

The Road Ahead...

Rail Equipment Update

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This presentation contains forward-looking statements within the meaning of applicable federal securities laws that are based upon our current expectations and assumptions concerning future events, which are subject to a number of risks and uncertainties that could cause actual results to differ materially from those anticipated. The words “expect,” “anticipate,” “estimate,” “forecast,” “initiative,” “objective,” “plan,” “goal,” “project,” “outlook,” “priorities,” “target,” “intend,” “evaluate,” “pursue,” “commence,” “seek,” “may,” “would,” “could,” “should,” “believe,” “potential,” “continue,” or the negative of any of those words or similar expressions are intended to identify forward-looking statements. All statements contained in this presentation, other than statements of historical fact, including without limitation, statements about our plans, strategies, prospects and expectations regarding future events and our financial performance, are forward-looking statements that involve certain risks and uncertainties. While these statements represent our current judgment on what the future may hold, and we believe these judgments are reasonable, these statements are not guarantees of any events or financial results, and our actual results may differ materially. Important factors that could cause our actual results to be materially different from our expectations include, among others, the risk that (i) CIT is unsuccessful in implementing its strategy and business plan, (ii) CIT is unable to react to and address key business and regulatory issues, (iii) CIT is unable to achieve the projected revenue growth from its new business initiatives or the projected expense reductions from efficiency improvements, (iv) CIT becomes subject to liquidity constraints and higher funding costs, or (v) the parties to a transaction do not receive or satisfy regulatory or other approvals and conditions on a timely basis or approvals are subject to conditions that are not anticipated. We describe these and other risks that could affect our results in Item 1A, “Risk Factors,” of our latest Annual Report on Form 10-K for the year ended December 31, 2018, which was filed with the Securities and Exchange Commission. Information regarding CIT’s capital ratios consists of preliminary estimates. These estimates are forward-looking statements and are subject to change, possibly materially, as CIT completes its financial statements. Accordingly, you should not place undue reliance on the forward-looking statements contained in this presentation. These forward-looking statements speak only as of the date on which the statements were made. CIT undertakes no obligation to update publicly or otherwise revise any forward-looking statements, except where expressly required by law

