

**Major Fare Promotion and Concession Items
provided by MTRCL from 2013 to 2015**

Major Fare Promotion and Concession Items	2013	2014	2015
	Amount Involved (in \$ million)		
Fare concession for Children	223	244	265
Student Travel Scheme	686	695	705
Fare concession for the Elderly and \$2 fare promotion for the Elderly (Note 1)	600	675	767
Fare concession for Persons with Disabilities	70	80	89
Monthly Pass Extras (including “Monthly Pass” sold in 2013) and Day Pass	273	328	354
Free interchange offer and Light Rail Personalised Octopus Frequent User Bonus Scheme	171	186	192
<u>Subtotal of On-going Concession Items</u>	<u>2,023</u>	<u>2,208</u>	<u>2,372</u>
“10% Same-Day Second-Trip Discount” promotion (Note 2)	493	398	416
“MTR City Saver”	N/A	49	102
“Early Bird Discount Promotion”	N/A	27	80
“MTR Festive Discount”	N/A		63
MTR Fare Saver (Note 3)	95	96	90
<u>Total of Major Fare Promotion and Concession Items</u>	<u>2,611</u>	<u>2,778</u>	<u>3,123</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 the MTRCL has been offering half fare concessions to the elderly and eligible PwDs, the Government therefore pays for the difference between half fare and the \$2 fare concession under the Scheme. But, the MTRCL still offers on its own 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 the \$2 fare concession. The MTRCL also pays for the expenses of the difference between half fare and the \$2 fare concession for the elderly and eligible PwDs travelling to and from Racecourse Station.

Note 2: 2013/2014: The “10% Same-Day Second-Trip Discount” promotion from 31 December 2012 to 30 June 2013 was included when the MTRCL launched the 2012 fare promotion schemes in June 2012. For the 2013 fare promotions schemes launched by the MTRCL in June 2013, passengers enjoyed additional fare promotions of \$150 million and \$13 million under the “Profit Sharing Mechanism” and the “Service Performance Arrangement”, respectively, introduced according to the outcome of the first FAM review, with a total of \$163 million. The amount was given back to passengers

through the “10% Same-Day Second-Trip Discount” promotion which lasted for four months. In addition, as a result of MTRCL’s unspent sum of around \$200 million from the 2012 fare promotion schemes, this amount was subsequently provided to passengers through the “10% Same-Day Second-Trip Discount” promotion, extending the promotion period for five months. As such, the MTRCL launched the “10% Same-Day Second-Trip Discount” promotion for nine months from 1 July 2013 to 31 March 2014.

2014/2015: According to the outcome of the first FAM review, a total of \$152.5 million was set aside by the MTRCL for fare concessions for passengers through the “10% Same-Day Second-Trip Discount” promotion (\$125 million under the “Profit Sharing Mechanism” and \$27.5 million under the “Service Performance Arrangement”). The discount was offered for three and a half months for the period from 29 June 2014 to 15 October 2014. To celebrate MTRCL's 35th anniversary of serving Hong Kong people, MTRCL extended the "10% Same-Day Second-Trip Discount" promotion by six and a half months to ten months which lasted until 30 April 2015.

2015/2016: According to the outcome of the first FAM review, a total of \$220 million was set aside by the MTRCL for fare concessions for passengers through the “10% Same-Day Second-Trip Discount” promotion (\$200 million under the “Profit Sharing Mechanism” and \$20 million under the “Service Performance Arrangement”). The discount was offered for about five months for the period from 21 June 2015 to 30 November 2015.

Note 3: MTR Fare Savers discounts are provided as commercial promotions and therefore they are not part of the on-going fare concessions.