

FOURTH QUARTER 2016

Quarterly Financial Data



**NORFOLK
SOUTHERN**

Finance Department
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Norfolk, Virginia 23510.2191

Norfolk Southern Railway System



Contents

Consolidated Statements of Income.....	2
Consolidated Balance Sheets.....	4
Consolidated Statements of Cash Flows.....	5
Consolidated Financial Information.....	6
Railway Operating Revenues Analysis.....	8
Monthly Railway Units.....	9
Railway Operating Revenues Variance Analysis.....	10
Coal Tonnage by Market.....	10
Railway Operating Expenses Variance Analysis.....	11
Compensation and Benefits Expense Analysis.....	12
Fuel Expense Analysis.....	12
Other Income — Net Analysis.....	13
Productivity Measures.....	14
Financial, Traffic and Operating Statistics:	
Consolidated Financial Data.....	16
Traffic and Operating Statistics.....	18

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The accompanying unaudited financial information and summary of certain notes to the consolidated financial statements should be read in conjunction with: (a) the consolidated financial statements and notes included in Norfolk Southern Corporation's (NS, we, us and our) latest Annual Report on Form 10-K and in subsequent Quarterly Reports on Form 10-Q, and (b) any Current Reports on Form 8-K.

Any statements contained in this document which are not related to historical facts are forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995, and NS undertakes no obligation to update such statements. Such forward-looking statements are subject to risks and uncertainties (the most significant of which are described in our SEC filings) which could cause actual results to differ materially.

Consolidated Statements of Income

Fourth Quarter

(in millions, except per share amounts)

	2016	2015
Railway operating revenues		
Merchandise	\$ 1,504	\$ 1,522
Intermodal	583	563
Coal	403	433
Total railway operating revenues	2,490	2,518
Railway operating expenses		
Compensation and benefits	662	702
Purchased services and rents	399	440
Fuel	194	194
Depreciation	259	287
Materials and other	215	253
Total railway operating expenses	1,729	1,876
Income from railway operations	761	642
Other income — net	22	24
Interest expense on debt	142	142
Income before income taxes	641	524
Provision for income taxes		
Current	175	(101)
Deferred	50	264
Total income taxes	225	163
Net income	\$ 416	\$ 361
Earnings per share		
Basic	\$ 1.43	\$ 1.21
Diluted	1.42	1.20
Weighted average shares outstanding		
Basic	291.2	297.9
Diluted	293.7	300.4

Notes

1. Stock Repurchase Program

We repurchased and retired 9.2 million and 11.3 million shares of common stock under our stock repurchase program in 2016 and 2015, respectively, at a cost of \$803 million and \$1.1 billion, respectively. On August 1, 2012, our Board of Directors authorized the repurchase of up to an additional 50 million shares of Common Stock through December 31, 2017, and 14.7 million shares remain under this authority as of December 31, 2016. The timing and volume of purchases is guided by our assessment of market conditions and other pertinent factors. Any near-term share repurchases are expected to be made with internally generated cash, cash on hand, or proceeds from borrowings. Since the beginning of 2006, we have repurchased and retired 160.3 million shares at a total cost of \$10.3 billion.

2. Restructuring Costs

Fourth quarter 2015 operating expenses include \$49 million of costs associated with the restructuring of our Triple Crown Services subsidiary and the closure of our Roanoke, Virginia, office which reduced net income by \$31 million, or \$0.10 per diluted share. For 2015, results include \$93 million of such costs, which reduced net income by \$58 million, or \$0.19 per diluted share.

Consolidated Statements of Income

Years Ended December 31,
(in millions, except per share amounts)

	2016	2015
Railway operating revenues		
Merchandise	\$ 6,182	\$ 6,279
Intermodal	2,218	2,409
Coal	1,488	1,823
Total railway operating revenues	9,888	10,511
Railway operating expenses		
Compensation and benefits	2,743	2,911
Purchased services and rents	1,548	1,752
Fuel	698	934
Depreciation	1,026	1,054
Materials and other	799	976
Total railway operating expenses	6,814	7,627
Income from railway operations	3,074	2,884
Other income — net	71	103
Interest expense on debt	563	545
Income before income taxes	2,582	2,442
Provision for income taxes		
Current	687	566
Deferred	227	320
Total income taxes	914	886
Net income	\$ 1,668	\$ 1,556
Earnings per share		
Basic	\$ 5.66	\$ 5.13
Diluted	5.62	5.10
Weighted average shares outstanding		
Basic	293.9	301.9
Diluted	296.0	304.4

Consolidated Balance Sheets

As of December 31,
(\$ in millions)

	2016	2015	Notes
Assets			
Current assets:			
Cash and cash equivalents	\$ 956	\$ 1,101	
Accounts receivable — net	945	946	
Materials and supplies	257	271	
Other current assets	133	194	
Total current assets	2,291	2,512	
Investments	2,777	2,572	
Properties less accumulated depreciation of \$11,737 and \$11,478, respectively	29,751	28,992	
Other assets	73	63	
Total assets	\$ 34,892	\$ 34,139	
Liabilities and stockholders' equity			
Current liabilities:			
Accounts payable	\$ 1,215	\$ 1,091	
Short-term debt	100	200	
Income and other taxes	245	203	
Other current liabilities	229	237	
Current maturities of long-term debt	550	500	
Total current liabilities	2,339	2,231	
Long-term debt	9,562	9,393	
Other liabilities	1,442	1,385	
Deferred income taxes	9,140	8,942	
Total liabilities	22,483	21,951	
Stockholders' equity:			
Common stock \$1.00 per share par value, 1,350,000,000 shares authorized; outstanding 290,417,610 and 297,795,016 shares, respectively, net of treasury shares	292	299	
Additional paid-in capital	2,179	2,143	
Accumulated other comprehensive loss	(487)	(445)	
Retained income	10,425	10,191	
Total stockholders' equity	12,409	12,188	
Total liabilities and stockholders' equity	\$ 34,892	\$ 34,139	

3. New Accounting Pronouncement-Deferred Taxes

In November 2015, the Financial Accounting Standards Board (FASB) issued Accounting Standards Update (ASU) No. 2015-17, "Balance Sheet Classification of Deferred Taxes." This update requires that deferred tax liabilities and assets be classified as noncurrent on the balance sheet rather than as separate current and noncurrent amounts. We retrospectively adopted the provisions of this ASU during the first quarter of 2016 and presented the December 31, 2015, Consolidated Balance Sheet to reflect the reclassification of \$121 million of deferred income tax assets from current assets to "Deferred income taxes" in the long-term liabilities section of the balance sheet.

