



THE WORLD'S FIRST ALL-ELECTRONIC OPEN-ACCESS TOLL HIGHWAY

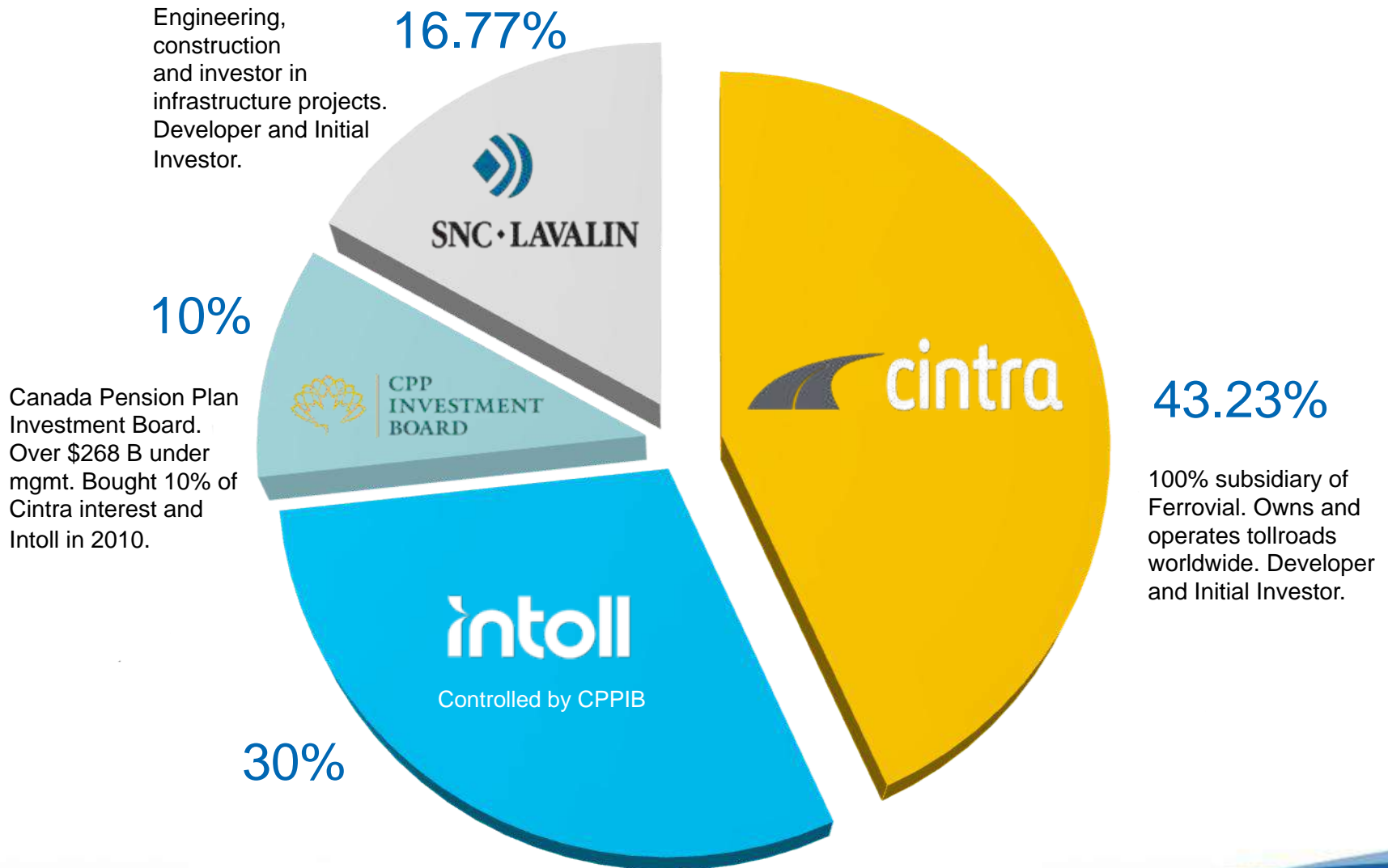
RBC Capital Markets
2015 Corporate Infrastructure
& Pipelines Conference
September 22, 2015



DISCLAIMER/DISCLOSURE

- » This presentation has been prepared by 407 ETR.
- » The financial information presented is taken from quarterly and year-end statistics that have been disclosed publicly.
- » All financial amounts are shown in Canadian dollars unless otherwise indicated.
- » Additional information relating to 407 ETR and / or 407 International, including the 2014 Annual Information Form dated February 12, 2015, can be accessed on SEDAR.
- » The statements about expected future events and financial and operating results are forward-looking. Forward-looking statements may include words such as anticipate, believe, could, expect, goal, intend, may, outlook, plan, strive, target and will. These statements reflect internal projections, expectations, future growth, performance and business prospects and opportunities, and, as they are subject to a number of risks and uncertainties, you are cautioned not to put undue reliance upon such statements as they may differ from actual results and developments.

407 INTERNATIONAL SHAREHOLDERS



2001 Company builds East and West Extensions (40km).

1999 Privatization. Taxpayer's receive over \$3.1 billion; directed to other government priorities.

1997 Government builds Central section (68km). Cost to taxpayer \$1.5 billion.

1980s Preliminary construction.

1950s Government acquires (reserves) lands.



Since Privatization

- ✓ 108 kilometers (67 miles), 41 Interchanges with 7 major highway to highway Interchanges
- ✓ Open-access, all electronic tolling with 198 entry-exit points
- ✓ 99-year concession
- ✓ Over \$1.6 billion invested to extend and expand highway and meet customer demand.
- ✓ Over 200 lane-km added.

THE MISSION AND VISION

THE HIGHWAY'S MISSION

- » Relieve congestion on other Greater Toronto Hamilton Area (GTHA) Highways and local roads.
- » Provide a congestion-free trip.

THE COMPANY'S VISION AND MISSION

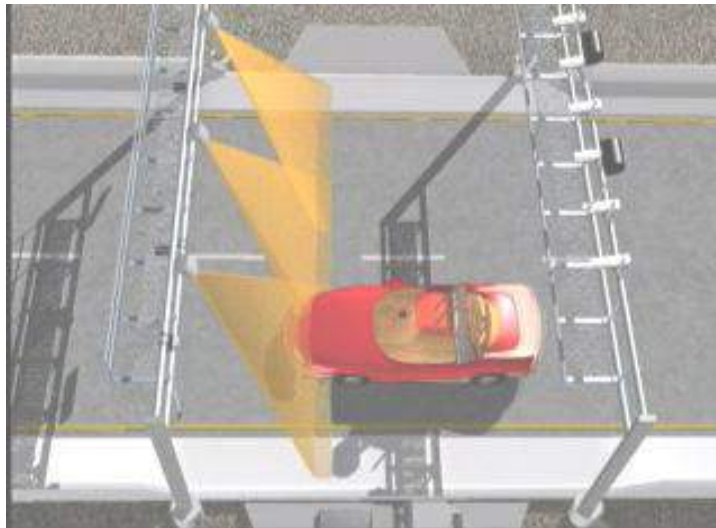
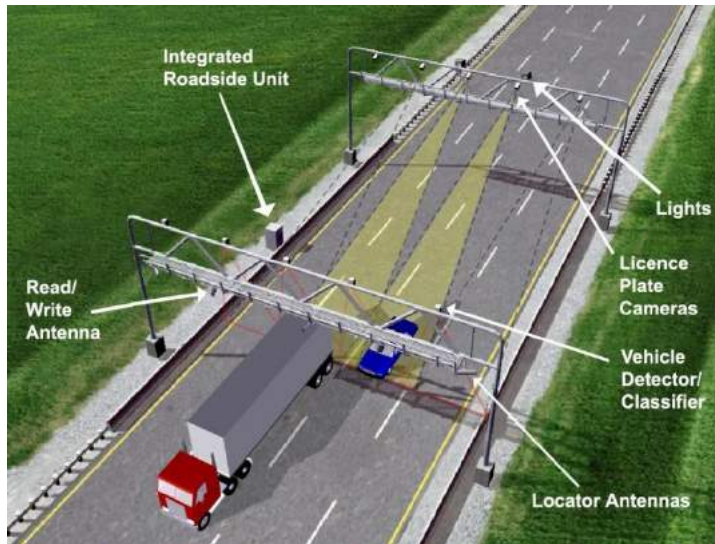
VISION

- » To be recognized as the best open access toll road in the world.

