

PUBLIC NOTICE FOR PROJECTS TO SOLVE RAILWAY SAFETY ISSUES
RAILWAY COLLISION AND TRAMPLING PREVENTION
CALL FOR RUMO PROJECT– No. 001/2020

RUMO S.A., a corporation enrolled with the National Registry of Legal Entities (CNPJ/ME) No. 02.387.241/0001-60, located at Rua Emílio Bertolini, nº 100, Vila Oficinas, Curitiba/PR, CEP 82920-030 (“Rumo” or “Company”), hereby publicly issues this **PUBLIC NOTICE FOR PROJECTS TO SOLVE RAILWAY SAFETY ISSUES** (“Call for Projects”), for submission of projects, aiming at transforming railway into a safer place for population.

The participation in this Public Notice for Projects is voluntary, at no cost, neither requiring the acquisition of any product, right, asset or service, nor is subject to the participant’s payment of any amount and/or value of any nature.

The participation in this Public Notice for Projects shall subject all participants to comply with the rules set forth herein. Therefore, upon application, Participant declares that **READ, UNDERSTOOD, IS FULLY AWARE AND ACCEPTS**, unrestrictedly, and fully all the items of this Public Notice for Projects.

I. DEFINITIONS

Below, the following definitions for a better understanding of this Public Notice, besides those included throughout this document:

- (i) **Collision:** it has the meaning assigned in item 2.2;
- (ii) **Trampling:** it has the meaning assigned in item 2.3;
- (iii) **External Agents:** individuals or legal entities not pertaining to Rumo Group, therefore, they do not compose the Company’s personnel;
- (iv) **Accelerator:** this is a company specialized in startups “acceleration”, with all the know-how necessary for this Public Notice, to be engaged by Rumo and will participate in the entire Program;
- (v) **Examiners:** these refer to the Evaluation Committee, the Acceleration Committee and the Board of Examiners when referred to jointly;
- (vi) **Board of Examiners:** these are leaders composing Rumo’s collaborative staff;
- (vii) **Evaluation Committee:** these are technicians pertaining to Rumo’s personnel;
- (viii) **Acceleration Committee:** it shall be composed of Rumo’s technicians and Accelerator’s representatives;
- (ix) **Agreement:** as described in item 8.1 hereof;
- (x) **Team:** it is composed of a group of, at least, three (3) and, at most, five (5) representatives of respective Participant;
- (xi) **Public Notice:** the official release containing the announcement and the rules for the Call for Projects to solve problems;
- (xii) **Elevator Pitch:** it has the meaning assigned in item 5.1.2;
- (xiii) **Railway:** this is the transportation system based on trains running over tracks;
- (xiv) **Rumo Group:** it is composed of Rumo and all its subsidiaries, associated companies and/or direct or indirect controlled entity;
- (xv) **Locomotive:** railway vehicle which provides the energy necessary to position a convoy or moving train;
- (xvi) **Mode or Modes:** modes of transportation, which can be divided into rail, road, water, pipeline, and air;
- (xvii) **Mentorship:** this is when professional development occurs and an experienced person will assist Participant and/or Team in a certain issue.

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- (xviii) **Grade Crossing:** this is the crossing at the same level of railway tracks and/or path, or road;
- (xix) **Participant:** individual or legal entity interested in submitting and developing solutions for the Issues, subject-matter of this Public Notice for Projects;
- (xx) **Contact Points:** this is the system comprising the contact between railway and highway, and each citizen's routine in a Grade Crossing;
- (xxi) **POC:** this acronym is used to name a practical model which may prove the concept defined in research;
- (xxii) **Issues:** *(i)* solution(s) which may eliminate, prevent and reduce accidents, occurrences and incidents of a collision, at Contact Points, according to material included herein as Exhibit I hereto; and *(ii)* solution(s) which may eliminate, prevent and reduce accidents, occurrences and incidents of trampling, at Contact Points, according to material included herein as Exhibit II hereto. Each Issue is separately indicated during this Public Notice;
- (xxiii) **Program:** it has the meaning assigned in item IV;
- (xxiv) **Solution Proposal:** it has the meaning assigned in item 5.1.2;
- (xxv) **Stakeholders:** a person or group of persons with interest in a company, business or industry;
- (xxvi) **Grant Statement:** this is a statement signed between the Participants duly approved by the Evaluation Committee, and the Company, aiming at ruling the conditions of the Financial Contribution and the commitment in the use of Financial Contribution to developing the Project, during the Acceleration Phase;
- (xxvii) **Land Vehicles:** land vehicles are widely classified for the use in forces applied to the ground: wheels, trails, tracks. For instance, cars, trucks, motorcycles, amongst others;
- (xxviii) **Video conference:** an interactive conference broadcasted through television, computers or technological vehicles, such as a mobile phone;

II. **OBJECTIVE AND KEY CONCEPTS**

This Public Notice aims at describing the rules referring to the Call for the Projects to find solutions for the Issues presented, according to the Acceleration Phase criteria ("Project").

