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This document includes the presentation of results on a statutory as well as non-statutory basis. The non-statutory basis includes Proportional Results and Free Cash. Numbers in this presentation are prepared on a proportional basis unless specifically referred to as statutory or total. All financial results are presented in AUD unless otherwise stated. Data used for calculating percentage movements has been based on whole actual numbers. Refer to the Supplementary information for an explanation of terms used throughout the presentation.

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# CONTENTS

# *≟*Transurban



HIGHLIGHTS



MARKET UPDATES



FINANCIAL RESULTS



SUMMARY



SUPPLEMENTARY INFORMATION

# HIGHLIGHTS

# **\_**Transurban

PERFORMANCE

2.3%

growth in average daily traffic across portfolio<sup>1</sup>

9.5%

EBITDA growth to \$1,094 million<sup>2</sup>

5.1%

projected FY20 distribution growth based on guidance of 62.0 cps 109%

free cash flow coverage of interim distribution of 31.0 cps

2.0%

underlying cost growth<sup>3</sup>, reducing to 0.8% growth excluding foreign exchange impact

381K

hours in customer travel time saved every workday<sup>4</sup>

<sup>1.</sup> ADT in prior corresponding period includes M4 traffic prior to Transurban ownership and is shown for comparison purposes. Excluding period-on-period M4 growth, ADT increased by 1.4%.

<sup>2.</sup> Proportional EBITDA excluding significant items. Excluding 395 Express Lanes, additional M5 West ownership, additional maintenance provision expense due to 10-year CityLink concession extension (in connection with the West Gate Tunnel Project), all growth from M4 and incremental WestConnex impact, EBITDA increased by 4.5%.

<sup>3.</sup> Excluding 395 Express Lanes, additional M5 West ownership, West Gate Tunnel, all growth from M4 and incremental WestConnex impact and non-cash maintenance adjustments. Refer to slide 30 for further detail.

<sup>4.</sup> Average workday travel-time savings in hours from July 2019 to December 2019. Source: TomTom data (Australia and Montreal), Regional Integrated Transportation Information System data (Greater Washington Area).

## HIGHLIGHTS

**\_**Transurban

OPERATIONS, DEVELOPMENT AND DELIVERY

# 395 EXPRESS LANES

traffic and revenue performing in line with expectations since tolling commenced in November

# LOGAN AND GATEWAY

traffic growth of 5.3% and 4.4% respectively, reflecting benefit of network enhancement projects in Brisbane

# M5 WEST

now 100% owned after remaining 34.62% minority interest acquired

# WESTCONNEX ACQUISITION

remains ahead of investment case

# NEW M5 AND NORTHCONNEX

to open mid-2020, bringing number of major projects completed since start of FY19 to seven

# WEST GATE TUNNEL<sup>1</sup>

actively working with the D&C contractor and the State to resolve outstanding matters including those related to spoil management

# ROAD INJURY CRASH INDEX

tracking at 3.90 for 1H20, the lowest score since we introduced the RICI in FY14 with Transurban roads up to 68% safer than alternatives<sup>2</sup>

<sup>1.</sup> See slide 19 for further detail.

<sup>2.</sup> Based on independent analysis undertaken by Monash University Accident Research Centre, it was found that during 2017 and 2018 Transurban roads had lower crash rates compared to identified like roads, by 68% in New South Wales, by 42% in Victoria and by 56% in Queensland.

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**CUSTOMER** 

# UP TO 67%

in travel time saved during peak periods compared to free alternative routes<sup>1</sup>

Average peak period travel-time saving %1



# LINKT CUSTOMER REWARDS

launched first customer benefit—a fuel discount available at Shell Coles Express

# OVFR 1 MILLION

downloads of Linkt apps and over 1.5 million trips through GPS tolling app, LinktGO 83%

of Linkt account customers spending under \$50 a month on tolls<sup>2</sup>

Linkt average monthly account spends<sup>2</sup>



# 1 MILLION ACCOUNTS ADDED

over last two years, including 500,000 E-way customers<sup>3</sup>. Now over 5.5 million customers in Australia

### LINKT ASSIST

hardship program supporting more than 2,000 customers experiencing hardship in 12 months since launching

<sup>1.</sup> Average travel-time saving percentage is calculated as travel-time saved by using tolled route relative to the fastest alternative free route. 67% is in relation to time saved on M4 in Sydney. Based on travel times in peak direction during AM and PM peak periods for workdays between 1 July 2019 and 31 December 2019. Peak periods considered to be from 6:00am to 9:00am and 3:00pm to 6:00pm. Data for the 95 Express Lanes only relates to the period since the 395 Express Lanes opened. Selection of assets included representing all markets.

<sup>2.</sup> Based on private customer account spends between 1 July 2018 and 30 June 2019 excluding accounts with zero spend during the period. Previous reporting of this information included accounts with zero spend.

<sup>3.</sup> E-way is the M5 West retail tolling brand.

COMMUNITY

# POWER PURCHASE AGREEMENTS

substantial progress to supply up to 80% of electricity needs for Brisbane and Sydney operations from renewable sources<sup>1</sup>

# CONTINUED PARTNERSHIP

with leading research institute, Neuroscience Research Australia (NeuRA), on advancing national road safety

# ESG LEADER

in DJSI (4<sup>th</sup>) and GRESB (2<sup>nd</sup>) global sustainability benchmarks in Transport and Motorway categories

# SUPPORTING PUBLIC TRANSPORT

improvements in 395
Express Lanes corridor in partnership with
Government of Virginia with first USD15 million annual payment<sup>2</sup>

<sup>1.</sup> Does not include Westlink M7, NorthConnex, M5 West and WestConnex Stage 3. Opportunities will be explored to implement further power purchase agreements across Transurban's portfolio. Brisbane arrangements in place. Sydney subject to final documentation and WestConnex Board approvals.

<sup>2.</sup> USD15 million Annual Transit Investment started at service commencement of 395 Express Lanes and grows by 2.5% each year for the term of the concession.

OUR PURPOSE: TO STRENGTHEN COMMUNITIES THROUGH TRANSPORT

# Our strategy Provide sustainable transport solutions that offer choice, reliability, safety, transparency and value



# Deliver committed projects

- Five major projects delivered since beginning of FY19 with all projects performing in line or ahead of expectations since opening
- NorthConnex and New M5 projects on schedule for mid-2020 opening

# Maximise performance of operations

- Asset enhancement projects and new assets contributing to ADT growth across all markets
- Cost growth remains below inflation<sup>1</sup>, reflecting scale synergies across portfolio
- Technology solutions creating efficiencies across operations, maintenance planning, customer and corporate activities

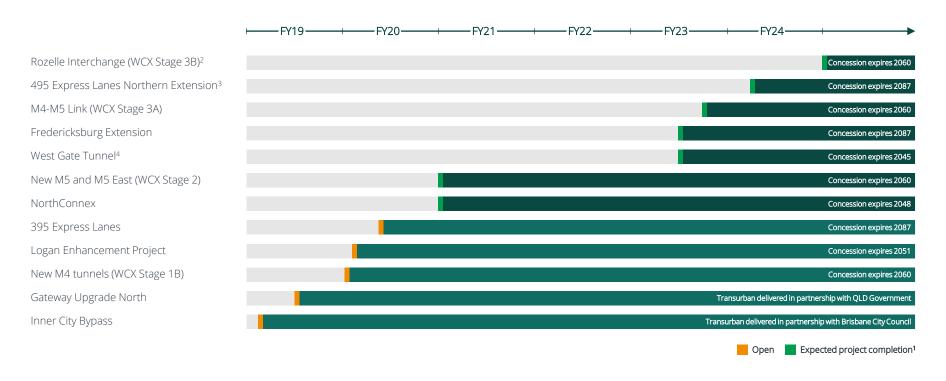
# Enhance customer and community offerings

- Improved digital offerings driving enhanced customer experience and value across customer base
- Significant investment in community initiatives adjacent to project corridors and in the communities in which we operate
- Community engagement continuing to advance, recognising importance of building relationships with our neighbours

<sup>1.</sup> Underlying cost growth of 0.8% excluding foreign exchange impact. See slide 30 for further detail.

# PROGRESSIVELY DELIVERING PROJECTS





<sup>1.</sup> Project completion dates shown are approximations and are subject to final schedules. The Government completion estimate in any given jurisdiction is still the most appropriate estimate for media reporting and commentary.

<sup>2.</sup> Rozelle Interchange is 100% funded and delivered by Transport for New South Wales.

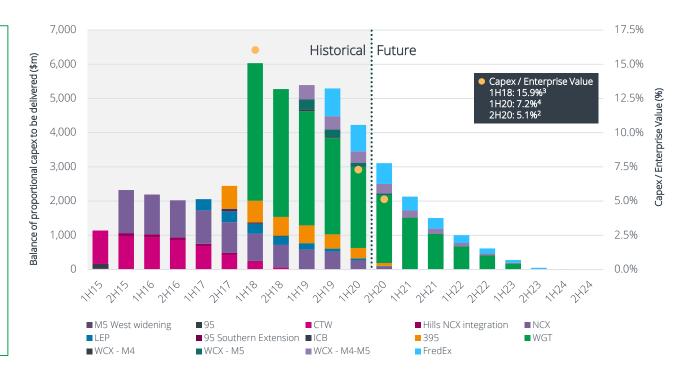
<sup>3.</sup> Development framework agreed with Virginia Department of Transportation, project scope and timing still subject to change. Excludes Capital Beltway Accord project.

<sup>4.</sup> Schedule under review. See slide 19 for further detail.

# SIGNIFICANT PROGRESS ON PROJECT PIPELINE<sup>1</sup>

# **\_**Transurban

- Portfolio delivery exposure decreasing:
  - Remaining capex in major projects represents 5.1% of enterprise value<sup>2</sup>
  - \$1.1 billion of proportional capex delivered during 1H20
  - Commissioning underway on New M5 and NorthConnex with both expected to open mid-2020
- Track record of working with contractors and governments to manage risk on large scale, highly complex projects



<sup>1.</sup> Chart shows balance of proportional capex to be delivered as at the beginning of each period.

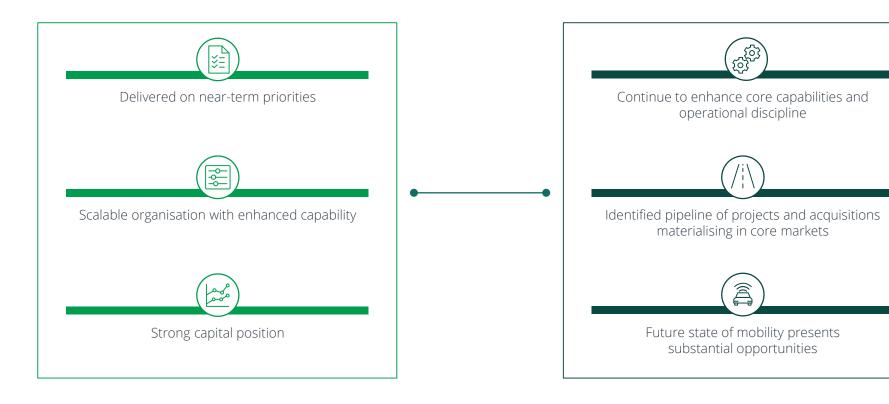
Calculated using enterprise value as at 31 December 2019.

<sup>3.</sup> Calculated using enterprise value as at 30 June 2017.

<sup>4.</sup> Calculated using enterprise value as at 30 June 2019.

# POSITIONED FOR EMERGING OPPORTUNITIES

# **\_**Transurban

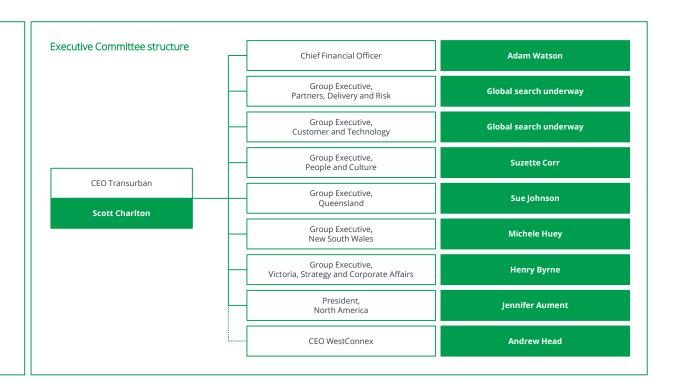


# POSITIONED FOR EMERGING OPPORTUNITIES



#### Evolving and dynamic structure

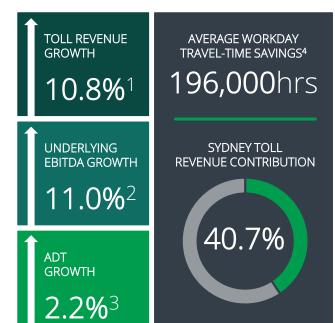
- Realignment of the Transurban leadership operating model to position Transurban for the future
- Consolidation and expansion of executive positions as well as increasing capability to take advantage of emerging opportunities:
  - Group Executive, Partners, Delivery and Risk—combining capability to deliver our \$19 billion pipeline of projects underway and an enlarged pipeline of future projects, ensuring that Transurban is the preferred partner of tomorrow's motorways
  - Group Executive, Customer and Technology—combining capability to meet the challenge of technology driving the customer experience (e.g. 93% of customer interactions are digital)





## SYDNEY MARKET UPDATE





#### 1H20 performance

- Toll revenue growth of 10.8% inclusive of New M4 and additional M5 West interests<sup>1</sup>
- New M4 traffic ahead of investment case since tunnels opened in July 2019
- Traffic growth across the Sydney network saw the greatest impact from softer economic conditions and weaker housing construction activity
- M2 and Lane Cove Tunnel impacted by softer economic conditions as well as redistribution of traffic since opening
  of New M4 tunnels in July 2019 and Metro North West rail which opened in May 2019
- Car traffic increased by 2.8% and large vehicles decreased by 3.7%

#### Operations and development

- Completed acquisition of remaining 34.62% interests in M5 West, taking ownership to 100%
- Substantial progress to supply up to 80% of electricity needs for Sydney operations from renewable sources<sup>5</sup>
- · Variable speed management trial underway on M2 and M7 motorways to improve safety and efficiency

#### Customer and community

- New 2.5 hectare park, Ismay Reserve, opened in Sydney's inner west—previously contaminated and unused land transformed into green space for the 6,000 homes within a 10-minute walk
- Continued working with our research partner NeuRA through the Transurban Road Safety Centre looking at how
  road safety can be further improved through research into child seats, aged driver aids and motorcyclist safety

- 1. Excluding additional M5 West ownership and all growth from M4, toll revenue decreased by 0.1%. During FY19 Transurban acquired two additional equity interests in the M5 West of 8.24% and 7.14% taking its total equity ownership to 65.38%. Financial close on the additional interests was reached on 18 September 2018 and 3 December 2018 respectively. Transurban acquired the remaining 34.62% equity interests in the M5 West during 1H20, taking its total equity ownership to 100%. Financial close on the 34.62% interest was reached on 30 October 2019.
- 2. Excluding additional M5 West ownership and all growth from M4, EBITDA decreased by 0.4%.

- 3. ADT in prior corresponding period includes M4 traffic prior to Transurban ownership and is shown for comparison purposes. Excluding period-on-period M4 growth, ADT decreased by 0.1%.
- 4. Average workday travel-time savings in hours from July 2019 to December 2019. Source: TomTom data.
- 5. See footnote 1 on slide 7 for further detail.

