



EARNINGS HIGHLIGHTS

THIRD QUARTER 2023 RESULTS

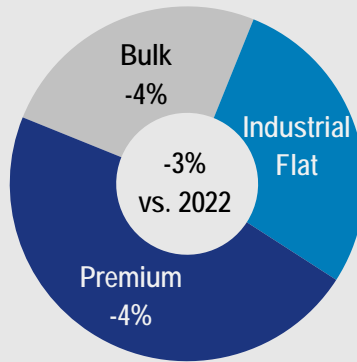
\$2.51

Earnings per Share
-18% vs. 2022

\$2.2 B

Operating Income
-17% vs. 2022

3Q 2023 Volumes



63.4%

Operating Ratio
+3.5 points vs. 2022

\$1.0 B

YTD Free Cash Flow
-\$1.2 B vs. 2022

Repurchased 3.5 M shares YTD

Key Performance Metrics

3Q 2023 vs. 3Q 2022

Freight Car
Velocity
(Daily Miles
per Car)

200

↑ 5%

Freight Car
Terminal Dwell
(Hours)

23.5

↓ 4%

Locomotive
Productivity
(GTM per
HP Day)

129

↑ 4%

Intermodal
Trip Plan
Compliance
(% of Boxes
on Time)

75

↑ 13 pts

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

64

↑ 6 pts

Workforce
Productivity
(Daily Car Miles
per FTE)

985

↓ 6%

Train Length 9,537 ft

+1% vs. 3Q 2022
(Max on Route)

**Fuel
Consumption Rate**

Flat vs. 3Q 2022

YTD Safety Performance

Improvement in
Personal Injury and Derailments

Building a Sustainable Future 2030

Environmental, Social, and Governance

**Female
Representation
Goal 11%**

Current 5.5% (as of 9/30/2023)

**People of Color
Representation
Goal 40%**

Current 33.7% (as of 9/30/2023)

**Science-based target to reduce
GHG emissions by 26% by 2030**

Net Zero by 2050