



# 2014 FULL-YEAR RESULTS

5 AUGUST 2014

**transurban**

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## BASIS OF PREPARATION

This document includes the presentation of results on a statutory as well as non-statutory basis. The non-statutory basis includes the Proportional Results and Free Cash. All financial results are presented in AUD unless otherwise stated.

### PROPORTIONAL RESULTS

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

The EBITDA calculation from the statutory accounts would not include the EBITDA contribution of the M5, M7 or DRIVe (equity accounted in the statutory results until 4 June 2014), which are meaningful contributors to Transurban's performance.

Proportional EBITDA is reconciled to the statutory income statement on slides 44 and 45.

### FREE CASH

Free cash is the primary measure used to assess cash generation in the Group. The free cash represents the cash available for distribution to security holders. Free cash is calculated as statutory cash flow from operating activities from 100% owned subsidiaries plus dividends received from less than 100% owned subsidiaries and equity accounted investments. An allowance is deducted for the maintenance capital provision recognised in 100% owned assets (including tags). Free cash is reconciled to operating cash flows on slide 49.

These non-statutory measures are calculated from information extracted from Transurban's FY14 financial statements which contain an audit opinion by the Group's auditors.

# AGENDA

1 FY14 in review

2 Financial results

3 Market update

4 Appendices

# FY14 REVIEW

SCOTT CHARLTON  
CHIEF EXECUTIVE OFFICER



# FY14 HIGHLIGHTS

Average daily  
traffic growth –  
Australian assets

**6.0%**

Proportional toll  
revenue growth<sup>1</sup>

**12.6%**

Proportional  
EBITDA growth<sup>1</sup>

**12.8%**

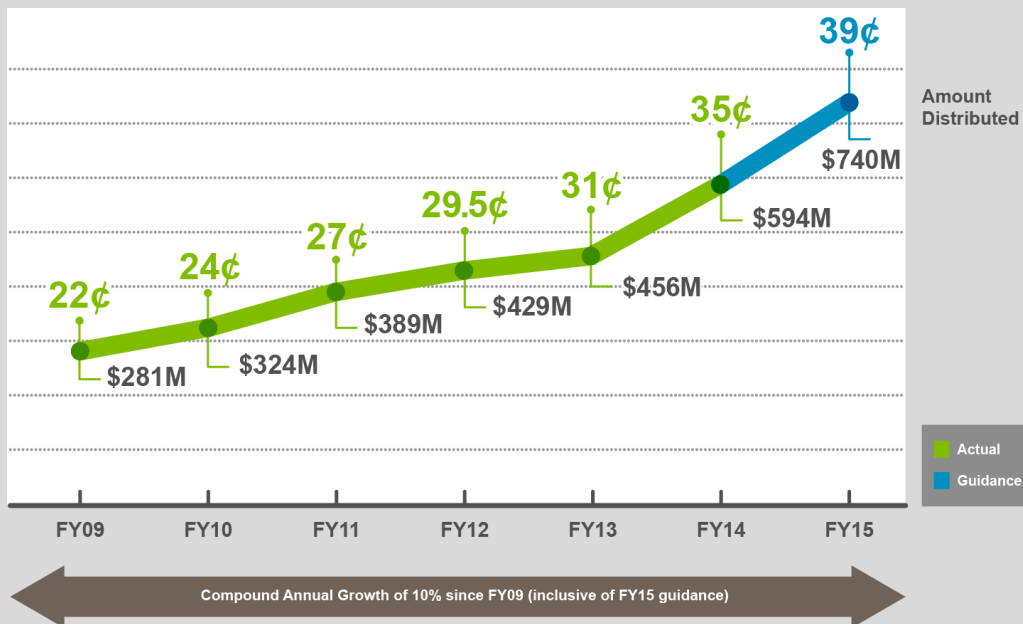
FY14 distribution

**35¢**

# FY14 HIGHLIGHTS

## DISTRIBUTION GROWTH

- **FY15 distribution guidance of 39 cents**
  - Expectation of 7 cent fully franked component
  - Expected to be 100% free cash<sup>1</sup> covered
- **FY14 distribution of 35 cents**
  - Includes 7 cent fully franked component
  - 97% free cash covered



1. Refer to slide 2 for explanation of free cash.

# FY14 HIGHLIGHTS

## PORTFOLIO PERFORMANCE<sup>1</sup>



% OF PROPORTIONAL  
TOLL REVENUE

**47.9%**

**17.3%**

**10.3%**

**8.4%**

**7.1%**

**6.2%**

**1.7%**

ASSET	TRAFFIC GROWTH (%)	TOLL REVENUE GROWTH (%)	EBITDA GROWTH (%)
CityLink	1.6%	8.0%	9.5%
Hills M2	13.8%	34.7%	38.3%
Westlink M7	8.1%	10.2%	13.7%
M5 South West Motorway	(1.2%)	(0.7%)	1.2%
M1 Eastern Distributor	2.3%	4.8%	(2.1%)
Lane Cove Tunnel	8.9%	12.0%	36.3%
495 Express Lanes (USD)	32.0%	234.6%	137.6%

ASSETS TO BE  
INCLUDED FROM FY15

Cross City Tunnel

Gateway Motorway

Logan Motorway

Clem 7

Go Between Bridge

Legacy Way<sup>2</sup>

95 Express Lanes<sup>2</sup>

1. Growth vs pcp.

2. Scheduled to commence operations in FY15.

Note: Pocahontas 895 contributed 1.0% and CCT contributed 0.1% of proportional toll revenue..



# FY14 HIGHLIGHTS

## OPERATIONAL



### TOLLING & CUSTOMER MANAGEMENT

- New tolling system roll out under way in NSW – Hills M2 and the Eastern Distributor the first NSW assets scheduled in August 2014
- Continued improvements in fee/revenue capture through GLIDE tolling platform

### OPERATIONS & MAINTENANCE

- Enhanced direct oversight and management of critical activities by Transurban
- CityLink road operations moved inhouse from 1 May with the acquisition of TransLink Operations
- Hills M2/LCT operations moved inhouse from 1 April
- Resurfacing of CityLink tunnels successfully completed in January
- Integrated model for 495/95 Express Lanes to optimise operating efficiencies

### CORPORATE

- Executive team changes to deliver on next phase of business
- \$2.74Bn capital raising successfully completed to fund equity contribution for the Queensland Motorways (QM) acquisition
- \$2.9Bn debt raised for QM acquisition. Senior credit rating affirmed post acquisition
- \$1.27Bn of Westlink M7 project debt being refinanced



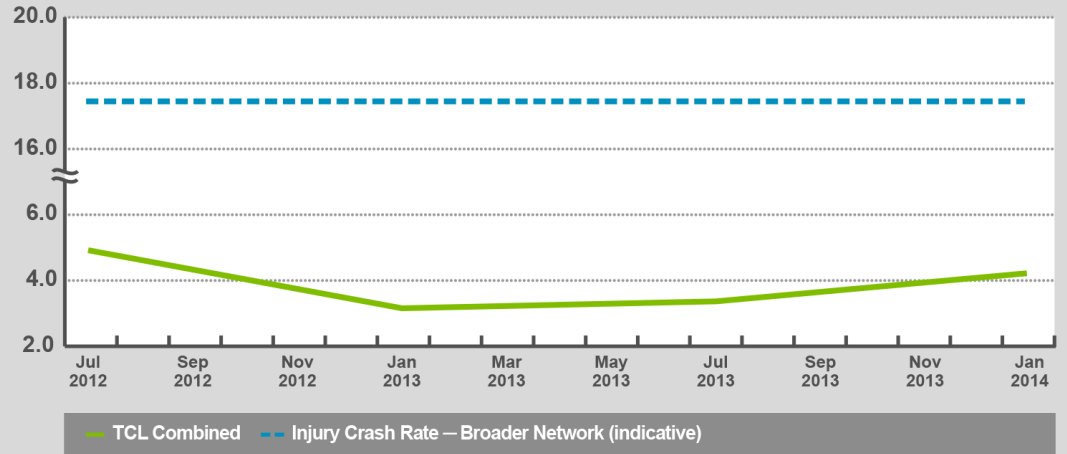
# FY14 HIGHLIGHTS

## SAFETY



- TCL has adopted a corporate target of 15% reduction in injury crashes, consistent with state and federal road safety strategies over a five-year period FY15 to FY19
- Continuing downward trend for employee/subcontractor medically treated injuries with two medical treatment and lost-time injuries recorded across the business.
- Three million construction hours on the 95 Express Lanes project without a lost-time injury
- Five years without a lost-time injury on the Lane Cove Tunnel at 30 July

### TCL AVERAGE INJURY CRASH RATE 70% BELOW BROADER NETWORK



Average injury crash rate on TCL assets 5.16 per 100 million vehicle kilometres travelled (VKT) compared to 17.4 injury crashes per 100 million VKT for broader network

# FY14 HIGHLIGHTS

## PORTFOLIO DEVELOPMENT



### VIC

- CityLink-Tulla Widening in-principle agreement reached April 2014
  - Financial close expected by end of calendar 2014/early 2015
- East-West Link interface with CityLink to be addressed

### NSW

- Hills M2 upgrade completed August 2013
- M5 widening 80% complete
  - Full lane availability expected October 2014
- NorthConnex<sup>1</sup> EIS released in July
  - Financial close expected by end of calendar 2014
- Cross City Tunnel (CCT) acquisition completed June 2014

### QLD

- QM acquisition completed July 2014
- Integration under way into broader TCL model
- Legacy Way on schedule for completion first half of calendar 2015
- Gateway Upgrade North – widening project
  - TCL in discussions with QLD Govt to manage

### USA

- 95 Express Lanes 85% complete
  - On schedule for completion late calendar 2014
- 495 Express Lanes capital restructure completed
- Acquisition of Fluor's 10% stake in 95 and 495 Express Lanes
- Pocahontas 895 transfer to lenders completed

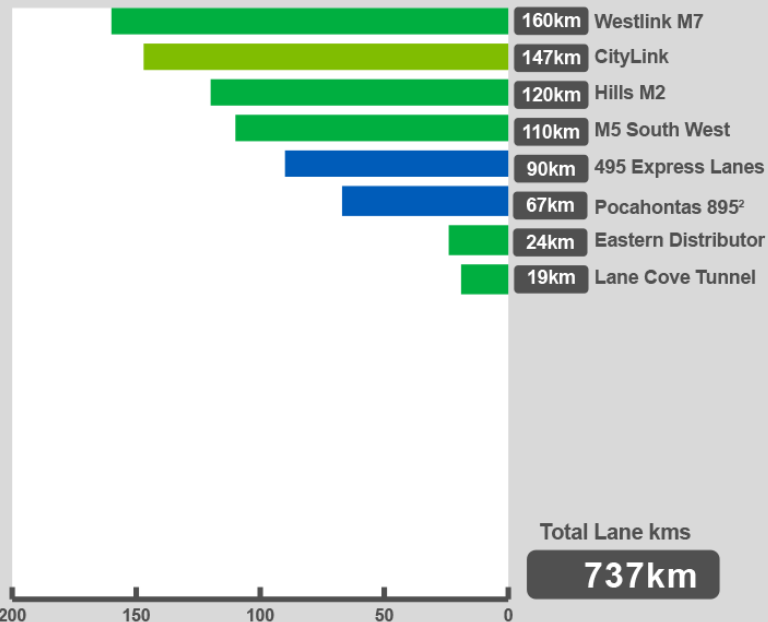
1. Previously known as F3-M2.

# PORTFOLIO DIVERSIFICATION

LANE KMS<sup>1</sup>



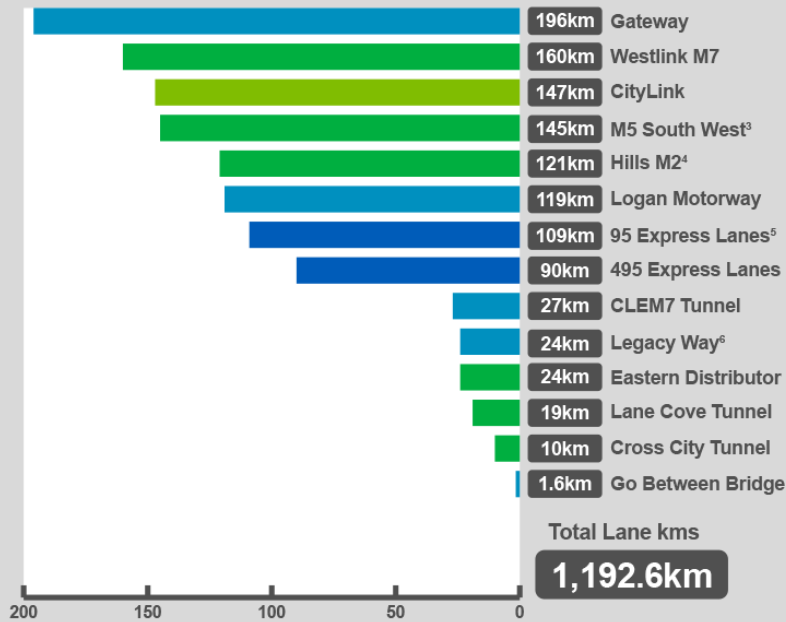
JULY 2013



■ Victoria ■ NSW ■ QLD ■ USA

1. Represents total asset kms, not TCL proportional ownership.
2. TCL transferred ownership of Pocahontas 895 to lenders in May 2014.
3. M5 South West widening due for completion October 2014.

JULY 2014



4. Includes Lane Cove Road on-ramp completed in July 2014.
5. 95 Express Lanes on schedule for completion late calendar 2014.
6. Legacy Way on schedule for completion first half of calendar 2015.

