

QUARTERLY FINANCIAL INFORMATION BY SEGMENT (UNAUDITED)⁽¹⁾⁽²⁾
(Dollars in thousands)

| | Three Months Ended | | | | | | | | Years Ended December 31, | |
|--|--------------------|------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|--------------------------|-----------|
| | March 31, 2017 | June 30, 2017 | September 30, 2017 | December 31, 2017 | March 31, 2018 | June 30, 2018 | September 30, 2018 | December 31, 2018 | 2017 | 2018 |
| Total revenue: | | | | | | | | | | |
| Trucking | \$ 218,690 | 220,323 | 424,832 | 1,106,481 | 1,037,364 | 1,081,832 | 1,070,978 | 1,100,080 | \$ 1,970,326 | 4,290,254 |
| Logistics | 44,008 | 43,829 | 54,267 | 93,821 | 89,189 | 99,188 | 113,387 | 134,280 | 235,925 | 436,044 |
| Intermodal | 3,916 | 4,219 | 29,068 | 113,123 | 110,267 | 120,047 | 130,369 | 138,138 | 150,326 | 498,821 |
| Subtotal | 266,614 | 268,371 | 508,167 | 1,313,425 | 1,236,820 | 1,301,067 | 1,314,734 | 1,372,498 | 2,356,577 | 5,225,119 |
| Non-reportable segments | 6,264 | 6,819 | 18,827 | 61,965 | 49,691 | 48,783 | 47,115 | 38,551 | 93,875 | 184,140 |
| Intersegment eliminations | (1,696) | (1,947) | (5,386) | (15,970) | (15,379) | (18,167) | (15,238) | (16,409) | (24,999) | (65,193) |
| Consolidated operating revenue | \$ 271,182 | 273,243 | 521,608 | 1,359,420 | 1,271,132 | 1,331,683 | 1,346,611 | 1,394,640 | \$ 2,425,453 | 5,344,066 |
| Operating income (loss): | | | | | | | | | | |
| Trucking | \$ 20,260 | 25,762 | 19,924 | 137,312 | 100,251 | 126,657 | 140,592 | 183,318 | \$ 203,258 | 550,818 |
| Logistics | 2,413 | 2,349 | 3,129 | 7,277 | 3,959 | 4,615 | 10,151 | 13,266 | 15,168 | 31,991 |
| Intermodal | 110 | 225 | 1,707 | 4,999 | 3,948 | 4,480 | 9,688 | 13,156 | 7,041 | 31,272 |
| Subtotal | 22,783 | 28,336 | 24,760 | 149,588 | 108,158 | 135,752 | 160,431 | 209,740 | 225,467 | 614,081 |
| Non-reportable segments | (145) | 74 | (18,949) | (5,817) | (14,414) | (11,510) | (16,151) | (2,963) | (24,837) | (45,038) |
| Consolidated operating income | \$ 22,638 | 28,410 | 5,811 | 143,771 | 93,744 | 124,242 | 144,280 | 206,777 | \$ 200,630 | 569,043 |
| Operating Ratio | | | | | | | | | | |
| Trucking | 90.7% | 88.3% | 95.3% | 87.6% | 90.3% | 88.3% | 86.9% | 83.3% | 89.7% | 87.2% |
| Logistics | 94.5% | 94.6% | 94.2% | 92.2% | 95.6% | 95.3% | 91.0% | 90.1% | 93.6% | 92.7% |
| Intermodal | 97.2% | 94.7% | 94.1% | 95.6% | 96.4% | 96.3% | 92.6% | 90.5% | 95.3% | 93.7% |
| Adjusted Operating Ratio⁽³⁾: | | | | | | | | | | |
| Trucking | 89.5% | 84.6% | 89.7% | 85.8% | 88.9% | 86.5% | 84.9% | 80.9% | 86.9% | 85.3% |
| Logistics | 94.3% | 94.4% | 94.1% | 91.9% | 95.4% | 95.2% | 90.9% | 89.4% | 93.4% | 92.3% |
| Intermodal | 97.1% | 94.6% | 94.1% | 95.6% | 96.4% | 96.3% | 92.6% | 90.4% | 95.3% | 93.7% |

(1) See Consolidated Adjusted Operating Income and Adjusted Operating Ratio footnote (1).

(2) See Consolidated Adjusted Operating Income and Adjusted Operating Ratio footnote (2).

(3) See Consolidated Adjusted Operating Income and Adjusted Operating Ratio footnote (3) and see the GAAP to NonGAAP reconciliation at Quarterly Adjusted Operating Ratio by Reportable Segment.