

FTR'S ECONOMIC & RAIL OUTLOOK:

THE 2027 DEMAND BASELINE BEHIND EVERY FLEET DECISION

Jonathan Starks
CEO, FTR

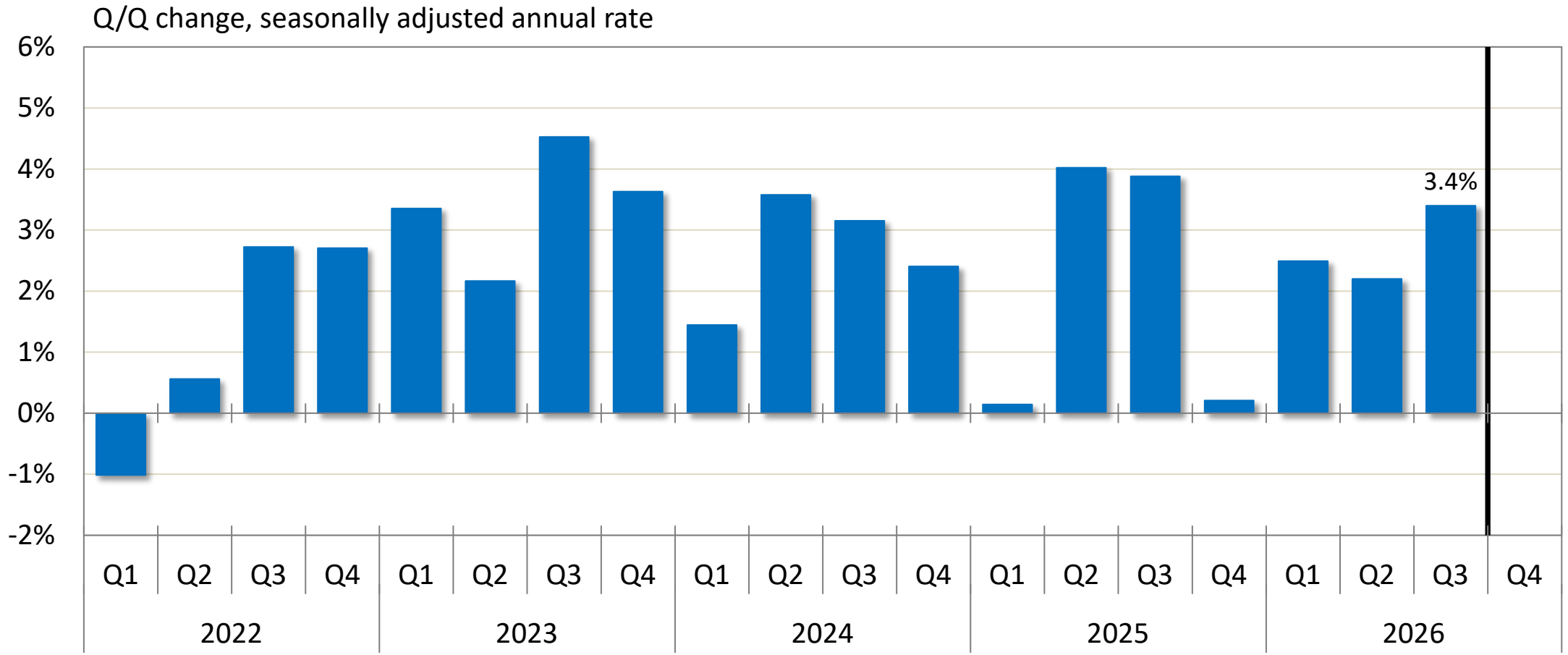
Agenda

- Economic update
- Freight expectations
- Railcar activity
- Delivery expectations

- **Q/A**

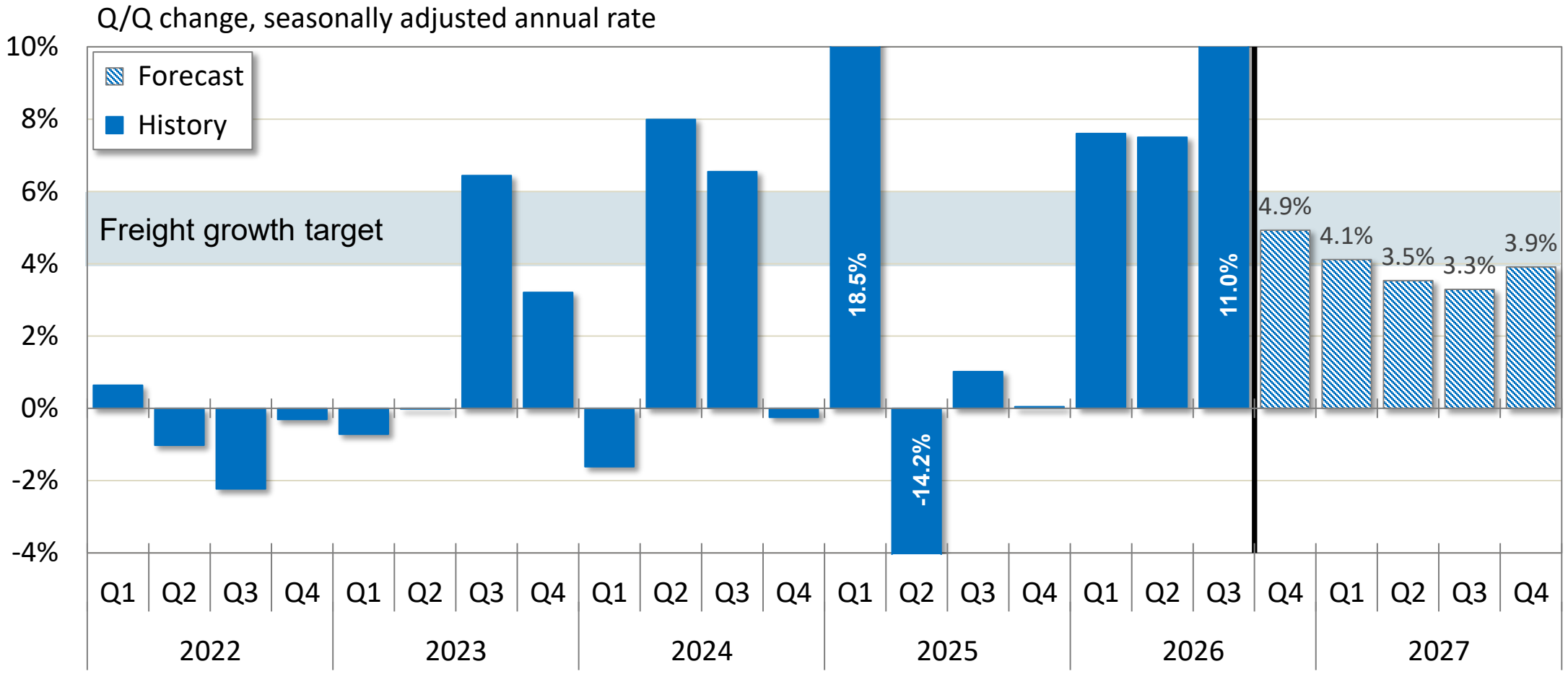
Economic Update

Real Gross Domestic Product



Source: Bureau of Economic Analysis
Forecast and analysis by FTR Transportation Intelligence and Witte Econometrics

