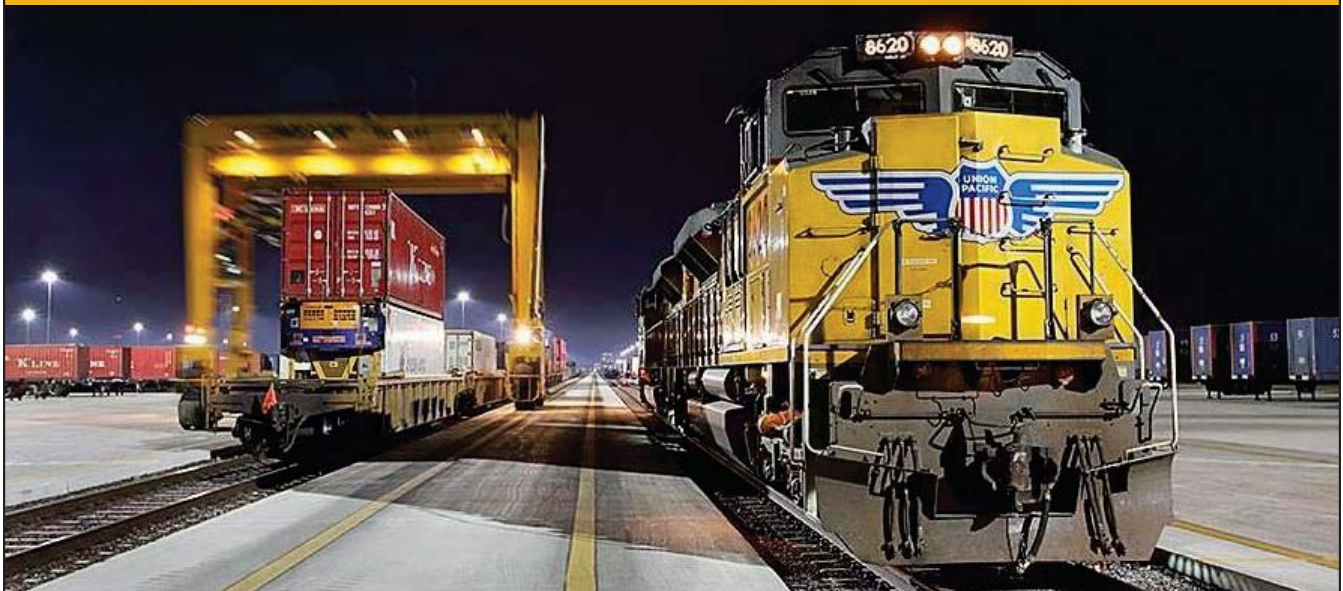


Intermodal

John Kaiser, VP and GM Intermodal



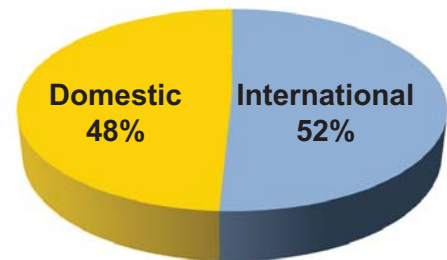
BUILDING AMERICA®

Intermodal

\$3.4 Billion Revenue as of 9/30/14



Volume Mix



Required Average Daily Transit Miles

International

400

Domestic Truckload

600

Domestic Premium

800 - 1,000

- Intermodal Terminals
- Ports
- ★ Interchange Points



BUILDING AMERICA®

International Business Overview

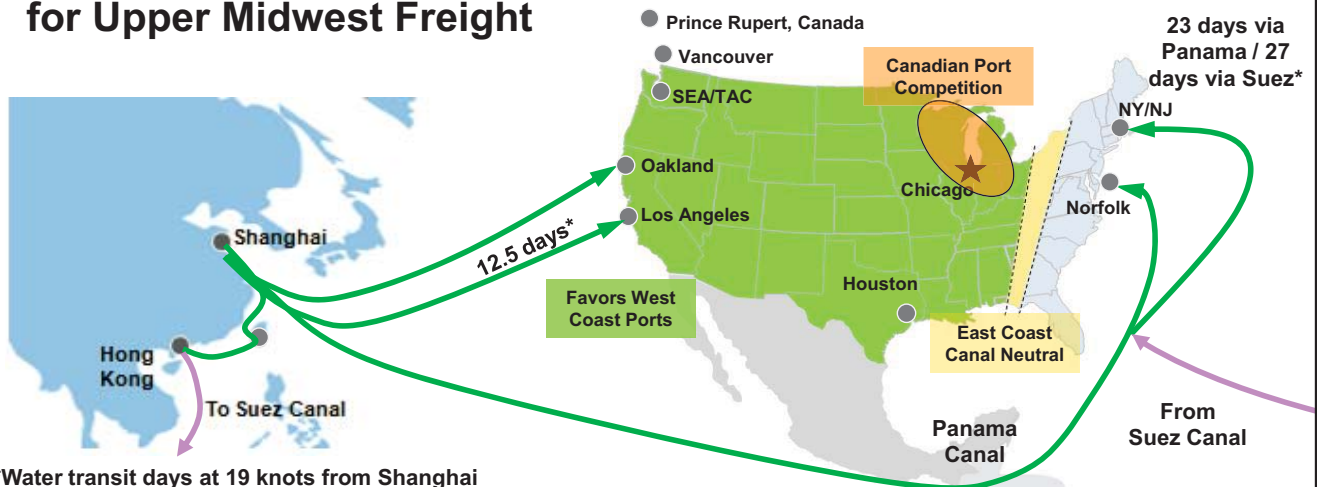
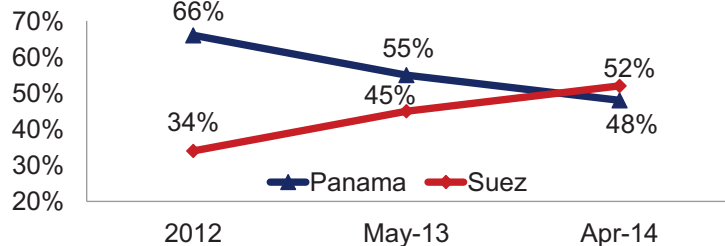
- Global Trade Growth
- West Coast Best Positioned to Handle Large Vessels
- UP Offers Superior Network Reach



International Competitive Landscape

- East Coast Share Stable over past Five Years Prior to ILWU Negotiation
- Suez Canal now Handling Majority of Eastern Imports
