

# Application for Fare Increase

## 香港電車加價申請

立法會CB(3)228/2025(01)號文件  
LC Paper No. CB(3)228/2025(01)

Legislative Council Panel on Transport

21 February 2025

立法會交通事務委員會

2025年2月21日



**HK TRAMS IN A NUTSHELL**

**香港電車簡介**

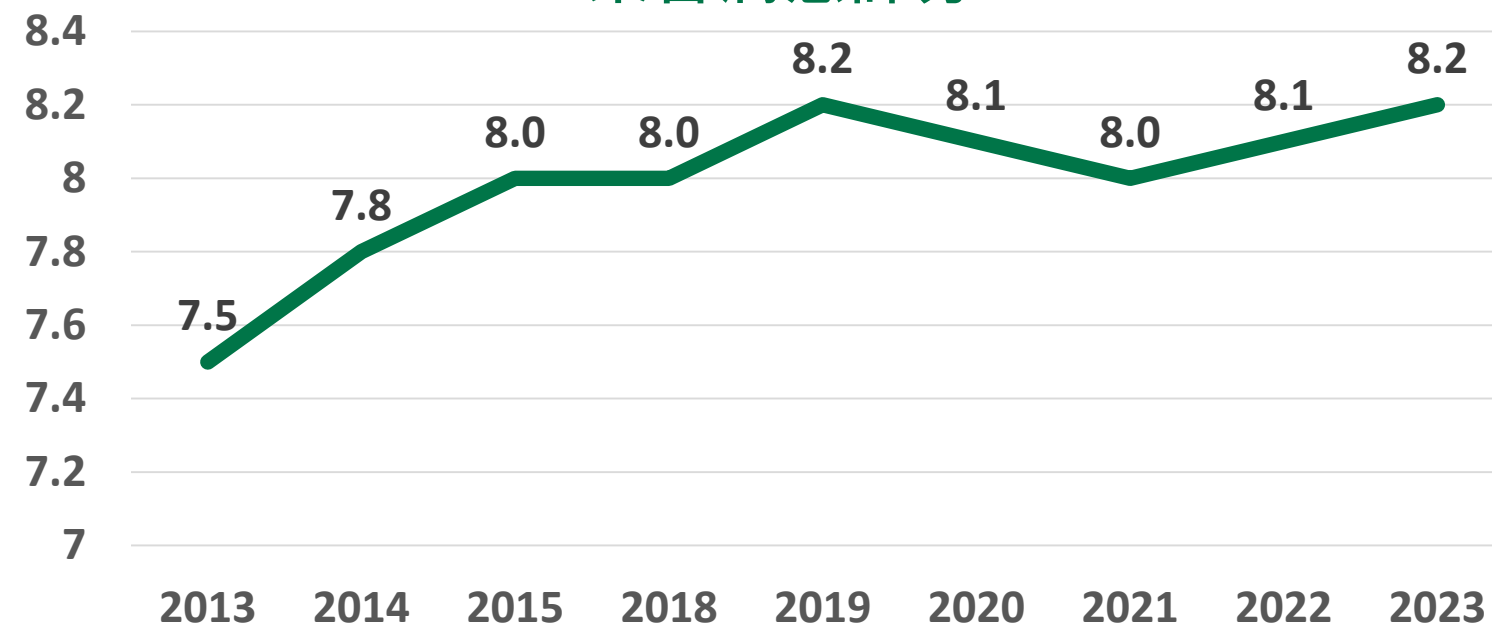


# Hong Kong Tramways is a popular public transportation service

## 香港電車一直廣受市民歡迎的公共交通服務

- A busy tramline ~140,000 passenger trips per day
  - >10% HK island pop.
- 繁忙的電車路線~每天接載14萬人次
  - 逾港島區人口10%

Passenger Satisfaction Score  
乘客滿意評分



Popular 受市民歡迎  
+  
Convenient 方便  
+  
Affordable 經濟實惠  
+  
Green 環保

1,173 appreciation  
postcards in our  
Central Market letter  
box!  
我們設於中環街市  
的郵箱收到1,173張  
感謝卡





# Hong Kong Tramways' features 香港電車的特色

**Our Business Model:** Transport + Advertising + Tourism + Leisure & Entertainment  
**營運模式：**交通服務 + 廣告收益 + 遊客收益 + 派對消閒項目





