

Schneider National, Inc.

Impact of Reporting Intermodal Segment Orders and Revenue per Order KPI's Excluding Dray-only Orders

In support of a few key customers, Schneider provides dray-only service utilizing its drivers and chassis. The length of haul and revenue characteristics of dray-only service are much different than rail. A recent surge in dray-only activity distorted year-over-year comparisons in our core-rail KPIs.

	Quarter Ended				Year Ended
	3/31/2019	6/30/2019	9/30/2019	12/31/2019	12/31/2019
As reported:					
Orders ⁽¹⁾	104,512	114,272	110,721	122,112	451,617
Revenue per order ⁽²⁾	\$ 2,249	\$ 2,266	\$ 2,259	\$ 2,184	\$ 2,238
Recast:					
Orders ⁽³⁾	103,276	113,007	108,663	113,956	438,902
Revenue per order ⁽²⁾	\$ 2,271	\$ 2,288	\$ 2,296	\$ 2,311	\$ 2,292

(1) Based on total delivered orders (rail and dray-only).
(2) Calculated using rail revenues excluding fuel surcharge and revenue in transit, consistent with how revenue is reported internally for segment purposes.
(3) Based on rail delivered orders.