



PRESS RELEASE

**Rumo and GE Transportation Drive Digital Transformation in Brazil with Trip Optimizer, an Industry Leading Energy Management Solution.**

**SÃO PAULO. October 23, 2017. GE Transportation is to implement its 'Trip Optimizer' with Rumo, one of the largest rail-based logistics operators in Latin America.**

Through the agreement, GE Transportation will implement Trip Optimizer on Rumo's locomotive fleet that runs on the North and São Paulo Lines across ~2,000 km of track. Operation is scheduled to start in 2018.

Trip Optimizer is a software-based energy management system that ingests data about a train's route and load, and then automatically drives the train in the most fuel-efficient manner. The solution has helped GE Transportation's customers save over 145 million gallons of diesel fuel.

"We're proud to partner with Rumo to improve the efficiency of rail in Brazil," said Danilo Miyasato, Commercial Director of GE Transportation for Latin America. "The installation of Trip Optimizer is an important first step in transitioning from manual trains to fully automated ones. It will not only increase rail productivity, but also radically change logistics for the better."

Trip Optimizer runs on GoLINCTM, GE Transportation's on-board computing platform, which turns a locomotive into a mobile data center and enables the implementation of GE's full suite of digital solutions. To optimize outcomes, Trip Optimizer's algorithms develop a customized plan to work with each train's specific rail route. This produces significant benefits, including optimizing operations and improving train handling and fuel economy, which is the largest expense for railroads. During each journey, Trip Optimizer syncs with the other systems on board the locomotive so it can consider and adapt to potential changes that could impact the route, enabling the train to consistently arrive on time while using the least amount of fuel possible.

In addition to the installation of Trip Optimizer, Rumo and GE are exploring other digital solutions that can be utilized to meet the company's specific business goals, such as reducing operating costs.

"Our work with Rumo is truly a partnership. We have a collaborative, consultative relationship, which involves dedication from both parties," explains Marcos Costa, president and CEO of GE Transportation for Latin America. "By working side-by-side with our customers, we're able to drive the best outcomes possible."

"This project represents an important evolution for Rumo," said Roberto Rubio Potzmann, Technology Director of Rumo. "When integrated with our global technology strategy, it will bring considerable precision in the movement of freight, generating greater efficiency for our operation. Beyond that, the benefits of reducing fuel consumption extend beyond our own operations to the broader society as well."

Rumo is the third major railroad in Brazil to select Trip Optimizer, making it the preferred solution for energy management in Brazilian rail.