

Reconciliation of Non-GAAP Performance Measures

Information presented by James Squires at the Baird Industrials Conference on November 9, 2011 (posted elsewhere on our web site) included non-GAAP financial measures, as defined by SEC Regulation G. Non-GAAP performance measures should be considered in addition to, not as a substitute for, the financial performance reported in accordance with U.S. generally accepted accounting principles (GAAP).

Total Shareholder Distributions

(\$ in millions) Periods Ended,	Dec 31 2006	Dec 31 2007	Dec 31 2008	Dec 31 2009	Dec 31 2010	Sep 30 2011	2006 - 3Q11
Dividends	\$ 278	\$ 377	\$ 456	\$ 500	\$ 514	\$ 432	\$ 2,557
Share repurchases	964	1,196	1,128	-	863	1,611	\$ 5,762
Total Shareholder Distributions	<u>\$ 1,242</u>	<u>\$ 1,573</u>	<u>\$ 1,584</u>	<u>\$ 500</u>	<u>\$ 1,377</u>	<u>\$ 2,043</u>	<u>\$ 8,319</u>

Free Cash Flow

(\$ in millions) Periods Ended,	Dec 31 2006	Dec 31 2007	Dec 31 2008	Dec 31 2009	Dec 31 2010
Net cash provided by operating activities	\$ 2,206	\$ 2,333	\$ 2,715	\$ 1,860	\$ 2,714
Property additions	(1,178)	(1,341)	(1,558)	(1,299)	(1,470)
Free Cash Flow	1,028	992	1,157	561	1,244
Property sales and other transactions	119	124	109	84	97
Investments, including short-term	(1,804)	(635)	(86)	(266)	(504)
Investment sales and other transactions	2,179	827	307	30	421
Net cash used in financing activities	(1,284)	(1,629)	(1,075)	(31)	(1,427)
Net increase (decrease) in cash and cash equivalents	<u>\$ 238</u>	<u>\$ (321)</u>	<u>\$ 412</u>	<u>\$ 378</u>	<u>\$ (169)</u>

Free Cash Flow

(\$ in millions) Periods Ended,	Sep 30 2010	Sep 30 2011
Net cash provided by operating activities	\$ 2,128	\$ 2,764
Property additions	(907)	(1,433)
Free Cash Flow	1,221	1,331
Property sales and other transactions	81	70
Investments, including short-term	(441)	(88)
Investment sales and other transactions	261	246
Net cash used in financing activities	(989)	(2,144)
Net increase (decrease) in cash and cash equivalents	<u>\$ 133</u>	<u>\$ (585)</u>