

### Report Price: £3695 | \$4995 | €4400

ne 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:

- Consumer segmentation for self-drive travellers
- Motivations to participate in self-drive tours
- Car hire usage, accommodation choices and travel companions for selfdrive tours
- Volume growth opportunities for self-drive tours in China
- Business opportunities in the self-drive tour market

### 66

"Self-drive tours will continue to fuel the travel market's recovery. Long-haul selfdriving is a pillar of traveller volume growth. The most enthusiastic consumers demonstrate sophisticated expectations for self-drive tours. Managing emotional wellbeing is their major motivation for participation." - Saskia Zhao, Senior Research Analyst

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

Report Price: £3695 | \$4995 | €4400

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
- Report scope

### **EXECUTIVE SUMMARY**

- The market
- Impact of COVID-19 less severe on self-drive tours than overall travel market
   Figure 1: Total self-drive travellers, 2013-2020 (est)
- Domestic self-drive tours lead recovery Figure 2: Domestic self-drive travellers, 2013-2020 (est)
- Domestic segment is forecast to recover to pre-outbreak level in 2022

Figure 3: Forecast of domestic self-drive travellers, 2021-2025

- High interest and positive association support recovery
- Suppliers upgraded service quality
- Outbound self-drive will remain niche Figure 4: Outbound self-drive travellers, 2013-2020 (est)
- The consumer
- Most passionate travellers "Enthusiasts" are motivated by emotional wellbeing

Figure 5: Attitudes towards self-drive tours, by consumer segmentation, November 2020

 Opportunity: target Enthusiasts for long-haul domestic selfdrive

Figure 6: Domestic travel participation, November 2020

- Outbound self-drive will stay niche Figure 7: Outbound travel participation, November 2020
- Self-drive tour an occasion to engage with car owners Figure 8: Roles and car usage of self-drive tours, November 2020
- Enthusiasts more likely to have higher budget for care hire Figure 9: Domestic car hire budget, November 2020
- High participation among solo self-drive travellers Figure 10: Travel companions for self-drive tours, November 2020
- Luxury hotels can target young solo self-drive consumers Figure 11: Accommodation usage for self-drive tours during the period February-November 2020, by travel companions, November 2020

### 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  |



### Report Price: £3695 | \$4995 | €4400

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

- Safety and driving fatigue are the top barriers
   Figure 12: Barriers to participating in self-drive tours generated by open-end, November 2020
- What we think

### **ISSUES AND INSIGHTS**

- Emotional wellbeing is the catalyst for self-drive tour participation
- The facts
- The implications
- Target the underserved solo self-drive consumers
- The facts
- The implications

Figure 13: Travel to manage emotional wellbeing by varied sources of emotional discomfort, April 2020 Figure 14: Attitudes towards self-drive tours, by experiences of solo travel, November 2020

- Self-drive tour as a featured scenario in automobile marketing
- The facts
- The implications Figure 15: Mini Countryman self-drive tour live streams, March 2020

### THE MARKET - WHAT YOU NEED TO KNOW

- COVID-19 hit self-drive tours less severely than the overall market
- The domestic segment dominates
- Self-drive tours powered recovery of domestic travel
- Domestic self-drive tours forecast to reach pre-outbreak level by end of 2022
- More car owners and positive associations will encourage consumer participation
- Upgraded services for self-drive tours

### **MARKET SIZE**

 Volume drops for self-drive tours due to COVID-19 but impact is less severe than on the overall market
 Figure 16: Total self-drive travellers, 2013-2020 (est)

### MARKET SEGMENTATION AND FORECAST

• Domestic self-drive dominates Figure 17: Self-drive travellers, market segmentation, 2013-2020 (est)

### 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  |



### Report Price: £3695 | \$4995 | €4400

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

- Self-drive's share of domestic travel expected to increase Figure 18: Domestic self-drive travellers, 2013-2020 (est)
- Domestic self-drive forecast to return to pre-outbreak level in 2022

Figure 19: Forecast of domestic self-drive travellers, 2021-25

• Outbound segment back down to 2014 levels Figure 20: Outbound self-drive travellers, 2013-2020 (est) Figure 21: Growth rate comparison, outbound self-drive vs total outbounders, 2014-19

### **MARKET FACTORS**

- Self-drive trips are a major usage occasion for drivers
- Growing car ownership Figure 22: Small passenger car ownership, 2015-2019
- Self-driving is highly associated with health protection
- Association with mental wellbeing makes self-drive tours more resilient when leisure budgets are spent carefully
- Uncertainties of COVID-19

### WHO'S INNOVATING?

- Ctrip upgrades car hire services Figure 23: Car hire service by Ctrip, 2020
- Renovated highway service areas in Jiangsu create better self-drive experiences

Figure 24: Highway rest area at Yangcheng Lake in Jiangsu province, 2020

### THE CONSUMER – WHAT YOU NEED TO KNOW

- Short-haul self-drive aids recovery while future growth will be driven by long-haul self-drive
- Outbound self-drive will remain a niche choice
- Self-drive tours an occasion to connect with car owners
- Enthusiasts are the key target audience
- Solo self-drive potential occasion to target Gen-Zers

### FOUR TYPES OF SELF-DRIVE TOUR CONSUMERS

- Four types of self-drive tourists
   Figure 25: Self-drive tour consumer snapshot, cluster analysis, November 2020
- **Portraits of self-drive consumers' sentiment** Figure 26: Attitudes towards self-drive tours, by consumer segmentation, November 2020
- Demographic profiles of self-drive tour consumers

