



## Rail Industry Update from Watco: A Private Operator of Short Line Railroads & Provider of Supply Chain Services

Friday, May 15 at 11:30 a.m. ET/10:30 a.m. CT

Stephens is hosting a conference call for institutional investors with Watco Companies, LLC ("Watco"). Watco is a privately owned company that operates 43 railroads and provides various supply chain services at terminals / ports throughout North America.

### About Featured Speaker Dan Smith



Dan Smith serves as CEO of Watco Inc, a transportation and supply chain logistics company and the largest privately owned short-line operator. Mr. Smith joined Watco in 2009 as VP of Real Estate and in 2011 he was named Senior VP - Green Port Industrial Park. In 2013, he assumed the role of President of Watco Terminal and Port Services, and in 2014, he took on the role of EVP and COO. Finally, in July of 2018, he was named to his current role of CEO. Prior to joining Watco, Smith pitched in the MLB for several teams including the Texas Rangers, the Boston Red Sox, and the Washington Nationals.



**Conference call date and time subject to change. To join the call or to obtain more information, please contact your Stephens sales representative.**

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### Topics of Discussion

- Trends in rail volumes and demand by commodity.
- Thoughts around the impact from COVID-19 and weakness in the energy market.
- Class I rail service improvements from PSR and expectations going forward.
- Trends in railcar equipment demand.

### Conference Call Host

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