

NEARS – Providence, RI



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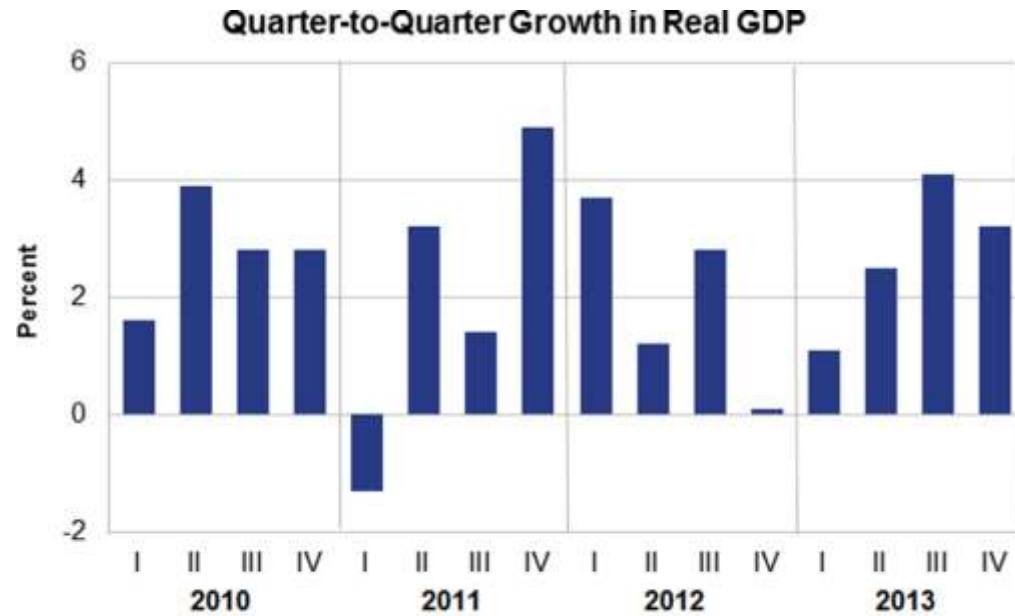
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Macro Trends

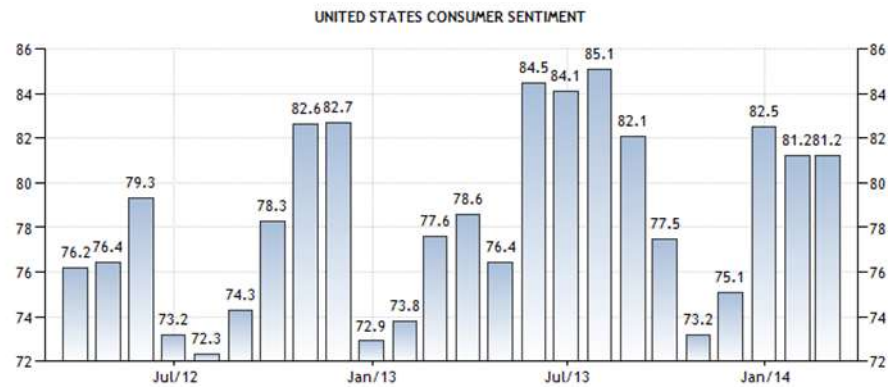
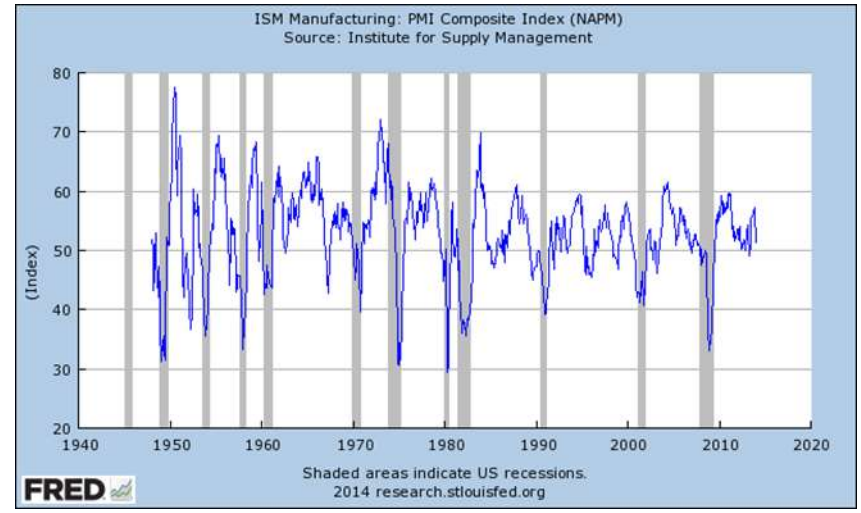
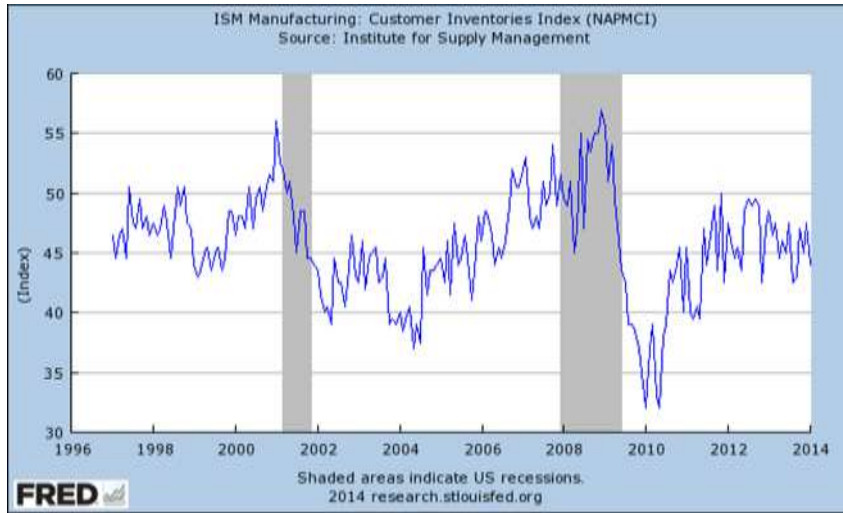
Economy Growing



