

GENESEE & WYOMING INC  
Form 10-Q  
November 08, 2010  
Table of Contents

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**  
**WASHINGTON, D.C. 20549**

**FORM 10-Q**

(Mark One)

**QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the quarterly period ended September 30, 2010

**TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934**

For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission File No. 001-31456

**GENESEE & WYOMING INC.**

(Exact name of registrant as specified in its charter)

Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

|  |   |
|--|---|
| <p><b>Delaware</b><br/>(State or other jurisdiction of<br/>incorporation or organization)</p> <p><b>66 Field Point Road,</b></p> <p><b>Greenwich, Connecticut</b><br/>(Address of principal executive offices)</p> | <p><b>06-0984624</b><br/>(I.R.S. Employer<br/>Identification No.)</p> <p><b>06830</b><br/>(Zip Code)</p> <p><b>(203) 629-3722</b><br/><br/>(Registrant's telephone number, including area code)</p> |
|--|---|

Indicate by check mark whether the Registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.  YES  NO

Indicate by check mark whether the registrant has submitted electronically or posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).  YES  NO

Indicate by check mark whether the Registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, or a smaller reporting company. See definitions of "large accelerated filer," "accelerated filer" and "smaller reporting company" in Rule 12b-2 of the Exchange Act:

|  |  |
|--|--|
| Large Accelerated Filer <input checked="" type="checkbox"/>                                  | Accelerated Filer <input type="checkbox"/>         |
| Non-Accelerated Filer <input type="checkbox"/> (Do not check if a smaller reporting company) | Smaller Reporting Company <input type="checkbox"/> |

Indicate by check mark whether the Registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act):  YES  NO

Shares of common stock outstanding as of the close of business on October 29, 2010:

| Class                | Number of Shares Outstanding |
|----------------------|------------------------------|
| Class A Common Stock | 39,008,233                   |
| Class B Common Stock | 2,459,027                    |

**Table of Contents**

**INDEX**

|  | <b>Page</b> |
|--|-------------|
| Part I. Financial Information  |             |
| Item 1. Financial Statements (Unaudited):  |             |
| <u>Consolidated Balance Sheets - As of September 30, 2010 and December 31, 2009</u>                            | 4           |
| <u>Consolidated Statements of Operations - For the Three and Nine Months Ended September 30, 2010 and 2009</u> | 5           |
| <u>Consolidated Statements of Cash Flows - For the Nine Months Ended September 30, 2010 and 2009</u>           | 6           |
| <u>Notes to Consolidated Financial Statements</u>  | 7-14        |
| Item 2. <u>Management's Discussion and Analysis of Financial Condition and Results of Operations</u>           | 15-32       |
| Item 3. <u>Quantitative and Qualitative Disclosures About Market Risk</u>                                      | 32          |
| Item 4. <u>Controls and Procedures</u>   | 32          |
| Part II. <u>Other Information</u>  | 33          |
| Item 1. <u>Legal Proceedings</u>   | 33          |
| Item 1A. <u>Risk Factors</u>   | 33          |
| Item 2. <u>Unregistered Sales of Equity Securities and Use of Proceeds</u>                                     | 33          |
| Item 3. <u>Defaults Upon Senior Securities</u>   | 33          |
| Item 4. <u>(Removed and Reserved)</u>  | 33          |
| Item 5. <u>Other Information</u>   | 33          |
| Item 6. <u>Exhibits</u>  | 33          |
| <u>Signatures</u>  | 34          |
| <u>Index to Exhibits</u>   | 35          |

**Table of Contents**

**Forward-Looking Statements**

This report and other documents referred to in this report contain forward-looking statements regarding future events and the future performance of Genesee & Wyoming Inc. that are based on current expectations, estimates and projections about our industry, our business and our performance, management's beliefs, and assumptions made by management. Words such as anticipates, intends, plans, believes, seeks, expects, estimates, trends, outlook, variations of these words and similar expressions are intended to identify these forward-looking statements. These statements are not guarantees of future performance and are subject to certain risks, uncertainties and assumptions, including the following risks applicable to all of our operations: risks related to the acquisition and integration of railroads, including, but not limited to, the acquisition of FreightLink (as defined herein); economic, political and industry conditions; customer demand, retention and contract continuation; legislative and regulatory developments, including changes in environmental and other laws and regulations to which we are subject; increased competition in relevant markets; funding needs and financing sources; unpredictability of fuel costs; susceptibility to various legal claims and lawsuits; strikes or work stoppages; severe weather conditions and other natural occurrences; and others including but not limited to, those set forth in this Item 2 and Part II, Item 1A, if any, and those noted in our 2009 Annual Report on Form 10-K under Risk Factors. Therefore, actual results may differ materially from those expressed or forecasted in any such forward-looking statements. Forward-looking statements speak only as of the date of this report or as of the date they were made. We disclaim any intention to update the current expectations or forward-looking statements contained in this report.

**Table of Contents****GENESEE & WYOMING INC. AND SUBSIDIARIES****CONSOLIDATED BALANCE SHEETS****AS OF SEPTEMBER 30, 2010 and DECEMBER 31, 2009****(in thousands, except share amounts)****(unaudited)**

|  | September 30,<br>2010 | December 31,<br>2009 |
|--|-----------------------|----------------------|
| <b>ASSETS</b>  |                       |                      |
| <b>CURRENT ASSETS:</b>   |                       |                      |
| Cash and cash equivalents  | \$ 196,659            | \$ 105,707           |
| Accounts receivable, net   | 113,646               | 109,931              |
| Materials and supplies   | 9,578                 | 8,939                |
| Prepaid expenses and other   | 15,851                | 13,223               |
| Deferred income tax assets, net  | 15,447                | 15,161               |
| Current assets of discontinued operations  | 107                   | 282                  |
| <b>Total current assets</b>  | <b>351,288</b>        | <b>253,243</b>       |
| PROPERTY AND EQUIPMENT, net  | 1,051,973             | 1,024,297            |
| GOODWILL   | 160,626               | 161,208              |
| INTANGIBLE ASSETS, net   | 239,128               | 244,464              |
| DEFERRED INCOME TAX ASSETS, net  | 2,891                 | 3,122                |
| OTHER ASSETS, net  | 12,612                | 10,698               |
| <b>Total assets</b>  | <b>\$ 1,818,518</b>   | <b>\$ 1,697,032</b>  |
| <b>LIABILITIES AND EQUITY</b>  |                       |                      |
| <b>CURRENT LIABILITIES:</b>  |                       |                      |
| Current portion of long-term debt  | \$ 28,046             | \$ 27,818            |
| Accounts payable   | 116,729               | 104,813              |
| Accrued expenses   | 50,092                | 38,181               |
| Deferred income tax liabilities, net   | 986                   | 971                  |
| Current liabilities of discontinued operations   | 2                     | 11                   |
| <b>Total current liabilities</b>   | <b>195,855</b>        | <b>171,794</b>       |
| LONG-TERM DEBT, less current portion   | 401,863               | 421,616              |
| DEFERRED INCOME TAX LIABILITIES, net   | 262,969               | 244,924              |
| DEFERRED ITEMS - grants from outside parties   | 161,828               | 146,345              |
| OTHER LONG-TERM LIABILITIES  | 27,212                | 23,476               |
| <b>COMMITMENTS AND CONTINGENCIES</b>   |                       |                      |
| <b>EQUITY:</b>   |                       |                      |
| Class A Common Stock, \$0.01 par value, one vote per share; 90,000,000 shares authorized; 51,435,587 and 50,876,873 shares issued and 39,000,689 and 38,466,567 shares outstanding (net of 12,434,898 and 12,410,306 shares in treasury) on September 30, 2010 and December 31, 2009, respectively | 514                   | 509                  |
|  | 25                    | 26                   |

Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

|  |              |              |
|--|--------------|--------------|
| Class B Common Stock, \$0.01 par value, ten votes per share; 15,000,000 shares authorized; 2,459,027 and 2,558,790 shares issued and outstanding on September 30, 2010 and December 31, 2009, respectively |              |              |
| Additional paid-in capital   | 344,217      | 330,710      |
| Retained earnings  | 602,315      | 540,925      |
| Accumulated other comprehensive income   | 25,346       | 19,483       |
| Treasury stock, at cost  | (203,626)    | (202,776)    |
| Total equity   | 768,791      | 688,877      |
| Total liabilities and equity   | \$ 1,818,518 | \$ 1,697,032 |

The accompanying notes are an integral part of these consolidated financial statements.

**Table of Contents****GENESEE & WYOMING INC. AND SUBSIDIARIES****CONSOLIDATED STATEMENTS OF OPERATIONS****FOR THE THREE AND NINE MONTHS ENDED SEPTEMBER 30, 2010 and 2009****(dollars in thousands, except per share amounts)****(unaudited)**

|  | <b>Three Months Ended</b> |                | <b>Nine Months Ended</b> |                |
|--|---------------------------|----------------|--------------------------|----------------|
|  | <b>September 30,</b>      |                | <b>September 30,</b>     |                |
|  | <b>2010</b>               | <b>2009</b>    | <b>2010</b>              | <b>2009</b>    |
| <b>OPERATING REVENUES</b>                                    | \$ 156,492                | \$ 136,446     | \$ 460,524               | \$ 404,959     |
| <b>OPERATING EXPENSES:</b>                                   |                           |                |                          |                |
| Labor and benefits   | 50,840                    | 45,958         | 152,357                  | 144,112        |
| Equipment rents  | 8,201                     | 7,447          | 24,116                   | 22,240         |
| Purchased services   | 13,965                    | 10,999         | 37,257                   | 30,316         |
| Depreciation and amortization                                | 12,506                    | 12,050         | 37,406                   | 35,473         |
| Diesel fuel used in operations                               | 10,037                    | 7,921          | 31,679                   | 24,265         |
| Diesel fuel sold to third parties                            | 4,840                     | 3,603          | 12,543                   | 10,096         |
| Casualties and insurance                                     | 3,104                     | 4,243          | 10,131                   | 10,707         |
| Materials  | 5,349                     | 5,201          | 16,830                   | 16,552         |
| Net (gain)/loss on sale and impairment of assets             | (2,434)                   | 96             | (4,282)                  | 4,746          |
| Gain on insurance recoveries                                 |                           | (2,644)        |                          | (3,144)        |
| Restructuring charges  | (2,349)                   |                | (2,349)                  | 2,288          |
| Other expenses   | 13,921                    | 10,457         | 38,345                   | 35,453         |
| <b>Total operating expenses</b>                              | <b>117,980</b>            | <b>105,331</b> | <b>354,033</b>           | <b>333,104</b> |
| <b>INCOME FROM OPERATIONS</b>                                | <b>38,512</b>             | <b>31,115</b>  | <b>106,491</b>           | <b>71,855</b>  |
| Gain on sale of investment in Bolivia                        |                           | 427            |                          | 427            |
| Interest income  | 703                       | 252            | 1,597                    | 677            |
| Interest expense   | (5,474)                   | (6,376)        | (16,247)                 | (20,650)       |
| Other income, net  | 418                       | 665            | 693                      | 1,909          |
| <b>Income from continuing operations before income taxes</b> | <b>34,159</b>             | <b>26,083</b>  | <b>92,534</b>            | <b>54,218</b>  |
| Provision for income taxes                                   | 12,109                    | 6,361          | 33,817                   | 12,397         |
| <b>Income from continuing operations, net of tax</b>         | <b>22,050</b>             | <b>19,722</b>  | <b>58,717</b>            | <b>41,821</b>  |
| <b>Income from discontinued operations, net of tax</b>       | <b>2,745</b>              | <b>2,017</b>   | <b>2,673</b>             | <b>1,348</b>   |
| <b>Net income</b>  | <b>24,795</b>             | <b>21,739</b>  | <b>61,390</b>            | <b>43,169</b>  |
| Less: Net income attributable to noncontrolling interest     |                           | (78)           |                          | (146)          |

## Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

|  |           |           |           |           |
|--|-----------|-----------|-----------|-----------|
| Net income attributable to Genesee & Wyoming Inc.                                      | \$ 24,795 | \$ 21,661 | \$ 61,390 | \$ 43,023 |
| Basic earnings per share attributable to Genesee & Wyoming Inc. common stockholders:   |           |           |           |           |
| Basic earnings per common share from continuing operations                             | \$ 0.57   | \$ 0.51   | \$ 1.51   | \$ 1.18   |
| Basic earnings per common share from discontinued operations                           | 0.07      | 0.05      | 0.07      | 0.04      |
| Basic earnings per common share  | \$ 0.64   | \$ 0.56   | \$ 1.58   | \$ 1.22   |
| Weighted average shares - basic  | 38,940    | 38,388    | 38,774    | 35,328    |
| Diluted earnings per share attributable to Genesee & Wyoming Inc. common stockholders: |           |           |           |           |
| Diluted earnings per common share from continuing operations                           | \$ 0.53   | \$ 0.48   | \$ 1.41   | \$ 1.09   |
| Diluted earnings per common share from discontinued operations                         | 0.07      | 0.05      | 0.06      | 0.04      |
| Diluted earnings per common share  | \$ 0.59   | \$ 0.53   | \$ 1.47   | \$ 1.13   |
| Weighted average shares - diluted  | 41,894    | 41,183    | 41,675    | 38,163    |

The accompanying notes are an integral part of these consolidated financial statements.



