



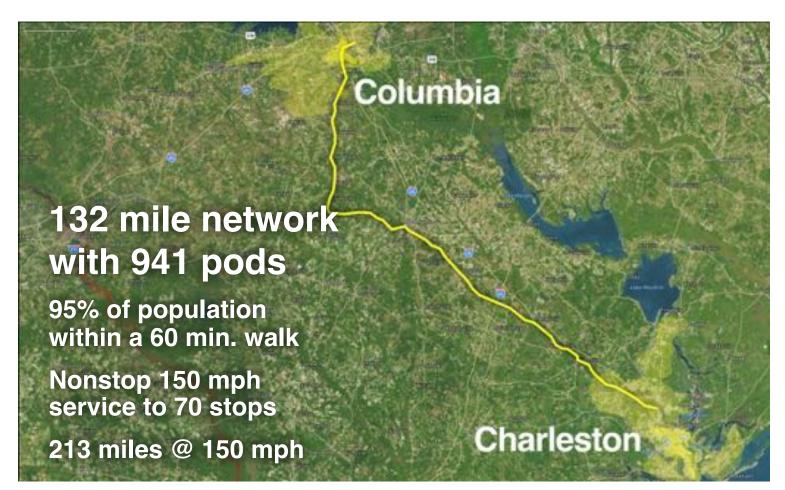
Transit X, LLC presents a preliminary proposal for a privately-funded fleet of fully-autonomous shared electric vehicles on local and regional podway network for

# Charleston to Columbia, SC

This proposal is downloadable at transitx.com/proposals/Transit X for Charleston to Columbia,SC.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



## **Proposal Overview**



Transit X proposes to build and operate a privately-financed pod network to carry passengers and freight for Charleston to Columbia, SC 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

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, as well many new types of job will be created as transportation becomes more efficient. Transit X intends to build manufacturing and assembly plants around the world and locate them where Transit X is first deployed in a region. 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 podways.

### **Revenue Generator**

Not only does Transit X not require public financing, but the government and private easement owners receive 4-5% of gross revenue, which would be US\$18 million

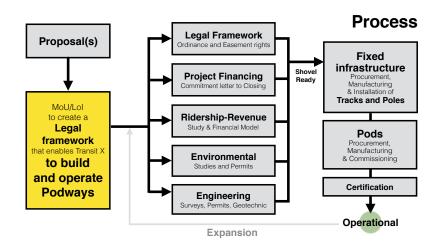
per year average over the first 10 years. For specifics, please see the "Taxes and Fees" section of this proposal. These fees and taxes paid by Transit X enables lower taxes or more spending on public services.

## **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 government or commercial entity. We would refine a proposal that meets your needs, then ask for a letter stating you will create a legal framework for Transit X to build and operate a podway in your region. 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 ridesharing 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)
- Memorandum of Understanding template (<u>transitx.com/process/mou.html</u>)
- Example Resolution (<u>transitx.com/process/resolution.html</u>)
- Operating Agreement (transitx.com/process/operating\_agreement.html)
- General Q & A (transitx.com/QandA.html)
- Other proposals (transitx.com/proposals)

#### **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 Charleston to Columbia through better transportation.

Sincerely,

Mike Stanley CEO, Transit X

Telephone: +1 508-596-7024 (also via WhatsApp)

