



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

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Upcoming Events

There are currently no events scheduled.

SEC Filings

Filing Date	Form
05/24/17	8-K
05/23/17	424B5
05/22/17	FWP
05/22/17	424B5

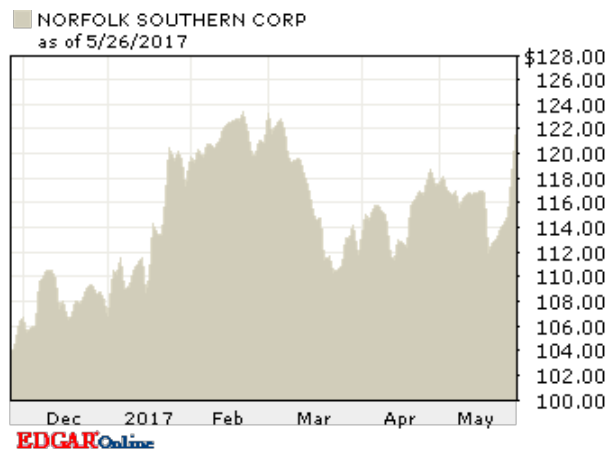
Stock Quote

NSC (Common Stock)

EXCHANGE	NYSE (US Dollar)
PRICE	\$122.33
CHANGE (%)	▲ 2.56 (2.14%)
VOLUME	2,747,533
52 WEEK LOW	\$78.73
MARKET CAP	\$37,934,953,448
ROLLING EPS	5.81
PE RATIO	21.0551
SHARES OUTSTANDING	310,103,437

Data as of 05/26/17 4:03 p.m. ET

Stock Chart

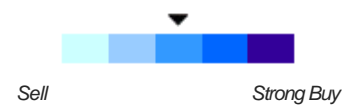


Analysts

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	Jun 17	1.64	1.64	1.60
QTR	Sep 17	1.67	1.67	1.66
QTR	Dec 17	1.56	1.56	1.56
QTR	Mar 18	1.56	1.56	1.48
FY	Dec 17	6.34	6.33	6.15
FY	Dec 18	7.04	7.02	6.86

Ownership Summary

Shareholders

	Holders	Value (\$MM)	% O/S	Shares
Institution	1,301	23,514.93	72.5	210,183,121
Mutual Fund	1,448	11,355.68	35.0	101,276,712
Insider *	21	33.42	0.1	309,787

**Insider values reflect direct beneficial ownership.*

Top Holders

	Shares Held	% O/S	Share Change	Filing Date
The Vanguard Group, Inc.	19,466,315	6.7	-1,460,972	03/31/17
BlackRock Institutional Trust Company, N.A.	13,413,644	4.6	577,508	03/31/17
State Street Global Advisors (US)	12,960,797	4.5	281,088	03/31/17
Capital International Investors	5,755,700	2.0	-367,900	03/31/17
Fidelity Management & Research Company	5,545,808	1.9	-1,668,694	03/31/17
Lazard Asset Management, L.L.C.	5,418,037	1.9	-552,026	03/31/17
AllianceBernstein L.P.	5,378,457	1.9	4,859,355	03/31/17
Managed Account Advisors LLC	5,114,162	1.8	26,340	03/31/17
Capital Research Global Investors	4,949,003	1.7	0	03/31/17
Capital World Investors	4,900,000	1.7	-300,000	03/31/17

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