



EARNINGS HIGHLIGHTS

FOURTH QUARTER 2023 RESULTS

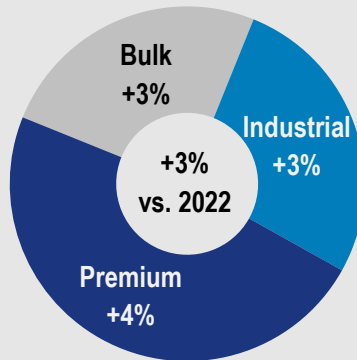
\$2.71

Earnings per Share
+1% vs. 2022

\$2.4 B

Operating Income
Flat vs. 2022

4Q 2023 Volumes



60.9%

Operating Ratio
-0.1 points vs. 2022

\$1.5 B

Full Year Free Cash Flow
-\$1.2 B vs. 2022
Repurchased 3.5 M shares

Key Performance Metrics

4Q 2023 vs. 4Q 2022

Freight Car
Velocity
(Daily Miles
per Car)

217

↑ 14%

Freight Car
Terminal Dwell
(Hours)

22.7

↓ 7%

Locomotive
Productivity
(GTM per
HP Day)

140

↑ 14%

Intermodal
Trip Plan
Compliance
(% of Boxes
on Time)

85

↑ 12 pts

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

70

↑ 12 pts

Workforce
Productivity
(Daily Car Miles
per FTE)

1,051

↑ 4%

Train Length 9,413 ft

+2% vs. 4Q 2022
(Max on Route)

**Fuel
Consumption Rate**

+3% vs. 4Q 2022

YTD Safety Performance

Improvement in
Derailments

Building a Sustainable Future 2030

Environmental, Social, and Governance

**Female
Representation
Goal 11%**

Current 5.5% (as of 12/31/2023)

**People of Color
Representation
Goal 40%**

Current 33.8% (as of 12/31/2023)

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

Net Zero by 2050