**Table of Contents**

**GENESEE & WYOMING INC. AND SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
**FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010 and 2009**

(dollars in thousands)

(unaudited)

|  | Nine Months Ended<br>September 30, |           |
|--|------------------------------------|-----------|
|  | 2010                               | 2009      |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES:</b>   |                                    |           |
| Net income   | \$ 61,390                          | \$ 43,169 |
| Adjustments to reconcile net income to net cash provided by operating activities:            |                                    |           |
| Income from discontinued operations  | (2,673)                            | (1,348)   |
| Depreciation and amortization  | 37,406                             | 35,473    |
| Compensation cost related to equity awards   | 5,234                              | 4,227     |
| Excess tax benefit from share-based compensation   | (1,010)                            | (1,173)   |
| Deferred income taxes  | 19,277                             | 890       |
| Net (gain)/loss on sale and impairment of assets   | (4,282)                            | 4,746     |
| Gain on sale of investment in Bolivia  |                                    | (427)     |
| Gain on insurance recoveries   |                                    | (3,144)   |
| Insurance proceeds received  |                                    | 2,175     |
| Changes in assets and liabilities which provided (used) cash, net of effect of acquisitions: |                                    |           |
| Accounts receivable trade, net   | (5,656)                            | 9,481     |
| Materials and supplies   | (255)                              | 514       |
| Prepaid expenses and other   | (2,346)                            | 1,595     |
| Accounts payable and accrued expenses  | 20,767                             | (7,269)   |
| Other assets and liabilities, net  | (620)                              | (523)     |
| Net cash provided by operating activities from continuing operations                         | 127,232                            | 88,386    |
| Net cash provided by/(used in) operating activities from discontinued operations             | 913                                | (275)     |
| Net cash provided by operating activities  | 128,145                            | 88,111    |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES:</b>   |                                    |           |
| Purchase of property and equipment   | (57,642)                           | (59,977)  |
| Grant proceeds from outside parties  | 25,198                             | 16,530    |
| Cash paid for acquisitions, net of cash acquired   |                                    | (5,780)   |
| Insurance proceeds for the replacement of assets   |                                    | 3,996     |
| Proceeds from the sale of investments  | 208                                | 3,771     |
| Proceeds from disposition of property and equipment  | 4,090                              | 6,196     |
| Net cash used in investing activities from continuing operations                             | (28,146)                           | (35,264)  |
| Net cash provided by investing activities from discontinued operations                       | 1,831                              | 1,774     |
| Net cash used in investing activities  | (26,315)                           | (33,490)  |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES:</b>   |                                    |           |

Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

|   |            |           |
|---|------------|-----------|
| Principal payments on long-term borrowings, including capital leases          | (20,433)   | (207,221) |
| Proceeds from issuance of long-term debt                                      |            | 98,000    |
| Stock issuance proceeds, net of stock issuance costs                          |            | 106,641   |
| Debt amendment costs  | (1,641)    |           |
| Proceeds from employee stock purchases  | 7,259      | 5,307     |
| Treasury stock purchases  | (849)      | (434)     |
| Excess tax benefit from share-based compensation                              | 1,010      | 1,173     |
| Net cash (used in)/provided by financing activities                           | (14,654)   | 3,466     |
| EFFECT OF EXCHANGE RATE CHANGES ON CASH AND CASH EQUIVALENTS                  | 3,680      | 6,130     |
| CHANGE IN CASH BALANCES INCLUDED IN CURRENT ASSETS OF DISCONTINUED OPERATIONS | 96         | 108       |
| INCREASE IN CASH AND CASH EQUIVALENTS   | 90,952     | 64,325    |
| CASH AND CASH EQUIVALENTS, beginning of period                                | 105,707    | 31,693    |
| CASH AND CASH EQUIVALENTS, end of period                                      | \$ 196,659 | \$ 96,018 |

The accompanying notes are an integral part of these consolidated financial statements.

---

**Table of Contents**

**GENESEE & WYOMING INC. AND SUBSIDIARIES**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS**

**(unaudited)**

**1. PRINCIPLES OF CONSOLIDATION AND BASIS OF PRESENTATION:**

The interim consolidated financial statements presented herein include the accounts of Genesee & Wyoming Inc. and its subsidiaries (the Company). All references to currency amounts included in this Quarterly Report on Form 10-Q, including the consolidated financial statements, are in United States dollars unless specifically noted otherwise. All significant intercompany transactions and accounts have been eliminated in consolidation. These interim consolidated financial statements have been prepared by the Company, without audit, pursuant to the rules and regulations of the Securities and Exchange Commission (SEC) and, accordingly, do not contain all disclosures which would be required in a full set of financial statements prepared in accordance with accounting principles generally accepted in the United States of America (United States GAAP). In the opinion of management, the unaudited financial statements for the three and nine months ended September 30, 2010 and 2009, are presented on a basis consistent with the audited financial statements (except as described below) and contain all adjustments, consisting only of normal recurring adjustments, necessary to provide a fair statement of the results for interim periods. The results of operations for interim periods are not necessarily indicative of results of operations for the full year. The consolidated balance sheet data for 2009 was derived from the audited financial statements in the Company's 2009 Annual Report on Form 10-K (except as described below) but does not include all disclosures required by United States GAAP.

The interim consolidated financial statements should be read in conjunction with the audited financial statements and notes thereto for the year ended December 31, 2009, included in the Company's 2009 Annual Report on Form 10-K. Certain reclassifications have been made to prior period balances to conform to the current year presentation.

In order to improve comparability of the Company's results with those of other railroad companies, effective with the Company's Consolidated Statement of Operations for the year ended December 31, 2009, the Company's operating expenses are presented using a natural classification. Previously, the Company's operating expenses were presented using a functional classification basis. The Company's operating expenses in its Consolidated Statements of Operations for the three and nine months ended September 30, 2009, are presented using a natural classification to conform to this new presentation. This revised presentation had no effect on previously reported total operating expenses, net income or earnings per share.

**2. CHANGES IN OPERATIONS:**

***Australia***

In June 2010, the Company signed an agreement to acquire the assets of FreightLink Pty Ltd, Asia Pacific Transport Pty Ltd and related corporate entities (together FreightLink) for A\$334 million (or \$333 million at the September 30, 2010 exchange rate), plus the assumption of debt with a carrying value of A\$1.7 million (or \$1.6 million at the September 30, 2010 exchange rate), which represents the present value of a A\$50 million (or \$48 million at the September 30, 2010 exchange rate) non-interest bearing loan due in 2054. On January 1, 2009, the Company adopted certain changes in United States GAAP for the accounting for mergers and acquisitions. Under the new accounting standards, transaction costs associated with acquisitions will be expensed as incurred, rather than capitalized. The Company expects to incur FreightLink acquisition-related expenses totaling approximately A\$23 million (or \$22 million at the September 30, 2010 exchange rate) in the quarter in which the acquisition closes, principally related to the payment of stamp duty (an Australian asset transfer tax). Through the nine months ended September 30, 2010, the Company has incurred \$4.2 million of expenses related to the pending FreightLink acquisition. The acquisition is contingent upon customary closing conditions, including the receipt of certain government approvals. The Company expects to close the acquisition and to commence operations in the fourth quarter of 2010.

FreightLink is the concessionaire and operator of the 1,400-mile Tarcoola to Darwin rail line, linking the Port of Darwin to the Australian interstate rail network in South Australia. The rail line is located on land leased to FreightLink by the AustralAsia Railway Corporation (a statutory corporation established by legislation in the Northern Territory) under a concession agreement that expires in 2054. FreightLink is both a provider of rail haulage to customers on its railroad (above rail services), as well as a track owner, charging access fees to any rail operators that run on its track (below rail services). The track access rights are regulated under a statutory access regime established by legislation in the Northern Territory and South Australia. The Company's subsidiary, Genesee & Wyoming Australia, has historically operated FreightLink's rail

haulage services and currently provides its crews, manages its train operations and also leases locomotives and wagons to FreightLink.

**Table of Contents****GENESEE & WYOMING INC. AND SUBSIDIARIES****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(unaudited)**

On June 30, 2010, the Company entered into Amendment No. 1 and Joinder (the Credit Agreement Amendment) to the Second Amended and Restated Revolving Credit and Term Loan Agreement, dated as of August 8, 2008 (the Credit Agreement). The Credit Agreement Amendment facilitates the acquisition of the assets of FreightLink (the Australian Acquisition). These assets will be acquired by the Company's wholly-owned subsidiary GWA (North) Pty Ltd (Australian Newco), which will become a party to the Credit Agreement and guarantor of the foreign guaranteed obligations. While certain provisions of the amendment were effective as of June 8, 2010, others will become effective upon the closing of the acquisition.

As of June 8, 2010, the Credit Agreement Amendment (i) amended the definition of Consolidated EBITDA (earnings before interest, taxes, depreciation and amortization) to add back transaction costs incurred in connection with the Australian Acquisition to EBITDA (whether or not the acquisition is consummated) in an aggregate amount not to exceed \$25 million; (ii) amended the restrictions on indebtedness to permit various obligations among Genesee & Wyoming Australia and affiliated subsidiaries; and (iii) amended the restrictions on investments and restricted payments to permit certain intercompany obligations, investments and guarantees, and to permit a guaranty by the Company of Australian Newco's obligations and performance in connection with the Australian Acquisition.

Upon the closing of the Australian Acquisition, the range of applicable margin for borrowings bearing interest at the base rate will increase from a low of 0.25% to a low of 0.75% and from a high of 1.00% to a high of 1.50%, the range of applicable margin for borrowings bearing interest at the LIBOR rate will increase from a low of 1.25% to a low of 1.75% and from a high of 2.00% to a high of 2.50% and the commitment fee rate will increase from a range of 0.20% to 0.40% to a range of 0.25% to 0.50%, in each case dependent on a ratio of funded debt to EBITDAR (earnings before interest, taxes, depreciation, amortization and rental expenses). The Credit Agreement Amendment also changes the definition of Consolidated EBITDAR to give pro forma effect to the Australian Acquisition, allows for an additional United States borrower and amends certain covenants to permit the Australian Acquisition and the entry into related documentation.

**Canada**

*Huron Central Railway Inc.:* In June 2009, the Company announced that its subsidiary, Huron Central Railway Inc. (HCRY), intended to cease its operations in the third quarter of 2009. As a result, in the second quarter of 2009, the Company recorded charges of \$5.4 million after-tax associated with HCRY, reflecting a non-cash write-down of non-current assets of \$6.7 million and restructuring charges of \$2.3 million, partially offset by a tax benefit of \$3.6 million. In September 2010, the governments of Canada and Ontario agreed to provide C\$30 million (or \$29 million at the September 30, 2010 exchange rate) to fund infrastructure improvements that will enable HCRY to continue operations on a long-term basis. In addition, HCRY expects to fund approximately \$3 million for infrastructure improvements. As a result, the Company reversed \$2.3 million (\$1.5 million after-tax) of accrued restructuring charges related to HCRY in September 2010, as HCRY no longer intends to cease its operations.

**Discontinued Operations**

In August of 2009, the Company completed the sale of 100% of the share capital of Ferrocarriles Chiapas-Mayab, S.A. de C.V. (FCCM) to Viabilis, S.A. de C.V. for a net sale price of \$2.2 million, including the deposit of \$0.5 million received in November 2008. Accordingly, the Company recorded a net gain of \$2.2 million on the sale within discontinued operations. In August 2010, the Company recognized a net gain of \$2.8 million (\$2.8 million after-tax) within discontinued operations due to the receipt of insurance proceeds related to damages incurred by FCCM as a result of Hurricane Stan in 2005. The Company will utilize capital loss carryforwards, which were previously subject to a full valuation allowance, to offset any tax on this gain.

As of September 30, 2010, there were net assets of \$0.1 million remaining on the Company's balance sheet related to discontinued operations in Mexico. The results of operations and cash flows of the Company's remaining Mexican subsidiary, GW Servicios S.A., which were classified as discontinued operations, were not material for the three and nine months ended September 30, 2010 and 2009. The Company does not expect any material future adverse financial impact from its remaining Mexican subsidiary.



**Table of Contents****GENESEE & WYOMING INC. AND SUBSIDIARIES****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(unaudited)****Results of Continuing Operations**

When comparing the Company's results of continuing operations from one reporting period to another, you should consider that the Company has historically experienced fluctuations in revenues and expenses due to economic conditions, changes in foreign currency exchange rates, acquisitions, competitive forces, one-time freight moves, customer plant expansions and shut-downs, sales of property and equipment, derailments and weather-related conditions such as hurricanes, droughts, heavy snowfall, freezing and flooding. In periods when these events occur, results of operations are not easily comparable from one period to another. Finally, certain of the Company's railroads transport commodities that are sensitive to general economic conditions, including export coal, steel products, paper products and lumber and forest products. However, the Company also transports other commodities that are relatively less affected by economic conditions and are more closely affected by other factors, such as inventory levels maintained at a customer power plant (coal), winter weather (salt) and seasonal rainfall (South Australian grain). As a result of these and other factors, the Company's operating results in any reporting period may not be directly comparable to its operating results in other reporting periods.

**3. EARNINGS PER SHARE:**

The following table sets forth the computation of basic and diluted earnings per share (EPS) for the three and nine months ended September 30, 2010 and 2009 (in thousands, except per share amounts):

|  | <b>Three Months Ended<br/>September 30,</b> |                  | <b>Nine Months Ended<br/>September 30,</b> |                  |
|--|---|------------------|--|------------------|
|  | <b>2010</b>                                 | <b>2009</b>      | <b>2010</b>                                | <b>2009</b>      |
| <b>Numerator:</b>  |   |                  |  |                  |
| Amounts attributable to Genesee & Wyoming Inc. common stockholders:                              |   |                  |  |                  |
| Income from continuing operations, net of tax  | \$ 22,050                                   | \$ 19,644        | \$ 58,717                                  | \$ 41,675        |
| Income from discontinued operations, net of tax  | 2,745                                       | 2,017            | 2,673                                      | 1,348            |
| <b>Net income</b>  | <b>\$ 24,795</b>                            | <b>\$ 21,661</b> | <b>\$ 61,390</b>                           | <b>\$ 43,023</b> |
| <b>Denominators:</b>   |   |                  |  |                  |
| Weighted average Class A common shares outstanding - Basic                                       | 38,940                                      | 38,388           | 38,774                                     | 35,328           |
| Weighted average Class B common shares outstanding   | 2,463                                       | 2,559            | 2,489                                      | 2,564            |
| Dilutive effect of employee stock grants   | 491   | 236              | 412  | 271              |
| <b>Weighted average shares - Diluted</b>   | <b>41,894</b>                               | <b>41,183</b>    | <b>41,675</b>                              | <b>38,163</b>    |
| <b>Earnings per common share attributable to Genesee &amp; Wyoming Inc. common stockholders:</b> |   |                  |  |                  |
| <b>Basic:</b>  |   |                  |  |                  |
| Earnings per common share from continuing operations   | \$ 0.57                                     | \$ 0.51          | \$ 1.51                                    | \$ 1.18          |
| Earnings per common share from discontinued operations   | 0.07  | 0.05             | 0.07                                       | 0.04             |
| <b>Earnings per common share</b>   | <b>\$ 0.64</b>                              | <b>\$ 0.56</b>   | <b>\$ 1.58</b>                             | <b>\$ 1.22</b>   |

Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

Diluted:

|  |                |                |                |                |
|--|----------------|----------------|----------------|----------------|
| Earnings per common share from continuing operations   | \$ 0.53        | \$ 0.48        | \$ 1.41        | \$ 1.09        |
| Earnings per common share from discontinued operations | 0.07           | 0.05           | 0.06           | 0.04           |
| <b>Earnings per common share</b>                       | <b>\$ 0.59</b> | <b>\$ 0.53</b> | <b>\$ 1.47</b> | <b>\$ 1.13</b> |

The following total number of Class A common stock issuable under the assumed exercise of stock options computed based on the treasury stock method were excluded from the calculation of diluted earnings per common share, as the effect of including these shares would have been anti-dilutive:

|                      | <b>Three Months Ended<br/>September 30,</b> |             | <b>Nine Months Ended<br/>September 30,</b> |             |
|----------------------|---|-------------|--|-------------|
|                      | <b>2010</b>                                 | <b>2009</b> | <b>2010</b>                                | <b>2009</b> |
| Anti-dilutive shares | 288,560                                     | 1,616,570   | 621,499                                    | 1,613,494   |



**Table of Contents****GENESEE & WYOMING INC. AND SUBSIDIARIES****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(unaudited)****Stock Offering**

On June 15, 2009, the Company completed a public offering of 4,600,000 shares of its Class A common stock at \$24.50 per share. The Company received net proceeds of \$107 million from the sale of its Class A common stock. The Company used a portion of the proceeds along with cash on hand to repay \$108 million of its revolving credit facility, which represented the entire balance then outstanding.

