

asx release

29 March 2012

Investor Presentation

Please find attached a presentation which will be provided at a Transurban investor day today.

A recording of this presentation will be uploaded to the Transurban website www.transurban.com following completion of the presentation.



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Classification **Public**

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TRANSURBAN 2012 INVESTOR DAY

29 MARCH 2012

DISCLAIMER AND BASIS OF PREPARATION

This publication is prepared by the Transurban Group comprising Transurban Holdings Limited (ACN 098 143 429), Transurban Holding Trust (ARSN 098 807 419) and Transurban International Limited (ACN 121 746 825). The responsible entity of Transurban Holding Trust is Transurban Infrastructure Management Limited (ACN 098 147 678) (AFSL 246 585).

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Basis of preparation

This document includes presentation of results on a statutory as well as non-statutory basis. The non-statutory basis includes the Proportional Results and Free Cash.

Proportional results

The Proportional result is the aggregation of the results from each asset multiplied by Transurban's percentage ownership as well as contribution from central group functions. Proportional earnings before interest, tax, depreciation and amortisation (EBITDA) is one of the primary measures that the Board uses to assess the operating performance of Transurban, with an aim to maintain a focus on operating results and associated cash generation. It reflects the contribution from individual assets to Transurban's operating performance and permits a meaningful analysis of the underlying performance of Transurban's assets.

The EBITDA calculation from the statutory accounts would not include the EBITDA contribution of the M5, M7 or DRIVe (equity accounted in the statutory results), which are meaningful contributors to Transurban's performance.

Proportional EBITDA is reconciled to the statutory income statement on slides 42 to 48.

Free cash

Free cash is the primary measure used to assess cash generation in the Group. The free cash represents the cash available for distribution to securityholders.

Free cash is calculated as statutory cash flow from operating activities from 100% owned subsidiaries plus dividends received from less than 100% owned subsidiaries and equity accounted investments. An allowance is deducted for the estimated annualised maintenance capital expenditure (including tags) for 100% owned subsidiaries for their remaining concession life.

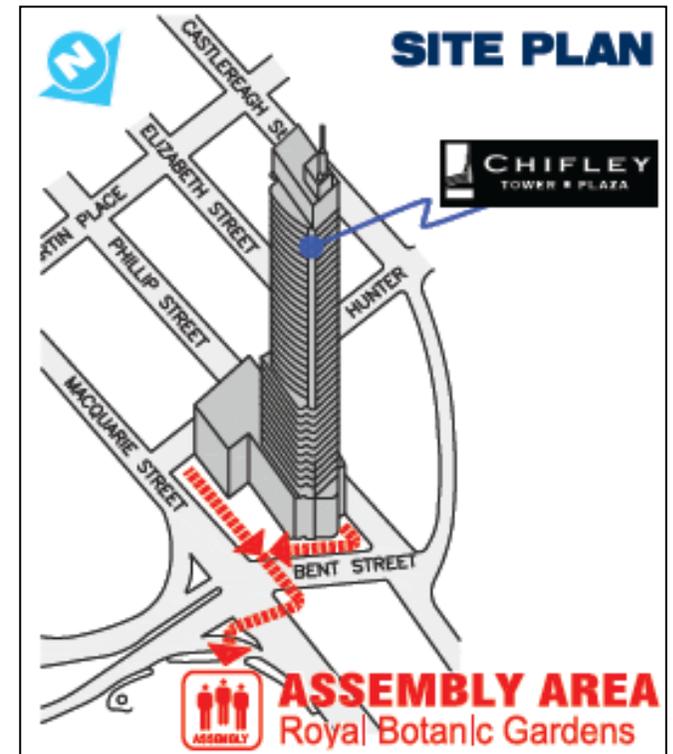
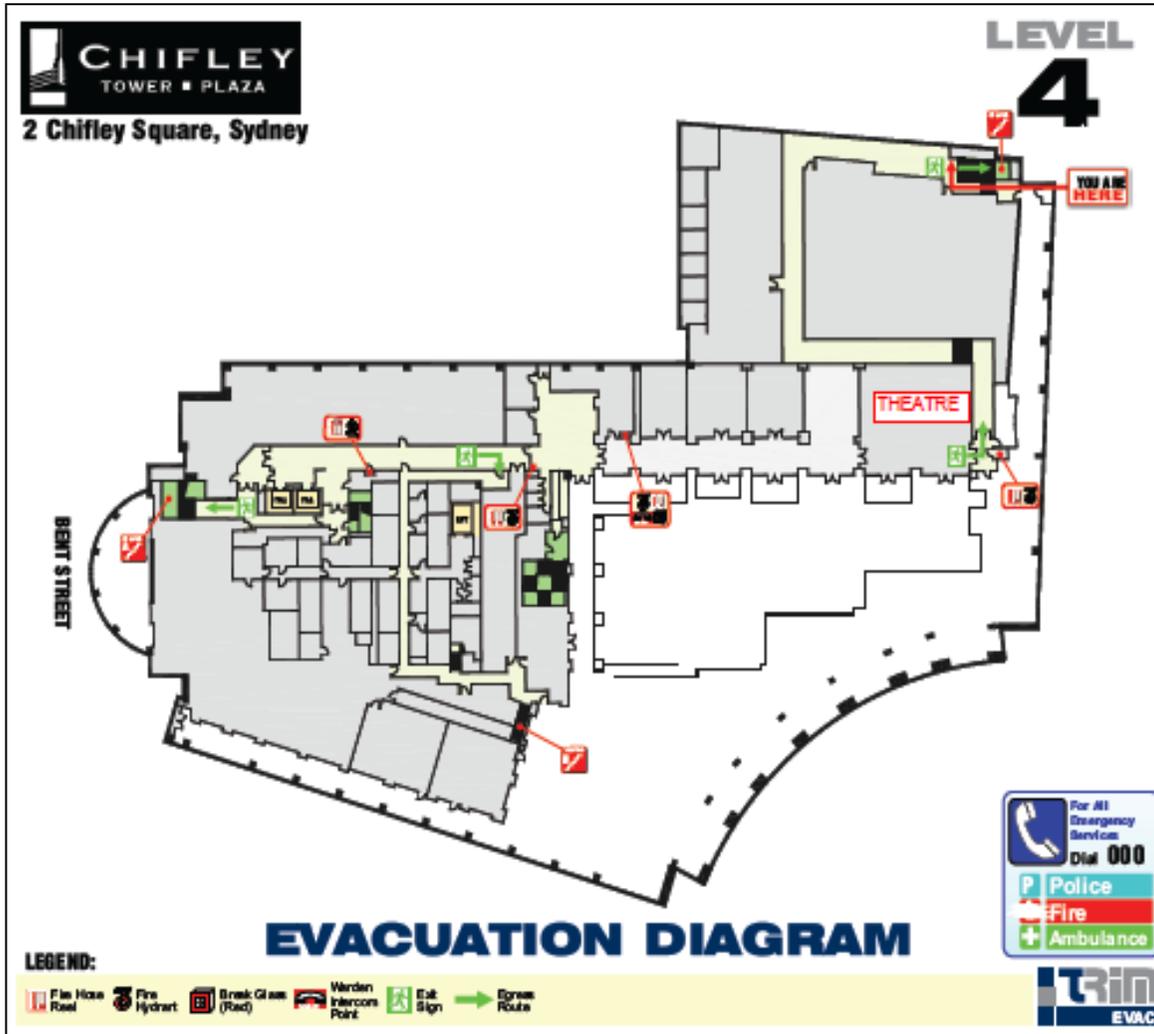
Free cash is reconciled to operating cash flows on slide 41.

These non-statutory measures are calculated from information extracted from Transurban's interim financial statements which contain a review opinion by the Group's auditors.

INTRODUCTION

**WESLEY BALLANTINE – GENERAL MANAGER INVESTOR RELATIONS,
MEDIA & GOVERNMENT**

EVACUATION PLAN



AGENDA

TIME	PRESENTATION	SPEAKER
9.30am	Welcome and safety	Wesley Ballantine, General Manager Investor Relations, Media & Government
9.35am	Overview	Chris Lynch, Chief Executive Officer
9.45am	Victoria	Elizabeth Mildwater, Group General Manager Victoria
10.15am	NSW	Andrew Head, Group General Manager NSW
10.45am	Break	
11.15am	USA	Ken Daley, President International Development Michael Kulper, President North America
Midday	Lunch	
1pm	M2 tour <i>OR</i>	
1pm	Break out session: corporate structure discussion	Michael Burnett, General Manager Finance Cristina Wolters, Head of Taxation Richard Hills, Assistant Treasurer
1.45pm	Break out session: HOT lanes modelling	Ken Daley, President International Development John Mundy, General Manager Traffic Services

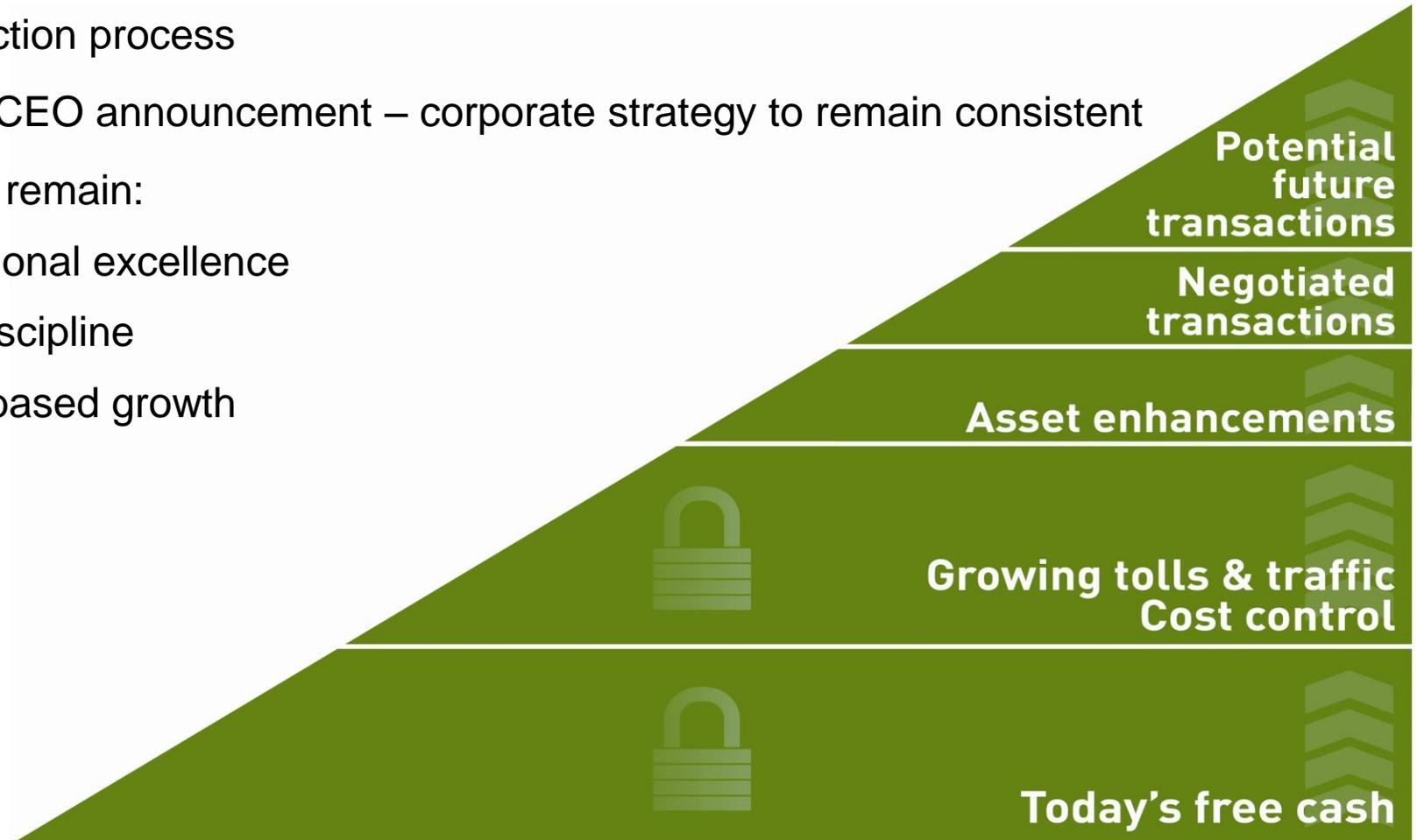
OVERVIEW

CHRIS LYNCH – CHIEF EXECUTIVE OFFICER



CORPORATE OVERVIEW

- CEO selection process
- Post new CEO announcement – corporate strategy to remain consistent
- Focus will remain:
 - operational excellence
 - cost discipline
 - value based growth



DIFFICULT OPERATING ENVIRONMENT

- Weather impacts
 - Sydney has had wettest January, coolest February in a decade
 - Fewer trips (discretionary travel, construction), more accidents
- Construction impacts
 - M2 impacts higher than expected and adjoining assets also affected
 - CityLink impacted in first half
- Signs of economic impacts

Full year distribution guidance confirmed – at least 29 cents per security in FY12

VICTORIA

ELIZABETH MILDWATER – GROUP GENERAL MANAGER VICTORIA



AGENDA

1. Safety
2. CityLink overview
3. Performance
4. Tolling developments
5. Infrastructure activities
6. Development activities



SAFETY

RED X CAMPAIGN

Continued emphasis on ensuring compliance with the Red X lane use signals



Look up – Look ahead

New signs above the traffic lanes on sections of the M1 are designed to improve traffic flow and increase safety. Lanes are closed to protect the safety of people in or responding to emergencies, and people working on the road. So driving in a closed lane could put someone at risk.

It is also an offence under regulations 92 and 152 to disobey the overhead lane control devices, with a potential fine (currently) of up to \$1,194.50. For all these reasons, we encourage you to obey the overhead signs and have a safe journey.



Signal meanings

-  A red X means a lane is closed. You must not drive in a lane that has been closed by a red cross.
-  Speed limits change to respond to incidents or congestion on the freeway. They also indicate the point where a closed lane is reopened. When travelling next to a closed lane, you need to pass this sign before entering the lane.
-  When an incident occurs, arrows direct drivers to change into designated lanes. If necessary, arrows can direct drivers to exit the freeway.

CityLink
Linking Melbourne

CityLink is a trade mark of Transurban Limited, ABN 96 098 143 410.

Travel safely on CityLink

Breakdowns on freeways and in tunnels can severely disrupt traffic and be a safety hazard.

Vehicle Checklist

- Keep your vehicle well maintained, e.g. oil and coolant.
- Don't drive on freeways and in tunnels when you are very low on fuel.
- Ensure you have a correctly inflated spare tyre.
- Secure your load.
- Obey road signs, including the overhead lane signs.

When driving in the tunnels remember to:

- Turn on your headlights and radio.
 - Avoid changing lanes.
 - Make sure your load height is under 4.65m.
 - Don't carry dangerous goods (Goods required by law to display Dangerous Goods Placards).
- In a tunnel evacuation, follow the running man symbols and flashing lights to a safe exit point.

If you breakdown on CityLink you should:

1. Try to stop in a breakdown lane or bay, or in a right or left hand lane.
2. Switch on your hazard lights.
3. Stay calm; an incident response unit will be there soon.
4. Remain in your vehicle unless there's a fire or, in the tunnel, the control room asks you to evacuate.
5. If you do have to get out, watch carefully for other traffic and move to a walkway or in front of your vehicle. Never stand behind your vehicle.

If you see a traffic hazard on CityLink at any time, phone 13 26 29.

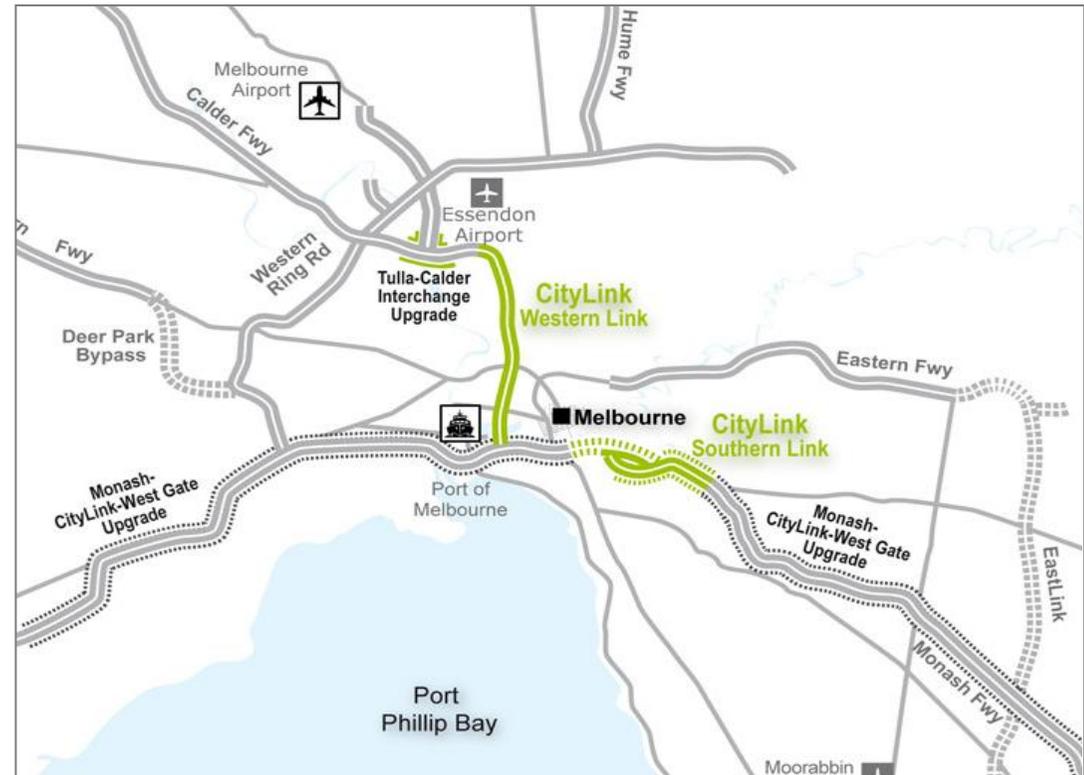
Keep these tips in your car and have a safe trip.



CITYLINK OVERVIEW

CRITICAL INFRASTRUCTURE FOR MELBOURNE

- 22km motorway
- Two state-of-the-art tunnels - each with three lanes
- Fully opened December 2000
- Concession until 2034
- 100% electronically tolled
- Key facts (first half FY 2012):
 - Over one million customer accounts
 - Average daily transactions of 767,343
 - More than \$1.25m toll revenue daily
 - Approximately 10% of total traffic from heavy vehicles



VICTORIA P&L RESULTS

FIRST HALF FY 2012 RESULTS HIGHLIGHTS – P&L AND TRAFFIC

HIGHLIGHTS

	31 DEC 11
Traffic	
Traffic growth (half year)	2.3%
Traffic growth (second quarter)	1.1%
Toll revenue	
Toll revenue growth (half year)	8.0%
EBITDA	
EBITDA growth (half year)	10.3%

PROFIT AND LOSS

	31 DEC 11 (\$m)	31 DEC 10 (\$m)	% CHANGE
Revenue			
Toll revenue	235.4	217.9	8.0%
Fee and other revenue	21.2	20.4	3.9%
Total revenue	256.6	238.3	7.7%
Total cost	(49.7)	(50.8)	(2.2%)
EBITDA	206.9	187.5	10.3%
EBITDA margin	87.9%	86.0%	

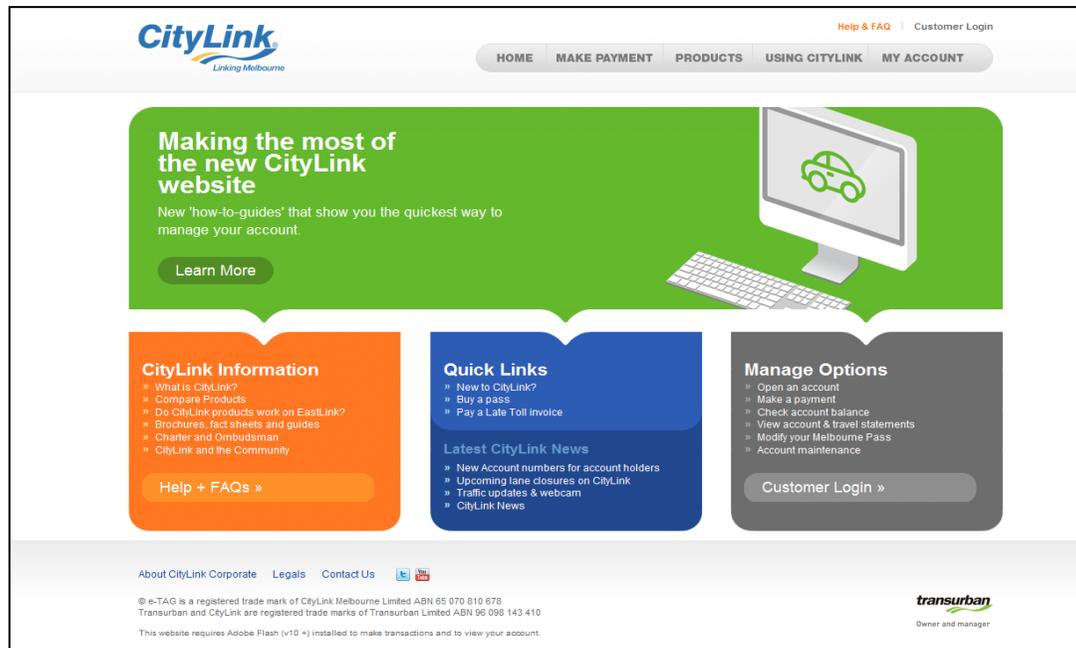
- Q2 traffic impacted by major resurfacing works on Western Link
- Improvements in revenue collection evident in toll revenue growth versus traffic growth

TOLLING DEVELOPMENTS

- In December 2011 GLIDe went live on CityLink
- First major tolling upgrade since CityLink opened in 2000



THE NEW CITYLINK WEBSITE



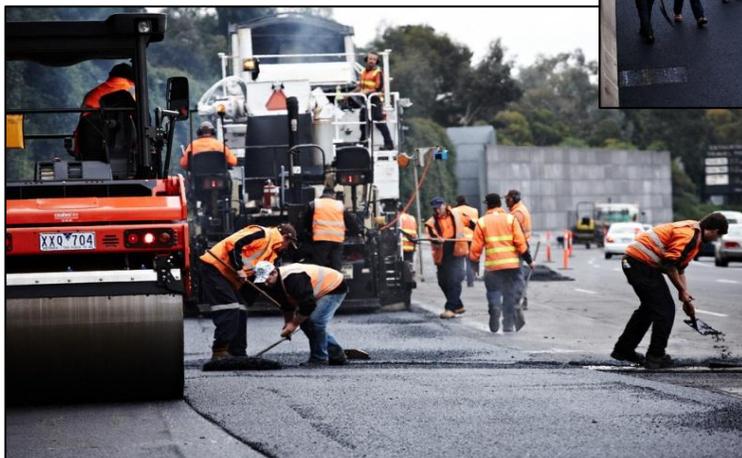
The screenshot shows the CityLink website homepage. At the top left is the CityLink logo with the tagline 'Linking Melbourne'. To the right of the logo is a navigation menu with links for 'HOME', 'MAKE PAYMENT', 'PRODUCTS', 'USING CITYLINK', and 'MY ACCOUNT'. Further right are links for 'Help & FAQ' and 'Customer Login'. The main content area features a large green banner with the text 'Making the most of the new CityLink website' and 'New 'how-to-guides' that show you the quickest way to manage your account.' Below this banner is a 'Learn More' button. Underneath the banner are three columns of content: 'CityLink Information' with links to 'What is CityLink?', 'Compare Products', 'Do CityLink products work on EastLink?', 'Brochures, fact sheets and guides', 'Charter and Ombudsman', and 'CityLink and the Community'; 'Quick Links' with links to 'New to CityLink?', 'Buy a pass', and 'Pay a Late Toll Invoice'; and 'Manage Options' with links to 'Open an account', 'Make a payment', 'Check account balance', 'View account & travel statements', 'Modify your Melbourne Pass', and 'Account maintenance'. A 'Customer Login' button is also present. At the bottom of the page, there is a footer with links for 'About CityLink Corporate', 'Legals', and 'Contact Us', along with social media icons for YouTube and Facebook. The footer also contains copyright information and a note that the website requires Adobe Flash.

