



José Guillermo Zozaya Délano

President, General Manager and Executive Representative
Kansas City Southern de México, S.A. de C.V.

Mr. Zozaya is president, general manager and executive representative of Kansas City Southern de Mexico, S.A. de C.V. (KCSM), a subsidiary of Kansas City Southern (KCS) (NYSE: KSU). He has served in this role since April 2006.

Headquartered in Kansas City, Missouri, KCS is a transportation holding company that has railroad investments in the U.S., Mexico and Panama. KCS' North American rail holdings and strategic alliances are primary components of a NAFTA Railway system, linking the commercial and industrial centers of the U.S., Mexico and Canada.

Mr. Zozaya has more than 40 years of experience in government relations, legal affairs, mergers and acquisitions. Prior to joining KCSM, he was legal and government relations director of ExxonMobil Mexico, a position he held for nine years.

He holds a *honoris causa* doctorate from the Mexican Academy of International Law and a *juris* doctorate from Universidad Iberoamericana. He completed advance studies in corporate law and economic competition at the Instituto Tecnológico Autónomo de México, the executive program of international management at Thunderbird University in Arizona, the management program for lawyers at Yale University and the executive course for board members at the Harvard School of Business.

In addition to his KCSM responsibilities, Mr. Zozaya serves as vice president of the American Chamber of Commerce and on the board of directors of Afore Siglo XXI, Ferrovalle and the Mexico Business Summit. In 2016, he was appointed president of the binational board of directors of the U.S.-Mexico Chamber of Commerce.

Previously, Mr. Zozaya was president of the Mexican Transport Council (2014-2016), president of the Mexican Association of Railways (2013-2015), vice president of the Executive Council of Global Enterprises (2010-2013) and national president of the American Chamber of Commerce for two terms (2010-2012).

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