



November 29, 2017

Credit Suisse 5th Annual Industrials Conference

Rob Knight
CFO

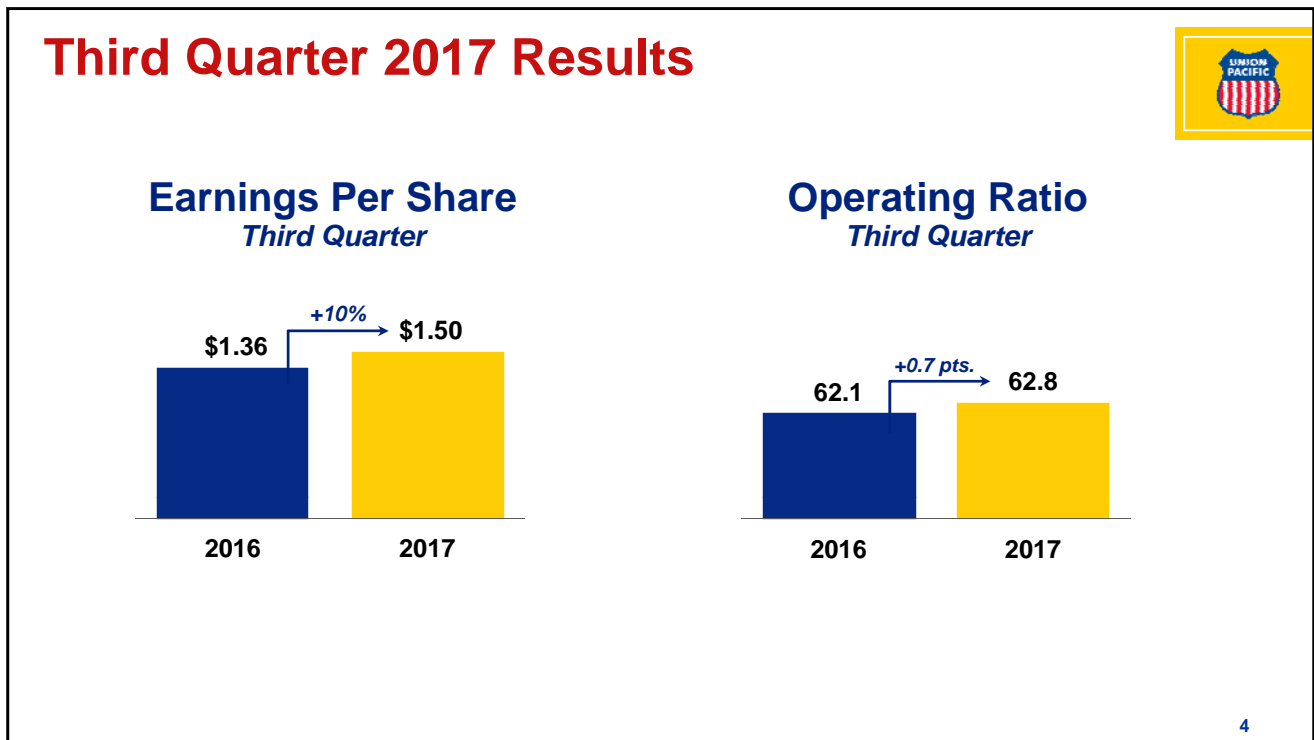
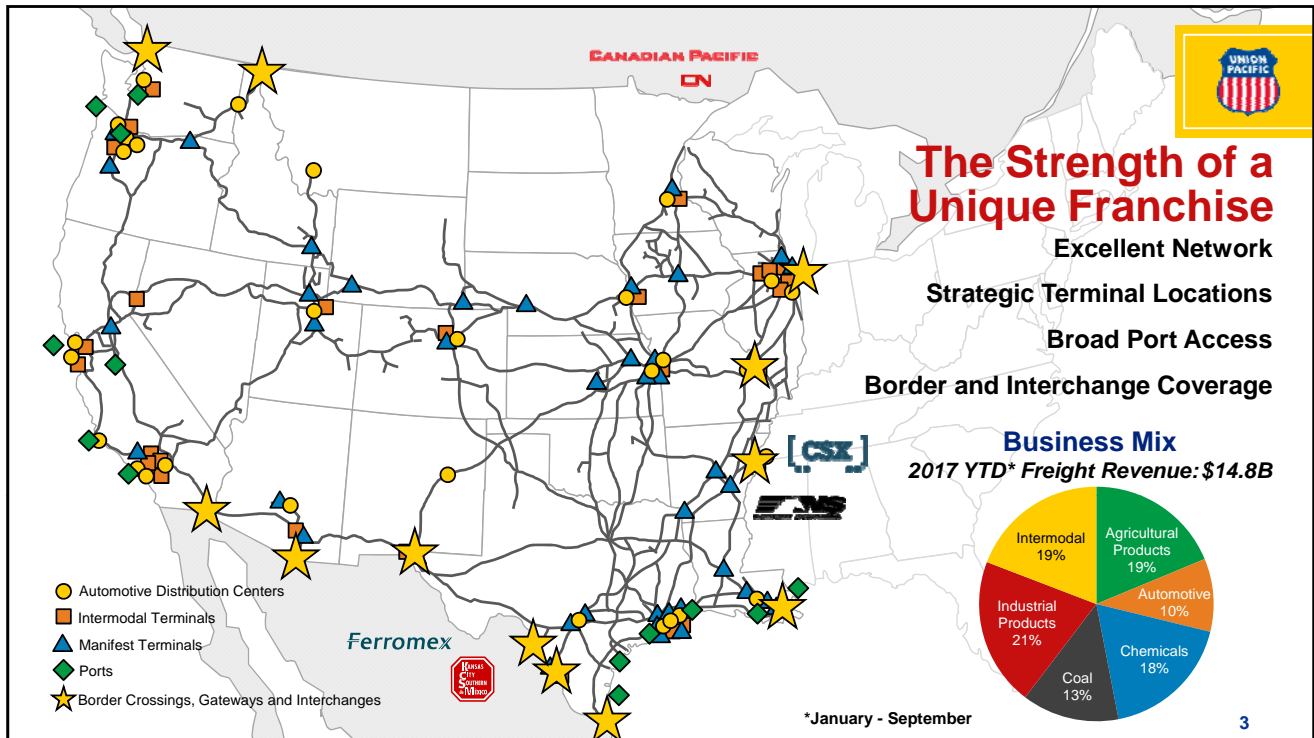
Cautionary Information