- Allows commercial and retail customers to easily manage accounts online
- Since GLIDe go-live, and the associated improvements to the website, purchases of 'passes' (e.g. day passes) on the website have increased 12.8%
- There has been a 21.4% increase in website visits
- Introduced payment functionality for iPad and iPhone users

INFRASTRUCTURE ACTIVITIES

MAJOR RESURFACING WORKS UNDERTAKEN

- First major Western Link resurfacing since 2000
- Reduced noise levels in surrounding areas
- Smoother driving experience



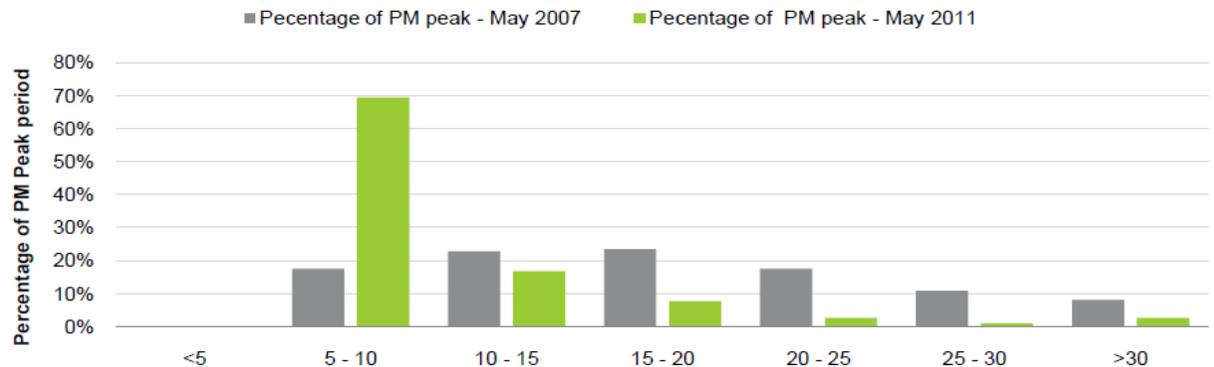
- 325,000 square metres resurfaced (since April 2011)
- Completed safely around 'live' traffic – minimise disruption

INFRASTRUCTURE ACTIVITIES

SOUTHERN LINK DEMOBILISATION COMPLETE

MARCH 2012 – DEMOBILISATION OF THE SOUTHERN LINK PROJECT SITE WAS COMPLETED

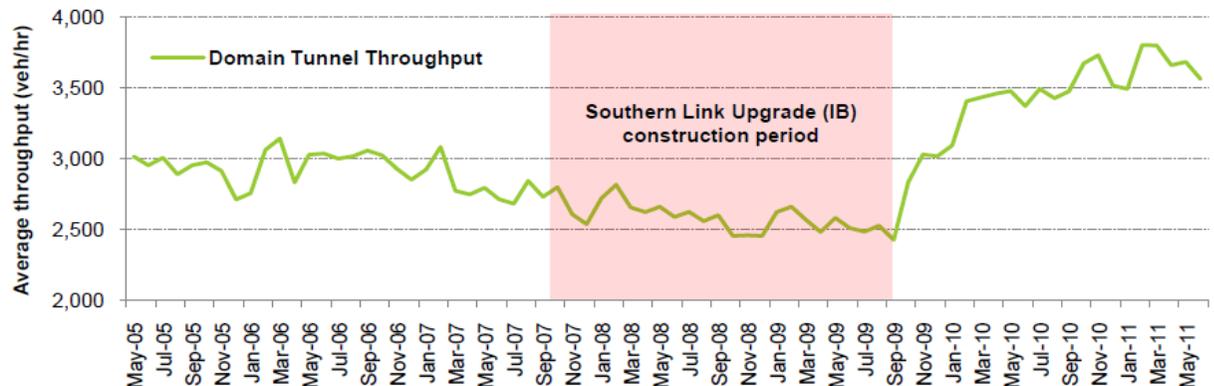
IMPROVEMENTS IN RELIABILITY OF TRAVEL TIME



Toorak Road to Bolte Bridge workday travel times – PM peak

- Improved reliability – greater confidence in reduced travel times when compared to 2007

AVERAGE WORKDAY PM PEAK DOMAIN TUNNEL THROUGHPUT



- Over 20% increase in average Domain tunnel throughput since construction completion

DEVELOPMENT ACTIVITIES

WESTERN LINK CONGESTION EVIDENT

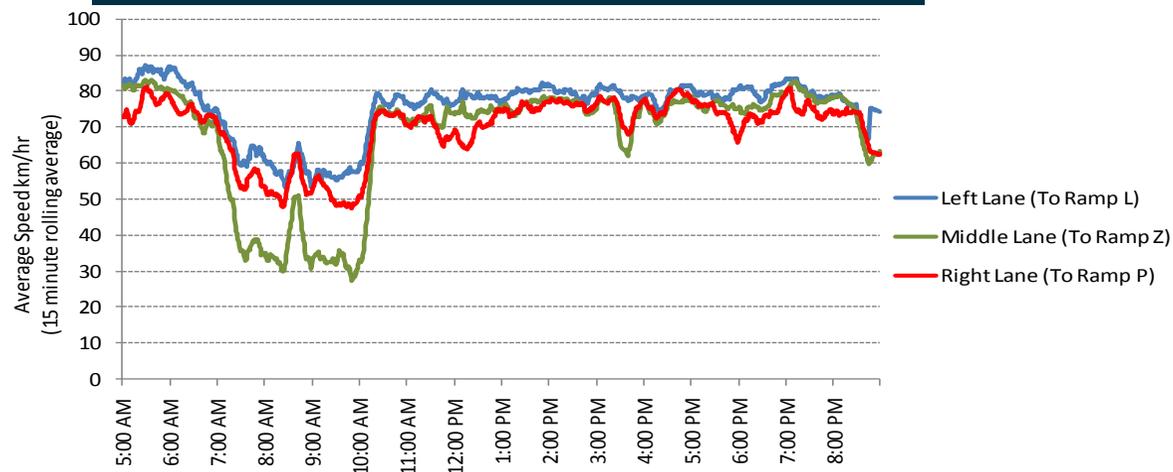
ADT GROWTH – FIRST HALF FY12 VERSUS FY11

	% Increase
Western Link inbound	0.0%
• Moreland Road toll point	(0.8%)
• Racecourse Road toll point	0.3%
• Bolte Bridge toll point	0.8%
Western Link outbound	2.0%
Domain tunnel	5.2%
Burnley tunnel	3.2%
Southern Link inbound (excl. Domain Tunnel)	4.0%
Southern Link outbound (excl. Domain Tunnel)	1.7%

RAMP Z QUEUE – AM PEAK



AVERAGE SPEED ON BOLTE BRIDGE SOUTHBOUND LANES



DEVELOPMENT ACTIVITIES

WHAT CAN WE DO ABOUT IT?

VARIABLE SPEED LIMITS



- Reduce the speed differential between lanes on Bolte Bridge – safety issue
- Control the flow of traffic inbound on Western Link and Bolte Bridge – improve throughput

ALTERNATIVE POWER STREET EXIT

- Currently Power Street (exit to the CBD) can only be accessed by Ramp Z
- Looking at the option of exiting via Ramp L as well as Ramp Z to help ease congestion

FREEWAY MANAGEMENT SYSTEM



Including:

- Variable speed limit signs (VSLS)
- Ramp metering
- Variable message signs
- Lane use management signals

RELATED NETWORK DEVELOPMENT

OTHER THINGS TO CONSIDER

- Victorian Government number one road priority is the East-West Link project
- Significant for Melbourne

"The new East-West Link is a once-in-a-generation project that would transform the way people move around Melbourne in a way not seen since CityLink and the City Rail Loop were constructed."

Premier Ted Baillieu, Media Release 17 November 2011.

Coalition Government announces priority infrastructure projects for Victoria.

CONCLUSION

CONTINUED STRONG PERFORMANCE WITH 10.3% EBITDA GROWTH

Tolling developments

- In December GLiDe went live and is performing as expected – first major toll upgrade since CityLink started

Infrastructure activities

- Major resurfacing activities on Western Link completed successfully
- Continually looking for ways to improve asset performance and reduce costs, e.g. LED lights on Red sticks

Development activities

- Western Link is our main focus now that Southern Link is complete



THIS COMING SUNDAY...

RUN FOR THE KIDS



transurban



NSW

ANDREW HEAD – GROUP GENERAL MANAGER NSW



AGENDA

1. NSW overview
2. Safety
3. Performance
4. M2 Upgrade
5. M5 Widening
6. M7 – Erskine Park Link Road
7. Other enhancement projects

NSW OVERVIEW

OWNERSHIP AND CONTROL

Toll road assets	Ownership interest	Board seats	TCL managed
Hills M2	100%	N/A	✓
Lane Cove Tunnel	100%	N/A	✓
M1 Eastern Distributor	75.1%	3 out of 4 (and Chair)	✓
Westlink M7	50%	2 out of 4	
M5	50%	2 out of 5 (and Chair)	

Tolling brands	Preferred tolling provider
Roam	Westlink M7
Roam Express	Hills M2 and Lane Cove Motorways, ED
E-way (50%)	M5, ED (tags only)

SAFETY

- M2 Upgrade reached almost 1,800,000 hours (**Jan 2011 – Feb 2012**) with lost time injuries totalling three for the project
- LCT-MRE and ED sites incorporated into TU AS4801 accreditation (Oct 2011)
- Ongoing due diligence and audit of safety system



NSW P&L RESULTS

FIRST HALF 2012 RESULTS HIGHLIGHTS – P&L AND TRAFFIC

TRAFFIC AND REVENUE GROWTH

31 DEC 11	TRAFFIC GROWTH (%)	TOLL REVENUE GROWTH (%)
Traffic and revenue growth		
Hills M2	(4.6%)	(2.2%)
Lane Cove Tunnel ⁽¹⁾	(0.2%)	32.3% ⁽¹⁾
M1 Eastern Distributor	0.8%	0.5%
Westlink M7	1.9%	4.9%
M5	0.7%	3.1%

PROFIT AND LOSS

	31 DEC 11 (\$M)	31 DEC 10 (\$M)	% CHANGE
Revenue			
Toll revenue	233.1	223.3 ⁽¹⁾	4.4%
Fee and other revenue	17.0	17.7	(4.0%)
Total revenue	250.1	241.0	3.8%
Total cost	(60.9)	(58.5)	(4.1%)
EBITDA	189.2	182.5	3.7%
EBITDA margin	81.2%	81.7%	

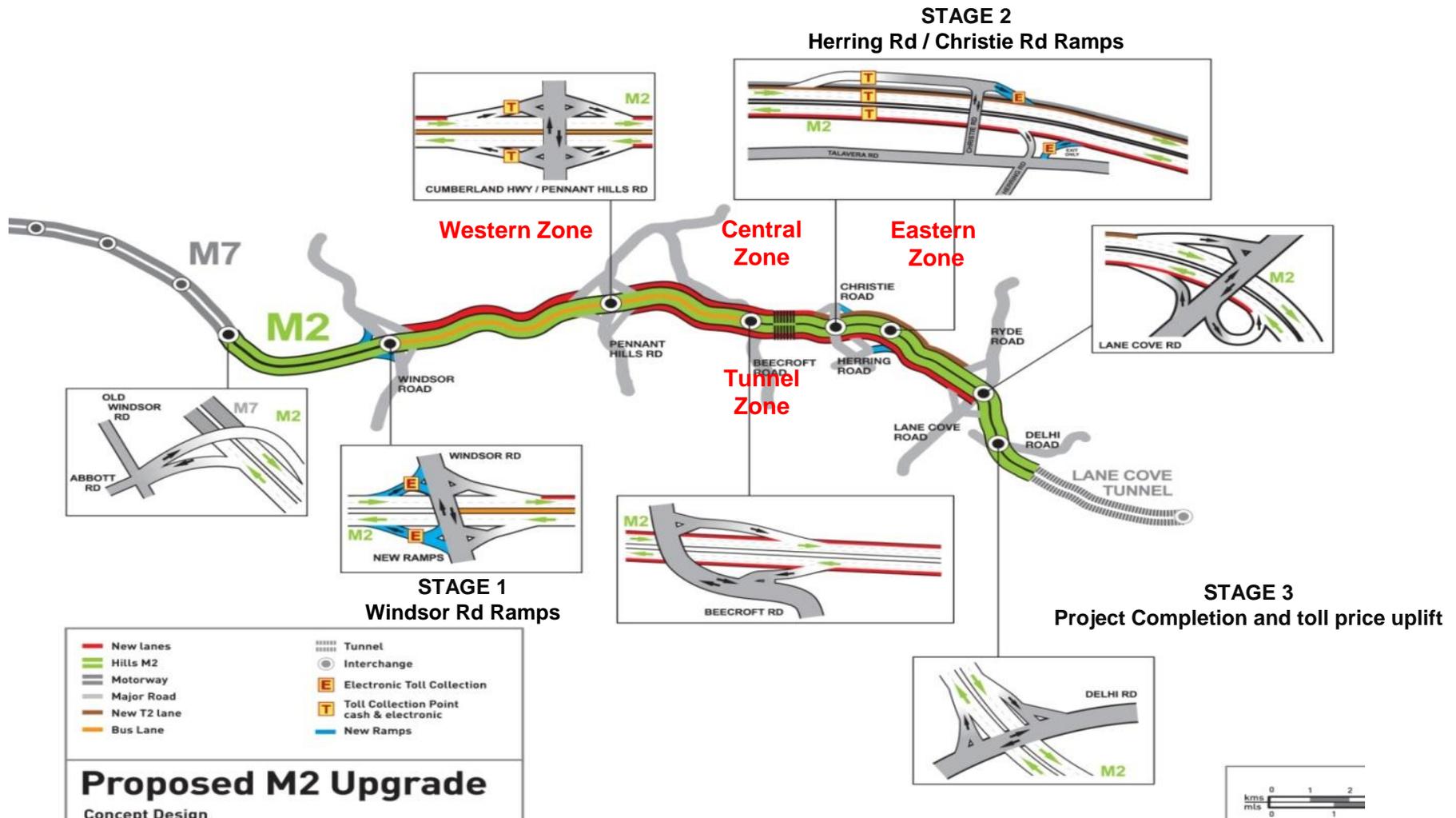
- Revenue growth despite challenges
- M2 Upgrade on schedule
- M5 Widening Term Sheet signed
- Operational enhancements implemented

NSW P&L data represents the results for the NSW segment and includes the contribution of Hills M2, Lane Cove Tunnel, M1 Eastern Distributor, M4 (comparative period only), M5, M7, Roam and Tollaust – proportional to Transurban ownership.

1. Contribution from Lane Cove Tunnel in prior comparative period is 10 August 2010 (date Transurban took ownership) until 31 December.

M2 UPGRADE

SCOPE OF WORKS

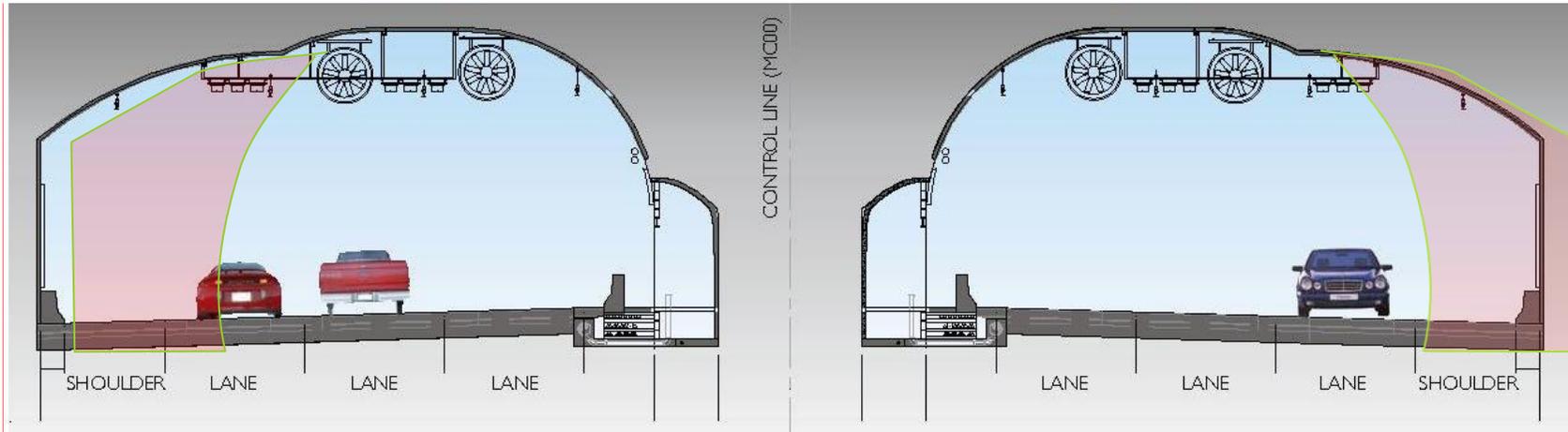


WINDSOR ROAD RAMPS

- New ramp tolls (2009 levels) – \$1.67 (cars) and \$5.02 (trucks)
- There is currently a large distance (12km) between west facing access points to the Orbital
- Additional revenue for Westlink M7 expected from longer trip lengths



NORFOLK TUNNEL



- Hawkesbury sandstone supported by steel rock bolts and fibrecrete
- Westbound interim widening - three narrow lanes, no breakdown lane, reduced speed limits.
- M2 Upgrade includes: widening to provide three lanes and shoulder, systems upgrade (including lighting to current Australian Standard)



RAMPS SERVICING MACQUARIE PARK

- Herring Road and Christie Road ramps
- New ramp tolls (2009 levels) – \$2.37 (cars) and \$7.08 (trucks)
- Strong employment growth over last decade
- Significant expansion plans for Macquarie University and Macquarie Shopping Centre



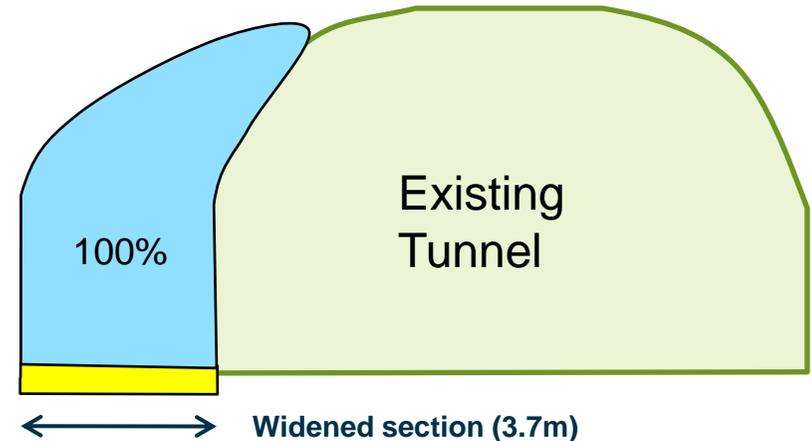
M2 UPGRADE

CONSTRUCTION PROGRESS – 60% COMPLETE

EASTBOUND TUNNEL PROGRESS



Eastbound Tube excavation 100% complete (work underway on the pavement excavation)



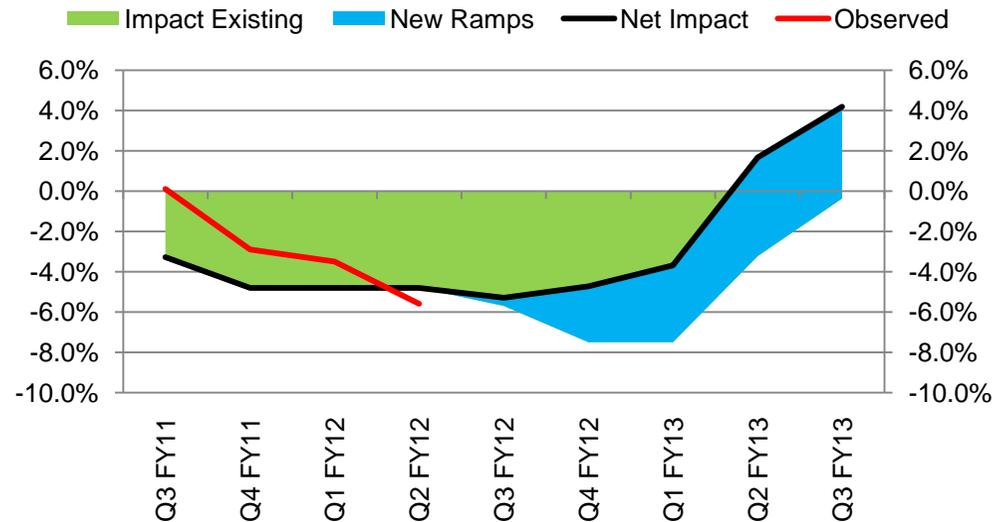
WORKS (INDICATIVE TIMING)

Previous Guidance	FY11 H2	FY12 H1	FY12 H2	FY13 H1	FY13 H2	
Stage 1 Windsor Rd Ramps			Open	As per previous guidance		
Stage 2 - Herring Rd/ Christie Rd Ramps				Open	As per previous guidance	
Stage 3 Other Zones					Open	As per previous guidance Second half FY13

