



September 22, 2011
U.S. EXPORTS
Realizing the Opportunity



Exports | BNSF Overview

BNSF hauls the most containers and agricultural exports of any railroad.

**MORE THAN
30%**
OF BNSF UNITS
MOVE OUTSIDE
THE U.S. BORDER.



Agricultural



Coal



Consumer



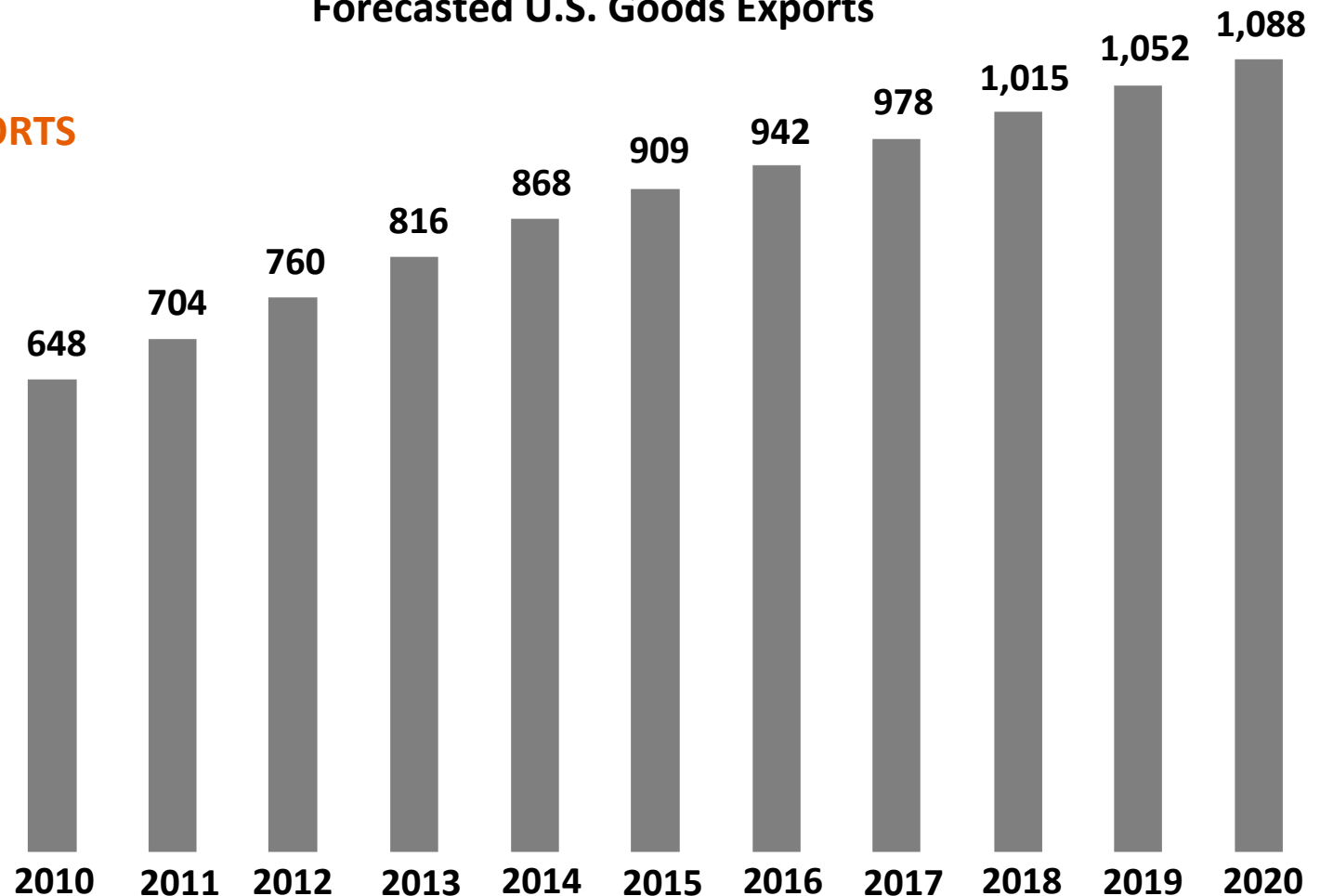
Industrial

Exports | Growing to 1 Billion Tons in 10 years

Millions of Tons

Forecasted U.S. Goods Exports

By 2020,
U.S. GOODS EXPORTS
WILL GROW AT
5.3% CAGR.