2.1. **Specific Objectives**

With the Call for Projects, Rumo again evidences the great relevance it gives to the personal and operational safety of its activities and allows the community in general to present new ways of preventing railway accidents, thus, promoting interaction with society.

Since Issues are globally discussed, i.e., they are present in any territory with railways, this Project may become a solution to be applied in different places of the world.

This Public Notice was structured aiming at seeking solutions for the Issues, to eliminate and/or prevent occurrences of Trampling and Collision, enabling the generation of new businesses, fomenting a partnership between Rumo, External Agents and entrepreneurship, making Railway increasingly safer and innovative.

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2.2. Issue 1: Collision

These are collisions between the locomotive and land vehicles, usually occurring in Grade Crossings, i.e., places allowing crossing between Modes and Contact Points ("Collision").

Due to its characteristics and particular movement, when compared to other modes of transportation, the railway mode, as provided for in Article 212 of the Brazilian National Traffic Code, has a preference in the direction of traffic.

2.3. Issue 2: Trampling

These are accidents involving a collision between person, animal, or thing and Locomotive, which may result, when referring to living things, in bruises, injuries, and death ("Trampling").

With regards to railway operation, Trampling may occur at any place where train circulates, whether in urban, rural areas, mountains, amongst others.

III. COMPANY PRESENTATION

3.1. About Rumo

Rumo is a company resulting from the consolidation of previous activities between Rumo Logística Operadora Multimoda S.A. and ALL - América Latina Logística S.A., concluded in 2016, which currently provides rail freight logistics, port loading, and storage services. Rumo's major area of activity comprises the States of Mato Grosso, Mato Grosso do Sul and São Paulo, besides Brazil's south region States, where four (4) of Brazil's most active ports are located through which most of Brazil's grain production is exported.

Rumo has and operates a large asset base, including a railway network consisting of five (5) railway concessions, with approximately 15,000 km of lines, 1,200 locomotives, and 33,000 railcars, besides distribution centers and storage facilities.

Rumo also operates twelve (12) transshipment terminals, both directly and through partnerships, with a total static storage capacity of approximately 900,000 tons of grains, sugar, and other agricultural commodities, which according to Rumo's vision, offers complete and efficient logistic services to its clients.

Additional information on Rumo's activities can be obtained in its Reference Form, at <https://www.rad.cvm.gov.br/ENET/frmConsultaExternaCVM.aspx?tipoconsulta=CVM&codigoCVM=17450>.

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3.2. A summary on safety

Personal and railway safety is essential for the good and regular performance of railway activities and is translated into one of Rumo's core values, thus, the Company, over the years, has always been seeking to provide informative and educational actions destined to comprise all stakeholders, especially those involved by Contact Points.

All Rumo's operating and administrative procedures take into account the utmost care with safety.

With cities growing around the railway, we can also see an increase in the number of Contact Points in urban regions, crossing busy streets in these cities or stretches running in small locations, such as villages, and in this scenario, it increases our challenge of maintaining and improving the safety of railway operations in places where Contact Points expand and/or intensify.

IV. OVERALL DESCRIPTION OF THE CALL FOR PROJECT

The Call for Project will be developed in four (4) phases (which will compose the entire "Program" of Call for Projects), namely:

- a. Preliminary Phase or Application Period;
- b. Phase 1 or Immersion Phase;
- c. Phase 2 or Solution Creation Phase; and
- d. Phase 3 or Acceleration Phase.

4.1. General rules and preliminary clarifications, before application

4.1.1. Participation

The evolution of Participants and/or Teams in any phase of the Program mentioned above, neither raises any obligation to the Company, nor Participants and/or Teams as to the execution of the Project's results or raising of financial, technological investments and/or technical/specialized advisory services, whether on behalf of the Company or third parties.

All the costs incurred by Participants and respective Teams shall be their sole responsibility, unless if otherwise stated herein and in extremely specific situations, and Rumo shall be exempted from paying, reimbursing and/or indemnify any Participant, Team members and/or Teams Entities due to the participation in this Program.

4.1.2. Permanence in the Program

The selection of Participants and/or Teams to the Program does not guarantee they will remain therein, since the permanence of Participant and/or Teams in the Program shall rely on the dedication perceived by the Evaluation Committee, as well as the compliance with deadlines, its content, according to criteria defined by Examiners relating to each phase of the Program.

