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GATX Corporation

Ethanol Railcar Production & Supply Perspective

March 14, 2008

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Unless otherwise noted, GATX Corporation is the source for all data provided

Forward-Looking Statements

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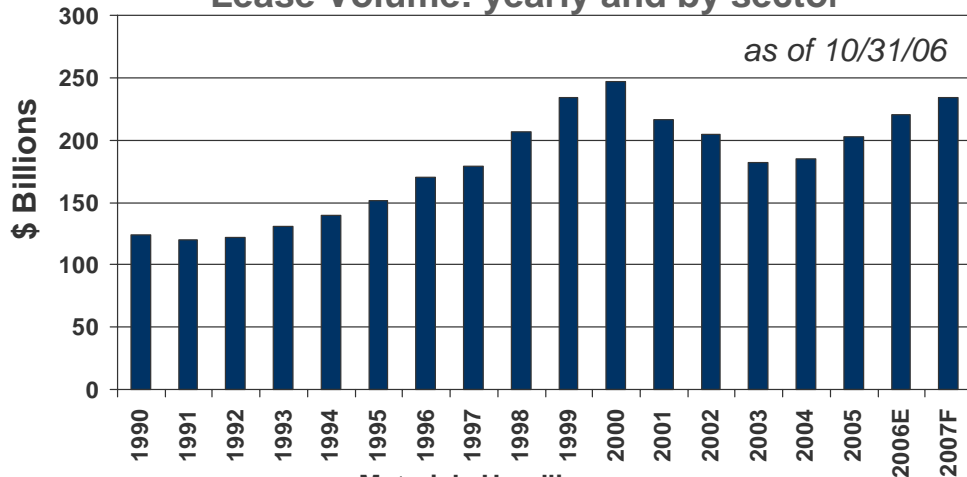
- Overview of Railcar Leasing Industry
- Overview of GATX
- Tank Car Fleet characteristics
 - Ethanol Impact
- GATX approach