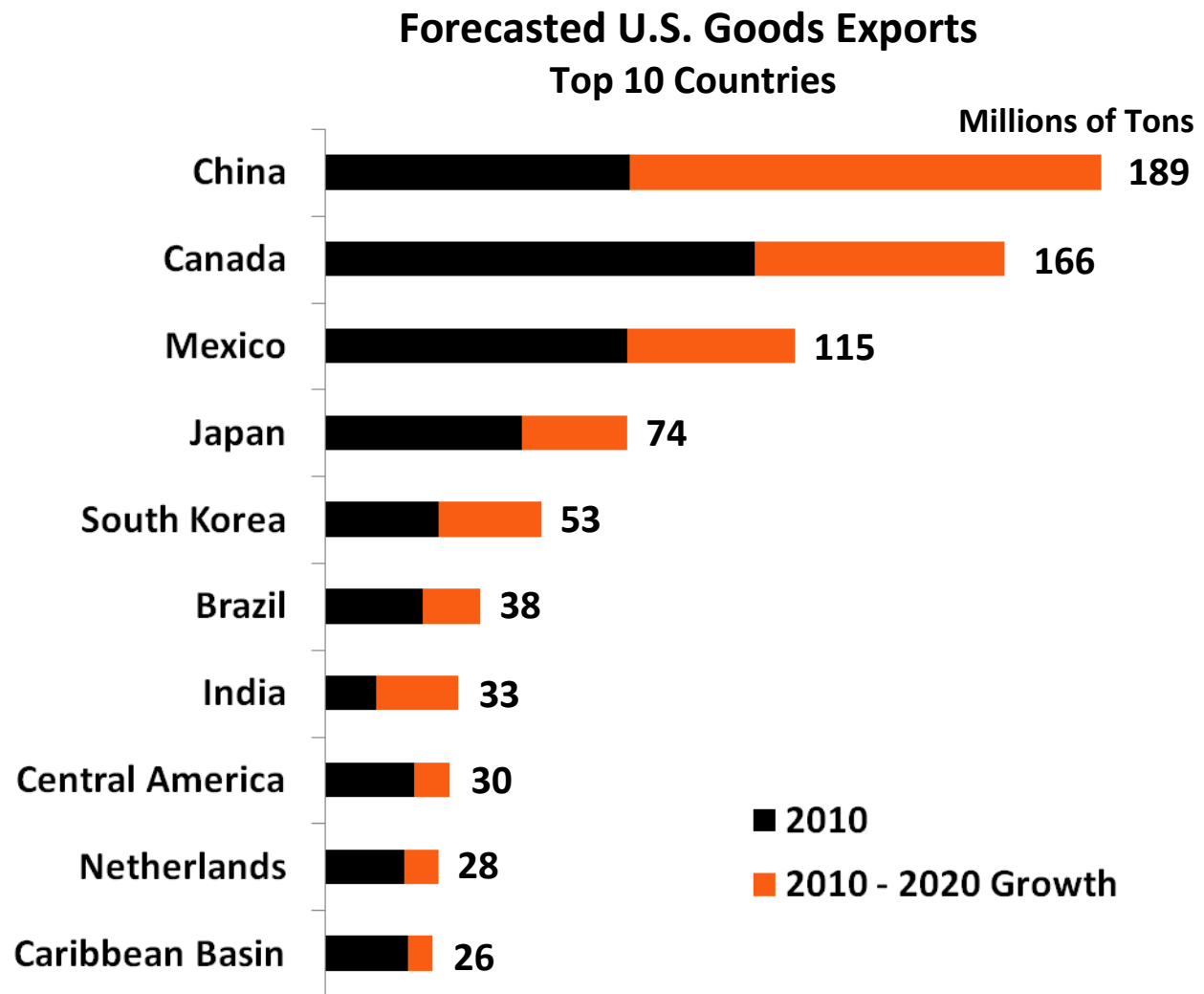
Source: IHS Global Insight, April 2011 Forecast

