



2017 Results

Financial Highlights

Million MXN

- Record High Revenue:

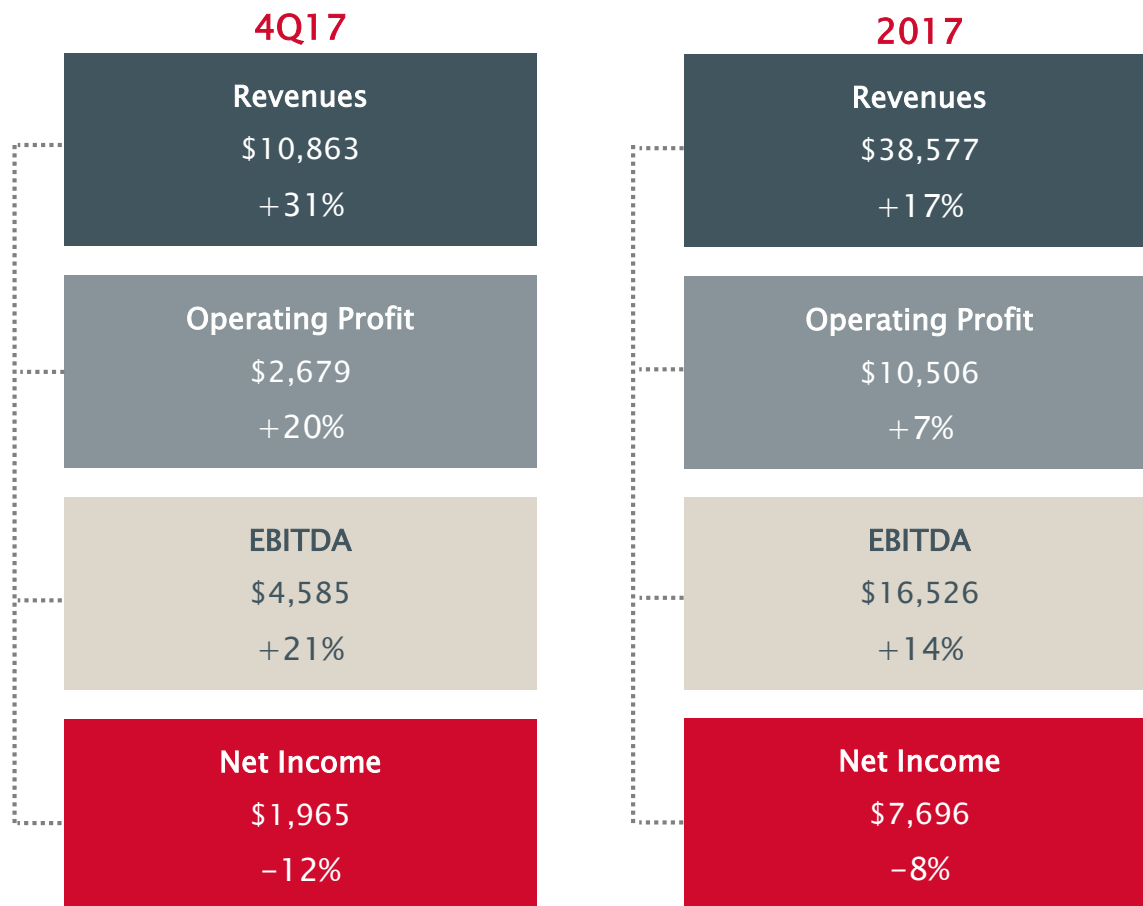
- ✓ Revenue increased 17%
- ✓ Net Ton-Km up 7%
- ✓ Carloads grew 21%

- Record EBITDA Figure:

- ✓ P\$16,526 million (+14%)

- Net Income:

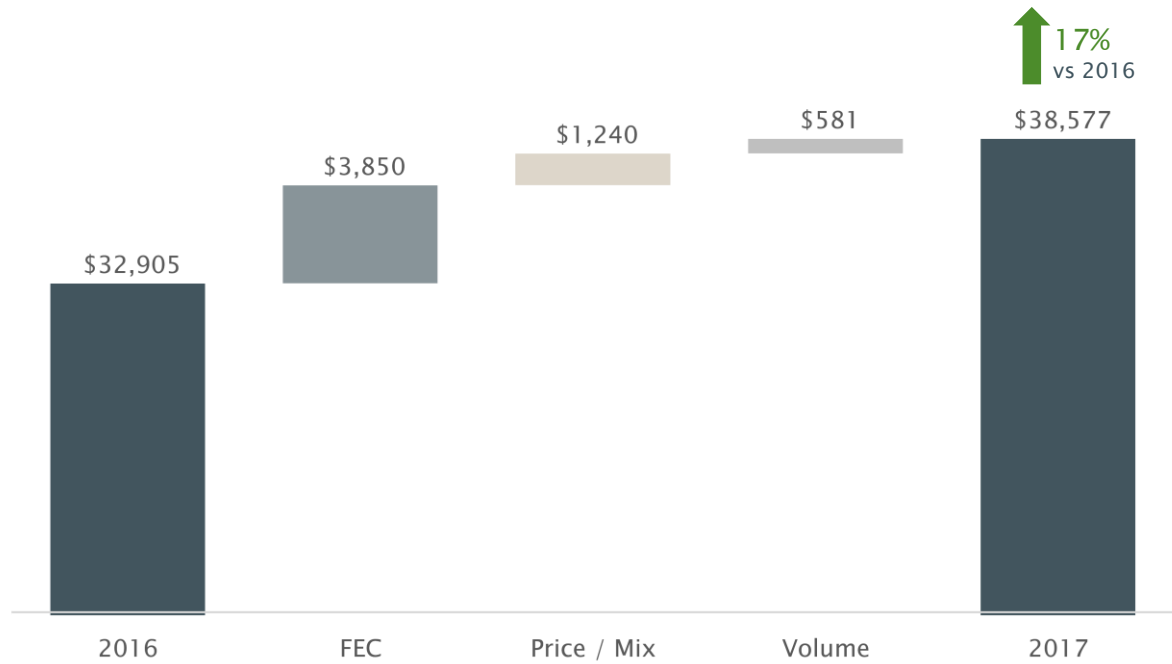
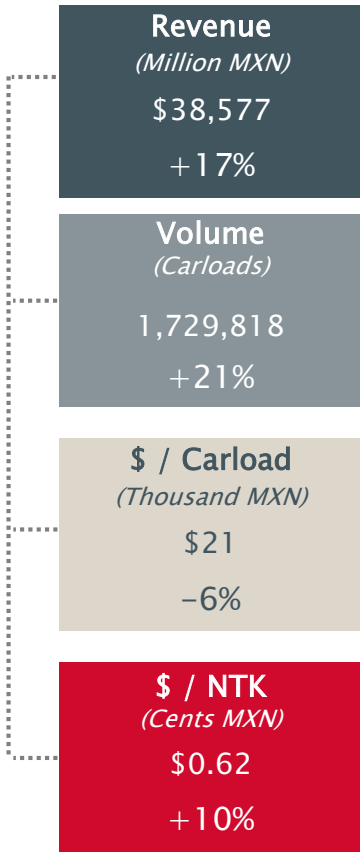
- ✓ Decreased 8% due to higher interests paid on the additional debt for the FEC acquisition



