



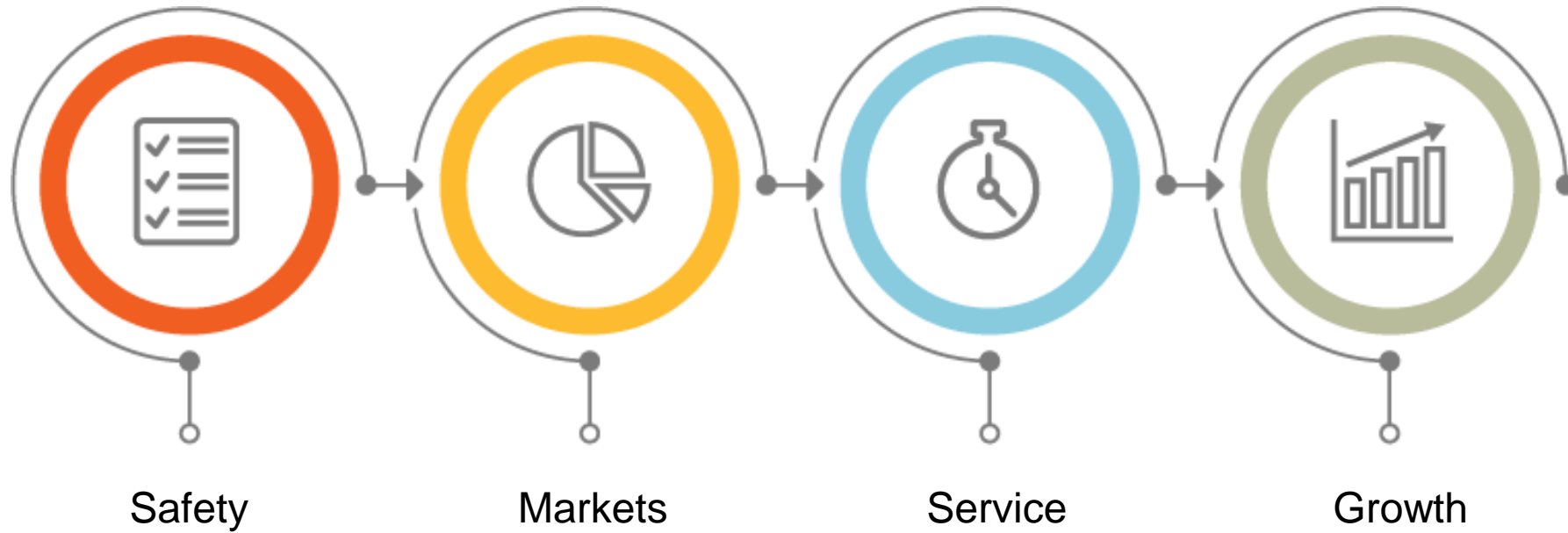
2023 PNWARS *Fall Meeting*



RYAN DREIER | VICE PRESIDENT INDUSTRIAL PRODUCTS

10.11.2023

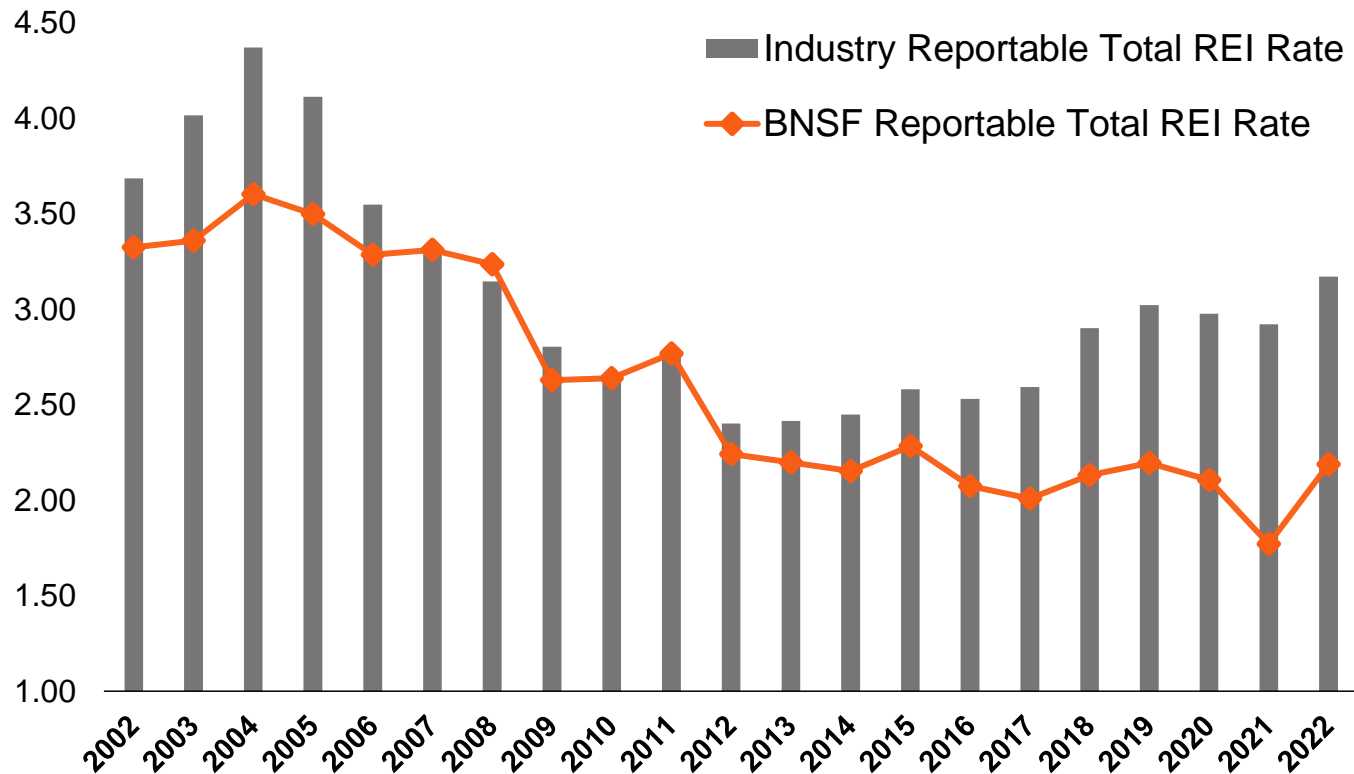
Key Topics for Today



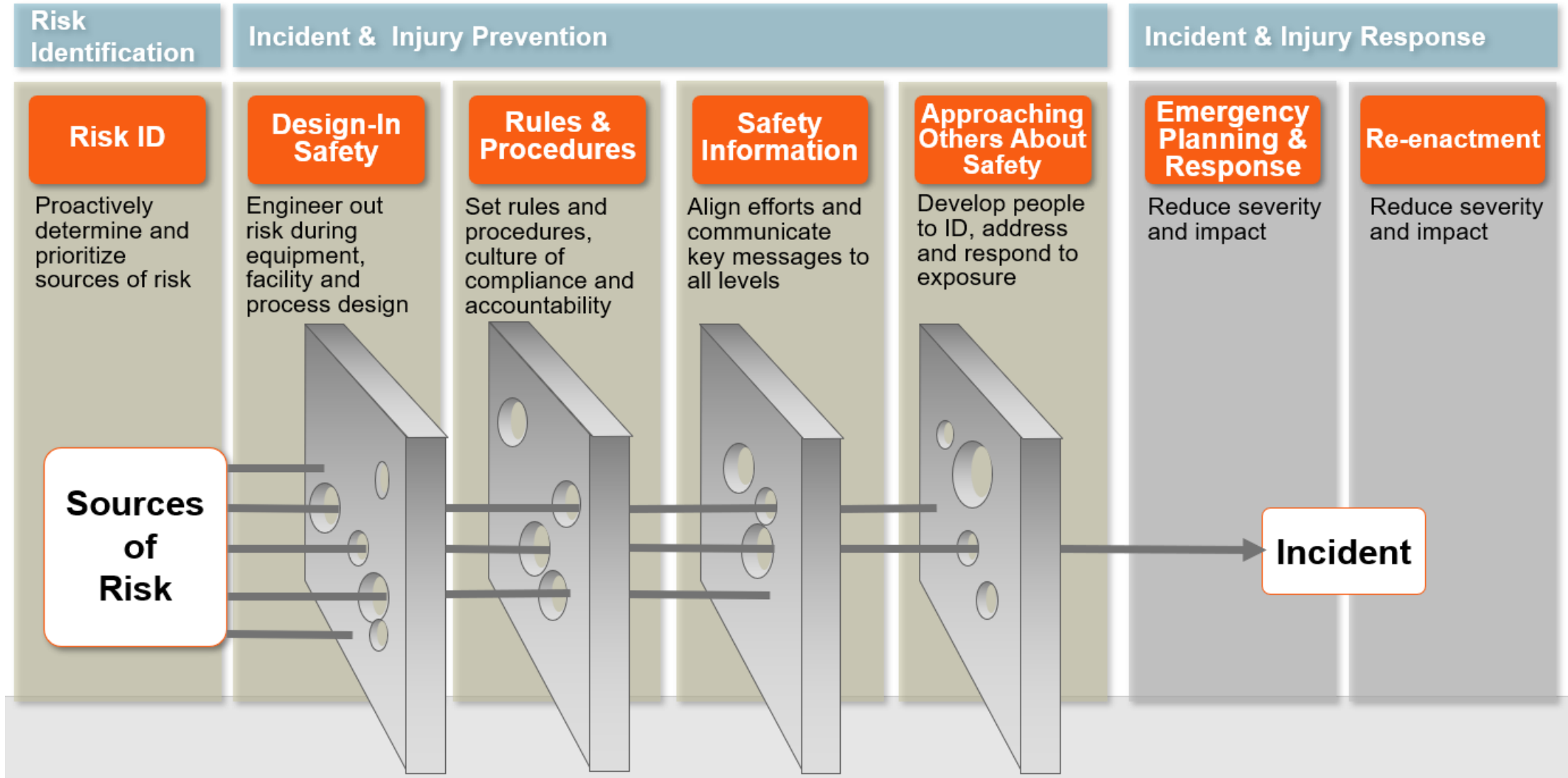
Rail Is the Safest Mode of Land Transportation

