



Going the Extra Mile for Extra Big!



TOM WILLIAMS | EXECUTIVE VICE PRESIDENT & CHIEF MARKETING OFFICER

MAY 22, 2025

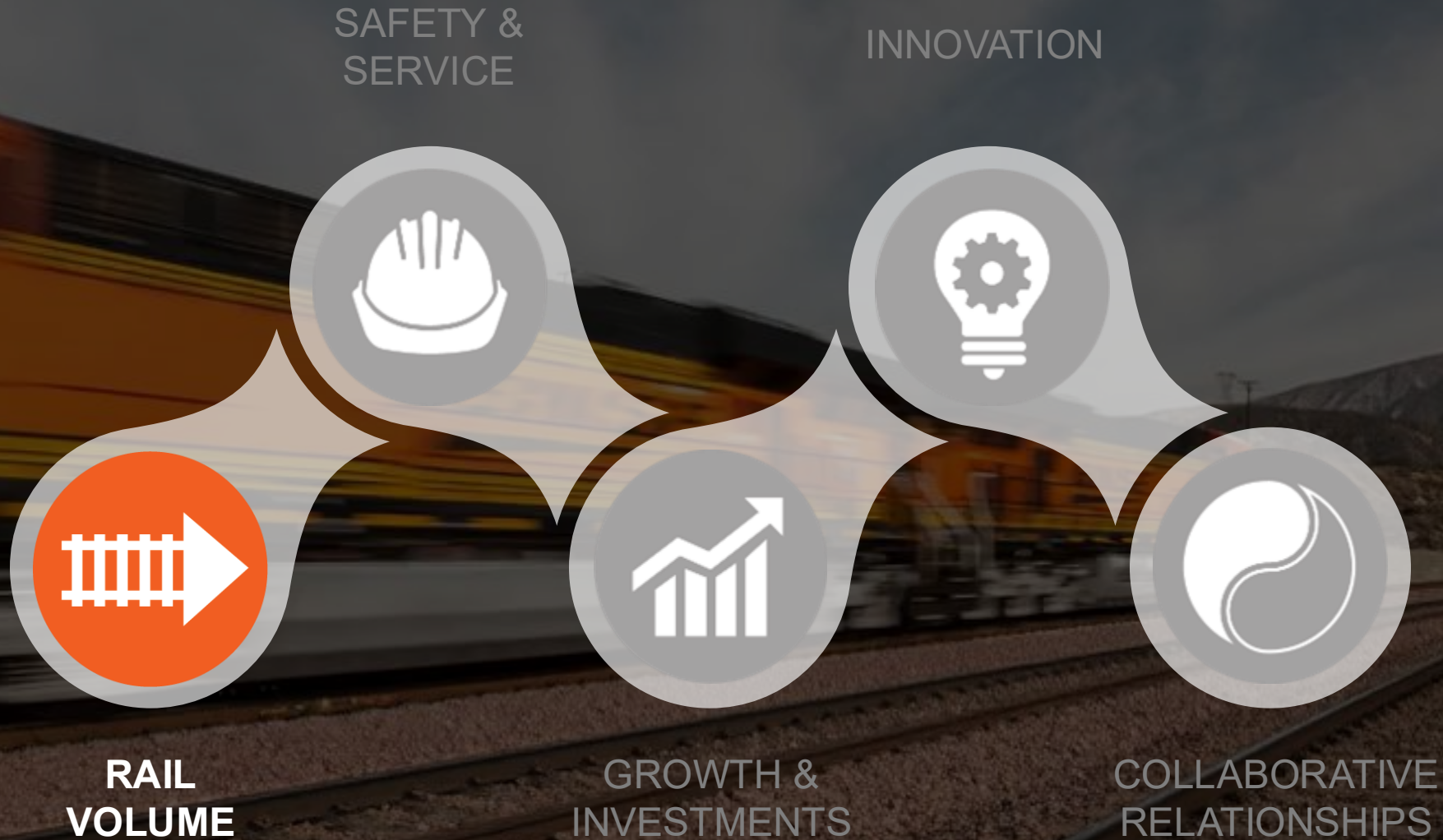
COLLABORATION
INNOVATION
GROWTH



Today's Topics



Today's Topics



