

Reconciliation of Non-GAAP Financial Measures

Information presented by Marta R. Stewart during the Baird 2016 Global Industrial's Conference on November 9, 2016 (posted elsewhere on our website) included non-GAAP financial measures, as defined by SEC Regulation G. Non-GAAP financial measures should be considered in addition to, not as a substitute for, the financial measure reported in accordance with U.S. generally accepted accounting principles (GAAP).

Revenue

(\$ in millions)

First Nine Months	2016	2015	Change	% Change
Total revenue	\$ 7,398	\$ 7,993	\$ (595)	-7%
Less: Fuel surcharge revenue	166	395	(229)	-58%
Revenue less fuel surcharge revenue ¹	<u>\$ 7,232</u>	<u>\$ 7,598</u>	<u>\$ (366)</u>	-5%
Merchandise revenue	\$ 4,678	\$ 4,757	\$ (79)	-2%
Less: Fuel surcharge revenue	11	89	(78)	-88%
Merchandise revenue less fuel surcharge revenue ¹	<u>\$ 4,667</u>	<u>\$ 4,668</u>	<u>\$ (1)</u>	0%
Intermodal revenue	\$ 1,635	\$ 1,846	\$ (211)	-11%
Less: Triple Crown revenue, excluding fuel surcharge revenue	45	214	(169)	-79%
Less: Fuel surcharge revenue	140	255	(115)	-45%
Intermodal revenue less Triple Crown and fuel surcharge revenue ^{1,2}	<u>\$ 1,450</u>	<u>\$ 1,377</u>	<u>\$ 73</u>	5%
Coal revenue	\$ 1,085	\$ 1,390	\$ (305)	-22%
Less: Fuel surcharge revenue	15	51	(36)	-71%
Coal revenue less fuel surcharge revenue ¹	<u>\$ 1,070</u>	<u>\$ 1,339</u>	<u>\$ (269)</u>	-20%

Revenue Per Unit

First Nine Months	2016	2015	Change	% Change
Total revenue per unit	\$ 1,365	\$ 1,408	\$ (43)	-3%
Less: Fuel surcharge revenue per unit	31	69	(38)	-55%
Revenue per unit less fuel surcharge revenue ¹	<u>\$ 1,334</u>	<u>\$ 1,339</u>	<u>\$ (5)</u>	0%

¹ Revenue and revenue per unit as used here is to reflect revenue and average revenue per unit absent the effect of fuel surcharges. Management believes these non-GAAP financial measures provide useful supplemental information to investors regarding the Company's pricing trends, by excluding the volatility introduced by fuel surcharges, and is useful for period-over-period comparisons of these trends.

² Intermodal revenue as used here are to reflect these measures absent Triple Crown due to its restructuring. Management believes this non-GAAP financial measures provides useful supplemental information to investors regarding the Company's pricing trends, by excluding the impact of the restructuring, and is useful for period-over-period comparisons of these trends.

The Company uses these financial measures internally. While the Company believes that these financial measures are useful in evaluating the Company's business, this information should be considered as supplemental in nature and is not meant to be considered in isolation or as a substitute for the related financial information prepared in accordance with GAAP. In addition, these non-GAAP financial measures may not be the same as similar measures presented by other companies.