



UNION PACIFIC CORPORATION

November 2021

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, its results of operations, and potential impacts of the COVID-19 pandemic. 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 2020, which was filed with the SEC on February 5, 2021. 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.



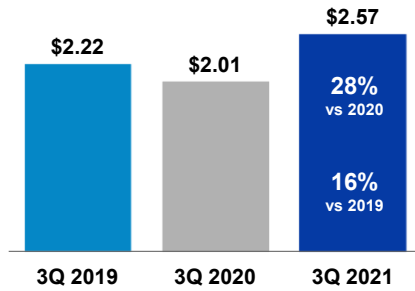
CURRENT OVERVIEW / BUSINESS UPDATE

November 2021

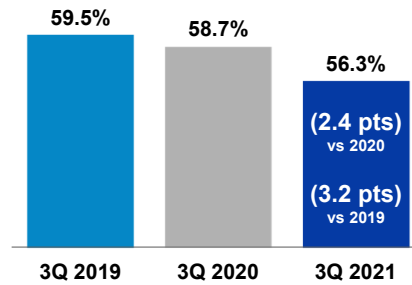


Third Quarter 2021 Results

Earnings Per Share



Operating Ratio



Key Themes

Strong Core Results

Network Recovery

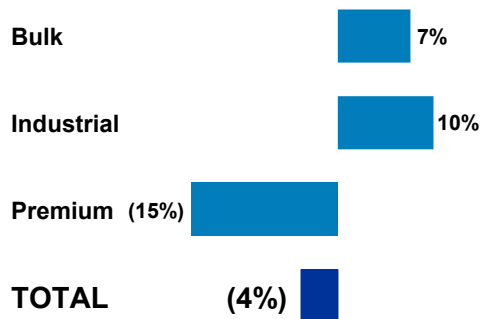
Global Supply Chain Disruptions

4

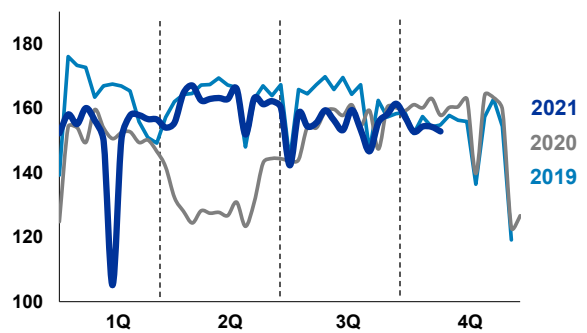


Fourth Quarter Volume & Outlook

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



7-Day Weekly Carloadings (000s)



5 * Volume through November 4



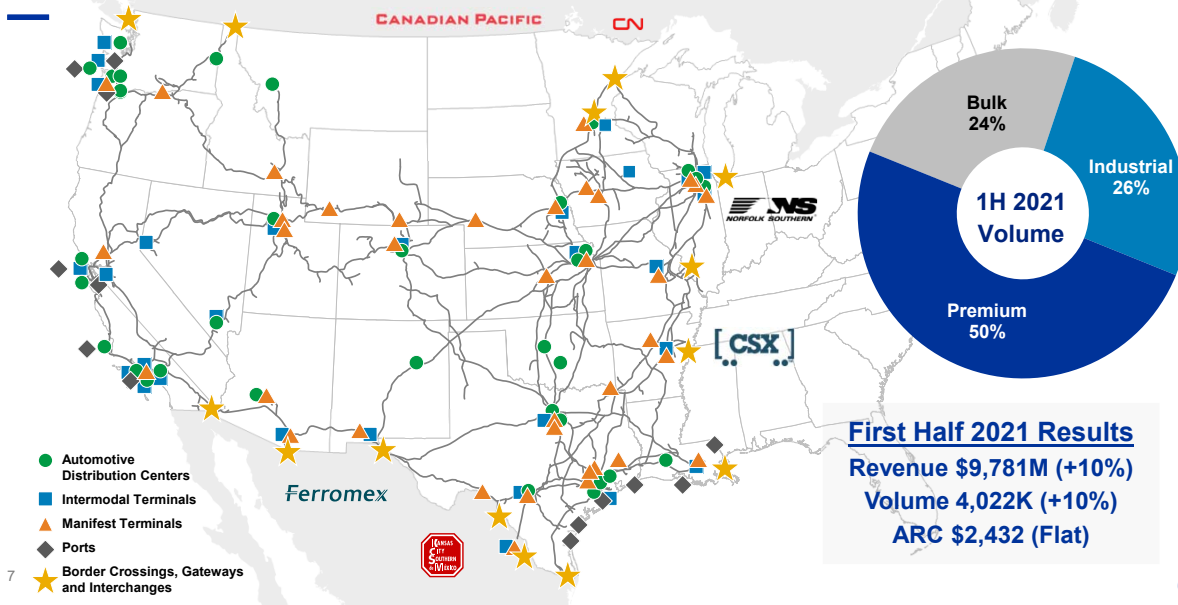


BUSINESS TEAM REVIEW

November 2021



Premier North American Rail Franchise



Economic Indicators



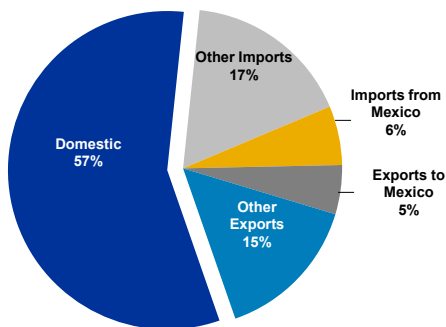
	Industrial Production	GDP	Housing Starts (MM)	Light Vehicle Sales (MM)	Imports of Goods	Exports of Goods
2020	(7.2%)	(3.4%)	1.40	14.5	(8.9%)	(13.6%)
2021	5.7%	5.4%	1.58	15.1	13.0%	4.3%
2022	4.8%	4.3%	1.43	15.5	5.2%	7.3%