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Agenda

- **CIT Overview**

- CIT
- Rail

- **Rail Market Overview**

- Trends
 - Macro View
 - North American Fleet
- Challenges & Opportunities

- **Q&A**



CIT Overview

CIT Today

**Empowering people to power businesses,
savings and communities**



**FORTUNE 1000
COMPANY**



**TOP 50
U.S. bank**



**TOP 4 PROVIDER
of railcar leasing**



**ONE OF THE
LARGEST BANKS
in Southern California**

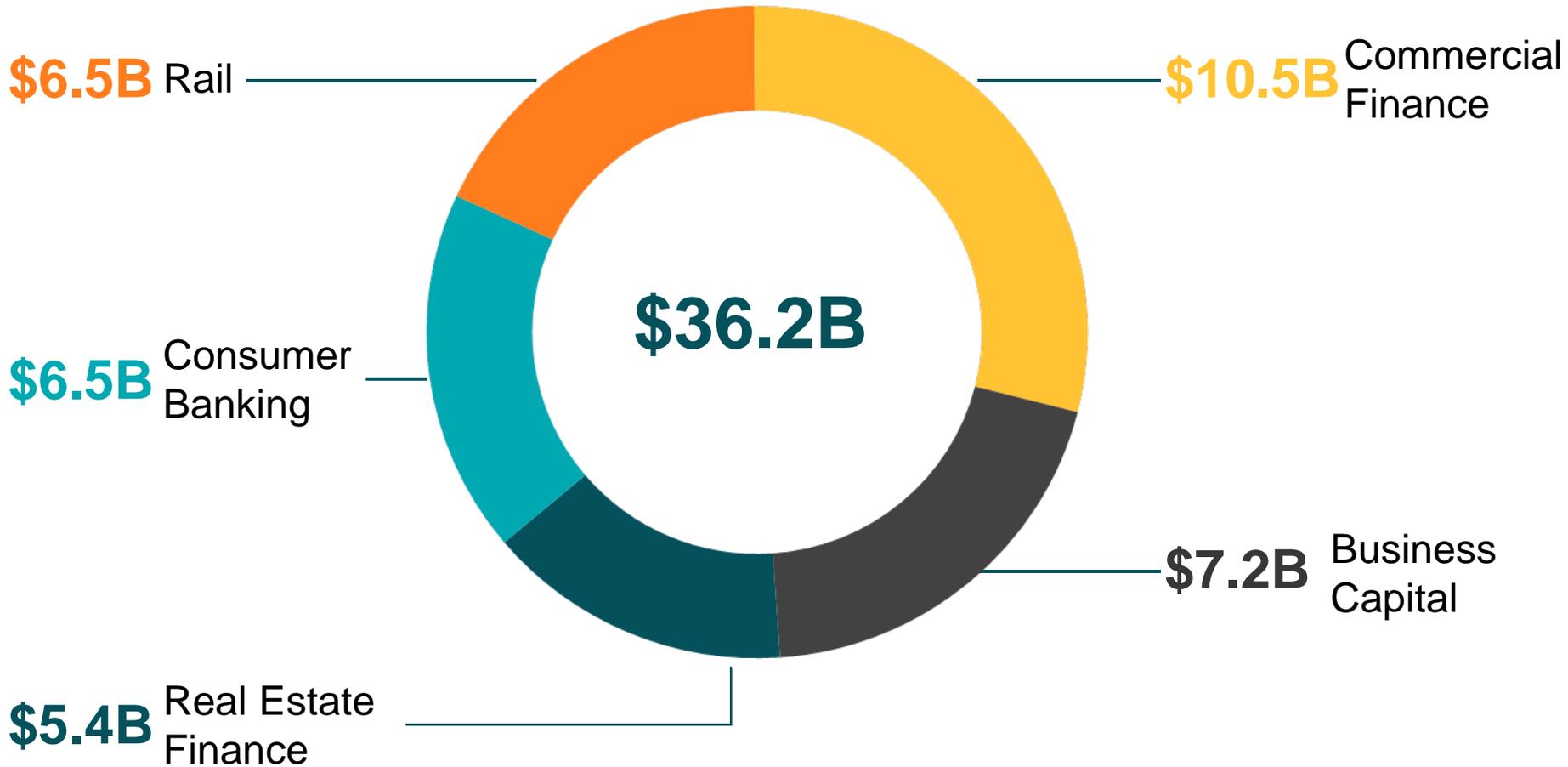


**TOP 3 BANK PROVIDER
of equipment financing**



**LEADING
ONLINE BANK**

Our Portfolio



Certain balances may not sum due to rounding.
Loans and leases as of December 31st 2018; Business Capital net of credit balances of factoring clients.



Our Businesses

Commercial Finance	A leading provider of lending and leasing services to middle-market companies nationwide
Business Capital	Top 10 provider of equipment financing to small, mid- and large-cap businesses, and a leading provider of credit protection, accounts receivable management and lending services to consumer product companies
Consumer Banking	Top 10 national online bank that delivers smart savings solutions in a digitally convenient format
Real Estate Finance	A solutions-oriented lender specializing in originating and underwriting senior secured commercial real estate transactions for single properties, property portfolios and loan portfolios
Rail	Industry leader of railcar leasing and financing solutions to railroads and shippers throughout North America

Data as of December 31st 2018



Deepen Customer Reach

Capital Equipment Finance

- Specializes in providing equipment loans and leases for transactions ranging in size from \$3MM to \$100MM and more. Offering flexible terms of up to ten years, with advance rates tailored to the equipment and credit strength of the borrower.

Treasury Management

- Variety of treasury management solutions to help improve cash flow, reduce costs, enhance productivity and decrease risk in your business.

Supply Chain

- Allows buyers to optimize their working capital by extending their payment terms while providing an on-demand pool of liquidity for their suppliers.

Energy

- Providing solutions for the Energy sector, like:
 - Energy project finance
 - Construction and term lending
 - Asset based, reserve based lending
 - Capital markets and syndication support and more.

Factoring

- Accounts receivable factoring is a financial tool that can help you accelerate cash flow, improve collections and control exposure to bad debts.

