



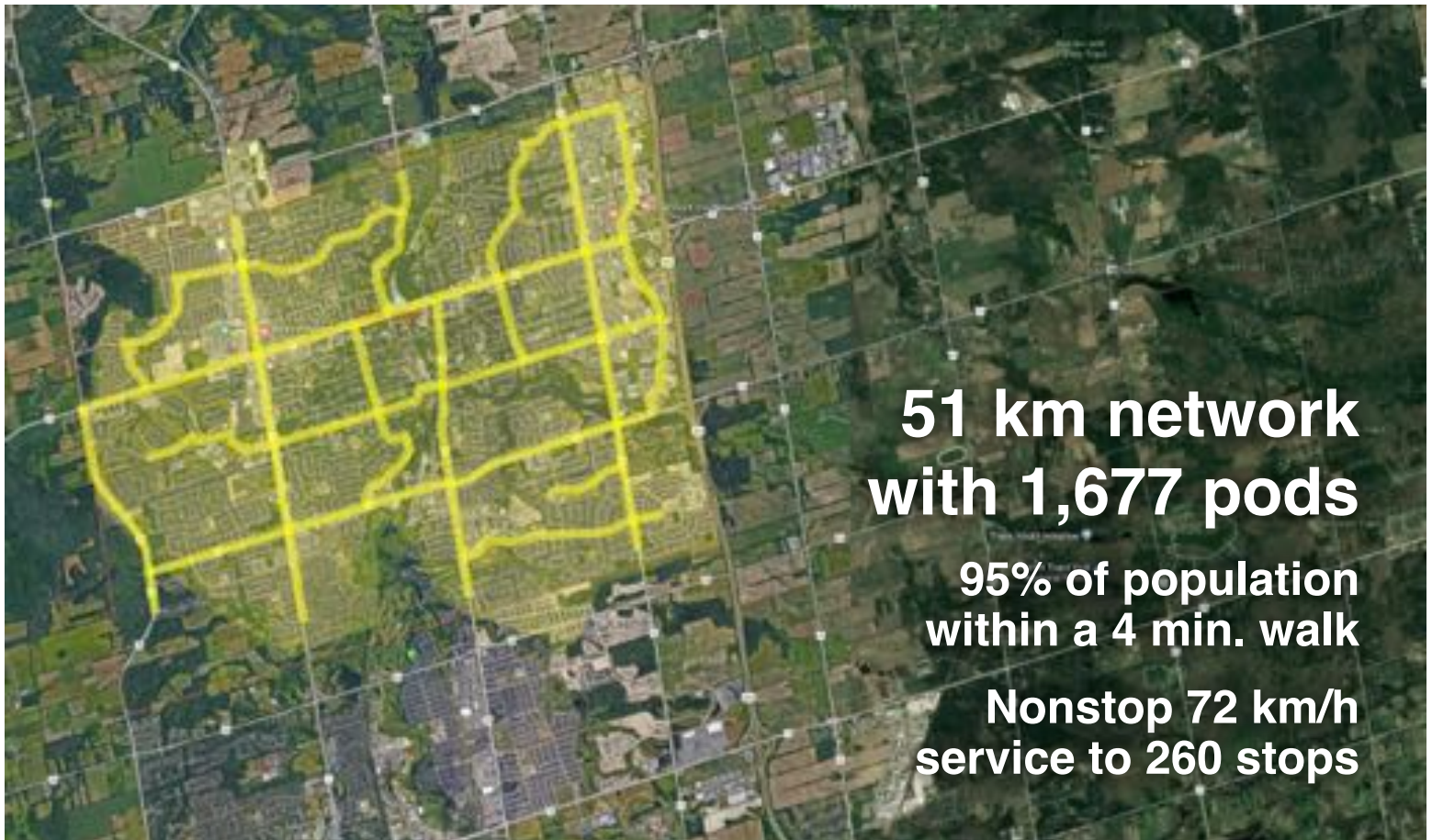
Transit X presents a preliminary proposal for a privately-financed, solar-powered micro-rail network — a fleet of automated electric vehicles (pods) for passengers and freight on a local and regional podway providing public transportation for