Consolidated Statements of Cash Flows

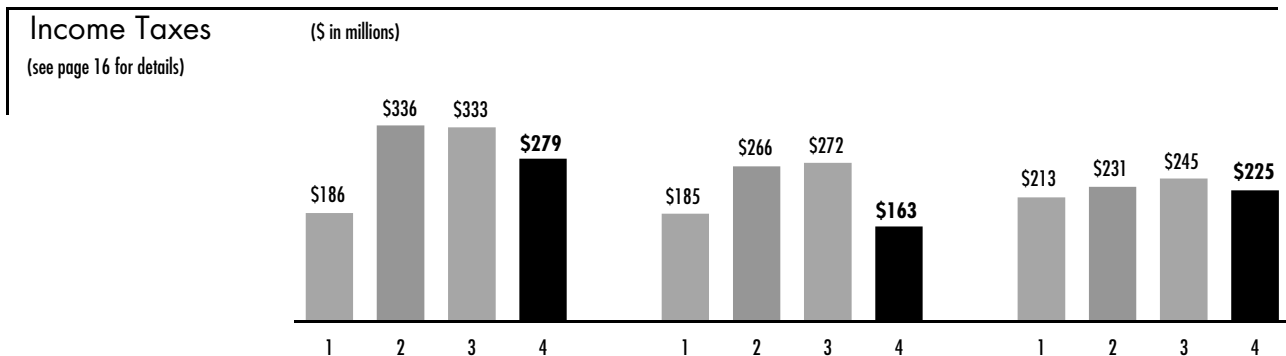
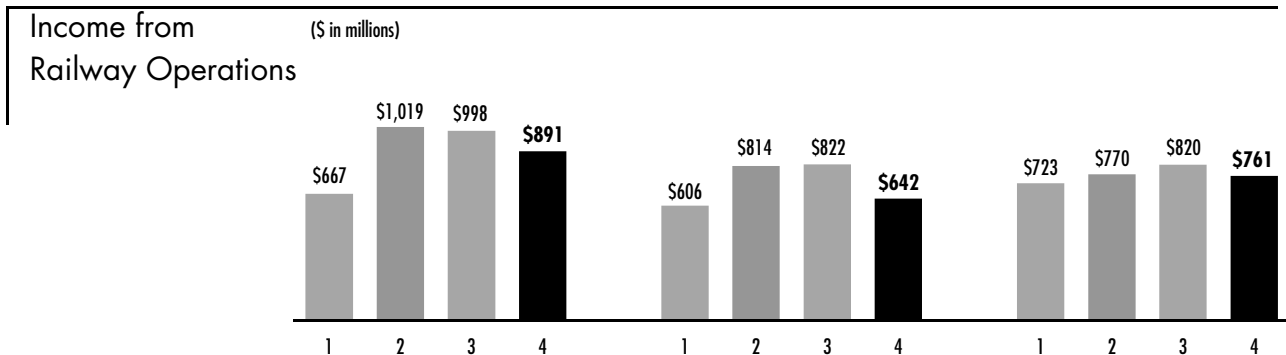
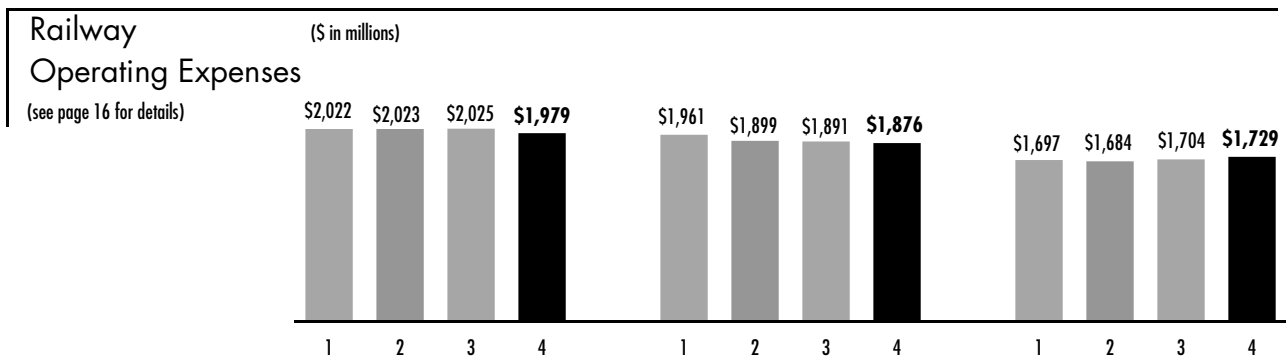
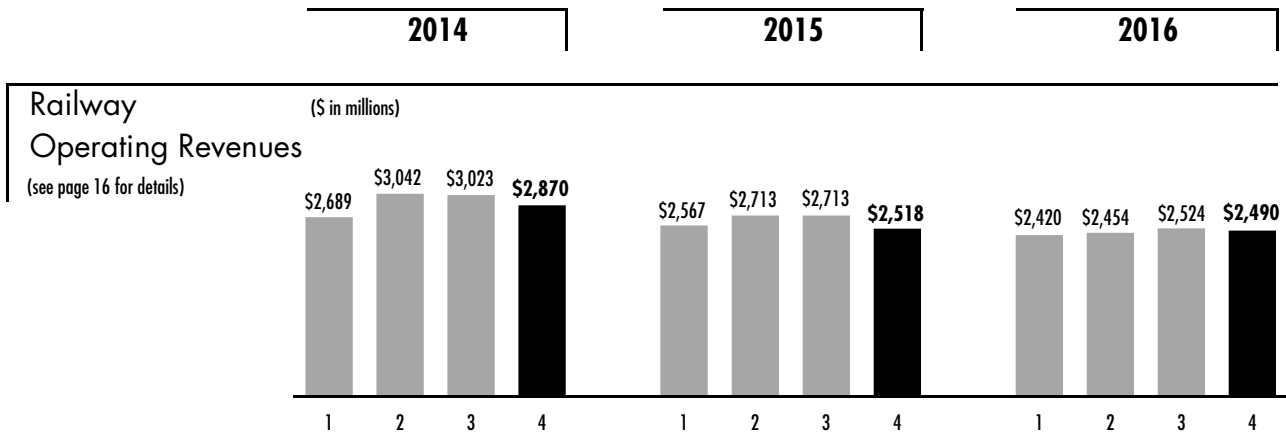
Years Ended December 31,
(S in millions)

	2016	2015	Notes
Cash flows from operating activities			
Net income	\$ 1,668	\$ 1,556	
Reconciliation of net income to net cash provided by operating activities:			
Depreciation	1,030	1,059	
Deferred income taxes	227	320	
Gains and losses on properties and investments	(46)	(30)	
Changes in assets and liabilities affecting operations:			
Accounts receivable	23	109	
Materials and supplies	42	(35)	
Other current assets	82	192	
Current liabilities other than debt	158	(152)	
Other — net	(150)	(111)	
Net cash provided by operating activities	3,034	2,908	
Cash flows from investing activities			
Property additions	(1,887)	(2,385)	
Property sales and other transactions	130	63	
Investment purchases	(123)	(5)	
Investment sales and other transactions	48	240	
Net cash used in investing activities	(1,832)	(2,087)	
Cash flows from financing activities			
Dividends	(695)	(713)	
Common stock transactions	57	12	
Purchase and retirement of common stock	(803)	(1,075)	
Proceeds from borrowings — net	694	1,185	
Debt repayments	(600)	(102)	
Net cash used in financing activities	(1,347)	(693)	
Net increase (decrease) in cash and cash equivalents	(145)	128	
Cash and cash equivalents			
At beginning of year	1,101	973	
At end of year	\$ 956	\$ 1,101	
Supplemental disclosures of cash flow information:			
Cash paid during the year for:			
Interest (net of amounts capitalized)	\$ 543	\$ 518	
Income taxes (net of refunds)	593	386	

