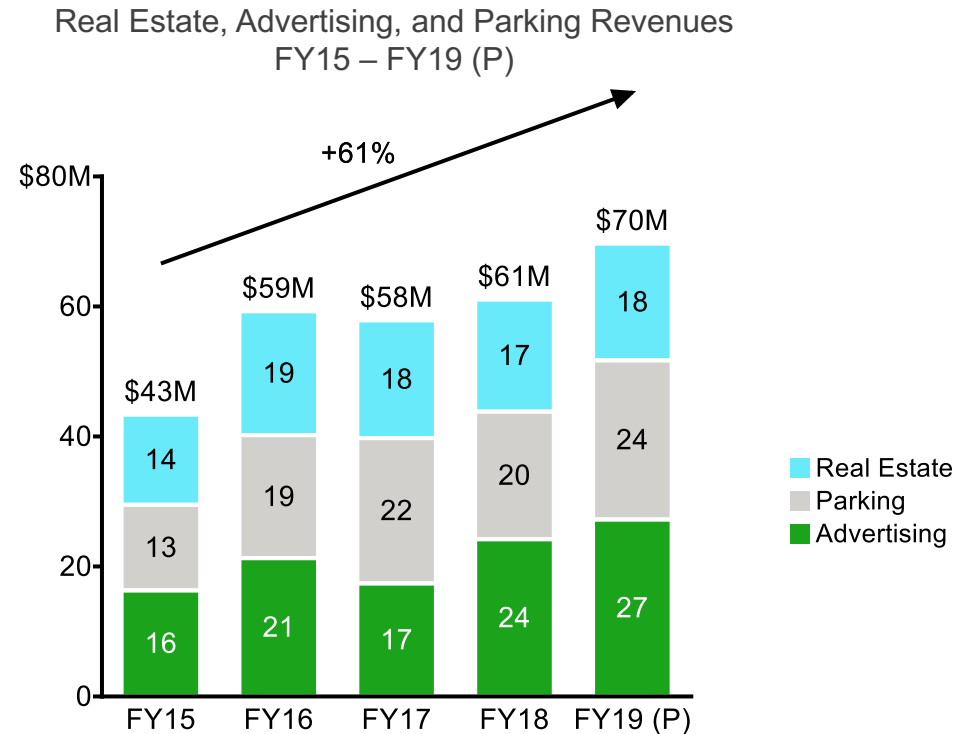


Revenue Update

March 4, 2019

Historical performance: 61% growth since FY15

- MBTA is required by its enabling statute to “establish and implement policies that provide for the maximization of nontransportation revenues from all sources” (M.G.L. c.161A §11)
- Significant progress has been made toward goal of realizing \$100 million in annual revenues from advertising, parking, and real estate businesses
- Annual run rate of “own-source” portfolio of recurring Real Estate, Parking, and Advertising has increased \$27 million since FY15.



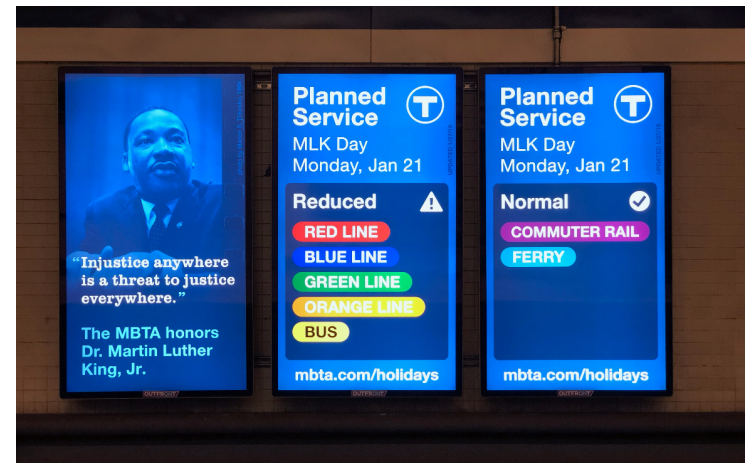
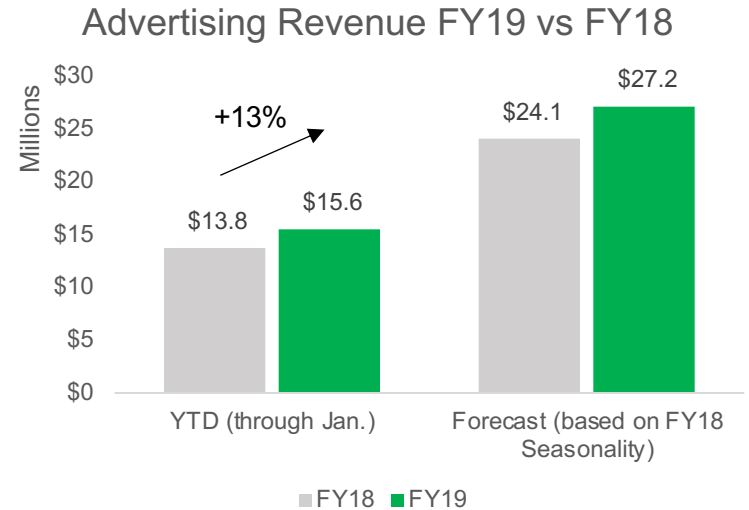
Note: parking revenues shown are net of securitization and operating expenses. Parking gross revenues are projected to grow from \$44M in FY15 to \$53M in FY19.



