



Driving Rail Efficiency with AI

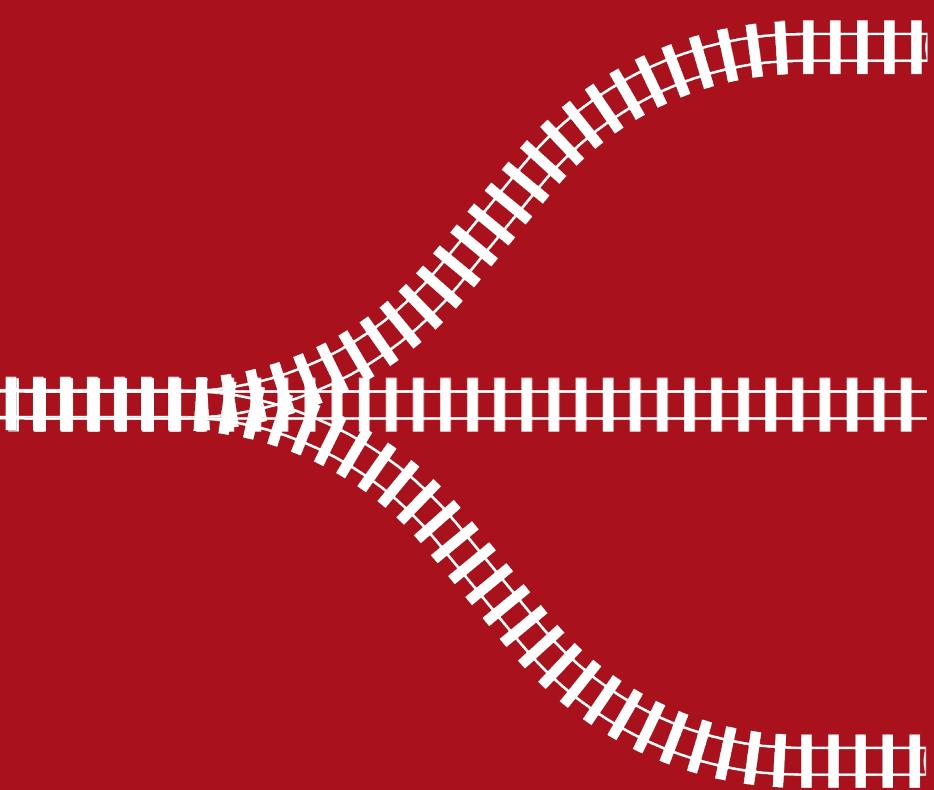
DEV JAIN

CEO and Founder

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Trains are the most **eco-friendly** mode of transportation, and the **backbone** of supply chains



