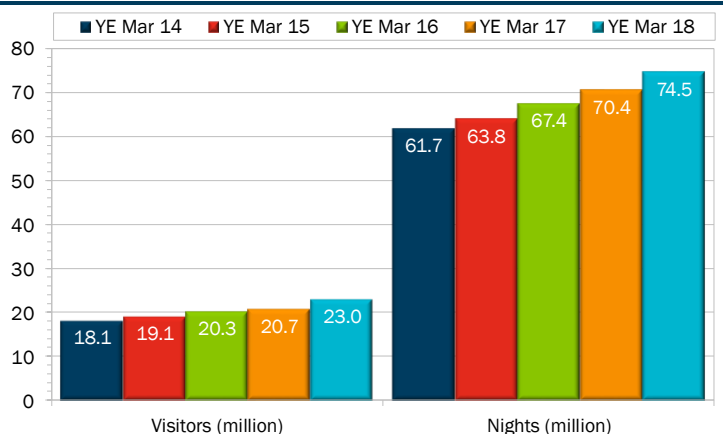


Domestic Overnight Travel¹

Visitors and nights



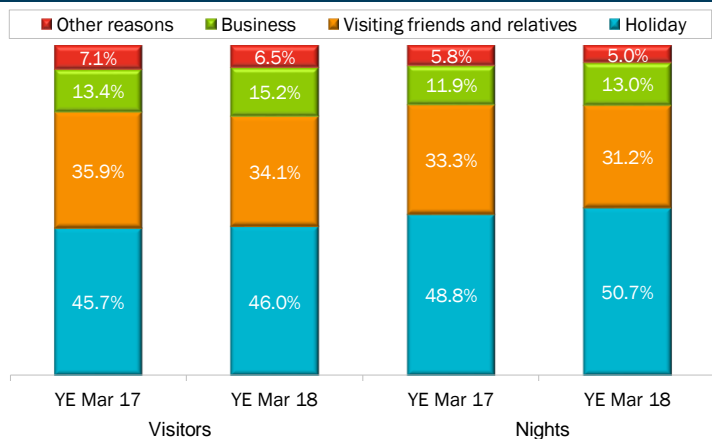
Regional NSW received over 23.0 million domestic overnight visitors - up by 11.0%* on YE Mar 17. Visitors spent over 74.5 million nights in regional NSW - up by 5.8%* on YE Mar 17.

Note: The number of domestic overnight trips to New South Wales increased by 9.8 percent* on last year and by 24.1 percent* compared to four years ago.

Market share

Regional NSW received 71.3% of visitors and 73.5% of nights in NSW. Compared to YE Mar 17, the share of visitors was up by 0.8 pts and the share of nights was up by 0.5% pts.

Purpose of visit to regional NSW



'Holiday' (46.0%) was the largest purpose of visit for visitors to regional NSW, followed by 'visiting friends and relatives (VFR)' (34.1%) and 'business' (15.2%). Compared to YE Mar 17, visitors who travelled for 'holiday' grew by 11.9%* and 'VFR' increased by 5.4%* while 'business' grew by 26.1%*.

'Holiday' (50.7%) was the largest purpose in terms of nights in regional NSW, followed by 'VFR' (31.2%) and 'business' (13.0%). Compared to YE Mar 17, nights spent for 'holiday' grew by 10.0%* while 'VFR' declined by 0.7% and 'business' increased by 15.5%*.

Accommodation in regional NSW

'Friends or relatives property' (35.4%) was the most popular accommodation used for nights in regional NSW, followed by 'standard hotel or motor inn, below 4 star' (13.9%) and 'caravan park or commercial camping ground' (13.3%).

Origin

Origin	Visitors ('000)	%	Visitor nights ('000)	Spend in Reg NSW (\$ million)	Average spend per night in Reg NSW	Average length of stay in Reg NSW
Regional NSW	8,677	37.7%	26,484	4,268	161	3.1
Sydney	8,244	35.8%	23,706	3,909	165	2.9
Total intrastate	16,922	73.5%	50,190	8,176	163	3.0
Queensland	2,484	10.8%	9,158	1,477	161	3.7
Victoria	1,924	8.4%	8,103	1,204	149	4.2
ACT	1,121	4.9%	3,553	456	128	3.2
Other interstate	569	2.5%	3,526	520	148	6.2
Total interstate	6,097	26.5%	24,341	3,657	150	4.0
Total regional NSW	23,019		74,531	11,833	159	3.2

Regional NSW (8.7 million or 37.7%) was the largest source of visitors to regional NSW, followed by Sydney (8.2 million or 35.8%) and Queensland (2.5 million or 10.8%). Compared to YE Mar 17, the regional NSW source market grew by 16.0%* and Sydney increased by 8.3%* while Queensland declined by 1.4%.

