



Swift Rails is a new type of on-demand transit that is 5x faster and 40x cheaper than conventional light-rail.

[Please click here to view our 55 second video](#)

# Cautionary Notes

## ***Forward-looking Statement Disclaimer***

This presentation contains “forward-looking statements” within the meaning of the term set forth in the Private Securities Litigation Reform Act of 1995. The forward-looking statements include statements or expectations regarding management’s ability to position the Company to fulfill its significant potential for future growth and profitability, the Company’s ability to successfully complete the demonstration project at Clarkson University, the Company’s ability to implement its technology in full-scale applications, the Company’s ability to fund its operations, the Company’s expansion to other projects, the Company’s ability to foster and develop relationship with entities in the transportation space, expectations relating to the Company’s performance and effectiveness of its leadership teams expected to work in transportation markets, ability to compete well in transportation markets, and other related matters. These statements reflect the Company’s current views of future events and financial performance and are subject to a number of risks and uncertainties, including its ability to raise enough capital to fund its operations and complete the development of its technology, ability to implement strategic initiatives and business plans. Actual results, performance or achievements may differ materially from those expressed or implied in the forward-looking statements. Additional risks and uncertainties that could cause or contribute to such material differences include, but are not limited to, decreased economic activity relating to Covid-19, the loss of pending or future bids for new business, termination of vendor or partner relationships, cost increases and project cost overruns, unforeseen schedule delays, poor performance by its subcontractors, cancellation of projects, competition, failure to attract and retain highly-qualified personnel, changes in the economic and social and political conditions in the United States.

Other important factors that may cause actual results to differ materially from those expressed in the forward-looking statements are discussed in the Company’s filing with the SEC. Any forward-looking statement speaks only as of the date of this presentation. Except as may be required by applicable law, the Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, and you are cautioned not to rely upon them unduly.



# World's 2<sup>nd</sup> Largest Market (Transportation) Has Problems

## **Largest single source of carbon**

- 5.8 gigatons annually

## **It's dangerous**

- #1 cause of death of 5 to 29-year olds

## **Traffic wastes time and resources**

- 8.8 billion hours (1 million years!) annually in the U.S. alone
- Then you have to find a place to park

## **Number of vehicles is doubling every 20 years**

- Running out of space for roads and parking

## **Transit should be the solution, but it's not working**

- Prohibitively expensive, decade long projects
- Slow, inconvenient and uncomfortable



# Our Solution is a Better Way to Travel...

## **5 Times Faster**

On-demand, no wait

## **Comfortable**

Private vehicle, first class seat



## **1, 2 & 4 Passenger Vehicles**

## **Exceptionally Safe**

1,000+ times safer than cars

## **Select Your Destination, Relax and it Takes You Right There**

No traffic, no parking, no waiting at other stops



# ...and A Better Solution For Cities

## Solving Major Mass Transit Problems

40X cheaper than conventional transit

Zero emissions – exceptionally efficient

Built in months not years

Elevated 12-15ft above traffic and everything else

Resilient

Tiny footprint - sustainable

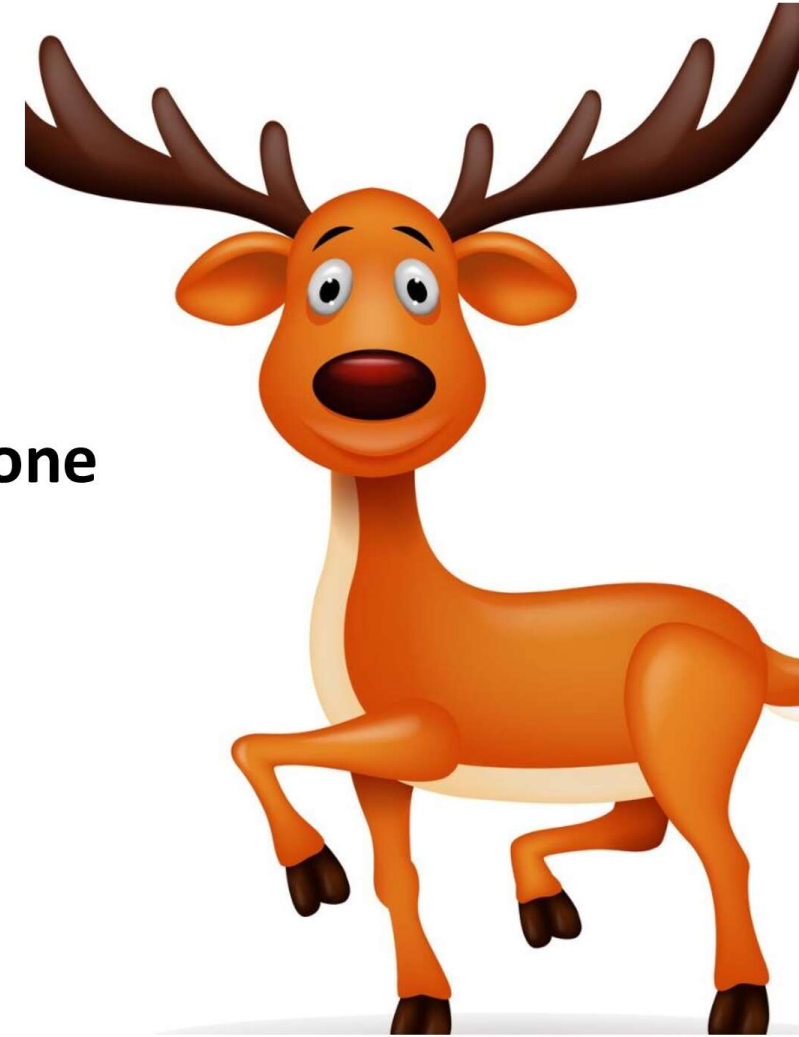
MaaS<sup>1</sup> friendly (great complement to Uber, Lyft, etc.)



