

‘Reinventing Normal’

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SEPTEMBER 30, 2021

Today's Topics



**What's
Changing?**

**What's
Unchanged?**

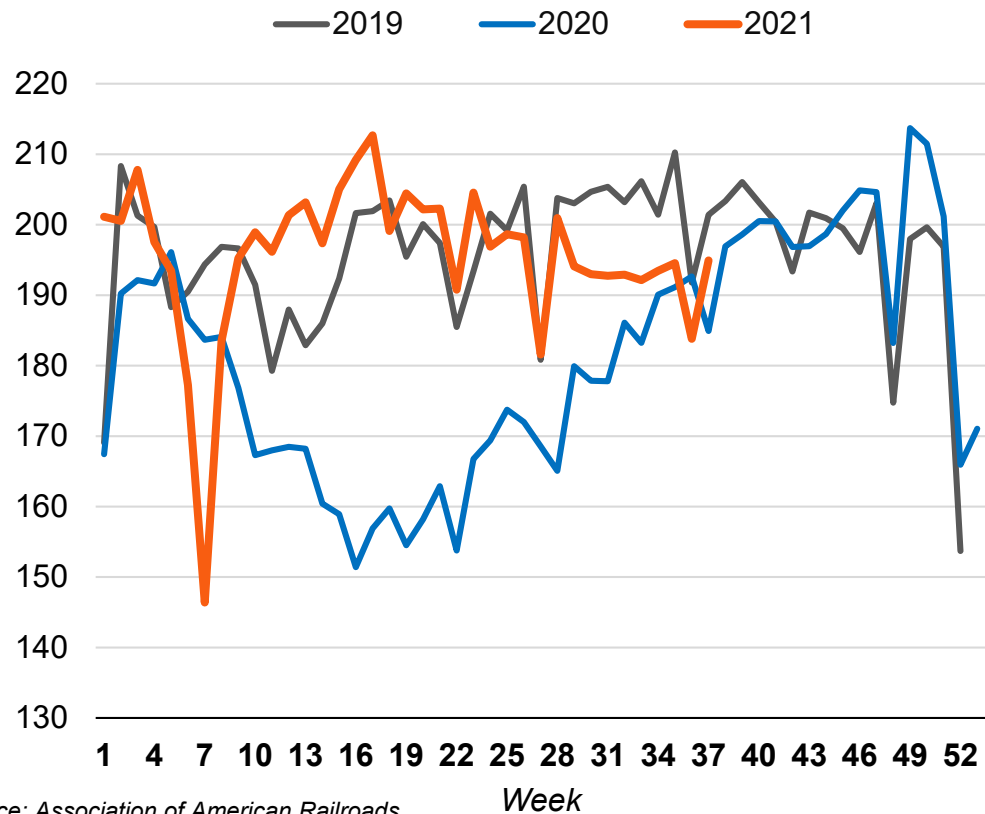
What's Changing?

- Economy
- Technology
- Sustainability

Changing Economic Conditions

BNSF Weekly Volumes

(thousands of units)



