RailTrends

Tom Williams

Executive Vice President and Chief Marketing Officer

Capacity

Efficiency

Technology

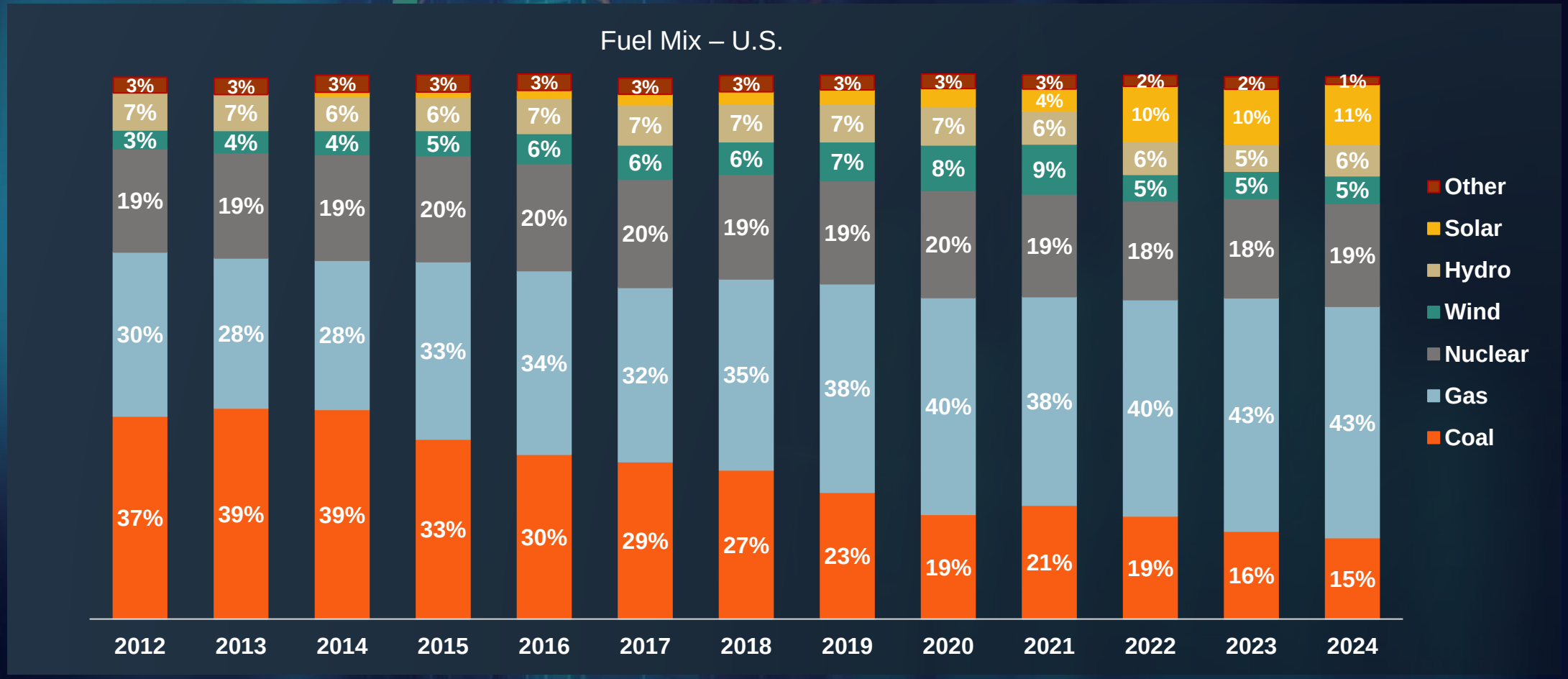
Service

BNSF
RAILWAY
SUPPLY CHAIN COLLABORATION

Cargill. Helping the world thrive.

