



The ReposiTrak Traceability Network®

Suppliers, Get Ready for Traceability Now

January 14, 2025

REPOSITRAK.COM

What we will cover today

- Quick introduction to ReposiTrak
- Who's asking for traceability now and what traceability data do they need for every shipment?
- **As a supplier, what can you do NOW in order to get traceability-ready in time?**
- Looking ahead: Can you do traceability for ALL of your customers?
- Leaving extra time for Q&A



ReposiTrak (NYSE:TRAK) is the world's largest connected network of suppliers, distributors and retailers with **30,000+ suppliers and 110,000+ facilities** across all product categories.

- Financially strong company (NYSE:TRAK)
- 2+ years of cash on the balance sheet
- Seasoned executive leadership

With data management at its core, ReposiTrak technology is trusted by the food supply chain supply chain for traceability, food safety, inventory and sales performance.

- Banking-level security
- SOC 1 and SOC 2 Certified
- Stringent Development & QA process



Who is ReposiTrak?



1,052

Seafood Companies



1,219

Dairy, Soft Cheese & Shell Eggs



3,029

Produce Companies



100,000+

Invoices generated DAILY



350,000+

Supplier/retailer/distributor connections on the platform



9,000,000

Store/SKU forecasts & orders generated DAILY



55,000,000

Item/store perpetual inventories maintained

Brands across the supply chain trust ReposiTrak



**Who's asking for traceability
now?**

**What traceability data do they
need for every shipment?**

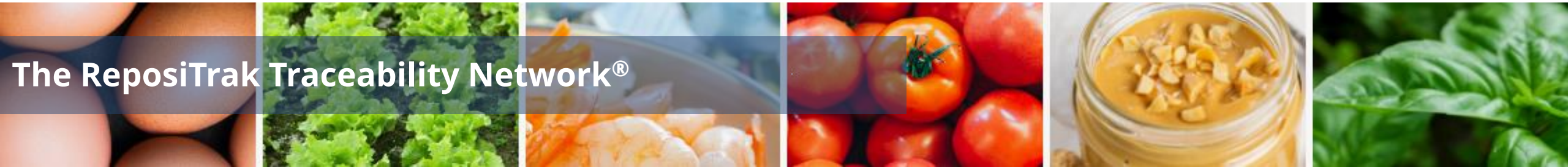


Who's asking for traceability now?

- 1. Major retailers and wholesalers:** They've already started:
 - Some are including ALL FOODS or entire categories vs. only [Food Traceability List \(FTL\)](#) foods
 - Some have moved up their deadlines, ahead of the FDA's
- 2. The consumer:** They're demanding more transparency to food safety and supply chain than ever, especially fueled by recent rash of recalls.
- 3. Regulators:** The FDA demands traceability for certain foods under the FSMA Final Rule on Requirements for Additional Traceability Records for Certain Foods (FSMA 204). **Enforcement begins January 20, 2026.**



Who's asking for traceability now?



In-network



Out-of-network



...among other retailers, wholesalers and restaurants

A low cost, automated solution
for FSMA 204 traceability

Low fee, unlimited
use model for
suppliers

Some of your
customers may already
be in the network

Who's asking for traceability now?



The ReposiTrak Traceability Network[®]

**EACH OF THEIR
TRACEABILITY
REQUIREMENTS ARE
DIFFERENT!**

In-network



Out-of-network



among other retailers, wholesalers and restaurants

A low cost, automated solution for FSMA 204 traceability

Low fee, unlimited use model for suppliers

No cost to distributors

Some of your customers may already be in the network

How many customers do you have? 50? 100? More?

Can you do traceability 100 different ways?

Traceability data sharing is a challenge for suppliers

Every customer will want different data, shared in a different way.

“Connect to my internal portal”

“Connect to my third-party portal”

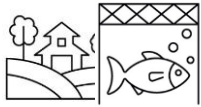
“Use my blockchain”

“Send an EDI 856 ASN with these 20 data elements”

How will traceability impact you?

