



RailPulse: A Shippers Perspective

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WHAT IS RAILPULSE?



A joint venture of coalition members



TO DEVELOP A 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:

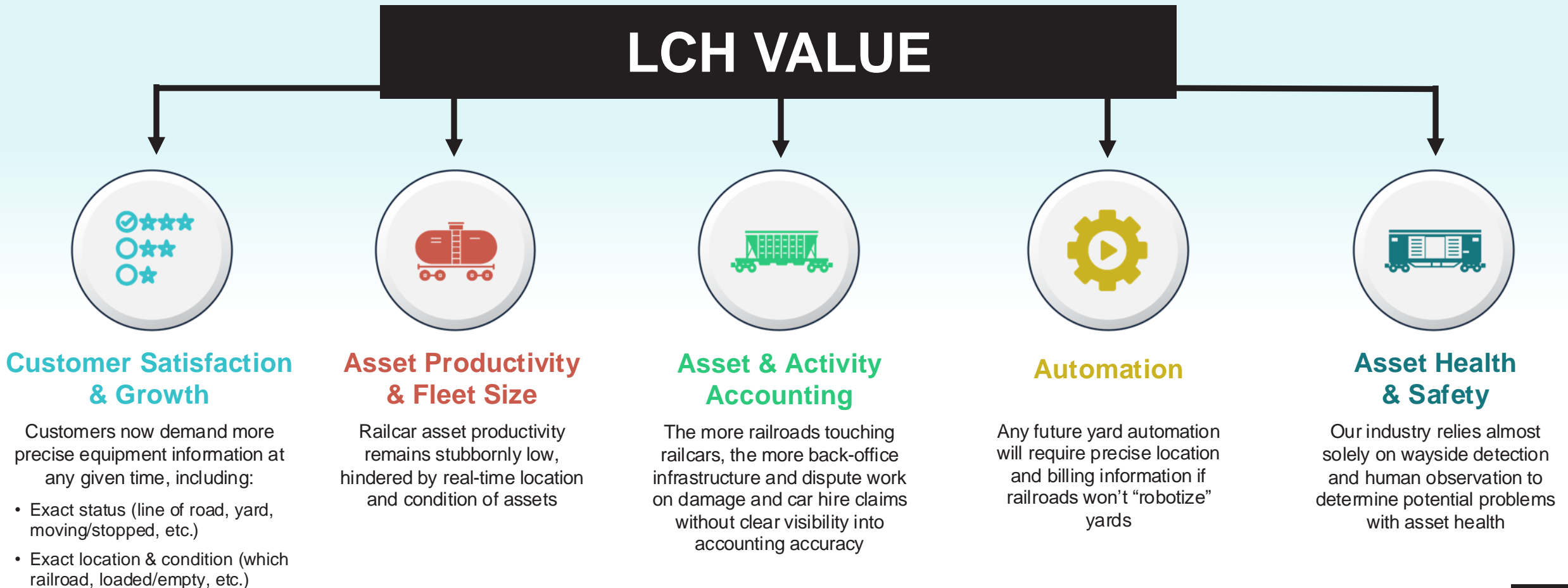
- Increase adoption of railcar telematics
- Improve overall rail safety
- Provide meaningful insights into rail performance
- Help drive growth for our industry

