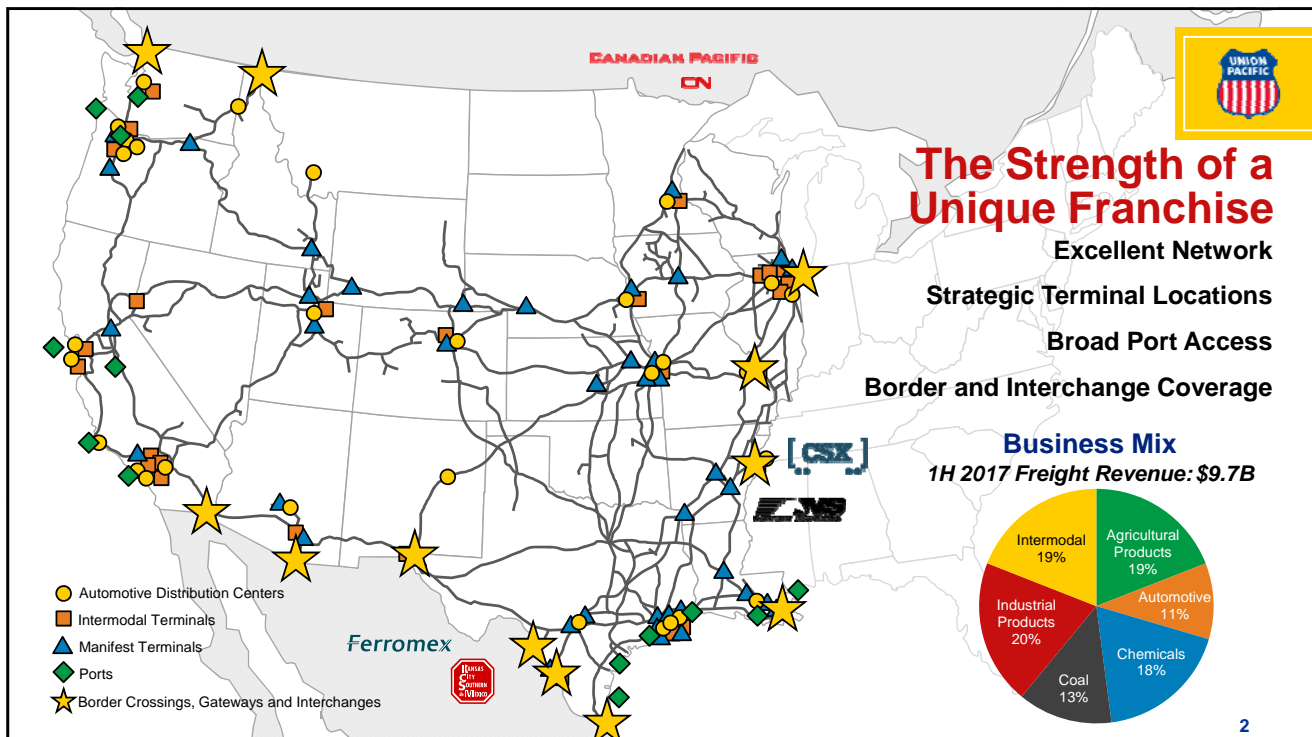




August 3, 2017

UBS Transport Conference

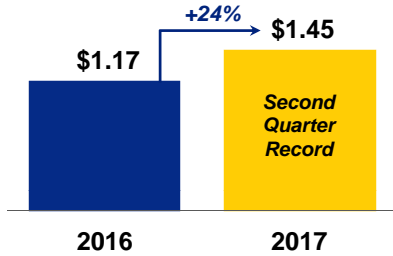
Rob Knight
CFO



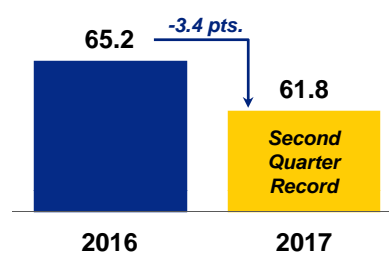
Second Quarter 2017 Results



Earnings Per Share Second Quarter



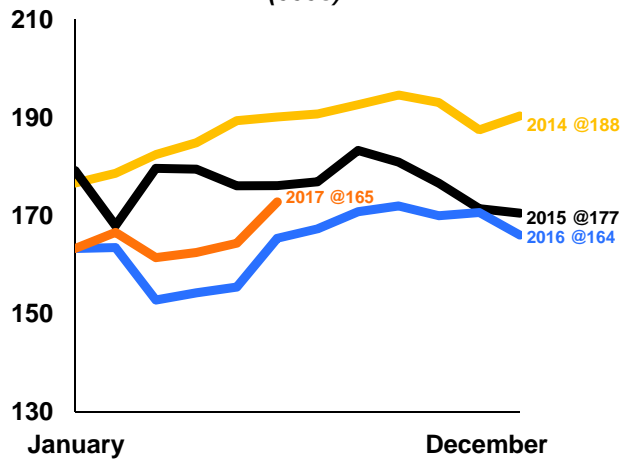
Operating Ratio Second Quarter



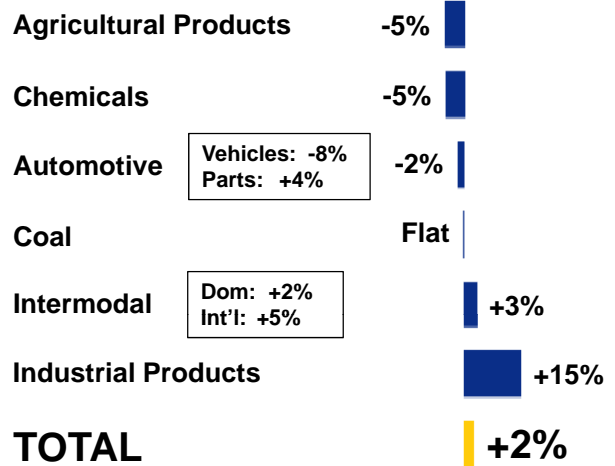
2017 Business Trends



7-Day Monthly Carloadings (000s)



2017 3QTD Volumes* (vs 2016)



*Through July 28, 2017

Productivity

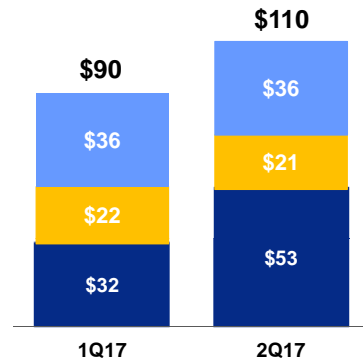


Initiatives:

Network and Train Ops	<i>TE&Y / Train length / Joint facility</i>
Equipment (Loco and Car)	<i>Active fleet / Car repair / Equip rental costs</i>
Other Ops, Support, Sourcing and Safety	<i>Engineering / Fuel conservation / Intermodal & Premium Ops / Admin / Supply Chain / Sourcing / Safety performance</i>

2017 YTD Results

(\$ in millions)



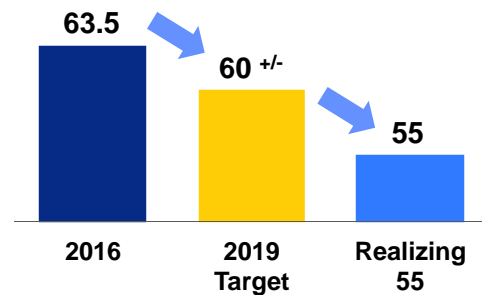
2017 Full Year Productivity Target: \$350 - \$400 M

2017 Outlook



- Full Year Volume Up Low Single Digits (Closer to Flat in 3Q)
- Price at Reinvestable Levels, Above Rail Inflation Costs
- Productivity \$350 to \$400 Million (\$200 M YTD)
- Continued Focus on "G55 + 0" Initiatives

Operating Ratio (%)



Improved OR in 2017