

# | Travel on mobile / KSA


Exploring how people use their smartphones for travel activities

Q3 2016

# About this study

**Background:** Mobile apps and sites are a vital channel for advertisers to engage with consumers. Google would like to be able to provide advertisers with a strong understanding of behaviors on mobile apps and sites so that they can design the most effective mobile strategy.

**Objective:** To help advertisers understand the Travel-related activities people use their smartphones for and how people find, use and stay engaged with apps in this category.

Methodology	15 minute online questionnaire covering travel category.	
Population	Smartphone users, 18-64, who used smartphone for travel in the past month Quotas set on enumeration data per vertical for age, gender, education, and Internet usage frequency. <small>To ensure vertical representation, a 'soft launch' based on the online population was conducted to determine the makeup of each vertical. After the soft launch was complete and each vertical's makeup was defined, quotas were set per vertical to match this universe. Weighting was applied on the back-end if needed.</small>	
Sample Size	N = 300 per vertical	
Market(s)	KSA (also available for UK, US, CA, NL, SE, FR, TR, RU, IL)	

# | Contents



## **Smartphone Activities**

General &  
Vertical Specific



## **App Repertoire**

Discovery & Acquisition  
Usage



## **Preferences**

Top apps  
Features  
Notifications



## **Abandonment & Re-engagement**

Reasons to stop  
and re-start using  
apps

# | Key findings

## 01

Nearly half of travel apps are used on a weekly basis [slide 15]

For travel activities, apps are preferred over mobile sites [slide 9]

## 02

## 03

Discounts or offers are preferred features of favourite apps and welcomed as notifications [slide 25, 27]

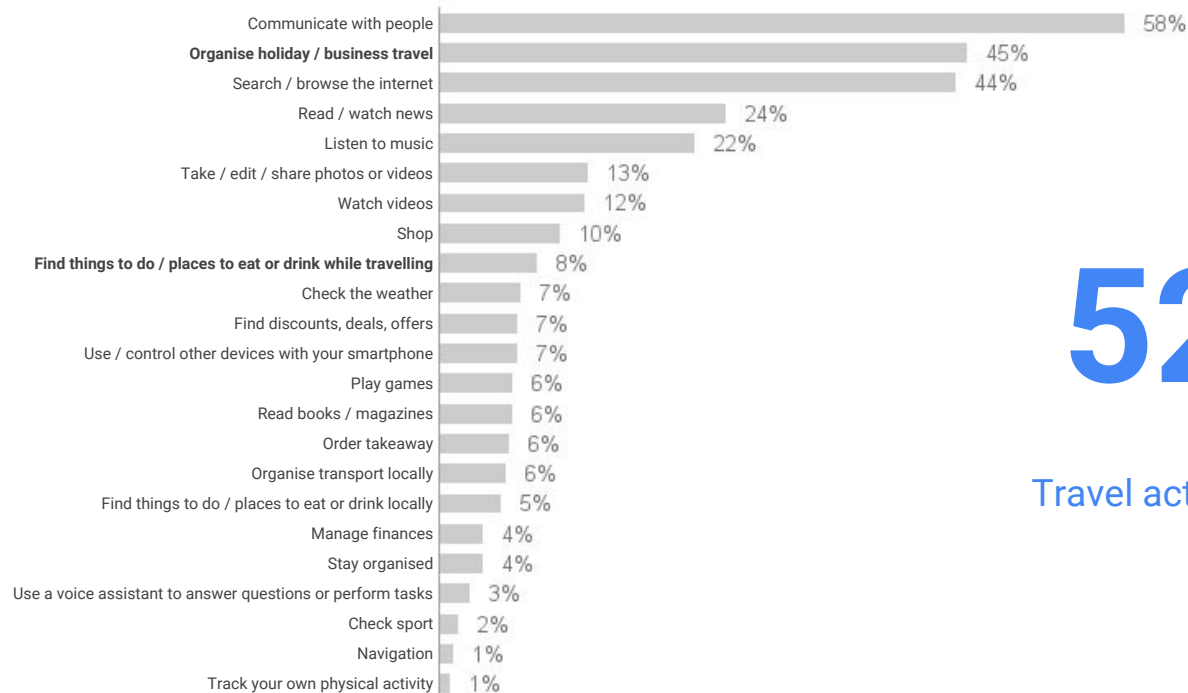
Lack of usefulness can lead some to abandon apps, while new features is the top reason for re-engaging [slide 29, 30]

## 04

# | Smartphone activities

# | Must have smartphone activities

Amongst those who use mobile for travel activities



52%

Travel activities (net)\*

Base: 300 \*Travel activities (net) = Find things to do/ places to eat or drink while travelling AND/OR Organise holiday/ business travel  
Q3. If you could only use your smartphone to do three of these activities from now on, which would you choose?

