

|                          | Q1 2020<br>Revenue   |
|--------------------------|--|
|                          | Dollar amount in<br>thousands<br>(rounded to<br>thousands) |
| Demurrage <sup>1</sup>   | \$13,632   |
| Accessorial <sup>2</sup> | 3,152  |
| Total                    | \$16,784   |

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<sup>1</sup> “This account shall include the revenue from the detention of cars incident to loading, unloading, reconsigning, and stops in transit upon the basis of lawful tariffs for demurrage. This account shall also include the revenue from the detention of trailers and containers used in TOFC/COFC service, incident to loading and unloading, upon the basis of tariff rates. NOTE: This account shall be maintained so as to reflect separately (1) revenue from detention of cars, and (2) revenue from detention of trailers and containers used in TOFC/ COFC service.” 49 CFR §1201, category 106 (2017). See generally KCSR Tariff 6000-F, effective Feb. 28, 2017, as revised effective April 1, 2019, and related materials found at <http://www.kcsouthern.com/en-us/customer-resources/guidelines-regulations/demurrage> . Stated revenues may also include revenues for similar charges under contracts which are exempt from the Board’s authority pursuant to 49 USC §10709.

<sup>2</sup> Accessorial revenue includes charges levied pursuant to terms of KCSR Tariff 8100-E, effective Mar. 1, 2018, as revised effective December 1, 2019, found at <http://www.kcsouthern.com/en-us/customer-resources/guidelines-regulations/accessorial-services>, Sections 1 – 2 and 4 - 10. Stated revenues may also include revenues for similar charges under contracts which are exempt from the Board’s authority pursuant to 49 USC §10709.