



Transit X, LLC presents a preliminary proposal for a privately-funded fleet of fully-autonomous shared electric vehicles on local and regional podway network for

# Santiago de los Caballeros, Dominican Republic

This proposal is downloadable at transitx.com/proposals/Transit X for Santiago de los Caballeros, Dominican Republic.pdf

# High capacity · High speed · Nonstop · 24/7 Solar powered · Zero Wait · Door-to-door · Resilient

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

# 144 km network with 11,332 pods

90% of population within a 10 min. walk

Nonstop 72 km/h service to 290 stops





# Transit X proposes to build and operate a privately-financed pod network to carry passengers and freight for Santiago de los Caballeros, Dominican Republic that makes the Transit X service convenient to 90% 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

We have reduced or eliminated many costs of transportation including the cost of materials, land, construction, fuel, debt service, and labor. Transit X does not require public funding because revenue from fares more than covers our costs. Our business model appeals to investment banks and private equity firms that finance green infrastructure projects.

# 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**

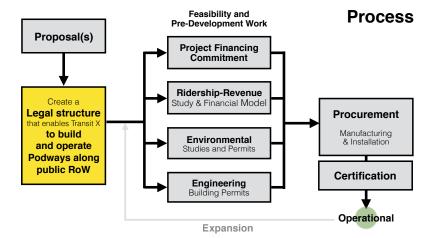
Not only does Transit X not require public financing, but the local municipality and right-of-ways owners receive 5% of gross revenue, which would be US\$16 million per year average over the first 10 years. For specifics, please see the "Taxes and Fees" section of this proposal. These fees and taxes paid by Transit X enables lower taxes or more spending on public services.

#### 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-ofway 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 <u>transitx.com/process/mou.html</u>) 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 (<u>transitx.com/transitxhandbook.pdf</u>)
- Letters of Project Financing, Due Diligence, Contracts (transitx.com/letters.pdf)
- Example Resolution (transitx.com/process/resolution.html)
- · Operating Agreement (transitx.com/process/operating\_agreement.html)
- General Q & A (transitx.com/QandA.html)

#### Addendum

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

- Project Overview and Impact pages 6 and 7
- Taxes and Fees pages 8 and 9
- Fares page 10 and 11
- Financial Project Summary with Pro Forma pages 12 and 13

We look forward to working with you to improve the quality of life for Santiago de los Caballeros through better transportation.

Sincerely,

Mike Stanley CEO, Transit X

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# **Project Overview**



	Iransit X.			
1	Transit X network length	144	km	
2	People (resident-equivalent) in region	691,262	resident-equivalent p	opulation
3	Route density ratio (route length to service area)	0.55		
4	Number of stops	290		
5	Triple-speed route length	-	km	
6	Water crossing route length	0	km	
7	Cost of fixed infrastructure	\$523,620,367		
8	per person	\$757		
9	Mode share of travel on Transit X (23% after first year)		after 10 years	
10	Distance traveled on Transit X, per year	4,403,032,365		
11	per day	12,063,102		
12	Daily potential energy generation with standard panels on tracks	1,109		
13	Sustainable energy use per day		MWh	13% of max capacity
14	Energy storage capital cost for 1 day(s) of supply at \$100 per kWh	\$14,504,325		
15	Size (rated power) of solar installation	33,720	KW	
16	Cost to generate sustainable energy (at \$1,000 per kW)	\$33,720,247		
17	Cost of buying sustainable energy at \$0.15 per kWh	\$21,756		24% of OPEX
18	Daily passengers riding Transit X			71% of the pop.
19	Distance per passenger per day		km	
20	Average distance per trip (assuming 3 trips per day)		km	
21	Single passenger fare for shared 8 km trip	\$0.37		DOP
22	Passenger distance traveled during peak hour	2,412,620		
23	Breakeven	186,272	customers per day	
24			(30% of people conve	enient to Transit X)
25	Number of pods for peak demand	11,332	pods at 71% mo	ode share
25 26	Number of pods for peak demand Number of customers per pod		pods at 71% mo	
	· · ·		and 61 people per	
26	Number of customers per pod	43.2	and 61 people per km	
26 27	Number of customers per pod Distance per pod per year	43.2 168,185 12,465	and 61 people per km m <sup>2</sup>	pod
26 27 28	Number of customers per pod Distance per pod per year Two-layer pod garage area (9% of route with side–parking)	43.2 168,185 12,465 \$73,658,000	and 61 people per km	pod
26 27 28 29 30	Number of customers per pod Distance per pod per year Two-layer pod garage area (9% of route with side–parking) Cost of pods Capital cost of energy generation and storage Project Finances	43.2 168,185 12,465 \$73,658,000	and 61 people per km m <sup>2</sup> is \$82 per person is \$91 per person	pod 0.1% of car parking
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# Project Overview p. 2



