



2013 THIRD QUARTER EARNINGS CONFERENCE CALL

Forward-Looking Statements

This information and other statements by the company may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act with respect to, among other items: projections and estimates of earnings, revenues, margins, volumes, rates, cost-savings, expenses, taxes, liquidity, capital expenditures, dividends, share repurchases or other financial items, statements of management's plans, strategies and objectives for future operations, and management's expectations as to future performance and operations and the time by which objectives will be achieved, statements concerning proposed new services, and statements regarding future economic, industry or market conditions or performance. Forward-looking statements are typically identified by words or phrases such as "will," "should," "believe," "expect," "anticipate," "project," "estimate," "preliminary" and similar expressions. Forward-looking statements speak only as of the date they are made, and the company undertakes no obligation to update or revise any forward-looking statement. If the company updates any forward-looking statement, no inference should be drawn that the company will make additional updates with respect to that statement or any other forward-looking statements.

Forward-looking statements are subject to a number of risks and uncertainties, and actual performance or results could differ materially from that anticipated by any forward-looking statements. Factors that may cause actual results to differ materially from those contemplated by any forward-looking statements include, among others; (i) the company's success in implementing its financial and operational initiatives; (ii) changes in domestic or international economic, political or business conditions, including those affecting the transportation industry (such as the impact of industry competition, conditions, performance and consolidation); (iii) legislative or regulatory changes; (iv) the inherent business risks associated with safety and security; (v) the outcome of claims and litigation involving or affecting the company; (vi) natural events such as severe weather conditions or pandemic health crises; and (vii) the inherent uncertainty associated with projecting economic and business conditions.

Other important assumptions and factors that could cause actual results to differ materially from those in the forward-looking statements are specified in the company's SEC reports, accessible on the SEC's website at www.sec.gov and the company's website at www.csx.com.

Executive Summary

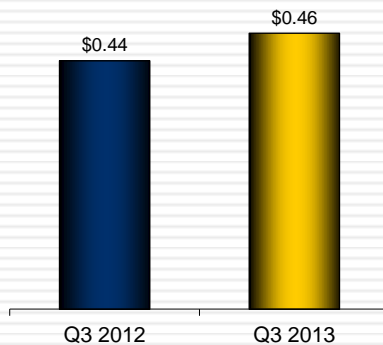
Michael Ward
Chairman, President and
Chief Executive Officer

How tomorrow moves [CSX]

Third quarter performance . . .

Volume 1,643K Revenue \$2,999M Operating Income \$854M Operating Ratio 71.5% EPS \$0.46

Earnings Per Share

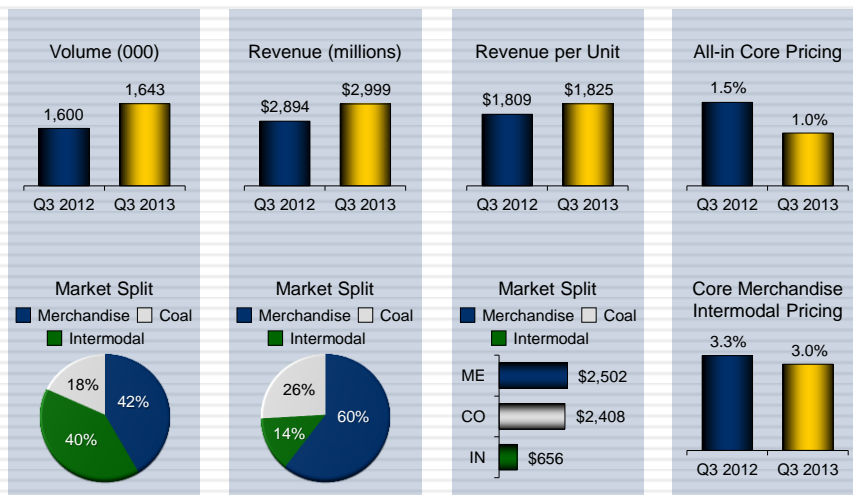


- Revenue growth
 - Volume and overall pricing strength drive top-line results
- Operational excellence
 - Safety, service and efficiency remain at superior levels
- Financial results
 - Operating income is \$854 million, flat year-over-year
 - Operating ratio is 71.5%, up 100 bps year-over-year

Sales and Marketing Review

Clarence Gooden
Executive Vice President
Sales and Marketing

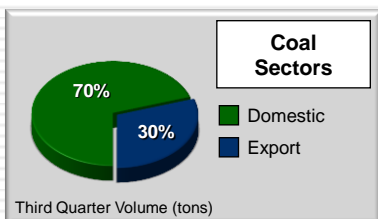
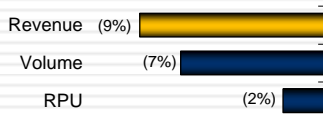
Sales and Marketing summary . . .