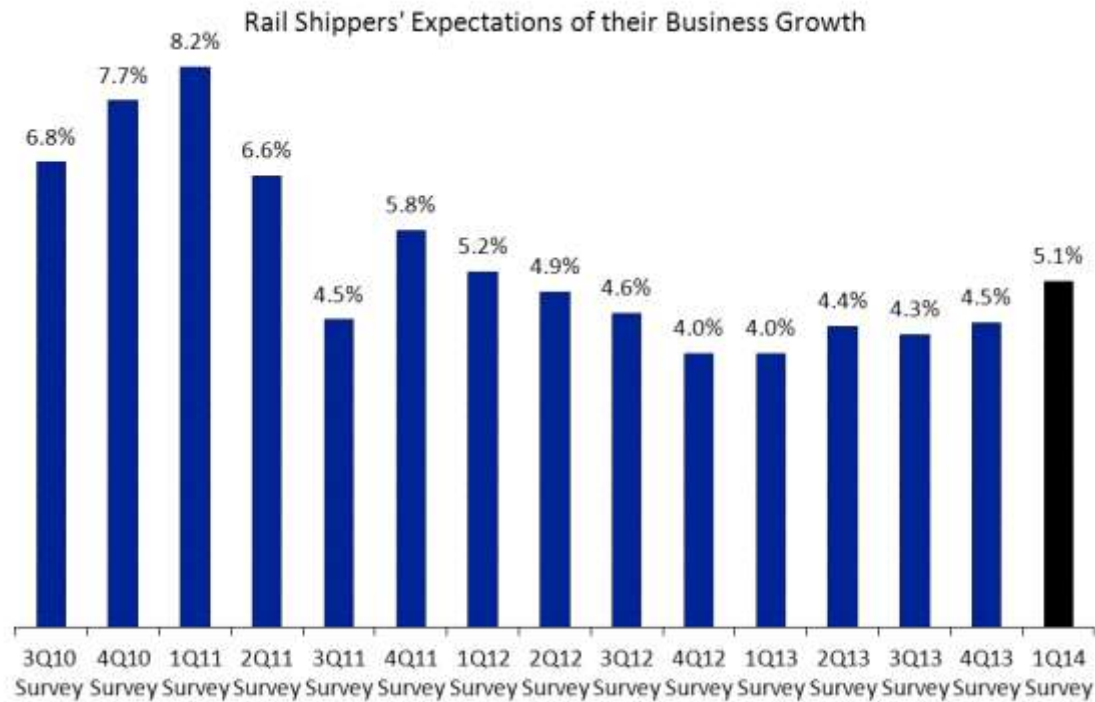
Real GDP growth is measured at seasonally adjusted annual rates

