

Stronger Railroads, Stronger Communities: Driving Growth, Jobs and Opportunity



The Union Pacific-Norfolk Southern combination will transform the U.S. supply chain, unleash the industrial strength of American manufacturing and create new sources of economic growth and jobs.

Today, railroaders move nearly everything we use. This transaction is the next step in advancing the rail industry, enabling raw goods and finished products to move seamlessly from East to West and North to South – faster, safer and more sustainably.

Outcomes for Communities and Economy

\$5.6B

SAFER, STRONGER INFRASTRUCTURE:
\$5.6 billion invested annually in tracks, bridges, technology and safety programs.²

\$300M

COMMUNITY GIVING:
\$300 million in giving from 2020–2025, +100s of public-private projects that strengthen safety and wellbeing.²

40%

BETTER JOBS, STRONGER WORKFORCE:
40% higher pay and benefits for railroad workers than national average¹; Those who have a union job when the merger is approved will continue to have one.

10,000

INVESTING IN FIRST RESPONDERS:
10,000 first responders trained by UP and NS every year.²



Positioned for Growth: Rail, Industrial Projects Boost Local Economies

Union Pacific and Norfolk Southern are focused on growth – pursuing more than 550 industrial development projects enhancing service and powering local economies.^{3,4} The combined network will include 50,000 route miles of track, more than 24,000 bridges and a multitude of public-private projects focused on community safety, security and wellbeing.

Driving Texas Growth

Union Pacific plays a vital role in several Texas industries and invests significant private capital in improving safety, efficiency and growth opportunities.

\$3.4B: Invested in Texas capital 2020-2024⁵

3,000: Acres at Prime Point near Dallas, serving greater south-central markets⁵

6,500: Miles of track crisscrossing Texas⁵

Blue Ridge Connector Inland Port – Northeast Georgia⁶

Norfolk Southern is partnering with the Georgia Ports Authority as the sole rail provider to the new inland terminal in Gainesville, opening in 2026.

600: Truck miles reduced per container, cutting emissions

200,000: Container lift capacity per year on 18,000 feet of track

35: Port Savannah's global shipping routes

The new inland terminal will serve key industries more sustainably with electric cranes.

What We'll Deliver

✓ Faster, more reliable freight

Direct coast-to-coast service eliminates delays, reduces transit times and gives customers simple, single-line shipping solutions.

✓ Simplified shipping

One rate quote, one tracking system, fewer interchanges and expanded intermodal options.

✓ Technology-driven safety

Industry-leading systems, AI and real-time data to reach our goal of zero incidents and world-class service reliability.

✓ Global reach

Customers gain access to 100 ports and 10 international interchanges for U.S.-made goods, boosting exports and strengthening manufacturing.

✓ Environmental benefit

Stronger coast-to-coast rail service offers a more cost-effective alternative to trucking – reducing highway congestion and wear on taxpayer-funded roads.



1. "Freight Rail Jobs," Association of American Railroads, accessed August 26, 2025, <https://www.aar.org/issue/railroad-jobs/>.
2. "Union Pacific and Norfolk Southern to Create America's First Transcontinental Railroad" Union Pacific Railroad and Norfolk Southern Corporation press release, last modified July 29, 2025, accessed Sept. 29, 2025, https://cdn.prod.website-files.com/685db5eb86dee8265a53dad7/6888dcf18476545110b3ebb_Union%20Pacific%20and%20Norfolk%20Southern%20to%20Create%20America%27s%20First%20Transcontinental%20Railroad%20.pdf.
3. "Union Pacific: Proud to Serve Roehm's New Plant in Texas," Union Pacific, published July 8, 2025, accessed August 26, 2025, <https://www.up.com/news/growth/roehm-new-texas-plant-250708>.
4. "Norfolk Southern releases 2025 Forging a Better Tomorrow Report," Norfolk Southern, accessed August 26, 2025, <https://norfolksouthern.mediaroom.com/Norfolk-Southern-releases-2025-Forging-a-Better-Tomorrow-Report>.
5. "Union Pacific in Texas," Union Pacific Railroad, accessed Oct. 1, 2025, <https://www.up.com/content/dam/upcom/corp-comm/documents/us-guide/pdf/texas-usguide.pdf>.
6. "2 Big Investments. 1 Shared Mission in Northeast Georgia," Norfolk Southern Corporation, published May 25, 2025, accessed Oct. 1, 2025, <https://www.norfolksouthern.com/en/newsroom/story-yard/2-big-investments-1-shared-mission-in-northeast-georgia>.



CAUTIONARY NOTE REGARDING FORWARD LOOKING STATEMENTS

Certain statements in this communication are "forward-looking statements" within the meaning of the "safe harbor" provisions of the Private Securities Litigation Reform Act of 1995, as amended. These statements relate to future events or future financial performance and involve known and unknown risks, uncertainties, and other factors that may cause Union Pacific's, Norfolk Southern's or the combined company's actual results, levels of activity, performance, or achievements or those of the railroad industry to be materially different from those expressed or implied by any forward-looking statements. In some cases, forward-looking statements may be identified by the use of words like "may," "will," "could," "would," "should," "expect," "anticipate," "believe," "project," "estimate," "intend," "plan," "pro forma," or any variations or other comparable terminology.

