



Transportation Services

Pick-up/
Drop-off



TRANSPORTATION IS RAPIDLY EVOLVING

BUT EFFECTIVE
SHORT-RANGE
OPTIONS REMAIN
LIMITED



THE FIRST-MILE, LAST-MILE PROBLEM



35%

of vehicle trips are under 2 miles

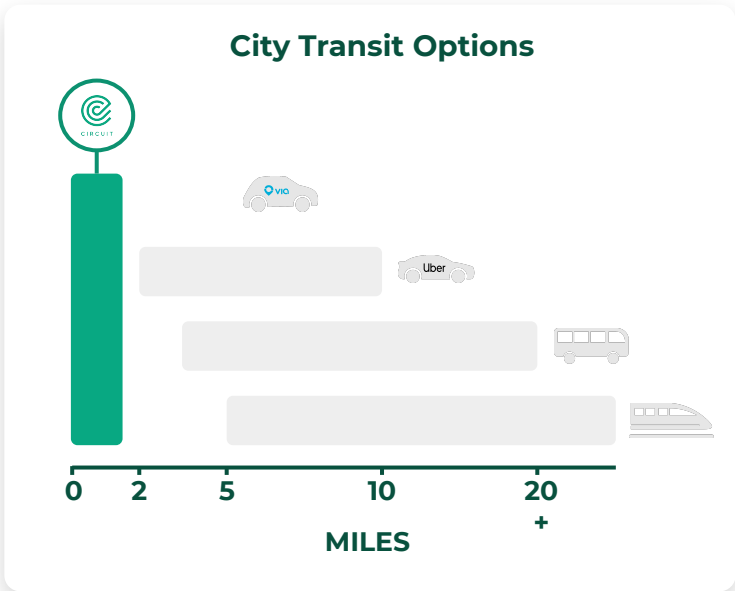


Looking for parking accounts for 30% of congestion — Shoup



Traffic is worse than ever

increasing emissions and decreasing productivity



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

Lack of Solutions

NEW IDEAS. LIMITED USES



Autonomous Vehicles (AVs)

Are costly and not ready
...but we're ready for them



TNCs / Rideshare

Increase traffic by
160% in major cities
— Schaller

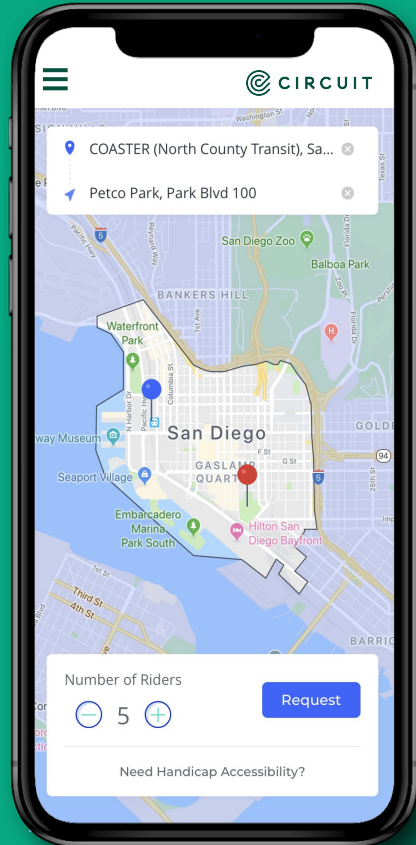


Scooters/Bikes

Are not accessible
for everyone

Tech-Enabled Services

A Simple Solution That Works



- 1 Use the app to request a ride or wave us down
- 2 Driver confirms they are on the way
- 3 Get a free ride anywhere within coverage area

✓ 100% electric cars

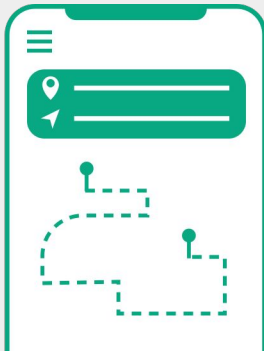
✓ Data makes it smarter

✓ Free to ride

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.



