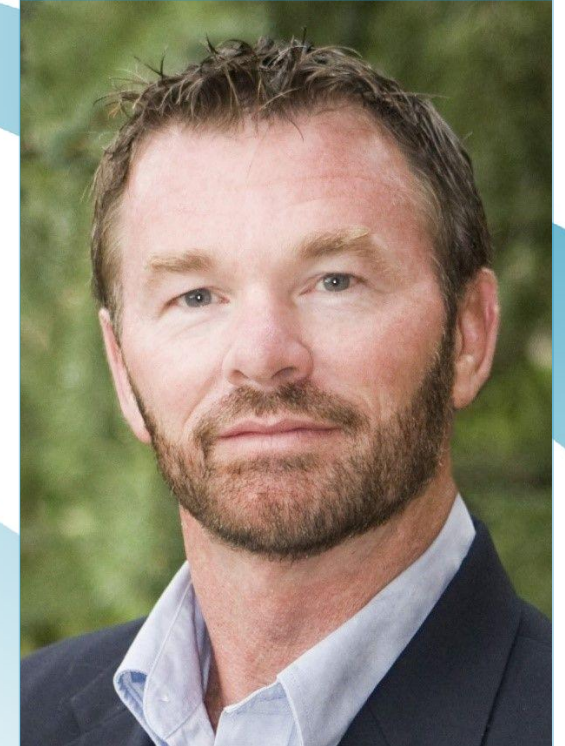




Digitally Transforming the Fresh Food Supply Chains

Inteligistics CEO

- 30+ years in the food industry
- Participated on numerous FDA committees contributing to the creation of FSMA 204
- Architect and Lead Staff for the global PTI (Produce Traceability Initiative)
- Founder and Chairman of the FFTA (Fresh Foods Trade Association) committee to harmonize traceability standards
- Secretary General of the International Federation for Produce Standards
- 1 of 2 selected to represent U.S. agriculture Traceability Best Practices to the United Nations
- Facilitator, Chairman, or participant on over 30 global industry committees on supply chain efficiencies and best practices
- Recognized SME on supply chain technologies, industry standards, traceability, and efficiencies
- Frequent industry speaker and co-author of numerous global best practice documents



Gary Fleming
CEO Inteligistics

Industry and Regulatory Landscape (Problem)

- \$161 billion lost each year in U.S. product waste due to quality issues and inefficient cold-chain management.
- WHO estimates 600 million people get sick from foodborne illnesses, estimated 420,000 deaths annually.
- CDC estimates that in U.S., 48 million people get sick from foodborne illnesses, 128,000 hospitalizations and 3,000 deaths each year.
- Food recalls estimated at \$15 billion each year (direct costs, legal costs, brand damage, supply chain disruption).
- FDA Response:
 - January 2011 FSMA (Food Safety Modernization Act) created to address food safety and food-borne pathogens.
 - November 2022 FSMA 204 Rule created to address traceability to quickly identify and remove tainted product from supply chain.
 - June 2028 FSMA 204 Rule becomes effective, driving regulatory compliance and modernizing industry practices.
- Fresh food sectors (e.g. Produce, Meat and Poultry, Seafood, Dairy/Deli/Bakery) are far behind in using technology and automation to address product waste and FSMA compliance, much less other supply chain efficiencies.
- Fragmented supply chains, minimal integration, lack of real-time visibility, antiquated systems hinder ability to solve these problems.

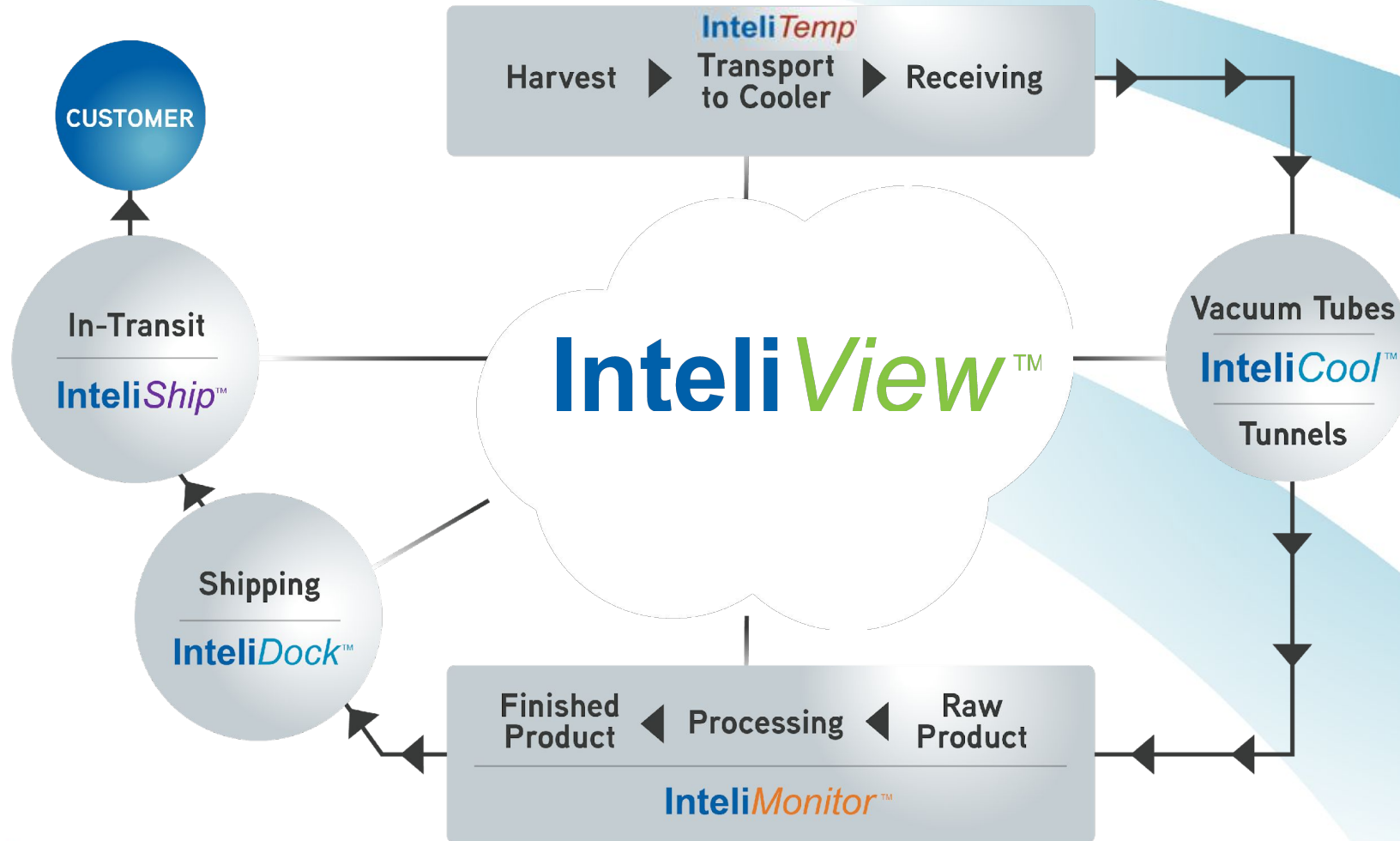
Introducing Inteligistics (Solution)

- Cutting-edge solutions that unlock and capture previously inaccessible critical data at each leg of the supply chain, driving smarter decisions and competitive advantage.
- IntelliView Digital Platform provides one centralized location to monitor/analyze and link together supply chain data.
- Data used for FSMA 204 compliance, cold-chain analytics (quality/shelf-life/temp monitoring), reduction in energy costs, reduction in labor, supply-chain visibility, and operational efficiencies.
- Cold-chain applications monitor and capture real-time data on product quality, product condition, and cooling to ensure proper cold-chain management throughout the supply chain and avoid product waste.
- Leverage advanced technologies to help automate and digitize manual processes that capture needed data.
- Optimize data analytics with AI and machine learning to enhance value of existing data.
- Eliminate bottlenecks and maximize efficiency with actionable insights and added visibility.
- Provide real-time alerts, notifications, and dashboards to enable faster and more data-driven decisions.
- Utilize third-party solution providers to further transform customer experience.