# CONSISTENT STRATEGY



## ROAD INFRASTRUCTURE PARTNER OF CHOICE

- Further opportunities to develop network footprints in core markets
  - WestConnex stage 2, Sydney
  - East-West Link stage 2, Melbourne
  - AirportlinkM7, Brisbane
  - Management of Gateway Upgrade North project, Brisbane
  - I-66, northern Virginia

## COMPETITIVE ADVANTAGE

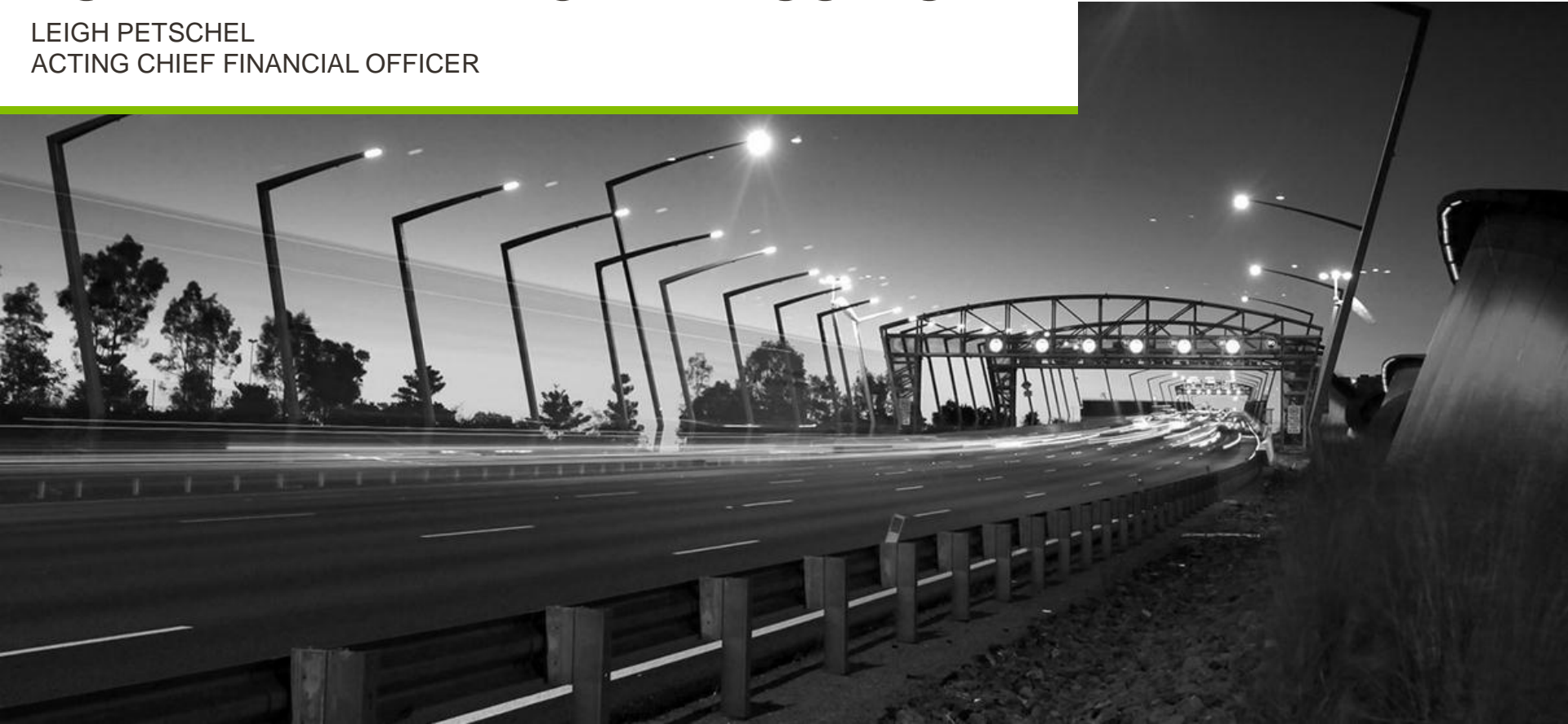
- Continued focus on driving operational efficiencies within existing networks
- Utilise core capabilities to integrate and consolidate development activities
  - Network planning and forecasting
  - Operations and customer management
  - Project development and delivery
  - Application of technology
  - Engagement with government and communities

## CLEAR MARKET DEFINITION

- Focus remains on eastern seaboard of Australia and northern Virginia, USA
- Network investment to underpin long-term growth in distributions

# FULL-YEAR FINANCIAL RESULTS

LEIGH PETSCHER  
ACTING CHIEF FINANCIAL OFFICER



# STATUTORY RESULTS

## SUMMARY

	FY14 (\$M)	FY13 (\$M)	
Net profit	252.2	174.5	+ 44.5%
Toll revenue	906.5	801.2	+ 13.1%
Fee & other road revenue	94.8	85.5	+ 10.9%
EBITDA (statutory basis)	758.7	676.2	+ 12.2%

### FY14 distributions

35¢ per security (includes 7¢ fully franked component)

– Final distribution of 18¢ (includes 3.5¢ fully franked component)

# STATUTORY RESULTS

INCOME STATEMENT YEAR ENDED 30 JUNE 2014

	30 JUNE 14 (\$M)	30 JUNE 13 (\$M)	% CHANGE
Toll revenue	906.5	801.2	13.1%
Fee and other revenue	94.8	85.5	10.9%
Construction revenue	109.8	265.8	(58.7%)
Business development & other revenue	38.8	42.6	(8.9%)
<b>Total revenue</b>	<b>1,149.9</b>	<b>1,195.1</b>	<b>(3.8%)</b>
Operating costs	(214.2)	(197.5)	8.5%
Corporate costs	(42.7)	(41.2)	3.6%
Business development costs	(28.7)	(23.8)	20.6%
Construction costs	(105.6)	(256.4)	(58.8%)
<b>Total costs</b>	<b>(391.2)</b>	<b>(518.9)</b>	<b>(24.6%)</b>
<b>EBITDA</b>	<b>758.7</b>	<b>676.2</b>	<b>12.2%</b>
Depreciation and amortisation	(330.2)	(312.1)	5.8%
Finance income	124.8	108.0	15.6%
Finance costs	(468.7)	(345.0)	35.9%
<b>Net finance costs</b>	<b>(343.9)</b>	<b>(237.0)</b>	<b>45.1%</b>
Share of equity accounted (losses) / profits	114.7	(9.7)	(1282.5%)
<b>Profit before tax</b>	<b>199.3</b>	<b>117.4</b>	<b>69.8%</b>
Tax benefit	44.9	57.1	(21.4%)
<b>Profit from continuing operations</b>	<b>244.2</b>	<b>174.5</b>	<b>39.9%</b>
Profit from discontinued operation, net of tax	8.0	–	100.0%
<b>Net profit</b>	<b>252.2</b>	<b>174.5</b>	<b>44.5%</b>



# PROPORTIONAL RESULTS

## SUMMARY

	FY14 (\$M)	FY13 (\$M)	
Toll revenue	1,116.7	991.4	+ 12.6%
Fee revenue	93.3	75.8	+ 23.1%
Other revenue	17.5	27.1	- 35.4%
Total direct costs	324.9	294.5	+ 10.3%
EBITDA (proportional basis)	934.1	828.0	+ 12.8%

### KEY DRIVERS

#### Fee revenue

- 495 Express Lanes contributing for full year
- Improvements to CityLink violations recovery processes
- Image-based tolling fees fully implemented in NSW

#### Other revenue

- Prior year included success fee on 95 Express Lanes of \$8.6 million

#### Total direct costs

Underlying cost increase of 3.7% (\$10.8m) excluding:

- Costs related to QM and CCT acquisitions (\$9.0M)
- 495 Express Lanes full-year operating cost (\$9.6M)
- Additional internal costs associated with projects (\$8.5M)
- Prior year one-offs (\$7.5M)

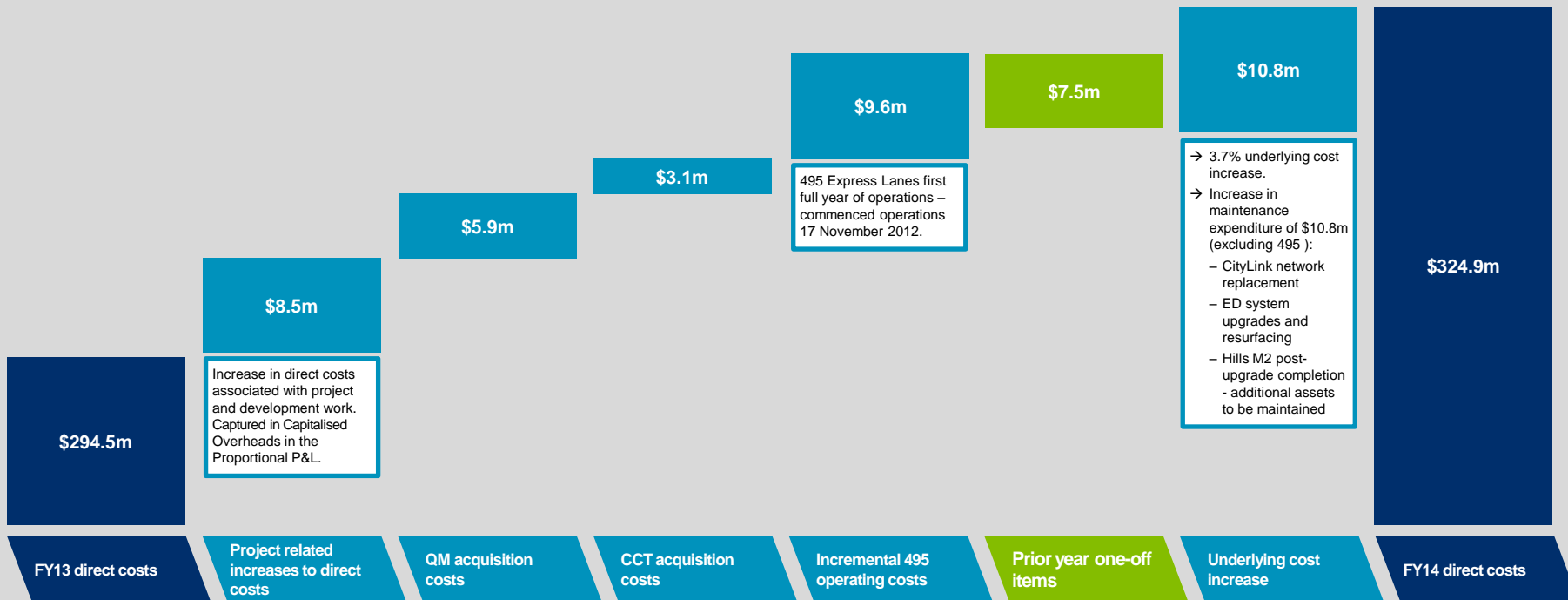
# PROPORTIONAL RESULTS

YEAR ENDED 30 JUNE 2014

	30 JUNE 14 (\$M)	30 JUNE 13 (\$M)	% CHANGE
Toll revenue	1,116.7	991.4	12.6%
Fee revenue	93.3	75.8	23.1%
Other revenue	17.5	27.1	(35.4%)
Net TTMS revenue	4.2	9.4	(55.3%)
<b>Total revenue</b>	<b>1,231.7</b>	<b>1,103.7</b>	<b>11.6%</b>
Operating costs	(253.0)	(233.8)	8.2%
Business development costs	(26.2)	(18.9)	38.6%
Corporate costs	(45.7)	(41.8)	9.3%
<b>Total direct costs</b>	<b>(324.9)</b>	<b>(294.5)</b>	<b>10.3%</b>
Capitalised overheads	27.3	18.8	45.2%
<b>Proportional EBITDA</b>	<b>934.1</b>	<b>828.0</b>	<b>12.8%</b>
Proportional net finance costs paid	(403.5)	(373.8)	7.9%
Proportional taxation paid	(23.0)	(27.4)	(16.1%)

# DIRECT COSTS

## COMPONENTS OF \$30.4M PROPORTIONAL DIRECT COST INCREASE



# MARGIN GROWTH

ASSET	EBITDA MARGIN FY14	EBITDA MARGIN FY13	EBITDA MARGIN CHANGE (%)
CityLink	90.3%	89.0%	1.3%
Hills M2	84.1%	81.9%	2.2%
Westlink M7	83.6%	81.0%	2.6%
M5 South West Motorway	94.9%	93.1%	1.8%
M1 Eastern Distributor	66.5%	71.1%	(4.6%)
Lane Cove Tunnel	73.0%	60.0%	13.0%
495 Express Lanes (USD)	12.7%	(113.4%)	126.1%

# FREE CASH FLOW

FREE CASH FLOW	30 JUNE 14 (\$M)	30 JUNE 13 (\$M)	% CHANGE
Free cash <sup>1</sup>	571.9	443.3	29.0%
Underlying free cash per security (cents)–weighted average securities eligible for distribution <sup>2</sup>	33.9	30.1	12.6%

- FY14 distribution of 35 cents
  - 97% free cash covered
  - Includes the issue of 404.5 million new securities in May 2014, which were eligible for second half distribution of 18 cents
- FY15 distribution guidance of 39 cents
  - Expected to be 100% free cash covered

1. Refer slide 2 for explanation of free cash.

2. In calculating the weighted average securities on issue, securities issued on or before 31 December have been given 100 per cent weighting for the full financial year and securities issued after 31 December have been weighted for the second half of the financial year.