# | Frequency of travel activities on mobile

35%

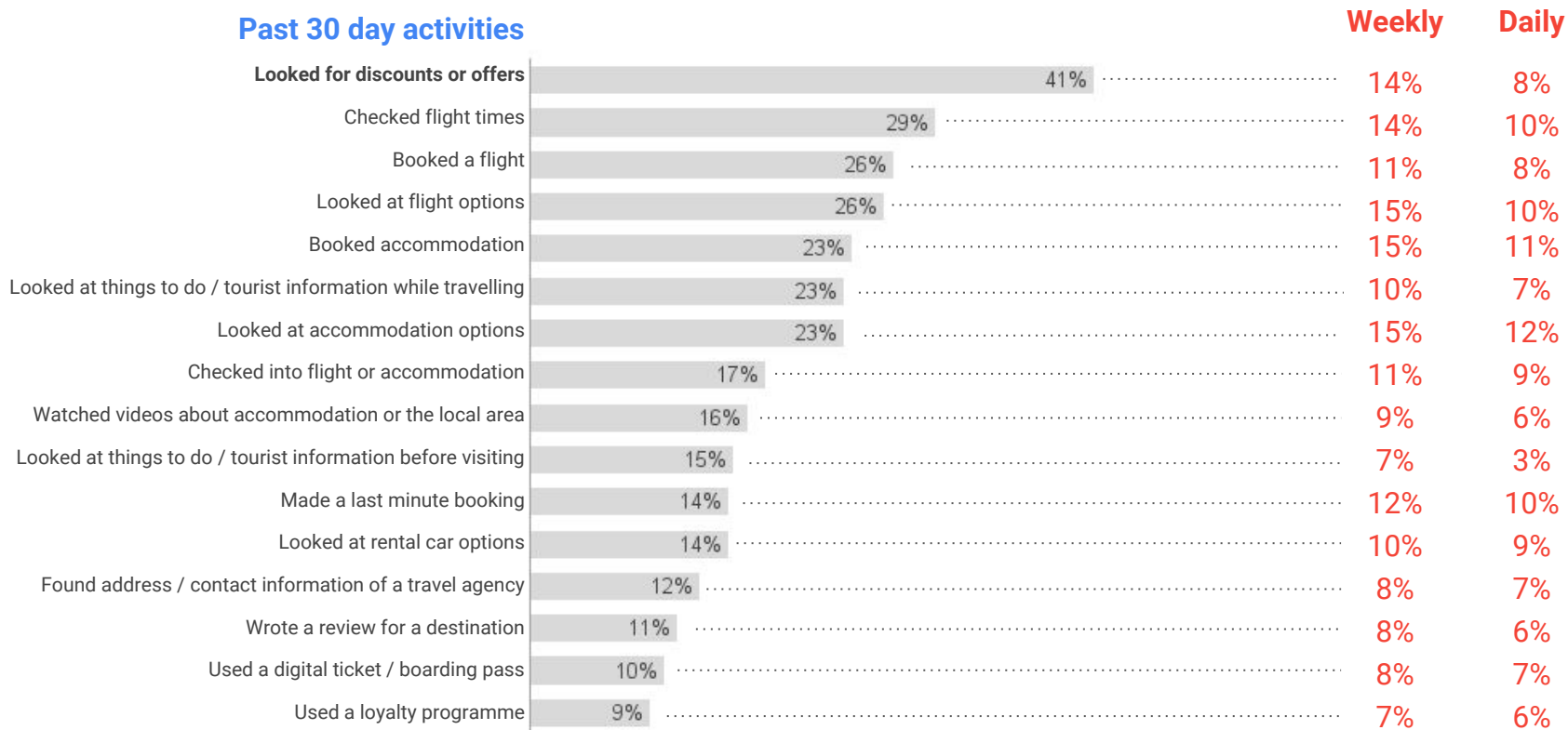
At least **daily**

50%

At least **weekly**

# Travel activities on smartphone

## Past 30 day activities



Base: 300  
 Q8. Which of the following activities have you done on your smartphone in the past 30 days? (Using either a mobile website or an app)  
 Q9. How often do you do each of the following activities on your smartphone?