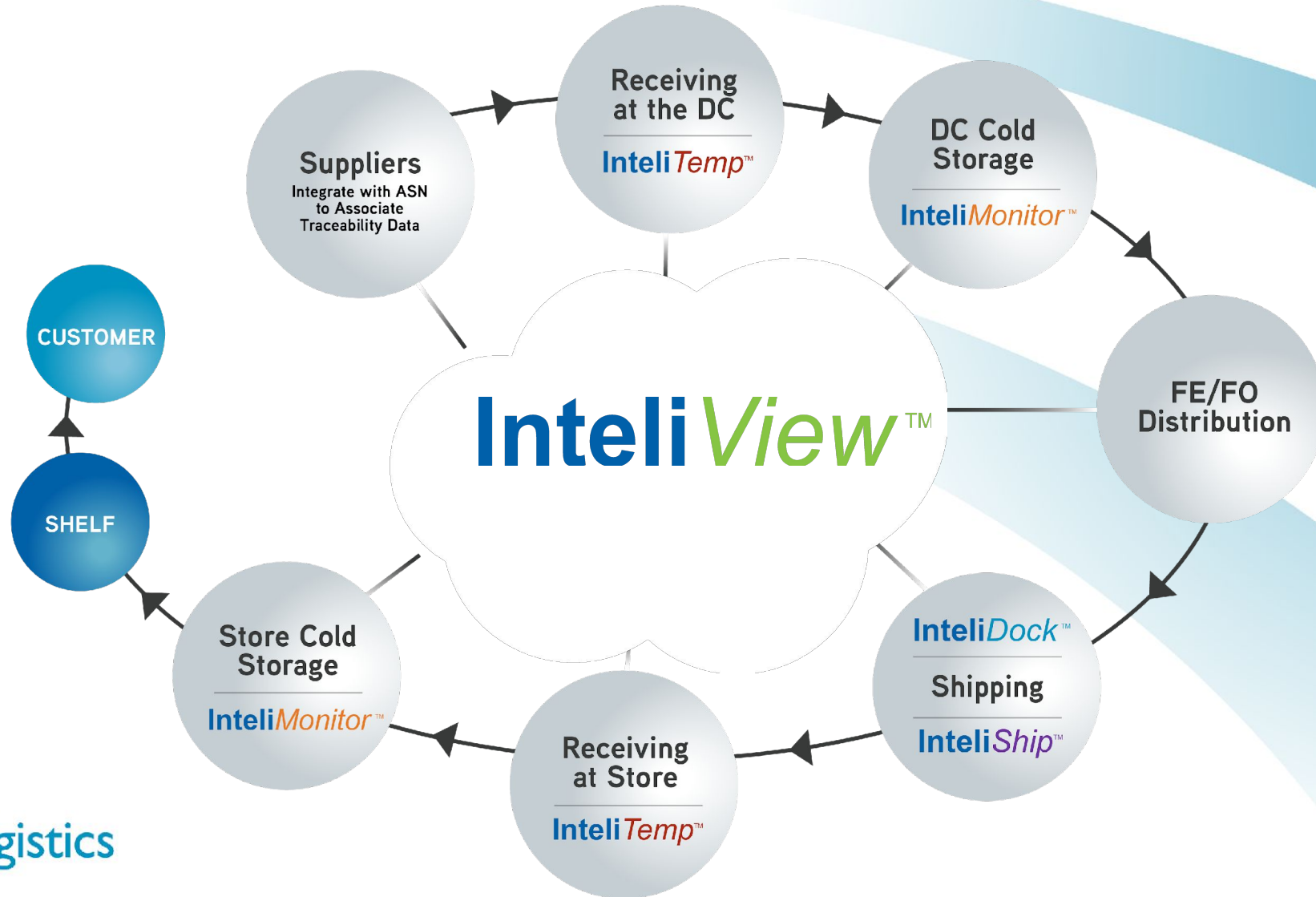
Inteligistics is perfectly positioned to usher companies with limited technology and resources into a new era of Smarter Technology and Data-Driven decisions.



Supplier End-to-End Product Visibility




Buyer End-to-End Product Visibility



Capturing Data at Each Leg of the Supply Chain

	Grower	Pre-Cool / Cooler	Pack Facility / Shipper	Carrier (In-Transit)	Dist. Center / Distributor	Store / Restaurant
Method	InteliField™ API Other	InteliCool™ InteliMonitor™ API Other	InteliTemp™ EDI API Other	InteliShip™ ASN API Other	InteliDock™ EDI API Other	
Source Document	Work Order / Field Ticket	Tube/Tunnel Log	ASN	BOL	ASN Store PO	Store PO
Data	Grower Info Harvest Info Harvest Date Lot # Commodity Variety Etc.	Cooler Location Chamber Info Temp/Hum Info Lot # Etc.	Ship Info Inv # / PO # Batch # GTIN Lot/Batch Temp/Hum Info	Carrier Info Ship From Ship To BOL # Inv # / PO # Temp/Hum Info	DC/Dist Info Store PO # GTIN Lot/Batch # Order details Temp Info	Store Info Store PO Etc.

Competitor Analysis Table

COMPANY	ONE CLICK FSMA 204	FARM TO STORE VISIBILITY	CASE LEVEL VISIBILITY	INTEGRATED PLATFORM	SHELF-LIFE ANALYTICS	AI ENABLED	VOICE PICK	COLD CHAIN MONITORING	UNBUNDLED PRICING & FEATURES
 Inteligistics	✓	✓	✓	✓	✓	✓	✓	✓	✓
ITRADE		✓	✓	✓					
IFOODDS		✓	✓	✓					
REPOSITRAK			✓	✓					
PROCURANT			✓	✓				✓	
DELTATRAK				✓	✓			✓	
TRACEGAINS				✓				✓	

Proven Experience

- 30+ years in the food industry creating best practices and supply chain efficiencies
- 10+ years of digitization and end-to-end fresh food supply chain solutions
- Westinghouse – Digital transformation of nuclear power generating Control Rooms
- US Navy – Development of supply chain logistics platform for global asset viability



Pricing Narrative on Buyers

				ONE BUYER	ONE BUYER	
				Monthly	Yearly	
BUYERS	# of Stores	Avg # of Stores	Fee/Store	Avg Revenue	Avg Revenue	# of Buyers in N. America
Large National Chains	1000 - 4600	1400	\$50	\$70,000	\$840,000	10+ Large National Chains in N. America
Mid-Size Regional Chains	100 - 999	300	\$50	\$15,000	\$180,000	30+ Mid-Size Regional Chains in N. America
Independents/Small Chains	1 - 99	20	\$50	\$1,000	\$12,000	28,000 + Independents/Small Chains in N. America

- Table above is only for Inteligistics FSMA feature (does not include Cap projects)
- Monthly/Yearly revenue based on only 1 customer in each segment
- Only includes Grocery Retail, and not Foodservice Distributors or Operators (e.g. restaurants, hotels, schools, convenience stores, etc.)
- FSMA is applicable to all food entities (Grocery Retail and Foodservice)
- Foodservice has a significantly higher # of stores (operators) than does Grocery Retail

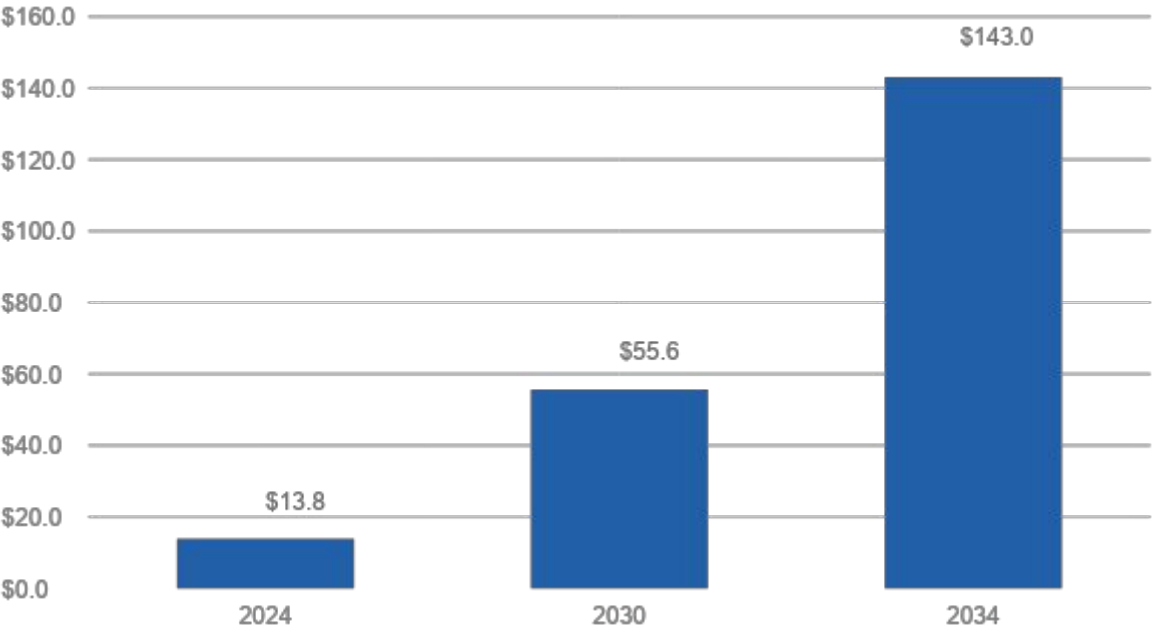
Pricing Narrative on Industry Segments

				ONE SUPPLIER	ONE SUPPLIER	
				Monthly	Yearly	
SUPPLIERS	# of Facilities		Fee/Facility	Avg Revenue	Avg Revenue	# of Suppliers in N. America
Large Supplier	5 - 20		\$250	\$3,000	\$36,000	20+ Large Suppliers in N. America
Mid-Size Supplier	1 - 5		\$250	\$1,250	\$15,000	200+ Mid-Size Suppliers in N. America
Small Supplier	1		\$250	\$250	\$3,000	1000+ Small Suppliers in N. America

