



Minimizing Property Tax Liabilities in the Rail Industry

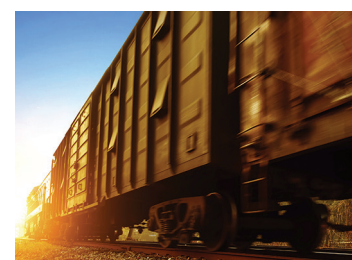
Companies involved in the rail industry are highly volatile and capital-intensive businesses. Changing market demand, regulation, and competition from alternative transportation modes can impact the value of your properties. Understanding and applying current industry metrics and trends is essential to managing the burden of property taxes resulting from state presence and obsolescence.

Ryan has a proven history of delivering improved profitability and cash flow to companies in the rail industry through a suite of specialized property tax services. Our Property Tax team provides a comprehensive program specifically directed toward addressing the unique property tax challenges of the industry.

Industry-Focused Property Tax Solutions Generate Results

Ryan's team works closely with your corporate personnel to translate your company's unique operating characteristics into the lowest supportable value possible. Whether it is land, track, rolling stock, or leased equipment, Ryan can help with a variety of proactive measures designed to:

- Benchmark key statistics and industry trends with property tax assessed values, providing our clients a tool to determine appeal opportunities
- Conduct asset and inventory reviews to determine proper reporting
 - Examination of asset capitalization for identification of nontaxable costs and proper asset classification
 - Examination of leased equipment classification and depreciation
- Provide unit valuations and cost of capital reports
 - Determine income analysis using multiple techniques
 - Intangibles recognition and value contribution
 - Measurement of physical presence within a state
- Provide representation throughout the appeal and litigation process
- Apply proven valuation methods to accurately identify, measure, and document all forms of obsolescence (physical, functional, external)



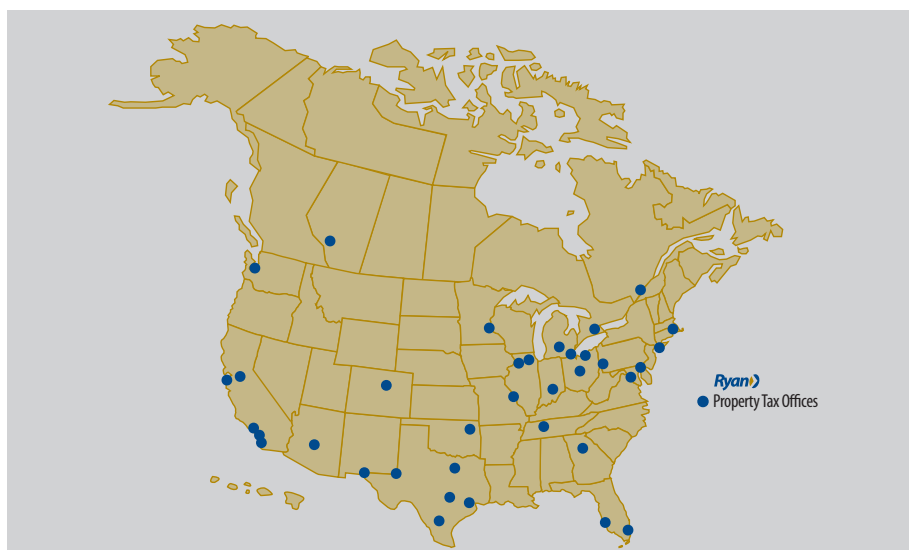
Rail Industry Segments We Serve:

- Industry Rail Lines
- Intermodal
- Leased Rail Cars
- Private Car Lines
- Repair Facilities
- Specialty Cars
- Terminals

Comprehensive Services to Meet Your Property Tax Needs

- Prepare thoughtful and complete personal property tax returns and exemption applications
- Manage and appeal property tax audits
- Secure, review, and transmit property tax bills
- Maintain property tax information for budget and accrual purposes
- Assist with due diligence and pre-construction tax planning

National Presence. Local Expertise. Industry Focus.



Our Strength is Our People

Ryan has the largest property tax practice in North America, with more than 700 professionals in 39 cities and relationships in nearly every jurisdiction. Our experience is unmatched by any other national, regional, or local provider.

Our client service teams provide North American coverage backed by local knowledge and relationships, supported by specialized rail industry expertise. Our professionals are the most respected in the industry, having earned CMI, ASA, and MAI designations backed by many years of experience as former assessors, attorneys, appraisers, economists, engineers, and more.

The Ryan Advantage

Ryan clients benefit from a single point of contact, transparent and responsive communication, and web-based technology for 24/7 access to information. Our rigorous internal operating procedures ensure work quality and uniformity to help our clients manage and mitigate risk while achieving maximum tax savings.

Winning Results for Ryan Clients

\$172,500 reduction for a short-line railroad

Value reduction related to elimination of income premium addition to cost approach by advocating income stream normalization and increased recognition of risk in the assessor's cost of capital

\$104,200 reduction for a terminal railroad

Value reduction in cost approach based on equity to industrial facilities it serves and correction of percent good factors

\$53,000 reduction for a short-line railroad

Value reduction related to recognition and deduction for intangible customer relationship and correct valuation of leased cars



Key Indicators for Tax Reduction Opportunities:

- Obsolescence associated with government regulation
- Identification of key differences within the rail industry
- Incorporation of all forms of risk into the cost of capital
- Measurement of physical presence in a state
- Fair value, equity, and uniformity analysis



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Award-Winning Tax Services

For additional information

1.855.RYAN.TAX

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