

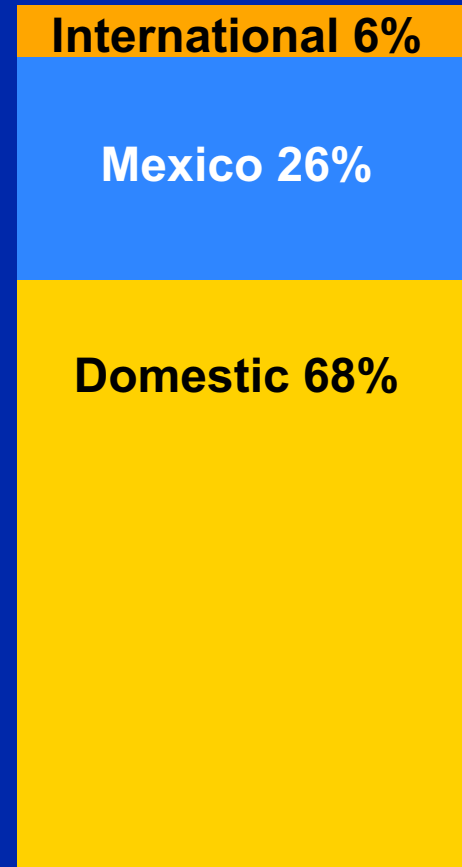
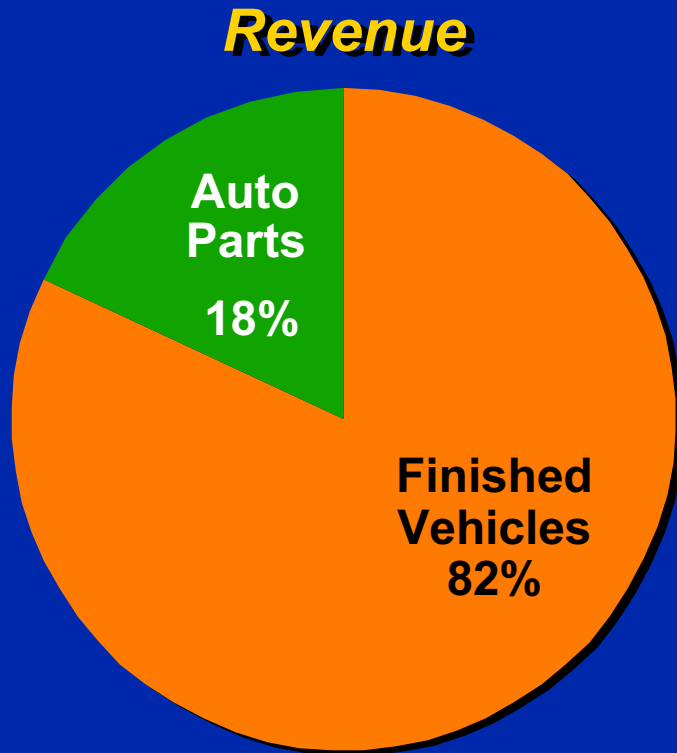
Automotive John Kaiser



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Business Dimensions

2001 Revenue \$1.1 Billion

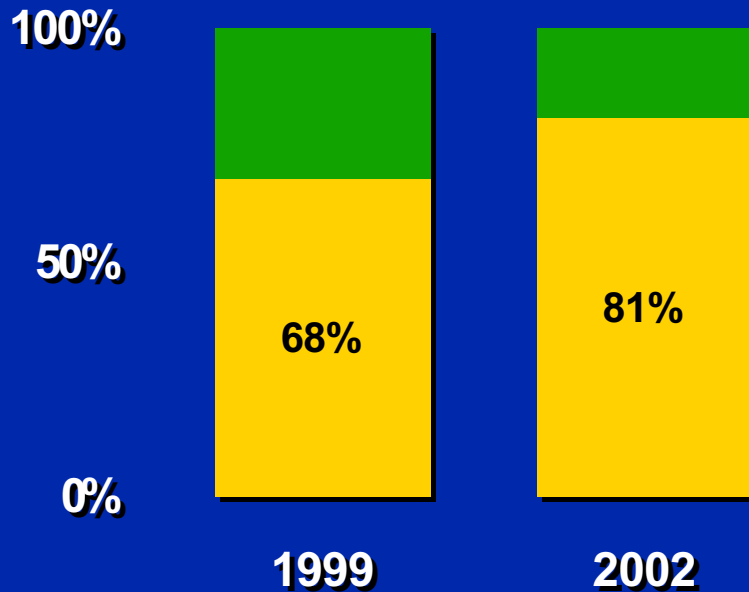


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Automotive - Western Market Share

