# asx release

10 February 2011

**Transurban Investor Presentation**

Please find attached the Investor Presentation that will be given to analysts this morning.

**Amanda Street**
Company Secretary

**Investor & media enquiries**
Wesley Ballantine +61 (0) 400 191 966
General Manager, Corporate Finance and Investor Relations

Classification **Public**

**Transurban Group**

Transurban International Limited
ARBN 121 746 825

Transurban Holdings Limited
ABN 86 098 143 429

Transurban Holding Trust
ABN 30 169 362 255

ARSN 098 807 419

email@transurban.com.au
www.transurban.com.au

Level 3
505 Little Collins Street
Melbourne, Victoria
3000 Australia
Telephone +613 8656 8900
Facsimile +613 9649 7380

Level 5
50 Pitt Street, Sydney
NSW 2000 Australia
Telephone +612 9254 4900
Facsimile +612 9254 4990

Records Management Number

# TRANSURBAN
## 2011 HALF YEAR RESULTS

10 FEBRUARY 2011

# DISCLAIMER

This publication is prepared by the Transurban Group comprising Transurban Holdings Limited (ACN 098 143 429), Transurban Holding Trust (ARSN 098 807 419) and Transurban International Limited (ARBN 121 746 825). The responsible entity of Transurban Holding Trust is Transurban Infrastructure Management Limited (ACN 098 147 678) (AFSL 246 585).

No representation or warranty is made as to the accuracy, completeness or correctness of the information contained in this publication. To the maximum extent permitted by law, none of the Transurban Group, its directors, employees or agents or any other person, accept liability for loss arising from or in connection with this publication including without limitation, any liability arising from fault or negligence.

The information in this publication does not take into account individual investment and financial circumstances and is not intended in any way to influence a person dealing with a financial product, nor provide financial advice. It does not constitute an offer to subscribe for securities in the Transurban Group. Any person intending to deal in Transurban Group securities is recommended to obtain professional advice.

**United States**

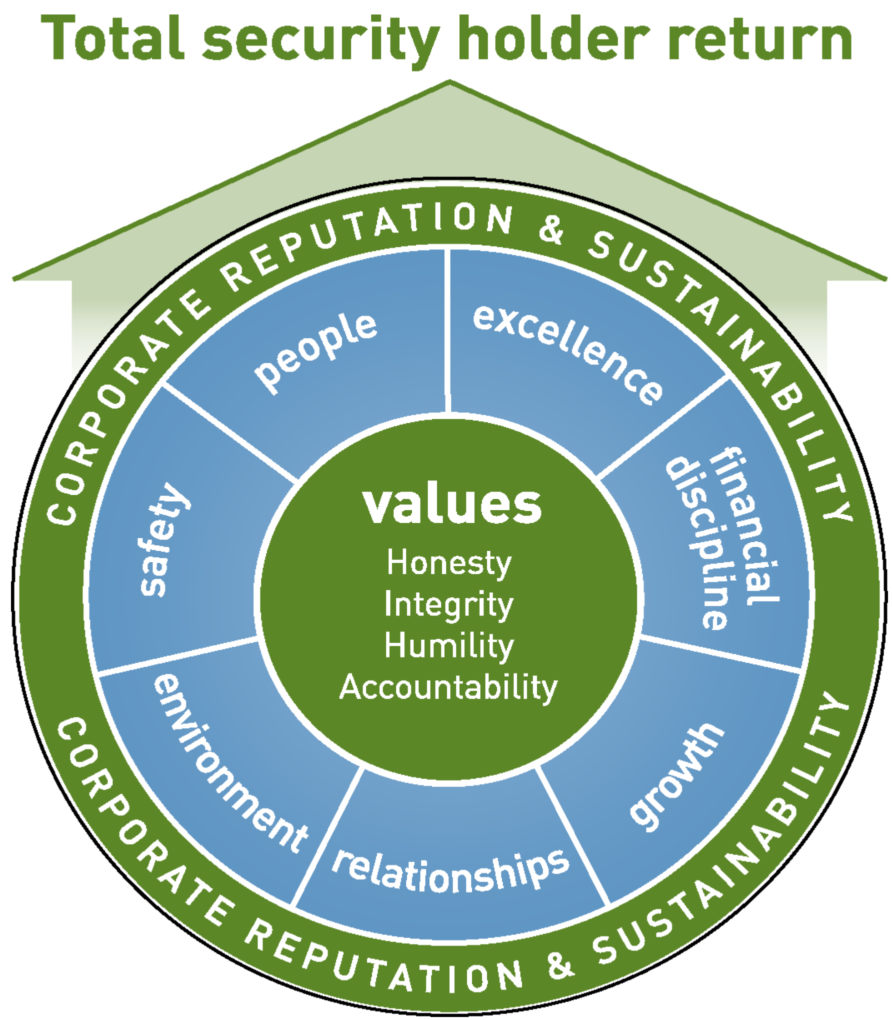
These materials do not constitute an offer of securities for sale in the United States, and the securities referred to in these materials have not been and will not be registered under the United States Securities Act of 1933, as amended, and may not be offered or sold in the United States absent registration or an exemption from registration.

# TCL INVESTMENT PROPOSITION

| | | |
|---|---|---|
| Strong free cash growth | ✓ | Proven **VOLUME GROWTH**<br>**PRICE INCREASES** at CPI or better<br>**COST BASE** that can be leveraged |
| Premium ASX defensive exposure | ✓ | **EBITDA CAGR of 10.8%** over last 3 years<br>Robust balance sheet of **2.7x interest cover ratio** |
| Track record of distribution growth | ✓ | Fully cash backed distributions<br>Distribution guidance of at least **26 cents** confirmed for FY11 |
| Strong growth pipeline in place | ✓ | **$4.5 billion** capex at work<br>Remain open to value accretive opportunities |

# AGENDA

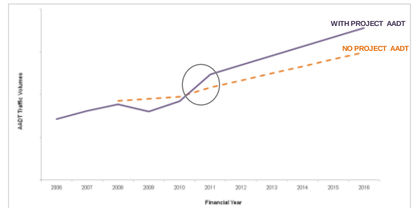
1. Highlights and corporate update
2. Financial results
3. Financing
4. Asset review
5. Conclusion
6. Appendices




Investor and media enquiries:
Wesley Ballantine
+61 (0) 3 8656 8904

# HIGHLIGHTS

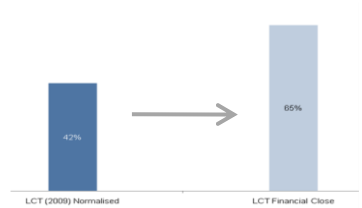
CityLink Upgrade delivering




p.27

**15.4%** toll revenue growth

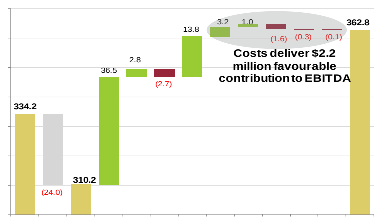
Lane Cove Tunnel immediately contributing to free cash




p.25

**65.5%** operating margin achieved

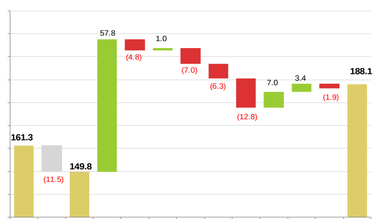
Continued success in cost management




p.13

Further cost reduction

Growth in underlying free cash




p.16

**16.6%** free cash growth

# CORPORATE UPDATE

## ORGANISATIONAL CHANGE CONTINUES

### 2010

| JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER |
|---|---|---|---|---|---|
| | Financial close reached on Lane Cove Tunnel acquisition | | Refinance of first tranche of M7 non-recourse debt | | |
| | Appointment of Lindsay Maxsted as Chairman of TCL Board | Recognised on Dow Jones Sustainability index for 6th consecutive year | Achieved Australian Standard 4801 safety certification for our offices and sites | Agreement reached on widening of M2 and non-recourse financing closed | Appointment of Sam Mostyn to the TCL Board |
| | Appointment of Bob Officer to the TCL Board | | | | |

# FINANCIAL RESULTS

TOM HONAN – CHIEF FINANCIAL OFFICER

# STATUTORY REPORTING

- Net profit $76.0 million (2010: $54.2 million profit) - ↑ 40.3%
- Toll revenue $361.9 million (2010: $363.3 million) - ↓ (0.4)%
- Fee and other road revenue $37.9 million (2010: $33.3 million ) - ↑ 13.8%
- EBITDA (statutory basis) $293.4 million (2010: $288.4 million) - ↑ 1.7%
- Interim distribution declared of 13 cents per security
  - Payable 15 February 2011
  - Full year distribution guidance of at least 26 cents per security

1. Refer slide 41 for statutory profit and loss.

# PROPORTIONAL RESULT – INCL M4 & LCT

## HALF YEAR ENDED 31 DECEMBER 2010

| | 31 DEC 10 ($M) | 31 DEC 09 ($M) | % CHANGE |
|---|---|---|---|
| Toll revenue | 446.9 | 416.1 | 7.4% |
| Fee revenue | 28.7 | 26.3 | 9.1% |
| Other revenue | 9.8 | 9.1 | 7.7% |
| **Total revenue** | 485.4 | 451.5 | 7.5% |
| Operating costs | (106.5) | (101.9) | (4.5%) |
| Business development costs | (7.6) | (8.6) | 11.6% |
| Corporate costs | (18.3) | (16.7) | (9.6%) |
| **Total direct costs** | (132.4) | (127.2) | (4.1%) |
| Capitalised overheads | 9.8 | 9.9 | (1.0%) |
| **Underlying proportional EBITDA** | 362.8 | 334.2 | 8.6% |
| Corporate advisory costs | - | (3.0) | |
| **Proportional EBITDA** | 362.8 | 331.2 | 9.5% |
| Proportional finance costs adjusted for non-cash items | (156.4) | (138.2) | (13.2%) |
| Proportional taxation paid | (35.9) | (41.8) | 14.1% |

1. The Group's underlying proportional result reflects business performance. The exclusion of certain items permits a more appropriate and meaningful analysis of the Group's underlying performance on a comparative basis. This method of presentation differs from the statutory reporting format.
2. Refer slide 44 for reconciliation of EBITDA calculated on a statutory basis to proportional EBITDA.
3. The concession to toll the M4 ended on 15 February 2010.

# PROPORTIONAL RESULT – EXCL M4

## CONTINUING PORTFOLIO - HALF YEAR ENDED 31 DECEMBER 2010

| | 31 DEC 10 ($M) | 31 DEC 09 ($M) | % CHANGE |
|---|---|---|---|
| Toll revenue | 446.9 | 387.3 | 15.4% |
| Fee revenue | 28.7 | 26.3 | 9.1% |
| Other revenue | 9.8 | 8.9 | 10.1% |
| **Total revenue from continuing portfolio** | 485.4 | 422.5 | 14.9% |
| Operating costs | (106.5) | (96.9) | (9.9%) |
| Business development costs | (7.6) | (8.6) | 11.6% |
| Corporate costs | (18.3) | (16.7) | (9.6%) |
| **Total direct costs from continuing portfolio** | (132.4) | (122.2) | (8.3%) |
| Capitalised overheads | 9.8 | 9.9 | (1.0%) |
| **Underlying proportional EBITDA from continuing portfolio** | 362.8 | 310.2 | 17.0% |
| EBITDA Contribution from M4 Motorway | - | 24.0 | |
| Corporate advisory costs | - | (3.0) | |
| **Proportional EBITDA** | 362.8 | 331.2 | 9.5% |
| Proportional finance costs adjusted for non-cash items | (156.4) | (138.2) | (13.2%) |
| Proportional taxation paid | (35.9) | (41.8) | 14.1% |

1. The Group's underlying proportional result reflects business performance. The exclusion of certain items permits a more appropriate and meaningful analysis of the Group's underlying performance on a comparative basis. This method of presentation differs from the statutory reporting format.
2. Refer slide 44 for reconciliation of EBITDA calculated on a statutory basis to proportional EBITDA.
3. The concession to toll the M4 ended on 15 February 2010. Results from the M4 tolling have therefore been excluded from underlying proportional EBITDA in the comparative period as it will not contribute to the portfolio going forward. Transurban retains the right to operate the M4 Service Centre and the Service Centre results remain a part of the continuing portfolio.

# ASSET SNAPSHOT

## STRONG EBITDA GAINS ACROSS PORTFOLIO

- CityLink delivers double digit growth on all measures
- CityLink, M1 ED and M7 deliver double digit toll revenue growth
- CityLink, M1 ED and Pocahontas deliver double digit EBITDA growth

**HALF ENDED 31 DECEMBER 2010**

| % OF PROP TOLL REVENUE | | TRAFFIC GROWTH (%) | TOLL REVENUE GROWTH (%) | EBITDA GROWTH (%) |
|---|---|---|---|---|
| 48.8% | CityLink | 11.4% | 15.4% | 14.4% |
| 16.6% | Hills M2 | 1.9% | 3.5% | 6.3% |
| 5.2% | Lane Cove Tunnel | 6.0% | N/A | N/A |
| 7.9% | M1 Eastern Distributor | 3.0% | 12.9% | 22.2% |
| 10.8% | Westlink M7 | 7.0% | 10.3% | 9.0% |
| 9.5% | M5 | 1.6% | 3.2% | (1.3%) |
| 1.3% | Pocahontas (USD) | 2.9% | 1.5% | 178.7% |
| | **Total Transurban Group** | **N/A** | **15.4%** | **17.0%** [1] |

1. EBITDA growth calculated on underlying proportional EBITDA from the continuing portfolio.

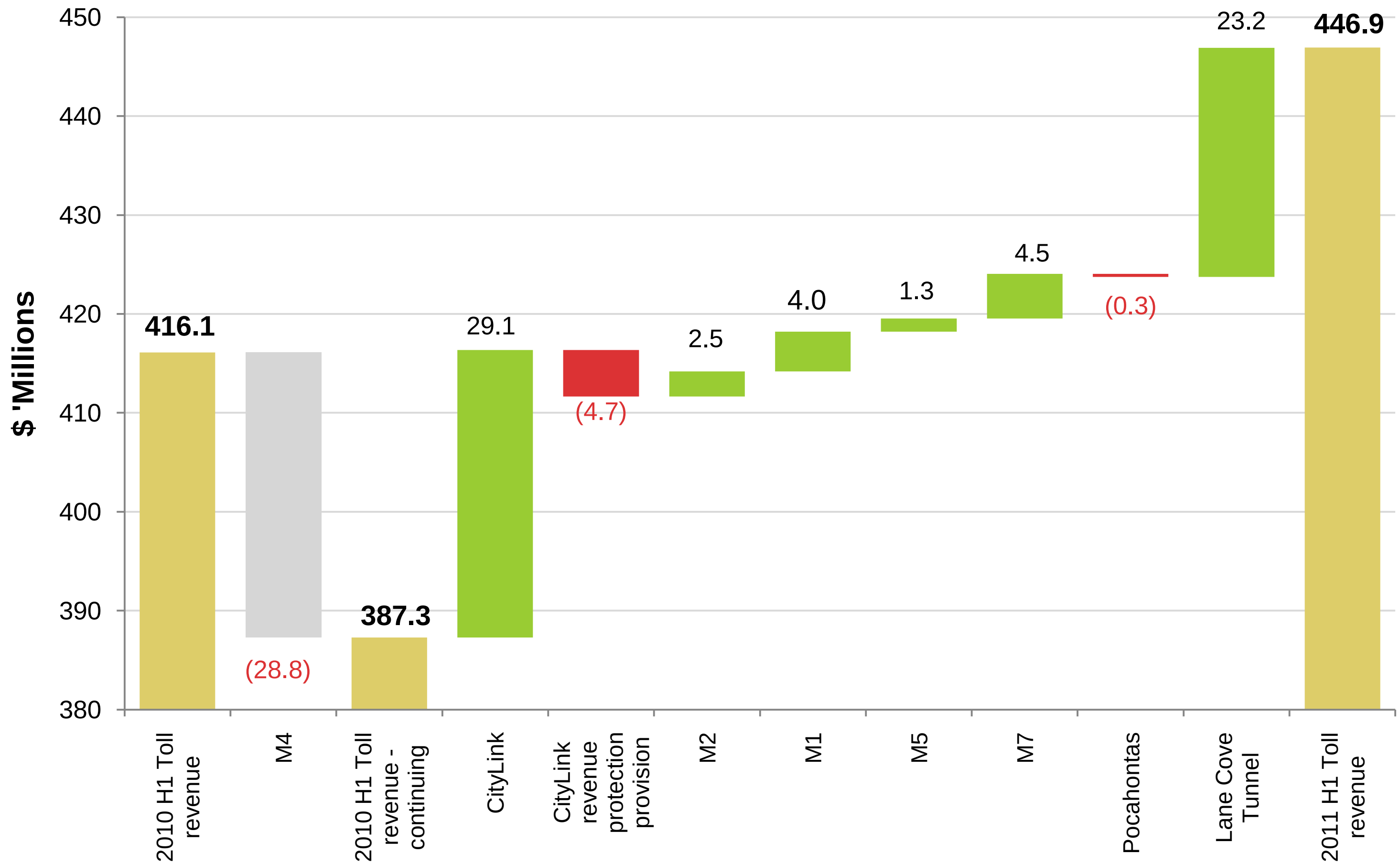
# TOLL REVENUE GROWTH

## CITYLINK UPGRADE BEGINS TO DELIVER

- Upgrade completion driving 15.4% CityLink toll revenue growth
- Lane Cove Tunnel came on line 10 August – immediate contribution

