





National & Cross-border Tolling Interoperability Arnaud Carchon, General Manager, Cofiroute UK, Vinci Concessions





AUGUST 30 – EPTEMBER 2, 2015

# VINCI Concessions, a leading Highway Concessionaire and Operator – overview of worldwide operations





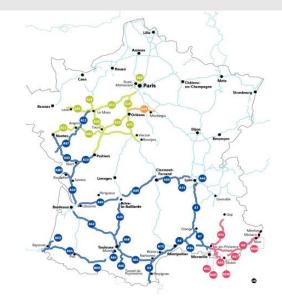
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VINCI Autoroutes - 4,368 km of Toll Motorways in France

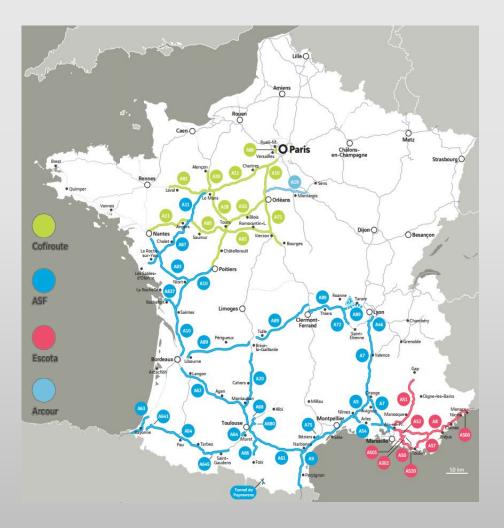
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### **VINCI** Autoroutes

- 4,368 km of Motorways in operation
  2,260,000 transactions per day
- 4,755 million euro turnover
- 3,390 million euro EBITDA
- 16,807 million euro debt







## France / Spain Interoperability Case Study

- Interoperability for cars between:
  - A63 and A64 operated by VINCI Autoroutes (France)
  - And A8 operated by Bidegi (Spain)





Biriatou Toll Plaza, A63, France 4



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#### Cross-border?







### History

- Location
  - "Eurocite Basque" across Basque Country in Spain and France
  - Intense cross border activity (trade, business, shopping, tourism, etc)
- The Need :
  - Significant traffic congestion at the border
  - A shared willingness on both sides to work together with the shared objective to improve Customer Service
- The new service started in March 2007

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### Challenges

#### Customer experience

- A French (Spanish) driver cannot use his tag in Spain (France) and instead has to pay with cash or bank card
- In addition, some bank cards issued in Spain are not valid at A63 and A64 Toll Plazas in France

#### • ETC systems are based on different concepts and architectures

- The VIA-T system in Spain, where tags are issued by banks and transactions processed through a central clearinghouse
- The Liber-T system in France, an intercompany ETC system based on interoperability agreements and business processes between all French Toll Road Concessionaires



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#### Implementation

• End 2005: Cooperation Agreement with 3 objectives

- Share real time data to coordinate traffic management
- Coordinate efforts to improve border crossing between France and Spain
- Develop a cross-border ETC system based on existing products
- 2006 : Design stage on both sides of the border
  - Technical and Legal Feasibility Study (7 months) approved in August 2006
  - Detailed Design and IT development and modifications
- 2007 : Testing and commissioning
  - In lane testing
  - Implementation of dedicated road signage
  - Agreement between VINCI Autoroutes and BIDEGI signed
  - Go live on the 1st March 2007

Autoroutes du Sud de la France	
A63/A8 PROTOCOLE DE COOPÉRATION	A63/A8 PROTOCOLO DE COOPÉRACION
Entre les parties désignées ci- après :	Entre las partes designadas a continuación:
<ul> <li>La société BIDEGI, ayant son siège situé au San Sébastien, 53- A rue de Portuette, bureau 208, seprésentée par son Directeur Contest , Monsieur Nactor Arana Azabaolaza, désignée ci- après par « BIDEGI »</li> </ul>	-La sociedad Agencia Guipuzcoana de Infraestructuras BIDEGI, con sede en San Sebastián, calle Portuetxe 53-A, Oficina 208 y representaría pre en Directure General, D. Nestor Arana Arabaciaza, designada en adelante como "BIDEGI"
La Société Autoroutos des Sud de la France, ayant son siège situé au 100 avenue de Suffren à Paris (France) représenté par son Directeur Régional d'exploitation de Biarritz, Monsteu Jean-Pierre Pascuan, désignée ci-après par - ASF -,	La Sociedad Autopiatas del Sur de Francia, con sede en avenida de Suffren nº 100 de Paris (Francia) representada por su Director Regional de explotación de Biarritz, D. Jean Pierre Pascouau, designada en adelante como "ASF".
Il a été convern ce qui mit :	Han accordado:
Préambule :	Presimitation
ASF et BIDEGI, entreprises gestionnaires des Antoroutes A63 et A3 sont confrontées à des problématiques communes d'exploitation de leur réseau, avec la nécessité de antinhenir le meilleur service possible à leurs clients analgré Taugmentation continue du trafic et les conséquences du nombre d'incidents croismants de	ASF y EIDEGE, empresas encargadas de la gestión de las Autoputas A63 y A8, afrontan problemas comunes de explosación de su red, con la vocación de obrecer el mejor servicio posòle a sus clientes, en un contexito de aumento continuo del tráfico y de las consecuencias del námero de incidentes crecientes de carentación.
colle de cospiration ASF/BIDEGI – le 39 Décembre 2005	