# A long-lasting commitment to local community

## 致力造福社區



**\$520K+**

Total amount raised  
for various NGOs  
為各種非政府組織籌集總額

**20K+**

Beneficiaries across sectors for  
people-in-need  
來自不同界別的受益人

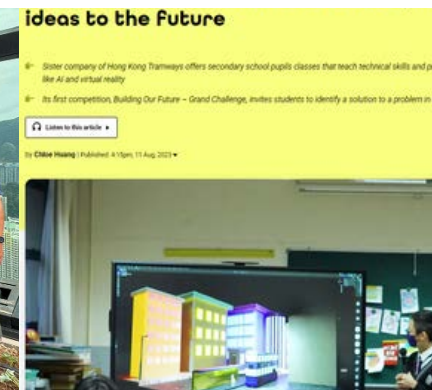


**40+**

CSR Initiatives  
企業社會責任舉措

**30+**

NGO & Social Groups  
in partnership  
與非政府組織和社會團體合作



# 3 MAJOR CHALLENGES

## 三大挑戰





# #1 - Attracting & Retaining the workforce (1/2)

## #1吸引及留住人手 - (1/2)

### Decreasing and Ageing Frontline Workforce

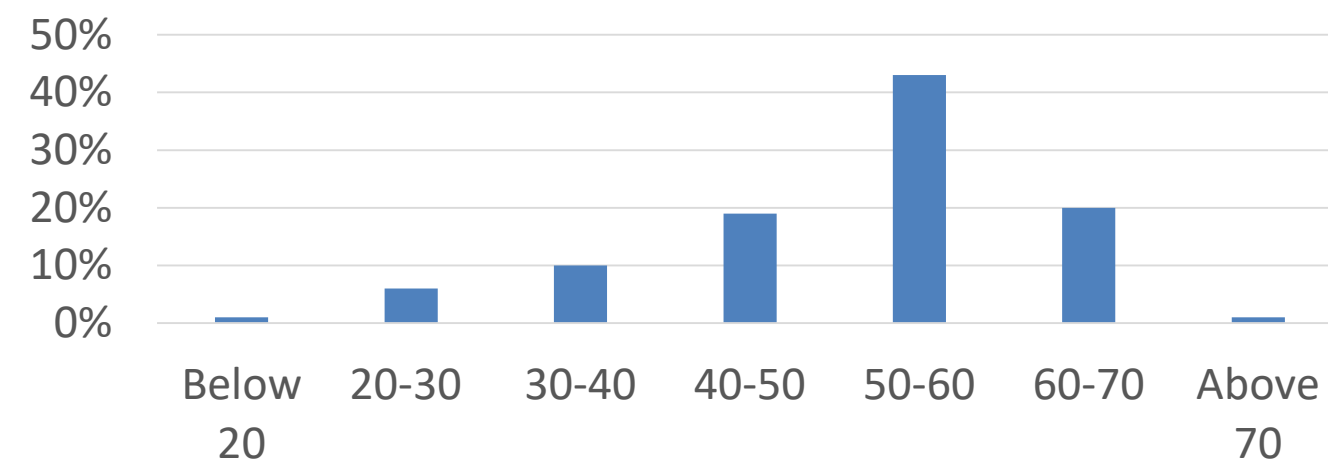
- Steadily decreasing workforce over the past 15 years
  - Tram drivers (Motormen)
  - Technicians
- **2/3 of the workforce aged above 50, with significant 60+ component**

### 前線員工持續流失及老齡化

- 過去5年人手持續減少
  - 電車車長
  - 技工
- 三分之二的人手已年屆50歲以上, 其中大部分都達60歲以上

HKT Staff Overall Age Distribution

香港電車員工整體年齡分佈



### A critical issue for workshop technicians

### 工場技工的人手問題

- Unfavorable age pyramid  
不理想的年齡結構
- Many different types of expertise and skillsets  
涉及的工種及所需技能繁多
- Significant time and experience required to master a position  
需要時間以累積經驗才能勝任一個崗位





# #1 - Attracting & Retaining the workforce (2/2)

## #1 – 吸引及留住人手(2/2)

Many actions have been undertaken by Hong Kong Tramways in the recent period

### 香港電車近年積極採取多項措施

#### HKT Recent Actions

##### Salary and benefits

- Significant salary catch-up 2022-23 to reduce the gap between HKT and public transport sector salaries

##### Recruitment

- Employer branding: advertorials, HR awards, site visits to recruit apprentice...
- Increased participation in job fairs...

