

## BNSF's Fourth Quarter 2025 Financial Performance

Statement of Income (in millions)	Q4 - 2025	Q4 - 2024	Q/Q % Change	2025 YTD	2024 YTD	Y/Y % Change
Total revenues	\$ 5,976	\$ 6,134	(3)%	\$ 23,421	\$ 23,437	— %
Operating expenses	3,902	4,260	(8)%	15,366	15,965	(4)%
Operating income	2,074	1,874	11 %	8,055	7,472	8 %
Income tax expense and other	727	596	22 %	2,579	2,441	6 %
Net income	\$ 1,347	\$ 1,278	5 %	\$ 5,476	\$ 5,031	9 %
Operating ratio (a)	65.2 %	69.4 %		65.5 %	68.0 %	

Source: Amounts derived from the GAAP results in the Burlington Northern Santa Fe, LLC Forms 10-K and 10-Q for the periods ended December 31, 2025 and September 30, 2025, respectively. Fourth-quarter amounts are calculated as the difference between YTD December and YTD September amounts.

(a) Operating ratio excludes impacts of BNSF Logistics.

### Volumes and Revenues

Total revenues for the fourth quarter decreased 3% and were relatively unchanged for the full year 2025 compared with the same periods in 2024. The fourth quarter decrease was primarily due to a 4% decline in unit volumes, partially offset by a 2% increase in average revenue per car/unit resulting from higher yield. Revenues for the full year reflected a 1% decline in average revenue per car/unit resulting from lower fuel surcharge and unfavorable business mix, partially offset by higher yield. Revenue changes also resulted from the following:

- Consumer Products volumes decreased 6% and increased 1%, respectively, for the fourth quarter and full year 2025 compared with the same periods in 2024. The volume decrease during the fourth quarter was primarily due to lower intermodal shipments impacted by the global market environment and excess capacity in the trucking market. The full year increase was primarily due to higher intermodal shipments resulting from higher west coast imports and a new intermodal customer, and an increase in automotive volume from higher vehicle production.
- Agricultural and Energy Products volumes increased 5% and 2%, respectively, for the fourth quarter and full year 2025 compared with the same periods in 2024. The volume increase during the fourth quarter was primarily due to higher grain exports and domestic shipments and petroleum fuels, partially offset by lower volumes of soybean shipments. The full year increase was primarily due to higher grain exports and petroleum fuel shipments, partially offset by lower domestic grain and feed shipments.
- Industrial Products volumes decreased 7% and 5%, respectively, for the fourth quarter and full year 2025 compared with the same periods in 2024. The volume decreases were primarily due to lower demand for construction products and lower shipments in plastics and petroleum products.
- Coal volumes decreased 6% and increased 1%, respectively, for the fourth quarter and the full year 2025 compared with the same periods in 2024. The volume decrease during the fourth quarter was primarily due to plant retirements and mine production challenges. The full year increase was primarily due to the competitive effects of higher natural gas prices.

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

Business Unit	Q4 - 2025	Q4 - 2024	Q/Q % Change	2025 YTD	2024 YTD	Y/Y % Change
<b>Revenues (in millions)</b>						
Consumer Products	\$ 2,070	\$ 2,222	(7)%	\$ 8,196	\$ 8,435	(3)%
Agricultural and Energy Products <sup>a</sup>	1,750	1,711	2 %	6,560	6,358	3 %
Industrial Products <sup>a</sup>	1,237	1,261	(2)%	5,019	5,097	(2)%
Coal	772	775	— %	3,017	2,943	3 %
<b>Total Freight Revenues</b>	<b>\$ 5,829</b>	<b>\$ 5,969</b>	<b>(2)%</b>	<b>\$ 22,792</b>	<b>\$ 22,833</b>	<b>— %</b>
Other Revenues	147	165	(11)%	629	604	4 %
<b>Total Operating Revenues</b>	<b>\$ 5,976</b>	<b>\$ 6,134</b>	<b>(3)%</b>	<b>\$ 23,421</b>	<b>\$ 23,437</b>	<b>— %</b>
<b>Volumes (in thousands)</b>						
Consumer Products	1,407	1,493	(6)%	5,601	5,537	1 %
Agricultural and Energy Products <sup>a</sup>	378	360	5 %	1,421	1,399	2 %
Industrial Products <sup>a</sup>	338	363	(7)%	1,382	1,448	(5)%
Coal	307	327	(6)%	1,218	1,205	1 %
<b>Total Volumes</b>	<b>2,430</b>	<b>2,543</b>	<b>(4)%</b>	<b>9,622</b>	<b>9,589</b>	<b>— %</b>
<b>Average Revenue per Car/Unit</b>						
Consumer Products	\$ 1,471	\$ 1,488	(1)%	\$ 1,463	\$ 1,523	(4)%
Agricultural and Energy Products <sup>a</sup>	4,630	4,753	(3)%	4,616	4,545	2 %
Industrial Products <sup>a</sup>	3,660	3,474	5 %	3,632	3,520	3 %
Coal	2,515	2,370	6 %	2,477	2,442	1 %
<b>Total Freight Revenues per Car/Unit</b>	<b>\$ 2,399</b>	<b>\$ 2,347</b>	<b>2 %</b>	<b>\$ 2,369</b>	<b>\$ 2,381</b>	<b>(1)%</b>

Source: Amounts derived from the GAAP results in the Burlington Northern Santa Fe, LLC Forms 10-K and 10-Q for the periods ended December 31, 2025 and September 30, 2025. Fourth-quarter revenues and volumes are calculated as the difference between YTD December and YTD September amounts.

