GENESEE & WYOMING INC Form 10-Q November 09, 2005 Table of Contents

UNITED STATES

SECURITIES AND EXCHANGE COMMISSION

WASHINGTON, D.C. 20549

FORM 10-Q

Quarterly report pursuant to Section 13 or 15(d)

of the Securities Exchange Act of 1934

for the quarter ended September 30, 2005

Commission File No. 001-31456

GENESEE & WYOMING INC.

(Exact name of registrant as specified in its charter)

Delaware (State or other jurisdiction of

06-0984624 (I.R.S. Employer

incorporation or organization)

Identification No.)

66 Field Point Road, Greenwich, Connecticut (Address of principal executive offices)

06830 (Zip Code)

(203) 629-3722

| phone | |
|-------|--|
| | |
| | |

| Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act |
|---|
| of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject |
| to such filing requirements for the past 90 days: x YES "NO |

Indicate by check mark whether the Registrant is an accelerated filer (as defined in Rule 12b-2 of the Exchange Act): x YES "NO

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act): "YES x NO

Shares of common stock outstanding as of the close of business on November 1, 2005:

Class A Common Stock
Class B Common Stock
Class B Common Stock
24,663,616
2,650,122

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GENESEE & WYOMING INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF INCOME

(in thousands, except per share amounts)

(Unaudited)

| | | Three Months Ended September 30, | | ths Ended ber 30, |
|--|------------|-------------------------------------|------------|----------------------|
| | 2005 | 2004 | 2005 | 2004 |
| OPERATING REVENUES | \$ 105,250 | \$ 77,243 | \$ 282,073 | \$ 223,707 |
| OPERATING EXPENSES: | | | | |
| | 36,052 | 25,950 | 96,765 | 73,976 |
| Transportation Maintenance of ways and structures | 8,687 | 7,516 | 25,137 | 22,002 |
| Maintenance of equipment | 14,991 | 12,060 | 41,771 | 34,789 |
| General and administrative | 17,751 | 13,624 | 49,692 | 40,317 |
| Net (gain) loss on sale and impairment of assets | (3,368) | 81 | (3,367) | (12) |
| Depreciation and amortization | 7,058 | 4,812 | 17,717 | 14,295 |
| Depreciation and unfortization | 7,050 | 1,012 | | 11,275 |
| Total operating expenses | 81,171 | 64,043 | 227,715 | 185,367 |
| INCOME FROM OPERATIONS | 24,079 | 13,200 | 54,358 | 38,340 |
| Interest expense | (4,919) | (2,352) | (9,875) | (7,070) |
| Other income (expense), net | 82 | (221) | (296) | 203 |
| outer meeting (enpense), nee | | (221) | (2) () | |
| Income before income taxes and equity earnings | 19,242 | 10,627 | 44,187 | 31,473 |
| Provision for income taxes | 4,747 | 4,284 | 12,304 | 12,267 |
| 110 vision for mediae ways | | 1,201 | | 12,207 |
| Income before equity earnings | 14,495 | 6,343 | 31,883 | 19,206 |
| Equity in net income of international affiliates: | 14,493 | 0,545 | 31,003 | 19,200 |
| Australian Railroad Group | 2,386 | 3,529 | 6,957 | 10,746 |
| South America | 163 | 273 | 468 | 496 |
| South / Hiterica | | | | |
| Net income | \$ 17,044 | \$ 10,145 | \$ 39,308 | \$ 30,448 |
| Preferred stock dividends and cost accretion | Ψ 17,011 | φ 10,1 13 | Ψ 32,300 | 479 |
| | | | | |
| Net income available to common stockholders | \$ 17.044 | \$ 10,145 | \$ 39,308 | \$ 29,969 |
| Net income available to common stockholders | \$ 17,044 | \$ 10,143 | \$ 59,500 | \$ 29,909 |
| Basic earnings per common share | \$ 0.69 | \$ 0.42 | \$ 1.60 | \$ 1.24 |
| Dasic Carmings per common snarc | \$ 0.09 | ψ 0.42 | Φ 1.00 | ψ 1.2 4 |
| Weighted average shares - Basic | 24,690 | 24,213 | 24,553 | 24,086 |
| Weighted average shares - Dasie | 24,090 | 27,213 | 24,333 | 24,000 |
| Diluted earnings per common share | \$ 0.61 | \$ 0.37 | \$ 1.42 | \$ 1.09 |
| Diaco ominigo por cominon onare | ψ 0.01 | φ 0.57 | Ψ 1.72 | φ 1.07 |
| Weighted average shares - Diluted | 27,877 | 27,497 | 27,738 | 27,412 |
| weighted average shales - Dhuted | 21,011 | | 21,130 | 27,412 |

The accompanying notes are an integral part of these consolidated financial statements.

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GENESEE & WYOMING INC. AND SUBSIDIARIES

CONSOLIDATED BALANCE SHEETS

(in thousands, except share amounts)

(Unaudited)

| | September 30, 2005 | | De | 2004 |
|--|-----------------------|---------|----|---------|
| ASSETS | | | | |
| CURRENTS ASSETS: | | | | |
| Cash and cash equivalents | \$ | 6,219 | \$ | 14,451 |
| Accounts receivable, net | · | 89,023 | | 64,537 |
| Materials and supplies | | 7,596 | | 5,263 |
| Prepaid expenses and other | | 7,706 | | 7,784 |
| Deferred income tax assets, net | | 3,194 | | 3,190 |
| · · · · · · · · · · · · · · · · · · · | _ | | _ | |
| Total current assets | | 113,738 | | 95,225 |
| Total Cultent assets | | 115,756 | | 93,223 |
| | | | | |
| PROPERTY AND EQUIPMENT, net | | 531,169 | | 337,024 |
| INVESTMENT IN UNCONSOLIDATED AFFILIATES | | 137,630 | | 132,528 |
| GOODWILL | | 31,442 | | 24,682 |
| INTANGIBLE ASSETS, net | | 136,388 | | 77,778 |
| OTHER ASSETS, net | | 12,479 | | 10,014 |
| | | | | |
| Total assets | \$ | 962,846 | \$ | 677,251 |
| | _ | | _ | |
| LIABILITIES AND STOCKHOLDERS EQUITY | | | | |
| CURRENT LIABILITIES: | | | | |
| Current portion of long-term debt | \$ | 4,712 | \$ | 6,356 |
| Accounts payable | Ψ | 85,454 | Ψ | 63,794 |
| Accrued expenses | | 29,522 | | 21,598 |
| Accided expenses | | 29,322 | | 21,390 |
| m . I | | 110.600 | | 01.740 |
| Total current liabilities | | 119,688 | | 91,748 |
| | _ | | _ | |
| LONG-TERM DEBT, less current portion | | 330,285 | | 125,881 |
| DEFERRED INCOME TAX LIABILITIES, net | | 55,955 | | 50,517 |
| DEFERRED ITEMS grants from governmental agencies | | 48,271 | | 46,229 |
| DEFERRED GAIN sale/leaseback | | 3,285 | | 3,495 |
| OTHER LONG-TERM LIABILITIES | | 14,462 | | 14,122 |
| MINORITY INTEREST | | 3,484 | | 3,559 |
| COMMITMENTS AND CONTINGENCIES | | | | |
| STOCKHOLDERS EQUITY: | | | | |
| Class A Common Stock, \$0.01 par value, one vote per share; 90,000,000 shares authorized; 28,268,698 | | | | |
| and 27,930,147 shares issued and 24,720,792 and 24,397,918 shares outstanding (net of 3,547,906 and | | | | |
| | | 283 | | 279 |
| 3,532,229 shares in treasury) on September 30, 2005 and December 31, 2004, respectively | | 203 | | 219 |
| Class B Common Stock, \$0.01 par value, ten votes per share; 15,000,000 shares authorized; 2,650,122 | | 27 | | 27 |
| shares issued and outstanding on September 30, 2005 and December 31, 2004 | | | | 161 261 |
| Additional paid-in capital | | 166,889 | | 161,361 |
| Retained earnings | | 207,362 | | 168,054 |

| Accumulated other comprehensive income | 27,140 | 25,228 |
|---|------------|------------|
| Less treasury stock, at cost | (13,016) | (12,648) |
| Less restricted stock, net | (1,269) | (601) |
| | | |
| Total stockholders equity | 387,416 | 341,700 |
| | | |
| Total liabilities and stockholders equity | \$ 962,846 | \$ 677,251 |
| | | |

The accompanying notes are an integral part of these consolidated financial statements.

GENESEE & WYOMING INC. AND SUBSIDIARIES

CONSOLIDATED STATEMENTS OF CASH FLOWS

(in thousands) (Unaudited)

| | Nine Months Ended September 30, | | |
|--|------------------------------------|-----------|--|
| | 2005 | 2004 | |
| CASH FLOWS FROM OPERATING ACTIVITIES: | | | |
| Net income | \$ 39,308 | \$ 30,448 | |
| Adjustments to reconcile net income to net cash provided by operating activities- | | . , | |
| Depreciation and amortization | 17,717 | 14,295 | |
| Valuation of split dollar life insurance | 32 | (358) | |
| Amortization of restricted stock | 341 | 93 | |
| Compensation cost of stock options | 910 | | |
| Excess tax benefit from share-based payment arrangements | (701) | (1,090) | |
| Deferred income taxes | 5,694 | 5,827 | |
| Net gain on disposition of property | (3,367) | (12) | |
| Equity in net income of international affiliates | (7,425) | (11,242) | |
| Minority interest expense | 124 | 142 | |
| Changes in assets and liabilities - | | | |
| Accounts receivable | (11,115) | (7,774) | |
| Materials and supplies | (1,091) | (184) | |
| Prepaid expenses and other | 741 | (573) | |
| Accounts payable and accrued expenses | 8,220 | 10,727 | |
| Other assets and liabilities, net | 1,118 | 80 | |
| Net cash provided by operating activities | 50,506 | 40,379 | |
| CASH FLOWS FROM INVESTING ACTIVITIES: | 20,200 | .0,577 | |
| Purchase of property and equipment, net of proceeds from government grants | (21,951) | (19,751) | |
| Additional purchase price for Genesee Rail-One | (6,500) | (15,701) | |
| Purchase of rail properties from Rail Management Corporation, net of \$4.9 million cash received | (238,204) | | |
| Purchase of Homer City and Savannah Wharf rail properties | (===,===) | (2,124) | |
| Cash received from unconsolidated international affiliates | 655 | 5,757 | |
| Proceeds from disposition of property | 4,093 | 315 | |
| Net cash used in investing activities | (261,907) | (15,803) | |
| CASH FLOWS FROM FINANCING ACTIVITIES: | (201,707) | (15,005) | |
| Principal payments on long-term borrowings | (159,398) | (151,134) | |
| Proceeds from issuance of long-term debt | 359,800 | 121,300 | |
| Debt issuance costs | (1,629) | 121,500 | |
| Net proceeds from employee stock purchases | 3,820 | 2,795 | |
| Treasury Stock purchases | (1,278) | 2,793 | |
| Excess tax benefit from share-based payment arrangements | 701 | 1,090 | |
| Dividends paid on Redeemable Convertible Preferred Stock | 701 | (411) | |
| Net cash provided by (used in) financing activities | 202,016 | (26,360) | |
| EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS | 1,153 | 69 | |

| DECREASE IN CASH AND CASH EQUIVALENTS CASH AND CASH EQUIVALENTS, beginning of period | _ | (8,232) 14,451 | _ | (1,715) 11,118 |
|--|----|-------------------|----|-------------------|
| CASH AND CASH EQUIVALENTS, end of period | \$ | 6,219 | \$ | 9,403 |
| | | | | |

The accompanying notes are an integral part of these consolidated financial statements.

The following table sets forth cash paid for interest and income taxes for the nine-month periods ended September 30, 2005 and 2004 (in thousands):

| | 2005 | 2004 |
|------------------------------|----------|----------|
| | | |
| CASH PAID DURING PERIOD FOR: | | |
| Interest | \$ 8,165 | \$7,206 |
| Income taxes | \$ 5,368 | \$ 4,635 |

GENESEE & WYOMING INC. AND SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

(Unaudited)

1. PRINCIPLES OF CONSOLIDATION AND BASIS OF PRESENTATION:

The interim consolidated financial statements presented herein include the accounts of Genesee & Wyoming Inc. and its subsidiaries. References to we, our, or us mean Genesee & Wyoming Inc. and its subsidiaries and affiliates, and when we use the term ARG we are referring to the Australian Railroad Group Pty. Ltd. and its subsidiaries. ARG is our 50%-owned affiliate based in Perth, Western Australia. Additionally, we have a 22.89% indirect ownership interest in our affiliate, Ferroviaria Oriental, S.A. (Oriental), which is located in eastern Bolivia. All references to currency amounts included in this quarterly report on Form 10-Q, including the financial statements, are in U.S. dollars unless specifically noted otherwise. All significant intercompany transactions and accounts have been eliminated in consolidation. These interim unaudited consolidated financial statements have been prepared by us pursuant to the rules and regulations of the Securities and Exchange Commission (the SEC) and accordingly do not contain all disclosures which would be required in a full set of financial statements in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP) for interim financial statements. In the opinion of management, the unaudited financial statements for the three-month and nine-month periods ended September 30, 2005 and 2004, are presented on a basis consistent with audited financial statements and contain all adjustments, consisting only of normal recurring adjustments, necessary for a fair statement. The results of operations for interim periods are not necessarily indicative of results of operations for the full year. The consolidated balance sheet at December 31, 2004 has been derived from our audited financial statements for the year ended December 31, 2004 included in our 2004 Form 10-K. Certain prior period balances have been reclassified to conform to the 2005 presentation.

2. EXPANSION OF OPERATIONS:

On June 1, 2005, we acquired from Rail Management Corporation (RMC) substantially all of its rail operations (collectively, Rail Partners) for \$238.2 million in cash (net of \$4.9 million cash received), the assumption of \$1.4 million of non-interest bearing debt and \$1.3 million in acquisition costs. The purchase price was allocated to current assets (\$19.5 million, including \$4.9 million in cash received), property and equipment (\$185.2 million), intangible assets (\$60.4 million), and goodwill (\$0.2 million) less current liabilities (\$20.8 million) and debt assumed (\$1.4 million). The intangible assets consist of customer contracts and relationships with a weighted average amortization period of 27 years. Goodwill of \$0.2 million is expected to be deductible for tax purposes. For U.S. tax purposes, we will treat the Rail Partners acquisition as a purchase of assets. We funded the purchase price through a combination of borrowings under our \$225.0 million senior revolving credit facility and from a private placement of \$125.0 million 10-Year Senior Floating Rate Notes. The acquired rail properties are operated by our Jacksonville-based Rail Link Region and commenced operations on June 1, 2005.

On April 8, 2005, our subsidiary, the First Coast Railroad Inc. (FCRD) signed a 20-year agreement to lease 31 miles of rail line between Seals, Georgia and Fernandina, Florida from CSX Transportation, Inc. (CSX). The FCRD is operated by our Rail Link Region and commenced operations on April 9, 2005.

In July 2005, our Homer City Branch began operations upon completion of track rehabilitation, a portion of which was funded through government grants. The Homer City Branch rail line, which was acquired in January of 2004, is operated by our New York-Pennsylvania Region and is contiguous to that Region s existing railroad operation.

The table below sets forth a roll-forward of the activity affecting the restructuring reserves established in acquisitions including the number of employees and actual cash payments:

Schedule of Acquisition Restructuring Activity

| | Quarter Ended |
|---|----------------|
| | Sept. 30, 2005 |
| Number of Employees: | |
| Number of employees as of the beginning of the period to be terminated | 16 |
| Additions to planned terminations during the period | |
| Actual number of employees terminated during the period | 11 |
| | |
| Ending number of employees as of the end of the period to be terminated | 5 |
| | |
| Restructuring Reserves: | |
| Liabilities established in purchase accounting for acquisitions | \$ 715,000 |
| Cash payments during the period | (481,000) |
| | |
| Balance at end of period | \$ 234,000 |
| | |

Pro Forma Financial Results (unaudited)

The following table summarizes our unaudited pro forma operating results for the three-month and nine-month periods ended September 30, 2005 and 2004, as if Rail Partners had been acquired as of January 1, 2004 (in thousands, except per share amounts):

Three Months Ended
September 30,
September 30,

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| | 2005 | 2004 | 2005 | 2004 |
|----------------------------|------------|-----------|------------|------------|
| | | | | |
| Operating revenues | \$ 105,250 | \$ 90,549 | \$ 307,823 | \$ 265,111 |
| Net income | \$ 17,044 | \$ 11,836 | \$ 38,851 | \$ 35,024 |
| Basic earnings per share | \$ 0.69 | \$ 0.49 | \$ 1.58 | \$ 1.45 |
| Diluted earnings per share | \$ 0.61 | \$ 0.43 | \$ 1.40 | \$ 1.26 |

The unaudited pro forma operating results include the acquisition of Rail Partners adjusted, net of tax, for depreciation and amortization expense resulting from the step-up of the Rail Partners property and intangible assets based on appraised values, capitalization of certain track repairs which were historically expensed,

and the inclusion of incremental interest expense related to borrowings used to fund the acquisition. The Rail Partners operating results reflected in these pro forma operating results include certain senior management and administrative deferred compensation and other expenses that we do not believe will continue as ongoing expenses but do not qualify for elimination under the treatment and presentation of pro forma financials.

The pro forma financial information does not purport to be indicative of the results that actually would have been obtained had all the transactions been completed as of the assumed dates and for the periods presented and is not intended to be a projection of future results or trends.

