THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: January 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105

REC'D - 01-06-2012 - STB
1. PARTICIPATING CARRIERS: The Kansas City Southern Railway Company
   427th West 12th Street
   Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat and soybeans

3. SHIPPER: Cargill Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: January 1, 2012
   through March 31, 2012
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: January 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
   427th West 12th Street
   Kansas City, MO 64105

2. COMMODITY(S): corn, wheat and soybeans

3. SHIPPER: Cargill Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: January 1, 2012
   through March 31, 2012
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: January 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105

REC'D - 01-06-2012 - STB
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company  
   427th West 12th Street  
   Kansas City, MO 64105

2. COMMODITY(S): corn and wheat

3. SHIPPER: Bartlett & Co.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: January 1, 2012 through December 31, 2012  
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series  
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: January 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105

REC'D - 01-06-2012 - STB
|   | PARTICIPATING CARRIES: | The Kansas City Southern Railway Company  
|   |   | 427th West 12th Street  
|   |   | Kansas City, MO 64105  |
| 2. | COMMODITY(S): | corn |
| 3. | SHIPPER: | Bartlett & Co. |
| 4. | ORIGIN/DESTINATION(S): | Tariff KCS 4032 |
| 5. | DURATION OF CONTRACT: | commencement date of: January 1, 2012  
|   |   | through March 30, 2012  
|   |   | Automatic provision: not applicable |
| 6. | RAIL CAR DATA: | Does not entail rail car data |
| 7. | BASE RATE: | KCS 4032 Series  
|   |   | Escalation not applicable |
| 8. | VOLUME: | Not applicable |
| 9. | SPECIAL FEATURES: | Not applicable |
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT SUMMARY

EFFECTIVE: January 1, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company 427th West 12th Street Kansas City, MO 64105

2. COMMODITY(S): corn, sorghum grains, wheat and soybeans

3. SHIPPER: Cargill Inc.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: January 1, 2012 through March 31, 2012 Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: January 27, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
427th West 12th Street
Kansas City, MO 64105

2. COMMODITY(S): corn

3. SHIPPER: Lansing Louisiana

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: January 27, 2012 through March 31, 2012
Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable
THE KANSAS CITY SOUTHERN RAILWAY COMPANY

CONTRACT
SUMMARY

EFFECTIVE: February 21, 2012

Vice President Marketing
427 West 12th Street
Kansas City, MO 64105
1. PARTICIPATING CARRIES: The Kansas City Southern Railway Company
   427th West 12th Street
   Kansas City, MO 64105

2. COMMODITY(S): wheat

3. SHIPPER: The Scoular Co.

4. ORIGIN/DESTINATION(S): Tariff KCS 4032

5. DURATION OF CONTRACT: commencement date of: February 21, 2012
   through September 30, 2012
   Automatic provision: not applicable

6. RAIL CAR DATA: Does not entail rail car data

7. BASE RATE: KCS 4032 Series
   Escalation not applicable

8. VOLUME: Not applicable

9. SPECIAL FEATURES: Not applicable