## Newmarket, Ontario, Canada

This proposal is downloadable at [transitx.com/proposals/Transit\\_X\\_for\\_Newmarket,Ontario,Canada.pdf](https://transitx.com/proposals/Transit_X_for_Newmarket,Ontario,Canada.pdf)

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

A 24-page companion Transit X Handbook is available at [transitx.com/transitxhandbook.pdf](https://transitx.com/transitxhandbook.pdf)



**51 km network  
with 1,677 pods**

**95% of population  
within a 4 min. walk**

**Nonstop 72 km/h  
service to 260 stops**

**Transit X proposes to build and operate a green, privately-financed micro-rail podway to carry passengers and freight for Newmarket 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](http://transitx.com) for more details. This 3-minute video ([transitx.com/video](http://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](http://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 government funding because our revenue from fares, freight, and advertising is greater than our costs. We have reduced or eliminated many costs of transportation including the cost of materials, land, construction, fuel, debt service, and labor. Our projects are financed by investment banks and private equity firms.

### 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. The rollout and maiden flight occurred on Oct 29, 2018 in Leominster, Massachusetts. The first Transit X system will be operating by the end of 2019. We partner with local civil engineering and construction firms for the installation.

## **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 be 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. These 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\$10 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.

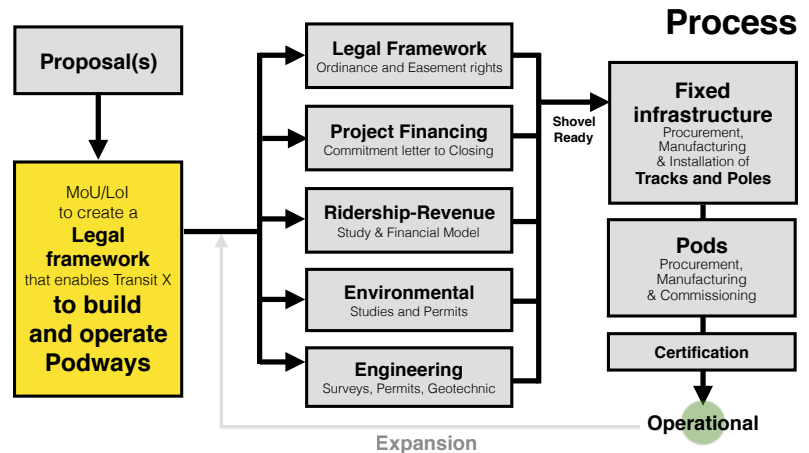
## Short and Long Term Solution

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](https://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 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 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 [transitx.com/process/mou.html](http://transitx.com/process/mou.html)) stating that you intend to pass an ordinance that enables our use of air rights along with an operating agreement.

In parallel, we could refine the routes and meet with project stakeholders.

### Other Resources

The links below provide general information about Transit X:

- 2 minute video overview ([transitx.com/video](http://transitx.com/video))
- Transit X Handbook ([transitx.com/transitxhandbook.pdf](http://transitx.com/transitxhandbook.pdf))
- Letters of Project Financing, Due Diligence, Contracts ([transitx.com/letters.pdf](http://transitx.com/letters.pdf))
- Memorandum of Understanding template ([transitx.com/process/mou.html](http://transitx.com/process/mou.html))
- Example Resolution ([transitx.com/process/resolution.html](http://transitx.com/process/resolution.html))
- Operating Agreement ([transitx.com/process/operating\\_agreement.html](http://transitx.com/process/operating_agreement.html))
- General Q & A ([transitx.com/QandA.html](http://transitx.com/QandA.html))
- Other proposals ([transitx.com/proposals](http://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 Newmarket through better transportation.

Sincerely,



Transit X

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Zoom e-room: <https://zoom.us/j/8229009123>

