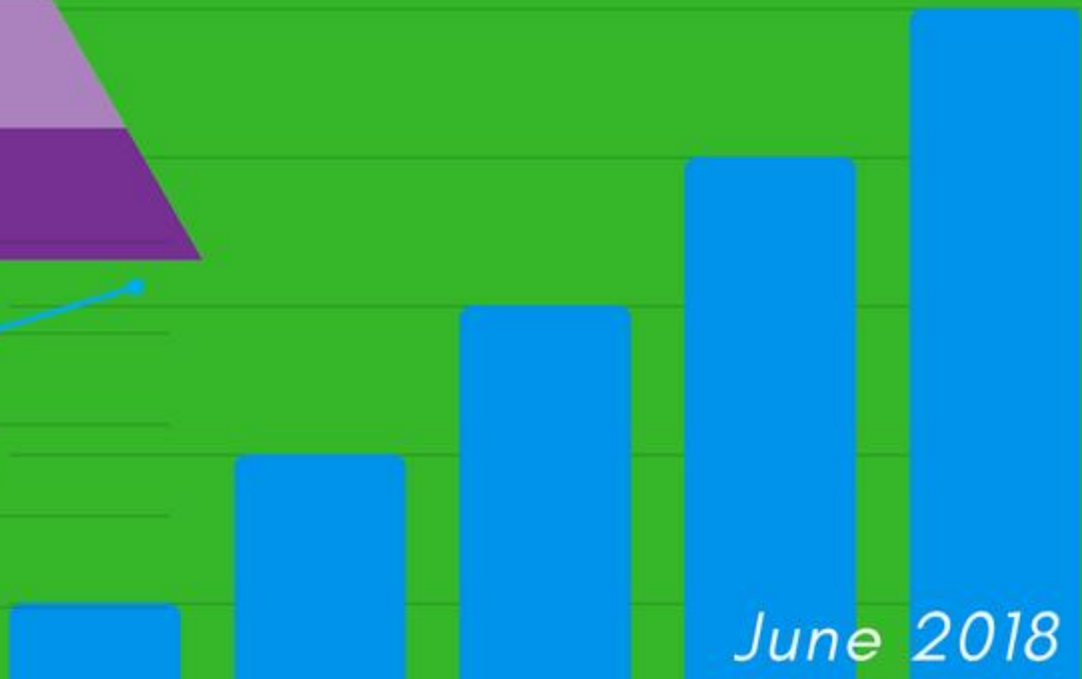
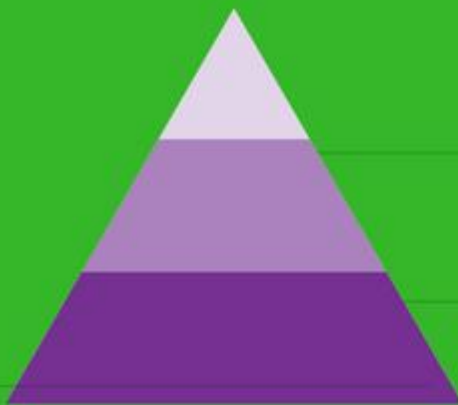




ARRIVALS & ACCOMMODATION STATISTICS

LESOTHO TOURISM DEVELOPMENT CORPORATION

2017 EDITION



June 2018

TABLE OF CONTENTS

FOREWORD	1
1. KEY HIGHLIGHTS	3
2. ARRIVAL STATISTICS	4
2.1. TRACKING TOURISM DEMAND.....	4
2.2. TOURISM ARRIVALS BY YEAR.....	4
2.3.2. TOP SIX OVERSEAS MARKETS FOR LESOTHO	7
2.3.3. TOP SIX OVERSEAS MARKETS GROWTH CHANGE.....	8
2.4. PORT OF ENTRY.....	9
2.7. ARRIVALS BY YEAR AND QUARTER	12
3. ACCOMMODATION SECTION	14
3.1. TRACKING ACCOMMODATING DEMAND.....	14
3.2. ACCOMMODATION TYPE.....	16
3.3. EMPLOYMENT BY GENDER.....	18
3.4. EMPLOYMENT IN ACCOMMODATION THE SUB-SECTOR.....	20
3.5. ACCOMMODATION ESTABLISHMENT CAPACITY.....	21
3.6. ACCOMMODATION DEMAND.....	24
3.7. BED OCCUPANCY.....	25
3.8. REVENUE.....	26
4. CONCLUSION	29
ANNEX	30

FOREWORD



Tourism statistics are often at the forefront when reporting and evaluating tourism programmes. They are used to support and strengthen decisions made on tourism activities and the overall policies of the sector. Tourism statistics generally play a significant role as far as performance and trends are concerned

and this publication will serve as a useful source of information for reviewing and analysing 2017's tourism performance.

This report will present arrivals and accommodations data that is primarily derived from Lesotho's ports of entry and accommodation establishments in the country. It will further compare how last year performed in comparison to the preceding three years of 2017.

Although 2017 has recorded a decline in the number of arrivals, the number of international arrivals that visited Lesotho remains above the 1 million mark, which was first achieved in 2014. The number of arrivals declined by 4.9 percent however South Africans still continued to dominate as the leading market with 1, 009, 856 international arrivals. In 2017 South Africa was followed by Zimbabwe (20, 991), Netherlands (9, 275) Germany (8, 913) and American (8, 589) respectively.

Also noteworthy to mention is the fact that although there was a downturn in arrivals, expenditure from accommodation establishments grew remarkably up by 7 percent. The total receipts accrued in 2017 were M904 million compared to the M844 million accrued in 2016.

With this synopsis, it is our hope that this publication will provide a valuable contribution towards the future development of tourism in Lesotho. We hope that the industry and other stakeholders will find it beneficial and informative. As Neil Armstrong said "Research is new knowledge!" The Lesotho Tourism

Development Corporation indeed continues to explore and focus on new strategies that will improve the tourism sector for the development of the economy!

Thank you.

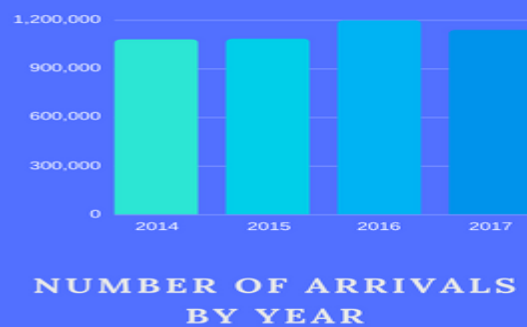
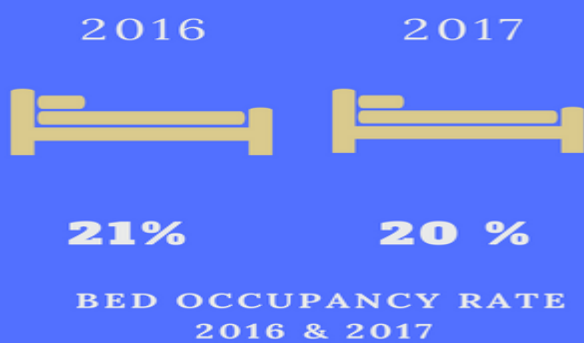
A handwritten signature in dark ink, appearing to read 'Mpaiphele D. Maqutu', with a stylized, cursive script.

Mpaiphele D. Maqutu
Chief Executive Officer

KEY HIGHLIGHTS OF LESOTHO'S TOURISM SECTOR 2017

"RESEARCH IS NEW KNOWLEDGE" NEIL ARMSTRONG

2017's Revenue **M904 MILLION**

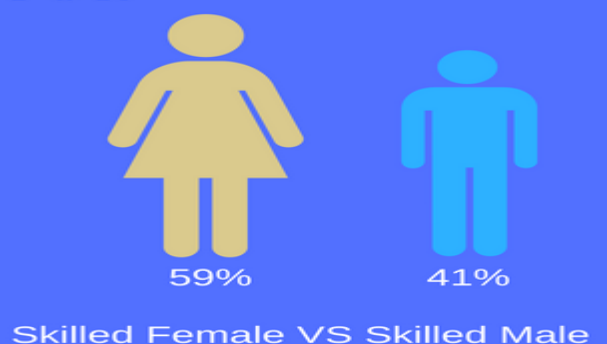
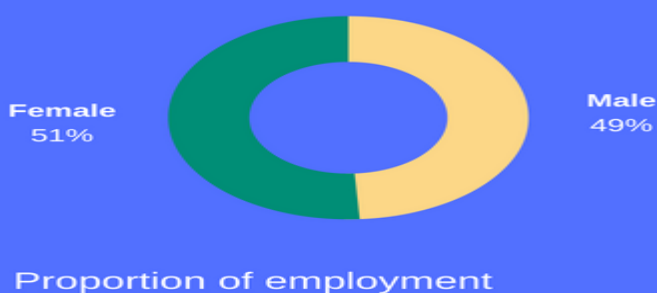


OVERSEAS MARKET

PERCENTAGE GROWTH RATE 2016/2017



EMPLOYMENT IN THE ACCOMMODATION SUB-SECTOR

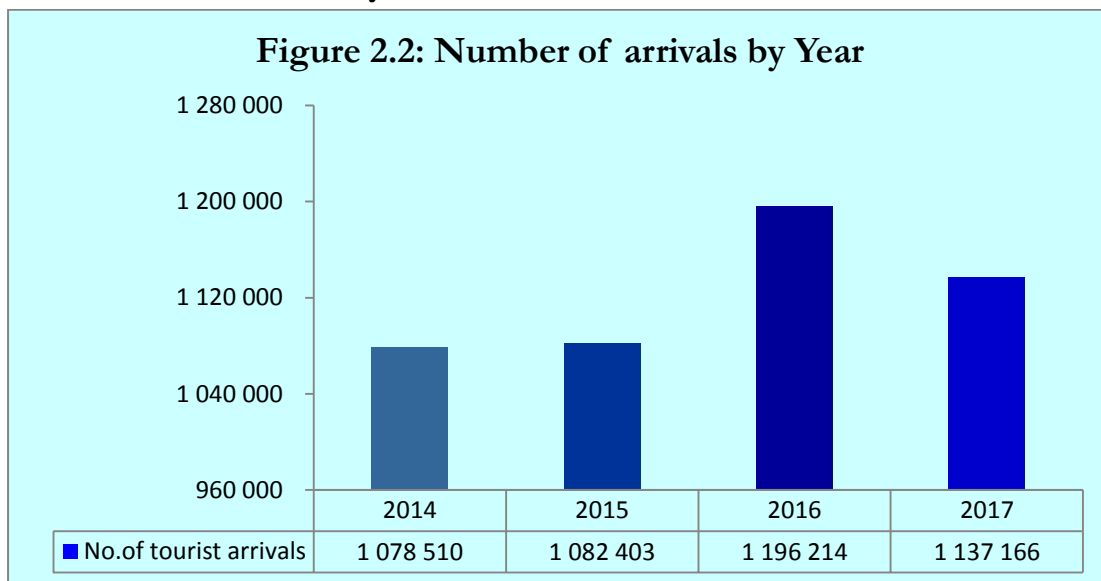


2. ARRIVAL STATISTICS

2.1. TRACKING TOURISM DEMAND

International visitation to the Kingdom of Lesotho declined by 4.9 percent from 2016 to 2017. Visitors decreased from 1, 196, 214 million to 1, 137, 166 million in 2017 where South Africa was the largest contributor to the general downturn. Arrivals from South Africa decreased by 6.6 percent which translated to a drop of 71, 371 arrivals compared to the previous year.

