

The Ties That Bind a Nation: Union Pacific

Zoe Richmond, Director – Public Affairs

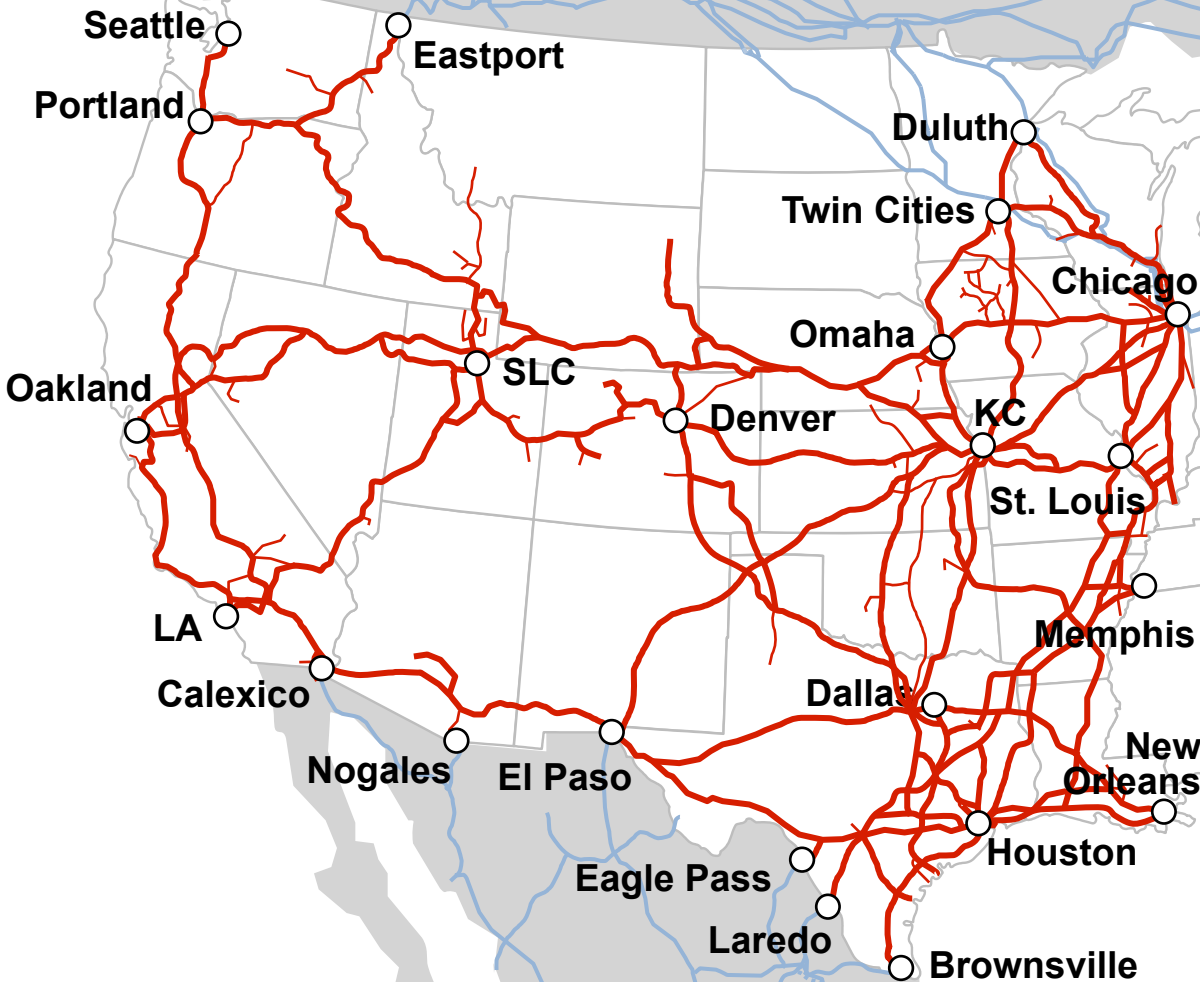
Shelly Huckfeldt, Sr. Manager – Marketing

