

Transurban

Investor Day 2017

4 May 2017

Investor Day overview

- Position, growth and enhancing social licence
[Scott Charlton](#)
- Capital positioning for growth
[Adam Watson](#)
- Panel Q&A
- Morning tea
- North America: growth potential
[Jennifer Aument](#)
- Melbourne: outcome focused for stakeholders
[Vin Vassallo](#)
- Brisbane: network benefits
[Wesley Ballantine](#)
- Sydney: data-driven excellence
[Andrew Head](#)
- Markets panel Q&A

Our Executive Committee



Scott Charlton
Chief Executive Officer



Adam Watson
Chief Financial Officer



Tony Adams
GGM, Project Delivery and
Operational Excellence



Jennifer Aument
GGM, North America



Wesley Ballantine
GGM, Queensland



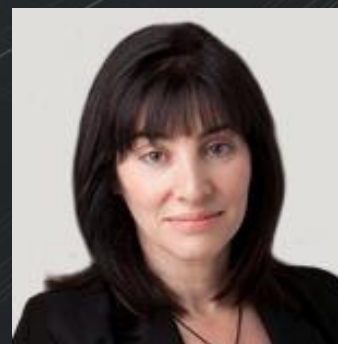
Andrew Head
GGM, New South Wales



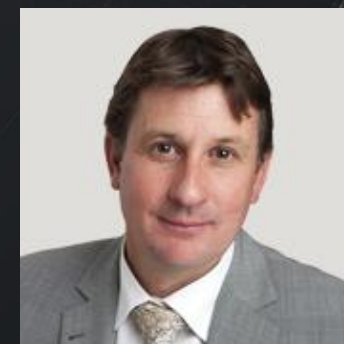
Michele Huey
GGM, Strategy



Sue Johnson
GGM, Customer Operations
and Human Resources



Lisa Tobin
GGM, Technology



Vin Vassallo
GGM, Victoria

Scott Charlton

Position, growth and enhancing social licence

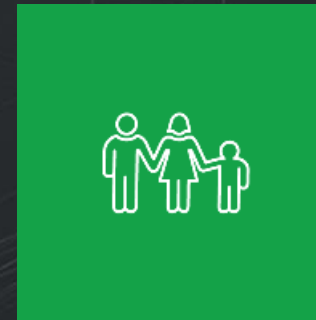
Our strategy

To be the partner of choice with governments providing effective and innovative urban road infrastructure and services utilising core capabilities

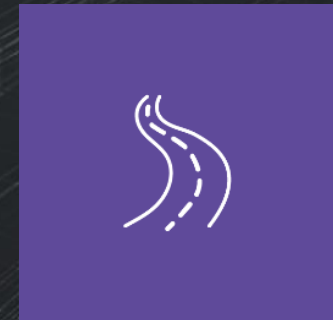
Network planning & forecasting



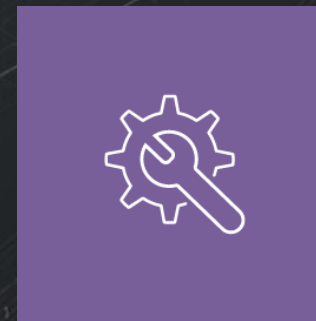
Community engagement



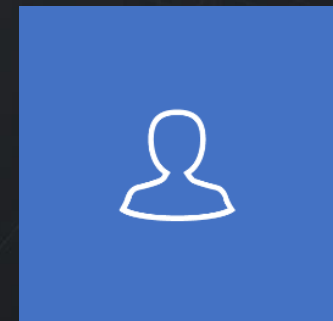
Development & delivery



Technology



Operations



Customer management

Strategy remains constant but continued success requires agility

Small, considered shifts in applications of strategy

Transurban's IP in services and operations potentially deployed to 3rd party assets associated with our networks to enhance performance

- Project management of Gateway Upgrade North for Queensland Government
- Project management of Monash Freeway Upgrade for Victorian Government
- Delivery of ongoing operations and maintenance of ICB
- Project management of ICB upgrade for Brisbane City Council

Development pipeline in Australia and North America an opportunity for expansion of partnership approach

- Explore new relationships with equity partners, concessionaires and contractors
- Potential equity stakes to gain access to attractive assets and networks over time
- New USA Administration looking to release infrastructure funding through policy initiatives which is expected to encourage proactive approaches regarding transport assets

Macro environment shifting— economic, community, political & technology

Economic

Australia:

- Eastern states, particularly Sydney and Melbourne economies, driven by record infrastructure spend and population growth
- House prices increasing but Reserve Bank monitoring risks

USA:

- Households driving economic growth, supported by consumer sentiment
- Geopolitical tensions may affect economic outlook

Community

- Trust has become a critical issue for corporates to manage
- Increasing focus on social responsibilities of business community
- Expectation that value proposition for all stakeholders is evident

Political

Australia:

- Infrastructure funding shortfall at federal level, states' budget positions mixed
- Short-term election cycles a barrier to long-term reform

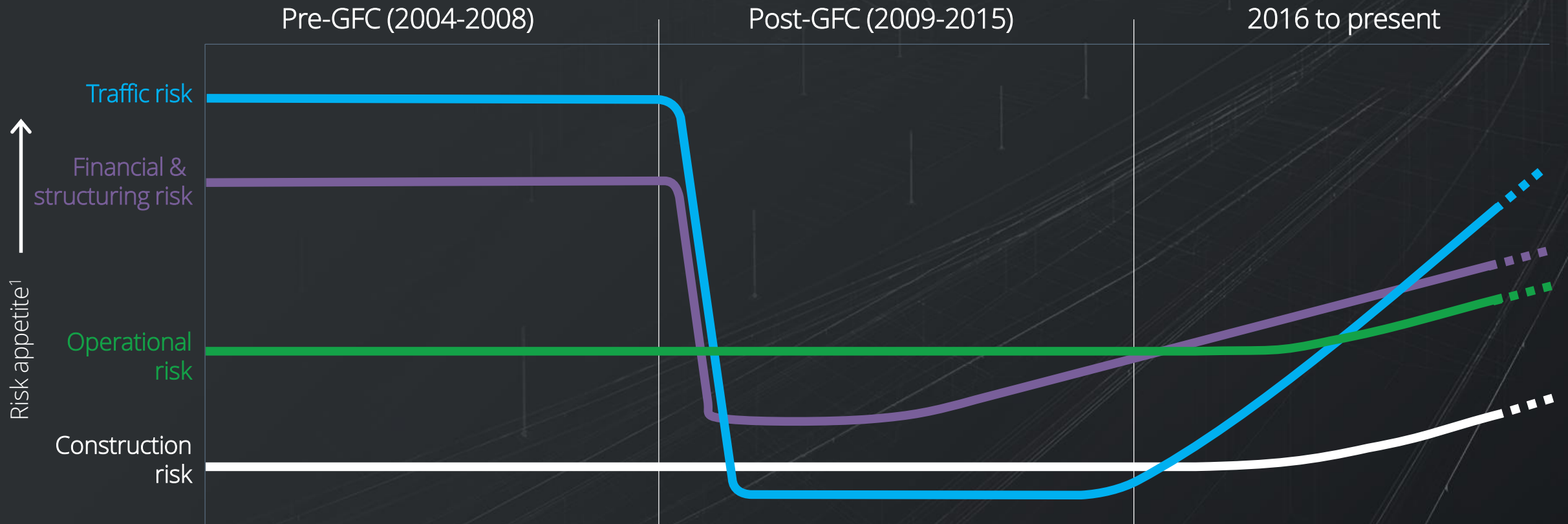
USA:

- Promise of \$1 trillion investment
- Specifics uncertain however policy landscape improving
- Administration considering Australian policies including capital recycling to encourage infrastructure development

Technology

- Pace and magnitude of change creates opportunities
- Flexibility and optionality required in decision making today
- Transurban well positioned through targeted investments in different technologies to measure impact and opportunities for business
- Strategic partnerships across technology spectrum

Macro environment shifting— risk appetite



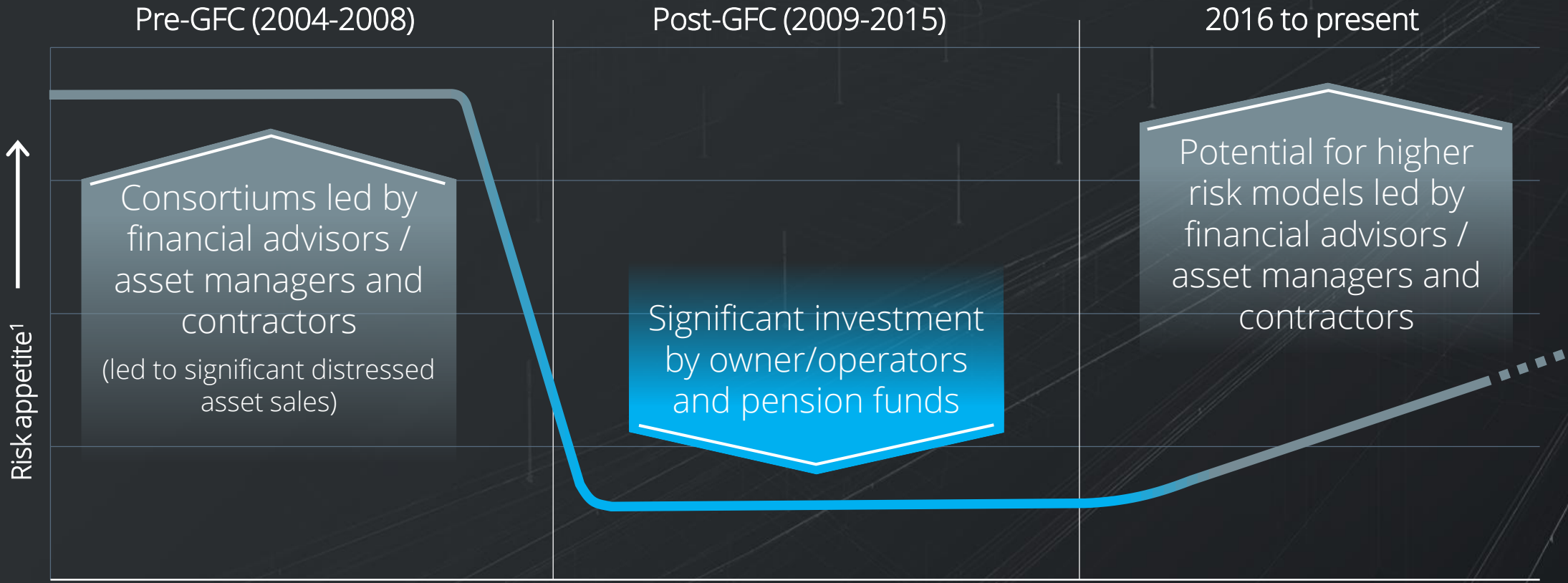
Investment dynamics— different drivers underpinning models

	Pension funds	Owner / operators	Contractor / operators	Financial adviser / asset manager
Core skills / capabilities ¹	<ul style="list-style-type: none"> Investment Corporate governance Strategic partnering Broad industry knowledge – supported by partner expertise 	<ul style="list-style-type: none"> Network planning Construction procurement and management Development Technology Operations Asset lifecycle management 	<ul style="list-style-type: none"> Traffic forecasting Construction Development Technology Operations Maintenance 	<ul style="list-style-type: none"> Financial structuring Development Corporate governance Consortium building Broad industry knowledge – rely on 3rd party expertise
Investment drivers ¹	<ul style="list-style-type: none"> Equity returns 	<ul style="list-style-type: none"> Operations and maintenance synergies Equity returns 	<ul style="list-style-type: none"> Structuring/advisory and management fees Operations and maintenance contract Construction profits Equity returns 	<ul style="list-style-type: none"> Structuring/advisory and management fees Fees on funds invested
Investment timeframe ¹	<p>Long term</p> <p>Invests for life of concession to match liabilities</p>	<p>Long term</p> <p>Invests for life of concession</p>	<p>Short or long term</p> <p>Returns substantially generated in near term</p> <p>May look to minimise equity investment post construction period</p>	<p>Short or long term</p> <p>Fees generated upfront and on funds invested</p> <p>Investment mandate will dictate investment horizon</p>

1. Transurban view.

Macro environment shifting

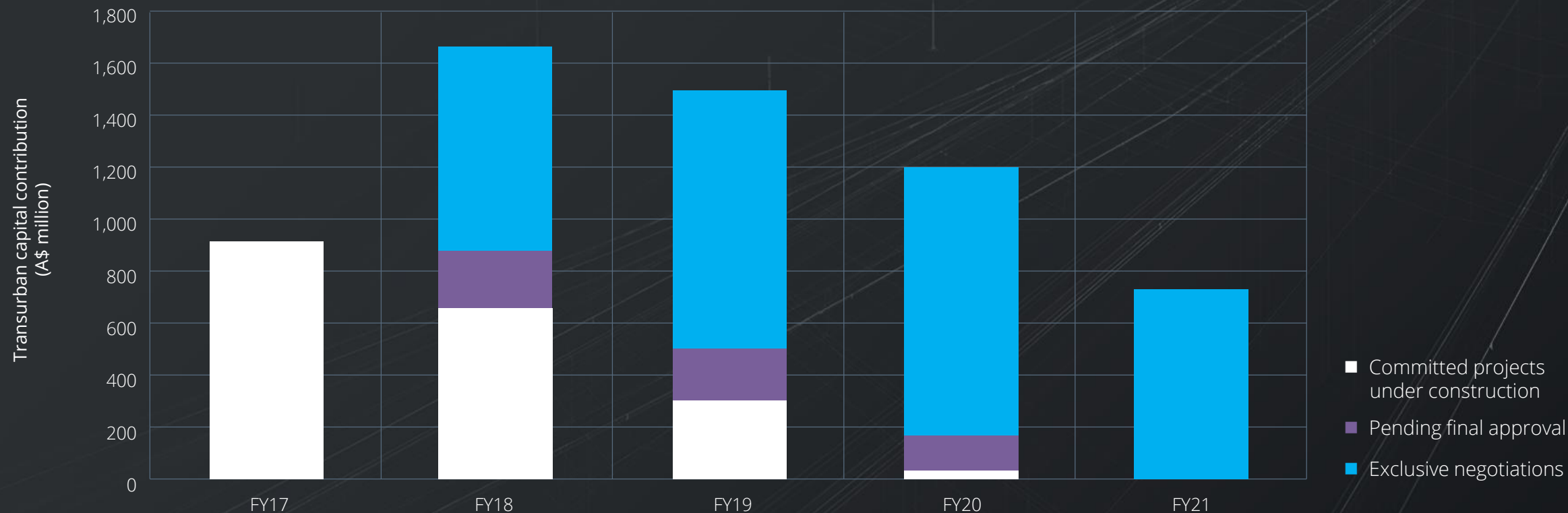
Transurban will remain disciplined



1. Transurban view.

Portfolio growth not reliant on M&A

- All projects in \$9 billion pipeline are in exclusive negotiations
- Transurban's networks provide opportunities to expand development pipeline
- Portfolio growth is not reliant on M&A



