



## WELLINGTON CABLE CAR LIMITED

PO Box 25094, Wellington 6140  
276 Lambton Quay, Wellington 6011  
Phone: +64 (4) 473 2721

Thursday, 08 April 2021

Council Controlled Organisations Sub-Committee  
Wellington City Council

### WCCL QUARTERLY REPORT (FY 2020-21 Q3)

Dear Cllr Condie & Committee,

Below you'll find our Revenue, Passenger Numbers and Reliability targets with some commentary to support variances to budgets.

#### SOI / Business Plan Targets

Revenue	January	February	March	Q3 Total
SOI Target	\$ 151,442	\$ 136,916	\$ 151,694	\$ 440,051
Actual	\$ 194,998	\$ 135,676	\$ 127,761	\$ 458,436
Q2 Variance	\$ 43,557	-\$ 1,240	-\$ 23,932	\$ 18,384

Passenger Numbers	January	February	March	Q3 Total
SOI Target	56,307	50,906	56,401	163,614
Actual	67,033	49,174	39,910	156,117
Q2 Variance	10,726	-1,732	-16,491	-7,497

Reliability	January	February	March	Q3 Total
SOI Target	99.00%	99.00%	99.00%	99.00%
Actual	99.66%	99.82%	100.00%	99.83%
Q2 Variance	0.66%	0.82%	1.00%	0.83%

- Strong visitation in January to finish off a better than expected summer holiday period
- As expected, visitation slowed in February when kids returned to school
- Auckland returned to Level 3 lockdown (and Wellington to AL2) on the 28<sup>th</sup> of February and remained there until the 7<sup>th</sup> of March. The shut down impacted visitation (this is consistent with trends observed during previous lockdowns) and is clearly reflected in revenue.
- Cable Car considered whether it was eligible to apply for a wage subsidy, however the revenue drop was just under the qualifying threshold.
- Masks became compulsory on the Cable Car and from 28<sup>th</sup> of February. To facilitate compliance, we began to sell mask at the Ticket box & on the Cable Car. During Q3 we sold a total of 5200 masks.



Absolutely Positively  
Wellington City Council  
Me Heke Ki Pōneke

Fax+64 (04) 473 2710  
Email: [info@wellingtoncablecar.co.nz](mailto:info@wellingtoncablecar.co.nz)  
Web: [www.wellingtoncablecar.co.nz](http://www.wellingtoncablecar.co.nz)

- The Q2 report discussed launching the **Take a Red Rocket to Space** combo in conjunction with Space Place. A targeted discounted product, which has proven to be a great success. In Q3, the promotion sold a further 462 tickets
- During February – March, the Cable Car hosted over a dozen performances of **WHAT IF THE CITY WAS A THEATRE?** This had an incremental upside on ticket sales, but great for exposure and injecting a different aspect to commuters journey
- We have almost exhausted our SuperGold subsidy, which means SuperGold travel is subsidised by the Cable Car until the 30th of June 2021

**Cesar Piotto**  
**Chief Executive**