



TOURISM IN FIGURES

SOFIA 2017

EDITION 2018

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INTRODUCTION



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For the seventh consecutive year Sofia Tourism Administration presents to you the tourist reference book *Sofia – Tourism in Figures*. The edition presents information regarding the state of the tourism industry in 2017.

Sofia is one of the leading tourism destinations in the country and continues to establish itself on the world tourism map as a European tourism destination.

In 2017 Sofia reported sustainable growth of the tourism sector. The number of tourists increased by 13%, and their overnight stays – by 15%. These results were achieved thanks to the good cooperation and synergy between all stakeholders in the tourism sector as well as the successful implementation of sustainable destination development practices.

Sofia continuous to invest in the development of its accommodation facilities, in the improvement of the overall infrastructure and the accessibility of the environment. This year, reconstruction and renovation of parks and green areas were carried out and major boulevards were also renovated.

In 2017 a lot of money was invested in the explorationa and presentation of new sites of the city's cultural and historical heritage. The restoration, conservation and development of the Western Gate Archaeological Park and the Triangular Tower of Serdica were completed.

An important role played the upward development of Sofia Airport. The past year set a new record in the history of the airport. The number of passengers served in 2017 is almost 6,5 million (6 490 096) - 30% more than in 2016. The number of scheduled flights to Sofia and of the serviced destinations is increasing all the time. Moreover, the existence of low-cost airlines offering cheap tickets as well as competitive accommodation prices in the capital contribute to the constantly increasing flow of tourists to Sofia.

DEMOGRAPHIC AND ECONOMIC CHARACTERISTICS

Area: 492, 092 sq. km.

Sofia occupies 6.9% of the whole area of Sofia Province which has a territory of 7 059 sq.km. or 6.4% of the area of the country. (Bulgaria – 110 994 sq. km.)

Population: 1 291 591

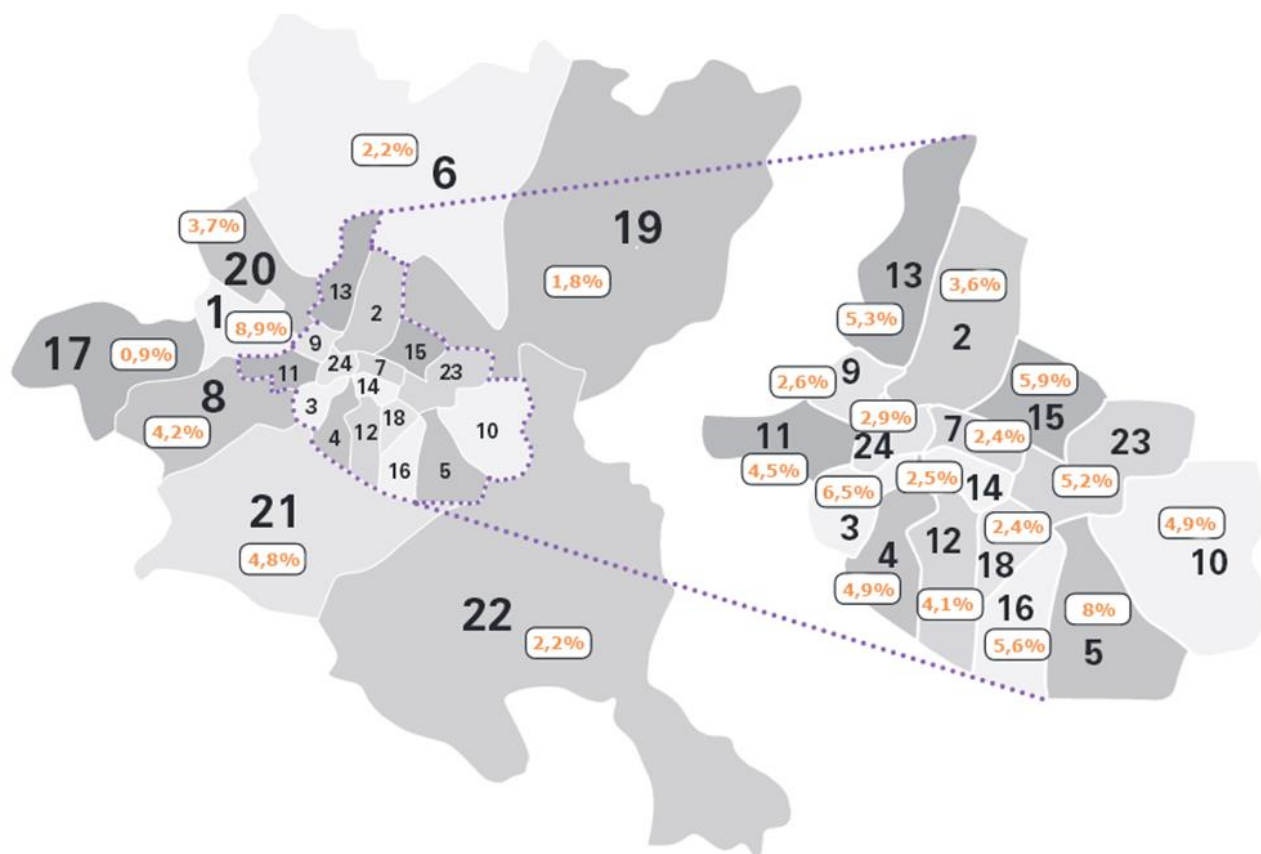
(According to NSI data from the 2011 population census)

According to NSI data, by the end of 2017 the population of the capital had already numbered 1 325 429 - 18,8% of the population of Bulgaria.

Sofia is divided into 24 administrative districts, the most populous of which are Lyulin and Mladost.

District in Sofia	Number of residents	Share (%)
1 Lyulin	114 813	8,9
2 Serdica	46 949	3,6
3 Krasno Selo	83 552	6,5
4 Triaditsa	63 451	4,9
5 Mladost	102 899	8
6 Novi Iskar	28 991	2,2
7 Oborishte	31 060	2,4
8 Ovcha Kupel	54 417	4,2
9 Ilinden	33 236	2,6
10 Iskar	63 248	4,9
11 Krasna polyana	58 234	4,5
12 Lozenets	53 080	4,1
13 Nadezhda	67 905	5,3
14 Sredets	32 423	2,5
15 Poduyane	76 672	5,9
16 Studentski	71 961	5,6
17 Bankya	12 136	0,9
18 Izgrev	30 896	2,4
19 Kremikovtsi	23 641	1,8
20 Vrabnitsa	47 969	3,7
21 Vitosha	61 467	4,8
22 Pancharevo	28 586	2,2
23 Slatina	66 702	5,2
24 Vazrazhdane	37 303	2,9
TOTAL:	1 291 591	100

Source: NSI, 2011



EMPLOYED PERSONS IN 2017

According to NSI preliminary data, up to December 2017 the average number of employed persons under contract of employment or ex-officio in the capital was 751, 600 – 2% more than the previous year.

In the table below are presented some data regarding the employed persons in tourist establishments in Sofia, but it is important to point out that they apply only to the employees in the tourist facilities licensed and rated by the Mayor. Under the current legislation, these are:

- accommodation establishments and the adjoining catering and entertainment establishments:

- a) hotels – one- and two-star category;
- b) motels – all categories;
- c) family hotels – all categories;
- d) hostels – all categories;
- e) boarding houses – all categories;
- f) holiday houses – all categories;
- g) guest rooms – all categories;
- h) guest suites – all categories;
- i) guest houses – all categories;
- j) bungalows – all categories;
- k) campsites – all categories;

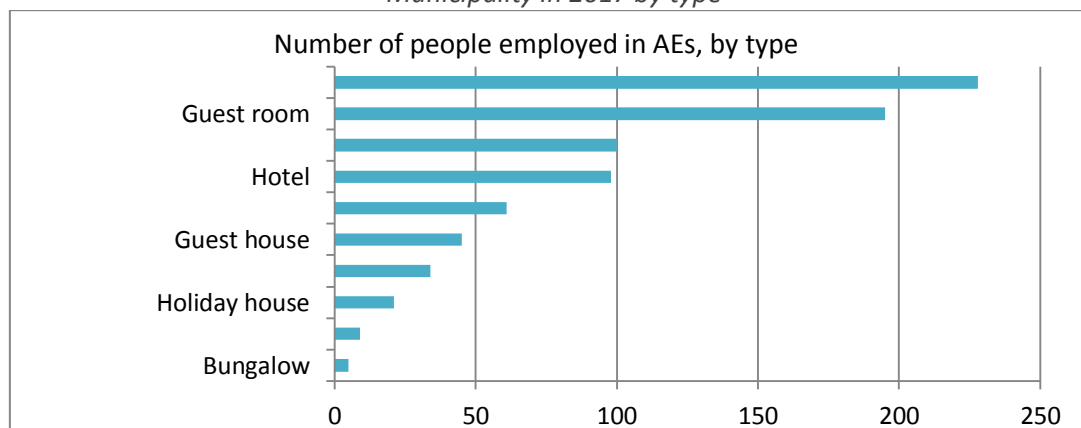
Sofia Tourism Administration does not have information about the employees in the tourist establishments categorized by the Minister of Tourism:

- accommodation establishments and the adjoining catering and entertainment establishments:

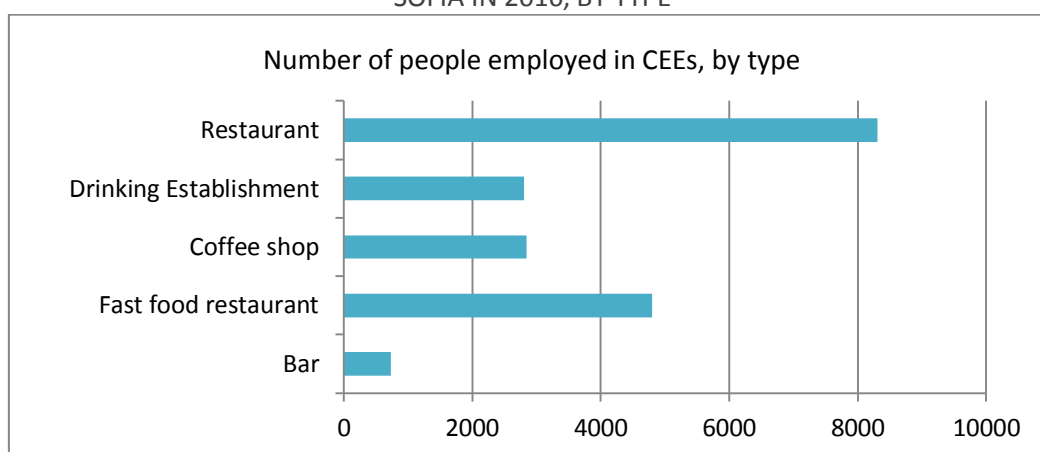
- a) hotels – three-, four- and five-star category;
- b) apartment tourist complexes – two-, three-, four- and five-star category;
- c) holiday villages – three-, four- and five-star category;
- d) tourist villages – two-, three-, and four -star category;
- e) villas – three-, four- and five-star category;

According to Sofia Tourism Administration, 20 275 persons were employed in the places categorized by the mayor as accommodation establishments and catering and entertainment establishments on the territory of Sofia Municipality. Compared to 2016, there was a significant decline of 32%.

Number of people employed in the categorized by the mayor of Sofia AEs on the territory of Sofia Municipality in 2017 by type



NUMBER OF PERSONS EMPLOYED IN THE CATEGORIZED BY THE MAYOR CEEs ON THE TERRITORY OF SOFIA IN 2016, BY TYPE



Source: Sofia Tourism Administration

Number of persons employed in the categorized by the mayor of Sofia AEs and CEEs on the territory of Sofia Municipality in 2017, by districts.

District	Employed in AE and CEE		Employed in CEE		Employed in AE	
	Number of persons	Share in %	Number of persons	Share in %	Number of persons	Share in %
1 Lyulin	635	3,1	626	3,2	9	1,1
2 Serdica	404	2,0	346	1,8	58	7,3
3 Krasno selo	879	4,3	860	4,4	19	2,4
4 Triaditsa	2 366	11,7	2 257	11,6	109	13,7
5 Mladost	1 698	8,4	1 652	8,5	46	5,8
6 Novi Iskar	120	0,6	117	0,6	3	0,4
7 Oborishte	1 654	8,2	1 595	8,2	59	7,4
8 Ovcha Kupel	500	2,5	477	2,4	23	2,9
9 Ilinden	379	1,9	379	1,9	0	0,0
10 Iskar	610	3,0	607	3,1	3	0,4
11 Krasna polyana	199	1,0	199	1,0	0	0,0
12 Lozenets	1 228	6,1	1 212	6,2	16	2,0
13 Nadezhda	403	2,0	398	2,0	5	0,6
14 Sredets	2 928	14,4	2 856	14,7	72	9,0
15 Poduyane	389	1,9	382	2,0	7	0,9
16 Studentski	1 419	7,0	1 393	7,2	26	3,3
17 Bankya	235	1,2	174	0,9	61	7,7
18 Izgrev	553	2,7	542	2,8	11	1,4
19 Kremikovtsi	190	0,9	178	0,9	12	1,5
20 Vrabnitsa	174	0,9	169	0,9	5	0,6
21 Vitosha	1 286	6,3	1 191	6,1	95	11,9
22 Pancharevo	352	1,7	321	1,6	31	3,9
23 Slatina	670	3,3	622	3,2	48	6,0
24 Vazrazhdane	1 004	5,0	926	4,8	78	9,8
TOTAL	20 275	100	19 479	100	796	100

Source: Sofia Tourism Administration – based on figures indicated in inquiries about the professional and language qualifications of persons employed in accommodation establishments and catering and entertainment establishments.

The number of persons employed in accommodation establishments was 796 of which the largest share belongs to the districts of Triaditsa (14%) and Vitosha (12%).

The number of persons employed in catering and entertainment establishments was 19 479 and the greatest number of employees was in the districts of Sredets and Triaditsa – 15% and 12% respectively.

TRANSPORT

The transport system of the capital is well developed and is an important part of the national transport system. All types of transport (except water transport) are present in Sofia.

AIR TRANSPORT

Sofia Airport is the biggest international airport in the country, serving over 6 million passengers annually. Sofia Airport sent off 2017 with a record number of passengers - 6 490 096, 30% more than the previous year.

