# Batangas, Philippines

### New sustainable infrastructure Tollway with integrated solar

An automated tollway for moving people and goods. Built alongside roadways and highways within existing right-of-way. Project includes generating renewable energy. Similar systems operating for over 10 years with perfect safety. Engineering partner is Capgemini.

FDBOOC (Finance, Design, Build, Own, Operate, Cooperative)

#### Financial Summary - details on page 3-6

Project Cost (CAPEX)	\$5.2B
\$2.8M per route-km \$1,795 per resident cost	
Annual Revenue	\$4.6B
Breakeven is at 28% of projected revenue and 78% of breakeven is from guaranteed contracts.	
<b>Operating Expenses (OPEX)</b> Rev share, monitor, security, clean, maintain	\$1.6B
<b>Net Operating Income</b> Multiple scenarios and metrics on page 4	\$2.3B

### **Project Details**

#### Length: 1,834 km

Guideway with stainless steel exterior, aluminum rails, galvanized steel supports at 24 m (79 ft) spacing. Expected 100 year lifespan.

#### Number of Vehicles: 19,329

Automated, on-demand, battery-electric pods can carry 4 seated passengers or 1400 kg (1.5 ton) pallet-sized payload.

#### Number of Access Points: 12,350

Access points (pod stops) are electric lifts that lower pods to ground-level for boarding off the main line.

Serves all major destinations including: Airport(s), Train station(s), Bus terminal(s), Hospitals, Schools, Places of worship, Tourist sites, Grocery stores, Retail, Residential, Freight hubs, Industrial, Distribution centers, and Seaports.

#### Population served: 2.6M

Convenient (a 3.0 min. walk) to a population of 2,617,645 over 3,120 sq km (served population is 90% of total population of 2,908,494).

#### Renewables: 430.3 MW

430 MW generation of clean and renewable energy. GHG reduction of 660.7K tCO2e per year.







### Status and Milestones

Expect to sign a non-binding agreement with government that includes right-of-way alongside all roadways that leads to signing a Public-Private Partnership agreement upon financing.

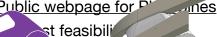
Strong financials do not require government guarantees for funding or subsidies.

Demonstration pilot near Boston has proved the costs, manufacturability, and installation speed. A feasibility study that includes patronage study has been prepared by Transit X.

Ready to start pre-implementation phase. Expected to start operations within 24 months.

**Exit** Best financial return is to exit soon after start of operations at 3.5 times investment.





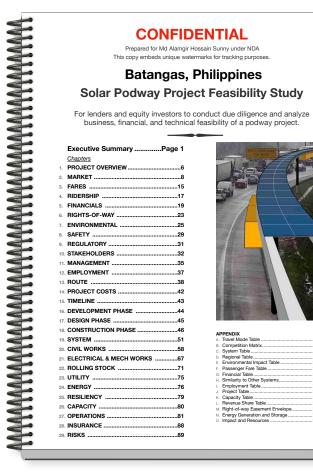




# **Feasibility Study and Industry Comparables**

### Feasibility Study Summary

- ✓ Financial: Multiple sources of revenue, long-term contracts and network effects deliver durable cash flows and high margin operations.
- Regulatory: International Automated People Mover standards would certify system safety.
- ✓ Land acquisition: None. Installed within public rights-of-way (RoW) alongside roadways within utility-like aerial easements.
- ✓ **Government**: Provides aerial RoW easements through Public-Private Partnership (P3) agreement. Strong government support from revenue stream and no government funding. Provides public transport that is convenient, inclusive, accessible, sustainable, and equitable. No land use or negative impact on other modes of travel. Lowers gov't cost for road & bridge maintenance.
- ✓ **Construction**: 90% of work is competitively bid on fixed-price contracts with qualified and reputable firms. Infrastructure is built in factory which makes for fast installation and low disruption.
- ✓ Environmental: No significant environmental impact. Carbon negative. Pollution free. Powered by clean and renewable energy
- ✓ Societal: Fast to build and not disruptive. Improved safety, reduced crime. Creates jobs and economic growth. Eliminates congestion & parking issues. Integrates with existing transport.
- ✓ Technical: Exclusive, elevated, fully-automated system avoids complexities of multi-modal trips. Similar to systems that have been safely operating for 45+ years. See box to right →



#### **Operational ATN/PRT Systems**

Location	Name and Vendor	Route (km)	Vehicles	Service Year
<u>Morgantown, West</u> <u>Virginia</u>	Morgantown PRT	5.8	70	1975
London Heathrow Airport	ULTra	3.8	21	2011
Masdar City, UAE	2getthere	1.8	10	2010
Suncheon, South Korea	Vectus	4.6	40	2014
Raytheon, Massachusetts (tested)	PRT 2000	1.5	3	1995-1997

#### Has this technology been deployed?

Yes, the first PRT system has been operating since 1976 at WVA University (video). The project's engineering partner is <u>Capgemini</u>. Capgemini is the largest and one of the most respected product engineering companies in the world. For decades, they have delivered similar systems including automated transit, high-speed rail, autonomous vehicles, and elevators.