The outstanding weighted average shares for the nine months ended September 30, 2010 and 2009, included 4,600,000 and 1,684,982, respectively, weighted average shares issued in conjunction with the public offering of the Company's Class A common stock on June 15, 2009.

**4. ACCOUNTS RECEIVABLE:**

Accounts receivable consisted of the following as of September 30, 2010 and December 31, 2009 (dollars in thousands):

|                                       | September 30,<br>2010 | December 31,<br>2009 |
|---------------------------------------|-----------------------|----------------------|
| Accounts receivable - trade           | \$ 106,212            | \$ 98,036            |
| Accounts receivable - grants          | 10,915                | 15,659               |
| <b>Total accounts receivable</b>      | <b>117,127</b>        | <b>113,695</b>       |
| Less: allowance for doubtful accounts | (3,481)               | (3,764)              |
| <b>Accounts receivable, net</b>       | <b>\$ 113,646</b>     | <b>\$ 109,931</b>    |

**5. DERIVATIVE FINANCIAL INSTRUMENTS:**

The Company actively monitors its exposure to interest rate and foreign currency exchange rate risks and uses derivative financial instruments to manage the impact of certain of these risks. The Company uses derivatives only for purposes of managing risk associated with underlying exposures. The Company designates derivatives as a hedge of a forecasted transaction or of the variability of the cash flows to be received or paid in the future related to a recognized asset or liability (cash flow hedge). The portion of the changes in the fair value of the derivative that is designated as a cash flow hedge that is offset by changes in the expected cash flows related to a recognized asset or liability (the effective portion) is recorded in accumulated other comprehensive income. As the hedged item is realized, the gain or loss included in accumulated other comprehensive income is reported in the consolidated statements of operations on the same line as the hedged item. In addition, the portion of the changes in fair value of derivatives used as cash flow hedges that is not offset by changes in the expected cash flows related to a recognized asset or liability (the ineffective portion) is immediately recognized in earnings on the same line item as the hedged item.

The Company's derivatives are recorded in the consolidated balance sheets at fair value in prepaid expenses and other, other assets, net, accrued expenses or other long-term liabilities. The Company matches the hedge instrument to the underlying hedged item (assets, liabilities, firm commitments or forecasted transactions). At hedge inception and at least quarterly thereafter, the Company assesses whether the derivatives used to hedge transactions are highly effective in offsetting changes in either the fair value or cash flows of the hedged item.

**Interest Rate Risk Management**

## Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

The Company uses interest rate swap agreements to manage its exposure to changes in interest rates of the Company's variable rate debt. These swap agreements are recorded in the consolidated balance sheets at fair value. Changes in the fair value of the swap agreements are recorded in net income or other comprehensive income, based on whether the agreements are designated as part of a hedge transaction and whether the agreements are effective in offsetting the change in the value of the future interest payments attributable to the underlying portion of the Company's variable rate debt. Interest payments accrued each reporting period for these interest rate swaps are recognized in interest expense.

On October 2, 2008, the Company entered into an interest rate swap agreement to manage its exposure to interest rates on a portion of its outstanding borrowings. The swap has a notional amount of \$120.0 million and requires the Company to pay

**Table of Contents****GENESEE & WYOMING INC. AND SUBSIDIARIES****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(unaudited)**

a fixed rate of 3.88% on the notional amount. This swap expires on September 30, 2013. In return, the Company receives one-month LIBOR on the notional amounts of the swap, which is equivalent to the Company's variable rate obligation on the notional amounts under its credit facilities. The fair value of this interest rate swap agreement was estimated based on Level 2 inputs. The Company's effectiveness testing as of September 30, 2010, did not result in the reclassification of any gain or loss from accumulated other comprehensive income into earnings.

The following table presents the impact of the derivative instrument and its location within the unaudited consolidated balance sheets at September 30, 2010 and December 31, 2009 (dollars in thousands):

|   | September 30, 2010          |                  | December 31, 2009           |                 |
|---|-----------------------------|------------------|-----------------------------|-----------------|
|   | Balance Sheet Location      | Fair Value       | Balance Sheet Location      | Fair Value      |
| <b>Derivative designated as a hedging instrument:</b> |                             |                  |                             |                 |
| Interest rate swap agreement                          | Other long-term liabilities | \$ 10,911        | Other long-term liabilities | \$ 6,624        |
| <b>Total derivative financial instrument</b>          |                             | <b>\$ 10,911</b> |                             | <b>\$ 6,624</b> |

**6. FAIR VALUE OF FINANCIAL INSTRUMENTS:**

The Company applies the following three-level hierarchy of valuation inputs as a framework for measuring fair value:

Level 1 Quoted prices for identical assets or liabilities in active markets that the Company has the ability to access at the measurement date.

Level 2 Quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets or liabilities in markets that are not active; and model-derived valuations in which all significant inputs are observable market data.

Level 3 Valuations derived from valuation techniques in which one or more significant inputs are unobservable.

The following methods and assumptions were used to estimate the fair value of each class of financial instrument held by the Company:

Long-term debt: Since the Company's long-term debt is not quoted, fair value was estimated using a discounted cash flow analysis based on Level 2 valuation inputs, including borrowing rates the Company believes are currently available to it for debt with similar terms and maturities.

Derivative instruments: Derivative instruments are recorded on the balance sheet as either assets or liabilities measured at fair value. As of September 30, 2010, the Company's derivative financial instruments consisted solely of an interest rate swap agreement. The Company estimates the fair value of its interest rate swap agreement based on Level 2 valuation inputs, including fixed interest rates, LIBOR implied forward interest rates and the remaining time to maturity.

## Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

The following table presents the Company's financial instrument that is carried at fair value as of September 30, 2010 and December 31, 2009 (dollars in thousands):

|  | September 30,<br>2010 | December 31,<br>2009 |
|--|-----------------------|----------------------|
| <b>Financial liabilities carried at fair value using Level 2 inputs:</b> |                       |                      |
| Interest rate swap agreement   | \$ 10,911             | \$ 6,624             |
| <b>Total financial liabilities carried at fair value</b>                 | <b>\$ 10,911</b>      | <b>\$ 6,624</b>      |

**Table of Contents****GENESEE & WYOMING INC. AND SUBSIDIARIES****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(unaudited)**

The following table presents the carrying value and fair value using Level 2 inputs of the Company's financial instruments carried at historical cost as of September 30, 2010 and December 31, 2009 (dollars in thousands):

|  | September 30, 2010 |            | December 31, 2009 |            |
|--|--------------------|------------|-------------------|------------|
|  | Carrying Value     | Fair Value | Carrying Value    | Fair Value |
| <b>Financial liabilities carried at historical cost:</b> |                    |            |                   |            |
| Series A senior notes                                    | \$ 75,000          | \$ 75,828  | \$ 75,000         | \$ 71,184  |
| Series B senior notes                                    | 100,000            | 103,662    | 100,000           | 89,320     |
| Series C senior notes                                    | 25,000             | 23,824     | 25,000            | 22,027     |
| United States term loan                                  | 198,000            | 189,842    | 216,000           | 196,281    |
| Canadian term loan                                       | 24,988             | 23,439     | 26,676            | 21,530     |
| Other debt   | 6,921              | 6,965      | 6,758             | 6,112      |
| Total  | \$ 429,909         | \$ 423,560 | \$ 449,434        | \$ 406,454 |

**7. INCOME TAXES:**

The Company's effective income tax rate in the three months ended September 30, 2010, was 35.4% compared with 24.4% in the three months ended September 30, 2009. The Company's effective income tax rate in the nine months ended September 30, 2010, was 36.5% compared with 22.9% in the nine months ended September 30, 2009. The increase in 2010 was primarily attributable to the expiration of the United States railroad track maintenance credit, known as the Short Line Tax Credit, on December 31, 2009, as well as the HCRY-related tax benefit of \$3.6 million recorded in the second quarter of 2009.

The Short Line Tax Credit, which had been in existence from 2005 through 2009, expired on December 31, 2009. The income tax credit provided for Class II and Class III railroads to reduce their federal income tax based on 50% of qualified railroad track maintenance expenditures during each year, subject to a limitation of \$3,500 per track mile owned or leased at the end of the year. Historically, the Company incurred sufficient spending to meet the limitation.

**8. COMMITMENTS AND CONTINGENCIES:**

From time to time, the Company is a defendant in certain lawsuits resulting from its operations. Management believes there are adequate provisions in the financial statements for any expected liabilities that may result from disposition of the pending lawsuits. Nevertheless, litigation is subject to inherent uncertainties, and unfavorable rulings could occur. Were an unfavorable ruling to occur, there is the possibility of a material adverse impact on the Company's results of operations, financial position or liquidity as of and for the period in which the ruling occurs.

**Table of Contents****GENESEE & WYOMING INC. AND SUBSIDIARIES****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)****(unaudited)****9. COMPREHENSIVE INCOME:**

Comprehensive income is the total of net income and all other non-owner changes in equity. The following table sets forth the Company's comprehensive income for the three and nine months ended September 30, 2010 and 2009 (dollars in thousands):

|  | <b>Three Months Ended<br/>September 30,</b> |             |
|--|---|-------------|
|  | <b>2010</b>                                 | <b>2009</b> |
| Net income   | \$ 24,795                                   | \$ 21,739   |
| Other comprehensive income:  |   |             |
| Foreign currency translation adjustments   | 20,479                                      | 13,382      |
| Net unrealized loss on qualifying cash flow hedges, net of tax benefit of \$429 and \$240, respectively                            | (755)                                       | (423)       |
| Changes in pension and other postretirement benefits, net of tax provisions of \$20 and \$29, respectively                         | 35  | 51          |
| Comprehensive income   | 44,554                                      | 34,749      |
| Comprehensive income attributable to noncontrolling interest   |   | (78)        |
| Comprehensive income attributable to Genesee & Wyoming Inc.  | \$ 44,554                                   | \$ 34,671   |
|  |   |             |
|  | <b>Nine Months Ended<br/>September 30,</b>  |             |
|  | <b>2010</b>                                 | <b>2009</b> |
| Net income   | \$ 61,390                                   | \$ 43,169   |
| Other comprehensive income:  |   |             |
| Foreign currency translation adjustments   | 8,287                                       | 27,457      |
| Net unrealized (loss)/income on qualifying cash flow hedges, net of tax benefit/(provision) of \$1,554 and (\$1,689), respectively | (2,733)                                     | 2,970       |
| Changes in pension and other postretirement benefits, net of tax provisions of \$176 and \$59, respectively                        | 309   | 103         |
| Comprehensive income   | 67,253                                      | 73,699      |
| Comprehensive income attributable to noncontrolling interest   |   | (146)       |
| Comprehensive income attributable to Genesee & Wyoming Inc.  | \$ 67,253                                   | \$ 73,553   |

The following table sets forth accumulated other comprehensive income included in the consolidated balance sheets as of September 30, 2010 and December 31, 2009 (dollars in thousands):

| Foreign<br>Currency<br>Translation | Defined<br>Benefit Plans | Net Unrealized<br>Losses on Cash<br>Flow Hedges | Accumulated Other<br>Comprehensive<br>Income |
|------------------------------------|--------------------------|---|--|
|------------------------------------|--------------------------|---|--|

Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

|                             | Adjustment |          |            |           |
|-----------------------------|------------|----------|------------|-----------|
| Balance, December 31, 2009  | \$ 24,028  | \$ (322) | \$ (4,223) | \$ 19,483 |
| Current period change       | 8,287      | 309      | (2,733)    | 5,863     |
| Balance, September 30, 2010 | \$ 32,315  | \$ (13)  | \$ (6,956) | \$ 25,346 |

The change in the foreign currency translation adjustment for the nine months ended September 30, 2010, related primarily to the Company's operations with a functional currency in Australian and Canadian dollars.

**10. SIGNIFICANT NON-CASH INVESTING ACTIVITIES:**

As of September 30, 2010 and 2009, the Company had outstanding grant receivables from outside parties for capital expenditures of \$10.9 million and \$12.2 million, respectively. As of September 30, 2010 and 2009, the Company also had approximately \$12.4 million and \$8.8 million, respectively, of purchases of property and equipment that were not paid and, accordingly, were accrued in accounts payable in the normal course of business.

**Table of Contents**

**GENESEE & WYOMING INC. AND SUBSIDIARIES**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Continued)**

**(unaudited)**

**11. RECENTLY ISSUED ACCOUNTING STANDARDS:**

In January 2010, the Financial Accounting Standards Board issued Accounting Standards Update (ASU) 2010-06, *Improving Disclosures About Fair Value Measurements*, which requires new disclosures about recurring or nonrecurring fair value measurements including significant transfers into and out of Level 1 and Level 2 fair value measurements. This guidance was effective for the Company as of January 1, 2010. The Company's adoption of the guidance did not have a material impact on the Company's consolidated financial statements.

