



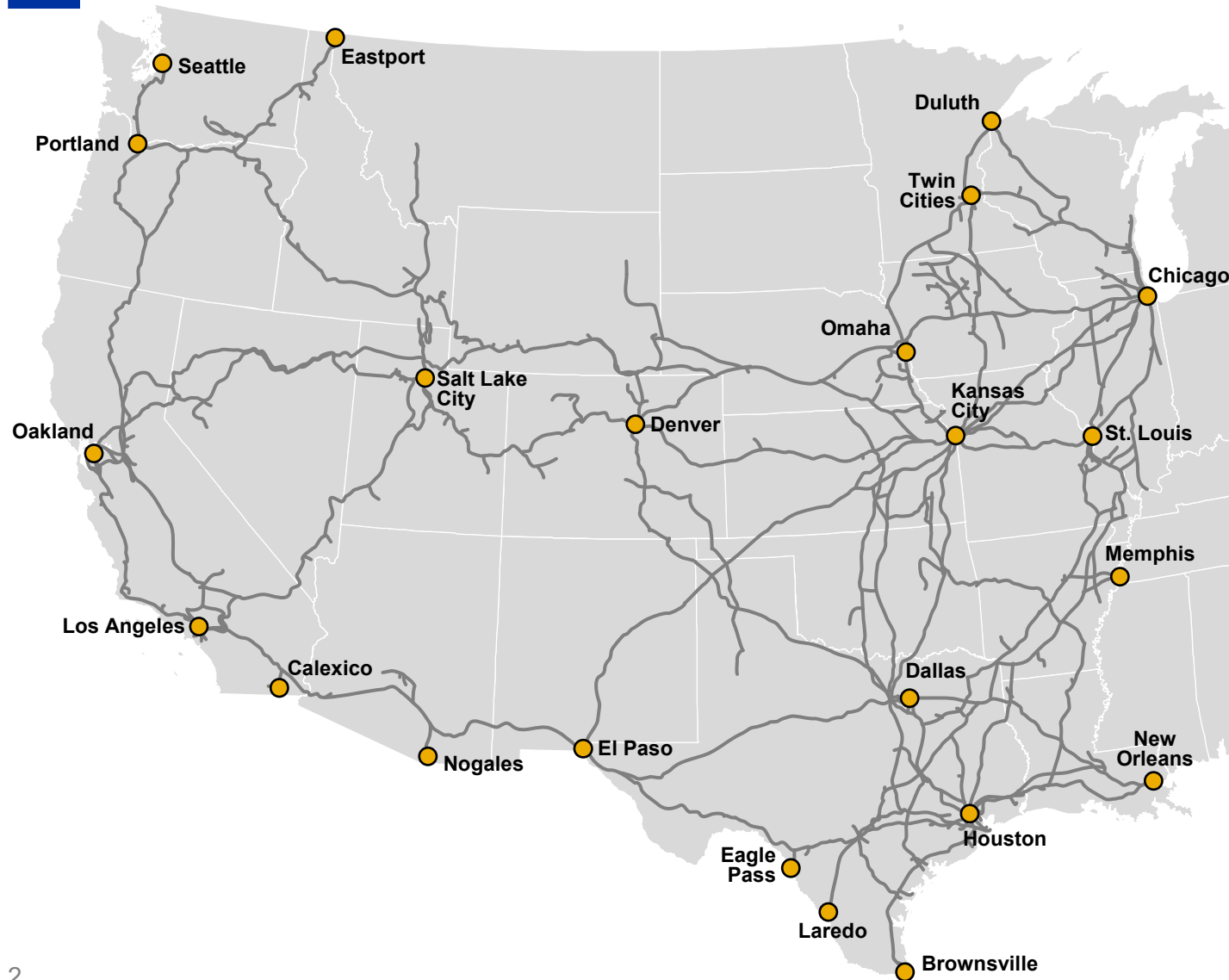
UNION PACIFIC ECONOMIC DEVELOPMENT

—
Eric Watkins

September 22, 2022



2021 Union Pacific Railroad Fast Facts



- Operating Revenue: **\$21.8 B**
- Route Miles: **32,452 in 23 States**
- Employees: **32,124**
- Annual Payroll: **\$3.2 B**
- Customers: **10,000**
- Locomotives: **7,476**