U.S. Bureau of Economic Analysis

Consumer Sentiment Solid

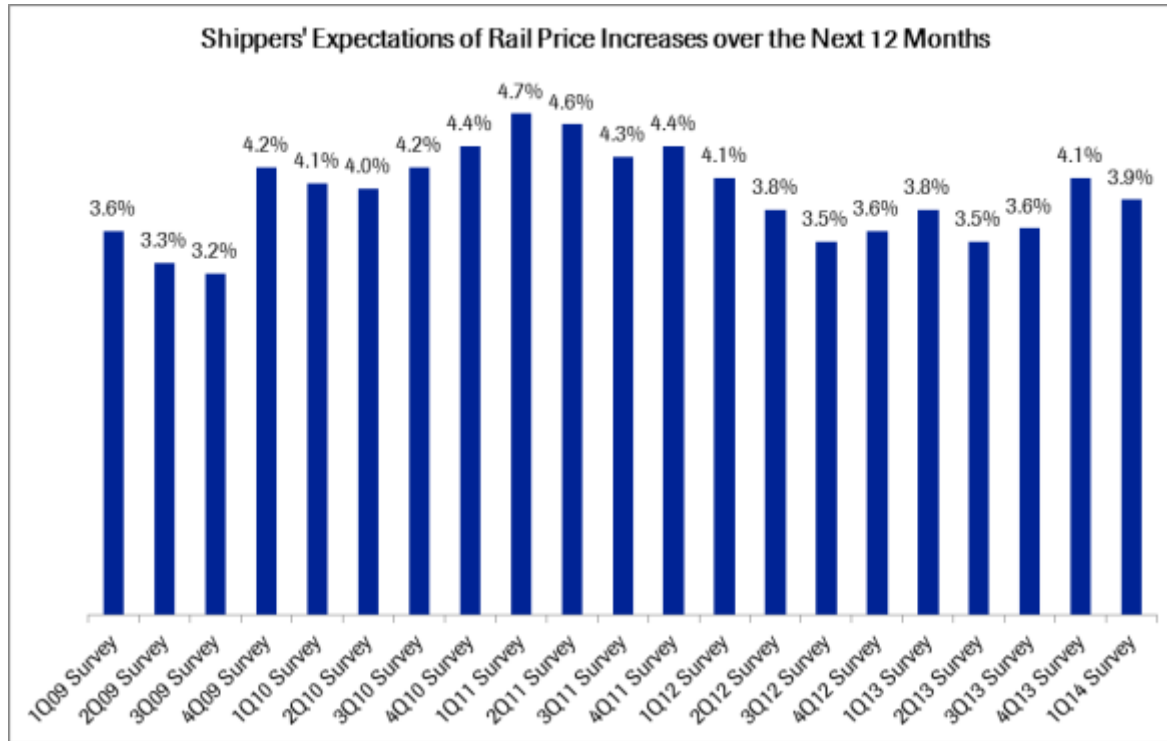


Our Proprietary Rail Shipper Survey Points to Improving Economy



Source: Cowen and Company 1Q14 Rail Shipper Survey

Rail Pricing Solid According to Rail Shippers in Our 1Q14 Survey

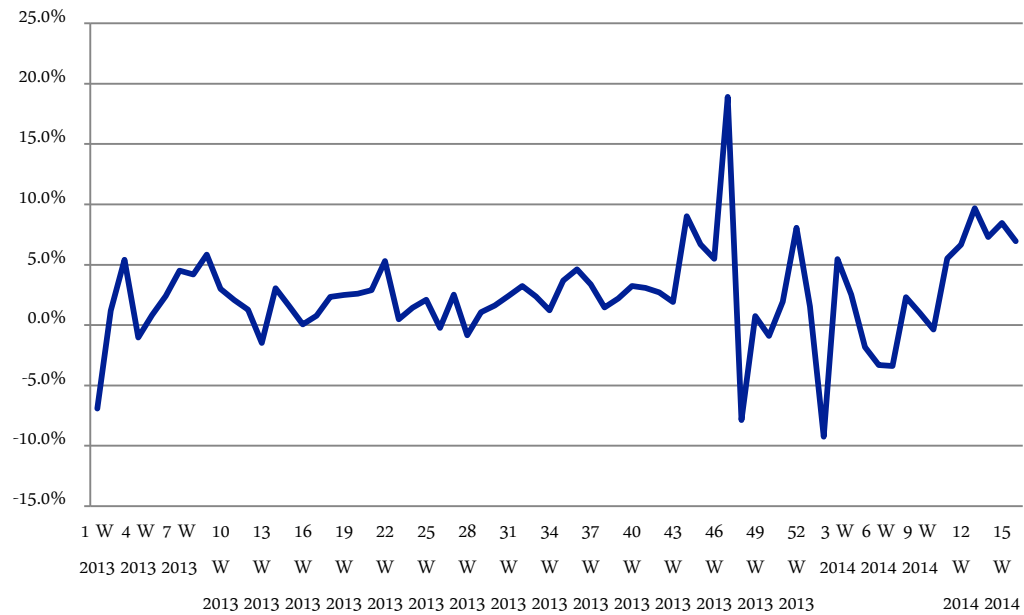


Source: Cowen and Company 1Q14 Rail Shipper Survey

Rail Trends

-
- Underlying rail industry fundamentals intact.
 - 2Q14 traffic up 7.5% to date, following a slight 1.2% increase in the weather-impacted 1Q14.
 - Coal is up 10.2% thus far in 2Q14. The extreme cold is putting a dent in domestic utility stockpiles. Export weakness continues.
 - Crude traffic still posting strong growth.
 - Intermodal enjoying an accelerating shift from the highway, and volumes are up 10.2% QTD.
 - Agricultural products benefiting from the delayed 2013 harvest.
 - Pricing solid and improving in some cases.
 - Rails continue to give back to investors, with some just beginning to do that.