Continued growth is reliant on maintaining and enhancing social licence

Transurban's stakeholder map



Adam Watson

Capital positioning for growth

Capital strategy

- Maintain strong investment grade credit metrics
- Cost efficient funding through market cycles
- Efficiently fund growth
- Consistently growing distributions while creating long term value

Observations capital markets

Global demand for high-quality infrastructure

- Infrastructure remains attractive to global investors
- Expectations of continued low global interest rates and growing pension liabilities support ongoing demand for investments delivering stable earnings
- Limited availability of high-quality infrastructure investments expected to drive continued appetite for sector

Liquidity to support investment requirements

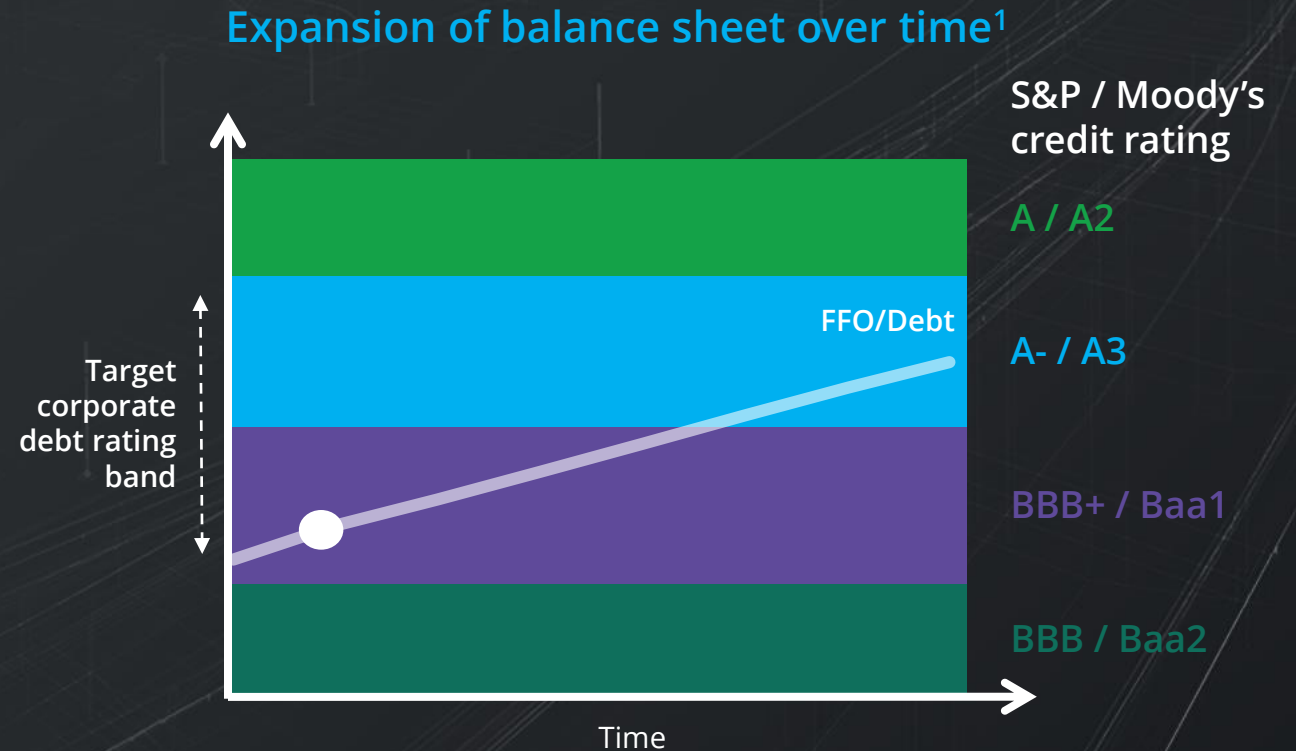
- Diversified sources of capital available both domestically and internationally
- Attractive tenors from debt capital markets
- Liquidity supporting high quality investments expected to continue

Rising interest rate outlook from a historically low base

- Interest rates are currently near historical all-time lows globally
- Cautious approach by central banks to ensure smooth transition to tightening cycle
- Expected to stay below long-term average for a sustained period of time

Strong investment grade credit metrics

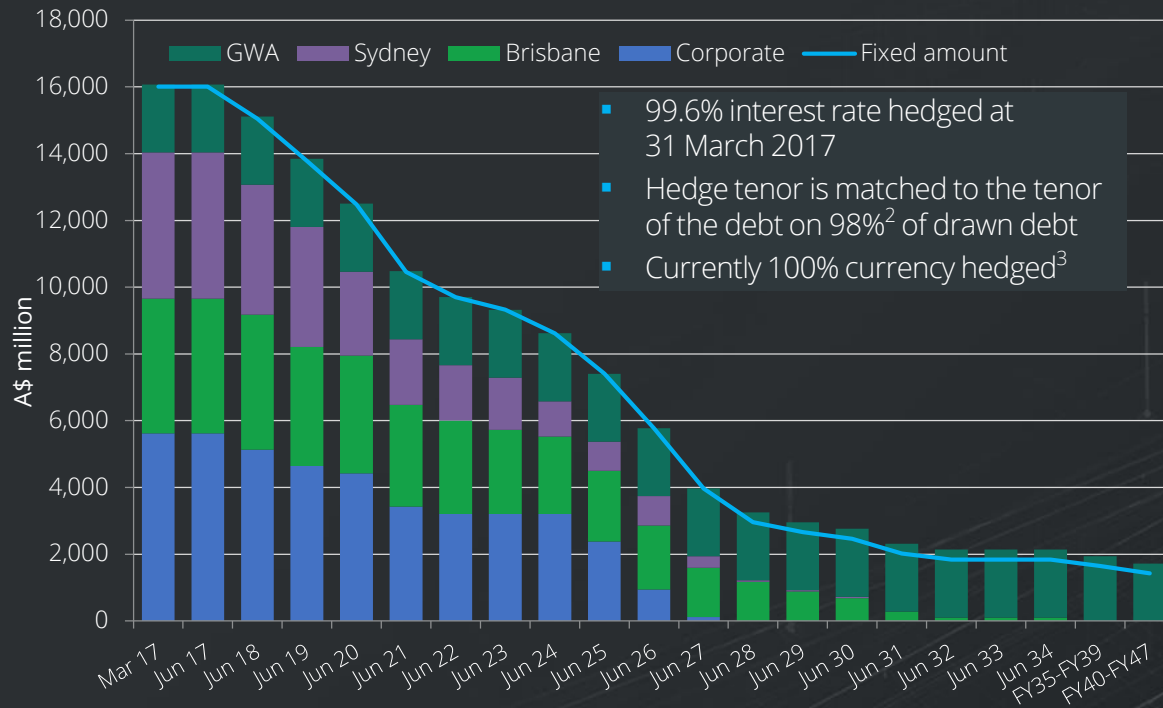
- Prudent management of funding to ensure strong investment grade credit metrics are maintained, using equity as required
- Transurban's business model creates a progressive expansion of balance sheet
- Regular engagement with rating agencies



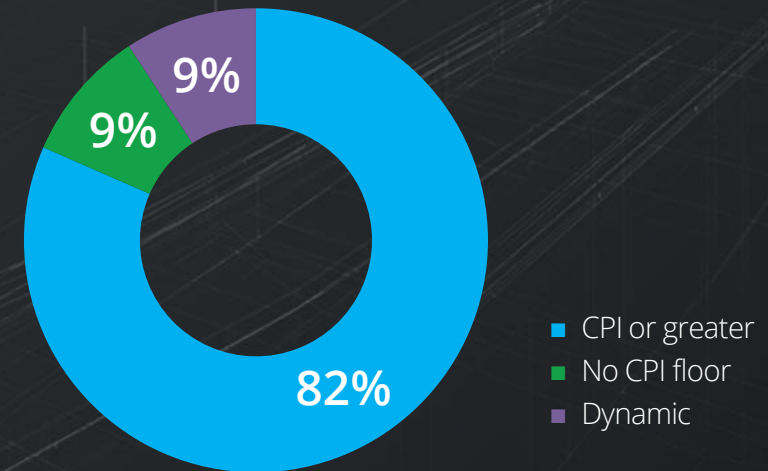
1. Theoretical chart for indicative purposes only, assuming no additional development capex.

Hedged against rising interest rates and protected against low inflation

Transurban interest rate hedging profile¹



Inflation-linked toll pricing, with upside^{4,5}

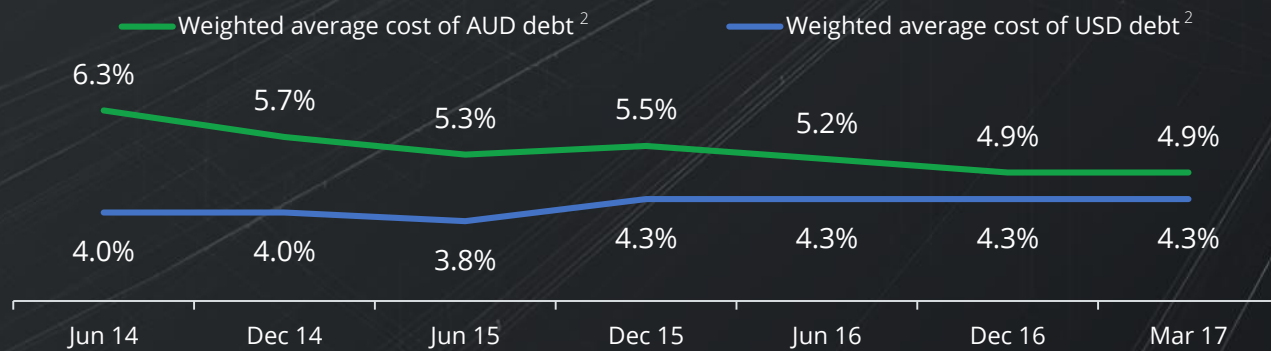
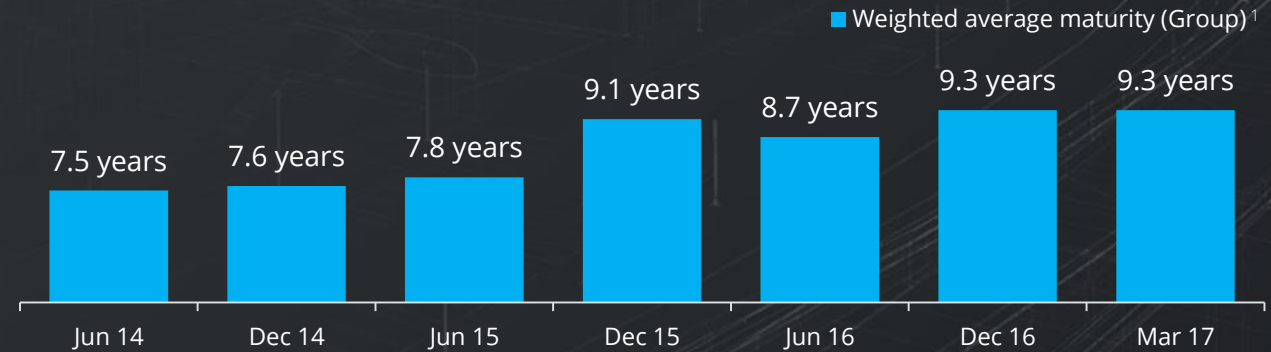


1. Calculated on the full value of drawn debt including 100% of non-recourse drawn debt as at 31 March 2017. This overstates Transurban's share of the debt. Non-AUD debt is converted at the hedged rate where cross currency swaps are in place. USD debt is converted at the spot exchange rate (\$0.7629 at 31 March 2017) where no cross currency swaps are in place.
2. A\$20 million drawn corporate working capital maturing June 2018 and A\$44 million of drawn TQ capex maturing in December 2019 are unhedged. A\$294 million PABs for 495 Express Lanes maturing in FY48 are hedged to FY28. A\$16 million, of a total A\$1.63 billion, M7 debt is unhedged from December 2017 to August 2019, and A\$22 million is unhedged from August 2019 to August 2021.
3. A total of US\$982 million corporate debt is not swapped to AUD, this debt forms part of the Group's net investment hedge relating to US entities.
4. Revenue based on proportionate toll revenue as disclosed in the 1H17 Results Presentation.
5. Note each asset is subject to specific CPI conditions in the context of toll price adjustments.

