

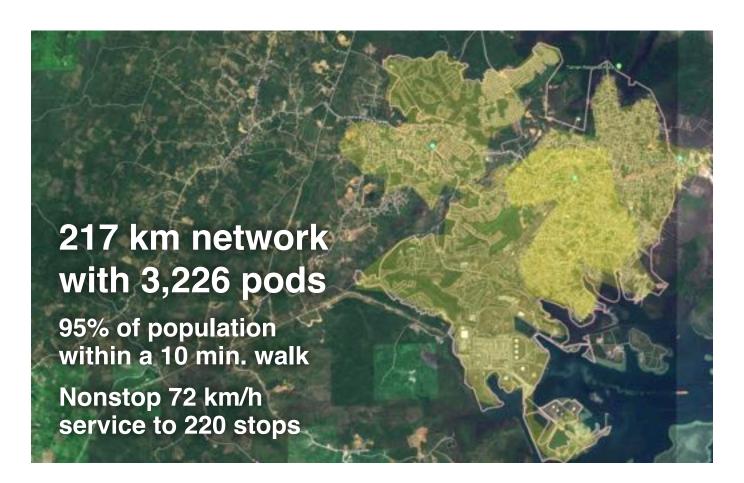


Transit X, LLC presents a preliminary proposal for a privately-funded fleet of fully-autonomous shared electric vehicle network for

# Bontang, East Kalimantan, Indonesia

High capacity • High speed • Nonstop • 24/7 Solar powered • Wait-free • Door-to-door • Resilient

26-page companion Transit X Handbook is available at transitx.com/transitxhandbook.pdf



### **Proposal Overview**



Transit X proposes to build and operate a privately-financed pod network to carry passengers and freight for Bontang, East Kalimantan, Indonesia that makes the Transit X service convenient to 95% of the population.

Transit X efficiently services both suburbs and cities and provides for a higher quality of life. See transitx.com for more details. This 3-minute video (transitx.com/video) describes our innovative solution.

### **Major benefits**

- Reduce congestion
- · Provide parking relief
- · Reduce pollution
- · Improve safety

The Transit X Handbook (<u>transitx.com/</u> <u>transitxhandbook.pdf</u>) answers many questions about our service, the company, our technology, and the way we address:



congestion, parking, road safety, pedestrian safety, ADA compliance, sustainability, fares, solar+storage, construction, aesthetics, operations, economic development, quality of service, security, station footprint, equitability, carbon footprint, transit integration, resiliency, reliability, rights-of-way, and open space.

### Congestion, parking, pollution, and safety

Most regions suffer from traffic congestion, limited parking, air pollution, and unsafe roads. Potential solutions are costly, but Transit X can solve these challenges without public funding. Transit X can integrate into the built environment, providing both short term relief and a long term solution.

### No public funding

Transit X does not require public funding because our business model appeals to investment banks and private equity firms that provide our project financing. Most of our infrastructure is factory-built, so that installation is fast and not disruptive. We have reduced or eliminated many costs of transportation infrastructure including materials, land, construction, fuel, debt service, and driver costs. By significantly reducing our costs, it makes private financing possible.

### Proven technology

Our team and partners have built fully automated systems that are now in operation around the world. Transit X may look unique, but the underlying design is very similar to systems that have been operating for 40 years with an exemplary safety record. An in-depth (1000+ hours) technical assessment and feasibility analysis has been completed by Altran, a global engineering firm with

extensive expertise in automated transit systems. The first pilots of Transit X will be deployed by the end of 2018.

Before any groundbreaking, the system will be safety-certified and fully insured.

### **Service Quality**

Transit X provides on-demand, last-mile service that is superior to cars or buses. An operating agreement will guarantee high levels of availability and reliability. Our use of small vehicles (pods) makes this possible. By reducing car use, Transit X creates walkable and bike-friendly neighborhoods.

### Less pollution: Air, Sound, Light, Visual, Water

Transit X offers a much higher quality of life by eliminating many forms of pollution. Pods are quiet and have no emissions. Pods offer less visual impact than the existing roads and vehicles, and utility lines can be hidden within the track. At night, there is no light pollution from headlights or taillights. Water pollution from road runoff is significantly reduced.

