

## Schneider National, Inc.

Impact of Reporting In-Transit Revenue at Reporting Segment Level (Unaudited)  
(in millions)

In 2018, we adopted ASC 606 and recognized in-transit revenues and related expenses within Other, except for FTFM. In 2019, we began recognizing in-transit revenues and related expenses at the reporting segment level to better align revenues and costs.

We have restated the 2018 revenues excluding fuel surcharge and income (loss) from operations by segment to reflect this change. The tables below show the impact by reporting segment on revenues (excluding fuel surcharge) and income (loss) from operations.

Revenues Excluding Fuel Surcharge (a)	Quarter Ended				Year Ended
	3/31/2018	6/30/2018	9/30/2018	12/31/2018	12/31/2018
<b>Truckload</b>					
As reported	\$ 551.3	\$ 568.7	\$ 565.0	\$ 583.0	\$ 2,268.0
Increase (decrease)	(0.8)	(1.1)	1.9	(2.9)	(2.9)
Total	<u>\$ 550.5</u>	<u>\$ 567.6</u>	<u>\$ 566.9</u>	<u>\$ 580.1</u>	<u>\$ 2,265.1</u>
<b>Intermodal</b>					
As reported	\$ 201.0	\$ 227.9	\$ 252.1	\$ 272.5	\$ 953.5
Increase (decrease)	0.9	3.8	2.3	(4.6)	2.4
Total	<u>\$ 201.9</u>	<u>\$ 231.7</u>	<u>\$ 254.4</u>	<u>\$ 267.9</u>	<u>\$ 955.9</u>
<b>Logistics</b>					
As reported	\$ 220.8	\$ 249.7	\$ 268.7	\$ 285.4	\$ 1,024.6
Increase (decrease)	0.4	1.0	3.1	(5.2)	(0.7)
Total	<u>\$ 221.2</u>	<u>\$ 250.7</u>	<u>\$ 271.8</u>	<u>\$ 280.2</u>	<u>\$ 1,023.9</u>
<b>Other</b>					
As reported	\$ 74.6	\$ 82.7	\$ 91.2	\$ 73.5	\$ 322.0
Increase (decrease)	(0.5)	(3.7)	(7.3)	12.7	1.2
Total	<u>\$ 74.1</u>	<u>\$ 79.0</u>	<u>\$ 83.9</u>	<u>\$ 86.2</u>	<u>\$ 323.2</u>
<b>Enterprise (a)</b>					
As reported	\$ 1,021.2	\$ 1,103.2	\$ 1,145.2	\$ 1,184.6	\$ 4,454.2
Increase (decrease)	-	-	-	-	-
Total	<u>\$ 1,021.2</u>	<u>\$ 1,103.2</u>	<u>\$ 1,145.2</u>	<u>\$ 1,184.6</u>	<u>\$ 4,454.2</u>

(a) Enterprise revenues excluding fuel surcharge is a non-GAAP measure that isolates volume, price, and cost changes directly related to industry demand. Does not foot due to inter-segment eliminations.

Income (Loss) from Operations	Quarter Ended				Year Ended
	3/31/2018	6/30/2018	9/30/2018	12/31/2018	12/31/2018
<b>Truckload</b>					
As reported	\$ 47.4	\$ 62.3	\$ 53.1	\$ 77.7	\$ 240.5
Increase (decrease)	(0.8)	(1.1)	1.3	(2.8)	(3.4)
Total	<u>\$ 46.6</u>	<u>\$ 61.2</u>	<u>\$ 54.4</u>	<u>\$ 74.9</u>	<u>\$ 237.1</u>
<b>Intermodal</b>					
As reported	\$ 21.8	\$ 30.8	\$ 36.1	\$ 41.5	\$ 130.2
Increase (decrease)	0.4	1.6	-	(1.8)	0.2
Total	<u>\$ 22.2</u>	<u>\$ 32.4</u>	<u>\$ 36.1</u>	<u>\$ 39.7</u>	<u>\$ 130.4</u>
<b>Logistics</b>					
As reported	\$ 7.7	\$ 10.2	\$ 12.5	\$ 17.0	\$ 47.4
Increase (decrease)	0.1	0.2	0.5	(0.9)	(0.1)
Total	<u>\$ 7.8</u>	<u>\$ 10.4</u>	<u>\$ 13.0</u>	<u>\$ 16.1</u>	<u>\$ 47.3</u>
<b>Other</b>					
As reported	\$ (9.3)	\$ (11.6)	\$ (3.8)	\$ (17.6)	\$ (42.3)
Increase (decrease)	0.3	(0.7)	(1.8)	5.5	3.3
Total	<u>\$ (9.0)</u>	<u>\$ (12.3)</u>	<u>\$ (5.6)</u>	<u>\$ (12.1)</u>	<u>\$ (39.0)</u>
<b>Enterprise</b>					
As reported	\$ 67.6	\$ 91.7	\$ 97.9	\$ 118.6	\$ 375.8
Increase (decrease)	-	-	-	-	-
Total	<u>\$ 67.6</u>	<u>\$ 91.7</u>	<u>\$ 97.9</u>	<u>\$ 118.6</u>	<u>\$ 375.8</u>