CIRCUIT

Last Mile, People First

Pick-up/
Drop-off

Free. Electric. Shuttle.

CIRCUIT
ridecircuit.com

SINGLE OCCUPANCY VEHICLES (SOVS) ARE BAD FOR CITIES

**MORE CARS
=
MORE CONGESTION**

CIRCUIT

76.3%
Of Americans drive alone to work. - US News

$305bn
Cost of congestion/year in the US - INRIX

1.87bn
Metric Tons of CO2 created by the transportation sector per year. It's the largest contributor to Greenhouse Gas Emissions in the US - EPA

THE FIRST-MILE, LAST-MILE PROBLEM

35%
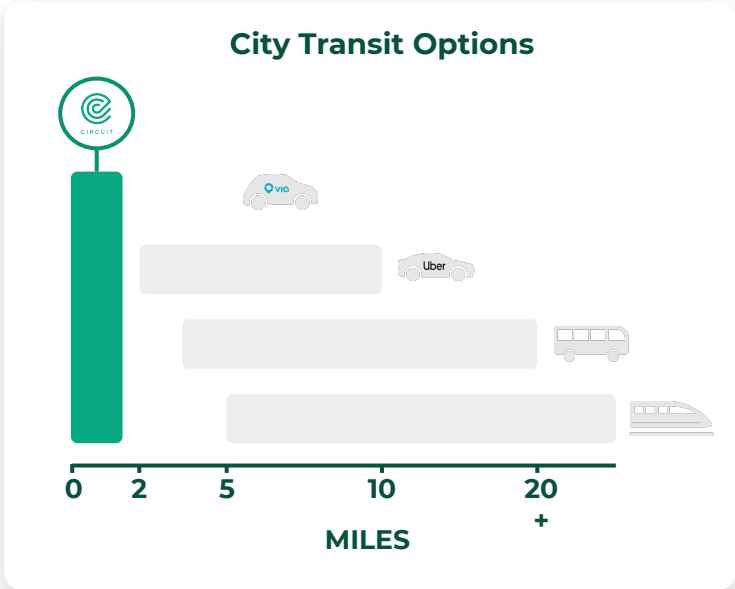of vehicle trips are under 2 miles

Looking for parking accounts for 30% of congestion — Shoup

Traffic is worse than ever
increasing emissions and decreasing productivity

City Transit Options

CIRCUIT

VIA

Uber

0   2   5   10   20
+

MILES

Uber & Lyft are pulling people from mass transit. - *Citylab*

IT'S GETTING WORSE

Trains and Bus Ridership has been falling and COVID-19 has made it worse.

48% will ride Trains, Buses and Subways less than in the past, or not at all, post-pandemic. - IBM May 2020

and **FEW SOLUTIONS ARE AVAILABLE**

AVS
AREN'T READY

BUT WE'RE READY FOR THEM

SCOOTERS
AREN'T FOR EVERYONE

UBER & LYFT
INCREASE TRAFFIC BY 180% IN MAJOR CITIES - SCHALLER

A SIMPLE SOLUTION

Tech-Enabled Services

Turnkey First/Last-Mile Mobility that combines the needs of Cities with the benefits of a private operator. Circuit eliminates inefficiencies, aligns with user-behavior and complements existing infrastructure. **It's plug & play.**
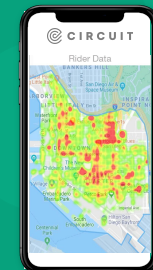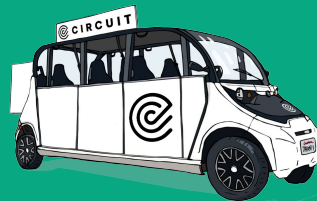
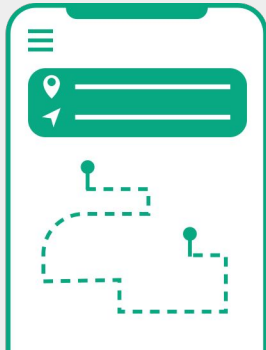| Rider App	Electric Vehicles	Hiring & Mgmt	Systems & Insurance	Data Reports	Back End Mgmt Tech

Why It's Different

- ✓ **Free to Ride**
- ✓ **W2 Paid Drivers**
- ✓ **Electric Vehicles**
- ✓ **Pooled Riders**
- ✓ **Local Connections**

Circuit focuses on short trips - reducing wait times, congestion and GHG emissions.

