



National & Cross-border Tolling Interoperability

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



VINCI Highways - 1,000 km of motorways and 1,300 km of urban roads

- > GERMANY
- > GREECE
- > RUSSIA
- > SLOVAKIA
- > UNITED KINGDOM
- > PORTUGAL
- > NETHERLANDS
- > USA
- > CANADA
- > JAMAICA



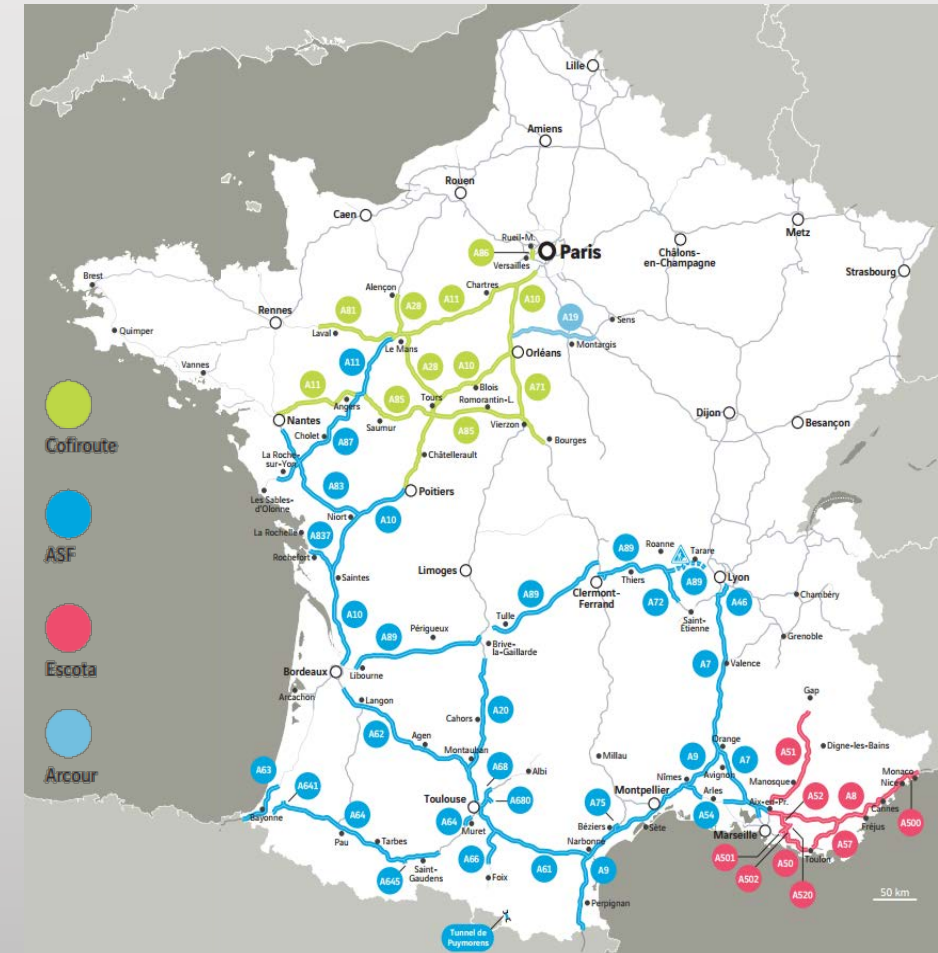
VINCI Autoroutes - 4,368 km of Toll Motorways in France

- > ASF
- > COFIROUTE
- > ESCOTA
- > ARCOUR



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)



Bariatou Toll Plaza, A63, France 4

Cross-border?



History

- Location
 - “Eurocité 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

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

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 BIDEGL signed
 - Go live on the 1st March 2007



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



Irun Toll Plaza, A8, Spain

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

Autoroutes du Sud de la France

BIDEGI

Avec le Télépéage Liberté Océan, passez la frontière
Telepeaje, para circular sin fronteras
Gainditu mugak teleordainketarekin

A 8
DONOSTIA
SAN SEBASTIÁN

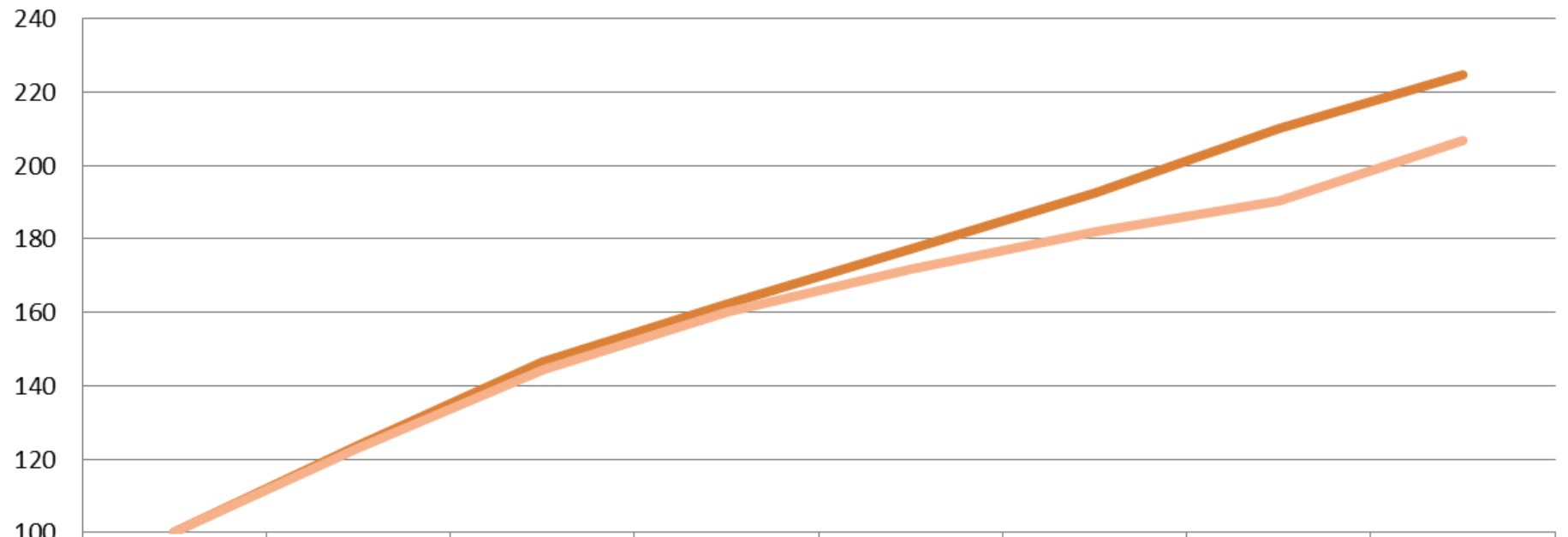
A 63
BIARRITZ

VOIE DIRECTE ASF 0892 693 693
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www.asf.fr www.bidegi.net

Results

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



	2007	2008	2009	2010	2011	2012	2013	2014
Liber-T Océan	100	124	147	162	177	193	210	225
Local Discount Programs	100	123	145	160	172	182	190	207

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

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