Longer tenor low cost of funding

A key component of our capital strategy has been to increase the weighted average tenor of debt

We have been able to achieve this whilst keeping the cost of debt low



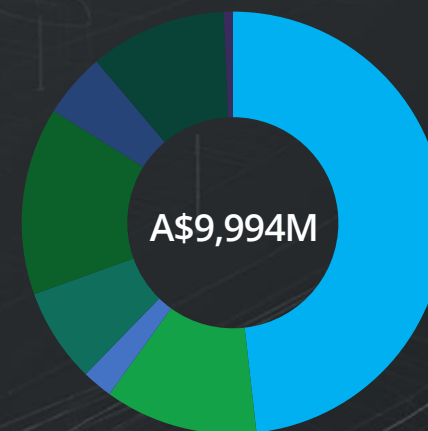
1. Weighted average maturity calculated on full value of drawn funds at AUD value of debt. CAD, CHF, EUR, NOK and USD debt converted at the hedged rate where cross currency swaps are in place. USD debt is converted at the spot exchange rate where no cross currency swaps are in place.

2. Weighted on a proportional drawn debt basis.

Diversification of funding sources

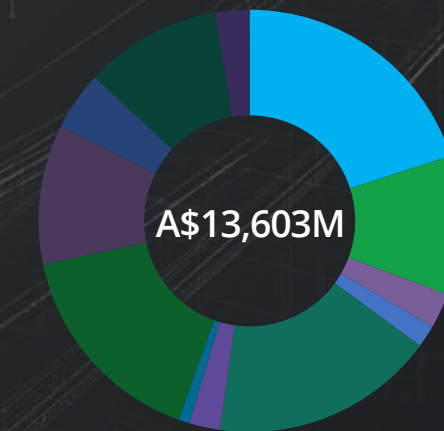
- Refinancing bank debt into capital markets debt provides diversity and enables extension of average tenor of debt — a key component of our capital strategy
 - Reduced dependency on bank debt (from 48% at Jun 14 to 20% at Mar 17), increasing the capacity to fund new projects
- Issuances during 1H17 diversified across markets — USD 144A, AMTN, NOK notes, CHF notes and USPP
 - Since FY14, new markets entered into include AUD PP, CHF notes, NOK notes and USD 144A
 - Diversification at both the corporate and asset level e.g. TQ, NWRG, ED, GWA
- Enhanced optionality enables Transurban to consider multiple markets to optimise volume, price and tenor

June 2014 Group debt¹

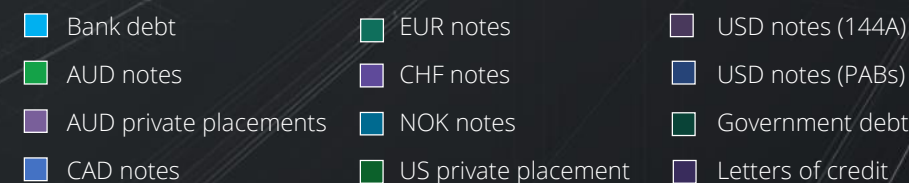


Gearing²: 36.4%

March 2017 Group debt¹



Gearing²: 35.6%



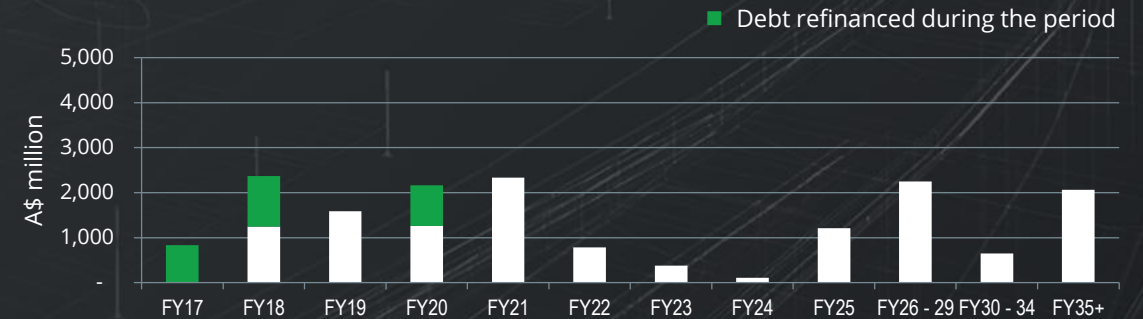
1. Proportional drawn debt inclusive of issued letters of credit. Debt in AUD, CAD, CHF, EUR, NOK and USD debt converted at the hedged rate where cross currency swaps are in place. USD debt is converted at the spot exchange rate (\$0.9420 at 30 June 2014 and \$0.7629 at 31 March 2017) where no cross currency swaps are in place.

2. Proportional drawn debt exclusive of issued letters of credit. Debt in AUD, 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 (\$0.9420 at 30 June 2014 and \$0.7629 at 31 March 2017) where no cross currency swaps are in place. The security price was \$7.39 at 30 June 2014 and \$11.67 at 31 March 2017 with 1,896 million securities on issue at 30 June 2014 and 2,052 million securities on issue at 31 March 2017.

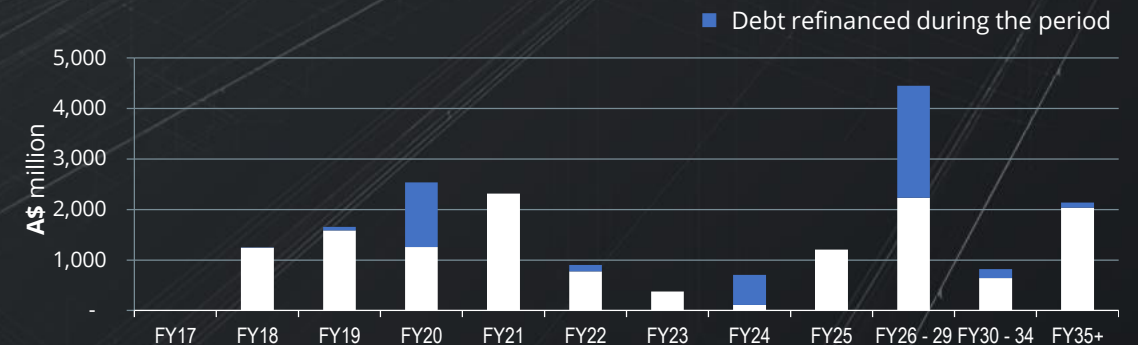
Balance sheet to fund growth

- Large refinancing completed to provide significant bank debt capacity for new issuances to support development pipeline
- Earnings growth underpins balance sheet expansion
- Sufficient capacity to fund current development pipeline
 - West Gate Tunnel is the only project in the current development pipeline potentially requiring additional equity funding
- Access to incremental funding sources – capital releases and DRP
- Strong liquidity through undrawn corporate working capital facility (\$811 million¹) and undrawn facilities at the asset level

June 2016 maturity profile^{2,3,4}



March 2017 maturity profile^{2,3,4}



1. As at 31 March 2017. Includes A\$69 million letters of credit issued from working capital facilities.

2. 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.

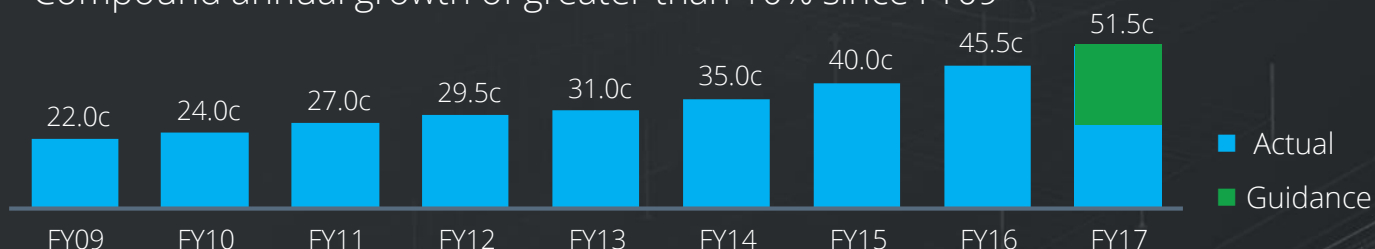
3. Debt is shown in the financial year in which it matures.

4. Debt values are in AUD as at 31 March 2017. CAD, CHF, EUR, NOK and USD debt are converted at the hedged rate where cross currency swaps are in place. USD debt is converted at the spot exchange rate where no cross currency swaps are in place.

Capital management

DPS

- Compound annual growth of greater than 10% since FY09



- Supported by the four pillars of earnings growth: traffic, price, operational efficiencies and development

DRP

- Incremental funding source
- Delivered \$176 million in last 12 months¹

Capital Releases

- Facilitates enhancement of asset capital structures
- Managed prudently to ensure strong investment grade credit metrics are maintained
- Part of upfront development considerations and deal structure to support investment
- Opportunities with NWRG and TQ

Funding Priorities

- New corporate syndicated debt facility including additional liquidity buffer
- WGTP—to be funded by a dedicated corporate tranche, new concession and concession extension
- 395 project—to be funded by a mix of local US debt sources (PABs and VTIB)
- TQ—ongoing diversification into capital markets

1. DRP for 1H17 and 2H16.

Jennifer Aument

Growth potential in North America

North America strategy

- Maintain focus on heavily-congested, urban areas with strong demographics
- Continue to leverage core capabilities and apply a long-term partnership approach
- Prepare to effectively respond to changing market conditions and availability of distressed assets
- Limit risk, exposure and costs associated with long-lead greenfield projects
- Consider equity stakes and other roles to position for long-term expansion
- Maximise the investment made and value created through our existing Express Lanes network

North America macro environment

Economic

- Increasing household income levels driving consumer purchasing power
- Forecast growth in regional employment
- Volatility in Federal Government workforce but strong emphasis on defence spending

Community

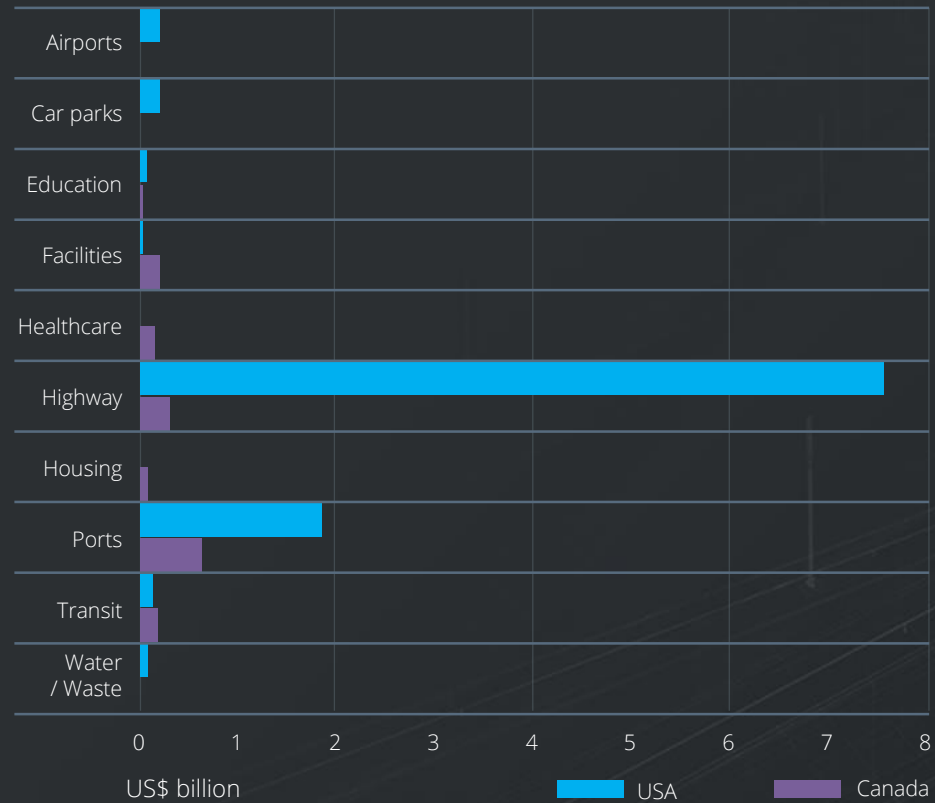
- Increasing customer demands for service, information and choices
- Long-term partner approach aligns with shifting political and consumer sentiment

