



# FINANCIAL TEAR SHEET

## Corporate Profile

Norfolk Southern Corporation is one of the nation's premier transportation companies. Its Norfolk Southern Railway subsidiary operates approximately 19,500 route miles in 22 states and the District of Columbia, serving every major container port in the eastern United States and providing superior connections to western rail carriers. Norfolk Southern operates the most extensive intermodal network in the East and is North America's largest rail carrier of metals and automotive products.

## Primary IR Contact

Kathleen U. Cook  
 Director Investor Relations  
 Norfolk Southern Corp.  
**Phone:** 757-629-2861  
**Fax:** 757-629-2361  
 kucook@nscorp.com

## Upcoming Events

Date	Title
10/25/17 8:45 a.m. ET	Q3 2017 Norfolk Southern Corp Earnings Conference Call

## SEC Filings

Filing Date	Form
10/03/17	4
10/03/17	4
10/03/17	4
10/03/17	4

## Stock Quote

NSC (Common Stock)

<b>EXCHANGE</b>	NYSE (US Dollar)
<b>PRICE</b>	\$133.01
<b>CHANGE (%)</b>	▲ 0.26 (0.20%)
<b>VOLUME</b>	568,925
<b>52 WEEK LOW</b>	\$89.95
<b>MARKET CAP</b>	\$38,331,068,135
<b>ROLLING EPS</b>	6.15
<b>PE RATIO</b>	21.6276
<b>SHARES OUTSTANDING</b>	288,181,852

Data as of 10/23/17 12:30 p.m. ET

## Stock Chart

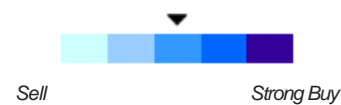


## Analysts

Firm	Analyst
Aegis Capital	Jeffrey Kauffman
Argus Research Company	John Eade
Atlantic Equities	Lindsay Bettiol
Bank of America Merrill Lynch (US)	Ken Hoexter
Barclays Capital Inc.	Brandon Oglenski
BMO Capital Markets (Canada)	Fadi Chamoun
Citi Investment Research (US)	Christian Wetherbee
Cleveland Research Company	Bryan Merolla
Cowen Securities, LLC	Jason Seidl
Credit Suisse Securities (USA), LLC	Allison Landry
Deutsche Bank Securities Inc.	Amit Mehrotra
J.P. Morgan Securities, LLC	Brian Ossenbeck
Loop Capital	Rick Paterson
Morgan Stanley & Co., LLC	Ravi Shanker
Morningstar, Inc.	Keith Schoonmaker
Oppenheimer & Co.	Scott Schneeberger
Raymond James & Associates, Inc.	Tyler Brown
	Arthur W. Hatfield
RBC Capital Markets	Walter Spracklin
Robert W. Baird & Co. Incorporated	Ben Hartford
Sanford C. Bernstein & Co., LLC	David Vernon
Scotiabank	Turan Quettawala
Seaport Global	Mark Levin
Stephens Inc.	Justin Long
Stifel, Nicolaus & Company, Inc.	John G. Larkin
Susquehanna Financial Group, LLLP	Bascome Majors
TD Securities, Inc.	Cherilyn Radbourne
UBS Securities, LLC	Thomas Wadewitz
Vertical Research	Brain Konigsberg
Wells Fargo	Matt Troy
Wolfe Research, LLC	Scott Group
	Ed Wolfe

## Analyst Estimates / Ratings

Mean Recommendation: **2.6**



### EPS Trend

		Current	30 Days Ago	90 Days Ago
QTR	Sep 17	1.64	1.60	1.60
QTR	Dec 17	1.54	1.53	1.53
QTR	Mar 18	1.60	1.58	1.57
QTR	Jun 18	1.85	1.84	1.81
FY	Dec 17	6.36	6.32	6.32
FY	Dec 18	7.06	7.02	7.01

## Ownership Summary

### Shareholders

	Holders	Value (\$MM)	% O/S	Shares
Institution	1,327	25,403.43	72.5	208,896,153
Mutual Fund	1,488	12,109.62	34.3	98,772,662
Insider *	19	29.09	0.1	258,025

*\*Insider values reflect direct beneficial ownership.*

### Top Holders

	Shares Held	% O/S	Share Change	Filing Date
The Vanguard Group, Inc.	20,097,333	7.0	631,018	06/30/17
BlackRock Institutional Trust Company, N.A.	13,246,659	4.6	-166,985	06/30/17
State Street Global Advisors (US)	12,529,389	4.4	-431,408	06/30/17
Lazard Asset Management, L.L.C.	6,343,533	2.2	925,496	06/30/17
Fidelity Management & Research Company	6,325,124	2.2	779,316	06/30/17
Capital International Investors	5,755,700	2.0	0	06/30/17
AllianceBernstein L.P.	5,571,441	1.9	192,984	06/30/17
Managed Account Advisors LLC	5,136,587	1.8	22,425	06/30/17
Capital World Investors	5,054,985	1.8	154,985	06/30/17
JP Morgan Asset Management	4,919,038	1.7	1,922,416	06/30/17

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*Minimum 20 minutes delayed*