Automotive Overview

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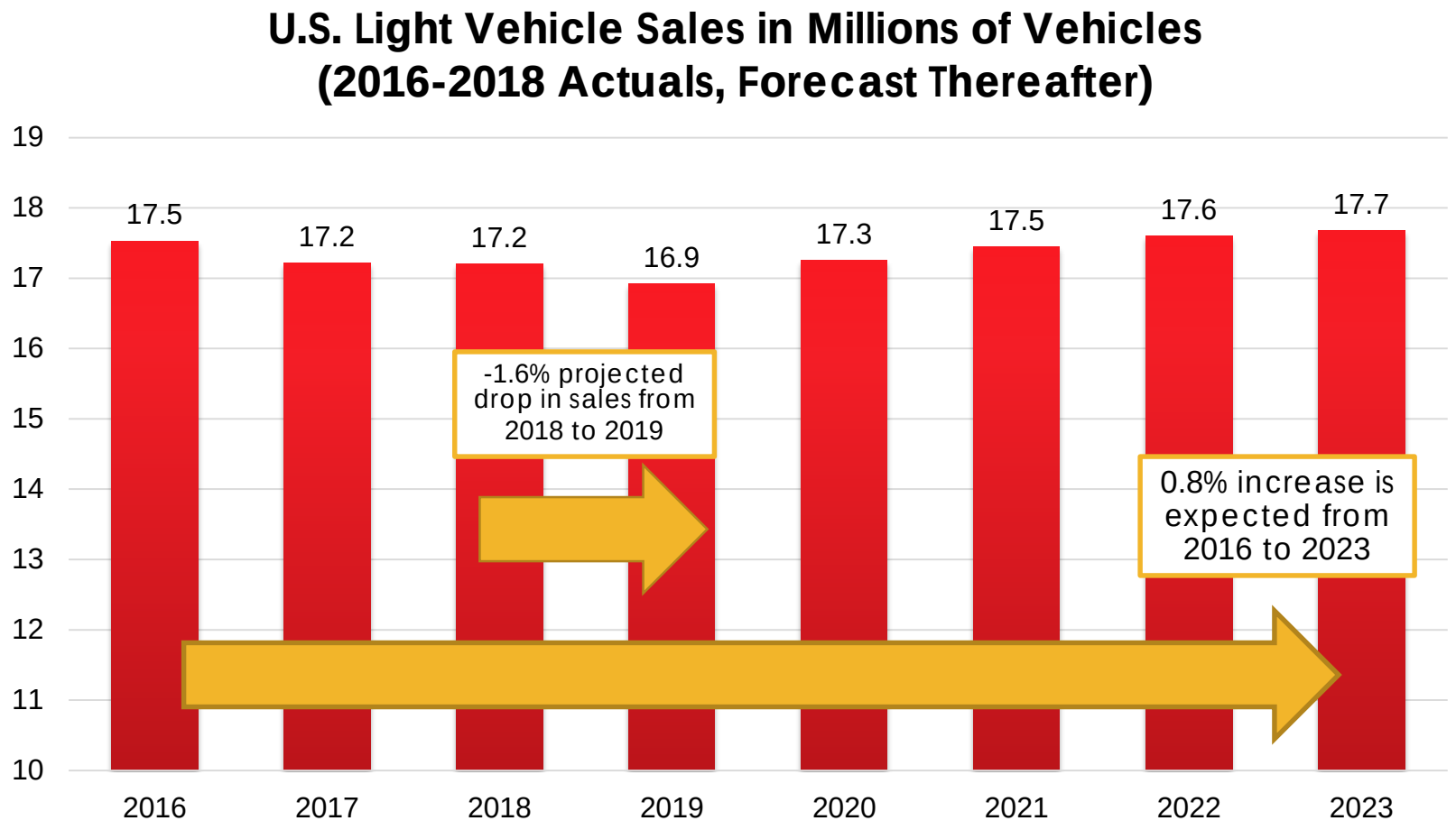
U.S. Vehicle Sales to Remain Flat