market research
insights for action

BNSF
RAILWAY

Exports | Ten countries will consume 750 M tons

By 2020,
74%
OF TOTAL U.S. GOODS
EXPORT TRADE
WILL BE WITH THESE
TEN PARTNERS.

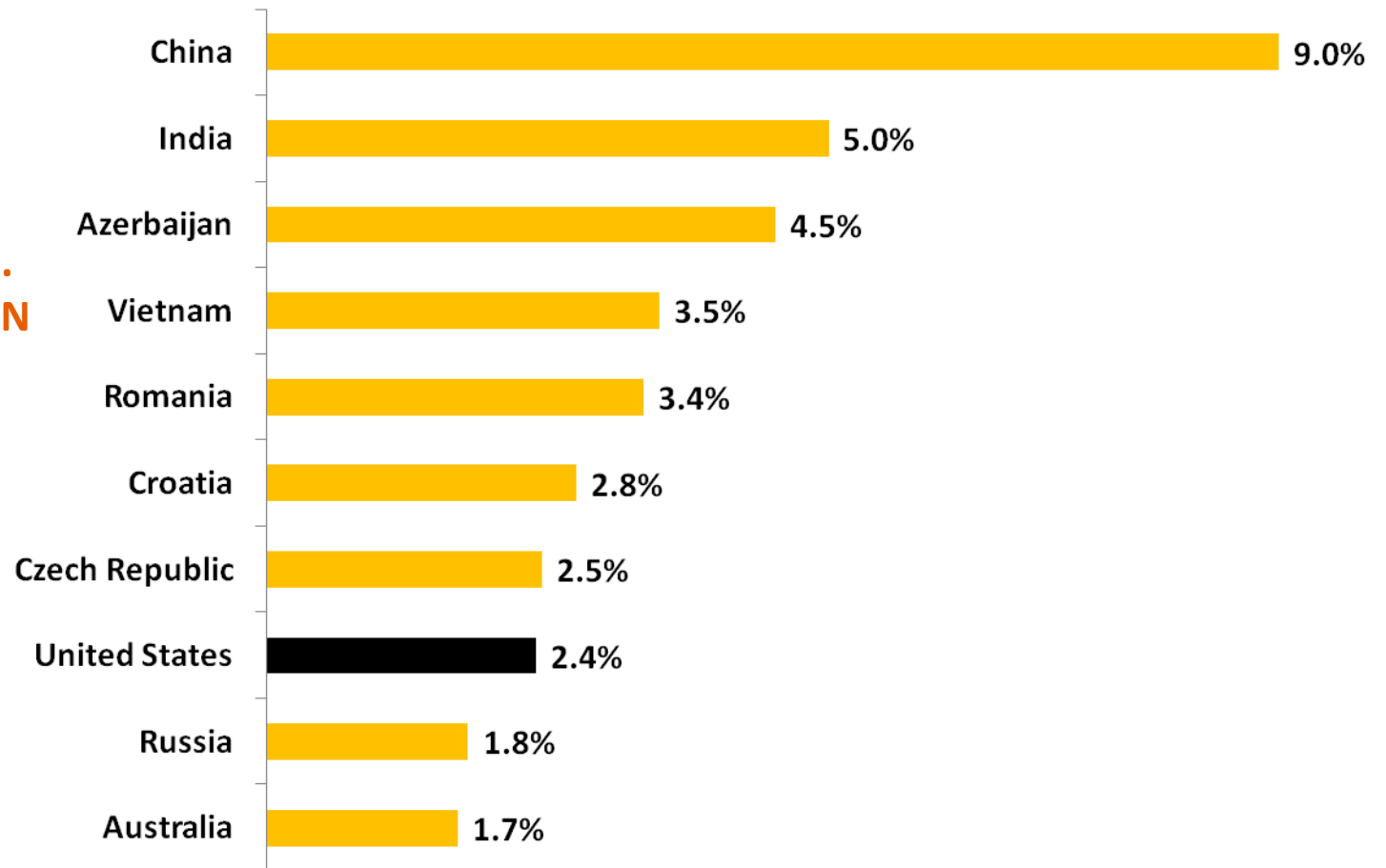


Source: IHS Global Insight, April 2011 Forecast