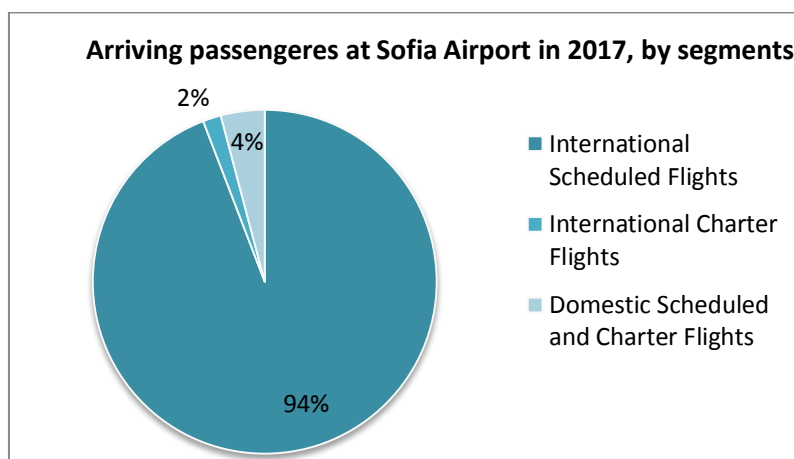
In 2017, the total number of arriving passengers (Bulgarians and foreigners) at Sofia Airport amounted to 3 196 911 - 30% more compared to the previous year.

Arriving passengers at Sofia Airport, by segments

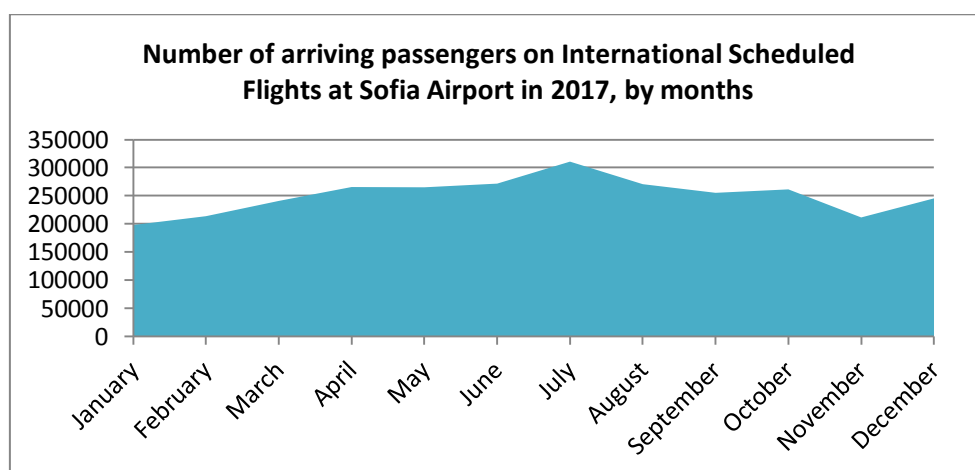
	2016			2017			Changes 2016/2017 (in %)		
	International Scheduled Flights	International Charter Flights	Domestic Scheduled and Charter Flights	International Scheduled Flights	International Charter Flights	Domestic Scheduled and Charter Flights	International Scheduled Flights	International Charter Flights	Domestic Scheduled and Charter Flights
January	135 658	8 222	4 508	198 134	7 897	5 199	46,1	-4,0	15,3
February	143 490	6 084	3 843	213 818	7 851	4 877	49,0	29,0	26,9
March	160 503	2 832	4 367	240 927	4 098	7 202	50,1	44,7	64,9
April	173 785	346	4 823	265 639	2 963	10 960	52,9	756,4	127,2
May	196 293	4 080	4 897	265 169	4 079	11 451	35,1	0,0	133,8
June	201 200	4 069	7 110	271 688	4 858	12 873	35,0	19,4	81,1
July	234 563	2 292	9 817	310 769	2 511	15 531	32,5	9,6	58,2
August	202 391	674	12 688	270 690	2 015	17 074	33,7	199,0	34,6
September	217 819	5 300	8 633	255 342	7 387	14 549	17,2	39,4	68,5
October	223 275	3 177	6 363	261 457	5 393	11 561	17,1	69,8	81,7
November	202 975	620	5 001	211 568	1 971	10 263	4,2	217,9	105,2
December	244 458	4 192	5 439	245 495	3 445	10 207	0,4	-17,8	87,7
Total number of passengers	2 336 410	41 888	77 489	3 010 696	54 468	131 747	28,9	30,0	70,0

There was a significant increase in the number of passengers that arrived on international scheduled and charter flights – 29% and 30% respectively. The number of passengers on domestic scheduled and charter flights also increased significantly (70%).

Out of 3 196 911 passengers that arrived at Sofia Airport in 2017 3 010 696 or 94% were on international flights and barely 3% - on domestic flights.

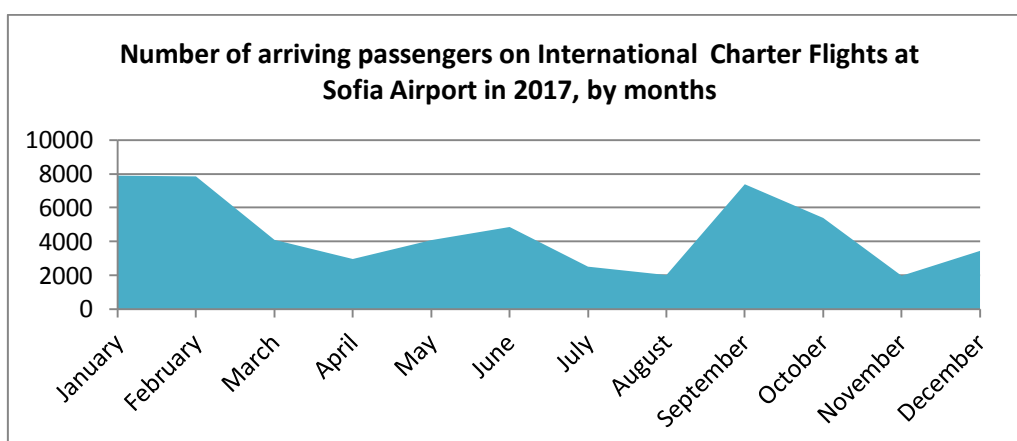


Source: Sofia Airport



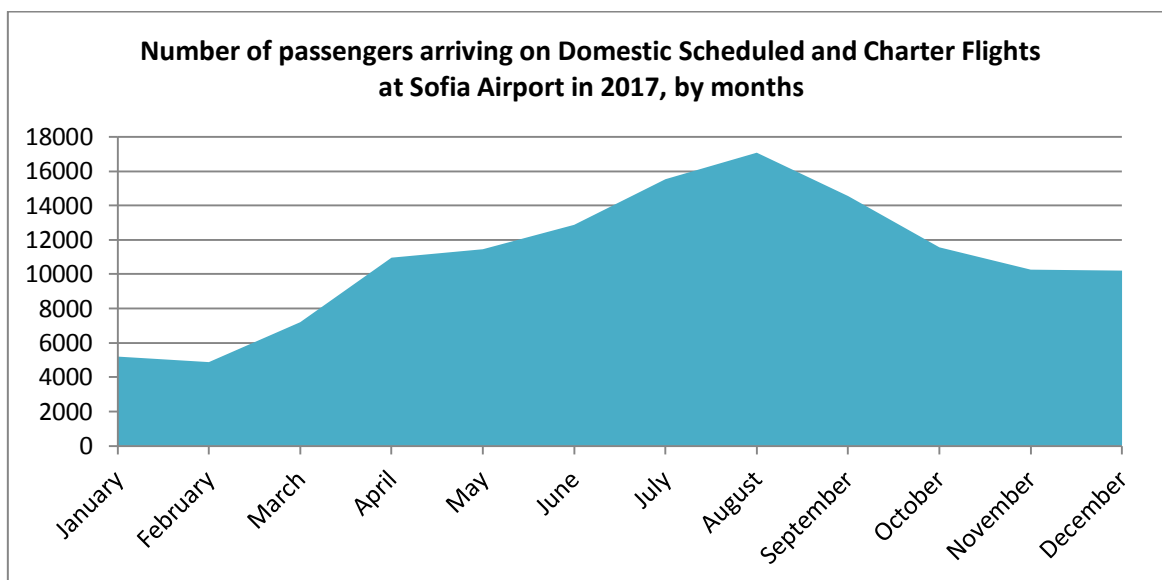
Source: Sofia Airport

Monthly fluctuations in the number of passengers that arrived on international flights are not strongly pronounced. July stands out with more arriving passengers.

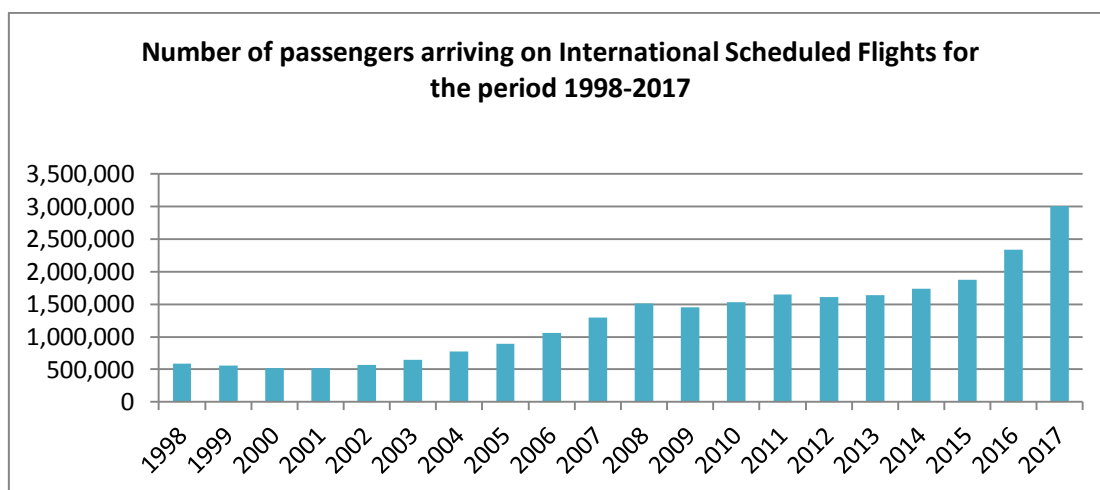


Source: Sofia Airport

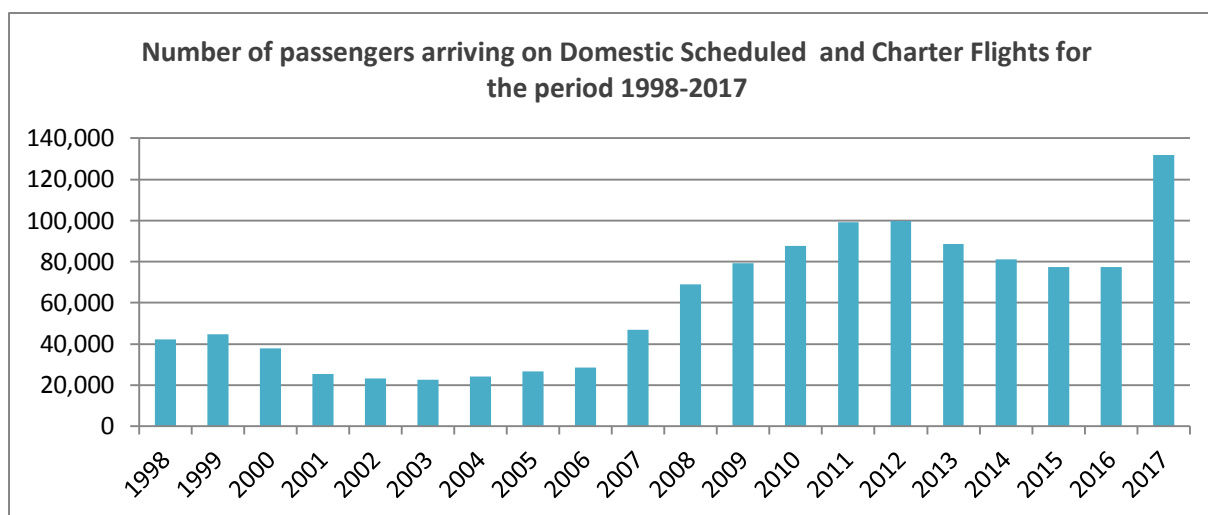
There are bigger variations reported in the number of passengers that arrived on international charter flights. The largest number of passengers arrived in January, February and September – 42% in total from the number of passengers arriving on international charter flights. Interestingly, the least number of passengers arriving on international charter flights was in August while at the same time August was a peak month for passengers arriving on domestic scheduled and charter flights.



Source: Sofia Airport



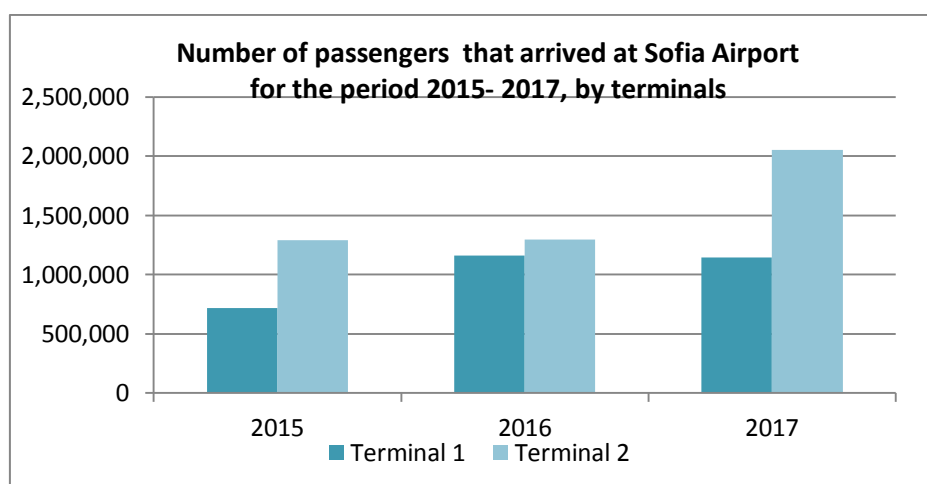
The total number of passengers arriving on international flights has been steadily increasing ever since 2002, with the exception of 2009 and 2012 when there was a slight decrease. In 2017 significant growth was registered - 29% more compared to the previous year. This is mainly due to the two low-cost airlines Wizz Air and Ryanair, which introduced new flight routes and increased the frequency of some of their flights in the past year.



