





GATX

Raymond James Global Airline/Transportation Conference

November 6, 2014







Unless otherwise noted, GATX is the source for data provided.

NYSE: GMT

Forward-Looking Statements

Certain statements in this document may constitute forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and are subject to the safe harbor provisions of those sections and the Private Securities Litigation Reform Act of 1995. These statements refer to information that is not purely historical, such as estimates, projections and statements relating to our business plans, objectives and expected operating results, and the assumptions on which those statements are based. Some of these statements may be identified by words like "anticipate," "believe," "estimate," "expect," "intend," "plan," "predict," "project" or other similar words. Investors are cautioned that any such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, including those described in our Annual Report on Form 10-K for the year ended December 31, 2013 and other filings with the SEC, that could cause actual results or developments to differ materially from the forward-looking statements. These risks and uncertainties include, but are not limited to:

- changes in regulatory requirements for tank cars in crude, ethanol, and other flammable liquid commodity service
- competitive factors in our primary markets, including lease pricing and asset availability
- weak economic conditions, financial market volatility, and other factors that may negatively affect the rail, marine, and other industries served by us and our customers
- inability to maintain satisfactory lease rates or utilization levels for our assets, or increased operating costs in our primary operating segments
- changes to laws, rules, and regulations applicable to GATX and our rail, marine, and other assets, or failure to comply with those laws, rules and regulations
- operational disruption and increased costs associated with compliance maintenance programs and other maintenance initiatives
- financial and operational risks associated with long-term railcar purchase commitments
- deterioration of conditions in the capital markets, reductions in our credit ratings, or increases in our financing costs
- unfavorable conditions affecting certain assets, customers or regions where we have a large investment
- risks related to our international operations and expansion into new geographic markets
- inadequate allowances to cover credit losses in our portfolio or declines in the credit quality of our customer base
- impaired asset charges that may result from weak economic or market conditions, changes to laws, rules, and regulations affecting our assets, events related to particular customers or asset types, or portfolio management decisions we implement
- environmental remediation costs or a negative outcome in our pending or threatened litigation
- our inability to obtain cost-effective insurance
- operational and financial risks related to our affiliate investments, particularly where certain affiliates may contribute significantly to our consolidated operating profit
- reduced opportunities to generate asset remarketing income
- failure to successfully negotiate collective bargaining agreements with the unions representing a substantial portion of our employees

Given these risks and uncertainties, readers are cautioned not to place undue reliance on these forward-looking statements, which reflect our analysis, judgment, belief or expectation only as of the date hereof. We have based these forward-looking statements on information currently available and disclaim any intention or obligation to update or revise these forward-looking statements to reflect subsequent events or circumstances.

GATX Corporation
Clear vision and rich history

Vision

We strive to be recognized as the **finest railcar leasing company** in the world by our **customers**, our **shareholders**, our **employees** and the **communities** where we operate.

History



Founded as a railcar lessor

Initiated quarterly dividends

- Railcar leasing remains primary business
- 95th consecutive year of uninterrupted dividends

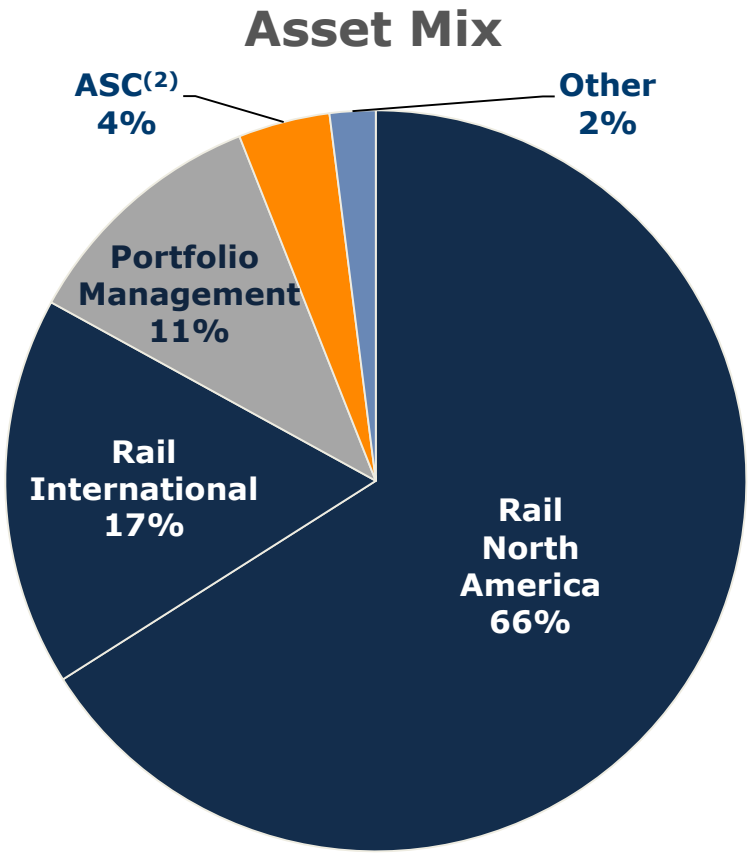
Solid business profile with leading market positions

Rail North America
- Largest railcar lessor in North America
- 2nd largest tank car lessor
- Extensive maintenance network

Rail International
- 2nd largest European tank car lessor
- 1st to obtain a wagon leasing license in India

American Steamship Company
- Largest US flagged vessel operator on the Great Lakes

Portfolio Management
- RRPF(1) affiliates own one of the largest spare aircraft engine portfolios in the industry
- Diverse group of assets and joint venture investments

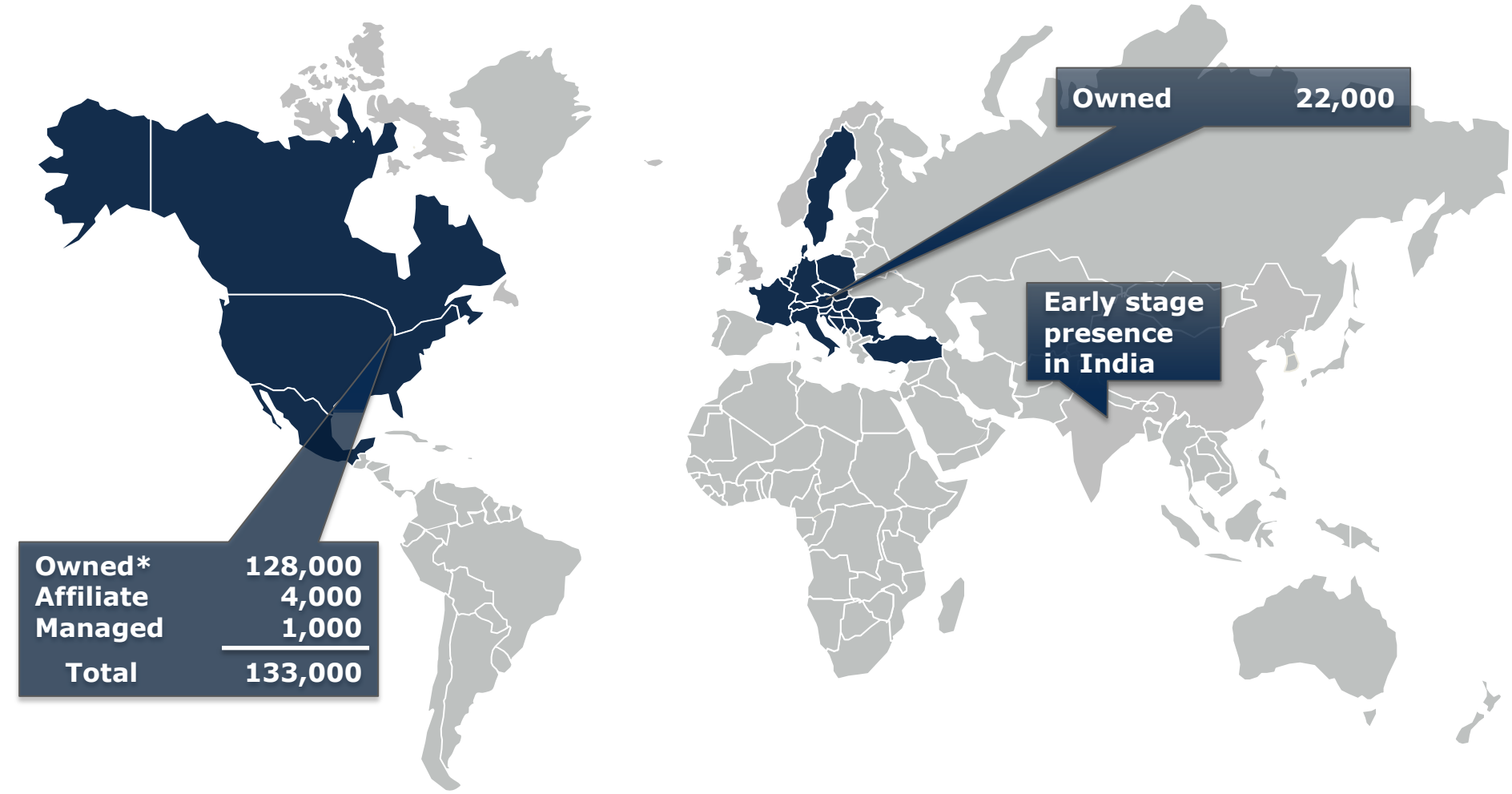


$7.4 billion NBV
(assets on- and off- balance sheet)
as of 9/30/14

(1) Rolls-Royce and Partners Finance
(2) American Steamship Company
See the Appendix for a reconciliation of non-GAAP measures