BNSF
RAILWAY
GROWTH

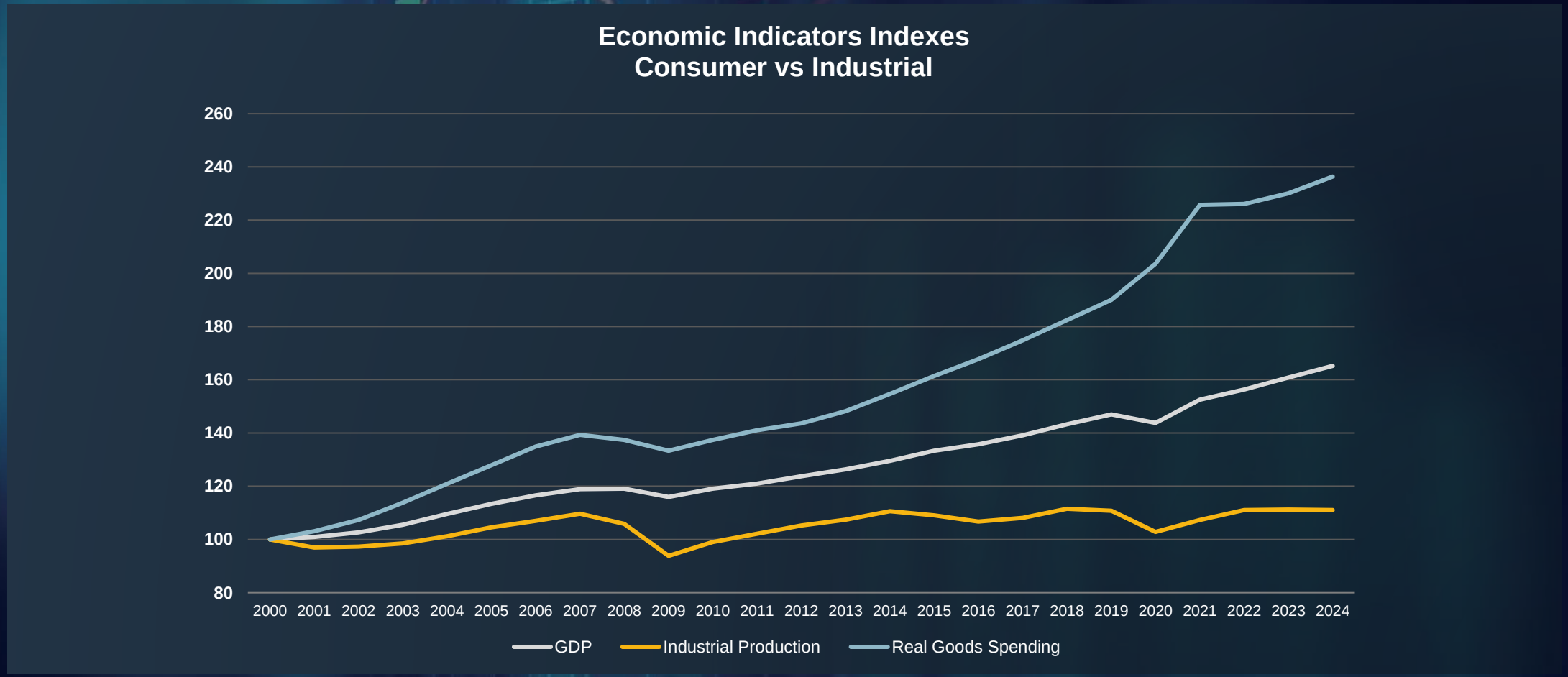
Source of Electricity Generation



Source: EIA as of October 2024; YTD 2024 through July

BNSF
RAILWAY
INDUSTRIAL &
AGRICULTURAL

BNSF
RAILWAY
INTERMODAL



Source: U.S. Federal Reserve, October 2024

BNSF
RAILWAY
COMPETITION?

EFFICIENCY

SEATTLE (SIG)
S. SEATTLE
Ports of Seattle/Tacoma
TACOMA
SPOKANE
PORTLAND
NORTHERN TRANSCON
ST. PAUL
CHICAGO
NW Ohio
Columbus
OAKLAND
KANSAS CITY
ST. LOUIS
BARSTOW INTERNATIONAL GATEWAY (BIG)
LOS ANGELES
SAN BERNARDINO
Ports of Los Angeles/ Long Beach
ALBUQUERQUE
SOUTHERN TRANSCON
PHOENIX
MEMPHIS
ATLANTA
EL PASO*
DALLAS/ FORT WORTH
HOUSTON
EAGLE PASS
ROBSTOWN
LAREDO
MONTERREY
*Optional Gateway
SAN LUIS POTOSI
SILAO
Guadalajara
MEXICO CITY (Pantaco)
TOLUCA

