



2016 Edition



Lesotho Tourism Development Corporation

July 2017

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FOREWORD



Statistical information on tourism and its subsectors is crucial in improving and advancing the sector. Government, the private sector and all stakeholders are able to monitor progress, forecast and make informed decisions regarding policy related issues.

This annual report will examine the last three years of tourism in Lesotho and give a snapshot of the current state and performance of the industry. To date, this is the third publication of its kind and is solely and exclusively produced by the Lesotho Tourism Development Corporation (LTDC).

This edition will present arrivals and accommodation data that is predominantly derived from Lesotho's

main ports of entry and accommodation establishments within the country.

Similar to the last two years, additional data regarding arrival statistics was supplied by STATS SA (Statistics South Africa) so as to supplement and compliment arrivals data that were otherwise unobtainable from some ports of entry. Data was mainly unobtainable from these ports of entry because of the dysfunctional automated border control systems that were implemented in 2014.

On behalf of the Lesotho Tourism Development Corporation I would like to thank Statistics South Africa (STATS SA) for their valuable and continuous support in furnishing us with arrivals data. Furthermore I would like to thank all accommodation establishments for their timely completion and provision of accommodations data. In addition I would further like to make a plea to all accommodation establishments that are struggling to complete and provide data on time to please do so in the coming period.

To all our readers and stakeholders, I hope that this report will attain its

objective and provide the much needed information on sector. We hope that all

readers will be able to track progress on tourism arrivals and accommodation statistics as well as identify emerging and declining markets both at regional and international levels.

It is absolutely true that all we are armed with is research! Knowledge and Statistics are fundamental for success. We truly hope that the insights provided in this report will be informative and useful.

Thank you.

A handwritten signature in black ink, appearing to read 'Mpaiphele D. Maqutu', written over a horizontal line.

Mpaiphele D. Maqutu
Chief Executive Officer

1. ANNUAL TOURISM PERFORMANCE 2016

1.1. KEY HIGHLIGHTS OF LESOTHO'S TOURISM SECTOR

- The number of international arrivals in 2016 increased by 10.5 percent reaching a total of 1, 196, 214 visitors with the strongest growth seen in the European (11.2 percent) and African (11.0 percent) continents.
- In 2016, the top five regional markets represented 94.0 percent of all international arrivals while the top five overseas markets represented 3.2 percent.
- Expenditure from accommodation establishments grew by 2.7 percent to M844 million in 2016 from M822 million in 2015.
- Although sourced from the 2016's visitor survey results, VFR & Religion visitors represented 61.0 percent of all arrivals while Holiday represented 28.0 percent and Business 11.0 percent respectively.
- Overall, the occupancy rate for the 2016 was 21.0 percent, a slight increase compared to the previous year which was 19.0 percent.
- In 2016 direct employment declined by 5.7 percent where 53 percent of all workers were skilled and 47 percent were unskilled.

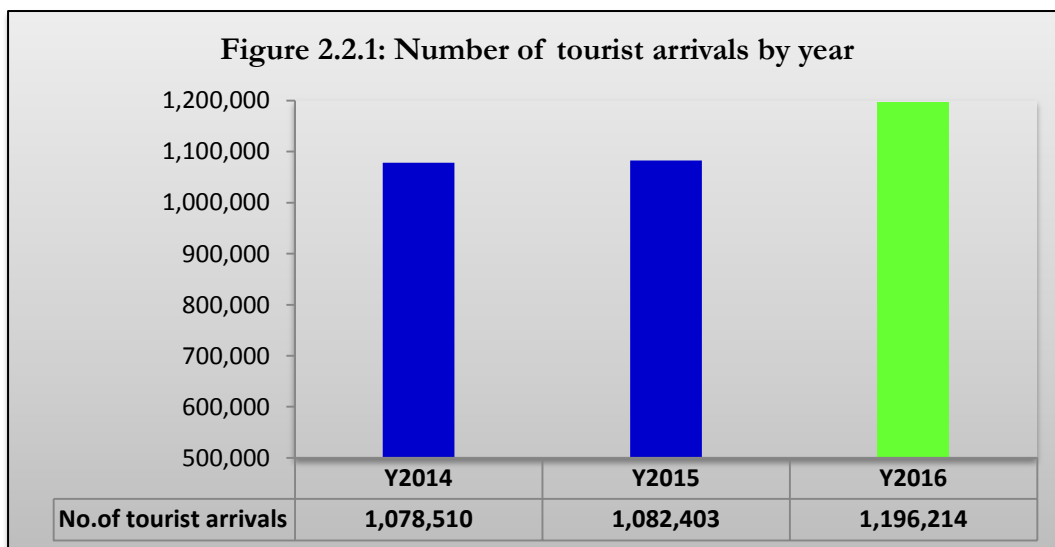
2. ARRIVAL STATISTICS

2.1. TRACKING TOURISM DEMAND

International visitation to the Kingdom of Lesotho has maintained consistent growth in arrivals over the past three years. Visitors increased from 1, 078, 510 in 2014 to 1, 196, 214 million in 2016 where the vast majority of these visitors were predominantly from South Africa (Lesotho's one and only neighbouring country).

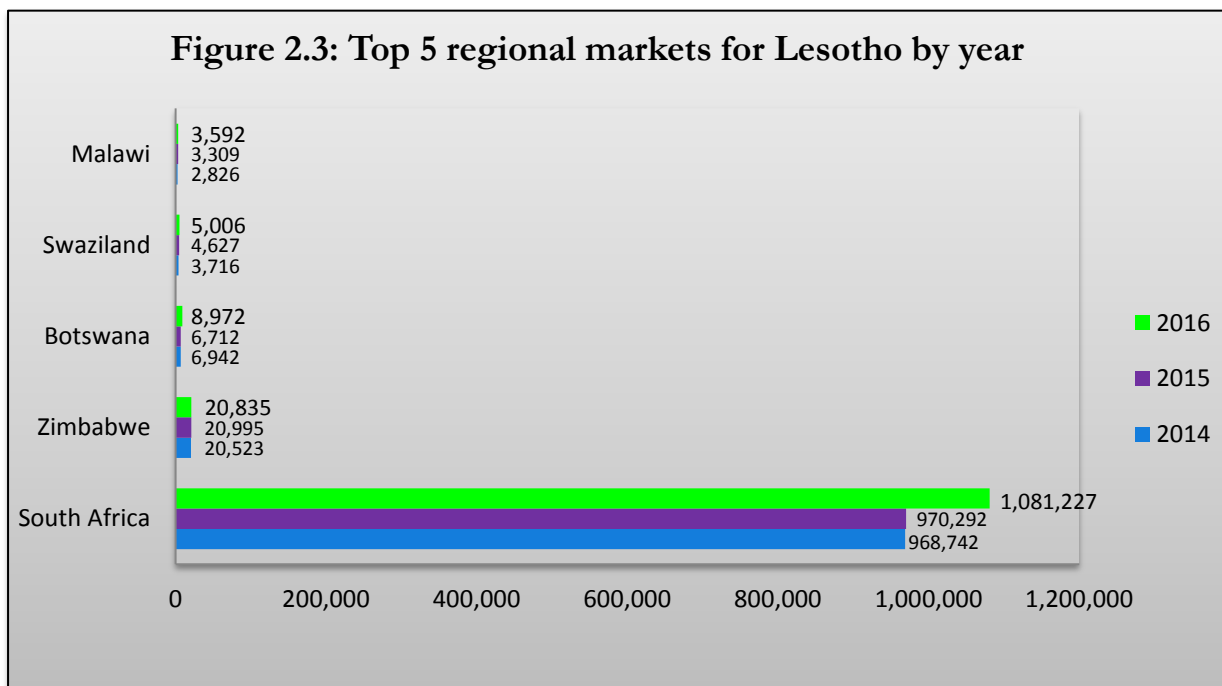


2.2. TOURISM ARRIVALS BY YEAR



The above graph shows trends in Lesotho’s inbound tourism from 2014 to 2016. Between 2014 and 2016, international arrivals to Lesotho grew by 10.9 percent posting an increase of 117, 704 arrivals over the three years. Furthermore the chart illustrates that the number of arrivals from 2015 to 2016 grew by 10.5 percent reaching a record of 1, 196, 214 arrivals in 2016.

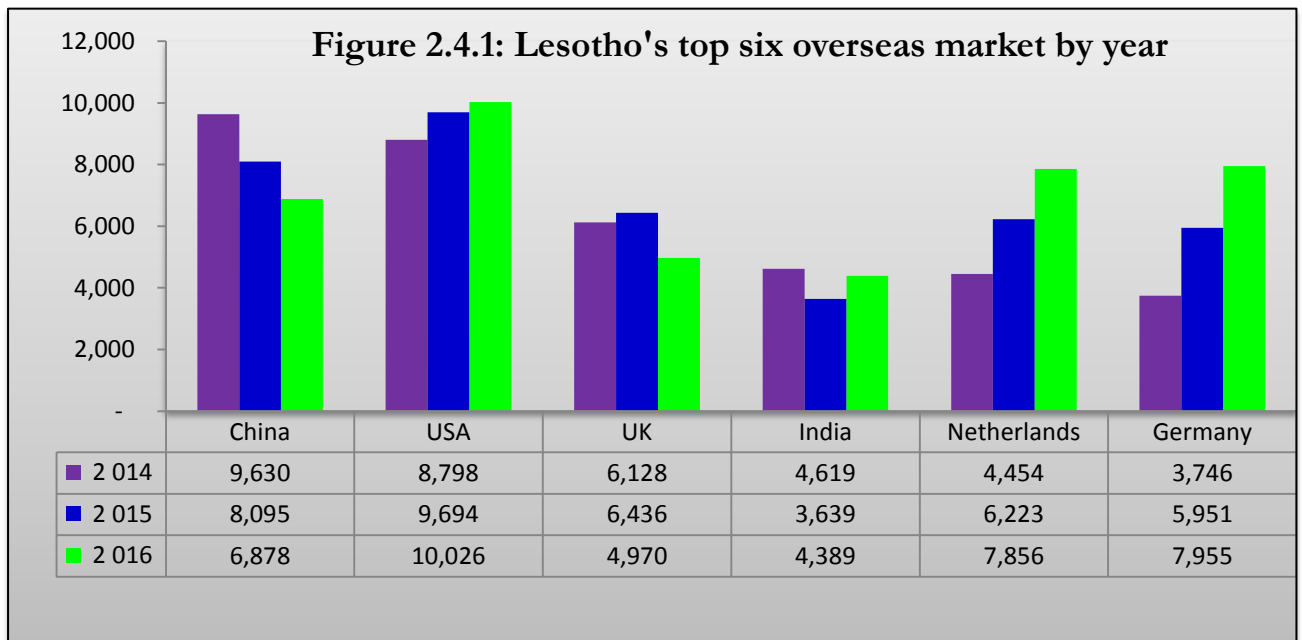
2.3. TOP 5 REGIONAL MARKETS FOR LESOTHO BY YEAR



The top five regional inbound markets for Lesotho in 2016 accounted for almost 93.6 percent of all visitor arrivals. From the analysis it is evident that this proportion has been trending upwards since the same markets accounted for 93.0 percent in 2014 and 2015 respectively. From the above chart it is also apparent that the top five regional markets have been the same over the three years with South Africa being the lead source market. All regional markets except Zimbabwe displayed an increase in the number of visitors from 2015 to 2016. In 2016 Botswana was the strongest performing market, up by 33.7 percent.



