2022 Southwestern Rail Conference
1 April 2022
TrinityRail Overview
Supporting rail shippers with unmatched breadth and depth

- 700+ Customers
- 28 years Average tenure of top 10 customers
- ~35% of railcars produced in N.A.
- $7.6 billion Enterprise Value
- 5 Maintenance facilities
- 10 Field support experts across N.A.

PLATFOR M

COMMERCIAL SERVICES

AFTERMARKET PARTS

LEASING & ASSETS MANAGEMENT SERVICES

SERVICES & INNOVATION

INVESTOR SERVICES

PRODUCTS

MAINTENANCE, REPAIR, MODIFICATIONS & LINING SERVICES

PRODUCTS & SERVICES FOR SECONDARY MARKETS
Rail Supply Chain Telematics Insights Flow

**Equipment Owner**

**Generation**
Raw data is generated by sensors and GPS about the railcar’s location, condition and health.

**RailPulse**

**Transmission**
Transmitted data is sent to the cloud to be securely stored, standardized and aggregated.

**Trinsight**

**Delivery**
A Web-based interface analyzes the data to generate insights that help make informed decisions to improve supply chains.
WHAT IS RAILPULSE?

RailPulse
A joint venture formed by

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 20% of North American railcar fleet
Expected roll-out by YEAR END 2022
Initial focus on SAFETY (e.g. Handbrake and impact data)
An innovative solution that provides customers with **visibility** and **actionable insights** into their rail fleet to optimize supply chain efficiency.

![Diagram](image)

- **Faster, Accurate Supply Chain Decisions**
  Enables customer to proactively manage their rail fleet/supply chain more efficiently

- **Smarter Data**
  - CLM Data
  - GPS Data
  - Sensor Data
  - Maintenance Data
  - Repair Data
  - Other Sources
  - Class Is APIs
  - Geo fences
  - EHMS

- **Custom Insights**

**Industry Expertise**