Political

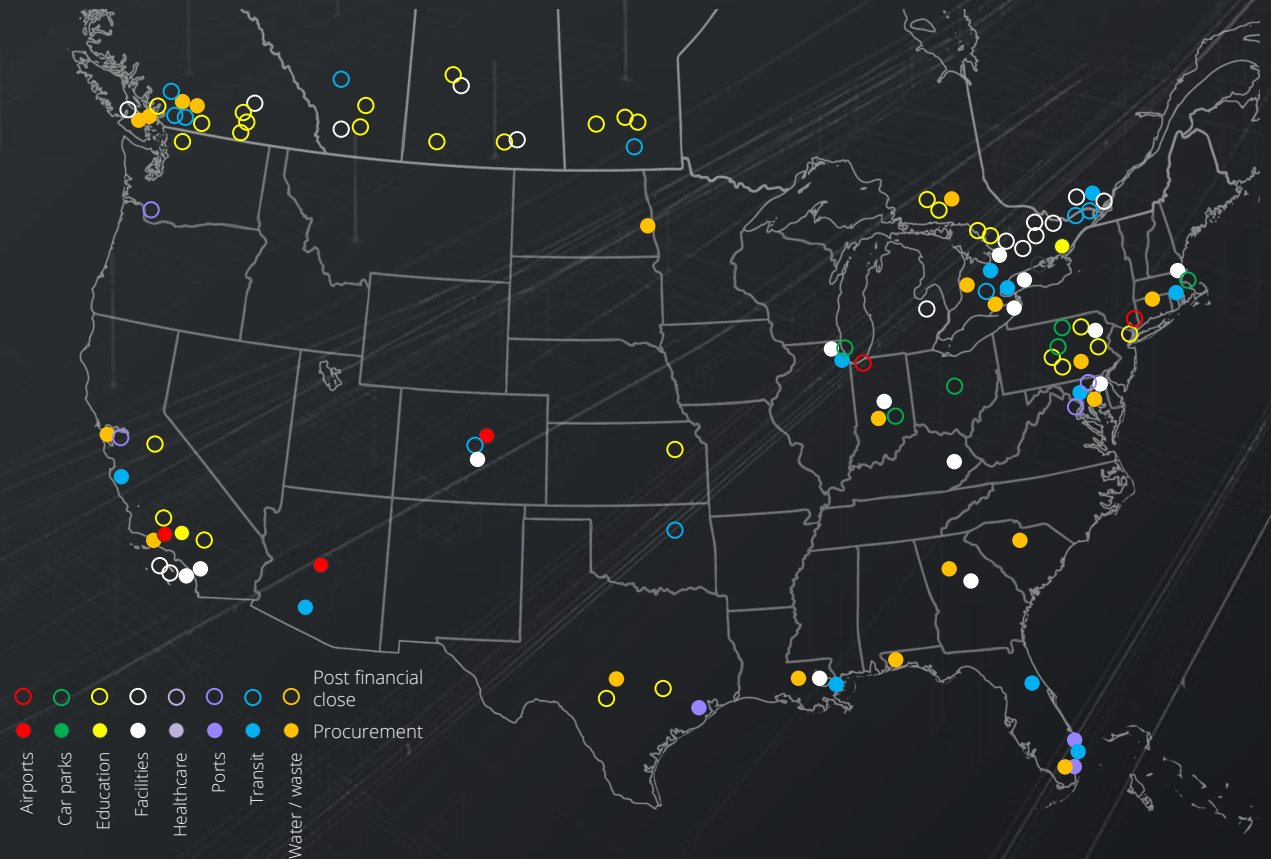
- Virginia elections in 2017 will appoint key leadership positions including a new governor
- Federal Government focus on leveraging private capital to deliver infrastructure backlog
- Executive action to streamline process, accelerate project delivery
- New incentives for states to pursue divestment of assets and public-private partnerships
- Expressed interest in Australian asset recycling approach

Growing adoption of P3s across sectors

Total equity value of all transactions since January 2015



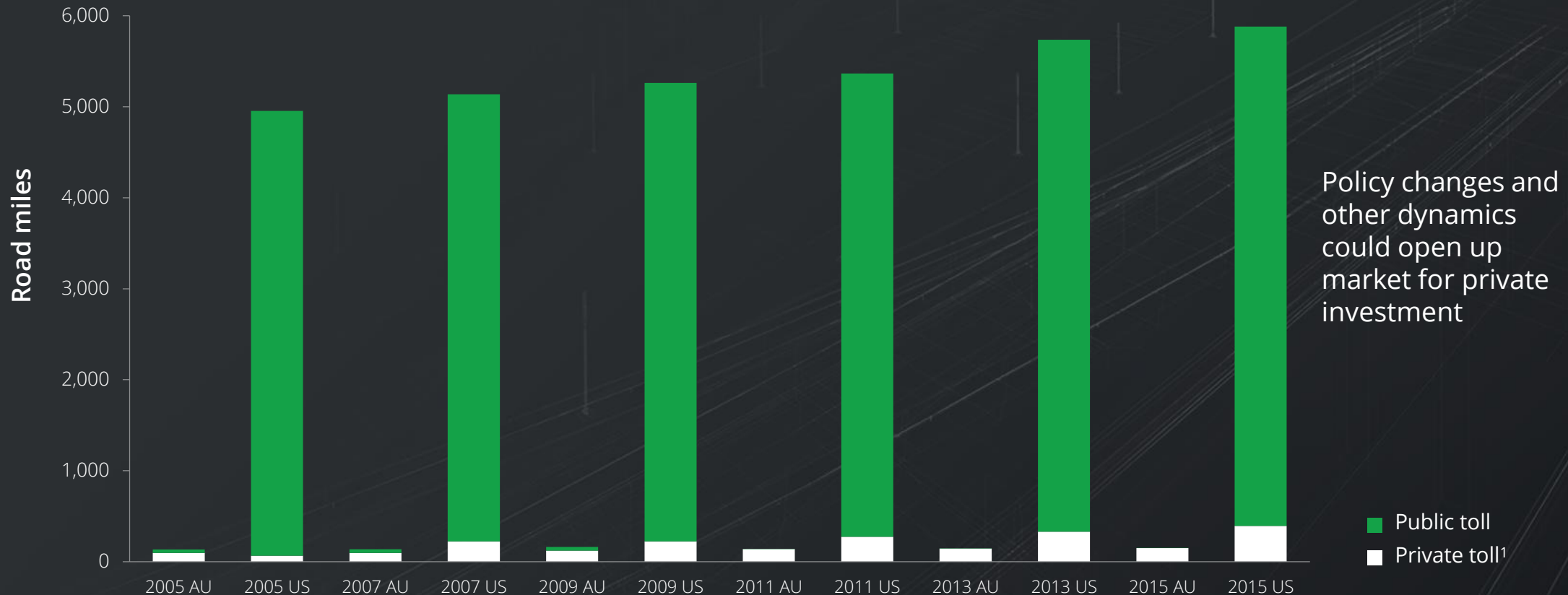
All non-highway P3 projects USA and Canada



Long-term market potential

USA private toll road mileage exceeds Australia

Total toll mileage, Australia versus USA



Source: FHWA Toll Mileage Trends—2005 to 2015

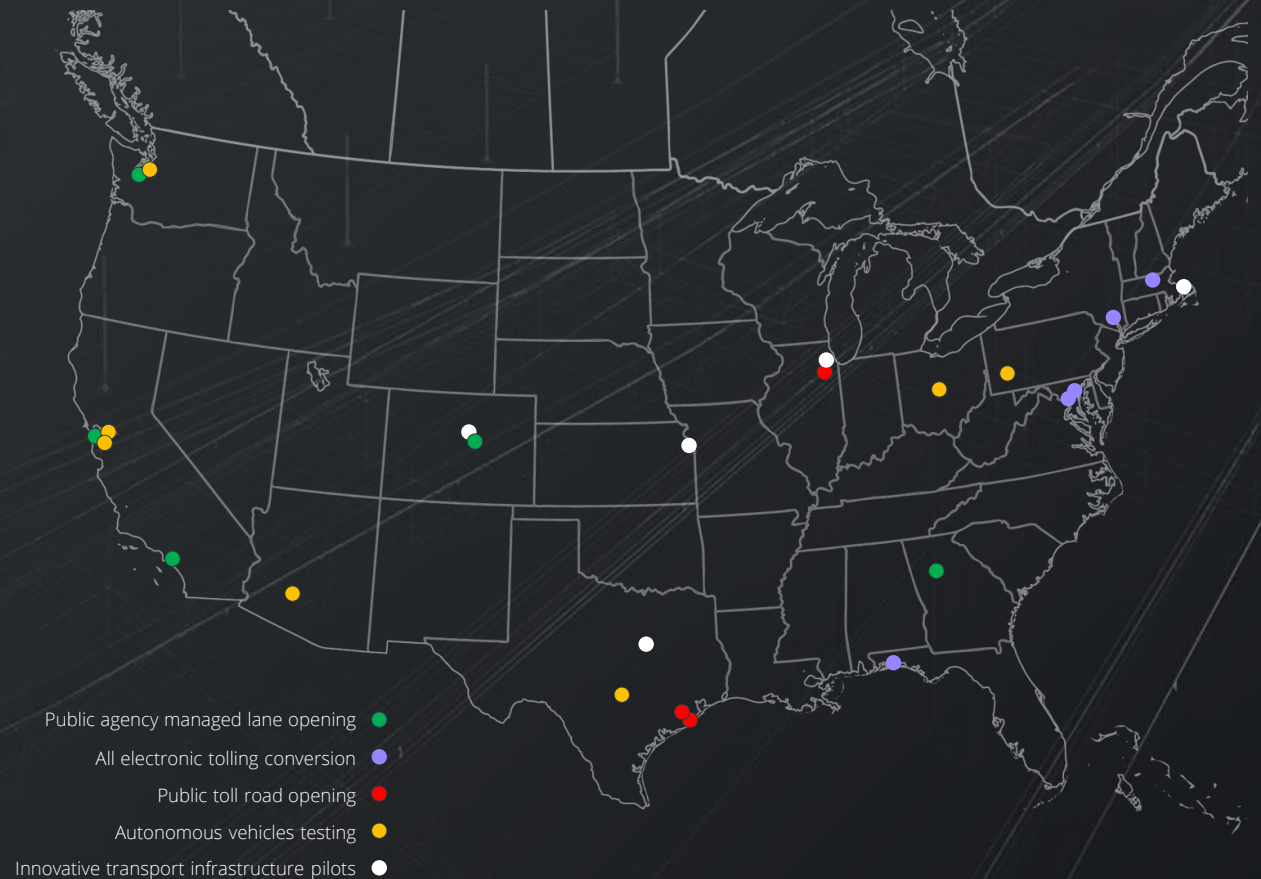
1. Private assets include tolled availability payment P3s

Appetite for innovation among public toll agencies

Public tolling agencies continue to advance traditional and innovative projects including:

- converting to fully-electronic tolling
- advancing interoperability
- opening new managed lanes
- piloting transformative technologies

Notable public sector tolling developments since January 2015



Strategic implications for Transurban

Market fundamentals remain

- Project pipeline slow to develop due to regulatory and political barriers
- Public funding through municipal bond market

Opportunity for meaningful change

- Realistic opportunities for material improvements in project delivery, regulatory reform and expansion of federal innovative financing programs
- New incentives for states will grow the pipeline

Competitive landscape

- Competitors with alternative business models, particularly in greenfield procurements

- Maintain focus on key markets with demographics aligned to Transurban's strategy
- Continue existing network expansion
- Enhance competitiveness through technology solutions, acquisitions and new partnerships
- Consider a variety of pathways to ultimate network positions (e.g. equity stakes, availability payments or service provisions)
- Position business to acquire assets as market conditions evolve

Vin Vassallo

Outcome focused for stakeholders

Melbourne strategy

- Increase network capacity and efficiency through development of existing infrastructure
- Enhance the liveability of local communities
- Further explore opportunities to provide managed motorway services to assets adjacent to Transurban's Victorian network
- Work with partners to trial latest vehicle and road technologies
- Successfully deliver major road infrastructure projects

Melbourne macro environment

Economic

- Fastest growing state economy with nation-leading growth in population and jobs
- Business and population growth centred on inner city and western suburbs
- Robust residential construction activity

Community

- Network-wide road congestion and public transport services remain a key issue in face of continuing population growth
- Local communities focused on amenity of their neighbourhoods and impact of infrastructure
- Support for complementary transport options such as safer cycle paths
- Transparency and articulation of infrastructure benefits

Political

- Political focus will increasingly shift to next election due in November 2018
- Both Labor and Coalition have supported asset recycling
- Growing focus on integrated transport solutions
 - West Gate Tunnel Project
 - Metro Tunnel project
 - Level crossing removals
 - Outer suburban arterial roads program (OSAR)
 - North East corridor

Outcome focused for stakeholders

- Ability to apply and deploy learnings from across the business:
 - Operations excellence
 - Design, construction and project management
 - Community and stakeholder engagement
- Active period for Victoria with:
 - Two live construction projects—CTW and Webb Dock Access
 - One project management contract—Monash Freeway Upgrade (under construction)
 - One project in exclusive negotiations—WGTP

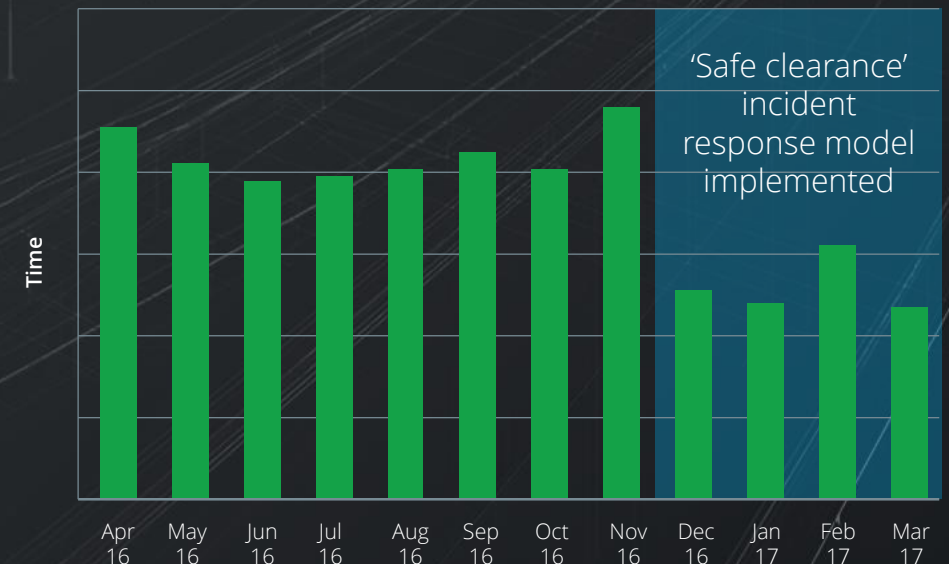


Preparing for enhanced operations

O&M planning for WGTP drawing on successes from across the business

- O&M team members integrated into CTW, WGTP project delivery teams
 - Ensuring long-term considerations embedded in planning phase
- Operational technology considerations including:
 - CAV applications
 - Connected freeway management systems to provide more efficient and effective traffic flow
 - Installation of overheight vehicle detection systems at tunnel entrances
- Safety initiatives
 - Incident response vehicle locations configured to improve response times
- Maintenance
 - Services housed beneath tunnel so as to be accessible during operations
 - Fewer closures for maintenance required