# SYDNEY PROJECT UPDATES

# **\_**Transurban



- Tunnel commissioning activities underway, on schedule for mid-2020 opening
- Installation of Pennant Hills Road Truck Regulation gantries complete with works to install associated roadside equipment progressing
- Construction commenced on permanent buildings at Wilson Road tunnel support facility and northern compound decommissioning works underway



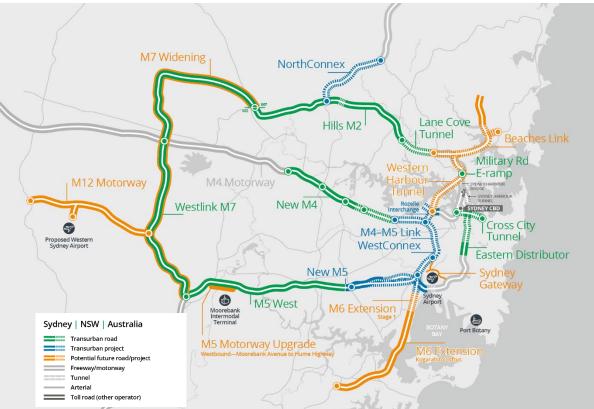
- Civil works 99% complete and mechanical and electrical works over 80% complete opening expected mid-2020
- Commissioning works underway with permanent HV power now operational within tunnels
- All structural pavements complete within St Peters Interchange
- Motorway Control Centre building works complete, commissioning underway



- Over 1,000 people working on the project, with over 2.5 million hours worked
- Tunnelling commenced ahead of schedule in March 2019
- 26 road headers currently tunnelling on the M4-M5 Link Tunnels
  - 1.7 million tonnes of spoil excavated

# SYDNEY PORTFOLIO AND PIPELINE





#### **Near-term asset enhancement opportunities**

- M7/M12 connection
- M7 staged widening
- M5 Motorway Upgrade (Westbound—Moorebank Avenue to Hume Highway)

#### **Potential market opportunities**

- Western Harbour Tunnel (WHT) environmental impact statement (EIS) currently on public exhibition, with Beaches Link EIS expected to be on exhibition by mid-2020
- WestConnex minority interest (49%)

#### Other NSW infrastructure project updates

- Sydney Gateway EIS exhibition period complete and contractors shortlisted, opening expected late 2023
- M6 Extension Stage 1 D&C EOI process underway, construction to commence early 2022, opening expected 2025
- M12 Motorway EIS exhibition period complete, NSW Government expect construction to commence 2022
- Rozelle Interchange—all sites established and tunnelling underway. 100% funded and delivered by Transport for New South Wales (TfNSW) with handover to WestConnex to operate upon completion

1. The M6 Extension project was formerly identified as the F6 Extension project by the New South Wales Government.

# MELBOURNE MARKET UPDATE



TOLL REVENUE

3.7%

UNDERLYING EBITDA GROWTH

 $2.1\%^{1}$ 

ADT GROWTH

1.1%

AVERAGE WORKDAY TRAVEL-TIME SAVINGS<sup>2</sup>

MELBOURNE TOLL
REVENUE CONTRIBUTION



#### 1H20 performance

- CityLink traffic growth of 1.1% with Southern Link impacted by disruption from West Gate Tunnel Project and peakperiod congestion, Western Link continuing to benefit from additional capacity
- Car traffic increased by 0.7% and large vehicles increased by 3.0%
- · Traffic growth across the network impacted by softer economic conditions and weaker housing construction activity

#### Operations and development

- Successfully shifted routine tunnel closures from Saturday to Sunday nights and reduced the working window by two hours, leading to almost 22,000 fewer trips impacted annually
- Dynamic speed management on Western Link of CityLink resulting in travel-time savings of around 2,500 hours a
  month
- Ramp metering optimisation trial undertaken in collaboration with the Victorian Department of Transport, resulting in significant reductions to waiting times at signals without compromising traffic flow on mainline
- Developing initiatives to improve congestion across the network by finding ways to encourage motorists to maintain the designated speed limit in the Burnley Tunnel

#### Customer and community

- Renewed agreement to continue supporting the Run for the Kids, now into its 15<sup>th</sup> year
- Investing in STEM focused educational programs including the Victorian Energy Breakthrough and the West Gate Kids school engagement program

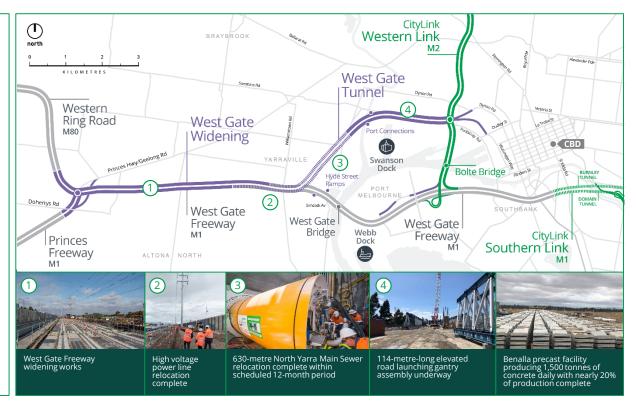
<sup>1.</sup> Excluding the impact of the additional maintenance provision expense due to 10-year CityLink concession extension (in connection with the West Gate Tunnel Project), Melbourne EBITDA (excluding significant items) grew by 3.3%.

<sup>2.</sup> Average workday travel-time savings in hours from July 2019 to December 2019. Source: TomTom data.

## WEST GATE TUNNEL UPDATE

# **\_**Transurban

- The D&C contractor has purported to terminate the D&C subcontract and also noted their intention to continue works on the site. Transurban does not consider the D&C subcontract has been validly terminated and, as such, the contract remains valid
- Actively working with the D&C contractor and the State to resolve outstanding matters including those related to spoil management
- · Project schedule under review
- Project delivered under a PPP framework, with risk allocation and contractual frameworks consistent with Transurban's previous projects
- Significant progress made on the project with works continuing on site
  - 4,000 people working on project and expenditure of \$390 million during 1H20 (\$2 billion up to December 2019)<sup>1</sup>
- · Key milestones:
  - Design works 99% complete
  - Procurement well progressed with agreements for 78% of work packages executed
  - 12,000 tonnes of asphalt, 765 metres of drainage and 750 metres of concrete barriers installed during summer blitz works



<sup>1.</sup> Represents Transurban's proportional expenditure on the project.

# MELBOURNE PORTFOLIO AND PIPELINE





## BRISBANE MARKET UPDATE





6.6%

UNDERLYING EBITDA GROWTH

12.4%

ADT GROWTH

3.6%

AVERAGE WORKDAY TRAVEL-TIME SAVINGS<sup>1</sup>
76,000hrs

BRISBANE TOLL
REVENUE CONTRIBUTION



#### 1H20 performance

- Logan and Gateway traffic growth of 5.3% and 4.4% respectively, reflecting benefit of network enhancement projects
- AirportlinkM7 and Clem7 traffic impacted by the redistributive effect of Gateway Upgrade North completion
- Targeted EBITDA margin achieved in line with previous guidance
- Car traffic increased by 3.7% and large vehicles increased by 3.1%

#### Operations, delivery and development

- Speeds on Logan Motorway returned to 100km/h following Logan Enhancement Project completion in August 2019 with customers saving up to 20 minutes on a trip
- Construction of network operations centre underway to consolidate all Transurban's traffic control rooms in Brisbane into a single facility
- Commenced tolling services for Queensland Government's Toowoomba Bypass
- Power purchase agreement established to supply up to 80% of electricity needs for operations from renewable sources

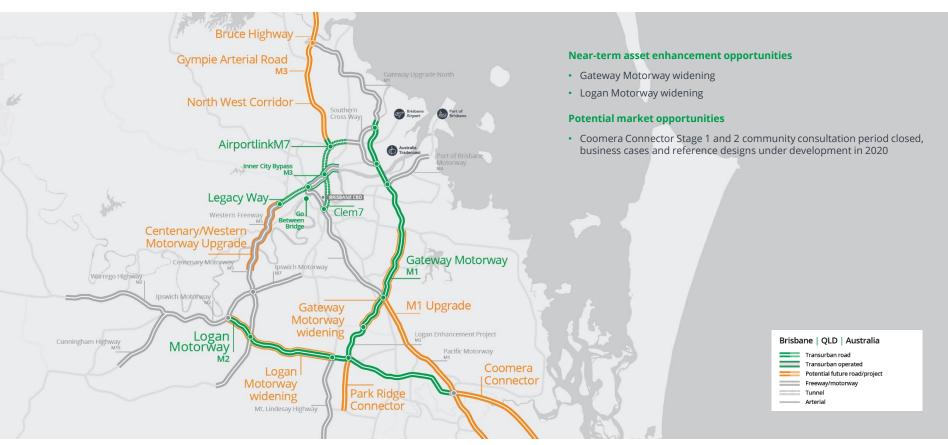
#### Customer and community

- \$330,000 raised for Ronald McDonald House at annual charity day—in excess of \$1 million now raised for this charity over seven years
- Free child seat fittings and safety checks for over 350 Linkt customers provided as part of partnership with Kidsafe
- Construction underway on cycle parks in Brisbane and Logan as part of the Logan Enhancement Project, designed to teach children how to share the road safely

<sup>1.</sup> Average workday travel-time savings in hours from July 2019 to December 2019. Source: TomTom data.

# BRISBANE PORTFOLIO AND PIPELINE





# NORTH AMERICA MARKET UPDATE<sup>1</sup>





16.2%<sup>2</sup>

UNDERLYING EBITDA GROWTH

ADT GROWTH

6.2%



#### 1H20 performance

- 395 Express Lanes traffic and revenue performing in line with expectations since tolling commenced in November 2019<sup>5</sup>
- Continued strong growth of Express Lanes toll revenue
  - 95 Express Lanes USD toll revenue growth of 13.6%
  - 495 Express Lanes USD toll revenue growth of 4.5%
- A25 traffic growth of 6.6% the result of strong economic conditions in Montreal and favourable network dynamics<sup>7</sup>

#### Greater Washington Area

- · Capital Beltway Accord project announced in November 2019 to extend 495 Express Lanes into Maryland
- Road-user charging and automated driving systems studies—both federal Department of Transportation grants expected to launch 2H20
- Work zone safety partnership launched with Virginia Tech to advance development of automated truck mounted attenuators

#### Montreal

- Testing to commence shortly on new A25 mobile tolling app with launch targeted for 2H20
- Continuing engagement with Quebec Government in relation to potential future opportunities
- A25 off-peak toll prices increased by 14% effective September 2019 after ADT surpassed the necessary threshold
- 1. All percentage changes are to the prior corresponding period and are calculated in AUD unless otherwise stated.
- 2. Excluding 395 Express Lanes which commenced tolling on 17 November 2019, toll revenue growth was 15.3%.
- 3. Excluding 395 Express Lanes, underlying EBITDA growth was 26.7%.
- 4. Average workday travel-time savings in hours from July 2019 to December 2019. Source: TomTom data (Montreal) and Regional Integrated Transportation Information System data (Greater Washington Area).
- 5. 395 Express Lanes forms part of the 95 Express Lanes concession. Results for the 395 Express Lanes are included as part of the 95 Express Lanes.
- Toll revenue growth for 1H20 in AUD was 20.7% on 95 Express Lanes and 11.1% on 495 Express Lanes. USD toll revenue
  growth on the 95 Express Lanes was 11.4% excluding impact of 395 Express Lanes.
- 7. Rolling 12-month peak-direction traffic of 3,131 vehicles per hour on the A25. Peak direction on the A25 means southbound in the morning peak and northbound in the evening peak.

# NORTH AMERICA PROJECT UPDATES





### FREDERICKSBURG EXTENSION

- Financial close reached in July 2019
- Construction progressing, with opening expected in late 2022
- Site clearing, earthworks and preparatory activities underway

- Commenced tolling in November 2019, on schedule and on budget<sup>1</sup>
- Traffic and revenue in line with expectations since opening
- Customers saving 19 minutes on average during peak periods for trips on the 395 Express Lanes
- 24% of trips have utilised both the 95 Express Lanes and 395 Express Lanes since opening

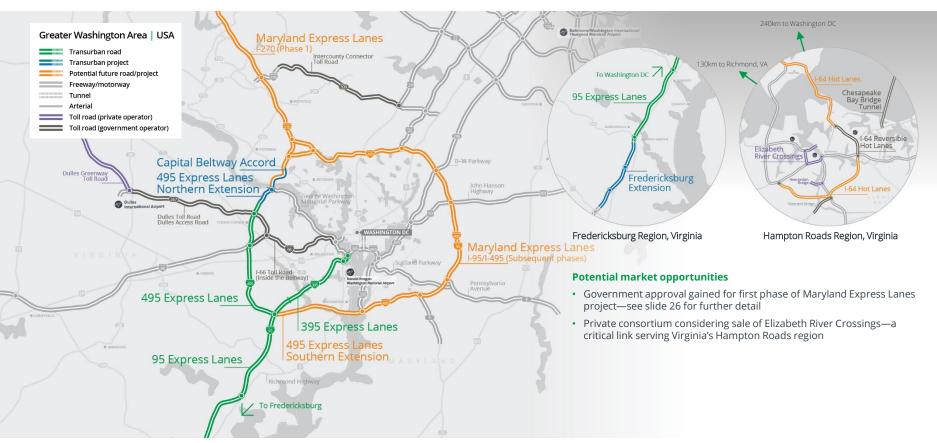
## 495 NORTHERN EXTENSION

- D&C procurement process commenced with a contractor to be selected during 1H21
- Financial close expected in FY21 with construction expected to take approximately three years

<sup>1. 395</sup> Express Lanes commenced tolling on 17 November 2019.

# GREATER WASHINGTON AREA PORTFOLIO AND PIPELINE





## MARYLAND EXPRESS LANES



#### Phased and collaborative approach to development attractive to Transurban

- Maryland Department of Transportation (MDOT) to run a multi-step competitive selection process for phase developer with successful party to enter a PPP with MDOT to deliver under a project development agreement (PDA)
- Estimated Phase 1 project cost of USD3-4 billion with overall network opportunity expected to cost over USD9 billion
- Phase 1 of the project will see High Occupancy Toll (HOT) lanes added on I-495 from the GW Parkway in Virginia to I-270 (including the Capital Beltway Accord) and I-270 from I-495 to I-70
- Proposals to be evaluated on congestion relief, impact minimisation, accelerated delivery and innovation, all at no net cost to Maryland

#### Strong fundamentals in Greater Washington Area

lune 2020

- Washington DC metro area ranked the second wealthiest in the United States with five of the wealthiest counties in the country
- Established and diversifying growth hub with significant inflow of technology and consumer brands to the region, underpinned by strong population growth, government and defence presence

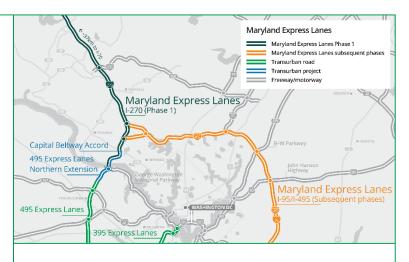
#### Indicative timeline

7 February 2020

| released by<br>Maryland State<br>Highway<br>Administration |  | shortlisted  |    |   | shortlisted<br>bidders |  | proponent<br>selection |                            |   |
|--|--|--|----|---|------------------------|--|------------------------|----------------------------|---|
| ,  |  | <b>April 2020</b><br>Statement of<br>Qualifications du | ne | <b>July 2020</b> Draft RFP to shortlisted bidders |                        |  |                        | uary 2021<br>oroposals due | May 2021<br>Maryland Boar<br>of Public Work<br>approval of<br>agreement<br>and contract |

December 2020

March 2021



#### Transurban well positioned

- Experienced developer, owner and operator of HOT lane assets in the region under PDA model<sup>1</sup>
- Unique long-term operator model with government, customer and community alignment
- Track record of working with aligned partners
- In-house procurement and delivery teams with expertise spanning permitting, design and project delivery
- Dedicated in-house team of transport network planning and traffic modelling experts

execution

<sup>1.</sup> Expanded Express Lanes network from 22 to 104 kilometres since opening the 495 Express Lanes in 2012, including Fredericksburg Extension Project (currently under construction) and 495 Northern Extension (development framework agreed).



# STATUTORY RESULTS



|   | 1H19 (\$M) | 1H20 (\$M) |  |
|---|------------|------------|--|
| Toll revenue                                      | 1,298      | 1,428      | <ul> <li>\$61 million increase driven by traffic and price escalation across the existing Australian and North American networks</li> <li>\$69 million contribution from new assets including M5 West<sup>2</sup></li> </ul>   |
| EBITDA  | 971        | 1,104      | <ul> <li>\$61 million increase driven by toll revenue growth from existing assets</li> <li>\$72 million contribution from M5 West and new assets<sup>3</sup> consisting of \$69 million toll revenue and \$18 million in other revenue, offset by \$15 million in costs</li> </ul>   |
| Net Profit  | 145        | 162        | <ul> <li>\$133 million increase in EBITDA</li> <li>(\$115 million) increase in depreciation and amortisation mainly attributable to the consolidation of M5 West (effective 18 September 2018), the uplift in the concession value of CityLink following the concession extension and amortisation beginning for 395 Express Lanes and Logan Enhancement Project</li> <li>(\$37 million) increase in net finance costs primarily due to unwind of West Gate Tunnel Project construction obligation and higher external interest due to a combination of projects completing (no longer capitalising interest expense) and higher corporate borrowings to fund projects held by non-consolidated assets</li> <li>\$237 million decrease in share of net loss of equity accounted investments primarily due to stamp duty and integration costs on the WestConnex acquisition recognised in the prior period</li> <li>(\$228 million) decrease due to the gain recorded on the M5 West consolidation in the prior period</li> <li>\$27 million increase in income tax benefit</li> </ul> |
| EBITDA <sup>1</sup> Excluding significant items   | 988        | 1,107      |  |
| <b>Net Profit¹</b><br>Excluding significant items | 224        |            | <ul> <li>\$119 million increase in EBITDA</li> <li>(\$115 million) increase in depreciation and amortisation</li> <li>(\$37 million) increase in net finance costs</li> <li>(\$48 million) increase in share of net loss of equity accounted investments due to higher amortisation expense related to the full period of WestConnex ownership and opening of the New M4 tunnels</li> <li>\$26 million increase in income tax benefit</li> </ul>   |

**1H20 Distribution** Interim distribution of 31.0 cps, including 2.0 cps fully franked component.

<sup>1. 1</sup>H20 significant items include transaction and integration costs of WestConnex, M5 West and A25. Refer to note 'B5 Significant items' within the financial statements for further information.

<sup>2.</sup> New assets includes all growth related to WestConnex (including management fee), additional ownership M5 West ownership and 395 Express Lanes. Transurban acquired two additional equity interests in the M5 West of 8.24% and 7.14% during the prior period resulting in a change of accounting treatment for the M5 West from being an equity accounted investment to being a consolidated asset. This change in accounting treatment was effective from 18 September 2018.

<sup>3.</sup> New assets are as per footnote 2 on this slide and the additional maintenance provision expense due to 10-year CityLink concession extension (in connection with the West Gate Tunnel Project).