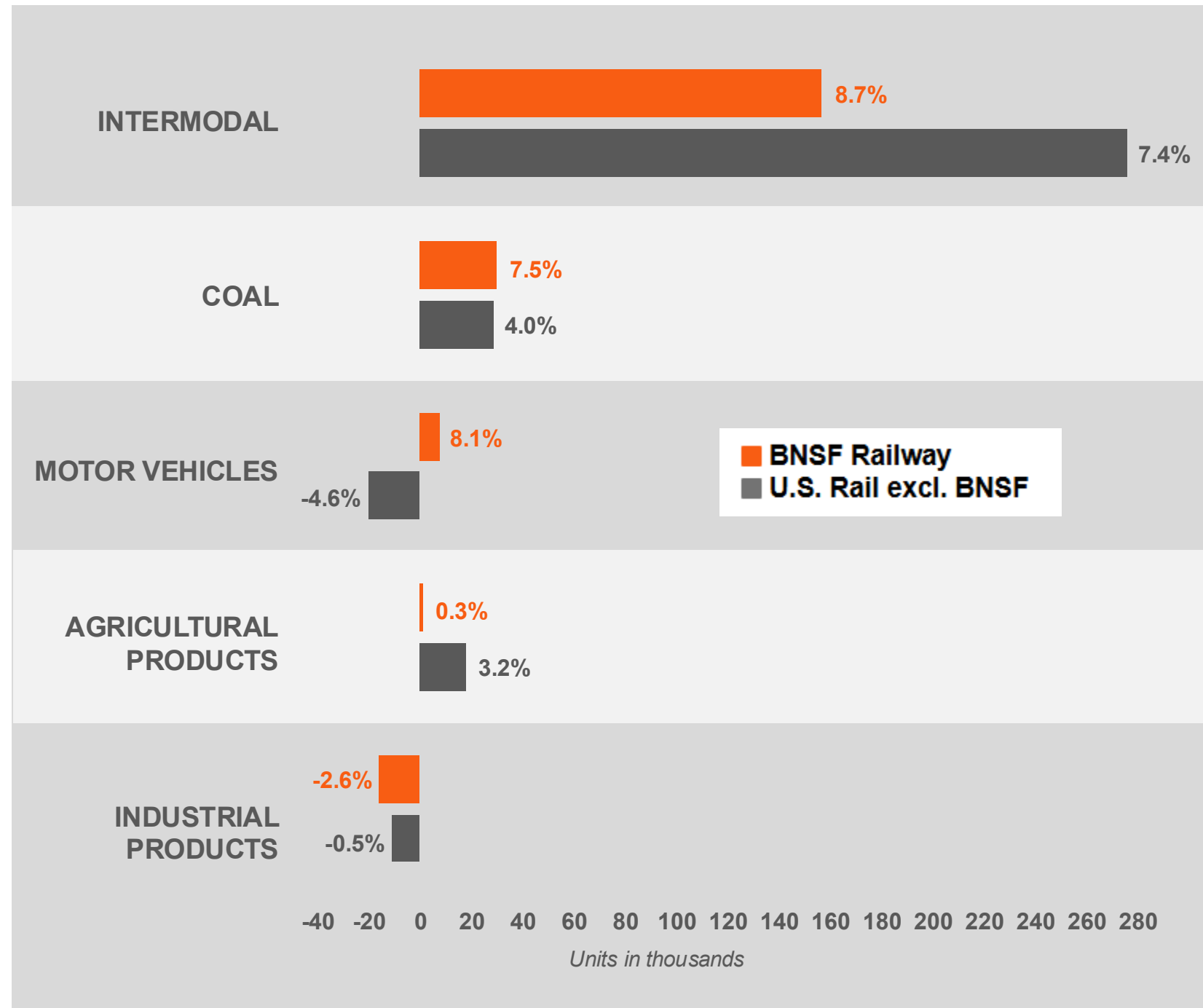


U.S. Rail Industry vs. BNSF 2025 vs 2024

YTD Change in Units Handled
Weeks 1-19

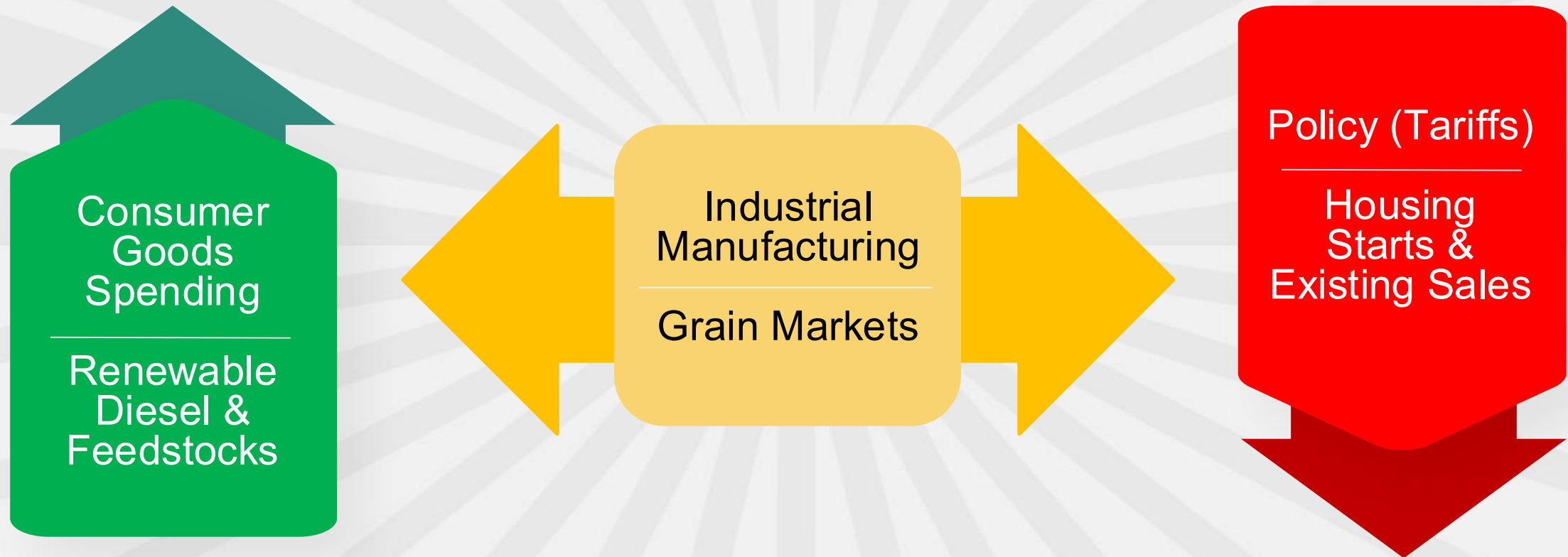
	YTD Units Change vs 2024	YTD % Change vs 2024
U.S. Rail excluding BNSF	292,504	3.8%
BNSF Railway	179,666	5.4%