Transit Station

Home/Work

Local Hot Spots

Parking

Bus Stop

GEOFENCED COVERAGE AREA

CIRCUIT

HOW CIRCUIT CAN HELP
Riders Really Love Us

- ✓ Free and fun experience creates demand
- ✓ 73% repeat riders
- ✓ Friendly, W2, local drivers
- ✓ Multiple cars reduce wait times
- ✓ Safe, Hygienic, Professionally Managed

IT'S LESS EXPENSIVE

For Transit Clients

CIRCUIT

Measuring Transit Costs

COST PER RIDER (CPR) $=$ $$\frac{\text{TOTAL COST OF TRANSIT SYSTEM} - \text{REVENUE FROM FARES \& ADS}}{\text{TOTAL \# OF RIDES}}$$

Over 3mn Rides

(0 Gallons of Gas Used)

Hollywood replaced 3 Buses with 10 Cars

(at lower cost)

$4 > $20

Via/LAMetro CPR = $20+ (with fare)

Circuit SD CPR = $4.32 (with $0 Fare)

RESPONSIVE & RESILIENT

Transportation is an Essential Service

CIRCUIT

Service Contracts Remain Operating

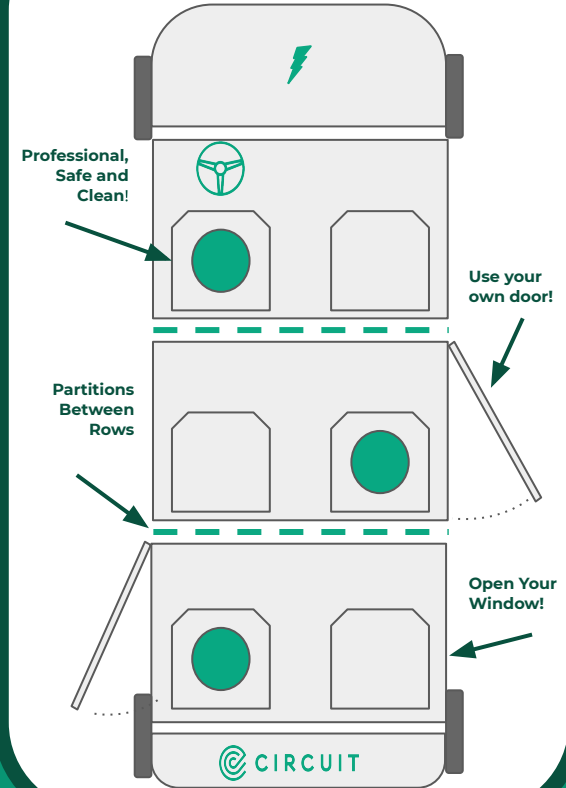**Rigorous Cleaning and Safety Procedures**

Food Deliveries for Florida Food Bank

Shuttles for HealthCare Workers

"Heroes Moving Heroes"

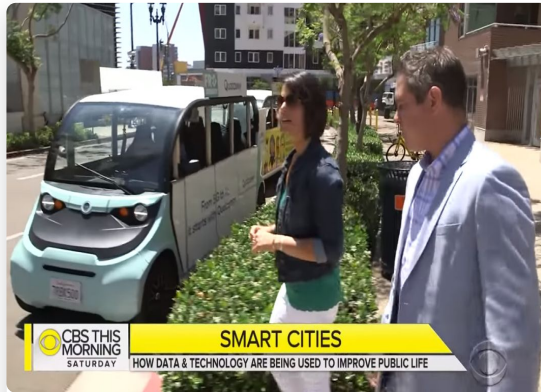

Food Deliveries with Feeding South Florida, Shuttles for Visiting Healthcare workers in New Rochelle.

