



BAIRD 2022 GLOBAL INDUSTRIAL CONFERENCE

Jennifer Hamann – Executive Vice President and Chief Financial Officer
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November 8, 2022

Cautionary Information

This presentation and related materials contain statements about the Company's future that are not statements of historical fact, including specifically the statements regarding the Company's expectations with respect to economic conditions and demand levels, its ability to improve network performance (including those in response to increased traffic), its results of operations, and potential impacts of the COVID-19 pandemic and the Russian-Ukraine conflict. These statements are, or will be, forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements also generally include, without limitation, information or statements regarding: projections, predictions, expectations, estimates or forecasts as to the Company's and its subsidiaries' business, financial, and operational results, and future economic performance; and management's beliefs, expectations, goals, and objectives and other similar expressions concerning matters that are not historical facts.

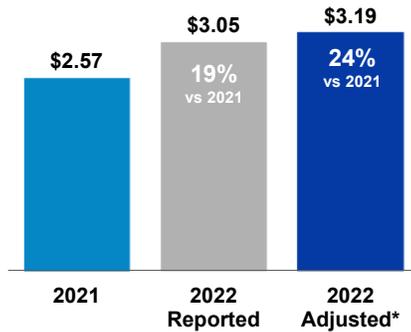
Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times that, or by which, such performance or results will be achieved. Forward-looking information, including expectations regarding operational and financial improvements and the Company's future performance or results are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in the statement. Important factors, including risk factors, could affect the Company's and its subsidiaries' future results and could cause those results or other outcomes to differ materially from those expressed or implied in the forward-looking statements. Information regarding risk factors and other cautionary information are available in the Company's Annual Report on Form 10-K for 2021, which was filed with the SEC on February 4, 2022. The Company updates information regarding risk factors if circumstances require such updates in its periodic reports on Form 10-Q and its subsequent Annual Reports on Form 10-K (or such other reports that may be filed with the SEC).

Forward-looking statements speak only as of, and are based only upon information available on, the date the statements were made. The Company assumes no obligation to update forward-looking information to reflect actual results, changes in assumptions or changes in other factors affecting forward-looking information. If the Company does update one or more forward-looking statements, no inference should be drawn that the Company will make additional updates with respect thereto or with respect to other forward-looking statements. References to our website are provided for convenience and, therefore, information on or available through the website is not, and should not be deemed to be, incorporated by reference herein.

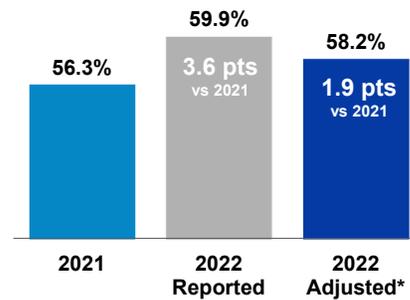


Third Quarter 2022 Results

Earnings Per Share



Operating Ratio



Key Themes

Volume Growth and Solid Pricing

Higher Fuel Price and Surcharges

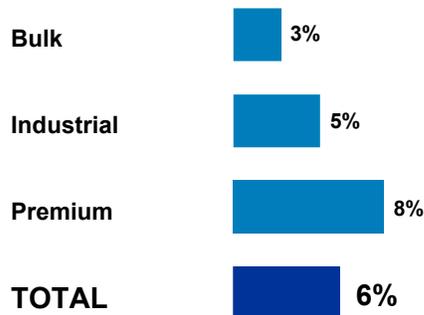
Inflationary Pressures and Network Inefficiencies

³ *See Union Pacific website under Investors for a reconciliation to GAAP.

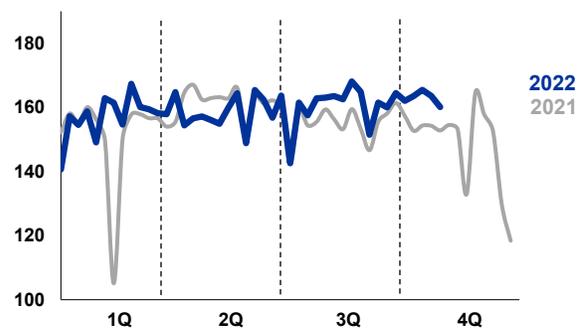


Fourth Quarter Volume To Date

Fourth Quarter Volume To Date* (Year Over Year Change)



7-Day Weekly Carloadings (000s)

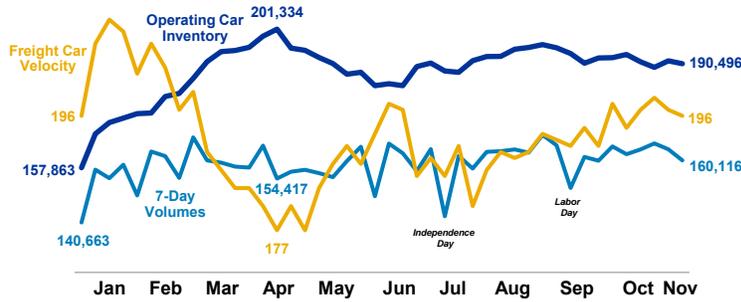


⁴ * Volume through November 4

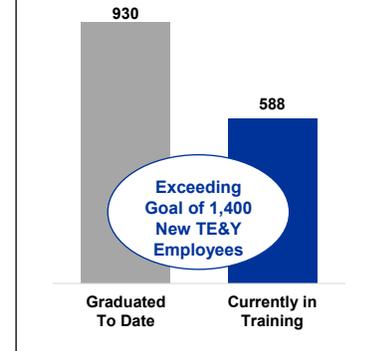


Improving Crew Availability Drives Increased Fluidity

Operating Inventory, Volume, and Freight Car Velocity*



2022 Transportation Employee Hiring Progress**



5 * As reported weekly. See Union Pacific website under Investors for definitions of the metrics.
 ** As reported to the STB – November 4, 2022



Locomotives – Advancing Technology and Lowering Emissions



Battery-Electric Locomotives

- Acquiring 20 battery-electric locomotives
- World's largest carrier-owned fleet



Locomotive Modernizations

- 600 modernizations from 2023 to 2025
- Agreement for more than \$1 Billion



New Hybrid Electric Locomotives

- Partnership with ZTR Control Systems
- Hybrid-electric "mother-slug" sets, similar to plug-in hybrid car



Well Positioned into 2023 – Diverse Franchise Supports Business Development

