

UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549

**FORM 10-Q**

(Mark One)

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
For the quarterly period ended September 30, 2017

OR

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934  
For the transition period from \_\_\_\_\_ to \_\_\_\_\_

Commission file number 1-11535



**BURLINGTON NORTHERN SANTA FE, LLC**

(Exact name of registrant as specified in its charter)

**Delaware**  
(State or other jurisdiction  
of incorporation or organization)

**27-1754839**  
(I.R.S. Employer  
Identification No.)

**2650 Lou Menk Drive**  
**Fort Worth, Texas**  
(Address of principal executive offices)

**76131-2830**  
(Zip Code)

**(800) 795-2673**  
(Registrant's telephone number, including area code)

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days.

Yes  No

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit and post such files).

Yes  No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer  Accelerated filer  Non-accelerated filer  Smaller reporting company  Emerging growth company

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act).

Yes  No

Registrant meets the conditions set forth in General Instruction H (1) (a) and (b) of Form 10-Q and is therefore filing this Form 10-Q with the reduced disclosure format permitted by General Instruction H (2).

## Table of Contents

<i>PART I</i>	<i>FINANCIAL INFORMATION</i>	<i>PAGE</i>
<a href="#"><u>Item 1.</u></a>	<a href="#"><u>Financial Statements</u></a>	<a href="#"><u>3</u></a>
<a href="#"><u>Item 2.</u></a>	<a href="#"><u>Management’s Narrative Analysis of Results of Operations</u></a>	<a href="#"><u>21</u></a>
<a href="#"><u>Item 4.</u></a>	<a href="#"><u>Controls and Procedures</u></a>	<a href="#"><u>24</u></a>
<i>PART II</i>	<i>OTHER INFORMATION</i>	
<a href="#"><u>Item 1.</u></a>	<a href="#"><u>Legal Proceedings</u></a>	<a href="#"><u>25</u></a>
<a href="#"><u>Item 6.</u></a>	<a href="#"><u>Exhibits</u></a>	<a href="#"><u>26</u></a>
<a href="#"><u>Signatures</u></a>		<a href="#"><u>S-1</u></a>

**PART I  
FINANCIAL INFORMATION**

**Item 1. Financial Statements.**

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES  
CONSOLIDATED STATEMENTS OF INCOME  
(In millions)  
(Unaudited)**

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2017	2016	2017	2016
Revenues	\$ 5,314	\$ 5,167	\$ 15,749	\$ 14,519
Operating expenses:				
Compensation and benefits	1,160	1,193	3,685	3,535
Purchased services	608	562	1,843	1,789
Fuel	595	533	1,777	1,359
Depreciation and amortization	591	534	1,756	1,584
Equipment rents	193	198	585	570
Materials and other	214	267	769	810
Total operating expenses	3,361	3,287	10,415	9,647
Operating income	1,953	1,880	5,334	4,872
Interest expense	253	250	761	744
Other (income) expense, net	(10)	(3)	(19)	(1)
Income before income taxes	1,710	1,633	4,592	4,129
Income tax expense	668	613	1,754	1,553
Net income	\$ 1,042	\$ 1,020	\$ 2,838	\$ 2,576

See accompanying Notes to Consolidated Financial Statements.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME**  
(In millions)  
(Unaudited)

	<b>Three Months Ended September 30,</b>		<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
Net income	\$ 1,042	\$ 1,020	\$ 2,838	\$ 2,576
<b>Other comprehensive income:</b>				
Change in Pension and Retiree Health and Welfare benefits, net of tax	—	(1)	(1)	(1)
Change in accumulated other comprehensive income (loss) of equity method investees	—	—	(1)	(1)
Other comprehensive income (loss), net of tax	—	(1)	(2)	(2)
<b>Total comprehensive income</b>	<b>\$ 1,042</b>	<b>\$ 1,019</b>	<b>\$ 2,836</b>	<b>\$ 2,574</b>

See accompanying Notes to Consolidated Financial Statements.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**  
**CONSOLIDATED BALANCE SHEETS**  
(In millions)  
(Unaudited)

	September 30, 2017	December 31, 2016
<b>ASSETS</b>		
Current assets:		
Cash and cash equivalents	\$ 3,306	\$ 3,218
Accounts receivable, net	1,370	1,272
Materials and supplies	807	825
Other current assets	226	235
Total current assets	5,709	5,550
Property and equipment, net of accumulated depreciation of \$8,293 and \$6,130, respectively	61,967	61,250
Goodwill	14,845	14,845
Intangible assets, net	403	430
Other assets	2,107	2,047
Total assets	\$ 85,031	\$ 84,122
<b>LIABILITIES AND EQUITY</b>		
Current liabilities:		
Accounts payable and other current liabilities	\$ 3,354	\$ 3,438
Long-term debt due within one year	735	735
Total current liabilities	4,089	4,173
Long-term debt	21,796	21,309
Deferred income taxes	20,294	19,866
Casualty and environmental liabilities	526	584
Intangible liabilities, net	495	567
Pension and retiree health and welfare liability	311	321
Other liabilities	1,137	1,130
Total liabilities	48,648	47,950
Commitments and contingencies (see Notes 6 and 7)		
Equity:		
Member's equity	36,266	36,053
Accumulated other comprehensive income	117	119
Total equity	36,383	36,172
Total liabilities and equity	\$ 85,031	\$ 84,122

See accompanying Notes to Consolidated Financial Statements.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CASH FLOWS**  
(In millions)  
(Unaudited)

	Nine Months Ended September 30,	
	2017	2016
<b>OPERATING ACTIVITIES</b>		
Net income	\$ 2,838	\$ 2,576
Adjustments to reconcile net income to net cash provided by operating activities:		
Depreciation and amortization	1,756	1,584
Deferred income taxes	426	906
Long-term casualty and environmental liabilities, net	(63)	(33)
Other, net	(133)	(98)
Changes in current assets and liabilities:		
Accounts receivable, net	(99)	(75)
Materials and supplies	18	35
Other current assets	11	(288)
Accounts payable and other current liabilities	14	392
Net cash provided by operating activities	4,768	4,999
<b>INVESTING ACTIVITIES</b>		
Capital expenditures excluding equipment	(2,107)	(2,392)
Acquisition of equipment	(280)	(493)
Purchases of investments and investments in time deposits	(9)	(5)
Proceeds from sales of investments and maturities of time deposits	25	24
Other, net	(204)	(308)
Net cash used for investing activities	(2,575)	(3,174)
<b>FINANCING ACTIVITIES</b>		
Proceeds from issuance of long-term debt	1,250	750
Payments on long-term debt	(710)	(266)
Cash distributions	(2,625)	(1,750)
Other, net	(20)	(13)
Net cash used for financing activities	(2,105)	(1,279)
Increase (decrease) in cash and cash equivalents	88	546
Cash and cash equivalents:		
Beginning of period	3,218	2,329
End of period	\$ 3,306	\$ 2,875
<b>SUPPLEMENTAL CASH FLOW INFORMATION</b>		
Interest paid, net of amounts capitalized	\$ 833	\$ 804
Capital investments accrued but not yet paid	\$ 147	\$ 121
Income taxes paid, net of refunds	\$ 1,193	\$ 297

See accompanying Notes to Consolidated Financial Statements.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**  
**CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY**  
**(In millions)**  
**(Unaudited)**

