

495 EXPRESS LANES PRICED TO MOVE



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TRANSURBAN

- > International infrastructure investor and operator
- > Operating in United States and Australia
- > \$8.5 billion ASX company
- > Unique long-term operator model aligns with governments
- > VDOT partner on Express Lanes in Virginia

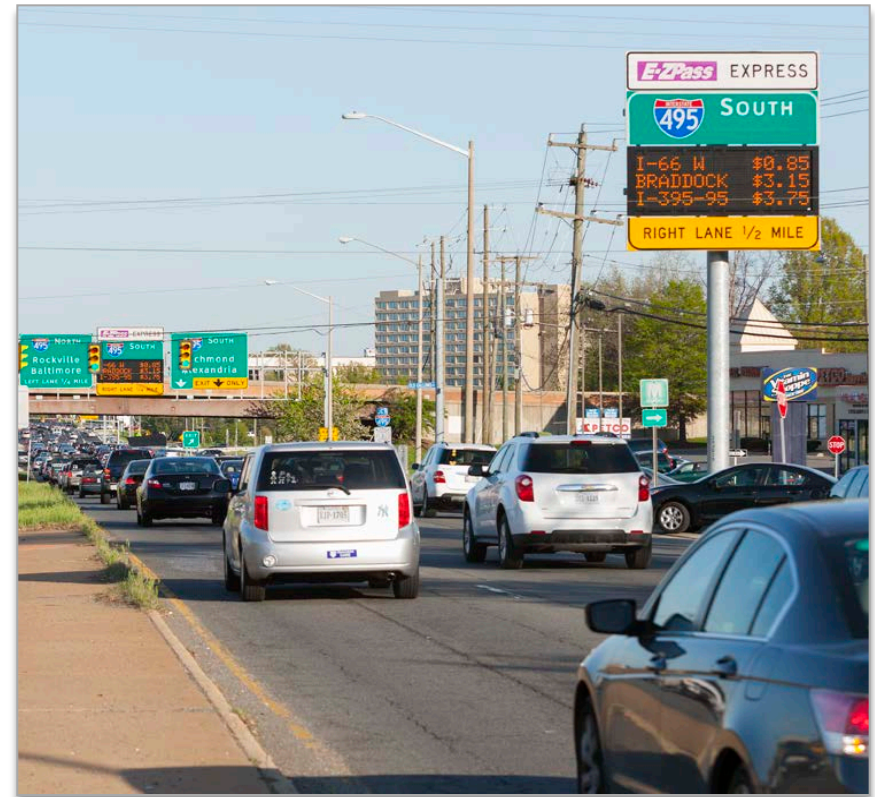




DYNAMIC PRICING

REAL-TIME REFLECTING TRAFFIC LEVELS

- > Variably priced based on traffic demand
- > Need to maintain federal required performance standards of 45 mph + speeds
- > Updated approximately every 15 minutes
- > Checks and balances to prevent toll spikes



KEY CONSIDERATIONS

IN PRICING POLICY

Safety

Customer

Managing
congestion

User groups

Contractual
requirements

Managing
expectations

DYNAMIC PRICING OPTIONS

Indicative

- Price locked for the immediate section
- Indicative prices for downstream sections
- Section prices updated regularly
- Pricing DMS required along the facility

Fixed

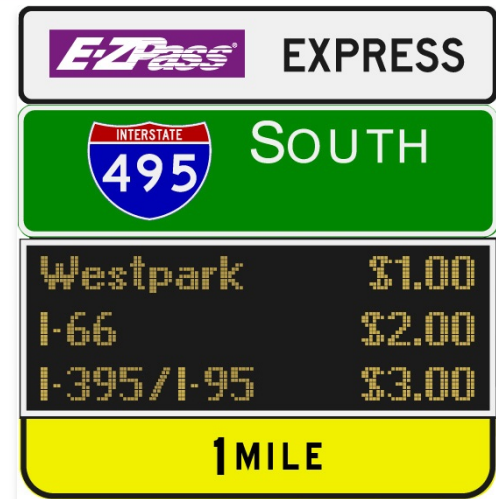
- Price for trip is displayed and locked at entry
- Pricing DMS needed only at entry points

Provisional

- Fixed prices with ability to change prices if needed (for example: major incident)
- Mainline DMS used if prices need to change rapidly
- Display new price for affected section prior to the section and add to earlier locked fixed price

WHAT CUSTOMERS TOLD US

- > Open to and understood dynamic pricing
- > You might change the price on me when I'm in the lanes? No thanks.



- > Show me a total price instead of per mile
- > I can estimate my toll price based on what's displayed
- > Please show the maximum toll I could pay

COMMUNICATING PRICES

ON ROAD AND IN OUTREACH