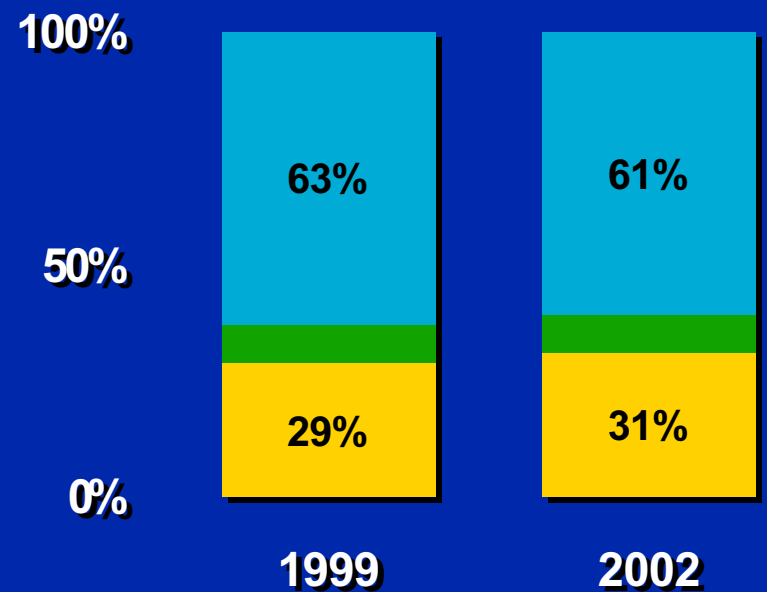
Industry Leader

Vehicles



■ UP ■ Other Rail

Parts








■ UP ■ Other Rail ■ Truck



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Automotive Industry Leadership

Providing a Competitive Advantage for Our Customers

<u>UP Strengths</u>	<u>Value to Customers</u>
Premium Network	Reliability provided by dedicated products
Vehicle Level Visibility	UP Corporation technology strength   
Close to Market Ramps	42 vehicle distribution centers • Delivery advantage • Industry leading quality 
Multi-level Advantage	Largest fleet owner with the Newest multi-levels 

Automotive Customer Recognition



DAIMLERCHRYSLER
Gold Award
1999, 2000, 2001



**General
Motors**

Supplier of the Year

UPS Autogistics®

Carrier of the Year (FORD)



TOYOTA

President's Logistics Award

1999, 2000, 2001

Revenue Drivers

Automotive

Market

- North American Vehicle Sales

Price

- Value-Added Solutions

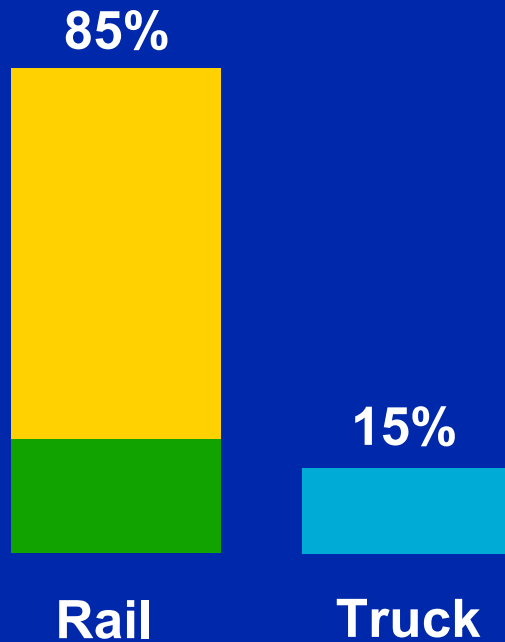
Penetration

- International Vehicles
- Target Truck Share
 - Auto Parts Conversion
 - Premium Vehicles

