

Burlington Northern Santa Fe Corporation
Consolidated Income Information

(Dollars in millions, except per share data)

	Three Months		Nine Months	
	Ended September 30,		Ended September 30,	
	2006	2005	2006	2005
Operating revenues				
Freight revenues	\$ 3,815	\$ 3,218	\$ 10,776	\$ 9,160
Other revenues	124	99	327	277
Total operating revenues	<u>3,939</u>	<u>3,317</u>	<u>11,103</u>	<u>9,437</u>
Operating expenses				
Compensation and benefits	975	900	2,822	2,602
Fuel	792	499	2,031	1,352
Purchased services	500	432	1,445	1,273
Depreciation and amortization	284	271	840	802
Equipment rents	232	223	695	654
Materials and other	236	214	695	632
Total operating expenses	<u>3,019</u>	<u>2,539</u>	<u>8,528</u>	<u>7,315</u>
Operating income	920	778	2,575	2,122
Interest expense	125	106	364	327
Other expense, net	10	16	30	31
Income before income taxes	785	656	2,181	1,764
Income tax expense	<u>297</u>	<u>242</u>	<u>813</u>	<u>663</u>
Net income	<u>\$ 488</u>	<u>\$ 414</u>	<u>\$ 1,368</u>	<u>\$ 1,101</u>
Diluted earnings per share	<u>\$ 1.33</u>	<u>\$ 1.09</u>	<u>\$ 3.68</u>	<u>\$ 2.88</u>
Diluted average shares outstanding (in millions)	<u>366.8</u>	<u>380.4</u>	<u>371.4</u>	<u>382.2</u>
Operating ratio (a)	<u>75.9%</u>	<u>75.8%</u>	<u>76.1%</u>	<u>76.8%</u>

(a) Calculated as total operating expenses less other revenues divided by freight revenues.

Burlington Northern Santa Fe Corporation
Consolidated Balance Sheet Information

(Dollars in millions, except per share amounts)

	September 30, 2006	December 31, 2005
Assets		
Current assets:		
Cash and cash equivalents	\$ 84	\$ 75
Accounts receivable, net	795	678
Materials and supplies	464	396
Current portion of deferred income taxes	326	218
Current portion of fuel-hedging asset	70	303
Other current assets	206	210
Total current assets	<u>1,945</u>	<u>1,880</u>
Property and equipment, net	27,410	26,551
Other assets	<u>2,103</u>	<u>1,873</u>
Total assets	<u>\$ 31,458</u>	<u>\$ 30,304</u>
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable and other current liabilities	\$ 2,874	\$ 2,773
Long-term debt due within one year	<u>746</u>	<u>456</u>
Total current liabilities	3,620	3,229
Long-term debt and commercial paper	6,611	6,698
Deferred income taxes	8,087	7,916
Casualty and environmental liabilities	853	878
Minimum pension liability	417	417
Employee separation costs	87	107
Other liabilities	<u>1,654</u>	<u>1,551</u>
Total liabilities	<u>21,329</u>	<u>20,796</u>
Stockholders' equity:		
Common stock and additional paid-in capital	6,941	6,707
Retained earnings	9,177	8,045
Treasury stock and other	<u>(5,989)</u>	<u>(5,244)</u>
Total stockholders' equity	<u>10,129</u>	<u>9,508</u>
Total liabilities and stockholders' equity	<u>\$ 31,458</u>	<u>\$ 30,304</u>
Book value per share	<u>\$ 28.21</u>	<u>\$ 25.59</u>
Common shares outstanding (in millions)	<u>359.1</u>	<u>371.6</u>

Burlington Northern Santa Fe Corporation
Consolidated Cash Flow Information

(in millions)

