



Introduction

This report presents basic characteristics of international travel to Georgia for the period of fourth quarter of 2017. The data is provided by National Statistics Office of Georgia.

The sphere of the main interest of the report includes trips for holiday, business, visiting friends and relatives (VFR) purposes, expenditure during the trip and other reasons.

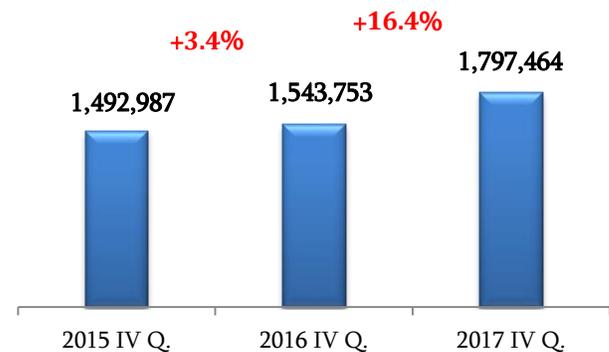
Significance of International Travel

International travel generates significant economic activity and employment in the world. Its direct contribution to World GDP and employment in 2016 was US\$ 2.3 trillion and it supported 118 million jobs. Taking account of its combined direct, indirect and induced impacts, total economic contribution in 2016 was US\$ 7.6 trillion in GDP, 292 million in jobs; US\$ 806 billion in investment; and US\$ 1.4 trillion in exports. This total contribution represents 10.2% of World GDP in 2016, 1 in 10 jobs, 4.4% of total economy investment and 6.6% of world exports.¹

International Traveler Trips

International traveler² trips in Georgia have been growing rapidly in recent years. In fourth quarter of 2017, they reached a record number of 1,797,464, representing an annual growth rate of 16.4%.

Figure 1: International Traveler Trips by years



In fourth quarter of 2017 the number of international visitor³ trips to Georgia amounted to 1,480,726. The majority of trips conducted by international visitors (excluding nonresident citizens of Georgia), 82% (1,124,210), were from neighboring countries. Only 18% (246,746) were from other countries. Armenia was the leader in terms of international visitor trips – 331,686 (an increase of 11.4%), while Azerbaijan occupied first place in terms of growth

¹ Economic Impact of Travel and Tourism 2017. Annual Update. World Travel and Tourism Council

² International traveler is someone who moves between different geographic locations for any purpose and any duration. It excludes foreign citizens who are Georgian residents and includes Georgian citizens who are foreign residents.

³ An international visitor is a traveler taking a trip to a main destination outside his/her usual environment, for less than a year, for any purpose (business, leisure or other personal purpose) other than to be employed by a resident entity in the country or place visited. The usual environment of an individual, a key concept in tourism, is defined as the geographical area within which an individual conducts his/her regular life routines. For defining the usual environment in Georgia, travelers conducting eight or more trips are excluded from the data.

(+67,002). There was also a significant growth in the number of trips by Russian (+58,359), Armenian (+34,006) and Turkish (+32,958) visitors. This growth was primarily the result of new direct flights, press trips and marketing campaigns administered by the Georgian National Tourism Administration.

Table 1: International Visitor Trips Top 5 Countries

Country	2016: IV Q.	2017: IV Q.	Change %
Armenia	297,680	331,686	+11%
Azerbaijan	246,916	313,918	+27%
Turkey	213,450	246,408	+15%
Russia	173,839	232,198	+34%
Georgia (non-resident)	98,761	109,770	+11%

The largest share of international visitor trips in Georgia, 1,164,512 (78.6%), were by land transport, followed by 300,347 (20.3%) by air transport. Trips by sea and rail were 7,993 (0.5%) and 7,874 (0.5%), respectively. The busiest border was Sadakhlo (the Armenia border), which saw 267,127 trips in fourth quarter of 2017, amounting to 18% of all trips to Georgia. This was followed by Tbilisi Airport at 17.2% and Tsiteli Khidi (the Azerbaijan border) at 17.2%.

Table 2: International Visitor Trips by Borders

Border Type	2016: IV Q.	2017: IV Q.	Change %
Land	981,836	1,164,512	+19%
Air	229,355	300,347	+31%
Sea	8,323	7,993	-4%
Railway	5,768	7,874	+37%

A total of 58.5% (865,650) trips included at least one over-night stay, which by definition is a tourist trip. 41.5% were day trips (615,076).

What are the main purposes of international visitors?

International visitors most often travel for holiday, leisure or recreation purposes (28.7%). Other frequently observed visiting purposes include visiting friends or relatives (25.6%), transit (18.5%), shopping (11.4%) and business/professional trips (10.5%). Only 1.6% of visitors reported other purposes (Figure 2).