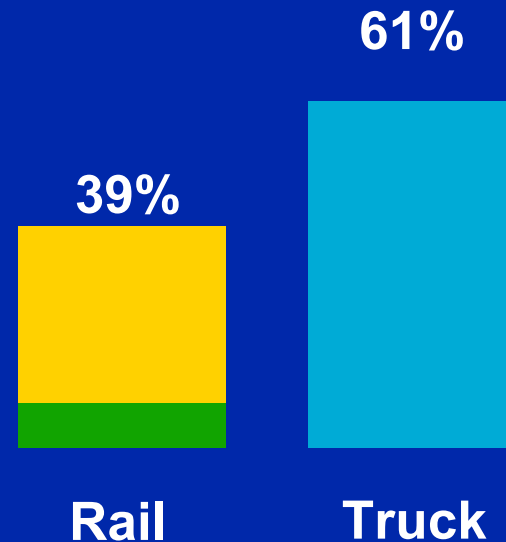
Automotive - Market Opportunity

Targeting Truck Share

Vehicles



Parts



UP

Other Rail



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Premium Automotive Parts Network

Automotive



CP



CSX



Chicago/Midwest

Detroit

Salem

Memphis

Nogales

El Paso

Laredo

Brownsville

 Ferrocarril Mexicano

 **TFM** TRANSPORTACION FERROVIARIA MEXICANA



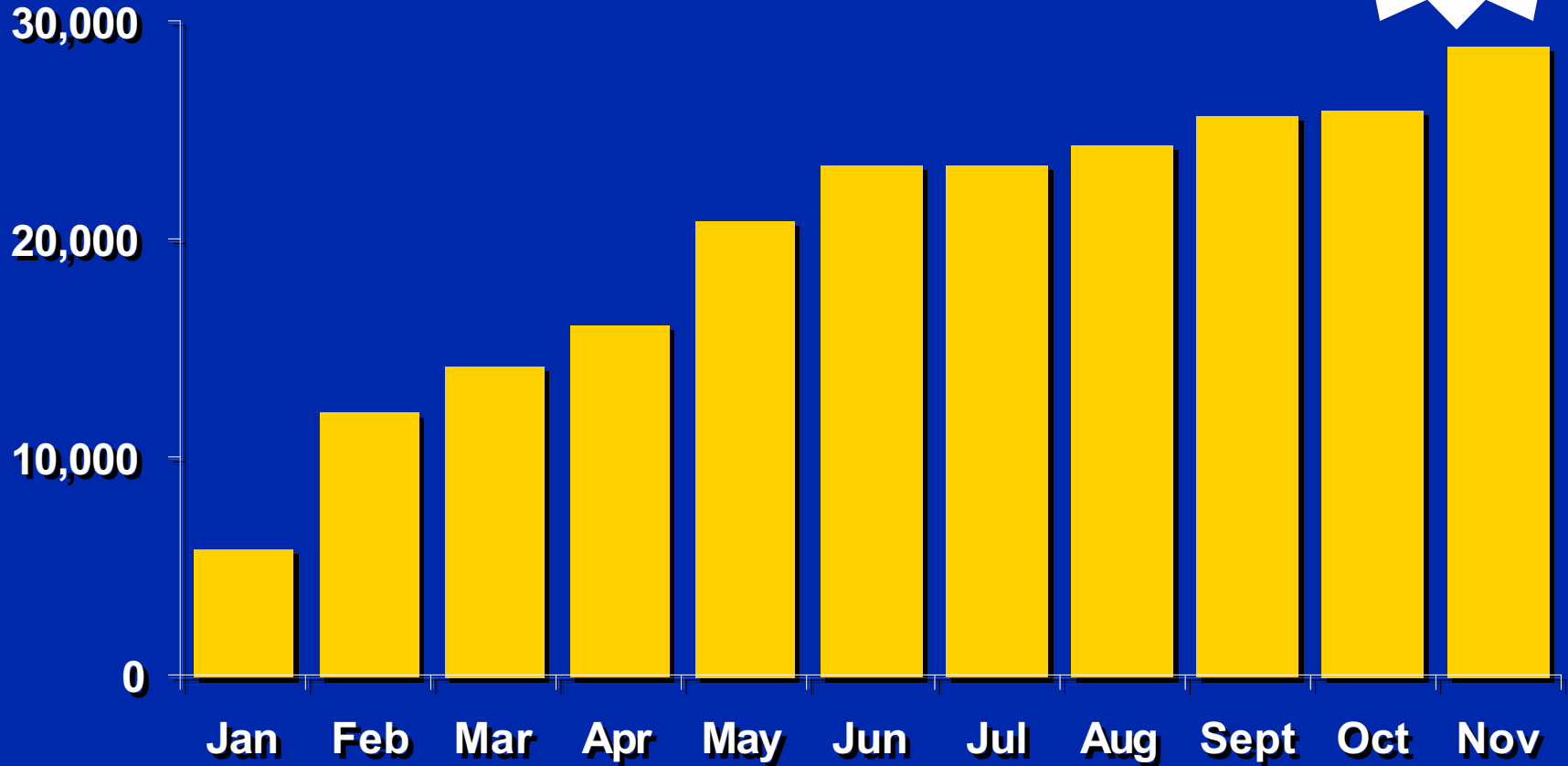
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Parts Volume Converted from Highway

