

## 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

- [Q3 2018 Norfolk Southern Corp Earnings Conference Call](#)  
Oct 24, 2018 at 8:45 AM EDT

### Stock Quote

(Common Stock)  
Exchange (US Dollar)  
Price  
Change (%)  
Volume  
52 Week Low  
Market Cap  
Rolling EPS  
PE Ratio  
Shares Outstanding  
Data as of 10/22/18 6:33 AM EDT

### SEC Filings

[Filing date Form](#)

## [Filing date](#) [Form](#)

Oct 02, 2018 [4](#)

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Sep 11, 2018 [4](#)

## Stock Chart

Copyright West LLC. Minimum 15 minutes delayed.

## Analysts

<b>Firm</b>	<b>Analyst</b>
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
Goldman Sachs & Company, Inc.	Matthew Reustle
J.P. Morgan Securities, LLC	Brian Ossenbeck
Loop Capital	Rick Paterson
Morgan Stanley & Co., LLC	Ravi Shanker
Morningstar, Inc.	Keith Schoonmaker
Raymond James & Associates, Inc.	Tyler Brown
Raymond James & Associates, Inc.	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
Wells Fargo	Matt Troy
Wolfe Research, LLC	Scott Group

**Firm**

Wolfe Research, LLC

**Analyst**

Ed Wolfe

**Analyst Ratings****Mean Recommendation:**

2.5

Sell

Strong Buy

**EPS Growth Rates****Growth Rates Company Industry Ind. Relative**

FY1/FY0	38.72	606.20	0.20
FY2/FY1	10.42	-9.85	1.22
FY3/FY2	10.42	-9.85	1.22