# Los Baños City, Laguna, Philippines

#### New sustainable infrastructure

# Tollway with integrated solar, wind, storage, EV charging, and utilities.

A vertically-integrated automated tollway for moving people and goods. Podway built alongside roadways and highways within public right-of-way easements. Includes a renewable energy grid with battery-backed solar and wind generation, on-street EV charging, and utilities.

Finance • Build • Own • Operate (FBOO)

Financial Summary - details on page 3-6					
Project Cost (CAPEX)	\$109.9M				
\$2.8M per route-km \$953 per resident cost					
Annual Revenue	\$145.1M				
Multiple long-term contracts and revenue streams from passengers, renewables, advertising, freight, parcels, carbon credits, and attachment fees.					
<b>Operating Expenses (OPEX)</b> Rev share, monitor, security, clean, maintain	\$41.8 <b>M</b>				
<b>Net Operating Income</b> Multiple scenarios and metrics on page 4	\$81.5 <b>M</b>				

### **Project Details**

#### Length: 40 km

Guideway with stainless steel exterior, aluminum rails, galvanized steel supports at 24 m (79 ft) spacing. Expected 75+ year lifespan.

#### Number of Vehicles: 494

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

#### Number of Access Points: 397

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: 92K

72 km/h (45 mph) non-stop. Convenient to population of 92,282. Integrates with existing travel modes. Provides car-like convenience and train-like capacity.

#### Renewable Energy System: 9.4 MW

9 MW generation of clean and renewable energy. GHG reduction of 16,900 tCO2e per year.







### **Status and Milestones**

First PilotInstalled & testing (Boston 2021)Feasibility studyCompletedFundingPartial (see page 5)Insurance & BondingHave commitmentRights-of-Way agreementTBDRoute approvedTBDEPC selected04/2023First phase Permitted05/2023On-site Pilot installed07/2023Financial close07/2023First phase operational01/2024Full system operational08/2024

### Additional Info

Public webpage for Philippines Request feasibility study



# **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 for 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 long-term concession 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 guideway avoids complexities of multi-modal roadway. Similar to systems that have been safely operating for 45+ years. See box to right →

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Solar Podway Project Feasibility Study

For lenders and equity investors to conduct due diligence and analyze business, financial, and technical feasibility of a podway project.

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16. DEVELOPMENT PHASE ....

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22. ROLLING STOCK .....

26. CAPACITY .....

19. SYSTEM .....

21. ELECTRICAL & MECH WORKS .....

15. TIMELINE .....

17. DESIGN PHASE

20. CIVIL WORKS .

23. UTILITY ......

25. RESILIENCY .....

27. OPERATIONS .....

28. INSURANCE .....

29. RISKS ..

FINANCIALS ...

RIGHTS-OF-WAY

ENVIRONMENTAL

PROJECT OVERVIEW ......
 MARKET .....

#### Podway vs. ATN/PRT

**No land use:** podways go alongside existing roads use use low-cost stops to enter pods at ground level.

Low cost: mass production of civil infrastructure

Goods: automated transport of freight and packages

Utilities: integrates utility lines & street lighting

**Energy:** solar & wind on podway generate distributed renewable energy & storage to sell.

**High capacity:** 6-pod trains every second carry 86,400 seats/hr. Pod lifts can handle any loading demand.

High speed: 242 km/h (150 mph) over long distances

**Convenience:** road-like network with stops on every block achieve car-like convenience and availability.

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

Location	Name and Vendor	Route (km)	Vehicles	Service Year	
Morgantown, West Virginia	Morgantown PRT	RT 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	

#### **Related podway projects**

**Barishal, Bangladesh**: In Development Phase. AECOM providing program management. Local firm preparing route survey and environment impact study.

**Pilot**: Installed in Oct 2021 in Massachusetts, USA. Testing underway and operational in Q4 2022.

#### **Government commitments**

for 8+ countries in Africa, Asia, and North America

Feasibility Study and Industry Report available upon request.