Source: Association of American Railroads

Week

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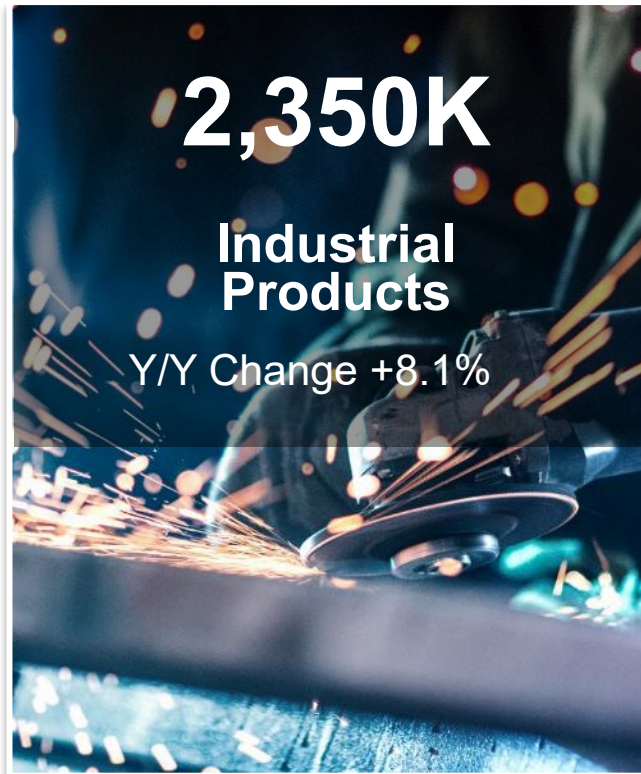
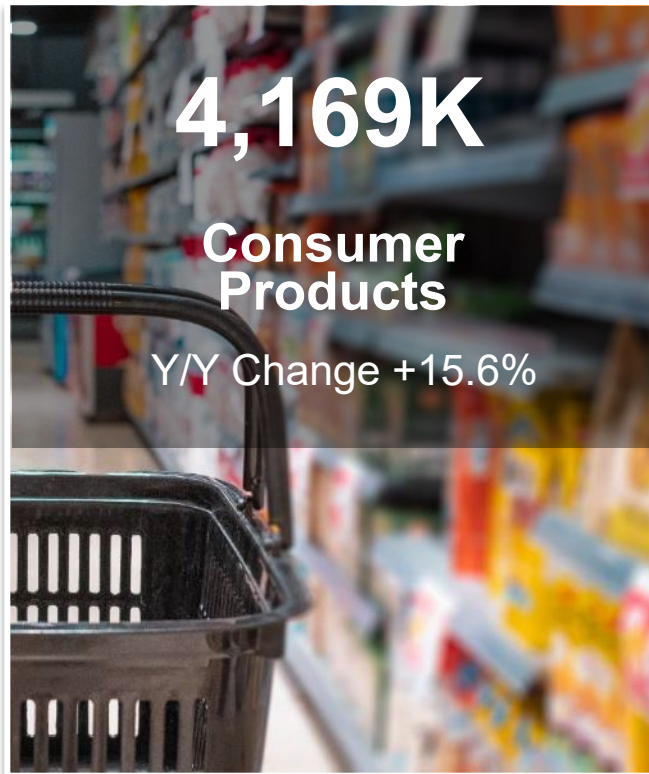