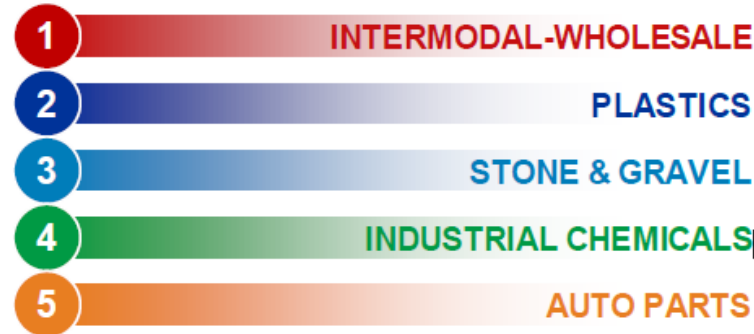
Union Pacific Railroad In Texas



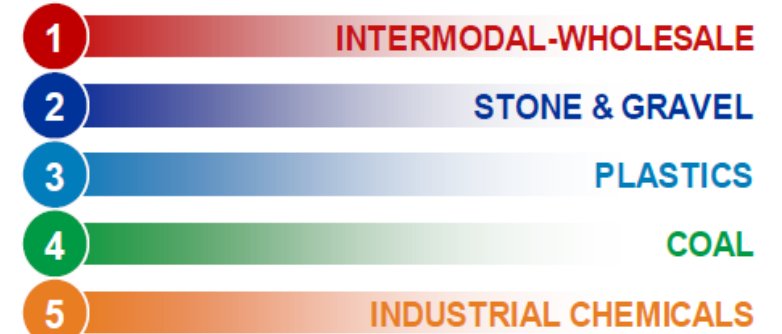
2021 FAST FACTS

Miles of Track	6,437
Annual Payroll	\$510 million
In-State Purchases.....	\$1.8 billion
Capital Investment.....	\$679 million
Community Giving.....	\$2.3 million
Employees.....	5,361
U.S. Jobs Supported*	42,888