25%

Of global freight moves by rail

9x

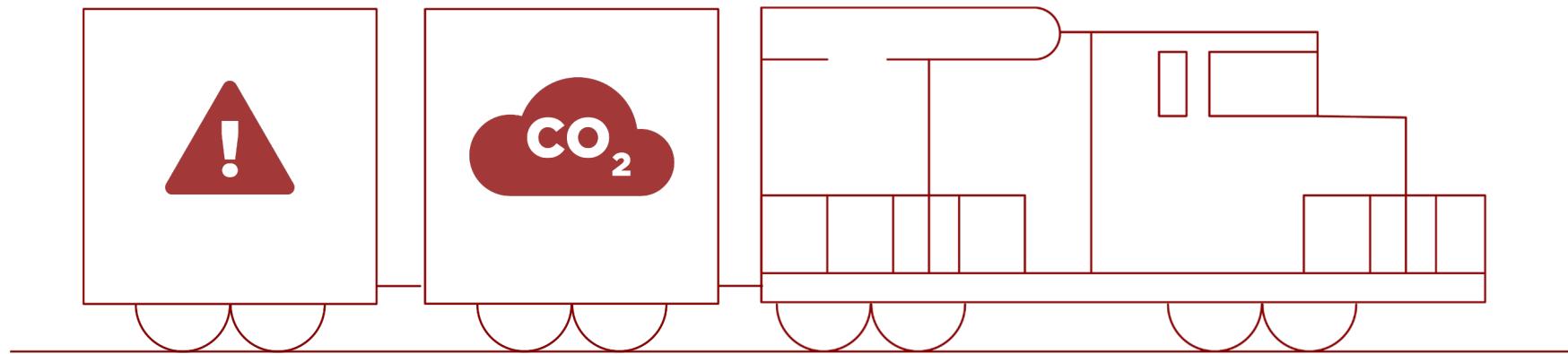
More efficient than trucks

3x

Less expensive vs. trucking

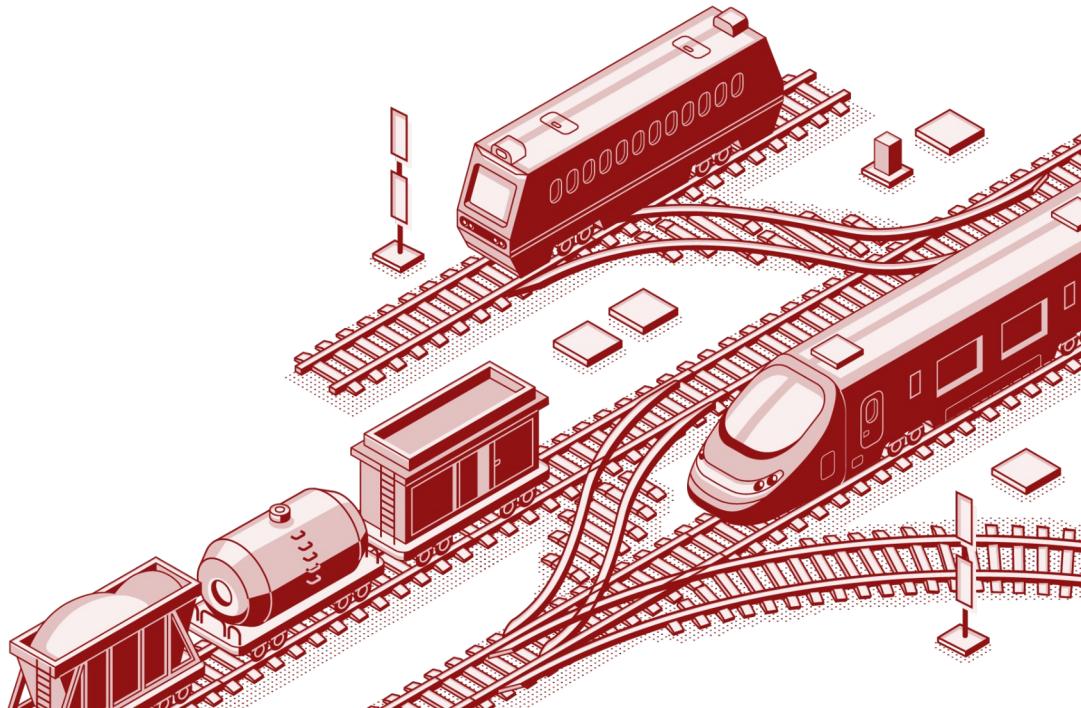
THE OPPORTUNITY

All railroads #1 priority is reducing **fuel costs**,
The **second largest expense** after **labour**.



THE SOLUTION

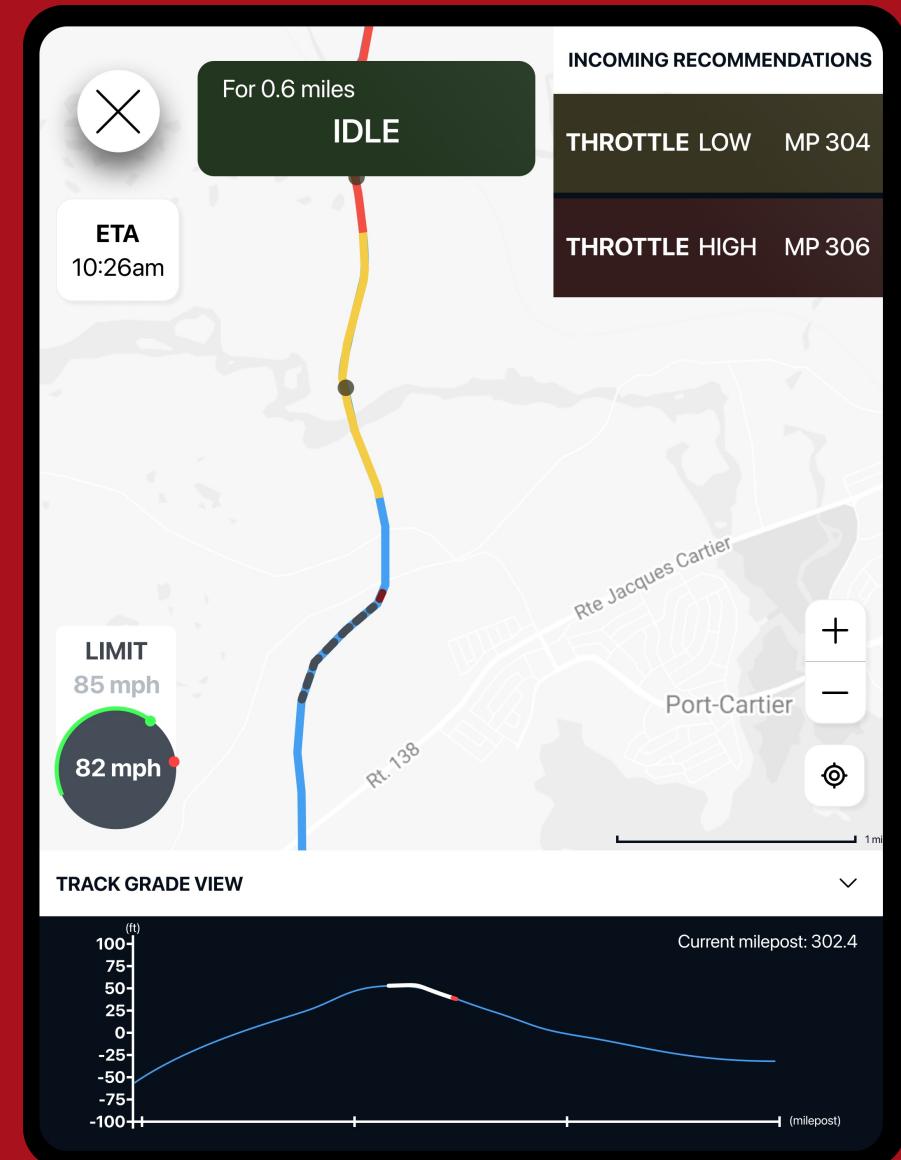
RailVision reduces a railroad's **fuel costs**, and **emissions** by up to **20%**



