# Minglanilla, Cebu, 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) \$124.3M

\$2.9M per route-km \$823 per resident cost

#### Annual Revenue \$282.2M

Multiple long-term contracts and revenue streams from passengers, renewables, advertising, freight, parcels, carbon credits, and attachment fees.

> **Operating Expenses (OPEX)** \$76.8M Rev share, monitor, security, clean, maintain

**Net Operating Income \$167.5M** Multiple scenarios and metrics on page 4

# **Project Details**

#### Length: 42 km

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

#### Number of Vehicles: 1,075

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

#### Number of Access Points: 286

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: 136K

72 km/h (45 mph) non-stop. Convenient to population of 135,902. Integrates with existing travel modes. Provides car-like convenience and train-like capacity.

#### Renewable Energy System: 10.4 MW

10 MW generation of clean and renewable energy. GHG reduction of 36,800 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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Minglanilla, Cebu, Philippines

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.

#### 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	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.



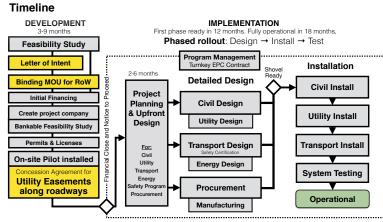
Executive SummaryPage 1
Chapters
1. PROJECT OVERVIEW6
2. MARKET8
3. FARES15
4. RIDERSHIP17
5. FINANCIALS19
6. RIGHTS-OF-WAY23
7. ENVIRONMENTAL25
8. SAFETY29
9. REGULATORY31
10. STAKEHOLDERS32
11. MANAGEMENT35
12. EMPLOYMENT
13. ROUTE
14. PROJECT COSTS42
15. TIMELINE43
16. DEVELOPMENT PHASE44
17. DESIGN PHASE45
18. CONSTRUCTION PHASE46
19. SYSTEM51
20. CIVIL WORKS
21. ELECTRICAL & MECH WORKS67
22. ROLLING STOCK71
23. UTILITY75
24. ENERGY76
25. RESILIENCY79
26. CAPACITY80
27. OPERATIONS81
28. INSURANCE88
29. RISKS



PPENDIX	
Travel Mode Table	
Competition Matrix	
System Table	
Regional Table	
Environmental Impact Table	100
Passenger Fare Table	
Financial Table	
Similarity to Other Systems	
Employment Table	
Project Table	
Capacity Table	
Revenue Share Table	
Right-of-way Easement Envelope	
Energy Generation and Storage	
Impact and Resources	

Page 2

# **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)

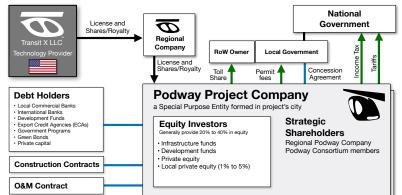
Financial advisor EACP

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

Insurance Lloyds of London

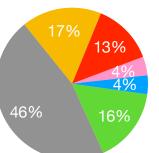
- Transit Engineering Capgemini
  - Civil Works Competitive bid
  - Energy Systems Competitive bid
  - Manufacturing Multiple contracts

# **Project Structure**



# Use of Funds





Page 3

### Use of Funds

	Task item	Cost (US\$)
1	DEVELOPMENT: 3 to 9 months	\$5.0M
2	Feasibility Study	547,000
3	Ridership-Revenue Study	348,000
4	Pilot	795,000
5	Civil planning & assessment	1,790,000
6	Contracts, Documentation & Legal	447,000
7	Project Management	398,000
8	Travel & Meetings	149,000
9	Contingency for Development Phase	497,000
10	IMPLEMENTATION / EPC	\$119.4M
11	DESIGN: 3 to 6 months duration	19,883,000
12	Financing fees	3,579,000
13	Contracts & Legal	1,193,000
14	Commission fee	3,619,519
15	Civil Design	3,579,000
16	Transport Design	2,585,000
17	Utility Design	2,386,000
18	Permitting & Approvals	1,392,000
19	Owner's Engineer and Rep	1,789,000
20	Project Management (through construction)	1,988,000
21	Independent Engineering Consultant	795,000
22	PROCUREMENT	57,164,276
23	Substructure (vertical supports)	4,001,000
24	Superstructure (guideway)	24,581,000
25	Pods (vehicles)	4,573,000
26	Lifts	3,430,000
27	Solar & Wind generation	17,721,000
28	Battery packs (energy storage)	572,000
29	Shipping & Tariffs	2,287,000
_	<b>INSTALLATION:</b> 12 to 18 month duration	\$21.1M
31	Insurance & Bonding	422,519
32	Civil Structures (Podway)	9,718,000
33	Site work	972,000
34	Utility diversions	3,110,000
35	Foundations	2,430,000
36	Erection (labor + equipment)	2,915,000
37	Inspections and Certifications	292,000
38	Rolling Stock (Pods & Lifts)	6,972,000
39	Installation & Commissioning	2,789,000
40	Testing & Safety Certification	3,068,000
41	Documentation & Training	1,116,000
42	Facilities	2,113,000
43	Pod cleaning facilities	423,000
44	Repair & maintenance facilities	444,000
45	Pod parking garage	507,000
46	Control room	740,000
47	Energy Systems	1,901,000
48	Installation	1,520,800
49	Utility Interconnects	380,200
	Other	21,179,959
	15% Contingency	16,209,152
	Interest During Construction	4,970,807
53	TOTAL PROJECT COSTS	\$124.3M