# We Like it Too!

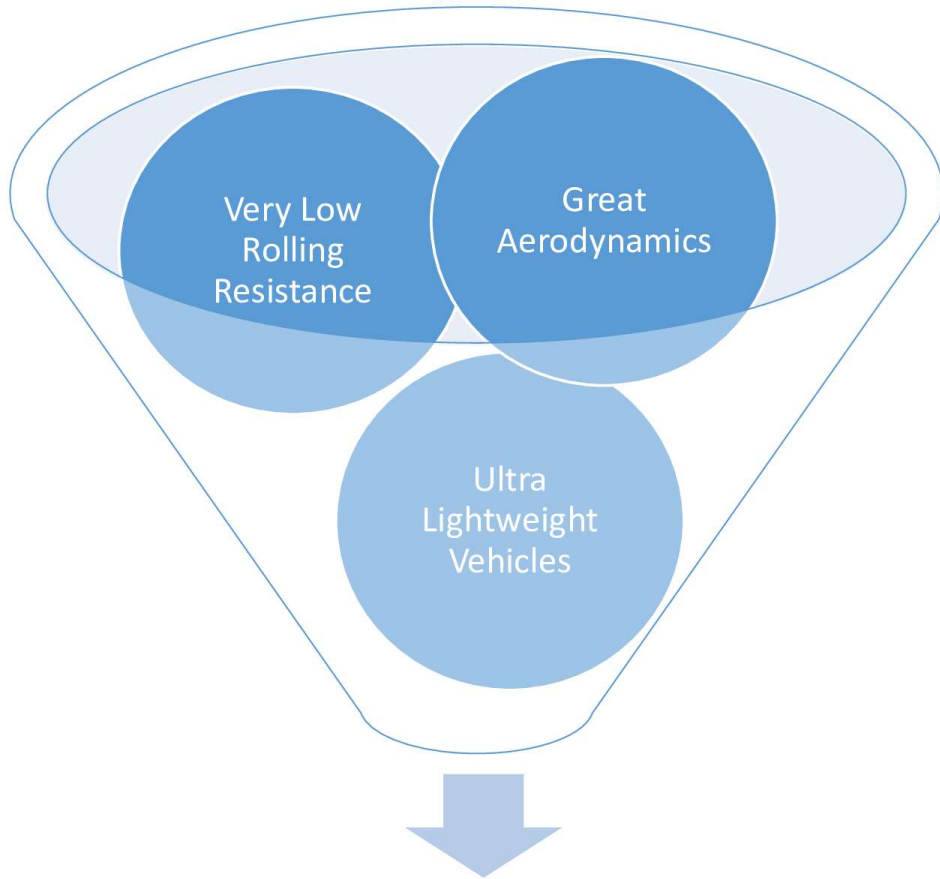
**1,000,000 Animals per Day are Killed on U.S. Roads Alone**

Our elevated rails have no at-grade crossings, eliminating collisions with everything on the ground





# Superior Design



## Very low rolling resistance

- Hard polyurethane wheels rolling on tubular steel track
- Vehicle and passengers can be pushed with one finger!

## Great aerodynamics

- Low drag coefficient and small frontal cross-sectional area

## Ultra lightweight vehicles

- 8x lighter than average car
- 134x lighter than average light rail car

## Extremely energy efficient vehicles

- 100 mph speed possible at 5hp
- Faster acceleration for the energy expended
- Light weight (lowest-cost) elevated rail

