



BUILDING AMERICA®

August 16, 2017

U.S. Soy Global Trade Exchange: Rail Transportation

Dan McLaughlin
AVP – Grain & Grain Products



Union Pacific

2016 Fast Facts

129 on Fortune 500

Freight revenue **\$18.6** billion

Operations in **23** states

32K route miles

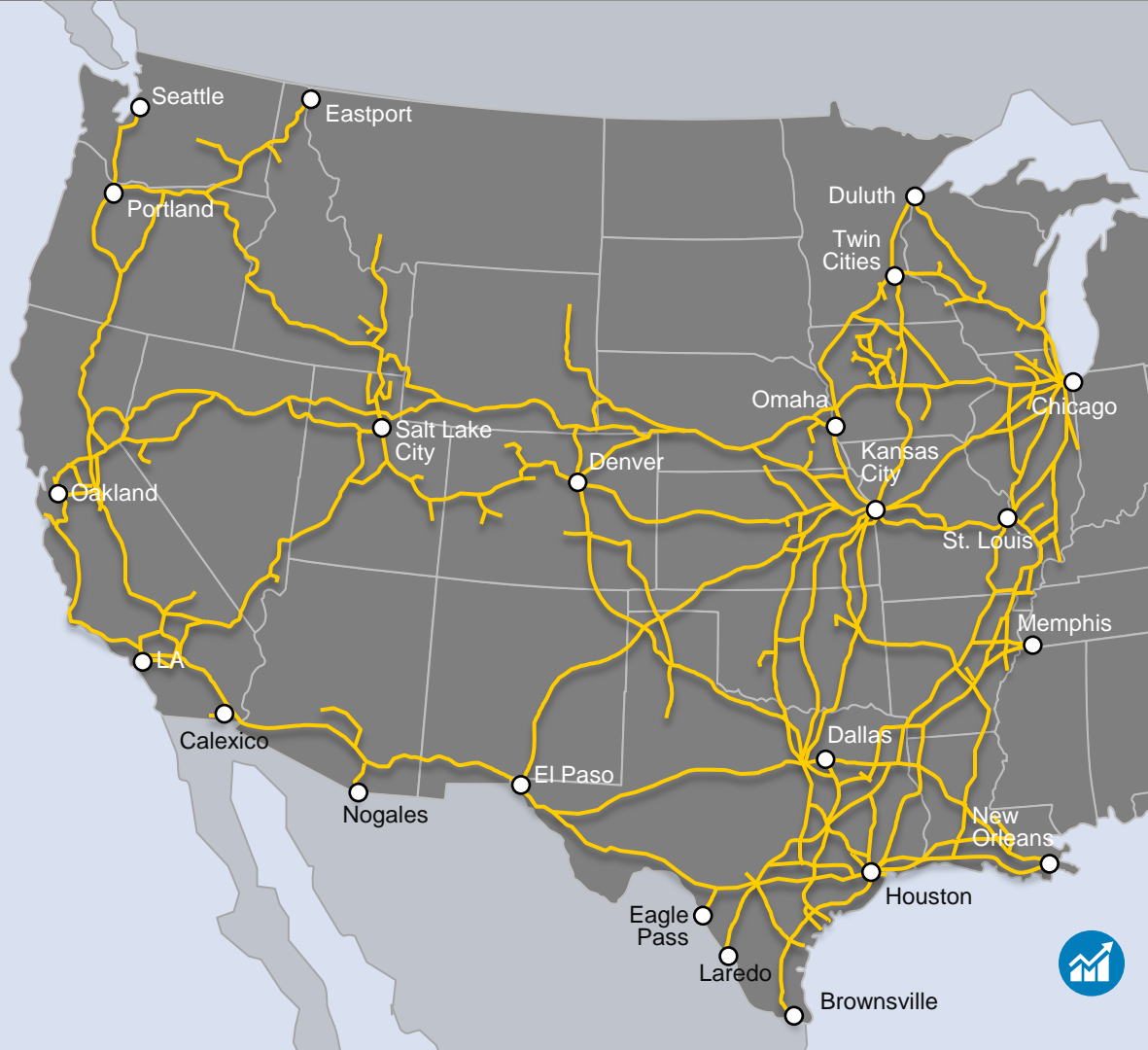
43K employees

10K customers

>8K locomotives

66K freight cars

Capital spending **\$3.5** billion



CN CANADIAN PACIFIC



The Strength of a Unique Franchise

Excellent Network

Strategic Terminal Locations

Broad Port Access