25% fewer Intermodal facilities

1M+ lifts/year capability in 2024

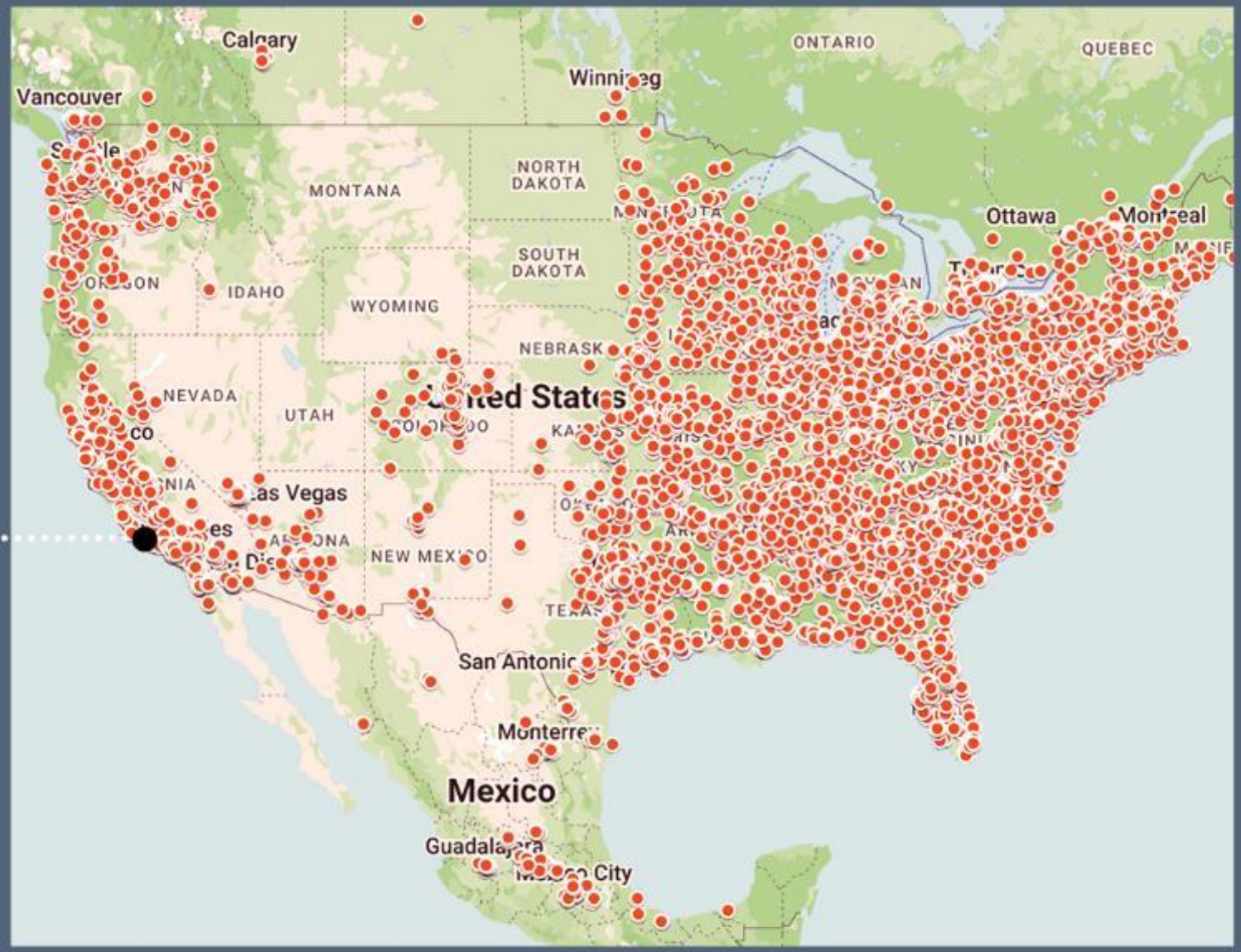
INTERMODAL FACILITIES

2000

2024

Align with Large Asset-based Carriers

Hobart Intermodal Facility in Los Angeles



BNSF
RAILWAY
LOGISTICS PARKS

Alliance Logistics Park

1994

Loaded and unloaded about 500 trailers and containers a day.

Today

Averages about 2,700, with a daily lift record of 3,900.