Email: mike@transitx.com

Zoom eRoom: https://zoom.us/j/8229009123

Website: transitx.com

LinkedIn: http://linkedin.com/in/mikestanleymit/

Skype: mikestanley49 WeChat: MikeTransitX

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

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





	Transit X.			
1	Transit X network length	213	km	132.5 miles
2	People (resident-equivalent) in region	1.700.000	resident-equivalent p	opulation
3	Route density ratio (route length to service area)	0.10		
4	Number of stops	70		
5	Triple-speed route length	213	km	132 miles
6	Water crossing route length	0	km	
7	Cost of fixed infrastructure	\$2,320,539,796		
8	per person	\$1,365		
9	Mode share of travel on Transit X (5% after first year)		after 10 years	
10	Distance traveled on Transit X, per year	726,822,675	km	451,442,655 miles
11	per day	1,991,295		1,236,829 miles
12	Daily potential energy generation with standard panels on tracks	1,638	MWh	
13	Sustainable energy use per day	14	MWh	1% of max capacity
14	Energy storage capital cost for 1 day(s) of supply at \$100 per kWh	\$1,350,145		
15	Size (rated power) of solar installation	3,139	KW	
16	Cost to generate sustainable energy (at \$1,000 per kW)	\$3,138,872		
17	Cost of buying sustainable energy at \$0.15 per kWh	\$2,025	per day	1% of OPEX
18	Daily passengers riding Transit X	242,274	customers	14% of the pop.
19	Distance per passenger per day	8	km	5.1 miles
20	Average distance per trip (assuming 3 trips per day)	3	km	1.7 miles
21	Single passenger fare for shared 3 km trip	\$0.78		
22	Passenger distance traveled during peak hour	398,259	km	247,366 miles
23	Breakeven	273.273	customers per day	
24			(17% of people conv	enient to Transit X)
25	Number of pods for peak demand	941	pods at 14% m	odo oboro
26	Number of customers per pod		and 1,807 people	
27	Distance per pod per year	565,597		per pod
28	Two-layer pod garage area (1% of route with side–parking)	1,035		0.1% of car parking
29	Cost of pods			o. 170 of oar parking
30	ecot of podo	\$6 116 500	ic C2 nor norcon	
	Capital cost of energy generation and storage		is \$3 per person	
	Capital cost of energy generation and storage  Project Finances		is \$3 per person	
31	Project Finances	\$5,835,722		
31	Project Finances  Total Project Cost (privately financed)	\$5,835,722 \$2,332,492,018	is \$3 per person	US\$17.6M per mi.
31 32 33	Project Finances  Total Project Cost (privately financed)  Project cost	\$5,835,722 \$2,332,492,018 \$10,937,044	is \$3 per person	US\$17.6M per mi.
31 32 33 34	Project Finances  Total Project Cost (privately financed)  Project cost Equity	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605	is \$3 per person	US\$17.6M per mi.
31 32 33 34 35	Project Finances  Total Project Cost (privately financed)  Project cost	\$5,835,722 \$2,332,492,018 \$10,937,044	is \$3 per person	US\$17.6M per mi.
31 32 33 34	Project Finances  Total Project Cost (privately financed)  Project cost Equity	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605	is \$3 per person	US\$17.6M per mi.
31 32 33 34 35 36	Project Finances  Total Project Cost (privately financed)  Project cost Equity	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413	is \$3 per person	US\$17.6M per mi.
31 32 33 34 35 36 37 38 39	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing  Debt service (per year)	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413 \$244,911,662	is \$3 per person	US\$17.6M per mi.
31 32 33 34 35 36 37 38 39 40	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413	is \$3 per person	US\$17.6M per mi.