If your customer(s) are asking for traceability, then you – as a supplier – are required to DO traceability.

Harvester



You harvest a food product
Examples: produce, seafood, eggs, meat

You may have specific FSMA traceability requirements related to harvest, packing, cooling and shipping

If you ship to large retailers, or you ship to companies who do, you have customer-driven traceability requirements

Manufacturer



You use raw ingredients to create a food product
Examples: Packaged foods and brand owners who use co-manufacturing

You may have specific FSMA traceability requirements related to ingredient receiving, transformation and shipping

If you ship to large retailers, or you ship to companies who do, you have customer-driven traceability requirements

Processor



You process a food item to change its form
Examples: cut fruit/veg, bag salad mix, cut and wrap cheese, repack produce

You may have specific FSMA traceability requirements related to ingredient receiving, transformation and shipping

If you ship to large retailers, or you ship to companies who do, you have customer-driven traceability requirements

Distributor



You receive products and ship them out without changing the product or package
Examples: produce or seafood distributors, grocery wholesalers

You have specific FSMA traceability requirements related to receiving, and shipping

If you ship to large retailers, or you ship to companies who do, you have customer-driven traceability requirements

What traceability data do your customers need for every shipment?

Traceability is no longer 'one forward-one back,' as defined under the Bioterrorism Act of 2002.

Traceability Lot Code data must be shared with EVERY shipment, EVERY time:

- Labels alone will NEVER be enough...
- ASNs alone will NEVER be enough...

Traceability under FSMA 204 is the largest data collaboration project in the history of the food supply chain.

This is what's needed to create a basic, complete traceability receiving or shipping record

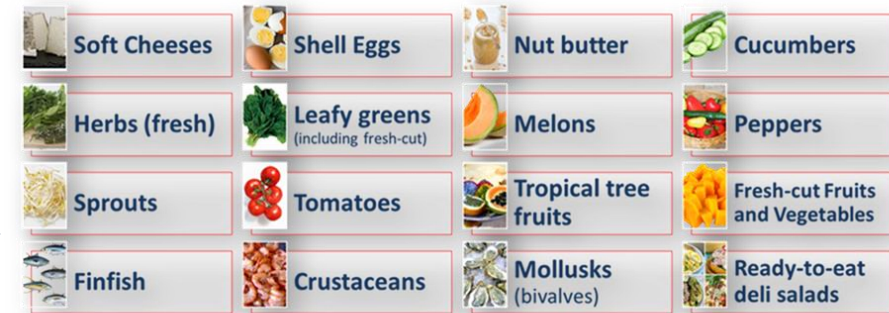
Requires the ability to automatically exchange data, and in some cases, collect data from labels or ASNs

Product data that stays the same

1. The traceability lot code for the food
2. The product description for the food
3. The location description for the traceability lot code source, or the traceability lot code source reference

Shipment data that changes as the product moves

4. The location description for where the food was received
5. The location description for the immediate previous source (other than a transporter) for the food
6. The reference document type and reference document number
7. The quantity and unit of measure of the food (e.g. 6 cases, 25 reusable plastic containers, 100 tanks, 200 pounds)
8. The date the food was received/shipped



Customer data requirements may go well beyond the list of KDEs required by the FDA.

Labels alone are NOT enough for food traceability.



Some KDEs can be printed on a label.

- ✓ The traceability lot code (TLC)
- ✓ The product description
- ✓ The location description for the TLC source, or the TLC reference

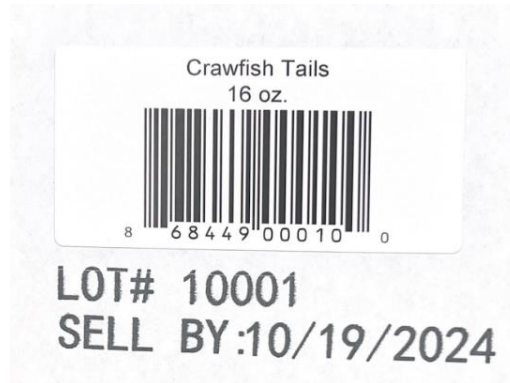
Some KDEs cannot be printed on a label.