	<b>Member's Equity</b>	<b>Accumulated Other Comprehensive Income (Loss)</b>	<b>Total Equity</b>
Balance at December 31, 2016	\$ 36,053	\$ 119	\$ 36,172
Cash distributions	(2,625)	—	(2,625)
Comprehensive income (loss), net of tax	2,838	(2)	2,836
Balance at September 30, 2017	\$ 36,266	\$ 117	\$ 36,383

See accompanying Notes to Consolidated Financial Statements.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited)**

**1. Accounting Policies and Interim Results**

The Consolidated Financial Statements should be read in conjunction with Burlington Northern Santa Fe, LLC's Annual Report on Form 10-K for the year ended December 31, 2016, including the financial statements and notes thereto. Burlington Northern Santa Fe, LLC (BNSF) is a holding company that conducts no operating activities and owns no significant assets other than through its interests in its subsidiaries. The Consolidated Financial Statements include the accounts of BNSF and its majority-owned subsidiaries, all of which are separate legal entities (collectively, the Company). BNSF's principal operating subsidiary is BNSF Railway Company (BNSF Railway). All intercompany accounts and transactions have been eliminated.

On February 12, 2010, Berkshire Hathaway Inc., a Delaware corporation (Berkshire), acquired 100% of the outstanding shares of Burlington Northern Santa Fe Corporation common stock that it did not already own. The acquisition was completed through the merger (Merger) of a Berkshire wholly-owned merger subsidiary and Burlington Northern Santa Fe Corporation with the surviving entity renamed Burlington Northern Santa Fe, LLC. Earnings per share data is not presented because BNSF has only one holder of its membership interests.

The results of operations for any interim period are not necessarily indicative of the results of operations to be expected for the entire year. In the opinion of management, the unaudited financial statements reflect all adjustments (consisting of only normal recurring adjustments, except as disclosed) necessary for a fair statement of BNSF's consolidated financial position as of September 30, 2017, and the results of operations for the three and nine months ended September 30, 2017 and 2016.

**2. Accounts Receivable, Net**

Accounts receivable, net consists of freight and other receivables, reduced by an allowance for bill adjustments and uncollectible accounts, based upon expected collectibility. At September 30, 2017 and December 31, 2016, \$85 million and \$88 million, respectively, of such allowances had been recorded.

At September 30, 2017 and December 31, 2016, \$80 million and \$88 million, respectively, of accounts receivable were greater than 90 days old.

**3. Investments**

BNSF holds investments which are classified as trading securities and included in Other Assets on the balance sheet. The following table summarizes the fair value of investments held as of September 30, 2017 and December 31, 2016 (in millions):

	<b>September 30, 2017</b>	<b>December 31, 2016</b>
Debt securities	\$ 42	\$ 47
Equity securities	60	60
<b>Total</b>	<b>\$ 102</b>	<b>\$ 107</b>

The fair value measurements of BNSF's debt securities are based on Level 2 inputs and equity securities are based on Level 1 inputs, using a market approach. The following table presents gains and losses recognized in other (income) expense, net for the Company (in millions):

	<b>Three Months Ended September 30,</b>		<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
Gains	\$ 3	\$ 4	\$ 10	\$ 11
Losses	—	—	—	(4)
<b>Net Gain</b>	<b>\$ 3</b>	<b>\$ 4</b>	<b>\$ 10</b>	<b>\$ 7</b>

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)**
**4. Other Intangible Assets and Liabilities**

Intangible assets and liabilities were as follows (in millions):

	As of September 30, 2017		As of December 31, 2016	
	Gross Carrying Amount	Accumulated Amortization	Gross Carrying Amount	Accumulated Amortization
Intangible assets	\$ 661	\$ 258	\$ 661	\$ 231
Intangible liabilities	\$ 1,403	\$ 908	\$ 1,403	\$ 836

As of September 30, 2017 and December 31, 2016, intangible assets primarily consisted of franchise and customer assets. Intangible liabilities primarily consisted of customer and shortline contracts which were in an unfavorable position at the date of Merger.

Amortizable intangible assets and liabilities are amortized based on the estimated pattern in which the economic benefits are expected to be consumed or on a straight-line basis over their estimated economic lives.

Amortization of intangible assets and liabilities was as follows (in millions):

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2017	2016	2017	2016
Amortization of intangible assets	\$ 9	\$ 10	\$ 27	\$ 29
Amortization of intangible liabilities	\$ 24	\$ 25	\$ 72	\$ 75

Amortization of intangible assets and liabilities for the next five years is expected to approximate the following (in millions):

	Amortization of intangible assets	Amortization of intangible liabilities
Remainder of 2017	\$ 9	\$ 24
2018	\$ 33	\$ 90
2019	\$ 31	\$ 27
2020	\$ 31	\$ 26
2021	\$ 31	\$ 24

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)****5. Other Assets**

In July 2010, the Company entered into a low-income housing partnership (the Partnership) as the limited partner, holding a 99.9% interest in the Partnership. The Partnership is a variable interest entity (VIE), with the purpose of developing and operating low-income housing rental properties. Recovery of the Company's investment is accomplished through the utilization of low-income housing tax credits and the tax benefits of Partnership losses. The general partner, who holds a 0.1% interest in the Partnership, is an unrelated third party and is responsible for controlling and managing the business and financial operation of the Partnership. As the Company does not have the power to direct the activities that most significantly impact the Partnership's economic performance, the Company is not the primary beneficiary and therefore, does not consolidate the Partnership. The Company does not provide financial support to the Partnership that it was not previously contractually obligated to provide.

The Company has accounted for its investment in the Partnership using the effective yield method. The risk of loss of the Company's investment in the Partnership is considered low as an affiliate of the general partner has provided certain guarantees of tax credits and minimum annual returns. For the nine months ended September 30, 2017 and 2016, the Company recognized a reduction to income tax expense of \$26 million and \$31 million, respectively. The Company's maximum exposure to loss related to the Partnership is the unamortized investment balance. The following table provides information related to this Partnership (in millions):

	September 30, 2017	December 31, 2016
Unamortized investment balance classified as Other Assets	\$ 144	\$ 196
Maximum exposure to loss	\$ 144	\$ 196

Included within Other Assets are capitalized right-to-use fixed assets of \$933 million and \$895 million, and related accumulated amortization of \$281 million and \$265 million, at September 30, 2017 and December 31, 2016, respectively.

**6. Debt****Notes and Debentures**

In March 2017, BNSF issued \$500 million of 3.25 percent debentures due June 15, 2027 and \$750 million of 4.125 percent debentures due June 15, 2047. The net proceeds from the sale of the debentures will be used for general corporate purposes, which may include but are not limited to working capital, capital expenditures, repayment of outstanding indebtedness and distributions.

In March 2017, the Board of Managers (the Board) of the Company authorized an additional \$1.5 billion of debt securities that may be issued pursuant to the debt shelf registration statement filed with the Securities and Exchange Commission (SEC), for a total of \$1.75 billion that remains authorized by the Board to be issued through the SEC debt shelf offering process.

The Company is required to maintain certain financial covenants in conjunction with \$500 million of certain issued and outstanding junior subordinated notes. As of September 30, 2017, the Company was in compliance with these financial covenants. In the event of non-compliance, the Company would be required to pay any accrued and unpaid interest.

