki. I liked this trip  |
| Yes (when? where? did you like it?) | Helsinki 2 times. I like the trip  |
| Yes (when? where? did you like it?) | 1 time in Helsinki. I liked it   |
| Yes (when? where? did you like it?) | 2 times to Central Ostrobothnia  |
| Yes (when? where? did you like it?) | Many times around the country except of Lapland  |
| Yes (when? where? did you like it?) | First time as a tourist in Helsinki. Later to see the beauties of the North.   |
| Yes (when? where? did you like it?) | In almost every town   |
| Yes (when? where? did you like it?) | I usually travel to Finland since 2013 and I like it   |
| Yes (when? where? did you like it?) | Helsinki   |
| Yes (when? where? did you like it?) | 4 times to Helsinki. I like Helsinki because it reminds me my city   |
| Yes (when? where? did you like it?) | Many times, I liked it : Mikkeli, Helsinki; Kouvola; Tampere; Lapland  |
| Yes (when? where? did you like it?) | Every year   |
| Yes (when? where? did you like it?) | Tampere, Helsinki. Finland is amazing, so I loved it   |
| Yes (when? where? did you like it?) | I liked it. I was in Helsinki, Turku, Kokkola, Tampere, Juvaskyla  |
| Yes (when? where? did you like it?) | I AM IN FINLAND!   |
| Yes (when? where? did you like it?) | I study here.  |
| Yes (when? where? did you like it?) | Turku, Helsinki, 2016. Oulu 2018. I study in Kokkola. In general i like all cities, Finland is a country where you can learn how to appreciate the nature. |

| Option names                        | Text   |
|-------------------------------------|--|
| Yes (when? where? did you like it?) | Many times to Helsinki. I liked it.  |
| Yes (when? where? did you like it?) | Lapland and Helsinki   |
| Yes (when? where? did you like it?) | Every year   |
| Yes (when? where? did you like it?) | In December  |
| Yes (when? where? did you like it?) | I loved this country so much that I decided to move to Finland                       |
| Yes (when? where? did you like it?) | Kokkola 2017, 2018   |
| Yes (when? where? did you like it?) | In my childhood I traveled to ski resort. I liked it                                 |
| Yes (when? where? did you like it?) | Helsinki, Tampere, Turku and to Lapland  |
| Yes (when? where? did you like it?) | Many times everywhere except of the North  |
| Yes (when? where? did you like it?) | Many times to Helsinki, Turku, Tampere, Oulu and Lapland                             |
| Yes (when? where? did you like it?) | Helsinki, Central Finland and Central Ostrobothnia                                   |
| Yes (when? where? did you like it?) | Many times to Eastern and Central Finland  |
| Yes (when? where? did you like it?) | I was in Helsinki ones. I liked it   |
| Yes (when? where? did you like it?) | I traveled to Sweden via Helsinki. Unfortunately, I spent only some hours in Finland |
| Yes (when? where? did you like it?) | Many times to Helsinki because my sister lives there                                 |
| Yes (when? where? did you like it?) | Many times to Helsinki and Turku.  |
| Yes (when? where? did you like it?) | I was in Helsinki and Central Finland. For me there was nothing special              |
| Yes (when? where? did you like it?) | I was in Lapland and in capital region   |
| Yes (when? where? did you like it?) | I visit Helsinki every two months  |
| Yes (when? where? did you like it?) | Helsinki (now I am living in Helsinki)   |
| Yes (when? where? did you like it?) | I was in Helsinki  |
| Yes (when? where? did you like it?) | I was in Helsinki once   |
| Yes (when? where? did you like it?) | I live in Helsinki, but I have traveled all around Finland                           |
| Yes (when? where? did you like it?) | I traveled many times to Helsinki and along West cost                                |
| Yes (when? where? did you like it?) | My daughter studies in Tampere, so I often visit her there (2-3 times per year)      |
| Yes (when? where? did vou           | Many times to Helsinki and Turku   |

| Option names                        | Text  |
|-------------------------------------|---|
| Yes (when? where? did you like it?) | I spend two days in Helsinki and I really loved it! |
| Yes (when? where? did you like it?) | I live in Helsinki                                  |
| Yes (when? where? did you like it?) | I had a business trip there                         |
| Yes (when? where? did you like it?) | I traveled to Lapland                               |
| Yes (when? where? did you like it?) | I had business trips to Helsinki                    |
| Yes (when? where? did you like it?) | I visited Helsinki and Turku                        |
| Yes (when? where? did you like it?) | I traveled to Lapland with my children              |
| Yes (when? where? did you like it?) | Many times to Eastern Finland and Helsinki          |

