



Transit X, LLC presents a preliminary proposal for

Daytona Beach, Florida

For a privately-funded shared mobility service that is

High capacity • Automated • 24/7 • Wait-free
Solar powered • Last mile • Resilient

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



75 mile network

**90% of population
within a 5 min. walk**

**45 mph nonstop
service to 240+ stops**

Transit X proposes to build and operate a privately-financed automated pod network in Daytona Beach, Florida 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 (transitx.com/transitxhandbook.pdf) 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

Transit X does not require public funding because our business model appeals to investment banks and private equity firms that provide our project financing. Most of our infrastructure is factory-built, so that installation is fast and not disruptive. We have reduced or eliminated many costs of transportation infrastructure including materials, land, construction, fuel, debt service, and driver costs. Our approach to significantly reducing costs makes private financing possible.

Proven technology

Our team and partners have built fully automated transit systems that are now in operation — Morgantown, WV, BART, and several others in Europe. 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. Altran is 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.

Quality Service

Transit X provides on-demand, last-mile service that is superior to cars or buses. A service level 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 and has a zero carbon footprint. The energy generated from solar panels on the track and stored within the poles is sufficient in most cases, but sustainable power contracts would provide backup power. Transit X makes it possible to reduce the amount of impervious surfaces and increase green space by reducing the need for parking and roads.

More transit & less cars

Transit X provides the convenience and privacy that people value in cars, yet without the negative impacts from personal car use. 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. These partnerships enable Transit X to de-risk all of the major elements of the project, and provide performance guarantees.

We will work with regional urban planning and construction firms who are familiar with local codes and requirements.

Jobs and workforce development

Many jobs are created to build a new transportation infrastructure and transition away from roads. 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 potentially displaced by the transition to automated vehicles.

Revenue generator

Not only does Transit X not require public financing, but the local municipality receives 5% of gross revenue. For specifics, please see the "Taxes and Fees" section of this proposal.

Short and long term

A project could be operational within 24 months from the start of a project. Transit X offers a short term 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 country.

Moving forward

The diagram shows our general process for working with a municipality. 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 a service 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.

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 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 on how to move forward, we would ask for a letter (example at transitx.com/process/loi.html) stating that you intend to pass an ordinance for use of air rights along with a service 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 resources below provide more general information:

- Transit X Handbook (transitx.com/transitxhandbook.pdf)
- Video overview (transitx.com/video)
- Letters of Project Financing, Due Diligence, Contracts (transitx.com/letters.pdf)
- Sample Ordinance (transitx.com/process/ordinance.html)
- Service Agreement (transitx.com/process/service_agreement.html)

Addendum

The remaining pages of this proposal provide more details specific to this project:

- Financial Project Summary with Pro Forma, pages 6-7
- Project Overview, Impact, and Assumptions, pages 8-9
- Taxes and Fees with Footprint, pages 10-11
- Fair Fare Policy, page 12

We look forward to working with you to improve the quality of life in Daytona Beach through better transportation.

Sincerely,



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Facebook: <https://www.facebook.com/mike.stanley.526875>

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

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

Happy Mass Transit!


Project Description	Solar-powered automated transportation network infrastructure
Project type	Project financing of Green Infrastructure
Project cost	\$291 million
Projected IRR	29%
Cap rate	24%
Structure	Equity and Debt
Debt term	10 years @ 5%
Equity terms	15 years with 15% Target IRR With a waterfall profit distribution of: 1. 90/10 split until Return of Capital, 2. then 50/50 until Target IRR met 3. then 10/90
Benefits to society and environment	Extremely high

Financials

(US Dollars in millions)	Year 1	Total Years 1-10
Gross Revenues*	88	1,481
Operating Expenses	19	205
Debt service	\$26	\$264
Net Operating Income	\$43	\$1,012

ESG (Environmental, Social, Governance) Benefits

Clean energy	yes	Resiliency	yes
Energy security	yes	Sustainable	yes
Emissions-free	yes	Equitable	yes
GHG-free	yes	Recyclable mat.	yes
Lowers pollution	yes	Affordable housing	yes
Clean water	yes	Improved Health	yes
Improved Safety	yes	Economic Devel.	yes
Fix Infrastructure	yes	Food security	yes



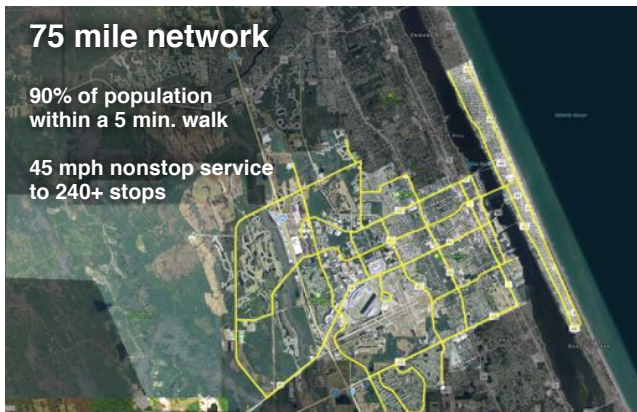
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45 mph nonstop service to 240+ stops