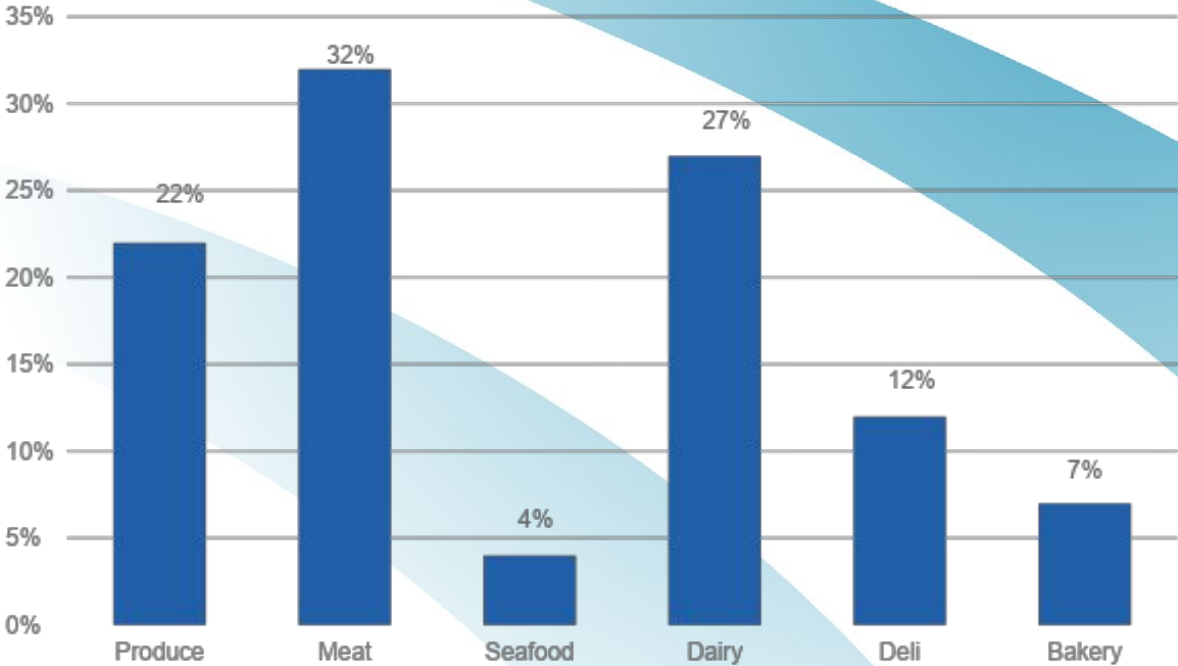
- Table above is only for Inteligistics FSMA feature (does not include Cap projects)
- Table above includes Produce sector only
- Monthly/Yearly revenue based on only 1 customer in each segment
- FSMA is applicable to all fresh food sectors
- Cold-chain solutions applicable to all fresh food sectors as well

Market Size

Cold Chain Market Size In Billions

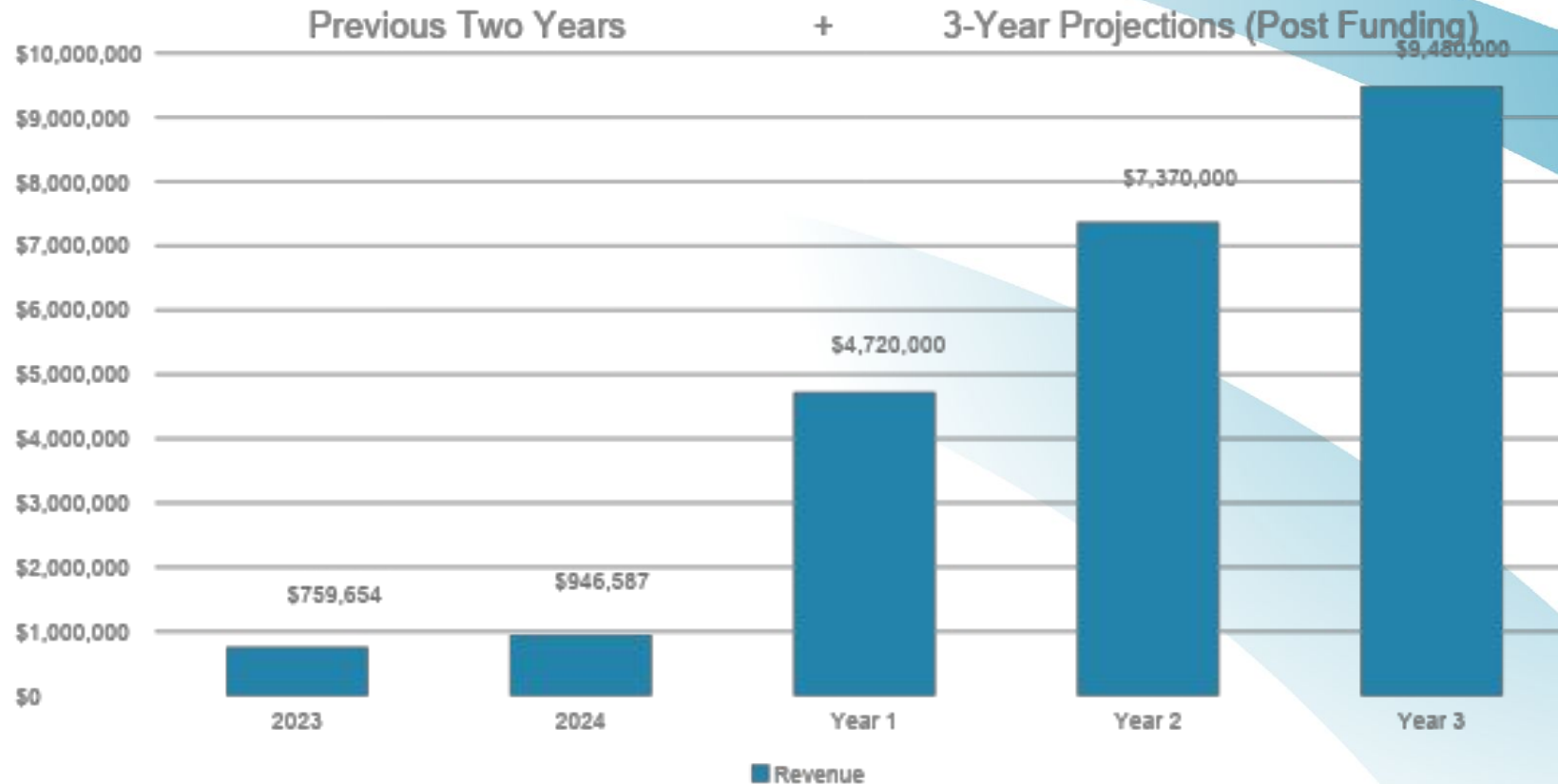


% of Fresh Foods Market



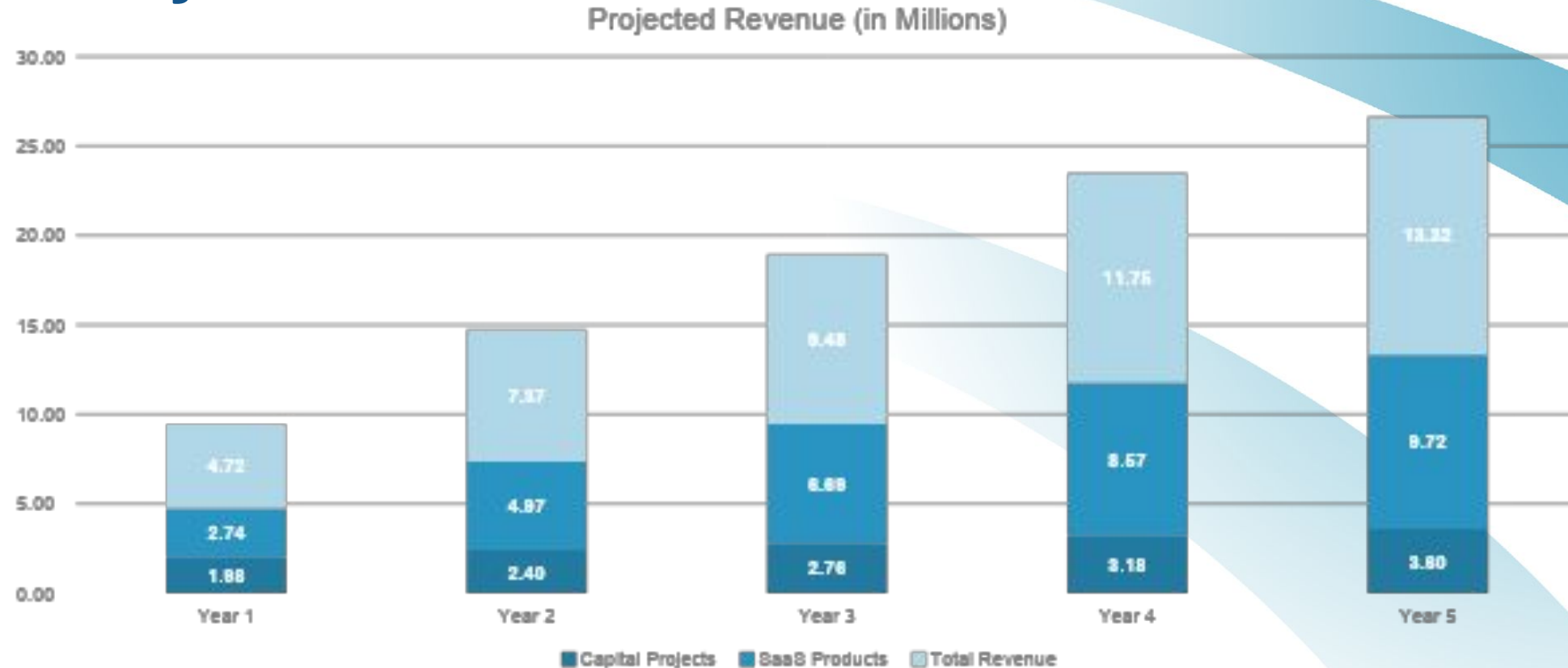
**Currently in Produce only. Ready to move to other sectors.*