8 Source: IHS Markit U.S. Economic Outlook, October 2021

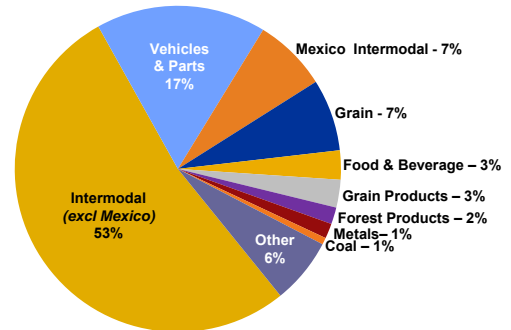


International Trade

2020 Freight Volumes



International Volumes



Diverse Franchise
Creates Opportunity

Off-Shoring/Near-Shoring
of U.S. Manufacturing

Demand for
Grain & Food

9



Commercial Focus – It's All About Growth



Win with Lower
Cost Structure



Transform the
Sales Culture



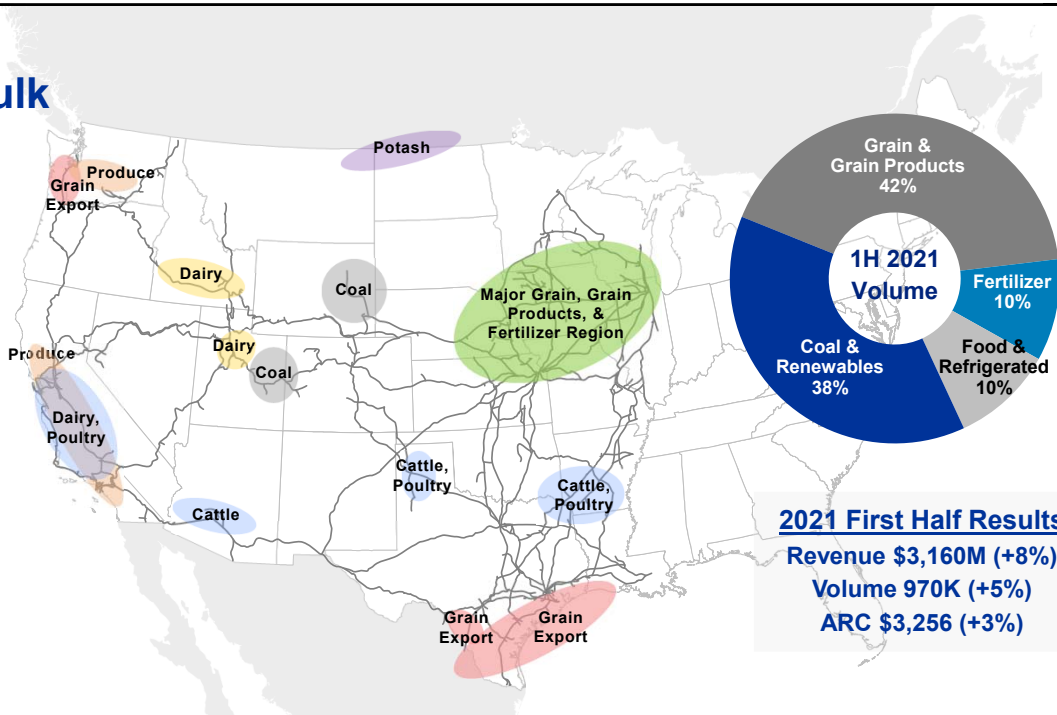
Advance the
Customer
Experience



Expand our
Network Reach



Bulk

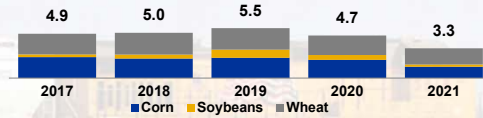


Grain

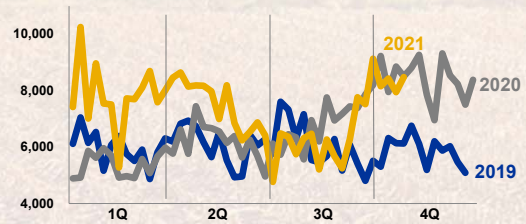
Volume Drivers & Outlook

- **Feed demand:** Global protein consumption will increase driven by a growing population and higher standards of living
- **Exports:** Great growth possibilities with China continuing to grow and buy agricultural products from the U.S.
- **UP network:** Advantages through efficient access from the Midwest to key domestic markets and export terminals

U.S. Grain Stocks*
(Bushels in Billions)



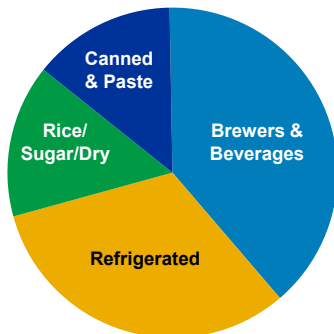
UNP Weekly Grain Carloads**
(As reported to the AAR)



*Source: Quarterly Grain Stocks Report Issued by USDA - September
**Through November 6, 2021

Growth in Emerging Beverage Markets

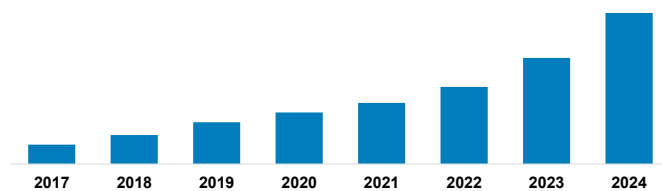
Food & Beverage Volume



Strategic Focus

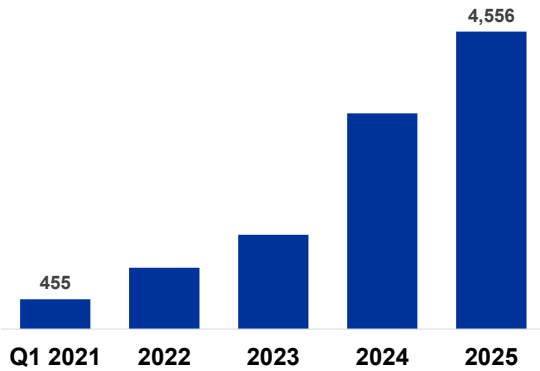
- Expand Beverage Product Breadth
- Expand Rail Connectivity to Supply Chain
- Replicate Success

US Hard Seltzer Market Size (2017-2024)

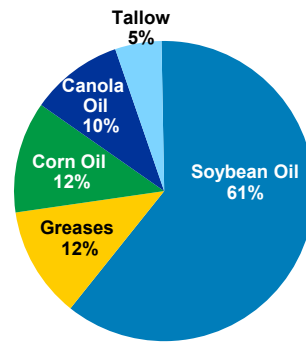


Capitalize on ESG through Renewable Diesel

Announced Renewable Diesel Projects
By Planned Production Gallons



Feedstock Inputs to
Biomass Diesel Industry

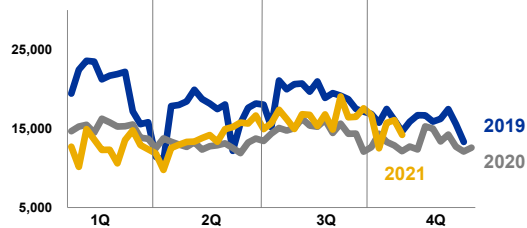


Coal

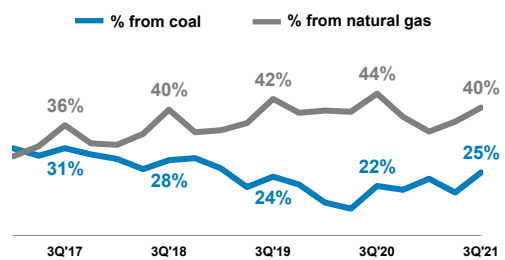
- Volume Drivers
 - Weather impacts demand
 - Natural gas prices
 - Coal inventory levels



UNP Weekly Coal Carloads*
(As reported to the AAR)



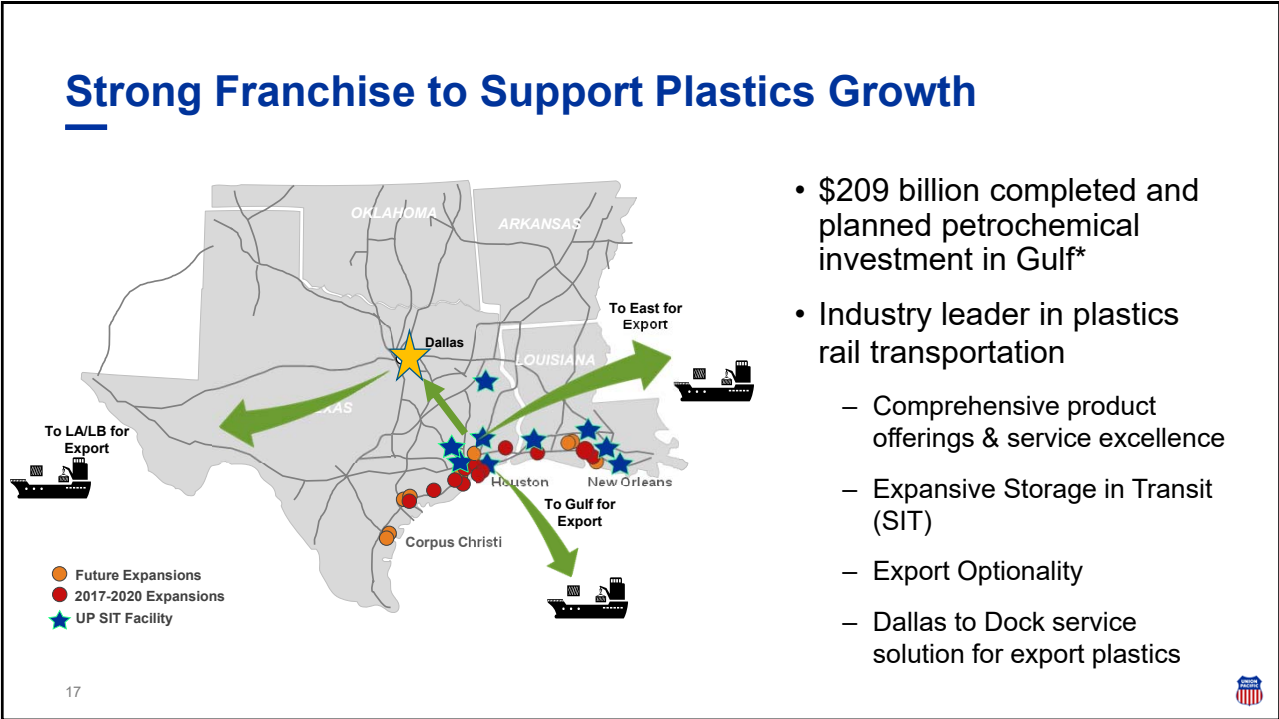
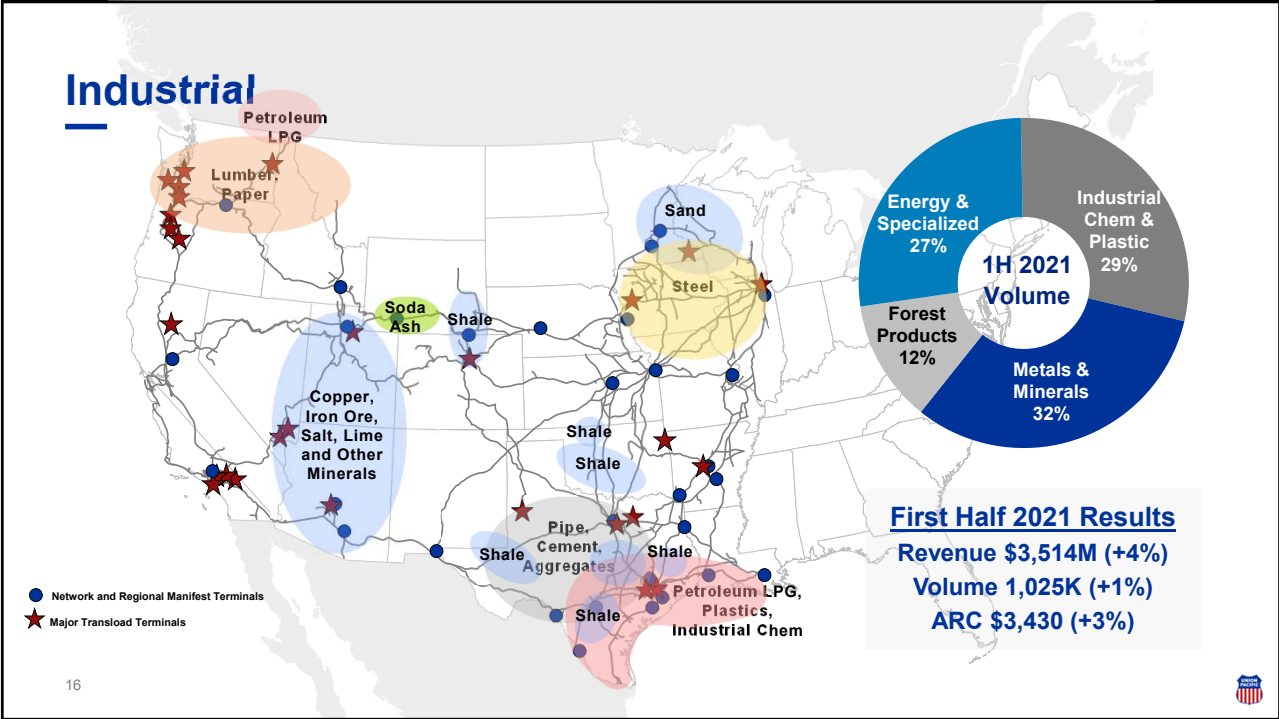
Electricity Generation Market Share**