June 2013



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Union Pacific



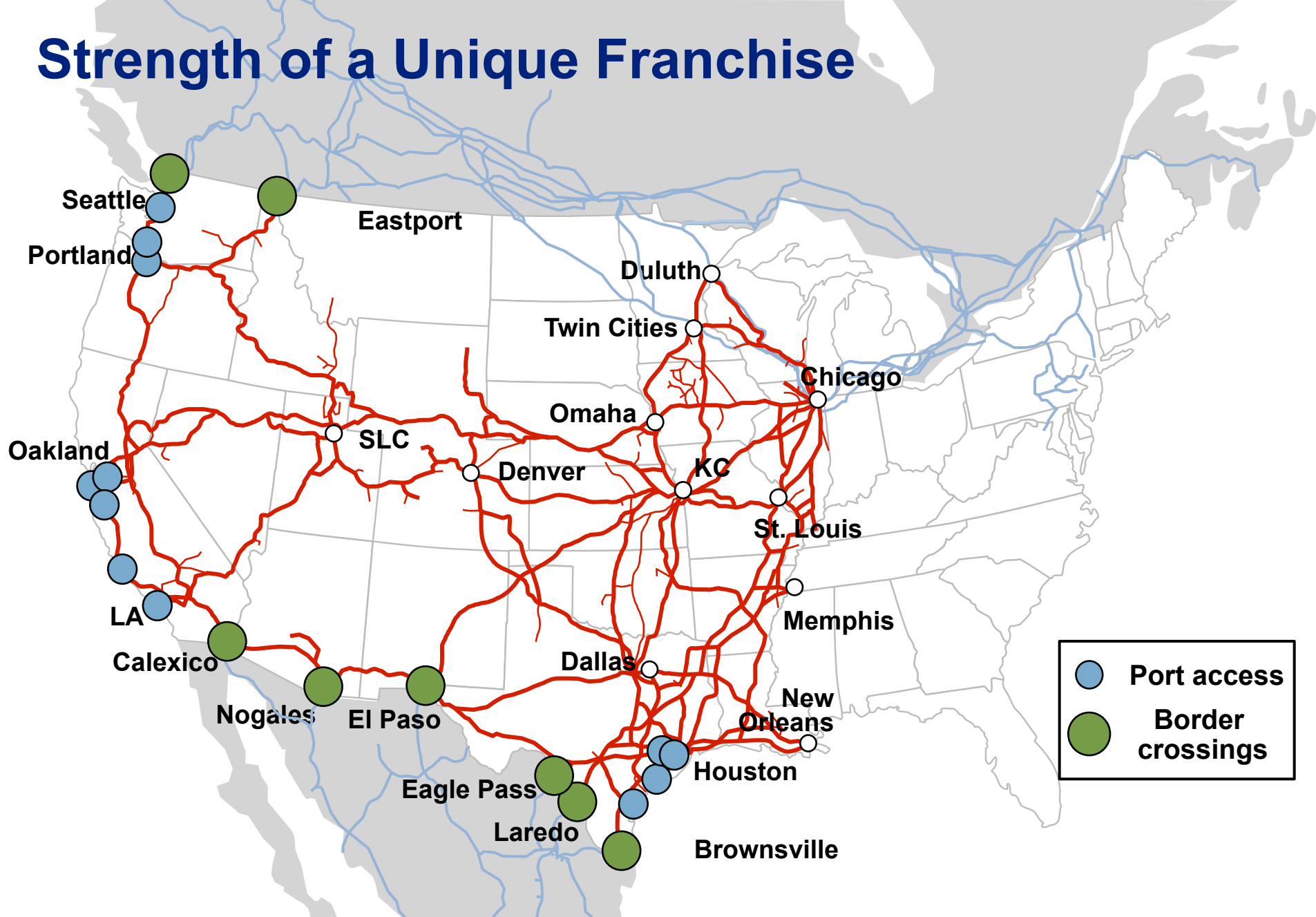
2012 Fast Facts (Year End)

• Revenue	\$20.9 B
• Route Miles	32,000 in 23 States
• Employees	46,000
• Annual Payroll	\$4.3 B
• Customers	10,000
• Locomotives	8,400



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Strength of a Unique Franchise