M2 UPGRADE

TRAFFIC IMPACTS

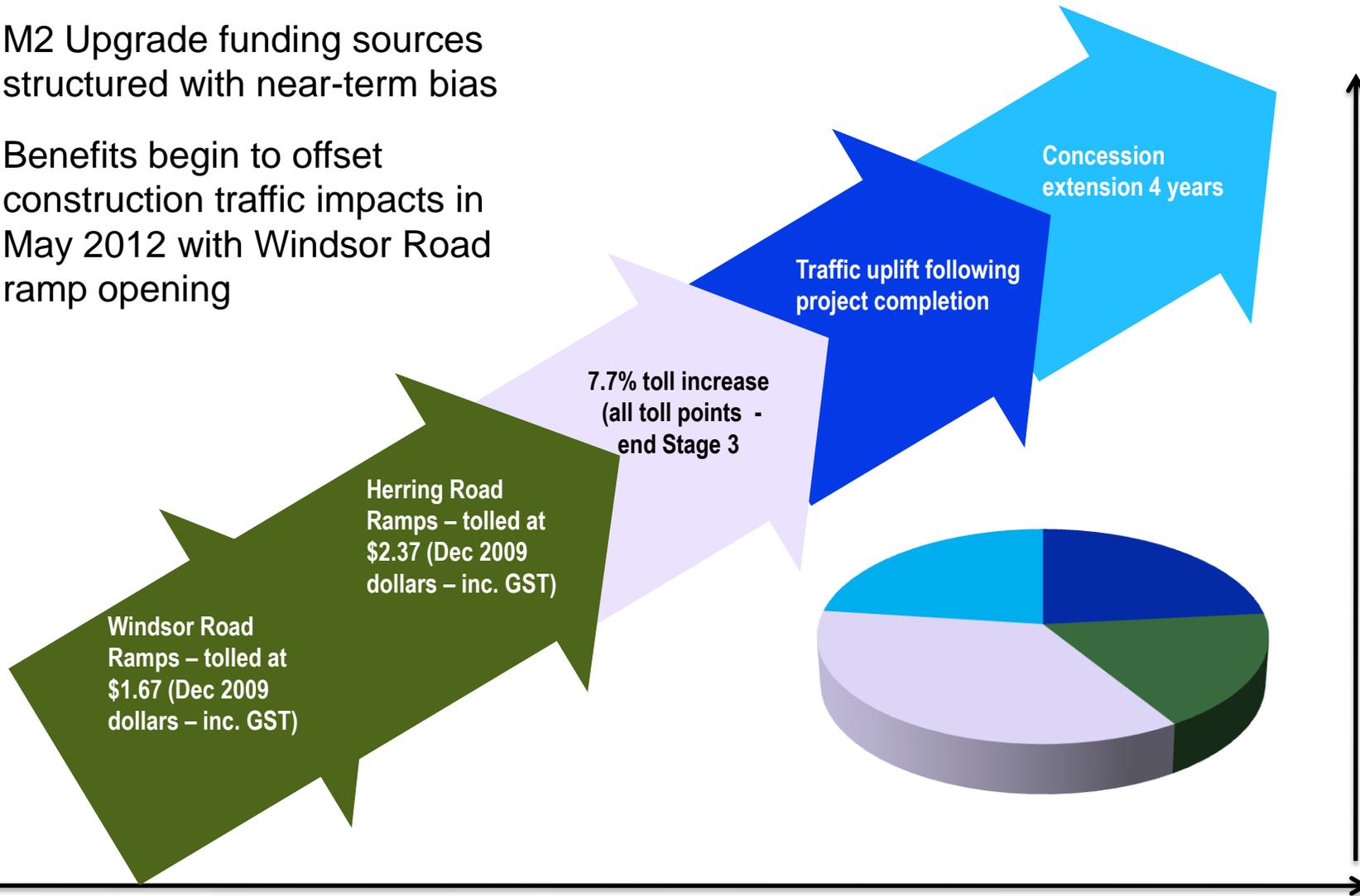
- Sluggish economy, wet weather and higher than expected sensitivity to construction disturbance
- Higher traffic diversion in recent months
- Continuing impact on Lane Cove Tunnel and Westlink M7
- Traffic benefits from Windsor Road ramps will start to offset these impacts in May 2012



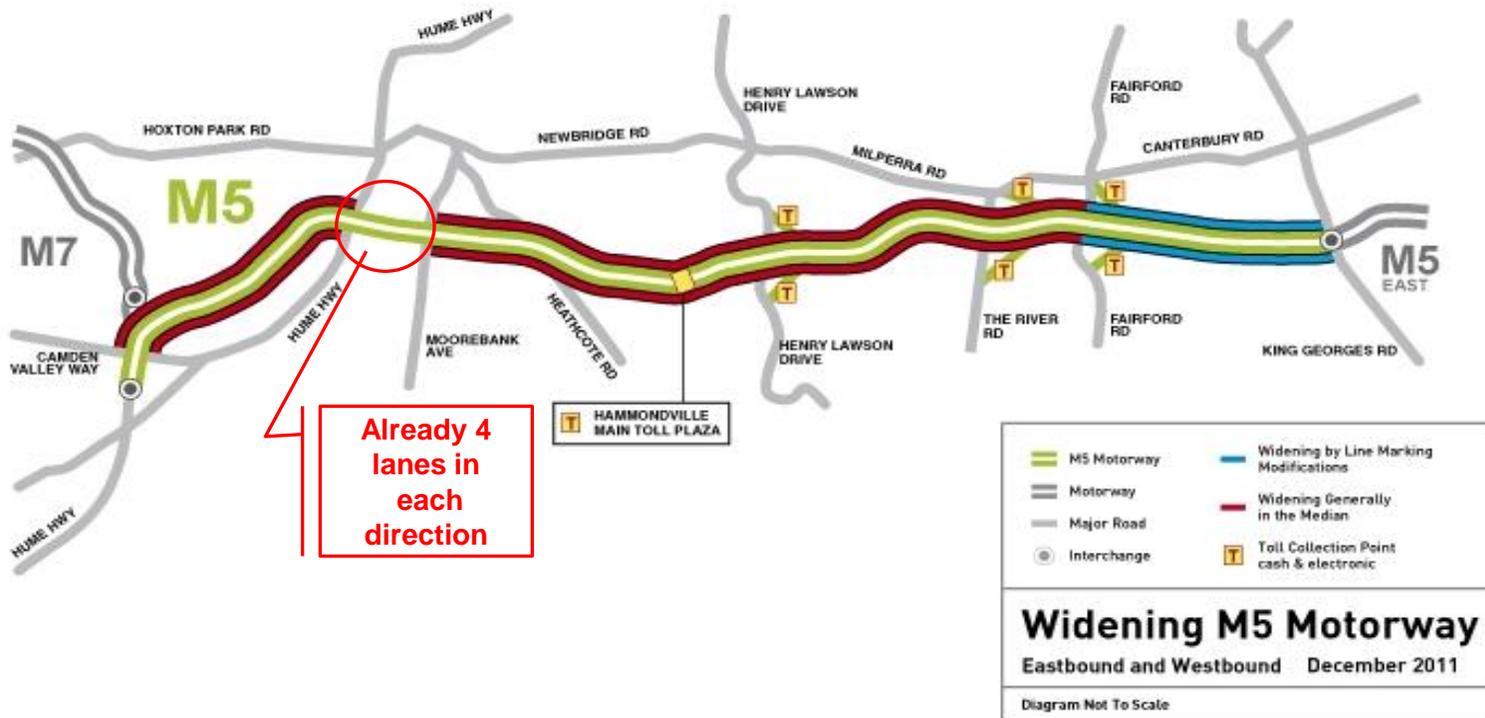
M2 UPGRADE

PROJECT BENEFITS

- M2 Upgrade funding sources structured with near-term bias
- Benefits begin to offset construction traffic impacts in May 2012 with Windsor Road ramp opening



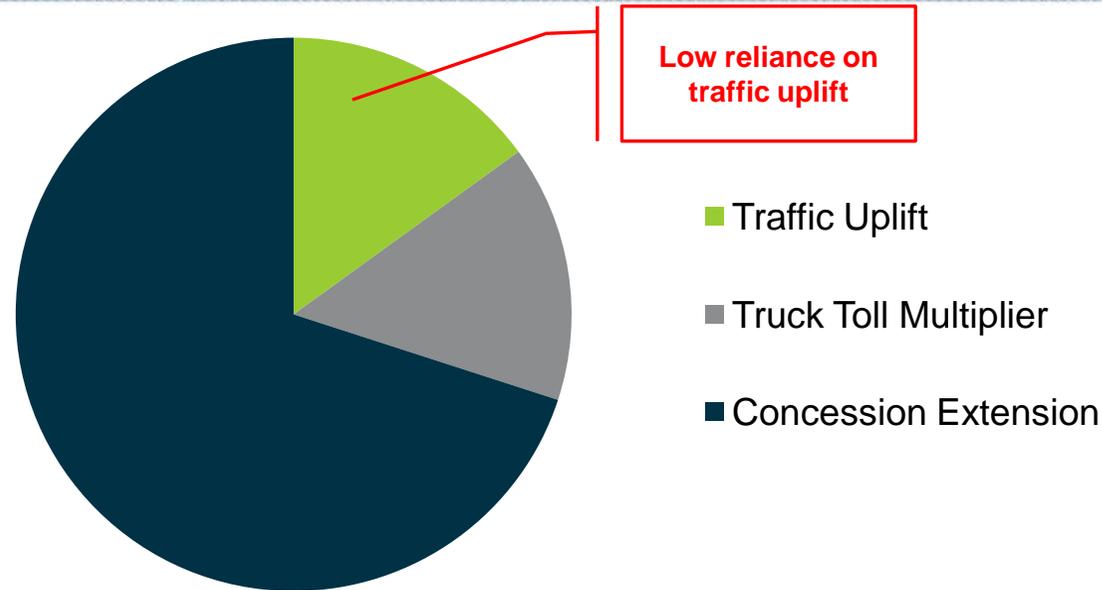
M5 WIDENING PROJECT OVERVIEW



- Approximately \$400 million project (\$50m funded directly by NSW Government)
- Interlink component funding 60:40 (debt:equity)
- Additional lane to provide a minimum three lanes in each direction
- Construction expected to commence early FY13 and complete in mid-FY15

M5 WIDENING

FUNDING SOURCES

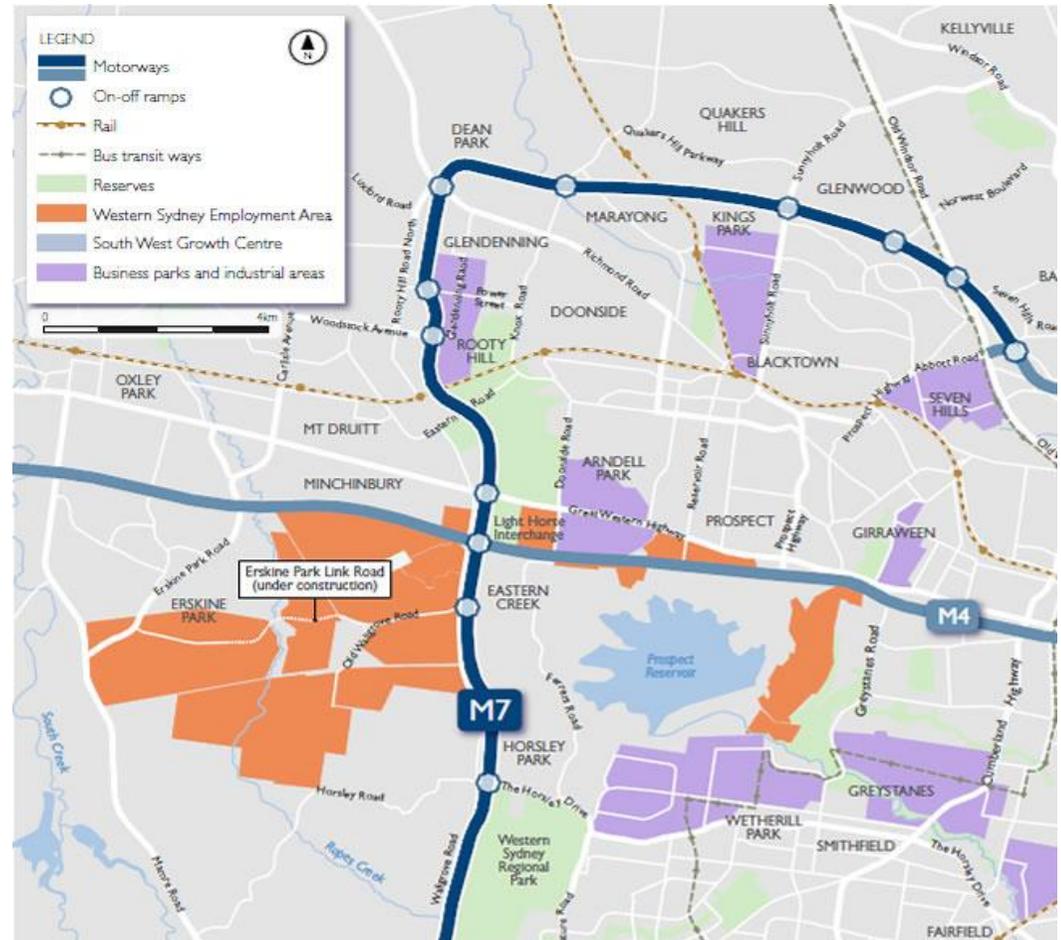


- Traffic uplift (from additional capacity)
- Approximately 50% of M5 users also use the M5 East
- 3.3 year concession extension - from August 2023 to December 2026
- Higher truck toll multiplier – increases from 2.2x to 3.0x (graduated over eight quarters)
- Final documentation with Government and contractor on track for June 2012 financial close

WESTLINK M7

ERSKINE PARK LINK ROAD

- Work has commenced on the Erskine Park Link Road – a \$55m project funded by NSW Government
- Will provide a vital link between the Western Sydney Employment Area (WSEA) and the M7 and M4 motorways
- Expected to be completed in 2013
- A key step in enabling the WSEA to accommodate the targeted 40,000 jobs for the region



Source: NSW Roads and Maritime Services

O&M ENHANCEMENTS

CASHLESS TOLLING

Hills M2

- Reduction in cash percentage to less than 5% since M2 negotiations
- Implemented on 30 January 2012
- Cost savings to M2 Upgrade project and ongoing O&M savings

Eastern Distributor

- Implemented at the same time as M2
- Less than 3% cash at time of implementation
- Smaller project (only one cash booth and coin machine to decommission)
- Ongoing O&M savings



O&M ENHANCEMENTS

VEHICLE FINGERPRINTING

- Vehicle fingerprinting
 - Automation of image processing has increased from 45% to 85%
 - Improved accuracy
- Call centre optimisation project

IMAGE EXTRACTION FEATURE



O&M ENHANCEMENTS

LCT- M2 O&M CONTRACT TENDER

- Increased operational efficiency
- Procurement of combined O&M services (competitive tender)
- New contracts will seek to unlock economies of scale across the two 100% Transurban owned assets
 - EOI held late 2011 – six respondents submitted and outlined intention to bid
 - Tender on track to open in quarter 4 FY12
 - New contracts expected by end of 2012 enabling transition post completion of M2 Upgrade



transurban

The logo features a stylized graphic element below the text. It consists of two parallel, curved lines that sweep upwards from left to right, resembling a stylized wave or a road. The top line is a vibrant lime green, while the bottom line is a slightly darker shade of green. The lines are thick and have a soft, rounded appearance.

495 EXPRESS LANES PROJECT UPDATE

KEN DALEY – PRESIDENT INTERNATIONAL DEVELOPMENT



SAFETY FOCUS

- Award-winning Transurban safety campaign - *Orange Cones, No Phones*: surveys show a drop in distracted driving
- Fluor Lane safety record is excellent
 - Over seven million man hours worked with two lost time injuries
 - Three million man hours worked since last lost time injury
 - Safety culture across the project
- Vehicle incidents within the work zone low for difficult environment
- Expected to improve as relocation of General Purpose Lanes and bridge works come to a close

INJURIES

	Industry	Fluor-Lane
Recordable	4.70	0.78
Lost time	1.70	0.06



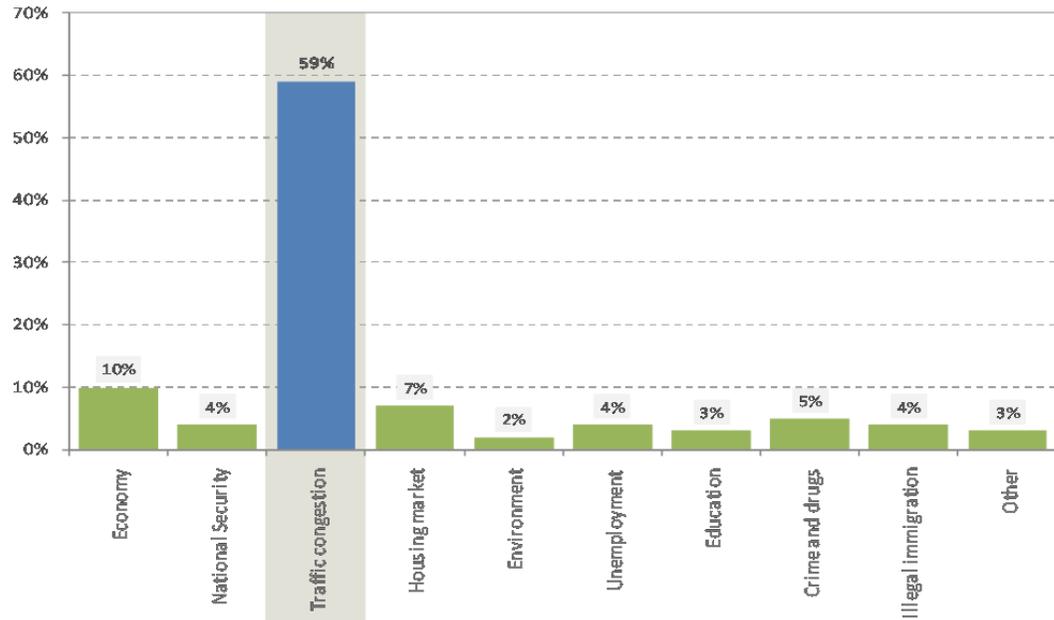
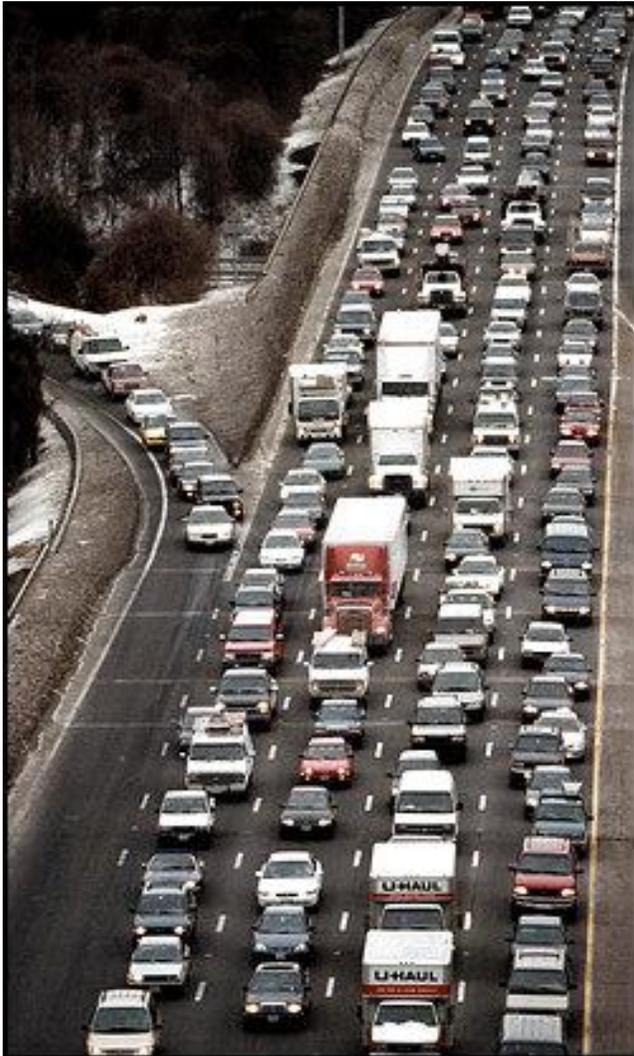
CAPITAL BELTWAY HOT LANES SUMMARY

- 14 miles of High Occupancy Toll (HOT) lanes on Capital Beltway in Virginia
- 75 year concession post construction
- No Termination for Convenience
- Dynamic system with variable tolls to maintain free flow traffic conditions
- No charge for HOV-3+ and transit
- Excessive HOV use protection
- State and discriminatory law change protection
- HOT lanes provide direct access to Tysons Corner (north & south)

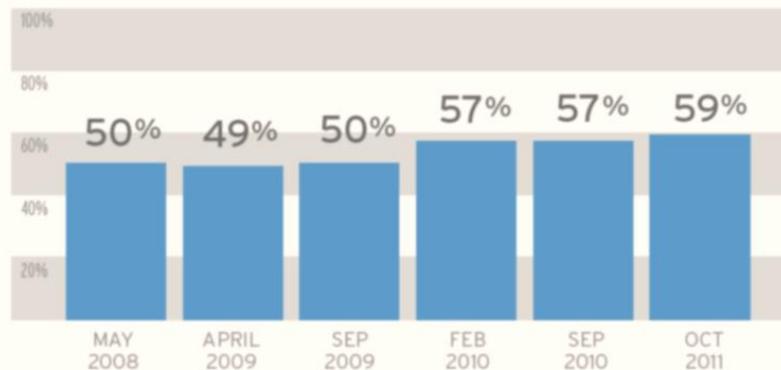


CAPITAL BELTWAY

THE PROBLEM



BIGGEST PROBLEM IN D.C. AREA: TRAFFIC CONGESTION



Source: Greater Washington 2050 Coalition, February 2009

CAPITAL BELTWAY

THE PROJECT

- Construction involves relocating the four 'General Purpose Lanes' out to allow building of new lanes between Springfield Interchange and north of the Dulles Toll Road
- Two new lanes in each direction, increasing the number of lanes to 12
- Upgrades to 11 interchanges involving 53 bridges and a 'fifth level' to the Springfield Mixing Bowl
- Dynamic toll pricing to manage traffic and maintain free-flow conditions



CAPITAL BELTWAY HOT LANES INVESTMENT PROPOSITION



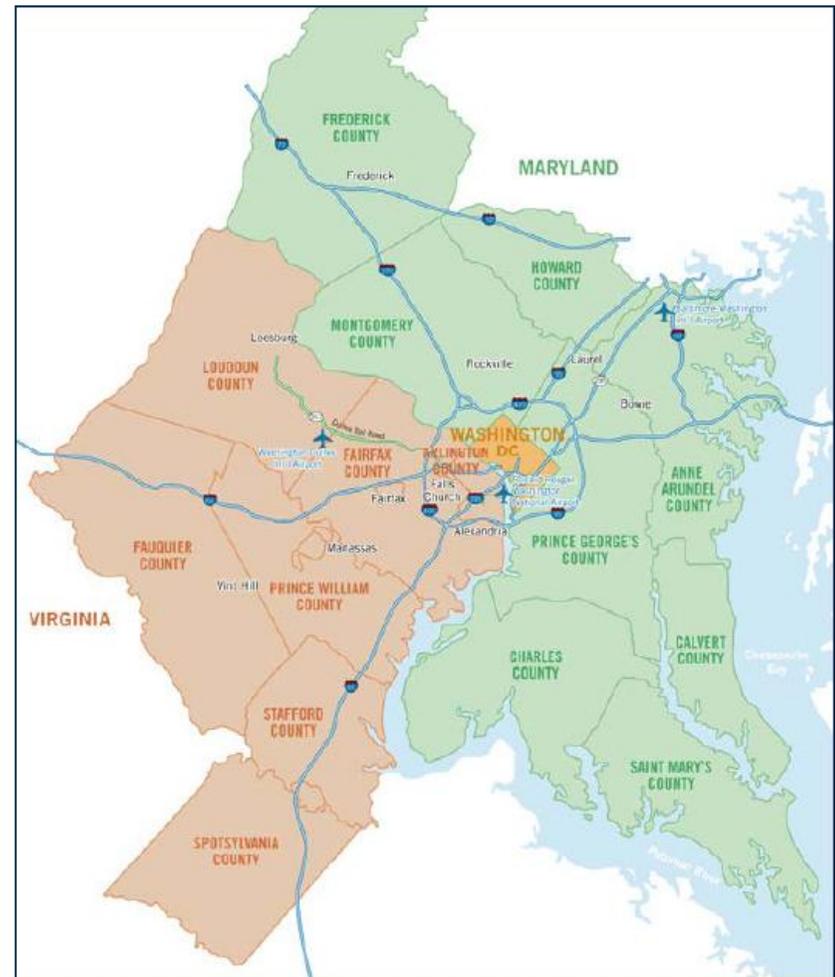
WASHINGTON REGIONAL STATUS

POPULATION AND EMPLOYMENT

- Washington regional population in 2010 was 6.6 million providing employment for 3.9 million
- MWCOG 2010 forecasts show strong growth over the planning horizon