## 14. Are you interesed in gong to eco-tour in Finland?

#### Number of respondents: 151



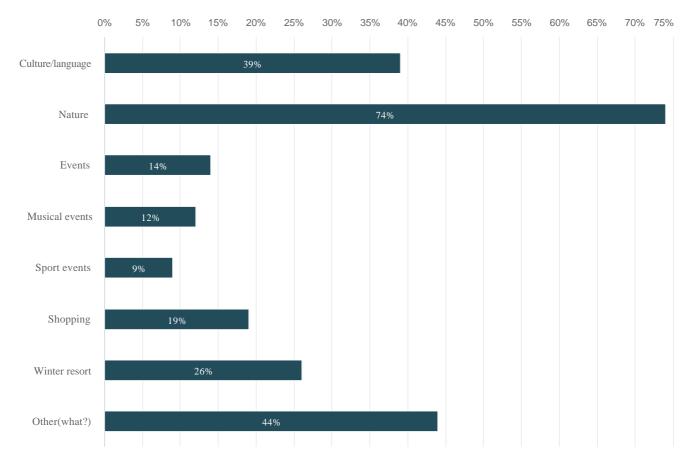
|            | N   | Percent |
|------------|-----|---------|
| No (why?)  | 46  | 30,46%  |
| Yes (why?) | 105 | 69,54%  |

| Option names | Text  |
|--------------|---|
| No (why?)    | I don't like ecotourism and prefer travelling to big cities   |
| No (why?)    | I don't like the idea.  |
| No (why?)    | The climate is too cold for me and I prefer to travel to warm countries   |
| No (why?)    | As I already said, I prefer to have comfortable hotel room with bathroom  |
| No (why?)    | Я не знаю,что такое экотуризм)  |
| No (why?)    | I dont like ecotourism and cold weather. Sorry  |
| No (why?)    | Maybe I would be interested to go to eco-tour somewhere in warm country, but not Finland                                  |
| No (why?)    | I prefer to travel with comfort to warm countries   |
| No (why?)    | The climate is too cold for me, I prefer to travel to go to eco-tour to a warm country. But I would like to visit Finland |
| No (why?)    | I live in cold climate and prefer to travel to hot countries  |
| No (why?)    | It is too cold and for me. I prefer warm countries  |
| No (why?)    | I prefer to travel to hot countries with good climate and hot temperature   |
| No (why?)    | This country is too cold for me and I prefer to travel to big cities  |
| No (why?)    | I don't like ecotourism   |
| No (why?)    | I prefer to travel to warm countries like Spain for example   |
| No (why?)    | The climate is too cold for me. And I think ecotourism is not suitable for vacation with children                         |
| No (why?)    | I think it is too cold for ecotourism, but I would visit Lapland and watch winter sport competitions                      |
| No (why?)    | But I would like to visit Finland, especially Lapland   |
| No (why?)    | Finland is very expensive country   |
| No (why?)    | I think it is very expensive to travel there  |

