



EARNINGS HIGHLIGHTS

FIRST QUARTER 2022 RESULTS



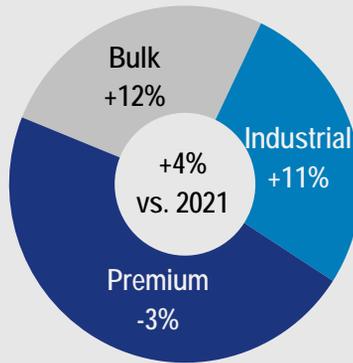
\$2.57

Earnings per Share
+29% vs. 2021

\$2.4 B

Operating Income
+19% vs. 2021

1Q 2022 Volumes



59.4%

Operating Ratio
(0.7) points vs. 2021

\$0.7 B

Free Cash Flow
(\$0.1) B vs. 2021
Repurchased 11.0M shares

Key Performance Metrics

1Q 2022 vs. 1Q 2021

Freight Car Velocity
(Daily Miles per Car)

198

↓ 5%

Freight Car Terminal Dwell
(Hours)

24.0

↑ 2%

Locomotive Productivity
(GTMs per HP Day)

130

↓ 6%

Intermodal Trip Plan Compliance
(% of Boxes on Time)

71

↓ 6 pts

Manifest/Auto Trip Plan Compliance
(% of Cars on Time)

62

↓ 6 pts

Workforce Productivity
(Daily Car Miles per FTE)

1,056

↑ 5%

Train Length 9,205 ft

Flat vs. 1Q 2021
(Max on Route)

Fuel Consumption Rate

Flat vs. 1Q 2021

Safety Performance

Employee Personal Injuries 0.97 **+14%**
Derailments 2.46 **+6%**

Building a Sustainable Future 2030

Environmental, Social, and Governance

Female Representation
Goal 11%
Current 5.4% (as of 3/31/2022)

People of Color Representation
Goal 40%
Current 31.8% (as of 3/31/2022)

Science-based target to reduce GHG emissions by 26% by 2030
Net Zero by 2050