Coal revenue decreases 9%

Revenue \$720M Volume 299K RPU \$2,408

Third Quarter Year-Over-Year Change



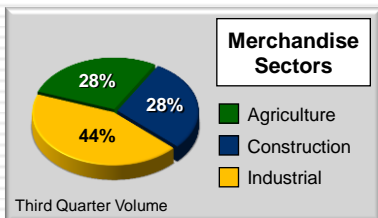
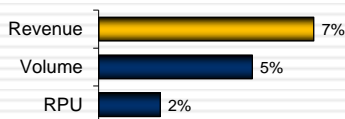
Third Quarter Summary

- Domestic impacted by lower electrical demand; high stockpiles
- Export volume impacted by global oversupply of coal
- Lower export rates more than offset domestic pricing gains

Merchandise revenue increases 7%

Revenue \$1,719M Volume 687K RPU \$2,502

Third Quarter Year-Over-Year Change



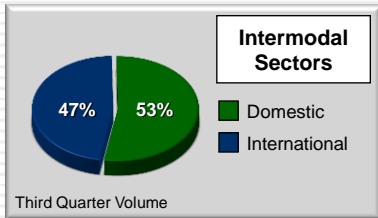
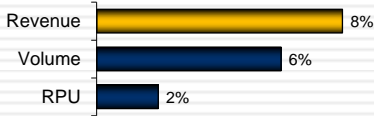
Third Quarter Summary

- Industrial sector led by strong energy-related shipments
- Agricultural sector down slightly on lower grain and ethanol
- Increase in construction activity drives year-over-year growth

Intermodal revenue increases 8%

Revenue \$431M Volume 657K RPU \$656

Third Quarter Year-Over-Year Change



Third Quarter Summary

- Domestic volume driven by H2R conversions and organic growth
- International volume up as new services offset carrier port shifts
- Revenue per unit increases on core pricing gains
- Traffic moving in corridors that are 90% double-stack cleared today



Fourth quarter outlook is favorable

Outlook	Markets	Drivers
Favorable 69% of volume	Agriculture Products	■ Record corn crop projected to drive mid-teens volume growth
	Chemicals	■ Strong demand in energy-related markets expected to continue
	Metals	■ Growth on year-over-year increase in steel production
	Forest Products	■ Recovering housing and construction driving building products
	Intermodal	■ H2R conversions; growth with existing customers
	Export Coal	■ Metallurgical shipments increase from fourth quarter 2012 lows
Neutral 10% of volume	Automotive	■ Increased vehicle production offset by competitive losses
	Food & Consumer	■ Growth in canned goods shipments offset by produce weakness
	Waste & Equipment	■ Machinery shipments offset by lower military volume
Unfavorable 21% of volume	Domestic Coal	■ High stockpiles, low natural gas prices continue to impact volume
	Minerals	■ Cycling large, one-time road construction projects
	Phosphates & Fertilizers	■ Plentiful domestic supply with weak international demand

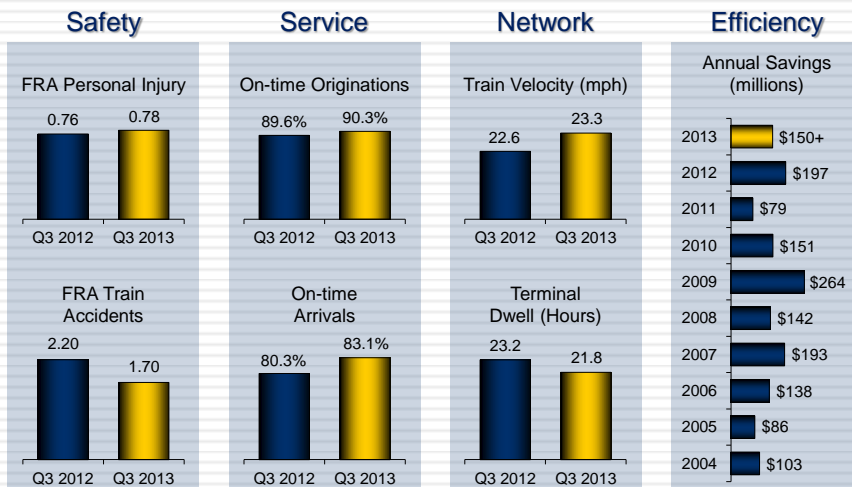
Sales and Marketing wrap-up . . .