##### Retention

- More attention to the opinion of the employee: employee survey, focus groups meetings...
- Improvement of working conditions

#### 多管齊下增員留員

##### 薪酬福利

- 在2022至23年大幅加薪-以盡力縮窄香港電車與其他公共交通企業在這方面的差距

##### 招募人才

- 推廣香港電車品牌: 特約專輯、人力資源獎項、安排車廠參觀以招聘學徒...
- 積極參與招聘會...

##### 留住人才

- 重視員工意見、做員工意見調查、進行焦點小組討論等...
- 改善工作環境



Financial challenge given annual salary increase rate in transportation sector structurally above inflation, requiring similar increase for farebox AND commercial revenues....

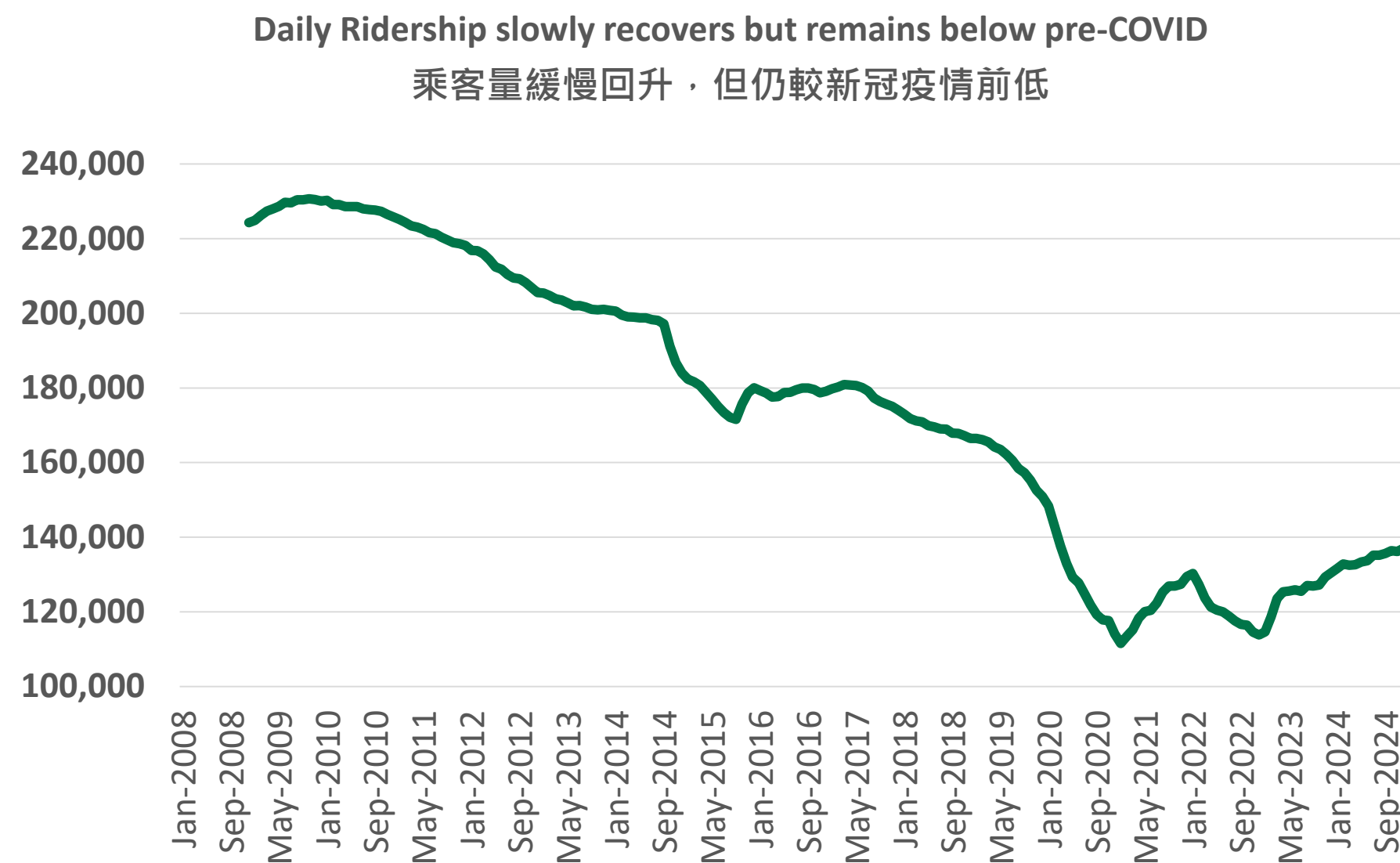
鑑於交通業界的每年薪酬調整均高於通漲，形成結構性財政挑戰，必須在票務及商業收入中有相應增加。





