



Genesee & Wyoming presentation to KSRRA 2016 Rail Freight Seminar

May 13, 2016 (Gettysburg)

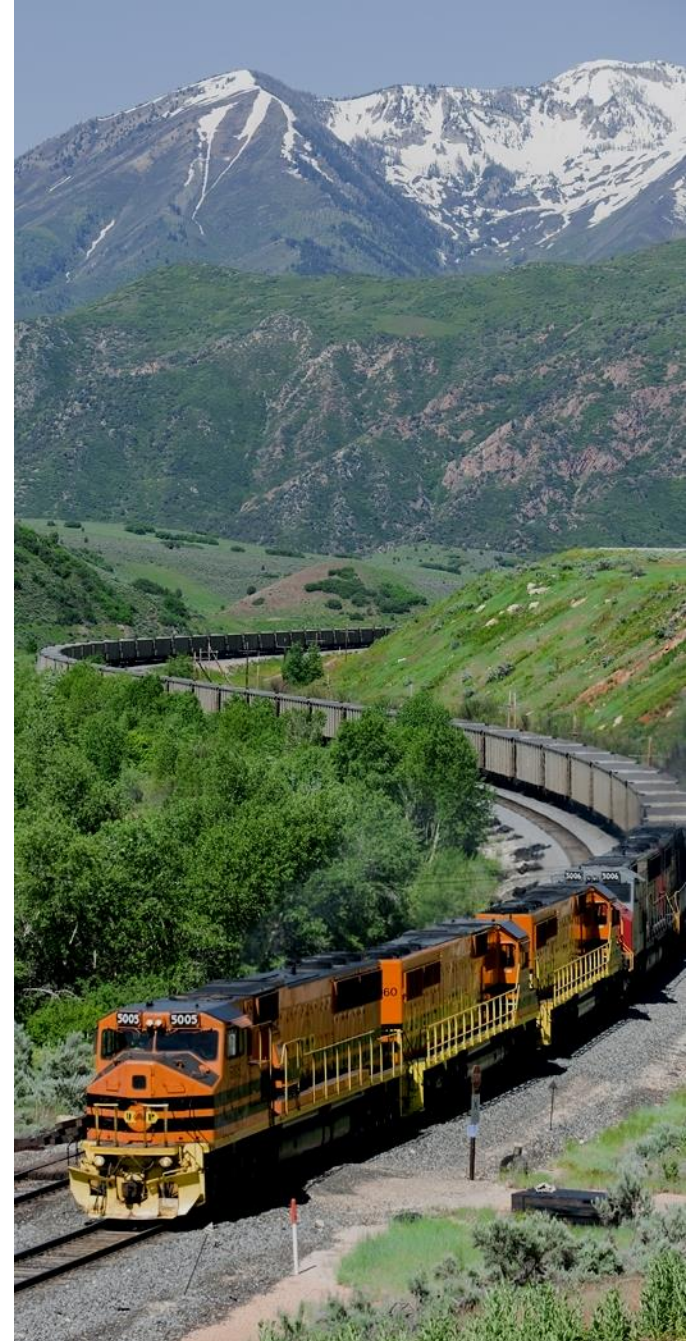
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Genesee & Wyoming Railroad Services Inc.





Overview

- **NYSE:** Listed as GWR with ~\$3.0 billion market capitalization
- **Railroads:** 120 worldwide with ~16,000 track miles
- **People:** 7,500 worldwide
- **Equipment:** >1,300 locomotives
- **Annual Carloads:** ~3.0 million
- **Track Record of Acquisitions:** Added >100 railroads since 2000