MILLIONS	2025	2040
Population	7.8	8.6
Employment	4.8	5.5
Households	3.0	3.4

WASHINGTON DC AND SURROUNDING COUNTIES

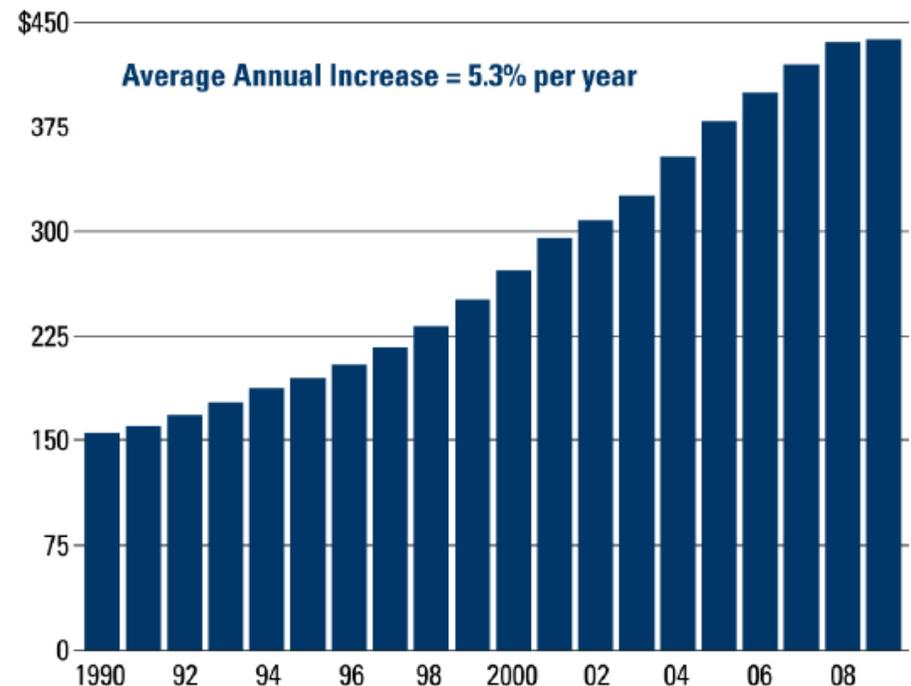


WASHINGTON REGIONAL STATUS

WEALTH

- Average annual Gross Regional Product (GRP) growth of 5.3% since 1990
- 2009 GRP of \$443bn which has doubled in the last 12 years
- Second highest GRP per capita in the US (\$71,323 in 2009) behind San Francisco
- Washington is the fifth largest regional economy in the US
- Counties in the Washington Region make up four of the top 10 US counties per household income

Greater Washington Gross Regional Product, 1990–2009 (in billions)



SOURCE: Woods & Poole

CONGESTION

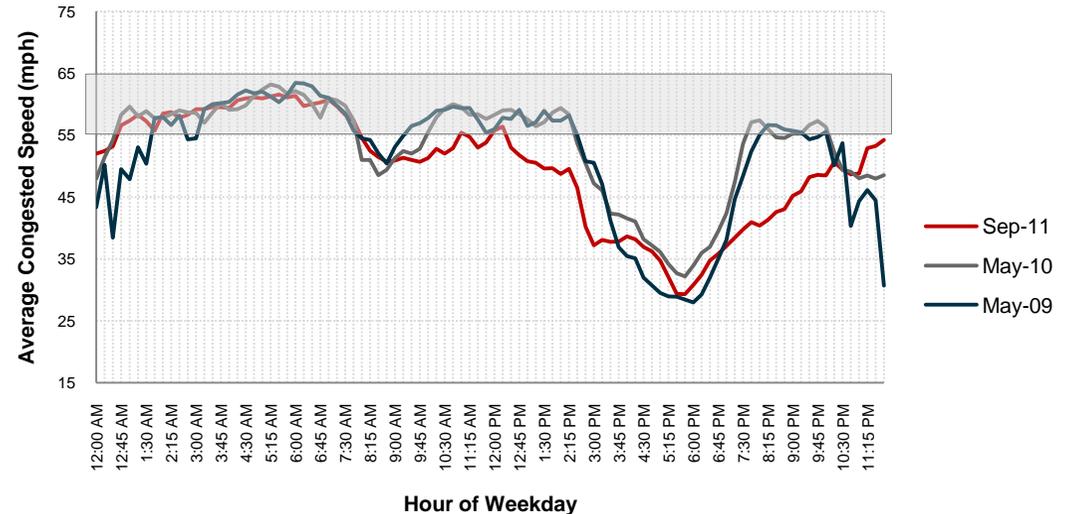
WORST IN THE US

Urban area	Yearly delay per auto commuter		Travel time index		Excess fuel per auto commuter		Congestion cost per auto commuter	
	Hours	Rank	Value	Rank	Gallons	Rank	Dollars	Rank
Very Large Average (15 areas)	50		1.26		39		1,166	
Washington DC-VA-MD	70	1	1.30	2	57	1	1,555	2
Chicago IL-IN	70	1	1.25	7	52	2	1,738	1
Los Angeles-Long Beach-Santa Ana CA	63	3	1.38	1	50	4	1,464	3
Houston TX	58	4	1.25	7	52	2	1,322	4
San Francisco-Oakland CA	49	6	1.27	4	39	6	1,112	6
Dallas-Fort Worth-Arlington TX	48	7	1.22	16	38	7	1,077	8
Boston MA-NH-RI	48	7	1.20	20	36	10	1,112	6
Atlanta GA	44	10	1.22	16	35	11	1,046	11
Seattle WA	44	10	1.24	11	35	11	1,056	10
New York-Newark NY-NJ-CT	42	13	1.27	4	32	14	999	13
Miami FL	39	15	1.23	13	31	18	892	18
Philadelphia PA-NJ-DE-MD	39	15	1.19	23	30	21	919	17
San Diego CA	37	18	1.18	25	31	18	848	20
Phoenix AZ	36	20	1.20	20	31	18	972	14
Detroit MI	33	26	1.15	36	24	36	761	30

TRAFFIC & REVENUE UPDATE

- Traffic data shows conditions on the Beltway continue to be poor
- 'Free speed' is >60mph
- 'Free speed' not achieved during daylight hours
- Note – speed profile in evening hours impacted by roadworks

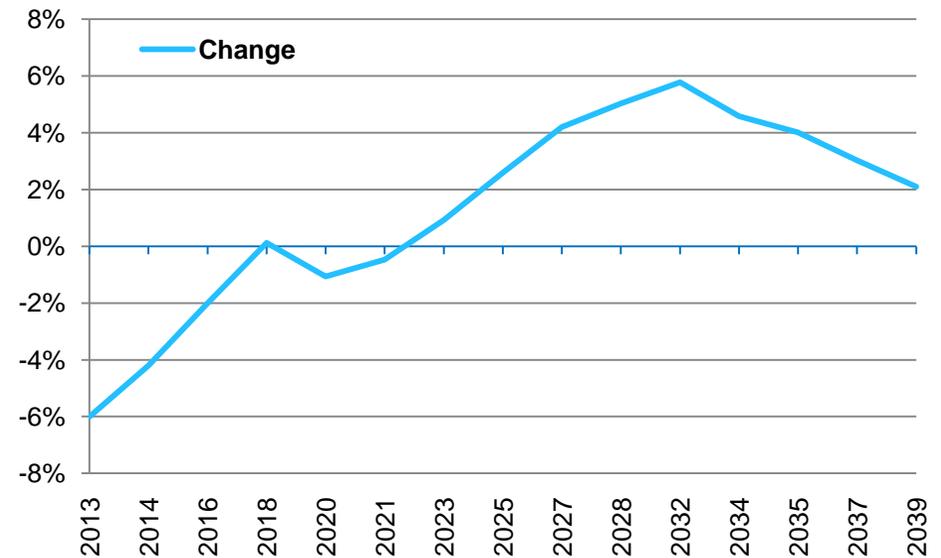
I-495 Counterclockwise Travel Speeds
(Georgetown Pike to Springfield Interchange)



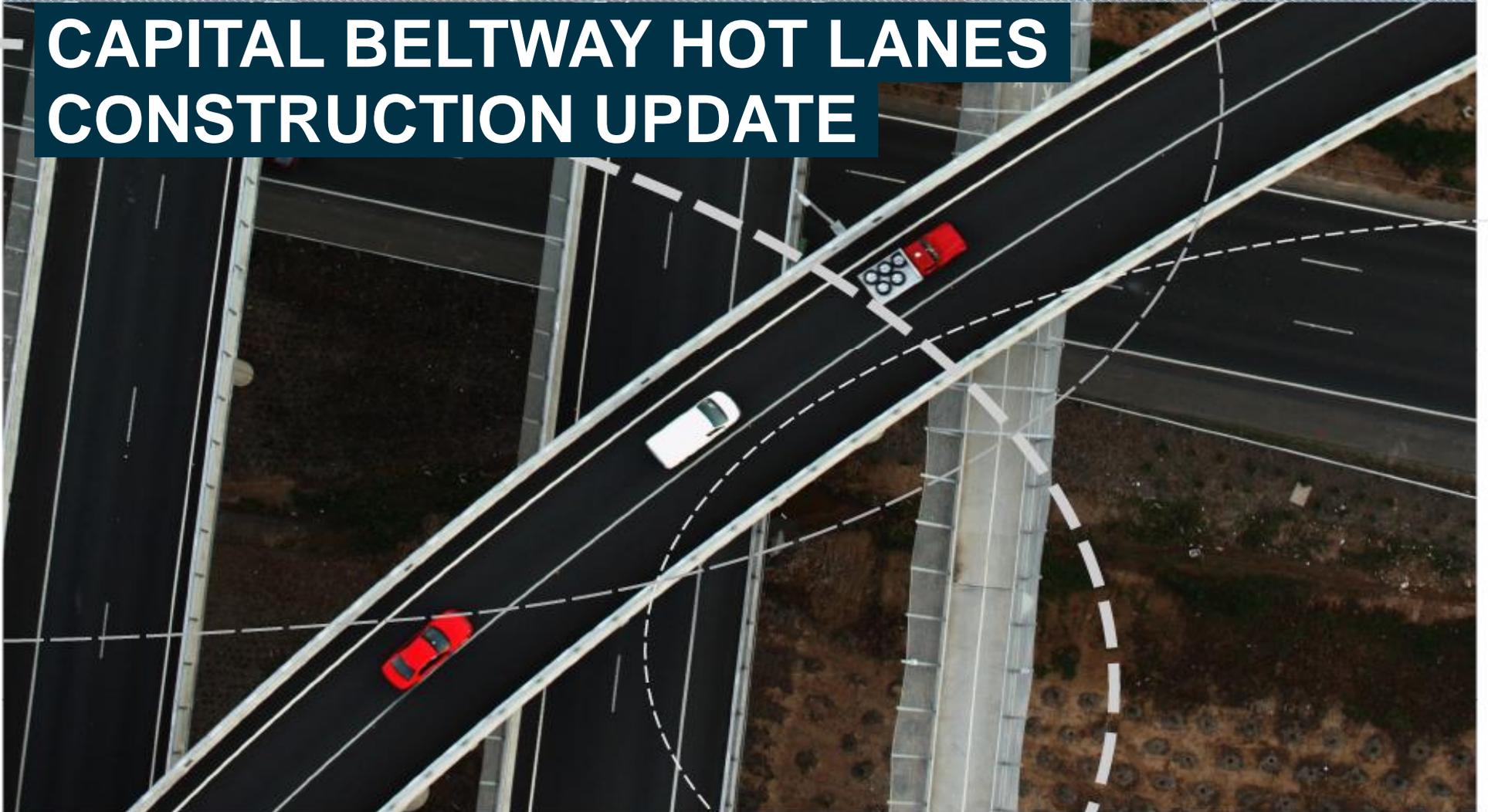
TRAFFIC & REVENUE UPDATE

- Traffic and revenue study completed prior to Financial Close in 2007 / 2008; original study completed by Transurban / Stantec and audited by Arup
- Pluses and minuses due to MWCOG demographic population and network changes
- Other specific updated assumptions include:
 - Jones Branch Drive connector added
 - I-95 HOT lanes to now open later
 - Annualisation assumptions recalculated
- Small change in 2015 revenue forecast
- Overall result of the update confirms earlier forecasts as reasonable
- Peer review concluded work and results are 'high standard'

REVENUE: 2011 VERSUS 2007 FORECAST

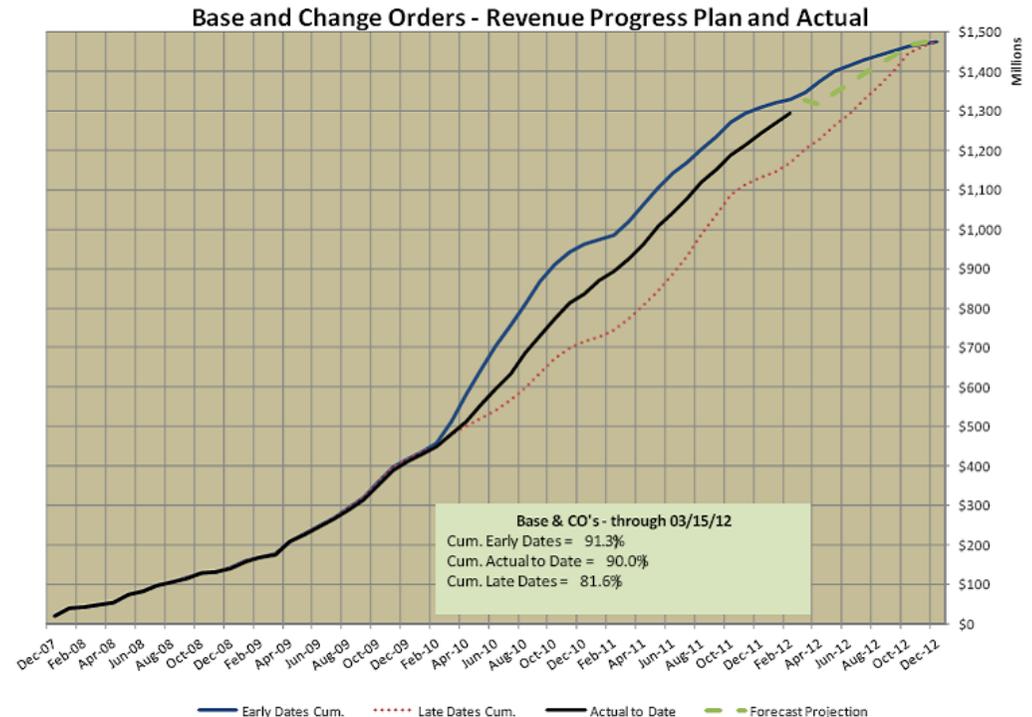


CAPITAL BELTWAY HOT LANES CONSTRUCTION UPDATE



CONSTRUCTION UPDATE

- Design build (DB) contractor and independent engineer forecasting 'on time and on budget' completion
- 34 of 36 toll gantries installed
- Technical shelter fit out started
- Trunk communications installed
- DB contractor has no claims against the Concessionaire
- HOT Operations Center complete and operational



THE PROJECT VIEW



Springfield Interchange

THE PROJECT VIEW



Late 2010: Outer lane construction view

January 2012: HOT lane footprint established



CAPITAL BELTWAY

THE PROJECT

- Factory acceptance tests completed for:
 - Traffic management system
 - Roadside equipment
 - Back office system (part)
- Systems installation commencing April
- Transponders on track for delivery commencing July



Fully electronic tolling on the HOT lanes will allow customers to pay tolls with E-ZPass – eliminating the need to stop or slow down at toll booths.

PREPARING FOR OPERATIONS



“HOT” TO “EXPRESS”

- From January 2012 Capital Beltway HOT Lanes became known as 495 Express Lanes
- Managed lanes, such as HOT lanes, are to be called “express lanes” per guidance from the Federal Highway Administration
- Timing of education program launched with naming



495EXPRESSLANES.COM

- Project website launched January 2012
- Provides targeted information to all user groups
- Tools such as maps, trip planners, FAQs, how to use the lanes, understanding signage and pricing
- Ability to sign up for alerts and customised information

The screenshot shows the homepage of the 495 Express Lanes website. At the top, there is a navigation bar with the 495 Express Lanes logo, a 'SIGN UP NOW' button, and social media links for Facebook, Twitter, and a 'Share' button. Below this is a secondary navigation bar with a home icon, 'DRIVING EXPRESS LANES', 'YOUR TRAVEL OPTIONS', and 'ABOUT' tabs. A login section is also present with the text 'Have an account? SIGN IN HERE' and input fields for 'Email Address...' and 'Password...'. The main content area features a large image of a highway with a 'MORE VIDEOS' button. To the right of the image is a section titled 'What Are Express Lanes?' with a question mark icon. Below this is a 'What Are Express Lanes?' section with a question mark icon and three sub-sections: 'Your New Shortcut', 'Your Next Step', and 'Take Control of Your Commute'. At the bottom, there is an 'ExpressNews' section with three news items: 'Orange Cones. No Phones.', 'Building New Travel Choices on 495', and 'Highlights of Project Construction'. The fourth item, 'Express Lanes in the Community', is partially visible on the right.

CUSTOMER-FOCUSED WEBSITE



ExpressLanes

CONTACT US

FORWARD THIS PAGE

SIGN UP NOW

Follow Us:



DRIVING EXPRESS LANES

YOUR TRAVEL OPTIONS

ABOUT

Have an account?
SIGN IN HERE

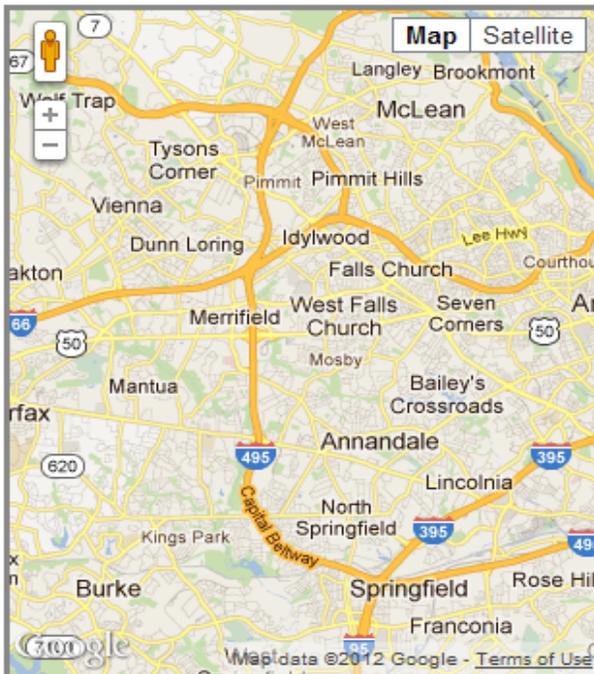
E-mail Address...

Password...



Take Control

Share



YOUR COMMUTE, YOUR WAY

Travel on the Beltway is unpredictable. Express Lanes will provide a reliable travel option that puts you in control of your commute.

Enter your starting and ending locations to see how the Express Lanes can get you where you need to go.

Where will your trip begin?

What is your destination?



SHOW MY TRIP

More Travel Options

Carpool
Carpools ride free

Ride the Bus
Bus routes on the Express Lanes

Get to the Airport
Make your flight

How Do You Travel?
Rules of the road, just for you

495EXPRESSLANES.COM



ExpressLanes

CONTACT US

FORWARD THIS PAGE

SIGN UP NOW

Follow Us:

[DRIVING EXPRESS LANES](#)
[YOUR TRAVEL OPTIONS](#)
[ABOUT](#)

Have an account? **SIGN IN HERE**

How Do You Travel?

Share

RULES OF THE ROAD, JUST FOR YOU

What you'll need to use the Express Lanes will depend on your choice of travel.

I Drive a Taxi

You can use the Express Lanes anytime.

You will need an E-ZPass® FlexSM to drive on the lanes toll-free when you have three people (including you) in your taxi. If you have less than three people in the taxi, you will pay the current toll.

More Travel Options

- Take Control**
Your commute, your way
- Carpool**
Carpools ride free
- Ride the Bus**
Bus routes on the Express Lanes
- Get to the Airport**
Make your flight

Your Next Step

Sign up today to receive additional information, personalized travel tips and more.

SIGN UP NOW



I DRIVE MYSELF



I RIDE A MOTORCYCLE



I DRIVE A TAXI



I OPERATE A BUS



I RIDE IN A CARPOOL



I'M IN A VANPOOL

495EXPRESSLANES.COM



ExpressLanes

CONTACT US

FORWARD THIS PAGE

SIGN UP NOW

Follow Us:



DRIVING EXPRESS LANES

YOUR TRAVEL OPTIONS

ABOUT

Have an account?
SIGN IN HERE

E-mail Address...

Password...



Signage

Share

NEW ROAD, NEW SIGNS

New Roads, New Signs

NEXT »



The 495 Express Lanes will have signage to guide you to the lanes, explain the rules of the road and display current pricing. You will know it's a sign for the 495 Express Lanes when you see the white banner with the purple E-ZPass® logo and "EXPRESS."

RULES OF THE ROAD

2

KNOW THE TOLL

3

EXIT TO THE LEFT

4

1

Driving Express Lanes

- Using the Lanes
Control how and when you get there
- Pricing
See how dynamic pricing keeps the lanes free flowing
- FAQs
Get answers to your questions
- Staying Safe
Make safety a top priority

Learn more about how Express Lanes work »

See how dynamic pricing keeps the lanes free flowing

Your Next Step

Sign up today to receive

495EXPRESSLANES.COM



ExpressLanes

CONTACT US

FORWARD THIS PAGE

SIGN UP NOW

Follow Us:



DRIVING EXPRESS LANES

YOUR TRAVEL OPTIONS

ABOUT

Have an account?
SIGN IN HERE

E-mail Address...

Password...



Staying Safe

Share

MAKE SAFETY A TOP PRIORITY

The Express Lanes will be easy to use and help you get where you need to go. However, there are some new aspects of the road that are worth reading about before you get in your car and try your new route.

New Traffic Flows

The Express Lanes will introduce new traffic patterns on the Beltway.

Learn about your exit before you go and follow the signage in the lanes to arrive safely at your destination.



NEW TRAFFIC FLOWS



PULL TO THE LEFT



MIND THE BARRIER



AVOID DISTRACTIONS



SAFETY SERVICE PATROL



ENFORCEMENT AND PROTECTION

Driving Express Lanes

- Using the Lanes
Control how and when you get there
- Signage
Learn about new signs on the road
- Pricing
See how dynamic pricing keeps the lanes free flowing
- FAQs
Get answers to your questions

Your Next Step

Sign up today to receive additional information, personalized travel tips and more.

transurban

A green graphic element consisting of two parallel, curved lines that sweep upwards from left to right, positioned below the word 'transurban'.

