



*Growing American
Communities*



Agenda

- Company Overview
- Market Update
- Reinventing Normal
- Closing Remarks



OmniTRAX

The cross-roads of rail and real estate

FOUNDED IN 1986



HEADQUARTERED IN DENVER, CO



2200 MILES OF RAIL IN 16 STATES & 1 PROVINCE



FASTEST GROWING RAIL COMPANY IN THE U.S.

\$4.5B+

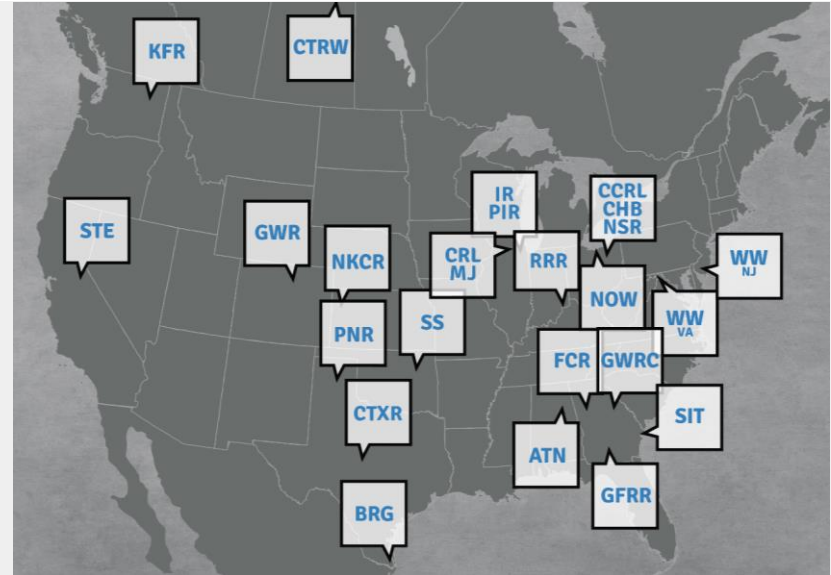
PROJECT
INVESTMENTS

32K

DIRECT &
INDIRECT JOBS

50+

FORTUNE
500 CLIENTS



THE BROE GROUP

(FOUNDED 1972):

37

HOLDINGS IN
37 STATES

\$5B

TOTAL ASSET
VALUE

1000+

FULL-TIME
EMPLOYEES

5 SECTORS

REAL ESTATE, RAIL, OIL & GAS,
INFRASTRUCTURE, HEALTHTECH

Safety & Service Performance

0

Incidents, Injuries, Accidents

Switch Performance

98%

Local Focus

250

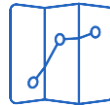
Average Customer
Annual Carloads



Customer Focused
Not Market



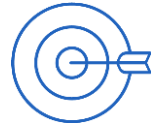
Local Focused
Not Network



Carload Focused
Not Wall Street



Investment Focused
Not One of a Thousand



Bundle Focused
Not Just One Piece



Bullwhip, Short Line Railroads

1.08

Inventories-
to-Sales

FRED Record Levels

\$1,940

Midwest
Steel Index

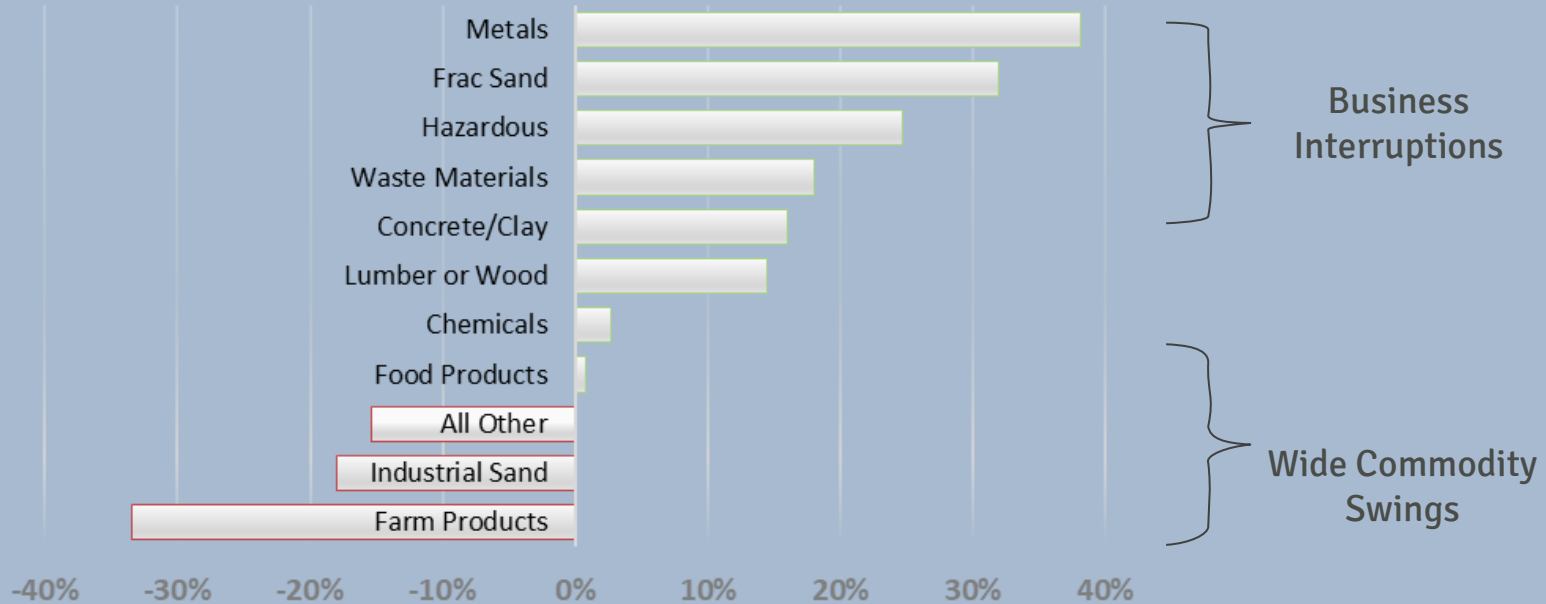
*Biggest relative increase
since records began*