Inteligistics: Previous two years + 3-year Projection (Post Funding)

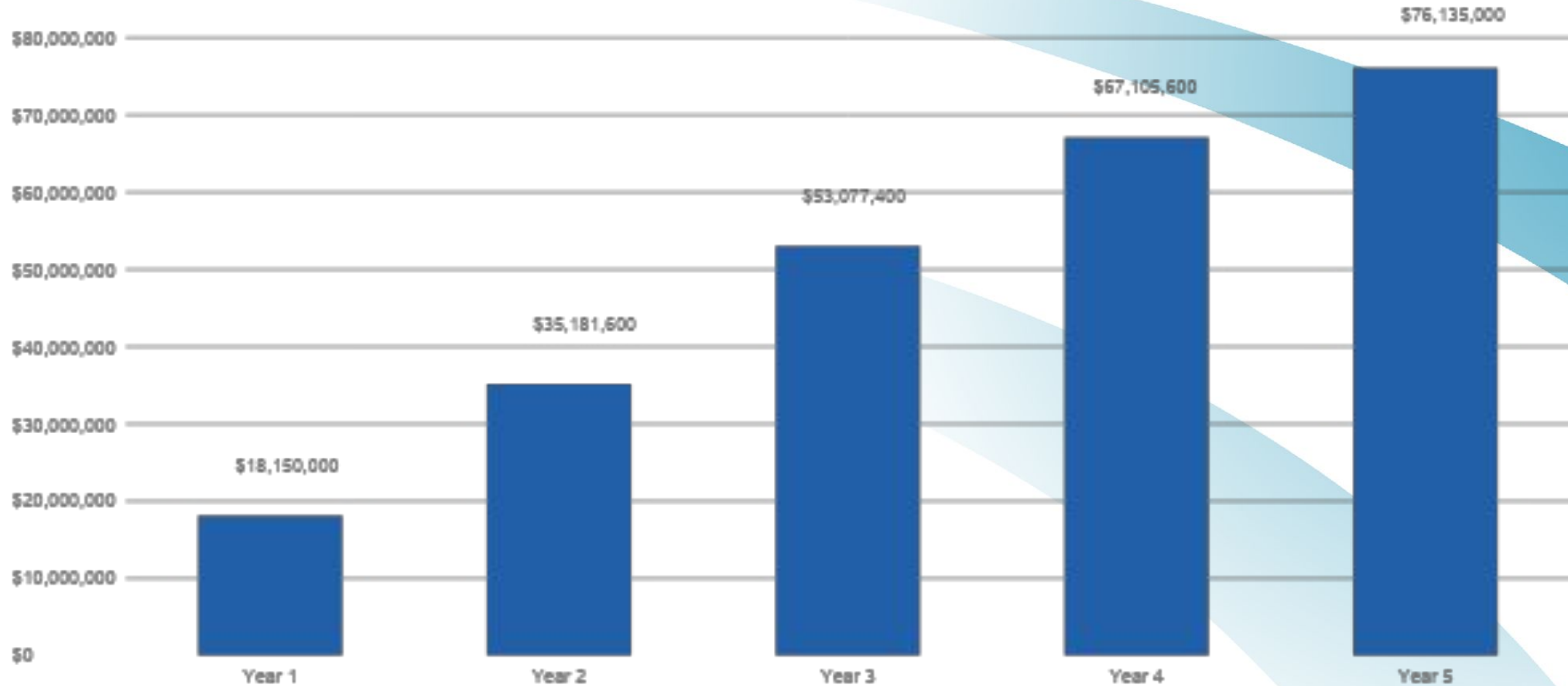


Inteligistics: 5-year Revenue Projections (Post Funding)

