

# UNION PACIFIC CORPORATION AND SUBSIDIARY COMPANIES

## Condensed Consolidated Statements of Cash Flows (unaudited)

| Millions, for the periods ended June 30,                         | Year-to-date    |          |
|--|-----------------|----------|
|  | 2025            | 2024     |
| <b>Operating activities</b>                                      |                 |          |
| Net income   | \$ 3,502        | \$ 3,314 |
| Depreciation   | 1,223           | 1,190    |
| Deferred and other income taxes                                  | (123)           | 43       |
| Other - net  | (59)            | (514)    |
| Cash provided by operating activities                            | <b>4,543</b>    | 4,033    |
| <b>Investing activities</b>                                      |                 |          |
| Capital investments*   | (1,842)         | (1,699)  |
| Other - net  | 3               | 107      |
| Cash used in investing activities                                | <b>(1,839)</b>  | (1,592)  |
| <b>Financing activities</b>                                      |                 |          |
| Share repurchase programs  | (2,679)         | (100)    |
| Debt issued  | 1,995           | 800      |
| Dividends paid   | (1,599)         | (1,588)  |
| Debt repaid  | (409)           | (1,807)  |
| Net Issued/(paid) commercial paper                               | -               | 297      |
| Other - net  | 43              | 30       |
| Cash used in financing activities                                | <b>(2,649)</b>  | (2,368)  |
| Net change in cash, cash equivalents, and restricted cash        | <b>55</b>       | 73       |
| Cash, cash equivalents, and restricted cash at beginning of year | <b>1,028</b>    | 1,074    |
| Cash, cash equivalents, and restricted cash at end of period     | <b>\$ 1,083</b> | \$ 1,147 |
| <b>Free cash flow**</b>  |                 |          |
| Cash provided by operating activities                            | <b>\$ 4,543</b> | \$ 4,033 |
| Cash used in investing activities                                | <b>(1,839)</b>  | (1,592)  |
| Dividends paid   | <b>(1,599)</b>  | (1,588)  |
| Free cash flow   | <b>\$ 1,105</b> | \$ 853   |

\* Capital investments include locomotive and freight car early lease buyouts of \$178 million in 2025 and \$96 million in 2024.

\*\* Free cash flow is defined as cash provided by operating activities less cash used in investing activities and dividends paid. Free cash flow is considered non-GAAP financial measure by SEC Regulation G and Item 10 of SEC Regulation S-K and may not be defined and calculated by other companies in the same manner. We believe free cash flow is important to management and investors in evaluating our financial performance and measures our ability to generate cash without additional external financing. Free cash flow should be considered in addition to, rather than as a substitute for, cash provided by operating activities.

# UNION PACIFIC CORPORATION AND SUBSIDIARY COMPANIES

## Operating and Performance Statistics (unaudited)

| For the periods ended June 30,                   | 2nd quarter |         |        | Year-to-date |         |        |
|--|-------------|---------|--------|--------------|---------|--------|
|  | 2025        | 2024    | %      | 2025         | 2024    | %      |
| <b>Operating/performance statistics</b>          |             |         |        |              |         |        |
| Freight car velocity (daily miles per car)       | 221         | 201     | 10 %   | 218          | 202     | 8 %    |
| Average train speed (miles per hour)*            | 23.9        | 23.3    | 3      | 23.8         | 23.7    | -      |
| Average terminal dwell time (hours)*             | 21.2        | 22.7    | (7)    | 21.7         | 23.1    | (6)    |
| Locomotive productivity (GTM per horsepower day) | 141         | 134     | 5      | 138          | 134     | 3      |
| Gross ton-miles (GTM) (millions)                 | 220,258     | 206,806 | 7      | 433,050      | 412,835 | 5      |
| Train length (feet)                              | 9,689       | 9,544   | 2      | 9,590        | 9,415   | 2      |
| Intermodal service performance index (%)         | 99          | 93      | 6 pts  | 96           | 93      | 3 pts  |
| Manifest service performance index (%)           | 97          | 84      | 13 pts | 95           | 85      | 10 pts |
| Intermodal car trip plan compliance (%)          | 88          | 83      | 5 pts  | 86           | 83      | 3 pts  |
| Manifest car trip plan compliance (%)            | 74          | 64      | 10 pts | 72           | 65      | 7 pts  |
| Workforce productivity (car miles per employee)  | 1,124       | 1,031   | 9      | 1,108        | 1,015   | 9      |
| Total employees (average)                        | 29,711      | 30,556  | (3)    | 29,929       | 30,804  | (3)    |

