

## Union Pacific Railroad Carload Mapping

Line of Business to 2019 Business Team			
Agricultural Products	Energy	Industrial	Premium
Grain Grain Products Food & Refrigerated Fertilizer	PRB Coal Other Coal Sand Petroleum, LPG & Renewables	Forest Products Industrial Chemicals Metals Plastics Soda Ash Construction Specialized	Finished Vehicles Domestic Intermodal Other

Line of Business to 2020 Business Team		
Bulk	Industrial	Premium
Grain & Grain Products Fertilizer Food & Refrigerated Coal & Renewables	Industrial Chemicals & Plastics Metals & Minerals* Forest Products Energy** & Specialized Markets	Automotive Intermodal

\*Minerals includes Sand

\*\*Energy includes Petroleum & LPG

AAR Commodity to Line of Business / Business Team			
AAR Commodity	Bulk	Industrial	Premium
Grain	Grain & Grain Products (98%) Food & Refrigerated (2%)		
Farm Products Except Grain	Food & Refrigerated (57%) Grain & Grain Products (43%)		
Metallic Ores		Metals & Minerals (100%)	
Coal	Coal & Renewables (100%)		
Crushed Stone, Gravel & Sand		Metals & Minerals (100%)	
Nonmetallic Minerals	Fertilizer (66%)	Energy & Specialized Markets (18%) Metals & Minerals (16%)	
Grain Mill Products	Grain & Grain Products (88%) Food & Refrigerated (11%)	Energy & Specialized Markets (1%)	
Food & Kindred Products	Food & Refrigerated (68%) Grain & Grain Products (32%)		
Primary Forest Products	Coal & Renewables (71%)	Forest Products (29%)	
Lumber & Wood Products		Forest Products (100%)	
Pulp, Paper & Allied Products		Forest Products (99%) Energy & Specialized Markets (1%)	
Chemicals	Fertilizer (16%) Grain & Grain Products (12%)	Industrial Chemicals & Plastics (55%) Energy & Specialized Markets (17%)	
Petroleum Products	Grain & Grain Products (2%)	Energy & Specialized Markets (98%)	
Stone, Clay & Glass Products		Metals & Minerals (69%) Energy & Specialized Markets (28%) Forest Products (3%)	
Coke	Coal & Renewables (100%)		
Metals & Products		Metals & Minerals (100%)	
Motor Vehicles & Equipment			Automotive (100%)
Iron & Steel Scrap		Metals & Minerals (100%)	
Waste & Nonferrous Scrap	Fertilizer (1%)	Energy & Specialized Markets (52%) Forest Products (26%) Metals & Minerals (21%)	
All Other	Grain & Grain Products (33%) Coal & Renewables (7%) Food & Refrigerated (2%)	Industrial Chemicals & Plastics (46%) Energy & Specialized Markets (10%) Metals & Minerals (2%)	
Intermodal Containers		Energy & Specialized Markets (3%)	Intermodal (86%) Automotive (11%)
Intermodal Trailers			Intermodal (99%) Automotive (1%)

\*Allocations are based on 2019 carloads and will change over time.