COVID-Related Benefits

Professional, Safe and Clean!

Use your own door!

Partitions Between Rows

Open Your Window!

CIRCUIT

TRANSIT PARTNERS
Cities, Agencies, Private Developers

Smarter, greener, cheaper than traditional options

Combating congestion, connecting with transit, reducing VMTs and GHGs

First-mile/last-mile connections & Events

DISCOVER THE PALM BEACHES FLORIDA

The City of SAN DIEGO

CIVIC san diego

CITY OF Hollywood FLORIDA

NEW ROCHELLE IDEALLY YOURS

THE GARDENS MALL

SANTA MONICA TRAVEL & TOURISM

IRVINE COMPANY

CIRCUIT

Work With Advertisers To Reduce Costs

Award winning campaigns

Advertising dollars reduce net cost to transportation customers

Promote local businesses

jetBlue   VITA COCO   T··Mobile·   L'ORÉAL   RALPH LAUREN   Corona   Coca-Cola

OUR RIDERS

We Drive Them, They Drive Value

3MM RIDES

Growing user base
More Rides =
Lower Cost Per Rider

DATA

Who, what, when,
where, how often?
Improves Service

REDUCED VMTs

Connections to mass
transit, parking lots,
and nearby attractions
reduce VMTs

CIRCUIT

A BIG IMPACT
FOR ALL STAKEHOLDERS

The Environment

- 3mn Rides, 0 Gas
- EV Adoption
- Promoting Mass Transit
- Reducing Congestion and GHG Emissions
- Transportation is responsible for ⅓ of GHG Emissions - EPA

Communities

- Job Creation - W2, Paid, Trained Employees
- Promoting Local Businesses
- Data for planning
- Low-Cost Options for Cities
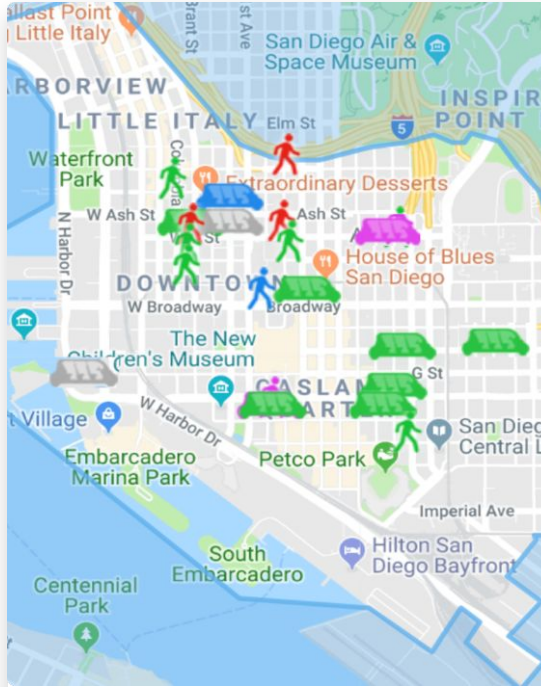- $1 Invested in Public Transportation Results in a $5 Return in Economic Activity - APTA
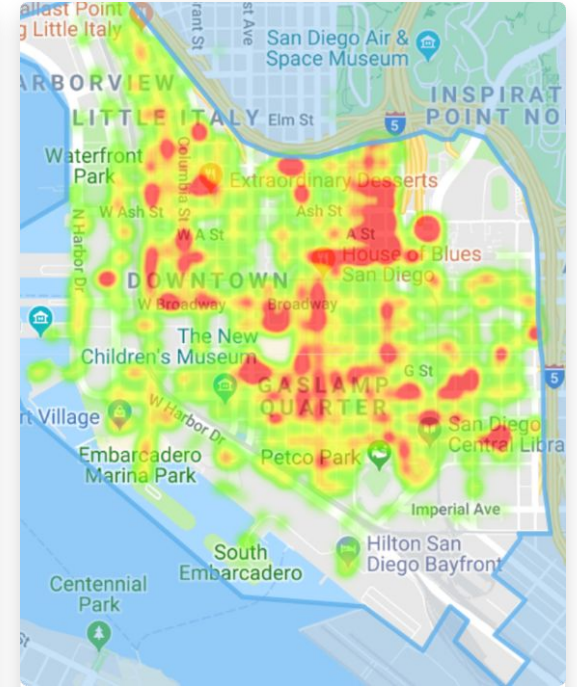
Access & Mobility