OUR TECHNOLOGY

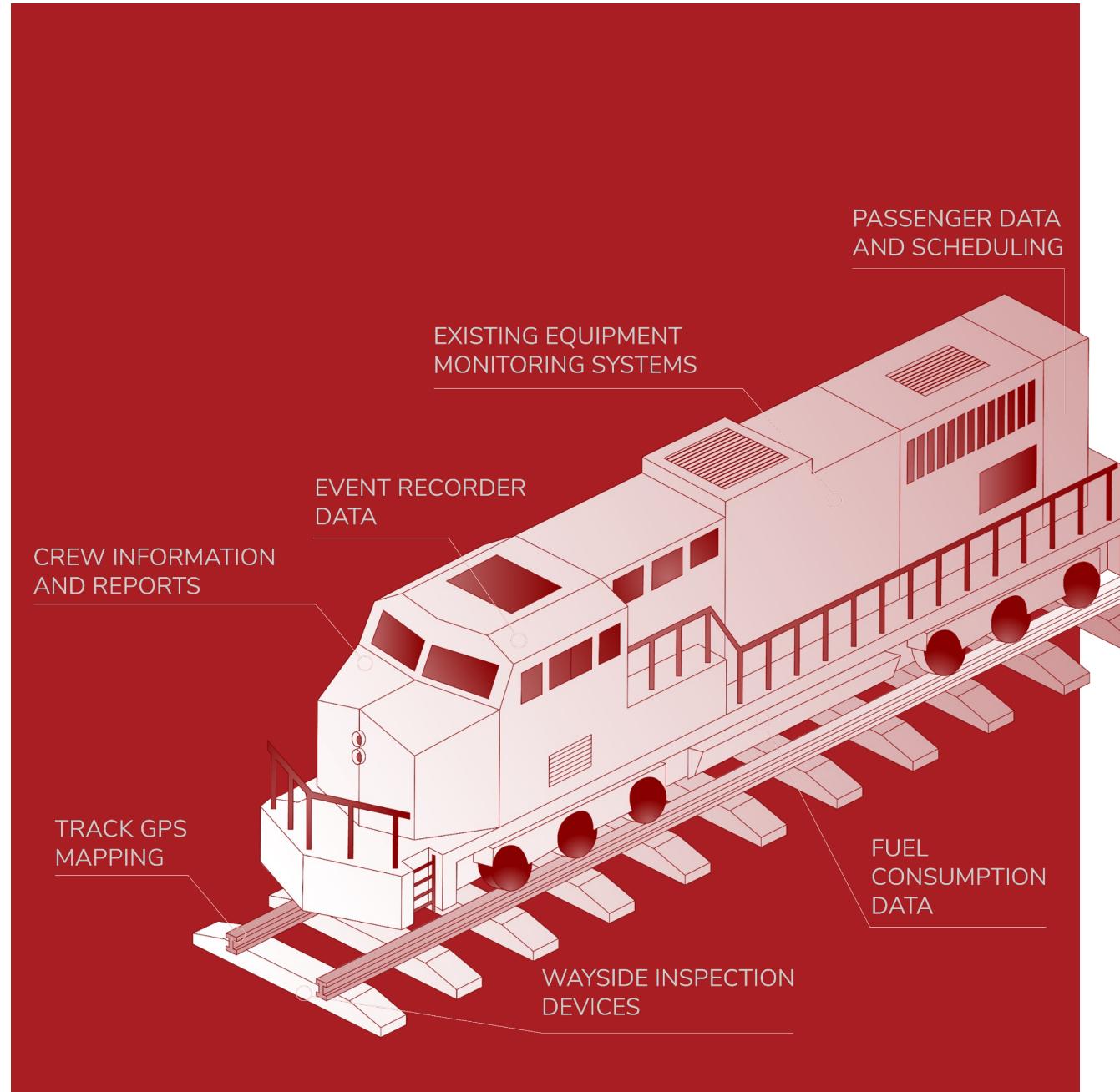


'Google Maps' for the rail industry that uses **AI** to make real-time recommendations that **save fuel** and **reduce GHG** emissions.