# FREE CASH FLOW

## FREE CASH CALCULATION (Basis of preparation explained in slide 40)

		30 JUNE 14 (\$M)	30 JUNE 13 (\$M)	% CHANGE
<b>Cash flows from operating activities (refer THL Group Statutory accounts)</b>		<b>521.0</b>	<b>411.3</b>	<b>26.7%</b>
<i>Adjusted for:</i>				
M7 Term Loan Notes interest received		(47.5)	(46.4)	2.4%
M5 Term Loan Notes interest received	Refer to the maintenance provision breakdown on slide 50.	(2.1)	-	100.0%
Payments for maintenance of intangible assets		35.7	9.6	271.9%
Cash flows from operating activities – non-100% owned assets		(46.5)	(38.6)	20.5%
<b>Controlled cash</b>	Refer to the net finance costs paid analysis on slide 51.	<b>460.6</b>	<b>335.9</b>	<b>37.1%</b>
<i>Distributions /returns on loans received from:</i>				
M1 Eastern Distributor – distribution		25.9	29.7	(12.8%)
M5 - Interlink – distribution	Total \$82.9M. Refer to the reconciliation of free cash on slide 49.	57.0	50.0	14.0%
M7 Term Loan Notes interest received		47.5	46.4	2.4%
M5 – Term Loan Notes interest received		2.1	-	100.0%
<i>Add:</i>				
Provision for maintenance of intangible assets recognised on 100% owned assets and e-tags purchased.		(21.2)	(18.7)	13.4%
<b>Free cash (Controlled cash plus distributions/returns on loans received less annualised maintenance of the 100% owned assets)</b>		<b>571.9</b>	<b>443.3</b>	<b>29.0%</b>
Weighted average number of securities eligible for distribution	Refer to free cash summary on slide 20.	1,689.5	1,470.5	14.9%
<b>Free cash per security</b>		<b>33.9</b>	<b>30.1</b>	<b>12.6%</b>

**PURPOSE:** To provide a detailed bridge between cash flows from operating activities, controlled cash, and free cash.

Split as follows:  
 CityLink Maint Prov \$12.0M (slide 50)  
 Hills M2 Maint Prov \$5.0M (slide 50)  
 LCT Maint Prov \$0.0M (slide 50)  
 E-Tag purchases \$4.2M  
**Total \$21.2M**

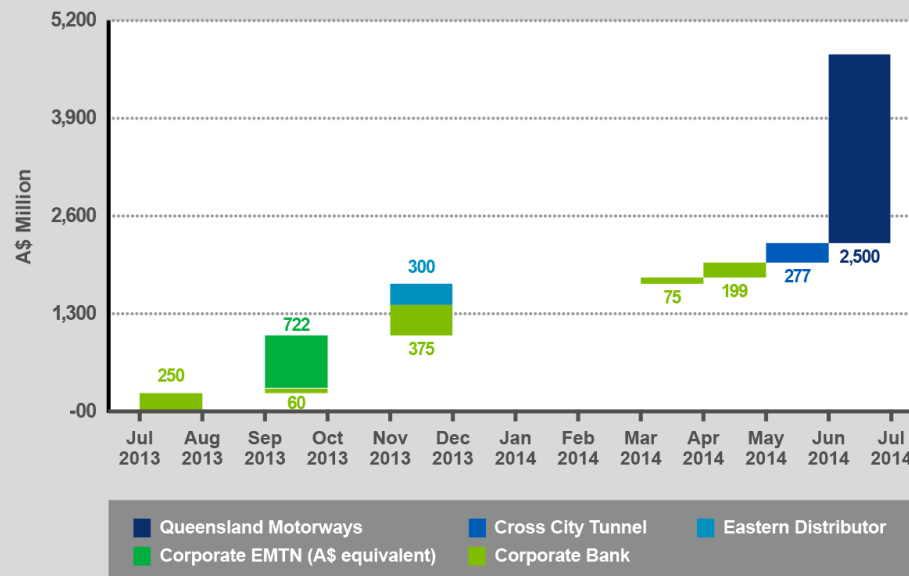
# FUNDING UPDATE

## RELIABLE ACCESS TO DIVERSIFIED FUNDING SOURCES



- \$2.3Bn debt raised in FY14 at corporate and asset level
  - Continued debt capital markets issuances
  - Debut corporate Eurobond issue and first issue for NSW toll roads (M1 Eastern Distributor)
  - Attractive borrowing costs in current market
- \$2.5Bn drawn debt and \$400M undrawn raised on 2 July for Queensland Motorways.
  - Transurban's senior credit rating affirmed post QM acquisition
- \$1.27Bn of Westlink M7 project debt being refinanced
  - Includes \$505 million maturing September 2014

### FINANCING ACTIVITY





# FUNDING UPDATE

## DEBT SNAPSHOT

### STRONG METRICS<sup>1</sup> – LOWER COSTS AND HIGHER INTEREST COVERAGE

	30 JUNE 2014	30 JUNE 2013
Average A\$ cost ▼	6.3%	6.6%
Average US\$ cost ▼	4.0%	4.6%
Gearing ▼	41.0% <sup>2</sup>	42.8%
Corporate SICR ▲	2.9	2.5
Fixed / hedged —	94.1%	94.8%
Average debt maturity ▼	7.5 years	9.7 years
Corporate debt rating —	A- / Baa1 / A-	A- / Baa1 / A-

### DEBT MATURING IN THE NEXT 12 MONTHS

	AUD (\$ MILLION)	MATURITY	AVERAGE COST  7.0%
M7 Westlink	505	17 September 2014	
M2 Hills	400	18 November 2014	
Corporate US private placements	136	7 December 2014	
Corporate term debt	215	1 February 2015	
<b>Total</b>	<b>1,256</b>		

1. Refer to the Appendices for detailed assumptions and calculations.

2. Adjusted to include Transurban's share of Queensland Motorways debt which was raised/acquired on 2 July 2014. Before Queensland Motorways' debt the ratio was 36.4% - this includes equity raised for the Queensland Motorways acquisition.

# MARKET UPDATE

SCOTT CHARLTON  
CHIEF EXECUTIVE OFFICER



# VICTORIA

## NETWORK DEVELOPMENT



- CityLink – Tulla Widening in-principle agreement reached in April
  - Major upgrade to the western section of CityLink, the Bolte Bridge-West Gate Freeway interchange and the Tullamarine Freeway
  - East West Link interface addressed through in-principle agreement
- Victorian Government scheduled to award the contract for the East West Link Stage One later this year

# VICTORIA: CITYLINK-TULLA WIDENING



## OVERVIEW

- Extra lanes to ease congestion and add an extra 30% capacity
- Improvements to Bolte Bridge interchange with West Gate Freeway to improve safety
- Full electronic freeway management system – in line with Southern Link – to better manage incidents such as crashes and breakdowns

## COST

- Transurban to finance the total cost of the upgrade works (approximately \$850 million)

## PROJECT FUNDING

- One-year concession extension
- Traffic uplift through extra capacity
- Increasing toll multiplier for heavy and light commercial vehicles, in line with national pricing on other motorways
- Extending toll price increase index for one year at the current greater of 4.5% or CPI (annually)
  - No toll increases for car, motorcycle and Light Commercial Vehicle users on the whole of CityLink during two-year construction period in recognition of impacts

## TIMELINE

- April 2014 – in principle agreement with Victorian Government
- May 2014 to late 2014 – design and construction procurement phase
- Late 2014/early 2015 – financial close with Government
- Mid 2015 – construction starts
- 2017 – construction completed

# VICTORIA

## EVOLVING OPERATING MODEL



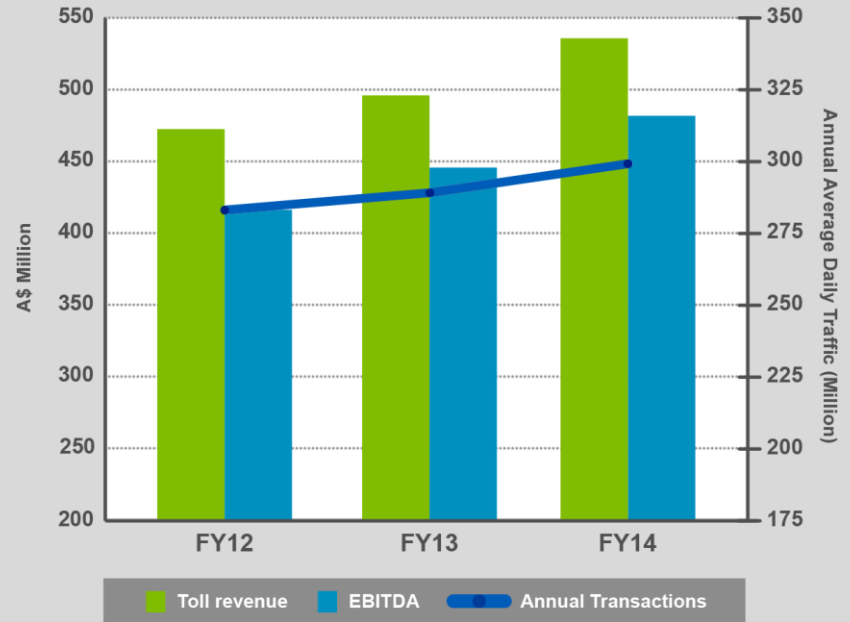
### Operational initiatives

- In-housing of CityLink road operations and incident response with acquisition of TransLink Operations in May
- Overheight vehicle detection system upgrade implemented in July 2014 to address incidents in CityLink tunnels

### Customer service improvements

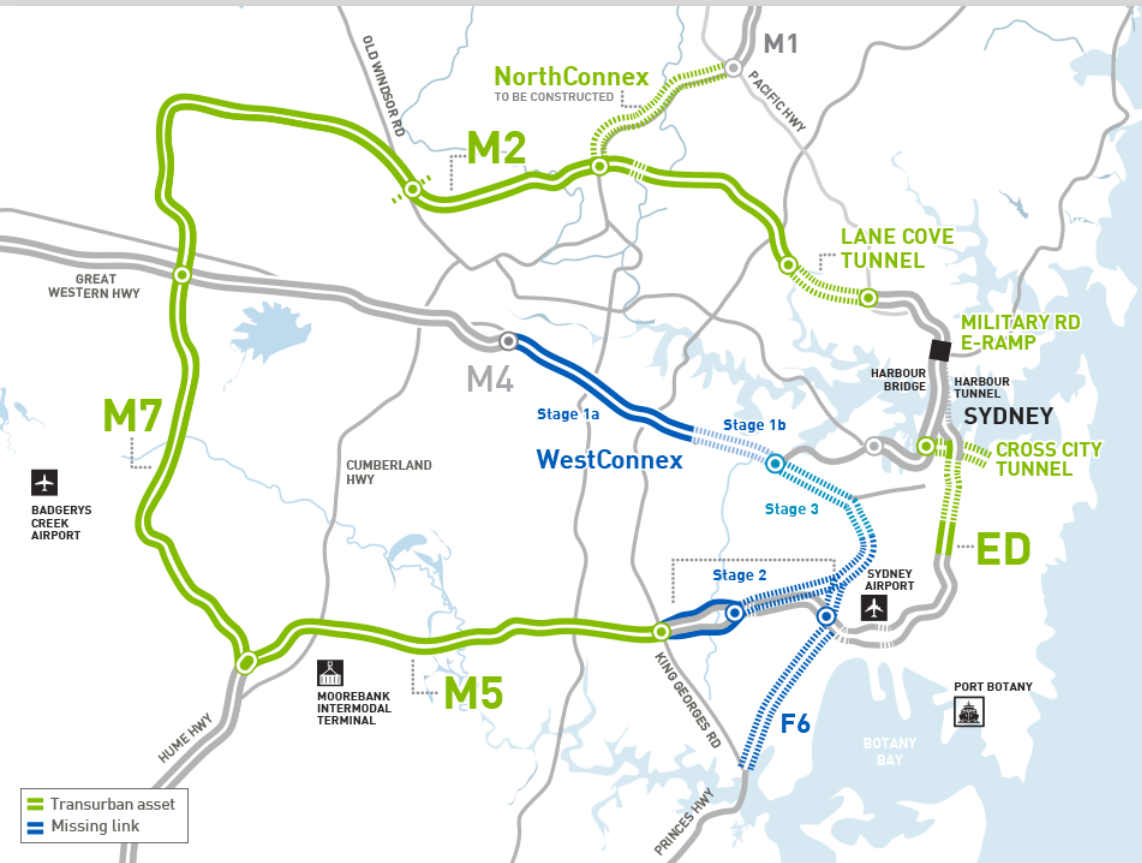
- GLiDe continuing to deliver efficiencies, with back-office improvements
- Web transactions continue to grow, increasing by more than 20% in FY14
- CityLink website relaunch in the first half of FY15, to further improve ability for online transactions

CITYLINK TOLL REVENUE, EBITDA & TRAFFIC



# NSW MARKET

## NETWORK DEVELOPMENT



- Strong traffic and revenue growth continues across north-west corridor after Hills M2 Upgrade completion in August 2013
  - Further corridor enhancement with Lane Cove Rd on-ramp opened late July 2014
- M5 West widening 80% complete with first lanes opened in July and full lane availability expected October 2014
- Financial close on acquisition of Cross City Tunnel reached in June 2014
- NorthConnex – EIS released in July. Remains on track to reach financial close in late calendar 2014
- New tolling system roll out under way – Hills M2 and Eastern Distributor first to implement GLiDe tolling system
  - M2 targeted for August 2014



# NORTHCONNEX

## KEY MILESTONES



### PROJECT MILESTONES

- July – September 2014 – Environmental Impact Statement on public display
- Late 2014 – project approval target
- Late 2014 – expected to reach financial close
- Early 2015 – construction commences
- Late 2015 – Hills M2 integration work to commence – expected to take approximately two years
- 2019 – Tunnel open to traffic