**Fair Value of Debt Instruments**

At September 30, 2017 and December 31, 2016, the fair value of BNSF's debt, excluding capital leases and unamortized gains on interest rate swaps, was \$24,813 million and \$23,618 million, respectively, while the book value, which also excludes capital leases and the associated unamortized fair value adjustment under acquisition method accounting related to capital leases and unamortized gains on interest rate swaps, was \$22,046 million and \$21,509 million, respectively. The fair value of BNSF's debt is primarily based on market value price models using observable market-based data for the same or similar issues, or on the estimated rates that would be offered to BNSF for debt of the same remaining maturities (Level 2 inputs).

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)**
**Guarantees**

As of September 30, 2017, BNSF has not been called upon to perform under the guarantees specifically disclosed in this footnote and does not anticipate a significant performance risk in the foreseeable future.

Debt and other obligations of non-consolidated entities guaranteed by the Company as of September 30, 2017, were as follows (dollars in millions):

	Guarantees					
	BNSF Ownership Percentage	Principal Amount Guaranteed	Maximum Future Payments	Maximum Recourse Amount <sup>a</sup>	Remaining Term (in years) Termination of Ownership	Capitalized Obligations
Kinder Morgan Energy Partners, L.P.	0.5%	\$ 190	\$ 190	\$ —		\$ 2 <sup>b</sup>
Chevron Phillips Chemical Company LP	—%	N/A <sup>d</sup>	N/A <sup>d</sup>	N/A <sup>d</sup>	10	\$ 21 <sup>c</sup>

<sup>a</sup> Reflects the maximum amount the Company could recover from a third party other than the counterparty.

<sup>b</sup> Reflects capitalized obligations that are recorded on the Company's Consolidated Balance Sheet.

<sup>c</sup> Reflects the asset and corresponding liability for the fair value of these guarantees required by authoritative accounting guidance related to guarantees.

<sup>d</sup> There is no cap to the liability that can be sought from BNSF for BNSF's negligence or the negligence of the indemnified party. However, BNSF could receive reimbursement from certain insurance policies if the liability exceeds a certain amount.

***Kinder Morgan Energy Partners, L.P.***

Santa Fe Pacific Pipelines, Inc., an indirect, wholly-owned subsidiary of BNSF, has a guarantee in connection with its remaining special limited partnership interest in Santa Fe Pacific Pipeline Partners, L.P. (SFPP), a subsidiary of Kinder Morgan Energy Partners, L.P., to be paid only upon default by the partnership. All obligations with respect to the guarantee will cease upon termination of ownership rights, which would occur upon a put notice issued by BNSF or the exercise of the call rights by the general partners of SFPP.

***Chevron Phillips Chemical Company LP***

BNSF has an indemnity agreement with Chevron Phillips Chemical Company LP (Chevron Phillips), granting certain rights of indemnity from BNSF, in order to facilitate access to a storage facility. Under certain circumstances, payment under this obligation may be required in the event Chevron Phillips were to incur certain liabilities or other incremental costs resulting from trackage access.

***Indemnities***

In the ordinary course of business, BNSF enters into agreements with third parties that include indemnification clauses. The Company believes that these clauses are generally customary for the types of agreements in which they are included. At times, these clauses may involve indemnification for the acts of the Company, its employees and agents, indemnification for another party's acts, indemnification for future events, indemnification based upon a certain standard of performance, indemnification for liabilities arising out of the Company's use of leased equipment or other property, or other types of indemnification. Despite the uncertainty whether events which would trigger the indemnification obligations would ever occur, the Company does not believe that these indemnity agreements will have a material adverse effect on the Company's results of operations, financial position or liquidity. Additionally, the Company believes that, due to lack of historical payment experience, the fair value of indemnities cannot be estimated with any amount of certainty and that the fair value of any such amount would be immaterial to the Consolidated Financial Statements. Agreements that reflect unique circumstances, particularly agreements that contain guarantees that indemnify for another party's acts, are disclosed separately, if appropriate. Unless separately disclosed above, no fair value liability related to indemnities has been recorded in the Consolidated Financial Statements.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)****Variable Interest Entities - Leases**

BNSF Railway has entered into various lease transactions in which the structure of the lease contains VIEs. These leases are primarily for equipment. These VIEs were created solely for the lease transactions and have no other activities, assets or liabilities outside of the lease transactions. In some of the arrangements, BNSF Railway has the option to purchase some or all of the leased assets at a fixed price, thereby creating variable interests for BNSF Railway in the VIEs. The future minimum lease payments associated with the VIE leases were approximately \$2 billion as of September 30, 2017.

In the event the leased asset is destroyed, BNSF Railway is generally obligated to either replace the asset or pay a fixed loss amount. The inclusion of the fixed loss amount is a standard clause within the lease arrangements. Historically, BNSF Railway has not incurred significant losses related to this clause. As such, it is not anticipated that the maximum exposure to loss would materially differ from the future minimum lease payments.

BNSF Railway does not provide financial support to the VIEs that it was not previously contractually obligated to provide.

BNSF Railway maintains and operates the leased assets based on contractual obligations within the lease arrangements, which set specific guidelines consistent within the industry. As such, BNSF Railway has no control over activities that could materially impact the fair value of the leased assets. BNSF Railway does not hold the power to direct the activities of the VIEs and therefore does not control the ongoing activities that have a significant impact on the economic performance of the VIEs. Additionally, BNSF Railway does not have the obligation to absorb losses of the VIEs or the right to receive benefits of the VIEs that could potentially be significant to the VIEs. Depending on market conditions, the fixed-price purchase options could potentially provide benefit to the Company; however, any benefits potentially received from a fixed-price purchase option are generally expected to be minimal. Based on these factors, BNSF Railway is not the primary beneficiary of the VIEs. As BNSF Railway is not the primary beneficiary and the majority of the VIE leases are operating leases, the assets and liabilities related to the VIEs recorded in the Company's Consolidated Balance Sheet are immaterial.

**7. Commitments and Contingencies****Personal Injury**

Personal injury claims, including asbestos claims and employee work-related injuries and third-party injuries (collectively, other personal injury), are a significant expense for the railroad industry. Personal injury claims by BNSF Railway employees are subject to the provisions of the Federal Employers' Liability Act (FELA) rather than state workers' compensation laws. FELA's system of requiring the finding of fault, coupled with unscheduled awards and reliance on the jury system, contributed to increased expenses in past years. Other proceedings include claims by non-employees for punitive as well as compensatory damages, and from time to time may include proceedings that have been certified as or purport to be class actions. The variability present in settling these claims, including non-employee personal injury and matters in which punitive damages are alleged, could result in increased expenses in future years. BNSF has implemented a number of safety programs designed to reduce the number of personal injuries as well as the associated claims and personal injury expense.

BNSF records an undiscounted liability for personal injury claims when the expected loss is both probable and reasonably estimable. The liability and ultimate expense projections are estimated using standard actuarial methodologies. Liabilities recorded for unasserted personal injury claims are based on information currently available. Due to the inherent uncertainty involved in projecting future events such as the number of claims filed each year, developments in judicial and legislative standards and the average costs to settle projected claims, actual costs may differ from amounts recorded. Expense accruals and any required adjustments are classified as materials and other in the Consolidated Statements of Income.