3. EARNINGS PER SHARE

The following table sets forth the computation of basic and diluted earnings per share (EPS) (in thousands, except per share amounts):

| | Three Months Ended | | Nine Months Ended | |
|--|-----------------------|-------------------|-------------------|-------------------|
| | Sept. 30, 2005 | Sept. 30, 2004 | Sept. 30, 2005 | Sept. 30, 2004 |
| Numerators: | | | | |
| Net income | \$ 17,044 | \$ 10,145 | \$ 39,308 | \$ 30,448 |
| Mandatory Redeemable Convertible Preferred Stock (Preferred Stock) dividends and accretion | | | | 479 |
| Net income allocated to participating preferred stockholders | | | | 2,536 |
| Net income available to Class A Common stockholders - Basic | 17,044 | 10,145 | 39,308 | 27,433 |
| Net income allocated to participating preferred stockholders | | | | 2,536 |
| Net income available to Class A Common stockholders Basic and Diluted | \$ 17,044 | \$ 10,145 | \$ 39,308 | \$ 29,969 |
| Denominators: | | | | |
| Weighted average Class A Common Shares outstanding - Basic | 24,690 | 24,213 | 24,553 | 22,048 |
| Weighted average Preferred Stock converted to Class A common stock (converted in the second quarter of 2004) | | | | 2,038 |
| Weighted average Class B Common Shares outstanding | 2,650 | 2,650 | 2,650 | 2,682 |
| Dilutive effect of employee stock options and restricted stock | 537 | 634 | 535 | 644 |
| Weighted average shares - Dilutive | 27,877 | 27,497 | 27,738 | 27,412 |
| | | | | |
| Income per common share: | | | | |
| Basic | \$ 0.69 | \$ 0.42 | \$ 1.60 | \$ 1.24 |
| Diluted | \$ 0.61 | \$ 0.37 | \$ 1.42 | \$ 1.09 |

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Stock-based Compensation Plans

The Compensation and Stock Option Committee of our Board of Directors (Compensation Committee) has discretion to determine grantees, grant dates, amounts of grants, vesting and expiration dates for grants to our employees through our 2004 Omnibus Incentive Plan (the Plan). The Plan includes stock options, restricted stock and restricted stock units which for employees vest over three years and for directors, who are eligible for restricted stock or restricted stock units only, vest over their respective terms as directors.

In December 2004, the Financial Accounting Standards Board (FASB) issued Statement No. 123(R), Share-Based Payments (SFAS 123R). This statement requires companies recognize compensation expense equal to the fair value of share-based payments. SFAS 123R eliminates the use of the intrinsic method of accounting provided for in Accounting Principles Board Opinion No. 25, Accounting for Stock Issued to Employees (APB 25), under which no compensation cost is recognized except for restricted stock.

We elected to adopt SFAS 123R in the third quarter of 2005 using the Modified Prospective Application. Prior to adoption of SFAS 123R, we reported all tax benefits resulting from the exercise of stock options as operating cash flows in our consolidated statements of cash flows. In accordance with SFAS 123R, for the period beginning with the third quarter of 2005, we revised our statement of cash flows presentation to report the excess tax benefits from the exercise of stock options as a cash outflow from operating activities and a cash inflow from financing activities.

The fair value concepts were not changed significantly in SFAS 123R; however, in adopting the standard, companies must choose among alternative valuation models and amortization assumptions. After assessing alternative valuation models and amortization assumptions, we will continue using the Black-Scholes valuation model and straight-line amortization of compensation expense over the requisite service period of the grant. In addition, SFAS 123R requires that we estimate forfeitures when recognizing compensation expense and that this estimate of forfeitures be adjusted over the requisite service period based on the extent to which actual forfeitures differ, or are expected to differ, from such estimates. Accordingly, we have estimated forfeiture percentages for the unvested portion of previously granted awards that remain outstanding at the date of adoption. We have previously disclosed forfeitures as they occurred in our expense calculation for pro forma footnote disclosure.

As of the adoption date, no new grants have been awarded and the impact of amortizing existing stock options in the third quarter represents compensation cost of \$900,000 pre-tax, or \$700,000 after-tax, which reduced earnings by \$.03 per share for the three months and nine months ended September 30, 2005. The total compensation cost related to non-vested awards not yet recognized of \$6.7 million is expected to be recognized through June 30, 2008.

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Stock-based compensation for the three months ended September 30, 2004 and the nine months ended September 30, 2005 and 2004 (note the pro forma expense for basic and diluted earnings per share 2005 is for the six months ended September 30, 2005) was determined using the intrinsic value method. The following table provides supplemental information for the periods indicated as if stock-based compensation had been compiled under SFAS 123 (in thousands, except EPS):

| | Three | Three Months Ended | | Nine Months Er | | Ended | |
|---|---------------|--------------------|----------|----------------|---------|-------|--|
| | September 30, | | mber 30, | | nber 30 | 0, | |
| | | 2004 | 2 | 2005 | | 2004 | |
| Net Income: As reported | \$ | 10,145 | \$ 3 | 9,308 | \$3 | 0,448 | |
| Deduct: Total stock-based employee compensation expense determined under SFAS 123 had compensation cost been recognized, net of related tax effects | | 377 | | 1,385 | _ | 1,230 | |
| Pro Forma | \$ | 9,768 | \$ 3 | 7,923 | \$ 2 | 9,218 | |
| | | | | | _ | | |
| Basic EPS: | | | | | | | |
| As reported | \$ | 0.42 | \$ | 1.60 | \$ | 1.24 | |
| Pro Forma | | 0.40 | | 1.54 | | 1.21 | |
| Diluted EPS: | | | | | | | |
| As reported | \$ | 0.37 | \$ | 1.42 | \$ | 1.09 | |
| Pro Forma | | 0.36 | | 1.37 | | 1.07 | |

The following is a summary of stock option activity for the nine months ended September 30, 2005:

| | September 30, | | | | |
|--|---------------------------------|----------|-----------|---------------------------------|--|
| | 200 | 95 | 200 |)4 | |
| | Weighted Average Exercise | | | Weighted Average Exercise | |
| | Shares | Price | Shares | Price | |
| | | | | | |
| Outstanding options at beginning of year | 1,591,167 | \$ 14.31 | 1,788,582 | \$ 10.51 | |
| Granted | 388,128 | 24.93 | 336,499 | 23.45 | |
| Exercised | (272,182) | 8.65 | (342,878) | 5.86 | |
| Expired | (13,800) | 10.93 | (320) | 14.18 | |
| Forfeited | (16,896) | 14.99 | (62,018) | 13.57 | |
| Outstanding at the nine months ended | 1,676,417 | 17.71 | 1,719,865 | 13.86 | |
| Exercisable at the nine months ended | 740,707 | 13.49 | 713,127 | 9.68 | |
| Weighted average fair value of options granted | | 7.92 | | 7.90 | |

The following table summarizes information about stock options outstanding at September 30, 2005:

| | Options (| Outstanding | | Options Exercisable | |
|----------------|--------------|-------------------------------|---------------------------------|---------------------|---------------------------------|
| | Number of | Weighted Average Remaining | Weighted Average Exercise | Number of | Weighted Average Exercise |
| Exercise Price | Options | Contractual Life | Price | Options | Price |
| \$3.17 \$6.34 | 40,500 | 1.8 Years | \$ 4.69 | 40,500 | \$ 4.69 |
| 6.34 9.52 | 152,193 | .6 years | 7.12 | 152,193 | 7.12 |
| 9.52 12.69 | 38,250 | .9 years | 9.85 | 38,250 | 9.85 |
| 12.69 15.86 | 720,796 | 2.3 years | 14.59 | 403,546 | 14.51 |
| 15.86 19.03 | 6,693 | 2.8 years | 16.43 | | |
| 22.20 25.38 | 713,968 | 4.1 years | 24.23 | 106,218 | 23.45 |
| 25.38 28.55 | 4,017 | 4.6 years | 27.39 | | |
| | | | | | |
| 3.17 28.55 | 1,676,417 | 3.0 Years | 17.71 | 740,707 | 13.49 |
| | | | | | |

The fair value of each option grant is estimated on the date of grant using the Black-Scholes option pricing model with the following weighted-average assumptions:

| | 2005 | 2004 |
|-------------------------|--------|--------|
| | | |
| Risk-free interest rate | 3.67% | 3.15% |
| Expected dividend yield | 0.00% | 0.00% |
| Expected lives in years | 3.00 | 3.00 |
| Expected volatility | 41.04% | 44.99% |

In 2005, we awarded 12,976 restricted stock shares valued at \$289,000 to our directors. In addition, we awarded 32,353 restricted stock shares and 8,671 restricted stock units valued at \$806,000 and \$216,000, respectively, to employees. In 2004, the Company awarded 14,000 restricted stock shares and 2,000 restricted stock units valued at \$313,600 and \$44,800, respectively, to the Company s directors. In addition, the Company awarded 20,497 restricted stock shares and 7,725 restricted stock units valued at \$477,600 and \$179,993, respectively, to employees. Amortization expense for the restricted stock shares was \$359,000 for the nine months ended September 30, 2005.

At September 30, 2005, there were 988,635 Class A shares available for future issuance under the Plan. These shares are available for the grant of stock options, restricted stock, stock appreciation rights, restricted stock units, and any other form of award established by the Compensation Committee which is consistent with the Plan s purpose.

We have reserved 843,750 shares of Class A common stock that we may sell to our full-time employees under our Employee Stock Purchase Plan (ESPP) at 90% of the stock s market price at date of purchase. At September 30, 2005, 54,547 shares had been purchased under this plan. In accordance with SFAS 123R, we recorded compensation expense for the 10% purchase discount of \$5,000 since the adoption date.

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4. EQUITY INVESTMENTS

Australian Railroad Group

The following are U.S. GAAP condensed balance sheets of ARG as of September 30, 2005 and December 31, 2004, and the related condensed consolidated statements of income and cash flows for the three-month and nine-month periods ended September 30, 2005 and 2004 (in thousands of U.S. dollars). For the dates and periods indicated below, one Australian dollar could be exchanged into the following amounts of U.S. dollars:

| As of September 30, 2005 | \$ 0.76 |
|---|---------|
| As of December 31, 2004 | \$ 0.78 |
| Average for the three months ended September 30, 2005 | \$ 0.76 |
| Average for the three months ended September 30, 2004 | \$ 0.71 |
| Average for the nine months ended September 30, 2005 | \$ 0.77 |
| Average for the nine months ended September 30, 2004 | \$ 0.73 |

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Australian Railroad Group Pty. Ltd.

Condensed Consolidated Balance Sheets

(in thousands of U.S. dollars)

| | Sep | September 30, 2005 | | December 31, | |
|--|-----|-----------------------|----|--------------|--|
| | | | | 2004 | |
| ASSETS | | | | | |
| CURRENT ASSETS: | | | | | |
| Cash and cash equivalents | \$ | 18,578 | \$ | 21,217 | |
| Accounts receivable, net | | 61,333 | | 49,085 | |
| Materials and supplies | | 12,405 | | 11,580 | |
| Prepaid expenses and other | | 4,135 | | 3,055 | |
| Total current assets | | 96,451 | | 84,937 | |
| PROPERTY AND EQUIPMENT, net | | 550,556 | | 541,470 | |
| DEFERRED INCOME TAX ASSETS, net | | 72,264 | | 77,325 | |
| OTHER ASSETS, net | | 8,140 | | 8,522 | |
| Total assets | \$ | 727,411 | \$ | 712,254 | |
| | | | | | |
| LIABILITIES AND STOCKHOLDERS EQUITY | | | | | |
| CURRENT LIABILITIES: | | | | | |
| Accounts payable | \$ | 24,064 | \$ | 19,832 | |
| Accrued expenses | | 27,365 | | 31,989 | |
| Current income tax liabilities | | 286 | | 364 | |
| Total current liabilities | | 51,715 | | 52,185 | |
| | | | _ | | |
| LONG-TERM BANK DEBT | | 381,350 | | 383,425 | |
| DEFERRED INCOME TAX LIABILITIES, net | | 24,885 | | 21,207 | |
| OTHER LONG-TERM LIABILITIES | | 10,050 | | 2,177 | |
| FAIR VALUE OF INTEREST RATE SWAPS | | 5,362 | | 9,788 | |
| Total non-current liabilities | | 421,647 | | 416,597 | |
| REDEEMABLE PREFERRED STOCK OF STOCKHOLDERS | | 16,469 | | 16,897 | |
| TOTAL STOCKHOLDERS EQUITY | | 237,580 | | 226,575 | |
| Total liabilities and stockholders equity | \$ | 727,411 | \$ | 712,254 | |
| | | | | | |

Australian Railroad Group Pty. Ltd.

Condensed Consolidated Statements of Income

(in thousands of U.S. dollars)

| | Three Mor | nths Ended | Nine Months Ended | |
|------------------------------------|-------------------|-------------------|-------------------|-------------------|
| | Sept. 30, 2005 | Sept. 30, 2004 | Sept. 30, 2005 | Sept. 30, 2004 |
| Operating revenues | \$ 87,318 | \$ 83,695 | \$ 257,739 | \$ 247,765 |
| Operating expenses | 73,227 | 66,959 | 216,256 | 196,929 |
| Income from operations | 14,091 | 16,736 | 41,483 | 50,836 |
| Interest expense Other income, net | (7,426) 176 | (6,865) 221 | (22,122) 583 | (21,068) 962 |
| , | | | | |
| Income before income taxes | 6,841 | 10,092 | 19,944 | 30,730 |
| Provision for income taxes | 2,072 | 3,030 | 6,031 | 9,236 |
| Net income | \$ 4,769 | \$ 7,062 | \$ 13,913 | \$ 21,494 |

Australian Railroad Group Pty. Ltd.

Condensed Consolidated Statements of Cash Flows

(in thousands of U.S. dollars)

| | Nine Mon | ths Ended |
|---|-------------------|--|
| | Sept. 30, 2005 | Sept. 30, 2004 |
| CASH FLOWS FROM OPERATING ACTIVITIES: | | |
| Net income | \$ 13,913 | \$ 21,494 |
| Adjustments to reconcile net income to net cash provided by operating activities- | Ψ 10,510 | Ψ 2 1,.,. |
| Depreciation and amortization | 23,912 | 19,845 |
| Deferred income taxes | 7,366 | 8,894 |
| Net (gain) loss on sale and impairment of assets | (297) | 376 |
| Changes in assets and liabilities | (8,131) | 3,345 |
| | | |
| Net cash provided by operating activities | 36,763 | 53,954 |
| The cash provided by operating activities | 30,703 | 33,737 |
| CARLELOWGEDOM INTERMING A CONTINUE | | |
| CASH FLOWS FROM INVESTING ACTIVITIES: | (40.505) | (20,050) |
| Purchase of property and equipment | (48,525) | (39,059) |
| Proceeds from disposition of property and equipment | 1,980 | 1,296 |
| | | |
| Net cash used in investing activities | (46,545) | (37,763) |
| | | |
| CASH FLOWS FROM FINANCING ACTIVITIES: | | |
| Payments on subordinated notes to stockholders | | (10,710) |
| Proceeds from borrowings | 7,680 | |
| | | |
| Net cash provided by (used in) financing activities | 7,680 | (10,710) |
| | | |
| EFFECT OF EXCHANGE RATE DIFFERENCES ON CASH AND CASH EQUIVALENTS | (537) | (1,339) |
| ELLEGI OF ENGLISHED BUT ENERGED ON CHOIT IND CHOIL EQUIVALENTS | | (1,337) |
| (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS | (2,639) | 4,142 |
| | | , |
| CASH AND CASH EQUIVALENTS, beginning of period | 21,217 | 26,618 |
| | | * • • • • • • • • • • • • • • • • • • • |
| CASH AND CASH EQUIVALENTS, end of period | \$ 18,578 | \$ 30,760 |
| | | |

South America

The following condensed results of operations for Oriental for the three-month and nine-month periods ended September 30, 2005 and 2004 have a U.S. dollar functional currency and are based on accounting principles generally accepted in the United States (in thousands). We have a 22.89% indirect ownership interest in Oriental which is located in eastern Bolivia.

| | Three Mor | nths Ended | d Nine Months Ended | | |
|--------------------|-----------|---------------|---------------------|-----------|--|
| | Septem | September 30, | | nber 30, | |
| | 2005 | 2004 | 2005 | 2004 | |
| Operating revenues | \$ 7,710 | \$ 8,554 | \$ 23,005 | \$ 23,045 | |
| Net income | 1,591 | 2,040 | 4,818 | 4,777 | |

Condensed balance sheet information for Oriental as of September 30, 2005 and December 31, 2004:

| | September 30, 200 | December 31, 2004 |
|---|-------------------|-------------------|
| | | |
| Current assets | \$ 12,243 | 3 \$ 15,702 |
| Non-current assets | 59,043 | 5 58,365 |
| Total assets | \$ 71,28 | \$ 74,067 |
| | | - |
| Current liabilities | \$ 6,180 | 5 7,306 |
| Non-current liabilities | 6,559 | 6,042 |
| Long-term debt | 604 | 4 892 |
| Shareholders equity | 57,94: | 5 59,827 |
| | | |
| Total liabilities ands hareholders equity | \$ 71,288 | \$ 74,067 |
| | | |

The above data does not include non-recourse debt of \$12.0 million held at an intermediate unconsolidated affiliate or any of the general and administrative, interest or income tax costs at various intermediate unconsolidated affiliates. Our share of the various costs from the intermediate unconsolidated affiliates is \$44,000 and \$235,000 for the three months and \$116,000 and \$691,000 for the nine months ended September 30, 2005 and 2004, respectively.

As noted previously, we hold our equity interest in Oriental through a number of intermediate holding companies, and we account for our interest in Oriental under the equity method of accounting. We indirectly hold a 12.52% equity interest in Oriental through an interest in Genesee & Wyoming Chile (GWC), and we hold our remaining 10.37% equity interest in Oriental through other companies.