***Accounting Standards Not Yet Effective***

Certain provisions of ASU 2010-06 are effective for interim and annual periods beginning after December 15, 2010, and require all purchases, sales, issuances and settlements of financial instruments to be valued using significant unobservable inputs (Level 3) to be presented as separate line items in the reconciliation for fair value measurements. The Company does not expect the adoption of this guidance to have a material impact on its consolidated financial statements.

**12. SUBSEQUENT EVENTS:**

On October 15, 2010, the Company entered into Amendment No. 2 and Joinder (the Credit Agreement Amendment No. 2) to the Second Amended and Restated Revolving Credit and Term Loan Agreement, dated as of August 8, 2008, which provides, among other things, commitments for the Company's Australian Borrower to draw an additional \$50 million revolving loan effective once all the conditions precedent for the Australian Acquisition are met.



**Table of Contents**

**ITEM 2. MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.**

The following discussion should be read in conjunction with our consolidated financial statements and related notes included elsewhere in this Quarterly Report on Form 10-Q, and with the consolidated financial statements, related notes and other financial information included in our 2009 Annual Report on Form 10-K.

**Overview**

We own and operate short line and regional freight railroads and provide railcar switching services in the United States, Australia, Canada and the Netherlands. Operations currently include 62 railroads organized in nine regions, with approximately 6,000 miles of owned and leased track and approximately 3,400 additional miles under track access arrangements. In addition, we provide rail service at 16 ports in North America and Europe and perform contract coal loading and railcar switching for industrial customers.

Net income attributable to Genesee & Wyoming Inc. (GWI) in the three months ended September 30, 2010, was \$24.8 million, compared with net income attributable to GWI of \$21.7 million in the three months ended September 30, 2009. Our diluted earnings per share (EPS) attributable to our common stockholders in the three months ended September 30, 2010, were \$0.59 with 41.9 million weighted average shares outstanding, compared with diluted EPS attributable to our common stockholders of \$0.53 with 41.2 million weighted average shares outstanding in the three months ended September 30, 2009.

Our income from continuing operations in the three months ended September 30, 2010, was \$22.1 million, or \$0.53 per diluted share, compared with income from continuing operations of \$19.7 million, or \$0.48 per diluted share, in the three months ended September 30, 2009.

In the three months ended September 30, 2010, total revenues increased \$20.0 million, or 14.7%, to \$156.5 million, compared with \$136.4 million in the three months ended September 30, 2009. The increase in total revenues in the three months ended September 30, 2010, included a \$1.9 million net benefit due to the appreciation of the Australian and Canadian dollars versus the United States dollar, partially offset by the depreciation of the Euro versus the United States dollar. Excluding the impact from the change in foreign currency exchange rates, total revenues increased \$18.1 million, or 13.3%.

---

**Table of Contents**

Freight revenues increased \$12.7 million, or 15.3%, to \$95.9 million in the three months ended September 30, 2010, compared with \$83.2 million in the three months ended September 30, 2009. The increase in freight revenues included a benefit of \$0.9 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar. Excluding the impact from foreign currency appreciation, freight revenues increased by \$11.8 million, or 14.2%.

Our traffic in the three months ended September 30, 2010, was 217,390 carloads, an increase of 20,303 carloads, or 10.3%, compared with the three months ended September 30, 2009. The traffic increase in the three months ended September 30, 2010, was principally due to increases of 10,216 carloads of farm and food products traffic, 3,088 carloads of chemicals-plastics traffic and 2,145 carloads of other commodity traffic. All other traffic increased by a net 4,854 carloads.

Average freight revenues per carload increased 4.5% to \$441 in the three months ended September 30, 2010, compared with \$422 in the three months ended September 30, 2009. The appreciation of the Australian and Canadian dollars relative to the United States dollar, higher fuel surcharges and changes in commodity mix increased average revenues per carload by 1.1%, 1.5% and 1.7%, respectively. Excluding these factors, average revenues per carload increased 0.2%. Average freight revenues per carload were negatively impacted by changes in the mix of customers within certain commodity groups.

Our non-freight revenues increased \$7.3 million, or 13.8%, to \$60.6 million in the three months ended September 30, 2010, compared with \$53.3 million in the three months ended September 30, 2009. The increase in non-freight revenues included a net benefit of \$1.0 million due to the impact from the change in foreign currency exchange rates. Excluding this impact, non-freight revenues increased \$6.3 million, or 11.8%, primarily due to higher switching revenues and other operating income.

Operating income in the three months ended September 30, 2010, was \$38.5 million, compared with \$31.1 million in the three months ended September 30, 2009, an increase of \$7.4 million. Our operating ratio, defined as operating expenses divided by operating revenues, was 75.4% in the three months ended September 30, 2010, compared with 77.2% in the three months ended September 30, 2009. Operating income in the three months ended September 30, 2010, benefited from \$2.4 million in gains on the sale of assets and the reversal of \$2.3 million of previously accrued restructuring charges associated with Huron Central Railway, Inc. (HCRY), partially offset by FreightLink acquisition-related expenses of \$3.0 million. For the three months ended September 30, 2009, operating income benefited from a \$2.6 million gain on insurance recoveries and a \$0.6 million gain on the sale of assets, partially offset by a \$0.7 million impairment of assets.

For the nine months ended September 30, 2010, we reported income from continuing operations of \$58.7 million, a 40.4% increase over \$41.8 million for the nine months ended September 30, 2009. Our diluted EPS from continuing operations were \$1.41 for the nine months ended September 30, 2010, with 41.7 million weighted average shares outstanding, a 29.4% increase over diluted EPS from continuing operations of \$1.09 for the nine months ended September 30, 2009, with 38.2 million weighted average shares outstanding.

Our results for the nine months ended September 30, 2009, included a net tax benefit of \$8.7 million, or \$0.23 per diluted share, associated with the expiration of the United States railroad track maintenance credit, known as the Short Line Tax Credit, and a net loss of \$5.4 million, or \$0.14 per diluted share, from the write-down of HCRY's non-current assets and related charges.

During the nine months ended September 30, 2010, we generated \$127.2 million in cash flow from operating activities from continuing operations. We purchased \$57.6 million of property and equipment, received \$11.0 million in cash from outside parties for capital spending completed in 2010 and \$14.2 million in cash from outside parties for capital spending completed in prior years. We also received \$4.1 million in proceeds from the disposition of property and equipment and \$0.2 million in proceeds from the sale of an investment.

**Changes in Operations*****Australia***

In June 2010, we signed an agreement to acquire the assets of FreightLink Pty Ltd, Asia Pacific Transport Pty Ltd and related corporate entities (together FreightLink) for A\$334 million (or \$333 million at the September 30, 2010 exchange rate), plus the assumption of debt with a carrying value of A\$1.7 million (or \$1.6 million at the September 30, 2010 exchange



---

**Table of Contents**

rate), which represents the present value of a A\$50 million (or \$48 million at the September 30, 2010 exchange rate) non-interest bearing loan due in 2054. On January 1, 2009, we adopted certain changes in United States Generally Accepted Accounting Principles for the accounting for mergers and acquisitions. Under the new accounting standards, transaction costs associated with acquisitions will be expensed as incurred, rather than capitalized. We expect to incur FreightLink acquisition-related expenses totaling approximately A\$23 million (or \$22 million at the September 30, 2010 exchange rate), in the quarter in which the acquisition closes, principally related to the payment of stamp duty (an Australian asset transfer tax). Through the nine months ended September 30, 2010, we incurred \$4.2 million of expenses related to the pending FreightLink acquisition. The acquisition is contingent upon customary closing conditions, including the receipt of certain government approvals. We expect to close the acquisition and to commence operations in the fourth quarter of 2010.

FreightLink is the concessionaire and operator of the 1,400-mile Tarcoola to Darwin rail line, linking the Port of Darwin to the Australian interstate rail network in South Australia. The rail line is located on land leased to FreightLink by the AustralAsia Railway Corporation (a statutory corporation established by legislation in the Northern Territory) under a concession agreement that expires in 2054. FreightLink is both a provider of rail haulage to customers on its railroad (above rail services), as well as a track owner, charging access fees to any rail operators that run on its track (below rail services). The track access rights are regulated under a statutory access regime established by legislation in the Northern Territory and South Australia. Our subsidiary, Genesee & Wyoming Australia, has historically operated FreightLink's rail haulage services and currently provides its crews, manages its train operations and also leases locomotives and wagons to FreightLink.

On June 30, 2010, we entered into Amendment No. 1 and Joinder (the Credit Agreement Amendment) to the Second Amended and Restated Revolving Credit and Term Loan Agreement, dated as of August 8, 2008 (the Credit Agreement). The Credit Agreement Amendment facilitates the acquisition of the assets of FreightLink (the Australian Acquisition). These assets will be acquired by our wholly-owned subsidiary GWA (North) Pty Ltd (Australian Newco), which will become a party to the Credit Agreement and guarantor of the foreign guaranteed obligations. While certain provisions of the amendment were effective as of June 8, 2010, others will become effective upon the closing of the acquisition.

***Canada***

*Huron Central Railway Inc:* In June 2009, we announced that our subsidiary, HCRY, intended to cease its operations in the third quarter of 2009. As a result, in the second quarter of 2009, we recorded charges of \$5.4 million after-tax associated with HCRY, reflecting a non-cash write-down of non-current assets of \$6.7 million and restructuring charges of \$2.3 million, partially offset by a tax benefit of \$3.6 million. In September 2010, the governments of Canada and Ontario agreed to provide C\$30 million (or \$29 million at the September 30, 2010 exchange rate) to fund infrastructure improvements that will enable HCRY to continue operations on a long-term basis. In addition, HCRY expects to fund approximately \$3 million for infrastructure improvements. As a result, we reversed \$2.3 million (\$1.5 million after-tax) of accrued restructuring charges related to HCRY in September 2010, as HCRY no longer intends to cease its operations.

***Discontinued Operations***

In August of 2009, we completed the sale of 100% of the share capital of Ferrocarriles Chiapas-Mayab, S.A. de C.V. (FCCM) to Viablis, S.A. de C.V. for a net sale price of \$2.2 million, including the deposit of \$0.5 million received in November 2008. Accordingly, we recorded a net gain of \$2.2 million on the sale within discontinued operations. In August 2010, we recognized a net gain of \$2.8 million (\$2.8 million after-tax) within discontinued operations due to the receipt of insurance proceeds related to damages incurred by FCCM as a result of Hurricane Stan in 2005. We will utilize capital loss carryforwards, which were previously subject to a full valuation allowance, to offset any tax on this gain.

As of September 30, 2010, there were net assets of \$0.1 million remaining on our balance sheet related to discontinued operations in Mexico. The results of operations and cash flows of our remaining Mexican subsidiary, GW Servicios S.A., which were classified as discontinued operations, were not material for the three and nine months ended September 30, 2010 and 2009. We do not expect any material future adverse financial impact from our remaining Mexican subsidiary.

***Results of Continuing Operations***

When comparing our results of continuing operations from one reporting period to another, consider that we have historically experienced fluctuations in revenues and expenses due to economic conditions, changes in foreign currency exchange rates, acquisitions, competitive forces, one-time freight moves, customer plant expansions and shut-downs, sales of property and equipment, derailments and weather-related conditions such as hurricanes, droughts, heavy snowfall, freezing

**Table of Contents**

and flooding. In periods when these events occur, results of operations are not easily comparable from one period to another. Finally, certain of our railroads transport commodities that are sensitive to general economic conditions, including export coal, steel products, paper products and lumber and forest products. However, we also transport other commodities that are relatively less affected by economic conditions and are more closely affected by other factors, such as inventory levels maintained at a customer power plant (coal), winter weather (salt) and seasonal rainfall (South Australian grain). As a result of these and other factors, our operating results in any reporting period may not be directly comparable to our operating results in other reporting periods.

**Three Months Ended September 30, 2010 Compared with Three Months Ended September 30, 2009****Operating Revenues***Overview*

Operating revenues were \$156.5 million in the three months ended September 30, 2010, compared with \$136.4 million in the three months ended September 30, 2009, an increase of \$20.0 million, or 14.7%. The increase in operating revenues included increases of \$12.7 million in freight revenues and \$7.3 million in non-freight revenues. The \$20.0 million increase in operating revenues included a net benefit of \$1.9 million from the change in foreign currency exchange rates.