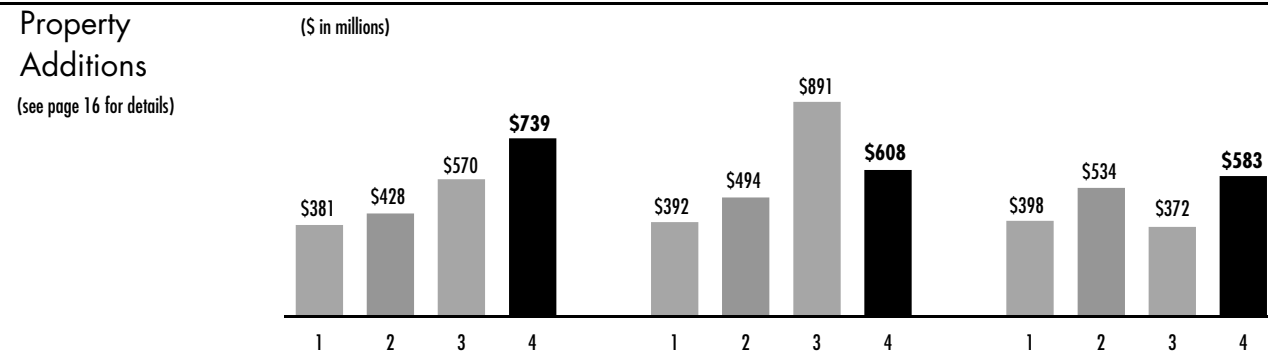
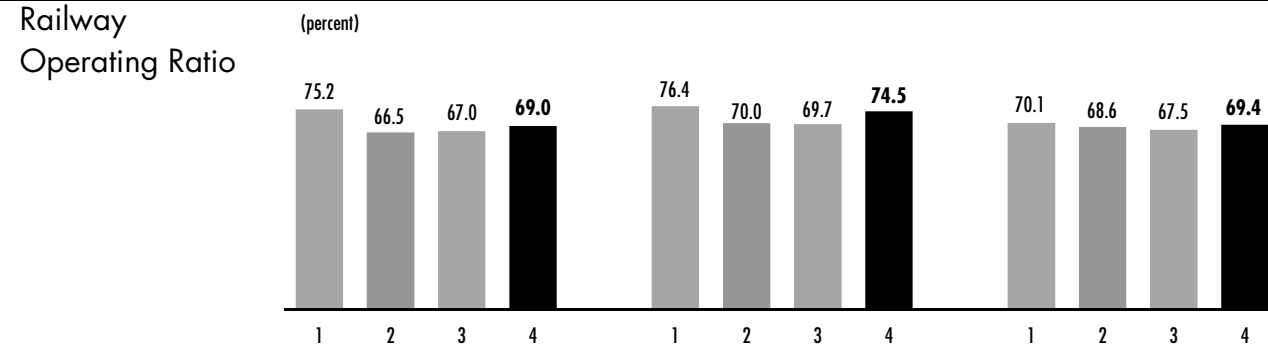
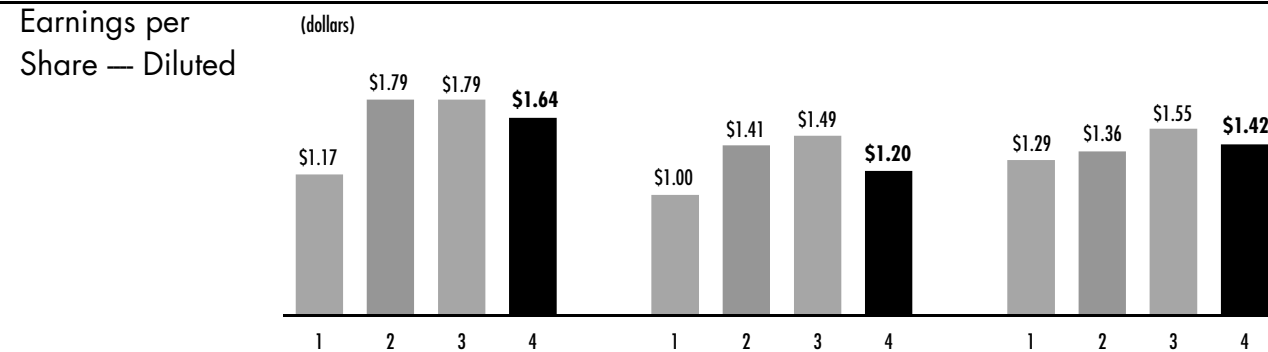
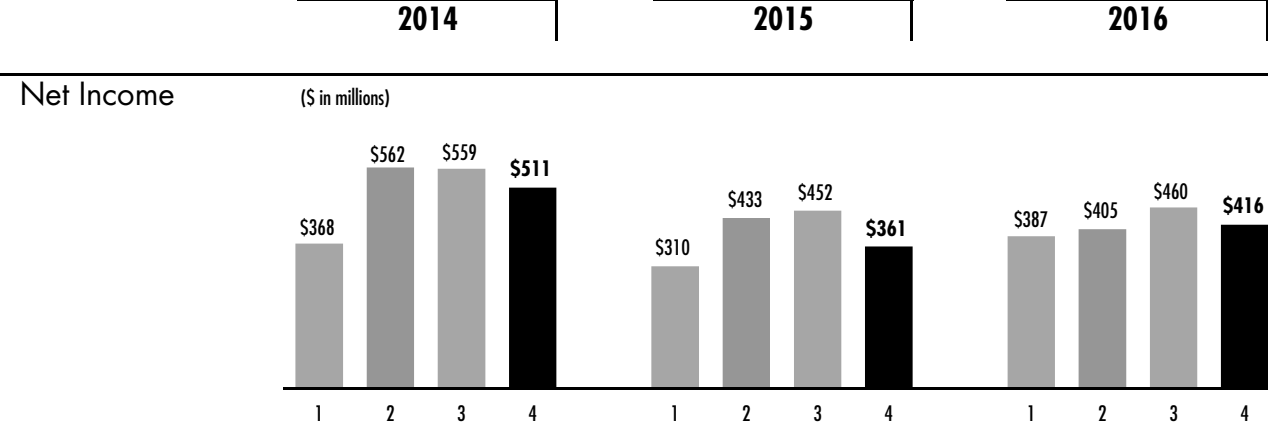
4. New Accounting Pronouncement- Stock-Based Compensation

In March 2016, the FASB issued ASU No. 2016-09, "Improvements to Employee Share-Based Payment Accounting." We adopted the provisions of this ASU during the first quarter of 2016. This update principally affected the recognition of excess tax benefits and deficiencies and the cash flow classification of share-based compensation-related transactions. The requirement to recognize excess tax benefits and deficiencies as income tax expense or benefit in the income statement was applied prospectively, with a benefit of \$17 million recognized in the "Provision for income taxes" line item for the year ended December 31, 2016. The classification requirements on the Consolidated Statements of Cash Flows for the adoption of ASU 2016-09 resulted in a \$34 million increase in operating activities and a corresponding decrease in financing activities for the year ended December 31, 2016. We retrospectively presented the Consolidated Statements of Cash Flows for the year ended December 31, 2015 to reflect a \$31 million increase in operating activities and a corresponding decrease in financing activities.

Consolidated Financial Information



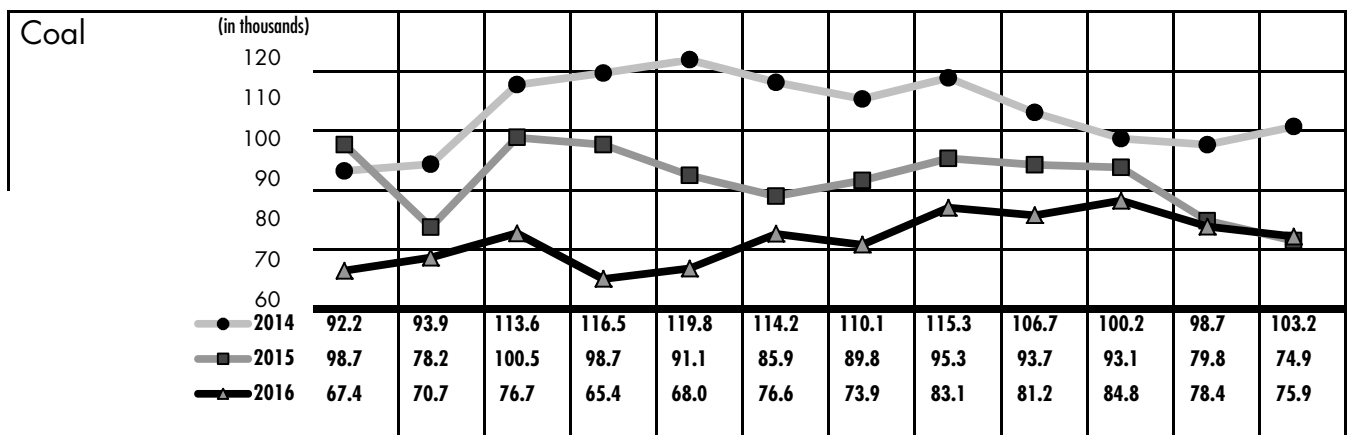
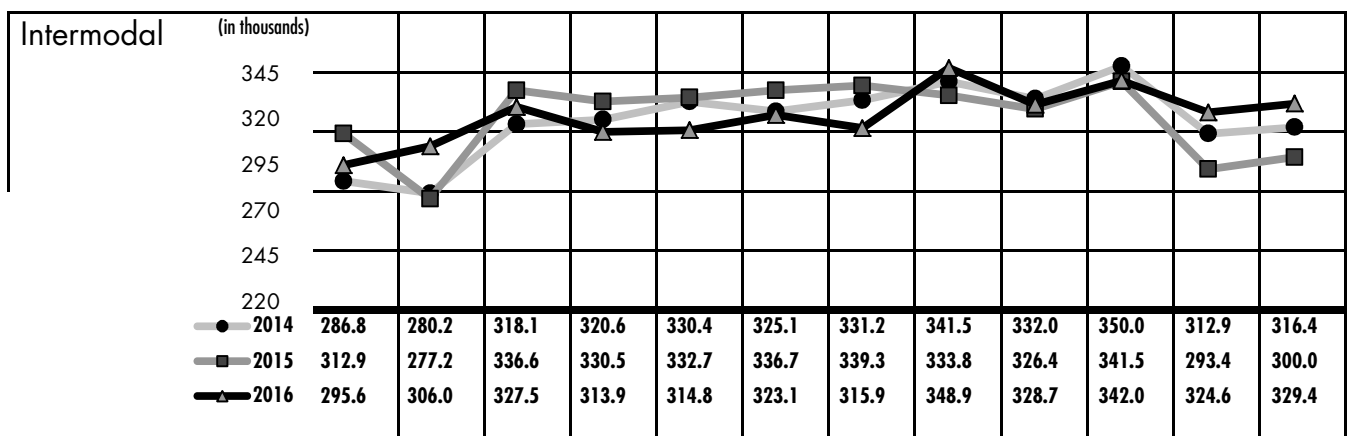
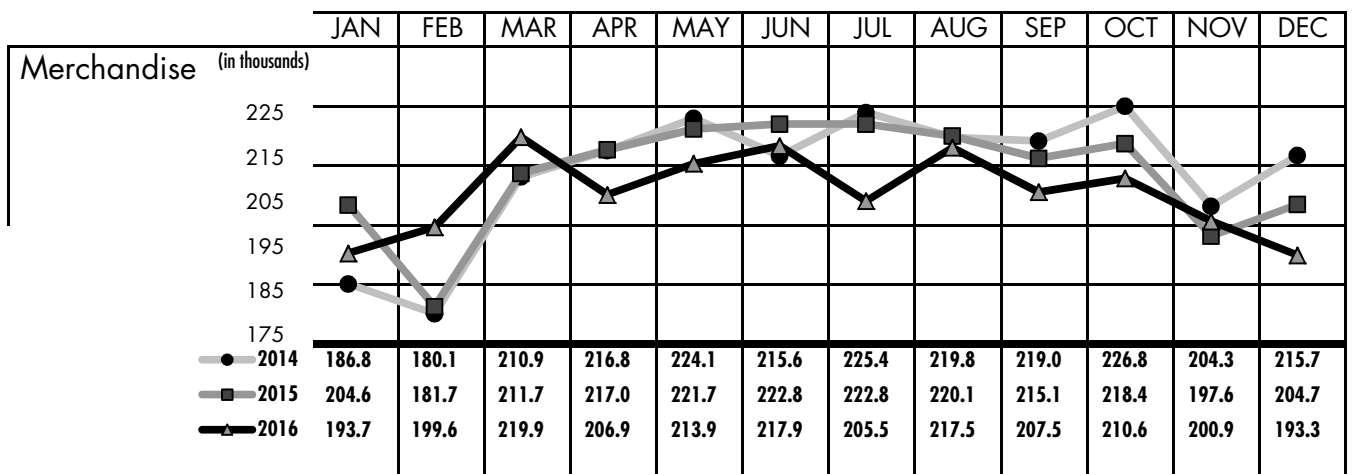
Consolidated Financial Information