BNSF INVESTMENT

(last 10 Years)

$1B invested in intermodal facility expansion

$300M invested in land acquisitions

CUSTOMER INVESTMENT

(last 10 Years)

$13.6B to open
+340 new warehouses totaling
+114M square feet

BNSF RAILWAY

SERVICE

Service Momentum

Velocity

(miles per day)
is up **14%**

Shuttle Turns

for our grain network are
2.3 turns per month

Freight Moving

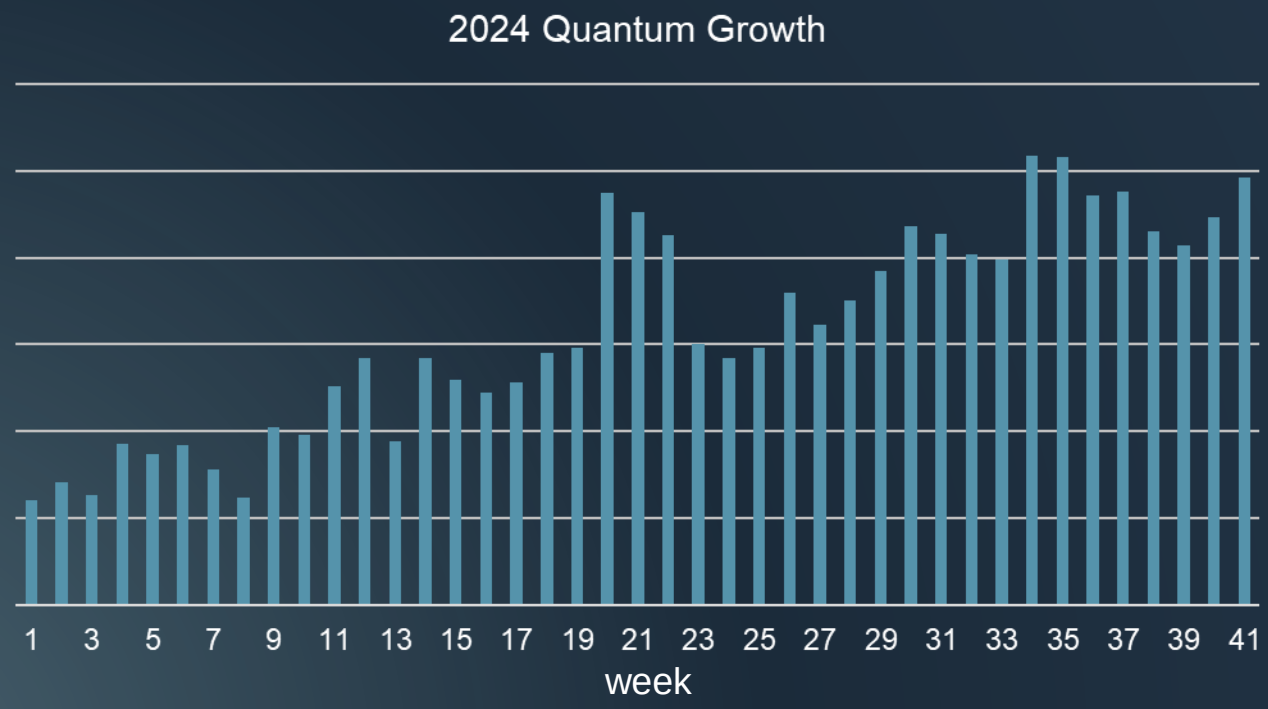
in our merchandise network is benefitting from the **highest velocity levels** since 2016

BNSF
RAILWAY
SERVICE / PEAK SEASON
+50% departures from
S. California since summer
All-time monthly intermodal
volume record in October
+20% more expedited departures
in November