Strong global presence
Rail North America & Rail International

GATX owns, manages or has an interest in approximately **155,000 railcars*** worldwide

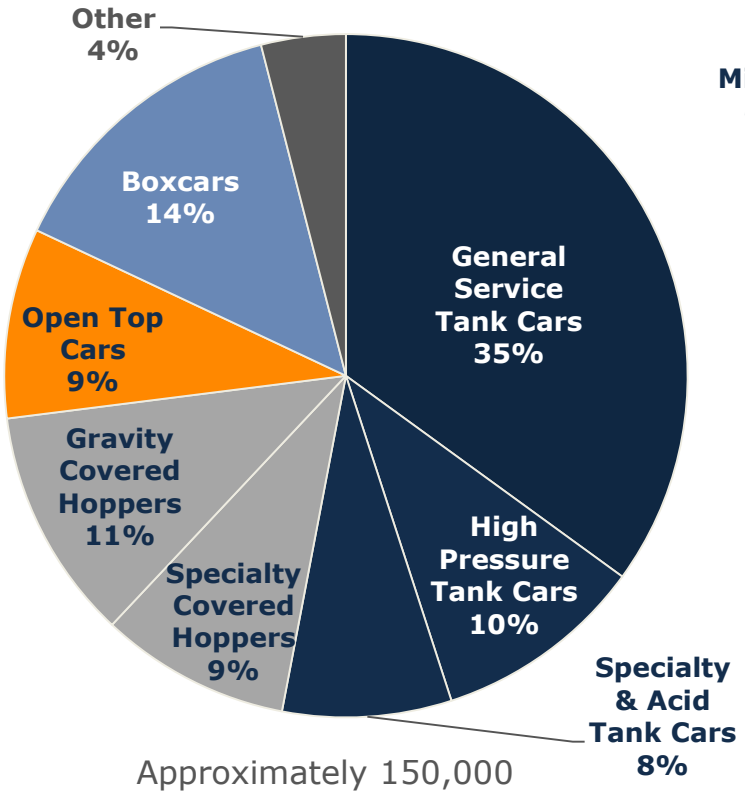


**Owned fleet data for North America reflects the acquisition of more than 18,500 boxcars announced 3/24/14*
All other fleet data as of 12/31/13

GATX Worldwide Railcar Fleet
Rail North America & Rail International

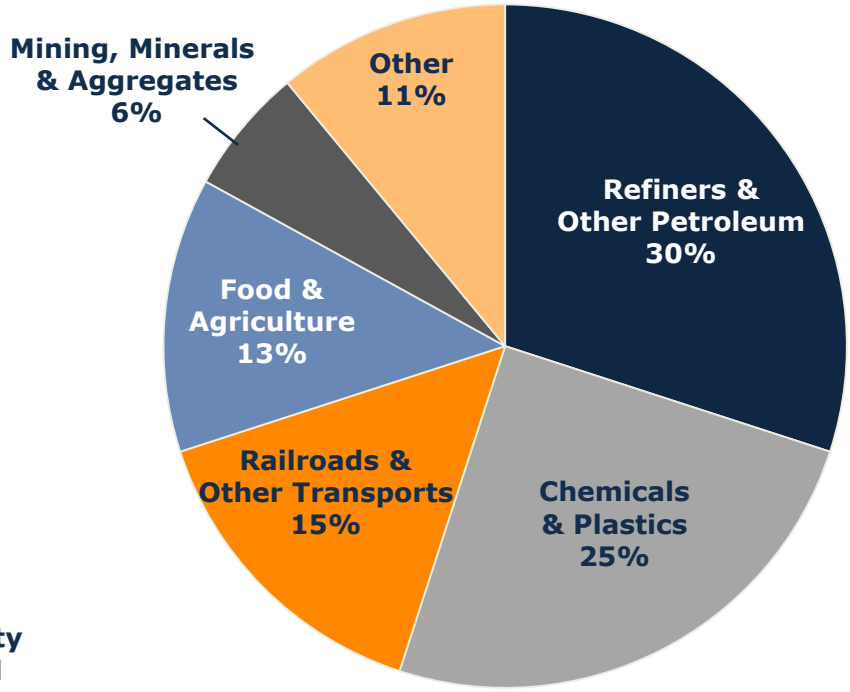
Offering a variety of railcar types for diverse end markets

Car Types



Approximately 150,000 wholly owned railcars*

Industries Served

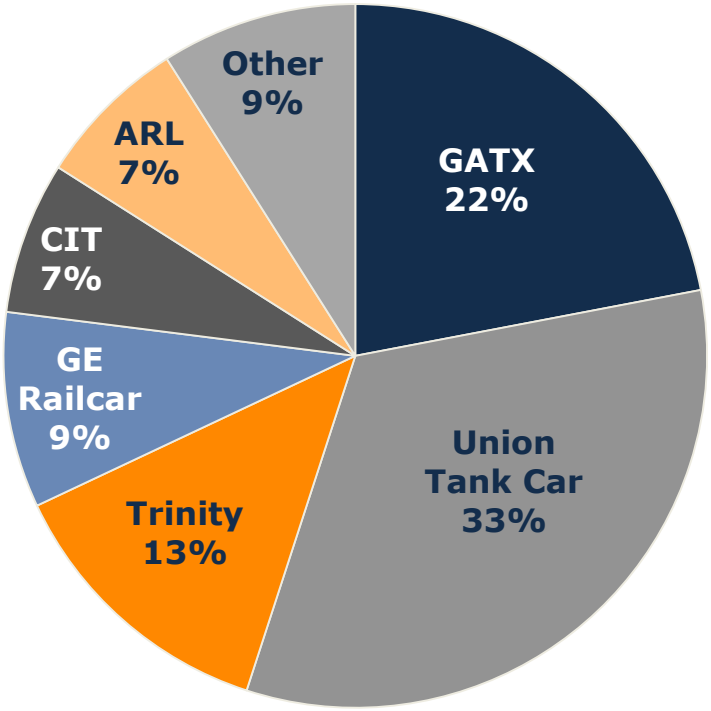


Based on 2013 Rail North America & Rail International revenues of approximately $1.0 billion

**Owned fleet data for North America reflects the acquisition of more than 18,500 boxcars announced 3/24/14*
All other fleet data as of 12/31/13

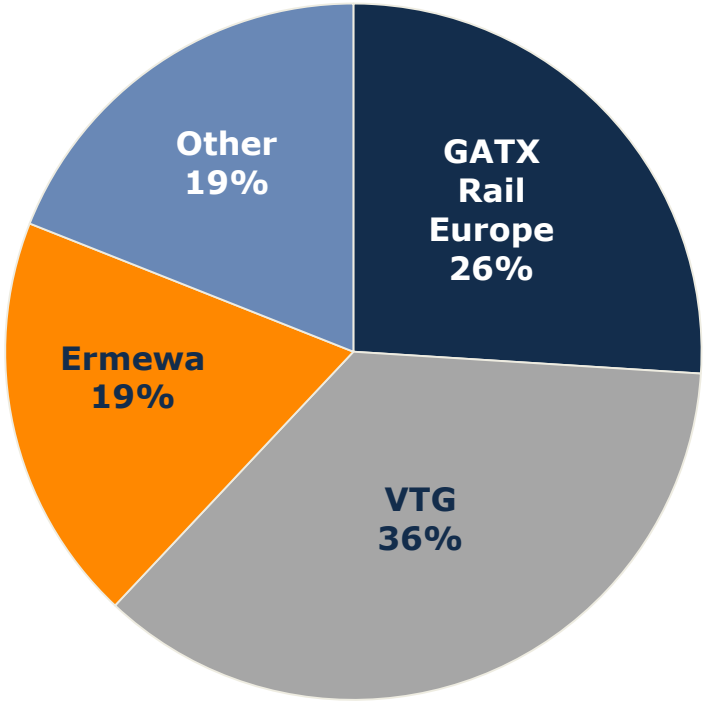
A leader in tank car leasing

North American Tank Car Leasing Market(1)



Approximately 270,000 tank cars

European Tank Car Leasing Market(2)



Approximately 77,000 tank cars

(1) UMLER as of January 2014
(2) GATX management estimate

Creating value through railcar leasing

1 Buy long-lived assets

- New and used
- Car type, markets and customers served, timing of purchase and price are the key investment factors

2 Lease to customers

- Repeatedly, maintaining high utilization
  - Top-tier customer base
  - Useful life of a railcar in excess of 30 years
  - Average remaining lease term of North American railcar fleet is approximately four years

3 Full-service leases

- Provide premier customer service through maintenance, engineering, training, technology and participation in the regulatory landscape