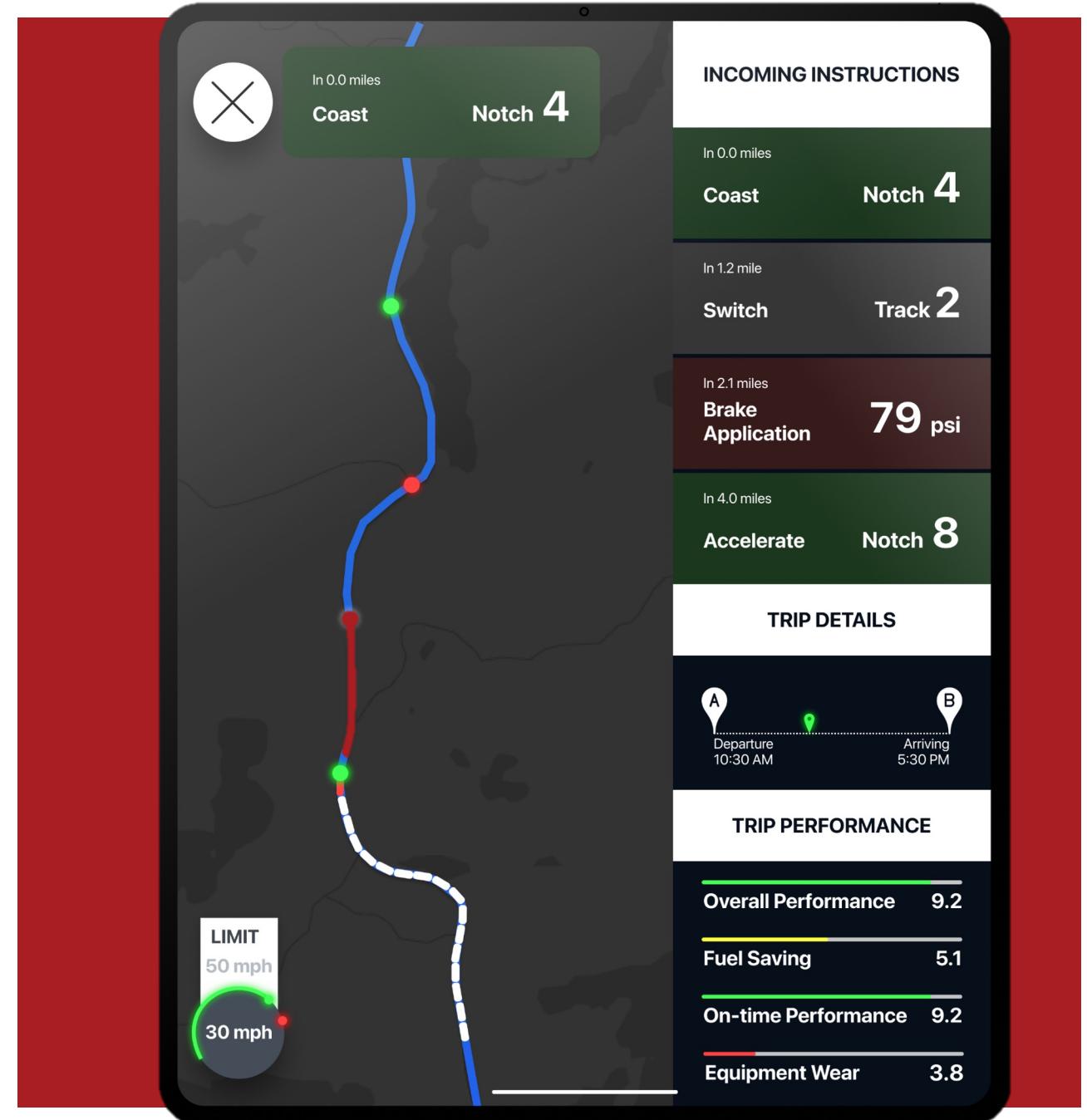
HOW IT WORKS

We integrate into real-time data sources that are **already** on all locomotives.