Rail

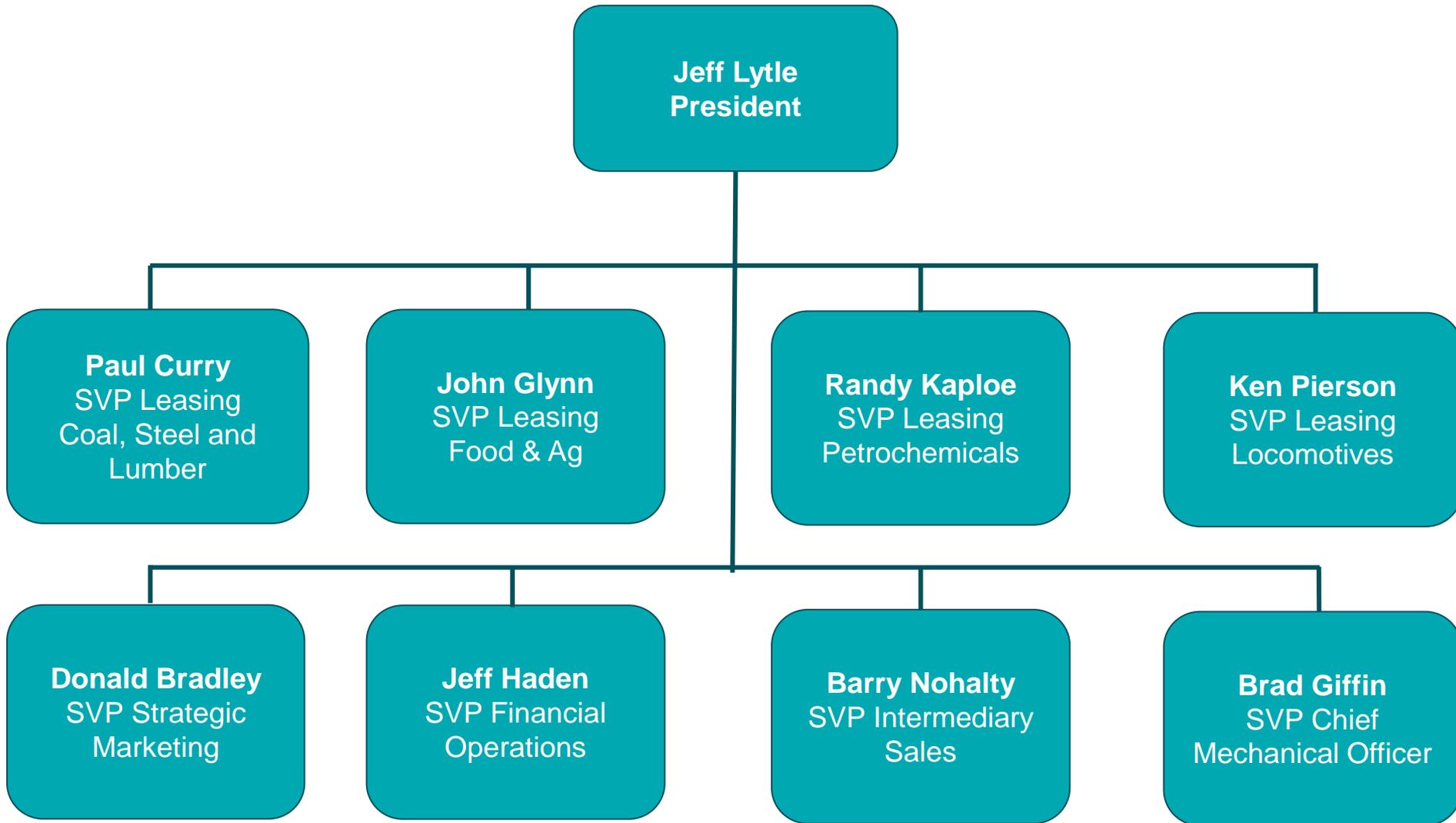
CIT Rail

- **Industry leader**
- **Young & diverse fleet**
- **Highest percentage of high-capacity equipment in North America***
- **Relationship focus**
- **Experienced, nimble and customer-focused team**
- **Operational excellence**

Long-standing commitment to providing compelling railcar leasing solutions to rail shippers and carriers

* Compared to the top fifteen railcar lessors in North America

Strong Team with Deep Rail Experience



CIT Rail Presence

- Leased fleet of ~119,000 railcars
- 74% freight cars; 26% tank cars
- Rail franchise serves ~500 customers in the U.S., Mexico and Canada
- Diverse fleet, supporting over 16 industries
- Largest percentage of high-capacity fleet in North America, with ~87% of our portfolio*
- Average railcar age of 13 years



4th Largest rail equipment lessor in North America

* Compared to the top fifteen railcar lessors in North America

Diverse Portfolio

Strategic Focus

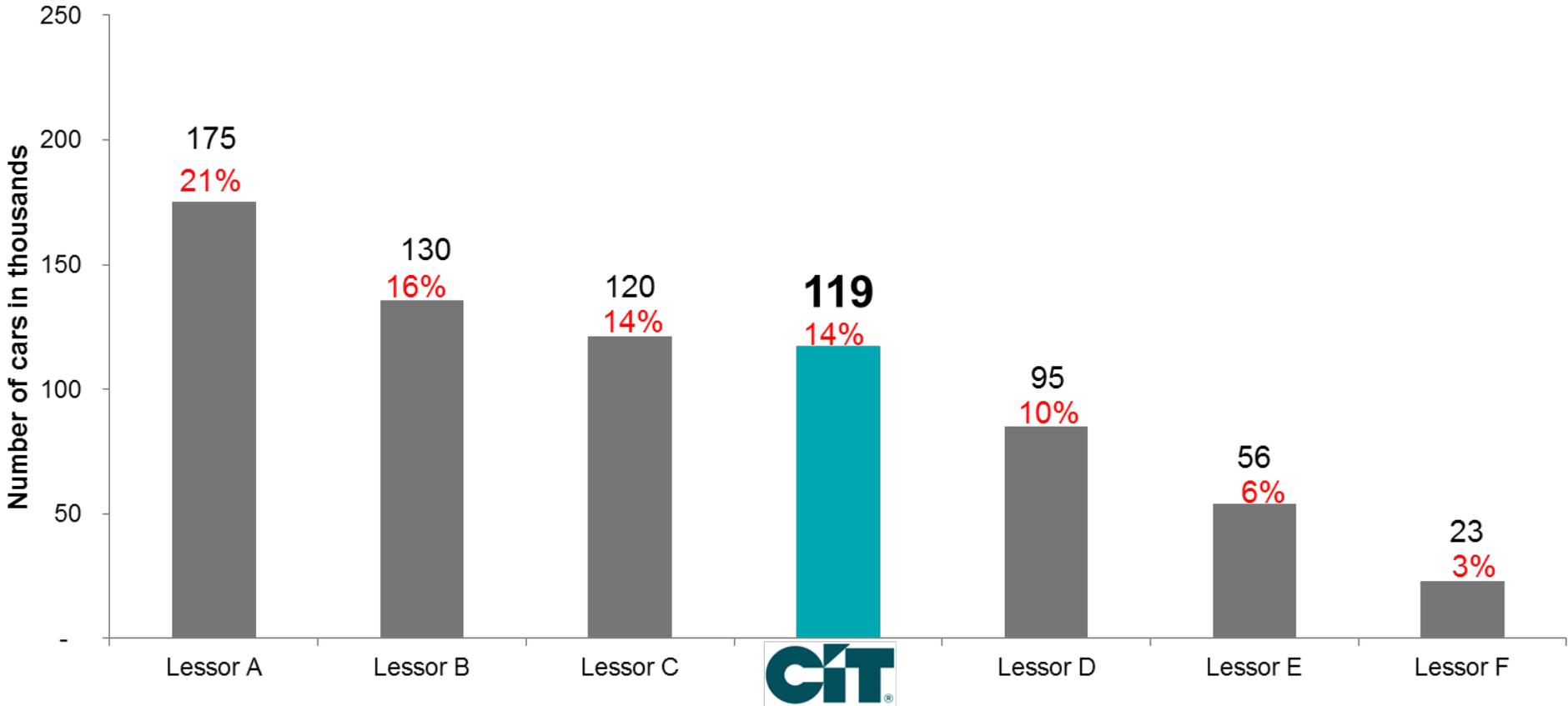
- Constantly assessing fleet composition to maintain high quality, attractive assets for our Customers
- Geographic coverage throughout North America
- Dedicated to serve diverse commodity markets to support customers needs
- Strong customer service and long-term customer relationships