GWC is an obligor of non-recourse debt of \$12.0 million, which has an adjustable interest rate dependent on operating results of Oriental. This non-recourse debt is secured by a lien over GWC s 12.52% indirect equity interest in Oriental. This debt became due and payable on November 2, 2003. Due to the political and economic unrest and uncertainties in Bolivia, it has become difficult for GWC to refinance this debt and we have chosen not to repay the non-recourse obligation. GWC entered into discussions with its creditors on plans to restructure the debt, and as a result of those discussions, GWC obtained a written waiver of principal repayment from the creditors which expired on January 31, 2004. However, negotiations with the creditors continue, and currently, none of GWC s creditors have commenced court proceedings to (i) collect on the debt, or (ii) exercise their rights pursuant to the lien.

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If we were to lose our 12.52% equity stake in Oriental due to creditors exercising their lien on GWC s indirect equity interest in Oriental, we would write-off our investment in Oriental held through GWC, which on September 30, 2005 amounted to \$400,000. A default, acceleration or effort to foreclose on the lien under the non-recourse debt will have no impact on our remaining 10.37% equity interest in Oriental because that equity interest is held indirectly through holding companies outside of GWC s ownership in Oriental. As a result of the uncertainty surrounding the \$12.0 million debt, we discontinued equity accounting in the fourth quarter of 2004 for our 12.52% equity interest in Oriental held through our interest in GWC.

Oriental has no obligations associated with the \$12.0 million debt. In addition, a default, acceleration or effort to foreclose on the lien under the non-recourse debt would not result in a breach of a representation, warranty, covenant, cross-default or acceleration under our Senior Credit Facility.

5. COMMITMENTS AND CONTINGENCIES:

Legal Proceedings As previously disclosed, we had been involved in litigation with Messrs. Chambers and Wheeler, who had filed a complaint against Genesee & Wyoming Inc. in the Delaware Chancery Court in a matter related to our purchase of certain of our Canadian operations. Additional information regarding this lawsuit is described on page 18 of our annual report on Form 10-K for the year ended December 31, 2004. On August 11, 2005, the court issued an opinion finding that the options had vested, and as a result, the plaintiffs motion for summary judgment should be granted and our motion for summary judgment should be denied. On September 14, 2005, the court issued an order relating to its prior opinion, requiring us to pay the plaintiffs \$6.5 million in the aggregate rather than have the 270,000 options vest. In conjunction with the issuance of the court s order, we and the plaintiffs agreed to waive any right to appeal the court s order, and on September 15, 2005 we paid this amount. This payment was accounted for as contingent purchase price and increased goodwill on certain of our Canadian operations. The payment had no effect on our share count or immediate effect on our earnings.

In addition, from time to time we are a defendant in certain lawsuits resulting from our operations. Management believes that we have adequate provisions in the financial statements for any expected liabilities which may result from disposition of such lawsuits. While it is possible that some of the foregoing matters may be resolved at a cost greater than that provided for, it is the opinion of management that the ultimate liability, if any, will not be material to our operating results, financial position or liquidity.

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6. COMPREHENSIVE INCOME:

Comprehensive income is the total of net income and all other non-owner changes in equity. The following table sets forth our comprehensive income, net of tax, for the three-month and nine-month periods ended September 30, 2005 and 2004 (in thousands):

| | | Months ded |
|--|--------------------------------|-------------------------------------|
| | Septem | iber 30, |
| | 2005 | 2004 |
| Net income | \$ 17,044 | \$ 10,145 |
| Other comprehensive income (loss): | | |
| Foreign currency translation adjustments | 1,709 | 6,879 |
| Net unrealized gains (losses) on qualifying cash flow hedges, net of tax expense (benefit) of \$89 and (\$86), respectively | 267 | (129) |
| Net unrealized gains (losses) on qualifying cash flow hedges of Australian Railroad Group, net of tax expense (benefit) | | |
| of \$295 and (\$267), respectively | 689 | (624) |
| | | |
| Comprehensive income | \$ 19,709 | \$ 16,271 |
| | | |
| | Nine Mon Septem | ths Ended aber 30, |
| | | |
| Net income | Septem | aber 30, |
| | 2005 | 2004 |
| Other comprehensive income (loss): | 2005 | 2004 |
| Other comprehensive income (loss): Foreign currency translation adjustments | 2005 \$ 39,308 | 2004 \$ 30,448 |
| Other comprehensive income (loss): | 2005 \$ 39,308 | 2004 \$ 30,448 (2,298) |
| Other comprehensive income (loss): Foreign currency translation adjustments Net unrealized gains on qualifying cash flow hedges, net of tax expense of \$131 and \$392, respectively Net unrealized gains on qualifying cash flow hedges of Australian Railroad Group, net of tax expense (benefit) of \$633 | 2005 \$ 39,308 98 338 | 2004 \$ 30,448 (2,298) 588 |

The following table sets forth the components of accumulated other comprehensive income, net of tax, included in the consolidated balance sheets as of September 30, 2005, and December 31, 2004 (in thousands):

| | Sept | 2005 | Dec | 2004 |
|--|------|--------|-----|--------|
| Net accumulated foreign currency translation adjustments | \$ | 30,040 | \$ | 29,942 |
| Net unrealized losses on qualifying cash flow hedges | | (420) | | (757) |

| Net unrealized losses on qualifying cash flow hedges of Australian Railroad Group Net unrealized minimum pension liability adjustment, net of tax | _ | (1,949) (531) | _ | (3,426) (531) |
|--|----|------------------|----|---------------|
| Accumulated other comprehensive income as reported | \$ | 27,140 | \$ | 25,228 |

7. GEOGRAPHIC AREA INFORMATION:

The table below sets forth our geographic area revenues for our consolidated operations for the three-month and nine-month periods ended September 30, 2005 and 2004, and geographic area long-lived assets as of September 30, 2005 and December 31, 2004 (in thousands):

Geographic Area Data

| | Three Mo | Three Months Ended September 30 | | | |
|--------------------------|-----------------|---------------------------------|------------|-----------------|--|
| | 2005 | 2005 | | | |
| Operating Revenues: | | | | | |
| United States | \$ 82,824 | 78.7% | \$ 57,514 | 74.5% | |
| Canada | 12,319 | 11.7% | 11,269 | 14.6% | |
| Mexico | 10,107 | 9.6% | 8,460 | 10.9% | |
| Total operating revenues | \$ 105,250 1 | 00.0% | \$ 77,243 | 100.0% | |
| | Nine Mon | Nine Months Ended September 30, | | | |
| | 2005 | | 2004 | | |
| Operating Revenues: | | <u> </u> | | | |
| United States | \$ 216,341 | 76.7% | \$ 166,335 | 74.4% | |
| Canada | | 13.4% | 33,633 | 15.0% | |
| Mexico | 27,812 | 9.9% | 23,739 | 10.6% | |
| Total operating revenues | \$ 282,073 1 | 00.0% | \$ 223,707 | 100.0% | |
| | As of | As of | | As of | |
| | September 30, 2 | 2005 | December 3 | cember 31, 2004 | |
| Long-lived assets: | | | | | |
| United States | \$ 734,402 | 86.5% | \$ 479,251 | 82.3% | |
| Canada | 70,758 | 8.3% | 62,162 | 10.7% | |
| Mexico | 43,947 | 5.2% | 40,613 | 7.0% | |
| Total long-lived assets | \$ 849,107 1 | 00.0% | \$ 582,026 | 100.0% | |
| | | | | | |

8. DERIVATIVE FINANCIAL INSTRUMENTS:

We actively monitor our exposure to interest rate and foreign currency exchange rate risks and use derivative financial instruments to manage the impact of certain of these risks. We use derivatives only for purposes of managing risk associated with underlying exposures. We do not trade or use instruments with the objective of earning financial gains on the interest rate or exchange rate fluctuations alone. Complex instruments involving leverage or multipliers are not used. We manage our hedging position and monitor the credit ratings of counterparties and do not anticipate losses due to counterparty nonperformance. Management believes that our use of derivative instruments to manage risk is in our best interest. However, our use of derivative financial instruments may result in short-term gains or losses and increased earnings volatility.

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Accounting for Derivative Financial Instruments

Interest Rate Risk

We use interest rate swap agreements to manage our exposure to changes in interest rates for our floating rate debt. Interest rate swap agreements are accounted for as cash flow hedges. Interest rate differentials to be received or paid on the swaps are recognized in the consolidated statements of income as a reduction or increase in interest expense, respectively. In accordance with the derivative accounting requirements, the change in the fair value of the derivative instrument is recorded in the consolidated balance sheets as a component of current assets or liabilities, and the effective portion of the change in the value of the derivative instrument is recorded in other comprehensive income. The ineffective portion of the change in the fair value of the derivative instrument is recorded in earnings and reported in the consolidated statements of income in interest expense.

During 2004, 2003 and 2002, we entered into various interest rate swaps fixing our base interest rate by exchanging our variable LIBOR interest rates on long-term debt for a fixed interest rate. Several interest rate swaps were terminated in November 2004 in conjunction with the debt refinancing. The remaining swaps expire at various dates through September 2007, and the fixed base rates range from 4.5% to 5.46%. At September 30, 2005 and December 31, 2004, the notional amount under these agreements was \$29.1 million and \$32.8 million, respectively, and the fair value of these interest rate swaps was negative \$621,000 and negative \$1.1 million, respectively.

Foreign Currency Exchange Rate Risk

We purchase options to manage foreign currency exchange rate risk related to certain projected cash flows related to foreign operations. Foreign currency exchange rate options are accounted for as cash flow hedges. In accordance with the derivative accounting requirements, the change in the fair value of the derivative instrument is recorded in the consolidated balance sheets as a component of current assets, and the effective portion of the change in the value of the derivative instrument is recorded in other comprehensive income. The ineffective portion of the change in the fair value of the derivative instrument, along with the gain or loss on the hedged item, is recorded in earnings and reported in the consolidated statements of income in interest expense.

During 2005 and 2004, we purchased exchange rate options for converting Mexican Pesos to U.S. Dollars. One of the options expired in March 2005 and another expired in September 2005. The remaining options, which expire March 2006 and September 2006, respectively, give us the right to sell Mexican Pesos for U.S. Dollars at exchange rates of 13.64 and 12.52 Mexican Pesos to the U.S. Dollar, respectively. We paid up-front premiums of \$20,000 for each of these options in the quarters ended March 31, 2005 and September 30, 2005, respectively. At September 30, 2005, the notional amount under exchange rate options was \$3.6 million and the fair value was approximately \$14,000.

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9. INTANGIBLE AND OTHER ASSETS, NET AND GOODWILL:

Acquired intangible and other assets are as follows (in thousands):

| | September 30, 2005 | | | December 31, 2004 | | | |
|--|-----------------------------|-----------------------------|-------------------|-----------------------------|-----------------------------|-------------------|--|
| | Gross Carrying Amount | Accumulated Amortization | Net Assets | Gross Carrying Amount | Accumulated Amortization | Net Assets | |
| INTANGIBLE ASSETS: | | | | | | | |
| Amortizable intangible assets: Chiapas-Mayab Operating License (Mexico) Amended and Restated Service Assurance Agreement (Illinois & | \$ 7,310 | \$ 1,462 | \$ 5,848 | \$ 7,047 | \$ 1,233 | \$ 5,814 | |
| Midland Railroad) Transportation Services Agreement (GP Railroads) | 10,566 27,055 | 970 1,577 | 9,596 25,478 | 10,566 27,055 | 647 901 | 9,919 26,154 | |
| Customer Contracts and Relationships (Rail Partners) Non-amortizable intangible assets: | 60,406 | 831 | 59,575 | 25.001 | | 25.001 | |
| Track Access Agreements (Utah Railway) | 35,891 | | 35,891 | 35,891 | | 35,891 | |
| Total Intangible Assets | \$ 141,228 | \$ 4,840 | \$ 136,388 | \$ 80,559 | \$ 2,781 | \$ 77,778 | |
| OTHER ASSETS: | | | | | | | |
| Deferred financing costs Other assets | \$ 8,267 7,701 | \$ 3,407 82 | \$ 4,860 7,619 | \$ 6,584 7,030 | \$ 3,015 585 | \$ 3,569 6,445 | |
| Total Other Assets | 15,968 | 3,489 | 12,479 | 13,614 | 3,600 | 10,014 | |
| Total Intangible and Other Assets | \$ 157,196 | \$ 8,329 | \$ 148,867 | \$ 94,173 | \$ 6,381 | \$ 87,792 | |

The Chiapas-Mayab Operating License is being amortized over 30 years, which is the original life of the concession agreement with the Mexican Communications and Transportation Department. The Chiapas-Mayab Operating License is subject to exchange rate changes resulting from conversion of Mexican Pesos to U.S. Dollars at different periods.

On July 23, 2003 as a result of a settlement agreement with Commonwealth Edison Company, we amended and restated the Service Assurance Agreement and began to amortize the Amended and Restated Service Assurance Agreement (ARSAA). The estimate of the useful life of the ARSAA asset is based on our estimate that the useful life of the coal-fired electricity generation plant, to which the Illinois and Midland Railroad provides service, will be through 2027.

The Transportation Services Agreement (the TSA), entered into in conjunction with the Georgia-Pacific Corporation (GP) transaction, is a 20-year agreement to provide exclusive rail transportation service to GP facilities. We believe that the customer s facilities have a 30-year economic life and that we will continue to be the exclusive rail transportation service provider until the end of the plant s useful life. Therefore, the TSA is being amortized on a straight-line basis over a 30-year life which began January 1, 2004.

We allocated \$60.4 million of the purchase price for the Rail Partners acquisition to intangible assets. These intangible assets were valued as customer relationships or contracts and, as of June 1, 2005, are amortized on a straight line basis over the expected economic longevity of the customer relationship, the facility served or the length of the customer contract. The weighted average life of the intangible assets is 27 years.

The Track Access Agreements are perpetual trackage agreements assumed in our acquisition of Utah Railway Company. Under SFAS No. 142 these assets have been determined to have an indefinite useful life and therefore are not subject to amortization.

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Deferred financing costs are amortized over terms of the related debt using the effective-interest method for the term debt and using the straight-line method for the revolving loan portion of debt.

Other assets consist primarily of executive split dollar life insurance, assets held for sale and a minority equity investment in an agricultural facility. Executive split dollar life insurance is the present value of life insurance benefits which we funded but that are owned by executive officers. We retain a collateral interest in a portion of the policies cash values and death benefits. Assets held for sale or future use primarily represent surplus track and locomotives.

Upon adoption of SFAS No. 142, amortization of goodwill was discontinued as of January 1, 2002. The changes in the carrying amount of goodwill are as follows:

| | Nine Months Ended September 30, 2005 | Twelve Months Ended December 31, 2004 | | |
|--|--|---------------------------------------|--|--|
| Goodwill: | | | | |
| Balance at beginning of period | \$ 24,682 | \$ 24,522 | | |
| Goodwill additions (see Notes 2 and 5) | 6,691 | | | |
| Currency translation adjustment | 69 | 160 | | |
| | | | | |
| Balance at end of period | \$ 31,442 | \$ 24,682 | | |
| | | | | |

10. PENSION AND OTHER POSTRETIREMENT BENEFIT PLANS:

Components of net periodic benefit cost

| | Pension | Other Retirement Benefits |
|--------------------------------------|-----------|---------------------------------|
| Three months ended September 30, | 2005 20 | 2005 200 |
| Service cost | \$ 34 \$ | 57 \$ 28 \$ 2 |
| Interest cost | 46 | 52 56 6 |
| Expected return on plan assets | (38) | (33) |
| Amortization of transition liability | 36 | 36 |
| Amortization of prior service cost | | |
| Amortization of (gain) loss | (1) | 4 9 2 |
| | | |
| Net periodic benefit cost | \$ 77 \$1 | 116 \$ 93 \$11 |
| | | |

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| | Pensio | Pension | | Other Retirement Benefits | |
|--------------------------------------|-------------|---------|--------|---------------------------------|--|
| Nine months ended September 30, | 2005 | 2004 | 2005 | 2004 | |
| Service cost | \$ 118 | \$ 171 | \$ 84 | \$ 83 | |
| Interest cost | 148 | 158 | 167 | 205 | |
| Expected return on plan assets | (114) | (97) | | | |
| Amortization of transition liability | 107 | 107 | | | |
| Amortization of prior service cost | | | | | |
| Amortization of loss | 5 | 17 | 29 | 63 | |
| | | | | | |
| Net periodic benefit cost | \$ 264 | \$ 356 | \$ 280 | \$ 351 | |
| | | | | | |

Employer Contributions

We previously disclosed in our financial statements for the year ended December 31, 2004, that we expected to contribute \$212,000 to our pension plan in 2005. As of September 30, 2005, \$115,000 of contributions has been made. We presently anticipate contributing an additional \$97,000 to fund our pension plan in 2005 for a total of \$212,000.

11. RECENTLY ISSUED ACCOUNTING STANDARDS:

In March 2005, the Financial Accounting Standards Board (FASB) issued FASB Interpretation No. 47, Accounting for Conditional Asset Retirement Obligations an interpretation of FASB Statement No. 143. This Interpretation clarifies that the term conditional asset retirement obligation, as used in FASB Statement No. 143, refers to a legal obligation to perform an asset retirement activity in which the timing or method of settlement, or both, are conditional on a future event that may or may not be within the control of the entity. An entity is required to recognize a liability for the fair value of a conditional asset retirement obligation if the fair value of the liability can be reasonably estimated. We are assessing the impact of the interpretation on our financial statements. The Interpretation will require the recording of a cumulative effect of a change in accounting principle in the fourth quarter of 2005, if applicable. We do not expect the Interpretation to have a material impact on the consolidated results of operations and financial condition.