# Impact of proposed network

1	Reduction in GHG emissions (metric tons CO2-eq)	434,799 MTCO2-eq annually
2	Estimated cost to maintain public roadways	\$26,996,694 annually
3	Reduced waste products	70,559 metric tons annually
4	Travel time saved	438 hrs/person annually
5	Cost savings from reduced car ownership	\$4,906 per person annually
6	Increase in household income from time savings and car costs	64%
7	Reported injuries avoided	2,730 annually
8	Lives saved	27 annually
9	Land freed from parking (2,502 acres)	10,126,974 m <sup>2</sup>
11	Health care savings	High

45 mph

# **Model Inputs**

	Batic of road length to track length	4		
15	Ratio of road length to track length	-	km/h	
16	Walking speed			
17	Width of convenient swath along track	1.63		
18	Fixed cost per km. Solar+storage not included.	\$2,790,000	139,500,000	DOP
19	Water crossing: additional cost per km	\$8,370,000		
20	Triple-speed: additional cost per km	\$5,580,000		
21	Rate factor for water crossings or high-speed links.	2.2		
22	Average distance traveled per person per year (for trips under 1600 km)	10,000	km	
23	Average distance per day per person	27	km	
24	Mode share % of people convenient to Transit X	85%	at 5 min walk.	
25	Percentage of daily demand during peak hour	20%		
26	Maximum capacity per track	39,921	pph	
27	Average dwell time during peak hour	10	seconds	
28	% of pods traveling on route with highest demand	18%		
29	Average speed of pod	72	km/h	45 mp
30	Average # of trips for a daily customer	3	per day	
31	Average passengers per pod during peak hours		passengers	
32	Average passengers per pod		passengers	
52	Average discount per passenger	26%	paccongoro	
00	Maximum passengers per pod		passengers	
33 34	Empty pods: Percentage non-revenue	25%	passengers	
	Empty pous. Percentage nonnevenue Ex-Factory cost per pod		250,000	
35	Worldwide Median Income per Household (US\$)	\$5,000		
36		10,000	500,000	DOP
37	Average number of residents per household	2.3	0.7	
38	Base fare per km	\$0.07		DOP
39	(per mile)	\$0.12	6.0	DOP
40	O&M as % of project cost	5%		
41	Percentage debt financed	70%		
42	Length of loan/debt		years	
43	Interest rate for debt	5%		
44	kg CO2 emissions per liter of gasoline	2.37		
45	Monetary value of 1 hour personal time (USD)	\$2	115	DOP
46	Eat. roadway maintenance per year per km	\$51,000	2,550,000	DOP
47	Area of one parking lot space	23	m <sup>2</sup>	
48	Commercial income of land (annual)	\$0	per m <sup>2</sup>	DOP
49	Distance from roadway that is convenient	0.49	km	
50	Stops per km	2.0		
51	Solar panel area per meter of track	2.0		
52	Cost of sustainable energy and storage	\$0.15	per kWh	
53	Global Horizontal Irradiance (GHI)	3.8	kWh/m²/day	
54	Cost to generate sustainable energy		per kW	
55	Energy storage cost		per kWh	
56	Energy storage capacity		days	
57	Area of parked pod	2.20		
58				
	Distance discount at max distance	40%	1	
59	Max distance discount	500	кт	
60	Max usage discount at 10,000 km per capita	50%		
61	Shared Pod Discount	20%		
62	Shared Pod Compartment Discount	40%		
63	•	67%		
03	Mode share starting discount			
	URL	_Republic.pdf		