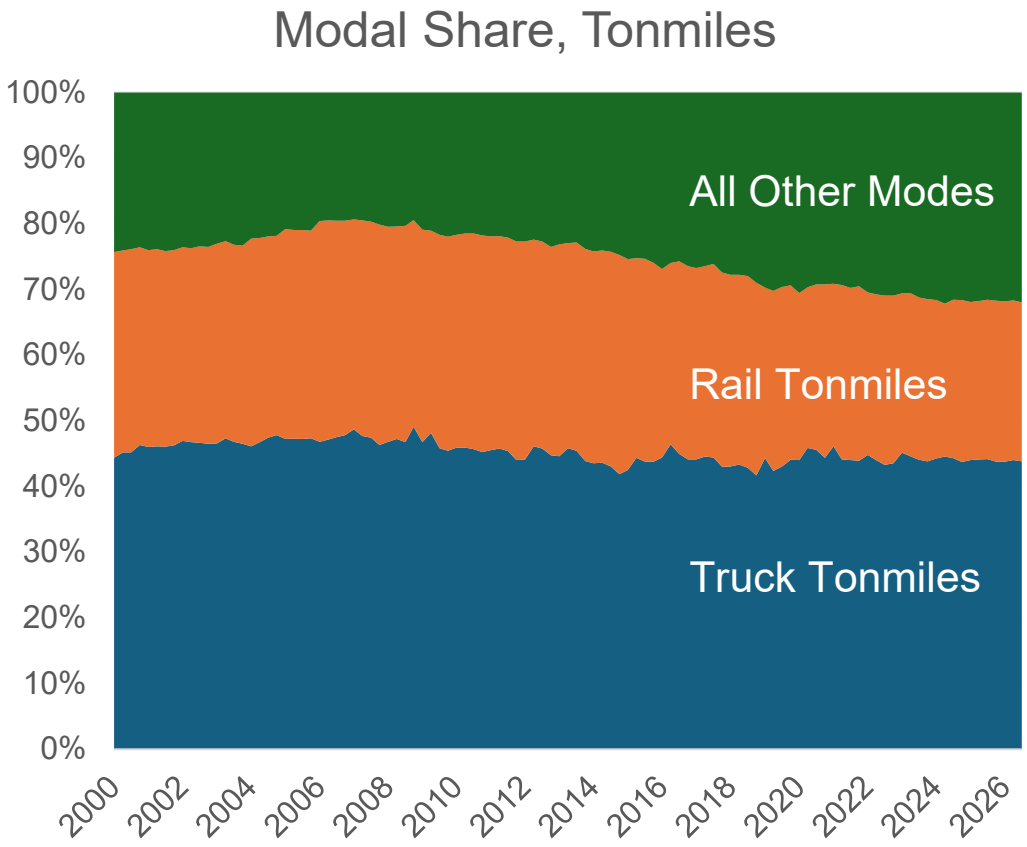
GDP Goods Transport Sector

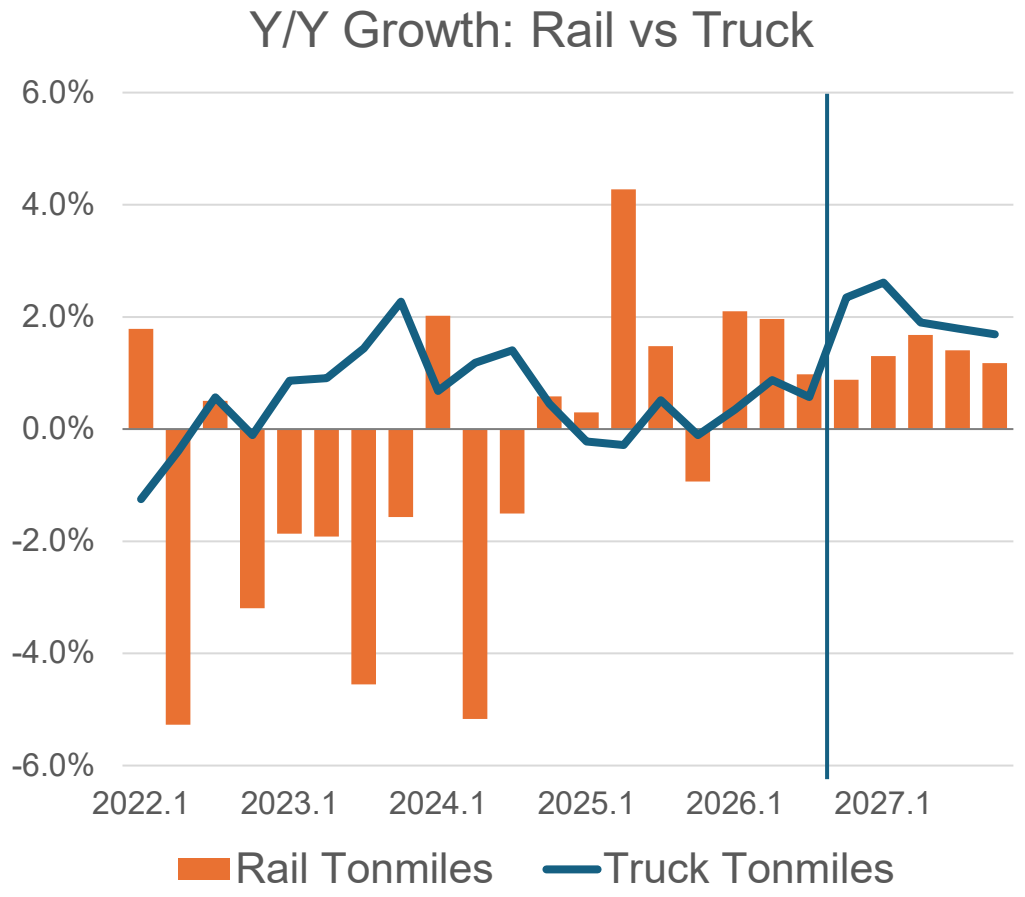


Source: Bureau of Economic Analysis
Forecast and analysis by FTR Transportation Intelligence and Witte Econometrics