Source: Sofia Airport

In 2017, for the first time since 2012, there was recorded a noticeable growth among passengers arriving on domestic scheduled and charter flights (+70%).

Passengers that passed through terminals T1 and T2 for the period 2015-2017



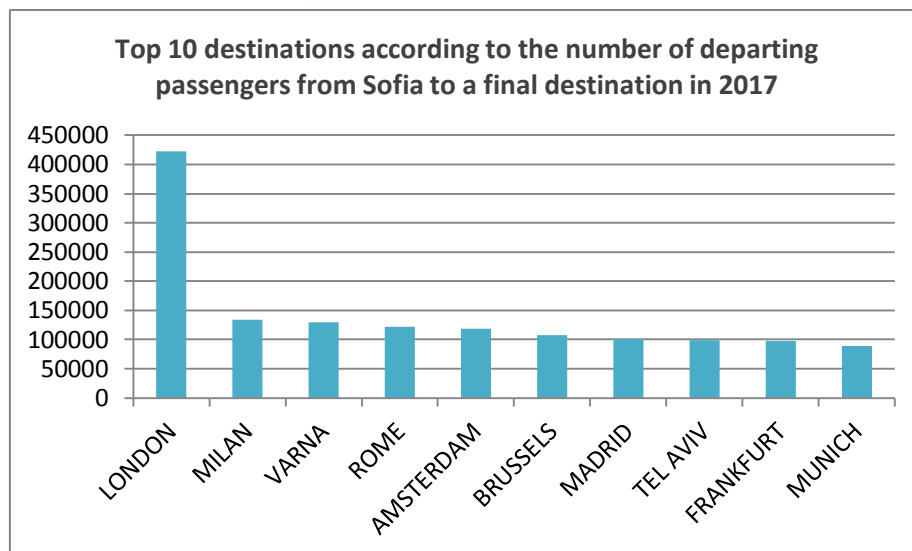
Source: Sofia Airport

In 2017, more than 1.2 million passengers arrived at Terminal 1 and over 2 million – at Terminal 2. The number of passengers that arrived at Terminal 1 did not change significantly, while the number of passengers that arrived at Terminal 2 increased by 58% compared to 2016.

An increase of 11.3% was recorded in aircraft traffic for 2017 when 57 670 planes in total took off and landed.

The direct flights favor the development of tourism in the capital. Destinations with convenient transport links from and to the Bulgarian capital determine to a great extent the important tourist markets for the city – Great Britain, Italy, Germany, Spain and France.

In 2017 regular scheduled flights were performed to 61 destinations, the most popular of which were London, Milan, Varna and Rome.



Source: Sofia Airport

Airlines that announced new scheduled flights to Sofia in 2018

Airline	Destination	Since
Adria Airways	to Ljubljana	25.03.2018
Wizz Air	to Nice	26.03.2018
Wizz Air	to Lisbon	27.03.2018
Ryanair	to Paphos	26.03.2018
Ryanair	to Edinburgh	10.18
Ryanair	to Akaba	10.18

BUS TRANSPORT

Sofia Central Bus Station

The Central Bus Station is a modern building with 7 173 square meters indoor area. The ground floor of the bus station is the busiest part of the entire building. On a daily basis there are around 2 250 passengers using the services of the Central Bus Station hourly. On the ground floor there is a waiting area with an area of 1500 square meters, as well as 40 ticket desks and a bank branch.

Between 47 and 50 buses from 50 sectors set off from Sofia Central Bus Station towards different points in Bulgaria and abroad.

Next to Sofia Central Bus Station is Serdica Bus Station, which also offers both domestic and international destinations.

RAIL TRANSPORT

In 2017 at Sofia Central Railway Station daily arrived 5 scheduled international trains from the following destination – Thessaloniki, Belgrade, Bucharest, Istanbul, and Craiova. During the summer season, another train from Thessaloniki arrived every Monday.

The number of passengers that arrived on international trains in 2017 is 11 903 - about 26% less than in 2016. In total, 2 255 860 people arrived by domestic and international trains in 2017 - 5% less than in 2016.

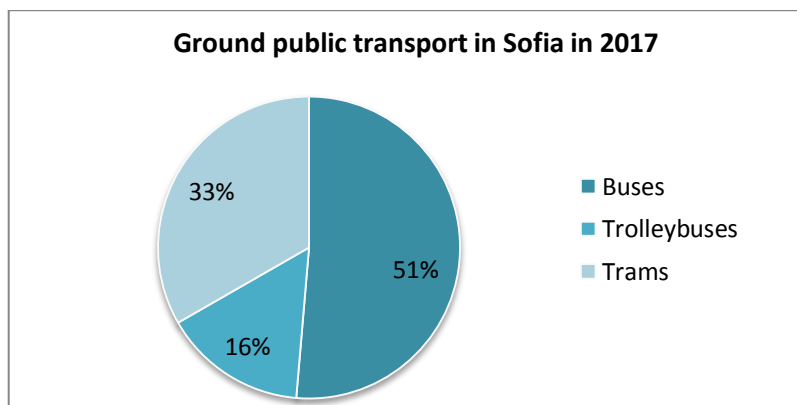


Ever since 2000, there has been a significant decline in the number of passengers preferring rail transport services at the expense of those using air transport. This is mainly due to the greater convenience of air travel and the much shorter travel time as well as the introduction of low cost airlines.

PUBLIC TRANSPORT

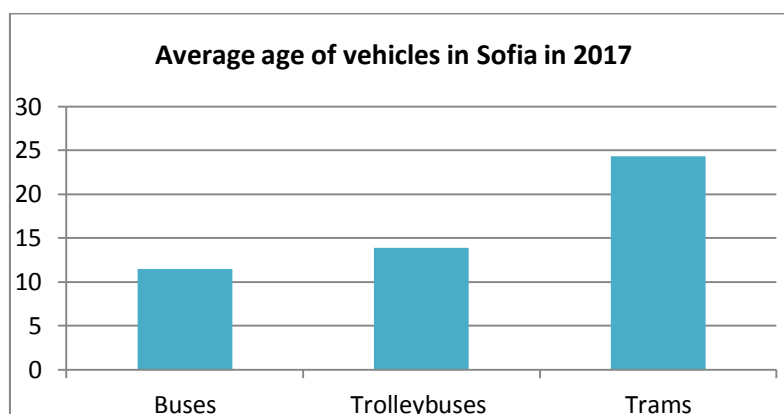
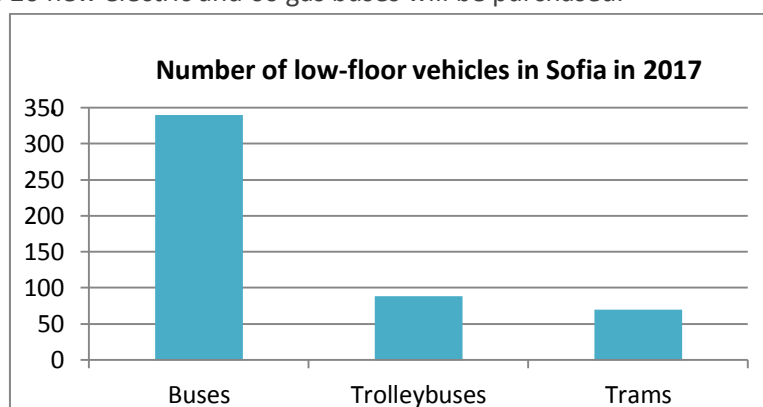
There is a public transport in all towns and villages on the territory of Sofia Municipality. The public transport services on the territory of Sofia Municipality are realized by municipal and private operators and the control and coordination between them is carried out by Urban Mobility Center EAD. A network of tram, trolley and bus lines and a metro operate on the territory of Sofia.

In 2017 there were 418 buses (340 - low-floor buses 236 of which were air-conditioned) operating in Sofia on 65 urban and suburban bus routes, 125 trolleybuses operating on 9 routes and 271 trams - on 14 routes.



Source: Sofia Public Electrical Transport Company JSC и Столичен Автотранспорт ЕАД

In 2017 there were 126 eco buses (Euro 6 and Euro 5 standards) that were part of the public transport. In 2018 20 new electric and 60 gas buses will be purchased.



The buses have the lowest average age – 11.5 years, followed by the trolleybuses – 13.9 years, and the trams have the highest average age – 24.3 years. The number of low-floor vehicles accessible for people with reduced mobility is increasing – 81% of all buses (340 buses), 70% of the trolleybuses (88 trolleybuses). According to these data, trams are the oldest and most inaccessible vehicles in our capital (only 26% of them have low floors).

In 2017 339,7 million passengers traveled by ground public transport, 189 millions of whom by buses, and 150 millions – by trolleybuses and trams.

In 2016 some changes in the public transport billing system were introduced. The price of the tickets became BGN 1.60, and the one of the coupons of 10 tickets – BGN 12. The price of the one-day, three-day, monthly, quarterly, six-month and annual public transport passes remained the same. In addition to paper passes, there are also electronic ones that are charged by non-contact validation devices in the vehicle.

Due to the fact that right now the non-contact validation devices are not implemented in all vehicles of the ground public transport ticket charging still works by manual perforation in ticket composters.

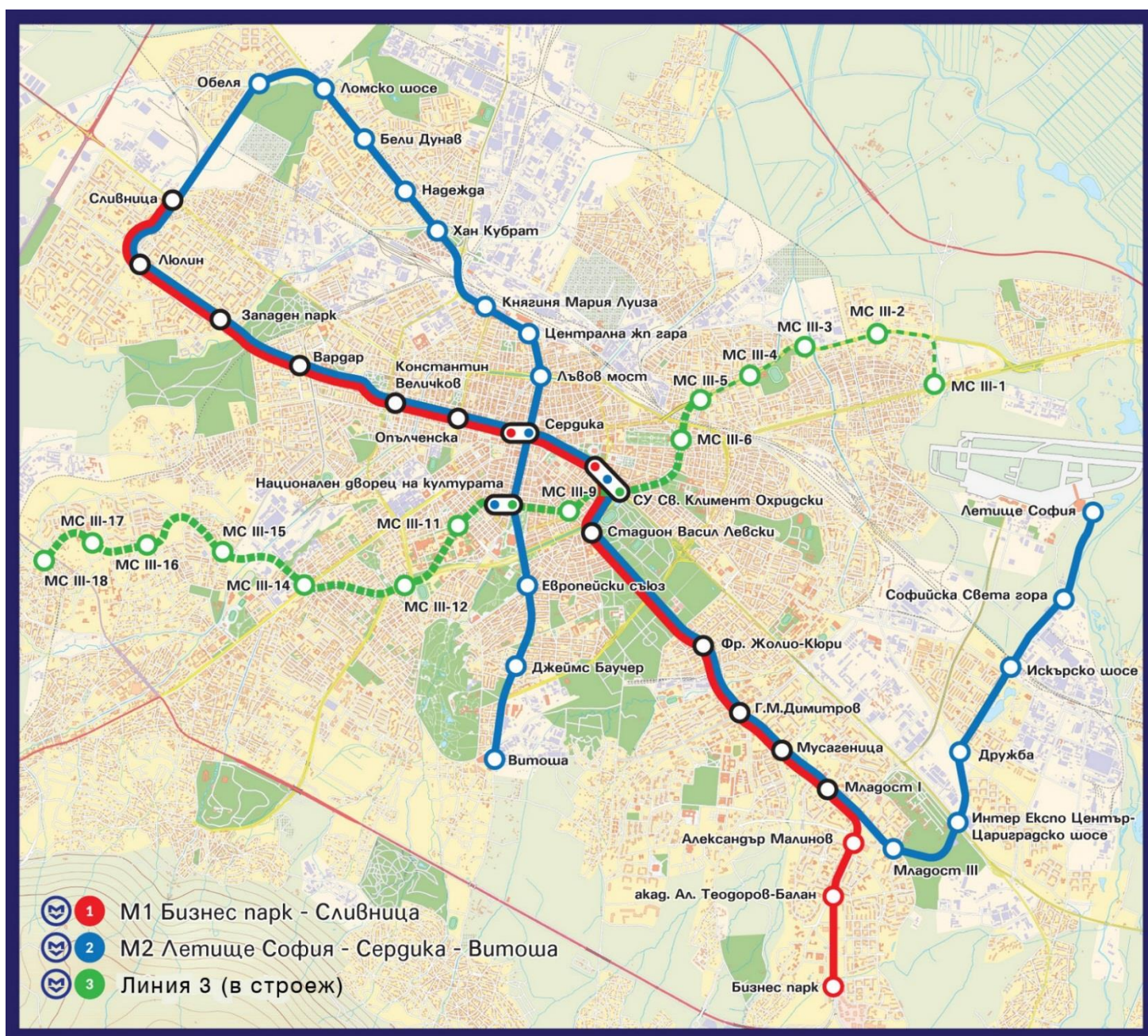
In 2016 a new travel pass was introduced – Sofia Card, following the example of many other European cities. This is an electronic pass for all public transport lines on the territory of Sofia Municipality for the duration of 3 days and it also gives you a discount at tourist and commercial sites in Sofia.

Sofia Metro also plays an important role in the transport efficiency in the capital. It accounts for around 350 000 weekday trips.

After the completion of the third metro line, it is expected to serve around 500,000 passengers a day, and road traffic for the entire city is expected to decrease by about 10%. In 2017 it serviced around 92 million passengers. The time span between the trains varies depending on their destination and on the time of the day but on average they run every 6.5 minutes. The ticket price for one trip is BGN 1.6 and electronic subscription passes can also be used – their price varies between BGN 4 and BGN 600.

At the end of 2017 two metro lines operated with a total length of 40 km and 35 metro stations. In 2017 it was worked on the implementation of two new projects connected to the extension of the metro in Sofia

- Line 3, Stage I – the section Vladimir Vazov Blvd. - Central Urban Area - Zhitnitsa Street with a length of 7.8 km and 8 metro stations
- Line 3, Stage II – the section Zhitnitsa Street – Ovcha Kupel – Ring Road with a length of 3.8 km and 4 metro stations.



