



BNSF Railway Update

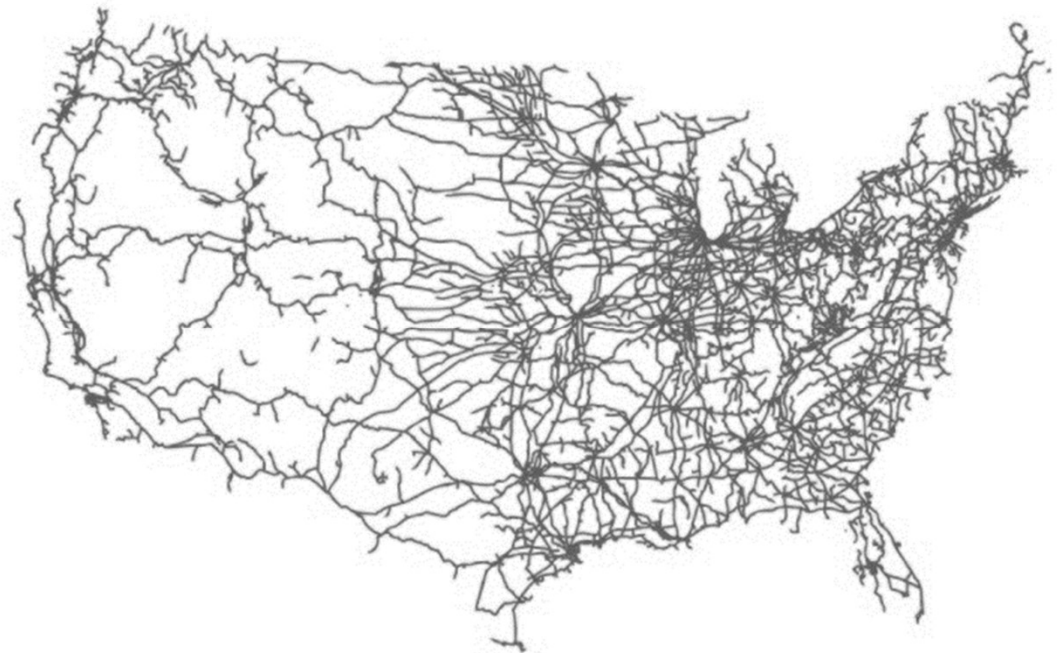
Lisa Israel
Senior Manager: AG Marketing / Sales
March 1, 2024



America's Freight Rail Network

One of the most cost-effective, efficient transportation networks in the world.

Fueled by nearly \$740 billions of dollars in annual private investment, railroads maintain and modernize the nation's nearly 140,000-mile private rail network (equivalent to 5.6 trips around the earth) to deliver for America...**connecting the consumers and businesses across the country and world while benefitting the environment and promoting safety.**



Our Network

- **32,500 route miles** in 28 states and three Canadian provinces
- **+13,000** bridges and **89** tunnels
- Serves **+40 ports**
- **27** intermodal facilities



Rail is the Most Environmentally Efficient Mode of Surface Transportation



In 2022, customers **reduced total carbon emissions by more than 23.9 million metric tons** by shipping with BNSF. That's the equivalent of taking 5.2 million vehicles off the road.



On average, BNSF trains move one ton of freight **nearly 500 miles on just one gallon** of diesel fuel.



On average, trains are **three to four times more fuel efficient** than their highway counterparts and lower greenhouse gas emissions by more than 75%.*



If 25% of truck traffic moving at least 750 miles went by rail instead, **annual greenhouse gas emissions would fall by 13.1 million tons.***