4 Scrap or sell railcars

- Fleet optimization

Creating value through railcar leasing

1 Buy long-lived assets

Opportunistic Investments

NEW RAILCARS

Committed **new railcar orders** ensure a **supply of new cars** to meet customer needs in North America

- Order for up to **8,950** railcars to deliver over a four-year period beginning in 2016
- Order for **12,500** railcars to deliver over a five-year period placed in early 2011
  - Cars delivering into a **strong lease pricing environment**

Investing in **new tank cars** in Europe as customers are focused on modernizing their rail fleets

SECONDARY MARKET

Acquired a **fleet of more than 18,500** boxcars for **$340 million** in 2014

- Transaction will be immediately **accretive**

Acquired **attractively priced** railcars in North America during the downturn

- Invested nearly **$1 billion** and added **more than 18,000 cars**
- Anticipate **high returns** when leases are repriced or cars are sold

Creating value through railcar leasing

2 Lease to customers

Leasing to an impressive worldwide customer base

GATX maintains relationships with high-quality customers

More than 900 Rail customers

- No customer **exceeds 3%** of GATX's **total revenues**

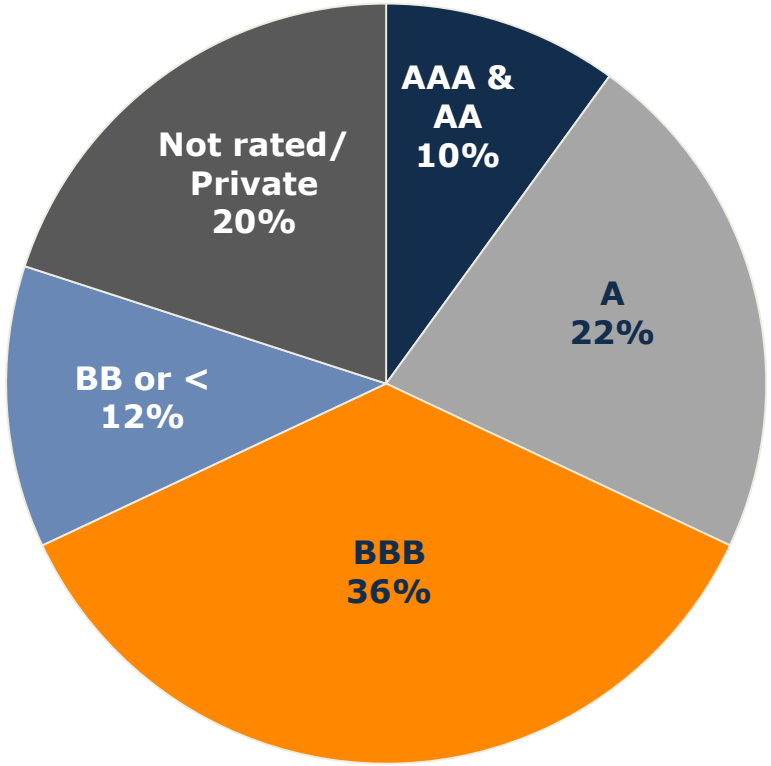
Strong credit profile

- **Nearly 70%** of the top 50 customer families are **investment grade**

Long-standing relationships

- Average **relationship tenure** among top ten customers is **48 years**

Top 50 Customer Families



Data as of 12/31/13
Customer families sometimes include more than one customer account, therefore the S&P or equivalent ratings noted generally reflect the credit quality of the rated parent entity. Lease obligations of subsidiaries are not necessarily guaranteed by the rated parent entity.

Managing lease terms through cycles

North American railcar fleet[(1)]:

- Leases are typically **fixed rate**, paid monthly
- The **average remaining lease term** is approximately **four years**

In favorable pricing environments, GATX increases lease rates and stretches lease terms

		2005	2006	2007	2008	2009	2010	2011	2012	2013	2014
Approximate # of railcars[(1)] scheduled for renewal		23,000	20,000	20,000	17,500	15,000	17,000	21,000	20,000	21,000	20,000
LPI[(2)] data	Rate change	9.9%	16.8%	13.5%	5.2%	-11.0%	-15.8%	6.9%	25.6%	34.5%	30% – 35% range
	Term (months)	50	64	67	63	41	35	45	60	62	
Renewal success rate		81%	77%	73%	60%	54%	62%	77%	82%	81%	

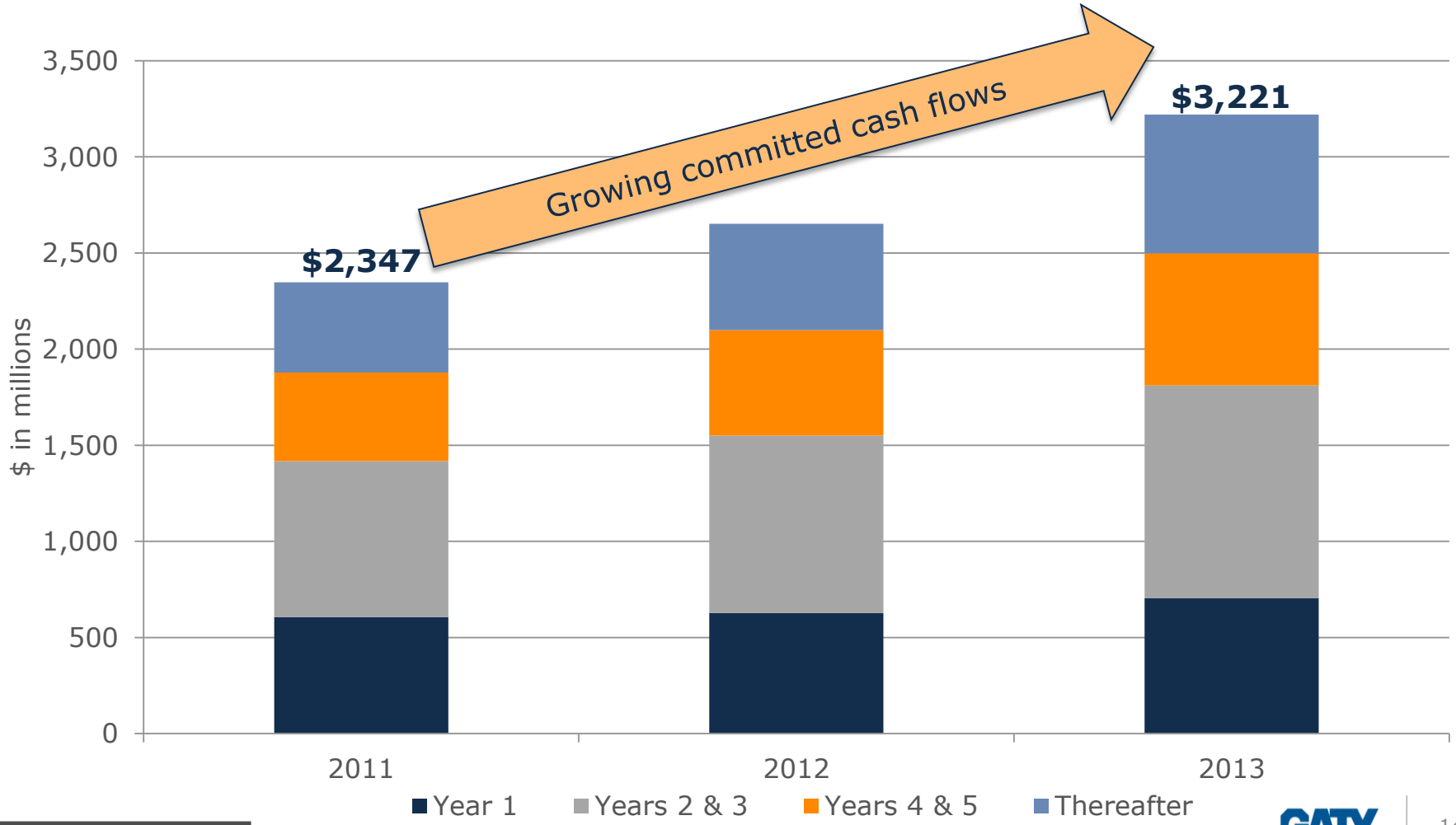
In weak pricing environments, GATX lowers lease rates and shortens lease terms

(1) Excluding the boxcar fleet

(2) LPI = Lease Price Index: The average renewal lease rate change is reported as the % change between the average renewal lease rate and the average expiring lease rate, weighted by GATX's North American fleet composition, excluding boxcars.

