

KANSAS CITY SOUTHERN THIRD QUARTER 2011 ANALYST PRESENTATION
RECONCILIATION TO GAAP
(in millions, except per share amounts)

KCS reports its financial results in accordance with generally accepted accounting principles ("GAAP"). However, management believes that certain non-GAAP financial measures used to review and in certain cases manage the Company's business that fall within the meaning of Regulation G (Disclosure of non-GAAP financial measures) may provide its users of the financial information with additional meaningful comparison when reviewing the Company's results.

In press releases and analyst presentations, KCS has provided financial information adjusted for certain items, which are non-GAAP financial measures. KCS management uses non-GAAP information in its planning and forecasting processes and to further analyze its own financial trends and operational performance, as well as making financial comparisons to prior periods presented on a similar basis. The Company also uses some of these measures internally as part of its incentive compensation plans for management employees. Management believes investors and users of the Company's financial information should consider all of the above factors when evaluating KCS's results.

These non-GAAP measures should not be considered a substitute for GAAP measures. Some of KCS's non-GAAP measures may differ from similar measures used by other companies, even if similar terms are used to identify such measures.

Reconciliation of Diluted Earnings Per Share to Adjusted Diluted Earning Per Share:

| | Three Months Ended | |
|---|---------------------------|----------------|
| | September 30, | |
| | 2011 | 2010 |
| Diluted earnings per share | \$ 0.91 | \$ 0.48 |
| Adjustment for debt retirement costs | 0.02 | 0.01 |
| Adjustment for gain on insurance recoveries | (0.15) | - |
| Adjustment for estimated impact from Hurricane Alex | - | 0.14 |
| Adjustment for post-employment expense benefit | - | (0.04) |
| Adjusted diluted earnings per share - see (a) below | <u>\$ 0.78</u> | <u>\$ 0.59</u> |

Reconciliation of Free Cash Flow to Net Increases in Cash and Cash Equivalents:

| | Nine Months Ended | |
|---|--------------------------|------------------|
| | September 30, | |
| | 2011 | 2010 |
| Net cash provided by operating activities | \$ 465.1 | \$ 359.9 |
| Net cash used for investing activities | (292.2) | (225.7) |
| Preferred stock dividends paid | (2.9) | (8.2) |
| Free cash flow - see (b) below | 170.0 | 126.0 |
| Proceeds from issuance of long-term debt | 500.0 | 300.7 |
| Proceeds from common stock issuance | - | 214.9 |
| Repayment of long-term debt | (521.9) | (662.0) |
| Other financing activities | (16.4) | (28.3) |
| GAAP net increases (decreases) in cash and cash equivalents | <u>\$ 131.7</u> | <u>\$ (48.7)</u> |

Reconciliation of Revenues to Adjusted Revenues:

| | Three Months Ended | | Nine Months Ended | |
|---|---------------------------|-----------------|--------------------------|-------------------|
| | September 30, | | September 30, | |
| | 2011 | 2010 | 2011 | 2010 |
| Revenues as reported | \$ 544.5 | \$ 438.3 | \$ 1,568.0 | \$ 1,336.2 |
| Adjustment for estimated impact from Hurricane Alex | - | 33.0* | - | 33.0* |
| Adjusted revenues - see (a) below | <u>\$ 544.5</u> | <u>\$ 471.3</u> | <u>\$ 1,568.0</u> | <u>\$ 1,369.2</u> |

* Includes \$3.0 million estimated impact on fuel surcharge from Hurricane Alex

Reconciliation of Operating Expenses to Adjusted Operating Expenses:

| | Three Months Ended | | Nine Months Ended | |
|---|---------------------------|-----------------|--------------------------|-------------------|
| | September 30, | | September 30, | |
| | 2011 | 2010 | 2011 | 2010 |
| Operating expenses as reported | \$ 362.7 | \$ 322.3 | \$ 1,106.8 | \$ 984.8 |
| Adjustment for estimated impact from Hurricane Alex | - | 11.0 | - | 11.0 |
| Adjustment for gain on insurance recoveries | 25.6 | - | 25.6 | - |
| Adjustment for post-employment expense benefit | - | 6.2 | - | 6.2 |
| Adjusted operating expenses - see (a) below | <u>\$ 388.3</u> | <u>\$ 339.5</u> | <u>\$ 1,132.4</u> | <u>\$ 1,002.0</u> |
| Operating income as reported | \$ 181.8 | \$ 116.0 | \$ 461.2 | \$ 351.4 |
| Adjusted operating income | \$ 156.2 | \$ 131.8 | \$ 435.6 | \$ 367.2 |
| Operating ratio (c) as reported | 66.6% | 73.5% | 70.6% | 73.7% |
| Adjusted operating ratio - see (a) below | 71.3% | 72.0% | 72.2% | 73.2% |