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1	<b>Transit X network length</b>	<b>51 km</b>	
2	People (resident-equivalent) in region	84,224	resident-equivalent population
3	Route density ratio (route length to service area)	1.45	
4	Number of stops	260	
5	Triple-speed route length	0 km	
6	Water crossing route length	0 km	
7	<b>Cost of fixed infrastructure</b>	<b>\$185,115,788</b>	
8	...per person	\$2,198	
9	Mode share of travel on Transit X (27% after first year)	82%	after 10 years
10	Distance traveled by passengers on Transit X, per year	414,175,217 km	
11	...per day	1,134,727 km	
12	Daily potential energy generation with standard panels on tracks	392 MWh	
13	Sustainable energy use per day	7 MWh	2% of max capacity
14	Energy storage capital cost for 1 day(s) of supply at \$100 per kWh	\$715,352	
15	Size (rated power) of solar installation	1,663 KW	
16	Cost to generate sustainable energy (at \$1,000 per kW)	\$1,663,079	
17	Cost of buying sustainable energy at \$0.15 per kWh	\$1,073	per day 4% of OPEX
18	Daily passengers riding Transit X	69,029	customers 82% of the pop.
19	Distance per passenger per day	16 km	
20	Average distance per trip (assuming 3 trips per day)	5 km	
21	<b>Single passenger fare for shared 5 km trip</b>	<b>\$1.28</b>	1.71 CAD
22	Passenger distance traveled during peak hour	226,945 km	
23	<b>Breakeven</b>	<b>19,780</b>	customers per day (29% of expected and 25% of people convenient to Transit X)
24	Boarding capacity	93,600	passengers per hour (136% of customers)
25	<b>Number of pods for peak demand</b>	<b>1,677</b>	<b>pods at 82% mode share</b>
26	Number of customers per pod	41.2	and 50 people per pod
27	Distance per pod per year	168,152 km	
28	Two-layer pod garage area (4% of route with side-parking)	1,845 m <sup>2</sup>	0.2% of car parking
29	Cost of pods	\$10,900,500	is \$100 per person
30	Capital cost of energy generation and storage	\$3,091,960	is \$37 per person
31	<b>Project Finances</b>		
32	Total Project Cost (privately financed)	\$199,108,248	266,805,052 CAD
33	Project cost	\$3,901,156	per km
34	Equity	\$59,732,474	80,041,516 CAD
35	Private debt financing	\$139,375,774	186,763,537 CAD
36			
37			
38			
39	Debt service (per year)	\$23,693,881	31,749,801 CAD
40	<b>Yearly fees and taxes (US\$148 per capita)</b>	<b>\$12,433,759</b>	16,661,237 CAD
41	OPEX + Debt service + Tax + Fees	\$46,083,053	61,751,291 CAD
42			
43			
44	Project costs — per person	\$2,364	3,168 CAD
45	Number of motor vehicles displaced	41,418	motor vehicles
46	Yearly cost of cars displaced — per person	\$4,426	5,931 CAD
47	Operating costs per passenger-km	\$0.02	
47	Full costs per passenger-km	\$0.11	
48	Breakeven revenue distance per day	325,145 km	
49	Number of tracks in one direction needed to satisfy peak demand	<b>0.01</b>	



### Impact of proposed network

1	<b>Reduction in GHG emissions</b> (metric tons CO2-eq)	40,900 MTCO2-eq annually
2	<b>Estimated cost to maintain public roadways</b>	\$9,041,832 annually
3	<b>Reduced waste products</b>	6,637 metric tons annually
4	<b>Travel time saved</b> (non-stop travel and congestion)	292 hrs/person annually
5	<b>Cost savings from reduced car ownership</b>	\$1,390 per person annually
6	<b>Increase in household income</b> (from time savings and car costs)	10%
7	<b>Reported injuries avoided</b>	257 annually
8	<b>Lives saved</b> (from safety)	3 annually
9	<b>Land freed from parking (235 acres)</b>	952,603 m <sup>2</sup>
12	<b>Temperature reduction</b> (from heat island effect & GHG reductions)	0.5 to 2 °C
11	<b>Health care savings</b> (from pollution, injuries)	High