A lot of taxis and shuttles also operate on the territory of the city but there are no official statistics on them as they are run by various private companies.

Shuttles are mini-buses operating on pre-fixed routes. Before 2013 shuttles operated on 49 lines on the territory of Sofia with a total route length of 1070 km (source: marshrutki.com).

In 2014 the number of shuttle routes was drastically reduced from 49 to 17. The main reason for their reduction was the extension of the metro with new lines linking Mladost with Lyulin and Nadezhda with Lozenets. The reduction of shuttles crossing through the ideal center of the city was also sought. The service is still preserved, but mainly in quarters with poorly-developed public transport.

A lot of tourists in Sofia use various taxi companies as the cabs operate 24 hours a day. In 2007 they were the only available transport in the capital after 11:30 pm. Taxi cars can be found at designated parking stands in the city or can be ordered by phone. The average price per kilometer is BGN 0.82 during the day and BGN 0.93 at night while the cost of the phone call is BGN 0.70. It costs around BGN 15 to go from the city center to the airport or vice versa.

* the average price is calculated on the basis of the prices of 5 leading taxi companies operating on the territory of Sofia.

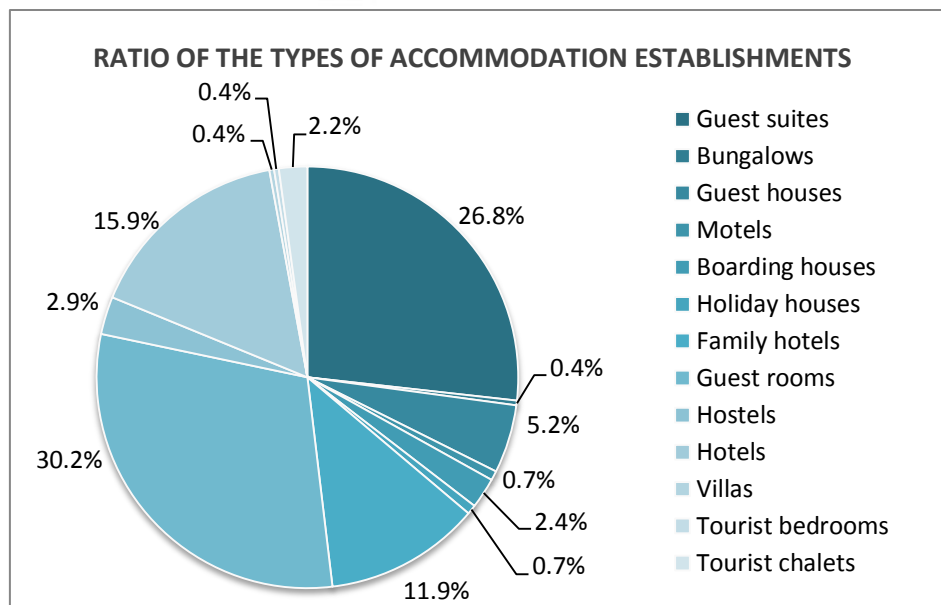
ACCOMMODATION

According to Sofia Tourism Administration, in 2017 553 accommodation establishments operated on the territory of Sofia. 462 of them were categorized by the mayor of Sofia Municipality and 91 – by the Ministry of Tourism. Compared to 2016, the total number of AEs rose by 14%.

Types of Accommodation Establishments on the territory of Sofia Municipality in 2017, by type

Type of categorized accommodation establishments	Number of establishments	Technical capacity	
		Number of rooms	Number of beds
Guest suites	148	489	983
Bungalows	2	15	35
Guest houses	29	200	481
Motels	4	88	176
Boarding houses	13	340	661
Holiday houses	4	74	150
Family hotels	66	887	1 662
Guest rooms	167	445	937
Hostels	16	285	624
Hotels	88	6 306	10 982
Villas	2	24	45
Tourist bedrooms	2	59	145
Tourist chalets	12	134	433
Total	553	9 346	17 314

Source: Sofia Tourism Administration



Source: Sofia Tourism Administration

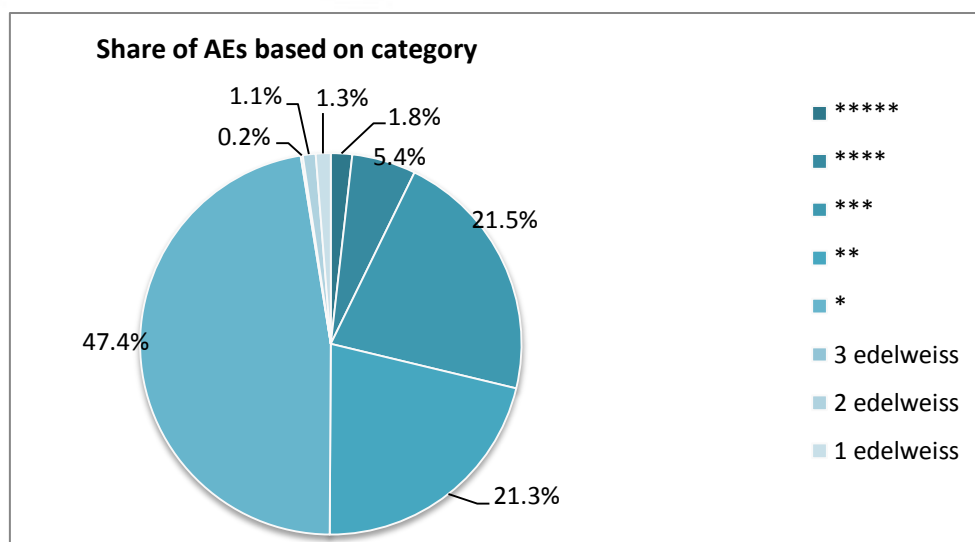
The distribution of the different types of accommodation establishments is traditionally characterized by a significant predominance of guest rooms, guest suites and hotels. Guest rooms represent 30% of all accommodation establishments, but they have only 5% of the bed places, while hotels represent 16% of all accommodation establishments but have 63% of the total number of beds in AEs.

Distribution of AEs by category for the period 2015-2017

In 2017 the total number of AEs rose by 14% compared to 2016. An increase was recorded in one-, two- and three-star AEs, the highest being among the one-star ones (24%).

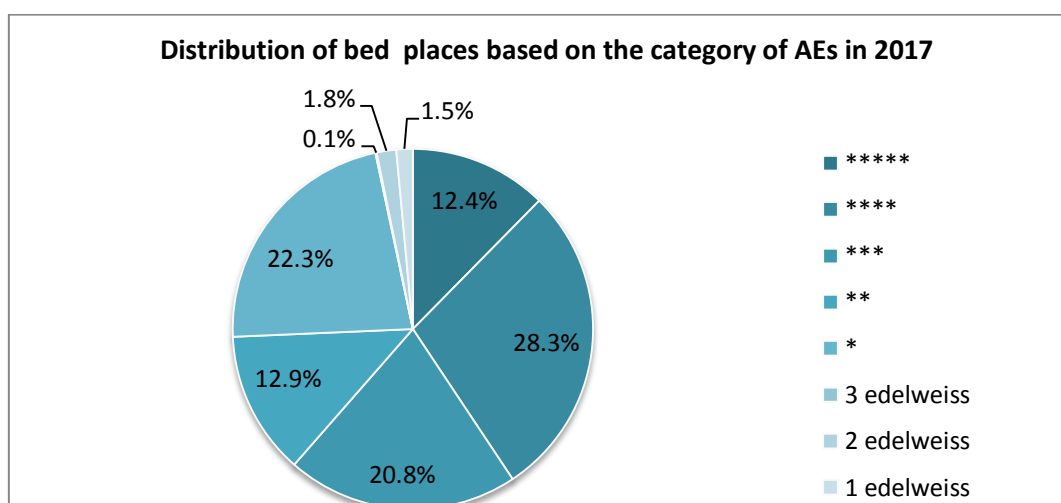
Four-star accommodation establishments were 23% less, while the number of 5-star ones remained the same. The distribution of AEs by category remained similar to the ones in past years. Once again, one-star establishments (47%), followed by two- and three-star ones (21% and 22% respectively) represented the biggest share of AEs. In general, tourist chalets are few in number and they are mostly category 1 and 2 Edelweiss.

Category	Number of establishments			Share of establishments 2017 (%)	Changes 2016/2017 (%)
	2015	2016	2017		
*****	9	10	10	1,8	0,0
****	39	39	30	5,4	-23,1
***	101	110	119	21,5	8,2
**	89	101	118	21,3	16,8
*	225	211	262	47,4	24,2
3 Edelweiss	-	1	1	0,2	0,0
2 Edelweiss	-	6	6	1,1	0,0
1 Edelweiss	-	7	7	1,3	0,0
Total	463	485	553	100	14,0



Technical Capacity of Accommodation Establishments on the territory of Sofia Municipality for
2016 and 2017, by category

Category	2016		2017		Variation in the number of rooms 2016/2017 (%)	Variation in the number of beds 2016/2017 (%)
	Number of rooms	Number of beds	Number of rooms	Number of beds		
*****	1 354	2 230	1 310	2 142	-3,2	-3,9
****	3 364	6 310	2 726	4 898	-19	-22,4
***	2 160	3 904	2 106	3 598	-2,5	-7,8
**	1 463	2 691	1 164	2 229	-20,4	-17,2
*	1 540	3 015	1 847	3 869	6,6	7,7
3 Edelweiss	10	20	10	20	0	0
2 Edelweiss	106	303	106	303	0	0
1 Edelweiss	77	255	77	255	0	0
Total	10 074	18 728	9 346	17 314	-4,8	-5,5



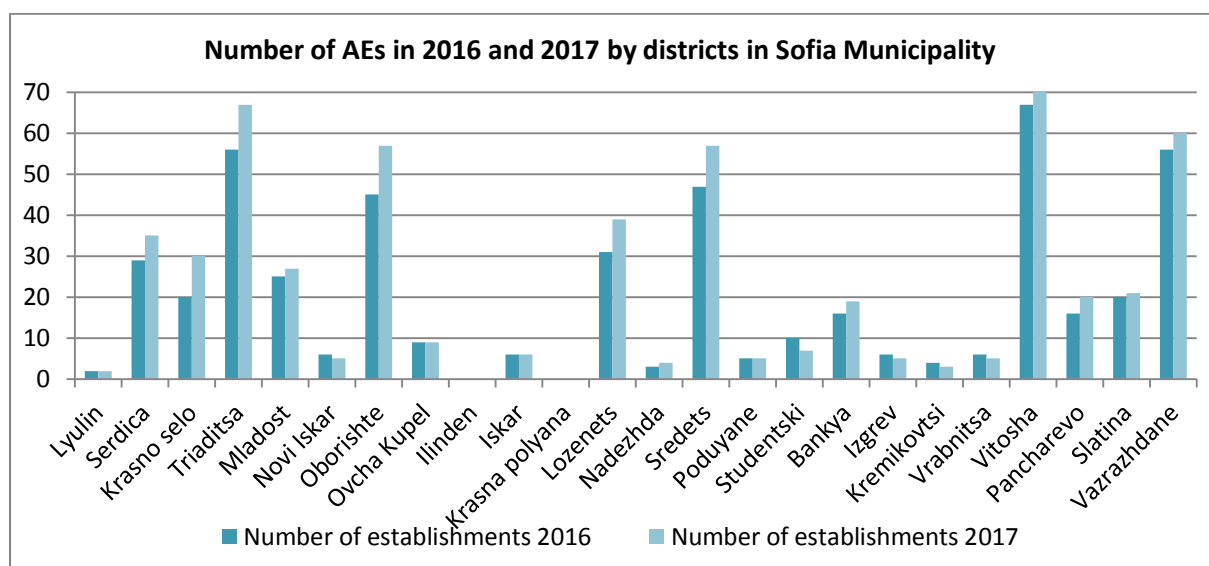
In 2017 the accommodation establishments on the territory of Sofia had 9 346 rooms and 17 314 beds. There was a slight decrease in the number of rooms (-4.8%), as well as in the number of beds (-5.5%) compared to 2016. The variation in the distribution of the beds by category shows an increase in the number of beds only in one-star establishments (by 7.7%). The rooms and beds in all other types of AEs decreased and the most noticeable decline was the one in four-star establishments (- 22%). There were no variations detected with regard to tourist chalets.

It is important to point out that the four- and five-star AEs represent barely 7% of all AEs on the territory of Sofia but they also have 41% of the total number of beds in the capital.

Based on their location, there is an obvious concentration of AEs in the central part of the city as well as in the southern peripheral districts. In 2017 there were slight changes in the distribution of beds by districts.

District	Lyulin	Serdica	Krasno selo	Triaditsa	Mladost	Novi Iskar	Oborishte	Ovcha kupel	Ilinden	Iskar	Krasna polyana	Lozenets	Nadezhda	Sredets	Poduyane	Studentski	Bankya	Izgrev	Kremikovtsi	Vrabnitsa	Vitosha	Pancharevo	Slatina	Vazrazhdane	Total
Number of establishments 2016	2	29	20	56	25	6	45	9	0	6	0	31	3	47	5	10	16	6	4	6	67	16	20	56	485
Number of establishments 2017	2	35	30	67	27	5	57	9	0	6	0	39	4	57	5	7	19	5	3	5	70	20	21	60	553
Variation 2016/ 2017	0	6	10	11	2	-1	12	0	0	0	0	8	1	10	0	-3	3	-1	-1	-1	3	4	1	4	68

In 2017 the total number of accommodation establishments in Sofia increased by 68 establishments. There were new establishments in 13 of the 24 districts of Sofia Municipality while Oborishte and Triaditsa Districts had the highest number by having 12 and 11 new establishments respectively. There was a decrease in the number of establishments in 5 districts and the highest number of closed establishments was in Studentski. Krasna Polyana and Ilinden Districts remained without any categorized AEs.



In 2017 the biggest share of AEs on the territory of Sofia was reported in Vitosha (13%), Triaditsa (12%) and Vazrazhdane (11%). Vitosha (16%) and Serdica (12%) had the biggest capacity of bed places.

