



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:

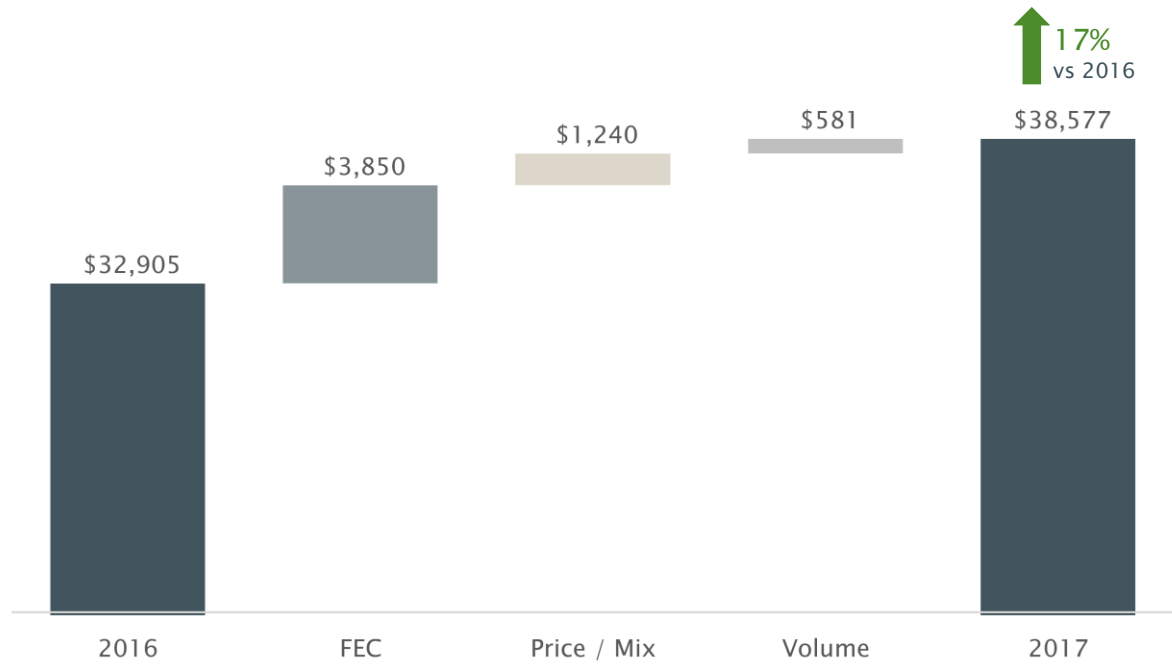
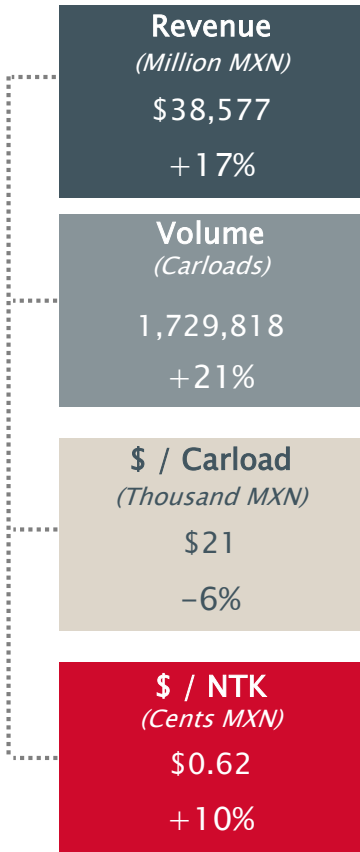
- ✓ Decreased 8% due to higher interests paid on the additional debt for the FEC acquisition

	4Q17	2017
Revenues	\$10,863 +31%	\$38,577 +17%
Operating Profit	\$2,679 +20%	\$10,506 +7%
EBITDA	\$4,585 +21%	\$16,526 +14%
Net Income	\$1,965 -12%	\$7,696 -8%