# On-Demand Transit

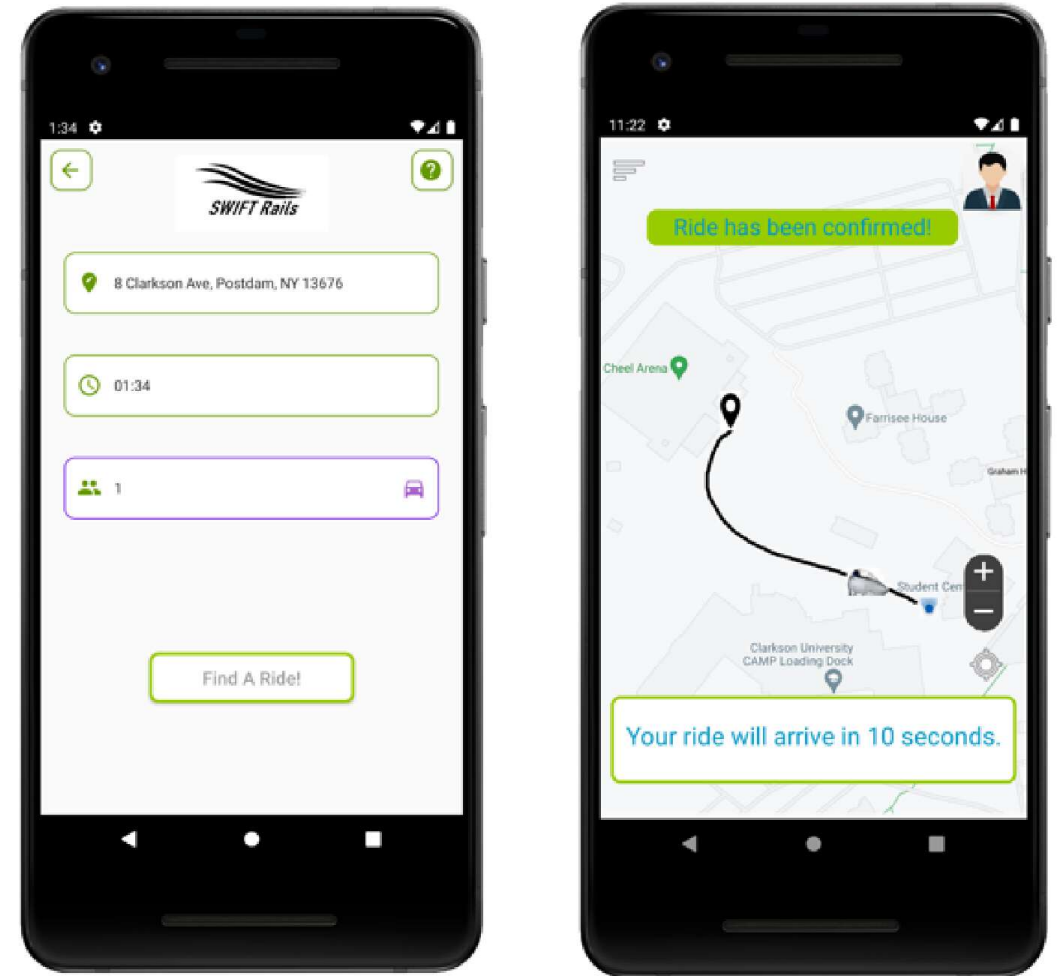
## Hail via app like an Uber

## Choose from multiple vehicles

- 1, 2 or 4 passenger
- Customized or specialized (VIP, freight, etc.)

## Priority traffic

- For emergency use
- Premium passengers



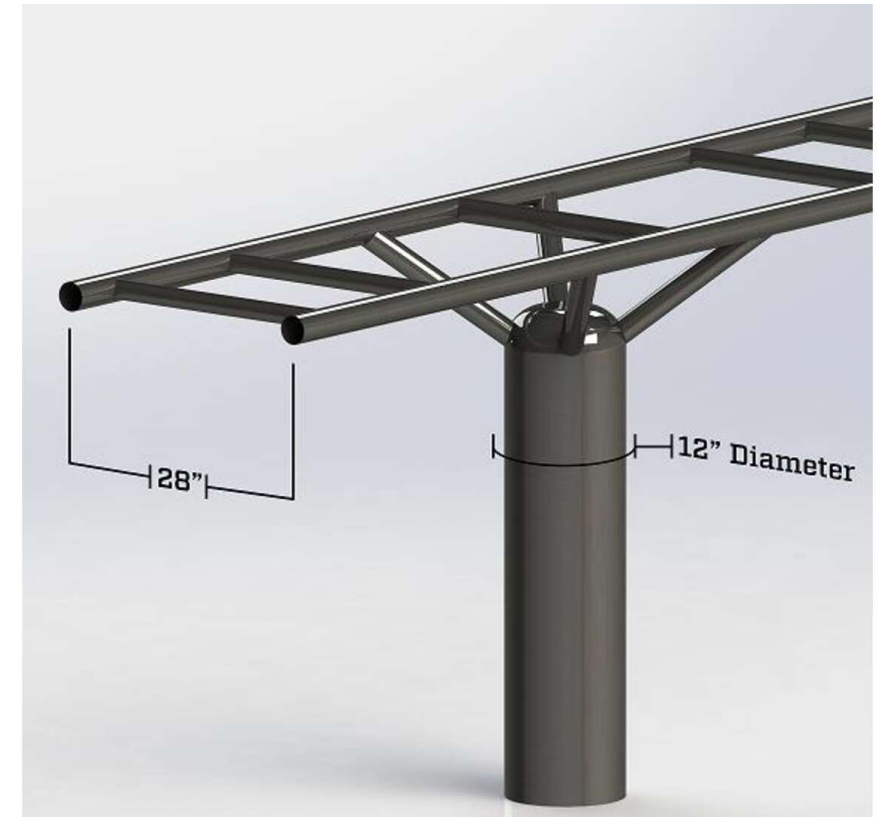


# Minimal Footprint

Many downtowns devote over 50% of real estate to roads and parking

**Uses 400 ft<sup>2</sup> per mile vs. 116,000 ft<sup>2</sup> for roads**

**Reduce need for additional parking**



# Environmentally Friendly

Transportation is the largest source of GHG – 5.8 gigatons annually

2016 IEA

## Zero greenhouse gases

- Very energy efficient, 500+ mpge
- Electric vehicles powered by renewable energy