- Macro-economic environment conducive for growth
 - Fourth quarter GDP expected to be 1.7%; ISM indexes also support growth
- Merchandise growth driven by solid macro-environment
 - Support is broad-based across industrial, agricultural and construction sectors
- Demonstrating value in CSX's Intermodal platform
 - H2R initiative, new terminals and strategic investments driving growth
- Coal headwinds are likely to persist into 2014
 - Domestic and global markets impacted by low demand and high inventories

Operations Review

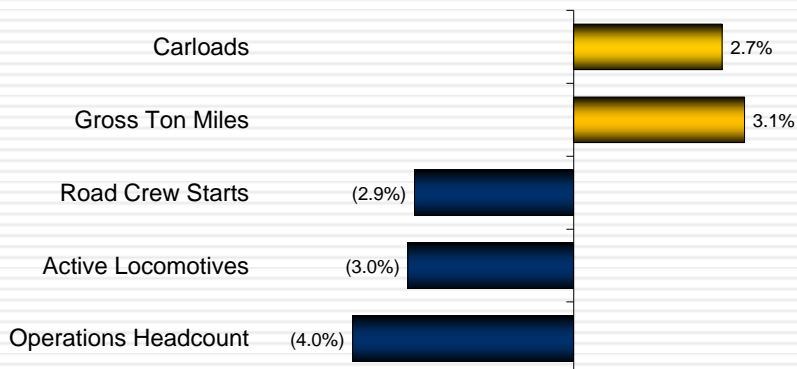
Oscar Munoz
Executive Vice President
Chief Operating Officer

Operations summary . . .

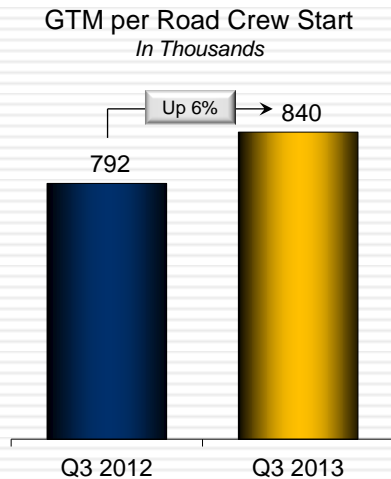


Resource management focus drives efficiency

Third Quarter Year-Over-Year Change in Volume and Resources



Driving efficiency by adding to existing train starts



- GTM per crew start is a measure of train density
 - CSX is driving longer trains, absorbing growth
- Crew costs are almost directly variable with starts
 - Greater crew efficiency helps drive lower cost per GTM
- Monitoring crew starts to maintain high service levels
 - Expect to absorb near-term growth without service impact

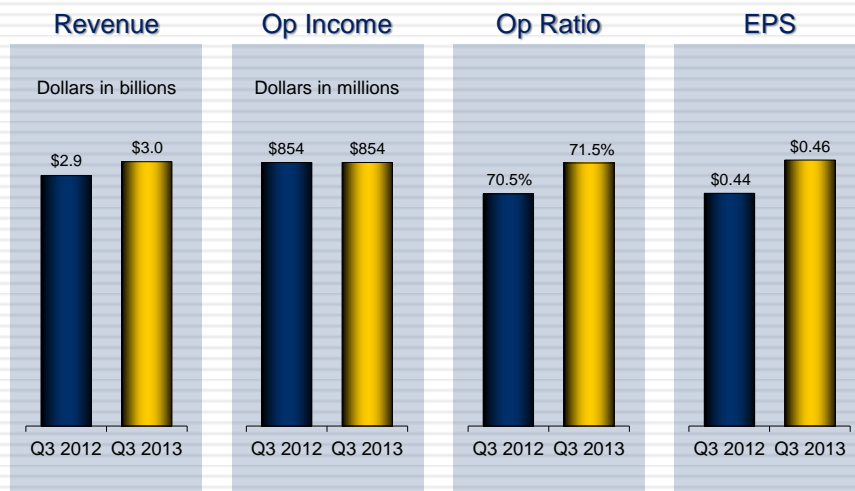
Operations wrap-up . . .