North America

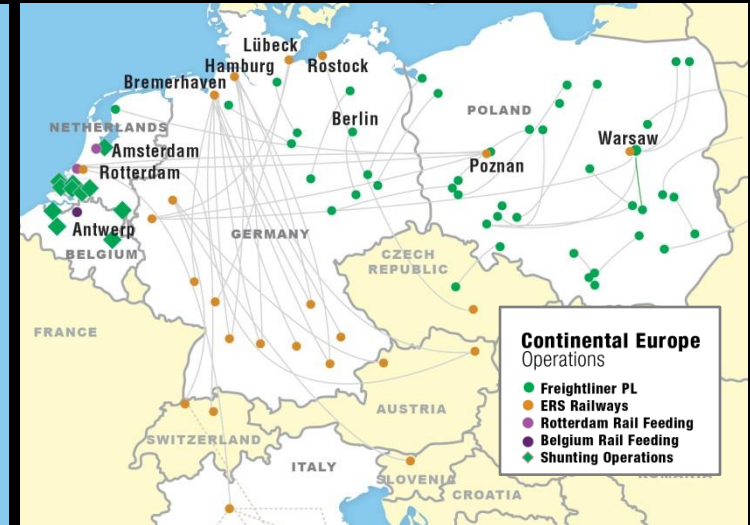
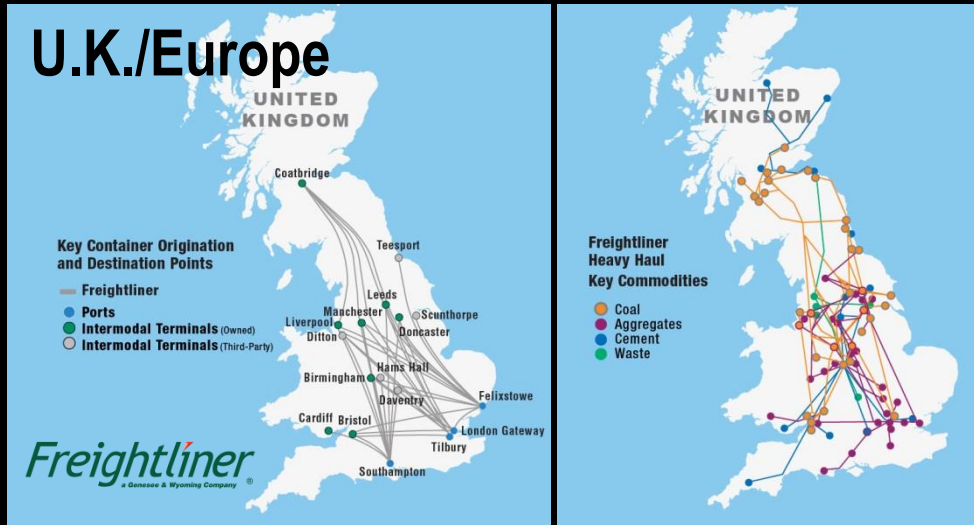