#### Sustainable

Transit X runs on 100% sustainable energy. The energy generated from solar panels on the track and stored within the poles is sufficient in most cases, but sustainable power contracts may used to buy and sell power to the grid. Transit X makes it possible to reduce the amount of impervious surfaces and increase green space by reducing the need for parking and roads. By replacing cars, Transit X has a negative carbon footprint.

### **More Transit & Fewer Cars**

Transit X provides the convenience and privacy that people value in cars, yet without the negative impacts of personal cars. Transit X combines the best of mass transit and personal transportation modes which will lead to higher use of mass transit and less use of personal vehicles.

### **De-risking Projects**

Transit X is working with large, established firms to provide fixed-price contracts for the engineering, certification, construction, and operations of a Transit X system. Theses partnerships enable Transit X to de-risk all of the major elements of the project, and provide performance guarantees.

We would work with regional urban planning and construction firms who are familiar with permitting and applicable codes.

### **Jobs and Workforce Development**

Many jobs will be created to build a new transportation infrastructure, and many new types of job will be created as transportation becomes more efficient. Municipalities that first embrace Transit X will be offered the opportunity to have Transit X manufacturing and assembly jobs in their area. The vast majority of the construction jobs will be locally sourced. Preferential hiring would be given to those workers displaced by the transition to automated vehicles.

#### **Revenue Generator**

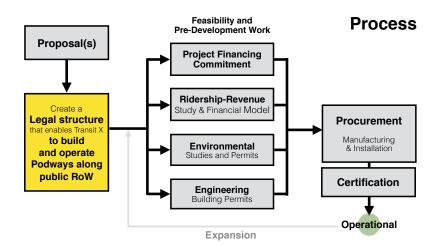
Not only does Transit X not require public financing, but the local municipality and right-of-ways owners receive 5% of gross revenue, which would be US\$9 million per year average over the first 10 years. For specifics, please see the "Taxes and Fees" section of this proposal.

### **Short and Long Term Solution**

A project could be operational within 24 months from the start of a project. Transit X offers a rapidly-deployable solution that provides long term benefits. We would form a local company to build, operate, and maintain the network. At least 75% of the profits would be invested back into the region.

### **Moving Forward**

The diagram shows our general process for working with a municipality or rights-of-way owner. We would refine a proposal to meet your needs, then ask for a letter stating that you would like to move forward with a proposal that includes air rights and and an operating agreement. Example documents and a sample project schedule can be viewed at transitx.com/process



#### **Evaluation**

Please review our preliminary proposal, and then ask us any questions. We would be happy to provide further information, address specific concerns, or meet with specific people or groups. Any routes or coverage areas shown on the map are only preliminary suggestions and actual routes would be determined based on needs, rights-of-ways, utility corridors, location of trees, and many other factors.

We expect this proposal to be reviewed by one or more committees or working groups. Familiar transportation options, such as buses, light rail, subways, and ride-sharing services (including autonomous vehicles) may have already been considered. Very few options offer the convenience of cars with at least the capacity of buses, and most, if not all, require public funding and subsidies.

Private cars have a dominant mode share because people like the privacy and convenience of a car — despite the significant risks and negative impact associated with them. People won't give up their cars unless the alternative is both better and cheaper. That is what Transit X can provide.

We hope you agree that this proposal offers a way to address your challenges in both the short and long term, providing an option that is better and lower risk than any alternative — including continuing with the status quo.

Whatever process you use to evaluate this proposal, Transit X is open to working with you on refining this proposal to meet your needs. We hope you will conclude that moving forward with Transit X is an excellent opportunity to meet your current and future challenges.

Once we agree to move forward, we need a memorandum of understanding (example at <a href="mailto:transitx.com/process/mou.html">transitx.com/process/mou.html</a>) stating that you intend to pass an ordinance that enables our use of air rights along with an operating agreement.

The buildout of the network would be rolled out in phases, where a first phase could be a 15 to 30 km pilot.

### **Other Resources**

The links below provide general information about Transit X:

- 2 minute video overview (transitx.com/video)
- Transit X Handbook (transitx.com/transitxhandbook.pdf)
- Letters of Project Financing, Due Diligence, Contracts (transitx.com/letters.pdf)
- Example Resolution (<u>transitx.com/process/resolution.html</u>)
- Operating Agreement (<u>transitx.com/process/operating\_agreement.html</u>)
- General Q & A (<u>transitx.com/QandA.html</u>)

#### Addendum

The remaining pages of this proposal provide project-specific details:

- Financial Project Summary with Pro Forma, pages 6-7
- Project Overview, Impact, and Model inputs, pages 8-9
- Taxes and Fees, pages 10-11
- Fares, page 12

We look forward to working with you to improve the quality of life for Bontang through better transportation.