| Option names | Text   |
|--------------|--|
| No (why?)    | I think hot climate is better for ecotourists  |
| No (why?)    | I like travelling to hot countries   |
| No (why?)    | I don't like Finland as tourism destination  |
| Yes (why?)   | Why not?)  |
| Yes (why?)   | Finland has very unique nature, it would be great to enjoy!  |
| Yes (why?)   | It's unique and beautiful. Great experience  |
| Yes (why?)   | Why not?   |
| Yes (why?)   | Culture similar to Russian   |
| Yes (why?)   | I would like to try something new  |
| Yes (why?)   | Finland has awesome nature!  |
| Yes (why?)   | Finland is a place to be!  |
| Yes (why?)   | I AM INTERESTING TO GO TO ECO TOUR EVERUWHERE!   |
| Yes (why?)   | I have not been to Finland   |
| Yes (why?)   | I've never been to Finland and never went to eco tour, it would be interesting                               |
| Yes (why?)   | Why not? It's interesting to try something new   |
| Yes (why?)   | Finland has such a beautiful nature and it'd be good to explore it   |
| Yes (why?)   | I like the climate and nature of this country  |
| Yes (why?)   | But only in the summer!  |
| Yes (why?)   | Due to nature  |
| Yes (why?)   | I think it's a good idea   |
| Yes (why?)   | Finland has very nice landscapes and nature  |
| Yes (why?)   | Because Finland has awesome nature   |
| Yes (why?)   | I was in Karelia in Russia and I liked its nature. I think, Finland has the same beauty                      |
| Yes (why?)   | I haven`t visited Finland yet, but I think it is a very good opportunity to know the country from the inside |
| Yes (why?)   | Finland has awesome nature and it would be great to enjoy it!  |
| Yes (why?)   | I am interested but I live far from Finland  |
| Yes (why?)   | There is a lot of beautiful and wild places. I adore ecotourism  |
| Yes (why?)   | One of my friend lives in Finland. I would like to visit her and also enjoy Finnish nature                   |
| Yes (why?)   | But only in summer time.   |
| Yes (why?)   | Despite of I didn't like Finland so much I would like to have an eco-tour                                    |
| Yes (why?)   | I like Northern nature and I want to see Northern lights. I also would like to study Finnish language a bit  |
| Yes (why?)   | I would like to visit Ålands and spend there several days with tent  |
| Yes (why?)   | I never traveled to Finland,but I would like to visit this Northern country                                  |
| Yes (why?)   | Why not?   |
| Yes (why?)   | For me it is unique country and different nature   |
| Yes (why?)   | I like Finland and its fantastic nature  |
| Yes (why?)   | I haven't traveled to Northern countries, so for me it is a little bit exotic                                |
| Yes (why?)   | This country is famous by its beauty and northern lights   |
| Yes (why?)   | I think it will be an amazing experience!  |
| Yes (why?)   | I know that place is very popular among people who love nature   |
| Yes (why?)   | I like Finnish nature and climate  |
| Yes (why?)   | Finland has wonderful nature   |
| Yes (why?)   | I like Finnish culture and nature and i would like to visit wild places                                      |
| Yes (why?)   | I think it would be nice to have a vacation enjoying Finnish nature  |
| Yes (why?)   | I haven't been to Finland, so I would like to visit this country   |
| Yes (why?)   | I usually travel to warm countries, so trip to Finland is very exotic for me                                 |
| Yes (why?)   | I would like to travel along the west cost   |
| Yes (why?)   | I have never visited uninhabited places of Finland and I would like to do it                                 |
| Yes (why?)   | Finland is famous by its nature  |
| Yes (why?)   | I always wanted to travel to Finland   |

# 15. What attracts you most in Finland? (you can choose several answers)

Number of respondents: 111 , selected answers: 262

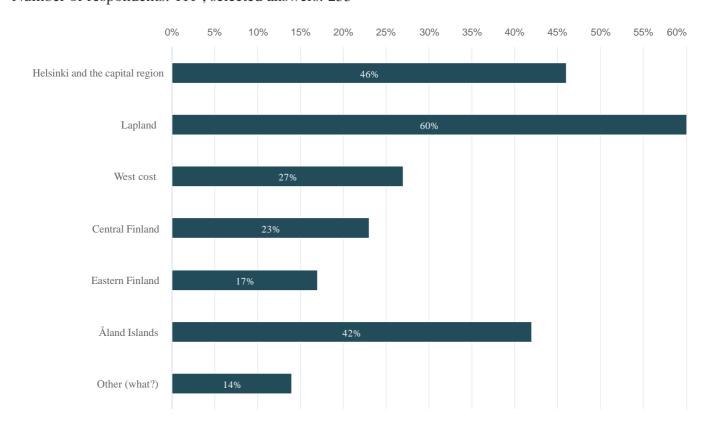


|                  | N  | Percent |
|------------------|----|---------|
| Culture/language | 43 | 38,74%  |
| Nature           | 82 | 73,87%  |
| Events           | 15 | 13,51%  |
| Musical events   | 13 | 11,71%  |
| Sport events     | 10 | 9,01%   |
| Shopping         | 21 | 18,92%  |
| Winter resort    | 29 | 26,13%  |
| Other(what?)     | 49 | 44,14%  |