Australia

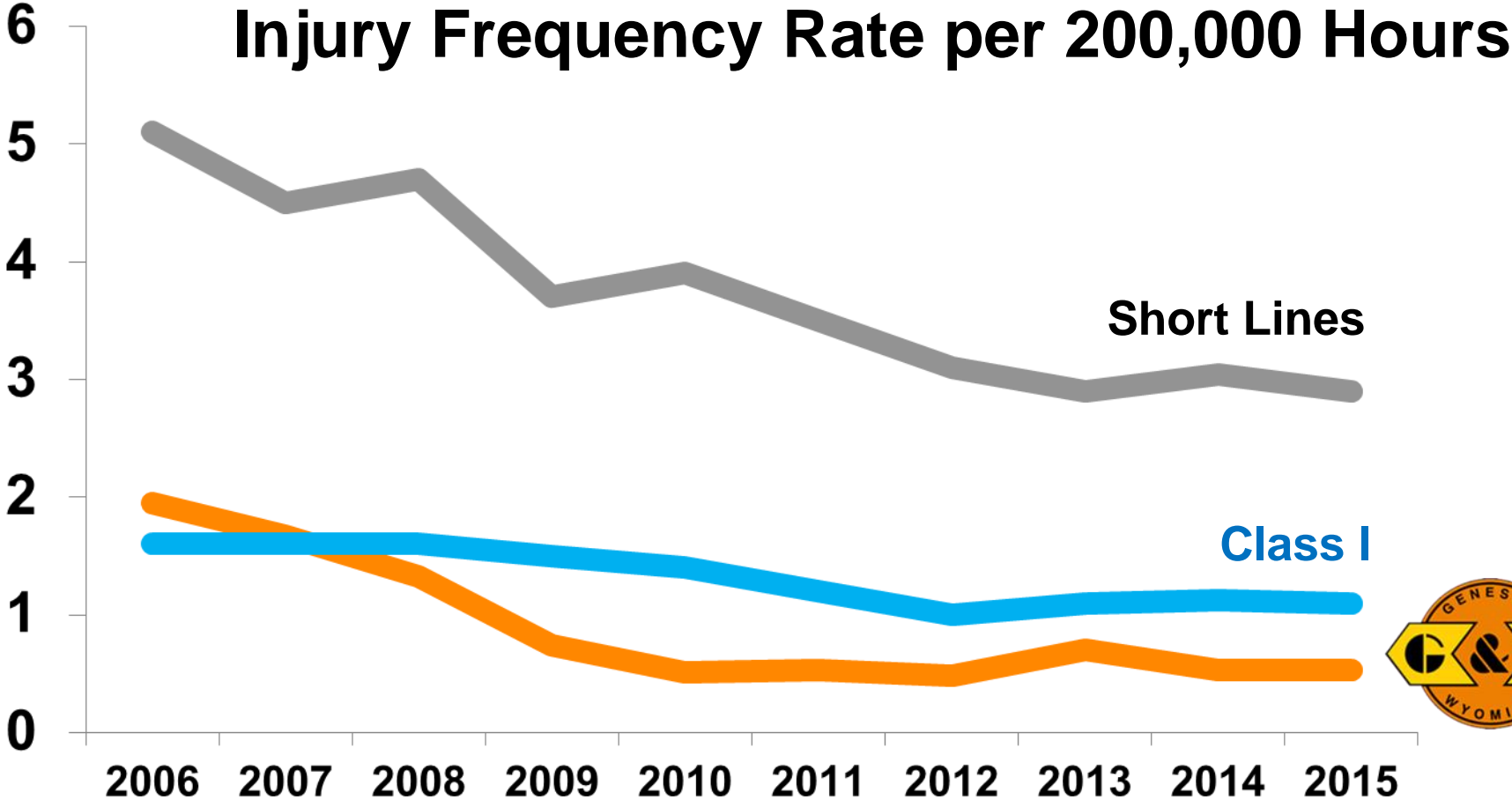


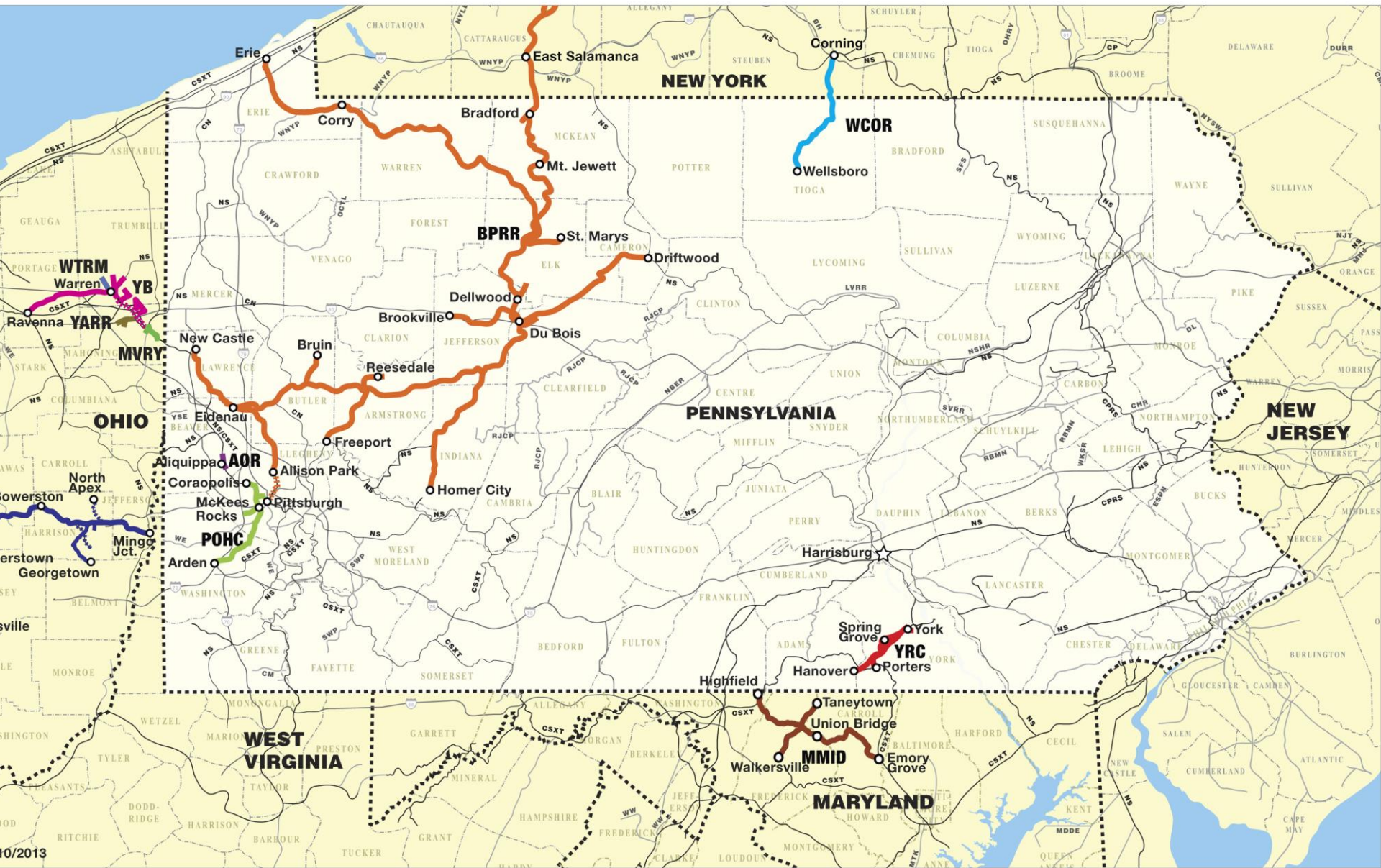
Genesee & Wyoming Inc. 2016

U.K./Europe



Industry-Leading Safety Performance





10/2013



Genesee & Wyoming (G&W) Railroads in Pennsylvania

- **AOR** The Aliquippa & Ohio River Railroad Co.
- **BPRR** Buffalo & Pittsburgh Railroad, Inc.
- **POHC** The Pittsburgh & Ohio Central Railroad Company
- **WCOR** Wellsboro & Corning Railroad, LLC
- **YRC** York Railway Company

- G&W Nearby Railroads**
- **CUOH** The Columbus & Ohio River Rail Road Company
 - **MMID** Maryland Midland Railway, Inc.
 - **MVRY** The Mahoning Valley Railway Company
 - **WTRM** The Warren & Trumbull Railroad Company
 - **YARR** Youngstown & Austintown Railroad Inc.

“State of Affairs” ... shale activity

- While drilling is down, there is still activity
 - Opportunities to improve efficiency for existing suppliers
 - Some midstream players serving existing wells are still building
 - Mergers, bankruptcies lead to new needs
- Waiting on decisions on “cracker” plants
 - Huge potential for “downstream” investment if Shell, PTT projects are built
 - Numerous properties under option in Allegheny and surrounding counties



Press Release: UEO Midstream to build natural gas fractionation hub in Utica Shale

- **\$900-million plant will be located on a 600-acre tract in Harrison County, Ohio**

New facility to be served by the Columbus & Ohio River Railroad (CUOH)

□ Business opportunity:

- Support Utica East Ohio Midstream LLC in developing the largest integrated natural gas “midstream” service complex in the Utica Shale, served by a shortline railroad with multiple Class-1 rail connections

□ Key Industrial Development actions: (summary)

- Helped identify key parcel in Harrison County, Ohio, to satisfy UEO’s acreage, logistics and utility requirements
- Defined capital and infrastructure requirements for a rail-loading terminal
- Constructed new one-mile siding and rehabilitated a three-mile storage track to handle rail traffic to/from the plant
- Invested \$2 million through a public-private partnership to expand CUOH’s yard in Newark, Ohio, to further support UEO and other Utica Shale traffic
- Designed rate / logistics package with our Class-1 rail partners
- Total CUOH investment was ~ \$2.1 million (excluding state rail funds).

□ Final product:

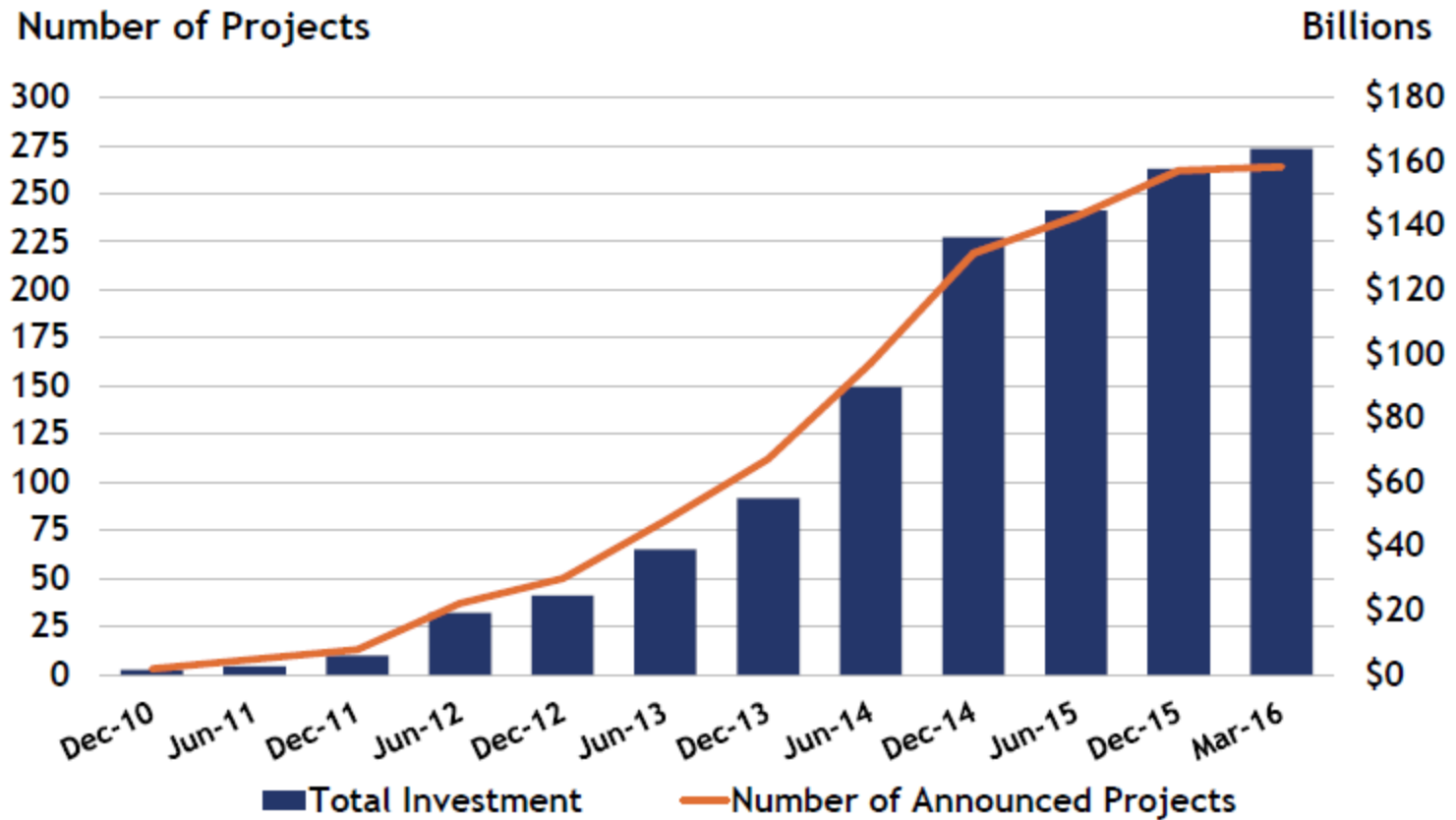
- Midstream complex was constructed and began rail shipments in July 2013

□ Project impact: (estimated)

- Private investment of ~\$1 billion (includes connected gas processing plant)
- A projected 10,000 annual outbound carloads of natural gas liquids.
- Close to 100 long-term, full-time jobs in the local community of Scio, Ohio, in addition to ~1,700 short-term construction positions.



Cumulative Announced Chemical Industry Investments from Shale Gas



Source: ACC analysis, Dec. 2010 - March 2016

“State of Affairs” ... beyond the shale

- Back to basics
 - Renewed focus on traditional industries ... forest, ag, consumer
 - Transloading remains key to extending rail’s reach, especially for shortlines where intermodal (TOFC/COFC) isn’t an option
- Focus on site inventory
 - Need to find new sites in areas where shale players have depleted inventory ... or repurpose sites shale players have vacated
 - Critical to have “shovel-ready” sites with full information ... site selectors won’t wait!
 - Eventual repurposing of power-plant sites?

Online database of available rail sites

Genesee & Wyoming Inc.

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Industrial Development

Map showing Buffalo & Pittsburgh Railroad route through Pennsylvania and Ohio.

Buffalo & Pittsburgh Railroad OR Filter by state Search Reset

Property	Acreage	Location	County	Zoning	Buildings	Rail Spur
Jackson Ceramic Site	15	Falls Creek, PA	Jefferson		Yes	No - but feasible
Brockway Industrial Site	42	Brockway, PA	Jefferson	Industrial	None	Yes - but not presently connected.
Snyder Industrial Site	53	North Buffalo Twp. and East Franklin Twp, PA	Armstrong	North Buffalo - none; East Franklin - Indu	Yes	Yes - but must be reconnected to main track
Swanson Property	8	Bradford, PA	McKean	M-1 (Heavy Manufacturing)	Yes	No - but very feasible
Seneca Resources - Wetmore	248	Wetmore Twp., PA	McKean	None	None	No
Windon Acres	102	Washington Township, PA	Armstrong	Industrial	None	No



**Zero
Injuries**

Our Goal Every Day