RailPulse™ Introduction

April 2024

What is RailPulse?

AN INDUSTRYWIDE NEW TECHNOLOGY PLATFORM

that provides real-time data via GPS and other telematics technology across the North American Railcar fleet

GOAL OF THE NEW PLATFORM:

- Increase adoption of railcar telematics
- Improve overall rail safety
- Provide meaningful insights into rail performance
- Help drive growth for our industry

Represents **32%** of North American railcar fleet
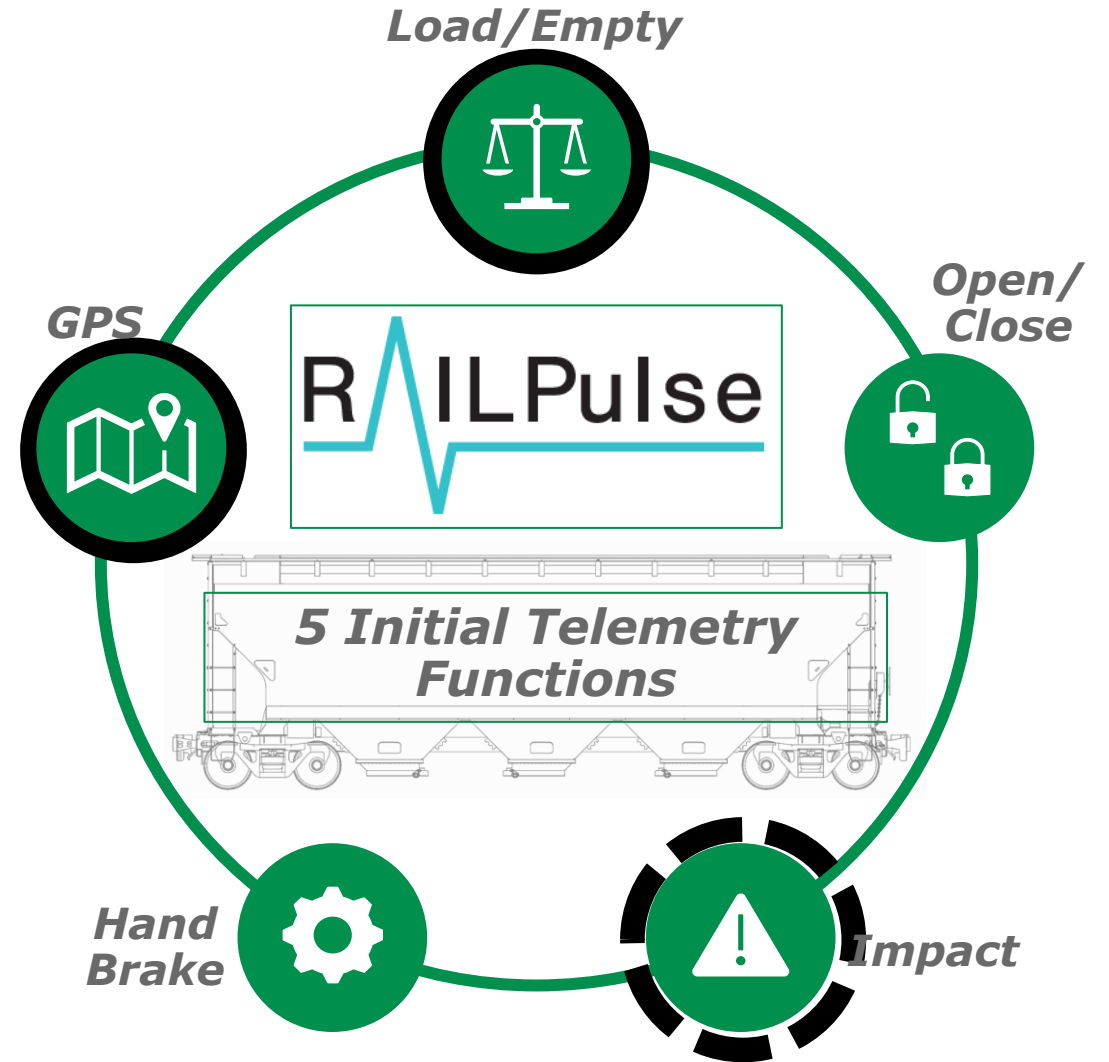
Expected roll-out by **1st Half 2024**

Focused on **SAFETY & SERVICE**

- ## Pilot phase completing
  - 5 sensor types
  - Gondolas, Boxcars, Tank cars, Hoppers, Autoracks, Centerbeams, Flats

- ## Software platform in production
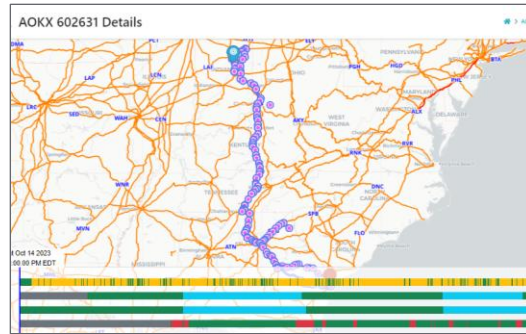
- ## Four active telemetry vendors