Regional NSW (26.5 million or 35.5%) was the largest source market in terms of nights in regional NSW, followed by Sydney (23.7 million or 31.8%) and Queensland (9.2 million or 12.3%). Compared to YE Mar 17, nights spent by visitors from regional NSW grew by 13.3%* and nights from Sydney increased by 5.4% while Queensland nights declined by 9.1%.

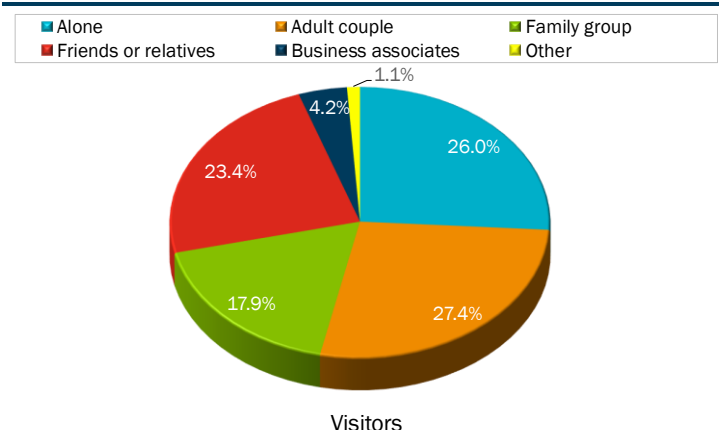
Top activities in regional NSW

'Eat out, dine at a restaurant or cafe' (61.9%) was the most popular activity undertaken by visitors to regional NSW, followed by 'visit friends and relatives' (42.4%) and 'go to the beach' (27.2%).

Age groups

'15 to 29 years' (22.7%) was the largest age group of visitors to regional NSW, followed by '40 to 49 years' (18.1%) and '50 to 59 years' (17.6%).

Travel party



'Adult couple' (27.4%) was the most common travel party amongst visitors to regional NSW, followed by 'alone' (26.0%) and 'friends or relatives' (23.4%).

Expenditure (incl airfares and transport costs)³

Domestic overnight visitors spent over \$11.8 billion in regional NSW - up by 16.1%* on YE Mar 17. On average, they spent \$159 per night - up by 9.7% on YE Mar 17.

(3) Source: TRA's expenditure allocation method applied to NVS data, YE Mar 18.

Travel to Regional NSW

Year ended March 2018

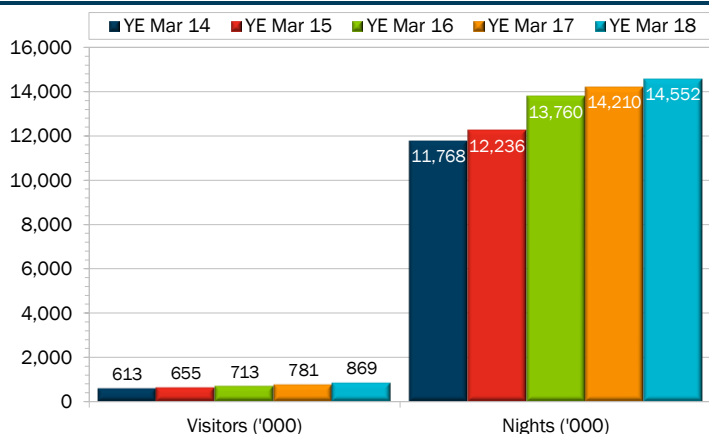
For the period of April 2017 to March 2018

Sources: (1) NVS & (2) IVS, YE Mar 18, TRA - unless otherwise specified.

Preliminary	YE Mar 17	YE Mar 18	YE on YE growth	Share of regional NSW		
				international overnight	domestic overnight	domestic daytrips
Total visitors (million)	58.0	62.1	7.1%	1.4%	37.1%	61.5%
Total nights (million)	84.6	89.1	5.2%	16.3%	83.7%	0.0%
Total spend (billion)	\$14.9	\$17.0	14.1%	6.1%	69.8%	24.1%

International Overnight Travel² - preliminary

Visitors and nights



Regional NSW received 868,900 international overnight visitors - up by 11.2%* on YE Mar 17. Visitors spent nearly 14.6 million nights in regional NSW - up by 2.4% on YE Mar 17.

Note: The number of overnight trips to New South Wales by international visitors increased by 8.5 percent* on last year and by 38.7 percent* compared to four years ago.

Market share

Regional NSW received 20.0% of visitors and 15.4% of nights in NSW. Compared to YE Mar 17, the share of visitors was up by 0.5% pts and the share of nights was down by 0.4% pts.