The following table breaks down our operating revenues into freight and non-freight revenues for the three months ended September 30, 2010 and 2009 (dollars in thousands):

|                                 | 2010              | 2009              | Variance         |              |
|---------------------------------|-------------------|-------------------|------------------|--------------|
|                                 |                   |                   | Amount           | %            |
| Freight revenues                | \$ 95,857         | \$ 83,160         | \$ 12,697        | 15.3%        |
| Non-freight revenues            | 60,635            | 53,286            | 7,349            | 13.8%        |
| <b>Total operating revenues</b> | <b>\$ 156,492</b> | <b>\$ 136,446</b> | <b>\$ 20,046</b> | <b>14.7%</b> |

*Freight Revenues*

The following table compares freight revenues, carloads and average freight revenues per carload for the three months ended September 30, 2010 and 2009 (dollars in thousands, except average freight revenues per carload):

| Commodity Group          | Freight Revenues |               |                  |               | Carloads       |               |                |               | Average Freight Revenues Per Carload |               |
|--------------------------|------------------|---------------|------------------|---------------|----------------|---------------|----------------|---------------|--------------------------------------|---------------|
|                          | 2010             |               | 2009             |               | 2010           |               | 2009           |               | 2010                                 | 2009          |
|                          | Amount           | % of Total    | Amount           | % of Total    | Amount         | % of Total    | Amount         | % of Total    |                                      |               |
| Coal, Coke & Ores        | \$ 17,328        | 18.1%         | \$ 17,116        | 20.7%         | 50,071         | 23.0%         | 49,720         | 25.2%         | \$ 346                               | \$ 344        |
| Pulp & Paper             | 14,381           | 15.0%         | 12,794           | 15.4%         | 23,823         | 11.0%         | 22,385         | 11.4%         | 604                                  | 572           |
| Farm & Food Products     | 13,944           | 14.6%         | 8,575            | 10.3%         | 27,179         | 12.5%         | 16,963         | 8.6%          | 513                                  | 506           |
| Minerals & Stone         | 12,020           | 12.5%         | 10,867           | 13.1%         | 37,291         | 17.1%         | 36,459         | 18.5%         | 322                                  | 298           |
| Chemicals-Plastics       | 10,337           | 10.8%         | 8,251            | 9.9%          | 14,979         | 6.9%          | 11,891         | 6.0%          | 690                                  | 694           |
| Metals                   | 9,236            | 9.6%          | 8,432            | 10.1%         | 19,576         | 9.0%          | 18,148         | 9.2%          | 472                                  | 465           |
| Lumber & Forest Products | 7,688            | 8.0%          | 7,485            | 9.0%          | 16,912         | 7.8%          | 16,813         | 8.5%          | 455                                  | 445           |
| Petroleum Products       | 4,718            | 4.9%          | 4,357            | 5.2%          | 7,030          | 3.2%          | 6,522          | 3.3%          | 671                                  | 668           |
| Autos & Auto Parts       | 1,400            | 1.5%          | 1,191            | 1.4%          | 2,119          | 1.0%          | 1,921          | 1.0%          | 661                                  | 620           |
| Other                    | 4,805            | 5.0%          | 4,092            | 4.9%          | 18,410         | 8.5%          | 16,265         | 8.3%          | 261                                  | 252           |
| <b>Total</b>             | <b>\$ 95,857</b> | <b>100.0%</b> | <b>\$ 83,160</b> | <b>100.0%</b> | <b>217,390</b> | <b>100.0%</b> | <b>197,087</b> | <b>100.0%</b> | <b>\$ 441</b>                        | <b>\$ 422</b> |

## Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

Total carloads increased by 20,303 carloads, or 10.3%, in the three months ended September 30, 2010, compared with the same period in 2009.

The overall average freight revenues per carload increased 4.5% to \$441 in the three months ended September 30, 2010, compared with the same period in 2009. This increase included a 1.1% benefit from the appreciation of the Australian and Canadian dollars relative to the United States dollar. In addition, changes in the commodity mix and higher fuel surcharges increased average

**Table of Contents**

revenues per carload by 1.7% and 1.5%, respectively. Excluding these factors, average revenues per carload increased 0.2% primarily due to customer rate increases and new customers. Average revenues per carload were negatively impacted by changes in the mix of customers within certain commodity groups.

The following table sets forth freight revenues by commodity group for the three months ended September 30, 2010 and 2009 (dollars in thousands):

| Commodity Group               | 2010             | 2009             | Variance         |              |
|-------------------------------|------------------|------------------|------------------|--------------|
|                               |                  |                  | Amount           | %            |
| Coal, Coke & Ores             | \$ 17,328        | \$ 17,116        | \$ 212           | 1.2%         |
| Pulp & Paper                  | 14,381           | 12,794           | 1,587            | 12.4%        |
| Farm & Food Products          | 13,944           | 8,575            | 5,369            | 62.6%        |
| Minerals & Stone              | 12,020           | 10,867           | 1,153            | 10.6%        |
| Chemicals-Plastics            | 10,337           | 8,251            | 2,086            | 25.3%        |
| Metals                        | 9,236            | 8,432            | 804              | 9.5%         |
| Lumber & Forest Products      | 7,688            | 7,485            | 203              | 2.7%         |
| Petroleum Products            | 4,718            | 4,357            | 361              | 8.3%         |
| Autos & Auto Parts            | 1,400            | 1,191            | 209              | 17.5%        |
| Other                         | 4,805            | 4,092            | 713              | 17.4%        |
| <b>Total freight revenues</b> | <b>\$ 95,857</b> | <b>\$ 83,160</b> | <b>\$ 12,697</b> | <b>15.3%</b> |

The following information discusses the significant changes in freight revenues by commodity group.

Coal, coke and ores revenues increased \$0.2 million, or 1.2%. The increase consisted of \$0.1 million due to a 0.6% increase in average revenues per carload and \$0.1 million due to a 351, or 0.7%, carload increase. The carload increase was primarily due to increased demand for metallurgical coal, partially offset by decreased coal carloads due to a maintenance outage at a coal mine we serve in Utah.

Pulp and paper revenues increased \$1.6 million, or 12.4%. The increase consisted of \$0.9 million due to a 1,438, or 6.4%, carload increase and \$0.7 million due to a 5.6% increase in average revenues per carload. The carload increase was primarily due to higher levels of export pulp and paper and the general improvement in the economy, partially offset by production reductions at paper mills we serve in Canada. The increase in average revenues per carload was primarily due to a change in the mix of paper traffic.

Farm and food products revenues increased \$5.4 million, or 62.6%. The increase was primarily due to a 10,216, or 60.2%, carload increase resulting from an increase in export grain traffic in Australia.

Minerals and stone revenues increased \$1.2 million, or 10.6%. The increase consisted of \$0.9 million due to an 8.1% increase in average revenues per carload and \$0.3 million due to an 832, or 2.3%, carload increase. The increase in average revenues per carload was primarily the result of higher rates on both new and existing customer traffic and a benefit of \$0.3 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar. The increase in carloads was primarily due to the general improvement in the economy and new customer traffic.

Chemicals and plastics revenues increased \$2.1 million, or 25.3%. The increase was primarily due to a 3,088, or 26.0%, increase in carloads. The carload increase was primarily due to the general improvement in the economy.

Metals revenues increased \$0.8 million, or 9.5%. The increase consisted of \$0.7 million due to a 1,428, or 7.9%, carload increase and \$0.1 million due to a 1.5% increase in average revenues per carload. The carload increase was primarily due to increased customer shipments of pipe for the oil and gas exploration industries and a shift in the mode of transportation from truck to rail.

**Table of Contents**

Other freight revenues increased \$0.7 million, or 17.4%. The increase consisted of \$0.6 million due to a 2,145, or 13.2%, carload increase and \$0.1 million due to a 3.6% increase in average revenues per carload. The carload increase was primarily due to additional shipments of solid waste and an increase in haulage traffic of domestic and export coal.

Freight revenues from all remaining commodities increased by \$0.8 million, or 5.9%. The increase consisted primarily of \$0.5 million due to an 805, or 3.2%, carload increase and \$0.3 million due to a 1.3% increase in average revenues per carload.

*Non-Freight Revenues*

The following table compares non-freight revenues for the three months ended September 30, 2010 and 2009 (dollars in thousands):

|                                   | 2010             |               | 2009             |               | Variance<br>Increase (Decrease) |              |
|-----------------------------------|------------------|---------------|------------------|---------------|---------------------------------|--------------|
|                                   | Amount           | % of Total    | Amount           | % of Total    | Amount                          | %            |
| Railcar switching                 | \$ 28,578        | 47.1%         | \$ 25,625        | 48.1%         | \$ 2,953                        | 11.5%        |
| Car hire and rental income        | 6,016            | 9.9%          | 5,297            | 9.9%          | 719                             | 13.6%        |
| Fuel sales to third parties       | 5,228            | 8.6%          | 3,821            | 7.2%          | 1,407                           | 36.8%        |
| Demurrage and storage             | 6,268            | 10.4%         | 5,550            | 10.4%         | 718                             | 12.9%        |
| Car repair services               | 1,800            | 3.0%          | 2,039            | 3.8%          | (239)                           | (11.7%)      |
| Other operating income            | 12,745           | 21.0%         | 10,954           | 20.6%         | 1,791                           | 16.4%        |
| <b>Total non-freight revenues</b> | <b>\$ 60,635</b> | <b>100.0%</b> | <b>\$ 53,286</b> | <b>100.0%</b> | <b>\$ 7,349</b>                 | <b>13.8%</b> |

The \$7.3 million increase in non-freight revenues included a net benefit of \$1.0 million from the change in foreign currency exchange rates.

The following information discusses the significant changes in non-freight revenues.

Railcar switching revenues increased \$3.0 million, or 11.5%. The increase included a \$2.3 million increase in industrial switching revenues primarily as a result of a new service contract to haul iron ore in Canada and a \$0.5 million increase in port switching revenues primarily due to new customers in the Port of Rotterdam.

Car hire and rental income revenues increased \$0.7 million, or 13.6%. The increase was primarily due to increased freight car rental income resulting from increased carload traffic in North America.

Fuel sales to third parties increased \$1.4 million, or 36.8%, primarily due to a \$0.9 million increase resulting from a 22.1% increase in gallons sold and a \$0.5 million increase resulting from a 12.0% increase in average price per gallon.

Demurrage and storage revenues increased \$0.7 million, or 12.9%. The increase was primarily due to demurrage revenues from new customers.

All other non-freight revenues increased \$1.6 million, or 11.9%. The increase included a benefit of \$0.5 million due to the impact from the change in foreign currency exchange rates and \$1.1 million primarily related to increases in our Australian crewing services and a temporary operating agreement at HCRY.



**Table of Contents***Operating Expenses**Overview*

Operating expenses were \$118.0 million in the three months ended September 30, 2010, compared with \$105.3 million in the three months ended September 30, 2009, an increase of \$12.6 million, or 12.0%. The appreciation of the Australian and Canadian dollars relative to the United States dollar resulted in \$1.5 million of this increase in operating expenses. Our operating expenses for the three months ended September 30, 2010, included expenses associated with the pending FreightLink acquisition of \$3.0 million, partially offset by gains on the sale of assets of \$2.4 million and a \$2.3 million reversal of restructuring charges associated with the second quarter of 2009 impairment of HCRY. Our operating expenses for the three months ended September 30, 2009, included a \$2.6 million gain on insurance recoveries.

*Operating Ratios*

Our operating ratio decreased to 75.4% in the three months ended September 30, 2010, from 77.2% in the three months ended September 30, 2009.

The following table sets forth a comparison of our operating expenses for the three months ended September 30, 2010 and 2009 (dollars in thousands):

|  | 2010              |                         | 2009              |                         |
|--|-------------------|-------------------------|-------------------|-------------------------|
|  | Amount            | % of Operating Revenues | Amount            | % of Operating Revenues |
| Labor and benefits                               | \$ 50,840         | 32.5%                   | \$ 45,958         | 33.7%                   |
| Equipment rents                                  | 8,201             | 5.2%                    | 7,447             | 5.5%                    |
| Purchased services                               | 13,965            | 8.9%                    | 10,999            | 8.1%                    |
| Depreciation and amortization                    | 12,506            | 8.0%                    | 12,050            | 8.8%                    |
| Diesel fuel used in operations                   | 10,037            | 6.4%                    | 7,921             | 5.8%                    |
| Diesel fuel sold to third parties                | 4,840             | 3.1%                    | 3,603             | 2.6%                    |
| Casualties and insurance                         | 3,104             | 2.0%                    | 4,243             | 3.1%                    |
| Materials  | 5,349             | 3.4%                    | 5,201             | 3.8%                    |
| Net (gain)/loss on sale and impairment of assets | (2,434)           | (1.5%)                  | 96                | 0.1%                    |
| Gain on insurance recoveries                     |                   | 0.0%                    | (2,644)           | (1.9%)                  |
| Restructuring charges                            | (2,349)           | (1.5%)                  |                   | 0.0%                    |
| Other expenses                                   | 13,921            | 8.9%                    | 10,457            | 7.6%                    |
| <b>Total operating expenses</b>                  | <b>\$ 117,980</b> | <b>75.4%</b>            | <b>\$ 105,331</b> | <b>77.2%</b>            |

Labor and benefits expense was \$50.8 million in the three months ended September 30, 2010, compared with \$46.0 million in the three months ended September 30, 2009, an increase of \$4.9 million, or 10.6%. The increase consisted of \$5.0 million in higher wages and accrued bonuses resulting primarily from an increase in our carload traffic, and an increase of \$0.7 million due to the net impact from the change in foreign currency exchange rates, partially offset by a decrease of \$0.8 million primarily due to savings achieved from cost cutting measures such as furloughed employees.

Equipment rents expense was \$8.2 million in the three months ended September 30, 2010, compared with \$7.4 million in the three months ended September 30, 2009, an increase of \$0.8 million, or 10.1%. The increase was primarily due to additional car hire expense as a result of new customer contracts in Canada and increased carload traffic in North America.

Purchased services expense, which consists of costs for services provided by outside contractors for repairs and maintenance of track property, locomotives, freight cars and other equipment as well as contract labor costs for crewing and drayage services, was \$14.0 million in the three months ended September 30, 2010, compared with \$11.0 million in the three months ended September 30, 2009, an increase of \$3.0 million, or

## Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

27.0%. The increase consisted primarily of additional transportation and maintenance costs incurred in connection with increased grain traffic in Australia and \$0.4 million due to the net impact from the change in foreign currency exchange rates.

## **Table of Contents**

Depreciation and amortization expense was \$12.5 million in the three months ended September 30, 2010, compared with \$12.1 million in the three months ended September 30, 2009, an increase of \$0.5 million, or 3.8%.

Diesel fuel expense was \$10.0 million in the three months ended September 30, 2010, compared with \$7.9 million in the three months ended September 30, 2009, an increase of \$2.1 million, or 26.7%. The increase consisted of \$1.1 million resulting from a 13.9% increase in average fuel cost per gallon and \$1.0 million from an 11.2% increase in diesel fuel consumption, primarily due to a 10.3% increase in carloads.

Diesel fuel sold to third parties was \$4.8 million in the three months ended September 30, 2010, compared with \$3.6 million in the three months ended September 30, 2009, an increase of \$1.2 million, or 34.3%. The increase consisted of \$0.8 million from a 22.1% increase in diesel fuel gallons sold and \$0.4 million resulting from a 10.0% increase in average diesel fuel cost per gallon.

Casualties and insurance expense was \$3.1 million in the three months ended September 30, 2010, compared with \$4.2 million in the three months ended September 30, 2009, a decrease of \$1.1 million, or 26.8%. The decrease was due to lower derailment expenses in 2010 compared with 2009.

