First Half 2004 BNSF Freight Revenue

Total Freight Revenue: $5,085

- Consumer Products: $1,967 (39%)
- Industrial Products: $1,183 (23%)
- Agricultural Products: $862 (17%)
- Coal: $1,073 (21%)

$ Millions, and % of Total
First Half 2004 BNSF Freight Revenue

Agricultural Products

<table>
<thead>
<tr>
<th>Product</th>
<th>$ Millions</th>
<th>% of Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wheat</td>
<td>$207</td>
<td>24%</td>
</tr>
<tr>
<td>Bulk Foods</td>
<td>$128</td>
<td>15%</td>
</tr>
<tr>
<td>Fertilizer</td>
<td>$108</td>
<td>13%</td>
</tr>
<tr>
<td>Soybeans</td>
<td>$32</td>
<td>4%</td>
</tr>
<tr>
<td>Corn</td>
<td>$199</td>
<td>23%</td>
</tr>
<tr>
<td>Other</td>
<td>$188</td>
<td>21%</td>
</tr>
</tbody>
</table>

Total Agricultural Products: $862
BNSF Service Portfolio

- Consistent and cost-effective service for larger quantities
  - One boxcar holds about 3 truckloads
- Preferred method for connecting lower-volume markets
BNSF Service Portfolio

- Combines long-haul economics with flexibility of truck
- Ideal for larger quantities (3 or more truckloads) moving more than 400 miles
- Origin/destination does not need to be directly rail served. Used for boxcar to container transfer at Ports.
BNSF Service Portfolio

- Ideal for time-sensitive freight moving 1,000 miles
- Ideal for Truckload quantities
- Works best in markets with large concentrated volumes - inefficient in lower-volume markets.
Intermodal Cargo Flow

Trailing Ton Miles (000s)

- BNSF
- 50,000
- 25,000
- 12,500
BNSF iPower

If the shipper provides BNSF with the data, BNSF can drill down to individual bag or pallet level

- Up to 400 USNs per load

- Shipper can group bags by distribution batch

- Benefit: shippers can trace based on their product identifiers, not railroad’s information

- Applies to both carload and intermodal