

## Union Pacific Railroad Carload Mapping

Line of Business to 2019 Business Team			
Agricultural Products	Energy	Industrial	Premium
Grain Grain Products Food & Refrigerated Fertilizer	PRB Coal Other Coal Sand Petroleum, LPG & Renewables	Forest Products Industrial Chemicals Metals Plastics Soda Ash Construction Specialized	Finished Vehicles Domestic Intermodal Other

Line of Business to 2020 Business Team		
Bulk	Industrial	Premium
Grain & Grain Products Fertilizer Food & Refrigerated Coal & Renewables	Industrial Chemicals & Plastics Metals & Minerals* Forest Products Energy** & Specialized Markets	Automotive Intermodal

\*Minerals includes Sand

\*\*Energy includes Petroleum & LPG

AAR Commodity to Line of Business / Business Team			
AAR Commodity	Bulk	Industrial	Premium
Grain	Grain & Grain Products (98%) Food & Refrigerated (2%)		
Farm Products Except Grain	Food & Refrigerated (57%) Grain & Grain Products (43%)		
Metallic Ores		Metals & Minerals (100%)	
Coal	Coal & Renewables (100%)		
Crushed Stone, Gravel & Sand		Metals & Minerals (100%)	
Nonmetallic Minerals	Fertilizer (66%)	Energy & Specialized Markets (18%) Metals & Minerals (16%)	
Grain Mill Products	Grain & Grain Products (88%) Food & Refrigerated (11%)	Energy & Specialized Markets (1%)	
Food & Kindred Products	Food & Refrigerated (68%) Grain & Grain Products (32%)		
Primary Forest Products	Coal & Renewables (71%)	Forest Products (29%)	
Lumber & Wood Products		Forest Products (100%)	
Pulp, Paper & Allied Products		Forest Products (99%) Energy & Specialized Markets (1%)	
Chemicals	Fertilizer (16%) Grain & Grain Products (12%)	Industrial Chemicals & Plastics (55%) Energy & Specialized Markets (17%)	
Petroleum Products	Grain & Grain Products (2%)	Energy & Specialized Markets (98%)	
Stone, Clay & Glass Products		Metals & Minerals (69%) Energy & Specialized Markets (28%) Forest Products (3%)	
Coke	Coal & Renewables (100%)		
Metals & Products		Metals & Minerals (100%)	
Motor Vehicles & Equipment			Automotive (100%)
Iron & Steel Scrap		Metals & Minerals (100%)	
Waste & Nonferrous Scrap	Fertilizer (1%)	Energy & Specialized Markets (52%) Forest Products (26%) Metals & Minerals (21%)	
All Other	Grain & Grain Products (33%) Coal & Renewables (7%) Food & Refrigerated (2%)	Industrial Chemicals & Plastics (46%) Energy & Specialized Markets (10%) Metals & Minerals (2%)	
Intermodal Containers		Energy & Specialized Markets (3%)	Intermodal (86%) Automotive (11%)
Intermodal Trailers			Intermodal (99%) Automotive (1%)

\*Allocations are based on 2019 carloads and will change over time.