### Locomotive fuel statistics

|  |         |         |        |         |         |        |
|--|---------|---------|--------|---------|---------|--------|
| Average fuel price per gallon consumed | \$ 2.42 | \$ 2.73 | (11) % | \$ 2.46 | \$ 2.77 | (11) % |
| Fuel consumed in gallons (millions)    | 232     | 223     | 4      | 468     | 453     | 3      |
| Fuel consumption rate**                | 1.058   | 1.080   | (2)    | 1.082   | 1.097   | (1)    |

### Revenue ton-miles (millions)

|                                 |         |        |     |         |         |     |
|---------------------------------|---------|--------|-----|---------|---------|-----|
| Grain & grain products          | 21,486  | 19,995 | 7 % | 42,630  | 40,644  | 5 % |
| Fertilizer                      | 3,346   | 3,570  | (6) | 6,777   | 6,857   | (1) |
| Food & refrigerated             | 4,709   | 4,693  | -   | 9,249   | 9,610   | (4) |
| Coal & renewables               | 23,117  | 16,351 | 41  | 43,331  | 35,234  | 23  |
| Bulk                            | 52,658  | 44,609 | 18  | 101,987 | 92,345  | 10  |
| Industrial chemicals & plastics | 8,004   | 8,069  | (1) | 15,741  | 15,496  | 2   |
| Metals & minerals               | 8,564   | 8,301  | 3   | 16,662  | 16,366  | 2   |
| Forest products                 | 5,533   | 5,663  | (2) | 10,802  | 11,243  | (4) |
| Energy & specialized markets    | 10,011  | 10,229 | (2) | 19,730  | 20,815  | (5) |
| Industrial                      | 32,112  | 32,262 | -   | 62,935  | 63,920  | (2) |
| Automotive                      | 4,756   | 4,879  | (3) | 9,200   | 9,415   | (2) |
| Intermodal                      | 18,024  | 18,242 | (1) | 37,439  | 35,577  | 5   |
| Premium                         | 22,780  | 23,121 | (1) | 46,639  | 44,992  | 4   |
| Total                           | 107,550 | 99,992 | 8 % | 211,561 | 201,257 | 5 % |

\* Surface Transportation Board (STB) reported performance measures.

\*\* Fuel consumption is computed as follows: gallons of fuel consumed divided by gross ton-miles in thousands.

**UNION PACIFIC CORPORATION AND SUBSIDIARY COMPANIES**
*Condensed Consolidated Statements of Income (unaudited)*

| <i>Millions,<br/>except per share amounts and percentages,</i> | <b>2025</b>     |                 |                     |
|--|-----------------|-----------------|---------------------|
|  | <b>1st qtr</b>  | <b>2nd qtr</b>  | <b>Year-to-date</b> |
| <b>Operating revenues</b>                                      |                 |                 |                     |
| Freight revenues   | \$ 5,691        | \$ 5,843        | \$ 11,534           |
| Other revenues   | 336             | 311             | 647                 |
| <b>Total operating revenues</b>                                | <b>6,027</b>    | <b>6,154</b>    | <b>12,181</b>       |
| <b>Operating expenses</b>                                      |                 |                 |                     |
| Compensation and benefits                                      | 1,212           | 1,249           | 2,461               |
| Purchased services and materials                               | 631             | 642             | 1,273               |
| Depreciation   | 610             | 613             | 1,223               |
| Fuel   | 603             | 576             | 1,179               |
| Equipment and other rents                                      | 241             | 230             | 471                 |
| Other  | 359             | 319             | 678                 |
| <b>Total operating expenses</b>                                | <b>3,656</b>    | <b>3,629</b>    | <b>7,285</b>        |
| <b>Operating income</b>  | <b>2,371</b>    | <b>2,525</b>    | <b>4,896</b>        |
| Other income, net  | 78              | 123             | 201                 |
| Interest expense   | (322)           | (335)           | (657)               |
| Income before income taxes                                     | 2,127           | 2,313           | 4,440               |
| Income tax expense   | (501)           | (437)           | (938)               |
| <b>Net income</b>  | <b>\$ 1,626</b> | <b>\$ 1,876</b> | <b>\$ 3,502</b>     |
| <b>Share and per share</b>                                     |                 |                 |                     |
| Earnings per share - basic                                     | \$ 2.71         | \$ 3.16         | \$ 5.86             |
| Earnings per share - diluted                                   | \$ 2.70         | \$ 3.15         | \$ 5.85             |
| Weighted average number of shares - basic                      | 601.0           | 594.1           | 597.5               |
| Weighted average number of shares - diluted                    | 601.9           | 594.8           | 598.4               |
| Dividends declared per share                                   | \$ 1.34         | \$ 1.34         | \$ 2.68             |
| <b>Operating ratio</b>   | <b>60.7%</b>    | <b>59.0%</b>    | <b>59.8%</b>        |
| <b>Effective tax rate</b>                                      | <b>23.6%</b>    | <b>18.9%</b>    | <b>21.1%</b>        |

