



EARNINGS HIGHLIGHTS

SECOND QUARTER 2022 RESULTS



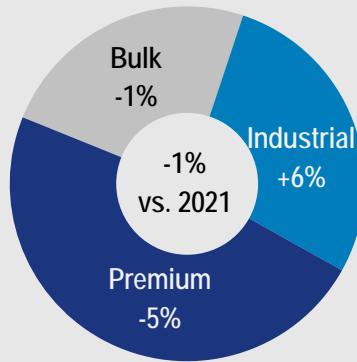
\$2.93

Earnings per Share
+8% vs. 2021

\$2.5 B

Operating Income
+1% vs. 2021

2Q 2022 Volumes



60.2%

Operating Ratio
5.1 points vs. 2021

\$1.1 B

YTD Free Cash Flow
(\$0.7) B vs. 2021
Repurchased 14.1 M shares YTD

Key Performance Metrics

2Q 2022 vs. 2Q 2021

Freight Car Velocity
(Daily Miles per Car)

187

↓12%

Freight Car Terminal Dwell
(Hours)

24.6

↑7%

Locomotive Productivity
(GTMs per HP Day)

123

↓12%

Intermodal Trip Plan Compliance
(% of Boxes on Time)

62

↓9 pts

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

56

↓11 pts

Workforce Productivity
(Daily Car Miles per FTE)

1,034

↓2%

Train Length 9,439 ft
Flat vs. 2Q 2021
(Max on Route)

Fuel Consumption Rate
Flat vs. 2Q 2021

YTD Safety Performance
Employee Personal Injuries 0.93 -2%
Derailments 2.68 +3%

Building a Sustainable Future 2030

Environmental, Social, and Governance

Female Representation
Goal 11%
Current 5.4% (as of 6/30/2022)

People of Color Representation
Goal 40%
Current 32.1% (as of 6/30/2022)

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