### 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  |



### Report Price: £3695 | \$4995 | €4400

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

Figure 27: Self-drive consumer groups – enthusiasts, by demongraphics, November 2020 Figure 28: Self-drive tour consumer groups – Unique Experience Seekers, by demongraphics, November 2020 Figure 29: Self-drive tour consumer groups – Responsible Travellers, by demongraphics, November 2020

### DOMESTIC SELF-DRIVE PARTICIPATION

# Short-haul self-drive stimulates domestic segment recovery Figure 30: Domestic travel participation, November 2020 Figure 31: Domestic travel participation during the period February-November 2020, by specific past travel experience, November 2020 Figure 32: Domestic short-haul self-drive tour recovery, by age, November 2020

# Enthusiasts supported long-haul self-drive return Figure 33: Domestic self-drive tour participation between February and November 2020, by consumer segmentation, November 2020

Figure 34: Self-drive tour participation between January 2019 and January 2020, by consumer segmentation, November 2020

• Self-drive tours grow thanks to new users driving to neighbouring provinces

Figure 35: Participation in domestic self-drive tours, past vs future, November 2020

Figure 36: Structure of potential long-haul self-drive travellers in the next 12 months, November 2020

Figure 37: Reasons not to participate in self-drive tours to neighbouring provinces in the next 12 months, by past selfdrive tour experiences, November 2020

 Target audience for driving to neighbouring provinces are Enthusiasts in their 30s

Figure 38: Willingness to participate in self-drive tours to neighbouring provinces in the next 12 months, by age, November 2020

Figure 39: User growth ratio\* for domestic long-haul selfdrive tours, by age, November 2020

Figure 40: Willingness to participate in self-drive tours to neighbouring provinces in the next 12 months, by consumer segmentation, November 2020

### 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  |



### Report Price: £3695 | \$4995 | €4400

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

### **OUTBOUND SELF-DRIVE PARTICIPATION**

- Outbound self-drive will remain niche in the future Figure 41: Outbound travel participation, November 2020
- Young mothers with past outbound self-driving experiences are key target group

Figure 42: Participation in outbound self-drive tours (a) – before outbreak vs next 12 months, by demographics, November 2020

Figure 43: Willingness to participate in self-drive tours (a) in the next 12 months, by past outbound self-drive experiences, November 2020

Figure 44: Participation in outbound self-drive tours (a), by consumer segmentation, November 2020

### ROLES AND COMPANIONS FOR SELF-DRIVE TOURS

- The majority of participants are drivers Figure 45: Roles in self-drive tours, November 2020
- Self-drive tours able to serve consumers with varied travel companions

Figure 46: Travel companions for self-drive tours, November 2020

 Target young people for solo self-drive tours
 Figure 47: Self-drive tour companions – solo travellers, by demongraphics, November 2020
 Figure 48: Attitudes towards self-drive tours, by experiences of solo travel, November 2020

### ACCOMMODATION FOR SELF-DRIVE TOURS

 Economical and all-inclusive, convenient choices are most popular

Figure 49: Accommodation usage for self-drive tours during the period February-November 2020, November 2020 Figure 50: Accommodation usage for self-drive tours during the period February-November 2020, by travel companions, November 2020

Figure 51: Accommodation usage for self-drive tours during the period February-November 2020, by consumer segmentation, November 2020

Luxury hotels can target Gen-Zers travelling solo
 Figure 52: Usage of luxury hotels by Gen-Zers during the period February-November 2020, November 2020
 Figure 53: Usage of luxury hotels – solo travel vs only with a spouse, by age, November 2020

### 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.

| store.mintel.com     |
|----------------------|
| +44 (0) 20 7606 4533 |
| 0800 095 9094        |
| +1 (312) 943 5250    |
| +86 (21) 6032 7300   |
| +61 (0) 2 8284 8100  |
|                      |



Report Price: £3695 | \$4995 | €4400

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

### CAR HIRE USAGE AND BUDGET

- The majority uses private cars for travel Figure 54: Car usage for self-drive tours, November 2020
- Enthusiasts more likely to hire cars Figure 55: Car usage for self-drive tours, by consumer segmentation, November 2020
- Young males and mature females have higher car hire budgets

Figure 56: Domestic car hire budget, November 2020 Figure 57: Domestic car hire budget, by age and gender, November 2020

Figure 58: Domestic car hire budget, by consumer segmentation, November 2020

### BARRIERS TO JOINING SELF-DRIVE TOURS IN FUTURE

Figure 59: Barriers to participating in self-drive tours – generated by open-end, November 2020

• Enthusiasts and Unique Experience Seekers temporarily stop self-drive tours

Figure 60: Not participate in the future, by consumer segmentation, November 2020 Figure 61: Barriers to participating in self-drive tours –

generated by open-end, by consumer segmentation, November 2020

### MEET THE MINTROPOLITANS

 Higher participation in domestic self-drive tours among MinTs

Figure 62: Domestic self-drive tour participation recovery, by consumer classification, November 2020

- **MinTs more willing to drive to neighbouring provinces** Figure 63: Future domestic self-drive participation, by consumer classification, November 2020
- MinTs more engaged in car hire
  Figure 64: Car hire service, by consumer classification,
  November 2020
  Figure 65: Domestic car hire budget for future self-drive tours,
  by consumer classification, November 2020

### APPENDIX - MARKET SIZE AND FORECAST

Figure 66: Forecast of domestic self-drive travellers, 2021-25

### APPENDIX - METHODOLOGY AND ABBREVIATIONS

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  |



### Report Price: £3695 | \$4995 | €4400

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

- Fan chart forecast
- Abbreviations

### **APPENDIX – OTHER CONSUMER DATA**

Attitudes towards self-drive tours

Figure 67: Attitudes towards self-drive tours



### 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.**