

UNION PACIFIC CORPORATION



August 2023

Cautionary Information

This presentation and related materials contain statements about the Company's future that are not statements of historical fact, including specifically the statements regarding the Company's expectations with respect to economic conditions and demand levels, its ability to improve network performance (including those in response to increased traffic), its results of operations, and potential impacts of public health crises, including pandemics, epidemics or the outbreak of other contagious diseases, such as coronavirus and its variants (COVID), and the Russia-Ukraine conflict. These statements are, or will be, forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements also generally include, without limitation, information or statements regarding: projections, predictions, expectations, estimates or forecasts as to the Company's and its subsidiaries' business, financial, and operational results, and future economic performance; and management's beliefs, expectations, goals, and objectives and other similar expressions concerning matters that are not historical facts.

Forward-looking statements should not be read as a guarantee of future performance or results, and will not necessarily be accurate indications of the times that, or by which, such performance or results will be achieved. Forward-looking information, including expectations regarding operational and financial improvements and the Company's future performance or results are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in the statement. Important factors, including risk factors, could affect the Company's and its subsidiaries' future results and could cause those results or other outcomes to differ materially from those expressed or implied in the forward-looking statements. Information regarding risk factors and other cautionary information are available in the Company's Annual Report on Form 10-K for 2022, which was filed with the SEC on February 10, 2023. The Company updates information regarding risk factors if circumstances require such updates in its periodic reports on Form 10-Q and its subsequent Annual Reports on Form 10-K (or such other reports that may be filed with the SEC).

Forward-looking statements speak only as of, and are based only upon information available on, the date the statements were made. The Company assumes no obligation to update forward-looking information to reflect actual results, changes in assumptions or changes in other factors affecting forward-looking information. If the Company does update one or more forward-looking statements, no inference should be drawn that the Company will make additional updates with respect thereto or with respect to other forward-looking statements. References to our website are provided for convenience and, therefore, information on or available through the website is not, and should not be deemed to be, incorporated by reference herein.

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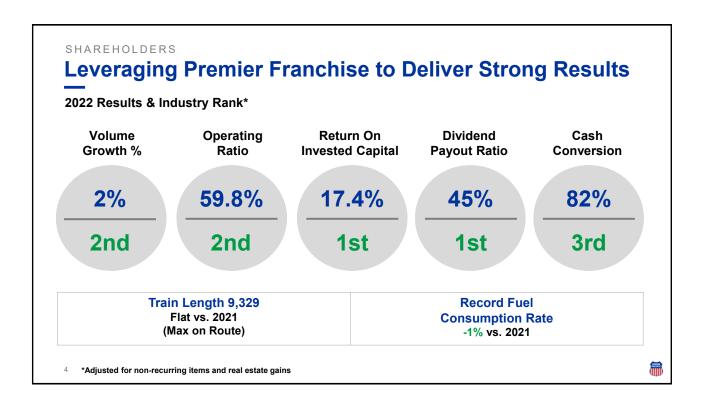
BUILDING AMERICA

Union Pacific Investor PitchBook

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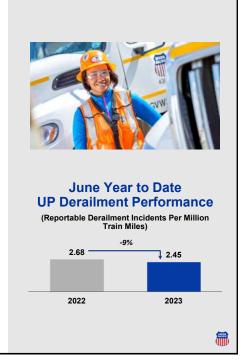


Rail – Safest Freight Transportation

- Lower employee injury rates than most major industries - trucking, airlines, mining, even grocery stores
 - Rails have reduced employee casualty rates by 63% since 2000, and 15% since 2013
- More than 99.9% of hazmat shipments arrive safely
- 16X more fatalities in road-related hazardous materials incidents vs rail from 1975 – 2021
- · Rails prioritize safety
 - Invested more than \$260K per mile of track on network improvements, or ~\$760B over the last 20 years
 - Wayside Detectors Installation, Al and Machine Learning Utilization, Automated Car & Track Inspection
 - Positive Train Control

March Toward Zero Safety Incidents

- · Rail is the safest way to move freight over land
- Derailment prevention initiatives are fundamental to safe train operations at Union Pacific
 - State-of-the-art technology
 - Operating Practices Command Center
 - More than 7,000 wayside detection devices
- In March, the industry announced a set of key steps in our drive towards zero accidents
 - Wayside Detectors Spacing, Thresholds and Shared Trending Analysis
 - First Responder Training



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Derailment Prevention to Keep Safe, Reliable Service

- Approximately 7,000 wayside detection devices monitor the condition of freight cars & locomotives in real time
 - More than 16 million data points generated every day
 - Consist of electronic sensors installed along the tracks used to measure strain, temperature, acoustic signature and dimensions
 - Measured components include brakes, wheels, trucks and braking systems