Source: Autocast Jan 2019 version

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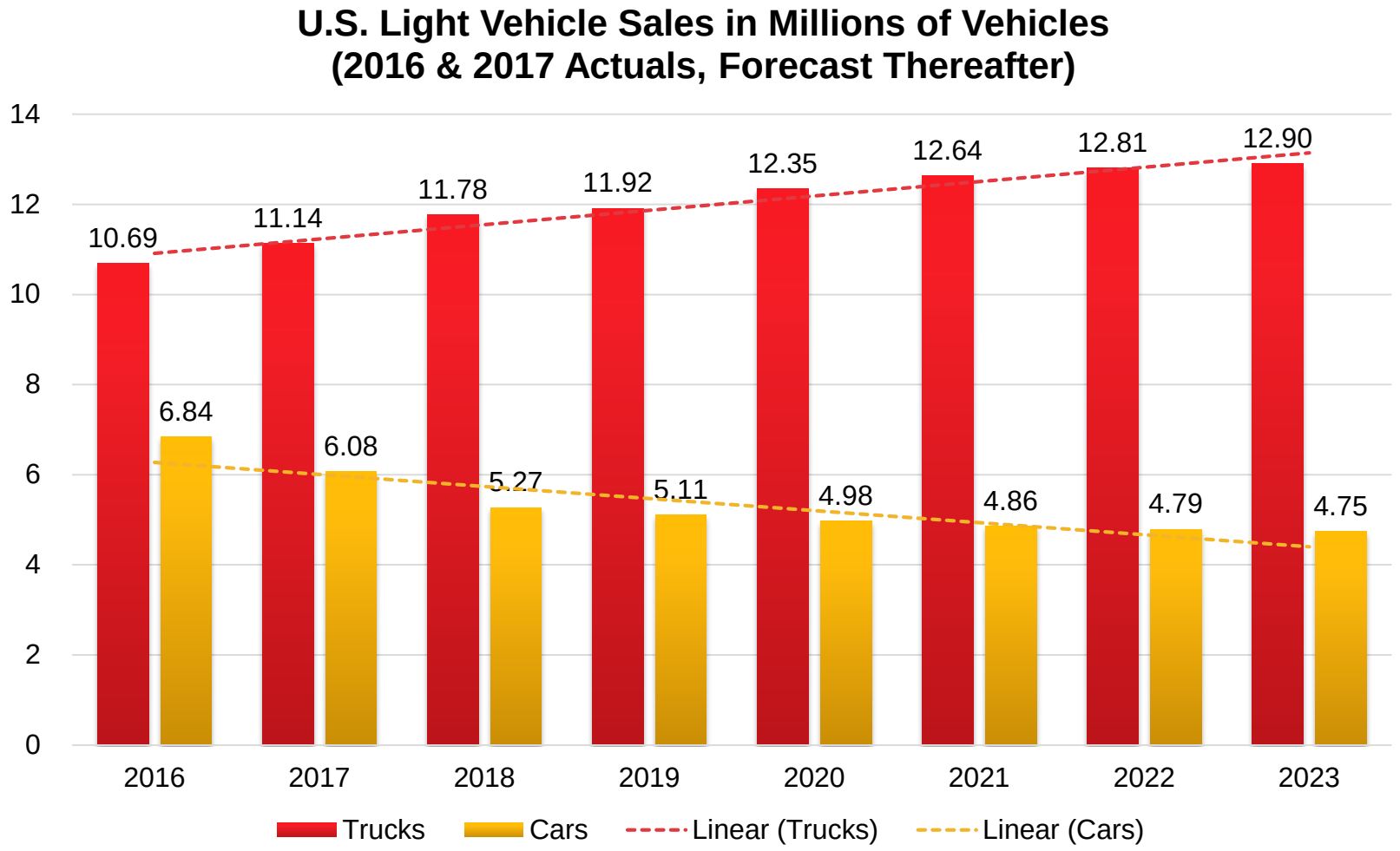
U.S. Truck Sales Maintain Lead Over Car Sales



