TRANSURBAN SNAPSHOT

TRANSURBAN OWNS AND OPERATES TOLL ROADS
TRANSURBAN IS AN ASX TOP 20 COMPANY WITH A MARKET CAP OVER $19 BILLION
To be the partner of choice with governments providing effective and innovative urban road infrastructure utilising core capabilities
THE VALUE OF THE NETWORK

TRAFFIC AND TOLLING
• Traffic growth through economic cycles
• Fully electronic tolling with dynamic pricing capability
• Inflation linked pricing

OPERATIONAL EFFICIENCIES
• Economies of scale
• Early adoption of proven technology
• Active network management
• Customer focus

NETWORK CHARACTERISTICS
• Urban
• Relieving existing congestion
• Attractive demographics – population, employment and income
• Supportive political and legislative environment

DEVELOPMENT POTENTIAL
• Partner of choice with government
• Near-term and long-term value sources – pricing arrangements/concession extensions
• Balanced risk profile

POLICY POSITIONING
• Unique insights into road user preferences
• Active role in industry innovation
• Community and stakeholder focus
<table>
<thead>
<tr>
<th>NETWORK</th>
<th>ASSET</th>
<th>LENGTH</th>
<th>AUSTRALIA</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>CITYLINK</td>
<td>HILLS M2</td>
<td>CROSS CITY TUNNEL</td>
</tr>
<tr>
<td>NETWORK</td>
<td>ASSET</td>
<td>LENGTH</td>
<td>AUSTRALIA</td>
</tr>
<tr>
<td>MELBOURNE</td>
<td>CITYLINK</td>
<td>HILLS M2</td>
<td>CROSS CITY TUNNEL</td>
</tr>
<tr>
<td>SYDNEY</td>
<td>CITYLINK</td>
<td>HILLS M2</td>
<td>CROSS CITY TUNNEL</td>
</tr>
<tr>
<td>LENGTH</td>
<td>22km</td>
<td>21km</td>
<td>2.1km</td>
</tr>
<tr>
<td>Transurban ownership</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
<tr>
<td>% of proportional FY15 group toll revenue</td>
<td>37.0%</td>
<td>14.2%</td>
<td>3.5%</td>
</tr>
<tr>
<td>Remaining Concession Life</td>
<td>19.5 years</td>
<td>33 years</td>
<td>20.5 years</td>
</tr>
</tbody>
</table>

1. Remaining concession term is as at 30 June 2015 rounded to the nearest half year.
## TRANSURBAN’S PORTFOLIO

<table>
<thead>
<tr>
<th>NETWORK ASSET</th>
<th>AUSTRALIA</th>
<th>UNITED STATES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>BRISBANE</td>
<td>WASHINGTON DC</td>
</tr>
<tr>
<td>GATEWAY</td>
<td>23.1km</td>
<td>22km</td>
</tr>
<tr>
<td>LOGAN</td>
<td>38.7km</td>
<td>46.6km</td>
</tr>
<tr>
<td>CLEM7</td>
<td>6.8km</td>
<td></td>
</tr>
<tr>
<td>GO BETWEEN BRIDGE</td>
<td>0.3km</td>
<td></td>
</tr>
<tr>
<td>LEGACY WAY</td>
<td>5.7km</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LENGTH</th>
<th>AUSTRALIA</th>
<th>UNITED STATES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>LENGTH</td>
<td>495 EXPRESS LANES</td>
</tr>
<tr>
<td>Transurban ownership</td>
<td>62.5%</td>
<td>100%</td>
</tr>
<tr>
<td>% of proportional FY15 group toll revenue</td>
<td>7.6%</td>
<td>2.8%</td>
</tr>
<tr>
<td>Remaining Concession Life¹</td>
<td>36.5 years</td>
<td>72.5 years</td>
</tr>
</tbody>
</table>

1. Remaining concession term is as at 30 June 2015 rounded to the nearest half year. Gateway and Logan operate under a single concession.
CITYLINK TULLA WIDENING
MELBOURNE