### Model Inputs

15	Ratio of road length to track length	4	
16	Walking speed	4.9	km/h
17	Width of convenient swath along track	0.65	km
18	Fixed cost per km (track & posts)	\$2,790,000	3,738,600 CAD
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	
22	Average distance traveled per person per year (for trips under 1600 km)	10,000	km
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	25,380	p/h
27	Average dwell time during peak hour	10	seconds
28	% of pods traveling on route with highest demand	18%	
29	Average speed of pod	72	km/h 45 mph
30	Average # of trips for a daily customer	3	per day
31	Average passengers per pod during peak hours	2.4	passengers
32	Average passengers per pod	1.5	passengers
	Average discount per passenger	19%	
	Maximum passengers per pod	5	passengers
33	Empty pods: Percentage non-revenue	25%	
34	Ex-Factory cost per pod	\$5,000	6,700 CAD
35	Worldwide Median Income per Household (US\$)	10,000	13,400 CAD
36	Average number of residents per household	2.3	CAD
37	Base fare per km	\$0.39	0.5 CAD
38	(per mile)	\$0.63	0.8 CAD
39	O&M as % of project cost	5%	
40	Percentage debt financed	70%	
41	Length of loan/debt	10	years
42	Interest rate for debt	7%	
43	kg CO2 emissions per liter of gasoline	2.37	
44	Monetary value of 1 hour personal time (USD)	\$12.50	17 CAD
45	Eat. roadway maintenance per year per km	\$51,000	68,340 CAD
46	Area of one parking lot space	23	m <sup>2</sup>
47	Commercial income of land (annual)	\$1.00	per m <sup>2</sup> CAD
48	Distance from roadway that is convenient	0.20	km
49	Stops per km	5.1	
50	Boarding capacity per stop	360	p/h
51	Solar panel area per meter of track	2.0	
52	Cost of sustainable energy and storage	\$0.15	per kWh
53	Global Horizontal Irradiance (GHI)	3.8	kWh/m <sup>2</sup> /day
54	Cost to generate sustainable energy	\$1,000	per kW
55	Storage per column	40	kWh
56	Typical span	23	m cols/km: 44
57	Energy storage cost	\$100	per kWh
58	Energy storage capacity	1	days
59	Area of parked pod	2.20	m <sup>2</sup>
60	Distance discount at max distance	40%	
61	Max distance discount	500	km
62	Max usage discount at 10,000 km per capita	50%	
63	Shared Pod Discount	20%	
64	Shared Pod Compartment Discount	40%	
65	Mode share starting discount	67%	

### Model Inputs (continued)

68	Name of region or project	Newmarket, Ontario,
69	Currency name	CAD
70	Equal to US\$1	1.34
71	Sustainable energy/electricity generation & storage as	CAPEX
72	Land area of region (sq. km)	39
73	Number of residents in region	84,224
74	% travel within region	60%
75	% of land area served by roads	90%
76	Coverage: % of pop. convenient (4 min walk) to Transit X	95%
77	Annual median household income (US\$)	\$50,000
78	Convenient walk time to stop (min)	4
79	Triple-speed route length (km)	0
80	Water crossing route length (km)	0.0
81	Visitors per year	0
82	Average length of visit (days)	2
83	Solar production ratio	1.57
84	Regional Fare Factor	1.0
85	EPC costs & contingency	30%
86	Triple-speed (km/h)	242
87	Trip Distance Factor	1
88	Number of Stops Factor	1

### Pod & Car

	Pod	Car
87	Service life (years)	20 12
88	Full cost of vehicle per year	\$200 \$9,000
89	Public cost to maintain infrastructure (per km)	\$0 \$100,000
90	Energy consumption (MPGe)	3564 24
91	Energy consumption (liters/100km)	0.07 9.8
92	Energy consumption (Watt-hours/km)	9 1375
93	mass of CO2 per vehicle per km (kg)	0 0.09875
94	Vehicle mass (kg)	45 1950
95	Average speed of urban travel (km/h)	72 16
96	Typical travel time (in minutes) for 5 km trip	5 21
97	Fare/cost per km	\$0.39 \$0.62
98	Number of deaths per 100M passenger-km	0.00001 1
99	Number of injuries per 100M passenger-km	0.0006 62
100	Volume to park (cubic meters)	5.7 70.9