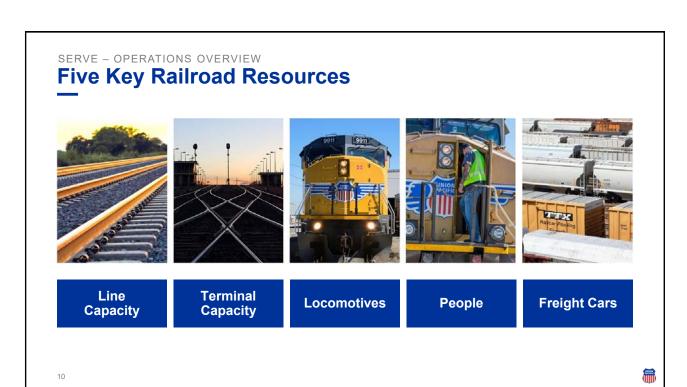


UP Wayside Detector Locations



Types of Wayside Detectors:

- · Hot Box Detectors
- Wheel Temperature Detectors
- Acoustic Bearing Detectors
- Wheel Impact Detectors
- · Wheel Profile Detectors
- Machine Vison Systems



KEY RESOURCE: PEOPLE

Train, Engine & Yard Employees

TE&Y Employees	2022 Full-Year	2023 YTD*
Training Graduates	~ 1,300	1,290
Training Pipeline		669

* Through July 21, 2023

- Aggressive Hiring Program
 - Innovative Recruiting
 - Hiring Incentives
 - Employee Referral Program
- Quality of Life Improvement



KEY RESOURCE: PEOPLE

Union Pacific Workforce Distribution

Mechanical (~5K):



- Maintains locomotives and rolling stock 100% shift work

- 11 holidays1-5 weeks of vacation
- Up to 3 personal leave days RUIA + supplemental sickness
- benefits for up to 52 weeks

Train, Engine, & Yard (~14K):



- Operates and supports train movements
- 29% Scheduled Jobs / 71%
- Unscheduled Jobs 11 holidays – scheduled jobs
- 1-5 weeks of vacation
- Up to 12 personal leave days
- · RUIA benefits for up to 26 weeks

Mechanical 15% Management 15% Train, Engine & Yard 42%

Management (~6K):



- 11 holidays3-5 weeks of vacation
- Short-term and long-term disability

Other Union (~850):



- supervisory roles
- Similar union benefits
- Up to 10-15 days sick leave for clerical craft

Maintenance of Way (~8K):



- Maintains track infrastructure
- 60% Traveling Jobs / 40% HQ Jobs
- 11 holidays
- 1-5 weeks of vacation
- Up to 4 personal leave days
- RUIA + supplemental sickness benefits for up to 52



Source: November 2022 monthly report of number of employees filed with Surface Transportation Board (EMP-UP-2022-NOV:xisx (live.com).

Historic Agreements Drive Engagement and Productivity

1) Paid Sick Leave

- · Employees receive more paid time off to take care of themselves and their families
- · Improves attractiveness of jobs

2) SMART-TD Crew Consist

- · Provides expedited path for brakepersons to become conductors and engineers
- Offsets short-term hiring demands and redeploys brakepersons

3) Train, Engine, & Yard (TE&Y) Work-Rest

- Enhances employee quality of life with more predictable schedules
- More predictable, available workforce increases efficiency while supporting consistent and reliable service

Train, Engine, & Yard FTEs* +7% 12.341 11,874 11,544 11,519 11.571 Active TE&Y +1% Q2'22 Q3'22 Q4'22 Q1'23 Q2'23 Active Trainees **Estimated Impact When Fully Implemented** Agreement FTEs* Paid Sick Leave 1 **SMART TD Crew Consist** TF&Y Work-Rest **Total FTE Net Increase** 400 - 600 *Full Time Equivalent

KEY RESOURCE: LOCOMOTIVES

Improving Reliability and Reducing Emissions

Union Pacific and Wabtec Agree to New Locomotive Modernization Deal

- Wabtec will modernize 600 locomotives
 - Agreement for more than \$1 Billion
- Deliveries of modernized locomotives will start in 2023 until completion in 2025
- Once modernized, each locomotive is expected to:
 - Reduce carbon emission by 350 tons per year
 - Improve fuel efficiency by 18%
 - Increase reliability by more than 80%
 - Increase haulage ability by more than 55%



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SERVE - OPERATIONS OVERVIEW

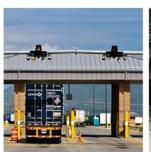
Technology-Driven Growth, Efficiency & Productivity



Mobile NX



Automated Rail Unloading



Precision Gate Technology



Automated Wheel Change Out

SERVE - OPERATIONS OVERVIEW

Driving Productivity By Expanding Terminal Automation

Mobile Terminal + Mobile NX

 Integrated work list inventory management and switch alignment for terminal classification process

Handheld Clicker

 Peripheral for the Zebra device to improve efficiency and environmental concerns for list/route advancement