TOP FIVE COMMODITIES SHIPPED 2021 BY VOLUME



TOP FIVE COMMODITIES RECEIVED 2021 BY VOLUME



Building a Sustainable Future 2030



Investing in Our Workforce

Diversity & Inclusion
Talent Attraction, Development,
and Retention



Driving Sustainable Solutions

Improved Customer Service
Profitable and Responsible Growth



Championing Environmental Stewardship

Reducing our Carbon Footprint



Strengthening Our Communities

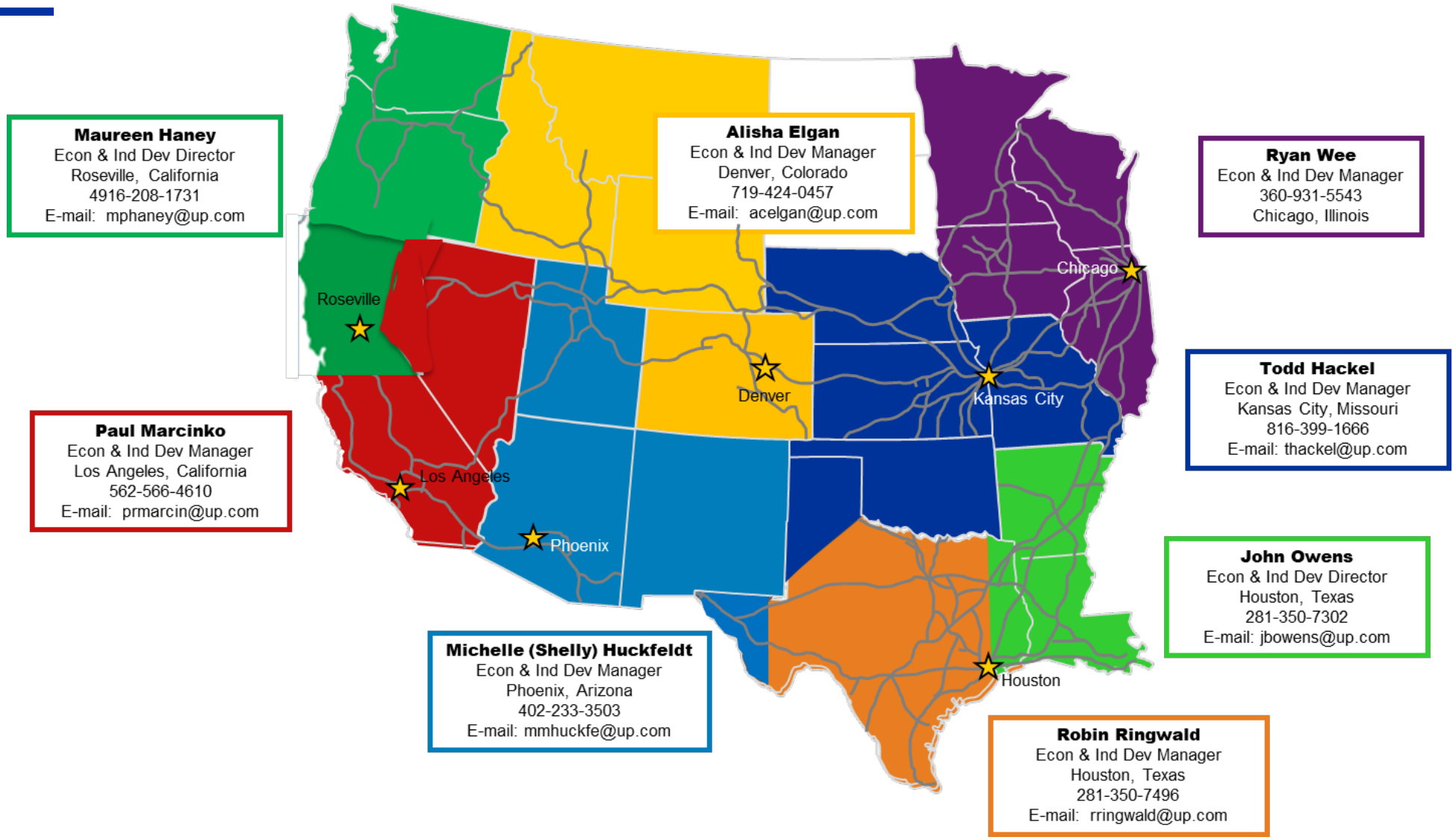
Investments Where We
Work and Live



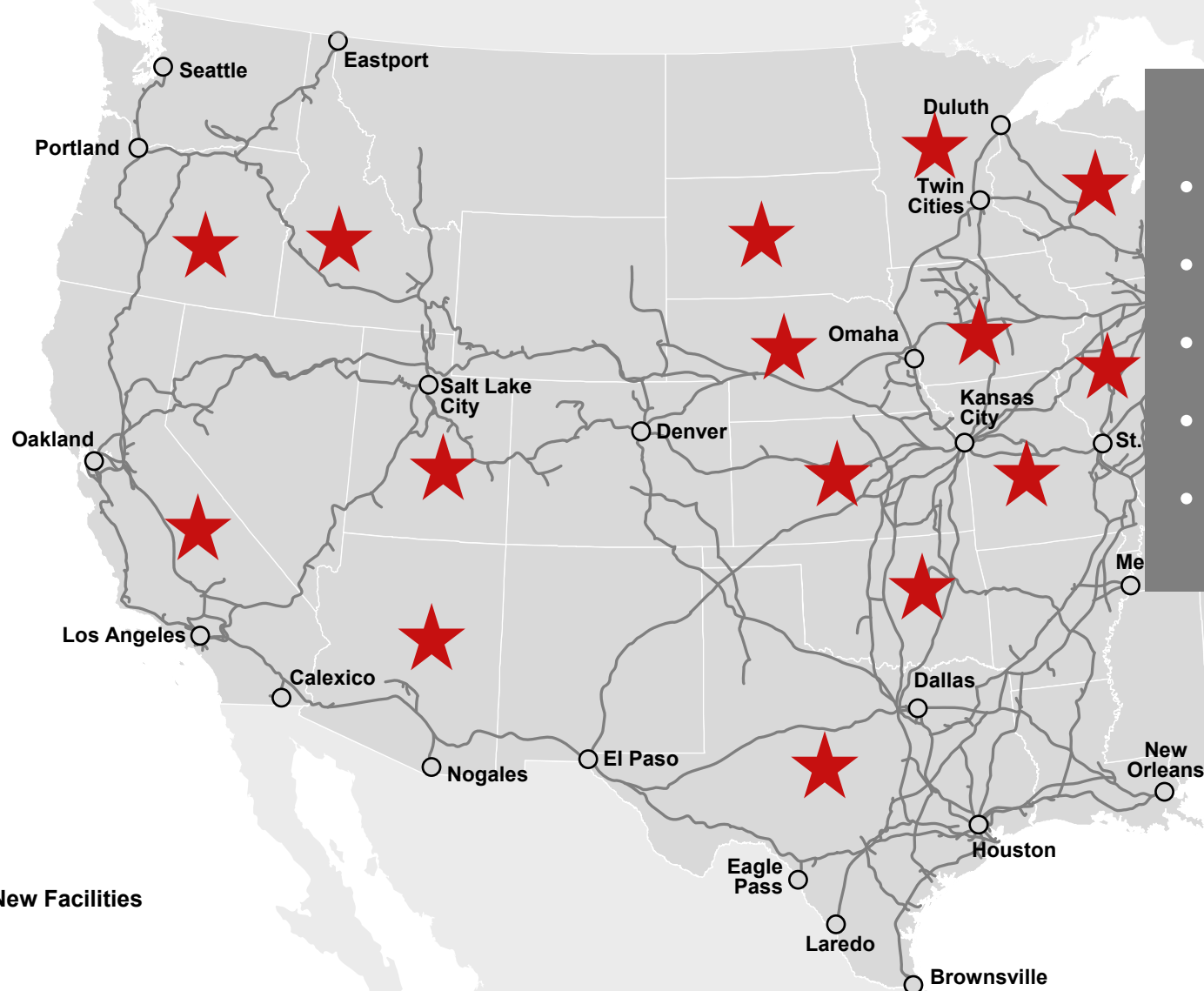
Building Responsible Foundations

Promoting Safety and Security While
Conducting Ethical Business Practices

UP Economic & Industrial Development



Economic Development on Union Pacific Railroad



2021 Economic Development

- 60 Projects completed
- Projects in 15 states
- \$7B Customer investment
- 1500+ Jobs created
- 18 projects completed in TX

 New Facilities



How can we help!!