MISSION

- » To serve the GTHA by providing customers a FAST, SAFE, RELIABLE travel alternative, maximizing both customer service and shareholder value.

WORLD'S 1ST ALL-ELECTRONIC TOLL HIGHWAY



- » Still the world's most sophisticated electronic toll highway
- » No toll-booths, "closed ticket" tolling scheme (on/off ramps)
- » No stopping or slow-downs to pay
- » All vehicles able to use highway
- » Transponder not required. If a valid transponder is not detected, digital images are taken at entry and exit
- » Tolls billed monthly

REGULATORY FRAMEWORK

Well defined regulatory framework. 407 ETR is not subject to periodic regulatory reviews as the Concession Agreement applies for the full concession term (i.e. until 2098) and can only be changed by mutual agreement

» Highway 407 Act (Royal Assent - December 1998):

- » Powers of Concessionaire (collection of tolls, exemption of tolls, etc.)
- » Plate denial, enforcement of tolls, dispute process
- » Collection and use of personal information
- » Highway closure, emergency planning

» Highway Traffic Act:

- » Plate visibility
- » Powers of police officers (search and seizure)
- » Definition of toll device and transponder mounting
- » Toll evasion, sale of interference devices, etc.
- » Compulsory for Heavy vehicles the use of transponders

REGULATORY FRAMEWORK - PLATE DENIAL

- » When a customer does not pay their bill within a prescribed period of time, the Ontario Government will not allow the person to renew the license plate sticker required by law
- » Targeted at people who refuse to pay their bills
- » Necessary because there are no toll booths or barriers
- » Can't restrict use, cut off service, etc. like other companies
- » Used by Government before the sale, key part of sale agreement

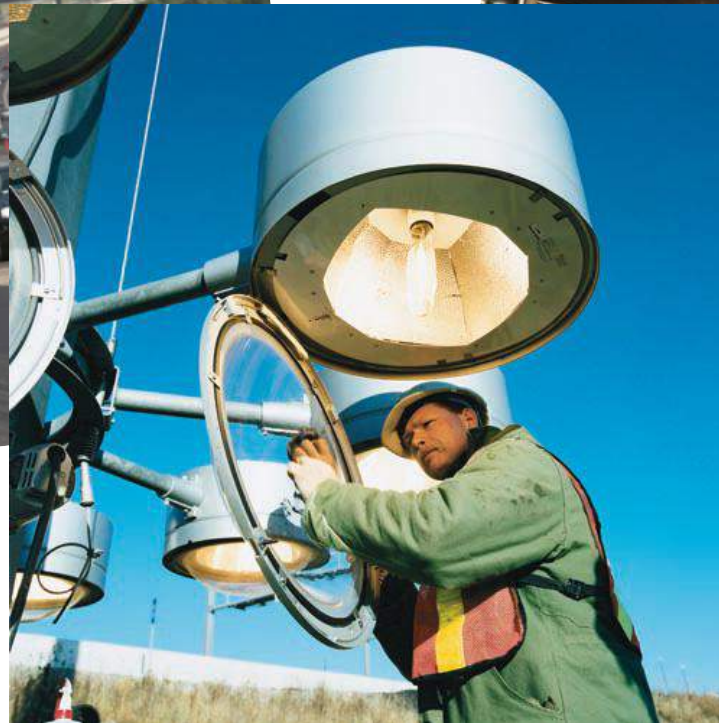


407 ETR LOCATION IN GTHA

- » 108 kilometres (67 miles)
- » 198 entry/exit points
- » 99-year concession
- » Open-access, All Electronic Tolling
- » Over 390,000 (avg) trips each weekday
- » 41 Interchanges / 7 major Highway to Highway

CONSTRUCTION AND INFRASTRUCTURE

*407 ETR has invested over
\$1.6 billion since 1999!*



Ultimate Capacity

C3	
1999:	3+3 Lanes
2014:	4+4 Lanes
Ultimate:	5+5 Lanes

C7	
1999:	3+3 Lanes
2014:	4+4 Lanes
Ultimate:	5+5 Lanes

C4 to C6 NOW ULTIMATE	
1999:	3+3 Lanes
2014:	5+5 Lanes

C2	
1999:	2+2 Lanes
2014:	4+4 Lanes
Ultimate:	5+5 Lanes

C1	
1999:	2+2 Lanes
2014:	3+3 Lanes
Ultimate:	4+4 Lanes

W1 to W3	
1999:	0+0 Lanes
2014:	3+3 Lanes
Ultimate:	4+4 Lanes

E1	
1999:	0+0 Lanes
2014:	3+3 Lanes
Ultimate:	5+5 Lanes

E2	
1999:	0+0 Lanes
2014:	2+2 Lanes
Ultimate:	5+5 Lanes

Year	Expansion	Length
2004	401 - 410	18 km
2006	427 - 404	46 km
2006	McCowan Road - Markham Road	4 km
2007	401 - 427	47 km
2009	Markham Road - York Durham Line	13 km
2010	404 - Markham Road	19 km
2011	401 - Trafalgar Road	26 km
2012	400 - 404	32 km
2014	400 - 427	16 km
Total lane kilometres added		221 km

407 ETR
Express Toll Route
FAST. SAFE. RELIABLE.

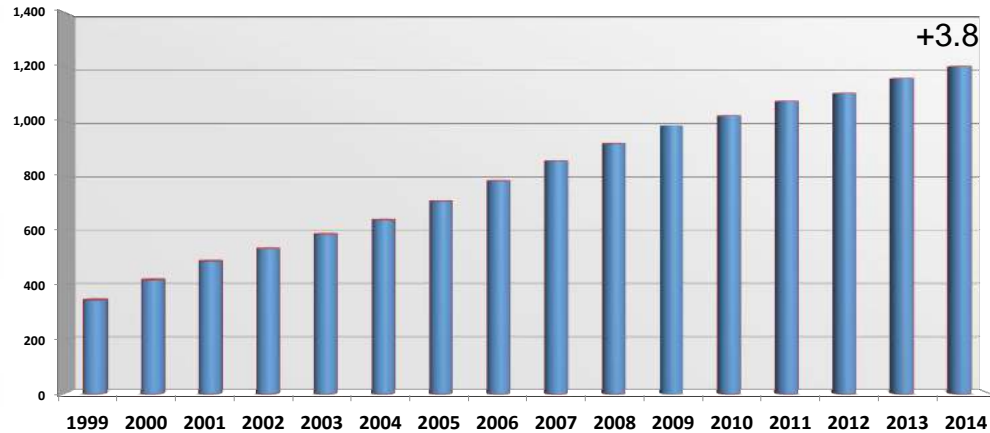
CURRENT CUSTOMER BASE

- » Approximately **1.1 million paper bills** sent each month
 - » down from **2 million bills** prior to promotions – bill consolidation (2 or 3 bills into 1)
- » Over **600,000 electronic bills** sent monthly
- » **624,000 calls** received in 2014 – answered in an average of **20 seconds**
- » Current call drivers
 - » billing inquiries
 - » transponder inquiries
 - » payments



