

# Automotive

Linda Brandl, VP & General Manager

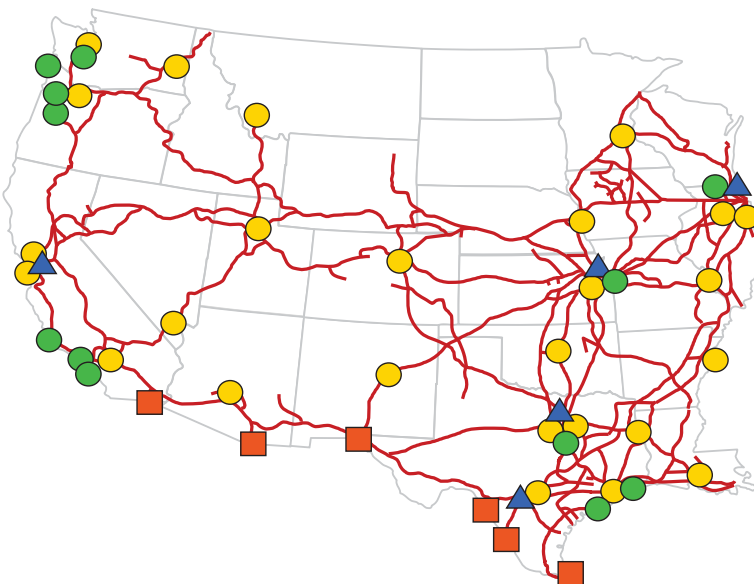
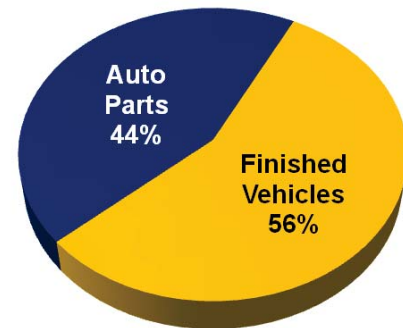


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## Automotive

\$1.6 Billion Revenue as of 9/30/14

### Volume Mix by Segment



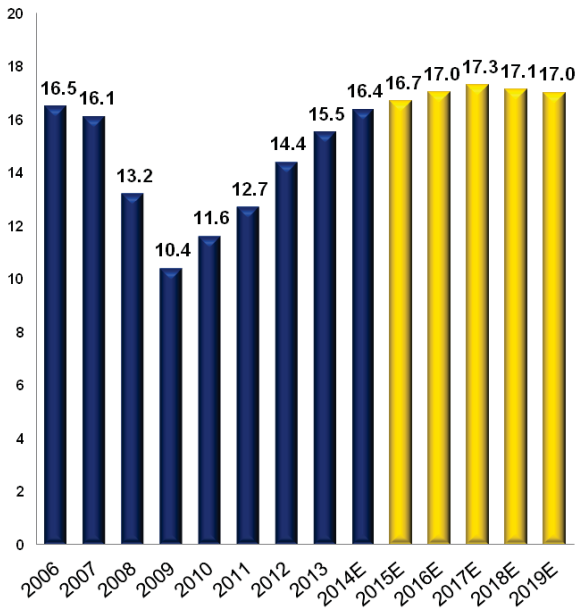
- ▲ Assembly Centers
- Gateways to Mexico
- UP Distribution Center, UP Owned/Leased
- Distribution Centers and/or Ports, Privately Owned



# U.S. Sales Growth and Drivers

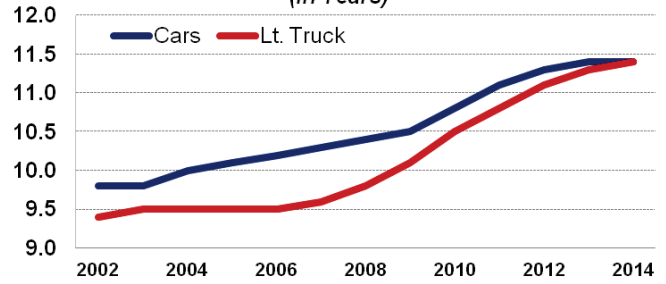
## Expect 16.4 Million in Sales in 2014

U.S. Light Vehicle SAAR\*



\*Source: IHS Global Insight October 2014

U.S. Vehicle Median Age\*  
(In Years)



\*Source: R.L. Polk

- Cyclical Growth Tapering
- Replacement Demand
- Available Credit
- Customer Interest in New Models
- Population Growth