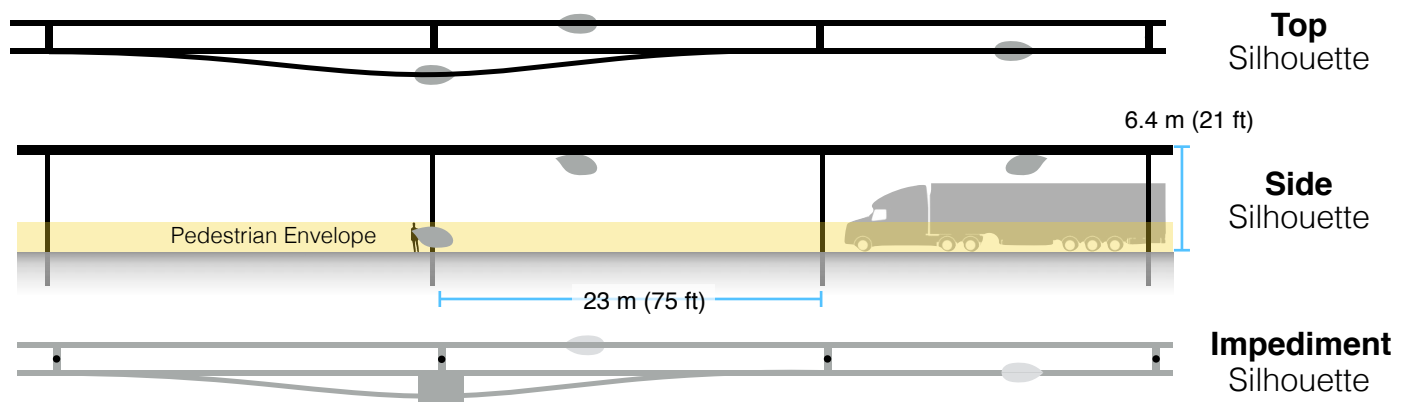
**5% of gross revenue is paid to government easement owners for all fees and taxes. When on a private easement, 4% is paid to the private owner and 1% to the government.** A minimum payment is based on the Footprint and the Transit X Commercial Rate (TXCR).

1	<b>Government Fees and Tax rate</b>	(for calculating minimums)	
2	Total commercial land (estimated)	3,510,000 m <sup>2</sup>	acres
3	Total commercial gov't revenue (US\$)	\$3,510,000	4,703,400 CAD
4	<b>TXCR (Transit X Commercial Rate)</b>	\$1.00 per m <sup>2</sup>	1.3 CAD
5	<i>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.</i>		
6			
7	<b>Private Easement Fees</b>		
8	<b>4% of gross revenue</b>	\$48.72 per route-meter	
9	<b>Minimum per year</b>	\$1.49 per route-meter	
10	<b>Government Fees and Taxes</b>		
11	% of route on government easements	98%	
12	<b>5% on government easements</b>	\$12,185,084	16,328,012 CAD
13	<b>1% on private easements</b>	\$49,735	
14	<b>Total gov't fees and taxes</b>	<b>\$12,234,819</b> per year	16,394,657 CAD
16	per resident	\$145	195 CAD
15	<b>with a minimum of</b>	<b>\$75,853</b> per year	101,644 CAD