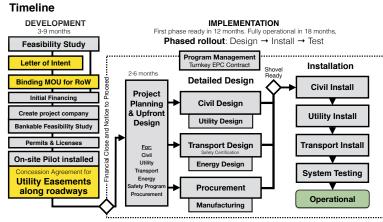


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# **Project Details**



Top-level timeline and schedule

### **Partners and Major Contracts**

Lead Developer Transit X

- Accounting / CPA big 4
- Concession Agreement Gov't (or private)

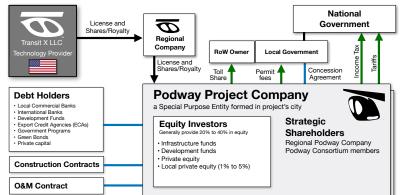
Financial advisor EACP

- **Program Management AECOM** 
  - Bankable Study KPMG/PwC/EY

Insurance Lloyds of London

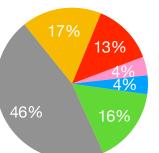
- Transit Engineering Capgemini
  - Civil Works Competitive bid
  - Energy Systems Competitive bid
  - Manufacturing Multiple contracts

### **Project Structure**



## Use of Funds





### **Use of Funds**

	Task item	Cost (US\$)
1	DEVELOPMENT: 3 to 9 months	\$4.4M
2	Feasibility Study	484,000
3	Ridership-Revenue Study	308,000
4	Pilot	704,000
5	Civil planning & assessment	1,583,000
6	Contracts, Documentation & Legal	396,000
7	Project Management	352,000
8	Travel & Meetings	132,000
9	Contingency for Development Phase	440,000
10	IMPLEMENTATION / EPC	\$105.6M
11	DESIGN: 3 to 6 months duration	17,589,000
12	Financing fees	3,166,000
13	Contracts & Legal	1,055,000
14	Commission fee	3,201,925
15	Civil Design	3,166,000
16	Transport Design	2,287,000
17	Utility Design	2,111,000
18	Permitting & Approvals	1,231,000
19	Owner's Engineer and Rep	1,583,000
20	Project Management (through construction)	1,759,000
21	Independent Engineering Consultant	704,000
	PROCUREMENT	50,569,072
23	Substructure (vertical supports)	3,540,000
24	Superstructure (guideway)	21,745,000
25	Pods (vehicles)	4,046,000
26	Lifts	3,034,000
27	Solar & Wind generation	15,676,000
28	Battery packs (energy storage)	506,000
29	Shipping & Tariffs	2,023,000
	<b>INSTALLATION:</b> 12 to 18 month duration	\$18.7M
31	Insurance & Bonding	373,771
32	Civil Structures (Podway)	8,597,000
33	Site work	860,000
34	Utility diversions	2,751,000
35	Foundations	2,149,000
36	Erection (labor + equipment)	2,579,000
37	Inspections and Certifications	258,000
38	Rolling Stock (Pods & Lifts)	6,167,000
39	Installation & Commissioning	2,467,000
40	Testing & Safety Certification	2,713,000
41	Documentation & Training	987,000
42	Facilities	1,869,000
43	Pod cleaning facilities	374,000
44	Repair & maintenance facilities	392,000
45	Pod parking garage	449,000
46	Control room	654,000
47	Energy Systems	1,682,000
48	Installation	1,345,600
49	Utility Interconnects	336,400
	Other	18,736,367
	15% Contingency	14,339,056
	Interest During Construction	4,397,311
53	TOTAL PROJECT COSTS	\$109.9M

# **Business model**

· Formula for setting majority of fares.

· Utility integration with attachment fees

· Service quality levels, capped liability, safety program

Project's IRR

· Ability to move project funds into and out of the country

**Financial Strengths** Operate tollway and collect fees for • Predictable revenue from long-term contracts and passenger trips, freight, and parcels. In multiple revenue streams, including PPA. pod direct marketing/advertising. • Durable High Margins from long-term contracts, network effects, high barriers to entry, a platform business Renewable energy generation with model, a vertically integrated system, and exclusivity. storage. Utility attachment fees. Fixed price & time construction installation of • factory-built light civil infrastructure. Phased roll-out. • **Low CAPEX** and competitive with rebuilding a roadway **Concession Agreement with Government** or transition to electric vehicles. Lightweight vehicles and loads Easement rights-of-way for 5% share of revenue enable low cost civil structures. Rapid construction reduces ٠ Guaranteed minimum usage by government interest on debt. 35 to 50 yr term with extension or removal at end • Low OPEX because no driver cost, no fuel cost, low · A common carrier with social benefit maintenance and repair costs, low marketing costs · Can sell and distribute renewable energy · No land ownership • Low fixed OPEX over 75% of expenses are variable Local content %, Job transition programs and proportional to revenue. Clear tender process & reasonable import tariffs