Y/Y Weekly Rail Traffic Growth



Source: Cowen and Company and Railshare

Intermodal

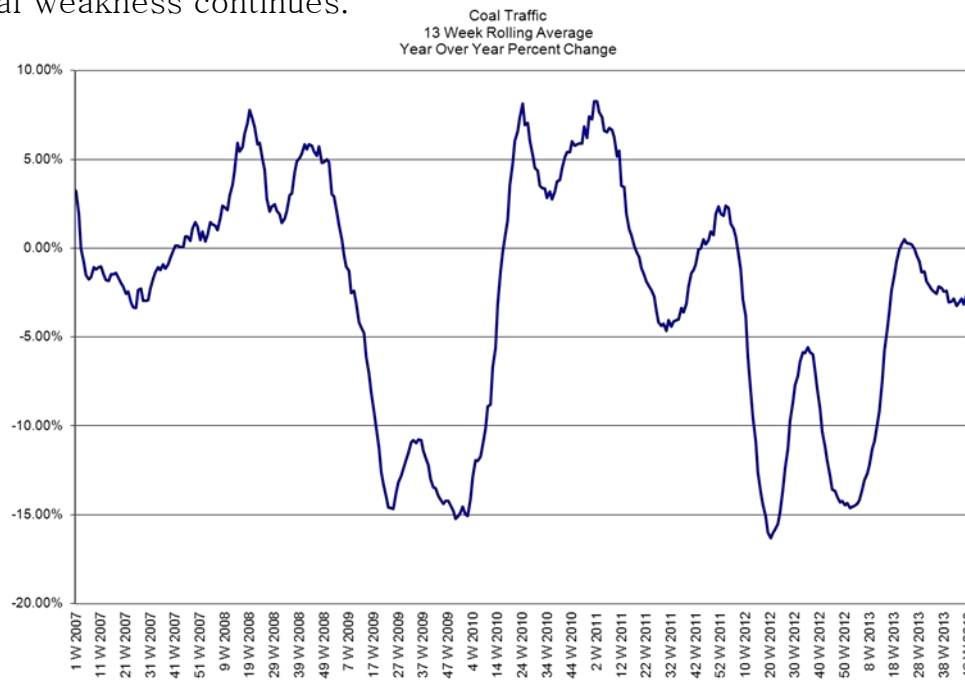
- The truckload market recovery is driving the shift to rail intermodal.
- Intermodal traffic continues to outgrow the remaining rail traffic. Intermodal is up 10.2% thus far in 2Q14, versus the 5.6% increase in the total remaining traffic.
- The fastest growth has been seen in the southeast, followed by the northeast.
- These trends are due to heavy investments made by NSC and CSX in major corridors that have taken traditional truck traffic off the highways.
- The key in 2014 for increased investments will be pricing and the pace of utilization gains.



Source: Cowen and Company and Railshare

Coal

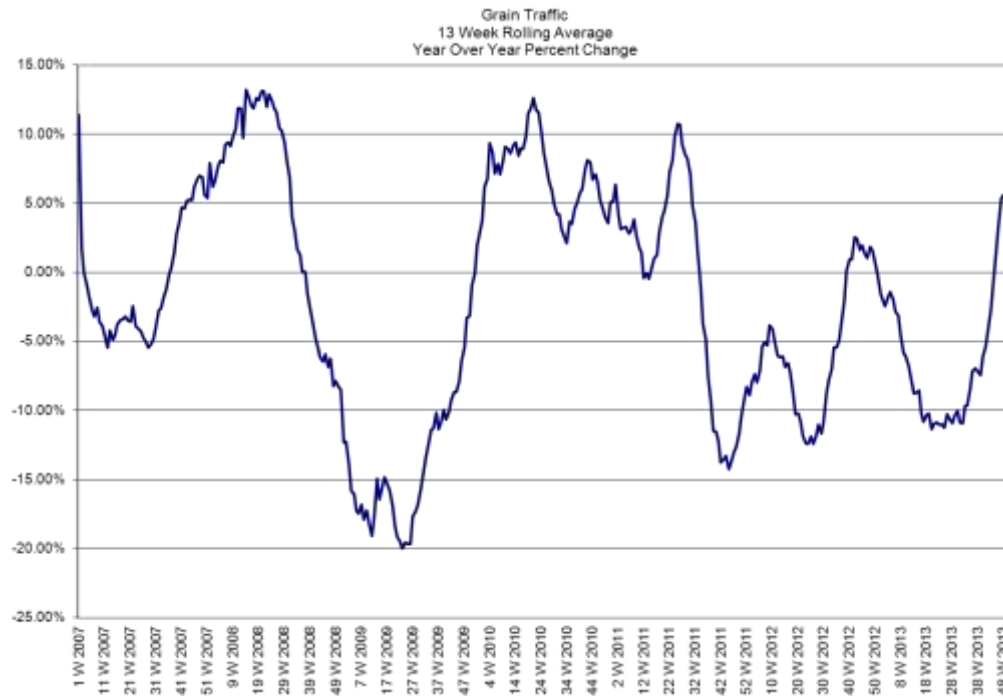
- Overall coal volumes are outperforming the remaining rail traffic, largely due to easier y/y comparisons and decreasing domestic utility stockpiles amid extremely cold temperatures.
- Export coal weakness continues.