Smart Display Panel

55" outdoor smart display for real-time visual feedback







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SERVE - OPERATIONS OVERVIEW

Engineering Automation & Technology

Wood Tie Unloading





Semi Autonomous Track Inspections



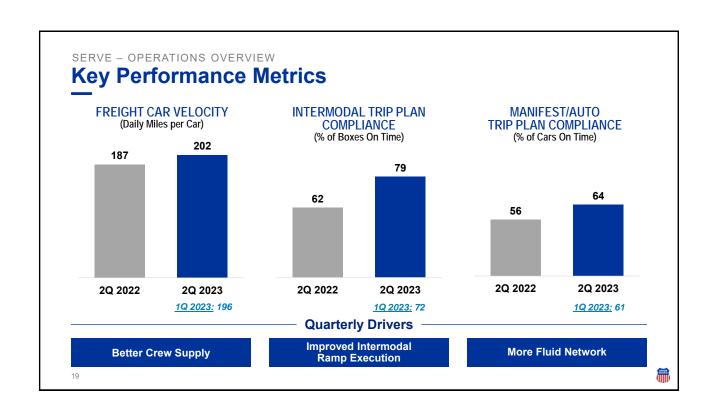


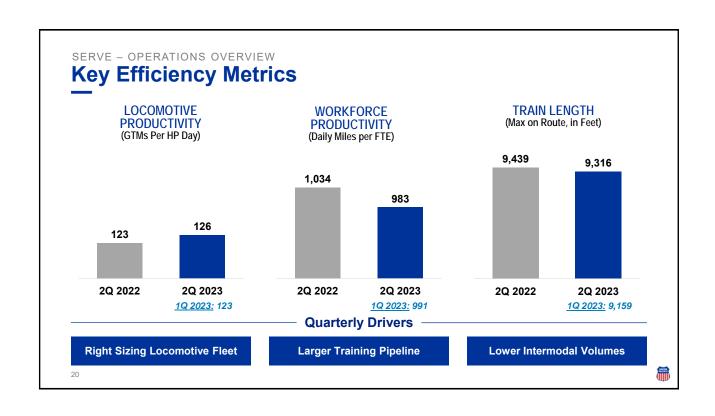


Tie Plate Distribution













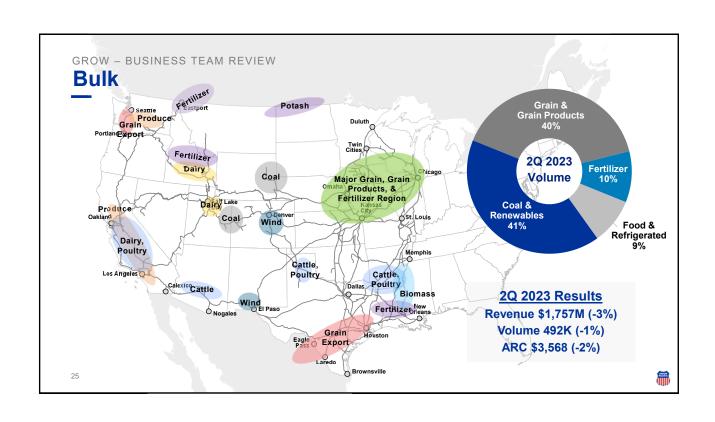
GROW - BUSINESS TEAM REVIEW

Pricing Fundamentals

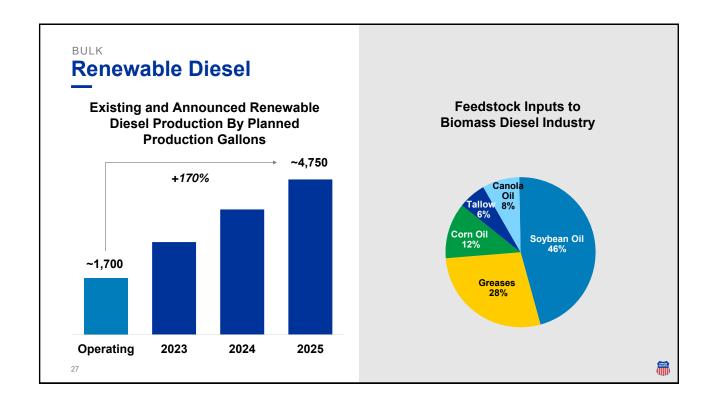
- Lower cost structure from PSR allows UP to be more competitive in the market
- Balanced portfolio provides flexibility for repricing as value grows
- Price to market and service value
 - Committed to achieving pricing dollars in excess of inflation dollars