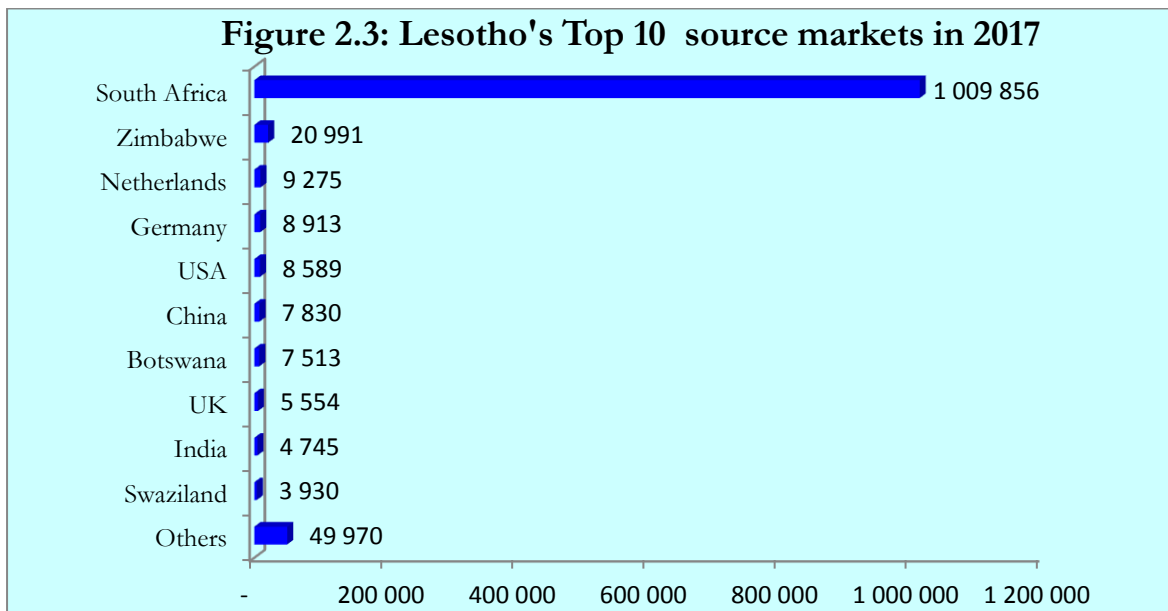
2.2. Tourism Arrivals by Year



The above graph shows trends in Lesotho's inbound tourism from 2014 to 2017. Between 2016 and 2017, international arrivals to Lesotho declined by 4.9 percent posting a decrease of 59, 048 arrivals.



2.3. Lesotho's Top 10 Source Markets in 2017





2.3.1. Lesotho's Top 10 Source Markets percentage change growth from 2016 to 2017

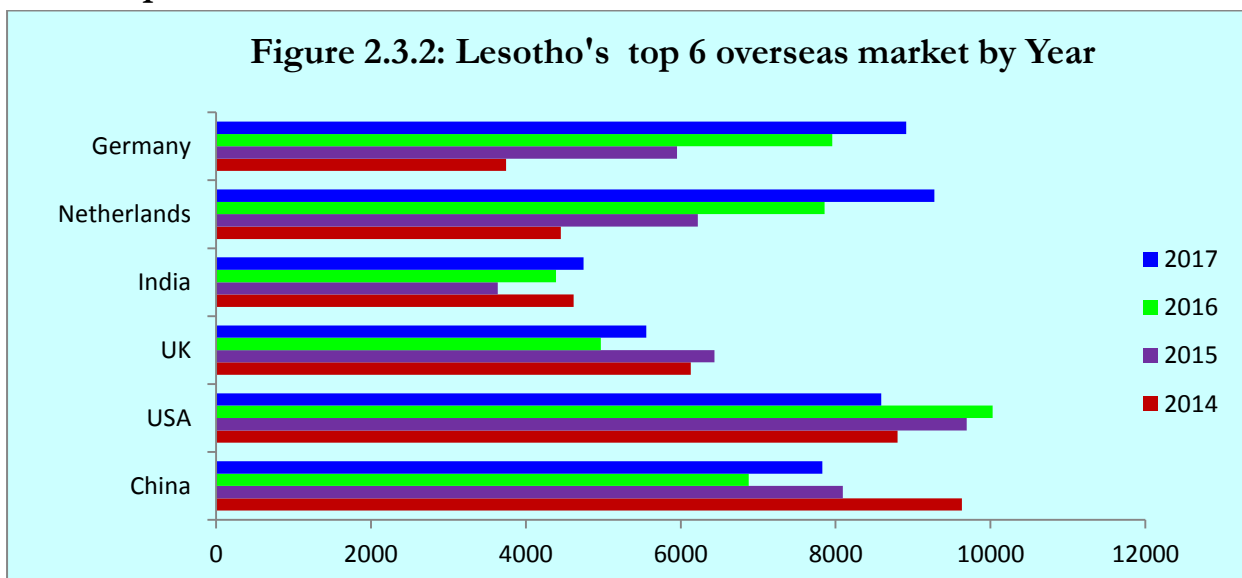


In terms of Lesotho's key international markets, increase in arrivals from 2016 to 2017 was particularly observed from overseas markets which are Netherlands

(+18.1 percent), China (13.8 percent) Germany (12 percent), UK (11.8 percent) and India (8.1 percent) respectively. Visitors from Swaziland, Botswana, USA and South Africa declined in 2017 in comparison to 2016 (down by 21.5 percent, 16.3 percent, 14.3 percent and 6.6 percent) respectively.



2.3.2. Top Six Overseas Markets for Lesotho



Growth has not been consistent for Lesotho's top six overseas markets over the last four years, as shown by the above figure. Netherlands and Germany are the only source markets that displayed a consistent growth over the years. China experienced a decline in arrivals in both 2015 and 2016 but displayed a growth in 2017; it was down by 15.9 percent in 2015, down by -15.0 percent in 2016 and up by 13.8 percent in 2017. However on the contrary, in 2017 UK and India both experienced an increase of 11.8 percent and 8.1 percent respectively.



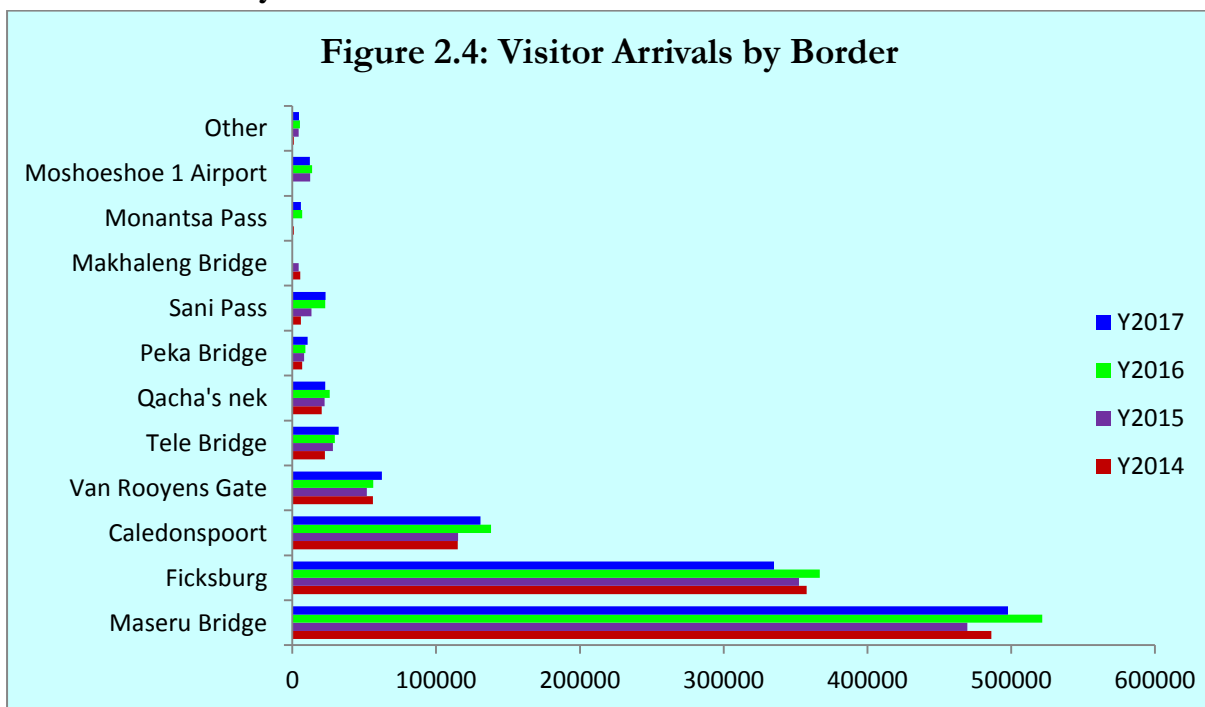
2.3.3. Top six overseas markets growth change



Looking over the last four years, the fastest growing markets have been Germany and Netherlands. In 2015 they grew by 58.9 percent and 39.7 percent respectively, in 2016 they grew by 33.7 percent and 26.2 percent respectively while in 2017 they

grew by 12 percent and 18.1 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 figure above China, UK and India have revealed a significant improvement from 2016 to 2017 portraying a strong growth in the number of arrivals that visit Lesotho. Their markets grew by 13.8 percent, 11.8 percent and 8.1 percent respectively.

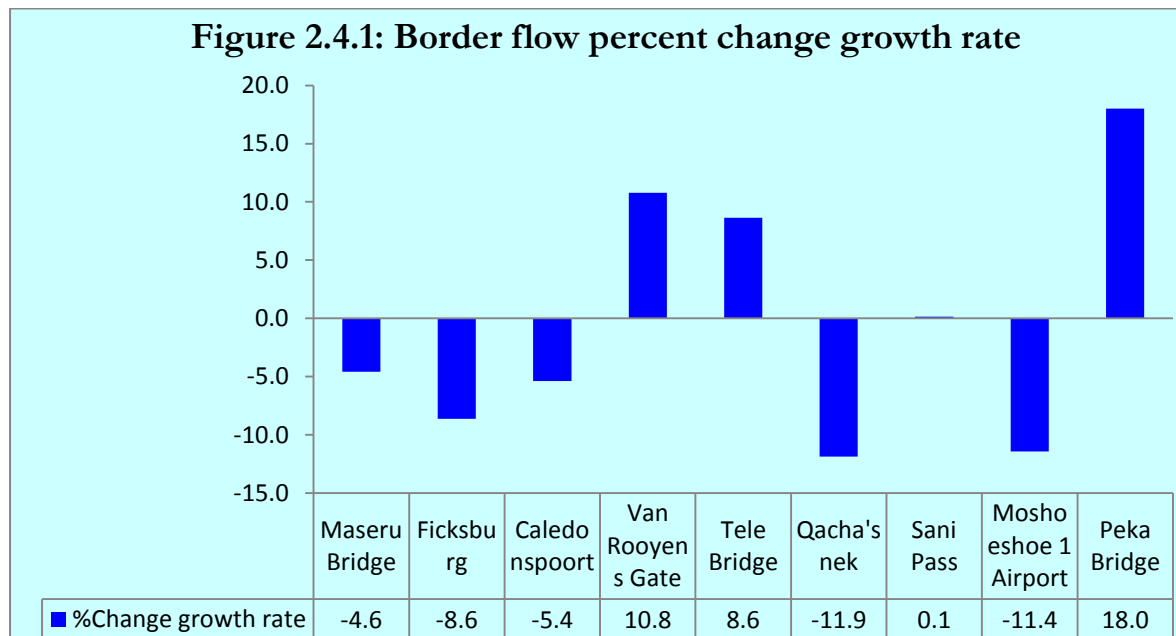
2.4. Port of Entry



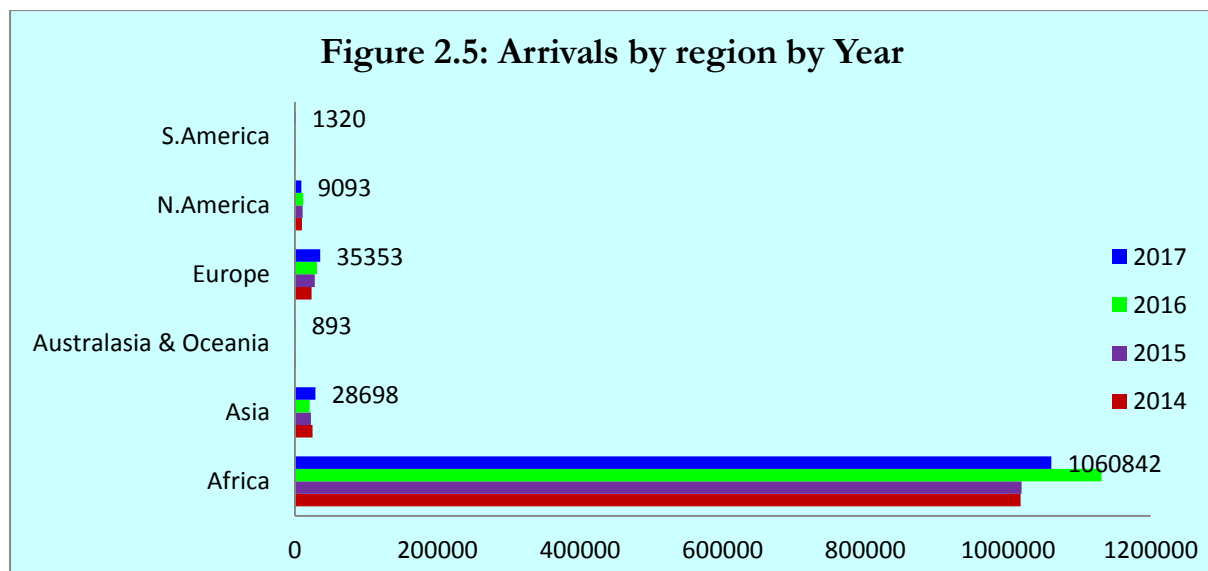
From the figure above it is observed that for the past four years Maseru has been handling the bulk of Lesotho's international arrivals. Although Maseru has been handling the bulk of Lesotho's international arrivals, in 2017 its total number of arrivals was 497,761 arrivals, a decrease of 4.6 percent from the previous year. Analysing visitor movements further, most of the border posts experienced a decline in visitor movement flows in 2017; the only borders that saw an increase in arrivals are Peka Bridge, Vanrooyens Gate and Sani Pass; they were up by 18 percent, 10.8 percent and 0.1 percent respectively. Worthy to mention is the fact

that Maputsoe Bridge (335, 063) and Caledonspoort (130, 786) survived their position as the second and third busiest borders respectively.