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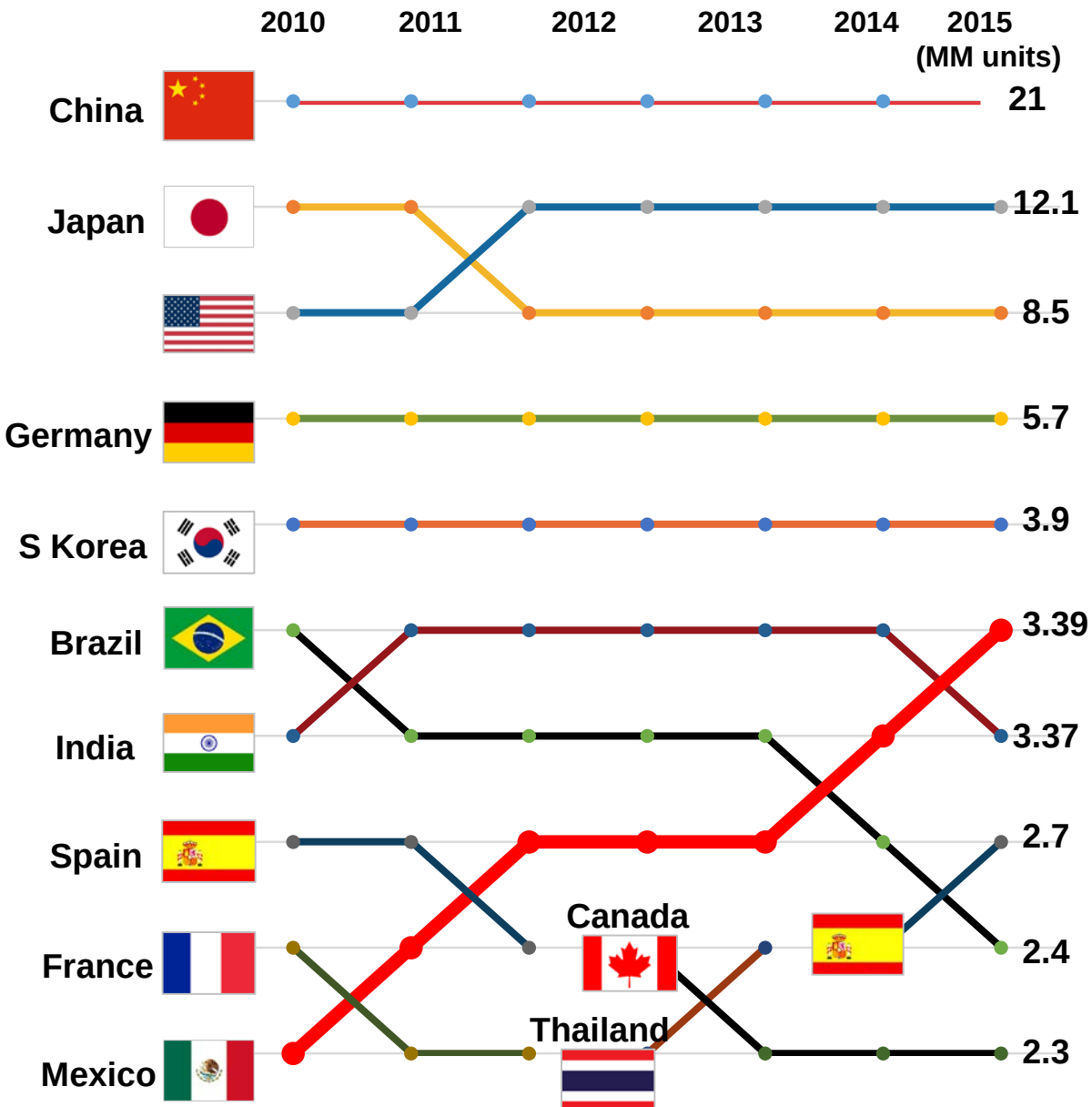
Global Rank in Auto Manufacturing