2002 YTD

Annual Truckload Equivalents

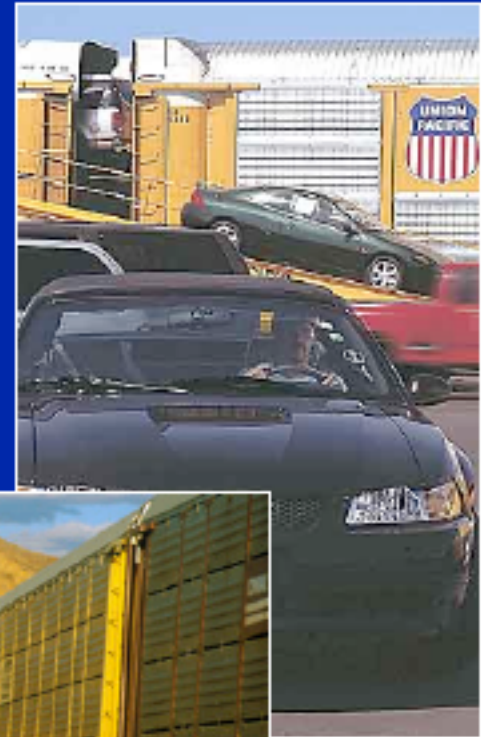


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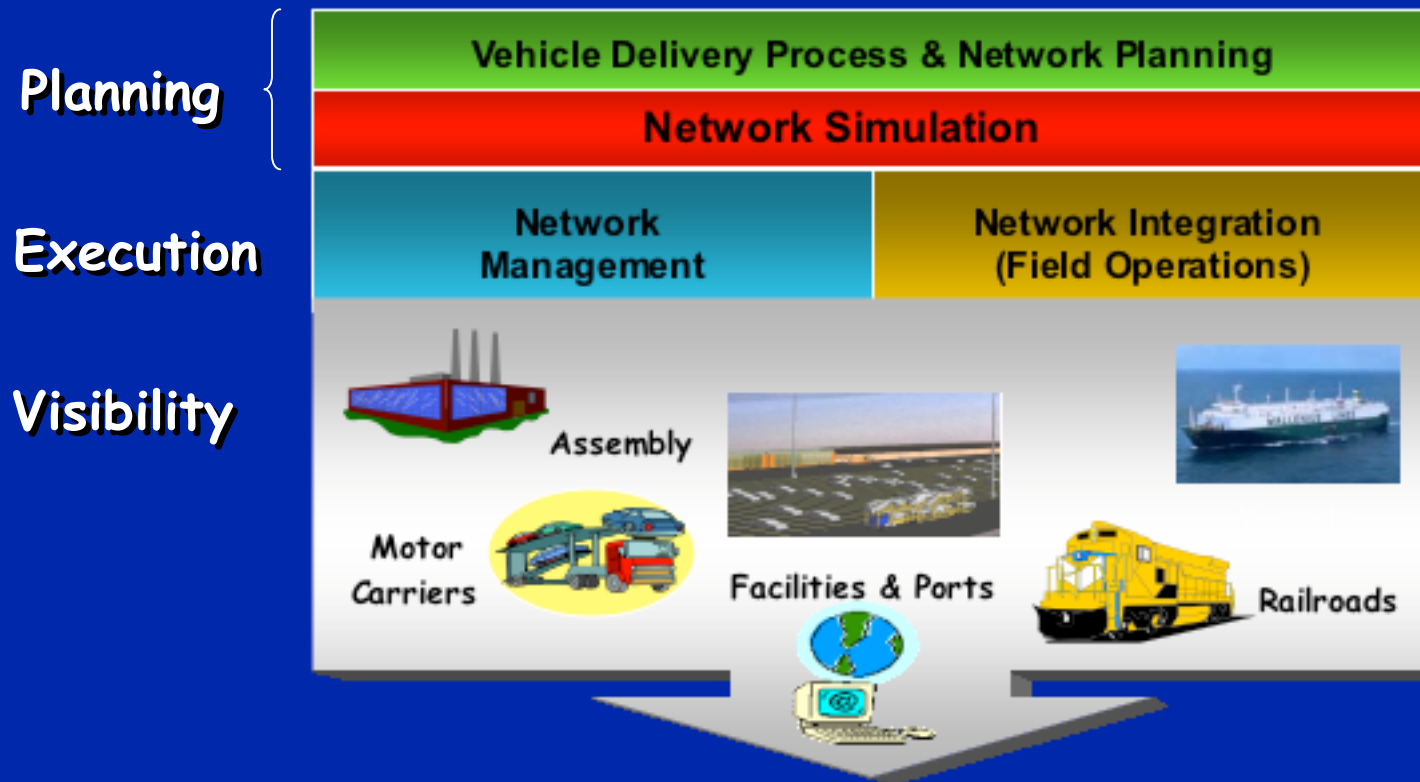
Cost Drivers