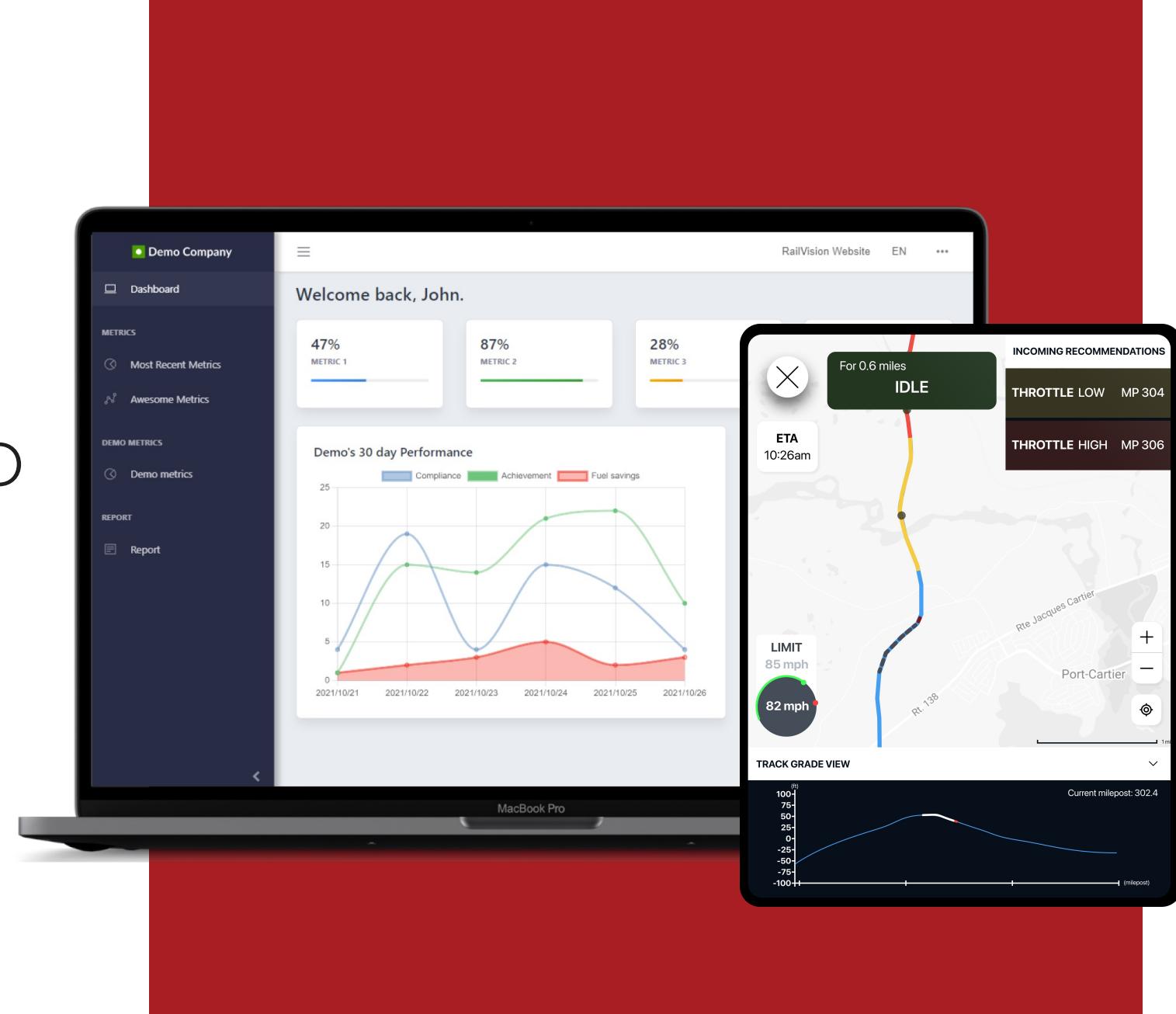
HOW IT WORKS

Our algorithms compute and display **real-time** recommendations on our onboard **tablet app**.



HOW IT WORKS

Crews and supervisors use our **dashboard** to monitor their **savings** and **performance**.



DEMONSTRATION OF RESULTS

We have **demonstrated strong** fuel savings
in **both major** market segments.

PASSENGER



FREIGHT



15 %

12 %

Bloomberg

Subscribe

Green | Cleaner Tech

An AI Startup Is Helping North American Diesel Trains Clean Up Their Act

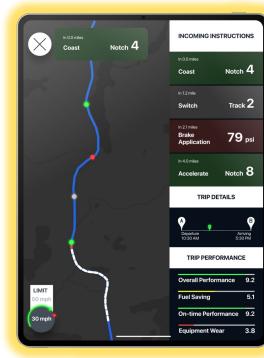
A "Google Maps" for train operators, powered by AI, is being pilot tested with the promise to save diesel fuel and lower greenhouse gas emissions.



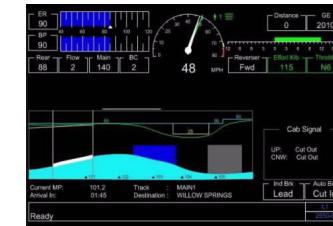
[Link](#) to Bloomberg article

COMPETITIVE ADVANTAGE

Our solution is more **modern, effective** and **interoperable**.



EcoRail
by RailVision



Trip Optimizer



LEADER

No Hardware Installation	✓	✗	✗
Works in passenger and freight	✓	✗	✗
Compatible with any locomotive	✓	✗	✗
Affordable for Class II and III	✓	✗	✗
Updates and New Features	✓	✗	✗

COMMERCIAL TRACTION

We are working with the **3 largest shortline railroad groups** in North America, and the largest passenger railroad in Canada.

