

Cargo in the Dawn of Global Carbon Taxes



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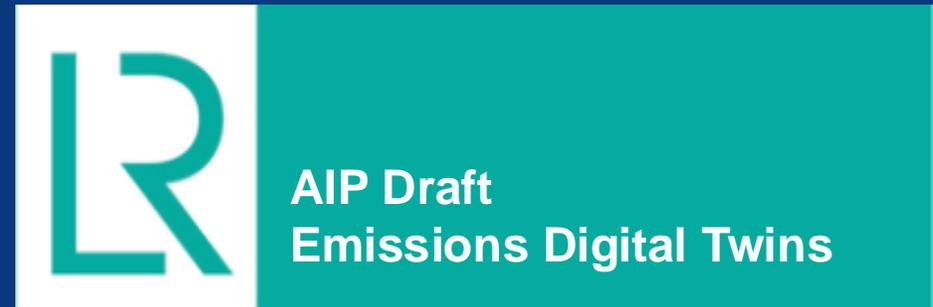
Jonathan Arneault
Chief Geek



Industry Recognition



2 Patent Issued and
2 Patents Pending





Carbon Management
and Carbon Financing
are the greatest
opportunities and risks in
Shipping since the
invention
of the container.

Energy Transition Urgency Drivers



Carbon Regulations and
Taxes

Emissions Based
Contract Terms

Low/Zero Carbon Fuel
Demands

TODAY'S CO_{2e} TAX RATE
€64.30 per Metric Tonne

€ 43.50 per TEU
N.America to Europe



Source – CMA CGM Estimated Charges Table

More Taxes Coming

LCV Carbon
Carbon Import

CARB (US-CA)
Canada
Japan
Oceania

LifeCycle Carbon Assessment

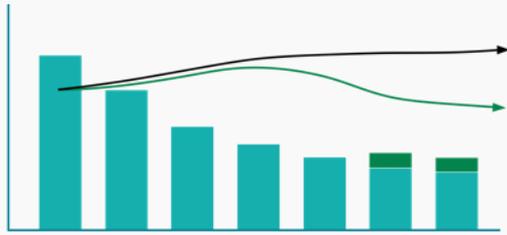
Essentially, it's a Carbon VAT

- Every product
- Every additive
- Every movement
- Every time....

The next great Accounting driver globally



Lifecycle Carbon Assessment OPPORTUNITY



The carbon price of PROCURING your product materials, the added carbon burden of PRODUCING your products, the increasing carbon embedding of SHIPPING them...

MEAN THAT YOU CAN **DIFFERENTIATE** YOUR PRODUCT BY IT'S ENVIRONMENTAL LIFECYCLE, not just its cost and availability.