*Association of American Railroads Data



We Care

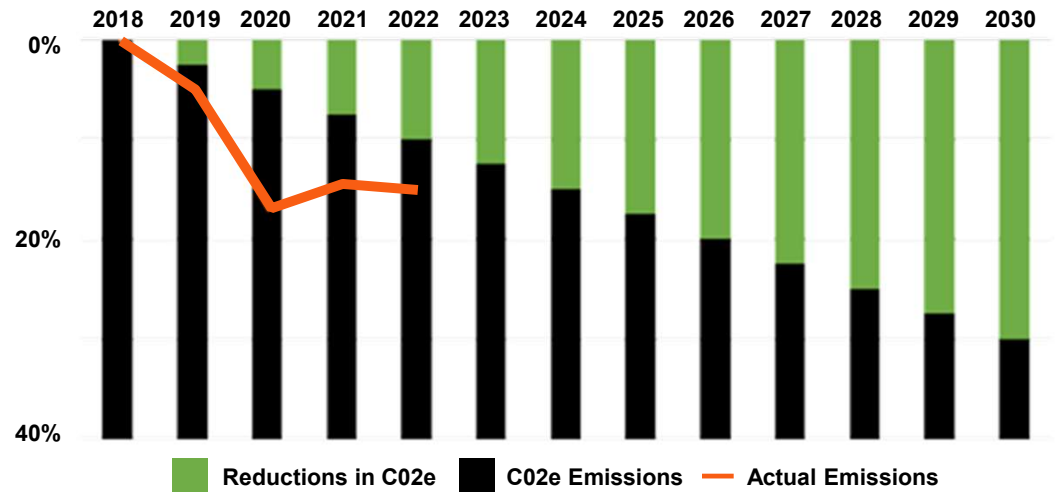


Leading the Way:

- Sustainable practices
- Next generation of locomotives
- Testing new technologies

With these efforts and many more, BNSF is committed to reduce our emissions by 30% by 2030.