This presentation and related materials contain statements about the Company's future that are not statements of historical fact, including specifically the statements regarding the Company's expectations with respect to economic conditions; its ability to generate financial returns, improve resource productivity and use innovation to enhance customer experience; implementing corporate strategies; and providing excellent service to its customers and returns to its shareholders. These statements are, or will be, forward-looking statements as defined by the Securities Act of 1933 and the Securities Exchange Act of 1934. Forward-looking statements also generally include, without limitation, information or statements regarding: projections, predictions, expectations, estimates or forecasts as to the Company's and its subsidiaries' business, financial, and operational results, and future economic performance; and management's beliefs, expectations, goals, and objectives and other similar expressions concerning matters that are not historical facts.

Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times that, or by which, such performance or results will be achieved. Forward-looking information, including expectations regarding operational and financial improvements and the Company's future performance or results are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in the statement. Important factors, including risk factors, could affect the Company's and its subsidiaries' future results and could cause those results or other outcomes to differ materially from those expressed or implied in the forward-looking statements. Information regarding risk factors and other cautionary information are available in the Company's Annual Report on Form 10-K for 2016, which was filed with the SEC on February 3, 2017. The Company updates information regarding risk factors if circumstances require such updates in its periodic reports on Form 10-Q and its subsequent Annual Reports on Form 10-K (or such other reports that may be filed with the SEC).

