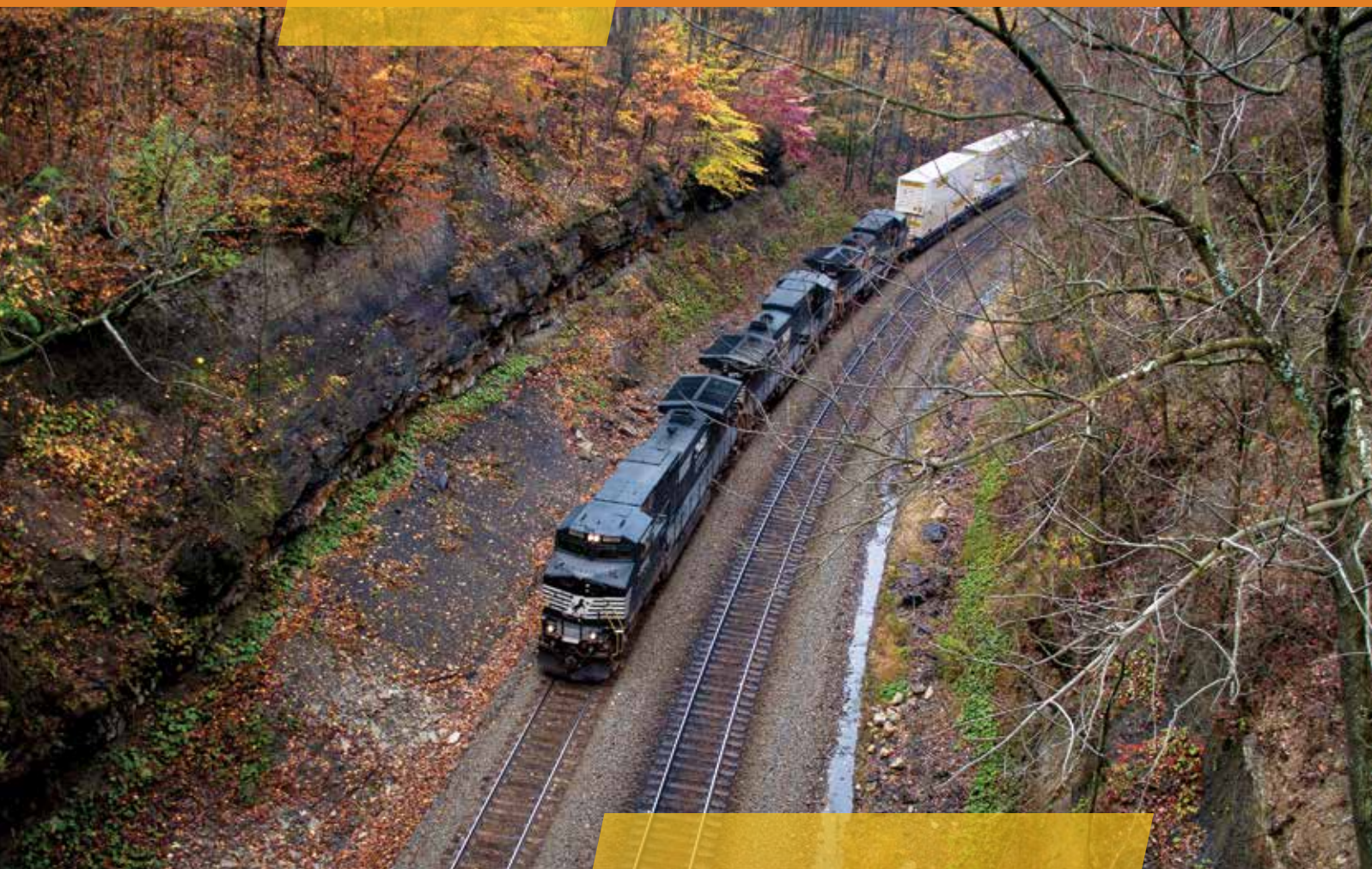


Third Quarter 2013

Quarterly Financial Review



*Norfolk Southern Corporation
Finance Department
Three Commercial Place
Norfolk, Virginia 23510.2191*

Norfolk Southern Railway System



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Investor Inquiries: Michael J. Hostutler..... (757) 629-2861

The accompanying unaudited financial information and summary of certain notes to the consolidated financial statements should be read in conjunction with: (a) the consolidated financial statements and notes included in Norfolk Southern Corporation's (NS, we, us and our) latest Annual Report on Form 10-K and in subsequent Quarterly Reports on Form 10-Q, and (b) any Current Reports on Form 8-K.

Any statements contained in this document which are not related to historical facts are forward-looking statements as that term is defined in the Private Securities Litigation Reform Act of 1995, and NS undertakes no obligation to update such statements. Such forward-looking statements are subject to risks and uncertainties (the most significant of which are described in our SEC filings) which could cause actual results to differ materially.