Financial Impact

with FuelTrust

8-12% savings Source to Production

4-6% savings in Shipping

6-9% Recovery Credit Opportunity

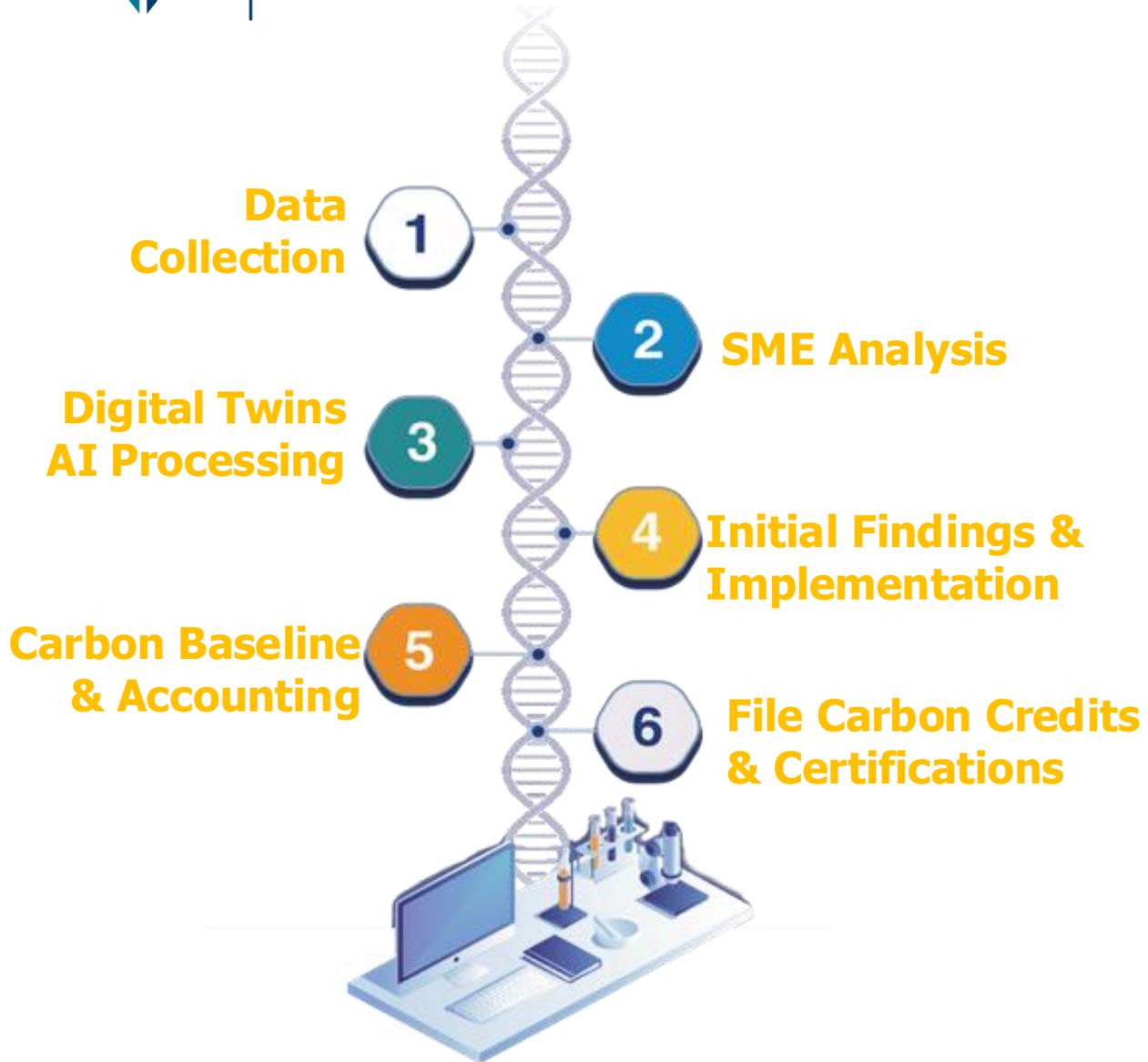
50% Reduction in Accounting and Management

conservative values





FUELTRUST



partnered with



Carbon Optimization & Management
ESG Services
Finance & Operations Optimization

FuelTrust

our name is what we do



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How do we get started?



Steps to capture the value:

1 Scoping and Planning Workshop

Mutual: Vessel data sources, fleet management software, bunker purchase team/software, etc.

Customer: Assign Project Leader, Subject Matter Experts [SMEs], provide sample data from included systems, suppliers, labs, etc.

FuelTrust: Deliver scoping & implementation proposal, staff project, assign lead engineer and project manager.

2 Carbon Baseline & SaaS on-boarding

Mutual: Execute Agreement, 6-8 week project – process historical data, integrate to your management systems

Customer: SMEs answer questions, provide data, systems secure access, etc.

FuelTrust: Data cleansing and integration, Provide draft of Baseline findings, create secure data inbox/keys for Suppliers, Labs (and Ship Managers).

3 Client Reports & Views

Mutual: Definition of custom reports, screen views, widgets in systems

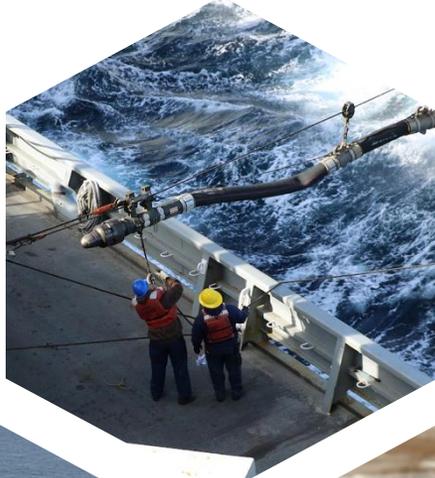
Customer: Business and data need definition, access to 3rd party system APIs

FuelTrust: Creation of new reports and views, development of widget plugins to external software, management of secure data transfer.

4 On-going Service, Alerts, Class, MRV/DCS, etc.

Automated on-going Carbon accounting, fuel fraud alerts, compliance alerts and reports, and on-demand Class and IMO ready reports.