GATX

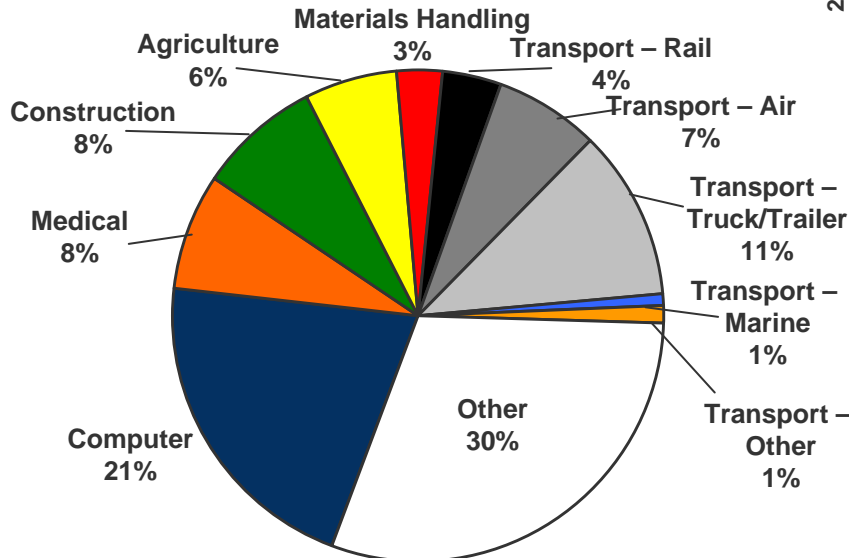


Leasing Overview

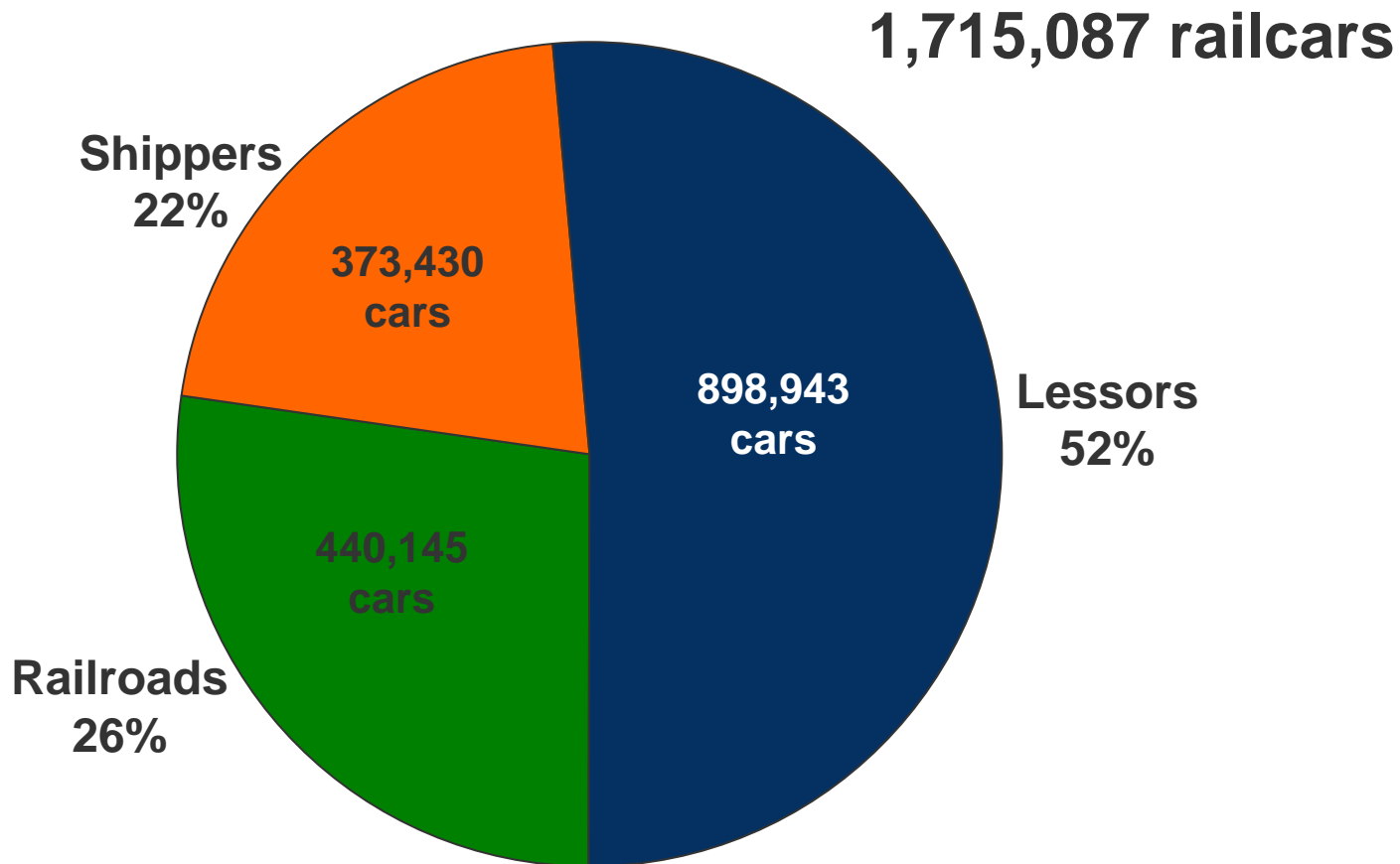
Lease Volume: yearly and by sector



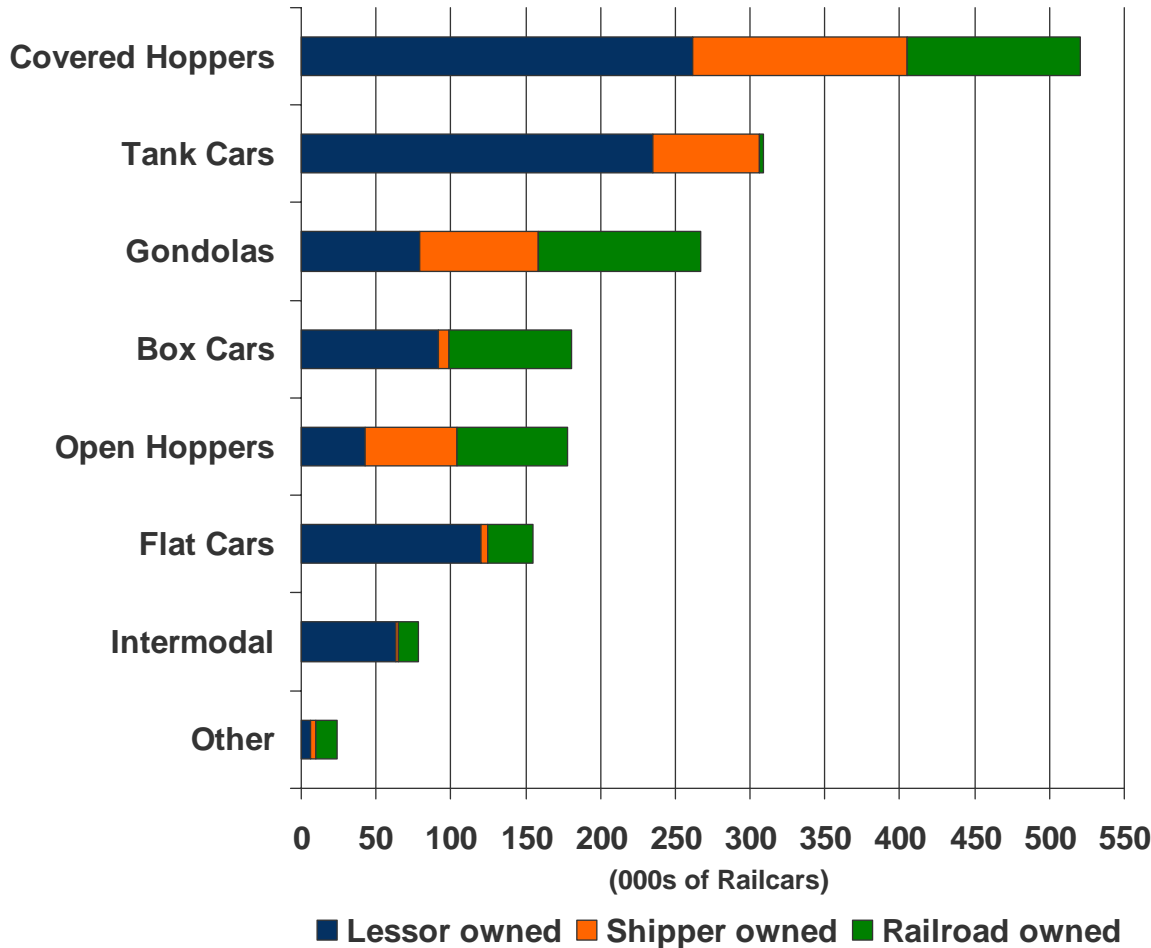
- Industry estimates indicate that equipment leasing volume in the U.S. approached \$220 billion in 2006
- It is estimated that approximately 80% of all U.S. companies utilize leasing to meet their equipment needs
- Leasing activity by equipment type/industry is concentrated in eight sectors, led by Computer Equipment with 21% and Transportation Equipment with 24% of the volume. Rail accounted for 4% of the volume in 2005, the most recent data available