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Besides the disqualification by Examiners, any Team and/or Participant shall be automatically disqualified without any formalization from Examiners, at any time, and any phase of the Project, in the assumptions of **(i)** failing to comply with the deadlines stipulated in each phase; or **(ii)** having received two (2) notices of non-compliance with any rule of this Public Notice, consecutive or not, on the date preceding the exclusion from the Program.

4.1.3. Hiring

The participation and/or permanence in the Program shall not imply to Participants and/or Teams any expectation of hiring, employment relationship, and/or any partnership or corporate link with the Company. Therefore, unless if any document is signed binding the Company and Participants, the participation in this Call for Project does not bind the Company to any obligation and/or responsibility in this regard, irrespective of the phase of the Program, or the selection of finalist Project.

4.1.4. Certificate

A certificate will be granted at the end of Fuse's Phase 3, or the Acceleration Phase. Participants and/or Teams to submit all Phase 3 deliveries, as laid out in the work plan will receive the Project Certificate, evidencing that their idea was qualified by Fuse Project Acceleration.

V. PROGRAM

5.1. Preliminary Phase or Application Period

5.1.1. Terms and Platform

- a. Applications are free of charge and can be submitted from 12:00 a.m. of 05/01/2020 until 06/20/2020 at 11:59 p.m. (Brasília time/DF), this period can be extended, at Rumo's sole discretion, without any prior notice;
- b. Applications shall be submitted to the address www.projetoofuse.com and will be accepted through this channel;
- c. Applications after these dates or sent via e-mail or mail shall not be accepted; and
- d. Applications shall be made by Participant, who can be an individual or legal entity, observing the participation requirements and answering all the information requested from each Participant. The lack of documents and/or information about the validity of representation shall result in annulling the application.

Only shall be concluded the application processes of those Participants who submit **all** the information requested, with **all** mandatory fields completed and without irregularities relating to the participation requirements, as described in items 5.1.3 and 5.1.5 and within the term indicated in item **Erro! Fonte de referência não encontrada..** Requests for clarification and/or additional information/documents shall be answered within terms defined in the requests.

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For the effects of verifying the date of each application shall be considered the date of receipt generated by the online system after completing the application form on the website www.projetoofuse.com.

Rumo may request, at any moment of the Program, documents and information relating to Participants and their legal representatives, the Teams and related projects, and proofs of any past experience or any other documents and supplementary materials, necessary to subsidize the analysis and selection of finalists.

5.1.1. Forum of Doubts

Those interested in participating in the Call for Project, with difficulties to complete the application form may contact us at the electronic address contato@projetoofuse.com, between 05/01/2020 and 06/20/2020, from Monday to Friday, from 08:00 a.m. to 6:00 p.m. (Brasília time/DF). We point out that this type of contact shall not imply Participant's registration in the Call for Project, which only shall be valid for the purposes hereof, when concluded in the referred portal, within the term established.

From acknowledgment of doubt, Rumo shall have two (2) business days to answer through its technicians, via contact e-mail.

5.1.2. Phases to Apply

- **Part 1:** General information on Participant and legal representatives (when referring to a legal entity), by answering questions referring to the applicant's profile, and each member appointed to compose respective Team;
- **Part 2:** Description of the idea to be provided in detail concerning the product/process/service to solve the Issue(s) ("Solution Proposal"). This description shall observe the template included in Exhibit III hereto; and
- **Part 3:** A five-(5) minute video ("Elevator Pitch") available through a link in video online hosting services, presenting the Solution Proposal, mandatorily including, (i) the amount involved to implement the Solution Proposal, (ii) the impact of Solution Proposal; and (iii) the technological challenges to be developed to implement the Solution Proposal.
- **Part 4:** Online acceptance in the application platform, of conditions described herein, the Declaration of Interest included in Exhibit IV hereto; and the Declaration of non-Family Relationship included in Exhibit V hereto.

The Solution Proposal shall be the purpose of a Participant's intellectual creation, not accepting the full or partial copy of any third party's intellectual production, under the penalty of Participant's immediate disqualification.

Any Solution Proposal whose content is considered improper, including, but not limited to bad words, or offensive to moral values and good manners, to make use or refer to third parties' intellectual property, including, but not limited to brands, campaigns, slogans,

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projects with harmful, threatening, offensive, libelous, slanderous, disrespectful, groundless, discriminatory, criminal content, to harass or invade people’s privacy, encouraging illegal activity, or causing image, property or moral damages to Rumo, its representatives, employees, any collaborator or business partner, contrary to Rumo’s values and principles shall be immediately disqualified, irrespective of the Program’s phase, identifying these characteristics.