2.4.1 Border Flow percent Growth Rate (2016/2017)



2.5. Arrivals by Region by Year

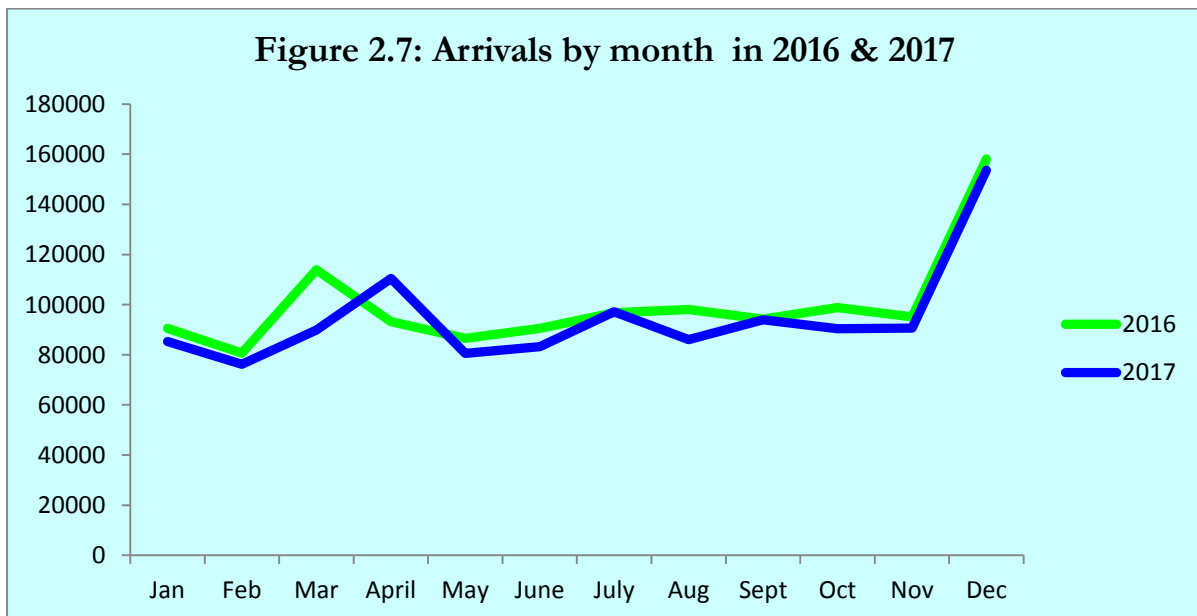


By regional grouping, in 2017 Africa has persisted as Lesotho's main source market. Although Africa is the leading region, from the figure it is visible that arrivals from this continent have decreased significantly. From 2016 to 2017

arrivals from Africa have decreased by 6.6 percent which translates into 70, 672 fewer arrivals. European countries were up by 14.7 percent while the largest drop was from North America, (though they represent a much smaller percentage of overall travel to Lesotho).



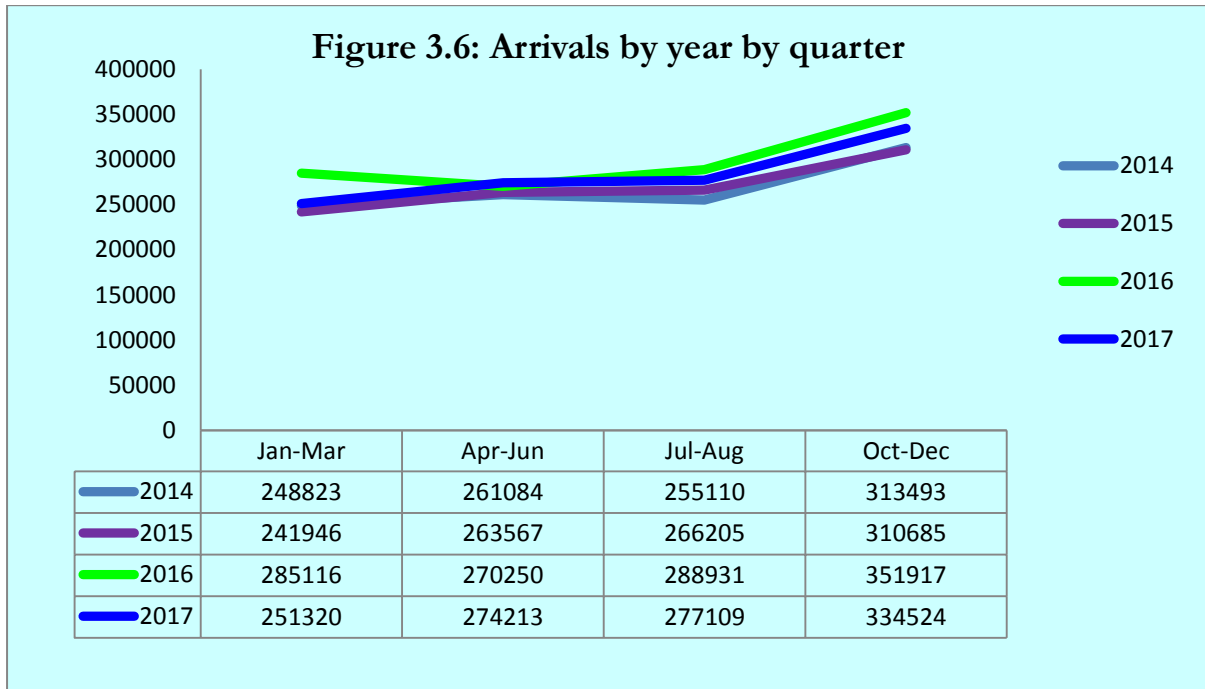
2.6. Seasonality of Arrivals Traffic



The above figure exhibits the monthly distribution of international arrivals into Lesotho from 2016 to 2017. Although December still continued to dominate as the peak month in both years, seasonality was further pronounced by a peak in April 2017 (110, 393) where it posted an increase of 18.4 percent compared to the same period in 2016. However further analysis illustrates that unlike 2016, 2017

experienced a decline in almost all of its months except for April and July. The most significant declines were observed in March and August (18.4 percent and 12.3 percent respectively) compared to the same period in 2016.

2.7. Arrivals by Year and Quarter





In comparison to 2016, 2017 experienced a decline in all the quarters of the year except for April –June. After a significant loss of 11.9 percent in the January to March quarter (a total of 33, 796) fewer arrivals compared to the previous year, arrivals picked up and a growth of 1.5 percent was seen in the second quarter (April to June) when compared to 2016. After this growth, the last two quarters saw arrivals dipping and a decline of 4.9 percent and 4.1 percent was experienced respectively in third quarter (July to August) and fourth quarter (October to December) compared to the previous year.



3. ACCOMMODATION SECTION

3.1. TRACKING ACCOMMODATING DEMAND

This section of the report will provide a summary of the accommodation sub-sector in the Tourism Industry. It comprises of Hotels, Lodges, Guest Houses and Bed & Breakfasts’.

In addition to the above mentioned categories of accommodation, Lesotho also has Backpackers, Hostels, Farmers Training Centers (FTCs) and Rural Homestays. These categories of accommodation also provide lodging to both local and international arrivals that visit and explore Lesotho.



Camping and caravan sites are also available at key attraction sites for outdoor adventures; although their data has not yet been collected for analysis. Data from accommodation establishments is collected by using forms (data collection tools) that are distributed and collected at accommodation establishments. These forms are updated daily by accommodation establishments and are analyzed quarterly and annually by the Research and Development Department.

Accommodation establishments are widely spread across the country and all the ten districts are represented in all the categories. Maseru (the capital city) has the highest number of establishments while Berea has the lowest number of establishments.

In 2014 the LTDC attempted to introduce rural homestays to start data collecting visitation numbers in this newly introduced category however to date numbers of

visitors' are still insignificant which therefore means that they will not be included in this report.



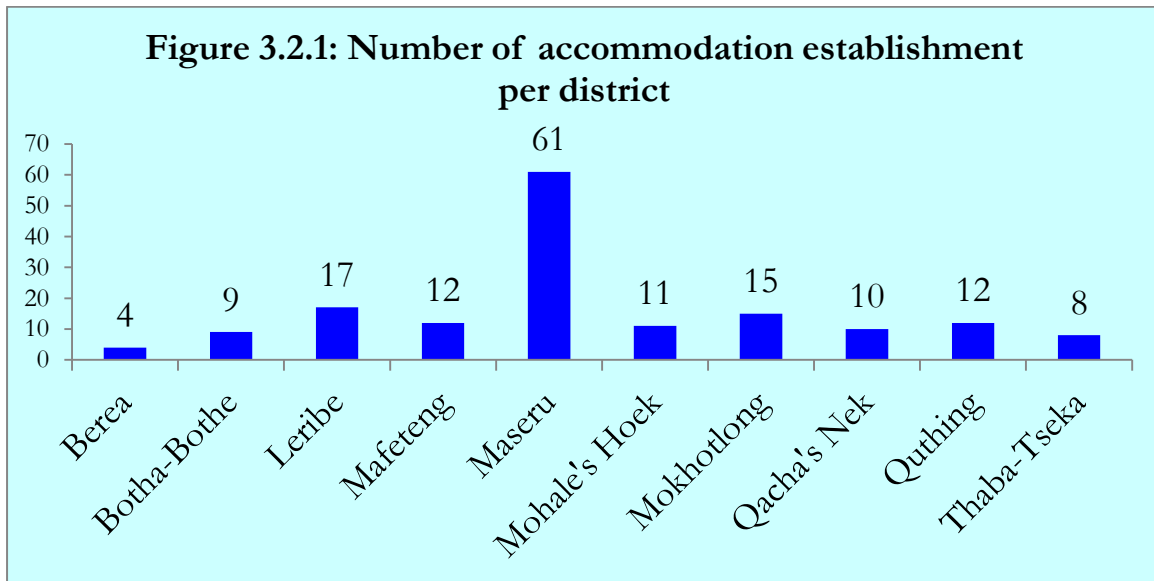
3.2. ACCOMMODATION TYPE



The distribution of accommodation establishments gives the reader a general understanding of how many establishments each district has as well as the existing categories found in it. This type of information is very critical to both travellers mainly because they are able to make informed decisions for lodging and for investment purposes.