2005 Volume by Sector

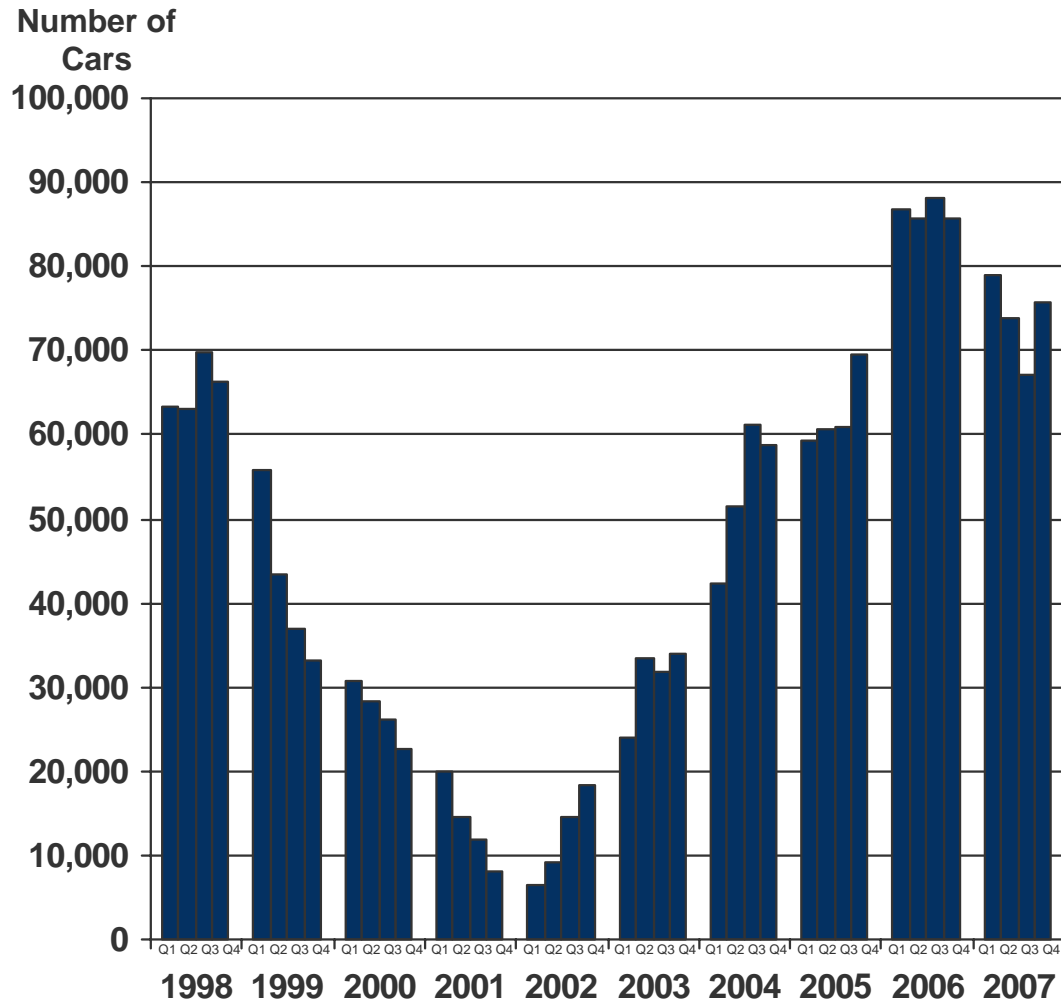


Rail Industry North American Fleet Composition



- Cars are owned by railroads, shippers, and lessors
- Tank cars are owned by lessors such as GATX or shippers who utilize this car type
- Railroads do not have an ownership presence in tank cars as these cars have more complex service requirements
- Approximately 3/4 of the tank cars are owned by lessors, 1/4 by shippers

