

Reconciliation of Non-GAAP Performance Measures

Information presented by Deborah H. Butler at the BB&T Transportation Conference on Feb. 16, 2011 (posted elsewhere on our website), included a non-GAAP financial measure, 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.

Baseline Capital Program

(\$ in millions)

Plan Year Ended December 31, 2011

| | |
|--|----------|
| Property additions | \$ 2,223 |
| Purchase of freight cars historically leased | \$ (334) |
| PTC, including upgrades to systems and track structure that will be accelerated for implementation | \$ (146) |
| Baseline capital program ¹ | \$ 1,743 |

¹Baseline capital program as used here is a projection of the 2011 capital budget excluding certain investments.