International Perspectives on Private Financing in Road Safety and Opportunities for India

ROB MCINERNEY CEO, iRAP August 09 2021



DECADE OF ACTION FOR ROAD SAFETY



2021 - 2030

The Human and Financial Impact of Road Trauma

The Human Impact of Road Injuries every day NEW VICTIMS EVERY DAY HUMAN IMPACT NEW COSTS EVERY DAY 819 Lives Lost \$ 101 million 5,750 Fractures - Limb \$ 58 million Severe Acquired Brain Injury 174 \$57 million Internal Injuries \$38 million 2,277 1,283 Brain Injury (Mild) / Head Injury \$23 million \$19 million 15 Quadriplegia Soft Tissue (Neck / Back) / Whiplash 3,195 \$10 million 1,245 Fractures - Other \$ 9 million 196 Other Spinal \$8 million Dislocations 836 \$ 8 million Contusion / Abrasion Laceration \$ 5 million 3,801 Paraplegia \$ 5 million 16 224 Degloving \$4 million 1.913 **Other Injuries** \$4 million Sprains / Strains \$ 3 million 1.032 \$2 million 56 Amputations Concussion 457 \$ 929,000 Burns (Severe / Moderate) 52 \$ 598,000 10 Nerve Damage \$128,000 Lost Of Sight / Eyes 2 \$7,000 23,353 TOTAL \$354 million

EACH DAY 3,500 FATAL people are killed in road crashes AMPUTATIONS A HIDDEN REALITY FOR THE WORLD QUADRIPLEGIA | PARAPLEGIA SEVERE BRAIN INJURY 100,000 BURNS | DEGLOVING suffer life-changing injuries daily LOSS OF SIGHT/EYES 15,000,000 DISLOCATIONS Will die between now and 2030 FRACTURES 500,000,000

www.irap.org

Will be injured between now and 2030

US\$24 trillion

in crash costs to the community

iRAP A World Free of High Risk Roads

GLOBAL ROAD SAFETY PERFORMANCE TARGETS



We know what to do We have the Vaccines

| GUIDE ROAL | D SAFET | Y | |
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| 2020 | <u> </u> |
|------------------------------|----------|
| Target 1: By countries es | |

5 1 I 🥵

a comprehensive

multisectoral national

road safety action plan

with time-bound targets.



Target 2: By 2030, all countries accede to one or more of the core road safety-related UN legal instruments.

2030



Target 3: By 2030, all new roads achieve technical standards for all road users that take into account road safety, or meet a three star rating or better.

Target 4: By 2030, more than 75% of travel on existing roads is on roads that meet technical standards for all road users that take into account road safety.



Target 5: By 2030, 100% of new (defined as produced, sold or imported) and used vehicles meet high guality safety standards, such as the recommended priority **UN Regulations, Global** Technical Regulations. or equivalent recognized national performance requirements.



Target 6: By 2030, halve Target 7: By 2030, the proportion of vehicles increase the proportion travelling over the posted of motorcycle riders speed limit and achieve correctly using standard a reduction in speedhelmets to close to 100%. related injuries and



Target 8: By 2030, increase the proportion of motor vehicle occupants using safety belts or standard child restraint systems to close to 100%.



Target 9: By 2030, halve the number of road traffic injuries and fatalities related to drivers using alcohol, and/or achieve a reduction in those related to other psychoactive substances.



10 ⊻2030 Ν

fatalities.

Target 10: By 2030, all countries have national laws to restrict or prohibit the use of mobile phones while driving.