FuelTrust continuously provides functional updates to the service - included in the subscription price.



BACKUP / MOVEUP SLIDES

Value and Getting Started

FuelTrust creates **Transparency and Truth**

enabling value from
emission reductions
up and down the
entire supply chain.

Bunker Insights creates visibility

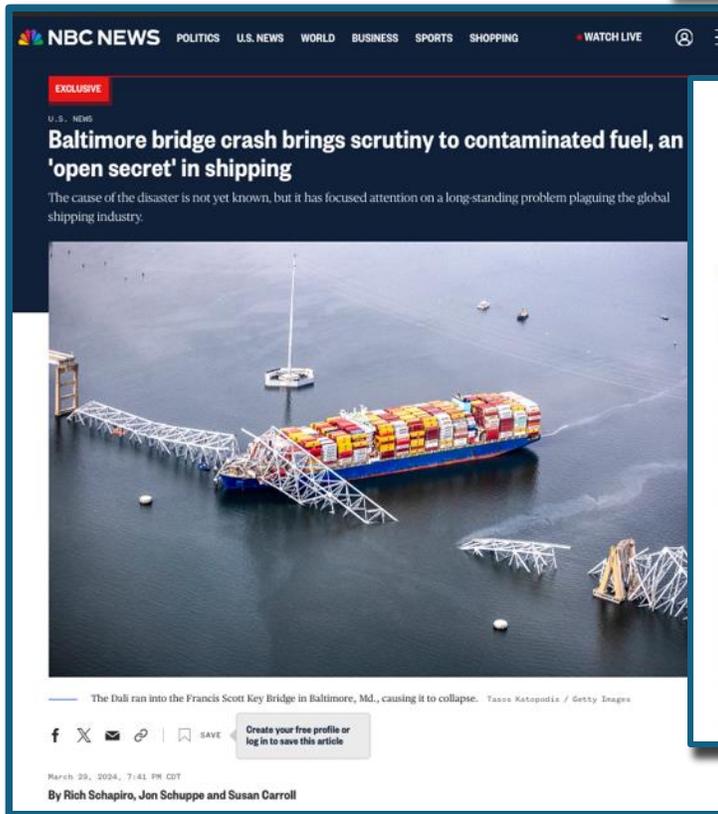
FuelTrust provided Suppliers and Storage Providers with desperately needed clarity in time of crisis.

FuelTrust in the news: MV **Dali**

April 2, 2024

Dali fuel from NYC appears clean says FuelTrust

Early speculation that the fuels on Dali may be the cause of the accident are in question.. FuelTrust, an energy supply chain AI company says that its assessment of the fuel's content and custody from the supplier to the tanks of the ship all met industry required specifications.



NBC NEWS POLITICS U.S. NEWS WORLD BUSINESS SPORTS SHOPPING WATCH LIVE

EXCLUSIVE

U.S. NEWS

Baltimore bridge crash brings scrutiny to contaminated fuel, an 'open secret' in shipping

The cause of the disaster is not yet known, but it has focused attention on a long-standing problem plaguing the global shipping industry.



The Dali ran into the Francis Scott Key Bridge in Baltimore, Md., causing it to collapse. *Tasos Katopodis / Getty Images*

March 29, 2024, 7:41 PM CDT

By Rich Schapiro, Jon Schuppe and Susan Carroll

Report: Fuel Loaded on Dali in New York Before Accident Met Specs



Report suggests fuel might have not caused the Dali's power problems (NTSB)
PUBLISHED APR 5, 2024 7:32 PM BY THE MARITIME EXECUTIVE



1,214 followers
2w •

We are pleased to have the official report from the NTSB verify our prior analysis of the Dali fuel potential. As we wrote earlier, early indications were that the fuel taken on in NYC was fully within spec (later confirmed by received fuel lab tests).

Our Bunker Insights product provides back-to-back analysis of fuels as they move through the supply chain, even to their emissions output. This real-world test of "looking into the dark" and coming out 100% is a strong confirmation of what we do for suppliers, shipowners, customers, and we hope soon... for regulators as well.



NTSB All But Rules Out Bad Bunker Fuel as Cause of Dali Collision with Baltimore Bridge

shipandbunker.com



FUELTRUST

Soft-Sensor emissions measurement

Patented: **Fuels and Emission AI**

Patented: **Carbon Measurements**

Patented: **Supply Chain Detective**

Leverages existing onboard PLCs,
sensors, SCADA, data capture, etc.



