

January - December 2012

Berlin

MARKETS	ARRIVALS				OVERNIGHTS				SHARE**	DURATION	RANK Overn.
	December		Jan.-Dec.		December		Jan.-Dec.		Jan.-Dec.	of STAY	
	total	% *	total	% *	total	% *	total	% *	%	days	
<b>Total</b>	<b>804,863</b>	<b>7.4</b>	<b>10,848,797</b>	<b>10.0</b>	<b>1,808,421</b>	<b>11.9</b>	<b>24,896,201</b>	<b>11.4</b>	<b>100.0</b>	<b>2.3</b>	
<b>Germany</b>	<b>492,605</b>	<b>4.7</b>	<b>6,764,186</b>	<b>8.0</b>	<b>995,655</b>	<b>8.9</b>	<b>14,306,277</b>	<b>9.1</b>	<b>57.5**</b>	<b>2.1</b>	
<b>Total foreign countries</b>	<b>312,258</b>	<b>12.0</b>	<b>4,084,611</b>	<b>13.5</b>	<b>812,766</b>	<b>15.8</b>	<b>10,589,924</b>	<b>14.5</b>	<b>42.5**</b>	<b>2.6</b>	
<b>Total Europe</b>	<b>240,685</b>	<b>9.4</b>	<b>2,998,678</b>	<b>11.8</b>	<b>636,245</b>	<b>14.4</b>	<b>7,792,045</b>	<b>12.6</b>	<b>73.6</b>	<b>2.6</b>	
<b>Europe</b>											
United Kingdom	38,062	32.7	406,255	13.4	98,226	33.3	1,002,175	13.8	9.5	2.5	1
Italy	23,889	0.2	294,502	11.9	68,179	4.6	858,137	12.4	8.1	2.9	2
Netherlands	25,975	5.3	279,512	3.4	72,857	16.9	749,145	6.7	7.1	2.7	3
Spain	14,254	-18.8	230,390	-2.0	41,360	-18.5	662,619	-5.3	6.3	2.9	4
France	17,494	4.4	231,534	16.3	44,724	4.2	609,706	16.6	5.8	2.6	5
Denmark	16,915	1.0	222,151	14.2	47,984	12.4	606,542	17.9	5.7	2.7	6
Switzerland	14,989	5.5	205,077	12.1	38,817	16.4	521,849	13.6	4.9	2.5	7
Russia	15,823	25.9	162,789	30.7	42,586	31.5	416,490	32.2	3.9	2.6	8
Sweden	12,041	29.1	155,444	21.6	30,918	40.8	383,795	23.7	3.6	2.5	9
Austria	8,262	8.4	134,317	9.4	19,262	8.4	322,805	12.4	3.0	2.4	10
Norway	7,133	28.2	102,675	19.9	19,618	42.2	256,487	20.6	2.4	2.5	11
Poland	9,635	1.1	112,645	12.7	18,305	4.7	237,159	21.7	2.2	2.1	12
Belgium	5,557	0.8	85,926	6.1	14,541	6.1	219,537	6.6	2.1	2.6	13
Finland	7,128	37.2	67,323	14.0	19,854	49.4	177,999	17.2	1.7	2.6	14
Turkey	3,028	51.6	37,652	32.8	7,381	67.4	90,582	35.6	0.9	2.4	15
Ireland, Republic	2,574	18.1	34,195	8.9	6,574	19.0	84,871	2.9	0.8	2.5	16
Greece	2,481	-33.6	24,882	-29.0	8,350	-24.6	71,862	-31.2	0.7	2.9	17
Czech Republic	2,378	14.8	33,268	11.7	4,667	9.3	69,554	11.0	0.7	2.1	18
Portugal	1,222	8.6	19,297	11.1	3,634	9.4	52,753	7.2	0.5	2.7	19
Hungary	953	-9.9	17,112	15.4	2,215	-20.0	44,503	10.4	0.4	2.6	20
Romania	859	8.7	13,927	23.9	2,512	24.5	38,561	41.8	0.4	2.8	21
Ukraina	1,296	29.7	13,578	30.0	3,241	39.0	32,311	31.1	0.3	2.4	22
Luxembourg	1,067	8.7	12,868	25.0	2,603	12.5	31,845	26.3	0.3	2.5	23
Iceland	395	-16.1	7,671	-17.9	1,263	-2.0	22,516	-2.7	0.2	2.9	24

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	total	% *	total	% *	total	% *	total	% *	%	days	
Lithuania	1,122	55.2	10,159	23.6	2,138	51.8	21,094	24.9	0.2	2.1	25
Latvia	1,025	6.7	9,876	8.0	2,017	2.2	20,790	10.1	0.2	2.1	26
Bulgaria	543	5.2	7,884	21.5	1,217	-5.5	19,336	22.1	0.2	2.5	27
Slovenia	297	-36.8	6,895	4.4	626	-38.6	17,802	15.1	0.2	2.6	28
Slovakia	414	50.0	6,584	26.2	926	42.5	16,111	21.3	0.2	2.4	29
Estonia	300	6.0	5,245	16.7	779	32.5	12,119	13.3	0.1	2.3	30
Cyprus	110	-37.1	2,536	3.0	374	-18.3	7,251	5.6	0.1	2.9	31
Malta	166	-30.0	1,425	-16.3	634	-24.1	4,058	-9.2	0.0	2.8	32
Other European countries	3,298	3.6	43,084	18.7	7,863	7.5	109,681	17.4	1.0	2.5	