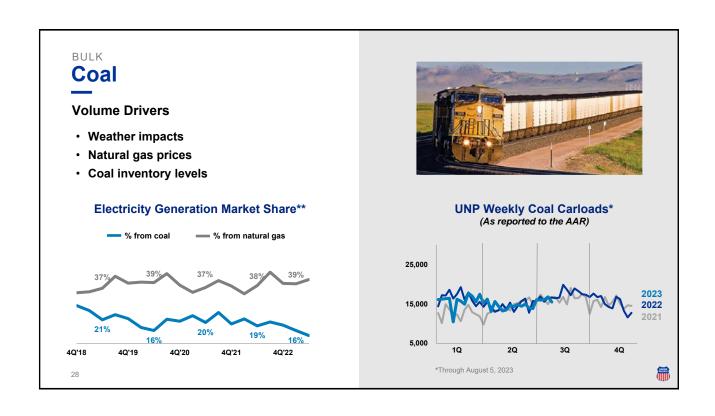


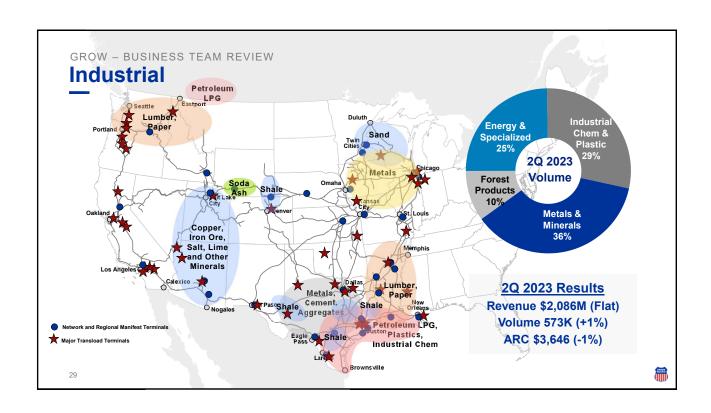


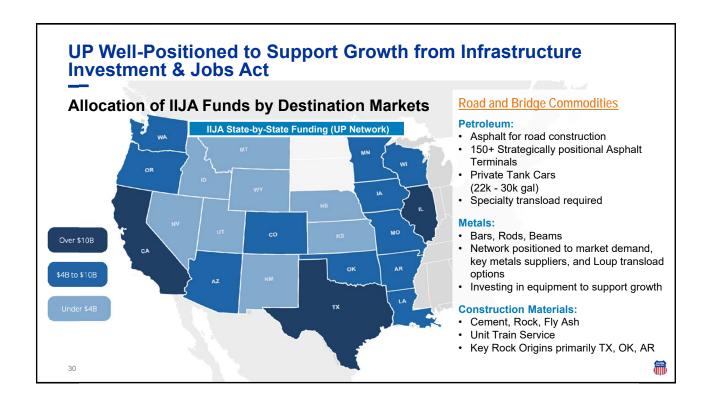


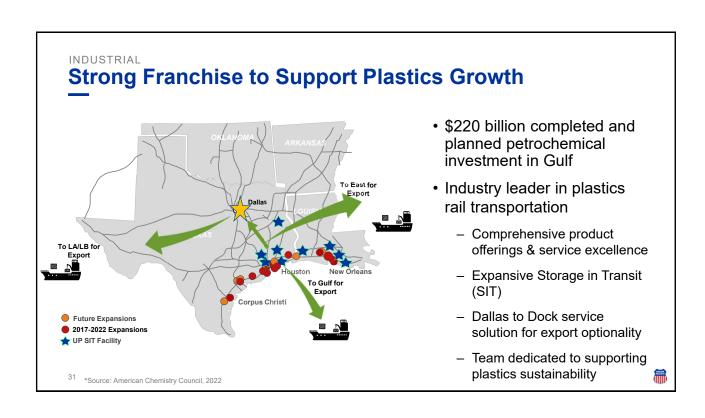
BULK **UNP Weekly Grain Carloads**** (As reported to the AAR) Grain 10,000 **Volume Drivers & Outlook** 8,000 2023 2022 • Feed Demand: Global protein 6,000 consumption will increase driven by a 4,000 growing population and higher standards 10 20 4Q of living U.S. Grain Stocks* • Exports: Export demand is expected to (Bushels in Billions) decrease according to the USDA 17.7 16.4 15.9 16.2 15.1 • **UP Network**: Advantages through efficient access from the Midwest to key domestic markets and export terminals 2018 2021 2022 ■Corn ■Sovbeans ■Wheat *Source: Quarterly Grain Stocks Report Issued by USDA - September **Through August 5, 2023 篇