Forward-looking statements speak only as of, and are based only upon information available on, the date the statements were made. The Company assumes no obligation to update forward-looking information to reflect actual results, changes in assumptions or changes in other factors affecting forward-looking information. If the Company does update one or more forward-looking statements, no inference should be drawn that the Company will make additional updates with respect thereto or with respect to other forward-looking statements. References to our website are provided for convenience and, therefore, information on or available through the website is not, and should not be deemed to be, incorporated by reference herein.

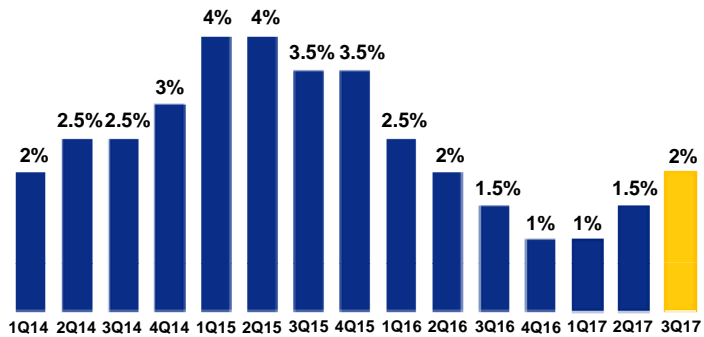


Core Pricing Trends



- Positive Core Pricing
- Challenging Environment in Some Markets
- Pricing to a Strong Value Proposition
- Committed to Returns

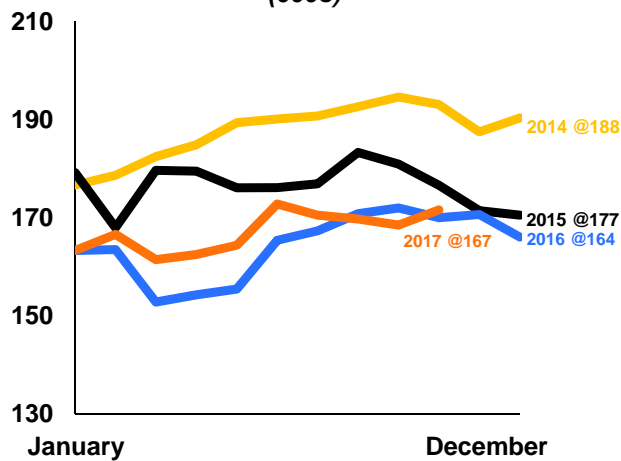
Core Pricing Gains



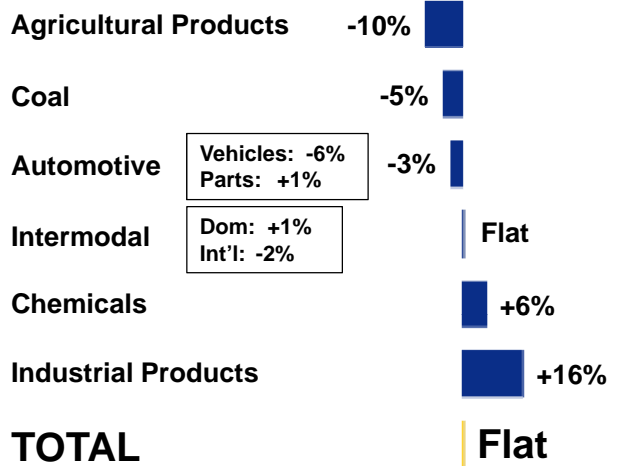
2017 Business Trends



7-Day Monthly Carloadings (000s)