5.1.3. Participation Requirements

Individuals and legal entities may participate in this Call for Project, to observe the following requirements:

- a. Have completed eighteen (18) years of age on the date of application to this Call for Project;
- b. Under regular status in Brazil or country of origin; and
- c. Do not have any restrictions with public authorities on the date of application and during the entire Project Call Program.

It shall be incumbent upon applicants’ responsibility the correct completion of data upon application, under the penalty of disqualification.

Rumo is not responsible for errors, mistakes, false, incorrect, invalid, or inaccurate information provided by applicants.

5.1.4. Teams

Each Participant shall appoint, upon application, the members to compose his(its) team.

Each Team shall have, at least, three (3) members, and at most, five (5) members, who necessarily shall be individuals who also adhered to the terms hereof and all exhibits.

- a. Each member of the Team only can compose a single Team, that is to say, the same person cannot participate in two or more Teams.
- b. Upon application, all Participants and Team members shall sign the Statement of Confidentiality, under the terms of Exhibit VI hereto.
- c. Aiming at fostering gender diversity in Teams composition, the Company stimulates Participants to set up teams to value gender diversity. This criterion shall not be mandatory for Teams registration, however, it shall be taken into account in Teams evaluation and scoring.
- d. The Participant approved in Phase 2, Solution Creation, shall mandatorily, set up a company, under the Brazilian laws, Participant (if a legal entity) and all Team members as partners, so that they can receive the funds, the subject-matter of the Agreement (“Team Company”), which shall be evidenced through an updated certificate, issued by the appropriate State Board of Trade, under the penalty of disqualification.

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- (i) All costs to set up and/or maintain the Team Company shall be the sole and exclusive responsibility of respective Team Company, Participant, and Team members, and Rumo shall not be liable for any amount or obligation to comply with this item.
- (ii) Upon Grant Statement formalization, the Team Company, its partners and all Team members shall submit their clearance certificates (or liability certificate with clearance effects) required by Examiners, including, for instance, those provided for in item 5.1.5 and other legal certificates to be required, under the penalty of disqualification.

5.1.5. Impediments to Participate in the Call for Project:

Without prejudice of legal impediments to participate in operations of this nature, the Participants who, directly or any their Team members, are under the following situations, cannot participate in the Call for Project or shall be disqualified in any phase of the Program:

- a. Employees or persons who were former employees of the Company during the eighteen (18) months preceding this Public Notice;
- b. Outsourced workers, hired by advisory firms providing services to the Company, whether on a full-time or part-time basis;
- c. Companies having as partners, managers, administrators or representatives, any collateral relatives and related (up to third-degree) of the Company's employees, or service providers;
- d. Cooperatives, under the terms of Articles 1.093 and following of Law No. 10.406 of 2012 ("Brazilian Civil Code");
- e. Participants, who have their partners and/or members of their respective Teams, registered at the National Registry of Disreputable and Suspended Companies ("CEIS"), consulted on the website:
<http://www.portaldatransparencia.gov.br/ceis>;
- f. Participants, who have their partners and/or members of their respective Teams, registered at the National Registry of Punished Companies ("CNEP"), consulted on the website:
<http://www.portaltransparencia.gov.br/sancoes/cnep?ordenarPor=nome&direcao=asc>; and/or
- g. Participants and/or companies under investigation, denunciation and/or legal or administrative conviction, for submitting employees to slave or child labor, or any act of corruption with public or private administration, or in disagreement with the Company's values present in its Code of Conduct.

VI. PHASE 1 OR IMMERSION PHASE

Once concluded the Application Period, until twenty (20) Participants (and respective Teams) shall be selected, who shall join the Program, and ten (10) Participants for each Issue ("Selected Participants").

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The criterion to select Teams will verify the compliance with all application requirements provided for in item V – of the Program, which shall comprise the analysis of objective and formal requirements of the application and the Solution Proposal. For the purposes of clarification, the applicant may present solutions for both Issues or only one of them.

The Immersion Phase is estimated to endure, at least, fifteen (15) days as of the conclusion of the Participants selection process, and shall consist of a phase in which Teams of Selected Participants shall evidence their understanding of the Issue. Thus, they shall have access to the Company's information on the Issues, based on experiences and eventual Rumó's studies on this theme ("Information on the Issues").

