# Laguna, 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)	\$5.1B
\$2.9M per route-km \$1,521 per resident cost	
Annual Revenue	\$6.2B
Breakeven is at 28% of projected revenue and 84% of breakeven is from guaranteed contracts.	
<b>Operating Expenses (OPEX)</b> Rev share, monitor, security, clean, maintain	\$1.9B
<b>Net Operating Income</b> Multiple scenarios and metrics on page 4	\$3.3B

## **Project Details**

#### Length: 1,776 km

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

#### Number of Vehicles: 25,875

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

#### Number of Access Points: 14,349

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: 3M

Convenient (a 2.5 min. walk) to a population of 3,043,974 over 1,918 sq km (served population is 90% of total population of 3,382,193).

#### Renewables: 421.1 MW

421 MW generation of clean and renewable energy. GHG reduction of 884.5K 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 4.8 times investment.

## Additional Info

Public webpage for I \_\_\_\_\_Philippines



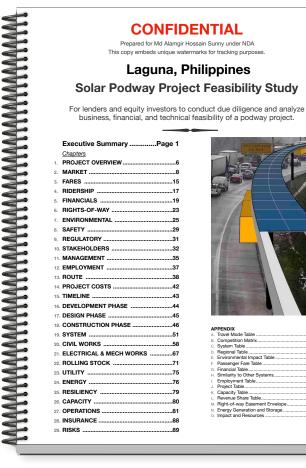




# **Feasibility Study and Industry Comparables**

### 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
Morgantown, West Virginia	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 Create Works Competitive bid

Energy Systems Competitive bid

Manufacturing Multiple contracts

## Capgemini engineering

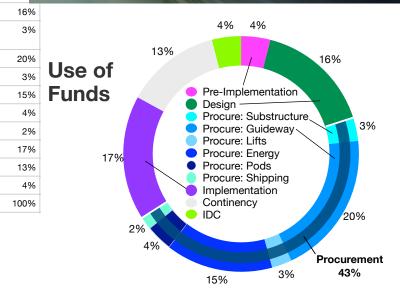
Engineering partner of Transit X

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

High speed rail · Automated Transit · Elevators · Autonomous Vehicles

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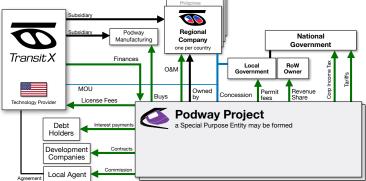
<b>DEVELOPMENT</b> : 6 to 12 months	\$11,161,000 <b>U</b> D	
Bankable Feasibility Study	1,228,000	Cost (US\$
Ridership-Revenue Study Pilot	781,000	\$205.7N
Civil planning & assessment Contracts, Documentation & Legal	4,018,000 IS	
Project Management	1,004,000 Jdy	14,402,00
Travel & Meetings	335,000	43,206,00
Contingency for Development Phase	1,116,000	32,919,00
IMPLEMENTATION / EPC	\$267,990,028	53,494,00
DESIGN	44,645,000	18,517,00
Financing fees Contracts & Legal	8,036,000 2,679,000	16,460,000
Commission fee	8,127,077	6,172,00
Civil Design	8,036,000	20,575,00
Transport Design Utility Design	5,804,000 5,357,000	\$4.96
Permitting & Approvals	3,125,000	
Owner's Engineer and Rep Project Management (through construction)	4,018,000 4,465,000	822,981,00
Independent Engineering Consultant	1,786,000	148,137,00
PROCUREMENT	128,353,634	49,379,00
Substructure (vertical supports)	8,985,000	149,814,47
Superstructure (guideway) Pods	55,192,000 10,268,000	148,137,00
Lifts	7,701,000	106,988,00
Solar & Wind generation Battery system	39,790,000 1,284,000	98,758,00
Shipping & Tariffs	5,134,000	57,609,00
IMPLEMENTATION	47,435,039	74,068,00
Insurance & Bonding	948,701	
Civil Structures (Podway)	1) 21,820,000 <sup>1)</sup>	82,298,00
Site work Utility diversions	2,182,000 6,982,000	32,919,00
Foundations	5,455,000	2,366,069,90
Erection (labor + equipment)	6,546,000	165,625,00
Inspections and Certifications Rolling Stock (Pods & Lifts)	655,000 <b>15,654,000</b>	1,017,410,00
Installation & Commissioning	6,262,000	189,286,00
Testing & Safety Certification	6,888,000	141,964,00
Documentation & Training Buildings	2,505,000 4,744,000	733,482,00
Pod cleaning facilities	949,000	23,661,00
Repair & Maintenance Facility Pod Parking Garage	996,000 1,139,000	94,643,00
Control room	1,660,000	\$874.4
Energy Systems	4,269,000	
Installation Utility Interconnects	3,415,200 853,800	17,488,34
Other	47,556,356	402,232,00
15% Contingency	36,395,170	40,223,00
	11,161,186	128,714,00
TOTAL PROJECT COSTS	\$279,029,639	100,558,00
	enty	120,670,00
37 Inspections and Certifica	tions	12,067,00
38 Rolling Stock (Pods & Li	ifts)	288,558,00
39 Installation & Commissio	· · · · · · · · · · · · · · · · · · ·	115,423,00
40 Testing & Safety Certifica	5	126,966,00
<b>U</b> ,		
41 Documentation & Training	9	46,169,00
42 Facilities		87,442,00
43 Pod cleaning facilities		17,488,00
44 Repair & maintenance fac	cilities	18,363,00
45 Pod parking garage		20,986,00
46 Control room		30,605,00
47 Energy Systems		78,698,00
48 Installation		62,958,40
49 Utility Interconnects		15,739,60
50 Other		876,653,50
		670,908,29
51 15% Contingency		
52 Interest During Constructio	n	205,745,20
0,		