*Since 2002, the Industry's rail equipment incident rate has declined **-14%**, and BNSF's rail equipment incident rate has been reduced by **-34.2%** during the same period.*

Rate of train incidents per million train miles



Prevention: Risk-Reduction Efforts – Layers of Safety



Prevention: Technology Enhances Safety and Efficiency



PTC covers **94 percent** of our freight volume



Autonomous Track Geometry Cars increase the number of miles inspected



Wayside Detectors take **+35 million** readings daily



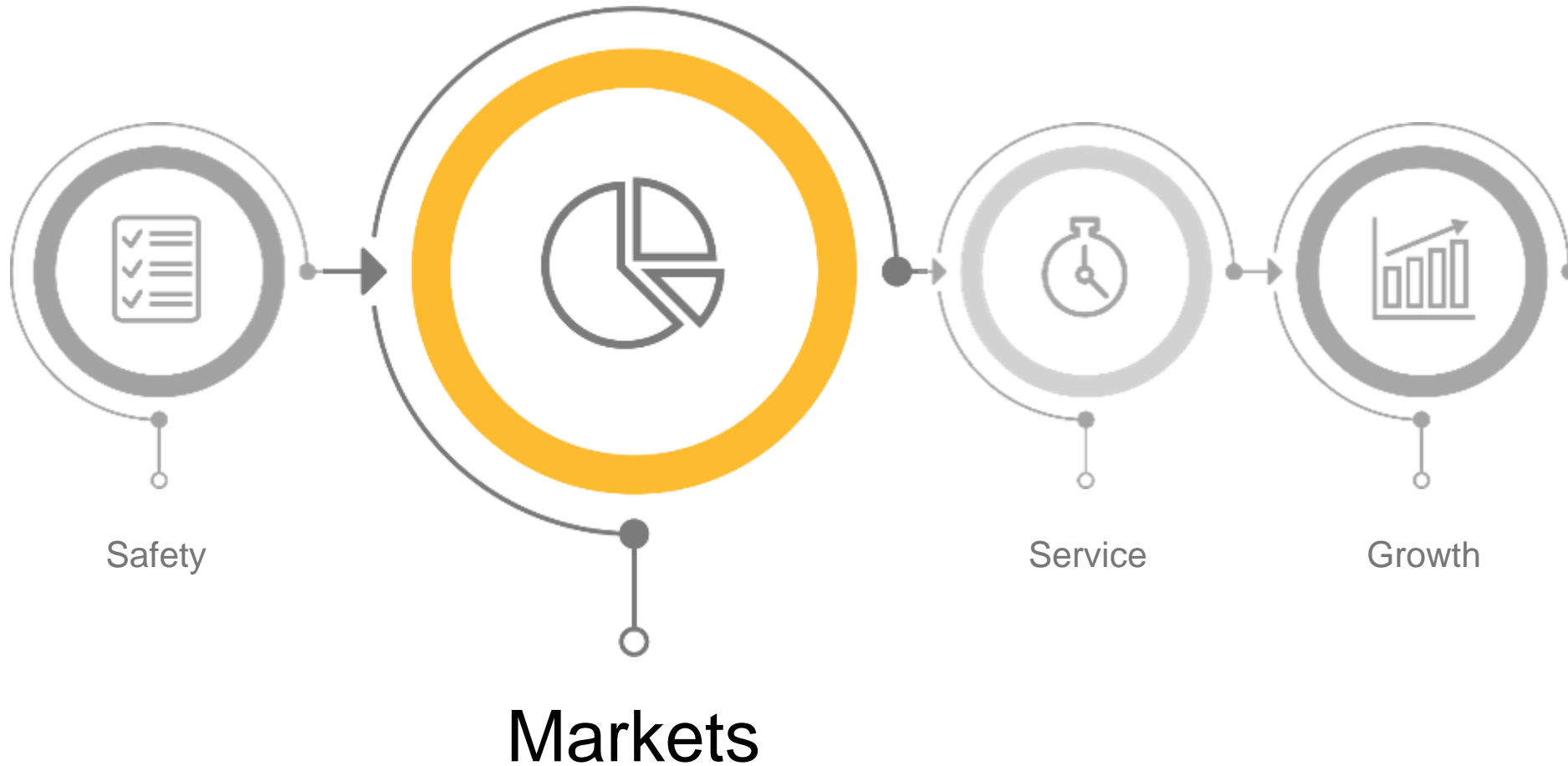
Utilizing **Big Data Analytics** for a comprehensive view

Mitigation and Incident Response

- **Mobilizing** in the event of an incident
 - Network of +140 hazmat responders
 - Emergency response equipment strategically positioned at +60 locations
- **Specialized training** conducted with 3-10K community first responders every year