Source: AAR

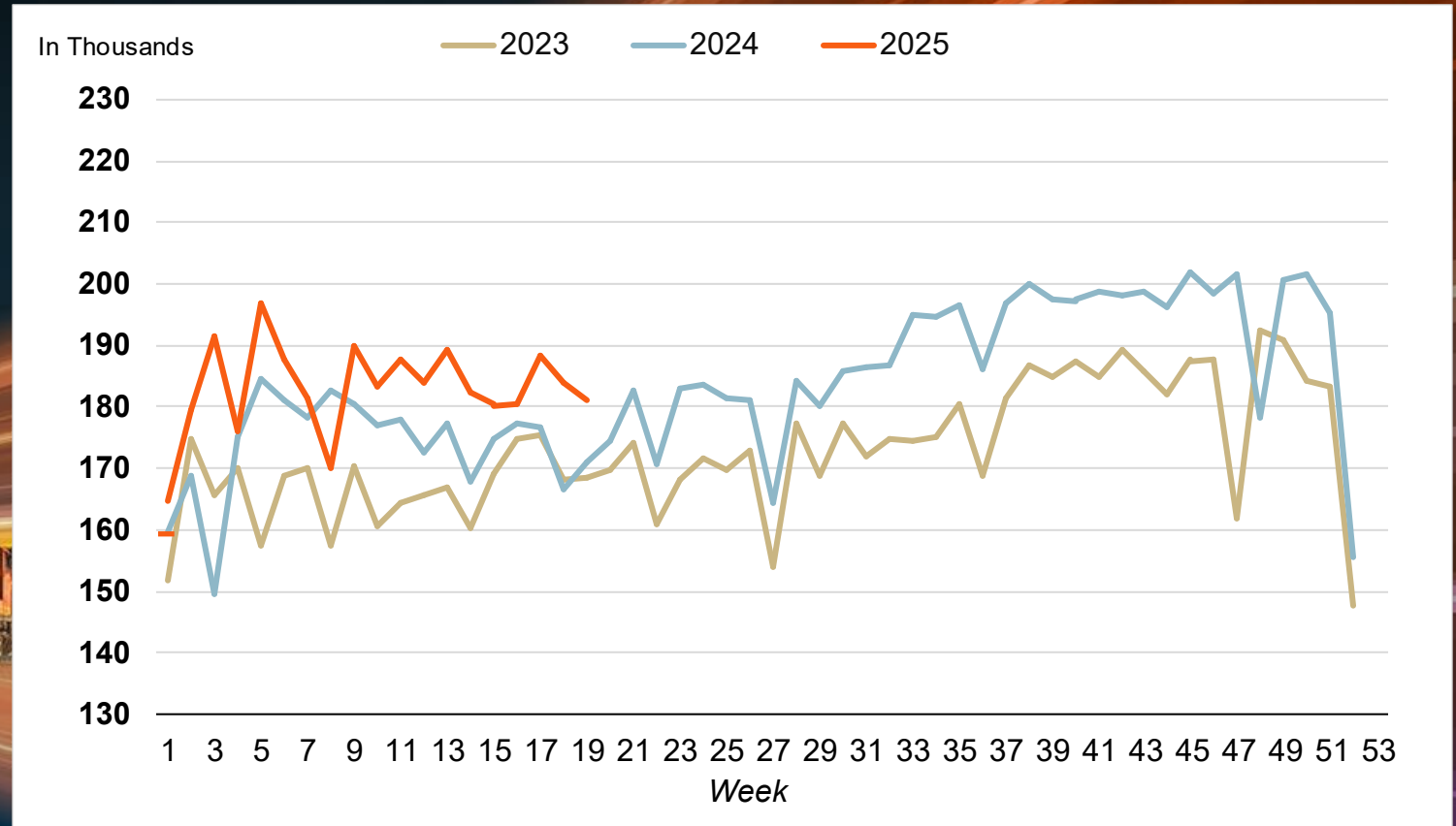


Current Market Conditions Indicate Mixed Outlook

Market Forces



BNSF Weekly Volume



Today's Topics





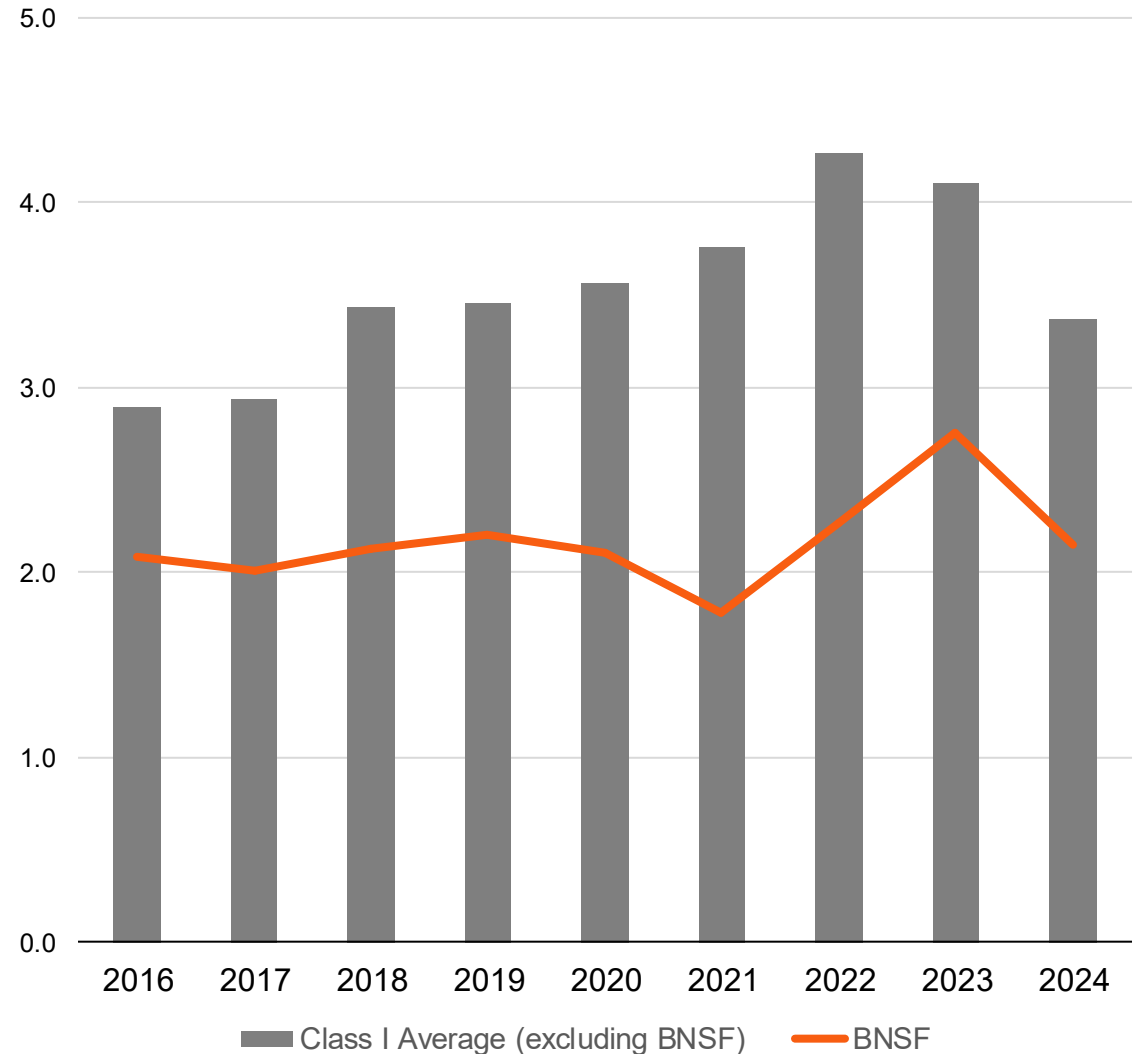
BNSF's Strong Safety Record

- Led the industry with the lowest reportable train accident rate for the past 9 years
- Reduced mainline train accidents 63% since 2000

FRA Train Accident Definition: A safety-related event involving on-track rail equipment which includes derailments, collisions and other events involving the operation of on-track equipment.