Railway Operating Revenues Analysis

Commodity and Period	Revenues (S in millions)			Units (in thousands)			Revenue per Unit (S per unit)		
	2014	2015	2016	2014	2015	2016	2014	2015	2016
First Quarter									
Chemicals	\$ 443	\$ 432	\$ 419	116.1	127.3	120.6	\$ 3,820	\$ 3,390	\$ 3,476
Agriculture/consumer/gov't	361	374	386	147.1	150.0	151.4	2,457	2,495	2,550
Metals and construction	331	310	300	149.9	152.5	154.9	2,207	2,031	1,934
Automotive	227	219	254	92.3	95.7	113.3	2,455	2,291	2,241
Paper/clay/forest	190	185	190	72.4	72.5	73.0	2,620	2,552	2,603
Merchandise	1,552	1,520	1,549	577.8	598.0	613.2	2,686	2,541	2,526
Intermodal	596	592	522	885.1	926.7	929.1	673	639	562
Coal	541	455	349	299.7	277.4	214.8	1,805	1,642	1,626
Total	\$ 2,689	\$ 2,567	\$ 2,420	1,762.6	1,802.1	1,757.1	1,525	1,425	1,378
Second Quarter									
Chemicals	\$ 455	\$ 454	\$ 426	121.8	137.3	122.8	\$ 3,730	\$ 3,312	\$ 3,467
Agriculture/consumer/gov't	386	379	383	155.6	153.7	148.0	2,479	2,463	2,587
Metals and construction	410	344	334	193.6	182.1	183.6	2,118	1,889	1,822
Automotive	270	254	248	109.5	111.2	112.7	2,469	2,278	2,198
Paper/clay/forest	199	196	186	76.0	77.2	71.6	2,628	2,545	2,603
Merchandise	1,720	1,627	1,577	656.5	661.5	638.7	2,620	2,459	2,469
Intermodal	650	633	538	976.1	999.9	951.8	666	633	565
Coal	672	453	339	350.5	275.7	210.0	1,916	1,644	1,611
Total	\$ 3,042	\$ 2,713	\$ 2,454	1,983.1	1,937.1	1,800.5	1,534	1,401	1,362
Third Quarter									
Chemicals	\$ 488	\$ 451	\$ 408	132.0	134.3	117.5	\$ 3,697	\$ 3,356	\$ 3,473
Agriculture/consumer/gov't	364	380	380	146.1	152.9	147.6	2,491	2,488	2,577
Metals and construction	414	330	337	202.1	183.3	186.9	2,050	1,805	1,802
Automotive	254	246	236	104.6	109.7	106.8	2,429	2,246	2,217
Paper/clay/forest	210	203	191	79.4	77.8	71.7	2,636	2,595	2,655
Merchandise	1,730	1,610	1,552	664.2	658.0	630.5	2,604	2,447	2,462
Intermodal	667	621	575	1,004.7	999.5	993.5	664	622	579
Coal	626	482	397	332.1	278.8	238.2	1,885	1,726	1,666
Total	\$ 3,023	\$ 2,713	\$ 2,524	2,001.0	1,936.3	1,862.2	1,511	1,401	1,355
Fourth Quarter									
Chemicals	\$ 477	\$ 423	\$ 395	132.7	128.7	114.8	\$ 3,596	\$ 3,283	\$ 3,445
Agriculture/consumer/gov't	387	383	399	155.0	152.4	154.2	2,496	2,511	2,586
Metals and construction	366	279	296	180.0	154.5	160.4	2,033	1,804	1,845
Automotive	253	250	237	103.7	112.7	107.7	2,436	2,221	2,194
Paper/clay/forest	195	187	177	75.4	72.4	67.7	2,592	2,598	2,620
Merchandise	1,678	1,522	1,504	646.8	620.7	604.8	2,594	2,453	2,486
Intermodal	649	563	583	979.3	934.9	996.0	662	602	585
Coal	543	433	403	302.1	247.8	239.1	1,799	1,746	1,689
Total	\$ 2,870	\$ 2,518	\$ 2,490	1,928.2	1,803.4	1,839.9	1,489	1,396	1,354
Year									
Chemicals	\$ 1,863	\$ 1,760	\$ 1,648	502.6	527.6	475.7	\$ 3,707	\$ 3,335	\$ 3,465
Agriculture/consumer/gov't	1,498	1,516	1,548	603.8	609.0	601.2	2,481	2,489	2,575
Metals and construction	1,521	1,263	1,267	725.6	672.4	685.8	2,096	1,879	1,847
Automotive	1,004	969	975	410.1	429.3	440.5	2,447	2,258	2,213
Paper/clay/forest	794	771	744	303.2	299.9	284.0	2,619	2,573	2,620
Merchandise	6,680	6,279	6,182	2,545.3	2,538.2	2,487.2	2,624	2,474	2,486
Intermodal	2,562	2,409	2,218	3,845.2	3,861.0	3,870.4	666	624	573
Coal	2,382	1,823	1,488	1,284.4	1,079.7	902.1	1,855	1,688	1,650
Total	\$ 11,624	\$ 10,511	\$ 9,888	7,674.9	7,478.9	7,259.7	1,515	1,405	1,362

Monthly Railway Units



Railway Operating Revenues Variance Analysis

(\$ in millions)

Fourth Quarter
2016 vs. 2015

	Merchandise		Intermodal		Coal		Total	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Revenue Variance due to:								
Volume	\$ (39)	(3%)	\$ 37	7%	\$ (15)	(4%)	\$ 51	2%
Revenue per unit	21	1%	(17)	(3%)	(15)	(3%)	(79)	(3%)
Total	<u>\$ (18)</u>	(1%)	<u>\$ 20</u>	4%	<u>\$ (30)</u>	(7%)	<u>\$ (28)</u>	(1%)

Year
2016 vs. 2015

	Merchandise		Intermodal		Coal		Total	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Revenue Variance due to:								
Volume	\$ (126)	(2%)	\$ 6	-	\$ (300)	(16%)	\$ (308)	(3%)
Revenue per unit	29	-	(197)	(8%)	(35)	(2%)	(315)	(3%)
Total	<u>\$ (97)</u>	(2%)	<u>\$ (191)</u>	(8%)	<u>\$ (335)</u>	(18%)	<u>\$ (623)</u>	(6%)

Coal Tonnage by Market

(tons in thousands)

Fourth Quarter

	2014		2015		2016	
	Tons	Change vs. 2013	Tons	Change vs. 2014	Tons	Change vs. 2015
Utility	22,255	(5%)	18,904	(15%)	16,936	(10%)
Export	4,781	(24%)	3,337	(30%)	4,659	40%
Domestic metallurgical	4,281	10%	3,468	(19%)	3,529	2%
Industrial	2,135	1%	2,037	(5%)	1,367	(33%)
Total	<u>33,452</u>	(7%)	<u>27,746</u>	(17%)	<u>26,491</u>	(5%)