Source: OICA

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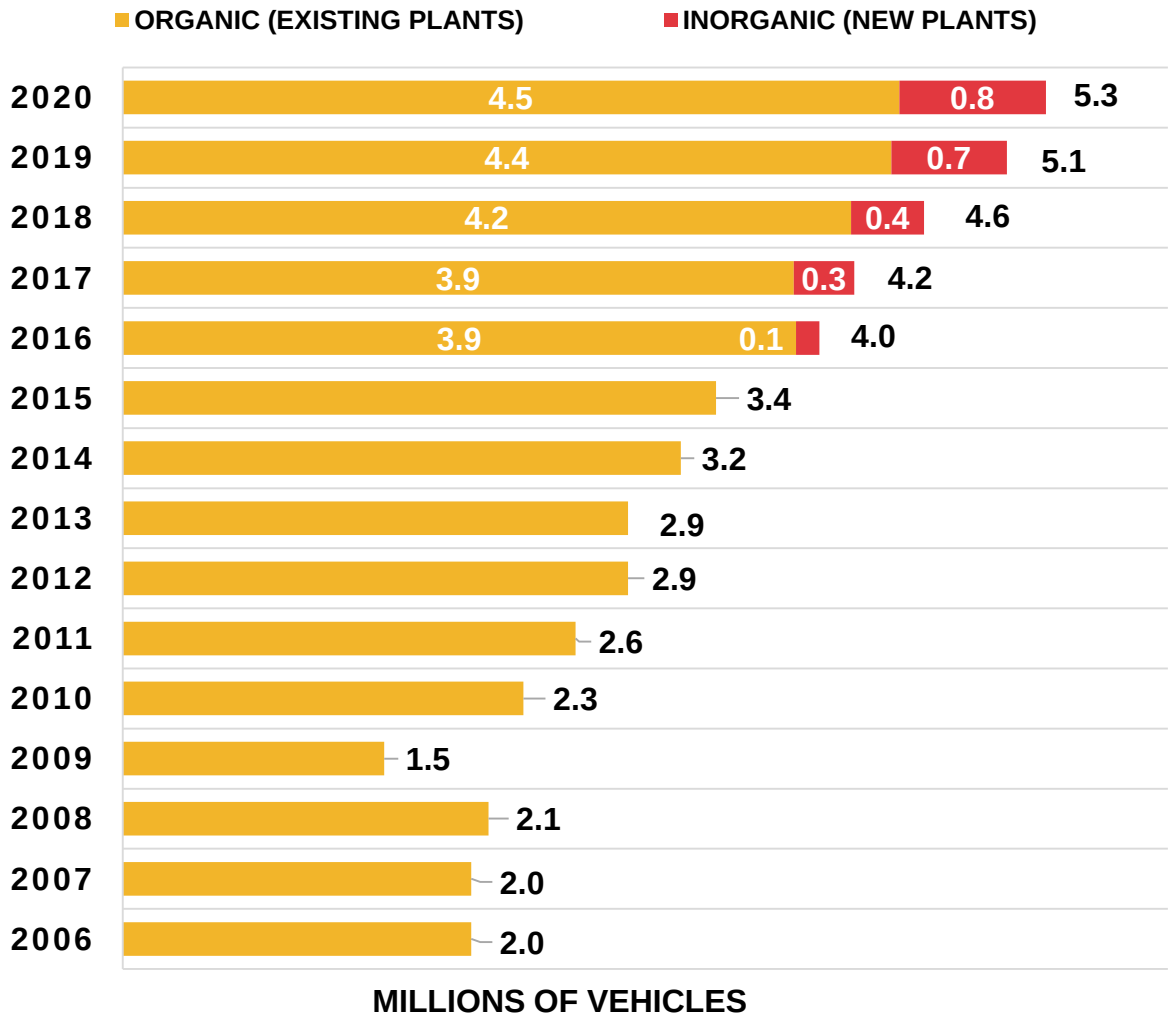
Mexico's Auto Production Growth