Rail Industry Railcar Manufacturing Backlog



- The cyclical nature of the rail industry is reflected in the backlog of railcar orders on hand at the railcar manufacturers, bottoming at 6,000 cars in early 2002
- The 1998 peak was the result of a very strong economic environment coupled with rail traffic congestion (demand and merger related) that resulted in a rush for equipment to meet near-term needs
- The aftermath of this period was a very steep industry decline
- Recent high railcar order backlogs result from market conditions and speculation in tank cars, particularly for ethanol service

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GATX Overview

GATX Corporation provides lease financing and related services to customers operating rail, marine and other targeted assets

GATX also:

- Provides an **attractive risk-adjusted return** to shareholders
- Is an **excellent operator** focused on providing **quality services** to customers
- Provides clear direction and challenging **opportunities** to employees

- Founded in **1898** as a railcar lessor
- Listed on NYSE in **1916**
- Initiated quarterly dividends in **1919**; paid without interruption since
- Railcar leasing remains the foundation of GATX

- GATX leases **long-lived, widely-used assets**
 - Railcars
 - Marine Vessels
 - Locomotives
 - Industrial Equipment
- Assets that GATX **uniquely understands**
- Assets requiring **valuable services** that GATX provides

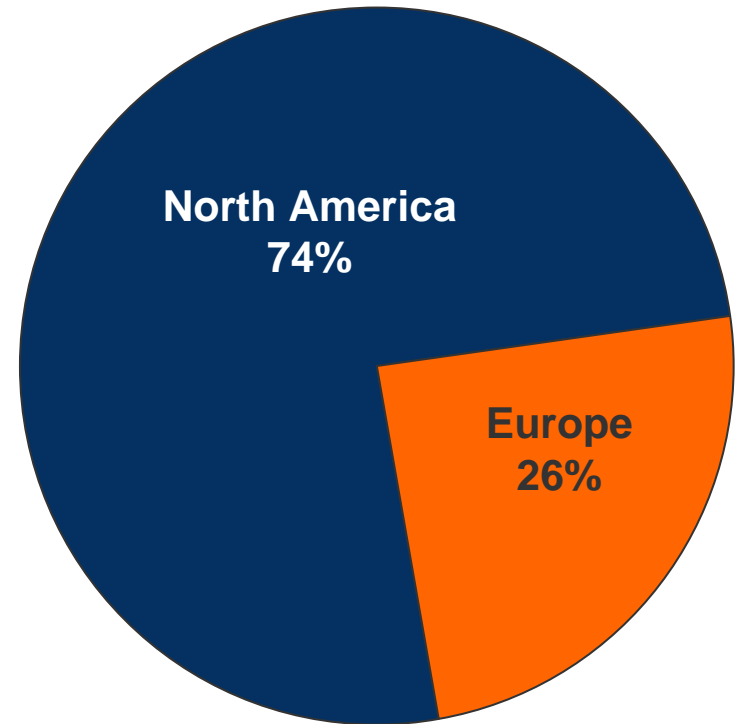
- GATX's largest, most valuable franchise
 - One of the largest railcar and locomotive lessors in North America
 - A leading North American tank car lessor
- Strong market identity
- Own, manage or have interest in **165,000 railcars** worldwide
 - Expanding international presence with approximately **42,000 cars**
- Service-intensive business
 - Repair, maintenance, tracking, training, engineering support
- Excellent long-term customer relationships
 - Leading service provider to shippers in chemical, petroleum, and food industries
 - Over 1,000 customers
 - Strong credit profile

Own, Manage and Interest In:

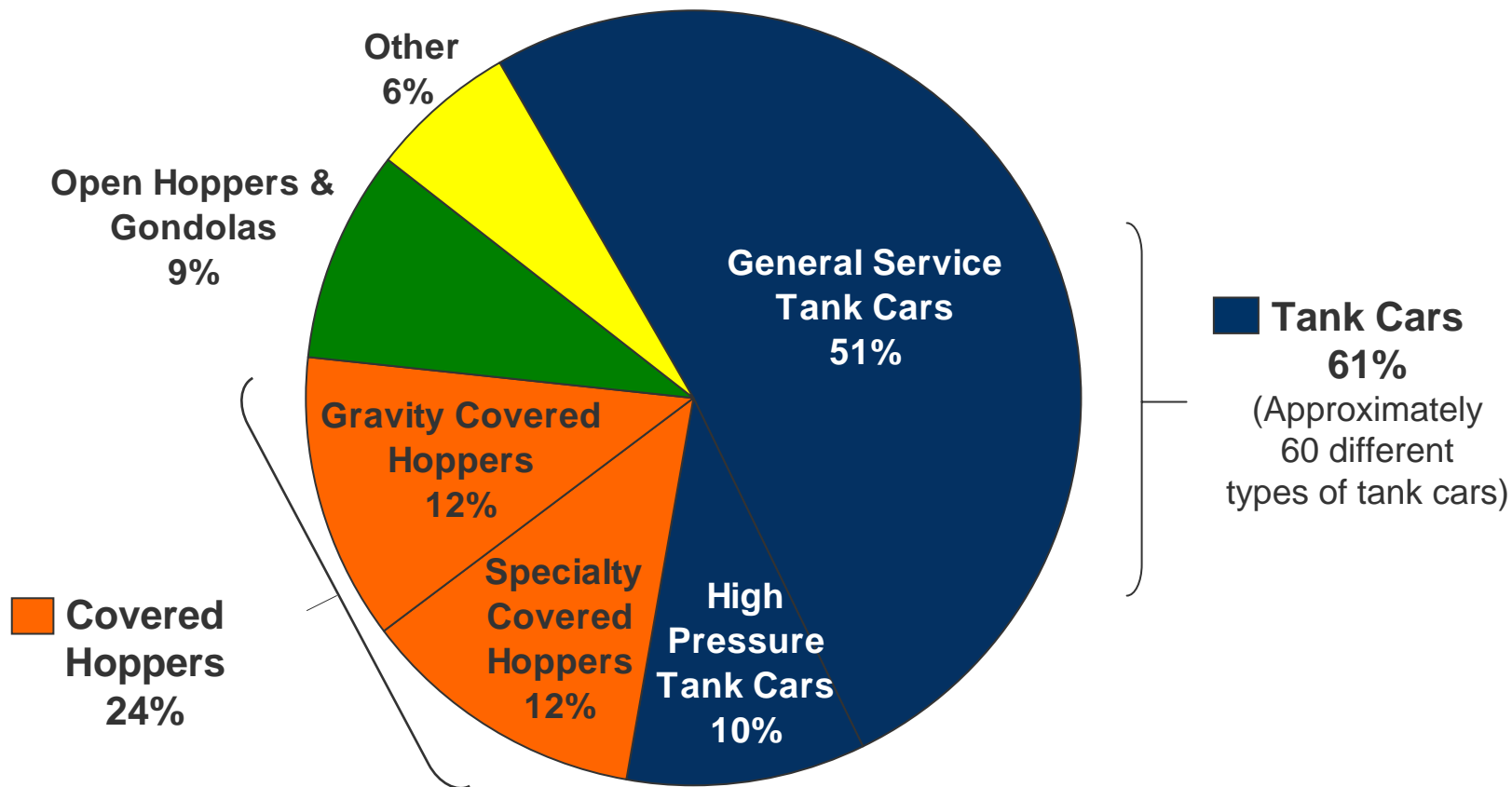
- 165,000 Railcars
- 700 Locomotives

GATX Railcar Distribution

| RAILCARS | <u>North America</u> | <u>Europe</u> | <u>Total</u> |
|-------------------|----------------------|---------------|----------------|
| Owned | 112,000 | 20,000 | 132,000 |
| Interest In | 6,000 | 22,000 | 28,000 |
| Managed | 4,000 | 1,000 | 5,000 |
| Rail Total | 122,000 | 43,000 | 165,000 |