FY19: Advertising

Highlights:

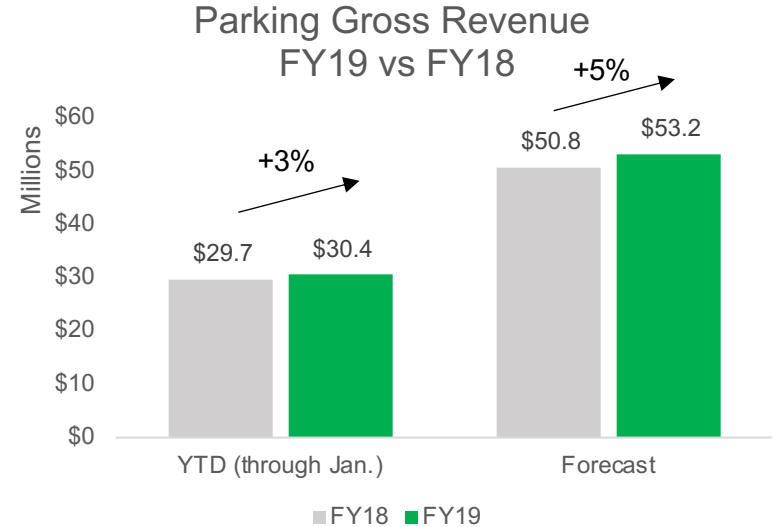
- Revenue up 13% over FY18 (on pace for \$3.1M growth)
 - Digital revenues up 49% over last year
- 700 digital panel installation almost complete
 - Growing MBTA revenues and creating value for customers
- Launching procurement process for bus shelters and outdoor assets
 - Goals: better terms, better value for our customers



FY19: Parking

Highlights:

- Gross revenue up 3% over FY18 YTD (6% at non-closed facilities)
 - Wollaston, South Shore, other closures reducing upside
 - Strong January performance suggests positive revenue forecast for rest of year following implementation of pricing policy in October
- Repricing is driving greater use of parking
 - Total occupancy up 5% over FY18
- Construction continuing to improve facility conditions
 - Recently completed reconstructions: Wellington, Sullivan, Dedham Corp (see right), Norwood
 - Rapid response repairs since 1/1/19: over 200 potholes fixed (105 tons of asphalt!)

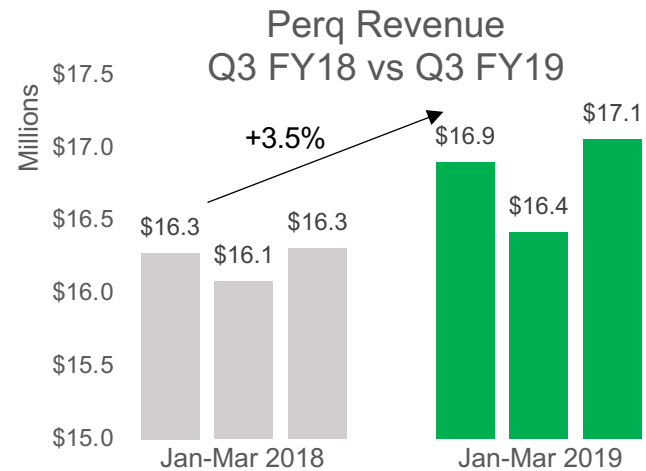


Dedham Corp: Before and after

FY19: Pass Programs

Highlights:

- Launched Perq Program
 - 110 new companies placing orders, driving over \$150,000 in revenue since launch
 - New sales team has begun to proactively manage accounts and expand to new companies
 - Total Perq revenue up 3.5% in Q3 FY19 compared to FY18. Monthly average up to \$16.8M
- Launched \$10 Weekends on Commuter Rail
 - Over 330k total passes sold
 - Selling 7-8k passes per week at steady state



2H FY2019 / FY2020 Objectives

Pass Programs

- Youth Pass changes to ease administration and grow program
- Grow sales efforts and recognize companies who are subsidizing employee transit use

Parking

- Continue to invest in rehabilitating assets and implementing policies to make the most of capacity
- New technologies to improve customer experience

Advertising

- New contracts and new concepts