



# A NEW ERA IN RAILROADING

North American Rail Shippers Association Conference

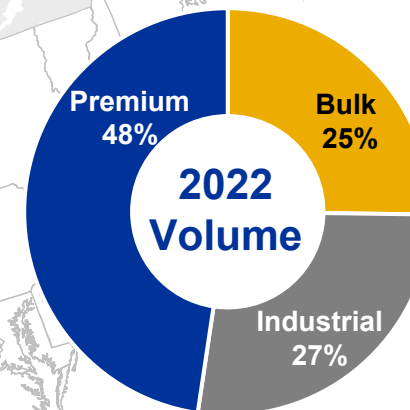
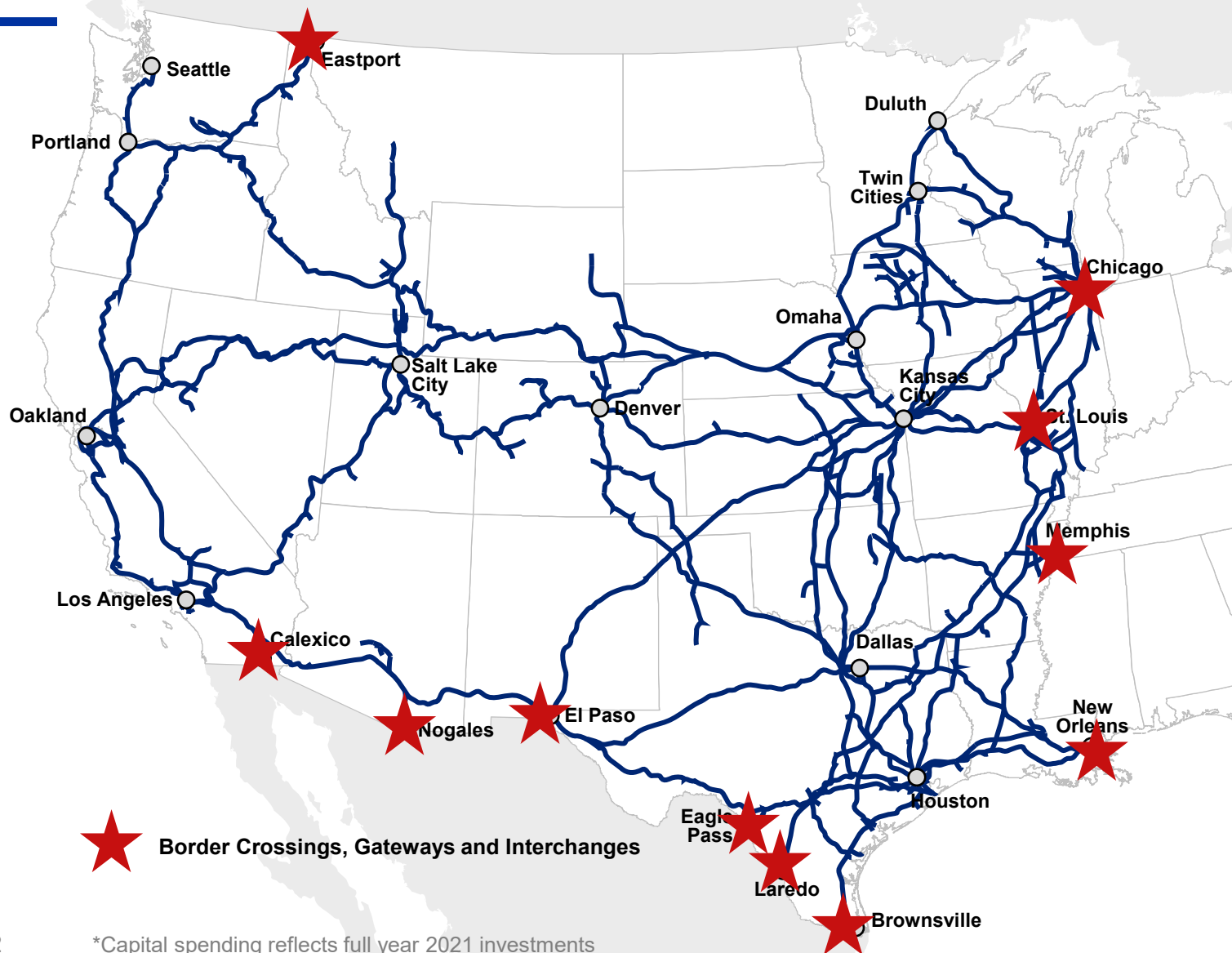
**Lance Fritz** – Chairman, President and CEO