Amsted DIGITAL SOLUTIONS

nexxiot

Wabtec CORPORATION / **iMT**

ZTR

3800+ Railcars

RAILPulse

5 Initial Telemetry Functions

Load/Empty
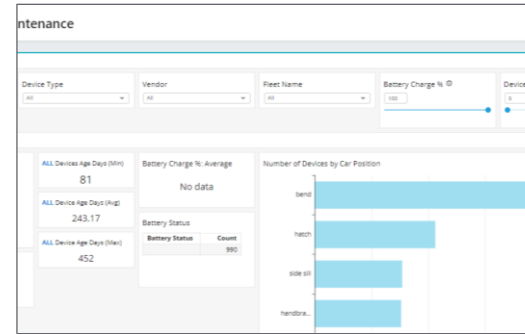
GPS

Open/ Close

Hand Brake
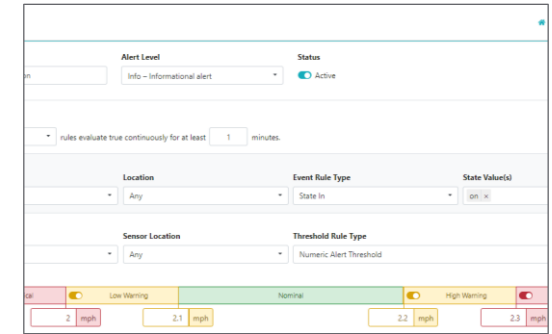
Impact

Software "Soft" Opens for New Users Q2

- See entire fleet at once
- Colors provide movement status

- Drill in on one railcar and its movements
- Bars display sensor status

- Access reports on fleet and device statuses
- Check on sensor health

- Manage alerts, geo-fences, LOAs, users, fleet reports
- Create APIs for data flow

Railroad Value Examples

- Provides assurance of sensor data validity

- Allows for access to overlay safety data

- Reduces demurrage and other accessorial charge disputes

- Enhances customer satisfaction through greater car location visibility & improved ETA's

Railroad Value Examples

- Identifies Loaded / Empty status of cars at shippers to better understand service needs

- Creates potential for mutual interchange acceptance (thru shared geofences)

- Mitigates lost cars

- May eventually improve causation of lading damage and accurately assign accountability for damages (theft, impact…)

Car Owner Value Examples

- Provides insight into car usage (impacts, handbrake applications, door state…)

- Mitigates lost cars

- Has potential for preventative maintenance savings
  - Better timed wheel replacements
  - Improved handbrake behavior

- For lessors may provide commercial differentiation

What does it Cost?

- A RailPulse Sensor Bundle includes:
  - Minimum sensor suite of GPS & Impact and Load/Empty sensors
  - Telemetry subscription
  - RailPulse subscription

- Purchasing a 5 year bundle:
  - Allows for a single transaction / contract
  - Includes all the benefits of being in RailPulse

> **Minimum Suite Indicative Pricing**
>
> $1,000 – $1,200

Already have telematics on your cars (Grandfathering Cars)?
- Telemetry equipment from RailPulse certified vendor
- Registration and subscription fee waived and then discounted for a period

Launch Preparations Are in High Gear

Finalize Operating and Subscription Agreements

Continue to develop value props

Customer Focus Sessions at conferences & Advisory Board Recruitment

Final Pricing and Grandfathering

Soft Launch

Official Launch

January | February | March | April | May | June | Q3
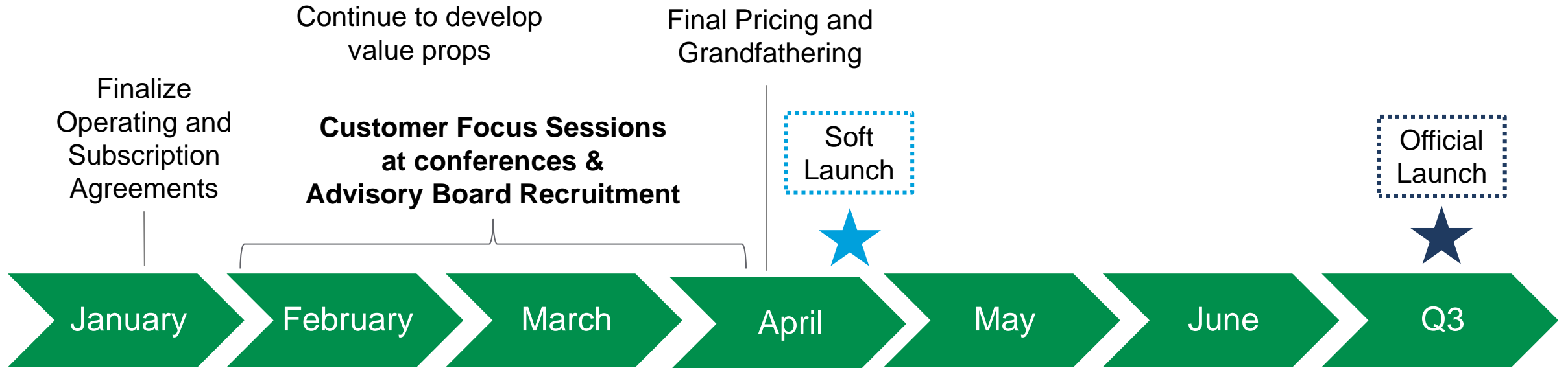
How Can a Customer Get Started?

New Build
- Purchase ➤ We will put in specification
- GLC Lease ➤ Add to specs and included in lease rate
- Syndication Partner Lease ➤ Specs/rates — coordinate with syndication partner

Existing Railcars
- GLC/GMS ➤ Possible if customer will do the install
- Other Owned ➤ We will sell a kit of sensors, brackets and a service option

What Will Customers Need to Do?

1 CHOOSE A PROVIDER AND A TERM

- Nexxiot, ZTR, or Wabtec/IMTR
- Amsted is a future possibility

2 SELECT ADDITIONAL DEVICES IF DESIRED

- GPS with Impact and Load/Empty are required
- Handbrake and Open/Close are currently optional

3 SIGN A RAILPULSE SUBSCRIBER AGREEMENT

4 SET UP DATA ACCESS