Industries We Serve

- Agriculture & Food
- Automotive
- Aggregates
- Cement & Building Products
- Chemical
- Coal & Utilities
- Forest Products
- Mining
- Petrochemicals
- Petroleum & Gas
- Plastics
- Steel & Metals
- Waste Products

Competitive Position

Rail North America



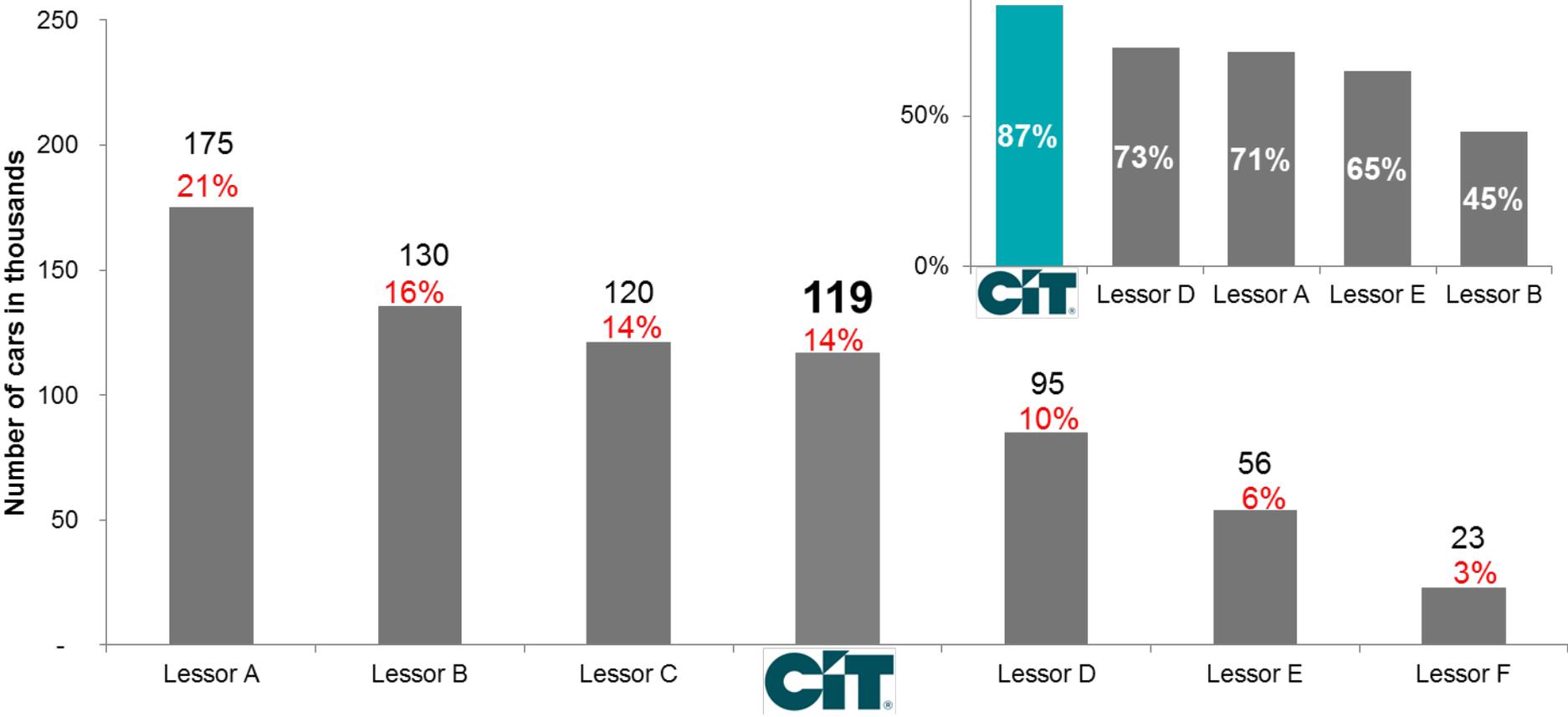
Source: CIT estimates based on data from Progressive Railroading / UMLER, SEC filings and industry presentations for financials as of 12/31/18 if available. Excludes TTX. CIT Rail North America op and non-op leases excluding locomotives as of 12/31/18