Committed cash flows
Rail North America

Impact of raising lease rates and extending terms 2011 - 2013 is illustrated by improved committed cash flow profile



as of 12/31 for each year

Creating value through railcar leasing

3 Full-service leases

Maintaining our equipment to the highest standards

Safety is GATX's top priority

- Tank cars are **service-intensive** assets
  - GATX is a **full-service** lessor
  - Customers value the **consistently reliable service** GATX provides

- **Extensive maintenance network** in North America
  - Six major service centers
  - Five repair centers
  - Six customer-dedicated sites
  - Twenty mobile repair units
  - Third party-owned shops

- More than **80,000 service events** are performed annually in our North American maintenance network

- In Europe, GATX has major service centers in Germany and Poland, as well as a customer site location in Poland

Creating value through railcar leasing

4 Scrap or sell railcars

Maximizing the value of rail assets

Depending on market dynamics, GATX is an **active seller** of railcars

- Maintains a **well-balanced railcar portfolio**
- **Optimizes the performance** of the railcar fleet

Rail North America	2005	2006	2007	2008	2009	2010	2011	2012	2013
# railcars sold	2,040	2,212	1,660	2,860	1,102	1,390	1,829	2,046	3,726
Asset remarketing income *(millions)*	$12.9	$19.7	$32.2	$31.4	$13.8	$17.4	$27.4	$45.7	$54.5

GATX typically **realizes gains** when railcars are scrapped at the end of their useful lives

Rail North America & Rail International	2005	2006	2007	2008	2009	2010	2011	2012	2013
# railcars scrapped	2,138	2,753	2,517	4,259	4,427	3,802	3,709	2,714	3,154
Scrapping gains *(millions)*	$9.8	$14.4	$15.4	$29.4	$9.7	$18.0	$27.0	$19.2	$20.7

Current rail market environment

Rail North America

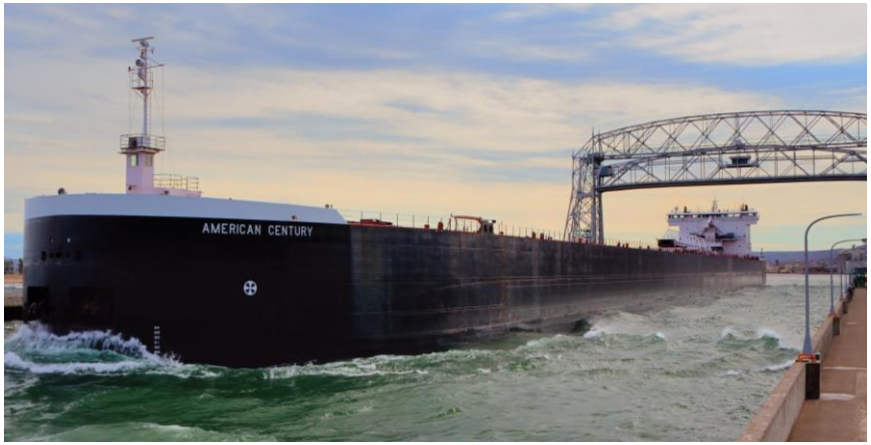
- Strong demand across most car types
- Acquired more than 18,500 boxcars for $340 million in March 2014
  - Further diversified the fleet, customer base and end markets served
  - Improved boxcar fleet utilization from 78.8% at acquisition to 91.3% by the end of the third quarter
- U.S. and Canada regulators proposed new rules for the transportation of flammable liquids by rail in July 2014
  - Three options for tank car standards being considered
  - U.S. also addresses railroad operating procedures and classification of commodities

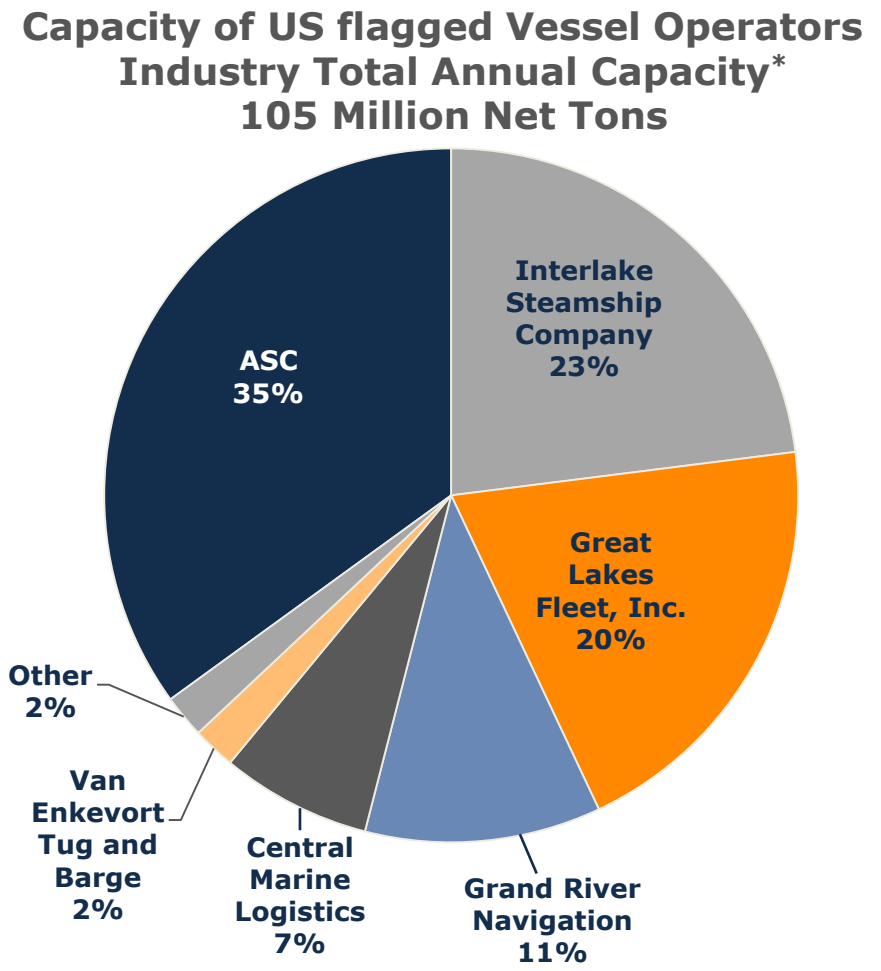
Rail International

- Trend toward newer, more efficient tank cars in Europe
  - Economic weakness impacting utilization
  - Taking longer to place cars on lease

American Steamship Company

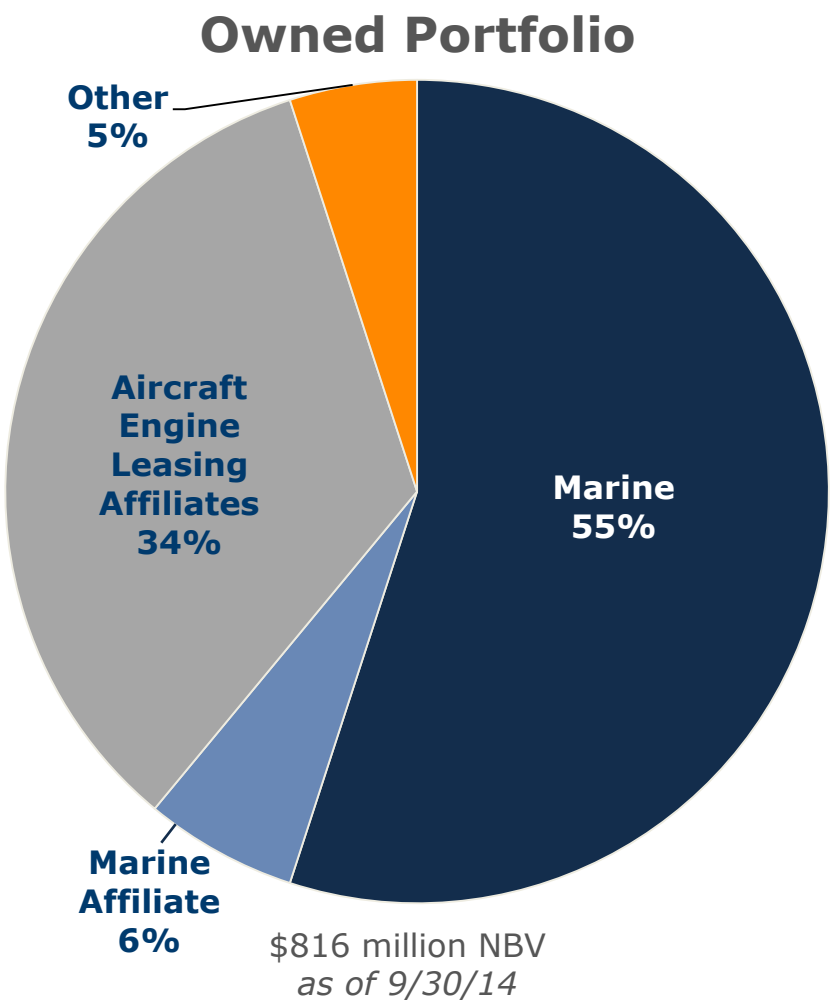
- ASC has been operating for more than **100 years**
  - Acquired by GATX in 1973
- Fleet of **17 self-unloading vessels** transport dry bulk commodities including **iron ore**, coal and limestone aggregates





* *GATX management estimate*

Portfolio Management



$816 million NBV
as of 9/30/14

Affiliates

- Spare aircraft engine leasing
  - Partner with Rolls-Royce plc
  - Largest spare aircraft engine portfolio in the industry
- Marine
  - Partner with IMC Group
  - five ocean-going, chemical parcel tankers

Marine

- GATX owns
  - more than **500 tugs and barges**
  - six ocean-going, handy-size, chemical parcel tankers
  - five ocean-going, multi-gas carriers

