



May 31, 2018

Agricultural Products

Brad Thrasher
Vice President Marketing &
Sales – Agricultural Products

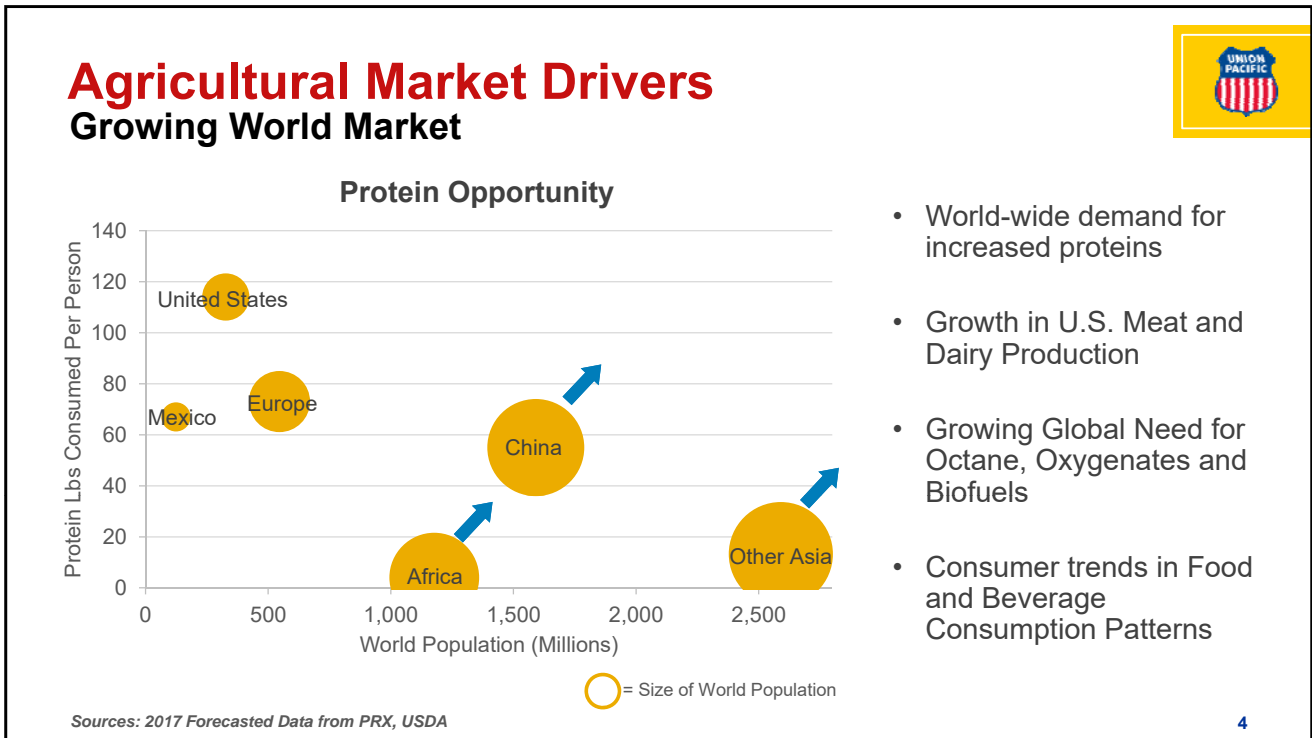
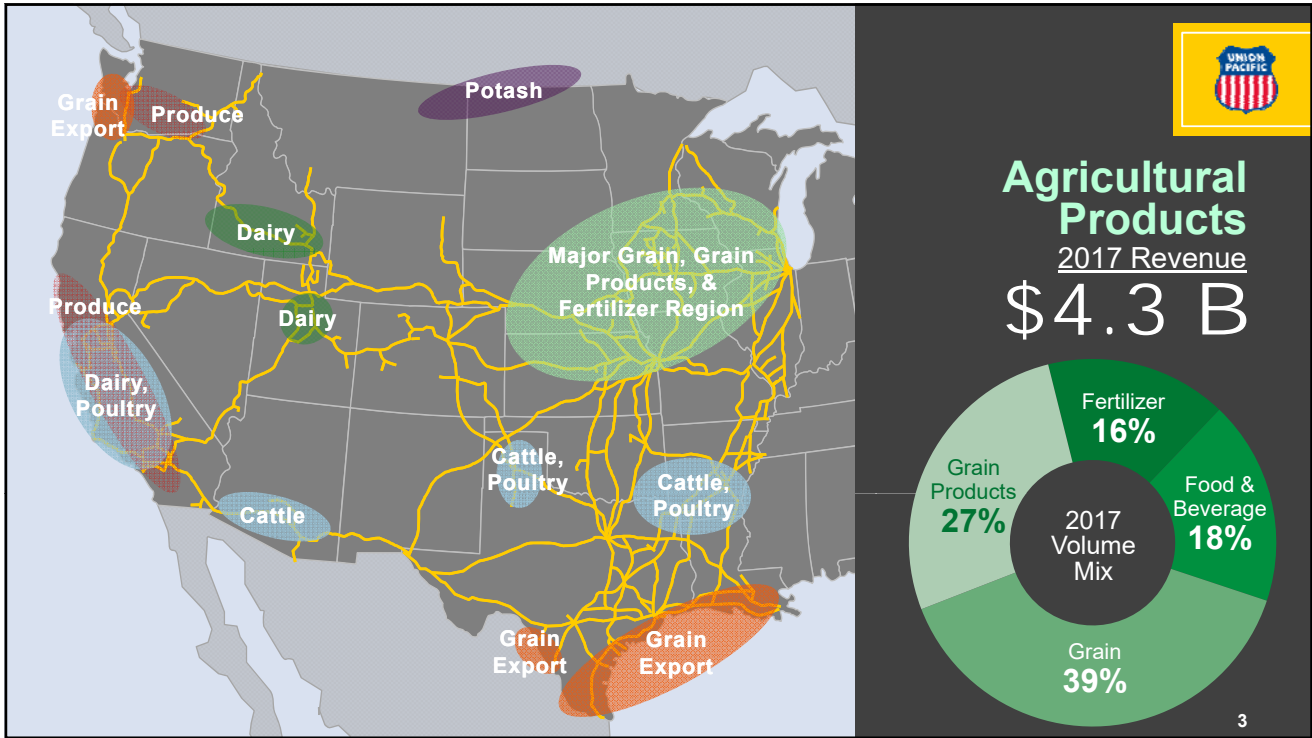
Brad Thrasher Vice President Marketing & Sales – Agricultural Products