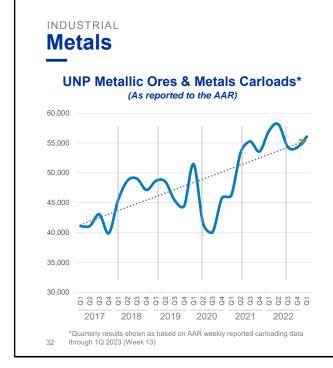












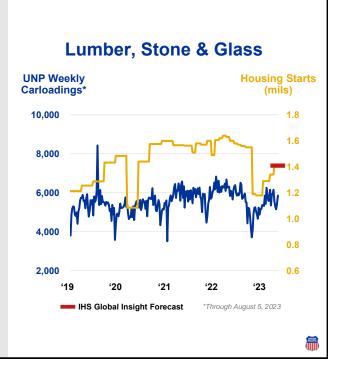


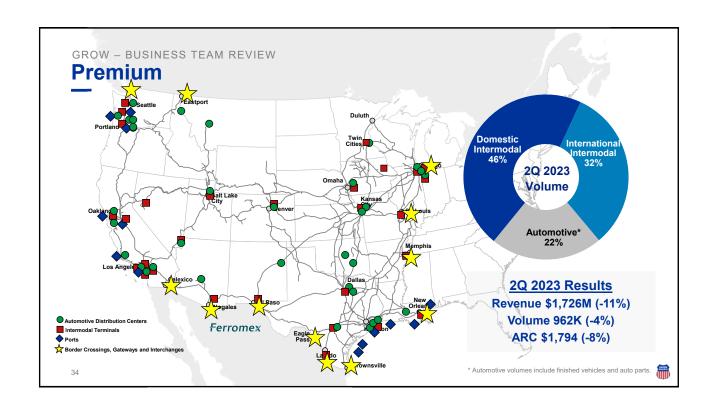
- · UP metals markets positioned for growth
- · New, efficient production locating on UP
- Growth from pipeline projects driven by high energy prices
- · Investing in freight cars to support growth

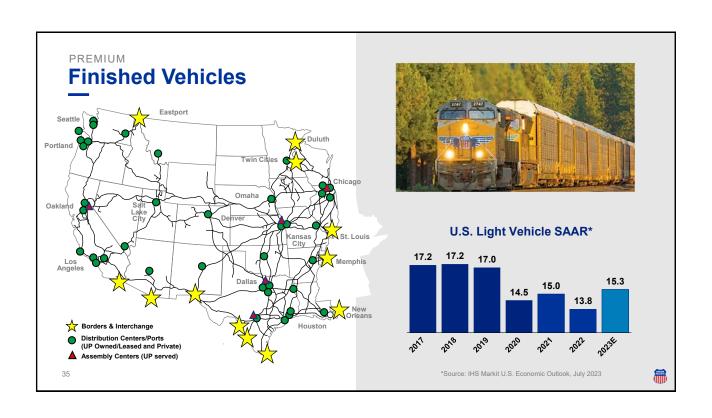


Housing Trends

- UP lumber, stone & glass business correlates with housing starts
- Housing also drives appliances, roofing, rebar, aggregates, and cement demand
- Housing related shipments represent ~5 % of current UP volumes







Highway Conversion · Highway conversion opportunities exist in all business groups · High insurance costs · Drug & alcohol testing · Truck capacity **Transportation Mode** • Loup (By Tonnage) **Cass Truckload Linehaul Index** 175 165 155 145 135 125 115 105 95 2008 Dec '22

Falcon Premium Intermodal Service

- Seamless intermodal service solution between Canada-US-Mexico
 - Offered by Union Pacific, Canadian National & Grupo Mexico
- Designed to provide unparalleled speed to market and reliability
 - Benefit from the most direct route between Canada to Mexico
 - New schedules will improve delivery to market by an additional day
- Offers shippers opportunity to maximize lading weights in Canada and Mexico through a pure all-rail service
 - Limits drayage
 - Reduces greenhouse gas emissions

The fastest service between Canada, the U.S. Midwest, and Mexico

Frince George

Colombination

Growing with Intent

A Tale of Two Opportunities



Twin Cities Intermodal Terminal Twin Cities, Minnesota



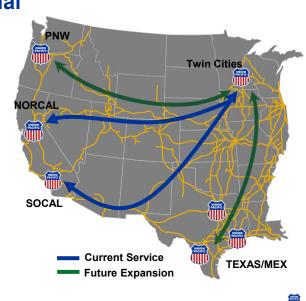
Inland Empire Intermodal Terminal Colton, California