**UNION PACIFIC CORPORATION AND SUBSIDIARY COMPANIES**
*Freight Revenue Statistics (unaudited)*

|                                     | <b>2025</b>     |                 |                     |
|-------------------------------------|-----------------|-----------------|---------------------|
|                                     | <b>1st qtr</b>  | <b>2nd qtr</b>  | <b>Year-to-date</b> |
| <b>Freight revenues (millions)</b>  |                 |                 |                     |
| Grain & grain products              | \$ 950          | \$ 964          | \$ 1,914            |
| Fertilizer                          | 210             | 201             | 411                 |
| Food & refrigerated                 | 260             | 267             | 527                 |
| Coal & renewables                   | 416             | 469             | 885                 |
| <b>Bulk</b>                         | <b>1,836</b>    | <b>1,901</b>    | <b>3,737</b>        |
| Industrial chemicals & plastics     | 607             | 646             | 1,253               |
| Metals & minerals                   | 521             | 561             | 1,082               |
| Forest products                     | 321             | 340             | 661                 |
| Energy & specialized markets        | 633             | 665             | 1,298               |
| <b>Industrial</b>                   | <b>2,082</b>    | <b>2,212</b>    | <b>4,294</b>        |
| Automotive                          | 581             | 632             | 1,213               |
| Intermodal                          | 1,192           | 1,098           | 2,290               |
| Premium                             | 1,773           | 1,730           | 3,503               |
| <b>Total</b>                        | <b>\$ 5,691</b> | <b>\$ 5,843</b> | <b>\$ 11,534</b>    |
| <b>Revenue carloads (thousands)</b> |                 |                 |                     |
| Grain & grain products              | 214             | 216             | 430                 |
| Fertilizer                          | 49              | 55              | 104                 |
| Food & refrigerated                 | 43              | 43              | 86                  |
| Coal & renewables                   | 185             | 205             | 390                 |
| <b>Bulk</b>                         | <b>491</b>      | <b>519</b>      | <b>1,010</b>        |
| Industrial chemicals & plastics     | 169             | 177             | 346                 |
| Metals & minerals                   | 174             | 191             | 365                 |
| Forest products                     | 51              | 52              | 103                 |
| Energy & specialized markets        | 143             | 149             | 292                 |
| <b>Industrial</b>                   | <b>537</b>      | <b>569</b>      | <b>1,106</b>        |
| Automotive                          | 195             | 209             | 404                 |
| Intermodal [a]                      | 874             | 817             | 1,691               |
| Premium                             | 1,069           | 1,026           | 2,095               |
| <b>Total</b>                        | <b>2,097</b>    | <b>2,114</b>    | <b>4,211</b>        |
| <b>Average revenue per car</b>      |                 |                 |                     |
| Grain & grain products              | \$ 4,434        | \$ 4,467        | \$ 4,451            |
| Fertilizer                          | 4,339           | 3,627           | 3,959               |
| Food & refrigerated                 | 6,058           | 6,237           | 6,147               |
| Coal & renewables                   | 2,250           | 2,283           | 2,267               |
| <b>Bulk</b>                         | <b>3,744</b>    | <b>3,659</b>    | <b>3,700</b>        |
| Industrial chemicals & plastics     | 3,601           | 3,647           | 3,625               |
| Metals & minerals                   | 2,986           | 2,950           | 2,967               |
| Forest products                     | 6,264           | 6,508           | 6,387               |
| Energy & specialized markets        | 4,433           | 4,439           | 4,436               |
| <b>Industrial</b>                   | <b>3,877</b>    | <b>3,885</b>    | <b>3,881</b>        |
| Automotive                          | 2,971           | 3,034           | 3,004               |
| Intermodal [a]                      | 1,364           | 1,345           | 1,355               |
| Premium                             | 1,658           | 1,688           | 1,673               |
| <b>Average</b>                      | <b>\$ 2,714</b> | <b>\$ 2,764</b> | <b>\$ 2,739</b>     |

[a] For intermodal shipments each container or trailer equals one carload.