A podway was <u>installed</u> in 2021 near Boston for <u>testing</u>. That pilot proved the manufacturability, low cost, fast installation, and quiet operation. **Every podway project starts with a small pilot followed by a phased rollout.** 

Podway projects are designed to mitigate risk because they are: 1. privately funded, 2. manufactured, 3. use existing easements, 4. exclusive and grade separated tracks, 5. automated controls, 6. positive environmental impact and 7. fast implementation.

While there is currently no Transit X podway system in operation, podway projects are likely lower risk than most roadway or railway projects.

A book that researched and analyzed the top risks of large projects is titled: <u>"How Big Things Get</u> <u>Done. The surprising factors that determine the fate</u> <u>of every project"</u>

Feasibility Study and Industry Report available upon request.



# **Project Details**

### **Partners and Major Contracts**

Project Developer Transit X

Engineering Capgemini

Financial advisor EACP

Accounting / CPA one of Big 4

P3 Agreement Gov't (or private)

Program Management AECOM

Bankable Study KPMG/PwC/EY

Insurance Lloyds of London

See Transit X/Transit\_X\_podwa CWIP Works Competitive bid

Energy Systems Competitive bid

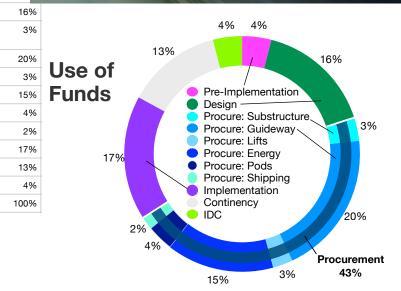
Manufacturing Multiple contracts

### Capgemini engineering

Engineering partner of Transit X

# Capgemini is the largest engineering services company in the world.

High speed rail · Automated Transit · Elevators · Autonomous Vehicles



		- C E-	de	
1 DEV	ELOPMENT: 6 to 12 months	\$11,161,000	u5	
	kable Feasibility Study	1,228,000 781,000		Cost (US\$)
Pilot	ership-Revenue Study	1,786,000	ne	\$208.9M
	planning & assessment	4,018,000	າຣ	
	tracts, Documentation & Legal ect Management	1,004,000 893,000	ıdy	14,621,000
	el & Meetings	335,000		43,863,000
	tingency for Development Phase	1,116,000		33,420,000
	LEMENTATION / EPC	\$267,990,028		54,307,000
11 DESI	GN	44,645,000		18,798,000
	ncing fees	8,036,000		16,710,000
	tracts & Legal nmission fee	2,679,000 8,127,077		6,266,000
	Design	8,036,000		20,887,000
	sport Design ty Design	5,804,000 5,357,000		
	nitting & Approvals	3,125,000		\$4.9B
	er's Engineer and Rep	4,018,000 4,465,000		835,490,000
,	ect Management (through construction) pendent Engineering Consultant	1,786,000		150,388,000
22 PRO	CUREMENT	128,353,634		50,129,000
23 Sub	structure (vertical supports)	8,985,000		152,091,620
24 Sup 25 Pod	erstructure (guideway)	55,192,000		150,388,000
25 POU 26 Lifts	-	10,268,000 7,701,000		108,614,000
	r & Wind generation	39,790,000		100,259,000
	ery system ping & Tariffs	1,284,000 5,134,000		58,484,000
	EMENTATION	47,435,039		
	rance & Bonding	948,701	、 、	75,194,000
	il Structures (Podway)	21,820,000	ר)	83,549,000
	work ty diversions	2,182,000 6,982,000		33,420,000
	ndations	5,455,000		2,402,033,656
	tion (labor + equipment)	6,546,000		168,142,000
	ections and Certifications Iling Stock (Pods & Lifts)	655,000 <b>15,654,000</b>		1,032,874,000
) Insta	allation & Commissioning	6,262,000		192,163,000
	ing & Safety Certification umentation & Training	6,888,000 2,505,000		144,122,000
	ldings	4,744,000		744,630,000
	cleaning facilities	949,000		24,020,000
	air & Maintenance Facility Parking Garage	996,000 1,139,000		96,081,000
	trol room	1,660,000		\$887.7M
	ergy Systems allation	<b>4,269,000</b> 3,415,200		17,754,162
	ty Interconnects	853,800		408,346,000
0 Other		47,556,356		, ,
15% C	ontingency	36,395,170		40,835,000
: Interes	During Linity of iversions	11,161,186		130,671,000
3 TC	TAL PROJECT COSTS	\$279,029,639		102,087,000
				122,504,000
37	Inspections and Certification	ations		12,250,000
38	Rolling Stock (Pods & L	_ifts)		292,944,000
39	Installation & Commissio	oning		117,178,000
40	Testing & Safety Certific	ation		128,895,000
41				46,871,000
42		5		88,771,000
43				17,754,000
44		cilitios		18,642,000
		cinties		
45	5 J 4 4 J			21,305,000
46				31,070,000
47	3, ,			79,894,000
48	Installation			63,915,200
49	Utility Interconnects			15,978,800
50	Other			806,429,447
51	15% Contingency			681,105,952
52	Interest During Construction	on		125,323,495
53	TOTAL PROJEC	r costs		\$5.2B