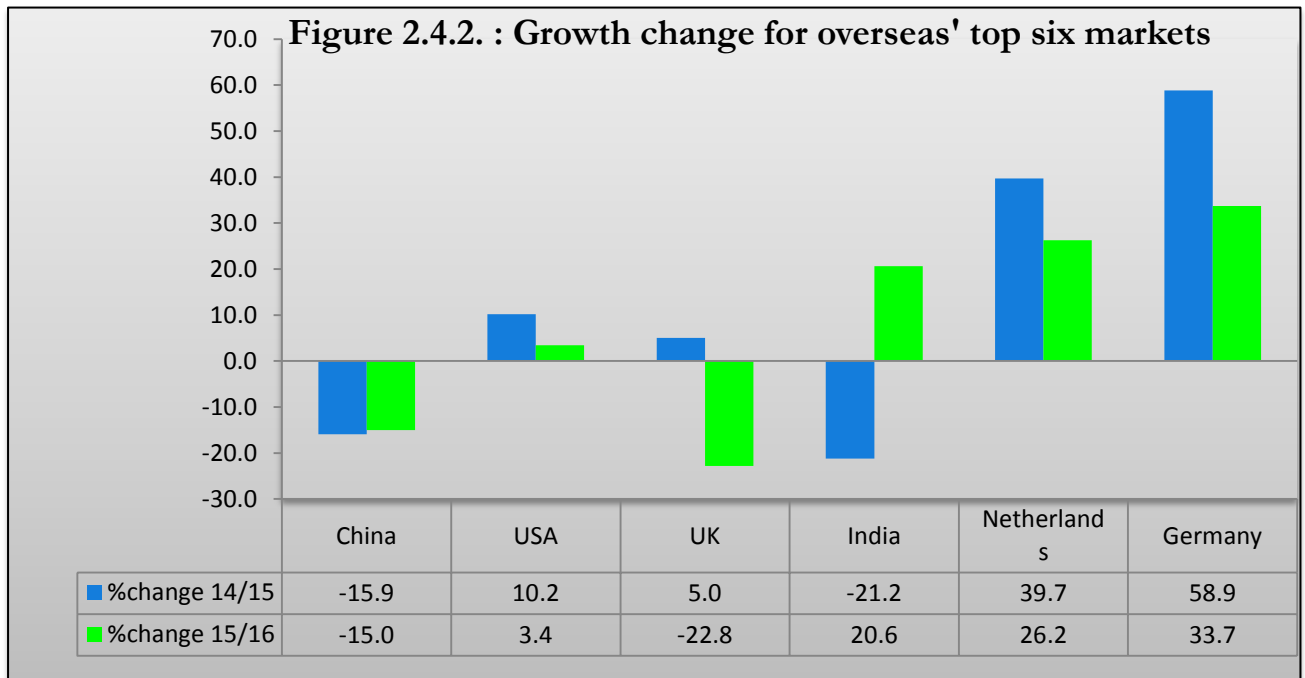
2.4.1. TOP SIX OVERSEAS MARKETS FOR LESOTHO



Growth has not been consistent for Lesotho's top six overseas markets over the last three years, as shown by Figure 2.4.1. USA, Netherlands and Germany are the only source markets that displayed a consistent growth over the years. China experienced a decline in arrivals during both years; in 2015 it was down by 15.9

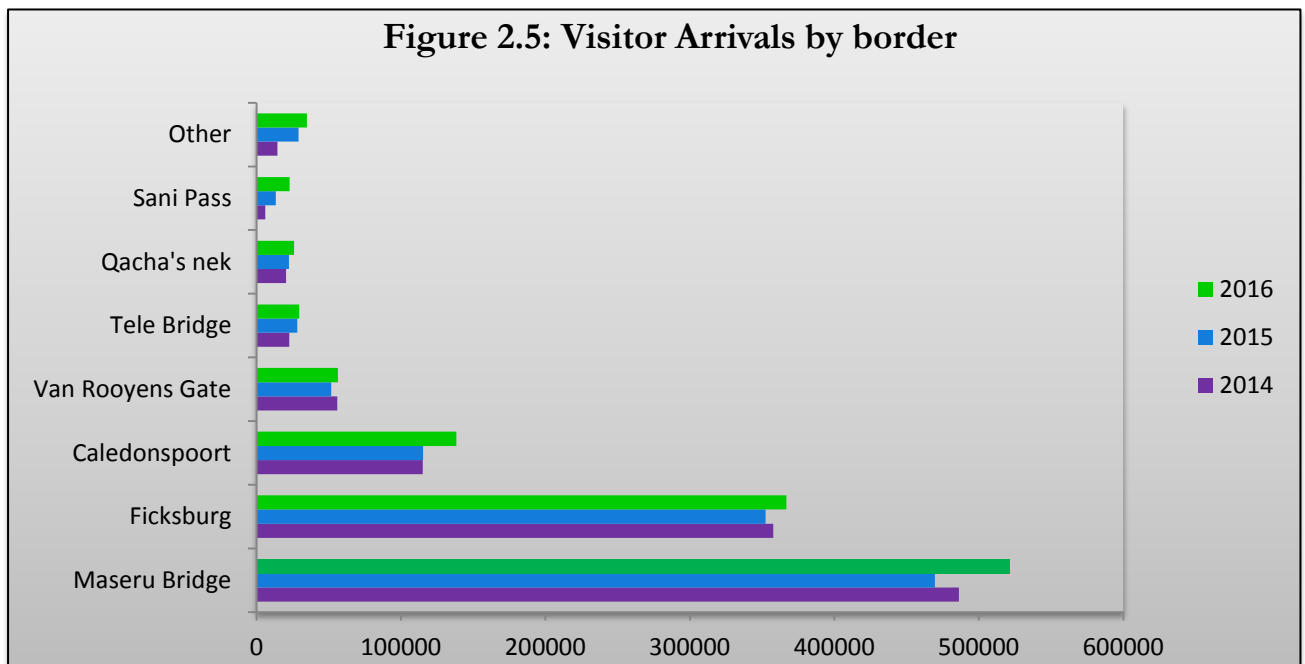
percent while in 2016 was down by -15.0 percent. In 2016 UK experienced a decline of -22.8 percent while India experienced a growth of 5.0 percent.

2.4.2. TOP SIX OVERSEAS MARKET'S GROWTH CHANGE



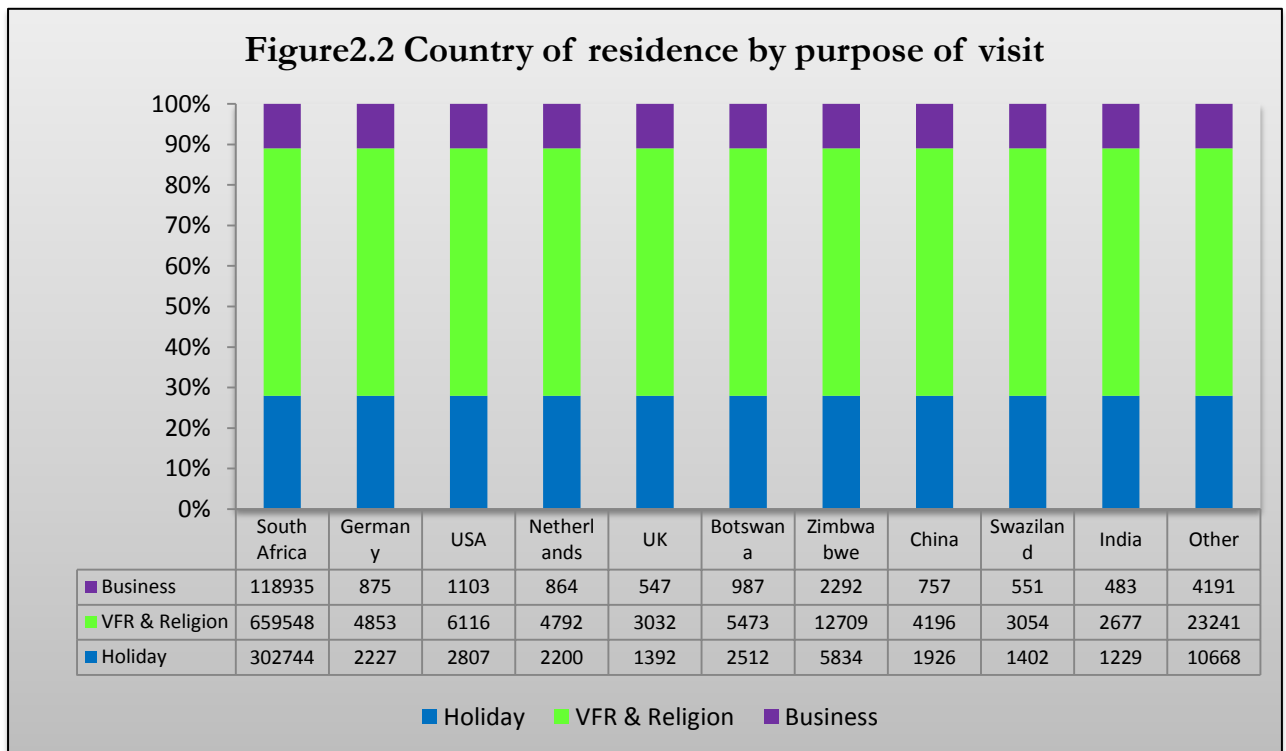
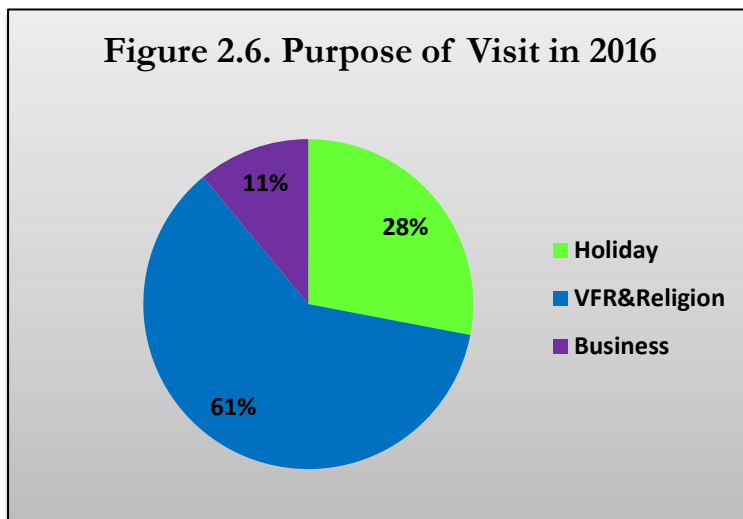
Looking over the last three years, the fastest growing markets have been Germany and Netherlands. In 2015 they grew by 58.9 percent and 39.7 percent respectively while in 2016 they grew by 33.7 percent and 26.2 percent respectively. Although these markets have displayed a strong growth over three years, the above analysis still indicates that their total market share is still very low implying that aggressive strategies need to be implemented. From the chart India has revealed a significant improvement from 2015 to 2016 portraying a strong growth in the number of Indians that visit Lesotho while USA has shown a decline in its growth rate from 2015 to 2016 (down from 10 percent to 3.4 percent).