In May 2005, the FASB issued Statement No. 154, Accounting Changes and Error Corrections (SFAS 154) which supersedes APB Opinion No. 20, Accounting Changes and SFAS NO. 3, Reporting Accounting Changes in Interim Financial Statements. SFAS 154 changes the requirements for the accounting for and reporting of voluntary changes in accounting principle and changes required by an accounting pronouncement when the pronouncement does not include specific transition provisions. This statement requires the retroactive application to prior periods—financial statements of changes in accounting principles, unless it is impracticable to determine either the period specific effects or the cumulative effect of the change. SFAS 154 is effective for accounting changes and correction of errors made in fiscal years beginning after December 15, 2005. We do not expect the adoption of SFAS 154 to have a material impact on the consolidated results of operations and financial condition.

In October 2005, the FASB issued FASB Staff Position (FSP) No. FAS 123(R)-2, Practical Accommodation to the Application of Grant Date as Defined in FASB Statement No. 123(R) was issued to address the notion of mutual understanding in the definition of grant date of a share-based payment award. FSP FAS 123(R)-2 is effective for reporting periods after October 18, 2005.

12. SUBSEQUENT EVENT:

During the first week of October the operations of our Mexican subsidiary, Ferrocarriles Chiapas-Mayab, S.A. de C.V. (FCCM) were impacted by Hurricane Stan, a storm that hit five states in Mexico, including the state of Chiapas. The most severe impact to FCCM is concentrated in Chiapas, between the town of Tonala and the Guatemalan border, some 175 miles to the south. FCCM has performed a survey of the property and the preliminary assessment is that many bridges on that section of track have been damaged and at least 1 mile of track has been lost. As a result, this segment is inoperable. The remaining operations of FCCM s 1,100-mile network are unaffected.

Due to the damage to the Chiapas line, we expect to lose approximately 1,200 carloads per month for the period of October through December 2005. The revenue impact of this loss of traffic in the fourth quarter of 2005 will be approximately \$2.5 million. In addition, the damage to the

Chiapas line will likely impact our Mexican operating results for at least the first two quarters of 2006.

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In addition to lost revenue, FCCM also expects to incur additional operating costs in the fourth quarter related to the storm—s impact covering matters such as car hire and additional security. FCCM carries property insurance, which could offset a portion of the additional operating costs and repair costs resulting from this damage, and FCCM is in discussions with its insurance carrier to determine the scope of coverage. In addition, FCCM representatives are in discussions with the relevant Mexican authorities concerning government funding of costs associated with the reconstruction and operation of the affected portion of the line.

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ITEM 2. MANAGEMENT S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS

The following discussion should be read in conjunction with our consolidated financial statements and related notes included elsewhere in this Quarterly Report on Form 10-Q, and with the consolidated financial statements, related notes and other financial information included in our 2004 Form 10-K.

Forward-Looking Statements

This report and other documents referred to in this report may contain forward-looking statements based on current expectations, estimates and projections about our industry, management s beliefs, and assumptions made by management. Words such as anticipates, intends, plans, bel seeks, estimates, variations of such words and similar expressions are intended to identify such forward-looking statements. These statements are not guarantees of future performance and are subject to certain risks, uncertainties and assumptions, including the following risks applicable to all of our operations: risks related to the acquisition and integration of railroads; difficulties associated with customers, competition, connecting carriers, employees and partners; derailments; adverse weather conditions; unpredictability of fuel costs; changes in environmental and other laws and regulations to which we are subject; general economic and business conditions; and additional risks associated with our foreign operations. Therefore, actual results may differ materially from those expressed or forecast in any such forward-looking statements. Such risks and uncertainties include, in addition to those set forth in this Item 2, those noted in our 2004 Form 10-K under Risk Factors. We undertake no obligation and expressly disclaim any current intention to update any forward-looking statements, whether as a result of new information, future events or otherwise.

General

When comparing our results of operations from one reporting period to another, you should consider the fact that we have historically experienced fluctuations in revenues and expenses due to one-time freight moves, customer plant expansions and shut-downs, sales of land and equipment, accidents and derailments. In periods when these events occur, results of operations are not easily comparable to other periods. Also, we have completed a number of recent acquisitions. Because of variations in the structure, timing and size of these acquisitions our operating results in any reporting period may not be directly comparable to our operating results in other reporting periods.

Further, we use the equity method of accounting to report earnings from our Australian and Bolivian affiliates. As a result, our discussion of revenues and expenses exclusively focuses on our North American operations. We provide a discussion of Australian operating results following our discussion of operating results of the Company.

In addition, certain of our commodity shipments are sensitive to general economic conditions in North America, including paper products in the United States and Canada, chemicals in the United States, and cement in Mexico. However, shipments of other important commodities such as salt are less affected by economic conditions and are more closely affected by the weather.

For a complete description of our accounting policies, see Note 2 to the audited consolidated financial statements for the year ended December 31, 2004 included in our 2004 Form 10-K.

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Results of Operations

Three Months Ended September 30, 2005 Compared to Three Months Ended September 30, 2004

Operating Revenues

Overview

Operating revenues were \$105.3 million in the quarter ended September 30, 2005, compared to \$77.2 million in the quarter ended September 30, 2004, an increase of \$28.1 million or 36.3%. The \$28.1 million increase in operating revenues consisted of \$17.3 million, \$3.1 million, \$1.1 million and \$600,000 in revenues from Rail Partners, TZPR, FCRD and Savannah Wharf operations, respectively, and an increase of \$6.0 million, or 7.8%, in revenues on existing operations. As a result of the strengthening of the Canadian dollar relative to the U.S. dollar in 2005, the average currency translation rate for the three months ended September 30, 2005 was 11.7% stronger than the rate for the quarter ended September 30, 2004, which had a \$1.3 million positive impact on total operating revenues. This impact should be considered in the following discussions of freight and non-freight operating revenues.

The following table sets forth operating revenues by acquisitions and existing operations for the quarters ended September 30, 2005 and 2004 (in thousands):

| | 2005 | | | 2004 | 2005-200 | 4 Variano | e Informat | tion |
|--------------------------|---------------------|-------------------|------------------------|---------------------|-----------------|-----------|------------------------------|------|
| | | | | | Increase in | | | |
| | Total Operations | New Operations | Existing Operations | Total Operations | Tota Operati | | Increas Existi Operati | ng |
| | \$ | \$ | \$ | \$ | \$ | % | \$ | % |
| Freight revenues | \$ 76,495 | \$ 13,945 | \$ 62,550 | \$ 57,109 | \$ 19,386 | 33.9% | \$ 5,441 | 9.5% |
| Non-freight revenues | 28,755 | 8,057 | 20,698 | 20,134 | 8,621 | 42.8% | 564 | 2.8% |
| Total operating revenues | \$ 105,250 | \$ 22,002 | \$ 83,248 | \$ 77,243 | \$ 28,007 | 36.3% | \$ 6,005 | 7.8% |

The \$19.4 million increase in freight revenues consisted of \$11.2 million, \$1.9 million and \$900,000 in freight revenues from Rail Partners, TZPR and FCRD operations, respectively, and \$5.4 million in freight revenues on existing operations. The \$8.6 million increase in non-freight revenues consisted of \$6.1 million, \$1.2 million, \$100,000 and \$600,000 in non-freight revenues from Rail Partners, TZPR, FCRD and Savannah Wharf operations, respectively, and \$600,000 in non-freight revenues on existing operations.

The following table compares freight revenues, carloads and average freight revenues per carload for the quarters ended September 30, 2005 and 2004:

Freight Revenues and Carloads Comparison by Commodity Group

Three Months Ended September 30, 2005 and 2004

Average

| | | | | | | | | | Fre Reve | ight enues |
|--------------------------|-----------|-----------|-----------|-----------|------------|-------------|----------|--------|-------------|---------------|
| | | Freight R | evenues | | | Carlo | ads | | Per C | arload |
| | | | (in t | housands, | except ave | erage per o | carload) | | | |
| | | % of | | % of | | % of | | % of | | |
| Commodity Group | 2005 | Total | 2004 | Total | 2005 | Total | 2004 | Total | 2005 | 2004 |
| | | | | | | | | | | |
| Pulp & Paper | \$ 17,272 | 22.6% | \$ 10,420 | 18.2% | 37,267 | 18.7% | 23,981 | 14.8% | \$ 463 | \$ 435 |
| Coal, Coke & Ores | 13,008 | 17.0% | 11,641 | 20.4% | 51,548 | 25.9% | 50,750 | 31.4% | 252 | 229 |
| Lumber & Forest Products | 9,667 | 12.6% | 6,628 | 11.6% | 27,018 | 13.6% | 19,861 | 12.3% | 358 | 334 |
| Minerals & Stone | 8,563 | 11.2% | 5,866 | 10.3% | 21,495 | 10.8% | 16,457 | 10.2% | 398 | 356 |
| Metals | 7,505 | 9.8% | 5,973 | 10.5% | 20,047 | 10.1% | 18,572 | 11.5% | 374 | 322 |
| Petroleum Products | 6,164 | 8.1% | 5,803 | 10.2% | 7,856 | 4.0% | 7,806 | 4.8% | 785 | 743 |
| Chemicals & Plastics | 5,877 | 7.7% | 4,021 | 7.0% | 10,795 | 5.4% | 7,499 | 4.6% | 544 | 536 |
| Farm & Food Products | 5,079 | 6.6% | 3,648 | 6.4% | 15,000 | 7.5% | 8,692 | 5.4% | 339 | 420 |
| Autos & Auto Parts | 1,365 | 1.8% | 1,350 | 2.4% | 2,658 | 1.3% | 3,048 | 1.9% | 514 | 443 |
| Intermodal | 563 | 0.7% | 587 | 1.0% | 1,279 | 0.6% | 1,724 | 1.1% | 440 | 340 |
| Other | 1,432 | 1.9% | 1,172 | 2.0% | 4,125 | 2.1% | 3,402 | 2.0% | 347 | 345 |
| | | | | | | | | | | |
| Total | \$ 76,495 | 100.0% | \$ 57,109 | 100.0% | 199,088 | 100.0% | 161,792 | 100.0% | 384 | 353 |

The following table sets forth freight revenues by acquisitions and existing operations for the three months ended September 30, 2005 and 2004 (dollars in thousands):

| | | 2005 | | | 2005-2004 Varia | | nce Information | |
|------------------|--|------------------------------------|------------|-----------|-----------------|-------|---------------------------------|-------|
| | | | | | Increase in | | | |
| | Total Operations | New Existing Operations Operations | | o . | | ions | Increase in Existing Operations | |
| | —————————————————————————————————————— | Operations | Operations | — — — — | Operat | 10115 | | |
| Freight revenues | \$ | \$ | \$ | \$ | \$ | % | \$ | % |
| | | | | | | | | |
| Pulp & Paper | \$ 17,272 | \$ 5,005 | \$ 12,267 | \$ 10,420 | \$ 6,852 | 65.8% | \$ 1,847 | 17.7% |

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| Coal, Coke & Ores | 13,008 | 889 | 12,119 | 11,641 | 1,367 | 11.8% | 478 | 4.1% |
|--------------------------|-----------|-----------|-----------|-----------|-----------|-------|----------|-------|
| Lumber & Forest Products | 9,667 | 2,309 | 7,358 | 6,628 | 3,039 | 45.9% | 730 | 11.0% |
| Minerals & Stone | 8,563 | 1,331 | 7,233 | 5,866 | 2,697 | 46.0% | 1,367 | 23.3% |
| Metals | 7,505 | 924 | 6,581 | 5,973 | 1,532 | 25.6% | 608 | 10.2% |
| Petroleum Products | 6,164 | 388 | 5,776 | 5,803 | 361 | 6.2% | (27) | -0.5% |
| Chemicals & Plastics | 5,877 | 1,336 | 4,541 | 4,021 | 1,856 | 46.2% | 520 | 13.0% |
| Farm & Food Products | 5,079 | 1,530 | 3,548 | 3,648 | 1,431 | 39.2% | (100) | -2.7% |
| Autos & Auto Parts | 1,365 | 7 | 1,358 | 1,350 | 15 | 1.1% | 8 | 0.6% |
| Intermodal | 563 | | 563 | 587 | (24) | -4.1% | (24) | -4.1% |
| Other | 1,432 | 226 | 1,206 | 1,172 | 260 | 22.2% | 34 | 2.9% |
| | | | | | | | | |
| Total freight revenues | \$ 76,495 | \$ 13,945 | \$ 62,550 | \$ 57,109 | \$ 19,386 | 33.9% | \$ 5,441 | 9.5% |
| | | | | | | | | |

The following information discusses the material changes in commodity groups on existing freight revenues.

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Pulp and paper revenues increased by \$1.8 million of which \$1.4 million was from our Canada Region consisting of \$600,000 from increased carloads and \$800,000 from rate and fuel escalation increases. Also contributing to the \$1.8 million increase was \$300,000 from our Rail Link Region consisting of \$100,000 from increased carloads and \$200,000 from rate and fuel escalation increases, and \$100,000 was from our New York-Pennsylvania Region primarily due to rate and fuel escalation increases.

Coal, coke and ores revenues increased by \$500,000 primarily due to rate and fuel escalation increases on carloads of coal from our New York-Pennsylvania Region. The coal was primarily hauled for use in electricity generating facilities.

Lumber and forest products revenues increased by \$700,000 of which \$500,000 was from our Oregon region consisting of \$400,000 from increased carloads and \$100,000 from rate and fuel escalation increases, and \$200,000 was from our New York-Pennsylvania Region primarily due to rate and fuel escalation increases.

Minerals & stone revenues increased by \$1.4 million of which \$500,000 was from our Mexico Region primarily due to rate increases. Also contributing to the \$1.4 million increase was \$300,000 from our New York-Pennsylvania Region due equally to increased carloads and rate and fuel escalation increases, \$300,000 from our Canada Region due primarily to rate and fuel escalation increases, and \$300,000 from a net increase in all remaining Regions.

Metals revenues increased by \$600,000 of which \$400,000 was from our New York-Pennsylvania Region consisting of \$600,000 from rate and fuel escalation increases offset by \$200,000 from decreased carloads, and \$200,000 from a net increase in all remaining Regions.

Chemicals & plastics revenues increased by \$500,000 of which \$300,000 was from our Canada Region consisting of \$100,000 from increased carloads and \$200,000 from rate and fuel escalation increases, and \$200,000 was from our New York-Pennsylvania Region due to rate and fuel escalation increases.

Total carloads were 199,088 in the quarter ended September 30, 2005, compared to 161,792 in the quarter ended September 30, 2004, an increase of 37,296 carloads, or 23.1%. The increase consisted of 39,186 carloads from Rail Partners, TZPR and FCRD operations, offset by a decrease of 1,890 carloads, or 1.2%, on existing operations.

The overall average revenues per carload increased 8.8% to \$384, in the quarter ended September 30, 2005, compared to \$353 per carload in the quarter ended September 30, 2004 due to a combination of rate increases, fuel escalation pass-through clauses in transportation agreements and a change in the mix of business.

Non-Freight Revenues

Non-freight revenues were \$28.8 million in the quarter ended September 30, 2005, compared to \$20.1 million in the quarter ended September 30, 2004, an increase of \$8.7 million, or 42.8%. The \$8.7 million increase in non-freight revenues consisted of \$6.1 million, \$1.2 million, \$600,000 and \$200,000 in non-freight revenues from Rail Partners, TZPR, Savannah Wharf and FCRD operations, respectively, and

\$600,000 in non-freight revenues on existing operations.

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The following table compares non-freight revenues for the quarters ended September 30, 2005 and 2004:

Non-Freight Revenues Comparison

Three Months Ended September 30, 2005 and 2004

| | | % of | % of | |
|----------------------------|-----------|---------------|-----------|--------|
| | 2005 | Total | 2004 | Total |
| | | (Dollars in t | | |
| Railcar switching | \$ 13,588 | 47.3% | \$ 10,234 | 50.8% |
| Car hire and rental income | 5,064 | 17.6% | 3,131 | 15.6% |
| Demurrage and storage | 3,154 | 11.0% | 1,983 | 9.8% |
| Car repair services | 1,243 | 4.3% | 1,295 | 6.4% |
| Other operating income | 5,706 | 19.8% | 3,491 | 17.4% |
| | | | | |
| Total non-freight revenues | \$ 28,755 | 100.0% | \$ 20,134 | 100.0% |
| | | | | |

The following table sets forth non-freight revenues by acquisitions and existing operations for the three months ended September 30, 2005 and 2004 (in thousands):

| | | 2005 | | | | | 2004 | 2005-2004 Variance Information | | | |
|----------------------------|---------------------|---|-------|--------------------|--------|----|------------------------------------|--------------------------------|---------------------------------|--------|----------|
| | Total Operations | Total New Existi Operations Operations Operat | | Existing perations | 8 | | Increase in Total Operations | | Increase in Existing Operations | | |
| | \$ | | \$ | | \$ | | \$ | \$ | % | \$ | % |
| Railcar switching | \$ 13,588 | \$ | 2,908 | \$ | 10,680 | \$ | 10,234 | \$ 3,354 | 32.8% | \$ 446 | 4.4% |
| Car hire and rental income | 5,064 | | 2,305 | | 2,759 | | 3,131 | 1,933 | 61.7% | (372) | -11.9% |
| Demurrage and storage | 3,154 | | 737 | | 2,417 | | 1,983 | 1,171 | 59.1% | 434 | 21.9% |
| Car repair services | 1,243 | | 96 | | 1,147 | | 1,295 | (52) | -4.0% | (148) | -11.4% |
| Other operating income | 5,706 | | 2,011 | | 3,695 | | 3,491 | 2,215 | 63.5% | 204 | 5.8% |
| | | | | _ | | _ | | | | | |
| Total non-freight revenues | \$ 28,755 | \$ | 8,057 | \$ | 20,698 | \$ | 20,134 | \$ 8,621 | 42.8% | \$ 564 | 2.8% |
| | | _ | | | | _ | | | | | |

The following information discusses the material changes in non-freight revenues on existing operations.