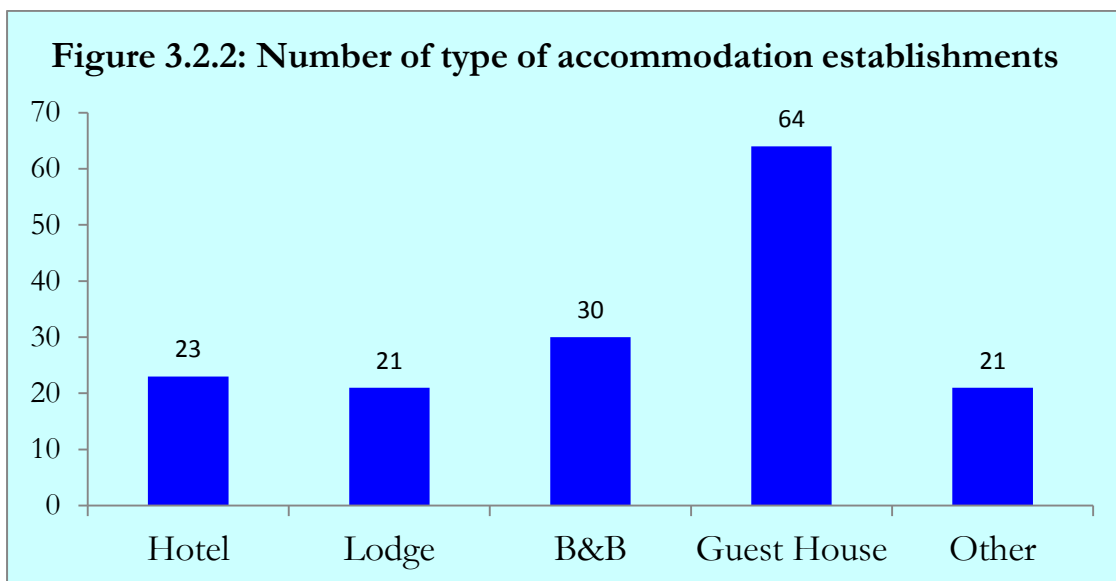
The composition of accommodation establishments in 2017 remained the same as 2016. This is primarily because of the insignificant numbers of newly built accommodation facilities in Lesotho.

Figure 3.2.1 Number of Accommodation Establishments per District



The figure above depicts the distribution of establishments across the country where Maseru, the capital city is leading (61 establishments) followed by Leribe (17 establishments) and Mokhotlong (15 establishments) respectively. From the figure above it is evident that while Maseru had the highest number of establishments Berea had the lowest number with four.

Figure 3.2.2: Number of type of accommodation Establishments



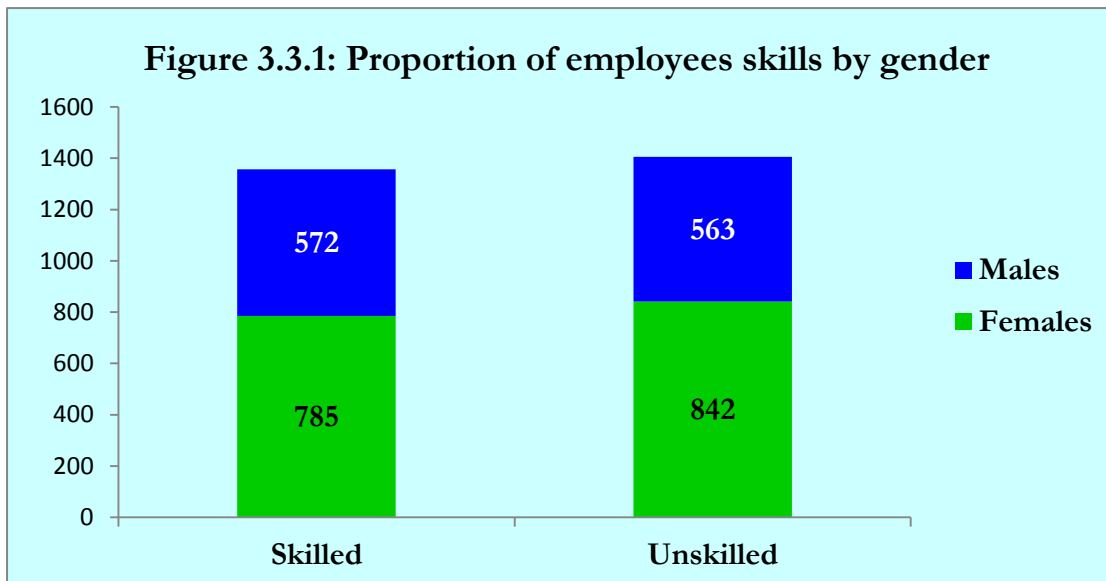
The figure above illustrates the most popular segment of accommodation in Lesotho. Guest houses are dominant (64), followed by Bed & Breakfasts' (30) and Hotels (23) respectively. From this figure is also clear that these three segments are widespread and guests are spoilt with choice as far as lodging is concerned. Furthermore the figure demonstrates that among the main four types of accommodation; lodges are least popular (21).

3.3. EMPLOYMENT BY GENDER

Employment in the accommodation subsector is distributed in a similar way as the previous year. It is more skewed more towards females than males. The proportion of females constituted 59 percent while males constituted 41 percent. This implies that there hasn't been any shift in the structure of employment; the sub sector still employs more females than males.

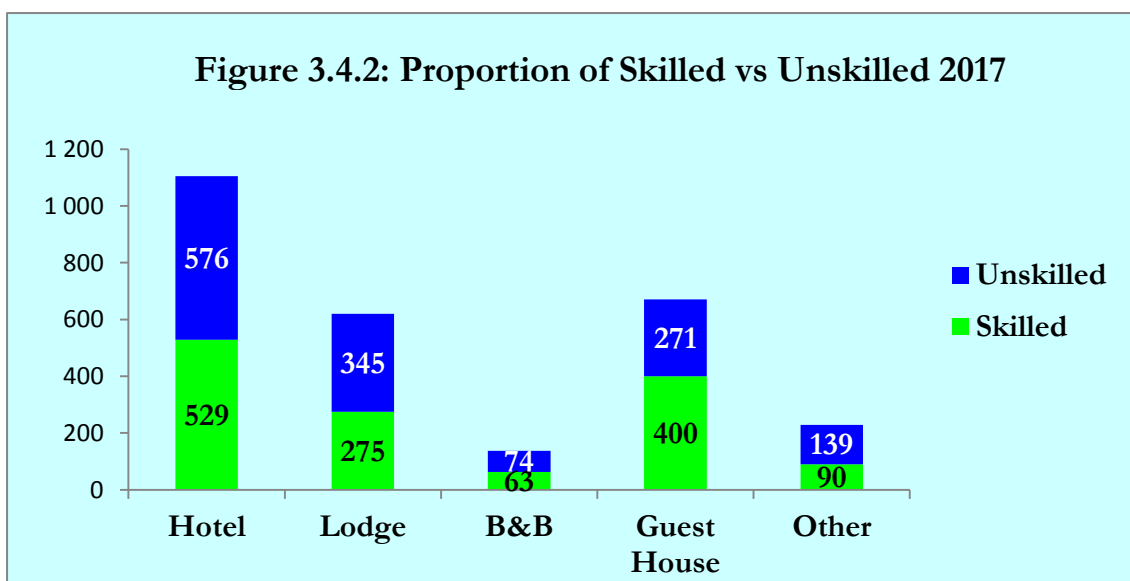


Figure 3.3.1: Proportion of employees' skills by gender



The proportions of skilled and unskilled employees constituted 49 percent and 51 percent respectively. Out of the skilled employees, males constituted 41 percent while females constituted 59 percent which means the skilled employees are predominantly females.

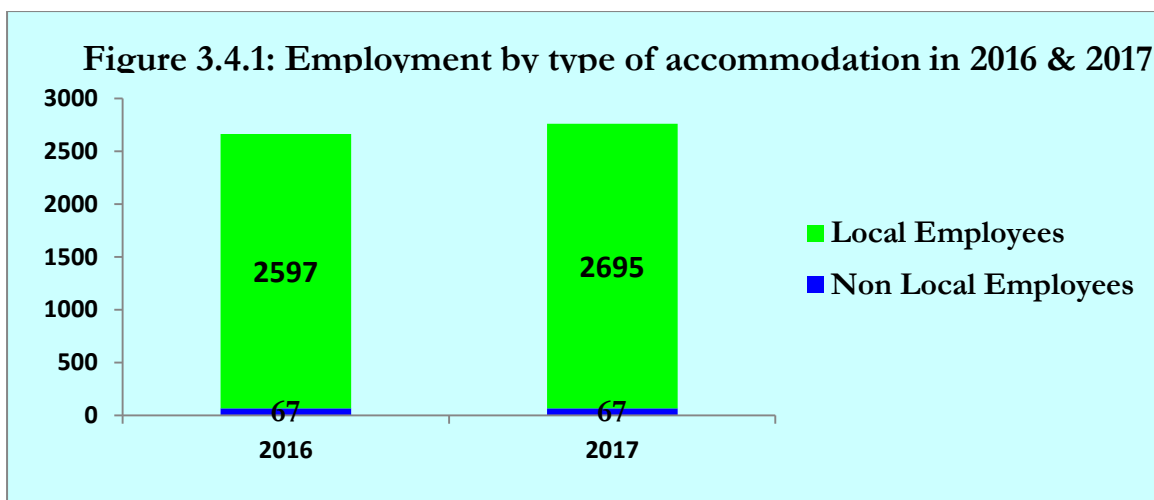
Figure 3.4.2: Proportion of employees by skills by type of accommodation



From the above figure is visible that Guest Houses have the largest proportion of skilled employees (59.6 percent), followed by Hotels (47.9 percent) and Bed & Breakfasts' (46.0 percent) respectively. Additionally it is evident that while all accommodation provides employment, hotels are the biggest employer with 1, 105 employees.

3.4. EMPLOYMENT IN ACCOMMODATION THE SUB-SECTOR

Figure 3.4.1: Employment by type of nationality

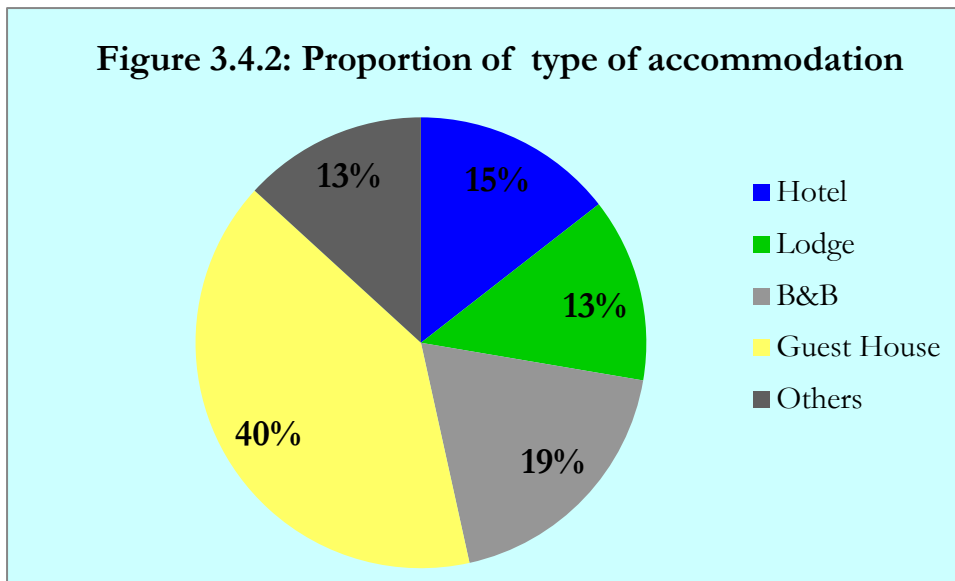


The proportions of local and non-local employees is almost the same as the previous years where the number of local employees(98 percent) is much more than the number of non-local employees(2 percent).



This simply shows us that the sector provides employment to local people and directly contributes towards job creation which is really encouraging.