# **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 84% 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.

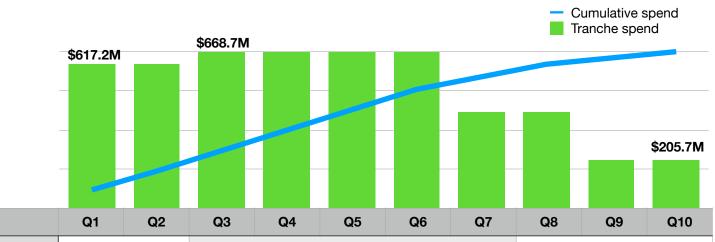
Financial Projections	Expected	50% less passenger trips	50% less passenger trips & 50% less freight trips
Project cost / CAPEX	\$5.1B	\$5.1B	\$5.1B
NET REVENUE (Blue is Guaranteed)	\$6.2B	\$4.7B	\$3.2B
Passenger fares	\$2.9B	\$1.5B	\$1.5B
Guaranteed revenue (subsidies, etc) Daily trips (% of all trips, trip length) Avg. revenue per trip: \$ Revenue per vehicle	\$772.2M 1,932,645 (48%,14 km) \$4.17	\$386.1M 966,323 (24%)	\$386.1M 966,323 (24%)
Advertising	\$85.8M	\$42.9M	\$42.9M
1 1 0			
Freight & Parcels Guaranteed contracts (est.) Average daily packages Average fare per package	3.5M	\$2.9B \$856.0M 3.5M \$2.26	\$1.4B \$428.0M 1.7M \$2.26
Energy \$/MWh (\$/GJ)	\$73.1M	\$73.1M	\$73.1M
EV & Carbon Credits per tCO2e	\$132.0M	\$132.0M	\$132.0M
Attachment fees	\$78.7M	\$78.7M	\$78.7M
OPEX	\$1.9B	\$1.6B	\$1.3B
Revenue share payments	\$308.2M	\$232.5M	\$161.2M
SG&A	\$308.2M	\$232.5M	\$161.2M
Operations	\$801.4M	\$604.6M	\$419.2M
Maintenance	\$257.2M	\$257.2M	\$257.2M
Depreciation / Reserve	\$257.2M	\$257.2M	\$257.2M
EBIT	\$4.2B	\$3.1B	\$2.0B
Debt Service (Interest Payment)	\$346.7M	\$346.7M	\$346.7M
Leveraged Free Cash Flow	\$3.3B	\$2.3B	\$1.4B
Gross Margin (OPEX/Revenue)	69%	66%	61%
% Revenue to Breakeven	28%	37%	53%
Guaranteed revenue / Breakeven Revenue	84%	79%	69%
LFCF / Project cost ratio	0.64	0.45	0.27
Cash-Flow-to-Debt Ratio	0.76	0.54	0.32
Valuation at year 5 (with P/E ratio of 4)	\$24.7B (multiple of 24)	\$18.6B (multiple of 18)	\$12.9B (multiple of 13)
Return of Capital DSCR	3.6 years Year 1: 3.37 Year 5: 12.95		
Project's IRR	45%	1	

# 10-year Pro Forma

Dollar values in thousands USD ('000)