# PROPORTIONAL RESULTS



|   | 1H19 (\$M) | 1H20 (\$M) | % CHANGE |   |
|---|------------|------------|----------|---|
| Toll revenue <sup>1</sup>                         | 1,286      | 1,396      | 8.6%     | <ul> <li>\$41 million increase driven by traffic and revenue growth across the existing Australian and North American networks</li> <li>\$58 million increase from new assets and higher ownership in M5 West<sup>2</sup></li> <li>\$11 million increase due to favourable movements in foreign exchange rates</li> </ul> |
| Other revenue <sup>3</sup>                        | 38         | 49         | 29.9%    | • \$11 million increase driven largely by WestConnex management fee. Other revenue is inclusive of Logan Enhancement Project liquidated damages received in 1H20, noting the Gateway Upgrade North success fee received in 1H19   |
| Total revenue                                     | 1,324      | 1,445      | 9.2%     |   |
| <b>Total costs</b><br>Excluding significant items | (323)      | (351)      | 8.3%     | <ul> <li>(\$4 million) increase due to existing business activities</li> <li>(\$4 million) increase from movements in foreign exchange</li> <li>(\$20 million) increase due to new investments</li> </ul>   |
| <b>EBITDA</b> Excluding significant items         | 1,001      | 1,094      | 9.5%     |   |
| EBITDA margin                                     | 75.6%      | 75.7%      | 0.1%     |   |
| EBITDA  | 693        | 1,085      | 56.5%    | <ul> <li>1H19 and 1H20 significant items include transaction and integration costs of WestConnex, M5 West and A25</li> <li>1H19 significant items were predominately related to stamp duty on the WestConnex acquisition</li> </ul>   |

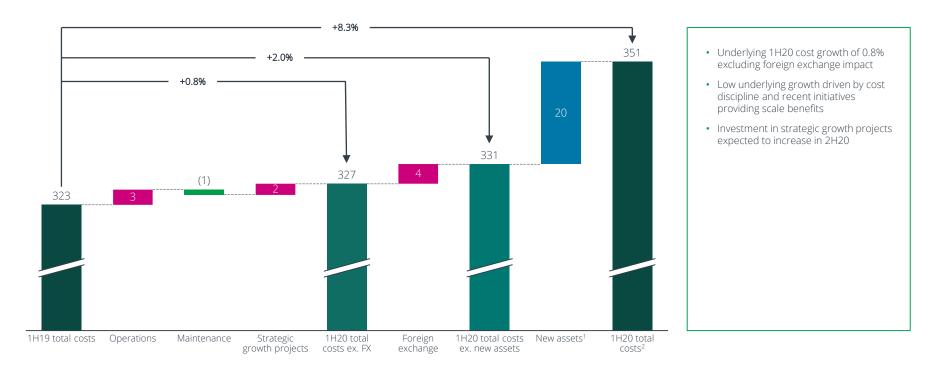
<sup>1.</sup> Toll revenue includes toll revenue and service and fee revenue.

<sup>2.</sup> New assets includes all growth from M4, additional ownership in M5 West and 395 Express Lanes. Transurban acquired two additional equity interests in the M5 West of 8.24% and 7.14% during the prior period and the remaining 34.62% equity interests on 30 October 2019, taking its total equity ownership to 100%.

3. Other revenue includes management fee revenue, business development revenue, other road revenue and A25 availability payments.

# **COST MOVEMENT**

# *\_*Transurban



<sup>1.</sup> New assets include all growth related to WestConnex, additional M5 West ownership, 395 Express Lanes and additional maintenance provision expense due to 10-year CityLink concession extension (in connection with the West Gate Tunnel Project).

<sup>2.</sup> FY20 costs excluding significant items. FY19 is presented on a consistent basis.

# EBITDA MARGINS<sup>1</sup>



|                     | 1H19  | FY19  | 1H20               |
|---------------------|-------|-------|--------------------|
| Sydney <sup>2</sup> | 81.2% | 82.0% | 81.3%              |
| Melbourne           | 88.3% | 88.0% | 87.0%              |
| Brisbane            | 71.6% | 73.1% | 75.5% <sup>3</sup> |
| North America       | 63.4% | 65.0% | 68.1%              |
| Group               | 75.6% | 75.4% | 75.7%              |

- Sydney margin impacted by lower revenue growth from existing assets
- Melbourne margin impacted by the re-basing of the CityLink maintenance provision (non-cash) as a result of the 10-year concession extension<sup>4</sup>
- Brisbane margin reflects favourable revenue uplift post completion of asset enhancement projects and benefits received from recent insourcing of tunnel operations. Targeted Brisbane EBITDA margin achieved in line with previous guidance
- North America margin benefitting from toll revenue growth and lower customer operations costs

<sup>1.</sup> Group EBITDA margin is calculated using total revenue and segment EBITDA margins are calculated using toll revenue. All EBITDA margins presented exclude significant items.

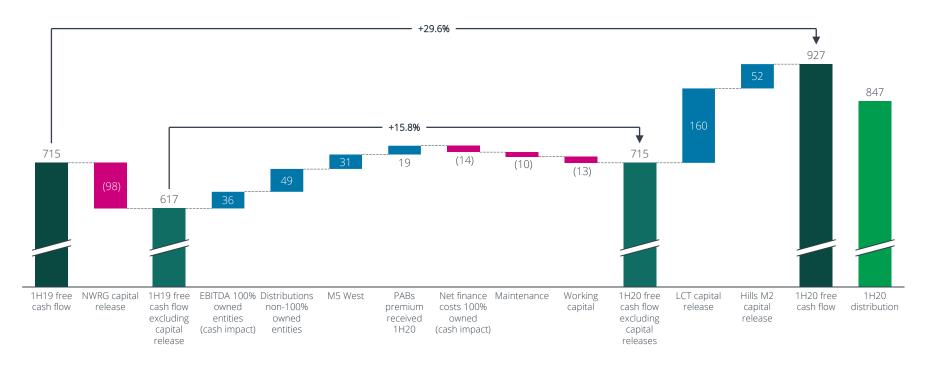
<sup>2.</sup> Sydney EBITDA margin for 1H19 restated due to reclassification of intercompany charges from Corporate to the Sydney segment. FY19 and 1H20 presented on a consistent basis.

<sup>3.</sup> Brisbane EBITDA margin for 1H20 excluding the impact of the liquidated damages related to the delayed completion of LEP is 74.2%.

<sup>4.</sup> Excluding the impact of the additional maintenance provision expense due to 10-year CityLink concession extension (in connection with the West Gate Tunnel Project) the Melbourne EBITDA margin is 88.0%.

# FREE CASH FLOW MOVEMENT





#### Distributions

Includes \$36 million from WestConnex

#### M5 West

Additional ownership interests in M5 West

#### PABs premium

PABs premium received as part of the Fredericksburg Extension project

#### Maintenance

Largely driven by CityLink concession extension and opening of 395 Express Lanes

#### FCF coverage

FCF coverage for 1H20 is 109.4%

CAPITAL RELEASES <u>=</u>Transurban

- \$212 million of capital releases in 1H20 from Hills M2 and Lane Cove Tunnel, contributing to 109.4% free cash flow coverage of interim distribution
- Capital releases of ~\$125 million in total expected during 2H20<sup>1</sup> with the remaining capital releases to come from:
  - NorthWestern Roads Group (in relation to M7)
  - Transurban Queensland
- No material impact to credit metrics associated with the additional indebtedness



- 1H20 M2 capital release of \$52 million
- Capital release previously agreed with NSW State Government as part of the original NorthConnex transaction
- Strong credit metrics maintained at M2
- Initial A2 credit rating assigned by Moody's, post capital release



- 1H20 LCT capital release of \$160 million
- Capital release previously agreed with NSW State Government as part of the original NorthConnex transaction
- Unrated asset funded with bank debt, with all credit requirements met for the additional debt

1. Subject to market conditions.

## CAPITAL SUMMARY<sup>1</sup>



- Capital strategy remains focused on maintaining strong investment grade credit metrics
- Successfully raised \$4.6 billion<sup>2</sup> of proportional debt in 1H20, increasing the Group's weighted average maturity at a lower weighted average cost, including:
  - Early refinancing of the Group's \$1.65 billion corporate syndicated working capital facility, reducing refinance risk and extending tenor at a lower cost
  - USD262 million of Private Activity Bonds, issued to support the Fredericksburg Extension Project
- \$0.8 billion of equity raised in 1H20 via institutional placement and security purchase plan used primarily to fund the acquisition of the remaining M5 West equity interests
- · No remaining FY20 debt maturities require refinancing

| GROUP DEBT                                     | JUN 19    | DEC 19    |
|--|-----------|-----------|
| Group debt <sup>2</sup>                        | \$19,394M | \$20,658M |
| Weighted average maturity <sup>a</sup>         | 8.3 years | 8.4 years |
| Weighted average cost of AUD debt <sup>3</sup> | 4.6%      | 4.3%      |
| Weighted average cost of USD debt <sup>3</sup> | 4.4%      | 4.4%      |
| Weighted average cost of CAD debt <sup>3</sup> | 4.9%      | 4.9%      |
| Gearing <sup>4</sup>                           | 32.0%     | 32.8%     |
| FFO/Debt <sup>5</sup>                          | 8.7%      | 8.5%      |

<sup>1.</sup> CAD, CHF, EUR, NOK and USD debt converted at the hedged rate where cross currency swaps are in place. USD debt is converted at the spot exchange rate (0.7015 at 30 June 2019 and 0.7008 at 31 December 2019) where no cross currency swaps are in place. CAD debt is converted at the spot exchange rate (0.9182 at 30 June 2019 and 0.9143 at 31 December 2019) where no cross currency swaps are in place.

<sup>2.</sup> Calculated using proportional drawn debt inclusive of issued letters of credit.

<sup>3.</sup> Calculated using proportional drawn debt exclusive of issued letters of credit.

<sup>4.</sup> Calculated using proportional debt to enterprise value, exclusive of issued letters of credit. Security price was \$14.74 at 30 June 2019 and \$14.91 at 31 December 2019 with 2,675 million securities on issue at 30 June 2019 and 2,733 securities on issue at 31 December 2019.

<sup>5.</sup> Based on S&P methodology. FFO is calculated as statutory EBITDA (where EBITDA equals revenue minus operating expenses, net of maintenance provision) plus dividends from investments; minus net interest expense, tax paid, and stock compensation expense. Debt is calculated as statutory drawn debt net of cash, foreign currency hedging and other liquid investments. FFO/Debt calculation methodology may be subject to adjustments in future periods.



**SUMMARY** 



# DELIVERED ON NEAR-TERM PRIORITIES

including five major projects completed since FY19, and substantial progress on remaining pipeline

# POSITIONED FOR EMERGING OPPORTUNITIES

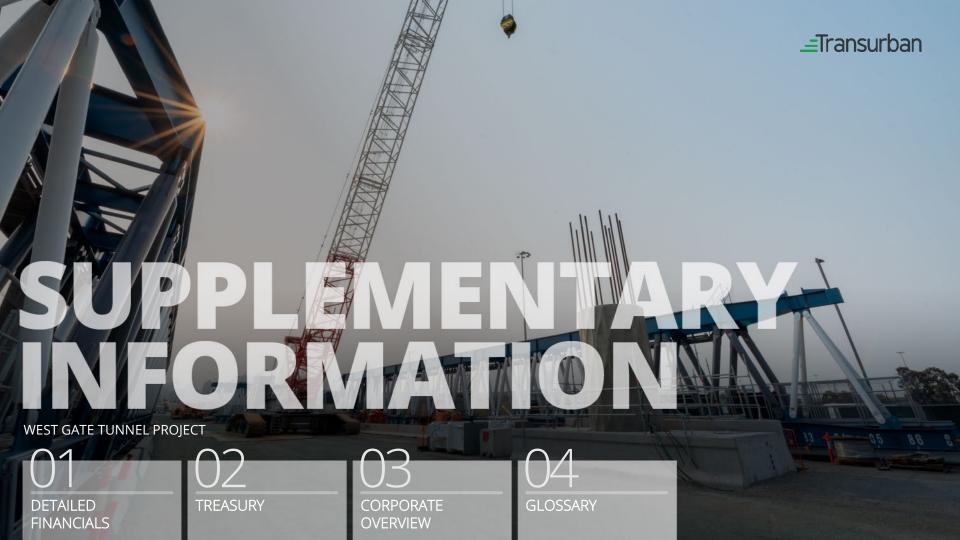
through scalable organisation, enhanced capability and strong capital position

# NEW ASSETS PROGRESSIVELY DELIVERED

and contributing to growth across the portfolio— NorthConnex and New M5 scheduled to open mid-2020

# FY20 DISTRIBUTION GUIDANCE

reaffirmed at 62.0 cps (5.1% growth on FY19)





#### TRAFFIC AND REVENUE PERFORMANCE



|                            |  | DEC 19 QU       | ARTER <sup>1</sup>      |                                      | 1H20 <sup>1</sup>                        |                 |                         |                                      |
|----------------------------|--|-----------------|-------------------------|--------------------------------------|--|-----------------|-------------------------|--------------------------------------|
|                            | PROPORTIONAL<br>TOLL REVENUE<br>% CHANGE | ADT<br>% CHANGE | CAR TRAFFIC<br>% CHANGE | LARGE VEHICLE<br>TRAFFIC<br>% CHANGE | PROPORTIONAL<br>TOLL REVENUE<br>% CHANGE | ADT<br>% CHANGE | CAR TRAFFIC<br>% CHANGE | LARGE VEHICLE<br>TRAFFIC<br>% CHANGE |
| Sydney <sup>2</sup>        | 10.1%                                    | 2.3%            | 2.7%                    | (2.5%)                               | 10.8%                                    | 2.2%            | 2.8%                    | (3.7%)                               |
| Melbourne                  | 4.4%                                     | 1.6%            | 1.1%                    | 1.8%                                 | 3.7%                                     | 1.1%            | 0.7%                    | 3.0%                                 |
| Brisbane                   | 8.0%                                     | 4.4%            | 4.7%                    | 3.4%                                 | 6.6%                                     | 3.6%            | 3.7%                    | 3.1%                                 |
| North America <sup>3</sup> | 14.9%                                    | 8.0%            | 8.0%                    | 5.3%4                                | 16.2%                                    | 6.2%            | 6.2%                    | 7.7%4                                |
| Group <sup>5</sup>         | 8.6%                                     | 2.8%            | 3.0%                    | 1.7%                                 | 8.6%                                     | 2.3%            | 2.4%                    | 1.8%                                 |

All percentage changes are to the prior corresponding period and are calculated in AUD.
 December 2019 quarter and 1H20 toll revenue and ADT growth includes M4 and additional M5 West ownership.
 December 2019 quarter and 1H20 toll revenue and ADT growth includes 395 Express Lanes.

<sup>4.</sup> Large vehicle traffic % changes are in relation to A25 only. Vehicles with more than two axless, excluding buses and emergency vehicles, are not allowed to access the Express Lanes.

5. December 2019 quarter and 1H20 toll revenue and ADT growth includes M4, additional M5 West ownership and 395 Express Lanes.

### TRAFFIC AND REVENUE DATA<sup>1</sup>



| ASSET           |                                   | DEC 18<br>QUARTER | DEC 19<br>QUARTER | % CHANGE | 1H19  | 1H20  | % CHANGE | % LARGE<br>VEHICLE<br>TRAFFIC² |
|-----------------|-----------------------------------|-------------------|-------------------|----------|-------|-------|----------|--------------------------------|
| SYDNEY          |                                   |                   |                   |          |       |       |          |                                |
| M2              | Total Toll Revenue (M)            | \$79              | \$77              | (2.3%)   | \$157 | \$155 | (1.8%)   | N/A                            |
|                 | Average Daily Trips ('000)        | 138               | 132               | (3.7%)   | 137   | 133   | (3.1%)   | 7.6%                           |
| M5 West         | Total Toll Revenue (M)            | \$76              | \$77              | 1.1%     | \$152 | \$154 | 1.6%     | N/A                            |
|                 | Average Daily Trips ('000)        | 159               | 162               | 2.0%     | 159   | 162   | 2.3%     | 7.4%                           |
| LCT             | Total Toll Revenue (M)            | \$26              | \$25              | (5.0%)   | \$52  | \$50  | (4.5%)   | N/A                            |
|                 | Average Daily Trips ('000)        | 95                | 90                | (5.1%)   | 94    | 90    | (4.2%)   | 4.2%                           |
| CCT             | Total Toll Revenue (M)            | \$18              | \$19              | 9.2%     | \$34  | \$37  | 7.9%     | N/A                            |
|                 | Average Daily Trips ('000)        | 40                | 43                | 6.9%     | 39    | 41    | 5.9%     | 2.0%                           |
| ED              | Total Toll Revenue (M)            | \$38              | \$40              | 4.2%     | \$76  | \$79  | 4.0%     | N/A                            |
|                 | Average Daily Trips ('000)        | 59                | 60                | 1.2%     | 59    | 60    | 0.7%     | 3.2%                           |
| M7 <sup>3</sup> | Total Toll Revenue (M)            | \$110             | \$109             | (1.0%)   | \$223 | \$219 | (1.7%)   | N/A                            |
|                 | Average Daily Trips ('000)        | 192               | 192               | 0.2%     | 193   | 194   | 0.4%     | 13.6%                          |
| M4 <sup>4</sup> | Total Toll Revenue (M)            | \$54              | \$77              | 42.9%    | \$54  | \$147 | 173.2%   | N/A                            |
|                 | Average Daily Trips ('000)        | 139               | 161               | 15.7%    | 139   | 159   | 13.8%    | 7.5%                           |
| MELBOURNE       |                                   |                   |                   |          |       |       |          |                                |
| CityLink        | Total Toll Revenue (M)            | \$205             | \$215             | 4.4%     | \$409 | \$424 | 3.7%     | N/A                            |
|                 | Average Daily Transactions ('000) | 861               | 875               | 1.6%     | 858   | 867   | 1.1%     | 19.3%                          |

Proportion of large vehicle traffic as a percentage of total traffic for the December 2019 quarter.
 Average tolled trip length was 12.8 kilometres for the December 2019 quarter and 12.8 kilometres for 1H20 on M7.
 Average tolled trip length was 7.6 kilometres for the December 2019 quarter and 7.4 kilometres for 1H20 on M4. Transurban acquired M4 on 27 September 2018. Toll revenue data prior to Transurban ownership is not included.

