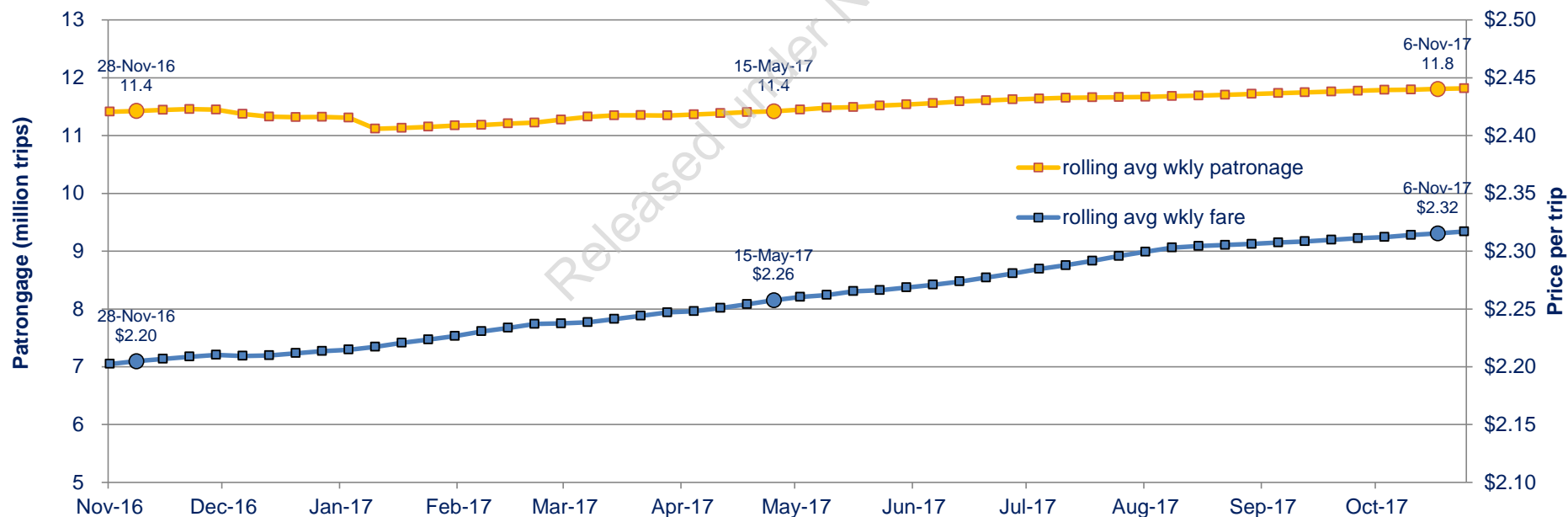


# Impact of fare structure change, Opal reloadable

Date Range [Weeks]	Weekly Revenue (M)	Weekly Volume (M)^	Average Fare	Revenue Change	Volume Change	Price Change
1-Aug-16 to 4-Sep-16 [5]	\$25.7	11.9	\$2.16	Base	Base	Base
5-Sep-16 to 1-Jan-17 [17]	\$26.6	11.7	\$2.29	3.7%	-2.2%	5.9%
2-Jan-17 to 29-Jan-17 [4]	\$24.0	10.5	\$2.28	-6.6%	-11.8%	5.2%
30-Jan-17 to 26-Feb-17 [4]	\$27.6	12.0	\$2.30	7.4%	0.6%	6.8%
27-Feb-17 to 2-Apr-17 [5]	\$29.2	12.8	\$2.28	13.5%	7.1%	6.3%
3-Apr-17 to 30-Apr-17 [4]	\$26.8	11.7	\$2.29	4.4%	-1.6%	6.0%
1-May-17 to 28-May-17 [4]	\$29.2	12.7	\$2.30	13.8%	6.7%	7.1%
29-May-17 to 2-Jul-17 [5]	\$27.7	12.0	\$2.32	7.9%	0.3%	7.6%
3-Jul-17 to 30-Jul-17 [4] #	\$28.2	11.9	\$2.36	9.8%	0.3%	9.5%
31-Jul-17 to 3-Sep-17 [5] #	\$29.0	12.4	\$2.35	13.0%	3.8%	9.2%
4-Sep-17 to 1-Oct-17 [4] #	\$29.4	12.5	\$2.34	14.4%	5.3%	9.1%
2-Oct-17 to 29-Oct-17 [4] #	\$29.3	12.5	\$2.35	13.9%	4.5%	9.4%
30-Oct-17 to 19-Nov-17 [3] #	\$29.8	12.6	\$2.37	16.1%	5.5%	10.7%

^ Opal trips, reloadable cards only; # Includes CPI increase effective 3 July 2017

## Average fares and average weekly patronage (12mth rolling from 1-Feb-2016)



## Impact of fare structure change, Opal reloadable

Date Range [Weeks]	Weekly Revenue (M)*	Weekly Volume (M)^	Average Fare	Revenue Change	Volume Change	Price Change
Aug 1–Sep 4 [5]	\$25.7	11.9	\$2.16	weekly averages for 5 week period		
Aug 14–20	\$29.1	12.4	\$2.35	13.4%	4.1%	9.3%
Aug 21–27	\$28.9	12.3	\$2.35	12.3%	2.9%	9.4%
Aug 28–Sep 3	\$29.0	12.3	\$2.36	12.8%	3.2%	9.6%
Sep 4–10	\$29.3	12.5	\$2.34	14.0%	5.1%	9.0%
Sep 11–17	\$29.1	12.4	\$2.35	13.2%	3.7%	9.5%
Sep 18–24	\$29.7	12.7	\$2.34	15.5%	6.4%	9.1%
Sep 25–Oct 1 [SH]	\$29.5	12.6	\$2.34	14.9%	6.0%	8.9%
Oct 2–8 [PH+SH]	\$27.1	11.6	\$2.34	5.4%	-2.9%	8.3%
Oct 9–15	\$30.0	12.7	\$2.36	16.7%	6.8%	9.9%
Oct 16–22	\$30.0	12.7	\$2.35	16.7%	6.9%	9.8%
Oct 23–29	\$30.0	12.8	\$2.35	16.9%	7.4%	9.5%
Oct 30–Nov 5	\$29.5	12.4	\$2.38	15.0%	4.0%	11.0%
Nov 6–12	\$29.7	12.5	\$2.37	15.8%	5.2%	10.5%
Nov 13–19	\$30.2	12.8	\$2.37	17.6%	7.1%	10.5%

^ Journey segments (opal travel records), reloadable cards only; \* Includes GST; PH includes Public holiday; SH School holidays

## Fare-box by completed calendar month, Opal footprint

Month	2017/18-B	2017/18-A	2016/17-A	YoY-A	Days	Business Days	Public Holidays	Weekend Days
<b>TOTAL (YTD)</b>	<b>\$512.7M</b>	<b>\$525.0M</b>	<b>\$473.1M</b>	<b>11.0%</b>				
July	\$125.1M	\$124.3M	\$108.8M	14.3%	31	21(68%)	-	10
August	\$137.8M	\$139.2M	\$124.0M	12.2%	31	23(74%)	-	8
September	\$123.2M	\$127.9M	\$119.6M	6.9%	30	21(70%)	-	9
October	\$126.7M	\$133.6M	\$120.6M	10.7%	31	21(68%)	1	9

Notes 1) incl GST; 2) Calendar month totals are sensitive to day of week distribution. Eg. a business day is worth ~\$5mio vs a Sunday <\$1mio.