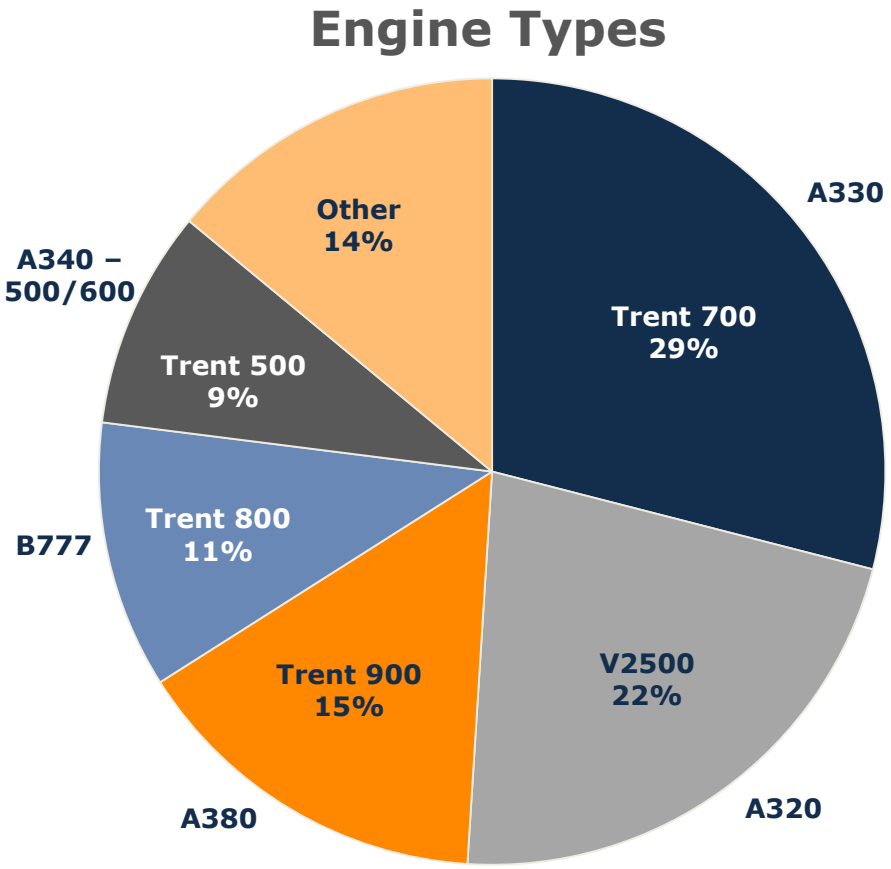
Administered Portfolio

- GATX manages assets for third parties

Portfolio Management
Rolls-Royce and Partners Finance affiliates ("RRPF")

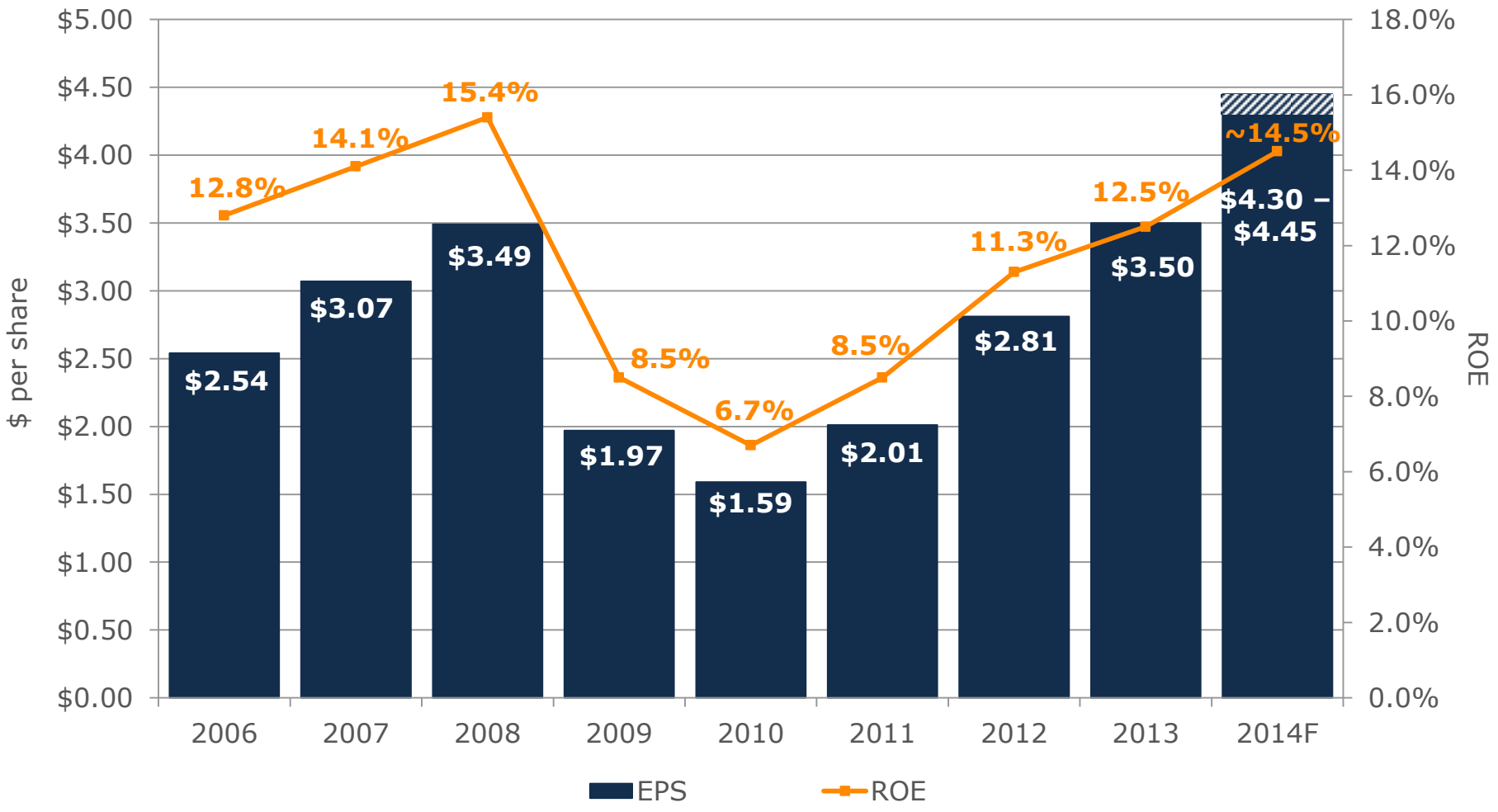
- GATX established its first partnership with Rolls-Royce plc in 1998
- Lease spare aircraft engines to commercial airlines and Rolls-Royce plc
  - **One of the largest spare aircraft engine portfolios** in the industry, with more than **400 engines**





Based on NBV of approximately $2.7 billion as of 9/30/14

Financial Results



- *EPS and ROE exclude Tax Adjustments and Other Items. See the Appendix for a reconciliation of these non-GAAP measures.*
- *2014 Forecast is based on management's EPS guidance range of $4.30 to $4.45 per diluted share as of October 2014.*
- *Effective January 1, 2014, GATX changed the depreciable lives of the North American railcar fleet. The impact of this change is a $0.30 increase in earnings per diluted share and an approximately 1% increase in ROE in 2014.*

Summary and Opportunity

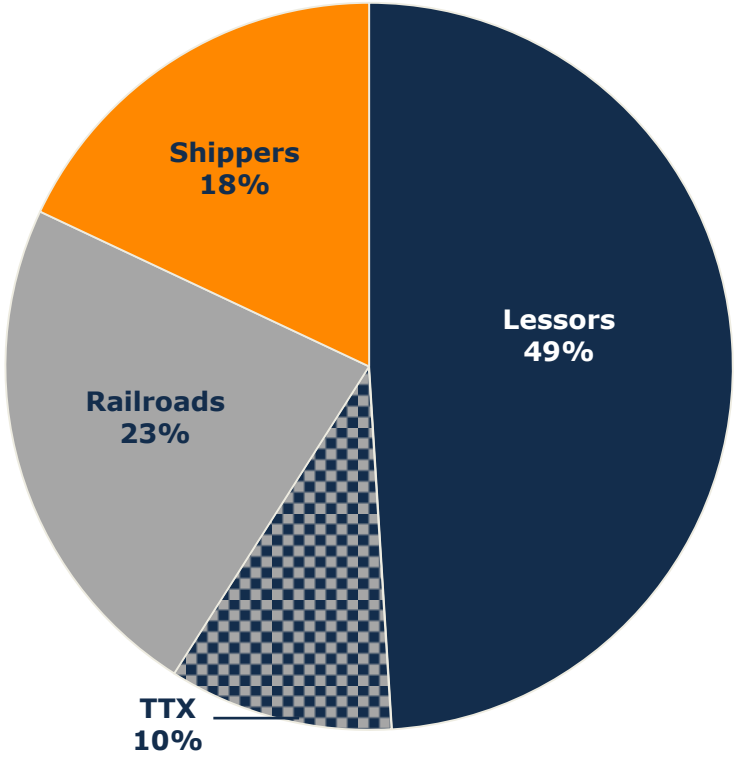
- GATX has been a **market force in the rail industry for more than 115 years**
- GATX provides **premium assets and services** to a **high-quality customer base**
- GATX is benefitting from **strength** in the **tank** and **freight car markets**
- GATX is making **disciplined investments** in North America and in International rail markets
- GATX is focused on generating **attractive**, **risk-adjusted returns** for our shareholders