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Demand for Finished Vehicles from Mexico

Mexico Auto Production
100%

Mexico Domestic Market
21%

Mexico Export Market
79%

Rest of the World
16%

US/Canada Bound
84%

Exports to US and Canada

80% **Move via cross-Border to US & Canada**

20% **Move via the ports of Veracruz, Lazaro and Altamira to US/CAN**

Source: 2017 Estimated from Autocast, AMIA & SCT Data

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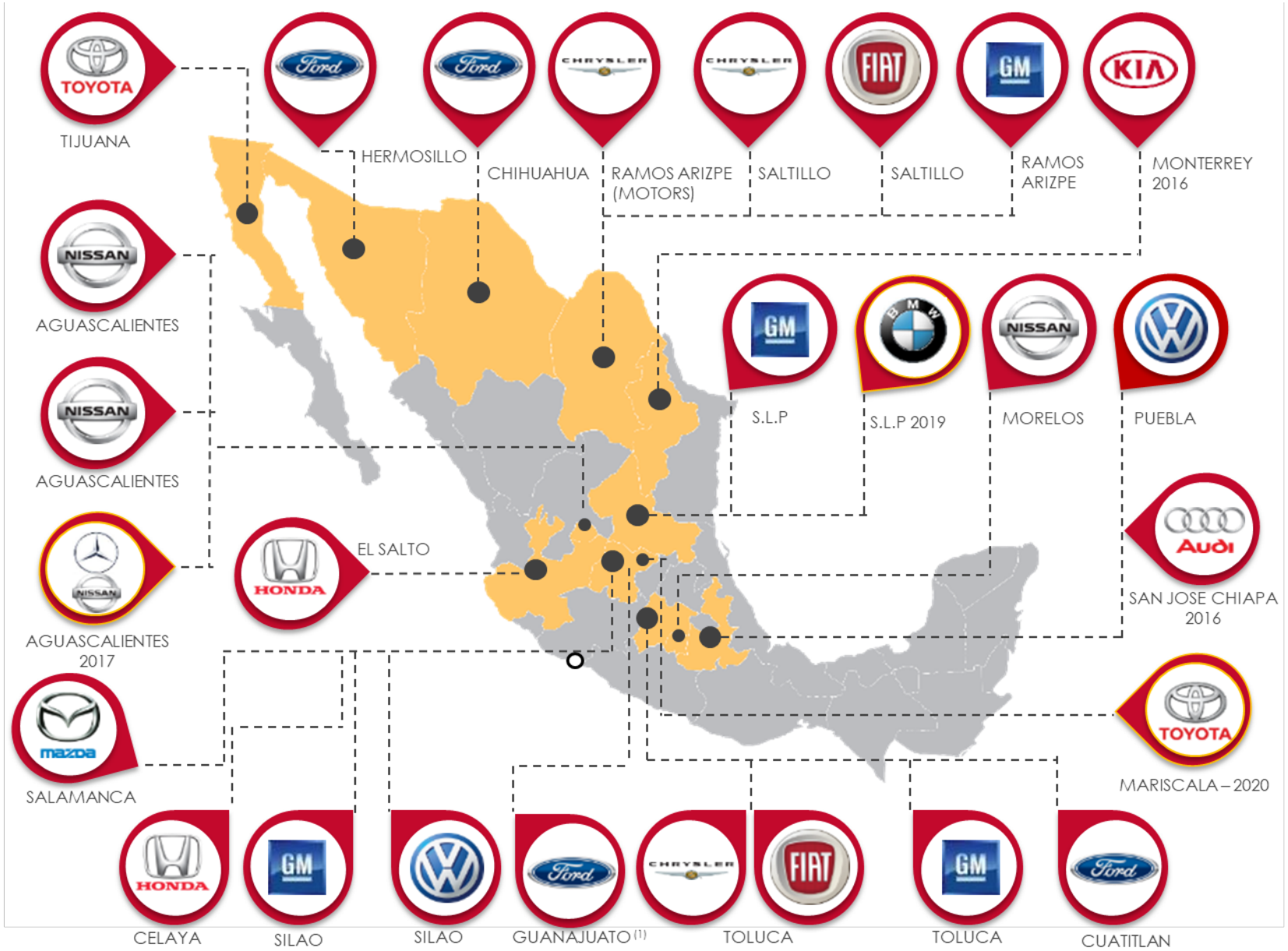
KCS is Well-Positioned for Mexico Automotive Growth