After Selected Participants having access to information on the Issues, according to the presentation below, adjustments can be made to the Solutions Proposals firstly submitted during Phase of Application, or, also, fully replace the Solutions Proposals, provided that, in all cases, these adjustments and alterations observe the Project Call assumptions.

The Information on the Issues shall be presented by Rumó, or by whom it appoints, as follows:

- Innovation Video: Explanation of initiative - Fuse Project and Issues – Collision and Trampling;
- Regulatory Video: Which are the legal impediments, development rules, performance, and tests in the railway, regulators' standards, solutions tested, and canceled due to non-effectiveness and non-feasibility in the railway.
- Safety Video: Major causes of accidents, prevention initiatives already developed, criteria to be complied with under safety rules, tests assessment so that not to infringe safety rules;
- Dossier: Document containing all the information necessary on the railway, laws to understand the development of solutions, and relevant information on the issues, referring to data raised by the Company and regulatory bodies.

After evidencing the Information on the Issues to Selected Participants and respective Teams, these shall be assessed by the Evaluation Committee, who shall select the Participants to advance to Phase 2, or Solution Creation Phase.

The Evaluation Committee shall have the authority to decide who are the Participants to advance to Phase 2 and will resolve based on the capacity of adapting the Solution Proposal and solution adhesion to the railway, among other technical criteria to be assessed according to each proposal submitted and criteria of technicians composing the Evaluation Committee.

For the purposes of clarifications, the Evaluation Committee shall not have to justify their decision concerning the appointment of Selected Participants who will advance to the Immersion Phase, this decision is fully discretionary and shall be guided by the evolution of Solution Proposals to present the highest value for money to resolve the Company's Issues.

VII. PHASE 2 OR SOLUTION CREATION PHASE

This phase is estimated to endure thirty (30) days after the conclusion of Phase 1 and up to ten (10), Selected Participants and respective Teams will take part, and up to five (5) Participants and respective Teams for each Issue ("Solution Creation Participants").

The Solution Creation Phase is when Participants will provide the conceptual development and the conceptual prototype of Solution Proposal approved in Phase 1 by the Evaluation Committee, as well as the development of the work plan and test plan, to be specified below.

In Phase 2, Participants will receive all the relevant information to improve ideas of Solution Proposal and devise their prototypes with higher quality and a solid grasp of the issue. During mentorship with Rumo's technicians, they will receive the information necessary to make the adjustments necessary.

As soon as the Solution Creation Phase commences, Participants and respective Teams will receive a schedule with dates, hours, duration of each live, and link for access.

7.1. General Guidelines

Participants of Phase 2 will receive online guidelines from the Committee of Acceleration, including:

- a. Prototype design;
- b. Prototyping practices;
- c. Training in work plan development;
- d. Training in test plan development.

7.2. Demo Week

It is worth noting that any on-site phase may have its dynamics shifted to online, in conformity with the guidelines of the World Health Organization concerning the Covid-19 pandemic.

The Demo Week whether in the on-site format shall take place at the end of guidance received from the Committee of Acceleration and Rumo's technicians, Phase 2 Participants and their Teams will be invited to visit Rumo's headquarters (limited to two (2) members per Team during the On-Site Week), located in Curitiba-PR, for a three-(3) day period.

When Solution Creation Phase Participants visit Rumo's headquarters, they will have real experience in the railway, they will also receive mentorships to improve prototypes, test plans, and work plans.

The on-site visit shall observe the following schedule:

- Day 1 (morning period): visit Rumo's headquarters;
- Day 1 (afternoon period): visit the field, i.e., Rumo's operational area;

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- Day 2 (full time): meeting with mentors of Rumo and Accelerator;
- Day 3 (full time): when Participants are free to develop and/or make adjustments to the prototype to be submitted on Demo Day.

This schedule may change, if necessary, at Rumo’s discretion, without prior notice.

Rumo, during an on-site visit to its headquarters, shall bear the costs relating to transportation, accommodation, and meals (breakfast and lunch) of Phase 2 Participants – Solution Creation.

Should the on-site visit do not occur, Teams shall be notified by Fuse Organization Committee and shall not be punished. Teams also shall not be jeopardized in the development of their solution, due to such decision.

7.3. Demo Day

It is worth noting that any on-site phase may have its dynamics altered online, in observance to the World Health Organization guidelines, aiming at protecting against the Covid-19. In the event of no on-site phase, Teams shall neither be punished and/nor have their solution development harmed due to such decision.

The Demo Day shall be the day when Participants of Solution Creation Phase shall submit the conceptual prototypes to the Board of Examiners, a result of Demo Week. The presentation to the Board of Examiners shall be exclusively made by the same Phase 2 Participants present at Rumo’s headquarters during Demo Week.