### Clear and simple business rules

- No additional cost for Customers
- VINCI Autoroutes and BIDEGI are the only stakeholders no involvement of the tag issuing banks in Spain
- Each Operator keeps an exclusive relationship with its Customers including the management of complaints and claims
- Each Operator invoices on behalf of the other, transactions files are exchanged to allow full trip invoicing
- No fees between both Operators
- Month end reconciliation and sharing black lists
- A Joint Committee to resolve disputes

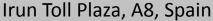




#### **Customer perspective**

- Dedicated local resident discount program in France and available to any VIA-T customer in Spain
- Customers keep their tag accounts with their home country operator
- Specific dedicated lanes and special signage for interoperability in Spain all ETC lanes can be used in France
- Customer mailing list shared so that all TnCs are communicated efficiently and inexpensively to customers









#### Results

- Better flow and less congestion at toll plazas
- Less gas emissions
- Technical procedures, invoicing and clearing mechanisms working well – no change since 2007
- Positive feedback from customers
- In France
  - 30,000 registered customers end 2007
  - 50,000 registered customers end 2010
  - 70,000 registered customers end 2014



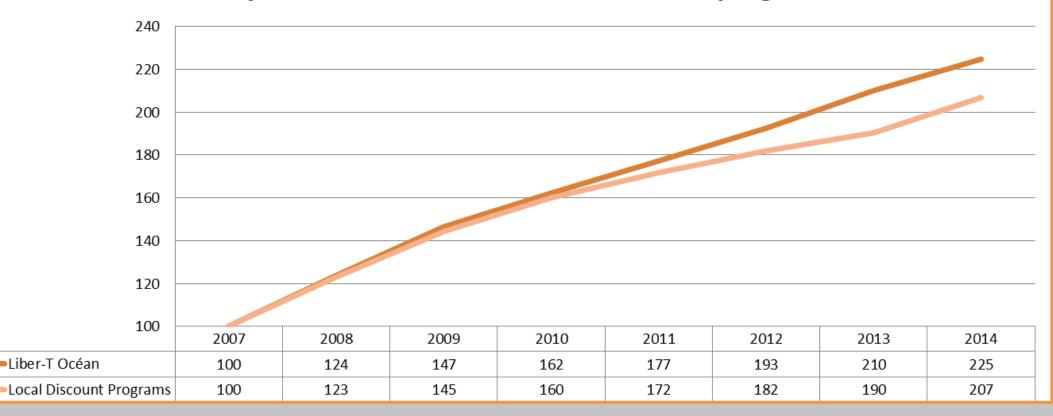


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#### Results

Take-up of Liber-T Océan vs all local discount programs



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#### Key success factors

- Customer need: intense cross border activity (trade, business, shopping, tourism)
- Large Customer base: densely populated area (700,000 inhabitants) – high traffic volumes (30-40,000 AADT)
- The willingness of both parties, including local political support
- And a strong cultural fit between both sides of the border and between both operators





#### Dublin BTTA 83<sup>40</sup> ANNUAL REETING & EXHIBITION

#### New initiative between France and Spain: Cross-border journey time information

- Today: exchange between A9 (ASF) and AP7 (Acesa) of elementary journey time data on Montpellier-Le Perthus and Le Perthus-Barcelona sections
- End 2015, possibility of aggregating those elementary journey time data for generating tailor-made cross-border journey time such as Perpignan-Barcelona or Gerona-Perpignan and information displayed on VMS to be trialled
- End 2016, extension of journey time information to the whole Montpellier-Barcelona motorway network