Figure 2: Purpose of Visit



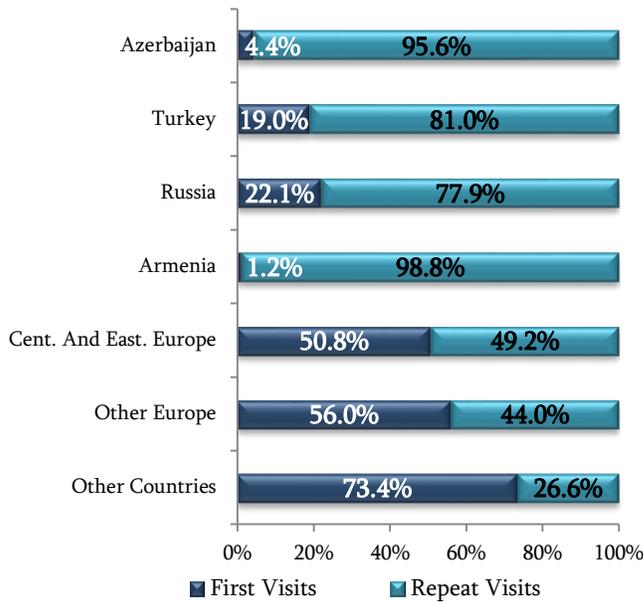
What is the share of the first time visits?

Out of the total visits, 81.5% were repeat visits and 18.5% traveled to Georgia for the first time. Thus, Georgia had up to 274,072 new visits within the period covered.

Most of the neighboring country residents have traveled to Georgia before. The highest share of repeat visits was observed among the residents of Armenia (98.8%), Azerbaijan (95.6%), Turkey (81%) and Russia (77.9%). In contrast, for many Europeans or residents of other countries, it was their first visit to Georgia (Central and Eastern Europe – 50.8%; other Europe – 56%; other countries – 73.4%) (Figure 3).



Figure 3: Visit Practice



How long do they travel for?

Visitors' average duration of stay was 3.5 nights and varied by country of residence. Visitors from neighboring countries tended to stay for short periods except visitors from Russia, who spent on average 5.5 nights in Georgia (Table 3).

Duration of stay was high for visitors from Europe (Central and Eastern Europe-9 nights, Other Europe 9 nights) and other country (6.8 nights) categories.

Table 3: Duration of Stay

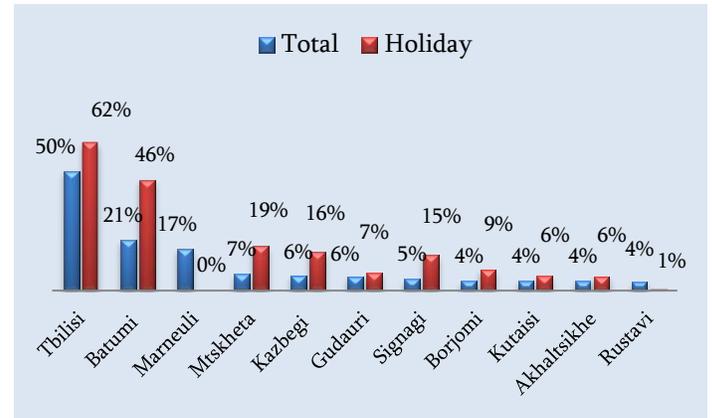
Country of residence	Average Overnights
Azerbaijan	2.0
Turkey	1.9
Russia	5.5
Armenia	1.4
Cent. And East. Europe	9.0
Other Europe	9.0
Other Countries	6.8

What cities and regions do international visitors visit?

49.9% of the international trips were made to the capital city of Georgia, followed by 21% trips to Batumi. Other destinations were less visited. Among them Marneuli was the most popular (17.2%). Some other widely visited destinations were the following: Mtskheta (6.8%), Kazbegi (6.2%), Gudauri (5.9%), Signagi (4.9%),

Borjomi (4.1%), Kutaisi (3.8%), Akhaltsikhe (3.8%) and Rustavi (3.6%) (Figure 4).

Figure 4: Most Visited Destinations



Most international trips on the regional level were made to the region Lower Kartli 24.2%, Adjara was the next with 21.3% and Mtskheta-Mtianeti 15.1%. Other regions with significant number of visits were Samtskhe-Javakheti 12.6%, Kakheti 8.7% and Imereti 4.1%.

What sources did international visitors use to find information?