- Remain focused on safety leadership
 - Continuing to reduce accidents and significant injuries
- Service remains at or near record levels
 - Focused on engaging with customers and delivering on expectations
- Building our capability for near and long-term growth
 - Flexing resources and improving asset utilization
- Remain on pace for over \$150M in efficiency savings
 - Resource management and train density are key drivers

Financial Review

Fredrik Eliasson
Executive Vice President
Chief Financial Officer

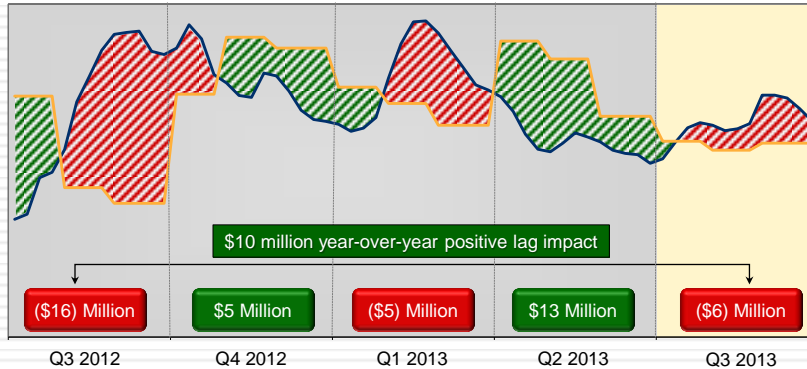
Financial summary . . .



Fuel lag benefit is \$10 million year-over-year

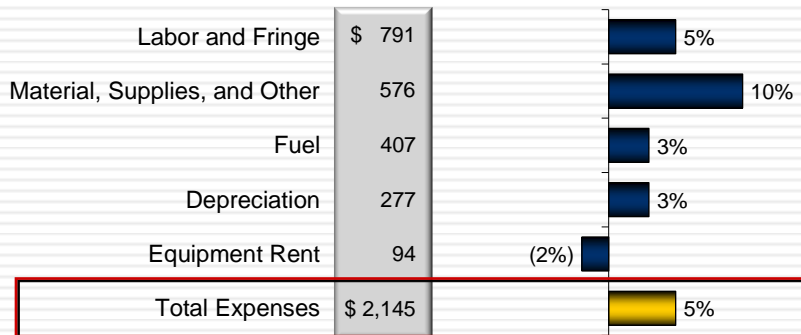
Fuel Surcharge Lag Impact

— Weekly Highway Diesel — Monthly Highway Diesel (two-month lag) ■ Negative Impact ■ Positive Impact

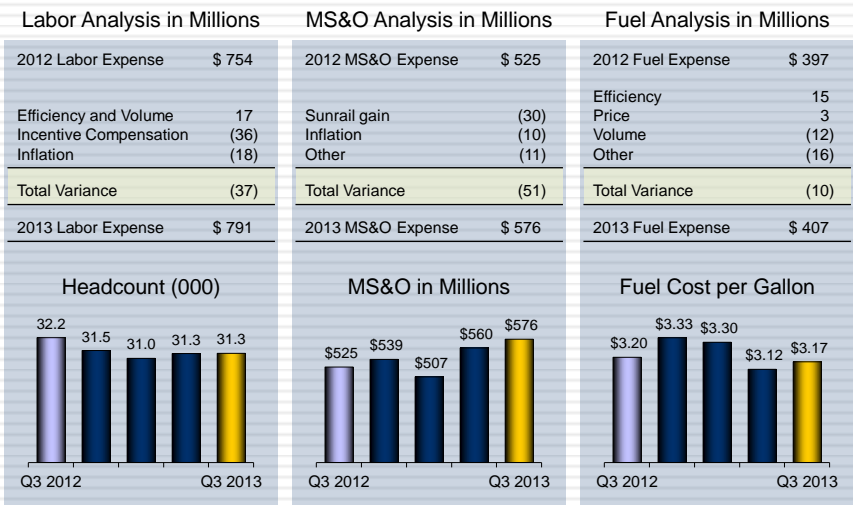


Total expense increases 5% overall

Third Quarter 2013 Operating Expenses and Year-Over-Year Percentage Change



Third quarter expense analysis . . .



21

How tomorrow moves **CSX**

Financial wrap-up . . .

- Earnings and operating ratio remain strong year-to-date
 - Expect 2013 EPS to now be slightly up from 2012 EPS of \$1.79
- Performance supports balanced deployment of cash
 - All within the context of an improving credit profile
- Still targeting 10-15% EPS growth for 2014-2015 period
 - Two-year CAGR is more challenging near-term with coal headwinds
- Focused on high-60s operating ratio by 2015
 - Remain committed to a mid-60s operating ratio longer-term

22

How tomorrow moves **CSX**

Concluding Remarks

Michael Ward
Chairman, President and
Chief Executive Officer

How tomorrow moves [CSX]

Relentless pursuit of excellence . . .





2013 **THIRD QUARTER**
EARNINGS CONFERENCE CALL