2.5. PORT OF ENTRY



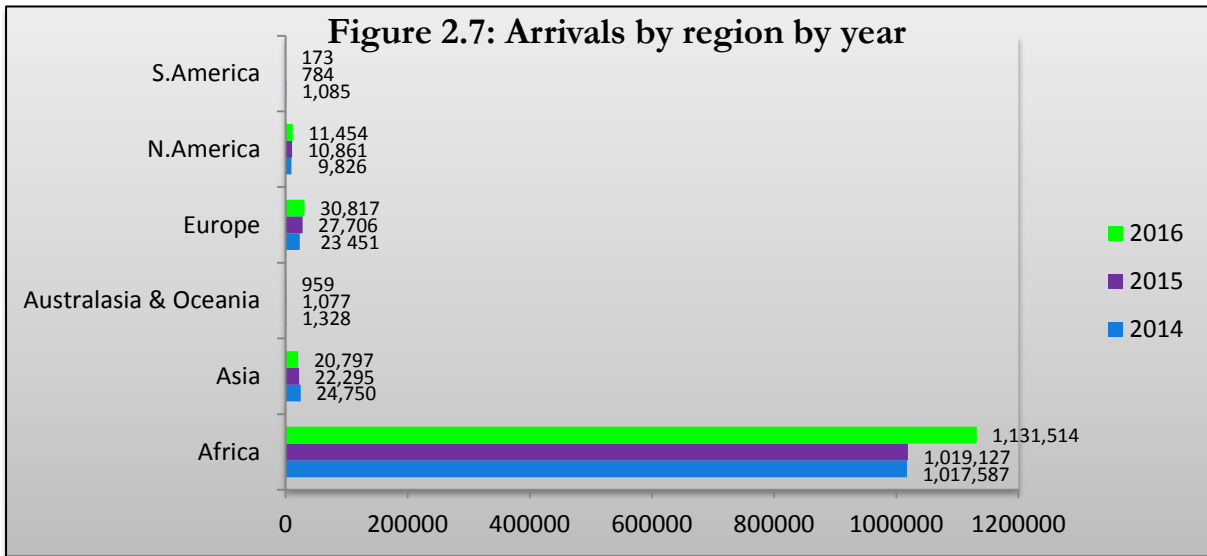
From the chart above it is observed that for the past three years Maseru has been handling the bulk of Lesotho's international arrivals. In 2016 its market share was 43.6 percent (521, 647 arrivals) posting a percentage increase of 11.1 percent from the previous year. Analysing visitor movements further, Maputsoe Bridge (366, 770) and Caledonspoort (138, 246) survived their position as the second and third busiest borders respectively. Furthermore, similar to the year 2015, year 2016 saw Sani Pass recording a robust growth of 72.8 percent.

2.6. PURPOSE OF VISIT

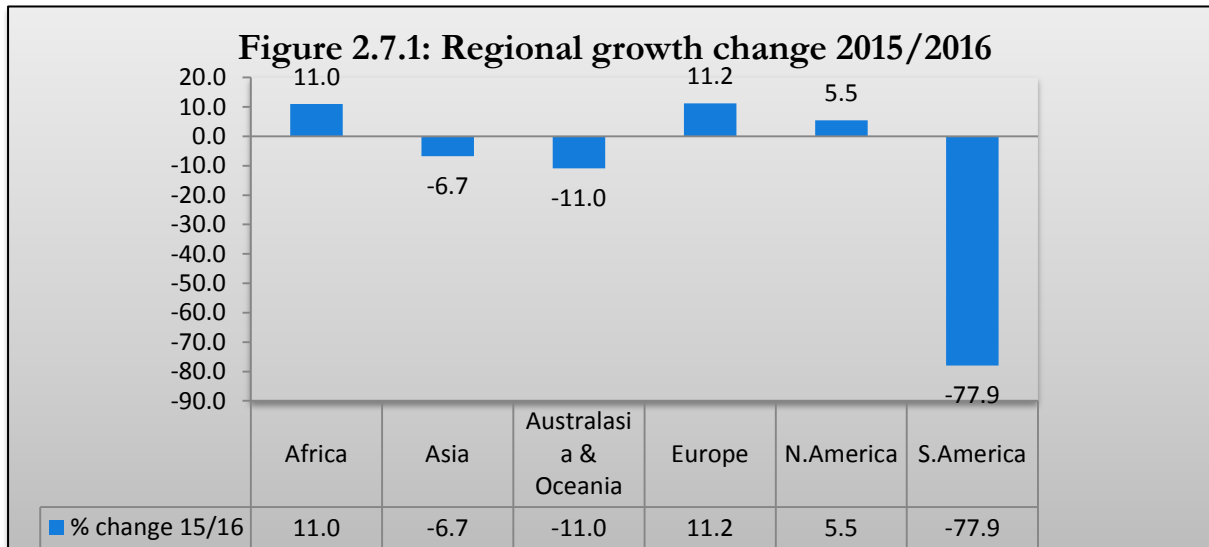


Lesotho’s visitors reported “visiting friends and relatives (VFR)” as their main purpose of visit (61.0 percent). Holiday and Business segments accounted for 28.0 percent and 11.0 percent respectively. South Africa had the highest proportion of holiday visitors (90.0 percent) followed by Zimbabwe (2.0 percent) and the rest of the world (8.0 percent).

2.7. ARRIVALS BY REGION BY YEAR

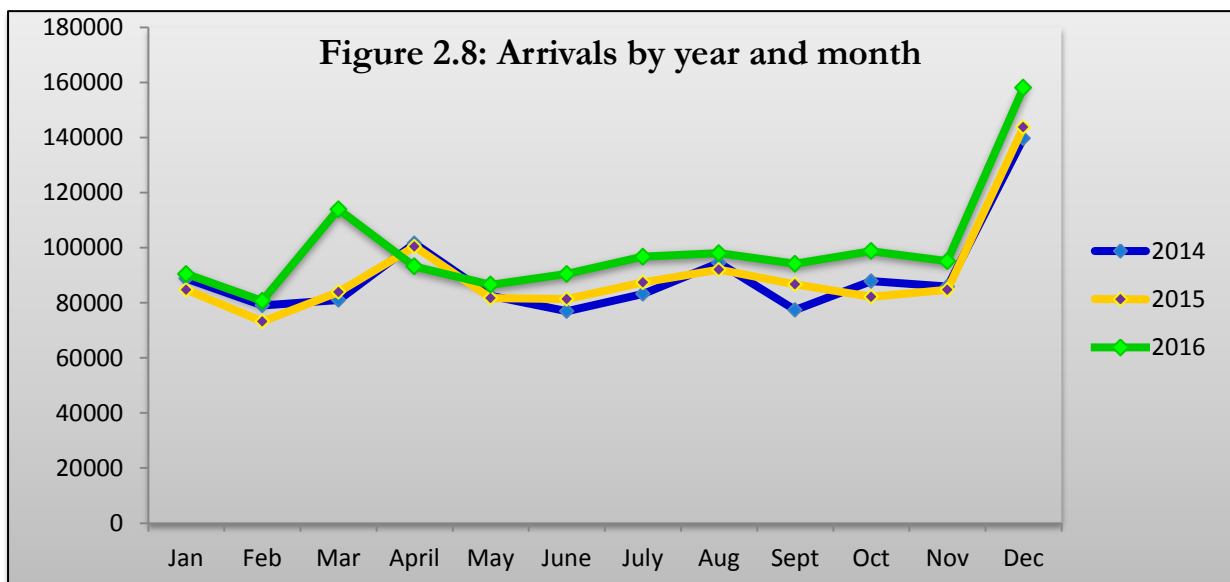


2.7.1 REGIONAL GROWTH RATE (2015/2016)



The above graphs (Figure 2.7 and 2.71) illustrate arrivals into Lesotho by their respective regions. From the chart it is visible that Africa has persisted as Lesotho's leading region and was followed by Europe. Africa recorded a percentage growth of 11.0 percent in 2016 while Europe posted an increase of 11.2 percent.

2.8. SEASONALITY OF TOURIST TRAFFIC

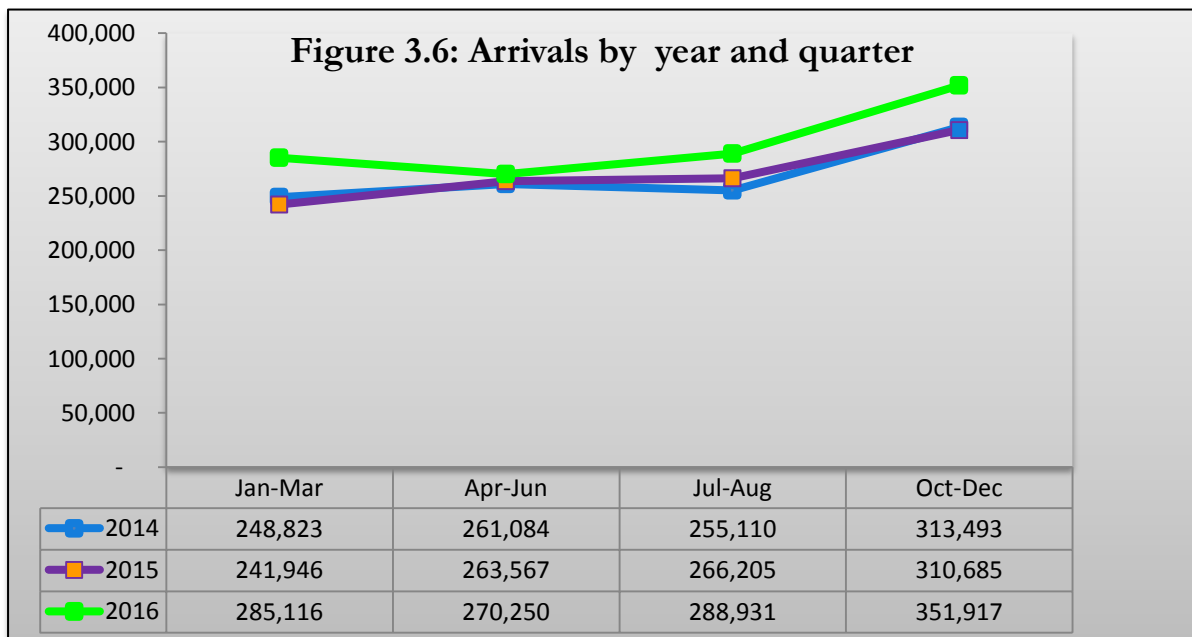


The above chart exhibits the monthly distribution of international arrivals into Lesotho from 2014 to 2016. Although December still continued to dominate as the peak month in all the three years, seasonality was further pronounced by a peak March 2016 (1, 139, 393) where it posted an increase of 35.7 percent compared to

the same period in 2015. Further analysis illustrates that 2016 arrivals followed a similar pattern as the last two years and arrivals were distributed evenly with a decline only seen in April (-7.2 percent) compared to the same period in 2015.



2.9. ARRIVALS BY YEAR AND QUARTER



3. ACCOMODATION STATISTICS

3.1. TRACKING ACCOMMODATION DEMAND

This section of the report will provide an overview of the accommodation sub-sector within the tourism industry. The tourism sector boasts a wide range of accommodation categories where the most traditional and popular ones are Hotels, Lodges, Guest Houses and Bed & Breakfasts (B&Bs).

In addition to the traditional ones, the sub sector is also made up of Rural Homestays, Backpackers, Hostels, and Farmers Training Centers (FTCs) where prices are inexpensive but the accommodation is still fairly comfortable. Furthermore, the accommodation sub sector comprises of camping sites and caravan sites. (Although their data is not yet collected for consumption).

Accommodation establishments in different categories are widely spread across the country. Maseru (the capital city) has the highest number of establishments while Berea has the lowest number of establishments.

