| г   | enormance St             | ausucs FOI LISUITE    | on www.VisitScotland.com  |                                      | Glossary  |  |  |  |  |
|---|--------------------------|-----------------------|---|--------------------------------------|---|--|--|--|--|
|   |                          |                       |   |                                      | 1. Listing Performance: This represents overall   |  |  |  |  |
| Provider's Name   |                          | - Tour Guides - Perth |   | performance of the listing on VS.com |   |  |  |  |  |
| VisitScotland ID  | 750321                   |                       |   |                                      | A. Overall Listing: This includes views to all the pages of the listing including homepage.                         |  |  |  |  |
| Date Range  | 9/25/2013                | 3/25/2014             |   |                                      | B. Homepage: This includes only views to the main page of the listing.  |  |  |  |  |
|   |                          |                       |   |                                      |   |  |  |  |  |
| Listing Performance   | Unique Views             | Total Views           | Accommodation Booking Metrics   | Total                                | Conversion Metrics: This represents how much visitors have interacted with your listing.                            |  |  |  |  |
| Overall Listing   | 102                      | 109                   | No. Of Bookings   | N/A                                  | A. Phone Number Viewed: This represents the no. of times visitors clicked on the "View Phone Number" option         |  |  |  |  |
| Homepage  | 101                      | 108                   | Value of Bookings   | N/A                                  | of your listing.  B. Website visited: This represents the no. of times  |  |  |  |  |
|   |                          |                       |   |                                      | visitors clicked on the "Visit Website" or "Website" option of your listing.  |  |  |  |  |
| Conversion Metrics  | Unique Clicks            | Total Clicks          | Due to changes in the VisitScotland.com boo<br>online bookings are not included in the above                            |                                      | C. Booking Referral: This represents the no. of times   |  |  |  |  |
| Phone Number Viewed   | 1                        | 1                     | above represent bookings made through the<br>network & Contact Centre only.   | Visitor Information Centre           | visitors clicked on the "Book Now" option of your listing.  D. Email Enquiry Sent: This represents the no. of times |  |  |  |  |
| Website URL Referral  | 9                        | 9                     | · ·   |                                      | visitors submitted an Email Inquiry to your chosen email address.   |  |  |  |  |
| Booking URL Referral  | 0                        | 0                     |   |                                      | 3. Additional Information:  |  |  |  |  |
| Email Enquiry Sent  | 0                        | 0                     | Additional Information  |                                      | A. Room /unit loaded inc guide price: Must be loaded to   |  |  |  |  |
|   |                          |                       | Room /unit loaded inc guide price   | N/A                                  | allow the VisitScotland network to complete bookings for your property  |  |  |  |  |
|   |                          |                       | Web Booking Engine (integrated)   | N/A                                  | B. Web Booking Engine (integrated): Allows your business to display a "book" button, return on a date               |  |  |  |  |
|   |                          |                       | Booking website (not integrated)  | N/A                                  | specific accommodation search and facilitate online bookings through your WBE                                       |  |  |  |  |
| Listing Conversion Rate* :  | 9%                       |                       |   |                                      | C. Booking website (not integrated): Allows your business to display a "book" button on non date specific searches, |  |  |  |  |
| *Listing Conversion rate = Sum of<br>Booking url, Phone Number viewed<br>No. of Total Views of your listing's h | , and Email Inquiry Sent | site url,<br>t /      | If you are looking for new ways to proto visitors or the travel trade you'll find http://marketingopps.visitscotland.co | nd them here:                        | linked to your own website (accessible through the extranet system , under "booking website")                       |  |  |  |  |

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| Scotand's Nacional rounom Organization<br>Buildheory Turasachil Millisachia na h-Millio | Performance Statistics For Listing on<br>www.VisitScotland.com | -        |   | ļ        | <br>  | <br> |      |       |                         |          | + |
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| This report will pull stats only from Goog  |  |          |   |          |       |      |      |       |                         |          |   |
| Please insert following details before  | e running the report   |          |   |          |       |      |      |       |                         |          |   |
| For any assistance please contact a   | analytics@visitscotland.com                                    |          |   |          |       |      |      |       |                         |          |   |
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| PROVIDER ID:  | 750321   |          |   |          |       |      |      |       |                         |          |   |
| Room /unit loaded inc guide   | N/A  |          |   |          |       | <br> |      |       |                         |          | İ |
| price<br>Web Booking Engine   |  |          |   | <b>!</b> | <br>  | <br> |      |       |                         |          | + |
| Web Booking Engine<br>(integrated)  | N/A  |          |   |          |       |      |      |       |                         |          |   |
| Booking website (not integrated)  | N/A  |          |   |          |       |      |      |       |                         |          |   |
| No. of Bookings   | N/A  |          |   |          |       |      |      |       |                         |          |   |
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