

# CSX Corporation

## VOLUME AND REVENUE (Unaudited)

Volume (Thousands of units); Revenue (Dollars in millions); Revenue per Unit (Dollars)

The following historical information is being provided for comparative purposes.

Certain data within Merchandise categories have been reclassified to conform to the Quarter Ended September 23, 2016 presentation.

### Quarters Ended March 29, 2013, March 28, 2014, March 27, 2015 and March 25, 2016

	Volume				Revenue				Revenue Per Unit			
	2016	2015	2014	2013	2016	2015	2014	2013	2016	2015	2014	2013
<i>Agricultural</i>												
Agricultural and Food Products <sup>(a)</sup>	121	132	129	119	\$ 323	\$ 355	\$ 349	\$ 309	\$ 2,669	\$ 2,689	\$ 2,705	\$ 2,597
Fertilizers <sup>(a)</sup>	76	78	83	84	127	136	134	144	1,671	1,744	1,614	1,714
<i>Industrial</i>												
Chemicals <sup>(a)</sup>	175	176	165	151	546	573	552	504	3,120	3,256	3,345	3,338
Automotive	113	101	98	105	290	267	275	293	2,566	2,644	2,806	2,790
Metals and Equipment <sup>(a)</sup>	62	72	78	78	165	180	190	184	2,661	2,500	2,436	2,359
<i>Housing and Construction</i>												
Minerals <sup>(a)</sup>	58	59	53	56	94	100	93	94	1,621	1,695	1,755	1,679
Forest Products	68	73	74	73	189	198	194	189	2,779	2,712	2,622	2,589
<b>Total Merchandise</b>	<b>673</b>	<b>691</b>	<b>680</b>	<b>666</b>	<b>1,734</b>	<b>1,809</b>	<b>1,787</b>	<b>1,717</b>	<b>2,577</b>	<b>2,618</b>	<b>2,628</b>	<b>2,578</b>
<b>Coal</b>	<b>200</b>	<b>289</b>	<b>293</b>	<b>297</b>	<b>399</b>	<b>638</b>	<b>662</b>	<b>726</b>	<b>1,995</b>	<b>2,208</b>	<b>2,259</b>	<b>2,444</b>
<b>Intermodal</b>	<b>678</b>	<b>655</b>	<b>647</b>	<b>615</b>	<b>405</b>	<b>415</b>	<b>421</b>	<b>404</b>	<b>597</b>	<b>634</b>	<b>651</b>	<b>657</b>
<b>Other</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>80</b>	<b>165</b>	<b>142</b>	<b>116</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>1,551</b>	<b>1,635</b>	<b>1,620</b>	<b>1,578</b>	<b>2,618</b>	<b>3,027</b>	<b>3,012</b>	<b>2,963</b>	<b>1,688</b>	<b>1,851</b>	<b>1,859</b>	<b>1,878</b>

(a) At the beginning of the quarter ending September 23, 2016, in order to better align markets with the Company's business strategy, changes were made in the categorization of certain lines of business. Prior periods have been reclassified to conform to the current presentation.

- Agricultural and Food Products includes the combination of the previous Agricultural Products and Food and Consumer markets.
- Fertilizers was previously named Phosphates and Fertilizers.
- Metals and Equipment includes the Equipment portion of the previous Waste and Equipment market.
- Chemicals includes the Waste portion of the previous Waste and Equipment market. Chemicals also includes fly ash for remediation purposes (a form of waste) which was previously included within the Minerals market.