- Canadian Ports Competing for Upper Midwest Freight

Panama and Suez Canal Share of East Coast Imports



*Water transit days at 19 knots from Shanghai

West Coast Positioned to Handle Large Vessels

- Port Draft and Cranes in Place to Support Largest Vessels
- 44% of Vessel Capacity on Order is for 13K TEU or Greater Size

Port Location	Super Post Panamex Cranes	Largest Current Ship to / from Asia
LA/LB	65	13,100
Seattle/Tacoma	22	10,100
Oakland	10	10,100
W. Canada	28	10,100
NY/Norfolk	42	<=9,600
All Other East Coast Ports	5	<=9,200
Gulf Coast	3	<=5,100



Union Pacific Domestic Intermodal Network

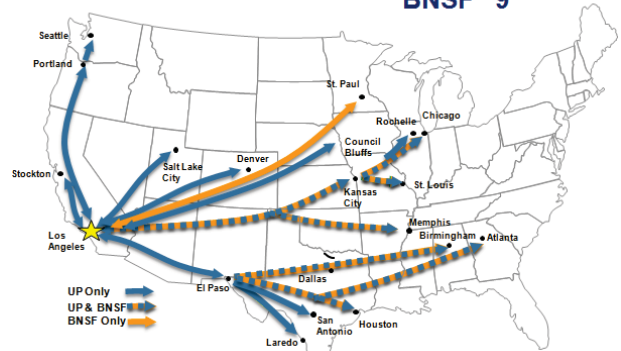
- Largest Domestic Network
- Tightening Truck Capacity Resulting in Record Demand
- Enhanced Service and Train Capacity in Multiple Lanes
- Positioned to Serve Growing Mexico Market