## Low noise

## Small footprint





# Designed for Safety

No at grade crossings

One-way-only travel

Vehicles locked onto elevated rails

We control all vehicles on the system



# \$600 Billion Transit Market has Lacked Extreme Innovation

*Cars are undergoing a revolution and it's time transit did as well*

**400,000 lbs**



**VS**

**600 lbs**

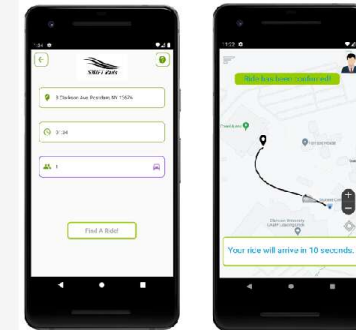


**Confusing maps, transfers and schedules**



**VS**

**Simple - direct travel on-demand**



**Our elegant solutions to these and other issues will *EXPAND* transit use**



# Changing the Transit Equation

	Conventional Transit	<i>SWIFT Rails</i>	Improvement <sup>2</sup>
All-in Capital Cost Per Mile <sup>1</sup>	\$40 million to \$2.0 billion <sup>3</sup>	\$6 million to \$12 million	7 to 167 times cheaper
Construction Start to Finish	5-7 years +	Built in months	7 times faster
Disruption Time Per Street Crossing	6 months to 2 years	8 hours	1,300 times faster
Ongoing Maintenance Cost to Public	Significant operating subsidy required	None; operates profitably	Infinitely better
Trip Time	Stops at everyone else's stop	Point to point (your stop only)	5 times faster
Emissions	Low	Zero	Very substantial
Applicable Terrain	Very limited	Its nimble, build almost anywhere	Expands how transit is applied
Flexibility	Very difficult to expand	Easy to add stops, expand lines	Everyone can connect
Affordability	Only large cities can afford	Small cities, large campuses, venues	Enables widespread adoption

1. All-in Capital Costs Per Mile includes two-way track and all vehicles

2. Percentage calculations taken from midpoints; 10 months used for "Start to Finish"

3. MacKechnie, Christopher. "How Much Do Rail and Transit Projects Cost to Build and Operate" ThoughtCo, Aug. 22, 2019, <https://www.liveabout.com/rail-transit-projects-costs-2798796>

# We'll Expand the Transit Market by Bringing it to Small Cities

*Our low capital cost and profitable operation create self-funding systems.*

Due to cost, 95% of suitable cities do not have transit systems

**Market: ~4,200 cities<sup>1</sup>**

Potential System Design and Development:  
**~\$528 billion<sup>2,3</sup>**

Potential *Annual Recurring Fare Revenue*:  
**~\$154 billion<sup>2,3</sup>**

1. Core market covers "traditional" type transit and does not include applications for campuses, tourist areas venues, custom lines, real estate development opportunities

2. Assumes 4,000 small cities, 30 3-mile lines per city, 42,000 boardings per weekday, \$3.00/ride, 270 days/year

3. Assumes 200 large cities, 45 4-mile lines per city, 108,000 boardings per weekday, \$3.00/ride, 270 days/year

# Quickly Profitable, Highly Scalable

*Substantial recurring revenue & margins expand as systems expand*



## **Build and expand the systems**

**Design & Construction Fees**

Good gross margin



## **Operation of systems**

***Recurring Revenue***

Even better gross margin

Profitable at low volume – highly profitable at scale

Systems can be individually financed by outside capital

- Profitable operation enables stand-alone financing for each project

**Recurring revenue is key**

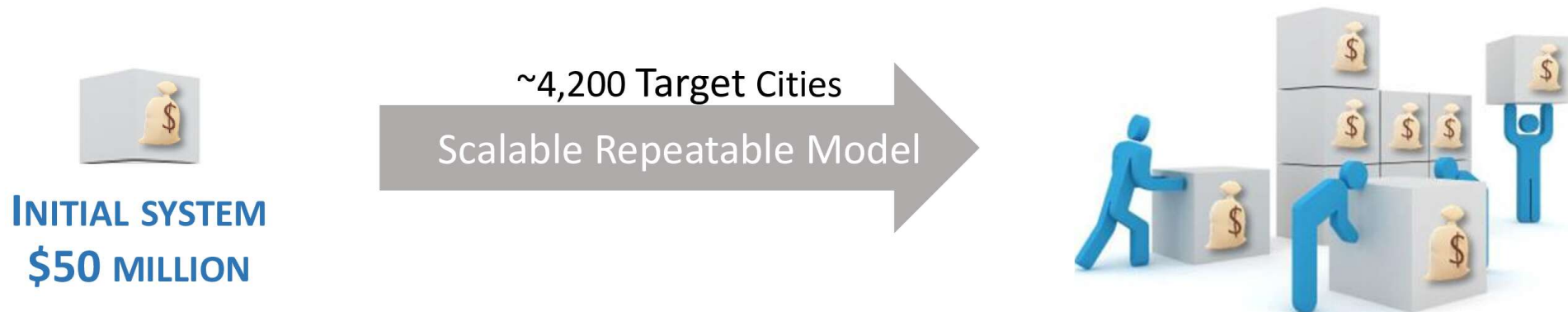
- Operating fees are sticky high margins in perpetuity
- Systems will expand organically, funded by demand