### TRAFFIC AND REVENUE DATA<sup>1</sup>



| ASSET                |                            | DEC 18<br>QUARTER | DEC 19<br>QUARTER | % CHANGE   | 1H19  | 1H20  | % CHANGE   | % LAR<br>VEHIC<br>TRAFF |
|----------------------|----------------------------|-------------------|-------------------|------------|-------|-------|------------|-------------------------|
| BRISBANE             |                            | QOARTER           | QOARTER           | 70 CHAITGE | 11115 | 11120 | 70 CHAITGE | 7101110                 |
| Gateway<br>Motorway  | Total Toll Revenue (M)     | \$56              | \$61              | 9.6%       | \$113 | \$122 | 8.1%       |                         |
|                      | Average Daily Trips ('000) | 117               | 123               | 5.0%       | 118   | 123   | 4.4%       | 22                      |
| Logan Motorway       | Total Toll Revenue (M)     | \$46              | \$53              | 14.1%      | \$94  | \$104 | 10.3%      |                         |
|                      | Average Daily Trips ('000) | 164               | 177               | 7.6%       | 167   | 175   | 5.3%       | 29                      |
| AirportlinkM7        | Total Toll Revenue (M)     | \$31              | \$32              | 2.4%       | \$63  | \$65  | 2.5%       |                         |
|                      | Average Daily Trips ('000) | 63                | 63                | 0.3%       | 64    | 64    | 0.8%       | 17                      |
| Clem7                | Total Toll Revenue (M)     | \$14              | \$14              | (2.2%)     | \$29  | \$28  | (1.2%)     |                         |
|                      | Average Daily Trips ('000) | 29                | 27                | (3.9%)     | 29    | 28    | (3.0%)     | 18                      |
| Legacy Way           | Total Toll Revenue (M)     | \$10              | \$11              | 6.2%       | \$21  | \$22  | 7.3%       |                         |
|                      | Average Daily Trips ('000) | 20                | 21                | 5.0%       | 21    | 22    | 6.3%       | 19                      |
| Go Between<br>Bridge | Total Toll Revenue (M)     | \$3               | \$3               | (3.9%)     | \$7   | \$6   | (2.5%)     |                         |
|                      | Average Daily Trips ('000) | 11                | 11                | (4.7%)     | 11    | 11    | (3.5%)     | 12                      |
| NORTH<br>AMERICA     |                            |                   |                   |            |       |       |            |                         |
| 95 Express Lanes     | Total Toll Revenue (USD M) | \$26              | \$30              | 12.0%      | \$51  | \$58  | 13.6%      |                         |
|                      | Average Daily Trips ('000) | 49                | 57                | 15.4%      | 50    | 55    | 9.4%       |                         |
| 495 Express Lanes    | Total Toll Revenue (USD M) | \$20              | \$21              | 3.0%       | \$40  | \$42  | 4.5%       |                         |
|                      | Average Daily Trips ('000) | 46                | 46                | 2.0%       | 46    | 47    | 2.4%       |                         |
| A25                  | Total Toll Revenue (CAD M) | \$15              | \$17              | 12.6%      | \$32  | \$35  | 9.2%       |                         |
|                      | Average Daily Trips ('000) | 50                | 53                | 6.0%       | 51    | 54    | 6.6%       |                         |

<sup>1.</sup> Assets at 100%.

Proportion of large vehicle traffic as a percentage of total traffic for the December 2019 quarter.
 Vehicles with more than two axles, excluding buses and emergency vehicles, are not allowed to access the Express Lanes.

### PROPORTIONAL TOLL REVENUE BY ASSET



|                         |           | DEC 19 QUARTER | (\$M)        | 1H20 (\$M) |              |  |
|-------------------------|-----------|----------------|--------------|------------|--------------|--|
|                         | OWNERSHIP | 100%           | PROPORTIONAL | 100%       | PROPORTIONAL |  |
| M2                      | 100%      | \$77           | \$77         | \$155      | \$155        |  |
| M5 West <sup>1</sup>    | 100%      | \$77           | \$68         | \$154      | \$118        |  |
| LCT                     | 100%      | \$25           | \$25         | \$50       | \$50         |  |
| CCT                     | 100%      | \$19           | \$19         | \$37       | \$37         |  |
| ED                      | 75.1%     | \$40           | \$30         | \$79       | \$60         |  |
| M7                      | 50%       | \$109          | \$54         | \$219      | \$110        |  |
| M4                      | 25.5%     | \$77           | \$20         | \$147      | \$37         |  |
| CityLink                | 100%      | \$215          | \$215        | \$424      | \$424        |  |
| Gateway Motorway        | 62.5%     | \$61           | \$38         | \$122      | \$76         |  |
| Logan Motorway          | 62.5%     | \$53           | \$33         | \$104      | \$65         |  |
| AirportlinkM7           | 62.5%     | \$32           | \$20         | \$65       | \$40         |  |
| Clem7                   | 62.5%     | \$14           | \$9          | \$28       | \$18         |  |
| Legacy Way              | 62.5%     | \$11           | \$7          | \$22       | \$14         |  |
| Go Between Bridge       | 62.5%     | \$3            | \$2          | \$6        | \$4          |  |
| 95 Express Lanes (USD)  | 100%      | \$30           | \$30         | \$58       | \$58         |  |
| 495 Express Lanes (USD) | 100%      | \$21           | \$21         | \$42       | \$42         |  |
| A25 (CAD)               | 100%      | \$17           | \$17         | \$35       | \$35         |  |

<sup>1.</sup> Transurban acquired the remaining 34.62% equity interests in the M5 West, taking its total equity ownership to 100%. Financial close on the additional interests was reached on 30 October 2019.

## STATUTORY RESULTS



|   | 1H19 (\$M) | 1H20 (\$M) | % CHANGE |
|---|------------|------------|----------|
| Toll revenue  | 1,298      | 1,428      | 10.0%    |
| Construction revenue  | 777        | 639        | (17.8)%  |
| Other revenue   | 39         | 54         | 40.9%    |
| Total revenue   | 2,114      | 2,121      | 0.3%     |
| Employee benefit expense                                      | (108)      | (120)      | 11.1%    |
| Road operating costs  | (184)      | (195)      | 6.2%     |
| Construction costs  | (777)      | (639)      | (17.8%)  |
| Transaction and integration costs                             | (17)       | (3)        | (84.4%)  |
| Corporate/other expenses                                      | (57)       | (60)       | 4.0%     |
| Total costs   | (1,143)    | (1,017)    | (11.1%)  |
|   |            | '          |          |
| EBITDA  | 971        | 1,104      | 13.7%    |
| Depreciation and amortisation                                 | (474)      | (589)      | 24.3%    |
| Finance income  | 55         | 81         | 46.7%    |
| Finance costs   | (449)      | (512)      | 14.0%    |
| Net finance costs   | (394)      | (431)      | 9.2%     |
| Share of equity accounted investments                         | (305)      | (68)       | (77.6%)  |
| Gain on revaluation of equity accounted investment in M5 West | 228        | -          | N/A      |
| Profit before tax   | 26         | 16         | (31.9%)  |
| Tax benefit   | 119        | 146        | 19.9%    |
| Net profit  | 145        | 162        | 11.1%    |

# RECONCILIATION OF STATUTORY EBITDA TO PROPORTIONAL EBITDA

|  | 1H19 (\$M) | 1H20 (\$M) | % CHANGE |
|--|------------|------------|----------|
| Statutory EBITDA   | 971        | 1,104      | 13.7%    |
| Less: EBITDA attributable to non-controlling interest—ED   | (15)       | (15)       | 4.0%     |
| Less: EBITDA attributable to non-controlling interest—TQ   | (88)       | (99)       | 12.4%    |
| Less: EBITDA attributable to non-controlling interest—M5 West <sup>1</sup>                             | (30)       | (33)       | 3.1%     |
| Add: NWRG proportional EBITDA  | 94         | 92         | (1.7)%   |
| Add: M5 West proportional EBITDA <sup>1</sup>  | 29         | -          | N/A      |
| Add: WCX proportional EBITDA   | 10         | 28         | 180.0%   |
| Add: Significant items incurred by equity accounted assets   | (291)      | (6)        | N/A      |
| Add: Toll and other revenue on A25 concession financial asset relating to repayments received from MTQ | 13         | 14         | 7.1%     |
| Proportional EBITDA  | 693        | 1,085      | 56.5%    |

<sup>1.</sup> Transurban acquired two additional equity interests in the M5 West of 8.24% and 7.14% during 1H19 resulting in a change of accounting treatment for the M5 West from being an equity accounted investment to being a consolidated asset. This change in accounting treatment was effective from 18 September 2018. Transurban acquired the remaining 34.62% equity interests in the M5 West during 1H20, taking its total equity ownership to 100%. Financial close on the 34.62% interest was reached on 30 October 2019.

### 1H20 PROPORTIONAL RESULT BY ASSET



|           |                               | TOLL    | OTHER   | EBITDA (excluding  |        |                                       | NET FINANCE |      | INCOME |      |
|-----------|-------------------------------|---------|---------|--------------------|--------|---------------------------------------|-------------|------|--------|------|
| OWNERSHIP | ASSET                         | REVENUE | REVENUE | significant items) | EBITDA | D&A<br>\$M                            | COST<br>\$M | NPBT | TAX    | NPAT |
|           |                               | \$M     | \$M     | \$M                | \$M    | · · · · · · · · · · · · · · · · · · · |             | \$M  | \$M    | \$M  |
| 100%      | M2                            | 155     | 1_      | 129                | 129    | (39)                                  | (19)        | 71   | 25     | 96   |
| 100%      | M5 West <sup>1</sup>          | 118     | 6       | 107                | 105    | (104)                                 | (13)        | (12) | (24)   | (36) |
| 100%      | LCT                           | 50      | -       | 31                 | 31     | (10)                                  | (15)        | 6    | 3      | 9    |
| 100%      | CCT                           | 37      | -       | 25                 | 25     | (12)                                  | (4)         | 9    | 3      | 12   |
| 100%      | Roam Tolling and Tollaust     | 2       | 5       | 4                  | 4      | (1)                                   | (2)         | 1    | (1)    | -    |
| 75.1%     | ED                            | 60      | -       | 46                 | 46     | (20)                                  | (12)        | 14   | (9)    | 5    |
| 50%       | M7 <sup>2</sup>               | 110     | 1       | 92                 | 92     | (20)                                  | (40)        | 32   | (12)   | 20   |
| 25.5%     | M4 <sup>3</sup>               | 37      | 1       | 28                 | 22     | (30)                                  | (54)        | (62) | -      | (62) |
|           | Sydney                        | 569     | 14      | 462                | 454    | (236)                                 | (159)       | 59   | (15)   | 44   |
| 100%      | CityLink                      | 424     | 12      | 369                | 369    | (123)                                 | (93)        | 153  | 4      | 157  |
|           | Melbourne                     | 424     | 12      | 369                | 369    | (123)                                 | (93)        | 153  | 4      | 157  |
| 62.5%     | Gateway Motorway              | 76      | -       | 60                 | 60     | (27)                                  | (2)         | 31   | (3)    | 28   |
| 62.5%     | Logan Motorway                | 65      | -       | 54                 | 54     | (22)                                  | (4)         | 28   | (3)    | 25   |
| 62.5%     | AirportlinkM7                 | 40      | -       | 26                 | 26     | (15)                                  | (15)        | (4)  | -      | (4)  |
| 62.5%     | Clem7                         | 18      | -       | 11                 | 11     | (5)                                   | (6)         | -    | -      | -    |
| 62.5%     | Legacy Way                    | 14      | -       | 7                  | 7      | (4)                                   | (4)         | (1)  | -      | (1)  |
| 62.5%     | Go Between Bridge             | 4       | -       | 3                  | 3      | (1)                                   | -           | 2    | -      | 2    |
| 62.5%     | TQ Corp                       | -       | 4       | 3                  | 3      | (1)                                   | (70)        | (68) | -      | (68) |
|           | Brisbane                      | 217     | 4       | 164                | 164    | (75)                                  | (101)       | (12) | (6)    | (18) |
| 100%      | 95 Express Lanes <sup>4</sup> | 85      | -       | 57                 | 57     | (8)                                   | (24)        | 25   | -      | 25   |
| 100%      | 495 Express Lanes             | 62      | -       | 39                 | 39     | (12)                                  | (40)        | (13) | -      | (13) |
| 100%      | A25 <sup>5</sup>              | 39      | 7       | 34                 | 33     | (30)                                  | (12)        | (9)  | 5      | (4)  |
| 100%      | North America Corp            | -       | -       | (3)                | (3)    | (4)                                   | (46)        | (53) | 12     | (41) |
|           | North America                 | 186     | 7       | 127                | 126    | (54)                                  | (122)       | (50) | 17     | (33) |
|           | Corporate and other           | -       | 12      | (28)               | (28)   | (67)                                  | 7           | (88) | 146    | 58   |
|           | Transurban Group              | 1,396   | 49      | 1,094              | 1,085  | (555)                                 | (468)       | 62   | 146    | 208  |

<sup>1.</sup> Increase due to additional ownership in the M5 West since the acquisition of the remaining 34.62% on 30 October 2019.
2. Includes NWRG's corporate entities' results.

<sup>3.</sup> Includes STP and WestConnex corporate entities' results.

Toll revenue is net of transit investment payment to VDOT.
 Toll revenue is net of revenue sharing arrangement with MTQ.

### 1H19 PROPORTIONAL RESULT BY ASSET



| OWNERSHIP | ASSET                            | TOLL<br>REVENUE<br>\$M | OTHER<br>REVENUE<br>\$M | EBITDA (excluding significant items) | EBITDA<br>\$M | D&A<br>\$M | NET FINANCE<br>COST<br>\$M | NPBT<br>\$M | INCOME<br>TAX<br>\$M | NPAT<br>\$M |
|-----------|----------------------------------|------------------------|-------------------------|--------------------------------------|---------------|------------|----------------------------|-------------|----------------------|-------------|
| 100%      | M2                               | 157                    | 1                       | 131                                  | 131           | (37)       | (19)                       | 75          | 5                    | 80          |
| 65.38%    | M5 West <sup>1, 5</sup>          | 85                     | 4                       | 76                                   | 68            | (58)       | (11)                       | (1)         | (18)                 | (19)        |
| 100%      | LCT                              | 52                     | 1                       | 34                                   | 34            | (11)       | (14)                       | 9           | (3)                  | 6           |
| 100%      | CCT                              | 34                     | -                       | 23                                   | 23            | (12)       | (5)                        | 6           | (1)                  | 5           |
| 100%      | Roam Tolling and Tollaust        | 2                      | 7                       | 4                                    | 4             | (1)        | -                          | 3           | (1)                  | 2           |
| 75.1%     | ED                               | 57                     | -                       | 44                                   | 44            | (19)       | (7)                        | 18          | (10)                 | 8           |
| 50%       | M7 <sup>2</sup>                  | 112                    | 1                       | 94                                   | 94            | (20)       | (50)                       | 24          | (7)                  | 17          |
| 25.5%     | M4                               | 14                     | -                       | 10                                   | (284)         | (10)       | (21)                       | (315)       | 1                    | (314)       |
|           | Sydney <sup>3</sup>              | 513                    | 14                      | 416                                  | 114           | (168)      | (127)                      | (181)       | (34)                 | (215)       |
| 100%      | CityLink                         | 409                    | 12                      | 362                                  | 362           | (97)       | (21)                       | 244         | (10)                 | 234         |
|           | Melbourne                        | 409                    | 12                      | 362                                  | 362           | (97)       | (21)                       | 244         | (10)                 | 234         |
| 62.5%     | Gateway Motorway                 | 71                     | -                       | 54                                   | 54            | (24)       | (2)                        | 28          | (4)                  | 24          |
| 62.5%     | Logan Motorway                   | 59                     | -                       | 45                                   | 45            | (21)       | (4)                        | 20          | (4)                  | 16          |
| 62.5%     | AirportlinkM7                    | 39                     | -                       | 26                                   | 26            | (16)       | (15)                       | (5)         | 1                    | (4)         |
| 62.5%     | Clem7                            | 18                     | -                       | 9                                    | 9             | (5)        | (6)                        | (2)         | 1                    | (1)         |
| 62.5%     | Legacy Way                       | 13                     | -                       | 6                                    | 6             | (4)        | (3)                        | (1)         | 43                   | 42          |
| 62.5%     | Go Between Bridge                | 4                      | -                       | 3                                    | 3             | (1)        | -                          | 2           | (1)                  | 1           |
| 62.5%     | TQ Corp                          | -                      | 4                       | 3                                    | 3             | -          | (66)                       | (63)        | 12                   | (51)        |
|           | Brisbane                         | 204                    | 4                       | 146                                  | 146           | (71)       | (96)                       | (21)        | 48                   | 27          |
| 100%      | 95 Express Lanes                 | 71                     | -                       | 45                                   | 45            | (9)        | (13)                       | 23          | (1)                  | 22          |
| 100%      | 495 Express Lanes                | 55                     | -                       | 33                                   | 33            | (13)       | (35)                       | (15)        | (1)                  | (16)        |
| 100%      | A25 <sup>4</sup>                 | 34                     | 7                       | 25                                   | 19            | (28)       | (35)                       | (44)        | 5                    | (39)        |
| 100%      | North America Corp               | -                      | -                       | (1)                                  | (1)           | (2)        | (48)                       | (51)        | 11                   | (40)        |
|           | North America                    | 160                    | 7                       | 102                                  | 96            | (52)       | (131)                      | (87)        | 14                   | (73)        |
|           | Corporate and other <sup>5</sup> | -                      | 1                       | (25)                                 | (25)          | (49)       | (43)                       | (117)       | 70                   | (47)        |
|           | Transurban Group                 | 1,286                  | 38                      | 1,001                                | 693           | (437)      | (418)                      | (162)       | 88                   | (74)        |

<sup>1.</sup> Transurban acquired two additional equity interests in the M5 West of 8.24% and 7.14% taking its total equity ownership to 65.38%. Financial close on the additional interests was reached on 18 September 2018 and 3 December 2018 respectively.

<sup>2.</sup> Includes NWRG's corporate entities' results.

<sup>3.</sup> Sydney EBITDA for 1H19 is restated due to a reclassification of intercompany charges from Corporate to the Sydney

segment. 1H20 is presented on a consistent basis.
4. Toll revenue is net of revenue sharing arrangement with MTQ. Includes significant items.
5. M5 West income tax is restated due to a reclassification of tax benefits to Corporate, including the impact of proportional ownership. 1H20 is presented on a consistent basis.