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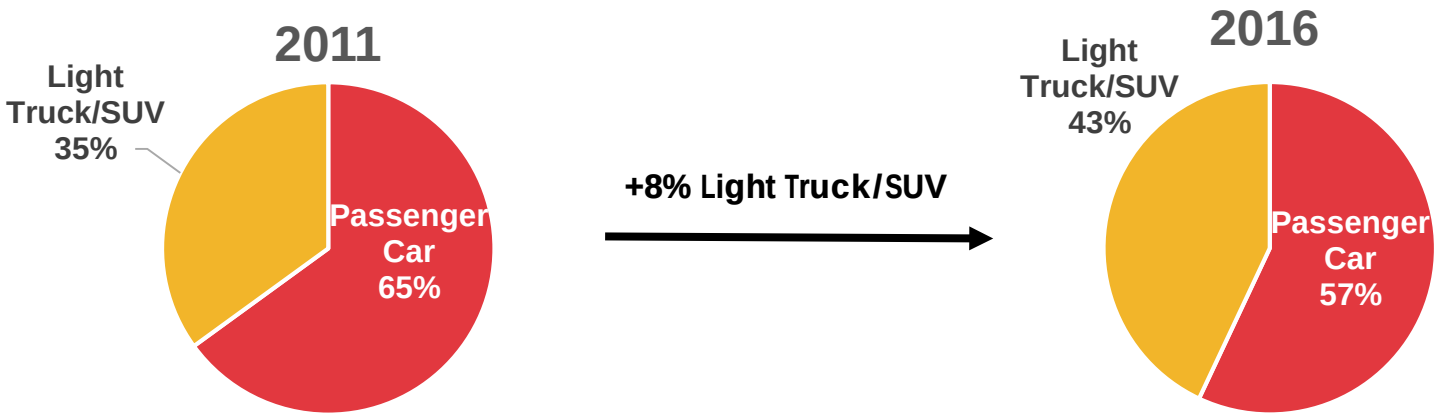
Auto Production Styles & End-Destinations Are Shifting

- Mexico's manufacturing has shifted to better align with sales trends*



- Exports to non-U.S. countries growing**

*Source: Autocast
**Source: Bloomberg Article, dated January 4, 2017

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Future Auto Plant Openings

BMW
San Luis Potosi, MX
Opens 2019(2)