Railcar switching revenues increased \$400,000 primarily in our Rail Link Region due to new customers and volume and rate increases at existing customers.

| Car hire and rental income decreased \$400,000 primarily in our Canada and Mexico Regions due to reduced off-line revenue service for certain of our rail cars in these Regions. |
|--|
| Demurrage and storage revenues increased \$400,000 primarily in our Canada and Rail Link Regions due mainly to carload increases. |
| Operating Expenses |
| Overview |
| |

Operating expenses were \$81.2 million in the quarter ended September 30, 2005, compared to \$64.1 million in the quarter ended September 30, 2004, an increase of \$17.1 million, or 26.7%. The increase was attributable to \$10.1 million, \$2.5 million, \$800,000 and \$300,000 from Rail Partners, TZPR, FCRD and Savannah Wharf operations, respectively, and an increase of \$3.4 million on existing operations.

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As a result of the strengthening of the Canadian dollar relative to the U.S. dollar in 2005, the average currency translation rate for the three months ended September 30, 2005 was 11.7% stronger than the rate for the quarter ended September 30, 2004, which had a \$1.4 million negative impact on our operating expenses. This impact should be considered in the following discussions of operating expenses.

Operating Ratios

Our operating ratio, defined as total operating expenses divided by total operating revenues, improved to 77.1% in the quarter ended September 30, 2005, from 82.9% in the quarter ended September 30, 2004.

The following table sets forth a comparison of our operating expenses for the quarters ended September 30, 2005 and 2004:

Operating Expense Comparison

Three Months Ended September 30, 2005 and 2004

| | 20 | 05 | 2004 | | |
|---|-----------|---------------|-----------|-------------------------|--|
| | | Percent of | | | |
| | | Operating | | Percent of Operating | |
| | \$ | Revenues | \$ | Revenues | |
| | | (Dollars in t | nousands) | | |
| Labor and benefits | \$ 31,379 | 29.8% | \$ 26,551 | 34.4% | |
| Equipment rents | 9,281 | 8.8% | 7,100 | 9.2% | |
| Purchased services | 7,583 | 7.2% | 4,493 | 5.8% | |
| Depreciation and amortization | 7,058 | 6.7% | 4,812 | 6.2% | |
| Diesel fuel | 10,709 | 10.2% | 6,222 | 8.1% | |
| Casualties and insurance | 4,548 | 4.3% | 4,598 | 6.0% | |
| Materials | 5,131 | 4.9% | 3,826 | 5.0% | |
| Net gain on sale and impairment of assets | (3,368) | -3.2% | 81 | 0.1% | |
| Other expenses | 8,850 | 8.4% | 6,360 | 8.1% | |
| | | | | | |
| Total operating expenses | \$ 81,171 | 77.1% | \$ 64,043 | 82.9% | |

Labor and benefits expense was \$31.4 million in the quarter ended September 30, 2005, compared to \$26.6 million in the quarter ended September 30, 2004, an increase of \$4.8 million, or 18.2%. The increase was attributable to \$3.5 million in labor and benefits expense from Rail Partners, TZPR, Savannah Wharf and FCRD operations, and an increase of \$1.3 million from existing operations. The increase from existing operations was due to an increased number of employees, and regular wage and benefit increases. As a percentage of total revenues, labor and benefits decreased in 2005 to 29.8% from 34.4% in 2004 primarily due to Rail Partners operations, which uses a higher level of contract services than does our existing operations.

Equipment rents were \$9.3 million in the quarter ended September 30, 2005, compared to \$7.1 million in the quarter ended September 30, 2004, an increase of \$2.2 million, or 30.7%. The increase was attributable to \$2.2 million in equipment rents from Rail Partners, TZPR, Savannah Wharf and FCRD operations. As a percentage of total revenues, equipment rents decreased in 2005 to 8.8% from 9.2% in 2004.

Purchased services were \$7.6 million in the quarter ended September 30, 2005, compared to \$4.5 million in the quarter ended September 30, 2004, an increase of \$3.1 million, or 68.8%. The increase was attributable to \$1.9 million in purchased services from Rail Partners, TZPR, Savannah Wharf and FCRD operations, and an

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increase of \$1.2 million from existing operations primarily due to the provision of terminal services in our Mexico Region. As a percentage of total revenues, purchased services increased in 2005 to 7.2% from 5.8% in 2004 primarily due to Rail Partners operations, which uses a higher level of contract services than does our existing operations.

Depreciation and amortization expense was \$7.0 million in the quarter ended September 30, 2005, compared to \$4.8 million in the quarter ended September 30, 2004, an increase of \$2.2 million, or 46.7%. The increase was attributable to \$2.0 million in depreciation and amortization from Rail Partners, TZPR, Savannah Wharf and FCRD operations, and an increase of \$200,000 from existing operations. As a percentage of total revenues, depreciation and amortization increased in 2005 to 6.7% from 6.2% in 2004.

Diesel fuel expense was \$10.7 million in the quarter ended September 30, 2005, compared to \$6.2 million in the quarter ended September 30, 2004, an increase of \$4.5 million, or 72.1%. The increase was attributable to \$1.3 million in diesel fuel from Rail Partners, TZPR, Savannah Wharf and FCRD operations, and an increase of \$3.2 million on existing operations of which \$2.9 million was due to a 45.3% increase in the average price per gallon. As a percentage of total revenues, diesel fuel increased in 2005 to 10.2% from 8.1% in 2004.

Casualties and insurance expense was \$4.5 million in the quarter ended September 30, 2005, compared to \$4.6 million in the quarter ended September 30, 2004, a net decrease of \$100,000, or 1.1%. The net decrease was attributable to a decrease of \$700,000 on existing operations of which \$500,000 was FELA and third party claims offset by \$600,000 in casualties and insurance from Rail Partners, TZPR, Savannah Wharf and FCRD operations. As a percentage of total revenues, casualties and insurance decreased in 2005 to 4.3% from 6.0% in 2004.

Materials expense was \$5.1 million in the quarter ended September 30, 2005, compared to \$3.8 million in the quarter ended September 30, 2004, an increase of \$1.3 million or 34.1%. The increase was attributable to \$650,000 in material from Rail Partners, TZPR, Savannah Wharf and FCRD operations, and an increase of \$650,000 on existing operations primarily in our Canada Region due to increased track and equipment maintenance. As a percentage of total revenues, materials decreased in 2005 to 4.9% from 5.0% in 2004.

Net (gain) loss on sale and impairment of assets was a gain of \$3.4 million in the quarter ended September 30, 2005, compared to a loss of \$100,000 in the quarter ended September 30, 2004, an increase of \$3.5 million. The gain of \$3.4 million in the quarter ended September 30, 2005, was attributable to the sale of 32 miles of track assets from an abandoned rail line in our New York-Pennsylvania Region.

Other expenses combined were \$8.9 million in the quarter ended September 30, 2005, compared to \$6.4 million in the quarter ended September 30, 2004, an increase of \$2.5 million, or 39.2%. The increase was attributable to \$1.3 million from Rail Partners, TZPR, Savannah Wharf and FCRD operations of which \$800,000 is property lease expense on TZPR, and an increase of \$1.2 million on existing operations primarily due to legal, accounting, acquisition and consulting expenses. As a percentage of total revenues, other expenses increased in 2005 to 8.4% from 8.1% in 2004.

Interest Expense

Interest expense was \$4.9 million in the quarter ended September 30, 2005, compared to \$2.4 million in the quarter ended September 30, 2004, an increase of \$2.5 million, or 109.1%, primarily due to higher outstanding debt resulting from the June 1, 2005 acquisition of Rail Partners.

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Other Income (Expense), Net

Other income, net, in the quarter ended September 30, 2005, was \$100,000 compared to other expense, net of \$200,000 in the quarter ended September 30, 2004, an increase of \$300,000. The increase is primarily due to a non-cash exchange rate translation gain of \$100,000 in 2005 compared to a non-cash exchange rate translation loss of \$200,000 in 2004 on U.S. dollar-denominated debt held in Mexico.

Income Taxes

Our effective income tax rate in the quarter ended September 30, 2005, was 24.7% compared to 40.3% in the quarter ended September 30, 2004. The decrease was primarily attributable to an income tax credit enacted as part of the American Jobs Creation Act of 2004 that reduced tax expense by \$1.9 million and a \$700,000 tax benefit related to legislative changes in Mexico concerning deductibility of employee profit sharing. The U.S. legislation provides for a credit against income taxes for track maintenance expenditures incurred from January 1, 2005 through December 31, 2007. The credit is equal to 50% of qualifying expenditures and is limited to \$3,500 multiplied by the number of miles of U.S. railroad track we own or lease.

Equity in Net Income of International Affiliates

Equity earnings of international affiliates were \$2.6 million in the quarter ended September 30, 2005, compared to \$3.8 million in the quarter ended September 30, 2004, a decrease of \$1.2 million. Equity earnings in the quarter ended September 30, 2005, consisted of \$2.4 million from Australian Railroad Group and \$200,000 from South American affiliates. Equity earnings in the quarter ended September 30, 2004, consisted of \$3.5 million from Australian Railroad Group and \$300,000 from South American affiliates. See additional information regarding ARG s financial results and the impact of exchange rate changes in Supplemental Information Australian Railroad Group.

Net Income and Earnings Per Share

Net income in the quarter ended September 30, 2005, was \$17.0 million compared to net income of \$10.1 million in the quarter ended September 30, 2004, an increase of \$6.9 million, or 68.0%. The increase in net income was the result of an increase in North American operations of \$8.1 million, offset by a decrease in equity in net income of international affiliates of \$1.2 million.

Basic Earnings Per Share increased by \$0.27, or 64.3%, to \$0.69 in the quarter ended September 30, 2005, from \$0.42 in the quarter ended September 30, 2004. Diluted Earnings Per Share increased by \$0.24, or 64.9%, to \$0.61 in the quarter ended September 30, 2005 from \$0.37 in the quarter ended September 30, 2004. Weighted average shares for basic and diluted were 24.7 million and 27.9 million, respectively, in the quarter ended September 30, 2005, compared to 24.2 million and 27.5 million, respectively, in the quarter ended September 30, 2004.

Supplemental Information Australian Railroad Group

ARG is owned 50% by us and 50% by Wesfarmers Limited, a public corporation based in Perth, Western Australia. We account for our 50% ownership in ARG under the equity method of accounting. As a result of the strengthening of the Australian dollar relative to the U.S. dollar in 2005, the average currency translation rate for the quarter ended September 30, 2005, was 7.5% stronger than the rate for the quarter ended September 30, 2004, the impact of which should be considered in the following discussions of equity earnings, freight and non-freight operating revenues, and operating expenses.

In the quarters ended September 30, 2005 and 2004, we recorded \$2.4 million and \$3.5 million, respectively, of equity earnings from ARG, which is reported in the accompanying consolidated statements of income under the caption Equity in Net Income of International Affiliates Australia. The following table provides ARG s freight revenues, carloads and average freight revenues per carload for the quarters ended September 30, 2005 and 2004.

ARG Freight Revenues

Australian Railroad Group Freight Revenues and Carloads by Commodity Group

Three Months Ended September 30, 2005 and 2004

Average Freight

| | | | | | | | | | Reve | enues |
|-------------------------|---|------------------|-----------|--------|----------|--------|---------|--------|-------------|--------|
| | | Freight Revenues | | | Carloads | | | | Per Carload | |
| | | % of | | % of | | % of | | % of | | |
| Commodity Group | 2005 | Total | 2004 | Total | 2005 | Total | 2004 | Total | 2005 | 2004 |
| | (U.S. dollars in thousands, except average per carload) | | | | | | | | | |
| Grain | \$ 20,580 | 28.6% | \$ 26,392 | 37.9% | 48,528 | 20.2% | 69,185 | 28.1% | \$ 424 | \$ 381 |
| Other Ores and Minerals | 14,579 | 20.3% | 14,665 | 21.1% | 24,454 | 10.2% | 28,218 | 11.5% | 596 | 520 |
| Iron Ore | 15,307 | 21.3% | 10,588 | 15.2% | 56,526 | 23.5% | 47,886 | 19.4% | 271 | 221 |
| Alumina | 5,376 | 7.5% | 4,837 | 6.9% | 39,902 | 16.6% | 38,785 | 15.8% | 135 | 125 |
| Bauxite | 3,702 | 5.1% | 3,113 | 4.5% | 34,815 | 14.5% | 32,101 | 13.0% | 106 | 97 |
| Hook and Pull (Haulage) | 2,518 | 3.5% | 364 | 0.5% | 3,778 | 1.6% | 960 | 0.4% | 666 | 379 |
| Gypsum | 945 | 1.3% | 748 | 1.1% | 12,705 | 5.3% | 12,180 | 4.9% | 74 | 61 |
| Other | 8,888 | 12.4% | 8,946 | 12.8% | 19,718 | 8.1% | 16,927 | 6.9% | 451 | 529 |
| | | | | | | | | | | |
| Total | \$ 71,895 | 100.0% | \$ 69,653 | 100.0% | 240,426 | 100.0% | 246,242 | 100.0% | 299 | 283 |
| | | | | | | | | | | |

ARG s freight revenues were \$71.9 million in the quarter ended September 30, 2005 compared to \$69.7 million in the quarter ended September 30, 2004, an increase of \$2.2 million, or 3.2%. In local currency, freight revenues decreased 3.6% in the quarter ended September 30, 2005, compared to the quarter ended September 30, 2004.

Total ARG carloads were 240,426 in the quarter ended September 30, 2005, compared to 246,242 in the quarter ended September 30, 2004, a decrease of 5,816, or 2.4%. The net decline of 5,816 carloads resulted primarily from a decrease in grain of 20,657 carloads due to smaller grain harvests in Western Australia and South Australia. There was also a decrease in other ores and minerals of 3,764 carloads due to reduced production in Western Australia of coal, nickel and sulphuric acid. These declines were partially offset by an increase in iron ore of 8,640 carloads due to the expansion of customer production facilities in Western Australia, an increase in hook and pull (haulage) of 2,818 carloads due to new intermodal service and an increase in bauxite of 2,714 carloads. All other commodities combined increased 4,433 carloads. Average freight revenues per carload increased from \$283 to \$299. In local currency, the average revenue per carload decreased 1.3% due principally to the change of mix in business.

ARG Non-Freight Revenues

ARG s non-freight revenues were \$15.4 million in the quarter ended September 30, 2005, compared to \$14.0 million in the quarter ended September 30, 2004, an increase of \$1.4 million or 9.8%. In local currency, non-freight revenues increased 2.5% in the quarter ended September 30, 2005, compared to the quarter ended September 30, 2004. The \$1.4 million increase in non-freight revenues was primarily attributable to a higher level of track and crossing work carried out for third parties and exchange rate impact. The following table compares ARG s non-freight revenues for the quarters ended September 30, 2005 and 2004:

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Australian Railroad Group

Non-Freight Revenues Comparison

Three Months Ended September 30, 2005 and 2004

| | | % of | | |
|-------------------------------|-----------|------------------------|---------------|--------|
| | 2005 | Total | 2004 | Total |
| | (U | J .S. dollars i | in thousands) | |
| Third party track access fees | \$ 5,140 | 33.3% | \$ 4,943 | 35.2% |
| Alice Springs to Darwin Line | 1,865 | 12.1% | 1,668 | 11.9% |
| Other operating income | 8,418 | 54.6% | 7,431 | 52.9% |
| | | | | |
| Total non-freight revenues | \$ 15,423 | 100.0% | \$ 14,042 | 100.0% |
| | | | | |

ARG Operating Expenses

ARG s operating expenses were \$73.2 million in the quarter ended September 30, 2005, compared to \$67.0 million in the quarter ended September 30, 2004, an increase of \$6.3 million, or 9.4%. The following table sets forth a comparison of ARG s operating expenses in the quarters ended September 30, 2005 and 2004:

Australian Railroad Group

Operating Expense Comparison

Three Months Ended September 30, 2005 and 2004

| | 20 | 005 | 2 | 004 | |
|--|-----------|-----------------|--------------|-------------------------|--|
| | | Percent of | | | |
| | | Operating | | Percent of Operating | |
| | \$ | Revenues | \$ | Revenues | |
| | | (U.S. dollars i | n thousands) | | |
| Labor and benefits | \$ 17,973 | 20.6% | \$ 14,530 | 17.4% | |
| Equipment rents | 833 | 1.0% | 667 | 0.8% | |
| Purchased services | 17,384 | 19.9% | 20,840 | 24.9% | |
| Depreciation and amortization | 7,990 | 9.2% | 6,748 | 8.1% | |
| Diesel fuel used in operations | 9,263 | 10.6% | 6,869 | 8.2% | |
| Diesel fuel for sales to third parties | 5,645 | 6.4% | 5,385 | 6.4% | |

| Casualties and insurance | 2,266 | 2.6% | 1,620 | 1.9% |
|--|-----------|-------|-----------|-------|
| Materials | 4,107 | 4.7% | 3,759 | 4.5% |
| Net loss (gain) on sale and impairment of assets | 22 | 0.0% | (95) | -0.1% |
| Other expenses | 7,744 | 8.9% | 6,636 | 7.9% |
| | | | | |
| Total operating expenses | \$ 73,227 | 83.9% | \$ 66,959 | 80.0% |
| | | | | |

Labor and benefits expense as a percentage of revenues increased to 20.6% in the quarter ended September 30, 2005, compared to 17.4% in the quarter ended September 30, 2004. In local currency, labor and benefits increased 15.6% in the three months ended September 30, 2005, compared to the three months ended September 30, 2004. The increase was primarily due to an increase in employee costs associated with a transition of locomotive maintenance work from external contractors to in-house employees, an increase in employee wages, and the hiring and training of new locomotive drivers.