# Usage of apps and sites for travel activities

Travel activities in past 30 days

71%

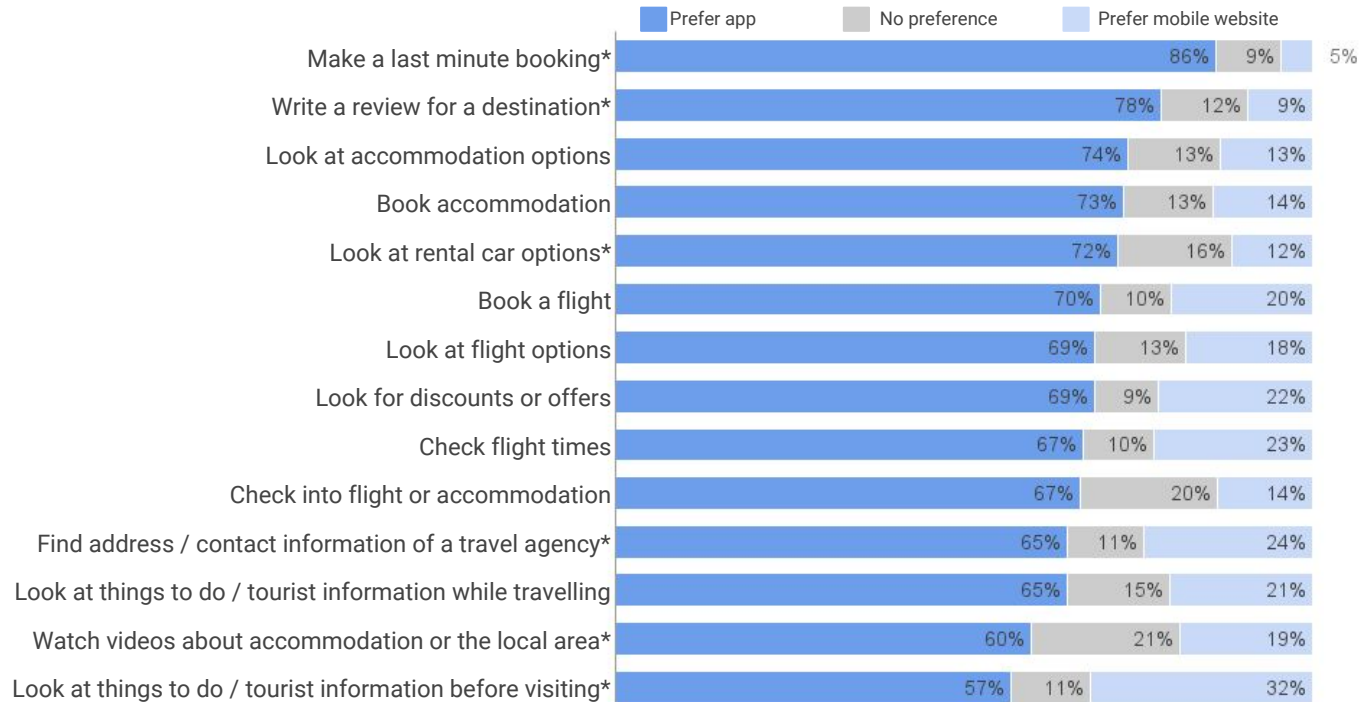
Used an app

50%

Used a mobile website

## Preferences for top travel activities

Among those who have done activity in past 30 days



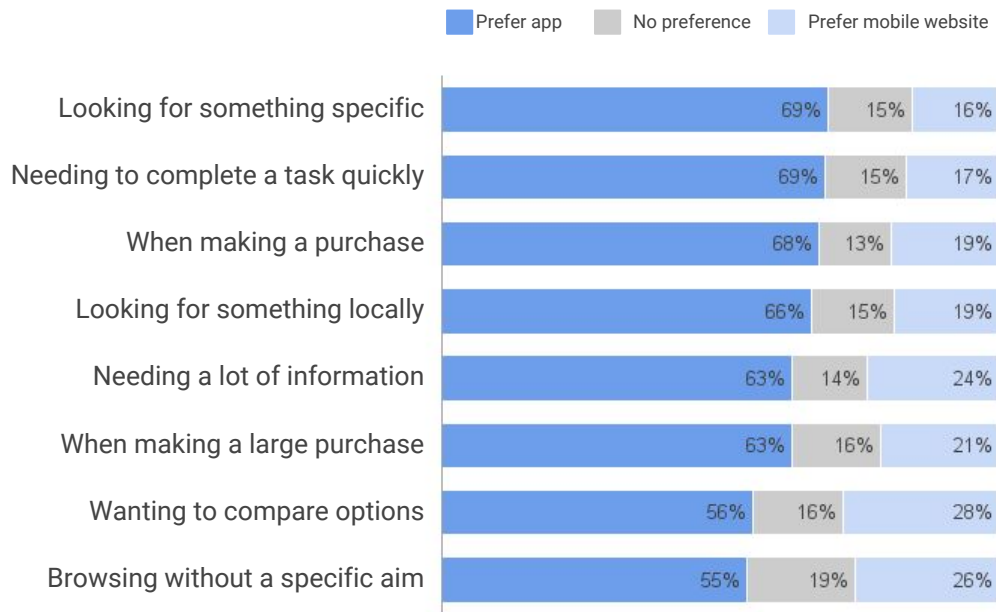
Base: 159

Q5. Have you used a mobile website or an app for each of these in the last 30 days? - Find things to do/places to eat while travelling; Organize holiday/business travel

Base: Have done the activity on smartphone in past 30 days (base above n=30 are shown) \*Small base under n=50.

Q11. Which of these activities would you prefer to use an app for and which would you prefer to use a mobile website for?

# Platform preferences for travel situations



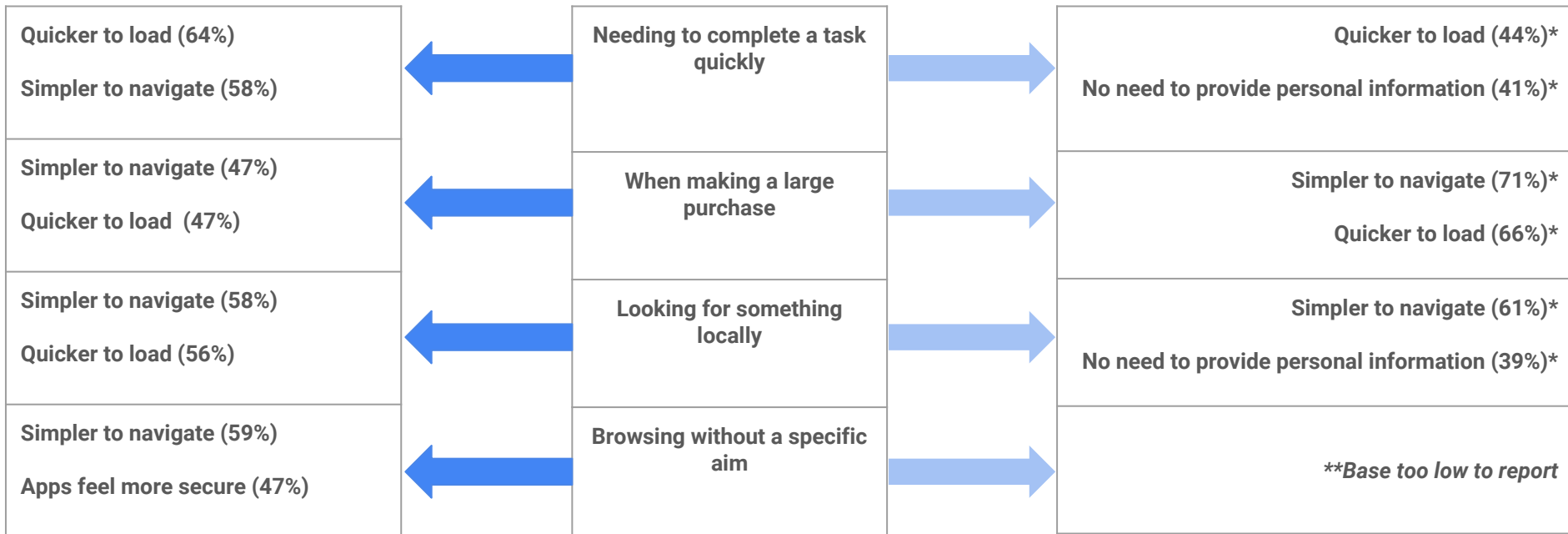
- Apps are preferred over mobile sites for all travel situations.
- Top reasons apps are preferred for situations include being quick to load and simple to navigate (slide 11).