- Sustainable/Equitable Clean energy and transport delivers superior ESG/SDG/Triple-bottom line
- **Proven tech** 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	\$109.9M	\$109.9M	\$109.9M	
	\$145.1M	\$109.5M	\$75.8M	
Passenger fares	\$69.5M	\$34.7M	\$34.7M	
Long-term guaranteed contracts (est.)		\$1.7M	\$1.7M	
Daily trips (% mode share)	147,534 (43%)	73,767 (21%)	73,767 (21%)	
Avg. revenue per trip: \$		10,101 (2170)		
Revenue per vehicle				
Advertising	\$1.6M	\$818.6K	\$818.6K	
per hour per passenger		\$\$10.01X	\$010.01X	
Freight & Parcels	\$67.4M	\$67.4M	\$33.7M	
Long-term guaranteed contracts (est.)		\$4.7M	\$2.4M	
Energy	\$1.6M	\$1.6M	\$1.6M	
\$/MWh (\$/GJ)		\$1.0M	φ1.0ivi	
EV & Carbon Credits	\$2.5M	\$2.5M	\$2.5M	
per tCO2e		φ2.0141	φ2.0101	
Attachment fees	\$2.4M	\$2.4M	\$2.4M	
OPEX	\$41.8M	\$32.9M	\$24.5M	
Toll share	\$7.3M	\$5.5M	\$3.8M	
Operations & Maintenance, SG&A	\$29.0M	\$21.9M	\$15.2M	
Depreciation / Reserve	\$5.5M	\$5.5M	\$5.5M	
EBIT	\$103.3M	\$76.6M	\$51.4M	
Interest Payment	\$7.4M	\$7.4M	\$7.4M	
Net Operating Income (NOI)	\$81.5M	\$58.8M	\$37.4M	
Gross Margin (OPEX/Revenue)	71%	70%	68%	
NOI / Project cost ratio	0.74	0.54	0.34	
Breakeven Revenue	28%			
Return of Capital	3.3 years			
DSCR	Year 1: 4.41 Year 5: 14.68			
Cash-Flow-to-Debt Ratio	0.88			
Valuation at year 5 (with P/E ratio of 4)	\$580.3M (26.4 times initial equity)			

52%

# 10-year Pro Forma

Dollar values in thousands USD ('000)

