WE FIND YOU ENERGY

COLD STORAGE PROVIDERS

- Generate new revenue while helping customers reduce fuel use
- Automatically invoice each customer for eTRU power draw

FOOD SUPPLIERS, DISTRIBUTORS & HAULERS

- Quantifiably reduce carbon emissions and fuel costs
- Optimize when trucks use diesel or electricity based on rates

UTILITIES

- Help industrial customers electrify more load
- New controllable load to help balance the grid

OUR NSIGHT™ PLATFORM IS THE CENTERPIECE OF A SMART SOLUTION FOR INSTALLATION & MANAGEMENT OF ELECTRIC TRANSPORT REFRIGERATION UNIT POWER, INCLUDING:

▶ Design and installation of eTRU shore power infrastructure

▶ Revenue-grade metering and monitoring for each dock

▶ Real-time truck presence/plug status for every truck at each facility

▶ Easy data sharing for carbon reporting, incentive programs & regulatory compliance

▶ Tools for managing time-of-use, demand charges, Coincident Peak & DR

▶ Facilitation of federal, state, and utility programs & incentives

1 billion
gallons of diesel are wasted each year in the U.S. alone as trucks idle during loading and unloading*

TYPICAL ENGAGEMENT STEPS

1 Evaluate facilities' "bumps" to understand diversity of carriers and loading/unloading time

2 Analyze facilities' utility rate tariff & load patterns
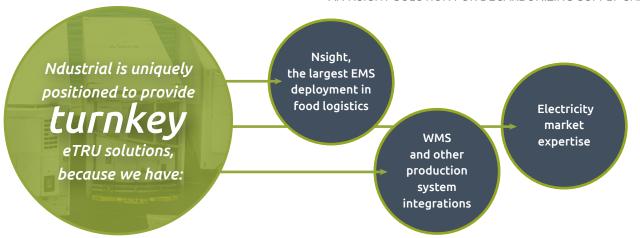
3 Develop installation scope

4 Establish each facility's unique data and monetization model

*source: **afdc.energy.gov**

ndustrial

eTRU Shore Power Solutions

AN NSIGHT SOLUTION FOR DECARBONIZING SUPPLY CHAINS

Ndustrial is uniquely positioned to provide *turnkey* eTRU solutions, because we have:

- Nsight, the largest EMS deployment in food logistics
- WMS and other production system integrations
- Electricity market expertise

Our **Nsight™ Energy Intensity Platform** is the only solution that integrates Energy Management Software and eTRU infrastructure with Warehouse Management Systems and other production systems.
It is customizable to each facility's needs.

Managing eTRU energy use works differently in every electric market around the world, and we can help navigate that complexity. We will work directly with your site team and local IOUs, co-ops, munis and/or regulatory parties to ensure you have an optimal eTRU setup and can take advantage of new incentives.

With installations in over 250 cold storage warehouses globally, Ndustrial is prepared to help you anywhere in the world. We can deliver a fully managed service with equipment cost and supply contracts built into a revenue-share with the facility, preserving CapEx for other projects. Or, we can install hardware and metering and provide Nsight Energy Intensity Software™ software as a service.

Contact **busdev@ndustrial.io** to monetize your new distributed energy asset today!

▶ SPOTLIGHT ON CALIFORNIA AIR RESOURCES BOARD'S TRU REGULATIONS:

EFFECTIVE 12/31/2023

FACILITY OWNERS* WILL BE REQUIRED TO:

- Report all TRUs that operate at their facility to CARB quarterly, including out-of-state-based trucks operating in CA
- Pay fees and affix truck labels every 3 years

TRU OWNERS WILL BE REQUIRED TO:

- Turn over 15% of truck TRU fleet to Zero Emissions (ZE) technology annually
- All truck TRUs operating in CA shall be ZE by 12/31/2029
- Pay fees and affix truck labels every 3 years

Currently, 12+ additional states are committed to these and other new requirements as well.
*Owners of refrigerated warehouses ≥20Kft², grocery stores ≥15Kft², and all seaport facilities and intermodal railyards