# Model Inputs (continued)

64	Name of region or project	Santiago de los Cab
65	Currency name	DOP
66	Equal to US\$1	50
67	Sustainable energy/electricity generation & storage as	CAPEX
68	Land area of region (sq. km)	524
69	Number of residents in region	691,262
70	% travel within region	90%
71	% of land area served by roads	50%
72	Coverage: % of pop. convenient (10 min walk) to Transit X	90%
73	Median household income (US\$)	\$9,200
74	Convenient walk time to stop (min)	10
75	Triple-speed route length (km)	0
76	Water crossing route length (km)	0.0
77	Visitors per year	0
78	Average length of visit (days)	2
79	Solar production ratio	1.57
80	Regional Fare Factor	1.0
81	EPC costs & contingency	30%
82	Triple-speed (km/h)	242

# Pod & Car

		Pod	Car
83	Service life (years)	20	12
84	Full cost of vehicle per year	\$200	\$9,000
85	Public cost to maintain infrastructure (per km)	\$0	\$100,000
86	Energy Efficiency in MPGe	1188	24
87	Energy Efficiency in liters/100km	0.20	9.8
88	Energy used (Watt-hours/km)	28	1375
89	mass of CO2 per vehicle per km (kg)	0	0.09875
90	Vehicle mass (kg)	45	1950
91	Average speed of urban travel (km/h)	72	16
92	Typical travel time (in minutes) for 8 km trip	7	31
93	Fare/cost per km	\$0.07	\$0.62
94	Number of deaths per 100M passenger-km	0.00001	1
95	Number of injuries per 100M passenger-km	0.0006	62
96	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).

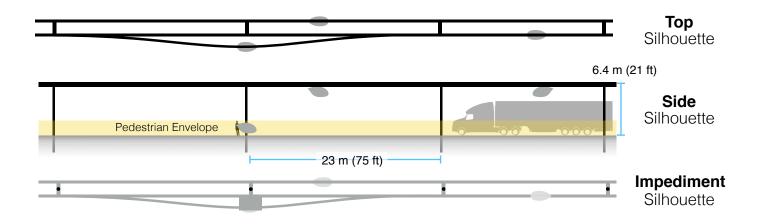
# 1 Municipal rates

2	Total commercial land (estimated)	26,200,000 m <sup>2</sup>	
3	Total commercial muni revenue (US\$)	\$4,820,800	241,040,000 DOP
4	TXCR (Transit X Commercial Rate)	\$0.18 per m <sup>2</sup>	9.2 DOP
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	144 km	
8	Estimated gross revenue per unit length	\$3,227,415 per km	161,370,772 DOP
9			
10	Government Tax	% of gross revenue with minimum.	
11	1% gross revenue	\$32,274 per route-km	1,613,708 DOP
11 12	1% gross revenue Minimum per year	\$32,274 per route-km \$304 per route-km	1,613,708 DOP
	-	. , .	
12	Minimum per year	\$304 per route-km	
12 13	Minimum per year Air Rights Leasing Fee	\$304 per route-km % of gross revenue with minimum.	
12 13 14	Minimum per year Air Rights Leasing Fee % of route on municipal land	\$304 per route-km % of gross revenue with minimum. 90%	Proportioned based on length.
12 13 14 15	Minimum per year Air Rights Leasing Fee % of route on municipal land 4% gross revenue	\$304 per route-km % of gross revenue with minimum. 90% \$129,097 per route-km	Proportioned based on length.
12 13 14 15 16	Minimum per year Air Rights Leasing Fee % of route on municipal land 4% gross revenue Minimum per year	\$304 per route-km % of gross revenue with minimum. 90% \$129,097 per route-km \$304 per route-km	Proportioned based on length.
12 13 14 15 16 17	Minimum per year Air Rights Leasing Fee % of route on municipal land 4% gross revenue Minimum per year Taxes, Fees	\$304 per route-km % of gross revenue with minimum. 90% \$129,097 per route-km \$304 per route-km	Proportioned based on length. 6,454,831 DOP