# **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	\$124.3M	\$124.3M	\$124.3M	
NET REVENUE	\$282.2M	\$212.4M	\$146.5M	
Passenger fares	\$136.0M	\$68.0M	\$68.0M	
Long-term guaranteed contracts (est.)		\$3.4M	\$3.4M	
Daily trips (% mode share)		107,078 (24%)	107,078 (24%)	
Avg. revenue per trip: \$				
Revenue per vehicle	\$262,537			
Advertising	\$3.6M	\$1.8M	\$1.8M	
per hour per passenger		¢ nom	¢ nom	
Freight & Parcels	\$131.9M	\$131.9M	\$66.0M	
Long-term guaranteed contracts (est.)		\$9.2M	\$4.6M	
Energy	\$1.7M	\$1.7M	\$1.7M	
\$/MWh (\$/GJ)		φ1./1	φ1./ ΙVΙ	
EV & Carbon Credits			фс см	
per tCO2e	\$5.5M	\$5.5M	\$5.5M	
Attachment fees	\$3.5M	\$3.5M	\$3.5M	
OPEX	\$76.8M	\$59.3M	\$42.8M	
	•	· · · · · · · · · · · · · · · · · · ·		
Toll share Operations & Maintenance, SG&A	\$14.1M \$56.4M	\$10.6M \$42.5M	\$7.3M \$29.3M	
Depreciation / Reserve	\$36.4M	\$42.5M	\$29.3M \$6.2M	
EBIT	\$205.5M	\$153.1M	\$103.6M	
Interest Payment	\$8.4M	\$8.4M	\$8.4M	
Net Operating Income (NOI)	\$167.5M	\$123.0M	\$81.0M	
Gross Margin (OPEX/Revenue)	73%	72%	71%	
NOI / Project cost ratio	1.35	0.99	0.65	
Breakeven Revenue	21%		•	
Return of Capital	2.7 years			
DSCR	Year 1: 7.58 Year 5: 25.27			
Cash-Flow-to-Debt Ratio	1.60			
Valuation at year 5 (with P/E ratio of 4)	\$1.1B (45.4 times initial equity)			

79%

# 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\$	84,668 \$	118,536 \$	165,950 \$	232,330 \$	282,228 \$	282,228	528 528 528 <b>\$</b>	282,228
% of steady-state revenue	0%	30%	42%	59%	82%	100%	100%		100%
Operating Costs	\$ 0	21,167	29,634	41,487	58,082	77,019	77,019		77,019
Toll Share	\$ 0.00	4,233	5,927	8,297	11,616	14,111	14,111		14,111
Operations & Maintenance, SG&A	\$ 0	16,934	23,707	33,190	46,466	56,446	56,446		56,446
Depreciation / Reserve	\$ 0	0	0	0	0	6,462	6,462		6,462
EBIT	\$ 0	63,501	88,902	124,462	174,247	205,209	205,209		205,209
Interest Payment	\$ 8,376 \$	8,376 \$	8,376 \$	8,376 \$	8,376 \$	8,376 \$	8,376	\$	8,376
Taxes	\$ 0	8,269	12,079	17,413	24,881	29,525	29,525		29,525
Net Operating Income (NOI)	\$ (8,376)	46,856	68,447	98,673	140,990	167,308	167,308		167,308
BALANCE SHEET									
Total Assets	\$ 125,466	126,113	127,019	128,287	129,241	129,241	129,241		129,241
Cash & Marketable Secur. (BOP)									
Fixed Assets (acquisition cost)	\$ 125,466	126,113	127,019	128,287	129,241	129,241	129,241		129,241
Depreciation	\$ 6,273	6,306	6,351	6,414	6,462	6,462	6,462		6,462
Accumulated Depreciation	\$ 6,273	12,579	18,930	25,344	31,806	38,268	44,730		70,579
Total Liabilities	\$ 104,387	104,387	104,387	104,387	104,387	104,387	104,387		104,387
Debt	\$ 104,387	104,387	104,387	104,387	104,387	104,387	104,387		104,387
Equity	\$ 24,854	71,710	140,157	238,830	379,821	547,128	714,436		1,383,666
Capital	\$ 24,854	24,854	24,854	24,854	24,854	24,854	24,854		24,854
Retained Earnings	\$ 0	46,856	115,303	213,976	354,967	522,274	689,582		1,358,812
CASH FLOW									
Free Cash Flow	\$ (125,466)	62,854	87,996	123,194	173,294	211,671	211,671		211,671
Cash From Operations	\$ 0	63,501	88,902	124,462	174,247	211,671	211,671		211,671
Increases in Working Capital	\$ 0	0	0	0	0	0	0		0
CAPEX	\$ 125,466	647	906	1,269	954	0	0		0
Fixed Infrastructure	\$ 99,707	0	0	0	0	0	0		0
Energy	\$ 19,170	0	0	0	0	0	0		0
Pods	\$ 1,618	647	906	1,269	954	0	0		0
Interest during construction	\$ 4,971	0	0	0	0	0	0		0
Cash Flow From/To Finance	\$ 120,865	(8,376)	(8,376)	(8,376)	(8,376)	(8,376)	(8,376)		(8,376)
Cash From/To Equity Investors	\$ 24,854	0	0	0	0	0	0		0
Cash From/To Debt (Principal)	\$ 104,387	0	0	0	0	0	0		0
Dividends	\$ 0	0	0	0	0	0	0		0
IRR to date	loss	(50%)	12%	45%	63%	71%	75%		79%

# 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	Development Equity	Implementation Equity	Debt	Brownfield Investors
Amount to be Raised	\$0.5M \$5.0M		\$19.4M	\$104.4M	
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	nstalled equipment, 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 Feasibility Study. Major contracts signed   & Milestones Environmental impact Pilot installed.   Ordered Create project Full investment docs		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.	