INTERNATIONAL VISITATION

Visitors: 0.8m (-80.9% YoY)
Nights: 24.4m (-74.7% YoY)
Expenditure: $2.7bn (-76.1% YoY)

Average spend: $111 per night
$3,239 per visitor
Average length of stay: 29.1 nights

#1 for visitors
#1 for nights
#1 for expenditure

In Australia

Industry Travel to NSW Visitor Profile
Source: International Visitor Survey, Tourism Research Australia, unless otherwise specified.

Year ended December 2020

0.8m
24.4m
$2.7bn
-80.9% YoY
-74.7% YoY
-76.1% YoY

-0.8m
24.4m
$2.7bn
-80.9% YoY
-74.7% YoY
-76.1% YoY

Market share to Australia

- Visitors
- Nights
- Expenditure

Purpose of visit (visitors)

51%
31%
9%
8%
3%

Holiday
VFR
Business
Education
Employment

Note: visitors may visit for more than one purpose

Top 3 origin markets

- United States of America: 15%
- United Kingdom: 12%
- China: 11%

International visitation to NSW by country of origin

<table>
<thead>
<tr>
<th>Top 15 source markets</th>
<th>Visitors (000)</th>
<th>% change</th>
<th>Nights (million)</th>
<th>% change</th>
<th>Expenditure ($million)</th>
<th>% change</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States of America</td>
<td>124</td>
<td>-76%</td>
<td>1.4</td>
<td>-73%</td>
<td>$240</td>
<td>-71%</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>101</td>
<td>-71%</td>
<td>1.9</td>
<td>-74%</td>
<td>$178</td>
<td>-73%</td>
</tr>
<tr>
<td>China</td>
<td>96</td>
<td>-87%</td>
<td>5.1</td>
<td>-77%</td>
<td>$860</td>
<td>-79%</td>
</tr>
<tr>
<td>New Zealand</td>
<td>74</td>
<td>-83%</td>
<td>1.0</td>
<td>-70%</td>
<td>$101</td>
<td>-76%</td>
</tr>
<tr>
<td>Japan</td>
<td>34</td>
<td>-83%</td>
<td>0.8</td>
<td>-73%</td>
<td>$78</td>
<td>-80%</td>
</tr>
<tr>
<td>India</td>
<td>34</td>
<td>-81%</td>
<td>1.9</td>
<td>-75%</td>
<td>$135</td>
<td>-70%</td>
</tr>
<tr>
<td>Korea</td>
<td>34</td>
<td>-83%</td>
<td>1.2</td>
<td>-73%</td>
<td>$119</td>
<td>-79%</td>
</tr>
<tr>
<td>Germany</td>
<td>30</td>
<td>-76%</td>
<td>0.6</td>
<td>-79%</td>
<td>$49</td>
<td>-77%</td>
</tr>
<tr>
<td>Canada</td>
<td>29</td>
<td>-74%</td>
<td>0.4</td>
<td>-72%</td>
<td>$41</td>
<td>-76%</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>24</td>
<td>-82%</td>
<td>0.5</td>
<td>-75%</td>
<td>$82</td>
<td>-77%</td>
</tr>
<tr>
<td>Singapore</td>
<td>17</td>
<td>-87%</td>
<td>0.3</td>
<td>-75%</td>
<td>$40</td>
<td>-83%</td>
</tr>
<tr>
<td>France</td>
<td>16</td>
<td>-81%</td>
<td>0.5</td>
<td>-78%</td>
<td>$35</td>
<td>-81%</td>
</tr>
<tr>
<td>Taiwan</td>
<td>14</td>
<td>-83%</td>
<td>1.0</td>
<td>-68%</td>
<td>$67</td>
<td>-72%</td>
</tr>
<tr>
<td>Indonesia</td>
<td>14</td>
<td>-85%</td>
<td>0.7</td>
<td>-62%</td>
<td>$64</td>
<td>-71%</td>
</tr>
<tr>
<td>Malaysia</td>
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<td>-91%</td>
<td>0.2</td>
<td>-87%</td>
<td>$25</td>
<td>-88%</td>
</tr>
<tr>
<td>NSW Total</td>
<td>839</td>
<td>-81%</td>
<td>24.4</td>
<td>-75%</td>
<td>$2,716</td>
<td>-76%</td>
</tr>
</tbody>
</table>

Airline statistics

- 3,473,630 seats (-68.2% YoY)
- 12,097 flights (-68.6% YoY)

Sources: OAG YE December 2020, International flight and seat capacity based on direct non-stop services; TRA, YE December 2020, short term arrivals to NSW.