

# Rail Movement Planner™

*Your rail operation optimized – in just a few seconds!*

Our company (Railmp) is focused on developing and providing train traffic planning solutions. We are located in city of Campinas, Brazil, since 2015 and commercialize our namesake solution: the Rail Movement Planner™ software.

Railmp is endorsed by several Brazilian government programs and has key partnerships that facilitate R&D funding and software development. Our customers include numerous rail operations around the world, each with unique challenges conquered with RMP technology.



## 1 Investment Highlights

Railmp is the company with the only real-time out-of-the-box solution in the market – ready to deploy in any railroad operation around the world. This poses as a unique opportunity to access numerous big players in the industry and start a prosperous and long-term business relationship with them. RMP is easy to implement and brings quick results that foster more negotiations and deals.

We are in a position with little exposure to scenarios such as the current COVID-19 pandemic or other market instabilities once our target customers in the railroad industry present continuous growth and our product and operation are inserted in the digital market.

### 1.1 Our Product

Rail Movement Planner™ (RMP)<sup>1</sup> is a state-of-the-art solution for real-time train traffic planning and dispatching. It provides quick and feasible timetabling, meet-and-pass solving and conflict detection. RMP is fully operational and is running at several railroad Operating Centers worldwide<sup>2</sup>.

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<sup>1</sup> Rail Movement Planner™ is Registered Trademark at Brazil, Australia, the United States of America, the United Kingdom, and the European Union.

<sup>2</sup> The Intellectual Property of Rail Movement Planner™ belongs exclusively to Rail Movement Planner company, located in Campinas city, state of São Paulo, Brazil.

What makes Rail Movement Planner™ a unique solution is the fact that it has passed through critique, idiosyncrasy, appraisal and validation from several Train Controllers and many others railway experts.

It greatly reduces traffic controller workload, ensures decisions are aligned with the business' demands, standardizes traffic plans, reactions to disruption, and operation practices, improves network regularity, and focus on enhancing the operation's efficiency gains by improving the railroad's throughput.

## 1.2 Our Business Model

A typical RMP license can be either yearly or perpetual. Our main source of revenue stems from this license bond and maintenance services. We also develop add-ons to address new demands, each a project funded by the customer.

The initial commercial approach offers a trial – a period for the solution to be tested within the potential customer's operation. This is installed in a short period and offered at a low cost, enough to allocate an implementation team, and should be attractive enough for the customer to agree with. Massively investing in the trial approach will lead to drastically increase the company's revenue.

## 1.3 Our Industry and Targeted Market

Based on extensive research and decades' worth of experience and connections in the railroad industry, Railmp assesses that our targeted market has few competitors while potential customers encompass nearly 700 rail operations worldwide. We are focused on the hundred-billion dollar, heavy-haul operations market, and regional railroads, especially in North America, East Europe, and Australia.

## 1.4 Recent Company Performance

Railmp has displayed great potential to grow and took part in improving the product and attending whatever rail expert events are available. Even during the COVID-19 pandemic, company performance has been solid and suffered minimal real losses and remains strong in the foreseeable future. Below, recent revenue information:

Income Statement <sup>3</sup>	2018	2019	2020
<b>Gross sales</b>	2,792,358.20	3,818,757.16	3,385,334.75
<b>EBITDA</b>	502,935.89	1,000,949.29	822,223.99
<b>Net income</b>	361,504.43	695,718.63	612,968.25
<b>BRL to USD exchange ratio</b>	<b>3.6542</b>	<b>3.9451</b>	<b>5.1558</b>

To learn more about Rail Movement Planner™, contact us: [commercial@railmp.com](mailto:commercial@railmp.com)

<sup>3</sup> The values in this table are expressed in R\$ (Reais), the Brazilian currency,