NOTABLE CUSTOMERS



VIA Rail Canada



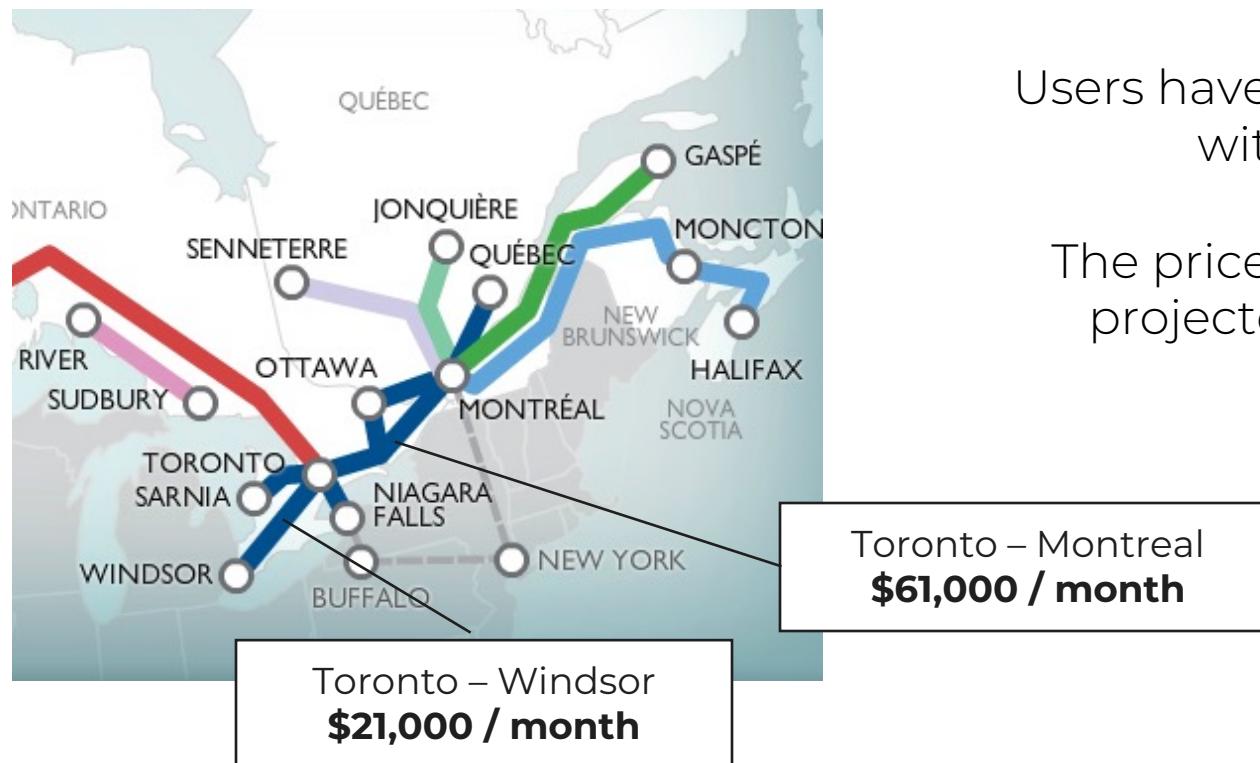
Wheeling & Lake Erie

Customer	ARR Potential
Via Rail	\$3,500,000
G&W	\$10,000,000
Wheeling & Lake Erie	\$1,500,000
Omnitrax	\$3,000,000
Watco	\$5,000,000
Total	\$23,000,000

BUSINESS MODEL

Our Solution is a SaaS, priced **per rail corridor**

Ex. Via Rail Pricing



Pricing

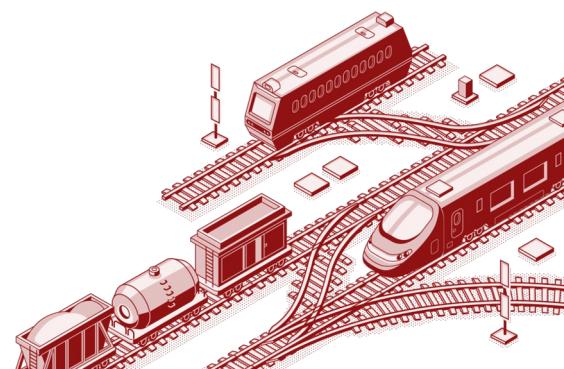
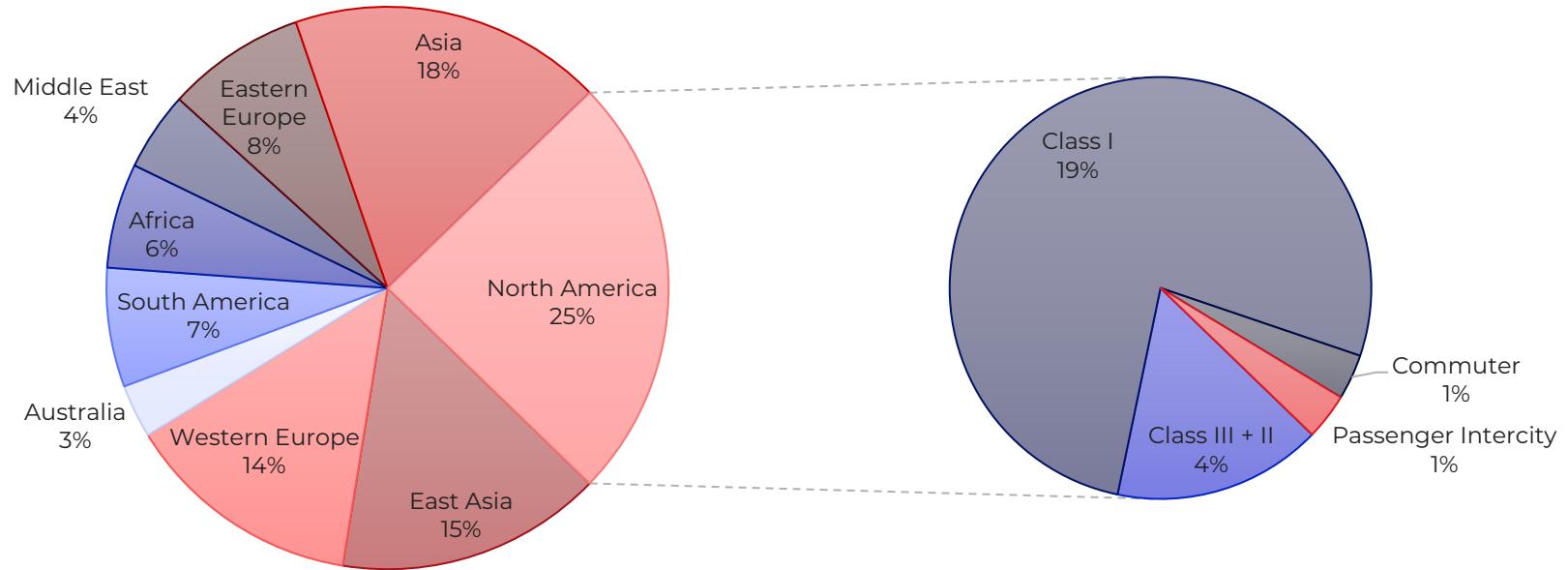
Users have unlimited app and portal access, within a specific rail corridor.

The price per corridor is set at **30%** of the projected fuel savings in the first year.

