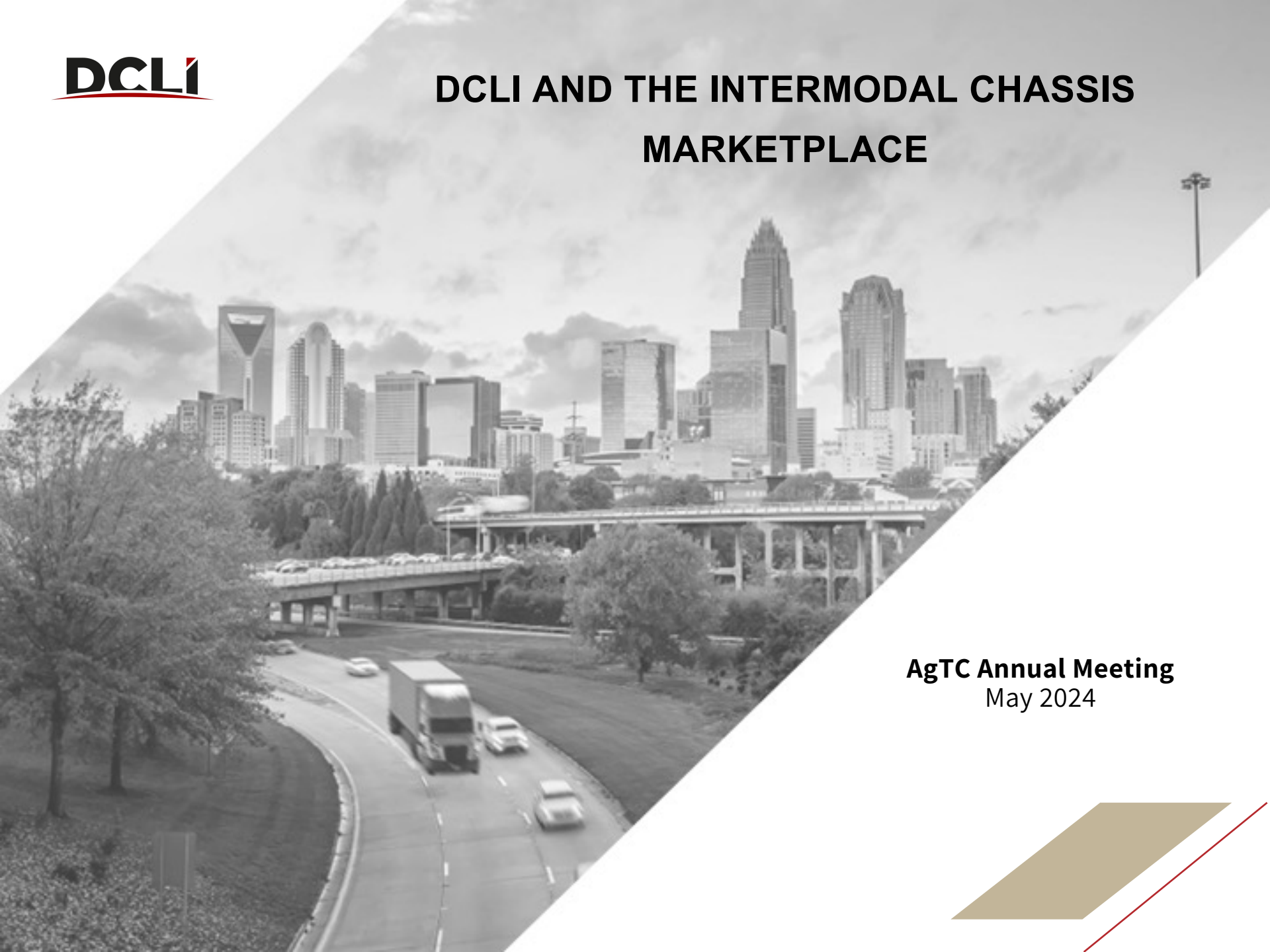
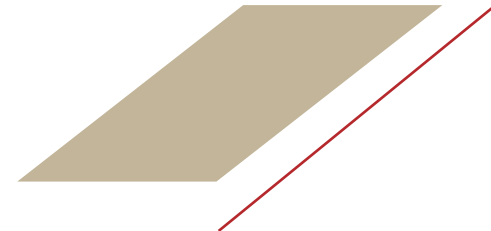