***Asbestos***

The Company is party to a number of personal injury claims by employees and non-employees who may have been exposed to asbestos. The heaviest exposure for certain BNSF employees was due to work conducted in and around the use of steam locomotive engines that were phased out between the years of 1950 and 1967. However, other types of exposures, including exposure from locomotive component parts and building materials, continued after 1967 until they were substantially eliminated at BNSF by 1985.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)**

BNSF assesses its unasserted asbestos liability exposure on an annual basis during the third quarter. BNSF determines its asbestos liability by estimating its exposed population, the number of claims likely to be filed, the number of claims that will likely require payment and the estimated cost per claim. Estimated filing and dismissal rates and average cost per claim are determined utilizing recent claim data and trends.

During the third quarters of 2017 and 2016, the Company analyzed recent filing and payment trends to ensure the assumptions used by BNSF to estimate its future asbestos liability were reasonable. In the third quarter of 2017, management recorded a decrease to the liability of \$29 million. No adjustment was recorded in the third quarter of 2016. The Company plans to update its study again in the third quarter of 2018.

Throughout the year, BNSF monitors actual experience against the number of forecasted claims and expected claim payments and will record adjustments to the Company's estimates as necessary.

Based on BNSF's estimate of the potentially exposed employees and related mortality assumptions, it is anticipated that unasserted asbestos claims will continue to be filed through the year 2050. The Company recorded an amount for the full estimated filing period through 2050 because it had a relatively finite exposed population (former and current employees hired prior to 1985), which it was able to identify and reasonably estimate and about which it had obtained reliable demographic data (including age, hire date and occupation) derived from industry or BNSF specific data that was the basis for the study. BNSF projects that approximately 65, 80 and 95 percent of the future unasserted asbestos claims will be filed within the next 10, 15 and 25 years, respectively.

***Other Personal Injury***

BNSF estimates its other personal injury liability claims and expense quarterly based on the covered population, activity levels and trends in frequency and the costs of covered injuries. Estimates include unasserted claims except for certain repetitive stress and other occupational trauma claims that allegedly result from prolonged repeated events or exposure. Such claims are estimated on an as-reported basis because the Company cannot estimate the range of reasonably possible loss due to other non-work related contributing causes of such injuries and the fact that continued exposure is required for the potential injury to manifest itself as a claim. BNSF has not experienced any significant adverse trends related to these types of claims in recent years.

BNSF monitors quarterly actual experience against the number of forecasted claims to be received, the forecasted number of claims closing with payment and expected claim payments. Adjustments to the Company's estimates are recorded quarterly as necessary or more frequently as new events or changes in estimates develop.

The following table summarizes the activity in the Company's accrued obligations for asbestos and other personal injury matters (in millions):

	<b>Three Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Beginning balance	\$ 364	\$ 369
Accruals / changes in estimates	(24)	16
Payments	(16)	(23)
Ending balance	\$ 324	\$ 362

  

	<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Beginning balance	\$ 367	\$ 375
Accruals / changes in estimates	(6)	66
Payments	(37)	(79)
Ending balance	\$ 324	\$ 362

At September 30, 2017 and December 31, 2016, \$80 million and \$85 million was included in current liabilities, respectively. Defense and processing costs, which are recorded on an as-reported basis, were not included in the recorded liability. The Company is primarily self-insured for personal injury claims.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)**

Because of the uncertainty surrounding the ultimate outcome of personal injury claims, it is reasonably possible that future costs to settle personal injury claims may range from approximately \$280 million to \$390 million. However, BNSF believes that the \$324 million recorded at September 30, 2017 is the best estimate of the Company's future obligation for the settlement of personal injury claims.

The amounts recorded by BNSF for personal injury liabilities were based upon currently known facts. Future events, such as the number of new claims to be filed each year, the average cost of disposing of claims, as well as the numerous uncertainties surrounding personal injury litigation in the United States, could cause the actual costs to be higher or lower than projected.

Although the final outcome of personal injury matters cannot be predicted with certainty, considering among other things the meritorious legal defenses available and liabilities that have been recorded, it is the opinion of BNSF that none of these items, when finally resolved, will have a material adverse effect on the Company's financial position or liquidity. However, the occurrence of a number of these items in the same period could have a material adverse effect on the results of operations in a particular quarter or fiscal year.

***BNSF Insurance Company***

The Company has a consolidated, wholly-owned subsidiary, Burlington Northern Santa Fe Insurance Company, Ltd. (BNSFIC), that offers insurance coverage for certain risks, FELA claims, railroad protective and force account insurance claims and certain excess general liability and property coverage, and certain other claims which are subject to reinsurance. BNSFIC has entered into annual reinsurance treaty agreements with several other companies. The treaty agreements insure workers compensation, general liability, auto liability and FELA risk. In accordance with the agreements, BNSFIC cedes a portion of its FELA exposure through the treaty and assumes a proportionate share of the entire risk. Each year BNSFIC reviews the objectives and performance of the treaty to determine its continued participation in the treaty. The treaty agreements provide for certain protections against the risk of treaty participants' non-performance. On an ongoing basis, BNSF and/or the treaty manager reviews the creditworthiness of each of the participants. BNSF does not believe its exposure to treaty participants' non-performance is material at this time. BNSFIC typically invests in time deposits and money market accounts. At September 30, 2017, there was \$498 million related to these third-party investments, which were classified as cash and cash equivalents on the Company's Consolidated Balance Sheet, as compared with \$457 million at December 31, 2016.

**Environmental**

The Company's operations, as well as those of its competitors, are subject to extensive federal, state and local environmental regulation. BNSF's operating procedures include practices to protect the environment from the risks inherent in railroad operations, which frequently involve transporting chemicals and other hazardous materials. Additionally, many of BNSF's land holdings are and have been used for industrial or transportation-related purposes or leased to commercial or industrial companies whose activities may have resulted in discharges onto the property. As a result, BNSF is subject to environmental cleanup and enforcement actions. In particular, the federal Comprehensive Environmental Response, Compensation and Liability Act of 1980 (CERCLA), also known as the Superfund law, as well as similar state laws, generally impose joint and several liability for cleanup and enforcement costs on current and former owners and operators of a site without regard to fault or the legality of the original conduct. BNSF has been notified that it is a potentially responsible party (PRP) for study and cleanup costs at Superfund sites for which investigation and remediation payments are or will be made or are yet to be determined (the Superfund sites) and, in many instances, is one of several PRPs. In addition, BNSF may be considered a PRP under certain other laws. Accordingly, under CERCLA and other federal and state statutes, BNSF may be held jointly and severally liable for all environmental costs associated with a particular site. If there are other PRPs, BNSF generally participates in the cleanup of these sites through cost-sharing agreements with terms that vary from site to site. Costs are typically allocated based on such factors as relative volumetric contribution of material, the amount of time the site was owned or operated and/or the portion of the total site owned or operated by each PRP.

BNSF is involved in a number of administrative and judicial proceedings and other mandatory cleanup efforts for 218 sites, including 18 Superfund sites, at which it is participating in the study or cleanup, or both, of alleged environmental contamination.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)**

Liabilities for environmental cleanup costs are recorded when BNSF's liability for environmental cleanup is probable and reasonably estimable. Subsequent adjustments to initial estimates are recorded as necessary based upon additional information developed in subsequent periods. Environmental costs include initial site surveys and environmental studies as well as costs for remediation of sites determined to be contaminated.