Business Development in the Community

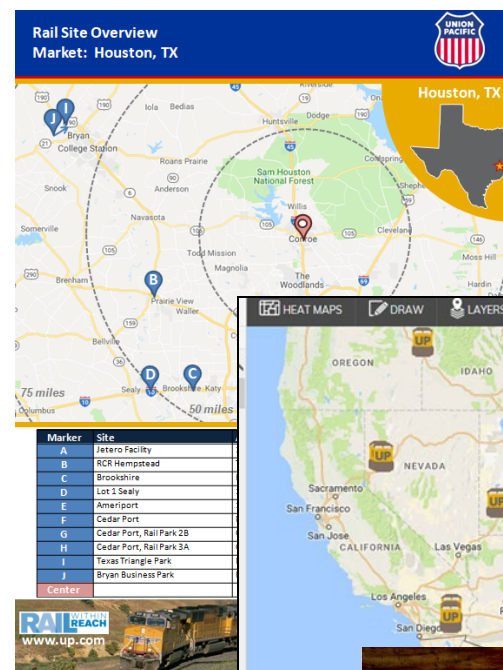
- Locating New Opportunities
 - Identifying potential rail served sites
 - Providing concept prints for potential properties
 - Assisting logistics solutions
 - Always looking for new business
- Working With the Customer
 - Bring the railroad in on the front end of the project
 - Willing to sign none discloser agreements
 - Want to talk directly to the customer
- Railroad Participation
 - When will the railroad contribute?
 - How will the railroad contribute?



Economic Development

Union Pacific Is Your Partner in Growth

- Union Pacific wants to be apart of your community's Economic Development team
- Work with us to identify and promote possible rail served sites using or **Site Solutions Tool** and **Focus Sites**
- We work with new and existing customers to locate facilities at possible rail served sites
- Learn more about UP's economic development efforts and how rail can be a part of your community's strategy for growth by signing up at up.com/within-reach

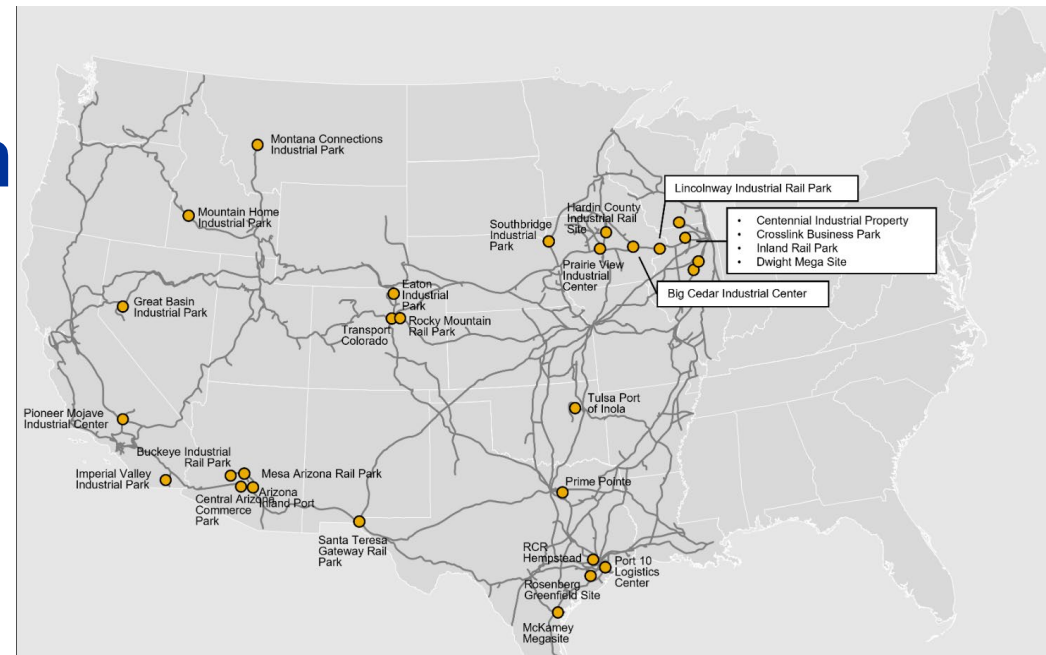


RAIL WITHIN REACH



Union Pacific Focus Site Program

- Identify, Develop and Promote Shovel Ready Rail Served Industrial Sites
- Focusing on large green field sites
- Developed for marketing to customers and Site Selectors, looking for industrial property
- Shovel Ready Sites
 - Working with Economic Development Organizations
 - Preliminary property evaluations performed
 - UP to provided concept drawing for rail infrastructure
- Aggressive site promotion
 - Site jointly marketed by UP and the EDO
 - Advertised in our Lois system
 - Allows quick response to requests for sites



Prime Pointe Trinity Inland Port Hutchins, Texas - Dallas County

Vicinity map parcels zoned for development with ready access to Interstate 45, Dallas Love and DFW Airports and the Dallas Intermodal Terminal. Connection to the Union Pacific main line established. In-park rail yard is under construction.