Prior to traveling to Georgia, international visitors used various sources for obtaining information. 47.6% learned about the country from their friends or relatives, while 11.3% obtained information from the internet. More than a half of the visitors (62.7%) obtained information about the country from their previous visits. As expected, first time visitors used more information sources prior to the trip. "Friends and relatives" was most frequently applied information source 69.1%, while 40.8% obtained information on Georgia from the internet (Figure 5).



Figure 5: Information Sources

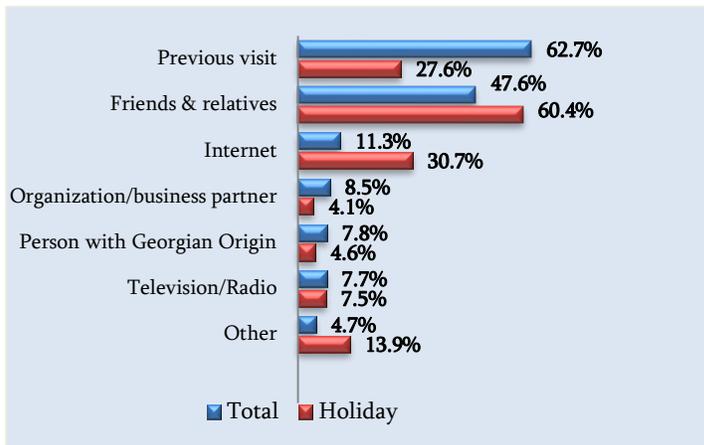
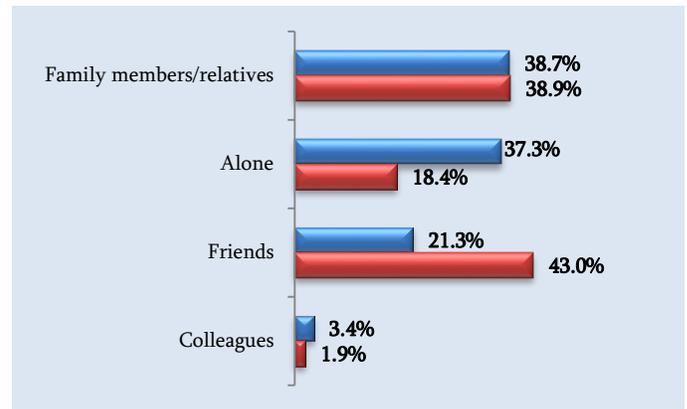


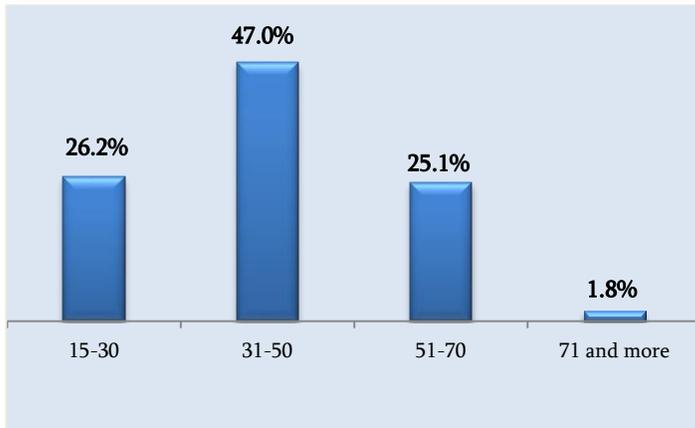
Figure 7: Persons Accompanying on Trip



What is the age and sex profile of international travelers?

The majority of the visitors surveyed were male (male – 66.5%; female – 33.5%). Visitors between 31-50 years old were the largest age group (47%) (Figure 6).

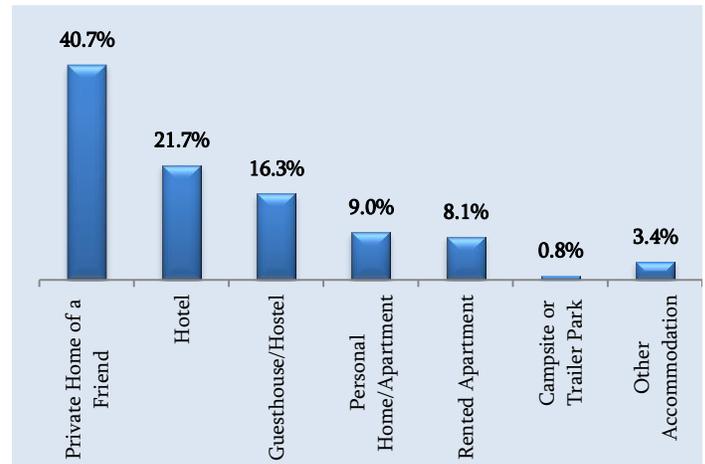
Figure 6: Age Groups



What accommodation types do they use?