31 32 33 34 35 36 37 38 39 40 41	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing  Debt service (per year)	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413 \$244,911,662	is \$3 per person	US\$17.6M per mi.
31 32 33 34 35 36 37 38 39 40 41 42	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing  Debt service (per year)	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413 \$244,911,662	is \$3 per person	US\$17.6M per mi.
31 32 33 34 35 36 37 38 39 40 41 42 43	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing  Debt service (per year) Yearly fees and taxes (US\$16 per capita)	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413 \$244,911,662 \$26,906,899	is \$3 per person	US\$17.6M per mi.
31 32 33 34 35 36 37 38 39 40 41 42 43 44	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing  Debt service (per year) Yearly fees and taxes (US\$16 per capita)  OPEX + Debt service + Tex + Fees  Project costs — per person	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413 \$244,911,662 \$26,906,899 \$335,445,152 \$1,372	is \$3 per person  per km	US\$17.6M per mi.
31 32 33 34 35 36 37 38 39 40 41 42 43 44 45	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing  Debt service (per year) Yearly fees and taxes (US\$16 per capita) OPEX + Debt service + Tax + Fees  Project costs — per person Number of motor vehicles displaced	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413 \$244,911,662 \$26,906,899 \$1,372 72,682	is \$3 per person	US\$17.6M per mi.
31 32 33 34 35 36 37 38 39 40 41 42 43 44	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing  Debt service (per year) Yearly fees and taxes (US\$16 per capita)  OPEX + Debt service + Tox + Foos  Project costs — per person Number of motor vehicles displaced Yearly cost of cars displaced — per person	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413 \$244,911,662 \$26,906,899 \$1,372 72,682 \$385	is \$3 per person  per km	US\$17.6M per mi.
31 32 33 34 35 36 37 38 39 40 41 42 43 44 45	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing  Debt service (per year) Yearly fees and taxes (US\$16 per capita)  OPEX + Debt service + Tex + Fees  Project costs — per person Number of motor vehicles displaced Yearly cost of cars displaced — per person Operating costs per passenger-km	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413 \$244,911,662 \$26,906,899 \$1,372 72,682 \$385 \$0.16	is \$3 per person  per km	US\$17.6M per mi.
31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing  Debt service (per year) Yearly fees and taxes (US\$16 per capita)  Project costs — per person Number of motor vehicles displaced Yearly cost of cars displaced — per person Operating costs per passenger-km Full costs per passenger-km	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413 \$244,911,662 \$26,906,899 \$355,445,152 72,682 \$385 \$0.16 \$0.53	is \$3 per person  per km  motor vehicles	US\$17.6M per mi.  1,395,081 miles
31 32 33 34 35 36 37 38 39 40 41 42 43 44 45 46	Project Finances  Total Project Cost (privately financed) Project cost Equity Private debt financing  Debt service (per year) Yearly fees and taxes (US\$16 per capita)  OPEX + Debt service + Tex + Fees  Project costs — per person Number of motor vehicles displaced Yearly cost of cars displaced — per person Operating costs per passenger-km	\$5,835,722 \$2,332,492,018 \$10,937,044 \$699,747,605 \$1,632,744,413 \$244,911,662 \$26,906,899 \$1,372 72,682 \$385 \$0.16	is \$3 per person  per km  motor vehicles	