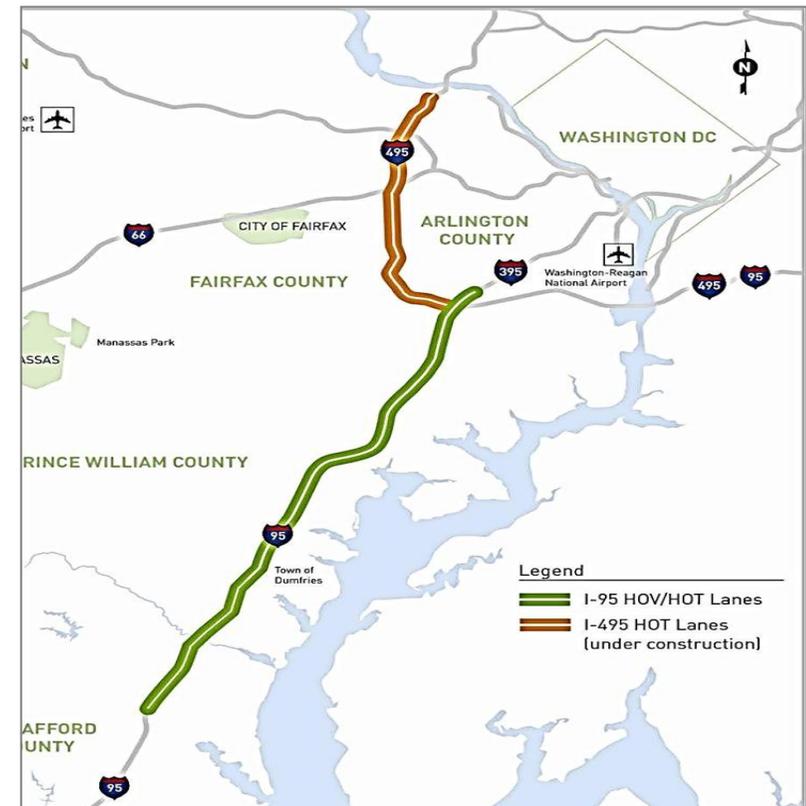
I-95 EXPRESS LANES PROJECT

MICHAEL KULPER – PRESIDENT NORTH AMERICA

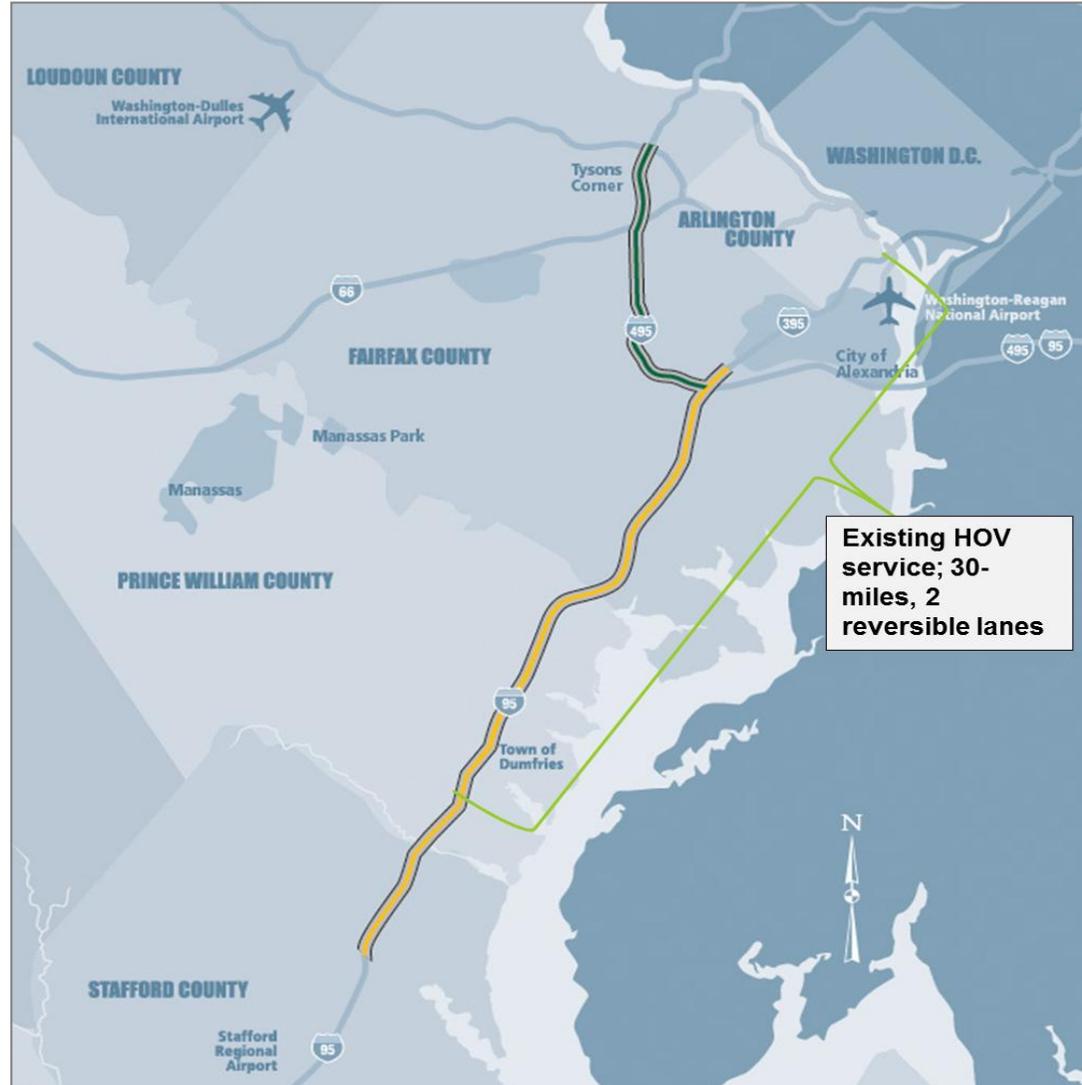


PROJECT OVERVIEW

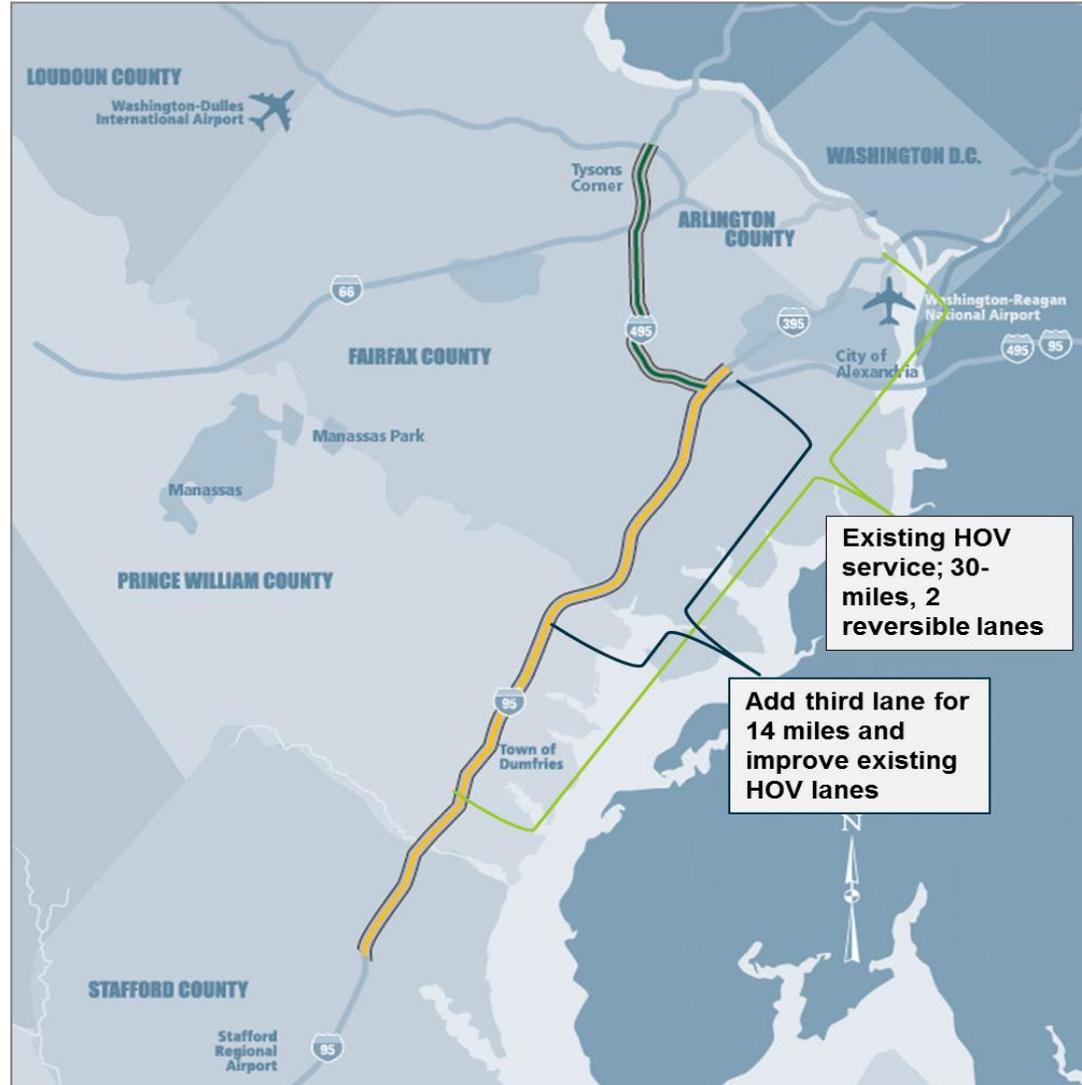
- **Overview / location**
 - ~\$1bn project - same partners as Capital Beltway: Transurban, Fluor and VDOT
 - Second major step in the creation of a regional network of express lanes in Northern Virginia, linking directly into the Capital Beltway Express Lanes
 - Expansion of existing I-95 facility to create 29 miles of reversible HOV / Express lanes including:
 - Provides regional links and congestion relief to some of Northern Virginia's fastest growing employment centers and major military sites



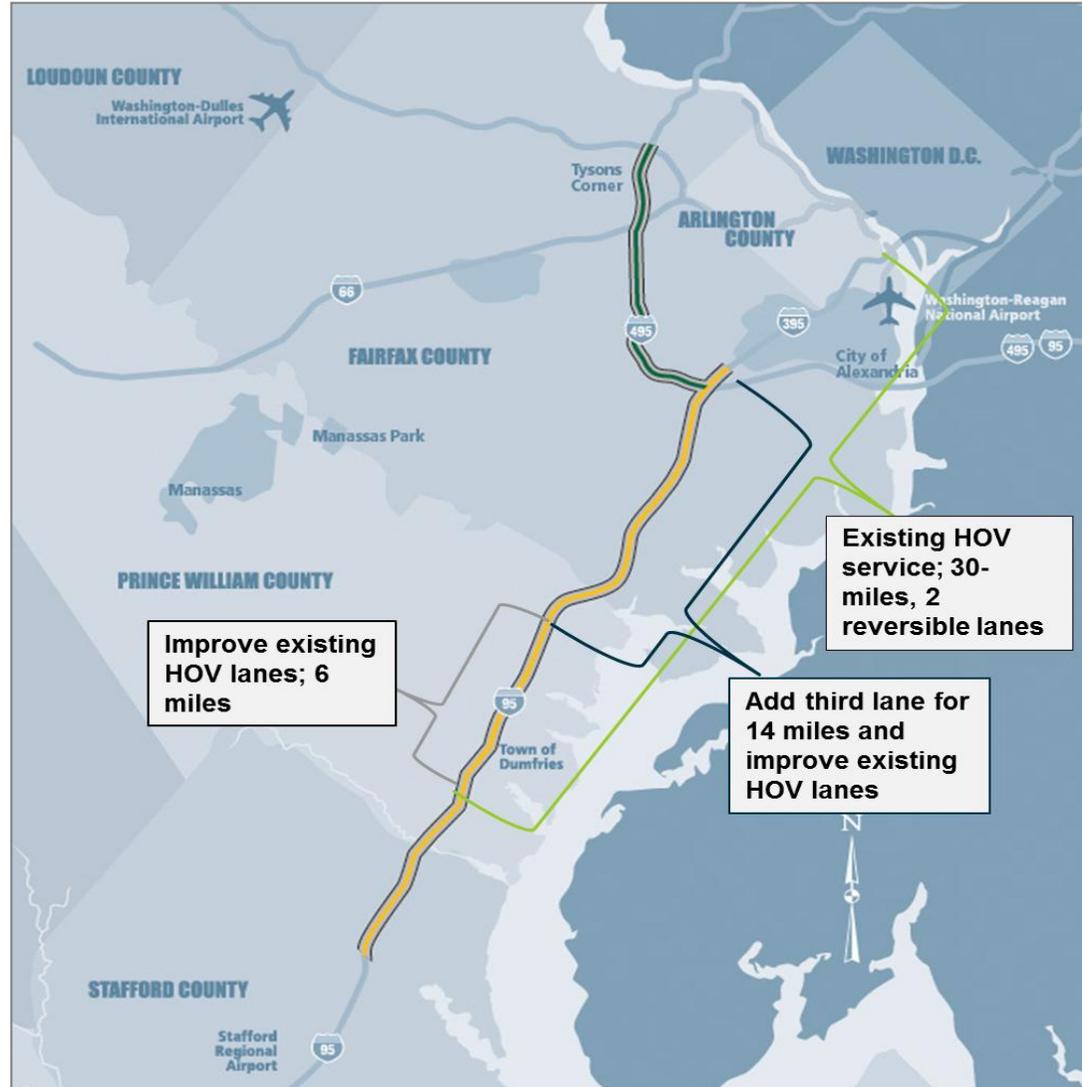
EXISTING HOV



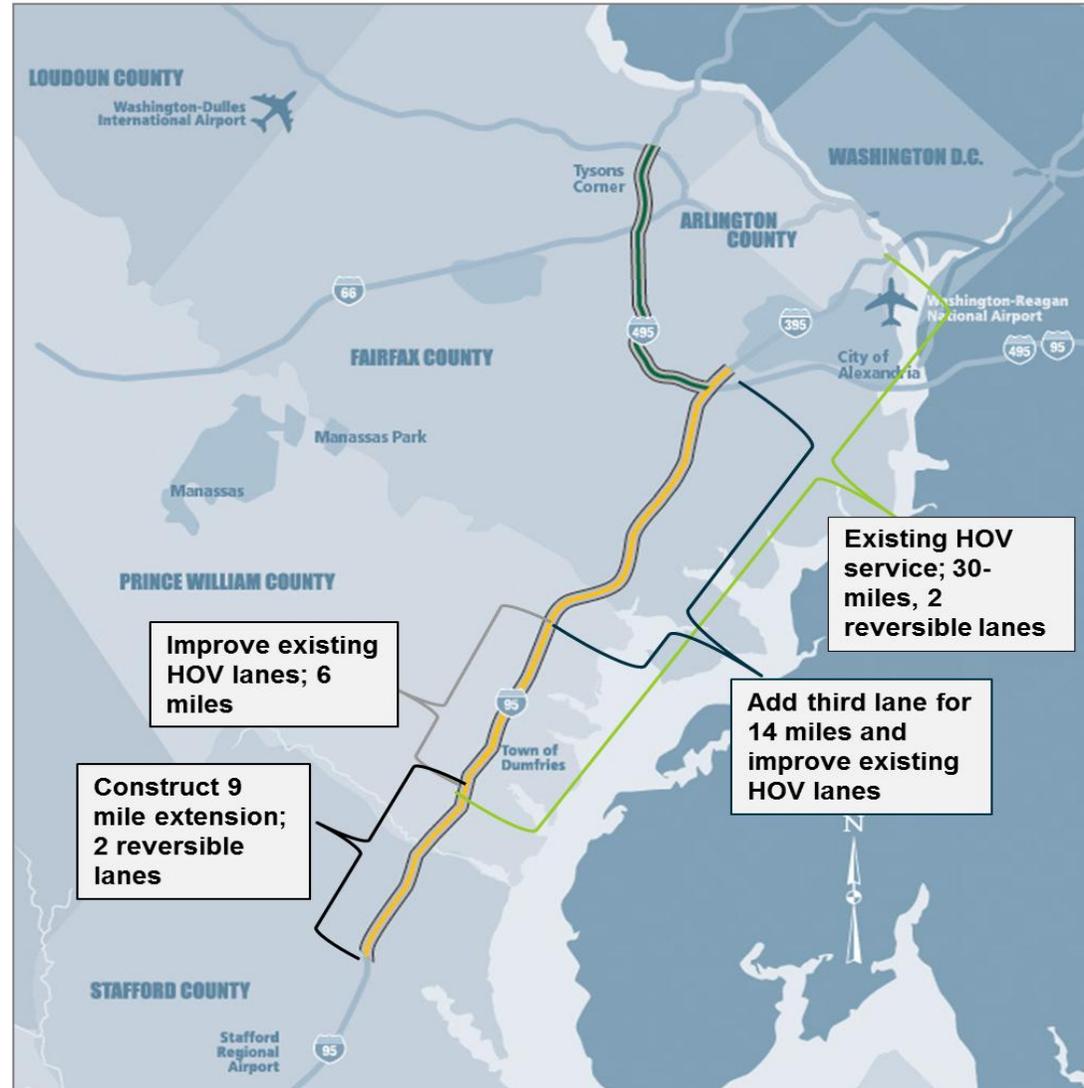
THREE LANE EXPANSION



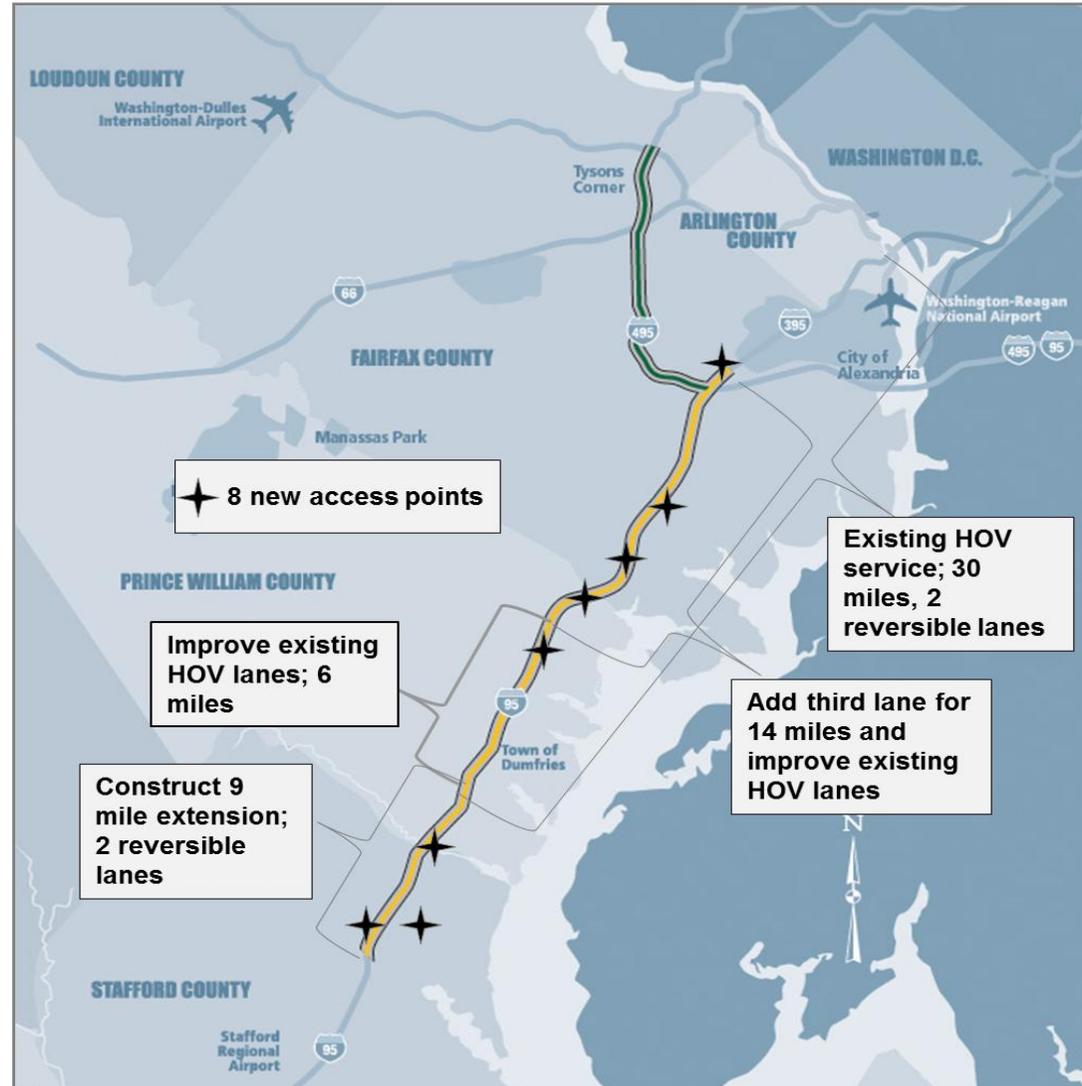
IMPROVE EXISTING HOV



NINE MILE EXTENSION



EIGHT NEW ACCESS POINTS



STRONG FOUNDATIONS

- **Congestion**

- Ranked worst in country for delay time and second worst for congestion ¹
- Peak period delays exceed 30 minutes and variability can double 'normal' delays
- Lack of credible alternative routes or transport modes

- **Attractive demographics**

- Household incomes for counties within the I-95 / 395 corridor far exceed that of the nation, with four of five falling within the top 1%
- Unemployment trended at half the national average between 2005 and 2010

- **Historical traffic growth**

- Traffic between 2000 and 2005 showed strong growth of 2.8% to 6.0%, with CAGR of 4.1%
- Positive traffic growth at a CAGR of 1.8% between 2005 and 2010 despite recession