Key Topics for Today

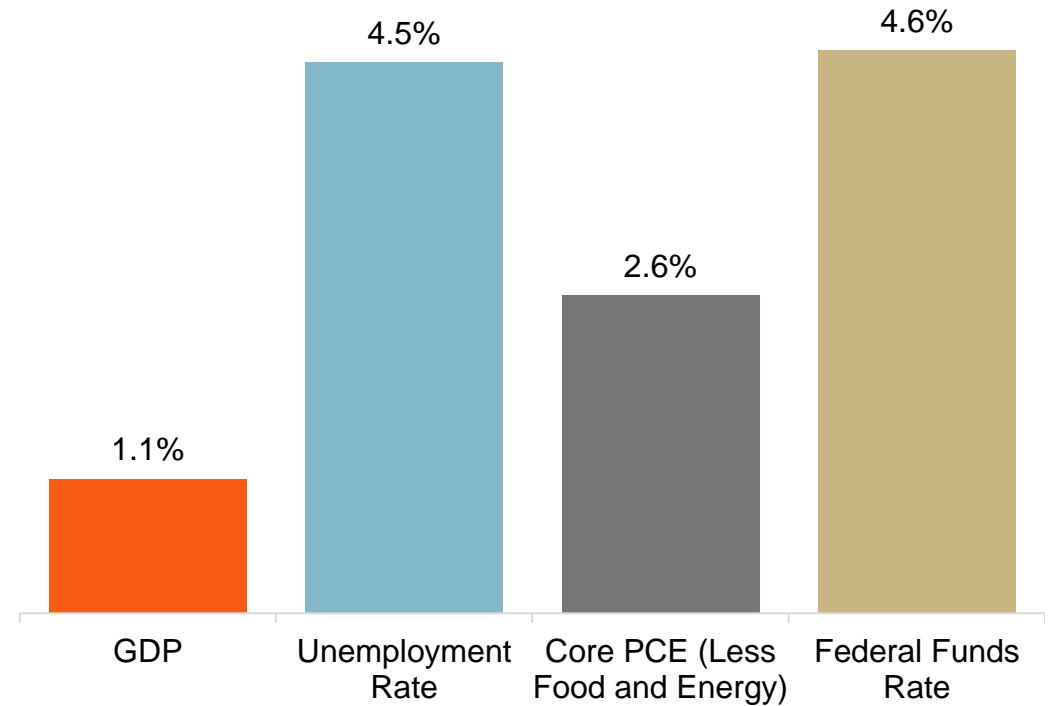


Diverse Market Forces

Market Factors

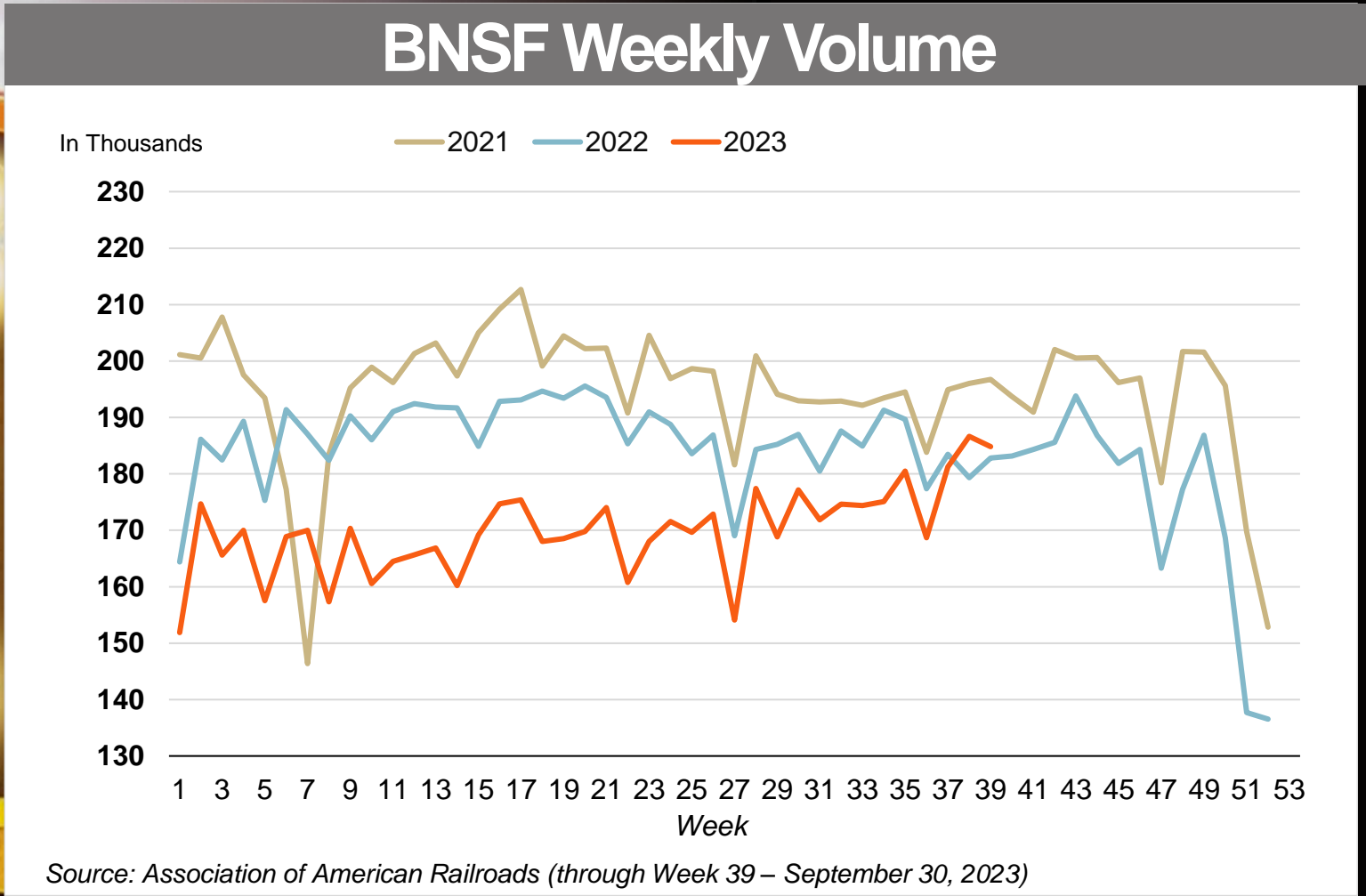


Federal Reserve 2024 Forecast



Source: FOMC June 2023

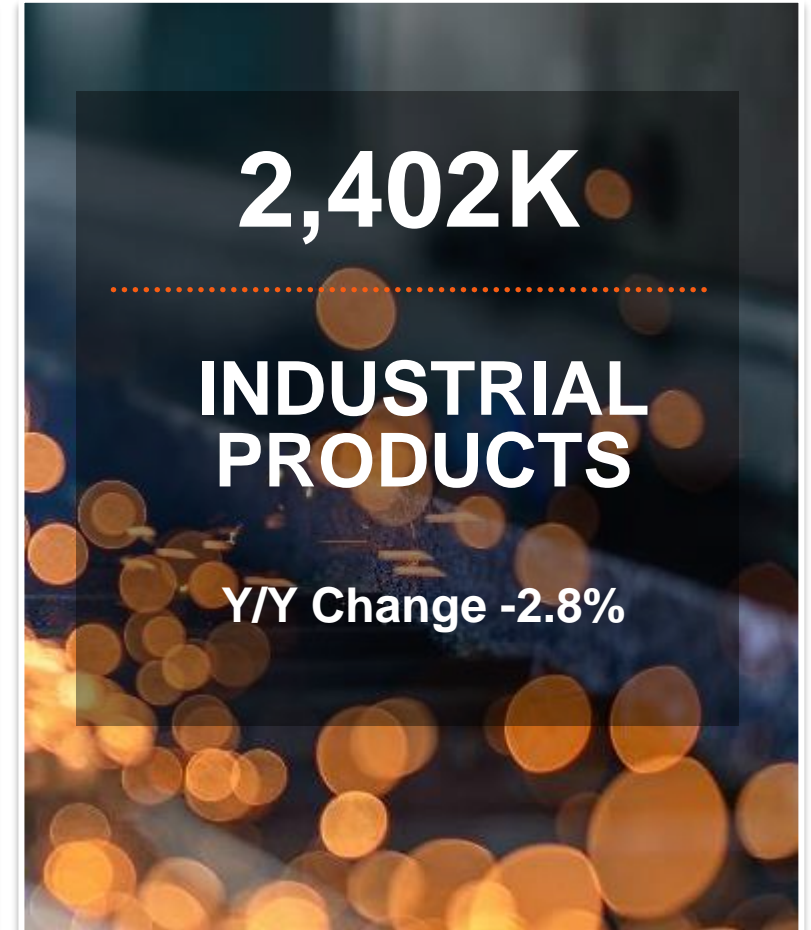
BNSF Weekly Volume





BNSF 2023 Volumes

Through September 30, 2023



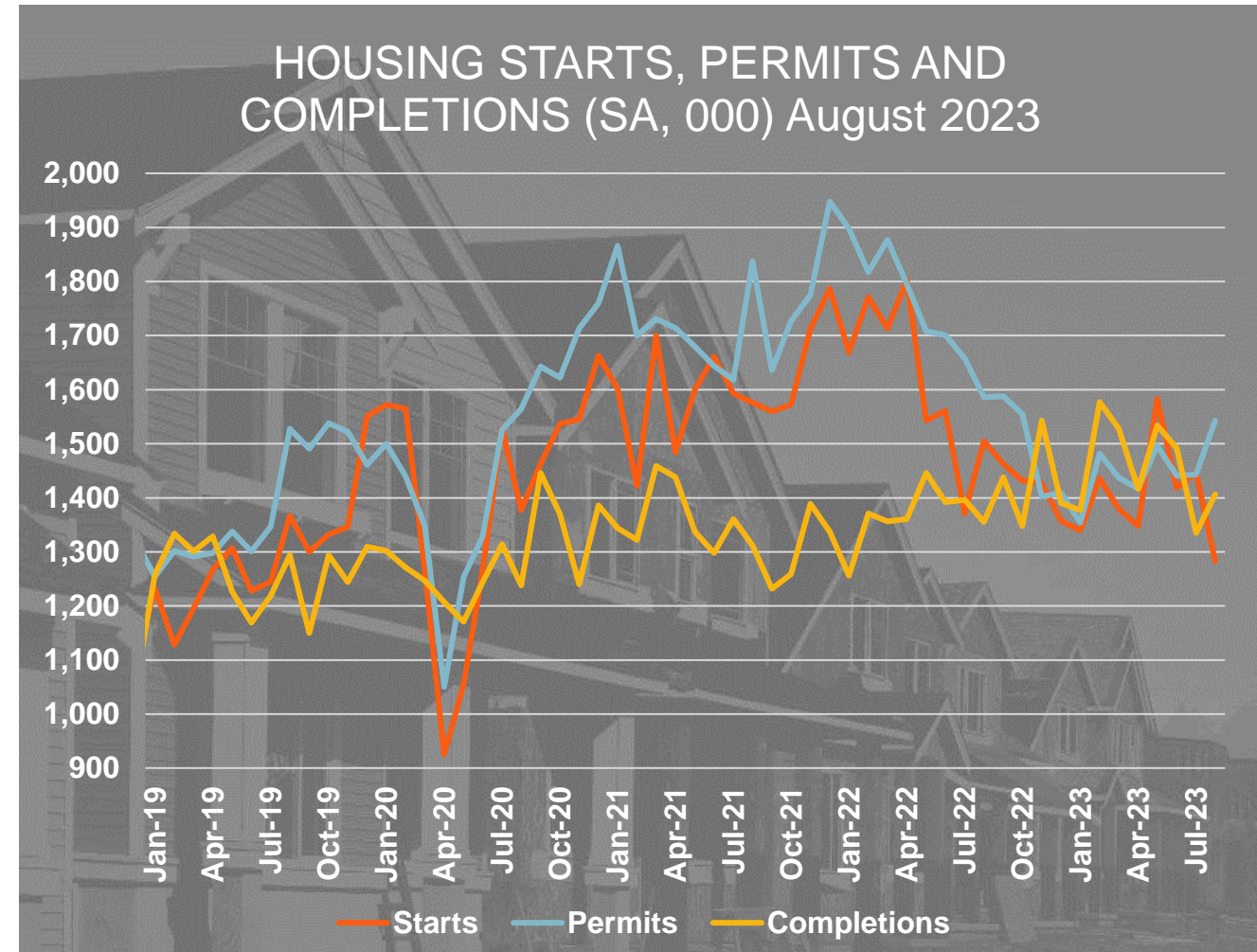
Building Products Markets Facing Cross-Currents

Market Conditions

- Paper demand aligned to consumer spending
- Affordability challenges are impacting the U.S. housing markets
- Longer-term, the U.S. remains underbuilt relative to underlying demographics

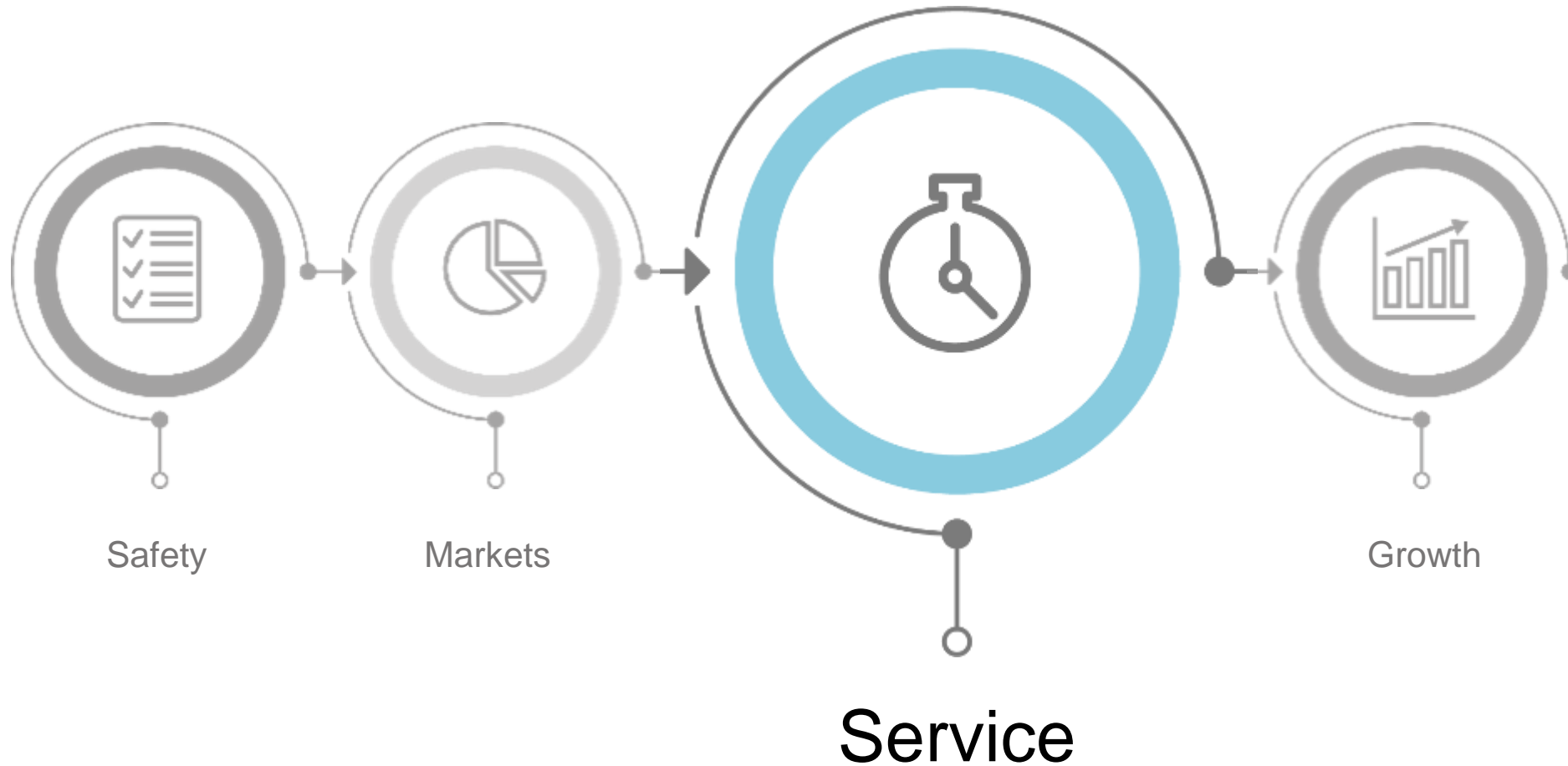
Responding to Demand

- BNSF resourced for market recovery and growth