BNSF 2021 Volumes



BNSF Total Volume YTD 2021: 7,238K

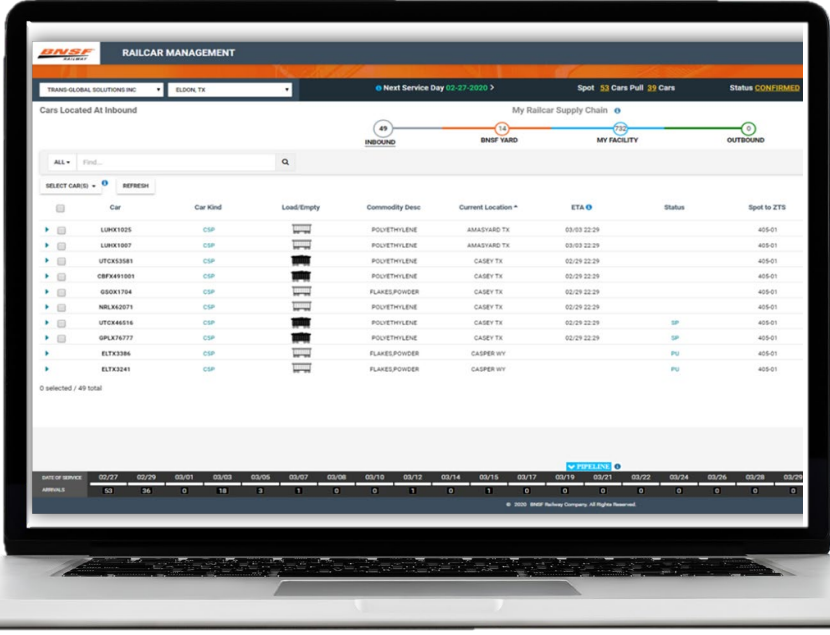
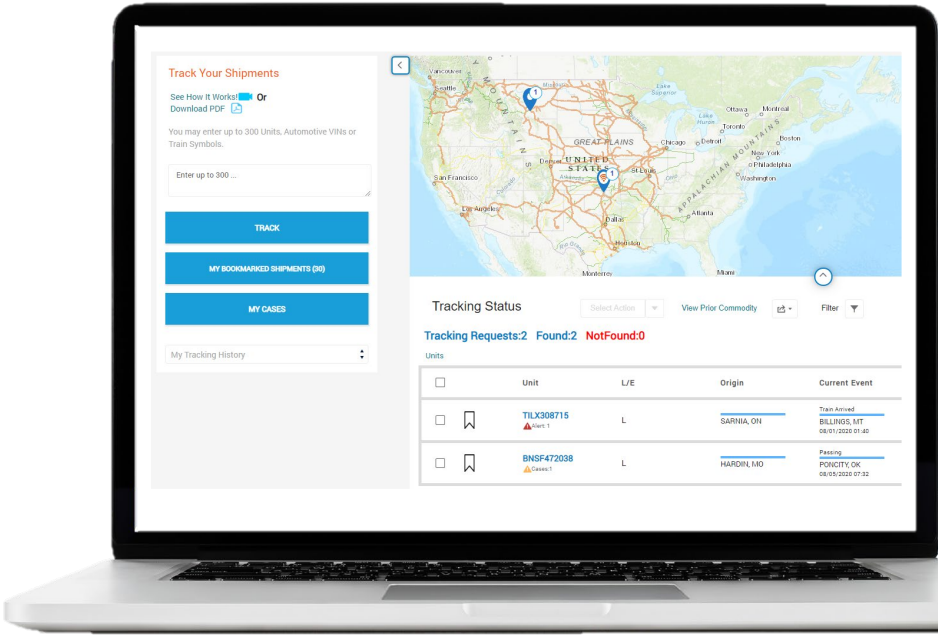
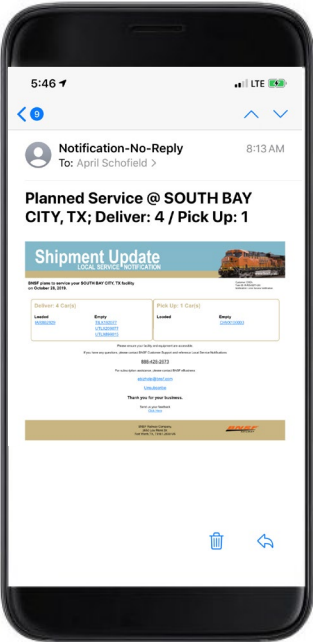
(thousands of units, with year-over-year change)



Source: Association of American Railroads through week 37, ending September 18, 2021

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Advanced Technology Drives Improvements



Local Service Notifications

Trace with Mapping Tool

Railcar Management Tool

Integrating Systems to Exchange Information



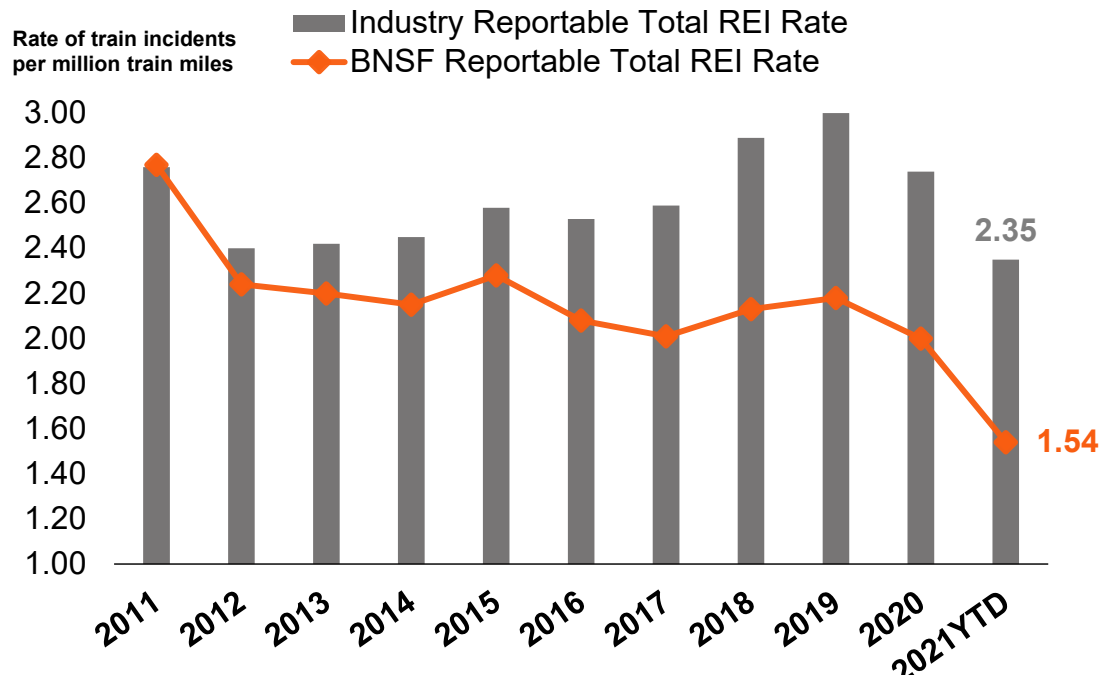
What's Unchanged?