Purchased services decreased to 19.9% as a percentage of revenues in the quarter ended September 30, 2005, compared to 24.9% of revenues in the quarter ended September 30, 2004. In local currency, purchased services decreased 22.1% in 2005 compared to 2004. The decrease was due to a transition of locomotive maintenance from work external contractors to in-house employees, a decrease in the average number of contract locomotive drivers by 75 individuals compared with 2004, and a reduction in grain transfer costs.

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Depreciation and amortization expense as a percentage of revenues, increased to 9.2% in the quarter ended September 30, 2005, compared to 8.1% in the quarter ended September 30, 2004. In local currency, depreciation and amortization increased 10.6% in 2005 compared to 2004. The increase was primarily due to higher depreciation related to an increase in capital expenditures during 2004 and 2005.

Diesel fuel used in operations increased to 10.6% of revenues in the quarter ended September 30, 2005, compared to 8.2% of revenues in the quarter ended September 30, 2004. In local currency, the cost of fuel used in operations increased 25.9% in 2005 compared to 2004 due to a 33.8% increase in fuel prices partially offset by a 5.5% reduction in fuel consumed due primarily to lower grain traffic.

Diesel fuel sold to third parties remained constant at 6.4% of revenues in the quarters ended September 30, 2005 and September 30, 2004. In local currency, the cost of diesel fuel sold to third parties decreased 2.1% in 2005 compared to 2004. The decrease was due to a 22.5% reduction in the volume of fuel sold partially offset by higher fuel prices.

Casualties and insurance increased to 2.6% of revenues in the quarter ended September 30, 2005, compared to 1.9% of revenues in the quarter ended September 30, 2004. In local currency, casualties and insurance increased 30.9% in 2005 compared to 2004. The increase was primarily due to additional restoration costs related to two derailments which occurred near Koolyanobbing, Western Australia in January 2005.

Materials expense as a percentage of revenues increased to 4.7% in the quarter ended September 30, 2005, compared to 4.5% in the quarter ended September 30, 2004. In local currency, materials expense increased 2.1% in 2005 compared to 2004. The increase was due to track related materials usage associated with rail grinding programs.

Other expenses as a percentage of revenues increased to 8.9% in the quarter ended September 30, 2005, compared to 7.9% in the quarter ended September 30, 2004. In local currency, other expenses increased 9.0% in 2005 compared to 2004. The increase was primarily due to an increase in track and crossing work performed for third parties.

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Nine Months Ended September 30, 2005 Compared to Nine Months Ended September 30, 2004

Operating Revenues

Overview

Operating revenues were \$282.1 million in the nine months ended September 30, 2005, compared to \$223.7 million in the nine months ended September 30, 2004, an increase of \$58.4 million, or 26.1%. The \$58.4 million increase in operating revenues consisted of \$22.3 million, \$8.3 million, \$1.9 million and \$1.7 million in revenues from Rail Partners, TZPR, FCRD and Savannah Wharf operations, respectively, and an increase of \$24.1 million, or 10.8%, in revenues on existing operations. As a result of the strengthening of the Canadian dollar relative to the U.S. dollar in 2005, the average currency translation rate for the nine months ended September 30, 2005, was 11.2% more favorable than the rate for the quarter ended September 30, 2004, the \$3.8 million impact of which should be considered in the following discussions of freight and non-freight operating revenues. The following table sets forth operating revenues by acquisitions and existing operations for the nine months ended September 30, 2005 and 2004 (in thousands):

| | | 2005 | | | 2004 | 2005-20 | 004 Variai | nce Information | | |
|--------------------------|---------------------|-------------|------|------------------------|---------------------|----------------------------|------------|-------------------------------|-------|--|
| | Total Operations | Ne Opera | | Existing Operations | Total Operations | Increas Tota Operati | l | Increas Existii Operati | ng | |
| | \$ | \$ | | \$ | \$ | \$ | % | \$ | % | |
| Freight revenues | \$ 208,659 | \$ 21 | ,371 | \$ 187,288 | \$ 167,826 | \$ 40,833 | 24.3% | \$ 19,462 | 11.6% | |
| Non-freight revenues | 73,414 | \$ 12 | ,900 | 60,514 | 55,881 | 17,533 | 31.4% | 4,633 | 8.3% | |
| | | | | | | | | | | |
| Total operating revenues | \$ 282,073 | \$ 34 | ,271 | \$ 247,802 | \$ 223,707 | \$ 58,366 | 26.1% | \$ 24,095 | 10.8% | |
| | | | | | | | | | | |

The \$40.8 million increase in freight revenues consisted of \$14.8 million, \$4.9 million and \$1.7 million in freight revenues from Rail Partners, TZPR and FCRD operations, respectively, and \$19.4 million in freight revenues on existing operations. The \$17.5 million increase in non-freight revenues consisted of \$7.5 million, \$3.4 million, \$300,000 and \$1.7 million in non-freight revenues from Rail Partners, TZPR, FCRD and Savannah Wharf operations, respectively, and \$4.6 million in non-freight revenues on existing operations.

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The following table compares freight revenues, carloads and average freight revenues per carload for the nine months ended September 30, 2005 and 2004:

Freight Revenues and Carloads Comparison by Commodity Group

Nine Months Ended September 30, 2005 and 2004

Average

| | | | | | | | | | Fre Reve | ight |
|--------------------------|------------|-----------|------------|------------|-------------|------------|----------|--------|-------------|--------|
| | | Freight R | evenues | | | Carlo | ads | | Per Ca | arload |
| | | | (Dollar | s in thous | ands, excep | ot average | per car) | | | |
| | <u> </u> | % of | | % of | | % of | | % of | | |
| Commodity Group | 2005 | Total | 2004 | Total | 2005 | Total | 2004 | Total | 2005 | 2004 |
| Pulp & Paper | \$ 42,282 | 20.3% | \$ 29,710 | 17.7% | 93,362 | 17.1% | 70,171 | 14.9% | \$ 453 | \$ 423 |
| Coal, Coke & Ores | 38,421 | 18.4% | 34,440 | 20.5% | 147,192 | 27.0% | 144,051 | 30.6% | 261 | 239 |
| Lumber & Forest Products | 26,020 | 12.5% | 18,793 | 11.2% | 72,505 | 13.3% | 57,323 | 12.2% | 359 | 328 |
| Minerals & Stone | 21,389 | 10.3% | 16,695 | 9.9% | 53,284 | 9.8% | 44,850 | 9.5% | 401 | 372 |
| Metals | 20,847 | 10.0% | 17,078 | 10.2% | 57,966 | 10.6% | 53,940 | 11.5% | 360 | 317 |
| Petroleum Products | 19,869 | 9.5% | 18,251 | 10.9% | 25,369 | 4.7% | 24,301 | 5.2% | 783 | 751 |
| Chemicals & Plastics | 15,799 | 7.6% | 11,996 | 7.1% | 29,868 | 5.5% | 22,775 | 4.8% | 529 | 527 |
| Farm & Food Products | 13,527 | 6.5% | 11,387 | 6.8% | 39,407 | 7.2% | 27,058 | 5.8% | 343 | 421 |
| Autos & Auto Parts | 5,248 | 2.5% | 4,946 | 2.9% | 10,866 | 2.0% | 11,458 | 2.4% | 483 | 432 |
| Intermodal | 1,561 | 0.7% | 1,769 | 1.1% | 3,577 | 0.7% | 4,824 | 1.0% | 436 | 367 |
| Other | 3,696 | 1.7% | 2,761 | 1.7% | 12,121 | 2.1% | 9,711 | 2.1% | 305 | 284 |
| | | | | | | | | | | |
| Total | \$ 208,659 | 100.0% | \$ 167,826 | 100.0% | 545,517 | 100.0% | 470,462 | 100.0% | 382 | 357 |

The following table sets forth freight revenues by acquisitions and existing operations for the nine months ended September 30, 2005 and 2004 (dollars in thousands):

| | | 2005 | | | | 2005-2004 Variance Information | | | | |
|--------------------------|---------------------|-------------------|------------------------|---------------------|------------|--------------------------------|------------------------------|-------|--|--|
| | Total Operations | New Operations | Existing Operations | Total Operations | Increase i | | Increas Existi Operati | ng | | |
| Freight revenues | \$ | \$ | \$ | \$ | \$ | % | \$ | % | | |
| | | | | | | | | | | |
| Pulp & Paper | \$ 42,282 | \$ 6,716 | \$ 35,566 | \$ 29,710 | \$ 12,572 | 42.3% | \$ 5,856 | 19.7% | | |
| Coal, Coke & Ores | 38,421 | 1,744 | 36,677 | 34,440 | 3,981 | 11.6% | 2,237 | 6.5% | | |
| Lumber & Forest Products | 26,020 | 3,090 | 22,930 | 18,793 | 7,227 | 38.5% | 4,137 | 22.0% | | |

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| Minerals & Stone | 21,389 | 1,838 | 19,551 | 16,695 | 4,694 | 28.1% | 2,856 | 17.1% |
|------------------------|------------|-----------|------------|------------|-----------|--------|-----------|--------|
| Metals | 20,847 | 1,815 | 19,032 | 17,078 | 3,769 | 22.1% | 1,954 | 11.4% |
| Petroleum Products | 19,869 | 614 | 19,255 | 18,251 | 1,618 | 8.9% | 1,004 | 5.5% |
| Chemicals & Plastics | 15,799 | 2,118 | 13,681 | 11,996 | 3,803 | 31.7% | 1,685 | 14.0% |
| Farm & Food Products | 13,527 | 2,880 | 10,647 | 11,387 | 2,140 | 18.8% | (740) | -6.5% |
| Autos & Auto Parts | 5,248 | 25 | 5,223 | 4,946 | 302 | 6.1% | 277 | 5.6% |
| Intermodal | 1,561 | | 1,561 | 1,769 | (208) | -11.8% | (208) | -11.8% |
| Other | 3,696 | 531 | 3,165 | 2,761 | 935 | 33.9% | 404 | 14.6% |
| | | | | | | | | |
| Total freight revenues | \$ 208,659 | \$ 21,371 | \$ 187,288 | \$ 167,826 | \$ 40,833 | 24.3% | \$ 19,462 | 11.6% |
| | | | | | | | | |

The following information discusses the material changes in commodity groups on existing freight revenues.

Pulp and paper revenues increased by \$5.9 million of which \$4.0 million was from our Canada Region consisting of \$2.2 million from increased carloads and \$1.8 million from rate and fuel escalation increases. Also contributing to the \$5.9 million increase was \$1.1 million from our Rail Link Region consisting of \$700,000 from increased carloads and \$400,000 from rate and fuel escalation increases, and \$800,000 was from a net increase in all remaining Regions primarily due to rate and fuel escalation increases.

Coal, coke and ores revenues increased by \$2.2 million from hauling carloads of coal, primarily for electricity generating facilities, of which \$1.2 million was from our New York-Pennsylvania Region consisting of \$200,000 from increased carloads and \$1.0 million from rate and fuel escalation increases. Also contributing to the \$2.2 million increase was \$600,000 from our Utah Region primarily due to rate and fuel escalation increases and \$400,000 from a net increase in all remaining Regions primarily due to rate and fuel escalation increases.

Lumber and forest products revenues increased by \$4.1 million of which \$2.4 million was from our Oregon Region consisting of \$1.7 million from increased carloads and \$700,000 from rate and fuel escalation increases. Also contributing to the \$4.1 million increase was \$1.0 million from our Rail Link Region consisting of \$200,000 from increased carloads and \$800,000 from rate and fuel escalation increases, \$400,000 from our New York-Pennsylvania Region and \$300,000 from our remaining Regions both primarily due to increased carloads.

Minerals & stone revenue increased by \$2.9 million of which \$1.1 million was from our Mexico Region consisting of \$300,000 from increased carloads and \$800,000 from rate increases. Also contributing to the \$2.9 million increase was \$600,000 from our Canada Region consisting of \$200,000 from increased carloads and \$400,000 from rate and fuel escalation increases, \$400,000 from our Rail Link Region due to increased carloads, \$600,000 from our New York-Pennsylvania and Oregon Regions and \$200,000 from a net increase in all remaining Regions primarily due to rate and fuel escalation increases.

Metals revenue increased by \$2.0 million of which \$1.1 million was from our New York-Pennsylvania Region consisting of \$1.5 million from rate and fuel escalation increases offset by \$400,000 from decreased carloads. Also contributing to the \$2.0 million increase was \$600,000 from our Canada Region and \$300,000 from our Oregon Region due to rate and fuel escalation increases.

Petroleum products revenue increased by \$1.0 million of which \$800,000 was from our Mexico Region consisting of \$1.2 million from increased carloads offset by \$400,000 from rate decreases. Also contributing to the \$1.0 million increase was \$200,000 from our Canada Region primarily due to increased carloads.

Chemicals & plastics revenues increased by \$1.7 million of which \$1.0 million was from our Canada Region consisting of \$500,000 from increased carloads and \$500,000 from rate and fuel escalation increases. Also contributing to the \$1.7 million increase was \$500,000 from our New York-Pennsylvania Region primarily from rate and fuel escalation increases.

Farm and food products revenue decreased by \$700,000 of which \$400,000 was from our Mexico Region primarily due to rate decreases and \$300,000 was from our Canada Region primarily due to decreased carloads.

Total carloads were 545,517 in the nine months ended September 30, 2005 compared to 470,462 in the nine months ended September 30, 2004, an increase of 75,055 carloads, or 16.0%. The increase consisted of 64,482 carloads from Rail Partners, TZPR and FCRD operations, and an increase of 10,573 carloads, or 2.2%, from existing operations.

The overall average revenues per carload increased 7.0% to \$382 in the nine months ended September 30, 2005 compared to \$357 per carload in the nine months ended September 30, 2004 due to a combination of rate increases, fuel escalation pass-through clauses in transportation agreements and change in the mix of business.

Non-Freight Revenues

Non-freight revenues were \$73.4 million in the nine months ended September 30, 2005, compared to \$55.9 million in the nine months ended September 30, 2004, an increase of \$17.5 million, or 31.4%. The \$17.5 million increase in non-freight revenues consisted of \$7.5 million, \$3.4 million, \$300,000 and \$1.7 million in revenues from Rail Partners, TZPR, FCRD and Savannah Wharf operations, respectively, and an increase of \$4.6 million, or 8.3%, in revenues on existing operations. The following table compares non-freight revenues for the nine months ended September 30, 2005 and 2004:

Non-Freight Revenues Comparison

Nine Months Ended September 30, 2005 and 2004

| | | % of | | % of |
|----------------------------|-----------|---------------|-----------|--------|
| | 2005 | Total | 2004 | Total |
| | | (Dollars in t | housands) | |
| Railcar switching | \$ 36,066 | 49.1% | \$ 28,866 | 51.7% |
| Car hire and rental income | 11,932 | 16.3% | 8,618 | 15.4% |
| Demurrage and storage | 8,199 | 11.2% | 5,114 | 9.2% |
| Car repair services | 3,760 | 5.1% | 4,119 | 7.4% |
| Other operating income | 13,457 | 18.3% | 9,164 | 16.3% |
| | | | | |
| Total non-freight revenues | \$ 73,414 | 100.0% | \$ 55,881 | 100.0% |
| | | | | |

The following table sets forth non-freight revenues by acquisitions and existing operations for the nine months ended September 30, 2005 and 2004 (in thousands):

| | 2005 | | 2004 2005-2004 Variance Informat | | | | ation |
|------------|------------|------------|----------------------------------|--------|--------|----------------|--------|
| | | | | Increa | nse in | | |
| Total | New | Existing | Total | Tot | tal | Increa Exis | |
| Operations | Operations | Operations | Operations | Opera | tions | Opera | ations |
| \$ | \$ | \$ | \$ | \$ | % | \$ | % |

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| Railcar switching | \$ 36,066 | \$ | 5,067 | \$ | 30,999 | \$ | 28,866 | \$ | 7,200 | 24.9% | \$ 2,133 | 7.4% |
|----------------------------|-----------|----|--------|----|--------|----|--------|----|--------|-------|----------|--------|
| Car hire and rental income | 11,932 | | 3,307 | | 8,625 | | 8,618 | | 3,314 | 38.5% | 7 | 0.0% |
| Demurrage and storage | 8,199 | | 1,451 | | 6,748 | | 5,114 | | 3,085 | 60.3% | 1,634 | 32.0% |
| Car repair services | 3,760 | | 141 | | 3,619 | | 4,119 | | (359) | -8.7% | (500) | -12.1% |
| Other operating income | 13,457 | | 2,934 | | 10,523 | | 9,164 | | 4,293 | 46.8% | 1,359 | 14.8% |
| | | _ | | _ | | - | | _ | | | | |
| Total non-freight revenues | \$ 73,414 | \$ | 12,900 | \$ | 60,514 | \$ | 55,881 | \$ | 17,533 | 31.4% | \$ 4,633 | 8.3% |
| | | | | | | _ | | _ | | | | |

The following information discusses the material changes in non-freight revenues on existing operations.

Railcar switching revenues increased \$2.1 million primarily in our Rail Link and Mexico Regions due to a combination of new customers, rate increases, and higher volumes with existing customers.

Demurrage and storage revenues increased \$1.6 million primarily in our Canada, Rail Link, Oregon and New York-Pennsylvania Regions.

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Other operating income increased \$1.4 million primarily due to increased terminal services in our Mexico Region and increased volumes at a coal transloading facility in our Illinois Region.