- Fleets pre-positioned in origins markets
- More centerbeams allocated to LOGs program



Source: U.S. Census Bureau

Key Topics for Today





BNSF Workforce

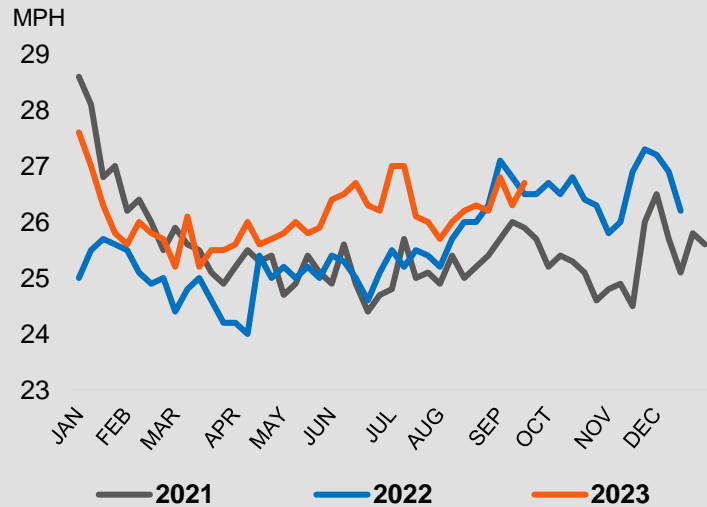
- We are keeping additional crew members active beyond volume needs to ensure we're adequately resourced and to allow for:
 - Temporary transfer options to the harder-to-hire regions
 - Additional training opportunities for team members
 - Faster ramp-up when volumes increase quickly
- Achieved robust hiring plan in 2022 and are continuing to hire in harder-to-hire regions this year
 - In 2023, ~1,500 new train crew members have completed training and started in their new positions, and an additional 350 are in training