BNSF estimates the ultimate cost of cleanup efforts at its known environmental sites on an annual basis during the third quarter. Ultimate cost estimates for environmental sites are based on current estimated percentage to closure ratios, possible remediation work plans and estimates of the costs and likelihood of each possible outcome, historical payment patterns, and benchmark patterns developed from data accumulated from industry and public sources, including the Environmental Protection Agency and other governmental agencies. These factors incorporate into the estimates experience gained from cleanup efforts at other similar sites.

Annual studies do not include: (i) contaminated sites of which the Company is not aware; (ii) additional amounts for third-party tort claims, which arise out of contaminants allegedly migrating from BNSF property, due to a limited number of sites; or (iii) natural resource damage claims. BNSF continues to estimate third-party tort claims on a site by site basis when the liability for such claims is probable and reasonably estimable. BNSF's recorded liability for third-party tort claims as of September 30, 2017 and December 31, 2016 was \$9 million and \$12 million, respectively.

On a quarterly basis, BNSF monitors actual experience against the forecasted remediation and related payments made on existing sites and conducts ongoing environmental contingency analyses, which consider a combination of factors including independent consulting reports, site visits, legal reviews and analysis of the likelihood of other PRPs' participation in, and their ability to pay for, cleanup. Adjustments to the Company's estimates will continue to be recorded as necessary based on developments in subsequent periods. Additionally, environmental accruals, which are classified as materials and other in the Consolidated Statements of Income, include amounts for newly identified sites or contaminants, third-party claims, and legal fees incurred for defense of third-party claims and recovery efforts.

The following table summarizes the activity in the Company's accrued obligations for environmental matters (in millions):

	<b>Three Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Beginning balance	\$ 326	\$ 355
Accruals / changes in estimates	3	3
Payments	(7)	(8)
Ending balance	\$ 322	\$ 350

  

	<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Beginning balance	\$ 342	\$ 369
Accruals / changes in estimates	2	3
Payments	(22)	(22)
Ending balance	\$ 322	\$ 350

At September 30, 2017 and December 31, 2016, \$40 million was included in current liabilities for both periods.

During the third quarters of 2017 and 2016, the Company analyzed recent data and trends to ensure the assumptions used by BNSF to estimate its future environmental liability were reasonable. As a result of this study, in the third quarters of 2017 and 2016, management recorded an additional expense of \$2 million and \$8 million as of the respective June 30 measurement dates. The Company plans to update its study again in the third quarter of 2018.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)**

BNSF's environmental liabilities are not discounted. BNSF anticipates that the majority of the accrued costs at September 30, 2017, will be paid over the next ten years, and no individual site is considered to be material.

Liabilities recorded for environmental costs represent BNSF's best estimate of its probable future obligation for the remediation and settlement of these sites and include both asserted and unasserted claims. Although recorded liabilities include BNSF's best estimate of all probable costs, without reduction for anticipated recoveries from third parties, BNSF's total cleanup costs at these sites cannot be predicted with certainty due to various factors such as the extent of corrective actions that may be required, evolving environmental laws and regulations, advances in environmental technology, the extent of other parties' participation in cleanup efforts, developments in ongoing environmental analyses related to sites determined to be contaminated and developments in environmental surveys and studies of contaminated sites.

Because of the uncertainty surrounding these factors, it is reasonably possible that future costs for environmental liabilities may range from approximately \$260 million to \$420 million. However, BNSF believes that the \$322 million recorded at September 30, 2017 is the best estimate of the Company's future obligation for environmental costs.

Although the final outcome of these environmental matters cannot be predicted with certainty, it is the opinion of BNSF that none of these items, when finally resolved, will have a material adverse effect on the Company's financial position or liquidity. However, the occurrence of a number of these items in the same period could have a material adverse effect on the results of operations in a particular quarter or fiscal year.

**Other Claims and Litigation**

In addition to asbestos, other personal injury and environmental matters discussed above, BNSF and its subsidiaries are also parties to a number of other legal actions and claims, governmental proceedings and private civil suits arising in the ordinary course of business, including those related to disputes and complaints involving certain transportation rates and charges. Some of the legal proceedings include claims for punitive as well as compensatory damages, and from time to time may include proceedings that purport to be class actions. Although the final outcome of these matters cannot be predicted with certainty, considering among other things the meritorious legal defenses available and liabilities that have been recorded along with applicable insurance, BNSF currently believes that none of these items, when finally resolved, will have a material adverse effect on the Company's financial position or liquidity. However, an unexpected adverse resolution of one or more of these items could have a material adverse effect on the results of operations in a particular quarter or fiscal year.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**

**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)**

**8. Employment Benefit Plans**

Components of the net cost for the periods presented below for certain employee benefit plans were as follows (in millions):

<b>Net Cost (Credit)</b>	<b>Pension Benefits</b>	
	<b>Three Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Service cost	\$ 10	\$ 12
Interest cost	22	23
Expected return on plan assets	(37)	(35)
Net credit recognized	\$ (5)	\$ —

<b>Net Cost (Credit)</b>	<b>Pension Benefits</b>	
	<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Service cost	\$ 31	\$ 35
Interest cost	66	71
Expected return on plan assets	(111)	(107)
Net credit recognized	\$ (14)	\$ (1)

<b>Net Cost</b>	<b>Retiree Health and Welfare Benefits</b>	
	<b>Three Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Interest cost	\$ 3	\$ 3
Amortization of prior service credits	(1)	(1)
Net cost recognized	\$ 2	\$ 2

<b>Net Cost</b>	<b>Retiree Health and Welfare Benefits</b>	
	<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Service cost	\$ 1	\$ 1
Interest cost	7	8
Amortization of prior service credits	(2)	(2)
Net cost recognized	\$ 6	\$ 7

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**
**NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)**
**9. Related Party Transactions**

The companies identified as affiliates of BNSF include Berkshire and its subsidiaries. During the nine months ended September 30, 2017 and 2016, the Company declared and paid cash distributions of \$2.625 billion and \$1.750 billion, respectively, to its parent company. For the nine months ended September 30, 2017 and 2016, the Company received tax refunds of \$21 million and \$227 million, respectively, from Berkshire, and made tax payments of \$1,047 million and \$451 million, respectively, to Berkshire. As of September 30, 2017 and December 31, 2016, the Company has a payable to Berkshire of \$188 million and \$109 million, respectively. Uncertain tax positions will affect the tax payable to Berkshire if and when settled. As of September 30, 2017 and December 31, 2016, the Company has \$59 million and \$90 million payable to Berkshire related to prior year tax audit settlements.

BNSF engages in various transactions with related parties in the ordinary course of business. The following table summarizes revenues earned by BNSF for services provided to related parties and expenditures to related parties (in millions):

	<b>Three Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Revenues	\$ 32	\$ 35
Expenditures	\$ 82	\$ 73

	<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Revenues	\$ 100	\$ 108
Expenditures	\$ 243	\$ 210

**10. Accumulated Other Comprehensive Income**

Other comprehensive income refers to revenues, expenses, gains and losses that under generally accepted accounting principles are included in accumulated other comprehensive income, a component of equity within the Consolidated Balance Sheets, rather than net income on the Consolidated Statements of Income. Under existing accounting standards, other comprehensive income may include, among other things, unrecognized gains and losses and prior service credit related to pension and other postretirement benefit plans.