Sincerely,

CEO, Transit X

Mike Stanley

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Facebook Messanger: m.me/MikeStanleyMIT Twitter: https://twitter.com/MikeTransitX

Mail: 1127 Commonwealth Ave #30, Boston, MA 02134 USA





1				
	Transit X network length	217	km	
2	People (resident-equivalent) in region	175,830	resident-equivalent p	opulation
3	Route density ratio (route length to service area)	0.58		
4	Number of stops	220		
5	Triple-speed route length	0	km	
6	Water crossing route length	0	km	
7	Cost of fixed infrastructure	\$786,346,554		
8	per person	\$4,472		
9	Mode share of travel on Transit X	79%		
10	Distance traveled on Transit X, per year	1,244,399,022		
11	per day	3,409,312		
12	Daily potential energy generation with standard panels on tracks	1,665		20/ of may consoity
13	Sustainable energy use per day		MWh	2% of max capacity
14	Energy storage capital cost for 1 day(s) of supply at \$800 per kWh	\$33,029,972	IZM	
15	Size (rated power) of solar installation	9,599	K.VV	
16 17	Cost of buying sustainable energy (at \$2,000 per kWh)	\$19,197,356	ner day	5% of OPEX
18	Cost of buying sustainable energy at \$0.15 per kWh	\$6,193	customers	79% of the pop.
19	Daily passengers riding Transit X Distance per passenger per day	,	km	70 of the pop.
20	Average distance per trip (assuming 3 trips per day)		km	
21	Single passenger fare for shared 8 km trip	\$0.55		KIDR
22	Passenger distance traveled during peak hour	681,862		KIDH
23	Breakeven		customers per day	
	Dieakeveil	120,034		aniant to Transit V)
24	Noveles and a selection and	0.000	(76% of people conv	erilerit to Transit A)
25	Number of pods for peak demand	3,226		
26	Number of passengers per pod		and 43 customers	per pod
27	Distance per pod per year	168,170		0.40/ -f
28	Two-layer pod garage area (2% of route with side–parking)	3,549	m²	0.1% of car parking
29	Cost of pods	<b>#00 000 000</b>		
	Constal cost of anomaly appropriate and started		is \$92 per person	
	Capital cost of energy generation and storage		is \$92 per person is \$386 per persor	
	Capital cost of energy generation and storage Dject Finances			
Pro	oject Finances		is \$386 per persor	1
Pro		\$67,895,526	is \$386 per persor 12,007,896,014	n K IDR
Pro 32 33	oject Finances  Total Project Cost	\$67,895,526 <b>\$875,211,080</b>	is \$386 per persor 12,007,896,014 3,602,368,804	n KIDR KIDR
Pro 32 33 34	oject Finances  Total Project Cost  Equity	\$67,895,526 <b>\$875,211,080</b> \$262,563,324	is \$386 per persor 12,007,896,014 3,602,368,804	K IDR K IDR
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Pro 32 33 34 35 36	oject Finances  Total Project Cost  Equity	\$67,895,526 <b>\$875,211,080</b> \$262,563,324	is \$386 per persor 12,007,896,014 3,602,368,804	K IDR K IDR
Pro 32 33 34 35 36	Dject Finances  Total Project Cost  Equity Financed	\$67,895,526 \$875,211,080 \$262,563,324 \$612,647,756	is \$386 per persor 12,007,896,014 3,602,368,804 8,405,527,210	K IDR K IDR K IDR K IDR
Pro 32 33 34 35 36 37	Dject Finances  Total Project Cost  Equity Financed  Debt service	\$67,895,526 <b>\$875,211,080</b> \$262,563,324 \$612,647,756 \$91,897,163	is \$386 per persor 12,007,896,014 3,602,368,804 8,405,527,210	K IDR K IDR K IDR K IDR K IDR
