

NON-GAAP RECONCILIATION
RSI OPERATING REVENUE

	2017	2016	2015	2014	2013
	(In thousands)				
Total revenue	\$ 7,329,599	6,786,984	6,571,893	6,638,285	6,419,285
Fuel	(710,305)	(628,525)	(722,734)	(1,049,646)	(1,098,843)
Subcontracted transportation	(578,914)	(367,562)	(288,082)	(336,422)	(354,624)
Operating revenue	\$ 6,040,380	5,790,897	5,561,077	5,252,217	4,965,818

FREE CASH FLOW

	2017	2016	2015
	(In thousands)		
Net cash provided by operating activities	\$ 1,547,986	1,601,022	1,441,788
Sales of revenue earning equipment	376,743	414,249	423,605
Sales of operating property and equipment	52,257	7,051	3,891
Collections on direct finance leases	73,172	76,510	70,980
Total cash generated	2,050,158	2,098,832	1,940,264
Purchases of property and revenue earning equipment	(1,860,436)	(1,905,157)	(2,667,978)
Free cash flow	\$ 189,722	193,675	(727,714)

COMPARABLE EARNINGS PER SHARE

	2017	2016	2015	2014	2013
EPS	\$ 14.87	4.94	5.73	4.14	4.63
Non-operating pension costs	0.31	0.33	0.19	0.05	0.25
Tax reform related adjustments, net	(10.75)	-	-	-	-
Restructuring charges and fees, net	0.25	0.06	0.23	0.03	(0.01)
Pension lump sum settlement expense	-	-	-	1.16	-
Pension-related adjustments	0.06	0.09	(0.01)	0.14	0.03
Operating tax adjustment	0.03	-	-	-	-
Gain on sale of property	(0.27)	-	-	-	-
Acquisition-related tax adjustment	-	-	-	0.03	-
Acquisition transaction costs	-	-	-	0.01	-
Tax law changes	0.03	-	(0.04)	(0.03)	-
Superstorm Sandy vehicle-related recoveries	-	-	-	-	(0.01)
Foreign currency translation benefit	-	-	-	-	(0.04)
Comparable EPS	\$ 4.53	5.42	6.10	5.53	4.85

ADJUSTED RETURN ON CAPITAL

	2017	2016	2015	2014	2013
	(Dollars in thousands)				
Net earnings	\$ 790,558	262,477	304,768	218,341	237,871
Restructuring and other charges (recoveries), net and other items	28,221	12,585	17,559	114,956	(154)
Income taxes	(476,707)	141,623	163,649	118,120	125,693
Adjusted earnings before income taxes	342,072	416,685	485,976	451,417	363,410
Adjusted interest expense	140,584	148,043	150,640	144,991	140,738
Adjusted income taxes	(166,773)	(198,248)	(224,033)	(213,738)	(177,308)
Adjusted net earnings for adjusted return on average capital [A]	\$ 315,883	366,480	412,583	382,670	326,840
Average total debt	\$ 5,360,257	5,549,458	5,177,012	4,653,476	4,015,178
Average off-balance sheet debt	1,758	1,472	1,467	1,919	961
Average shareholders' equity	2,201,219	2,052,371	1,894,917	1,925,824	1,593,942
Average adjustments to shareholders' equity	(69,443)	1,728	10,843	7,758	(2,088)
Adjusted average adjusted capital [B]	\$ 7,493,791	7,605,029	7,084,239	6,588,977	5,607,993
Adjusted return on average capital [A]/[B]	4.2%	4.8%	5.8%	5.8%	5.8%

SEGMENT OPERATING REVENUE

	2017	2016	2015	2014	2013
	(Dollars in thousands)				
FMS - Operating Revenue					
Total revenue	\$ 4,733,571	4,556,194	4,545,692	4,655,758	4,494,686
Fuel services revenue	(689,809)	(608,454)	(699,646)	(1,025,237)	(1,070,201)
Operating revenue	\$ 4,043,762	3,947,740	3,846,046	3,630,521	3,424,485
DTS - Operating Revenue					
Total revenue	\$ 1,096,042	1,020,895	895,538	899,802	831,599
Subcontracted transportation	(192,122)	(143,502)	(61,202)	(72,045)	(66,225)
Fuel costs	(114,626)	(103,074)	(119,883)	(166,529)	(165,553)
Operating Revenue	\$ 789,294	774,319	714,453	661,228	599,821
SCS - Operating Revenue					
Total Revenue	\$ 1,969,500	1,637,850	1,547,763	1,561,347	1,551,464
Subcontracted transportation	(386,792)	(224,060)	(226,880)	(264,377)	(288,399)
Fuel costs	(75,160)	(61,713)	(64,574)	(95,720)	(103,704)
Operating Revenue	\$ 1,507,548	1,352,077	1,256,309	1,201,250	1,159,361

COMPARABLE EBT FROM CONTINUING OPERATIONS

	2017	2016	2015	2014	2013
	(Dollars in thousands)				
EBT	\$ 313,786	406,381	469,215	338,267	369,015
Non-operating pension costs	27,741	29,943	17,797	5,521	22,236
Tax reform related adjustments, net	23,278	-	-	-	-
Restructuring charges and fees, net	21,405	5,074	18,068	2,787	(469)
Pension lump sum settlement expense	-	-	-	97,231	-
Pension-related adjustments	5,454	7,650	(509)	12,564	2,820
Operating tax adjustment	2,205	-	-	-	-
Gain on sale of property	(24,122)	-	-	-	-
Acquisition-related tax adjustment	-	-	-	1,808	-
Acquisition transaction costs	-	-	-	566	-
Superstorm Sandy vehicle-related recoveries	-	-	-	-	(600)
Foreign currency translation benefit	-	-	-	-	(1,904)
Comparable EBT	<u>\$ 369,747</u>	<u>449,048</u>	<u>504,571</u>	<u>458,744</u>	<u>391,098</u>

COMPARABLE EARNINGS FROM CONTINUING OPERATIONS

	2017	2016	2015	2014	2013
	(Dollars in thousands)				
Earnings	\$ 791,015	264,640	305,989	220,225	243,275
Non-operating pension costs	16,034	17,518	10,136	2,822	13,046
Tax reform related adjustments, net	(571,666)	-	-	-	-
Restructuring charges and fees, net	13,371	3,513	12,782	1,800	(360)
Pension lump sum settlement expense	-	-	-	61,333	-
Pension-related adjustments	3,303	4,817	(309)	7,623	1,711
Operating tax adjustment	1,677	-	-	-	-
Gain on sale of property	(14,769)	-	-	-	-
Acquisition-related tax adjustment	-	-	-	1,808	-
Acquisition transaction costs	-	-	-	444	-
Tax law changes	1,844	-	(2,113)	(1,776)	-
Superstorm Sandy vehicle-related recoveries	-	-	-	-	(374)
Foreign currency translation benefit	-	-	-	-	(1,904)
Comparable Earnings	<u>\$ 240,809</u>	<u>290,488</u>	<u>326,485</u>	<u>294,279</u>	<u>255,394</u>