Total Projected Revenue over 5-Years - \$46.6M

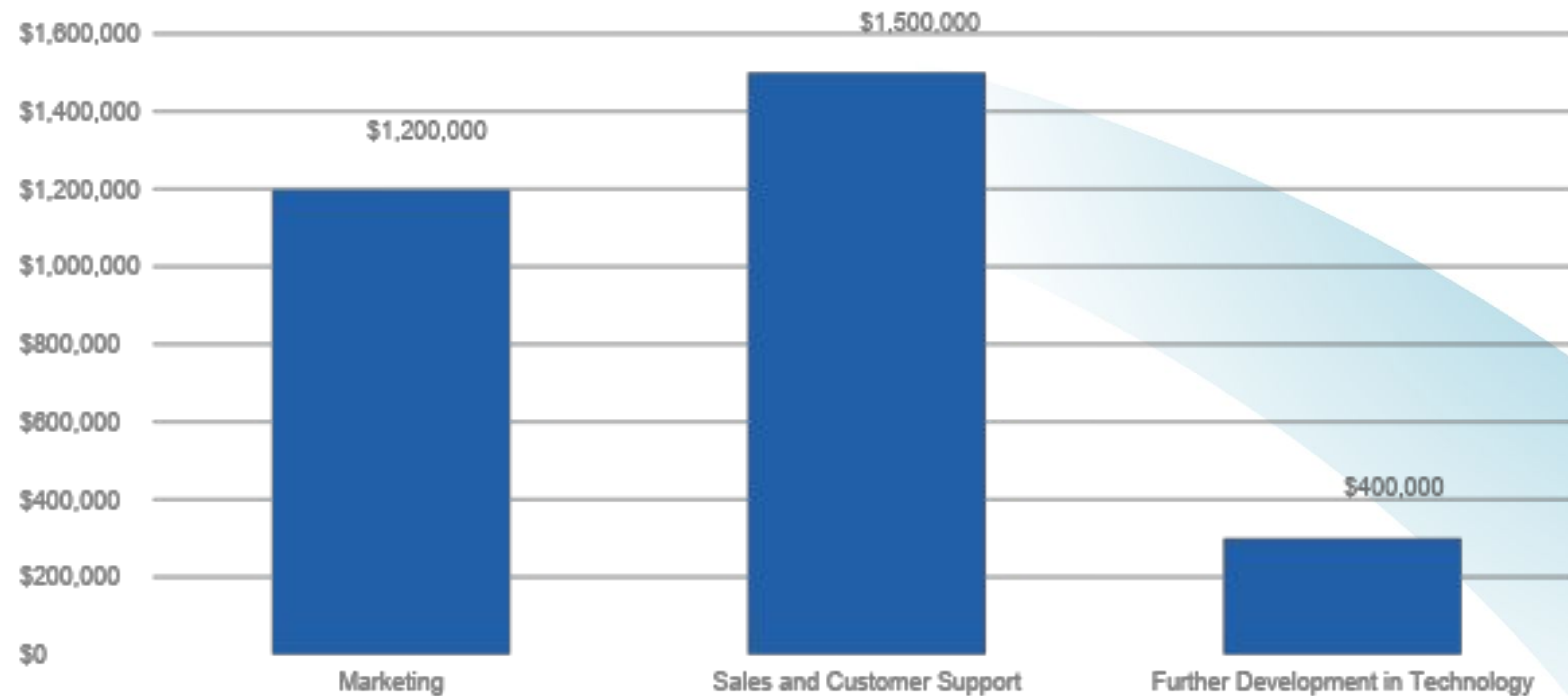


Valuation of Inteligistics

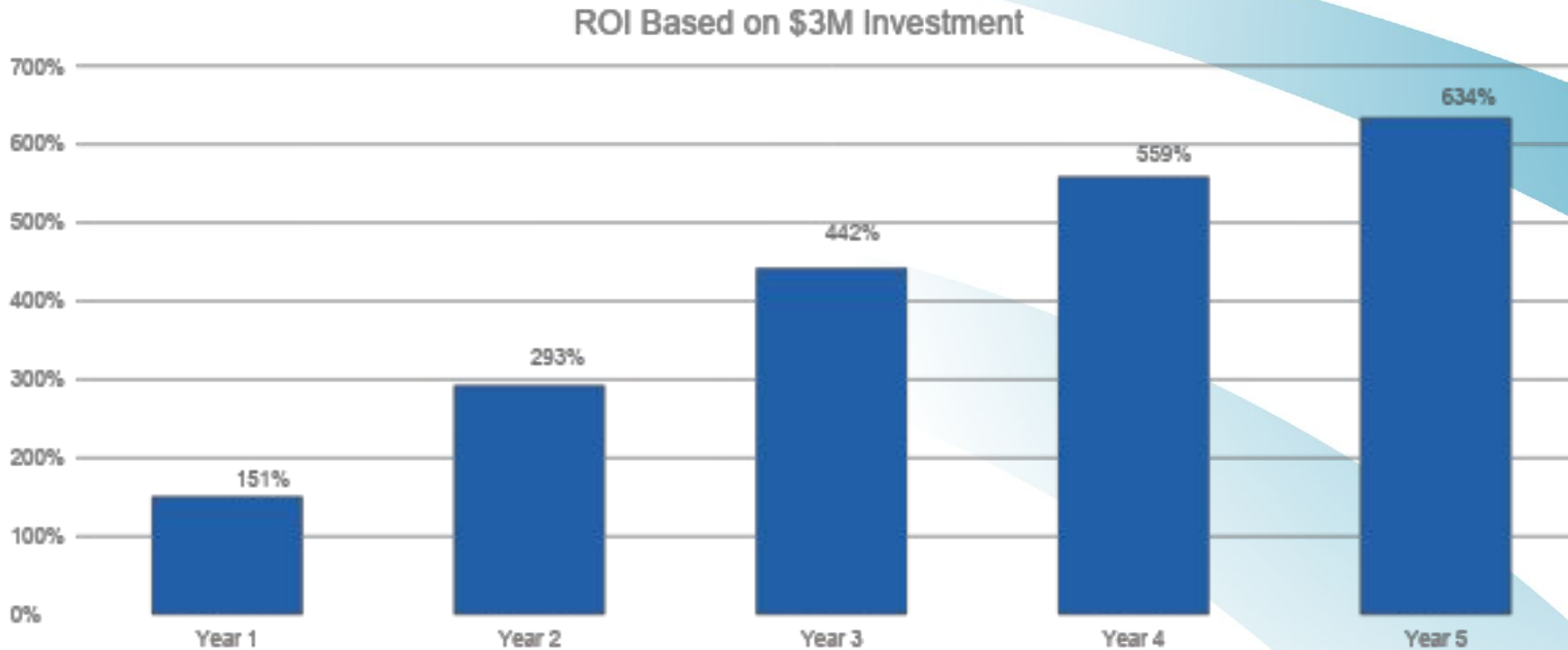


Seeking \$3M Expansion Funds

Investor funds will be used predominantly to get our products to market with additional sales and marketing, customer support, exhibition events at various trade shows, and additional software development for customer customization and digitization.



ROI for \$3M Investment and 25% Equity



** 6.3x ROI in 5 years based on Total Valuation*



**Thank
you!**



Gary Fleming

CEO

gfleming@inteligistics.com

om

763.346.4365

Offices in:

**United States - Pittsburgh PA,
Salinas CA**

Europe – Portugal

info@inteligistics.com

412.826.0379

InteliCool

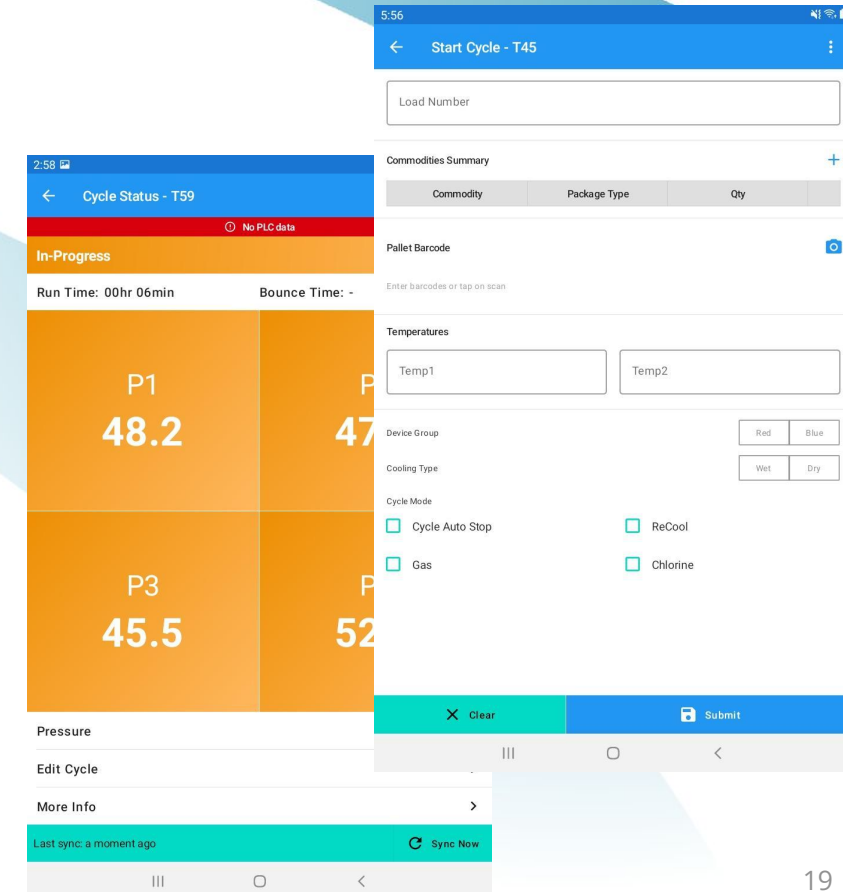
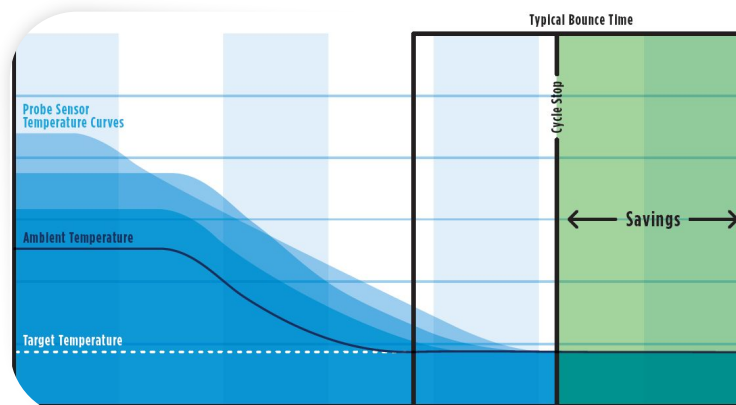


Real Time Monitoring – Vacuum Tube & Forced Air Tunnel Pre-Cooling

- Ensure Proper Cooling
- Save Cycle Time / Reduce Energy Cost
- Standardize Cooling Operation



Inteligistics





InteliMonitor

Cold Storage Monitoring

- ❑ Prevent Spoilage
- ❑ Early Detection of Issues
- ❑ Avoid Warm Air Leaks



Cold Storage			
Pinned ↓		32.4 / 53.6 / 84.9	
Zone	Chamber	Ambient (F)	Humidity (RH %)
Zone-1	Room 1	33.3	84.9
Zone-10	Room 1	32.4	84.4
Zone-2	Room 1	34.7	77.6
Zone-3	Room 1	36.1	71.2
Zone-4	Room 1	32.4	84.4
Zone-5	Room 1	33.3	84.9
Zone-6	Room 1	34.7	77.6
Zone-7	Room 1	36.1	71.2
Zone-8	Room 1	32.4	84.4
Zone-9	Room 1	36.1	71.2

Zone-4 Room 1	Zone-5 Room 1
Ambient (F) 32.4	Ambient (F) 33.3
Humidity (RH %) 84.4	Humidity (RH %) 84.9
Zone-6 Room 1	Zone-7 Room 1
Ambient (F) 34.7	Ambient (F) 36.1
Humidity (RH %) 77.6	Humidity (RH %) 71.2

Intellicore - Managing Product Quality and Field Assets



Harvesting

Turn ON and Place Sensor on pallet



Transport to Cooler



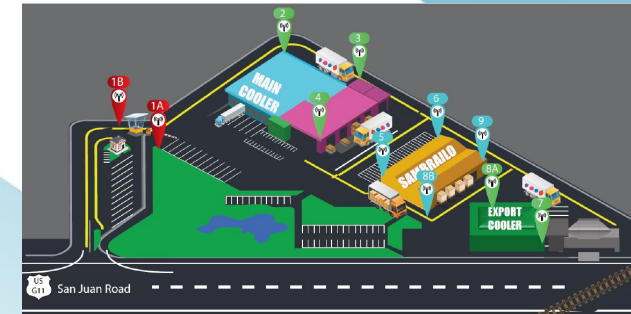
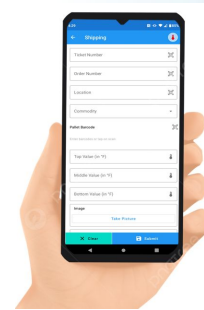
Cooler Receiving



QC Inspection

- Remove Sensor and Turn Off
- Use app to associate and link QC data

- Field to Cooler receiving metrics
- Time & Temperature metrics at cooler
- Product Quality Inspection metrics
- Track Field Trucks process time metrics
- Reduce bottlenecks & streamline operations
- Tracks asset utilization, inventory and maintenance management