BNSF Emissions Reductions by Year



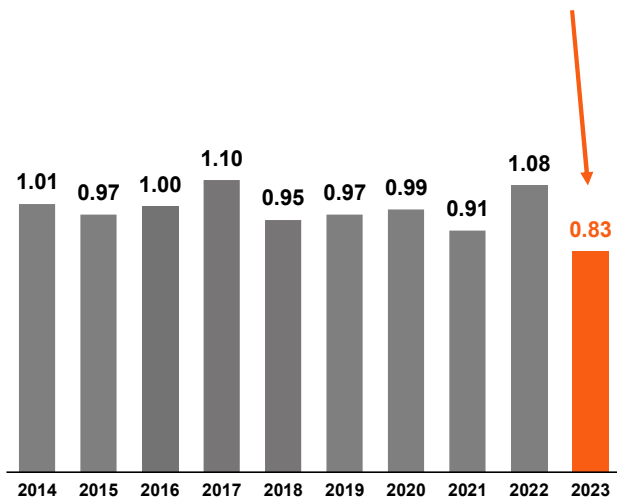


BNSF Safety Performance

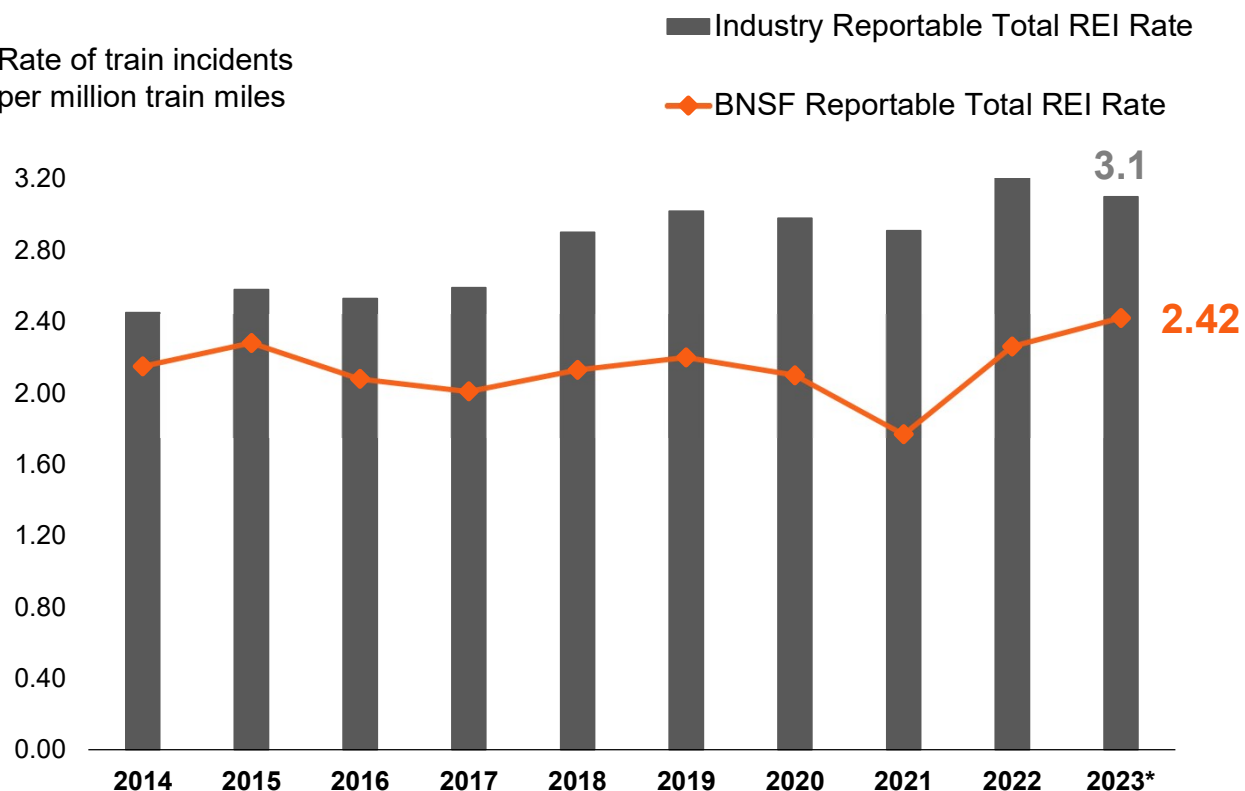
Employee Frequency

Reportable Personal Injury Incidents
Per 200,000 Employee Hours

Record performance!



Rate of train incidents
per million train miles



Source: FRA 1.12 – Ten Year Accident/Incident Overview. Industry