Origin to regional NSW

Rank	Origin	Visitors ('000)	%	Visitor nights ('000)	Spend in Reg NSW (\$ million)	Average spend per night in Reg NSW	Average length of stay in Reg NSW
1	United Kingdom	140	16.1%	1,700	113	67	12.2
2	New Zealand	110	12.6%	1,066	95	89	9.7
3	USA	92	10.6%	1,180	103	87	12.8
4	Germany	63	7.2%	990	45	45	15.8
5	Mainland China	49	5.6%	1,221	150	123	25.0
6	Canada	32	3.7%	460	29	63	14.2
7	South Korea	27	3.1%	499	29	58	18.7
8	France	25	2.8%	437	17	38	17.7
9	Taiwan	22	2.5%	724	35	48	33.3
10	Netherlands	19	2.2%	257	18	69	13.3
	Other markets	291	33.5%	6,017	402	67	20.7
	Total Reg NSW	869		14,552	1,036	71	16.7

Accommodation in regional NSW

'Friends or relatives property' (34.1%) was the most popular form of accommodation for nights in regional NSW, followed by 'rented house, apartment, flat or unit' (29.1%) and 'backpacker or hostel' (6.9%).

Expenditure (incl 30% prepaid package expenditure)⁴

International overnight visitors spent over \$1.0 billion in regional NSW - up by 9.4% on YE Mar 17. On average, they spent \$71 per night - up by 6.8% on YE Mar 17.

(4) Source: TRA's expenditure allocation method applied to IVS data, YE Mar 18.

Preliminary IVS results

Due to quality issues with the incoming passenger data, IVS results for the YE Mar 18 are preliminary and do not include any data relating to purpose of visit. There are no issues with the survey collection.

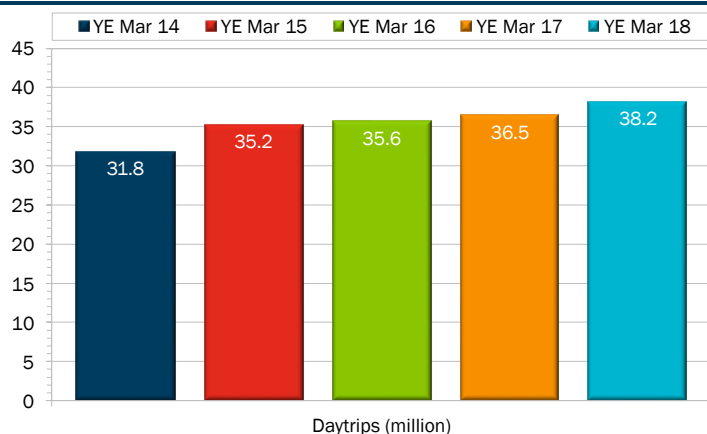
Please note: Due to quality issues with the incoming passenger data, IVS and total travel results for the YE Mar 18 are preliminary.

* The percentage change is statistically significant.

np = Not published due to insufficient sample.

Domestic Daytrip Travel⁴

Daytrips



Regional NSW received nearly 38.2 million domestic daytrip visitors - up by 4.8%* on YE Mar 17.

Note: The number of domestic daytrips to New South Wales increased by 5.4 percent* on last year and was up by 14.9 percent* compared to four years ago.

Market share

Regional NSW received 64.8% of daytrips to NSW. Compared to YE Mar 17, the share was down by 0.3% pts.

Main purpose of trip

'Holiday' (51.6%) was the largest purpose of trip for visitors to regional NSW, followed by 'visiting friends and relatives (VFR)' (26.9%) and 'business' (8.1%).

Compared to YE Mar 17, visitors who travelled for 'holiday' grew by 8.3%* and 'VFR' increased by 2.6% while 'business' declined by 10.2%.

Top activities in regional NSW

'Eat out, dine at a restaurant or cafe' (50.8%) was the most popular activity undertaken by visitors to regional NSW, followed by 'visit friends and relatives' (31.4%) and 'go shopping for pleasure' (19.0%).

Expenditure³

Domestic daytrip visitors spent nearly \$4.1 billion in regional NSW - up by 9.9%* on YE Mar 17. On average, they spent \$107 per trip - up by 4.9% on YE Mar 17.

(3) Source: TRA's expenditure allocation method applied to NVS data, YE Mar 18.

Forecast⁵

Domestic visitor nights in regional NSW are expected to increase from over 71.0 million in 2016/17 to nearly 85.5 million in 2026/27, an average annual growth rate of 1.9%.

International visitor nights in regional NSW are expected to increase from nearly 14.4 million in 2016/17 to over 24.2 million in 2026/27, an average annual growth rate of 5.4%.

(5) Source: State and Territory Tourism Forecasts, 2017, TRA. Note: nights only.

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.