# Footprint calculations for minimum fee

# Yearly fees and taxes



1	Footprint Calculations	Metric	Imperial
2	Track width	0.30 m	
3	Track height	0.60 m	
4	Post diameter	0.3 m	
5	Post cross section	0.07 m <sup>2</sup>	
6	Stop landing area	3.75 m <sup>2</sup>	
7	...width	1.5 m	
8	...length	2.5 m	
9	Ramp length	21 m	
10	Typical Span	23 m	
11	Number of posts per unit length	43.5 poles per km	
12	Post height	6 m	
13			
14	<b>Single track</b>	1022.1 m <sup>2</sup>	
15	...Area of Side Silhouette	678.3 m <sup>2</sup>	
16	...Area of Top Silhouette	313.1 m <sup>2</sup>	
17	...Impediment Area (adjusted)	30.7 m <sup>2</sup>	
18			
19	<b>Dual track</b>	1322.1 m <sup>2</sup>	
20	...Area of Side Silhouette	678.3 m <sup>2</sup>	
21	...Area of Top Silhouette	613.1 m <sup>2</sup>	
22	...Impediment Area (adjusted)	30.7 m <sup>2</sup>	
23			
24	<b>Stop</b>	82.1 m <sup>2</sup>	
25	...Area of Side Silhouette	25.2 m <sup>2</sup>	
26	...Area of Top Silhouette	19.4 m <sup>2</sup>	
27	...Impediment Area (adjusted)	37.5 m <sup>2</sup>	
28			
29	Stops with dedicated landing areas	2 stops per km	
30	% of dual track	100%	
31			
32	<b>Average area per unit length</b>	1,486 m <sup>2</sup> per route-km	
33			
34	<b>Contract values</b>		
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	<p>The average commute would be 3.5 times faster saving each commuter 295 hours per year.*</p> <p><b>At 0.31 CAD per km, a typical commute on Transit X is 17% less than public transit and 74% less than a Taxi.*</b></p>
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All prices in CAD		Trip Length		
		2 km	10 km	40 km
<b>Transit X</b>	<b>0.62</b> to 1.04	<b>3.08</b> to 5.16	<b>11.82</b> to 20.15	
	2 min., 3.6x faster	8 min., 3.6x faster	33 min., 3.4x faster	
<b>Public transit average</b>		<b>3.49</b>	<b>5.55</b>	<b>8.14</b>
Common public modes	<b>Taxi</b>	<b>4.84</b> 2 to 6 minutes	<b>21.07</b> 8 to 30 minutes	<b>81.95</b> 30 to 120 minutes
	<b>Uber/Lyft</b>	<b>3.68</b> 2 to 6 minutes	<b>15.17</b> 8 to 30 minutes	<b>58.26</b> 30 to 120 minutes
	<b>Public Bus</b>	<b>2.81</b> 3 to 12 minutes	<b>2.81</b> 15 to 60 minutes	<b>4.31</b> 60 to 240 minutes
	<b>Train</b>	<b>4.21</b> 2 to 12 minutes	<b>4.96</b> 8 to 60 minutes	<b>7.77</b> 30 to 240 minutes
<b>Personal car</b>		<b>3.95</b> 2 to 6 minutes	<b>12.28</b> 8 to 30 minutes	<b>43.50</b> 30 to 120 minutes

Travel mode	Avg. Speed	Low Speed	High speed	Base	Includ es km	Over per-km	Min Dist.	Max Dist.	Time cost	Mode share		
	km/h	km/h	km/h				km	km	per min	2	10	40
Taxi	30	20	80	2.81	1	1.40	0.5	100	1.25	5%	4%	1%
Uber/Lyft	30	20	80	2.25	1	1.12	0.5	100	0.62	10%	10%	2%
Public Bus	15	10	40	2.81	20	0.07	0.5	50	0	50%	50%	40%
Train	30	10	80	4.21	2	0.09	2	100	0	35%	36%	57%
Transit X	72	72	72	0	0	0.31	0.1	50	0	-	-	-
Personal car	30	20	80	1.87	0	0.94	0.1	400	0.21	-	-	-