*Through November 6, 2021

**Source: U.S. Energy Information Administration (EIA)

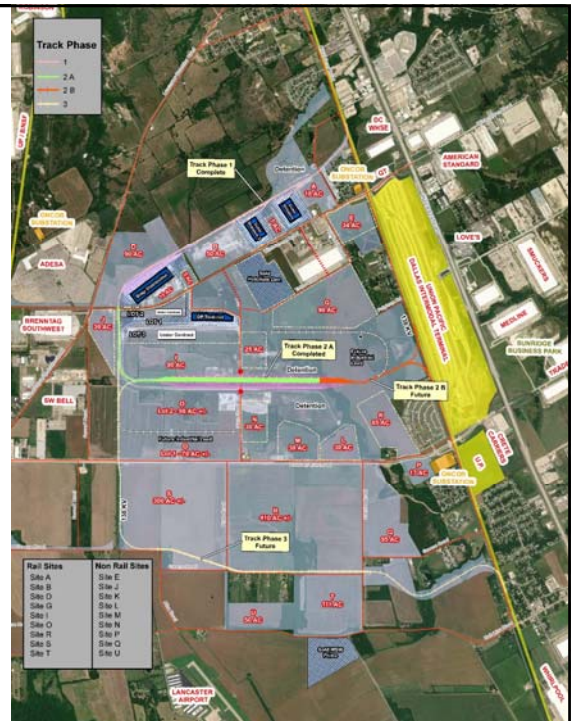




Prime Pointe Industrial Park

Hutchins, TX (12 miles south of Dallas)

- 3,000-acre site for premier rail service
- Close proximity to Interstates 45, 20, 30 and 35
- Adjacent to UP's Dallas Intermodal Terminal
- Rail-served sites for manufacturing and distribution along with refrigerated/cold storage
- Shovel ready sites increasing customers speed to market



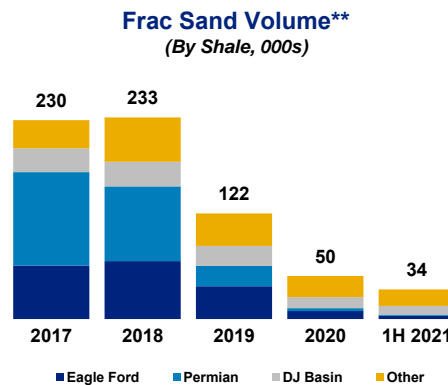
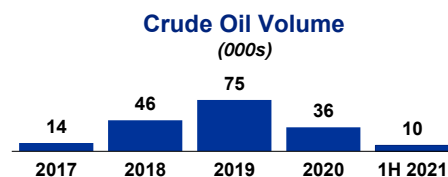
18

Shale Related Volumes

First Half 2021	Volume (000s)	% Change (vs 1H 2020)	% of Total UP Volume
Crude	10	(63%)	0.3%
Frac Sand**	34	19%	0.8%

* Excludes pipe related to shale activity
 ** Includes Barites

- Crude oil drivers
 - Crude oil price spreads
 - Production & demand
 - Pipeline capacity
- Frac sand drivers
 - Energy prices
 - Rig counts
 - Enhanced fracing technology
 - White / brown sand mix



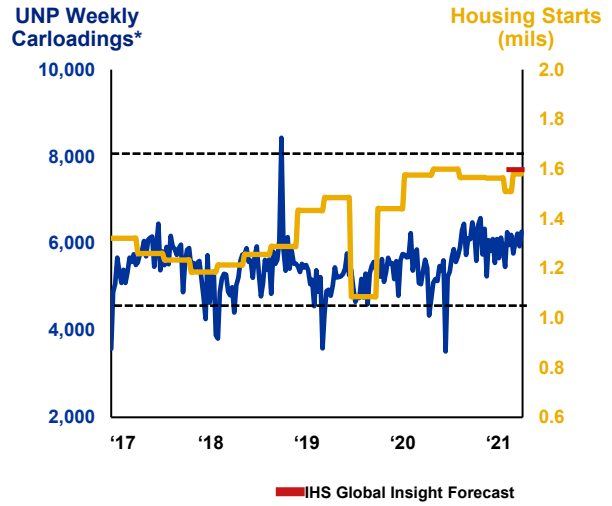
19



Housing Trends

- Housing market still well below historical averages
- UP lumber, stone & glass business correlates with housing starts
- Housing also drives appliances, roofing, rebar, aggregates, and cement demand
- Housing related shipments represent ~ 5 % of current UP volumes

