| SURFACE TRANSPORTATION BOARD     |  |             | SURFACE TRANSPORTATION BOARD |                |               |                |           |  |  |  |  |  |
|----------------------------------|--|-------------|------------------------------|----------------|---------------|----------------|-----------|--|--|--|--|--|
| Washington, D.C. 20423           |  |             | ERLY REPC                    | ORT OF REVENUE | S, EXPENSES A | ND INCOME-RAIL | ROADS     |  |  |  |  |  |
|                                  | FOR STB USE ONLY FORM QUA  | RTER        |                              | YEAR           |               |                |           |  |  |  |  |  |
|                                  |  | nd 3rd<br>X | 4th                          | 2012           |               |                |           |  |  |  |  |  |
| FULL NAME                        | E AND ADDRESS OF REPORTING RAILROAD 125 000  | as City 10  | 134500                       | -              |               |                |           |  |  |  |  |  |
|                                  | The Kansas City Southern Railway & Controlled Companies  |             |                              |                |               |                |           |  |  |  |  |  |
|                                  | 427 West 12th Street, P. O. Box 219335   |             |                              |                |               |                |           |  |  |  |  |  |
| Kansas City, Missouri 64121-9335 |  |             |                              |                |               |                |           |  |  |  |  |  |
| Show dollar amount in thousands. |  |             | Code                         | FIGURES FOR 1  | THE QUARTER   | CUMULATIV      | E FIGURES |  |  |  |  |  |
| DESCRIPTIONS                     |  |             |                              | THIS YEAR      | LAST YEAR     | THIS YEAR      | LAST YEAR |  |  |  |  |  |
|                                  | (A)  |             |                              | (B)            | (C)           | (D)            | (E)       |  |  |  |  |  |
| b se                             | Freight (Account 101)  |             | 1                            | 281,362        | 275,810       | 568,844        | 532,901   |  |  |  |  |  |
|                                  | Passenger (Account 102)  | 2           | 0                            | 0              | 0             | 0              |           |  |  |  |  |  |
| Operating<br>Revenues            | Passenger - Related (Account 103)  |             | 3                            | 0              | 0             | 0              | 0         |  |  |  |  |  |
| Operating<br>Revenues            | All other operating revenues (Accounts 104, 105, 106, 110, 502, 503)<br>Joint Facility Account (Account 120) |             | 4                            | 14,115         | 11,393        | 27,779         | 23,720    |  |  |  |  |  |
|                                  |  |             | 5                            | 0              | 0             | 0              | 0         |  |  |  |  |  |
|                                  | RAILWAY OPERATING REVENUES (All above)   | 6           | 295,477                      | 287,203        | 596,623       | 556,621        |           |  |  |  |  |  |
|                                  | Depreciation - Road (Accounts 62-11-00, 62-12-00, 62-13-00)  |             | 7                            | 19,905         | 18,571        | 39,513         | 37,280    |  |  |  |  |  |
|                                  | All other way and structures accounts  | 8           | 24,842                       | 21,641         | 48,303        | 43,093         |           |  |  |  |  |  |
| Operating Expenses               | Total way and structures   |             | 9                            | 44,747         | 40,212        | 87,816         | 80,373    |  |  |  |  |  |
|                                  | Depreciation - Equipment (Accounts 62-21-00, 62-22-00, 62-23-00)   | 10          | 7,775                        | 7,426          | 15,726        | 14,573         |           |  |  |  |  |  |
|                                  | All other equipment accounts   |             | 11                           | 36,284         | 34,736        | 73,580         | 72,939    |  |  |  |  |  |
|                                  | Total equipment  |             | 12                           | 44,059         | 42,162        | 89,306         | 87,512    |  |  |  |  |  |
|                                  | Transportation - Train, Yard and Train and Yard Common   |             | 13                           | 98,851         | 96,770        | 204,322        | 192,479   |  |  |  |  |  |
|                                  | Transportation - Specialized Services, Administrative Support  | 14          | 3,539                        | 3,275          | 7,034         | 6,845          |           |  |  |  |  |  |
