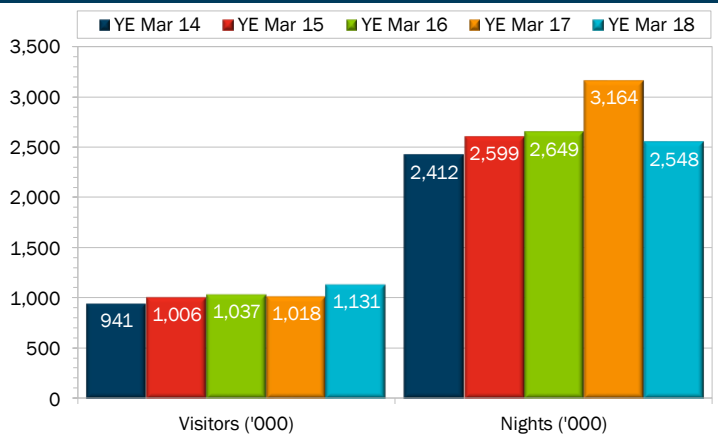


Domestic Overnight Travel¹

Visitors and nights



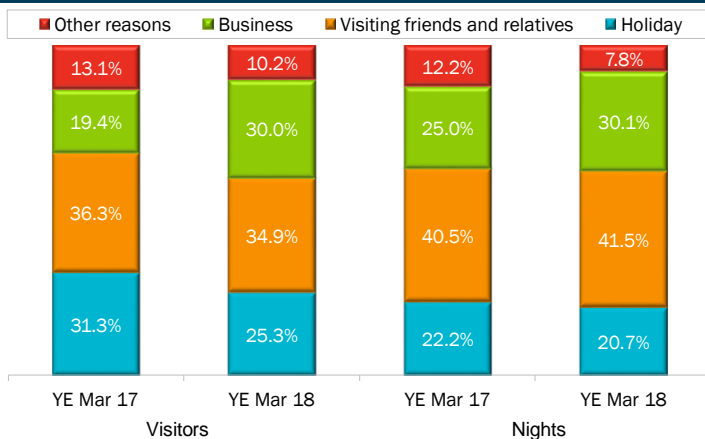
Riverina received over 1.1 million domestic overnight visitors - up by 11.2% on YE Mar 17. Visitors spent over 2.5 million nights in the region - down by 19.5% on YE Mar 17.

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 4.9% of visitors and 3.4% of nights in regional NSW. Compared to YE Mar 17, the share of visitors was unchanged and the share of nights was down by 1.1% pts.

Purpose of visit to Riverina



'Visiting friends and relatives (VFR)' (34.9%) was the largest purpose of visit for visitors to the region, followed by 'business' (30.0%) and 'holiday' (25.3%). Compared to YE Mar 17, visitors who travelled for 'VFR' grew by 6.9% and 'business' increased by 71.4%* while 'holiday' declined by 10.1%.

'VFR' (41.5%) was the largest purpose in terms of nights in the region, followed by 'business' (30.1%) and 'holiday' (20.7%). Compared to YE Mar 17, nights spent for 'VFR' declined by 17.6% and 'business' decreased by 3.3% while 'holiday' fell by 25.0%.

Accommodation in Riverina

'Friends or relatives property' (38.9%) was the most popular accommodation used for nights in the region. 'Standard hotel or motor inn, below 4 star' (29.7%) was the 2nd most popular accommodation used, followed by 'caravan park or commercial camping ground' (8.8%).

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 Mar 17	YE Mar 18	YE Mar 17	YE Mar 18
Regional NSW	40.3%	41.9%	39.4%	37.2%
Sydney	19.1%	17.4%	19.5%	15.8%
Total intrastate	59.4%	59.3%	59.0%	53.0%
Victoria	21.6%	21.2%	23.7%	20.9%
Queensland	6.4%	7.6%	8.5%	8.0%
ACT	4.6%	5.4%	4.0%	5.0%
Other interstate	8.1%	6.4%	4.8%	13.1%
Total interstate	40.6%	40.7%	41.0%	47.0%

Regional NSW (41.9%) was the largest source of visitors to the region, followed by Victoria (21.2%) and Sydney (17.4%). Compared to YE Mar 17, the regional NSW source market grew by 15.6% and Sydney increased by 1.7%. Over the same period, Victoria grew by 9.2% and Queensland increased by 34.0% while the ACT grew by 28.8%.