#### 1H20 NET FINANCE COSTS PAID



|   |           |                                  |                     |  | NON-CASH ITEI                                  | ИS                        |  |                             |  |
|---|-----------|----------------------------------|---------------------|--|--|---------------------------|--|-----------------------------|--|
| CONTROLLED ENTITIES                         | OWNERSHIP | STATUTORY<br>NET INTEREST<br>\$M | DEBT<br>FEES<br>\$M | DISCOUNT<br>UNWINDS &<br>REVALUATIONS <sup>1</sup> | INTEREST<br>CAPITALISATION <sup>2</sup><br>\$M | OTHER <sup>3</sup><br>\$M | INTEREST<br>ACCRUALS <sup>4</sup><br>\$M | NET INTEREST<br>PAID<br>\$M | PROPORTIONAL NET<br>INTEREST PAID<br>\$M |
| M2  | 100%      | (19)                             | 1                   | (1)  | -  | -                         | 7  | (12)                        | (12)                                     |
| M5 West <sup>5</sup>                        | 100%      | (11)                             | -                   | -  | -  | -                         | (1)                                      | (12)                        | (9)                                      |
| M5 West—TLN interest expense                | 65.38%    | (5)                              | -                   | -  | -  | -                         | 2  | (3)                         | (1)                                      |
| LCT   | 100%      | (15)                             | 1                   | 2  | -  | -                         | -  | (12)                        | (12)                                     |
| CCT   | 100%      | (4)                              | -                   | 1  | -  | -                         | -  | (3)                         | (3)                                      |
| ED  | 75.1%     | (16)                             | -                   | 4  | -  | -                         | -  | (12)                        | (8)                                      |
| CityLink                                    | 100%      | (93)                             | -                   | 56   | -  | -                         | 2  | (35)                        | (35)                                     |
| 95 Express Lanes                            | 100%      | (24)                             | 206                 | 8  | -  | -                         | -  | 4                           | 4  |
| 495 Express Lanes                           | 100%      | (40)                             | 3                   | 1  | -  | -                         | 1  | (35)                        | (35)                                     |
| A25   | 100%      | -                                | -                   | (18)   | 5  | (12)                      | (2)                                      | (27)                        | (27)                                     |
| Transurban Queensland                       | 62.5%     | (129)                            | 4                   | 16   | -  | -                         | 1  | (108)                       | (68)                                     |
| Transurban Queensland—SLN interest expense  | 62.5%     | (33)                             | -                   | -  | -  | -                         | -  | (33)                        | (21)                                     |
| Corporate—STP JV SLN interest income        | 100%      | 35                               | -                   | (23)   | (3)  | -                         | 6  | 15                          | 15                                       |
| Corporate—Other <sup>7</sup>                | 100%      | (77)                             | 12                  | (10)   | (7)  | -                         | (25)                                     | (107)                       | (107)                                    |
| Total controlled entities at 100%           |           | (431)                            | 41                  | 36   | (5)  | (12)                      | (9)                                      | (380)8                      | (319)                                    |
| EQUITY OWNED ENTITIES                       |           |                                  |                     |  |  |                           |  |                             |  |
| NWRG—M7 External Interest                   | 50%       | (46)                             | 1                   | 6  | -  | -                         | -  | (39)                        | (20)                                     |
| NWRG—NorthConnex SLN interest expense       | 50%       | (34)                             | -                   | 31   | 3  | -                         | -  | -                           | -  |
| STP JV—SLN interest expense                 | 50%       | (69)                             | -                   | 46   | 5  | -                         | (13)                                     | (31)                        | (15)                                     |
| WCX   | 25.5%     | (78)                             | (4)                 | -  | -  | -                         | 4  | (78)                        | (20)                                     |
| Total equity accounted investments at 100%  |           | (227)                            | (3)                 | 83   | 8  | -                         | (9)                                      | (148)                       | (55)                                     |
| Proportional net finance costs <sup>9</sup> |           | (468)                            | 39                  | 70   | -  | -                         | (15)                                     | (374)                       | (374)                                    |

Includes unwind of discounts on concession payments, maintenance provisions, construction obligations, fair value adjustments and shareholder loan notes.

- 3. Includes hedge ineffectiveness and concession financial asset income.
- 4. Interest accrual movements due to the timing of cash interest payments.
- 5. Transurban acquired the remaining 34.62% equity interests in the M5 West during 1H20, taking its total equity

ownership to 100%. Financial close on the 34.62% interest was reached on 30 October 2019.

- 6. Includes \$19 million PABs premium received in July 2019 as part of the 395 Express Lanes project debt raise.
- 7. Includes SLN interest income from M5 West, Transurban Queensland and NWRG.
- 8. Net interest paid excludes \$4 million of lease interest paid arising as a result of the adoption of AASB 16 Leases.
- Proportional net finance costs exclude \$12 million of A25 concession financial asset income. It is included in total
  revenue in proportional results.

<sup>2.</sup> Interest capitalisation refers to interest expense where there is no cash payments, and does not include finance costs recorded as part of development projects.

### 1H19 NET FINANCE COSTS PAID



|  |           |                                  |                     |  | NON-CASH ITE                                   | MS                        |  |                             |  |
|--|-----------|----------------------------------|---------------------|--|--|---------------------------|--|-----------------------------|--|
| CONTROLLED ENTITIES                            | OWNERSHIP | STATUTORY<br>NET INTEREST<br>\$M | DEBT<br>FEES<br>\$M | DISCOUNT<br>UNWINDS &<br>REVALUATIONS <sup>1</sup> | INTEREST<br>CAPITALISATION <sup>2</sup><br>\$M | OTHER <sup>3</sup><br>\$M | INTEREST<br>ACCRUALS <sup>4</sup><br>\$M | NET INTEREST<br>PAID<br>\$M | PROPORTIONAL NET<br>INTEREST PAID<br>\$M |
| M2   | 100%      | (19)                             | -                   | 7  | -  | -                         | -  | (12)                        | (12)                                     |
| M5 West  | 65.38%    | (6)                              | (1)                 | -  | -  | -                         | (1)                                      | (8)                         | (5)                                      |
| M5 West—TLN interest expense                   | 65.38%    | (5)                              | -                   | -  | -  | -                         | -  | (5)                         | (3)                                      |
| LCT  | 100%      | (14)                             | 1                   | 4  | -  | -                         | -  | (9)                         | (9)                                      |
| CCT  | 100%      | (5)                              | -                   | 1  | -  | -                         | -  | (4)                         | (4)                                      |
| ED   | 75.1%     | (9)                              | -                   | (3)  | -  | -                         | -  | (12)                        | (9)                                      |
| CityLink                                       | 100%      | (21)                             | -                   | 3  | -  | -                         | (9)                                      | (27)                        | (27)                                     |
| 95 Express Lanes                               | 100%      | (13)                             | -                   | 1  | 4  | -                         | -  | (8)                         | (8)                                      |
| 495 Express Lanes                              | 100%      | (35)                             | -                   | 1  | -  | -                         | 3  | (31)                        | (31)                                     |
| A25  | 100%      | (22)                             | -                   | -  | -  | (8)                       | 19                                       | (11)                        | (11)                                     |
| Transurban Queensland                          | 62.5%     | (121)                            | 3                   | 16   | -  | 1                         | -  | (101)                       | (63)                                     |
| Transurban Queensland—<br>SLN interest expense | 62.5%     | (33)                             | -                   | -  | -  | -                         | -  | (33)                        | (21)                                     |
| Corporate—Other                                | 100%      | (91)                             | 11                  | -  | (21)   | 15                        | (49)                                     | (135)                       | (135)                                    |
| Total controlled entities at 100%              |           | (394)                            | 14                  | 30   | (17)   | 8                         | (37)                                     | (396)                       | (338)                                    |
| EQUITY OWNED ENTITIES                          |           |                                  |                     |  |  |                           |  |                             |  |
| NWRG—M7 External Interest                      | 50%       | (57)                             | 2                   | 4  | -  | -                         | -  | (51)                        | (26)                                     |
| NWRG—NorthConnex SLN interest expense          | 50%       | (42)                             | -                   | -  | 42   | -                         | -  | -                           | -  |
| M5 West  | 50%       | (2)                              | -                   | -  | -  | -                         | (3)                                      | (5)                         | (3)                                      |
| M5 West—TLN interest expense                   | 50%       | (6)                              | -                   | -  | -  | -                         | 5  | (1)                         | -  |
| STP JV—SLN interest expense                    | 50%       | (16)                             | -                   | -  | -  | -                         | 16                                       | -                           | -  |
| WCX  | 25.5%     | (52)                             | -                   | -  | -  | -                         | 11                                       | (41)                        | (10)                                     |
| Total equity accounted investments at 100%     |           | (175)                            | 2                   | 4  | 42   | -                         | 29                                       | (98)                        | (39)                                     |
| Proportional net finance costs                 |           | (418)                            | 14                  | 27   | 4  | 21                        | (25)                                     | (377)                       | (377)                                    |

Includes unwind of discounts on concession payments, maintenance provisions, construction obligations and fair value adjustments.
 Interest capitalisation refers to interest expense where there is no cash payments, and does not include finance costs recorded as part of development projects.
 Includes hedge ineffectiveness and concession financial asset income.
 Interest accrual movements due to the timing of cash interest payments.

### MAINTENANCE PROVISION<sup>1</sup>



#### MAINTENANCE EXPENSE RECOGNISED<sup>2</sup>

|                   | MAINTENANCE EXP | EXPENSE RECOGNISED |  |  |  |  |
|-------------------|-----------------|--------------------|--|--|--|--|
|                   | 1H19 (\$M)      | 1H20 (\$M)         |  |  |  |  |
| M2                | (3)             | (4)                |  |  |  |  |
| LCT               | (2)             | (3)                |  |  |  |  |
| CCT               | (3)             | (3)                |  |  |  |  |
| ED                | (3)             | (2)                |  |  |  |  |
| M5 West           | (2)             | (3)                |  |  |  |  |
| M7                | (7)             | (7)                |  |  |  |  |
| M4                | -               | (6)                |  |  |  |  |
| CityLink          | (4)             | (9)                |  |  |  |  |
| Gateway Motorway  | (4)             | (4)                |  |  |  |  |
| Logan Motorway    | (6)             | -                  |  |  |  |  |
| AirportlinkM7     | (6)             | (8)                |  |  |  |  |
| Clem7             | (4)             | (3)                |  |  |  |  |
| Legacy Way        | (2)             | (2)                |  |  |  |  |
| Go Between Bridge | -               | (1)                |  |  |  |  |
| 95 Express Lanes  | (8)             | (10)               |  |  |  |  |
| 495 Express Lanes | (7)             | (8)                |  |  |  |  |
| A25               | (2)             | (2)                |  |  |  |  |

#### MAINTENANCE CASH SPEND

| MAINTENANC | MAINTENANCE CASIT STEND |  |  |  |  |  |  |  |  |
|------------|-------------------------|--|--|--|--|--|--|--|--|
| 1H19 (\$M) | 1H20 (\$M)              |  |  |  |  |  |  |  |  |
| (3)        | (2)                     |  |  |  |  |  |  |  |  |
| (2)        | (1)                     |  |  |  |  |  |  |  |  |
| (3)        | (5)                     |  |  |  |  |  |  |  |  |
| (5)        | (2)                     |  |  |  |  |  |  |  |  |
| (2)        | -                       |  |  |  |  |  |  |  |  |
| (4)        | (2)                     |  |  |  |  |  |  |  |  |
| -          | -                       |  |  |  |  |  |  |  |  |
| (7)        | (7)                     |  |  |  |  |  |  |  |  |
| (3)        | (36)                    |  |  |  |  |  |  |  |  |
| (34)       | (13)                    |  |  |  |  |  |  |  |  |
| (2)        | (3)                     |  |  |  |  |  |  |  |  |
| (4)        | (2)                     |  |  |  |  |  |  |  |  |
| (1)        | (1)                     |  |  |  |  |  |  |  |  |
| -          | -                       |  |  |  |  |  |  |  |  |
| (1)        | (1)                     |  |  |  |  |  |  |  |  |
| (1)        | (3)                     |  |  |  |  |  |  |  |  |
| -          | -                       |  |  |  |  |  |  |  |  |
|            |                         |  |  |  |  |  |  |  |  |

<sup>1.</sup> Assets at 100%.

<sup>2.</sup> Tag purchases put through free cash reconciliation not included above—\$1 million in 1H19 and \$1 million in 1H20.

#### FREE CASH CALCULATION



| FREE CASH CALCULATION  | SOURCE OF INFORMATION/EXPLANATION   |
|--|---|
| Cash flows from operating activities<br>(refer Group Statutory accounts)               | Statutory Transurban Holdings Limited operating cash flow   |
| Add back transaction and integration costs related to acquisitions                     | Transaction and integration related cash payments incurred on the acquisition of new assets   |
| Add back payments for maintenance of intangible assets                                 | For statutory purposes payments for maintenance are classified as operating activities. For the calculation of free cash Transurban removes these payments and replaces them with increases or decreases to the maintenance provision recognised in the Statement of Comprehensive Income (see slide 49). This provides a smoother representation of maintenance spend and reflects the incurrence of damage through the facilities' use  |
| Add capital releases from 100% owned assets  | Capital releases received from 100% owned assets  |
| Less debt amortisation of 100% owned assets  | Debt amortisation of 100% owned assets, except for M5 West  |
| Less cash flow from operating activities from consolidated non-<br>100% owned entities | 100% of the operating cash flows of ED, M5 West <sup>1</sup> and TQ are included in the statutory results, however the distribution received by Transurban from these entities better reflects the cash available for distribution to Transurban security holders. The cash flows from operating activities are therefore eliminated and, where applicable, replaced with distributions received  |
| Less allowance for maintenance of intangible assets for 100% owned assets              | Expenditure for maintenance of intangible assets is provided for over the period of the facilities' use. The annual charge to recognise this provision reflects the yearly wear and tear to the facility requiring maintenance. Also includes allowance for expenditure on electronic tags within 100% owned tolling businesses   |
| Add distributions and interest received from non-100% owned entities                   | Cash distributions received from ED, M5 West, TQ, NWRG and WCX by Transurban and interest received / principal received on Transurban's long term loans to M5 West <sup>1</sup> , TQ, NWRG and WCX. From the date of the WCX acquisition debt amortisation amounts from M5 West (Transurban proportional share) are also added back to this figure due to the M5 West concession arrangement being transferred to the WCX ownership consortium at the end of the current M5 West concession arrangement in 2026, in which Transurban holds a 25.5% ownership interest |

#### FREE CASH

<sup>1.</sup> Transurban acquired the remaining 34.62% equity interests in the M5 West, taking its total equity ownership to 100%. Financial close on the additional interests was reached on 30 October 2019. A pro-forma adjustment has been made to reflect 100% ownership of M5 West as if the acquisition took place on 1 July 2019 to primarily reflect the minority interests in operating cash flows from 1 July through to financial close. This is due to the purchase price to acquire the remaining minority interests being based on a 1 July 2019 acquisition date, with available cash having been previously distributed to shareholders, in lieu of the final purchase price being reduced for distributions paid to minority interests between 1 July 2019 and financial close.

FREE CASH FLOW



#### RECONCILIATION OF STATUTORY CASH FLOW FROM OPERATING ACTIVITIES TO FREE CASH

|   | 1H19 (\$M) | 1H20 (\$M) |
|---|------------|------------|
| Cash flows from operating activities  | 552        | 678        |
| Add back transaction and integration costs related to acquisitions                              | 17         | 3          |
| Add back payments for maintenance of intangible assets  | 66         | 85         |
| Add capital releases from 100% owned assets   | -          | 212        |
| Less debt amortisation of 100% owned assets <sup>1</sup>  | (1)        | (2)        |
| Less cash flow from operating activities from consolidated non-100% owned entities <sup>2</sup> | (214)      | (282)      |
| Less allowance for maintenance of intangible assets for 100% owned assets                       | (32)       | (41)       |
| Adjust for distributions and interest received from non-100% owned entities                     |            |            |
| ED distribution   | 27         | 28         |
| M5 West distribution and TLN payments   | 69         | 32         |
| M5 pro-forma adjustment as if 100% ownership acquired 1 July 2019                               | -          | 33         |
| TQ distribution and SLN payments  | 73         | 71         |
| NWRG distribution and SLN payments  | 158        | 74         |
| STP (WCX) distribution and SLN payments   | -          | 36         |
| FREE CASH   | 715        | 927        |

| FREE CASH FLOW   | 1H19     | 1H20     | % CHANGE |
|--|----------|----------|----------|
| Free cash  | \$715M   | \$927M   | 29.6%    |
| Weighted average securities eligible for distribution <sup>3</sup> | 2,672M   | 2,733M   | 2.3%     |
| Free cash per security   | 26.8 cps | 33.9 cps | 26.7%    |

From the date of the WestConnex acquisition, debt amortisation from M5 West is added back due to the M5 West concession arrangement being transferred to the WestConnex ownership consortium at the end of the current M5 West concession in 2026.

<sup>2.</sup> Consolidated cash flows from non-100% owned entities includes ED, TQ and M5 West from September 2018 until October 2019.