Freight expectations

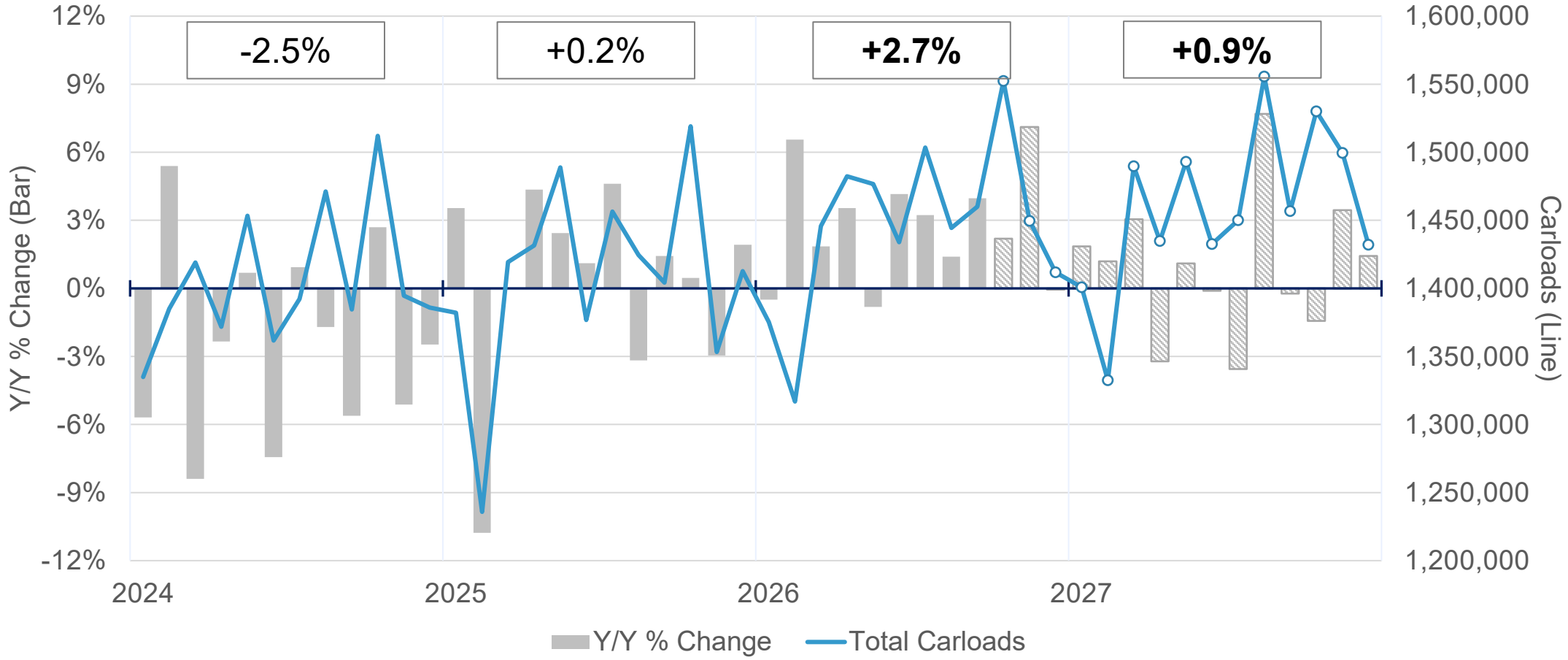
Growth is back… Share is not



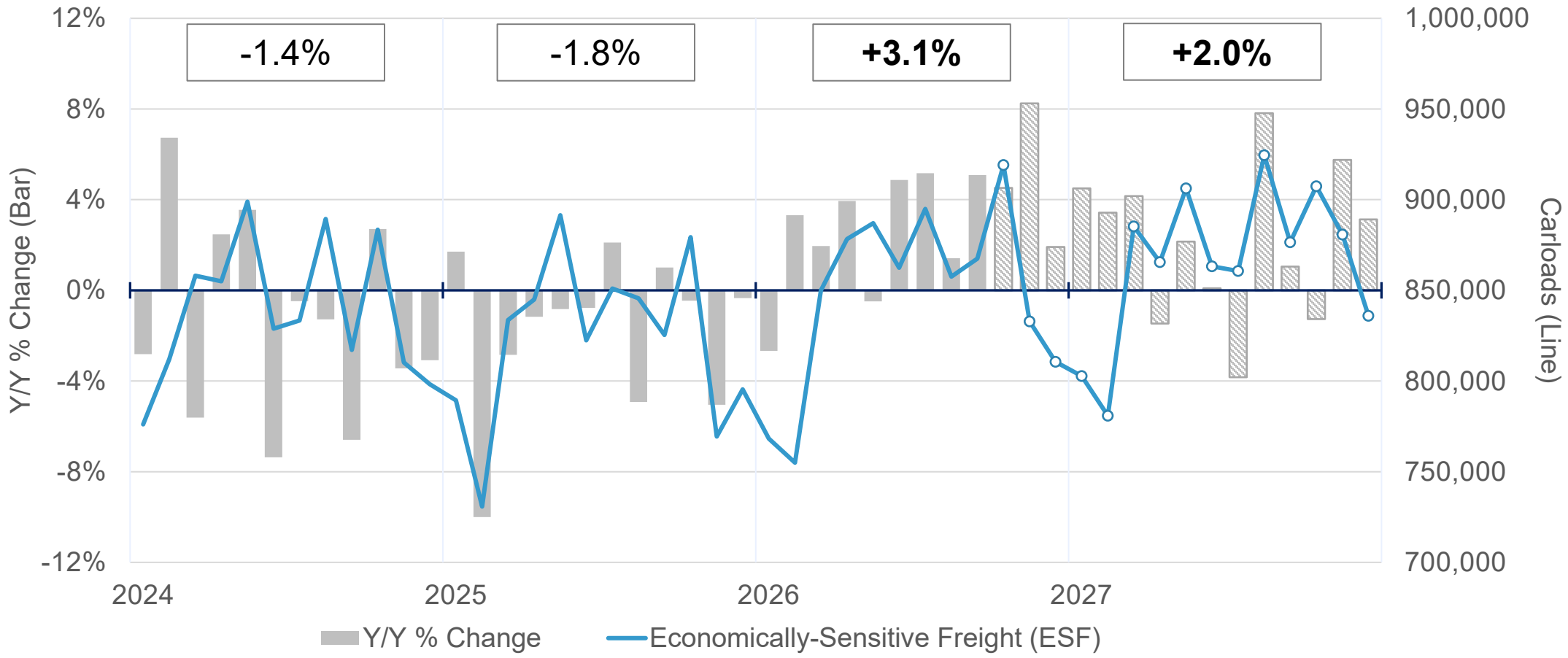


Source: FTR Transportation Intelligence

Carload expectations - total

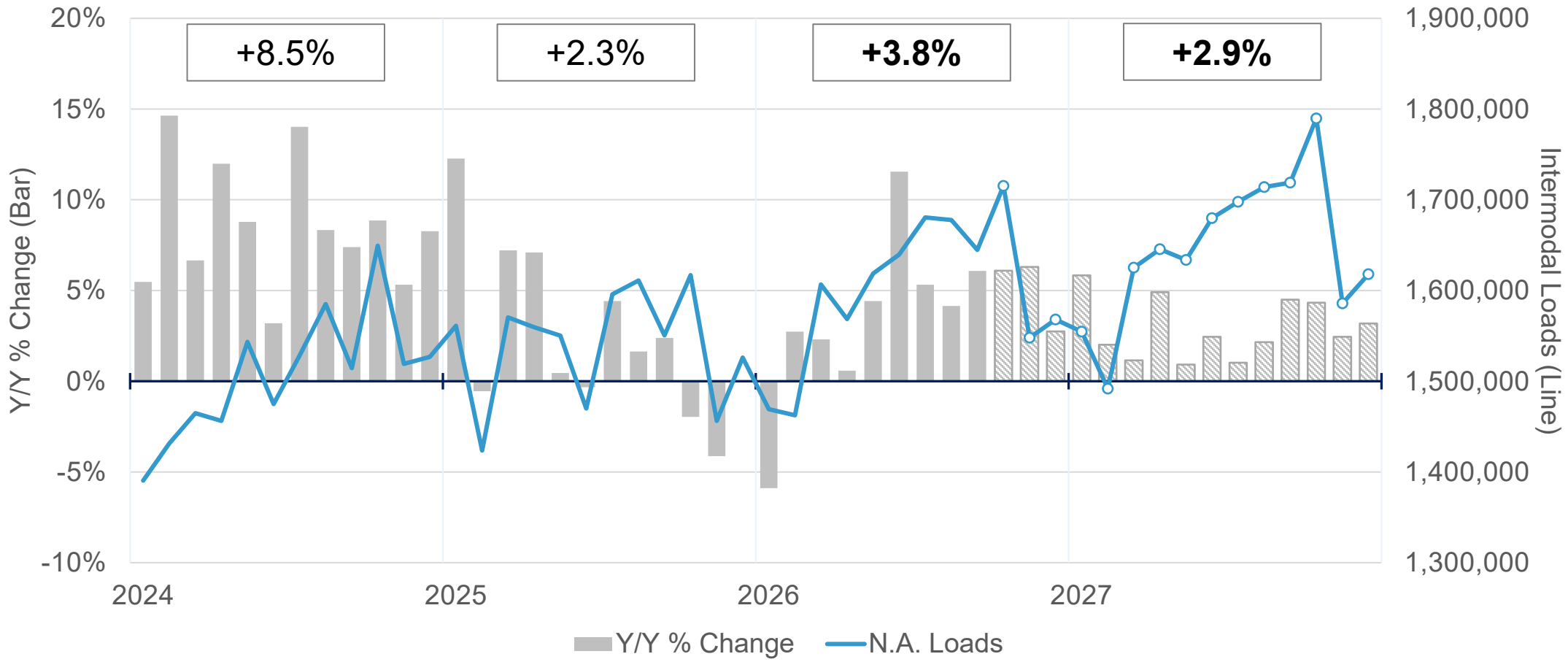


Carload expectations – E.S.F



Source: AAR, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