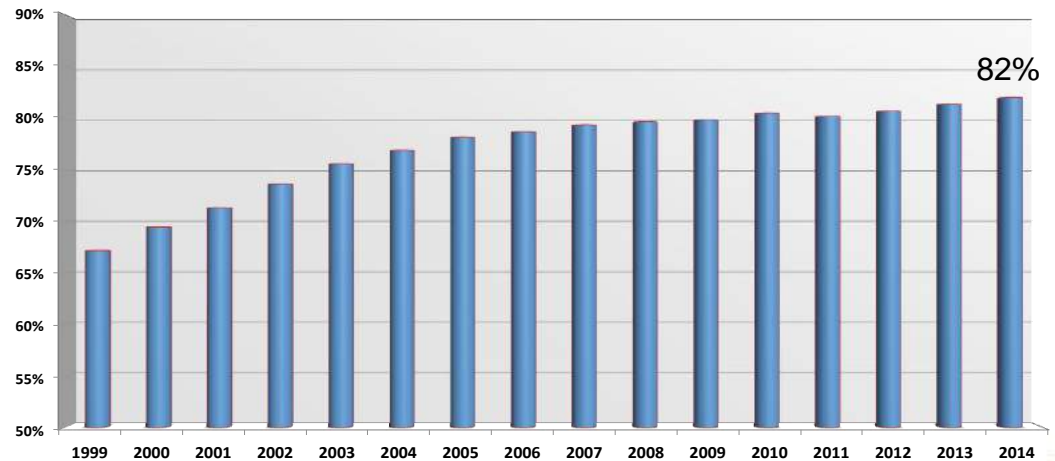
TRANSPONDER USAGE

Transponders in Circulation (000's)



- >> Promotions have increased transponder usage, improved trip accuracy and simplified data capture.
- >> Transponders assist the company in maintaining a strong customer service relationship.

Transponder Penetration Percentage

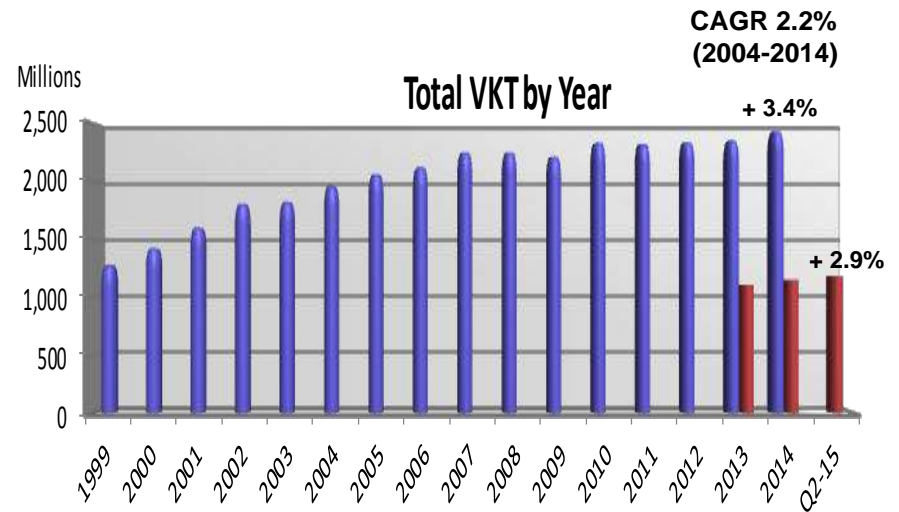
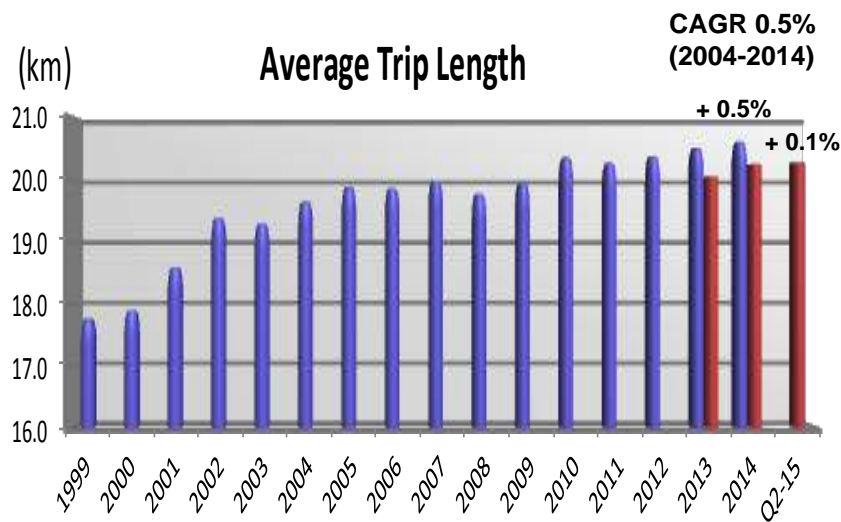
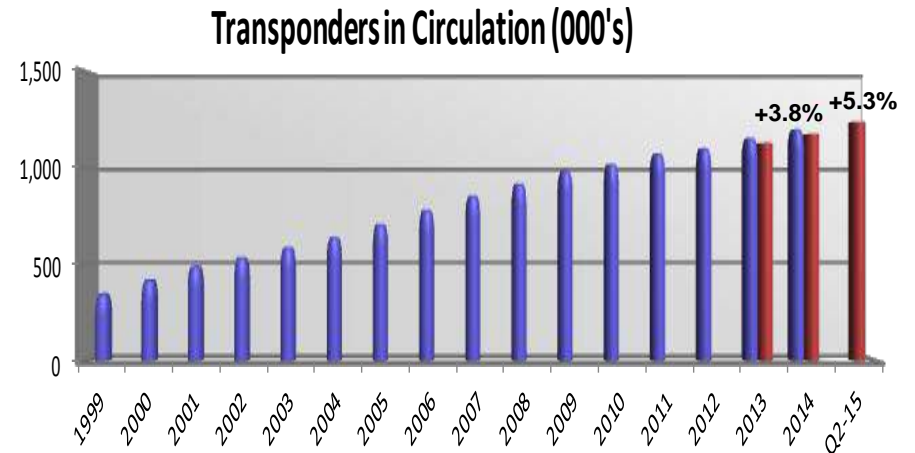
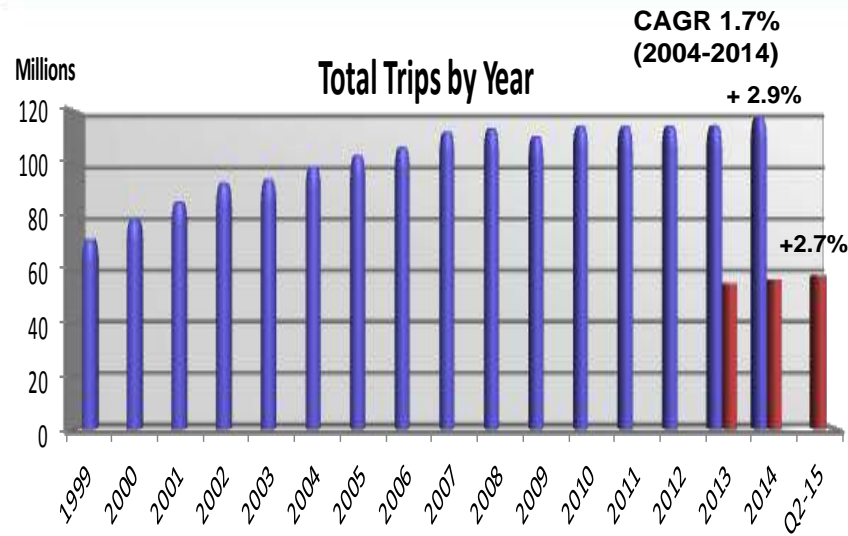