# #2 –A Business Model Challenged by a 15-Year Massive Decline in Ridership (1/2)

## #2 –香港電車的營運模式在過去15年面臨乘客量大幅下跌的挑戰 (1/2)



### Structural reasons for a decline in ridership

- Effects of the extension of MTR Island line in 2015
- Structural change in population structure and economic activities of HK Island (e.g. office vacancy rate, offices relocated from HKI to Kowloon...)
- Post-COVID patterns

### 乘客量持續下跌的結構性原因

- 港鐵西港島綫於2015年通車後的影響
- 港島區人口及經濟活動的結構性轉變例如：寫字樓空置率、企業從港島區移至九龍區等...
- 新冠疫情後市民生活及出行模式的改變





# #2 –A Business Model Challenged by a 15-Year Massive Decline in Ridership (2/2)

## #2 –香港電車的營運模式在過去15年面臨乘客量大幅下跌的挑戰 (2/2)

### HKT Recent Actions / 香港電車的應對措施

#### Passenger Service Improvements / 乘客服務改善措施

- **New Electronic Payment System** – 16 different means of payment  
設置電子支付系統 – 共16種支付方式供乘客選擇
- Rail jacket to reduce noise and vibrations in curves (3.3 km) – more comfort for passengers  
採用「路軌塗層技術」進行路軌更新工程 – 提升乘車的舒適度

#### Boosting commercial revenues / 致力提升非票務收入

- **Commercial revenues increase from 48% of overall revenues in 2014 to 57% in 2024**, mainly driven by advertising  
非票務收入從2014年佔總收入的48%增加至2024年的57%，主要來自廣告收入
- Development of new products & services: Tramoramic, Free Ride Days, party trams...  
積極開拓新產品及服務：「電車全景遊」、免費乘車日、派對電車...
- **But commercial revenues are less stable and more volatile**  
然而，非票務的商業收入並不穩定，常有起跌



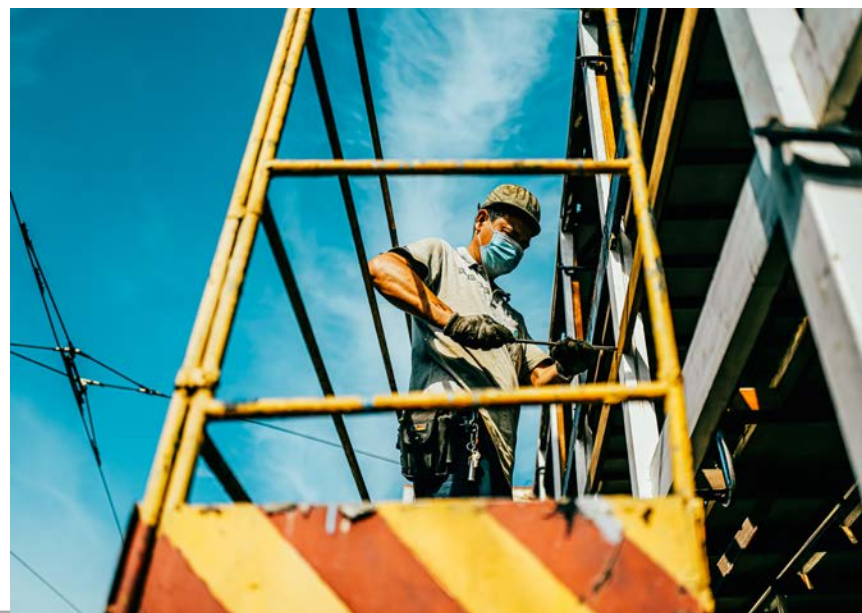
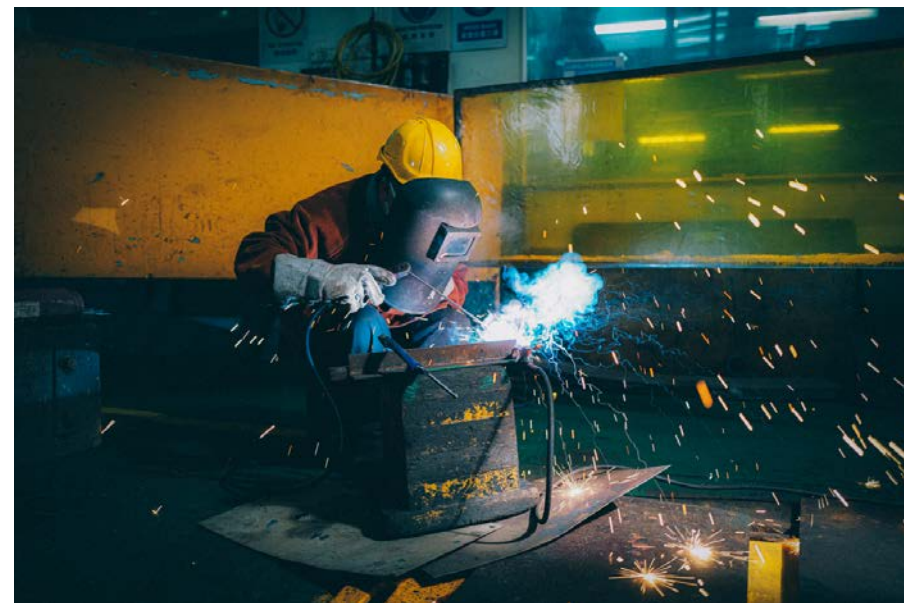


