

OmniTRAX[®]

POWERED BY RAIL & REAL ESTATE

2023 DGTC Symposium

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BACK TO THE FUTURE

A movie poster for 'Back to the Future' featuring the DeLorean time machine flying through a yellow lightning bolt. The title 'BACK TO THE FUTURE' is in large, stylized letters on the left. On the right, a triangular inset shows Marty McFly in his signature red jacket and jeans, holding a gun.

AGENDA

OmniTRAX Introduction & Overview

The Past - "Learning from Our Journey"

The Present - "Navigating the Here and Now"

The Future - "Innovating and Embracing Change"

PROVIDING CUSTOMIZED TRANSPORTATION SOLUTIONS, OMNITRAX UNLOCKS THE POWER OF RAIL AND REAL ESTATE.

Founded in 1986, part of the BROE Group



Family Owned & Operated



Headquartered in Denver, CO



25 railroads / 1,850+ mile network

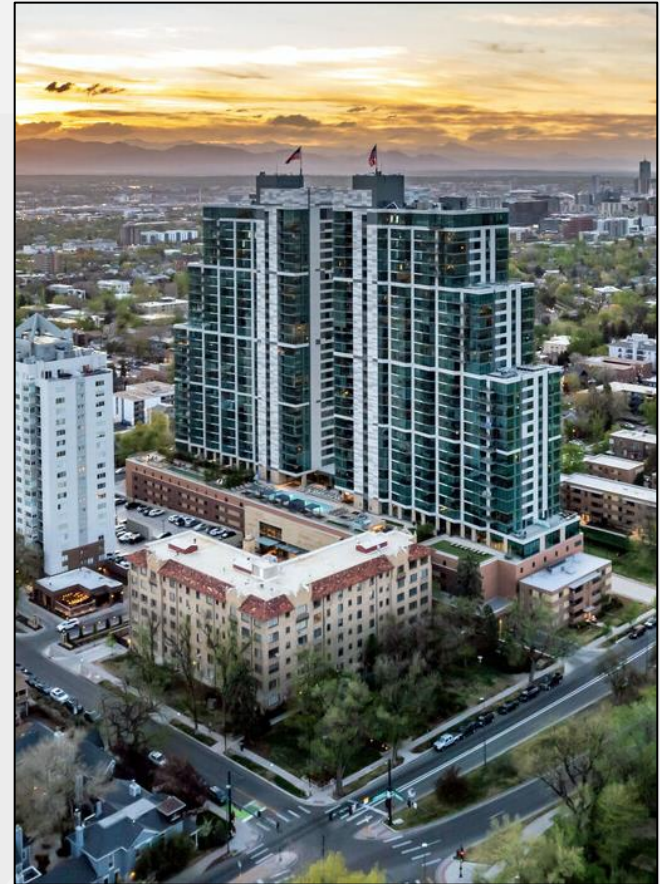


10,000+ acres of developable, industrial land

Industrial, Multi Family,
Office,& Residential
Real Estate

\$4.5B+
Project
investments

32K
Direct and
indirect jobs



WHAT WE DO: RAIL SAFETY AND SERVICE ARE FOUNDATIONAL



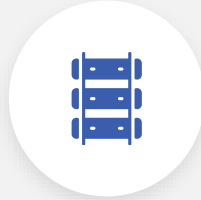
0.67

FRA-PERSONAL INJURY RATIO (Q1.23)
Per 200,000 work hours

VS

2.17

Short line Industry Average 2021



0.00

FRA-TRAIN ACCIDENT RATIO (Q1.23)
Per one thousand train miles

VS

1.12

Short line Industry Average 2021



99%

ON-TIME SERVICE DELIVERY (Q1.23)
% of spot/pulls completed on schedule

VS

74-91%

Class 1 Systemwide Performance

*FRA – Federal Railroad Administration

OMNITRAX HAS LOCATIONS FROM COAST TO COAST



Legend: ● Railroads ● Industrial Parks ● Transload Services

OMNITRAX'S AGRICULTURE FRANCHISE



- Nebraska, Kansas, Colorado
- 509 miles of track
- BNSF Served
- Feed grains, feed ingredients, fertilizers, and ethanol



- Georgia, Florida
- 222 miles of track
- Dual access CSXT and NS
- Feed grains, feed ingredients, fertilizers, and ethanol



- Saskatchewan, Canada
- 103 miles of track
- CN Served
- Feed grains and fertilizer products