Regional NSW (37.2%) was the largest source market in terms of nights in the region, followed by Victoria (20.9%) and Sydney (15.8%). Compared to YE Mar 17, nights spent by visitors from regional NSW declined by 24.0% and nights from Sydney decreased by 35.0%. Over the same period, nights by Victorians declined by 28.8% and Queensland nights decreased by 23.9% while nights by visitors from the ACT fell by 1.1%.

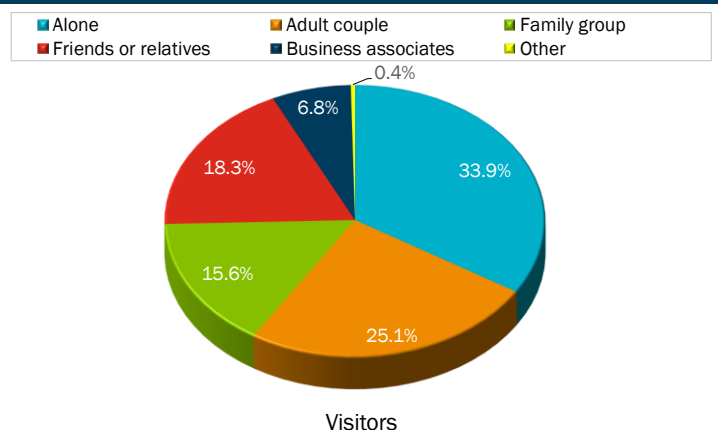
Top activities in Riverina

'Eat out, dine at a restaurant or cafe' (52.4%) was the most popular activity undertaken by visitors to the region, followed by 'visit friends and relatives' (39.3%) and 'pubs, clubs, discos etc' (24.6%).

Age groups

'40 to 69 years' (19.7%) was the largest age group of visitors to the region, followed by '15 to 29 years' (19.4%) and '60 to 69 years' (18.6%).

Travel party



'Alone' (33.9%) was the most common travel party amongst visitors to the region, followed by 'adult couple' (25.1%) and 'friends or relatives' (18.3%).

Expenditure (incl airfares and transport costs)³

Domestic overnight visitors spent \$414 million in the region - up by 9.2% on YE Mar 17. On average, they spent \$163 per night - up by 35.6% on YE Mar 17.

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

Travel to Riverina

Year ended March 2018

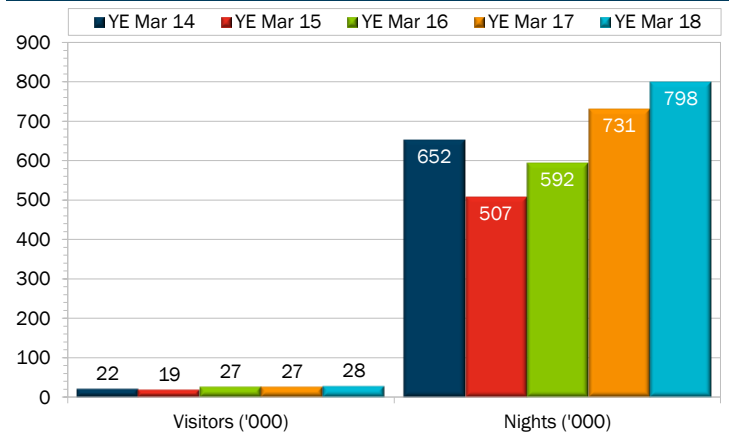
For the period of April 2017 to March 2018

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)	2.8	13.0%	1.0%	40.7%	58.3%	4.5%	9
Total nights (million)	3.3	-14.1%	23.9%	76.1%	0.0%	3.8%	10
Total spend (million)	\$653	-4.4%	6.5%	63.4%	30.1%	3.9%	11

International Overnight Travel² - preliminary

Visitors and nights



Riverina received 28,400 international overnight visitors - up by 3.8% on YE Mar 17. Visitors spent 798,100 nights in the region - up by 9.2% 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 3.3% of visitors and 5.5% of nights in regional NSW. Compared to YE Mar 17, the share of visitors was down by 0.2% pts and the share of nights was up by 0.3% pts.