 $<sup>{\</sup>it 3. \ Weighted \ average \ calculation \ based \ on \ entitlement \ to \ distribution.}}$ 

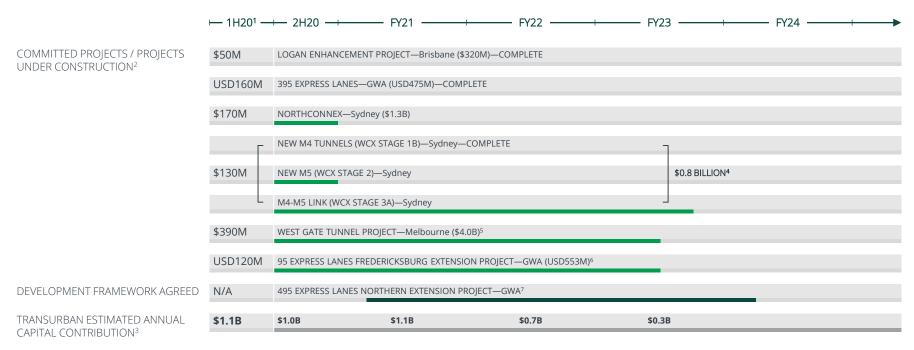
### RECONCILIATION OF PROPORTIONAL EBITDA TO FREE CASH



|   | 1H20 (\$M) | COMMENTS   |
|---|------------|--|
| Proportional EBITDA   | 1,085      | Refer to slide 29 for further detail   |
| Significant items   | 9          | Include transaction and integration costs relating to acquisitions                                     |
| Proportional net finance costs paid (cash)                        | (374)      | Refer to slide 47 for further detail   |
| Add back proportional maintenance expense (non-100% owned assets) | 18         | Refer to slide 49 for further detail   |
| Less proportional maintenance cash spend (non-100% owned assets)  | (38)       | Refer to slide 49 for further detail   |
| 100% owned assets distribution                                    | 212        | Hills M2 and Lane Cove Tunnel capital release  |
| Debt amortisation   | (10)       | ED and A25 debt amortisation   |
| Working capital   | 14         | Working capital movement   |
| Tax paid  | (33)       | Tax paid, largely by M5 West, Westlink M7 and withholding tax paid by A25                              |
| M5 West pro-forma adjustment                                      | 33         | Adjustment to reflect 100% ownership interest from 1 July 2019, due to final purchase price adjustment |
| Non-100% owned assets distribution timing                         | 1          | Timing of WCX distributions, offset by timing of TQ distributions                                      |
| Other   | 10         | TQ debt funded maintenance, offset by debt fees  |
| FREE CASH   | 927        |  |

#### DEVELOPMENT PIPELINE





- 1. 1H20 project spends reflect Transurban's proportion of project spend.
- 2. Project completion dates shown are approximations and are subject to final schedules. See footnote 1 on slide 10 for further detail.
- 3. Estimated annual capital contribution reflects Transurban's proportion of total project costs.
- 4. Represents Transurban's projected proportional capex contribution, net of State Works Contribution, to completion of WestConnex.
- 5. WGTP cost to Transurban of \$4.0 billion of the total \$6.7 billion project cost. Schedule under review. See slide 19 for further detail.
- 6. Represents Transurban's projected capital contribution based on final project costings, excluding payments totalling USD277 million to VDOT in lieu of forecasted toll revenue sharing arrangements.
- 7. Development framework agreed with Virginia Department of Transportation, project scope and timing still subject to change.

### TRANSURBAN TAX GROUPS—ESTIMATED TIMING



These disclosures are provided as a supplement to the tax disclosures provided in the 2019 Transurban Investor Day presentation to assist in understanding Transurban's tax profile. It should not be construed as either tax advice or confirmation of the application of the relevant tax legislation. Estimated timing is indicative only.

| Tax group                                 | 1H20 EBITDA (excluding significant items) as proportion of Transurban Group proportional EBITDA | FY20 FY21 FY22 FY23 FY24 FY25 FY26 FY27 FY28 FY29+  Timing is indicative only and not shown by month. |
|---|---|---|
| WestConnex                                | 3%  | Currently paying tax: Each stage becomes taxable on completion as partial flow-through vehicle        |
| A25                                       | 3%  | Currently paying tax: Subject to corporate tax in Canada  |
| Airport Motorway<br>Group (ED)            | 4%  | Subject to corporate tax until end of concession: Taxed as a partial flow-through vehicle             |
| Transurban Holdings<br>Limited Group      | 59%   | Subject to corporate tax until end of concession  |
| NorthWestern<br>Roads Group               | 8%  | Subject to corporate tax until end of concession: Taxed as a partial flow-through vehicle             |
| Transurban International<br>Limited (USA) | 8%  | Mid-2030s   |
| Transurban Queensland                     | 15%   | Mid-2030s   |

#### ADDITIONAL TAX DISCLOSURES



These disclosures are provided as a supplement to the tax disclosures provided in the 2019 Transurban Investor Day presentation to assist in understanding Transurban's tax profile. It should not be construed as either tax advice or confirmation of the application of the relevant tax legislation.

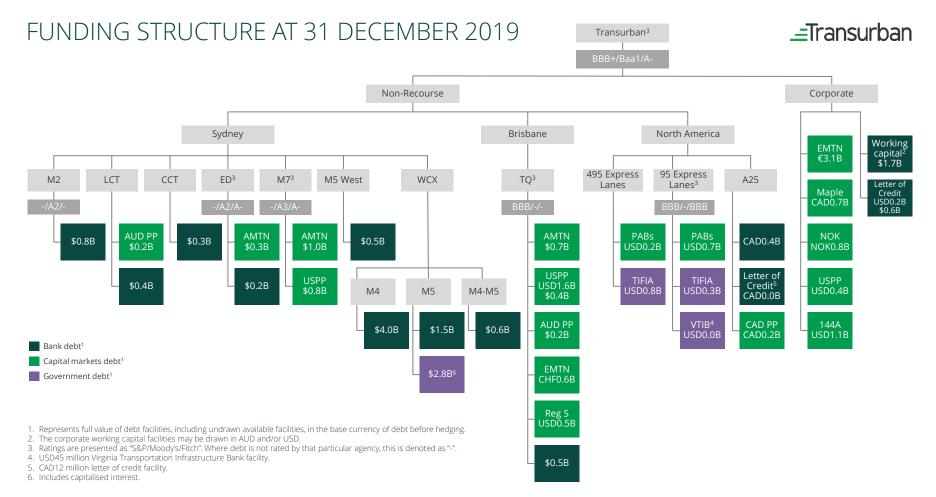
#### Taxable income split between trust and company for stapled tax groups

- For Tax Groups that are stapled entities, the split of taxable income between Operating Entity and Asset Trust is guided by ATO accepted principles found in LCR 2015/15
- At a group level Transurban complies with these principles with the value of the distributions from Transurban Holdings Limited being approximately equal to 30% of the combined distributions from Transurban Holding Trust and Transurban Holdings Limited, on average, over-time
- At the individual tax group level there will be variability in the taxable income split at any given time due to factors specific to the structure

#### Depreciation

- Transurban is entitled to claim tax depreciation for the costs with respect to its roads, tunnels and other depreciating assets under either the Capital Allowance or the Capital Works provisions of the Tax Act
- The bulk of the costs incurred with respect to the road and tunnel assets are depreciated on a straight-line basis over 40 years under the Capital Works provisions of the Tax Act
- For assets classified as Capital Works, the tax depreciation is based on the historic cost incurred with respect to the construction of the relevant asset (and, notwithstanding any subsequent acquisition, they do not get reset)
- To determine the allowable deductions under the Capital Works provisions for each tax group, consideration should be given to the following asset specific factors:
  - The cost of original construction of the toll road or tunnel—publicly disclosed construction costs are available through several sources including historical Transurban ASX releases, market presentations and government road agency publications
  - The year that the construction is completed and the asset is used by the relevant tax group—including when upgrade and extension projects were completed
  - Whether the costs were incurred by the Asset Trust or the Operating Entity
- Costs with respect to other assets, such as vehicles, tolling gantries, ITS equipment and other plant and equipment typically fall outside of the Capital Works provisions of the Tax Act and are depreciable over the relevant asset's effective life under the Capital Allowance provisions of the Tax Act





#### GROUP DEBT AT 31 DECEMBER 2019

#### *\_*Transurban

|  | FACILITY<br>(USD M) <sup>1</sup> | FACILITY<br>(CAD M) <sup>1</sup> | FACILITY<br>(\$M) <sup>1</sup> | TOTAL FACILITY (#NA)2 | TOTAL DRAWN (\$M) <sup>2</sup> | PROPORTIONAL<br>DRAWN (\$M) <sup>2</sup> | STATUTORY<br>DRAWN (\$M) <sup>3</sup> |
|--|----------------------------------|----------------------------------|--------------------------------|-----------------------|--------------------------------|--|---------------------------------------|
| CORPORATE DEBT <sup>2</sup>                  | (USD IVI)                        | (CAD M)                          | (\$IVI)                        | TOTAL FACILITY (\$W)  | TOTAL DRAWN (\$M)              | DRAWN (\$IVI)                            | DRAWIN (\$IVI)                        |
| Working capital facilities <sup>4</sup>      | -                                | _                                | 1,650                          | 1,650                 | 8                              | 8  | 8                                     |
| USPP   | 162                              |                                  | 300                            | 532                   | 532                            | 532                                      | 551                                   |
| EMTN (CAD, NOK and EUR Notes)                | 305                              | 650                              | 4,343                          | 5,488                 | 5,487                          | 5,487                                    | 5,709                                 |
| 144A   | 500                              | -                                | 802                            | 1,516                 | 1,516                          | 1,516                                    | 1,570                                 |
| TOTAL CORPORATE DEBT                         | 967                              | 650                              | 7,095                          | 9,186                 | 7,543                          | 7,543                                    | 7,838                                 |
| Letters of credit <sup>5</sup>               | 150                              | -                                | 620                            | 834                   | 736                            | 736                                      | -                                     |
| NON-RECOURSE DEBT <sup>2</sup>               |                                  |                                  |                                |                       |                                |  |                                       |
| TQ <sup>6</sup>                              | -                                | -                                | 5,362                          | 5,362                 | 4,973                          | 3,108                                    | 5,238                                 |
| LCT  | -                                | -                                | 626                            | 626                   | 626                            | 626                                      | 626                                   |
| CCT  | -                                | -                                | 280                            | 280                   | 280                            | 280                                      | 280                                   |
| ED   | -                                | -                                | 496                            | 496                   | 496                            | 373                                      | 496                                   |
| M2   | -                                | -                                | 811                            | 811                   | 811                            | 811                                      | 811                                   |
| M5 <sup>7</sup>                              | -                                | -                                | 539                            | 539                   | 537                            | 537                                      | 537                                   |
| M7   | -                                | -                                | 1,850                          | 1,850                 | 1,850                          | 925                                      | -                                     |
| WestConnex M4                                | -                                | -                                | 4,000                          | 4,000                 | 4,000                          | 1,020                                    | -                                     |
| WestConnex M58                               | -                                | -                                | 4,284                          | 4,284                 | 3,499                          | 892                                      | -                                     |
| WestConnex M4-M5                             | -                                | -                                | 600                            | 600                   | 582                            | 148                                      | -                                     |
| 95 Express Lanes                             | 1,109                            | -                                | -                              | 1,583                 | 1,579                          | 1,579                                    | 1,480                                 |
| 495 Express Lanes                            | 1,009                            | -                                | -                              | 1,439                 | 1,439                          | 1,439                                    | 1,283                                 |
| A25  | -                                | 572                              | -                              | 626                   | 626                            | 626                                      | 626                                   |
| TOTAL NON-RECOURSE DEBT                      | 2,118                            | 572                              | 18,848                         | 22,496                | 21,298                         | 12,364                                   | 11,377                                |
| Other <sup>9</sup>                           |                                  |                                  |                                |                       |                                | -  | 221                                   |
| Non-Recourse letters of credit <sup>10</sup> | -                                | 12                               | 3                              | 16                    | 16                             | 15                                       | -                                     |
| TOTAL GROUP DEBT                             | 3,235                            | 1,234                            | 26,566                         | 32,532                | 29,593                         | 20,658                                   | 19,436                                |

- 1. Shown in effective currency after hedging. CAD, CHF, EUR, NOK and USD debt converted at the hedged rate where cross currency swaps are in place.
- 2. USD debt is converted at the spot exchange rate (0.7015 at 30 June 2019 and 0.7008 at 31 December 2019) where no cross-currency swaps are in place. CAD debt is converted at the spot exchange rate (0.9182 at 30 June 2019 and 0.9143 at 31 December 2019) where no cross-currency swaps are in place.
- Statutory drawn debt differs to proportional drawn as foreign currency debt issuances are translated at the spot rather
  than hedged rate. In addition, statutory debt does not adjust for proportional ownership and reflects consolidated
  assets. M7 and WestConnex assets are not consolidated. US statutory asset debt is carried at fair value following the
  consolidation of the US assets in June 2014.
- 4. The corporate working capital facilities may be drawn in AUD and/or USD.

- Issued in relation to Corporate, CityLink, ED, M2, CCT, Transurban Queensland, 95 Express Lanes, NCX, A25 and WestConnex. Drawn values represent letters of credit issued.
- Transurban's Queensland's \$25 million working capital facility can issue letters of credit. Facility value shown does not include \$3 million letter of credit issued.
- Transurban acquired the remaining 34.62% equity interests in the M5 West during 1H20, taking its total equity
  ownership to 100%. Financial close on the 34.62% interest was reached on 30 October 2019.
- 8. Facility value includes capitalised interest.
- 9. Consists of shareholder loans and net capitalised borrowing costs.
- 10.Issued in relation to Transurban Queensland and A25. Drawn values represent letters of credit issued.

#### DRAWN DEBT<sup>1</sup>



| AUD <sup>2</sup> | 30 JUN 19<br>(\$M) | 31 DEC 19<br>(\$M) | MOVEMENT<br>(\$M) | EXPLANATION   |
|------------------|--------------------|--------------------|-------------------|---|
| Corporate        | 5,094              | 5,445              | 351               | Issuance of \$570 million Euro Private Placement less maturity of \$219 million US PP   |
| Non-recourse     | 8,148              | 8,720              | 572               | Additional \$46 million of proportional debt drawn at WCX M5 to fund Stage 2 construction, and an additional \$70 million at WCX M4-M5 to fund Stage 3 construction. Net increases of \$166 million at LCT, \$53 million at Hills M2 and \$2 million at CCT through bank debt refinancings. An additional \$83 million of proportional debt drawn at TQ under the Capex Facility. Net increase of \$160 million of Transurban's proportional drawn debt at M5 West due to ownership increase, offset by continuing debt amortisation. Less \$8 million proportional drawn debt amortised at Eastern Distributor |
| TOTAL            | 13,242             | 14,165             | 923               |   |
| USD <sup>3</sup> | 30 JUN 19<br>(\$M) | 31 DEC 19<br>(\$M) | MOVEMENT<br>(\$M) | EXPLANATION   |
| Corporate        | 967                | 972                | 5                 | USD5 million drawn under the Group's Working Capital Facility   |
| Non-recourse     | 1,811              | 2,115              | 304               | USD262 million of PABs issued by the 95 Express Lanes to fund construction of FredEx, and an additional USD42 million drawn under the 95 Express Lanes VTIB Facility to fund ongoing capex works  |
| TOTAL            | 2,778              | 3,087              | 309               |   |
| CAD <sup>4</sup> | 30 JUN 19<br>(\$M) | 31 DEC 19<br>(\$M) | MOVEMENT<br>(\$M) | EXPLANATION   |
| Corporate        | 650                | 650                | -                 | Nil   |
| Non-recourse     | 574                | 572                | (2)               | CAD2 million bank debt amortising at A25  |
| TOTAL            | 1,224              | 1,222              | (2)               |   |

<sup>1.</sup> Proportional values noted. Amounts will differ to consolidated accounts due to the spot translation used in financial accounts as opposed to the hedged FX rate. The consolidated accounts include external shareholder loans and a fair value measurement on 95 and 495 Express Lanes. M7 and the WestConnex assets are not included in the consolidated accounts.

<sup>2.</sup> AUD represents debt issued in AUD plus debt that has been issued in CAD, EUR, CHF, NOK and USD and has been swapped back into AUD. Issued letters of credit are not included.

<sup>3.</sup> USD represents debt issued in USD (including US entity debt, 144A bonds, and tranche C of the 2006 USPP which was not swapped back to AUD) and debt issued in EUR that has been swapped to USD. Issued letters of credit are not included.

<sup>4.</sup> CAD represents debt issued in CAD (including Canadian entity debt and tranche 7.1 of the EMTN which was not swapped back to AUD). Issued letters of credit are not included.

#### KEY DEBT METRICS



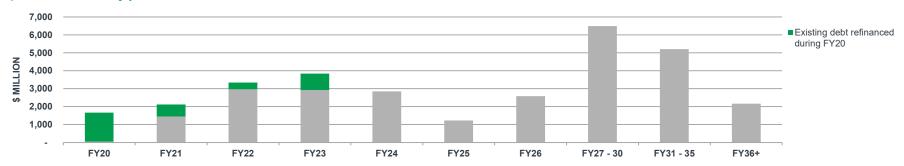
|  |                     | 30 JUNE 2019 |                        | 3                   | 1 DECEMBER 2019 |                        |
|--|---------------------|--------------|------------------------|---------------------|-----------------|------------------------|
|  | TRANSURBAN<br>GROUP | CORPORATE    | NON-RECOURSE           | TRANSURBAN<br>GROUP | CORPORATE       | NON-RECOURSE           |
| Weighted average maturity (years) <sup>1,2</sup>                       | 8.3 years           | 6.4 years    | 9.5 years <sup>3</sup> | 8.4 years           | 6.7 years       | 9.5 years <sup>4</sup> |
| Weighted average cost of AUD debt <sup>1,2</sup>                       | 4.6%                | 5.0%         | 4.3%                   | 4.3%                | 4.8%            | 4.1%                   |
| Weighted average cost of USD debt <sup>2</sup>                         | 4.4%                | 4.3%         | 4.5%                   | 4.4%                | 4.3%            | 4.5%                   |
| Weighted average cost of CAD debt <sup>2</sup>                         | 4.9%                | 4.6%         | 5.3%                   | 4.9%                | 4.6%            | 5.3%                   |
| Hedged <sup>1,5</sup>  | 100.0%              | 100.0%       | 100.0%                 | 97.5%               | 99.9%           | 96.1%                  |
| Gearing (proportional debt to enterprise value) <sup>1,6</sup>         | 32.0%               |              |                        | 32.8%               |                 |                        |
| FFO/Debt <sup>7</sup>  | 8.7%                |              |                        | 8.5%                |                 |                        |
| Corporate senior interest cover ratio (historical ratio for 12 months) | 4.1x                |              |                        | 4.4x                |                 |                        |
| Corporate debt rating (S&P/Moody's/Fitch)                              | BBB+/Baa1/A-        |              |                        | BBB+/Baa1/A-        |                 |                        |

- 1. CAD, CHF, EUR, NOK and USD debt converted at the hedged rate where cross currency swaps are in place. USD debt is 6. Calculated using proportional debt to enterprise value, exclusive of issued letters of credit. Security price was \$14.74 at converted at the spot exchange rate (0.7015 at 30 June 2019 and 0.7008 at 31 December 2019) where no cross currency swaps are in place. CAD debt is converted at the spot exchange rate (0.9182 at 30 June 2019 and 0.9143 at 31 December 2019) where no cross currency swaps are in place.
- 2. Calculated using proportional drawn debt exclusive of letters of credit.
- 3. The weighted average maturity of AUD non-recourse debt is 6.7 years at 30 June 2019.
- 4. The weighted average maturity of AUD non-recourse debt is 6.2 years at 31 December 2019.
- 5. Hedged percentage comprises fixed rate debt and floating rate debt that has been hedged and is a weighted average of total proportional drawn debt, exclusive of issued letters of credit.
- 30 June 2019 and \$14.91 at 31 December 2019 with 2,675 million securities on issue at 30 June 2019 and 2,733 securities on issue at 31 December 2019.
- 7. Based on S&P methodology. FFO is calculated as statutory EBITDA (where EBITDA equals revenue minus operating expenses net of maintenance provision) plus dividends from investments; minus net interest expense, tax paid, and stock compensation expense. Debt is calculated as statutory drawn debt net of cash, foreign currency hedging and other liquid investments. FFO/Debt calculation methodology may be subject to adjustments in future periods.