**Union Pacific Railroad**  
**Freight Revenue, Carloads & Average Revenue Per Car (ARC)**  
**2017 - 2019**

Line of Business	Metric	2017	2018	2019				Full Year
				1Q	2Q	3Q	4Q	
Grain & Grain Products	Freight Revenue (Millions)	\$2,688	\$2,756	\$665	\$711	\$704	\$696	\$2,776
	Carloads (Thousands)	746	723	169	178	181	180	708
	ARC	\$3,602	\$3,811	\$3,924	\$3,993	\$3,900	\$3,860	\$3,919
Fertilizer	Freight Revenue (Millions)	\$609	\$641	\$159	\$172	\$161	\$161	\$653
	Carloads (Thousands)	182	194	43	54	48	45	190
	ARC	\$3,354	\$3,303	\$3,718	\$3,182	\$3,334	\$3,636	\$3,448
Food & Refrigerated	Freight Revenue (Millions)	\$997	\$1,065	\$242	\$272	\$253	\$241	\$1,008
	Carloads (Thousands)	212	206	47	52	48	45	192
	ARC	\$4,710	\$5,171	\$5,219	\$5,211	\$5,203	\$5,340	\$5,241
Coal & Renewables	Freight Revenue (Millions)	\$2,693	\$2,607	\$554	\$523	\$564	\$451	\$2,092
	Carloads (Thousands)	1,240	1,176	256	244	271	226	997
	ARC	\$2,172	\$2,216	\$2,162	\$2,147	\$2,082	\$1,991	\$2,098
<b>Bulk</b>	<b>Freight Revenue (Millions)</b>	<b>\$6,987</b>	<b>\$7,069</b>	<b>\$1,620</b>	<b>\$1,678</b>	<b>\$1,682</b>	<b>\$1,549</b>	<b>\$6,529</b>
	<b>Carloads (Thousands)</b>	<b>2,380</b>	<b>2,299</b>	<b>515</b>	<b>528</b>	<b>548</b>	<b>496</b>	<b>2,087</b>
	<b>ARC</b>	<b>\$2,937</b>	<b>\$3,074</b>	<b>\$3,146</b>	<b>\$3,179</b>	<b>\$3,068</b>	<b>\$3,121</b>	<b>\$3,128</b>
Industrial Chemicals & Plastics	Freight Revenue (Millions)	\$1,679	\$1,828	\$452	\$482	\$494	\$457	\$1,885
	Carloads (Thousands)	560	599	148	157	158	148	611
	ARC	\$2,995	\$3,049	\$3,047	\$3,081	\$3,131	\$3,086	\$3,087
Metals & Minerals	Freight Revenue (Millions)	\$2,361	\$2,521	\$536	\$557	\$520	\$429	\$2,042
	Carloads (Thousands)	789	822	180	199	200	165	744
	ARC	\$2,994	\$3,067	\$2,968	\$2,806	\$2,599	\$2,606	\$2,745
Forest Products	Freight Revenue (Millions)	\$1,128	\$1,209	\$285	\$303	\$290	\$282	\$1,160
	Carloads (Thousands)	233	241	56	56	55	53	220
	ARC	\$4,837	\$5,025	\$5,145	\$5,324	\$5,275	\$5,313	\$5,264
Energy & Specialized Markets	Freight Revenue (Millions)	\$1,857	\$2,131	\$566	\$595	\$598	\$626	\$2,385
	Carloads (Thousands)	510	565	147	156	157	164	624
	ARC	\$3,644	\$3,772	\$3,865	\$3,807	\$3,797	\$3,818	\$3,821
<b>Industrial</b>	<b>Freight Revenue (Millions)</b>	<b>\$7,025</b>	<b>\$7,689</b>	<b>\$1,839</b>	<b>\$1,937</b>	<b>\$1,902</b>	<b>\$1,794</b>	<b>\$7,472</b>
	<b>Carloads (Thousands)</b>	<b>2,092</b>	<b>2,227</b>	<b>531</b>	<b>568</b>	<b>570</b>	<b>530</b>	<b>2,199</b>
	<b>ARC</b>	<b>\$3,358</b>	<b>\$3,452</b>	<b>\$3,465</b>	<b>\$3,408</b>	<b>\$3,336</b>	<b>\$3,386</b>	<b>\$3,398</b>
Automotive	Freight Revenue (Millions)	\$2,001	\$2,172	\$520	\$554	\$542	\$507	\$2,123
	Carloads (Thousands)	841	891	210	218	222	208	858
	ARC	\$2,380	\$2,438	\$2,472	\$2,546	\$2,436	\$2,441	\$2,474
Intermodal	Freight Revenue (Millions)	\$3,824	\$4,454	\$1,031	\$1,067	\$1,020	\$1,001	\$4,119
	Carloads (Thousands)	3,275	3,491	831	823	789	759	3,202
	ARC	\$1,167	\$1,276	\$1,241	\$1,295	\$1,294	\$1,319	\$1,286
<b>Premium</b>	<b>Freight Revenue (Millions)</b>	<b>\$5,825</b>	<b>\$6,626</b>	<b>\$1,551</b>	<b>\$1,621</b>	<b>\$1,562</b>	<b>\$1,508</b>	<b>\$6,242</b>
	<b>Carloads (Thousands)</b>	<b>4,116</b>	<b>4,382</b>	<b>1,041</b>	<b>1,041</b>	<b>1,011</b>	<b>967</b>	<b>4,060</b>
	<b>ARC</b>	<b>\$1,415</b>	<b>\$1,512</b>	<b>\$1,489</b>	<b>\$1,557</b>	<b>\$1,545</b>	<b>\$1,560</b>	<b>\$1,538</b>
<b>Total</b>	<b>Freight Revenue (Millions)</b>	<b>\$19,837</b>	<b>\$21,384</b>	<b>\$5,010</b>	<b>\$5,236</b>	<b>\$5,146</b>	<b>\$4,851</b>	<b>\$20,243</b>
	<b>Carloads (Thousands)</b>	<b>8,588</b>	<b>8,908</b>	<b>2,087</b>	<b>2,137</b>	<b>2,129</b>	<b>1,993</b>	<b>8,346</b>
	<b>ARC</b>	<b>\$2,310</b>	<b>\$2,400</b>	<b>\$2,401</b>	<b>\$2,450</b>	<b>\$2,417</b>	<b>\$2,435</b>	<b>\$2,425</b>