Light

Heavy



KEY TRAFFIC INDICATORS

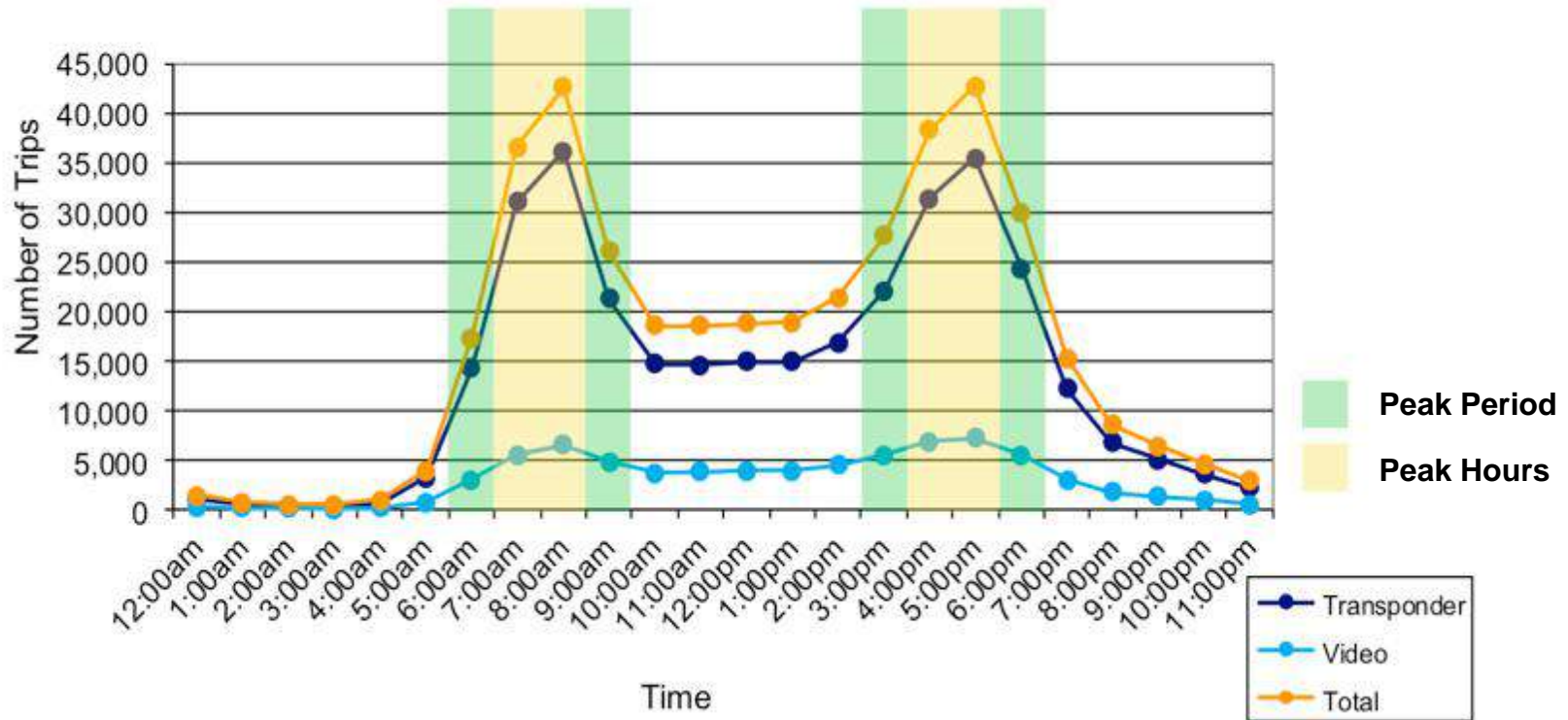


 = Q2 DATA



AVERAGE WORKDAY HOURLY TRIPS

Average of over 390,000 trips each workday



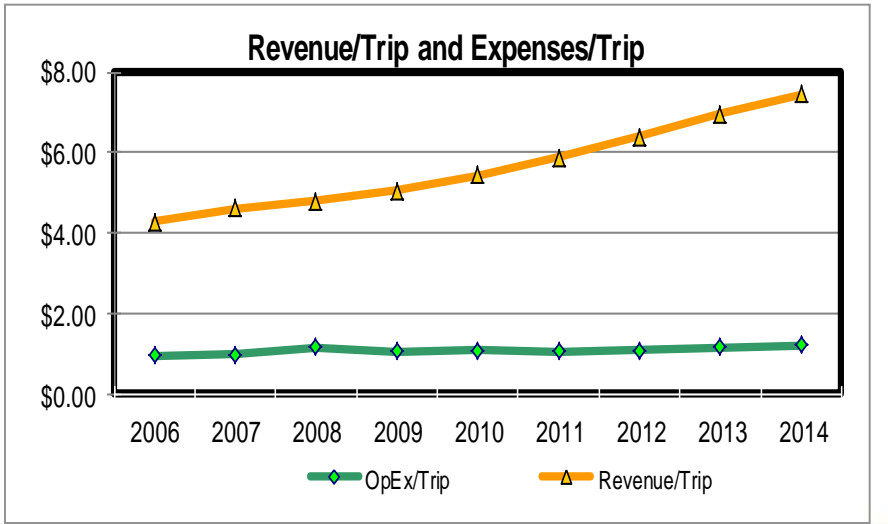
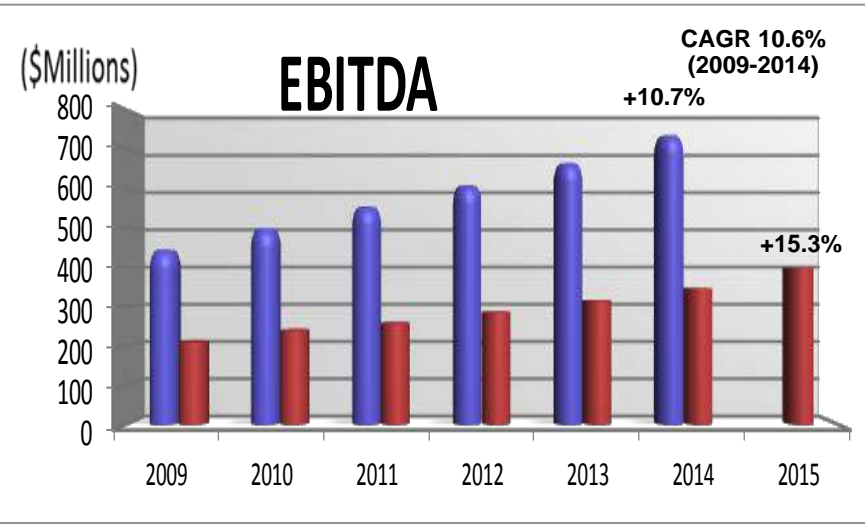
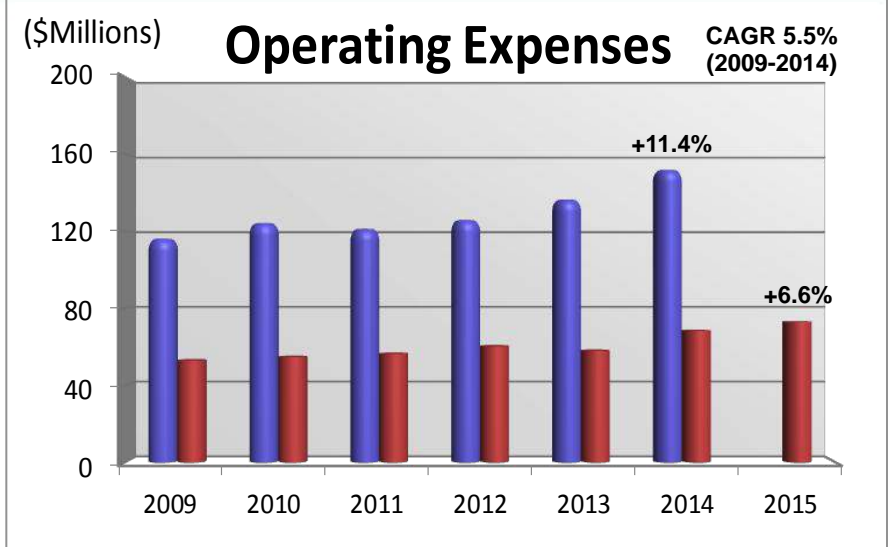
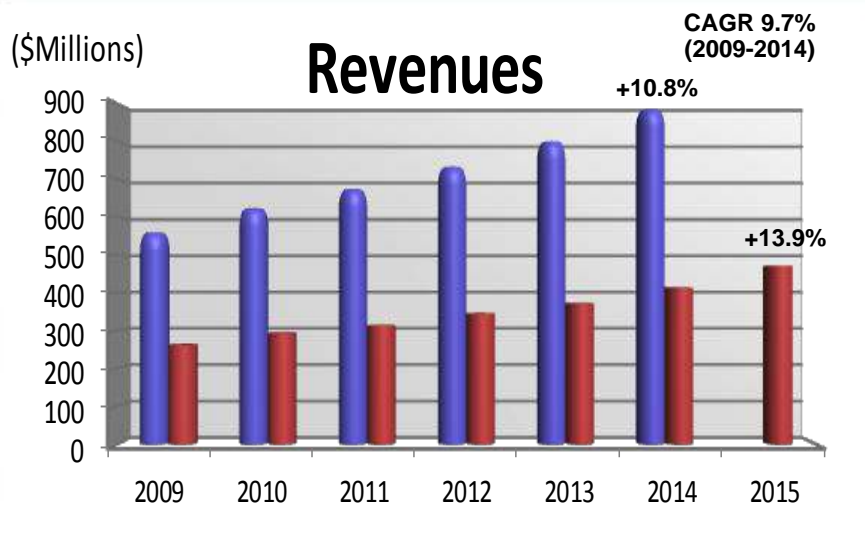
TRIPS