Pro 32 33 34 35 36 37 38 39	Total Project Cost Equity Financed  Debt service Fees and taxes (US\$74 per capita)	\$67,895,526 \$875,211,080 \$262,563,324 \$612,647,756 \$91,897,163 \$13,023,524	is \$386 per persor 12,007,896,014 3,602,368,804 8,405,527,210 1,260,829,081 178,682,746	K IDR K IDR K IDR K IDR K IDR K IDR
Pro 32 33 34 35 36 37 38 39	Dject Finances  Total Project Cost  Equity Financed  Debt service	\$67,895,526 <b>\$875,211,080</b> \$262,563,324 \$612,647,756 \$91,897,163	is \$386 per persor 12,007,896,014 3,602,368,804 8,405,527,210	K IDR K IDR K IDR K IDR K IDR K IDR
Pro 32 33 34 35 36 37 38 39 40	Total Project Cost Equity Financed  Debt service Fees and taxes (US\$74 per capita)	\$67,895,526 \$875,211,080 \$262,563,324 \$612,647,756 \$91,897,163 \$13,023,524	is \$386 per persor 12,007,896,014 3,602,368,804 8,405,527,210 1,260,829,081 178,682,746	K IDR K IDR K IDR K IDR K IDR K IDR
Pro 32 33 34 35 36 37 38 39 40 41	Debt service Fees and taxes (US\$74 per capita) OPEX + Debt service + Tax + Fees Net income	\$67,895,526 \$875,211,080 \$262,563,324 \$612,647,756 \$91,897,163 \$13,023,524 \$148,681,241	12,007,896,014 3,602,368,804 8,405,527,210 1,260,829,081 178,682,746 2,039,906,628	K IDR
Pro 32 33 34 35 36 37 38 39 40 41 41	Debt service Fees and taxes (US\$74 per capita) OPEX + Debt service + Tax + Fees Net Income  Project costs — per person	\$67,895,526 \$875,211,080 \$262,563,324 \$612,647,756 \$91,897,163 \$13,023,524 \$148,681,241 \$4,978	is \$386 per persor  12,007,896,014   3,602,368,804   8,405,527,210  1,260,829,081   178,682,746   2,039,906,628	K IDR
B1 <b>Pro</b> 32 33 34 35 36 37 38 39 40 41 42 43 44	Debt service Fees and taxes (US\$74 per capita) OPEX + Debt service + Tax + Fees Net income  Project costs — per person Number of motor vehicles displaced	\$875,211,080 \$262,563,324 \$612,647,756 \$91,897,163 \$13,023,524 \$148,681,241 \$4,978 124,440	is \$386 per persor  12,007,896,014 3,602,368,804 8,405,527,210  1,260,829,081 178,682,746 2,039,906,628  68,293 motor vehicles	K IDR
Pro 32 33 34 35 36 37 38 39 40 41 42 43 44	Debt service  Fees and taxes (US\$74 per capita)  OPEX + Debt service + Tax + Fees  Net Income  Project costs — per person  Number of motor vehicles displaced  Yearly cost of cars displaced — per person	\$875,211,080 \$262,563,324 \$612,647,756 \$91,897,163 \$13,023,524 \$148,681,241 \$4,978 124,440 \$6,370	is \$386 per persor  12,007,896,014   3,602,368,804   8,405,527,210  1,260,829,081   178,682,746   2,039,906,628	K IDR
Pro 32 33 34 35 36 37 38 39 40 41 42 43 44	Debt service Fees and taxes (US\$74 per capita) OPEX + Debt service + Tax + Fees Net income  Project costs — per person Number of motor vehicles displaced	\$875,211,080 \$262,563,324 \$612,647,756 \$91,897,163 \$13,023,524 \$148,681,241 \$4,978 124,440	is \$386 per persor  12,007,896,014 3,602,368,804 8,405,527,210  1,260,829,081 178,682,746 2,039,906,628  68,293 motor vehicles	K IDR
30 31 <b>Pro</b> 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46 47	Debt service  Fees and taxes (US\$74 per capita)  OPEX + Debt service + Tax + Fees  Net Income  Project costs — per person  Number of motor vehicles displaced  Yearly cost of cars displaced — per person	\$875,211,080 \$262,563,324 \$612,647,756 \$91,897,163 \$13,023,524 \$148,681,241 \$4,978 124,440 \$6,370	is \$386 per persor  12,007,896,014 3,602,368,804 8,405,527,210  1,260,829,081 178,682,746 2,039,906,628 68,293 motor vehicles 87,390	K IDR



