FINANCIAL TEAR SHEET

Corporate Profile

Norfolk Southern Corporation is one of the nation's premier transportation companies. Its Norfolk Southern Railway subsidiary operates approximately 20,000 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
10/25/13	4
10/23/13	10-Q
10/23/13	8-K
10/18/13	8-K

Stock Quote

NSC (Common Stock)	
EXCHANGE	NYSE (US Dollar)
PRICE	$87.72
CHANGE (%)	▲ 0.07 (0.08%)
VOLUME	300,472
52 WEEK LOW	$56.05
MARKET CAP	$27,097,276,290
ROLLING EPS	5.70
PE RATIO	15.3893
SHARES OUTSTANDING	308,910,000

Data as of 10/28/13 11:02 a.m. ET

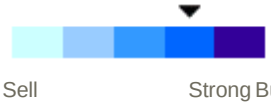
Stock Chart

Analysts

Firm	Analyst
Argus Research Company	Nathaniel Gabriel
Atlantic Equities	Rorrie Mars
Avondale Partners LLC	Donald Broughton
Barclays Capital	Gary L. Chase
BB&T Capital Markets	Mark Levin
BMO Capital Markets - Canada	Fadi Chamoun
BOFA Merill Lynch	Ken Hoexter
CITI	Christian Wetherbee
Cleveland Research	Mark Davis
Credit Suisse - North America	Christopher J. Ceraso
Dahlman Rose & Co.	Jason H. Seidl
Deutsche Bank North America	Justin B. Yagerman
Goldman Sachs & Co.	Tom Kim
J.P. Morgan	Thomas R. Wadewitz
Jefferies & Co.	Peter Nesvold
Morgan Stanley	William J. Greene
Morningstar, Inc.	Keith Schoonmaker
Raymond James	Tyler Brown
Raymond James	Arthur W. Hatfield
RBC Capital Markets	Walter Spracklin
Robert W. Baird & Co., Inc.	Ben Hartford
Sanford Bernstein	David Vernon
Stephens Inc.	Brad Delco
Sterne, Agee & Leach	Jeffrey Kaufmann
Stifel Nicolaus & Company, Inc.	John G. Larkin
Susquehanna Financial Group	Matthew Langley Troy
TD Newcrest	Cherilyn Radbourne
UBS (US)	Kevin Crissey
Wells Fargo Securities	Anthony Gallo
Wolfe Trahan & Co.	Ed Wolfe & Scott Group

Analyst Estimates / Ratings

Mean Recommendation: 2.3



EPS Trend				
		Current	30 Days Ago	90 Days Ago
QTR	Dec 13	1.48	1.42	1.43
QTR	Mar 14	1.39	1.37	1.37
QTR	Jun 14	1.66	1.67	1.68
QTR	Sep 14	1.69	1.62	1.63
FY	Dec 13	5.66	5.50	5.50
FY	Dec 14	6.36	6.25	6.24

Ownership Summary

Shareholders				
	Holders	Value ($MM)	% O/S	Shares
Institution	1,101	15,356.03	68.5	211,488,980
Mutual Fund	1,298	6,669.37	29.2	90,056,161
Insider *	70	407.79	1.5	4,652,455

*Insider values reflect direct beneficial ownership.

Top Holders				
	Shares Held	% O/S	Share Change	Filing Date
The Vanguard Group, Inc.	16,675,212	5.4	292,389	06/30/13
State Street Global Advisors (US)	12,772,267	4.1	180,154	06/30/13
BlackRock Institutional Trust Company, N.A.	11,958,844	3.9	-32,360	06/30/13
T. Rowe Price Associates, Inc.	7,218,431	2.3	-129,579	06/30/13
Wells Fargo Advisors	3,816,641	1.2	308,075	06/30/13
JP Morgan Asset Management	3,786,289	1.2	2,275,285	06/30/13
Capital World Investors	3,576,646	1.2	-1,496,454	06/30/13
Gosha Trading GP	3,310,152	1.1	3,310,152	12/31/12
Dimensional Fund Advisors, LP	3,158,809	1.0	3,938	06/30/13
Capital Research Global Investors	2,928,487	1.0	-1,309,000	06/30/13

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Minimum 20 minutes delayed