

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.

This report looks at the following areas:

- Pre-retirement is a key time for travel planning
- · Holidays will increasingly be used to combat social isolation
- Specialist over-55 travel shops
- Longevity breaks
- Retro holidays



"The space between the kids leaving home and the onset of 'old age' is widening. For those with the resources to enjoy it this is a golden time for travel. Competition for the silver pound is set to be intense. Digital research and online booking are becoming the norm amongst this group, but the trusted advice of their well-travelled peers is paramount."

John Worthington, Senior Analyst

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas +1 (312) 943 5250	
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



Table of Contents

OVERVIEW

- What you need to know
- Covered in this Report

EXECUTIVE SUMMARY

- The market
- Over-55s account for 35% of all holiday spending

Figure 1: Total over-55 holiday volume forecast, 2014-24 Figure 2: Total over-55 holiday value* forecast, 2014-24

- Companies and brands
- · Change of focus for Saga
- Escorted touring brands attracting investment
- Half of cruise customers are over 60
- Solo traveller specialists
- Silver Travel Advisor has identified a gap in the market
- The consumer
- Travel is one of the highest priorities for over-55s
 Figure 3: Future priorities of over-55s, August 2019
- Seaside holidays and city breaks are most popular but cruises have highest growth potential

Figure 4: Future interest in types of holiday versus types of holiday taken in the past three years, August 2019

Storehouse of travel knowledge

Figure 5: Sources of ideas for holidays used by over-55s, August 2019

 Online is now biggest booking channel even amongst over-75s

Figure 6: Holiday booking channels used by over-55s, August 2019

 R&R, sightseeing and high standard of accommodation are most important factors

Figure 7: Important holiday factors for over-55s, August 2019

 One in seven over-55s regularly take their grandchildren on holiday

Figure 8: Holiday behaviours and preferences for over-55s, August 2019

Carpe diem

Figure 9: Holiday intentions and interests of over-55s, August 2010

What we think

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

The Over-55 Traveller - UK - October 2019

Report Price: £2195 | \$2995 | €2600

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



ISSUES AND INSIGHTS

- Pre-retirement is a key time for travel planning
- The facts
- The implications
- Holidays will increasingly be used to combat social isolation
- The facts
- The implications
- Specialist over-55 travel shops
- The facts
- The implications
- Longevity breaks
- The facts
- The implications
- Retro holidays
- The facts
- The implications

THE MARKET - WHAT YOU NEED TO KNOW

- Over-55 domestic breaks have risen for five years in a row
- Over-55 spend on trips abroad has increased at twice the market average since 2014
- Package preference rises amongst over-65s
- 35% of over-55 travellers abroad visit Spain
- Demographic pool is growing fast
- High priority given to travel
- One in five over-65s have £1 million+ total wealth

MARKET SIZE AND FORECAST

 Over-55 holiday market worth £16 billion (excluding overseas transport)

Figure 10: Total holidays taken by over-55s, by volume and value, 2014-24

Over-55 domestic breaks have grown for past five years

Figure 11: Domestic holidays taken by over-55s, by volume and value, 2014-24

 Average overseas spend increase by over-55s double the average since 2014

Figure 12: Overseas holidays taken by over-55s, by volume and value, 2014-24

Figure 13: Holidays taken by over-55s as a percentage of all domestic and overseas holidays, by volume and value, 2014-18

Forecast

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

The Over-55 Traveller - UK - October 2019

Report Price: £2195 | \$2995 | €2600

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



Total market

Figure 14: Total over-55 holiday value forecast, 2014-24 Figure 15: Total over-55 holiday value forecast, 2014-24

Domestic market

Figure 16: Domestic over-55 holiday valume forecast, 2014-24 Figure 17: Domestic over-55 holiday value* forecast, 2014-24

Overseas market

Figure 18: Overseas over-55 holiday valume forecast, 2014-24 Figure 19: Overseas over-55 holiday value* forecast, 2014-24

Forecast methodology

MARKET SEGMENTATION

Over-55s taking more UK breaks but spending less...