COMPLIANT



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An aerial photograph of a container ship's deck, showing rows of colorful shipping containers in shades of red, blue, and yellow. In the center-right, a white superstructure features a smokestack emitting a thick plume of white smoke that drifts to the right. The ship is on a dark blue sea.

“ Current hardware sensor technology alone is ill suited for the heavy marine environment.

Software-Sensors, Digital Twins, and validation are needed to provide direct measurements across our industry. ”

Earth to Emissions Platform



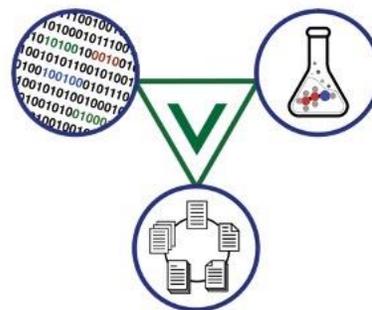
We Automate, Validate, and Accelerate the market for energy products and emission reductions

Lowering Barriers of Entry for New Fuels and Producers

Marketplace for each stage of the Energy Lifecycle

Emissions measurement and verification at each step

Commoditizing Emission Reductions and Green Financing



Issued and Pending Patents

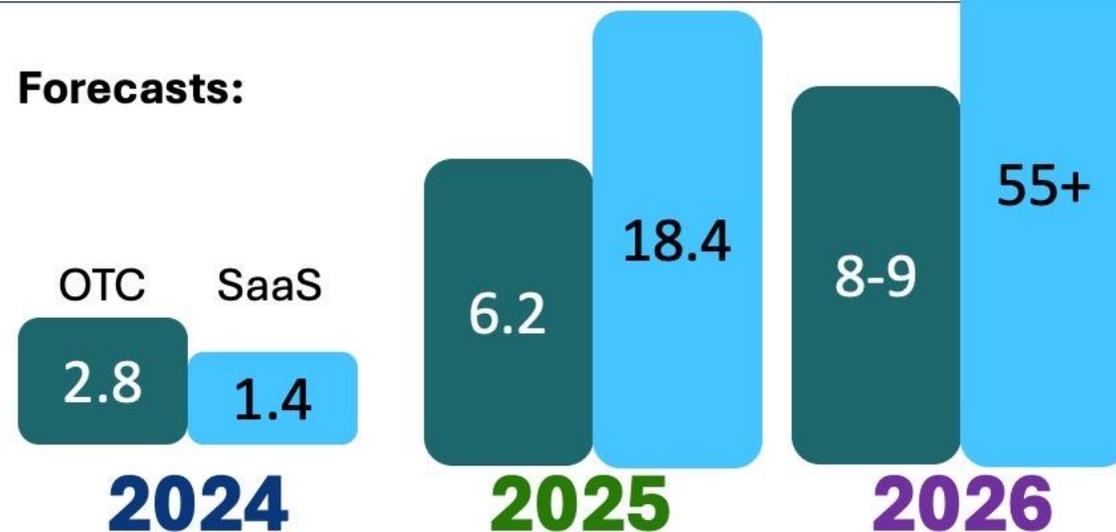
- AI Digital Chemist
- Supply Chain Detective
- Hybrid Blockchain Integration
- Fuel-Emissions Digital Twins
- ...and several more in process

How we do it? We:

- MEASURE THE MOLECULES of fuels & their use
- Use existing customer industry data and systems
- Automate data collection, process, and verification

Through SaaS products built on our technologies and Risk Provenance® Platform

Forecasts:



Reduce ETS EAU Costs

Lower emission outcomes through direct measurements, fuel alternatives, and validation of operational and vessel improvements.

Increased Hull Value

Improved CII and Scope 1-3 outcomes increase "green chartering" and resale value, extending Vessel Marketability.

4-8 BPs

Lower Financing Costs

Gain access to green financing rates and Poseidon Principle Financing and Insurance through FuelTrust's Validated Green Vessel programme.

4%+

3-5%

Fuel Fraud Reduction

FuelTrust identifies volume loss, fuel swaps, short fills, and compliance risks – within the claims window. Alerts are sent to Shipowners, Suppliers, and authorized Charterers in real time. Average annual fuel fraud per vessel is €72K

€ 50K+
annually