Source: Cowen and Company and Railshare

Agricultural Products

- Agricultural products shipments enjoying a spillover from a delayed 2013 harvest.



Source: Cowen and Company and Railshare

Trucking Trends

Current Trucking Industry Views

TL Trucking

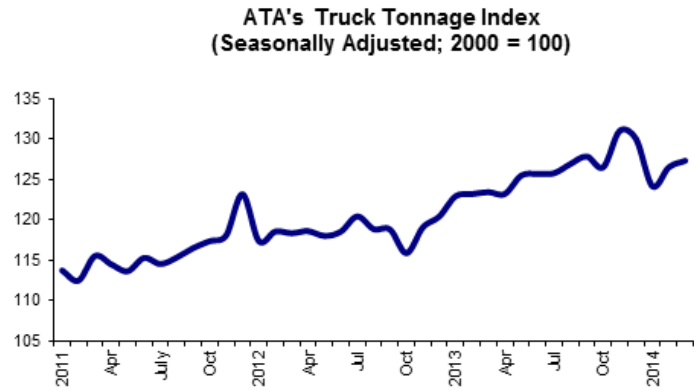
- Capacity tightness attributable to increased demand, driver shortages, Hours-of-Service regulations, constrained western intermodal operations, and lack of fleet expenditures in recent years. The weather exacerbated the capacity issues in 1Q14.
- While the spot rate jump in 1Q14 may be partly attributable to weather disruptions, contractual pricing outlook is solid.
- Difficult driver market leaves unseated portions of fleets.

LTL Trucking

- Demand has improved.
- Pricing still solid at around 3%.