Revenue

Million MXN

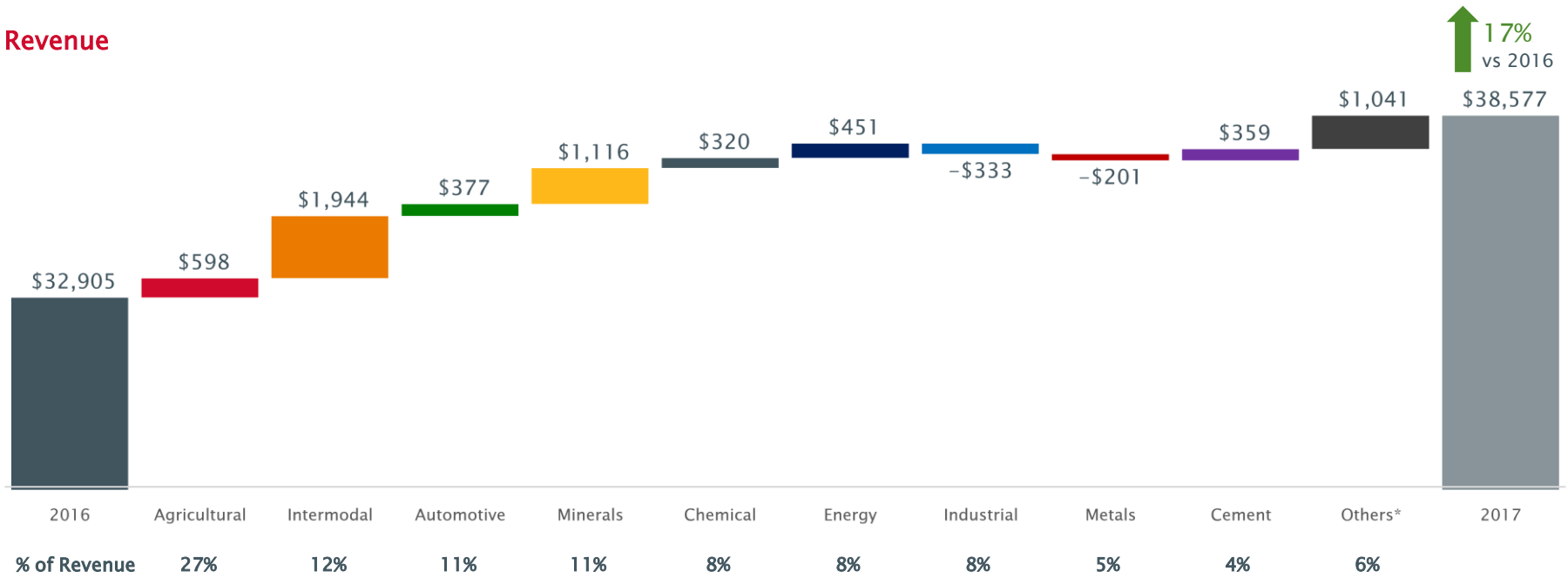
2017



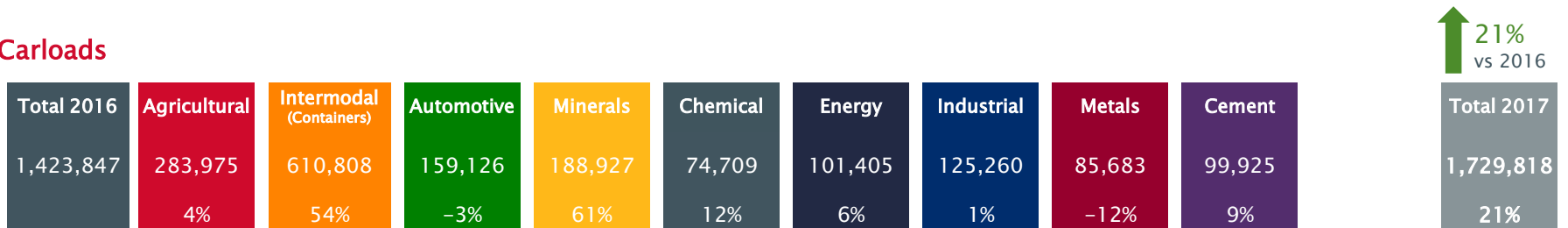
Revenue and Carloads

Million MXN

Revenue



Carloads



* Highway services; terminal services; trackage rights and others.

Main Variations

Revenues 2017

▲ % Revenue Growth

High

61%

+75%

▪ **Intermodal:** Incremental volume in domestic traffics; consolidation of volumes from Florida operations.

+35%

▪ **Minerals:** Growth in volume of fracturing sand, iron ore and copper concentrates.