reflects Class I excluding Amtrak. (*Through Nov. 30, 2023)

Slide 6

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Remove this slide. We are not sharing any safety performance data until mid-March when FY is released.

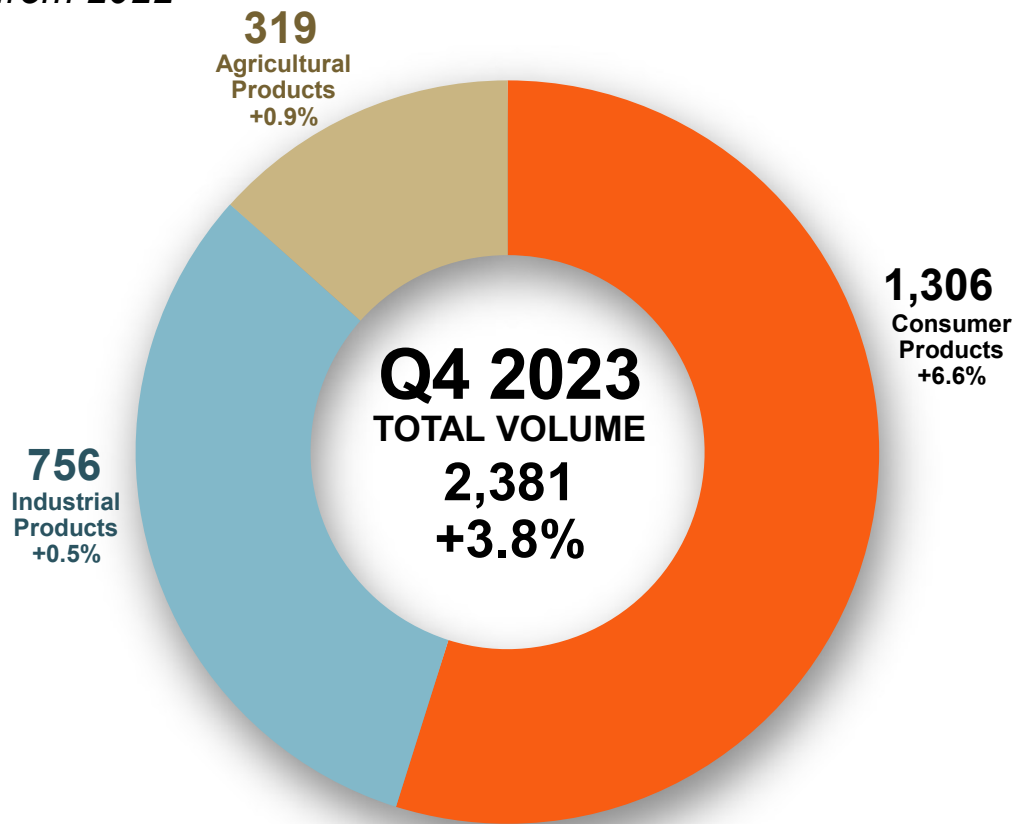
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BNSF Volume – 4th Quarter 2023