## Impact of proposed network

1	Reduction in GHG emissions (metric tons CO2-eq)	71,774 MTCO2-eq annually
2	Estimated cost to maintain public roadways	\$37,781,633 annually
3	Reduced waste products	11,647 metric tons annually
4	Travel time saved	146 hrs/person annually
5	Cost savings from reduced car ownership	\$439 per person annually
6	Increase in household income from time savings and car costs	4%
7	Reported injuries avoided	451 annually
8	Lives saved	5 annually
9	Land freed from parking (413 acres)	1,671,692 m <sup>2</sup>
11	Health care savings	High

## **Model Inputs**

	woder inpu	นเอ		
15	Ratio of road length to track length	4		
16	Walking speed		km/h	3 mph
17	Width of convenient swath along track	9.80		6 miles
18	Fixed cost per km. Solar+storage not included.	\$2,790,000		
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		
	Average distance traveled per person per year			
22	(for trips under 1600 km)	10,000	km	6,211 miles
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	23,598	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	242	km/h	150 mph
30	Average # of trips for a daily customer	3	per day	
31	Average passengers per pod during peak hours	2.2	passengers	
32	Average passengers per pod	1.4	passengers	
	Average discount per passenger	18%		
33	Maximum passengers per pod	5	passengers	
34	Empty pods: Percentage non-revenue	25%		
35	Ex-Factory cost per pod	\$5,000		
36	Worldwide Median Income per Household (US\$)	10,000		
37	Average number of residents per household	2.3		
38	Base fare per km	\$0.47		
39	(per mile)	\$0.76		
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)	\$14		
46	Eat. roadway maintenance per year per km	\$51,000		
47	Area of one parking lot space		m <sup>2</sup>	247 sf
48	Commercial income of land (annual)		per m <sup>2</sup>	
49	Distance from roadway that is convenient	2.97	km	
50	Stops per km	0.3		
51	Solar panel area per meter of track	2.0		
52	Cost of sustainable energy and storage		per kWh	
53	Global Horizontal Irradiance (GHI)		kWh/m²/day	
54	Cost to generate sustainable energy		per kW	
55	Storage per column		kWh	4.4
56	Typical span	23		44
57	Energy storage cost		per kWh	
58	Energy storage capacity		days	
59	Area of parked pod	2.20	1115	
60	Distance discount at max distance	40%	km	
61	Max usage discount at 10 000 km per cepits	500	NIII	
62	Max usage discount at 10,000 km per capita	50%		
63	Shared Pod Discount	20% 40%		
64	Shared Pod Compartment Discount	40% 67%		
65	Mode share starting discount	mbia,SC.pdf		
	URL	iiiibia,30.pul		

## **Model Inputs (continued)**

66	Name of region or project	Charleston to Colum
67	Currency name	
68	Equal to US\$1	1
69	Sustainable energy/electricity generation & storage as	CAPEX
70	Land area of region (sq. km)	2,200
1	Number of residents in region	1,700,000
2	% travel within region	30%
73	% of land area served by roads	100%
74	Coverage: % of pop. convenient (60 min walk) to Transit X	95%
5	Annual median household income (US\$)	\$55,000
6	Convenient walk time to stop (min)	60
7	Triple-speed route length (km)	213
8	Water crossing route length (km)	0.0
79	Visitors per year	0
30	Average length of visit (days)	2
31	Solar production ratio	1.57
32	Regional Fare Factor	1.0
33	EPC costs & contingency	30%
84	Triple-speed (km/h)	242

## Pod & Car

		Pod	Car
85	Service life (years)	20	12
86	Full cost of vehicle per year	\$200	\$9,000
87	Public cost to maintain infrastructure (per km)	\$0	\$100,000
88	Energy Efficiency in MPGe	3564	24
89	Energy Efficiency in liters/100km	0.07	9.8
90	Energy used (Watt-hours/km)	9	1375
91	mass of CO2 per vehicle per km (kg)	0	0.09875
92	Vehicle mass (kg)	45	1950
93	Average speed of urban travel (km/h)	72	16
94	Typical travel time (in minutes) for 3 km trip	2	10
95	Fare/cost per km	\$0.47	\$0.62
96	Number of deaths per 100M passenger-km	0.00001	1
97	Number of injuries per 100M passenger-km	0.0006	62
98	Volume to park (cubic meters)	5.7	70.9



5% of gross revenue is paid to government easement owners for all fees and taxes. When on a private easement, 4% is paid to the private owner and 1% to the government. A minimum payment is based on the Footprint and the Transit X Commercial Rate (TXCR).

## Government Fees and Tax rate

(for calculating minimums)

2	Total commercial land (estimated)	220,000,000 m <sup>2</sup>	54,363 acres
3	Total commercial gov't revenue (US\$)	\$242,000,000	
4	TXCR (Transit X Commercial Rate)	\$1.10 per m <sup>2</sup>	
5	TXCR is the yearly tax rate per land area. Calculation: total land area of commercial properties in the governmental region, divided by all the governmental income generated by those properties. The TXCR is used to calculate the minimum tax/fee.	\$11.84 per sf	