\* 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 less than the amount of discounted fares. Transit X Fair Fare Formula and Fair Freight Formula is universal and 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	13,400	CAD	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	0.12	CAD/km	Global rate: <b>GlobalIncome * PercentIncomeForTransport / AllTravel</b>
5	IncomeFirst	\$67,000	CAD	Median household income at first stop (per person per day). External input. Based on reliable public data source updated annually.
6	IncomeDest	\$100,500	CAD	Median household income at destination per trip. External input. Based on reliable public data updated annually.
7	RegionalRate	0.58	CAD/km	Regional rate based on median income: <b>MedianIncomeFirst * PercentIncomeForTransport / AllTravel</b>
8	UnderIncomeRate	0.00	CAD/km	Under global income adjustment: <b>if (RegionalRate &lt; GlobalRate, GlobalRate - RegionalRate, 0)</b>
9	NominalRate	0.58	CAD/km	Nominal rate: <b>RegionalRate + UnderIncomeRate</b>
10	RegionalFactor	1.00		Regional Fare Factor. Negotiated upfront to make network financially viable.
11	AdjustedRate	0.58	CAD/km	Regional adjusted rate: <b>NominalRate * RegionalFactor</b>
13	Population	84,224		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	414,175,217	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	21%		Percent of Total Travel Per Capita on Transit X: <b>PassengerTravel / (Population x AllTravel)</b>
16	BaseRate	<b>0.52</b>	CAD/km	<b>Base rate for single-passenger pod (without discounts)</b> <b>(1 - UsageMaxDiscount x min(1,ModeShare)) x AdjustedRate</b>
17	SpecialRateFactor	2.20		Rate factor for water crossings or high-speed links. Global constant.
18	SpecialBaseRate	1.14	CAD/km	Base rate for high-speed travel or water crossings: <b>BaseRate * SpecialRateFactor</b>
19	DistanceDiscount	40%		Distance discount at max distance. Global constant.
20	MaxDistanceDiscount	500	km	Max distance discount. Global constant.
21	DistanceDiscountPerKm	0.000416	CAD/km	Discount amount per km: <b>BaseRate x DistanceDiscount / MaxDistanceDiscount</b>
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	<b>0.42</b>	<b>CAD/km</b>	<b>Discounted base rate: BaseRate x (1 - SeniorDiscount)</b>
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	<b>0.42</b>	<b>CAD/km</b>	<b>Rate for a shared pod: BaseRate x (1 - SharedPodDiscount)</b>
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	<b>0.31</b>	<b>CAD/km</b>	<b>Rate for shared compartment</b> <b>BaseRate x (1 - SharedCompartmentDiscount)</b>
29	SingleOccupancyMaxDistance	0.35	<b>CAD/km</b>	Rate for 500 km in single-passenger pod.
30	Senior + SharedCompartmentRate	0.15	CAD/km	Rate for a Senior taking a 500 km trip in a shared compartment. <b>BaseRate x (1 - SeniorDiscountAmount) x (1 - SharedCompartmentDiscount) x (1 - MaxDistanceDiscount)</b>
31	50PctIncomeAtDest	25%		% Higher fare rate if Destination has 50% higher median income than First <b>(IncomeDest / IncomeFirst - 1) / 2</b>
32	DistanceBase	306,489,661	km	Passenger distance under base fare. Audited value from operational data.
33	PercentBase	74%		Percent of passenger distance under base fare: <b>DistanceBase / PassengerTravel</b>
34	BaseRevenue	129,323,963	CAD	Annual revenue from all travel under base rate. Audited value from operational data.
35	AverageDiscount	19%		Average fare discount from Base Rate: <b>1 - (BaseRevenue / (DistanceBase x BaseRate))</b>
36	MarketFactor	1.0		Market rate factor. Negotiated value for setting ratio of AverageDiscount
37	MarketRateCap	19%		Cap on passenger travel distance at market rate: <b>AverageDiscount x MarketFactor</b>
38	MarketTravelCap	57,945,552	km	Cap on passenger travel distance at market rate: <b>DistanceBase x MarketRateCap</b>

# Project Summary

**Project Description** A fully-automated, solar-powered, micro-rail network. A transportation utility.

**Project type** **Privately-funded Public Transit**  
Design, Build, Finance, Own, Operate, Maintain (DBFOOM)

**Project cost** US\$199 million

**Cost to Gov't** \$0

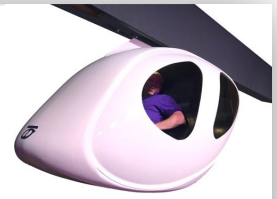
**Structure** Privately financed equity and debt

**Debt term** 10 years @ 7%

**Equity terms** A waterfall profit distribution per year with:  
1. 90% until capital payback,  
2. then 50% until Target% is reached  
3. then 10%

**Taxes & Fees** \$12,234,819 per year

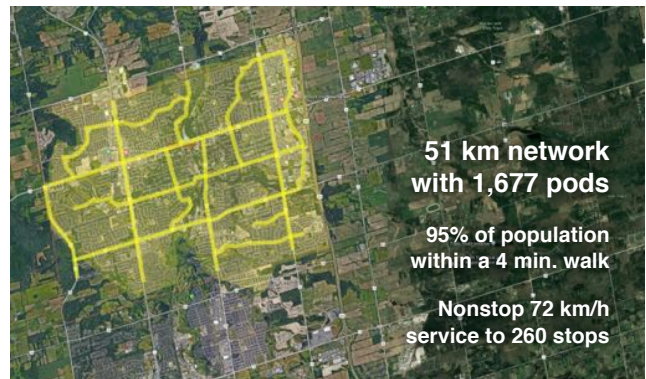
**Benefits to society and environment** Extremely high



Transit X presents a preliminary proposal for privately-financed, solar-powered public transit network — a fleet of fully-autonomous, shared, electric, 4-passenger vehicles (pods) on a local and regional podway

## Newmarket, Ontario, Canada

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



## Financials

(US\$ in millions)