| Option names | Text   |
|--------------|--|
| Other(what?) | Environmental and the feeling of safety everywhere   |
| Other(what?) | education  |
| Other(what?) | Education  |
| Other(what?) | Weather  |
| Other(what?) | Close to Russia and also I like to travel somewhere I haven't been before                                |
| Other(what?) | Vacation for all family  |
| Other(what?) | Places suitable for ecotourism   |
| Other(what?) | Northern lights  |
| Other(what?) | Possibility to travel by ship to Sweden and Estonia  |
| Other(what?) | Education (very important for me and my child)   |
| Other(what?) | I have friends in Finland and I would like to visit them   |
| Other(what?) | Possibility to travel with tent  |
| Other(what?) | I like skiing. I know that skiing is very popular in Finland and there are many places for winter sports |
| Other(what?) | My sister lives in Helsinki. I also like Finnish music   |
| Other(what?) | It is close to Estonia   |
| Other(what?) | I want to visit Finnish musical festivals like Tuska Open Air and to see Northern lights                 |
| Other(what?) | Education (it is very important for my children because I want them to study in Finland)                 |
| Other(what?) | Unique Nordic atmosphere and Northern lights   |
| Other(what?) | Northern lights  |
| Other(what?) | Northern lights  |

| Option names | Text   |
|--------------|--|
| Other(what?) | Work   |
| Other(what?) | Interesting places. I also like to travel around the country by car                      |
| Other(what?) | Northern lights and unique ice hotels in Lapland   |
| Other(what?) | I want to see northern lights and Santa`s village  |
| Other(what?) | Nordic atmosphere and unique places  |
| Other(what?) | Santa`s village  |
| Other(what?) | I like peaceful atmosphere and fresh air. I also like climate                            |
| Other(what?) | Unique Ice Hotel on the North I would like to visit one day                              |
| Other(what?) | Good ecological situation  |
| Other(what?) | Finnish kitchen  |
| Other(what?) | Education  |
| Other(what?) | i like Finnish minimalism in design and architecture                                     |
| Other(what?) | Close location to my city  |
| Other(what?) | Developed tourism in Lapland with good services for visitors                             |
| Other(what?) | For me it is unusual country with incredible nature and Nordic atmosphere                |
| Other(what?) | Northern lights  |
| Other(what?) | I have never visited Northern countries and I would like to travel around Finland by car |
| Other(what?) | Santa's village, Northern lights and everything related to Lapland                       |
| Other(what?) | Cold weather   |
| Other(what?) | I like Finnish music   |
| Other(what?) | My work related to Finnish business  |
| Other(what?) | Village of Santa   |
| Other(what?) | Education /Work  |
| Other(what?) | Fishing  |
| Other(what?) | Work   |
| Other(what?) | Weather  |
| Other(what?) | Lapland  |
| Other(what?) | I would like to see Lapland and Santa's village.   |

# 16. What part of Finland would you like to visit? (you can choose several answers) Number of respondents: 111, selected answers: 255



|                                 | N  | Percent |
|---------------------------------|----|---------|
| Helsinki and the capital region | 51 | 45,95%  |
| Lapland                         | 67 | 60,36%  |
| West cost                       | 30 | 27,03%  |
| Central Finland                 | 25 | 22,52%  |
| Eastern Finland                 | 19 | 17,12%  |
| Åland Islands                   | 47 | 42,34%  |
| Other (what?)                   | 16 | 14,41%  |

| Option names  | Text  |
|---------------|---|
| Other (what?) | North   |
| Other (what?) | sparsely populated villages and towns                                     |
| Other (what?) | Everything  |
| Other (what?) | Villages and wild places, no matter where                                 |
| Other (what?) | forests, lakes and wild places  |
| Other (what?) | Villages and lakes  |
| Other (what?) | Beautiful wild places and NORTHERN LIGHTS                                 |
| Other (what?) | I always wanted to see Northern lights                                    |
| Other (what?) | I want to visit the northernmost settlement                               |
| Other (what?) | I would like to have a tour from Helsinki to Stockholm or Tallinn by boat |
| Other (what?) | Village of Santa  |
| Other (what?) | I would live to visit lonely wild places                                  |
| Other (what?) | I would like to see Northern lights                                       |
| Other (what?) | I would like to travel from Helsinki to Sweden                            |
| Other (what?) | I would like to visit village of Santa                                    |