The date estimated for Demo Day is 08/30/2020, in Curitiba-PR. In the event date and/or place needs to be altered, Rumo shall inform the Participants of Solution Creation Phase, in advance, it will also publish a note on the website www.projetoofuse.com.

Should the on-site phase do not occur, Teams shall be notified by Fuse Organization Committee and will not be punished. Teams also will not be jeopardized in relation to solution development, due to such decision.

VIII. PHASE 3 OR ACCELERATION PHASE;

This phase is estimated to endure ninety (90) days after the conclusion of Phase 2 and up to four (4) Teams of Solution Creation shall participate, approved by the Committee of Acceleration in Phase 2 (“Acceleration Participants”).

The Acceleration Phase’s scope shall be the evolution of Solution Proposals by Acceleration Participants until a valid solution is obtained and approved by the Evaluation Committee. Thus, Acceleration Participants and respective Teams shall have the support of **(i)** an online content with technical mentorships and business modeling mentorships, and **(ii)** access to

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the partnering labs infrastructure *Hards – Software + Hardware Startups Accelerator*, located in the city of Florianópolis/SC.

As a result of the Acceleration Phase, the Acceleration Participants and respective Teams shall present innovative solutions for the Issue with a potentially positive impact on the railway sector, under acceptable terms, and approved by the Evaluation Committee.

8.1. Agreement

The Acceleration Participants, solely by means of Team Companies, shall sign the Agreement as provided for in this item.

The Agreement shall be entered into between Rumo and the Team Company and consists of defining the rights and obligations of the Team Company, also will regulate Rumo's financial contribution to developing the Solution Proposal approved by the Evaluation Committee in Phase 2.

The Team Company may receive **up to** two hundred thousand Reais (R\$200,000.00) ("Investment") to be distributed, as follows:

- Thirty percent (30%) of Investment, i.e., up to sixty thousand Reais (R\$60,000.00), to be paid immediately after the signature of the Agreement, observing the terms set forth therein ("Financial Contribution"). The scope of this Financial Contribution is to subsidize the Teams Companies' expenses relating to materials, accommodation, and travel necessary during Acceleration Phase, these expenses shall be exclusively borne by Teams Companies, Participants and/or Teams, without any other Rumo's financial subsidy rather than the Financial Contribution; and
- Seventy percent (70%) of Investment, i.e., up to one hundred and forty thousand Reais (R\$140,000.00) to be paid when Acceleration Phase is concluded, provided that the POC has been delivered and tested, according to the assumptions and scope presented by Acceleration Participant and respective Team in the Solution Proposal, after Board of Examiners' approval.

The Teams Companies shall have access to the terms of the Agreement as soon as the Immersion Phase of Phase 1 is concluded. The agreement cannot be altered, unless if any rule or provision in disagreement with prevailing laws is identified, in this assumption, the clause shall be re-assessed by Rumo's Legal Department.

8.2. Business Modeling Mentorship

Business modeling mentorships shall be made available to Acceleration Participants to be divided into:

- a. Works of Acceleration Participants and respective Teams;
- b. Business mentorships;

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- c. Evaluation of Acceleration Participants and Teams Companies psychological profile;
- d. Lives to follow-up the evolution of test plan presented, evaluate deliveries relating to respective phase, and field tests according to the need of solution proposed and in line with the work plan.

8.3. Acceleration Phase Activities

The Acceleration Phase shall take place during ninety (90) days, divided into three (3) fronts:

8.3.1. Month 1 - Theme: 360° Diagnosis and Customer Development

During the first thirty (30) days of the Acceleration Phase, the following topics shall be discussed:

- a. Startups presentations;
- b. Challenges;
- c. Current status;
- d. What is Customer Development | term created by Steve Blank, wherein entrepreneurs assumes its value and solution proposal are assumptions to be continuously validated and improved until reaching the best product and business models;
- e. ICP - Ideal Customer Profile | the ideal customer profile for a startup;
- f. Tools (Business Model Generation) | Business model chart, Lean Canvas | tool created by Ash Maurya based on Business Model Canvas, Value Proposition Canvas | they identify the delivery of business value proposed and how the company will deliver services);
- g. Pre-interviews/ Interviews/ Post-interviews.
- h. At the end of the first month of the Acceleration Phase, the following indicators will be assessed:
 - i. OKRs | Validation metrics: These are key objectives and results to be monitored;
 - j. SWOT | matrix of strengths, weaknesses, opportunities, and threats inherent to the business model proposed.

