

# FULL STEAM AHEAD

LPG's and Refined Products via Rail to Mexico



**XVII CONGRESO  
EXPORAIL**  
CANCÚN - MEXICO - 2018

**REUNIÓN INTERNACIONAL DE  
NEGOCIOS DE LA INDUSTRIA FERROVIARIA**

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# Crude by rail in Canada & USA



- Better coverage of markets
- Alternative to pipelines
- Flexibility to access key markets, refineries, or production sites
- Speed of delivery
- Speed of construction– much of the infrastructure is already built and in place

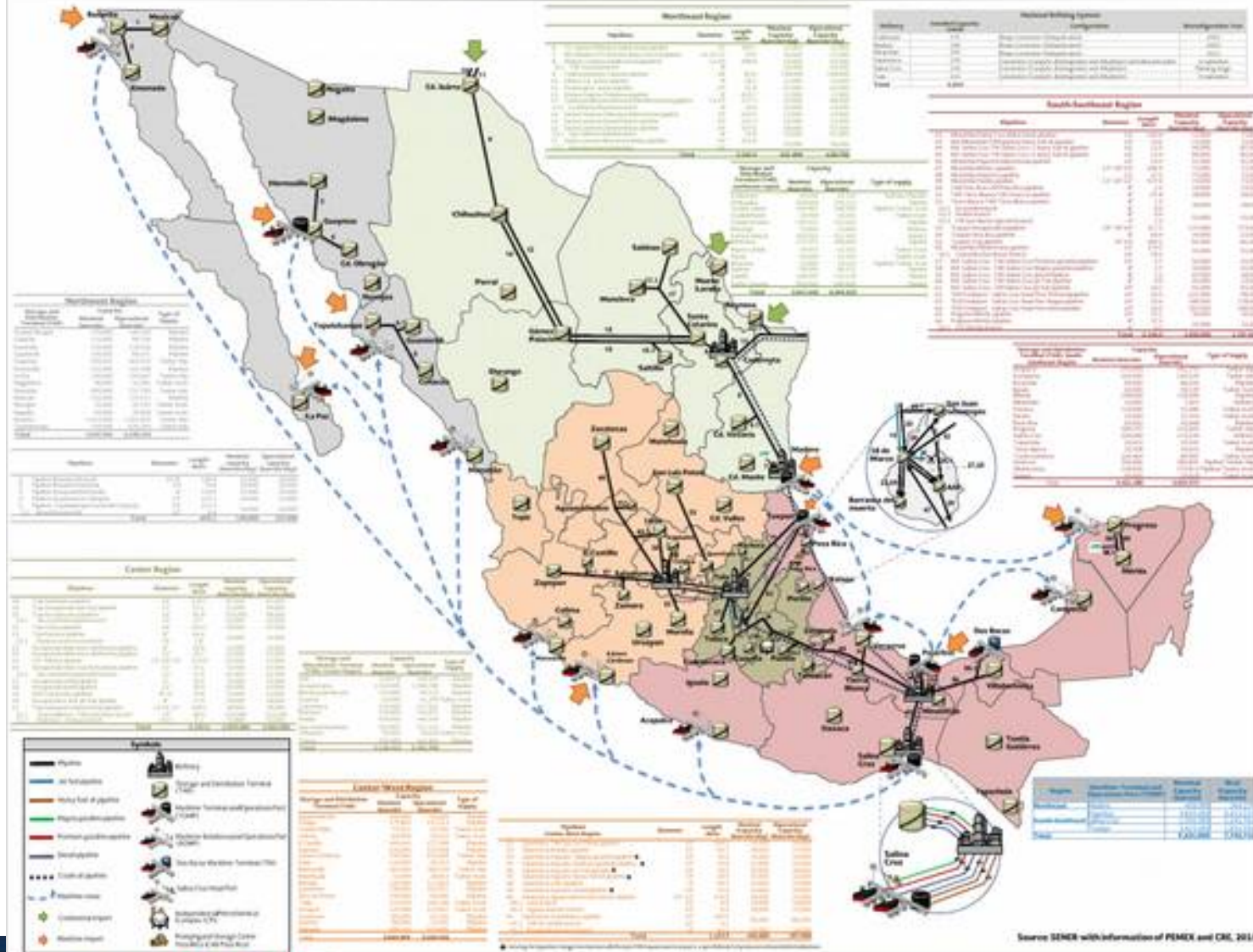


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Source: SENER with information of PEMEX and CNE, 2014



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# Sistema Ferroviario de México