OVERVIEW

- Extra lanes to add 30% more capacity
- Upgraded Bolte Bridge to West Gate Freeway connection to improve safety
- Improvements to Bell Street entry and exit
- Installation of digitised tolling and traffic management systems, enhancing road safety and reliability
- State Government will undertake widening works from CityLink to the airport
CITYLINK TULLA WIDENING
PROJECT ECONOMICS

**PROJECT ECONOMICS**

<table>
<thead>
<tr>
<th>Year</th>
<th>Project costs</th>
<th>Toll price</th>
<th>Truck multiplier (effective in one increment 1 April 2017)</th>
<th>Concession extension</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>$1 billion</td>
<td>Index of minimum 4.5% extended by one year</td>
<td>HCV tolls move from 1.9 \times to 3 \times</td>
<td>One year extension</td>
</tr>
<tr>
<td>2016</td>
<td></td>
<td></td>
<td>HCV (day) from 1.3x to 3x</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td></td>
<td></td>
<td>HCV (night) from 1.0x to 2x</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td></td>
<td></td>
<td>LCV (day) from 1.3x to 1.6x</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td></td>
<td></td>
<td>LCV (night) from 1.0x to 1.6x</td>
<td></td>
</tr>
<tr>
<td>2020</td>
<td></td>
<td></td>
<td>22 additional lane kms from project</td>
<td></td>
</tr>
<tr>
<td>2032</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2033</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2034</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2035</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Nine kilometre twin tunnels connecting the southern end of the M1 Pacific Highway to the Hills M2 Motorway at the Pennant Hills Road interchange

Upgrade works to the Hills M2 to integrate the NorthConnex project, providing 3.5 kilometres of additional lane (westbound) from the merge point of the M2 and NorthConnex to Windsor Rd

Construction underway. The project is due to be completed in 2019
NORTH CONNEX
PROJECT ECONOMICS

Capital costs & expenditure
$2.9b including $800m Government contribution directly

$105m Hills M2 integration works\(^1\)

Payments of $200m to State Gov\(^1\)

Truck toll multiplier and escalation
Westlink M7 from 1x to 3x over a two year period
Lane Cove Tunnel\(^1\) from 2x to 3x over a two year period\(^2\)

New tolls and concession
NorthConnex opening
Tolls aligned with M2 main toll point
Approximate 29-year concession to June 2048

Concession extension
LCT – 11.5 year concession extension to June 2048\(^1\)
Westlink M7 – 11.4 year concession extension to June 2048
Hills M2 2.1 year concession extension to June 2048\(^1\)

1. Ancillary funding agreed between Transurban and NSW Government.
2. Quarterly escalation rate for Lane Cove Tunnel trucks to move to the greater of CPI or one percent per quarter (currently CPI) after the high truck multiplier has been phased in.
WESTERN DISTRIBUTOR
MELBOURNE

OVERVIEW

→ Upgrading Cook Street and the West Gate Freeway to Bolte Bridge ramp, complementing port works already underway
→ 50% additional capacity by adding two lanes each way from M80 Ring Road to the Western Distributor tunnel portal
→ Tunnel and elevated motorway connecting the West Gate Fwy with the port, CityLink and the CBD
TRANSURBAN QUEENSLAND

AIRPORTLINK
• Sale process underway
• Operational efficiencies uniquely available to TQ consortium

TQ INTEGRATION
• Integration program on track
• Realising significant operational and financial benefits ~360 bps margin improvement since acquisition
• Further margin benefits expected from technology and O&M

GATEWAY UPGRADE NORTH
• TQ managing project on behalf of the Queensland Government
• D&C contractor appointed

LEGACY WAY
• Opened 25 June 2015
• Opened well relative to expectations

LOGAN MOTORWAY
• Actively exploring solutions to relieve bottlenecks
GATEWAY UPGRADE NORTH

OVERVIEW

→ Widening of 11km section of the highway
→ $1 billion project
→ Partnered with Queensland and Federal Government to deliver project on their behalf

2. The first discount toll period will run until 15 November 2015. From 16 November 2015 until 1 May 2016, the second discount period will run; the toll price for cars will be $3.90. From 2 May 2016, the full toll ($4.85) will apply.