8.3.2. Month 2 - Theme: Building Great Products and People Development

After concluding Month 1 of Acceleration Phase, the thirty (30) subsequent days shall include the following topics:

- a. Design for Manufacturing / Design for X | design products easy to be manufactured;
- b. Leadership/ 360 Feedback | performance analysis method which evaluates every team's competencies;
- c. Partners psychological analysis | tool is applied to identify the profile of startups' partners selected in the public notice;
- d. Product acceptance in the usage environment.

At the end of Month 2 of the Acceleration Phase, the following indicators will be assessed:

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- a. Product Roadmap | visual tool of product or project evidencing each phase of construction and evolution;
- b. B.O.M. | Bill of materials, List of materials, manufacturing processes, specifications of each component, sub-system/system;
- c. System;
- d. Component sub-system;
- e. Mechanical systems manufacturing processes;
- f. Projection and scalability.

8.3.3. Month 3 - Theme: Funding & Pitch and Implementation

After Month 2 of Acceleration Phase the following topics will be discussed:

- a. Notices of Development and Tax Benefits;
- b. Alternatives and scenarios of investments;
- c. PoC/Pilots | concept proof, practical model made with a product to prove its purpose/functionality;
- d. Support for field validation;
- e. Pitch training.

At the end of Month 3, the following indicators will be assessed:

- a. Pitch Deck | format of presentation used by startups to sell their products /business model;
- b. Prototype validations in the usage environment.

8.4. Infrastructure

The Teams Companies shall receive an infrastructure, as listed below (“Infrastructure”) to develop the topics discussed during the ninety (90) days of the Acceleration Phase. The Team Companies can use as many as infrastructures they deem necessary, then, Acceleration Participants and their Teams shall rely on the Accelerator’s support to identify the infrastructures which best suit the idea of Solution Proposal developed.

The Infrastructures available are:

- a. Prototyping Lab;
- b. Infrastructure of Industry Institute at Sapiens Parque;
- c. Mentors Network Qualified for Software/Hardware;
- d. Partnerships with FIESC, CERTI Foundation, Instituto SENAI de Inovação, and Produza S/A;
- e. Part of LabFaber ecosystem for Industry 4.0;
- f. HARDS full benefits during Acceleration Phase;
- g. Team of Psychologists;
- h. HARDS Manager Team during Acceleration Phase;
- i. Assignment of collaborative physical space for Teams and/or Acceleration Participants, during the Acceleration Phase.

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8.5. TESTS

During Acceleration Phase, the Teams Companies may carry out tests in prototypes developed, and for the final delivery of Solution Proposal, to be considered a “Project” for the purposes of this Public Notice, at least, one (1) test in the prototype shall have been made.

In the assumption prototypes are to be tested at Rumo’s premises or in the field of Rumo’s operations, the Team Companies which developed the prototype shall previously schedule a date with Rumo to carry out the tests.

It is possible that test is conducted with or without the presence of members of Team Companies, whether to ensure Participants’ safety or for any other reason, in this assumption, the Team shall guide the technicians appointed by Rumo for them to provide the installations and monitoring necessary.

It is important that tests to be conducted in the field of Rumo’s operations to neither interfere nor harm the railway operations, if the test cannot be conducted during Acceleration Phase, due to Rumo’s unavailability, the Company shall consider the test was made for the purposes of compliance with such requirement. On the other hand, Team Companies cannot allege they were jeopardized in the prototype development because of the non-conduction of tests due to Rumo’s guilty.

If during the Acceleration Phase, the test was indicated, but not concluded by guilty beyond the Team Companies’ will, Rumo shall consider that test was made for the purposes of compliance with such requirement.

8.6. Acceleration Committee

The result of the Project developed by Teams Companies during Acceleration Phase shall be assessed by the Acceleration Committee and the assessment criteria shall be:

CRITERION	DESCRIPTION	SCORE	WEIGHT
Impacts and benefits	Level of impact and the benefits expected from the development of the solution presented.	0-10	40%
Work plan maturity	Level of maturity of Project presented, containing schedule specifications and methodology to collect indicators, how the pilot will be delivered.	0-10	30%
Human Capital	Participants’ qualification, experience.	0-10	15%
Market Potential	Level of solution competitive advantage in relation to solutions existing in the market.	0-10	15%

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- a. To calculate the scores, up to two (2) decimal places can be used and the final score of each proposal shall be calculated by the weighted average of scores assigned to each item.
- b. In the event of a tie vote, the Acceleration Committee shall define the order of classification of tied Projects, applying as tiebreaker the highest score obtained in 'impacts and benefits' and 'work plan maturity', according to the table above, at this order.
- c. Acceleration Teams and/or Participants to receive zero (0.00) in any criteria and/or final score less than seven (7.0) shall be disqualified.