**PROPORTIONAL TOLL REVENUE**

**1ST HALF FY10 TO 1ST HALF FY11**




1. The concession to toll the M4 ended 15 February 2010 therefore did not contribute to the current period result.

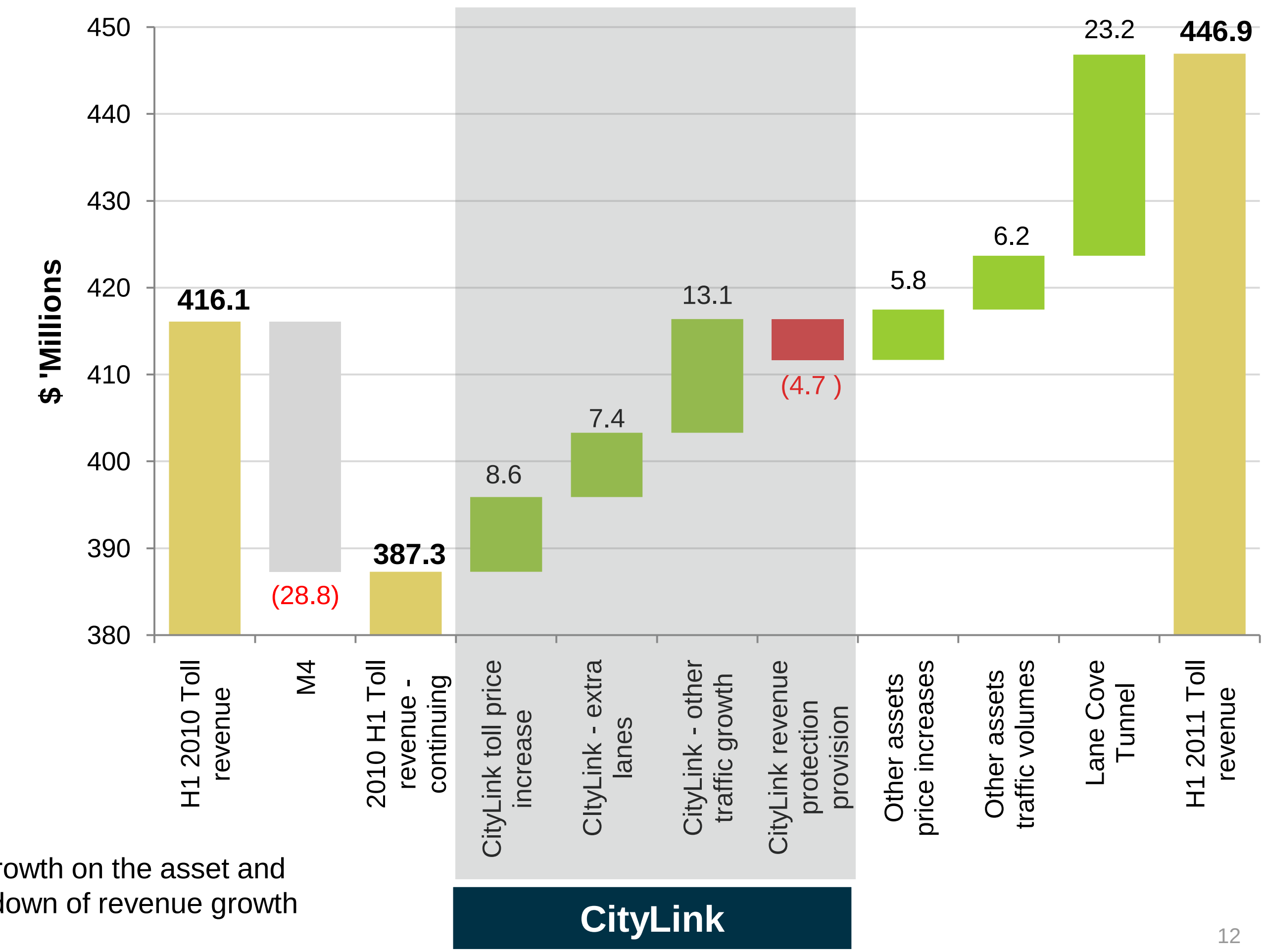
# CITYLINK UPGRADE DELIVERING

## TRAFFIC UPLIFT POST-CONSTRUCTION, EXTRA LANE IMPACT

- More than 40% of toll revenue growth driven by CityLink
- Immediate recovery from construction phase
- Upgrade benefits reflect full road opening from October 2010

**PROPORTIONAL TOLL REVENUE**

**1ST HALF FY10 TO 1ST HALF FY11**




Note – CityLink other traffic growth includes natural growth on the asset and recovery from the impacts of construction. The breakdown of revenue growth on CityLink are Transurban estimates.

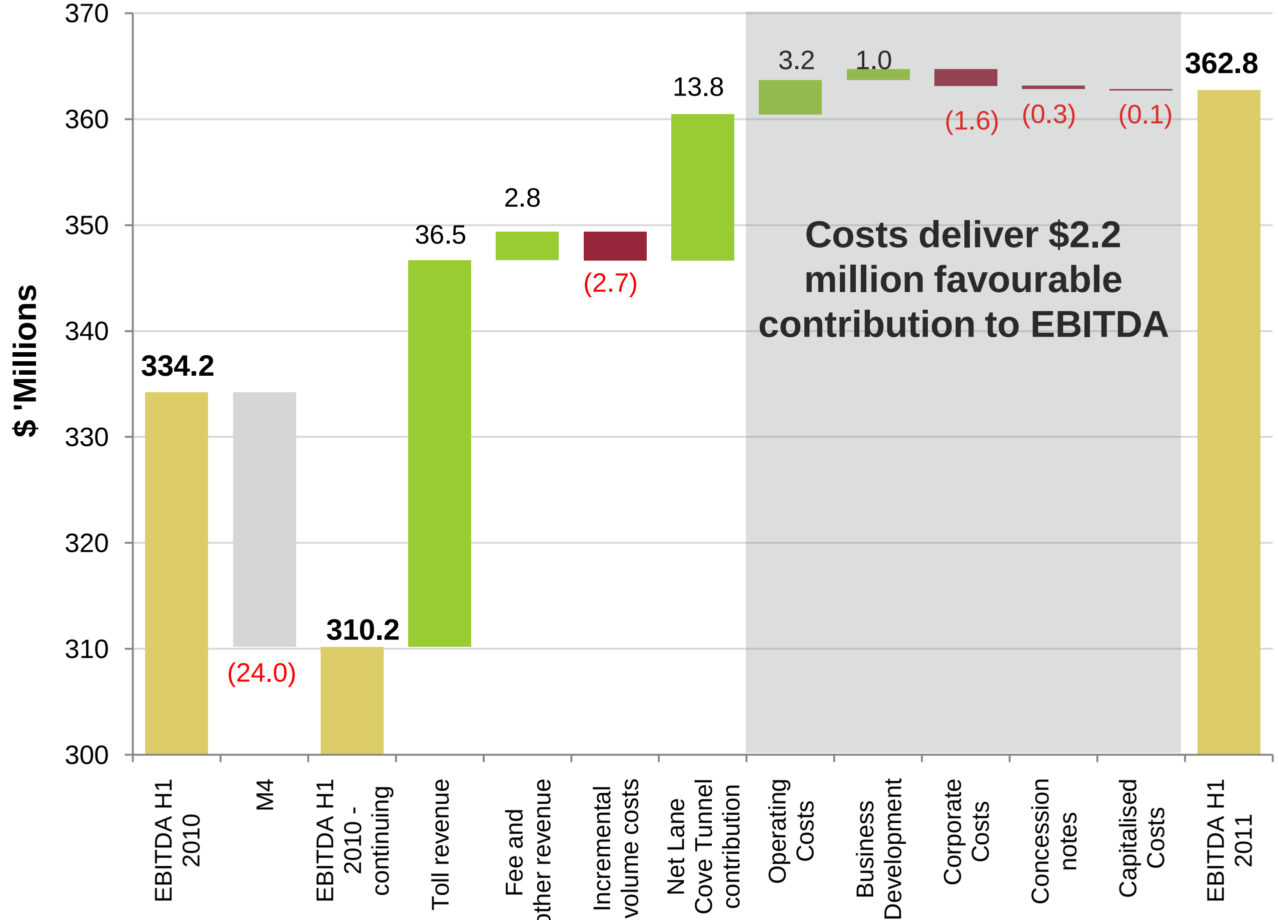
# COST CONTROL

## CONTINUED COST REDUCTIONS

- Underlying EBITDA from the continuing portfolio grew 17%
- Toll revenue growth translating directly into EBITDA growth
- Focus on delivering flat nominal costs for next three years

EBITDA GROWTH

1ST HALF FY10 TO 1ST HALF FY11



# FOCUS ON COSTS

## EMBEDDED CULTURE OF COST CONSCIOUSNESS

Examples of cost saving initiatives:

- CityLink Maintenance contract
- Power initiatives for lower energy use
- Reduction in Storage Area Network growth requirements
- National competitive tender for eTags
- Local, national and interstate tender for couriers
- Customer service – hours of operation
- Multi-supplier sourcing of IT
- System improvements for reduced leakage

**The Value Framework**

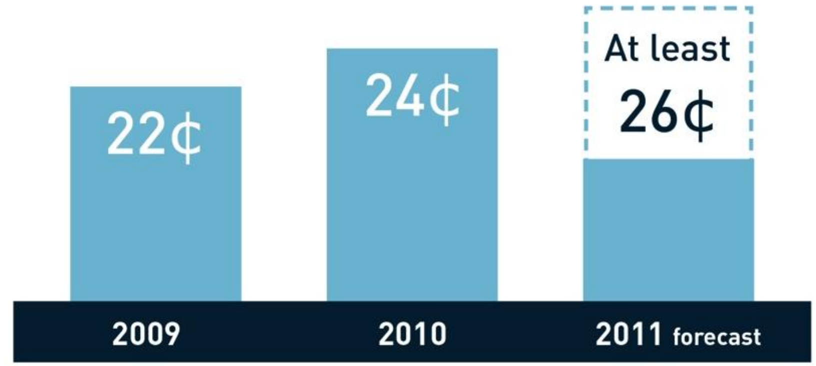
- Actively Manage Concession
  - Increase Road Capacity & Availability
  - Optimise Product Design
  - Improve Revenue Realisation
- Optimise Operator Model
- Optimise Service Delivery

# FREE CASH FLOW

## 16.6% INCREASE, DISTRIBUTION GUIDANCE CONFIRMED

| FREE CASH FLOW | 31 DEC 10 ($M) | 31 DEC 09 ($M) | % change |
|---|---|---|---|
| Free cash | 188.1 | 161.3 | 16.6 |
| Free cash per security (cents) – securities on issue | 13.1 | 12.5 | 4.8 |

DISTRIBUTION




- Distribution guidance for FY11 confirmed to be at least 26 cents per security
- Board policy - distributions aligned with free cash

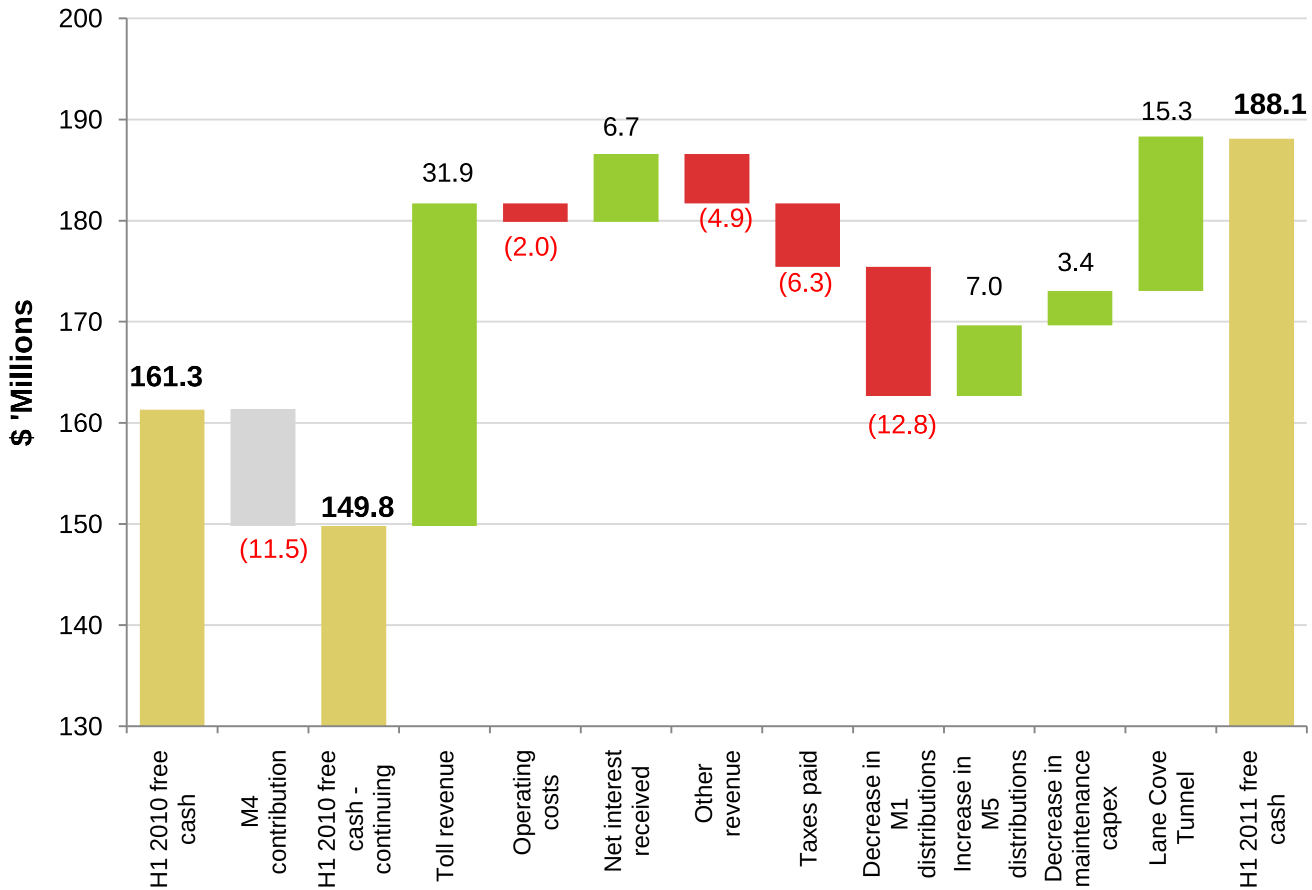
# GROWTH IN FREE CASH

## TOLL REVENUE DRIVING INCREASE IN FREE CASH

- 15.4% growth in toll revenue driving free cash
- Other revenue – timing of DRIVe receipts
- M1 tax payable position (to end 2012) decreasing distributions for the period

**FREE CASH GROWTH**

**1ST HALF FY10 TO 1ST HALF FY11**



# RECONCILIATION OF FREE CASH

## EBITDA GROWTH TRANSLATING INTO FREE CASH

| | 31 DEC 10 ($M) | 31 DEC 09 ($M) | % CHANGE |
|---|---|---|---|
| Proportional EBITDA | 362.8 | 331.2 | 9.5% |
| Non-cash items and working capital movements | 6.8 | 17.5 | (61.1%) |
| Proportional net interest paid (including M7 Term Loan Notes received) | (108.7) | (107.2) | 1.4% |
| Tax paid | (35.9) | (41.8) | (14.1%) |
| Proportional operating cash | 225.0 | 199.7 | 12.7% |
| Exclude operating cash contribution from M5, M7, M1, M4 and DRIVe | (55.7) | (71.1) | (21.7%) |
| Add Distributions from M5, M1 and M4 | 27.5 | 44.8 | (38.6%) |
| | 196.8 | 173.4 | 13.5% |
| Less: Maintenance capital expenditure | (8.7) | (12.1) | (28.1%) |
| Free cash | **188.1** | **161.3** | **16.6%** |