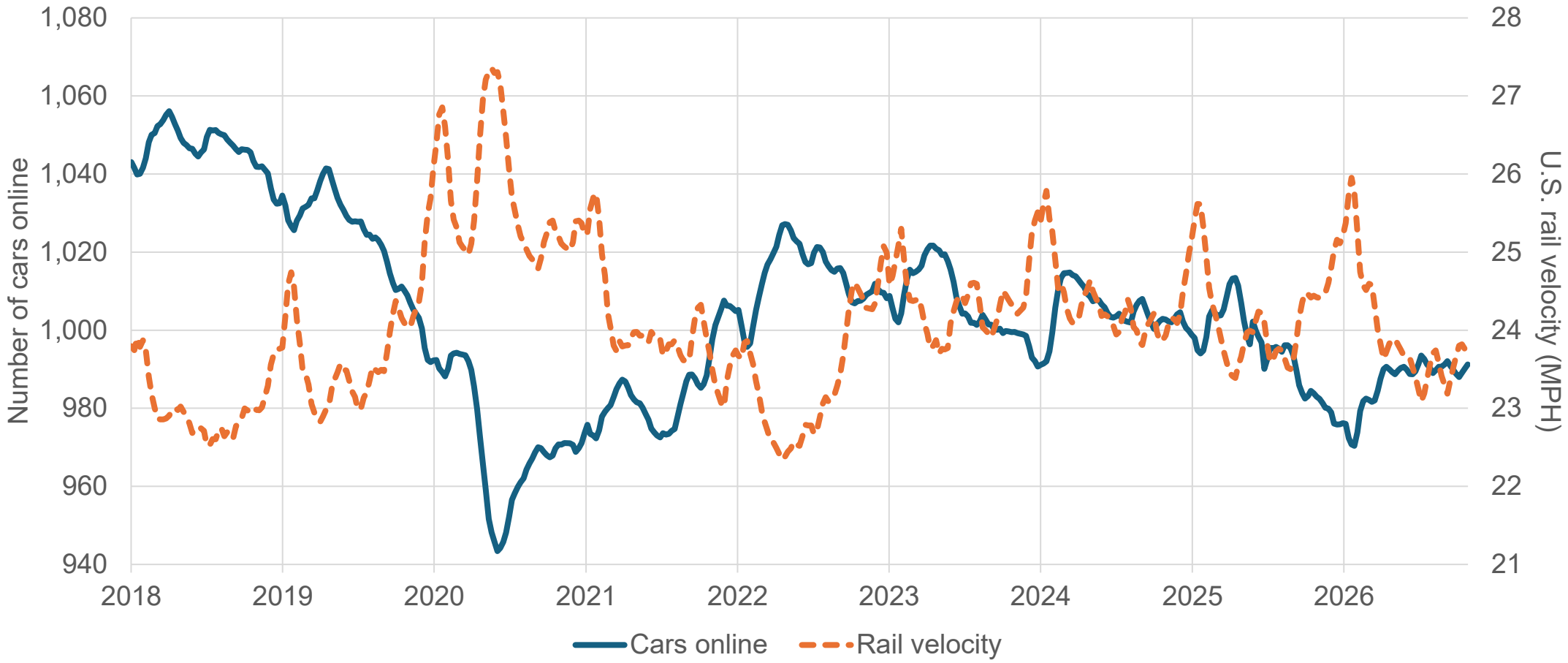
Intermodal volume expectations



Source: IANA ETSO, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

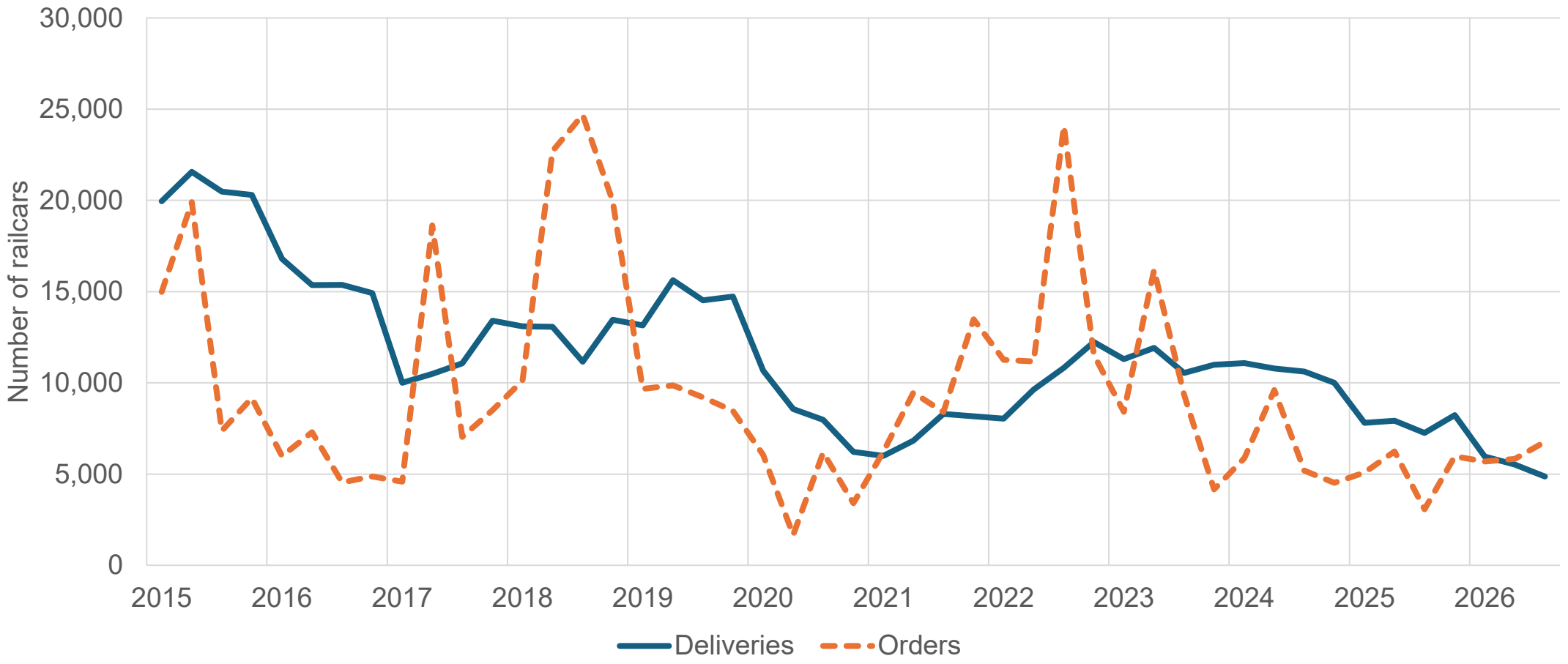
Railcar activity

Velocity vs cars online



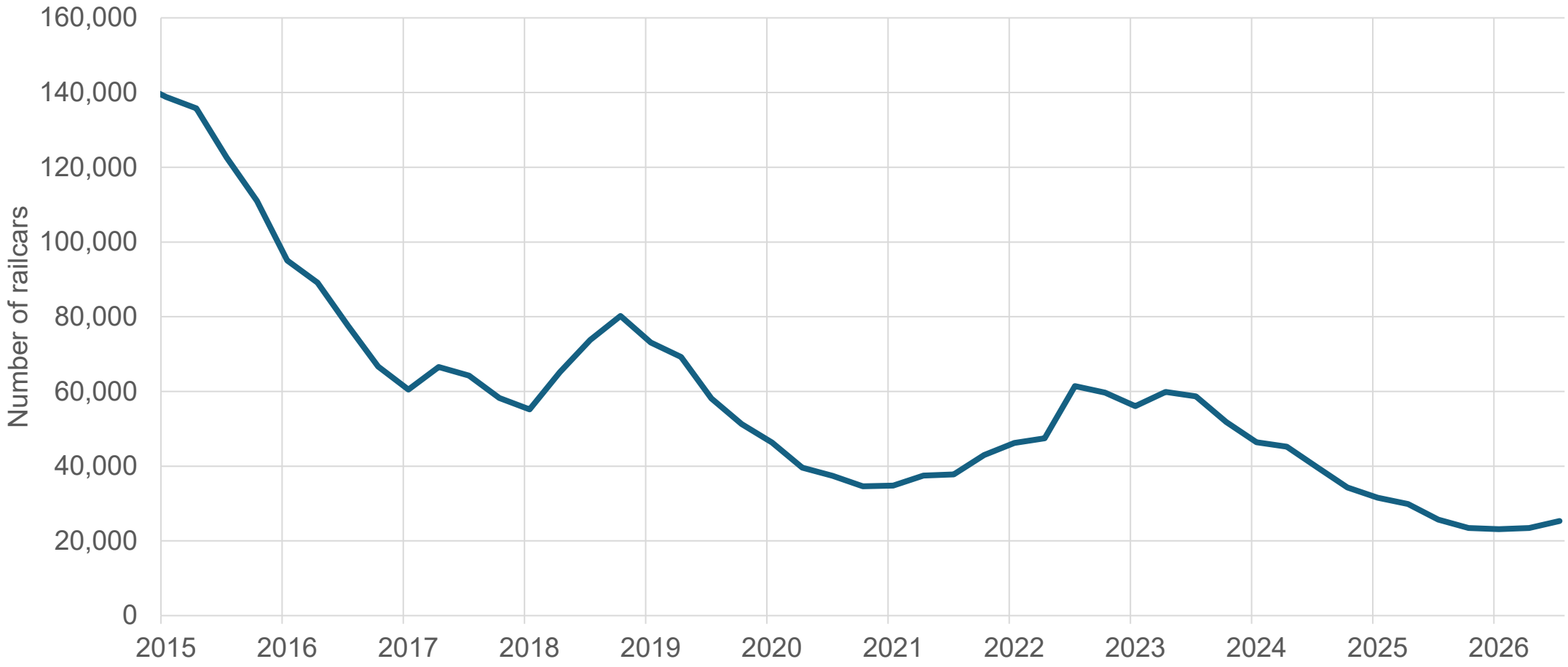
Source: STB, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

