

**Legislative Council Panel on Transport**  
**Interchange discount between West Rail/MTR**

At the Transport Panel meeting on 1 August 2003, in discussing the issue of West Rail (WR) /MTR interchange discount, Members asked the two railway corporations to provide relevant data collected during the 10% fare discount period at the MTR Nam Cheong and Mei Foo stations for Members' information when available.

2. This paper sets out the observations of MTR Corporation Limited (MTRCL) after introduction of the 10% fare discount for all passengers entering and exiting the MTR Nam Cheong and Mei Foo stations since 17 December 2003, and information provided by Kowloon-Canton Railway Corporation (KCRC) on its current fare concessions for West Rail passengers.

3. Members are invited to take note of the information provided by MTRCL and KCRC at *Annexes A and B* respectively. The Government will continue to encourage MTRCL and KCRC to consider measures to help attract more passengers to interchange between the West Rail and MTR at the two interchange stations.

Environment, Transport and Works Bureau  
April 2004

**Legislative Council Panel on Transport Panel  
Interchange Discount between West Rail/MTR**

**Introduction**

This paper summarizes the effect of the 10% introductory fare discount provided to all Octopus passengers entering and exiting Nam Cheong and Mei Foo MTR stations since the opening of the interchanging facilities with KCRC West Rail (WR) on 17 December 2003.

**Effect of 10% Fare Discount**

2. The following table shows the average daily MTR passengers enjoying the 10% fare discount:

	Nam Cheong	Mei Foo	Total
Average daily Octopus users entering and exiting the station	16,000	89,000	105,000
Average daily Octopus users transferring between WR & MTR	11,000	19,000	30,000
Proportion of daily Octopus users transferring between WR & MTR	69%	21%	29%

3. About 105,000 MTR passengers a day enjoy the 10% fare discount. Of which some 30,000 passengers or 29% are interchanging with West Rail. A higher proportion of total passengers using Nam Cheong station are interchanging with West Rail.

4. Interviews with passengers using both Nam Cheong and Mei Foo MTR stations were conducted after the opening of the interchanging facilities with West Rail. 979 randomly selected passengers were interviewed. They were asked how they would have traveled today if the 10% fare discount were withdrawn. The results of the interviews are summarized as follows:

Use other transport modes than MTR if there is no 10% Fare Discount	Nam Cheong	Mei Foo
Proportion of all passengers interviewed	6%	2%
Proportion of MTR-WR interchanging passengers interviewed	9%	5%

5. If the 10% fare discount were not available, a higher proportion of total respondents indicated that they would use other transport modes for Nam Cheong than Mei Foo station, and for interchanging passengers than non interchanging passengers. The resulting drop in MTR passengers without the 10% fare discount ranged between 2% and 9% for different stations and different categories of passengers. In other words, the 10% fare discount has only brought about some 2% to 9% extra MTR passengers, which are lower than the minimum 10% increase in passengers required to achieve revenue neutrality.

## **Conclusion**

6. The 10% fare discount was effective in generating extra passengers using the MTR.

7. However, the revenue generated from new passengers was not sufficient to fully cover the revenue foregone due to the 10% fare discount.

8. The Introductory Fare Discount offer has been extended to 30 April 2004. The Corporation understands public sentiment and will continue to explore effective plans with KCRC in promoting MTR/WR interchange.

**MTR Corporation Limited**  
**April 2004**

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**Purpose**

This paper informs Members of the fare concessions provided by the Kowloon-Canton Railway Corporation (KCRC) for West Rail passengers.

**Background**

2. West Rail, which was commissioned on 20 December 2003, provides speedy and reliable service to residents of the North West New Territories, especially for travel to the urban areas. At present, West Rail has an average daily patronage of 100,000 to 110,000. West Rail links up with other railway systems to form an integrated network. It interchanges with Light Rail at Tuen Mun, Siu Hong, Tin Shui Wai and Yuen Long Stations, and with the MTR at Mei Foo and Nam Cheong Stations.

3. To encourage more passengers to use West Rail services, KCRC provides various concessions for West Rail passengers.

**West Rail fare discounts**

4. KCRC provides 10% fare discounts for all West Rail journeys, reducing the full fare from Tuen Mun to Nam Cheong to \$14.4 from \$16. In addition, during the first year of West Rail operations, KCRC provides a further 10% fare discount on journeys between the North West New Territories and urban Kowloon. The current fare for a journey from Tuen Mun to Nam Cheong is only \$12.8.

**Integrated fare**

5. KCRC also provides free Light Rail and KCR bus transfer services for West Rail passengers. At present, there are 13 KCR bus routes providing free interchange for West Rail passengers.

### **Other interchange discounts**

6. West Rail passengers interchanging with designated franchised bus or green minibus routes also enjoy fare discounts, ranging from \$1 to \$1.5 for rail-bus interchange and \$0.3 to \$1 for rail-green minibus interchange. At present, there are 22 franchised bus routes and eight green minibus routes providing such discounts.

### **Other promotional activities**

7. KCRC will continue to promote park-and-ride at Kam Sheung Road Station by providing a parking fee discount. West Rail passengers enjoy a special parking fee of \$10 a day.

8. A fare discount of \$2 is also offered to taxi passengers who interchange with West Rail and travel from the North West New Territories to urban areas. The scheme has been extended to the end of 2004.

9. To mark West Rail's 100<sup>th</sup> day of operation, KCRC has given out 400,000 free West Rail single ride tickets to 100,000 households in Tuen Mun, Yuen Long and Tin Shui Wai. Each household can redeem four free single ride tickets for travelling anywhere between Tuen Mun and Nam Cheong on 13 or 14 April.

### **Interchange discount with MTR**

10. MTRCL has been offering 10% fare discounts for Octopus passengers travelling to and from the MTR Nam Cheong and the MTR Mei Foo Stations. At present, 19,000 and 11,000 West Rail passengers interchange with MTR at Mei Foo and Nam Cheong Station respectively each day. Meanwhile, KCRC has been discussing with MTRCL different fare concession proposals for passengers riding both West Rail and MTR.

Kowloon-Canton Railway Corporation  
April 2004