Exports | U.S. spends 2.4% GDP on infrastructure

**China spends
3.8 TIMES
MORE THAN THE U.S.
ON TRANSPORTATION
INFRASTRUCTURE.**

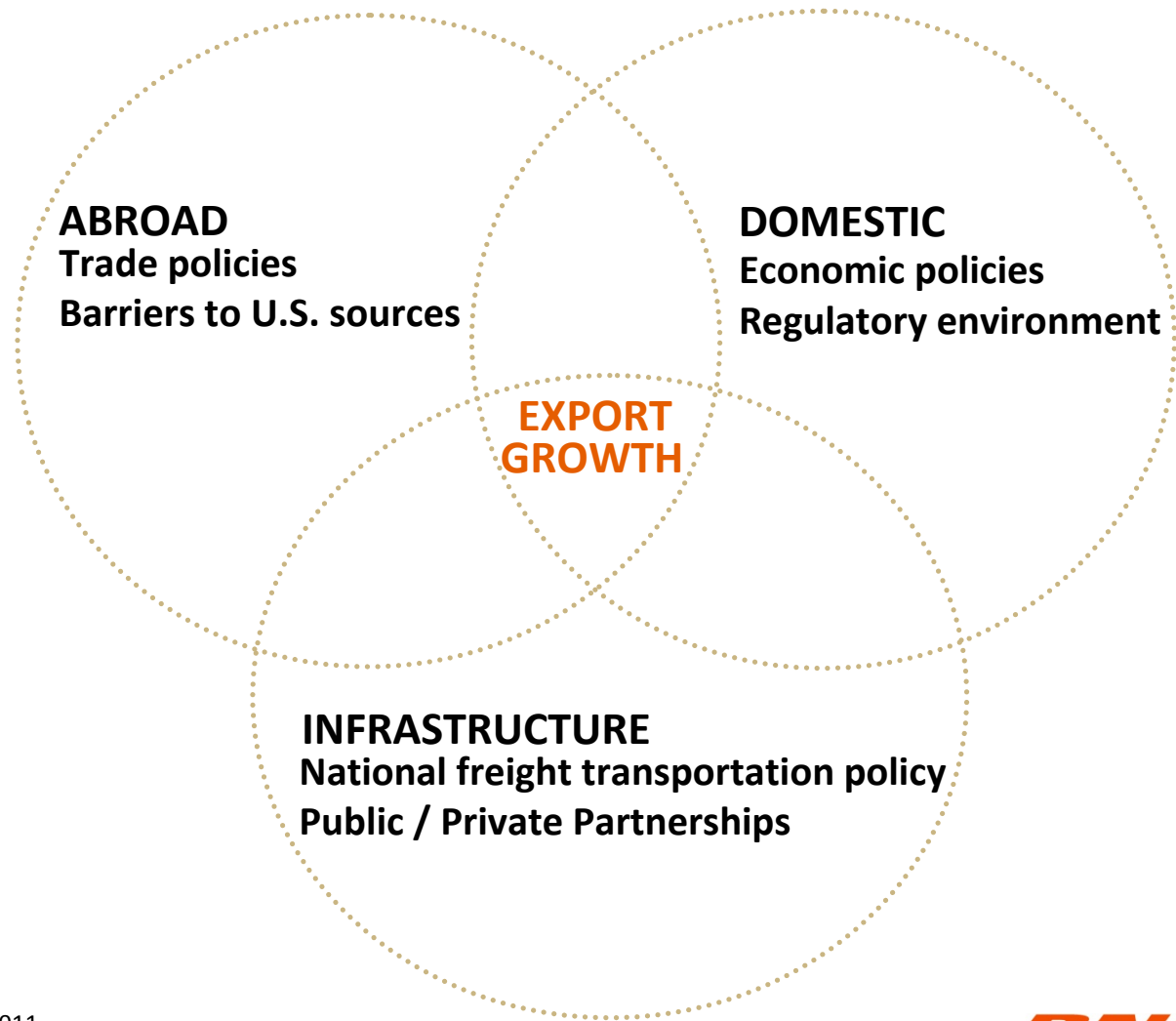
Transportation Infrastructure Spend as a Percent of GDP