Significant improvement in incident response time



Design, construction and project management

Applying lessons from current projects to WGTP

■ High-quality urban design solution

- Flatter, longer gradient design allowing vehicles to maintain travel speed, improving safety and reducing emissions
- Sustainability features from NCX
- Targeting ISCA rating of Excellent or above

■ Minimising impacts on local neighbourhoods

- Apply CTW model to maintain road capacity during peak periods, keep construction traffic off local streets
- Avoided the compulsory acquisition of any homes
- Maximise fabrication in regional areas to reduce site area requirements and boost the regional economy. Materials transported by rail to minimise noise, dust and traffic impacts
- Acoustic protection at spoil-handling facility to minimise impact locally

■ Risk-management approach

- Collaborative approach with project parties to identify project risks, controls and mitigations
- Enhanced safety with additional incident-response vehicles during construction as with NCX



Community engagement

WGTP builds on successful NCX program

■ Five-phase community engagement

- Increased transparency from project outset about opportunities for feedback and how it informs project outcomes
- To date 5000+ face-to-face discussions, 80+ community engagement events, five project updates reaching more than 30,000 households

■ Community-focused design outcomes

- Over 14km of walking and cycling paths including an innovative 2.5km 'veloway'
- Extended tunnel and moved ventilation shaft further away from homes and schools
- Proposal for nearly 9ha of community open spaces including parklands and wetlands

■ Trucking industry consultation

- Freight-specific consultation sessions and workshops
- Engaged industry consultant to provide freight business trip information to inform tolling
- Indicative pricing released at commencement of project

West Gate Tunnel Project Five Phase Community Engagement



Wesley Ballantine

Network benefits

Brisbane strategy

- Complete integration—final O&M arrangements and technology
- Improve processes and deploy technology across the network to enhance the customer experience
- Explore options to add capacity during peak periods and remain open to non-traditional roles

Brisbane macro environment

Economic

- Returning to trend growth following latest resources cycle:
 - Population
 - Employment
 - Investment
 - Demand

Community

- Industry support for alignment of tolls in return for productivity benefits
- Increasing expectation for wide-reaching engagement programs
- Positive community response to recent corridor enhancements to ease congestion

Political

- Government willingness to partner with private sector for improved customer outcomes
- Market-led proposals supported by major political parties
- Major infrastructure projects:
 - Queen's Wharf development
 - Cross River Rail project
 - Toowoomba Second Range Crossing
- Insufficient public funding available to meet Queensland pipeline projects

Network benefits

Network position enables Transurban to deliver optimal outcomes for Brisbane

Integration

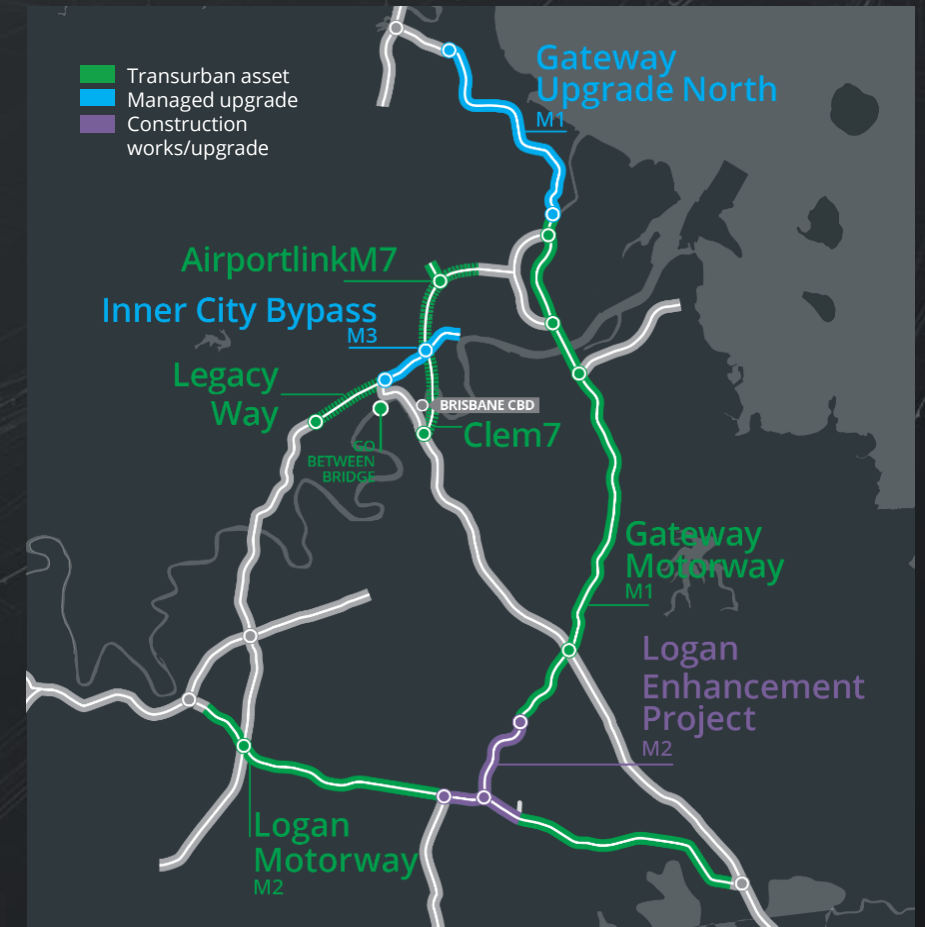


Enhance the network

- Two successful market-led proposals and three construction projects in delivery
- Further network opportunities presenting
- 'Non-traditional' opportunities presenting: ICB O&M and tolling as a service

Enhance the customer experience

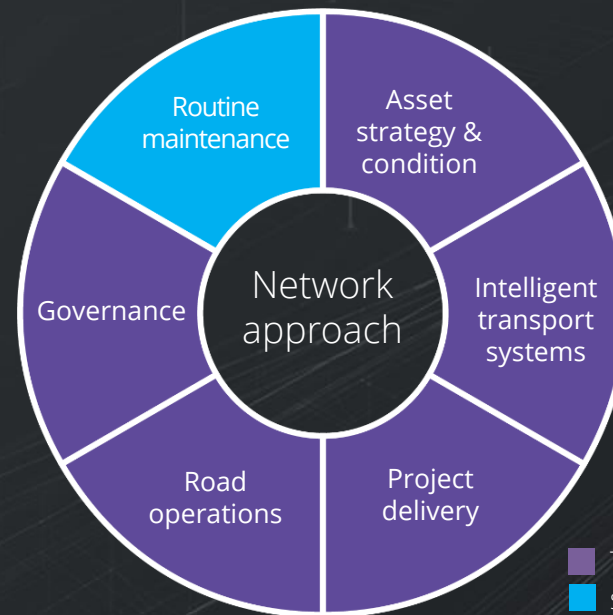
- Improved communications and customer service
- Fee arrangements simplified with improved opportunity to pay tolls and avoid fees
- Significant digital improvements in development



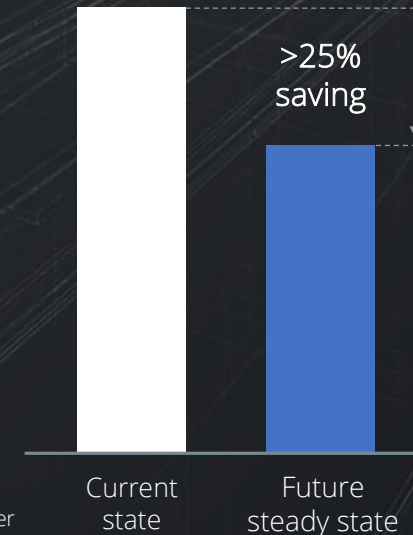
Network-wide operations and maintenance driving enhanced outcomes

Holistic O&M approach

- Tunnel network incident response and maintenance contracts awarded to Egis
- Improved and consistent outcomes
 - Transurban defined contract structure
 - KPIs reflect concession and optimal network outcomes
- Significant savings
- Faster response times
- Facilitates control room consolidation



O&M tunnel cost forecast savings



Transition period



Customer benefits from continued network investments

- Material improvements in customer service
 - Call handling times and quality
 - More than 1,000 in-person retail outlets
- Process improvements resulting in material fee reduction
 - Benefits customers—fewer fees
 - Benefits TQ—tolls collected
 - Benefits State and Council—fewer infringements
- Significant capex program
 - Logan pavement program
 - Works completed with 'customer-first' approach
- Significant technology improvement
 - GLIDe tolling system, apps



95% of customer issues resolved at first point of contact



Substantial reduction in customer fees through improved processes



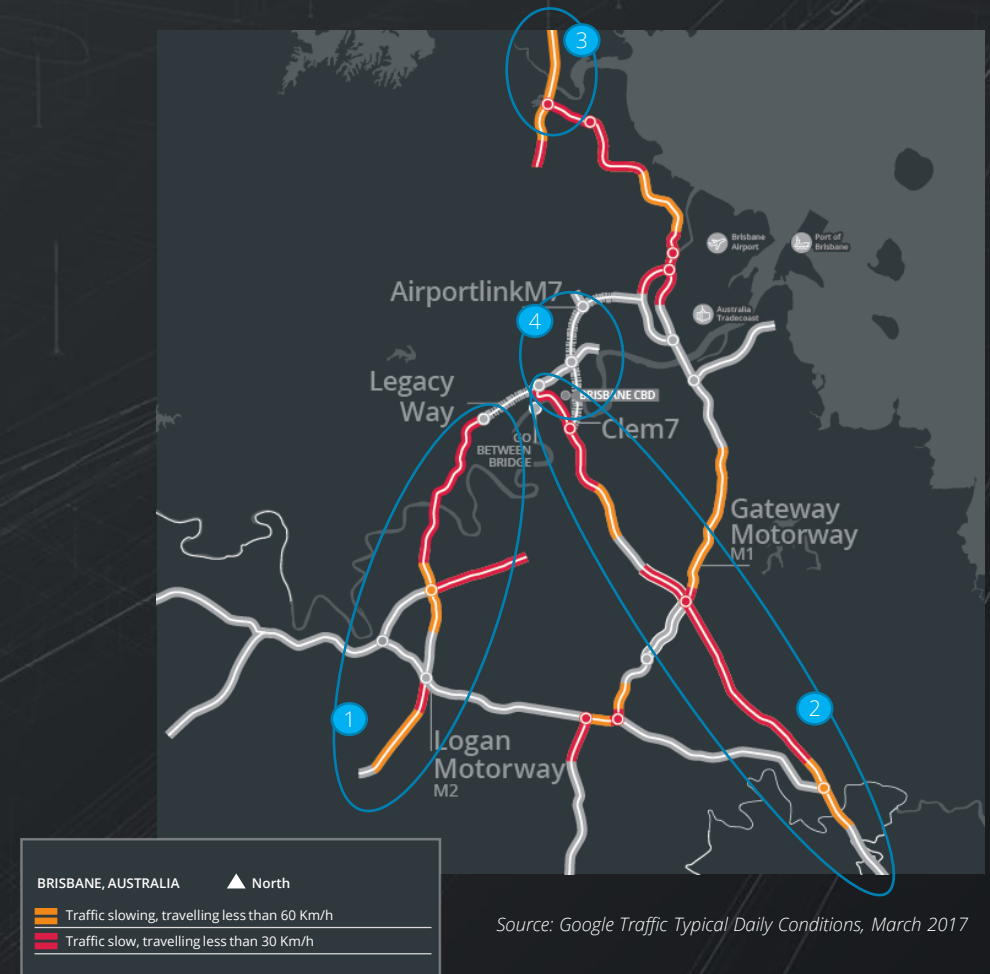
\$100M of capital expenditure since FY15



Market apps in development

Leveraging position for growth

- Network remains in need of significant investment in highly congested corridors:
 1. Centenary / Western Freeway
 2. Pacific Motorway
 3. Bruce Highway
 4. CBD accessibility
- Ability to apply core competencies for network benefits:
 - ICB O&M
 - Toowoomba Second Range Crossing Back Office Tolling
- Further efficiencies:
 - Control room consolidation
 - O&M for open roads



Andrew Head

Data-driven excellence

Sydney strategy

- Work with government partners to provide transport solutions
- Engage and strengthen relationships with local communities
- Demonstrate outstanding project management on current / future construction projects
- Prepare to participate in network growth opportunities
- Continue to integrate technology solutions into our networks to improve the customer experience

Sydney

macro environment

Economic

- Low interest rates have supported significant housing investment
- Population growth expected in north-western and south-western growth corridors
- Jobs growth across Parramatta, western growth corridors and Badgerys Creek airport
- Growth to continue in established centres of CBD, Macquarie Park and North Sydney

Community

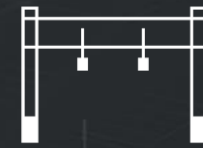
- Population and economic growth justify the recent and continuing investment in infrastructure
- Opportunity to demonstrate the economic and social value of toll road projects through Road Tolling Inquiry
- Strong community engagement and support for NCX

Political

- Largest program of Government infrastructure spending in NSW since Sydney Olympics
 - Sydney Light Rail
 - Western Sydney Airport
 - Sydney Metro
 - WCX
- Government reviewing divestment of interest in WCX and have announced intention to proceed with Western Harbour Tunnel and Beaches Link

Data-driven excellence

- Real-time network management
 - Understanding how motorists use our roads to benefit the network as a whole
- Asset development
 - Monitoring emerging network friction points to implement solutions earlier
- New project application
 - Applying detailed knowledge of traffic patterns across the broader network to inform future investments



Toll gantries



Road sensors



TomTom GPS



Mobile OD* data

*Origin-Destination

Network management

Data-driven initiatives that improve the performance of our networks day-to-day

Inputs

- Real-time data
 - Speed
 - Volume (flow)
 - Occupancy
 - Travel time
 - Video cameras
 - Tag data
 - Weight in motion
 - Weather sensors
- Planning data
 - Bureau of Meteorology
 - Bureau of Statistics
 - Land use and demographics
 - Macro economics