May 25, 2023





# Premier North American Rail Franchise



- Operations in 23 States
- 32K+ Route Miles
- 10K+ Shippers
- 7K+ Locomotives
- 52K+ Freight Cars
- '23 Capital Spending \$3.6B\*

# Union Pacific Business



## BULK

Food & Beverage  
Grain  
Biofuels  
Coal  
Renewables



## PREMIUM

Intermodal  
Autos



## INDUSTRIAL



Plastics  
Industrial Chemicals  
Soda Ash  
Construction  
Metals  
Forest  
Specialized  
LPG & Petroleum

**\$23.2 BILLION**  
2022 Freight Revenue

# 2023 Volume Outlook

## Bulk



- Grain
- ↔ Coal
- + Biofuels

## Industrial



- Industrial Production
- Forest Products
- + Metals
- + Construction

## Premium



- ↔ Domestic Intermodal
- ↔ International Intermodal
- + Automotive



# Investing In Our Future

~\$3.6 Billion 2023 Capital Plan

53%



**\$1.9 B**  
Infrastructure  
Replacement

19%



**\$0.7 B**  
Locomotives  
& Equipment

17%



**\$0.6 B**  
Capacity &  
Commercial Facilities

11%



**\$0.4 B**  
Technology  
& Other





# Serve, Grow, Win, Together





# Serve: Safe, Consistent, Reliable and Efficient Service

---





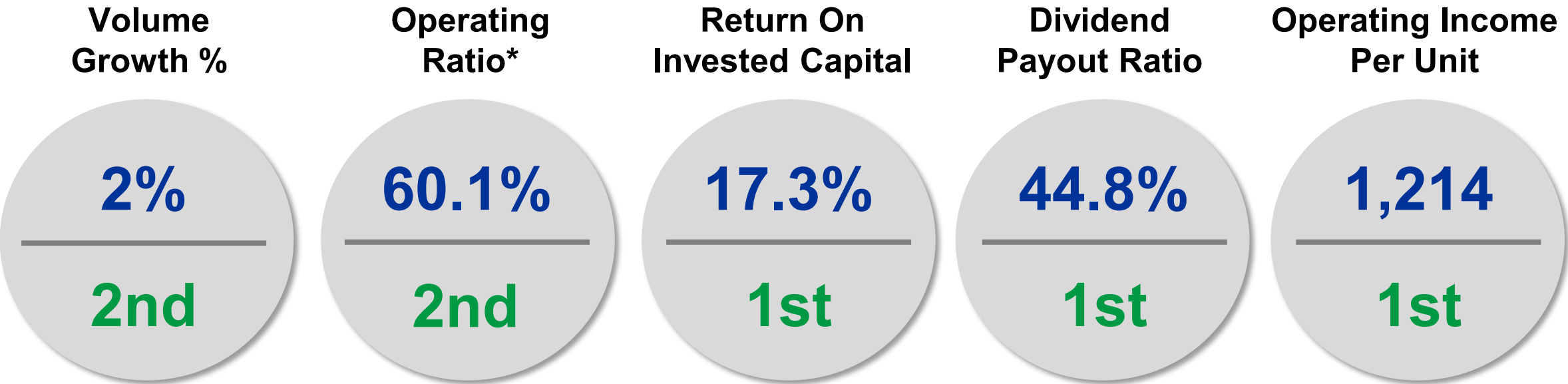
# Grow: Advancing Customer Experience & Expanding Our Reach





