BNSF's Third Quarter 2026 Financial Performance: Volumes, Revenues and Expenses

Statement of Income (in millions)	Q3 - 2026	Q3 - 2025	Q/Q % Change	2026 YTD	2025 YTD	Y/Y % Change
Total revenues	$ 6,887	$ 6,010	15 %	$ 19,434	$ 17,445	11 %
Operating expenses	4,407	3,862	14 %	12,638	11,464	10 %
Operating income	2,480	2,148	16 %	6,796	5,981	14 %
Income tax expense and other	751	699	7 %	2,132	1,852	15 %
Net income	$ 1,729	$ 1,449	19 %	$ 4,664	$ 4,129	13 %
Operating ratio (a)	63.9 %	64.1 %		64.9 %	65.6 %	

Source: Amounts derived from the GAAP results in the Burlington Northern Santa Fe, LLC Forms 10-Q for the period ended September 30, 2026.

(a) Operating ratio excludes impacts of BNSF Logistics.

Volumes and Revenues

Operating income for the third quarter and first nine months of 2026 was $2.5 billion and $6.8 billion, respectively, an increase of $332M (16%) and $815M (14%), respectively, compared to the same periods in 2025.

Total revenues for the third quarter and first nine months of 2026 increased 15% and 11% compared with the same periods in 2025. Volumes increased 4% and in both the third quarter and the first nine months of 2026 compared to 2025. Average revenue per car/unit increased 11% in the third quarter and 7% first nine months of 2026 resulting from higher fuel surcharge revenue and higher yield. Revenue changes also resulted from the following:

- Consumer Products volumes increased 6% and 5%, respectively, in the third quarter and first nine months of 2026 compared with the same periods in 2025, primarily due to higher intermodal shipments resulting from higher west coast imports and tightening truck capacity.
- Agricultural and Energy Products volumes increased 8% and 11%, respectively, in the third quarter and first nine months of 2026 compared with the same periods in 2025, primarily due to higher grain shipments, petroleum fuels, and oilseeds and meals.
- Industrial Products volumes increased by 4% and 2%, respectively, in the third quarter and first nine months of 2026 compared with the same periods in 2025, primarily due to higher steel, aggregates, minerals and cement shipments.
- Coal volumes decreased by 8% and 6%, respectively, in the third quarter and first nine months of 2026 compared with the same periods in 2025, primarily due to plant retirements and lower demand attributable to lower natural gas prices.

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

Business Unit	Q3 - 2026	Q3 - 2025	Q/Q % Change	2026 YTD	2025 YTD	Y/Y % Change
Revenues (in millions)						
Consumer Products	$ 2,470	$ 2,121	16 %	$ 6,889	$ 6,126	12 %
Agricultural and Energy Products	1,935	1,628	19 %	5,639	4,810	17 %
Industrial Products	1,490	1,293	15 %	4,125	3,782	9 %
Coal	811	795	2 %	2,275	2,245	1 %
Total Freight Revenues	**$ 6,706**	**$ 5,837**	**15 %**	**$ 18,928**	**$ 16,963**	**12 %**
Other Revenues	181	173	5 %	506	482	5 %
Total Operating Revenues	**$ 6,887**	**$ 6,010**	**15 %**	**$ 19,434**	**$ 17,445**	**11 %**
Volumes (in thousands)						
Consumer Products	1,557	1,474	6 %	4,421	4,194	5 %
Agricultural and Energy Products	379	350	8 %	1,152	1,043	11 %
Industrial Products	376	362	4 %	1,067	1,044	2 %
Coal	295	322	(8)%	854	911	(6)%
Total Volumes	**2,607**	**2,508**	**4 %**	**7,494**	**7,192**	**4 %**
Average Revenue per Car/Unit						
Consumer Products	$ 1,586	$ 1,439	10 %	$ 1,558	$ 1,461	7 %
Agricultural and Energy Products	5,106	4,651	10 %	4,895	4,612	6 %
Industrial Products	3,963	3,572	11 %	3,866	3,623	7 %
Coal	2,749	2,469	11 %	2,664	2,464	8 %
Total Freight Revenue per Car/Unit	**$ 2,572**	**$ 2,327**	**11 %**	**$ 2,526**	**$ 2,359**	**7 %**

Source: Amounts derived from the GAAP results in the Burlington Northern Santa Fe, LLC Form 10-Q for the period ended September 30, 2026 and June 30, 2026. Third-quarter volumes are calculated as the difference between YTD September and YTD June amounts.

Expenses

Operating expenses for the third quarter and first nine months of 2026 increased 14% and 10%, respectively, compared with the same periods in 2025. A significant portion of the increase is due to the following factors:

- Compensation and benefits expense increased less than 1% in both in the third quarter and first nine months of 2026, respectively, compared to the same periods in 2025. The increases from wage inflation were almost fully offset by improved employee productivity.
- Fuel expense increased 61% and 42% in the third quarter and first nine months of 2026, respectively, compared to the same periods in 2025, primarily due to higher average fuel prices and higher volume, partially offset by increased fuel efficiency.
- Materials and other expense increased 7% in the third quarter and 10% in the first nine months of 2026, compared to the same periods in 2025. The increases were primarily due to higher volume and increased litigation and casualty-related expenses.
- Income tax expense increased 16% and 24% in the third quarter and first nine months of 2026, respectively, compared to the same periods in 2025, primarily due to higher operating income along with changes in enacted rates in the prior year.
- There were no significant changes in depreciation and amortization expense, purchased services expense, or equipment rents expense.

Operating Expenses (in millions)	Q3 - 2026	Q3 - 2025	Q/Q % Change	2026 YTD	2025 YTD	Y/Y % Change
Compensation and benefits	$ 1,411	$ 1,400	1 %	$ 4,183	$ 4,159	1 %
Purchased services	570	552	3 %	1,659	1,606	3 %
Depreciation and amortization	707	687	3 %	2,104	2,045	3 %
Fuel	1,240	772	61 %	3,181	2,240	42 %
Equipment rents	188	180	4 %	545	533	2 %
Materials and other	291	271	7 %	966	881	10 %
Total Operating Expenses	**$ 4,407**	**$ 3,862**	**14 %**	**$ 12,638**	**$ 11,464**	**10 %**

Source: Amounts derived from the GAAP results in the Burlington Northern Santa Fe, LLC Form 10-Q for the period ended September 30, 2026.