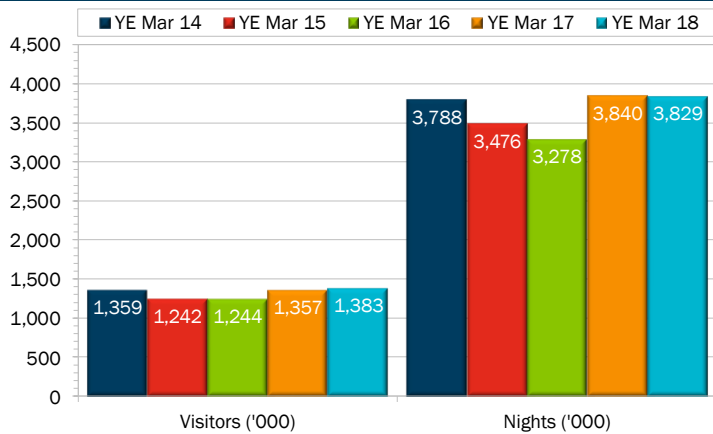


Domestic Overnight Travel¹

Visitors and nights



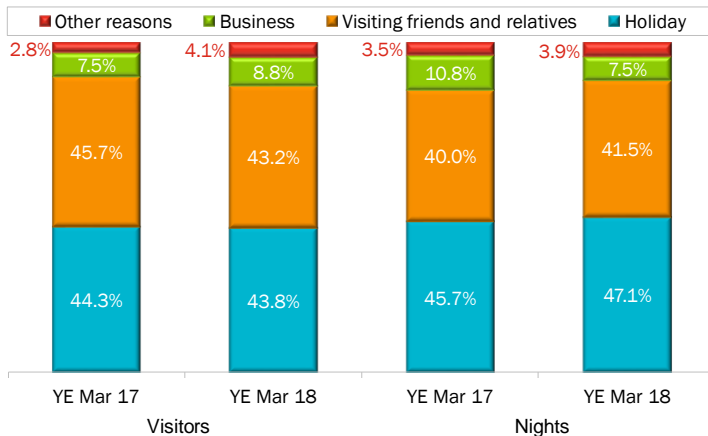
Central Coast received nearly 1.4 million domestic overnight visitors - up by 1.9% on YE Mar 17. Visitors spent over 3.8 million nights in the region - down by 0.3% on YE Mar 17.

Note: The number of domestic overnight trips to regional New South Wales increased by 11.0 percent* on last year and by 26.9 percent* compared to four years ago.

Market share

The region received 6.0% of visitors and 5.1% of nights in regional NSW. Compared to YE Mar 17, the share of visitors was down by 0.5 pts and the share of nights was down by 0.3% pts.

Purpose of visit to Central Coast



'Holiday' (43.8%) was the largest purpose of visit for visitors to the region, followed by 'visiting friends and relatives (VFR)' (43.2%) and 'business' (8.8%). Compared to YE Mar 17, visitors who travelled for 'holiday' grew by 0.9% while 'VFR' declined by 3.7% and 'business' increased by 20.4%.

'Holiday' (47.1%) was the largest purpose of visit in terms of nights in the region, followed by 'VFR' (41.5%) and 'business' (7.5%). Compared to YE Mar 17, nights spent for 'holiday' grew by 2.7% and 'VFR' increased by 3.5% while 'business' declined by 30.8%.

Accommodation in Central Coast

'Friends or relatives property' (49.4%) was the most popular accommodation used for nights in the region. 'Caravan park or commercial camping ground' (10.6%) was the 2nd most popular accommodation, followed by 'standard hotel or motor inn, below 4 star' (8.5%).

Central Coast includes Gosford, Killcare, Terrigal, The Entrance, Wyong.

* The percentage change is statistically significant.

Origin

Origin	Share of visitors		Share of nights	
	YE Mar 17	YE Mar 18	YE Mar 17	YE Mar 18
Regional NSW	23.7%	30.7%	25.0%	33.9%
Sydney	64.8%	55.3%	56.8%	47.9%
Total intrastate	88.5%	86.1%	81.8%	81.8%
Queensland	5.0%	4.6%	8.0%	5.1%
Victoria	2.8%	4.3%	3.9%	5.2%
South Australia	0.6%	2.1%	0.4%	4.6%
Other interstate	3.2%	3.0%	5.8%	3.3%
Total interstate	11.5%	13.9%	18.2%	18.2%

Sydney (55.3%) was the largest source of visitors to the region, followed by regional NSW (30.7%) and Queensland (4.6%). Compared to YE Mar 17, the Sydney source market declined by 12.9% while regional NSW grew by 32.1%*. Over the same period, Queensland declined by 6.1% while Victoria grew by 56.7%.