- Growth in EBITDA translating into free cash
- Loss of M4 contribution offset by LCT and growth across the portfolio
- Maintenance capex impacted by lower forecast works on M2 during and after the Upgrade and reduced eTags expenditure

# FINANCING

TOM HONAN – CHIEF FINANCIAL OFFICER

# FINANCE HIGHLIGHTS

## STRENGTHENING THE BALANCE SHEET

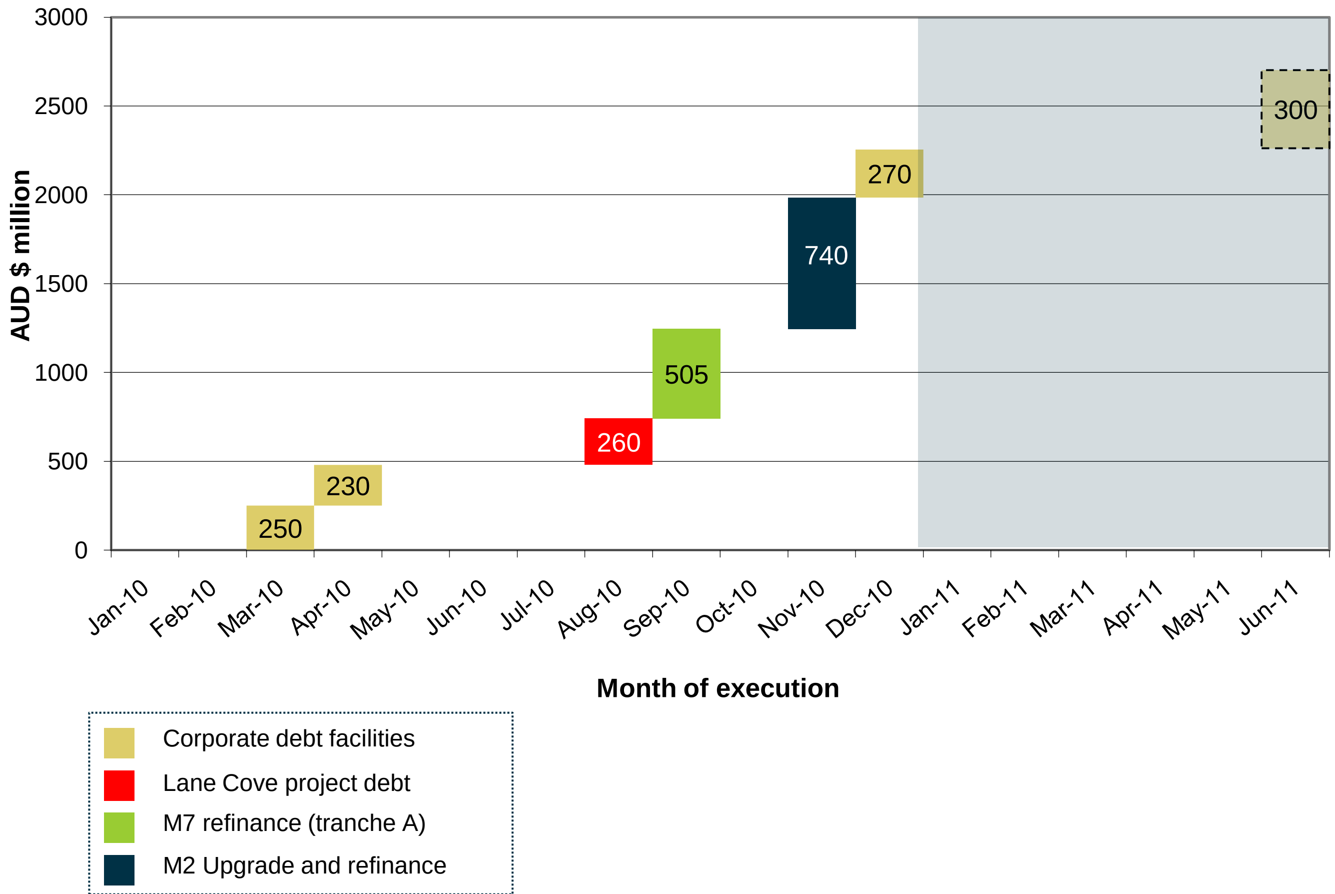
| | |
|---|---|
| $1.8 billion successfully financed in past 6 months | ✓ |
| Reducing margins and increasing tenor from GFC levels | ✓ |
| Hedging in place across the portfolio – 95% hedged/fixed | ✓ |
| Diversified funding portfolio (sources and maturity) | ✓ |
| Capital plan remains fully equity funded | ✓ |
| Modest refinance requirements over next 18 months | ✓ |

# FINANCING

## $1.8BILLION SUCCESSFULLY FINANCED

- M7 - successfully financed $505m
- Hills M2 – refinanced $465m and additional financing achieved
- Corporate facilities financed
- All financings undertaken at market competitive rates

**DEBT FACILITIES FINANCED SINCE JANUARY 2010**



transurban

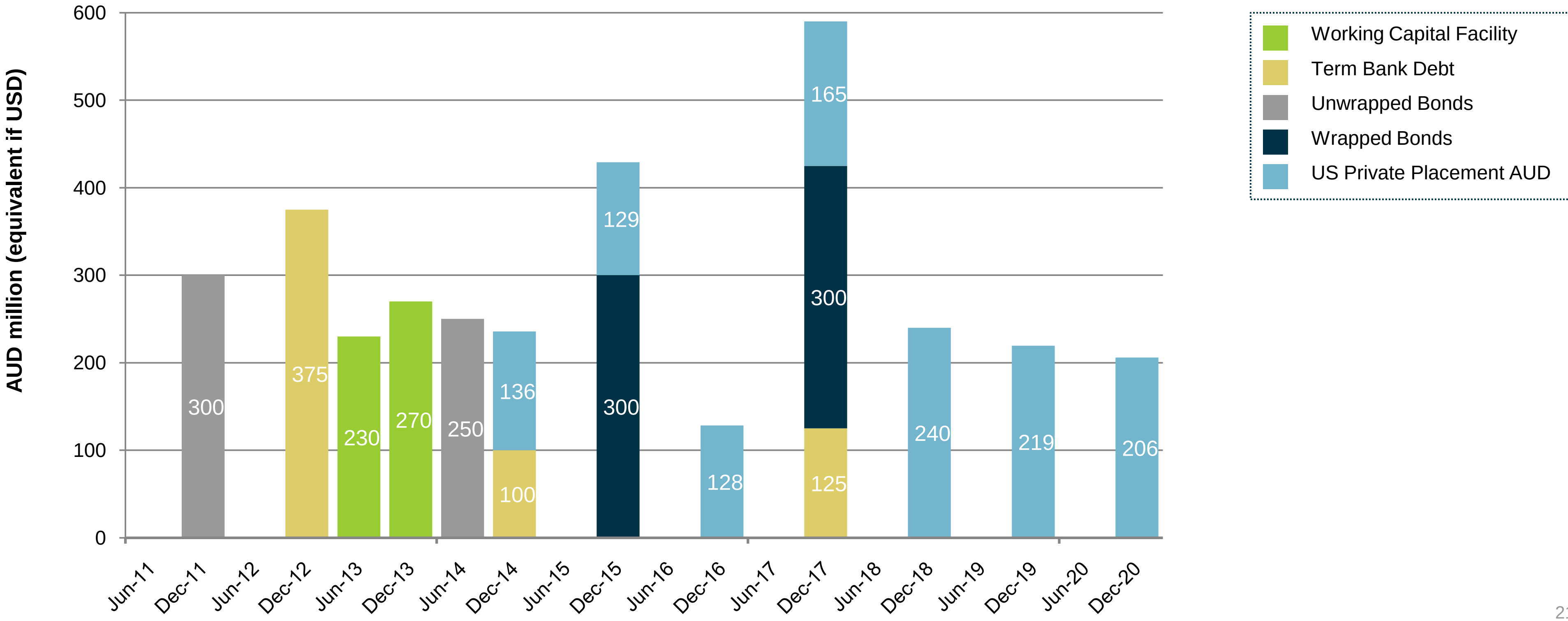
# MATURITIES - CORPORATE

## MINIMAL REFINANCING REQUIREMENTS IN NEAR TERM

- December 2013 ($270m) replaced $320m bank debt maturing February 2011
- Unwrapped bonds ($300m) maturing September 2011 – planning underway

### CORPORATE DEBT MATURITIES – 10 YEAR FORWARD VIEW

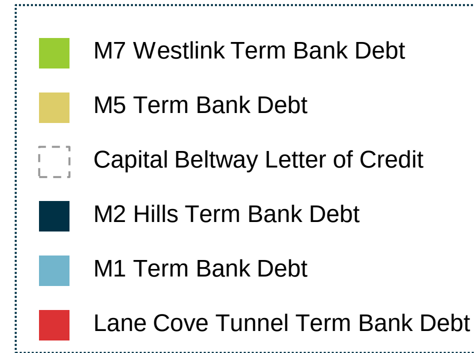
**31 DECEMBER 2010**



# MATURITIES – NON-RECOURSE

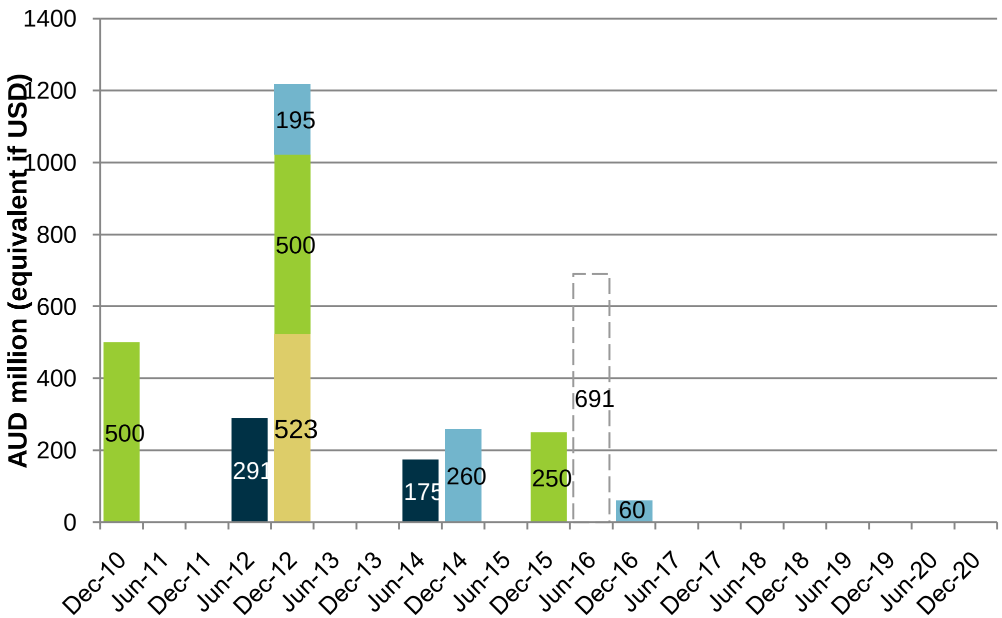
## NO REFINANCING REQUIREMENTS UNTIL 2012

- Westlink M7 Tranche A successfully financed
- M2 financed and additional funds obtained for upgrade works
- Lane Cove Tunnel non-recourse debt successfully raised

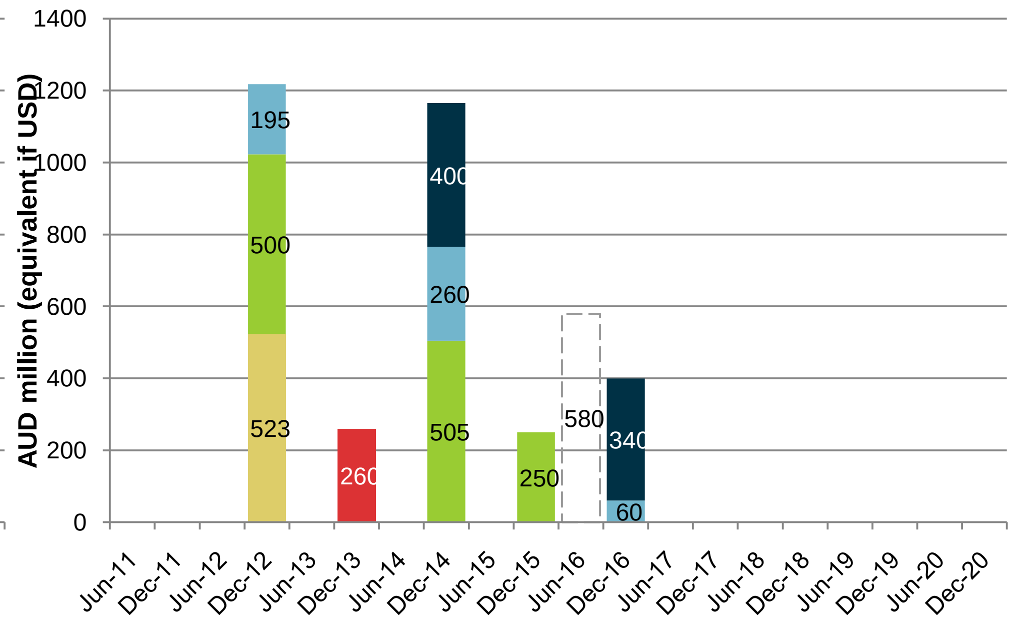



## NON-RECOURSE DEBT MATURITIES – 10 YEAR FORWARD VIEW

### 30 JUNE 2010




### 31 DECEMBER 2010



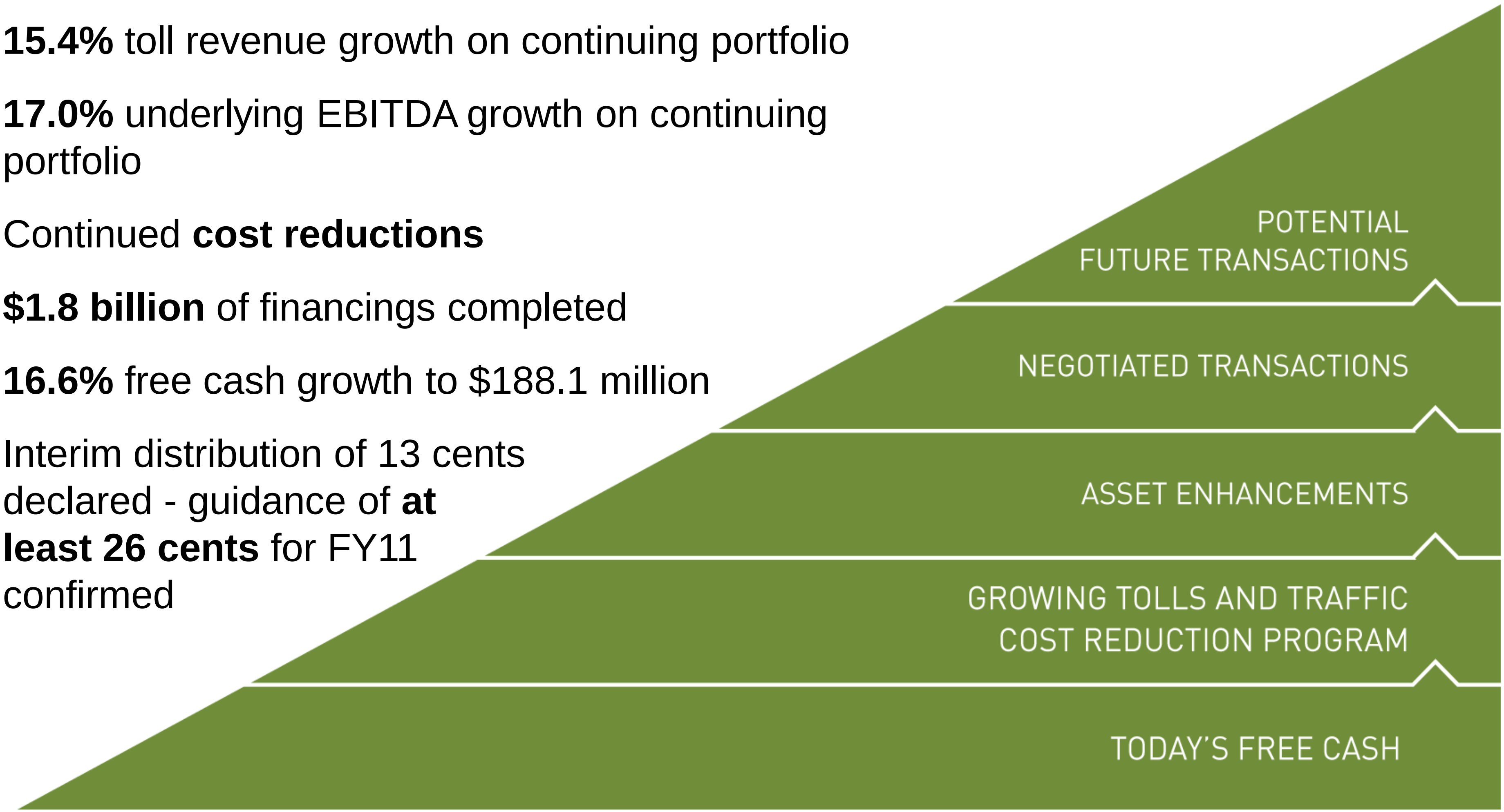



**Change in CBE Letters of Credit due to USD/AUD movements between periods.**

# FINANCIAL CONCLUSION

## STRONG UPLIFT IN EBITDA, STABLE BALANCE SHEET

- **15.4%** toll revenue growth on continuing portfolio
- **17.0%** underlying EBITDA growth on continuing portfolio
- Continued **cost reductions**
- **$1.8 billion** of financings completed
- **16.6%** free cash growth to $188.1 million
- Interim distribution of 13 cents declared - guidance of **at least 26 cents** for FY11 confirmed



transurban

# ASSET REVIEW – PROVEN PERFORMANCE WITH STRONG NATURAL GROWTH

CHRIS LYNCH – CHIEF EXECUTIVE OFFICER

# LANE COVE TUNNEL

## EBITDA MARGIN DELIVERED

- Strong traffic growth of 6.0% ✓
- EBITDA margin of 65.5% ✓
- Successful integration ✓
- Success in obtaining competitive debt funding ✓

| % GROWTH | | | |
|---|---|---|---|
| TRAFFIC | TOLL REVENUE | EBITDA | EBITDA MARGIN |
| 6.0% | N/A | N/A | 65.5% |

| | 31 DEC 10 ($M) |
|---|---|
| Revenue | |
| Toll revenue | 23.2 |
| Fee and other revenue | 0.5 |
| Total revenue | 23.7 |
| Total costs | (8.5) |
| EBITDA | 15.2 |
| Operating margin | 65.5% |

Total costs excludes the Transurban management fee charged to the Lane Cove Tunnel asset. The management fee reflects the services provided centrally by Transurban Group.