The following tables provide the components of accumulated other comprehensive income / (loss) (AOCI) by component (in millions):

	<b>Pension and Retiree Health and Welfare Benefit Items<sup>a</sup></b>	<b>Equity Method Investments</b>	<b>Total</b>
Balance at December 31, 2016	\$ 122	\$ (3)	\$ 119
Other comprehensive (loss) before reclassifications	—	(1)	(1)
Amounts reclassified from AOCI	(1)	—	(1)
Balance at September 30, 2017	\$ 121	\$ (4)	\$ 117
Balance at December 31, 2015	\$ 50	\$ (2)	\$ 48
Other comprehensive (loss) before reclassifications	—	(1)	(1)
Amounts reclassified from AOCI	(1)	—	(1)
Balance at September 30, 2016	\$ 49	\$ (3)	\$ 46

<sup>a</sup> Amounts are net of tax.

BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES

NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)

Reclassifications out of AOCI <sup>b</sup>			
Three Months Ended September 30,			
Details about AOCI Components	2017	2016	Income Statement Line Item
<b>Amortization of pension and retiree health and welfare benefit items</b>			
Prior service credits	\$ 1	\$ 1	<sup>c</sup>
	1	1	Total before tax
	(1)	—	Tax benefit / (expense)
<b>Total reclassifications for the period</b>	<b>\$ —</b>	<b>\$ 1</b>	Net of tax

  

Nine Months Ended September 30,			
Details about AOCI Components	2017	2016	Income Statement Line Item
<b>Amortization of pension and retiree health and welfare benefit items</b>			
Prior service credits	\$ 2	\$ 2	<sup>c</sup>
	2	2	Total before tax
	(1)	(1)	Tax benefit / (expense)
<b>Total reclassifications for the period</b>	<b>\$ 1</b>	<b>\$ 1</b>	Net of tax

<sup>b</sup> Amounts in parenthesis indicate debits to the income statement.

<sup>c</sup> This accumulated other comprehensive income component is included in the computation of net periodic pension and retiree health and welfare cost (see Note 8 for additional details).

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES****NOTES TO CONSOLIDATED FINANCIAL STATEMENTS (Unaudited) - (Continued)****11. Accounting Pronouncements**

In May 2014, the FASB issued Accounting Standards Update No. 2014-09 (ASU 2014-09), *Revenue from Contracts with Customers (Topic 606)*. The guidance in ASU 2014-09 supersedes the revenue recognition requirements in Accounting Standards Codification (ASC) Topic 605, Revenue Recognition. ASU 2014-09 applies to most contracts with customers. Insurance and leasing contracts are excluded from the scope. ASU 2014-09 prescribes a five-step framework in accounting for revenues from contracts within its scope, including (a) identification of the contract, (b) identification of the performance obligation under the contract, (c) determination of the transaction price, (d) allocation of the transaction price to the identified performance obligation and (e) recognition of revenue as the identified performance obligation is satisfied. ASU 2014-09 also prescribes additional disclosures and financial statement presentations. ASU 2014-09 is effective for public companies in annual reporting periods beginning after December 15, 2017. ASU 2014-09 may be adopted retrospectively or under a modified retrospective method where the cumulative effect is recognized at the date of initial application. The Company expects to use the modified retrospective method when implementing this standard in first quarter 2018. The Company has completed a review of the impacts of the application of the new standard to its existing customer contracts. Under the new standard, the Company will continue to recognize transportation revenues based upon the proportion of the service provided as of the balance sheet date. Furthermore, the Company will assess variable consideration at each reporting period. The Company is currently evaluating the required new disclosures. Based on the Company's review, the adoption of this guidance will not have a material impact on the Company's consolidated financial statements.

In February 2016, the FASB issued Accounting Standards Update No. 2016-02 (ASU 2016-02), *Leases (Topic 842)*. The guidance in ASU 2016-02 supersedes the lease recognition requirements in ASC Topic 840, *Leases (FAS 13)*. ASU 2016-02 requires an entity to recognize assets and liabilities arising from a lease for both financing and operating leases, along with additional qualitative and quantitative disclosures. ASU 2016-02 is effective for fiscal years beginning after December 15, 2018, with early adoption permitted. At December 31, 2016, BNSF had long-term operating leases with approximately \$3.4 billion of remaining minimum lease payments. This new standard will require the present value of these leases to be recorded in the Consolidated Balance Sheets as a right of use asset and lease liability.

In March 2017, the FASB issued Accounting Standards Update No. 2017-07 (ASU 2017-07), *Compensation-Retirement Benefits (Topic 715): Improving the Presentation of Net Periodic Pension Cost and Net Periodic Postretirement Benefit Cost*. ASU 2017-07 requires an entity to present the service cost component of net benefit cost in the same line item as other current employee compensation costs (including being capitalized, if appropriate, as part of an asset). The other components of net benefit cost would be presented separately in the statements of income and below income from operations. ASU 2017-07 is effective for fiscal years beginning after December 15, 2017 with early adoption permitted. This new standard will be applied retrospectively for the presentation of the service cost component and other components of net periodic pension and postretirement benefit cost in the income statement. ASU 2017-07 is not expected to have a material impact on the Company's net income. For the components of net benefit cost, see Footnote 8, "Employment Benefit Plans."

**Item 2. Management’s Narrative Analysis of Results of Operations.**

Management’s narrative analysis relates to the results of operations of Burlington Northern Santa Fe, LLC and its majority-owned subsidiaries (collectively BNSF, Registrant or Company). The principal operating subsidiary of BNSF is BNSF Railway Company (BNSF Railway) through which BNSF derives substantially all of its revenues. The following narrative analysis should be read in conjunction with the Consolidated Financial Statements and the accompanying notes.

The following narrative analysis of results of operations includes a brief discussion of the factors that materially affected the Company’s operating results in the nine months ended September 30, 2017, and a comparative analysis to the nine months ended September 30, 2016.

**Results of Operations**

**Revenues Summary**

The following tables present BNSF’s revenue information by business group:

	<b>Revenues (in millions)</b>		<b>Cars / Units (in thousands)</b>	
	<b>Nine Months Ended September 30,</b>		<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>	<b>2017</b>	<b>2016</b>
Consumer Products	\$ 5,214	\$ 4,817	4,041	3,803
Industrial Products	3,766	3,583	1,337	1,308
Agricultural Products	3,174	3,053	822	816
Coal	2,881	2,387	1,438	1,279
Total Freight Revenues	15,035	13,840	7,638	7,206
Other Revenues	714	679		
Total Operating Revenues	\$ 15,749	\$ 14,519		

	<b>Average Revenue Per Car / Unit</b>	
	<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Consumer Products	\$ 1,290	\$ 1,267
Industrial Products	2,817	2,739
Agricultural Products	3,861	3,741
Coal	2,003	1,866
Total Freight Revenues	\$ 1,968	\$ 1,921

**Fuel Surcharges**

Freight revenues include both revenue for transportation services and fuel surcharges. Where BNSF’s fuel surcharge program is applied, it is intended to recover BNSF’s incremental fuel costs when fuel prices exceed a threshold fuel price. Fuel surcharges are calculated differently depending on the type of commodity transported. BNSF has two standard fuel surcharge programs – Percent of Revenue and Mileage-Based. In addition, in certain commodities, fuel surcharge is calculated using a fuel price from a time period that can be up to 60 days earlier. In a period of volatile fuel prices or changing customer business mix, changes in fuel expense and fuel surcharge may differ significantly.

