

Table 1: International Visitor Trips Top 5 Countries

Country	2017: III Q.	2018: III Q.	Change %
Russia	490,688	582,730	+18.8%
Azerbaijan	444,584	494,462	+11.2%
Armenia	458,469	439,814	-4.1%
Turkey	332,978	376,663	+13.1%
Georgia (nonresident)	134,918	136,999	+1.5%

The largest share of international visitor trips in Georgia, 1,937,039 (73.1%), were by land transport, followed by 667,052 (25.2%) by air transport. Trips by rail and sea were 36,340 (1.4%) and 9,230 (0.3%), respectively. The busiest border was Sarpi (the Turkish border), which saw 508,599 trips in third quarter of 2017, amounting to 19.2% of all trips to Georgia. This was followed by Airport Tbilisi at 18%, and Kazbegi (the Russia border) at 17.2%.

Table 2: International Visitor Trips by Borders

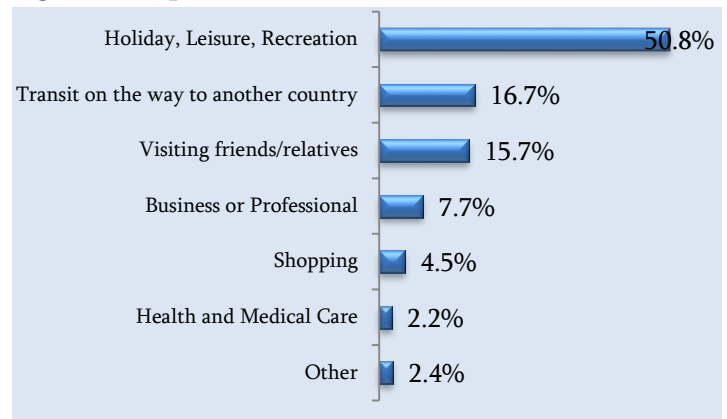
Border Type	2017: III Q.	2018: III Q.	Change %
Land	1,807,004	1,937,039	+7.2%
Air	579,465	667,052	+15.1%
Railway	30,262	36,340	+20.1%
Sea	9,180	9,230	+0.5%

A total of 69.4% (1,838,328) trips included at least one over-night stay, which by definition is a tourist trip. 30.6% were day trips (811,333).

What are the main purposes of international visitors?

International visitors most often travel for holiday, leisure or recreation purposes (50.8%). Other frequently observed visiting purposes include transit (16.7%), visiting friends or relatives (15.7%), business/professional trips (7.7%) and shopping (4.5%). Only 2.4% of visitors reported other purposes (Figure 3).

Figure 3: Purpose of Visit

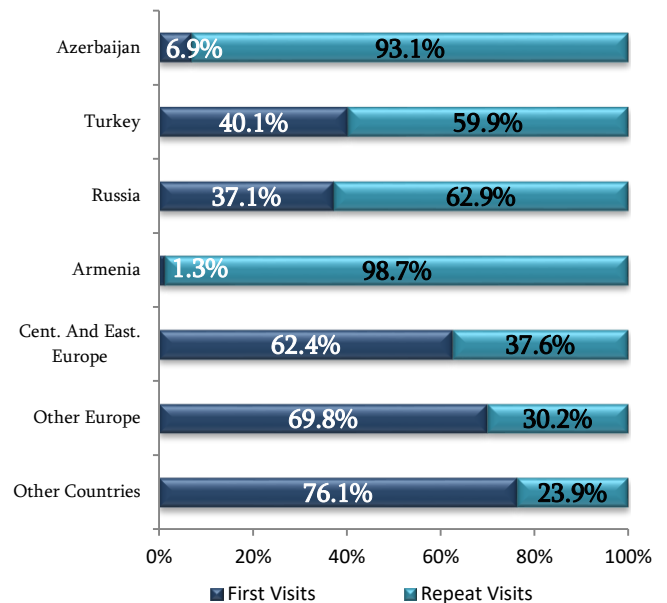


What is the share of the first time visits?

Out of the total visits, 67% were repeat visits and 33% traveled to Georgia for the first time. Thus, Georgia had up to 874,614 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 (98.7%), Azerbaijan (93.1%), Russia (62.9%) and Turkey (59.9%). In contrast, for many Europeans or residents of other countries, it was their first visit to Georgia (Central and Eastern Europe – 62.4%; other Europe – 69.8%; other countries – 76.1%).