21 ...with minimum

\$4,389

# Footprint calculations for minimum fee



1	Footprint Calculations	Metric	Imperial
2	Track width	<u>0.41</u> m	
3	Track height	<u>0.61</u> m	
4	Pole diameter	<u>0.3</u> m	
5	Pole cross section	<u>0.07</u> m <sup>2</sup>	
6	Stop landing area	2 m <sup>2</sup>	
7	width	<u>2</u> m	
8	length	<u>1</u> m	
9	Ramp length	<u>21</u> m	
10	Pole span	<u>23</u> m	
11	Number of poles per unit length	<u>43.5</u> poles per kn	1
12	Pole height	<u>6</u> m	
13			
14	Single track	1126.7 m <sup>2</sup>	
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 m <sup>2</sup>	
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 m <sup>2</sup>	
27	Impediment Area (adjusted)	10.0 m <sup>2</sup>	
28			
29	Stops	2 stops per kn	0
30	% of dual track	100%	
31		100 %	
32	Average area per unit length	1,652 m <sup>2</sup> per route	. Lum
	Average area per unit length		-611
33	O suture standard		
34	Contract values		
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	



Summary

At 2.25 DOP per km, a typical commute on Transit X is 17% less than public transit and 74% less than a Taxi.\*

	Trip Length						
All prices in DOP		2 km	10 km	40 km			
Transit X		<b>4.48</b> <b>to 7.48</b> 2 min., 3.6x faster	<b>22.18</b> to 37.16 8 min., 3.6x faster	<b>85.10</b> to 145.04 33 min., 3.4x faster			
Public tr avera		25.13	39.97	58.59			
Ta odes	axi	<b>34.84</b> 2 to 6 minutes	<b>151.70</b> 8 to 30 minutes	<b>589.96</b> 30 to 120 minutes			
Ubei	r/Lyft	<b>26.52</b> 2 to 6 minutes	<b>109.23</b> 8 to 30 minutes	<b>419.38</b> 30 to 120 minutes			
Common public modes Uber Public Tra	c Bus	<b>20.23</b> 3 to 12 minutes	<b>20.23</b> 15 to 60 minutes	<b>31.02</b> 60 to 240 minutes			
Tra Co	ain	<b>30.34</b> 2 to 12 minutes	<b>35.73</b> 8 to 60 minutes	<b>55.96</b> 30 to 240 minutes			
Personal car		<b>27.01</b> 2 to 6 minutes	<b>81.10</b> 8 to 30 minutes	<b>283.95</b> 30 to 120 minutes			
Av. Spe Travel mode km	ed Speed spee	d Dist E	Nax Time Mode share Nist. cost 6% 70% 24% km per min 2 10 40	* All numbers on mode shares, speeds, and cos are rough estimates			
Taxi 30	) 20 80	20.23 1 10.11 0.5 1	00 8.99 5% 4% 1%				

Base fares are set for first 5 years, then adjusted by formula. A 20% discount on a shared pod and a 40% discount on a shared compartment. Trips are discounted proportional to their length reaching a maximum of a 40% discount on a 500 km trip. No congestion–based pricing. 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 up a to 50% discount. The amount of market–rate fares must be equal or less than the amount of discounted fares. Transit X Fair Fare is a universal passenger fare formula that applies to all regions and all times.

