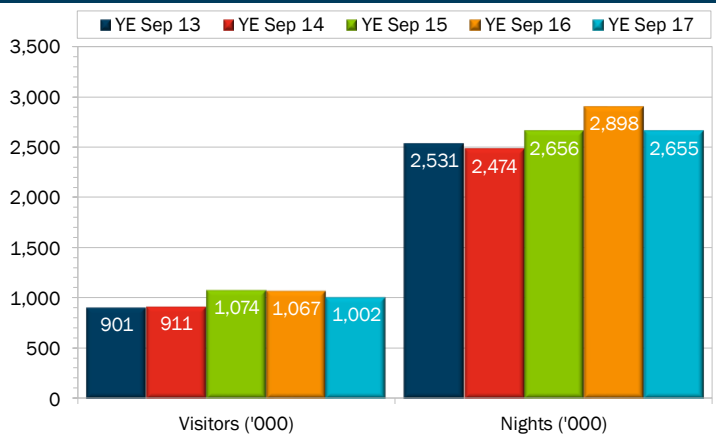


Domestic Overnight Travel¹

Visitors and nights



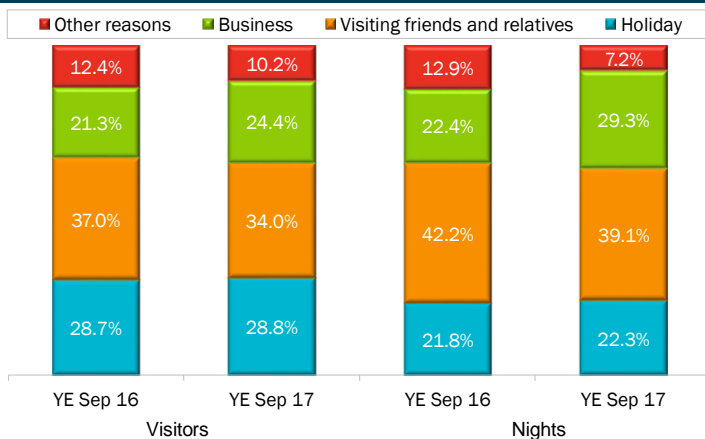
Riverina received over 1.0 million domestic overnight visitors - down by 6.1% on YE Sep 16. Visitors spent nearly 2.7 million nights in the region - down by 8.4% on YE Sep 16.

Note: The number of domestic overnight trips to regional New South Wales increased by 6.6 percent* on last year and by 20.6 percent* compared to four years ago.

Market share

The region received 4.6% of visitors and 3.7% of nights in regional NSW. Compared to YE Sep 16, the share of visitors was down by 0.6 pts and the share of nights was down by 0.5% pts.

Purpose of visit to Riverina



'Visiting friends and relatives (VFR)' (34.0%) was the largest purpose of visit for visitors to the region, followed by 'holiday' (28.8%) and 'business' (24.4%). Compared to YE Sep 16, visitors who travelled for 'VFR' declined by 13.5% and 'holiday' decreased by 5.6% while 'business' grew by 7.6%.

'VFR' (39.1%) was the largest purpose in terms of nights in the region, followed by 'business' (29.3%) and 'holiday' (22.3%). Compared to YE Sep 16, nights spent for 'VFR' declined by 15.1% while 'business' increased by 19.5% and 'holiday' decreased by 6.3%.

Accommodation in Riverina

'Friends or relatives property' (37.1%) was the most popular accommodation used for nights in the region, followed by 'standard hotel or motor inn, below 4 star' (20.8%) and 'caravan park or commercial camping ground' (9.6%).

Riverina includes Griffith, Gundagai, Hay, Leeton, Temora and Wagga Wagga.

* The percentage change is statistically significant.

Origin

Origin	Share of visitors		Share of nights	
	YE Sep 16	YE Sep 17	YE Sep 16	YE Sep 17
Regional NSW	42.1%	40.2%	36.8%	41.1%
Sydney	19.6%	16.8%	22.4%	14.9%
Total intrastate	61.8%	57.0%	59.2%	56.0%
Victoria	19.1%	24.0%	21.2%	26.3%
Queensland	5.9%	7.3%	9.7%	7.6%
ACT	5.5%	5.1%	5.1%	5.0%
Other interstate	7.7%	6.6%	4.8%	5.1%
Total interstate	38.2%	43.0%	40.8%	44.0%

Regional NSW (40.2%) was the largest source of visitors to the region, followed by Victoria (24.0%) and Sydney (16.8%). Compared to YE Sep 16, the regional NSW source market declined by 10.4% and Sydney decreased by 19.8%. Over the same period, Victoria grew by 17.9% and Queensland increased by 16.4% while the ACT declined by 13.0%.