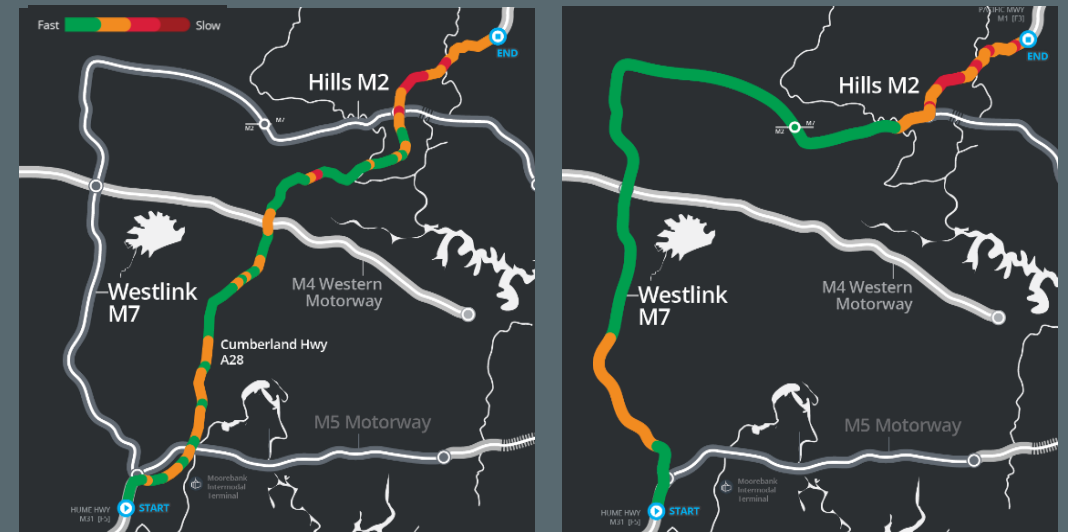
Components

- Demand
 - Ramp metering
 - Dynamic pricing
 - Dynamic route guidance
- Supply
 - Dynamic lane management
 - Tidal/reversible flow and contraflow
 - Shoulder running information and safety
 - Speed advisories and controls
 - Data analytics and incident detection
 - Queue warning
 - Variable message signs

Benefits

- Asset optimisation
 - Increased throughput by avoiding flow breakdowns, and fully using available pavement
 - Improved safety and incident response by preventing accidents, and identifying and responding more rapidly
 - Improved travel time reliability by reducing flow breakdown
 - Improved customer service by providing relevant real-time information

Time and operational savings



Northbound non-tolled route during evening peak periods can take up to two hours

Northbound tolled route (M2 and M7) during evening peak takes between 50 and 80 minutes.

Time savings: up to 40 minutes on tolled route

Freight cost savings: \$30 for a rigid truck; \$63 for B-Double



Asset development

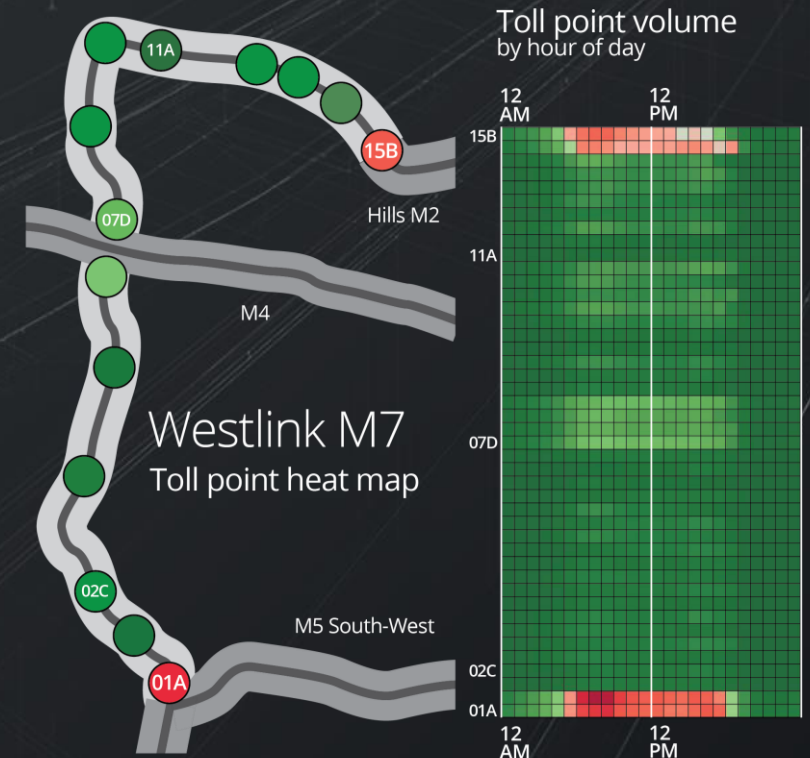
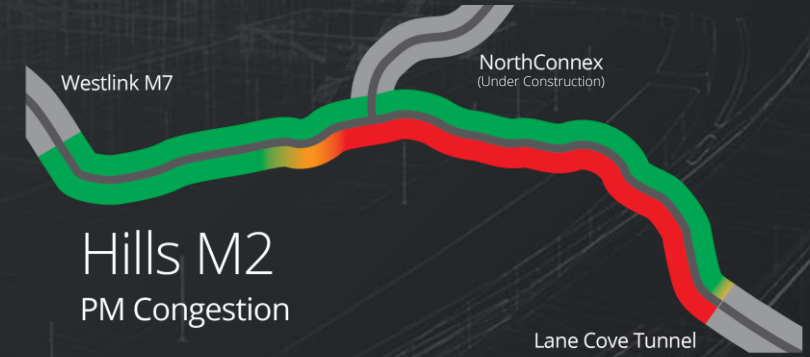
Our in-house traffic modelling team uses proprietary systems to understand network friction points and determine the optimal time to deploy capital

M2 integration

- Analysis of M2 travel speeds highlighted delays at Pennant Hills Road intersection as part of integration works with NCX
- Delivery team working to accelerate construction and minimise disruption
- Deliver benefits of the project to customers sooner

M7 future widening requirements

- Limited amounts of congestion beginning to develop on the M7
- Widening not required immediately – data analysis and investigation could mitigate congestion to defer major works
- Detailed monitoring of congestion trends – data breakdown to 15 min periods
- Anticipate widening required within the next decade



New project application

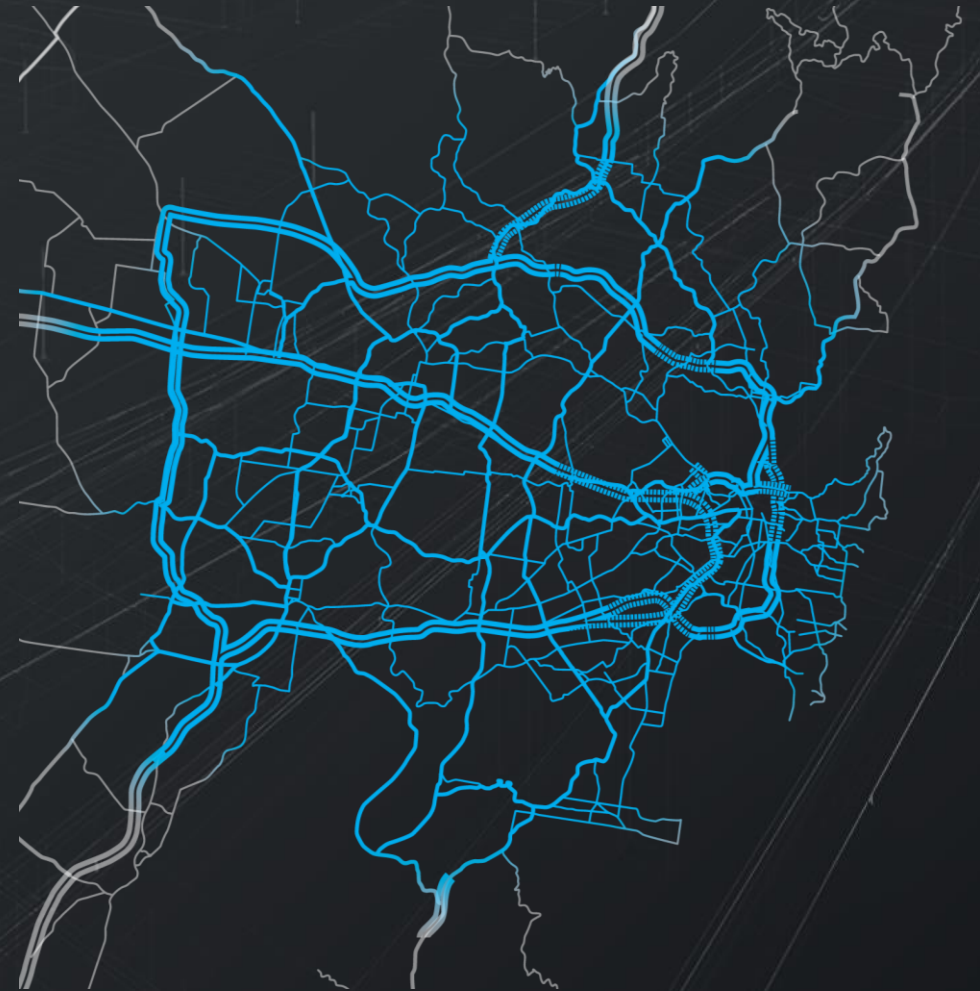
Data-driven IP drawn from across the business and network operations informs bidding and new project decision making

Knowledge of urban transport characteristics

- In-house traffic modelling team comprises 35 specialists
- Traffic models informed by land use, employment drivers, customer behaviour, socio-demographic breakdowns and mode-share patterns and usage
- Project development underpinned by traffic and pricing data

Risk management

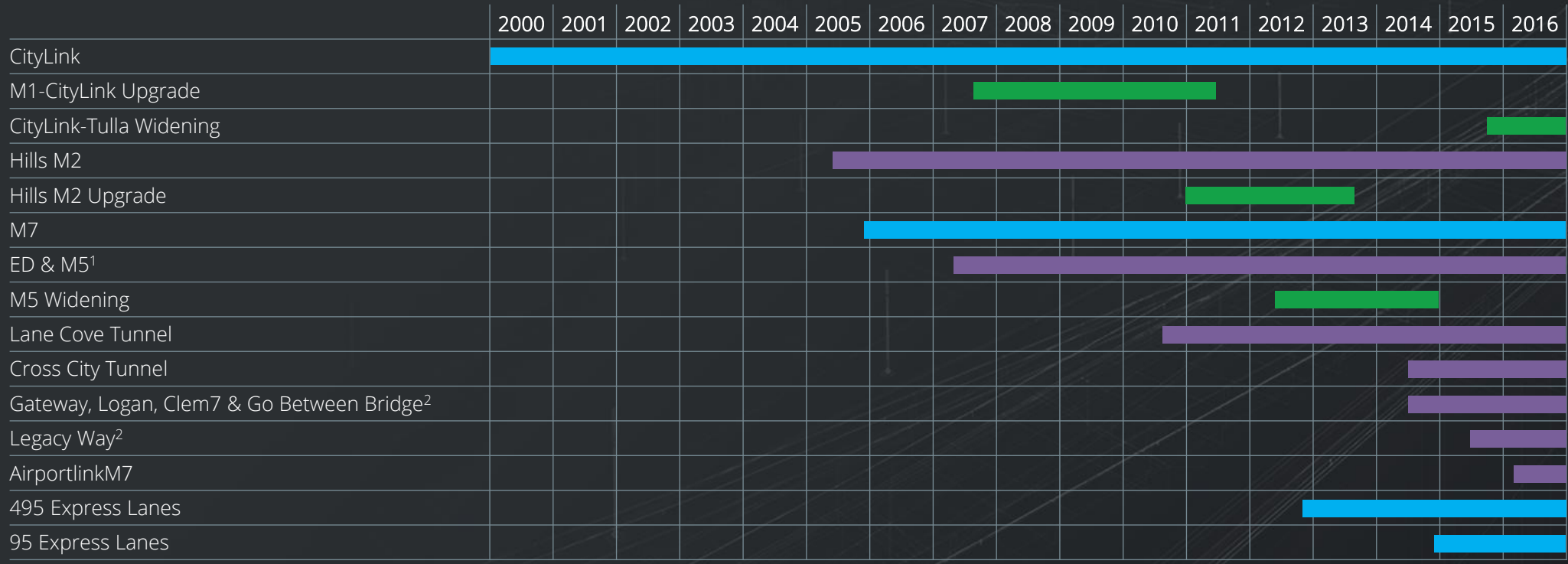
- Models cater for many scenarios to ensure risk commensurate with reward
 - e.g. NCX construction impacts
- Project management systems and processes in place to minimise construction risk
- Operational systems and maintenance experience applied to new projects—synergies shared with partners
- Diverse funding sources analysed and applied to minimise risk where possible
 - Existing traffic or concession extensions offset greenfield traffic risk
 - Diverse funding mix increases value for taxpayers