### Impact of proposed network

1	Reduction in GHG emissions (in metric tons of CO2-eq)	122,884	MTCO2-eq
2	Est. cost to maintain 753 km roadway	\$38,408,464	
3	Reduced waste products per year	19,941	metric tons
4	Travel time saved per year	438	hrs/person
5	Cost savings per capita per year from reduced car ownership	\$4,406	
6	Increase in household income from time saving and car costs	55%	
7	Reported injuries avoided per year	772	
8	Lives saved per year	8	
9	Land freed from parking (707 acres)	2,862,118	m²
10	and its commercial value	\$572,424	per year
11	Health care savings	High	
12	Heat island mitigation from replacing asphalt with green space	1 to 3	°C
13	Change in global temperature	TBD	°C
14	Decrease in sea level	TBD	mm

### **Model Inputs**

	model inpo	410		
15	Ratio of road length to track length	4		
16	Walking speed	4.9	km/h	
17	Width of convenient swath along track	1.63	km	
18	Fixed cost per km. Solar+storage not included.	\$2,790,000	38,278,800	K IDR
19	Water crossing: additional cost per km	\$8,370,000		
20	Triple-speed: additional cost per km	\$5,580,000		
21	Average distance traveled per person per year (for trips under 1600 km)	10,000	km	
22	Average distance per day per person	27	km	
23	Mode share % of people convenient to Transit X	85%	at 5 min walk.	
24	Percentage of daily demand during peak hour	20%		
25	Maximum capacity per track	39,636	pph	
26	Average dwell time during peak hour	10	seconds	
27	% of pods traveling on route with highest demand	18%		
28	Average speed of pod	72	km/h	45 mph
29	Average # of trips for a daily customer	3	per day	
30	Average passengers per pod during peak hours	3.7	passengers	
31	Average passengers per pod	2.3	passengers	
32	Maximum passengers per pod	5	passengers	
33	Empty pods: Percentage non-revenue	25%		
34	Ex-Factory cost per pod	\$5,000	68,600	K IDR
35	Worldwide Median Income per Household (US\$)	10,000	137,200	K IDR
36	Average number of residents per household	2.3		K IDR
37	Base fare per km	\$0.13	1.8	K IDR
38	(per mile)	\$0.21	2.9	K IDR
39	O&M as % of project cost	5%		
40	Percentage debt financed	70%		
41	Length of loan/debt	10	years	
42	Interest rate for debt	5%		
43	kg CO2 emissions per liter of gasoline	2.37		
44	Monetary value of 1 hour personal time (USD)	2.5	34	K IDR
45	Eat. roadway maintenance per year per km	\$51,000	699,720	K IDR
46	Area of one parking lot space	23	m <sup>2</sup>	
47	Commercial income of land	\$0	per m <sup>2</sup>	K IDR
48	Distance from roadway that is convenient	0.49	km	
49	Stops per km	1.0		
50	Solar panel area per meter of track	2.0		
51	Cost of sustainable energy and storage	\$0.15	per kWh	
52	Global Horizontal Irradiance (GHI)	3.8	kWh/m²/day	
53	Cost to generate sustainable energy	\$2,000	per kW	
54	Energy storage cost	\$800	per kWh	
55	Energy storage capacity		days	
56	Area of parked pod	2.20	m <sup>2</sup>	

### **Model Inputs (continued)**

56	Name of region or project	Bontang, East Kalim
57	Currency name	K IDR
58	Equal to US\$1	13.720
59	Sustainable energy/electricity generation & storage as	CAPEX
60	Land area of region (sq. km)	497
61	Number of residents in region	175,830
62	% travel within region	90%
63	% of land area served by roads	75%
64	Coverage: % of pop. convenient (10 min walk) to Transit X	95%
65	Median household income (US\$)	10,000
66	Convenient walk time to stop (min)	10
67	Triple-speed route length (km)	0
68	Water crossing route length (km)	0.0
69	Visitors per year	0
70	Average length of visit (days)	2
71	Solar production ratio	1.57
72	Regional Fare Factor	1.5
73	EPC costs & contingency	30%
74	Triple-speed (km/h)	242

