

35.0%

Expedited Freight: LTL Operating Statistics

| | Three months ended | | | | | | | | | | | | | |
|---|--------------------|-------------------|----------------|---------------|--------------------|-------------------|----------------|---------------|--------------------|-------------------|----------------|---------------|--------------------|-------------------|
| | September 30, 2017 | December 31, 2017 | March 31, 2018 | June 30, 2018 | September 30, 2018 | December 31, 2018 | March 31, 2019 | June 30, 2019 | September 30, 2019 | December 31, 2019 | March 31, 2020 | June 30, 2020 | September 30, 2020 | December 31, 2020 |
| Business days | 63 | 63 | 64 | 64 | 63 | 64 | 63 | 64 | 64 | 64 | 64 | 64 | 64 | 64 |
| Tonnage^{1,2} | | | | | | | | | | | | | | |
| Total pounds | 630,753 | 666,308 | 608,822 | 668,129 | 636,831 | 648,423 | 596,640 | 626,748 | 613,812 | 642,092 | 569,956 | 522,031 | 636,194 | 641,370 |
| Pounds per day | 10,012 | 10,576 | 9,513 | 10,440 | 10,108 | 10,132 | 9,470 | 9,793 | 9,591 | 10,033 | 8,906 | 8,157 | 9,941 | 10,021 |
| Shipments^{1,3} | | | | | | | | | | | | | | |
| Total shipments | 998 | 1,136 | 971 | 1,095 | 1,003 | 1,104 | 930 | 1,014 | 977 | 1,069 | 885 | 963 | 1,018 | 1,052 |
| Shipments per day | 16 | 18 | 15 | 17 | 16 | 17 | 15 | 16 | 15 | 17 | 14 | 15 | 16 | 16 |
| Weight per shipment | 632 | 587 | 627 | 610 | 635 | 587 | 642 | 618 | 628 | 601 | 644 | 542 | 625 | 610 |
| Revenue per hundredweight ^{1,4} | \$ 23.67 | \$ 24.25 | \$ 25.27 | \$ 25.91 | \$ 26.56 | \$ 26.81 | \$ 26.78 | \$ 27.39 | \$ 27.65 | \$ 27.02 | \$ 27.16 | \$ 26.32 | \$ 26.84 | \$ 26.65 |
| Revenue per hundredweight, ex fuel ² | 21.23 | 21.28 | 21.75 | 21.89 | 22.31 | 22.42 | 22.74 | 22.91 | 23.33 | 22.72 | 23.09 | 23.41 | 23.23 | 23.23 |
| Revenue per shipment ³ | \$ 150 | \$ 142 | \$ 161 | \$ 160 | \$ 171 | \$ 160 | \$ 174 | \$ 171 | \$ 176 | \$ 164 | \$ 172 | \$ 139 | \$ 166 | \$ 162 |
| Revenue per shipment, ex fuel ² | 134 | 125 | 139 | 136 | 144 | 134 | 148 | 144 | 148 | 139 | 145 | 122 | 145 | 141 |
| Network revenue from door-to-door shipments as a percentage of network revenue ^{3,4,5} | 34.4% | 32.7% | 34.1% | 36.0% | 35.3% | 35.6% | 38.3% | 39.9% | 40.7% | 41.1% | 44.3% | 49.9% | 51.3% | 46.6% |
| Network Gross Margin ⁶ | 34.4% | 32.7% | 34.1% | 36.0% | 35.3% | 35.6% | 38.3% | 39.9% | 40.7% | 41.1% | 44.3% | 49.9% | 51.3% | 46.6% |

¹ in thousands
² Excludes accessorials, full Truckload and Final Mile products
³ Includes intercompany revenue between the Network and Truckload revenue streams
⁴ Network revenue is comprised of all revenue, including linehaul, pickup and/or delivery, and fuel surcharge revenue, excluding accessorial,
⁵ Door-to-door shipments include all shipments with a pickup and/or delivery
⁶ Network revenue less Network purchased transportation as a percentage of Network revenue

Intermodal Operating Statistics

| | Three months ended | | | | | | | | | | | | | |
|------------------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|
| | September 30, 2017 | December 31, 2017 | March 31, 2018 | June 30, 2018 | September 30, 2018 | December 31, 2018 | March 31, 2019 | June 30, 2019 | September 30, 2019 | December 31, 2019 | March 31, 2020 | June 30, 2020 | September 30, 2020 | December 31, 2020 |
| Drayage shipments | 72,476 | 76,007 | 73,671 | 74,021 | 75,981 | 81,566 | 75,607 | 76,074 | 84,230 | 77,906 | 82,474 | 68,974 | 74,506 | 75,500 |
| Drayage revenue per shipment | \$ 535 | \$ 519 | \$ 571 | \$ 565 | \$ 574 | \$ 560 | \$ 625 | \$ 571 | \$ 597 | \$ 603 | \$ 636 | \$ 556 | \$ 562 | \$ 583 |
| Number of locations | 19 | 19 | 19 | 19 | 19 | 20 | 21 | 21 | 21 | 21 | 24 | 24 | 24 | 24 |

Pool Operating Statistics

| | Three months ended | | | | | | | | | | | | | |
|----------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|-------------------|------------------|-----------------------|----------------------|
| | September 30, 2017 | December 31, 2017 | March 31, 2018 | June 30, 2018 | September 30, 2018 | December 31, 2018 | March 31, 2019 | June 30, 2019 | September 30, 2019 | December 31, 2019 | March 31, 2020 | June 30, 2020 | September 30, 2020 | December 31, 2020 |
| Cartons ¹ | 19,256 | 26,172 | 20,223 | 20,101 | 22,218 | 30,435 | 22,316 | 23,031 | 25,692 | 33,563 | 18,701 | 6,252 | 17,673 | 23,503 |
| Revenue per Carton | \$ 2.09 | \$ 1.98 | \$ 2.11 | \$ 2.15 | \$ 2.13 | \$ 2.00 | \$ 2.02 | \$ 1.99 | \$ 1.98 | \$ 1.95 | \$ 2.11 | \$ 2.24 | \$ 2.12 | \$ 2.25 |
| Terminals | 28 | 28 | 28 | 28 | 28 | 28 | 28 | 28 | 30 | 30 | 30 | 29 | 29 | 29 |

¹ In thousands