# Top reasons for app vs mobile site preference

## Top reasons app preferred

## Situation

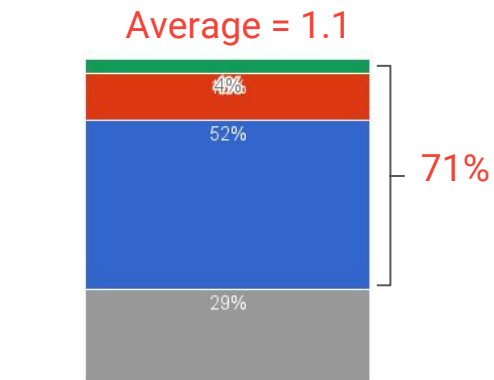
## Top reasons mobile website preferred



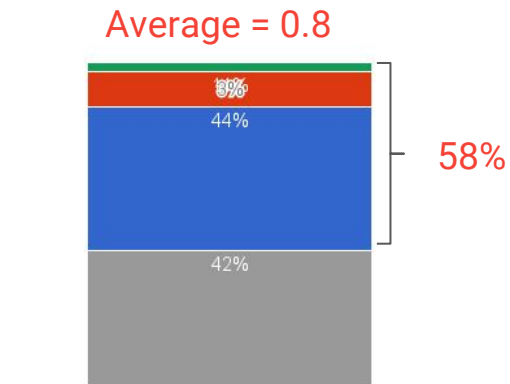
# | App repertoire

# | Number of travel apps installed

## Currently installed



## Installed past 3 months



None One app Two apps Three or more apps

Base: 300

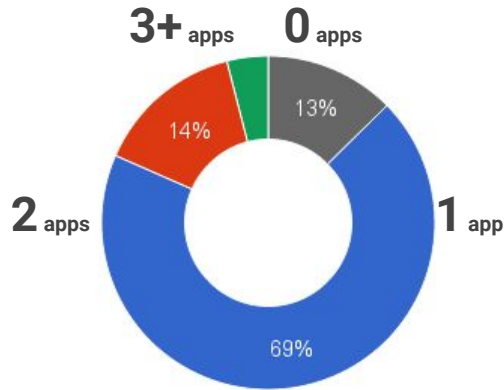
Q14. How many travel apps are installed on your smartphone (including any that were already installed when you bought it)?

Q18. How many travel apps have you installed on your smartphone in the past 3 months, including apps you've since uninstalled?

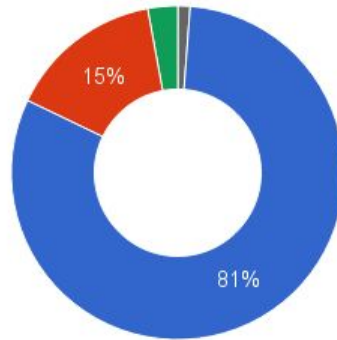
# Lifecycle of new travel apps

Among those who installed a travel app in the past 3 months, an average of **1.4 apps were installed** in the past 3 months...

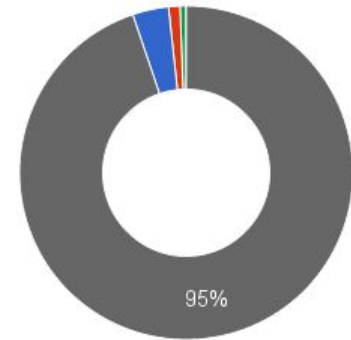
**1.1 were ever opened**  
on average



**1.2 were still in use**  
on average



**0.1 was uninstalled**  
on average



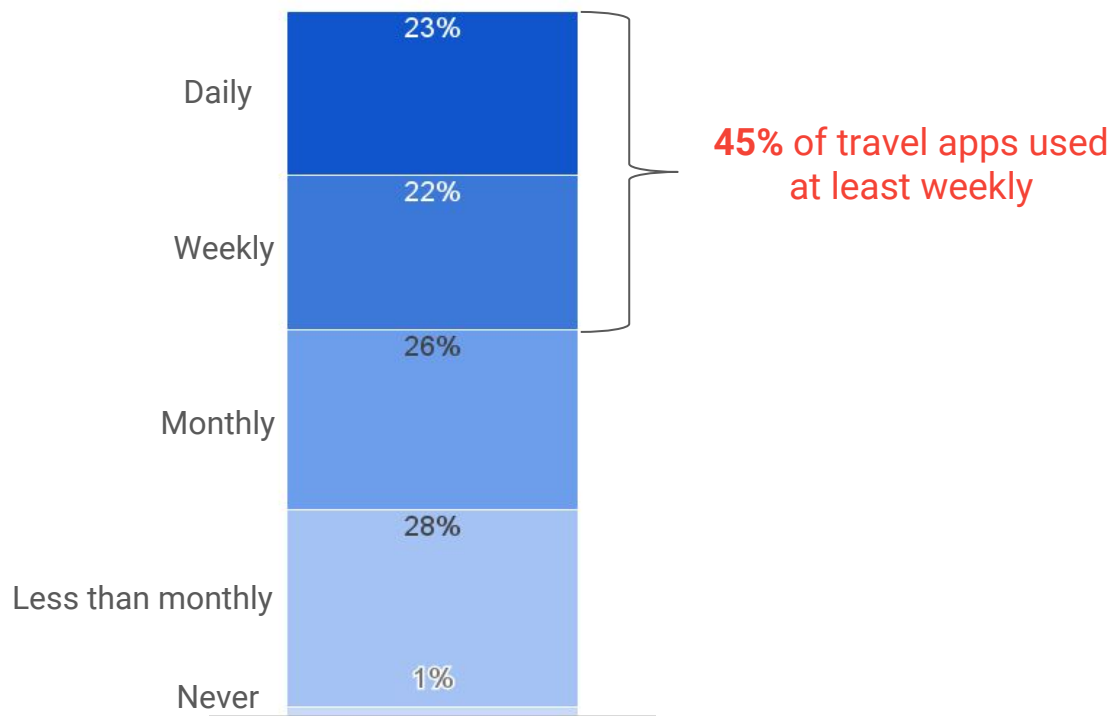
Base: Installed travel app(s) in the past 3 months (n=174)

Q19. How many of those [VERTICAL] apps you've installed in the past 3 months have you opened at least once since installing?