# LANE COVE TUNNEL

## FIRST PERIOD – VALUE ACCRETIVE

| TRANSURBAN GROUP FREE CASH | 31 DEC 10 ($M) ACTUAL | ADJUST ($M) | 31 DEC 10 ($M) EXCLUDING LCT AND EQUITY RAISING | % CHANGE |
|---|---|---|---|---|
| Free cash | 188.1 | (20.8) | 167.3 | 12.4 |
| Securities on issue – (millions) | 1,441 | (118) | 1,323 | |
| Free cash per security (cents) – securities on issue | 13.1 | | 12.6 | 4.0 |

- Lane Cove Tunnel value accretive on a free cash per security basis in the first period of Transurban ownership

This analysis does not take into account the DRP for the second half of FY10.

# CITYLINK

## TRAFFIC GROWTH STRONG ACROSS THE NETWORK

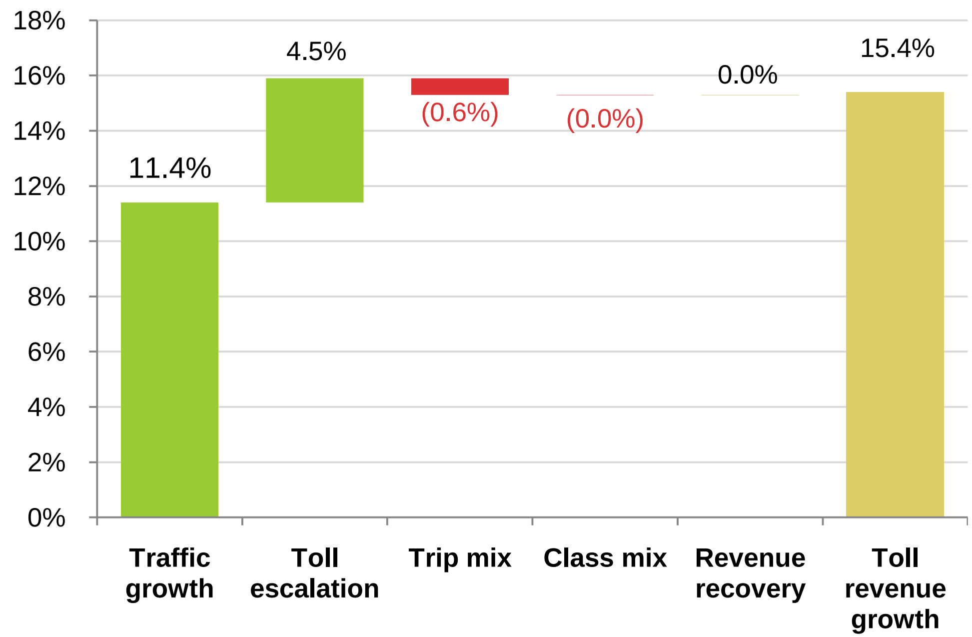
- Growth across entire corridor
- Increased road capacity in ramp up phase
- Fifth lane on West Gate Bridge to be completed by March 2011

| % GROWTH | | | |
|---|---|---|---|
| TRAFFIC | TOLL REVENUE | EBITDA | EBITDA MARGIN |
| 11.4% | 15.4% | 14.4% | 86.0% |

**ADT GROWTH – 1ST HALF – FY11 VERSUS FY10**

| | % increase |
|---|---|
| Western Link inbound | 6.4% |
| Western Link outbound | 8.5% |
| Domain tunnel | 16.4% |
| Burnley tunnel | 14.7% |
| Southern Link inbound (excl Domain Tunnel) | 12.7% |
| Southern Link outbound (excl Burnley Tunnel) | 16.2% |

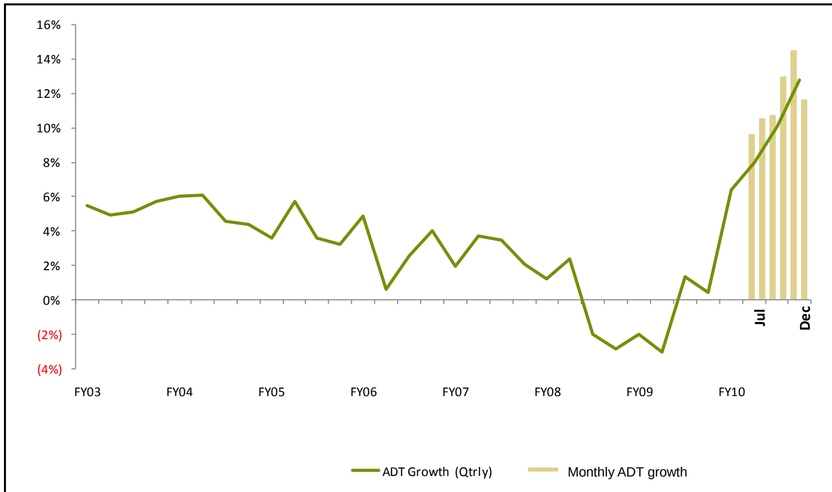
**CITYLINK TOLL REVENUE GROWTH ANALYSIS**



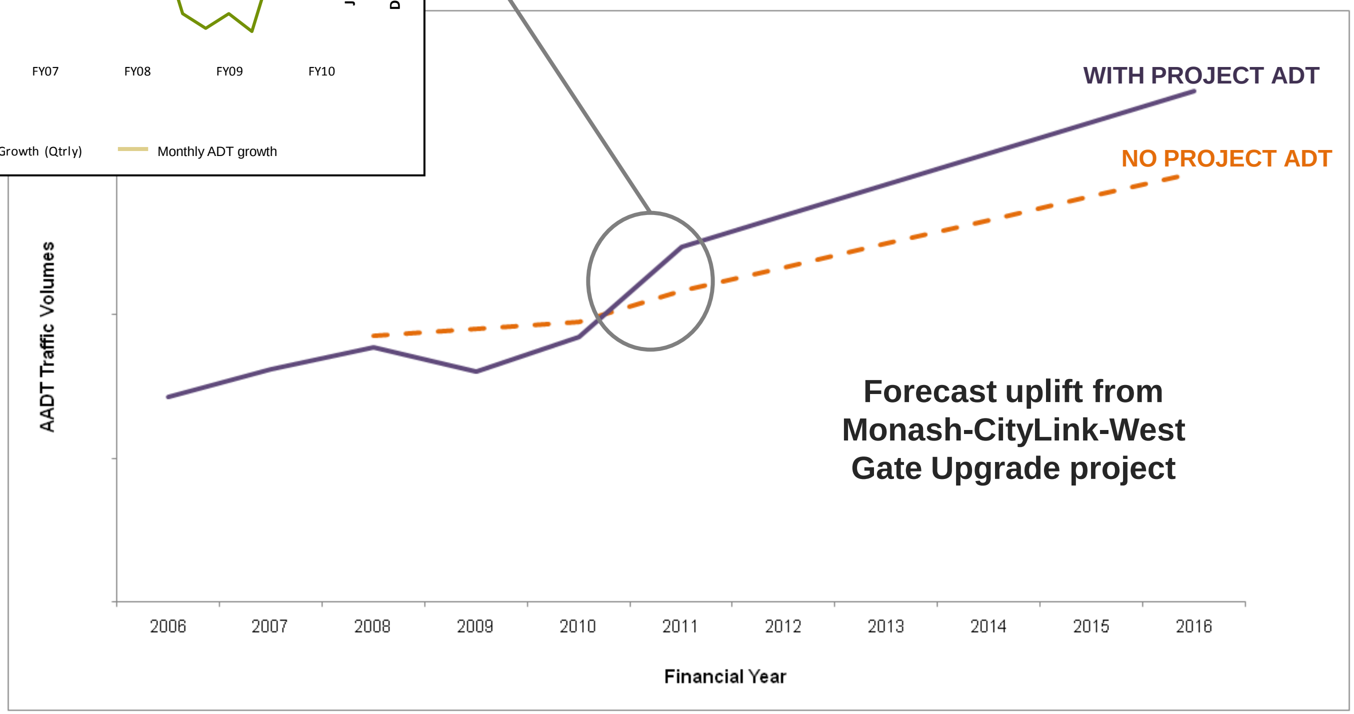
# CITYLINK MCW UPGRADE

## BENEFITS DELIVERING AS EXPECTED

**Actual traffic growth**




- Monash-CityLink-West Gate Upgrade benefits delivering as expected
- Moving from high-growth ramp up to sustainable growth profile



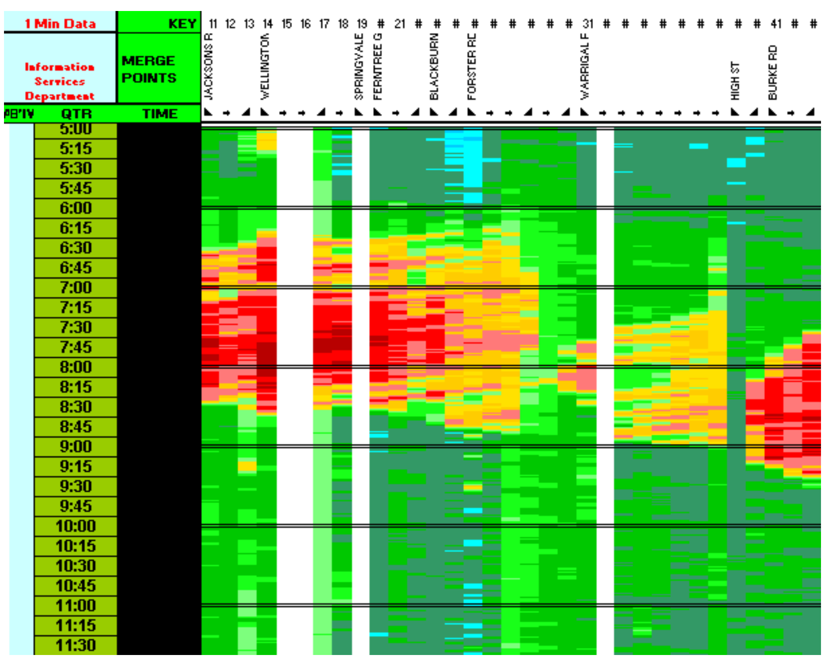
# M1 TRAFFIC MANAGEMENT

## SMART ROAD TECHNOLOGY REDUCING BOTTLENECKS

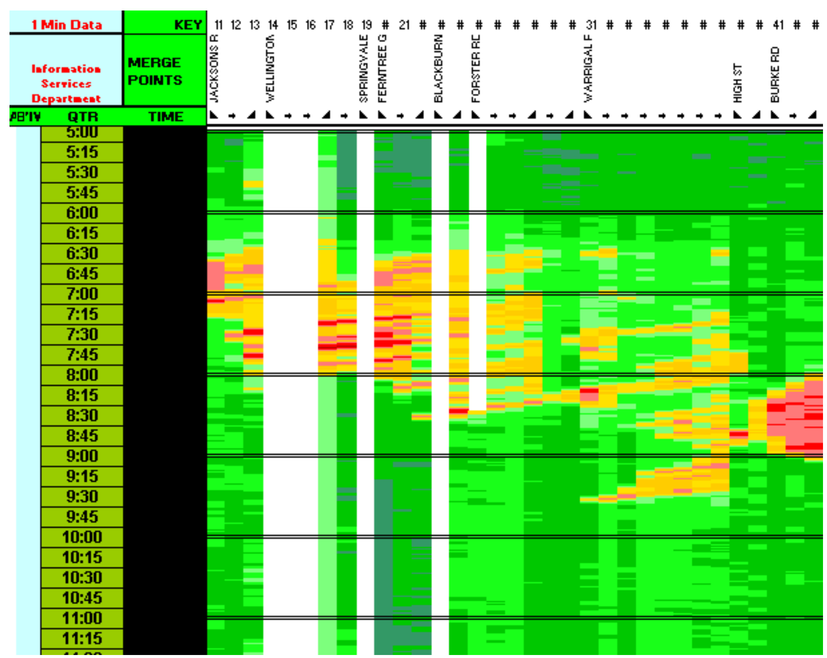
- Significant improvements in road performance due to Freeway Management System (FMS) implementation
- Peak-hour bottlenecks reducing across Southern Link

**MONASH FREEWAY – JACKSONS ROAD TO BURKE ROAD**

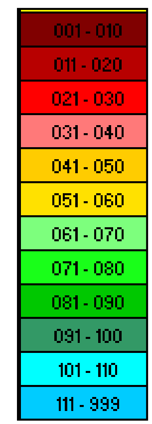
**TYPICAL DAY SPEED – PRE-FMS**




**TYPICAL DAY SPEED – POST-FMS**




**Legend – Thru lane speed ranges km/hr**



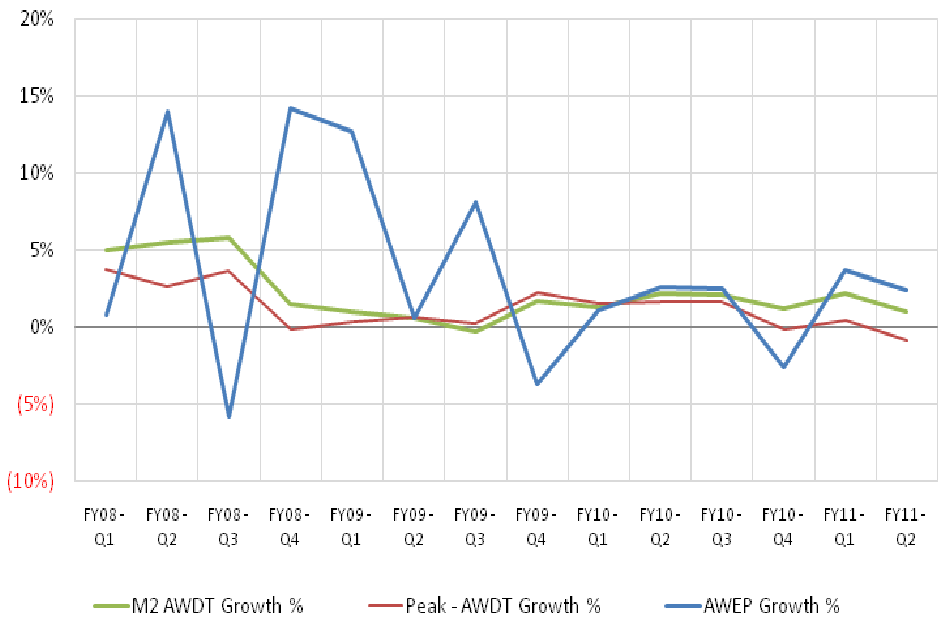

*Source: VicRoads*

# HILLS M2

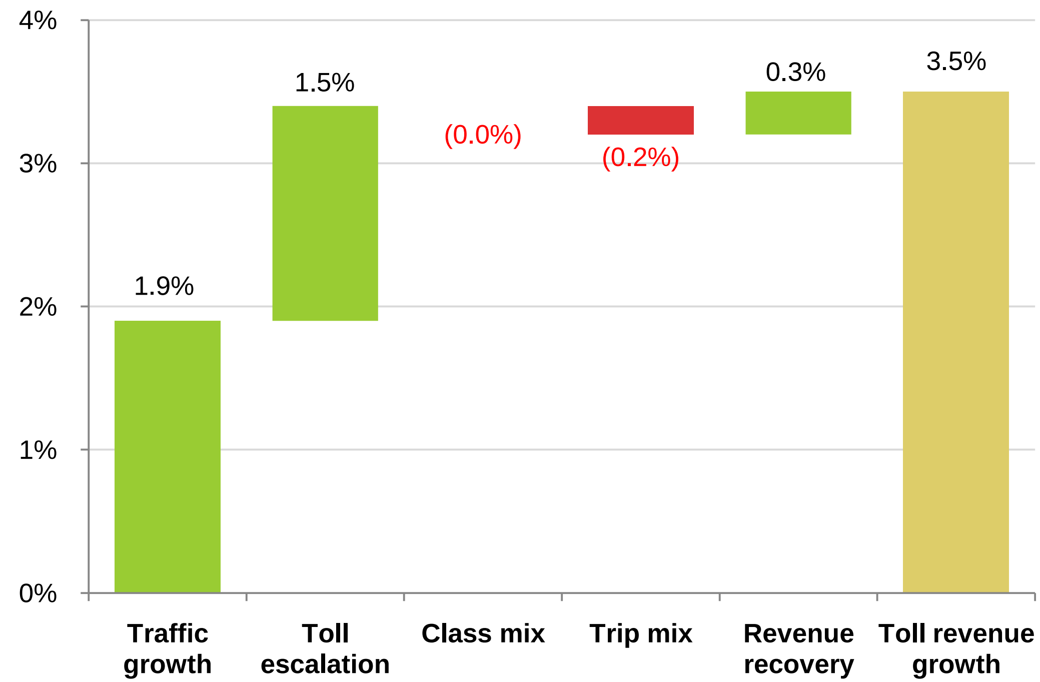
## PEAK CONGESTION, STRONG EBITDA GROWTH

- Peak periods at near maximum capacity
  - Growth in peak periods lower than overall workday growth
  - Weekend growth greater than weekday

