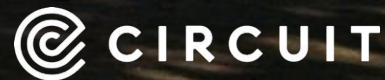


Transportation Services

Bellevue • WA



TRANSPORTATION IS RAPIDLY CHANGING

But the First / Last-Mile Gap Is Still a Big Problem



Autonomous Vehicles (AVs)

are costly and not ready
for public use but Circuit
is ready for them



TNCs / Rideshare

increase traffic by
160% in major cities
— SCHALLER



Scooters

are not accessible
for everyone

CLOSING THE GAP



60%

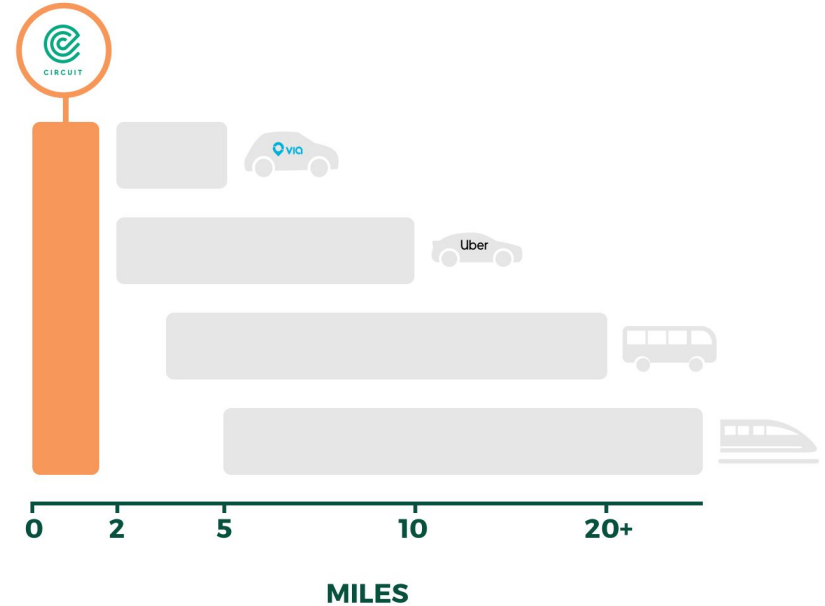
of vehicle trips
are under 5 miles



Circuit

serves small, geofenced
locations in busy
downtown areas.

CITY TRANSIT OPTIONS



THE PROBLEM

**Traffic is
worse than it's
ever been and
only getting
worse**



Looking for parking accounts
for 30% of congestion
— SHOUP



Few transit options focus on 0-3 miles
causing first/last mile gaps around
transit hubs and deterring ridership



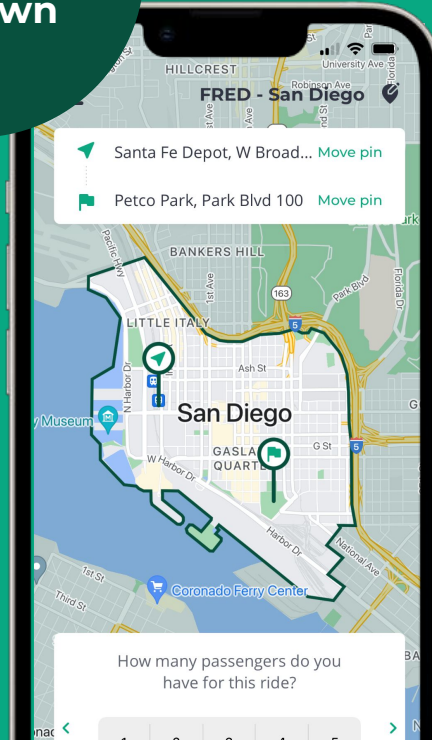
76.3% of commuters drive
themselves to work



TNCs crowds streets with
independent contractors and
pull people from mass transit