- » Over **390,000** average trips per workday in 2014
- » A new record – **460,389** trips on June 26, 2015 – a **one day trip record!**
- » Over **118 million** trips and **2.4 billion** vehicle kilometres travelled (VKT) annually



Total annual VKT equals over **58,390** trips around the Earth!

KEY TRAFFIC INDICATORS



 = Q2 YTD DATA



2015 ZONE/PEAK TOLLING – NEW AM/PM DIFFERENTIAL

Effective February 1, 2015

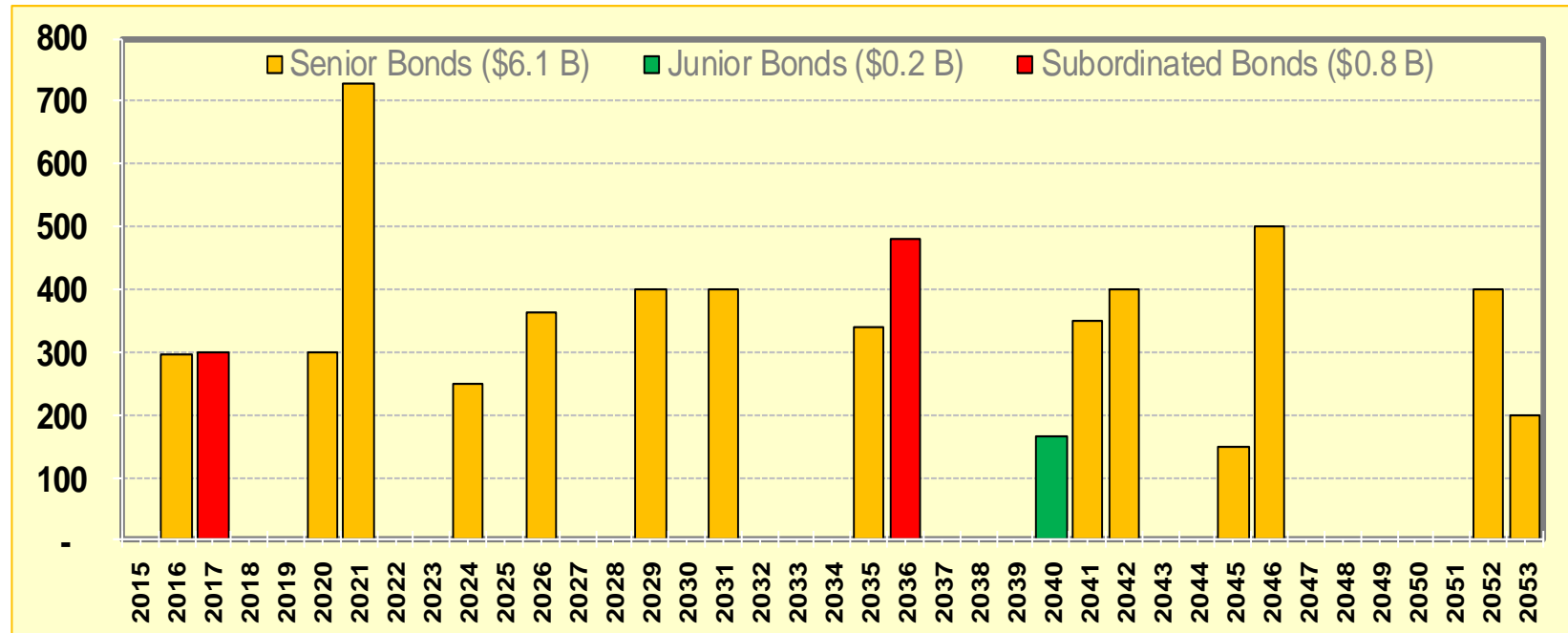


VEHICLE CLASS	Regular Zone QEW to Highway 410 Highway 427 to Brock Road		Light Zone Highway 410 to Highway 427		Entire Highway		
	PEAK PERIOD Weekdays: 6am - 7am & 9am - 10am 3pm - 4pm & 6pm - 7pm	PEAK HOURS Weekdays: 7am - 9am & 4pm - 6pm	PEAK PERIOD Weekdays: 6am - 7am & 9am - 10am 3pm - 4pm & 6pm - 7pm	PEAK HOURS Weekdays: 7am - 9am & 4pm - 6pm	MIDDAY Weekdays: 10am - 3pm	MIDDAY Weekends & Holidays: 11am - 7pm	OFF PEAK PERIOD Weekdays: 7pm - 6am Weekends & Holidays: 7pm - 11am
Light Vehicles* (Cars/Minivans/SUVs)	AM RATE: 30.56¢/km PM RATE: 31.13¢/km	AM RATE: 34.13¢/km PM RATE: 34.73¢/km	AM RATE: 29.05¢/km PM RATE: 29.59¢/km	AM RATE: 32.43¢/km PM RATE: 33.01¢/km	25.75¢/km	23.59¢/km	19.74¢/km
Heavy Vehicles** (Large Trucks/Buses)	AM RATE: 61.12¢/km PM RATE: 62.26¢/km	AM RATE: 68.26¢/km PM RATE: 69.46¢/km	AM RATE: 58.10¢/km PM RATE: 59.18¢/km	AM RATE: 64.86¢/km PM RATE: 66.02¢/km	51.50¢/km	47.18¢/km	39.48¢/km
Heavy Multiple Unit Vehicles** (Tractor trailers)	AM RATE: 91.68¢/km PM RATE: 93.39¢/km	AM RATE: 102.39¢/km PM RATE: 104.19¢/km	AM RATE: 87.15¢/km PM RATE: 88.77¢/km	AM RATE: 97.29¢/km PM RATE: 99.03¢/km	77.25¢/km	70.77¢/km	59.22¢/km