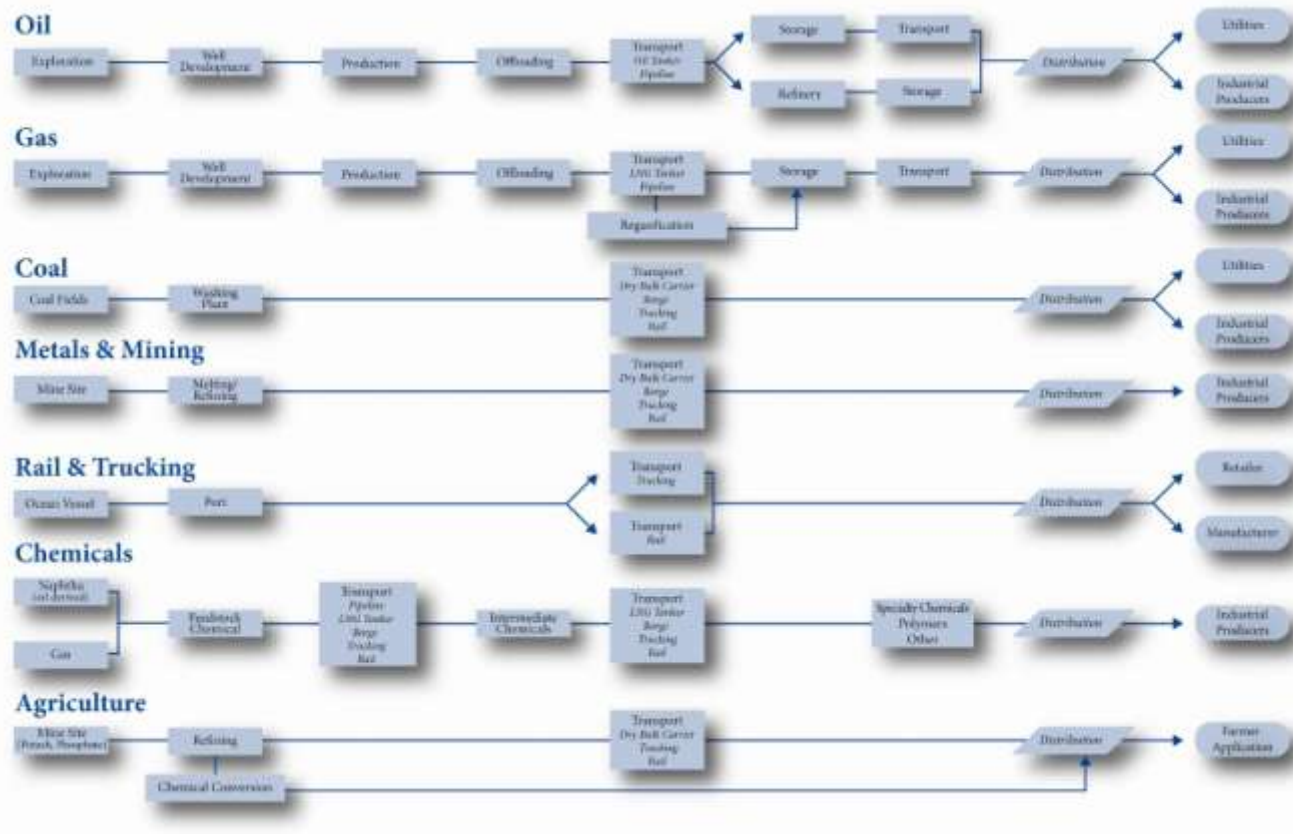
Source: Cass Freight Index



Source: American Trucking Association

*Overview of Cowen and Company Commodity Supply Chain
Sectors*

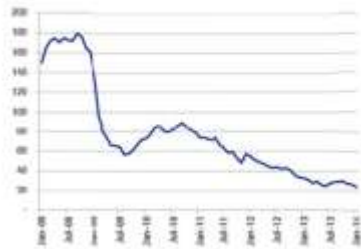
Global Energy and Commodity Supply Chain Focus