Net gain on sale of assets was \$2.4 million in the three months ended September 30, 2010, compared with a net loss on sale and impairment of assets of \$0.1 million in the three months ended September 30, 2009. The \$2.4 million of gains in 2010 primarily resulted from the sale of excess locomotives, scrapping of railcars, certain track-related assets and surplus property in North America. The \$0.1 million net loss in 2009 included a \$0.7 million non-cash write-down of non-current assets, partially offset by \$0.6 million in gains from the sale of certain track-related assets and freight cars in North America.

Gain on insurance recoveries of \$2.6 million in the three months ended September 30, 2009, was primarily the result of a business interruption insurance recovery associated with a hurricane in the third quarter of 2008.

Restructuring charges in the three months ended September 30, 2010, were related to the reversal of restructuring charges associated with the second quarter 2009 impairment of HCRY, as we are no longer committed to a plan to exit HCRY.

The remaining expenses combined were \$19.3 million in the three months ended September 30, 2010, compared with \$15.7 million in the three months ended September 30, 2009, an increase of \$3.6 million, or 23.1%. The increase included \$3.0 million of FreightLink acquisition-related expenses.

### ***Other Income (Expense) Items***

#### ***Interest Income***

Interest income was \$0.7 million in the three months ended September 30, 2010, compared with \$0.3 million in the three months ended September 30, 2009.

#### ***Interest Expense***

Interest expense was \$5.5 million in the three months ended September 30, 2010, compared with \$6.4 million in the three months ended September 30, 2009, a decrease of \$0.9 million, or 14.1%, resulting from lower outstanding debt.

### ***Provision for Income Taxes***

Our effective income tax rate in the three months ended September 30, 2010, was 35.4% compared with 24.4% in the three months ended September 30, 2009. The increase in 2010 was primarily attributable to the expiration of the Short Line Tax Credit.

The Short Line Tax Credit, which had been in existence from 2005 through 2009, expired on December 31, 2009. The income tax credit provided for Class II and Class III railroads to reduce their federal income tax based on 50% of qualified railroad track maintenance expenditures during each year, subject to a limitation of \$3,500 per track mile owned or leased at the end of the year. Historically, we had incurred sufficient spending to meet the limitation.



**Table of Contents*****Income and Earnings Per Share from Continuing Operations***

Income from continuing operations, net of tax, in the three months ended September 30, 2010, was \$22.1 million, compared with income from continuing operations of \$19.7 million in the three months ended September 30, 2009. Our diluted EPS from continuing operations attributable to our common stockholders in the three months ended September 30, 2010, were \$0.53 with 41.9 million weighted average shares outstanding, compared with diluted EPS from continuing operations attributable to our common stockholders of \$0.48 with 41.2 million weighted average shares outstanding in the three months ended September 30, 2009. Basic EPS from continuing operations attributable to our common stockholders were \$0.57 with 38.9 million weighted average shares outstanding in the three months ended September 30, 2010, compared with basic EPS from continuing operations attributable to our common stockholders of \$0.51 with 38.4 million weighted average shares outstanding in the three months ended September 30, 2009.

**Nine Months Ended September 30, 2010 Compared with Nine Months Ended September 30, 2009*****Operating Revenues****Overview*

Operating revenues were \$460.5 million in the nine months ended September 30, 2010, compared with \$405.0 million in the nine months ended September 30, 2009, an increase of \$55.6 million, or 13.7%. The increase in operating revenues included increases of \$34.0 million in freight revenues and \$21.6 million in non-freight revenues. The \$55.6 million increase in operating revenues included a net benefit of \$14.6 million from the change in foreign currency exchange rates.

The following table breaks down our operating revenues into freight and non-freight revenues for the nine months ended September 30, 2010 and 2009 (dollars in thousands):

|                                 | 2010              | 2009              | Variance         |              |
|---------------------------------|-------------------|-------------------|------------------|--------------|
|                                 |                   |                   | Amount           | %            |
| Freight revenues                | \$ 285,617        | \$ 251,622        | \$ 33,995        | 13.5%        |
| Non-freight revenues            | 174,907           | 153,337           | 21,570           | 14.1%        |
| <b>Total operating revenues</b> | <b>\$ 460,524</b> | <b>\$ 404,959</b> | <b>\$ 55,565</b> | <b>13.7%</b> |

**Table of Contents***Freight Revenues*

The following table compares freight revenues, carloads and average freight revenues per carload for the nine months ended September 30, 2010 and 2009 (dollars in thousands, except average freight revenues per carload):

| Commodity Group          | Freight Revenues  |               |                   |               | Carloads       |               |                |               | Average Freight Revenues Per Carload |               |
|--------------------------|-------------------|---------------|-------------------|---------------|----------------|---------------|----------------|---------------|--------------------------------------|---------------|
|                          | 2010              |               | 2009              |               | 2010           |               | 2009           |               | 2010                                 | 2009          |
|                          | Amount            | % of Total    | Amount            | % of Total    | Amount         | % of Total    | Amount         | % of Total    |                                      |               |
| Coal, Coke & Ores        | \$ 54,666         | 19.1%         | \$ 53,962         | 21.5%         | 146,269        | 23.0%         | 150,272        | 25.1%         | \$ 374                               | \$ 359        |
| Farm & Food Products     | 41,406            | 14.5%         | 28,603            | 11.4%         | 81,704         | 12.8%         | 65,671         | 11.0%         | 507                                  | 436           |
| Pulp & Paper             | 39,791            | 13.9%         | 38,341            | 15.2%         | 65,699         | 10.3%         | 68,348         | 11.4%         | 606                                  | 561           |
| Minerals & Stone         | 32,796            | 11.5%         | 29,546            | 11.7%         | 102,330        | 16.1%         | 103,030        | 17.2%         | 320                                  | 287           |
| Metals                   | 31,462            | 11.0%         | 25,644            | 10.2%         | 63,707         | 10.0%         | 52,986         | 8.8%          | 494                                  | 484           |
| Chemicals-Plastics       | 28,929            | 10.1%         | 24,487            | 9.7%          | 41,872         | 6.6%          | 36,929         | 6.2%          | 691                                  | 663           |
| Lumber & Forest Products | 21,817            | 7.7%          | 21,011            | 8.4%          | 48,336         | 7.6%          | 46,727         | 7.8%          | 451                                  | 450           |
| Petroleum Products       | 15,008            | 5.3%          | 14,645            | 5.8%          | 21,332         | 3.3%          | 21,320         | 3.5%          | 704                                  | 687           |
| Autos & Auto Parts       | 5,423             | 1.9%          | 3,483             | 1.4%          | 7,811          | 1.2%          | 5,684          | 0.9%          | 694                                  | 613           |
| Other                    | 14,319            | 5.0%          | 11,900            | 4.7%          | 57,727         | 9.1%          | 48,748         | 8.1%          | 248                                  | 244           |
| <b>Total</b>             | <b>\$ 285,617</b> | <b>100.0%</b> | <b>\$ 251,622</b> | <b>100.0%</b> | <b>636,787</b> | <b>100.0%</b> | <b>599,715</b> | <b>100.0%</b> | <b>\$ 449</b>                        | <b>\$ 420</b> |

Total carloads increased by 37,072 carloads, or 6.2%, in the nine months ended September 30, 2010, compared with the same period in 2009.

The overall average freight revenues per carload was \$449 in the nine months ended September 30, 2010, a 6.9% increase over the same period in 2009. The increase included a 3.0% benefit from the appreciation of the Australian and Canadian dollars relative to the United States dollar. In addition, higher fuel surcharges and changes in the commodity mix increased average freight revenues per carload by 1.3% and 0.5%, respectively. Excluding these factors, average revenues per carload increased 2.1%, primarily due to customer rate increases, new customers and changes in the mix of business within certain commodity groups.

The following table sets forth freight revenues by commodity group for the nine months ended September 30, 2010 and 2009 (dollars in thousands):

| Commodity Group               | 2010              | 2009              | Variance         |              |
|-------------------------------|-------------------|-------------------|------------------|--------------|
|                               |                   |                   | Amount           | %            |
| Coal, Coke & Ores             | \$ 54,666         | \$ 53,962         | \$ 704           | 1.3%         |
| Farm & Food Products          | 41,406            | 28,603            | 12,803           | 44.8%        |
| Pulp & Paper                  | 39,791            | 38,341            | 1,450            | 3.8%         |
| Metals                        | 31,462            | 25,644            | 5,818            | 22.7%        |
| Minerals & Stone              | 32,796            | 29,546            | 3,250            | 11.0%        |
| Chemicals-Plastics            | 28,929            | 24,487            | 4,442            | 18.1%        |
| Lumber & Forest Products      | 21,817            | 21,011            | 806              | 3.8%         |
| Petroleum Products            | 15,008            | 14,645            | 363              | 2.5%         |
| Autos & Auto Parts            | 5,423             | 3,483             | 1,940            | 55.7%        |
| Other                         | 14,319            | 11,900            | 2,419            | 20.3%        |
| <b>Total freight revenues</b> | <b>\$ 285,617</b> | <b>\$ 251,622</b> | <b>\$ 33,995</b> | <b>13.5%</b> |

## Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

The following information discusses the significant changes in freight revenues by commodity group.

Coal, coke and ores revenues increased \$0.7 million, or 1.3%. The increase consisted of \$2.2 million due to a 4.2% increase in average revenues per carload, partially offset by \$1.5 million due to a 4,003, or 2.7%, carload decrease. The carload decrease was primarily due to lower volumes as a result of a maintenance outage at a coal mine we serve in Utah, a five-week construction-related outage at a power plant and high steam coal inventory levels at certain customers, partially offset by increased demand for metallurgical coal.

**Table of Contents**

Farm and food products revenues increased \$12.8 million, or 44.8%. The increase consisted of \$8.1 million due to a 16,033, or 24.4%, carload increase and \$4.7 million due to a 16.3% increase in average revenues per carload. The carload increase was primarily due to an increase in export grain traffic in Australia. The increase in average revenues per carload included a benefit of \$3.2 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar.

Pulp and paper revenues increased \$1.5 million, or 3.8%. The increase consisted of \$3.1 million due to an 8.0% increase in average revenues per carload, partially offset by \$1.6 million due to a 2,649, or 3.9%, carload decrease. The increase in average revenues per carload was primarily due to a change in the mix of pulp and paper traffic and a benefit of \$1.0 million due to the appreciation of the Canadian dollar relative to the United States dollar. The carload decrease was primarily due to production reductions at paper mills we serve in Canada, partially offset by higher levels of export pulp and paper.

Metals revenues increased \$5.8 million, or 22.7%. The increase consisted of \$5.3 million due to a 10,721, or 20.2%, carload increase and \$0.5 million due to a 2.1% increase in average revenues per carload. The increase in carloads was primarily due to a broad-based improvement in the steel industry and increased customer shipments of pipe for the oil and gas exploration industries. The increase in average revenues per carload included a benefit of \$0.7 million due to the appreciation of the Canadian dollar relative to the United States dollar.

Minerals and stone revenues increased \$3.3 million, or 11.0%. The increase consisted of \$3.5 million due to an 11.5% increase in average revenues per carload, partially offset by a decrease of \$0.2 million due to a 700, or 0.7%, carload decrease. The increase in average revenues per carload was primarily the result of higher rates on new and existing customer traffic and a benefit of \$1.7 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar. The carload decrease was primarily due to lower rock salt shipments as a result of lower restocking due to mild winter weather in the Northeastern United States, partially offset by increased shipments resulting from the general improvement in the economy and traffic from a new customer.

Chemicals and plastics revenues increased \$4.4 million, or 18.1%. The increase consisted of \$3.4 million due to a 4,943, or 13.4%, carload increase and \$1.0 million due to a 4.2% increase in average revenues per carload. The carload increase was primarily due to increased demand as a result of improving economic conditions and shipments from plants that were temporarily shut down in 2009. The increase in average revenues per carload was primarily the result of a change in mix among customers we serve.

Autos and auto parts revenues increased \$1.9 million, or 55.7%. The increase consisted primarily of \$1.5 million due to a 2,127, or 37.4%, increase in carloads and \$0.4 million due to a 13.2% increase in average revenues per carload. The carload increase was primarily due to an increase in production from the automobile industry in the United States and Canada. The increase in average revenues per carload was primarily driven by an increase in our automotive traffic in Canada.

Other freight revenues increased \$2.4 million, or 20.3%. The increase primarily consisted of \$2.2 million due to an 8,979, or 18.4%, carload increase. The carload increase was primarily due to an increase in haulage traffic in domestic and export coal and additional shipments of solid waste.

Freight revenues from all remaining commodities increased by \$1.2 million, or 3.3%. The increase consisted primarily of \$0.7 million due to a 1,621, or 2.4%, carload increase and \$0.4 million due to a 1.7% increase in average revenues per carload.



**Table of Contents***Non-Freight Revenues*

The following table compares non-freight revenues for the nine months ended September 30, 2010 and 2009 (dollars in thousands):

|                                   | 2010              |               | 2009              |               | Variance         |              |
|-----------------------------------|-------------------|---------------|-------------------|---------------|------------------|--------------|
|                                   | Amount            | % of Total    | Amount            | % of Total    | Amount           | %            |
| Railcar switching                 | \$ 79,678         | 45.6%         | \$ 71,612         | 46.7%         | \$ 8,066         | 11.3%        |
| Car hire and rental income        | 18,065            | 10.3%         | 15,836            | 10.3%         | 2,229            | 14.1%        |
| Fuel sales to third parties       | 13,588            | 7.8%          | 10,522            | 6.9%          | 3,066            | 29.1%        |
| Demurrage and storage             | 18,963            | 10.8%         | 18,876            | 12.3%         | 87               | 0.5%         |
| Car repair services               | 5,525             | 3.2%          | 6,205             | 4.0%          | (680)            | (11.0%)      |
| Other operating income            | 39,088            | 22.3%         | 30,286            | 19.8%         | 8,802            | 29.1%        |
| <b>Total non-freight revenues</b> | <b>\$ 174,907</b> | <b>100.0%</b> | <b>\$ 153,337</b> | <b>100.0%</b> | <b>\$ 21,570</b> | <b>14.1%</b> |

The \$21.6 million increase in non-freight revenues included a net benefit of \$7.2 million from the change in foreign currency exchange rates.

The following information discusses the significant changes in non-freight revenues.