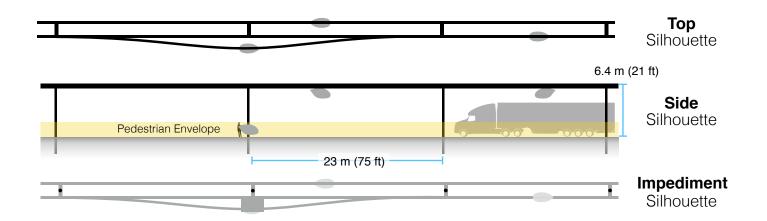
6

## **Private Easement Fees**

8	4% of gross revenue	カとい.とい	per route- meter	\$7.70 per route-foot
9	Minimum per year	\$1.86	per route- meter	\$0.57 per route-foot
10	Government Fees a	nd Taxes		
11	% of route on government easements	98%		
12	5% on government easements	\$26,368,761		
13	1% on private easements	\$107,628		
14	Total gov't fees and taxes	\$26,476,389	per year	
16	per resident	\$16		

## Footprint calculations for minimum fee

## Yearly fees and taxes



1	Footprint Calculations	Metric	Imperial
2	Track width	<u>0.41</u> m	16.1 inches
3	Track height	<u>0.61</u> m	24.0 inches
4	Pole diameter	<u>0.3</u> m	11.8 inches
5	Pole cross section	$0.07 \text{ m}^2$	0.8 sf
6	Stop landing area	2 m <sup>2</sup>	21.5 sf
7	width	<u>2</u> m	78.7 inches
8	length	<u>1</u> m	39.4 inches
9	Ramp length	<u>21</u> m	68.9 feet
10	Pole span	<u>23</u> m	75.5 feet
11	Number of poles per unit length	43.5 poles per km	
12	Pole height	<u>6</u> m	19.7 feet
13			
14	Single track	1142.1 m <sup>2</sup>	12289 sf
15	Area of Side Silhouette	688.3 m <sup>2</sup>	7406 sf
16	Area of Top Silhouette	423.1 m <sup>2</sup>	4553 sf
17	Impediment Area (adjusted)	30.7 m <sup>2</sup>	331 sf
18	· , , , ,		
19	Dual track	1552.1 m <sup>2</sup>	16701 sf
20	Area of Side Silhouette	688.3 m <sup>2</sup>	7406 sf
21	Area of Top Silhouette	833.1 m <sup>2</sup>	8964 sf
22	Impediment Area (adjusted)	30.7 m <sup>2</sup>	331 sf
23	(4.2)		
24	Stop	67.8 m <sup>2</sup>	730 sf
25	Area of Side Silhouette	25.6 m <sup>2</sup>	276 sf
26	Area of Top Silhouette	22.2 m <sup>2</sup>	239 sf
27	Impediment Area (adjusted)	20.0 m <sup>2</sup>	215 sf
28			
29	Stops with dedicated landing areas	2 stops per km	3.2 stops per mile
30	% of dual track	100%	· ·
31			
32	Average area per unit length	1,688 m <sup>2</sup> per route-	km 29,291 sf per route-mile
33			
34	Contract values		
35	% gross revenue for government on private prop.	1%	
36	% gross revenue for private easement	4%	
37	% gross revenue for government easement	5%	
38	Impediment Factor	10	
	•		



## **Fair Fare Formula**

## Summary

The average commute would be 3.5 times faster saving each commuter 295 hours per year.\*

At 0.46 USD per mile, a typical commute on Transit X is 17% less than public transit and 74% less than a Taxi.\*

			Trip Length	
_ A	II prices in USD	1 mile	6 mile	25 mile
Transit X		<b>0.57</b> to 0.95 2 min., 3.6x faster	<b>2.80</b> to 4.70 8 min., 3.6x faster	<b>10.77 to 18.35</b> 33 min., 3.4x faster
Public transit average		3.18	5.06	7.41
səpou	Taxi	<b>4.41</b> 2 to 6 minutes	<b>19.19</b> 8 to 30 minutes	<b>74.63</b> 30 to 120 minutes
ublic m	Uber/Lyft	<b>3.35</b> 2 to 6 minutes	<b>13.82</b> 8 to 30 minutes	<b>53.05</b> 30 to 120 minutes
Common public modes	Public Bus	<b>2.56</b> 3 to 12 minutes	<b>2.56</b> 15 to 60 minutes	<b>3.92</b> 60 to 240 minutes
Comr	Train	<b>3.84</b> 2 to 12 minutes	<b>4.52</b> 8 to 60 minutes	<b>7.08</b> 30 to 240 minutes
Personal car		<b>3.64</b> 2 to 6 minutes	<b>11.38</b> 8 to 30 minutes	<b>40.40</b> 30 to 120 minutes