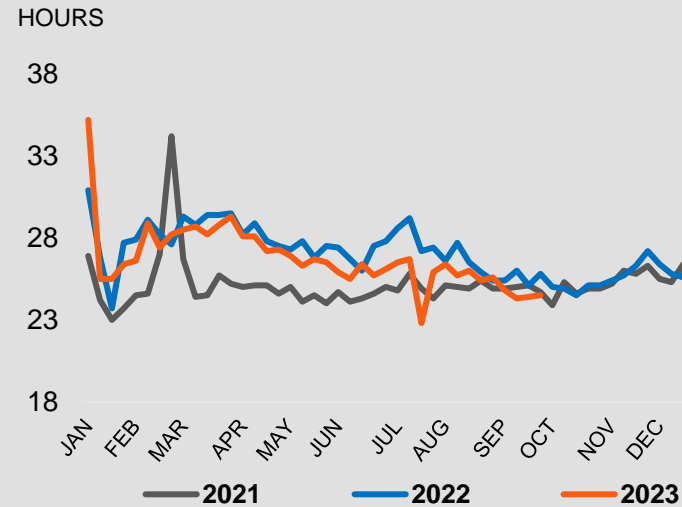


Service Performance Year-Over-Year

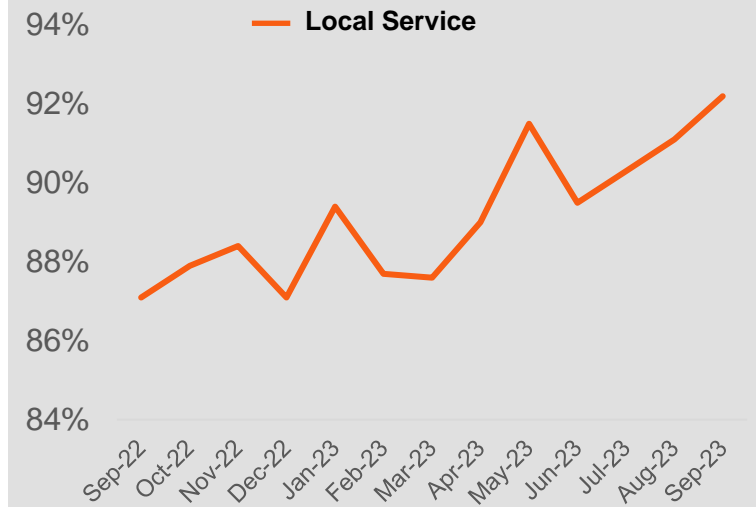
Overall Velocity +3.2% y/y



Terminal Dwell -2.9% y/y



Local Service +5.6% y/y



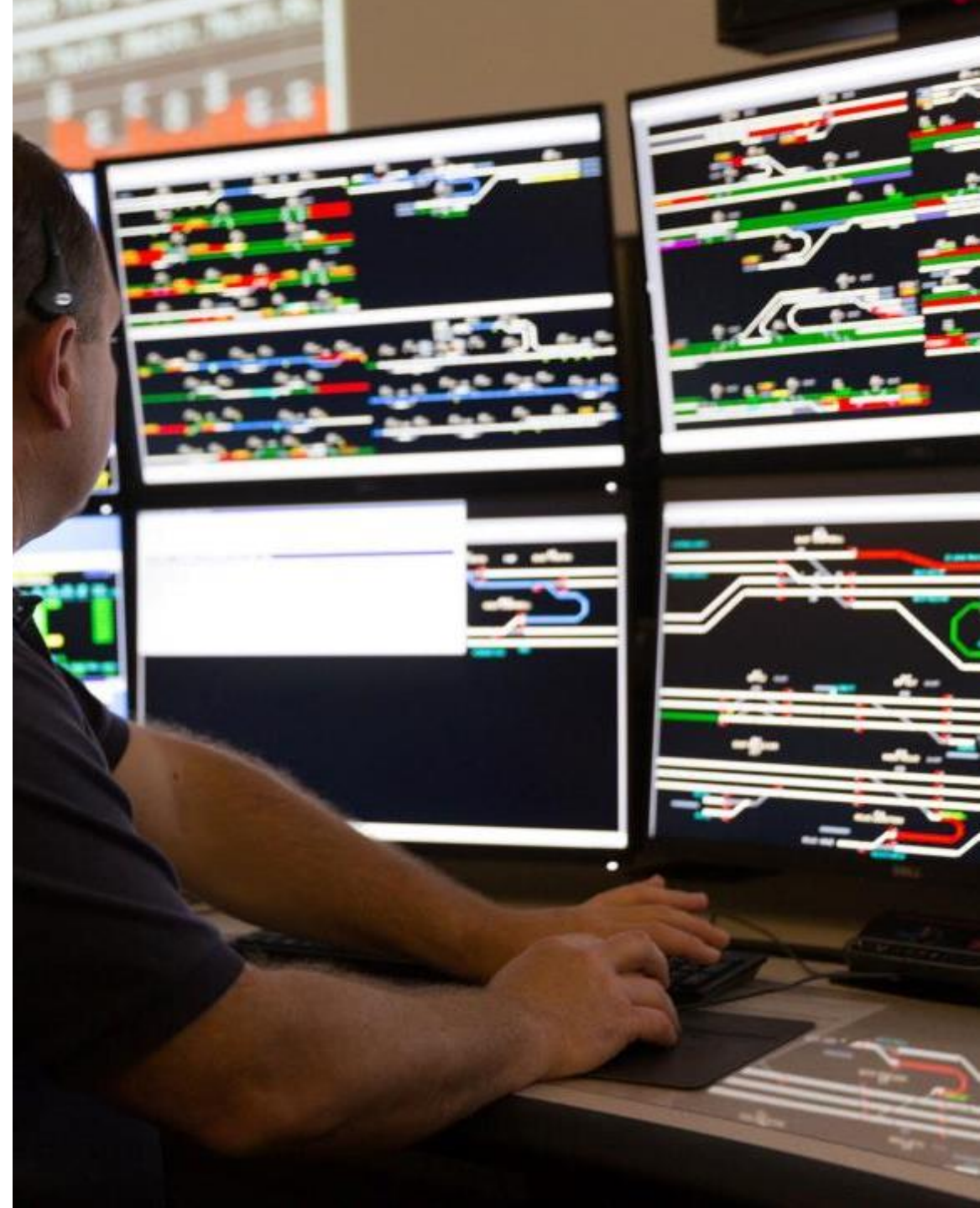
Innovation Enhances Service Reliability & Consistency

Terminal Throughput Planner

- Assists terminal planners with determining the most efficient way to process trains through yards

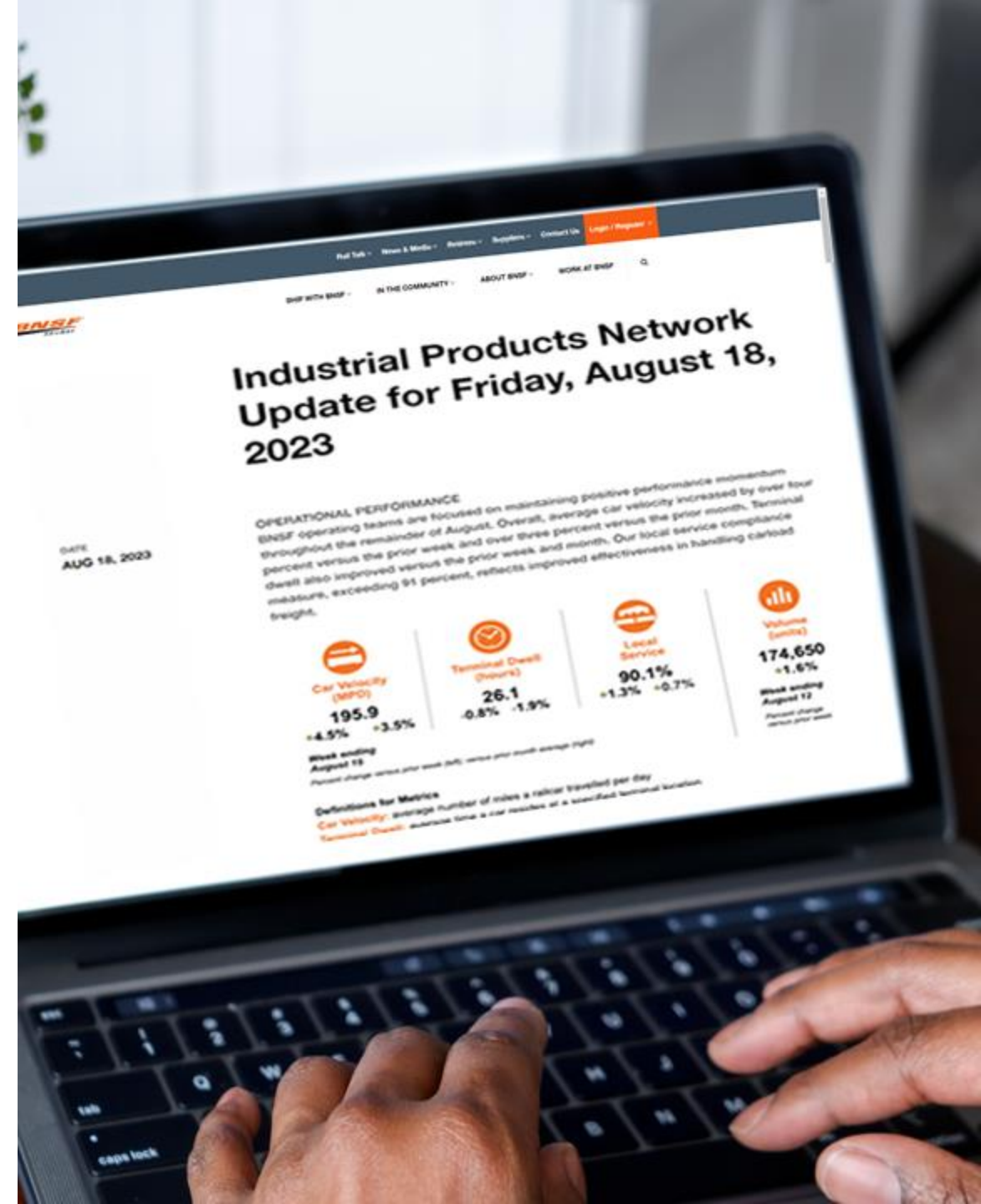
Movement Planner

- Assists dispatchers with optimizing efficiency by looking further out to find the optimal route



