



KANSAS CITY SOUTHERN

www.kcsouthern.com

This information is best reviewed by your financial team. If you're not the person responsible for cash management, please forward this to your CFO, Controller, Treasurer or Credit Manager.

Dear Valued Supplier,

Kansas City Southern appreciates the working relationships we have with our suppliers and we're always looking for ways to strengthen our important business partnerships. That's why I'm asking you to give our Kansas City Southern C2FO program your full consideration.

We have partnered with C2FO to facilitate accelerated payment of approved supplier invoices via their secure C2FO marketplace. C2FO has many years of experience helping numerous suppliers fulfill their cash flow needs.

In exchange for a small discount, you can receive early payment directly from Kansas City Southern to improve your cash flow at rates that are often less than the cost of borrowing short-term working capital.

The best part about C2FO is that you determine your early payment offer, so you're in control. When your offer is accepted, Kansas City Southern will initiate early payment within 48 hours of market clearing.

C2FO is rapidly expanding as suppliers realize its money-saving advantages and simplicity:

- **LOW COST:** Creates a new working capital option at a rate you choose
- **FLEXIBLE:** Eliminates paperwork and contracts with on demand access
- **USEFUL:** Lowers your days sales outstanding (DSO)
- **SECURE:** Provides secure access to view your approved invoices
- **HELPFUL:** Gives you world-class support M-F, 8am-8pm Eastern Time
- **SIMPLE:** Offers easy account activation, your payment process doesn't change

We believe C2FO is the most-supplier friendly option for improving your working capital efficiency, but the final decision to use C2FO is yours.

Should you choose to participate, please activate your C2FO account at your earliest convenience. If you have questions, our support team is ready to help you.

Thank you for your continued partnership with Kansas City Southern,

Bill Blaise

Bill Blaise
VP, Purchasing
The Kansas City Southern Railway Company
427 West 12th Street | Kansas City, MO 64105

P.S. There's no cost or obligation to activate your C2FO account. It simply gives you the opportunity to see how C2FO could improve your cash flow and save you money.

C2FO Support Team
kcsouthern.c2fo.com | 855-713-C2FO (2236) | kcsouthern@c2fo.com