Perspective

- Role in the Supply Chain
- A Growth Platform for International Forwarders
- The Asia / BNSF Connection
Rail’s Role in the Supply Chain
A Key Link in the U.S. Supply Chain

• BNSF is a global leader in intermodal transportation

• Through partnerships with ocean carriers and trucking companies, we connect manufacturers and retailers to their markets
BNSF at a Glance

32,000
route miles

40+
ports served

~40,000
employees
Network Alignment

BNSF’s corridors align with the major U.S. demand centers.
### North America Intermodal Leader

#### Year-Over-Year % Change and Total Units Handled (Thousands)

<table>
<thead>
<tr>
<th>Railroad</th>
<th>% Change</th>
<th>Total Units Handled (Thousands)</th>
</tr>
</thead>
<tbody>
<tr>
<td>BNSF</td>
<td>3.0%</td>
<td>7,000</td>
</tr>
<tr>
<td>UP</td>
<td>0.0%</td>
<td>8,000</td>
</tr>
<tr>
<td>NS</td>
<td>-0.4%</td>
<td>5,000</td>
</tr>
<tr>
<td>CSXT</td>
<td>-0.1%</td>
<td>4,000</td>
</tr>
<tr>
<td>CN</td>
<td>3.6%</td>
<td>3,000</td>
</tr>
<tr>
<td>CP</td>
<td>3.4%</td>
<td>2,000</td>
</tr>
<tr>
<td>KCS</td>
<td>1.5%</td>
<td>1,000</td>
</tr>
</tbody>
</table>

Through 9/22/2012

Source: Association of American Railroads (AAR); CS54 Data thru 9/22/2012
Channel Partners – Ocean Carriers
Channel Partners – Motor Carriers
Cargo Owners Rely on BNSF
A Growth Platform for International Freight Forwarders
Collaboration for Cargo Growth

Planning Your Shipment
  • Intermodal Rules & Policies Guide
  • Load and Ride Solutions (LARS)

Forwarder Visibility Is Key
  • Award-winning website – bnsf.com
  • Mobile Technology

Use Our International Experts
Growth Solutions for Load-Load

Colloborate with BNSF on Import and Export Strategies
Secure Your Visibility for Advantages

BNSF Forwarders offers industry-leading technology

- Web-based tools
- Mobile connectivity
Speed Advantage

- Pacific Northwest to Denver: 4 days
- Denver to Kansas City: 4 days
- Kansas City to Chicago: 4 days
- Chicago to St. Paul: 4 days
- St. Paul to New York: 6 days
- Northern California to Salt Lake City: 5 days
- Salt Lake City to Denver: 4 days
- Denver to Houston: 5 days
- Houston to Memphis: 5 days
- Memphis to Atlanta: 6 days
- Southern California to Arizona: 5 days
Service Advantage

Intermodal On-Time Performance

90% On-time performance

INTERNATIONAL-OTP

IBU-3 Yr Monthly Avg.
Industry’s Fastest Inland Service

ASIA AND INLAND NORTH AMERICA
JUST GOT A WHOLE LOT CLOSER.

Introducing Flagship routes that deliver seamless, non-stop service and fixed-day arrivals.

From the moment it’s loaded at its origin, you’ll know exactly when your cargo will arrive, and you can count on it to be delivered on time, every time. It’s a new level of dependability that eliminates the need for tracking and high inventory safety stocks, and increases supply chain efficiencies. We’re changing the way we do business — to improve yours.

To see how Flagship Service can impact your business, visit howwemoveyou.com

New Direct Asia To US Inland Service:
Chicago • Memphis • Dallas • Houston • Northwest Ohio
Leader in Intermodal Facilities

Logistics Park Chicago
Opened 2003

Memphis
Opened 2009

Logistics Park
Kansas City
Opening Fall 2013

SCIG
Opening 2016

LPKC photo courtesy of HDR
$37 Billion Invested Over Last 12 Years*

*2000 - 2012
The Asia / BNSF Connection
BNSF Railway and China

BNSF’s Role in China

• Strengthening existing partnerships with key stakeholders
• Developing new growth opportunities
• Providing direct customer service
• Connecting China growth strategy with North American markets
The BNSF Intermodal Advantage

Not all intermodal services are the same
BNSF is the industry leader offering valuable differences to help you grow:

• Industry leadership
• A range of products & services
• Collaboration for growth
• Flexible, Reliable and Visible
International Forwarders Key Contacts

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