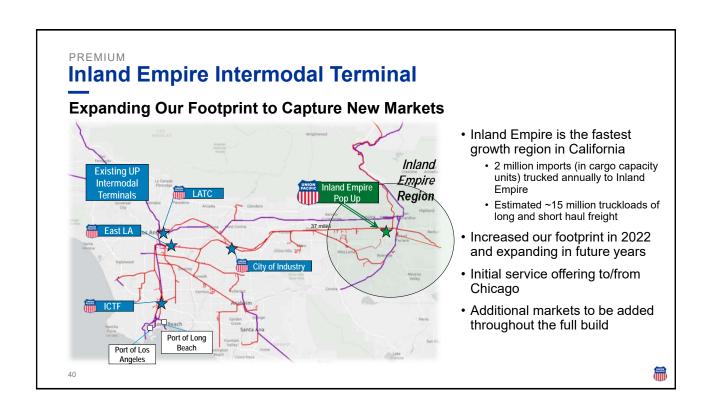


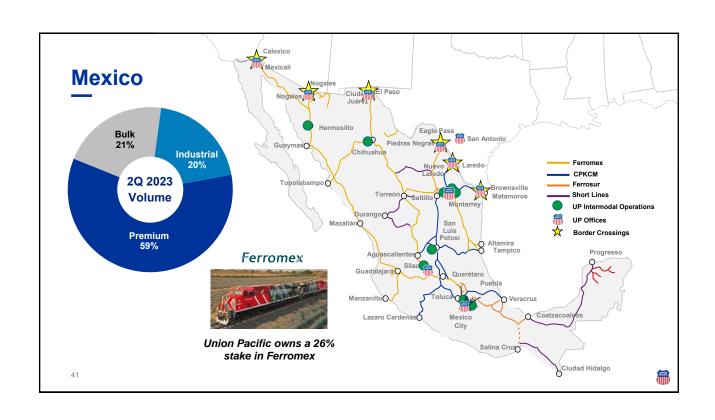
Twin Cities Intermodal Terminal

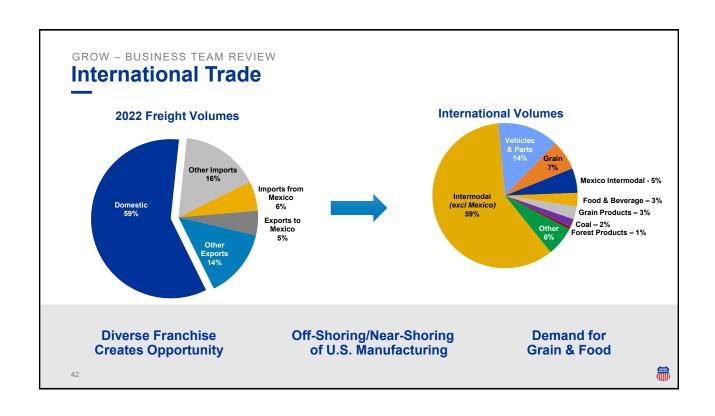
Expanding Market Reach for Growth

- Opened pop-up Twin Cities Intermodal Terminal in January 2021
- · Located in heart of the Twin Cities metropolitan area
- · Gives customers in the Twin Cities metro efficient access to Union Pacific's intermodal network
- Capable of 100,000 annual lifts

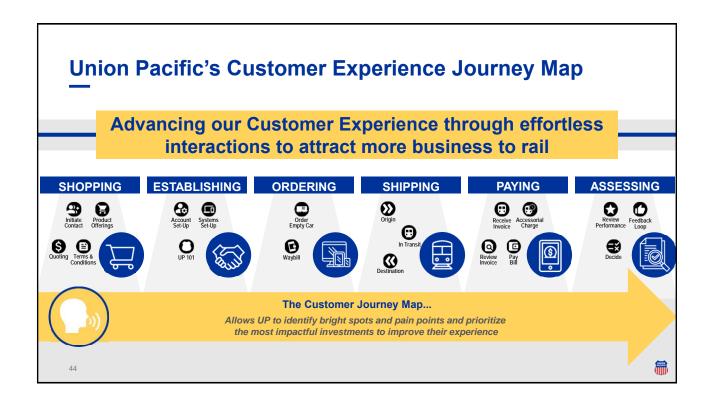












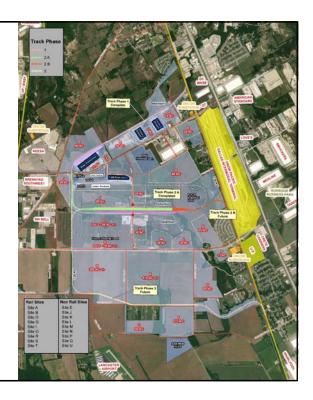


GROW - BUSINESS TEAM REVIEW

Prime Pointe Industrial Park

Hutchins, TX (12 miles south of Dallas)

- 3,000-acre site for premier rail service
- Close proximity to Interstates 45, 20, 30 and 35
- Adjacent to UP's Dallas Intermodal Terminal
- Rail-served sites for manufacturing and distribution along with refrigerated/cold storage
- Shovel ready sites increasing customers speed to market



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GROW - BUSINESS TEAM REVIEW

Global IV Grain Transload

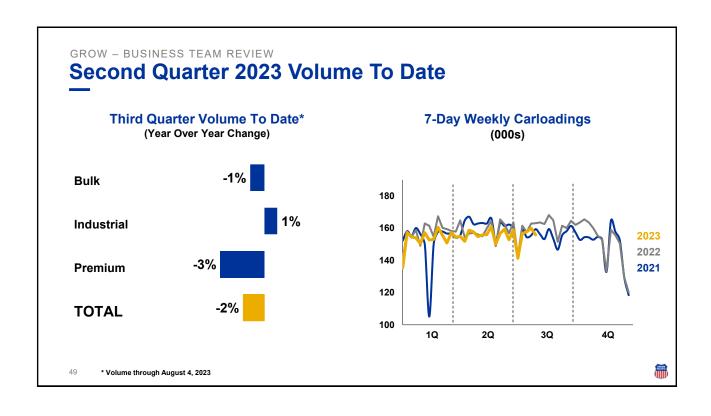
- Union Pacific grain facility operated by JCT, 50/50 joint venture between Consolidated Grain and Barge and Gavilon Grain
- Competitive Joliet area transload with on site containerization
- Converting empty containers to loaded westbound exports from Chicago
- Aligns international service product to be more competitive