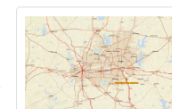
2,000 Acres Available

[Prime Pointe Website](#)

[Union Pacific Site Solutions Tool - Detailed Facility Profile](#)

Site Summary

- > Two miles to I-45 Via Pleasant Run Rd, three additional miles to I-20 Interchange.
- > Wholly zoned for industrial/manufacturing/distribution.
- > Within one hour of the University of Texas at Arlington, the University of Texas at Dallas and Southern Methodist University. Two miles to Cedar Valley Community College.
- > Located approx. 20 miles from Dallas Love Field and 30 miles from Dallas/Fort Worth Intl Airport.
- > Located approx. two miles from Lancaster Regional Airport.
- > 3,000 Developable acres.
- > 12 Miles south of Downtown Dallas.
- > Site consists of 30 to 500+ acre undeveloped parcels under common ownership.
- > 4 Onco substations capable of supplying multiple parcels with 50MW redundant power.
- > Water, sewer and high pressure gas utilities to the parcels.



[View Larger](#)

Rail Highlights

- > Connected to the Union Pacific main line.
- > Seven miles to Union Pacific rail yard, In-Park Yard under construction
- > Adjacent to Union Pacific Dallas Intermodal Terminal

Get Started

Robin Ringwald
Regional Manager
Union Pacific
281-350-7496
[Send email](#)



Union Pacific Site Development



UP LAND DEVELOPMENT PARAMETERS

- Union Pacific controlled properties
- Site development partnerships
- Joint marketing strategy to attract tenants
- Full site development timelines from 2 – 10 years

ROSENBERG SITE DEVELOPMENT

- ✓ Property Evaluations
- ✓ Site master plan
- ✓ Rail Access
- Strategy for utilities
- Identifying potential development partners
- Locate new business

KANSAS CITY SOUTHERN



Fort Bend Infrastructure
Conference

The KCS Corporate Vision & Strategy

VISION:

KCS strives to consistently be the fastest-growing, best-performing, most customer-focused transportation provider in North America.



STRATEGIC INTENTS:

Capitalize on the strategic location of the KCS cross-border rail network and the diverse and growing North American markets, while maintaining a commitment to operational excellence. We embrace new and emerging technologies and a strong cost discipline within a safe and reliable operating environment. We will provide service that consistently exceeds our customers' expectations, challenging careers to our employees and industry leading returns to our shareholders.



STRATEGIC PLANS:

- Create industry-leading shareholder returns
- Operate in a safe and reliable environment
- Build a strong and nimble, customer-oriented culture focused on performance, accountability and execution
- Promote strong governance, social responsibility, regulatory compliance and risk management