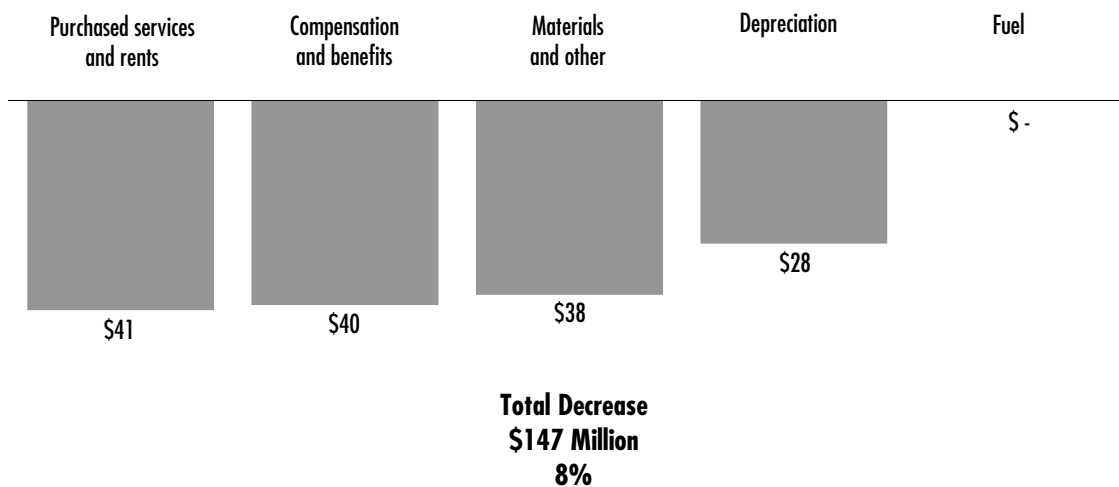
Year

	2014		2015		2016	
	Tons	Change vs. 2013	Tons	Change vs. 2014	Tons	Change vs. 2015
Utility	93,884	(3%)	81,137	(14%)	65,033	(20%)
Export	23,218	(19%)	16,193	(30%)	14,608	(10%)
Domestic metallurgical	16,130	(5%)	14,450	(10%)	13,884	(4%)
Industrial	8,599	16%	8,201	(5%)	6,152	(25%)
Total	<u>141,831</u>	(5%)	<u>119,981</u>	(15%)	<u>99,677</u>	(17%)