50

8.09 0.5 100

0.54 0.5 50

0.67 2 100

6.74 0.1 400

2.25 0.1

1

20

2

0

0

10% 10% 2%

50% 50% 40%

35% 36% 57%

4.49

0

0

0

0.04

30

15

30

72

30

20

10

10

72

20

80 16.18

40 20.23

80 30.34

80 13.48

0

72

Uber/Lyft

Public Bus

Transit X

Personal car

Train



# Fair Fare Formula

# Fare rates are updated annually using this formula

	Formula Name	Value	Units	Description of the value or model input
1	GlobalIncome	500,000	DOP	Global median household income. Updated annually based on most recent
1			201	standard published data. Travel distance per household per year on any mode for trips under 1600 km. A
2	AllTravel	23,000	km	global constant
3	PercentIncomeForTransport	20%		% of median household income for all transportation under 1600 km trips. A global constant.
4	GlobalRate	4.35	DOP/km	Global rate: GlobalIncome * PercentIncomeForTransport / AllTravel
5	MedianIncomeOrigin	\$460,000	DOP	Median household income at origin. External input. Based on reliable public data source updated annually.
6	MedianIncomeDest	\$460,000	DOP	Median household income at destination. External input. Based on reliable public data updated annually.
7	RegionalRate	4.00	DOP/km	Regional rate based on median income: MedianIncomeOrigin * PercentIncomeForTransport / AllTravel
8	UnderIncomeRate	0.35	DOP/km	Under global income adjustment: if (RegionalRate < GlobalRate, GlobalRate - RegionalRate, 0)
9	NominalRate	4.35	DOP/km	Nominal rate: RegionalRate + UnderIncomeRate
10	RegionalFactor	1.00		Regional Fare Factor. Negotiated upfront to make network financially viable.
11	AdjustedRate	4.35	DOP/km	Regional adjusted rate: NominalRate * RegionalFactor
13	Population	691,262		Population in region. Updated annually based on trusted public data source.
12	UsageMaxDiscount	50%		Fare Discount when Transit X travel per household equals AllTravel. Global constant.
14	PassengerTravel	4,403,032,365	km	Total passenger distance traveled previous calendar year. Based on expected mode share for first 3 years. Based on actual passenger trips. Audited.
15	ModeShare	28%		Percent of Total Travel Per Capita on Transit X: PassengerTravel / (Population x AllTravel)
16	BaseRate	3.75	DOP/km	Base rate for single-passenger pod (without discounts) (1 - UsageMaxDiscount x min(1,ModeShare)) x AdjustedRate
17	SpecialRateFactor	2.20		Rate factor for water crossings or high-speed links. Global constant.
18	SpecialBaseRate	8.24	DOP/km	Base rate for high-speed travel or water crossings: BaseRate * SpecialRateFactor
19	DistanceDiscount	40%		Distance discount at max distance. Global constant.
20	MaxDistanceDiscount	500	km	Max distance discount. Global constant.
21	DistanceDiscountPerKm	0.002997	DOP/km	Discount amount per km: BaseRate x DistanceDiscount / MaxDistanceDiscount
22	SeniorDiscount	20%		Senior discount set according to local regulations
23	StudentDiscount	20%		Student discount set according to local regulations
	DisabilityDiscount	20%		Disability discount set according to local regulations
24	DiscountBaseRate	3.00	DOP/km	Discounted base rate: BaseRate x (1 - SeniorDiscount)
25	SharedPodDiscount	20%		Discount for a shared pod. Set by Transit X per year. 15% minimum and 30% maximum. Maximum yearly change is one percentage point.
26	SharedPodRate	3.00	DOP/km	Rate for a shared pod: BaseRate x (1 - SharedPodDiscount)
27	SharedCompartmentDiscount	40%		Discount for shared compartment. Set by Transit X per year. 25% minimum and 40% maximum. Maximum yearly change is one percentage point.
28	SharedCompartmentRate	2.25	DOP/km	Rate for shared compartment BaseRate x (1 - SharedCompartmentDiscount)
29		2.55	DOP/km	Rate for 500 km in single-passenger pod.
30	Senior + SharedCompartmentRate	1.08	DOP/km	Rate for a Senior taking a 500 km trip in a shared compartment. BaseRate x (1 - SeniorDiscountAmount) x (1 - SharedCompartmentDiscount) x (1 - MaxDistanceDiscount)
31	DistanceBase	3,258,243,950	km	Passenger distance under base fare. Audited value from operational data.
			MIT	Percent of passenger distance under base fare:
32	PercentBase	74%		DistanceBase / PassengerTravel
33	BaseRevenue	9,041,398,550	DOP	Annual revenue from all travel under base rate. Audited value from operational data.
34	AverageDiscount	26%		Average fare discount from Base Rate: 1 - (BaseRevenue / (DIstanceDase x BaseRate))
35	MarketFactor	1.0		Market rate factor. Negotiated value for setting ratio of AverageDiscount
36	MarketRateCap	26%		Cap on passenger travel distance at market rate: AverageDiscount x MarketFactor
37	MarketTravelCap	844,493,606	km	Cap on passenger travel distance at market rate: DistanceBase x MarketRateCap