1. Source: 2011 Texas Transport Institute *Urban Mobility Report*

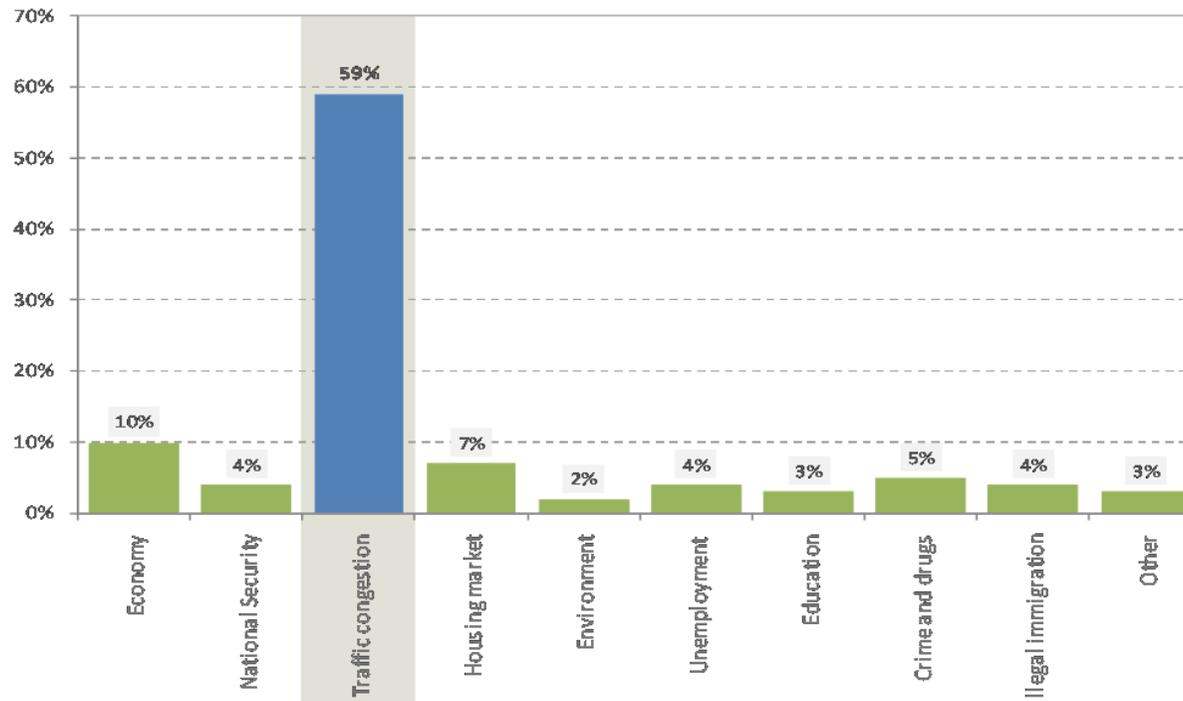
RECEPTIVE MARKET

Frustrated commuters

- 59% of people consider traffic congestion to be the biggest problem associated with living in Washington DC – more than all other categories combined

Educated users

- Extensive community outreach
- Users will be familiar with the similar Capital Beltway Express Lanes
- High tag penetration

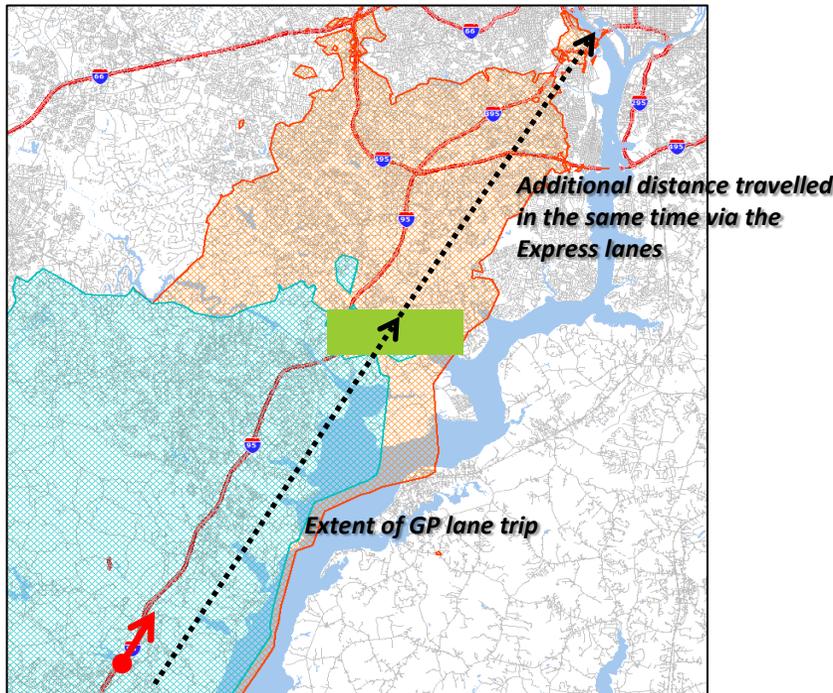


TANGIBLE SOLUTION

USERS BENEFIT THROUGH INCREASED TRAVEL OPTIONS

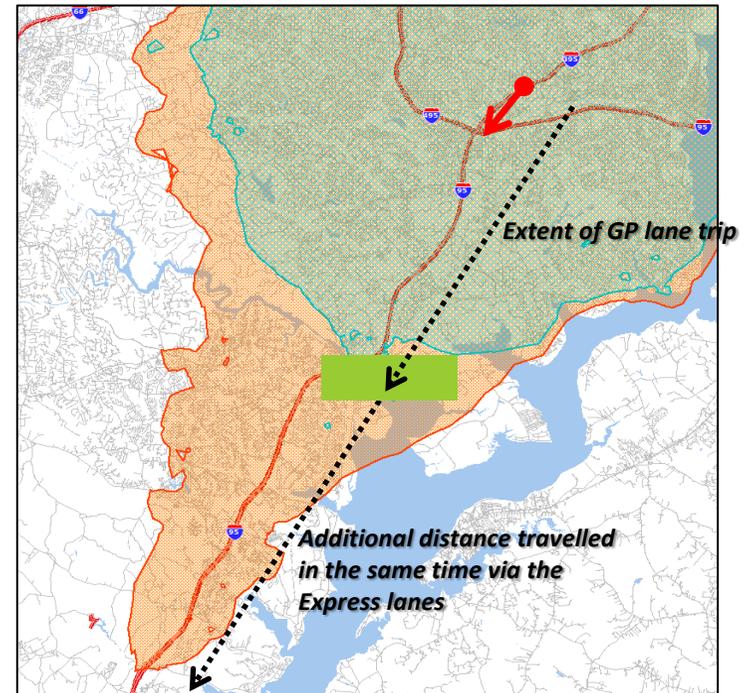
- Travel via the express lanes in both the morning and evening peak is significantly faster than the general purpose (GP) lanes. This allows drivers to significantly increase the distance they travel in the same amount of time

AM peak northbound



2015: 26 minute travel time from the southern entry point via GP and Express Lanes

PM peak southbound



2015: 35 minute travel time from the northern entry point via GP and Express Lanes

MANAGEABLE CONSTRUCTION

EXPERIENCED TEAM, SOLID SECURITY PACKAGE

- **Experienced / committed partners**
 - Same design build contractor as Capital Beltway
 - Excellent delivery and safety record
- **Straightforward construction**
 - Three-year construction period
 - Mostly existing roadway
 - Moderate number of structural enhancements
 - Significantly less complex than Capital Beltway
- **Solid security package**
 - Fixed-price, date-certain design build contract
 - Construction package similar to Capital Beltway
- **Leveraging CBE**
 - Minimal “new” system functionality required
 - Potential for operational efficiencies



SOUND TRAFFIC & REVENUE PROTECTIONS

RISK MITIGATION UNDERPINNING SENSIBLE PROJECTIONS

- A negotiated transaction delivering real protections for the concessionaire
 - **Unrestricted tolling:** No limitation on frequency or magnitude of rate resets
 - **Optimised revenue:** Fully dynamic tolling system
 - **Dedicated enforcement:** Trooper enforcement and significant penalties in place to ensure compliance
 - **Competition protections and shadow tolling:** Protection structure will be comparable to Capital Beltway
 - **Development rights:** Potential for additional transport solutions could present enhancement opportunities.

- Underlying philosophy and traffic model development conservatively based to ensure realistic results



FINANCIAL STRUCTURE

ROBUST FEATURES

- The funding structure will include an equity contribution, a government contribution and a subsidised debt package
- Attractive debt features
 - TIFIA and Private Activity Bonds
 - Ability to defer interest payments
 - Attractive, fixed-rate pricing
 - Long tenor (30+ years)
- Additional contingency and liquidity
- Risk sharing
 - Adverse movements in financing assumptions prior to financial close mitigated through risk sharing

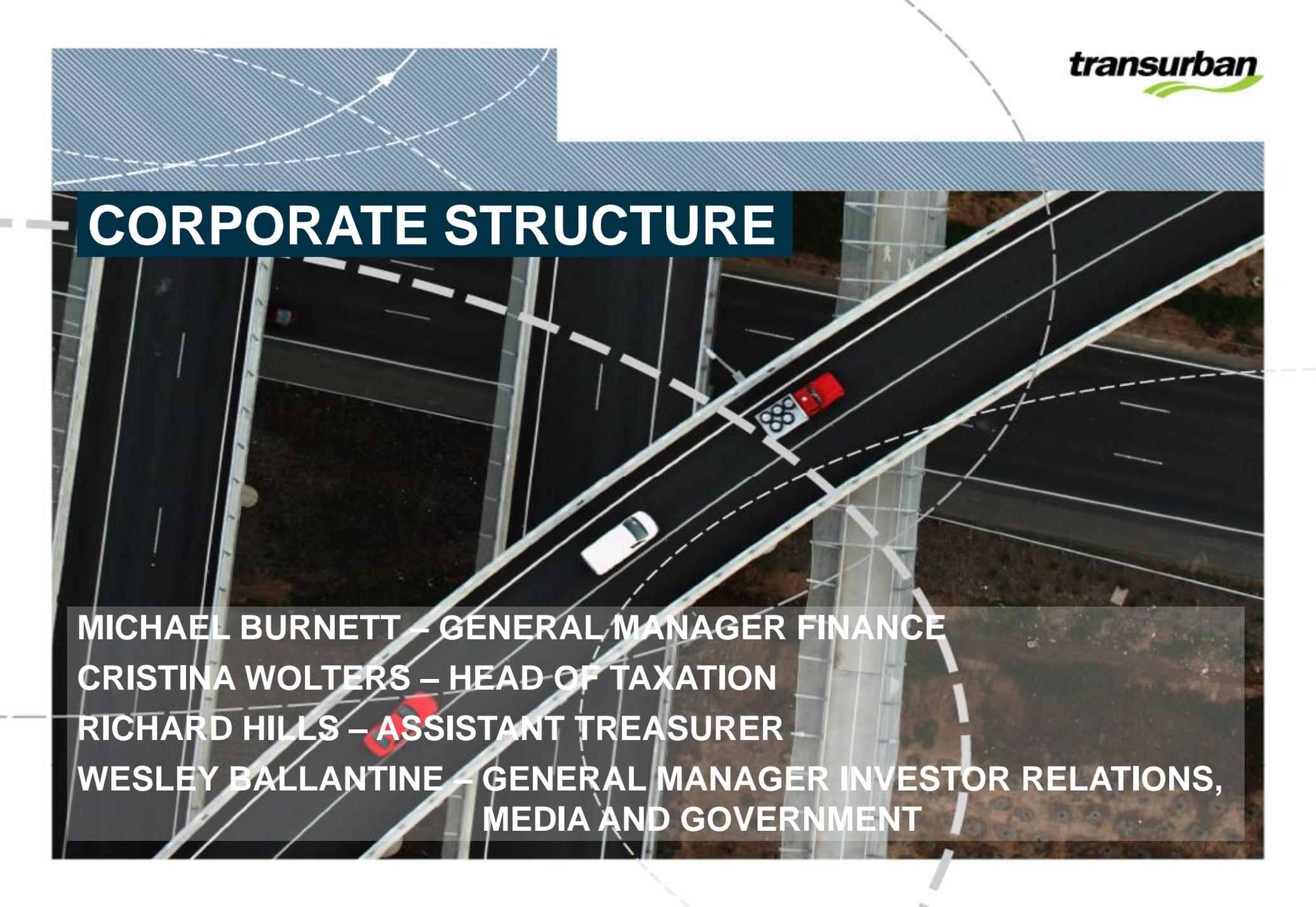


PROJECT TIMELINE

Date	Event
December 2011	VDOT and sponsors reach agreement on major business terms
December 2011	Environmental approval (FONSI) received
December 2011	TIGER TIFIA award
March 2012	Commence Early Works (detailed design for civil and TTMS scope)
Second half 2012	Projected financial close
2015	Substantial completion / service commencement

Key milestones to financial close

- Secure necessary credit ratings
- Document and execute commercial agreements
- Negotiate and execute financing

An aerial photograph of a complex highway interchange with multiple overpasses and ramps. A blue grid pattern is overlaid on the top portion of the image, and a white dashed line traces a path through the interchange. A white car and a red truck are visible on the roads.

CORPORATE STRUCTURE

MICHAEL BURNETT – GENERAL MANAGER FINANCE

CRISTINA WOLTERS – HEAD OF TAXATION

RICHARD HILLS – ASSISTANT TREASURER

**WESLEY BALLANTINE – GENERAL MANAGER INVESTOR RELATIONS,
MEDIA AND GOVERNMENT**

STATUTORY REPORTING

- Triple stapled entity: three sets of statutory accounts
 - THL - group accounts
 - THT and TIL are stand-alone groups
- Group accounts include 100% of the results of Transurban controlled assets:
 - CityLink
 - M1 Eastern Distributor
 - Hills M2
 - Lane Cove Tunnel
- The after-tax results of non-controlled assets are “equity accounted”¹
 - M5 (50%)
 - DRIVe (75%) – DRIVe holds investments in Pocahontas 895 (100%) and Capital Beltway Express (90%)
 - Westlink M7 – although currently WM7’s results are not recognised due to accounting rules²

1. Under equity accounting method, non-controlled assets are included in the Consolidated Income Statement under the line item: ‘Share of net (losses) of associates and joint venture partnerships accounted for using the equity method’.

2. Westlink M7 accounting losses have been offset against Transurban’s initial equity investment resulting in a zero carrying value of the investment under equity accounting. M7 investment returns are from Term Loan Notes and are included in the statutory accounts within Interest Revenue.

PROPORTIONAL REPORTING

- Transurban believes that proportional reporting provides a better reflection of the operating performance of the business
- Proportional reporting is based on Transurban's ownership of assets
 - Aggregates individual P&L from each asset (multiplied by Transurban's ownership percentage) and Transurban Corporate
- Reconciliation of statutory to proportional result provided in Appendices to results presentation
- EBITDA is adjusted for one off items (if present) to reflect "underlying" business performance

FREE CASH

The Group's measure of cash generated by its operations that is available for distribution.

	Source of information / explanation	30 Jun '11 \$M
Cashflow from Operating Activities	Statutory cash flow (includes cash inflow from M7 TLNs)	374.7
Cashflow from Operating Activities – M1 and M4	Individual asset statutory cash flow (100% consolidated for statutory reporting)	(53.1)
M7 Term Loan Notes received	Transurban returns from Westlink M7 are through interest receipts on a long-term loan	(37.0)
Payment for maintenance capital expenditure		18.4
Controlled Cash		303.0
Distribution received from:		
M1 Eastern Distributor	Distribution received by the Transurban Group from the M1	32.4
M4 – Statewide Roads	Distribution received by the Transurban Group from the M4	4.9
M5 - Interlink	Distribution received by the Transurban Group from the M5	41.0
M7 Term Loan Notes interest received	Transurban returns from Westlink M7 are through interest receipts on a long term loan	37.0
Maintenance capital expenditure on 100% owned assets (including tags purchased)	Average maintenance capital expenditure – includes major maintenance capex expense as reported under AASB-I 12 and eTAG spend	(23.0)
Free Cash		395.3
One-offs: M4 –distribution from tolling business	Distribution after completion of concession	4.9
Underlying Free Cash		390.4
Number of securities – weighted average	Represents the weighted average number of stapled securities for the period	1,438
Underlying Free Cash per security (cents)	Calculated by dividing the free cash by the weighted average number of securities	27.0

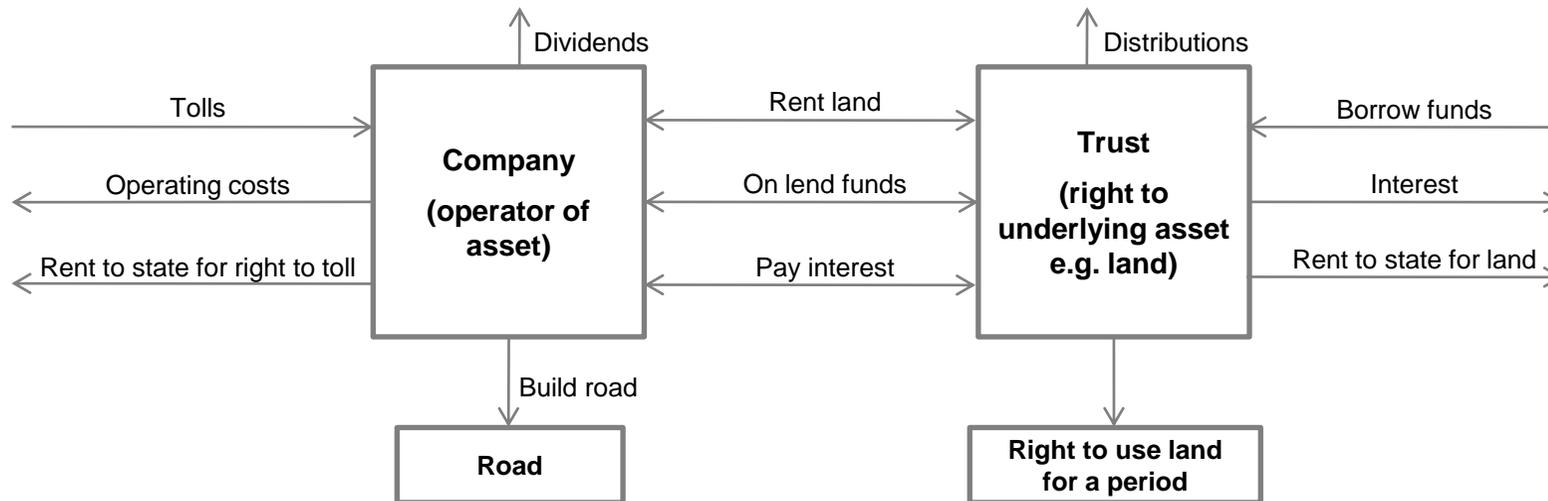
TRANSURBAN SPECIFIC ITEMS

- IFRIC 12 – *Service Concession Arrangements*
 - Classification of assets and amortisation
 - Construction revenue and expenses recognised for asset upgrades
 - Maintenance provision and expense
- Concession Notes/Promissory Notes
- IBonds
 - Rolled off in August 2011
- Tolling and Traffic Management System (TTMS)
 - TCL subcontract to deliver CBE tolling system, will result in genuine construction profit
- Individual published accounts (limitations as effective information source)

STAPLED STRUCTURE

- Structure has evolved due to:
 - Historical accounting and taxation requirements
 - Ability to distribute cash from operations whilst operating entities are making large “accounting” losses (due to amortisation)
 - Tax efficiency of distribution (tax deferred distributions)
 - Non-recourse financing nature of most assets
 - Growth through acquisition – legacy structure
- Ongoing efforts to simplify
 - No negative impact to security holders
- Structure highlights the need for equity investors to look to the consolidated accounts
 - Zero sum impact of internal cash flows
- Distributions/dividends
 - Trust required to distribute all taxable income (taxed in hands of security holders)
 - Excess over this from trust is either:
 - A return of capital, or
 - A dividend.

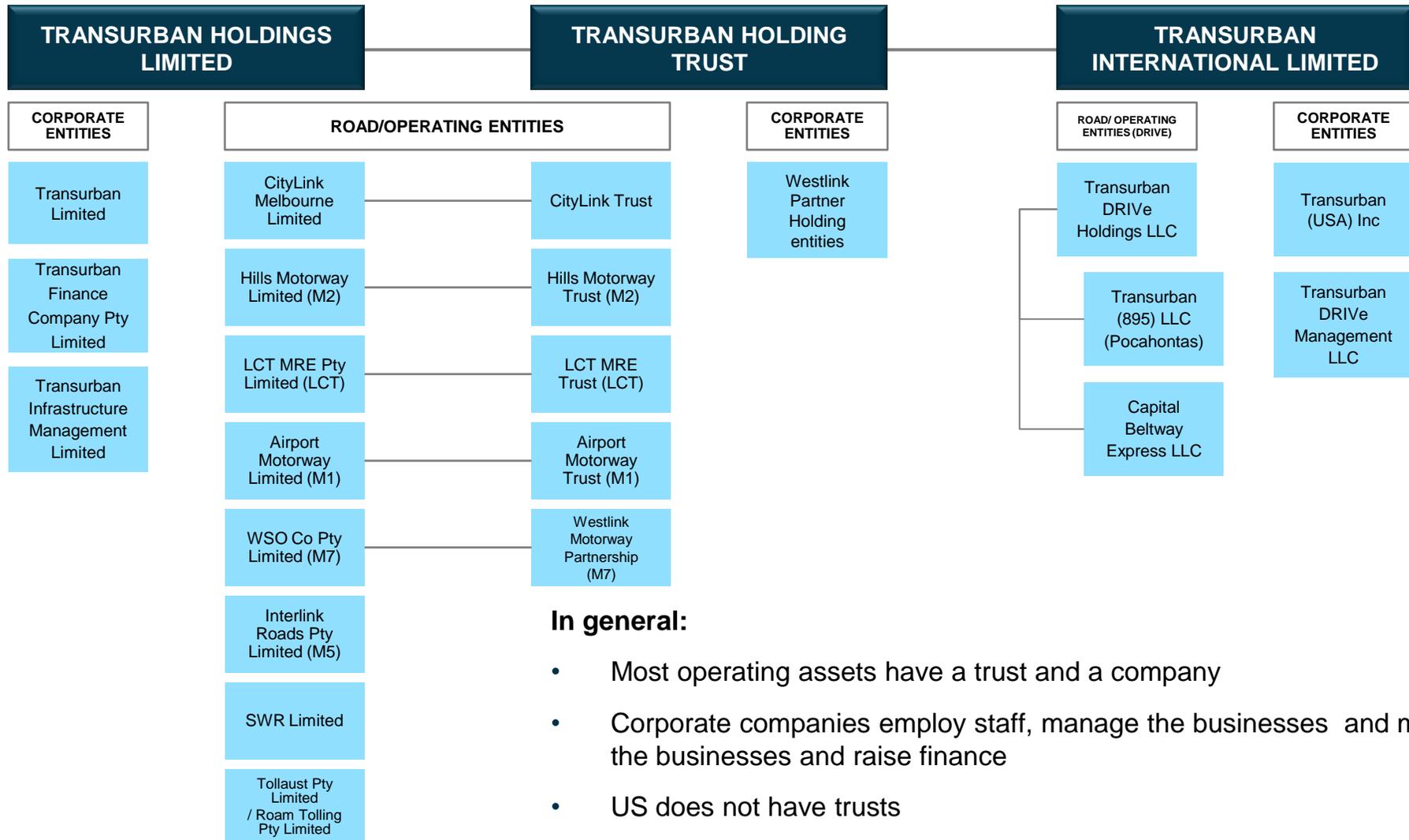
SIMPLIFIED SET UP FOR AN INFRASTRUCTURE ROAD PROJECT



In general:

- Operating companies lease the land from the operating trusts and toll the roads
- Operating trusts have rights to the land and lease it to the company to run
- Operating trust procures all funding and provides funding to the operating company