Appendix

Rail North America
Industry Railcar Ownership

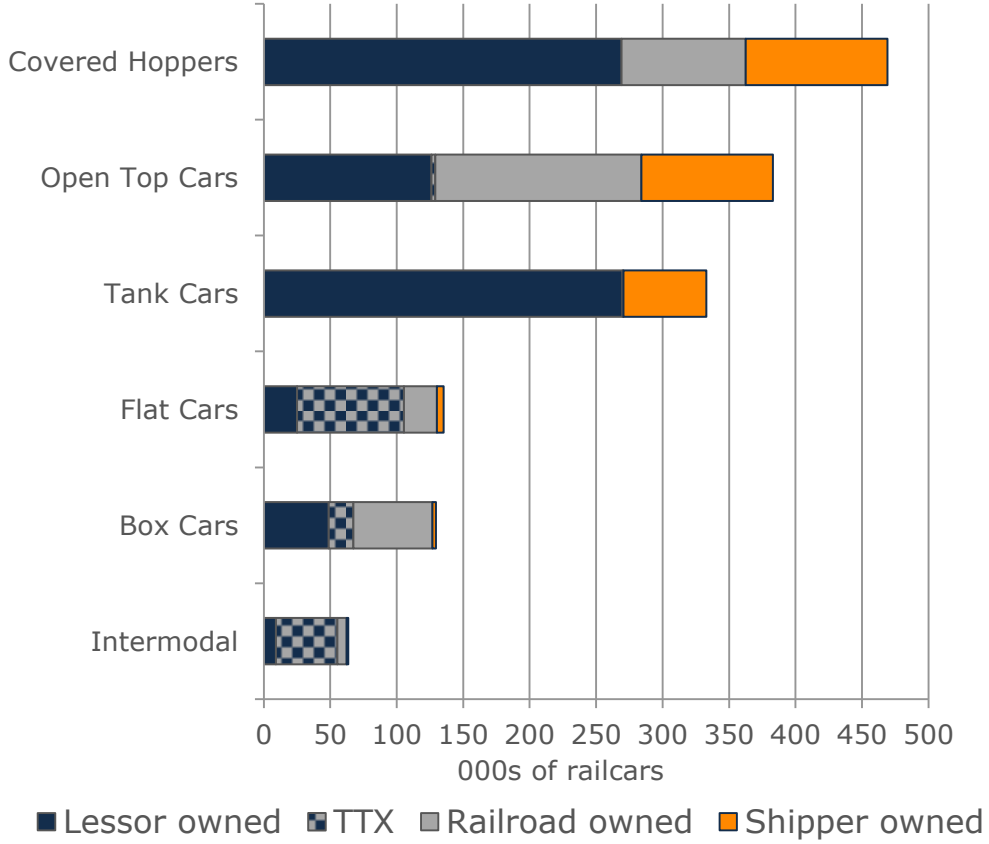
Railcars are owned by lessors, railroads and shippers

Railcar Market



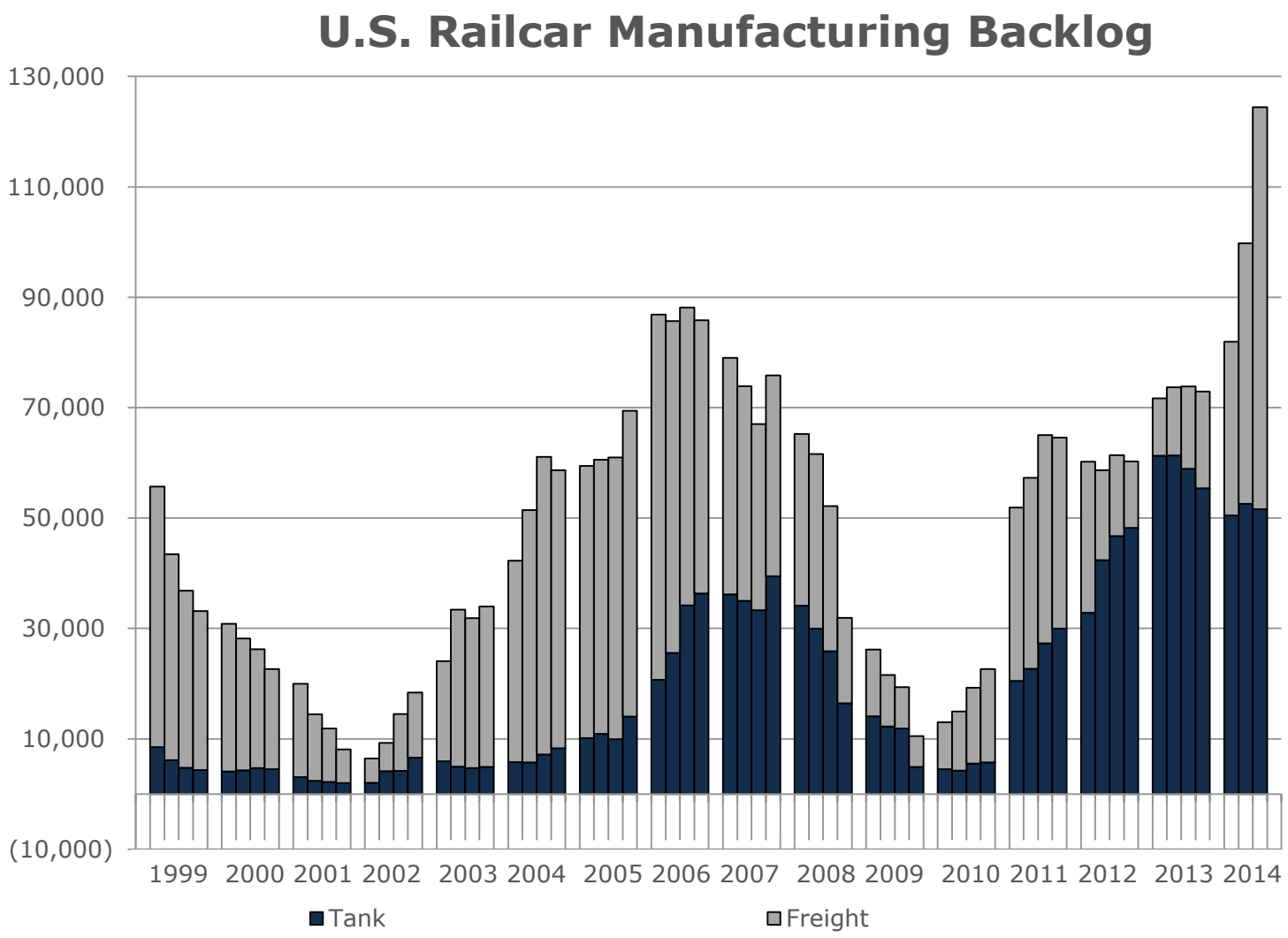
Approximately 1.5 million railcars

Fleet Composition



Source: UMLER as of January 2014

Railcar Manufacturing Backlog



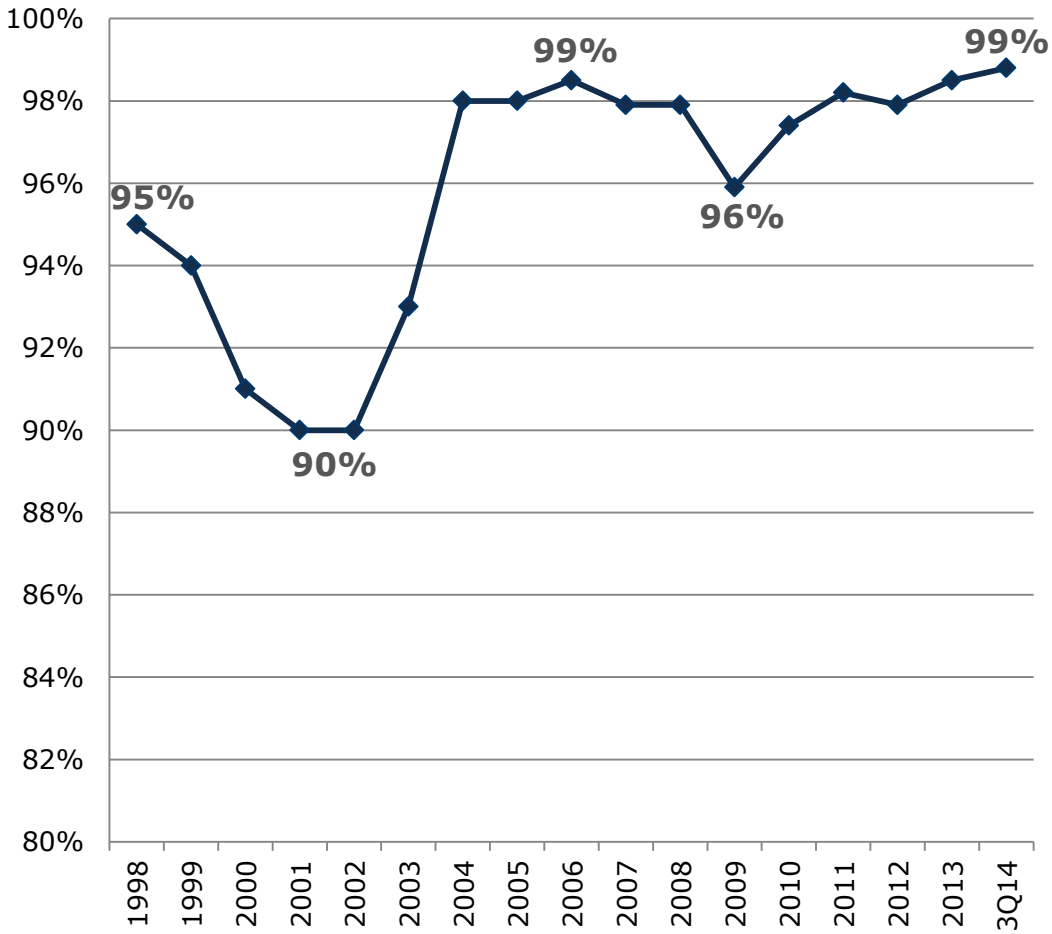
- Cyclicality of the industry is illustrated by the backlog of orders at the railcar manufacturers
- The recent increase in tank car backlog is due to growth in energy markets