# Short Path to Big Returns

*We do not sell \$25 widgets – our large individual sales fuel rapid growth*

# of Initial System Sales*	One-time Construction Revenue*	Recurring Operations EBITDA*
2	\$ 100 million	\$ 6.2 million
20	\$ 1.0 billion	\$ 67.3 million
50	\$ 2.5 billion	\$ 190.1 million



# Increasing Traction in Sales Pipeline

With limited marketing to date, our sales pipeline continues to grow to *approximately \$200 million of good to excellent opportunities*

Project Category*	Description	Category Value	Number of Customers
1	excellent sales potential	\$90 million	2
2	good and developing sales potential	\$107 million	3
3	interested and qualified sales prospect	Not quantified	6



**\$1.2 Trillion infrastructure bill perfectly timed to fuel rapid sales growth**

# A \$5 Trillion Market Undergoing Transformation

Capital is flowing into transportation solutions as investors recognize historic opportunity with transportation innovators

	 <b>UBER</b>		 WAYMO	 TESLA MOBILITY <sup>1</sup>	23 mobility startups with \$1 Billion+ valuation in 2021 <sup>4</sup>
Founded:	March 2009	June 2012	2009	Announced 2016	
Approximate valuation:	\$72 billion <sup>2</sup>	\$15 billion <sup>2</sup>	\$30 billion <sup>3</sup>	\$42 billion <sup>1</sup>	

1. Morgan Stanley's estimated valuation of the mobility unit within Tesla as of October 2020. "Tesla Mobility" is not a stand-alone company.

2. As of February 15, 2021

3. June 2021, Waymo raised \$2.5 billion at an estimated \$30 billion valuation

4. Startups in the Travel & Mobility Tech context with a billion-dollar company valuation; 23 of those in ride-hailing, ride-sharing, autonomous and electric vehicles ( <https://tnmt.com/lists/unicorns/> )



# We Fit The Goals of the New Infrastructure Bill

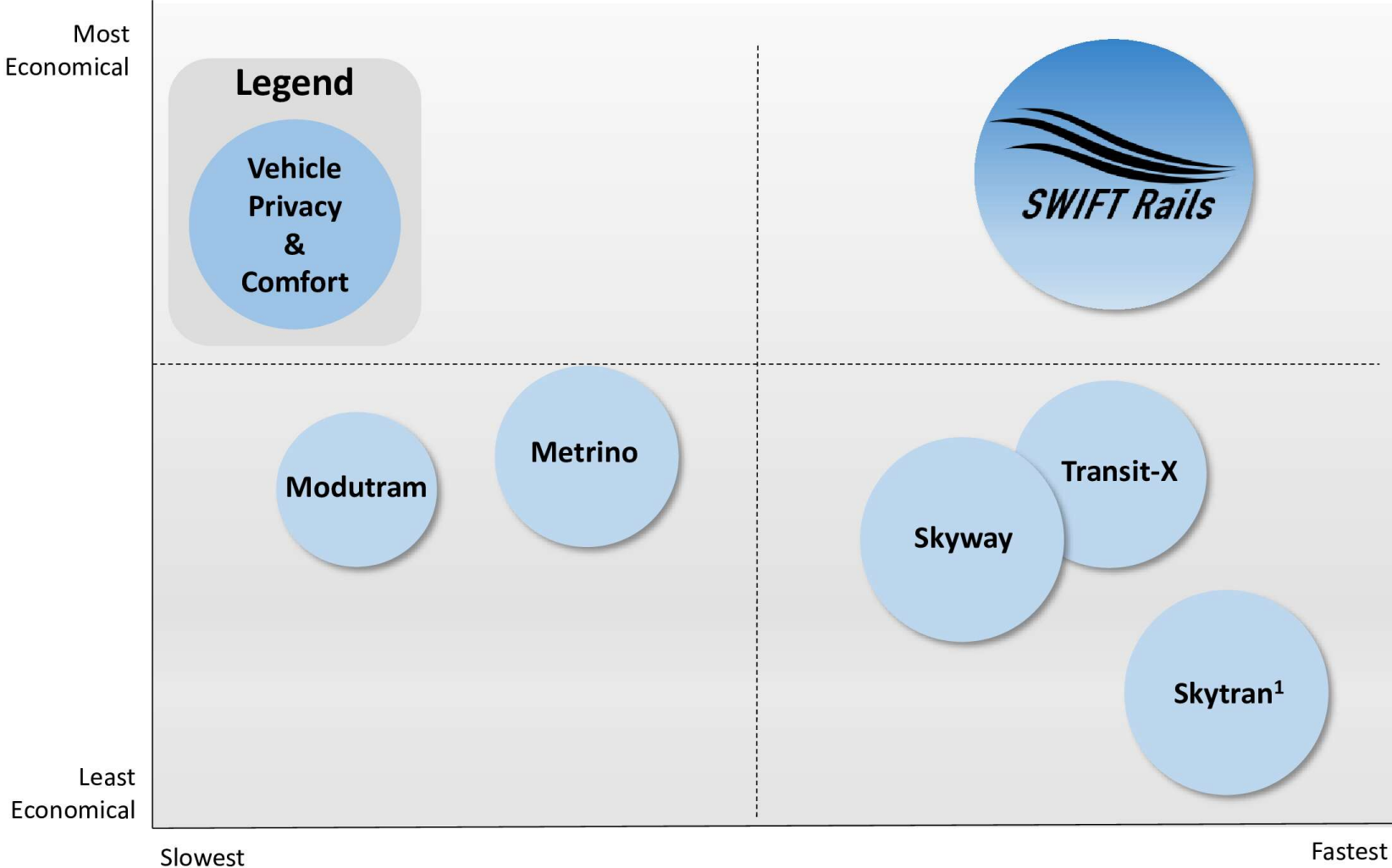
- ✓ Climate change – zero emissions
- ✓ Expand transit at lower cost and greater rider benefits
- ✓ Build America Buy America
- ✓ Innovative solutions
- ✓ Reduce wildlife collisions
- ✓ At risk coastal areas (elevated) and resiliency (COVID variants)
- ✓ Alternative financing and public private partnerships