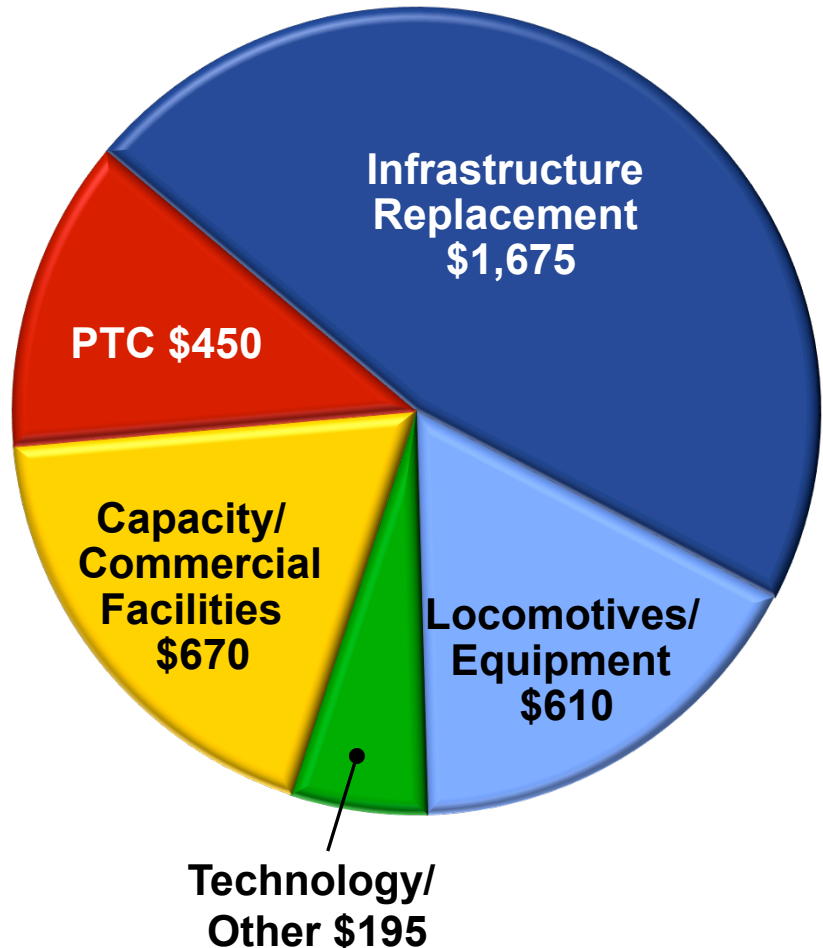


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Capital Investment Supports Service & Growth 2013

- Safe and Resilient Infrastructure
- Continued Capacity Spending
 - Santa Teresa Facility
 - Southern Region Projects
- 100 New Locomotives
- Increased PTC Spending

~\$3.6 Billion Capital Plan*
(In Millions)



*Includes cash capital, leases and other non-cash capital



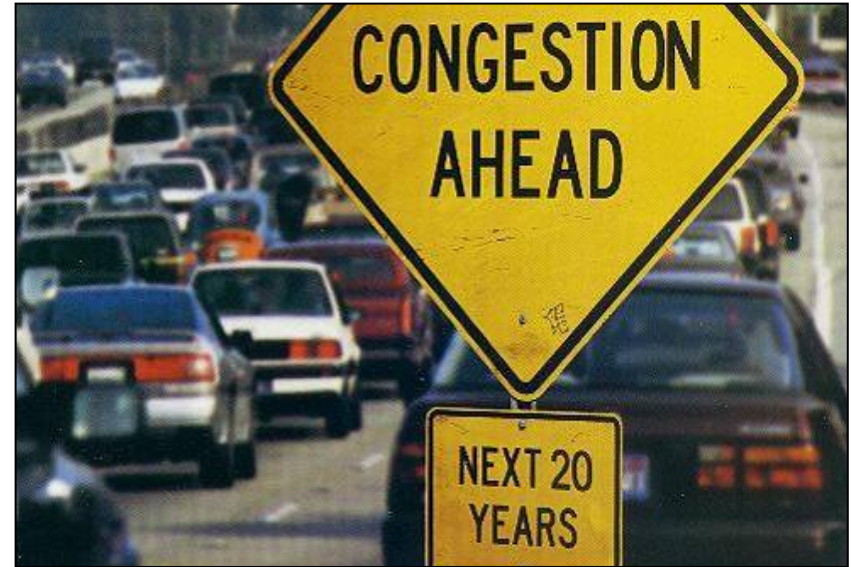
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Work in Arizona

