

A Union Pacific freight train is shown from a front-quarter perspective, traveling along a track through a lush, green forest. The lead locomotive is yellow and blue, with the number 8073 displayed on its front. The train consists of several yellow and blue locomotives followed by a long line of freight cars. The background is filled with tall evergreen trees under a clear blue sky.

SOUTHEAST ASSOCIATION OF RAIL SHIPPERS

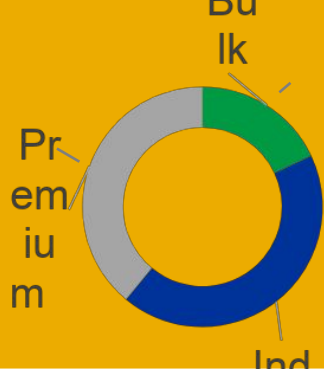
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Jacque Bendon – Marketing & Sales, Vice President Industrial

September 14, 2022

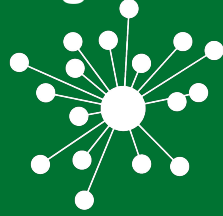


UP FAST FACTS

UP Business Mix



UP Ships More Than
10,000
Unique Routes
(Origins / Destinations)
For
Southeast
Shippers



Connecting to
140+
Other Class I
Railroads
and Short Lines



Total Capital Investment
\$3.0B
In 2021 to Support Future
Economic Growth



+65M
Tons of Freight Moved

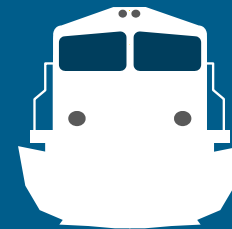


For +600 Different
Commodities

Approximately

10%

UP's Carloads Moved
Internationally for
Southeast Shippers



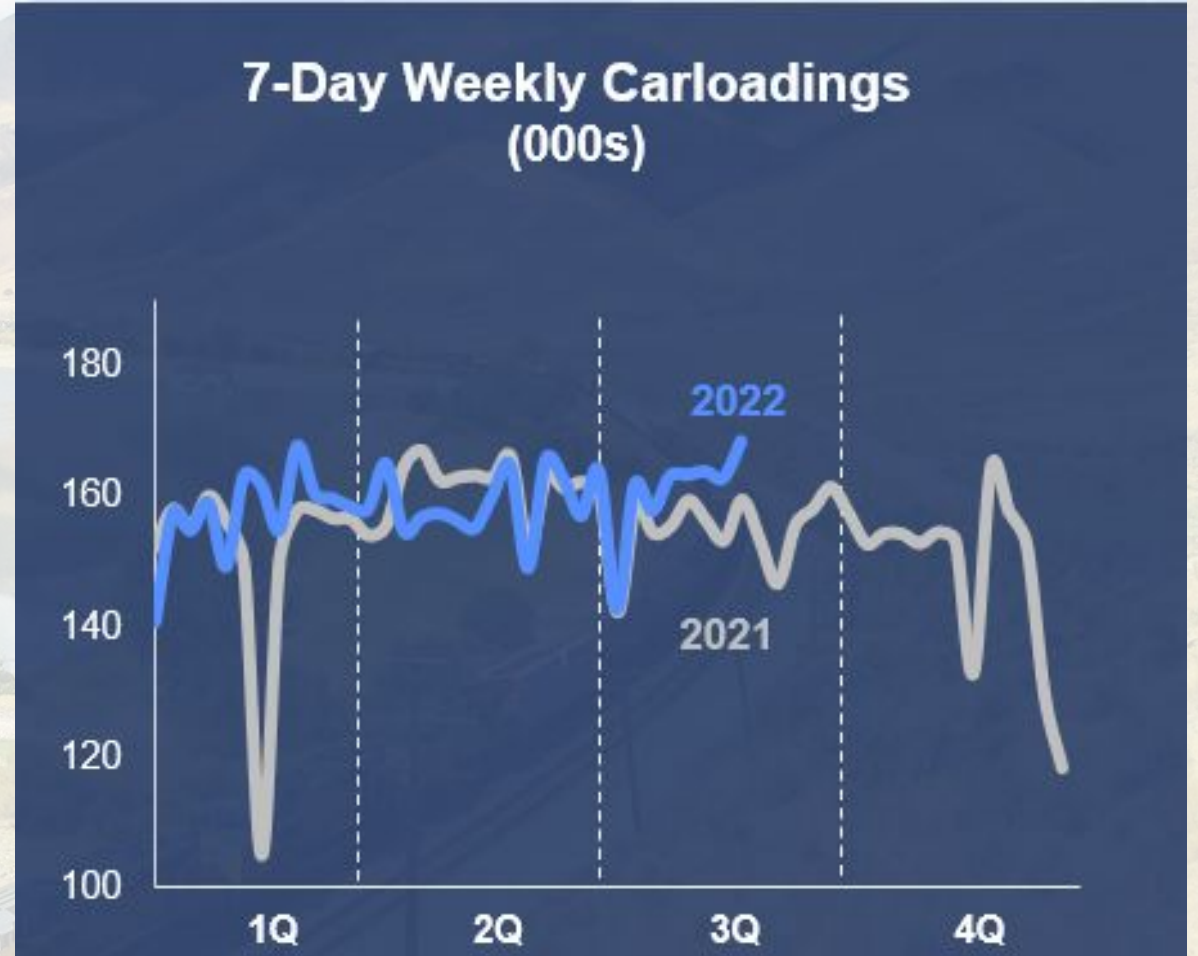
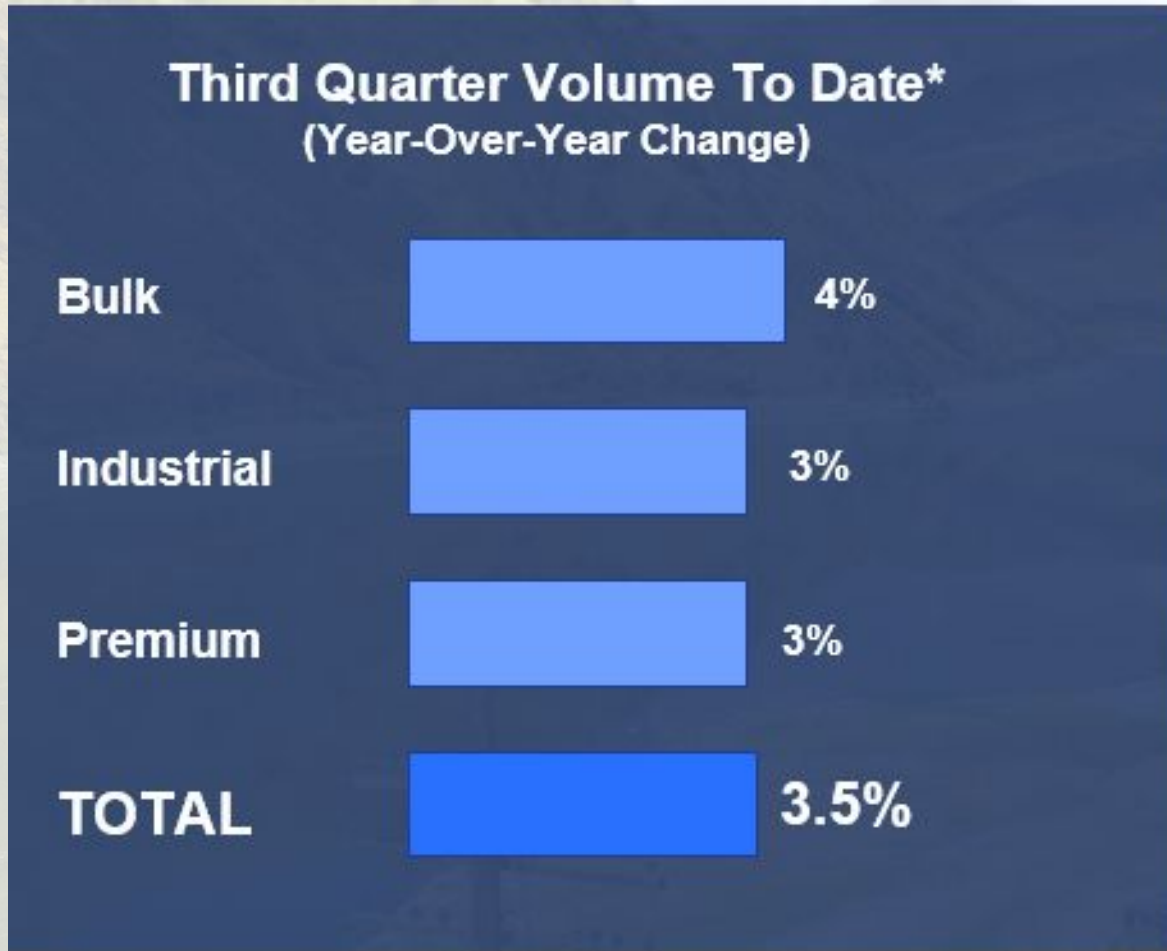
**OUR
SOUTHEAST
SHIPPERS ARE
IMPORTANT TO
OUR BUSINESS**