# Win: Leveraging Premier Franchise to Deliver Strong Results

## 2022 Results & Industry Rank



Train Length 9,329  
Flat vs. 2021  
(Max on Route)

Record Fuel Consumption Rate  
-1% vs. 2021

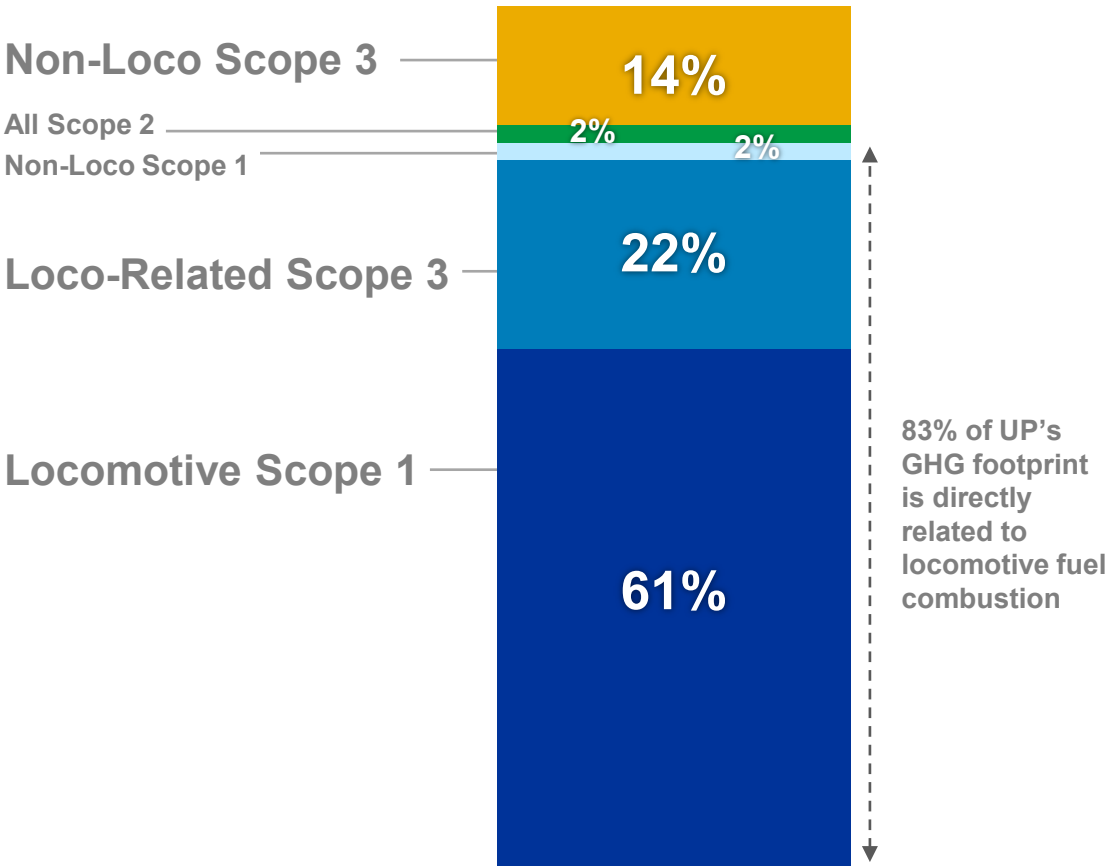
\*Excludes Real Estate Gains & One-Time Items





# Together: Sustainability and DE&I Progress

Union Pacific's Baseline (2018)  
Green House Gas (GHG) Footprint





# Washington Issues







# A NEW ERA IN RAILROADING

North American Rail Shippers Association Conference

**Lance Fritz** – Chairman, President and CEO

May 25, 2023