<sup>a</sup> Prior year numbers have been recast to conform to the current year presentation based on internal reorganization of business groups.

## Expenses

Operating expenses decreased 8% and 4%, respectively, for the fourth quarter and the full year 2025 compared with the same periods in 2024. A significant portion of the changes are due to the following factors:

- Compensation and benefits expense decreased 21% and 6% in the fourth quarter and full year 2025, respectively, compared to the same periods in 2024. The decreases were primarily due to a one-time payment of approximately \$290 million included in the agreement with the SMART-TD labor union in December 2024 that allowed BNSF the ability to redeploy brakepersons to conductors and engineers, as well as increased employee productivity, partially offset by wage inflation.
- Fuel expense decreased 3% and 8% in the fourth quarter and full year 2025, respectively, compared with the same periods in 2024. The decrease during the fourth quarter was primarily due to improved fuel efficiency, partially offset by higher average fuel prices. The full year decline was primarily due to lower average fuel prices and improved fuel efficiency. Locomotive fuel price per gallon increased 5% and decreased 6% in the fourth quarter and full year 2025, respectively, compared to the same periods in 2024.
- Depreciation and amortization expense increased 5% and 4% in the fourth quarter and full year 2025, respectively, compared with the same periods in 2024. The increase was primarily due to a larger asset base.

- Materials and other expense decreased 2% and 13% in the fourth quarter and full year 2025, respectively, compared to the same periods in 2024. The decrease during the fourth quarter and full year 2025 was primarily due to ongoing cost management efforts, as well as lower litigation accruals for the full year.
- Income tax expense increased 32% and 5% in the fourth quarter and full year 2025, respectively, compared to the same periods in 2024. The increases were primarily due to higher pre-tax income and an unfavorable state return to provision adjustment as a result of apportionment rates after return time, partially offset by the favorable law change in Kansas. The effective tax rate was 23.7% and 24.3% for the years ended December 31, 2025 and 2024, respectively. The effective tax rate decreased due to lower deferred state tax expense arising from changes in enacted rates during the second quarter of 2025.
- There were no significant changes in purchased services, equipment rents, interest expense or other (income) expense, net.

Operating Expenses (in millions)	Q4 - 2025	Q4 - 2024	Q/Q % Change	2025 YTD	2024 YTD	Y/Y % Change
Compensation and benefits	\$ 1,372	\$ 1,732	(21)%	\$ 5,531	\$ 5,872	(6)%
Fuel	\$ 771	\$ 792	(3)%	\$ 3,011	\$ 3,267	(8)%
Depreciation and amortization	\$ 692	\$ 660	5 %	\$ 2,737	\$ 2,635	4 %
Purchased services	\$ 562	\$ 558	1 %	\$ 2,168	\$ 2,086	4 %
Equipment rents	\$ 176	\$ 183	(4)%	\$ 709	\$ 715	(1)%
Materials and other	\$ 329	\$ 335	(2)%	\$ 1,210	\$ 1,390	(13)%
<b>Total Operating Expenses</b>	<b>\$ 3,902</b>	<b>\$ 4,260</b>	<b>(8)%</b>	<b>\$ 15,366</b>	<b>\$ 15,965</b>	<b>(4)%</b>

Source: Amounts derived from the GAAP results in the Burlington Northern Santa Fe, LLC Forms 10-K and 10-Q for the periods ended December 31, 2025 and September 30, 2025, respectively. Fourth-quarter amounts are calculated as the difference between YTD December and YTD September amounts.

## Capital Activities

BNSF's 2025 capital program was \$3.8 billion, which included activities that supported our efficiency and long-term growth objectives while ensuring we maintained a safe and reliable railroad.

The 2026 planned capital program is \$3.6 billion. The 2026 capital program continues to demonstrate our dedication to handle the anticipated needs of our customers while operating a safe and reliable network.

The largest component of the 2026 capital program, \$2.83 billion, is devoted to maintenance which ensures BNSF's network remains in top condition. Investing in BNSF's existing infrastructure results in fewer unscheduled service outages that can slow down the rail network and reduce capacity. Maintenance projects include replacing and upgrading rail, track infrastructure like ballast and rail ties, and maintaining rolling stock. It will consist of 13,100 miles of track surfacing and/or undercutting work and the replacement of approximately 2.5 million rail ties and 409 miles of rail.

\$358 million of the 2026 capital program will be for expansion and efficiency projects, adding to the more than \$2.6 billion invested in expansion projects over the past five years. The expansion plans support BNSF customer growth by continuing to invest in facility and line expansion projects that will increase network capacity and efficiency. Major facility projects include completing property acquisitions and continuing development activities for the planned Barstow International Gateway project in California and continuing development and starting construction activities for a future intermodal facility in the Phoenix, Arizona area. Major line expansion projects include track expansions at our Galesburg, IL and Winslow, AZ yards to increase switching capacity supporting network service performance and asset productivity initiatives.

\$421 million of the 2026 capital program is for equipment acquisitions.