Toyota
Guanajuato, MX
Estimated Opening: 2020

Source: (1) Autocast
(2) Manufacturer's Press Releases

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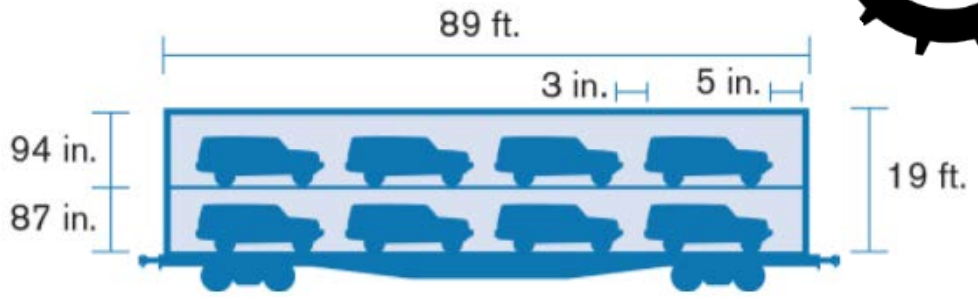
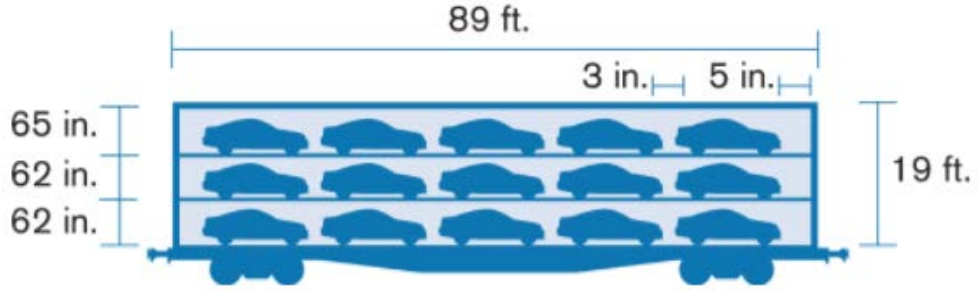
Automotive Equipment Today

Asset Utilization

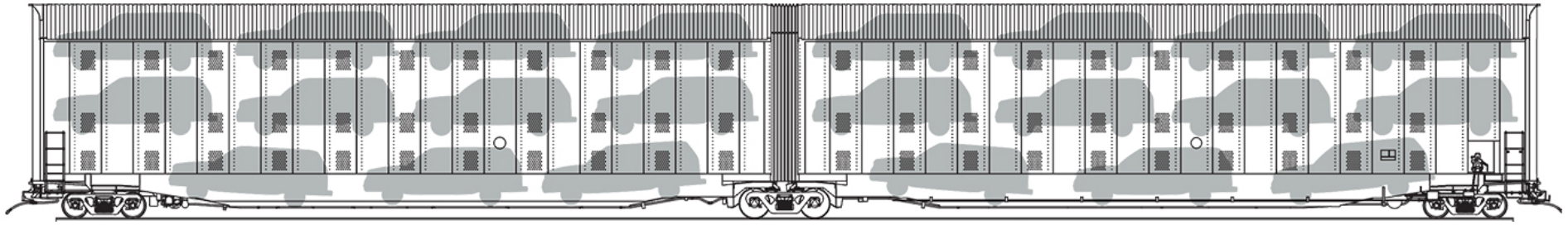
Bi-Level: 8-10 Vehicles



Tri-Level: 12-15 Vehicles



Auto-Max: 24+ Vehicles



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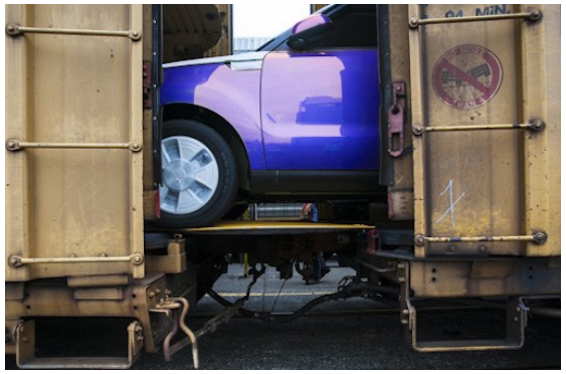
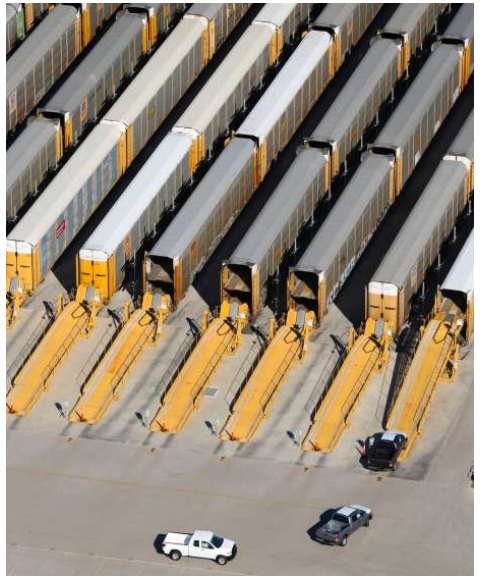
Railcar Loading Process