(...because they're not known when the label is printed.)

- ✗ The location description for where food was received
- ✗ The location description for the immediate previous source (other than transporter) for the food
- ✗ The reference document type and number
- ✗ The quantity and unit of measure of the food
- ✗ The date the food was received

Labels are Important

But they can't deliver full FSMA traceability success



- Label scanning alone won't create a complete KDE record, the other KDEs need to be collected some other way.
- If your cases don't have a label with a human or machine-readable lot code, your product will be refused at some point.
- FSMA 204 does not dictate a label standard, but retailers are starting to require the GS1 standard.



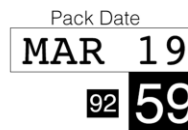
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40 / LBS, US #1

Product of USA

Glen Allen Farms Glen Allen VA



**What can you do NOW in order
to get traceability-ready in time?**



Get traceability-ready now

- It doesn't matter what you sell...you will be doing traceability with your customers. If they haven't already asked, they will be soon.
- You need a technology platform that enables you to exchange traceability and supply chain data easily, with all your customers, regardless of the systems the customers require, and regardless of your technical capabilities.
- Beware of volumetric pricing systems that penalize you for growth; get a flat rate price and lock it in.
- Position your brand as “traceability-ready” and train your sales and marketing teams to use it to expand distribution and grow your market share.



How do you get traceability-ready?

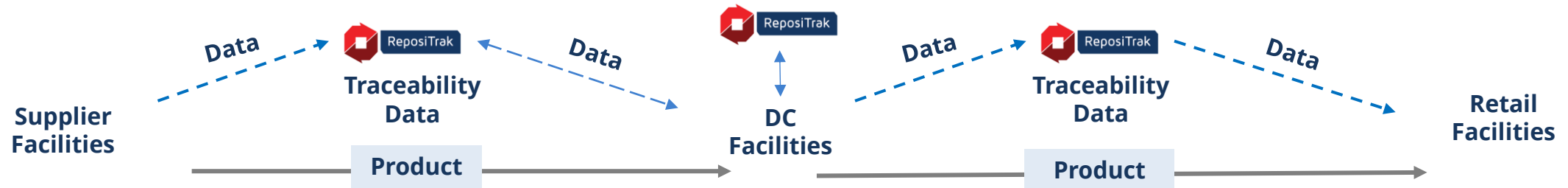
Traceability takes time. It starts with gathering critical information that will be used to create complete traceability records required by your customer.

Traceability data includes:

- ✓ Information about the facilities that you operate and which customers are serviced by each facility
- ✓ Information about your customer's facilities that you ship to
- ✓ Payment information
- ✓ Image(s) of your shipping labels
- ✓ Descriptions of your lot codes as well as examples
- ✓ Contact information from key roles inside your organization
- ✓ The existing systems where shipping traceability data might be stored, including your Warehouse Management System (WMS), accounting or other operational planning systems
- ✓ Your company's preferred protocol or communication method that will be used to share your traceability data files for every shipment, every time. This might include Electronic Data Interchange (EDI) or other methods.

This is about the electronic transmission or “hand off” of data

It's something that ReposiTrak has done for 10+ years.