U.S. Class I Train Accidents

Rate of train accidents
per million train miles



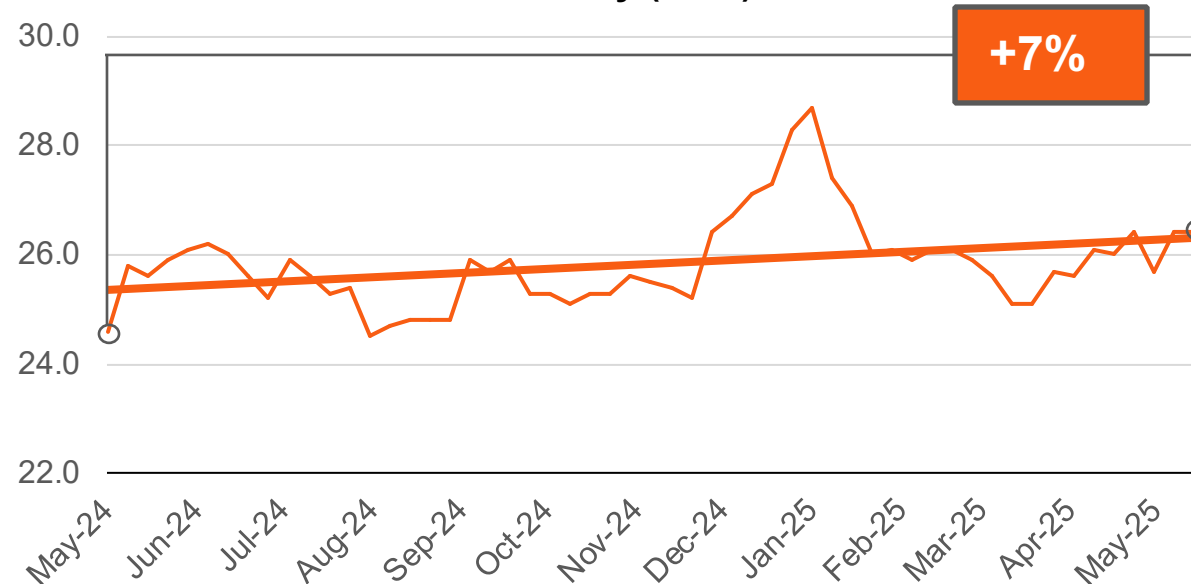
Improving Service Performance & Consistency

Safely exceed our customers' service expectations through efficiency and alignment

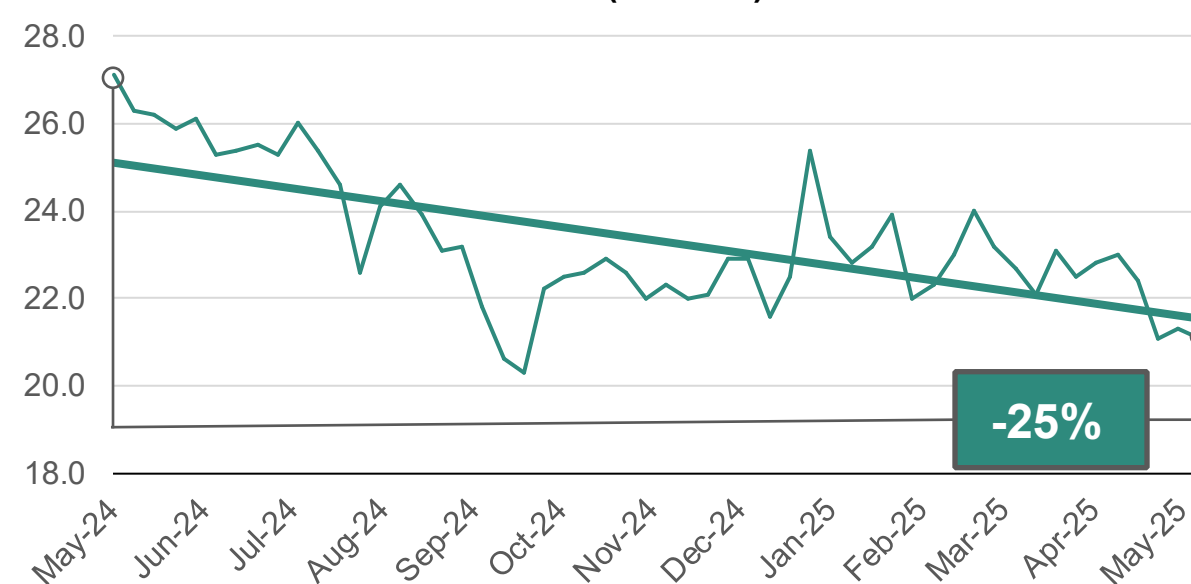
FOUR CORE PRINCIPLES:

1. Deliver service consistency
2. Enable our customers' growth
3. Drive efficiency & productivity
4. Empower teams to accelerate solutions

Velocity (MPH)



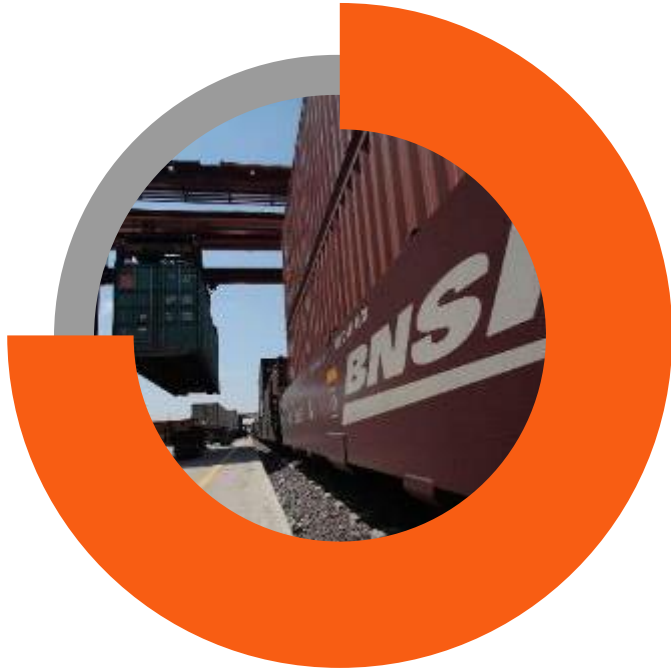
Dwell (HOURS)