While Union Pacific and Norfolk Southern have based these forward-looking statements on those expectations, assumptions, estimates, beliefs and projections they view as reasonable, such forward-looking statements are only predictions and involve known and unknown risks and uncertainties, many of which involve factors or circumstances that are beyond Union Pacific's, Norfolk Southern's or the combined company's control, including but not limited to, in addition to factors disclosed in Union Pacific's and Norfolk Southern's respective filings with the U.S. Securities and Exchange Commission (the "SEC"): the occurrence of any event, change or other circumstance that could give rise to the right of one or both of the parties to terminate the definitive merger agreement between Union Pacific and Norfolk Southern providing for the acquisition of Norfolk Southern by Union Pacific (the "Transaction"); the risk that potential legal proceedings may be instituted against Union Pacific or Norfolk Southern and result in significant costs of defense, indemnification or liability; the possibility that the Transaction does not close when expected or at all because required Surface Transportation Board or other approvals and other conditions to closing are not received or satisfied on a timely basis or at all (and the risk that such approvals may result in the imposition of conditions that could adversely affect the combined company or the expected benefits of the Transaction); the risk that the combined company will not realize expected benefits, cost savings, accretion, synergies and/or growth from the Transaction, or that such benefits may take longer to realize or be more costly to achieve than expected, including as a result of changes in, or problems arising from, general economic and market conditions, tariffs, interest and exchange rates, monetary policy, laws and regulations and their enforcement, and the degree of competition in the geographic and business areas in which Union Pacific and Norfolk Southern operate; disruption to the parties' businesses as a result of the announcement and pendency of the Transaction; the costs associated with the anticipated length of time of the pendency of the Transaction, including the restrictions contained in the definitive merger agreement on the ability of Union Pacific and Norfolk Southern, respectively, to operate their respective businesses outside the ordinary course during the pendency of the Transaction; the diversion of Union Pacific's and Norfolk Southern's management's attention and time from ongoing business operations and opportunities on merger-related matters; the risk that the integration of each party's operations will be materially delayed or will be more costly or difficult than expected or that the parties are otherwise unable to successfully integrate each party's

businesses into the other's businesses; the possibility that the Transaction may be more expensive to complete than anticipated, including as a result of unexpected factors or events; reputational risk and potential adverse reactions of Union Pacific's or Norfolk Southern's customers, suppliers, employees, labor unions or other business partners, including those resulting from the announcement or completion of the Transaction; the dilution caused by Union Pacific's issuance of additional shares of its common stock in connection with the consummation of the Transaction; the risk of a downgrade of the credit rating of Union Pacific's indebtedness, which could give rise to an obligation to redeem existing indebtedness; a material adverse change in the financial condition of Union Pacific, Norfolk Southern or the combined company; changes in domestic or international economic, political or business conditions, including those impacting the transportation industry (including customers, employees and supply chains); Union Pacific's, Norfolk Southern's and the combined company's ability to successfully implement its respective operational, productivity, and strategic initiatives; a significant adverse event on Union Pacific's or Norfolk Southern's network, including, but not limited to, a mainline accident, discharge of hazardous materials, or climate-related or other network outage; the outcome of claims, litigation, governmental proceedings and investigations involving Union Pacific or Norfolk Southern, including, in the case of Norfolk Southern, those with respect to the Eastern Ohio incident; the nature and extent of Norfolk Southern's environmental remediation obligations with respect to the Eastern Ohio incident; new or additional governmental regulation and/or operational changes resulting from or related to the Eastern Ohio incident; and a cybersecurity incident or other disruption to our technology infrastructure.

This list of important factors is not intended to be exhaustive. These and other important factors, including those discussed under "Risk Factors" in Norfolk Southern's Annual Report on Form 10-K for the year ended December 31, 2024 (available at <https://www.sec.gov/ix?doc=/Archives/edgar/data/0000702165/000070216525000008/nsc-20241231.htm>) and Norfolk Southern's subsequent filings with the SEC, Union Pacific's most recent Annual Report on Form 10-K for the year ended December 31, 2024, as filed with the SEC on February 7, 2025 (available at <https://www.sec.gov/ix?doc=/Archives/edgar/data/0000100885/000010088525000042/unp-20241231.htm>) and Union Pacific's subsequent filings with the SEC, as well as the risks described in Union Pacific's registration statement on Form S-4 (No. 290282), as filed with the SEC on September 16, 2025, as amended on September 30, 2025 (available at <https://www.sec.gov/Archives/edgar/data/100885/000119312525224307/d908896ds4a.htm>), may cause actual results, performance, or achievements to differ materially from those expressed or implied by these forward-looking statements. References to Union Pacific's and Norfolk Southern's website are provided for convenience and, therefore, information on or available through the website is not, and should not be deemed to be, incorporated by reference herein. The forward-looking statements herein are made only as of the date they were first issued, and unless otherwise required by applicable securities laws, Union Pacific and Norfolk Southern disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise, except as may be required by applicable law or regulation.