Competitive Position

Rail North America

% Fleet > 286K GRL



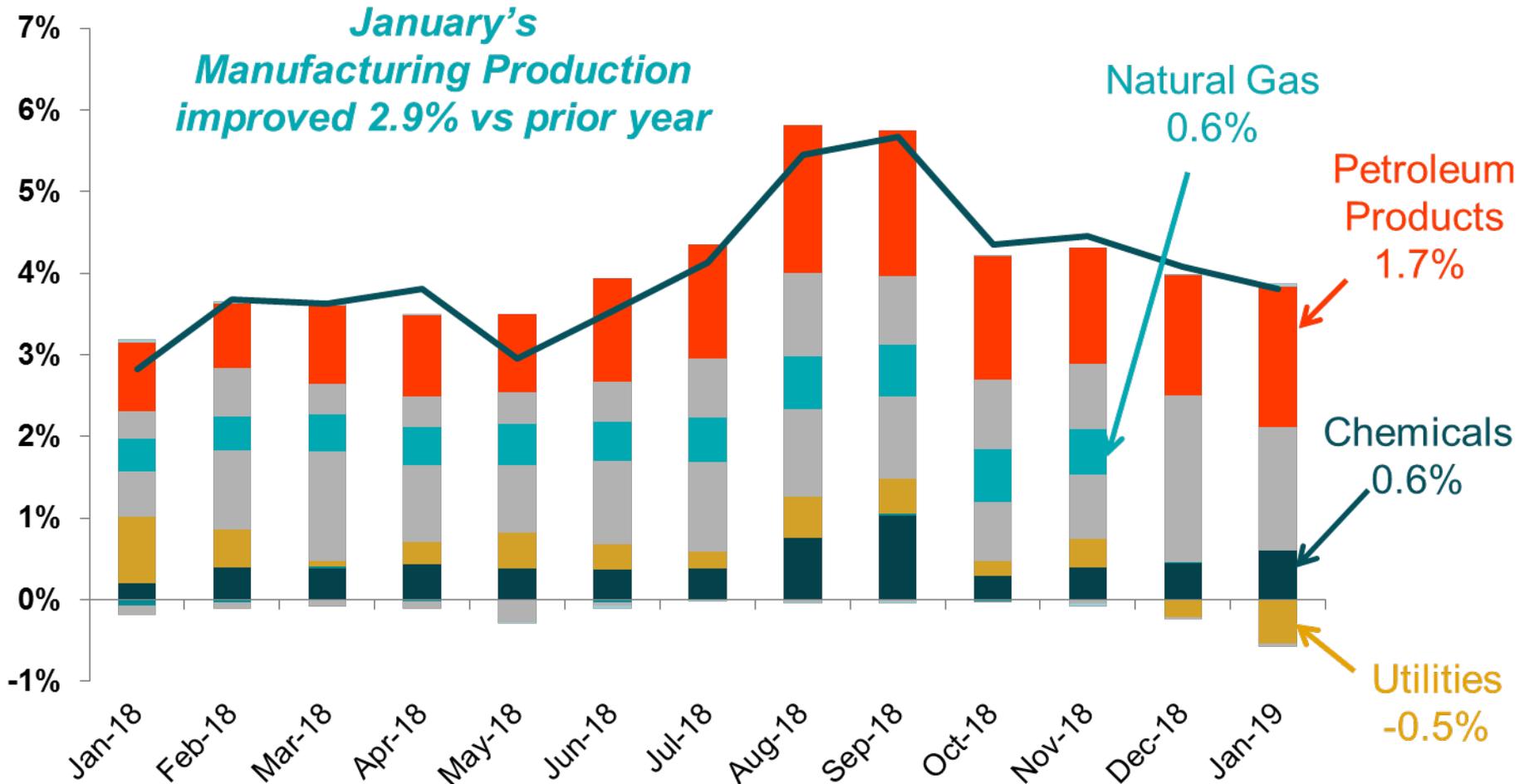
Source: CIT estimates based on data from Progressive Railroading / UMLER, SEC filings and industry presentations for financials as of 12/31/18 if available. Excludes TTX. CIT Rail North America op and non-op leases excluding locomotives as of 12/31/18



