



Rail-Flow and its digital ecosystem make rail freight more accessible and efficient



Rail-Flow as a company

Tech-Company founded in Q1/2020 by Rail and IT Professionals; Located in Frankfurt (at the HOLM from Jan 1st); Currently 9 FTE, will grow to 16 FTE until Q1

Our Mission

We improve the cooperation, accessibility and efficiency of rail freight transport and thus contribute to a significant modal shift to rail.

Our Vision

We will become the leading European ecosystem provider of collaboration solutions for freight railways, operators, (rail) forwarders, shipping companies, terminals and shippers with their own siding.

Our Positioning

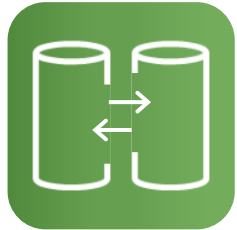
Clear B2B focus on rail freight transport

- neutral and trustworthy (= R-F has no owners that are also market participants)

Rail-Flow will be the leading European rail freight ecosystem starting with a state-of-the-art Tender Management



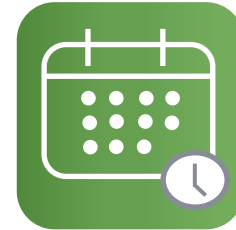
The Rail-Flow ecosystem



LIVE

Tender Management

Request, offer, compare, negotiate & award traction services for block trains, wagon groups, (load unit groups Q1/21)



LIVE

Transport Management & Portals

Order-, Capacity-, Transport Management & Portals for Operators, Rail Forwarders (and Railway Undertakings Q1/21)



From 21

Next Rail-Flow Modules

Broker Modules for allocation or sharing of capacities and resources; combination and orchestration of services



From 22

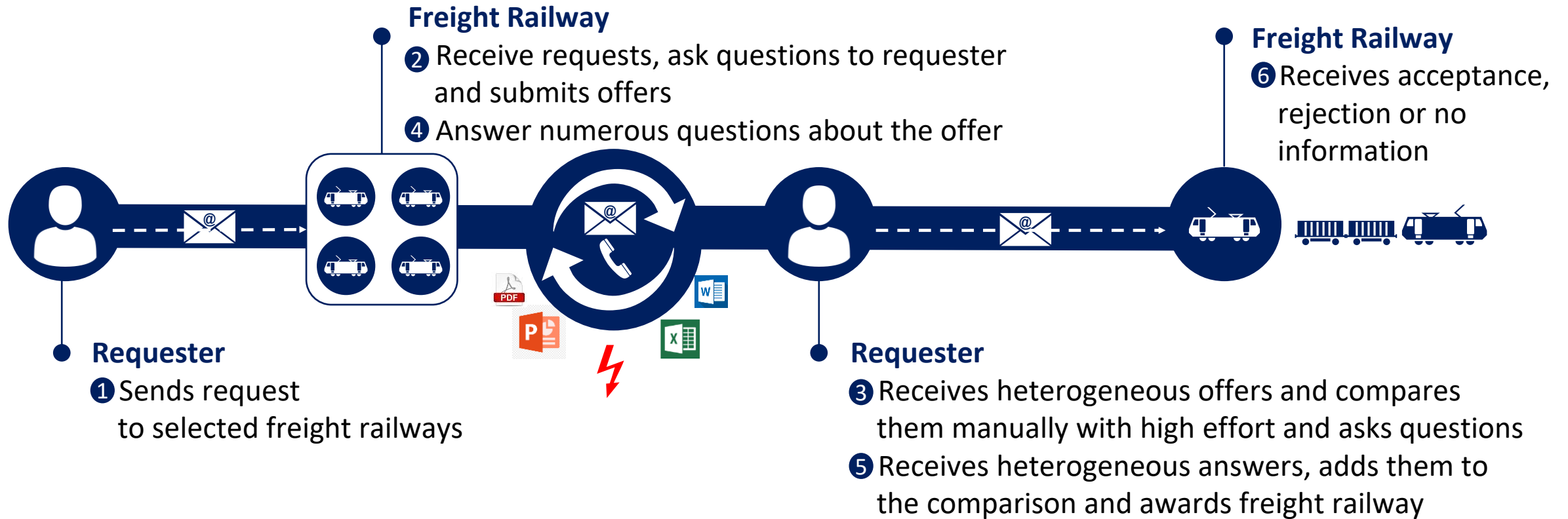
Rail-Flow App Store

Providing customers' access to 3rd party digital rail solutions via Rail-Flow

Today's request and award process is highly manual and without tool support, which leads to high process costs for all involved parties