Source: Railway Supply Institute

Rail North America
Experienced through cycles

- GATX used the up market (2004 – early 2008) to prepare for the downturn
- GATX **kept railcars on lease** throughout the downturn (late 2008 – 2010)
- When the market improved, GATX **increased lease rates** and stretched lease terms while maintaining high utilization (2011 – present)

GATX North American Fleet Utilization*



** Excludes the boxcar fleet*

Rail North America
Car Types & Typical Commodities

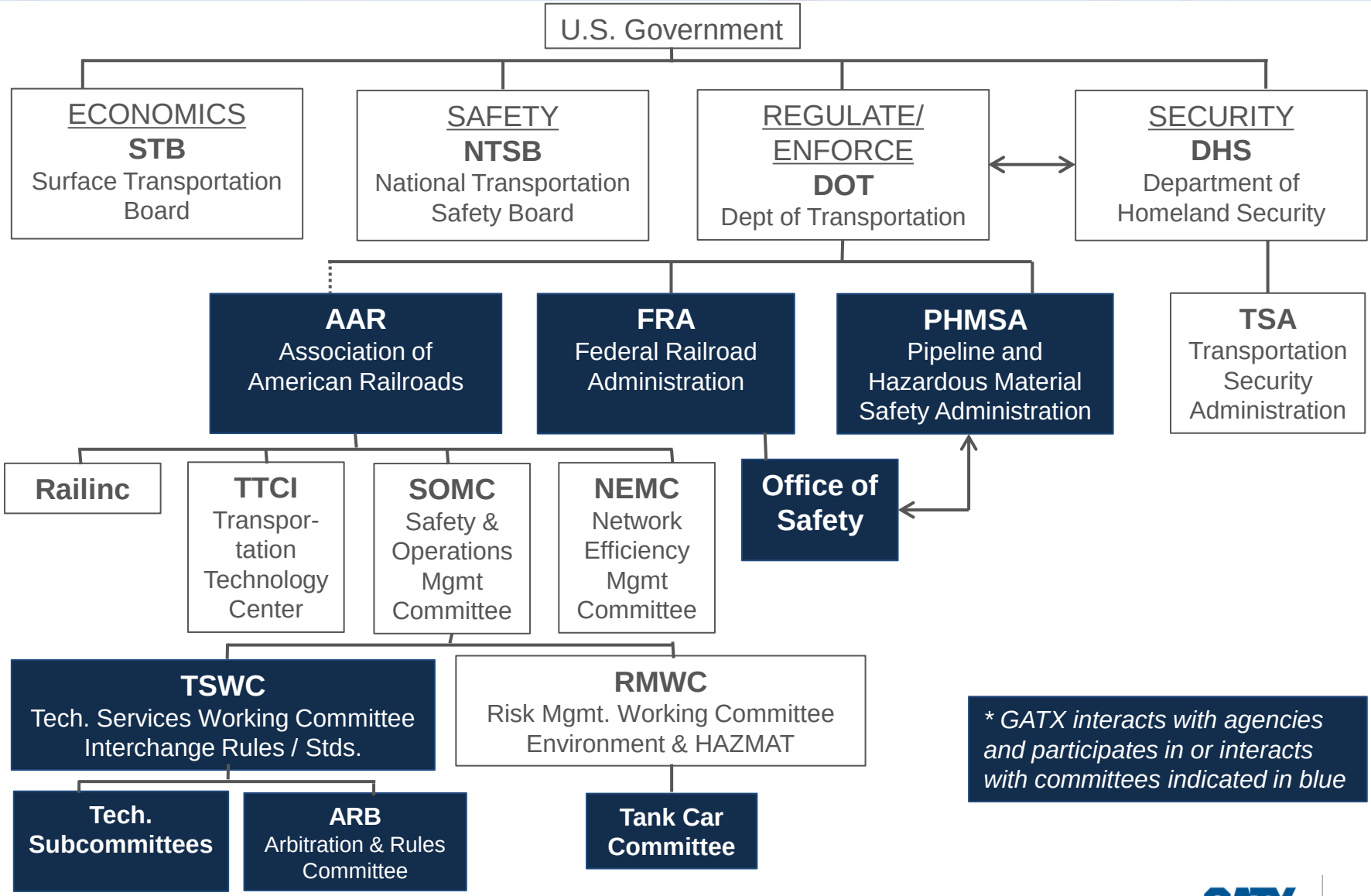
Tank Cars

General Service 13K-19K gallon	General Service 20K-25K gallon	General Service >25K gallon	High Pressure	Acid & Specialty
molten sulfur	liquid fertilizers	ethanol & methanol	LPG	acids (sulfuric, hydrochloric, phosphoric, acetic, nitric, etc.)
clay slurry	fuel oils	food-grade oils	VCM	coal tar pitch
caustic soda	asphalt	lubricating oils	propylene	dyes & inks
corn syrup	food-grade oils	light chemicals (solvents, isopentane, alkylates, etc.)	carbon dioxide	lubricating oils
	chemicals (sodium hydroxide, styrene, etc.)	light petroleum products (crude oil, fuel oils, diesel, gasoline, etc.)		

Freight Cars

Covered Hoppers: Gravity < 4K cf	Covered Hoppers: Gravity 4K – 5.5K cf	Covered Hoppers: Pneumatic	Covered Hoppers: Specialty	Open-Top	Other
sand	grain	plastic pellets	flour	gravel	flat cars
cement	sugar		corn starch	sand	intermodal
roofing granules	fertilizer		mineral powder	coal	box cars
aggregates	potash		lime	pet coke	automotive
fly ash	soda ash		clay	woodchips	
dry chemicals	bentonite		cement	scrap metal	
				steel coils	

GATX is an active participant in the complex U.S. rail regulatory landscape



Tank Car Rulemaking Status

United States

- NPRM released July 2014
  - Introduction of "High-Hazard Flammable Train" (HHFT) concept
  - Three options for new tank car standards used in HHFT
    - Aggressive timeline to retrofit or remove existing cars from HHFT service
  - Speed restrictions, routing and braking
  - Classification and testing program for certain commodities
  - Notification to local emergency responders
- Comment period ended September 30, 2014

Canada

- Proposal released July 2014
  - Crude oil and ethanol must move in new standard cars or CPC-1232 cars by May 1, 2017
  - Existing cars (including CPC-1232) must be retrofitted or removed from dangerous goods service between 2020 and 2025 depending on packing group
- Comments were due September 1, 2014

Crude by Rail

Railcars

- Strong demand for large tank cars to transport crude
  - Total manufacturing backlog of about 124,000 railcars, including approximately 52,000 tank cars[1]

The Market

- Approximately 49,000 tank cars currently in crude service[2]
- By year end 2014, 1.2 million barrels per day are projected to be moving by rail
- Crude-carrying cars face regulatory uncertainty

Pipelines

- Expected capacity additions may result in an oversupply of large crude-capable tank cars, but regulatory issues may impact timing and degree

(1) Railway Supply Institute as of 9/30/14
(2) Railway Supply Institute as of 6/30/14

Crude by Rail
GATX's prudent approach

Focus on safety

- **Safety is GATX's top priority**
  - GATX will continue to work with regulators and shippers to **proactively identify options** for providing the **safest railcars possible**