Today's Topics



2025 Capital Investments \$3.8B



75%
Core Network &
Related Assets
\$2.84B



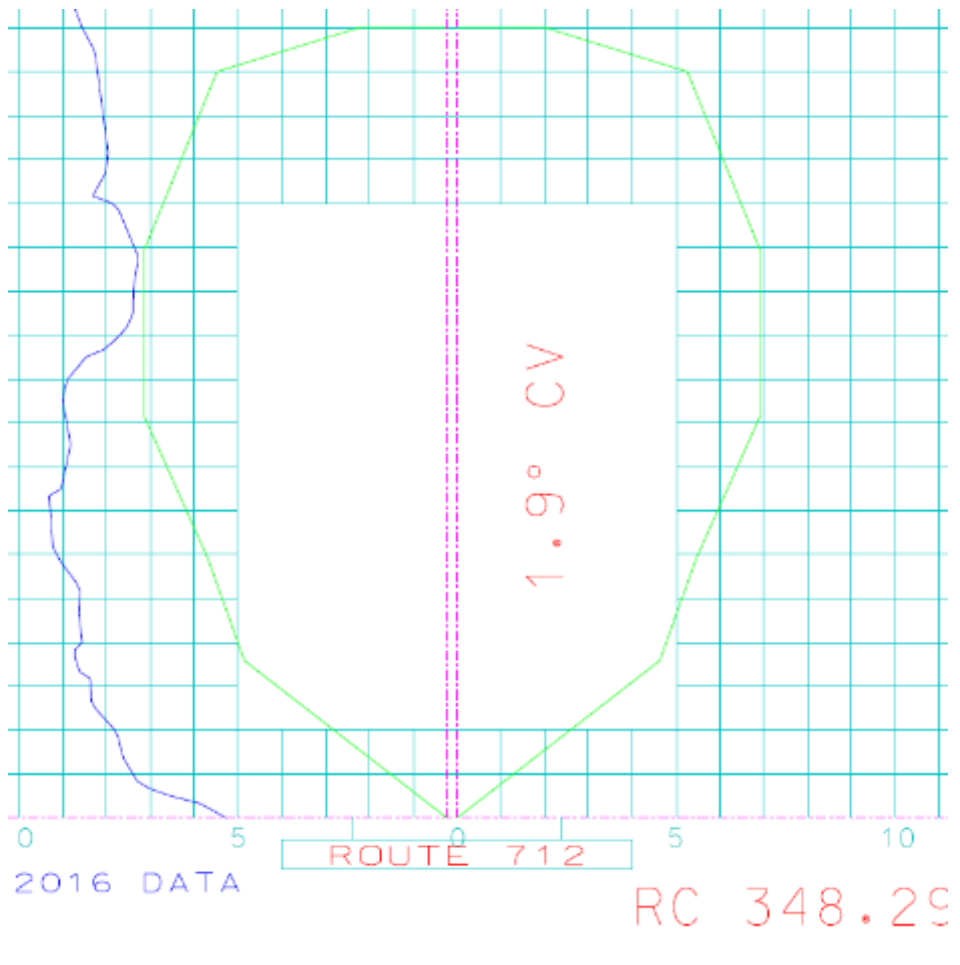
14%
Expansion &
Efficiency
\$535M



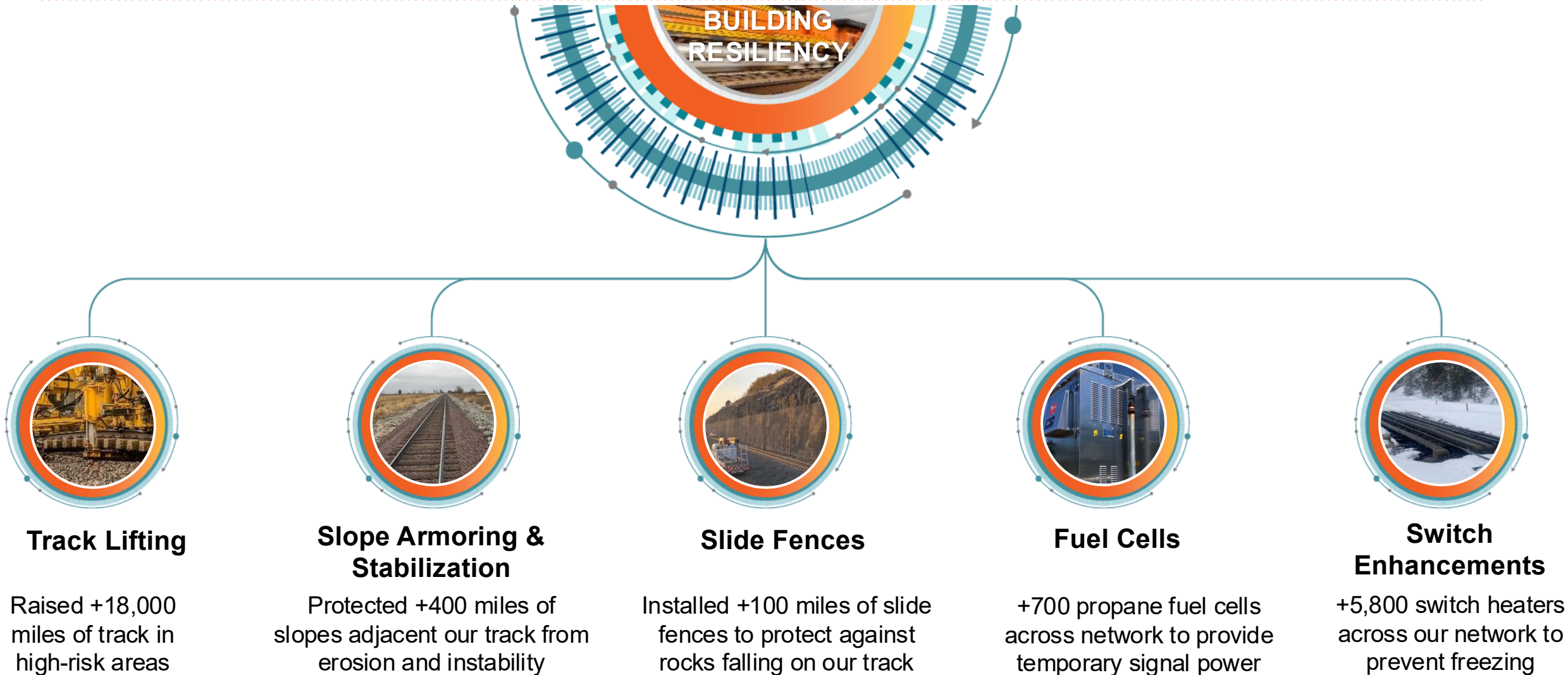
11%
Locomotives, Freight Cars
& Other Equipment
\$429M