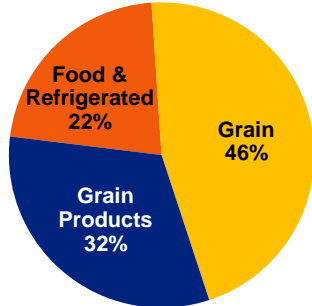
2017 4QTD Volumes* (vs 2016)



*Through November 25, 2017

Agricultural Products

2017 YTD* Volume Mix

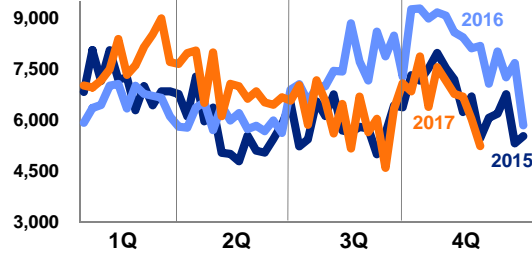


- Grain Inventories
- Export Market Fundamentals
- Food & Refrigerated Shipment Demand

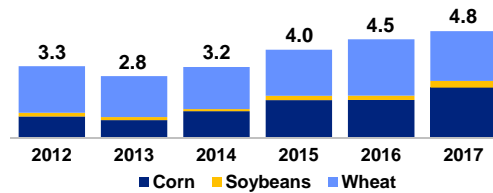
*January - September

**Through November 25, 2017

UNP Weekly Grain Carloads**
(As reported to the AAR)



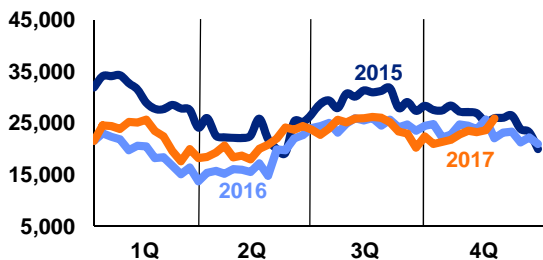
U.S. Grain Stocks*
(Bushels in Billions)



*Source: USDA; As of Sep 1st

Coal Trends

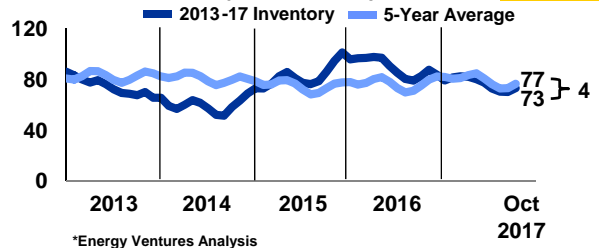
UNP Weekly Coal Carloads*
(As reported to the AAR)



- Weather Impacts Demand
- Natural Gas Prices
- Coal Inventory Levels

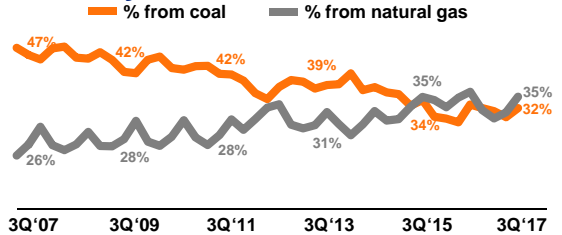
*Through November 25, 2017

Powder River Basin Coal Stockpiles*
(Tons in MM)