Railcar switching revenues increased \$8.1 million, or 11.3%. The increase included a benefit of \$2.5 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar, a \$3.7 million increase in industrial switching revenues primarily as a result of a new service contract to haul iron ore in Canada and a \$1.9 million increase in port switching revenues due to increases in export grain traffic at our United States ports.

Car hire and rental income increased \$2.2 million, or 14.1%. The increase included a benefit of \$1.4 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar and \$0.8 million primarily due to an increase in demand for equipment rentals in Australia.

Fuel sales to third parties increased \$3.1 million, or 29.1%, primarily due to a \$3.0 million increase resulting from a 28.5% increase in average price per gallon and a \$0.1 million increase resulting from a 0.5% increase in gallons sold.

Car repair services revenues decreased \$0.7 million, or 11.0%. The decrease was primarily due to the cancellation of certain freight car leases in the United States.

All other non-freight revenues increased \$8.9 million, or 18.1%. The increase included a benefit of \$3.2 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar and a \$5.7 million increase primarily related to increases in our Australian crewing services, the temporary operating agreement at HCRY and a new service contract to haul iron ore in Canada.

**Operating Expenses***Overview*

Operating expenses were \$354.0 million in the nine months ended September 30, 2010, compared with \$333.1 million in the nine months ended September 30, 2009, an increase of \$20.9 million, or 6.3%. The appreciation of the Australian and Canadian dollars relative to the United States dollar resulted in \$12.0 million of this increase. Our operating expenses for the nine months ended September 30, 2010, included a net gain on sale of assets of \$4.3 million and a \$2.3 million reversal of accrued restructuring charges associated with the second quarter of 2009 impairment of HCRY, partially offset by FreightLink acquisition-related expenses of \$4.2 million. Our operating expenses in the nine months ended September 30, 2009, included \$9.0 million due to the HCRY impairment and related charges, \$1.1 million due to legal expenses associated with the resolution of an arbitration proceeding and \$0.7 million in non-cash write-down of non-current assets, partially offset by \$3.1 million in gains on insurance recoveries and \$2.6 million in gains on the sale of assets.



**Table of Contents***Operating Ratios*

Our operating ratio decreased to 76.9% in the nine months ended September 30, 2010, from 82.3% in the nine months ended September 30, 2009. The operating ratio in the nine months ended September 30, 2009, included the HCRY impairment and related charges of \$9.0 million, or 2.7% of total operating expenses.

The following table sets forth a comparison of our operating expenses for the nine months ended September 30, 2010 and 2009 (dollars in thousands):

|  | 2010              |                         | 2009              |                         |
|--|-------------------|-------------------------|-------------------|-------------------------|
|  | Amount            | % of Operating Revenues | Amount            | % of Operating Revenues |
| Labor and benefits                               | \$ 152,357        | 33.1%                   | \$ 144,112        | 35.6%                   |
| Equipment rents                                  | 24,116            | 5.2%                    | 22,240            | 5.5%                    |
| Purchased services                               | 37,257            | 8.1%                    | 30,316            | 7.5%                    |
| Depreciation and amortization                    | 37,406            | 8.1%                    | 35,473            | 8.7%                    |
| Diesel fuel used in operations                   | 31,679            | 6.9%                    | 24,265            | 6.0%                    |
| Diesel fuel sold to third parties                | 12,543            | 2.7%                    | 10,096            | 2.5%                    |
| Casualties and insurance                         | 10,131            | 2.2%                    | 10,707            | 2.6%                    |
| Materials  | 16,830            | 3.7%                    | 16,552            | 4.1%                    |
| Net (gain)/loss on sale and impairment of assets | (4,282)           | (0.9%)                  | 4,746             | 1.2%                    |
| Gain on insurance recoveries                     |                   | 0.0%                    | (3,144)           | (0.8%)                  |
| Restructuring charges                            | (2,349)           | (0.5%)                  | 2,288             | 0.6%                    |
| Other expenses                                   | 38,345            | 8.3%                    | 35,453            | 8.8%                    |
| <b>Total operating expenses</b>                  | <b>\$ 354,033</b> | <b>76.9%</b>            | <b>\$ 333,104</b> | <b>82.3%</b>            |

Labor and benefits expense was \$152.4 million in the nine months ended September 30, 2010, compared with \$144.1 million in the nine months ended September 30, 2009, an increase of \$8.2 million, or 5.7%. The increase consisted of \$7.9 million in higher wages and accrued bonuses resulting primarily from an increase in our carload traffic, and \$5.3 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar, partially offset by a decrease of \$5.0 million primarily due to savings achieved from cost cutting measures such as furloughed employees.

Equipment rents expense was \$24.1 million in the nine months ended September 30, 2010, compared with \$22.2 million in the nine months ended September 30, 2009, an increase of \$1.9 million, or 8.4%. The increase consisted primarily of \$0.8 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar and increases in car hire traffic due to new customer contracts in Canada and increased carload traffic in North America.

Purchased services expense, which consists of costs for services provided by outside contractors for repairs and maintenance of track property, locomotives, freight cars and other equipment as well as contract labor costs for crewing and drayage services, was \$37.3 million in the nine months ended September 30, 2010, compared with \$30.3 million in the nine months ended September 30, 2009, an increase of \$6.9 million, or 22.9%. The increase consisted primarily of \$2.7 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar, increases due to higher transportation and maintenance costs incurred in connection with increased grain traffic in Australia and additional operating costs as a result of widespread increases in volumes.

Depreciation and amortization expense was \$37.4 million in the nine months ended September 30, 2010, compared with \$35.5 million in the nine months ended September 30, 2009, an increase of \$1.9 million, or 5.4%. The increase included \$1.1 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar.

Diesel fuel expense was \$31.7 million in the nine months ended September 30, 2010, compared with \$24.3 million in the nine months ended September 30, 2009, an increase of \$7.4 million, or 30.6%. The increase consisted of \$7.0 million resulting from a 28.9% increase in average

fuel cost per gallon and \$0.4 million from a 1.3% increase in diesel fuel consumption.

---

**Table of Contents**

Diesel fuel sold to third parties was \$12.5 million in the nine months ended September 30, 2010, compared with \$10.1 million in the nine months ended September 30, 2009, an increase of \$2.4 million, or 24.2%. The increase consisted of \$2.4 million resulting from a 23.6% increase in average diesel fuel cost per gallon and \$0.1 million from a 0.5% increase in diesel fuel gallons sold.

Casualties and insurance expense was \$10.1 million in the nine months ended September 30, 2010, compared with \$10.7 million in the nine months ended September 30, 2009. The decrease was primarily due to lower derailment expense in 2010 compared with 2009.

Net gain on sale of assets was \$4.3 million in the nine months ended September 30, 2010, compared with a net loss on sale and impairment of assets of \$4.7 million in the nine months ended September 30, 2009. The \$4.3 million gain in 2010 primarily resulted from the sale of excess locomotives, certain track-related assets and surplus property in North America and the scrapping of railcars. In 2009, the \$4.7 million net loss included a \$6.7 million non-cash write-down of HCRY's non-current assets, partially offset by gains from the sale of certain track-related assets and freight cars in North America.

Gain on insurance recoveries in the nine months ended September 30, 2009, included a \$2.1 million gain as a result of a business interruption insurance recovery associated with a hurricane in the third quarter of 2008 and \$1.0 million for the replacement of assets.

Restructuring charges of \$2.3 million in the nine months ended September 30, 2009, resulted from the planned shutdown of HCRY's operations. Due to the recent commitments by the governments of Canada and Ontario, we are no longer committed to a plan to exit HCRY. As such, in the nine months ended September 30, 2010, we reversed the accrued restructuring charges of \$2.3 million associated with the planned shutdown of HCRY.

The remaining expenses combined were \$55.2 million in the nine months ended September 30, 2010, compared with \$52.0 million in the nine months ended September 30, 2009, an increase of \$3.2 million, or 6.1%. The increase included \$4.2 million of FreightLink acquisition-related expenses and \$1.3 million due to the appreciation of the Australian and Canadian dollars relative to the United States dollar, partially offset by \$1.1 million of legal expenses associated with the resolution of an arbitration proceeding in the second quarter of 2009.

***Other Income (Expense) Items***

***Interest Income***

Interest income was \$1.6 million in the nine months ended September 30, 2010, compared with \$0.7 million in the nine months ended September 30, 2009, an increase of \$0.9 million, resulting from our increased balances of cash and cash equivalents.

***Interest Expense***

Interest expense was \$16.3 million in the nine months ended September 30, 2010, compared with \$20.7 million in the nine months ended September 30, 2009, a decrease of \$4.4 million, or 21.3%, resulting from lower outstanding debt.

***Provision for Income Taxes***

Our effective income tax rate in the nine months ended September 30, 2010, was 36.5% compared with 22.9% in the nine months ended September 30, 2009. The increase in 2010 was primarily attributable to the elimination of approximately \$8.7 million in tax credits resulting from the expiration of the Short Line Tax Credit on December 31, 2009 and the HCRY-related tax benefit of \$3.6 million recorded in the second quarter of 2009.

---

**Table of Contents*****Income and Earnings Per Share from Continuing Operations***

Income from continuing operations, net of tax, in the nine months ended September 30, 2010, was \$58.7 million, compared with income from continuing operations of \$41.8 million in the nine months ended September 30, 2009. Our diluted EPS from continuing operations attributable to our common stockholders in the nine months ended September 30, 2010, were \$1.41 with 41.7 million weighted average shares outstanding, compared with diluted EPS from continuing operations attributable to our common stockholders of \$1.09 with 38.2 million weighted average shares outstanding in the nine months ended September 30, 2009. Basic EPS from continuing operations attributable to our common stockholders were \$1.51 with 38.8 million weighted average shares outstanding in the nine months ended September 30, 2010, compared with basic EPS from continuing operations attributable to our common stockholders of \$1.18 with 35.3 million weighted average shares outstanding in the nine months ended September 30, 2009. The outstanding weighted average shares for the nine months ended September 30, 2010 and 2009, included 4,600,000 and 1,684,982, respectively, weighted average shares issued in conjunction with the public offering of our Class A common stock on June 15, 2009.

***Liquidity and Capital Resources***

During the nine months ended September 30, 2010, we generated \$127.2 million of cash from continuing operations, compared with \$88.4 million of cash from continuing operations during the nine months ended September 30, 2009. For the nine months ended September 30, 2010 and 2009, changes in working capital increased net cash flow from operating activities by \$11.9 million and \$3.8 million, respectively.

During the nine months ended September 30, 2010 and 2009, our cash flows used in investing activities from continuing operations were \$28.1 million and \$35.3 million, respectively. For the nine months ended September 30, 2010, primary drivers of cash used in investing activities were \$57.6 million of cash used for capital expenditures, partially offset by \$11.0 million in cash received from grants from outside parties for capital spending completed in 2010, \$14.2 million in cash received from grants from outside parties for capital spending completed in prior years and \$4.1 million in cash proceeds from the sale of property and equipment. For the nine months ended September 30, 2009, primary drivers of cash used in investing activities were \$60.0 million of cash used for capital expenditures and \$5.8 million of cash paid for acquisitions, partially offset by \$10.1 million in cash received from grants from outside parties for capital spending completed in 2009, \$6.4 million in cash received from grants from outside parties for capital spending completed in prior years, \$6.2 million in cash proceeds from the disposition of property and equipment, \$4.0 million of insurance proceeds and \$3.8 million of net proceeds from the sale of our investment in Bolivia.

During the nine months ended September 30, 2010, our cash flows used in financing activities from continuing operations were \$14.7 million, compared with cash provided by financing activities from continuing operations of \$3.5 million during the nine months ended September 30, 2009. For the nine months ended September 30, 2010, primary drivers of cash used in financing activities were \$20.4 million of principal payments on outstanding debt, partially offset by net cash inflows of \$7.3 million from exercises of stock-based awards. For the nine months ended September 30, 2009, primary drivers of cash provided by financing activities from continuing operations were \$106.6 million in proceeds from the issuance of stock and \$5.3 million from exercises of stock-based awards, partially offset by a net decrease in outstanding debt of \$109.2 million.

At September 30, 2010, we had long-term debt, including current portion, totaling \$429.9 million, which comprised 35.9% of our total capitalization, and we also had \$299.9 million of unused borrowing capacity. At December 31, 2009, we had long-term debt, including current portion, totaling \$449.4 million, which comprised 39.5% of our total capitalization.

We believe that our cash and cash equivalents combined with our cash flow from operations will enable us to meet our liquidity and capital expenditure requirements relating to ongoing operations for at least the duration of the credit facilities. We intend to use our cash on hand and unused borrowing capacity for general corporate purposes, including strategic investments and acquisitions.

***Credit Facilities***

On August 8, 2008, we entered into the Second Amended and Restated Revolving Credit and Term Loan Agreement (the Credit Agreement). The Credit Agreement expanded the size of our senior credit facility from \$256.0 million to \$570.0 million and extended the maturity date of the Credit Agreement to October 1, 2013. The credit facilities included a \$300.0 million revolving loan, a \$240.0 million United States term loan and a C\$31.2 million (\$30.3 million at the September 30,



**Table of Contents**

2010 exchange rate) Canadian term loan, as well as borrowing capacity for letters of credit and for borrowings on same-day notice referred to as swingline loans. The Credit Agreement provides lending under the revolving credit facility in United States dollars, Euros, Canadian dollars and Australian dollars. Interest rates for the revolving loans are based on a base rate plus applicable margin or the LIBOR rate plus applicable margin. The credit facilities and revolving loans are guaranteed by substantially all of the United States subsidiaries for the United States guaranteed obligations and by substantially all of our foreign subsidiaries for the foreign guaranteed obligations.

On June 30, 2010, the Company entered into Amendment No. 1 and Joinder (the Credit Agreement Amendment) to the Second Amended and Restated Revolving Credit and Term Loan Agreement, dated as of August 8, 2008 (the Credit Agreement). The Credit Agreement Amendment facilitates the acquisition of the assets of FreightLink (the Australian Acquisition). These assets will be acquired by the Company's wholly-owned subsidiary GWA (North) Pty Ltd (Australian Newco), which will become a party to the Credit Agreement and guarantor of the foreign guaranteed obligations. While certain provisions of the amendment were effective as of June 8, 2010, others will become effective upon the closing of the acquisition.

