

# Long-Term Capital

## Cross Border Xpress (CBX)

CBX is an enclosed pedestrian skywalk bridge exclusively for Tijuana International Airport passengers who cross the U.S./Mexico border as part of their travels

### INVESTMENT SUMMARY

In 2007, EGI partnered with Mexican investors to embark on an unprecedented project – develop an airport terminal in Otay Mesa, the southernmost section of San Diego, to serve Tijuana International Airport (TIJ) passengers who cross the border. One of EGI's investment professionals holds a seat on the board at CBX.

### INVESTMENT HIGHLIGHTS

#### SELLING INTO EXISTING DEMAND

TIJ is located just 500 feet south of the U.S. border, providing a unique opportunity to tap into the existing demand of over 7.8 million people who already use the airport and cross the border as part of their trips. That is 58% of all passengers using TIJ. Northbound wait times to cross into the U.S. from Mexico are unpredictable and can extend several hours.

#### NICHE SERVICE WITH LITTLE-TO-NO COMPETITION

San Diego International Airport is nearing capacity with limited room to expand geographically. TIJ is expanding with unlimited geographical constraints. Existing regional airports, including Los Angeles International Airport, offer limited-to-no direct service to many interior Mexico destinations.

TIJ offers substantially less expensive flights, with increasing routes to Asia, and CBX provides a safer, more attractive alternative for TIJ users crossing the border to avoid driving through Tijuana and parking at the airport. Further, the five-minute walk across the bridge is an attractive alternative to waiting in long lines at the border.

### COMPANY HIGHLIGHTS

CBX broke ground in 2014, opened in December 2015, and is exceeding user demand growth projections.

CBX is now recognized as an economic engine for the Baja California Region, facilitating commerce and travel on both sides of the border.

#### REVENUE GENERATORS:

- Passenger ticketing to use the bridge
- Parking
- Retail
- Transportation/car rental
- Surrounding land sale/development (potential for hotel, office, warehouse)
- Food & beverage
- Advertising

### CBX SERVES 7.8+ MILLION TRAVELERS A YEAR