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. A demonstration system will be ready in early 2018, and pilots will begin 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
Proven concept	Yes	Yes
Demonstration system	In development	Yes
Minimum Revenue Guar.	Verbal	Yes
Impact studies	TBD	Yes
Air rights	Letter of Intent	Signed agreement
Permits	Known process	Yes
Safety certification	Guar. fixed price	Yes
Construction (BOP):	Letter of intent	Guar. fixed price
Operations & Maint:	Letter of intent	Guar. fixed price
Project Engineering	TBD	25% design

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



Model Inputs and Assumptions

Route length (km)	121
Starting Pods	703
Projected revenue growth	15%
Revenues to include passenger fares, freight, advertising, developer fees, private leasing, private branch & stops, subsidies, muni contracts, carbon credits, conduit leasing, 3rd party services, para-transit, private shuttles, and naming rights.	
Project Cost	\$291,383,858
% Debt financed	70%
Debt	\$203,968,701
Equity	\$87,415,157
Capital return per year	\$17,483,031
Target IRR	15%
Target return per year	\$13,112,274
Debt payment (per year)	\$26,414,880

Travel per year per pod (km)	210,216
Revenue per vehicle-km (US\$)	0.60
Cost per pod	\$5,000
OPEX as % of project cost	5%
OPEX as % of revenue	5%
Debt Interest rate	5%
Debt term (yrs)	10
Equity term (yrs)	15
Years to return equity capital	5
Profit share when below capital return	<u>90%</u>
Profit share when below Target IRR	50%
Profit share when above Target IRR	10%

Pro Forma

Years	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Revenue	0	88,225,771	101,459,636	116,678,582	134,180,369	154,307,424	177,453,538	204,071,569	234,682,304	269,884,650	310,367,347	356,922,449	410,460,817	472,029,939	542,834,430
OPEX	0	18,980,481	19,642,175	20,403,122	21,278,211	22,284,564	23,441,870	24,772,771	26,303,308	28,063,425	30,087,560	32,415,315	35,092,234	38,170,690	41,710,914
Debt service	0	\$26,414,880	\$26,414,880	\$26,414,880	\$26,414,880	\$26,414,880	\$26,414,880	\$26,414,880	\$26,414,880	\$26,414,880	\$26,414,880	0	0	0	0
Free cash flow	0	42,830,409	55,402,582	69,860,580	86,487,278	105,607,980	127,596,788	152,883,918	181,964,116	215,406,344	253,864,907	324,507,134	375,368,583	433,859,249	501,123,516
Waterfall distribution															
1. Capital return	0	\$17,483,031	\$17,483,031	\$17,483,031	\$17,483,031	\$17,483,031	0	0	0	0	0	0	0	0	0
2. Expected return	0	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274	\$13,112,274
3. Over Exp return	0	12,235,104	24,807,277	39,265,275	55,891,973	75,012,675	114,484,515	139,771,644	168,851,843	202,294,071	240,752,633	311,394,860	362,256,309	420,746,976	488,011,242
Investor share	0	23,514,376	24,771,593	26,217,393	27,880,062	29,792,133	18,004,588	20,533,301	23,441,321	26,785,544	30,631,400	37,695,623	42,781,768	48,630,834	55,357,261
Investor share %		55%	45%	38%	32%	28%	14%	13%	13%	12%	12%	12%	11%	11%	11%
Investor IRR	0%	7%	8%	10%	12%	14%	21%	23%	27%	31%	35%	43%	49%	56%	63%
Investor balance	\$(87,415, \$	(63,900,782)	\$(39,129,189)	\$(12,911,796)	\$ 14,968,266	\$ 44,760,399	\$ 62,764,987	\$ 83,298,288	\$ 106,739,609	\$ 133,525,153	\$ 164,156,553	\$ 201,852,176	\$ 244,633,944	\$ 293,264,778	\$ 348,622,039
Investor IRR to date	loss	-73%	-32%	-7%	6%	15%	18%	21%	23%	24%	26%	27%	28%	28%	29%

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.