- **Continue to invest in current infrastructure:**
 - **Sunset Double track is 74 % complete, spent \$1 billion +**
 - **Ongoing repair & maintenance**
 - **Speed increase on the Phoenix sub**
- **Plans to add new infrastructure:**
 - **Red Rock Classification Yard** (working with AZ State Land to purchase needed land)
 - **Buckeye Yard** (land acquired, waiting for economy to build)

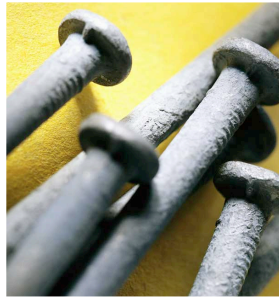
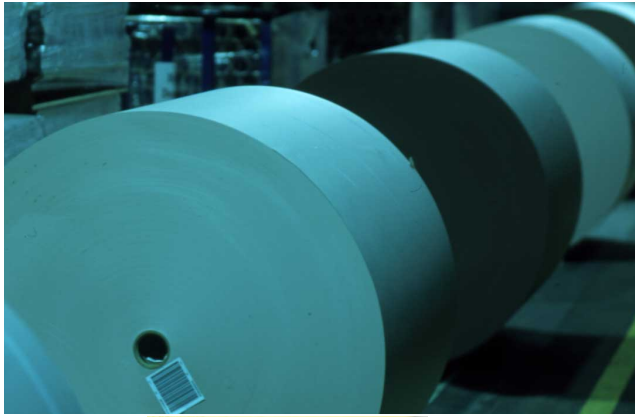
Armour Yellow Outside – Green Inside

- One train takes up to 300 trucks off congested highways
- Rail is almost four times more fuel efficient than trucks
- UP can haul one ton of freight nearly 500 miles on one gallon of diesel fuel
- Rail transportation is three times cleaner than trucks on a ton-mile basis



UP Genset Yard Locomotive

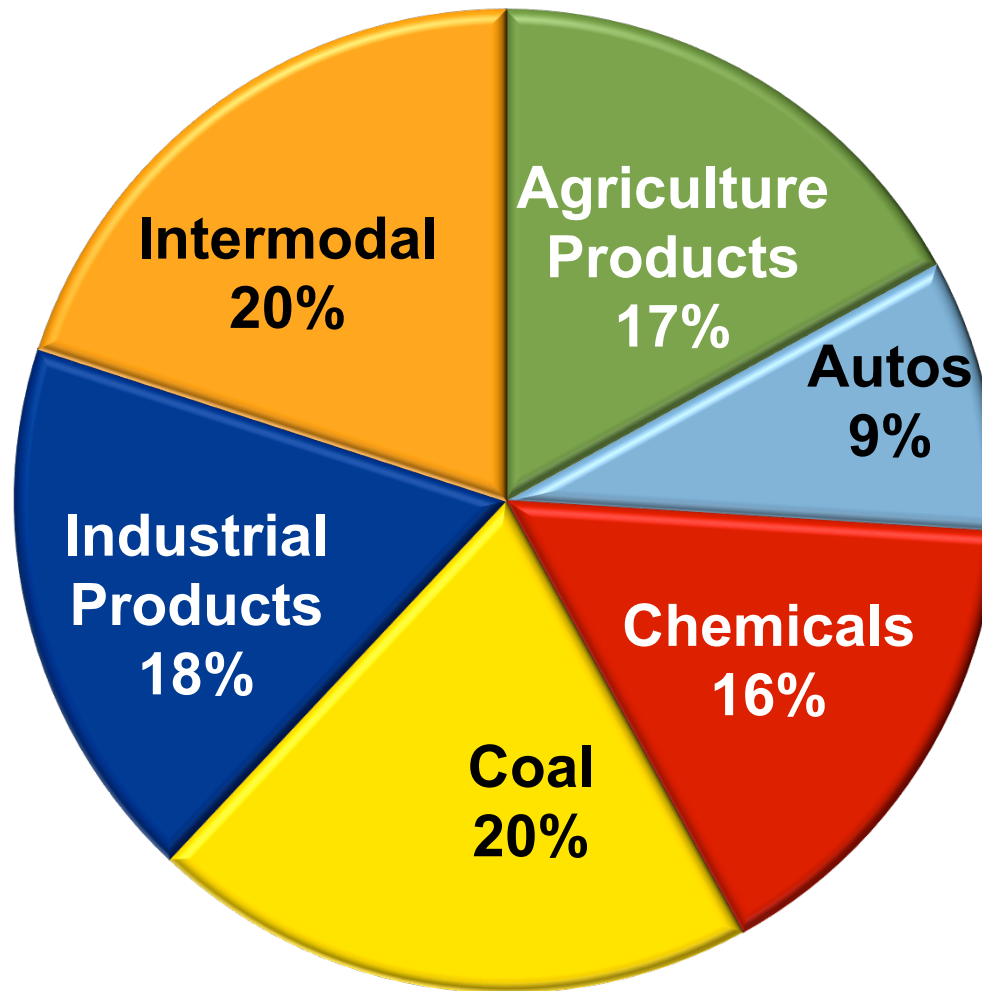
Union Pacific Hauls . . .