The following table presents fuel surcharge and fuel expense information (in millions):

	<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
Total fuel expense <sup>a</sup>	\$ 1,777	\$ 1,359
BNSF fuel surcharges	\$ 594	\$ 400

<sup>a</sup> Total fuel expense includes locomotive and non-locomotive fuel.

**Nine Months Ended September 30, 2017 vs. the Nine Months Ended September 30, 2016**

**Revenues**

Revenues for the nine months ended September 30, 2017 were \$15,749 million, an increase of \$1,230 million, or 8 percent, as compared with the nine months ended September 30, 2016. The increase in revenue is primarily due to a 6 percent increase in unit volume and an increase in average revenue per car / unit. The change in revenues is due to the following:

- Average revenue per car / unit increased 2 percent primarily as a result of higher fuel surcharges and increased rates per car / unit.
- Consumer Products volumes increased due to higher domestic intermodal, international intermodal, and automotive volumes. The increases were primarily due to improving economic conditions, normalizing of retail inventories, new services, and higher market share.
- Industrial Products volumes increased primarily due to higher sand and other commodities that support drilling. In addition, broad strengthening in the industrial sector drove greater demand for steel and taconite. The volume increase was partially offset by lower petroleum products volume due to pipeline displacement of U.S. crude rail traffic as well as lower aggregates and plastics volume.
- Agricultural Products volumes increased due to higher shipments of domestic grain as well as ethanol and other grain products, partially offset by lower grain exports.
- Coal volumes increased due to continued effects of higher natural gas prices, which led to increased utility coal usage. This was partially offset by the effects of unit retirements of coal generating facilities, increased renewable generation, and coal inventory adjustments at customer facilities.

**Expenses**

Operating expenses for the nine months ended September 30, 2017 were \$10,415 million, an increase of \$768 million, or 8 percent, as compared with the nine months ended September 30, 2016. A significant portion of this increase is due to the following changes in underlying trends in expenses:

- Compensation and benefits expense increased primarily due to higher health and welfare costs and increased volumes, partially offset by lower headcount.
- Fuel expense increased due to higher average fuel prices and increased volumes, partially offset by improved efficiency.
- Depreciation expense increased due to a larger depreciable asset base.
- There were no significant changes in purchased services, equipment rents, and materials and other expense.
- Interest expense increased primarily due to a higher average debt balance.
- The effective tax rate was 38.2 percent and 37.6 percent for the nine months ended September 30, 2017 and 2016, respectively. The increase is primarily driven by the State of Illinois, which enacted a tax rate increase during the third quarter of 2017.

**Capital Commitments**

BNSF anticipates that capital commitments for 2017 will be approximately \$3.3 billion or \$100 million lower than previously disclosed.

## **Forward-Looking Information**

To the extent that statements made by the Company relate to the Company's future economic performance or business outlook, projections or expectations of financial or operational results, or refer to matters that are not historical facts, such statements are "forward-looking" statements within the meaning of the federal securities laws.

Forward-looking statements involve a number of risks and uncertainties, and actual performance or results may differ materially. For a discussion of material risks and uncertainties that the Company faces, see the discussion in Item 1A, "Risk Factors," of the Company's Annual Report on Form 10-K. Important factors that could cause actual results to differ materially include, but are not limited to, the following:

- **Economic and industry conditions:** material adverse changes in economic or industry conditions, both in the United States and globally; volatility in the capital or credit markets including changes affecting the timely availability and cost of capital; changes in customer demand; effects of adverse economic conditions affecting shippers or BNSF's supplier base; effects due to more stringent regulatory policies such as the regulation of greenhouse gas emissions that could reduce the demand for coal or governmental tariffs or subsidies that could affect the demand for grain; the impact of low natural gas or oil prices on energy-related commodities demand; changes in environmental laws and other laws and regulations that could affect the demand for drilling products and products produced by drilling; changes in prices of fuel and other key materials, the impact of high barriers to entry for prospective new suppliers and disruptions in supply chains for these materials; competition and consolidation within the transportation industry; and changes in crew availability, labor and benefits costs and labor difficulties, including stoppages affecting either BNSF's operations or customers' abilities to deliver goods to BNSF for shipment.

- **Legal, legislative and regulatory factors:** developments and changes in laws and regulations, including those affecting train operations, the marketing of services or regulatory restrictions on equipment; the ultimate outcome of shipper and rate claims subject to adjudication; claims, investigations or litigation alleging violations of the antitrust laws; increased economic regulation of the rail industry through legislative action and revised rules and standards applied by the U.S. Surface Transportation Board in various areas including rates and services; developments in environmental investigations or proceedings with respect to rail operations or current or past ownership or control of real property or properties owned by others impacted by BNSF operations; losses resulting from claims and litigation relating to personal injuries, asbestos and other occupational diseases; the release of hazardous materials, environmental contamination and damage to property; regulation, restrictions or caps, or other controls on transportation of energy-related commodities or other operating restrictions that could affect operations or increase costs; the availability of adequate insurance to cover the risks associated with operations; and changes in tax rates and tax laws.

- **Operating factors:** changes in operating conditions and costs; operational and other difficulties in implementing positive train control technology, including increased compliance or operational costs or penalties; restrictions on development and expansion plans due to environmental concerns; disruptions to BNSF's technology network including computer systems and software, such as cybersecurity intrusions, misappropriation of assets or sensitive information, corruption of data or operational disruptions; network congestion, including effects of greater than anticipated demand for transportation services and equipment; as well as natural events such as severe weather, fires, floods and earthquakes or man-made or other disruptions of BNSF's or other railroads' operating systems, structures, or equipment including the effects of acts of terrorism on the Company's system or other railroads' systems or other links in the transportation chain.

The Company cautions against placing undue reliance on forward-looking statements, which reflect its current beliefs and are based on information currently available to it as of the date a forward-looking statement is made. The Company undertakes no obligation to revise forward-looking statements to reflect future events, changes in circumstances, or changes in beliefs. In the event the Company does update any forward-looking statement, no inference should be made that the Company will make additional updates with respect to that statement, related matters, or any other forward-looking statements.

**Item 4. Controls and Procedures.**

Based on their evaluation as of the end of the period covered by this quarterly report on Form 10-Q, the Company's principal executive officer and principal financial officer have concluded that BNSF's disclosure controls and procedures (as defined in Rules 13a-15(e) and 15d-15(e) of the Securities Exchange Act of 1934) are effective to ensure that information required to be disclosed by BNSF in the reports that it files or submits under the Securities Exchange Act of 1934 is recorded, processed, summarized, and reported within the time periods specified in Securities and Exchange Commission rules and forms and that such information is accumulated and communicated to BNSF's management, including its principal executive and principal financial officers, as appropriate to allow timely decisions regarding required disclosure. Additionally, as of the end of the period covered by this report, BNSF's principal executive officer and principal financial officer have concluded that there have been no changes in BNSF's internal control over financial reporting that occurred during BNSF's third fiscal quarter that have materially affected, or are reasonably likely to materially affect, BNSF's internal control over financial reporting.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**