# Revenue

Million MXN

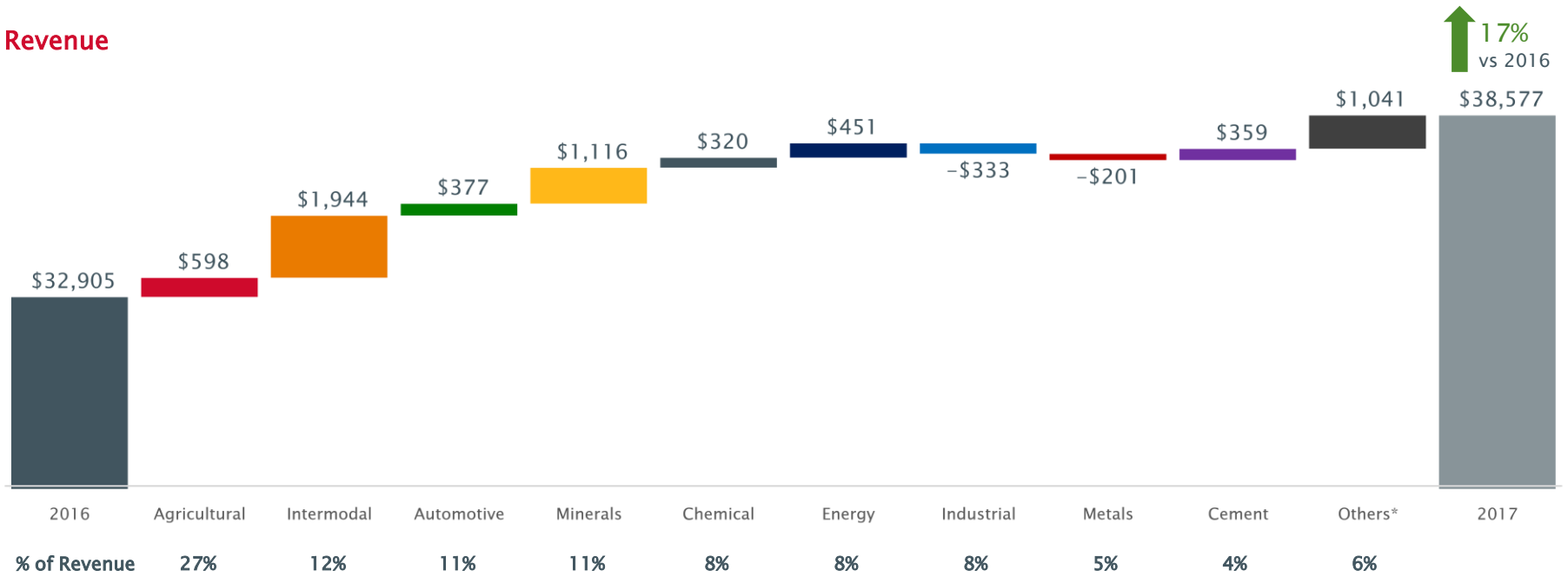
2017



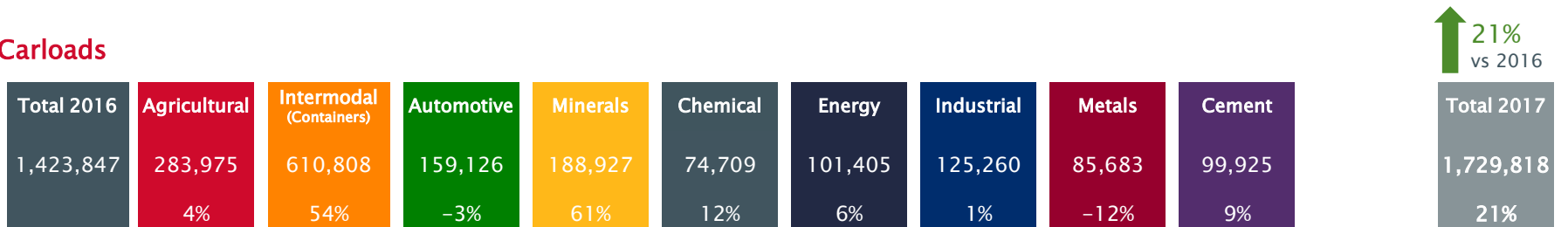
# Revenue and Carloads

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.

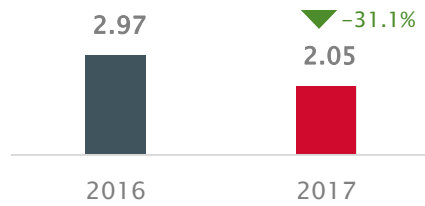
-10%

▪ **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.

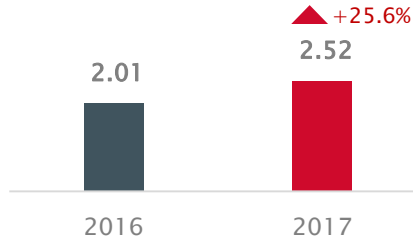
# Operating Metrics

## 2017 vs 2016

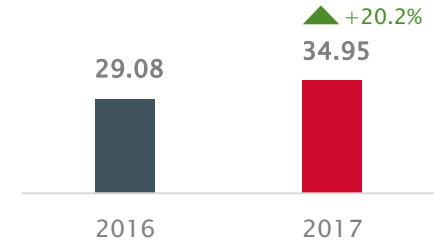
Injury frequency Rate  
(per 200,000 employee hours)



Train Accident Rate  
(per million train-km)

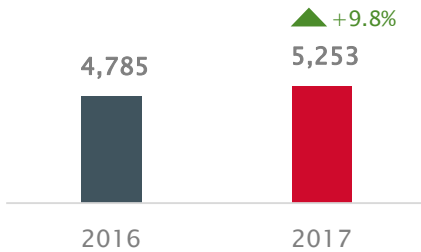


Average Train Speed  
(km/hr)