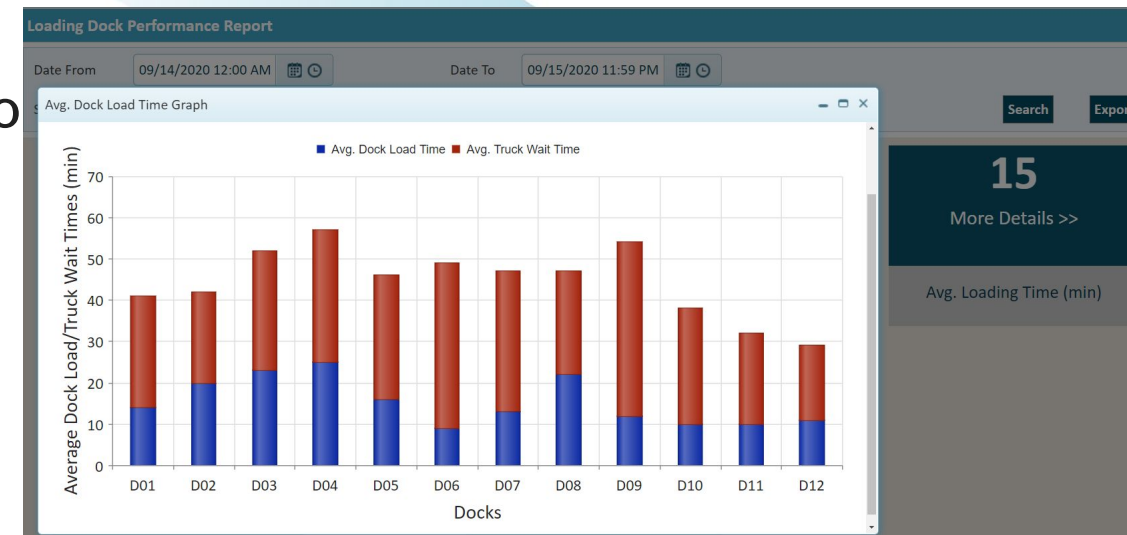
Field Truck Utilization and Other Assets



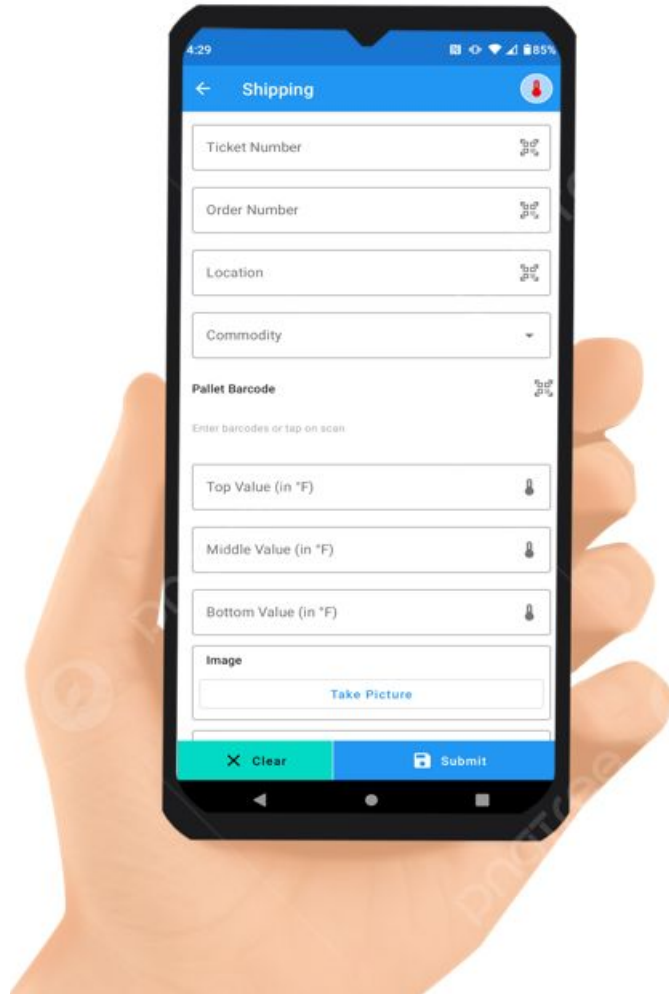
InteliDock

Loading Dock Management

- Detect truck arrivals and departures
- Detect loading dock status (open/close)
- Improve dock communication – visual dashboards and timers
- Improve lot traffic management
- Optimize staging, loading and door utilization
- Enable real time scheduling and dispatch functions
- Manage labor during loading and unloading
- Maintain cold storage integrity

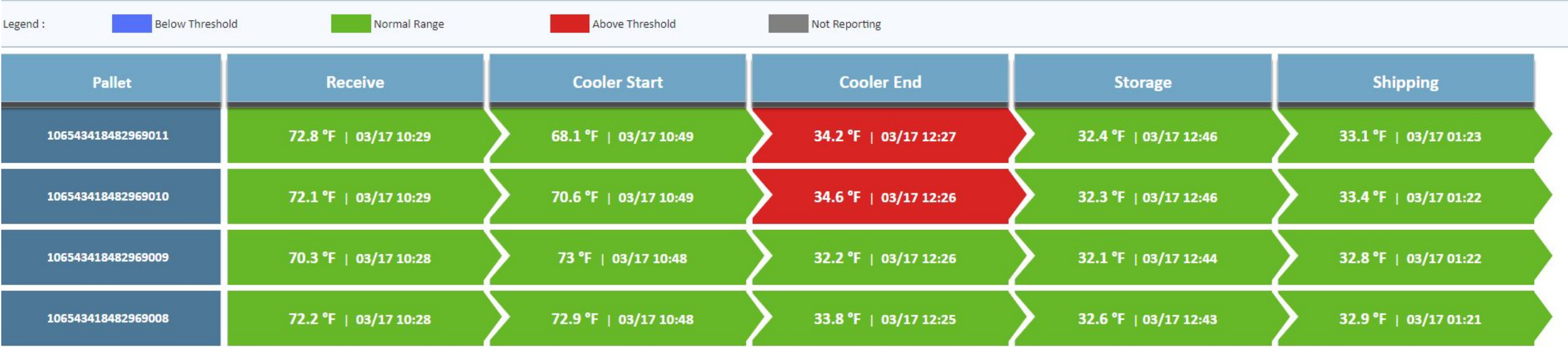


InteliView Traceability App



- Easily transform paper logs to digital
- Simple and easy to use UI
- User guided steps with data validation
- Online and offline functionality
- Data entry – keyboard, barcode, bluetooth probe
- Use anywhere within your operations
 - ✓ Harvest
 - ✓ Receiving
 - ✓ Pre-Cooling
 - ✓ Storage
 - ✓ Shipping
 - ✓ QA Inspections

Digital Audit Reports & Dashboards



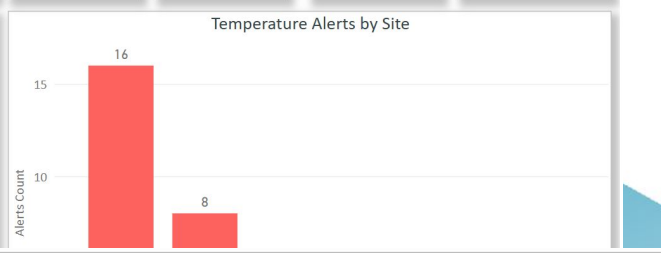
Event Date	Site ↑	Order #	Location #	Pallet #	Trailer Temp (°F)	Top (°F)	Middle (°F)	Bottom (°F)	Avg Temp (°F)	Pallet Count	Task	EnteredBy
03/17/2024 01:23 PM	Watsonville	88264690	D01	106543418482969011		33.2	33	33.2	33.1		Shipping	95016
03/17/2024 01:22 PM	Watsonville	88264690	D01	106543418482969010		33.1	34.2	32.8	33.4		Shipping	95016
03/17/2024 01:22 PM	Watsonville	88264690	D01	106543418482969009		32.2	33.5	32.8	32.8		Shipping	95016
03/17/2024 01:21 PM	Watsonville	88264690	D01	106543418482969008		33	32.6	33.2	32.9		Shipping	95016
03/17/2024 01:20 PM	Watsonville	88264690	D01	106543418482969007		32.5	33.2	33.9	33.2		Shipping	95016
03/17/2024 01:19 PM	Watsonville	88264690	D01	106543418482969006		32.3	34.3	32.6	33.1		Shipping	95016
03/17/2024 01:19 PM	Watsonville	88264690	D01	106543418482969005		34.3	32.3	32.6	33		Shipping	95016
03/17/2024 01:18 PM	Watsonville	88264690	D01	106543418482969004		34.4	33.2	33.3	33.6		Shipping	95016