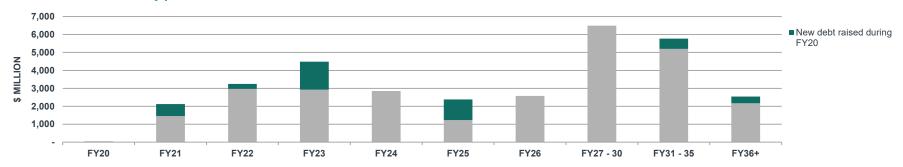
#### EXTENSION OF GROUP DEBT MATURITY PROFILE



#### June 2019 maturity profile<sup>1,2</sup>



#### December 2019 maturity profile<sup>1,2</sup>

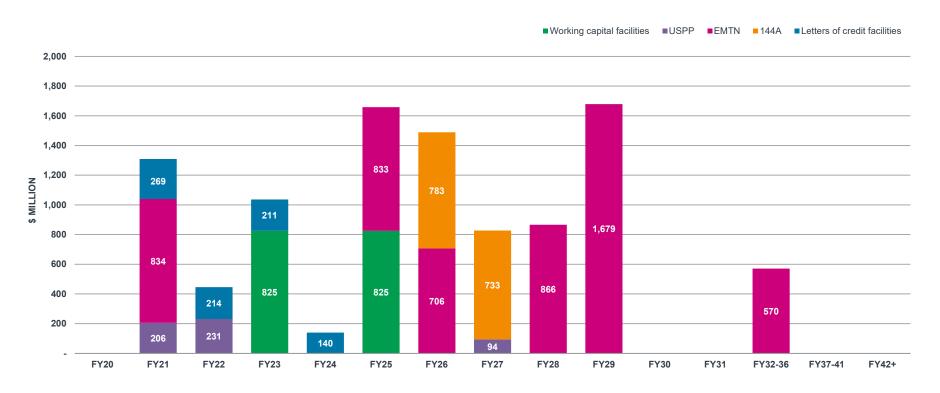


<sup>1.</sup> The full value of available debt facilities is shown. Debt is shown in the financial year in which it matures.

<sup>2.</sup> Debt values are represented in AUD as at the reported date. CAD, CHF, EUR, NOK and USD debt converted at the hedged rate where cross currency swaps are in place. USD debt is converted at the spot exchange rate (0.7015 at 30 June 2019 and 0.7008 at 31 December 2019) where no cross currency swaps are in place. CAD debt is converted at the spot exchange rate (0.9182 at 30 June 2019 and 0.9143 at 31 December 2019) where no cross currency swaps are in place.

### CORPORATE DEBT MATURITIES AT 31 DECEMBER 2019



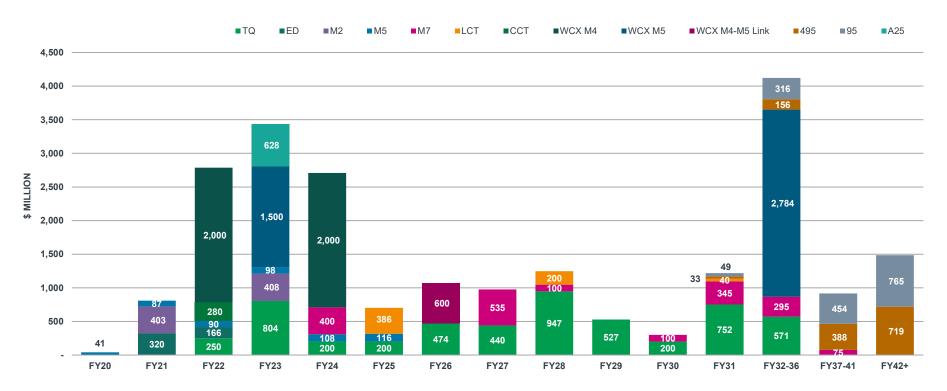


<sup>1.</sup> The full value of available debt facilities is shown. Debt is shown in the financial year in which it matures.

<sup>2.</sup> Debt values are shown in AUD as at 31 December 2019. CAD, EUR, NOK and USD debt converted at the hedged rate where cross currency swaps are in place. USD debt is converted at the spot exchange rate (0.7008 at 31 December 2019) where no cross currency swaps are in place. CAD debt is converted at the spot exchange rate (0.9143 at 31 December 2019) where no cross currency swaps are in place.

#### NON-RECOURSE DEBT MATURITIES AT 31 DECEMBER 2019





<sup>1.</sup> The full value of available debt facilities is shown. Debt is shown in the financial year in which it matures. Scheduled amortisation of less than \$25 million are not shown for graph purposes.

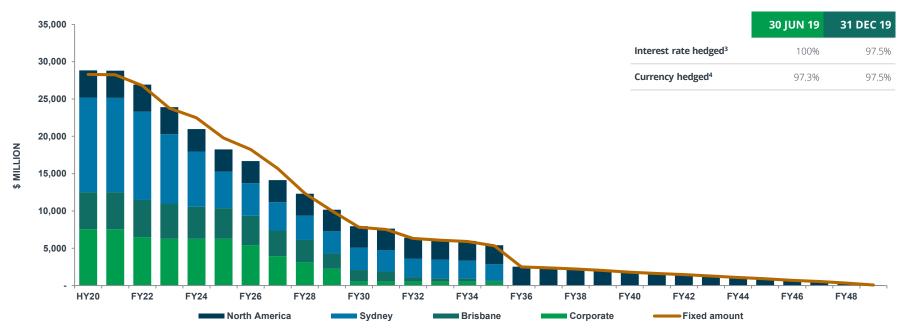
<sup>2.</sup> Debt values are shown in AUD as at 31 December 2019. CAD, CHF and USD debt is converted at the hedged rate where cross currency swaps are in place. USD debt is converted at the spot exchange rate (0.7008 at 31 December 2019) where no cross currency swaps are in place. CAD debt is converted at the spot exchange rate (0.9143 at 31 December 2019) where no cross currency swaps are in place.

<sup>3.</sup> A \$321 million tranche of the 495 Express Lanes debt will be refinanced in FY21, per the financing structure agreed with the sole holder, J.P. Morgan.

#### HEDGING PROFILE



#### Transurban interest rate hedging profile<sup>1,2</sup>



<sup>1.</sup> CAD, CHF, EUR, NOK and USD debt converted at the hedged rate where cross currency swaps are in place. CAD debt is converted at the spot exchange rate (0.7008 at 31 December 2019) where no cross currency swaps are in place. CAD debt is converted at the spot exchange rate (0.9143 at 31 December 2019) where no cross currency swaps are in place.

<sup>2. \$1,500</sup> million of term debt for WestConnex M5 maturing in FY23 are hedged to FY27. \$321 million of PABs for 495 Express Lanes maturing in FY38 are hedged to FY28.

<sup>3.</sup> Hedged percentage comprises fixed rate debt and floating rate debt that has been hedged and is a weighted average of total proportional drawn debt, exclusive of issued letters of credit.

<sup>4.</sup> A total of USD967 million and CAD650 million of corporate debt is not swapped to AUD, this debt forms part of the Group's net investment hedge relating to the US and Canadian entities respectively.

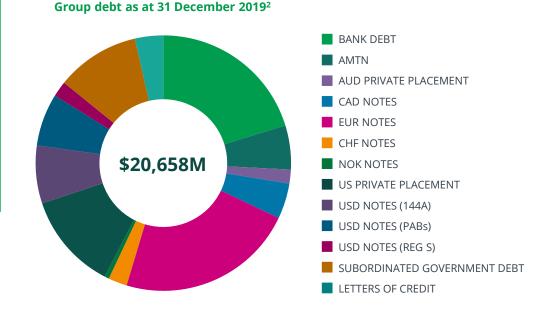
#### DIVERSIFIED FUNDING SOURCES



#### Debt funding activities

Major debt issuances<sup>1</sup> during 1H20:

- \$1,650 million Working Capital Facility at Corporate
- \$570 million EUR Notes at Corporate
- \$500 million Capex Facility at Transurban Queensland
- \$403 million Bridge Facility at Hills M2
- \$326 million Bank Facility at Lane Cove Tunnel
- \$280 million Bank Facility at Cross City Tunnel
- USD262 million Private Activity Bonds at 95 Express Lanes



<sup>1.</sup> Represents the full available debt facility.

<sup>2.</sup> Proportional drawn debt inclusive of issued letters of credit. CAD, CHF, EUR, NOK and USD debt converted at the hedged rate where cross currency swaps are in place. USD debt is converted at the spot exchange rate (0.7008 at 31 December 2019) where no cross currency swaps are in place. CAD debt is converted at the spot exchange rate (0.9143 at 31 December 2019) where no cross currency swaps are in place.



## SUMMARISED GROUP STRUCTURE



|                  | TRANSUI                           | RBAN HOLDINGS LIMITED   | TRANSURBAN HOLDI                            | NG TRUST                   | TRANSURBAN INTE                           | RNATIONAL LIMITED             |
|------------------|-----------------------------------|---|---|----------------------------|---|-------------------------------|
|                  | CORPORATE ENTITIES                | ROAD/OPERATI  | NG ENTITIES                                 | OTHER ENTITIES             | ROAD/OPERATING ENTITIES                   | CORPORATE ENTITIES            |
|                  | Including:<br>Employing entity    | Companies operating and maintaining roads   | Trusts holding asset and financing          | Corporate financing entity | Companies operating and maintaining roads | Including:<br>Holding company |
|                  | Financing entity Trustee entities | CityLink Melbourne Limited  | CityLink Trust                              | Transurban Finance Trust   | and maintaining roods                     | US employing entity           |
| wned             |                                   | Transurban WGT Co Pty Limited   |   |                            | Capital Beltway Express LLC (495)         |                               |
| 100% owned       |                                   | The Hills Motorway Limited (M2)   | Hills Motorway Trust (M2)                   |                            | 95 Express Lanes LLC                      |                               |
| _                |                                   | LCT-MRE Pty Limited (LCT)   | LCT-MRE Trust (LCT)                         |                            |   |                               |
|                  |                                   | Transurban CCT Pty Limited (CCT)  | Transurban CCT Trust (CCT)                  |                            | Concession A25 LP                         |                               |
|                  |                                   | Interlink Roads Pty Limited (M5 West)   |   |                            |   |                               |
| ted              | 75.1%                             | Airport Motorway Limited (ED)   | Airport Motorway Trust (ED)                 |                            |   |                               |
| Consolidated     | 62.5%                             | Transurban Queensland Holdings 1<br>Pty Ltd   | Transurban Queensland Invest Trust          |                            |   |                               |
| E<br>O           |                                   | Transurban Queensland Holdings 2<br>Pty Ltd   |   |                            |   |                               |
| nted             | 50%                               | NorthWestern Roads Group Pty Limited (M7, NCX)  | NorthWestern Roads Group Trust<br>(M7, NCX) |                            |   |                               |
| accon            | 25.5%                             | STP Project Trust (WCX)   | STP Asset Trust (WCX)                       |                            |   |                               |
| Equity accounted |                                   | Builds, operates and maintains road,<br>and has own borrowings. Funding from<br>non-recourse borrowings |   | _                          |   |                               |

### ASSET PORTFOLIO AT 31 DECEMBER 2019



|  | MELBOURNE                                |                      |          |                      | SYDNEY                   |          |                          |                                  |
|--|--|----------------------|----------|----------------------|--------------------------|----------|--------------------------|----------------------------------|
| OVERVIEW                                 | CITYLINK                                 | M5 WEST <sup>3</sup> | M2       | M4                   | ED                       | M7       | LCT                      | сст                              |
| Opening date                             | Dec 2000                                 | Aug 1992             | May 1997 | May 1992             | Dec 1999                 | Dec 2005 | Mar 2007                 | Aug 2005                         |
| Remaining concession period <sup>1</sup> | 25 years²                                | 7 years              | 28 years | 41 years             | 29 years                 | 28 years | 28 years                 | 16 years                         |
| Concession end date                      | Jan 2045 <sup>2</sup>                    | Dec 2026             | Jun 2048 | Dec 2060             | Jul 2048                 | Jun 2048 | Jun 2048                 | Dec 2035                         |
| PHYSICAL DETAILS                         |  |                      |          |                      |                          |          |                          |                                  |
| Length—total                             | 22 km in 2 sections                      | 22 km                | 21 km    | 14 km                | 6 km                     | 40 km    | 3.8 km                   | 2.1 km                           |
| Length—surface                           | 16.8 km                                  | 22 km                | 20.5 km  | 8.5 km               | 4.3 km                   | 40 km    | 0.3 km                   | -                                |
| Length—tunnel                            | 5.2 km                                   | -                    | 0.5 km   | 5.5 km               | 1.7 km                   | -        | 3.5 km                   | 2.1 km                           |
| Lanes                                    | 2x4 in most sections                     | 2x3                  | 2x3      | 2x4—West<br>2x3—East | 2x3<br>2x2 some sections | 2x2      | 2x2<br>2x3 some sections | 2x2<br>2x3 some ramp<br>sections |
| OWNERSHIP                                |  |                      |          |                      |                          |          |                          |                                  |
| Transurban ownership                     | 100%                                     | 100%4                | 100%     | 25.5%                | 75.1%                    | 50%      | 100%                     | 100%                             |
| TOLLING                                  |  |                      |          |                      |                          |          |                          |                                  |
| Large vehicle multiplier                 | LCV: 1.6x<br>HCV: 3x (day)<br>2x (night) | 3x                   | 3x       | 3x                   | 2x                       | 3x       | Minimum 3x <sup>5</sup>  | 2x                               |

<sup>1.</sup> As at 31 December 2019.

Includes 10-year extension to CityLink concession in connection with the West Gate Tunnel Project.
 M5 West will form part of the WestConnex M5 concession once current concession expires through to December 2060, Transurban's ownership will be 25.5%.

<sup>4.</sup> Transurban acquired two additional equity interests in the M5 West during P19 of 8.24% and 7.14% taking its total equity ownership to 65.38%. Financial close on the additional interests was reached on 18 September 2018 respectively. Transurban acquired the remaining 34.62% equity interests in the M5 West during 1H20, taking its total equity ownership to 100%. Financial close on the 34.62% interest was reached on 30 October 2019.

<sup>5</sup> Refer to slide 71 for further details

### ASSET PORTFOLIO AT 31 DECEMBER 2019



|  |   |                                    |   | NORTH AMERICA                             |                                    |                       |  |  |  |
|--|---|------------------------------------|---|---|------------------------------------|-----------------------|--|--|--|
| OVERVIEW                                 | GATEWAY<br>MOTORWAY                             | LOGAN<br>MOTORWAY                  | CLEM7                                     | GO BETWEEN<br>BRIDGE                      | LEGACY<br>WAY                      | AIRPORTLINK<br>M7     | 495 EXPRESS<br>LANES <sup>5</sup>                  | 95 EXPRESS<br>LANES <sup>6</sup>                   | A25 <sup>7</sup>                                 |
| Opening date                             | Dec 1986  | Dec 1988                           | Mar 2010                                  | Jul 2010                                  | Jun 2015                           | Jul 2012              | Nov 2012   | Dec 2014   | May 2011   |
| Remaining concession period <sup>1</sup> | 32 years  | 32 years                           | 32 years                                  | 44 years                                  | 45 years                           | 34 years              | 68 years   | 68 years   | 23 years   |
| Concession end date                      | Dec 2051  | Dec 2051                           | Aug 2051                                  | Dec 2063                                  | Jun 2065                           | Jul 2053              | Dec 2087   | Dec 2087   | Sept 2042  |
| PHYSICAL DETAILS                         |   |                                    |   |   |                                    |                       |  |  |  |
| Length—total                             | 23.1 km   | 38.7 <sup>2</sup> km               | 6.8 km                                    | 0.3 km                                    | 5.7 km                             | 6.7 km                | 22 km  | 63 km  | 7.2 km   |
| Length—surface                           | 23.1 km   | 38.7 <sup>2</sup> km               | 2.0 km                                    | 0.3 km                                    | 1.1 km                             | 1.0 km                | 22 km  | 63 km  | 7.2 km   |
| Length—tunnel                            | -   | -                                  | 4.8 km                                    | -   | 4.6 km                             | 5.7 km                | -  | -  | -  |
| Lanes                                    | 6,8 and 10<br>(various)<br>12 Gateway<br>Bridge | 2x2<br>2x3 some<br>sections        | 2x2                                       | 2x2                                       | 2x2                                | 2x3                   | 2x2 HOT lanes                                      | 2 and 3<br>reversible<br>HOT lanes                 | 2x3 on bridge<br>2x2 on<br>remaining<br>sections |
| OWNERSHIP                                |   |                                    |   |   |                                    |                       |  |  |  |
| Transurban ownership                     | 62.5%   | 62.5%                              | 62.5%                                     | 62.5%                                     | 62.5%                              | 62.5%                 | 100%   | 100%   | 100%   |
| TOLLING                                  |   |                                    |   |   |                                    |                       |  |  |  |
| Large vehicle multiplier                 | LCV—1.5x<br>HCV—3.07x <sup>3</sup>              | LCV—1.5x<br>HCV—3.07x <sup>3</sup> | LCV—1.5x<br>HCV—3x (day)<br>2.65x (night) | LCV—1.5x<br>HCV—3x (day)<br>2.65x (night) | LCV—1.5x<br>HCV—2.65x <sup>4</sup> | LCV—1.5x<br>HCV—2.65x | No multiplier—<br>trucks >2 axles<br>not permitted | No multiplier—<br>trucks >2 axles<br>not permitted | 2x per axle                                      |

<sup>1.</sup> As at 31 December 2019.