Southeast Gateway Improvements

Southeast Improvements – Thayer Sub (2023) near Mammoth Springs, AR.



Investing in a Safer and Stronger Network



Better Predict and Prepare for Extreme Weather Conditions



WEATHER MODELING

Advanced tools that use live and historical weather data to predict weather trends more accurately

INNOVATIVE TECHNOLOGY

Weather stations across our network in conjunction with NOAA and other commercial stations including airports

ROBUST TOOLS

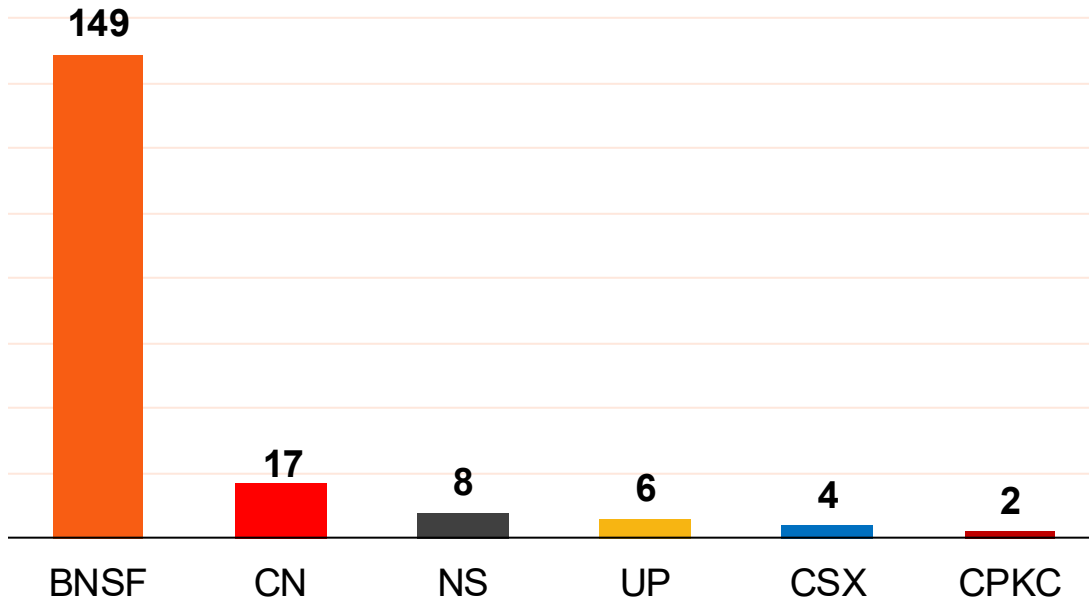
Forecasting news and weather alerts from providers like AccuWeather

Today's Topics



Class I Patent Portfolios – United States

Patents Issued to Class I Railroads
(through 2024)



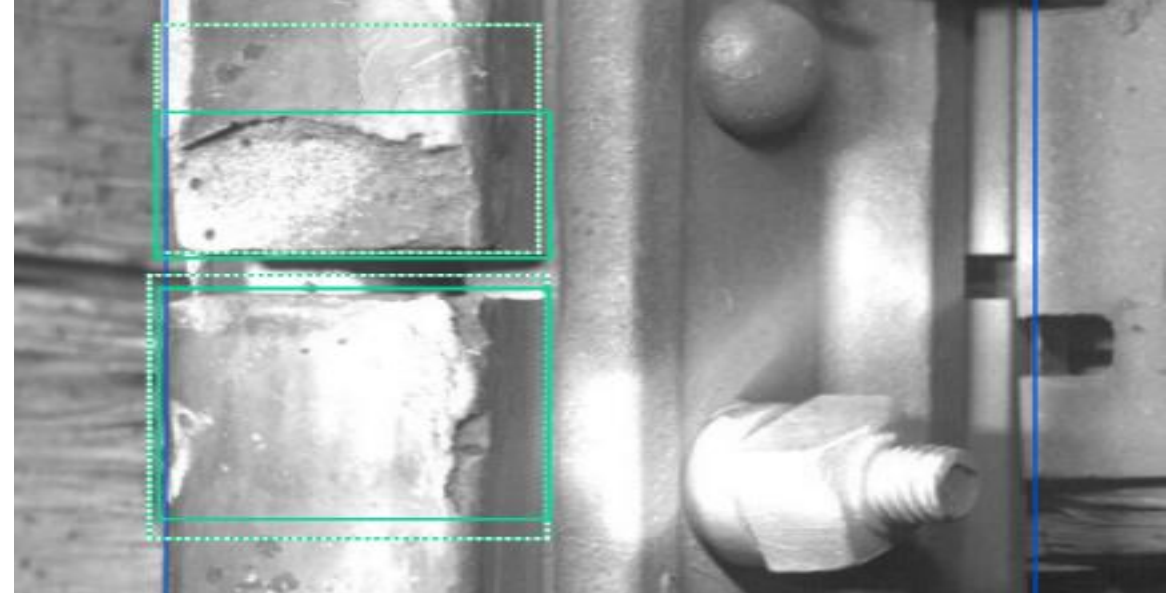
Advancing Track Inspection Automation & Technology