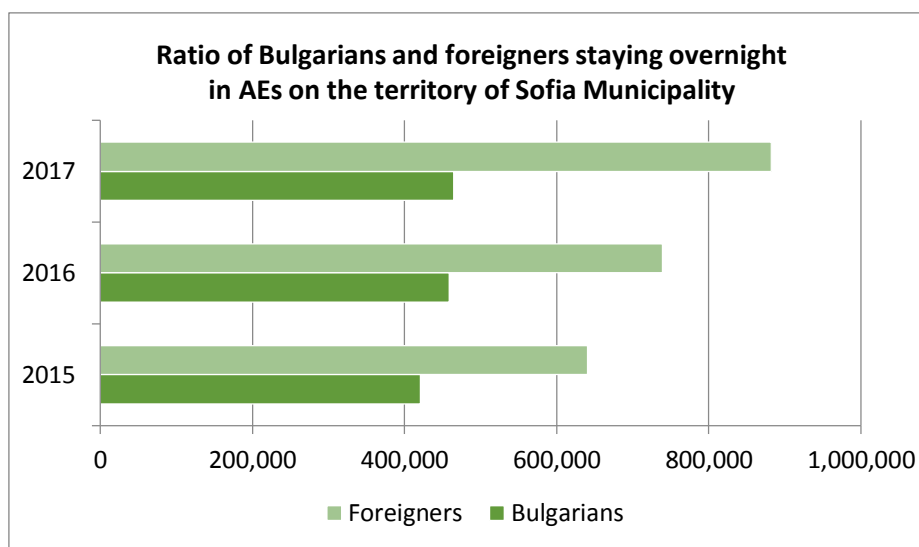
Share of bed places and rooms on the territory of Sofia Municipality by districts in 2017

Districts	Number of AES	Share of AES (%)	Number of rooms	Share of rooms (%)	Number of beds	Share of beds (%)
Bankya	19	3,4	342	3,7	692	4,0
Vitosha	70	12,7	1 383	14,8	2 771	16,0
Vrabnitsa	5	0,9	83	0,9	165	1,0
Vazrazhdane	60	10,8	763	8,2	1 427	8,2
Izgrev	5	0,9	202	2,2	371	2,1
Ilinden	0	0,0	0	0,0	0	0,0
Iskar	6	1,1	131	1,4	238	1,4
Krasna polyana	0	0,0	0	0,0	0	0,0
Krasno selo	30	5,4	243	2,6	488	2,8
Kremikovtsi	3	0,5	120	1,3	242	1,4
Lozenets	39	7,1	887	9,5	1400	8,1
Lyulin	2	0,4	31	0,3	69	0,4
Mladost	27	4,9	745	8,0	1274	7,4
Nadezhda	4	0,7	73	0,8	124	0,7
Novi Iskar	5	0,9	25	0,3	60	0,3
Oborishte	57	10,3	515	5,5	1036	6,0
Ovcha kupel	9	1,6	154	1,6	326	1,9
Pancharevo	20	3,6	231	2,5	395	2,3
Poduyane	5	0,9	89	1,0	128	0,7
Serdica	35	6,3	1048	11,2	1994	11,5
Slatina	21	3,8	524	5,6	1 015	5,9
Sredets	57	10,3	716	7,7	1 066	6,2
Studentski	7	1,3	188	2,0	374	2,2
Triaditsa	67	12,1	853	9,1	1659	9,6
Total	553	100	9 346	100	17 314	100

KEY ACCOMMODATION DEMAND INDICATORS*

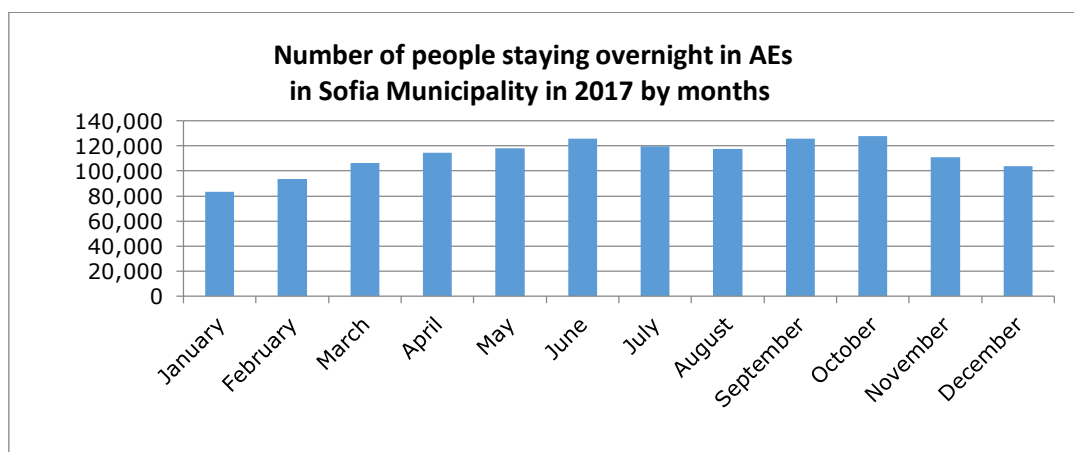
The total number of people that stayed overnight in accommodation establishments on the territory of Sofia Municipality in 2017 was 1 346 993 - 149 429 persons more (12.5%) compared to 2016. There was a significant increase of 19.4% among foreigners and 1.3% among Bulgarians.

Number of people staying overnight in Sofia Municipality accommodation establishments								
2015			2016			2017		
Bulgarians	Foreigners	Total	Bulgarians	Foreigners	Total	Bulgarians	Foreigners	Total
420 901	640 621	1 061 522	458 867	738 697	1 197 564	464 851	882 142	1 346 993

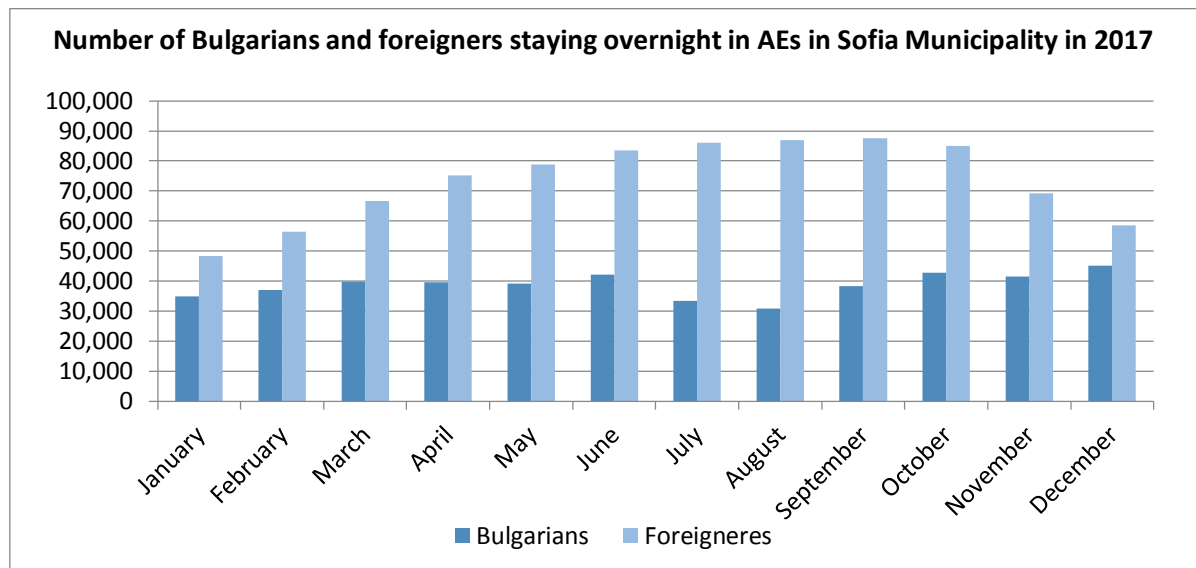


There was a slight variation in the Bulgarians:foreigners ratio in 2017 - the share of overnight guests who were foreigners rose from 62% (2016) to 65% (2017).

Number of people staying overnight in 2017 by month			
Month	Bulgarians	Foreigners	Total
January	34 981	48 287	83 268
February	37 116	56 427	93 543
March	39 774	66 723	106 497
April	39 524	75 166	114 690
May	39 230	78 809	118 039
June	42 132	83 407	125 539
July	33 498	86 110	119 608
August	30 862	86 904	117 766
September	38 350	87 467	125 817
October	42 749	84 985	127 734
November	41 528	69 180	110 708
December	45 107	58 677	103 784
Total	464 851	882 142	1 346 993

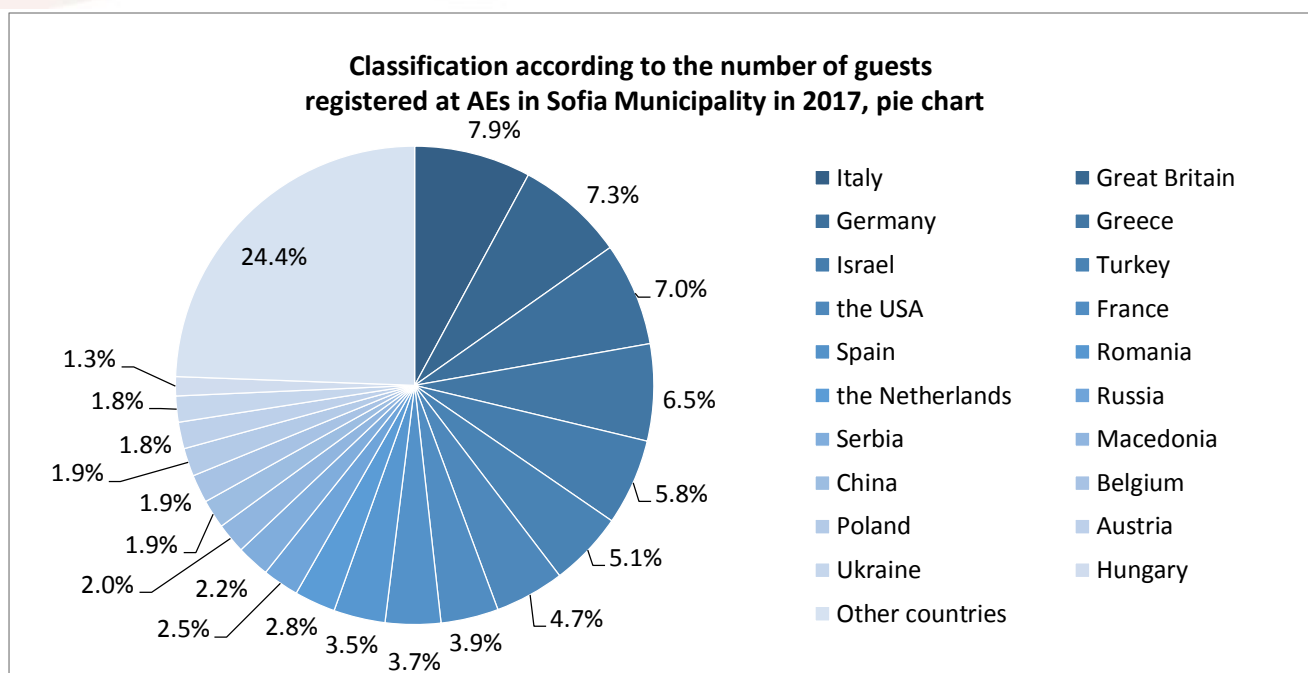


Sofia is an urban destination and, as such, it is normal that monthly fluctuations in the number of registered guests in the accommodation establishments would be poorly expressed. Nevertheless, the number of visitors was highest in October and lowest in January. In terms of nationality, the summer months were marked by an increase in the number of foreigners and at the same time a decrease in the number of Bulgarians who stayed in AEs in Sofia.



CLASSIFICATION ACCORDING TO THE NUMBER OF REGISTERED FOREIGN GUESTS in 2017

	Nationality	2016	2017	Share (%)	Variation (%)
1	Italy	50 995	69 574	7,9	36,43
2	Great Britain	51 144	64 716	7,3	26,54
3	Germany	54 705	61 585	7,0	12,58
4	Greece	53 649	57 734	6,5	7,61
5	Israel	42 130	51 472	5,8	22,17
6	Turkey	39 426	44 602	5,1	13,13
7	The USA	36 652	41 460	4,7	13,12
8	France	29 569	34 379	3,9	16,27
9	Spain	21 906	33 033	3,7	50,79
10	Romania	26 996	30 737	3,5	13,86
11	the Netherlands	15 584	24 506	2,8	57,25
12	Russia	20 791	21 728	2,5	4,51
13	Serbia	16 819	19 630	2,2	16,71
14	Macedonia	17 173	18 064	2,0	5,19
15	China	11 602	17 162	1,9	47,92
16	Belgium	12 040	16 820	1,9	39,70
17	Poland	15 191	16 782	1,9	10,47
18	Austria	14 351	15 852	1,8	10,46
19	Ukraine	14 406	15 520	1,8	7,73
20	Hungary	9 587	11 433	1,3	19,26
21	Other countries	183 981	215 353	24,4	17,05
		738 697	882 142	1,0	19,42



Most of the overnight guests are from EU member countries. In 2017 the highest number was the one of Italian tourists, followed by the British, German and Greek tourists – their total relative share was 29% of all foreign visitors in Sofia. The greatest increase was detected among visitors from the Netherlands (57%), Ireland (51%), Spain (51%), Belgium (40%), and Italy (36%).

Good results were achieved with respect to distant markets, which we consider to be promising for Sofia. Sofia is also becoming an increasingly interesting destination for tourists from China (+ 48%), India (+ 31%) and Australia (+ 15%).

It is important to be pointed out that in 2017 there was a rise in the number of visitors from almost all markets. There was only a decrease in the number of visitors from Norway (- 11%), Armenia (- 7%), Slovenia (- 3%) and Canada (- 2%).