**Union Pacific Railroad**  
**Freight Revenue, Carloads & Average Revenue Per Car (ARC)**  
**2017 - 2019**

Line of Business	Metric	2017					2018					2019				
		1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year	1Q	2Q	3Q	4Q	Full Year
Grain & Grain Products	Freight Revenue (Millions)	\$701	\$652	\$659	\$676	\$2,688	\$681	\$687	\$697	\$691	\$2,756	\$665	\$711	\$704	\$696	\$2,776
	Carloads (Thousands)	198	184	177	187	746	182	184	182	175	723	169	178	181	180	708
	ARC	\$3,536	\$3,555	\$3,705	\$3,622	\$3,602	\$3,733	\$3,748	\$3,830	\$3,939	\$3,811	\$3,924	\$3,993	\$3,900	\$3,860	\$3,919
Fertilizer	Freight Revenue (Millions)	\$150	\$155	\$155	\$149	\$609	\$157	\$153	\$164	\$167	\$641	\$159	\$172	\$161	\$161	\$653
	Carloads (Thousands)	40	50	49	43	182	44	48	51	51	194	43	54	48	45	190
	ARC	\$3,728	\$3,085	\$3,214	\$3,476	\$3,354	\$3,562	\$3,183	\$3,200	\$3,296	\$3,303	\$3,718	\$3,182	\$3,334	\$3,636	\$3,448
Food & Refrigerated	Freight Revenue (Millions)	\$241	\$255	\$256	\$245	\$997	\$259	\$272	\$270	\$264	\$1,065	\$242	\$272	\$253	\$241	\$1,008
	Carloads (Thousands)	52	54	54	52	212	52	53	52	49	206	47	52	48	45	192
	ARC	\$4,688	\$4,684	\$4,770	\$4,696	\$4,710	\$5,008	\$5,078	\$5,232	\$5,381	\$5,171	\$5,219	\$5,211	\$5,203	\$5,340	\$5,241
Coal & Renewables	Freight Revenue (Millions)	\$661	\$631	\$724	\$677	\$2,693	\$650	\$563	\$726	\$668	\$2,607	\$554	\$523	\$564	\$451	\$2,092
	Carloads (Thousands)	305	287	334	314	1,240	296	260	324	296	1,176	256	244	271	226	997
	ARC	\$2,169	\$2,198	\$2,166	\$2,159	\$2,172	\$2,201	\$2,164	\$2,238	\$2,252	\$2,216	\$2,162	\$2,147	\$2,082	\$1,991	\$2,098
<b>Bulk</b>	Freight Revenue (Millions)	\$1,753	\$1,693	\$1,794	\$1,747	\$6,987	\$1,747	\$1,675	\$1,857	\$1,790	\$7,069	\$1,620	\$1,678	\$1,682	\$1,549	\$6,529
	Carloads (Thousands)	595	575	614	596	2,380	574	545	609	571	2,299	515	528	548	496	2,087
	ARC	\$2,948	\$2,943	\$2,921	\$2,935	\$2,937	\$3,046	\$3,074	\$3,048	\$3,131	\$3,074	\$3,146	\$3,179	\$3,068	\$3,121	\$3,128
Industrial Chemicals & Plastics	Freight Revenue (Millions)	\$418	\$426	\$422	\$413	\$1,679	\$433	\$460	\$485	\$450	\$1,828	\$452	\$482	\$494	\$457	\$1,885
	Carloads (Thousands)	141	144	136	139	560	144	151	155	149	599	148	157	158	148	611
	ARC	\$2,960	\$2,971	\$3,102	\$2,950	\$2,995	\$3,015	\$3,036	\$3,127	\$3,016	\$3,049	\$3,047	\$3,081	\$3,131	\$3,086	\$3,087
Metals & Minerals	Freight Revenue (Millions)	\$506	\$580	\$637	\$638	\$2,361	\$642	\$712	\$627	\$540	\$2,521	\$536	\$557	\$520	\$429	\$2,042
	Carloads (Thousands)	175	202	211	201	789	198	231	211	182	822	180	199	200	165	744
	ARC	\$2,883	\$2,880	\$3,023	\$3,174	\$2,994	\$3,238	\$3,084	\$2,976	\$2,963	\$3,067	\$2,968	\$2,806	\$2,599	\$2,606	\$2,745