THOR uses a system with sophisticated cameras to capture images and machine vision learning identifies defects real-time



ODIN uses angled lasers to measure the gauge, cross-level alignment and rail profile each and every foot



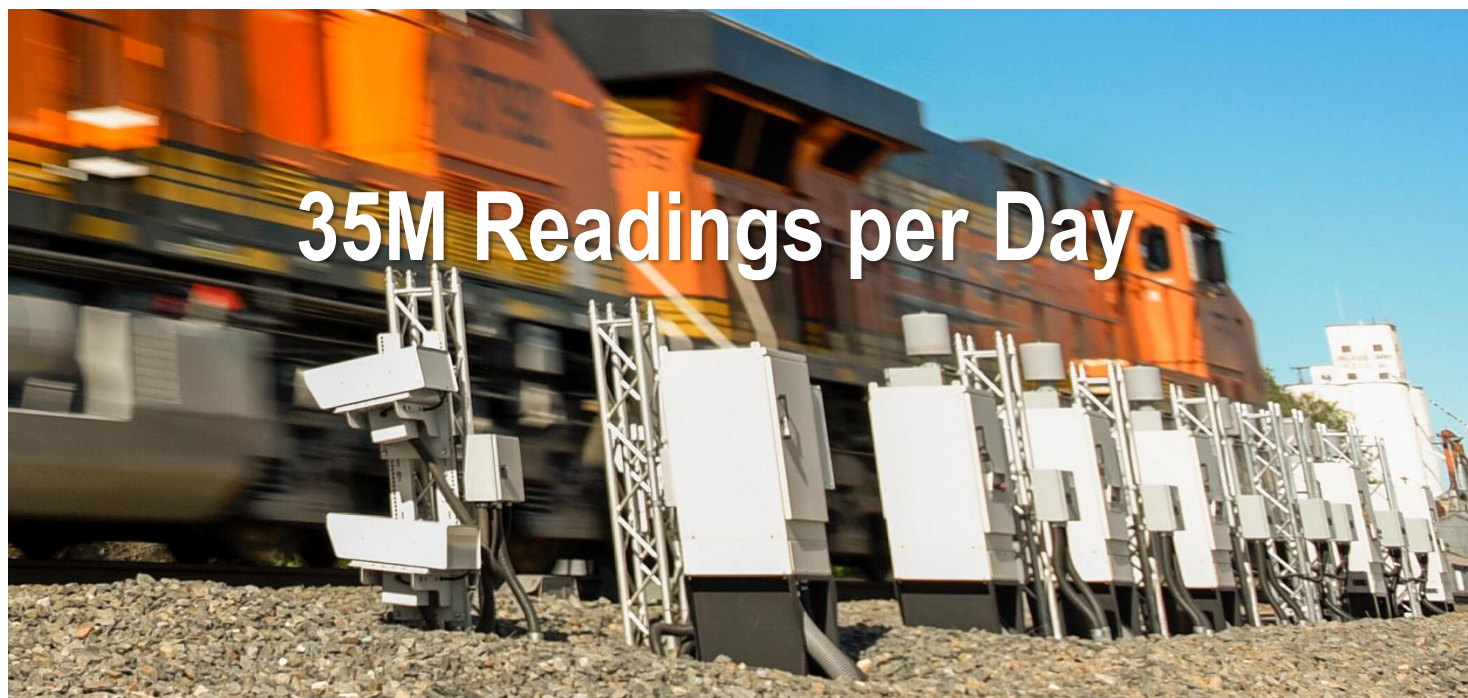
Track Health Optical Recognition (THOR)



On-Board Defect Identification & Notification (ODIN)

- Meshed network of 4,000 detectors
- 15 types using thermal, acoustic, visual and force sensors
- Data is integrated in real-time algorithms and combined into a composite view

