Cautionary Information

This presentation and related materials contain statements about the Corporation's future that are not statements of historical fact, including specifically the statements regarding the Corporation's expectations with respect to economic conditions and demand levels; and its ability to generate financial returns, improve network performance and cost efficiency, provide quality customer service, and provide returns to its shareholders. These statements are, or will be, forward-looking statements as defined by the Securities Act of 1933 and 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 Corporation'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 Corporation'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 Corporation'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 Corporation's Annual Report on Form 10-K for 2014, which was filed with the SEC on February 6, 2015. The Corporation 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 Corporation 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 Corporation does update one or more forward-looking statements, no inference should be drawn that the Corporation 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.
The Strength of a Unique Franchise

Excellent Network
Strategic Terminal Locations
Broad Port Access
Border and Interchange Coverage

$22.6B
2014 Freight Revenue

2015 Volumes

7-Day Monthly Carloadings (000s)

2015 YTD Down 3%

2015 2QTD Volumes* (vs 2014)

Automotive +9%
Intermodal Dom +7%; Int’l +5%
Chemicals Flat
Agricultural Products -9%
Industrial Products -12%
Coal -25%
TOTAL -4%

*Through May 12, 2015
Network Performance

UP Velocity
(As reported to the AAR, in mph)

- Positive Trends
- Working to Align Resources with Demand
- Focus on Improving Service & Costs

UP Terminal Dwell
(As reported to the AAR, in hours)

Growing Shareholder Value

KEY DRIVERS

- Moderate Economy
- Diverse Franchise Opportunities
- Strong Value Proposition - Reinvestability
- Volume + Pricing + Productivity
- Replacement & Productivity Growth with High Returns
- Increasing Cash Generation
  - Low to Mid 40’s Adj. Debt/Cap
  - 1.5x “Plus” Adj. Debt / Adj. EBITDA
  - Strong Investment Grade

2015—2019

- Positive Volume Growth
- Real Core Price Gains
- Operating Ratio 60%+/-
- CapEx of ~16%–17% of Revenue
- Growing Dividend Payout Target to 35%
- Opportunistic Share Repurchases