

# Long-Term Capital

## Cross Border Xpress (CBX)

Airport terminal featuring 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

EGI took the lead in the U.S. for educating federal, state and local government agencies and officials, as well as regional economic, business and environmental stakeholders, to gain support and approval for a public/private partnership with no precedent. Well beyond the scope of a typical real estate development, CBX required a Presidential Permit. We commissioned numerous market studies on TIJ airline traffic, cross-border travel patterns, and other regional border crossings. This seven-year outreach and research effort culminated in nearly universal support for CBX and a 2014 groundbreaking.

### 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 more than 7.8 million people – 58% of all TIJ passengers -- who already use the airport and cross the border. Northbound wait times to cross into the U.S. from Mexico at alternative border crossings are unpredictable and can extend several hours.

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

While San Diego International Airport nears capacity with limited room for geographic expansion, TIJ presents relatively unlimited geographical constraints and continues to grow. Further, existing regional airports, including Los Angeles International Airport, offer limited-to-no direct service to many interior Mexico destinations.

### COMPANY HIGHLIGHTS

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

Local, regional and national agencies and organizations recognize CBX as an economic engine for the Baja California Region, facilitating commerce and travel on both sides of the border.

#### REVENUE GENERATORS:

- Passenger ticketing
- Parking
- Retail
- Transportation/car rental
- Surrounding land sale/development
- Food & Beverage
- Advertising

### CBX SERVES 3 MILLION TRAVELERS A YEAR



Site: 94 acres – Terminal: 70,000 Sq. Ft. – Bridge: 390 Ft.