| % GROWTH | | | |
|---|---|---|---|
| TRAFFIC | TOLL REVENUE | EBITDA | EBITDA MARGIN |
| 1.9% | 3.5% | 6.3% | 82.2% |

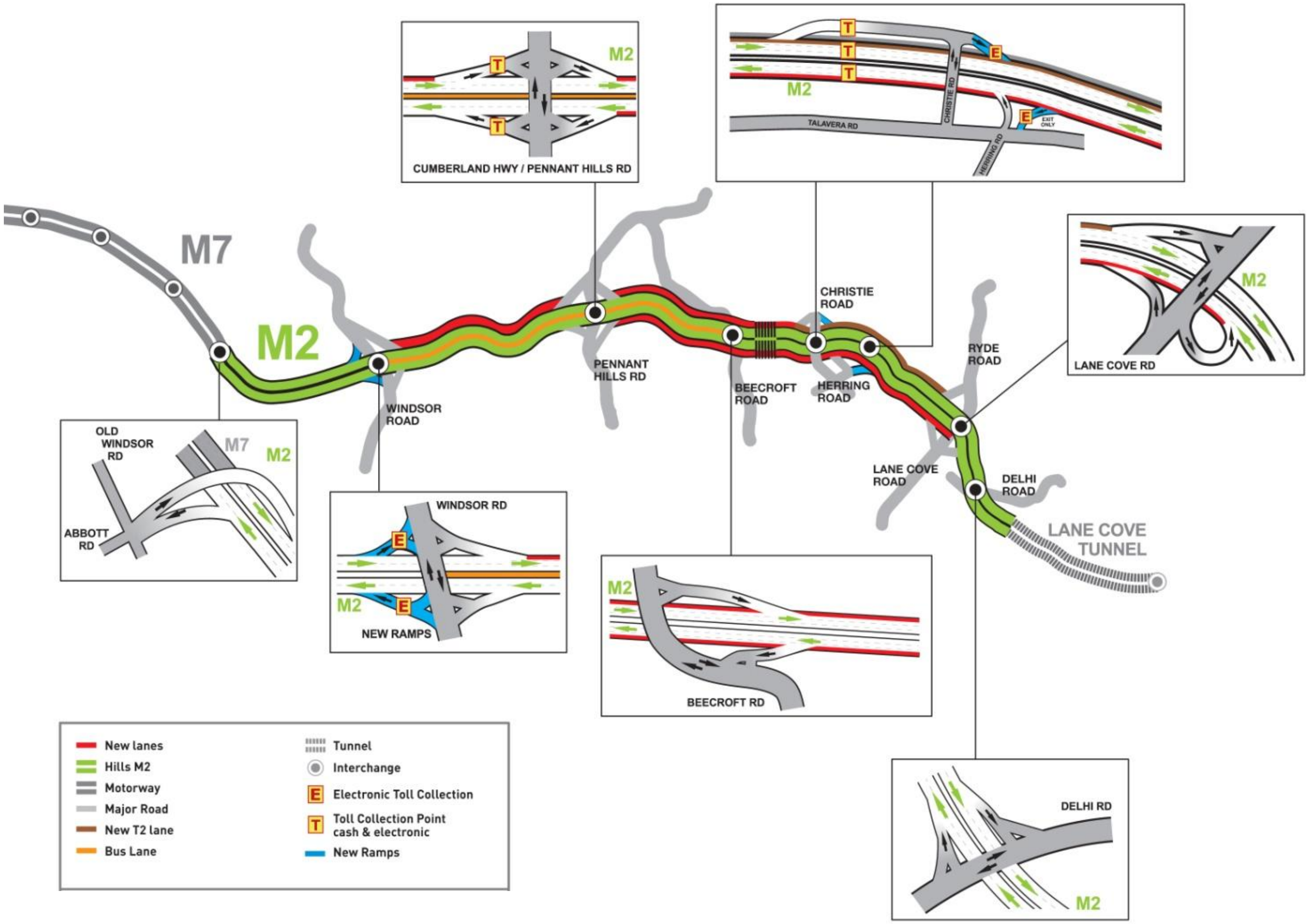



### HILLS M2 TOLL REVENUE GROWTH ANALYSIS



# M2 UPGRADE
## CONSTRUCTION BEGINS

### M2 UPGRADE – SCOPE OF WORKS




### TIMELINE TO COMPLETION

**January 2011**
Construction commences

**First half 2012**
Windsor Rd ramps completion

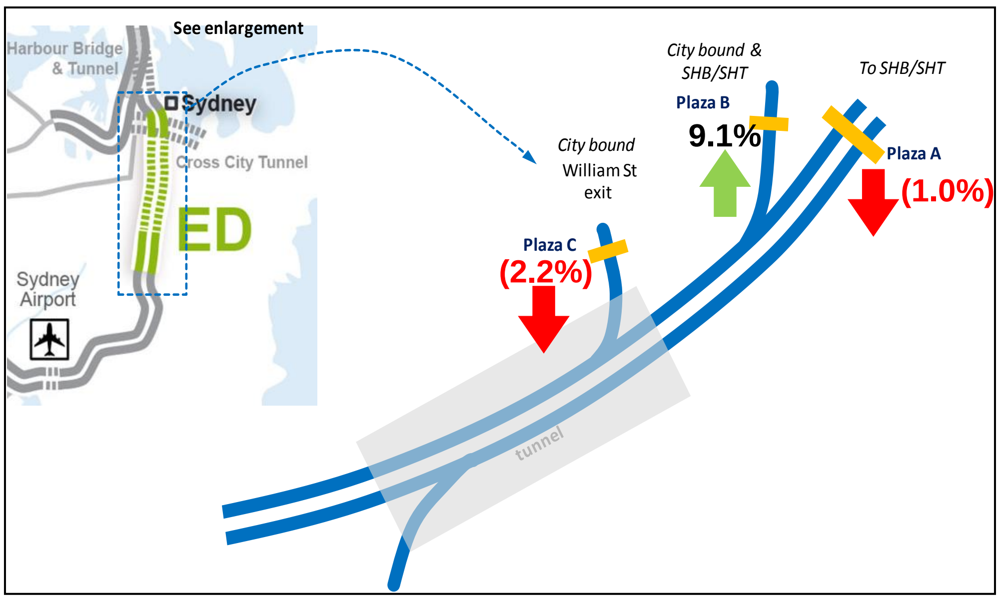
**Second half 2012**
Herring Road Roads completion

**Early 2013**
Construction completion

# M1 EASTERN DISTRIBUTOR

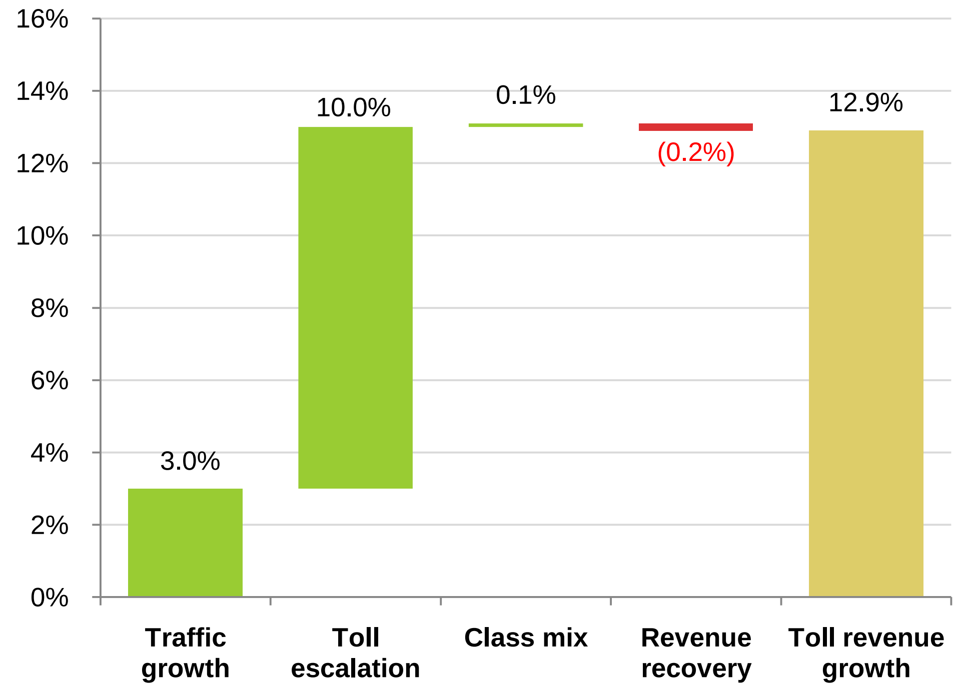
## TOLL ESCALATION, CONTRACT MANAGEMENT DELIVER RESULTS

- Strong toll revenue growth driven by price increase
- Continued growth in traffic in Sydney CBD
- Plaza A and C now fully automated driving some shift in cash users to Plaza B




| % GROWTH | | | |
|---|---|---|---|
| TRAFFIC | TOLL REVENUE | EBITDA | EBITDA MARGIN |
| 3.0% | 12.9% | 22.2% | 76.3% |

### M1 TOLL REVENUE GROWTH ANALYSIS

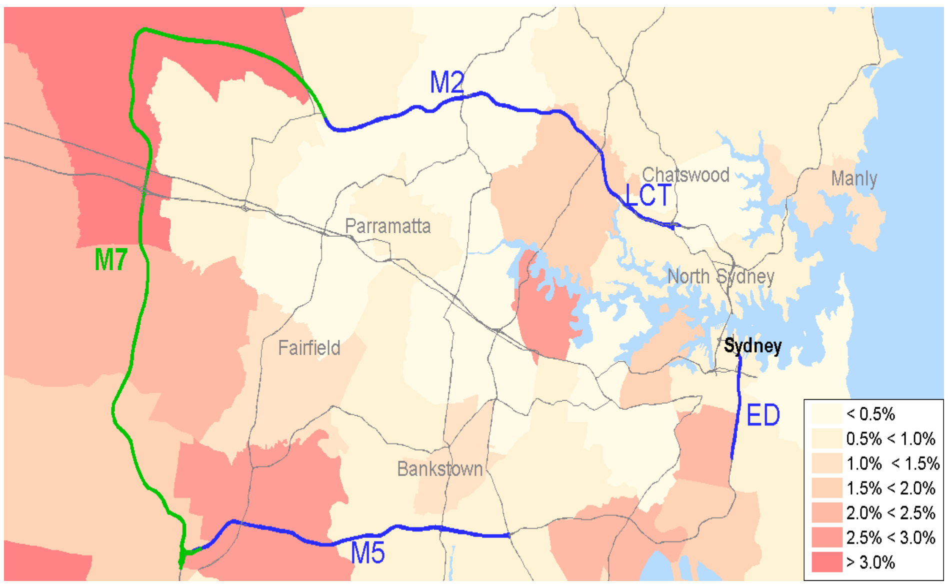


# WESTLINK M7

## STRONG GROWTH CONTINUING

- Continued strong growth – southern section of road reflecting high industrial development
- Western Sydney continues to deliver high employment and population growth

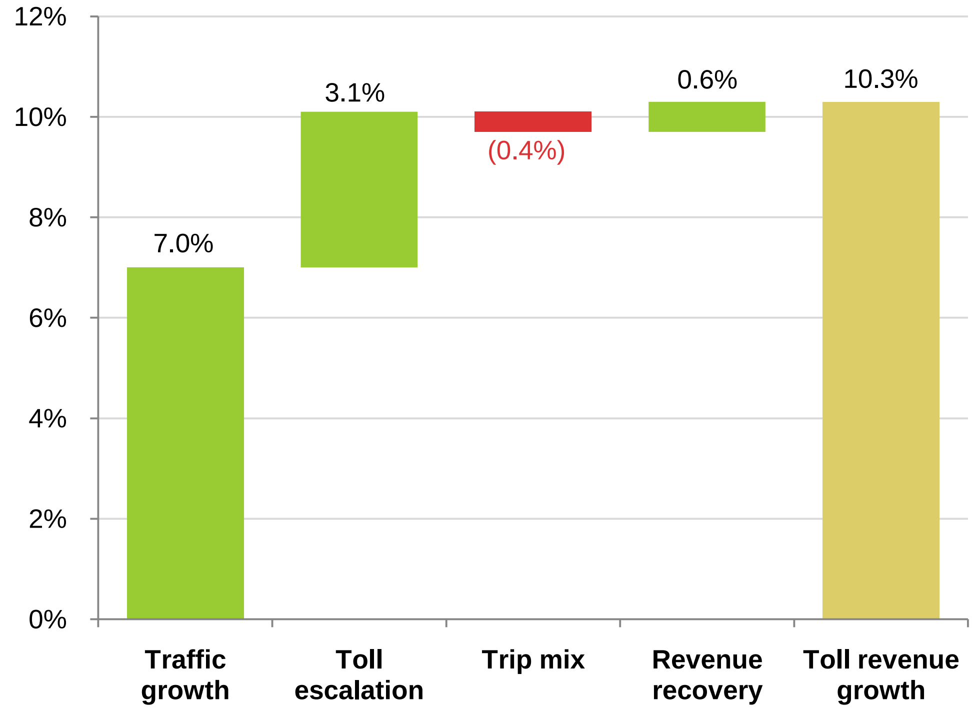
**Sydney employment growth p.a. (2006 – 2011)**