DCLI AND THE INTERMODAL CHASSIS MARKETPLACE



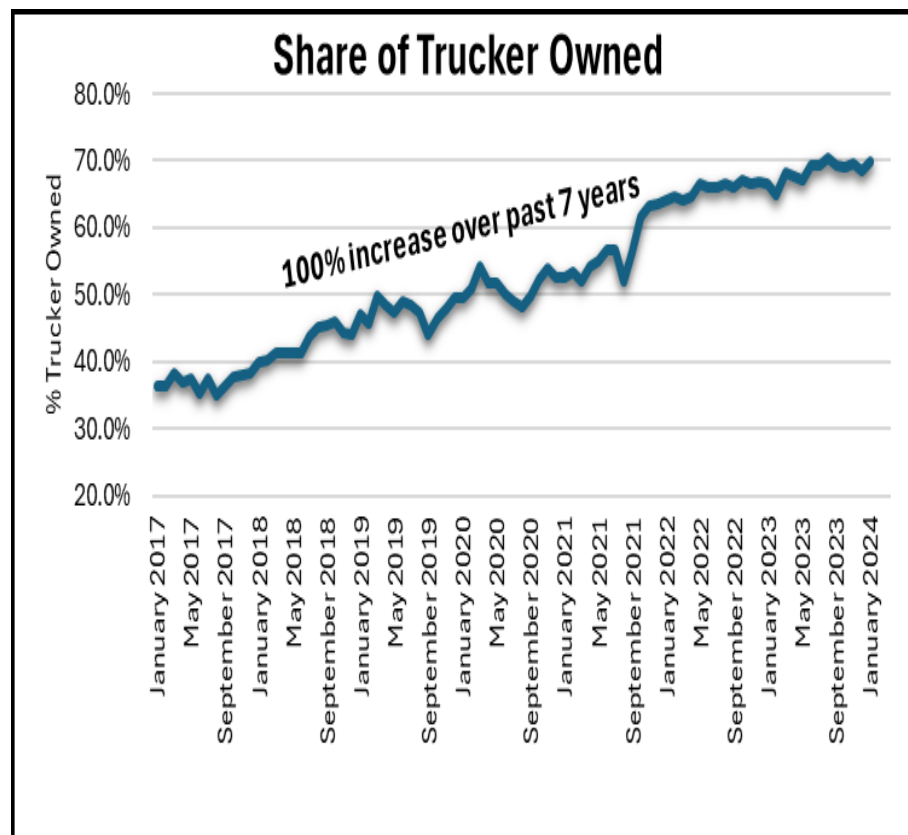
AgTC Annual Meeting
May 2024



USE OF TRUCKER-CONTROLLED CHASSIS HAS INCREASED DRAMATICALLY



- **Chassis choice and competition has grown** as terminals transition to grounded operations and use of trucker-owned or leased chassis (TOW) proliferate
- There has been a **100% increase in use of trucker-owned or controlled chassis** over the last seven years
 - In **Memphis**, in 2020 we were handling 95% of our ocean carrier customers' volume, but today it is **less than 60%**
 - In **Chicago**, we estimate TOW now accounts for **more than 50%** of local chassis moves
 - In **New York/NJ**, TOW is **above 90%**
 - In **LA/LB**, TOW is **approximately 75%**
- This data **demonstrates how much the market has changed** in terms of truckers' ability to use of their own chassis



Direct ChassisLink Pools (DCLP) – Competitive Pools

- **Increase competition** in the marketplace as truckers can use any number of options for their MH moves
- **Enhance safety** by incentivizing investment in new, refurbished, or upgraded chassis
- **Strengthen customer service** and reduce costs because truckers are dealing directly with the asset owner
- **Deliver supply chain resiliency** since chassis can easily be redeployed from one market to another

Traditional Consolidated Chassis Management (CCM) Pools – Gray Pools

- Interoperable, but having only one chassis pool provider in the marketplace **limits competition** and undermines investment
- **Quality of the equipment deteriorates** because there is no ability for IEPs to differentiate and compete
- Pool manager controls maintenance and repair costs but **isn't accountable for them**
- Essentially **no ability to move assets between markets** to respond to changes in market demand

The competitive chassis pool model provides REAL choice giving truckers more options while driving IEPs to better serve their customers.