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2006	2005	2006	2005
Operating activities				
Net income	\$ 488	\$ 414	\$ 1,368	\$ 1,101
Adjustments to reconcile net income to net cash provided by operating activities:				
Depreciation and amortization	284	271	840	802
Deferred income taxes	56	68	170	209
Other, net	7	(46)	(24)	(112)
Changes in working capital	(58)	110	(43)	96
Net cash provided by operating activities	<u>777</u>	<u>817</u>	<u>2,311</u>	<u>2,096</u>
Investing activities				
Capital expenditures	(525)	(447)	(1,549)	(1,245)
Other, net	(15)	320	(241)	(184)
Net cash used for investing activities	<u>(540)</u>	<u>(127)</u>	<u>(1,790)</u>	<u>(1,429)</u>
Financing activities				
Dividends paid	(73)	(64)	(220)	(192)
Purchase of BNSF common stock	(215)	(133)	(590)	(575)
Proceeds from stock options exercised	12	66	99	193
Other, net	50	(364)	199	(141)
Net cash used for financing activities	<u>(226)</u>	<u>(495)</u>	<u>(512)</u>	<u>(715)</u>
Increase (decrease) in cash and cash equivalents	11	195	9	(48)
Cash and cash equivalents:				
Beginning of period	<u>73</u>	<u>79</u>	<u>75</u>	<u>322</u>
End of period	<u>\$ 84</u>	<u>\$ 274</u>	<u>\$ 84</u>	<u>\$ 274</u>

Burlington Northern Santa Fe Corporation
Operating Statistics

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2006	2005	2006	2005
Cars/units (in thousands)	2,760	2,570	7,960	7,443
Average revenues per car/unit	\$ 1,382	\$ 1,252	\$ 1,354	\$ 1,231
Revenue ton miles (in millions)	165,073	151,419	479,915	444,341
Gross ton miles (in millions)	287,318	269,596	837,429	790,138
RTM/GTM	0.57	0.56	0.57	0.56
Freight revenue/thousand RTM	\$ 23.11	\$ 21.25	\$ 22.45	\$ 20.61
Operating expense/thousand RTM	\$ 18.29	\$ 16.77	\$ 17.77	\$ 16.46
Freight revenue/thousand GTM	\$ 13.28	\$ 11.94	\$ 12.87	\$ 11.59
Operating expense/thousand GTM	\$ 10.51	\$ 9.42	\$ 10.18	\$ 9.26
Compensation and benefits/thousand GTM	\$ 3.39	\$ 3.34	\$ 3.37	\$ 3.29
Average employees	41,864	39,923	41,461	39,292
Period end employees	41,967	40,244	41,967	40,244
Thousand RTM/average employee	3,943	3,793	11,575	11,309
Thousand GTM/average employee	6,863	6,753	20,198	20,109
Gallons of fuel used (in millions)	370	349	1,100	1,043
Average price per gallon of fuel (a)	\$ 2.12	\$ 1.43	\$ 1.84	\$ 1.30
GTM/gallon of fuel	777	772	761	758
Freight train miles (in millions)	44	42	130	125
GTM/freight train hours (in thousands)	123	120	122	122
Route miles operated	31,910	32,181	31,910	32,181

(a) Includes handling, taxes and hedge effect.