- $0 Fare for all
- Connections for commuters, disadvantaged neighborhoods.
- ADA options available
- Access for unbanked users
- Shared Rides, Fewer SOVs

PUTTING DATA TO WORK

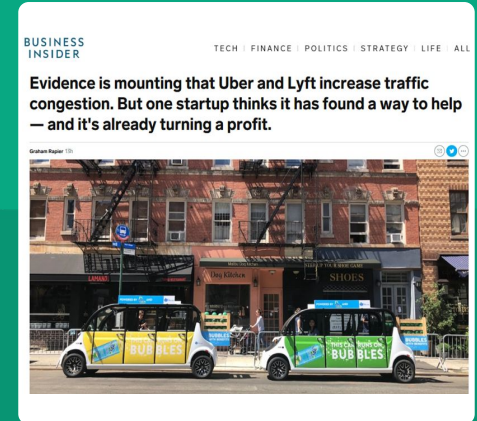# Adjusting fleets, drivers, and hot-spots on demand

Real-time dashboard

Heat mapping rider activity

PROVEN

CIRCUIT

"Vendor must have 3-5 years of experience running fleets of electric vehicles" - City RFP

FAST COMPANY
12-23-19 | WORLD CHANGING IDEAS
How this electric vehicle ride-share company won the trust of cities without 'disrupting' them
Circuit's fleet of 140 electric cars across the U.S. caters to commuters and mall-goers while employing 150 full-time workers—and getting paid by cities.

HOLLYWOOD *Gazette*
CONNECTING YOUR COMMUNITY SINCE 2001
Hollywood New Sun Shuttle Exceeds City's Expectations
By David Volz - October 18, 2019

BUSINESS INSIDER
TECH | FINANCE | POLITICS | STRATEGY | LIFE | ALL
Evidence is mounting that Uber and Lyft increase traffic congestion. But one startup thinks it has found a way to help — and it's already turning a profit.
Graham Rapier 10i

Thank you

Check out our video [here](#).

RideCircuit.com
@ride_circuit

Appendix

HIGHLIGHTS

100% Electric

Over 3 million rides given

National company with local expertise

App created data and smarter systems

A+ rated insurance

Proven and dependable.

150+ cars and flexible local fleets

Creating jobs, not congestion

AWARDS AND RECOGNITION

"Over 1 Million Rides – And May Solve a Problem that Even Uber Can't..." — Business Insider

FAST COMPANY

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Circuit's fleet of 140 electric cars across the U.S. caters to commuters and mall-goers while employing 150 full-time workers–and getting paid by cities.

"This is a proven solution that would immediately benefit transit-limited [city dwellers] and expand access to zero-carbon mobility."— MICAH KOTCH, BMW MINI STRATEGY TEAM

Affiliations

URBAN-X
Built by URBAN US · MINI

LACI

Joules Accelerator
DUKE ENERGY.

CoMotion »

AcceliCITY

CIVSTART

Awards

Clean Air NY
Breathe it in.