Overnight Stays

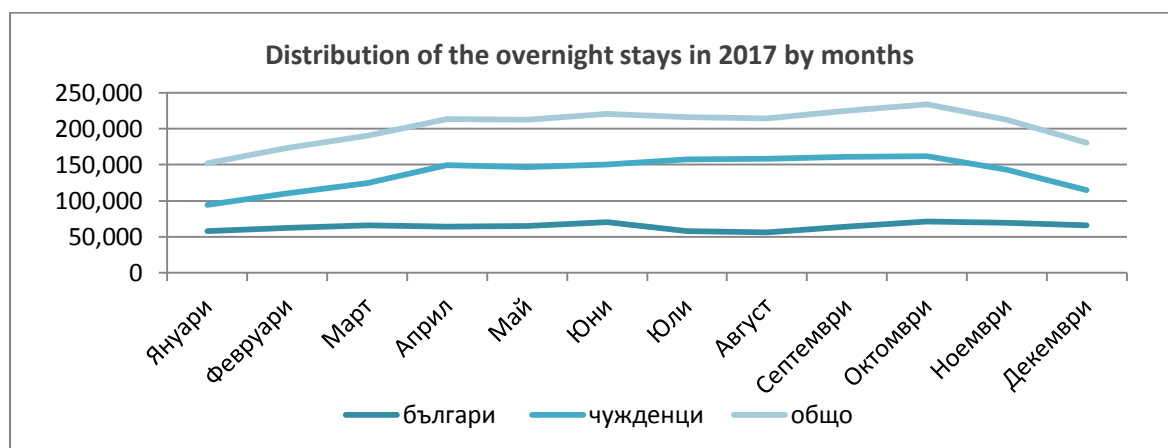
In 2017 there was an increase of 15% in the number of overnight stays and they reached 2 444 684. This growth is mainly due to the increase in the number of nights spent by foreigners (+ 23%), as the increase in overnight stays by Bulgarians was only 0.4%.

NUMBER OF OVERNIGHT STAYS IN ACCOMMODATION ESTABLISHMENTS IN SOFIA MUNICIPALITY								
2015			2016			2017		
Bulgarians	Foreigners	Total	Bulgarians	Foreigners	Total	Bulgarians	Foreigners	Total
691 362	1 181 616	1 872 978	767 024	1 359 438	2 126 462	770 201	1 674 483	2 444 684
Source: Sofia Tourism Administration								

The share of nights spent by foreigners rose from 62% in 2016 to 68% in 2017.

Number of overnight stays in 2017 by months			
Month	Bulgarians	Foreigners	Total
January	57 870	94 562	152 432
February	62 728	110 496	173 224
March	65 502	124 718	190 220
April	64 336	149 449	213 785
May	65 223	147 140	212 363
June	70 123	150 505	220 628
July	58 073	157 896	215 969
August	55 716	158 750	214 466
September	63 836	160 912	224 748
October	71 391	162 286	233 677
November	69 344	143 017	212 361
December	66 059	114 752	180 811
Total	770 201	1 674 483	2 444 684

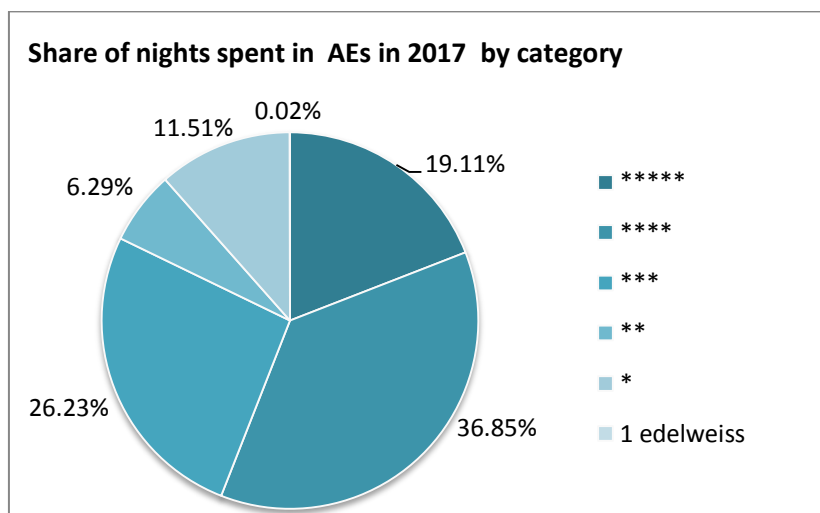
Clear seasonality in the total number of overnight stays is not observed, but this is typical for an urban destination. July and August were the least busy months in terms of overnight stays of Bulgarians.



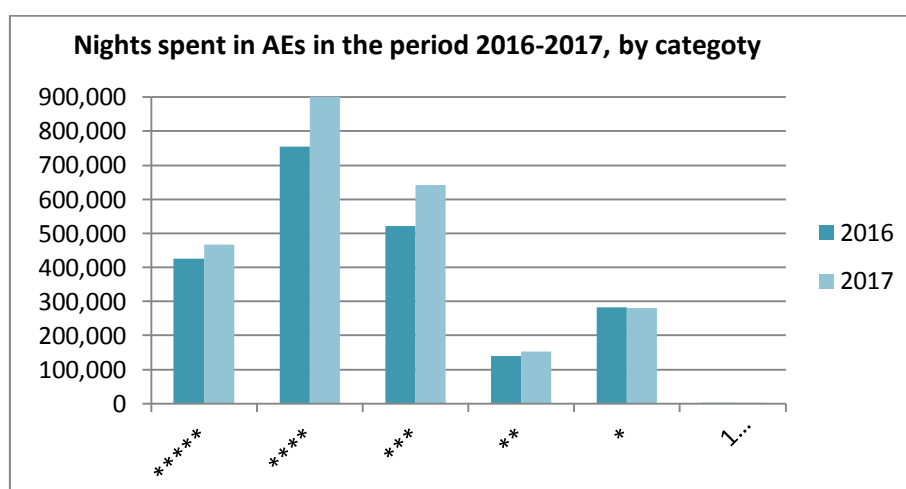
Number of overnight stays in terms of by the category of AEs on the territory of Sofia Municipality									
Category	2016			2017			Variations 2016/2017 (in %)		
	Bulgarians	Foreigners	Total	Bulgarians	Foreigners	Total	Bulgarians	Foreigners	Total
*****	48 014	376 774	424 788	44 325	422 732	467 057	-7,7	12,2	10,0
****	215 360	539 962	755 322	207 842	693 038	900 880	-3,5	28,3	19,3
***	227 799	294 305	522 104	251 741	389 389	641 130	10,5	32,3	22,8
**	102 539	37 893	140 432	103 489	50 197	153 686	0,9	32,5	9,4
*	172 511	110 504	283 015	162 296	119 127	281 423	-5,9	7,8	-0,6
3 edelweiss	-	-	-	-	-	-	-	-	-
2 edelweiss	-	-	-	-	-	-	-	-	-
1 edelweiss	801	-	801	508	-	508	-36,6	-	-36,6
Total	767 024	1 359 438	2 126 462	770 201	1 674 483	2 444 684	0,4	23,2	15,0

Compared to 2016, in 2017 there was an increase of 15% in the total number of overnight stays in accommodation establishments in Sofia Municipality.

The highest number of overnight stays was reported in four-star accommodation establishments (37%), followed by three- and five-star ones - 26% and 19% respectively of the total number of overnight stays. The lowest number of overnight stays was reported in two-star AEs – 6%. Overnight stays were realized only in tourist chalets category 1 edelweiss which represent only 0.02% of all overnight stays. Only Bulgarians spent nights in tourist chalets and the number of overnight stays realized by them in 2017 was 37% less compared to 2016.



There was an increase in the number of overnight stays in all categories of accommodation establishments with the exception of one-star ones which reported a decrease of 0.8%. A significant increase was reported in three-star establishments (23%), followed by four-star AEs (19%).



Distribution of overnight stays by month and according to the type of AE						
	*	**	***	****	*****	1 edelweiss
January	19 131	9 305	38 139	55 381	30 441	35
February	20 401	11 463	43 999	63 813	33 486	62
March	23 127	11 898	49 398	67 936	37 827	34
April	24 704	13 567	56 397	76 571	42 513	33
May	23 944	13 237	52 851	80 499	41 792	40
June	26 054	13 472	57 554	80 133	43 396	19
July	28 271	14 085	57 923	76 900	38 692	98
August	24 570	14 287	58 764	77 205	39 616	24
September	25 047	15 769	58 431	82 358	43 122	21
October	25 447	14 401	63 346	88 835	41 648	0
November	21 839	12 902	55 374	82 010	40 209	27
December	18 888	9 300	48 954	69 239	34 315	115
Total	281 423	153 686	641 130	900 880	467 057	508

The distribution of overnight stays according to the type of establishment has remained stable in the last few years and in 2017 it showed a significant predominance of nights spent in hotels - 2 031 077 or 83% of the total number of overnight stays in Sofia City.

The share of nights spent by foreigners in hotels in Sofia was significantly bigger than the one of nights spent by Bulgarians - 72% and 28% respectively.

Distribution of overnight stays in 2017 according to the type of AE			
Type of AE	Bulgarians	Foreigners	Total
Apartment tourist complex	563	2 848	3 411
Guest suites	15 131	47 688	62 819
Bungalows	72	0	72
Villas	699	987	1 686
Guest Villas	457	253	710
Holiday villages	1 419	478	1 897
Guest houses	17 192	25 184	42 376
Motels	3 227	1 166	4 393
Boarding houses	34 865	12 006	46 871
Holiday houses	9 647	9	9 656
Family-run hotels	71 053	63 231	134 284
Guest rooms	28 546	32 947	61 493
Tourist chalets	508	0	508
Hostels	23 056	20 375	43 431
Hotels	563 766	1 467 311	2 031 077
Total	770 201	1 674 483	2 444 684

CLASSIFICATION OF THE MARKETS ACCORDING TO THE NUMBER OF OVERNIGHT STAYS ON THE TERRITORY OF SOFIA IN 2017

In 2017, European Union countries continued to be the most important generating market for both Bulgaria and Sofia.

Nationality	2016	2017	Share (in %)	Variation 2016/2017 (in %)
Italy	104 886	150 313	8,98	43,31
Great Britain	96 033	131 486	7,85	36,92
Israel	92 063	120 071	7,17	30,42
Germany	92 788	108 855	6,50	17,32
Greece	91 182	101 519	6,06	11,34
The USA	71 665	80 524	4,81	12,36
Spain	43 281	66 737	3,99	54,19
Turkey	58 157	64 274	3,84	10,52
France	52 599	59 828	3,57	13,74
Romania	46 616	53 827	3,21	15,47
The Netherlands	29 511	47 965	2,86	62,53
Russia	38 810	43 447	2,59	11,95
Serbia	28 985	36 463	2,18	25,80
Belgium	21 737	30 793	1,84	41,66
Poland	29 113	30 185	1,80	3,68
China	21 398	29 178	1,74	36,36
Macedonia	27 653	27 841	1,66	0,68
Ukraine	25 141	27 709	1,65	10,21
Austria	21 693	24 648	1,47	13,62
Hungary	17 468	21 323	1,27	22,07
Others	348 659	417 497	24,93	19,74
Total	1 359 438	1 674 483	100	23,17

For the second consecutive year, the highest number of overnight stays was realized by Italian tourists - 150 313 or 9% of the overnight stays of foreigners in the AEs in Sofia. However, in terms of overnight stays in Bulgaria Italy ranked 16th, with only 1% of the overnight stays in 2017. Interestingly, 64% of the overnight stays realized by Italians in Bulgaria were in AEs in Sofia.

Great Britain came second with 131 486 overnight stays and Israel third (120 071). They were followed by Germany which in 2013, 2014 and 2015 ranked first.

The highest increase in the number of overnight stays was registered among tourists from the Netherlands (63%), Ireland (62%), Spain (54%) and Italy (43%). Among the Balkan countries, Serbia (26%), Croatia (16%) and Romania (16%) also registered significant increases.

There was a decrease in the number of overnight stays realized by Norwegian and Armenian guests.

The average length of stay of visitors in Sofia remained unchanged – 1.8 days - for Bulgarian guests it was 1.7 days, while for foreigners – 1.9 days. Some of the most important markets for Sofia in terms of length of stay were the guests from Israel (2.3 days) and Italy (2.2 days).

TOURIST TAX REVENUE FOR 2017

On December 22, 2011 with decision № 65 of Sofia Municipal Council was determined the amount of tax due for each overnight stay according to the category of the accommodation establishment. In 2017 the tax REMAINED unchanged:

Category	Tax due for 1 night	Overnight stays	Expected revenue from tourism tax
*****	1,2	467 057	BGN 560 468
****	1	900 880	BGN 900 880
***	0,8	641 130	BGN 512 904
**	0,6	153 686	BGN 92 212
*	0,4	281 931	BGN 112 772
Total		2 444 684	BGN 2 179 236

The expected tourism tax revenue is determined by the number of reported overnight stays dependent on the differentiated tax rate for the given category. According to Municipal Revenue Directorate the amount of the tourist tax collected for 2017 was BGN 2 597 025 - 44.62% more than in 2016.