All Team Companies will receive an e-mail including the final opinion of the Evaluation Committee on the assessment of Project by Board of Examiners, with scoring, approval/rejection information.

A list of all Projects judged will be published in the Public Notice's webpage www.projetofuse.com.

Projects will be classified by the final score obtained with the Board of Examiners, signaling which Projects were approved and respective scores.

IX. FINAL INFORMATION

9.1. Safeguard

Rumo protects itself in the event it does not fill in all the vacancies if Participants' profile does not conform the criteria set out herein or are considered of minor interest to the Project Call, at the sole discretion and criterion of the Company, as well as cancel or amend the terms hereof, without prior notice, and without right of indemnification to applicants.

9.2. Reconsideration of Evaluation Result

In the assumption the Participant and respective Teams have justifications to object the result of each phase's evaluation, they may request a reconsideration via e-mail sent to the electronic address contato@projetofuse.com, within five (5) consecutive days from the date the result was released on the Internet. In the wording of the request for reconsideration, Rumo shall neither accept additional information of any nature to modify original material nor the sending of documents supplementary to those originally sent upon application.

The opinion on requests for reconsideration shall be incumbent upon the Evaluation Committee and shall be published in the Public Notice's webpage www.projetofuse.com, within five (5) consecutive days from the deadline referred to in the previous paragraph.

After opinion rendered by the Evaluation Committee, no additional objection shall be reasonable, and this opinion shall be final in relation to the schedule hereof.

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9.3. Schedule

The Call for Project shall have an estimated duration of eight (8) months, distributed as follows:

PHASES	DATES
Launch of Public Notice	05/01/2020
Deadline for applications	06/20/2020
Disclosure of ideas Selection of Solutions Proposals	07/01/2020
Commencement of Phase 1 – Immersion Phase	07/10/2020
Commencement of Phase 2 – Solution Creation Phase	07/30/2020
Demo Week	08/26/2020
Demo Day	08/30/2020
Commencement of Phase 3 – Acceleration Phase	09/07/2020
Certificate of Phase 3	12/13/2020

If the Acceleration schedule is impacted by the Covid 19 pandemic, Fuse Organization Committee shall make available the information necessary to develop solutions and soften tests, if necessary.

9.4. Responsibility of Teams and/or Participants

Participants, members of Teams, and Team Companies:

- a. are solely liable for all the ideas presented, as well as the Solution Proposal, improvements, and development, so that they declare this information is proprietary, cannot be copied, neither represents plagiarism nor violate any third party's rights, especially intellectual property.
- b. declare they are aware of all the terms, conditions, and rules of the Public Notice and exhibits, cannot allege any harm and/or non-awareness of any item, phase, assessment method to be the purpose of Project Call.
- c. declare they are expressly aware that under no circumstance Rumo will indemnify them for eventual losses (direct or indirect) and/or loss of profits, the expectation of rights, among others.
- d. declare they are expressly aware that Rumo repudiates any act of corruption, discrimination, and prejudice, they are aware that, in the assumption, the Company takes cognizance of any act of corruption, whether public or private, discrimination of any type or form and/or prejudice, Rumo will automatically disqualify the person involved. In the event of an act of corruption, discrimination, and prejudice by a Team member, the Participant, and the entire Team shall be excluded from the Program.

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- e. declare they had access to Rumo's Code of Conduct, available in Exhibit VII hereto, and they undertake to always act in conformity thereto, during Project Call, and after its conclusion.
- f. It is forbidden the use of name, logomark, and/or any reference to Rumo, irrespective of the objective aimed, without the previous, express and written consent of Rumo.
- g. declare that the Solution Proposals and Projects to be developed during the Acceleration Phase, regardless of how much they have evolved, they will be evaluated by Rumo, with a joint discussion for eventual contract, acquisition and/or ownership. Once they are aware and agree that Rumo, under any assumption, shall have priority in any type of investment in the idea/ Project, the Participant, respective Team and Team Companies shall previously inform the Company their intention to sell, transfer, or anyway assign the idea/Project to any third party, and this obligation shall be provided for in the Agreement.

9.5. Interpretation and Controversy

In the assumption of any gap of information and/or need of interpreting the terms hereof due to its subject-matter, the body in charge of solving these doubts and/or issue interpretations on this matter shall be Rumo's Legal Department.

Any controversies stemming from this Public Notice and Project Call not solved amicably shall be solved in court, in the jurisdiction of São Paulo/SP district court, Participants, their Teams, and Rumo waiving any other, no matter how privileged it may be.

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