*Energy Ventures Analysis

Electricity Generation Market Share**

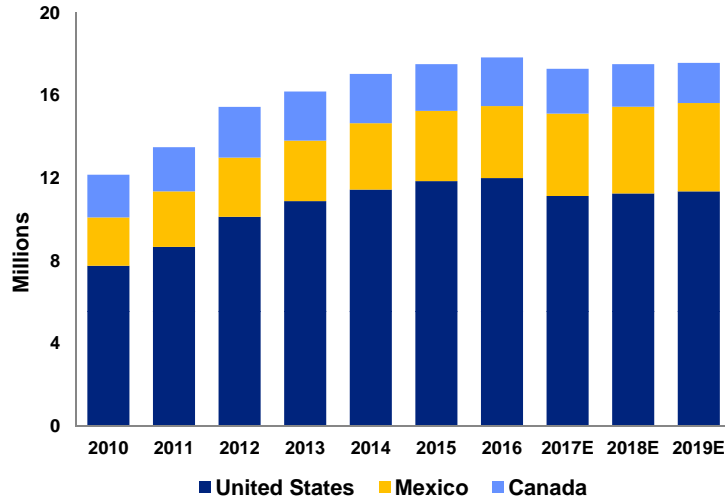


**U.S. Energy Information Administration (EIA)

North American Auto Production

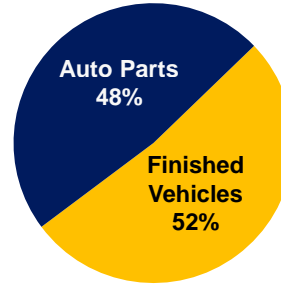


North American Light Vehicle Production Forecast*



*Source: IHS Global Insight October 2017

2017 YTD** Volume Mix



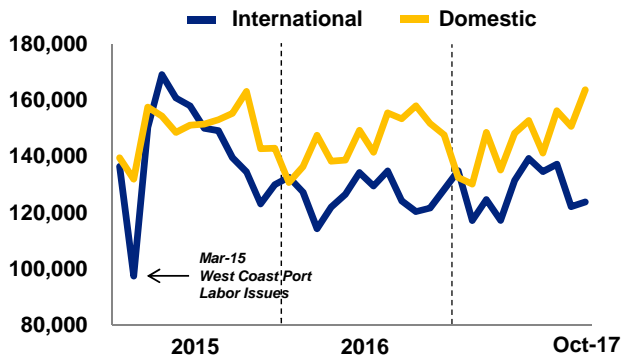
- Cautious on Auto Sales
- Continued Focus on Parts Opportunity