Burlington Northern Santa Fe Corporation
Revenue Statistics by Commodity

Revenues (in millions)	Three Months			Nine Months		
	Ended September 30,		Percent Change	Ended September 30,		Percent Change
	2006	2005		2006	2005	
Intermodal	\$ 1,343	\$ 1,133	18.5 %	\$ 3,698	\$ 3,130	18.1 %
Automotive	112	97	15.5	345	293	17.7
Other Consumer Products	120	101	18.8	331	279	18.6
Total Consumer Products	1,575	1,331	18.3	4,374	3,702	18.2
Industrial Products	871	743	17.2	2,481	2,108	17.7
Coal	748	622	20.3	2,141	1,811	18.2
Agricultural Products	621	522	19.0	1,780	1,539	15.7
Total freight revenue	3,815	3,218	18.6	10,776	9,160	17.6
Other revenue	124	99	25.3	327	277	18.1
Total revenues	\$ 3,939	\$ 3,317	18.8 %	\$ 11,103	\$ 9,437	17.7 %
Cars/units (in thousands)						
Intermodal	1,380	1,281	7.7 %	3,920	3,640	7.7 %
Automotive	40	41	(2.4)	130	131	(0.8)
Other Consumer Products	50	52	(3.8)	147	148	(0.7)
Total Consumer Products	1,470	1,374	7.0	4,197	3,919	7.1
Industrial Products	416	399	4.3	1,215	1,182	2.8
Coal	628	570	10.2	1,822	1,660	9.8
Agricultural Products	246	227	8.4	726	682	6.5
Total cars/units	2,760	2,570	7.4 %	7,960	7,443	6.9 %
Average revenue per car/unit						
Intermodal	\$ 973	\$ 884	10.1 %	\$ 943	\$ 860	9.7 %
Automotive	2,800	2,366	18.3	2,654	2,237	18.6
Other Consumer Products	2,400	1,942	23.6	2,252	1,885	19.5
Total Consumer Products	1,071	969	10.5	1,042	945	10.3
Industrial Products	2,094	1,862	12.5	2,042	1,783	14.5
Coal	1,191	1,091	9.2	1,175	1,091	7.7
Agricultural Products	2,524	2,300	9.7	2,452	2,257	8.6
Average revenue per car/unit	\$ 1,382	\$ 1,252	10.4 %	\$ 1,354	\$ 1,231	10.0 %
Revenue ton miles (in millions)						
Intermodal	33,663	30,469	10.5 %	96,141	89,719	7.2 %
Automotive	1,379	1,364	1.1	4,402	4,265	3.2
Other Consumer Products	3,656	3,673	(0.5)	10,562	10,370	1.9
Total Consumer Products	38,698	35,506	9.0	111,105	104,354	6.5
Industrial Products	28,374	27,322	3.9	84,471	80,184	5.3
Coal	69,920	62,362	12.1	201,120	180,241	11.6
Agricultural Products	28,081	26,229	7.1	83,219	79,562	4.6
Total revenue ton miles	165,073	151,419	9.0 %	479,915	444,341	8.0 %
Freight revenue per thousand ton miles						
Intermodal	\$ 39.90	\$ 37.19	7.3 %	\$ 38.46	\$ 34.89	10.2 %
Automotive	81.22	71.11	14.2	78.37	68.70	14.1
Other Consumer Products	32.82	27.50	19.3	31.34	26.90	16.5
Total Consumer Products	40.70	37.49	8.6	39.37	35.48	11.0
Industrial Products	30.70	27.19	12.9	29.37	26.29	11.7
Coal	10.70	9.97	7.3	10.65	10.05	6.0
Agricultural Products	22.11	19.90	11.1	21.39	19.34	10.6
Freight revenue per thousand ton miles	\$ 23.11	\$ 21.25	8.8 %	\$ 22.45	\$ 20.61	8.9 %

Burlington Northern Santa Fe Corporation
Capital Expenditures and Track Maintenance

	Three Months		Nine Months	
	Ended September 30,		Ended September 30,	
	2006	2005	2006	2005
Capital expenditures (in millions)				
Maintenance of way				
Rail	\$ 95	\$ 64	\$ 251	\$ 170
Ties	91	72	245	224
Surfacing	67	53	169	136
Other	99	90	303	259
Total maintenance of way	<u>352</u>	<u>279</u>	<u>968</u>	<u>789</u>
Mechanical	26	32	111	94
Information services	12	16	46	50
Other	22	28	83	69
Total maintenance of business	<u>412</u>	<u>355</u>	<u>1,208</u>	<u>1,002</u>
Terminal and line expansion	<u>113</u>	<u>92</u>	<u>341</u>	<u>243</u>
Total capital expenditures	<u>\$ 525</u>	<u>\$ 447</u>	<u>\$ 1,549</u>	<u>\$ 1,245</u>
Track maintenance				
Track miles of rail laid				
Maintenance of business	206	149	559	397
Expansion projects	<u>51</u>	<u>51</u>	<u>111</u>	<u>129</u>
Total	<u>257</u>	<u>200</u>	<u>670</u>	<u>526</u>
Cross ties inserted (thousands)				
Maintenance of business	796	798	2,107	2,222
Expansion projects	<u>94</u>	<u>113</u>	<u>287</u>	<u>303</u>
Total	<u>890</u>	<u>911</u>	<u>2,394</u>	<u>2,525</u>
Track resurfaced (miles)	<u>3,665</u>	<u>4,265</u>	<u>10,407</u>	<u>10,249</u>