# **Project Summary**

Project Description	Solar-powered automated transportation network infrastructure	
Project type	Privately-funded Green Infrastructure	
Project cost	\$660 million	
Cost to Gov't	\$0	
Structure	Privately financed equity and debt	
Debt term	10 years @ 5%	
Equity terms	A waterfall profit distribution with: 1. 90/10 split until Return of Capital, 2. then 50/50 until Target IRR met 3. then 10/90 onwards	
Yearly fees & taxes	\$21,432,937	
Benefits to society and environment	Extremely high	

# **Financials**

(US\$ in millions)

	Year 1	Total Years 1-12
Gross Revenues	154	3,744
Taxes and fees	8	187
Debt service	\$60	\$598

#### ESG (Environmental, Social, Governance) Benefits

Clean energy	yes	Resiliency	yes
Energy security	yes	Sustainable	yes
Emissions-free	yes	Equitable	yes
GHG-free	yes	Recyclable materials	yes
Lowers pollution	yes	Affordable housing	yes
Clean water	yes	Improved Health	yes
Improved Safety	yes	Econ. Development	yes
New infrastructure	yes	Access to Food	yes
Equitable transport	yes	New job creation	yes



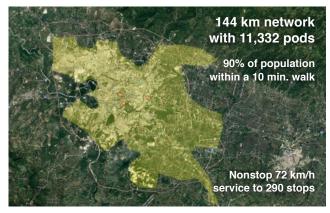


Transit X, LLC presents a preliminary proposal for a privately-funded fleet of fully-autonomous shared electric vehicles on local and regional podway network for

#### Santiago de los Caballeros, Dominican Republic

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



#### About Transit X

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.

# Status

	Now	Prior to close			
Project financing	Letter of Interest	Yes			
Demonstration system	In development	Yes			
Rider-Revenue study	Proposals	Yes			
Environmental study	Expedited request	Yes			
Air rights	Proposal	Ordinance			
Permits	Known process	Yes			
Safety certification	Expedited request	Yes Contracted Contracted			
Installation	High interest				
<b>Operations &amp; Maint</b>	High interest				
Utility relocation	Identified	Agreements			
EPC	Identified	Contracted			

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

# 12-year Pro Forma



# **Model Inputs and Assumptions**

Route length (km)	144			
Starting number of pods	3,740			
Projected revenue growth	15%			
Project Cost (Privately funded)	\$659,970,311			
% Debt financed	70%			
Debt	\$461,979,218			
Equity	\$197,991,093			
Capital return per year	\$39,598,219			
Debt payment (per year)	\$59,828,422			

#### Travel per year per pod (km) 168,185

- Revenue per vehicle-km (US\$) 0.24
  - 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%

#### Pro Forma

Ye	ars O	1	2	3	4	5	6	7	8	9	10	11	12
Revenue	0	153,776,115	176,842,532	203,368,912	233,874,249	268,955,386	309,298,694	355,693,498	409,047,523	470,404,652	540,965,349	622,110,152	715,426,675
5% RoW+tax+fee	0%	7,688,806	8,842,127	10,168,446	11,693,712	13,447,769	15,464,935	17,784,675	20,452,376	23,520,233	27,048,267	31,105,508	35,771,334
Debt service	0	\$59,828,422	\$59,828,422	\$59,828,422	\$59,828,422	\$59,828,422	\$59,828,422	\$59,828,422	\$59,828,422	\$59,828,422	\$59,828,422	0	0
Investor balance		-\$151,677,217	-\$100,212,595	-\$46,664,559	\$9,279,402	\$67,978,678	\$129,846,566	\$163,679,782	\$201,703,487	\$244,546,254	\$292,930,943	\$353,671,684	\$421,741,616

#### **Important Notices**

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 Transit X believes 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 Transit X's best estimate as to the allocation of the funding proceeds 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 proceeds may be applied in a manner other than that described herein.