MAIN INDICATORS OF TOURISM IN SOFIA – ABSOLUTE VALUES FOR 2017

Category	Technical capacity			Number of overnight guests			Overnight stays		
	Establishments	Rooms	Beds	Bulgarians	Foreigners	Total	Bulgarians	Foreigners	Total
*****	10	1 310	2 142	28 304	254 517	282 821	44 325	422 732	467 057
****	30	2 726	4 898	131 134	346 840	477 974	207 842	693 038	900 880
***	119	2 106	3 598	162 467	194 948	357 415	251 741	389 389	641 130
**	118	1 164	2 229	54 023	22 837	76 860	103 489	50 197	153 686
*	262	1 847	3 869	88 490	63 000	151 923	162 296	119 127	281 423
3 edelweiss	1	10	20	-	-	-	-	-	-
2 edelweiss	6	106	303	-	-	-	-	-	-
1 edelweiss	7	77	255	433	-	433	508	-	508
TOTAL:	553	9 346	17 314	464 851	882 142	1 346 993	770 201	1 674 483	2 444 684

MAIN INDICATORS OF TOURISM IN SOFIA – RELATIVE VALUES FOR 2017 (in %)

Category	Technical capacity			Number of overnight guests			Overnight stays		
	Establishments	Rooms	Beds	Bulgarians	Foreigners	Total	Bulgarians	Foreigners	Total
*****	1,8	14,0	12,4	6,1	28,9	21,0	5,8	25,3	19,1
****	5,4	29,2	28,3	28,2	39,3	35,5	27,0	41,4	36,9
***	21,5	22,5	20,8	35,0	22,1	26,5	32,7	23,3	26,2
**	21,3	12,5	12,9	11,6	2,6	5,7	13,4	3,0	6,3
*	47,4	19,8	22,3	19,0	7,1	11,3	21,1	7,1	11,5
3 edelweiss	0,2	0,1	0,1	0,0	0,0	0,0	0,0	0,0	0,0
2 edelweiss	1,1	1,1	1,8	0,0	0,0	0,0	0,0	0,0	0,0
1 edelweiss	1,3	0,8	1,5	0,1	0,0	0,03	0,1	0,0	0,02
TOTAL:	100	100	100	100	100	100	100	100	100

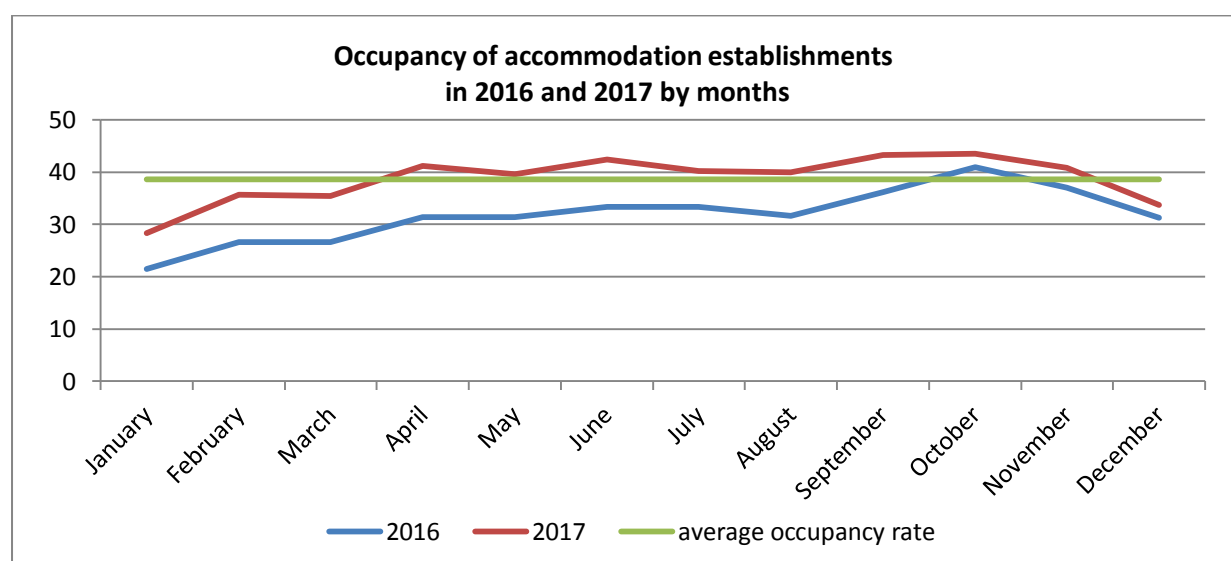
Occupancy of Accommodation Establishments

The occupancy is a dynamic figure and shows monthly fluctuations. It is an important indicator for the efficiency of the hospitality business, reflecting the degree to which the existing accommodation capacity is actually used. In this section are presented the average monthly and annual occupancy of bed places, calculated on the basis of the reported number of overnight stays and the number of bed places.

Occupancy of bed places in accommodation establishments on the territory of Sofia Municipality for the period 2016 – 2017 by months.

Month	2016 (in %)	2017 (in %)	Variation 2016/2017 (in %)
January	21,5	28,4	6,9
February	26,6	35,7	9,1
March	26,6	35,4	8,8
April	31,4	41,2	9,8
May	31,4	39,6	8,2
June	33,4	42,5	9,1
July	33,3	40,2	6,9
August	31,6	40,0	8,4
September	36,2	43,3	7,1
October	41	43,5	2,5
November	37	40,9	3,9
December	31,3	33,7	2,4
Average	31,8	38,7	6,9

In 2017 the average annual occupancy of bed places in Sofia was 38.7% - there was a slight increase of 6.9% compared to 2016.

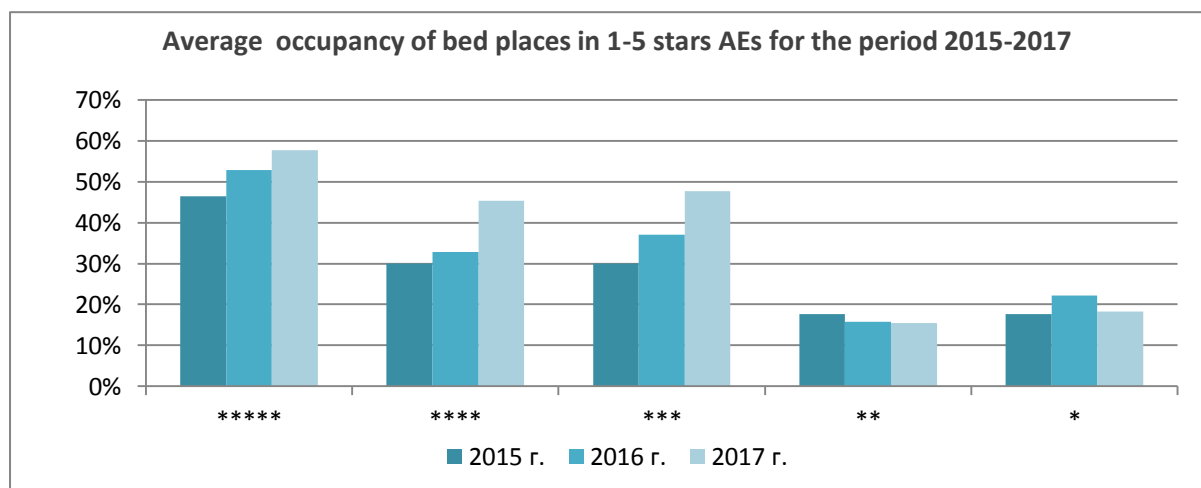


The monthly fluctuations in the occupancy of accommodation establishments were not significant but September and October (43% and 44% respectively) stood out with higher occupancy rate. As usual, January had the lowest occupancy rate – 28%.

Average occupancy rate of bed places for the period 2015 – 2017 by category

Category	*****	****	***	**	*	1 edelweiss	Average occupancy
2015	46,5%	30,0%	30,0%	17,6%	17,7%	-	27,9%
2016	52,8%	32,8%	37,0%	15,8%	22,2%	0,4%	31,8%
2017	59,7%	50,4%	48,8%	18,9%	19,9%	0,5%	38,7%
Variation 2016/2017	6,9%	17,6%	11,8%	3,1%	-2,3%	0,1%	6,9%

The highest average annual occupancy rate is traditionally recorded at 5-star accommodation establishments, while the lowest – at one- and two-star AEs. In 2017 a slight decrease of - 2,3% was reported in one-star AEs. The occupancy of chalets was extremely low both in 2017 and in 2016.



POSITION OF SOFIA IN TOURISM IN BULGARIA

According to NSI in 2017 3.7% of the accommodation establishments and 3.9% of the bed places in Bulgaria were located in Sofia. The share of overnight stays in Sofia was 7.6% of the total number of nights spent in the country, while the share of tourists that stayed overnight was 15.1% (19.9% of the Bulgarians and 20.5% of the foreigners that spent the night in Bulgaria).

The average length of stay in the capital was 1.8 days and in the country – 3.5 days. The average occupancy of bed places in the capital was 40% and in the country – 21%.

Sofia Region (capital):

- ranks 3rd among the regions in terms of revenues of overnight stays, following Burgas /BGN 474 million/ and Varna /BGN 312 million/ - Sofia /BGN 151 million/
- **ranks 1st** in terms of **occupancy rate of bed places**, followed by Pazardzhik (37%) and Plovdiv (29%)
- ranks 6th among the regions in terms of number of beds following Burgas, Varna, Dobrich, Blagoevgrad, and Sofia Province.

Indicator	Bulgaria	Sofia	Share of Bulgaria in %
Number of establishments	3 346	125	3,7
Number of beds	348 724	13 586	3,9
Number of overnight stays	26 054 096	1 992 808	7,6
By Bulgarians	8 948 529	600 335	6,7
By foreigners	17 105 567	1 392 473	8,1
Number of persons that stayed overnight	7 461 646	1 127 507	15,1
Bulgarians	3 805 816	376 680	9,9
foreigners	3 655 830	750 827	20,5
Average length of stay /days/	3,5	1,8	-
Bed occupancy rate (%)	21	40	-
Average revenue of one overnight stay	51 лв.	76 лв.	-
Average revenue of one person staying overnight	180 лв.	135 лв.	-
Average revenue of one bed place	3 845 лв.	11 173 лв.	-
Revenues of overnight stays (BGN)	1 340 897 001	151 799 637	11,3
By Bulgarians	346 907 596	31 866 546	9,2
By foreigners	993 989 405	119 933 091	12,1

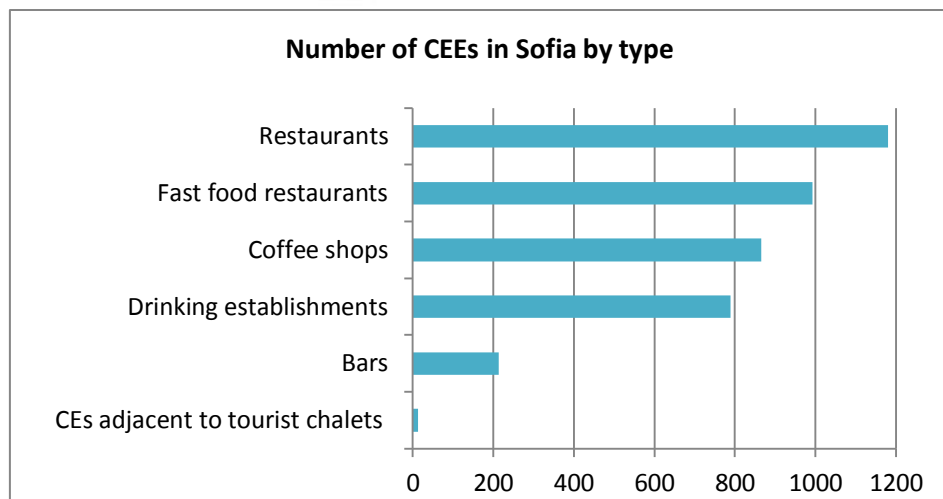
Source: NSI

* In order the position of Sofia to be correctly displayed in the national system of tourism only data from the National Statistical Institute are used in the table. It should be borne in mind that the NSI data refer to all categorized and operating during the reported period establishments with 10 or more bed places. This is why the data for Sofia in the table above differs from the data of Sofia Tourism Administration.

CATERING AND ENTERTAINMENT ESTABLISHMENTS

In 2017 on the territory of Sofia Municipality operated 4 054 categorized catering and entertainment establishments 1 181 of which were restaurants, 992 – fast food restaurants, 789 – drinking establishments, 866 – coffee shops, and 213 – bars and 13 - catering establishments that were part of tourist chalets.

	Number of all CEEs	Share of all CEEs (%)	Indoor seats	Capacity Outdoor seats	Total number of seats
Restaurants	1 181	29,1	82 879	49 475	132 354
Fast food restaurants	992	24,5	35 020	19 387	54 407
Drinking establishments	789	19,5	27 274	16 146	43 420
Coffee shops	866	21,4	25 078	13 842	38 920
Bars	213	5,3	15 228	2 990	18 218
Catering establishments adjacent to tourist chalets	13	0,3	525	20	545
TOTAL:	4 054	100	186 004	101 860	287 864



In 2017 there was a decrease of 11% in the total number of catering and entertainment establishments. The number of all types of catering and entertainment establishments decreased while the decline in the number of bars (by 25%) and drinking establishments (by 17%) was the most tangible.

The technical capacity of CEEs on the territory of Sofia Municipality includes indoor and outdoor seats while the indoor seats are twice as many as the outdoor ones. In 2017 the total number of seats in catering and entertainment establishments amounted to 287 864, 186 004 of which were located in indoor dining rooms and 101 860 – outdoors, operating in specific seasons.

In 2017 restaurants had the biggest share of all catering and entertainment establishments – 29.1%, followed by fast food restaurants (24.5%), coffee shops (21.4%), drinking establishments (19.5%), bars (5.3%) and catering establishments adjacent to tourist chalets (0,3 %).

The distribution of capacity by types of catering and entertainment establishments shows that 46% of the seats in CEEs were located in restaurants, 19% - in fast food restaurants, 15% - in drinking establishments, 14% - in coffee shops, 6% - in bars and 0.2% - in catering establishments adjacent to tourist chalets.

**Technical capacity of the catering and entertainment establishments in Sofia Municipality in 2017
by type and category**

Category	Number of establishments	Indoor seats	Outdoor seats	Total
RESTAURANTS				
*****	12	1 304	857	2 161
****	21	2 085	637	2 722
***	78	7 579	3 173	10 752
**	180	15 862	9 852	25 714
*	890	56 049	34 956	91 005
total	1 181	82 879	49 475	132 354
FAST FOOD RESTAURANTS				
*****	-	-	-	-
****	-	-	-	-
***	5	249	103	352
**	23	912	593	1 505
*	964	33 859	18 691	52 550
total	992	35 020	19 387	54 407
DRINKING ESTABLISHMENTS				
*****	-	-	-	-
****	-	-	-	-
***	3	393	60	453
**	14	966	588	1 554
*	772	25 915	15 498	41 413
total	789	27 274	16 146	43 420
COFFEE SHOPS				
*****	1	30	20	50
****	1	48	160	208
***	-	-	-	-
**	59	2 813	2 393	5 206
*	805	22 187	11 269	33 456
total	866	25 078	13 842	38 920
BARS				
*****	12	1138	97	1 235
****	30	2 238	142	2 380
***	51	2 809	619	3 428
**	69	7 335	872	8 207
*	51	1 708	1260	2 968
total	213	15 228	2 990	18 218
Catering Establishments adjacent to Tourist Chalets				
3 edelweiss	1	20		20
2 edelweiss	5	280	20	300
1 edelweiss	7	225		225
total	13	525	20	545
	4 054	186 004	101 860	287 864

In terms of the category structure of catering and entertainment establishments most predominant were one-star catering and entertainment establishments – 86%, while the four- and five-star ones represented only 2% of all establishments. According to the data on technical capacity of catering and entertainment establishments in Sofia the distribution of seats by category shows that 77% of all

seats were concentrated in one-star establishments, 15% -in two-star ones, and the rest were distributed among three-, four-, and five-star catering and entertainment establishments and catering establishments adjacent to tourist chalets.

