

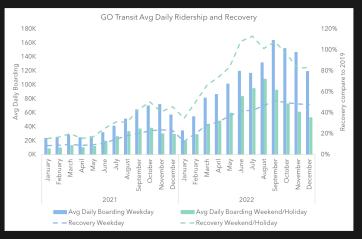
## Let's Get Ready to Ride

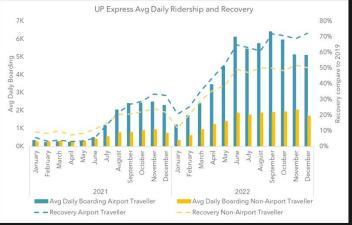
Sharyn Byrne-Nearing; Vice President, Brand Digital & Product Marketing Rick Radovski; Vice President Sales, Non-Fare Revenue and Partnerships

## GO TRANSIT AND UP EXPRESS RIDERSHIP RECOVERY INCREASED TO 54% IN DECEMBER WITH FURTHER ADVANCES IN JANUARY, AS WE CONTINUE TO FOCUS ON ENCOURAGING TRIP FREQUENCY

- GO Transit ridership reached 53.3% recovery\* and UP Express reached recovery 64.9% (compared to 2019 pre-pandemic) in December 2022
- Reinstated express services and trip time savings on Kitchener and Lakeshore West corridors have increased average daily ridership +5.2% and +9.4% respectively
- Supported by 57 PRESTO Perks and GO Beyond weekend ridership recovered to 84.2% on GO and 91.4% Leading into the holiday
- Youth & Post Secondary PRESTO ridership recovered to 84% weekday and 100% weekend
- Group Passes gained in popularity to support fall and winter leisure trips & support of Diwali saw a +31% lift pre/post
- Brand partnerships, activations enhanced the customer trip experience and supported customer satisfaction and loyalty

### **GO & UP Ridership and Recovery**





<sup>\*</sup>Airport traveller: customer's trip start from/end at Pearson Airport

<sup>\*</sup> Larger graphs available in Appendix

<sup>\*</sup>Recovery numbers are ratio of December 2022 to December 2019 ridership in %

# CONVENIENT AND ACCESSIBLE PROMOTIONS & NEW WAYS TO PAY ENHANCE THE CUSTOMER JOURNEY

### EASILY TAP WITH CREDIT ON EVEN MORE TRANSIT AGENCIES



## BREAKING THROUGH WITH 40% OFF FOR YOUTH AND STUDENTS



#### **GO WEEKEND PASSES**



#### KIDS GO FREE "TOY PASS" ACTIVATION





### MORE PRESTO PERKS EXPERIENCES AND SAVINGS



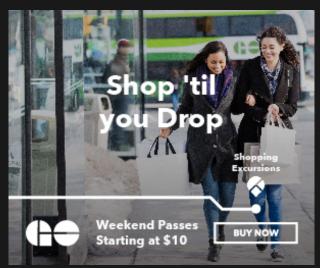




# SCHEDULE FLEXIBILITY, DESTINATION & EVENT PROMOTIONS AMPLIFIED RIDERSHIP RECOVERY

#### **GO EXPLORING**



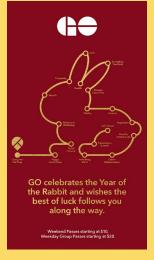


#### **SAVING WITH GO**



#### **LUNAR NEW YEAR CELEBRATIONS**





#### **ADDING MORE SERVICE**



#### TAKE GO TO THE AUTOSHOW



### **BUILDING CUSTOMER ENGAGEMENT THROUGH PARTNER EXPERIENCES**

### QUALITY & CONVENIENCE FOR BURLINGTON GO RIDERS



### METROLINX POP UP STORE SERVING UP LAST MINUTE GIFT GIVING



### THE BAY & TORONTO RAPTORS SURPRISE & DELIGHT RIDERS ON GO







#### AMEX REWARDING RIDERS FOR 'TAPPING' TO SUPPORT CONTACTLESS



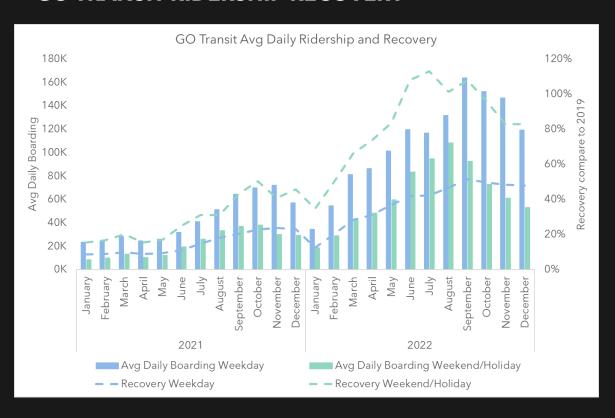
## VENDING EXPANSION 26 GO STATIONS



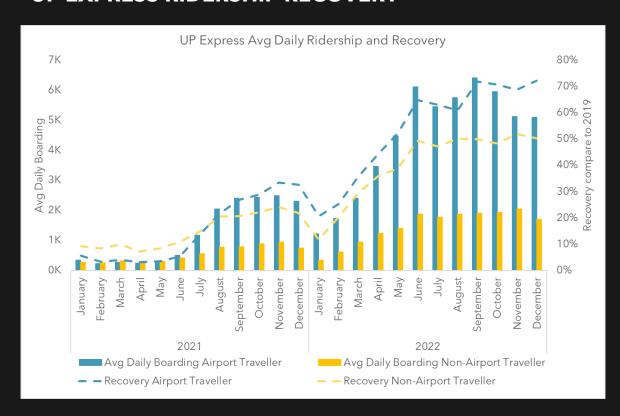
# Appendix

### **APPENDIX: GO & UP RIDERSHIP AND RECOVERY**

#### **GO TRANSIT RIDERSHIP RECOVERY**



#### **UP EXPRESS RIDERSHIP RECOVERY**



<sup>\*</sup>Airport traveller: customer's trip start from/end at Pearson Airport

## **△** METROLINX