165,000 railcars
as of 12/31/07



GATX Worldwide Owned Fleet
132,000 railcars
as of 12/31/07



GATX's Fleet

Major Car Types, Industries, Commodities

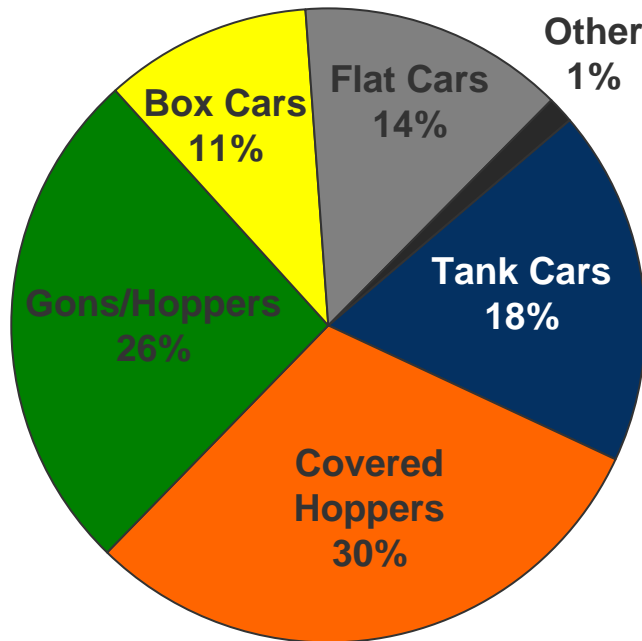


Industries Served

Typical Commodities

| | <u>General Service Tank Cars</u> | <u>High Pressure Tank Cars</u> | <u>Specialty Covered Hoppers</u> | <u>Gravity Covered Hoppers</u> | <u>Gondolas</u> | <u>Open Hoppers</u> |
|-----------------|----------------------------------|--------------------------------|----------------------------------|--------------------------------|------------------|---------------------|
| Chemical | Chemical | Plastics | Agriculture | Energy | Energy | |
| Petroleum | Petroleum | Food | Industrial | Construction | Construction | |
| Food | | Industrial | Energy | Steel | Steel | |
| Agriculture | | Energy | Construction | Waste/Recycling | Forest Products | |
| | | | | Forest Products | Waste/Recycling | |
| | | | | | | |
| Biofuels | LPG | High Density PE | Grain | Coal | Coal | |
| Caustic Soda | VCM | PET | Solid Fertilizer | Petroleum Coke | Aggregates | |
| Petroleum | Polypropylene | Polyvinyl Chloride | Sand | Metallurgic Coke | Scrap Metal | |
| Phosphoric Acid | | Sugar | Cement | Aggregates | Woodchips | |
| Benzene | | Flour | Fly Ash | Taconite | Solid Waste | |
| LPG | | Cement | Roofing Granules | Glass Cullet | Petroleum Coke | |
| Crude Petroleum | | Fly Ash | Minerals | Woodchips | Metallurgic Coke | |
| Light Fuel Oil | | Sodium Chlorate | | | | |

