



EARNINGS HIGHLIGHTS

THIRD QUARTER 2024 RESULTS

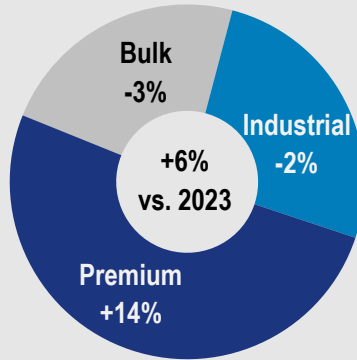
\$2.75

Earnings per Share
+10% vs. 2023

\$2.4 B

Operating Income
+11% vs. 2023

3Q 2024 Volumes



60.3%

Operating Ratio
-3.1 points vs. 2023

\$1,855 M

YTD Free Cash Flow
+\$901 M vs. 2023
Repurchased 3.5 M shares YTD

Key Performance Metrics

3Q 2024 vs. 3Q 2023

Freight Car Velocity

210

↑ 5%

Freight Car Terminal Dwell

22.4

↓ 5%

Locomotive Productivity

135

↑ 5%

Service Performance Index
Intermodal Manifest/Auto

86

↑ 1 pts

Workforce Productivity

1,102

↑ 12%

Train Length 9,580 ft

Flat vs. 3Q 2023
(Max on Route)

Fuel Consumption Rate

+1% vs. 3Q 2023

YTD Safety Performance

Improvement in
Derailments & Personal Injury

Building a Sustainable Future 2030

Environmental, Social, and Governance

Female Representation
Goal 11%
Current 5.1% (as of 9/30/2024)

Minority Representation
Goal 40%
Current 33.9% (as of 9/30/2024)

50.4% Scope 1 and 2 absolute reduction by 2030 based on 2018 baseline