Commercial Focus – It's All About the Customer



Third Quarter Volume To Date



Key Performance Metrics



192 MILES
PER DAY

Freight Car Velocity

2 weeks ago: 193
3 weeks ago: 190



24.7 HOURS

Terminal Dwell

2 weeks ago: 24.9
3 weeks ago: 24.6



195,493 CARS

Operating Car Inventory

2 weeks ago: 196,496
3 weeks ago: 195,601

Steps to improve crew availability

- Hire 1,400 TE&Y employees in 2022
 - +500 new train crew in training
 - Nearly 600 have graduated
- Borrowed out crews to help meet demand
- Reinvigorated efforts to reduce unproductive starts
- Increased communication between CMS and Harriman Dispatching Center to maximize crew utilization



Delivering on Innovative Solutions for You

Listening to Your Needs to Strategically Advance Your Experience



**Consistent &
Reliable Service /
Resources**



**Seamless
Interactions
& Tools**



**Strategic
Partnership
for Growth**



**Investments
Supporting Growth**

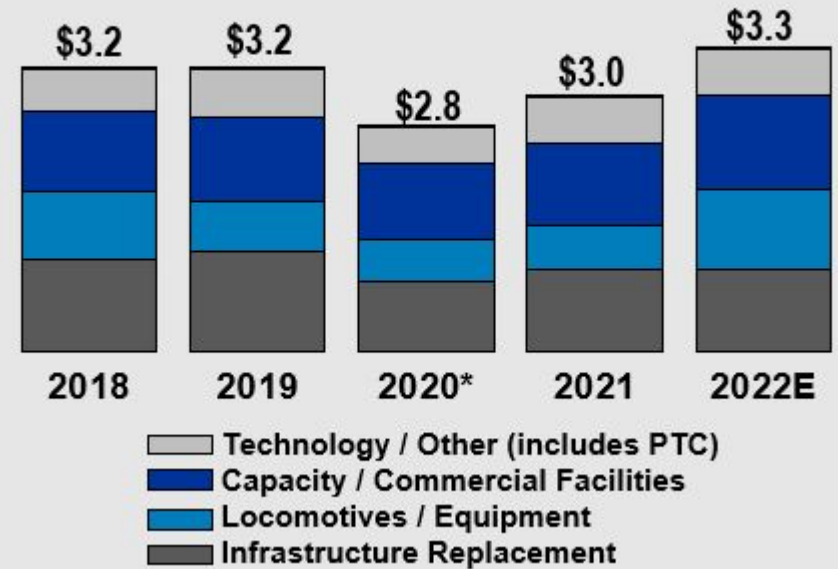


Strategic Investments for Growth

Strengthening Our Network and Resources

- Investing in equipment to drive more reliability and support growth
 - Nearly \$300M in freight cars planned for 2022
 - \$1B in locomotive modernizations over the next 3 years
- Significant capacity and facility investment in the Southern Region to support growth
- Extending our network reach
 - Loup’s new transload facilities in Southern California and Phoenix
 - Focus Sites (Prime Pointe, Rosenberg)

Capital Spending (\$B)



- 2022 Capacity and Commercial Facility Projects
- Focus Sites and New Loup Transload Facilities

Strategic Partnerships Driving Toward Greater Sustainability



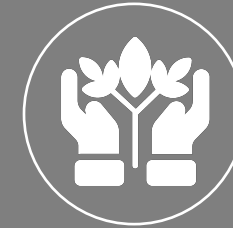
Battery-Electric Locomotives

- Acquiring 20 battery-electric locomotives
- World's largest carrier-owned fleet
- ~8K tons of carbon eliminated annually



100% Renewable Fuel Blends in Locomotives

- Target goal to reduce GHG emissions by 26%
- Testing underway in California



Industry Engagement

- Operation Clean Sweep keeping yards free from plastic pellet leaks
- Cyclyx driving to increase recyclability to 90%

Union Pacific Joins RailPulse

Driving Visibility and Productivity Across North America's Supply Chain



Location

- Accurate ETAs
- Truck competitive visibility (end-to-end)



Condition

- Fleet analytics on usage patterns
- Out-of-route alerts



Health

- Handbrake release detection
- Door/hatch, open/close status

The Future of Shipment Visibility

Accelerating GPS and telematics technology to benefit the entire rail industry



Looking Forward

- Entire team is focused on resolving service challenges
- Working collaboratively and investing to grow with customers
- Leveraging technology to enhance supply chain visibility and drive sustainable solutions



QUESTIONS?

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