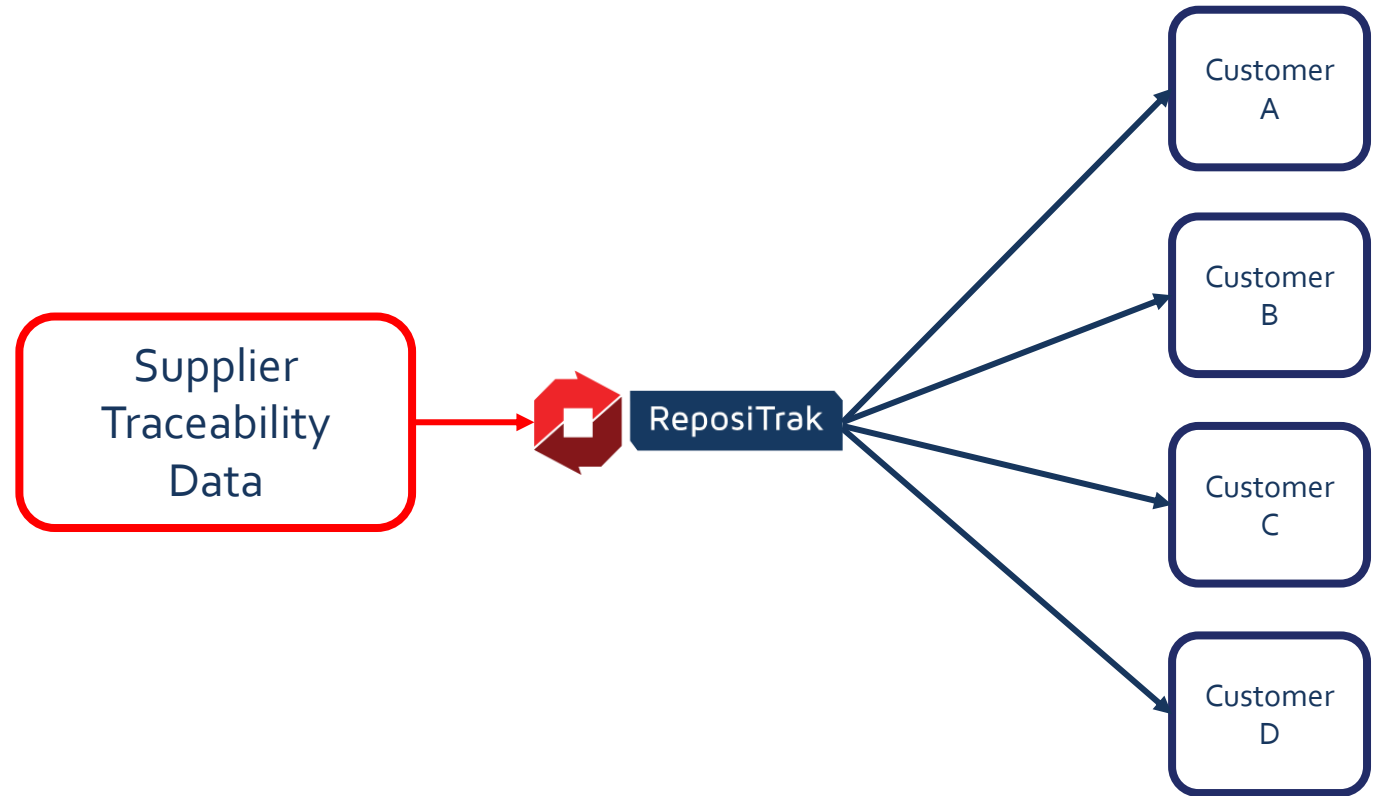


- ReposiTrak makes the required data exchange “hand offs” easy, regardless of the technical ability of the trading partners
- You share the data with ReposiTrak the same way every time and we will get it to your customer the way they want it.



ReposiTrak facilitates the fast, easy, automated "hand off" of traceability information for:

EVERY customer
EVERY data element
EVERY format
EVERY shipment
EVERY time.



Use these tools to become traceability-ready now

<https://repositrak.com/traceability-for-everyone/>

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THE REPOSITRAK TRACEABILITY NETWORK®

Traceability for Everyone.