Border and Interchange Coverage

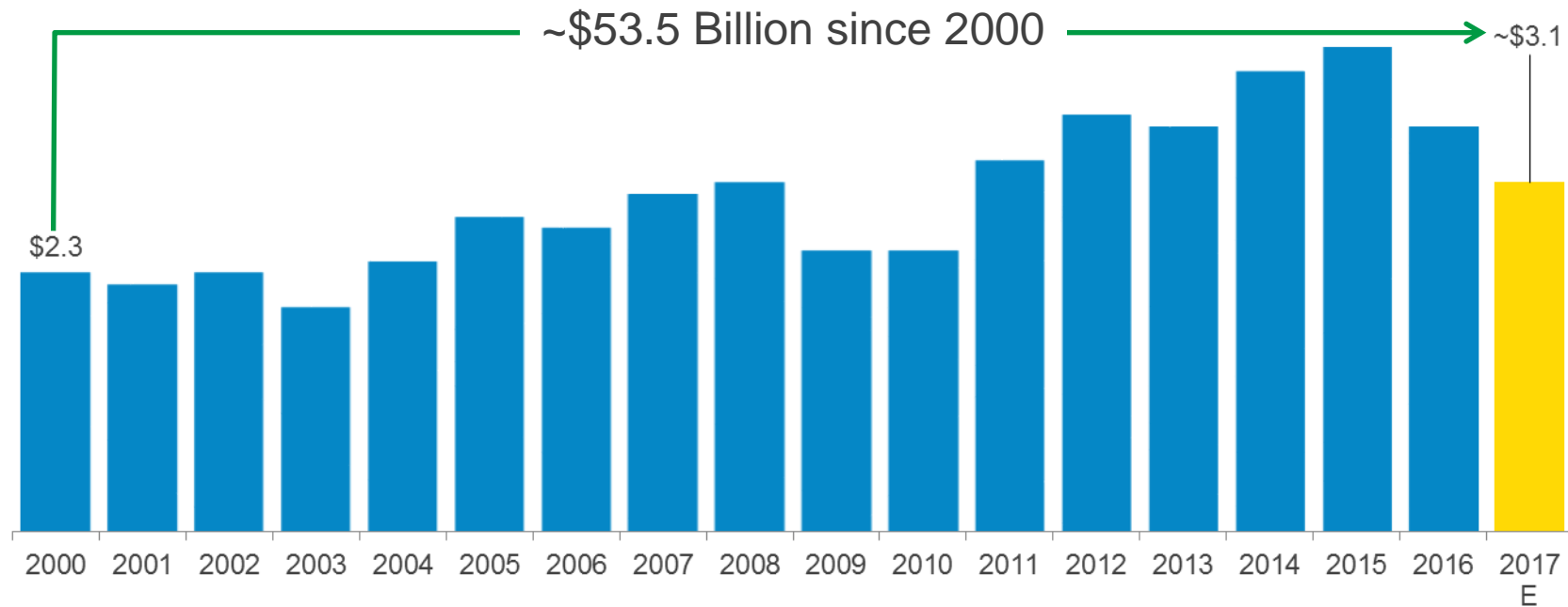
- Automotive Distribution Centers
- Intermodal Terminals
- ▲ Manifest Terminals
- ◆ Ports
- ★ Border Crossings, Gateways and Interchanges

Ferromex



UP Capital Spending Trends

In Billions



Includes cash capital, leases and other non-cash capital

2017: ~\$3.1 Billion Capital Plan



60%



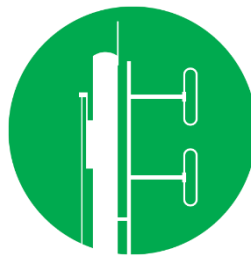
\$1,860 M
Infrastructure
Replacement

14%



\$435 M
Locomotives
& Equipment

10%



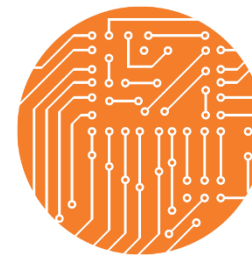
\$300 M
Positive Train
Control (PTC)