### Pod & Car

	Pod	Car
Service life (years)	20	12
Full cost of vehicle per year	\$200	\$9,000
Public cost to maintain infrastructure (per km)	\$0	\$100,000
Energy Efficiency in MPGe	1188	24
Energy Efficiency in liters/100km	0.20	9.8
Energy used (Watt-hours/km)	28	1375
mass of CO2 per vehicle per km (kg)	0	0.09875
Vehicle mass (kg)	45	1950
Average speed of urban travel (km/h)	72	16
Typical travel time (in minutes) for 8 km trip	7	31
Fare/cost per km	\$0.13	\$0.62
Number of deaths per 100M passenger-km	0.00001	1
Number of injuries per 100M passenger-km	0.0006	62
Volume to park (cubic meters)	5.7	70.9



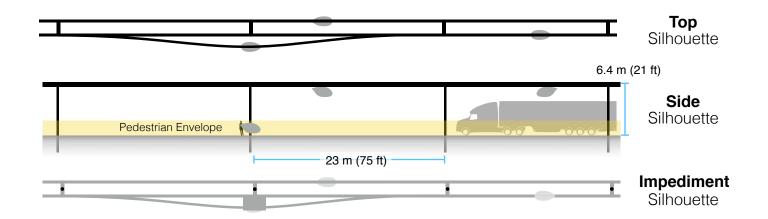
4% of gross revenue proportioned to air rights owners and a municipal fee/tax of 1% of gross revenue. Both air rights and fee/tax have a minimum payment based on the Footprint and the Transit X Commercial Rate (TXCR).

### Municipal rates

'	Maincipal rates		
2	Total commercial land (estimated)	37,275,000 m <sup>2</sup>	
3	Total commercial muni revenue (US\$)	\$7,455,000	102,282,600 K IDR
4	TXCR (Transit X Commercial Rate)	\$0.20 per m <sup>2</sup>	2.7 K IDR
5	TXCR is the yearly tax rate per land area. Calculation: total land area of commercial properties in the municipality, divided by all the municipal income generated by those properties. The TXCR is used to calculate the minimum tax/ fee.		
6	Project Revenue		
7	Length of Transit X route	217 km	
8	Estimated gross revenue per unit length	\$1,201,412 per km	16,483,377 K IDR
9			
10	Municipal Tax	% of gross revenue with minimum.	
11	1% gross revenue	\$12,014 per route-km	164,834 K IDR
12	Minimum per year	\$330 per route-km	
13	Air Rights Leasing Fee	% of gross revenue with minimum.	Proportioned based on length.
14	% of route on municipal land	90%	
15	4% gross revenue	\$48,056 per route-km	659,335 K IDR
16	Minimum per year	\$330 per route-km	
17	Taxes, Fees, Programs		
18	Paid to Municipality	<b>\$11,981,642</b> per year	164,388,126 K IDR
19	with minimum	\$136,135	
20	Paid to Private land owners	<b>\$1,041,882</b> if 10% of RoW	is over private property
21	with minimum	\$7,165	
22	For livelihood programs	<b>\$0</b>	

## Footprint calculations for minimum fee

### Yearly fees and taxes



1	Footprint Calculations	Metric		Imperial
2	Track width	0.41	m	
3	Track height	0.61	m	
4	Pole diameter	<u>0.3</u>	m	
5	Pole cross section	0.07	m <sup>2</sup>	
6	Stop landing area	2	m <sup>2</sup>	
7	width	<u>2</u>	m	
8	length	1	m	
9	Ramp length	21		
10	Pole span	<u>23</u>		
11	Number of poles per unit length	<u>43.5</u>	poles per km	
12	Pole height	<u>6</u>	m	
13				
14	Single track	1126.7	$m^2$	
15	Area of Side Silhouette	688.3	m <sup>2</sup>	
16	Area of Top Silhouette	423.1	m <sup>2</sup>	
17	Impediment Area (adjusted)	15.4	m <sup>2</sup>	
18				
19	Dual track	1536.7	m <sup>2</sup>	
20	Area of Side Silhouette	688.3	m <sup>2</sup>	
21	Area of Top Silhouette	833.1		
22	Impediment Area (adjusted)	15.4	m <sup>2</sup>	
23	, , ,			
24	Stop	57.8	m <sup>2</sup>	
25	Area of Side Silhouette	25.6	m <sup>2</sup>	
26	Area of Top Silhouette	22.2		
07	·	10.0	0	
27	Impediment Area (adjusted)	10.0	m²	
28				
29	Stops	2	stops per km	
30	% of dual track	100%		
31				
32	Average area per unit length	1 652	m² per route-km	
33	Average area per aniciengui	1,002	m per route km	
34	Contract values			
		40/		
35	% gross revenue for muni tax/fee	1%		
36	% gross revenue for air rights (RoW)	4%		
37	% gross revenue for RoW+tax+fee	5%		
38	Impediment Factor	5		