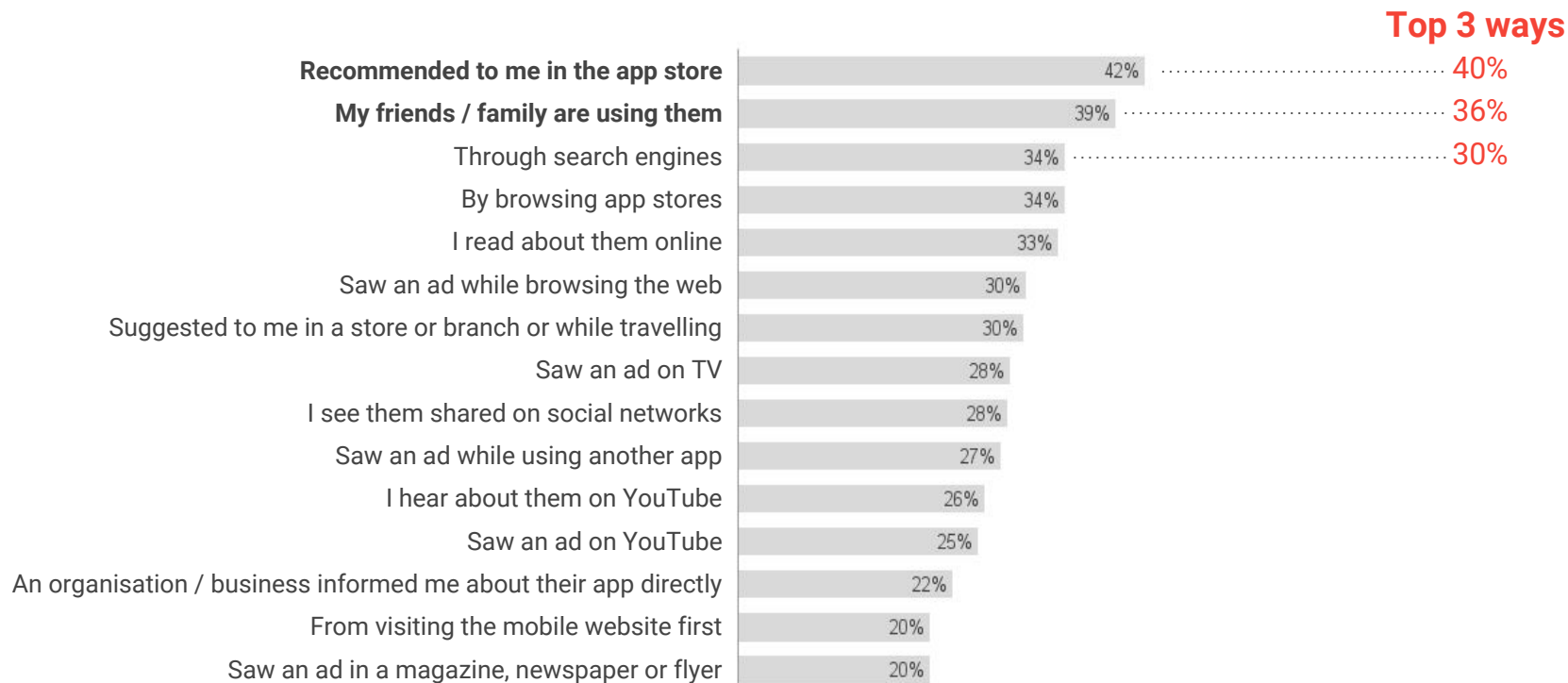
Q20. How many of those [VERTICAL] apps you've installed in the past 3 months are you still using now?

Q21. How many of those [VERTICAL] apps you've installed in the past 3 months have you since removed?

# Average percentage of travel apps used



# Ways to find out about travel apps



Base: 300

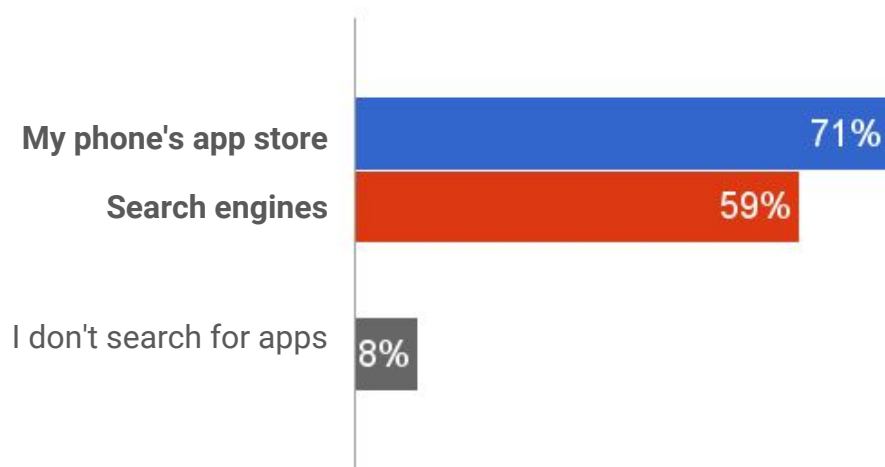
Q32. How do you typically find out about new travel smartphone apps?

Q33. And have you found out about a travel app in any of these ways?

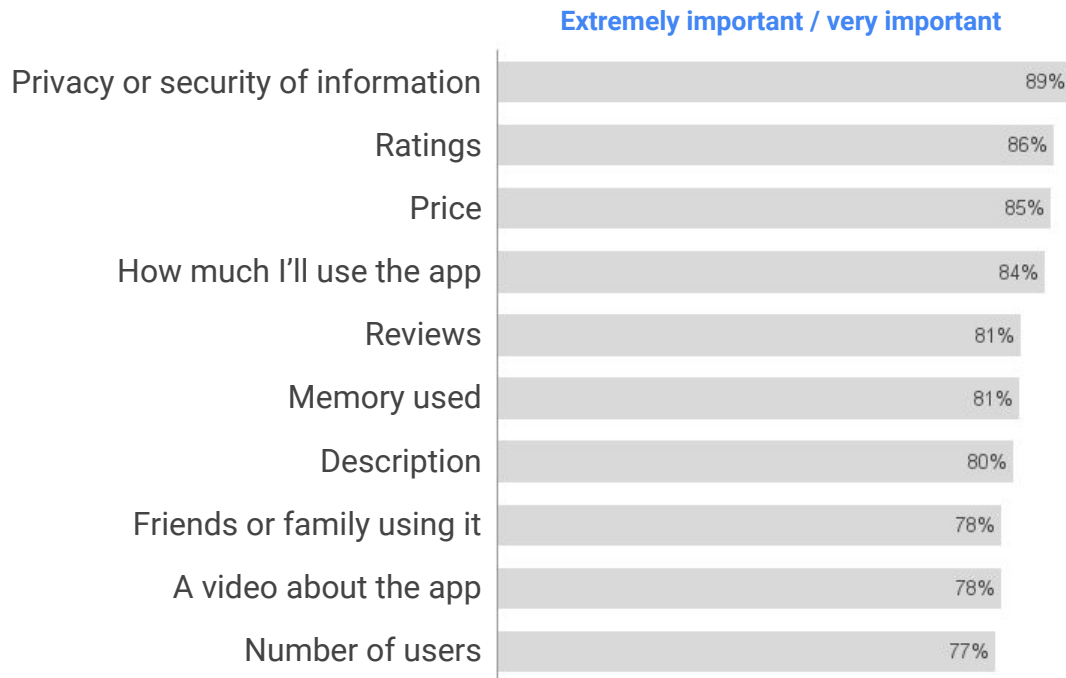
Q34. What are the top 3 ways you find out about the travel smartphone apps you use?



