

**Major Fare Promotions and Concessions provided by MTRCL
from 2010 to 2013**

| Major Fare Promotions and Concessions | 2010 | 2011 | 2012 | 2013 |
|---|-----------------------------|---------------------|---------------------|---------------------|
| | Amount involved (\$million) | | | |
| Fare concession for children | 170 | 189 | 176 | 223 |
| Student Travel Scheme | 610 | 645 | 679 | 686 |
| Fare concession for the Elderly and \$2 fare promotion for the Elderly (Note 1) | 420 | 462 | 544 | 600 |
| Fare concession for Persons with Disabilities | 40 | 52 | 63 | 70 |
| Monthly Pass (including “Monthly Pass Extra” launched in July 2013) and Day Pass | 230 | 230 | 240 | 273 |
| Free interchange offer and Light Rail Personalised Octopus Frequent User Bonus Scheme | 145 | 147 | 160 | 171 |
| <u>Subtotal of On-going Fare Concessions</u> | <u>1,615</u> | <u>1,725</u> | <u>1,862</u> | <u>2,023</u> |
| “Ride \$100 Get \$5 MTR Shop Coupon” promotion scheme (Promotion period: 14 June – 6 August 2010) | 2 | N/A | N/A | N/A |
| “Ride \$100 Get 1 Free” promotion scheme (Promotion period: 4 July – 30 December 2011) | | 65 | | |
| “Ride 10 Get 1 Free” promotion scheme (Promotion period: 18 June – 30 December 2012) | | | 172 | |
| “Free Child Travel on Weekends & Public Holidays” promotion scheme (Promotion period: 28 July – 30 December 2012) and “\$20 MTR Shops Coupons for Monthly Pass Purchase” promotion scheme (Promotion period: July – December 2012) | N/A | N/A | 54 | |
| “10% Same-Day Second-Trip Discount” promotion | | | N/A | |
| Fare Saver (Note 3) | 85 | 89 | 96 | 493 (Note 2) |
| <u>Total of Major Fare Promotions and Concessions</u> | <u>1,702</u> | <u>1,879</u> | <u>2,184</u> | <u>2,611</u> |

Note 1: Under the “Public Transport Fare Concession Scheme for the Elderly and Eligible Persons with Disabilities” (“the Scheme”) implemented by the Government since 28 June 2012, elderly and eligible Persons with Disabilities (“PwDs”) enjoy the concessionary fare of \$2 per trip for MTR domestic services. As MTRCL has been offering half fare concessions to the elderly and eligible PwDs, the Government therefore pays for the difference between half fare and \$2 under the Scheme. But, MTRCL still offers the \$2 fare concession to the elderly on Wednesdays, Saturdays and public holidays with its own resources and pays for the difference between half fare and \$2. MTRCL also pays for the difference between half fare and \$2 for the elderly and eligible PwDs travelling to and from Racecourse Station.

Note 2: The “10% Same-Day Second-Trip Discount” promotion from 31 December 2012 to 30 June 2013 was included when MTRCL launched the 2012 fare promotion schemes in June 2012.

When MTRCL launched the 2013 fare promotions in June 2013, passengers enjoyed additional fare promotions of \$150 million from the “Profit Sharing Mechanism” and \$13 million from the “Service Performance Arrangement” in accordance with the new

FAM. The total of \$163 million fare concessions were given back to passengers through the “10% Same Day Second Trip Discount” promotion for four months. In addition, as a result of an unspent sum of around \$200 million committed from the 2012 fare promotion schemes, this amount was subsequently provided to passengers through the “10% Same-Day Second-Trip Discount” promotion and hence the promotion period was further extended for five months. As such, MTRCL launched the “10% Same-Day Second-Trip Discount” promotion for nine months from 1 July 2013 to 31 March 2014.

Note 3: Fare Savers discounts are provided as commercial promotions and thus not included in on-going fare concessions.