Size of region	168.6	km ²	65.0 sq miles
Number of people in region (residents + visitors)	66,645		
Travel distance per year by all people (residents and visitors)	966,352,500	km	600,218,944 miles
Percentage of all travel that occurs within the region	60%		
Road coverage (percent of area conveniently served by paved roads)	65%		
Service area size	109.6	km²	42.3 sq miles
Coverage: percent of people convenient (5 min walk) to Transit X	90%		
Estimate #1 for network length based on desired coverage	121	km	75.0 miles
Length of paved roads (non-highway) in region	438	km	272.3 miles
Estimate #2 for network length based on length of public roadways	99	km	61.3 miles
Transit X network length	121	km	75.0 miles
Route density ratio (route length to service area)	1.10		
Total costs for project not including pods	\$280,833,858		
...per person	\$4,214		
Mode share of travel on Transit X	77%		
Distance traveled on Transit X, per year	443,555,798	km	275,500,495 miles
...per day	1,215,221	km	754,796 miles
Daily number of people riding Transit X	50,983	customers	
Distance per Transit X customer per day	24	km	14.8 miles
Average trip distance	8	km	4.9 miles
Passenger fare for 8 km trip (at \$0.30 per km)	\$2.37		
Distance traveled during peak hour	243,044	km	150,959 miles
Breakeven	22,490	customers per day	(37% of people convenient to Transit X)
Number of pods needed to meet peak demand	2,110	pods	
Distance per pod per year	210,216	km	
Pod shed parking volume [in cubic 40' shipping containers (sc)]	5	sc ³	
Cost of pods	\$10,550,000		
Cost of pod per person	\$158		
Project finances			
Total project cost (privately financed)	\$291,383,858		
OPEX (O&M) per year	\$21,189,263		
Private equity	\$87,415,157		
Financed	\$203,968,701		
Gross Revenue from fares	\$132,401,406		
EBITA (Profit)	\$111,212,142		
Debt service	\$30,595,305		
Fees and taxes	\$6,620,070		
OPEX + Debt service + Tax + Fees	\$58,404,639		
Net income	\$73,996,767		
Operating Margin	84%		
Project costs — per person	\$4,372		
Number of cars displaced	30,590	motor vehicles	
Yearly cost of cars displaced — per person	\$4,131		
Operating costs per passenger-mile	\$0.21		
Breakeven revenue distance per day	536,056	km	332,954 miles
Network capacity (number of pods)	3,623	pods	
% of max network capacity at peak	29%		



Impact of proposed network

Reduction in CO2 emissions	43,801 metric tons CO ₂
Est. cost to maintain 438 km roadway	\$22,356,360
Reduced waste products per year	4,902 metric tons
Travel time saved per year	423 hrs/person
Cost savings per capita per year from reduced car ownership	\$2,797
Increase in household income from time saving and car costs	20%
Reported injuries avoided per year	275
Lives saved per year	3
Land freed from parking (174 acres)	703,571 m ²
...and its commercial value	\$703,571 per year
Health care savings	High
Heat island mitigation from replacing asphalt with green space	1 to 3 °C
Change in global temperature	TBD °C
Decrease in sea level	TBD mm

Assumptions

Ratio of road length to track length	4	
Convenient walk time to Transit X route	5 min.	
Walking speed	4.9 km/h	3 mph
Width of convenient swath along track	0.82 km	1 miles
Fixed cost for main route per km	\$3,100,000	
Fixed cost per km for branch	\$1,550,000	
Percentage of Dual Track	50%	
Average cost of fixed infrastructure per km	\$2,325,310	
Median distance traveled per person per year (for trips under 1600 km)	14,500 km	9,006 miles
Mode share % of people convenient to Transit X	85%	
Percentage of daily travel during peak hour	20%	
Max capacity: number of pods per km of track	150 pods	
Max track capacity during peak hour as % of capacity	20%	
Average speed of pod	72 km/h	45 mph
Average # of trips for people riding Transit X	3 per day	
Average occupancy per pod during peak hours	2 people	
Average occupancy per pod	1.25 people	
Maximum occupancy per pod	5 people	
Empty pods: Percentage non-revenue vehicle travel	25%	
Cost per pod	\$5,000	
Median income per capita (US\$)	30,000	
Base fare per km (per mile)	\$0.30	\$0.48
O&M as % of project cost	5%	
O&M as % of gross revenue	5%	
Percentage debt financed	70%	
Length of loan/debt	10 years	
Interest rate for debt	5%	
kg CO2 emissions per liter of gasoline	2.37	
Monetary value of 1 hour personal time	7.5	
Eat. roadway maintenance per year per km	\$51,000	
Area of one parking lot space	23 m ²	247 sf
Commercial income of land	\$1 per m ²	
Distance from roadway that provides convenience	0.25 km	

Pod & Car

	Pod	Car
Service life (years)	20	12
Full cost of vehicle per year	\$200	\$9,000
Public cost to maintain infrastructure (per km)	\$0	\$100,000
Energy Efficiency in MPGe	1000	24
Energy Efficiency in liters/100km	0.24	9.8
mass of CO2 per vehicle per km (kg)	0	0.09875
Vehicle mass (kg)	45	1950
Average speed of travel (km/h)	72	16
Typical travel time (in minutes) for 8 km trip	7	30
Fare/cost per km	\$0.30	\$0.62
Number of deaths per 100M passenger-km	0.00001	1
Number of injuries per 100M passenger-km	0.0006	62
Volume to park (cubic meters)	5.7	70.9

Currency conversion

Currency name

Equal to US\$1 **1**



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).

