

UNION PACIFIC CORPORATION AND SUBSIDIARY COMPANIES

Non-GAAP Measures Reconciliation to GAAP

Free Cash Flow*

<i>Millions,</i>		
<i>for the Nine Months Ended September 30,</i>		
	2015	2014
Cash provided by operating activities	\$ 5,625	\$ 5,358
Cash used in investing activities	(3,250)	(3,325)
Dividends paid**	(1,877)	(1,186)
Free cash flow	\$ 498	\$ 847

* Free cash flow is defined as cash provided by operating activities, less cash used in investing activities and dividends paid. Free cash flow is considered a non-GAAP measure by SEC Regulation G and Item 10 of SEC Regulation S-K, and may not be defined and calculated by other companies in the same manner. Management believes that it is an important measure in evaluating our financial performance and measures our ability to generate cash without incurring additional financing. Free cash flow should be considered in addition to, rather than as a substitute for, cash provided by operating activities.

** The 2015 dividends paid amount includes the fourth quarter 2014 dividend of \$438 million, which was paid on January 2, 2015, the first quarter 2015 dividend of \$484 million, which was paid on March 30, 2015, the second quarter 2015 dividend of \$479 million, which was paid on June 30, 2015, as well as the third quarter 2015 dividend of \$476 million, which was paid on September 30, 2015. Beginning in 2015, the timing of the dividend declaration and payable dates was aligned to occur within the same quarter.

Debt to Capital*

<i>Millions, Except Percentages</i>	Sep. 30, 2015	Dec. 31, 2014
Debt (a)	\$ 13,319	\$ 11,480
Equity	20,599	21,189
Capital (b)	\$ 33,918	\$ 32,669
Debt to capital (a/b)	39.3%	35.1%

* Total debt divided by total debt plus equity. Management believes this is an important measure in evaluating our balance sheet strength and is important in managing our credit ratios and financing relationships.

Adjusted Debt to Capital, Reconciliation to GAAP*

<i>Millions, Except Percentages</i>	Sep. 30, 2015	Dec. 31, 2014
Debt	\$ 13,319	\$ 11,480
Net present value of operating leases	2,719	2,902
Unfunded pension and OPEB	455	523
Adjusted debt (a)	16,493	14,905
Equity	20,599	21,189
Adjusted capital (b)	\$ 37,092	\$ 36,094
Adjusted debt to capital (a/b)	44.5%	41.3%

* Total debt plus net present value of operating leases plus after-tax unfunded pension and OPEB obligation divided by total debt plus net present value of operating leases plus after-tax unfunded pension and OPEB obligation plus equity. Operating leases were discounted using 4.9% and 5.3% at September 30, 2015 and December 31, 2014, respectively. The discount rate reflects our effective interest rate. Adjusted debt to capital is considered a non-GAAP financial measure by SEC Regulation G and Item 10 of SEC Regulation S-K, and may not be defined and calculated by other companies in the same manner. Management believes this is an important measure in evaluating the total amount of leverage in our capital structure including off-balance sheet obligations.

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Non-GAAP Measures Reconciliation to GAAP

Adjusted Debt / Adjusted EBITDA*

<i>Millions, Except Ratios for the Twelve Months Ended,</i>	Sep. 30, 2015	<i>Dec. 31, 2014</i>
Operating income	\$ 8,507	\$ 8,753
Depreciation	1,984	1,904
EBITDA	\$ 10,491	\$ 10,657
Interest on present value of operating leases	133	154
Adjusted EBITDA (a)	\$ 10,624	\$ 10,811
Debt	\$ 13,319	\$ 11,480
Net present value of operating leases	2,719	2,902
Unfunded pension and OPEB	455	523
Adjusted debt (b)	\$ 16,493	\$ 14,905
Adjusted debt / Adjusted EBITDA (b/a)	1.6	1.4

* Total debt plus net present value of operating leases plus after-tax unfunded pension and OPEB obligation divided by operating income plus depreciation plus interest on present value of operating leases. Operating leases were discounted using 4.9% and 5.3% at September 30, 2015 and December 31, 2014, respectively. Adjusted debt to adjusted EBITDA (earnings before interest, taxes, depreciation, and amortization) is considered a non-GAAP financial measure by SEC Regulation G and Item 10 of SEC Regulation S-K, and may not be defined and calculated by other companies in the same manner. Management believes this measure is important in evaluating the Company's ability to sustain given debt levels (including leases) with the cash generated from operations. In addition, a comparable measure is used by rating agencies when reviewing the Company's credit rating.