# #3 - A unique system to maintain and modernize (1/2)

## #3 – 香港電車系統在保養及更新方面均有其獨特性 (1/2)

A non-standard and ancient system / 一個有別於劃一鐵路標準及陳年的系統

- Designed, built and maintained in-house  
每架電車均由香港電車設計、組裝及保養
- Most tram components are specially designed for Tramways, limited number of suppliers, very high level of internalization  
大部分的組件均需因應香港電車獨特的系統而度身訂造，適合的材料供應商很少，故很大程度依賴香港電車自家研發及製造。
- **Significant investment required to modernize the system and keep it up-and-running**  
持續保艱及更新整個系統需投放大量資源



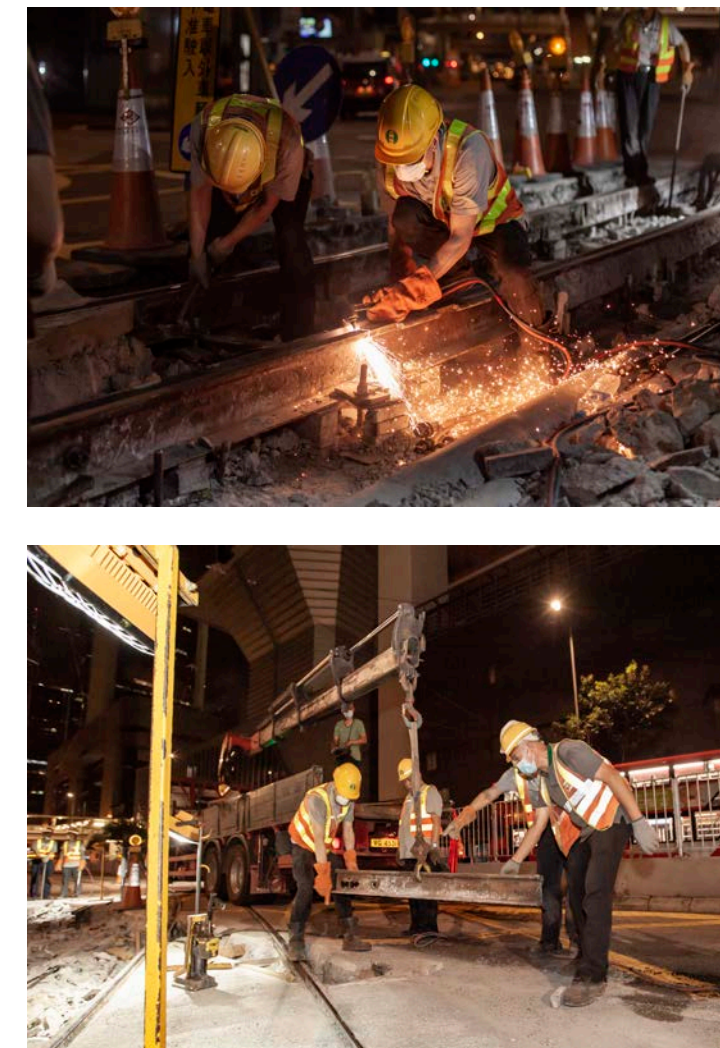


# #3 - A unique system to maintain and modernize (2/2)

## #3 – 香港電車系統在保養及更新方面均有其獨特性 (2/2)

### HKT Recent Actions / 香港電車的應對措施

- **Increased investment in assets – HK\$ 20M in 2024 vs. HK\$ 15M in 2014**  
