

## Reconciliation of Non-GAAP Financial Measures

Information presented by Marta R. Stewart during the Stifel 2017 Annual Transportation & Logistics Conference on February 14, 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).

### Free Cash Flow

(\$ in millions)

<u>Twelve Months Ended December 31</u>	<u>2016</u>	<u>2015</u>
Net cash provided by operating activities	\$ 3,034	\$ 2,908
Property additions	<u>(1,887)</u>	<u>(2,385)</u>
Free cash flow <sup>1</sup>	1,147	523
Property sales and other transactions	130	63
Investment purchases	(123)	(5)
Investment sales and other transactions	48	240
Net cash used in financing activities	<u>(1,347)</u>	<u>(693)</u>
Net increase (decrease) in cash and cash equivalents	\$ <u>(145)</u>	\$ <u>128</u>

<sup>1</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.