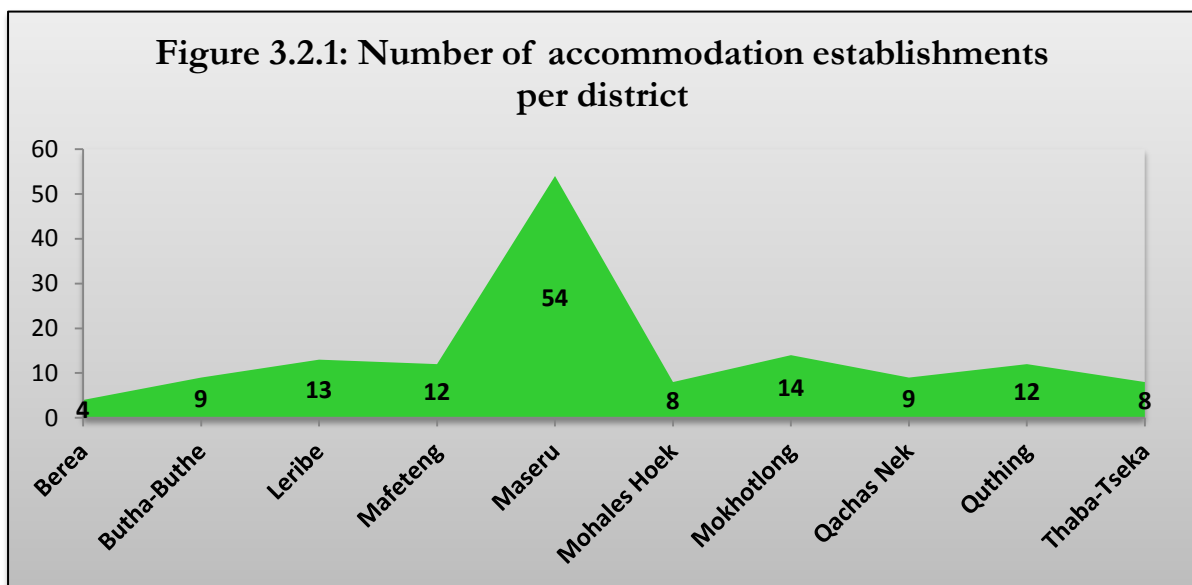
The 2015 edition of this report indicated that efforts to support these newly established rural homestays were underway. Indeed efforts to develop homestays are still ongoing although the numbers are currently insignificant for analysis.



3.2 ACCOMMODATION TYPE

The composition of accommodation establishments has not changed since 2015. Proportion of hotels, Lodges, Guest houses and B&Bs is still the same as the previous year and this is mainly due to the insignificant increase of new establishments.

Figure 3.2.1 Number of Accommodation Establishments per District



The figure above depicts the distribution of accommodation establishments across the country where Maseru (the capital city) has the highest number of establishments followed by Mokhotlong. From the analysis, it is evident that Leribe is one of the districts that experienced a decline in the number of accommodation establishments which is mainly due to unsatisfactory reporting.

3.3 EMPLOYMENT BY GENDER

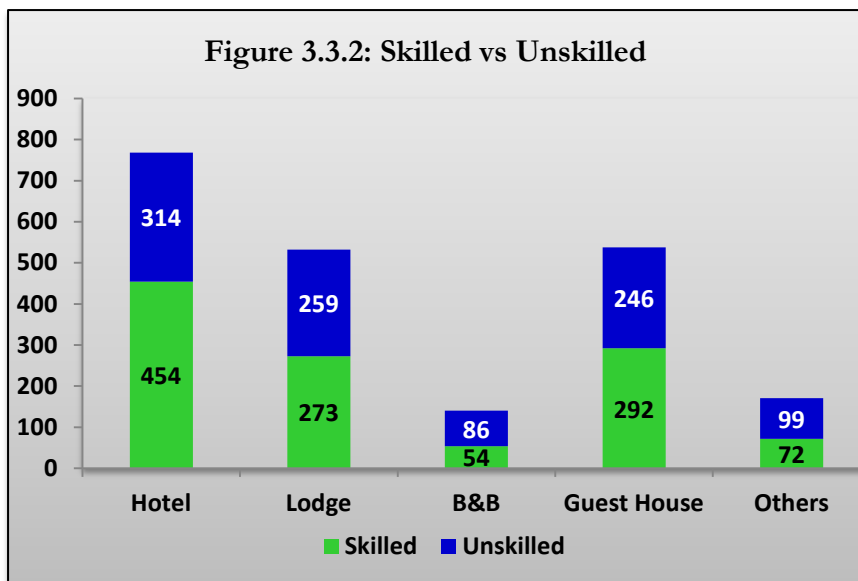
Lesotho's tourism industry particularly in the accommodation sub-sector is skewed more towards females than males. In 2016 more skilled female employees were employed than their male counterparts. This is evident from the diagram below

where the proportion of females to males is 60.5 percent and 39.4 percent respectively.

Diagram 3.2.1: Proportion of skilled employees by gender



Figure 3.3.2: Proportion of employment by skilled and unskilled



Relatively there are more skilled than unskilled employees across the different categories of accommodation establishments.

This is a clear indication that most of the establishments that are employing skilled instead of unskilled labour. Furthermore this could be another indication that some establishments are providing in-house training to their employees that were previously unskilled. This new trend is very encouraging because this is a sign that the industry is improving. More often than not the tourism industry has proven to be sensitive to challenges that are caused by unskilled employees.

3.4 EMPLOYMENT IN ACCOMMODATION SUB-SECTOR

The proportions of local and non-local employees in 2016 is almost the same as the previous years where local employees occupy the majority of the jobs(97 percent) and international employees only occupy(3 percent). This is very inspiring because it is apparent that the sector provides more employment to local people therefore contributing positively towards our economy and reducing poverty.

Figure 3.4.1 Employment by type of nationality 2015 and 2016

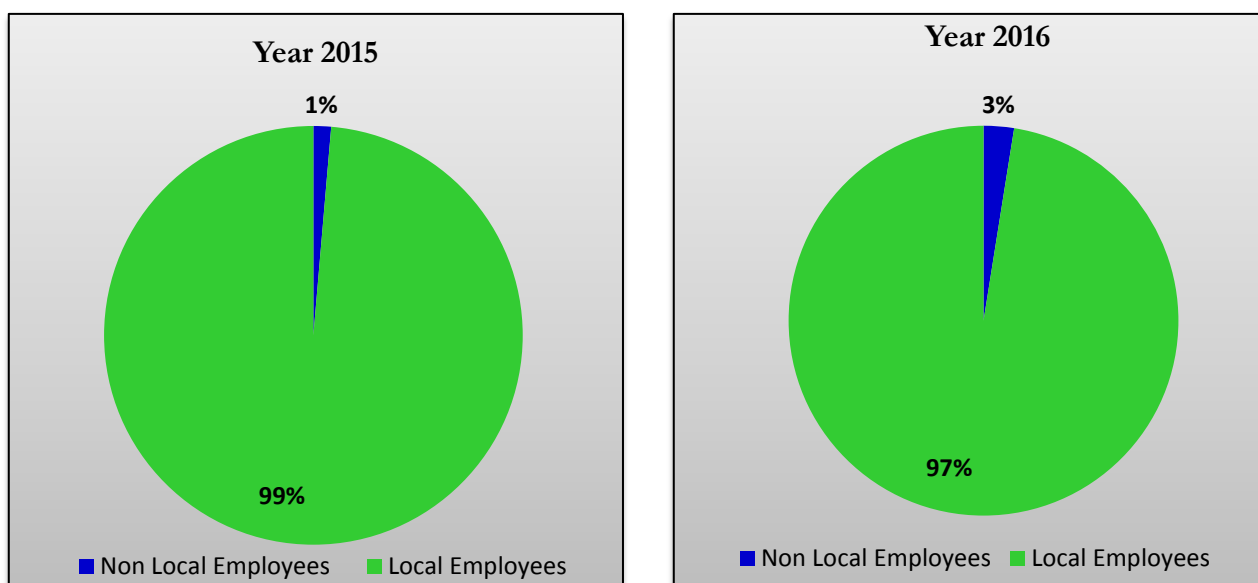
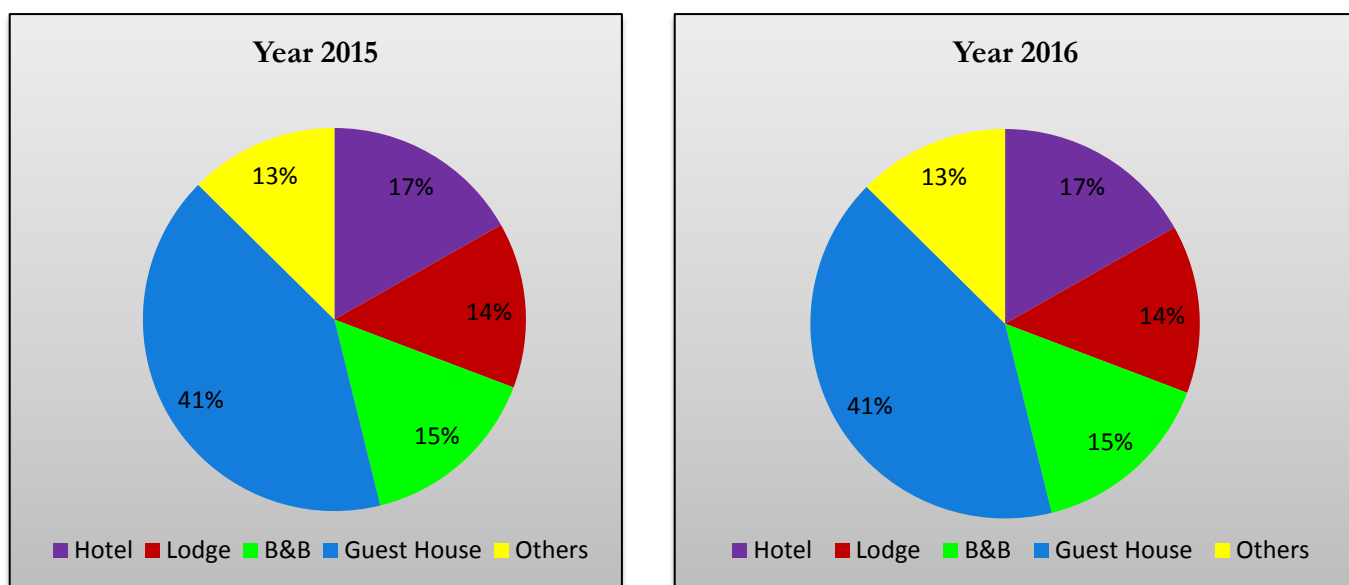


Figure: 3.4.2 Employment by type of accommodation in 2015 and 2016

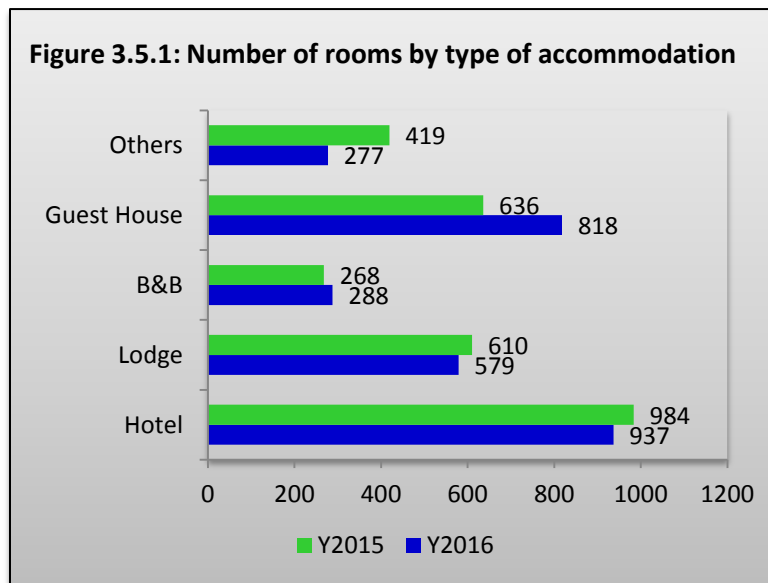


The proportion of different accommodation establishments across the sub sector has been relatively the same from 2015 to 2016. Guest Houses comprise the largest share at 40.7 percent, followed by Hotels (17.3 percent), B&B (14.8 percent) and Lodges (14.2 percent) respectively.