### HILLS M2 INTEGRATION WORKS

- Construction due to commence late calendar year 2015 with completion due late 2017
- Provides an additional lane westbound from the merge point of the Hills M2 and NorthConnex motorway to Windsor Road

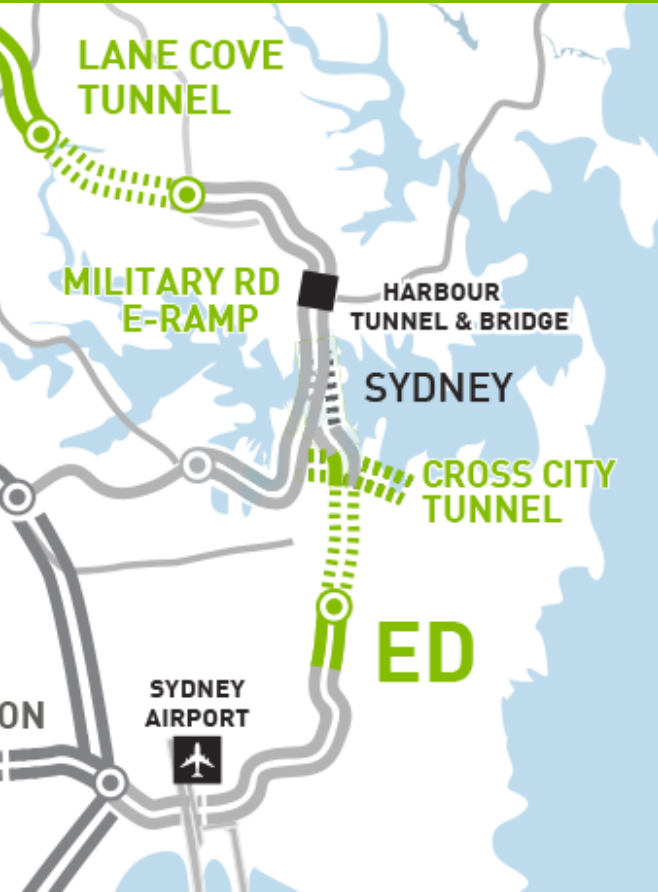
### NORTHCONNEX FUNDING SOURCES

- Transurban and the Westlink M7 shareholders have agreed to funding sources
- \$405 million each from State and Federal governments
- Westlink M7 – concession extension, truck toll multiplier increase (to be gradually implemented from financial close). There will be no M7 car toll increases above current concession arrangements
- NorthConnex – concession arrangements designed to align with M2 on concession length, car and truck toll prices
- M2/LCT potential ancillary funding
  - Concession extensions, LCT truck toll multiplier increase (to be gradually implemented from financial close). There will be no M2 or LCT car toll increases above current concession arrangements



# CROSS CITY TUNNEL

EXPANDING NETWORK FOOTPRINT



- Financial close late June 2014
- Asset integration under way
  - Tolling support services transferred to Roam Express
  - Opportunity for operational synergies with adjoining Eastern Distributor (75.1% TCL owned)
- First 100-day tasks now being implemented
- Opportunity to develop solutions for this section of the Sydney network

# QUEENSLAND INTEGRATION



## REVIEW

- Positive initial engagement since transfer in July 2014
- Results of initial TCL review consistent with expectations

## OPERATIONAL EFFICIENCIES

- Opportunities for targeted operational efficiencies across all areas of business
  - Customer migration to online self-service
  - Back-office tolling platforms
  - Corporate systems integration
  - Streamline processes and policies
  - Integration into Transurban matrix structure to deliver benefits across markets

## O&M

- Performance of existing O&M contracts to be reviewed

## FINANCE

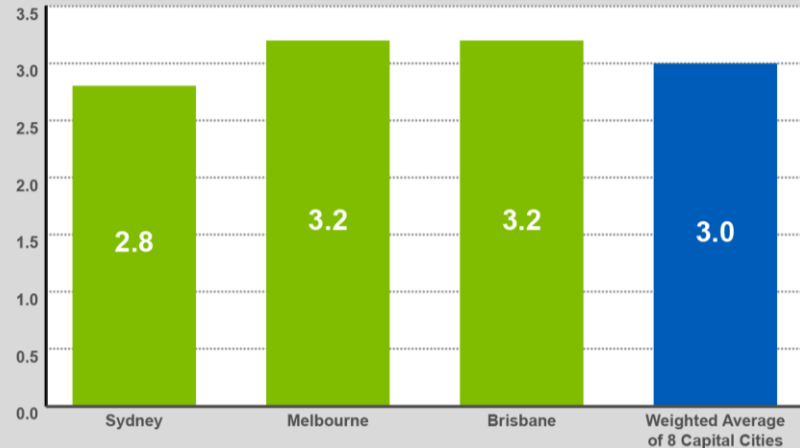
- QM budgets and TCL investment case budgets aligned
- QM will be consolidated into Transurban statutory accounts from FY15
- Assets to be reported individually from FY15

# QUEENSLAND

## CLEAR STRATEGIC RATIONALE

- Financial close on Queensland Motorways acquisition achieved 2 July 2014. TCL 62.5% ownership
- Urban network with extensive operating history and substantial available capacity
- Brisbane CPI growth higher than average for Australian cities<sup>1</sup>
  - Annual toll increases linked to Brisbane CPI
- Attractive demographic profile for Brisbane
  - Population and employment forecast higher than NSW, Vic for 2014 to 2018<sup>2</sup>
- Significantly longer concession profile for QM assets
  - TCL weighted average concession length extended to 26 years
  - TCL (pre QM) – 22 years; QM – 38 years

**BRISBANE CPI VS OTHER CITIES**  
JUNE QUARTER 2013 TO JUNE QUARTER 2014



<sup>1</sup> ABS data.  
<sup>2</sup> 2014 – 2018 Growth Rate (Deloitte Access Economics).

# USA

## KEY HIGHLIGHTS



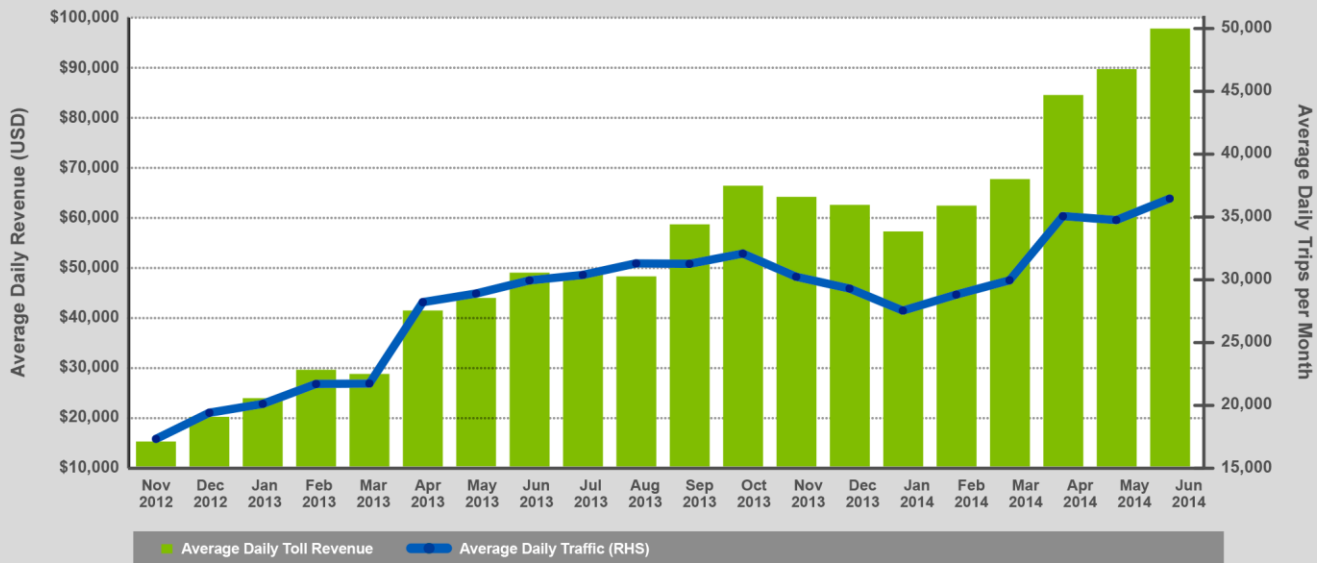
- 495 Express Lanes capital restructure completed 4 June 2014
  - Approximately US\$430 million of project debt and related swaps paid down
  - Approximately US\$280 million additional equity from Transurban
  - US\$150 million of existing liquidity reserves released and applied to debt repayment
- Fluor's 10% stake in 495 and 95 Express Lanes acquired for US\$44 million
- Driving operational improvements on 495 Express Lanes
  - Reduced operating costs through partnership with government
  - Enhanced signage and markings to assist customers
- 95 Express Lanes on track for completion late 2014
- Pocahontas 895 transfer to lenders completed on 14 May 2014

# 495 EXPRESS LANES

## REVENUE AND PRICING PROFILE



### AVERAGE DAILY REVENUE SINCE OPENING



- Record daily high in toll revenue of \$161,945 achieved on 29 May 2014
- Average workday toll revenue for month of June 2014 was \$126,369
- Average dynamic toll charged in the June 2014 quarter was \$2.83

# 95 EXPRESS LANES

ON SCHEDULE FOR COMPLETION LATE 2014



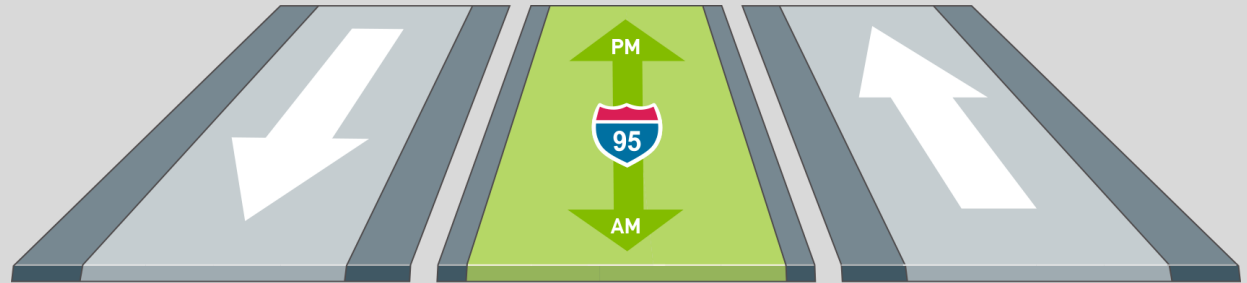
- Construction 85% complete
- On schedule for completion late calendar 2014
- Integrated operating model including tolling system to leverage efficiencies across both assets
- Integrated website and customer service centre

## HISTORICAL USE OF EXISTING HOV LANES

41%

19%

40%



Inbound  
General Purpose Lanes

HOV Lanes

Outbound  
General Purpose Lanes

- High percentage of current traffic utilising existing HOV lanes providing strong foundation for Express Lanes use
- Minimal configuration change to corridor with 17% additional capacity from project

# CONCLUSION

## PORTFOLIO MANAGEMENT

- Portfolio development activities support medium and long-term growth
- Network positions in all markets provide platform to partner with governments to deliver critical projects and add value for customers
- Focus on integration and delivery of current suite of committed projects

## FREE CASH GROWTH

- Confirmed outlook for FY15 – 39 cent distribution guidance
- Proven track record of growth over long term reflects benefit of diversified portfolio
- Development activities remain consistent with continued distribution growth and value creation

## NETWORK OPERATIONS

- Continued drive for operational efficiencies across networks to deliver best outcomes for customers and security holders
- Established network footprint in four core markets
- Ability to leverage scale across individual markets



# APPENDIX 1

## BASIS OF PREPARATION





# RECONCILIATION

## PROPORTIONAL OWNERSHIP PERCENTAGES

STATUTORY EBITDA	PROPORTIONAL OWNERSHIP PERCENTAGES			ACCOUNTING TREATMENT
	FROM	TO	%	
CityLink	1-Jul-13	30-Jun-14	100	Consolidated into Transurban Group
Hill M2	1-Jul-13	30-Jun-14	100	Consolidated into Transurban Group
Lane Cove Tunnel	1-Jul-13	30-Jun-14	100	Consolidated into Transurban Group
Cross City Tunnel	26-Jun-14	30-Jun-14	100	Consolidated as discontinued operation into Transurban Group from 30 December 2013 (the date of acquiring 100% of the senior debt exposure from RBS). Transurban subsequently purchased the concession asset from the receivers and managers on 26 June 2014 and has consolidated as a continuing operation from this date until 30 June 2014.
M1 Eastern Distributor	1-Jul-13	30-Jun-14	75.1	Consolidated into Transurban Group
M5 - Interlink	1-Jul-13	30-Jun-14	50	Non-controlled asset, equity accounted into Transurban Group
Westlink M7	1-Jul-13	30-Jun-14	50	Non-controlled asset, equity accounted into Transurban Group
Pocahontas 895	1-Jul-13	14-May-14	75	Until it was transferred to lenders, Pocahontas was 100% owned by DRiVe. DRiVe was equity accounted for the entire period in FY14 that included Pocahontas.
495 Express Lanes	1-Jul-13	11-Apr-14	67.5	Until 4 June 2014, 495 Express Lanes was equity accounted. Control was obtained of 495 Express Lanes following recapitalisation of the asset on 5 June 2014. From that date 495 Express Lanes is consolidated into Transurban Group.
495 Express Lanes	12-Apr-14	4-Jun-14	77.5	
495 Express Lanes	5-Jun-14	30-Jun-14	94	
95 Express Lanes	1-Jul-13	11-Apr-14	67.5	Until 4 June 2014, 95 Express Lanes was equity accounted. Control was obtained of 95 Express Lanes on 5 June 2014, as an extension of 495 Express Lanes becoming a controlled asset. From that date 95 Express Lanes is consolidated into Transurban Group.
95 Express Lanes	12-Apr-14	4-Jun-14	77.5	
95 Express Lanes	5-Jun-14	30-Jun-14	77.5	
Transurban DRiVe	1-Jul-13	30-Jun-14	75	Until 4 June 2014, DRiVe was equity accounted. Control was obtained of DRiVe following recapitalisation of 495 Express Lanes on 4 June 2014. From that date DRiVe is consolidated into Transurban Group.

