

TNC's at California Airports

Leveling the playing field

February 17, 2016



SuperShuttle[®]

Business Model

SuperShuttle has tremendous technology

The majority of business is prepaid, prearranged

Utilizes Contractors/ Franchisees who own or lease the vehicle

Matches up rides through automated dispatch

Regulated by CAPUC

Largest PSC carrier in California



SuperShuttle[®]

Regulations

Drivers

Fares

Vehicles

Insurance

Area of service



SuperShuttle[®]

Fees

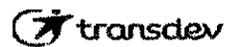
Application fee

PUCTRA fee

renewal fee

Airport fee

In all, SuperShuttle pays over \$1m in regulatory fees, not counting airports



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Airport Contracts

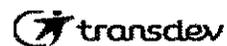
Usually a Minimum Annual Guarantee

Lessens congestion

No empty legs

Clean air vehicles

Ability to serve those without smart phones



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Driver Procurement

Application process takes 90 – 120 days for TCP

SuperShuttle does criminal background check

Drivers must enroll in pull notice

Drivers are random drug tested

Investment is made prior to generating revenue



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Thank You

SuperShuttle www.supershuttle.com

ExecuCar www.execucar.com

Mobile app zTrip, split, supershuttle, execuCar

Transdev North America www.transdevna.com



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