Source: International Transport Forum, U.S. November 2010 Congressional Budget Office

Exports | Support export growth policies

Every
\$1 BILLION
OF EXPORTS
SUPPORTS OVER
5,000 JOBS.



Source: U.S. Department of Commerce, July 5, 2011.

Exports | Pursue Public Private Partnerships

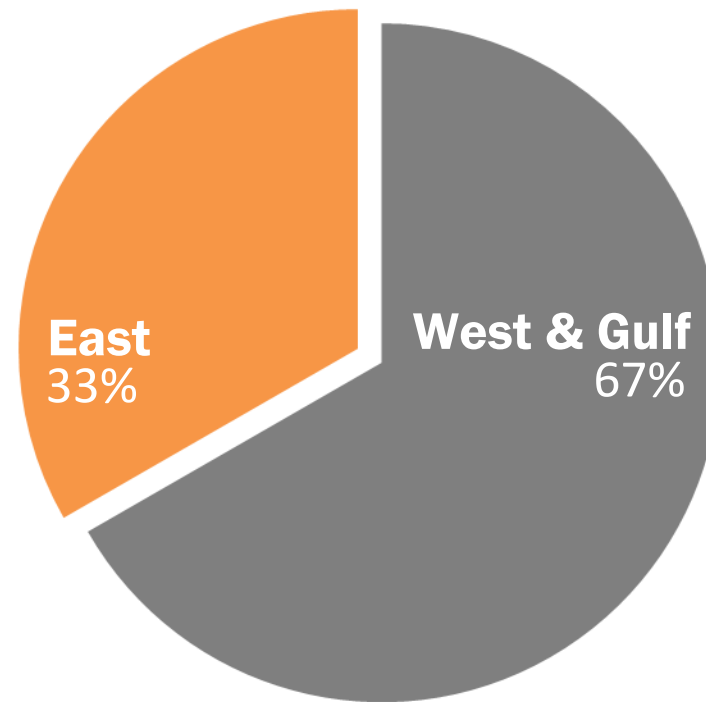
By 2030,
FREIGHT RAIL DEMAND
WILL INCREASE
92%.

Public benefits

- ✓ Increase mobility
- ✓ Reduce congestion
- ✓ Reduce pollution
- ✓ Avoid highway construction costs