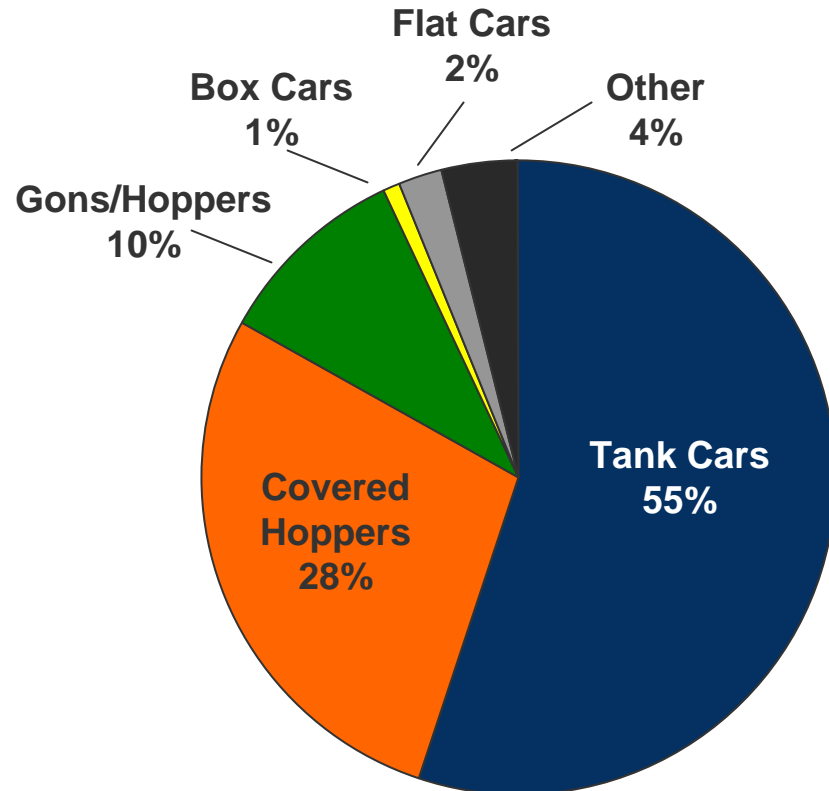
Total Market



1.7 Million Cars

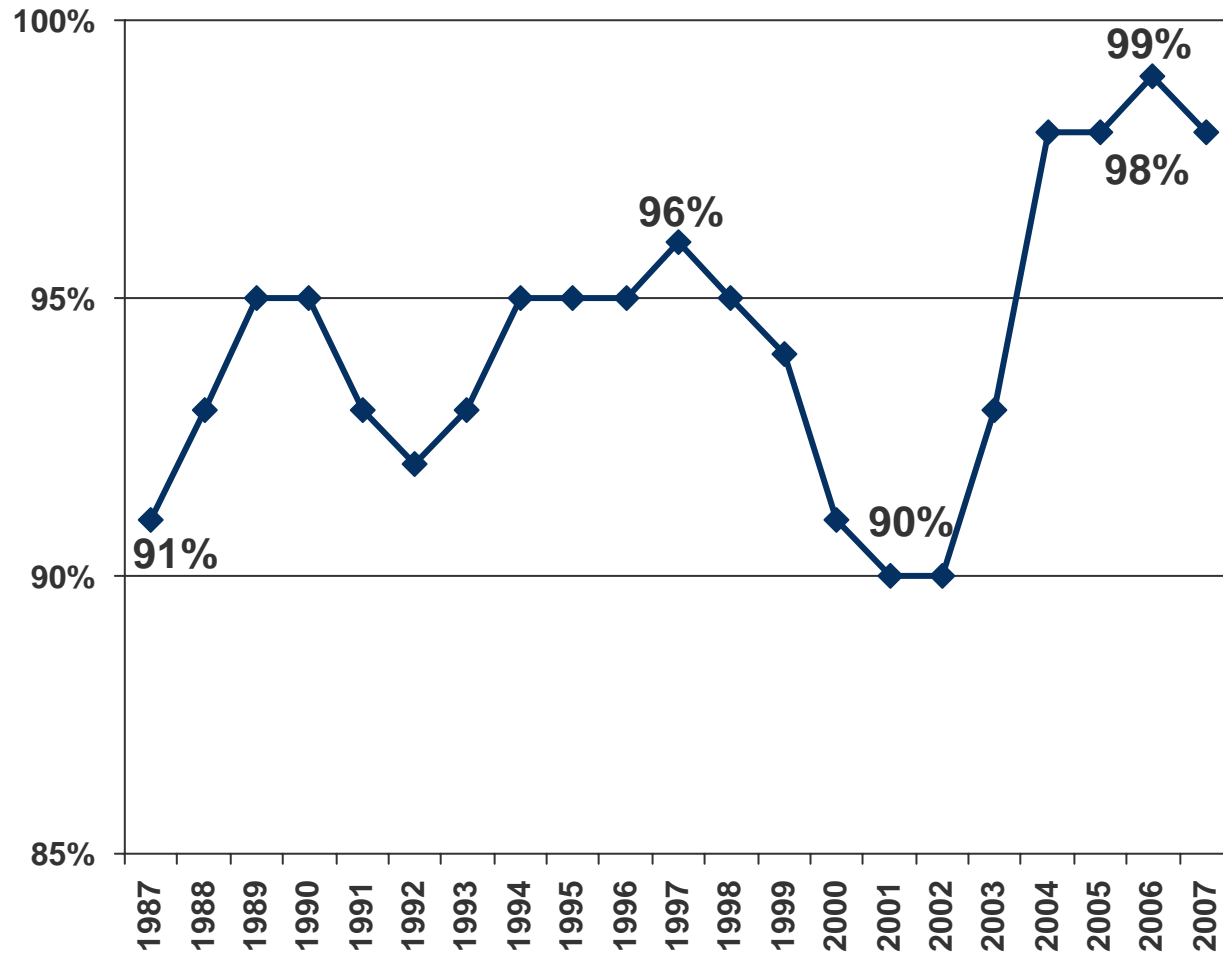
Source: Umler data as of 1/1/08

GATX Fleet



112,000 Cars

Source: GATX data as of 12/31/07



- GATX's rail fleet utilization bottomed at 90% during the last downturn, but recovered during 2003-2004
- The utilization rebound has been driven by strong market conditions, targeted acquisitions, and planned fleet retirements
- Recent slight decrease in utilization reflects softening of the rail market, particularly due to weakness in centerbeam cars related to construction and housing, and speculation in gondolas and open hoppers for coal, and tank and covered hoppers serving the ethanol market



| Customer # | Year Relationship Initiated |
|------------|-----------------------------|
| 1 | 1937 |
| 2 | 1967 |
| 3 | 1960 |
| 4 | 1958 |
| 5 | 1958 |
| 6 | 1946 |
| 7 | 1969 |
| 8 | 1960 |
| 9 | 1964 |
| 10 | 2004 |

Reflects current/predecessor companies

- GATX’s commitment to the industry, and our extensive experience has led to stable and long-standing customer relationships that serve as the backbone of our business
- Customers demand that their railcar provider be committed to the industry, possess a breadth and depth of knowledge, and that they be responsive and flexible
- The table at left shows the date of the first lease contract for each of GATX’s 2006 top ten rail customers
- The average relationship tenure among this group is **45 years**



- GATX handles every aspect of railcar maintenance, from routine service to complex railcar overhauls and retrofits
- GATX utilizes the latest in railcar maintenance equipment technology, including non-destructive testing inspection equipment, high-capacity overhead crane systems, environmentally-compliant paint spray booths with plural component spray equipment, and closed loop cleaning systems
- Sample services include:
 - Regulatory compliance work
 - Rebuilds
 - Lining repairs
 - Safety valve/coil testing
 - Air brake system maintenance
 - Insulation inspection

- Maintaining railcars and locomotives is a necessary but complicated process; customers utilizing a full-service lease rely on GATX to manage this maintenance process
- GATX owns a network of **nine full-scale maintenance facilities** and **26 mobile service units** across North America. Additionally, GATX works with a number of preferred third-party service providers throughout North America
- GATX repairs nearly **20,000 railcars** per year in its maintenance network, and provides lighter service to an additional **40,000 cars** per year using its fleet of mini-mobile repair units
- Maintenance cycles will increasingly impact railcars serving the ethanol market in coming years

The GATX logo is displayed in white, bold, sans-serif capital letters on a dark blue rectangular background in the top-left corner of the slide.