增加在系統及硬件的投資 – 2024投放2,000萬港元 vs. 2014年投放1,500萬港元
- **Significant effort on tram track renewal in recent years – 1.3km in 2024 (record high in past 10 years)**  
近年致力促進路軌更新工程 – 在2024年完成1.3公里路軌的更新 (10年以來的最高紀錄)
- **87 new Signature Trams in the fleet as of February 2025 (39 in 2014)**  
持續更新電車車隊，截至2025年2月共組裝了87輛新型號電車 (2014年只有39輛)
- **New tram monitoring system (Smart Ding Ding) implemented – safety + performance + passenger service**  
全新電車監察系統 (叮叮電車)已投入運作 – 提升安全 + 車務效率 + 載客服務





**INVESTMENT PLAN AND  
PROPOSED FARE INCREASE**  
**資源投放計劃及票價調整建議**

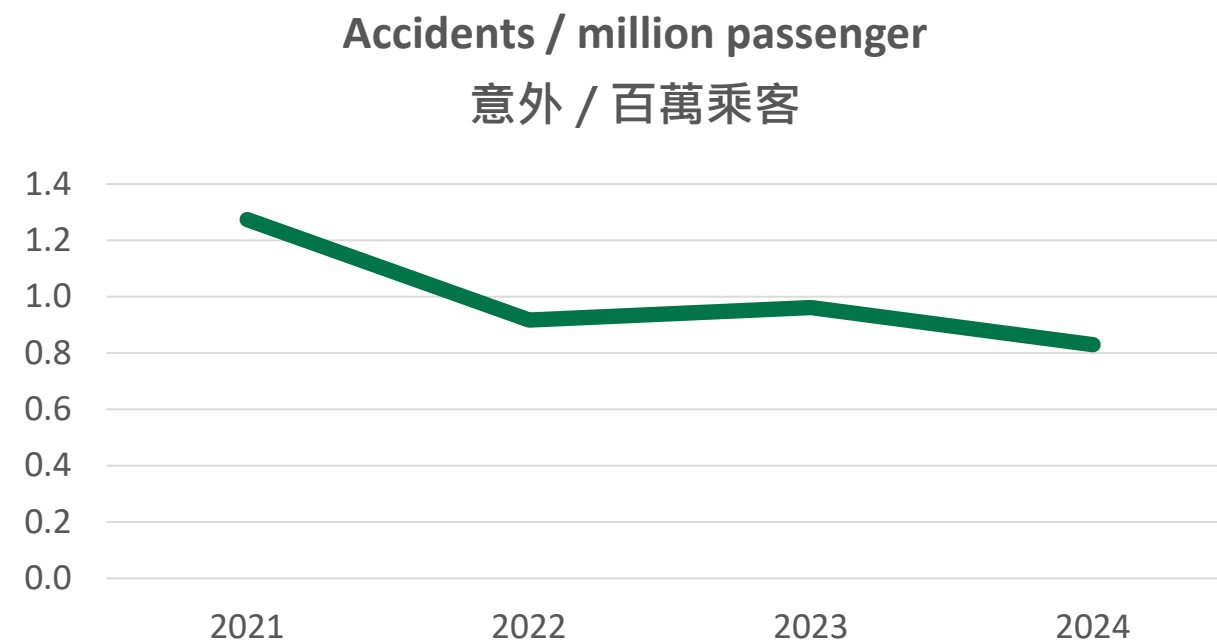
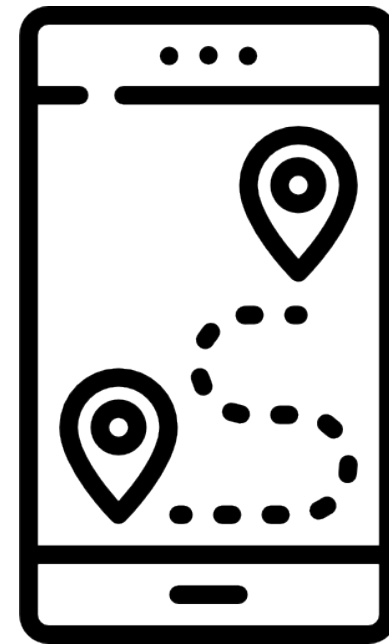