Lumber, Stone & Glass

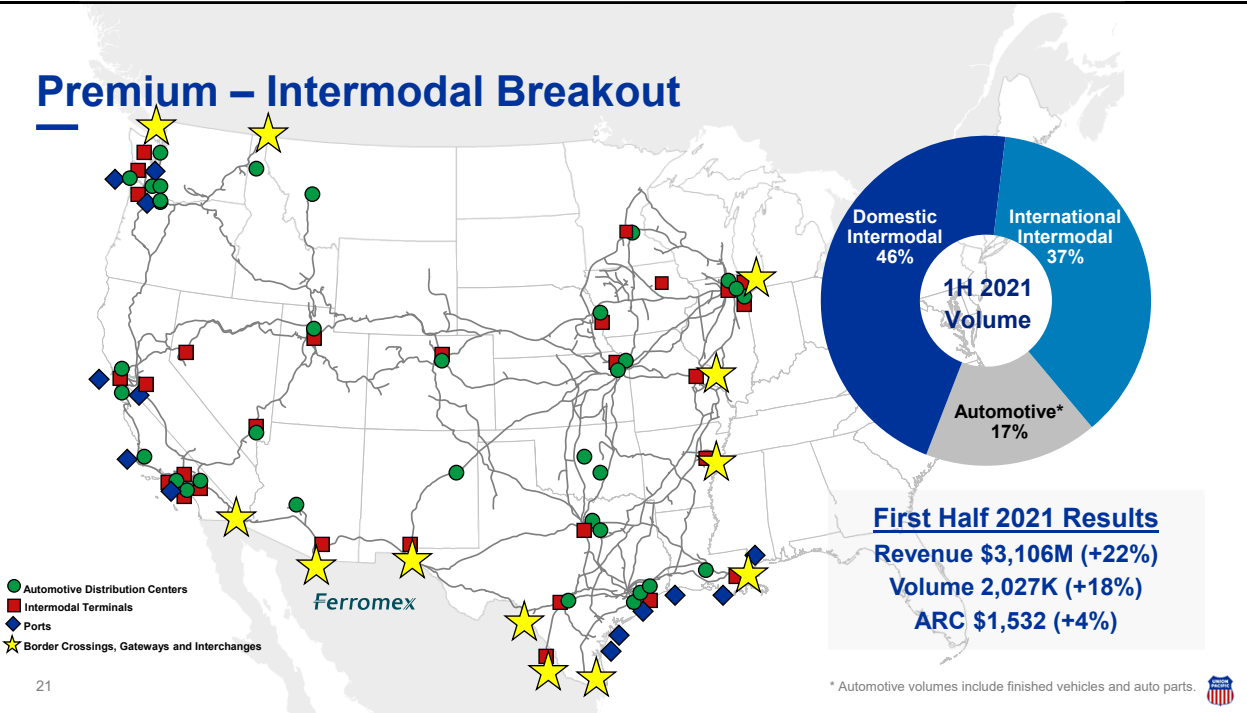


20

*Through November 6, 2021



Premium – Intermodal Breakout



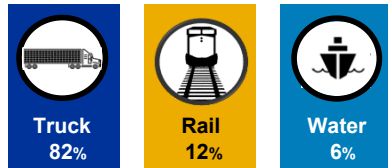
21

* Automotive volumes include finished vehicles and auto parts.

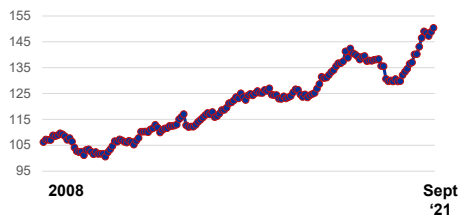


Highway Conversion Growth Opportunities

Transportation Mode
(By Tonnage)



Cass Truckload Linehaul Index



22

Source: Cass Information Systems, Index uses January 2005 as its base month, U.S DOT Bureau of Transportation Statistics

- Highway conversion opportunities in all business groups
- High insurance costs
- Drug & alcohol testing
- Truck capacity
- Loup



Global IV Grain Transload

- Union Pacific grain facility operated by JCT, 50/50 joint venture between Consolidated Grain and Barge and Gavilon Grain
- Competitive Joliet area transload with on site containerization
- Converting empty containers to loaded westbound exports from Chicago
- Aligns international service product to be more competitive
- First Loads – First Quarter 2022



23



Twin Cities Intermodal Terminal

Expanding Market Reach for Growth

- Opened Twin Cities Intermodal Terminal in January 2021
- Located in heart of the Twin Cities metropolitan area
- Service between Twin Cities and Los Angeles, and Twin Cities and Lathrop
- Gives customers in the Twin Cities metro efficient access to Union Pacific's intermodal network
- Initially capable of handling 20,000 annual lifts
 - Expected to expand to 100,000 annual lifts

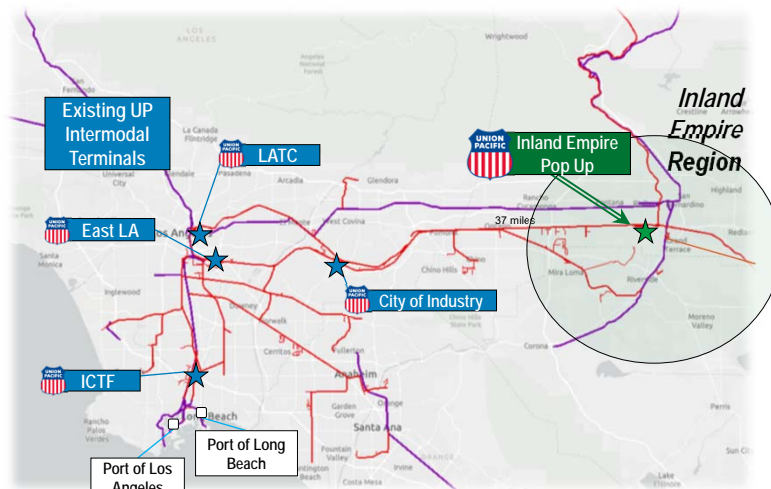


24



Inland Empire Intermodal Terminal

Expanding Our Footprint to Capture New Markets



- 2 million imports (in cargo capacity units) trucked annually to Inland Empire
- Estimated ~15 million truckloads of long and short haul freight
- Inland Empire Intermodal Terminal is within 10 miles radius of most industrial warehousing

25



Loup – Providing Total Supply Chain Logistics



Wholesale Intermodal

Door-to-Door Service



Retail Auto Parts

Just-In-Time Performance



Carload Traditional Rail



Carrier Relations

Execution Capacity

VALUE ADDED SERVICES

EQUIPMENT AND CAPACITY SOLUTIONS

INVENTORY MANAGEMENT

NETWORK OPTIMIZATION

VISIBILITY

MILITARY SERVICES

WAREHOUSING

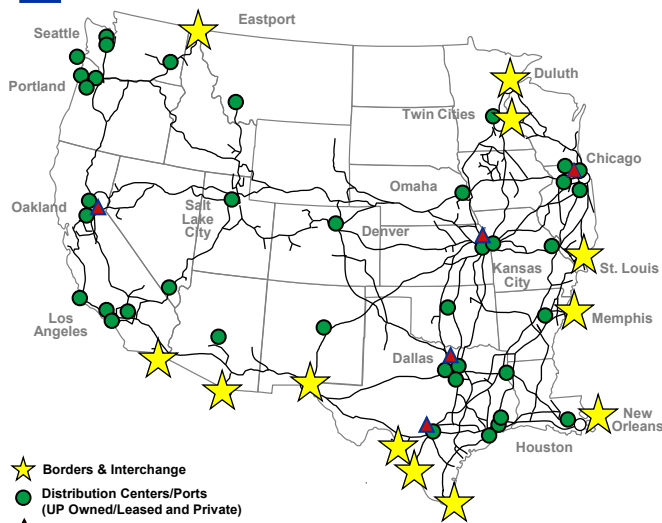
TRANSLOADING

DRAYAGE SOURCING

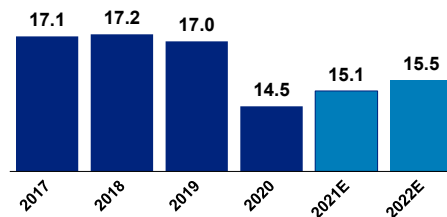
CROSTOWN SERVICES



Finished Vehicles



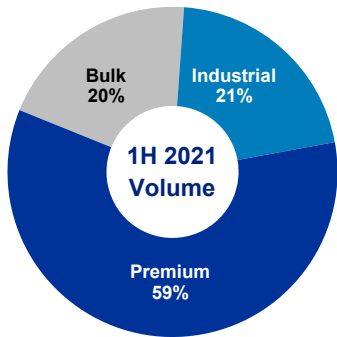
U.S. Light Vehicle SAAR*



*Source: IHS Markit U.S. Economic Outlook, October 2021



Mexico



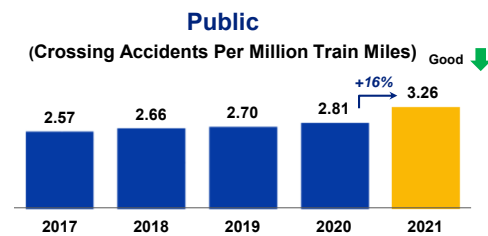
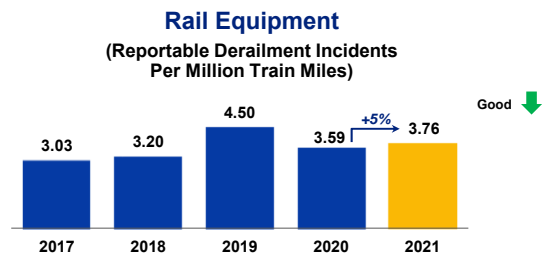
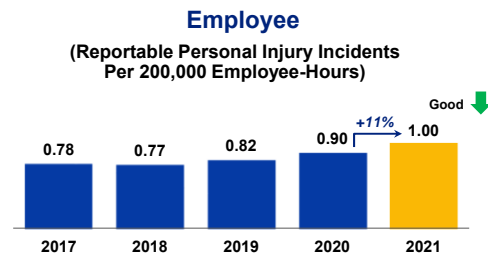
OPERATIONS OVERVIEW