- Located on the Gulf of Mexico at the US-Mexico border in Brownsville, TX
- Largest land-owning port in US
- Triple access to UP, BNSF, and KCSM
- Feed grains, feed ingredients, and ethanol



- Tulsa, OK
- 2,500-acre industrial park
- Most inland riverport in US
- Dual access BNSF and SKOL (to UP, KCS)
- Feed grains and fertilizer products



- Savannah, GA
- 2,600+ acre industrial park
- 12 miles from Port of Savannah
- Dual access NS and CSXT
- **Great location for export DDGs and other grain products**

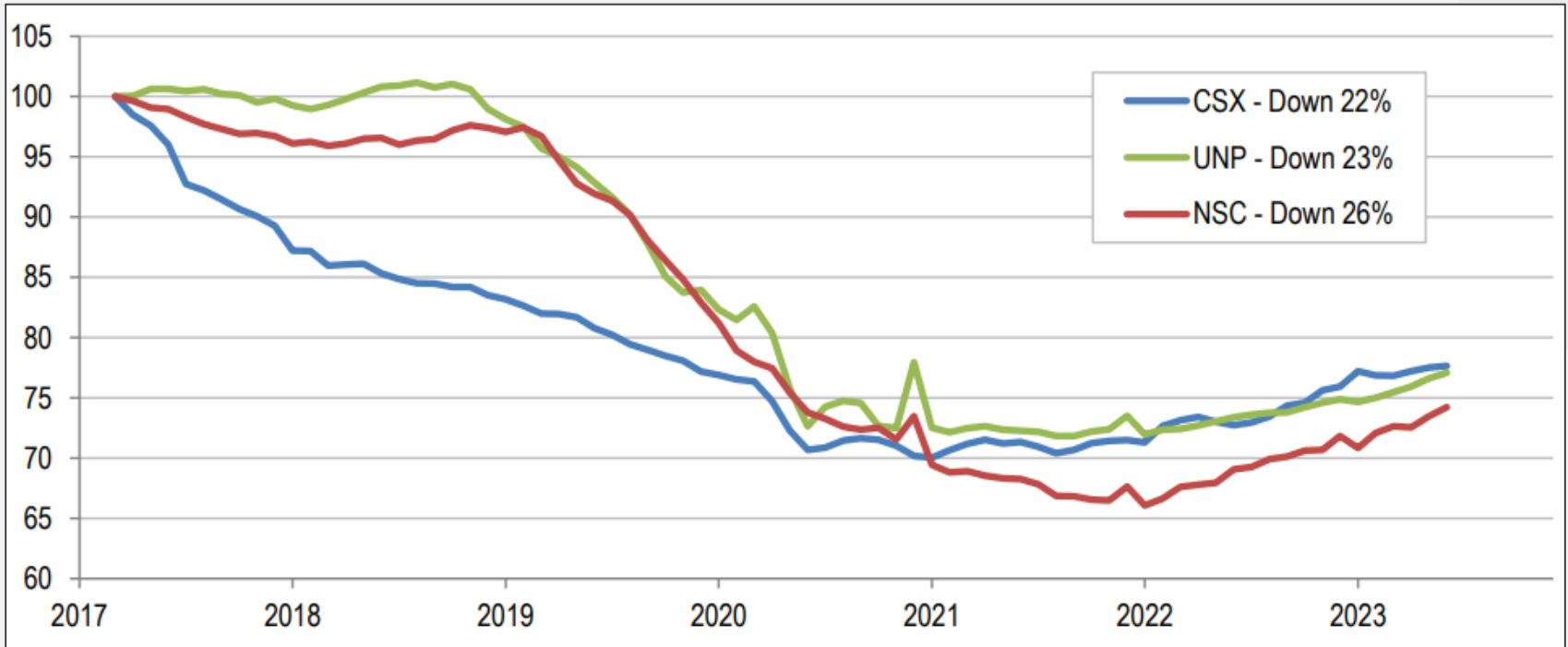
THE PAST - "LEARNING FROM OUR JOURNEY"

- **First Railroad Job – Pricing DDGs**
 - 2007 - 2011, CSX, Market Manager, Feed Ingredients
- **Dramatic Expansion of the Ethanol Market**
 - 2006 – 2008, New Facilities, Draw Locations, & Supply Chains
- **Learning Curves & Growing Pains**
 - Embracing challenges, staying motivated, seeking feedback, and fostering a growth mindset
- **Cyclical Nature of the Business**
 - Understanding the different phases of the business, while balancing the need to be first



THE PRESENT - "NAVIGATING THE HERE AND NOW"

