

# FINANCIAL HIGHLIGHTS

<b>In Millions, For the Years Ended December 31,</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>
Total Income	\$ 31.2	\$ 32.2	\$ 30.3	\$ 30.5	\$ 27.9
Operating Expenses	27.9	27.1	24.6	25.5	22.8
Income Available for Debt Service	\$ 3.3	\$ 5.1	\$ 5.7	\$ 5.0	\$ 5.1
Debt Service	\$ 0.0	\$ 0.3	\$ 0.3	\$ 0.3	\$ 0.3
Debt Service Coverage	0.0x	19.68x	21.75x	19.16x	19.73x
Plant Additions	\$ 3.7	\$ 8.4	\$ 5.9	\$ 7.9	\$ 4.8
Number of Cars Switched	107,130	110,922	102,173	108,137	99,366
Average Rates (per car)					
Line Haul Car	\$ 264.12	\$ 239.90	\$ 245.12	\$ 237.29	\$ 239.48
Local & Miscellaneous Car	\$ 169.39	\$ 448.88	\$ 468.28	\$ 510.59	\$ 662.72

<b>Switching Revenues (in millions)</b>	<b>2017</b>	<b>2016</b>
Line Hauls - Intermodal	10.54	12.72
Line Hauls - Commercial	12.88	12.64
Line Hauls - Capital Division	0.29	0.32
Miscellaneous	2.94	1.73

<b>Switching Activities</b>	<b>2017</b>	<b>2016</b>
Line Hauls - Intermodal	61,300	76,714
Line Hauls - Commercial	27,762	29,583
Line Hauls - Capital Division	686	762
Miscellaneous	17,382	3,863

<b>Operating Expenses</b>	<b>2017</b>	
Operations	11,429,489	39%
Administration	8,592,893	29%
Mechanical	5,227,384	18%
Construction	2,202,950	7%
Depreciation	1,644,373	6%
Taxes	432,081	1%