- Safety
- Bias for Growth
- Service
- Transparency

Commitment to Safety

BNSF – Safety Results

Since 2011, the industry rail equipment incident rate has decreased by 15%, and BNSF's rail equipment incident rate has been reduced by 44%.



Source: FRA 1.12 – Ten Year Accident/Incident Overview. Industry reflects Class I United States operations, excluding Amtrak through June 30, 2021

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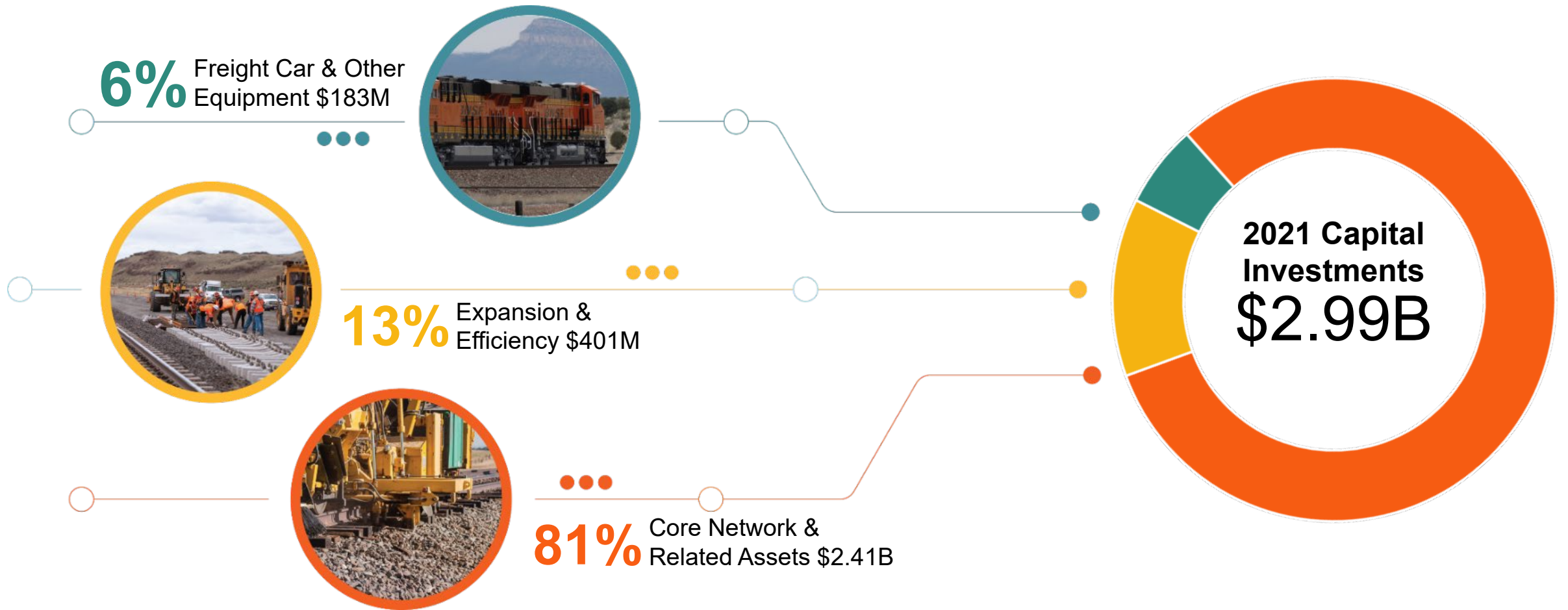
BNSF's Bias For Growth