Years	0	1	2	3	4	5	6	789	10
INCOME STATEMENT									
Net Revenues	\$ 0\$	43,525 \$	60,935 \$	85,309 \$	119,433 \$	145,084 \$	145,084	14 \$14 \$14 \$	145,084
% of steady-state revenue	0%	30%	42%	59%	82%	100%	100%		100%
Operating Costs	\$ 0	10,881	15,234	21,327	29,858	41,987	41,987		41,987
Toll Share	\$ 0.00	2,176	3,047	4,265	5,972	7,254	7,254		7,254
Operations & Maintenance, SG&A	\$ 0	8,705	12,187	17,062	23,887	29,017	29,017		29,017
Depreciation / Reserve	\$ 0	0	0	0	0	5,717	5,717		5,717
EBIT	\$ 0	32,644	45,701	63,982	89,575	103,096	103,096		103,096
Interest Payment	\$ 7,410 \$	7,410 \$	7,410 \$	7,410 \$	7,410 \$	7,410 \$	7,410	\$	7,410
Taxes	\$ 0	3,785	5,744	8,486	12,325	14,353	14,353		14,353
Net Operating Income (NOI)	\$ (7,410)	21,449	32,548	48,086	69,840	81,334	81,334		81,334
BALANCE SHEET									
Total Assets	\$ 112,595	112,893	113,309	113,892	114,330	114,330	114,330		114,330
Cash & Marketable Secur. (BOP)									
Fixed Assets (acquisition cost)	\$ 112,595	112,893	113,309	113,892	114,330	114,330	114,330		114,330
Depreciation	\$ 5,630	5,645	5,665	5,695	5,717	5,717	5,7177		5,717
Accumulated Depreciation	\$ 5,630	11,274	16,940	22,634	28,351	34,067	39,784		62,650
Total Liabilities	\$ 92,344	92,344	92,344	92,344	92,344	92,344	92,344		92,344
Debt	\$ 92,344	92,344	92,344	92,344	92,344	92,344	92,344		92,344
Equity	\$ 21,987	43,435	75,983	124,070	193,910	275,243	356,577		681,911
Capital	\$ 21,987	21,987	21,987	21,987	21,987	21,987	21,987		21,987
Retained Earnings	\$ 0	21,449	53,997	102,083	171,923	253,257	334,590		659,925
CASH FLOW									
Free Cash Flow	\$ (112,595)	32,346	45,285	63,399	89,137	108,813	108,813		108,813
Cash From Operations	\$ 0	32,644	45,701	63,982	89,575	108,813	108,813		108,813
Increases in Working Capital	\$ 0	0	0	0	0	0	0		0
CAPEX	\$ 112,595	297	416	583	438	0	0		0
Fixed Infrastructure	\$ 93,233	0	0	0	0	0	0		0
Energy	\$ 14,222	0	0	0	0	0	0		0
Pods	\$ 744	297	416	583	438	0	0		0
Interest during construction	\$ 4,397	0	0	0	0	0	0		0
2 Cash Flow From/To Finance	\$ 106,920	(7,410)	(7,410)	(7,410)	(7,410)	(7,410)	(7,410)		(7,410)
Cash From/To Equity Investors	\$ 21,987	0	0	0	0	0	0		0
Cash From/To Debt (Principal)	\$ 92,344	0	0	0	0	0	0		0
Dividends	\$ 0	0	0	0	0	0	0		0
IRR to date	loss	(71%)	(21%)	11%	30%	40%	45%		52%

# Offering

**IMPORTANT NOTICE**: The information contained in this document is not an offer to sell or a solicitation to buy any security. These materials and documents and information from which they are derived or which are referred to by or accessible from them may contain forward looking statements within the meaning of Section 27A of the Securities Act of 1933, Section 2E of the Securities Exchange Act of 1934 and the Private Securities Litigation Reform Act of 1995. All statements other than statements of historical fact are forward looking statements and are subject to risks and uncertainties. Forward looking statements generally can be identified by the use of forward looking terminology such as "may," "will," "expect," "intend," "estimate," "project," "anticipate," "believe" or "plan" or the negative thereof or variations thereon or similar terminology. Although we believe that the expectations reflected in such forward looking statements are reasonable, it can give no assurance that such expectations will prove to be correct. All forward looking statements or circumstances after the date on which it is made or to reflect the occurrence of anticipated or unanticipated events or circumstances. These materials and documents and information from which they are derived or which are referred to by or accessible from them represent our best estimate as to the allocation of the funding based upon its present business plan and financial condition. The costs and expenses to be incurred in pursuing the Company's business plan cannot be predicted with certainty. There can be no assurance that unforeseen events will not occur or that the Company's business plan will be achieved or that it will not be changed, and it is possible that the funding may be applied in a manner other than that described herein.

		IPO or			
Phase 🕳	Initial Development Equity		Implementation Equity	Debt	Brownfield Investors
Amount to be Raised	\$0.4M	\$0.4M \$4.4M		\$92.3M	
Status	To be raised	To be raised	Have commitment(s)		12-18 months from start of operations
Collateral/Asset	MOU an	d/or PPA	it, Tax Credits, PPA		
Terms	Com	mon + Preferred S	hares	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% 54% (or 15% with BG) (or 15% with BG)		36%	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. Concession signed.	Overall Design and Docs. First phase procurement and implementation. Insurance & bonding.	Remaining Procurement, installation, and commissioning.	