November 2021



YEAR TO DATE 2021 RESULTS

Safety – Foundation of Operational Excellence



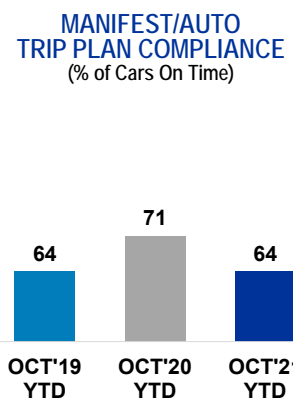
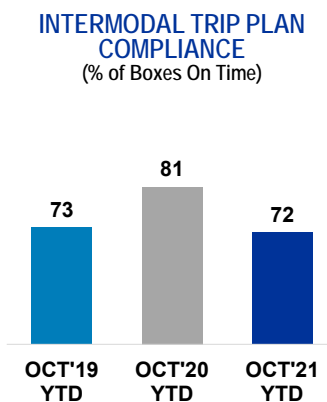
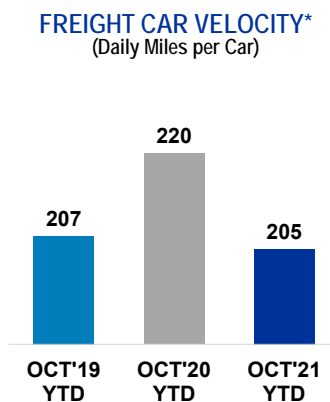
- Ever Evolving
- Empower Teams
- Using Technology

30



YEAR TO DATE

Key Performance Metrics



Year to Date Drivers

Wildfires and Bridge Outage

Global Supply Chain Disruptions

Impact of Re-Routing

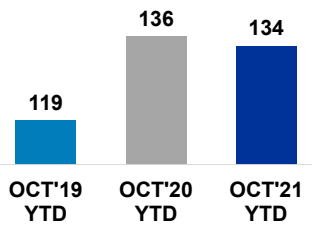
31 *Prior years have been realigned to conform to the current year presentation.



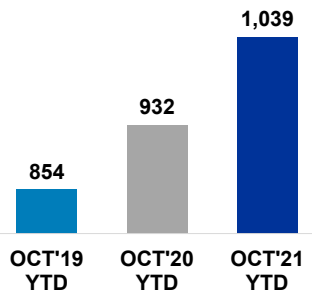
YEAR TO DATE

Key Performance Metrics

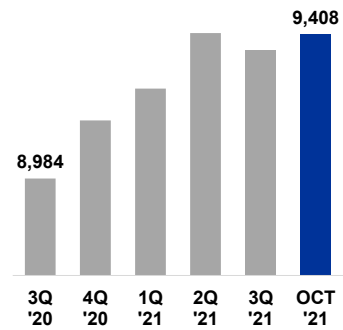
LOCOMOTIVE
PRODUCTIVITY
(GTM's Per HP Day)



WORKFORCE
PRODUCTIVITY
(Daily Miles per FTE)



TRAIN LENGTH
(Max on Route, in Feet)



Year to Date Drivers

Network Recovery Actions

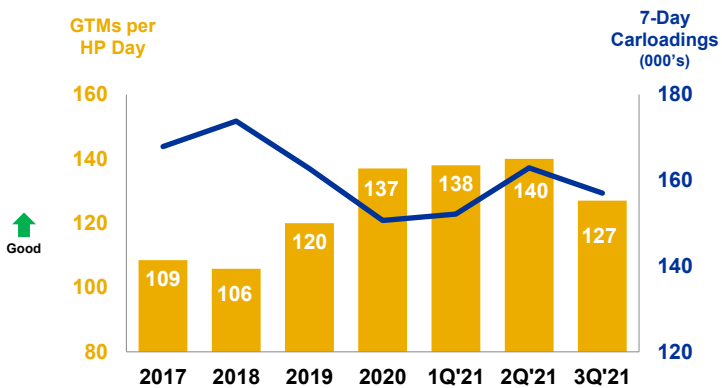
Labor Efficiency

Continuous Improvement

32



Lean Locomotive Fleet – Ready for Growth

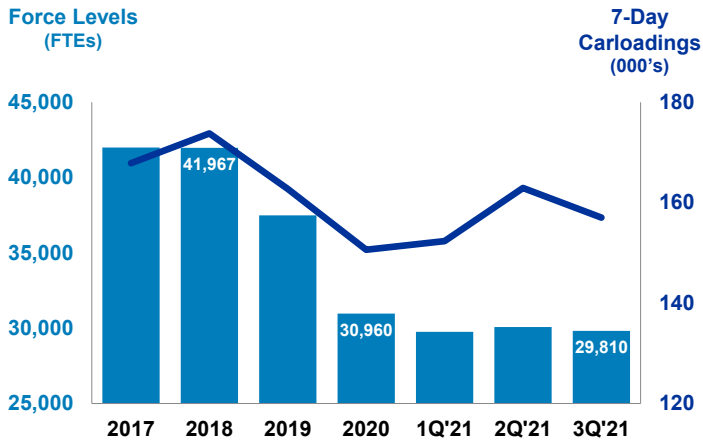


- Result of using the locomotive fleet more efficiently
- Driven by less units, increased train length and reduced dwell

33



Employee Force Levels



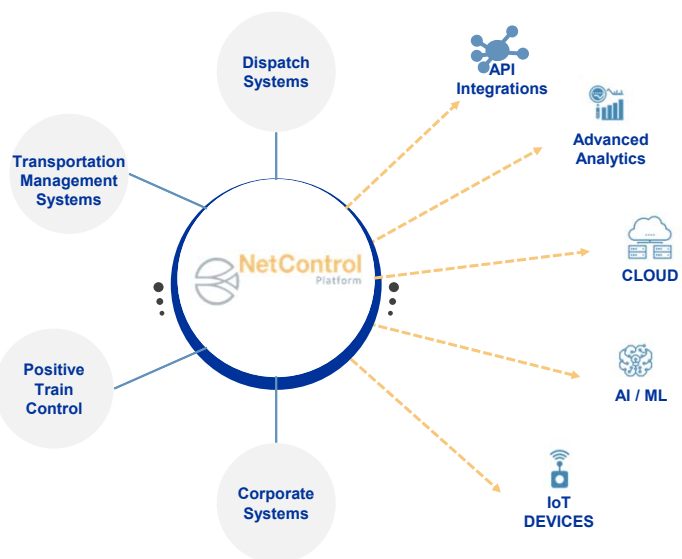
- Significant reduction in FTEs
- Lowest number of FTEs in the last 15 years
- Driven by asset utilization and process improvements

34



Foundational Platform Enabling a Connected Future

- Connects Operational Systems
- Enables Smart Capabilities
- Provides Frictionless Integrations
- Delivers Ability to Evolve with Business



35



Mobile Work Order

- Improve Reporting
- Enables Direct Communication with Customer
- More Efficient and Employee-Friendly Processes



36



Terminal Planner & Precision Train Builder

- Optimizes Terminal Connections and Train Profiles
- Creates Terminal Capacity
- Enables More Efficient Operation
- Improves Customer Experience



37

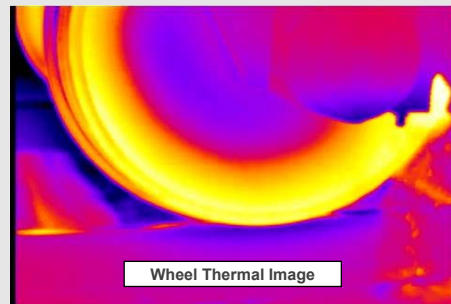
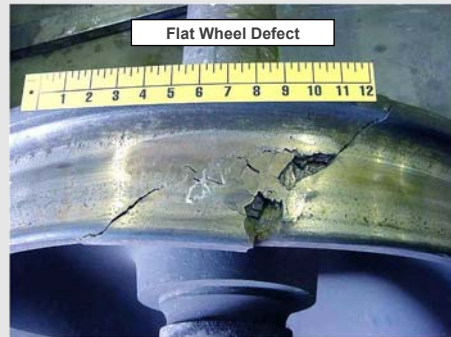


Mechanical Technology

Trending Performance & Component Replacement

- Hot Box / Wheel Journal
- Hot Wheel
- Flat Wheel

Reduces Online Failure
Variability & Associated Costs



38



Engineering Technology – Rail Sensor

Improving Reliability, Performance and Efficiency

Geometry Car



Boxcar



Locomotive



Semi Autonomous
Track Inspections via:

- Geometry Car
- Boxcars
- Locomotives

39



Wood Tie Unloading Automation

- Simplify Process
- Reduce Touch Points
- Reduce Cost



40



Tie Plate Distribution Automation



41



Technology Driving Intermodal Excellence

- Systems integration with customers enables better planning and service priority
- Greater intermodal ramp capacity through technology and processes
- Gate automation improves railroad and dray carrier productivity
- Real-time ramp inventory and load planning tools increase train utilization
- New visibility tools empower intermodal managers