# RECONCILIATION

## FREE CASH



FREE CASH CALCULATION	SOURCE OF INFORMATION/EXPLANATION
Cash flows from operating activities (refer Group Statutory accounts)	Statutory Transurban Holdings Limited cash flow (includes cash inflow from M7 TLNs and M5 loan notes)
<i>Adjusted for:</i>	
M7 Term Loan Notes interest received	Transurban generates returns from Westlink M7 and M5 Interlink through interest receipts on long-term loans. These are reclassified below as distributions/shareholder loan return.
M5 Term Loan Notes interest received	
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 to the maintenance provision recognised in P&L (refer below). This provides a smoother representation of maintenance spend and reflects the incurrence of the damage through the facilities use.
Cash flows from operating activities – M1 Eastern Distributor	100% of the Eastern Distributor operating cash flow is included in the statutory results however the distribution to Transurban better reflects the cash available for distribution. Eastern Distributor's result is therefore eliminated and replaced with distributions received.
Cash flows from operating activities – Cross City Tunnel	Under statutory accounting rules Cross City Tunnel is classified as a controlled asset from the time of Transurban's acquisition of the debt. In terms of control over cash for distribution however the interest earned on the debt is more relevant and reflected in cash flow from operating activities above.
<b>Controlled cash</b>	<b>Total</b>
Distributions/loans from:	
M1 Eastern Distributor – distribution	Cash distribution received from M1 Eastern Distributor by Transurban
M5 Interlink – distribution	Cash distribution received from M5 Interlink by Transurban
M7 Term Loan Notes interest received	Interest received on Transurban's long term loan to M7 (represents Transurban's ownership interest)
M5 Term Loan Notes interest received	Interest received on Transurban's long term loan to M5 (represents a portion of Transurban's ownership interest)
<b>Controlled cash + distributions/returns on loans received</b>	<b>Total</b>
<i>Add:</i>	
Provision for maintenance of intangible assets recognised on 100% owned assets and e-tags purchased	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 damage to the facility requiring maintenance.
<b>Free cash (Controlled cash plus distributions/returns on loans received less annualised maintenance of the 100% owned assets)</b>	<b>Total</b>
Weighted average number of securities	For each half year, provides a weighted average of shares entitled to receive Transurban stapled Group distributions
<b>Free cash per security</b>	

# RECONCILIATION

## KEY CHANGES TO ACCOUNTING FOR ASSETS - 2014



### CROSS CITY TUNNEL (CCT)

Transurban acquired the debt of CCT on 30 December 2013.

For statutory reporting purposes Transurban controlled the asset from that date and is consolidated into the Group results, classified as a discontinued operation until the asset acquisition was finalised on 26 June 2014. From that date, CCT was consolidated as a continuing operation.

For proportional reporting purposes, ownership was 0% until the asset was acquired on 26 June 2014. From that point, 100% ownership will be recognised in proportional results.

### 495 EXPRESS LANES

On 11 April 2014 Transurban acquired Fluor Enterprises Inc.'s 10% interest in 495 Express Lanes, increasing proportional Group ownership to 77.5%.

On 4 June 2014 495 Express Lanes was recapitalised. Transurban's partner in DRIVE, CP2, did not participate in the recapitalisation therefore Transurban's proportional ownership increased to 94%.

### 95 EXPRESS LANES

On 11 April 2014 Transurban acquired Fluor Enterprises Inc.'s 10% interest in 95 Express Lanes, increasing proportional Group ownership to 77.5%.

### DRIVE OPERATIONS

As a result of Transurban Group's recapitalisation of 495 Express Lanes Transurban now 'controls' DRIVE operations as it controls the 495 Express Lanes. It is therefore consolidated into the Group's result from 4 June 2014.

### POCAHONTAS 895

DRIVE completed the transfer of Pocahontas 895 to lenders on 14 May 2014. From that date proportional ownership is 0% (previously 75.0%).

### QUEENSLAND MOTORWAYS (QM)

Financial close on the acquisition of QM occurred 2 July 2014 therefore it does not impact the FY2014 proportional or statutory result.

# APPENDIX 2

## DETAILED FINANCIALS



# RESULT BY ASSET – 100%

## CONSOLIDATED ASSETS – 30 JUNE 2014

	\$ MILLIONS									
	CITYLINK	HILLS M2	LANE COVE TUNNEL	CROSS CITY TUNNEL (26 JUN 2014 – 30 JUN 2014)	M1 ED	ROAM TOLLING & TOLLAUST	495 EXPRESS LANES (4 JUN 2014 – 30 JUN 2014)	QLD CORPORATE (26 APR 2014 – 30 JUN 2014)	OTHER	TOTAL
Toll revenue	535.4	193.0	68.9	0.7	105.3	–	3.2	–	–	906.5
Fee & other revenue	52.8	6.2	2.9	–	2.9	25.6	0.9	–	8.4	99.7
<b>Total revenue</b>	<b>588.2</b>	<b>199.2</b>	<b>71.8</b>	<b>0.7</b>	<b>108.2</b>	<b>25.6</b>	<b>4.1</b>	<b>–</b>	<b>8.4</b>	<b>1,006.2</b>
Total cost	(104.8)	(36.8)	(21.5)	(0.3)	(38.2)	(11.4)	(2.5)	(9.5)	(22.5)	(247.5)
<b>EBITDA</b>	<b>483.4</b>	<b>162.4</b>	<b>50.3</b>	<b>0.4</b>	<b>70.0</b>	<b>14.2</b>	<b>1.6</b>	<b>(9.5)</b>	<b>(14.1)</b>	<b>758.7</b>
EBITDA margin	90.3%	84.1%	73.0%	60.6%	66.5%	–	48.4%	–	–	83.7%
Depreciation & amortisation	(143.9)	(82.6)	(24.6)	(0.3)	(52.0)	(1.0)	(1.7)	–	(24.1)	(330.2)
Net finance costs	(33.3)	(51.9)	(12.8)	2.3	(38.5)	0.5	(79.7)	(11.3)	(120.1)	(344.8)
Foreign exchange	–	–	–	–	–	–	–	–	0.9	0.9
Share of equity accounted losses/profits	–	–	–	–	–	–	–	–	114.7	114.7
<b>Profit/(loss) before tax</b>	<b>306.2</b>	<b>27.9</b>	<b>12.9</b>	<b>2.4</b>	<b>(20.5)</b>	<b>13.7</b>	<b>(79.8)</b>	<b>(20.8)</b>	<b>(42.7)</b>	<b>199.3</b>
Income tax benefit (expense)	(50.1)	16.0	(5.2)	(0.6)	23.5	(4.1)	–	0.6	64.8	44.9
<b>Profit from continuing operations</b>	<b>256.1</b>	<b>43.9</b>	<b>7.7</b>	<b>1.8</b>	<b>3.0</b>	<b>9.6</b>	<b>(79.8)</b>	<b>(20.2)</b>	<b>22.1</b>	<b>244.2</b>
<b>Ownership</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>75.1%</b>	<b>100.0%</b>	<b>94.0%</b>	<b>62.5%</b>		

**PURPOSE:** To provide a breakdown, by asset at 100%, of management's view of Transurban's statutory P&L.

Refer to slide 44. Refer slide for reconciliation to THL Group Statutory P&L.

Total \$343.9M Refer to statutory P&L on slide 15.

US dollar entity results have been translated to Australian dollars for presentation purposes.

4 days trading as financial close reached on 26 June 2014.

Consolidated for the first time. Refer slide 38 for ownership changes and relative dates.

# RESULT BY ASSET – 100%

## EQUITY ASSETS – 30 JUNE 2014

	\$ MILLIONS					
	M5 SOUTH WEST MOTORWAY	WESTLINK M7	POCAHONTAS 895 (1 JUL 2013 – 14 MAY 2014)	495 EXPRESS LANES (1 JUL 2013 – 4 JUN 2014)	DRIVE (1 JUL 2013 – 4 JUN 2014)	TOTAL
Toll revenue	187.4	230.7	15.2	23.7	–	457.0
Fee & other revenue	18.4	5.5	0.1	5.8	–	29.8
<b>Total revenue</b>	<b>205.8</b>	<b>236.2</b>	<b>15.3</b>	<b>29.5</b>	<b>–</b>	<b>486.8</b>
Total cost	(28.0)	(43.3)	(6.4)	(27.5)	(5.6)	(110.8)
<b>EBITDA</b>	<b>177.8</b>	<b>192.9</b>	<b>8.9</b>	<b>2.0</b>	<b>(5.6)</b>	<b>376.0</b>
EBITDA margin	94.9%	83.6%	58.6%	8.4%	–	–
Depreciation & amortisation	(68.5)	(67.8)	–	(20.1)	–	(156.4)
Gain on disposal of asset	–	–	332.9	–	–	332.9
Net finance costs	(26.5)	(302.8)	(19.9)	(65.8)	(6.5)	(421.5)
<b>Profit/(loss) before tax</b>	<b>82.8</b>	<b>(177.7)</b>	<b>321.9</b>	<b>(83.9)</b>	<b>(12.1)</b>	<b>131.0</b>
Income tax benefit (expense)	(40.9)	53.3	(231.9)	–	27.3	(192.2)
<b>Net profit</b>	<b>41.9</b>	<b>(124.4)</b>	<b>90.0</b>	<b>(83.9)</b>	<b>15.2</b>	<b>(61.2)</b>
<b>Ownership</b>	<b>50.0%</b>	<b>50.0%</b>	<b>75.0%</b>	<b>77.5%</b>	<b>75.0%</b>	

Profit attributable to transfer of asset to lenders.

Transferred to project lenders on 14 May 2014.

Consolidated from 5 June 2014. Refer slide 38 for ownership changes.

**PURPOSE:** To provide a breakdown, by asset at 100%, of management's view of the performance of Transurban's non-controlled assets.

# RECONCILIATION

STATUTORY INCOME STATEMENT TO EBITDA – 30 JUNE 2014

Refer to the 'Results by Consolidated Asset – 100%' on slide 42.

	\$ MILLIONS					STATUTORY P&L
	100% CONSOLIDATED ASSETS	OTHER REVENUE REALLOCATION	NET BUSINESS DEVELOPMENT	OFFSET CONSTRUCTION ACCOUNTING DISCLOSURE UNDER AASB 1 12	REALLOCATION OF CAPITALISED COSTS	
Toll revenue	906.5	-	-	-	-	906.5
Fee & other road revenue	95.5	(0.7)	-	-	-	94.8
Construction revenue	4.2	-	-	105.6	-	109.8
Business development and other revenue	-	3.9	34.9	-	-	38.8
<b>Total revenue</b>	<b>1,006.2</b>	<b>3.2</b>	<b>34.9</b>	<b>105.6</b>	<b>-</b>	<b>1,149.9</b>
Operational costs	(203.5)	(3.2)	(21.2)	-	13.7	(214.2)
Corporate costs	(45.7)	-	-	-	3.0	(42.7)
Business development costs	(25.6)	-	(13.7)	-	10.6	(28.7)
Construction costs	-	-	-	(105.6)	-	(105.6)
Capitalised overheads	27.3	-	-	-	(27.3)	-
<b>Total costs</b>	<b>(247.5)</b>	<b>(3.2)</b>	<b>(34.9)</b>	<b>(105.6)</b>	<b>-</b>	<b>(391.2)</b>
<b>EBITDA</b>	<b>758.7</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>758.7</b>
Depreciation and amortisation	(330.2)	-	-	-	-	(330.2)
Finance income	124.8	-	-	-	-	124.8
Finance costs	(468.7)	-	-	-	-	(468.7)
Share of equity accounted losses	114.7	-	-	-	-	114.7
<b>Profit before tax</b>	<b>199.3</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>199.3</b>
Income tax benefit	44.9	-	-	-	-	44.9
<b>Profit from continuing operations</b>	<b>244.2</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>244.2</b>

**PURPOSE:** To provide a reconciliation between management's view of Transurban's P&L and the Statutory P&L per the Transurban Holding Limited Group Statutory Accounts.

Refer to the statutory results on slide 15.



# RECONCILIATION

## STATUTORY EBITDA TO PROPORTIONAL EBITDA

	30 JUN 14 (\$M)	30 JUN 13 (\$M)	% CHANGE
<b>Statutory EBITDA</b>	<b>758.7</b>	<b>676.2</b>	<b>12.2%</b>
Less: EBITDA attributable to Non-controlling interest - Eastern Distributor	(17.4)	(17.8)	(2.2%)
Less: EBITDA attributable to Non-controlling interest - 495 Express Lanes - (5 June 2014 - 30 June 2014)	(0.1)	–	(100.0%)
Less: EBITDA attributable to Non-controlling interest - DRIVE operations - (5 June 2014 - 30 June 2014)	0.1	–	100.0%
Less: EBITDA attributable to Non-controlling interest – QLD Corporate	3.6	–	100.0%
Add: M5 proportional EBITDA	88.9	87.8	1.3%
Add: M7 proportional EBITDA	96.5	84.8	13.8%
Add: Pocahontas proportional EBITDA - (1 July 2013 – 14 May 2014)	6.7	6.8	(1.5%)
Add: DRIVE proportional EBITDA - (1 July 2013 – 4 June 2014)	(4.2)	(4.4)	(4.5%)
Add: 495 proportional EBITDA - (1 July 2013 – 4 June 2014)	1.3	(5.4)	(124.1%)
<b>Proportional EBITDA</b>	<b>934.1</b>	<b>828.0</b>	<b>12.8%</b>

Non-controlling interest per 'Results by Consolidated Asset – 100%' on slide 42.