And more...



# Huge New Space - No Established Competition

*SWIFT Rails has the best design and the lowest costs*



## Our big key advantages:

- Passenger focused design, “first-class” comfort; privacy
- Engineered for high performance and low cost
- Small, flexible footprint
- Very strong team with proven experience selling to MPOs, governments, universities and international markets

**Others see the opportunity,  
none are well established**

# Seasoned Executive Team



## **Chief Executive Officer– Kevin Neumaier, PE**

Previously CEO of a \$169M publicly traded global environmental and engineering consulting company  
Led 1,600 global employees with projects in over 100 countries to record-setting revenue and profitability  
Designed a ride-sharing program that was sold to 42 U.S. transit agencies and MPOs



## **Chief Design Officer – James Enright**

Quick taking theories to design physical products, excellent manufacturing knowledge  
Wide range of vehicle systems experience, including electric and hydraulics



## **Chief Operating Officer – Tony Gale, MBA, PMP, ITIL**

Experienced in all aspects of transportation hardware, software and SaaS for Transit  
Successfully scaled a ride-sharing startup offering services to over 10 million people



## **Chief Financial Officer – Daryl Anderson, CFA**

Experienced with complex financial structures and financial risk management  
Former investor relations and business advisor to multiple publicly traded firms



## **Chief Safety Officer – Mark Cotter, CSP, CIH**

Over 30 years of global Environmental, Health and Safety experience  
Permitting expert at federal, state and local level

**Globally recognized  
sustainability experts**

**Successfully scaled a  
transportation start-up**

**Extensive transportation  
experience**

**Experience doing business in  
over 100 countries**

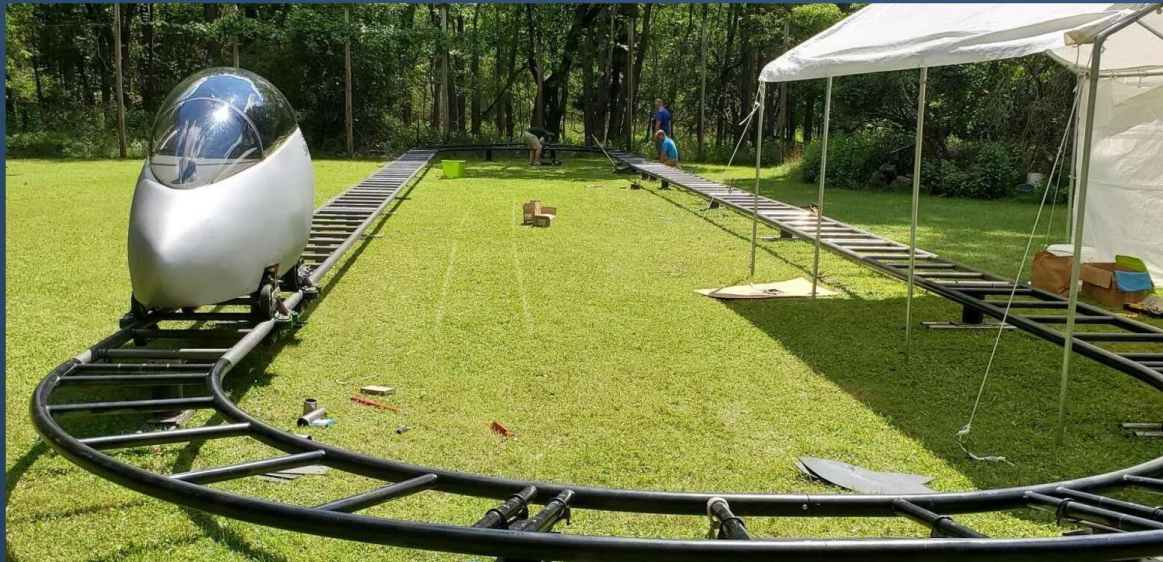
**Successfully led large  
global enterprise**