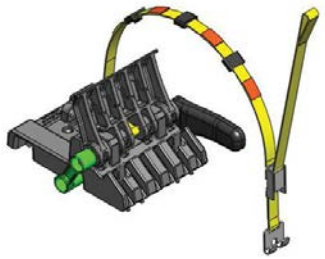
Automotive Operations

Ramp In/Out





Tie Down – Chocks



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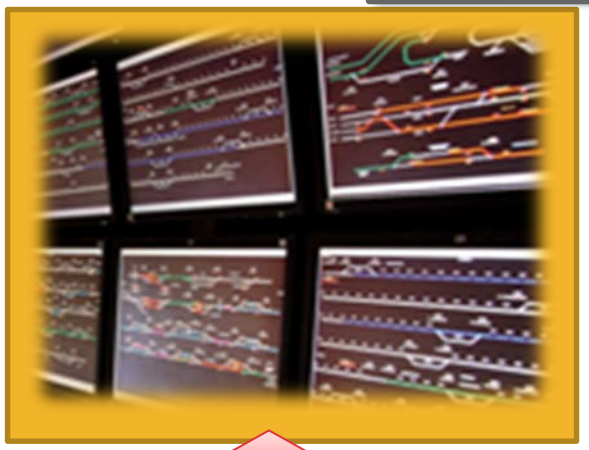
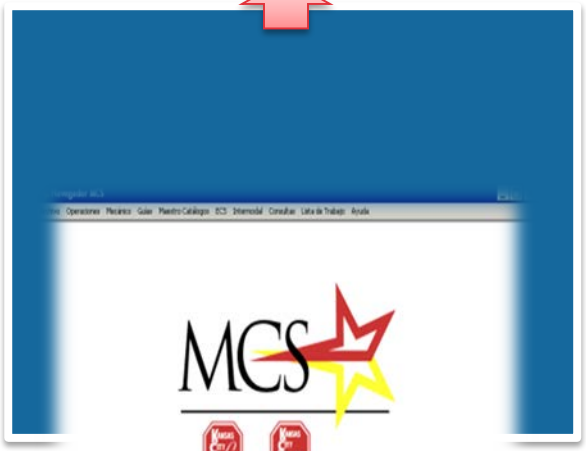
Data Base Integration

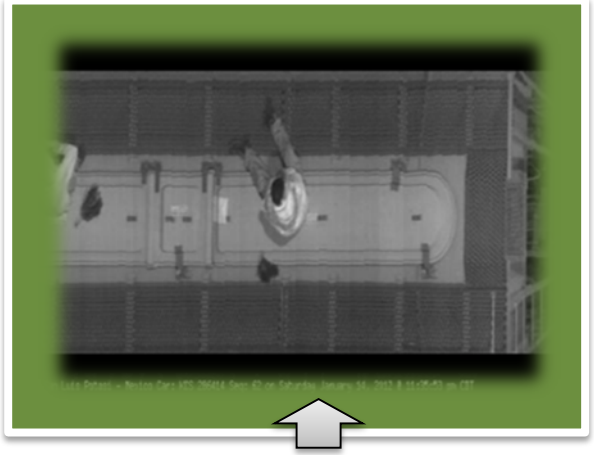


X-ray scanning system running in Lázaro, Nuevo Laredo and Laredo
- X-ray pictures of the cargo.
- Radiation scanning.

CCTV



MCS System



High-speed digital images system on the B-line in Saltillo and San Luis Potosi
DUOS System

Scanning of High Security Seals

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