Rail Market Overview

Macro View

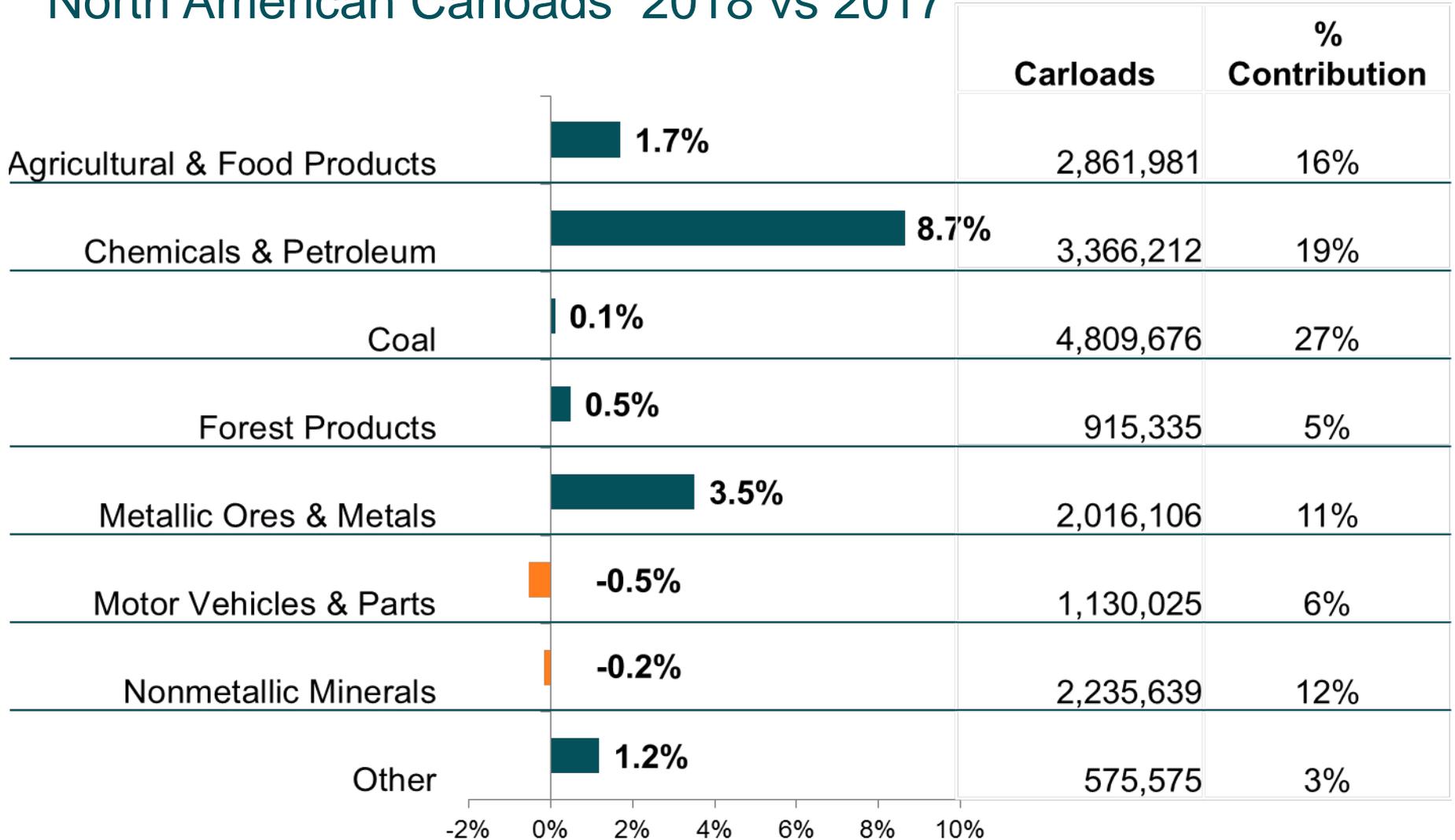
Sectors driving momentum – IP



Source: Federal Reserve and internal CIT analysis

Rail View

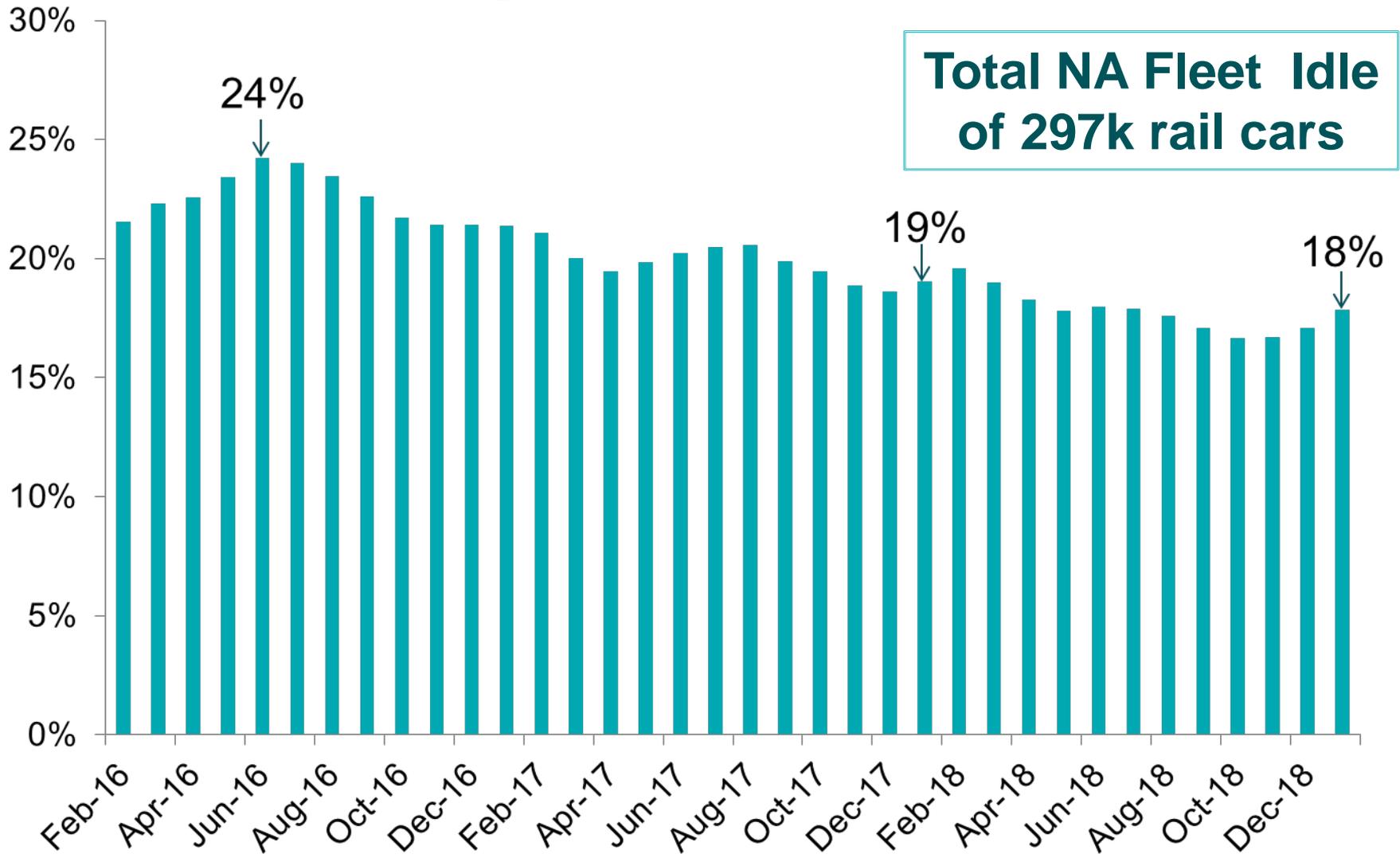
North American Carloads 2018 vs 2017



Source: AAR Rail loadings



Cars in Storage

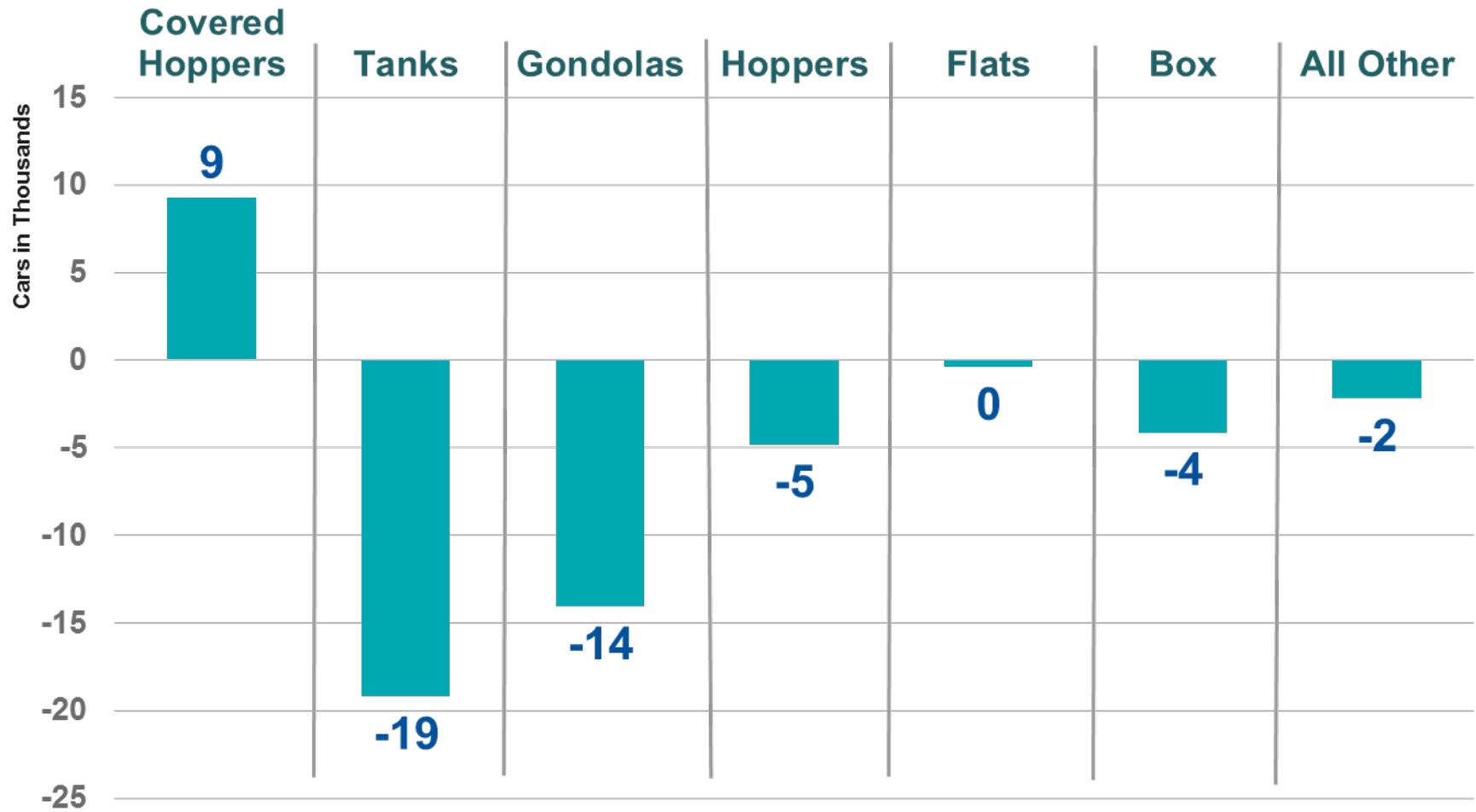


Source: AAR / Rail Time Indicators



Storage by Car Type

Y/Y % Idle trend – NA fleet

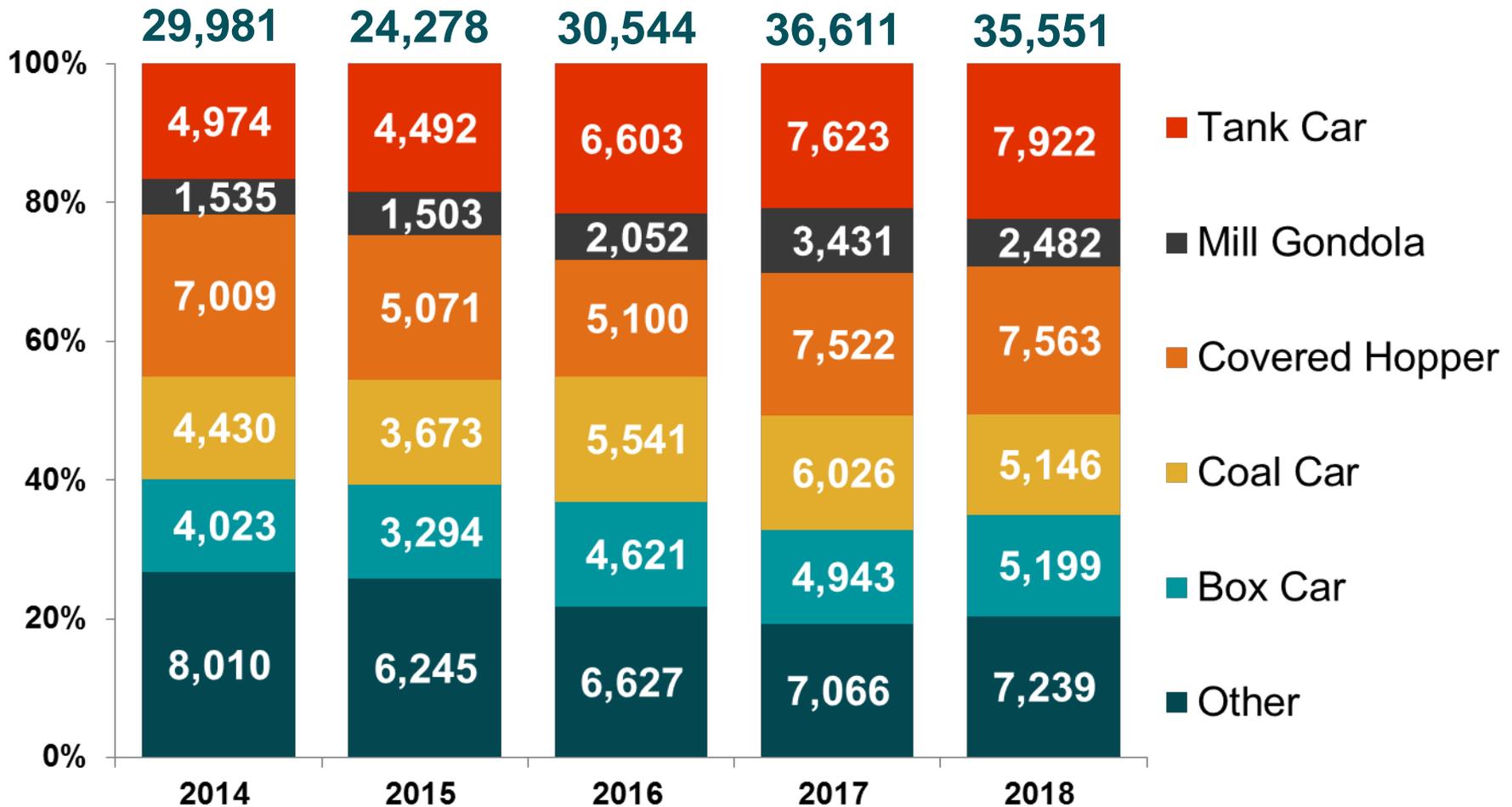


Source: AAR



Scrap trend 2014 - 2018

Approx. Scrap cars per year

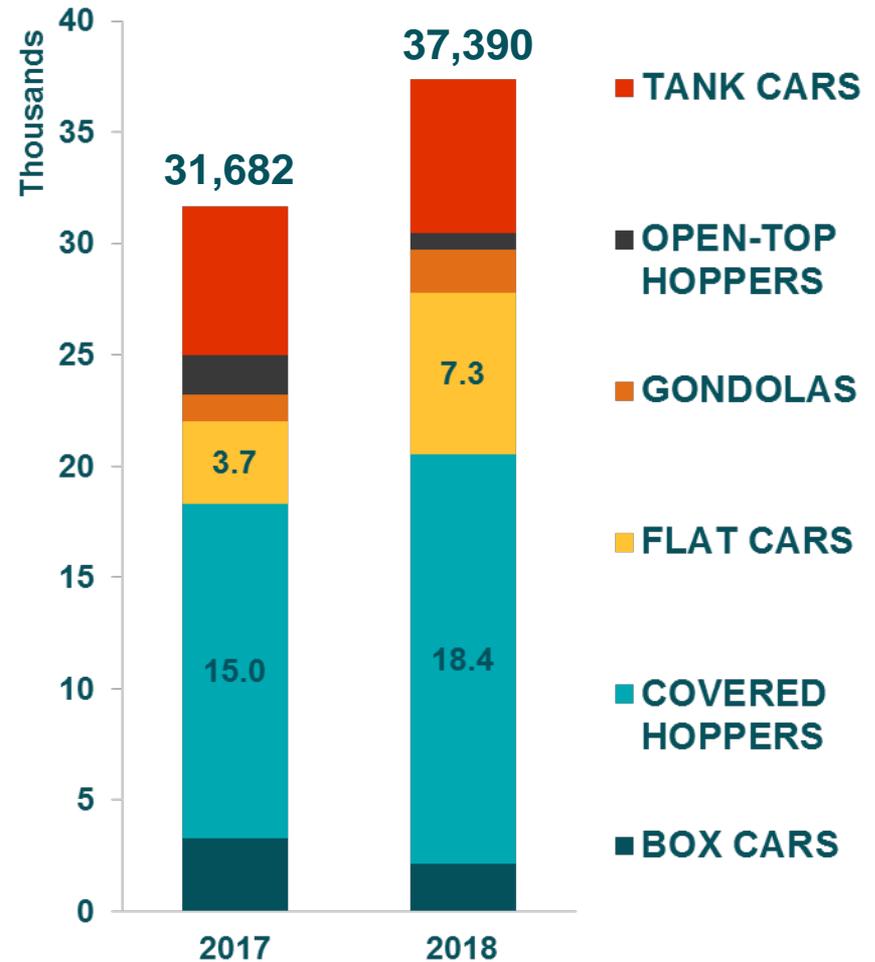


Source: UMLER, CIT internal estimates as of December 1st 2018

New Builds as of 3Q2018