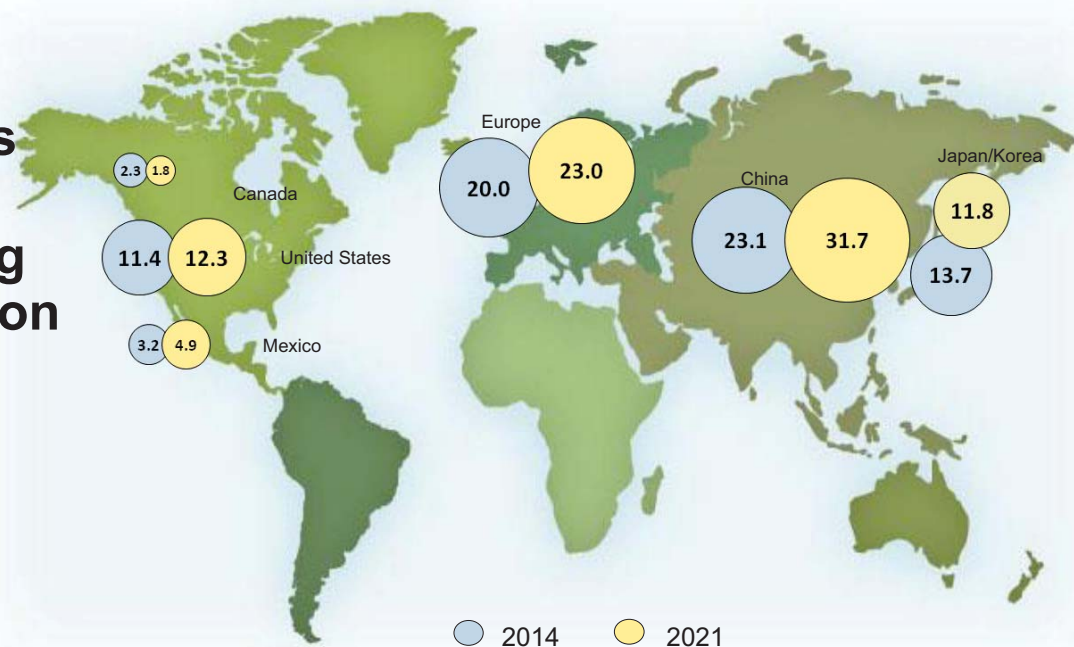
# World Vehicle Production by Region\*

## Estimated in Millions

• A Global Business

• Changing Production Patterns

• NAFTA Corridor



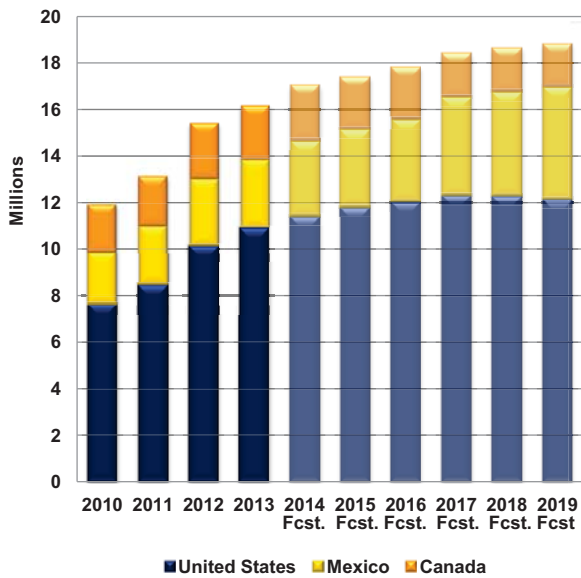
\*Source: IHS Global Insight September 2014



# North American Production Growth Expected

## Union Pacific is Well Positioned to Handle

North American Light Vehicle Production Forecast\*



\*Source: IHS Global Insight September 2014

Mexico Automotive Manufacturing Locations

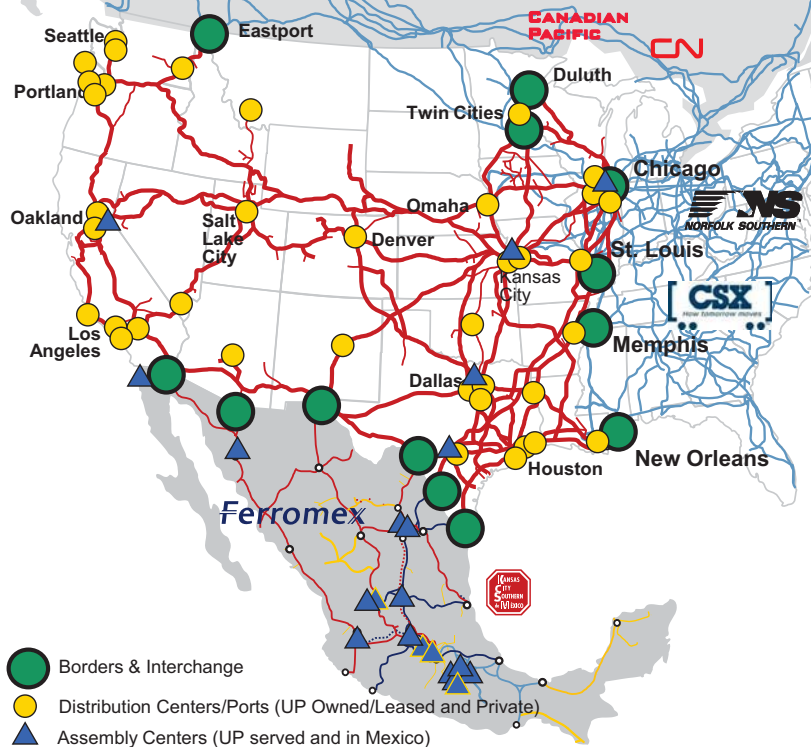


★ Expansion or Planned Expansion  
 ★ New Plant or Planned New Plant



# Union Pacific Connecting NAFTA Markets

## Mexico Automotive



- Connections with FXE and KCSM
- Border & Interchange Options
- Comprehensive Market Coverage
- Efficient Routes
- Equipment Investment and Supply
- Customs and Border Expertise
- UP Support Team

● Borders & Interchange  
 ● Distribution Centers/Ports (UP Owned/Leased and Private)  
 ▲ Assembly Centers (UP served and in Mexico)



# Union Pacific Automotive

## Vehicle Lifecycle and Supply Chain Agility



- Move Up the Supply Chain
- Commitment to Service
- Innovative Products
- Serve Non-traditional Rail Customers
- Strengthen Value Proposition through Subsidiaries

6



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## Automotive Outlook



### Finished Vehicles & Parts

- + Strong Demand
- + Moderate Growth
- + NAFTA Production
- + Over the Road Conversions
- +/- Competitive Environment

7



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