Origin - share of visitors to Riverina

Rank	Individual market	Share of international visitors to Riverina		Origin region	Share of regional NSW	
		YE Mar 17	YE Mar 18		YE Mar 17	YE Mar 18
1	New Zealand	17.1%	17.0%	Europe	35.3%	38.0%
2	United Kingdom	10.5%	13.7%	North America	11.6%	10.4%
3	np	np	np	Asia	28.7%	23.8%
4	np	np	np	New Zealand & Oceania	21.3%	18.0%
5	np	np	np	Other Countries	np	np

New Zealand (17.0%) was the region's largest individual source market of visitors, followed by the United Kingdom (13.7%).

Accommodation in Riverina

'Friends or relatives property' (27.4%) was the most popular form of accommodation used for nights in the region, followed by 'rented house, apartment, flat or unit' (25.8%).

Age groups

'15 to 29 years' (38.0%) was the largest age group of visitors to the region, followed by '60 to 69 years' (18.7%) and '50 to 59 years' (11.9%).

Expenditure (incl 30% prepaid package expenditure)⁴

International overnight visitors spent \$42 million in the region - up by 51.7%* on YE Mar 17. On average, they spent \$53 per night - up by 38.8% 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.

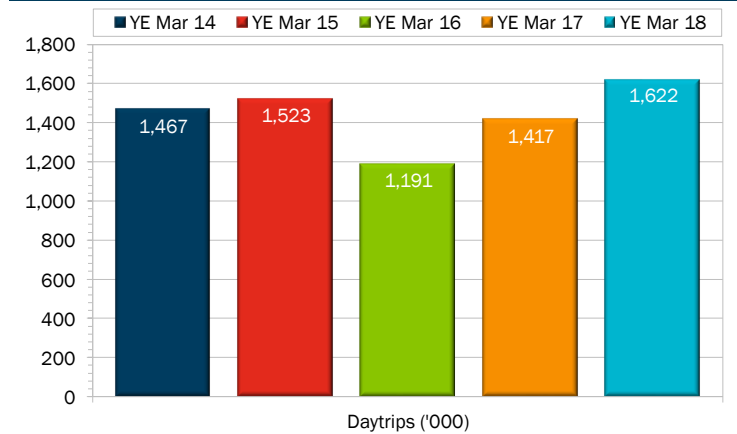
Please note: Due to quality issues with the incoming passenger data, IVS and total travel results for the YE Mar 18 are preliminary.

* The percentage change is statistically significant.

np = Not published due to insufficient sample.

Domestic Daytrip Travel⁴

Daytrips



Riverina received over 1.6 million domestic daytrip visitors - up by 14.5% 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.

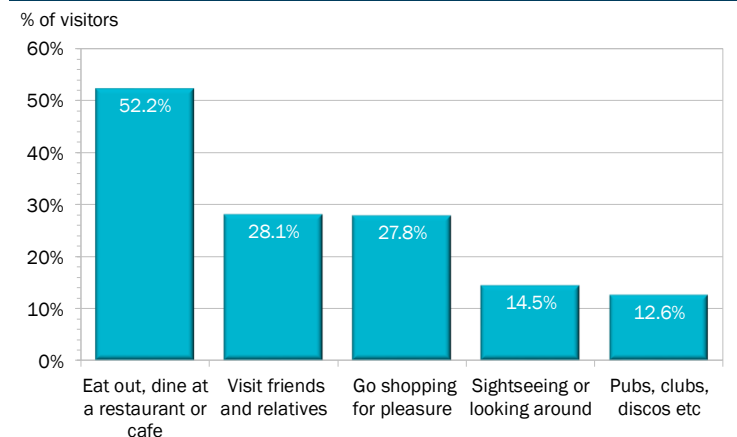
Market share

The region received 4.2% of daytrips to regional NSW. Compared to YE Mar 17, the share was up by 0.4% pts.

Main purpose of trip

'Holiday' (42.5%) was the largest purpose of trip for visitors to the region, followed by 'visiting friends and relatives (VFR)' (24.2%) and 'business' (14.4%). Compared to YE Mar 17, visitors who travelled for 'holiday' grew by 23.0% and 'VFR' increased by 11.0% while 'business' grew by 67.4%*.

Top activities in Riverina



'Eat out, dine at a restaurant or cafe' (52.2%) was the most popular activity undertaken by visitors to the region.

Expenditure³

Domestic daytrip visitors spent \$196 million in the region - down by 28.8%* on YE Mar 17. On average, they spent \$121 per trip - down by 37.8% 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.