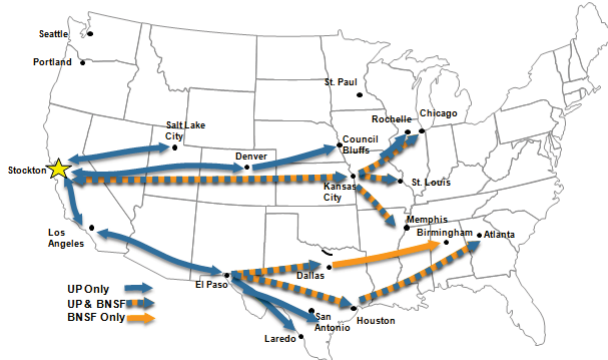
Largest Western Intermodal Network

- UP Connects Twice as Many Major Markets in North America
- Competitive Service in all Lanes
- Connect to the Most Major Markets in Mexico and Canada

Los Angeles Markets Served: UP 18
BNSF 9



Northern California Markets Served: UP 15
BNSF 8

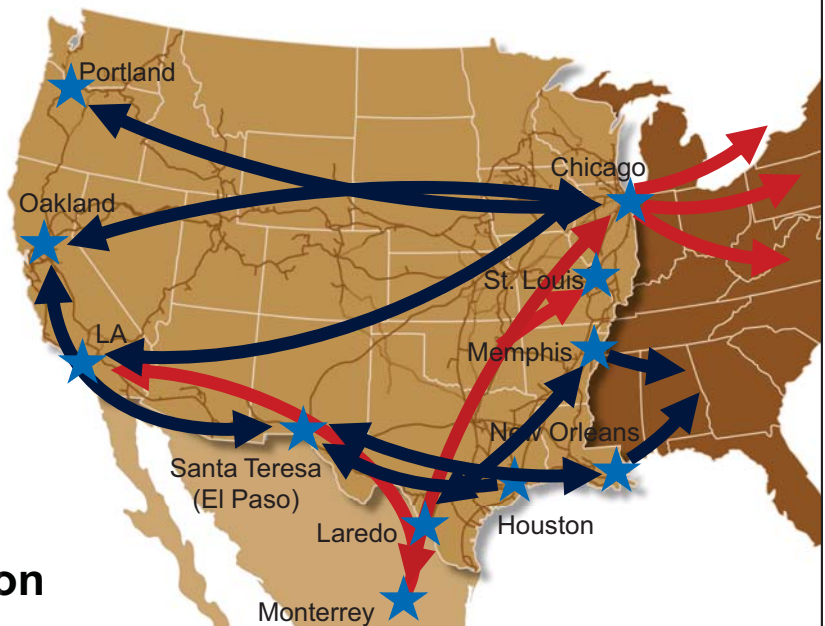


Chicago Markets Served: UP 16
BNSF 11



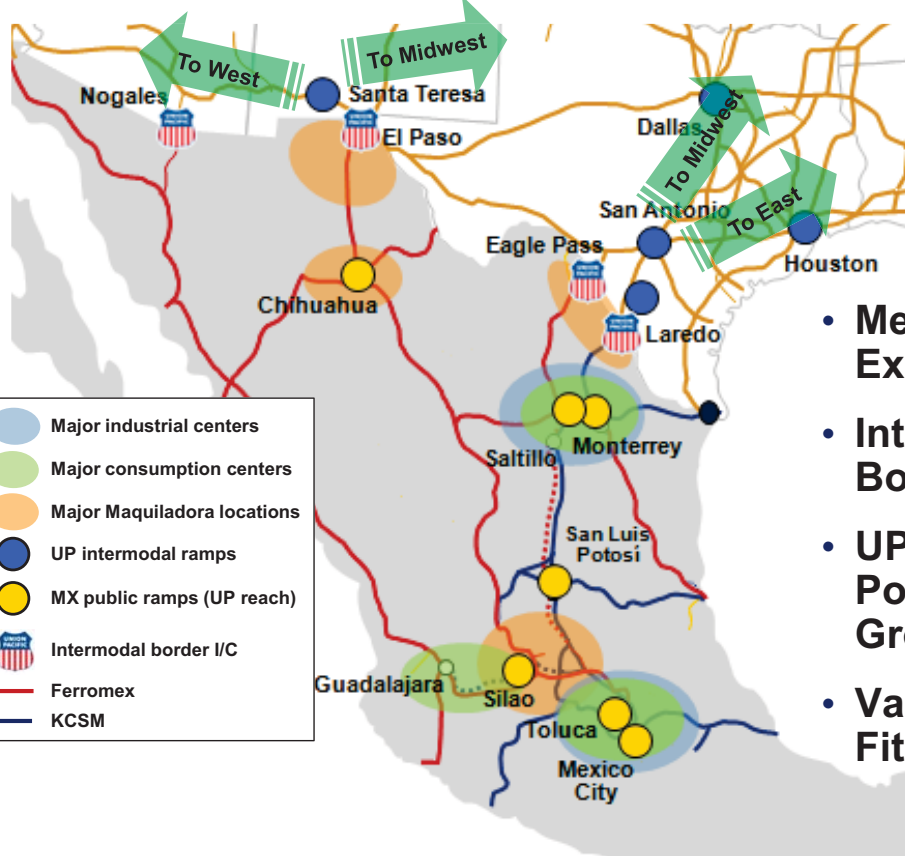
New Domestic Services and Train Capacity

- LA - Chicago
- Oakland - Chicago
- Portland - Chicago
- Monterrey, Mexico to Chicago, St. Louis and LA