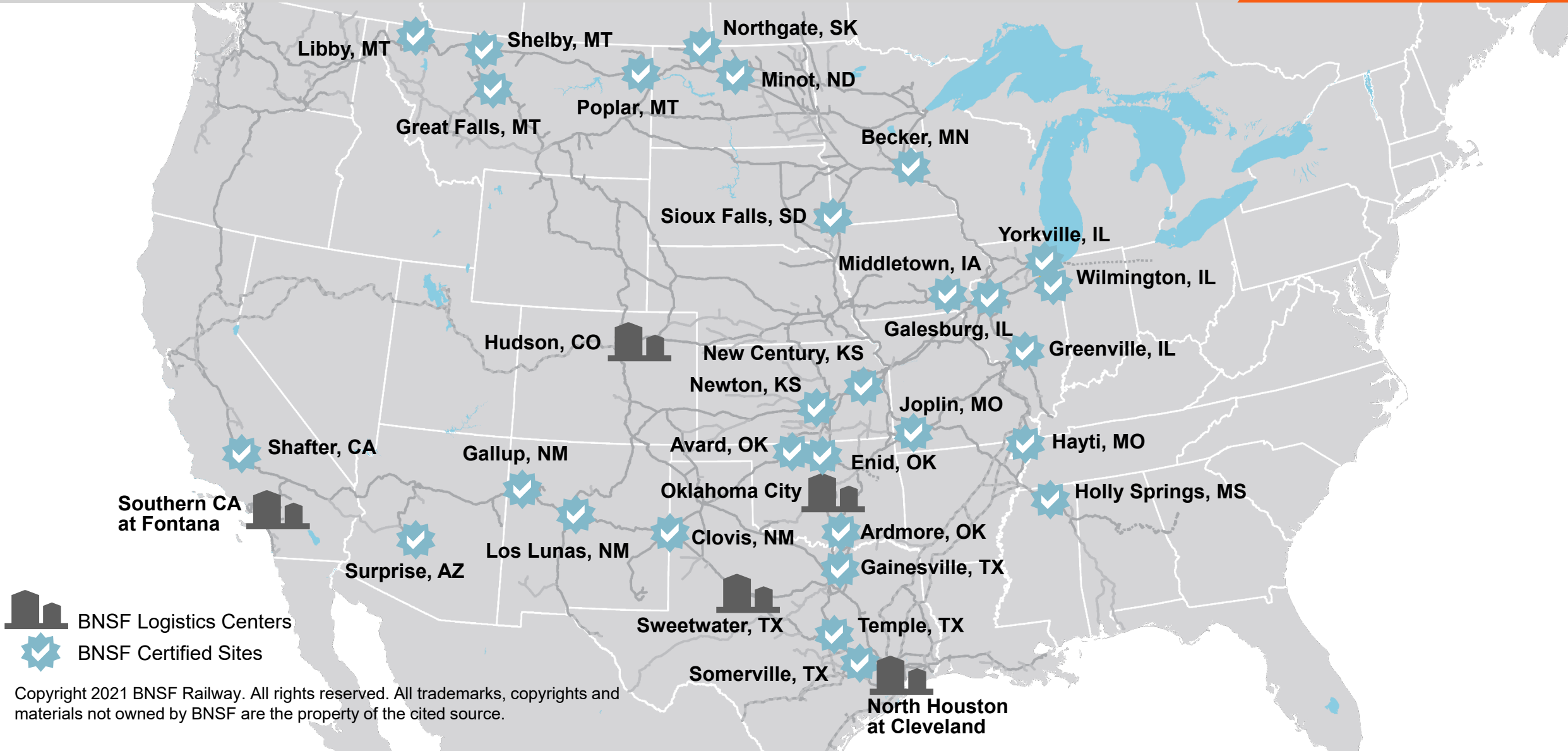
Demonstrated in everything we do:



