

*Florida Development Finance Corporation Surface Transportation Facility Revenue Bonds
(Virgin Trains USA Passenger Rail Project), Series 2019A*
and
*Florida Development Finance Corporation Surface Transportation Facility Revenue Bonds
(Virgin Trains USA Passenger Rail Project), Series 2019B*



Monthly Revenue and Ridership Report
For the Month Ended 10/31/2019



Virgin Trains USA Passenger Rail Project

Recent Developments

- Lease Agreement for station introduced to City of Boca Raton; final vote expected on December 10
- Final agreement and grant approval for the PortMiami station expected by year end

New South Segment Stations

On October 11, Miami-Dade County approved a development agreement with Virgin Trains USA and allocated up to \$77 million of public funding for land acquisition and construction of a train station, platform, parking lot, pedestrian bridge and rail infrastructure for a station in Aventura. The new station will be conveniently located across from the Aventura Mall, the second most visited shopping mall in the United States with approximately 28 million annual visitors. Given the large population of the Aventura region and proximity of the station to the frequently visited mall, we expect the new Aventura station to contribute meaningful ridership and revenue to our South Florida system. We anticipate closing on the land for the new Aventura station and commencing design, permitting and early works construction by the end of the year. Commencement of revenue service is targeted for October 2020.

On October 29, the Miami-Dade Board of County Commissioners approved a Memorandum of Understanding with Virgin Trains USA for the construction and operation of a new train station at PortMiami, the largest cruise port in the world. Negotiation of definitive documentation has commenced and a final vote by the Miami-Dade Board of County Commissioners on the development agreement and \$5 million grant is expected in December 2019. Construction of the port station is planned to commence in early 2020 with revenue service targeted by end of year 2020.

On November 13th, the Boca Raton City Council held the first of two public meetings regarding a lease agreement with Virgin Trains USA for the lease of city owned land and the construction of a new station centrally located in the city's primary business and shopping district. On November 13, the formal lease agreement was introduced to the City of Boca Raton and final approval of the agreement and \$12 million funding for construction of a parking garage is expected on December 10. We anticipate commencing design, permitting and early works by the end of the year, with revenue service targeted for October 2020.

We believe the three new south segment stations described above will contribute over 2 million incremental annual passengers once ridership at these stations ramps up and stabilizes.

Rail System Extension

In addition to the new South Segment stations, we continue to actively evaluate sites in the Orlando area for additional stations that we believe will be accretive to our service. We are currently in active negotiations for the development of a new station to directly serve one or more major entertainment parks and are commencing detailed design and engineering work for the extension of our rail system west of the Orlando airport.



The statements contained herein that are not purely historical are forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Such forward-looking statements are based on the Company's expectations and are necessarily dependent upon assumptions, estimates and data that the Company believes are reasonable as of the date made but that may be incorrect, incomplete or imprecise or not reflective of actual results. Actual events or results may differ materially from the results anticipated in these forward-looking statements as a result of a variety of factors. The Company does not undertake to update or revise any of the forward-looking statements contained herein, even if it becomes clear that the forward-looking statements contained herein will not be realized.

October 2019 Ridership and Revenue Results

For the month ended October 31, 2019, we carried 83,426 passengers and generated total revenues of approximately \$1.7 million, an increase of 39% and 60%, respectively, over the prior year period. Average ticket fare was \$14.78 for the month and ancillary revenue totaled \$0.5 million. Daily trips by commuters and other frequent riders reached an all-time high in October.

On a 2019 year-to-date basis, we carried 784,487 passengers and recognized \$17.0 million of total revenues, an increase of 96% and 171%, respectively, over the prior year period. The strong year-over-year results are due to the addition of service to Miami in May 2018 as well as the continued adoption of our service by repeat customers over the past 12 months.

Amounts in the following table are as of October 31st, in millions of US dollars, except for passenger and per passenger data.

	Month End October 31,			Year-to-Date October 31,		
	2019	2018	Change	2019	2018	Change
Ridership	83,426	60,013	+39%	784,487	400,469	+96%
Average Fare per passenger	\$14.78	\$13.42	+10%	\$16.92	\$ 12.25	+38%
Ticket Revenue	\$ 1.2	\$ 0.8	+53%	\$ 13.3	\$ 4.9	+171%
Ancillary Revenue	\$ 0.5	\$ 0.2	+91%	\$ 3.7	\$ 1.4	+170%
Total Revenue	\$ 1.7	\$ 1.0	+60%	\$ 17.0	\$ 6.3	+171%

Other Activity for the Month

Financing. There were no new financings during the month of October.

Orlando Construction. Construction of our extension from West Palm Beach to Orlando continues as planned. Revenue service is scheduled to commence in 2022.



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