Cincinnati Southern Railway

Valuation & Negotiation Timeline

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Negotiation Timeline | Summary of Offers

**SALE**

- **Dec. '20**: $800M
- **Jan. '21**: $1B
- **Feb. '21**: $2B
- **March '21**: $1.5B
- **April '21**: $20M
- **May '21**: $65M
- **June '21**: $1.6B (+ $50M)
- **July '21**: $1.55B (+ $50M)
- **Aug. '21**: $915M (+ $50M)
- **Sept. '21**: $865M (+ $50M)
- **Oct. '21**: $2B (+ $50M)
- **Nov. '21**: $1.8B (+ $50M)
- **Dec. '21**: $2B
- **Jan. '22**: $1.6B (+ $24.5M)

**LEASE**

- **Dec. '20**: $28.9M
- **Jan. '21**: $28.9M
- **Feb. '21**: $37.3M

**Agreed Upon Offer $1.6B**
**CSR Valuation Analysis Comparison**

Based upon data available to CSR

### Next Best Alternatives*
- **ROUTE A, B, & B2**
- **REVISED NS CASE**

### 3rd Party Buyer Valuation**
- **UPSIDE CASE**
- **NS CASE**

### Represents Current Value of 2009 Offer $500M
- **SURFACE TRANSPORTATION BOARD WEIGHTED AVERAGE COST OF CAPITAL GROWTH**
- **ENDOWMENT GROWTH**
- **FED TARGET CPI GROWTH**

### Opportunity Cost
- **AGREED UPON OFFER $1.6B**

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* Next Best Alternatives represents how much it would cost NS to reroute the traffic from CSR to a different line. NS would try to accomplish this at the lowest possible cost.

** 3rd Party Buyer Valuation represents how much NS believes a third-party would pay for the rail line. The upside case better represents what the CSR’s experts believe the initial NS case would be worth.

This slide is subject to all of the caveats in the various decks prepared by the CSR’s experts.