<table>
<thead>
<tr>
<th>OPERATION</th>
<th>1ST QUARTER OF OPERATIONS</th>
</tr>
</thead>
<tbody>
<tr>
<td>LENGTH OF TUNNEL</td>
<td>4.6km</td>
</tr>
<tr>
<td>NUMBER OF LANES</td>
<td>4 (2 lanes each direction)</td>
</tr>
<tr>
<td>OPENING DATE¹</td>
<td>25 June 2015</td>
</tr>
<tr>
<td>TOLL PRICE (CARS)²</td>
<td>$3.00</td>
</tr>
<tr>
<td>ESCALATION</td>
<td>Brisbane CPI annually (1 July)</td>
</tr>
<tr>
<td>AVERAGE WORK DAY TRAFFIC</td>
<td>19,000</td>
</tr>
</tbody>
</table>

¹. Legacy Way opened to traffic on 25 June 2015.
². The first discount toll period will run until 15 November 2015. From 16 November 2015 until 1 May 2016, the second discount period will run; the toll price for cars will be $3.90. From 2 May 2016, the full toll ($4.85) will apply.
LEGACY WAY
NETWORK BENEFITS

Traffic uplift on AirportLink since opening of Legacy Way during discount toll period

Government to upgrade Kingsford Smith Drive, a free competing route for AirportLink

~10% increase in traffic since opening of Legacy Way during discount toll period
INVESTMENT DISCIPLINE
COMPARISON OF TCL AND VENDOR TRAFFIC FORECASTS

TCL APPROACH

- Commitment to accurate forecasting – alignment of interest as long-term operator
- Detailed network modelling enables rigorous assessment of key inputs
- Modelling underpinned by extensive range of variables
- Supported by a well-established and experienced in-house team of traffic modellers - TCL has a track record of producing accurate traffic forecasts to assess development opportunities

CLEM7 YEAR-ON-YEAR TRAFFIC GROWTH (AADT%)

- FY15 ACTUAL
- FY15 TCL INVESTMENT CASE
- FY15 VENDOR CORE (P50)\(^1\) ESTIMATE

CLEM7 long term vendor forecast
~34% higher than TCL

CCT long term vendor forecast
~29% higher than TCL

1. P50 case assumes 50% probability of meeting or exceeding forecast.
POSITIONING FOR THE FUTURE
SIGNIFICANT OPPORTUNITIES EMERGING THROUGH TECHNOLOGY

TECHNOLOGY

→ Road network pricing opportunities
→ Efficient road network operations
→ Optimised traffic management
→ Expanded customer interfaces
<table>
<thead>
<tr>
<th>Technology</th>
<th>Introduced</th>
<th>Current State in Australia – Critical Mass</th>
</tr>
</thead>
<tbody>
<tr>
<td>GPS</td>
<td>2000: personal GPS products launched</td>
<td>18.5 million GPS-enabled smartphones in use</td>
</tr>
<tr>
<td><strong>ON BOARD DIAGNOSTIC (OBD) CONNECTOR</strong></td>
<td>2007: OBD connector mandated as standard for Australian vehicles</td>
<td>60% of vehicle fleet have an OBD connector</td>
</tr>
<tr>
<td><strong>TELEMATICS DEVICE</strong></td>
<td>2000: $2,000 per device</td>
<td>$350 per device (medium price)</td>
</tr>
<tr>
<td><strong>FAST MOBILE DATA</strong></td>
<td>1991: 2G data (9.6kbp/s) introduced in Australia</td>
<td>4G data network rolled out (100 mbp/s)</td>
</tr>
</tbody>
</table>
1,200 participants across the Greater Melbourne area

- **Distance-based per kilometre charge**: 10 cents per km
- **Price per trip**: $1.30 per trip
- **Monthly charge for a set number of kilometres**: $100 for 1,000km
QUESTIONS
SCOTT CHARLTON