# A significant investment plan for coming years (1/3)

## 未來幾年的重點規劃 (1/3)

### Delivering top-quality transportation services / 致力提供優質交通服務

- Safety – Enhancement of geofencing & speed control functions based on Smart Ding Ding project  
提升安全 – 持續完善叮叮電車及車速監察系統
- Safety – Installation of cameras on trams  
提升安全 – 在電車上安裝閉路電視
- Passenger service – Enhance passenger information and communicate next tram information through a dedicated App  
乘客服務 – 提供乘客資訊及電車實時到站資訊的應用程式



Official TD statistics (2024 – Jan to Nov)  
運輸署數據 (二〇二四年一月至十一月)



# A significant investment plan for coming years (2/3)

## 未來幾年的重點規劃 (2/3)

### Develop new activities consistent with our identity / 開拓切合電車定位及優勢的新商機

- Advertising – Implement new digital tram shelter panels  
廣告 – 善用電車站安裝新的電車燈箱廣告
- Tourism – Revamp Tramoramic & Develop new tours  
旅遊 – 翻新「電車全景遊」及開拓新的旅遊項目
- New revenues – Design and build a new party tram  
新收入來源 – 設計及打造一部全新的派對電車









# Proposed fare increase

## 建議票價加幅

	Existing Fare 現有票價	Proposed Fare 建議票價
Person aged 12 or above 12歲或以上人士	\$3.0	<b>\$3.3</b>
Elderly (aged 65 or above) 長者 ( 65歲或以上 )	\$1.3	<b>\$1.5</b>
Child (aged 3 to 11) 小童 ( 3至11歲 )	\$1.5	<b>\$1.6</b>
Monthly Ticket 月票	\$260	<b>\$260</b>

Thanks to different reduced fare and promotion mechanisms below, close to 45% of our passengers paid less than \$3/ride in 2024

- Elderly and child fare from HK Tramways
- Government Public Transport Fare Concession Scheme for the Elderly and Eligible Persons with Disabilities (the \$2 Scheme)
- Free Ride Days (6 Free Ride Days in 2024)
- Credit card promotion schemes and rebates

With the proposed fare increase, Tramways would still remain the most affordable means of transportation on HK Island (31% less than the cheapest parallel bus route)

在建議的新票價下，香港電車仍然是港島區最經濟實惠的交通工具。與行走相若路線的巴士線的車資比較，香港電車的票價仍低31%。

基於以下不同的優惠計劃，近 45% 的電車乘客在2024年均付少於每程\$3的車資

- 香港電車提供的長者及小童優惠票價
- 政府長者及合資格殘疾人士公共交通票價優惠計劃 (二元優惠計劃)
- 免費乘車日 (於2024年共舉辦六次免費乘車日)
- 信用咭推廣計劃的車費回贈

The fare increase % is similar to Transport Wage Index increase from Q3 2022 to Q3 2024 (+9.5%)

票價漲幅與 2022 年第三季至 2024 年第三季的交通工資指數漲幅相近 (+9.5%)



# Financial Implications

## 財政影響

- Profit after tax in 2024 : Around HK\$11M (~3%)  
2024 年稅後淨利：約1,100萬港元 (淨利率~3%)
- Total investment from 2025 to 2029: above HK\$100M  
預計2025至2029年的總投資額：1.0億港元以上
- Financial viability 財務可行性
  - Depends on fare revenue from core activity  
有賴從核心業務所得的票務收入
  - Non-fare revenue more fluctuating  
非票務收入並不穩定

**Fare increase is required to finance the investment plan and sustain the attractiveness of Hong Kong Tramways on the labor market.**

**票價調整乃為資源投放計劃提供資金，及維持香港電車在勞動市場的競爭力。**



# 感謝您的支持！



香港電車  
HK TRAMWAYS  
— EST. 1904 —

Inspire Hong Kong...