Total units and % change from 2022

In Thousands





BNSF Agricultural Products Breakdown

BNSF is the largest grain-hauling railroad in the United States



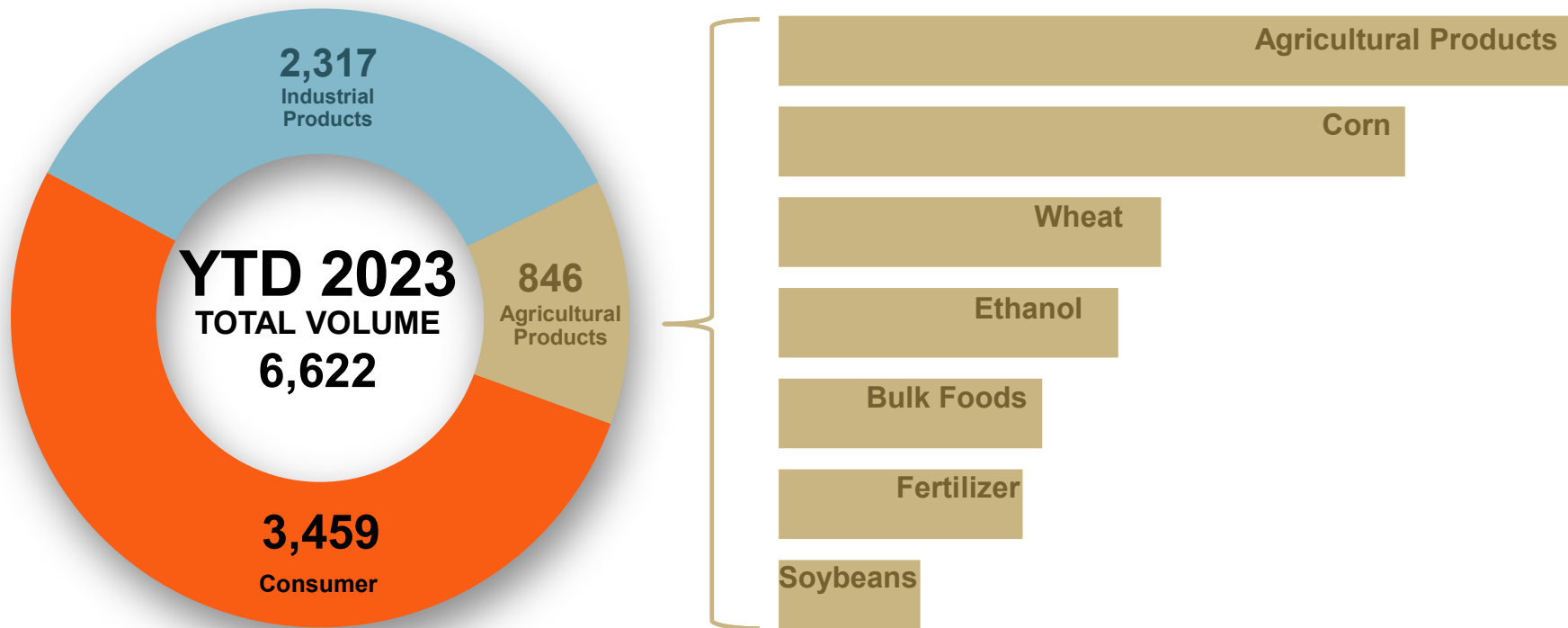


BNSF Agricultural Volume

YTD 2023 thru Q3

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Total units



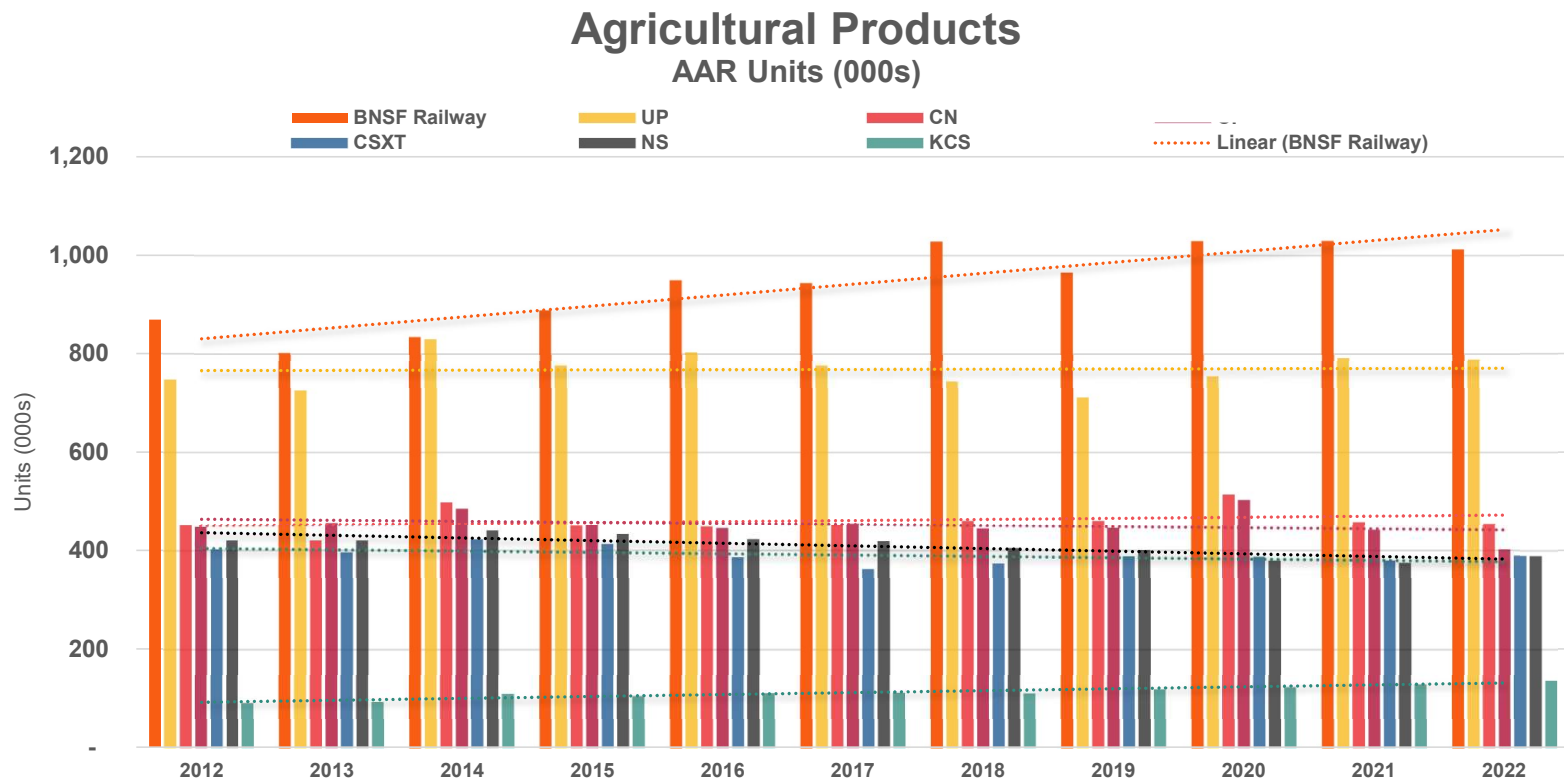
Slide 9

SA0 Remove. This slide can only be used with customers and cannot be used at any trade shows/industry events/media events.