As of June 8, 2010, the Credit Agreement Amendment (i) amended the definition of Consolidated EBITDA (earnings before interest, taxes, depreciation and amortization) to add back transaction costs incurred in connection with the Australian Acquisition to EBITDA (whether or not the acquisition is consummated) in an aggregate amount up to \$25 million; (ii) amended the restrictions on indebtedness to permit various obligations among Genesee & Wyoming Australia and affiliated subsidiaries; and (iii) amended the restrictions on investments and restricted payments to permit certain intercompany obligations, investments and guarantees, and to permit a guaranty by the Company of Australian Newco's obligations and performance in connection with the Australian Acquisition.

Upon the closing of the Australian Acquisition, the range of applicable margin for borrowings bearing interest at the base rate will increase from a low of 0.25% to a low of 0.75% and from a high of 1.00% to a high of 1.50%, the range of applicable margin for borrowings bearing interest at the LIBOR rate will increase from a low of 1.25% to a low of 1.75% and from a high of 2.00% to a high of 2.50% and the commitment fee rate will increase from a range of 0.20% to 0.40% to a range of 0.25% to 0.50%, in each case dependent on a ratio of funded debt to EBITDAR (earnings before interest, taxes, depreciation, amortization and rental expenses). The Credit Agreement Amendment also changes the definition of Consolidated EBITDAR to give pro forma effect to the Australian Acquisition, allows for an additional United States borrower and amends certain covenants to permit the Australian Acquisition and the entry into related documentation.

As of September 30, 2010, our \$300.0 million revolving credit facility, which matures in 2013, consisted of letter of credit guarantees of \$0.1 million and \$299.9 million of unused borrowing capacity. Our credit facilities require us to comply with certain financial covenants. As of September 30, 2010, we were in compliance with these covenants. Subject to maintaining compliance with these covenants, the \$299.9 million unused borrowing capacity is available for general corporate purposes, including acquisitions. We currently expect to draw upon approximately \$200 million of the unused borrowing capacity in conjunction with the acquisition of FreightLink. See Note 7, Long-term Debt, of our Annual Report on Form 10-K for the year ended December 31, 2009, for additional information regarding our credit facilities.

On October 15, 2010, we entered into Amendment No. 2 and Joinder (the Credit Agreement Amendment No. 2) to the Second Amended and Restated Revolving Credit and Term Loan Agreement, dated as of August 8, 2008, which provides, among other things, commitments for our Australian Borrower to draw an additional \$50 million revolving loan effective once all the conditions precedent for the Australian Acquisition are met.

***2010 Budgeted Capital Expenditures***

We initially budgeted \$57 million for capital expenditures in 2010, which consisted of property and equipment improvements on our existing business of \$56 million and new business development projects of \$1 million. In addition, we expected to receive approximately \$35 million of grants from outside parties to fund additional property and equipment expenditures related to our existing business in 2010. Including these grant-funded projects, we initially budgeted a total of \$92 million for capital expenditures in 2010. During the nine months ended September 30, 2010, we also approved \$14 million of additional capital expenditures, primarily associated with a new service contract to haul iron ore in Canada. These additional capital expenditures represent capital expenditures approved subsequent to our annual budgeting process.

For the nine months ended September 30, 2010, we have incurred \$59.8 million in aggregate capital expenditures, of which we have paid \$47.4 million in cash and accrued \$12.4 million in accounts payable as of September 30, 2010. We expect to receive \$21.9 million in grants from outside parties related to this year-to-date activity, of which we have received \$11.0 million and recorded \$10.9 million in outstanding grant receivables from outside parties as of September 30, 2010.





**Table of Contents**

Cash of \$57.6 million paid for purchases of property and equipment during the nine months ended September 30, 2010, included \$47.4 million for 2010 capital projects and \$10.2 million related to capital expenditures accrued in 2009. Grant proceeds of \$25.2 million received in the nine months ended September 30, 2010, included \$11.0 million related to 2010 capital projects and \$14.2 million from grants related to our capital expenditures from prior years.

Accordingly, capital expenditures for the nine months ended September 30, 2010, as compared with our 2010 full year capital expenditure budget can be summarized as follows (dollars in thousands):

|                                      | Full Year<br>2010 Budget,<br>As Adjusted | Spending<br>Incurred<br>During The<br>Nine Months Ended<br>September 30, 2010 |
|--------------------------------------|--|---|
| Capital expenditures, initial budget | \$ 92,000                                | \$ 54,817   |
| Subsequently authorized spending     | 14,000                                   | 4,975   |
| Grant proceeds from outside parties  | (38,000)                                 | (21,871)  |
| Net capital expenditures             | \$ 68,000                                | \$ 37,921   |

The \$68 million of net capital expenditures represents the total authorized spending in our revised 2010 budget. However, given the status of certain capital projects, we do not anticipate spending the entire amount in 2010.

**Impact of Foreign Currencies on Operating Revenues**

When comparing the effects of average foreign currency exchange rates on revenues during the nine months ended September 30, 2010, to the nine months ended September 30, 2009, foreign currency translation had a net positive impact on our consolidated revenues due to the strengthening of the Australian and Canadian dollars relative to the United States dollar, partially offset by the weakening of the Euro relative to the United States dollar. Since the world's major crude oil and refined product market is traded in United States dollars, we believe there was little, if any, impact of foreign currency translation on our fuel sales to third parties in Australia.

The following table sets forth the estimated impact of foreign currency translation on reported operating revenues for the nine months ended September 30, 2010 (dollars in thousands):

|                            | As Reported | Currency<br>Translation<br>Impact | Revenues<br>Excluding<br>Currency<br>Impact |
|----------------------------|-------------|-----------------------------------|---|
| <b>Operating revenues:</b> |             |                                   |   |
| United States              | \$ 324,097  | \$                                | \$ 324,097                                  |
| Australia                  | 91,637      | 10,799                            | 80,838                                      |
| Canada                     | 37,040      | 4,040                             | 33,000                                      |
| Netherlands                | 7,750       | (275)                             | 8,025                                       |
| Total                      | \$ 460,524  | \$ 14,564                         | \$ 445,960                                  |

**Off-Balance Sheet Arrangements**

An off-balance sheet arrangement includes any contractual obligation, agreement or transaction involving an unconsolidated entity under which we 1) have made guarantees, 2) have a retained or contingent interest in transferred assets, or a similar arrangement, that serves as credit, liquidity or market risk support to that entity for such assets, 3) have an obligation under certain derivative instruments or 4) have any obligation

## Edgar Filing: GENESEE & WYOMING INC - Form 10-Q

arising out of a material variable interest in such an entity that provides financing, liquidity, market risk or credit risk support to us, or that engages in leasing or hedging services with us. Our off-balance sheet arrangements as of December 31, 2009, consisted of operating lease obligations. There were no material changes in our off-balance sheet arrangements in the nine months ended September 30, 2010.

## **Table of Contents**

### **Recently Issued Accounting Standards**

In January 2010, the Financial Accounting Standards Board issued Accounting Standards Update (ASU) 2010-06, *Improving Disclosures About Fair Value Measurements*, which requires new disclosures about recurring or nonrecurring fair value measurements including significant transfers into and out of Level 1 and Level 2 fair value measurements. This guidance was effective for us as of January 1, 2010. Our adoption of the guidance did not have a material impact on our consolidated financial statements.

### ***Accounting Standards Not Yet Effective***

Certain provisions of ASU 2010-06 are effective for interim and annual periods beginning after December 15, 2010, and require all purchases, sales, issuances and settlements of financial instruments to be valued using significant unobservable inputs (Level 3) to be presented as separate line items in the reconciliation for fair value measurements. We do not expect the adoption of this guidance to have a material impact on our consolidated financial statements.

### **ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.**

On October 2, 2008, we entered into an interest rate swap agreement to manage our exposure to interest rates on a portion of our outstanding borrowings. The swap has a notional amount of \$120.0 million and requires us to pay 3.88% on the notional amount and allows us to receive one-month LIBOR. This swap expires on September 30, 2013. The fair value of the interest rate swap agreement was estimated based on Level 2 valuation inputs. The fair value of the swap represented a liability of \$10.9 million at September 30, 2010, and \$6.6 million at December 31, 2009. During the nine months ended September 30, 2010, there were no material changes to the Quantitative and Qualitative Disclosures About Market Risk previously disclosed in our 2009 Annual Report on Form 10-K.

### **ITEM 4. CONTROLS AND PROCEDURES.**

*Disclosure Controls and Procedures* We maintain disclosure controls and procedures (as that term is defined in Rules 13a-15(e) and 15d-15(e) under the Securities Exchange Act of 1934, as amended (Exchange Act)) that are designed to ensure that information required to be disclosed in our reports under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the Securities and Exchange Commission's rules and forms and that such information is accumulated and communicated to our management, including our Chief Executive Officer and Chief Financial Officer, as appropriate, to allow timely decisions regarding required disclosures. Any controls and procedures, no matter how well designed and operated, can provide only reasonable assurance of achieving the desired control objectives. Our management, with the participation of our Chief Executive Officer and Chief Financial Officer, has evaluated the effectiveness of the design and operation of our disclosure controls and procedures as of September 30, 2010. Based upon that evaluation and subject to the foregoing, our Chief Executive Officer and Chief Financial Officer concluded that, as of September 30, 2010, the disclosure controls and procedures were effective to accomplish their objectives at a reasonable assurance level.

*Internal Control Over Financial Reporting* During the three months ended September 30, 2010, there were no changes in our internal control over financial reporting (as the term is defined in Rules 13a-15(f) and 15d-15(f) under the Exchange Act) that have materially affected, or are reasonably likely to materially affect, our internal control over financial reporting.

**Table of Contents****PART II. OTHER INFORMATION****ITEM 1. LEGAL PROCEEDINGS.**

From time to time, we are a defendant in certain lawsuits resulting from our operations. Management believes there are adequate provisions in the financial statements for any expected liabilities that may result from disposition of the pending lawsuits. Nevertheless, litigation is subject to inherent uncertainties, and unfavorable rulings could occur. Were an unfavorable ruling to occur, there is the possibility of a material adverse impact on our results of operations, financial position or liquidity as of and for the period in which the ruling occurs.

**ITEM 1A. RISK FACTORS.**

For a discussion of our potential risks or uncertainties, please see Risk Factors in Part I, Item 1A of the Company's 2009 Annual Report on Form 10-K filed with the Securities and Exchange Commission. There have been no material changes to the risk factors disclosed in Part I, Item 1A of the Company's 2009 Annual Report on Form 10-K.

**ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS.**

There were no unregistered sales of equity securities for the period covered by this Quarterly Report on Form 10-Q.

*Issuer Purchases of Equity Securities*

|                             | (a) Total Number of<br>Shares (or Units)<br>Purchased (1) | (b) Average<br>Price Paid<br>per Share<br>(or Unit) | (c) Total Number of<br>Shares (or Units)<br>Purchased as Part<br>of<br>Publicly Announced<br>Plans or Programs | (d) Maximum Number<br>of Shares (or Units)<br>that May Yet<br>Be<br>Purchased Under the<br>Plans or<br>Programs |
|-----------------------------|---|---|--|---|
| <b>2010</b>                 |   |   |  |   |
| July 1 to July 31           |   | \$  |  |   |
| August 1 to August 31       | 100   | \$ 38.81  |  |   |
| September 1 to September 30 |   | \$  |  |   |
| Total                       | 100   | \$ 38.81  |  |   |

- (1) The 100 shares acquired in the three months ended September 30, 2010, represent common stock acquired by us from our employees who surrendered shares in lieu of cash either to fund their exercise of stock options or to pay taxes on equity awards in conjunction with our Amended and Restated 2004 Omnibus Plan.

**ITEM 3. DEFAULTS UPON SENIOR SECURITIES.**

NONE

**ITEM 4. (REMOVED AND RESERVED).**

**ITEM 5. OTHER INFORMATION.**

NONE

**ITEM 6. EXHIBITS.**

For a list of exhibits, see INDEX TO EXHIBITS following the signature page to this Quarterly Report on Form 10-Q, which is incorporated herein by reference.

Table of Contents

**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, as amended, the Registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

GENESEE & WYOMING INC.

Date: November 8, 2010

By: /s/ TIMOTHY J. GALLAGHER  
Name: **Timothy J. Gallagher**  
Title: **Chief Financial Officer**

Date: November 8, 2010

By: /s/ CHRISTOPHER F. LIUCCI  
Name: **Christopher F. Liucci**  
Title: **Chief Accounting Officer and Global Controller**

**Table of Contents****INDEX TO EXHIBITS**

The agreements and other documents filed as exhibits to this report are not intended to provide factual information or other disclosure, other than with respect to the terms of the agreements or other documents themselves, and you should not rely on them for that purpose. In particular, any representations and warranties made by us in these agreements or other documents were made solely within the specific context of the relevant agreement or document and may not describe the actual state of affairs as of the date they were made or at any other time.

| <b>Exhibit<br/>No.</b> | <b>Description of Exhibits</b>  |
|------------------------|---|
| 3.1                    | Articles of Incorporation<br><br>Restated Certificate of Incorporation is incorporated herein by reference to Exhibit I to the Registrant's Definitive Information Statement on Schedule 14C filed on February 23, 2004 (SEC File No. 001-31456)  |
| 3.2                    | By-Laws<br><br>Amended By-laws, effective as of August 19, 2004, is incorporated herein by reference to Exhibit 2.1 to the Registrant's Report on Form 10-Q for the quarter ended September 30, 2004 (SEC File No. 001-31456)   |
| *31.1                  | Rule 13a-14(a)/15d-14(a) Certification of Principal Executive Officer   |
| *31.2                  | Rule 13a-14(a)/15d-14(a) Certification of Principal Financial Officer   |
| *32.1                  | Section 1350 Certification  |
| *101                   | The following financial information from Genesee & Wyoming Inc.'s Quarterly Report on Form 10-Q for the quarter ended September 30, 2010, formatted in XBRL includes: (i) Consolidated Income Statements for the three and nine months ended September 30, 2010 and September 30, 2009, (ii) Consolidated Balance Sheets at September 30, 2010 and December 31, 2009, (iii) Consolidated Cash Flow Statements for the nine months ended September 30, 2010 and September 30, 2009, and (iv) the Notes to Consolidated Financial Statements. |

\* Exhibit filed or furnished with this Report, as applicable.