Orders and delivery activity



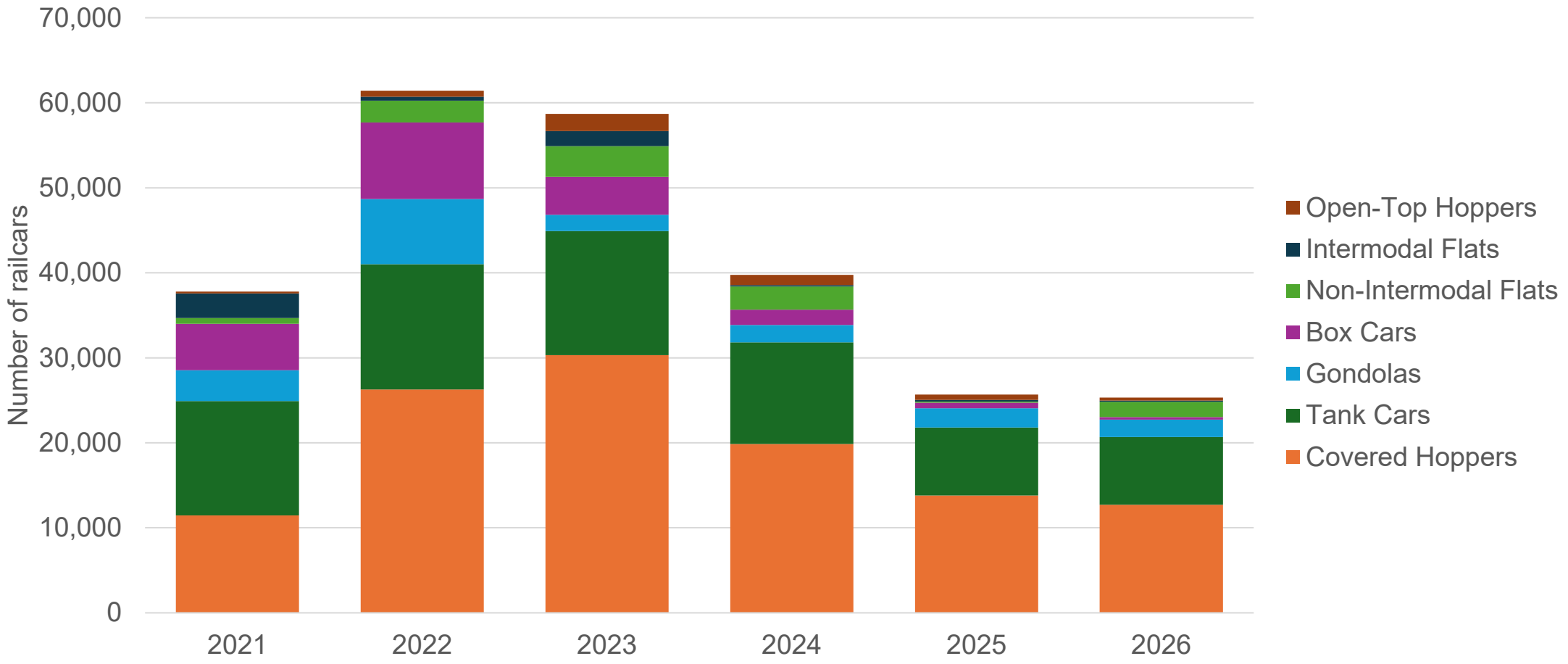
Source: RSI ARCI, FTR Transportation Intelligence
Analysis by FTR Transportation Intelligence

Change in backlog



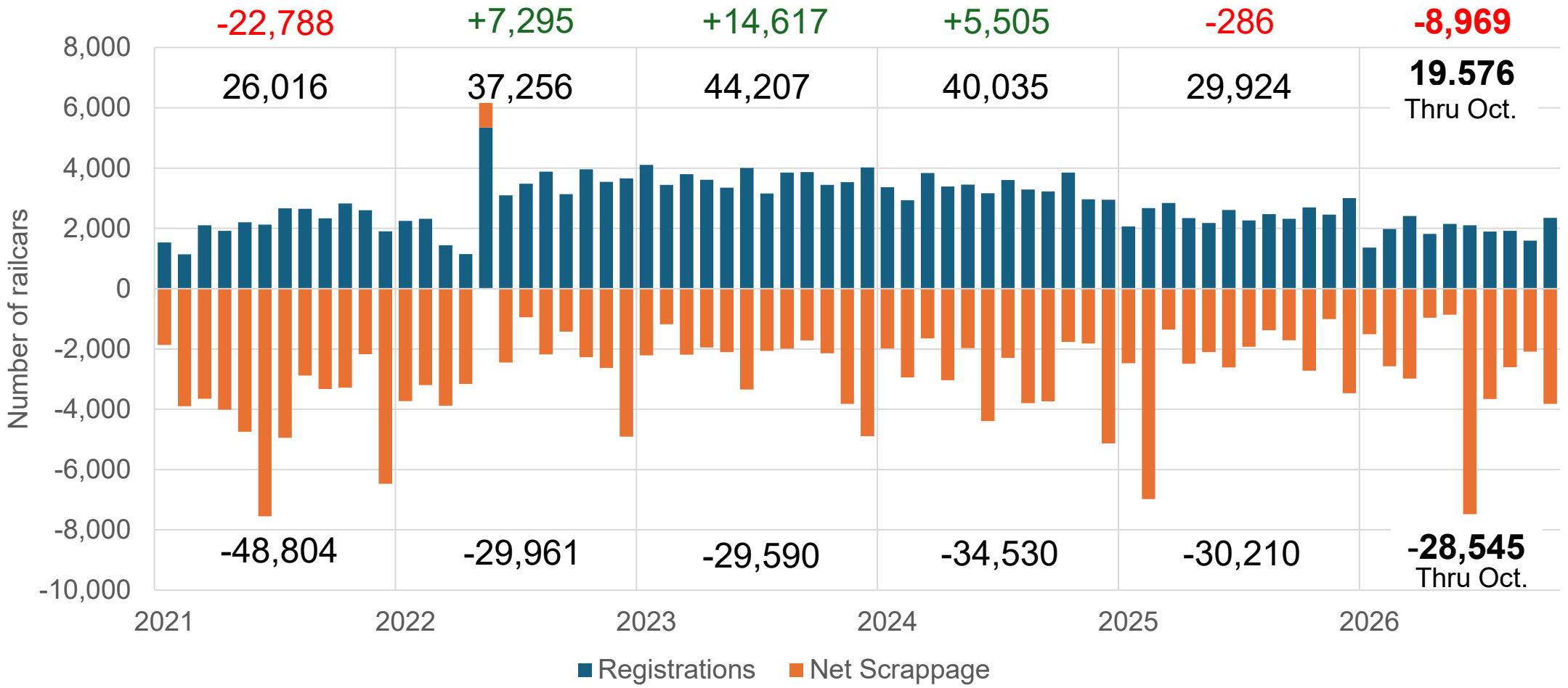
Source: RSI ARCI, FTR Transportation Intelligence
Analysis by FTR Transportation Intelligence