GEOFENCED
COVERAGE AREA



HOW CIRCUIT CAN HELP

Riders Really, Really Love Us



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

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

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**



BRAND PARTNERS

Work With Advertisers To Reduce Costs



**Award winning
campaigns**



**Advertising dollars reduce
net cost to transportation
customers**



**Promote local
businesses**

jetBlue



T-Mobile

L'ORÉAL

RALPH LAUREN

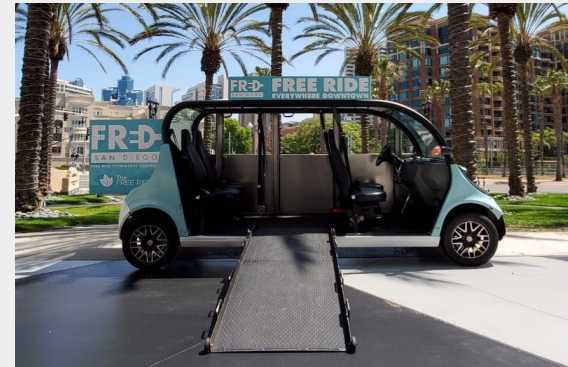


Coca-Cola

VEHICLES

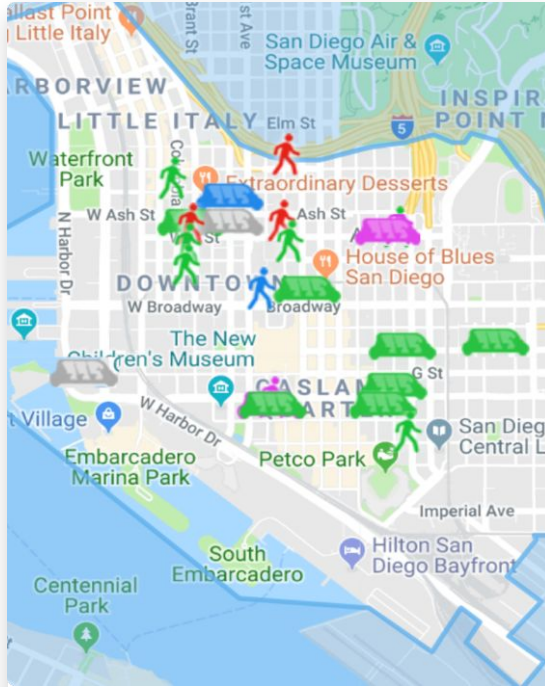
While Circuit uses all GEM (Polaris) cars today, the services are built so that the vehicles are interchangeable and ready for AVs

- ✓ GEM E6 - 2016 and Newer (Made in USA)
- ✓ ADA Options Available
- ✓ Lithium Batteries: 80+ Miles per charge
- ✓ 6 Seaters
- ✓ Aftermarket improvements include build-outs, interior iPad/ Video Ads, Photobooths, etc.
- ✓ New, All-weather options include windows and heaters

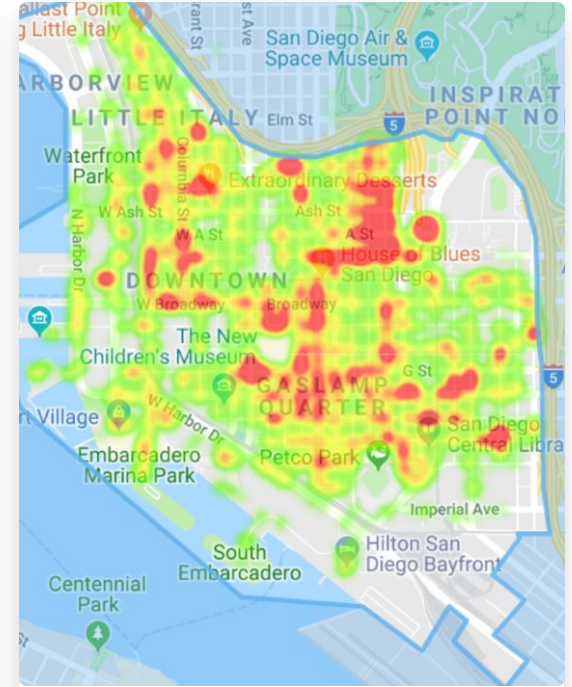


**PUTTING DATA
TO WORK**

Adjusting fleets, drivers, and hot-spots on demand



**Real-time
dashboard**



**Heat mapping
rider activity**

How We Stack Up

		Chariot & Via	Uber & Lyft	AVs	Scooters & Bikes	Trolley
FREE	✓			✓		
SAFE	✓	✓	✓			✓
QUALITY JOBS	✓					✓
CITY SUPPORT	✓	✓		✓		✓
ECO-FRIENDLY	✓				✓	
REDUCE CONGESTION	✓				✓	
ADVERTISING SALES	✓					
AVAILABLE TODAY	✓	✓	✓		✓	✓
AVAILABLE FOR EVERYBODY	✓	✓	✓			✓



Thank you

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.