A Simple Solution That Really Works

Request rides
on app or wave
us down



Geo-fenced
coverage areas

- 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 service area



100%
electric cars



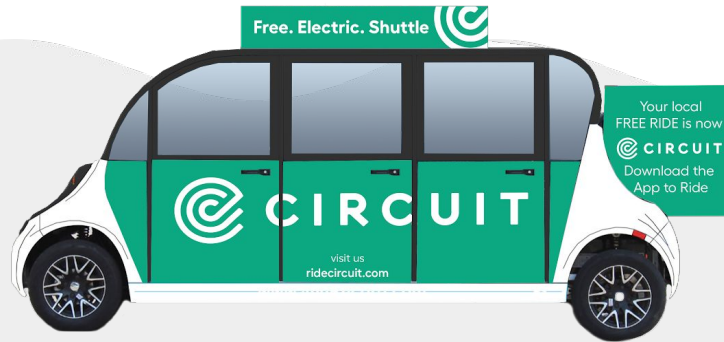
Data makes
it smart



Free to
ride

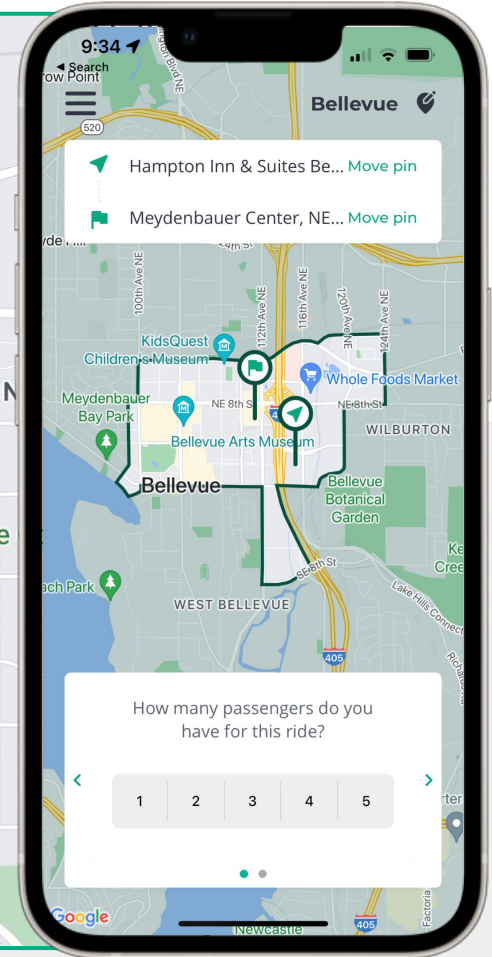
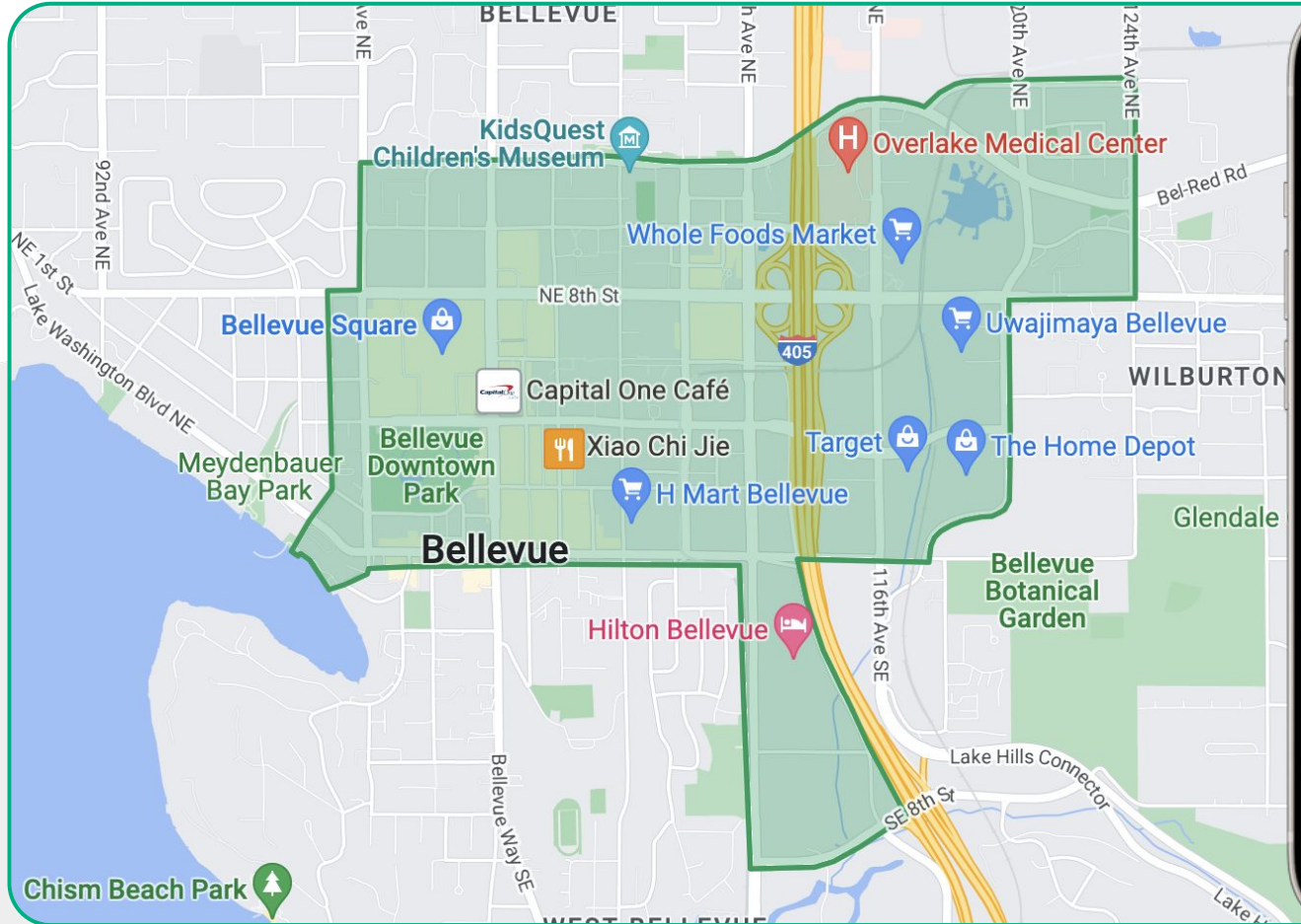
VEHICLES