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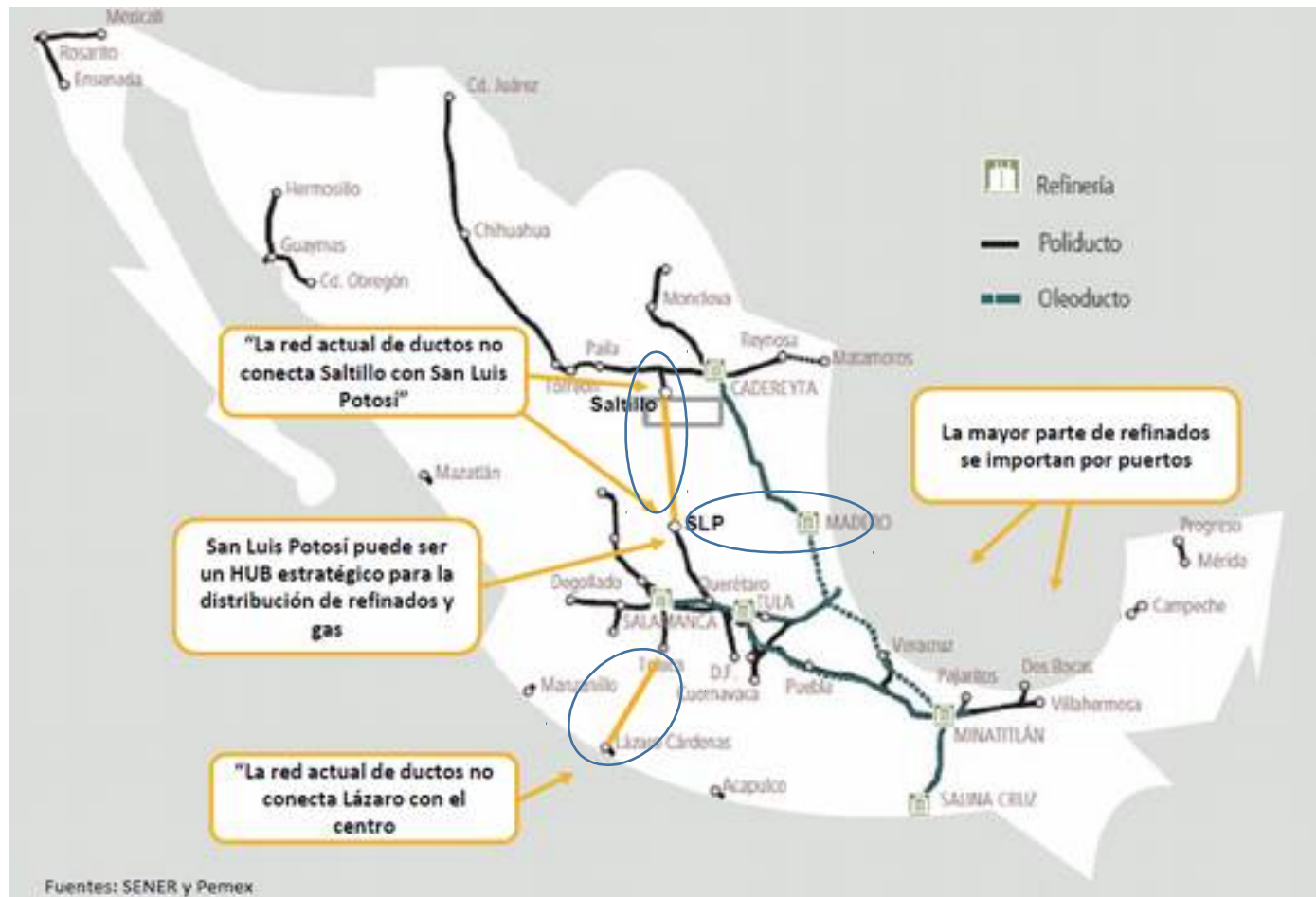
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The pipeline network has significant gaps that are covered by the KCSM rail system.



# Unit trains + Storage Tanks = Efficient Midstream Service offering



- Single unit train can handle 65,000 barrels of product, approximately
- Gaining efficiencies combining unit train with tank storage terminals.
- High performance on unloading the product (24 hours or less to unload a unit train)
- Options to move train in route to different distribution and storage terminals
- Storage capacity will be a key advantage for the coming years



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## KCS GATEWAYS FOR REFINED PRODUCTS EXPORTS TO MEXICO



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# HOWARD ENERGY – San Jose Iturbide



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## SAN LUIS POTOSI – TCM | Joint Venture: KCS/Watco/WTC



First unit train delivery Nov 2017



Unit train arriving at TCM



## SALINAS VICTORIA | KCS/Bulkmatic



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