*Source: NSW Bureau of Transport Statistics, MapData Sciences*

| | % GROWTH | | EBITDA MARGIN |
|---|---|---|---|
| Traffic | TOLL REVENUE | EBITDA | |
| 7.0% | 10.3% | 9.0% | 79.8% |

## WESTLINK M7 TOLL REVENUE GROWTH ANALYSIS

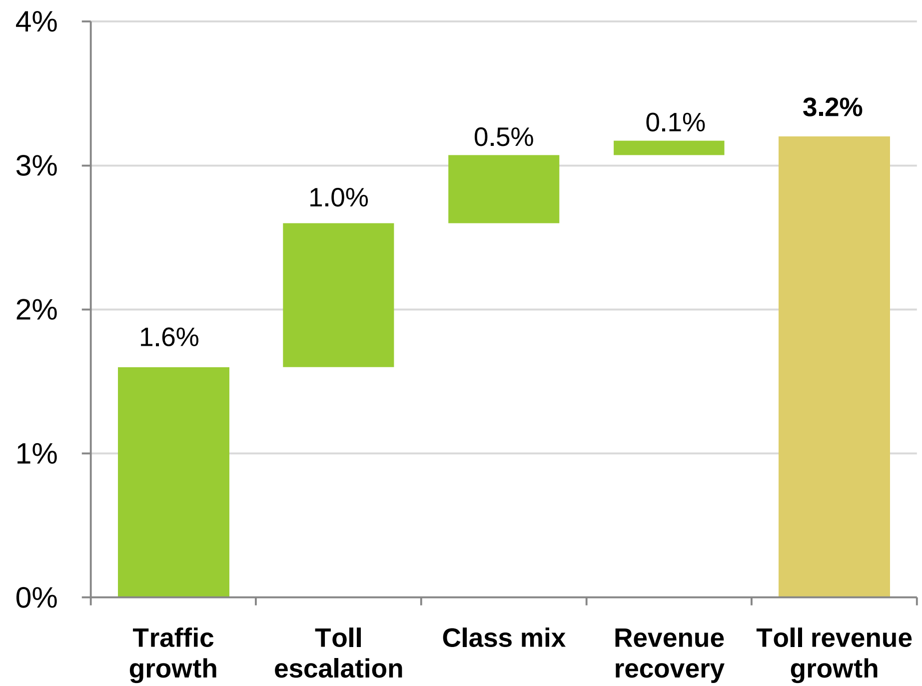


# M5 MOTORWAY
## FOCUS ON UPGRADE

- Congestion evident
- Widening – resolution unlikely prior to NSW State election

| | % GROWTH | | |
|---|---|---|---|
| TRAFFIC | TOLL REVENUE | EBITDA | EBITDA MARGIN |
| 1.6% | 3.2% | (1.3%) | 90.6% |

### M5 TOLL REVENUE GROWTH ANALYSIS



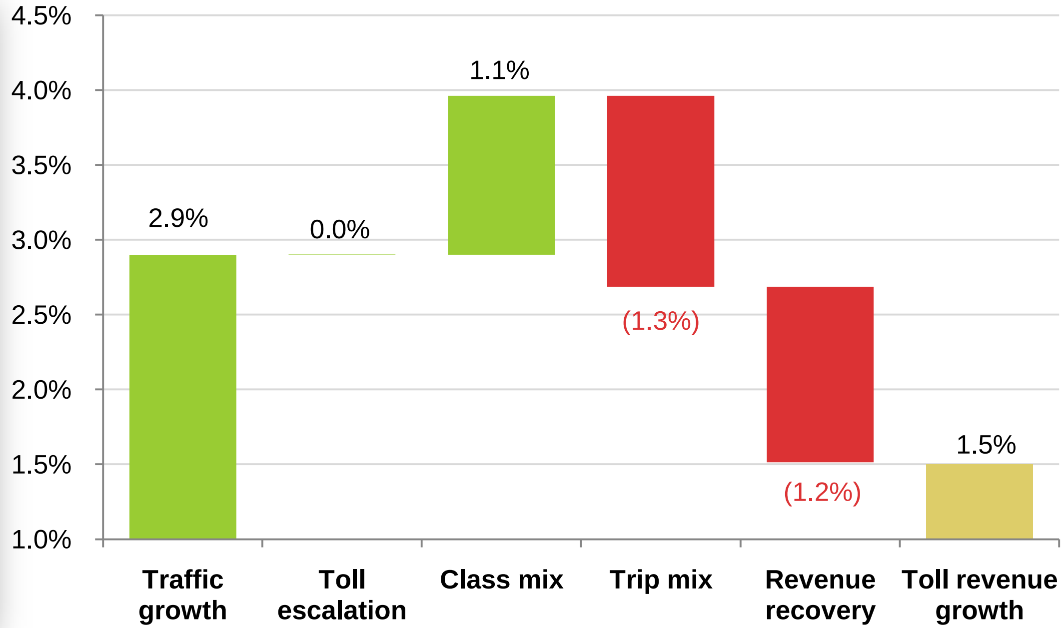
# POCAHONTAS 895

## RICHMOND AIRPORT CONNECTOR OPENS

- Traffic returning to positive growth
- Implemented new tolling system
- Richmond Airport Connector opened to traffic on 13 January 2011 – zero Lost Time Injuries during construction

| % GROWTH | | | |
|---|---|---|---|
| TRAFFIC | TOLL REVENUE | EBITDA | EBITDA MARGIN |
| 2.9% | 1.5% | 178.7% | 61.8% |

### POCAHONTAS TOLL REVENUE GROWTH ANALYSIS



# CAPITAL BELTWAY

## CONSTRUCTION PROGRESSING WELL, 57% COMPLETE

- Scheduled for on time and on budget completion – December 2012
- Significant construction progress for the six months to December – project more than 57% complete
- Operations Centre progressing
- Safety record outstanding to date

### WESTPARK BRIDGE CONNECTOR

### TYSONS CORNER – BRIDGE OVER RTE 123

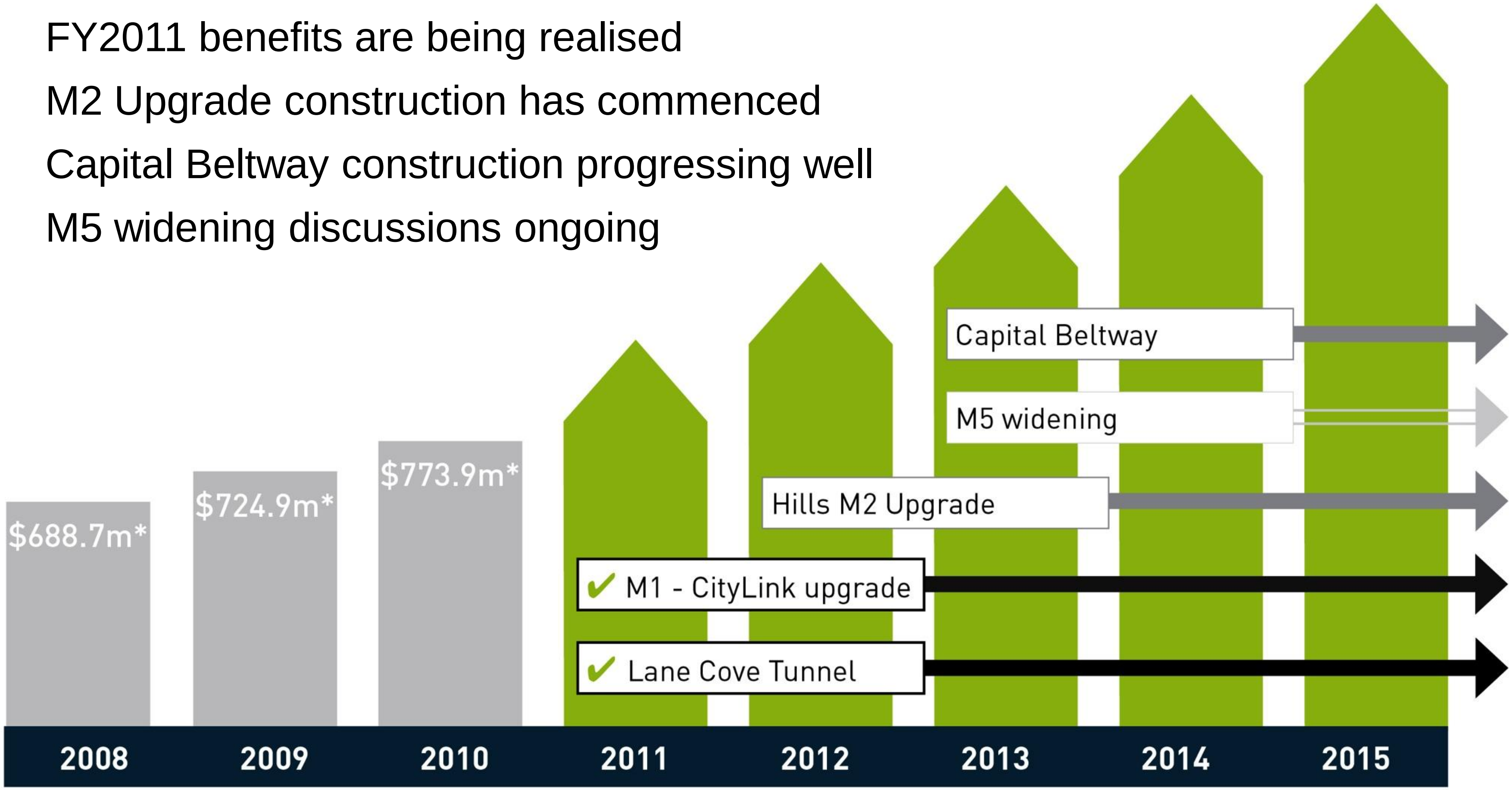

Early 2010

→


November 2010

# DELIVERING

- Growth pipeline delivering
  - FY2011 benefits are being realised
  - M2 Upgrade construction has commenced
  - Capital Beltway construction progressing well
  - M5 widening discussions ongoing




* Proportional toll revenue excluding the M4

# CONCLUSION

### Operational excellence

17% growth in EBITDA on continuing portfolio

Further cost reductions

Free cash growth of 16.6% -13.1 cents per security achieved

Interim distribution of 13 cents per security declared - Full year guidance confirmed to be at least 26 cents per security

### Portfolio enhancements

Australia

- CityLink upgrade delivering – 15.4% revenue growth
- M2 under construction

US

- Capital Beltway – significant progress

### New project opportunities

- LCT successfully integrated – 65.5% operating margin achieved

POTENTIAL
FUTURE TRANSACTIONS

NEGOTIATED TRANSACTIONS

ASSET ENHANCEMENTS

GROWING TOLLS AND TRAFFIC
COST REDUCTION PROGRAM

TODAY'S FREE CASH

Diagrammatic depiction rather than actual depiction of incremental value / cash flow benefits

# APPENDIX 1 – DETAILED FINANCIALS

# FREE CASH FLOW

| | 31 DEC 10 ($M) | 31 DEC 09 ($M) | % CHANGE |
|---|---|---|---|
| Cashflows from operating activities (Refer Group Statutory Accounts) | 181.6 | 174.7 | |
| Add back: Payments for maintenance capital expenditure | 15.3 | 10.8 | |
| Cashflows from operating activities – M1 Eastern Distributor and M4 | (27.6) | (56.9) | |
| Controlled cash | 169.3 | 128.6 | 31.6 |
| M1 Eastern Distributor | 9.0 | 21.8 | |
| M4 – Statewide Roads | - | 11.5 | |
| M5 – Interlink | 18.5 | 11.5 | |
| Maintenance capital expenditure | (8.7) | (12.1) | |
| Free cash | 188.1 | 161.3 | 16.6 |
| One-offs | | | |
| Contribution from M4 | - | (11.5) | |
| Corporate advisory costs | - | 1.9 | |
| Underlying free cash | 188.1 | 151.7 | 24.0 |
| Weighted average securities on issue – (millions) | 1,433 | 1,288 | |
| Underlying free cash per security (cents) – weighted average securities | 13.1 | 11.8 | 11.0 |
| Free cash for security (cents) – weighted average securities | 13.1 | 12.5 | 4.8 |
| Securities on issue – (millions) | 1,441 | 1,290 | |
| Underlying free cash per security (cents) – securities on issue | 13.1 | 11.8 | 11.0 |
| Free cash per security (cents) – securities on issue | 13.1 | 12.5 | 4.8 |

# STATUTORY PROFIT AND LOSS

| | 31 DEC 10 ($M) | 31 DEC 09 ($M) | % CHANGE |
|---|---|---|---|
| **Revenue** | | | |
| Toll, fee and other revenue | 399.8 | 396.6 | 0.8% |
| Construction revenue | 55.8 | 21.6 | 158.3% |
| Business development and other revenue | 7.9 | 10.2 | (22.5%) |
| **TOTAL REVENUE** | **463.5** | **428.4** | **8.2%** |
| Road operating costs | (89.6) | (89.2) | 0.4% |
| Corporate costs | (18.4) | (19.6) | (6.1%) |
| Business development costs | (6.3) | (9.6) | (34.4%) |
| Construction costs | (55.8) | (21.6) | 158.3% |
| **TOTAL DIRECT COSTS** | **(170.1)** | **(140.0)** | **21.5%** |
| **EBITDA** | **293.4** | **288.4** | **1.7%** |
| Depreciation and amortisation | (143.5) | (161.8) | 11.3% |
| Finance income | 145.3 | 162.9 | 10.8% |
| Finance costs | (225.4) | (249.7) | (9.7%) |
| **NET FINANCE COSTS** | (80.1) | (86.8) | (7.7%) |
| Share of associates profits/losses | (3.8) | (6.1) | (37.7%) |
| **PROFIT BEFORE INCOME TAX** | 66.0 | 33.7 | 95.9% |
| Tax benefit | 10.0 | 20.5 | (51.2%) |
| **PROFIT FOR THE YEAR** | 76.0 | 54.2 | 40.3% |

# RECONCILIATION

## STATUTORY P&L TO EBITDA – 31 DECEMBER 2010

| $M | STATUTORY P&L | OTHER REVENUE REALLOCATION | NET BUSINESS DEVELOPMENT | OFFSET CONSTRUCTION ACCOUNTING DISCLOSURE UNDER AASB I 12 | REALLOCATION OF CAPITALISED COSTS | OTHER | TOTAL |
|---|---|---|---|---|---|---|---|
| Toll revenue | 361.9 | 0.3 | - | - | - | - | 362.2 |
| Fee & other road revenue | 37.9 | (2.2) | - | - | - | - | 35.7 |
| Construction revenue | 55.8 | - | - | (55.8) | - | - | - |
| Business development and other revenue | 7.9 | - | - | - | (7.9) | - | - |
| **TOTAL REVENUE** | 463.5 | (1.9) | - | (55.8) | (7.9) | - | 397.9 |
| Operational costs | (89.6) | 1.8 | (1.0) | - | (1.9) | - | (90.7) |
| Corporate costs | (18.4) | 0.1 | - | - | - | - | (18.3) |
| Business development costs | (6.3) | - | 1.0 | - | - | - | (5.3) |
| Construction costs | (55.8) | - | - | 55.8 | - | - | - |
| Capitalised overheads | - | - | - | - | 9.8 | - | 9.8 |
| **TOTAL COSTS** | (170.1) | 1.9 | - | 55.8 | 7.9 | - | (104.5) |
| **EBITDA** | 293.4 | - | - | - | - | - | 293.4 |
| Depreciation and amortisation | (143.5) | - | - | - | - | - | (143.5) |
| Finance income | 145.3 | - | - | - | - | 1.6 | 146.9 |
| Finance costs | (225.4) | - | - | - | - | - | (225.4) |
| FX gain/loss | - | - | - | - | - | (1.6) | (1.6) |
| Share of associates profit/(loss) | (3.8) | - | - | - | - | - | (3.8) |
| **PROFIT BEFORE TAX** | 66.0 | - | - | - | - | - | 66.0 |
| Income tax benefit (expense) | 10.0 | - | - | - | - | - | 10.0 |
| **NET PROFIT FOR THE YEAR** | 76.0 | - | - | - | - | - | 76.0 |

transurban

# RECONCILIATION

## STATUTORY P&L TO EBITDA – 31 DECEMBER 2009

| $M | STATUTORY P&L | OTHER REVENUE REALLOCATION | NET BUSINESS DEVELOPMENT | OFFSET CONSTRUCTION ACCOUNTING DISCLOSURE UNDER AASB I 12 | REALLOCATION OF CAPITALISED COSTS | TOTAL |
|---|---|---|---|---|---|---|
| Toll revenue | 363.3 | - | - | - | - | 363.3 |
| Fee & other road revenue | 33.3 | (0.6) | - | - | - | 32.7 |
| Construction revenue | 21.6 | - | - | (21.6) | - | - |
| Business development and other revenue | 10.2 | - | - | - | (10.2) | - |
| **TOTAL REVENUE** | 428.4 | (0.6) | - | (21.6) | (10.2) | 396.0 |
| Operational costs | (89.2) | (1.7) | (0.9) | - | 0.3 | (91.5) |
| Corporate costs | (19.6) | (0.1) | - | - | - | (19.7) |
| Business development costs | (9.6) | 2.4 | 0.9 | - | - | (6.3) |
| Construction costs | (21.6) | - | - | 21.6 | - | - |
| Capitalised overheads | - | - | - | - | 9.9 | 9.9 |
| **TOTAL COSTS** | (140.0) | 0.6 | - | 21.6 | 10.2 | (107.6) |
| **EBITDA** | 288.4 | - | - | - | - | 288.4 |
| Depreciation and amortisation | (161.8) | - | - | - | - | (161.8) |
| Finance income | 162.9 | - | - | - | - | 162.9 |
| Finance costs | (249.7) | - | - | - | - | (249.7) |
| Share of associates profit/(loss) | (6.1) | - | - | - | - | (6.1) |
| **PROFIT BEFORE TAX** | 33.7 | - | - | - | - | 33.7 |
| Income tax benefit | 20.5 | - | - | - | - | 20.5 |
| **NET PROFIT FOR THE YEAR** | 54.2 | - | - | - | - | 54.2 |