Analyst

data pack

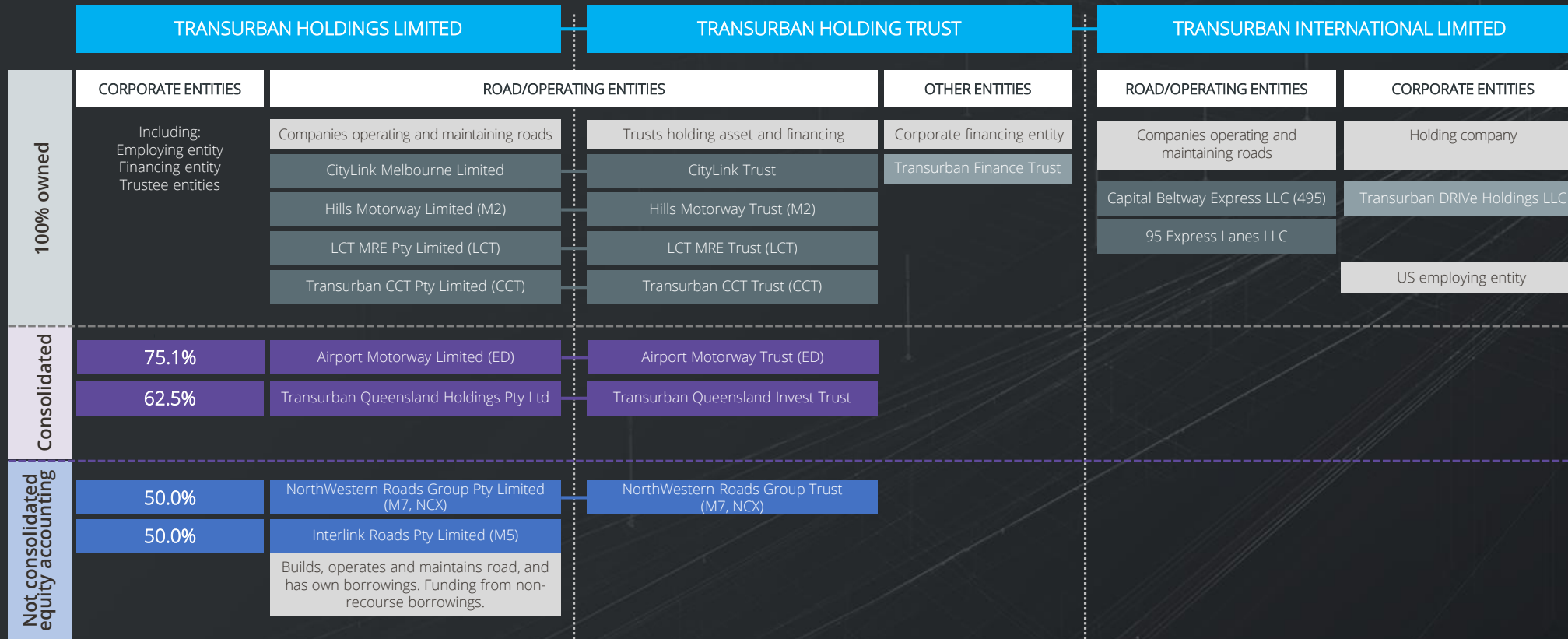
Transurban history



- Transurban D&C projects—road opening date
- Acquired
- Upgrade project

1. Acquired as part of takeover bid of Sydney Roads Group.
 2. Acquisition of Queensland Motorways.

Summarised Group structure



Asset portfolio

31 March 2017

OVERVIEW	MELBOURNE				SYDNEY			
	CITYLINK	M5	M2	ED	M7	NCX	LCT	CCT
Opening date	Dec 2000	Aug 1992	May 1997	Dec 1999	Dec 2005	Under construction	Mar 2007	Aug 2005
Remaining concession period	18 years	10 years	31 years	31 years	31 years	28 years ¹	31 years	19 years
Concession end date	Jan 2035	Dec 2026	Jun 2048	Jul 2048	Jun 2048	Jun 2048	Jun 2048	Dec 2035
PHYSICAL DETAILS								
Length—total	22km in 2 sections	22km	21km	6km	40km	9km	3.8km	2.1km
Length—surface	16.8km	22km	20.4km	4.3km	40km	–	0.3km	–
Length—tunnel	5.2km	–	0.6km	1.7km	–	9km	3.5km	2.1km
Lanes	2x4 in most sections	2x3	2x3	2x3 2x2 some sections	2x2	2x2 ²	2x2 2x3 some sections	2x2 2x3 some ramp sections
OWNERSHIP								
Transurban ownership	100%	50%	100%	75.1%	50%	50%	100%	100%
TOLLING								
Large vehicle multiplier	LCV: 1.6x HCV: 3x	3x	3x	2x	3x	3x	3x	2x

1. Concession period from expected opening date late 2019.
 2. Capacity for 3 lanes in each direction in future if required.

Asset portfolio

31 March 2017

OVERVIEW	BRISBANE						GREATER WASHINGTON AREA	
	GATEWAY MOTORWAY	LOGAN MOTORWAY	CLEM7	GO BETWEEN BRIDGE	LEGACY WAY	AIRPORTLINK M7	495 EXPRESS LANES ²	95 EXPRESS LANES ²
Opening date	Dec 1986	Dec 1988	Mar 2010	Jul 2010	Jun 2015	Jul 2012	Nov 2012	Dec 2014
Remaining concession period	35 years	35 years	34 years	47 years	48 years	36 years	71 years	71 years
Concession end date	Dec 2051	Dec 2051	Aug 2051	Dec 2063	Jun 2065	Jun 2053	Dec 2087	Dec 2087
PHYSICAL DETAILS								
Length—total	23.1km	38.7 ¹ km	6.8km	0.3km	5.7km	6.7km	22km	46.6km
Length—surface	23.1km	38.7 ¹ km	2.0km	0.3km	1.1km	1.0km	22km	46.6km
Length—tunnel	–	–	4.8km	–	4.6km	5.7km	–	–
Lanes	6,8 and 10 (various) 12 Gateway Bridge	2x2	2x2	2x2	2x2	2x3	2x2 HOT lanes	2 and 3 reversible HOT lanes
OWNERSHIP								
Transurban ownership	62.5%	62.5%	62.5%	62.5%	62.5%	62.5%	100%	100%
TOLLING								
Large vehicle multiplier	LCV – 1.5x HCV – 2.65x ⁴	LCV – 1.5x HCV – 2.65x ⁴	LCV – 1.5x HCV – 2.65x ⁵	LCV – 1.5x HCV – 2.65x ⁵	LCV ³ – 1.5x HCV ³ – 2.65x ⁶	LCV – 1.5x HCV – 2.65x	No multiplier – trucks >2 axle not permitted	No multiplier – trucks >2 axle not permitted

1. Length includes 9.8km of Gateway Extension Motorway.
2. On 29 June 2015, Transurban acquired the remaining equity interest in both the 495 and 95 Express Lanes.
3. Calculated based on the non-discount car and truck toll, which applied from 2 May 2016.
4. Logan and Gateway HCV tolls progressively moving up to 3.46 times cars post LEP (completion expected mid-2019).
5. Multiplier to increase to 3 times cars post-ICB upgrade (completion expected mid-2018).
6. Multiplier to increase to 3 times cars due to ICB upgrade (expected mid-2020).

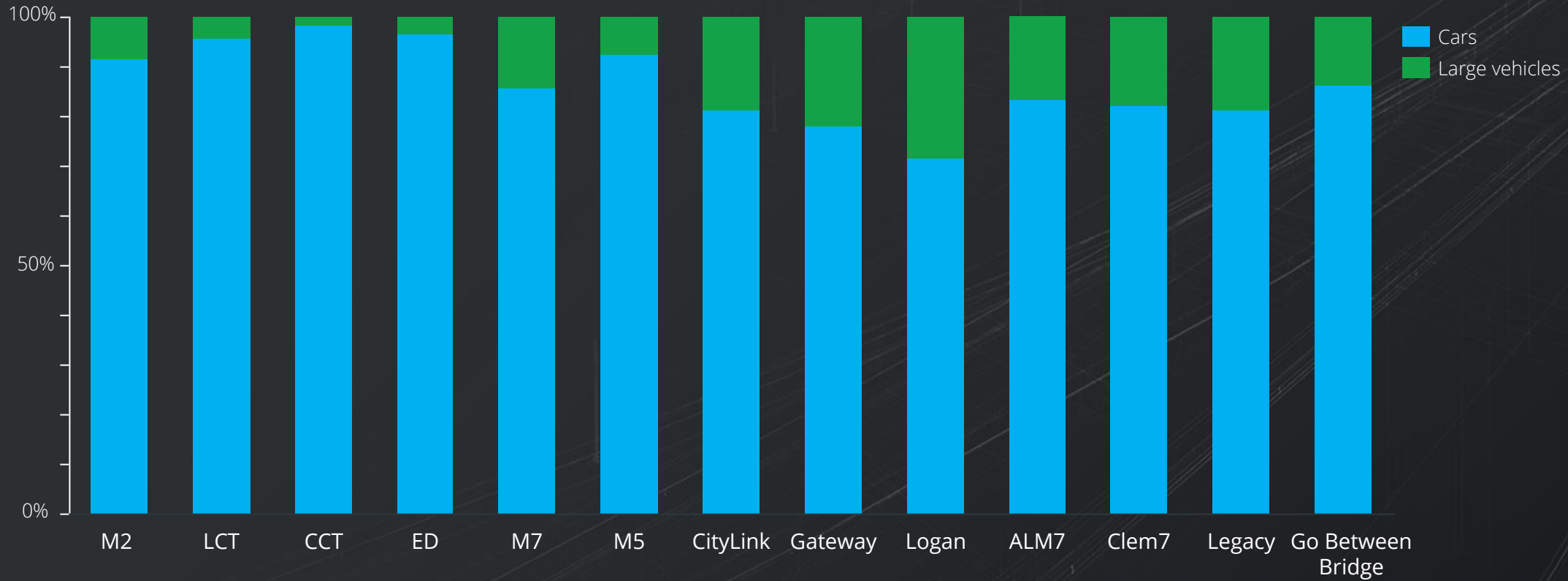
Tolling escalation

MOTORWAY	ESCALATION
CityLink	Escalated quarterly by the greater of quarterly CPI or 1.011065% per quarter for the first 16 years (until 31 December 2016), then quarterly by CPI. This is subject to a cap of annual CPI plus 2.5%, which cannot be exceeded.
M2	Escalated quarterly by the greater of quarterly CPI or 1%.
LCT	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.
ED	Escalated quarterly by the greater of a weighted sum of quarterly AWE and quarterly CPI or 1%.
M7	Escalated or de-escalated quarterly by quarterly CPI.
M5	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.
CCT	Escalated quarterly by: the greater of quarterly CPI or 0.9853% (equivalent to 4% per annum) to June 2012; the greater of quarterly CPI or 0.7417% (equivalent to 3% per annum) to June 2018; quarterly CPI to concession end.
Logan Motorway	Tolls escalate annually at Brisbane CPI. The toll cannot be lowered as a result of deflation.
Gateway Motorway	Tolls escalate annually at Brisbane CPI. The toll cannot be lowered as a result of deflation.
Clem7	Tolls escalate annually at Brisbane CPI. The toll cannot be lowered as a result of deflation.
Go Between Bridge	Tolls escalate annually at Brisbane CPI. The toll cannot be lowered as a result of deflation.
Legacy Way	Tolls escalate annually at Brisbane CPI. The toll cannot be lowered as a result of deflation.
AirportlinkM7	Tolls escalate annually at Brisbane CPI. The toll cannot be lowered as a result of deflation.
495 Express Lanes	Dynamic, uncapped.
95 Express Lanes	Dynamic, uncapped.