Note: Inputs have box outline

Municipal rates

Total commercial land area	3,000,000	m ²	32,289,000 sq ft. (741.3 acres)
Total commercial income to muni	\$3,000,000		
TXCR (Transit X Commercial Rate)		\$1.00 per m²	

*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.*

Project Revenue

Length of Transit X route	121 km	75 miles
Estimated gross revenue per unit length	\$1,096,286 per km	

Local Municipal Tax

% of gross revenue with minimum.

1% gross revenue	\$10,963 per route-km	
Minimum per year	\$1,309 per route-km	\$2,111 per route-mile

Air Rights Leasing Fee

% of gross revenue with minimum. Proportioned based on length.

% of route on municipal land	90%	
4% gross revenue	\$43,851 per route-km	
Minimum per year	\$1,309 per route-km	\$2,111 per route-mile

Taxes and Fees

Local municipal income	\$6,090,465 per year
...with minimum	\$300,320
Non-municipal income	\$529,606
...with minimum	\$15,806

Footprint calculations for minimum fee

Yearly fees and taxes



Note: Diagrams for illustrative purposes.

Footprint Calculations	Metric	Imperial
Track width	0.33 m	13.0 inches
Track height	0.61 m	24.0 inches
Pole diameter	0.3 m	11.8 inches
Pole cross section	0.07 m ²	0.8 sf
Stop landing area	1 m ²	10.8 sf
...width	1 m	39.4 inches
...length	1 m	39.4 inches
Ramp length	21 m	826.8 feet
Pole span	23 m	905.5 feet
Number of poles per unit length	43.5 poles per km	5.8 poles per mile
Pole height	6 m	236.2 feet
Single track	1046.7 m ²	11263 sf
...Area of Side Silhouette	688.3 m ²	7406 sf
...Area of Top Silhouette	343.1 m ²	3692 sf
...Impediment Area (adjusted)	15.4 m ²	165 sf
Dual track	1376.7 m ²	14814 sf
...Area of Side Silhouette	688.3 m ²	7406 sf
...Area of Top Silhouette	673.1 m ²	7243 sf
...Impediment Area (adjusted)	15.4 m ²	165 sf
Stop	48.5 m ²	522 sf
...Area of Side Silhouette	25.6 m ²	276 sf
...Area of Top Silhouette	17.9 m ²	192 sf
...Impediment Area (adjusted)	5.0 m ²	54 sf
Stops	2 stops per km	3.2 stops per mile
% of dual track	50%	
Average area per unit length	1,309 m ² per route-km	22,713 sf per route-mile
Contract values		
% gross revenue for muni tax/fee	1%	
% gross revenue for air rights	4%	
Impediment Factor	5	



Fair Fare Policy

Fares will be similar to existing mass transit, and several times less than taxis or ride-sharing services. Transit X Fair Fare is a universal passenger fare model that applies to all regions and all times. Fares are proportional to the median income of the area and inversely proportional to per capita use, so the more people that use Transit X, the lower the base fare. Market-rate fares are offset by Half-price fares. There are no pre-set escalations.

		Initial	50% share	+50% Income	90% Usage
Median income per capita	US\$	30,000	\$30,000	\$45,000	\$30,000
Nominal fare	US\$	0.3	\$0.30	\$0.45	\$0.30
Per Capita Usage %		1%	50%	50%	90%
Discount for usage	US\$	0.0015	\$0.08	\$0.11	\$0.14
Base Fare (US\$)	per km	0.30	\$0.23	\$0.34	\$0.17
	per passenger-mile	0.48	\$0.36	\$0.54	\$0.27
% Fares at Market rate		20%	30%	40%	50%
% Fares at Base rate		80%	60%	40%	20%
% Fares at Half Base rate		0%	10%	20%	30%
Estimated average fare	per km	0.48	\$0.42	\$0.71	\$0.39

Price comparison with common travel modes (in Boston, USA)

Mode »	Bus	Commuter Rail	Subway	Personal Car	Taxi / TNC's
Average distance (km)	5	18	8	8	5
Price per trip	US\$ \$1.85	\$8.00	\$2.50	\$6.00	\$12.00
Typical price per km	US\$ \$0.37	\$0.44	\$0.31	\$0.75	\$2.40

Base Inputs

Median travel distance per capita per year (under 1000 mile trips)	<u>20,000</u> km
% of per capita median income for 20,000 km transportation	<u>20%</u>
Fare Discount when Transit X travel per capita is 20,000 km per year	<u>50%</u>