Figure 4: Visit Practice



How long do they travel for?

Visitors' average duration of stay was 4.9 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 7.5 nights in Georgia (Table 3).

Duration of stay was high for visitors from Europe (Central and Eastern Europe-7.9 nights, Other Europe 8.9 nights) and other country (7.2 nights) categories.

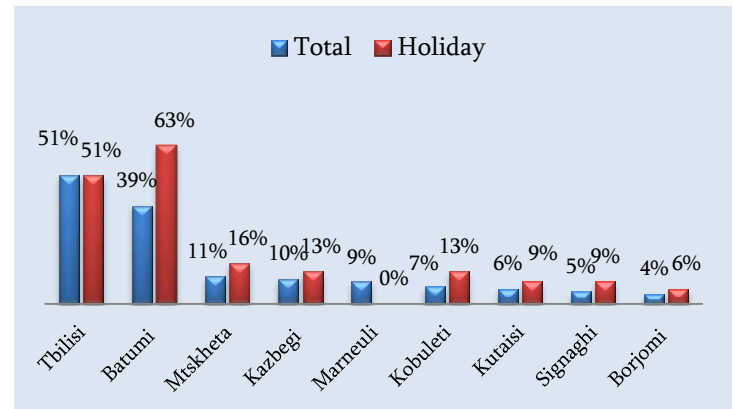
Table 3: Duration of Stay

Country of residence	Average Overnights
Azerbaijan	2.8
Turkey	1.3
Russia	7.5
Armenia	2.7
Cent. And East. Europe	7.9
Other Europe	8.9
Other Countries	7.2

What cities and regions do international visitors visit?

50.8% of international trips were made to the capital city of Georgia, followed by 38.9% trips to Batumi. Other destinations were less visited. Among them Mtskheta was the most popular (10.7%). Some other widely visited destinations were the following: Kazbegi (9.9%), Marneuli (9%), Kobuleti (7.4%), Kutaisi (5.7%), Signaghi (5.4%) and Borjomi (3.9%) (Figure 5).

Figure 5: Most Visited Destinations



Most international trips on the regional level were made to the seaside region Adjara 42.3%, Mtskheta-Mtianeti was next with 19.3% and Lower Kartli 12.5%. Other regions with significant number of visits were Kakheti 9%, Samtskhe-Javakheti 8.1% and Imereti 6.3%.

What sources did international visitors use to find information?

Prior to traveling to Georgia, international visitors used various sources for obtaining information. 57.5% learned about the country from their friends or relatives, while 19.1% obtained information from the internet. About a half of the visitors (49.4%) 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 72%, while 40.8% obtained information on Georgia from the internet (Figure 6).

Figure 6: Information Sources

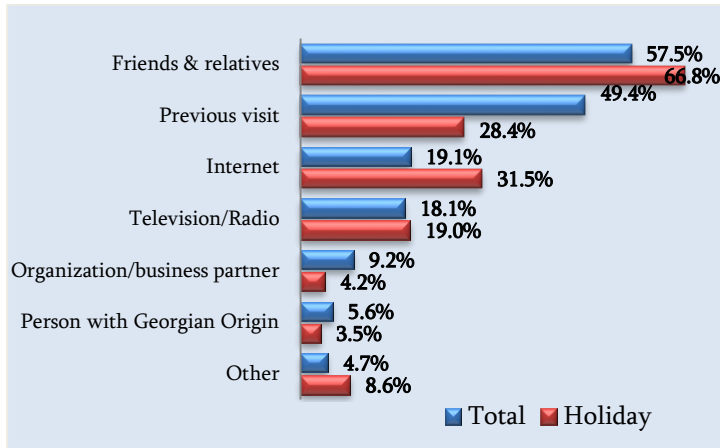
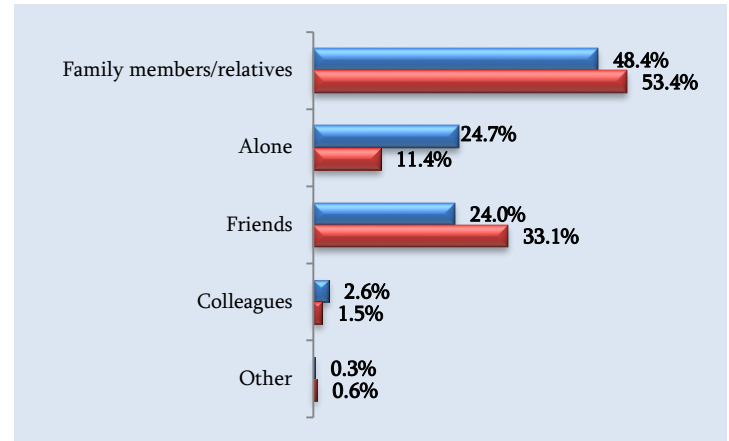