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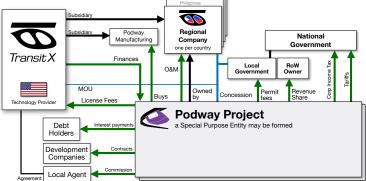
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# **Business model**

Operate tollway and collect fees for passenger trips, freight, and parcels. Advertising and direct marketing.

Only 28% of projected revenue is needed to break even and 78% of that revenue will be guaranteed from long-term contracts with government and private companies.

#### **Project Structure**



### **Strong Financials**

- **Predictable revenue** from long-term contracts and multiple revenue streams, including PPA.
- **Durable High Margins** from long-term contracts, network effects, high barriers to entry, a platform business model, a vertically integrated system, and exclusivity.
- Fixed price & time construction installation of factory-built light civil infrastructure. Phased roll-out.
- Low CAPEX and competitive with rebuilding a roadway or transition to electric vehicles. Lightweight vehicles and loads enable low cost civil structures. Rapid construction reduces interest on debt.
- Low OPEX because no driver cost, no fuel cost, low maintenance and repair costs, low marketing costs
- Low fixed OPEX over 75% of expenses are variable and proportional to revenue.
- Green Credits Clean energy and transport delivers superior ESG/SDG/Triple-bottom line and green/tax credits.
- **Proven technology** Comparable systems have been operating safety for 40+ years in US. Fixed price contracts.

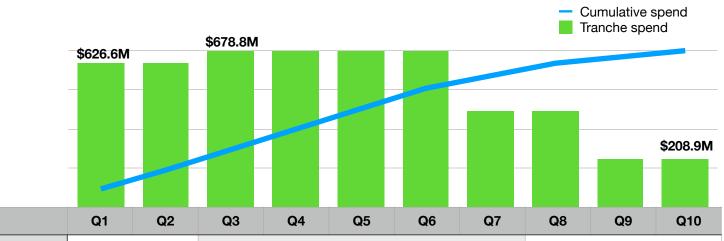
Financial Projections	Expected	50% less passenger trips	50% less passenger trips & 50% less freight trips
Project cost / CAPEX	\$5.2B	\$5.2B	\$5.2B
NET REVENUE (Blue is Guaranteed)	\$4.6B	\$3.5B	\$2.4B
Passenger fares	\$2.2B	\$1.1B	\$1.1B
Guaranteed revenue (subsidies, etc) Daily trips (% of all trips, trip length) Avg. revenue per trip: \$ Revenue per vehicle	\$576.3M 1,374,976 (47%,15 km) \$4.37	\$288.2M 687,488 (24%)	\$288.2M 687,488 (24%)
Advertising	\$64.1M	\$32.0M	\$32.0M
per hour per passenger			
Freight & Parcels Guaranteed contracts (est.) Average daily packages Average fare per package	2.5M	\$2.1B \$638.9M 2.5M \$2.37	\$1.1B \$319.4M 1.2M \$2.37
<b>Energy</b> \$/MWh (\$/GJ)		\$76.5M	\$76.5M
EV & Carbon Credits	\$5010III	\$98.6M	\$98.6M
Attachment fees	\$67.7M	\$67.7M	\$67.7M
OPEX	\$1.6B	\$1.3B	\$1.1B
Revenue share payments	· · · · ·	\$175.1M	\$121.9M
SG&A	\$231.6M	\$175.1M	\$121.9M
Operations	\$602.2M	\$455.3M	\$316.9M
Maintenance	\$261.1M	\$261.1M	\$261.1M
Depreciation / Reserve	\$261.1M	\$261.1M	\$261.1M
EBIT	\$3.0B	\$2.2B	\$1.4B
Debt Service (Interest Payment)	\$289.2M	\$289.2M	\$289.2M
Leveraged Free Cash Flow	\$2.3B	\$1.6B	\$905.6M
Gross Margin (OPEX/Revenue)	66%	62%	56%
% Revenue to Breakeven		37%	53%
Guaranteed revenue / Breakeven Revenue	78%	72%	62%
LFCF / Project cost ratio		0.31	0.17
Cash-Flow-to-Debt Ratio	0.54	0.37	0.21
Valuation at year 5 (with P/E ratio of 4)	\$18.5B (multiple of 18)	\$14.0B (multiple of 13)	\$9.7B (multiple of 9)
Return of Capital DSCR	4.3 years Year 1: 2.80 Year 5: 11.43		
Project's IRR	34%		