	Avg. Speed	Low Speed	High speed				Min Dist	Max Dist.	Time cost	Mode 6%	shar 70%	
Travel mode	km/h	km/h	km/h	Base	Includ es km	Over per-km	km	km	per min	2	10	40
Taxi	30	20	80	2.56	1	1.28	0.5	100	1.14	5%	4%	1%
Uber/Lyft	30	20	80	2.05	1	1.02	0.5	100	0.57	10%	10%	2%
Public Bus	15	10	40	2.56	20	0.07	0.5	50	0	50%	50%	40%
Train	30	10	80	3.84	2	0.09	2	100	0	35%	36%	57%
Transit X	72	72	72	0	0	0.28	0.1	50	0	-	-	-
Personal car	30	20	80	1.71	0	0.85	0.1	400	0.23	-	-	-

<sup>\*</sup> All numbers on mode shares, speeds, and costs are rough estimates..

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.



## **Fair Fare Formula**

## Fare rates are updated annually using this formula

	Formula Name	Value	Units	Description of the value or model input
1	GlobalIncome	10,000	USD	Global median household income. Updated annually based on most recent standard published data.
2	AllTravel	23,000	km	Travel distance per household per year on any mode for trips under 1600 km. A global constant
3	PercentIncomeForTransport	20%		% of median household income for all transportation under 1600 km trips. A global constant.
4	GlobalRate	0.09	USD/km	Global rate: GlobalIncome * PercentIncomeForTransport / AllTravel
5	IncomeFirst	\$55,000	USD	Median household income at first stop (per person per day). External input. Based on reliable public data source updated annually.
6	IncomeDest	\$82,500	USD	Median household income at destination per trip. External input. Based on reliable public data updated annually.
7	RegionalRate	0.48	USD/km	Regional rate based on median income:  MedianIncomeFirst * PercentIncomeForTransport / AllTravel
8	UnderIncomeRate	0.00	USD/km	Under global income adjustment: if (RegionalRate < GlobalRate, GlobalRate - RegionalRate, 0)
9	NominalRate	0.48	USD/km	Nominal rate: RegionalRate + UnderIncomeRate
10	RegionalFactor	1.00		Regional Fare Factor. Negotiated upfront to make network financially viable.
11	AdjustedRate	0.48	USD/km	Regional adjusted rate: NominalRate * RegionalFactor
13	Population	1,700,000		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	726,822,675	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	2%		Percent of Total Travel Per Capita on Transit X:  PassengerTravel / (Population x AllTravel)
16	BaseRate	0.47	USD/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	1.04	USD/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	0.000379	USD/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	0.38	USD/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	0.38	USD/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	0.28	USD/km	Rate for shared compartment  BaseRate x (1 - SharedCompartmentDiscount)
29	SingleOccupancyMaxDistance	0.32	USD/km	Rate for 500 km in single–passenger pod.
30	Senior + SharedCompartmentRate	0.14	USD/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	50PctIncomeAtDest	25%	USD/km	% Higher fare rate if Destination has 50% higher median income than First (IncomeDest / IncomeFirst - 1) / 2
32	DistanceBase	537,848,780	km	Passenger distance under base fare. Audited value from operational data.
33	PercentBase	74%		Percent of passenger distance under base fare:  DistanceBase / PassengerTravel
34	BaseRevenue	208,850,447	USD	Annual revenue from all travel under base rate. Audited value from operational data.
35	AverageDiscount	18%		Average fare discount from Base Rate: 1 - (BaseRevenue / (DistanceDase x BaseRate))
36	MarketFactor	1.0		Market rate factor. Negotiated value for setting ratio of AverageDiscount
37	MarketRateCap	18%		Cap on passenger travel distance at market rate:  AverageDiscount x MarketFactor
38	MarketTravelCap	97,064,654	km	Cap on passenger travel distance at market rate:  DistanceBase x MarketRateCap