# Milestones and Funding

**We are seeking funding to complete first pilot project  
and accelerate business development**

Targeted Outcomes	6 months	12 months	18 months	24 months
Further develop switch mechanisms				
Advance control software development				
Complete 5 <sup>th</sup> generation vehicle				
Complete first pilot project				
Continue developing current sales pipeline				
Expand sales pipeline – capitalize on Infra Bill				
Expand U.S. and global patent portfolio				







Supplemental Information



# Progress to Date

Working outdoor test track and vehicle prototype – 1,000+ rider touch tests

~\$200 million in good to excellent project opportunities in a growing sales pipeline

Earned support from elected officials, universities and a leading U.S transit agency

International interest for multiple projects in the UK and Europe

Won NYSERDA Cleantech Internship grant - \$220,000 potential value

Developed partnerships that deeply enhance key capabilities:



**Development Partner**



**Motors, Technology and Support**



**Clarkson™**

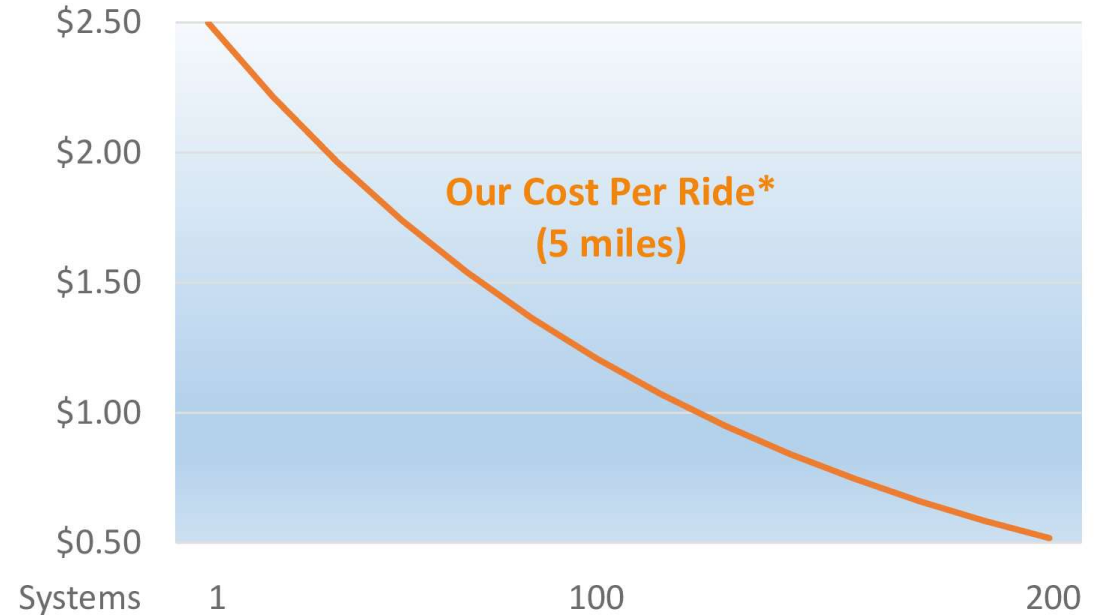
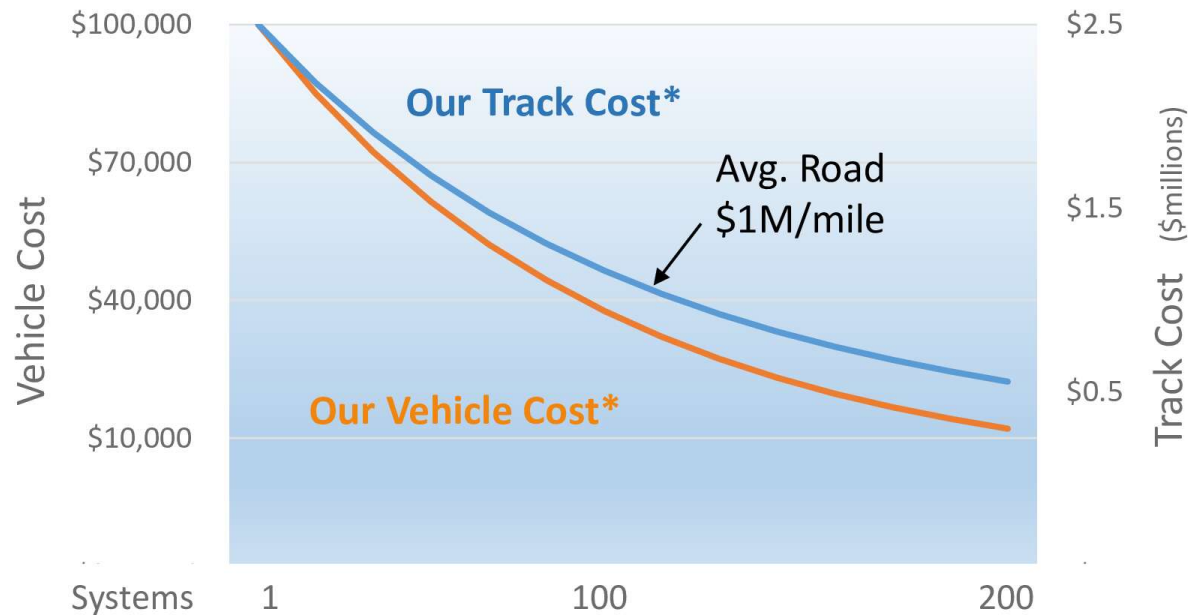
**Showcase Project Partner**