Total nights spent by international visitors were 5,189,858. The most nights were spent in friends and relatives house 40.7%, while 21.7% of the nights were spent in hotel. Other types of accommodation are less utilized by international visitors (Figure 8).

Figure 8: Accommodation



Who do international visitors travel with?

38.7% of the international trips were made with family members/relatives, followed by trips alone (37.3%). Up to 21.3% of visitors were accompanied by friends (Figure 7).



How much do international travelers spend?

Total expenditure by international visitors during the estimation period was over 1.3 billion GEL and the average expenditure per visit was GEL 844.

The largest shares of visitors' expenditure go on served food and drinks (24% of total expenses) and accommodation (21.2% of total expenses). 17.8% of expenditure was made on Cultural and Entertainment Services and only 13.8% was spent on shopping. Detailed breakdown of expenditures is given below (Table 4).

Table 4: Expenditures

Expenditure Components	Total Expenditure GEL (Thousand GEL)	Share of Total Expenditure
Served Food and Drinks	300,377	24.0%
Accommodation	265,210	21.2%
Cultural and Entertainment Services	222,235	17.8%
Shopping	172,164	13.8%
Domestic Ground Transportation	113,695	9.1%
Other Expenditure	176,369	14.1%

Visitors from "Other Countries" had the highest spending pattern and spend on average 2,015 GEL, followed by residents from "Other Europe" 1,766. Among the neighboring countries, the residents of Turkey had the highest average expenditure (1,041 GEL), while Azerbaijanis' spent only 384 GEL on average, which is the lowest indicator (Table 5).

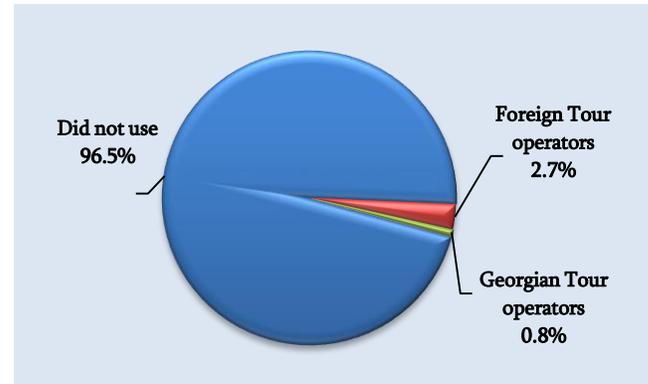
Table 5: Average Expenditures by Countries

Country Of Residence	Average Expenditure (GEL)
Azerbaijan	384
Turkey	1,041
Russia	979
Armenia	413
Central and Eastern Europe	1,644
Other Europe	1,766
Other Countries	2,015

How many trips are part of tourist package?

Majority of international trips (96.5%) were conducted without utilizing tourist package. In total 114.2 million Gel was spent on tourist package expenditures in the fourth quarter of 2017 (Figure 9).

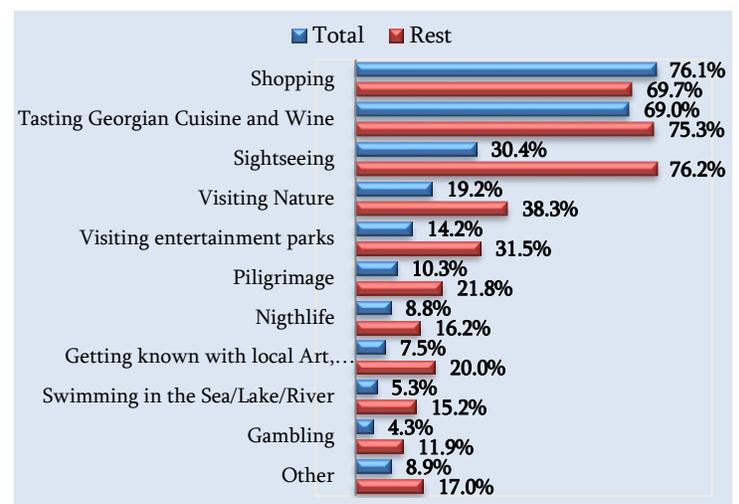
Figure 9: Utilization of a Tourist Package



What are the popular activities and attractions?

Among the activities undertaken by visitors were: Shopping (76.1%), tasting Georgian cuisine and wine (69%) and sightseeing, visiting cultural and historical heritage, museums (30.4%) (Figure 10).