Prices of some tourist services and products

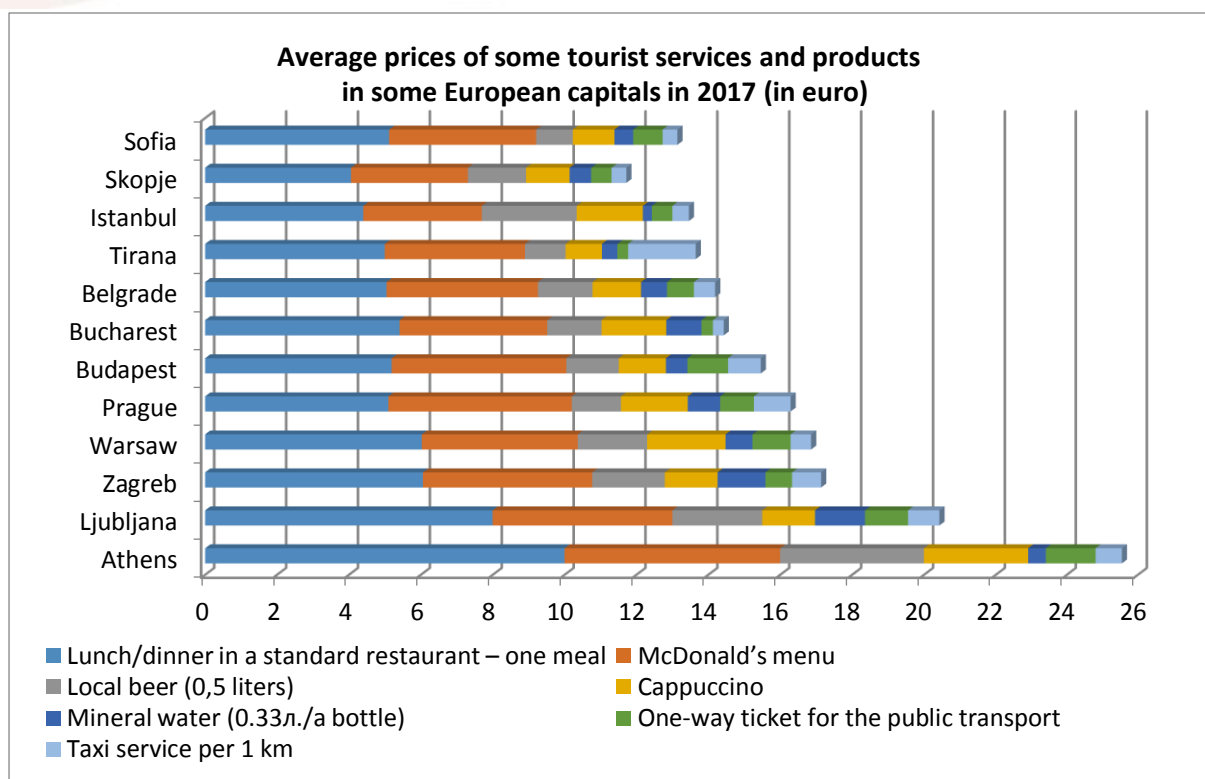
For a few years now the ratio between price and quality of the tourist product has been at a good competitive level.

In the table below are presented some of the tourist services and products on Sofia compared with the prices in other European capitals

Average prices of some tourist services and products in some of the European capitals in 2017 (in euro)

	Sofia	Belgrade	Budapest	Bucharest	Warsaw	Zagreb	Istanbul	Ljubljana	Prague	Skopje	Athens	Tirana
Lunch/dinner in a standard restaurant – one meal	5,12	5,05	5,19	5,41	6,03	6,06	4,40	8,00	5,10	4,06	10,00	5,00
Lunch/dinner for two in a medium-priced restaurant – three-course meal	21,49	25,25	29,17	25,97	24,10	30,29	17,59	37,50	25,49	16,24	35,00	18,78
McDonald's menu	4,09	4,21	4,86	4,11	4,34	4,71	3,30	5,00	5,10	3,25	6,00	3,90
Local beer (0,5 liters)	1,02	1,52	1,46	1,51	1,93	2,02	2,64	2,50	1,37	1,62	4,00	1,13
Imported beer (0.33 liters)	1,54	1,85	1,62	1,95	2,17	2,42	3,30	3,00	1,76	1,62	4,00	1,50
Cappuccino	1,16	1,35	1,31	1,80	2,18	1,47	1,84	1,47	1,86	1,21	2,91	1,01
Coca Cola/Pepsi Cola (0.33 liters/a bottle)	0,83	1,28	0,89	1,26	1,02	1,83	0,68	1,98	1,19	1,11	1,42	0,87
Mineral water (0.33л./a bottle)	0,52	0,72	0,6	0,98	0,75	1,33	0,25	1,39	0,90	0,60	0,50	0,43
A packet of cigarettes	2,71	2,53	3,87	3,68	3,62	3,64	2,86	4,00	3,92	1,97	4,50	2,25
One-way ticket for the public transport	0,82	0,75	1,13	0,32	1,06	0,74	0,57	1,20	0,94	0,57	1,40	0,30
One-month transport pass for the public transport	25,59	26,94	30,79	14,09	26,51	48,47	40,67	37,00	21,57	24,36	30,00	12,02
Taxi service per 1 km	0,41	0,59	0,91	0,30	0,57	0,81	0,46	0,87	1,02	0,41	0,74	1,88

Source: www.numbeo.com/cost-of-living/

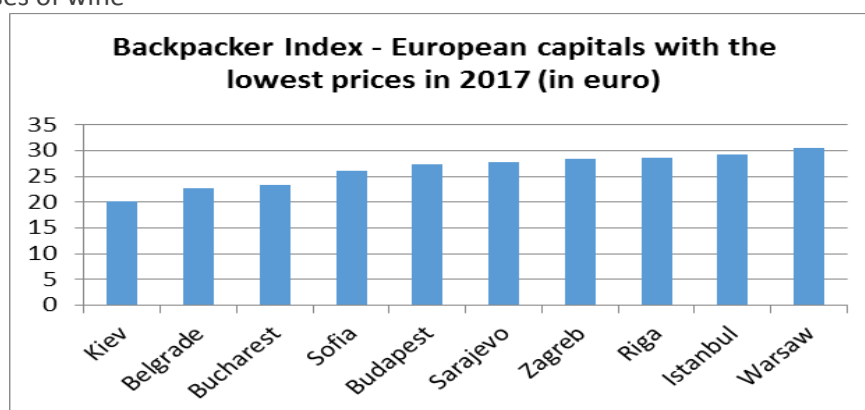


Source: www.numbeo.com/cost-of-living/

The World Backpacker Index shows a general picture of the minimum travel costs aiming to help tourists find the most affordable destination from their point of view. It includes the total cost of a group of essential services in the travel destination. Even though the listed prices are based on a potential trip on a limited budget they can serve as a reference to those having more money.

In every destination this daily "packet" includes:

- * a bed place in a good and cheap hostel
- * three meals in a standard restaurant
- * two tickets for the public transport
- * One paid cultural attraction (museum, gallery)
- * three cheap beers or glasses of wine



Source: <https://www.priceoftravel.com/>

While in 2016 the capital led the ranking for the cheapest destination, in 2017 the first 3 places were occupied by Kiev, Belgrade and Bucharest, and Sofia was fourth.

GLOSSARY

Tourism Act, Promulgated, State Gazette No. 30/26.03.2013, effective 26.03.2013, amended, SG No. 68/2.08.2013, amended and supplemented, SG No. 109/20.12.2013, amended, SG No. 40/13.05.2014, SG No. 9/3.02.2015, supplemented, SG No. 14/20.02.2015, amended, SG No. 79/13.10.2015, amended and supplemented. SG No. 20/15.03.2016, amended, SG No. 43/07.06.2016, amended, SG No. 59/29.07.2016, amended and supplemented, SG No. 75/27.09.2016

Accommodation establishments - hotels, motels, apartment tourist complexes, tourist villages, holiday villages, villas, family-run hotels, hostels, boarding houses, holiday houses, guest rooms, guest suites, guest houses, bungalows and campsites.

Average accommodation occupancy rate - a derived indicator reflecting the degree of utilization of the available accommodation capacity of the accommodation establishment. It is calculated as the ratio between the number of overnight stays and the number of beds ready for exploitation in the accommodation facility. (a work definition, created for the purpose of this publication).

Backpacker – a tourist practicing backpacking tourism

Backpacking - a low-cost form of tourism, regardless of the type of travel and transport. The term "backpack" comes from English, and literally means "rucksack". It refers to tourists, carrying on their backs big tourist backpacks or other luggage that is easily carried at long distances for a long period of time. It involves the use of public transport, low-cost accommodations (usually hostels or youth hostels) and a longer duration of stay compared to traditional holiday travel related mostly to sightseeing. It is practiced mainly by young people who have more free time.

Bar – an establishment that offers a wide variety of alcoholic and non-alcoholic drinks, cocktails, hot drinks, nuts, pastry and sweets, and a limited variety of culinary products.

Boarding house – an accommodation establishment where people usually stay for a longer period of time. It is furnished with the most necessary furniture, equipment, and utensils for use and self-service.

Bungalow – an accommodation establishment operating seasonally or all-year-round, equipped with a bathroom but not always with a kitchenette.

Campsite – a guarded area with appropriate infrastructure and the necessary conditions for the stay of tourists in their own or rented tent or trailer. It also offers parking space and tourist services. On the territory of the campsite there may also be bungalows, trailers (mobile accommodation establishments with or without a kitchenette and a bathroom), and other establishments.

Catering and entertainment establishments: restaurants, fast food restaurants, pubs, coffee shops, bars, etc.

Coffee shop – an establishment that offers confectionery, pastries, ice cream, alcoholic and non-alcoholic drinks.

Drinking establishment - offers a wide variety of alcoholic drinks, non-alcoholic beverages and snacks

Family hotel - a building in an appropriate architectural style, consisting of 5-20 accommodation rooms, carrying out hotel business. The establishment is run by hosts or hired staff that provide personal service to guests. It has at least one catering and entertainment establishment.

Fast food restaurant – a restaurant where a limited assortment of culinary products and / or ready packaged food, desserts, alcoholic and non-alcoholic drinks are served. It is a self-service establishment.

Guest house - a low-rise building that has no more than 10 rooms for accommodation. Guests have access to common rooms such as living room, furnished kitchen, dining room or dining area, and a recreation area in the yard. The establishment is run by the hosts that live in the same building or next to it and they also cater to guests. The hosts take care of the needs of the guests and prepare some of the meals.

Guest suite - an apartment in a residential building that is let to tourists

Guest rooms - up to 5 rooms - separate or in flats in a single building, let to tourists for overnight stays.

Holiday house - a separate accommodation establishment with prevalent social functions and with infrastructure, offering health, spa, sports and other services.

Holiday village - a territorially separate group of low-rise massive villas where basic and various additional tourist services are offered. It is comprised of at least 5 villas and there is at least one catering and entertainment establishment.

Hostel - a low-budget accommodation establishment where rooms are mixed or single-sex, and there can also be private rooms. Bathroom, living room, and furnished kitchen with a dining room are shared.

Hotel - a publicly accessible building or buildings that are functionally linked, with at least 15 accommodation rooms, offering basic and additional tourist services related to the tourists' stay. For hotels built before June 1, 2003 and ones located in populated places or in parts of them with historical, archaeological, ethnographic or architectural importance, the number of rooms must be smaller by 20%. The hotel must have at least one catering and entertainment establishment.

International visitor - a person that visits a country outside his/her usual environment for no more than 12 consecutive months for business, pleasure or personal reasons that don't include the pursuit of an activity for which they receive remuneration. (*International Recommendations for Tourism Statistics 2008* (IRTS 2008))

Motel - a type of roadside hotel offering accommodation and services to tourists. It is located outside a populated place, or in close proximity to a busy transport junction or highway. The motel has at least one catering and entertainment establishment.

Passengers - all persons moving between two or more geographical points with different purpose and duration. (*International recommendations for tourism statistics* (IRTS 2008))

Restaurant - an establishment, offering meals and pastry, as well as alcoholic and non-alcoholic beverages. Customer service is performed by duly qualified staff.

Tourism - a social, cultural and economic phenomenon, related to the movement of people towards places outside their traditional place of residence for personal or professional purposes. (*International recommendations for tourism statistics* (IRTS 2008)).

Tourist - a visitor whose stay lasts at least 24 hours, thus spending at least one night in the visited destination for the purpose of tourism, recreation, sport, wellness procedures, business, visits to relatives and friends, pilgrimage, participation in a congress, a conference or a cultural event.

Tourist chalet - a massive building designed for short-term recreation where basic and additional tourist services are offered. Furnished and equipped with the most necessary furniture, equipment, and utensils for self service. It offers tourist, ecological and other types of information.

Tourist Destination - a regulated set of economic, social, cultural and environmental activities carried out in tourist sites with real borders, with the purpose of production, realization and consumption



of goods and services, generating the attractiveness of the tourism product (package) with sustainable competitiveness and efficiency.

Tourist village - a separate, territorially distinct group of accommodation establishments with a common engineering and tourism infrastructure, that offers basic and additional tourist services. It is comprised of at least five accommodation establishments and has at least one catering and entertainment establishment.

Villa - a massive low-rise building, incorporating at least: hallway, living room, two bedrooms, kitchenette, dining room, bathroom, terrace and parking space.

Abbreviation

CEEs – Catering and entertainment establishments

AEs – accommodation establishments

NSI – National Statistical Institute

T1 – Terminal 1 of Sofia Airport

T2 – Terminal 2 of Sofia Airport

Брой знаци: 52,733