+27%

▪ **Cement:** New traffics converted from truck.

+18%

▪ **Energy:** New imports of LPG and refined products due to Mexico's Energy Reform.

Medium

25%

+12%

▪ **Chemicals:** Opening of new Braskem plant in Coatzacoalcos and new import traffics.

+10%

▪ **Automotive:** Import volumes decreased due to vandalism and theft; incremental exports of new automotive plants.

+9%

▪ **Agricultural:** Historical grain imports.

Decrease

14%

-9%

▪ **Metals:** Conclusion of gas pipeline projects and market drop.

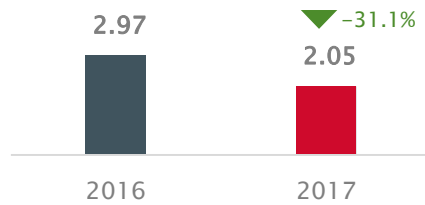
-10%

▪ **Industrials:** New railcar volumes decrease due to the lack of demand; important beverage customer changed its origin impacting in revenue, even though they move more cargo.

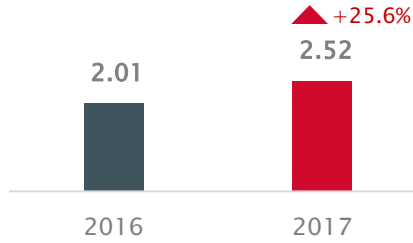
Operating Metrics

2017 vs 2016

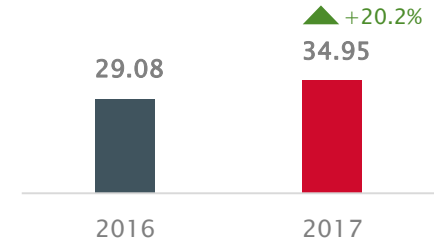
Injury frequency Rate
(per 200,000 employee hours)



Train Accident Rate
(per million train-km)

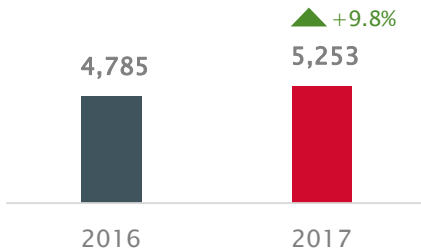


Average Train Speed
(km/hr)

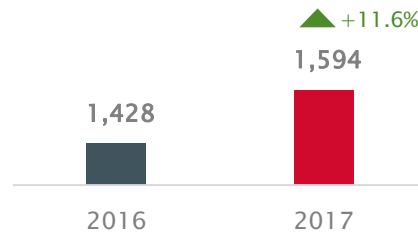


*Monthly average

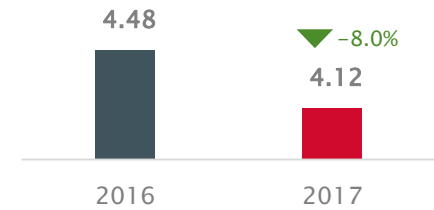
Gross Tons per Train
(Tons)



Average Train Length
(Meters)



Fuel Efficiency
(Liters/ 1000 GTK 's)