-72%

Price of Lumber
Since May

*Back in recent historical
trading range*

OmniTRAX Carloads YTD YoY



What supply chain hasn't evolved over the past 24 months?

Reinventing Normal

Regulatory

Renewable Diesel

Refined Fuels

Near Shoring

Electric Vehicles

Blue/Green Ammonia

Growth

Plastic Waste

Ecommerce

Inland Ports

Wood Pellets

Construction Materials

Maturing

Cold Storage

Frac Sand

Plastic Pellets

NGL

Container Glass

Proactive research - opportunities - solutions

River Ridge Commerce Center

RR Mega Site

SaddleCreek
LOGISTICS SERVICES

amazon.com

The cross-roads of rail and real estate

~4,000 Acre
Single Served Industrial Park

Rail & Real Estate Economics
Ability to Provide One Bundled Solution

Sourcing Capital
The Next Rail Estate Fund

Reinventing Normal

Capital

Co-investment
Direct investment
Ownership

Real Estate

Land
Development
Ownership

Pricing

Tiered
Variable
Success Based

Savannah Gateway Industrial Hub

AR A&R Logistics

790,400 SF SPEC UNDER CONSTRUCTION

BISSELL

314,133 SF BTS UNDER CONSTRUCTION

**Fully Occupied Rail-Served Building
at Savannah Gateway Industrial Hub**

~2,600 Acre

Dual Served Industrial Park

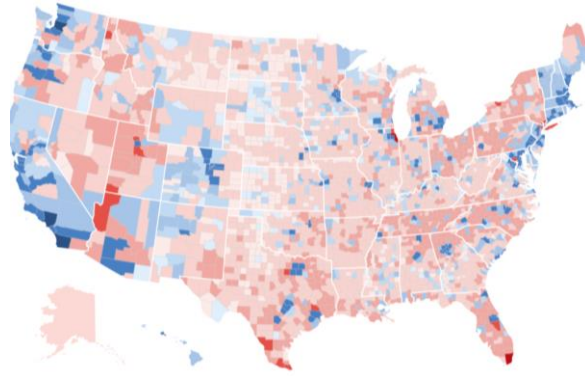
Rail & Real Estate Economics

Ability to Provide One Bundled Solution

~\$550 Million Fund

Closed Summer of 2021

One Organization, Different Covid Perspectives



Severity

Impact