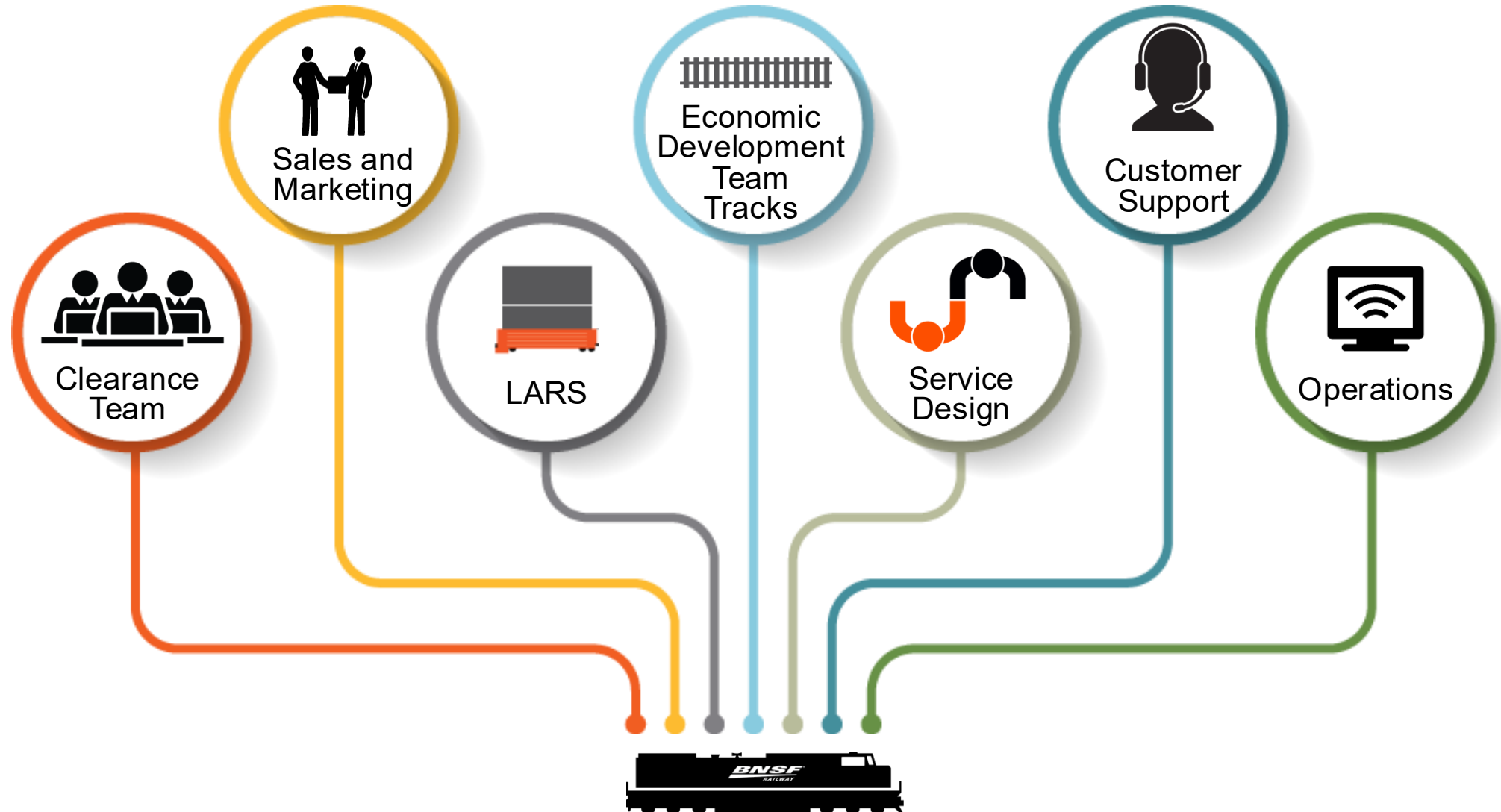
Preventing Equipment-Related Incidents



Today's Topics

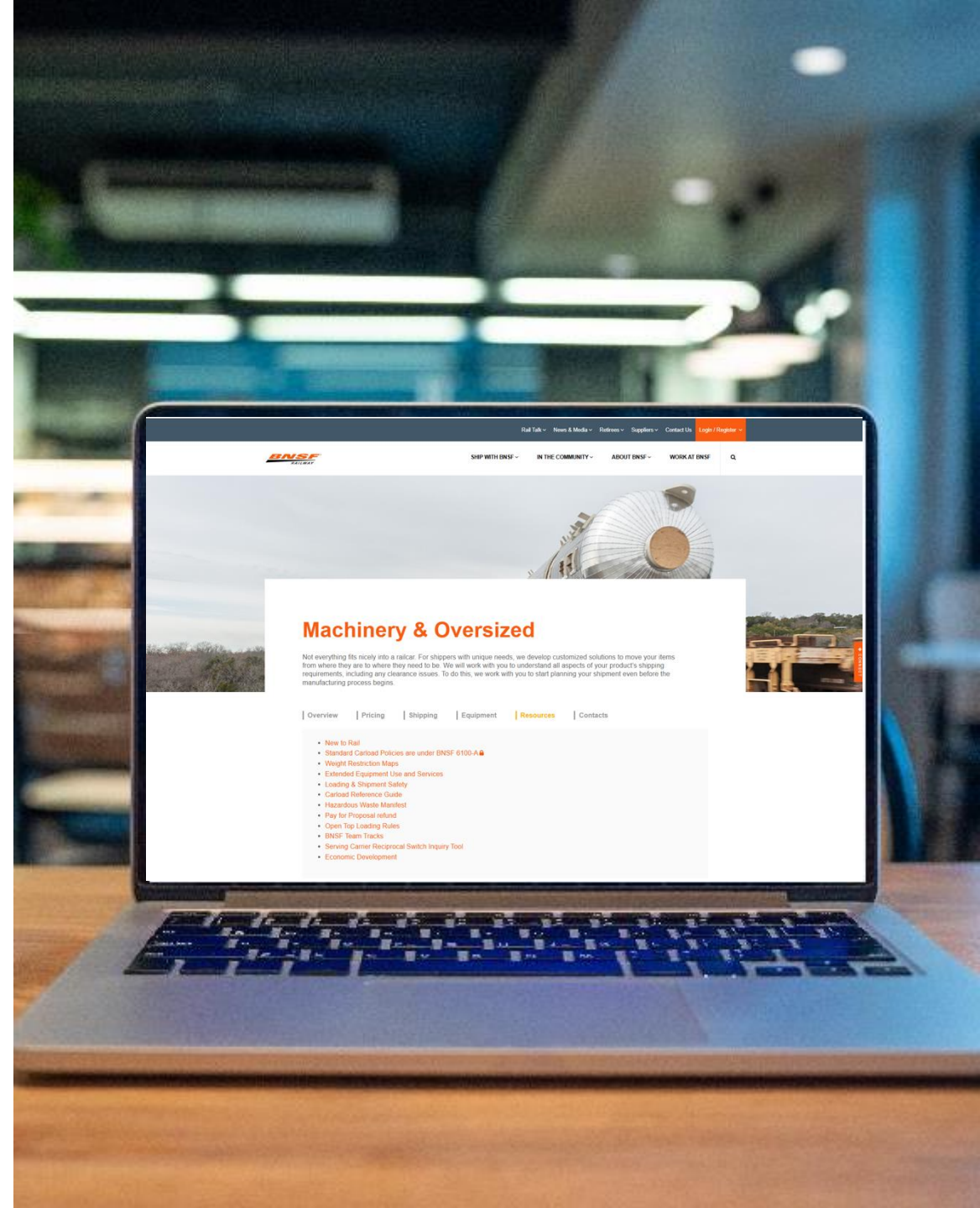


Our Team



How is our Process Different?

- Proactively plan at design phase
- Discussions pre-clearance request
- Collaborate on creative, customized solutions



Example: Transloading Truck Around Solutions

- Bridge outage impacting ability to meet customer assembly schedule
- Identified best solution out of multiple options
- Transloading solution in place within five days and utilized until bridge was restored
- Now include solution during clearance evaluations





Committed to Transparent & Frequent Communications



- Service performance and outlook



- Actionable information



- Bi-weekly network update email



- Direct interactions

BNSF Leadership in Dimensional Freight Solutions

- Strategic partnership with an industry leader with proven expertise and reliability
- Collaborative, customer-focused approach and a commitment to service excellence
- Dedicated industry-leading safety standards and innovative strategies





BNSF[®]
RAILWAY