Represents
35%
of North American
railcar fleet

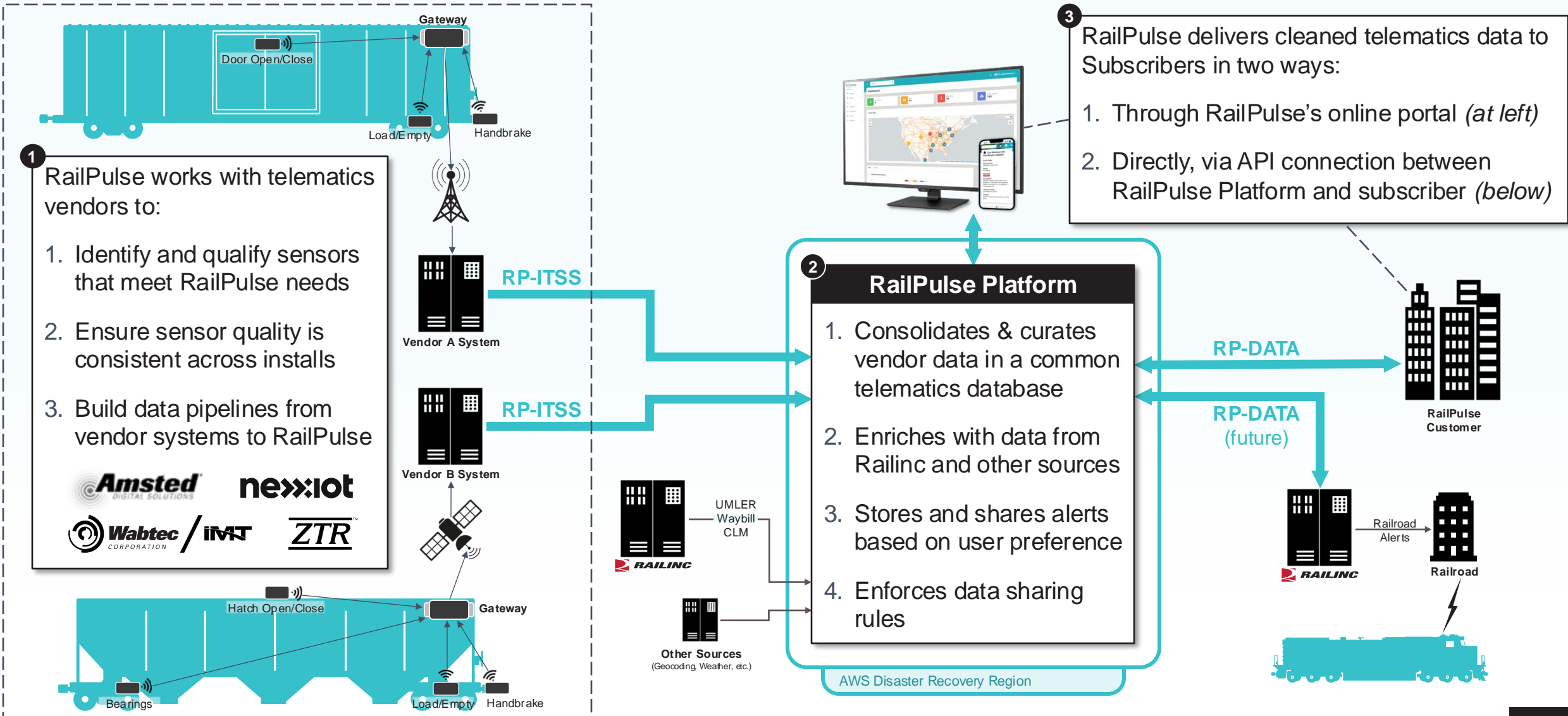
Launched
**September
2024**

Focused on
**SAFETY &
SERVICE**

Value from Location, Condition, & Health (LHC) Monitoring



RAILPULSE ARCHITECTURE



Proprietary/Company confidential information

DATA SHARING FRAMEWORK

DATA SET

Subscriber Data

Service Data

Railroad Data

Owner Data

DESCRIPTION

I equipped the car and pay to have it in RailPulse...

When I'm on the waybill...

When I'm on the waybill route...

If someone else equips my car and signs up for RailPulse...

I get the right to see the data off the sensors.

I get to see certain sensor and other data.

I get to see data from a few sensors for safety reasons.

