



Intermodal Asia 2016

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Forward-Looking Statements

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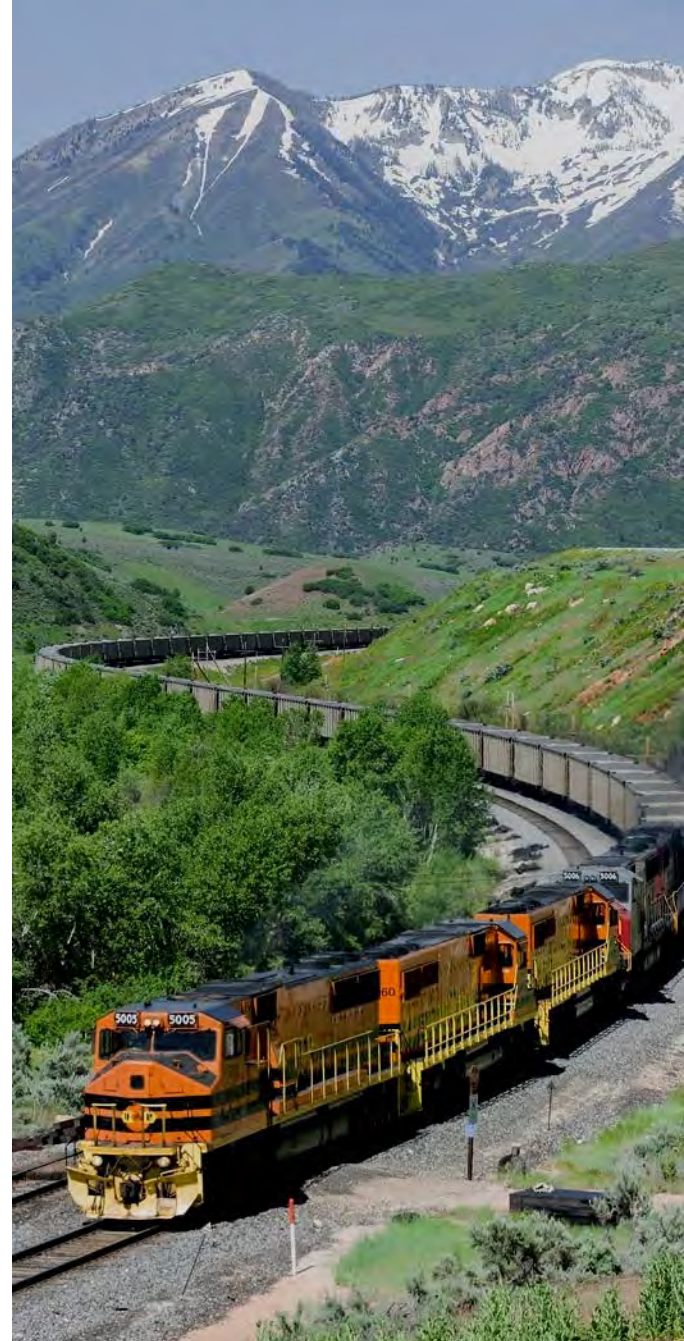
Session: *Observing current initiatives and creating opportunities in regional shipping business, intermodal, supply chain & logistics networks*

Topic: *Intermodal opportunities & trends in rail networks of Australia*



Genesee & Wyoming Inc.

- **Railroads:** 120 worldwide with ~24,000km of track and over 2,500 customers
- **People:** 7,700 worldwide
- **Equipment:** >1,300 locomotives and 22,000 wagons
- **Annual Carloads:** ~ 2 million
- **Public Company:** New York Stock Exchange-listed (GWR) with ~A\$4.5 billion market capitalisation
- **Operations:** 41 U.S. states, four Canadian provinces, four Australian states & one territory, Germany, Poland, the Netherlands, Belgium and the UK
- **Contract Switching & Port Operations:** Serve 40+ ports and ~50 industrial facilities and mines