	Year 1	Total Years 1-12
<b>Gross Revenues</b>	<b>82</b>	<b>2,378</b>
<b>Taxes and fees</b>	<b>4</b>	<b>119</b>
<b>Debt service</b>	<b>\$10</b>	<b>\$107</b>

## ESG (Environmental, Social, Governance) Benefits

<b>Clean energy</b> yes	<b>Resiliency</b> yes
<b>Energy security</b> yes	<b>Sustainable</b> yes
<b>Emissions-free</b> yes	<b>Equitable</b> yes
<b>GHG-free</b> yes	<b>Recyclable materials</b> yes
<b>Lowers pollution</b> yes	<b>Affordable housing</b> yes
<b>Clean water</b> yes	<b>Improved Health</b> yes
<b>Improved Safety</b> yes	<b>Econ. Development</b> yes
<b>New infrastructure</b> yes	<b>Access to Food</b> yes
<b>Equitable transport</b> yes	<b>New job creation</b> yes

## About Transit X

Transit X finances, designs, builds, and operates solar-electric micro-rail public transit podways to supplant buses, trains, cars, and trucks. Transit X offers its service to governments and commercial developers. Maiden Flight was on Oct 29, 2018 and pilot projects started in 2018. First pilots will break ground in 2019 and begin operations in 2020. Transit X is a privately held company founded in 2015, based in Boston, Massachusetts.

## Status

	Now	Prior to close
<b>Project financing</b>	Letter of intent	Yes
<b>Outdoor test system</b>	Dec, 2019	Yes
<b>Rider-Revenue study</b>	Preliminary	Yes
<b>Environmental study</b>	Per region	Yes
<b>Air rights</b>	Per project	Yes
<b>Permitting</b>	Per project	Yes
<b>Safety certification</b>	In process	Yes
<b>Construction firm</b>	Per project	Yes
<b>Design and major subs</b>	Per project	Yes
<b>Operations &amp; Maint</b>	Yes	Yes
<b>Utility relocation</b>	Per project	Agreements

General information available at [transitx.com](http://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](mailto:mike@transitx.com), 508-596-7024



## Model Inputs and Assumptions

<b>Route length (km)</b>	51	<b>Travel per year per pod (km)</b>	168,152
<b>Starting number of pods</b>	553	<b>Revenue per vehicle-km (US\$)</b>	0.88
<b>Projected revenue growth</b>	15%	<b>OPEX as % of project cost</b>	5%
<b>Project Cost (Privately funded)</b>	\$199,108,248	<b>Debt Interest rate</b>	7%
<b>% Debt financed</b>	70%	<b>Debt term (yrs)</b>	10
<b>Debt</b>	\$139,375,774	<b>Years to return equity capital</b>	5
<b>Equity</b>	\$59,732,474	<b>Profit share when below capital return</b>	90%
<b>Capital return per year</b>	\$10,751,845	<b>Profit share when below Target IRR</b>	50%
<b>Debt payment (per year)</b>	\$9,756,304	<b>Profit share when above Target IRR</b>	10%

## Pro Forma

Years	0	1	2	3	4	5	6	7	8	9	10	11	12
Revenue	0	82,002,013	94,302,315	108,447,662	124,714,811	143,422,033	164,935,338	189,675,639	218,126,984	250,846,032	288,472,937	331,743,878	381,505,459
5% RoW=tax+fee	0%	4,100,101	4,715,116	5,422,383	6,235,741	7,171,102	8,246,767	9,483,782	10,906,349	12,542,302	14,423,647	16,587,194	19,075,273
Debt service	0	\$9,756,304	\$9,756,304	\$9,756,304	\$9,756,304	\$9,756,304	\$9,756,304	\$9,756,304	\$9,756,304	\$9,756,304	\$9,756,304	\$9,756,304	\$9,756,304
Investor share	0	47,134,059	25,920,708	14,377,162	15,590,262	16,985,326	18,589,651	20,434,624	22,556,343	24,996,320	27,802,294	31,029,163	34,740,064
Investor share (%)		90%	42%	20%	19%	17%	16%	15%	15%	14%	13%	13%	13%
Share / Orig Capital	0%	79%	43%	24%	26%	28%	31%	34%	38%	42%	47%	52%	58%

### 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.