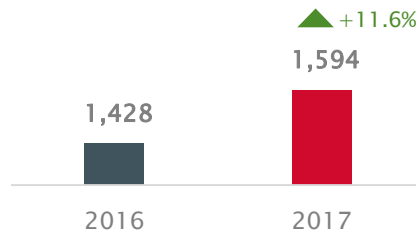


\*Monthly average

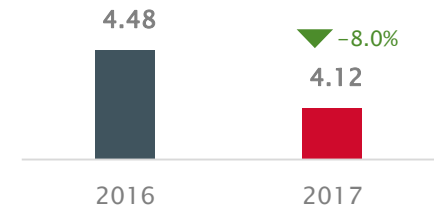
Gross Tons per Train  
(Tons)



Average Train Length  
(Meters)



Fuel Efficiency  
(Liters/ 1000 GTK 's)



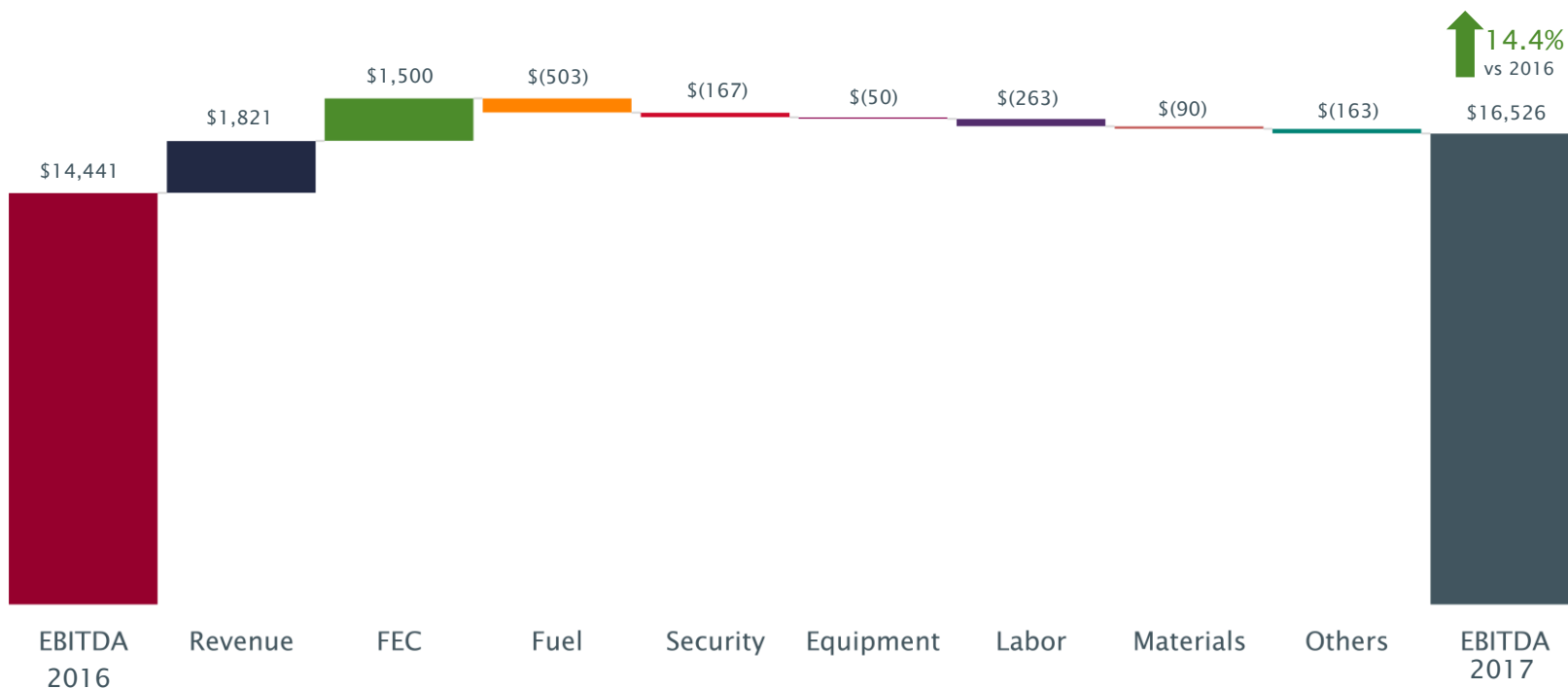
# Income Statement

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
<b>Total Operating Cost, Expense</b>	<b>\$ 24,154</b>	<b>\$ 20,221</b>	<b>\$ 3,933</b>	<b>19%</b>	<b>\$2,417</b>
Adjustments	2,103	1,757	346	20%	66
<b>EBITDA</b>	<b>\$ 16,526</b>	<b>\$ 14,441</b>	<b>\$ 2,085</b>	<b>14%</b>	<b>\$1,500</b>

# 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 20.6% 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

