

Schneider National, Inc.

Impact of Reporting Truckload Segment KPI's for Dedicated and For-hire

Prior to 2020, we reported key performance indicators (KPIs) within our Truckload segment by quadrant. Going forward, KPIs will be reported for our Dedicated and For-hire operations only. This presentation change does not impact KPIs at the segment level.

	Quarter Ended				Year Ended
	3/31/2019	6/30/2019	9/30/2019	12/31/2019	12/31/2019
As reported:					
Dedicated standard					
Revenues (excluding fuel surcharge) ⁽¹⁾	\$ 84.2	\$ 84.3	\$ 82.3	\$ 79.0	\$ 329.8
Average trucks ^{(2) (3)}	1,801	1,818	1,807	1,812	1,808
Revenue per truck per week ⁽⁴⁾	\$ 3,684	\$ 3,609	\$ 3,515	\$ 3,474	\$ 3,573
Dedicated specialty					
Revenues (excluding fuel surcharge) ⁽¹⁾	\$ 95.1	\$ 93.4	\$ 93.4	\$ 94.3	\$ 376.2
Average trucks ^{(2) (3)}	2,149	2,173	2,100	2,055	2,113
Revenue per truck per week ⁽⁴⁾	\$ 3,485	\$ 3,347	\$ 3,433	\$ 3,652	\$ 3,487
For-hire standard					
Revenues (excluding fuel surcharge) ⁽¹⁾	\$ 280.9	\$ 287.6	\$ 291.4	\$ 289.1	\$ 1,149.0
Average trucks ^{(2) (3)}	6,106	6,154	6,003	5,878	6,027
Revenue per truck per week ⁽⁴⁾	\$ 3,622	\$ 3,640	\$ 3,746	\$ 3,915	\$ 3,733
For-hire specialty					
Revenues (excluding fuel surcharge) ⁽¹⁾	\$ 69.8	\$ 69.7	\$ 48.9	\$ 33.5	\$ 221.9
Average trucks ^{(2) (3)}	1,517	1,461	1,009	611	1,143
Revenue per truck per week ⁽⁴⁾	\$ 3,623	\$ 3,716	\$ 3,746	\$ 4,362	\$ 3,804
Recast:					
Dedicated					
Revenues (excluding fuel surcharge) ⁽¹⁾	\$ 179.3	\$ 177.7	\$ 175.7	\$ 173.3	\$ 706.0
Average trucks ^{(2) (3)}	3,950	3,991	3,907	3,867	3,921
Revenue per truck per week ⁽⁴⁾	\$ 3,576	\$ 3,467	\$ 3,471	\$ 3,569	\$ 3,526
For-hire					
Revenues (excluding fuel surcharge) ⁽¹⁾	\$ 350.7	\$ 357.3	\$ 340.3	\$ 322.6	\$ 1,370.9
Average trucks ^{(2) (3)}	7,623	7,615	7,012	6,489	7,170
Revenue per truck per week ⁽⁴⁾	\$ 3,622	\$ 3,654	\$ 3,746	\$ 3,957	\$ 3,764
<p>(1) Revenues (excluding fuel surcharge), in millions, exclude revenue in-transit.</p> <p>(2) Includes company trucks and owner-operator trucks.</p> <p>(3) Calculated based on beginning and end of month counts and represents the average number of trucks available to haul freight over the specified time frame.</p> <p>(4) Calculated excluding fuel surcharge and revenue in-transit, consistent with how revenue is reported internally for segment purposes, using weighted workdays.</p>					