Automotive

- **Cycle Time**
- **Eastbound Asset Utilization**
- **Technology**
- **Vehicle Dwell**



Union Pacific Offers Industry Leading Products and Services to Speed Vehicles and Parts to Market

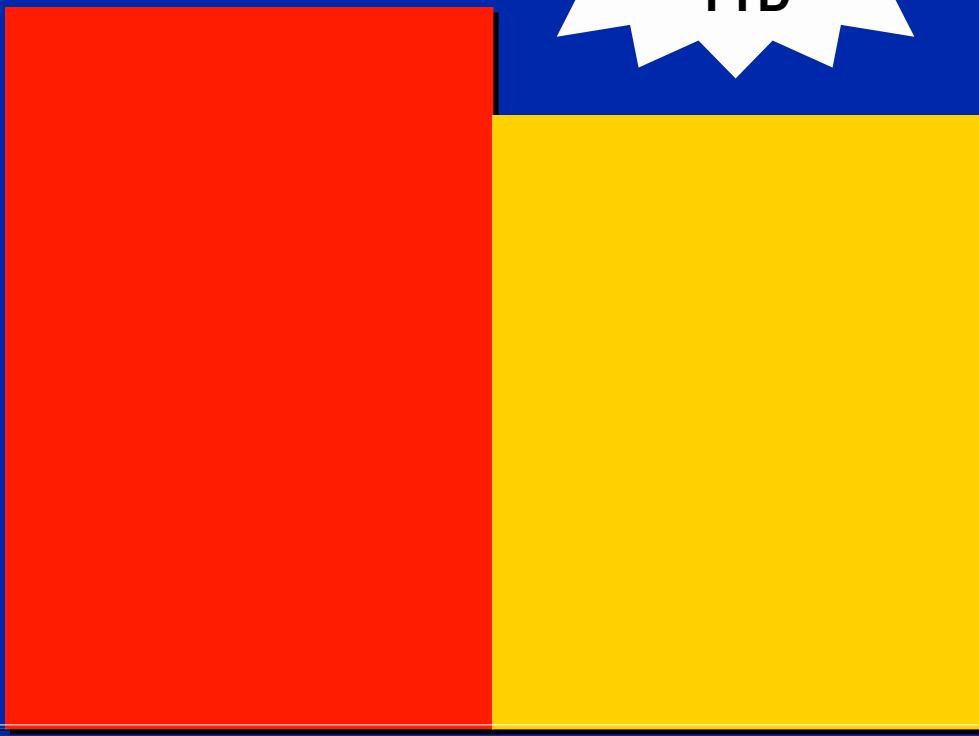


- ***Speed to Market & Reliability***
- ***Process Control & Continuous Improvement***
- ***Visibility, Responsiveness & Customer Satisfaction***