UF GATOR 100 #20 The Free Ride

ALONZO 2014
DOWNTOWN SAN DIEGO PARTNERSHIP

aaa
Out of Home Advertising Association of America

2020 Ride Hailing Company of the Year
- Techbreakthrough Awards

NEW YORK POST

BUSINESS INSIDER

Forbes

The New York Times

FOX NEWS channel

National Operations

Where's next?
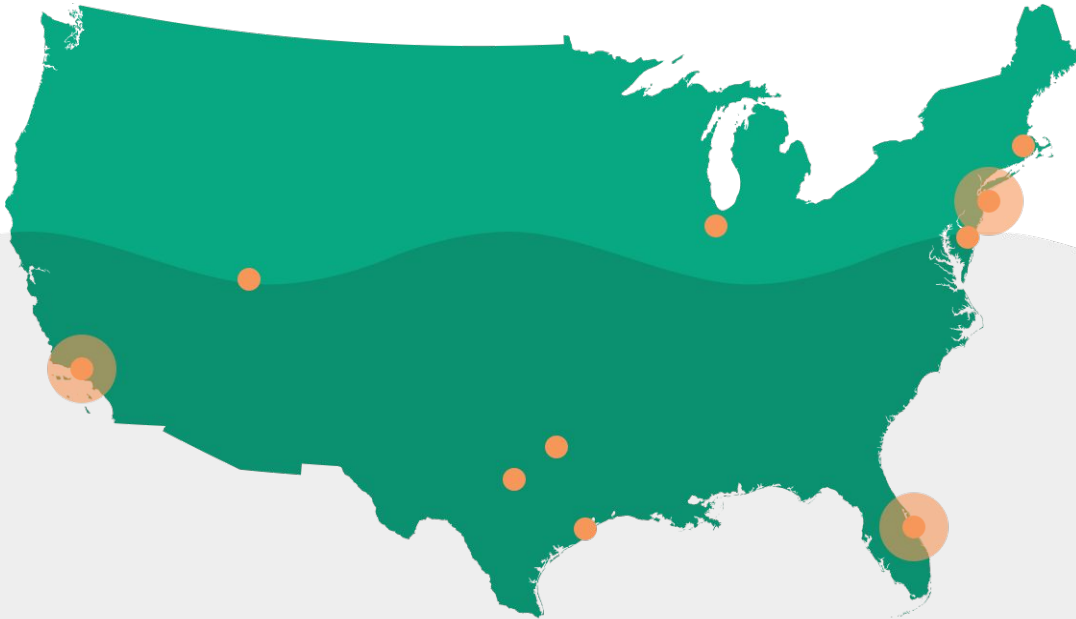
California
Marina Del Rey
Newport Beach
San Diego
Santa Monica
Venice

Texas
Dallas
Austin
Houston

South Florida
Miami
Palm Beach
Ft. Lauderdale
West Palm Beach

Colorado
Denver

Illinois
Chicago

Massachusetts
Boston

New York
Montauk
Southampton
East Hampton
Williamsburg
New Rochelle

New Jersey
Asbury Park
Belmar Beach

VEHICLES

Circuit uses Polaris GEM cars today, but we're 'vehicle agnostic' and ready for AVs & other options.

- ✓ GEM E6 - 2016 and Newer (Made in USA)

- ✓ ADA Options Available

- ✓ Lithium Batteries: 80+ Miles per charge

- ✓ 6 Seaters - Everyone Gets their Own Door.

- ✓ Aftermarket improvements include build-outs, interior iPads, Photobooths, etc.

- ✓ New, All-Weather Options Available and alternate options like Ford XL EVs and Maxwell Motors EVs
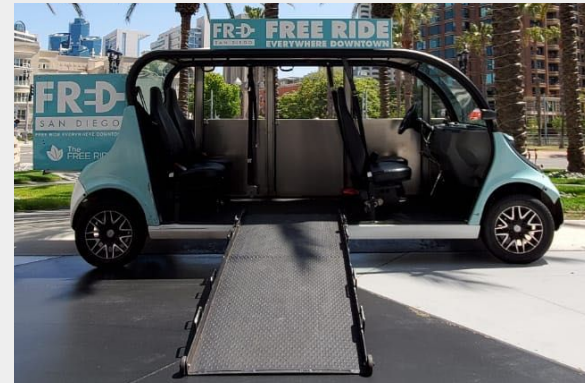
ALTERNATIVE ELECTRIC VEHICLE OPTIONS

Chevy Bolt

Hyundai Kona

Nissan Leaf

Hyundai IONIQ

Tesla Model 3

Ford Transit Van*

*Additional cost

FLEXIBILITY IS KEY

Free vs. Paid Ride

Over the years, Circuit has operated as a fare-free service, which has significantly boosted ridership.