Committed to Transparent & Frequent Communications

- Service performance and outlook
- Actionable information
- Bi-weekly network update email
- Direct interactions





Reducing Effort Through Innovation

The screenshot displays the BNSF web portal interface. At the top, there's a navigation bar with 'My Frequent Apps', 'Unit History', 'Shipping Instructions', 'Divert Shipment', and 'View Invoices'. Below this is a 'Trace' section with a 'Tracking Search' box and a 'TRACK' button. To the right, there's a table titled 'All Shipments' showing counts for Units (14729), Trains (39), and Cases. Below the table, there's a 'For Your Attention' section with a list of items like 'Intermodal In Jeopardy' and 'On Spot'. At the bottom, there's a 'Tracking Status' section with filters for 'Waybill Status', 'Origin', 'Current Loc', 'Destination', and 'STOC Number'. A table at the very bottom shows columns for 'Unit', 'L/E', 'Origin', 'Current Event', 'Destination', 'Availability', and 'Expand All'.

Self Service

Self Help



ome | Getting Started | Catalog | Developer's Consol

ush Notifications | Registration | API Support

BNSF API Center

Our API Center will enhance your business's shipping experience with us. Here's information for anyone just getting started with APIs, as well as experienced Web developers.

GETTING STARTED

DEVELOPER CONSOLE

Digital Conversation

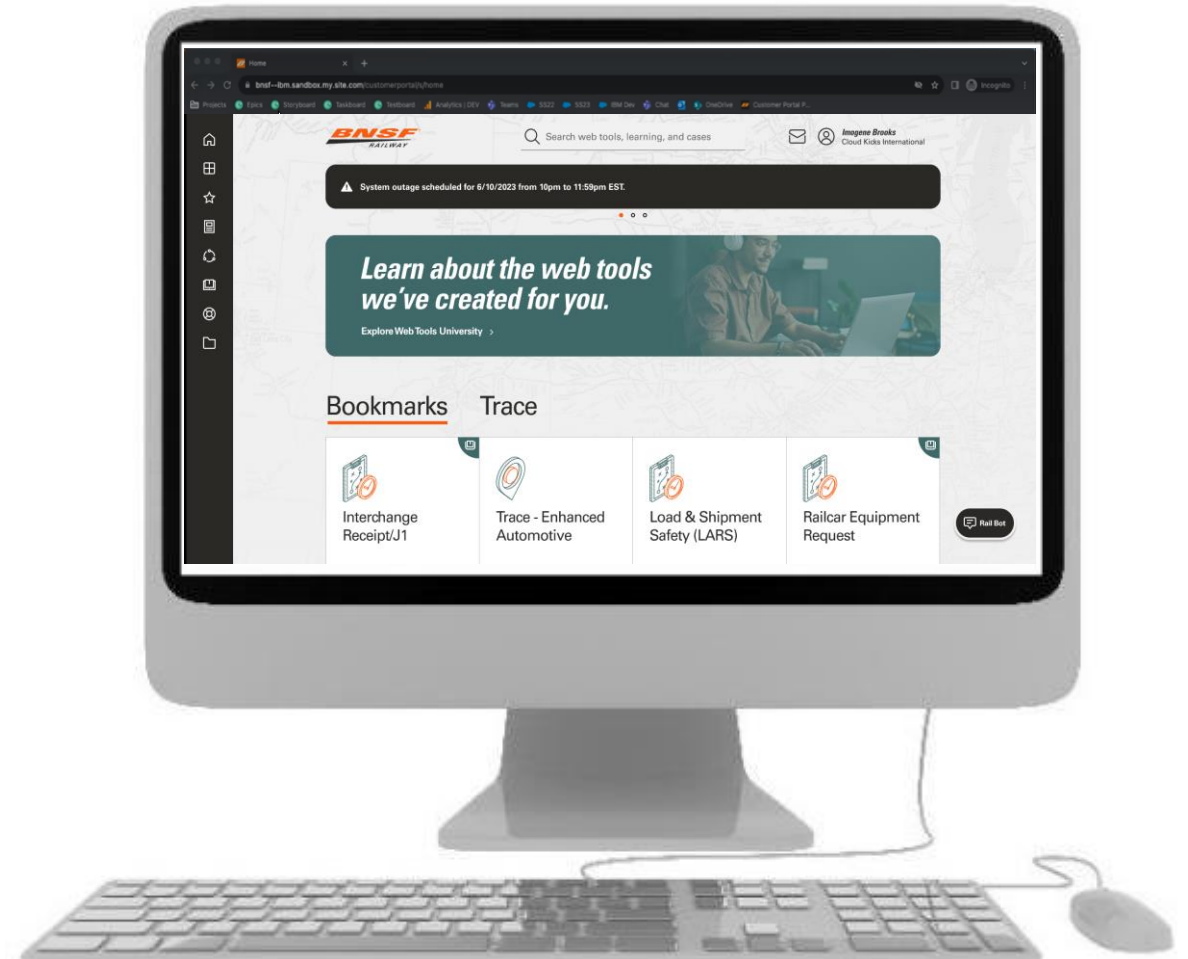
Updating the Webtool Portal

New Webtool Portal Benefits:

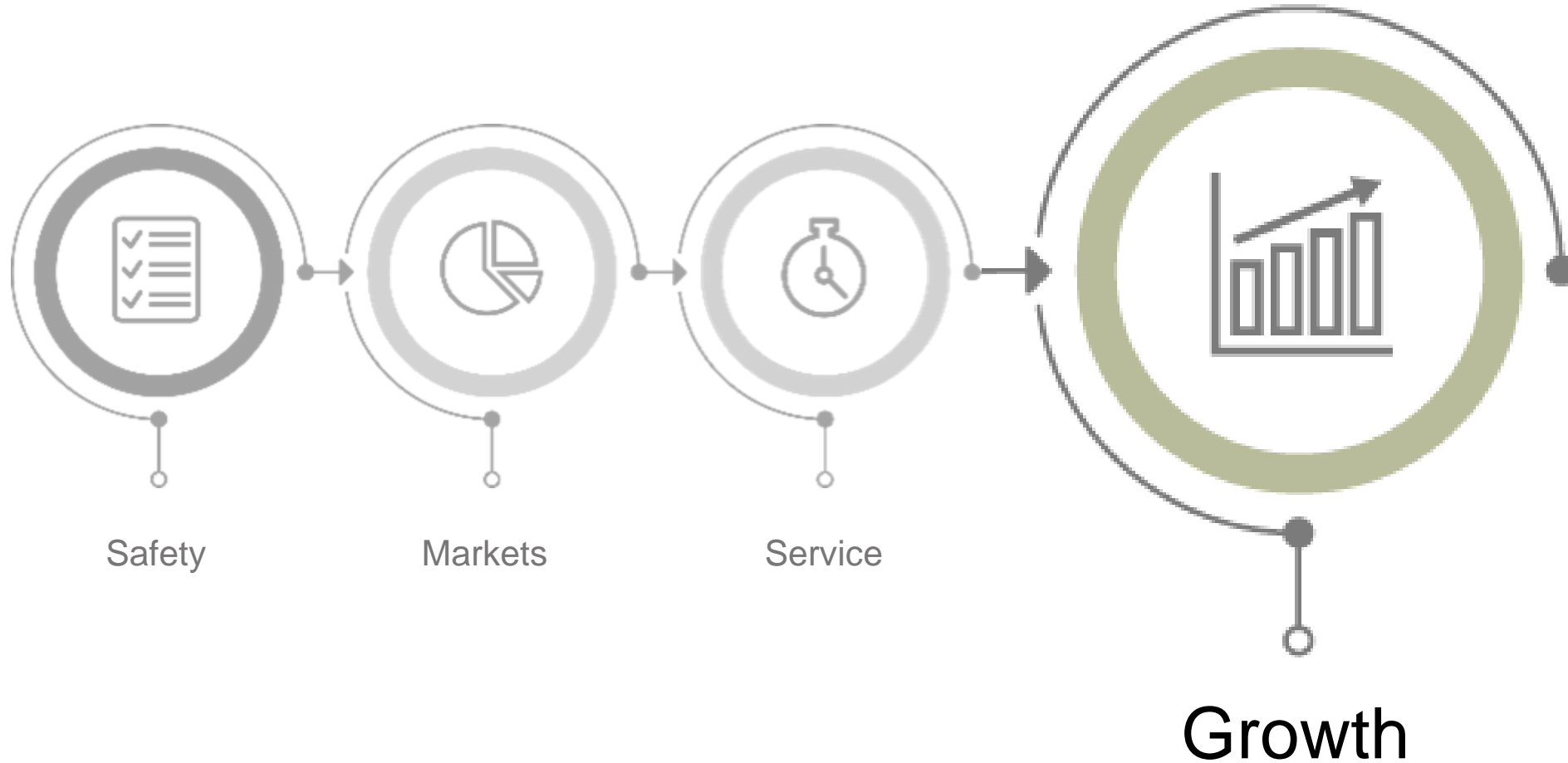
- Shorter path to actionable insights
- Improved self-service
- Reduced delays for routine tasks