## **Project Summary**

Project Solar-powered automated

**Description** transportation network infrastructure

Project type Privately-funded Green Infrastructure

Project cost \$2.33 billion

Cost to Gov't \$0

Structure Privately financed equity and debt

Debt term 10 years @ 5%

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

90/10 split until Return of Capital,
 then 50/50 until Target IRR met

3. then 10/90 onwards

Taxes & Fees \$26,476,389 per year

Benefits to society and environment

Extremely high

## **Financials**

(US\$ in millions)

		Total
	Year 1	Years 1-12
Gross Revenues	178	4,331
Taxes and fees	9	217
Debt service	\$211	\$2,114

## 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

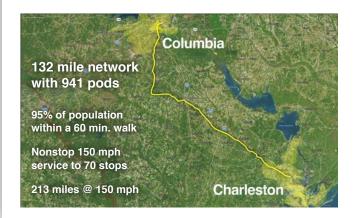




Transit X, LLC presents a preliminary proposal for a privately-funded fleet of fully-autonomous shared electric vehicles on local and regional podway network for

## Charleston to Columbia, SC

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



#### **About Transit X**

Transit X finances, designs, builds, and operates solar-electric transit infrastructure to supplant buses, trains, cars, and trucks. Transit X offers its service to governments and commercial developers. First pilots will begin in 2019. Transit X is a privately held company founded in 2015, based in Boston, Massachusetts, 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
<b>Environmental study</b>	Expedited request	Yes
Air rights	Proposal	Ordinance
Permits	Known process	Yes
Safety certification	Expedited request	Yes
Installation	High interest	Contracted
Operations & Maint	High interest	Contracted
<b>Utility relocation</b>	Identified	Agreements
EPC	Identified	Contracted

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, <u>mike@transitx.com</u>, 508-596-7024



## **Model Inputs and Assumptions**

Route length (km) 213

Starting number of pods 311

Projected revenue growth 15%

Project Cost (Privately funded) \$2,332,492,018

% Debt financed 70%

Debt \$1,632,744,413

**Equity** \$699,747,605

Capital return per year \$139,949,521

Debt payment (per year) \$211,447,871

Travel per year per pod (km) 565,597

Revenue per vehicle-km (US\$) 1.01

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**

,	Years (	0	1	2	3	4	5	6	7	8	9	10	11	12
Revenue		0	177,854,318	204,532,466	235,212,336	270,494,186	311,068,314	357,728,561	411,387,845	473,096,022	544,060,425	625,669,489	719,519,913	827,447,899
5% RoW+tax+fe	<b>e</b> 0	0%	8,892,716	10,226,623	11,760,617	13,524,709	15,553,416	17,886,428	20,569,392	23,654,801	27,203,021	31,283,474	35,975,996	41,372,395
Debt service		0	\$211,447,871	\$211,447,871	\$211,447,871	\$211,447,871	\$211,447,871	\$211,447,871	\$211,447,871	\$211,447,871	\$211,447,871	\$211,447,871	0	0
Investor balance	е		-\$699,747,605	-\$699,747,605	-\$699,747,605	-\$699,747,605	-\$699,747,605	-\$699,747,605	-\$699,747,605	-\$699,747,605	-\$699,747,605	-\$697,772,256	-\$631,016,564	-\$560,545,246

#### **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 speak only as of the date made. Except as required by law, Transit X undertakes no obligation to update any forward looking statement to reflect events 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.