If a fare is desired to reduce costs, Circuit offers flexible options, such as:

- Balancing fares based on ridership
- Dynamic pricing based on location and hours
- Discount codes offer free or discounted fares for select riders
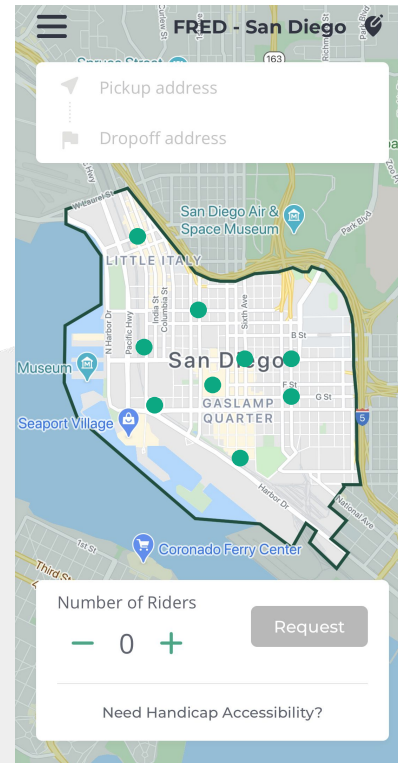
Service Area vs. Fixed Stop

Circuit's proprietary rider app uses geofencing technology to design service areas in which riders can move within.

Alternatively, Circuit can implement fixed stops throughout a service area where riders must be at a predetermined location to request a ride.
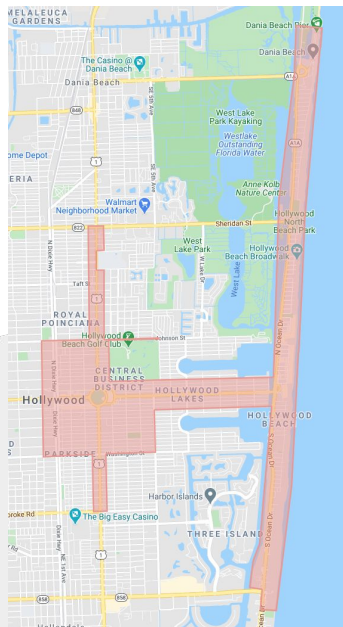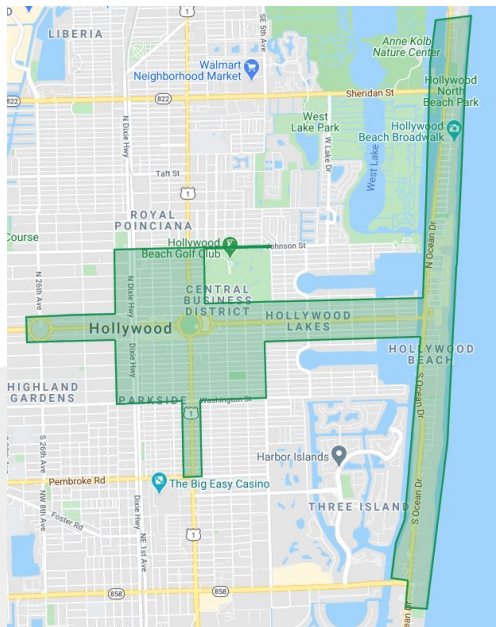

Geofenced

Fixed Stop

FLEXIBILITY IS KEY

Original

Updated

Adjustable Service Area

Circuit's technology allows for flexibility with regards to areas of service, and can be designed as requested with the ability to change on the fly.