# Profitable at Low Volumes, *Awesome at Scale*

Swift Rails is lower cost than transit from day one

Soon we expect to be cheaper than roads


At scale we expect to be the lowest cost and best transportation for the average trip



\*Projections are not guaranteed

# SWIFT Rails vs. Other Transportation

Legend: red (worst), orange (in between), green (best)

CRITERION	 SWIFT Rails	OTHER PRT <sup>1</sup>	LIGHT RAIL / BUS <sup>2</sup>	CAR / LIGHT TRUCK <sup>3</sup>	SELF-DRIVING TAXIS	AIR TAXIS	UBER
<b>Cost to rider</b> (per 16-mile trip – average commute each way)	\$4	\$6	\$7	\$10	\$10	\$30	\$35
<b>Convenience</b> (on-demand with no / minimal wait time)	Green	Green	Orange	Green	Green	Green	Green
<b>Journey time</b> (rush hour or bad weather)	Green	Green	Orange	Red	Red	Green	Red
<b>Passenger throughput</b> (during peak periods)	Green	Green	Orange	Red	Red	Orange	Red
<b>Climate impact</b> (GHG emissions, energy efficiency)	Green	Green	Orange	Red	Green	Green	Red
<b>Privacy &amp; comfort</b> (no strangers, crowding, hard seating)	Green	Orange	Red	Green	Green	Orange	Orange
<b>Resilience</b> (pandemic, extreme snow, flooding)	Green	Orange	Red	Red	Red	Green	Red
<b>Safety</b> (human and animal deaths and injuries)	Green	Green	Orange	Red	Red	Green	Red

1. Personal Rapid Transit
2. Light-rail / Bus is subsidized 65-70% by federal and state government / tax-payers
3. Does not include cost road construction and maintenance

# Contact Info & References

Kevin Neumaier CEO  
[kneumaier@swiftrails.com](mailto:kneumaier@swiftrails.com)

Daryl Anderson CFO  
[danderson@swiftrails.com](mailto:danderson@swiftrails.com)

Swift Rails' Impact Statement: [World Changing Impact by rethinking transportation](#)

Slide	Reference
3	<a href="https://static.tti.tamu.edu/tti.tamu.edu/documents/mobility-report-2019.pdf">https://static.tti.tamu.edu/tti.tamu.edu/documents/mobility-report-2019.pdf</a> <a href="https://wardsintelligence.informa.com/WI058630/World-Vehicle-Population-Rose-46-in-2016">https://wardsintelligence.informa.com/WI058630/World-Vehicle-Population-Rose-46-in-2016</a> 2017 EPA numbers <a href="https://www.epa.gov/ghgemissions/sources-greenhouse-gas-emissions">https://www.epa.gov/ghgemissions/sources-greenhouse-gas-emissions</a> U.S. Department of Transportation, 2012 IEA 2016
14	<a href="https://www.eia.gov/todayinenergy/detail.php?id=26192">https://www.eia.gov/todayinenergy/detail.php?id=26192</a> <a href="http://documents.worldbank.org/curated/en/594771468024850796/pdf/557730WP0P11791June020091EN105jan10.pdf">http://documents.worldbank.org/curated/en/594771468024850796/pdf/557730WP0P11791June020091EN105jan10.pdf</a>  Potential revenue assumes 4,000 small cities wth 30 3-mile lines per city, 42,000 boardings per weekday, and 200 large cities with 45 4-mile lines per city, 108,000 boardings per weekday, \$3.00/ride, 270 days/year
27	<a href="https://exchange.aaa.com/wp-content/uploads/2019/09/AAA-Your-Driving-Costs-2019.pdf">https://exchange.aaa.com/wp-content/uploads/2019/09/AAA-Your-Driving-Costs-2019.pdf</a> <a href="https://www.newgeography.com/content/006415-transport-costs-subsidies-mode">https://www.newgeography.com/content/006415-transport-costs-subsidies-mode</a> <a href="https://techcrunch.com/2018/05/08/heres-how-much-ubers-flying-taxi-service-will-cost/">https://techcrunch.com/2018/05/08/heres-how-much-ubers-flying-taxi-service-will-cost/</a> <a href="https://www.cnbc.com/2019/06/13/lilium-five-seater-electric-air-taxi-how-much-does-a-ride-cost.html">https://www.cnbc.com/2019/06/13/lilium-five-seater-electric-air-taxi-how-much-does-a-ride-cost.html</a>