THE MARKET

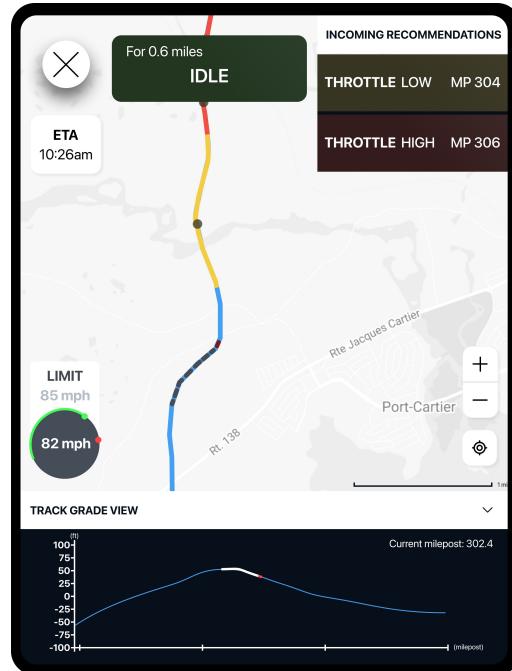
The total market size for our fuel savings product is **\$2.5B**, while our beachhead market is the Class II and III railroads

TAM Distribution for EcoRail - Global Rail Market*



GO-TO-MARKET STRATEGY

Our product is sold in 3 tiers, and is becoming a core operating technology for railroads.

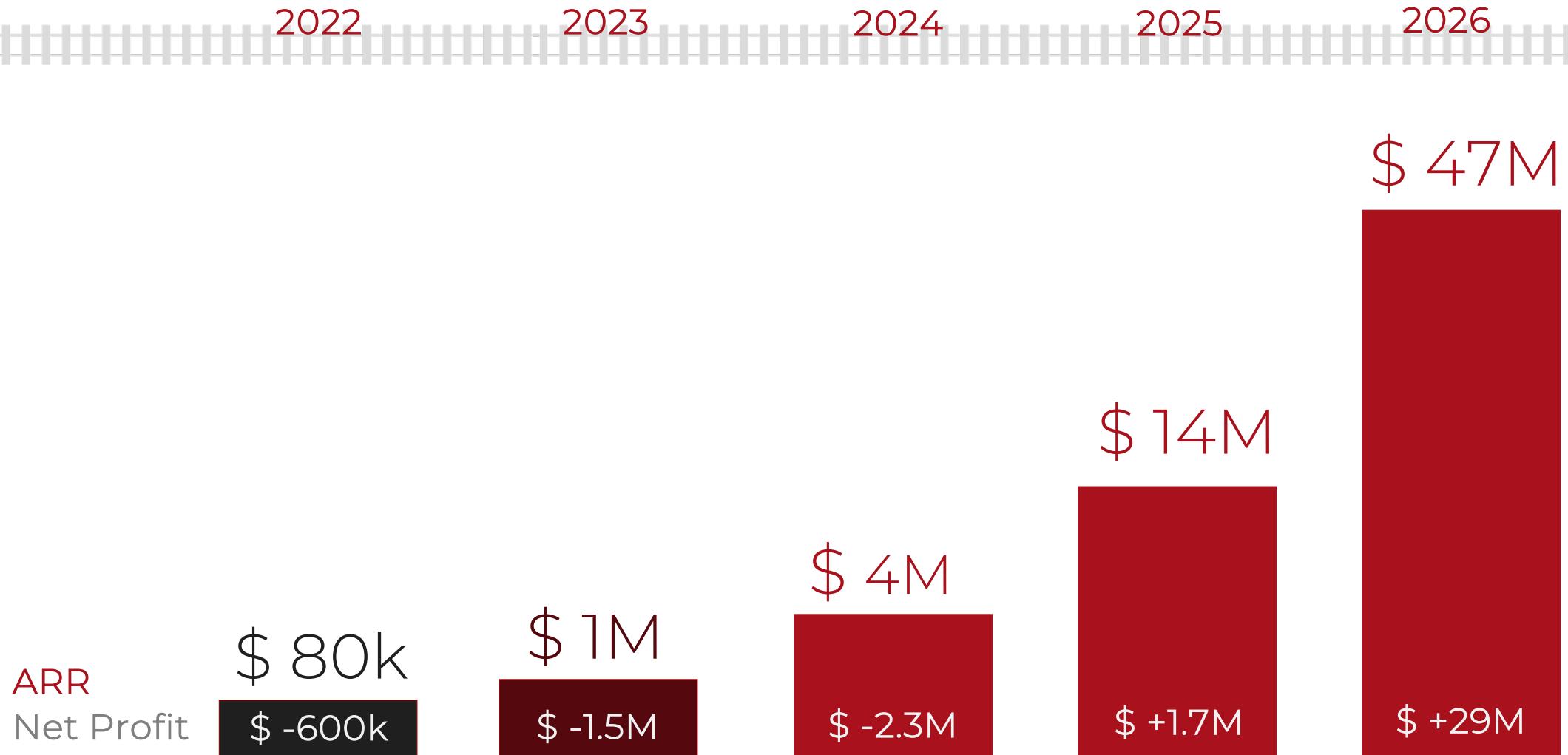


Tier	Description	Core Advantage	Target Monthly Price
Base Mode	Just a map	Rapid onboarding, user has access to digital maps	\$0
Trip Mode	+ Operational trip details while driving train.	Visualize track grade, ETA, mileposts, speed limits, and more...	\$500 - \$1000 per corridor
Fuel Savings Mode	+ Fuel Savings Recommendations		\$10k - \$50k per corridor
Adaptive FS Mode	+ Signals, track, and traffic detection		\$15k - \$75k Per corridor
...			
Semi-autonomous Mode	Start to Stop Functionality with Crew	Highest fuel savings and safety	\$20k - \$100k Per corridor
Full self-driving	Driverless train	Massive growth opportunity and cost reduction for railroads	\$100k - \$1M Per corridor

Core **Sales Pipeline**

Customer	ARR Potential	Stage
G&W Indiana	\$180,000	Commit (90%)
MBTA (Boston)	\$400,000	Proposal (70%)
Exo (Montreal)	\$500,000	Proposal (70%)
Arcelor Mital (Quebec)	\$900,000	Proposal (70%)
Rio Tinto (Quebec)	\$1.2M	Bought-In (50%)
Watco (Michigan)	\$300,000	Bought-In (50%)
CP Rail	\$15M	Opportunity (30%)
CN Rail	\$20M	Opportunity (30%)

ARR Projections



Why **now** ?