- » Rates vary by time of day, day of week and zone of highway
- » Average revenue per trip: **2014** \$7.44 **2013** \$6.96, **2012** \$6.39, **2011** \$5.89, **2010** \$5.44
- » 2015 toll rate changes reflect differences in AM and PM values

Bond Maturity as at June 30, 2015

(In \$ millions)



Debt Rating: (August 2014)
 Senior/Junior/Subordinated Bonds
 A/A(low)/BBB, Stable Trend for all bonds



Debt Ratings: (January 2015)
 Senior/Junior/Subordinated Bonds
 A/A-/BBB, Stable Outlook



UNBILLABLES

- » Open-access, all-electronic highway raises enforcement challenges
- » Legislation makes toll evasion an offence
- » Initiatives to reduce unbillable trips (where a plate cannot be read or a transponder does not read the account and billing cannot be completed and includes “non-revenue” trips by police, etc.)
 - » Increase transponder penetration
 - » Optical Character Recognition Software upgrade
 - » Video Detection and Capture upgrade
 - » Camera replacement project - targeted front capture cameras
 - » Tolling enforcement by police and Vehicle Fingerprinting

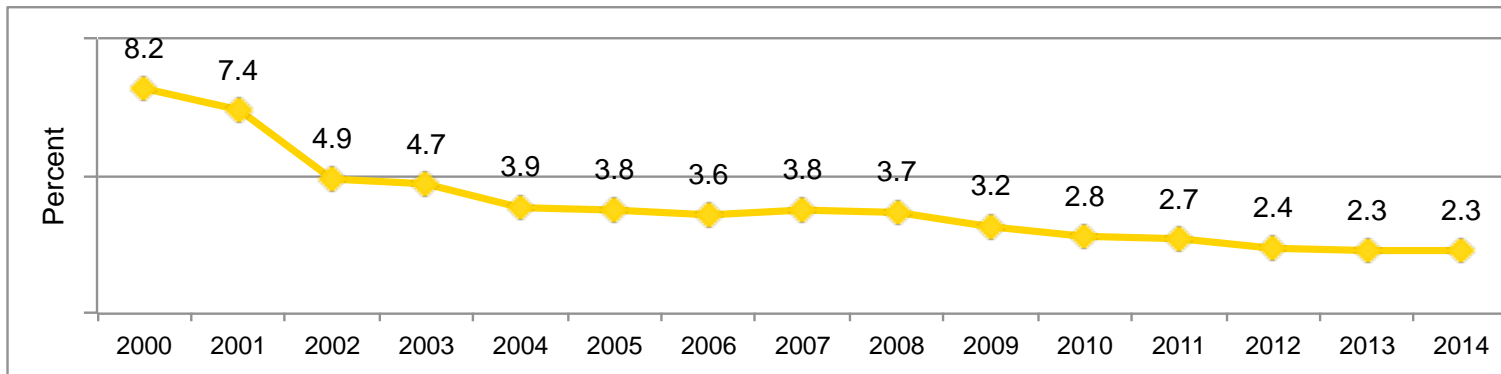


PLATE DENIAL - DISCHARGED BANKRUPTS – MOORE CASE

- » In October 2011, 407 ETR successfully litigated the Moore case in Superior Court, which confirmed that plate denial applies to pre-bankruptcy amounts owed by a discharged bankrupt customer.
- » The Moore case was appealed by the Federal Superintendent of Bankruptcy to the Ontario Court of Appeal, with two matters at issue:
 1. “Fresh Start” principal envisioned by the federal *Bankruptcy and Insolvency Act*.
 2. Operational conflict between provincial law (regarding vehicle licensing) and federal law (the *Bankruptcy and Insolvency Act - BIA*).
- » In December 2013, the Ontario Court of Appeal found in favour of the Superintendent of Bankruptcy, setting aside the lower court decision and deciding that plate denial does not apply to discharged bankrupts since that would deny them the ability to have a “fresh start”.
- » In January 2014, 407 ETR was successful in obtaining a stay of the Court of Appeal decision pending the outcome of 407 ETR’s application seeking leave to appeal to the Supreme Court of Canada.
- » In May 2014, 407 ETR was granted leave to appeal and several provinces participated as interveners as the question of provincial powers vs. BIA was at issue
- » Hearing took place in January 2015 and decision is pending.

PLATE DENIAL OF DISCHARGED BANKRUPTS – PROPOSED CLASS ACTION

- » In April 2012, a proposed class action commenced against 407 ETR based on the same key issues as in the Moore case (e.g. application of plate denial to pre-bankruptcy amounts owed by discharged bankrupt customers).
- » 407 ETR intends to vigorously oppose the class action, which remains at an early stage.
- » The outcome of the class action will depend on various factors, including the outcome of the Moore case at the Supreme Court of Canada, the class certification process, and potential class settlement and/or trial.
- » It is not expected that the final outcome of either the Supreme Court of Canada decision or the final determination of the proposed class action will materially affect the Company's financial position.

LIMITATIONS ACT – COLLECTIONS

- » 407 ETR Transponder lease and invoice clearly state that a 15 year limitation period to commence legal proceedings for toll debts.
- » In a decision released in November 2014 (with Supplementary Reasons released in July 2015) – a judge of the Ontario Superior Court determined that, under the Ontario *Limitations Act*, 407 ETR has two years from the date of licence plate denial to commence legal proceedings for toll debts owed by personal transponder or video customers.
- » The effect of this decision is that 407 ETR would have approximately 2 years and 4 months from the date of an invoice to commence a law suit. We think this is too soon, and would require the Company to commence a lawsuit against a customer before it is know whether plate denial has been effective.
- » 407 ETR is appealing this decision to the Court of Appeal for Ontario. A decision is expected by the Court of Appeal sometime in 2016.
- » It is not expected that the final outcome of this decision or any appeal outcome will materially affect the Company's financial position.

LATEST TECHNOLOGY PROTECTS REVENUE



- » Roadside technology continuously updated with proven and reliable technology.
 - » New “seeker” system provides enhanced “locator” data of vehicles as they pass under gantry – reducing number of images required.
 - » CMOS cameras and LED lighting provides best high-quality images and use less energy.
 - » Front capture camera for toll enforcement on heavy vehicles.



ROADSIDE SERVICES

- » Roadside Assistance Patrol helps stranded motorists (**3,000** customers assisted in 2014)
- » Highway maintenance ensures smooth, safe trips (7/24 control Center with CCTV coverage)
- » Corridor maintenance promotes clean, visual appeal
- » 407 ETR invested over **\$30.4M** in 2014 for highway maintenance



FULL PAGE ADVERTISEMENT IN COMMUNITY NEWSPAPERS



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A BETTER
WAY TO
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Take 407 ETR and arrive quickly and safely!

-  Taking 407 ETR means saving time for the people and things you love the most.
-  Choosing 407 ETR can mean better fuel economy and that means saving money.
-  Drivers on 407 ETR enjoy a well maintained and very safe roadway and that can save on maintenance and repair costs.

Get out of the clouds and save time and money on 407 ETR.

 Ask your child between the ages of 3 and 13 to participate in our road safety colouring contest for a chance to be featured in the 407 ETR 2016 Calendar!

For full details, promotions, contests and time-saving account features, visit www.407etr.com.

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- » Community newspapers across corridor
- » July and August 2015
- » Full Page
- » Promotion of 407 ETR value propositions.

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PROMOTING 407 ETR REWARDS

Customer Postcard

DOUBLE YOUR SAVINGS!
SAVE 6¢ PER LITRE EACH MONTH FOR TWO MONTHS

Isn't it time you reward yourself?

407 ETR rewards

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407 ETR rewards Congratulations!