10,114 Hours To Date
Missed Due to Covid Related
Symptoms

Protocols

Compliance

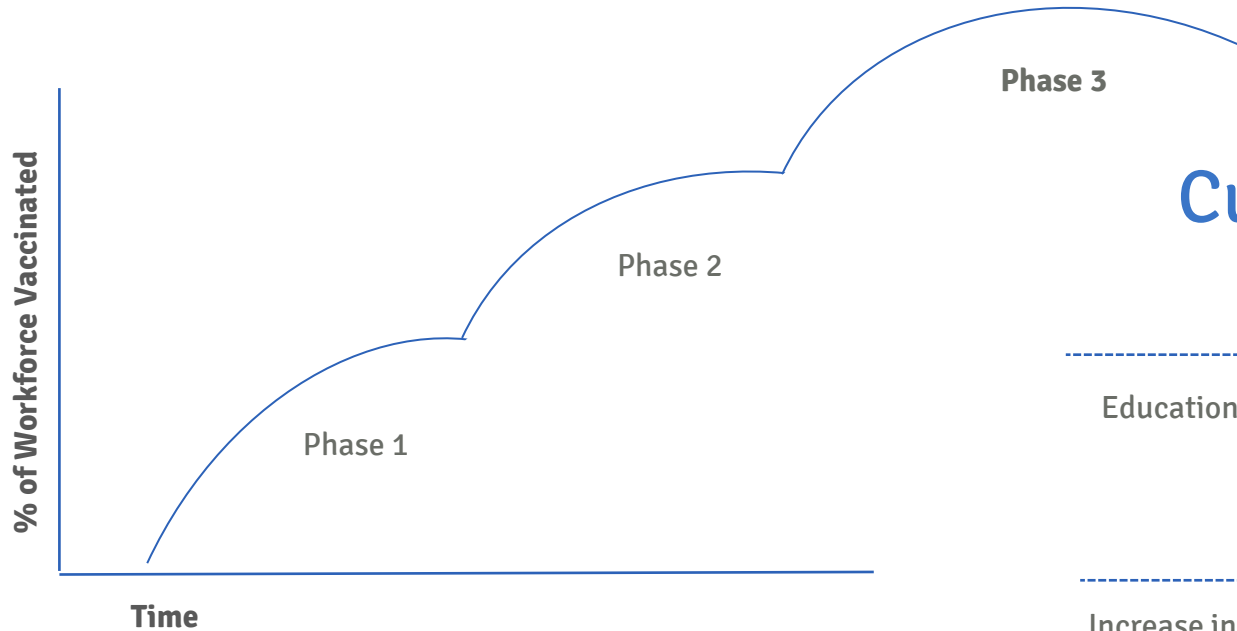
~20% Workforce Tested
Positive To Date

Vaccine

Interest

HQ: +90%
Five RRs Below 25%

Vaccine



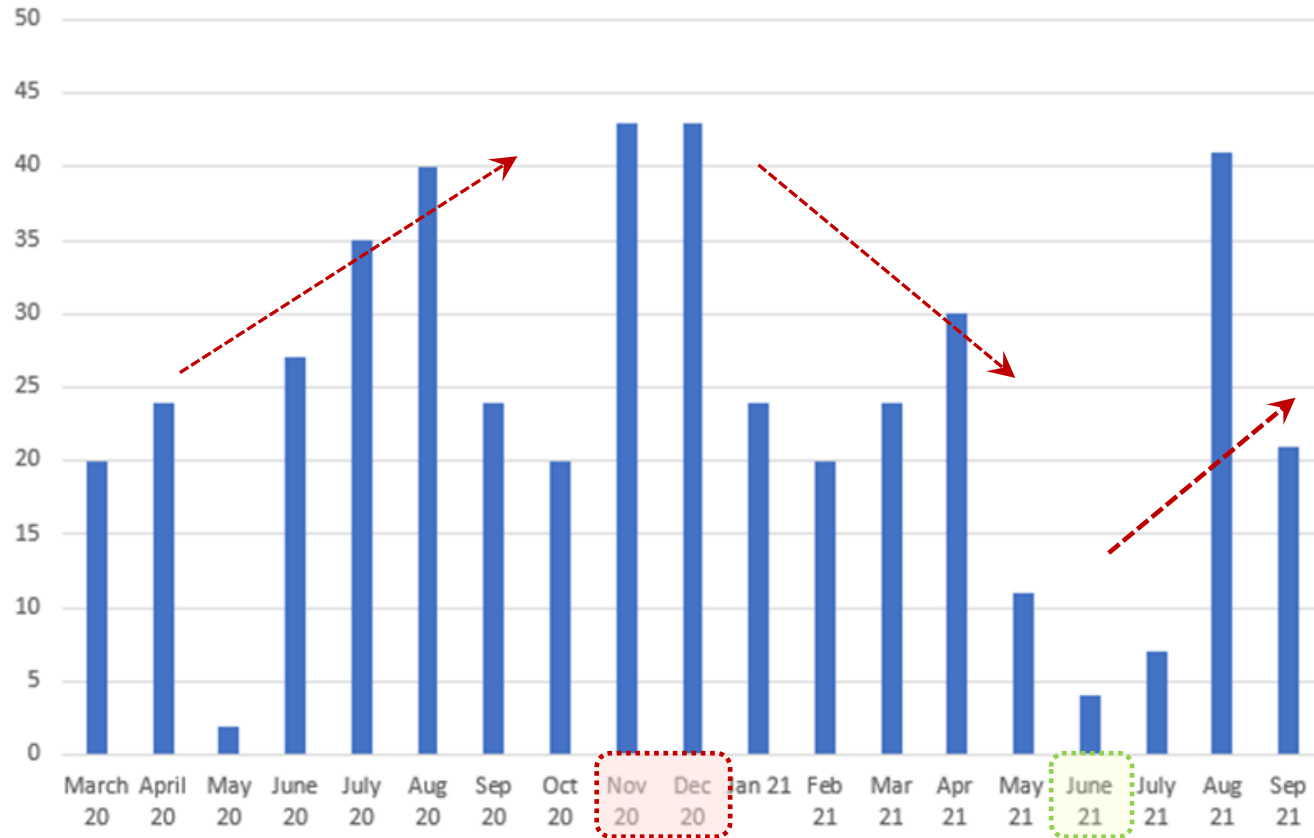
Currently in Phase 3

Education – Incentives – Determinants

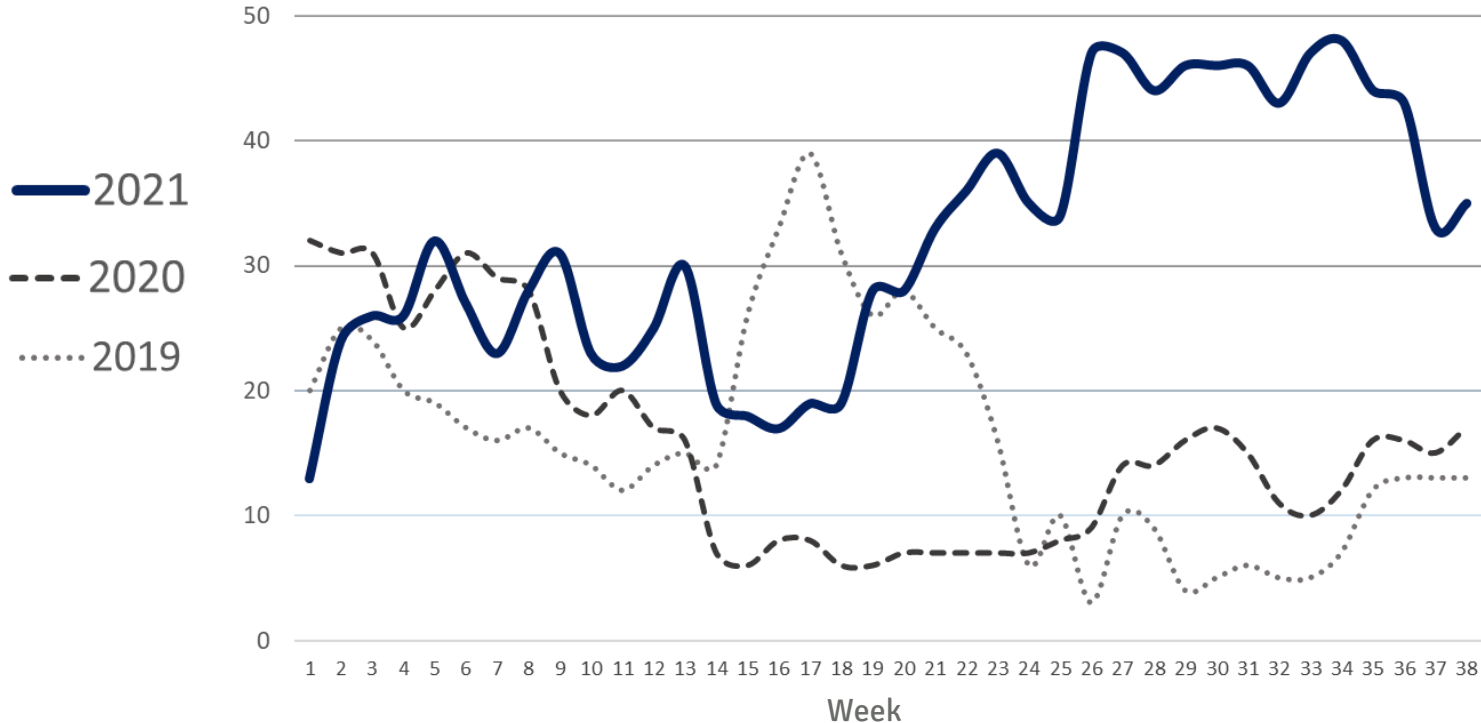
Impacts

Increase in Temporary Workers, Voluntary Turnover, Strain on Existing Workforce, and Significant Wage Pressure

Reported Covid Related Symptoms



Strong Job Market & COVID Impacts: Total Open Positions







Safety & Service

The Growth Piece

**OmniTRAX Has A Different Approach,
Combining Real Estate with Hyper-Local Growth**