Regional NSW (41.1%) was the largest source market in terms of nights in the region, followed by Victoria (26.3%) and Sydney (14.9%). Compared to YE Sep 16, nights spent by visitors from regional NSW grew by 2.3% while nights from Sydney declined by 39.1%. Over the same period, nights by Victorians grew by 13.7% while Queensland nights declined by 28.3% and nights by visitors from the ACT decreased by 9.9%.

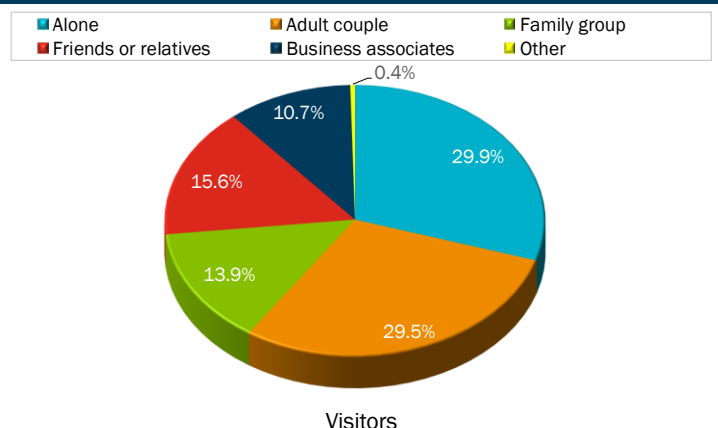
Top activities in Riverina

'Eat out, dine at a restaurant or cafe' (50.3%) was the most popular activity undertaken by visitors to the region, followed by 'visit friends and relatives' (38.1%) and 'pubs, clubs, discos etc' (27.4%).

Age groups

'15 to 29 years' (20.4%) was the largest age group of visitors to the region, followed by '40 to 49 years' (18.4%) and '60 to 69 years' (18.3%).

Travel party



'Alone' (29.9%) was the most common travel party amongst visitors to the region, followed by 'adult couple' (29.5%) and 'friends or relatives' (15.6%).

Expenditure (incl airfares and transport costs)³

Domestic overnight visitors spent \$306 million in the region - down by 24.5% on YE Sep 16. On average, they spent \$115 per night - down by 17.6% on YE Sep 16.

(3) Source: TRA's expenditure allocation method applied to NVS data, YE Sep 17.

Travel to Riverina

Year ended September 2017

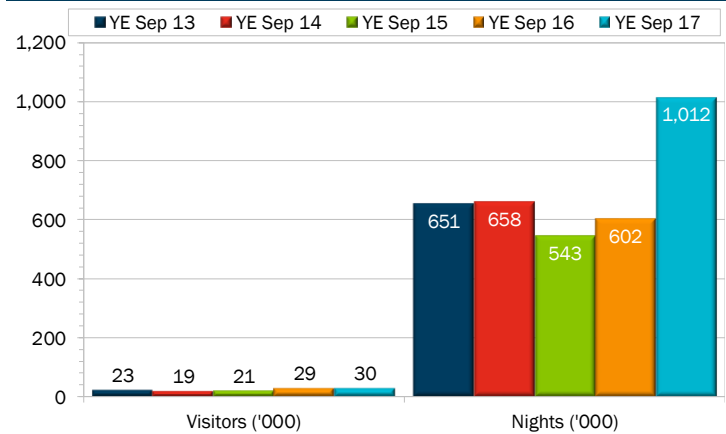
For the period of October 2016 to September 2017

Sources: (1) NVS & (2) IVS, YE Sep 17, TRA - unless otherwise specified.

	YE Sep 17	YE on YE growth	Share of region			Share of regional NSW	Rank in regional NSW
			international overnight	domestic overnight	domestic daytrips		
Total visitors (million)	2.5	2.4%	1.2%	39.7%	59.1%	4.2%	9
Total nights (million)	3.7	4.8%	27.6%	72.4%	0.0%	4.2%	8
Total spend (million)	\$586	-11.4%	8.0%	52.2%	39.8%	3.7%	10

International Overnight Travel²

Visitors and nights



Riverina received 29,500 international overnight visitors - up by 0.3% on YE Sep 16. Visitors spent over 1.0 million nights in the region - up by 68.1%* on YE Sep 16.

Note: The number of overnight trips to regional New South Wales by international visitors increased by 14.0 percent* on last year and by 40.4 percent* compared to four years ago.

Market share

The region received 3.5% of visitors and 6.6% of nights in regional NSW. Compared to YE Sep 16, the share of visitors was down by 0.5% pts and the share of nights was up by 2.0% pts.

Purpose of visit to Riverina

'Holiday' (52.5%) was the largest purpose of visit for visitors to the region, followed by 'visiting friends and relatives (VFR)' (21.3%) and 'employment' (10.1%). Compared to YE Sep 16, visitors who travelled for 'holiday' declined by 8.8% and 'VFR' decreased by 20.8% while 'employment' grew by 47.3%.