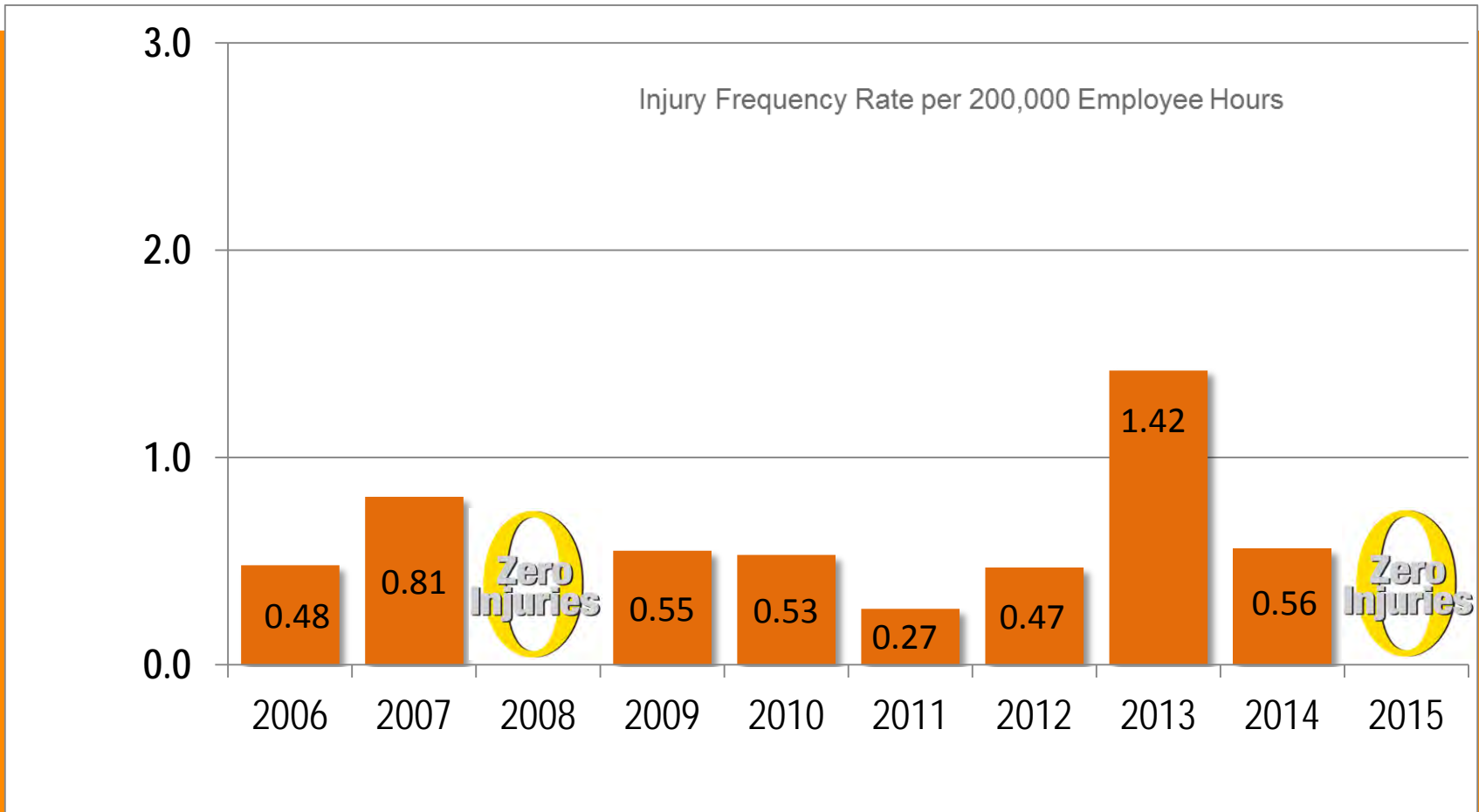


Our Core Purpose

To be the
**safest and
most respected**
rail service
provider
in the world.