Railway Operating Expenses Variance Analysis

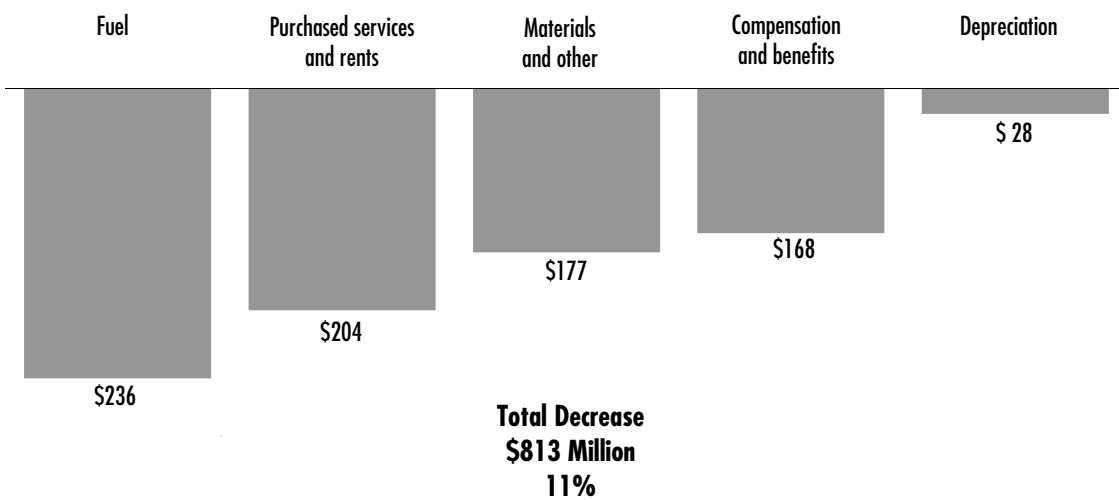
Fourth Quarter
2016 vs. 2015

(\$ in millions)
Amount of change

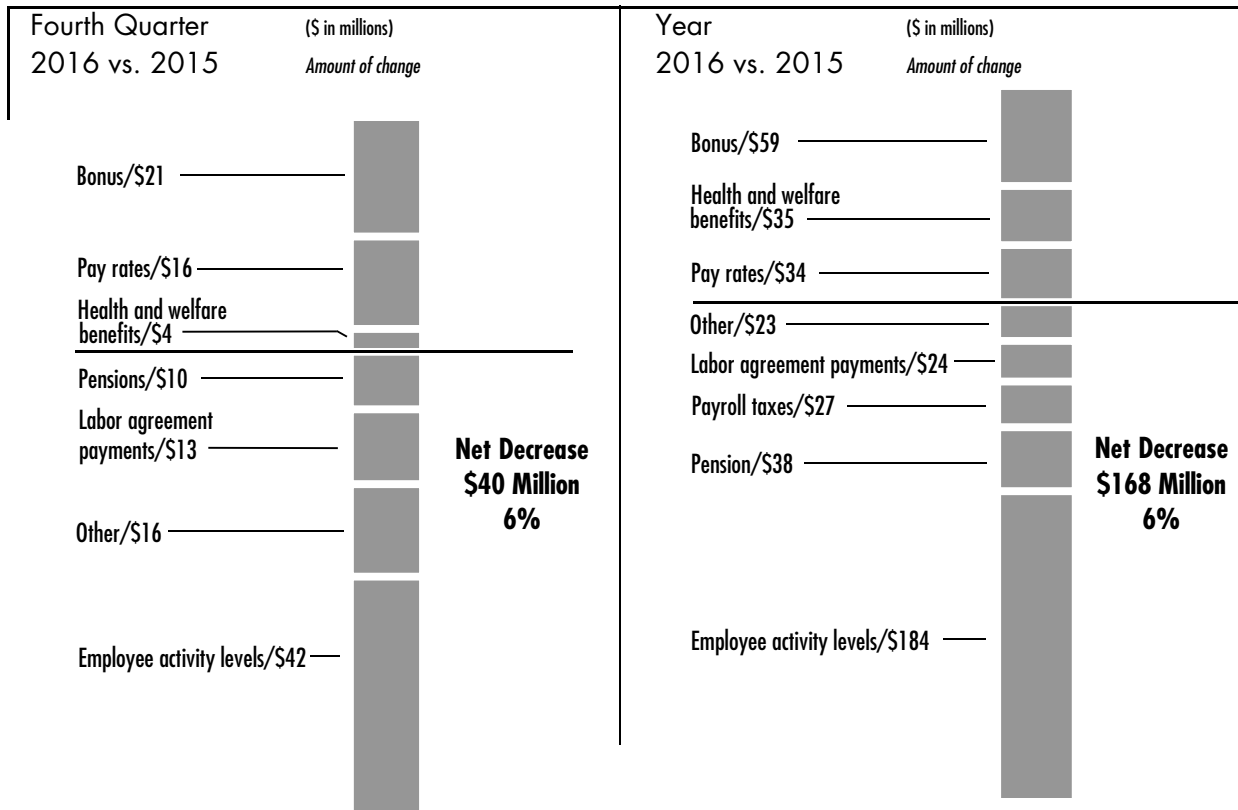


Year
2016 vs. 2015

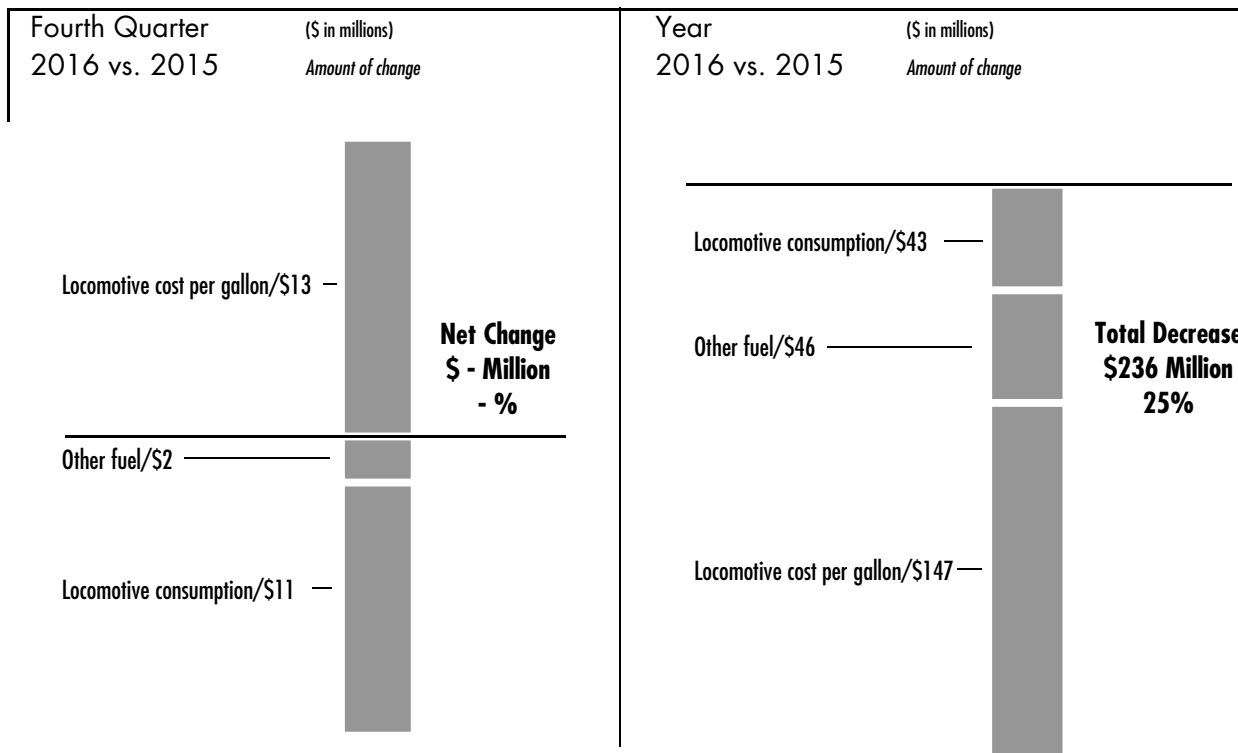
(\$ in millions)
Amount of change



Compensation and Benefits Expense Analysis



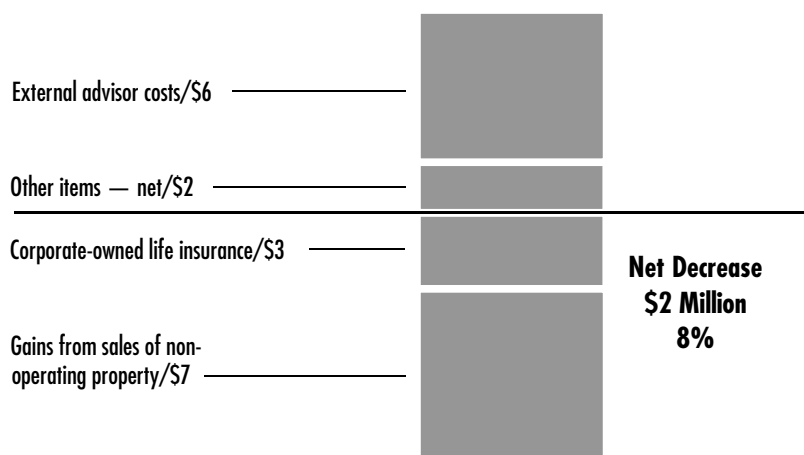
Fuel Expense Analysis



Other Income — Net Analysis

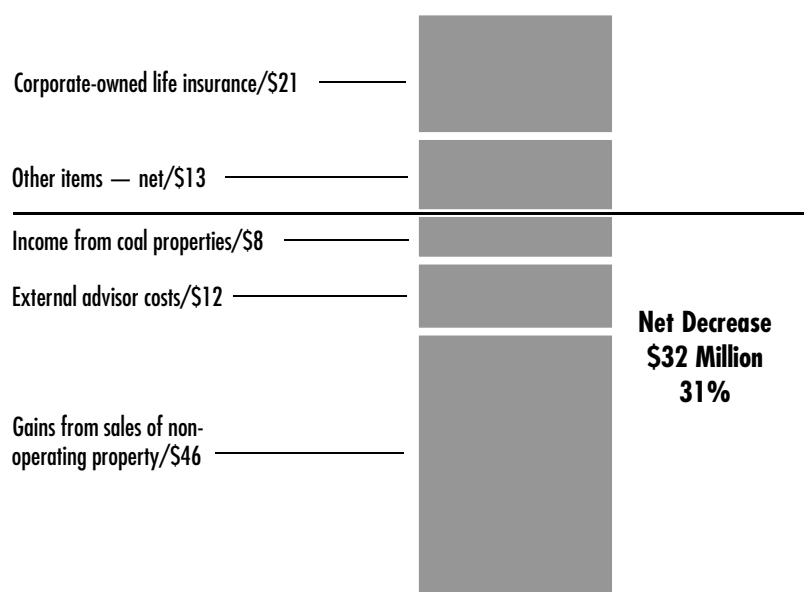
Fourth Quarter
2016 vs. 2015

(\$ in millions)
Amount of change



Year
2016 vs. 2015

(\$ in millions)
Amount of change



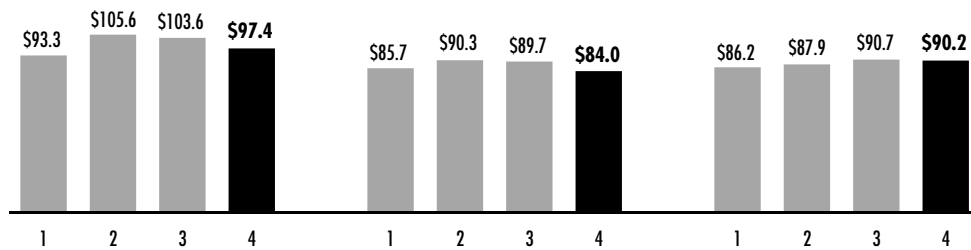
Productivity Measures

2014

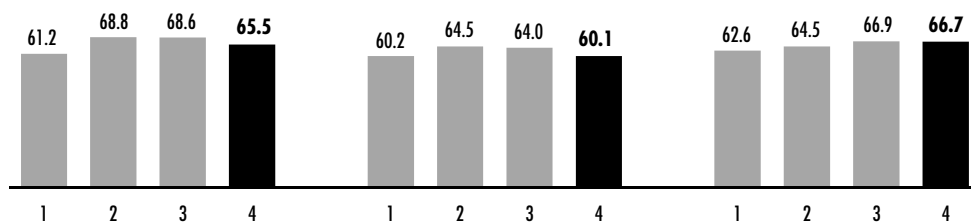
2015

2016

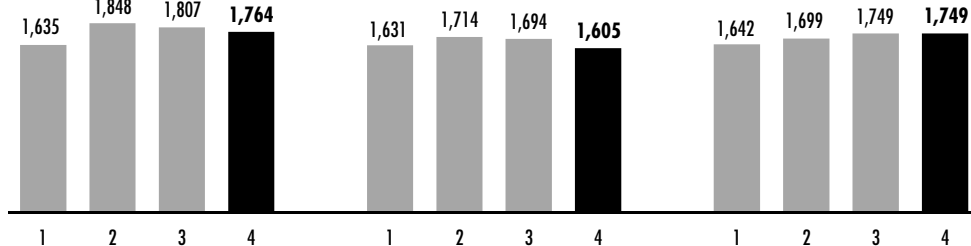
Operating Revenues
per Employee
(\$ in thousands)



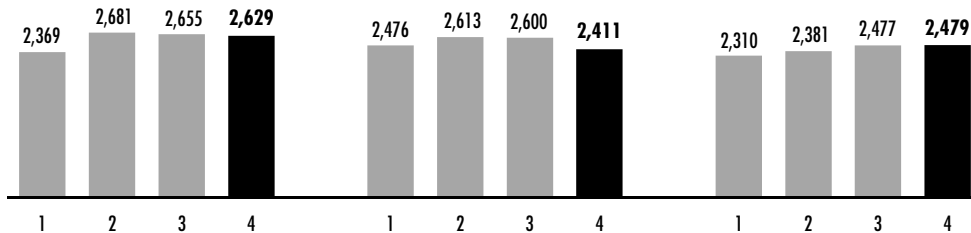
Units per
Employee



Revenue Ton Miles
per Employee
(in thousands)



Revenue Ton Miles
per Mile of Road
Operated
(in thousands)