**January - September

Intermodal



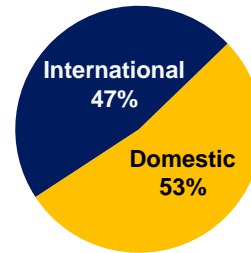
UNP Monthly Intermodal Volume



- Trans Pacific Market Challenges
- Truck Capacity & Economic Outlook

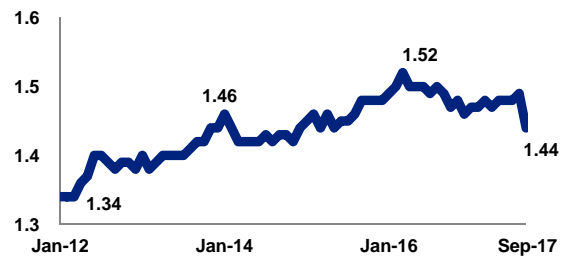
*January - September

2017 YTD* Volume Mix



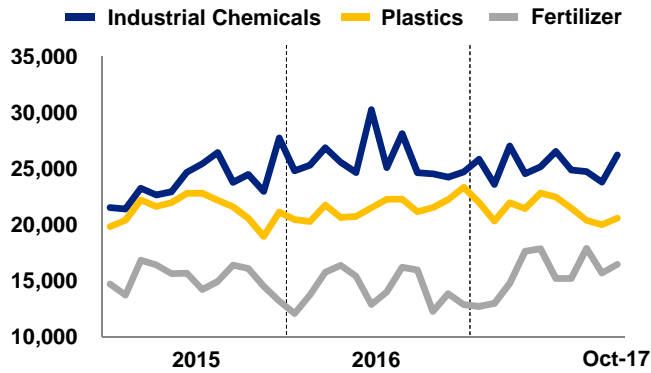
Retail Inventory-to-Sales Ratio

Source: U.S. Bureau of Economic Analysis



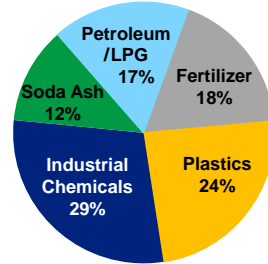
Chemicals

UNP Monthly Volumes

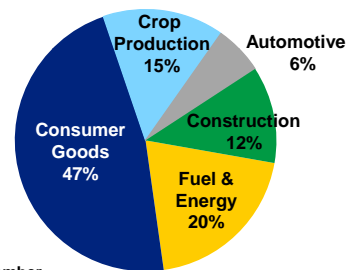


- Solid Base Chemicals
- Anticipated Strength in Plastics

2017 YTD* Volume Mix



Key End-Use Markets (% of 2016 Volume)

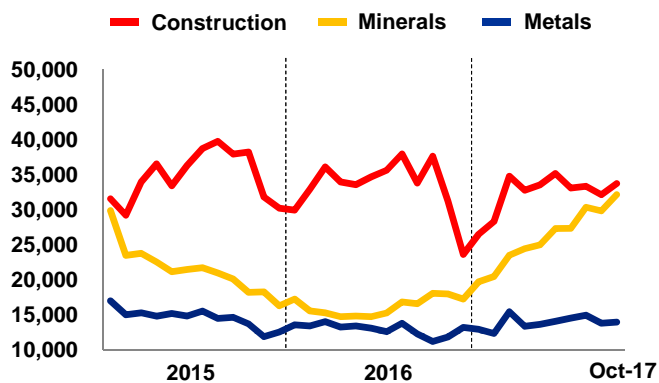


*January - September

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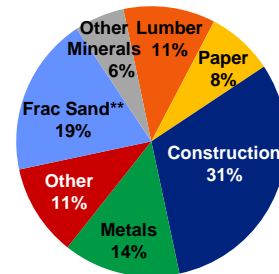
Industrial Products

UNP Monthly Volumes

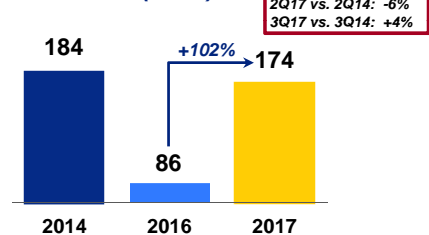


- Construction Product Demand
- Increased Drilling Activity & Frac Sand Demand

2017 YTD* Volume Mix



YTD Frac Sand Volume** (000s)



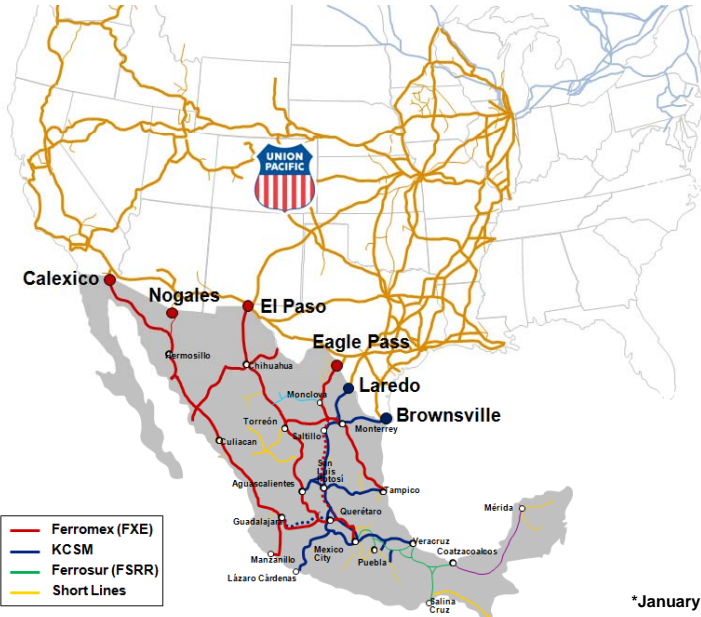
1Q17 vs. 1Q14: -17%
2Q17 vs. 2Q14: -6%
3Q17 vs. 3Q14: +4%

