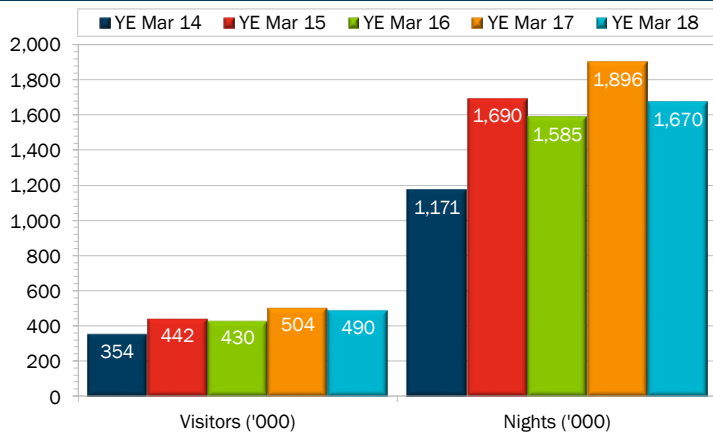


Domestic Overnight Travel¹

Visitors and nights



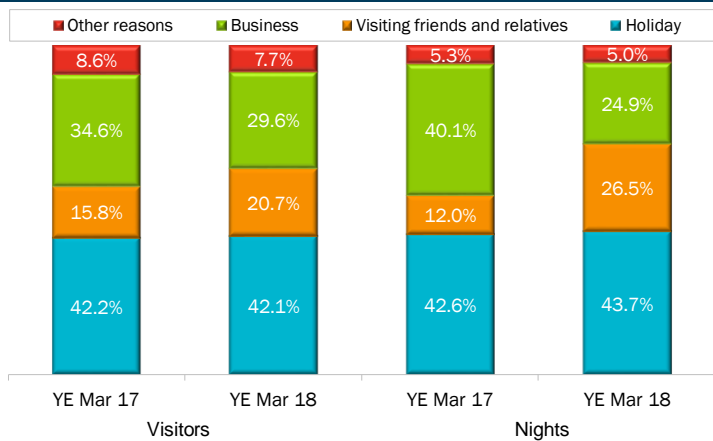
Outback NSW received 490,000 domestic overnight visitors - down by 2.7% on YE Mar 17. Visitors spent nearly 1.7 million nights in the region - down by 12.0% on YE Mar 17.

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 2.1% of visitors and 2.2% of nights in regional NSW. Compared to YE Mar 17, the share of visitors was down by 0.3 pts and the share of nights was down by 0.5% pts.

Purpose of visit to Outback NSW



'Holiday' (42.1%) was the largest purpose of visit for visitors to the region, followed by 'business' (29.6%) and 'visiting friends and relatives (VFR)' (20.7%). Compared to YE Mar 17, visitors who travelled for 'holiday' declined by 2.9% and 'business' decreased by 16.8% while 'VFR' grew by 27.3%.

'Holiday' (43.7%) was the largest purpose in terms of nights in the region, followed by 'VFR' (26.5%) and 'business' (24.9%). Compared to YE Mar 17, nights spent for 'holiday' declined by 9.8% while 'VFR' grew by 94.5%* and 'business' decreased by 45.3%.

Accommodation in Outback NSW

'Friends or relatives property' (25.3%) was the most popular accommodation used for nights in the region, followed by 'standard hotel or motor inn, below 4 star' (23.9%) and 'caravan or camping - non commercial' (16.5%).

Origin

Origin	Share of visitors		Share of nights	
	YE Mar 17	YE Mar 18	YE Mar 17	YE Mar 18
Regional NSW	41.6%	41.6%	41.9%	38.7%
Sydney	17.0%	18.7%	14.6%	17.9%
Total intrastate	58.6%	60.2%	56.5%	56.6%
Victoria	15.3%	16.8%	13.9%	18.1%
South Australia	9.8%	12.9%	8.8%	11.7%
Queensland	15.5%	7.0%	20.0%	5.5%
Other interstate	0.9%	3.0%	0.8%	8.1%
Total interstate	41.4%	39.8%	43.5%	43.4%

Regional NSW (41.6%) was the largest source of visitors to the region, followed by Sydney (18.7%) and Victoria (16.8%). Compared to YE Mar 17, the regional NSW source market declined by 2.7% while Sydney grew by 6.7%. Over the same period, Victoria grew by 6.6% and South Australia increased by 28.3% while Queensland declined by 55.7%.

Regional NSW (38.7%) was the largest source market in terms of nights in the region, followed by Victoria (18.1%) and Sydney (17.9%). Compared to YE Mar 17, nights spent by visitors from regional NSW declined by 18.6% while nights from Sydney grew by 7.8%. Over the same period, nights by Victorians grew by 14.2% and South Australian nights increased by 16.8% while Queensland nights declined by 75.8%.

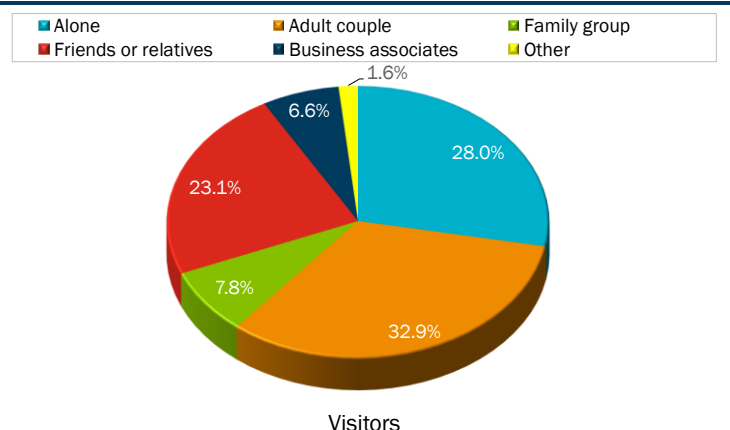
Top activities in Outback NSW

'Eat out, dine at a restaurant or cafe' (49.3%) was the most popular activity undertaken by visitors to the region, followed by 'sightseeing or looking around' (28.5%) and 'pubs, clubs, discos etc' (27.0%).