- Laredo - Memphis
- Santa Teresa to Southeast, Northern California and Houston



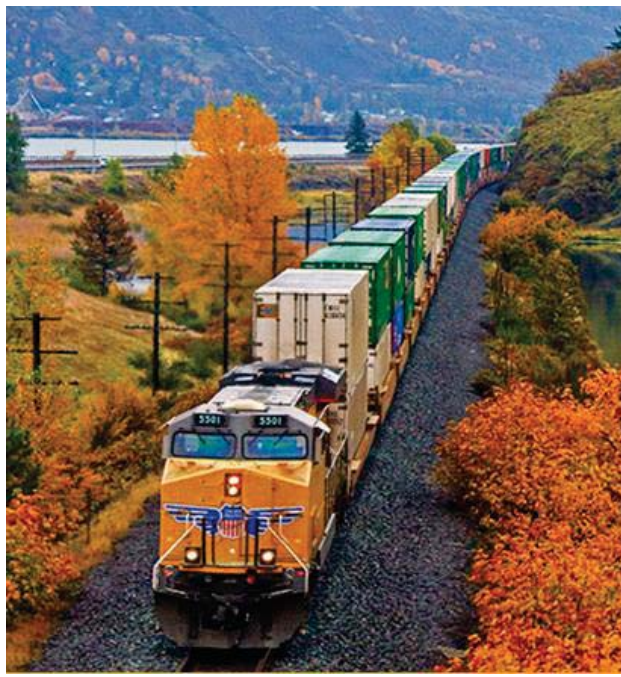
New/Improved Service
 New U.S./Mexico Rail Service

UP Positioned To Serve Growing Mexico Market



- Mexico is 2nd Largest Export Market to U.S.
- Interchange with Both Mexican RRs
- UP Infrastructure Positioned for Growth
- Variety of Products to Fit Customer Needs

Intermodal Outlook



International Intermodal

- + Network Reach
- ? Ocean Carrier Alliances

Domestic Intermodal

- + Highway Conversion
- + New Product Development
- +/- Trucking Regulation