*January - September

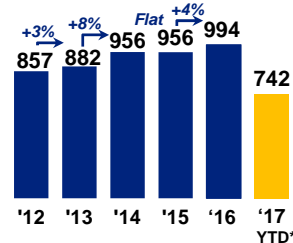
**Includes barites

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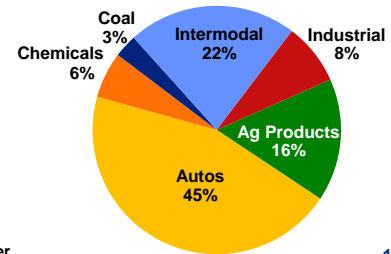
UP Positioned for Mexico Growth



Volume Growth (Carloads in Thousands)



2017 YTD* Volume Mix (In Carloads)



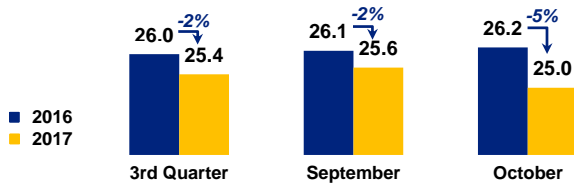
*January - September

Network Performance



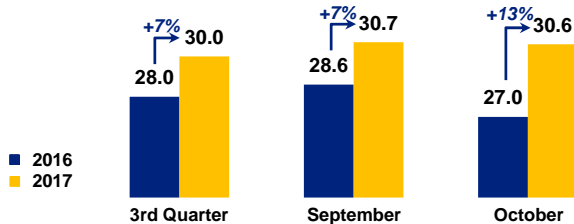
UP Velocity (As reported to AAR, in mph)

Good ↑



UP Terminal Dwell (As reported to AAR, in hours)

Good ↓



- Hurricane Harvey
- PTC Implementation & Testing
- Transportation Plan Opportunities

Productivity

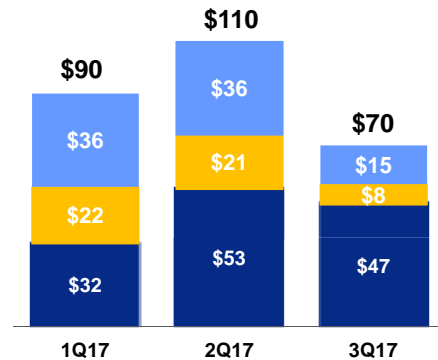


Initiatives:

Network and Train Ops	<i>TE&Y / Train length / Intermodal & Premium Ops / Joint facility</i>
Equipment (Loco and Car)	<i>Active fleet / Car repair / Equip rental costs</i>
Other Ops, Support, Sourcing and Safety	<i>Engineering / Fuel conservation / Admin / Supply Chain / Sourcing / Safety performance</i>

2017 YTD Results

(\$ in millions)



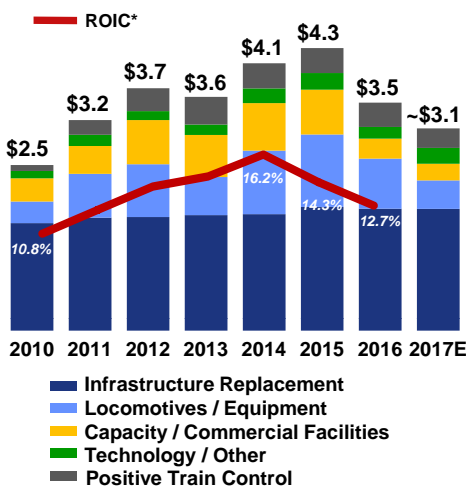
2017 Full Year Productivity Target: \$350 - \$400 M