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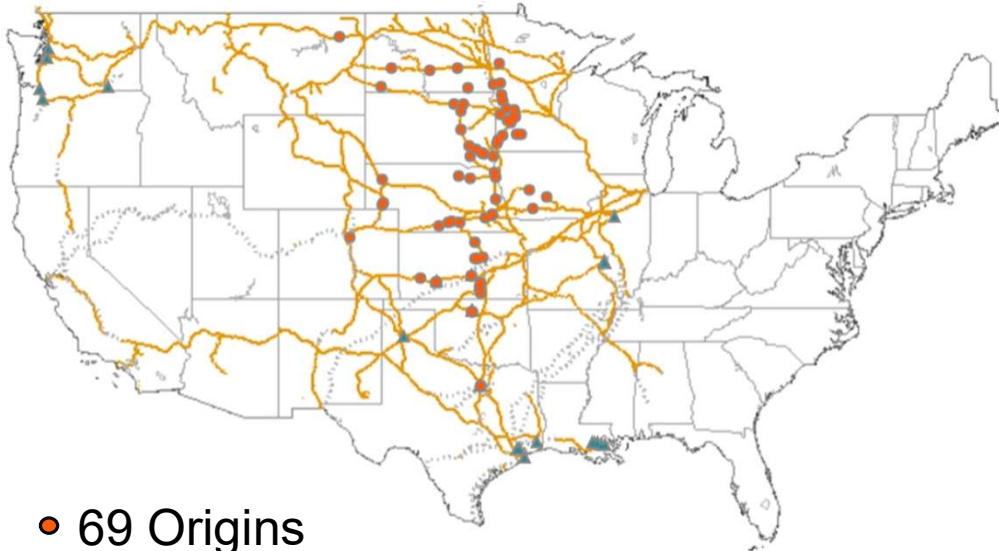
BNSF AG Growth: Consistent through the Years