# | Sources of finding travel apps



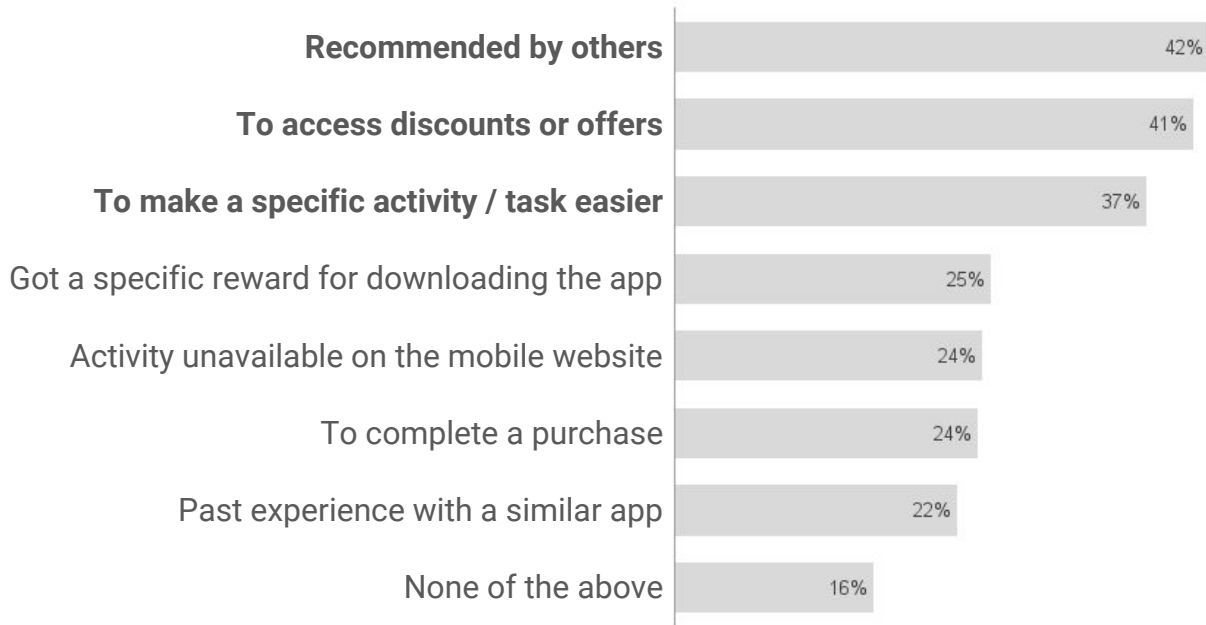
# | App store download decision factors



Base: Searches for apps on phone's app store (n=212)

Q38. When searching for travel apps in your smartphone's app store, how important are the following factors when making a decision about which app(s) to download?

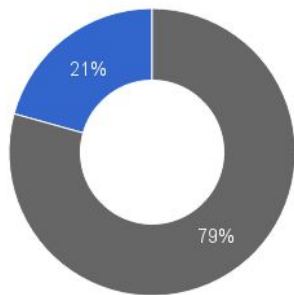
# Reasons for downloading travel apps



Base: 300

Q35. For which of these reasons have you downloaded a travel app in the past? Select all that apply.