3.5 ACCOMMODATION ESTABLISHMENT CAPACITY

2016 recorded 2, 899 rooms while to 2015 recorded 2, 917 rooms. The number of rooms that were recorded in 2016 was slightly lower than the ones recorded in 2015. This decline was due to the fact that there are some accommodation establishments that were excluded in this analysis mainly because of the way they were operating their businesses and recording data. Some establishments specialize in day rests and LTDC does not approve because they provide inaccurate data very (low and insignificant number of overnight stays). From the graph below it is evident that Hotels have the highest number of rooms while B&B's have the lowest number of rooms.

Figure 3.5.1: Number of rooms by type of accommodation



In comparison to other districts, Maseru has the highest number of establishments indicating a larger capacity to accommodate visitors. Maseru has 1, 131 rooms (39 percent of the total rooms available), followed by Leribe with 338 (12 percent of the total rooms available). The lowest numbers of rooms recorded were in Qacha's Nek (141 rooms) constituting only five percent of the total rooms available.

Figure 3.5.2 Distribution of Rooms by District 2016

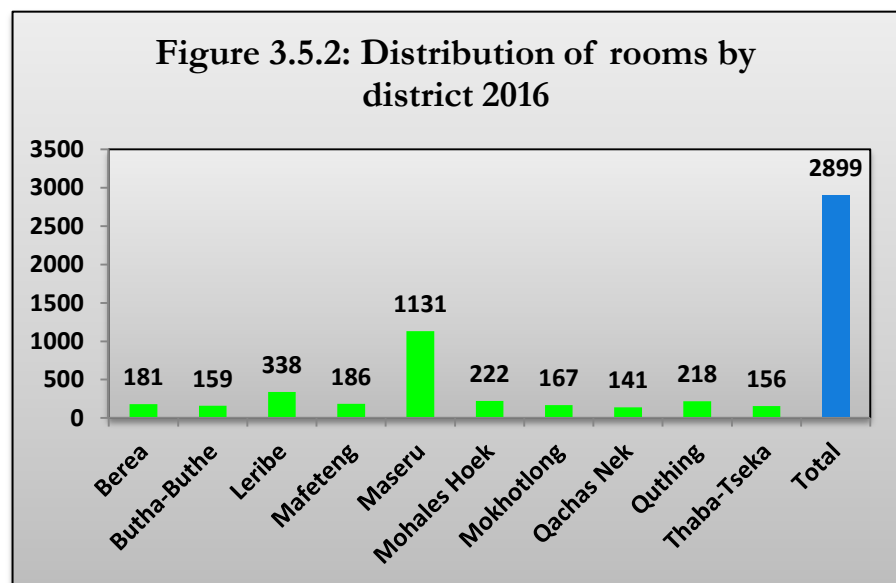
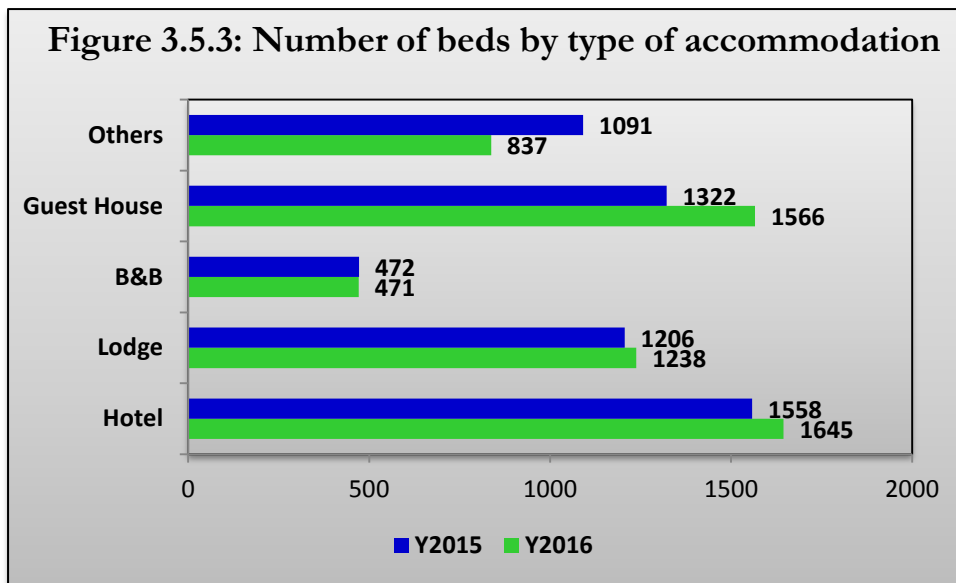


Figure 3.5.3 Number of beds by type of accommodation

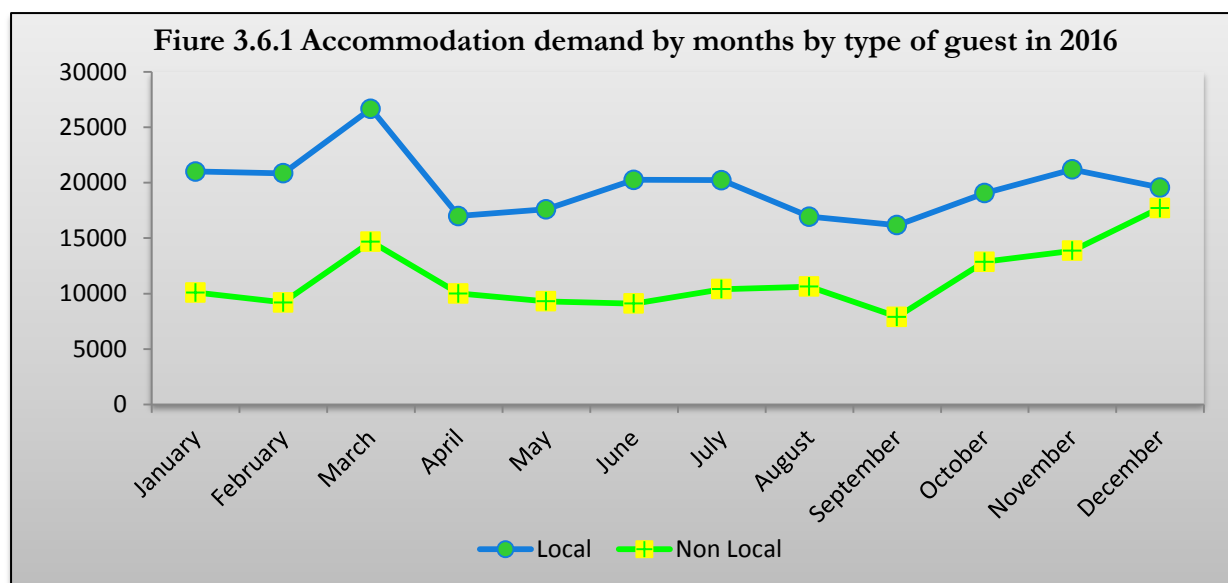


The total number of beds recorded in 2016 was 5, 757, a slight increase compared to 2015(5, 649). This phenomenon is the same as the one that was observed in the 2015(from 2014). Hotels reported the highest number of beds while B&B’s reported the lowest number of beds.

3.6. ACCOMMODATION DEMAND

The figure below illustrates accommodation demand by type of guests. From the graph below it is evident that domestic tourists (locals) spent more nights at accommodation establishments than international tourists (Non-Local) throughout the year. However the number of nights spent by domestic tourists and international tourists increased in March and December.

Figure 3.6.1 Accommodation demand by months by type of guests in 2016



3.7. BED OCCUPANCY

Table 3.7.1: Bed Occupancy Rate 2016

Bed Occupancy Rate 2016 (%)							2015/2016
	Hotel	Lodge	B&B	Guest House	Others	Total	-/+
Berea	21.2	0.0	21.3	27.7	0.0	14.0	-2
Butha-Buthe	30.3	20.8	11.6	16.1	11.6	18.1	7.1
Leribe	41.5	24.6	16.8	28.0	42.6	30.7	10.7
Mafeteng	25.6	46.0	24.1	15.4	7.9	23.8	3.8
Maseru	49.1	15.9	40.7	26.1	14.9	29.3	8.3
Mohales Hoek	14.1	24.5	11.7	18.3	17.7	17.3	5.3
Mokhotlong	21.8	36.4	27.8	15.8	22.7	24.9	6.9
Qachas Nek	32.1	0.0	19.0	26.0	12.0	17.8	3.8
Quthing	21.3	7.3	15.3	14.9	4.1	12.6	2.6
Thaba-Tseka	16.0	22.3	14.0	37.7	4.8	18.9	7.9
Total	27.3	19.8	20.2	22.6	13.8	20.7	2.7

Hotels have the highest bed occupancy rate (27.3 percent) followed by guest houses (22.6 percent) B&B (20.2 percent) and Lodges (19.8 percent) respectively. From the table above it is evident that Lodges and B&Bs scored the same occupancy rate in 2016. Furthermore Leribe has scored the highest occupancy rate at 30.7 percent followed by Maseru at 29.3 percent. Quthing recorded the lowest occupancy rate of 12.6 percent.

Figure 3.7.2 Bed occupancy by type of establishment

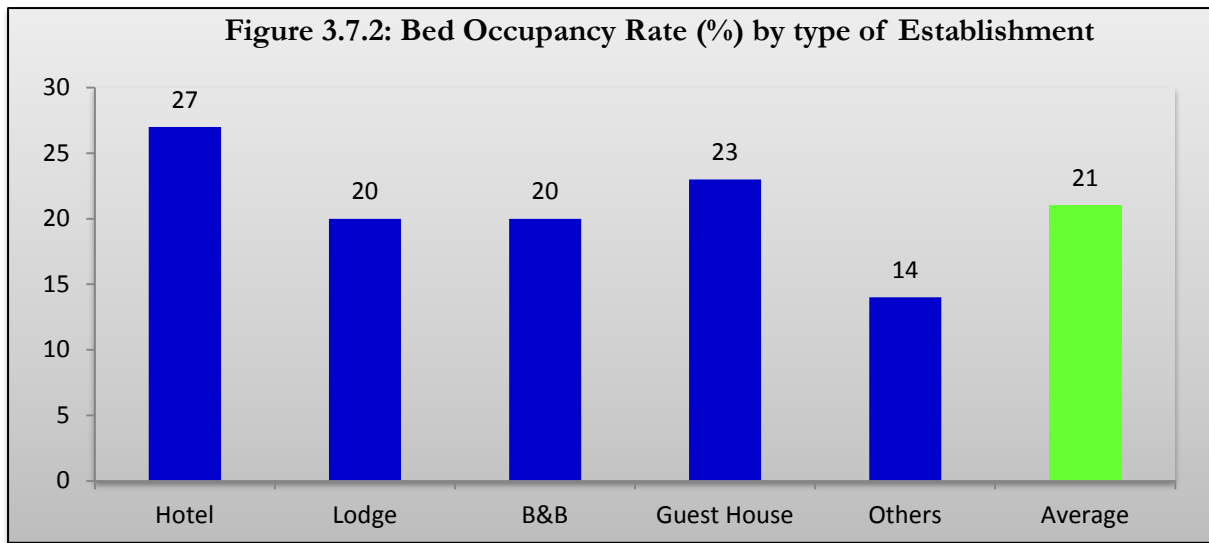
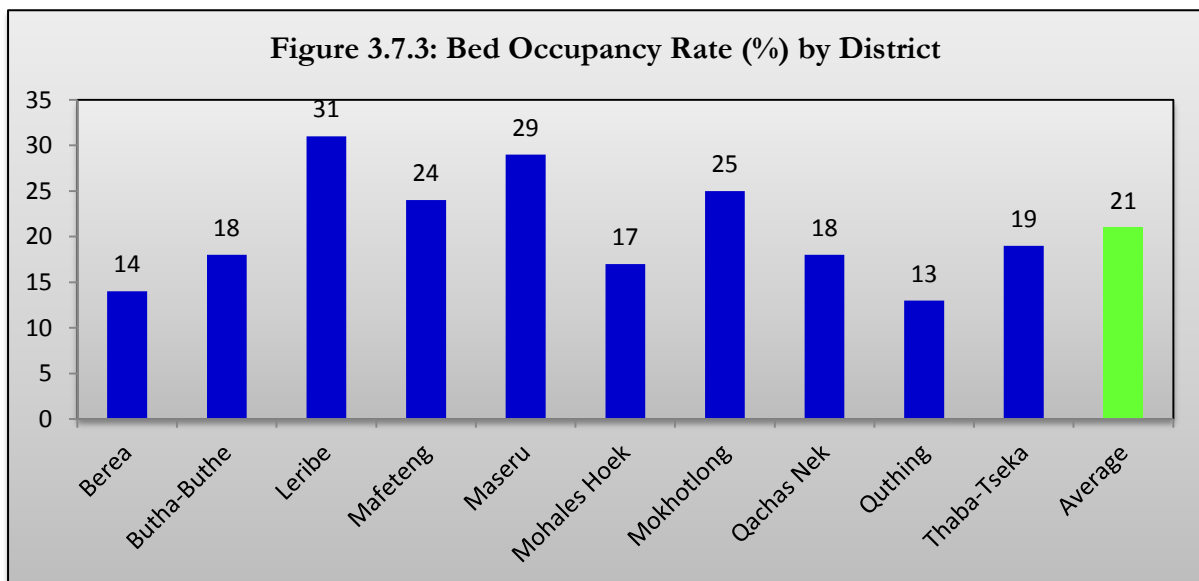