|                                  | General and Administrative   | 15          | 34,992                       | 31,415         | 64,830        | 56,772         |           |  |  |  |  |  |
|                                  | RAILWAY OPERATING EXPENSES (Account 531)   | 16          | 226,188                      | 213,834        | 453,308       | 423,981        |           |  |  |  |  |  |
|                                  | *NET REVENUE FROM RAILWAY OPERATIONS (Lines 6 minus 16)  |             | 17                           | 69,289         | 73,369        | 143,315        | 132,640   |  |  |  |  |  |
| Income Items                     | Other Income (Accounts 506, 510-519)   |             | 18                           | 1,730          | 925           | 4,239          | 1,940     |  |  |  |  |  |
|                                  | Income from affiliated companies:  |             |                              |                |               |                |           |  |  |  |  |  |
|                                  | Dividends  |             | 19                           | 0              | 2,853         | 0              | 2,853     |  |  |  |  |  |
|                                  | Equity in undistributed earnings (losses)  |             | 20                           | 913            | (2,115)       | 1,763          | (1,259)   |  |  |  |  |  |
|                                  | TOTAL INCOME FROM AFFILIATED COMPANIES   | 21          | 913                          | 738            | 1,763         | 1,594          |           |  |  |  |  |  |
|                                  | Miscellaneous deductions from income (Accounts 534, 535, 543, 544, 545, 549-551, and                         | 22          | 10                           | 19             | (37)          | 188            |           |  |  |  |  |  |
|                                  | INCOME AVAILABLE FOR FIXED CHARGES (Lines 17, 18, 21 minus 22)   | 23          | 71,922                       | 75,013         | 149,354       | 135,986        |           |  |  |  |  |  |
| Fixed<br>Charges                 | Interest on funded debt (Accounts 546a, 546b)  | 24          | 16,465                       | 22,083         | 34,953        | 44,561         |           |  |  |  |  |  |
|                                  | Interest on unfunded debt (Account 547)  | 25          | 6                            | 38             | 13            | 108            |           |  |  |  |  |  |
|                                  | Amortization of discount on funded debt (Account 548)  | 26          | 5,708                        | 778            | 19,076        | 1,556          |           |  |  |  |  |  |
|                                  | TOTAL FIXED CHARGES  | 27          | 22,179                       | 22,899         | 54,042        | 46,225         |           |  |  |  |  |  |
| Income<br>Items                  | INCOME AFTER FIXED CHARGES   |             | 28                           | 49,743         | 52,114        | 95,312         | 89,761    |  |  |  |  |  |
|                                  | Other deductions (Account 546c)  | 29          | 0                            | 0              | 0             | 0              |           |  |  |  |  |  |

| Show all figures to the nearest WHOLE number without cents, decimals or fractions, in ALL COLUMNS.   |  |   | Code  | FIGURES FOR T | HE QUARTER | CUMULATIVE FIGURES |           |        |  |  |  |
|--|--|---|---|---------------|------------|--------------------|-----------|--------|--|--|--|
| DESCRIPTIONS   |  |   | No.   | THIS YEAR     | LAST YEAR  | THIS YEAR          | LAST YEAR |        |  |  |  |
| (A)  |  |   |   | (B)           | (C)        | (D)                | (E)       |        |  |  |  |
|  | Unusual or infrequent items (Debit)Credit (Accord  | s (Debit)Credit (Account 555)                             |   |               | 0          | 0                  |           |        |  |  |  |
| Income Items - Continued   | INCOME (LOSS) FROM CONTINUING OPERAT   | OME (LOSS) FROM CONTINUING OPERATIONS BEFORE INCOME TAXES |   |               | 49,743     | 52,114             | 95,312    | 89,761 |  |  |  |
|  | Income taxes on ordinary income (Account 556   | ne taxes on ordinary income (Account 556)                 |   |               | (1,612)    | 138                | 774       | 274    |  |  |  |
|  | Provision for deferred income taxes (Account 5   | ccount 557)   |   |               | 19,872     | 18,662             | 34,544    | 33,002 |  |  |  |
|  | INCOME FROM CONTINUING OPERATIONS  | NS  |   |               | 31,483     | 33,314             | 59,994    | 56,485 |  |  |  |
|  | Income or loss from operations of discontinued segments (Less applicable income taxes of |   |   |               |            |                    |           |        |  |  |  |
|  | \$ ) (Account 560)   | Account 560)  |   |               | 0          | 0                  | 0         | 0      |  |  |  |