Larger service area requires more cars

Adjustable Service Hours

Circuit has the ability to scale service hours based on demand, and determine the optimal number of cars needed based on such demand.

Summer months may require additional vehicles and service hours, winter months may warrant fewer vehicles and fewer service hours.

- More hours decrease cost/car/service hour
- Fewer hours decrease total cost
- Hours adjustable by day, week and time of year

Cities – San Diego, CA

Circuit won an RFP through Civic San Diego for $1.2M annual funding for circulator program - More Here

Goals

- ✓ Increase mobility downtown
- ✓ Reduce carbon emissions
- ✓ Create jobs
- ✓ Help connect to local transit hubs

Results

- ✓ **260k+** annual riders
- ✓ **600+** Daily Riders
- ✓ **6:32** min average wait time
- ✓ **35+** Jobs Created
- ✓ **96.3** Metric Tons = C02 Emissions Saved Yr 1
  City Opted to Expand Program for 2019
- ✓ **93%** of Riders say it makes "Downtown Better"
- ✓ **100%** Demand for Rides: User Adoption Success

CASE STUDY

Cities – New Rochelle, NY

The success of Circuit's New Rochelle service turned the pilot into a full contract - More Here

Goals

- ✓ Help with parking issues at the train station for commuters
- ✓ Make connections to mass transit

Results

- ✓ **9,000+** riders in the first 3 months
- ✓ **33%** of riders use Circuit to connect to the train/bus*
- ✓ **24%** of riders use Circuit to avoid parking issues*
- ✓ **91%** of riders had their first experience in a fully electric car with Circuit

*Based on rider survey

Cities – Hollywood, FL

"Sun Shuttle Exceeds Expectations"
- Hollywood Gazette - <u>More Here</u>

Goals

- ✓ Exceed ridership numbers of the Hollywood Trolley
- ✓ Reduce carbon emissions
- ✓ Provide a convenient service for locals & visitors

Results

- ✓ **13,000+** riders per month
- ✓ Replaced the Trolley, while **saving the city money**
- ✓ **18+** jobs were created
- ✓ **42%** of riders use Circuit to avoid driving their personal vehicle a short distance*
- ✓ **93%** of riders would like to see more Circuit cars added in Hollywood*
- ✓ Success of the program, led to more shuttles being added to the area

*Based on rider survey

Flexible Services Offer More

Pivoting the service based on community needs during COVID-19

As communities sheltered in place, Circuit quickly adapted to provide service where it was needed the most...

Food Deliveries

On the weekends, our Hollywood Circuit team started working with Feeding South Florida to deliver groceries for residents in need.

Helping Heroes

In New Rochelle, we teamed up with 511NYRideshare, The City and Montefiore Hospital to offer shuttles for the visiting healthcare workers to get them to and from work.

Guest Services

Circuit operates circular shuttle throughout Newport Center in Newport Beach, CA

Goals

- ✅ Offer free transportation throughout Newport Center to employees and customers
- ✅ Use data gathered to analyze where customers are coming from

Results

- ✅ First month of program saw over 12k riders
- ✅ Helped to ease parking issues that plagued Newport Center in the past
- ✅ Helped collect valuable data for property management and tenant marketing purposes

IRVINE COMPANY

Special Events

Circuit partnered with the PGA to provide on and off course shuttle services

Goals

- ✓ Provide shuttle services to move within golf course and between parking lots and entrances
- ✓ Improve fan experience
- ✓ Generate attention for participating sponsor

Results

- ✓ Ongoing partnership for 3+ years
- ✓ Positive press
- ✓ Plans to expand services to additional tournaments

Community Engagement

Circuit worked with Vita Coco to run a summer pilot program in NYC

Goals

- ✅ Get noticed by offering an eco-friendly service to the community
- ✅ Offer samples of new product
- ✅ Align service with nearby events the brand is involved with

Results

- ✅ **400+** Riders Per Day
- ✅ **10,000+** Samples Delivered
- ✅ Used pilot data for potential state-funded program
- ✅ Winner of Media Plan of the Year by OAAA