PURPOSE: To detail the adjustments made at an EBITDA level between statutory and proportional results.

Refer to the statutory results on slide 15.

Non-controlling interest which sits within Other in 'Results by Consolidated Asset – 100%' on slide 42.

Refer to the proportional results on slide 17.

Proportional ownership per 'Results by Equity Asset – 100%' on slide 43.

Calculated as:  
 \$0.6M @ 67.5% interest (10 months of trading)  
 \$0.7M @ 77.5% interest (1 month of trading).



# RESULT BY ASSET – 100%

## CONSOLIDATED ASSETS – 30 JUNE 2013



	CITYLINK	HILLS M2	LANE COVE TUNNEL	M1 EASTERN DISTRIBUTOR	ROAM TOLLING AND TOLLAUST	OTHER	TOTAL
Toll revenue	495.8	143.3	61.5	100.5	–	–	801.1
Fees and other revenue	46.4	5.0	2.0	0.6	25.7	44.9	124.5
<b>Total revenue</b>	<b>542.2</b>	<b>148.3</b>	<b>63.5</b>	<b>101.1</b>	<b>25.7</b>	<b>44.9</b>	<b>925.7</b>
Total cost	(100.7)	(30.9)	(26.6)	(29.6)	(14.8)	(46.9)	(249.5)
<b>EBITDA</b>	<b>441.5</b>	<b>117.4</b>	<b>36.9</b>	<b>71.5</b>	<b>10.9</b>	<b>(2.0)</b>	<b>676.2</b>
EBITDA margin	89.0%	81.9%	60.0%	71.1%	–	–	–
Depreciation and amortisation	(147.5)	(64.3)	(24.6)	(52.0)	(1.1)	(22.6)	(312.1)
Net finance costs	(57.2)	(36.1)	(19.7)	(43.0)	0.5	(81.5)	(237.0)
Foreign exchange	–	–	–	–	–	–	–
Share of equity accounted losses/profits	–	–	–	–	–	(9.7)	(9.7)
<b>Profit/(loss) before tax</b>	<b>236.8</b>	<b>17.0</b>	<b>(7.4)</b>	<b>(23.5)</b>	<b>10.3</b>	<b>(115.8)</b>	<b>117.4</b>
Income tax benefit (expense)	(31.8)	24.8	(1.4)	23.6	(3.1)	45.0	57.1
<b>Net profit</b>	<b>205.0</b>	<b>41.8</b>	<b>(8.8)</b>	<b>0.1</b>	<b>7.2</b>	<b>(70.8)</b>	<b>174.5</b>
<b>Ownership</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>75.1%</b>	<b>100.0%</b>	<b>100.0%</b>	

# RESULT BY ASSET – 100%

## EQUITY ASSETS – 30 JUNE 2013

	\$ MILLIONS					TOTAL
	M5 SOUTH WEST MOTORWAY	WESTLINK M7	POCAHONTAS 895	495 EXPRESS LANES	DRIVE	
Toll revenue	188.8	209.4	15.1	7.2	–	420.5
Fee and other revenue	12.8	3.7	0.1	1.9	–	18.5
<b>Total revenue</b>	<b>201.6</b>	<b>213.1</b>	<b>15.2</b>	<b>9.1</b>	<b>–</b>	<b>439.0</b>
Total cost	(25.9)	(43.5)	(6.1)	(17.2)	(5.8)	(98.5)
<b>EBITDA</b>	<b>175.7</b>	<b>169.6</b>	<b>9.1</b>	<b>(8.1)</b>	<b>(5.8)</b>	<b>340.5</b>
EBITDA margin	93.1%	81.0%	60.3%	(112.5%)	–	–
Depreciation and amortisation	(67.4)	(67.8)	(4.6)	(12.3)	–	(152.1)
Gain on disposal of asset	–	–	–	–	–	–
Net finance costs	(29.2)	(288.6)	(19.0)	(39.6)	(2.6)	(379.0)
<b>Profit/(loss) before tax</b>	<b>79.1</b>	<b>(186.8)</b>	<b>(14.5)</b>	<b>(60.0)</b>	<b>(8.4)</b>	<b>(190.6)</b>
Income tax benefit (expense)	(42.2)	25.4	10.7	–	28.7	22.6
<b>Net profit</b>	<b>36.9</b>	<b>(161.4)</b>	<b>(3.8)</b>	<b>(60.0)</b>	<b>20.3</b>	<b>(168.0)</b>
<b>Ownership</b>	<b>50.0%</b>	<b>50.0%</b>	<b>75.0%</b>	<b>67.5%</b>	<b>75.0%</b>	

# RECONCILIATION

STATUTORY INCOME STATEMENT TO EBITDA – 30 JUNE 2013

	\$ MILLIONS					
	100% CONSOLIDATED ASSETS	OTHER REVENUE REALLOCATION	NET BUSINESS DEVELOPMENT	OFFSET CONSTRUCTION ACCOUNTING DISCLOSURE UNDER AASB 1 12	REALLOCATION OF CAPITALISED COSTS	STATUTORY P&L
Toll revenue	801.2	–	–	–	–	801.2
Fee & other road revenue	93.3	0.8	(8.6)	–	–	85.5
Construction revenue	31.2	–	–	234.6	–	265.8
Business development and other revenue	–	3.8	38.8	–	–	42.6
<b>Total revenue</b>	<b>925.7</b>	<b>4.6</b>	<b>30.2</b>	<b>234.6</b>	<b>–</b>	<b>1,195.1</b>
Operational costs	(190.1)	(4.7)	(9.9)	–	7.2	(197.5)
Corporate costs	(41.9)	0.1	–	–	0.6	(41.2)
Business development costs	(14.5)	–	(20.3)	–	11.0	(23.8)
Construction costs	(21.8)	–	–	(234.6)	–	(256.4)
Capitalised overheads	18.8	–	–	–	(18.8)	–
<b>Total costs</b>	<b>(249.5)</b>	<b>(4.6)</b>	<b>(30.2)</b>	<b>(234.6)</b>	<b>–</b>	<b>(518.9)</b>
<b>EBITDA</b>	<b>676.2</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>676.2</b>
Depreciation and amortisation	(312.1)	–	–	–	–	(312.1)
Finance income	108.0	–	–	–	–	108.0
Finance costs	(345.0)	–	–	–	–	(345.0)
Share of equity accounted losses	(9.7)	–	–	–	–	(9.7)
<b>Profit before tax</b>	<b>117.4</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>117.4</b>
Income tax benefit	57.1	–	–	–	–	57.1
<b>Net profit for the year</b>	<b>174.5</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>–</b>	<b>174.5</b>

# RECONCILIATION OF FREE CASH

	30 JUNE 14 (\$M)	30 JUNE 13 (\$M)	% CHANGE
<b>Proportional EBITDA</b>	<b>934.1</b>	<b>828.0</b>	<b>12.8%</b>
<i>Adjusted for proportional:</i>			
Maintenance provision	38.3	27.3	40.3%
Operating and working capital movements	30.5	(3.7)	924.3%
Non-cash items	6.8	(1.9)	457.9%
Net interest paid	(403.5)	(373.8)	7.94%
Tax paid	(23.0)	(27.4)	16.1%
<b>Proportional operating cash</b>	<b>583.2</b>	<b>448.5</b>	<b>30.0%</b>
Excludes operating cash contribution from M1, M7, M5 and DRIVE	(73.0)	(66.2)	10.3%
Includes distributions from M1 and M5	82.9	79.7	4.0%
	<b>593.1</b>	<b>462.0</b>	<b>28.4%</b>
Maintenance of intangibles provision recognised in 100% assets (including tags purchased)	(21.2)	(18.7)	13.4%
<b>Free cash</b>	<b>571.9</b>	<b>443.3</b>	<b>29.0%</b>
Weighted average number of securities issued (millions)	1,689.5	1,470.5	14.9%
<b>Free cash per security (cents) weighted average securities</b>	<b>33.9</b>	<b>30.1</b>	<b>12.6%</b>

Refer to proportional P&L on slide 17.

Refer to finance cost analysis on slide 51.

Refer to taxation summary on slide 53.

Refer to free cash flow on slide 21.

**PURPOSE:** To provide a detailed bridge between proportional EBITDA, proportional operating cash and free cash.

Non-cash items includes the following:

- LTIs and STIs;
- Concession fees;
- Maintenance expense;
- Capitalised costs; and
- Net TTMS Revenue.

# MAINTENANCE PROVISION RECONCILIATION

## INCLUDED IN OPERATING COSTS

ADDITIONAL MAINTENANCE PROVISION RECOGNISED DURING THE YEAR		30 JUNE 14 (\$M)	30 JUNE 13 (\$M)
CityLink	Total \$17.0M Refer to free cash flow summary on slide 21.	12.0	7.6
Hills M2		5.0	2.3
Lane Cove Tunnel		–	4.7
M1 – Eastern Distributor		14.9	7.3
M5 South West Motorway		2.4	0.2
Westlink M7		6.4	6.5
Pocahontas 895		2.0	1.5
495 Express Lanes		6.0	4.0

**PURPOSE:** To provide a summary, by asset, of maintenance provision expense recognised during the period and total maintenance cash paid.

CASH SPEND		30 JUNE 14 (\$M)	30 JUNE 13 (\$M)
CityLink	Total \$35.7M Refer to free cash flow on slide 21.	(20.5)	(3.9)
Hills M2		(1.0)	(2.1)
Lane Cove Tunnel		(1.1)	(0.3)
M1 – Eastern Distributor		(13.1)	(3.4)
M5 South West Motorway		(1.6)	(2.0)
Westlink M7		(0.7)	(5.2)
Pocahontas 895		(0.1)	(1.0)
495 Express Lanes		(0.1)	–

# FINANCE COSTS

## NET FINANCE COSTS PAID – 30 JUNE 2014

	OWNERSHIP	STATUTORY NET INTEREST	NON-CASH ITEMS				NET INTEREST PAID	PROPORTIONAL NET INTEREST PAID
			DEBT FEES	CONCESSION & MAINTENANCE UNWIND	ACCRETION, TIFIA, TLN & USPP	OTHER NON-CASH ITEMS		
<b>CONTROLLED ENTITIES</b>								
CityLink	100.0%	(33.3)	0.5	6.4	–	(1.8)	(28.2)	(28.2)
Hills M2	100.0%	(51.9)	2.7	1.5	–	1.0	(46.7)	(46.7)
Lane Cove Tunnel	100.0%	(12.8)	0.6	1.7	–	(0.3)	(10.8)	(10.8)
Cross City Tunnel (26 June 2014 – 30 June 2014)	100.0%	2.3	–	–	–	(1.7)	0.6	0.6
M1 ED – Other	75.1%	(38.5)	1.6	(2.5)	–	(0.5)	(39.9)	(30.0)
DRiVe (4 June 2014 – 30 June 2014)	75.0%	(0.3)	0.3	–	–	–	–	–
495 Express Lanes (4 June 2014 – 30 June 2014)	94.0%	(79.8)	2.6	–	2.6	73.6	(1.0)	(0.9)
QLD Corporate (26 April 2014 – 30 June 2014)	62.5%	(11.3)	–	–	–	11.3	–	–
Corporate – M7 TLN	100.0%	103.4	–	–	(55.1)	(0.8)	47.5	47.5
Corporate – M5 TLN	100.0%	2.1	–	–	–	–	2.1	2.1
Corporate – Other	100.0%	(223.8)	8.4	–	–	15.8	(199.6)	(199.6)
<b>Total – 100%</b>		<b>(343.9)</b>	<b>16.7</b>	<b>7.1</b>	<b>(52.5)</b>	<b>96.6</b>	<b>(276.0)</b>	<b>(266.0)</b>
<b>EQUITY OWNED ENTITIES</b>								
M5 South West Motorways	50.0%	(22.3)	1.6	0.3	–	0.8	(19.6)	(9.8)
M5 South West Motorways - TLN	50.0%	(4.2)	–	–	–	–	(4.2)	(2.1)
Westlink M7 – TLN	50.0%	(206.8)	–	–	110.2	1.6	(95.0)	(47.5)
Westlink M7 – Other	50.0%	(96.1)	2.3	2.8	–	(0.4)	(91.4)	(45.7)
DRiVe (incl Pocahontas 895, excluding 495 Express Lanes) (1 July 2013 – 4 June 2014)	75.0%	(26.4)	12.1	0.5	2.5	1.4	(9.9)	(7.4)
495 Express Lanes (1 July 2013 – 4 June 2014)	77.5%	(65.7)	4.5	0.2	29.7	(5.3)	(36.6)	(25.0)
<b>Total – 100%</b>		<b>(421.5)</b>	<b>20.5</b>	<b>3.8</b>	<b>142.4</b>	<b>(1.9)</b>	<b>(256.7)</b>	<b>(137.5)</b>
<b>Proportional net finance costs</b>		<b>(546.4)</b>	<b>30.2</b>	<b>9.8</b>	<b>24.6</b>	<b>78.3</b>	<b>(403.5)</b>	<b>(403.5)</b>

Refer to the 'Results by Consolidated Asset – 100%' on slide 42.  
Note: Corporate includes Roam/Tollaust

Refer to the 'Results by Equity Asset – 100%' on slide 43.