<sup>2.</sup> Length includes 9.8 km of Gateway Extension Motorway.

Length includes 3.6 Arthorogateway Extension Microway.
 Logan and Gateway HCV tolls progressively increasing to a maximum of 3.46x car tolls post LEP completion.
 HCV multiplier moving to 3x cars during peak periods on 1 July 2020.
 495 Express Lanes concession includes 495 Northern Extension Project (development framework agreed). Data relates to operational lanes only.
 95 Express Lanes concession includes 395 Express Lanes and the Fredericksburg Extension (currently under construction). Data relates to operational lanes only.

<sup>7.</sup> A25 income includes fixed availability payment from the local government and guaranteed minimum toll income.

#### FUTURE CONCESSION ASSETS<sup>1</sup>



|                          |                  | SYDNEY               |                     |          |            |                        |   |  |  |  |
|--------------------------|------------------|----------------------|---------------------|----------|------------|------------------------|---|--|--|--|
| OVERVIEW                 | NORTHCONNEX      | M5 WEST <sup>2</sup> | NEW M5 <sup>3</sup> | M5 EAST  | M4-M5 LINK | ROZELLE<br>INTERCHANGE | WEST GATE<br>TUNNEL                               |  |  |  |
| Concession end date      | Jun 2048         | Dec 2060             | Dec 2060            | Dec 2060 | Dec 2060   | Dec 2060               | Jan 2045  |  |  |  |
| PHYSICAL DETAILS         |                  |                      |                     |          |            |                        |   |  |  |  |
| Length—total             | 9 km             | 22 km                | 11 km               | 10 km    | 7.5 km     | 5 km <sup>6</sup>      | 17 km   |  |  |  |
| Length—surface           | -                | 22 km                | 2 km                | 5.5 km   | -          | -                      | 10.2 km   |  |  |  |
| Length—tunnel            | 9 km             | -                    | 9 km                | 4.5 km   | 7.5 km     | 5 km <sup>6</sup>      | 6.8 km  |  |  |  |
| Lanes                    | 2x2 <sup>4</sup> | 2x3                  | 2x2 <sup>5</sup>    | 2x2      | 2x4        | n/a                    | 2x6 on WGF<br>2x3 on remaining<br>sections        |  |  |  |
| OWNERSHIP                |                  |                      |                     |          |            |                        |   |  |  |  |
| Transurban ownership     | 50%              | 25.5%                | 25.5%               | 25.5%    | 25.5%      | 25.5%                  | 100%  |  |  |  |
| TOLLING                  |                  |                      |                     |          |            |                        |   |  |  |  |
| Large vehicle multiplier | 3x               | 3x                   | 3x                  | 3x       | 3x         | 3х                     | LCV—1.6x<br>HCV <sup>7</sup><br>HPFV <sup>7</sup> |  |  |  |

<sup>1.</sup> Not including upgrades or extensions to existing assets which are captured on slides 68 and 69.

<sup>2.</sup> Transurban currently owns 100% of M5 West, when the current concession expires in December 2026 the M5 West will form part of the WestConnex M5 concession through to December 2060.

Harding the Currently owns flowing west, when the current content contestion expires in bettermore 2020 in a support opening of the New M5, handover and tolling commencement will occur on the existing M5 East.
 Marked for two lanes in each direction but built to accommodate three lanes in each direction.

<sup>5.</sup> Marked for two lanes in each direction but built to accommodate three lanes in each direction from Kingsgrove to Arncliffe and five lanes in each direction from Arncliffe to St Peters.

<sup>6.</sup> Rozelle Interchange is being delivered and funded by TfNSW. Rozelle Interchange is a complex design consisting predominantly of ramps, with the length of lane kilometres approximately equivalent to a 5km motorway with two lanes in each direction.

<sup>7.</sup> HCV and HPFV tolls are not based on a multiplier of a car toll. Tolling discounts for off-peak, multiple trips and trip caps also apply. Further detail can be found at westgatetunnelproject.vic.gov.au.

### **TOLLING ESCALATION**



| MOTORWAY   | ESCALATION  |
|--|---|
| M2   | Tolls escalate quarterly by the greater of quarterly CPI or 1%  |
| LCT  | Car tolls escalate quarterly by quarterly CPI. Large vehicle tolls escalate quarterly by the greater of quarterly CPI or 1% |
| ССТ  | Tolls escalate quarterly by quarterly CPI. The toll cannot be lowered as a result of deflation                              |
| ED   | Tolls escalate quarterly by the greater of a weighted sum of quarterly AWE and quarterly CPI or 1%                          |
| M5 West  | Tolls escalate quarterly by quarterly Sydney CPI. The toll cannot be lowered as a result of deflation                       |
| M7   | Tolls escalate or de-escalate quarterly by quarterly CPI  |
| NorthConnex <sup>1</sup>                           | Tolls escalate quarterly by the greater of quarterly CPI or 1%  |
| M4   | Tolls escalate annually by the greater of CPI or 4% to December 2040; the greater of CPI or 0% per annum to concession end  |
| New M5 and M5 East <sup>1</sup>                    | Tolls escalate annually by the greater of CPI or 4% to December 2040; the greater of CPI or 0% per annum to concession end  |
| M4-M5 Link and Rozelle<br>Interchange <sup>1</sup> | Tolls escalate annually by the greater of CPI or 4% to December 2040; the greater of CPI or 0% per annum to concession end  |
| CityLink   | Tolls escalate quarterly by an equivalent of 4.25% per annum to 30 June 2029 and quarterly CPI thereafter                   |

| MOTORWAY                       | ESCALATION   |
|--------------------------------|--|
| West Gate Tunnel <sup>1</sup>  | Tolls escalate quarterly by an equivalent of 4.25% per annum from construction completion to 30 June 2029 and quarterly CPI thereafter   |
| Logan Motorway                 | Tolls escalate annually by Brisbane CPI. The toll cannot be lowered as a result of deflation   |
| Gateway Motorway               | Tolls escalate annually by Brisbane CPI. The toll cannot be lowered as a result of deflation   |
| Clem7                          | Tolls escalate annually by Brisbane CPI. The toll cannot be lowered as a result of deflation   |
| Go Between Bridge              | Tolls escalate annually by Brisbane CPI. The toll cannot be lowered as a result of deflation   |
| Legacy Way                     | Tolls escalate annually by Brisbane CPI. The toll cannot be lowered as a result of deflation   |
| AirportlinkM7                  | Tolls escalate annually by Brisbane CPI. The toll cannot be lowered as a result of deflation   |
| 95 Express Lanes²              | Dynamic, uncapped  |
| 495 Express Lanes <sup>3</sup> | Dynamic, uncapped  |
| A25                            | Tolls escalate annually at Canadian CPI. Additional toll escalation applies when peak traffic volumes (for peak tolls) or total daily traffic volumes (for off-peak tolls) reach pre-determined thresholds |

Assets currently under construction.
 95 Express Lanes concession includes 395 Express Lanes and the Fredericksburg Extension (currently under construction).
 495 Express Lanes concession includes 495 Northern Extension Project (development framework agreed).

#### HEALTH, SAFETY AND ENVIRONMENT



- HSE Leadership KPI refreshed this year, taking an action plan approach encompassing all people leaders to create actions that enhance our HSE accountability and practice
- Employees continue to proactively report positive and negative HSE observations as well as hazards, near misses and incidents to enhance our working environment
- Enhanced HSE and crash reporting now live and being used to find data insights for improvement opportunities
- HSE insight sessions have commenced across all regions—concentrating on communicating HSE focus areas

#### 1H20 safety performance1

- Road Injury Crash Index (RICI) of 3.90, inclusive of:
  - 143 serious injury road crashes, including one crash resulting in a fatality
- Over 13 million contractor hours worked on our major projects
- Over 1.5 million contractor hours worked on our Operations and Maintenance activities and Capex Projects
- 57 contractor recordable injuries compromising six lost-time injuries and 51 medical treatment injuries resulting in a below target contractor Recordable Injury Frequency Rate (RIFR) of 3.90
- There are no employee recordable injuries to date resulting in a below target employee RIFR of 0.00



<sup>1.</sup> Dataset from July 2019 to December 2019.

<sup>2.</sup> RICI measures the number of serious injury road crashes (where an individual is transported from or receives medical treatment at scene) per 100 million vehicle kilometres travelled on Transurban's roads.

#### STANDARD PPP RISK MANAGEMENT FRAMEWORK

#### **\_**Transurban

### Government agency

Manages project on behalf of government

#### Responsibilities include:

- Regulatory approvals (e.g. planning)
- Project funding

#### Transurban

Special purpose vehicle (SPV)

#### Responsibilities include:

- Patronage
- · Project management
- · Project funding

Design and construction contractor

#### Responsibilities include:

- Construction including resourcing
- Design
- Procurement

Operations and maintenance contractor

**\_**Transurban

#### Responsibilities include:

- Tolling
- · Operations and maintenance

- Allocation of project risks to the parties best able to manage them
- SPV transfers the design and construction risk to D&C contractor under a D&C contract
- D&C contract requires the contractor to design and construct on a fixed-time, fixedprice basis
- Failure to achieve completion by agreed date results in payment of liquidated damages to the SPV



# **GLOSSARY**



| TERM   | DEFINITION  |
|--------|---|
| 95     | 95 Express Lanes  |
| 395    | 395 Express Lanes   |
| 495    | 495 Express Lanes   |
| 1H/2H  | First or second half of a financial year  |
| A25    | A25 toll road   |
| ABN    | Australian Business Number  |
| ACN    | Australian Company Number   |
| ADT    | Average Daily Traffic. ADT is calculated by dividing the total number of trips on each asset (transactions on CityLink) by the number of days in the period |
| AFSL   | Australian Financial Services Licence   |
| AMTN   | Australian Medium Term Note   |
| ARSN   | Australian Registered Scheme Number   |
| ASX    | Australian Stock Exchange   |
| ATO    | Australian Taxation Office  |
| AUD    | Australian Dollars  |
| AWE    | Average Weekly Earnings   |
| CAD    | Canadian Dollars  |
| ССТ    | Cross City Tunnel   |
| CHF    | Swiss Franc   |
| CPI    | Consumer Price Index. Refers to Australian CPI unless otherwise stated  |
| CPS    | Cents per security  |
| CTW    | CityLink Tulla Widening   |
| D&A    | Depreciation and Amortisation   |
| D&C    | Design and Construct  |
| DJSI   | Dow Jones Sustainability Index  |
| DOT    | Department of Transport   |
| EBITDA | Earnings Before Interest, Tax, Depreciation and Amortisation  |
| ED     | Eastern Distributor   |
| EIS    | Environmental Impact Statement  |
| EMTN   | Euro Medium Term Note   |
| EOI    | Expressions of interest   |
| ESG    | Environmental, Social and Governance  |
| EUR    | Euros   |
| E-WAY  | M5 West retail tolling brand  |

| TERM             | DEFINITION   |
|------------------|--|
| EXECUTIVE COMMIT | TTEE The Executive Committee is comprised of Key Management Personnel and other senior executives. See slide 13 for further detail.  |
| FFO              | Funds From Operations  |
| FFO/DEBT         | Based on S&P methodology. FFO is calculated as statutory EBITDA (where EBITDA equals revenue minus operating expenses net of maintenance provision) plus dividends from investments; minus net interest expense, tax paid, and stock compensation expense. Debt is calculated as statutory drawn debt net of cash, foreign currency hedging and other liquid investments. FFO/Debt calculation methodology may be subject to adjustments in future periods |
| FREDEX           | Fredericksburg Extension project   |
| FREE CASH/FCF    | Free cash is calculated as statutory cash flows from operating activities from 100% owned subsidiaries plus distributions and interest received from non-100% owned subsidiaries, adjusted to include the allowance for maintenance of intangible assets and excludes cash payments for maintenance of intangible assets   |
| FX               | Foreign Exchange   |
| FY               | Financial year 1 July to 30 June   |
| GLIDE            | Transurban's tolling back-office system  |
| GRESB            | Global Real Estate Sustainability Benchmark  |
| GROUP            | Transurban Group   |
| GWA              | Greater Washington Area meaning northern Virginia, Washington D.C., areas of Maryland and the surrounding metropolitan area  |
| GW PARKWAY       | George Washington Memorial Parkway   |
| HCV              | Heavy Commercial Vehicle   |
| НОТ              | High Occupancy Toll  |
| HPFV             | High Productivity Freight Vehicle  |
| HSE              | Health, Safety and Environment   |
| ICB              | Inner City Bypass  |
| ITS              | Intelligent Transport Systems  |
| KPI              | Key Performance Indicator  |
| LCT              | Lane Cove Tunnel   |
| LCV              | Light Commercial Vehicle   |
| LEP              | Logan Enhancement Project  |
| LINKT            | Transurban's retail tolling brand  |
| LinktGO          | LinktGO is a GPS mobile tolling app  |
| M2               | Hills M2   |
| M4               | New M4   |
| M4-M5            | M4-M5 Link   |
|                  |  |

## **GLOSSARY**



| TERM                         | DEFINITION  |
|------------------------------|---|
| M5 WEST                      | M5 West motorway  |
| M7                           | Westlink M7   |
| MDOT                         | Maryland Department of Transportation   |
| MTQ                          | Ministère des Transports du Québec  |
| N/A                          | Not applicable  |
| NCX                          | NorthConnex   |
| NEURA                        | Neuroscience Research Australia   |
| NOK                          | Norwegian Krone   |
| NPAT and NPBT                | Net Profit After Tax and Net Profit Before Tax  |
| NSW                          | New South Wales, Australia  |
| NWRG                         | NorthWestern Roads Group  |
| O&M                          | Operations and Maintenance  |
| OTHER REVENUE                | Other revenue includes interoperability charges, development and construction performance fees  |
| PAB                          | Private Activity Bond   |
| PDA                          | Project Development Agreement   |
| PP                           | Private Placement   |
| PPP                          | Public-Private Partnership  |
| PROP/PROPORTIONAL<br>RESULTS | The proportional results are the aggregation of the results from each asset multiplied by Transurban's percentage ownership as well as the contribution from central Group functions. Proportional EBITDA is one of the primary measures used to assess the operating performance of Transurban, with an aim to maintain a focus on operating results and associated cash generation. The EBITDA calculation from the statutory accounts does not include the EBITDA contribution of M5 (until 18 September 2018), M7 and WCX and includes the non-controlling interests in TQ, M5 (from 18 September 2018) and ED. Proportional EBITDA is reconciled to the statutory income statement on slide 44 |
| QC                           | Quebec, Canada  |
| QLD                          | Queensland, Australia   |
| RFP                          | Request for Proposals   |
| RFQ                          | Request for Qualifications  |
| RICI                         | Road Injury Crash Index. Serious road injury (an individual transported from, or receives medical treatment, at scene) crashes per 100 million vehicle km travelled   |
| RIFR                         | Recordable Injury Frequency Rate  |
| S&P                          | Standard and Poor's   |
| SERVICE AND FEE<br>REVENUE   | Service and fee revenue includes customer administration charges and enforcement recoveries   |

| TERM                          | DEFINITION   |
|-------------------------------|--|
| SLN                           | Shareholder Loan Note. An interest bearing shareholder loan. Currently Transurban has SLNs on TQ and STP   |
| SPV                           | Special Purpose Vehicle  |
| STATE WORKS<br>CONTRIBUTION   | The capital contribution for WestConnex Stage 3A to be provided by RMS. This is separate to the NSW Government's 49% share of the equity funding commitment for WestConnex Stage 3A  |
| STEM                          | Science, technology, engineering and mathematics   |
| STP/STP JV                    | Sydney Transport Partners Joint Venture  |
| TfNSW                         | Transport for New South Wales is the government agency responsible for transport infrastructure and transport services in New South Wales. Roads and Maritime Services (RMS) was dissolved in December 2019 with all functions transferring to TfNSW |
| THL                           | Transurban Holdings Limited  |
| TIFIA                         | Transportation Infrastructure Finance and Innovation Act   |
| TLN                           | Term Loan Note. An interest bearing shareholder loan. Currently Transurban has TLNs in place on NWRG and M5 $$   |
| TOLL REVENUE                  | Toll revenue includes revenue from customers, specifically tolls, service and fee revenue  |
| TOLLAUST                      | Service provider including O&M and retail services to NSW assets   |
| TQ                            | Transurban Queensland. Name change post acquisition of Queensland Motorways (QM). Transurban has a 62.5% interest in TQ  |
| UNDERLYING EBITDA             | EBITDA excluding significant items   |
| USA                           | United States of America   |
| USD                           | US Dollars   |
| USPP                          | US Private Placement   |
| VA                            | Virginia, United States of America   |
| VDOT                          | Virginia Department of Transportation  |
| VIC                           | Victoria, Australia  |
| VTIB                          | Virginia Transportation Infrastructure Bank  |
| WCX                           | WestConnex   |
| WEIGHTED AVERAGE COST OF DEBT | Calculated using proportional debt exclusive of issued letters of credit   |
| WEIGHTED AVERAGE MATURITY     | Calculated using proportional drawn debt   |
| WGF                           | West Gate Freeway  |
| WGT/WGTP                      | West Gate Tunnel/West Gate Tunnel Project  |
| WHT                           | Western Harbour Tunnel   |
|                               |  |