SUMMARISED GROUP STRUCTURE

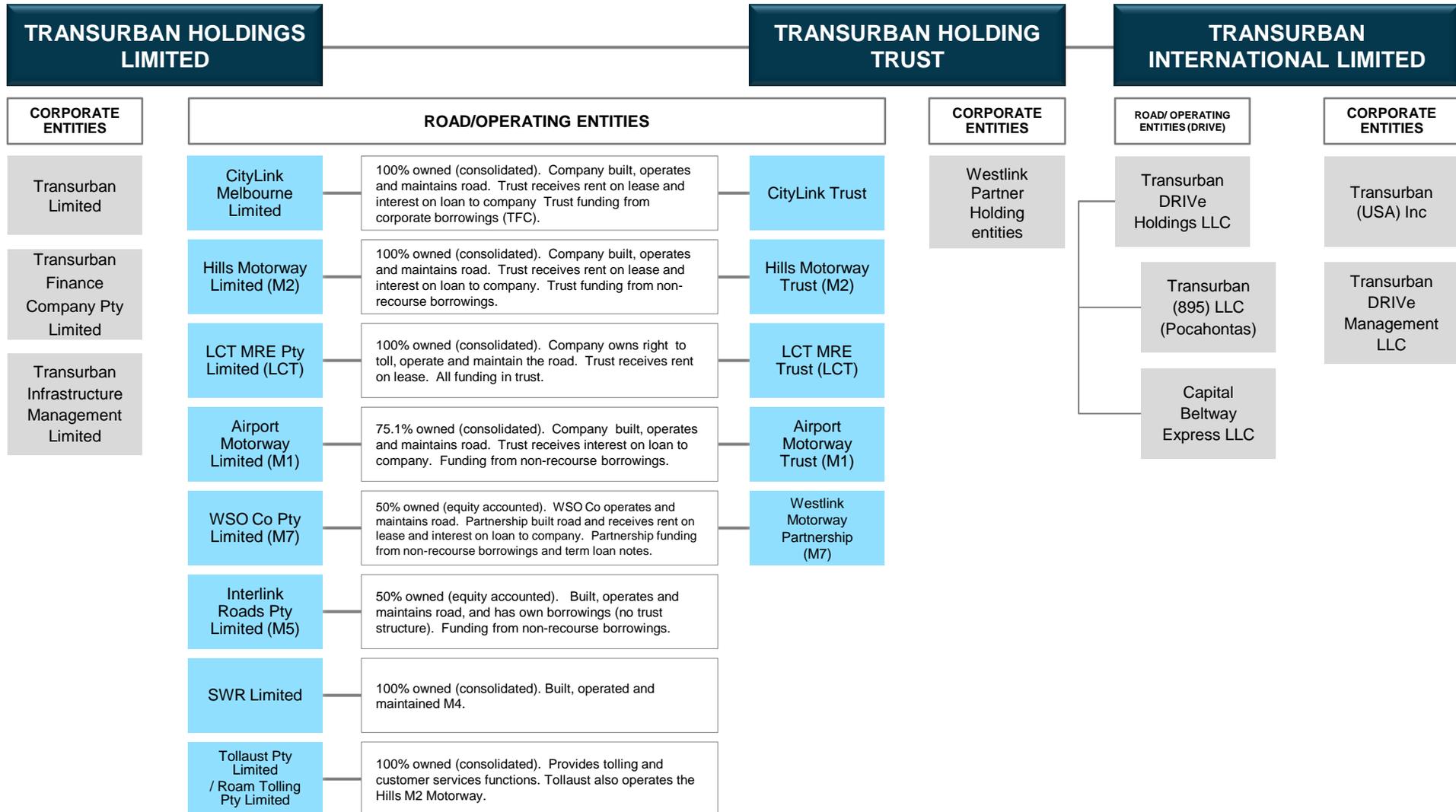


In general:

- Most operating assets have a trust and a company
- Corporate companies employ staff, manage the businesses and manage the businesses and raise finance
- US does not have trusts

SUMMARISED GROUP STRUCTURE

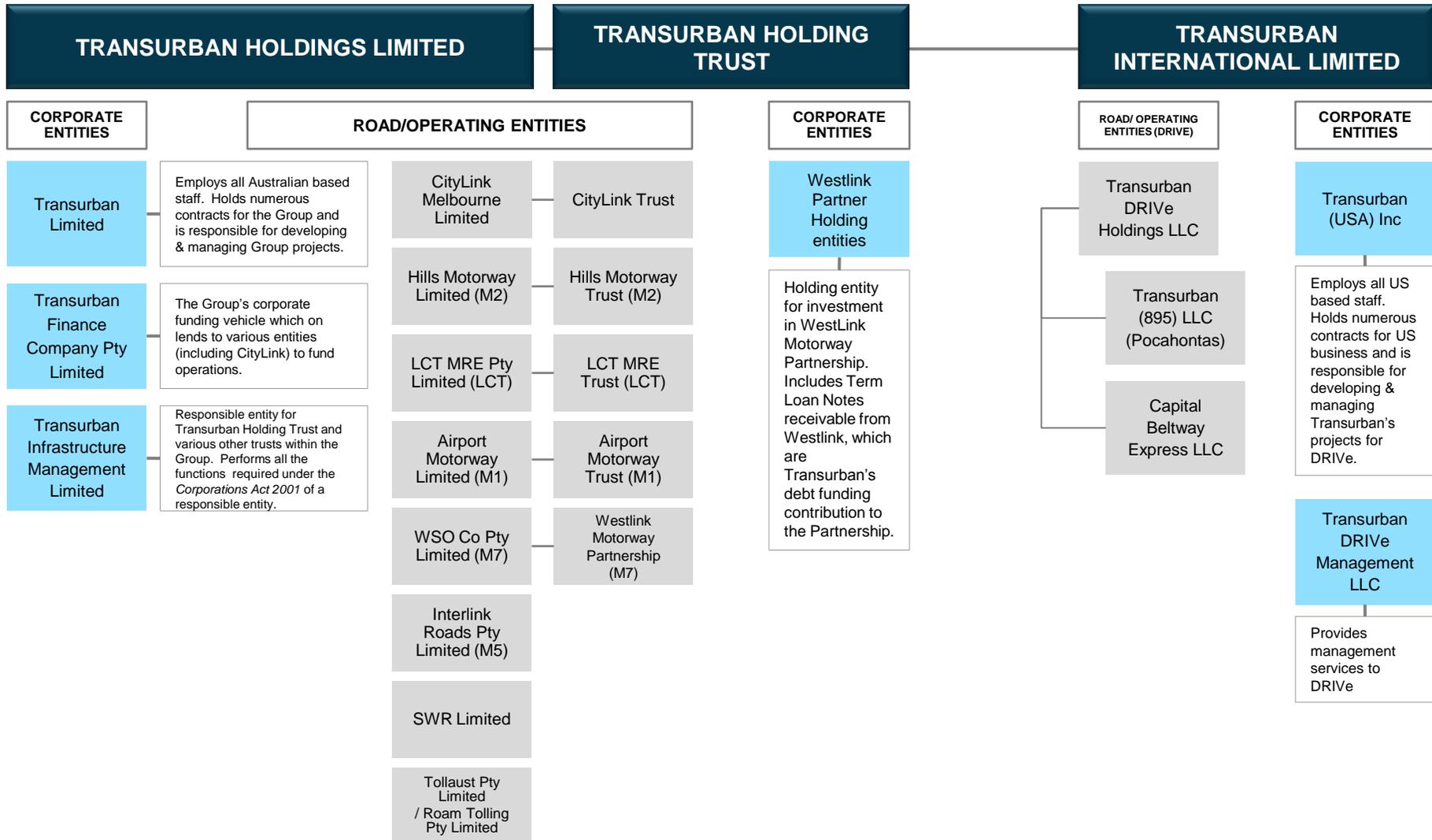
OPERATING ENTITIES (AUSTRALIA)



SUMMARISED GROUP STRUCTURE

CORPORATE ENTITIES

Corporate Finance / Funding



TRANSURBAN HOLDINGS LIMITED

TRANSURBAN HOLDING TRUST

TRANSURBAN INTERNATIONAL LIMITED

CORPORATE ENTITIES

ROAD/OPERATING ENTITIES

CORPORATE ENTITIES

ROAD/ OPERATING ENTITIES (DRIVE)

CORPORATE ENTITIES

Transurban Limited

Employs all Australian based staff. Holds numerous contracts for the Group and is responsible for developing & managing Group projects.

Transurban Finance Company Pty Limited

The Group's corporate funding vehicle which on lends to various entities (including CityLink) to fund operations.

Transurban Infrastructure Management Limited

Responsible entity for Transurban Holding Trust and various other trusts within the Group. Performs all the functions required under the Corporations Act 2001 of a responsible entity.

CityLink Melbourne Limited

CityLink Trust

Hills Motorway Limited (M2)

Hills Motorway Trust (M2)

LCT MRE Pty Limited (LCT)

LCT MRE Trust (LCT)

Airport Motorway Limited (M1)

Airport Motorway Trust (M1)

WSO Co Pty Limited (M7)

Westlink Motorway Partnership (M7)

Interlink Roads Pty Limited (M5)

SWR Limited

Tollast Pty Limited / Roam Tolling Pty Limited

Westlink Partner Holding entities

Holding entity for investment in WestLink Motorway Partnership. Includes Term Loan Notes receivable from Westlink, which are Transurban's debt funding contribution to the Partnership.

Transurban DRIVE Holdings LLC

Transurban (895) LLC (Pocahontas)

Capital Beltway Express LLC

Transurban (USA) Inc

Employs all US based staff. Holds numerous contracts for US business and is responsible for developing & managing Transurban's projects for DRIVE.

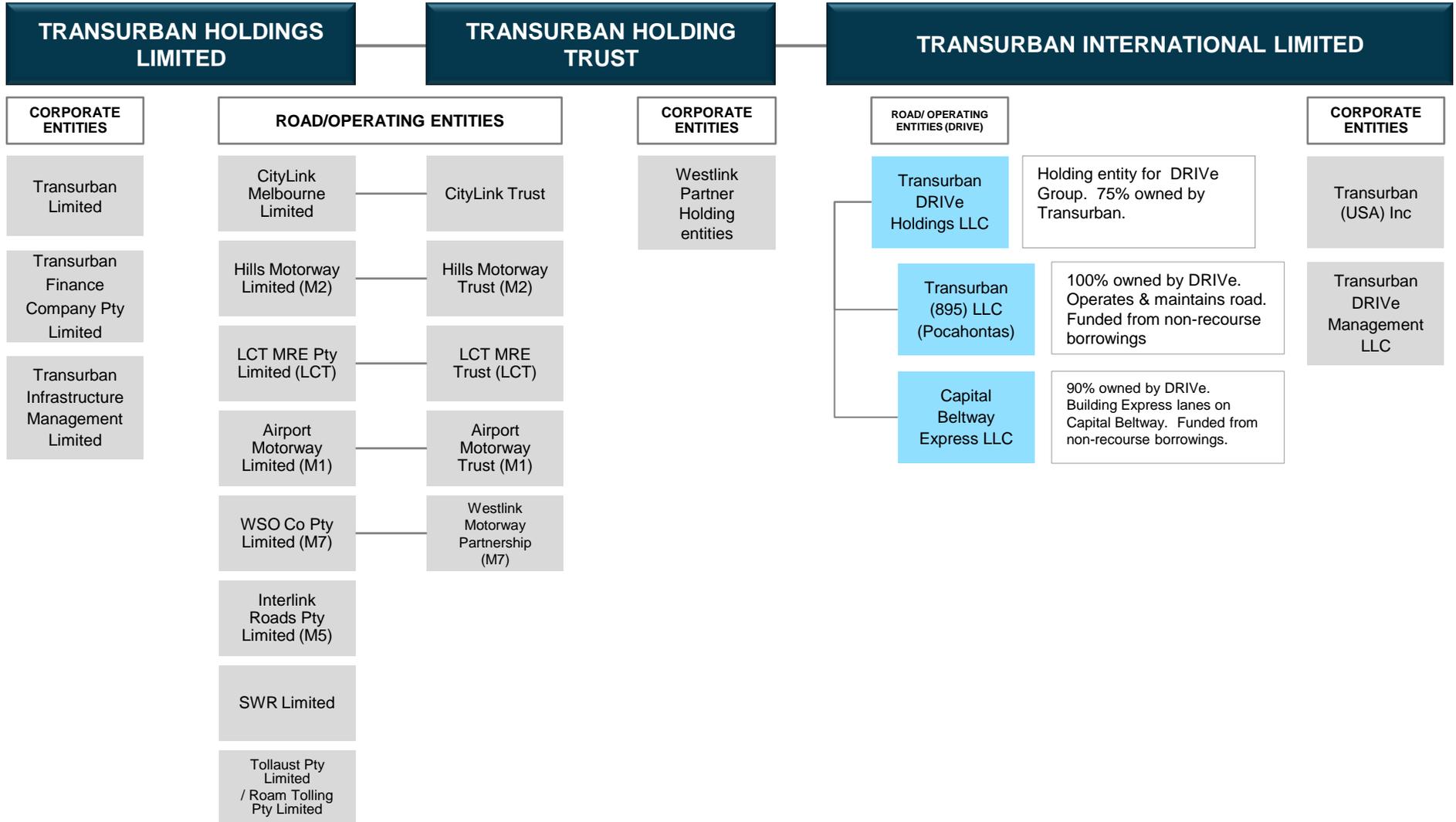
Transurban DRIVE Management LLC

Provides management services to DRIVE

SUMMARISED GROUP STRUCTURE

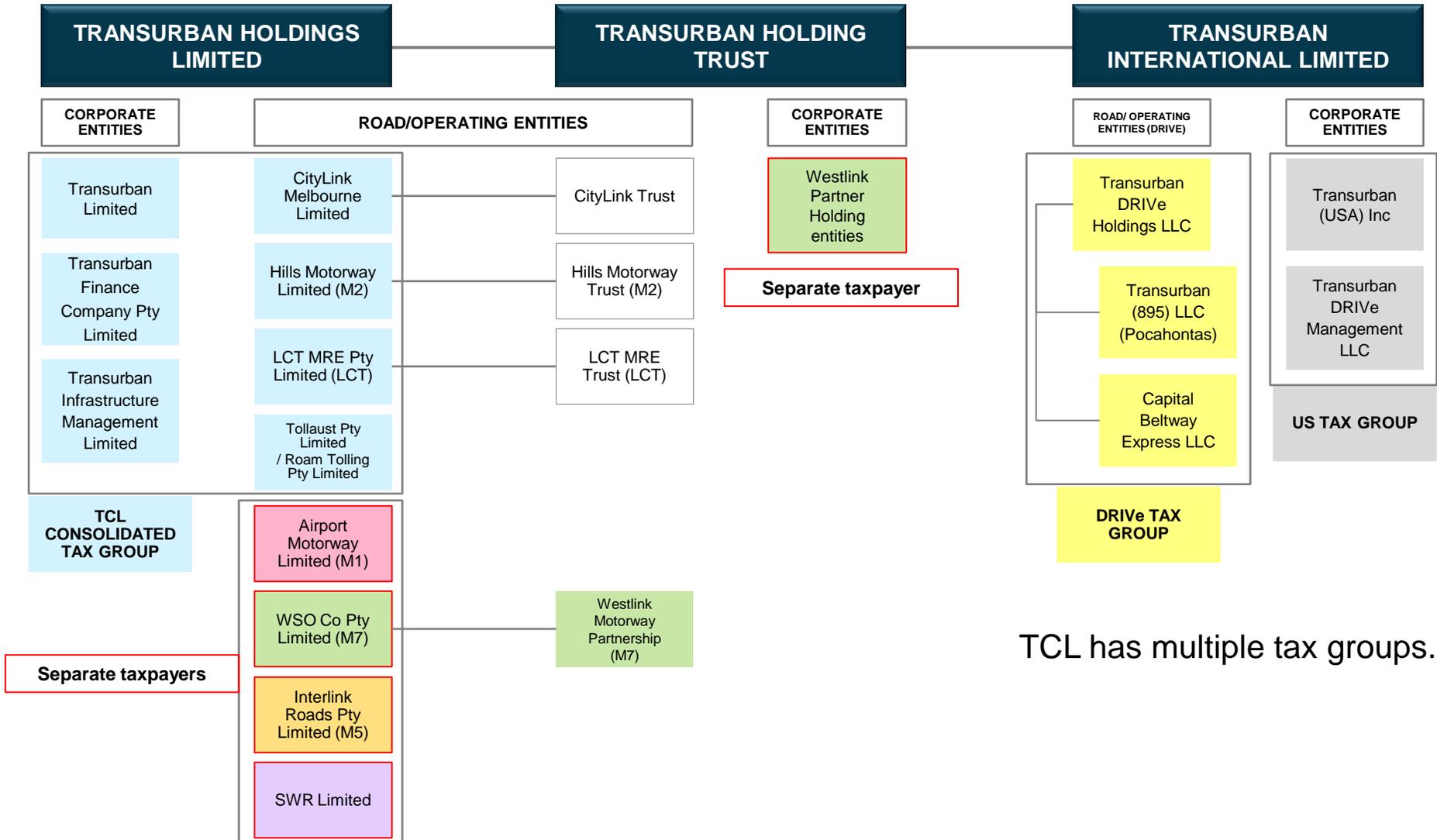
OPERATING ENTITIES (DRIVE)

Corporate entities / trusts



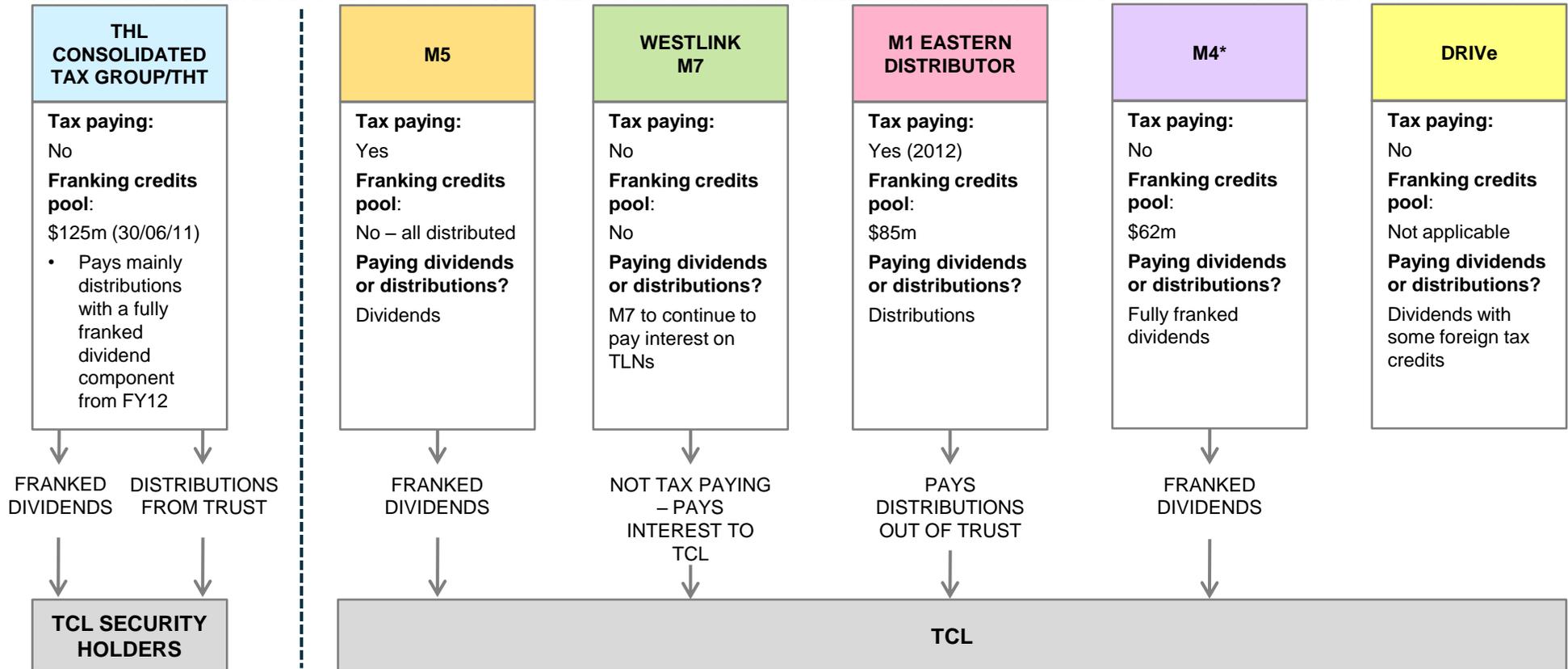
SUMMARISED TAX GROUPS

Corporate Finance / Treasury



TCL has multiple tax groups.