| 0  | Gain or loss on disposal of discontinued segments (Less applicable income taxes of       |   |   |               |            |                    |           |        |  |  |  |
| sma  | \$ ) (Account 562)   |   |   | 36            | 0          | 0                  |           |        |  |  |  |
| le lt  | INCOME (LOSS) BEFORE EXTRAORDINARY I   | INCOME (LOSS) BEFORE EXTRAORDINARY ITEMS                  |   |               | 31,483     | 33,314             | 59,994    | 56,485 |  |  |  |
| con  | Extraordinary items (net) (Account 570)  |   |   | 38            | 0          | 0                  | 0         | 0      |  |  |  |
| 5  | Income taxes on Extraordinary Items (Account   | 590)  |   | 39            | 0          | 0                  | 0         | 0      |  |  |  |
|  | Provisions for deferred taxes - Extraordinary Items                                      | (Account 59   | 91)   | 40            | 0          | 0                  | 0         | 0      |  |  |  |
|  | Cumulative effect of changes in accounting principles (Less applicable income taxes of   |   |   |               |            |                    |           |        |  |  |  |
|  | \$ ) (Account 592)   |   |   | 41            | 0          | 0                  |           |        |  |  |  |
|  | NET INCOME   |   |   | 42            | 31,483     | 33,314             | 59,994    | 56,485 |  |  |  |
|  | Dividends on common stock (Account 623)  |   |   | 43            | 0          | 0                  | 0         | 0      |  |  |  |
|  | Dividends on preferred stock (Account 623)   |   |   | 44            | 0          | 0                  | 0         | 0      |  |  |  |
| Ratios   | Expenses to revenues   |   |   | 45            | 76.6%      | 74.5%              | 76.0%     | 76.2%  |  |  |  |
|  | Total maintenance to revenues  |   |   | 46            | 30.1%      | 28.7%              | 29.7%     | 30.2%  |  |  |  |
| 8  | Transportation to revenues   |   |   | 47            | 34.7%      | 34.8%              | 35.4%     | 35.8%  |  |  |  |
| STB USE ONLY   |  |   |   |               |            |                    |           |        |  |  |  |
|  |  | *NOTE:  | Reconciliation of Net Railway Operating Inc | come (NROI)   |            |                    |           |        |  |  |  |
| And State St |  | Net Revenues from Railway Operations                      |   | \$69,289      | \$73,369   | \$143,315          | \$132,640 |        |  |  |  |
|  |  | (556)   | 56) Income Taxes on Ordinary Income         |               | 1,612      | (138)              | (774)     | (274)  |  |  |  |
|  |  | Provision for Deferred Income Taxes                       |   | (19,872)      | (18,662)   | (34,544)           | (33,002)  |        |  |  |  |
|  |  | ** Income from Lease of Road and Equipment                |   |               | 0          | 0                  | 0         | 0      |  |  |  |
|  |  | ** Rent for Leased Roads and Equipment                    |   |               | 0          | 81                 | 44        | 125    |  |  |  |
|  |  | NET RAILWAY OPERATING INCOME                              |   |               | 51,029     | 54,650             | 108,041   | 99,489 |  |  |  |
|  |  |   |   |               |            |                    |           |        |  |  |  |
|  |  |   | CERTIFICATION                               |               |            |                    |           |        |  |  |  |
|  |  |   |   |               |            |                    |           |        |  |  |  |
| I, THE UNDERSIGNED Mary K. Stadler, Senior VP and Chief Accounting Officer of THE KANSAS CITY SOUTHERN RAILWAY & CONTROLLED COMPANIES  |  |   |   |               |            |                    |           |        |  |  |  |
| (Name and Title of Officer in charge of accounts)<br>state that this report was prepared by me or under my supervision; that I have carefully examined it; and on the basis of my knowledge, belief, and vertification (where necessary) I   |  |   |   |               |            |                    |           |        |  |  |  |
| declare it to be a full, true, and correct statement of the revenue, expense and income accounts named, and that the various items here reported were determined in accordance with  |  |   |   |               |            |                    |           |        |  |  |  |
| effective rules promulgated by the Surface Transportation Board.   |  |   |   |               |            |                    |           |        |  |  |  |
|  |  |   |   |               |            |                    |           |        |  |  |  |
| Date   | JULY 26, 2012  |   | Signature                                   | n             | rang k &   | him                |           |        |  |  |  |
| Telephone Number (816) 99  |  |   |   |               |            |                    |           |        |  |  |  |
| (Area code) (Number)   |  |   |   |               |            |                    |           |        |  |  |  |