GWA Safety Performance



G&W:

U.K./European Operations



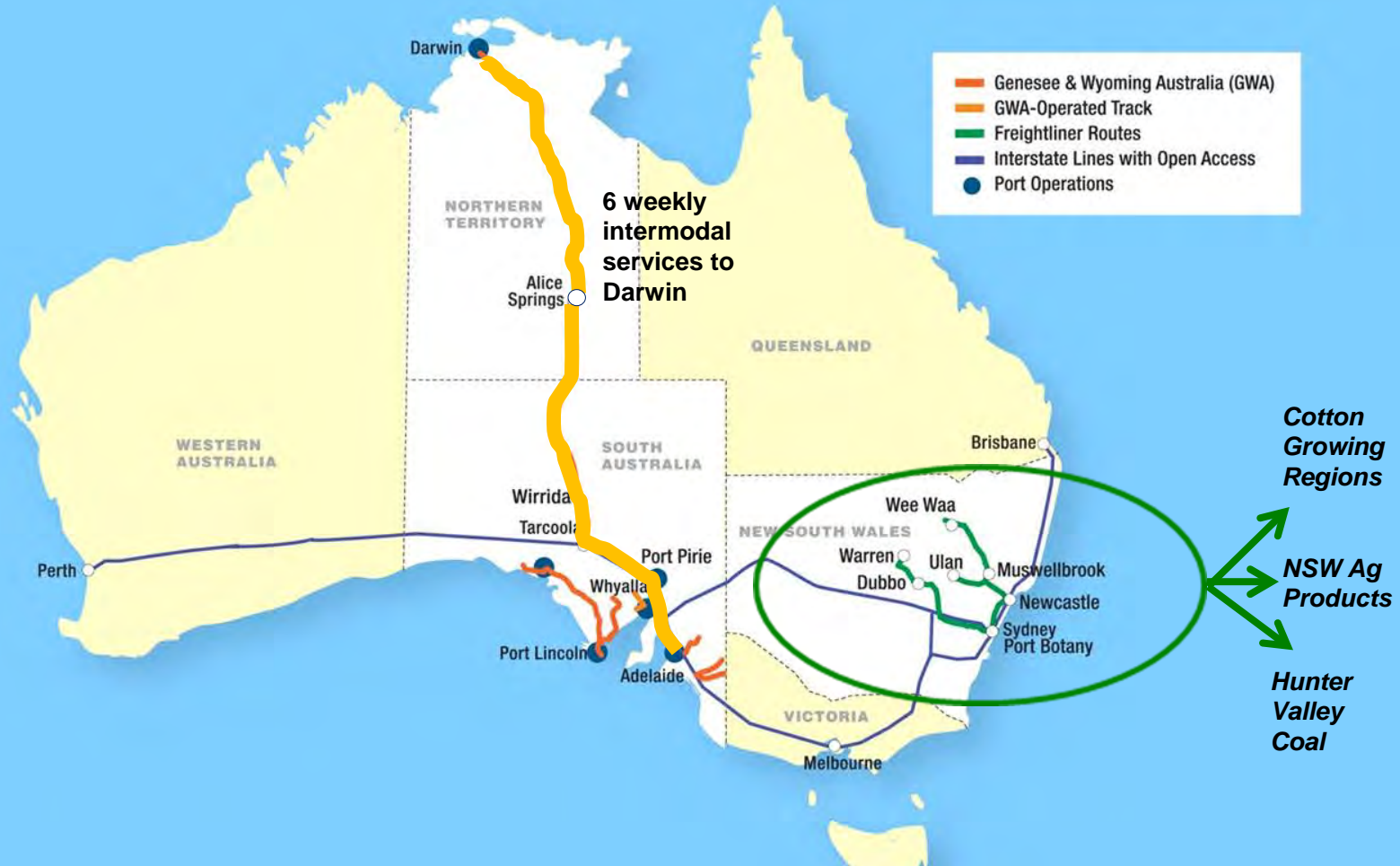
Freightliner U.K. Intermodal Operations

- Largest rail participant in the UK intermodal market
- Most traffic runs from ports of Felixstowe, Southampton, London Gateway and Tilbury to the Midlands/Northeast/Northwest
- Strong intermodal franchise:
 - Excellent service quality (98% on time)
 - Terminals at ports and key inland cities
 - High-quality product due to wide network, dock-to-door service and scale of train operations (e.g., 100 trains and 3,000 containers per day)





G&W: Australian Operations



Trends & Opportunities

Interstate Intermodal

1. Direct Imputation
2. Coastal Shipping
3. Heavy Vehicle Charging
4. Inland Rail

Regional Freight

1. Increasing appetite for agricultural products
2. Road congestion in major cities impacting on ability to meet stevedores cut-off times
3. G&W customer-focused business model & global container expertise servicing regional terminals
4. Inland Rail



**Zero
Injuries**

Our Goal Every Day