Composition of backlog – Q3



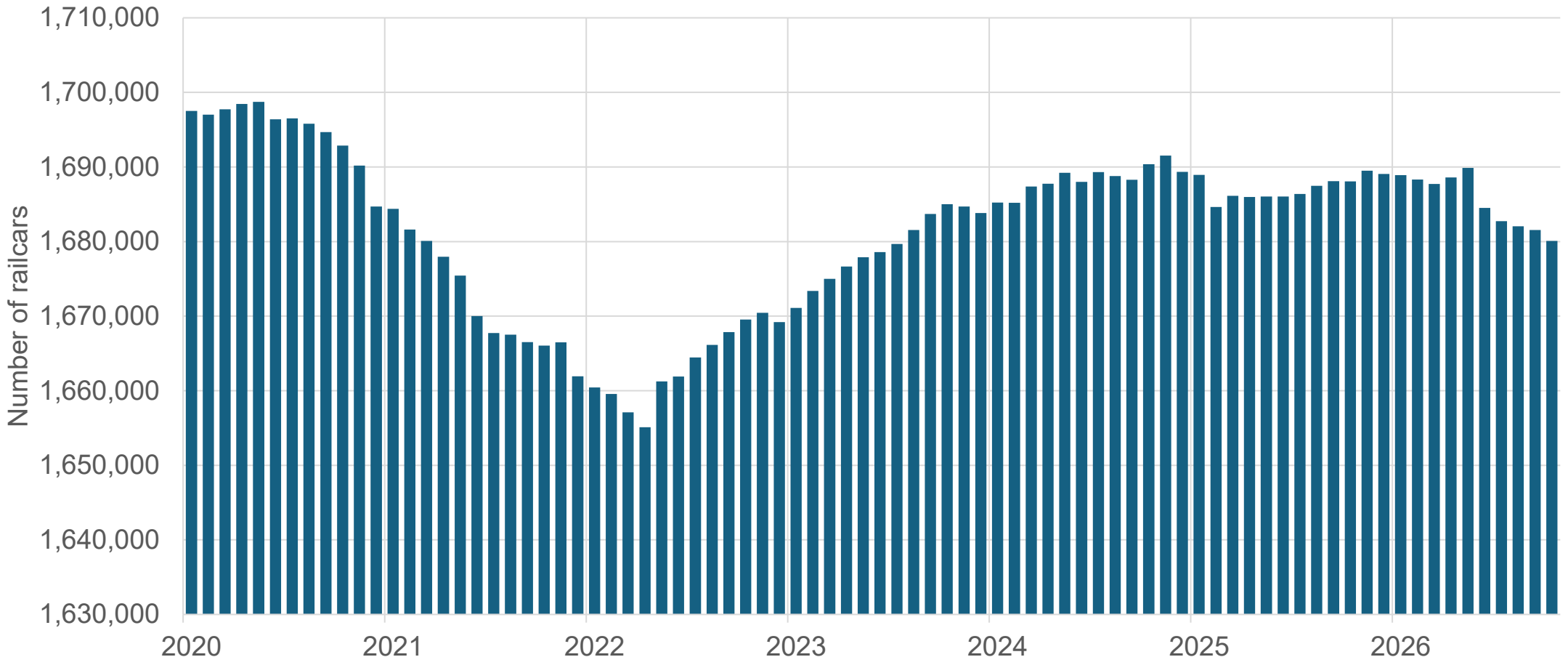
Source: RSI ARCI, FTR Transportation Intelligence
Analysis by FTR Transportation Intelligence

Registrations vs net scrappage



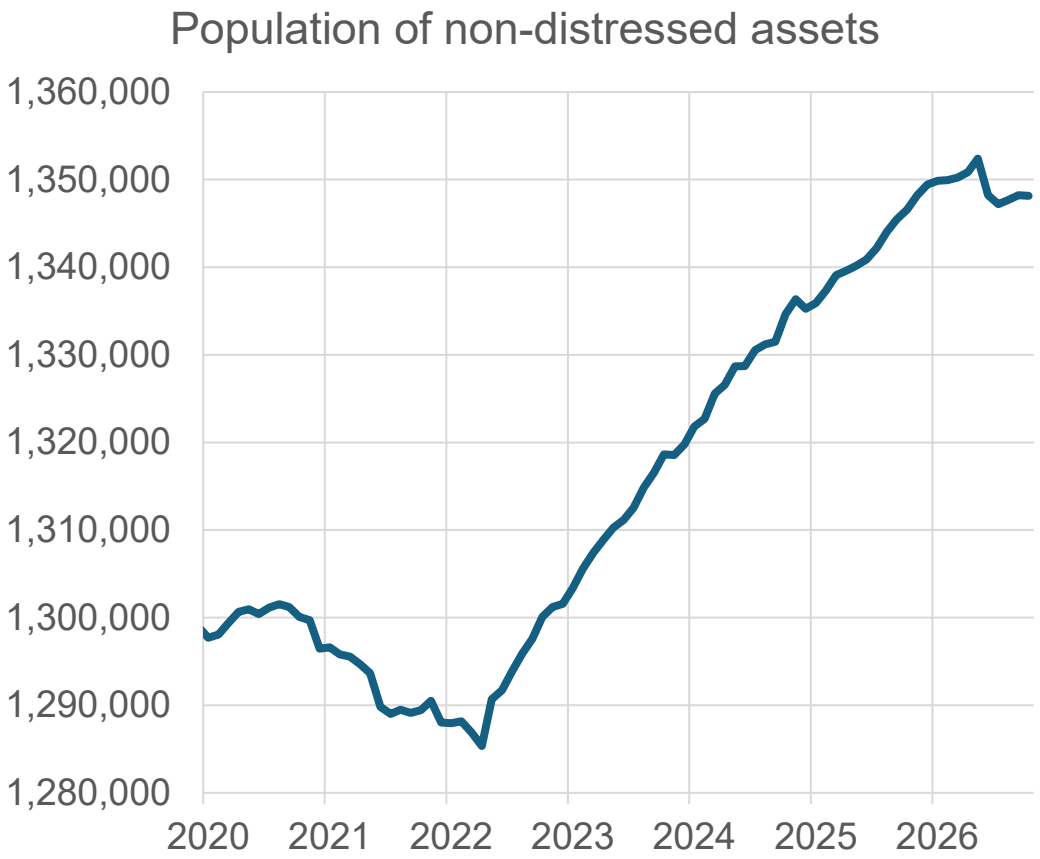
Source: Railinc, FTR Rail Equipment Monthly
Analysis by FTR Transportation Intelligence