Operating Expenses

Overview

Operating expenses were \$227.7 million in the nine months ended September 30, 2005, compared to \$185.4 million in the nine months ended September 30, 2004, an increase of \$42.3 million, or 22.8%. The increase was attributable to \$22.3 million from Rail Partners, TZPR, FCRD and Savannah Wharf operations and an increase of \$20.0 million on existing operations. As a result of the strengthening of the Canadian dollar relative to the U.S. dollar in 2005, the average currency translation rate for the nine months ended September 30, 2005, was 11.2% stronger than the rate for the nine months ended September 30, 2004. This appreciation had a \$3.6 million negative impact on our operating expenses, which should be considered in the following discussions of operating expenses.

Operating Ratios

Our operating ratio, defined as total operating expenses divided by total operating revenues, improved to 80.7% in the nine months ended September 30, 2005 from 82.9% in the nine months ended September 30, 2004.

The following table sets forth a comparison of our operating expenses for the nine months ended September 30, 2005 and 2004:

Operating Expense Comparison

Nine Months Ended September 30, 2005 and 2004

| Percent of Percent of Operating Operating | | 200 | 05 | 20 | 04 |
|---|-------------------------------|--------|----------------|-----------|-------------------------|
| | | | Percent of | | |
| - Fr 6 | | | Operating | | Percent of Operating |
| \$ Revenues \$ Revenues | | \$ | Revenues | \$ | Revenues |
| (Dollars in thousands) | | | (Dollars in tl | housands) | |
| Labor and benefits \$ 89,833 31.8% \$ 77,897 34.8% | Labor and benefits | 89,833 | 31.8% | \$ 77,897 | 34.8% |
| Equipment rents 25,286 9.0% 20,316 9.1% | Equipment rents | 25,286 | 9.0% | 20,316 | 9.1% |
| Purchased services 18,778 6.7% 13,272 5.9% | Purchased services | 18,778 | 6.7% | 13,272 | 5.9% |
| Depreciation and amortization 17,717 6.3% 14,295 6.4% | Depreciation and amortization | 17,717 | 6.3% | 14,295 | 6.4% |
| Diesel fuel 27,523 9.8% 17,514 7.8% | Diesel fuel | 27,523 | 9.8% | 17,514 | 7.8% |

| Casualties and insurance | 13,682 | 4.9% | 11,958 | 5.3% |
|---|---------------|-------|------------|-------|
| Materials | 14,159 | 5.0% | 11,144 | 5.0% |
| Net gain on sale and impairment of assets | (3,367) | -1.2% | (12) | 0.0% |
| Other expenses | 24,104 | 8.4% | 18,983 | 8.6% |
| | - | | | |
| Total operating expenses | \$ 227,715 | 80.7% | \$ 185,367 | 82.9% |
| | | | | |

Labor and benefits expense was \$89.8 million in the nine months ended September 30, 2005, compared to \$77.9 million in the nine months ended September 30, 2004, an increase of \$11.9 million, or 15.3%. The increase was attributable to \$6.0 million in labor and benefits expense from Rail Partners, TZPR, FCRD and Savannah Wharf operations and an increase of \$5.9 million from existing operations. The increase from existing operations was primarily due to an increased number of employees, and regular wage and benefit increases. As a percentage of total revenues, labor and benefits decreased in 2005 to 31.8% from 34.8% in 2004.

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Equipment rents were \$25.3 million in the nine months ended September 30, 2005, compared to \$20.3 million in the nine months ended September 30, 2004, an increase of \$5.0 million, or 24.5%. The increase was attributable to \$3.4 million in equipment rents from Rail Partners, TZPR, FCRD and Savannah Wharf operations and an increase of \$1.6 million from existing operations primarily due to car hire expense from increased freight shipments. As a percentage of total revenues, equipment rents decreased in 2005 to 9.0% from 9.1% in 2004.

Purchased services were \$18.8 million in the nine months ended September 30, 2005, compared to \$13.3 million in the nine months ended September 30, 2004, an increase of \$5.5 million, or 41.5%. The increase was attributable to \$2.6 million in purchased services from Rail Partners, TZPR, FCRD and Savannah Wharf operations and an increase of \$2.9 million from existing operations of which approximately \$1.2 million was due to terminal services in our Mexico Region, \$500,000 was from our New York-Pennsylvania Region, and \$400,000 was from our Illinois Region. As a percentage of total revenues, purchased services increased in 2005 to 6.7% from 5.9% in 2004.

Depreciation and amortization expense was \$17.7 million in the nine months ended September 30, 2005, compared to \$14.3 million in the nine months ended September 30, 2004, an increase of \$3.4 million, or 23.9%. The increase was attributable to \$2.8 million in depreciation and amortization from Rail Partners, TZPR, Savannah Wharf and FCRD operations and an increase of \$600,000 from existing operations. As a percentage of total revenues, depreciation and amortization decreased in 2005 to 6.3% from 6.4% in 2004.

Diesel fuel expense was \$27.5 million in the nine months ended September 30, 2005, compared to \$17.5 million in the nine months ended September 30, 2004, an increase of \$10.0 million, or 57.1%. The increase was attributable to \$2.0 million from Rail Partners, TZPR, Savannah Wharf and FCRD operations and an increase of \$8.0 million on existing operations. The \$8.3 million increase on existing operations consisted of \$7.4 million due to a 40.5% increase in the average price per gallon and \$900,000 due to a fuel consumption increase. As a percentage of total revenues, diesel fuel increased in 2005 to 9.8% from 7.8% in 2004.

Casualties and insurance expense was \$13.7 million in the nine months ended September 30, 2005, compared to \$12.0 million in the nine months ended September 30, 2004, an increase of \$1.7 million or 14.4%. The increase was attributable to \$900,000 in casualties and insurance from Rail Partners, TZPR, Savannah Wharf and FCRD operations and \$800,000 from existing operations. The increase from existing operations was primarily due to a \$900,000 increase in derailment expense from our Mexico Region offset by a decrease of \$200,000 in derailment expense on all other Regions, and a \$200,000 increase in FELA and third party claims and insurance. As a percentage of total revenues, casualties and insurance decreased in 2005 to 4.9% from 5.3% in 2004.

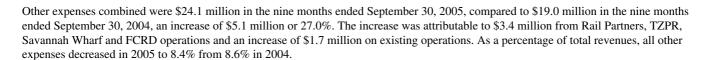
Materials expense was \$14.2 million in the nine months ended September 30, 2005, compared to \$11.1 million in the nine months ended September 30, 2004, an increase of \$3.0 million or 27.1%. The increase was attributable to \$1.2 million in material from Rail Partners, TZPR, Savannah Wharf and FCRD operations, and an increase of \$1.8 million on existing operations of which \$900,000 was in our Canada Region due to increased track and equipment maintenance and the strengthening of the Canadian dollar compared to the U.S. dollar. As a percentage of total revenues, materials remained flat in 2005 at 5.0%.

Net gain on sale and impairment of assets was a gain of \$3.4 million in the nine months ended September 30, 2005, compared to a gain of \$12,000 in the nine months ended September 30, 2004, an increase of \$3.4 million. The gain of \$3.4 million in the nine months ended September 30, 2005, was attributable to the sale of 32 miles of track assets from an abandoned rail line in our New York-Pennsylvania Region.

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Interest Expense

Interest expense was \$9.9 million in the nine months ended September 30, 2005, compared to \$7.1 million in the nine months ended September 30, 2004, an increase of \$2.8 million, or 39.7%, primarily due to higher outstanding debt resulting from the September 1, 2005 acquisition of Rail Partners.

Other Income (Expense), Net

Other expense, net in the nine months ended September 30, 2005, was \$300,000 compared to other income of \$200,000 in the nine months ended September 30, 2004, a decrease of \$500,000. The decrease was primarily due to a non-cash exchange rate translation loss of \$600,000 on U.S. dollar-denominated debt held in Mexico.

Income Taxes

Our effective income tax rate in the nine months ended September 30, 2005 was 27.8% compared to 39.0% in the nine months ended September 30, 2004. The decrease was attributable to an income tax credit enacted as part of the American Jobs Creation Act of 2004 which reduced tax expense by \$4.9 million. The legislation provides for a credit against U.S. income taxes for track maintenance expenditures incurred from January 1, 2005 through December 31, 2007. The credit is equal to 50% of qualifying expenditures and is limited to \$3,500 multiplied by the number of miles of U.S. railroad track we own or lease.

Equity in Net Income of International Affiliates

Equity earnings of international affiliates, net, were \$7.4 million in the nine months ended September 30, 2005, compared to \$11.2 million in the nine months ended September 30, 2004, a decrease of \$3.8 million. Equity earnings in the nine months ended September 30, 2005, consisted of \$7.0 million from Australian Railroad Group and \$400,000 from South American affiliates. Equity earnings in the nine months ended September 30, 2004, consisted of \$10.7 million from Australian Railroad Group and \$500,000 from South American affiliates. See additional information regarding ARG s financial results and the impact of exchange rate changes in Supplemental Information Australian Railroad Group.

Net Income and Earnings Per Share

Net income in the nine months ended September 30, 2005, was \$39.3 million compared to net income of \$30.4 million in the nine months ended September 30, 2004, an increase of \$8.9 million or 29.1%. The increase in net income was the result of an increase in North American operations of \$12.7 million, offset by a decrease in equity in net income of international affiliates of \$3.8 million.

Basic Earnings Per Share increased by \$0.36, or 29.0%, to \$1.60 in the nine months ended September 30, 2005 from \$1.24 in the nine months ended September 30, 2004. Diluted Earnings Per Share increased by \$0.33, or 30.3%, to \$1.42 in the nine months ended September 30, 2005 from \$1.09 in the nine months ended September 30, 2004. Weighted average shares for basic and diluted were 24.6 million and 27.7 million, respectively, in the nine months ended September 30, 2005, compared to 24.1 million and 27.4 million, respectively, in the nine months ended September 30, 2004.

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Supplemental Information Australian Railroad Group

ARG is owned 50% by us and 50% by Wesfarmers Limited, a public corporation based in Perth, Western Australia. We account for our 50% ownership in ARG under the equity method of accounting. As a result of the strengthening of the Australian dollar relative to the U.S. dollar in 2005, the average currency translation rate for the nine months ended September 30, 2005 was 5.0% more favorable than the rate for the nine months ended September 30, 2004, the impact of which should be considered in the following discussions of equity earnings, freight and non-freight operating revenues, and operating expenses.

In the nine months ended September 30, 2005 and 2004, we recorded \$7.0 million and \$10.7 million, respectively, of equity earnings from ARG, which is reported in the accompanying consolidated statements of income under the caption Equity in Net Income of International Affiliates Australia. The following table provides ARG s freight revenues, carloads and average freight revenues per carload for the nine months ended September 30, 2005 and 2004.

ARG Freight Revenues

Australian Railroad Group Freight Revenues and Carloads by Commodity Group

Nine Months Ended September 30, 2005 and 2004

Average

Freight Revenues **Freight Revenues** Carloads Per Carload (U.S. dollars in thousands, except average per carload) % of % of % of % of 2005 Total 2004 **Total** Total Total 2004 **Commodity Group** 2005 2004 2005 \$ 60,942 29.1% \$ 78,323 205,409 27.7% \$410 \$381 Grain 37.6% 148,697 20.8% Other Ores and Minerals 45,226 21.6% 43,798 21.0% 77,359 10.8% 82,033 11.1% 585 534 Iron Ore 42,526 20.3% 32,922 15.8% 166,459 23.3% 149,415 20.1% 255 220 Alumina 16,336 7.8% 14,589 7.0% 119,272 16.7% 117,921 15.9% 137 124 9,245 4.4% 14.7% 92,352 12.5% Bauxite 11,131 5.3% 105,017 106 100 Hook and Pull (Haulage) 4,003 1.9% 1,279 0.6% 6,007 0.8% 6,257 0.8% 666 204 Gypsum 2,659 1.3% 36,424 5.1% 37,587 86 71 3,121 1.6% 5.1% 25,551 12.4% 50,749 503 Other 25,798 12.3% 56,513 7.8% 6.8% 456 292 Total \$ 209,083 100.0% \$ 208,366 100.0% 715,748 100.0% 741,723 100.0% 281

ARG s freight revenues were \$209.1 million in the nine months ended September 30, 2005, compared to \$208.4 million in the nine months ended September 30, 2004, an increase of \$700,000 or 0.3%. In local currency, freight revenues decreased 4.8% in the nine months ended

September 30, 2005, compared to the nine months ended September 30, 2004.

Total ARG carloads were 715,748 in the nine months ended September 30, 2005, compared to 741,723 in the nine months ended September 30, 2004, a decrease of 25,975, or 3.5%. The net decrease of 25,975 carloads resulted primarily from decreases in grain of 56,712 carloads due to smaller grain harvests in Western Australia and South Australia, a decrease in other ores and minerals of 4,674 carloads due to reduced production and haulage of coal, nickel, mineral sands and sulphur, and a decrease in gypsum of 1,163 carloads due to lower customer volume requirements. These declines were partially offset by an increase in iron ore of 17,044 carloads due to increased customer production in Western Australia and an increase in bauxite of 12,665 carloads due to increased customer production. All other commodities combined

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increased 6,865 carloads. Average freight revenues per carload increased from \$281 to \$292. In local currency, the average revenue per carload decreased 1.3% due principally to the change in mix of business.

ARG s non-freight revenues were \$48.7 million in the nine months ended September 30, 2005, compared to \$39.4 million in the nine months ended September 30, 2004, an increase of \$9.3 million or 23.5%. In local currency, non-freight revenues increased 16.6% in the nine months ended September 30, 2005, compared to the nine months ended September 30, 2004. The \$9.3 million increase in non-freight revenues was primarily attributable to an increase in diesel fuel sales to third parties and a higher level of track and crossing work for third parties. The following table compares ARG s non-freight revenues for the nine months ended September 30, 2005 and 2004:

Australian Railroad Group

Non-Freight Revenues Comparison

Nine Months Ended September 30, 2005 and 2004

| | | % of | | % of | |
|-------------------------------|-----------|-----------------------------|-----------|--------|--|
| | 2005 | Total | 2004 | Total | |
| | | (U.S. dollars in thousands) | | | |
| Third party track access fees | \$ 14,917 | 30.6% | \$ 13,424 | 34.1% | |
| Alice Springs to Darwin Line | \$ 5,190 | 10.7% | 4,855 | 12.3% | |
| Other operating income | \$ 28,549 | 58.7% | 21,120 | 53.6% | |
| | | | | | |
| Total non-freight revenues | \$ 48,656 | 100.0% | \$ 39,399 | 100.0% | |
| | | | | | |

ARG Operating Expenses

ARG s operating expenses were \$216.3 million in the nine months ended September 30, 2005, compared to \$196.9 million in the nine months ended September 30, 2004, an increase of \$19.3 million, or 9.8%. The following table sets forth a comparison of ARG s operating expenses in the nine months ended September 30, 2005 and 2004:

Australian Railroad Group

Operating Expense Comparison

Nine Months Ended September 30, 2005 and 2004

| 2005 | 2004 |
|------|------|
| | |

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| | | Percent of | | | |
|--|------------|-----------------------------|------------|----------|--|
| | | Operating | | | |
| | \$ | Revenues | \$ | Revenues | |
| | | (U.S. dollars in thousands) | | | |
| Labor and benefits | \$ 52,734 | 20.5% | \$ 43,731 | 17.7% | |
| Equipment rents | 2,356 | 0.9% | 2,198 | 0.9% | |
| Purchased services | 51,282 | 19.9% | 60,165 | 24.3% | |
| Depreciation and amortization | 23,912 | 9.3% | 19,845 | 8.0% | |
| Diesel fuel used in operations | 24,608 | 9.5% | 18,895 | 7.6% | |
| Diesel fuel for sales to third parties | 17,401 | 6.7% | 13,549 | 5.5% | |
| Casualties and insurance | 9,132 | 3.5% | 6,418 | 2.6% | |
| Materials | 11,257 | 4.4% | 10,611 | 4.3% | |
| Net (gain) loss on sale and impairment of assets | (297) | -0.1% | 376 | 0.1% | |
| Other expenses | 23,871 | 9.3% | 21,141 | 8.5% | |
| Total operating expenses | \$ 216,256 | 83.9% | \$ 196,929 | 79.5% | |

Labor and benefits expense as a percentage of revenues increased to 20.5% in the nine months ended September 30, 2005, compared to 17.7% in the nine months ended

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September 30, 2004. In local currency, labor and benefits increased 14.4% in 2005 compared to 2004. The increase was primarily due to an increase in employee costs associated with a transition of locomotive maintenance work from external contractors to in-house employees, an increase in employee wages, and the hiring and training of new locomotive drivers.

Purchased services decreased to 19.9% of revenues in the nine months ended September 30, 2005, compared to 24.3% of revenues in the nine months ended September 30, 2004. In local currency, purchased services decreased 19.3% in 2005 compared to 2004. The decrease was due to a transition of locomotive maintenance work from external contractors to in-house employees, a decrease in the average number of contract drivers by 52 individuals compared with 2004, and a reduction in grain transfer costs.

Depreciation and amortization expense as a percentage of revenues, increased to 9.3% in the nine months ended September 30, 2005, compared to 8.0% in the nine months ended September 30, 2004. In local currency, depreciation and amortization increased 14.3% in 2005 compared to 2004. The increase was due to higher depreciation related to an increase in capital expenditures during 2004 and 2005.

Diesel fuel used in operations increased to 9.5% of revenues in the nine months ended September 30, 2005, compared to 7.6% of revenues in the nine months ended September 30, 2004. In local currency, the cost of fuel used in operations increased 21.3% in 2005 compared to 2004 due to a 33.4% increase in fuel prices partially offset by a 7.0% reduction in fuel consumed due to lower freight traffic.