Figure: 3.4.2: Proportion of type of accommodation



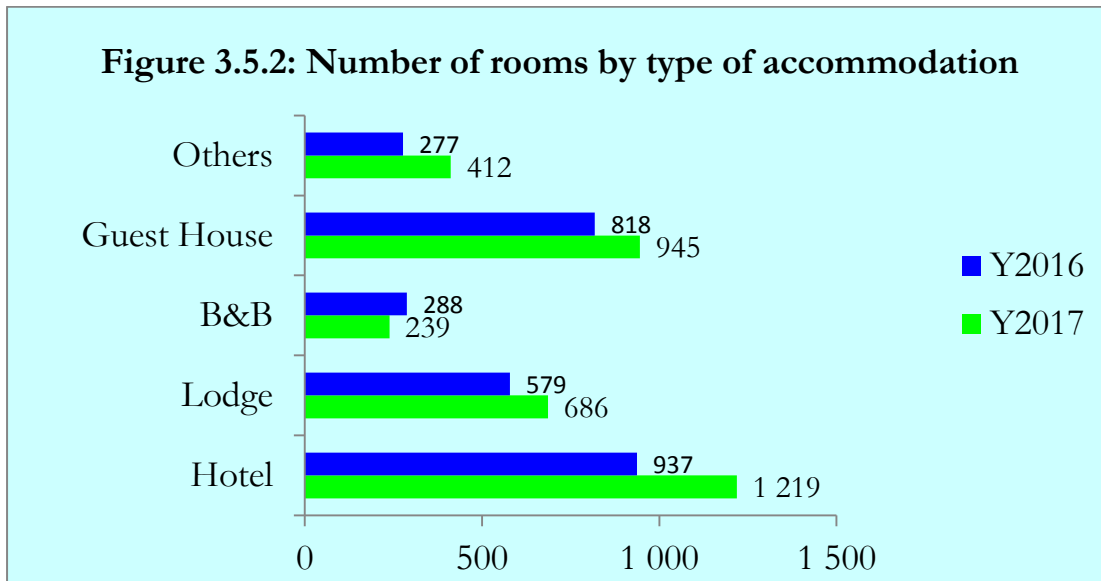
Proportion of different accommodation establishments across all segments has been similar in 2016 and 2017. The pattern has been similar since 2015. Guest Houses comprise the largest majority (40 percent) followed by B&Bs (19 percent) Hotels (15 percent) and Lodges (13 percent) respectively.

3.5. ACCOMMODATION ESTABLISHMENT CAPACITY

Fig 3.5.1: Number of rooms by type of accommodation

In comparison to other accommodation segments, Lesotho's hotels have the largest supply of rooms. Hotels comprise 35 percent (1, 219 rooms) of the total number of rooms, guest houses comprise 27 percent (945 rooms) while Bed & Breakfasts' comprise 7 percent (239 rooms) of the total number of rooms.

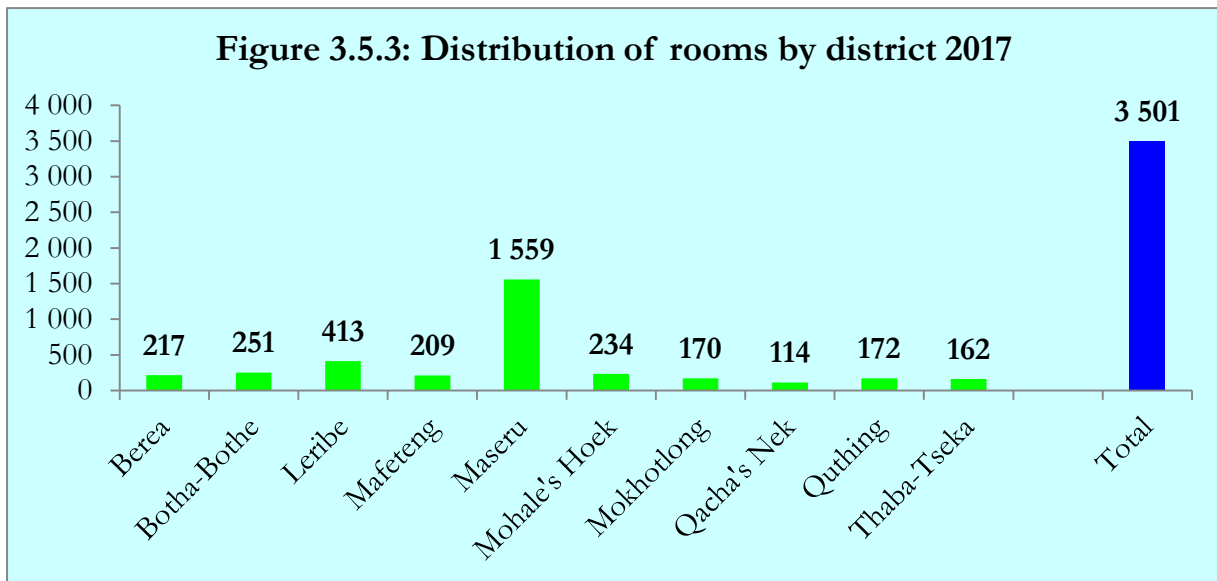
Figure 3.5.2: Number of rooms by type of accommodation



Maseru has a total offering of 1, 559 rooms, making it the largest in the country. Maseru constitutes 45 percent of total rooms available, followed by Leribe at 12 percent (413 rooms). The district that has the lowest number of rooms is Qacha's Nek (3 percent) with a total number of 114 rooms.

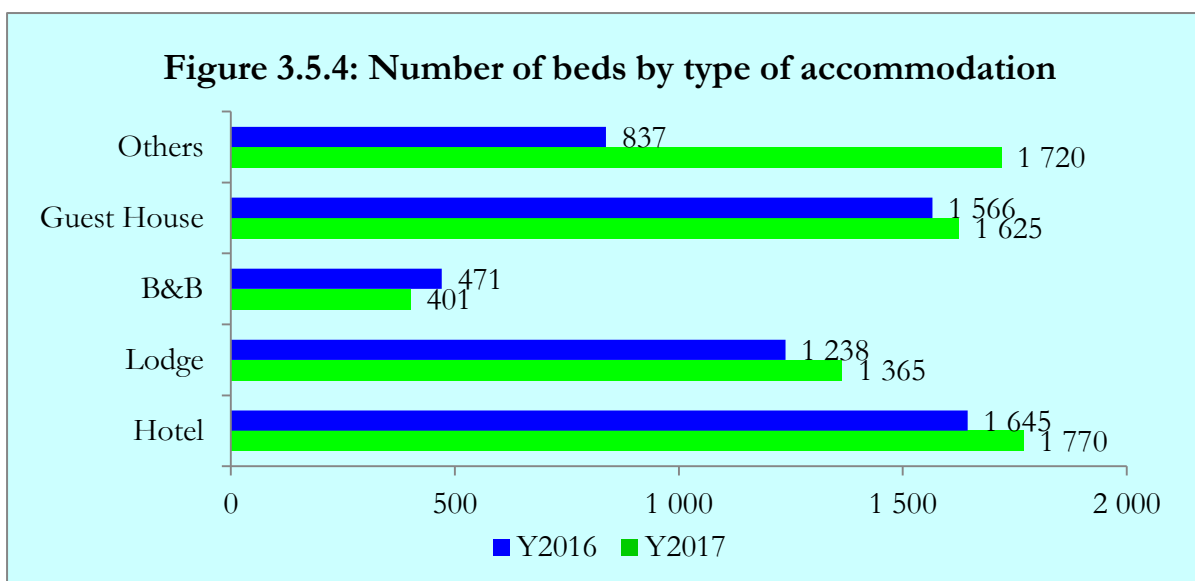


Figure 3.5.3: Distribution of rooms by district



In 2017, the total number of beds recorded was 5, 000, a slight increase from the 2016 record of 5, 757. Hotels reported the highest number of rooms (1, 770) than any other type of establishment while Bed & Breakfasts' reported the least number of beds (401).

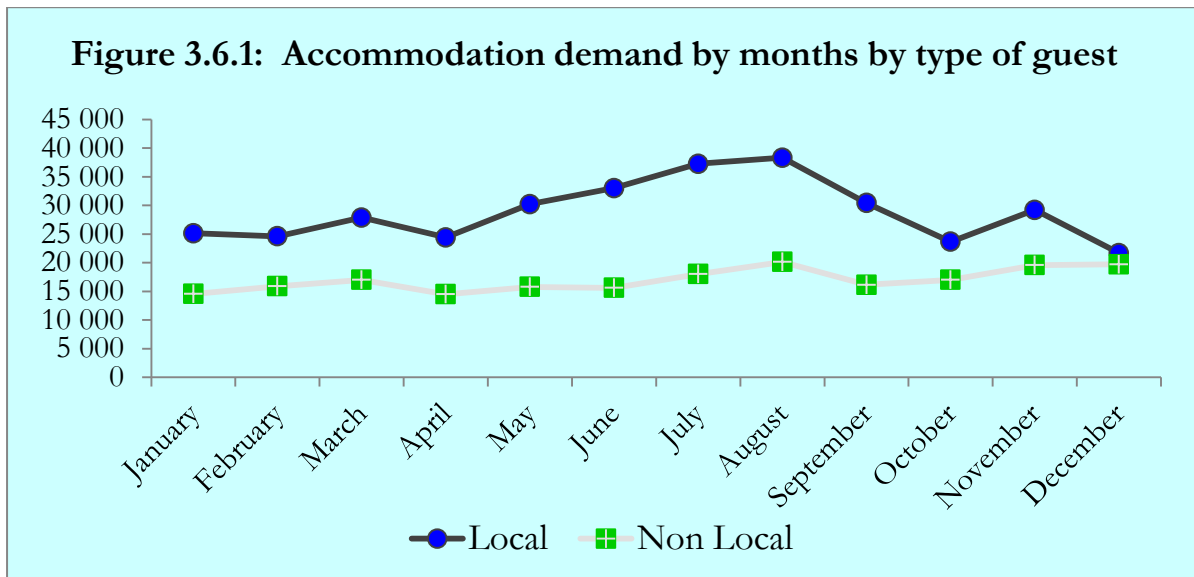
Figure 3.5.4: Number of beds by type of accommodation



3.6. ACCOMMODATION DEMAND

The figure below illustrates accommodation demand by type of guests. The number of local arrivals that use accommodation facilities is always more than the number of international arrivals throughout the year. The number of local arrivals declined in April and October while the number of international arrivals was steady throughout the year. A marginal increase of both local and international arrivals was seen in December.