**PURPOSE:** To provide a detailed bridge between statutory net interest and net interest paid, highlighting the different components of non-cash items.

**Notes:**

Debt fees – non-cash cost of borrowings amortised over the life of the facility

Concession & maintenance unwind – non-cash item that recognises the time value of money of non-current provisions

Accretion, TIFIA, TLN and USP – accretive debt (interest) which accrues onto facility principle instead of cash paying.

Refer to proportional P&L on slide 17.

# FINANCE COSTS

NET FINANCE COSTS PAID – 30 JUNE 2013



	OWNERSHIP	STATUTORY NET INTEREST	NON-CASH ITEMS				NET INTEREST PAID	PROPORTIONAL NET INTEREST PAID
			DEBT FEES	CONCESSION & MAINTENANCE UNWIND	ACCRETION, TIFIA, TLN & USPP	OTHER NON-CASH ITEMS		
<b>CONTROLLED ENTITIES</b>								
CityLink	100.0%	(57.3)	7.9	7.1	–	(1.3)	(43.6)	(43.6)
Hills M2	100.0%	(36.1)	2.7	2.7	–	(0.1)	(30.8)	(30.8)
Lane Cove Tunnel	100.0%	(19.7)	0.9	1.5	–	(0.4)	(17.7)	(17.7)
M1 ED – Other	75.1%	(43.1)	1.4	6.0	–	0.3	(35.4)	(26.6)
Corporate – M7 TLN Receipts	100.0%	98.2	–	–	(49.0)	(2.8)	46.4	46.4
Corporate – Other	100.0%	(179.0)	(0.2)	–	0.4	3.4	(175.4)	(175.4)
<b>Total – 100%</b>		<b>(237.0)</b>	<b>12.7</b>	<b>17.3</b>	<b>(48.6)</b>	<b>(0.9)</b>	<b>(256.5)</b>	<b>(247.7)</b>
<b>EQUITY OWNED ENTITIES</b>								
M5 South West Motorway	50.0%	(29.2)	1.5	(0.7)	–	0.1	(28.3)	(14.2)
Westlink M7 – TLN	50.0%	(196.4)	–	–	98.0	5.6	(92.8)	(46.4)
Westlink M7 – Other	50.0%	(92.2)	2.0	3.1	–	(1.4)	(88.5)	(44.3)
DRIVE (incl Pocahontas 895 & excl 495 Express Lanes)	75.0%	(21.6)	7.2	0.5	3.7	(2.6)	(12.8)	(9.6)
495 Express Lanes	67.5%	(39.6)	2.8	–	17.0	2.6	(17.2)	(11.6)
<b>Total – 100%</b>		<b>(379.0)</b>	<b>13.5</b>	<b>2.9</b>	<b>118.7</b>	<b>4.4</b>	<b>(239.6)</b>	<b>(126.1)</b>
<b>Proportional net finance costs</b>		<b>(428.0)</b>	<b>21.3</b>	<b>17.3</b>	<b>14.7</b>	<b>0.9</b>	<b>(373.8)</b>	<b>(373.8)</b>

# TAXATION

## STATUTORY AND PROPORTIONAL

STATUTORY (TAX PAID) / REFUNDS RECEIVED INCLUDES	30 JUNE 14 (\$M)	30 JUNE 13 (\$M)
M1 Eastern Distributor	0.3	(7.2)
M4	–	0.1
Transurban USA	0.5	–
Westlink M7 holding companies	(4.4)	(5.1)
Corporate	–	–
<b>Total</b>	<b>(3.6)</b>	<b>(12.2)</b>

**PURPOSE:** To provide a summary, by asset, of statutory and proportional tax paid during the period.

Refer to Cash Flow Statement in the THL Group statutory accounts.

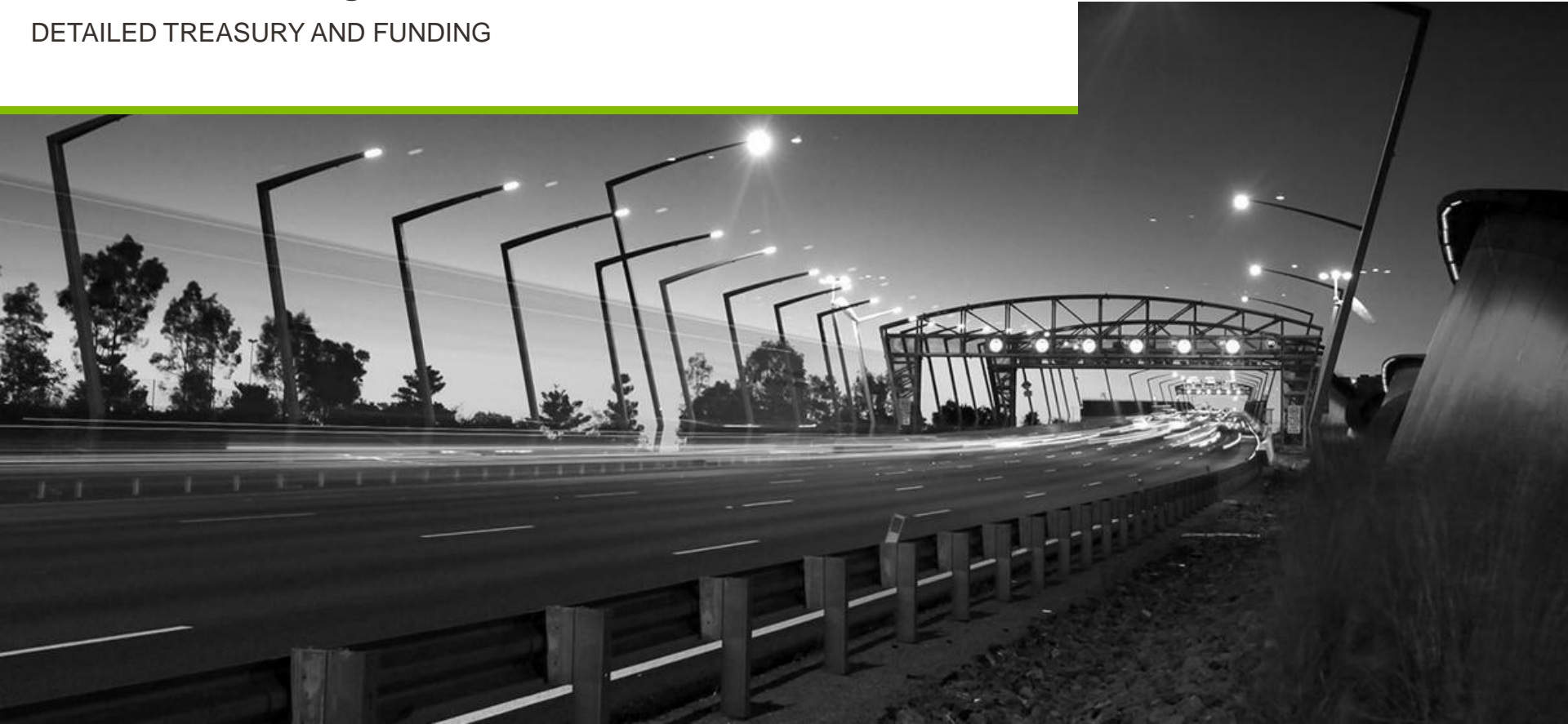
PROPORTIONAL (TAX PAID) / REFUNDS RECEIVED INCLUDES	30 JUNE 14 (\$M)	30 JUNE 13 (\$M)
M1 Eastern Distributor	0.2	(5.5)
M4	–	0.1
M5 South West Motorway	(19.3)	(16.9)
Transurban USA	0.5	–
Westlink holding companies	(4.4)	(5.1)
Corporate	–	–
<b>Total</b>	<b>(23.0)</b>	<b>(27.4)</b>

Refer to reconciliation of free cash flow on slide 49.



# APPENDIX 3

## DETAILED TREASURY AND FUNDING



# GROUP DRAWN DEBT AT 30 JUNE 2014

TRANSURBAN CORPORATE DEBT	AUD (\$ MILLION)	USD (\$ MILLION)
Working capital lines <sup>1</sup>	–	233
Term bank debt	500	93
US Private Placements	1,336	162
Domestic AUD bonds	800	–
EMTN (C\$ and Euro Notes)	632	305
<b>Total</b>	<b>3,268</b>	<b>793</b>

NON RECOURSE (AUD \$ MILLION)	ASSET DEBT	OWNERSHIP	PROPORTIONAL
Lane Cove Tunnel	260	100%	260
Cross City Tunnel	277	100%	277
M1 – Eastern Distributor	525	75.1%	394
Hills M2 – Hills Motorway	740	100%	740
M5 Interlinks Roads <sup>2</sup>	666	50%	333
Westlink M7	1,260	50%	630
<b>Total</b>	<b>3,728</b>		<b>2,634</b>

NON RECOURSE (US \$ MILLION)	ASSET DEBT	OWNERSHIP	PROPORTIONAL
495 Express Lanes – Senior	225	94.0%	211
495 Express Lanes – TIFIA	686	94.0%	645
95 Express Lanes – Senior	242	77.5%	188
95 Express Lanes – TIFIA <sup>3</sup>	198	77.5%	153
<b>Total</b>	<b>1,351</b>		<b>1,197</b>

1. A\$725M facilities. A\$421M available after deducting \$56.8M letters of credit issued and after converting US\$ at the spot exchange rate (\$0.9420 at 30 June 2014). Separate letters of credit are issued to the value of A\$56.4M in relation to corporate, CityLink, 495 Express Lanes and 95 Express Lanes.

2. A\$69M in available undrawn asset debt, including letter of credit and standby facilities (US\$35M proportional).

3. US\$104M undrawn TIFIA facility.(US\$81M proportional).

# TOTAL GROUP DRAWN DEBT

## PROPORTIONAL DRAWN DEBT

### GROUP DEBT

AUD <sup>1</sup>	30 JUNE 2014 (\$M)	30 JUNE 2013 (\$M)	MOVEMENT (\$M)	EXPLANATION <sup>3</sup>
Corporate	3,268	3,219	49	399 million new Euro Notes used to prepay 100 million term debt and repay 250 million domestic bonds.
Non recourse	2,634	2,308	326	277 million new Cross City Tunnel debt, 39 million drawn for M5 widening and 7 million drawn for M2 upgrade plus 4 million increase in debt for M1 Eastern Distributor (refinancing fees).
<b>Total</b>	<b>5,902</b>	<b>5,527</b>	<b>376</b>	<i>Note: 30 June 2013 AUD value was incorrectly summed to 5,227.</i>

USD <sup>2</sup>	30 JUNE 2014 (\$M)	30 JUNE 2013 (\$M)	MOVEMENT (\$M)	EXPLANATION <sup>3</sup>
Corporate	793	428	365	New term facility of 92.8 million offset by repayment of 33 million working capital. New Euro Notes equivalent to 305 million after cross currency swaps.
Non recourse	1,197	1,375	(178)	Reduction of Pocahontas debt (371 million) debt offset by 178 million increase in 95 Express Lanes debt (TIFIA drawings and increase in Transurban's ownership proportion). 495 Express Lanes debt increased overall by 16 million (recapitalisation of Private Activity Bonds offset by TIFIA drawings).
<b>Total</b>	<b>1,990</b>	<b>1,803</b>	<b>187</b>	

1. A\$ represents debt issued in A\$ plus debt that has been issued in C\$, Euro and US\$ and has been swapped back into A\$.

2. US\$ represents debt issued in US\$ (including 95 Express Lanes, 495 Express Lanes and tranche C of the 2006 USPP which was not swapped back to A\$) and debt issued in Euro that has been swapped back in to US\$.

3. Amounts may differ due to rounding.

# KEY DEBT METRICS

	30 JUNE 2014			30 JUNE 2013		
	TRANSURBAN GROUP	CORPORATE	NON RECOURSE	TRANSURBAN GROUP	CORPORATE	NON RECOURSE
Weighted average maturity (years) <sup>1</sup>	7.5 yrs	3.9 yrs	10.4 yrs	9.7 yrs	3.9 yrs	13.6 yrs
Weighted average cost of AUD debt <sup>2</sup>	6.3%	6.4%	6.2%	6.6%	6.5%	6.7%
Weighted average cost of USD debt <sup>2</sup>	4.0%	3.1%	4.5%	4.6%	3.3%	5.0%
Hedged <sup>3</sup>	94.1%	91.6%	96.8%	94.8%	92.3%	97.2%
Gearing (proportional debt to enterprise value) <sup>4</sup>	36.4% <sup>5</sup>			42.8%		
Corporate senior interest cover ratio (historical ratio for 12 months)	2.9			2.5		
Corporate debt rating (S&P / Moody's / Fitch)	A- / Baa1/ A-			A- / Baa1/ A-		

1. Weighted average maturity calculated on drawn funds at A\$ value of debt. C\$, Euro and US\$ debt converted at the hedged rate where cross currency swaps are in place. Unhedged US\$ debt converted at the spot exchange rate (\$0.9420 at 30 June 2014 and \$0.9275 at 30 June 2013).