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	December		Jan.-Dec.		December		Jan.-Dec.		Jan.-Dec.	of STAY	
	total	% *	total	% *	total	% *	total	% *	%	days	
<b>OVERSEAS</b>											
USA	18,302	20.8	313,791	17.5	43,426	18.3	758,168	16.4	7.2	2.4	1
Brazil	4,646	46.6	65,618	28.4	13,271	41.3	193,863	28.7	1.8	3.0	2
Canada	2,606	47.4	45,981	4.1	6,251	39.2	124,511	9.0	1.2	2.7	3
Central America, Caribic	1,410	38.2	22,536	15.5	3,382	29.1	60,497	17.8	0.6	2.7	4
Other Southamerican countries	1,895	11.2	47,784	22.2	5,261	21.5	133,719	24.0	1.3	2.8	
<b>Total America</b>	<b>28,859</b>	<b>26.5</b>	<b>495,710</b>	<b>17.8</b>	<b>71,591</b>	<b>24.4</b>	<b>1,270,758</b>	<b>18.2</b>	<b>12.0</b>	<b>2.6</b>	
Israel	6,306	38.6	81,558	16.1	18,728	35.6	262,278	19.4	2.5	3.2	1
China, incl. Hongkong	4,140	3.7	69,758	25.2	8,708	-1.0	153,472	22.8	1.4	2.2	2
Japan	5,143	6.3	65,491	25.7	9,707	6.1	138,831	25.1	1.3	2.1	3
Arabic Gulf States	1,620	39.8	28,109	42.8	4,147	33.3	86,776	52.5	0.8	3.1	4
India	644	-4.3	14,723	0.8	1,627	-6.1	38,299	4.9	0.4	2.6	5
South Korea	550	-1.8	13,830	7.6	1,418	3.9	33,537	22.0	0.3	2.4	6
Taiwan	301	16.7	7,036	16.3	696	15.6	17,773	16.8	0.2	2.5	7
Other Asian countries	3,747	11.4	54,248	28.7	9,363	25.2	136,002	27.7	1.3	2.5	
<b>Total Asia</b>	<b>22,451</b>	<b>15.7</b>	<b>334,753</b>	<b>22.5</b>	<b>54,394</b>	<b>18.1</b>	<b>866,968</b>	<b>24.2</b>	<b>8.2</b>	<b>2.6</b>	
Australia	6,125	32.2	75,178	16.6	17,105	24.3	212,377	15.3	2.0	2.8	1
New Zealand, Oceania	758	65.1	9,211	24.1	2,074	80.0	24,085	19.4	0.2	2.6	2
<b>Total Australia, New Zealand, Ocean</b>	<b>6,883</b>	<b>35.1</b>	<b>84,389</b>	<b>17.4</b>	<b>19,179</b>	<b>28.6</b>	<b>236,462</b>	<b>15.7</b>	<b>2.2</b>	<b>2.8</b>	
South Africa	618	36.1	8,151	20.9	1,487	5.2	22,813	13.7	0.2	2.8	
Other African countries	1,236	-14.6	24,150	41.2	4,242	-2.1	86,080	80.8	0.8	3.6	
No information on residence	11,526	19.8	138,780	10.3	25,628	18.1	314,798	11.8	3.0	2.3	

\*Compared to 2011

\*\*Share of total overnights, otherwise share of international overnights

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**Top-10- Overnight stays in Berlin  
by country of origin (YTD)**

Country of origin	total	%*
Germany	14,306,277	9.1
UK	1,002,175	13.8
Italy	858,137	12.4
USA	758,168	16.4
Netherlands	749,145	6.7
Spain	662,619	-5.3
France	609,706	16.6
Denmark	606,542	17.9
Switzerland	521,849	13.6
Russia	416,490	32.2

**Overnight stays (percentage)**

Domestic / International			
January - December 2011		January - December 2012	
Germany	58.6%	Germany	57.5%
International	41.4%	International	42.5%
Germany / Europe / Overseas			
January - December 2011		January - December 2012	
Germany	58.6%	Germany	57.5%
Europe (w/o Germany)	31.0%	Europe (w/o Germany)	31.3%
Overseas	10.4%	Overseas	11.2%

**Statistics of overnight stays**
**Source Markets and occupancy rate by type of accommodation**

Type of accommodation	Total		Germany <sup>1</sup>		International <sup>1</sup>		Occupancy %		Occupancy %		Available		Facilities**
	total	%*	total	%*	total	%*	beds	rooms	beds	rooms	beds	rooms	
January - December							Dec.	Jan.-Dec.	Dec.	Jan.-Dec.	Dec.	Dec.	Dec.
Total accommodations <sup>2</sup>	24,896,201	11.4	14,306,277	9.1	10,589,924	14.5	46.5	54.5	ns	ns	125,569	ns	772
Total hotel properties	20,837,598	10.8	12,108,359	8.2	8,729,239	14.8	48.6	55.1	ns	ns	104,663	ns	621
Hotels	13,299,509	10.3	7,399,207	6.5	5,900,302	15.4	51.3	55.9	ns	ns	65,977	ns	218
Hotels (breakfast only)	7,399,207	11.2	4,403,808	10.5	2,656,824	12.3	44.9	55.2	ns	ns	35,456	ns	299
Guesthouses	28,202	34.9	22,019	21.2	6,183	125.9	25.7	29.1	ns	ns	252	ns	9
Boarding houses	449,255	22.5	283,325	17.9	165,930	31.1	34.0	41.0	ns	ns	2,978	ns	95
Other accommodations	4,058,603	14.1	2,197,918	14.9	1,860,685	13.2	36.1	51.5	ns	ns	20,906	ns	151
Camping sites	103,738	6.8	68,933	20.4	34,805	-12.8	2.0	7.6	ns	ns	2,560	ns	6

<sup>1</sup> Share Germany/International of Total

<sup>2</sup> Occupancy, available rooms and facilities without Camping sites

\* Compared to 2011

\*\* Number of accommodations available in reporting month

ns = not specified