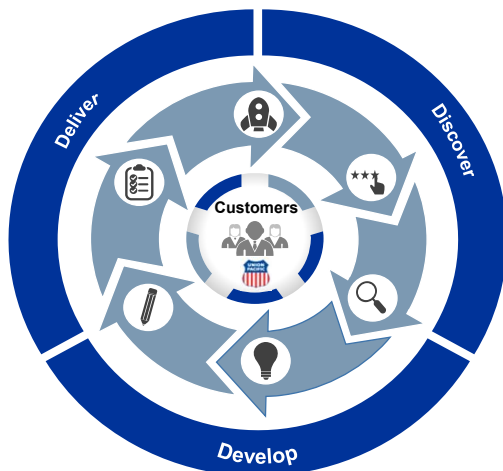


42



Working Differently to Deliver for Our Customers

Continuous Customer Experience Delivery Loop

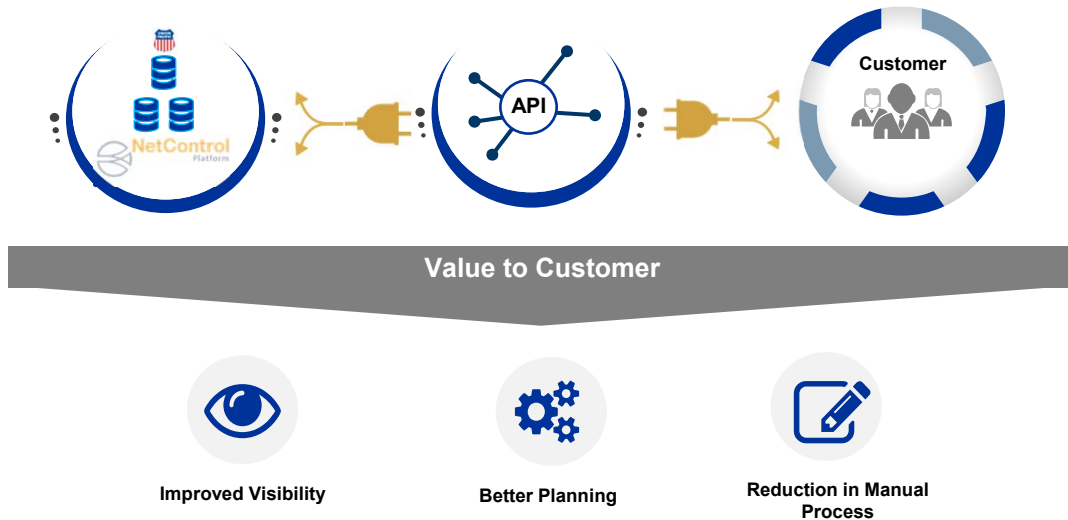


- Driven by Voice of the Customer
- Delivered in Agile Manner with Speed
- Reducing Friction and Improving Experience

43



Driving Customer Value with Data Integration



44



Improving the Customer Experience Through APIs

- Developed close to 40 integration services for customers based on their needs
- Real-time access to data between applications and devices
- Streamline and automate workflows
- Enables customer to take action on their shipments from their interfaces
- Expands visibility into the supply chain



Shipment
Learn about your shipment(s) including their locations, events, product, status and ETA



Location/Tracks
Display information about tracks at your facility



Order In
Request rail car if you are an *Order In* customer



Release
Identify rail cars to be released to/from an industry track



Equipment
Display details and characteristics of specific equipment IDs



Cases (Service Issues)
Retrieve case (service issue) status, details and responses



Gate Reservation
Provides intermodal specific services, like create and view gate reservations



Accounts/Contacts
Retrieve information associated with your business(s) and people



UPGo - Intermodal
Provides intermodal driver services to expedite the intermodal terminal experience

45





ENVIRONMENTAL, SOCIAL, AND GOVERNANCE

November 2021



Building a Sustainable Future 2030



Investing in Our Workforce

Diversity & Inclusion
Talent Attraction, Development, and Retention



Driving Sustainable Solutions

Improved Customer Service
Profitable and Responsible Growth

Championing Environmental Stewardship

Sustainable Transportation for Our Customers







Strengthening Our Communities

Investments Where We Work and Live



Sustainability Development Goals

Union Pacific has a role to play in all of the UN's Sustainability Goals, with a focus on these seven:

-  Quality education
-  Gender equality
-  Decent work and economic growth
-  Industry, innovation and infrastructure
-  Reduced inequalities
-  Sustainable cities and communities
-  Responsible consumption and production



Four Pillars of Diversity & Inclusion

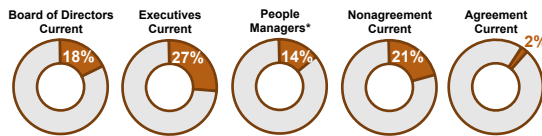
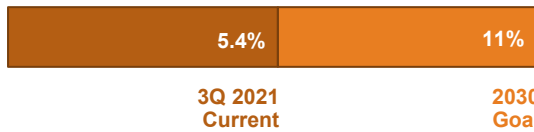


Diversity & Inclusion – Pillar 1: People



Female = 100% Improvement
(Goal compared to 2019 at 5.5%)

Minorities = 36% Improvement
(Goal compared to 2019 at 29.4%)



Expanding Educational Opportunities



- Innovative partnership with the University of Nebraska at Omaha
- Reimburse employees 100% of tuition* for classes to earn an undergraduate or graduate degree, or a certification program directly related to the employee's job



Moving Environmentally Responsible Products



52



Protecting the Environment



- We move one ton of freight 444 miles on a single gallon of diesel fuel
- Rail moves 33% of all freight ton miles in U.S. but responsible for 2% of transportation emissions*
- Committed to setting science-based targets to reduce emissions by 2030
- Innovative locomotive software to help save fuel installed on the majority of high-horsepower units

LESS FUEL = CLEANER AIR



53



Reducing the Impact on the Environment



In 2020

- Union Pacific reduced greenhouse gas (GHG) emissions by 1.2M metric tons or 12% due to economic effects of the COVID-19 pandemic, combined with increases in operational efficiency and modernization of locomotives
- Our customers eliminated an estimated 21.9 million metric tons of GHG emissions by choosing rail over truck transportation

"If just 10% of the freight shipped in the largest trucks went by rail instead, we would be removing 3,300,000 cars from the road."
 - President Joe Biden

- Carbon Emissions Estimator
 - Calculate GHG emissions savings
 - Sending emissions savings estimate to customers since 2013



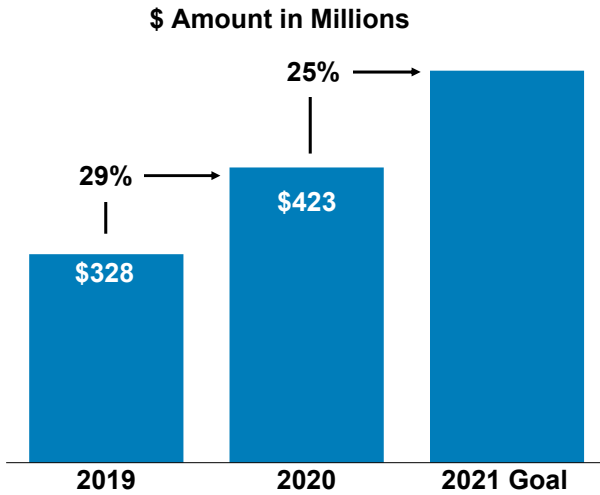
Innovations Conserve Fuel



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



Growth in Diverse Supplier Spending



Strengthening Our Communities



\$6.4M Community Spaces

- 200** Community buildings constructed or enhanced.
- 1,600** Green spaces created or enhanced.
- 400** Public spaces cleaned.

\$4.1M Workforce Development

- 38,000** Trained in job skills.
- 9,800** Job placements.
- 1.1M** Hours of career-related classroom training provided.

\$3.5M Safety

- 112,000** Trained in safety procedures.
- 23,000** Hours of safety training.
- 4,300** Emergency services equipment procured.

\$9.4M Local Community Support

- Corporate Sponsorships, Memberships and local needs grants.