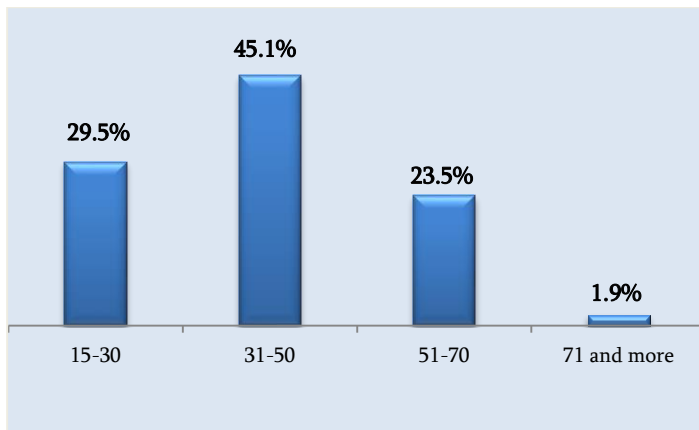
Figure 8: Persons Accompanying on Trip



What is the age and sex profile of international travelers?

The majority of the visitors surveyed were male (male – 54.7%; female – 45.3%). Visitors between 31-50 years old were the largest age group (45.1%) (Figure 7).

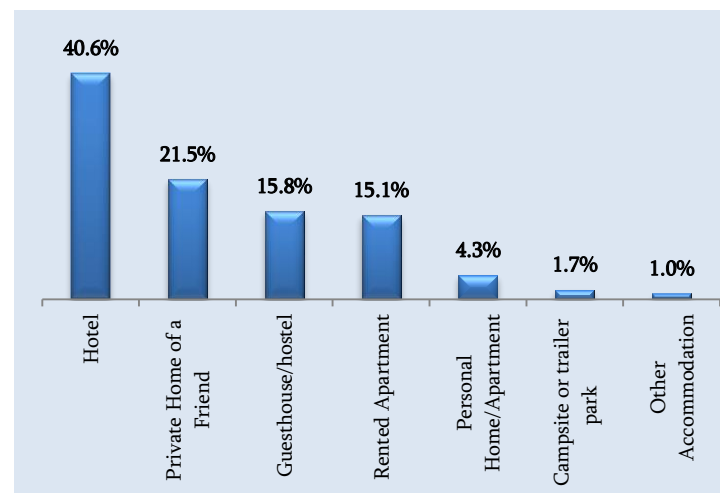
Figure 7: Age Groups



What accommodation types do they use?

Total nights spent by international visitors were 12,886,638. The most nights were spent in hotel 40.6%, while 21.5% of the nights were spent in friends and relatives house. Other types of accommodation are less utilized by international visitors (Figure 9).

Figure 9: Accommodation



Who do international visitors travel with?

24.7% of the international trips were made alone to Georgia, while others had at least one companion during the trip. A typical companion is a family member/relative (48.4%). Up to 24% of visitors were accompanied by friends (Figure 8).

How much do international travelers spend?

Total expenditure by international visitors during the estimation period was over 3.1 billion GEL and the average expenditure per visit was GEL 1,179.

The largest shares of visitors' expenditure go on served food and drinks (30.1% of total expenses) and accommodation (25.8% of total expenses). 18.8% of expenditure was made on Cultural and Entertainment Services and only 11.2% 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	941,873	30.1%
Accommodation	805,270.2	25.8%
Cultural and Entertainment Services	587,433.8	18.8%
Shopping	350,677.9	11.2%
Domestic Ground Transportation	210,362.2	6.7%
Other Expenditure	228,401.7	7.3%

Visitors from "Other Europe" had the highest spending pattern and spend on average 2,747.6 GEL, followed by residents from "Other Countries" 2,393.5. Among the neighboring countries, the residents of Russia had the highest average expenditure (1,513.7 GEL), while residents of Azerbaijan spent only 430.6 GEL on average, which is the lowest indicator (Table 5).

