

## Reconciliation of Non-GAAP Financial Measures

Information presented by Alan H. Shaw and Marta R. Stewart during NS' second quarter earnings conference call on July 26, 2017 (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)

Second Quarter	2017	2016	Change	% Change
Total revenue	\$ 2,637	\$ 2,454	\$ 183	7%
Less: Fuel surcharge revenue	<u>85</u>	<u>50</u>	<u>35</u>	70%
Revenue less fuel surcharge revenue <sup>1</sup>	<u>\$ 2,552</u>	<u>\$ 2,404</u>	<u>\$ 148</u>	6%
Merchandise revenue	\$ 1,597	\$ 1,577	\$ 20	1%
Less: Fuel surcharge revenue	<u>12</u>	<u>2</u>	<u>10</u>	500%
Merchandise revenue less fuel surcharge revenue <sup>1</sup>	<u>\$ 1,585</u>	<u>\$ 1,575</u>	<u>\$ 10</u>	1%
Intermodal revenue	\$ 593	\$ 538	\$ 55	10%
Less: Fuel surcharge revenue	<u>64</u>	<u>45</u>	<u>19</u>	42%
Intermodal revenue less fuel surcharge revenue <sup>1</sup>	<u>\$ 529</u>	<u>\$ 493</u>	<u>\$ 36</u>	7%
Coal revenue	\$ 447	\$ 339	\$ 108	32%
Less: Fuel surcharge revenue	<u>9</u>	<u>3</u>	<u>6</u>	200%
Coal revenue less fuel surcharge revenue <sup>1</sup>	<u>\$ 438</u>	<u>\$ 336</u>	<u>\$ 102</u>	30%

### Revenue Per Unit

Second Quarter	2017	2016	Change	% Change
Total revenue per unit	\$ 1,380	\$ 1,362	\$ 18	1%
Less: Fuel surcharge revenue per unit	<u>45</u>	<u>27</u>	<u>18</u>	67%
Revenue per unit less fuel surcharge revenue <sup>1</sup>	<u>\$ 1,335</u>	<u>\$ 1,335</u>	<u>\$ -</u>	0%
Merchandise revenue per unit	\$ 2,514	\$ 2,469	\$ 45	2%
Less: Fuel surcharge revenue per unit	<u>20</u>	<u>2</u>	<u>18</u>	900%
Merchandise revenue per unit less fuel surcharge revenue <sup>1</sup>	<u>\$ 2,494</u>	<u>\$ 2,467</u>	<u>\$ 27</u>	1%
Intermodal revenue per unit	\$ 587	\$ 565	\$ 22	4%
Less: Fuel surcharge revenue per unit	<u>63</u>	<u>47</u>	<u>16</u>	34%
Intermodal revenue per unit less fuel surcharge revenue <sup>1</sup>	<u>\$ 524</u>	<u>\$ 518</u>	<u>\$ 6</u>	1%
Coal revenue per unit	\$ 1,679	\$ 1,611	\$ 68	4%
Less: Fuel surcharge revenue per unit	<u>32</u>	<u>14</u>	<u>18</u>	129%
Coal revenue per unit less fuel surcharge revenue <sup>1</sup>	<u>\$ 1,647</u>	<u>\$ 1,597</u>	<u>\$ 50</u>	3%

## Free Cash Flow

(\$ in millions)

<u>First Six Months</u>	<u>2017</u>	<u>2016</u>
Net cash provided by operating activities	\$ 1,576	\$ 1,432
Property additions	<u>(883)</u>	<u>(932)</u>
Free cash flow <sup>2</sup>	693	500
Property sales and other transactions	60	40
Investment purchases	(4)	(23)
Investment sales and other transactions	3	3
Net cash used in financing activities	<u>(1,066)</u>	<u>(755)</u>
Net decrease in cash and cash equivalents	\$ <u>(314)</u>	\$ <u>(235)</u>

<sup>1</sup> 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.

<sup>2</sup> Free cash flow as used here is a function of cash provided by operating activities reduced by current period property additions and is a measure of cash available for other investing and financing activities, primarily including payment of dividends, repurchases of common stock and repayments of debt. Management believes that this non-GAAP financial measure provides useful supplemental information to investors regarding the Company's ability to generate cash flows after taking into consideration cash necessary to cover operations and maintain and grow our capital base.

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.