# RECONCILIATION

## STATUTORY EBITDA TO PROPORTIONAL EBITDA

| | 31 DEC 10 ($M) | 31 DEC 09 ($M) | % CHANGE |
|---|---|---|---|
| **STATUTORY EBITDA** | 293.4 | 288.4 | 1.7 |
| Less: EBITDA attributable to Non-controlling Interest | (9.1) | (30.8) | (70.5) |
| Add: M5 proportional EBITDA | 38.6 | 39.1 | (1.3) |
| Add: M7 proportional EBITDA | 38.6 | 35.4 | 9.0 |
| Add: Pocahontas Proportional EBITDA | 3.5 | 1.5 | 133.3 |
| Add: DRIVe Operations Proportional EBITDA | (2.2) | (2.4) | (8.3) |
| **PROPORTIONAL EBITDA** | 362.8 | 331.2 | 9.5 |

# RESULT BY ASSET

## CONSOLIDATED ASSETS – 31 DECEMBER 2010

| $M | CITYLINK | HILLS M2 | LANE COVE TUNNEL | TOLLAUST | M1 ED | ROAM | OTHER | TOTAL |
|---|---|---|---|---|---|---|---|---|
| Revenue | | | | | | | | |
| Toll revenue | 217.9 | 74.0 | 23.2 | - | 46.9 | - | 0.2 | 362.2 |
| Fee and other revenue | 20.4 | 0.9 | 0.5 | 4.5 | 0.1 | 8.0 | 1.3 | 35.7 |
| **TOTAL REVENUE** | 238.3 | 74.9 | 23.7 | 4.5 | 47.0 | 8.0 | 1.5 | 397.9 |
| Total cost | (50.8) | (14.1) | (9.9) | (1.9) | (11.2) | (6.8) | (9.8) | (104.5) |
| **EBITDA** | 187.5 | 60.8 | 13.8 | 2.6 | 35.8 | 1.2 | (8.3) | 293.4 |
| EBITDA Margin | 86.0% | 82.2% | 59.5% | - | 76.3% | - | | |
| Depreciation and amortisation | (87.6) | (32.0) | (9.7) | (0.2) | (26.0) | (0.5) | 12.5 | (143.5) |
| Net finance costs | (39.4) | (16.6) | (7.5) | - | 11.5 | 0.3 | (26.8) | (78.5) |
| Foreign exchange gain/(loss) | - | - | - | - | - | - | (1.6) | (1.6) |
| Share of associates profit/(loss) | - | - | - | - | - | - | (3.8) | (3.8) |
| **PROFIT/(LOSS) BEFORE TAX** | 60.5 | 12.2 | (3.4) | 2.4 | 21.3 | 1.0 | (28.0) | 66.0 |
| Income tax benefit (expense) | (3.7) | 7.7 | (0.6) | (0.7) | (16.5) | (0.3) | 24.1 | 10.0 |
| **NET PROFIT/(LOSS)** | 56.8 | 19.9 | (4.0) | 1.7 | 4.8 | 0.7 | (3.9) | 76.0 |
| Ownership | 100% | 100% | 100% | 100% | 75.10% | 100% | 100% | |

# RESULT BY ASSET

## EQUITY ASSETS – 31 DECEMBER 2010

| $M | M5 MOTORWAY | WESTLINK M7 | POCAHONTAS 895 | CAPITAL BELTWAY | DRIVE | TOTAL |
|---|---|---|---|---|---|---|
| Revenue | | | | | | |
| Toll revenue | 85.1 | 96.8 | 7.6 | - | - | 189.5 |
| Fee and other revenue | 5.7 | 1.4 | - | - | - | 7.1 |
| **TOTAL REVENUE** | 90.8 | 98.2 | 7.6 | - | - | 196.6 |
| Total cost | (13.7) | (21.0) | (2.9) | - | (2.9) | (40.5) |
| **EBITDA** | 77.1 | 77.2 | 4.7 | - | (2.9) | 156.1 |
| EBITDA Margin | 90.6% | 79.8% | 61.8% | - | - | |
| Depreciation and amortisation | (45.0) | (34.6) | (5.4) | - | 0.1 | (84.9) |
| Net finance costs | (19.8) | (120.5) | (17.0) | 1.2 | 3.8 | (152.3) |
| **PROFIT/(LOSS) BEFORE TAX** | 12.3 | (77.9) | (17.7) | 1.2 | 1.0 | (81.1) |
| Income tax benefit (expense) | (21.4) | 16.4 | 10.8 | - | 2.1 | 7.9 |
| **NET PROFIT/(LOSS)** | (9.1) | (61.5) | (6.9) | 1.2 | 3.1 | (73.2) |
| Ownership | 50% | 50% | 75% | 67.5% | 75% | |

# RESULT BY ASSET

## CONSOLIDATED ASSETS – 31 DECEMBER 2009

| $M | CITYLINK | HILLS M2 | TOLLAUST | M1 ED | M4 | ROAM | OTHER | TOTAL |
|---|---|---|---|---|---|---|---|---|
| Revenue | | | | | | | | |
| Toll revenue | 193.5 | 71.5 | - | 41.5 | 56.8 | - | - | 363.3 |
| Fee and other revenue | 18.3 | 0.2 | 4.2 | 0.1 | 0.5 | 7.4 | 2.0 | 32.7 |
| **TOTAL REVENUE** | 211.8 | 71.7 | 4.2 | 41.6 | 57.3 | 7.4 | 2.0 | 396.0 |
| Total cost | (47.9) | (14.5) | (1.3) | (12.3) | (9.9) | (8.5) | (13.2) | (107.6) |
| **EBITDA** | 163.9 | 57.2 | 2.9 | 29.3 | 47.4 | (1.1) | (11.2) | 288.4 |
| EBITDA Margin | 84.7% | 80.0% | - | 70.6% | 83.5% | - | - | |
| Depreciation and amortisation | (77.5) | (32.1) | (0.5) | (25.9) | (31.7) | (0.6) | 6.5 | (161.8) |
| Net finance costs | (45.3) | (10.1) | 0.1 | (1.7) | (2.9) | 0.2 | (27.1) | (86.8) |
| Share of associates profit/(loss) | - | - | - | - | - | - | (6.1) | (6.1) |
| **PROFIT/(LOSS) BEFORE TAX** | 41.1 | 15.0 | 2.5 | 1.7 | 12.8 | (1.5) | (37.9) | 33.7 |
| Income tax benefit (expense) | 16.3 | (3.8) | (0.7) | (9.1) | (5.9) | 1.0 | 22.7 | 20.5 |
| **NET PROFIT/(LOSS)** | 57.4 | 11.2 | 1.8 | (7.4) | 6.9 | (0.5) | (15.2) | 54.2 |
| Ownership | 100% | 100% | 100% | 75.10% | 50.61% | 100% | 100% | |

# RESULT BY ASSET

## EQUITY ASSETS – 31 DECEMBER 2009

| $M | M5 MOTORWAY | WESTLINK M7 | POCAHONTAS 895 | CAPITAL BELTWAY | DRIVE | TOTAL |
|---|---|---|---|---|---|---|
| Revenue | | | | | | |
| Toll revenue | 82.5 | 87.7 | 8.1 | - | - | 178.3 |
| Fee and other revenue | 6.6 | 1.0 | - | - | - | 7.6 |
| **TOTAL REVENUE** | 89.1 | 88.7 | 8.1 | - | - | 185.9 |
| Total cost | (11.0) | (17.9) | (6.1) | - | (3.1) | (38.1) |
| **EBITDA** | 78.1 | 70.8 | 2.0 | - | (3.1) | 147.8 |
| EBITDA Margin | 94.7% | 80.7% | 24.7% | - | - | |
| Depreciation and amortisation | (43.9) | (34.2) | (5.8) | - | 0.1 | (83.8) |
| Net finance costs | (14.2) | (115.6) | (17.4) | 3.9 | 3.4 | (139.9) |
| **PROFIT/(LOSS) BEFORE TAX** | 20.0 | (79.0) | (21.2) | 3.9 | 0.4 | (75.9) |
| Income tax benefit (expense) | (17.9) | 0.1 | 8.8 | - | (1.0) | (10.0) |
| **NET PROFIT/(LOSS)** | 2.1 | (78.9) | (12.4) | 3.9 | (0.6) | (85.9) |
| Ownership | 50% | 50% | 75% | 67.5% | 75% | |

# PROPORTIONAL RESULT

## EXCLUDING CONTRIBUTION FROM M4 AND LANE COVE TUNNEL

| | 31 DEC 10 ($M) | 31 DEC 09 ($M) | % CHANGE |
|---|---|---|---|
| Toll revenue | 423.8 | 387.3 | 9.4 |
| Fee revenue | 28.3 | 26.3 | 7.6 |
| Other revenue | 9.6 | 8.9 | 7.9 |
| **TOTAL REVENUE** | 461.7 | 422.5 | 9.3 |
| Operating costs | (96.6) | (96.9) | 0.3 |
| Business development costs | (7.6) | (8.6) | 11.6 |
| Corporate costs | (18.3) | (16.7) | (9.6) |
| **TOTAL DIRECT COSTS** | (122.5) | (122.2) | (0.2) |
| Capitalised overheads | 9.8 | 9.9 | (1.0) |
| **UNDERLYING PROPORTIONAL EBITDA** | 349.0 | 310.2 | 12.5 |
| EBITDA contribution from M4 Motorway | - | 24.0 | |
| EBITDA contribution from Lane Cove Tunnel | 13.8 | - | |
| One-offs | - | (3.0) | |
| **PROPORTIONAL EBITDA** | 362.8 | 331.2 | 9.5 |

# FREE CASH FLOW

## FREE CASH EXCL LANE COVE TUNNEL AND 2010 EQUITY RAISING

| GROUP FREE CASH | 31 DEC 10 ($M) ACTUAL | ADJUST LCT ($M) | ADJUST EQUITY RAISING ($M) | 31 DEC 10 ($M) EXCLUDING LCT AND EQUITY RAISING | % CHANGE | |
|---|---|---|---|---|---|---|
| Cashflows from operating activities (Refer Group Statutory Accounts) | 181.6 | - | (7.4) | 174.2 | | Remove interest revenue generated on cash on hand following equity raising |
| Add back: Payments for maintenance capital expenditure | 15.3 | - | - | 15.3 | | |
| Less: Contribution from Lane Cove Tunnel | - | (15.3) | - | (15.3) | | Remove operating cash contribution of Lane Cove Tunnel |
| Cashflows from operating activities – M1 Eastern Distributor and M4 | (27.6) | - | - | (27.6) | | |
| Controlled cash | 169.3 | (15.3) | (7.4) | 146.6 | 15.5 | |
| M1 Eastern Distributor | 9.0 | - | - | 9.0 | | |
| M5 – Interlink | 18.5 | - | - | 18.5 | | |
| Maintenance capital expenditure | (8.7) | 1.9 | - | (6.8) | | Exclude P&L expense for Lane Cove Tunnel maintenance capital spend |
| Free cash | 188.1 | (13.4) | (7.4) | 167.3 | 12.4 | |
| Securities on issue – (millions) | 1,441 | (82) | (36) | 1,323 | | Reduce securities on issue by numbers of shares raised in May 2010 |
| Free cash per security (cents) – securities on issue | 13.1 | | | 12.6 | 4.0 | |

This analysis does not take into account the DRP for the second half of FY10.

# FINANCE COSTS

| | 31 DEC 10 $M | 31 DEC 09 $M |
|---|---|---|
| Statutory net finance costs (excluding foreign exchange gains) | (78.5) [1] | (86.8) |
| Less: M1 Eastern Distributor net finance (revenue)/costs attributable to non-controlling interest | (3.0) | 1.9 |
| Add: M5 proportional finance costs | (9.9) | (7.1) |
| Add: M7 proportional finance costs | (60.3) | (57.8) |
| Add: DRIVe proportional finance costs | (9.0) | (7.9) |
| Proportional net finance costs | (160.7) [1] | (157.7) |
| Unwinding of discount included in finance costs on Concession Notes and Monash-CityLink-West Gate Upgrade payable | (0.5) | 9.1 |
| Unwinding of discount included in finance costs on maintenance expense | 5.5 | 9.1 |
| Movements in derivative through profit and loss – M7 | (0.7) | (0.7) |
| Hedge amortisation – M1 Eastern Distributor | - | 2.0 |
| Proportional net finance costs adjusted for non-cash items | (156.4) | (138.2) |

1. Excludes foreign exchange loss of $1.6 million included in Net finance costs in statutory financial statements

# FINANCE COSTS

## CASH BASED INTEREST CHARGES

| | PROPORTIONAL | | | STATUTORY | | |
|---|---|---|---|---|---|---|
| | 31 DEC 10 $M | 31 DEC 09 $M | CHANGE % | 31 DEC 10 $M | 31 DEC 09 $M | CHANGE % |
| Debt interest expense – cash | (189.9) | (174.5) | 8.8% | (116.1) | (107.0) | 8.5% |
| Debt interest expense – accretion | (39.1) | (38.8) | 0.8% | (39.1) | (38.8) | 0.8% |
| Net RIBS and I-bonds | 27.1 | 34.9 | (22.3%) | 36.1 | 42.6 | (15.3%) |
| Bank interest revenue | 10.6 | 6.1 | 73.8% | 10.2 | 3.7 | 175.7% |
| Debt fees | (6.9) | (5.0) | 38.0% | (6.9) | (4.7) | 46.8% |
| Term loan notes interest – cash | 18.3 | 16.0 | 14.4% | 18.3 | 16.0 | 14.4% |
| Term loan notes interest – accretion | 23.5 | 23.1 | 1.7% | 23.5 | 23.1 | 1.7% |
| **NET FINANCE COSTS CASH BASED** | (156.4) | (138.2) | 13.2% | (74.0) | (65.1) | 13.7% |
| Unwind of finance costs of Concession Notes and Monash-CityLink-West Gate Upgrade payable | 0.5 | (9.1) | (105.5%) | 0.2 | (10.6) | (101.9%) |
| Unwind of finance costs of maintenance expense | (5.5) | (9.1) | (39.6%) | (4.7) | (8.5) | (44.7%) |
| Movements in derivative through profit and loss – M7 | 0.7 | 0.7 | 0.0% | - | - | - |
| Hedge amortisation – M1 Eastern Distributor | - | (2.0) | (100.0%) | - | (2.6) | (100.0%) |
| **TOTAL** | (160.7) | (157.7) | 1.9% | (78.5) | (86.8) | (9.6%) |

# TAXATION

## STATUTORY AND PROPORTIONAL

| STATUTORY TAX PAID INCLUDES | 31 DEC 10 $M | 31 DEC 09 $M |
| --- | --- | --- |
| M1 Eastern Distributor | (32.2) | (29.7) |
| M4 | (0.6) | (16.7) |
| Westlink holding companies | (3.3) | (2.4) |
| **TOTAL** | (36.1) | (48.8) |

| PROPORTIONAL TAX PAID INCLUDES | 31 DEC 10 $M | 31 DEC 09 $M |
| --- | --- | --- |
| M1 Eastern Distributor | (24.2) | (22.3) |
| M4 | (0.3) | (8.5) |
| M5 | (8.1) | (8.6) |
| Westlink holding companies | (3.3) | (2.4) |
| **TOTAL** | (35.9) | (41.8) |