# 10-year Pro Forma

Dollar values in thousands USD ('000)

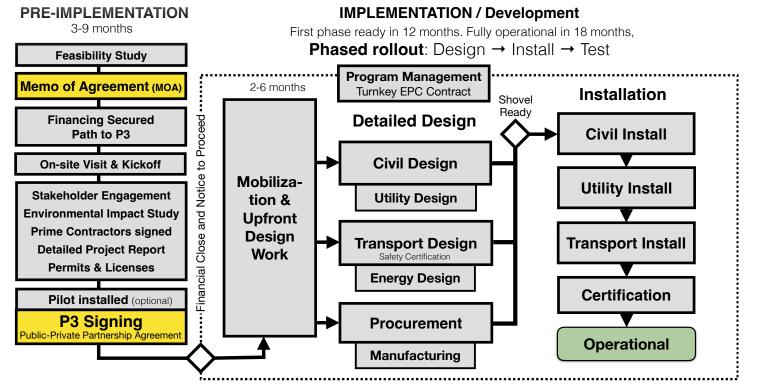
Year	rs 🕨	0	1	2	3	4	5	6 7	89	10
INCOME STATEMENT										
2 Net Revenues	\$	0	1,389,615	1,945,461	2,723,645	3,813,103	4,632,050	4,632,050		4,632,050
% of steady-state revenue		0%	30%	42%	59%	82%	100%	100%		100%
Operating Costs	\$	0	580,702	708,547	887,529	1,138,104	1,593,819	1,593,819		1,593,819
5 Revenue Share Payments	\$	0.00	69,481	97,273	136,182	190,655	231,602	231,602		231,602
SG&A	\$	0.00	69,481	97,273	136,182	190,655	231,602	231,602		231,602
Operations	\$	0	180,650	252,910	354,074	495,703	602,166	602,166		602,166
Maintenance	\$	0.00	261,091	261,091	261,091	261,091	261,091	261,091		261,091
Depreciation / Reserve	\$	0	0	0	0	0	267,357	267,357		267,357
EBIT	\$	0	808,913	1,236,914	1,836,116	2,674,999	3,038,231	3,038,231 231		3,038,231
Interest Payment	\$	289,214	289,214	289,214	289,214	289,214	289,214	289,214		289,214
2 Income Taxes	\$	0	77,955	142,155	232,035	357,868	412,353	412,353		412,353
Leveraged Free Cash Flow (LFCF)	\$	(289,214)	441,744	805,545	1,314,867	2,027,917	2,336,664	2,336,664		2,336,664
BALANCE SHEET										
Total Assets	\$	5,279,252	5,290,889	5,307,181	5,329,990	5,347,136	5,347,136	5,347,136		5,347,136
Cash & Marketable Secur. (BOP)										
Fixed Assets (acquisition cost)	\$	5,279,252	5,290,889	5,307,181	5,329,990	5,347,136	5,347,136	5,347,136		5,347,136
B Depreciation	\$	263,963	264,544	265,359	266,500	267,357	267,357	267,357357		267,357
Accumulated Depreciation	\$	263,963	528,507	793,866	1,060,366	1,327,722	1,595,079	1,862,436		2,931,863
Total Liabilities	\$	4,302,773	4,302,773	4,302,773	4,302,773	4,302,773	4,302,773	4,302,773		4,302,773
Debt	\$	4,302,773	4,302,773	4,302,773	4,302,773	4,302,773	4,302,773	4,302,773		4,302,773
2 Equity	\$	1,044,362	1,486,107	2,291,652	3,606,519	5,634,436	7,971,100	10,307,764 (2)		19,654,422
3 Capital	\$	1,044,362	1,044,362	1,044,362	1,044,362	1,044,362	1,044,362	1,044,362		1,044,362
Retained Earnings	\$	0	441,744	1,247,289	2,562,156	4,590,073	6,926,738	9,263,402 066		18,610,059
CASH FLOW										
Free Cash Flow	\$	(5,279,252)	797,276	1,220,622	1,813,307	2,657,853	3,305,588	3,305,588 585		3,305,588
Cash From Operations	\$	0	808,913	1,236,914	1,836,116	2,674,999	3,305,588	3,305,588		3,305,588
Increases in Working Capital	\$	0	0	0	0	0	0	0		0
CAPEX	\$	5,279,252	11,637	16,292	22,809	17,146	0	0		0
Fixed Infrastructure	\$	4,492,800	0	0	0	0	0	0		0
Energy	\$	632,035	0	0	0	0	0	0		0
2 Pods	\$	29,093	11,637	16,292	22,809	17,146	0	0		0
Interest during construction	\$	125,323	0	0	0	0	0	0		0
Cash Flow From/To Finance	\$	5,057,922	(289,214)	(289,214)	(289,214)	(289,214)	(289,214)	(289,214) 14		(289,214)
Cash From/To Equity Investors	\$	1,044,362	0	0	0	0	0	0		0
6 Cash From/To Debt (Principal)	\$	4,302,773	0	0	0	0	0	0		0
Dividends	\$	0	0	0	0	0	0	0		0
IRR to date		loss	loss	(44%)	(13%)	7%	19%	26%		34%