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Tank Car Fleet Characteristics Ethanol Impact

Historical

- Least volatile segment of railcar market
- Driven primarily by replacement cycle
- Typical builder backlog (~5K cars)
- Limited number of builders and leasing companies
 - Primarily a lease market

Current

- Extremely strong market since 2003
- Driven primarily by ethanol demand
- Long builder backlog, but pockets of availability (~39.5K cars)
- Recent signs of softening
 - Ethanol plant delays
 - Customer decision-making slowing

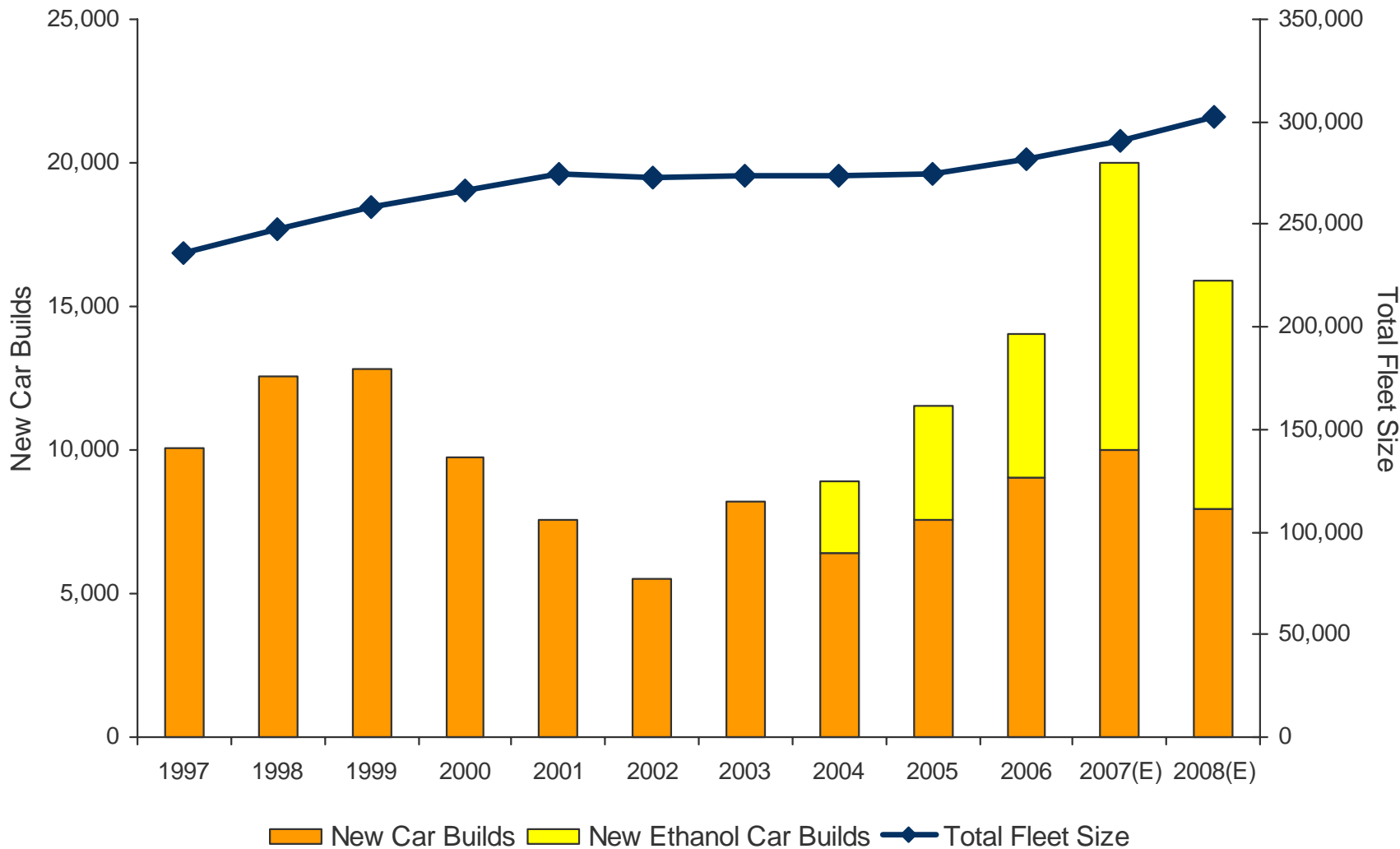
2002

- Rail 33%
- 21,000 ethanol type tank cars in North American fleet
- 4,000 tank car backlog
- Near full utilization
- 2.7 billion gallons capacity
 - 68 plants and 11 under construction expansion
- Ethanol primarily used in Midwest and MTBE used elsewhere

2008

- Rail 75%
- 54,000 ethanol type tank cars in North American fleet
- 39,500 tank car backlog
- Significant idle cars
- 8.2 billion gallons capacity
 - 143 plants and 62 under construction/expansion
- U.S. MTBE phase-out complete
- Government betting big on renewable fuels with Renewable Fuels Standard (RFS)

- 2006 production of **4.8 billion gallons** required a railcar fleet of about **12,500 cars**:
 - Cars averaging 10 trips/year
 - Unit train operations minimal
- But for **9.5 billion gallons** (2008 forecast):
 - Would require **25,000 cars** at 10 trips/year
 - But only **16,500 cars** at 15 trips/year
- Railroads and market participants highly motivated to improve efficiency



- Grow 30,000 gallon fleet thoughtfully
- Acquire cars at advantaged prices
- GATX deployment strategy
 - Lease to strong market players
 - Maintain reasonable customer diversity
 - Extend lease terms
 - Manage termination profile to balance risk and re-pricing opportunities

THANK YOU!

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