Key Features:

- Customizable
- “For Your Attention”
- Webtool University
- Virtual Assistant



Key Topics for Today



BNSF Investments Are Foundation for Growth

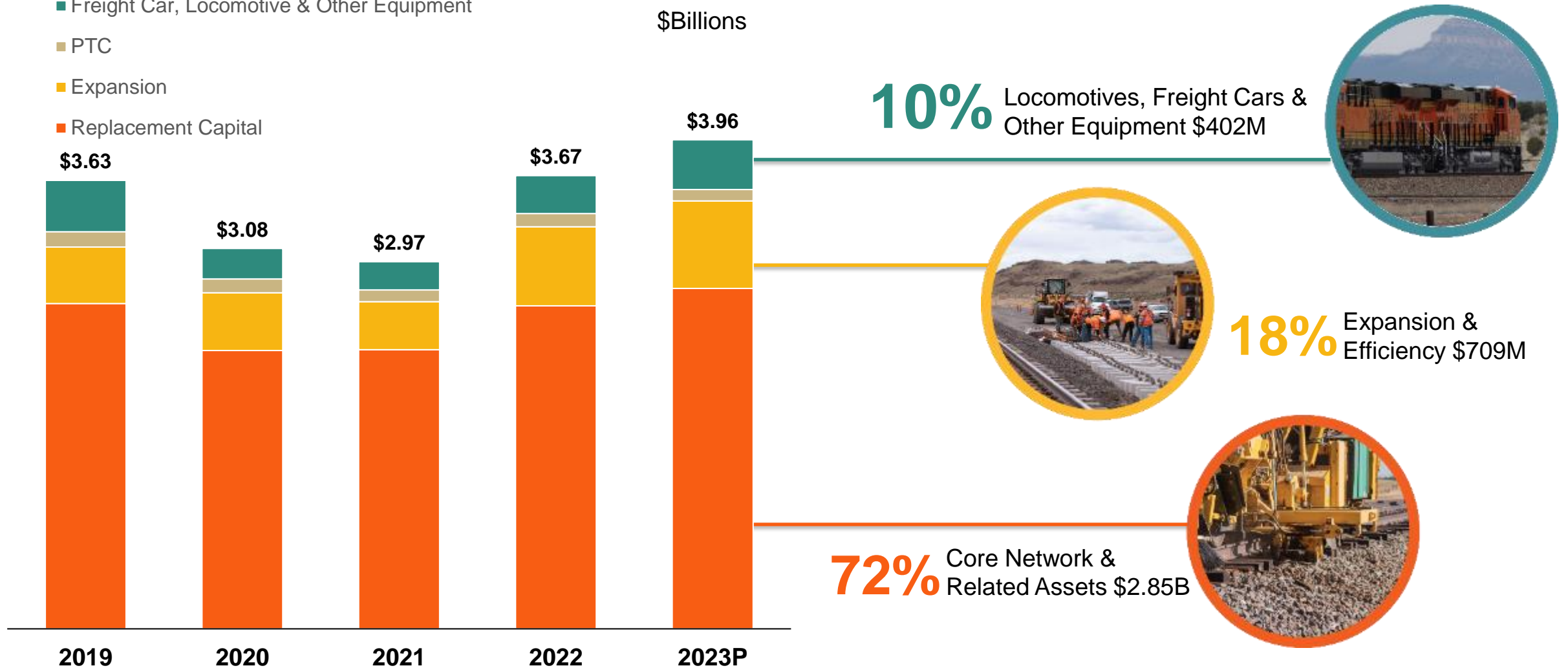
■ Freight Car, Locomotive & Other Equipment