Forest Products	Freight Revenue (Millions)	\$277	\$288	\$280	\$283	\$1,128	\$293	\$315	\$310	\$291	\$1,209	\$285	\$303	\$290	\$282	\$1,160
	Carloads (Thousands)	57	59	58	59	233	59	63	61	58	241	56	56	55	53	220
	ARC	\$4,866	\$4,851	\$4,806	\$4,827	\$4,837	\$4,975	\$5,004	\$5,045	\$5,079	\$5,025	\$5,145	\$5,324	\$5,275	\$5,313	\$5,264
Energy & Specialized Markets	Freight Revenue (Millions)	\$436	\$467	\$468	\$486	\$1,857	\$496	\$501	\$566	\$568	\$2,131	\$566	\$595	\$598	\$626	\$2,385
	Carloads (Thousands)	120	127	128	135	510	134	134	147	150	565	147	156	157	164	624
	ARC	\$3,644	\$3,657	\$3,661	\$3,613	\$3,644	\$3,702	\$3,739	\$3,848	\$3,788	\$3,772	\$3,865	\$3,807	\$3,797	\$3,818	\$3,821
<b>Industrial</b>	Freight Revenue (Millions)	\$1,637	\$1,761	\$1,807	\$1,820	\$7,025	\$1,864	\$1,988	\$1,988	\$1,849	\$7,689	\$1,839	\$1,937	\$1,902	\$1,794	\$7,472
	Carloads (Thousands)	493	532	533	534	2,092	535	579	574	539	2,227	531	568	570	530	2,199
	ARC	\$3,318	\$3,312	\$3,391	\$3,407	\$3,358	\$3,486	\$3,431	\$3,462	\$3,432	\$3,452	\$3,465	\$3,408	\$3,336	\$3,386	\$3,398
Automotive	Freight Revenue (Millions)	\$505	\$513	\$469	\$514	\$2,001	\$523	\$548	\$543	\$558	\$2,172	\$520	\$554	\$542	\$507	\$2,123
	Carloads (Thousands)	213	215	201	212	841	217	225	225	224	891	210	218	222	208	858
	ARC	\$2,370	\$2,390	\$2,335	\$2,421	\$2,380	\$2,407	\$2,440	\$2,410	\$2,496	\$2,438	\$2,472	\$2,546	\$2,436	\$2,441	\$2,474
Intermodal	Freight Revenue (Millions)	\$899	\$939	\$980	\$1,006	\$3,824	\$988	\$1,106	\$1,170	\$1,190	\$4,454	\$1,031	\$1,067	\$1,020	\$1,001	\$4,119
	Carloads (Thousands)	787	823	840	825	3,275	799	876	908	908	3,491	831	823	789	759	3,202
	ARC	\$1,143	\$1,140	\$1,166	\$1,219	\$1,167	\$1,236	\$1,262	\$1,289	\$1,311	\$1,276	\$1,241	\$1,295	\$1,294	\$1,319	\$1,286
<b>Premium</b>	Freight Revenue (Millions)	\$1,404	\$1,452	\$1,449	\$1,520	\$5,825	\$1,511	\$1,654	\$1,713	\$1,748	\$6,626	\$1,551	\$1,621	\$1,562	\$1,508	\$6,242
	Carloads (Thousands)	1,000	1,038	1,041	1,037	4,116	1,016	1,101	1,133	1,132	4,382	1,041	1,041	1,011	967	4,060
	ARC	\$1,405	\$1,399	\$1,391	\$1,465	\$1,415	\$1,487	\$1,502	\$1,512	\$1,545	\$1,512	\$1,489	\$1,557	\$1,545	\$1,560	\$1,538
<b>Total</b>	Freight Revenue (Millions)	\$4,794	\$4,906	\$5,050	\$5,087	\$19,837	\$5,122	\$5,317	\$5,558	\$5,387	\$21,384	\$5,010	\$5,236	\$5,146	\$4,851	\$20,243
	Carloads (Thousands)	2,088	2,145	2,188	2,167	8,588	2,125	2,225	2,316	2,242	8,908	2,087	2,137	2,129	1,993	8,346
	ARC	\$2,297	\$2,287	\$2,307	\$2,348	\$2,310	\$2,411	\$2,389	\$2,399	\$2,403	\$2,400	\$2,401	\$2,450	\$2,417	\$2,435	\$2,425