

APPENDIX 7.16
(referred to in paragraphs 7.43 and 7.45)

**Comparison of trends in revenue and profitability
of Busways' routes in Sunderland**

| <i>Four weeks ending</i> | <i>Routes subject to fare reductions</i> | | <i>Routes not subject to fare reductions</i> | |
|--------------------------|--|---------------|--|---------------|
| | <i>Revenue</i> | <i>Profit</i> | <i>Revenue</i> | <i>Profit</i> |
| 20 August 1994 | 211,551 | 24,616 | 463,993 | -42,825 |
| 17 September 1994 | 221,514 | 42,981 | 476,802 | -12,230 |
| 15 October 1994 | 226,733 | 44,760 | 496,299 | 10,739 |
| 12 November 1994 | 229,718 | 52,046 | 492,652 | 17,623 |
| 10 December 1994 | 234,956 | 46,806 | 512,407 | 19,046 |
| 7 January 1995 | 193,649 | 13,501 | 470,641 | -3,055 |
| 4 February 1995 | 215,658 | 37,296 | 484,169 | -7,047 |
| 4 March 1995 | 239,404 | 59,012 | 495,052 | 4,839 |

Source: Busways.