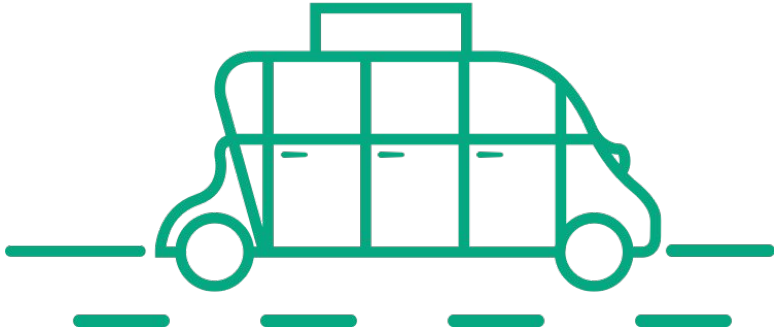


150+ cars and
flexible local fleets



Creating jobs,
not congestion

HOW CIRCUIT CAN HELP



20+
Locations

150+
Cars

Circuit started as a simple solution to local congestion

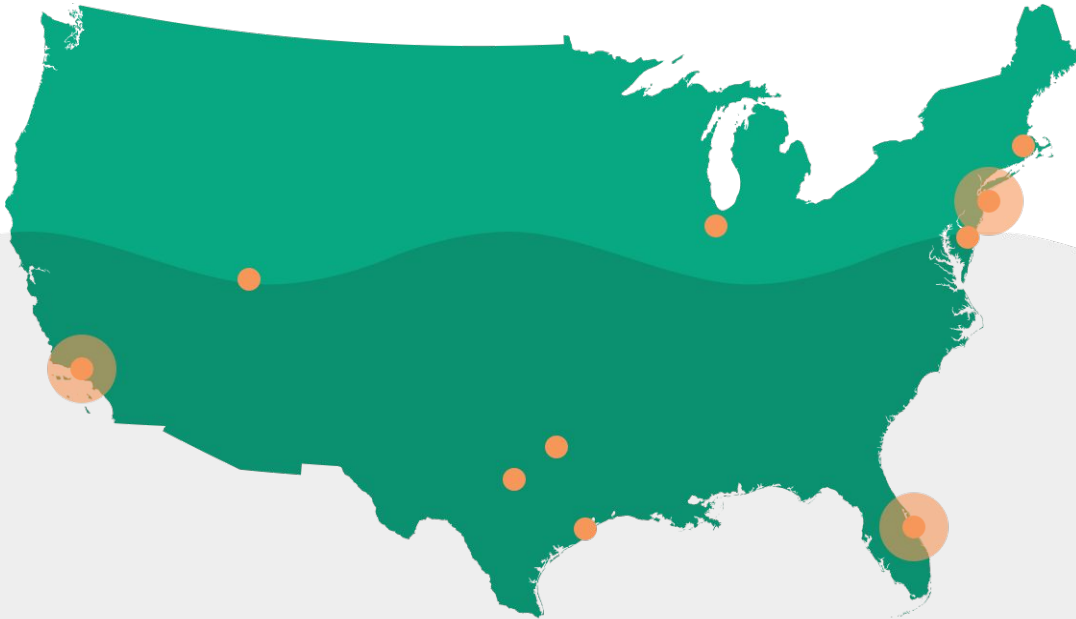
↓ 500k+ VMTs / yr

Now, Circuit is growing in cities from New York to California

↓ 380+ metric tons GHG / yr

National Operations

Where's next?



California

Marina Del Rey
Newport Beach
San Diego
Santa Monica
Venice

Colorado

Denver

Illinois

Chicago

Massachusetts

Boston

Texas

Dallas
Austin
Houston

New York

Montauk
Southampton
East Hampton
Williamsburg
New Rochelle

South Florida

Miami
Palm Beach
Ft. Lauderdale
West Palm Beach

New Jersey

Ashbury Park
Belmar Beach



AWARDS AND RECOGNITION

“Over 1 Million Rides – And May Solve a Problem that Even Uber Can’t...”

— Business Insider

“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



Press



Awards



CASE STUDY

Cities – San Diego

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



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
- ✓ **110.5** Metric Tons = CO2 Emissions Saved per Year
- ✓ **145k+** VMTs saved per year
- ✓ City Opted to Expand Program for 2019
- ✓ **93%** of Riders say it makes “Downtown Better”
- ✓ **100%** Demand for Rides: User Adoption Success

CASE STUDY

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

CASE STUDY

Special Events

Circuit operated branded shuttles at Qualcomm Stadium

Goals

- ✓ Replace existing shuttle with eco-friendly option
- ✓ Improve fan experience
- ✓ Generate attention for participating sponsor

Results

- ✓ 4x increase in ridership
- ✓ Positive press
- ✓ 2 year extension



CASE STUDY

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