Figure 3.6.1: Accommodation demand by months by type of guests

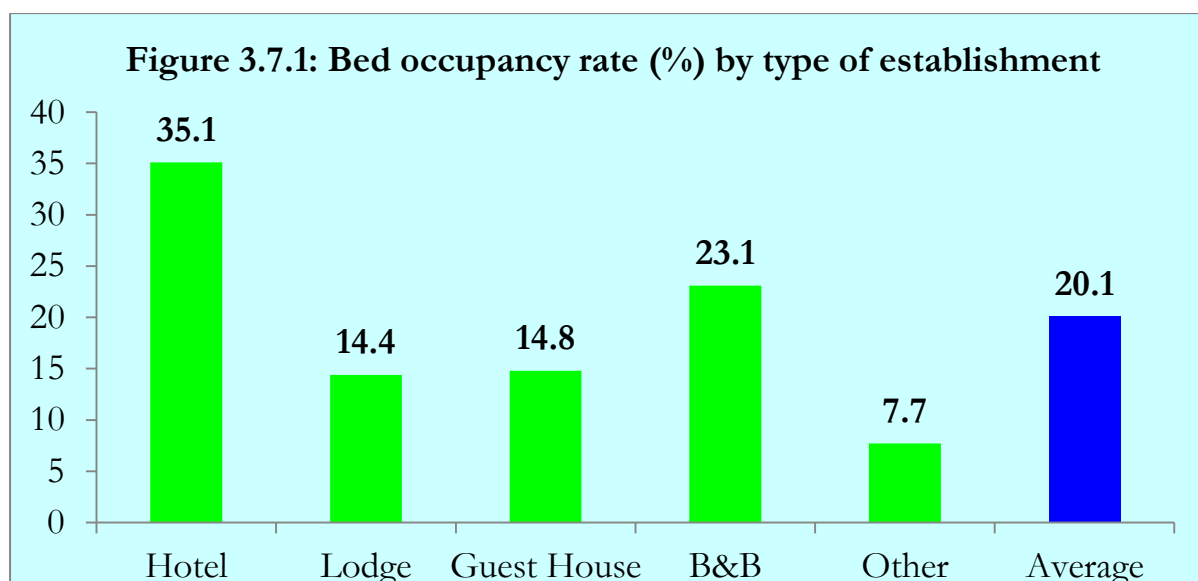


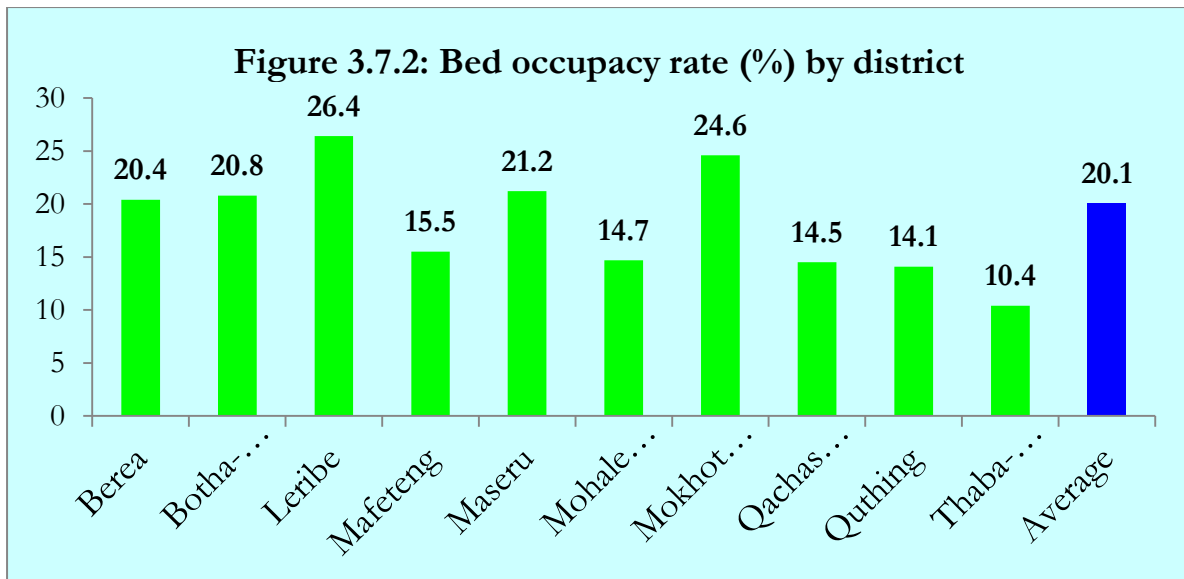
3.7. BED OCCUPANCY

Table1: Bed Occupancy Rate 2017

Bed Occupancy Rate 2017 (%)							2016/2017
	Hotel	Lodge	Guest House	B&B	Other	Total	+/-
Berea	19.0	2.4	58.0	0.0	0.0	20.4	6.4
Butha-Buthe	21.7	13.4	4.1	21.0	25.4	20.8	2.7
Leribe	30.1	20.6	17.2	33.0	1.4	26.4	-4.3
Mafeteng	27.9	21.4	14.3	12.8	3.4	15.5	-8.3
Maseru	51.5	12.3	16.6	25.4	1.2	21.2	-8.1
Mohale's Hoek	26.5	12.7	8.7	18.6	8.2	14.7	-2.6
Mokhotlong	24.4	21.4	36.0	22.1	29.9	24.6	-0.3
Qacha's Nek	14.6	0.0	10.8	24.0	8.9	14.5	-3.3
Quthing	13.5	0.0	5.0	16.3	10.6	14.1	1.5
Thaba-Tseka	12.3	12.1	11.1	11.1	5.1	10.4	-8.5
Total	35.1	14.4	14.8	23.1	7.7	20.1	-0.6

Hotels have the highest bed occupancy rate (35 percent) followed B&B (23 percent), Guest Houses (15 percent) and Lodges (14 percent) respectively. Leribe was the best performer (26 percent), followed by Mokhotlong (25 percent). Berea is the most improved district with a growth of 6 percent compared to last year. Thaba-Tseka is the lowest performing district, with a decline of 9 percent. The overall average bed occupancy in 2017 was at 20 percent, a slight decline (1 percent) from 2016.

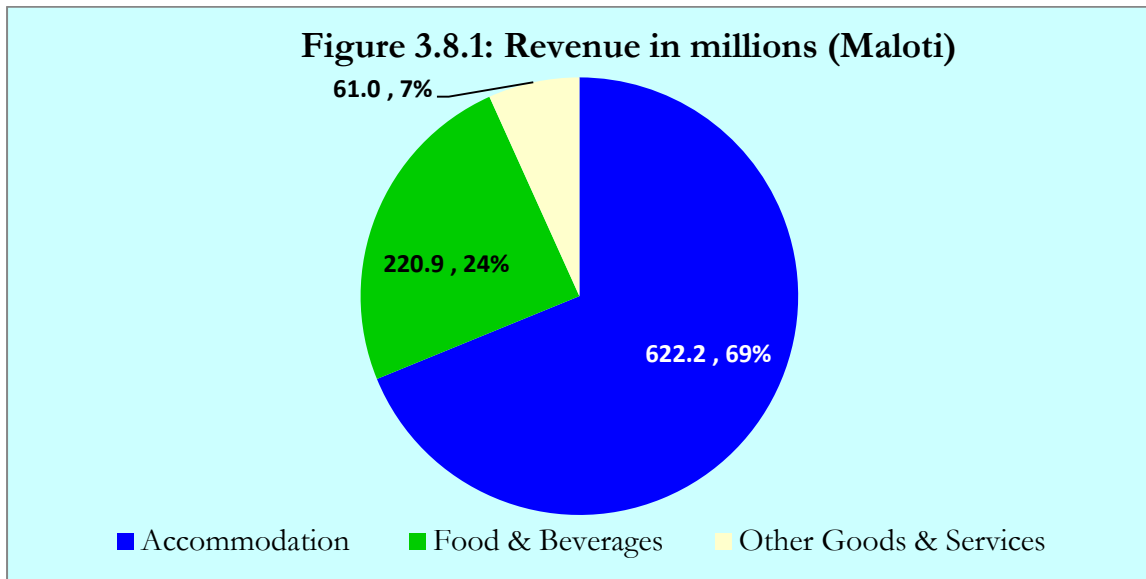




3.8. REVENUE

Most revenue was accrued from accommodation bookings (69 percent) followed by food & beverages (24 percent) while the rest accrued from other goods and services (7 percent.)

Figure 3.8.1: Revenue in millions (Maloti)



In this subsector Hotels and guesthouses are the greatest contributors of revenue. B&B are the least contributors of revenue. Total revenue accrued in 2017 is 904 million maloti, an increase of 7 percent from 2016.

Figure 3.8.2: Proportion of total revenue accrued by type of accommodation

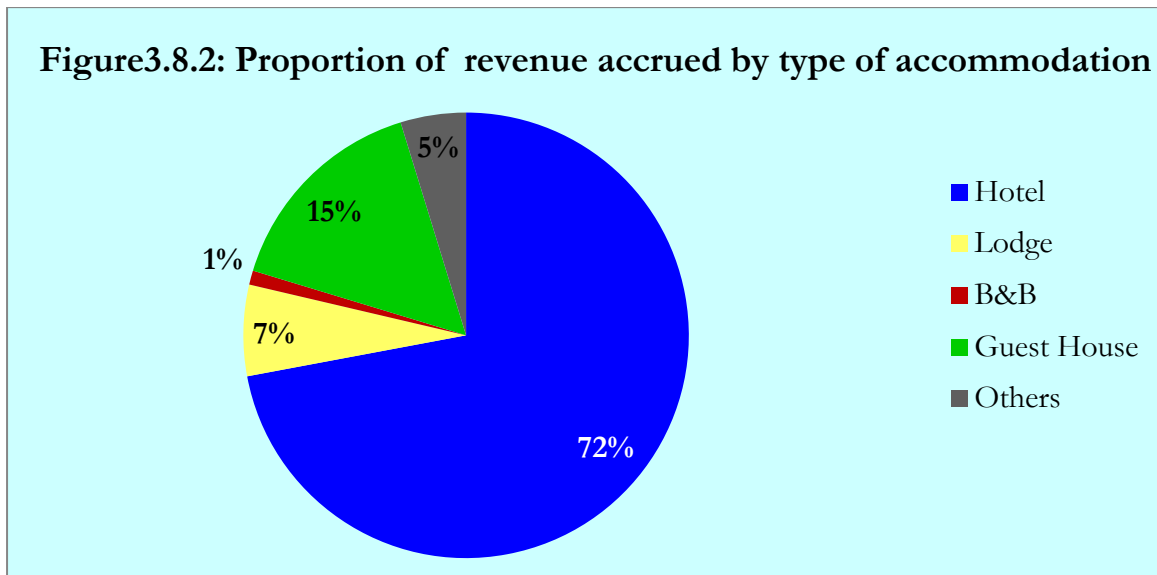


Table2: Total revenue accrued in 2016

Total Revenue 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	29,374,333.63	440,630.00	563,718.00	2,055,704.54	934,597.80	33,368,983.97
Botha-Bothe	2,904,897.25	4,039,387.90	173,947.00	2,469,890.00	29,418,162.26	39,006,284.41
Leribe	54,285,914.67	9,309,352.80	2,196,186.00	76,053,943.95	23,390.00	141,868,787.42
Mafeteng	5,370,906.04	9,085,406.63	1,679,159.00	3,539,935.13	222,888.00	19,898,294.80
Maseru	522,410,261.05	31,083,173.77	3,020,786.02	38,516,863.35	5,972,817.07	601,003,901.26
Mohale's Hoek	23,670,208.32	641,073.15	182,385.00	727,562.12	859,962.10	26,081,190.69
Mokhotlong	5,347,454.62	3,404,425.00	1,069,335.00	4,350,234.80	4,779,162.70	18,950,612.12
Qacha's Nek	5,567,057.47	28,885.00	250,490.00	967,859.00	230,710.00	7,045,001.47
Quthing	1,510,240.25	-	56,680.00	10,502,026.00	430,460.00	12,499,406.25
Thaba-Tseka	1,003,688.00	1,741,415.00	103,744.00	1,492,821.00	66,955.00	4,408,623.00
Total	651,444,961.30	59,773,749.25	9,296,430.02	140,676,839.89	42,939,104.93	904,131,085.39

4. CONCLUSION

In conclusion, this report demonstrates that the tourism industry's overall arrivals are down by 4.9 percent in 2017 compared to arrivals recorded in 2016. Lesotho experienced its biggest loss from South Africa's international arrivals where a decline of 6.6 percent was recorded, compared to 11.4 percent growth recorded during 2016.

Although 2017 exhibits a noticeable decline in the number of African international arrivals (-6.6 percent) this report illustrates that the distribution of arrivals 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. From this report it is evident that Lesotho is still heavily reliant on its one and only neighbouring country South Africa.

Although there was a decline in the overall number of international arrivals, it is important to mention that revenue accrued from international arrivals that visited accommodation establishments grew remarkably in 2017 in comparison to 2016. It was up by 7 percent compared to the 2.7 percent recorded in 2016. The total number of receipts accumulated in 2017 was M904 million compared to M844 million accrued in 2016.

On a more positive note employment has increased, up by 3.7 percent in the accommodation sector, more employees were hired in 2017 (2, 695) compared to 2016 (2, 597). This means that the industry still continued to contribute positively towards the economy by employing local and international people. A similar pattern (2016) was observed where most the employees were now skilled versus unskilled.

Overall the sector performed negatively when compared to the past three years however efforts to market Lesotho aggressively and offer competitive services and prices still need to be prioritized. In a nutshell, it was very encouraging to see that despite the downturn receipts accrued in 2017 still grew remarkably.