TOTAL HEADCOUNT Index (March 2017 =100)



OTHER FACTORS

Residual East Palestine
Implications

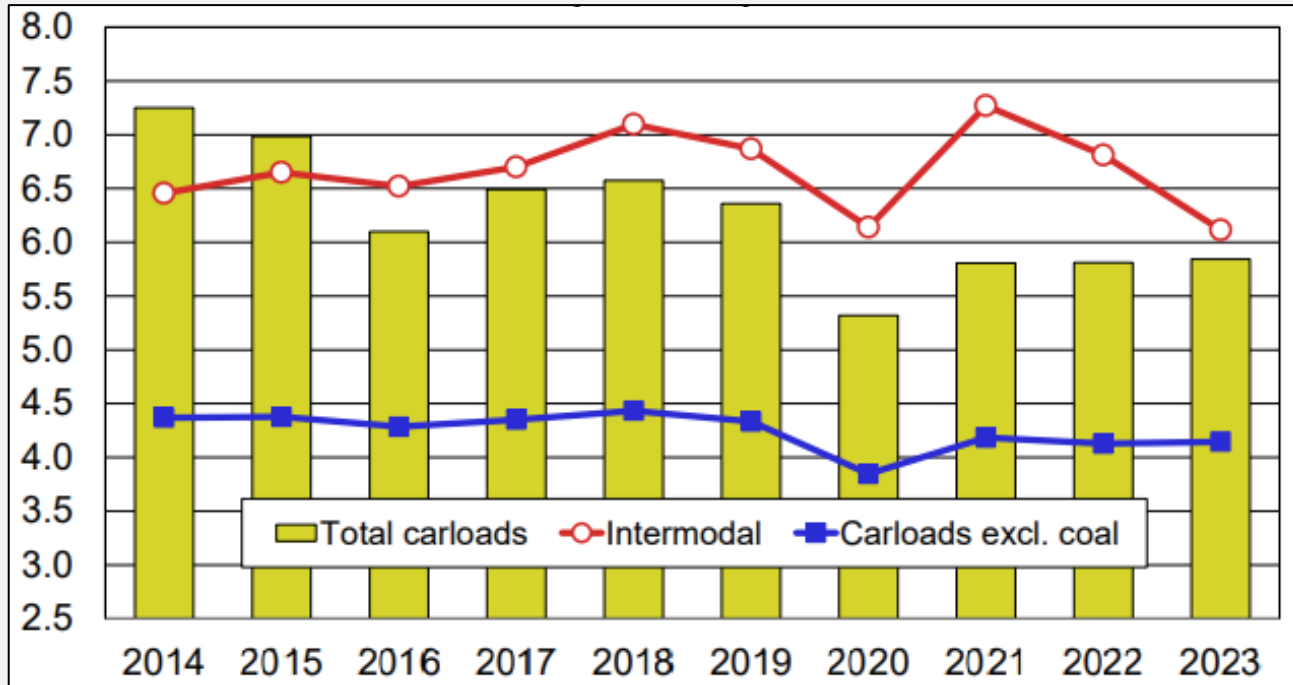
Active Surface
Transportation Board

Continued Focus on
Performance Initiatives

THE PRESENT - "NAVIGATING THE HERE AND NOW"

TOTAL U.S. RAIL CARLOADS AND INTERMODAL UNITS: YTD THROUGH JUNE

(Millions)



HIGHLIGHTS

Intermodal driven by the lack of inventory growth at retailers and consumer behaviors

Grain driven by export and domestic weather

The alphabet soup of indexes point to continued economic/industrial softening

REPURPOSING ASSETS - CAMILLA, GEORGIA

Southwest Georgia Ethanol (FUEL)

- Opened in 2008 – 120M gallon capacity
- 310,000 tons of DDGs and 21M pounds of corn oil
- Acquired by Flint Hills (Koch) in 2015

Permanently Closed in 2020

- Previously idled during COVID
- Access to competitively priced corn remained an ongoing challenge

Repurposed by POET in 2021

- Part of a larger deal with Flint Hills
- Now receiving DDGs and ethanol



THE FUTURE – "INNOVATING AND EMBRACING CHANGE"

- **Resiliency**
 - Critical to navigate through uncertainties and disruptions effectively
- **Mandated Market Dynamics**
 - Significant role in shaping the behavior and performance
- **Shifting Global Demand & Supply**
 - An ever-evolving phenomena influenced by a complex interplay of factors

OMNITRAX

- Market Expertise
- Partnership Focused
- Private, Flexible Partner

THANK YOU

