



EARNINGS HIGHLIGHTS

FULL YEAR 2023 RESULTS

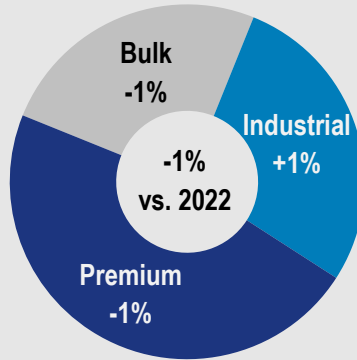
\$10.45

Earnings per Share
-7% vs. 2022

\$9.1 B

Operating Income
-8% vs. 2022

2023 Volumes



62.3%

Operating Ratio
+2.2 points vs. 2022

\$1.5 B

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

Key Performance Metrics

2023 vs. 2022

Freight Car
Velocity
(Daily Miles
per Car)

204

↑ 7%

Freight Car
Terminal Dwell
(Hours)

23.4

↓ 4%

Locomotive
Productivity
(GTMs per
HP Day)

129

↑ 3%

Intermodal
Trip Plan
Compliance
(% of Boxes
on Time)

78

↑ 11 pts

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

65

↑ 6 pts

Workforce
Productivity
(Daily Car Miles
per FTE)

1,000

↓ 3%

Train Length 9,356 ft

Flat vs. 2022
(Max on Route)

**Fuel
Consumption Rate**

+1% vs. 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