Figure 3.7.3 Bed Occupancy Rate by District



Leribe and Maseru were the leading districts with an occupancy the rate of 30.7 percent and 29.3 percent respectively while Berea and Quthing were the lowest at 14.0 percent and 12.6 percent respectively.

3.8. REVENUE

More revenue was accrued from lodging (53.6 percent) followed by food & beverages (40.9 percent) and the other goods & services (5.5 percent). From the graph below it is clear that international visitors inject more revenue than local visitors. Revenue from international visitors constituted 71.8 percent of the total revenue while revenue from local visitors constituted only 28.2 percent of the total revenue.

3.8.1 Revenue accrued from Accommodation, Food & Beverages and Others

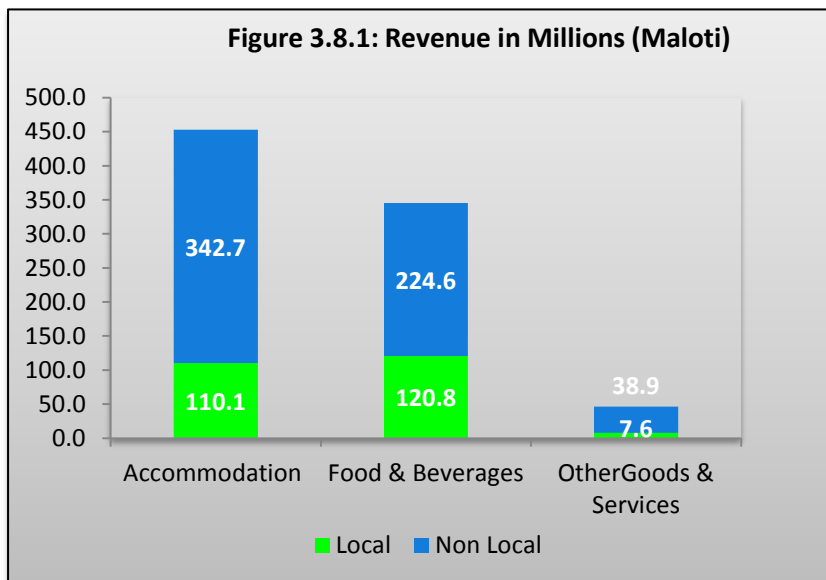


Figure 3.8.2 Proportion of total revenue accrued by type of establishment

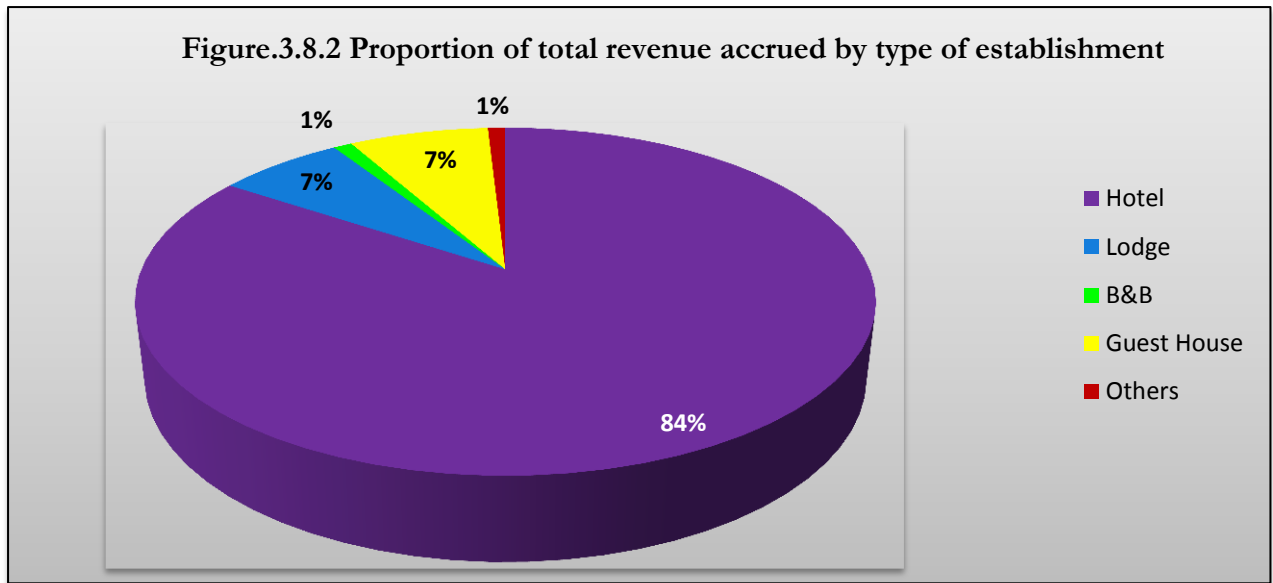


Table2: Total revenue accrued in 2016

Revenue Total 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	15,692,002.40	0.00	194,295.00	7,089,120.30	0.00	22,975,417.70
Butha-Buthe	2,331,956.18	5,123,833.10	173,780.00	702,770.00	130,384.00	8,462,723.28
Leribe	75,437,834.00	6,341,498.30	1,208,178.00	16,265,678.88	1,616,802.50	100,869,991.68
Mafeteng	5,393,096.70	6,603,784.17	2,315,112.23	678,201.80	219,182.00	15,209,376.90
Maseru	587,358,646.05	24,243,908.09	2,711,995.38	22,566,115.83	4,329,413.31	641,210,078.66
Mohales Hoek	12,068,200.87	1,556,167.00	201,850.00	392,293.35	465,705.00	14,684,216.22
Mokhotlong	5,078,901.90	6,863,076.00	195,459.00	2,895,936.00	274,587.00	15,307,959.90
Qachas Nek	4,435,826.00	17,240.00	459,335.00	3,058,143.20	126,170.00	8,096,714.20
Quthing	3,238,485.00	6,120.00	150,480.00	6,808,649.09	302,758.00	10,506,492.09
Thaba-Tseka	676,442.00	4,752,830.00	531,758.00	1,077,090.30	211,690.00	7,249,810.30
Total	711,711,391.10	55,508,456.66	8,142,242.61	61,533,998.75	7,676,691.81	844,572,780.93

4. CONCLUSION AND RECOMMENDATIONS

In conclusion, this report demonstrates that the tourism industry continued to perform well in 2016. A total of 1, 196, 214 international arrivals entered Lesotho displaying an increase of 10.5 percent from the previous year's arrivals of 1, 082, 403.

The report also illustrates that the distribution of tourists by region of residence followed a similar pattern as shown in the last three years where Lesotho's regional markets continued to drive its international arrivals. Results show that Lesotho is still heavily reliant on its neighboring country South Africa which could be a good thing, because of the volume of holiday visitors it brings to Lesotho.

Just like the previous years "Visiting Friends and Relatives" was the main reason why international arrivals visited Lesotho. All international

tourists that visited accommodation establishments spent 844 billion which was distributed between lodging, food & beverages and other services respectively.

While employment has declined marginally in the accommodation sector, Lesotho still contributed positively towards the economy by employing local people. A huge improvement was also seen where most the employees were now skilled versus unskilled.

Overall the sector performed fairly well in comparison to the previous year, but efforts to market ourselves aggressively and offer competitive services and prices should still be prioritized. It also is necessary to encourage VFR visitors to engage more in tourism activities so as to spend more money; create more employment and increase tourism GDP contribution.

ANNEXURE 1

Number of Tourist Arrivals by Year				
2014	2015	2016	% Change	
			2015/2016	2014/2015
1,078,510	1,082,403	1,196,214	10.5	0.4

Top Source Markets and Percentage Share by Year								
2014			2015			2016		
Market	Total Arrivals	(%)	Market	Total Arrivals	(%)	Market	Total Arrivals	(%)
South Africa	968,742	89.8	South Africa	970,292	89.6	South Africa	1,081,227	90.4
Zimbabwe	20,523	1.9	Zimbabwe	20,995	1.9	Zimbabwe	20,835	1.7
China	9,630	0.9	USA	9,694	0.9	USA	10,026	0.8
USA	8,798	0.8	China	8,095	0.7	Botswana	8,972	0.8
Botswana	6,942	0.6	Botswana	6,712	0.6	Germany	7,955	0.7
UK	6,128	0.6	UK	6,436	0.6	Netherlands	7,856	0.7
India	4,619	0.4	Netherlands	6,223	0.6	China	6,878	0.6
Netherlands	4,454	0.4	Germany	5,951	0.5	Swaziland	5,006	0.4
Germany	3,746	0.3	Swaziland	4,627	0.4	UK	4,970	0.4
Swaziland	3,716	0.3	India	3,639	0.3	India	4,389	0.4
Other	41,212	3.8	Other	39,739	3.7	Other	38,100	3.2
Total	1,078,510	100	Total	1,082,403	100	Total	1,196,214	100

Top Source Markets and percentage growth change by year					
Market	2014	2015	2016	% Change	
				2015/2016	2014/2015
South Africa	968,742	970,292	1,081,227	11.4	0.2
Zimbabwe	20,523	20,995	20,835	-0.8	2.3
China	9,630	8,095	6,878	-15.0	-15.9
USA	8,798	9,694	10,026	3.4	10.2
Botswana	6,942	6,712	8,972	33.7	-3.3
UK	6,128	6,436	4,970	-22.8	5.0
India	4,619	3,639	4,389	20.6	-21.2
Netherlands	4,454	6,223	7,856	26.2	39.7
Germany	3,746	5,951	7,955	33.7	58.9
Swaziland	3,716	4,627	5,006	8.2	24.5
Other	41,212	39,739	38,100	-4.1	-3.6
Total	1,078,510	1,082,403	1,196,214	10.5	0.4

Arrivals by Continent					
Continent	2014	2015	2016	% Change	
				2015/2016	2014/2015
Africa	1,017,587	1,019,127	1,131,514	11.0	0.2
Asia	24,750	22,295	20,797	-6.7	-9.9
Australasia & Oceania	1,328	1,077	959	-11.0	-18.9
Europe	23,451	27,706	30,817	11.2	18.1
N. America	9,826	10,861	11,454	5.5	10.5
S. America	1,085	784	173	-77.9	-27.7
Unknown	483	553	500	-9.6	14.5
Total	1,078,510	1,082,403	1,196,214	10.5	0.4