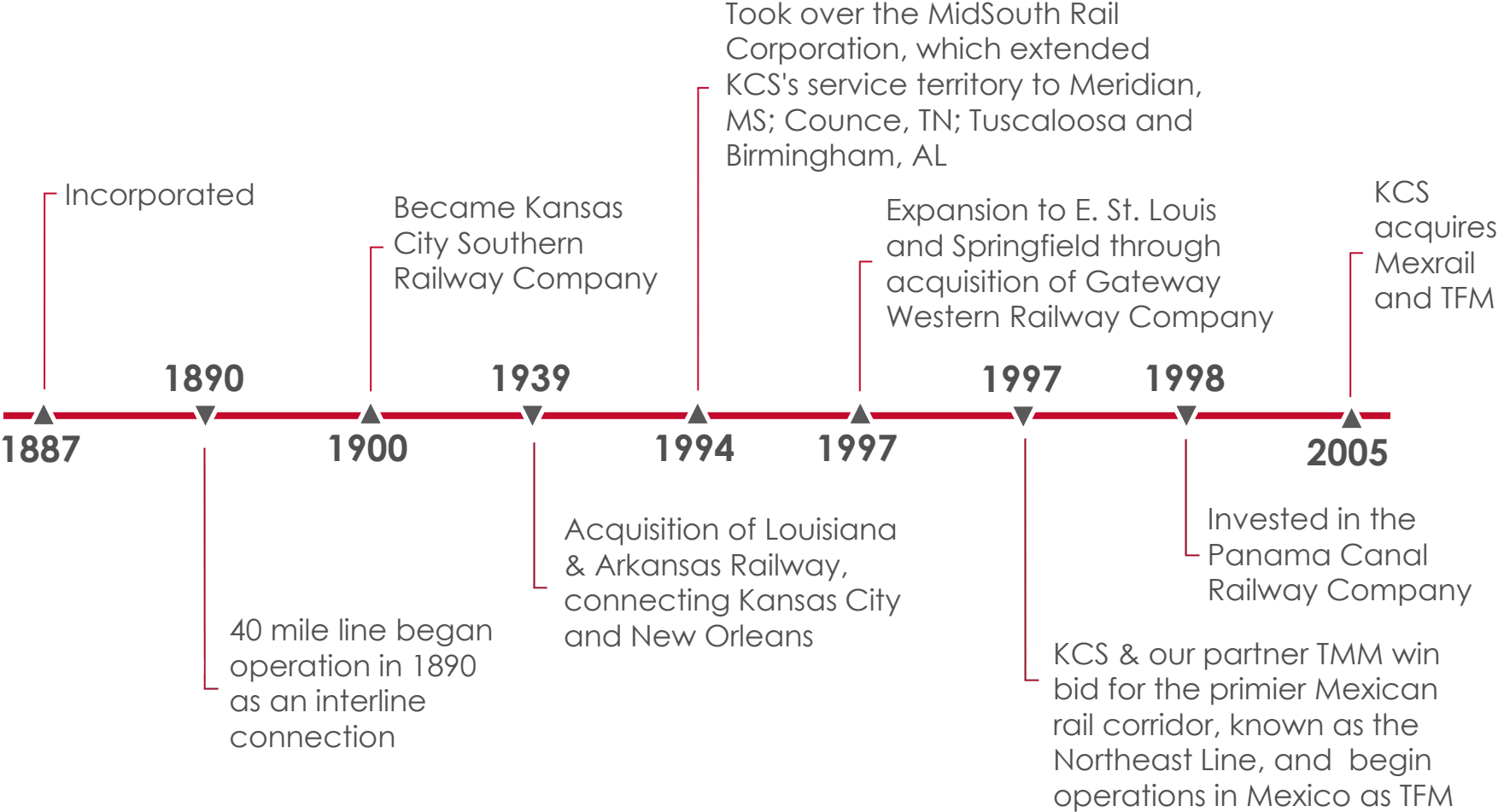
About Kansas City Southern



- Strategically positioned in the heart of North America
- Efficient connections with every other Class 1 railroad in North America
- Service to 11 Intermodal ramps
- 15 automotive plants in Mexico and 4 KCS automotive rail facilities
- Access to Ports of Veracruz, Lazaro Cardenas & Altamira
- More than 6,600 track miles
- 6,670 Employees in the US and Mexico



Kansas City Southern History



Combined CPKC Network Map



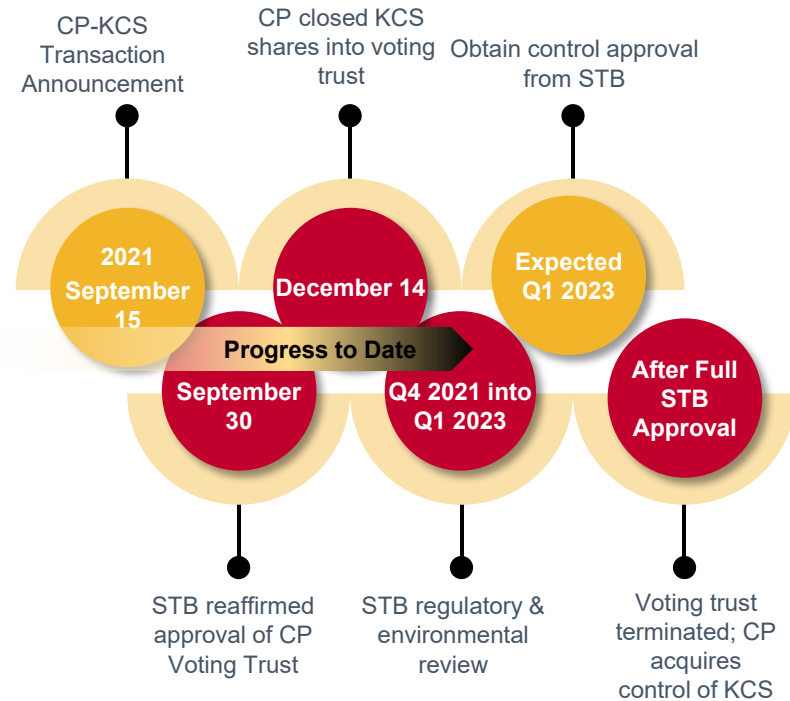
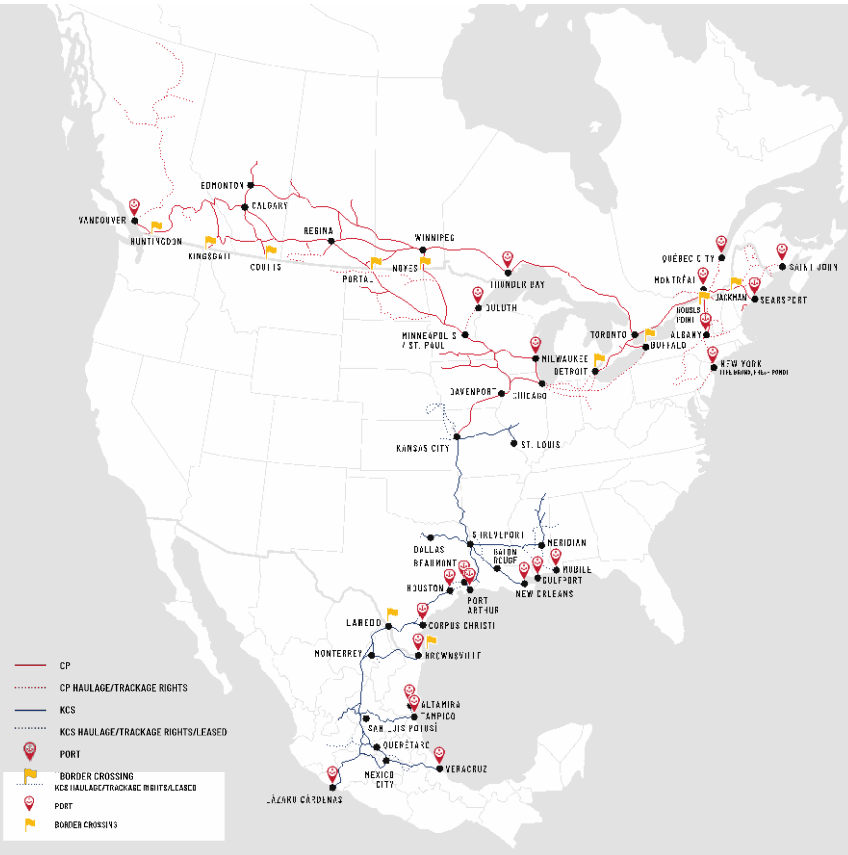
~20,000 miles
Rail Network