POWER BI INTEGRATION & Better Understand Utilization, Performance

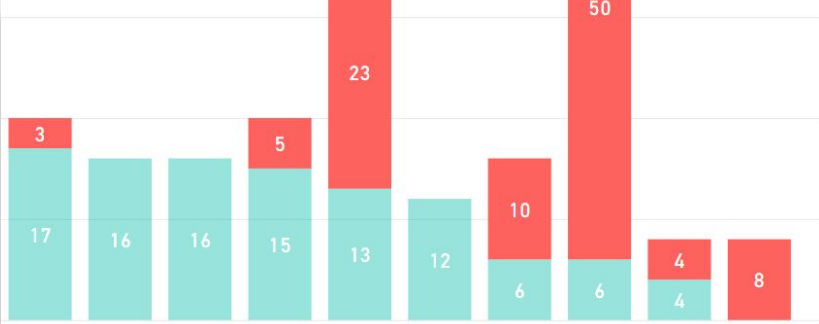
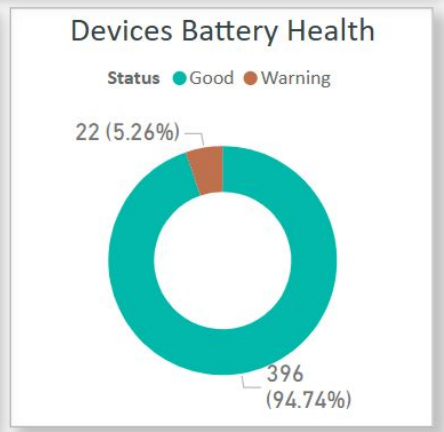
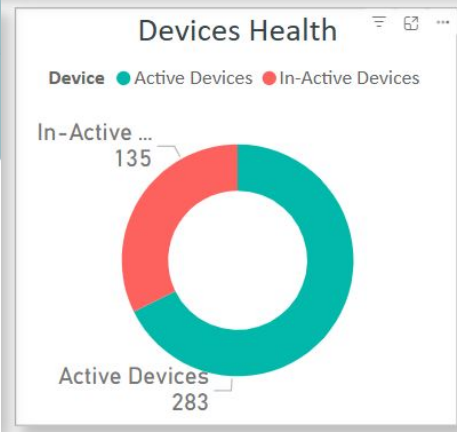
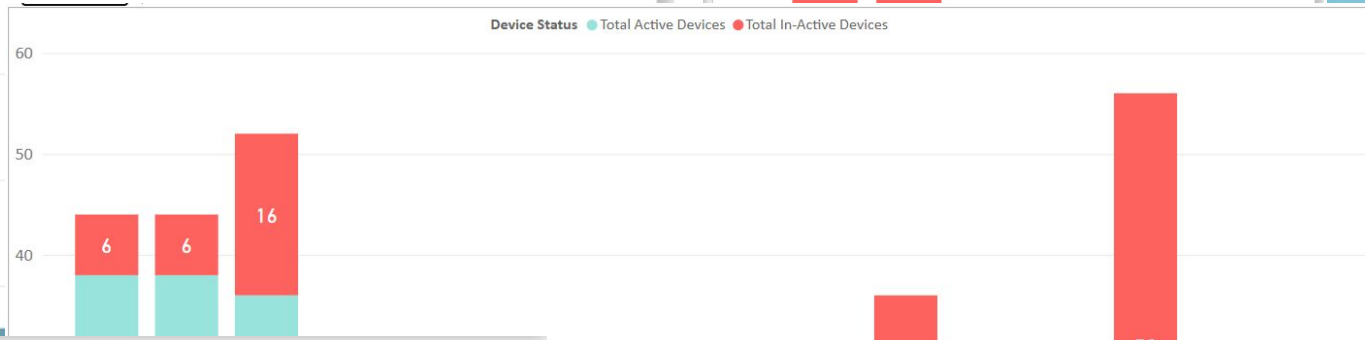
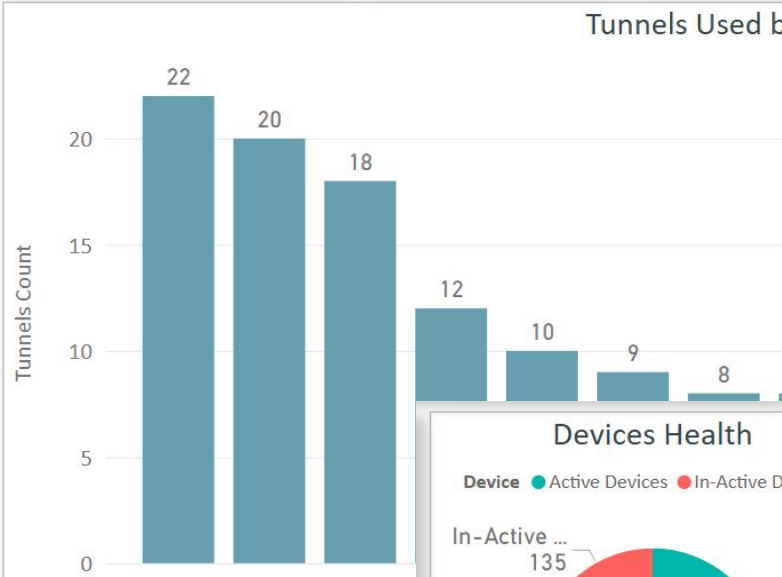
Health of Inteligistics Systems

Last Data Update: 33 minutes ago

Tunnels Utilization Summary



- Utilization
- Performance
- Health



FSMA 204 Demo

InteliView™

1-Click FSMA REPORT

Welcome: democuser | Logout

Dashboard

Alerts

Reports

Admin

Support

Help Desk

My Account

Home Page

SUMMARY

Results for 3/16/2025 12:00 AM to 3/18/2025 11:59 PM

COLD STORAGE

TOTAL SITES2

TOTAL ZONES10

ABOVE1

NORMAL4

BELOW4

NO DATA1

- Site -

- Room -

SUPPLIER → DC

PALLETS0

ABOVE0

NORMAL0

BELOW0

NO DATA0

- Site -

- Order # -

SUPPLIER → DC

SHIPMENTS0

ABOVE0

NORMAL0

BELOW0

NO DATA0

- Shipme...

- Order # -

DC → STORE

PALLETS0

ABOVE0

NORMAL0

BELOW0

NO DATA0

- Site -

- Order # -

DC → STORE

SHIPMENTS0

ABOVE0

NORMAL0

BELOW0

NO DATA0

- Shipme...

- Order # -

1-Click FSMA 204 Report

Instantly respond to FDA recall notices and inquiries.

Enter GTIN #

Enter Lot or Batch #

Inteligistics

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FSMA 204 Demo

testinterview.azurewebsites.net/Reports/TraceabilityReports

LinkedInGoogle MapsChatGPTPortuguese AnitaDeepLSegurança Socialctt Check TollsmillenniumComputer RepairVerb Conjugationsb Bordr GuidesDevOpsFree Photo StockThe Magic BulletClockify

Inteliview™

1-Click FSMA REPORT

Welcome: democuser | Logout

DashboardAlertsReportsAdminSupportHelp DeskMy Account

Home Page

Traceability Report

Search By

Enter GTIN #

Enter Lot or Batch #

SearchExport

Grower	Work Order/Field Ticket #	Lot #	Harvest Date	Commodity	Variety	Cooler Location	Cooling Log #	Cooling Asset #
--------	---------------------------	-------	--------------	-----------	---------	-----------------	---------------	-----------------

0

Page 0 of 0

10

items per page

Inteligistics

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FSMA 204 Compliant Spreadsheet

- Includes FSMA 204 mandated CTEs (Critical Tracking Events) and KDEs (Key Data Elements) for Harvesting, Cooling, Re-Packaging, Value-Added Processing, Co-Mingling, Packing, Transfers, Shipping, and Receiving.

Report Name:

Traceability Report (Full Supply Chain)

Search By:

10654321002682

+

DY1430452178357

SEARCH

*NOTE: Must include both fields

Cases to DCs / Stores

Cases to Store

88

Cases to DC

816

of Ship-From / Ship-To Locations

5

1

Ship From

Ship To

of Invoices / Orders Containing Product

9

9

Invoices

Purchase Orders

Company Creating Document:

Jack's Fruits

Contact Name:

Jack Johnson

Contact Phone Number:

720-555-5555

Contact Email Address:

jjohnson@joesproduce.com

Date of Document:

3/1/2024

Time of Document:

4:30 P.M. EST

GTIN #

10654321002682

Lot/Batch #

DY1430452178357

GTIN Description

12-Clam Blueberries A

UPC #

654321032756

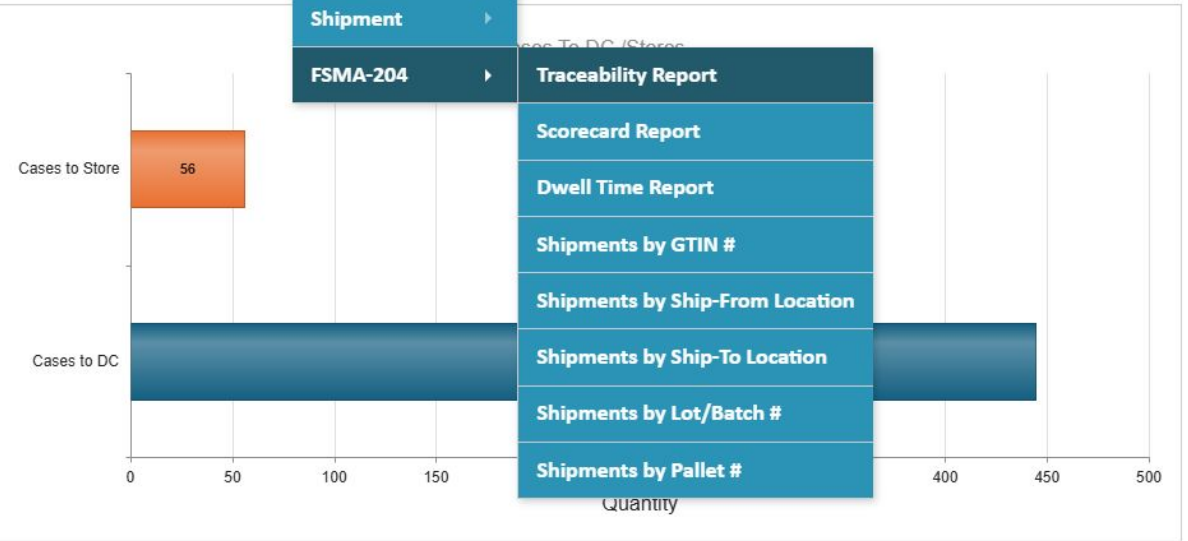
UPC Description

Blueberry A

Grower	Address	City	State	Zip	Phone #	Work Order / Field Ticket	Lot #	Harvest Date	Commodity	Variety	Cooler Location	Cooler Address	Cooler City	Cooler State	Cooler Zipcode	Tube # / Chamber #	Date In	Time In	Date Out	Time O
Grower A	23 Spring Road	Oxnard	CA	93035	805-555-4321	WO 382938	JF043BLK1024	2/12/2024	Commodity A	Variety A	Facility 21	123 Carson	Salinas	CA	93908	#01	2/12/2024	10:30:00 AM	2/12/2024	11:15:00
Grower A	23 Spring Road	Oxnard	CA	93035	805-555-4321	WO 382938	JF043BLK1024	2/12/2024	Commodity A	Variety A	Facility 3	52 Chamber	Santa Cruz	CA	95065	#004	2/12/2024	10:46:00 AM	2/12/2024	11:31:00
Grower A	23 Spring Road	Oxnard	CA	93035	805-555-4321	WO 382938	JF043BLK1024	2/12/2024	Commodity A	Variety A	Facility 21	123 Carson	Salinas	CA	93908	#03	2/12/2024	11:10:00 AM	2/12/2024	11:54:00
Grower A	23 Spring Road	Oxnard	CA	93035	805-555-4321	WO 382938	JF043BLK1024	2/12/2024	Commodity A	Variety A	Facility 12	388 Terrace	Watsonville	CA	95076	A02	2/12/2024	11:26:00 AM	2/12/2024	12:10:00



Additional Operational Reports



FISMA 2024 Operational Reports

Report Name: GTIN (Case Details)

Search By: + FROM TO

*NOTE: Must include a GTIN and a Ship Date Range

of Shipm Report Name: Product by LOT / BATCH

Supplier C

Search By:

Supplier B

Report Name: SSCC Pallet Details

Supplier A

Search By:

Report Name: Shipments (By Ship-From Location)

Download Sortable

FOR GTIN #:

Search By:

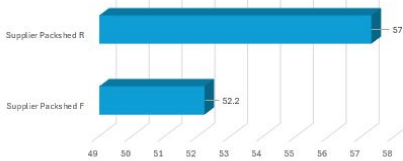
Report Name: Scorecarding

Optional: +

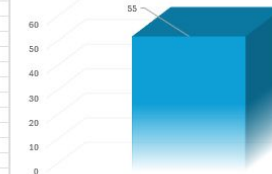
Report Name: Dwell Time

Search By: + FROM TO

AVERAGE DWELL TIME (MINS)
(For Ship From Location)



AVERAGE DWELL TIME (MINS)
(for Buyer DC 132)



Invoice #	Pur
1028373	
1028499	
1028626	
1028753	
1028879	
1029006	
1029132	
1029259	
1029385	
1029512	
1029639	
1029765	
1029892	
1030019	
1030145	
1030272	
1030399	

Download Sortable

For LOT / BATCH #

GTIN #
10654321002682
10654321009829
10654321000036
10654321009738
10654321001110
10654321006635
10654321003370
10654321001773
10654321008344

For SSCC #:

10654
*Data from ASN
Purchase Order #
Invoice #
BOL #
Ship Date
Estimated Arrival Date
Entity Name
Address
City
State
Zipcode
Phone Number

Download Sortable Spreadsheet

SSCC #

10654321002463336
10654321002463336
10654321002463336
10654321002463336

Download Sortable Spreadsheet

Invoice #

1038283
1038635
1038702
1038769
1038903
1038970
1039037
1039104
1039171
1039238
1039305
1039372
1039439
1039506
1039573

Download Sortable Spreadsheet

Ship-From Facility

Ship-To Facility

Ship Date Range

Invoice #

Invoice Date

Purchase Order #

Purchase Order Date

BOL #

Ship-From #

Ship-From Name

Ship-From City

Ship-From State

Ship Date

Estimated Arrival Date

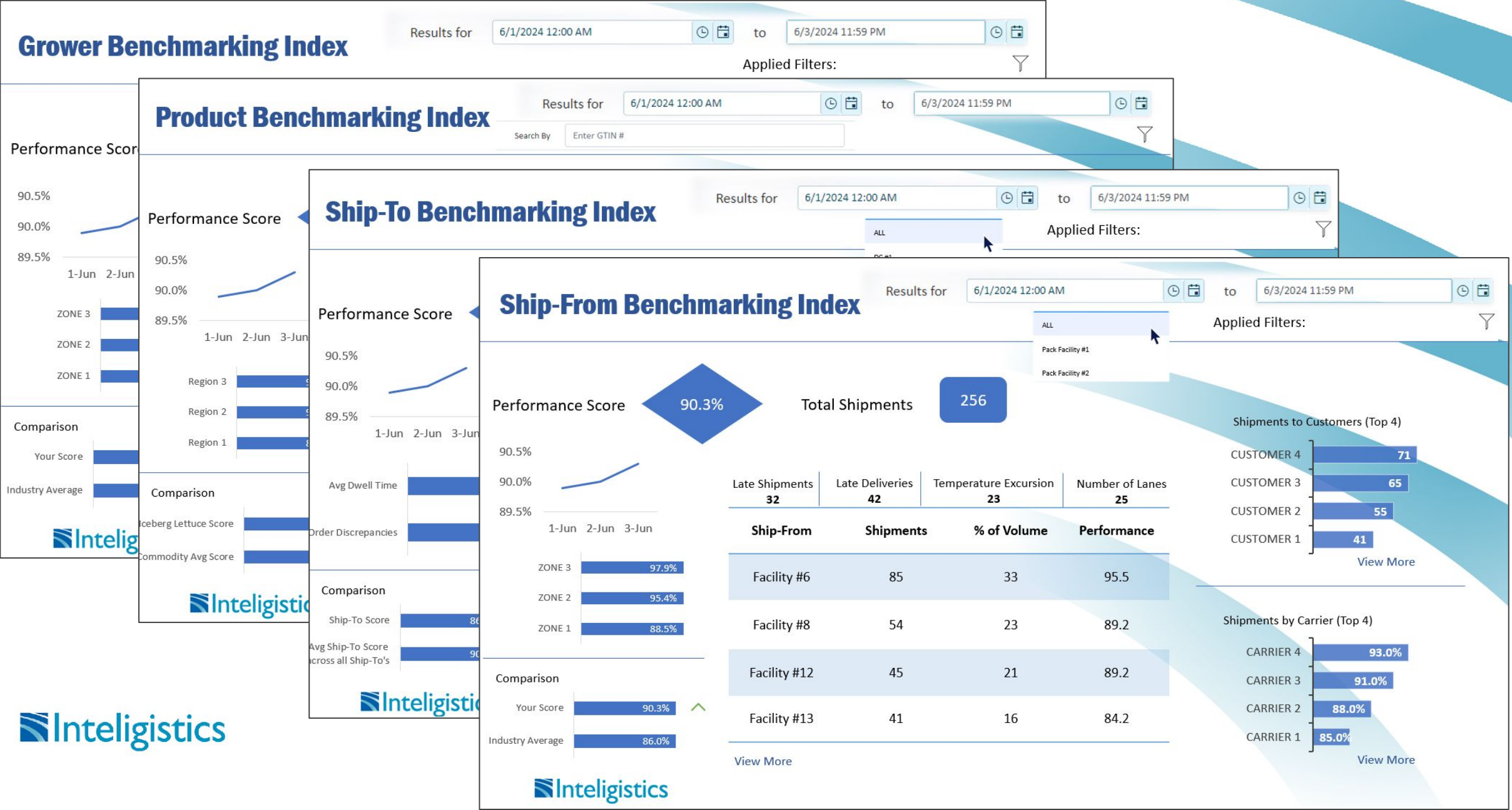
Geofence Arrival Time

Dock Pullup Time

Dwell Time (in minutes)



Benchmarking Indices



Valuation of Inteligistics (details)

Revenue by type		Year 1	Year 2	Year 3	Year 4	Year 5
SaaS		\$2,736,000	\$4,965,600	\$6,697,200	\$8,566,800	\$9,720,000
Recurring Services		\$510,000	\$588,000	\$677,000	\$778,000	\$895,000
Capital Projects		\$1,470,000	\$1,812,000	\$2,083,000	\$2,402,000	\$2,705,000
Total Revenue		\$4,716,000	\$7,365,600	\$9,457,200	\$11,746,800	\$13,320,000
Estimated Multiples		Year 1	Year 2	Year 3	Year 4	Year 5
Recurring Software		5	6	7	7	7
Recurring Services		3	3	3	3	3
Capital Projects		2	2	2	2	2
Estimated Valuation \$ (000)		Year 1	Year 2	Year 3	Year 4	Year 5
Recurring Software		\$13,680,000	\$29,793,600	\$46,880,400	\$59,967,600	\$68,040,000
Recurring Services		\$1,530,000	\$1,764,000	\$2,031,000	\$2,334,000	\$2,685,000
Capital Projects		\$2,940,000	\$3,624,000	\$4,166,000	\$4,804,000	\$5,410,000
Total Valuation		\$18,150,000	\$35,181,600	\$53,077,400	\$67,105,600	\$76,135,000