Percentage Share of Continents by Year			
Continent	Percentage Share		
	2014	2015	2016
Africa	94.4	94.2	94.6
Asia	2.3	2.1	1.7
Australasia & Oceania	0.1	0.1	0.1
Europe	2.2	2.6	2.6
N. America	0.9	1.0	1.0
S. America	0.1	0.1	0.01
Unknown	0.0	0.1	0.04
Total	100	100	100

Arrivals by Month by Year					
Month	2014	2015	2016	% Change	
				2015/2016	2014/2015
January	88,762	84,777	90,479	6.7	-4.5
February	79,023	73,235	80,698	10.2	-7.3
March	81,038	83,934	113,939	35.7	3.6
April	101,566	100,456	93,200	-7.2	-1.1
May	82,511	81,705	86,577	6.0	-1.0
June	77,007	81,406	90,473	11.1	5.7
July	83,211	87,396	96,732	10.7	5.0
August	94,449	92,069	98,014	6.5	-2.5
September	77,450	86,740	94,185	8.6	12.0
October	87,928	82,175	98,777	20.2	-6.5
November	85,886	84,739	95,123	12.3	-1.3
December	139,679	143,771	158,017	9.9	2.9
Total	1,078,510	1,082,403	1,196,214	10.5	0.4

Top 10 Ports of Entry and Percentage Share					
2015			2016		
Port	Total Arrivals	(%)	Port	Total Arrivals	(%)
Maseru Bridge	469, 521	43.4	Maseru Bridge	521,647	43.6
Ficksburg	352, 389	32.6	Ficksburg	366,770	30.7
Caledonspoort	115, 386	10.7	Caledonspoort	138,246	11.6
Van Rooyens Gate	51, 798	4.8	Van Rooyens Gate	56,323	4.7
Tele Bridge	28, 177	2.6	Tele Bridge	29,581	2.5
Qacha's Nek	22, 423	2.1	Qacha's Nek	25,910	2.2
Sani Pass	13, 299	1.2	Sani Pass	22,983	1.9
Moshoeshoe 1 Airport	12, 401	1.1	Moshoeshoe1	13,652	1.1
Peka Bridge	8, 130	0.8	Peka Bridge	8,983	0.8
Makhaleng Bridge	4, 407	0.4	Monontsa Pass	6,802	0.6
Other	4, 472	0.4	Other	5,317	0.4
Total	1, 082, 403	100	Total	1, 196, 214	100

Main Ports of Entry's growth change by Year			
Port	2015	2016	% Change
			2015/2016
Maseru Bridge	469, 521	521, 647	11.1
Ficksburg	352, 389	366, 770	4.1
Caledonspoort	115, 386	138, 246	19.8
Van Rooyens Gate	51, 798	56, 323	8.7
Tele Bridge	28, 177	29, 581	4.98
Qacha's Nek	22, 423	25, 910	15.6
Sani Pass	13, 299	22, 983	72.8
Moshoeshoe 1 Airport	12, 401	13, 652	10.1
Peka Bridge	8, 130	8, 983	10.5
Other	8, 879	12, 119	36.5
Total	1, 082, 403	1, 196, 214	10.5

Arrivals by Quarter by Year					
Quarter	2014	2015	2016	% Change	
				2015/2016	2014/2015
January-March	248,823	241,946	285,116	17.8	-2.8
April-June	261,084	263,567	270,250	2.5	1.0
July-August	255,110	266,205	288,931	8.5	4.3
October-December	313,493	310,685	351,917	13.3	-0.9
Total	1,078,510	1,082,403	1,196,214	10.5	0.36

Country of Residence by Purpose of Visit					
Country of Residence	Holiday	VFR	Business	Religious	Total
South Africa	531, 252	251, 083	265, 793	33, 099	1, 081, 227
Germany	6, 910	433	586	25	7, 955
USA	5, 536	1, 510	2, 477	503	10, 026
Netherlands	7, 201	308	231	116	7, 856
UK	3, 625	467	824	55	4, 970
Botswana	2, 171	4, 992	1, 592	217	8, 972
Zimbabwe	11, 870	3, 950	4, 457	558	20, 835
China	3, 919	1, 304	1, 471	184	6, 878
Swaziland	2, 852	949	1, 071	134	5, 006
India	2, 500	832	939	118	4, 389
Other	21, 706	7, 223	8, 150	1, 021	38, 100
Total	599, 541	273, 052	287, 591	36, 030	1, 196, 214

ANNEXURE 2

Employment Non-Residents 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	0	0	0	18	0	18
Butha-Buthe	0	0	0	0	0	0
Leribe	0	20	0	0	0	20
Mafeteng	0	3	0	0	0	3
Maseru	12	3	1	2	1	19
Mohales Hoek	0	0	0	0	0	0
Mokhotlong	7	0	0	0	0	7
Qachas Nek	0	0	0	0	0	0
Quthing	0	0	0	0	0	0
Thaba-Tseka	0	0	0	0	0	0
Total	19	26	1	20	1	67

Employment Local 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	82	0	7	18	0	107
Butha-Buthe	36	30	18	8	8	100
Leribe	87	107	16	82	29	321
Mafeteng	67	25	28	10	9	139
Maseru	669	292	55	190	61	1,267
Mohales Hoek	79	13	4	6	5	107
Mokhotlong	68	54	4	21	10	157
Qachas Nek	37	3	10	21	4	75
Quthing	126	24	4	41	15	210
Thaba-Tseka	10	56	16	24	8	114
Total	1,261	604	162	421	149	2,597

Employment Skilled Females 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	44	0	0	7	0	51
Butha-Buthe	18	13	2	2	6	41
Leribe	41	25	6	27	2	101
Mafeteng	32	4	6	7	2	51
Maseru	71	80	22	97	5	275
Mohales Hoek	16	5	0	3	1	25
Mokhotlong	23	1	2	13	10	49
Qachas Nek	19	0	1	18	0	38
Quthing	12	4	0	15	4	35
Thaba-Tseka	0	13	2	17	1	33
Total	276	145	41	206	31	699

Employment Skilled Males 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	29	0	0	8	0	37
Butha-Buthe	10	6	1	3	5	25
Leribe	22	28	0	18	7	75
Mafeteng	25	5	0	2	2	34
Maseru	61	58	9	40	4	172
Mohales Hoek	16	3	0	0	0	19
Mokhotlong	9	2	0	3	23	37
Qachas Nek	2	0	1	4	0	7
Quthing	3	6	1	3	0	13
Thaba-Tseka	1	20	1	5	0	27
Total	178	128	13	86	41	446

Employment Unskilled Females 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	16	0	0	32	0	48
Butha-Buthe	6	10	5	3	1	25
Leribe	13	18	4	30	2	67
Mafeteng	6	14	9	4	3	36
Maseru	51	45	25	49	22	192
Mohales Hoek	69	2	3	0	4	78
Mokhotlong	20	28	2	9	8	67
Qachas Nek	11	0	2	2	6	21
Quthing	0	2	3	26	10	41
Thaba-Tseka	3	9	5	5	5	27
Total	195	128	58	160	61	602

Employment Unskilled Males 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	12	0	0	11	0	23
Butha-Buthe	2	4	1	0	1	8
Leribe	11	19	5	14	2	51
Mafeteng	4	6	3	3	1	17
Maseru	38	68	19	36	15	176
Mohales Hoek	38	1	0	0	0	39
Mokhotlong	3	23	0	3	8	37
Qachas Nek	5	0	0	2	2	9
Quthing	0	2	0	15	8	25
Thaba-Tseka	6	8	0	2	1	17
Total	119	131	28	86	38	402

Employment Males 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	41	0	0	19	0	60
Butha-Buthe	12	10	2	3	6	33
Leribe	33	47	5	32	9	126
Mafeteng	29	11	3	5	3	51
Maseru	99	126	28	76	19	348
Mohales Hoek	54	4	0	0	0	58
Mokhotlong	12	25	0	6	31	74
Qachas Nek	7	0	1	6	2	16
Quthing	3	8	1	18	8	38
Thaba-Tseka	7	28	1	7	1	44
Total	297	259	41	172	79	848

Employment Females 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	60	0	0	39	0	99
Butha-Buthe	24	23	7	5	7	66
Leribe	54	43	10	57	4	168
Mafeteng	38	18	15	11	5	87
Maseru	122	125	47	146	27	467
Mohales Hoek	85	7	3	3	5	103
Mokhotlong	43	29	4	22	18	116
Qachas Nek	30	0	3	20	6	59
Quthing	12	6	3	41	14	76
Thaba-Tseka	3	22	7	22	6	60
Total	471	273	99	366	92	1,301

Employment Total 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	101	0	0	58	0	159
Butha-Buthe	36	33	9	8	13	99
Leribe	87	90	15	89	13	294
Mafeteng	67	29	18	16	8	138
Maseru	221	251	75	222	46	815
Mohales Hoek	139	11	3	3	5	161
Mokhotlong	55	54	4	28	49	190
Qachas Nek	37	0	4	26	8	75
Quthing	15	14	4	59	22	114
Thaba-Tseka	10	50	8	29	7	104
Total	768	532	140	538	171	2,149

Number of Rooms 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	118	0	4	59	0	181
Butha-Buthe	35	61	26	26	11	159
Leribe	112	73	23	117	13	338
Mafeteng	46	66	34	31	9	186
Maseru	268	279	138	338	108	1,131
Mohales Hoek	156	16	8	22	20	222
Mokhotlong	76	23	6	35	27	167
Qachas Nek	58	0	16	55	12	141
Quthing	36	16	11	92	63	218
Thaba-Tseka	32	45	22	43	14	156
Total	937	579	288	818	277	2,899

Number of Beds 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	233	0	8	102	0	343
Butha-Buthe	58	131	39	54	19	301
Leribe	215	162	36	238	20	671
Mafeteng	71	137	81	33	60	382
Maseru	562	591	209	566	392	2,320
Mohales Hoek	253	35	14	29	45	376
Mokhotlong	110	61	8	85	70	334
Qachas Nek	66	0	26	198	56	346
Quthing	45	25	22	206	123	421
Thaba-Tseka	32	96	28	55	52	263
Total	1,645	1,238	471	1,566	837	5,757

Number of beds used 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	18028	0	621	10330	0	28979
Butha-Buthe	6425	9933	1653	3178	802	21991
Leribe	32540	14560	2208	24327	3113	76748
Mafeteng	6631	22980	7135	1860	1726	40332
Maseru	60441	34294	31022	53834	21264	200855
Mohales Hoek	13030	3135	597	1932	2914	21608
Mokhotlong	8763	8108	812	4899	5804	28386
Qachas Nek	7723	143	1803	18763	2449	30881
Quthing	3492	110	1226	11234	1826	17888
Thaba-Tseka	1873	7799	1427	7573	903	19575
Total	158946	101062	48504	137930	40801	487243

Number of guest nights Local 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	11,941	0	354	9,093	0	21,388
Butha-Buthe	1,962	3,863	801	1,177	201	8,004
Leribe	27,263	2,292	1,517	12,597	1,833	45,502
Mafeteng	4,413	266	3,907	1,129	726	10,441
Maseru	26,010	23,341	2,521	25,732	4,480	82,084
Mohales Hoek	8,716	2,990	724	1,208	2,914	16,552
Mokhotlong	7,550	124	595	4,585	372	13,226
Qachas Nek	4,070	146	1,189	2,694	828	8,927
Quthing	3,402	8	753	8,858	1,922	14,943
Thaba-Tseka	1,810	7,188	1,392	4,524	603	15,517
Total	97,137	40,218	13,753	71,597	13,879	236,584