Age groups

'60 to 69 years' (23.1%) was the largest age group of visitors to the region, followed by '40 to 49 years' (19.0%) and '15 to 29 years' (18.2%).

Travel party



'Adult couple' (32.9%) was the most common travel party amongst visitors to the region, followed by 'alone' (28.0%) and 'friends or relatives' (23.1%).

Expenditure (incl airfares and transport costs)³

Domestic overnight visitors spent \$253 million in the region - down by 18.2% on YE Mar 17. On average, they spent \$152 per night - down by 7.1% on YE Mar 17.

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

Travel to Outback NSW

Year ended March 2018

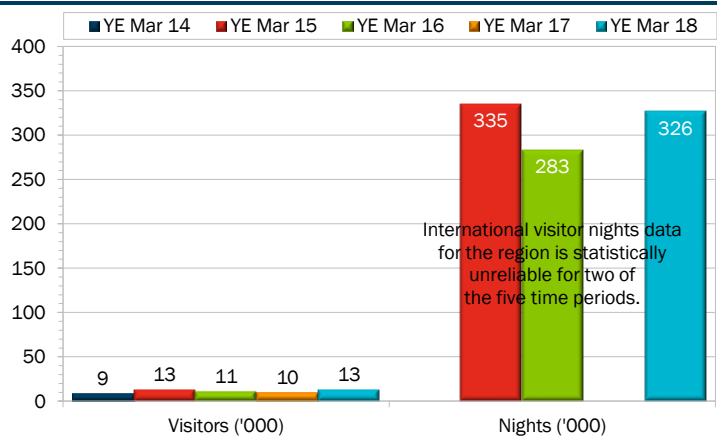
For the period of April 2017 to March 2018

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

Preliminary	YE Mar 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)	0.6	-13.6%	2.1%	76.1%	21.9%	1.0%	12
Total nights (million)	2.0	0.9%	16.3%	83.7%	0.0%	2.2%	12
Total spend (million)	\$294	-11.9%	7.6%	86.0%	6.4%	1.7%	12

International Overnight Travel² - preliminary

Visitors and nights



Outback NSW received 13,300 international overnight visitors - up by 35.7%* on YE Mar 17. Visitors spent 326,200 nights in the region.

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 1.5% of visitors and 2.2% of nights in regional NSW. Compared to YE Mar 17, the share of visitors was up by 0.3% pts.

Origin - share of visitors to Outback NSW

Rank	Individual market	Share of international visitors to Outback NSW				
		YE Mar 17	YE Mar 18	Origin region	YE Mar 17	YE Mar 18
1	USA	np	19.7%	Europe	47.5%	40.9%
2	Germany	np	15.3%	North America	16.5%	28.9%
3	np	np	np	Asia	np	np
4	np	np	np	New Zealand & Oceania	np	np
5	np	np	np	Other Countries	np	np

The USA (19.7%) was the region's largest individual source market of visitors, followed by Germany (15.3%). Over 2/5 (40.9%) of visitors were from Europe.

Accommodation in Outback NSW

'Caravan park or commercial camping ground' (34.5%) was the most popular form of accommodation used by visitors in the region, followed by 'standard hotel or motor inn, below 4 star' (25.9%).

Age groups

'15 to 29 years' (26.3%) was the largest age group of visitors to the region, followed by '50 to 59 years' (20.0%) and '60 to 69 years' (17.4%).

Expenditure (incl 30% prepaid package expenditure)⁴

Expenditure by international overnight visitors in the region is statistically unreliable

(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.

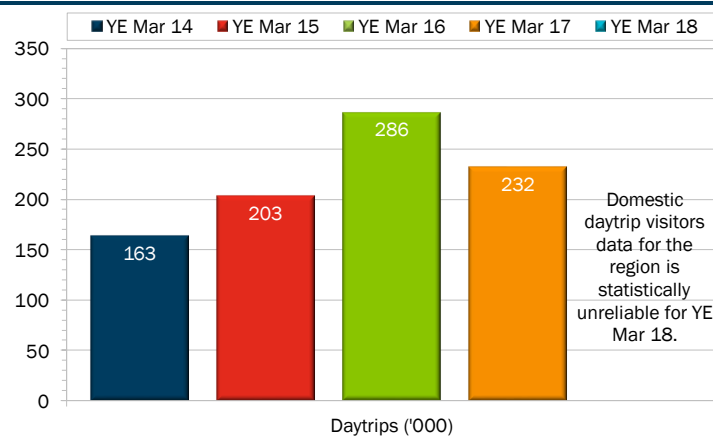
Please note: Due to quality issues with the incoming passenger data, IVS and total travel results for the YE Mar 18 are preliminary.

* The percentage change is statistically significant.

np = Not published due to insufficient sample.

Domestic Daytrip Travel⁴

Daytrips



Domestic daytrip visitors data for Outback NSW is statistically unreliable for YE Mar 18.

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.

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.