Traffic mix

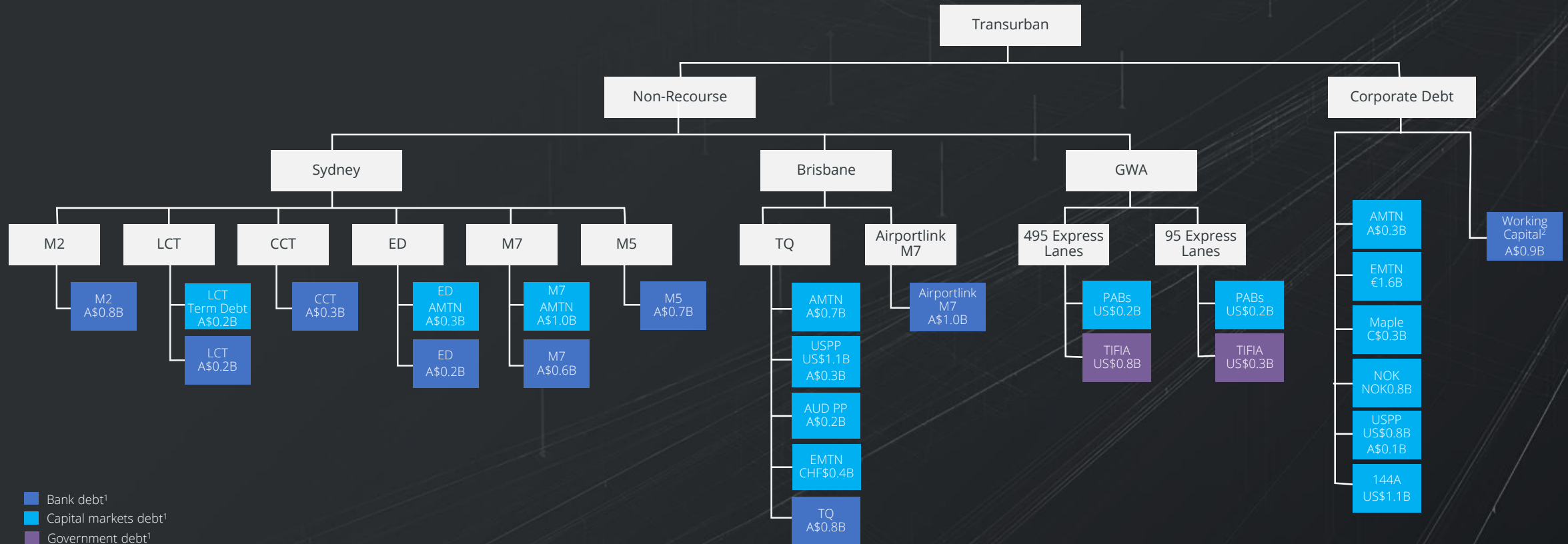
March quarter 2017

Proportion of vehicle class by ADT



Funding structure

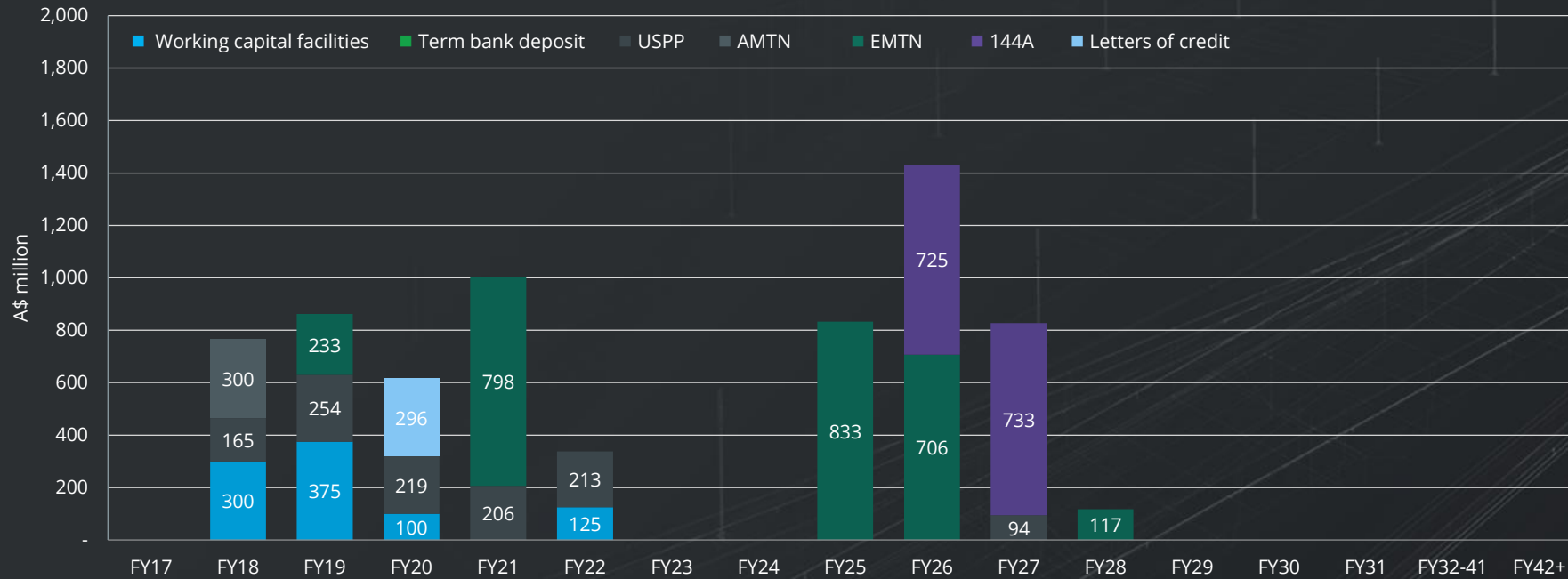
31 March 2017



1. Debt facilities including undrawn available facilities, in the base currency of debt before hedging.
 2. Corporate working capital facilities are bilateral facilities and can be drawn in AUD and/or USD.

Corporate debt maturities

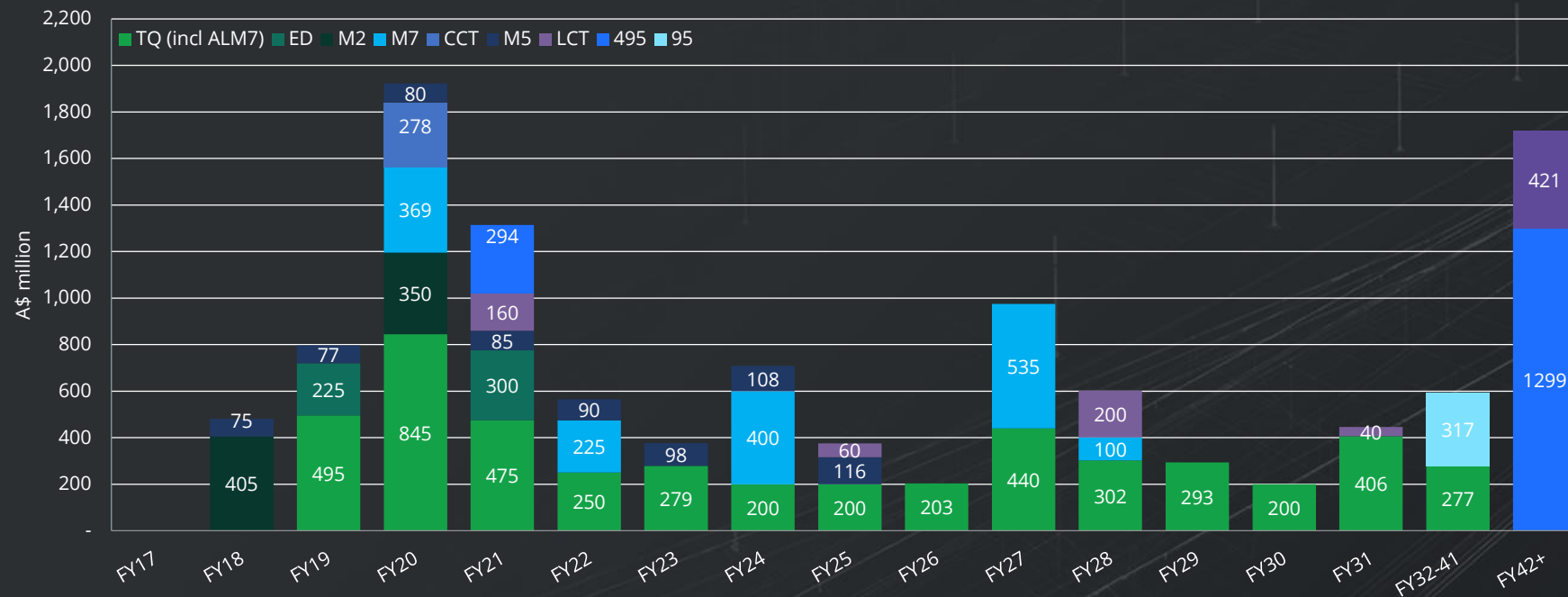
31 March 2017



1. Debt is shown in the financial year in which it matures.
2. Debt values are in AUD as at 31 March 2017. CAD, EUR, NOK and USD debt are converted at the hedged rate where cross currency swaps are in place.
3. USD debt is converted at the spot exchange rate (\$0.7629 at 31 March 2017) where no cross currency swaps are in place.

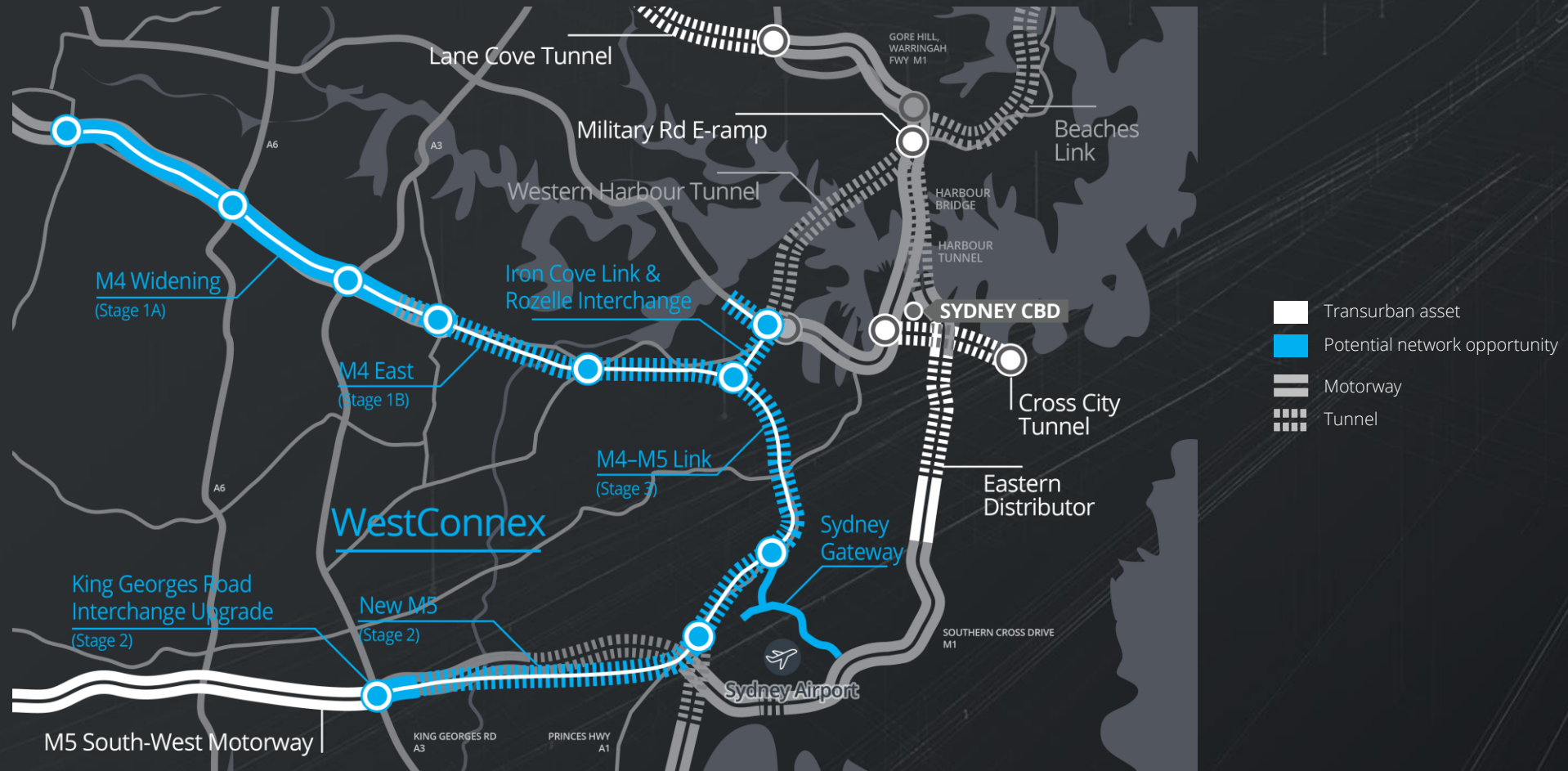
Non-recourse debt maturities

31 March 2017



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. Debt values are in AUD as at 31 March 2017. CHF and USD debt are converted at the hedged rate where cross currency swaps are in place.
4. USD debt is converted at the spot exchange rate (\$0.7629 at 31 March 2017) where no cross currency swaps are in place.
5. 95 Express Lanes and 495 Express Lanes maturities show final maturity dates.

WestConnex project map



WestConnex project details

- Transurban continues to prepare for a WCX sell-down. Scope of sale to be determined
- Competitive process with significant interest expected from multiple parties
- **Stage 1:** Both stage 1A and 1B are under construction
- **Stage 2:** New M5 currently under construction. Planning is underway for Sydney Gateway
- **Stage 3:** Draft design to be released in 2017
- Construction completion risk to transaction
- Project capital expenditure forecast \$16.8 billion



STAGE	ASSET	OPEN TO TRAFFIC ¹	MAX TOLLS (2015) ¹
Stage 1A	M4 Widening	2017	\$4.21
Stage 1B	M4 East	2019	\$3.65
Stage 2	New M5 (incl. KGRIU)	2020	\$5.72
Stage 2	Sydney Gateway	2023	TBD (if any)
Stage 3	M4-M5 Link	2023	\$6.01

Transurban's approach

- Track record of working with industry and government partners to deliver whole-of-market outcomes
 - Accelerated upgrades and enhancements e.g. NCX
 - Deployment of technology
 - Customer service initiatives
 - Extensive engagement with community
 - Embedded safety culture
 - Construction management experience and market knowledge
- Long-term owner-operator to the benefit of NSW
 - Strong understanding of traffic based on existing network position
 - Competitive position through synergies, efficient capital structures and potential partners

1. Figures in table from WCX Updated Strategic Business Case, November 2015.

Glossary

Glossary

ADT	Average daily traffic
ALM7	AirportlinkM7
AUD	Australian Dollars
CAD	Canadian Dollars
CAV	Connected and autonomous vehicle
CBD	Central business district
CCT	Cross City Tunnel
CHF	Swiss Francs
CPI	Consumer price index
CTW	CityLink-Tulla Widening
D&C	Design and construction
DPS	Dividends per share
DRP	Dividend reinvestment plan
ED	Eastern Distributor
EUR	Euro
FFO	Funds from operations
FY	Financial year
GFC	Global financial crisis
GGM	Group General Manager
GLIDe	Tolling back office system
GPS	Global positioning system
GWA	Greater Washington Area
ICB	Inner City Bypass
IP	Intellectual property

ISCA	Infrastructure Sustainability Council of Australia
KGRIU	King Georges Road Interchange Upgrade
KPI	Key performance indicator
KM	Kilometre
KM/H	Kilometres per hour
LCT	Lane Cove Tunnel
M&A	Mergers and acquisitions
M2	Hills M2
M5	M5 South West Motorway
M7	Westlink M7
NCX	NorthConnex
NOK	Norwegian Krone
NWRG	NorthWestern Roads Group
O&M	Operations and maintenance
OSAR	Outer Suburban Arterial Roads
P3/PPP	Public private partnership
PAB	Public activity bond
PP	Private placement
S&P	Standard & Poor's
TQ	Transurban Queensland
USD	US Dollars
VTIB	Virginia Transportation Infrastructure Bank
WCX	WestConnex
WGTP	West Gate Tunnel Project