Vehicle Dwell Reduction

1999 vs 2002 YTD

15%
Reduction
YTD



1999

2002

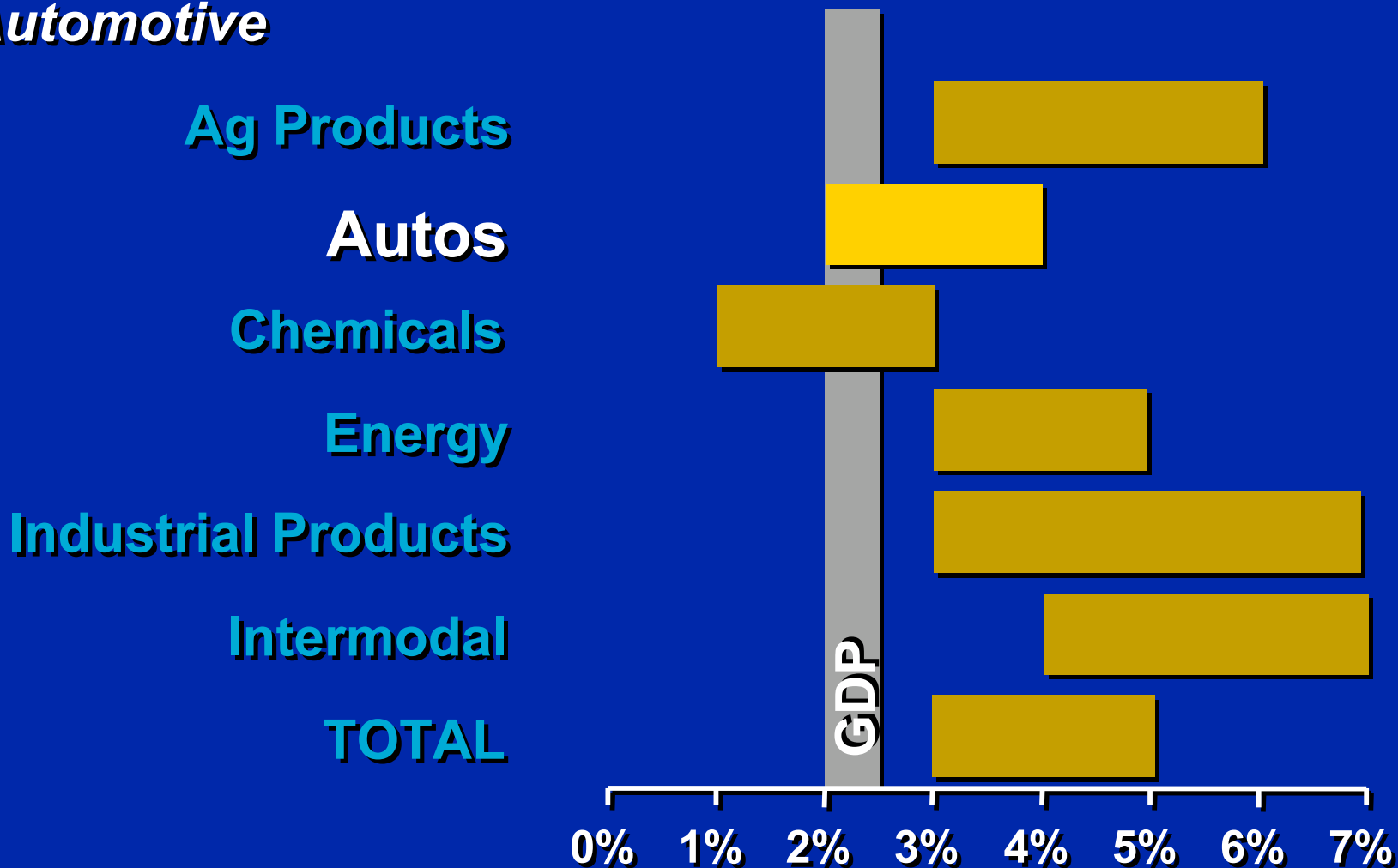
Days Dwell on UP Ramps



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Revenue Growth Potential

Automotive



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Union Pacific



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