Dear Valued Customer,

Congratulations! As a frequent user of 407 ETR, you have been enrolled in the next phase of ETR Rewards, which begins **August 1, 2015** and ends **January 31, 2016**.

Over the next six months you'll receive instant gas savings and free kilometres on 407 ETR every month as our thanks to you. To date, ETR Rewards has offered over \$105 million in savings to our most valued customers.

If you have not yet received your ETR Rewards package, watch for it in your mail. Your package will include details about your gas savings and free kilometres, and a new gas card (if applicable).

Remember to hold on to your gas card! As long as you use it, the card will be reloaded at the beginning of each month in this phase. If you are unable to use the card, be sure to pass the savings on to a family member or friend.

For more information on ETR Rewards, visit www.407etr.com.

Thank you for choosing 407 ETR, and enjoy your savings!

Sincerely,

Mike Miller

Mike Miller
 Chief Customer Operations Officer

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on all tickets to evening and matinée sessions of the Rogers Cup on August 14th

Buy tickets now!
Use promo code 407ETR15

When you purchase tickets, you'll automatically be entered into a V.I.P. Sweepstakes, including gold tickets to Rogers Cup, V.I.P. transportation, accommodation and more!*

PLUS, LOG IN TO WIN WITH 407 ETR!

Log into your 407 ETR web account by **July 24th** and you'll be entered to win one of ten pairs of tickets to **opening night of Rogers Cup!***

Get your chance to win

*Rogers Cup ticket offer ends July 31, 2015. While quantities last. Sweepstakes closes July 31, 2015. Log in to win closes July 24, 2015. For full details, visit www.407etr.com.

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of ten (10)
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YOU DESERVE EVERY ADVANTAGE

407 ETR is the choice of over 390,000 drivers each weekday, relieving congestion on other GTA highways and roads while saving customers time and money. Learn how we keep people moving at www.407etr.com



NEVER MISS A MOMENT

Tell us how you **put safety first** and you could win **1000 free kilometres on 407 ETR!***
Send your submission to safetyfirst@407etr.com

*1000 km credit will be applied at the rate of 34.72 cents per kilometre. Contest closes October 31, 2013. For full terms and conditions visit www.407etr.com.




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Up to 30 minutes of time-savings
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Less traffic than other area roads

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Thank you for making a difference.

407 ETR is committed to providing a fast, safe and reliable route across the Greater Toronto and Hamilton Area. Our 24/7 road patrols and excellent snow removal practices are just two ways we work to keep highway 407 ETR safe. Let's continue to keep our roadways safe this holiday season, and into the new year.

Don't drive impaired or distracted.



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more golf.



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RECEIVE 50 FREE KM!*

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FOR THE GREATER GOOD

MAKE THE SWITCH TODAY

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50
FREE KM!*

and

free!

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Receive 50 free km when you switch to Paperless Billing!*

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2015-04 1

- >> Regular campaigns
- >> Significant savings to company and extra convenience for customers
- >> Supported by Bill Messaging, Website Homepage and messaging during authenticated usage, Emails, Call Centre conversions

PAPERLESS BILLING CUSTOMER EMAILS

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Receive **50 FREE KM***
when you switch to **Paperless Billing!***

Here's how:



Visit www.407etr.com.



Log into your account, or create a new account for free!



Follow the on-screen prompts.

Don't miss out!

Please have your account number handy.

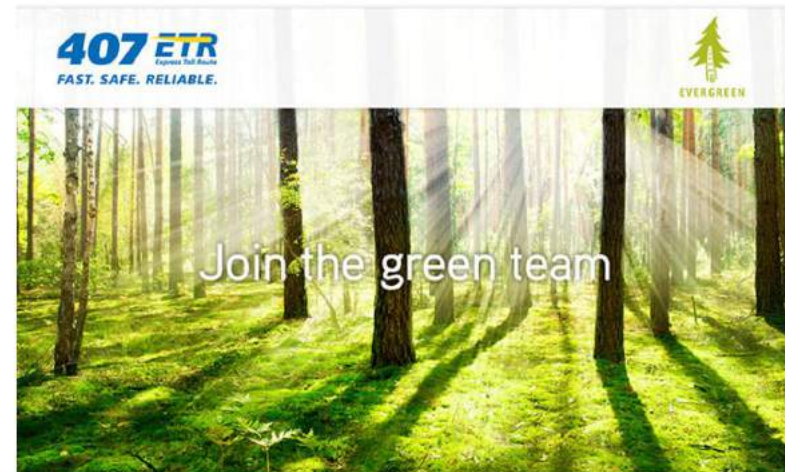
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€ Visit www.407etr.com.

€ Log into your account, or create a new account for free!

€ Follow the on-screen prompts.

CLICK HERE TO GET STARTED

Please have your account number handy

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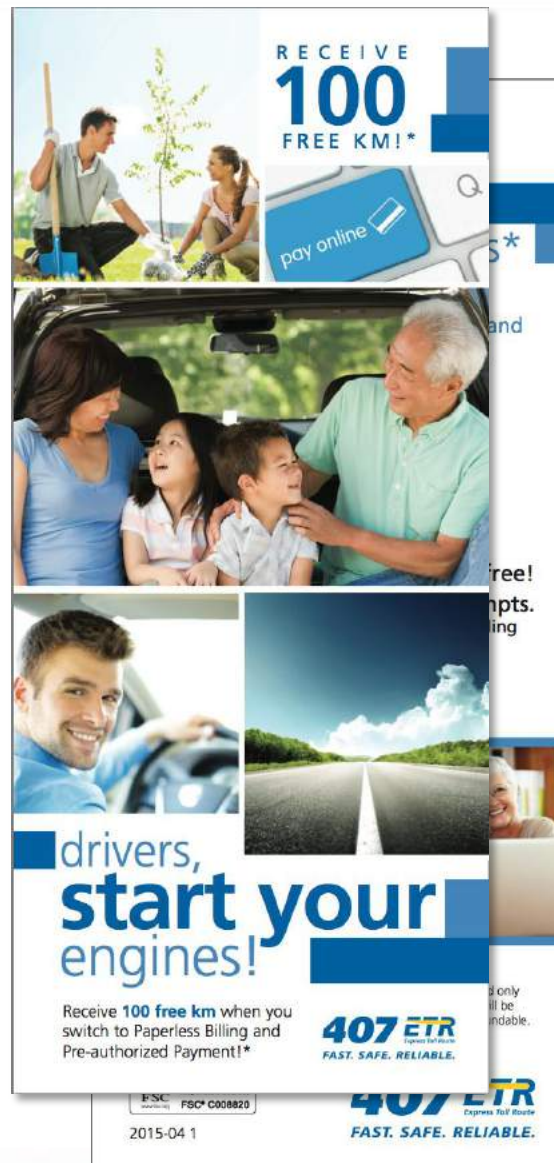
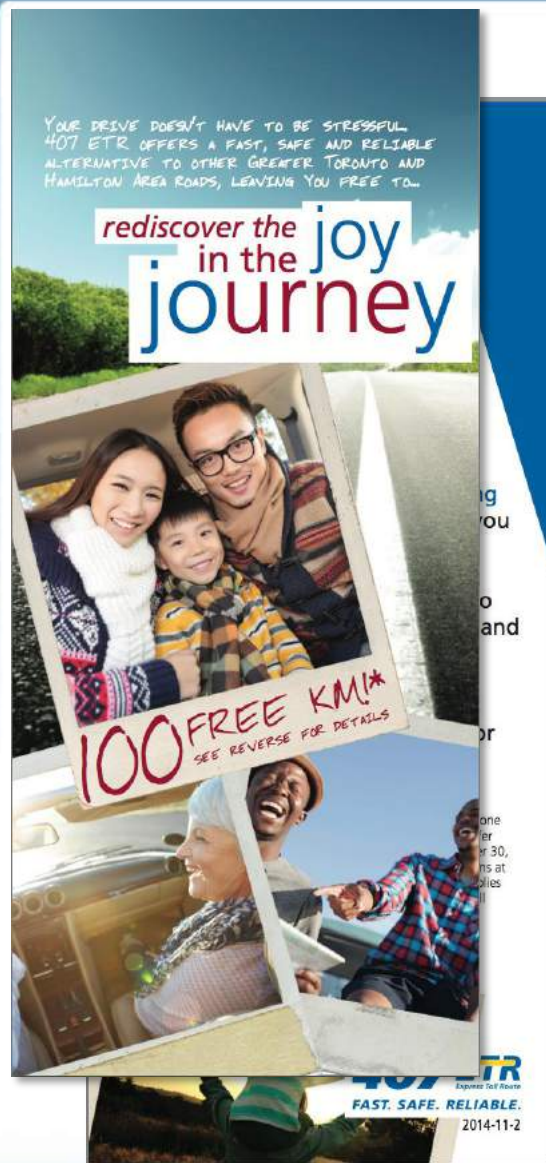
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- » Regular campaigns
- » Improves cash-flow
- » Avoids collection costs
- » Ensures customers never pay interest or fees
- » Supported by Bill Messaging, Website Homepage and messaging during authenticated usage, Emails