### Quarters Ended June 28, 2013, June 27, 2014, June 26, 2015 and June 24, 2016

	Volume				Revenue				Revenue Per Unit			
	2016	2015	2014	2013	2016	2015	2014	2013	2016	2015	2014	2013
<i>Agricultural</i>												
Agricultural and Food Products <sup>(a)</sup>	116	125	130	120	\$ 307	\$ 334	\$ 355	\$ 317	\$ 2,647	\$ 2,672	\$ 2,731	\$ 2,642
Fertilizers <sup>(a)</sup>	72	78	86	86	114	122	143	135	1,583	1,564	1,663	1,570
<i>Industrial</i>												
Chemicals <sup>(a)</sup>	172	187	186	160	534	581	607	522	3,105	3,107	3,263	3,263
Automotive	121	120	114	113	313	313	321	318	2,587	2,608	2,816	2,814
Metals and Equipment <sup>(a)</sup>	71	75	87	76	186	185	215	183	2,620	2,467	2,471	2,408
<i>Housing and Construction</i>												
Minerals <sup>(a)</sup>	86	82	78	73	126	121	120	112	1,465	1,476	1,538	1,534
Forest Products	68	74	79	74	192	202	210	195	2,824	2,730	2,658	2,635
<b>Total Merchandise</b>	<b>706</b>	<b>741</b>	<b>760</b>	<b>702</b>	<b>1,772</b>	<b>1,858</b>	<b>1,971</b>	<b>1,782</b>	<b>2,510</b>	<b>2,507</b>	<b>2,593</b>	<b>2,538</b>
<b>Coal</b>	<b>195</b>	<b>295</b>	<b>330</b>	<b>310</b>	<b>416</b>	<b>630</b>	<b>744</b>	<b>770</b>	<b>2,133</b>	<b>2,136</b>	<b>2,255</b>	<b>2,484</b>
<b>Intermodal</b>	<b>694</b>	<b>723</b>	<b>691</b>	<b>644</b>	<b>419</b>	<b>450</b>	<b>449</b>	<b>425</b>	<b>604</b>	<b>622</b>	<b>650</b>	<b>660</b>
<b>Other</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>97</b>	<b>126</b>	<b>80</b>	<b>69</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>1,595</b>	<b>1,759</b>	<b>1,781</b>	<b>1,656</b>	<b>2,704</b>	<b>3,064</b>	<b>3,244</b>	<b>3,046</b>	<b>1,695</b>	<b>1,742</b>	<b>1,821</b>	<b>1,839</b>

(a) At the beginning of the quarter ending September 23, 2016, in order to better align markets with the Company's business strategy, changes were made in the categorization of certain lines of business. Prior periods have been reclassified to conform to the current presentation.

- Agricultural and Food Products includes the combination of the previous Agricultural Products and Food and Consumer markets.
- Fertilizers was previously named Phosphates and Fertilizers.
- Metals and Equipment includes the Equipment portion of the previous Waste and Equipment market.
- Chemicals includes the Waste portion of the previous Waste and Equipment market. Chemicals also includes fly ash for remediation purposes (a form of waste) which was previously included within the Minerals market.

Quarters Ended September 27, 2013, September 26, 2014, September 25, 2015 and September 23, 2016

	Volume				Revenue				Revenue Per Unit			
	2016	2015	2014	2013	2016	2015	2014	2013	2016	2015	2014	2013
<i>Agricultural</i>												
Agricultural and Food Products <sup>(a)</sup>	109	121	121	110	\$ 295	\$ 321	\$ 324	\$ 287	\$ 2,706	\$ 2,653	\$ 2,678	\$ 2,609
Fertilizers <sup>(a)</sup>	72	71	82	80	104	111	127	124	1,444	1,563	1,549	1,550
<i>Industrial</i>												
Chemicals <sup>(a)</sup>	173	187	189	164	542	582	615	523	3,133	3,112	3,254	3,189
Automotive	115	109	109	101	304	287	305	286	2,643	2,633	2,798	2,832
Metals and Equipment <sup>(a)</sup>	63	72	87	80	180	190	224	189	2,857	2,639	2,575	2,363
<i>Housing and Construction</i>												
Minerals <sup>(a)</sup>	86	87	83	75	125	125	123	111	1,453	1,437	1,482	1,480
Forest Products	68	73	77	77	191	203	209	199	2,809	2,781	2,714	2,584
<b>Total Merchandise</b>	<b>686</b>	<b>720</b>	<b>748</b>	<b>687</b>	<b>1,741</b>	<b>1,819</b>	<b>1,927</b>	<b>1,719</b>	<b>2,538</b>	<b>2,526</b>	<b>2,576</b>	<b>2,502</b>
<b>Coal</b>	<b>207</b>	<b>261</b>	<b>319</b>	<b>299</b>	<b>467</b>	<b>583</b>	<b>721</b>	<b>720</b>	<b>2,256</b>	<b>2,234</b>	<b>2,260</b>	<b>2,408</b>
<b>Intermodal</b>	<b>681</b>	<b>731</b>	<b>691</b>	<b>657</b>	<b>425</b>	<b>451</b>	<b>455</b>	<b>431</b>	<b>624</b>	<b>617</b>	<b>658</b>	<b>656</b>
<b>Other</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>77</b>	<b>86</b>	<b>118</b>	<b>115</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>1,574</b>	<b>1,712</b>	<b>1,758</b>	<b>1,643</b>	<b>2,710</b>	<b>2,939</b>	<b>3,221</b>	<b>2,985</b>	<b>1,722</b>	<b>1,717</b>	<b>1,832</b>	<b>1,817</b>

