



Fortress Transportation and Infrastructure Investors LLC

Acquisition of Transtar

June 8, 2021



FORTRESS
TRANSPORTATION
& INFRASTRUCTURE

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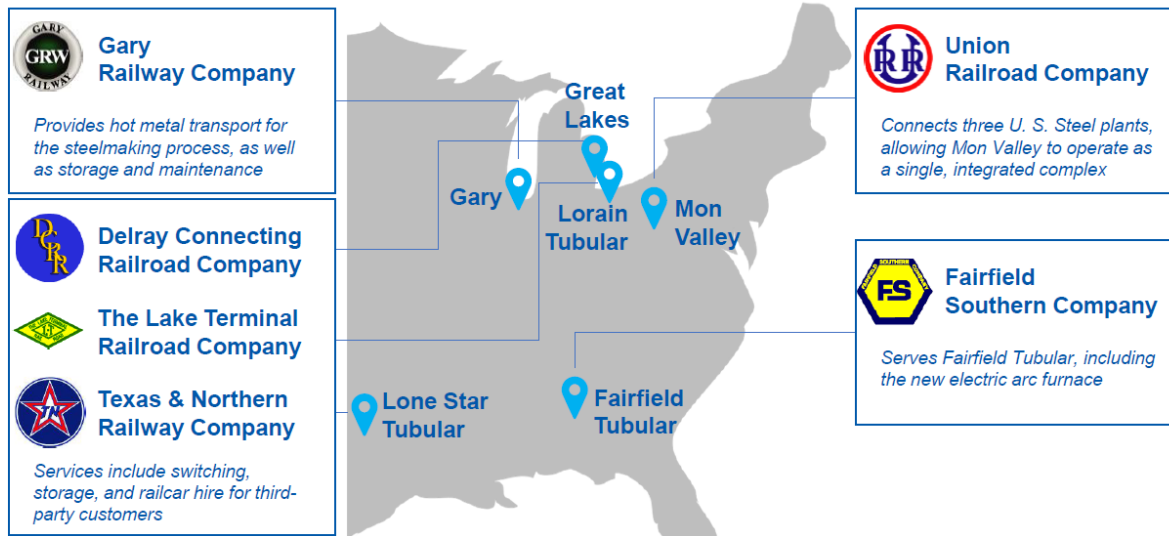
Acquisition of Transtar, LLC

- Entered into a definitive agreement to acquire Transtar, LLC (“Transtar”), a wholly-owned subsidiary of U.S. Steel Corporation (“U.S. Steel”), for aggregate cash consideration of \$640 million
- Transtar owns and operates a total of six rail properties connected to U.S. Steel’s largest production facilities and also provides rail service to third parties
 - For the latest 12 months ended March 31, 2021, Transtar handled 224,000 total carloads, generating revenue and EBITDA of \$118 million and \$62 million, respectively⁽¹⁾
 - Based upon recent operating momentum (post-COVID) and the implementation of multiple new initiatives, expect Transtar to generate approximately \$80 million of EBITDA⁽²⁾ in the first year following closing of the acquisition⁽³⁾
- Closing of the acquisition is expected to occur in the third quarter of 2021, upon receipt of necessary regulatory approvals⁽³⁾
- Expect to fund the acquisition with proceeds of an interim \$650 million debt financing provided by Morgan Stanley and Barclays, which we expect to refinance post-closing with a combination of long-term debt and preferred and/or common equity⁽³⁾

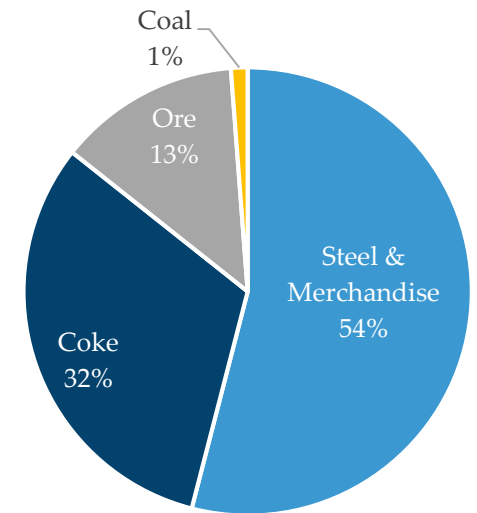
Transtar Overview

- Transtar is a wholly-owned, independently operated subsidiary of U.S. Steel, providing transportation and logistics services to U.S. Steel and third-party customers via a portfolio of short-line railroads
- Transtar operates a total of six freight rail properties connected to U.S. Steel's largest production facilities
- Connectivity with all seven Class I railroads in North America: BNSF, CN, CP, CSX, NS, UP, KCS

Transtar's Railroads



Carload Mix by Product⁽¹⁾



Partnership with U.S. Steel

- At closing, we expect Transtar will enter into a long-term contract with U.S. Steel to perform exclusive rail services at the two largest U.S. Steel facilities in North America⁽¹⁾
- Key provisions of rail services contract:
 - 15-year term, extendable by U.S. Steel
 - Minimum volume and revenue during first five years
 - Pricing escalating based on rail cost index
 - Exclusivity for all rail and rail maintenance services at U.S. Steel facilities served by Transtar
- The following two facilities served by Transtar represent more than 80% of U.S. Steel's North American production capacity:

Gary Works – Gary, IN

- **U.S. Steel's largest manufacturing plant** with an annual capacity of 7.5 million net tons of steel
- Comprised of both steelmaking and finishing facilities servicing the automotive, construction, and appliance markets

Mon Valley Works – Pittsburgh, PA

- **U.S. Steel's lowest cost North American Flat-Rolled facility** with annual capacity of 2.9 million tons of steel and 4.3 million tons of coke
- An integrated steelmaking operation that includes four separate facilities connected by Transtar's Union Railroad

Highlights

Long-term, stable cash flow

- Generated EBITDA of \$62 million in latest 12 months⁽¹⁾
- Based upon recent operating momentum (post-COVID) and the implementation of multiple new initiatives, expect Transtar to generate approximately \$80 million of EBITDA⁽²⁾ in the first year following closing of the acquisition⁽³⁾
- Low capex, high cash flow conversion, given high quality and “short distance” nature of Transtar’s rail lines

Partnership with U.S. Steel⁽³⁾

- Provide essential service to U.S. Steel’s largest, lowest cost production facilities
- Expect to execute 15 year contract with U.S. Steel to provide exclusive service at each facility
- Work with USS to develop and implement new practices and approaches which would improve the ESG profile of all operations

Potential growth opportunities⁽³⁾

- Freight revenue growth with third parties
- Non-freight revenue opportunities: additional services; car storage, repair and cleaning; right-of-way income
- Operating efficiencies



Appendix

LTM EBITDA Reconciliation⁽¹⁾

	<u>Fiscal Year Ended December 31, 2020</u>	<u>Fiscal Quarter Ended March 31, 2020</u>	<u>Fiscal Quarter Ended March 31, 2021</u>	<u>Latest Twelve Months as of March 31, 2021</u>
Net Income	\$205,028	\$16,447	\$68,274	\$256,855
Current Income Taxes	13,413	1,627	2,042	13,827
Deferred Income Taxes	981	–	–	981
Interest Income	(170,672)	(3,711)	(52,156)	(219,117)
Interest Expense	242	82	55	214
Depreciation	9,829	2,464	2,345	9,709
EBITDA	\$58,820	\$16,909	\$20,558	\$62,469