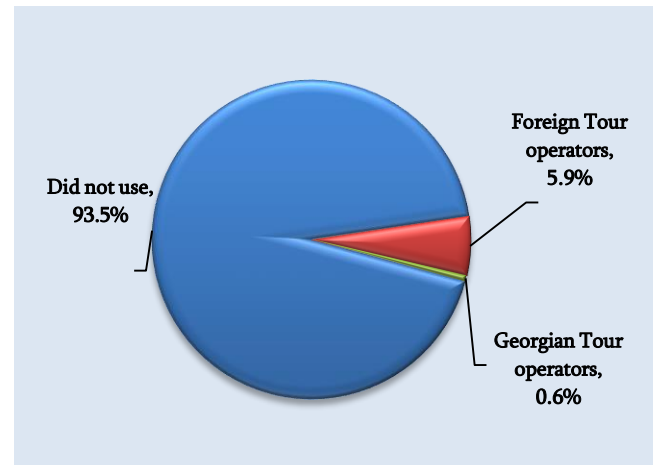
Table 5: Average Expenditures by Countries

Country Of Residence	Average Expenditure (GEL)
Azerbaijan	430.6
Turkey	654.6
Russia	1,513.7
Armenia	565.4
Central and Eastern Europe	1,708.1
Other Europe	2,747.6
Other Countries	2,393.5

How many trips are part of tourist package?

Majority of international trips (93.5%) were conducted without utilizing tourist package. In total 389.5 million Gel was spent on tourist package expenditures in third quarter of 2018 (Figure 10).

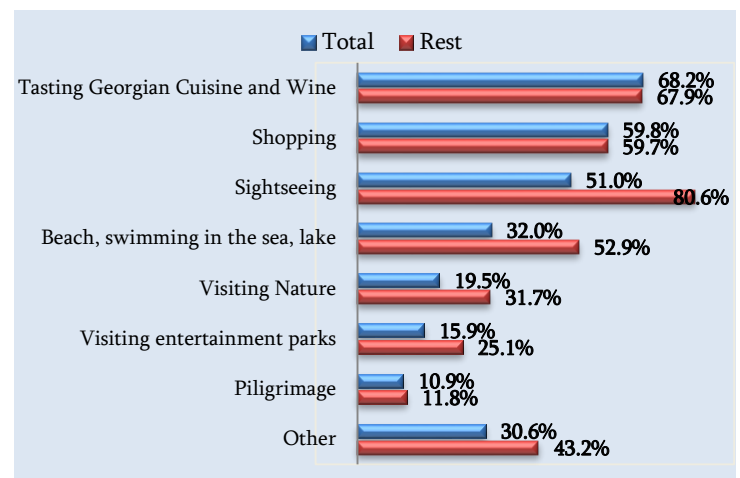
Figure 10: Utilization of a Tourist Package



What are the popular activities and attractions?

Among the activities undertaken by visitors were: tasting Georgian cuisine and wine (68.2%), Shopping (59.8%) and sightseeing, visiting cultural and historical heritage, museums (51%) (Figure 11).

Figure 11: Activities



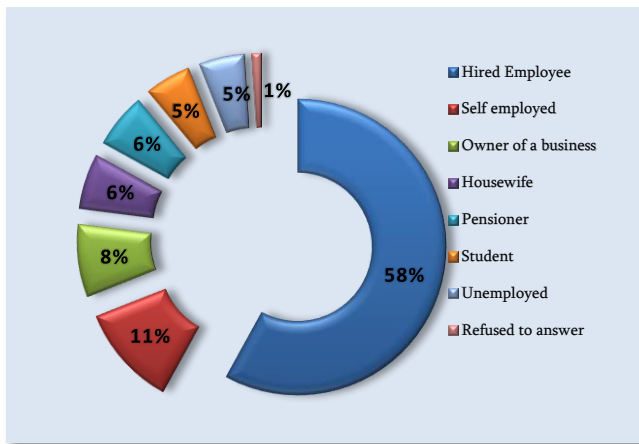
How satisfied are international visitors?

With regard to general satisfaction, 55.3% was very satisfied with the visit, 33% was satisfied and only 1.1% did not answer the question.

Who are international visitors by occupation?

Majority of international trips were conducted by hired employees (58.3%), followed by self-employed (without employed persons) visitors 11% and Owners of a business (which employs others) 8.4% (Figure 12).

Figure 12: 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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