The rail industry is only now undergoing its **digital revolution**.

Rising Fuel Costs

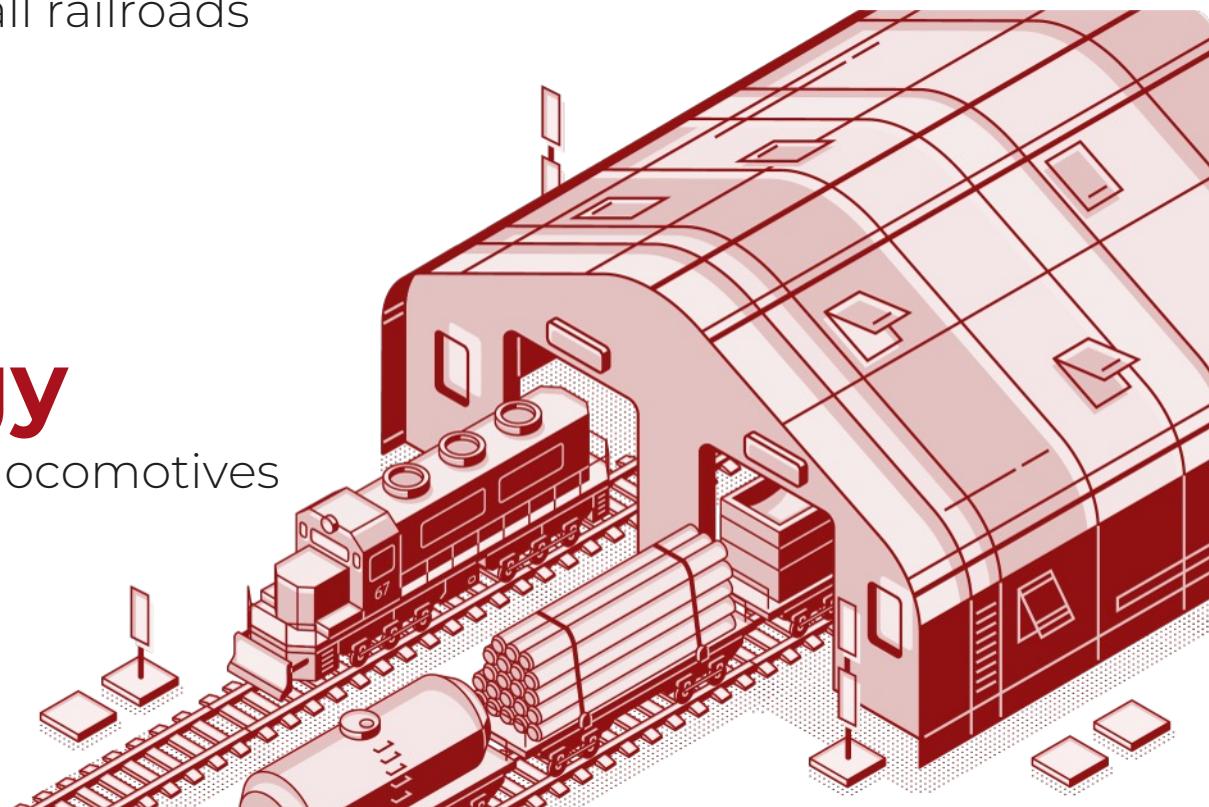
Fuel reduction continues to remain the top priority of all railroads

GHG Reduction Pressure

Increasing pressure and incentive to reduce emissions

Investments in Technology

Data offloading and GPS monitoring of all railcars and locomotives



TECH LEADERS



DEV JAIN
CEO, Founder

5+ years of rail experience
McGill + Centech Top Entrepreneur
Active Military Reservist



BRANDON MOAK
Head of Autonomy

Co-founder of Embark Trucks
\$5B SPAC, sold to Applied Intuition



ALDO VARGAS
Sr. Manager - Autonomy

Tech leader for Nexus Robotics -
autonomous tractors

BACKED BY



INDUSTRY VETERANS



WAYNE KENNEDY
Sales

Director of Fuel Conservation at
Union Pacific Railroad

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ROBERT BART
Sales

40+ years in Operations @ CN Rail

Seed-Ex Round **Financing**

Pre-seed

Oct. 2021

\$675k CAD

- \$82k to \$800k ARR
- Converted early pilots

Seed1

Oct. 2022

\$5M CAD

- \$800k to \$ 2M ARR
- 10 new rail corridors

Seed-Extension

Q4 2024

\$2M CAD

- \$2M to \$ 5M ARR
- Win Via Rail RFP
- Build executive team
- Scale sales team
- Prepare for Series A



We're building a fully
autonomous rail industry.

Starting with a simple
AI-enabled solution.

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