\$3.3M Matching Gifts

- GivePlus and Fund for Effective Government (FEG)





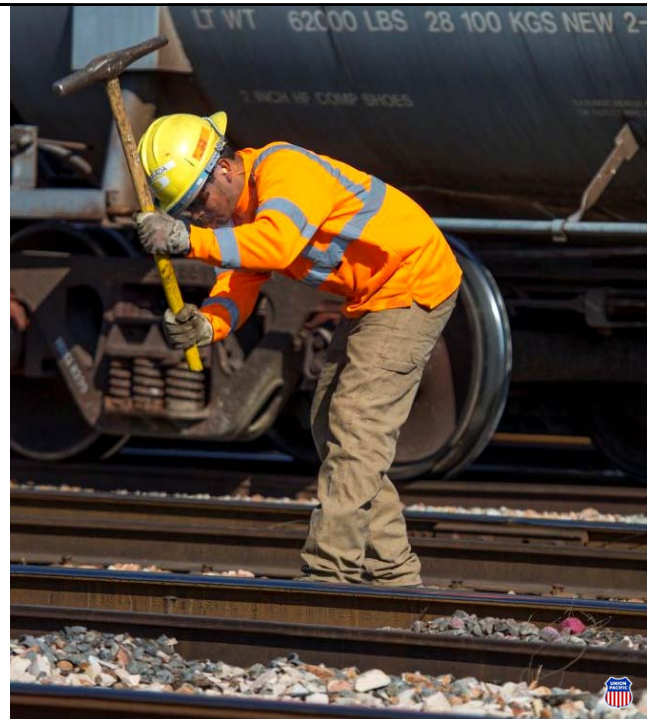
FINANCIAL REVIEW

November 2021

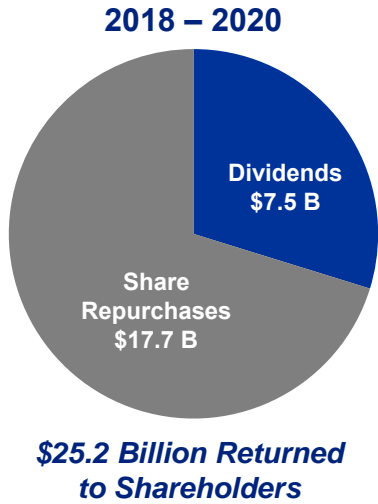


Expecting Solid Finish to Record 2021

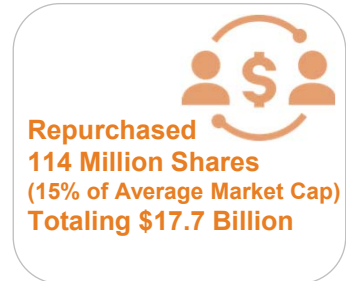
- Full Year Volume Growth of 5%
- Productivity of \$350 Million
- Operating Ratio Improvement of +/- 175 Basis Points
- Pricing Gains in Excess of Inflation Dollars
- Capital Spending < 15% of Revenue
- Dividend Target Payout of 45% of Earnings
- Strong Share Repurchases of \$7 Billion



Delivering Significant Shareholder Returns

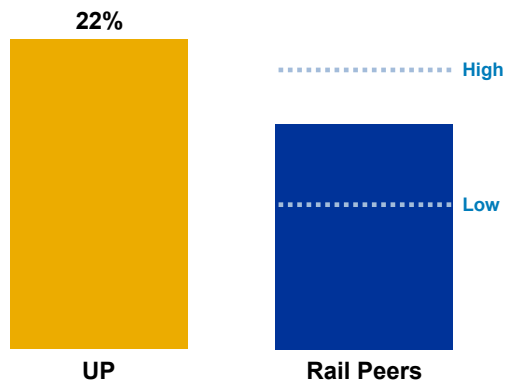


60



Shareholder Cash Returns Outpacing Peers

2018 – 2020



**UP Total Return:
Solid Share Repurchases
Combined with Steady
Dividend Increases**

61

Shareholder Cash Returns = Dividends + Share Repurchases / Average Market Capitalization

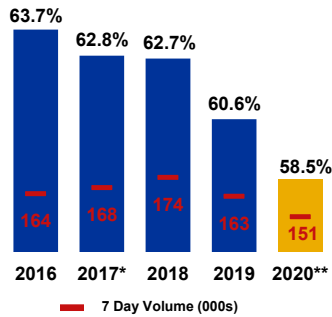


Financial Performance

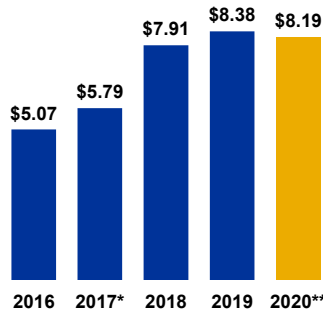
Expanding Margins and Driving Returns



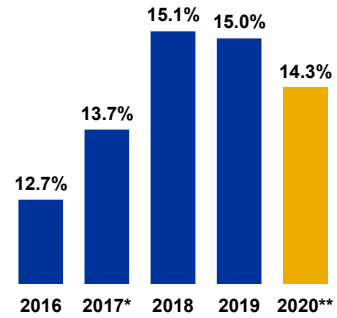
Operating Ratio
(Percent)



Earnings Per Share



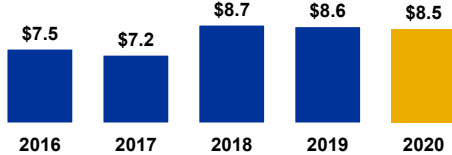
ROIC***



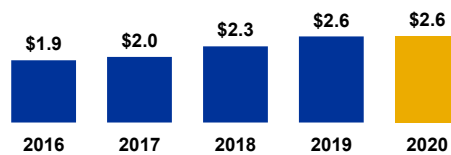
Financial Performance

Growing Cash Flow and Shareholder Returns

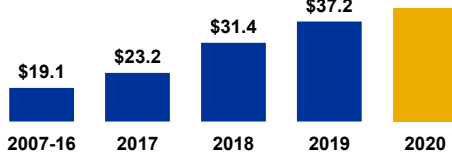
Cash From Ops
(\$ in Billions)



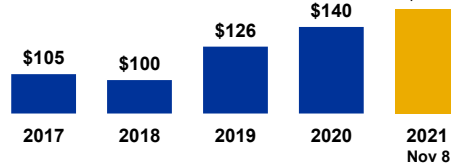
Dividends Paid
(\$ in Billions)



Cumulative Share Repurchases
(\$ in Billions)



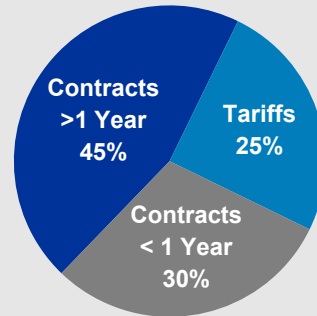
Market Cap
(\$ in Billions)



Pricing Fundamentals

- Improved service reliability from PSR drives cost savings to the customer
- Balanced portfolio provides flexibility for repricing as value grows
- Pricing above inflation

Balanced Revenue Portfolio

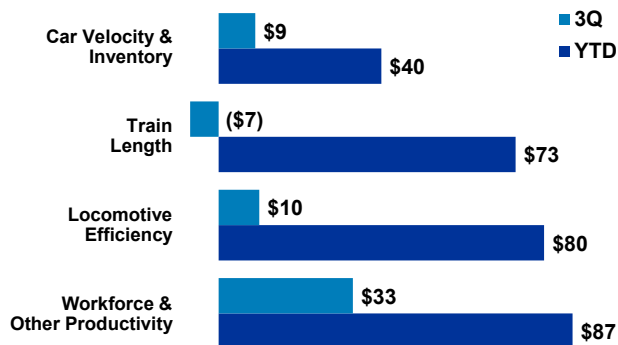


64



Strong Incremental Margins Drive Improvement

2021 Net Productivity (\$ in millions)



Incremental Margins

94% 3rd Quarter

86% YTD

65

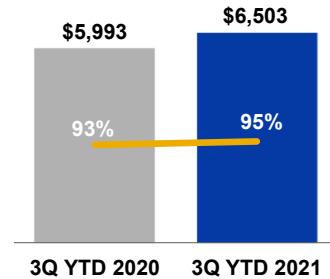


Strong Cash Generation & Returns to Shareholders

2021 Year to Date Results

- 95% Cash Flow Conversion Rate*
- Returned \$7.9 Billion in Cash to Shareholders
 - Increased Dividend by 10%
 - \$2.0 Billion Accelerated Share Repurchase Program
- Repurchased 27.5 million Shares for a 3% Reduction in the Average Share Balance
- Comparable Adjusted Debt / EBITDA of 2.8x*

Cash From Operations vs. Cash Conversion* (\$ in millions)

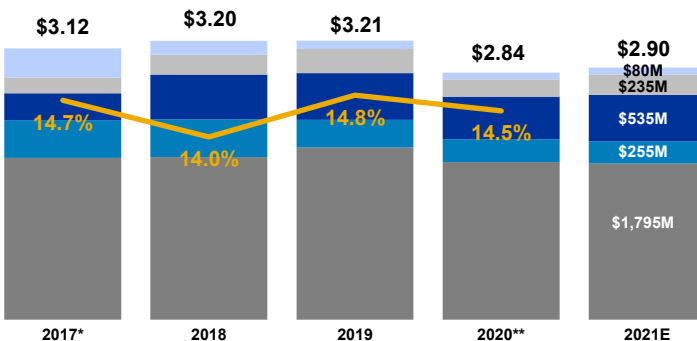


66 *See Union Pacific website under Investors for a reconciliation to GAAP.