### **Fair Fares**

Fares will be similar to existing mass transit, and several times less than taxis or ride-sharing services. Transit X Fair Fare is a universal passenger fare model that applies to all regions and all times. Fares are proportional to the median income of the area and inversely proportional to per capita use, so the more use of Transit X, the lower the base fare. Market-rate fares are proportional to number of half-price fares. No additional peak or congestion pricing. Longer trips are discounted: 0% at 0 km, and up to a 40% discount at 500 km or greater trip length, below 500 km, discount is proportional to trip length.

			0% of use	80% of use	+25% Income	71% of use	50% market fares
1	Median household income	US\$	10,000	\$10,000	\$12,500	\$10,000	\$10,000
2	Nominal fare	US\$	0.09	\$0.09	\$0.11	\$0.09	\$0.09
3	Minimum nominal fare	US\$	0.09	0.09	0.09	0.09	0.09
4	Fare incr. for livelihood programs	US\$	0.00	0.00	0.00	0.00	0.00
5	Adjusted nominal fare	US\$	0.09	0.09	0.11	0.09	0.09
6	% of total travel on Transit X		0%	80%	80%	71%	90%
7	Discount for usage	US\$	0.00	0.03	0.04	0.03	0.04
8	Base Fare Rate (US\$)	per km	0.13	80.0	0.10	0.08	0.07
9	base rate in loca	l currency	1.79 K IDR	1.07 K IDR	1.34 K IDR	1.16 K IDR	0.98 K IDR
10	for shared pod (20%	discount)	1.43 K IDR	0.86 K IDR	1.07 K IDR	0.93 K IDR	0.79 K IDR
11	for shared seating (40%	discount)	1.07 K IDR	0.64 K IDR	0.81 K IDR	0.69 K IDR	0.59 K IDR
12	% Fares at Market rate		50%	30%	30%	30%	50%
13	% Fares at Base rate		25%	65%	65%	65%	25%
14	% Fares at 100% discount		25%	5%	5%	5%	25%
15	Average revenue US\$	per km	0.44	0.19	0.24	0.21	0.24
16	Livelihood program	per km	0.00	0.00	0.00	0.00	0.00

### Price comparison with common travel modes (for Boston, USA)

	Mode »	Bus	Commuter Rail	Subway	Personal Car	Taxi / TNC's
Average distance (km)		5	18	8	8	5
Price per trip	US\$	\$1.85	\$8.00	\$2.50	\$6.00	\$12.00
Typical price per km	US\$	\$0.37	\$0.44	\$0.31	\$0.75	\$2.40

### **Base Inputs**

17	Travel distance per household per year (trips under 1600 km)	23,000 km
18	% of median household income for 23,000 km transportation	20%
19	Fare Discount when Transit X travel per household is 23,000 km per year	50%
20	Minimum median household income. Fares are based on this minimum.	10,000 USD
21	Discount for shared pod	20%
22	Discount for shared bench seat	40%
23	Discount for fare	100%
24	Projected multiple of Market rate vs.Base rate	4
25	% increase in median income for scenario	25%
26	Percent of Total Travel Per Capita on Transit X	71%
27	Percent of fare for under-income programs	75%
28	Average expected fare discount	18%
29	Percentage of revenue from freight and advertising	40%
30	Metric ton per km (US\$)	\$0.13
31	Regional Fare Factor	1.50



### **Project Summary**

Project Solar-powered automated

**Description** transportation network infrastructure

Project type Project financing of Green Infrastructure

Project cost \$875 million

Structure Equity and Debt

Debt term 10 years @ 5%

**Equity terms** A waterfall profit distribution of:

1. 90/10 split until Return of Capital,

2. then 50/50 until Target IRR met

3. then 10/90 onwards

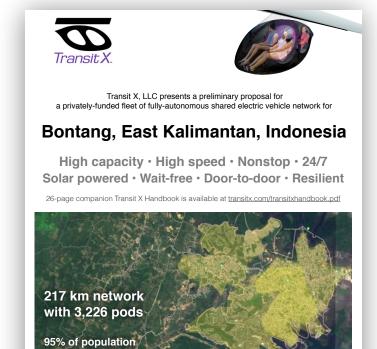
Benefits to society and environment

Extremely high

### **Financials**

(US\$ in millions)