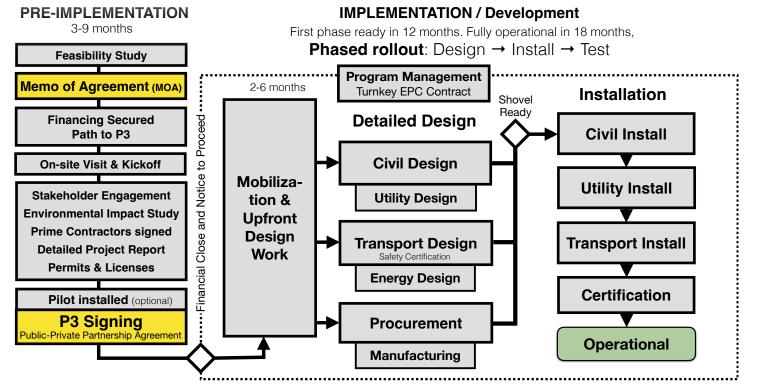
Year	s 🕨	0	1	2	3	4	5	6 7	89	10
INCOME STATEMENT										
Net Revenues	\$	0	1,849,420	2,589,189	3,624,864	5,074,810	6,164,735	6,164,735		6,164,735
% of steady-state revenue		0%	30%	42%	59%	82%	100%	100%		100%
Operating Costs	\$	0	682,548	852,695	1,090,900	1,424,388	1,942,539	1,942,539		1,942,539
Revenue Share Payments	\$	0.00	92,471	129,459	181,243	253,740	308,237	308,237		308,237
SG&A	\$	0.00	92,471	129,459	181,243	253,740	308,237	308,237		308,237
Operations	\$	0	240,425	336,595	471,232	659,725	801,416	801,416		801,416
Maintenance	\$	0.00	257,182	257,182	257,182	257,182	257,182	257,182		257,182
Depreciation / Reserve	\$	0	0	0	0	0	267,469	267,469		267,469
EBIT	\$	0	1,166,872	1,736,494	2,533,964	3,650,422	4,222,196	4,222,19619		4,222,196
Interest Payment	\$	346,700	346,700	346,700	346,700	346,700	346,700	346,700		346,700
Income Taxes	\$	0	123,026	208,469	328,090	495,558	581,324	581,324324		581,324
Leveraged Free Cash Flow (LFCF)	\$	(346,700)	697,146	1,181,325	1,859,174	2,808,164	3,294,171	3,294,171		3,294,171
BALANCE SHEET										
Total Assets	\$	5,258,501	5,274,080	5,295,890	5,326,423	5,349,375	5,349,375	5,349,375		5,349,375
Cash & Marketable Secur. (BOP)										
Fixed Assets (acquisition cost)	\$	5,258,501	5,274,080	5,295,890	5,326,423	5,349,375	5,349,375	5,349,375		5,349,375
Depreciation	\$	262,925	263,704	264,794	266,321	267,469	267,469	267,469		267,469
Accumulated Depreciation	\$	262,925	526,629	791,424	1,057,745	1,325,213	1,592,682	1,860,151		2,930,026
Total Liabilities	\$	4,320,649	4,320,649	4,320,649	4,320,649	4,320,649	4,320,649	4,320,649		4,320,649
Debt	\$	4,320,649	4,320,649	4,320,649	4,320,649	4,320,649	4,320,649	4,320,649		4,320,649
Equity	\$	1,028,726	1,725,872	2,907,197	4,766,371	7,574,535	10,868,706	14,162,877		27,339,562
Capital	\$	1,028,726	1,028,726	1,028,726	1,028,726	1,028,726	1,028,726	1,028,726		1,028,726
Retained Earnings	\$	0	697,146	1,878,471	3,737,645	6,545,809	9,839,980	13,134,151 323		26,310,836
CASH FLOW										
Free Cash Flow	\$	(5,258,501)	1,151,294	1,714,684	2,503,430	3,627,470	4,489,664	4,489,664		4,489,664
Cash From Operations	\$	0	1,166,872	1,736,494	2,533,964	3,650,422	4,489,664	4,489,664		4,489,664
Increases in Working Capital	\$	0	0	0	0	0	0	0		0
CAPEX	\$	5,258,501	15,578	21,810	30,534	22,952	0	0		0
Fixed Infrastructure	\$	4,350,024	0	0	0	0	0	0		0
Energy	\$	663,786	0	0	0	0	0	0		0
Pods	\$	38,946	15,578	21,810	30,534	22,952	0	0		0
Interest during construction	\$	205,745	0	0	0	0	0	0		0
Cash Flow From/To Finance	\$	5,002,675	(346,700)	(346,700)	(346,700)	(346,700)	(346,700)	(346,700) 00		(346,700)
Cash From/To Equity Investors	\$	1,028,726	0	0	0	0	0	0		0
Cash From/To Debt (Principal)	\$	4,320,649	0	0	0	0	0	0		0
Dividends	\$	0	0	0	0	0	0	0		0
IRR to date		loss	loss	(31%)	1%	21%	32%	38%		45%

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



Phase		mentation	Implementation - Design & Installation (15 months)					Implementation - Finalizatio (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 (\$)	\$617.2M	\$617.2M	\$668.7M	\$668.7M	\$668.7M	\$668.7M	\$411.5M	\$411.5M	\$205.7M	\$205.7M
Guideway (km)				444	888	1332	1776			
Operational (km)						444	888	1332	1776	

# **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	\$20.6M	\$205.7M	\$802.4M	\$4.3B		
Status	To be raised	To be raised To be raised		Have commitment(s)		
Collateral/Asset	MOU an	d/or PPA	Installed equipmen			
Terms	Com	mon + Preferred S	hares	5-20 year term Limited Recourse	Dividends and share of profits	
Exit		mplementation 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.		