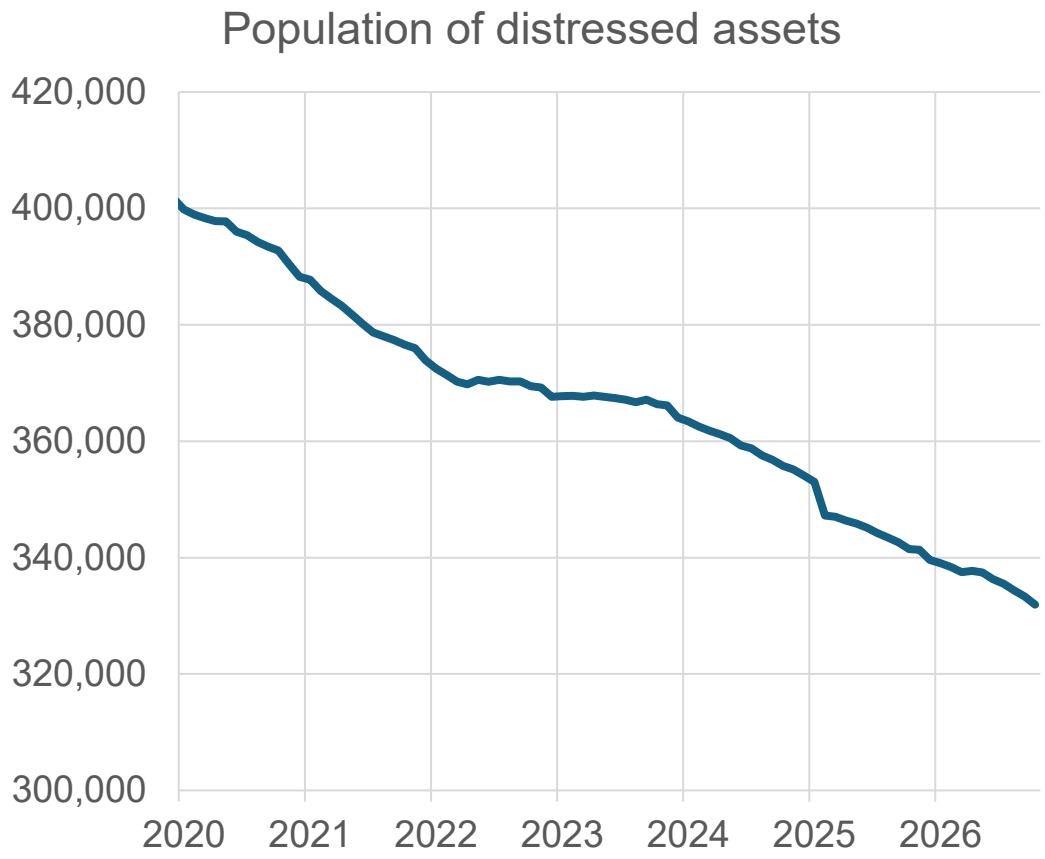
Size of the railcar fleet



Source: Railinc, FTR Rail Equipment Monthly
Analysis by FTR Transportation Intelligence

Change in fleet size



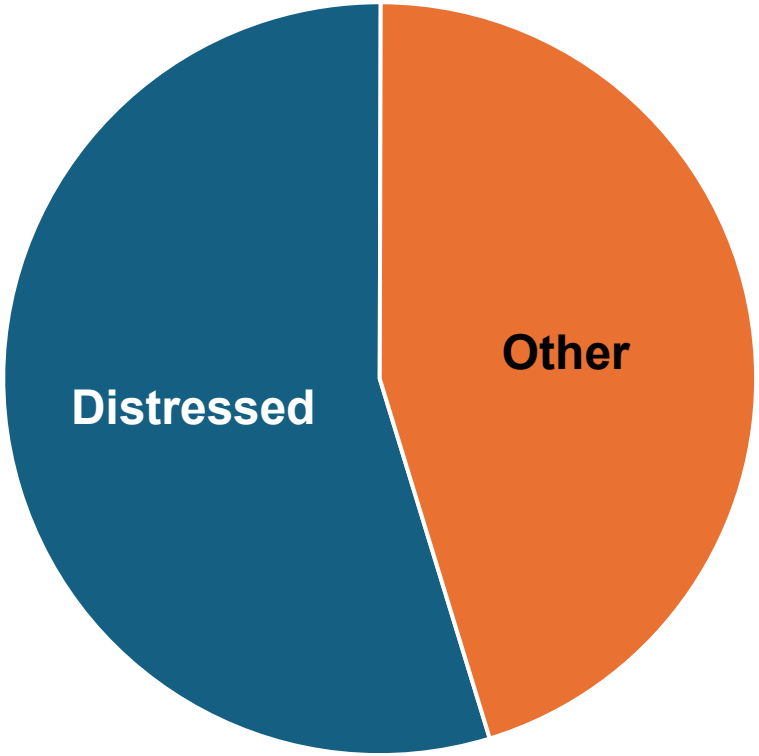


"Distressed" defined as coal cars, boxcars, and SCCH

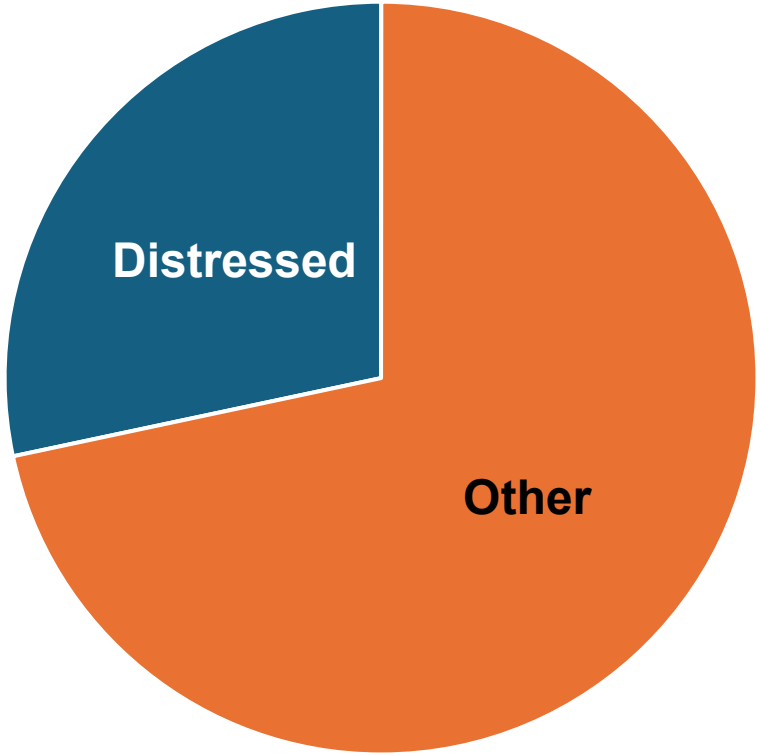
Source: Railinc, FTR Rail Equipment Monthly
Analysis by FTR Transportation Intelligence

Retirements by equipment types

2025



2026, thru October

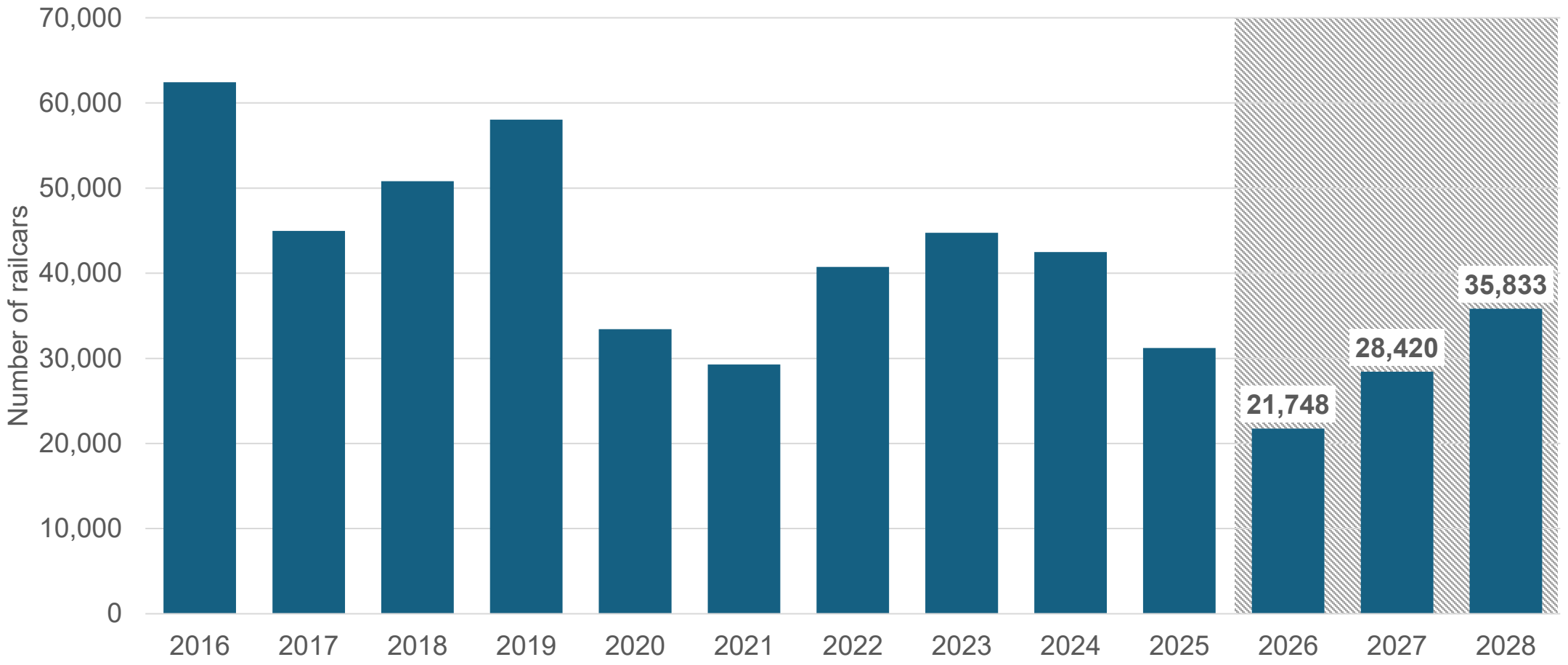


“Distressed” defined as coal cars, boxcars, and small cube CH

Source: Railinc, FTR Rail Equipment Monthly
Analysis by FTR Transportation Intelligence