While Circuit has historically used the Polaris GEM e6 vehicle, our service is built so that the vehicles are interchangeable and ready for AVs



- ✓ GEM E6 - 2020 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 including sedans and 100% electric vans

Bellevue Service Area



BellHop Costs

	Pilot Service	Extension	Notes
Cars	8	8	
Program Length (months)	5	15	May - September 2023 // October 2023 - December 2024
Daily Operating Hours	12	12	Mon-Fri 9am-9pm Sat - Sun 10am-10pm
Monthly Fixed Cost	\$28,668	\$28,668	
Hourly Vehicle Cost	\$20.93	\$20.93	Hourly rate changes with any change of operating hours
Total Gross Cost	\$373,908	\$981,715	All programs adjustable.
Visit Bellevue Investment	\$383,508	\$375,000	Total includes vehicle wraps and marketing
Sponsorship Cost Needed	\$0	\$606,715	

Circuit's services are adjustable by car, hours and/or days. These costs can be adjusted and negotiated

- Costs include cars, drivers, app, parking, charging, insurance, maintenance, etc.
- If desired, advertising revenues can reduce net-costs
- ADA options also available

TRANSIT PARTNERS

Cities, Agencies, Private Developers



**Better, greener, cheaper
than traditional options**



**Combating congestion,
connecting with transit,
winning RFPs**



**First-mile/last-mile
connections**



OUR RIDERS

We Drive Them,
They Drive Value



5MM RIDES

Growing user base



DATA

Who, what, when,
where, how often?