ANNEX

2014	2015	2016	2017	% Change		
				16/17	15/16	14/15
1,078,510	1,082,403	1,196,214	1,137,166	-4.9	10.5	0.4

2015			2016			2017		
Market	Arrivals	(%)	Market	Arrivals	(%)	Market	Arrivals	(%)
South Africa	970,292	89.6	South Africa	1,081,227	90.4	South Africa	1,009,856	88.8
Zimbabwe	20,995	1.9	Zimbabwe	20,835	1.7	Zimbabwe	20,991	1.8
USA	9,694	0.9	USA	10,026	0.8	Netherlands	9,275	0.8
China	8,095	0.7	Botswana	8,972	0.8	Germany	8,913	0.8
Botswana	6,712	0.6	Germany	7,955	0.7	USA	8,589	0.8
UK	6,436	0.6	Netherlands	7,856	0.7	China	7,830	0.7
Netherlands	6,223	0.6	China	6,878	0.6	Botswana	7,513	0.7
Germany	5,951	0.5	Swaziland	5,006	0.4	UK	5,554	0.5
Swaziland	4,627	0.4	UK	4,970	0.4	India	4,745	0.4
India	3,639	0.3	India	4,389	0.4	Swaziland	3,930	0.3
Others	39,739	3.7	Others	38,100	3.2	Others	49,970	4.4
Total	1,078,510	100	Total	1,196,214	100	Total	1,137,166	100

Market	2014	2015	2016	2017	% Change		
					17/16	15/16	14/15
South Africa	968,742	970,292	1,081,227	1,009,856	-6.6	11.4	0.2
Zimbabwe	20,523	20,995	20,835	20,991	0.7	-0.8	2.3
China	9,630	8,095	6,878	7,830	13.8	-15.0	-15.9
USA	8,798	9,694	10,026	8,589	-14.3	3.4	10.2
Botswana	6,942	6,712	8,972	7,513	-16.3	33.7	-3.3
UK	6,128	6,436	4,970	5,554	11.8	-22.8	5.0
India	4,619	3,639	4,389	4,745	8.1	20.6	-21.2
Netherlands	4,454	6,223	7,856	9,275	18.1	26.2	39.7
Germany	3,746	5,951	7,955	8,913	12.0	33.7	58.9
Swaziland	3,716	4,627	5,006	3,930	-21.5	8.2	24.5
Other	41,212	39,739	38,100	49,970	31.2	-4.1	-3.6
Total	1,078,510	1,082,403	1,196,214	1,137,166	-4.9	10.5	0.4

Month	2014	2015	2016	2017	% change		
					16/17	15/16	14/15
January	88,762	84,777	90,479	85,266	-5.8	6.7	-4.5
February	79,023	73,235	80,698	76,216	-5.6	10.2	-7.3
March	81,038	83,934	113,939	89,838	-21.2	35.7	3.6
April	101,566	100,456	93,200	110,393	18.4	-7.2	-1.1
May	82,511	81,705	86,577	80,579	-6.9	6.0	-1.0
June	77,007	81,406	90,473	83,241	-8.0	11.1	5.7
July	83,211	87,396	96,732	97,207	0.5	10.7	5.0
August	94,449	92,069	98,014	86,000	-12.3	6.5	-2.5
September	77,450	86,740	94,185	93,902	-0.3	8.6	12.0
October	87,928	82,175	98,777	90,356	-8.5	20.2	-6.5
November	85,886	84,739	95,123	90,614	-4.7	12.3	-1.3
December	139,679	143,771	158,017	153,554	-2.8	9.9	2.9
Total	1,078,510	1,082,403	1,196,214	1,137,166	-4.9	10.5	0.4

Quarter	2014	2015	2016	2017	% Change		
					16/17	15/16	14/15
Jan-Mar	248,823	241,946	285,116	251,320	-11.9	17.8	-2.8
Apr-Jun	261,084	263,567	270,250	274,213	1.5	2.5	1.0
Jul-Aug	255,110	266,205	288,931	277,109	-4.1	8.5	4.3
Oct-Dec	313,493	310,685	351,917	334,524	-4.9	13.3	-0.9
Total	1,078,510	1,082,403	1,196,214	1,137,166	-4.9	10.5	0.36

Continent	2014	2015	2016	2017	% Change		
					17/16	15/16	14/15
Africa	1,017,587	1,019,127	1,131,514	106,0842	-6.2	11.0	0.2
Asia	24,750	22,295	20,797	28,698	38.0	-6.7	-9.9
Australasia & Oceania	1,328	1,077	959	893	-6.9	-11.0	-18.9
Europe	23,451	27,706	30,817	35,353	14.7	11.2	18.1
N. America	9,826	10,861	11,454	9,093	-20.6	5.5	10.5
S. America	1,085	784	173	1,320	663.0	-77.9	-27.7
Unknown	483	553	500	967	93.4	-9.6	14.5
Total	1,078,510	1,082,403	1,196,214	1,137,166	-4.9	10.5	0.4

Continent	Percentage Share (%)			
	2014	2015	2016	2017
Africa	94.4	94.2	94.6	93.3
Asia	2.3	2.1	1.7	2.5
Australasia & Oceania	0.1	0.1	0.1	0.1
Europe	2.2	2.6	2.6	3.1
North America	0.9	1.0	1.0	0.8
South America	0.1	0.1	0.01	0.1
Unknown	0.0	0.1	0.04	0.1
Total	100	100	100.0	100.0

Port	2015	2016	2017	% Change	
				16/17	15/16
Maseru Bridge	469,521	521,647	497,761	-4.6	11.1
Ficksburg	352,389	366,770	335,063	-8.6	4.1
Caledonspoort	115,386	138,246	130,786	-5.4	19.8
Van Rooyens Gate	51,798	56,323	62,398	10.8	8.7
Tele Bridge	28,177	29,581	32,137	8.6	4.98
Qacha's Nek	22,423	25,910	22,833	-11.9	15.6
Sani Pass	13,299	22,983	23,013	0.1	72.8
Moshoeshoe I	12,401	13,652	12,090	-11.4	10.1
Peke Bridge	8,130	8,983	10,602	18.0	10.5
Other	8,879	12,119	10,483	-13.5	36.5
Total	1,082,403	1,196,214	1,137,166	-4.9	10.5

2015			2016			2017		
Port	Total Arrivals	Share (%)	Port	Total Arrivals	Share (%)	Port	Total Arrivals	Share (%)
Maseru Bridge	469,521	43.4	Maseru Bridge	521,647	43.6	Maseru Bridge	497,761	43.8
Ficksburg	352,389	32.6	Ficksburg	366,770	30.7	Ficksburg	335,063	29.5
Caledonspoort	115,386	10.7	Caledonspoort	138,246	11.6	Caledonspoort	130,786	11.5
Van Rooyens Gate	51,798	4.8	Van Rooyens Gate	56,323	4.7	Van Rooyens Gate	62,398	5.5
Tele Bridge	28,177	2.6	Tele Bridge	29,581	2.5	Tele Bridge	32,137	2.8
Qacha's Nek	22,423	2.1	Qacha's Nek	25,910	2.2	Qacha's Nek	22,833	2.0
Sani Pass	13,299	1.2	Sani Pass	22,983	1.9	Sani Pass	23,013	2.0
Moshoeshoe 1 Airport	12,401	1.1	Moshoeshoe1	13,652	1.1	Moshoeshoe1	12,090	1.1
Peka Bridge	8,130	0.8	Peka Bridge	8,983	0.8	Peka Bridge	10,602	0.9
Makhaleng Bridge	4,407	0.4	Monontsa Pass	6,802	0.6	Monontsa Pass	5,956	0.5
Other	4,472	0.4	Other	5,317	0.4	Other	4,527	0.4
Total	1,082,403	100	Total	1,196,214	100	Total	1,137,166	100

Employee Non Local 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	0	0	0	18	0	18
Botha-Bothe	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

Employees Local 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	123	19	2	0	0	144
Botha-Bothe	44	33	17	10	57	161
Leribe	87	70	28	123	13	321
Mafeteng	26	30	13	61	9	139
Maseru	635	362	46	286	73	1,402
Mohales Hoek	68	15	7	23	23	136
Mokhotlong	57	48	8	36	11	160
Qachas Nek	35	0	4	13	10	62
Quthing	17	0	4	57	13	91
Thaba-Tseka	14	28	3	27	7	79
Total	1,106	605	132	636	216	2,695

Employees Skilled Females 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	36	4	0	0	0	40
Botha-Bothe	18	13	2	5	9	47
Leribe	43	24	10	54	2	133
Mafeteng	12	2	4	37	2	57
Maseru	124	94	19	120	11	368
Mohales Hoek	5	4	3	12	10	34
Mokhotlong	23	1	4	10	0	38
Qachas Nek	17	0	1	2	0	20
Quthing	6	0	0	13	4	23
Thaba-Tseka	0	10	1	13	1	25
Total	284	152	44	266	39	785

Employee Skilled Males 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	33	2	0	0	0	35
Botha-Bothe	14	6	7	4	27	58
Leribe	22	33	1	20	7	83
Mafeteng	9	6	0	21	2	38
Maseru	145	62	7	59	10	283
Mohales Hoek	9	2	1	8	2	22
Mokhotlong	10	2	0	4	1	17
Qachas Nek	2	0	1	1	0	4
Quthing	0	0	1	6	2	9
Thaba-Tseka	1	10	1	11	0	23
Total	245	123	19	134	51	572

Employee Unskilled Females 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	30	9	1	0	0	40
Botha-Bothe	8	18	7	1	15	49
Leribe	11	3	7	39	2	62
Mafeteng	2	17	7	17	3	46
Maseru	195	118	15	73	32	433
Mohales Hoek	34	5	1	3	11	54
Mokhotlong	20	25	4	16	4	69
Qachas Nek	11	0	3	7	7	28
Quthing	7	0	3	30	4	44
Thaba-Tseka	5	4	1	2	5	17
Total	323	199	49	188	83	842

Employee Unskilled Males 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	24	4	0	0	0	28
Botha-Bothe	4	4	1	0	16	25
Leribe	11	12	11	10	2	46
Mafeteng	3	6	2	13	2	26
Maseru	171	92	9	42	23	337
Mohales Hoek	20	4	1	0	0	25
Mokhotlong	4	20	0	6	6	36
Qachas Nek	4	0	1	3	3	11
Quthing	4	0	0	8	3	15
Thaba-Tseka	8	4	0	1	1	14
Total	253	146	25	83	56	563

Number of Rooms 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	193	21	3	0	0	217
Botha-Bothe	35	61	17	28	110	251
Leribe	112	116	36	136	13	413
Mafeteng	26	66	22	86	9	209
Maseru	564	350	100	425	120	1,559
Mohales Hoek	86	16	16	36	80	234
Mokhotlong	76	14	12	53	15	170
Qachas Nek	59	0	16	20	19	114
Quthing	36	0	11	94	31	172
Thaba-Tseka	32	42	6	67	15	162
Total	1,219	686	239	945	412	3,501

Number of Beds 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	349	44	4	0	0	397
Botha-Bothe	35	107	37	44	297	520
Leribe	215	186	62	264	35	762
Mafeteng	37	137	55	173	60	462
Maseru	772	740	142	661	941	3,256
Mohales Hoek	99	35	29	51	173	387
Mokhotlong	110	35	16	85	32	278
Qachas Nek	76	0	25	37	58	196
Quthing	45	0	19	203	69	336
Thaba-Tseka	32	81	12	107	55	287
Total	1,770	1,365	401	1,625	1,720	6,881

Number of beds by month						
	Hotel	Lodge	B&B	Guest House	Others	Total
April	1,791	1,322	330	1,346	960	5,749
August	1,436	1,388	261	1,754	1,145	5,984
December	1,392	1,262	322	1,350	920	5,246
February	1,736	1,336	415	1,500	995	5,982
January	1,770	1,365	401	1,625	1,720	6,881
July	1,513	1,396	298	1,652	1,074	5,933
June	1,580	1,735	309	1,363	1,018	6,005
March	1,474	1,040	324	1,386	895	5,119
May	1,563	1,442	312	1,387	881	5,585
November	1,567	1,262	357	1,377	1,456	6,019
October	1,538	1,172	335	1,252	1,548	5,845
September	1,351	1,245	298	1,425	1,555	5,874
Total	18,711	15,965	3,962	17,417	14,167	70,222

Number of beds used 2017						
	Hotel	Lodge	B&B	Guest House	Other	Total
Berea	24,182	393	847	2,431	1,720	29,573
Botha-Bothe	2,769	5,215	557	3,365	27,496	39,402
Leribe	23,619	14,011	3,887	31,828	176	73,521
Mafeteng	3,762	10,718	2,874	8,081	745	26,180
Maseru	145,031	33,245	8,618	61,244	4,216	252,354
Mohales Hoek	9,585	1,620	921	3,465	5,152	20,743
Mokhotlong	9,813	2,731	2,101	6,843	3,496	24,984
Qachas Nek	4,044	223	986	3,240	1,882	10,375
Quthing	2,215	0	348	12,091	2,669	17,323
Thaba-Tseka	1,442	3,579	485	4,340	1,016	10,862
Total	226,462	71,735	21,624	136,928	48,568	505,317