Major retailers and wholesalers have made public commitments to food traceability. Now, they're forcing YOU, as the supplier – to share traceability data with them, according to their unique requirements. It's up to you to find a way to do traceability – fast – in a way that's also cheap and easy to minimize the impact on your operations and your costs.

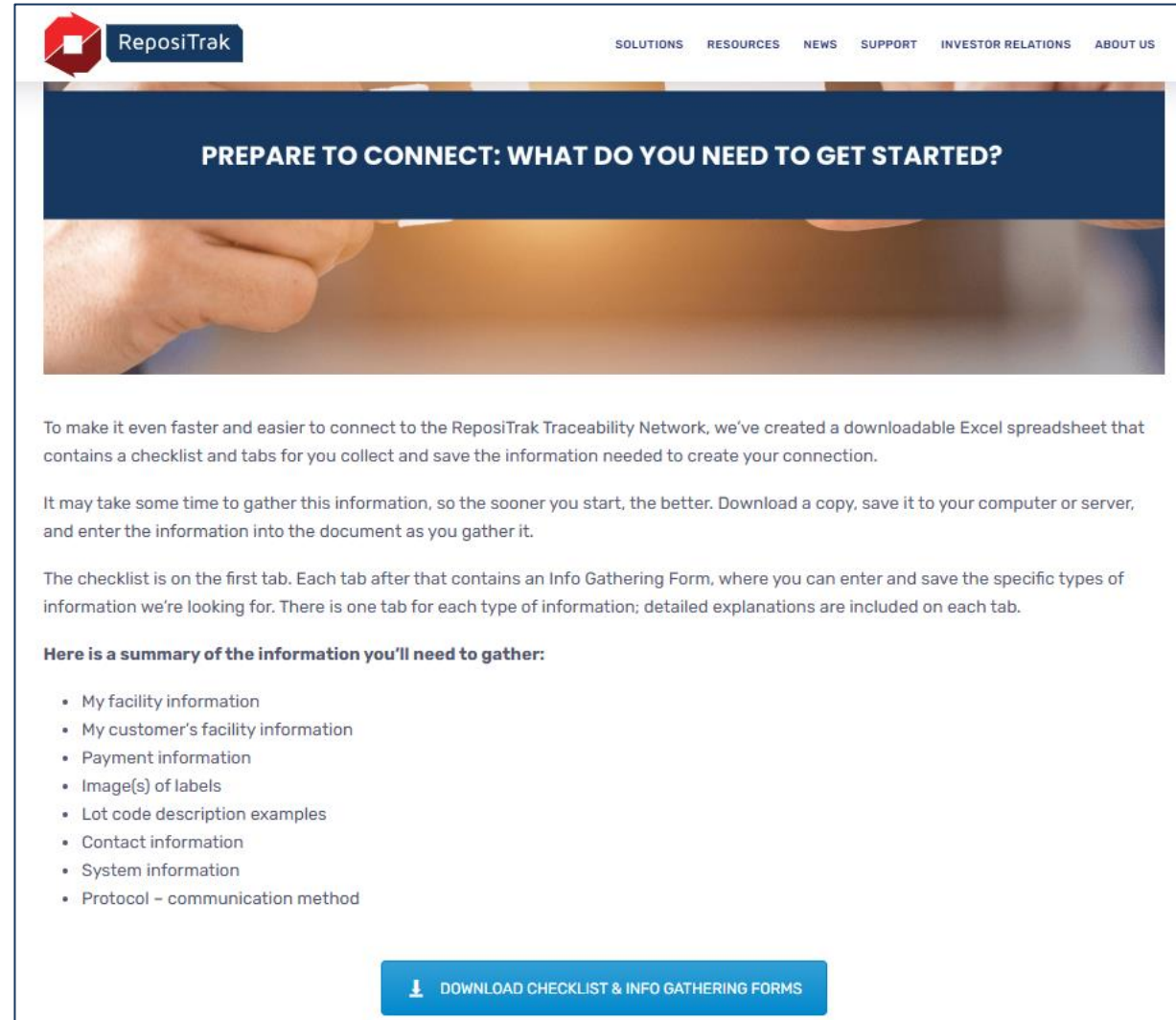
ReposiTrak helps suppliers meet the requirements of EVERY traceability program for EVERY customer, without the need for labels or specific data formatting. We'll take the traceability information you have – as you have it – and then organize and share it according to the requirements of your customer(s).