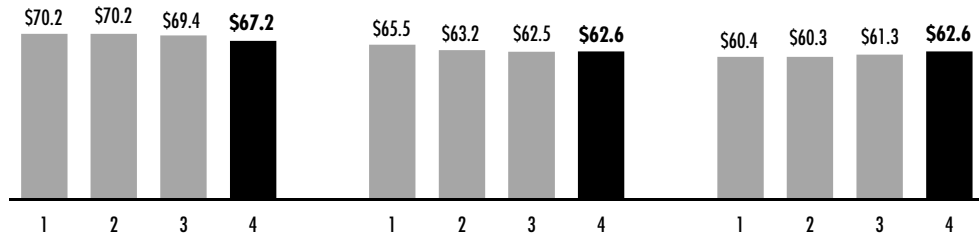
Productivity Measures

2014

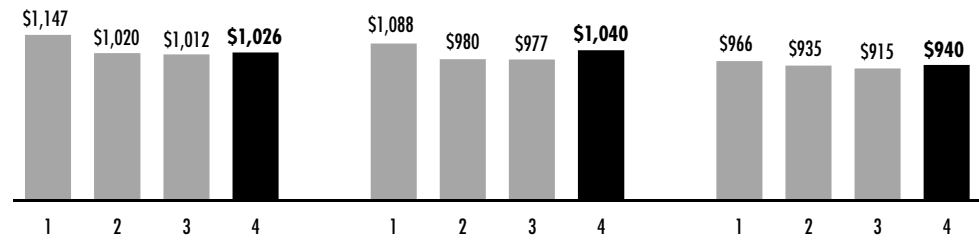
2015

2016

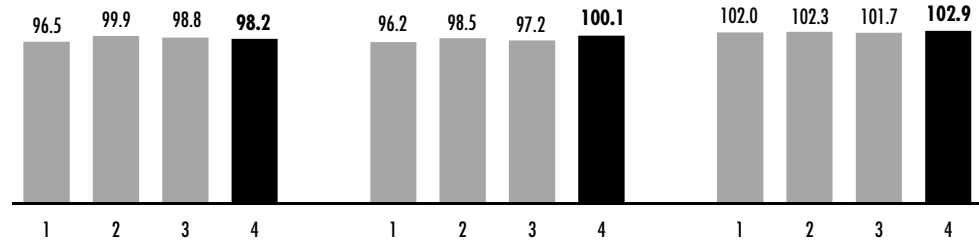
Operating Expenses (\$ in thousands)
per Employee



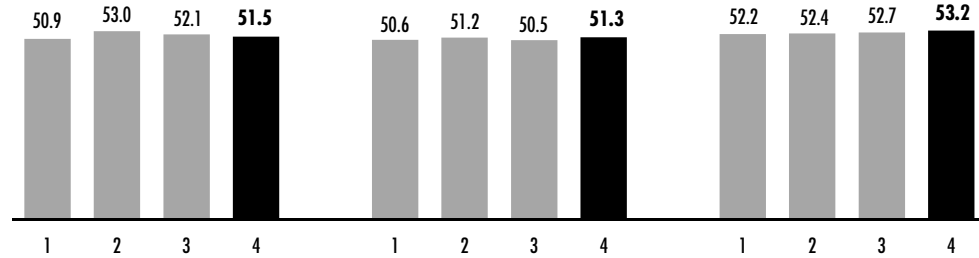
Operating Expenses (dollars)
per Unit



Gross Ton Miles (in thousands)
per Train Hour



Revenue Ton Miles (in thousands)
per Train Hour



Financial, Traffic and Operating Statistics

Consolidated Financial Data		2014					2015					2016				
(S in millions — except as noted)		First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year
• No corresponding charts for this data.																
Page	Item															
6	Railway operating revenues:															
8	Merchandise	\$ 1,552	\$ 1,720	\$ 1,730	\$ 1,678	\$ 6,680	\$ 1,520	\$ 1,627	\$ 1,610	\$ 1,522	\$ 6,279	\$ 1,549	\$ 1,577	\$ 1,552	\$ 1,504	\$ 6,182
8	Intermodal	596	650	667	649	2,562	592	633	621	563	2,409	522	538	575	583	2,218
8	Coal	541	672	626	543	2,382	455	453	482	433	1,823	349	339	397	403	1,488
6	Total railway operating revenues	2,689	3,042	3,023	2,870	11,624	2,567	2,713	2,713	2,518	10,511	2,420	2,454	2,524	2,490	9,888
6	Railway operating expenses:															
•	Compensation and benefits	740	715	728	714	2,897	783	724	702	702	2,911	723	667	691	662	2,743
•	Purchased services	324	342	355	373	1,394	341	363	370	359	1,433	300	309	312	321	1,242
•	Equipment rents	68	72	74	79	293	82	75	81	81	319	79	75	74	78	306
•	Fuel	432	408	387	347	1,574	264	255	221	194	934	149	174	181	194	698
•	Depreciation	237	238	236	240	951	245	247	275	287	1,054	252	257	258	259	1,026
•	Materials	108	124	127	111	470	122	117	117	113	469	80	91	102	91	364
•	Casualties and other claims	30	42	35	28	135	36	26	27	48	137	33	32	36	49	150
•	Other	83	82	83	87	335	88	92	98	92	370	81	79	50	75	285
6	Total railway operating expenses	2,022	2,023	2,025	1,979	8,049	1,961	1,899	1,891	1,876	7,627	1,697	1,684	1,704	1,729	6,814
6	Income from railway operations	667	1,019	998	891	3,575	606	814	822	642	2,884	723	770	820	761	3,074
•	Other income (expense)	(113)	(121)	(106)	(101)	(441)	(111)	(115)	(98)	(118)	(442)	(123)	(134)	(115)	(120)	(492)
•	Income before income taxes	554	898	892	790	3,134	495	699	724	524	2,442	600	636	705	641	2,582
•	Income taxes — current	194	311	329	6	840	173	243	251	(101)	566	169	174	169	175	687
•	Income taxes — deferred	(8)	25	4	273	294	12	23	21	264	320	44	57	76	50	227
6	Total income taxes	186	336	333	279	1,134	185	266	272	163	886	213	231	245	225	914
7	Net income	\$ 368	\$ 562	\$ 559	\$ 511	\$ 2,000	\$ 310	\$ 433	\$ 452	\$ 361	\$ 1,556	\$ 387	\$ 405	\$ 460	\$ 416	\$ 1,668
7	Earnings per share — diluted (dollars)	\$ 1.17	\$ 1.79	\$ 1.79	\$ 1.64	\$ 6.39	\$ 1.00	\$ 1.41	\$ 1.49	\$ 1.20	\$ 5.10	\$ 1.29	\$ 1.36	\$ 1.55	\$ 1.42	\$ 5.62
7	Railway operating ratio	75.2	66.5	67.0	69.0	69.2	76.4	70.0	69.7	74.5	72.6	70.1	68.6	67.5	69.4	68.9
7	Property additions:															
•	Equipment	\$ 110	\$ 96	\$ 214	\$ 292	\$ 712	\$ 92	\$ 151	\$ 265	\$ 150	\$ 658	\$ 114	\$ 210	\$ 73	\$ 198	\$ 595
•	Road	271	332	356	447	1,406	300	343	626	458	1,727	284	324	299	385	1,292
7	Total property additions	\$ 381	\$ 428	\$ 570	\$ 739	\$ 2,118	\$ 392	\$ 494	\$ 891	\$ 608	\$ 2,385	\$ 398	\$ 534	\$ 372	\$ 583	\$ 1,887
•	Cash, cash equivalents and short-term investments	\$ 1,532	\$ 1,667	\$ 1,432	\$ 973	\$ 973	\$ 524	\$ 889	\$ 433	\$ 1,101	\$ 1,101	\$ 589	\$ 866	\$ 984	\$ 956	\$ 956
•	Total debt	\$ 9,311	\$ 9,205	\$ 8,880	\$ 8,985	\$ 8,985	\$ 8,890	\$ 9,390	\$ 9,496	\$ 10,093	\$ 10,093	\$ 9,498	\$ 10,099	\$ 10,105	\$ 10,212	\$ 10,212
•	Total debt-to-total capitalization (percent)	44.3	43.3	41.7	42.0	42.0	42.2	43.7	43.9	45.3	45.3	43.7	45.1	44.9	45.1	45.1
•	Weighted average shares outstanding — diluted (in millions)	312.6	312.8	312.6	312.0	312.5	309.6	305.5	302.5	300.4	304.4	298.9	296.6	294.7	293.7	296.0

Note 1 Third and fourth quarter 2015 results include costs associated with the restructuring of our Triple Crown Services subsidiary and the closure of our Roanoke, Virginia, office, in the amount of \$37 million and \$49 million, respectively. These costs reduced net income by \$23 million, or \$0.08 per diluted share in the third quarter and \$31 million, or \$0.10 per diluted share in the fourth quarter. For 2015, results include \$93 million of such costs, which reduced net income by \$58 million, or \$0.19 per diluted share.