■ PTC

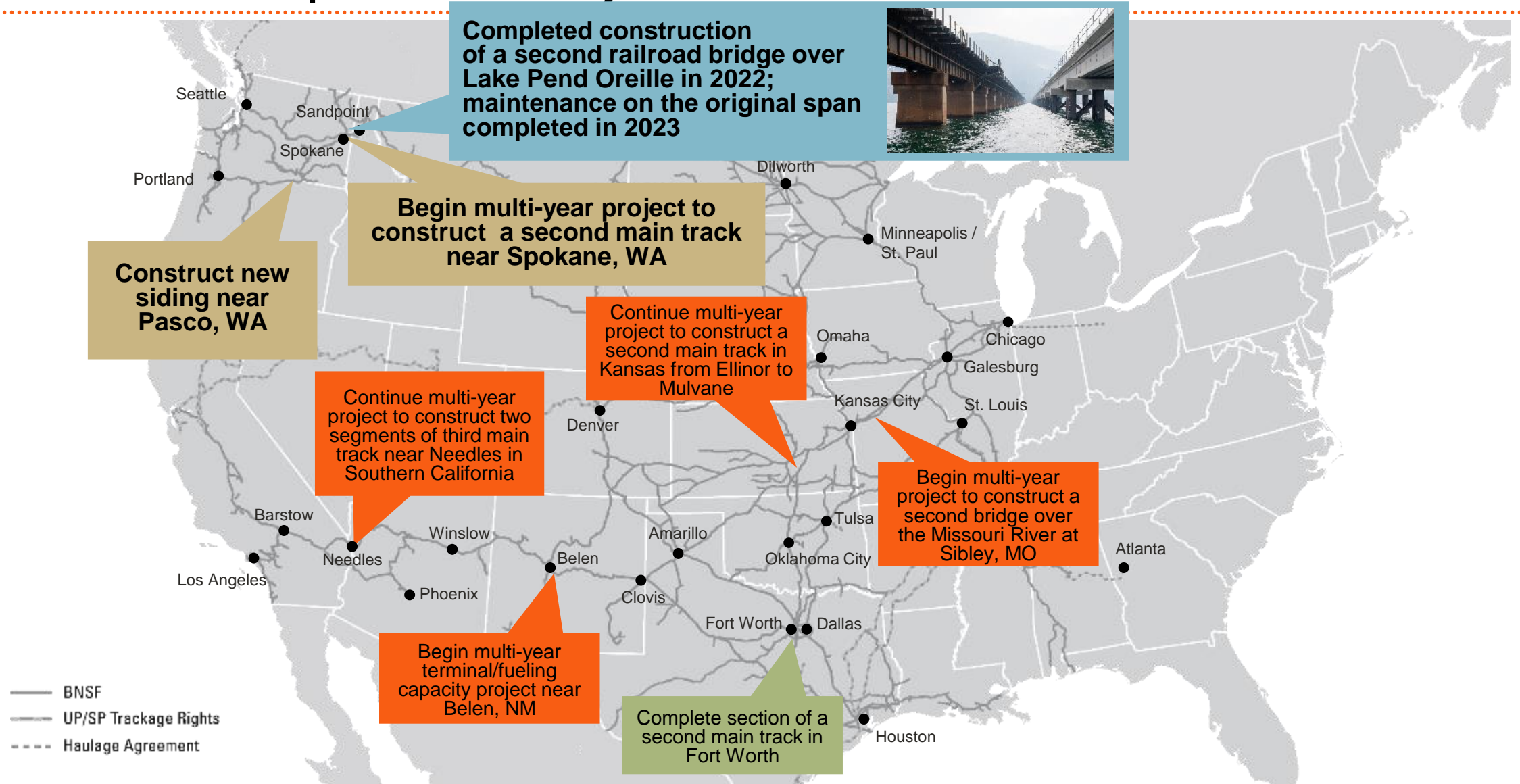
■ Expansion

■ Replacement Capital

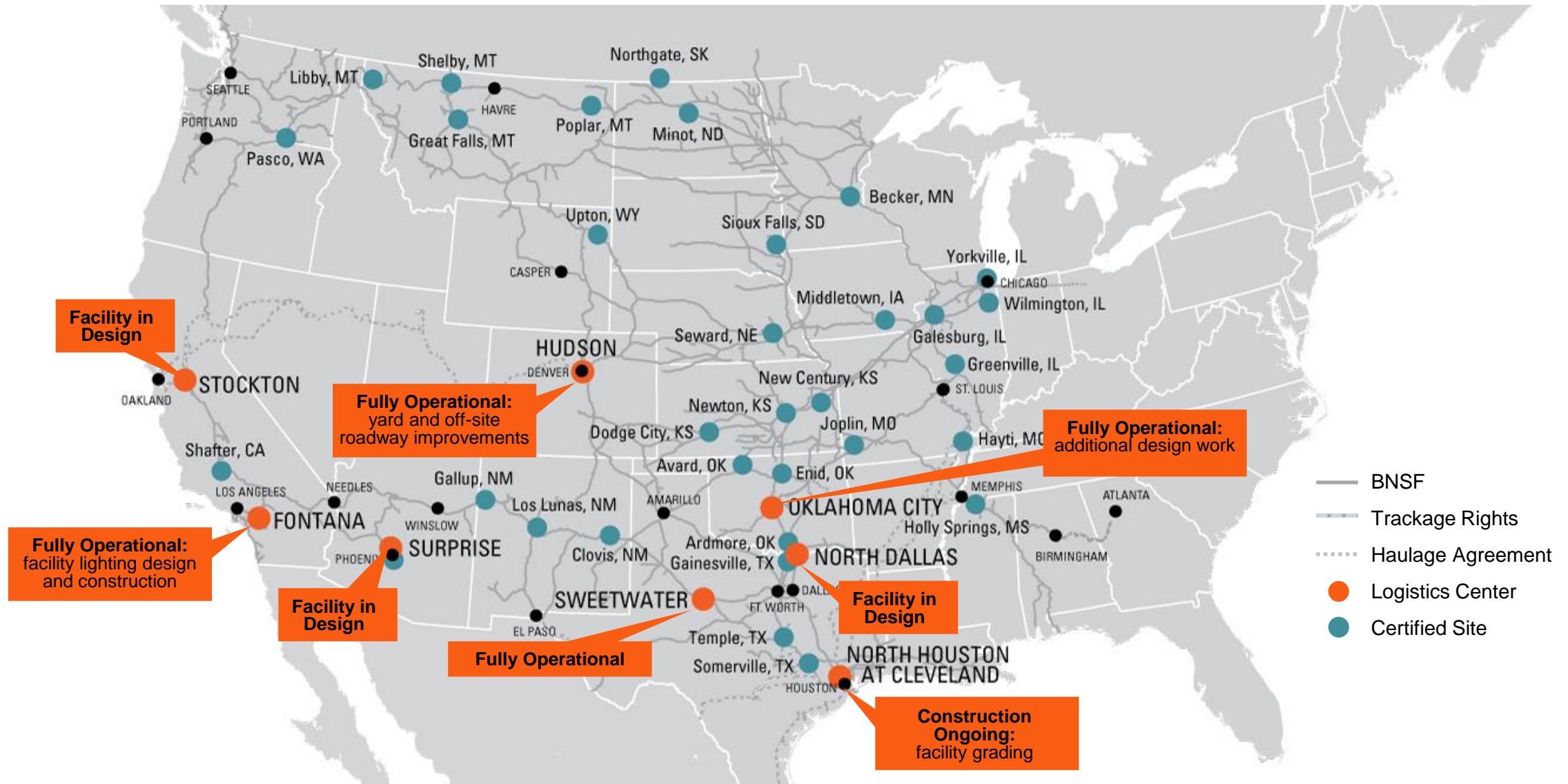
\$Billions



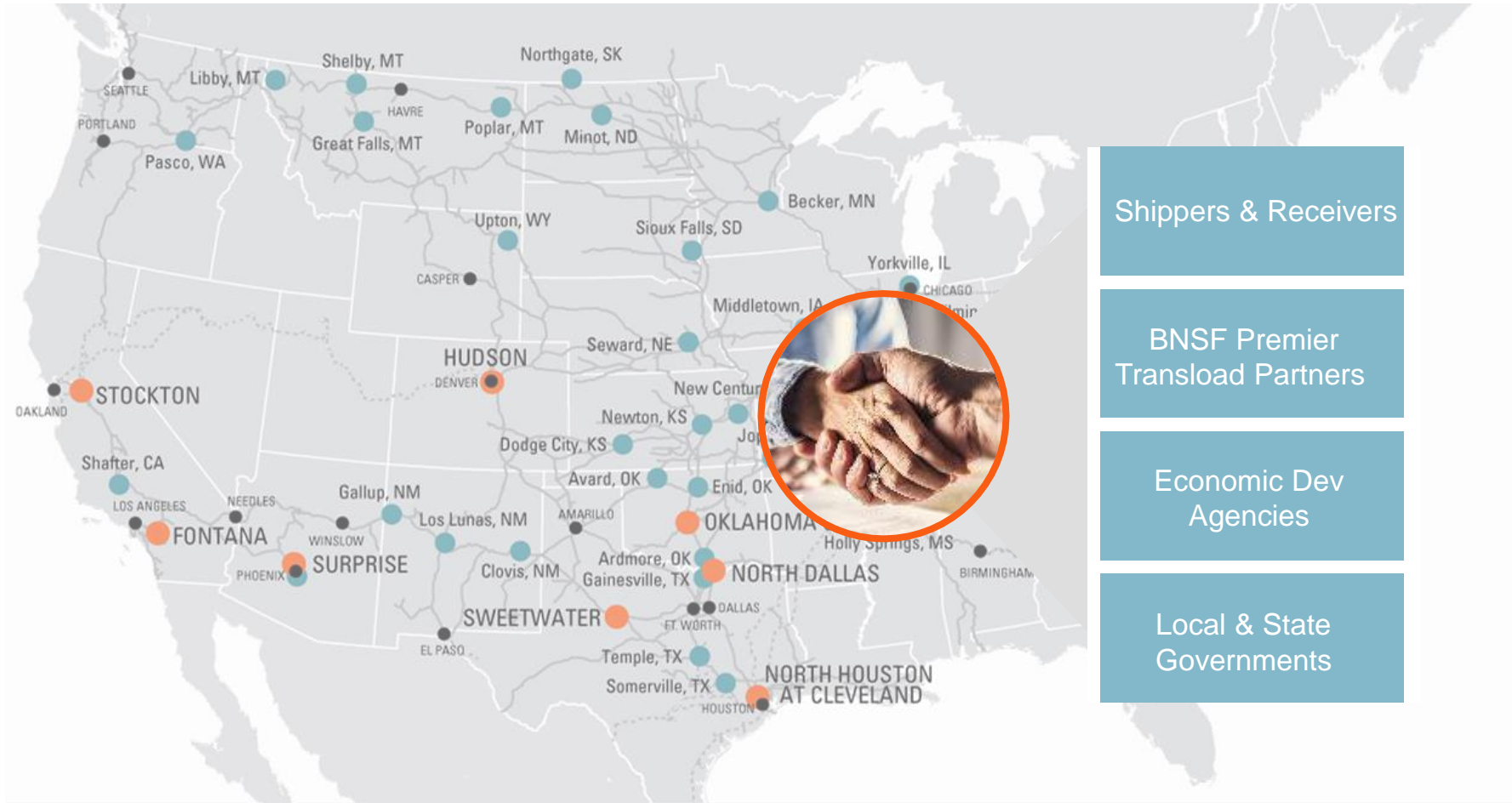
2023 Line Expansion Projects



Logistics Centers and Certified Sites



BNSF + Customer Collaboration are Driving Rail Growth



Shippers & Receivers

BNSF Premier
Transload Partners

Economic Dev
Agencies

Local & State
Governments

BNSF customers, multimodal partners and local communities have invested > \$1 billion in rail-tied developments across our network each year for 12 consecutive years.

● Logistics Center

● Certified Site



BNSF[®]
RAILWAY