Sydney (47.9%) was the largest source market in terms of nights in the region, followed by regional NSW (33.9%) and Victoria (5.2%). Compared to YE Mar 17, nights spent by visitors from Sydney declined by 16.0% while nights from regional NSW grew by 35.2%. Over the same period, Victorian nights grew by 32.4% while Queensland nights declined by 36.3%.

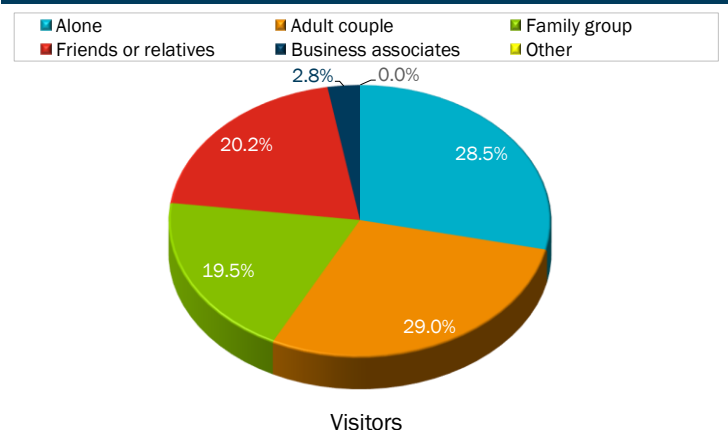
Top activities in Central Coast

'Eat out, dine at a restaurant or cafe' (63.0%) was the most popular activity undertaken by visitors to the region. 'Visit friends and relatives' (54.7%) was the 2nd most popular activity, followed by 'go to the beach' (42.7%).

Age groups

'15 to 29 years' (25.5%) was the largest age group of visitors to the region, followed by '30 to 39 years' (16.6%) and '50 to 59 years' (16.4%).

Travel party



'Adult couple' (29.0%) was the most common travel party amongst visitors to the region, followed by 'alone' (28.5%) and 'friends or relatives' (20.2%).

Expenditure (incl airfares and transport costs)³

Domestic overnight visitors spent \$503 million in the region - down by 4.2% on YE Mar 17. On average, they spent \$131 per night - down by 3.9% on YE Mar 17.

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

Travel to Central Coast

Year ended March 2018

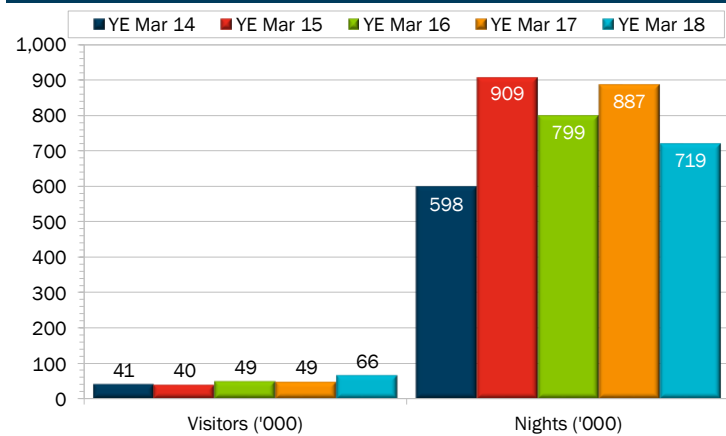
For the period of April 2017 to March 2018

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

Preliminary	YE Mar 18	YE on YE growth	Share of region			Share of regional NSW	Rank in regional NSW
			international overnight	domestic overnight	domestic daytrips		
Total visitors (million)	5.0	2.3%	1.3%	27.8%	70.9%	8.0%	5
Total nights (million)	4.5	-3.8%	15.8%	84.2%	0.0%	5.1%	6
Total spend (million)	\$824	-2.4%	5.0%	61.1%	33.9%	4.9%	6

International Overnight Travel² - preliminary

Visitors and nights



Central Coast received 65,800 international overnight visitors - up by 35.1%* on YE Mar 17. Visitors spent 718,900 nights in the region - down by 19.0% on YE Mar 17.

Note: The number of overnight trips to regional New South Wales by international visitors increased by 11.2 percent* on last year and by 41.6 percent* compared to four years ago.

Market share

The region received 7.6% of visitors and 4.9% of nights in regional NSW. Compared to YE Mar 17, the share of visitors was up by 1.3% pts and the share of nights was down by 1.3% pts.