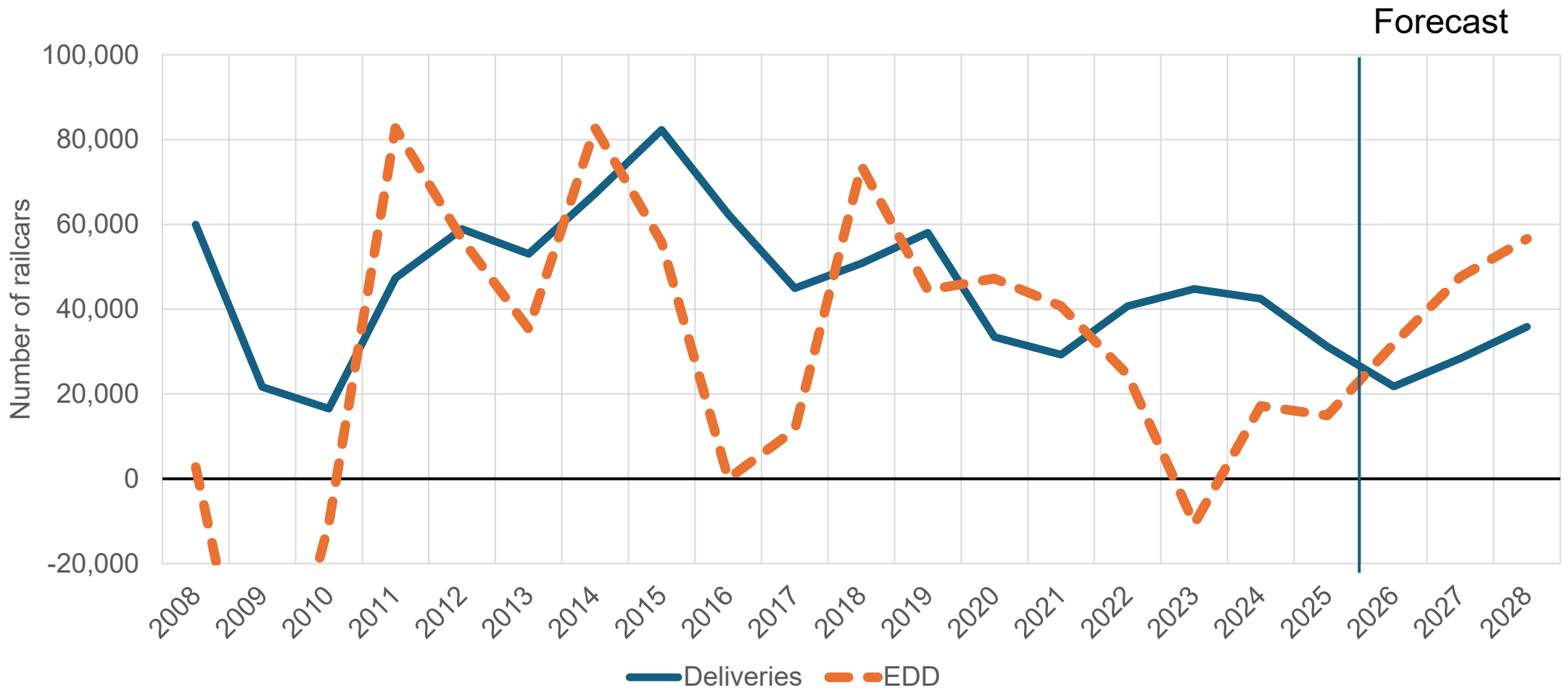
Delivery expectations

Overall delivery expectations



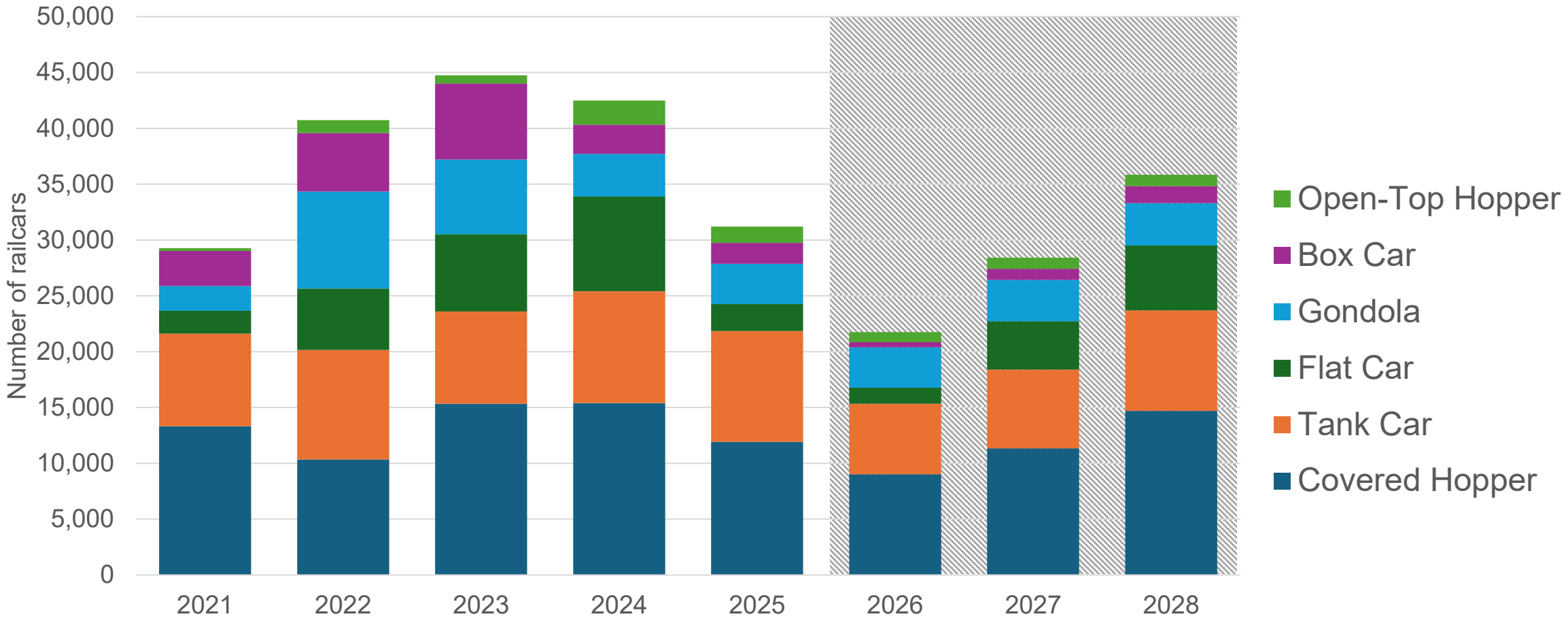
Source: RSI ARCI, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

Deliveries vs economically derived demand



Source: RSI ARCI, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

Deliveries by car type



Source: RSI ARCI, FTR Transportation Intelligence
Forecast by FTR Transportation Intelligence

Q&A

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