Financial, Traffic and Operating Statistics

Traffic and Operating Statistics		2014					2015					2016				
Page	Item	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year
	• No corresponding charts for this data.															
8	Railway units (in thousands):															
8	Merchandise	577.8	656.5	664.2	646.8	2,545.3	598.0	661.5	658.0	620.7	2,538.2	613.2	638.7	630.5	604.8	2,487.2
8	Intermodal	885.1	976.1	1,004.7	979.3	3,845.2	926.7	999.9	999.5	934.9	3,861.0	929.1	951.8	993.5	996.0	3,870.4
8	Coal	299.7	350.5	332.1	302.1	1,284.4	277.4	275.7	278.8	247.8	1,079.7	214.8	210.0	238.2	239.1	902.1
8	Total railway units	1,762.6	1,983.1	2,001.0	1,928.2	7,674.9	1,802.1	1,937.1	1,936.3	1,803.4	7,478.9	1,757.1	1,800.5	1,862.2	1,839.9	7,259.7
	• Revenue ton miles (RTMs) (in billions):															
	• Merchandise	27.0	29.7	30.2	31.1	118.0	29.3	31.4	30.8	28.8	120.3	28.8	29.2	29.1	28.3	115.4
	• Intermodal	9.4	10.2	10.3	10.2	40.1	9.7	10.4	10.0	9.8	39.9	9.6	10.5	10.7	10.7	41.5
	• Coal	10.7	13.3	12.3	10.6	46.9	9.8	9.7	10.5	9.5	39.5	7.7	7.7	8.9	9.3	33.6
	• Total	47.1	53.2	52.8	51.9	205.0	48.8	51.5	51.3	48.1	199.7	46.1	47.4	48.7	48.3	190.5
	• Revenue (dollars) per thousand RTMs:															
	• Merchandise	\$ 57.36	\$ 57.88	\$ 57.44	\$ 53.85	\$ 56.58	\$ 51.80	\$ 51.89	\$ 52.32	\$ 52.70	\$ 52.17	\$ 53.73	\$ 53.92	\$ 53.42	\$ 53.13	\$ 53.55
	• Intermodal	\$ 63.53	\$ 63.66	\$ 64.61	\$ 63.92	\$ 63.94	\$ 61.16	\$ 60.91	\$ 62.00	\$ 57.50	\$ 60.41	\$ 54.10	\$ 51.56	\$ 53.80	\$ 54.56	\$ 53.50
	• Coal	\$ 50.71	\$ 50.48	\$ 50.98	\$ 51.05	\$ 50.79	\$ 46.43	\$ 46.41	\$ 46.06	\$ 45.76	\$ 46.16	\$ 45.76	\$ 43.67	\$ 44.48	\$ 43.48	\$ 44.31
	• Total	\$ 57.09	\$ 57.14	\$ 57.34	\$ 55.25	\$ 56.70	\$ 52.58	\$ 52.67	\$ 52.93	\$ 52.31	\$ 52.63	\$ 52.49	\$ 51.72	\$ 51.87	\$ 51.59	\$ 51.91
	• Gross ton miles (GTM) (in billions)	89.2	100.3	100.0	99.0	388.5	92.9	99.1	98.5	93.9	384.4	90.2	92.6	93.8	93.3	369.9
	• Revenue ton miles (RTMs) (in billions)	47.1	53.2	52.8	51.9	205.0	48.8	51.5	51.3	48.1	199.7	46.1	47.4	48.7	48.3	190.5
	• Railroad employees (average)	28,811	28,811	29,176	29,454	29,063	29,936	30,045	30,257	29,988	30,057	28,077	27,928	27,817	27,601	27,856
	• Total operating expenses (dollars) per thousand GTMs	\$ 22.66	\$ 20.17	\$ 20.26	\$ 19.98	\$ 20.72	\$ 21.11	\$ 19.17	\$ 19.18	\$ 20.00	\$ 19.84	\$ 18.81	\$ 18.19	\$ 18.15	\$ 18.53	\$ 18.42
	• Compensation and benefits (dollars) per thousand GTMs	\$ 8.29	\$ 7.13	\$ 7.28	\$ 7.21	\$ 7.46	\$ 8.43	\$ 7.31	\$ 7.12	\$ 7.48	\$ 7.57	\$ 8.02	\$ 7.21	\$ 7.36	\$ 7.10	\$ 7.41
	• Total operating expenses (dollars) per thousand RTMs	\$ 42.93	\$ 38.00	\$ 38.41	\$ 38.09	\$ 39.26	\$ 40.16	\$ 36.87	\$ 36.89	\$ 38.97	\$ 38.19	\$ 36.81	\$ 35.49	\$ 35.02	\$ 35.83	\$ 35.77
	• Compensation and benefits (dollars) per thousand RTMs	\$ 15.71	\$ 13.43	\$ 13.81	\$ 13.74	\$ 14.13	\$ 16.04	\$ 14.06	\$ 13.70	\$ 14.58	\$ 14.58	\$ 15.68	\$ 14.06	\$ 14.20	\$ 13.72	\$ 14.40
14	Total operating revenues (\$ in thousands) per employee	\$ 93.3	\$ 105.6	\$ 103.6	\$ 97.4	\$ 400.0	\$ 85.7	\$ 90.3	\$ 89.7	\$ 84.0	\$ 349.7	\$ 86.2	\$ 87.9	\$ 90.7	\$ 90.2	\$ 355.0
15	Total operating expenses (\$ in thousands) per employee	\$ 70.2	\$ 70.2	\$ 69.4	\$ 67.2	\$ 277.0	\$ 65.5	\$ 63.2	\$ 62.5	\$ 62.6	\$ 253.8	\$ 60.4	\$ 60.3	\$ 61.3	\$ 62.6	\$ 244.6
	• GTMs (thousands) per employee	3,097	3,481	3,425	3,364	13,368	3,103	3,298	3,258	3,128	12,788	3,213	3,315	3,374	3,380	13,280
14	RTMs (thousands) per employee	1,635	1,848	1,807	1,764	7,054	1,631	1,714	1,694	1,605	6,645	1,642	1,699	1,749	1,749	6,838
14	Units per employee	61.2	68.8	68.6	65.5	264.1	60.2	64.5	64.0	60.1	248.8	62.6	64.5	66.9	66.7	260.6
14	RTMs (thousands) per mile of road operated	2,369	2,681	2,655	2,629	10,333	2,476	2,613	2,600	2,411	10,098	2,310	2,381	2,477	2,479	9,643
15	Total operating expenses (dollars) per unit	\$ 1,147	\$ 1,020	\$ 1,012	\$ 1,026	\$ 1,049	\$ 1,088	\$ 980	\$ 977	\$ 1,040	\$ 1,020	\$ 966	\$ 935	\$ 915	\$ 940	\$ 939
	• Compensation and benefits (dollars) per unit	\$ 420	\$ 361	\$ 364	\$ 370	\$ 377	\$ 434	\$ 374	\$ 363	\$ 389	\$ 389	\$ 411	\$ 370	\$ 371	\$ 360	\$ 378
	• RTMs (in thousands) per unit	26.7	26.8	26.3	26.9	26.7	27.1	26.6	26.5	26.7	26.7	26.2	26.4	26.1	26.2	26.2
	• Locomotive diesel fuel consumed (in thousands of gallons)	126,082	122,619	119,100	126,200	494,001	125,590	120,955	118,123	122,047	486,715	120,251	114,075	112,864	114,815	462,005
	• Average price (dollars) per gallon of locomotive diesel fuel	\$ 3.105	\$ 3.034	\$ 2.959	\$ 2.521	\$ 2.903	\$ 1.831	\$ 1.935	\$ 1.714	\$ 1.490	\$ 1.743	\$ 1.158	\$ 1.445	\$ 1.512	\$ 1.603	\$ 1.426
	• RTMs per gallon of fuel consumed	374	434	443	412	415	389	426	434	394	410	383	416	431	420	412
15	GTMs (in thousands) per train hour	96.5	99.9	98.8	98.2	98.4	96.2	98.5	97.2	100.1	98.0	102.0	102.3	101.7	102.9	102.2
15	RTMs (in thousands) per train hour	50.9	53.0	52.1	51.5	51.9	50.6	51.2	50.5	51.3	50.9	52.2	52.4	52.7	53.2	52.6
	• Percent of loaded-to-total car miles	59.1	58.8	58.9	59.3	59.0	58.9	58.5	58.0	57.6	58.2	57.1	57.3	57.2	57.7	57.3
	• Total new crossties installed (in thousands)	676	697	667	631	2,671	575	606	603	629	2,413	551	558	565	576	2,250
	• Total track miles of rail laid (miles)	135	156	121	95	507	102	122	139	160	523	100	183	105	130	518



2016
FOURTH QUARTER
Quarterly Financial Data
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