Source: AAR FY data

Growth of the BNSF Shuttle Network

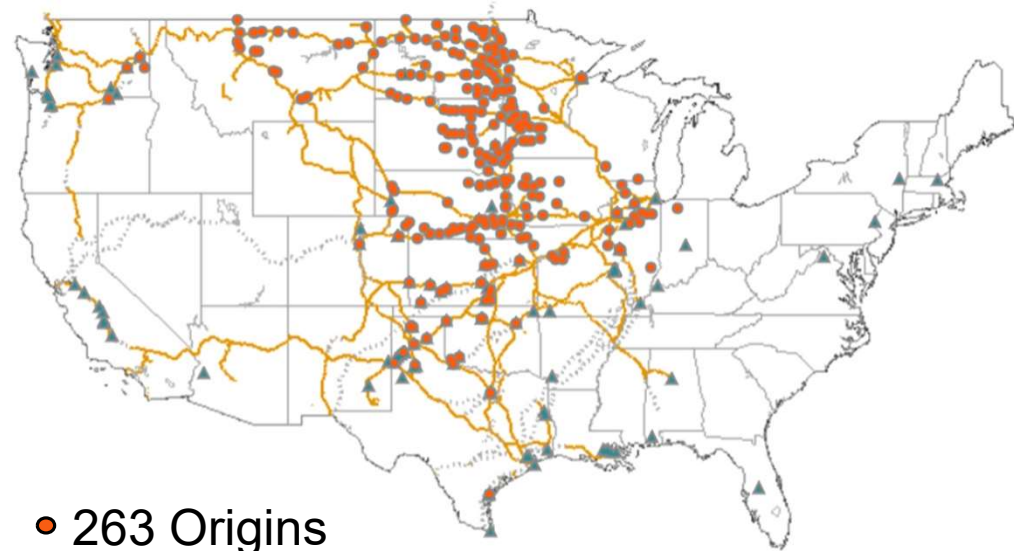
2000



- 69 Origins
- ▲ 28 Destinations

13 Mexico Shuttle Destinations

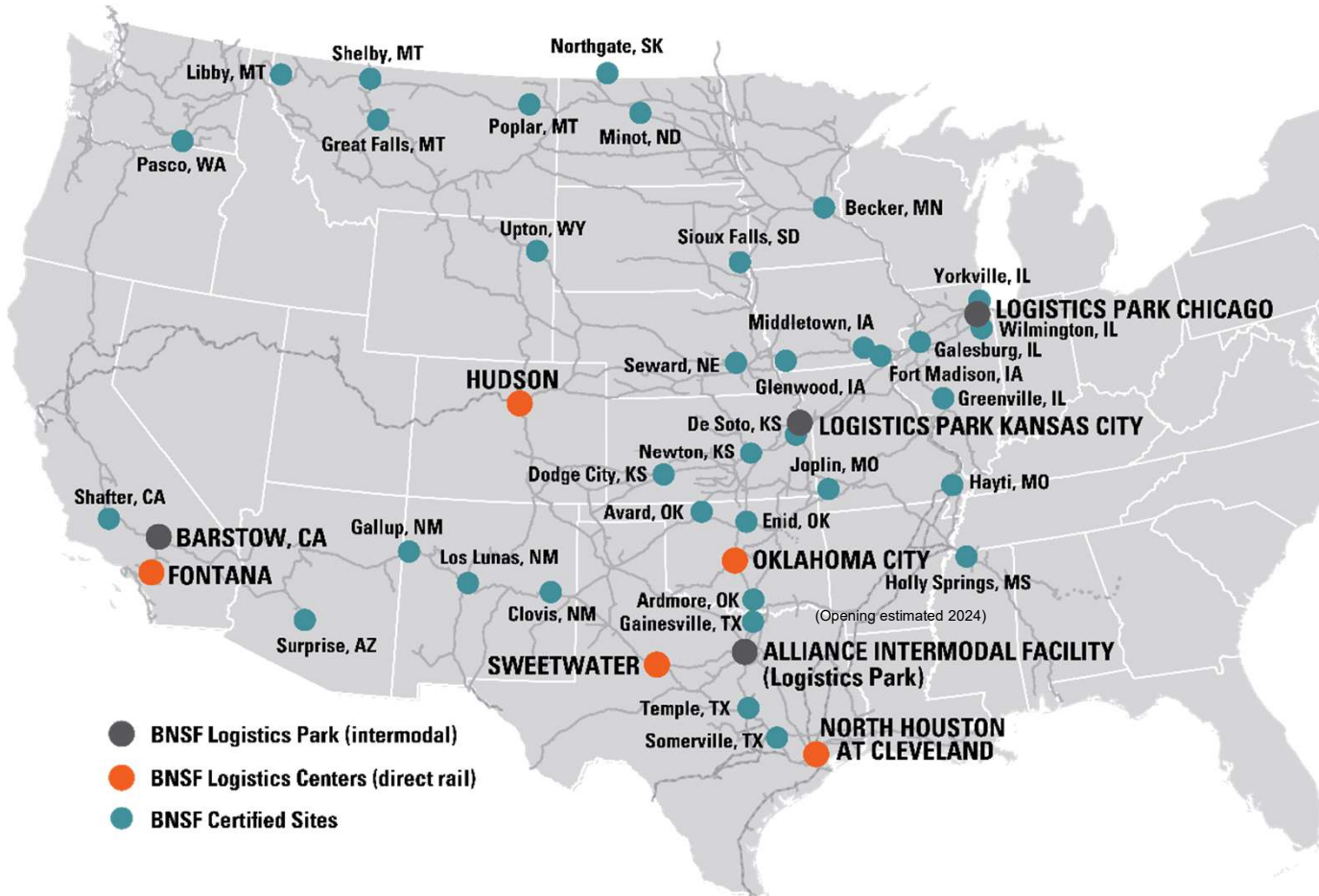
2023



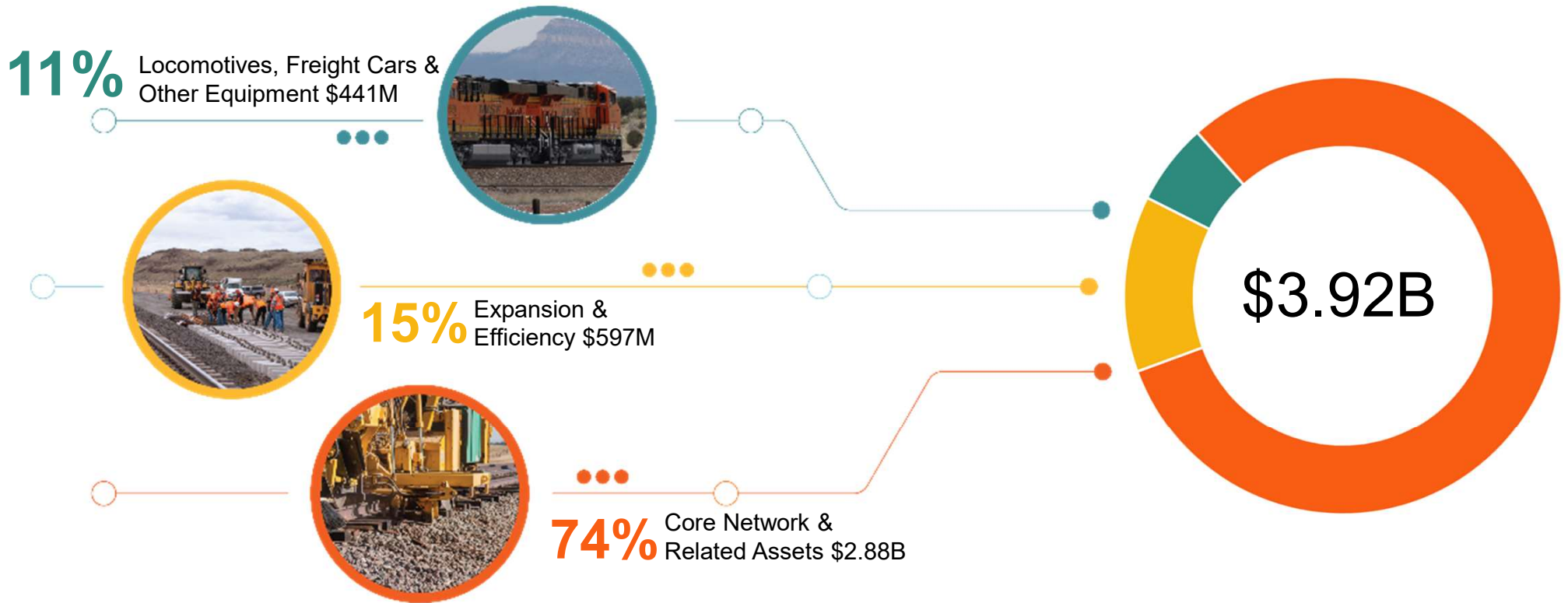
- 263 Origins
- ▲ 118 Destinations

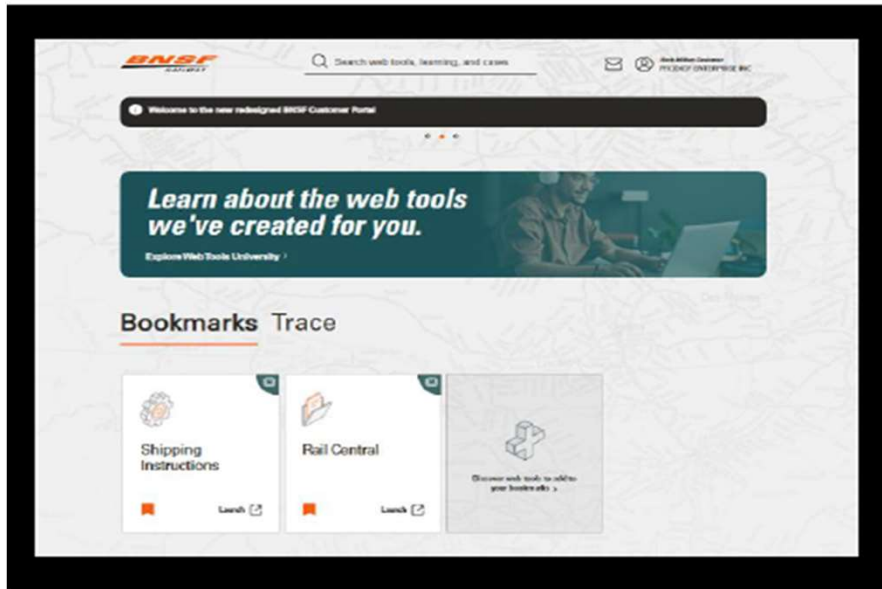
38 Mexico Shuttle Destinations

Providing New Ways to Access Rail-Served Origins and Destinations



2024 Capital Investments \$3.92B





TRANSFORMING YOUR DIGITAL EXPERIENCE

Introducing BNSF's new customer portal, where innovation meets convenience.

Discover our refreshed customer interface with seamless navigation, improved responsiveness, and user-friendly design. BNSF's new customer portal is your fast-track to success.

NEW FEATURES INCLUDE:

Enhanced Global Search • Information Carousel • Web Tools University • Bookmark Feature •
Quick Reference Guides • Help Videos • Advanced Filters • Virtual Assistant



Moving Forward Together

Opportunities:

- Collaborate with our customers
- Customize solutions
- Grow with our customers





BNSF[®]
RAILWAY