

**Legislative Council Panel on Transport**  
**The Expiry of West Rail's Second 10% Discount**

**Purpose**

The Kowloon-Canton Railway Corporation (KCRC) announced on 22 November 2004 that the current West Rail second 10% fare discount offered to passengers travelling between the North West New Territories (NWNT) and urban Kowloon would be discontinued upon the expiry of the offer on 19 December 2004. The 10% discount offered to all passengers of West Rail will remain effective. At the same time, the Corporation decided to extend the current West Rail one-month pass scheme, which will expire at the end of December 2004, for another six months to June 2005.

At the request made by the Panel this morning (25 November) for information on this announcement, this paper lays down the considerations behind the decision.

**West Rail's second 10% discount**

In order to attract passengers to take West Rail, KCRC announced in May 2003 that a 10% discount would be offered to all passengers upon the opening of the new railway.

In August 2003, KCRC after having considered the prevailing difficult economic situation, announced that a further 10% discount would be offered to passengers travelling between North West New Territories and urban Kowloon. The offer would last until 19 December 2004.

**Key considerations**

As a result of enhanced services, West Rail's patronage has grown from the initial average daily passenger trips of 100,000 to

170,000 currently. It shows that West Rail is becoming more competitive.

Since the opening of West Rail, KCRC has introduced many promotional schemes, including discounts for interchange between KCR and MTR at Nam Cheong and Mei Foo, as well as between West Rail and some green minibuses to various areas, and the direct coach service to Huanggang. Besides, KCRC has also organised a series of “West Rail Fun All The Way” weekend activities at the stations, and has launched the sightseeing bus which runs on Sundays and public holidays. These programmes all served to build up West Rail’s patronage.

Among the current 170,000 West Rail passenger trips, about half are within North West New Territories, and these passengers will not be affected. For those passengers who travel between North West New Territories and urban Kowloon, half of them are already monthly pass holders, and KCRC has already extended the current one-month pass scheme for another six months. This in effect means that the Corporation’s decision regarding the second 10% discount will only affect a quarter of West Rail’s passengers. They do have the choice of buying the monthly pass.

In view of the steadily growing patronage for West Rail, and the improved economic situation, the Corporation sees no reason for continuing the second 10% offer.

Kowloon-Canton Railway Corporation  
November 2004