## UNION PACIFIC CORPORATION AND SUBSIDIARY COMPANIES

### Non-GAAP Measures Reconciliation to GAAP (unaudited)

#### Financial Performance\*

| <i>Millions, except per share amounts and percentages,<br/>for the three months ended June 30, 2025</i> | <i>Reported<br/>results<br/>(GAAP)</i> | <i>Deferred tax<br/>adjustment</i> | <i>Crew staffing<br/>agreement</i> | <i>Adjusted<br/>results<br/>(non-GAAP)</i> |
|---|--|------------------------------------|------------------------------------|--|
| Operating expenses  | \$ 3,629                               | \$ -                               | \$ (55)                            | \$ 3,574                                   |
| Operating income  | 2,525                                  | -                                  | 55                                 | 2,580                                      |
| Income tax expense  | (437)                                  | (115)                              | (13)                               | (565)                                      |
| Net income  | 1,876                                  | (115)                              | 42                                 | 1,803                                      |
| Earnings per share - diluted  | 3.15                                   | (0.19)                             | 0.07                               | 3.03                                       |
| Operating ratio   | 59.0 %                                 | - %                                | (0.9)%                             | 58.1 %                                     |

| <i>Millions, except per share amounts and percentages,<br/>for the three months ended June 30, 2024</i> | <i>Reported<br/>results<br/>(GAAP)</i> | <i>Gain on sale<br/>of intermodal<br/>equipment</i> | <i>Environmental<br/>remediation</i> | <i>Adjusted<br/>results<br/>(non-GAAP)</i> |
|---|--|---|--------------------------------------|--|
| Operating expenses  | \$ 3,607                               | \$ 46   | \$ (23)                              | \$ 3,630                                   |
| Operating income  | 2,400                                  | (46)  | 23                                   | 2,377                                      |
| Income tax expense  | (511)                                  | 11  | (6)                                  | (506)                                      |
| Net income  | 1,673                                  | (35)  | 17                                   | 1,655                                      |
| Earnings per share - diluted  | 2.74                                   | (0.06)  | 0.03                                 | 2.71                                       |
| Operating ratio   | 60.0 %                                 | 0.8 %   | (0.4)%                               | 60.4 %                                     |

\* The above tables reconcile our results for the three months ended as of June 30, 2025 and 2024, to adjust results that exclude the impact of certain items identified as affecting comparability. We use adjusted operating expenses, adjusted operating income, adjusted income tax expense, adjusted net income, adjusted diluted earnings per share (EPS), and adjusted operating ratio, as applicable, among other measures, to evaluate our actual operating performance. The measures listed in the above tables are considered non-GAAP by SEC Regulation G and Item 10 of SEC Regulation S-K. We believe these non-GAAP financial measures provide valuable information regarding earnings and business trends by excluding specific items that we believe are not indicative of our ongoing operating results of our business, providing a useful way for investors to make a comparison of our performance over time and against other companies in our industry. Since these are not measures of performance calculated in accordance with GAAP, they should be considered in addition to, rather than as a substitute for, operating expenses, operating income, income tax expense, net income, diluted EPS, and operating ratio as indicators of operating performance.

## UNION PACIFIC CORPORATION AND SUBSIDIARY COMPANIES

Non-GAAP Measures Reconciliation to GAAP (unaudited)

### Financial Performance\*

| <i>Millions, except per share amounts and percentages,<br/>for the six month ended June 30, 2025</i> | <i>Reported<br/>results<br/>(GAAP)</i> | <i>Deferred tax<br/>adjustment</i> | <i>Crew staffing<br/>agreement</i> | <i>Adjusted<br/>results<br/>(non-GAAP)</i> |
|--|--|------------------------------------|------------------------------------|--|
| Operating expenses   | \$ 7,285                               | \$ -                               | \$ (55)                            | \$ 7,230                                   |
| Operating income   | 4,896                                  | -                                  | 55                                 | 4,951                                      |
| Income tax expense   | (938)                                  | (115)                              | (13)                               | (1,066)                                    |
| Net income   | 3,502                                  | (115)                              | 42                                 | 3,429                                      |
| Earnings per share - diluted   | 5.85                                   | (0.19)                             | 0.07                               | 5.73                                       |
| Operating ratio  | 59.8 %                                 | - %                                | (0.4)%                             | 59.4 %                                     |

| <i>Millions, except per share amounts and percentages,<br/>for the six month ended June 30, 2024</i> | <i>Reported<br/>results<br/>(GAAP)</i> | <i>Gain on sale<br/>of intermodal<br/>equipment</i> | <i>Environmental<br/>remediation</i> | <i>Adjusted<br/>results<br/>(non-GAAP)</i> |
|--|--|---|--------------------------------------|--|
| Operating expenses   | \$ 7,266                               | \$ 46   | \$ (23)                              | \$ 7,289                                   |
| Operating income   | 4,772                                  | (46)  | 23                                   | 4,749                                      |
| Income tax expense   | (1,010)                                | 11  | (6)                                  | (1,005)                                    |
| Net income   | 3,314                                  | (35)  | 17                                   | 3,296                                      |
| Earnings per share - diluted   | 5.43                                   | (0.06)  | 0.03                                 | 5.40                                       |
| Operating ratio  | 60.4 %                                 | 0.3 %   | (0.2)%                               | 60.5 %                                     |

