

UNION PACIFIC IN NEW MEXICO



BUILDING AMERICA®

2018 FAST FACTS

| | |
|----------------------------|----------------|
| Miles of Track | 618 |
| Annual Payroll..... | \$48.8 million |
| In-State Purchases | \$2.1 million |
| Capital Investment | \$43.3 million |
| Community Giving | \$131,100 |
| Employees | 503 |
| U.S. Jobs Supported* | 4,527 |

*Each American freight rail job supports 9 jobs elsewhere in the U.S. economy. (Association of American Railroads)



RAIL CARS ORIGINATED IN NEW MEXICO

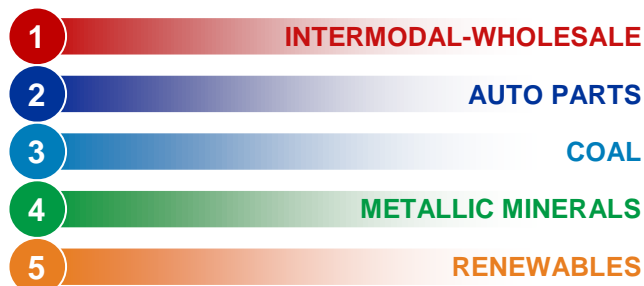
| | |
|-----------|--------|
| 2014..... | 42,359 |
| 2015..... | 46,934 |
| 2016..... | 46,597 |
| 2017..... | 47,480 |
| 2018..... | 66,856 |

RAIL CARS TERMINATED IN NEW MEXICO

| | |
|-----------|--------|
| 2014..... | 50,607 |
| 2015..... | 53,013 |
| 2016..... | 46,396 |
| 2017..... | 44,937 |
| 2018..... | 67,048 |

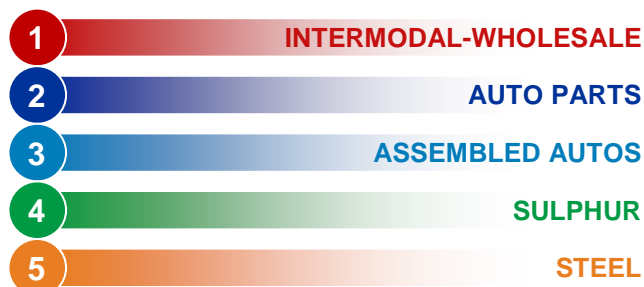
TOP FIVE COMMODITIES SHIPPED

2018 BY VOLUME



TOP FIVE COMMODITIES RECEIVED

2018 BY VOLUME



UNION PACIFIC: DRIVING NEW MEXICO GROWTH

The 618 miles of Union Pacific track in New Mexico are key pieces to two of the railroad's most significant branches. Union Pacific's Sunset Route, a 760-mile corridor between Los Angeles and El Paso, passes through the southern portion of the state between Lordsburg and Santa Teresa. The rail line that heads north out of Santa Teresa and through Tucumcari is part of a key route connecting Southern California and the Midwest. Union Pacific serves a number of customers in New Mexico, with auto parts and minerals as the most prevalent commodities shipped and received.

The maintenance and improvement of the rail lines in New Mexico are critical to the efficient flow of traffic, for trains traveling through the state and trains serving local customers. From 2014 - 2018, Union Pacific invested more than \$234 million of private capital into New Mexico rail infrastructure.

UNION PACIFIC IN NEW MEXICO

INNOVATIVE SOLUTIONS

Union Pacific's rails are technological runways enhanced with GPS, specialized sensors and, in some areas, Positive Train Control (PTC). PTC is an advanced system designed to automatically stop a train before certain incidents occur, such as train-to-train collisions and derailments caused by excessive speed or movement through misaligned track switches. PTC is installed on 100 percent of required Union Pacific rail lines; implementation efforts continue to ensure interoperability with other freight and passenger railroads operating on our tracks by 2020.

The east-west lines and the north-south lines in New Mexico converge at Santa Teresa, home to Union Pacific's 2,200-acre intermodal ramp and refueling station. Employing state-of-the-art technologies, the facility allows the secure and efficient transference of shipping containers from train to truck. Completed in 2014, the \$470 million project has also become a catalyst for additional economic development, including warehouses, trucking and logistical distribution centers.

SERVING MORE THAN JUST CUSTOMERS

The benefits of Union Pacific's world-class franchise extend beyond its customers. Freight trains generate a carbon footprint that is an average of 75 percent less than trucks. Each train can carry the equivalent cargo of approximately 300 trucks. Every year, Union Pacific trains eliminate the need for thousands of trucks on New Mexico highways, helping ease congestion for drivers.

Union Pacific proudly supports New Mexico nonprofit organizations through its Community Ties Giving Program. In 2018, Union Pacific donated more than \$131,100 to New Mexico charitable organizations, such as the New Mexico State University Foundation, Santa Fe Beautiful Committee and Santa Teresa Charitable Foundation. Grants are awarded to programs meeting one of Union Pacific's philanthropic objectives: helping communities prevent and prepare for accidents and emergencies; fostering skills development for family-supporting jobs; and creating vibrant community spaces.

AMERICA'S PREMIER RAILROAD

One of America's most recognized companies, Union Pacific Railroad (NYSE: UNP) connects 23 states in the western two-thirds of the country by rail, providing a critical link in the global supply chain. From 2009-2018, Union Pacific invested approximately \$34 billion in its network and operations to support America's transportation infrastructure. The railroad's diversified business mix includes Agricultural Products, Energy, and Industrial and Premium business groups. Union Pacific serves many of the fastest-growing U.S. population centers, operates from all major West Coast and Gulf Coast ports to eastern gateways, connects with Canada's rail systems and is the only railroad serving all six major Mexico gateways. Union Pacific provides value to its roughly 10,000 customers by delivering products in a safe, reliable, fuel-efficient and environmentally responsible manner.

CONTACT US

24-Hour Emergency Hotline – Response Management:
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(402) 544-5000 or (888) 870-8777

Community Contacts:
www.up.com/aboutup/community/community_contacts

Media Contacts:
www.up.com/media/contacts