Diverse customer base

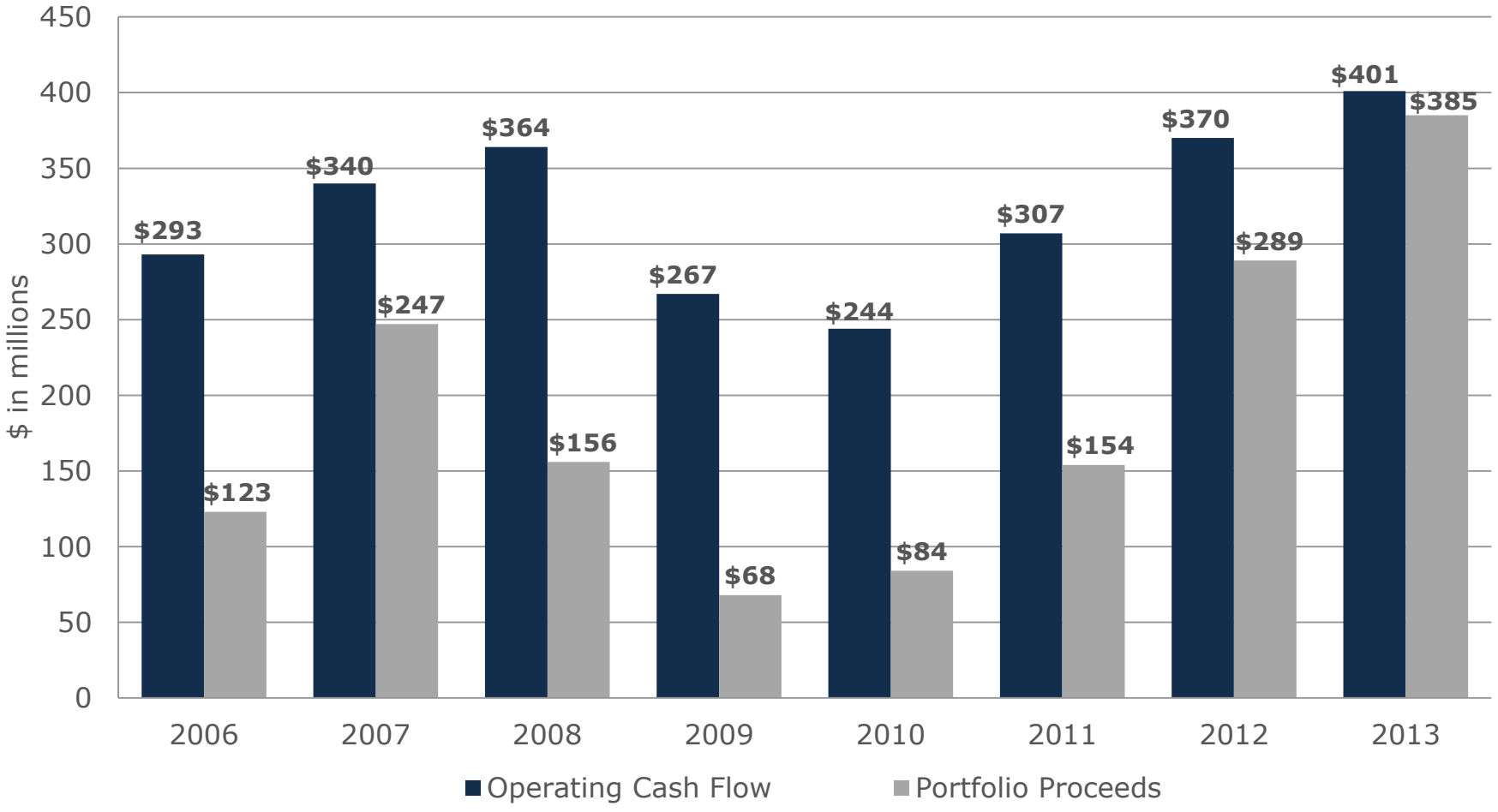
- GATX **seeks a mix of growth opportunities** in petroleum products, chemicals, food, agriculture and other industries

Limited exposure

- GATX's customers leasing railcars to transport crude have:
  - High credit ratings
  - Long lease terms

Operating cash flow and portfolio proceeds

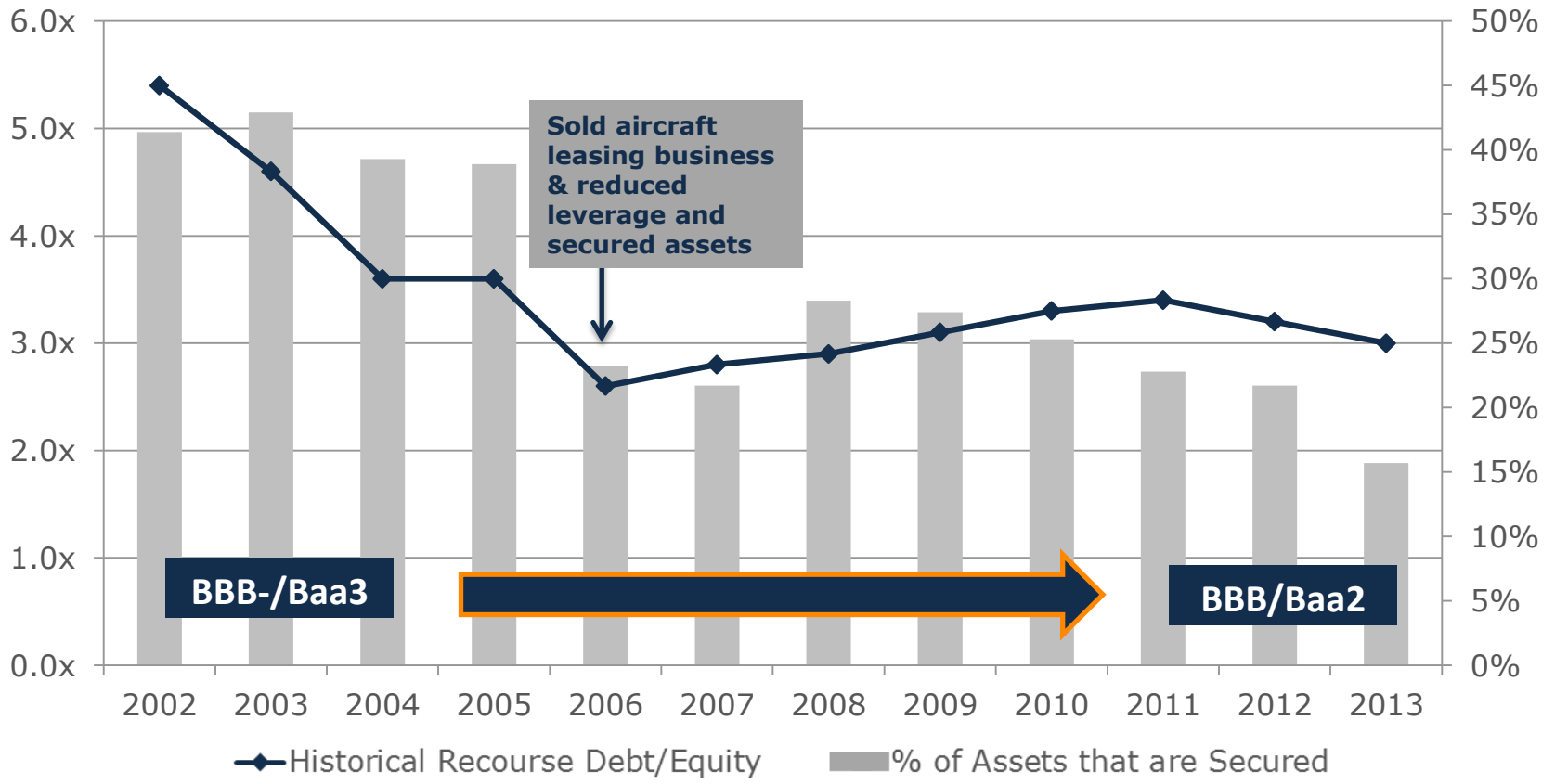
Strong Operating Cash Flow and Portfolio Proceeds



Continuing operations

Strong Balance Sheet

GATX most often issues unsecured debt, leaving its railcar assets largely unencumbered



Total Recourse Debt = On Balance Sheet Recourse Debt + Off Balance Sheet Recourse Debt + Capital Lease Obligations + Commercial Paper and Bank Credit Facilities, Net of Unrestricted Cash

Reconciliation of non-GAAP measures

Reconciliation of non-GAAP measures

Earnings per Share	2006	2007	2008	2009	2010	2011	2012	2013
Diluted earnings per share (GAAP)	$ 2.64	$ 3.43	$ 3.88	$ 1.70	$ 1.72	$ 2.35	$ 2.88	$ 3.59
Tax Adjustments	(0.10)	(0.36)	(0.13)	(0.15)	(0.24)	(0.19)	(0.50)	(0.24)
Other Items:								
Realized/unrealized (gains)/losses on interest rate swaps at AAE			0.06	0.42	0.20		0.43	(0.15)
Sale of AAE								0.30
Litigation recovery					(0.09)	(0.07)		
Gain on sale of office building			(0.19)					
Environmental reserve reversal			(0.13)					
Leveraged lease adjustment						(0.08)		
EPS, excluding Tax Adjustments and Other Items	$ 2.54	$ 3.07	$ 3.49	$ 1.97	$ 1.59	$ 2.01	$ 2.81	$ 3.50

On and off balance sheet assets	9/30/2014
(in millions)	
Consolidated on-balance-sheet assets	$ 6,816.3
Off-balance-sheet assets	615.8
Total on- and off-balane-sheet assets	$ 7,432.1