- YTD orders up 90% YoY, growth in almost every category
- YTD deliveries up 18% YoY
- Backlog growing mainly boxcars / flat cars / gondolas & tanks
- Sharp decline in covered hopper backlog

Deliveries by Car Type as of 3Q



Source: ARCI data as of 3Q2018

Tank Cars

Retrofits view

- In 2015 we began proactively retrofitting our tank cars
- Over (3,000) Legacy cars retrofitted
- Approximately (2,000) CPC1232 retrofitted
- Planning to have 82% completed by the end of 2019

Remain focused on safety and market demand to meet customer needs

Represents Legacy fleet



Improving Customer Experience

- Newly-designed customer portal that offers a streamlined interface and expanded functionality.
- Operational excellence
 - KPI's inline with operational improvements
 - Shop Cycle Time
 - Delivery Time Reduction
- IT investment

Focused on customer experience through operational excellence

Challenges

- Continued overcapacity in the market
- Improvement in railroad velocity would exacerbate equipment surplus
- Regulatory – Tank retrofits
- Innovation driving frac sand consumption
- Uncertainty on global trade
 - USMCA
 - China
 - Steel & aluminum

Opportunities

- **Refined products to Mexico supported by the new energy reform**
- **Western Canada CBR**
- **Steel scrap prices**
- **NA replacement cycle**