Figure 20: Domestic holidays taken by 55-64 and 65+ age groups, by volume and value, 2014-18

· ...but over-55 spending abroad has increased

Figure 21: Overseas holidays taken by 55-64 and 65+ age groups, by volume and value, 2014-18

Figure 22: Average spend on domestic and overseas holidays by age group, 2018

South West is top UK holiday choice for over-55s

Figure 23: Domestic holiday destinations by volume visited by over-55s versus all holidaymakers, 2018

Over-65s stay longer

Figure 24: Domestic holiday volumes taken by over-55s versus all holidaymakers, by duration, 2018

Over-55s more likely than average to visit Spain

Figure 25: Overseas holiday volumes taken by over-55s versus all holidaymakers, by short-haul and long-haul destinations, 2018

Figure 26: Top 10 overseas short-haul holiday destinations by volume visited by over-55s versus all holidaymakers, 2018

Long-haul escorted touring trend

Figure 27: Top 10 overseas long-haul holiday destinations by volume visited by over-55s versus all holidaymakers, 2018

Package booking is higher amongst over-55s

Figure 28: Overseas holiday volumes taken by over-55s versus all holidaymakers, by package versus independently booked, 2018

Almost half of over-55 holidays abroad are longer than a week

Figure 29: Overseas holiday volumes taken by over-55s versus all holidaymakers, by duration, 2018

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



One in five over-65s going abroad choose not to fly

Figure 30: Overseas holiday volumes taken by over-55s versus all holidaymakers, by mode of travel, 2018

 April-June is the most popular period for over-55 holidays abroad

Figure 31: Overseas holiday volumes taken by over-55s versus all holidaymakers, by season of travel, 2018

MARKET BACKGROUND

UK economy still in growth but shoppers growing more cautious

Figure 32: UK average weekly earnings (excluding bonuses)* vs CPI inflation, percentage change year on year, January 2017-August 2019

Pound hits new wave of volatility as Brexit deadline approaches

Figure 33: Pound versus euro exchange rate, June 2016-September 2019

 Domestic tourism volumes up 3% in first half of 2019 but spending drops

Figure 34: Trends in the number and value of domestic holidays taken by UK residents, 2014-18

- 2019 likely to see overseas holidays dip after record year in
- Cook's collapse sends shock waves across travel industry
 Figure 35: Trends in the number and value of overseas
 holidays taken by UK residents, 2014–18
- An ageing population offers huge travel opportunities

Figure 36: Trends in the age structure of the UK population, by gender, 2013-23

Figure 37: Long-term projections in the age structure of the UK population, by gender, 2016-41

Silver solos

Figure 38: One-person households, by age, UK, 2007-17

• Travel is a high priority for over-55s

Figure 39: Future priorities of over-55s, August 2019

· Generational wealth gap has widened

Figure 40: Percentage household total wealth* by age group, July 2006 to June 2008

Figure 41: Percentage household total wealth* by age group, July 2014 to June 2016

- A time-limited opportunity
- Not everyone in over-55 group is well off

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
Americas China	+1 (312) 943 5250 +86 (21) 6032 7300

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



• 72% of 55-64s and 51% of 65-74s are on social media Figure 42: Internet use in the last three months, 2014-18

COMPANIES AND BRANDS - WHAT YOU NEED TO KNOW

- New Saga strategy
- · Escorted tours growing in diversity
- Three quarters of cruise passengers are over 50
- Single traveller specialists
- Silver information
- Warner targets active over-50s
- Disability holidays

COMPANIES AND BRANDS

- Saga Holidays
- Escorted touring
- Cruise
- Mature solos
- Silver Travel Advisor
- Warner Leisure Hotels
- Accessible travel

THE CONSUMER - WHAT YOU NEED TO KNOW

- Seaside, city breaks, cottages and touring holidays are the most popular trips
- Personal recommendation is the leading source of holiday ideas
- Six in 10 over-55s book online
- Over-55s seek R&R but are less fly-and-flop than younger groups
- Exploration plus comfort
- Multigenerational trips
- See the world

OVER-55 HOLIDAY TAKING & FUTURE INTEREST

- Over three quarters of over-55s take holidays
 Figure 43: Types of holiday taken in the past three years by over-55s, August 2019
- Healthy holidays
- Cottages, country hotels and cruises have broadest age appeal to older travellers