	Year 1	Total Years 1-12
Gross Revenues	87	2,113
Taxes and fees	4	106
Debt service	\$79	\$793



#### **About Transit X**

within a 10 min. walk Nonstop 72 km/h service to 220 stops

Transit X designs, builds, and operates solar-electric shared mobility infrastructure to supplant buses, trains, cars, and trucks. Transit X offers its service to municipalities and commercial developers. First pilots will begin operations by 2019. Transit X is a privately held company founded in 2015, based in Boston, Mass, and intends to be certified as a public benefit company.

Now

### **Status**

					INOW	FIIOI to close
				Project financing	Letter of Interest	Yes
<b>ESG</b> (Environmen	tal, Sc	ocial, Governance) <b>Benefi</b>	ts	Demonstration system	In development	Yes
Olasa anaumi		Davillanav		Rider-Revenue study	Proposals	Yes
Clean energy	•	Resiliency	yes	Environmental study		Yes
Energy security	yes	Sustainable	yes	Air rights	Resolution	Ordinance
Emissions-free	yes	Equitable	yes	Permits	Known process	Yes
GHG-free	yes	Recyclable mat.	yes	Safety certification	Guar. fixed price	Yes
Lowers pollution	yes	Affordable housing	yes	Installation	Letter of intent	Guar. fixed price
Clean water	yes	Improved Health	yes	Operations & Maint	Letter of intent	Guar. fixed price
Improved Safety	yes	Economic Devel.	yes	Project Management	Appointed	Yes
Fixe Infrastructure	yes	Food security	yes	EPC	Appointed	Yes

General information available at <u>transitx.com</u>. Detailed information and references can be provided under appropriate non-disclosure/non-compete/non-circumvent agreements. Contact: Mike Stanley, CEO, Transit X, mike@transitx.com, 508-596-7024

Prior to close



### **Model Inputs and Assumptions**

Route length (km) 217

Starting number of pods 1,075

Projected revenue growth 15%

**Project Cost** \$875,211,080

% Debt financed 70%

**Debt** \$612,647,756

Equity \$262,563,324

Capital return per year \$52,512,665

Debt payment (per year) \$79,340,687

Travel per year per pod (km) 168,170

Revenue per vehicle-km (US\$) 0.48

OPEX as % of project cost 5%

Debt Interest rate 5%

Debt term (yrs) 10

Years to return equity capital 5

Profit share when below capital return 90%

Profit share when below Target IRR 50%

Profit share when above Target IRR 10%

The revenue estimates are conservative because they only show revenue from passenger fares, freight, and advertising, which may be less than 60% of total revenue. A substantial revenue stream can be expected from developer fees, private leasing, private branch & stops, subsidies, municipal contracts, carbon credits, water delivery, conduit leasing, 3rd-party services, mail & package delivery, para-transit, private shuttles, sale of surplus power to grid, and naming rights.

#### Pro Forma

,	ears 0	1	2	3	4	5	6	7	8	9	10	11	12
Revenue	0	86,796,578	99,816,065	114,788,474	132,006,745	151,807,757	174,578,921	200,765,759	230,880,623	265,512,716	305,339,624	351,140,567	403,811,652
5% RoW÷tax÷fe	e 0%	4,339,829	4,990,803	5,739,424	6,600,337	7,590,388	8,728,946	10,038,288	11,544,031	13,275,636	15,266,981	17,557,028	20,190,583
Debt service	0	\$79,340,687	\$79,340,687	\$79,340,687	\$79,340,687	\$79,340,687	\$79,340,687	\$79,340,687	\$79,340,687	\$79,340,687	\$79,340,687	0	0
Investor balance	•	-\$262,563,324	-\$262,563,324	-\$262,563,324	-\$262,563,324	-\$262,563,324	-\$256,065,208	-\$245,963,082	-\$228,395,086	-\$207,410,538	-\$184,451,266	-\$151,286,995	-\$115,511,152

#### **Important Notices**

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