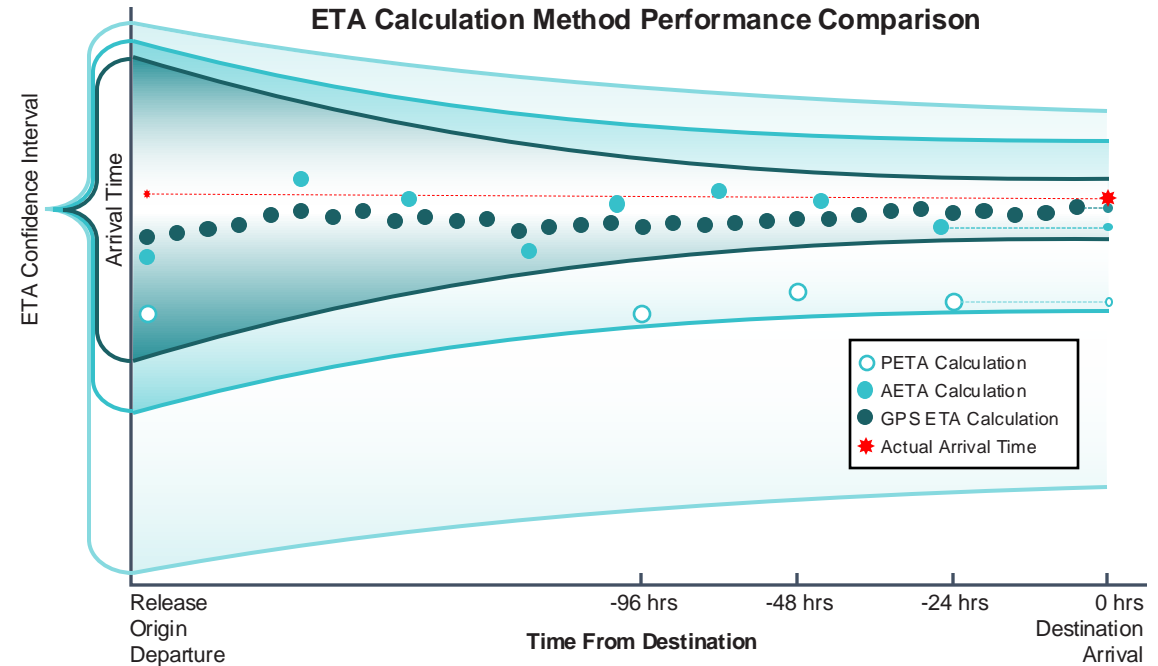
I get to see data from a few sensors to help me manage my fleet.

These data-sharing rules are modeled on AAR/Railinc's current practices.

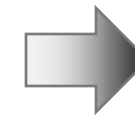
Data Set	Approved Data Elements								Experimental				Access via	
	GPS	Impact	Load	Handbrake	Temperature	CLM	Waybill	RP ETA	Door/Hatch	Brake	Wheel Health	Future Telemetry		Device Info
Subscriber Approved Data	❖	❖	❖	◆	◆	◆							◆	Subscriber Entitlement; Fleet LOA
Subscriber Experimental Data									◇	◇	◇	◇		
Service Data	✓	✓	✓		✓	✓	✓	✓						Subscriber Entitlement; Waybill LOA
Safety Data	✓	✓		✓		✓								Railroad Entitlement
Owner Data	✓	✓		✓		✓								Owner Entitlement

Legend: ❖ Mandatory Data Element, ◆ Optional Approved Data Element, ◇ Optional Experimental Data Element, ✓ Shared Data Element

- **Railroad ETA**
 - Generated by railroads
 - Limited to single railroad geography
 - Begin at first wheel turn
- **PETA**
 - Waybill origin to destination
 - Calculated at release
 - Simple last 90-day average transit time
- **Advanced ETA**
 - AI/ML Neural network model based on CLM
 - Updated / refined with each CLM event
 - 30 → 40% higher confidence
 - Under development at RailPulse, in partnership with Railinc
- **RailPulse GPS ETA**
 - AI/ML Neural network model based on GPS
 - Updated / refined with each GPS position
 - Provide most accurate ETAs
 - 50 → 70% higher confidence
 - Under development at RailPulse, in partnership with Railinc



Waybill Origin



Waybill Destination



About KBX Logistics

A KOCH COMPANY

As a subsidiary of Koch Industries, KBX serves the growing demand for supply chain efficiency across broad logistics markets. We are committed to delivering advantaged and scalable solutions for our customers that create superior value and mutual benefit. We strive to create competitive advantages for our customers through our leveraged scale, access to developing technology disruptors, and reducing the complexity of supply chains.

AT A GLANCE

- 223,000+ annual rail loads
- 19,000+ assets managed
- 5 industrial short lines
- 210,000+ annual TEU shipments
- 30,000+ tons annual breakbulk
- Air and project cargo worldwide
- 2.5MM+ annual over the road shipments
- Proprietary TMS for all transportation modes, globally