Exports | Leverage strength of port network

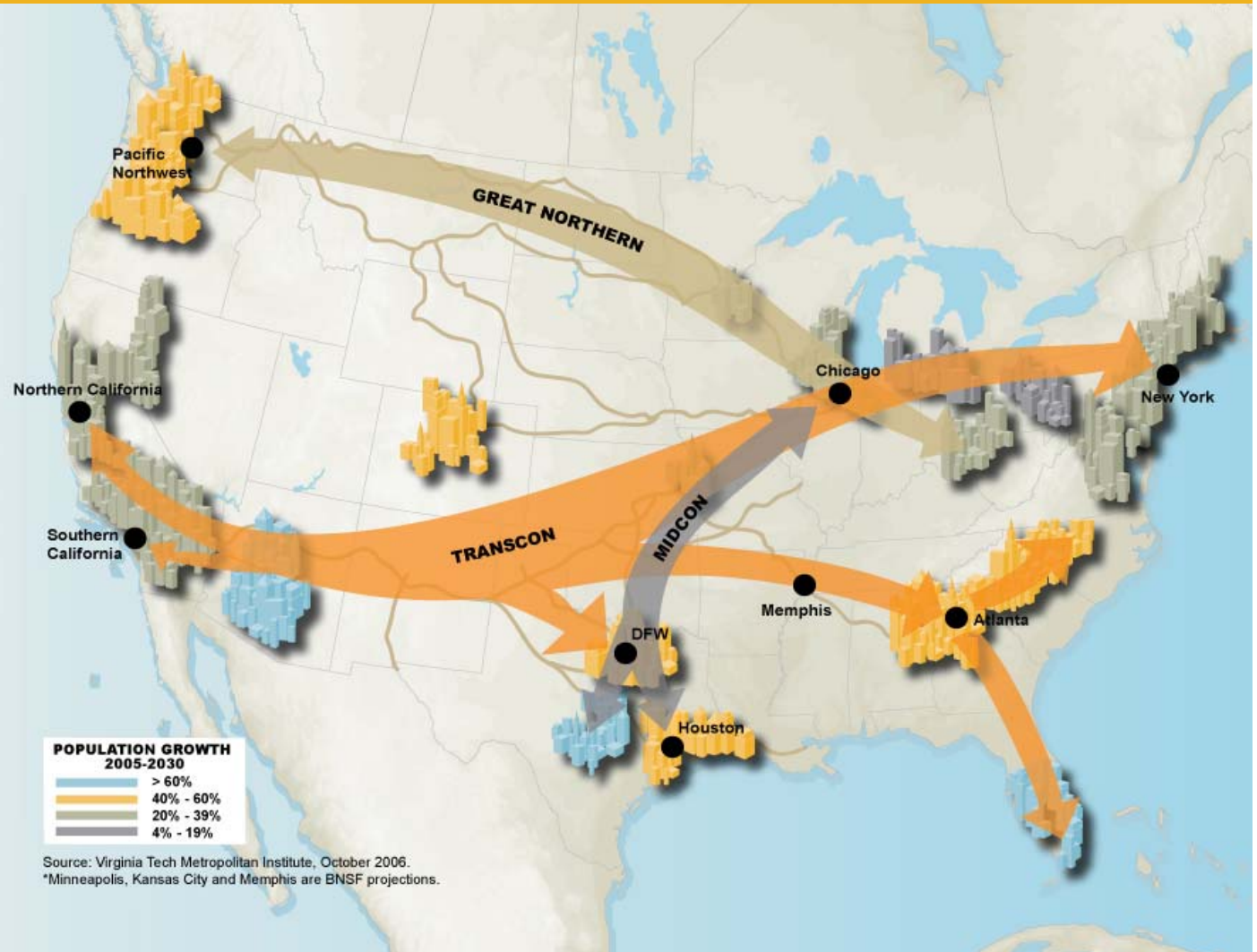
**BNSF's port network accesses
67%**
OF TOTAL U.S. GOODS
EXPORT TRADE.



Source: FY 2010 PIERS. Excludes New Orleans and Mobile as they are accessible to both Eastern and Western Carriers.

Exports | Grow by investing in Export Corridors

BNSF invested
\$30 BILLION
IN 12 YEAR PERIOD
FROM 1998 TO 2009.



Exports | Realizing the opportunity

95%

OF THE WORLD'S
CONSUMERS LIVE
OUTSIDE THE U.S.

- Exports large and growing
- Challenges exist
- Action needed to realize the opportunity

Source: [http://www/Export.gov](http://www.Export.gov), March 31, 2011

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BNSF
RAILWAY