Summary of today's process for request and offer of traction services without Rail-Flow

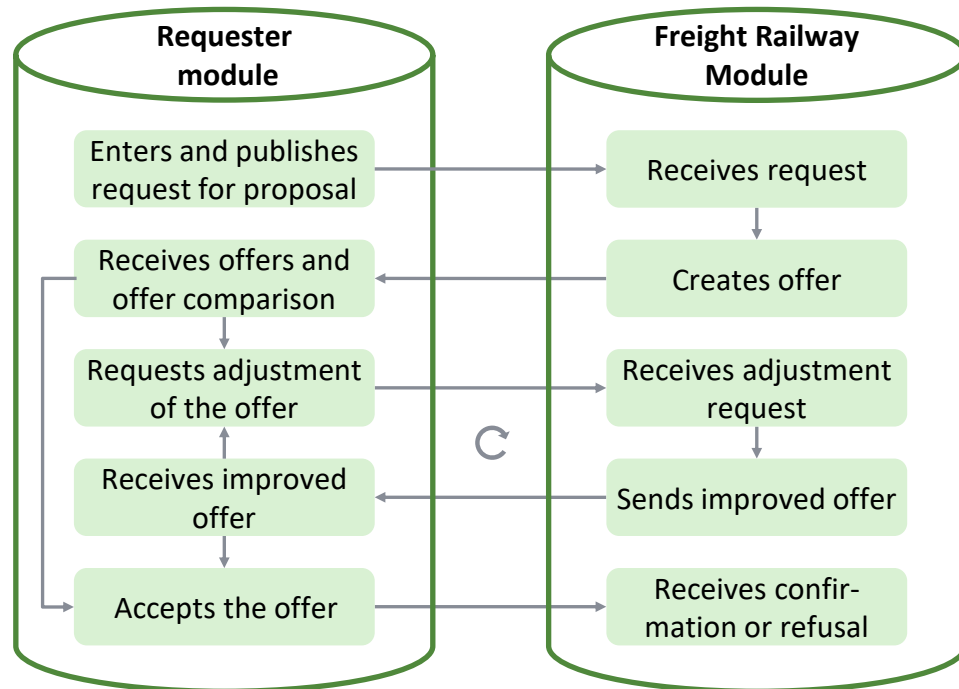


⚡ Very long throughput time with high process costs for all parties

The Rail-Flow Tender Management will digitalize the process of matching requesters demands and freight railways supply capabilities



Rail Flow Tender Management



How it works for requesters



Create a request or tender in seconds



Announce it to multiple railway undertakings with one click



Collaborate as easily as in WhatsApp, Excel or Word



Compare many offers with one click



Award the winner with one click

Customers of the tender management are requesters of traction services for block trains and European freight railways providing this service



Customers of the Rail-Flow Tender Management

Requester

Companies that need traction services for a block train

- **Large shippers** with their own siding
- **Intermodal operators**
- **Rail forwarders**
- **Shipping companies**
- **Freight railways that subcontract** entire transport operations or individual service sections **to other freight railways**

By the end of 2020, at least 8 requesters will use Rail-Flow as their primary requester channel (there are already 4 well-known requesters confirmed)

Provider

In principle, all European freight railways that offer line haul block train traction services

Rail Forwarders

By the end of 2020, at least 20 freight railways will use Rail-Flow as a digital sales channel (there are already 11 freight railways and 2 forwarders onboarded)



Rail-Flow Tender Management digitalizes the purchase and sale of rail freight traction services and thus offers advantages to all market participants



Summary Advantages Rail-Flow Tender Management

Tender Management

The digital market solution for requesting and offering rail freight traction services

- ✓ Standardization of invitations to tender, requests for proposals, direct awards
- ✓ Regular and spot traffics
- ✓ Many handy features and dashboards for end-to-end control of each operation and the entire process
- ✓ Neutral, trusting and secure

Advantages over status quo



Lower process costs through standardization and simplification



Reduced complexity and thus easier access to the rail



Significantly accelerated process throughput time

We would be delighted to demonstrate to you the Rail-Flow Tender Management



demo@rail-flow.com

A screenshot of the Rail-Flow login interface. It features the Rail-Flow logo at the top, followed by a login form with fields for 'Benutzername' (Username), 'Passwort' (Password), and 'Sprache' (Language) set to 'Deutsch'. There is a 'Benutzername merken' (Remember username) checkbox and two buttons: 'LOGIN' and 'Registrieren' (Register).