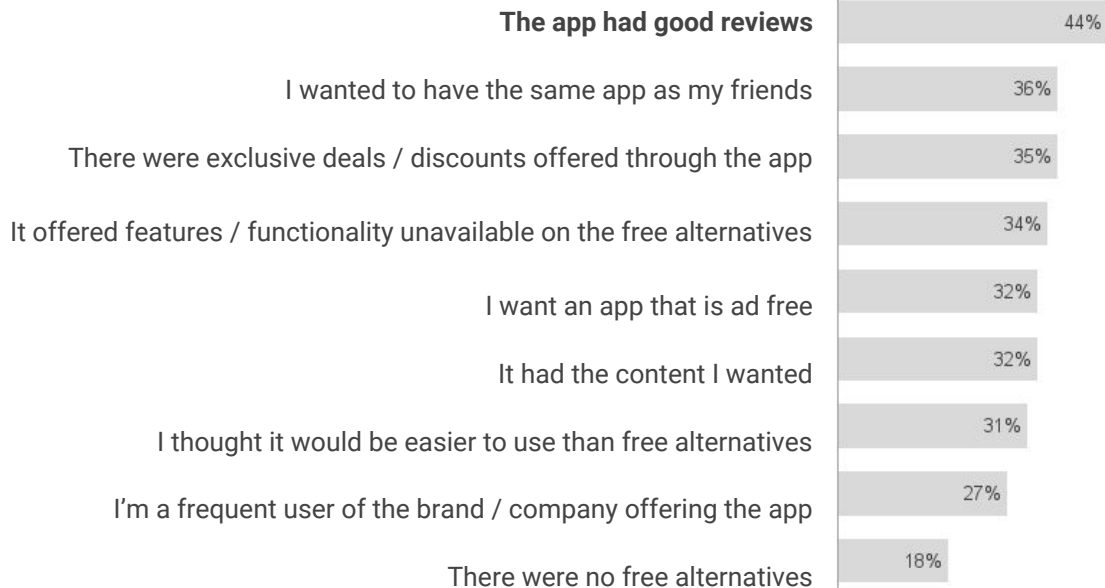
# Reasons for paying for travel apps



Never paid to download travel app

Have paid to download travel app

## Reasons for paying



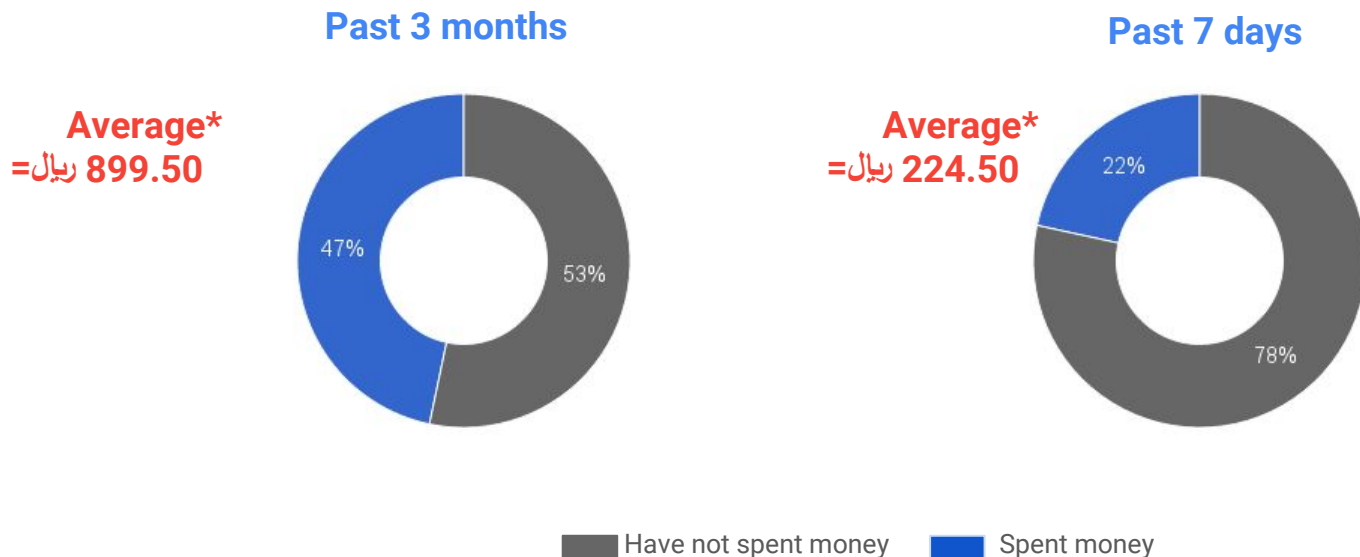
Base: 300 \*Median

Q22. What is the most you have ever paid for a travel app? Please enter amount to the nearest whole number.

Base: Have paid to download a travel app (n=62)

Q23. Why have you chosen to pay for travel apps over other free alternatives?

# Smartphone spending for products/services

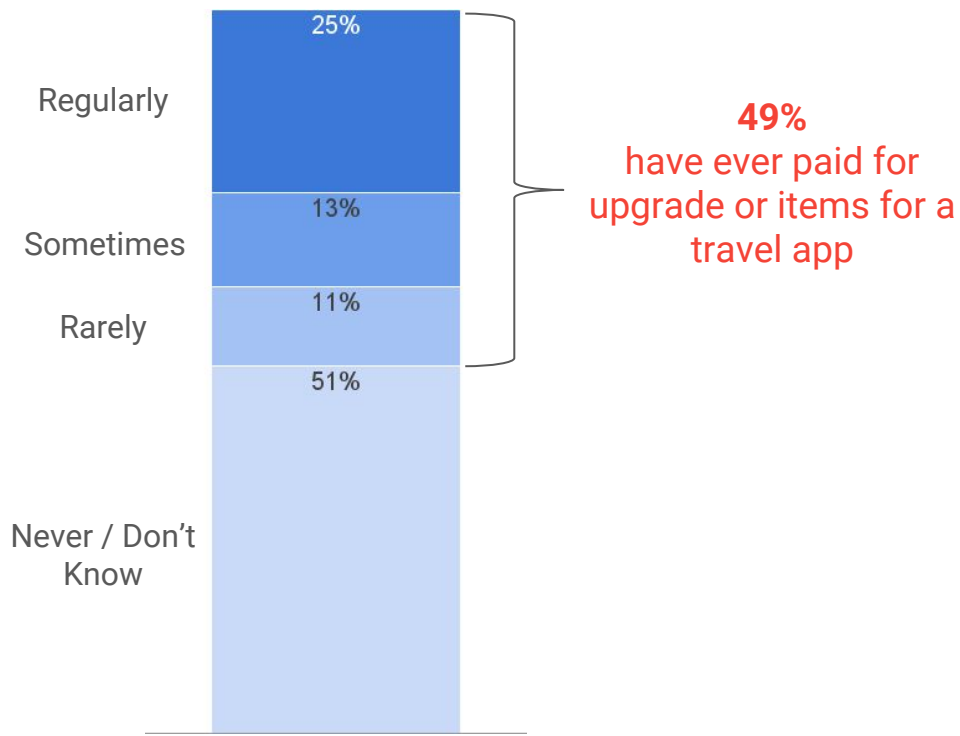


Base: 300 \*Median

Q24b. Roughly how much have you spent on travel via your smartphone in the past in the past 3 months?

Q24b\_1. Roughly how much have you spent on travel via your smartphone in the past in the past 7 days?