Origin - share of visitors to Central Coast

Rank	Individual market	Share of international visitors to Central Coast				
		YE Mar 17	YE Mar 18	Origin region	YE Mar 17	YE Mar 18
1	New Zealand	14.1%	21.7%	Europe	39.6%	36.7%
2	United Kingdom	20.9%	17.1%	North America	17.6%	14.4%
3	USA	12.6%	10.6%	Asia	21.3%	22.3%
4	Germany	2.1%	6.8%	New Zealand & Oceania	15.4%	23.0%
5	np	np	np	Other Countries	6.1%	3.7%

New Zealand (21.7%) was the region's largest individual source market of visitors, followed by the United Kingdom (17.1%) and the USA (10.6%).

Accommodation in Central Coast

'Friends or relatives property' (73.5%) was the most popular form of accommodation used for nights in the region, followed by 'rented house, apartment, flat or unit' (10.7%).

Age groups

'15 to 29 years' (27.3%) was the largest age group of visitors to the region, followed by '50 to 59 years' (20.8%) and '60 to 69 years' (18.3%).

Expenditure (incl 30% prepaid package expenditure)⁴

International overnight visitors spent \$41 million in the region. On average, they spent \$58 per night region.

(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.

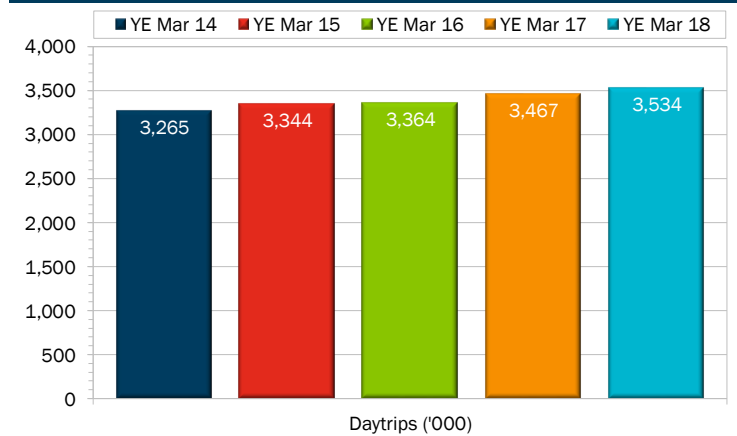
Please note: Due to quality issues with the incoming passenger data, IVS and total travel results for the YE Mar 18 are preliminary.

* The percentage change is statistically significant.

np = Not published due to insufficient sample.

Domestic Daytrip Travel⁴

Daytrips



Central Coast received over 3.5 million domestic daytrip visitors - up by 1.9% on YE Mar 17.

Note: The number of domestic daytrips to regional New South Wales increased by 4.8 percent* on last year and by 20.1 percent* compared to four years ago.

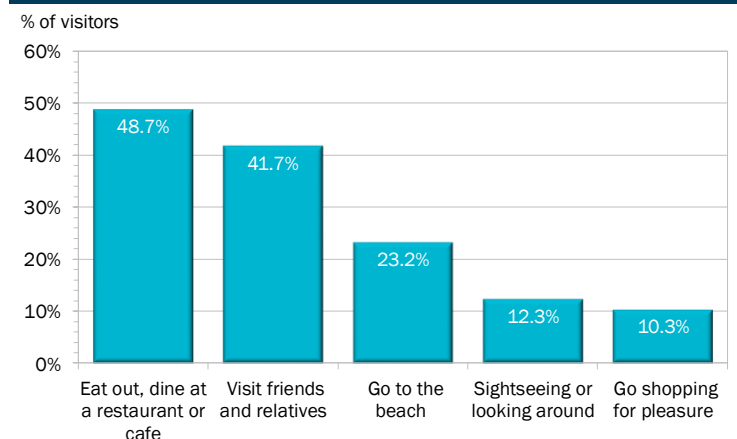
Market share

The region received 9.3% of daytrips to regional NSW. Compared to YE Mar 17, the share was down by 0.3% pts.

Main purpose of trip

'Holiday' (41.7%) was the largest purpose of trip for visitors to the region, followed by 'visiting friends and relatives (VFR)' (37.6%) and 'business' (9.3%). Compared to YE Mar 17, visitors who travelled for 'holiday' declined by 3.5% and 'VFR' decreased by 0.2% while 'business' grew by 56.6%*.

Top activities in Central Coast



'Eat out, dine at a restaurant or cafe' (48.7%) was the most popular activity undertaken by visitors to the region.

Expenditure³

Domestic daytrip visitors spent \$279 million in the region - up by 8.2% on YE Mar 17. On average, they spent \$79 per trip - up by 6.1% on YE Mar 17.

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

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.