Origin - share of visitors to Riverina

Rank	Individual market	Share of international visitors to Riverina				
		YE Sep 16	YE Sep 17	Origin region	YE Sep 16	YE Sep 17
1	New Zealand	12.7%	19.6%	Europe	34.3%	39.3%
2	United Kingdom	15.8%	12.1%	North America	20.1%	9.3%
3	USA	9.9%	7.8%	Asia	26.8%	25.0%
4	Germany	6.4%	4.9%	New Zealand & Oceania	16.3%	21.2%
5	np	np	np	Other Countries	np	np

New Zealand (19.6%) was the region's largest individual source market of visitors, followed by the United Kingdom (12.1%).

Accommodation in Riverina

'Rented house, apartment' (33.5%) was the most popular form of accommodation used for nights in the region, followed by 'friends or relatives property' (29.1%).

Age groups

'15 to 29 years' (40.3%) was the largest age group of visitors to the region, followed by '60 to 69 years' (16.5%) and '30 to 39 years' (13.3%).

Expenditure (incl 30% prepaid package expenditure)⁴

International overnight visitors spent \$47 million in the region - up by 72.1%* on YE Sep 16. On average, they spent \$47 per night - up by 2.4% on YE Sep 16.

(4) Source: TRA's expenditure allocation method applied to IVS data, YE Sep 17.

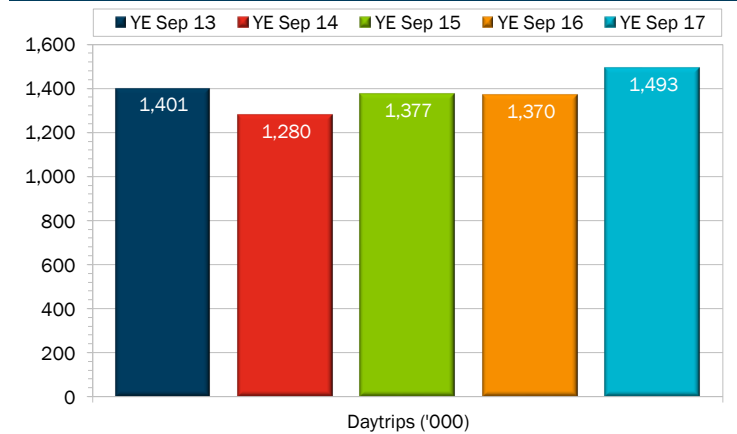
Please note: The information in this report is sourced from sample surveys, hence the results are subject to sampling variability.

* The percentage change is statistically significant.

np = Not published due to insufficient sample.

Domestic Daytrip Travel⁴

Daytrips



Riverina received nearly 1.5 million domestic daytrip visitors - up by 9.0% on YE Sep 16.

Note: The number of domestic daytrips to regional New South Wales increased by 4.8 percent* on last year and by 15.0 percent* compared to four years ago.

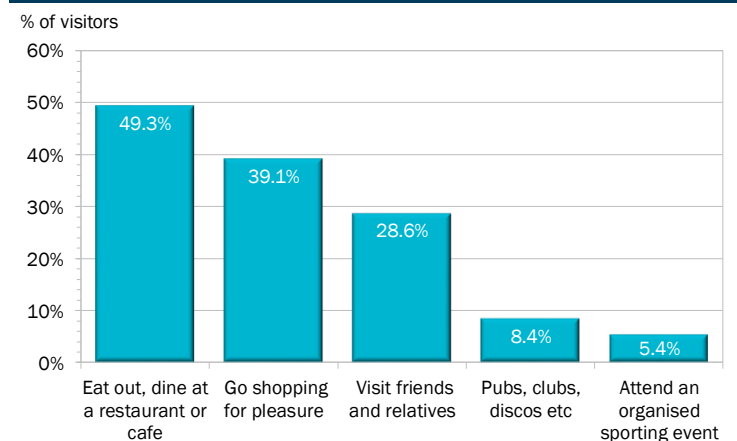
Market share

The region received 3.9% of daytrips to regional NSW. Compared to YE Sep 16, the share was up by 0.1% pt.

Main purpose of trip

'Holiday' (37.7%) was the largest purpose of trip for visitors to the region, followed by 'visiting friends and relatives (VFR)' (23.9%) and 'business' (12.4%). Compared to YE Sep 16, visitors who travelled for 'holiday' declined by 5.8% while 'VFR' grew by 14.7% and 'business' increased by 73.1%*.

Top activities in Riverina



'Eat out, dine at a restaurant or cafe' (49.3%) was the most popular activity undertaken by visitors to the region.

Expenditure³

Domestic daytrip visitors spent \$233 million in the region - up by 1.6% on YE Sep 16. On average, they spent \$156 per trip - down by 6.7% on YE Sep 16.

(3) Source: TRA's expenditure allocation method applied to NVS data, YE Sep 17.

Further information

Please see www.destinationnsw.com.au for profiles on travel to the other regions in NSW and information on international and domestic travel to the State.