For just \$49 per facility, per month, you can share traceability data for EVERY SKU you ship to a single customer.

PREPARE TO CONNECT

What can you do now?

- Within 24 hours of this webinar, you will receive an email with a copy of this webinar and a link to: <https://repositrak.com/traceability-for-everyone/>
- Click the “Prepare to Connect” button on the screen and then click “DOWNLOAD CHECKLIST & INFO GATHERING FORMS”
- Download a copy as an Excel spreadsheet and save it to your computer. Then, working left to right, fill in each of the tabs.
 - It might take a few days to gather the information on each tab
 - Start now before the number of customer requests ramps up
 - The ReposiTrak team is available to assist as needed, via chat, email or phone



The screenshot shows the ReposiTrak website. At the top left is the ReposiTrak logo. To the right are navigation links: SOLUTIONS, RESOURCES, NEWS, SUPPORT, INVESTOR RELATIONS, and ABOUT US. Below the navigation is a dark blue banner with the text "PREPARE TO CONNECT: WHAT DO YOU NEED TO GET STARTED?". Underneath the banner is a blurred image of a person's hand. The main content area contains the following text:

To make it even faster and easier to connect to the ReposiTrak Traceability Network, we've created a downloadable Excel spreadsheet that contains a checklist and tabs for you collect and save the information needed to create your connection.

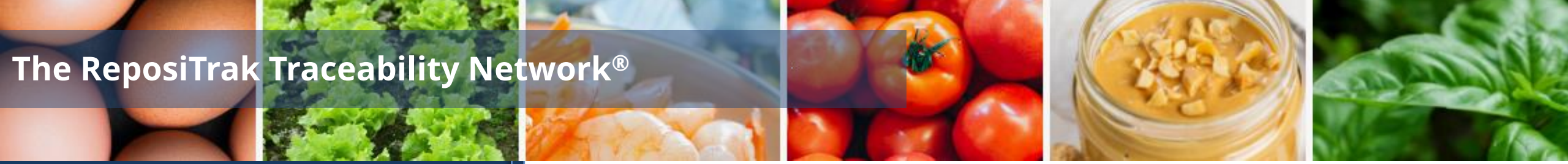
It may take some time to gather this information, so the sooner you start, the better. Download a copy, save it to your computer or server, and enter the information into the document as you gather it.

The checklist is on the first tab. Each tab after that contains an Info Gathering Form, where you can enter and save the specific types of information we're looking for. There is one tab for each type of information; detailed explanations are included on each tab.

Here is a summary of the information you'll need to gather:

- My facility information
- My customer's facility information
- Payment information
- Image(s) of labels
- Lot code description examples
- Contact information
- System information
- Protocol – communication method

At the bottom right of the page is a blue button with a download icon and the text "DOWNLOAD CHECKLIST & INFO GATHERING FORMS".



The ReposiTrak Traceability Network®

8,000+
Suppliers

41+
DCs/Warehouses

11,000+
Retail Locations



 In-network suppliers  In-network retailers and wholesalers

ReposiTrak can help

We understand that preparing for traceability, and understanding current and future requirements is a challenge.

CALL or EMAIL ME

We'll walk through what traceability means for your business and talk through any customer requests that you've received.

- There is no cost.
- There is no obligation.
- This is NOT a sales call.
- This call is simply to help you understand your unique traceability requirements and answer questions.

Derek Hannum

Chief Customer Officer

Dhannum@repositrak.com

407-558-9829

Q&A