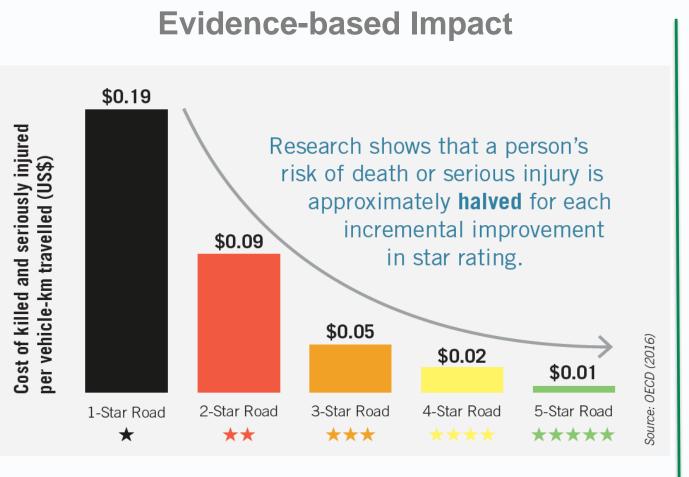


Target 11: By 2030, all countries to enact regulation for driving time and rest periods for professional drivers, and/or accede to international/regional regulation in this area.



Target 12: By 2030, all countries establish and achieve national targets in order to minimize the time interval between road traffic crash and the provision of first professional emergency care.

The Opportunity to Save Lives and Save Money



https://www.oecd-ilibrary.org/transport/zero-road-deaths-and-serious-injuries

Business Case for Safer Roads

Achieving >75% of travel globally on 3-star or better roads will save...

450,000+ lives a year

with a return on investment of...

\$8 for every \$1 invested





Target 3: By 2030, all new roads achieve technical standards for all road users that take into account road safety, or meet a three star rating or better.



Target 4: By 2030, more than 75% of travel on existing roads is on roads that meet technical standards for all road users that take into account road safety.





