

## Reconciliation of Non-GAAP Financial Measures

Information presented by James A. Squires and Marta R. Stewart during NS' first quarter earnings conference call on April 29, 2015 (posted elsewhere on our web site) 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 Per Unit

Three Months Ended March 31,	2015	2014	Change	% Change
Revenue per unit	\$ 1,425	\$ 1,525	(100)	-7%
Less: Fuel surcharge revenue/total units	<u>91</u>	<u>167</u>	(76)	-46%
Revenue per unit less fuel <sup>1</sup>	<u>\$ 1,334</u>	<u>\$ 1,358</u>	(24)	-2%

### Free Cash Flow

(\$ in millions)

Three Months Ended March 31,	2015	2014
Net cash provided by operating activities	\$ 605	\$ 588
Property additions	<u>(392)</u>	<u>(381)</u>
Free cash flow <sup>2</sup>	213	207
Property sales and other transactions	16	22
Investments, including short-term	(3)	(3)
Investment sales and other transactions	1	108
Net cash used in financing activities	<u>(676)</u>	<u>(255)</u>
Net increase (decrease) in cash and cash equivalents	<u>\$ (449)</u>	<u>\$ 79</u>

<sup>1</sup> Revenue per unit less fuel is used here to show average revenue per unit without the effects of fuel surcharge revenues.

<sup>2</sup> Free cash flow as used here is a measure of cash available for other investing activities and financing activities, including payment of dividends and repurchases of common stock.