Figure 44: Types of holiday taken in the past three years by over-55 age segments, August 2019

Figure 45: Types of holiday taken in the past three years by life stage segments, August 2019

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



- Older singles are twice as likely not to take holidays as couples
- Escorted tours and river cruises lead the way in attracting solos but sea cruises are falling behind

Figure 46: Types of holiday taken in the past three years by marital status, August 2019

Cruise shows highest future growth prospects
 Figure 47: Future interest in types of holiday versus types of holiday taken in the past three years, August 2019

OVER-55 HOLIDAY INSPIRATION

- Peer knowledge is the greatest source of travel ideas for over-55s
- Travel shops are under-used as an information resource
- Half of over-55s use online sources for ideas
- Still a place for brochures

Figure 48: Sources of ideas for holidays used by over-55s, August 2019

Few over-55s cite social media as an inspiration for travel
 ideas

Figure 49: Sources of ideas for holidays used by over-55 age segments, August 2019

OVER-55 HOLIDAY BOOKING

• Online is now the dominant booking channel for over-55s

Figure 50: Holiday booking channels used by over-55s, August 2019

Figure 51: Holiday booking channels used by over-55 age segments, August 2019

- Package versus independent booking
- Importance of expertise
- · Previous experience is the key factor when booking

OVER-55 IMPORTANT HOLIDAY FACTORS

R&R-plus and flashpackers

Figure 52: Important holiday factors for over-55s, August 2019

- Cultural discovery and wellness are important for 55-64s
- Meeting new people important for over-75s and singles

Figure 53: Important holiday factors by over-55 age segments, August 2019

Simple pleasures grow in importance

Figure 54: Most important holiday factors, by age group, June 2015

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
<u> </u>	
China	+86 (21) 6032 7300

The Over-55 Traveller - UK - October 2019

Report Price: £2195 | \$2995 | €2600

The above prices are correct at the time of publication, but are subject to change due to currency fluctuations.



OVER-55 HOLIDAY BEHAVIOURS

- Generational mix
- · Travelling back in time

Figure 55: Holiday behaviours and preferences for over-55s, August 2019

- · Everything taken care of
- Aviation avoiders

OVER-55 HOLIDAY OPPORTUNITIES

- · Seize the day
- Once in a lifetime holiday planners
- Tailor-made opportunity
- Winter escapees

Figure 56: Holiday intentions and interests of over-55s, August 2010

- Specialist over-50s brand potential
- Singles interest
- Putting something back

APPENDIX – DATA SOURCES, ABBREVIATIONS AND SUPPORTING INFORMATION

- Definitions
- Abbreviations
- Consumer research methodology

APPENDIX - MARKET SIZE AND FORECAST

Domestic

Figure 57: Domestic holidays taken by over-55s, volume forecast, 2019-24

Figure 58: Domestic holidays taken by over-55s, value* forecast, 2019-24

Overseas

Figure 59: Overseas holidays taken by over-55s, volume forecast, 2019-24

Figure 60: Overseas holidays taken by over-55s, value* forecast, 2019-24

Forecast methodology

What's included

Executive Summary

Full Report PDF

Infographic Overview

Powerpoint Presentation

Interactive Databook

Previous editions

Did you know?

This report is part of a series of reports, produced to provide you with a more holistic view of this market.

All Mintel 2020 reports contain specific COVID-19 related research and forecasts. The world's leading brands rely on Mintel reports for the most complete, objective and actionable market intelligence.

Visit	store.mintel.com
EMEA	+44 (0) 20 7606 4533
Brazil	0800 095 9094
Americas	+1 (312) 943 5250
China	+86 (21) 6032 7300
APAC	+61 (0) 2 8284 8100



About Mintel

Mintel is the **expert in what consumers want and why.** As the world's leading market intelligence agency, our analysis of consumers, markets, product innovation and competitive landscapes provides a unique perspective on global and local economies. Since 1972, our predictive analytics and expert recommendations have enabled our clients to make better business decisions faster

Our purpose is to help businesses and people grow. To find out how we do that, visit mintel.com.