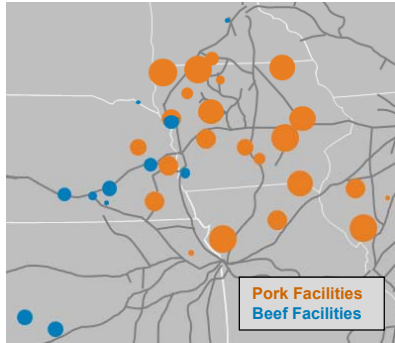


Brad Thrasher was appointed vice president marketing and sales-Agricultural Products effective September 2016. In his position, he is responsible for all grain, grain products, food and fertilizer markets for Union Pacific Railroad.

Previously, Thrasher served as vice president and general manager-Industrial Products, managing the metals, minerals, forest products, construction and specialized markets. Prior to his time in Industrial Products, he served as president and general manager for Union Pacific Distribution Services (UPDS) and assistant vice president for Streamline. Since joining Union Pacific in 1988, he has held a wide variety of Marketing & Sales positions within the Automotive, Chemical, Intermodal and Industrial Products business teams, as well as positions in Business Development, Training and Resource Planning.







Agricultural Growth Opportunities

Ethanol Exports, E15, MER

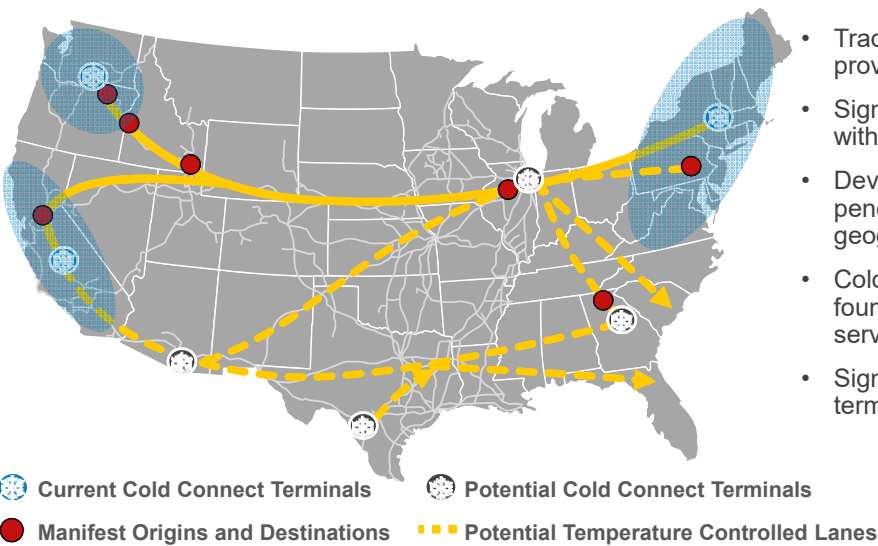
Agility on Grain Export Market Opportunities

Expand Domestic Demand Footprint

Export Protein Strategy

Temperature Controlled: Unique Service Offerings

Innovative Service Solutions Premier Temperature Controlled Network



- Traditional rail commodities provide solid network foundation
- Significant opportunity remains with Fresh Produce
- Developing creative solutions to penetrate new commodities and geographies
- Cold Connect serves as foundation for more innovative service offerings
- Significant opportunity for long term growth