Capital Program Supported by Returns



Capital Program & Returns*

(Capital in Billions)



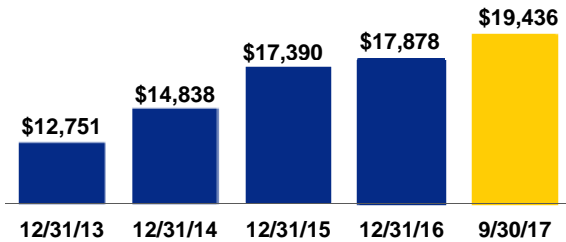
- Reduction of \$1.2 Billion from 2015
- Decreasing Locomotive Spend (~60 Locomotives in 2017)
- PTC Spending ~\$300 M in 2017
- Supports Core Pricing that Drives Continued Investment

* See Union Pacific website under Investors for a reconciliation to GAAP.

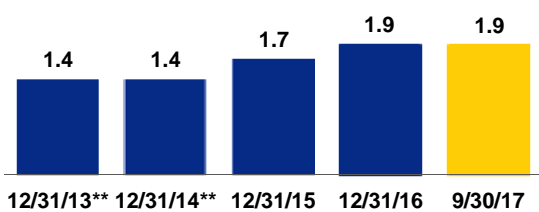
Debt \$ In Millions



Adjusted Debt (\$ In Millions)



Adjusted Debt / EBITDA*



- Increased Adj. Debt
~\$6.7 Billion since 2013

- Close to Adjusted Debt / EBITDA Target Ratio of 2.0

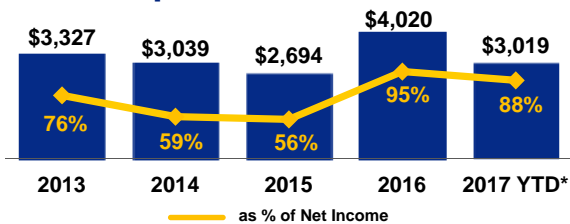
*See Union Pacific website under Investors for a reconciliation to GAAP.

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Delivering Value to Shareholders

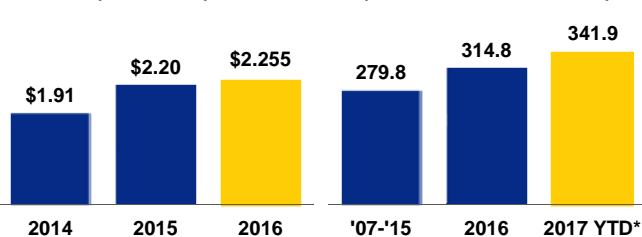


Cash From Operations Less Capital Investments (\$ In Millions)



Dividends (Per Share)

Share Repurchases (Cumulative, In Millions)



- Solid Cash From Ops
- 10% Dividend Per Share Increase in 4Q 2017
- Repurchased 27.1 Million Shares Totaling over \$2.9 Billion thru 2017 YTD*

- ~32% of Outstanding Shares Since 2007

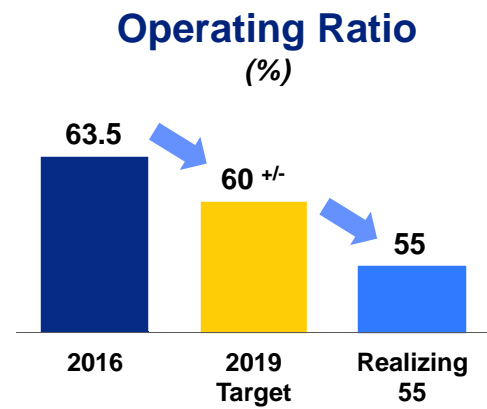
*As of September 30, 2017

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Closing Out 2017



- 4Q Volume Slightly Positive
- Full Year Volume Up Low Single Digits
- Continued Focus on “G55 + 0” Initiatives



Improved OR in 2017