TAX ATTRIBUTES



- THL consolidated tax group franking credit pool created through SRG acquisition, M5 and M4 franked distributions
- THL franking credit pool to be distributed to TCL security holders in near term assuming income available for distribution remains greater than THT income
- THL tax group non-tax paying entity in near term

* No longer operating concession – entity remains with service centre revenue until 2017

FUNDING STRUCTURE

- Two groups of debt:
 - Corporate
 - Non recourse
- Refinanced \$5.2bn across 14 transactions since May 2009

CORPORATE DEBT

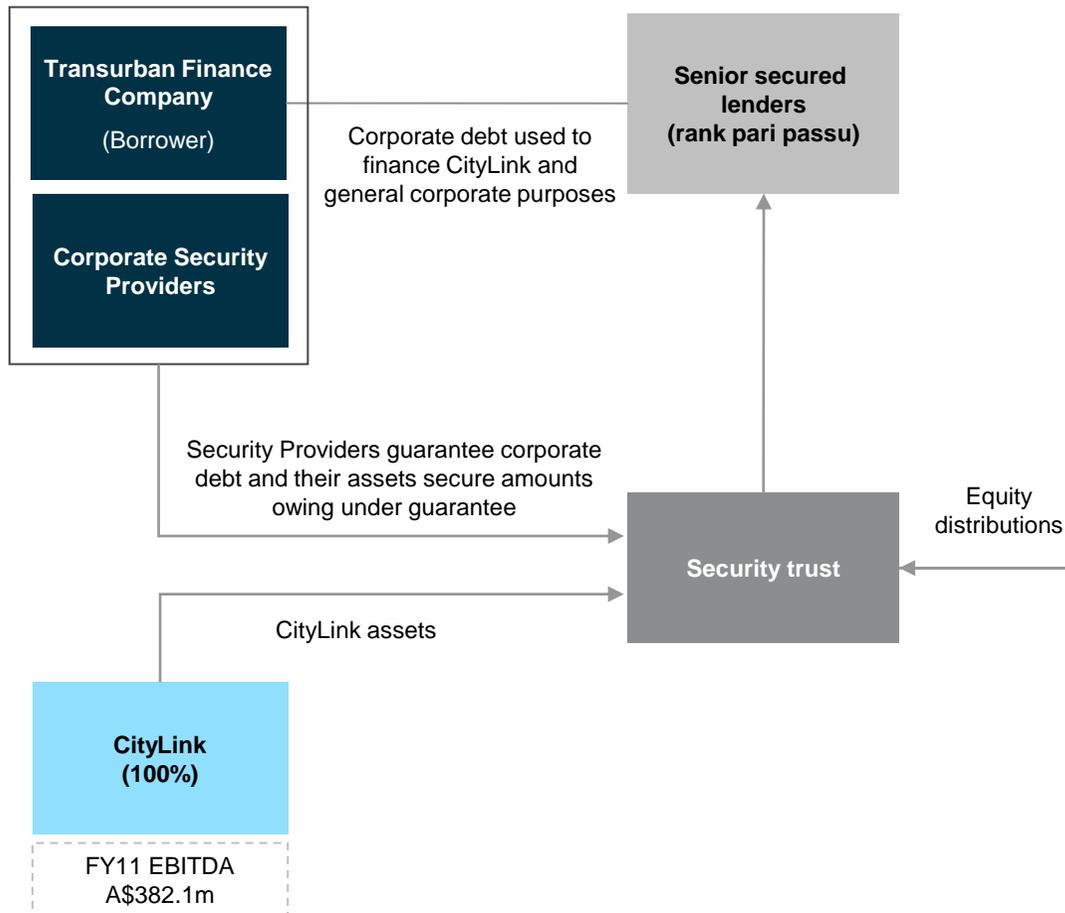
	Senior ratings (S&P / Moody's / Fitch)	Total corporate drawn debt
Transurban Finance Company (Borrower)	A- / Baa1 / A-	A\$3,315m
CityLink (100%)		Used to finance CityLink and general corporate purposes

NON RECOURSE DEBT

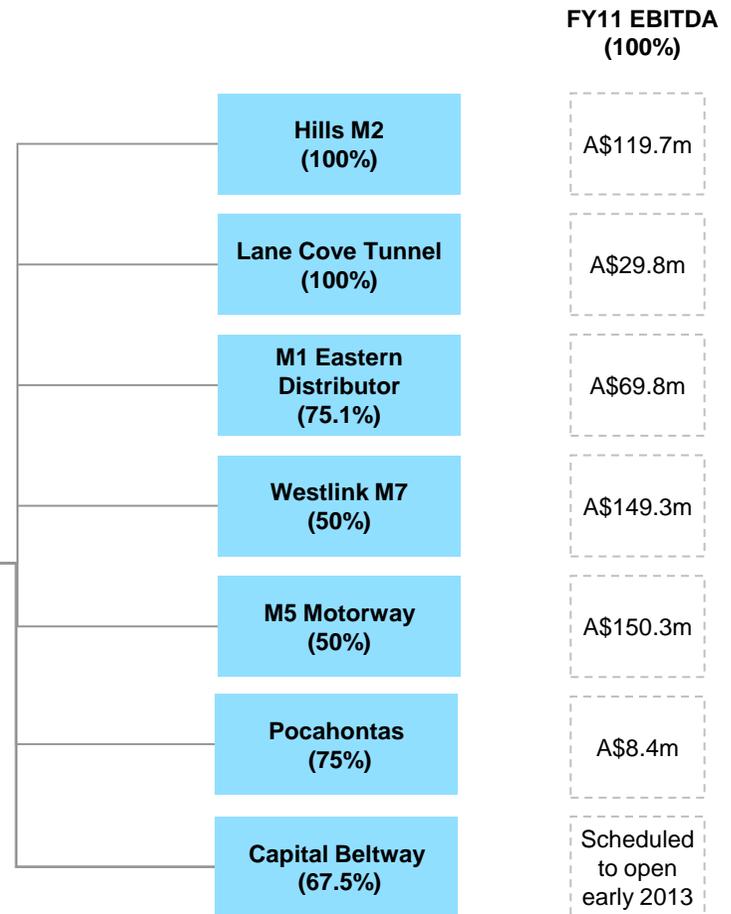
	Senior ratings (Moody's / Fitch)	Total non-recourse asset debt
Hills M2 (100%)	Not rated	A\$583m
Lane Cove Tunnel (100%)	Not rated	A\$260m
M1 Eastern Distributor (75.1%)	A3/A-	A\$520m
Westlink M7 (50%)	-/BBB+	A\$1,255m
M5 Motorway (50%)	A2/A	A\$510
Pocahontas (75%)	-/B-	US\$479m
Capital Beltway (67.5%)	-/BBB-	US\$1,040

SECURITY STRUCTURE

CORPORATE DEBT



ASSETS (funded by non recourse debt)



STAPLED STRUCTURE

- TCL distributions to remain trust distributions as first priority (tax imperative) with pool of franking credits available for franked dividends over and above trust income in near term
- Ongoing efforts to simplify structure – however, non recourse assets and tax impacts mean material changes unlikely in near term
- Zero sum impact of internal cash flows on Group result means investors should concentrate on Group consolidated result/accounts for Group performance
- Transurban to continue to focus on proportional results in addition to statutory requirements
- Transurban balance sheet in robust state – proactive treasury management will continue

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The logo features the word "transurban" in a bold, italicized, black sans-serif font. Below the text is a graphic element consisting of two parallel, curved, lime-green lines that sweep upwards from left to right, resembling a stylized wave or a road.

TOLL ROAD MODELS THE FORECASTING TOOL

KEN DALEY – PRESIDENT INTERNATIONAL DEVELOPMENT
JOHN MUNDY – GENERAL MANAGER TRAFFIC FORECASTING

MODELLING TOLL ROAD USAGE

STANDARD ELEMENTS



Referred to as “Trip Generation”, “Distribution” and “Mode Choice”

- Establishes the total number of vehicle trips around the city
- Establishes where the vehicles are travelling to and from (referred to as origins and destinations)
- Primarily based on projected socioeconomic factors (e.g. wealth, land use patterns, etc)

Referred to as “Trip Assignment”

- Allocates the vehicles to the road network between their origins and destinations
- Choice between route alternatives essentially based on users wanting to minimise their total trip cost (time, money, intangibles, etc)
- Tolled roads represent one of many road types users can choose from

Projected project trips and revenue

Those vehicles that choose to use the toll roads are identified from the model results and their associated tolls counted

MODELLING TOLL ROAD USAGE

KEY STEPS



- Used to demonstrate that the model developed has the capability to reflect known conditions
- “Proven” through:
 - Calibration and validation activities
 - Surveys
 - Benchmarking
- This process “sets” the key parameters at a known point in time

- Used to provide average weekday traffic and revenue projections for key future years
- Base year model parameters are updated to reflect future road network and socioeconomic conditions
- Preparation of assumptions for future conditions encompasses personal wealth, CPI, toll rates, etc

- Used to convert modelled (average weekday) results to yearly traffic and revenue numbers for the life of the concession
- Adjustments to forecasts are necessary to reflect:
 - Ramp up
 - Conversion of weekday to yearly values

THERE IS NO FUNDAMENTAL DIFFERENCE BETWEEN CONVENTIONAL AND HOT LANE MODELS

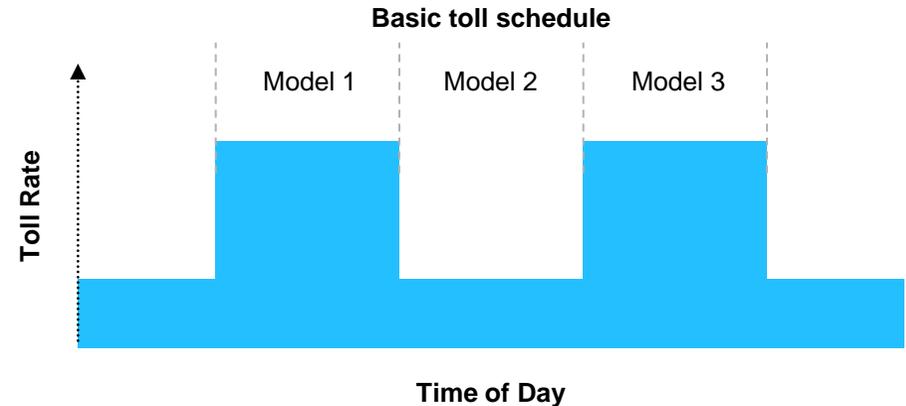
- The same approach and tools are used to model the HOT lanes as for traditional toll roads
 - The modelling approach is fundamentally consistent with the traditional toll road projects
 - Inputs and techniques remain unchanged
 - The key differences relate to the objectives and interpretations associated with the HOT lane
- Principally:
- Different toll rates by time period
 - Speeds that must meet minimum thresholds

	Traditional toll road projects	HOT lane projects
Inputs & approach	Land use and input assumptions are based on Government forecasts	Same
	Existing proven tools for predicting traffic and revenue for tollways	Same
	Multiple time periods modelled	Same
	Multiple vehicle types modelled	Same
Objectives & interpretation	Tolls are the same for all time periods and directions	Tolls may differ by time period and direction
	Iterative approach used to determine optimal toll level, with all periods needing the same toll	Iterative approach used to determine optimal toll levels and to ensure speeds are maintained.
	Provides constrained (suboptimal) revenue. (Tolls in peaks are likely to be below optimal and in off peaks above optimal, to provide a balance).	Optimal tolls are obtained for each time period, maximising total revenue.

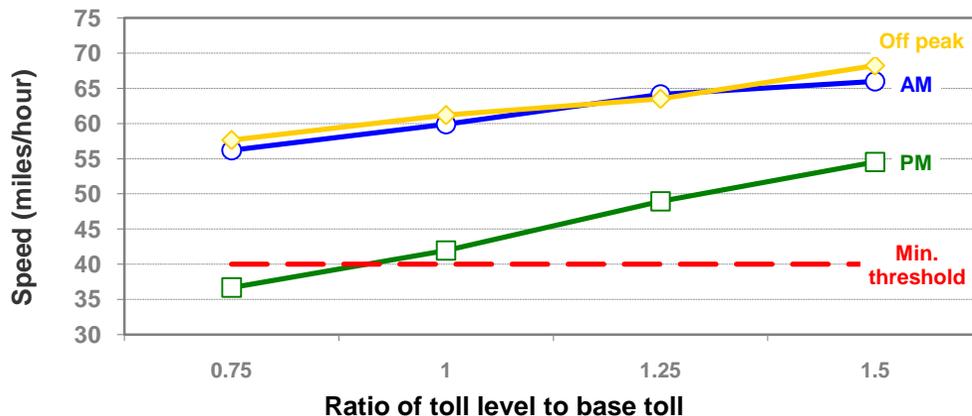
SATISFYING THE ADDITIONAL HOT LANE REQUIREMENTS IS SIMPLE AND INTUITIVE

Optimising revenues by time period

The day is divided into separate time segments; each of which is modelled separately. This provides different tolls (a simple toll schedule) by time of day and direction.



Minimum Speed Validation



Meeting minimum requirements

The model is run iteratively with intermediate checks to ensure speeds in HOT lanes met SAFTEA-LU regulations ... Observation and repetition.

THE CHANGES REQUIRED FOR FORECASTING ARE MINIMAL

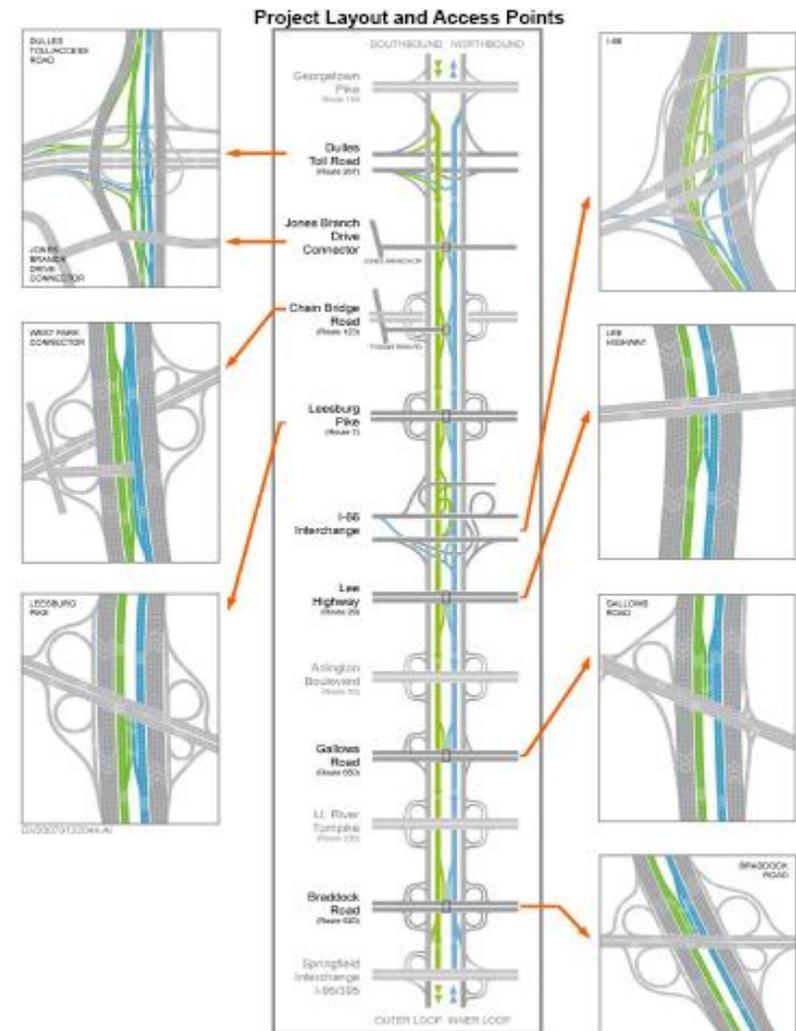
The changes in future year model runs is limited to parameters that are known or expected to change over time. All other factors remain unchanged in order to ensure the inter-relationships established in the base year remain valid.

The key changes effectively relate to factors associated with natural, or normal, growth within the city.

Key factor	Base year (2005)	Future years
Socioeconomic (land use, population and employment, etc)	MWCOG + minor adjustments	MWCOG + minor adjustments
Wealth	As per government forecast	Minor per annum real increase
Road network	As per 2005 conditions	As per government medium and long term planning guidelines
Toll rates	n/a	Incremented to ensure speed is achieved

TOLLING ARCHITECTURE

- Toll system is based on an ‘open architecture’ – similar to CityLink
- Nine toll points in each direction
- Current traffic volumes vary from 180,000 vpd to > 200,000 vpd
- HOT lane volumes expected to have a similar ‘pattern’
- Toll level will be different at each toll point / direction for most of the day



495 POSSIBLE ORIGINS-DESTINATIONS

ORIGINS	DESTINATIONS										
	Spring Int.	Spring Gap	Brad.	Gall.	Lee	I-66	Rt. 7	West.	Jones	DTR	N. Term
Springfield Interchange					x	x	x	x	x	x	x
Springfield Gap					x	x	x	x	x	x	x
Braddock Road					x	x	x	x	x	x	x
Gallows Road					x	x	x	x	x	x	x
I-66							x	x	x	x	x
Northern Terminus	x	x	x	x		x		x	x	x	
Dulles Toll Road	x	x	x	x		x		x			
Jones Branch Drive	x	x	x	x		x		x			x
Westpark Drive	x	x	x	x		x			x	x	x
Route 7	x	x	x	x		x					
I-66	x	x	x	x							
Lee Highway	x	x	x	x							

SR91 EXPRESS CASE STUDY



SR91 EXPRESS LANES

- The SR91 facility links the counties of Riverside and Orange in California
- The SR91 is a 10 mile HOT lane system that has two tolled lanes in each direction
- The HOT Lanes were opened to the public in December 1995
- Free flow tolling approaches are used to eliminate toll booths
- Toll rates are fixed via schedules for each hour and day of the week
- While SR91 applies simpler tolling than Capital Beltway will, it represents the closest match in terms of scale and operations

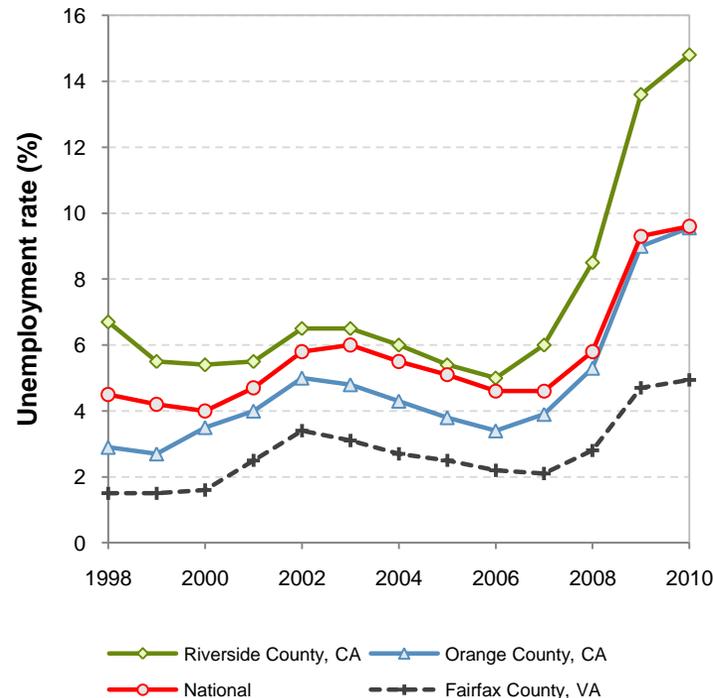


Note – SR91 is not a directly comparable tolling asset to Capital Beltway, however, has been used for comparative illustrative purposes.

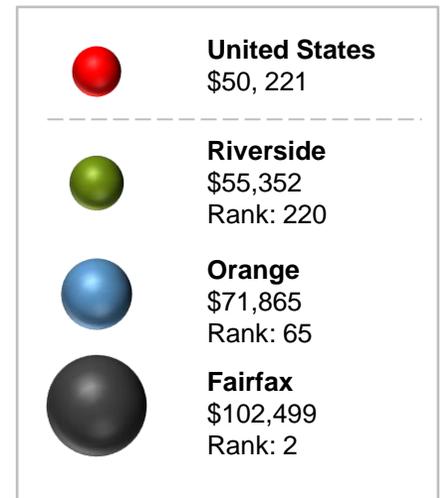
SR91 CATCHMENT DEMOGRAPHICS

- The SR91 is predominately seen as a commuter route between Riverside and Orange counties
- A comparison between the SR91 catchment and Fairfax (the key County for the Capital Beltway) demonstrates the relative strength of the Capital Beltway catchment:
 - Unemployment rates are substantially below the SR91 catchment and national averages
 - Household wealth is significantly greater than SR91 and national values

Annual unemployment rates



Household wealth

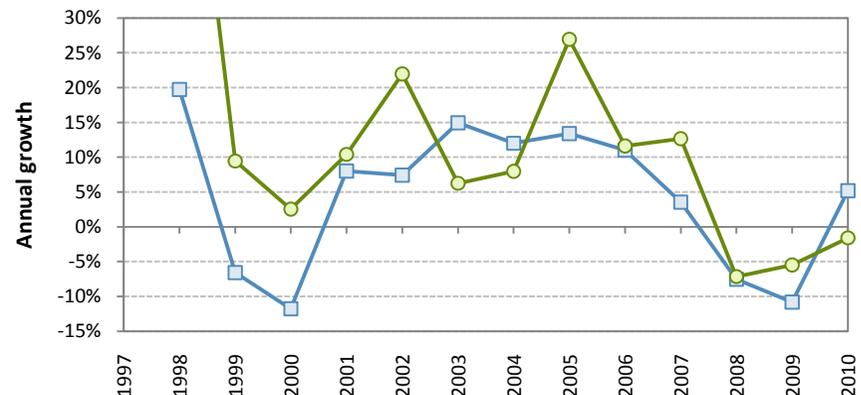
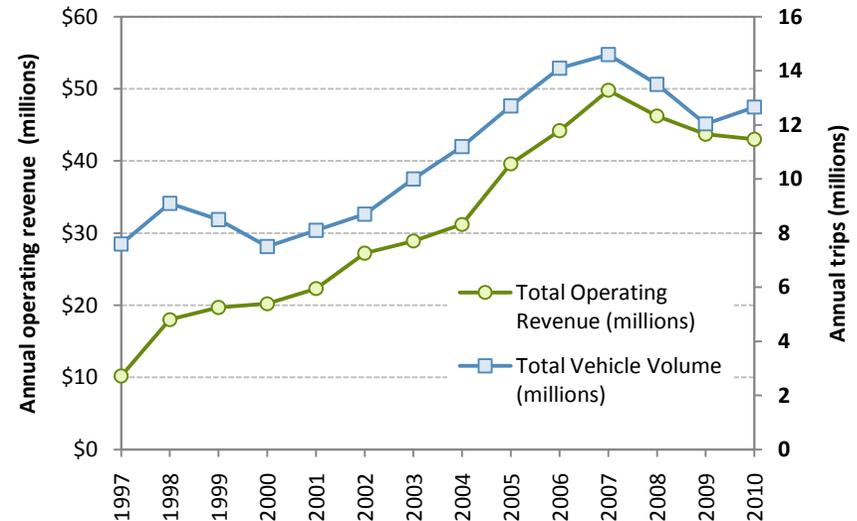


Source: American Community Survey 2009

Source: Bureau of Labor Statistics

SR91 TRAFFIC AND REVENUE GROWTH

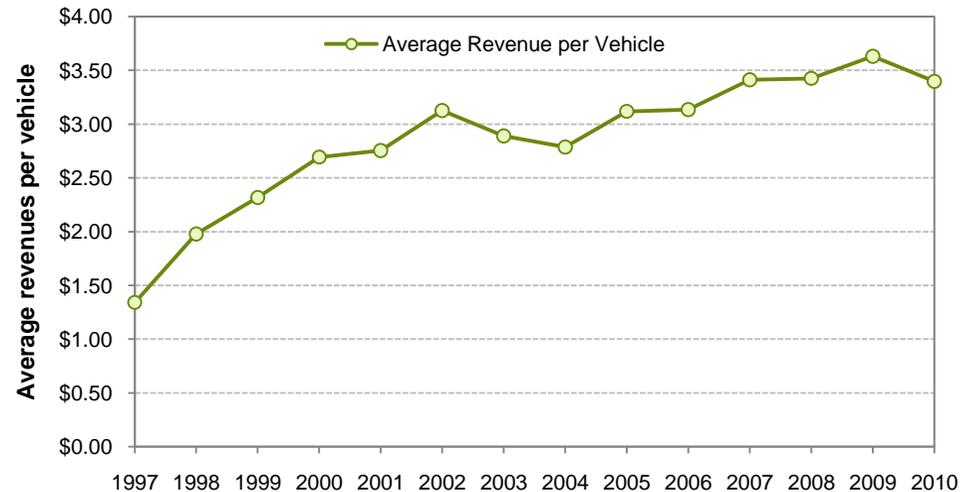
- The SR91 has shown strong and sustained growth in both trips and revenue throughout
- Through the 'great recession' of 2008 and 2009 trips and revenues declined moderately, but are showing signs of recovery
- Despite the recent recession growth rates (post ramp up) have averaged 7.4% per annum (1999 to 2010)



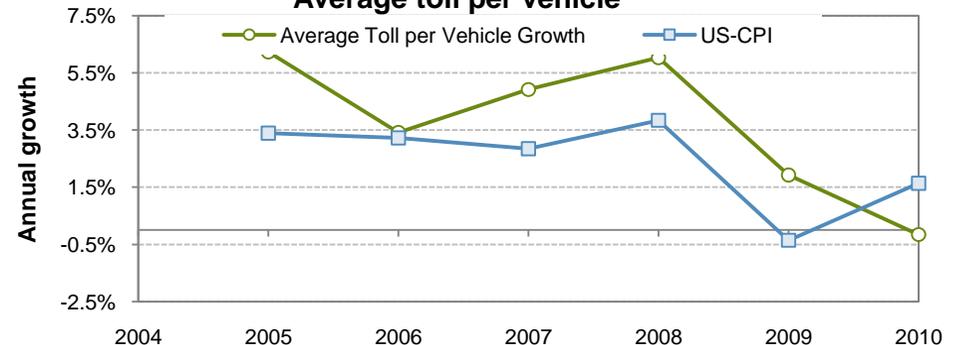
SR91 TOLL RATE GROWTH

- Average revenue per vehicle has generally continued to climb since the SR91 opened, with only brief periods of flat or minor negative growth
- Average toll per vehicle has also continued to grow, and at a rates exceeding CPI
- The continued growth in both tolls and revenues throughout the life of the project highlights benefits of the dynamic tolling approach used in the HOT lanes

Average revenue per vehicle



Average toll per vehicle



Source: SR91 weekly traffic and revenue results

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