

## Union Pacific Railroad New Commodity Group Mapping

2017 Commodity Group Mapping					
Agricultural Products	Automotive	Chemicals	Coal	Industrial Products	Intermodal
Grain Grain Products Food & Refrigerated	Finished Vehicles Auto Parts	Petroleum & LPG Fertilizer Plastics Industrial Chemicals Soda Ash	Powder River Basin Coal Other Coal Coke	Construction Metals Specialized Markets Frac Sand Other Minerals Lumber Paper	International Intermodal Domestic Intermodal

2018 Commodity Group Mapping					
	Agricultural Products	Energy	Industrial	Premium	
	Grain Grain Products Food & Refrigerated Fertilizer	Powder River Basin Coal Other Coal Coke Frac Sand Petroleum & LPG	Construction Metals Specialized Markets Other Minerals Lumber Paper Plastics Industrial Chemicals Soda Ash	International Intermodal Domestic Intermodal Finished Vehicles Auto Parts	

2018 AAR Carload Mapping					
	Agricultural Products	Energy	Industrial	Premium	
	Grain Farm Products, Except Grain Grain Mill Products Food & Kindred Products	Coal Crushed Stone, Gravel & Sand <sup>4</sup> Petroleum Products Coke	Metallic Ores Nonmetallic Minerals <sup>1</sup> Primary Forest Products Lumber & Wood Products Pulp, Paper & Allied Products Chemicals <sup>2,3</sup> Stone, Clay & Glass Products Metals & Products Iron & Steel Scrap Waste & Nonferrous Scrap All Other	Motor Vehicles & Equipment Intermodal Containers Intermodal Trailers	

<sup>1</sup> Includes Sulfur, which Union Pacific classifies as Agricultural Products

<sup>2</sup> Includes Sulfuric Acid, which Union Pacific classifies as Agricultural Products

<sup>3</sup> Includes Fertilizer and Ethanol, which Union Pacific classifies as Agricultural Products

<sup>4</sup> Includes Crushed Stone and Gravel, which Union Pacific classifies as Industrial

**Union Pacific Railroad**  
**Freight Revenue, Revenue Carloads & Average Revenue per Car (ARC)**  
**2013 - 2017**

Commodity Group	Metric	2013	2014	2015	2016	2017				
						1Q	2Q	3Q	4Q	Full Year
Ag Products	Freight Revenues (000's)	\$3,847,701	\$4,403,810	\$4,195,092	\$4,209,305	\$1,093,555	\$1,064,275	\$1,072,235	\$1,072,642	\$4,302,707
	Carloads (000's)	1,052	1,162	1,124	1,151	290	289	280	282	1,141
	ARC	\$3,659	\$3,790	\$3,733	\$3,657	\$3,768	\$3,687	\$3,827	\$3,800	\$3,770
Energy	Freight Revenues (000's)	\$5,871,831	\$6,342,006	\$4,966,822	\$3,715,305	\$1,024,537	\$1,056,361	\$1,203,934	\$1,213,179	\$4,498,011
	Carloads (000's)	2,215	2,325	1,896	1,510	395	391	448	442	1,675
	ARC	\$2,651	\$2,728	\$2,620	\$2,461	\$2,593	\$2,702	\$2,690	\$2,746	\$2,685
Industrial	Freight Revenues (000's)	\$4,862,096	\$5,226,496	\$5,008,546	\$4,963,530	\$1,264,280	\$1,333,959	\$1,323,891	\$1,281,802	\$5,203,932
	Carloads (000's)	1,649	1,740	1,692	1,657	403	428	419	406	1,655
	ARC	\$2,948	\$3,004	\$2,960	\$2,996	\$3,140	\$3,120	\$3,159	\$3,160	\$3,145
Premium	Freight Revenues (000's)	\$6,102,151	\$6,587,209	\$6,226,105	\$5,712,712	\$1,412,068	\$1,451,311	\$1,449,860	\$1,519,385	\$5,832,624
	Carloads (000's)	4,106	4,399	4,350	4,125	1,000	1,038	1,042	1,037	4,116
	ARC	\$1,486	\$1,498	\$1,431	\$1,385	\$1,413	\$1,398	\$1,392	\$1,465	\$1,417
Total	Freight Revenues (000's)	\$20,683,779	\$22,559,521	\$20,396,565	\$18,600,852	\$4,794,440	\$4,905,906	\$5,049,920	\$5,087,007	\$19,837,273
	Carloads (000's)	9,022	9,625	9,062	8,442	2,088	2,145	2,188	2,167	8,588
	ARC	\$2,293	\$2,344	\$2,251	\$2,203	\$2,297	\$2,287	\$2,307	\$2,348	\$2,310