

Overview of BNSF's Third-Quarter Financial Performance

Update on BNSF's volumes, revenues and expenses through September 2012

Statement of Income (in millions)	Q3 – 2012	Q3 – 2011	Q/Q % Change	2012 YTD	2011 YTD	Y/Y% Change
Total revenues	\$5,343	\$4,961	8%	\$15,407	\$14,284	8%
Operating expenses	3,674	3,581	3%	11,035	10,591	4%
Operating income	1,669	1,380	21%	4,372	3,693	18%
Net income	\$937	\$766	22%	\$2,440	\$2,063	18%
Operating ratio (a)	68.3%	71.7%		71.2%	73.8%	

Source: Amounts derived from the GAAP results in the Burlington Northern Santa Fe, LLC Form 10-Q for the period ended September 30, 2012.

(a) Operating ratio excludes impacts of BNSF Logistics.

Volumes and Revenues

Total revenues for the third quarter and nine months ended September 30, 2012, were both up 8 percent compared with the same periods in 2011. BNSF's total units were up 5 percent for the third quarter and 3 percent for the first nine months of 2012 compared with the same periods in 2011. The remainder of the revenue increase was primarily due to improved yields / mix.

Below are some 2012 volume highlights:

- Consumer Products volumes were up 4 percent in the third quarter and 5 percent in the first nine months of 2012 compared with the same periods in 2011. Domestic intermodal volumes increased as a result of highway conversions to rail. Additionally, automotive volumes were higher due to increased North American auto sales.
- Coal volumes increased 4 percent in the third quarter and decreased 3 percent in the first nine months of 2012 compared with the same periods in 2011. Third quarter volumes were lower in 2011 due to flooding impacts. For the first nine months of 2012, coal volumes are lower due to a decrease in coal demand as a result of low natural gas prices, a mild winter and spring, and rising utility stockpiles.
- Industrial Products volumes increased 14 percent in the third quarter and 13 percent in the first nine months of 2012 compared with the same periods in 2011, primarily due to increased shipments of petroleum products and of construction products, principally sand.
- Agricultural Products volumes were up 3 percent in the third quarter and down 3 percent in the first nine months of 2012 compared with the same periods in 2011. Third quarter 2012 volumes increased primarily due to a higher demand for soybeans. For the first nine months of 2012, volumes are lower primarily due to a decrease in wheat and corn exports, partially offset by higher soybean and domestic corn shipments.

Listed below are details by business units – including revenues, volumes and average revenue per car/unit.

Business Unit	Q3 – 2012	Q3 – 2011	Q/Q % Change	2012 YTD	2011 YTD	Y/Y % Change
Revenues (in millions)						
Consumer Products	\$1,695	\$1,576	8%	\$4,904	\$4,403	11%
Coal	1,282	1,246	3%	3,611	3,658	-1%
Industrial Products	1,302	1,078	21%	3,681	3,014	22%
Agricultural Products	886	892	-1%	2,726	2,767	-1%
Total Freight Revenues	\$5,165	\$4,792	8%	\$14,922	\$13,842	8%
Other Revenues	178	169	5%	485	442	10%
Total Operating Revenues	\$5,343	\$4,961	8%	\$15,407	\$14,284	8%
Volumes (in thousands)						
Consumer Products	1,234	1,192	4%	3,581	3,406	5%
Coal	575	552	4%	1,623	1,676	-3%
Industrial Products	444	389	14%	1,255	1,115	13%
Agricultural Products	251	244	3%	761	787	-3%
Total Volumes	2,504	2,377	5%	7,220	6,984	3%
Average Revenue per Car/Unit						
Consumer Products	\$1,374	\$1,322	4%	\$1,369	\$1,293	6%
Coal	2,230	2,257	-1%	2,225	2,183	2%
Industrial Products	2,932	2,771	6%	2,933	2,703	9%
Agricultural Products	3,530	3,656	-3%	3,582	3,516	2%
Total Freight Revenues	\$2,063	\$2,016	2%	\$2,067	\$1,982	4%

Source: Amounts derived from the GAAP results in the Burlington Northern Santa Fe, LLC Forms 10-Q for the periods ended September 30, 2012 and June 30, 2012. Third-quarter revenues and volumes are calculated as the difference between the YTD September and YTD June amounts.

Expenses

Operating expenses were up 3 percent for the third quarter and 4 percent for the first nine months of 2012 primarily driven by volumes and partially offset by weather impacts in 2011.

- Compensation and benefits increased 7 percent for the third quarter and 4 percent for the first nine months of 2012 primarily as a result of higher volumes and inflation.
- Fuel expense was flat for the third quarter and up 5 percent for the first nine months of 2012, compared with the same periods in 2011. Fuel expense increased approximately 1 percent in both periods as a result of higher volumes, partially offset by improved efficiency. In addition, locomotive fuel price per gallon decreased 1 percent for the third quarter to \$3.13 and increased approximately 5 percent to \$3.17 for the first nine months of 2012.
- Purchased services, which includes expenses like maintenance contracts and professional services, increased 5 percent for the third quarter and 7 percent for the first nine months of 2012 due to volume-related costs and increased equipment maintenance costs.
- Materials and other expenses decreased 24 percent for the third quarter and 8 percent for the first nine months of 2012 primarily due to lower environmental and casualty expenses. Additionally, year-to-date results for 2012 include an unfavorable arbitration ruling.

Operating Expenses (in millions)	Q3 – 2012	Q3 – 2011	Q/Q % Change	2012 YTD	2011 YTD	Y/Y % Change
Compensation and benefits	\$1,149	\$1,069	7%	\$3,344	\$3,216	4%
Fuel	1,089	1,089	--%	3,286	3,124	5%
Purchased services	601	571	5%	1,784	1,667	7%
Depreciation and amortization	475	454	5%	1,408	1,350	4%
Equipment rents	204	192	6%	605	575	5%
Materials and other	156	206	-24%	608	659	-8%
Total Operating Expenses	<u>\$3,674</u>	<u>\$3,581</u>	<u>3%</u>	<u>\$11,035</u>	<u>\$10,591</u>	<u>4%</u>

Source: Amounts derived from the GAAP results in the Burlington Northern Santa Fe, LLC Form 10-Q for the period ended September 30, 2012.

Capital Activities

BNSF continues to invest heavily in maintaining and renewing its network to provide safe, reliable service to its customers. Our 2012 capital commitments forecast continues to be approximately \$3.9 billion compared with \$3.5 billion in 2011.

We will spend approximately \$2.1 billion in capital in 2012 on maintaining our core network and related assets. In addition, we will continue investing in our locomotive and rail car fleet, as well as in projects to expand and improve the efficiency of our infrastructure. We also plan to spend about \$300 million in 2012 as we continue installing positive train control in response to a federal mandate.