(a) At the beginning of the quarter ending September 23, 2016, in order to better align markets with the Company's business strategy, changes were made in the categorization of certain lines of business. Prior periods have been reclassified to conform to the current presentation.

- Agricultural and Food Products includes the combination of the previous Agricultural Products and Food and Consumer markets.
- Fertilizers was previously named Phosphates and Fertilizers.
- Metals and Equipment includes the Equipment portion of the previous Waste and Equipment market.
- Chemicals includes the Waste portion of the previous Waste and Equipment market. Chemicals also includes fly ash for remediation purposes (a form of waste) which was previously included within the Minerals market.

Quarters Ended December 27, 2013, December 26, 2014 and December 25, 2015

	Volume			Revenue			Revenue Per Unit		
	2015	2014	2013	2015	2014	2013	2015	2014	2013
<i>Agricultural</i>									
Agricultural and Food Products <sup>(a)</sup>	125	133	137	\$ 335	\$ 367	\$ 369	\$ 2,680	\$ 2,759	\$ 2,693
Fertilizers <sup>(a)</sup>	74	79	77	120	130	124	1,622	1,646	1,610
<i>Industrial</i>									
Chemicals <sup>(a)</sup>	176	188	165	548	601	529	3,114	3,197	3,206
Automotive	120	114	113	308	312	320	2,567	2,737	2,832
Metals and Equipment <sup>(a)</sup>	65	79	75	168	195	180	2,585	2,468	2,400
<i>Housing and Construction</i>									
Minerals <sup>(a)</sup>	78	74	66	113	112	105	1,449	1,514	1,591
Forest Products	70	77	74	193	206	192	2,757	2,675	2,595
<b>Total Merchandise</b>	<b>708</b>	<b>744</b>	<b>707</b>	<b>1,785</b>	<b>1,923</b>	<b>1,819</b>	<b>2,521</b>	<b>2,585</b>	<b>2,573</b>
<b>Coal</b>	<b>218</b>	<b>320</b>	<b>289</b>	<b>449</b>	<b>722</b>	<b>679</b>	<b>2,060</b>	<b>2,256</b>	<b>2,349</b>
<b>Intermodal</b>	<b>729</b>	<b>699</b>	<b>666</b>	<b>446</b>	<b>465</b>	<b>437</b>	<b>612</b>	<b>665</b>	<b>656</b>
<b>Other</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>101</b>	<b>82</b>	<b>97</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total</b>	<b>1,655</b>	<b>1,763</b>	<b>1,662</b>	<b>2,781</b>	<b>3,192</b>	<b>3,032</b>	<b>1,680</b>	<b>1,811</b>	<b>1,824</b>

(a) At the beginning of the quarter ending September 23, 2016, in order to better align markets with the Company's business strategy, changes were made in the categorization of certain lines of business. Prior periods have been reclassified to conform to the current presentation.

- Agricultural and Food Products includes the combination of the previous Agricultural Products and Food and Consumer markets.
- Fertilizers was previously named Phosphates and Fertilizers.
- Metals and Equipment includes the Equipment portion of the previous Waste and Equipment market.
- Chemicals includes the Waste portion of the previous Waste and Equipment market. Chemicals also includes fly ash for remediation purposes (a form of waste) which was previously included within the Minerals market.