# Frequency of paying for app upgrades/items



# | Preferences

# | Favourite travel apps are...





# Characteristics of favourite apps



# Preferred features for travel apps

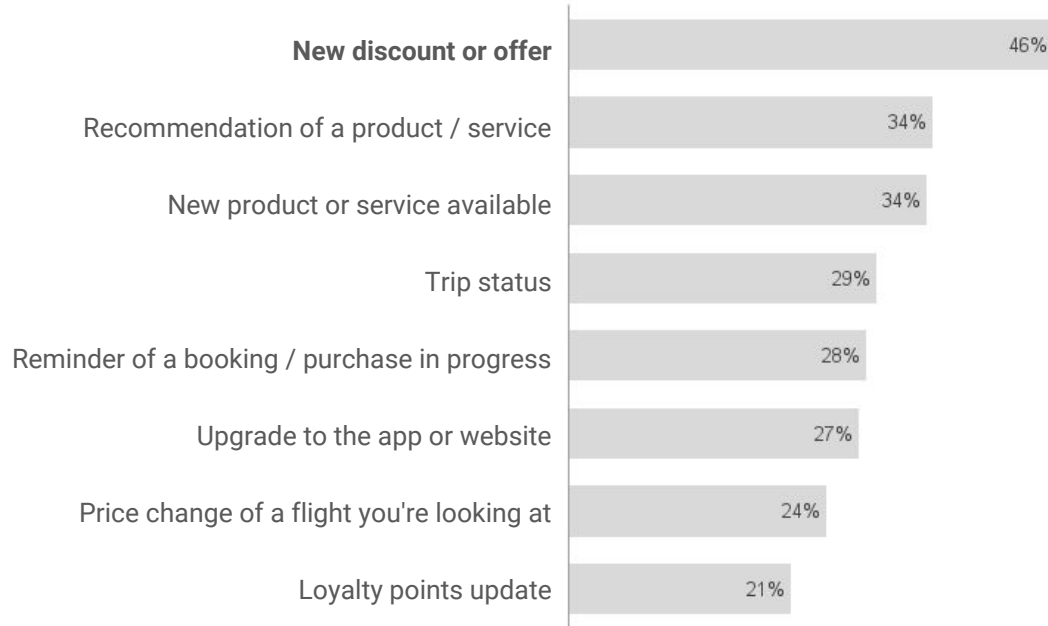


# Useful notifications on phone

85%

find travel  
notifications on  
mobile **useful**

## Most useful notifications



Base: 300

Q29. Apps or websites can give you notifications on your phone to tell you about a new update, message, or event, for example. What sort of travel notifications do you find useful?

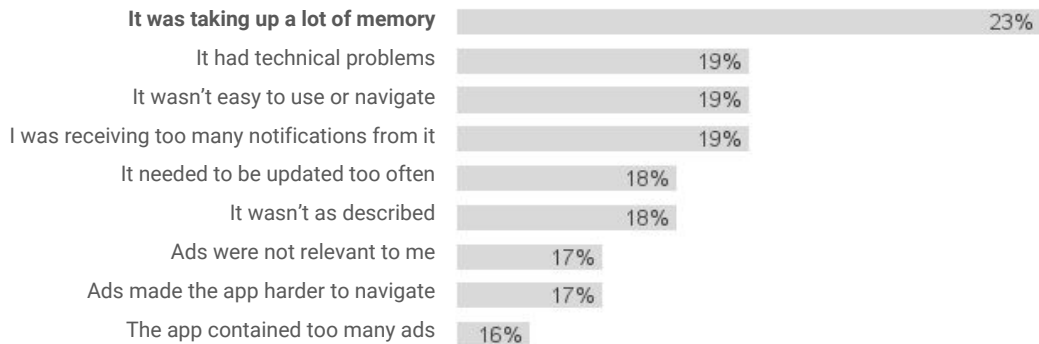
# | Abandonment & re-engagement

# Reasons for abandonment

Individual related



App related



## Why no longer needed?

Was using for one-off trip  
66%

No longer customer of company  
64%

Other apps covered travel needs  
58%

Base: 300

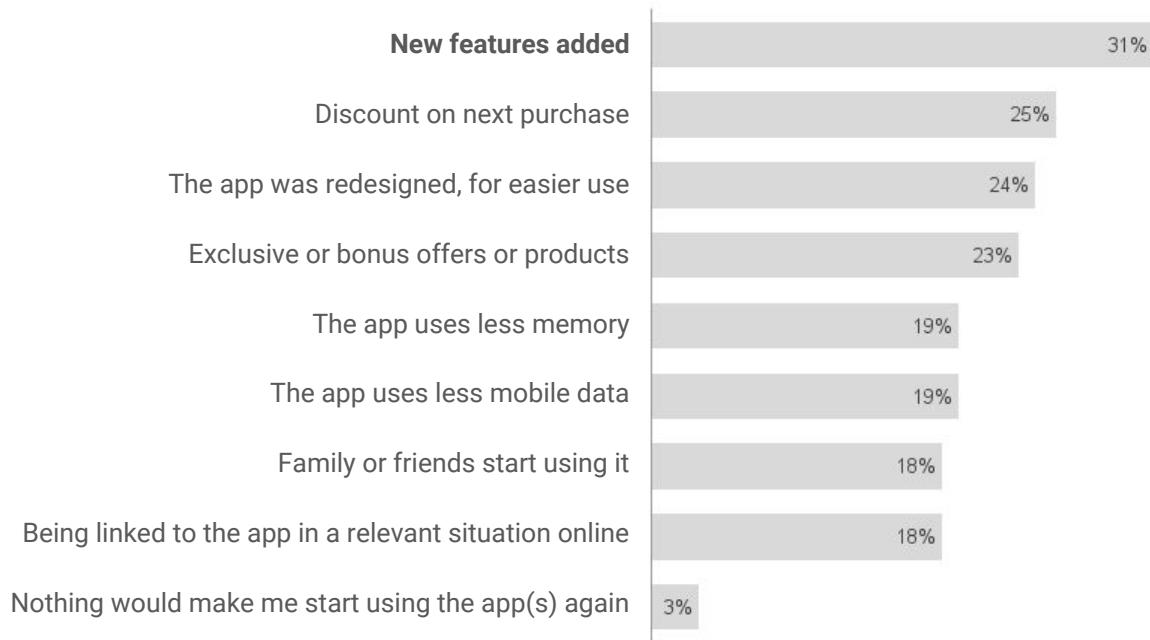
Q40. Have you stopped using travel apps on your smartphone for any of the reasons below? Select all that apply.

Q41. And have you stopped using travel apps on your smartphone for any of these reasons?

Base: No longer has need for a particular app (n=74)

Q42. You said you've stopped using travel apps because you no longer had a need for it / them. Why did you no longer need it / them?

# Reasons to re-engage



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