



EARNINGS HIGHLIGHTS

2022 RESULTS



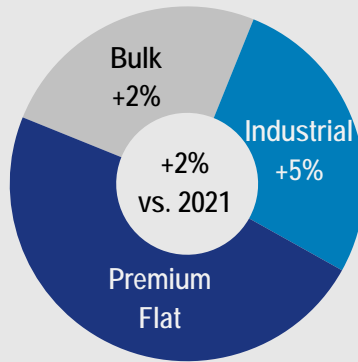
\$11.21

Earnings per Share
+13% vs. 2021

\$9.9 B

Operating Income
+6% vs. 2021

2022 Volumes



60.1%

Operating Ratio
2.9 points vs. 2021

\$2.7 B

Free Cash Flow
(\$0.8) B vs. 2021
Repurchased 27.1 M shares

Key Performance Metrics

2022 vs. 2021

Freight Car
Velocity
(Daily Miles
per Car)

191

↓ 6%

Freight Car
Terminal Dwell
(Hours)

24.4

↑ 3%

Locomotive
Productivity
(GTMs per
HP Day)

125

↓ 6%

Intermodal
Trip Plan
Compliance
(% of Boxes
on Time)

67

↓ 6 pts

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

59

↓ 4 pts

Workforce
Productivity
(Daily Car Miles
per FTE)

1,036

Flat

Train Length 9,329 ft
Flat vs. 2021
(Max on Route)

Record Fuel
Consumption Rate
-1% vs. 2021

Safety Performance
Employee Personal Injuries 0.80 -18%
Derailments 2.88 +8%

Building a Sustainable Future 2030

Environmental, Social, and Governance

Female
Representation
Goal 11%
Current 5.5% (as of 12/31/2022)

People of Color
Representation
Goal 40%
Current 32.8% (as of 12/31/2022)

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