### **Project Milestones and Spending Plan**



Phase	· ·	mentation	Implementation - Design & Installation (15 months)					Implementation - Finalization (9 months)		
Major Milestones	Initial Contracts and Orders placed	All major Contracts and Orders placed	Mobilization and Overall Design. Design #1	Install #1 and Design #2	Install #2 and Design #3	Install #3 and Design #4	Install #4	Final Testing	Certification	Training and Fully Operational
Cumulative	12%	24%	37%	50%	63%	76%	84%	92%	96%	100%
Trenche %	12%	12%	13%	13%	13%	13%	8%	8%	4%	4%
Tranche (\$)	\$626.6M	\$626.6M	\$678.8M	\$678.8M	\$678.8M	\$678.8M	\$417.7M	\$417.7M	\$208.9M	\$208.9M
Guideway (km)				458	917	1375	1834			
Operational (km)						458	917	1375	1834	

# **Project Timeline**



# Offering

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Developer is open to flexible equity and debt financing terms. Once the system is operational, investors can exit with high multiples within 3-4 years. See page 4 for financial projections.

Developer (Transit X) will offer joint board control and preferred shares with fixed dividend to guarantee investor returns. Also allocate additional shares if milestones are not met during project's implementation. Release of funds is over 10 quarterly tranches.

		IPO or			
Phase 🕳	Initial Development Equity		Implementation Equity	Debt	Brownfield Investors
Amount to be Raised	\$20.9M	\$208.9M	\$814.6M	\$4.3B	
Status	To be raised	To be raised	Have com	12-18 months from start of operations	
Collateral/Asset	MOU an	d/or PPA	Installed equipmen		
Terms	Com	5-20 year term Limited Recourse	Dividends and share of profits		
Exit		implementation months)	Exit @ 18 months after start of operations	n/a	Dividends and profit distribution
Investment goals	-	ted returns arantee (BG)	>20% IRR	Low risk of default	Long-term, dependable cash flow
Target Return on Capital	72% (or 15% with BG)			n/a	15%
Use of Funds & Milestones	Contract for Bankable Feasibility Study. Environmental impact Route Survey. Pilot ordered. Create project company in country.	Permits & Planning. Major contracts signed. Pilot installed. Full investment docs. P3 signed.	Overall Design and Docs. First phase procurement and implementation. Insurance & bonding.	Remaining Procurement, installation, and commissioning.	