2. Weighted on a proportional drawn debt basis.

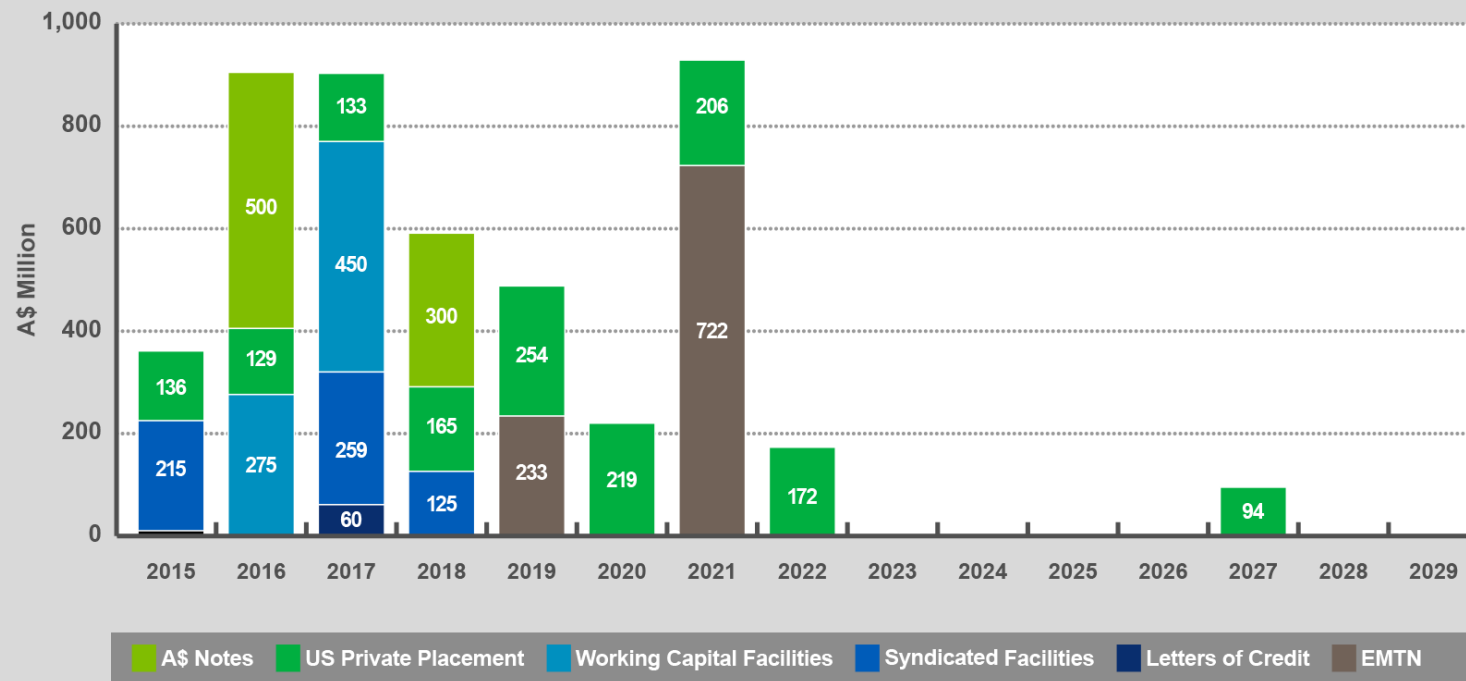
3. Hedged percentage comprises fixed rate debt and floating debt that has been hedged and is a weighted average of total proportional drawn debt in A\$.

4. Proportional Group drawn debt in A\$, C\$, Euro and US\$ debt converted at the hedged rate where cross currency swaps are in place. Unhedged US\$ debt converted at the spot exchange rate (\$0.9420 at 30 June 2014 and \$0.9275 at 30 June 2013). The security price was \$7.39 at 30 June 2014 and \$6.76 at 30 June 2013 with 1,896M securities on issue at 30 June 2014 and 1,482M securities on issue at 30 June 2013)

5. 41.0% after adjusting for Queensland Motorways debt which was raised/closed on 2 July 2014.

# CORPORATE DEBT MATURITIES

BY FINANCIAL YEAR – AS AT 30 JUNE 2014

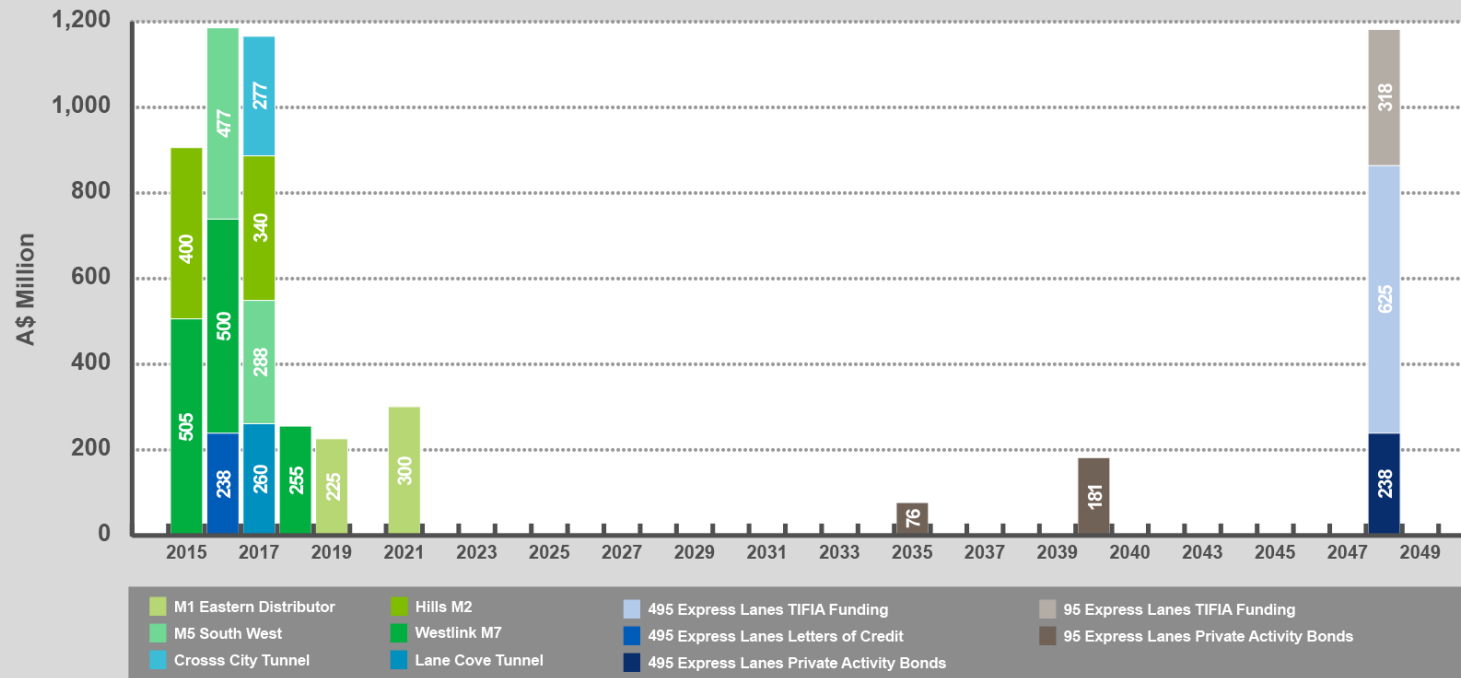


1. Debt is shown in the financial year in which it matures.

2. Debt values are in A\$ as at 30 June 2014. C\$, Euro and US\$ debt are converted at the hedged rate where cross currency swaps are in place. Unhedged US\$ debt is converted to A\$ at the spot exchange rate (\$0.9420 at 30 June 2014).

# ASSET DEBT MATURITIES

BY FINANCIAL YEAR – AS AT 30 JUNE 2014



1. The full value of debt facilities is shown as this is the value of debt for refinancing purposes. This overstates Transurban's ownership share of the debt.
2. Debt is shown in the financial year in which it matures.
3. US\$ debt is converted to A\$ at the spot exchange rate (\$0.9420 at 30 June 2014).
4. Letters of credit are associated with 495 Express Lanes long term Private Activity Bonds (US\$225M) which mature in December 2047. Converted to A\$ at the spot rate.

# APPENDIX 4

## PORTFOLIO SUMMARY





# OPERATING ASSET PORTFOLIO

## SUMMARY STATISTICS



	CITYLINK	M5 SOUTH WEST MOTORWAY	HILLS M2	M1 EASTERN DISTRIBUTOR	WESTLINK M7	LANE COVE TUNNEL	CROSS CITY TUNNEL
OVERVIEW	VIC	NSW	NSW	NSW	NSW	NSW	NSW
Opening date	Dec 2000	Aug 1992	May 1997	Dec 1999	Dec 2005	Mar 2007	Aug 2005
Concession period from financial close	34 years (1) <sup>1</sup>	34.3 years	49 years (2) <sup>2</sup>	48 years	31 years (10) <sup>2</sup>	30 years (10) <sup>2</sup>	30 years
Concession date	Jan 2034	Dec 2026	May 2046	Jul 2048	Feb 2037	Jan 2037	Dec 2035
PHYSICAL DETAILS							
Length – total	22km in 2 sections	22km	21km	6km	40km	3.8km	2.1km
Length – surface	16.8km	22km	20.4km	4.3km	40km	0.3km	0 km
Length – tunnel	5.2km	–	0.6km	1.7km	–	3.5km	2.1km
Lanes	2x4 in most sections	2x3 <sup>3</sup>	2x3	2x3, 2x2 some sections	2x2	2x2, 2x3 some sections	2x2, 2x3 some ramp sections
OWNERSHIP							
TCL ownership	100%	50%	100%	75.1%	50%	100%	100%
TOLLING							
ETC status	Electronic	Electronic	Electronic	Electronic	Electronic	Electronic	Electronic
Truck multiplier	LCV – 1.6x HCV – 1.9x	moving to 3.0x	3x	2x	1x	2x	2x
Toll escalation	Refer to the next slide						
Toll increase increment	\$0.50						

1. Under terms of CityLink-Tulla widening in-principle agreement with the Victorian Government, extension of the concession term by a period of one year.

2. Concession extensions subject to financial close of NorthConnex agreement.

3. Configuration post M5 widening.



# OPERATING ASSET PORTFOLIO

## SUMMARY STATISTICS



	GATEWAY	LOGAN	CLEM7	GO BETWEEN BRIDGE	LEGACY WAY	495 EXPRESS LANES	95 EXPRESS LANES
OVERVIEW	QLD	QLD	QLD	QLD	QLD	USA	USA
Opening date	Dec 1986	Dec 1988	Mar 2010	July 2010	Q4FY15	Nov 2012	Jan 2015
Concession period from financial close	37 years	37 years	37 years	49 years	50 years	80 years	75 years
Concession date	Dec 2051	Dec 2051	Aug 2051	Dec 2063	June 2065	Dec 2087	Dec 2087
PHYSICAL DETAILS							
Length – total	23.1	38.7 <sup>1</sup>	6.8	0.3	5.7	22km	46.6km
Length – surface	23.1	38.7	2.0	0.3	1.1	22km	46.6km
Length – tunnel	-	-	4.8	-	4.6	-	-
Lanes	6,8 and 10 (various) 12 Gateway Bridge	2x2	2x2	2x2	2x2	2x2 HOT lanes	2 and 3 reversible HOT lanes
OWNERSHIP							
TCL ownership	62.5%	62.5%	62.5%	62.5%	62.5%	94%	77.5%
TOLLING							
ETC status	Electronic	Electronic	Electronic	Electronic	Electronic	Electronic	Electronic
Truck multiplier	LCV – 1.5x HCV – 2.65x	LCV – 1.5x HCV – 2.65x	LCV – 1.5x HCV – 2.65x	LCV – 1.5x HCV – 2.65x	TBD	No multiplier trucks >2 axle not permitted	No multiplier trucks >2axle not permitted
Toll escalation	On next slide					Dynamic no cap	Dynamic no cap
Toll increase increment							

1. Length includes 9.8km of Gateway Extension Motorway.

# TOLLING ESCALATION

## EMBEDDED INFLATION PROTECTION

MOTORWAY	ESCALATION <sup>1</sup>
CityLink	Escalated quarterly by the greater of quarterly CPI or 1.1065% (being 4.5% p.a. as a quarterly compound rate) for the first 15 years, then quarterly by CPI. This is subject to a cap of annual CPI plus 2.5%, which cannot be exceeded. Under the terms of the CityLink-Tulla widening, escalation at the greater of quarterly CPI or 1.1065% would be retained for 1 additional year.
Hills M2	Escalated quarterly by the greater of quarterly CPI or 1%.
Lane Cove Tunnel	Escalated quarterly by quarterly CPI. The toll cannot be lowered as a result of deflation, however, until inflation counteracts the deflation the toll cannot be increased.
M1 Eastern Distributor	Escalated quarterly by the greater of a weighted sum of quarterly AWE and quarterly CPI or 1%.
Westlink M7	Escalated or deescalated quarterly by quarterly CPI.
M5 South West Motorway	Escalated quarterly by quarterly CPI. The toll cannot be lowered as a result of deflation, however, until inflation counteracts the deflation the toll cannot be increased.
Cross City Tunnel	Escalated 4% annually to December 2011; 3% annually to December 2017; CPI to concession end
Logan	Tolls escalate annually at Brisbane CPI
Gateway	Tolls escalate annually at Brisbane CPI
CLEM7	Tolls escalate annually at Brisbane CPI
Go Between Bridge	Tolls escalate annually at Brisbane CPI
Legacy Way	Tolls escalate annually at Brisbane CPI
495 Express Lanes	Dynamic, uncapped
95 Express Lanes	Dynamic, uncapped

1. Escalation description denotes theoretical toll only. Actual toll increases on M1, Hills M2 and M5 in Sydney are based on the rounding of theoretical tolls in 50 cent increments.



# 2014 FULL-YEAR RESULTS

5 AUGUST 2014

**transurban**