global charity - global standard - local leadership

9 100+ countries



2,500,000+ km



Special Consultative Status with the United Nation

US\$80bn+ investment made safer

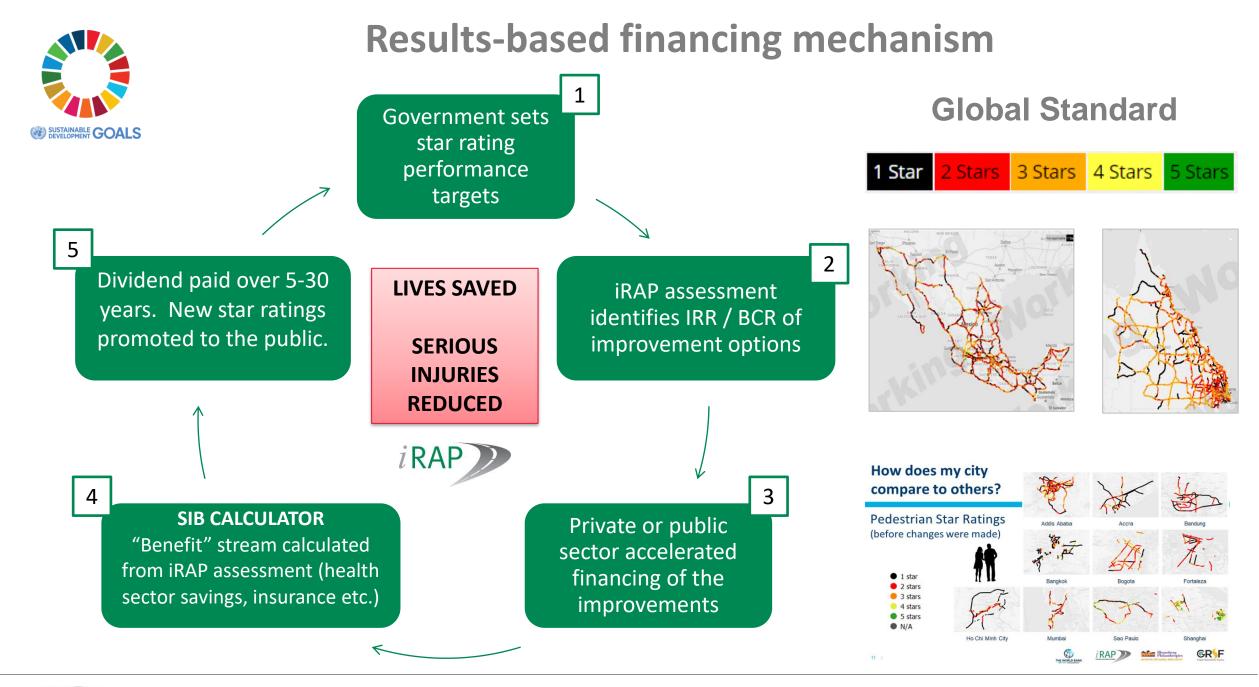




iRAP A World Free of High Risk Roads https://indiarap.org/

IndiaRAP

FedEx



iRAP



standards for all road

account road safety, or

meet a three star rating or better.

users that take into

3-star or better PPPs and major highways i



 PPPs to deliver a 3-star or better standard by 2030 or similar

existing roads is on roads

that meet technical

standards for all road users that take into

account road safety.

- Shadow toll / availability payment funded through savings to government, insurance and/or health system
- Link concession period extensions to "higherperforming star rating outcomes" (e.g. 4 and 5-star)



Example of a vehicle occupant 5-star road section (Spain)