PAPERLESS BILLING AND PRE-AUTHORIZATION CUSTOMER EMAILS

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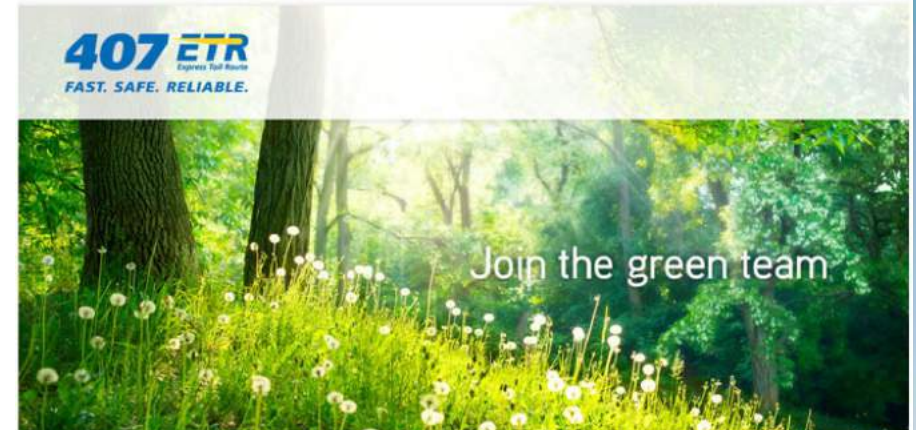
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MAJOR AWARDS

- » Winner of the 2008 Canadian Council for Public-Private Partnerships National Award for Excellence in Service Delivery
- » ISO 9001:2008 Certified
 - » Committed to continuous improvement and achieving the utmost quality in the products and services we offer to meet the needs and expectations of our customers
- » Winner of 2009 International Bridge, Tunnel and Turnpike Association (IBTTA) President's Award for Excellence and Technology Award
- » Winner of 2010 Intelligent Transportation Systems Society of Canada's first ever New Canadian Commercial Technology/Innovation or Research and Development Award.
- » Winner of multiple Service Quality Measurement Group awards for Call Centre Excellence and Leadership including First Call Resolution (the industry's most vital indicator), and Best Practices and a large group of certified World Class Customer Service Representatives.



CREATE GOODWILL WITH CUSTOMERS

- » Promote customer loyalty and retention by offering **ETR Rewards**
 - » Since 2007, 407 customers have been offered over \$100 million in ETR Rewards – free weekend kilometers and discounts on fuel.

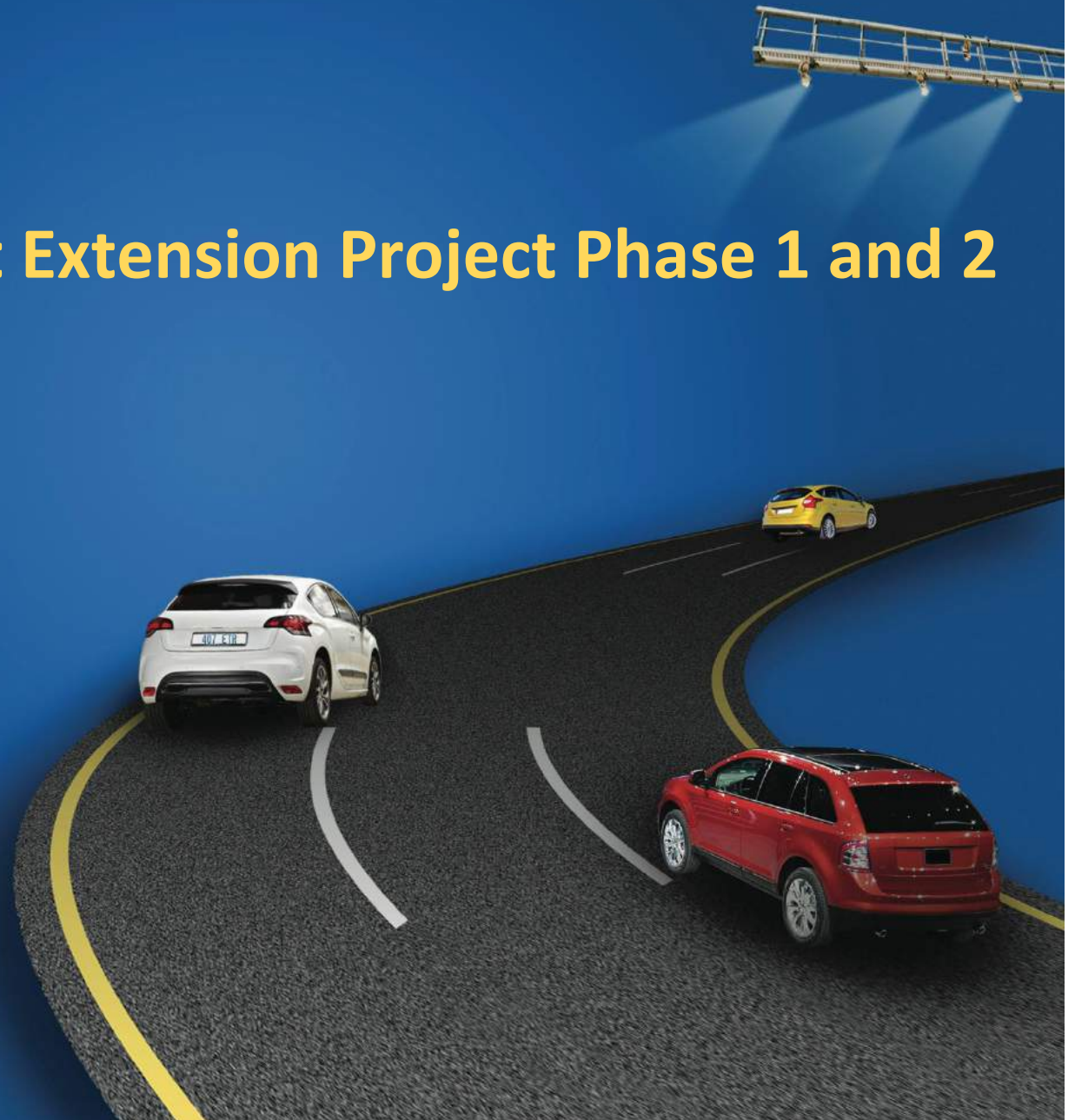


- » **Donations and sponsorships**, all impacting positively on Corporate Social Responsibility.



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Highway 407 East Extension Project Phase 1 and 2



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