Rail-Flow Co-Founders

Dominik Fürste

Founder & CEO

d.fuerste@rail-flow.com

+49-160-97495872

Osman Akdemir

Founder & CTO

o.akdemir@rail-flow.com

+31-623-617072






APPENDIX

The Rail-Flow Tender Management creates benefits for requesters and railway undertakings






Top benefits for each side of the Tender Management

Requester Benefits

-  **Improved purchasing efficiency** through standardization and partial automation
-  **Best purchasing rates** through request and comparison of multiple quotes
-  **Reduction of cancellations** in disruption situations, due to requestable alternatives

Railway Undertaking Benefits

-  Lower process costs in sales through a **standardized digital sales channel**
-  **Increased profitability**, due to suitable requests for spare capacity
-  **Higher turnover** due to a larger number of customer requests

The Rail-Flow founders' team has profound rail freight industry, process, IT and Start-up expertise



The Rail-Flow Co-Founder team



Dominik Fürste (CEO)

- Extensive freight railway experiences in areas of sales & marketing, customer service, service design and operations
- Successfully managed large scaled digital transformation projects at DB Cargo (11 years) with budget > 60 Mio. EUR and team size > 150 people
- Managed digital of a European freight railroad as **CIO of TX Logistik** (2.5 years)



Osman Akdemir (CTO)

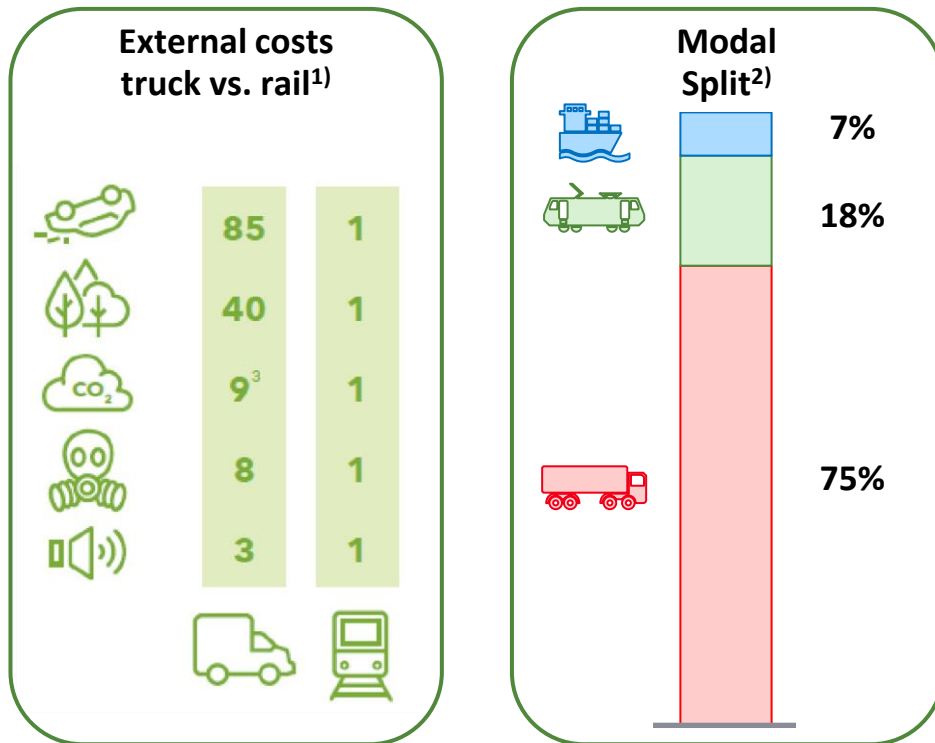
- Information Scientist
- Co-Founder of Intermodal Logistic IT Startups Yellow-Star BV (10 years) and Simply Deliver BV (3 years)
- Specialist in Intermodal logistics and supply-chain management

Rail freight is the superior mode of transport but has a low modal share of only 18% due to difficult accessibility and lack of efficient collaboration






Current situation

Rail Freight is eco-friendly but not the preferred mode of transport



Rail Freight has significant usage barriers

-  **Very difficult to access** due to complex rules and standards
-  **Slow and non-digitalized** processes and information flows
-  **Few immature digital tools, e.g. no matching of supply and demand**

1 Source: eRRac, CE Delft 2012, Fraunhofer, INFRas summarized in whitepaper of Railfreightforward initiative

2 Source: Eurostat, OICD; Modal Split in EU 28 + CH, N; excluding pipeline, sea, air (1,250 bn ton)

3 German Umweltbundesamt uses ratio of approx. 6:1