Strong Core, Investing for Future

Capital Spending % of Revenue



- Positive Train Control
- Technology / Other
- Capacity / Commercial Facilities
- Locomotives / Equipment
- Infrastructure Replacement

* 2017 Adjusted to exclude the impact of Corporate Tax Reform.
 ** 2020 Adjusted to exclude the Brazos non-cash impairment charge.
 *** See Union Pacific website under Investors for a reconciliation to GAAP.



- Return-focused capital program
- Productivity through G55+0 initiatives
- Capex less than 15% of revenue longer-term

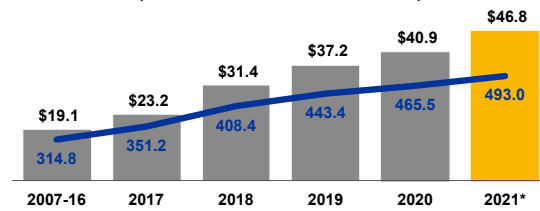
Shareholder Returns

- Dividend payout target ~45%
- Repurchased ~45% of shares since 2007
- Strong Share Repurchases
 - Targeting ~\$7 Billion in 2021
 - 2022 – 2024 Plan to Repurchase \$18 – 19 Billion

Declared Dividend Per Share



Cumulative Share Repurchases (\$ In Billions, Shares in Millions)



68

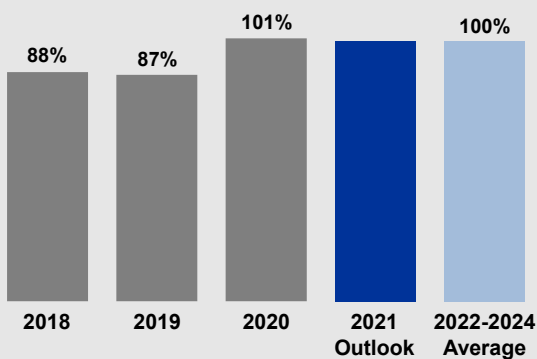
*Through 30, 2021



Strong and Growing Cash Generation Supports Shareholder Returns

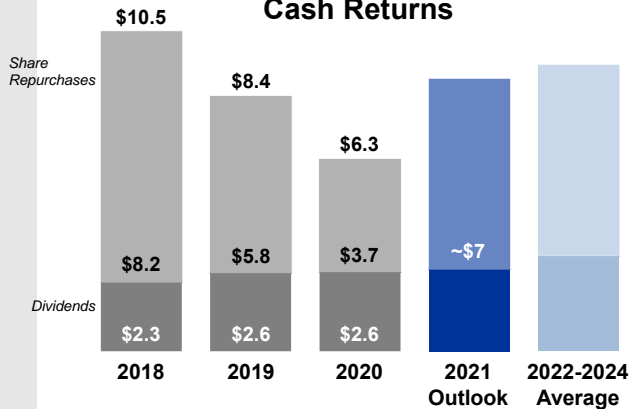
\$ in billions

Cash Flow Conversion*



Strong Cash Conversion, 100%

Cash Returns



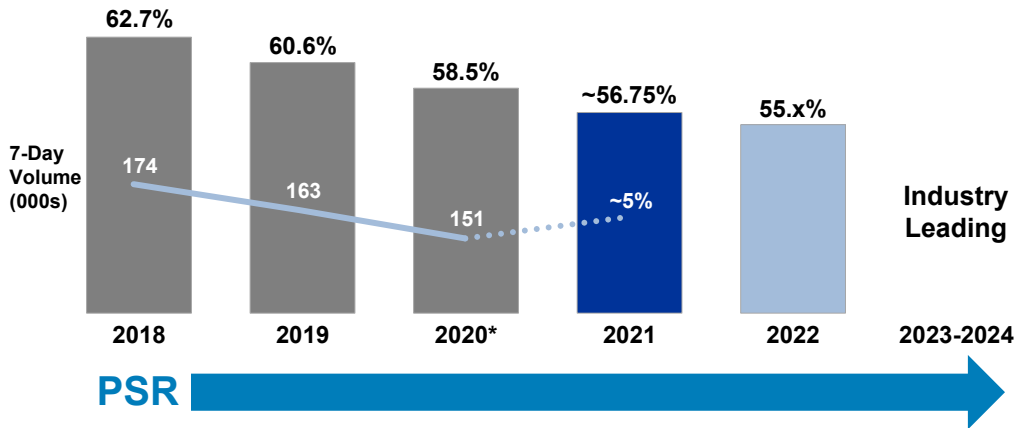
Consistent Dividend Increases, 45% Payout Share Repurchases, 17% of Market Cap

69

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



Clear Path to Industry Leading Operating Ratio

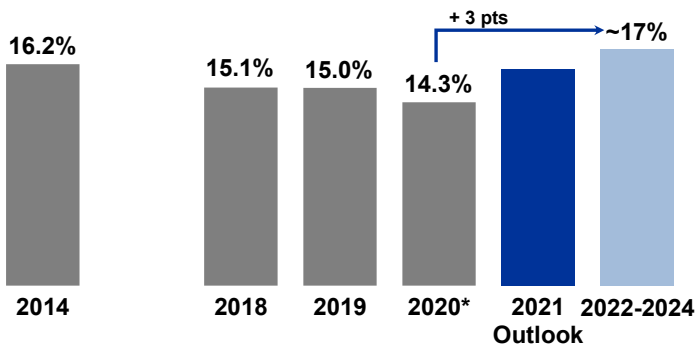


70

* Excludes Brazos impairment. See Union Pacific website under Investors for a reconciliation to GAAP for Union Pacific's results.



Growing Return on Invested Capital*



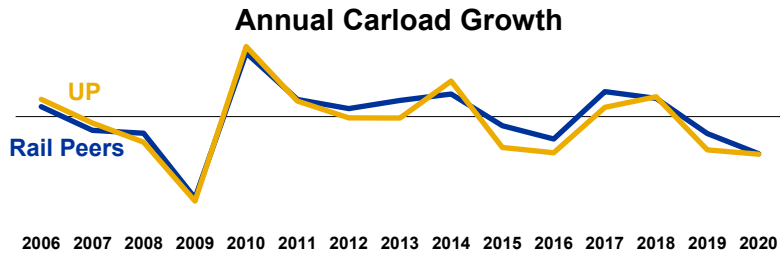
Maintaining Strong Investment Grade Credit Rating and Delivering Consistent Financial Performance

71

Excludes Brazos impairment.
* See Union Pacific website under Investors for a reconciliation to GAAP.



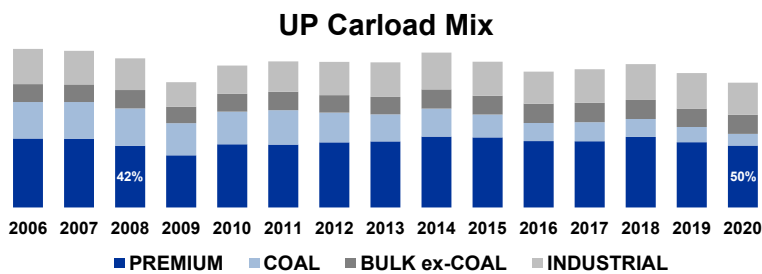
Carload Growth Trends



Volume CAGR

UP: (1%)

Rail Peers: Flat



Mix Headwinds

Intermodal Growth

Coal Decline

72



WIN – Industry Leading Financial Results

2022 – 2024

Revenue Growth

Volume: Exceed Industrial Production,
~3% CAGR

Core Price Gains Above Inflation \$



Profitability

55.x% Operating Ratio Full Year 2022;
Industry Leader

Mid to High 60% Incremental Margins

Low Double Digit EPS Growth CAGR



Capital, Leverage, and Returns

Capital Investments <15% of Revenue

Strong Investment Grade Credit Rating

ROIC ~17%



Cash to Shareholders

100% Cash Conversion

Share Repurchases \$18 - 19 Billion

Dividend Payout Ratio 45%



73