Figure 10: Activities



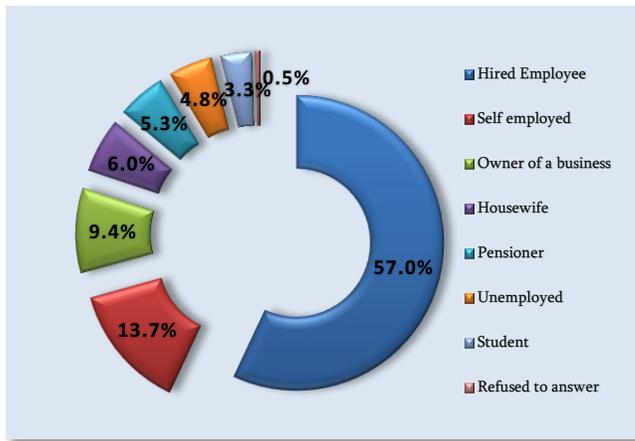
How satisfied are international visitors?

With regard to general satisfaction, 54.2% was very satisfied with the visit, 32.9% was satisfied and only 0.1% did not answer the question.

Who are international visitors by occupation?

Majority of international trips were conducted by hired employees (57%), followed by self-employed (without employed persons) visitors 13.7% and Owners of a business (which employs others) 9.4% (Figure 11).

Figure 11: International Visits by Occupation



Methodology

This report is based on the survey data provided by National Statistics Office of Georgia. The data was gathered via a survey using quantitative research techniques based on the recommendations of the United Nations World Tourism Organization.

Interviews were conducted with international visitors aged 15 years or older who were leaving Georgia. The interviews took place at the checkpoints of each type of border (land, airport, railway and port).

Table 6: Sample Size by Borders

Type	Border	Sample Size
Airport	Airport Tbilisi	1572
Airport	Airport Batumi	240
Airport	Airport Kutaisi	300
Land	Sarpi	4392
Land	Vale	252
Land	Ninotsminda	432
Land	Sadakhlo	1488
Land	Tsiteli Khidi	1752
Land	Tsodna	504
Land	Kazbegi	1068

The document reports statistics of data gathered through 12,000 interviews. A stratified systematic sample method was applied to select respondents. The border checkpoint type was taken as a stratification variable. Data of border checkpoints was provided by ministry of internal affairs, information-analytical department. The final sampling unit was a resident of a foreign country aged 15 years and over. A brief description of the methodology is summarized below:

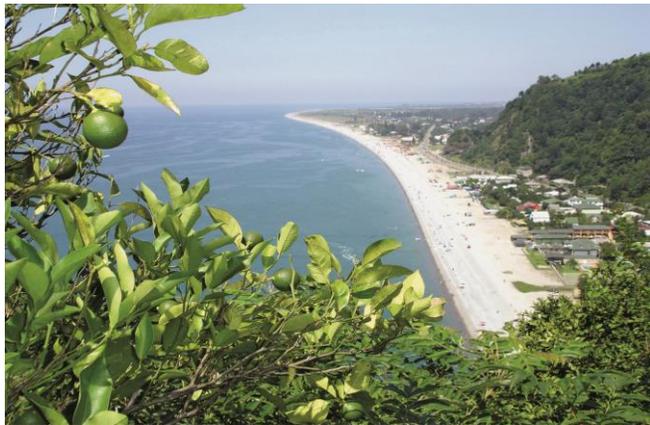
Table 7: Description of Survey Methodology

Survey method	Quantitative research
Survey technique	Face to face interviews
Survey areal	Georgia
Target group	International visitors aged 15 years or older
Sample size	12,000 respondents
Duration of interview	10-12 minutes



The data according to the country of residence is analyzed separately for neighboring countries – Turkey, Russia, Azerbaijan and Armenia. Other countries are grouped in three categories – Central and Eastern Europe, Other Europe and Other Countries.

In the category “Central and Eastern Europe” are grouped the following countries: Belarus, Bulgaria, Czech Republic, Estonia, Hungary, Kazakhstan, Kyrgyzstan, Latvia, Lithuania, Moldova, Poland, Romania, Slovakia, Tajikistan, Turkmenistan, Ukraine and Uzbekistan.



In the category “Other Europe” the following countries are grouped: Austria, Belgium, Croatia, Denmark, Finland, France, Germany, Greece, Ireland, Israel, Italy, Malta, Norway, Netherlands, Spain, Sweden, Switzerland and the United Kingdom.

Those countries that were not placed in any of the above mentioned groups, due to small samples, were consequently grouped as “Other” Countries.

This report was prepared by the Research and Planning Department of Georgian National Tourism Administration.

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Report is uploaded on the website of Georgian National Tourism Administration: www.gnta.ge