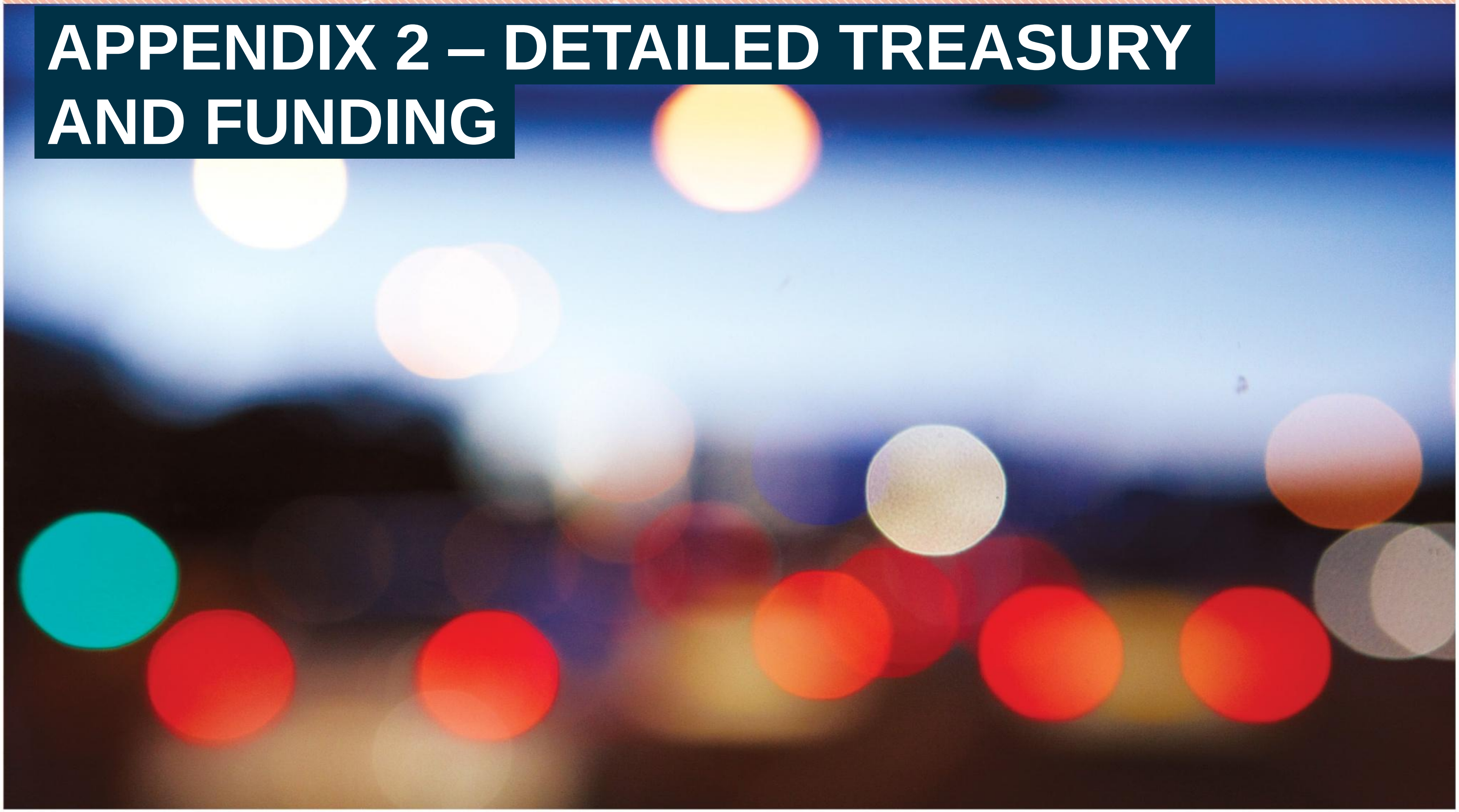
# MAINTENANCE EXPENSE

## INCLUDED IN OPERATING COSTS

| PROFIT AND LOSS | 31 DEC 10 ($M) | 31 DEC 09 ($M) |
|---|---|---|
| CityLink | 3.9 | 4.7 |
| Hills M2 | 0.3 | 1.0 |
| Lane Cove Tunnel | 1.9 | - |
| M1 – Eastern Distributor | 1.4 | 1.7 |
| M5 – Interlink | 1.2 | (1.3) |
| M7 – Westlink | 3.7 | 3.2 |
| Pocahontas 895 | 0.6 | 3.3 |

| CASH SPEND | 31 DEC 10 ($M) | 31 DEC 09 ($M) |
|---|---|---|
| CityLink | (1.6) | (4.7) |
| Hills M2 | (13.5) | (6.0) |
| Lane Cove Tunnel | - | - |
| M1 – Eastern Distributor | (0.2) | (0.2) |
| M5 – Interlink | (0.2) | - |
| M7 – Westlink | (0.2) | (0.1) |
| Pocahontas 895 | (1.0) | (0.2) |

# APPENDIX 2 – DETAILED TREASURY AND FUNDING



# GROUP DRAWN DEBT

## 31 DECEMBER 2010

| TRANSURBAN CORPORATE DEBT | AUD ($M) | USD ($M) |
|---|---|---|
| Working capital lines[1] | - | 37 |
| Term bank debt | 600 | - |
| US Private Placements | 1,312 | 153 |
| Domestic unwrapped bonds | 550 | - |
| Domestic wrapped bonds | 600 | - |
| **TOTAL** | **3,062** | **190** |

| NON RECOURSE (AUD $ MILLION) | ASSET DEBT | OWNERSHIP | PROPORTIONAL |
|---|---|---|---|
| Lane Cove Tunnel | 260 | 100% | 260 |
| M1 – Eastern Distributor | 515 | 75.1% | 387 |
| M2 – Hills Motorway[2] | 484 | 100% | 484 |
| M5 – Interlinks Roads[3] | 510 | 50% | 255 |
| M7 – Westlink | 1,255 | 50% | 628 |
| **TOTAL** | **3,024** | | **2,014** |
| **NON RECOURSE (USD $ MILLION)** | | | |
| Pocahontas – Senior | 306 | 75% | 229 |
| Pocahontas – TIFIA[4] | 160 | 75% | 120 |
| Beltway – Senior | 589 | 67.5% | 398 |
| Beltway – TIFIA[5] | 236 | 67.5% | 159 |
| **TOTAL** | **1,291** | | **906** |

1. AUD $450m facilities, $392m available undrawn. USD $23.5m has been allocated to a Beltway Letter of Credit (converted at spot rate of $1.0163). Separate Letters of Credit are in place to the value of AUD $42m (USD $23.5 for the above Beltway Letter of Credit and AUD $20m issued in relation to CityLink).
2. AUD $256m available in undrawn capex facility
3. AUD $13m available in undrawn working capital facility.
4. Undrawn TIFIA facility of USD $10m. Debt balance includes USD $20m of accreted interest.
5. Undrawn TIFIA facility of USD $367m. Debt balance includes USD $14m accreted interest.

# GROUP DRAWN DEBT

## 31 DECEMBER 2010

| GROUP DEBT | 31 DEC 2010 | 30 JUN 2010 | MOVEMENT | EXPLANATION[3] |
|---|---|---|---|---|
| **AUD[1]** | | | | |
| Corporate | 3,062 | 3,044 | +18 | Movement in 2006 USPP ($12m accreting USPP and an adjustment to cross currency swaps impacting the AUD converted value) |
| Non recourse (proportional) | 2,014 | 1,732 | +282 | $260m Lane Cove tunnel debt following acquisition, proportional share of $5m increase in M7 debt following December refinance, and increase in M2 debt related to the upgrade project. |
| **TOTAL** | **5,076** | **4,776** | | |
| **USD[2]** | | | | |
| Corporate | 190 | 179 | +11 | $7m drawn USD working capital, $4m related to 2006 accreting USPP |
| Non recourse (Proportional) | 906 | 855 | +51 | Proportional share of TIFIA drawdowns and accretive interest ($13m Pocahontas, $38m Capital Beltway). |
| **TOTAL** | **1,096** | **1,034** | | |

1. AUD represents debt issued in AUD plus debt that has been issued in USD and has been swapped back into AUD.
2. USD debt represents debt issued in USD and includes working capital, Pocahontas, Capital Beltway and Tranche C of the 2006 USPP which was not swapped back to AUD.
3. Amounts may differ from movement due to rounding. Movements relate to Transurban's proportional ownership.

# KEY DEBT METRICS

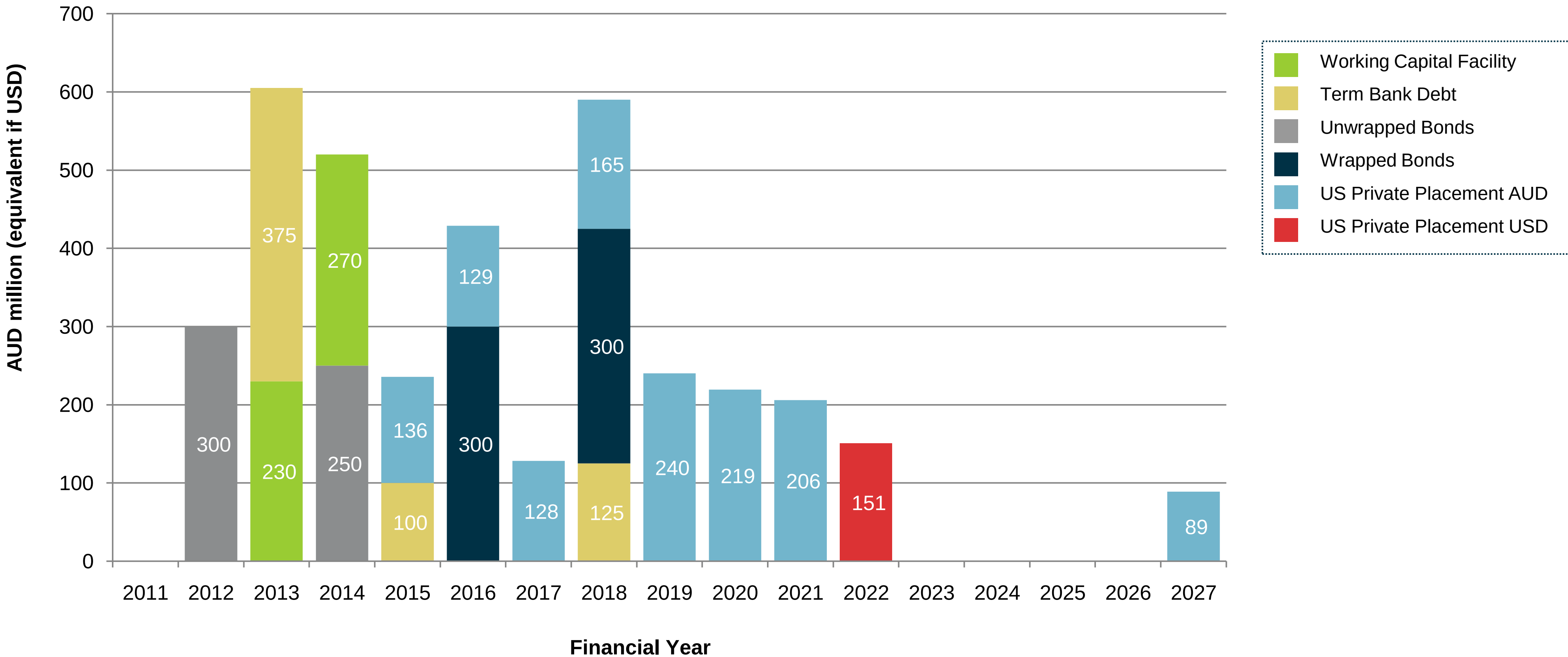
| | 31 DECEMBER 2010 | | | 30 JUNE 2010 | | |
|---|---|---|---|---|---|---|
| | TRANSURBAN GROUP | CORPORATE | NON RECOURSE | TRANSURBAN GROUP | CORPORATE | NON RECOURSE |
| Weighted average maturity (years)[1] | 9.3 yrs | 5.6 yrs | 12.2 yrs | 10.2 yrs | 6.1 yrs | 13.4 yrs |
| Weighted average cost of AUD debt | 7.0% | 6.7% | 7.4% | 6.9% | 6.6% | 7.4% |
| Weighted average cost of USD debt | 5.6% | 5.0% | 5.7% | 5.5% | 4.9% | 5.6% |
| Fixed[2] | 95% | 99% | 90% | 95% | 99% | 89% |
| Gearing[3] (Debt to Enterprise Value) | 45% | | | 50% | | |
| Senior Interest Cover Ratio (Historical Ratio For 12 Months) | 2.7 x | | | 2.7 x | | |
| Group's Secured Debt Rating (S&P / Moody's / Fitch) | A- / Baa1 / A- | | | A- / Baa1 / A- | | |

1. Weighted average maturity calculated on drawn funds at AUD value of debt. USD debt converted at the hedged rate where cross currency swaps are in place. Unhedged USD debt converted to AUD at the spot exchange rate ($1.0163 at 31 December 2010 and $0.8523 at 30 June 2010). Assumes bond maturity date (December 2047) on Capital Beltway's Private Activity Bonds (Letters of Credit mature in June 2016).
2. Fixed % comprises fixed rate debt and floating debt that has been hedged and is a weighted average of total proportional Group drawn debt in AUD.
3. Gearing is total proportional Group drawn debt in AUD. USD debt converted at the hedged rate where cross currency swaps are in place. Unhedged USD debt converted to AUD at the spot exchange rate ($1.0163 at 31 December 2010 and $0.8523 at 30 June 2010). The security price was $5.12 at 31 December 2010 and $4.24 at 30 June 2010 with 1,441m securities on issue at 31 December 2010 and 1,414.7m securities on issue at 30 June 2010.

transurban

# CORPORATE DEBT MATURITIES

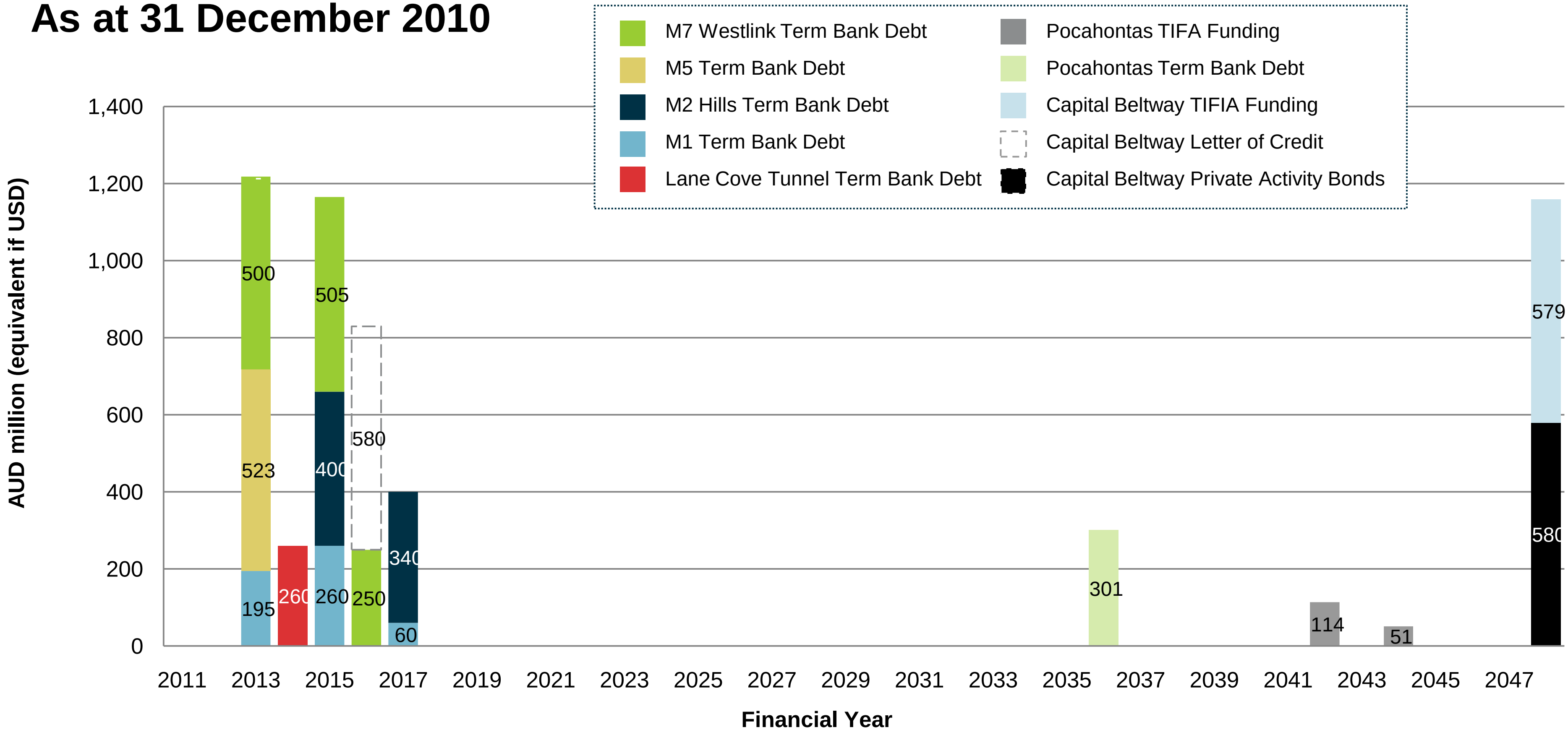
## As at 31 December 2010




1. Debt is shown in the financial year in which it matures.
2. Debt values are as at 31 December 2010. USD debt converted at the hedged rate where cross currency swaps are in place. Unhedged USD debt converted to AUD at spot exchange rate ($1.0163 at 31 December 2010).

# NON-RECOURSE DEBT MATURITIES

## As at 31 December 2010




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 financial year in it matures.
3. USD debt converted to AUD at $1.0163 (spot exchange rate at 31 December 2010.
4. Letters of Credit associated with Capital Beltways' long term Private Activity Bonds (USD $589m) which mature in December 2047. AUD equivalent for both periods is USD converted at the spot exchange rate.

transurban