**PART II OTHER INFORMATION**

**Item 1. Legal Proceedings.**

Beginning May 14, 2007, some 30 similar class action complaints were filed in six federal district courts around the country by rail shippers against BNSF Railway and other Class I railroads alleging that they have conspired to fix fuel surcharges with respect to unregulated freight transportation services in violation of the antitrust laws. The complaints seek injunctive relief and unspecified treble damages. These cases were consolidated and are currently pending in the federal District Court for the District of Columbia for coordinated or consolidated pretrial proceedings. (*In re: Rail Freight Fuel Surcharge Antitrust Litigation*, MDL No. 1869). Consolidated amended class action complaints were filed against BNSF Railway and three other Class I railroads in April 2008. On June 21, 2012, the District Court certified the class sought by the plaintiffs. BNSF Railway and the other three Class I railroads appealed the class certification decision to the U.S. Court of Appeals. On August 9, 2013, the U.S. Court of Appeals vacated the District Court's class certification decision and remanded the case to permit the District Court to reconsider its decision in light of the United States Supreme Court case of *Comcast Corp. v. Behrend*. In September 2016, the District Court held a hearing to determine whether to certify a class. On October 10, 2017, the District Court denied the plaintiffs' motion to certify a class. The plaintiffs have petitioned for permission to appeal the denial of class certification. The Company continues to believe that these claims are without merit and continues to defend against the allegations vigorously. The Company does not believe that the outcome of these proceedings will have a material effect on its financial condition, results of operations or liquidity.

**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**

**Item 6. Exhibits.**

	<u>Exhibit Number and Description</u>	<u>Incorporated by Reference (if applicable)</u>			
		<u>Form</u>	<u>File Date</u>	<u>File No.</u>	<u>Exhibit</u>
3.1	<a href="#">Certificate of Formation dated November 2, 2009.</a>	8-K	2/16/2010	001-11535	3.1
3.2	<a href="#">Amended and Restated Limited Liability Company Operating Agreement of Burlington Northern Santa Fe, LLC, dated as of February 12, 2010.</a>	8-K	2/16/2010	001-11535	3.2
3.3	<a href="#">Written Consent of Sole Member, dated April 8, 2010, amending the Amended and Restated Limited Liability Company Operating Agreement.</a>	8-K	4/13/2010	001-11535	3.1
12.1	<a href="#">Computation of Ratio of Earnings to Fixed Charges.*</a>				
31.1	<a href="#">Principal Executive Officer’s Certifications Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.*</a>				
31.2	<a href="#">Principal Financial Officer’s Certifications Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002.*</a>				
32.1	<a href="#">Certification Pursuant to 18 U.S.C. § 1350 (Section 906 of the Sarbanes-Oxley Act of 2002).*</a>				
101	eXtensible Business Reporting Language (XBRL) documents submitted electronically:  101.INS - XBRL Instance Document 101.SCH - XBRL Taxonomy Extension Schema Document 101.CAL - XBRL Extension Calculation Linkable Document 101.DEF - XBRL Taxonomy Extension Definition Linkable Document 101.LAB - XBRL Taxonomy Extension Label Linkbase 101.PRE - XBRL Taxonomy Extension Presentation Linkbase Document  The following unaudited information from Burlington Northern Santa Fe, LLC’s Form 10-Q for the three and nine months ended September 30, 2017, formatted in XBRL includes: (i) the Consolidated Statements of Income for the three and nine months ended September 30, 2017 and 2016, (ii) the Consolidated Statements of Comprehensive Income for the three and nine months ended September 30, 2017 and 2016, (iii) the Consolidated Balance Sheets as of September 30, 2017 and December 31, 2016, (iv) the Consolidated Statements of Cash Flows for the nine months ended September 30, 2017 and 2016, (v) the Consolidated Statements of Changes in Equity as of September 30, 2017, and (vi) the Notes to the Consolidated Financial Statements. *				

Certain instruments evidencing long-term indebtedness of BNSF are not being filed as exhibits to this Report because the total amount of securities authorized under any single instrument does not exceed 10% of BNSF’s total assets. BNSF will furnish copies of any material instruments upon request of the Securities and Exchange Commission.

\* Filed herewith



**BURLINGTON NORTHERN SANTA FE, LLC and SUBSIDIARIES**  
**COMPUTATION OF RATIO OF EARNINGS TO FIXED CHARGES**  
(In millions, except ratio amounts)  
(Unaudited)

	<b>Nine Months Ended September 30,</b>	
	<b>2017</b>	<b>2016</b>
<b>Earnings:</b>		
Income before income taxes	\$ 4,592	\$ 4,129
<b>Add:</b>		
Interest and other fixed charges, excluding capitalized interest	761	744
Reasonable approximation of portion of rent under long-term operating leases representative of an interest factor	140	144
Distributed income of investees accounted for under the equity method	7	4
Amortization of capitalized interest	4	3
<b>Less:</b>		
Equity in earnings of investments accounted for under the equity method	25	10
<b>Total earnings available for fixed charges</b>	<b>\$ 5,479</b>	<b>\$ 5,014</b>
<b>Fixed charges:</b>		
Interest and fixed charges	\$ 778	\$ 764
Reasonable approximation of portion of rent under long-term operating leases representative of an interest factor	140	144
<b>Total fixed charges</b>	<b>\$ 918</b>	<b>\$ 908</b>
<b>Ratio of earnings to fixed charges</b>	<b>5.97x</b>	<b>5.52x</b>

**Principal Executive Officer's Certifications  
Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002**

I, Matthew K. Rose, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Burlington Northern Santa Fe, LLC;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 3, 2017

/s/ Matthew K. Rose  
Matthew K. Rose  
Executive Chairman and  
Chief Executive Officer

**Principal Financial Officer's Certifications  
Pursuant to Section 302 of the Sarbanes-Oxley Act of 2002**

I, Julie A. Piggott, certify that:

1. I have reviewed this quarterly report on Form 10-Q of Burlington Northern Santa Fe, LLC;
2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;
3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;
4. The registrant's other certifying officer and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:
  - a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;
  - b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;
  - c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and
  - d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and
5. The registrant's other certifying officer and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):
  - a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and
  - b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 3, 2017

/s/ Julie A. Piggott  
Julie A. Piggott  
Executive Vice President and  
Chief Financial Officer

**Certification Pursuant to 18 U.S.C. § 1350**  
(Section 906 of the Sarbanes-Oxley Act of 2002)

**Burlington Northern Santa Fe, LLC**

In connection with the Quarterly Report of Burlington Northern Santa Fe, LLC (the “Company”) on Form 10-Q for the period ended September 30, 2017, as filed with the Securities and Exchange Commission on the date hereof (the “Report”), the undersigned, Matthew K. Rose, Executive Chairman and Chief Executive Officer of the Company, and Julie A. Piggott, Executive Vice President and Chief Financial Officer of the Company, each hereby certifies that, to his and her knowledge on the date hereof:

- (1) The Report fully complies with the requirements of section 13(a) or 15(d) of the Securities Exchange Act of 1934; and
- (2) The information contained in the Report fairly presents, in all material respects, the financial condition and results of operations of the Company.

Date: November 3, 2017

/s/ Matthew K. Rose

/s/ Julie A. Piggott

**Matthew K. Rose**  
**Executive Chairman and Chief Executive Officer**

**Julie A. Piggott**  
**Executive Vice President and Chief Financial Officer**

A signed original of this written statement required by Section 906 has been provided to Burlington Northern Santa Fe, LLC and will be retained by Burlington Northern Santa Fe, LLC and furnished to the Securities and Exchange Commission or its staff upon request.