Today

- Network extensions on I-95
- 495 and 95 Express Lanes
- Survey research
Network extensions

New lane capacity for drivers continuing past Route 610
Dedicated lanes will eliminate bottleneck that exists today as two lanes become one

25 to 30 percent of drivers will exit to Route 610
Remaining drivers will enjoy less congested travel conditions

New Left Lane Exit
Drivers will save up to 15 additional minutes as a result of the extension

New Left Lane Entry
New entry will reduce demand at the existing entrance north of Route 610, making it easier to merge over with fewer vehicles on the regular lanes

95 Express Lanes
Operational Improvement
~2-Mile Extension
~1-Mile New Lane Capacity
Safety and operational excellence

**GROWING E-ZPASS BASE**

- **2012:** 0.6M
- **2015:** 1.0M
- **Increase:** 83%

**INCREASED LANE AVAILABILITY ON 95**

- **Gate Reversal Time:**
  - DEC-14: >3 HRS
  - MAY-15: 59 MINS
  - **Decrease:** 73%

**E-ZPASS USAGE ON 95 EXPRESS LANES**

- **DEC-14:** 0%
- **MAY-15:** 100%
- **Usage:** 96%

**SAFETY INNOVATIONS**

- **7 Entry Points**
- **50% Decrease**
### SEPTEMBER QUARTER 2015

<table>
<thead>
<tr>
<th></th>
<th>95</th>
<th>495</th>
</tr>
</thead>
<tbody>
<tr>
<td>Average Dynamic Toll Charged</td>
<td>$5.89</td>
<td>$3.80</td>
</tr>
<tr>
<td>Average Trip Length in Miles</td>
<td>13.0</td>
<td>6.1</td>
</tr>
<tr>
<td>HOV-3+ and Exempt Vehicles of all Traffic</td>
<td>34%</td>
<td>15%</td>
</tr>
<tr>
<td>Workday Bus Trips on the Lanes</td>
<td>33,459</td>
<td>16,448</td>
</tr>
<tr>
<td>Approximate Average Daily Trips</td>
<td>45,000</td>
<td>40,000</td>
</tr>
</tbody>
</table>
FULL LENGTH PEAK 95 SOUTHBOUND EXPRESS AND GENERAL PURPOSE LANES

Minutes of Travel

Source: Regional Integrated Transportation Information System (RITIS)
Regular lane drivers benefit as well

I-95 Northbound General Purpose Lanes Travel Times

<table>
<thead>
<tr>
<th>Day</th>
<th>September 2014</th>
<th>September 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monday</td>
<td>36</td>
<td>30</td>
</tr>
<tr>
<td>Tuesday</td>
<td>41</td>
<td>30</td>
</tr>
<tr>
<td>Wednesday</td>
<td>39</td>
<td>37</td>
</tr>
<tr>
<td>Thursday</td>
<td>47</td>
<td>32</td>
</tr>
<tr>
<td>Friday</td>
<td>36</td>
<td>29</td>
</tr>
</tbody>
</table>

Source: Regional Integrated Transportation Information System (RITIS)
Time savings on I-495

TRAVEL TIME: AM PEAK FULL-LENGTH 495 EXPRESS LANES – NORTH BOUND

TYPICAL THURSDAY 8:30AM

<table>
<thead>
<tr>
<th>GENERAL PURPOSE LANES</th>
<th>495 EXPRESS LANES</th>
</tr>
</thead>
<tbody>
<tr>
<td>21-42 mins</td>
<td>&lt;13 mins</td>
</tr>
</tbody>
</table>
Fall research findings

- Sept. 2015 online survey of 1,700 D.C. area drivers
- Conducted by KRC Research

59% of area drivers have used the Express Lanes

- 28%
- 19%
- 12%

Benefits DC Area

<table>
<thead>
<tr>
<th>Royalty</th>
<th>Benefits DC Area</th>
<th>Familiar</th>
</tr>
</thead>
<tbody>
<tr>
<td>95</td>
<td>73%</td>
<td>72%</td>
</tr>
<tr>
<td>495</td>
<td>74%</td>
<td>74%</td>
</tr>
</tbody>
</table>

Note: The percentage numbers might be slightly off due to rounding.
Our customers

- 86% of carpoolers rate the Lanes positively
- 75% Customer satisfaction
- Nearly half use both the 495 and 95 Express Lanes

Car makes of Express Lanes customers:

- Toyota: 21%
- Honda: 15%
- Ford: 12%
- Chevrolet: 6%
- Nissan: 5%
- Hyundai: 4%
- Volkswagen: 3%
- Mercedes: 3%
- Lexus: 3%
Why customers travel with us

- “Me time” in evenings and mornings
- Get extra work done
- Time with family and friends in the evening

<table>
<thead>
<tr>
<th>Customers</th>
<th>Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image1.png" alt="Image" /> Commute from work</td>
<td><img src="image2.png" alt="Image" /> Travel for vacation</td>
</tr>
<tr>
<td><img src="image3.png" alt="Image" /> Commute to work</td>
<td><img src="image4.png" alt="Image" /> Commute to work</td>
</tr>
<tr>
<td><img src="image5.png" alt="Image" /> Appointments</td>
<td><img src="image6.png" alt="Image" /> Commute from work and visit friends or family</td>
</tr>
<tr>
<td>35%</td>
<td>41%</td>
</tr>
<tr>
<td>33%</td>
<td>36%</td>
</tr>
<tr>
<td>31%</td>
<td>32%</td>
</tr>
</tbody>
</table>
Social and digital media

Usage of Social Media

Facebook
- Daily or Weekly: 73%
- Monthly: 8%
- Never: 19%

Twitter
- Daily or Weekly: 35%
- Monthly: 55%

Google Maps
- Daily or Weekly: 84%
- Monthly: 5%
- Never: 11%

Google Search
- Daily or Weekly: 51%
- Monthly: 11%
- Never: 38%

Usage of Social Media

- Mobile apps account for 53% of all time spend on digital media
- Smartphone users spend 89% of mobile media time using apps

- Nearly 200k video views during campaign over a two week period
- 84% of customers consumed our Facebook content on a mobile devices
Social media presence

Increase fan base from 527 to 6,200+

2.6 million + Impressions so far

449,312 Video views so far