\* The above tables reconcile our results for the six months ended as of June 30, 2025 and 2024, to adjust results that exclude the impact of certain items identified as affecting comparability. We use adjusted operating expenses, adjusted operating income, adjusted income tax expense, adjusted net income, adjusted diluted EPS, and adjusted operating ratio, as applicable, among other measures, to evaluate our actual operating performance. The measures listed in the above tables are considered non-GAAP by SEC Regulation G and Item 10 of SEC Regulation S-K. We believe these non-GAAP financial measures provide valuable information regarding earnings and business trends by excluding specific items that we believe are not indicative of our ongoing operating results of our business, providing a useful way for investors to make a comparison of our performance over time and against other companies in our industry. Since these are not measures of performance calculated in accordance with GAAP, they should be considered in addition to, rather than as a substitute for, operating expenses, operating income, income tax expense, net income, diluted EPS, and operating ratio as indicators of operating performance.

## UNION PACIFIC CORPORATION AND SUBSIDIARY COMPANIES

### Non-GAAP Measures Reconciliation to GAAP (unaudited)

#### Debt / net income

| <i>Millions, except ratios<br/>for the trailing twelve months ended [1]</i> | <i>Jun. 30,<br/>2025</i> | <i>Dec. 31,<br/>2024</i> |
|---|--------------------------|--------------------------|
| Debt  | \$ 32,813                | \$ 31,192                |
| Net income  | 6,935                    | 6,747                    |
| Debt / net income   | 4.7                      | 4.6                      |

#### Adjusted debt / adjusted EBITDA\*

| <i>Millions, except ratios<br/>for the trailing twelve months ended [1]</i> | <i>Jun. 30,<br/>2025</i> | <i>Dec. 31,<br/>2024</i> |
|---|--------------------------|--------------------------|
| Net income  | \$ 6,935                 | \$ 6,747                 |
| Add:  |                          |                          |
| Income tax expense  | 1,975                    | 2,047                    |
| Depreciation  | 2,431                    | 2,398                    |
| Interest expense  | 1,283                    | 1,269                    |
| EBITDA  | \$ 12,624                | \$ 12,461                |
| Adjustments:  |                          |                          |
| Other income, net   | (356)                    | (350)                    |
| Interest on operating lease liabilities [2]                                 | 46                       | 48                       |
| Adjusted EBITDA (a)   | \$ 12,314                | \$ 12,159                |
| Debt  | \$ 32,813                | \$ 31,192                |
| Operating lease liabilities   | 1,143                    | 1,271                    |
| Adjusted debt (b)   | \$ 33,956                | \$ 32,463                |
| Adjusted debt / adjusted EBITDA (b/a)                                       | 2.8                      | 2.7                      |

[1] The trailing twelve months income statement information ended June 30, 2025, is recalculated by taking the twelve months ended December 31, 2024, subtracting the six months ended June 30, 2024, and adding the six months ended June 30, 2025.

[2] Represents the hypothetical interest expense we would incur (using the incremental borrowing rate) if the property under our operating leases were owned or accounted for as finance leases.

\* Adjusted debt (total debt plus operating lease liabilities plus after-tax unfunded pension and OPEB (other post-retirement benefit) obligations) to adjusted EBITDA (earnings before interest, taxes, depreciation, amortization, and adjustments for other income and interest on present value of operating leases) is considered a non-GAAP financial measure by SEC Regulation G and Item 10 of SEC Regulation S-K and may not be defined and calculated by other companies in the same manner. We believe this measure is important to management and investors in evaluating the Company's ability to sustain given debt levels (including leases) with the cash generated from operations. In addition, a comparable measure is used by rating agencies when reviewing the Company's credit rating. Adjusted debt to adjusted EBITDA should be considered in addition to, rather than as a substitute for, other information provided in accordance with GAAP. The most comparable GAAP measure is debt to net income ratio. The tables above provide reconciliations from net income to adjusted EBITDA, debt to adjusted debt, and debt to net income to adjusted debt to adjusted EBITDA. At June 30, 2025, and December 31, 2024, the incremental borrowing rate on operating leases was 4.0% and 3.8%, respectively. Pension and OPEB were funded at June 30, 2025, and December 31, 2024.