Number of guest night non Local 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	1,338	0	51	1,441	0	2,830
Butha-Buthe	0	5,274	111	286	401	6,072
Leribe	1,918	6,401	1,207	2,335	1,274	13,135
Mafeteng	257	13,395	269	152	0	14,073
Maseru	37,486	12,501	5,862	32,885	848	89,582
Mohales Hoek	378	234	52	28	0	692
Mokhotlong	1,414	3,983	6	401	433	6,237
Qachas Nek	86	18	266	186	414	970
Quthing	307	0	70	439	87	903
Thaba-Tseka	0	0	4	0	0	4
Thaba-Tseka	245	556	93	350	20	1,264
Total	43,429	42,362	7,991	38,503	3,477	135,762

Number of guest night Local by Month 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
January	9,039	2,809	1,412	6,030	1,723	21,013
February	9,701	3,456	1,129	5,412	1,152	20,850
March	11,976	3,900	1,504	7,978	1,321	26,679
April	7,943	3,205	1,123	4,420	308	16,999
May	9,027	2,154	1,083	4,718	628	17,610
June	7,524	2,900	1,348	7,051	1,433	20,256
July	5,792	3,384	1,168	8,328	1,557	20,229
August	6,111	2,699	1,302	5,278	1,546	16,936
September	4,948	4,153	1,343	4,799	933	16,176
October	7,154	3,858	819	6,174	1,062	19,067
November	10,648	3,833	815	5,123	780	21,199
December	7,274	3,867	707	6,286	1,436	19,570
Total	97,137	40,218	13,753	71,597	13,879	236,584

Number of guest night Non Local by Month 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
January	4,170	2,950	957	1,827	184	10,088
February	3,203	1,858	750	3,112	273	9,196
March	5,060	3,957	934	4,029	710	14,690
April	2,230	3,469	891	3,266	151	10,007
May	4,160	2,456	471	2,148	66	9,301
June	3,459	2,478	548	2,561	47	9,093
July	2,930	4,226	717	2,299	222	10,394
August	2,683	3,716	727	2,697	808	10,631
September	2,375	2,577	524	2,261	166	7,903
October	3,631	4,282	491	4,155	305	12,864
November	4,626	4,213	547	4,297	184	13,867
December	4,902	6,180	434	5,851	361	17,728
Total	43,429	42,362	7,991	38,503	3,477	135,762

Number of accommodation Establishments 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	2	0	1	1	0	4
Butha-Buthe	1	2	3	1	2	9
Leribe	2	2	4	4	1	13
Mafeteng	2	2	2	4	2	12
Maseru	8	7	6	32	1	54
Mohales Hoek	2	1	1	2	2	8
Mokhotlong	2	3	1	4	4	14
Qachas Nek	3	0	2	3	1	9
Quthing	1	1	1	5	4	12
Thaba-Tseka	1	2	1	3	1	8
Total	24	20	22	59	18	143

Revenue Accommodation Locals 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	6,791,920.00	0.00	85,350.00	5,919,870.80	0.00	12,797,140.80
Butha-Buthe	1,101,607.94	2,000,652.40	119,610.00	407,500.00	26,070.00	3,655,440.34
Leribe	16,573,863.00	2,004,709.34	691,378.00	5,485,242.24	41,800.00	24,796,992.58
Mafeteng	806,180.00	71,456.00	1,110,180.00	476,675.00	107,510.00	2,572,001.00
Maseru	20,600,769.73	8,139,241.14	922,096.00	6,612,730.91	862,184.54	37,137,022.32
Mohales Hoek	6,163,410.94	711,598.00	143,850.00	199,113.00	417,250.00	7,635,221.94
Mokhotlong	2,008,821.00	401,405.00	143,322.00	2,078,953.00	35,641.00	4,668,142.00
Qachas Nek	2,741,434.10	16,100.00	352,920.00	2,038,179.00	91,300.00	5,239,933.10
Quthing	1,977,835.00	4,800.00	127,400.00	4,204,789.24	238,380.00	6,553,204.24
Thaba-Tseka	424,980.00	3,554,900.00	327,102.00	510,260.00	196,900.00	5,014,142.00
Total	59,190,821.71	16,904,861.88	4,023,208.00	27,933,313.19	2,017,035.54	110,069,240.32

Revenue Accommodation Non Residents 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	489,824.00	0.00	7,800.00	64,464.50	0.00	562,088.50
Butha-Buthe	0.00	1,537,799.60	23,630.00	55,400.00	36,860.00	1,653,689.60
Leribe	2,461,367.00	1,727,472.03	406,240.00	1,713,123.69	1,004,465.00	7,312,667.72
Mafeteng	134,793.00	2,962,897.30	81,498.23	37,300.00	0.00	3,216,488.53
Maseru	304,297,948.19	5,902,997.91	1,703,299.38	13,431,291.79	564,580.67	325,900,117.94
Mohales Hoek	482,225.66	109,400.00	19,500.00	1,690.00	0.00	612,815.66
Mokhotlong	669,054.00	1,664,236.00	650.00	135,940.00	54,380.00	2,524,260.00
Qachas Nek	53,440.00	0.00	30,810.00	58,306.50	31,450.00	174,006.50
Quthing	82,430.00	0.00	13,400.00	145,200.00	19,980.00	261,010.00
Thaba-Tseka	81,352.00	255,320.00	17,600.00	97,950.00	0.00	452,222.00
Total	308,752,433.85	14,160,122.84	2,304,427.61	15,740,666.48	1,711,715.67	342,669,366.45

Revenue Food & Beverages Locals 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	7,757,452.00	0.00	1,400.00	924,404.14	0.00	8,683,256.14
Butha-Buthe	1,230,348.24	750,431.80	20,400.00	218,920.00	2,490.00	2,222,590.04
Leribe	51,140,418.00	1,502,567.62	64,285.00	7,927,405.74	0.00	60,634,676.36
Mafeteng	4,261,215.00	25,905.00	945,587.00	108,990.80	95,990.00	5,437,687.80
Maseru	21,322,388.41	1,820,811.75	61,370.00	1,118,697.38	1,384,480.84	25,707,748.38
Mohales Hoek	4,438,208.25	684,806.00	32,450.00	135,318.09	13,855.00	5,304,637.34
Mokhotlong	2,116,829.30	2,356,135.00	51,337.00	646,096.00	940.00	5,171,337.30
Qachas Nek	1,594,649.40	580.00	65,135.00	891,783.20	0.00	2,552,147.60
Quthing	1,139,060.00	1,320.00	5,965.00	2,314,364.25	0.00	3,460,709.25
Thaba-Tseka	150,960.00	850,000.00	168,926.00	434,839.00	8,950.00	1,613,675.00
Total	95,151,528.60	7,992,557.17	1,416,855.00	14,720,818.60	1,506,705.84	120,788,465.21

Revenue Food & Beverages Non Residents 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	318,670.00	0.00	1,350.00	2,315.00	0.00	322,335.00
Butha-Buthe	0.00	834,375.70	6,440.00	20,950.00	7,240.00	869,005.70
Leribe	4,942,586.00	997,107.41	33,780.00	658,158.21	532,862.50	7,164,494.12
Mafeteng	35,057.00	2,542,092.39	35,197.00	8,810.00	0.00	2,621,156.39
Maseru	202,093,569.24	6,368,030.58	3,875.00	1,037,494.19	747,916.97	210,250,885.98
Mohales Hoek	707,338.52	17,205.00	0.00	1,186.38	0.00	725,729.90
Mokhotlong	226,055.10	2,117,378.00	150.00	2,135.00	95,610.00	2,441,328.10
Qachas Nek	1,220.00	0.00	3,620.00	17,911.00	830.00	23,581.00
Quthing	25,160.00	0.00	3,715.00	35,645.20	300.00	64,820.20
Thaba-Tseka	19,150.00	74,010.00	10,530.00	33,591.30	0.00	137,281.30
Total	208,368,805.86	12,950,199.08	98,657.00	1,818,196.28	1,384,759.47	224,620,617.69

Revenue Other goods and services Local 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	325,189.40	0.00	98,395.00	177,459.86	0.00	601,044.26
Butha-Buthe	0.00	117.60	1,950.00	0.00	40,169.00	42,236.60
Leribe	319,600.00	50,725.54	12,380.00	481,509.00	250.00	864,464.54
Mafeteng	155,851.70	870.00	140,450.00	43,546.00	15,682.00	356,399.70
Maseru	4,165,776.94	194,895.50	21,355.00	243,617.14	288,366.18	4,914,010.76
Mohales Hoek	142,344.00	30,218.00	6,050.00	54,585.65	34,600.00	267,797.65
Mokhotlong	55,131.00	80,214.00	0.00	32,137.00	51,644.00	219,126.00
Qachas Nek	45,082.50	560.00	5,705.00	51,268.50	0.00	102,616.00
Quthing	13,100.00	0.00	0.00	108,650.40	32,048.00	153,798.40
Thaba-Tseka	0.00	18,400.00	7,600.00	200.00	5,840.00	32,040.00
Total	5,222,075.54	376,000.64	293,885.00	1,192,973.55	468,599.18	7,553,533.91

Revenue Other goods & Services Non Local 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	8,947.00	0.00	0.00	606.00	0.00	9,553.00
Butha-Buthe	0.00	456.00	1,750.00	0.00	17,555.00	19,761.00
Leribe	0.00	58,916.36	115.00	240.00	37,425.00	96,696.36
Mafeteng	0.00	1,000,563.48	2,200.00	2,880.00	0.00	1,005,643.48
Maseru	34,878,193.54	1,817,931.21	0.00	122,284.42	481,884.11	37,300,293.28
Mohales Hoek	134,673.50	2,940.00	0.00	400.23	0.00	138,013.73
Mokhotlong	3,011.50	243,708.00	0.00	675.00	36,372.00	283,766.50
Qachas Nek	0.00	0.00	1,145.00	695.00	2,590.00	4,430.00
Quthing	900.00	0.00	0.00	0.00	12,050.00	12,950.00
Thaba-Tseka	0.00	200.00	0.00	250.00	0.00	450.00
Total	35,025,725.54	3,124,715.05	5,210.00	128,030.65	587,876.11	38,871,557.35

Revenue Total 2016						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	15,692,002.40	0.00	194,295.00	7,089,120.30	0.00	22,975,417.70
Butha-Buthe	2,331,956.18	5,123,833.10	173,780.00	702,770.00	130,384.00	8,462,723.28
Leribe	75,437,834.00	6,341,498.30	1,208,178.00	16,265,678.88	1,616,802.50	100,869,991.68
Mafeteng	5,393,096.70	6,603,784.17	2,315,112.23	678,201.80	219,182.00	15,209,376.90
Maseru	587,358,646.05	24,243,908.09	2,711,995.38	22,566,115.83	4,329,413.31	641,210,078.66
Mohales Hoek	12,068,200.87	1,556,167.00	201,850.00	392,293.35	465,705.00	14,684,216.22
Mokhotlong	5,078,901.90	6,863,076.00	195,459.00	2,895,936.00	274,587.00	15,307,959.90
Qachas Nek	4,435,826.00	17,240.00	459,335.00	3,058,143.20	126,170.00	8,096,714.20
Quthing	3,238,485.00	6,120.00	150,480.00	6,808,649.09	302,758.00	10,506,492.09
Thaba-Tseka	676,442.00	4,752,830.00	531,758.00	1,077,090.30	211,690.00	7,249,810.30
Total	711,711,391.10	55,508,456.66	8,142,242.61	61,533,998.75	7,676,691.81	844,572,780.93