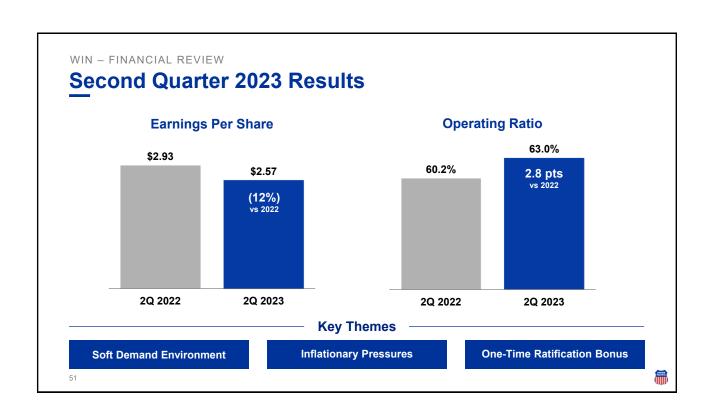


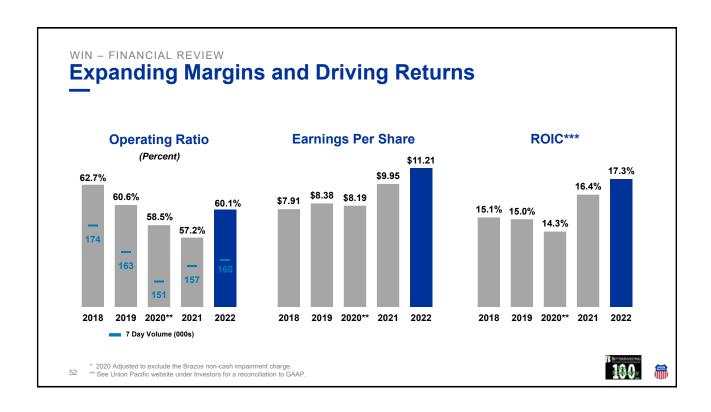


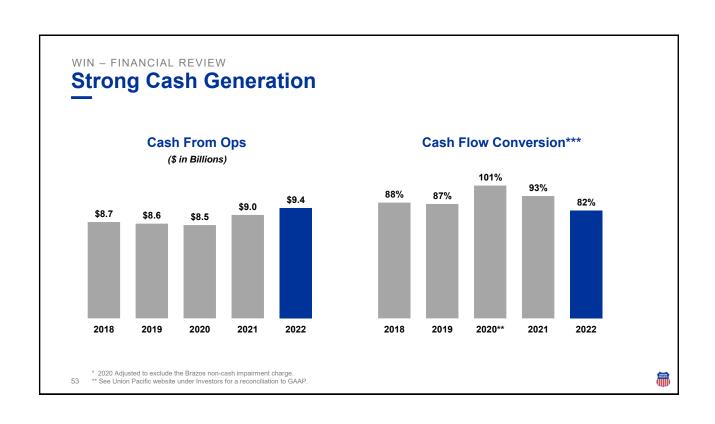


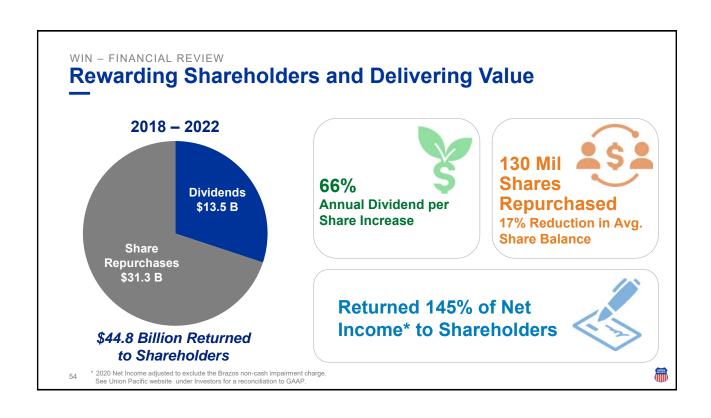


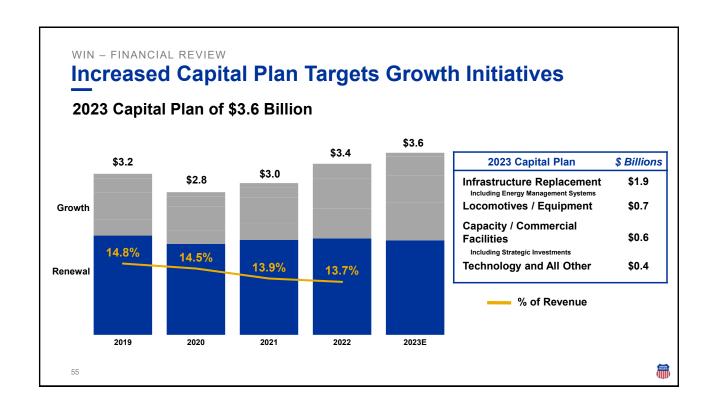












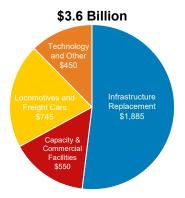
WIN - FINANCIAL REVIEW

2023 Capital Spending Plan

\$ in Millions

Repurposing for Growth: Turning Brown to Green

Global II







Twin Cities Intermodal Terminal

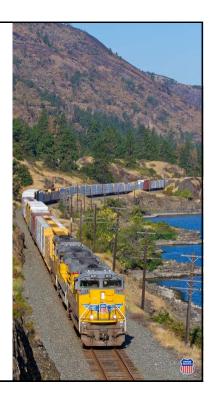




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2023 Outlook Pressured by Challenging Demand and Cost Environment

- Consumer-Related Volumes Likely Drive Full Year Volume Expectations Below Industrial Production
- Pricing Dollars in Excess of Inflation Dollars
- Forecasting \$50 to \$70 million in Labor Expense from New Agreements in Second Half of 2023
- 2023 Capital Allocation:
 - Capital Plan of \$3.6 Billion
 - Maintain Dividend of \$1.30 per Quarter
 - No Further 2023 Share Repurchases Planned

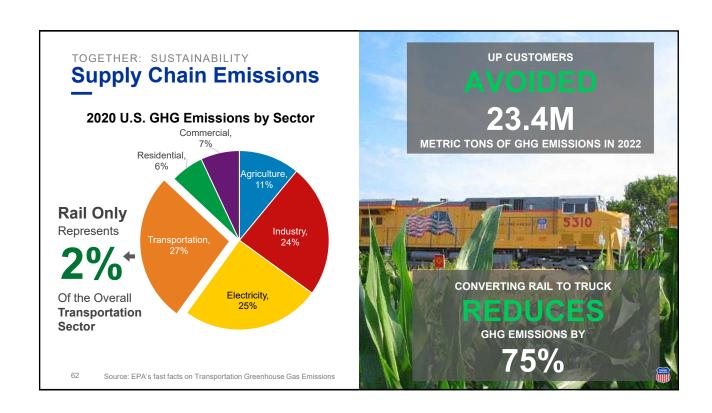




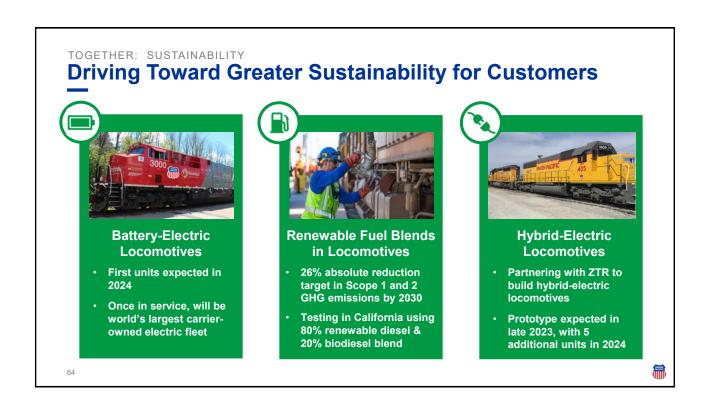


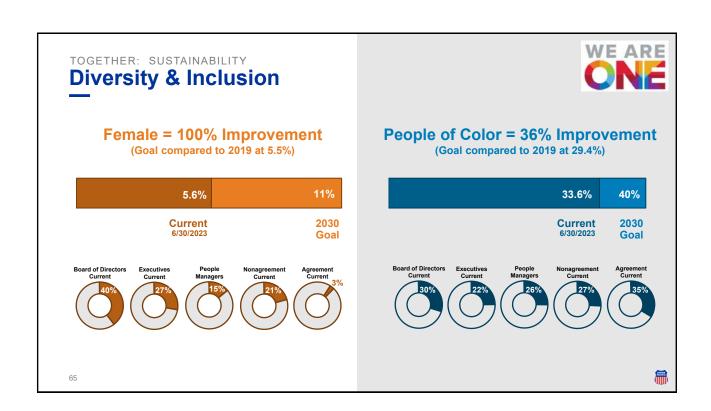












TOGETHER: SUSTAINABILITY

Expanding Educational Opportunities

- Innovative partnership with the University of Nebraska at Omaha
- Reimburse employees 100% of tuition* for classes to earn an undergraduate or graduate degree, or a certification program directly related to the employee's job



*Up to a maximum of \$5,250 per calendar year







Board Composition and Governance Highlights



- · Commitment to Board Refreshment
- Average Board Tenure of 6.7 Years
- Active Lead Independent Director

- Board Strategic Oversight and Review of Enterprise Risk Management
- Four Fully Independent Board Committees