- Capital Investments
- Driving Efficiency
- Competitive Solutions
- Growing with our Customers

Capital Investments Position BNSF for Growth



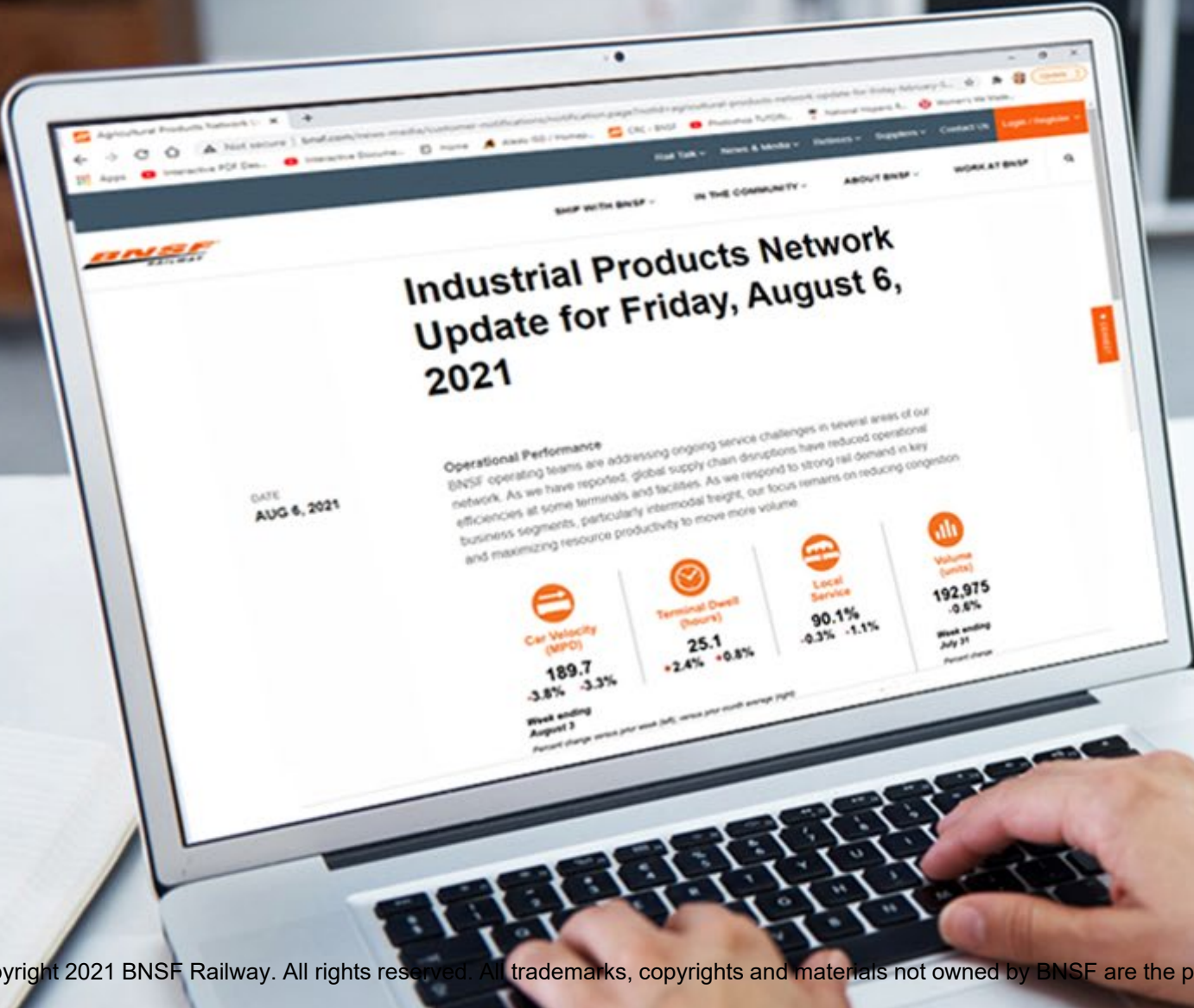
Logistics Centers & Certified Sites Opportunities



 BNSF Logistics Centers
 BNSF Certified Sites

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Transparent & Frequent Communications



Questions?