Number of guest nights Local 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	23,888	389	872	2,388	1,745	29,282
Botha-Bothe	4,334	3,750	570	3,059	24,895	36,608
Leribe	21,556	6,481	2,529	29,486	105	60,157
Mafeteng	3,620	1,345	2,766	8,318	672	16,721
Maseru	57,091	22,999	3,598	34,586	2,993	121,267
Mohales Hoek	12,250	1,623	899	3,501	5,259	23,532
Mokhotlong	8,615	708	2,017	6,537	1,012	18,889
Qachas Nek	4,569	206	1,000	4,090	1,695	11,560
Quthing	2,029	0	365	12,033	2,950	17,377
Thaba-Tseka	1,542	3,270	508	4,123	1,018	10,461
Total	139,494	40,771	15,124	108,121	42,344	345,854

Number of guest night Local by Month 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
April	11,792	2,675	1,120	6,765	2,064	24,416
August	11,304	3,775	1,081	13,106	9,066	38,332
December	8,351	4,058	1,022	7,260	988	21,679
February	11,114	2,965	1,236	7,813	1,466	24,594
January	9,811	2,484	1,644	7,918	3,267	25,124
July	9,949	2,574	1,513	12,140	11,090	37,266
June	14,164	4,087	701	8,916	5,158	33,026
March	13,328	1,927	990	8,923	2,712	27,880
May	14,420	4,127	1,709	8,604	1,374	30,234
November	14,927	3,636	1,428	8,296	939	29,226
October	10,673	4,439	1,384	5,898	1,267	23,661
September	9,661	4,024	1,296	12,482	2,953	30,416
Total	139,494	40,771	15,124	108,121	42,344	345,854

Number of guest Non Local 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	1,558	6	187	59	17	1,827
Botha-Bothe	23	2,300	146	692	2,835	5,996
Leribe	3,029	9,632	2,122	4,888	88	19,759
Mafeteng	235	9,447	217	303	75	10,277
Maseru	92,914	18,343	7,137	34,147	1,574	154,115
Mohales Hoek	714	65	72	387	3	1,241
Mokhotlong	1,427	3,563	167	478	2,431	8,066
Qachas Nek	109	40	102	186	312	749
Quthing	147	0	13	776	38	974
Thaba-Tseka	130	429	6	305	0	870
Total	100,286	43,825	10,169	42,221	7,373	203,874

Number of guest night Non Local by month 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
April	7,180	2,994	793	3,193	323	14,483
August	9,385	3,608	796	5,680	656	20,125
December	6,944	6,454	819	4,836	661	19,714
February	9,434	1,995	1,448	2,857	146	15,880
January	8,085	3,031	540	2,599	285	14,540
July	9,395	3,998	836	3,568	226	18,023
June	9,042	2,915	961	2,413	280	15,611
March	8,348	4,307	750	3,504	107	17,016
May	9,650	1,764	680	3,285	401	15,780
November	8,991	5,191	796	3,487	1,101	19,566
October	6,982	3,957	717	3,250	2,102	17,008
September	6,850	3,611	1,033	3,549	1,085	16,128
Total	100,286	43,825	10,169	42,221	7,373	203,874

Number of type of establishment 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	2	1	1	0	0	4
Botha-Bothe	1	2	3	2	1	9
Leribe	2	3	4	6	2	17
Mafeteng	2	1	2	5	2	12
Maseru	8	9	10	30	4	61
Mohales Hoek	2	1	2	2	4	11
Mokhotlong	2	2	2	7	2	15
Qachas Nek	2	1	3	2	2	10
Quthing	1	0	2	6	3	12
Thaba-Tseka	1	1	1	4	1	8
Total	23	21	30	64	21	159

Revenue Accommodation Non Local 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	656,995.29	2,700.00	65,960.00	32,929.00	5,760.00	764,344.29
Botha-Bothe	2,511.27	1,610,310.00	32,060.00	269,570.00	1,997,545.25	3,911,996.52
Leribe	2,193,442.29	3,816,670.36	678,401.00	2,716,252.52	8,940.00	9,413,706.17
Mafeteng	176,437.00	4,220,712.56	83,988.00	68,490.00	15,792.00	4,565,419.56
Maseru	41,973,593.34	7,200,028.79	1,615,868.43	12,781,840.69	2,238,551.24	65,809,882.49
Mohales Hoek	617,726.30	20,350.00	7,350.00	31,930.20	2,750.00	680,106.50
Mokhotlong	511,800.00	1,181,232.00	5,500.00	193,450.00	994,717.01	2,886,699.01
Qachas Nek	319,000.00	3,400.00	10,250.00	43,692.00	30,790.00	407,132.00
Quthing	9,705.00	-	2,600.00	554,380.00	2,385.00	569,070.00
Thaba-Tseka	34,600.00	140,900.00	1,190.00	98,150.00	-	274,840.00
Total	46,495,810.49	18,196,303.71	2,503,167.43	16,790,684.41	5,297,230.50	89,283,196.54

Revenue Accommodation Local 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	14,017,461.66	185,245.00	269,306.00	1,043,146.40	528,530.00	16,043,689.06
Botha-Bothe	1,611,283.37	1,499,315.00	96,390.00	1,126,050.00	23,011,636.66	27,344,675.03
Leribe	12,971,502.65	2,106,693.23	1,234,630.15	49,331,467.23	9,320.00	65,653,613.26
Mafeteng	989,405.00	385,255.00	815,704.00	1,647,543.50	116,990.00	3,954,897.50
Maseru	352,043,533.26	9,120,237.06	944,536.00	21,075,000.93	398,400.00	383,581,707.25
Mohales Hoek	12,796,481.78	322,064.35	117,800.00	442,431.62	696,892.00	14,375,669.75
Mokhotlong	2,489,976.50	726,676.00	825,765.00	3,018,857.00	146,222.74	7,207,497.24
Qachas Nek	3,739,780.95	20,700.00	218,200.00	838,541.00	198,150.00	5,015,371.95
Quthing	829,765.00	-	54,080.00	5,712,328.00	341,700.00	6,937,873.00
Thaba-Tseka	625,390.00	1,233,400.00	80,920.00	837,525.00	57,600.00	2,834,835.00
Total	402,114,580.17	15,599,585.64	4,657,331.15	85,072,890.68	25,505,441.40	532,949,829.04

Revenue Food & Beverages Local 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	13,695,645.42	216,414.00	199,134.00	879,723.14	379,432.80	15,370,349.36
Botha-Bothe	1,289,852.04	652,342.90	33,977.00	953,486.00	4,107,850.85	7,037,508.79
Leribe	34,531,902.64	1,307,545.60	171,952.85	21,605,336.85	-	57,616,737.94
Mafeteng	3,975,288.24	207,972.80	678,187.00	1,587,067.02	71,286.00	6,519,801.06
Maseru	28,870,686.21	6,762,737.37	128,595.00	1,394,059.50	543,402.80	37,699,480.88
Mohales Hoek	7,857,308.71	277,394.30	56,385.00	194,657.77	94,193.20	8,479,938.98
Mokhotlong	2,164,422.12	454,953.00	237,770.00	1,071,122.80	770,942.86	4,699,210.78
Qachas Nek	1,505,476.52	3,735.00	18,420.00	62,330.00	-	1,589,961.52
Quthing	652,510.25	-	-	3,940,751.60	1,685.00	4,594,946.85
Thaba-Tseka	326,988.00	300,687.00	21,479.00	523,723.00	2,555.00	1,175,432.00
Total	94,870,080.15	10,183,781.97	1,545,899.85	32,212,257.68	5,971,348.51	144,783,368.16

Revenue Food & Beverages Non Local 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	583,612.26	-	-	-	121.00	583,733.26
Botha-Bothe	1,250.57	277,420.00	10,070.00	82,611.00	245,804.50	617,156.07
Leribe	4,189,921.90	1,947,410.59	66,437.00	1,645,430.45	-	7,849,199.94
Mafeteng	102,751.20	2,671,575.97	39,880.00	10,221.12	9,440.00	2,833,868.29
Maseru	49,694,880.73	5,342,912.71	258,178.16	2,728,737.54	2,664,029.48	60,688,738.62
Mohales Hoek	1,923,263.95	510.00	600.00	817.24	-	1,925,191.19
Mokhotlong	131,325.00	764,447.00	300.00	28,155.00	528,387.16	1,452,614.16
Qachas Nek	2,800.00	1,050.00	3,620.00	2,965.00	-	10,435.00
Quthing	-	-	-	123,326.40	-	123,326.40
Thaba-Tseka	16,710.00	30,028.00	155.00	29,108.00	-	76,001.00
Total	56,646,515.61	11,035,354.27	379,240.16	4,651,371.75	3,447,782.14	76,160,263.93

Revenue Other goods & Services Local 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	409,923.00	36,271.00	29,318.00	99,906.00	20,754.00	596,172.00
Botha-Bothe	-	-	-	35,462.00	39,345.00	74,807.00
Leribe	233,900.00	72,173.76	42,755.00	751,258.80	3,090.00	1,103,177.56
Mafeteng	127,024.60	6,400.00	60,650.00	226,554.99	9,380.00	430,009.59
Maseru	3,303,619.08	1,242,702.39	-	216,942.15	21,564.00	4,784,827.62
Mohales Hoek	267,442.68	20,754.50	250.00	57,725.29	66,126.90	412,299.37
Mokhotlong	42,248.00	71,733.00	-	29,050.00	1,079,645.93	1,222,676.93
Qachas Nek	-	-	-	17,791.00	770.00	18,561.00
Quthing	18,260.00	-	-	168,640.00	83,075.00	269,975.00
Thaba-Tseka	-	35,900.00	-	4,115.00	6,800.00	46,815.00
Total	4,402,417.36	1,485,934.65	132,973.00	1,607,445.23	1,330,550.83	8,959,321.07

Revenue Other goods & Services Non Local 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	10,696.00	-	-	-	-	10,696.00
Botha-Bothe	-	-	1,450.00	2,711.00	15,980.00	20,141.00
Leribe	165,245.19	58,859.26	2,010.00	4,198.10	2,040.00	232,352.55
Mafeteng	-	1,593,490.30	750.00	58.50	-	1,594,298.80
Maseru	46,523,948.43	1,414,555.45	73,608.43	320,282.54	106,869.55	48,439,264.40
Mohales Hoek	207,984.90	-	-	-	-	207,984.90
Mokhotlong	7,683.00	205,384.00	-	9,600.00	1,259,247.00	1,481,914.00
Qachas Nek	-	-	-	2,540.00	1,000.00	3,540.00
Quthing	-	-	-	2,600.00	1,615.00	4,215.00
Thaba-Tseka	-	500.00	-	200.00	-	700.00
Total	46,915,557.52	3,272,789.01	77,818.43	342,190.14	1,386,751.55	51,995,106.65

Total Revenue 2017						
	Hotel	Lodge	B&B	Guest House	Others	Total
Berea	29,374,333.63	440,630.00	563,718.00	2,055,704.54	934,597.80	33,368,983.97
Botha-Bothe	2,904,897.25	4,039,387.90	173,947.00	2,469,890.00	29,418,162.26	39,006,284.41
Leribe	54,285,914.67	9,309,352.80	2,196,186.00	76,053,943.95	23,390.00	141,868,787.42
Mafeteng	5,370,906.04	9,085,406.63	1,679,159.00	3,539,935.13	222,888.00	19,898,294.80
Maseru	522,410,261.05	31,083,173.77	3,020,786.02	38,516,863.35	5,972,817.07	601,003,901.26
Mohales Hoek	23,670,208.32	641,073.15	182,385.00	727,562.12	859,962.10	26,081,190.69
Mokhotlong	5,347,454.62	3,404,425.00	1,069,335.00	4,350,234.80	4,779,162.70	18,950,612.12
Qachas Nek	5,567,057.47	28,885.00	250,490.00	967,859.00	230,710.00	7,045,001.47
Quthing	1,510,240.25	-	56,680.00	10,502,026.00	430,460.00	12,499,406.25
Thaba-Tseka	1,003,688.00	1,741,415.00	103,744.00	1,492,821.00	66,955.00	4,408,623.00
Total	651,444,961.30	59,773,749.25	9,296,430.02	140,676,839.89	42,939,104.93	904,131,085.39