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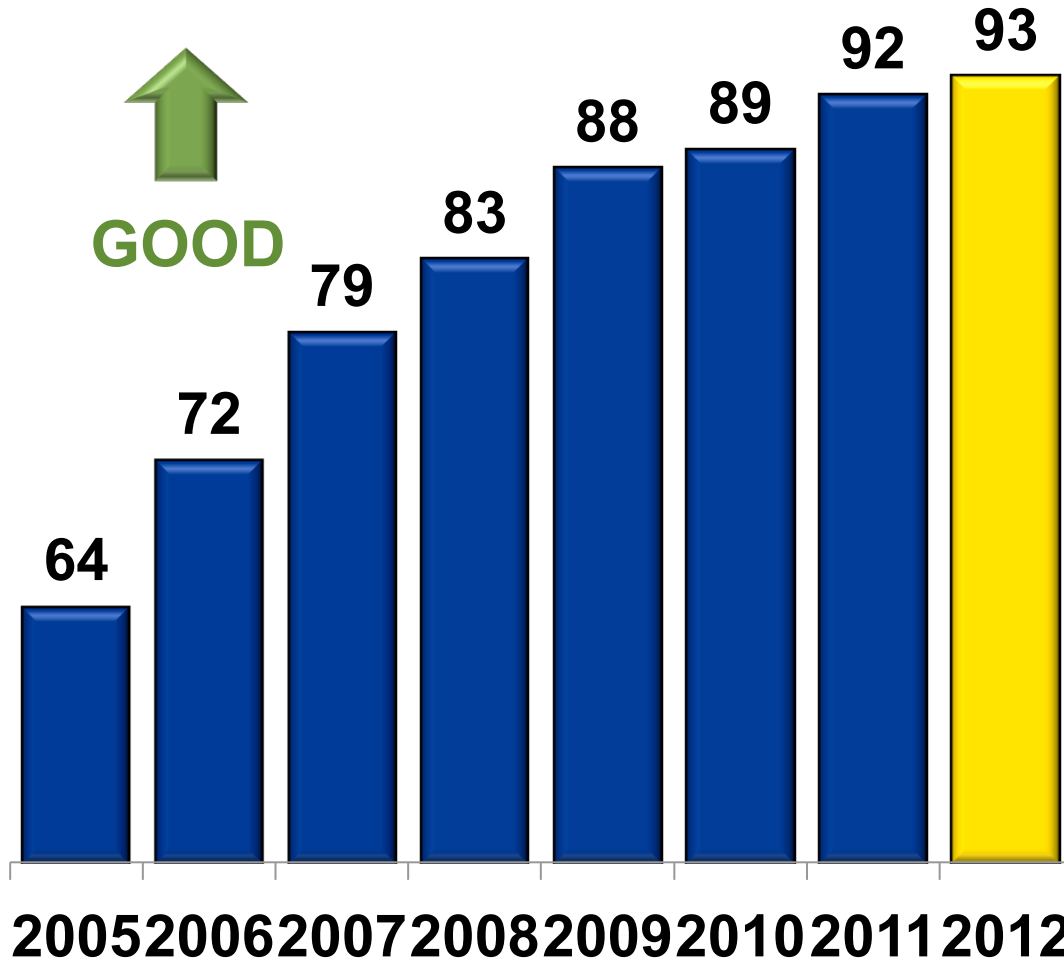
2012 Business Mix

by Freight Revenue \$19.7 Billion



Delivering Value to Customers

Customer Satisfaction Index



- Excellent service drives satisfaction
- Year-over-year improvement
- New record



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Questions?



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