BNSF RAILWAY

+95%

On-Time Performance



CAPACITY

5 YEAR CAPITAL INVESTMENTS

$17B+

85 miles of double track and
80 miles of CTC

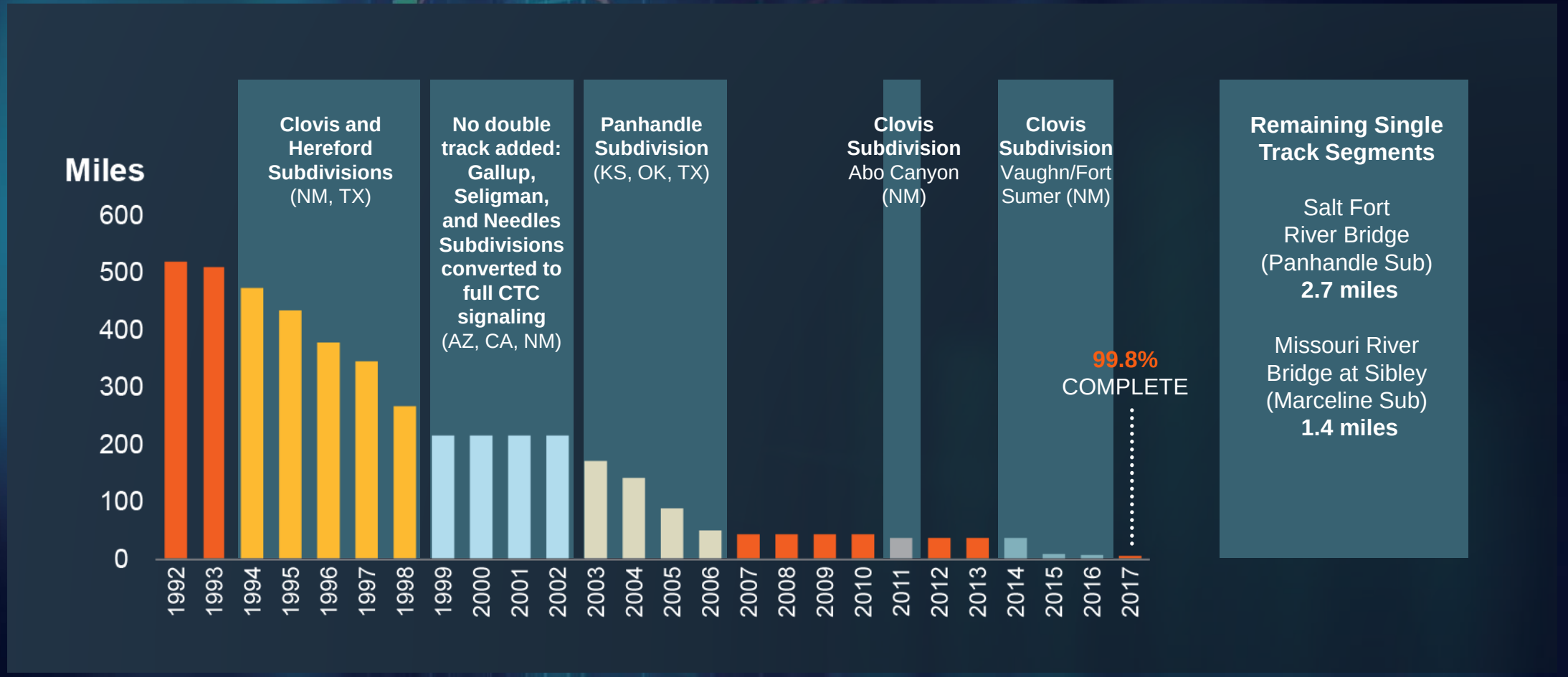
$1.4 billion on new locomotives, freight cars and other equipment

$13 billion on maintenance

~$733 million in expansion projects, lift equipment and hostlers at our intermodal facilities

BNSF
RAILWAY
CHICAGO
LOS ANGELES
SOUTHERN
TRANSCON
DOUBLE TRACK

BNSF's Southern Transcon



BNSF
RAILWAY
INVESTING IN RESILIENCY

TECHNOLOGY

Data is Exploding Around Us

According to the latest estimates,

328.77 million terabytes of data

are created each day.

Around

120 zettabytes

of data was generated in 2023.