~20,000
Employees

\$8.7bn
2020A of Combined
Revenue

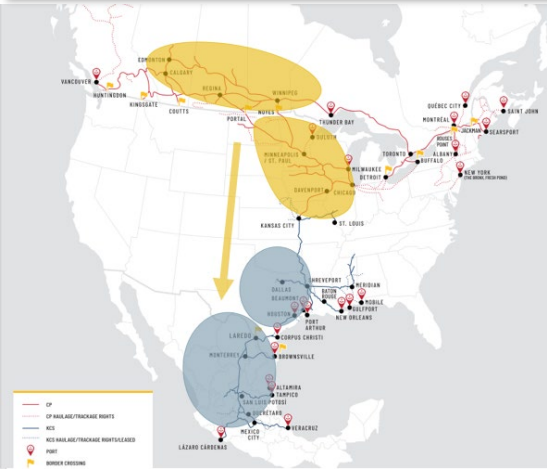


CPKC – the path forward



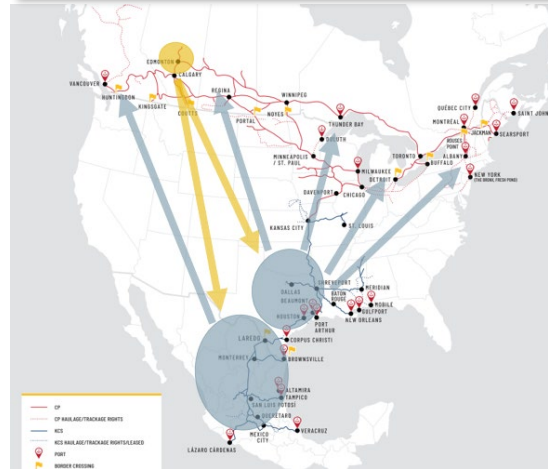
Enhances Competitive Options for Customers and Enables North American Growth

BULK



New single-line shipments for grain from Canada and the Upper Midwest to domestic and export markets in Southern US and Mexico

ECP & MERCHANDISE



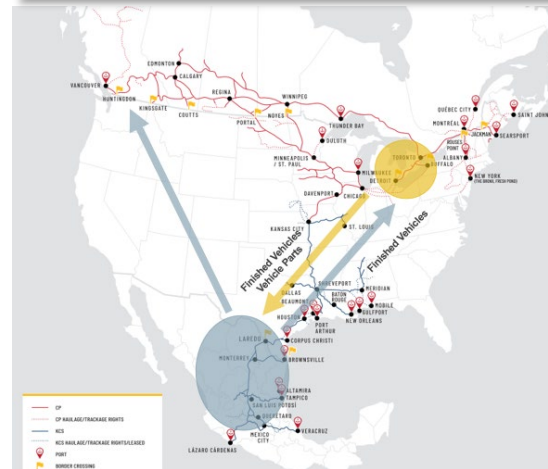
New single-line competition for shipments of energy, chemicals & plastics and merchandise moving between Canada, the US and Mexico

INTERMODAL



New head-to-head single-line competition for intermodal shipments between Mexico and the Upper Midwest and Canada

AUTOMOTIVE



New head-to-head single-line competition for automotive shipments between Canada, US Midwest and Mexico



CPKC'S NETWORK TO BENEFIT CUSTOMERS ACROSS ALL BUSINESS LINES

Key Investments in 2022 To Accommodate Growth and Customer Service Efforts

- Investments will support:**
- Volume Growth
 - Customer Service Improvements
 - Gross Velocity Improvements
 - Train Length Improvements
 - Border Dwell & Yard Productivity Improvements