Brazil Investment in Safer Roads



4 new concessions structured with iRAP Star Rating KPIs

More than 4,000 km

More than 100,000 FSIs saved

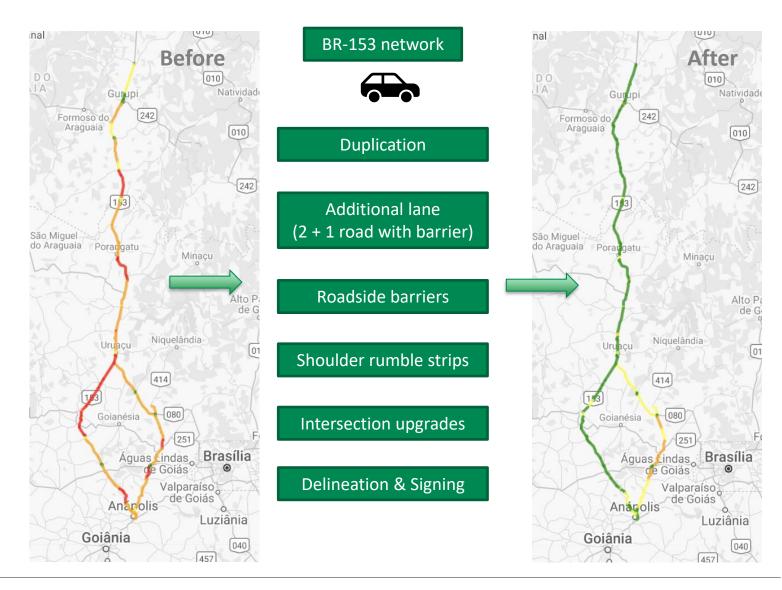
48% of travel on 5-star roads ★★★★★



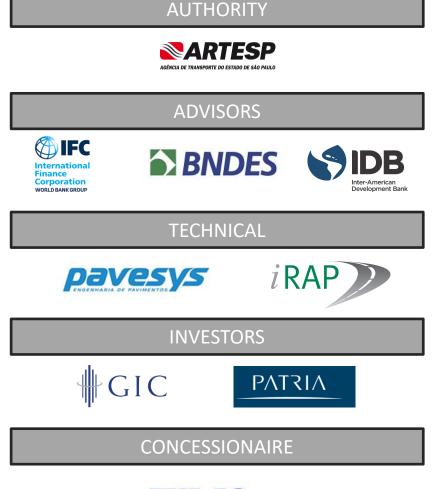
IRAP A World Free of High Risk Roads

Star Ratings and investments modelled over 30 years

| Nova Du [.] | tra Network | | |
|----------------------|-------------|-------|--------|
| Trecho | ANO 0 | ANO 5 | ANO 10 |
| TH-04 | 2 | 2 | 4 |
| TH-05 | 2 | 2 | 4 |
| TH-06 | 2 | 2 | 4 |
| TH-07 | 2 | 3 | 3 |
| TH-08 | 2 | 2 | 3 |
| TH-09 | 3 | 3 | 3 |
| TH-10 | 3 | 3 | 4 |
| TH-12 | 2 | 2 | 3 |
| TH-13 | 3 | 3 | 3 |
| TH-18 | 3 | 3 | 4 |
| TH-19 | 3 | 3 | 4 |
| TH-20 | 3 | 3 | 4 |
| TH-21 | 2 | 2 | 3 |
| TH-22 | 5 | 5 | 5 |
| TH-23 | 5 | 5 | 5 |
| TU 04 | 2 | 2 | |



Piracicaba-Panorama ("PiPa") highlights





- \$3.4bn including \$2.5bn CAPEX and \$0.28bn upfront concession fee to Sao Paulo State Government
- ARTESP monitors progress toll collections only permitted after first performance milestone has been met
- Advisory team support for financing, design of bonus scheme, star rating targets + independent monitoring and reporting

3-star or better targets

| User | YO | Y10 | Y30 |
|---------------|-----|-----|-----|
| Vehicle | 77% | 96% | ••• |
| Pedestrian | 64% | 77% | ••• |
| Motorcyclists | 61% | 75% | ••• |
| Bicyclists | 67% | 82% | ••• |

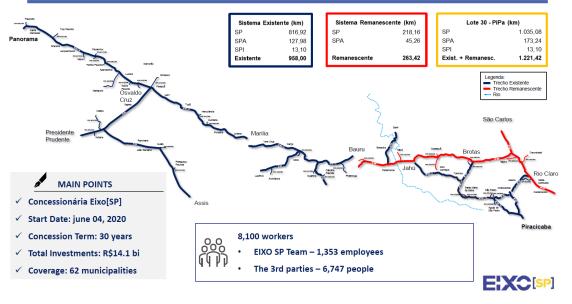
Bonus Tiers

| Achieved | Bonus |
|-----------|----------------------|
| 110%-120% | 0.5% of contribution |
| 121%-130% | 1.0% of contribution |
| 131%-140% | 1.7% of contribution |
| 140%+ | 2.7% of contribution |

Concessionaires in Sao Paulo are required to contribute a % of toll revenues to the Sao Paulo monetary fund. If performance exceeds targets, they receive a % payback of that contribution.

Piracicaba-Panorama ("PiPa") analysis

Concession Contract



| 3-star or | bett | er | PIPA Ne | twork |
|------------------|--------|--------|-------------|-------------|
| User group | YEAR O | YEAR 2 | YEAR 6 | YEAR 10 |
| Vehicle Occupant | 77% | 78% | 96% | 96% |
| Motorcyclists | 61% | 60% | 7 5% | 7 5% |
| Pedestrians | 64% | 63% | 77% | 77% |
| Bicyclist | 67% | 66% | 82% | 82% |



PIPA Network











The Indian Opportunity



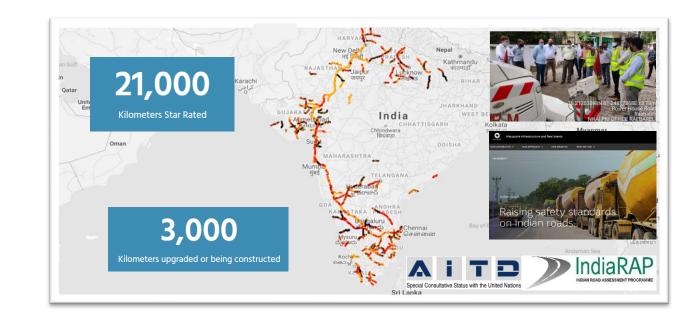


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For more information

Rob McInerney CEO, iRAP

rob.mcinerney@irap.org
+61 405 49 3030
@irapsavinglives
iRAPfb
linkedin.com/in/rob-mcinerney-48b4b218

www.linkedin.com/company/iRAP

https://www.irap.org/

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