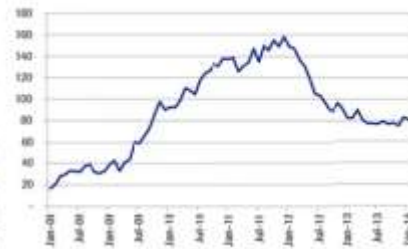
Source: Cowen and Company

Oil Market – Unconventional Rig Counts by Play

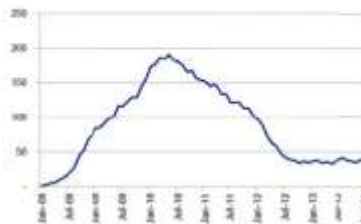
Barnett



Fayetteville



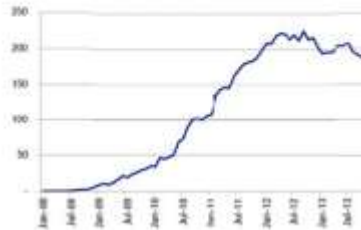
Haynesville



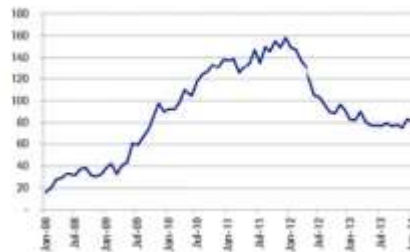
Bakken



Eagle Ford



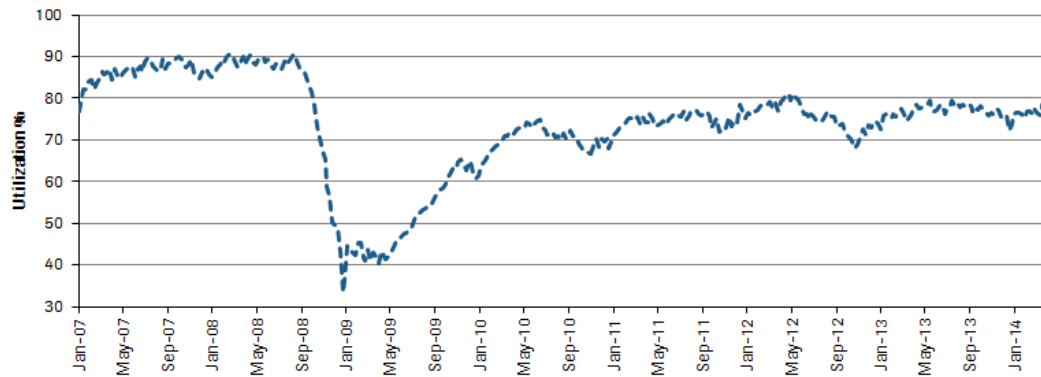
Marcellus



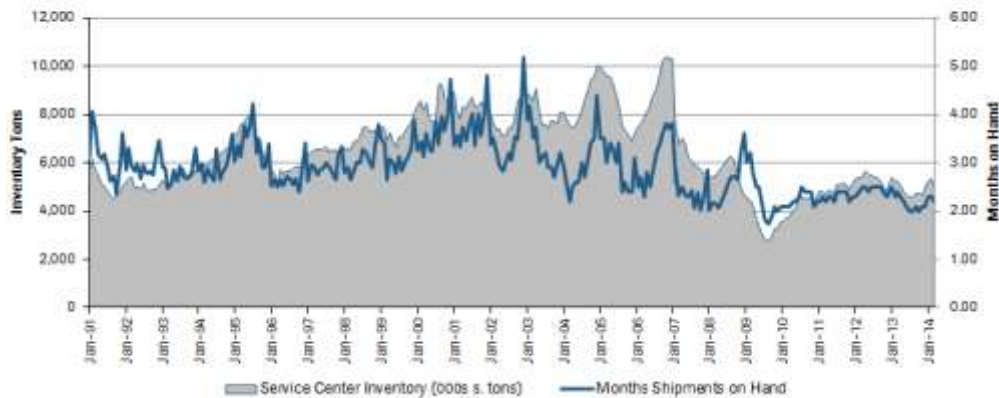
Source: Bloomberg

Domestic Steel Trends

Domestic Steel Capacity Utilization

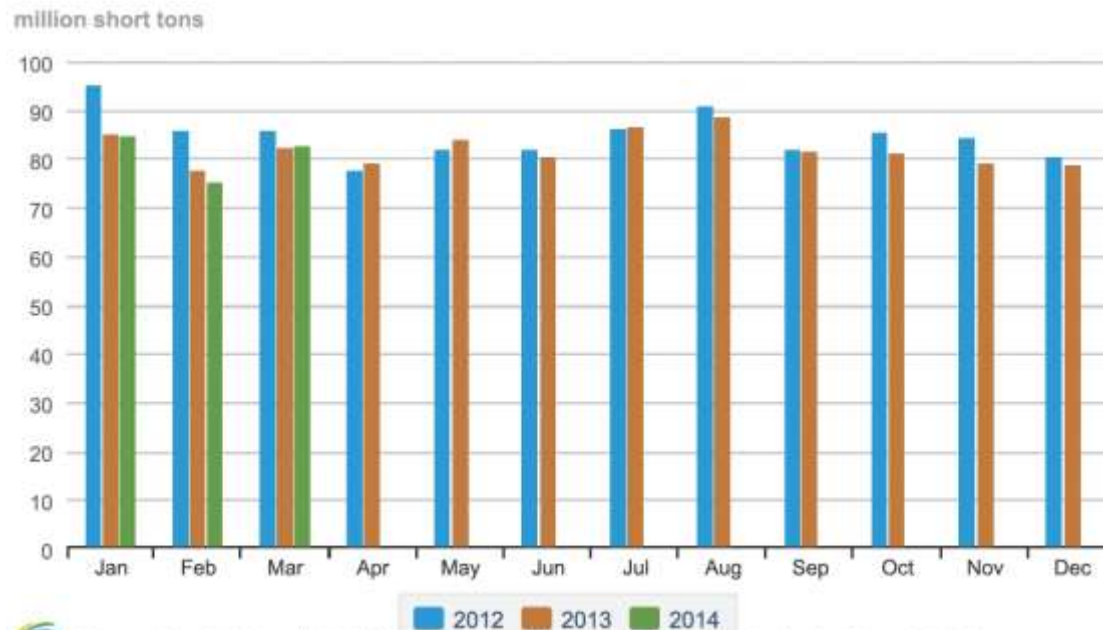


Service Center Flat Rolled Steel Inventories



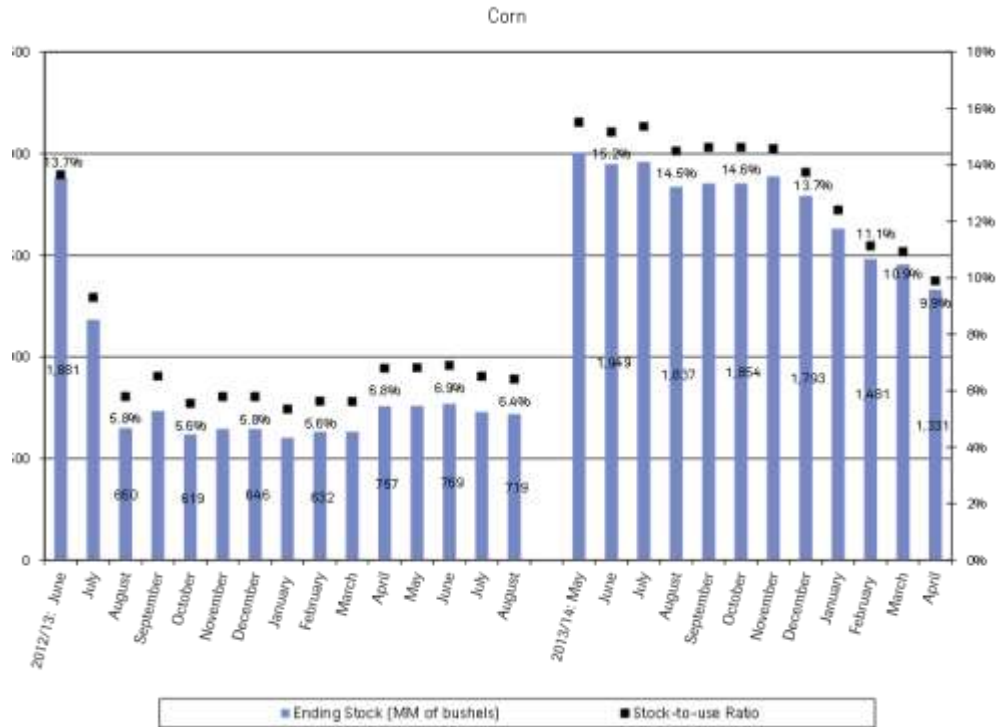
Coal

U.S. Total Monthly Coal Production, January 2012 through January 2014



Source: Mine Safety and Health Administration (MSHA), U.S. Department of Labor, Form 7000-2.

Agricultural Products

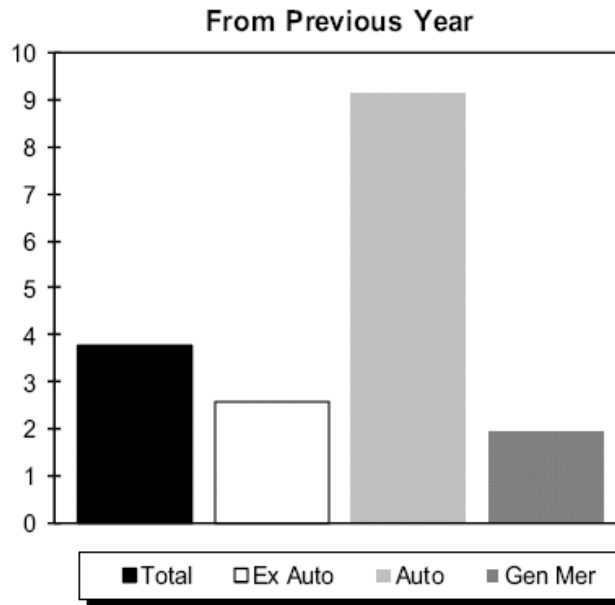
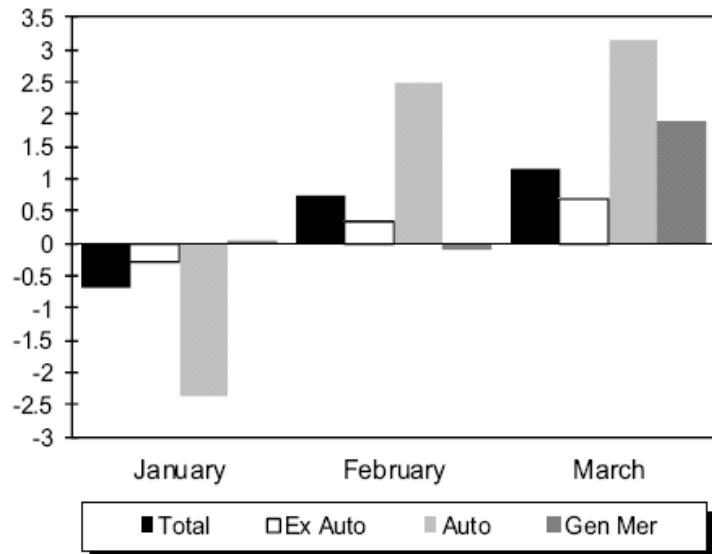


Source: Cowen and Company

Retail

Percent Change in Retail and Food Services Sales

(Estimates adjusted for seasonal variation and holiday and trading-day differences, but not for price changes)



Source: US Department of Commerce

Wrap Up

- TL
- LTL
- RAIL

Questions?

Addendum

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Outperform (1): The stock is expected to achieve a total positive return of at least 15% over the next 12 months

Market Perform (2): The stock is expected to have a total return that falls between the parameters of an Outperform and Underperform over the next 12 months

Underperform (3): Stock is expected to achieve a total negative return of at least 10% over the next 12 months

Assumption: The expected total return calculation includes anticipated dividend yield

Cowen and Company Rating System until May 25, 2013

Outperform (1): Stock expected to outperform the S&P 500

Neutral (2): Stock expected to perform in line with the S&P 500

Underperform (3): Stock expected to underperform the S&P 500

Assumptions: Time horizon is 12 months; S&P 500 is flat over forecast period

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Buy - The fundamentals/valuations of the subject company are improving and the investment return is expected to be 5 to 15 percentage points higher than the general market return

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Hold - The fundamentals/valuations of the subject company are neither improving nor deteriorating and the investment return is expected to be in line with the general market return

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Rating	Count	Ratings Distribution	Count	IB Services/Past 12 Months
Buy (a)	407	57.08%	85	20.88%
Hold (b)	288	40.39%	8	2.78%
Sell (c)	18	2.52%	1	5.56%

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