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TM

FREQUENTLY ASKED QUESTIONS

last update: July 2010 – see <http://www.terrafugia.com/faq.html> for any updates

- Where can I use a Transition®?
- What kind of training do I need to fly a Transition®?
- How does the Transition® convert from flight to road configurations?
- Why would I get a Transition® instead of a car and a plane?
- A lot of previous "flying car" attempts have failed. Why is this any different?
- What stage of development are you in? What is the next step?
- How many planes have you sold? Who are your customers?
- How much does the Transition® cost?
- Do you see the Transition® as a main transportation mode of the future? What about air congestion?
- How can I get high resolution photos/video/an interview? Can I visit and test drive the plane?

WHERE CAN I USE A TRANSITION®?

The Transition® can take off or land at any public use general aviation airport with at least 2,500' of runway. This represents the majority of the over 5,000 public airports in the United States. On average, you're within 30 miles or less of one of these fields anywhere in the country. The Aircraft Owners' and Pilots' Association (AOPA) hosts a site that will let you search for airports near where you want to be. Click [here](#) to be redirected to that site. On the ground, the Transition® can be driven on any road and parked in a standard parking space or household garage.

WHAT KIND OF TRAINING DO I NEED TO FLY A TRANSITION®?

Since it will be certified as a Light Sport Aircraft, the Transition® will require at least a Sport Pilot license to fly, which requires a minimum of 20 hours of flight time and passing a simple practical test in the aircraft. You will also need a valid driver's license for use on the ground. Terrafugia will provide familiarization training to every customer.

HOW DOES THE TRANSITION® CONVERT FROM FLIGHT TO ROAD CONFIGURATIONS?

Before flying, the pilot extends the wings and performs a standard preflight. The engine power is directed to the propeller for flight through a carbon fiber drive shaft.

After landing, the pilot activates the electro-mechanical wing folding mechanism from inside the cockpit. The wings fold, once at the root and once at the mid-span, and are stowed vertically on the sides of the vehicle in less than 30 seconds. Simultaneously, the engine power is directed to the wheels with a continuously variable transmission.

WHY WOULD I GET A TRANSITION® INSTEAD OF A CAR AND A PLANE?

Having ground mobility and the ability to fly integrated into the same vehicle provides new options for travel that are not available with two separate vehicles: If bad weather is encountered en route, the pilot can land and drive without worrying about ground transportation or having to return to pick up her plane. At the destination airport the pilot can fold the wings and drive off the airfield without having to move bags or arrange for additional transportation. Driving and flying can be combined between multiple airports as it is not necessary to take off and land at the same field. The Transition® provides a

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flexibility that cannot be matched with a separate car and airplane. The Transition® also reduces the cost of ownership of an airplane by burning automotive gasoline, parking in your garage at home instead of renting a hangar, and nearly eliminating ground transportation costs.

A LOT OF PREVIOUS "FLYING CAR" ATTEMPTS HAVE FAILED. WHY IS THIS ANY DIFFERENT?

The Transition® has the advantage of modern engines, composite materials, and computer-based avionics. Terrafugia's philosophy is to design a vehicle for pilots that brings additional ground capability to an airplane instead of attempting to make a car fly. Terrafugia's business plan is also substantially more robust than prior ventures.

WHAT STAGE OF DEVELOPMENT ARE YOU IN? WHAT IS THE NEXT STEP?

The Proof of Concept Vehicle was built over 2007-2008 and testing was completed in 2009. First delivery is scheduled for late 2011. Low volume production will begin in Woburn, Massachusetts. The location for large volume production has not yet been determined.

HOW MANY PLANES HAVE YOU SOLD? WHO ARE YOUR CUSTOMERS?

Over 80 aircraft have been reserved, representing an order backlog of over \$16 million. Refundable airframe reservations are currently being accepted to hold a place in production. We are currently marketing to pilots and to people willing to become pilots to use the Transition®. All sorts of people have placed reservations, from retired couples planning to travel to independent business people with clients spread over a large geographic area.

HOW MUCH DOES THE TRANSITION® COST?

The final purchase price has not been set. We are currently in the process of updating our cost estimates.

DO YOU SEE THE TRANSITION® AS A MAIN TRANSPORTATION MODE OF THE FUTURE?

WHAT ABOUT AIR CONGESTION?

Private aviation and the local airport infrastructure that supports it is currently one of the most underutilized transportation resources that this country has. It would be wonderful if more people were to complete the Sport Pilot certification process and use aviation as part of their personal travel regularly. The Transition® isn't designed to replace anyone's car, but it could replace your airplane. The Transition® won't be flown in and out of the congested commercial airspace that most commercial airlines and air travelers use. Most of the 5,200 public airports around the U.S., where one would fly a Transition®, are underutilized.

HOW CAN I GET HIGH RESOLUTION PHOTOS/VIDEO/AN INTERVIEW?

CAN I VISIT AND TEST DRIVE THE PLANE?

In order to obtain high resolution photos or video, schedule an interview or plan a visit, please email press@terrafugia.com. Eventually, there will be opportunities for potential customers to test drive a Transition®, but these opportunities will not be available until 2012 at the earliest. Notifications of future opportunities for the press/public to have access to the vehicle will be sent out when / if appropriate.