8%



\$255 M
Capacity &
Commercial
Facilities

8%



\$240 M
Technology
& Other

2016 Business Mix

Total Company



Agricultural



\$3,626

19%

Automotive



\$2,000

11%

Chemicals



\$3,476

19%

Coal



\$2,429

13%

Industrial



\$3,349

18%

Intermodal



\$3,717

20%

\$'s in millions, 2016 actuals



Lane Density Map



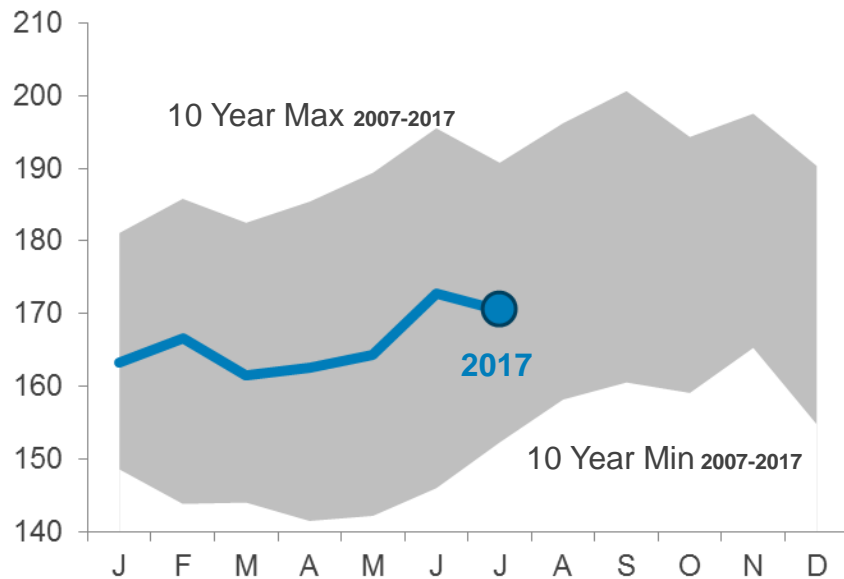
based on 2016 carloadings

UP Volume

July YTD 2017

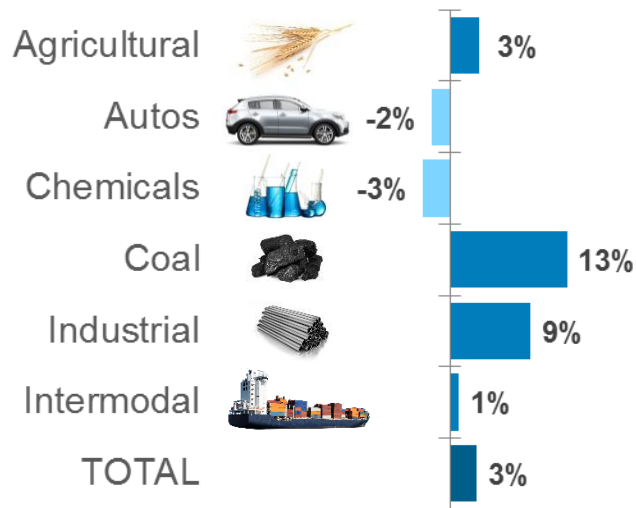


7-Day Carloadings



YTD Carloadings

2017 vs. 2016



2016 Business Mix

Agricultural Products



Grain



\$1,364
38%

Grain Products



\$1,323
36%

Food & Refrigerated



\$939
26%

\$'s in millions, 2016 actuals



Lane Density Map



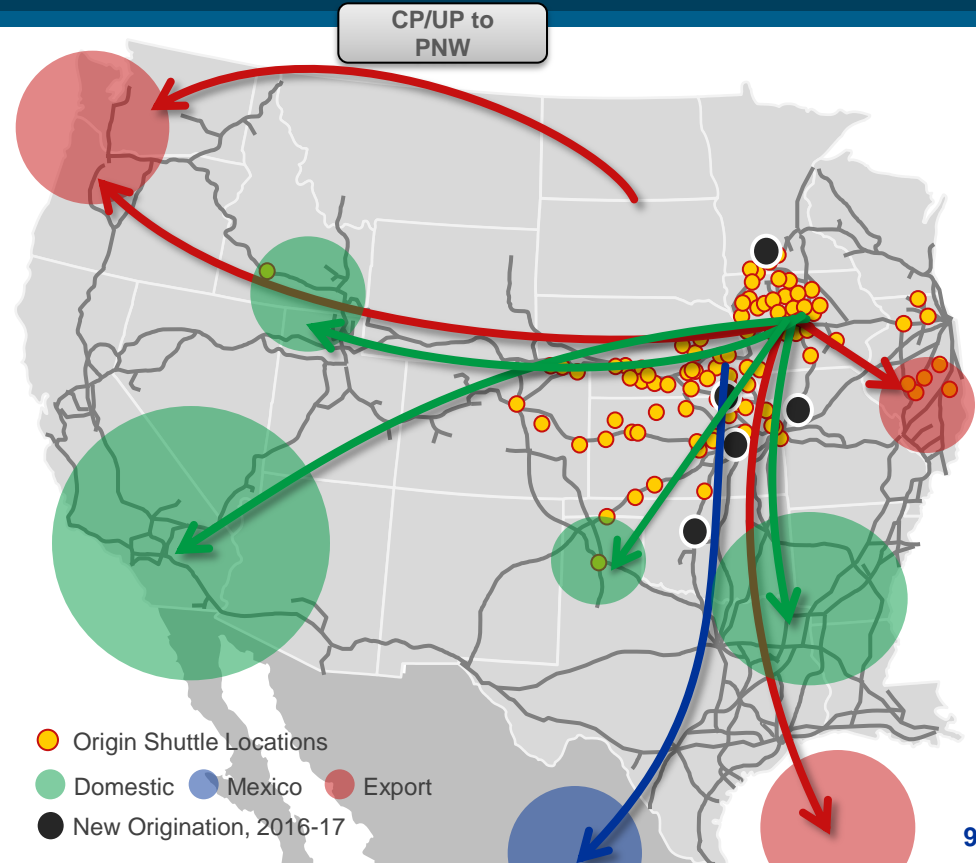
based on 2016 carloadings

Diverse Grain Franchise

Factors that influence US grain flows



- Grain flows can change rapidly
- Efficient transportation is key
- Investments in capacity and agility in solutions are necessary



Containerized Exports

Changing landscape of matchback programs





Maximizing Productivity and Capacity



Thank you!