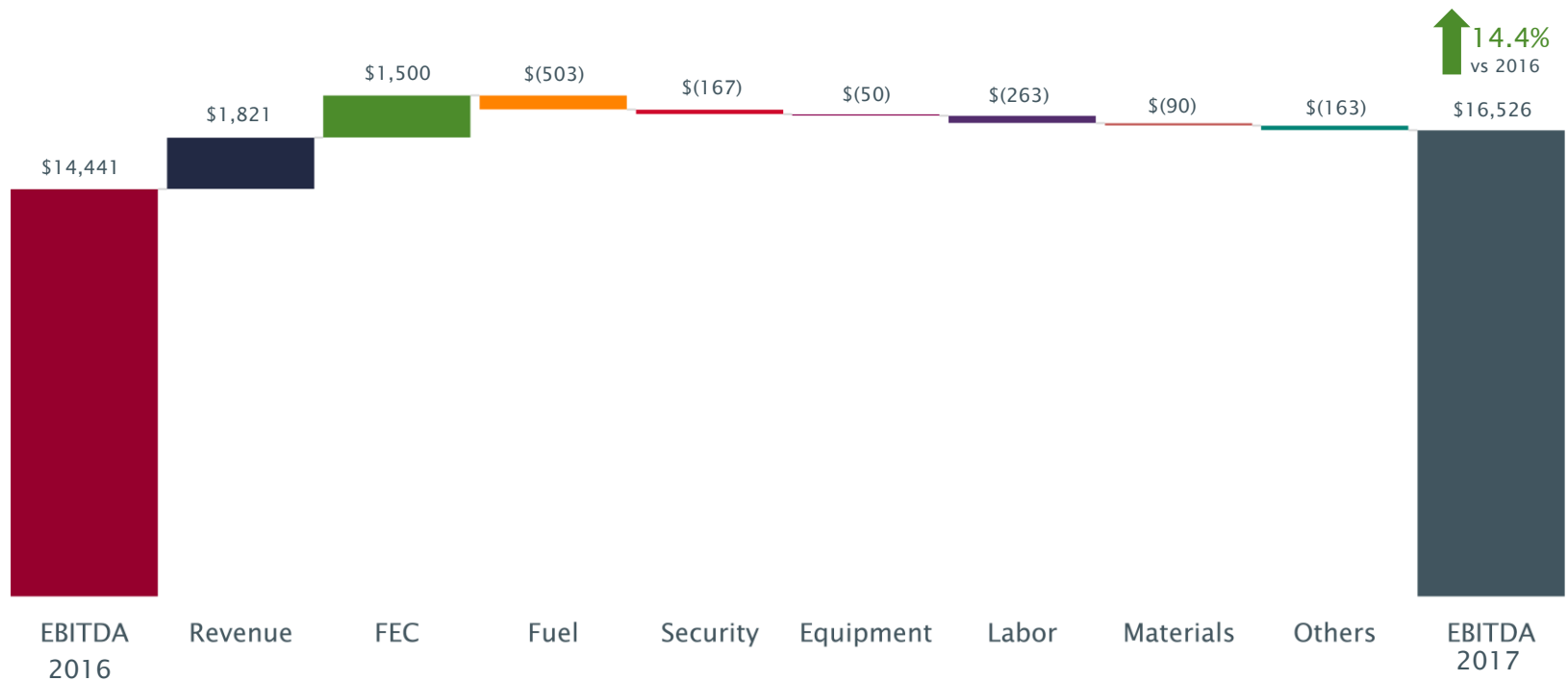
Income Statement

Million MXN

	Variation				FEC
	2017	2016	\$	%	
Revenues	\$ 38,577	\$ 32,905	\$ 5,672	17%	\$3,851
Operating Cost	21,871	18,555	3,316	18%	2,062
General Expenses	2,436	1,883	553	29%	351
Others (Income) Expenses	(153)	(217)	64	-29%	4
Total Operating Cost, Expense	\$ 24,154	\$ 20,221	\$ 3,933	19%	\$2,417
Adjustments	2,103	1,757	346	20%	66
EBITDA	\$ 16,526	\$ 14,441	\$ 2,085	14%	\$1,500

EBITDA Breakdown

Million MXN



- **Revenue:** Higher revenues on Agricultural, Intermodal, Mineral and Energy
- **FEC:** Consolidation of P\$1,500 million for 6 months of EBITDA
- **Diesel:** Hike in diesel prices of 19.5% partly offset by an improvement in diesel efficiency of 8%
- **Security:** Increase in the number of contractors and vehicles
- **Equipment:** Exchange Rate and maintenance



- We expect an increase in our revenues of 8% to 10% and to grow volume 4% to 5%
- Main drivers of growth: Energy, Intermodal and Automotive
- We maintain our commitment to continue to invest in order to increase our capacity and improve our operational efficiencies for further value creation

2018 CAPEX

Million MXN