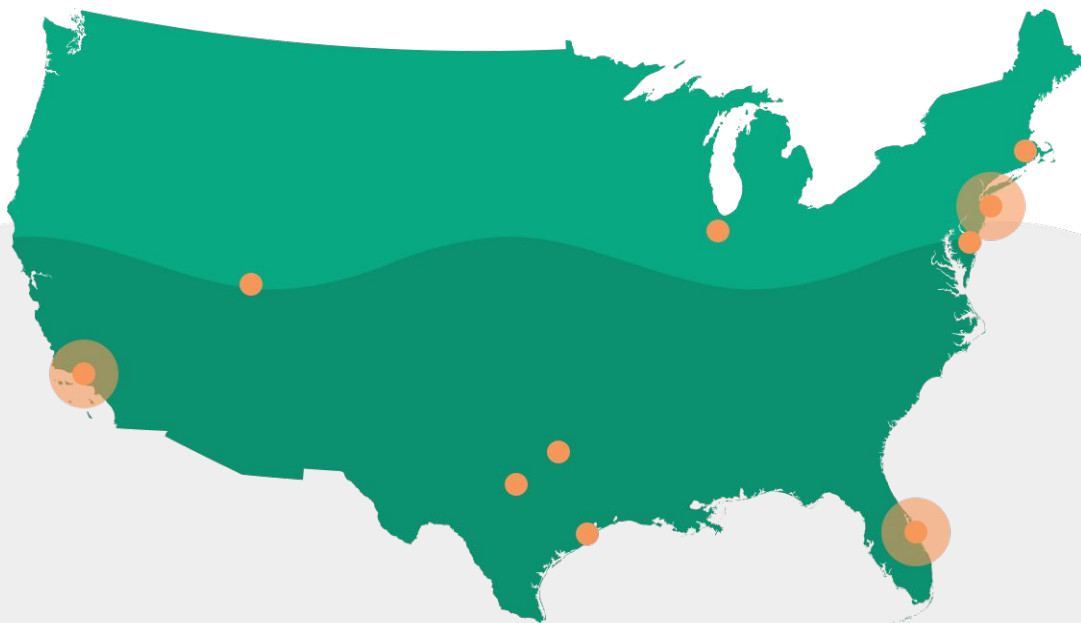


REDUCED VMTs

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

National Operations

Where's next?



California

Culver City
Chula Vista
Huntington Beach
Inglewood
Leimert Park
Marina Del Rey
Newport Beach
Oceanside
San Diego
Santa Monica
Venice

Colorado

Denver*

Illinois

Chicago*

Massachusetts

Boston*

New Jersey

Ashbury Park
Belmar Beach

New York

East Hampton
Montauk
New Rochelle
Southampton
Williamsburg

South Florida

Ft. Lauderdale
Hollywood
Miami
Palm Beach
Pompano
West Palm Beach

Texas

Austin
Dallas
Houston
West Dallas



Thank you

RideCircuit.com
@ride_circuit





Appendix



HIGHLIGHTS



100% Electric



**Over 5 million
rides given**



**National company
with local expertise**



**App created data and
smarter systems**



**A+ rated
insurance**



**Proven and
dependable.**
Executive team with
combined 50+ years experience



**150+ cars and
flexible local fleets**



**Creating jobs,
not congestion**

AWARDS AND RECOGNITION

“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



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

- ✓ **200k+** annual riders
- ✓ **600+** Daily Riders
- ✓ **6:32** min average wait time
- ✓ **35+** Jobs Created
- ✓ **96.3** Metric Tons = CO2 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

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

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

CASE STUDY

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