BNSF DATA GENERATION

500K miles of track inspected annually

4K+ trackside detectors doing **35M** readings a day

10K customer visits to our portal daily

13 drones flying **50** flights and **60K** frames daily at Alliance

TECHNOLOGY / UTILIZING AI

Refining business processes

Enhancing efficiency and safety

Improving service

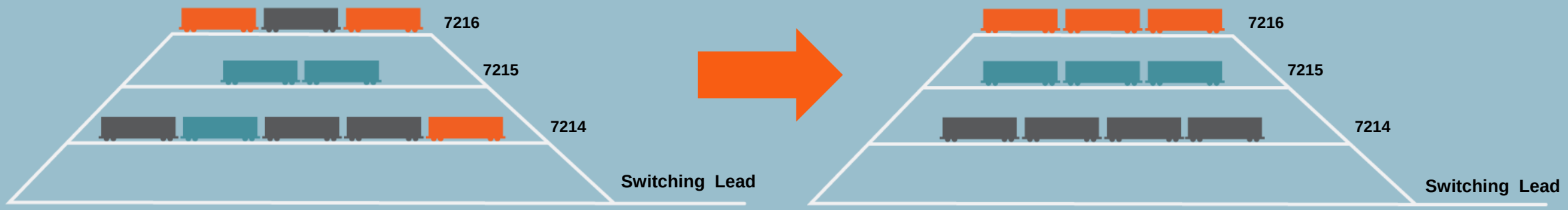
How many Starbucks drink combinations are there?

383 BILLION

Combinations

Decision Assisted Switching for Yard Operations

Illustrative Example:



Scenario:

- 10 Cars
- 4 Tracks
- 3 Classifications by Destination (orange, blue, gray)

Desired State:

- Switched by destination classification (color)

How many possible solutions are there to perform these five switch moves?

BNSF
RAILWAY
5 MILLION

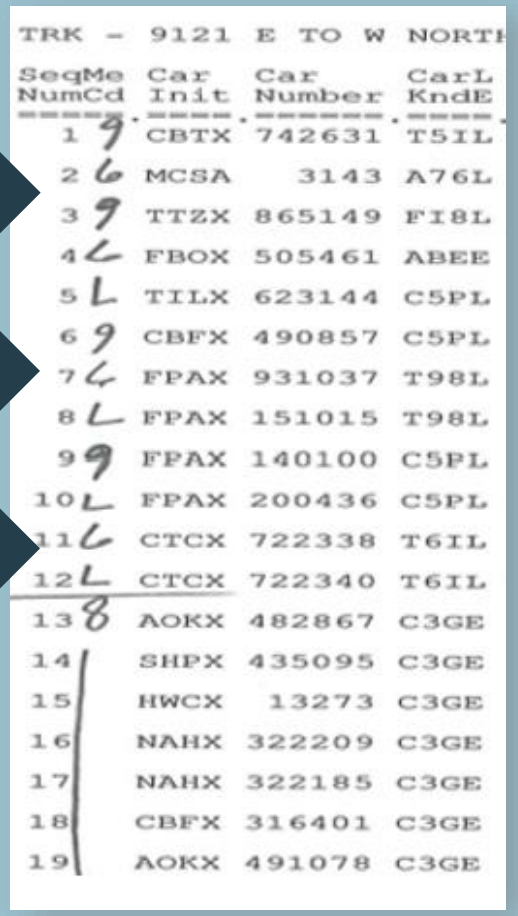
Moving to Automated, Optimally Planned Switching Operations

Yesterday's Switch List:

MANUAL

TIME CONSUMING

SUBJECTIVE



TRK - 9121 E TO W NORTH

SeqNum	MeCd	Car Init	Car Number	CarL KndE
1	9	CBTX	742631	T5IL
2	6	MCSA	3143	A76L
3	9	TTZX	865149	FI8L
4	L	FBOX	505461	ABEE
5	L	TILX	623144	C5PL
6	9	CBFX	490857	C5PL
7	L	FPAX	931037	T98L
8	L	FPAX	151015	T98L
9	9	FPAX	140100	C5PL
10	L	FPAX	200436	C5PL
11	L	CTCX	722338	T6IL
12	L	CTCX	722340	T6IL
13	8	AOKX	482867	C3GE
14		SHPX	435095	C3GE
15		HWCX	13273	C3GE
16		NAHX	322209	C3GE
17		NAHX	322185	C3GE
18		CBFX	316401	C3GE
19		AOKX	491078	C3GE

Today's Switch List:

AUTOMATED

OPTIMIZED

MORE CONSISTENT SERVICE

Track 7216

Cut	Seq	Trk	To_Trk	Car	TBlk
✂	1	7216		C8	
✂	2	7216	7214	C9	
	3	7216		C10	

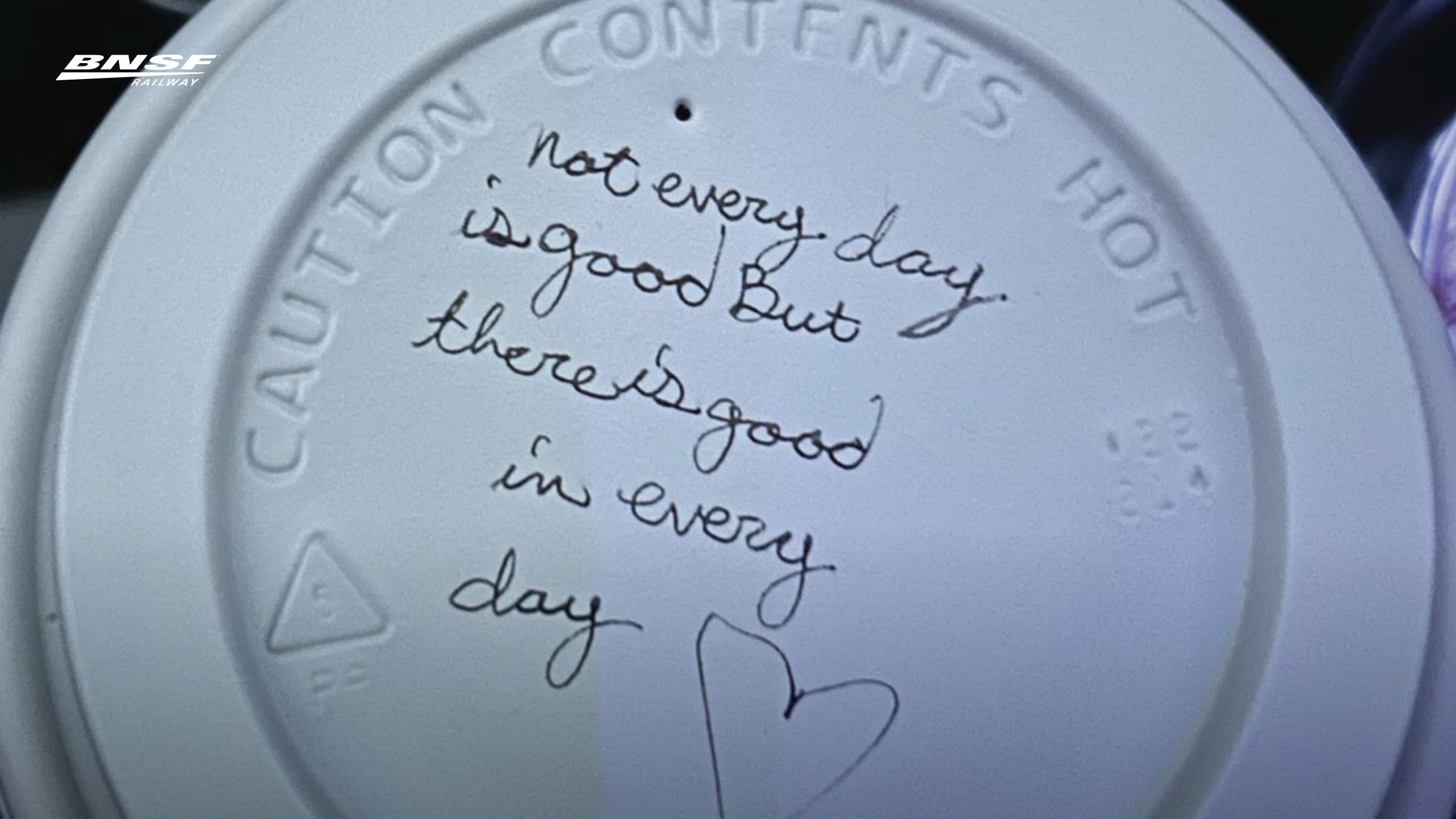
Track 7214

Cut	Seq	Trk	To_Trk	Car	TBlk
✂	1	7214		C9	
✂	2	7214	7216	C1	
	3	7214		C2	
	4	7214		C3	
	5	7214		C4	
	6	7214		C5	

BNSF
RAILWAY
COLLABORATION

BNSF
RAILWAY
SHORTLINE SELECT℠
NEW
• Growth and service enhancements
• Seamless movement tracking
• Data transparency
• Faster equipment turns

RELATIONSHIPS


BNSF
RAILWAY
CAUTION CONTENTS HOT
Not every day
is good But
there is good
in every
day

BNSF
RAILWAY

QUESTIONS?