**Reconciliation of Total Revenue to
Linehaul Revenue:**

| | Three Months Ended September 30, 2011 | Three Months Ended June 30, 2011 | Three Months Ended March 31, 2011 |
|----------------------------------|--|---|--|
| Total Revenue | \$ 544.5 | \$ 534.9 | \$ 488.6 |
| Fuel Surcharge Revenue | (67.9) | (63.5) | (49.2) |
| Other Revenue | (19.1) | (17.1) | (18.2) |
| Linehaul Revenue - see (d) below | <u>\$ 457.5</u> | <u>\$ 454.3</u> | <u>\$ 421.2</u> |

| | Three Months Ended December 31, 2010 | Three Months Ended September 30, 2010 | Three Months Ended June 30, 2010 | Three Months Ended March 31, 2010 |
|----------------------------------|---|--|---|--|
| Total Revenue | \$ 478.6 | \$ 438.3 | \$ 461.6 | \$ 436.3 |
| Fuel Surcharge Revenue | (43.1) | (38.6) | (39.6) | (34.8) |
| Other Revenue | (16.0) | (15.8) | (15.9) | (17.6) |
| Linehaul Revenue - see (d) below | <u>\$ 419.5</u> | <u>\$ 383.9</u> | <u>\$ 406.1</u> | <u>\$ 383.9</u> |

| | Three Months Ended December 31, 2009 | Three Months Ended September 30, 2009 | Three Months Ended June 30, 2009 | Three Months Ended March 31, 2009 |
|----------------------------------|---|--|---|--|
| Total Revenue | \$ 406.8 | \$ 386.1 | \$ 341.3 | \$ 346.0 |
| Fuel Surcharge Revenue | (26.8) | (20.9) | (13.4) | (16.8) |
| Other Revenue | (17.4) | (15.6) | (16.2) | (19.7) |
| Linehaul Revenue - see (d) below | <u>\$ 362.6</u> | <u>\$ 349.6</u> | <u>\$ 311.7</u> | <u>\$ 309.5</u> |

**Reconciliation of Total Operating Expenses to
Operating Costs:**

| | Three Months Ended September 30, 2011 | Three Months Ended June 30, 2011 | Three Months Ended March 31, 2011 |
|---|--|---|--|
| Total Operating Expenses | \$ 362.7 | \$ 383.3 | \$ 360.8 |
| Fuel | (86.5) | (92.0) | (79.5) |
| Depreciation and Amortization | (47.9) | (45.5) | (45.7) |
| Selling, General, & Administration; Casualties & Insurance; and Other | (40.3) | (54.7) | (55.7) |
| Operating Costs - see (e) below | <u>\$ 188.0</u> | <u>\$ 191.1</u> | <u>\$ 179.9</u> |

| | Three Months Ended December 31, 2010 | Three Months Ended September 30, 2010 | Three Months Ended June 30, 2010 | Three Months Ended March 31, 2010 |
|---|---|--|---|--|
| Total Operating Expenses | \$ 343.5 | \$ 322.3 | \$ 334.4 | \$ 328.1 |
| Fuel | (71.9) | (61.8) | (69.1) | (60.8) |
| Depreciation and Amortization | (46.1) | (46.1) | (46.9) | (45.8) |
| Selling, General, & Administration; Casualties & Insurance; and Other | (49.0) | (48.0) | (45.9) | (60.4) |
| Operating Costs - see (e) below | <u>\$ 176.5</u> | <u>\$ 166.4</u> | <u>\$ 172.5</u> | <u>\$ 161.1</u> |

| | Three Months Ended December 31, 2009 | Three Months Ended September 30, 2009 | Three Months Ended June 30, 2009 | Three Months Ended March 31, 2009 |
|---|---|--|---|--|
| Total Operating Expenses | \$ 314.6 | \$ 302.2 | \$ 298.2 | \$ 298.4 |
| Fuel | (56.2) | (49.7) | (40.2) | (43.3) |
| Depreciation and Amortization | (42.7) | (44.6) | (47.4) | (46.9) |
| Selling, General, & Administration; Casualties & Insurance; and Other | (52.9) | (44.3) | (46.2) | (46.0) |
| Operating Costs - see (e) below | <u>\$ 162.8</u> | <u>\$ 163.6</u> | <u>\$ 164.4</u> | <u>\$ 162.2</u> |

(a) The Company believes adjusted earnings per share, revenues, operating expenses and operating ratio are meaningful as it allows investors to evaluate the Company's performance for different periods on a more comparable basis by excluding items that do not relate to the ongoing operations of the Company.

(b) The Company believes this measure is meaningful as it provides the amount of liquidity generated by operations that can be used for the combination or any one of the following: debt reduction, capital investment and other investments.

(c) Operating ratio is operating expense as a percentage of revenues.

(d) The Company believes this measure is meaningful as it provides the amount of revenue provided by transportation services, excluding fuel surcharge and other revenue, that trend with changes in volume over time.

(e) The Company believes this measure is meaningful as it provides the amount of operating expenses, excluding fuel, depreciation and amortization, selling, general, and administrative, casualties and insurance and other that trend with changes in volume over time.