Moving You Forward

Logistics Parks

- Coverage
- Infrastructure Investments
- International Freight Demand
- Service Excellence
- Environmental Advantage
Overview | Market Share

BNSF Moves One Fourth of ALL North American Rail Freight

<table>
<thead>
<tr>
<th>Company</th>
<th>Units (Millions)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BNSF</td>
<td>8.4</td>
</tr>
<tr>
<td>UP</td>
<td>7.8</td>
</tr>
<tr>
<td>NS</td>
<td>5.9</td>
</tr>
<tr>
<td>CSX</td>
<td>5.7</td>
</tr>
<tr>
<td>CN</td>
<td>4.0</td>
</tr>
<tr>
<td>CP</td>
<td>2.4</td>
</tr>
<tr>
<td>KCS</td>
<td>1.0</td>
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</tbody>
</table>

Total Units Handled (Millions)
Overview | Intermodal Importance

More Customers Depend on BNSF to Deliver Their Intermodal Freight

Western Railroads

- BNSF: 46%
- Union Pacific: 38%

Eastern Railroads

- CSX: 32%
- NS: 42%

Intermodal as Percent of Volume (Full Year 2009)

Source: AAR
Overview | Volume

Total units and % of total

- **Coal**: 2,390 (28%)
- **Ag**: 945 (11%)
- **Industrial Products**: 1,172 (14%)
- **Consumer Products**: 3,911 (47%)
- **Auto**: 98 (2%)

Thousands

- **International Intermodal**: 1,954 (50% of CP Volume)
- **Domestic Intermodal**: 1,859 (48% of CP Volume)

2009 Total BNSF Volume 8,418
Over 110 weekly container vessel calls to 6 major West Coast Ports. Over 300 Eastbound Intermodal Train Departures per week
Infrastructure Investments | Int’l Intermodal

- **International business generates $2B- $3B in revenues at BNSF**
  - 14% of BNSF revenue in 2009
  - 47% of BNSF Intermodal revenue

- **BNSF has invested Billions of dollars to support international business**
  - Double/triple track primary routes between west coast ports and inland markets
  - Inland facilities and Logistics Parks (Chicago, Dallas/Fort Worth, Memphis, Kansas City, Atlanta)
  - West Coast intermodal facilities in PSW and PNW

- **We believe Asia and specifically China will continue to grow as a trade partner with the US**
Infrastructure Investments | $30 Billion in 12 yrs
Infrastructure Investments | Memphis Intermodal Facility
**International Freight Demand | Coastal Share Trends**

**Transpacific Container Imports**

Coastal Share Trends

Source: IHS Global Insight

- **Gulf**
- **East Coast**
- **West Coast**
International Freight Demand | Inland Markets

Source: Various, including Piers, Transearch, etc.
Transit via the WC is 7 - 10 days faster than all-water service.

East Coast markets require 2,000 more miles of transit to reach destination and inland markets require additional miles – Not Practical.

Extra miles burn more fuel, produce more carbon emissions.

East Coast routing requires at least 2 - 3 more vessels, millions of dollars more investment in vessels.

Panama Canal will increase transit fees to recover debt incurred for expansion.

East Coast ports will not be able to accommodate large vessels without significant dredging.

Most NY/NJ ports will not be able to accommodate larger vessels without addressing Bayonne Bridge clearance ($2B+ project).
Service Excellence | Customers

[Various company logos including Walmart, Target, Best Buy, Kohl's, Bed Bath & Beyond, The Bonton, American Eagle Outfitters, Staples, Whirlpool, LG, Dollar General, Meijer, P&G, JCPenney, The Home Depot, Del Monte, GAP, Ashley Furniture Homestore, TJX, Tractor Supply Co., OfficeMax, Toys 'R' Us, Dollar Tree, Walgreens, BNSF Railway, and others.]

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To best fit shipper needs, we added **105 new and enhanced services** impacting 80% of our total volume.

### SERVICE IMPROVEMENTS

**2009**
- Goal Enhancements: 54
- New Services: 23

**2010**
- Goal Enhancements: 29

**TOTAL:** 105

### Premium COFC Service Improvements

<table>
<thead>
<tr>
<th>LANE (Domestic)</th>
<th>REDUCED</th>
<th>IMPACT</th>
</tr>
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<tbody>
<tr>
<td>Southern Cal – Chicago</td>
<td>8-10 hrs</td>
<td>4th pm to 4th am</td>
</tr>
<tr>
<td>Chicago – Southern Cal</td>
<td>7-8 hrs</td>
<td>4th pm to 4th am</td>
</tr>
<tr>
<td>Memphis – Southern Cal</td>
<td>6 hrs</td>
<td>4th pm to 4th am</td>
</tr>
<tr>
<td>Chicago – Portland</td>
<td>4 hrs</td>
<td>4th am to Early am</td>
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Environmental Advantages | Intermodal

- Reducing Highway Congestion
- Improving Air Quality
- Increasing Fuel Efficiency

Contributing to the sustainability of those we serve

Source: AAR
Conclusions

*BNSF Railway is the Intermodal Expert*

- Providing extensive coverage to improve your supply chain
- Investing for future growth
- Delivering shipments consistently and reliably on-time
- Committed to helping you meet your environmental goals

- What can we do to help you move forward today?