Diesel fuel sold to third parties increased to 6.7% of revenues in the nine months ended September 30, 2005, compared to 5.5% of revenues in the nine months ended September 30, 2004. In local currency, the cost of diesel fuel sold to third parties increased 21.3% in 2005 compared to 2004. The increase was due to an increase in the volume of fuel sales to third parties and an increase in fuel prices.

Casualties and insurance increased to 3.5% of revenues in the nine months ended September 30, 2005, compared to 2.6% of revenues in the nine months ended September 30, 2004. In local currency, casualties and insurance increased 36.2% in 2005 compared to 2004. The increase was due to two major derailments in Western Australia near Kalgoorlie and flood damage to track and structures in southwest Western Australia.

Materials expense increased to 4.4% of revenues in the nine months ended September 30, 2005, compared to 4.3% of revenues in the nine months ended September 30, 2004. In local currency, materials expense increased 0.4% in 2005 compared to 2004.

Other expenses as a percentage of revenues increased to 9.3% in the nine months ended September 30, 2005, compared to 8.5% in the nine months ended September 30, 2004. In local currency, other expenses increased 7.0% in 2005 compared to 2004. The increase was due to a higher level of track and crossing work for third parties.

Liquidity and Capital Resources

During the nine months ended September 30, 2005, we generated cash from operations of \$50.5 million, paid \$238.2 million, net of \$4.9 million in cash received, for the acquisition of Rail Partners, paid \$6.5 million additional purchase price for Genesee Rail-One, invested \$22.0 million in capital assets, net of \$2.9 million in state grants for track rehabilitation and construction, received \$700,000 in cash from unconsolidated

affiliates, received \$4.1 million in proceeds from the disposition of assets and received \$3.8 million in connection with employees exercising stock options and selling the underlying stock. We paid \$1.6 million in debt issuance costs and \$1.3 million for the purchase of treasury stock, and had a net increase in debt of \$200.4 million during this same period primarily from borrowings of \$243.0 million to fund the acquisition of Rail Partners, offset by using cash provided by operations of \$42.6 million to reduce debt.

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During the nine months ended September 30, 2004, the Company generated cash flow from operating activities of \$40.4 million, invested \$19.8 million in capital assets, net of \$4.4 million in state grant funds received for track rehabilitation and construction, purchased \$2.1 million of new rail properties, received \$5.8 million in cash from unconsolidated international affiliates and received \$2.8 million in connection with employees exercising stock options and selling the underlying stock. The Company paid \$411,000 of dividends on the Company s Redeemable Convertible Preferred Stock and reduced its debt by \$29.8 million during this same period primarily by using cash provided by operations.

We originally budgeted approximately \$29.5 million in capital expenditures in 2005, of which \$23.7 million is for track rehabilitation, including the completion of the Homer City Branch, and \$5.8 million is for equipment. In the third quarter of 2005 we budgeted an additional \$4.3 million in capital expenditures primarily for the Rail Partners properties thereby increasing total budgeted capital expenditures to \$33.8 million.

At September 30, 2005 we had long-term debt, including current portion, totaling \$335.0 million, which comprised 46.4% of our total capitalization. At December 31, 2004 we had long-term debt, including current portion, totaling \$132.2 million, which comprised 27.9% of our total capitalization.

We have historically relied primarily on cash generated from operations to fund working capital and capital expenditures relating to ongoing operations, while relying on borrowed funds to finance acquisitions and investments in unconsolidated affiliates. We believe that our cash flow from operations, together with amounts available under the credit facilities, will enable us to meet our liquidity and capital expenditure requirements relating to ongoing operations for at least the duration of the credit facilities.

Stock-based Compensation Plans

The Compensation and Stock Option Committee of our Board of Directors (Compensation Committee) has discretion to determine grantees, grant dates, amounts of grants, vesting and expiration dates for grants to our employees through our 2004 Omnibus Incentive Plan (the Plan). The Plan includes stock options, restricted stock and restricted stock units which for employees vest over three years and for directors, who are eligible for restricted stock or restricted stock units only, vest over their respective terms as directors.

In December 2004, the Financial Accounting Standards Board (FASB) issued Statement No. 123(R), Share-Based Payments (SFAS 123R). This statement requires companies recognize compensation expense equal to the fair value of share-based payments. SFAS 123R eliminates the use of the intrinsic method of accounting provided for in Accounting Principles Board Opinion No. 25, Accounting for Stock Issued to Employees (APB 25), under which no compensation cost is recognized except for restricted stock.

We elected to adopt SFAS 123R in the third quarter of 2005. Prior to adoption of SFAS 123R, we reported all tax benefits resulting from the exercise of stock options as operating cash flows in our consolidated statements of cash flows. In accordance with SFAS 123R, for the period beginning with the third quarter of 2005, we revised our statement of cash flows presentation to report the excess tax benefits from the exercise of stock options as a cash outflow from operating activities and a cash inflow from financing activities.

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U.S. Credit Facilities and Private Placement Debt

On July 26, 2005, we completed a private placement of \$100.0 million 10-Year senior notes and \$25.0 million floating rate 7-Year senior notes. The senior notes are unsecured but are guaranteed by substantially all of our U.S. subsidiaries. The \$100.0 million senior notes bear interest at 5.36%, and the \$25.0 million floating rate notes have a borrowing rate of LIBOR plus 0.70%. As of September 30, 2005, the \$25 million floating rate notes had an interest rate of 4.35%. We used the proceeds of the senior notes to repay the \$125.0 million 10-Year Floating Rate Notes issued in connection with the acquisition of Rail Partners.

As of September 30, 2005, our \$225.0 million revolving loan, which matures in 2010, consisted of \$84.0 million of outstanding debt, a letter of credit guarantee of \$75,000 and \$140.9 million of unused borrowing capacity. See Note 9 of our Form 10-K for the year ended 2004 for additional information regarding our credit facilities.

Mexican Financings

As of September 30, 2005, the aggregate amount outstanding on promissory notes (Notes) issued by our Mexican subsidiaries, GW Servicios S.A. (Servicios) and FCCM for the benefit of the International Finance Corporation (IFC) and Nederlandse Financierings-Maatschappij voor Ontwikkelingslanden N.V. totaled \$15.8 million.

The documentation related to the Notes contain certain financial and other covenants applicable only to FCCM and Servicios, including mandatory debt prepayments from excess free cash flow (as defined in the agreements) and restrictions on utilization of funds for capital expenditures, incurrence of debt, guarantees of obligations, sale of assets, lease of assets, creation of certain liens, payment of dividends and making distributions, transactions among FCCM and Servicios and other affiliates of GWI, entering into certain mergers, and revising or terminating FCCM s rail concession with the government of Mexico. The Notes will continue to be secured by essentially all the assets of Servicios and FCCM, and a pledge of the Servicios and FCCM shares held by us.

The documentation obligates us to provide up to \$8.9 million to Servicios (in addition to \$2.5 million previously advanced), if necessary, for Servicios to meet its debt payment obligations. To the extent that FCCM s annual capital expenditures exceed 60% of FCCM s consolidated earnings before interest, taxes, depreciation and amortization, as defined in the amended agreements and as determined on an annual basis, we are obligated to provide additional funds to FCCM equal to the amount of such excess.

FCCM is not under default under the Note documents as a result of the damage associated with Hurricane Stan (see Note 12. to the Consolidated Financial Statements) but revenue and cash flow shortfalls, among other factors, may result in a default in the future.

In conjunction with the original financing, IFC invested \$1.9 million of equity in Servicios for a 12.7% indirect interest in FCCM. Along with its equity investment, IFC received a put option exercisable in 2005 to sell its equity stake back to us. The term of the put option expires December 31, 2012.

Supplemental Information North America

Free Cash Flow Description and Discussion We view Free Cash Flow as an important financial measure of how well we are managing our assets. Subject to the limitations discussed below, Free Cash Flow is a useful indicator of cash flow that may be available for use by us. Free Cash Flow is defined as Net Cash Provided by Operating Activities less Net Cash Used in Investing Activities, excluding the Cost of Acquisitions. Key limitations of the Free Cash Flow measure include the

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assumptions that we will be able to refinance our existing debt when it matures and meet other cash flow obligations from financing activities, such as required amortization of debt. Free Cash Flow is not intended to represent, and should not be considered more meaningful than, or as an alternative to, measures of cash flow determined in accordance with Generally Accepted Accounting Principles.

The following table sets forth the reconciliation for Net Cash Provided by Operating Activities to Free Cash Flow:

| | Nine Months Ended | | | |
|---|-------------------|------------------------|--|--|
| | Septen | nber 30, | | |
| | 2005 | 2004 | | |
| | (Dollars in | (Dollars in thousands) | | |
| Net cash provided by operating activities | \$ 50,506 | \$ 40,379 | | |
| Net cash used in investing activities | (261,907) | (15,803) | | |
| Cash used for acquisitions | 244,704 | 2,124 | | |
| | | | | |
| Free cash flow | \$ 33,303 | \$ 26,700 | | |
| | | | | |

Impact of Foreign Currencies on Operating Revenues In the nine months ending September 30, 2005, foreign currency translation had a positive impact on consolidated North America revenues primarily due to the strengthening of the Canadian dollar. The following table sets forth the impact of foreign currency translation on reported operating revenues:

| | Nine Months Ended September 30, | | | | | |
|----------------|---------------------------------|-------------------------------|----|----------------------------------|----------------|--|
| | 2005 | | | | 2004 | |
| As Reported | Tra | irrency inslation mpact | | Revenue ss Currency Impact | As Reported | |
| | (Dollars in thousands) | | | | | |
| \$ 216,341 | | N/A | \$ | 216,341 | \$ 166,335 | |
| 37,920 | | 3,821 | | 34,099 | 33,633 | |
| 27,812 | | 845 | | 26,967 | 23,739 | |
| | | | _ | | | |
| \$ 282,073 | \$ | 4,666 | \$ | 277,407 | \$ 223,707 | |
| | | | _ | | | |

Supplemental Information Australian Railroad Group

ARG s Free Cash Flow is defined as net cash provided by operating activities, less net cash used in investing activities. The prior discussion concerning the usefulness and limitations associated with our Free Cash Flow also apply to the discussion of ARG s Free Cash Flow. In addition, we have no access or right to any of ARG s Free Cash Flow other than as a shareholder, and any dividend or distribution of cash by ARG must be approved by ARG s board of directors, which is equally divided between us and our 50/50 partner, Wesfarmers.

The following table sets forth a reconciliation of ARG s net cash provided by operating activities to its Free Cash Flow:

| | Nine Mon | Nine Months Ended | | |
|---|---------------|-------------------|--|--|
| | Septem | September 30, | | |
| | 2005 | 2004 | | |
| | (U.S. dollars | in thousands) | | |
| Net cash provided by operating activities | \$ 36,763 | \$ 53,954 | | |
| Net cash used in investing activities | (46,545) | (37,763) | | |
| Free cash flow | \$ (9,782) | \$ 16,191 | | |
| | | | | |

Impact of Foreign Currency on ARG s Operating Revenues and Net Income As of September 30, 2005, foreign currency translation had a positive impact on ARG s operating revenues and net income due to the strengthening of the Australian dollar. The following table sets forth the impact of foreign currency translation on reported operating revenues and net income:

| Ni | Nine Months Ended September 30, | | | | | |
|-------------|---------------------------------|-------------------------------|----------------------------|------|----------|--|
| | 2005 | | | 2004 | | |
| As Reported | Tra | irrency inslation mpact | Less Currency Impact | As | Reported | |
| | (U. | S. dollars | in thousands) |) | | |
| \$ 257,739 | | | \$ 244,384 | \$ | 247,765 | |
| | _ | | | _ | | |
| \$ 13,913 | \$ | 661 | \$ 13,252 | \$ | 21,494 | |
| | | | | | | |

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.

During 2004, 2003 and 2002, we entered into various interest rate swaps fixing our base interest rate by exchanging our variable LIBOR interest rates on long-term debt for a fixed interest rate. Several interest rate swaps were terminated in November 2004 in conjunction with the debt refinancing. The remaining swaps expire at various dates through September 2007, and the fixed base rates range from 4.5% to 5.46%. At September 30, 2005 and December 31, 2004, the notional amount under these agreements was \$29.1 million and \$32.8 million, respectively, and the fair value of these interest rate swaps was negative \$621,000 and negative \$1.1 million, respectively.

During 2005 and 2004, we purchased exchange rate options for converting Mexican Pesos to U.S. Dollars. One of the options expired in March 2005 and another expired in September 2005. The remaining options, which expire March 2006 and September 2006, respectively, give us the right to sell Mexican Pesos for U.S. Dollars at exchange rates of 13.64 and 12.52 Mexican Pesos to the U.S. Dollar, respectively. We paid up-front premiums of \$20,000 for each of these options in the quarters ended March 31, 2005 and September 30, 2005, respectively. At

September 30, 2005, the notional amount under exchange rate options was \$3.6 million and the fair value was approximately \$14,000.

ITEM 4. CONTROLS AND PROCEDURES

We maintain disclosure controls and procedures that are designed to ensure that information required to be disclosed in our report under the Securities Exchange Act of 1934 is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission s rules and forms, and that such information is accumulated and communicated to our management, including our Chief

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Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosures. Any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives. Our management, with the participation of our Chief Executive Officer and Chief Financial Officer, has evaluated the effectiveness of the design and operation of our disclosure controls and procedures as of September 30, 2005. Based upon that evaluation, our Chief Executive Officer and Chief Financial Officer concluded that the design and operation of our disclosure controls and procedures provided reasonable assurance that the disclosure controls and procedures are effective to accomplish their objectives.

PART II. OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

Legal Proceedings As previously disclosed, we had been involved in litigation with Messrs. Chambers and Wheeler, who had filed a complaint against Genesee & Wyoming Inc. in the Delaware Chancery Court in a matter related to our purchase of certain of our Canadian operations. Additional information regarding this lawsuit is described on page 18 of our annual report on Form 10-K for the year ended December 31, 2004. On August 11, 2005, the court issued an opinion finding that the options had vested, and as a result, the plaintiffs motion for summary judgment should be granted and our motion for summary judgment should be denied. On September 14, 2005, the court issued an order relating to its prior opinion, requiring us to pay the plaintiffs \$6.5 million in the aggregate rather than have the 270,000 options vest. In conjunction with the issuance of the court s order, we and the plaintiffs agreed to waive any right to appeal the court s order, and on September 15, 2005 we paid this amount. This payment was accounted for as contingent purchase price and increased goodwill on certain of our Canadian operations. The payment had no effect on our share count or immediate effect on our earnings.

In addition, from time to time we are a defendant in certain lawsuits resulting from our operations. Management believes that we have adequate provisions in the financial statements for any expected liabilities which may result from disposition of such lawsuits. While it is possible that some of the foregoing matters may be resolved at a cost greater than that provided for, it is the opinion of management that the ultimate liability, if any, will not be material to our operating results, financial position or liquidity.

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

There were no unregistered sales of equity securities for the period covered by this Form 10-Q.

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ITEM 2(c). ISSUER PURCHASES OF EQUITY SECURITIES

On November 2, 2004, we announced that our Board had authorized the repurchase of up to 1,000,000 shares of our common stock. We intend to use the repurchased stock to offset dilution caused by the issuance of shares in connection with employee and director stock plans that may occur over time. Purchases may be made in the open market or in privately negotiated transactions from time to time at management s discretion. As of September 30, 2005, 11,500 shares of our common stock had been repurchased under this plan. The additional 4,177 shares of our common stock acquired by us result from employees using owned shares of our stock to cover the price of stock options they exercised during the period.

| 2005 | (a) Total Number of Shares Purchased | (b) Average Price Paid per Share | (c) Total Number of Shares Purchased as Part of Publicly Announced Plans or Programs | (d) Maximum Number of Shares that May Yet Be Purchased Under the Plans or Programs | |
|-----------------------------|---|--|--|---|--|
| | | | | | |
| Beginning Balance June 30 | 15,677 | \$ 23.52 | 11,500 | 988,500 | |
| July 1 to July 31 | | | | 988,500 | |
| August 1 to August 31 | | | | 988,500 | |
| September 1 to September 30 | | | | 988,500 | |
| Total | 15,677 | \$ 23.52 | 11,500 | 988,500 | |
| | | | | | |

ITEM 3. DEFAULTS UPON SENIOR SECURITIES NONE

ITEM 4. SUBMISSION OF MATTERS TO A VOTE OF SECURITY HOLDERS - NONE

ITEM 5. OTHER INFORMATION - NONE

ITEM 6. EXHIBITS

(a). The exhibits in the accompanying Index to Exhibits on page 51 are filed or furnished as part of this Form 10-Q.

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INDEX TO EXHIBITS

- (10.1) Second Supplement to the Note Purchase Agreement dated July 26, 2005 regarding \$100,000,000 5.36% Series 2005-B Senior Notes due July 26, 2015 and \$25,000,000 Floating Rate Series 2005-C Senior Notes due July 26, 2012 (incorporated herein by reference to Exhibit 99.1 of the Registrant s Report on Form 8-K filed with the Commission on August 1, 2005)
- (23.1) Consent of Independent Registered Public Accounting Firm
- (31.1) Rule 13a-14(a)/15d-14(a) Certification of Principal Executive Officer
- (31.2) Rule 13a-14(a)/15d-14(a) Certification of Principal Financial Officer
- (32.1) Section 1350 Certifications

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

GENESEE & WYOMING INC.

Date: November 9, 2005 By: /s/ Timothy J. Gallagher

Name: Timothy J. Gallagher Title: Chief Financial Officer

Date: November 9, 2005 By: /s/ James M. Andres

Name: James M. Andres

Title: Chief Accounting Officer and Global Controller

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