Laredo & Rosenberg New & Extended Sidings to Accommodate X-Border Volume Growth

- 2023 – 2024 Focus:**
- MX Saltillo Subdivision Capacity
 - Kansas City < > Shreveport Capacity

Laredo Yard expansion and lead extensions

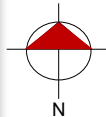
“F” Line Siding Extension to Accommodate MTY < > MTM Growth

CTC Vanegas to Increase Throughput & Velocity

Nicolasito Bridge and Siding Extension to Address SLP growth

Siding Extension

— MAINLINE
◆ TERMINAL/YARD
● CAPACITY



KCS Investing in Cross-Border Growth

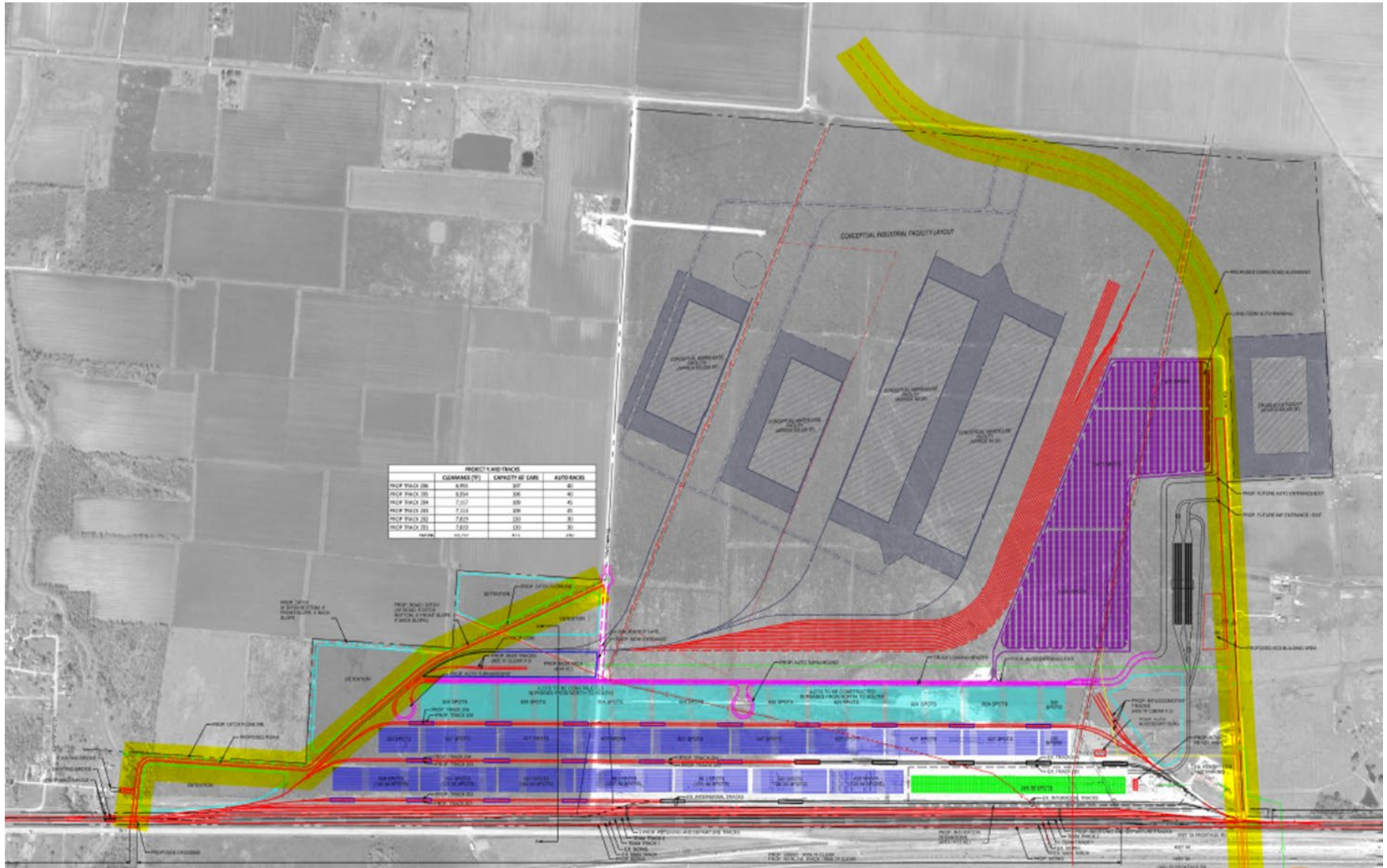
- President Trump approved KCS international bridge permit July 29, 2020, the Mexico permit process is pending.
- Project is underway and in the design phase at this time.
- Targeting completion by 2024.
- Bulk of spending will occur in 2022, and expected to be within our current CapEx guidance.
- Additional bridge capacity will increase fluidity of Cross-Border operations.



KCS Auto & Intermodal Yard



Conceptual Layout



Conceptual Layout