Consolidated Statements of Income

Third Quarter

(in millions, except per share amounts)

	2013	2012
Railway operating revenues		
Coal	\$ 641	\$ 701
General merchandise	1,578	1,425
Intermodal	605	567
Total railway operating revenues	2,824	2,693
Railway operating expenses		
Compensation and benefits	735	724
Purchased services and rents	420	403
Fuel	390	379
Depreciation	230	230
Materials and other	200	226
Total railway operating expenses	1,975	1,962
Income from railway operations	849	731
Other income — net	30	33
Interest expense on debt	131	124
Income before income taxes	748	640
Provision for income taxes		
Current	194	97
Deferred	72	141
Total income taxes	266	238
Net income	\$ 482	\$ 402
Earnings per share (note 1)		
Basic	\$ 1.55	\$ 1.26
Diluted	1.53	1.24
Weighted average shares outstanding (note 2)		
Basic	310.4	317.7
Diluted	313.9	321.8

Notes

1. Earnings Per Share

For basic earnings per share, income available to common stockholders reflects reductions for the effect of dividend equivalent payments made to holders of stock options and restricted stock units as follows: for the third quarter, \$2 million in 2013 and \$3 million in 2012; and for the first nine months, \$5 million in 2013 and \$7 million in 2012.

For diluted earnings per share, income available to common stockholders reflects reductions for the effect of dividend equivalent payments made to holders of stock options and restricted stock units as follows: for the third quarter, \$1 million in both 2013 and 2012; and for the first nine months, \$3 million in both 2013 and 2012.

2. Stock Repurchase Program

We repurchased and retired 7.5 million shares of common stock in the first nine months of 2013, at a cost of \$564 million, and 16.5 million shares at a cost of \$1.2 billion for the same period of 2012. On August 1, 2012, our Board of Directors authorized the repurchase of up to an additional 50 million shares of common stock through December 31, 2017. The timing and volume of purchases is guided by our assessment of market conditions and other pertinent factors. Any near-term share repurchases are expected to be made with internally generated cash, cash on hand, or proceeds from borrowings. Since the beginning of 2006, we have repurchased and retired 135.9 million shares at a total cost of \$8.1 billion.

Consolidated Statements of Income

First Nine Months
(in millions, except per share amounts)

	2013	2012
Railway operating revenues		
Coal	\$ 1,902	\$ 2,222
General merchandise	4,696	4,477
Intermodal	1,766	1,657
Total railway operating revenues	8,364	8,356
Railway operating expenses		
Compensation and benefits	2,241	2,234
Purchased services and rents	1,223	1,186
Fuel	1,210	1,182
Depreciation	683	683
Materials and other	631	661
Total railway operating expenses	5,988	5,946
Income from railway operations	2,376	2,410
Other income — net (note 3)	194	93
Interest expense on debt	388	366
Income before income taxes	2,182	2,137
Provision for income taxes		
Current	570	522
Deferred	215	279
Total income taxes	785	801
Net income	\$ 1,397	\$ 1,336
Earnings per share (notes 1 and 3)		
Basic	\$ 4.45	\$ 4.12
Diluted	4.40	4.07
Weighted average shares outstanding (note 2)		
Basic	313.0	322.9
Diluted	316.6	327.4

Notes

3. Other Income — Net

In first quarter 2013, we recognized a \$97 million gain on a land sale, which increased net income by \$60 million or \$0.19 per share.

Consolidated Balance Sheets

September 30, December 31,
(S in millions)

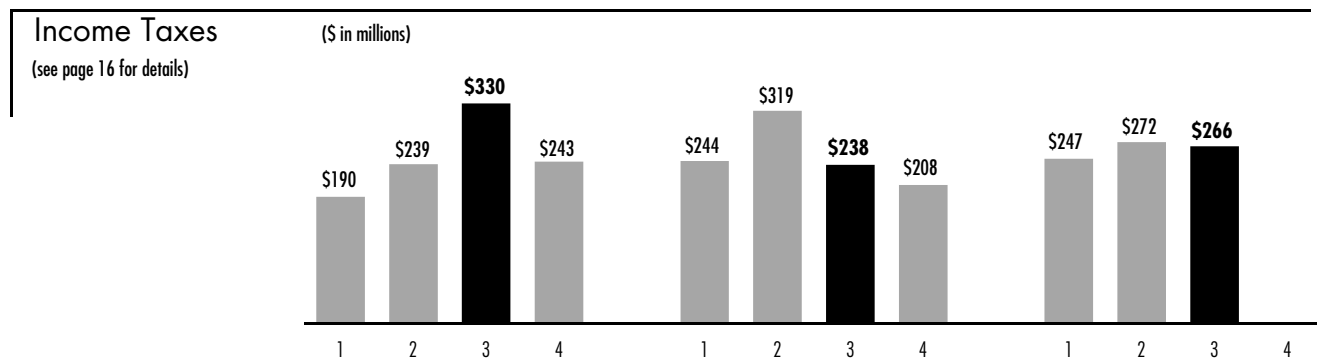
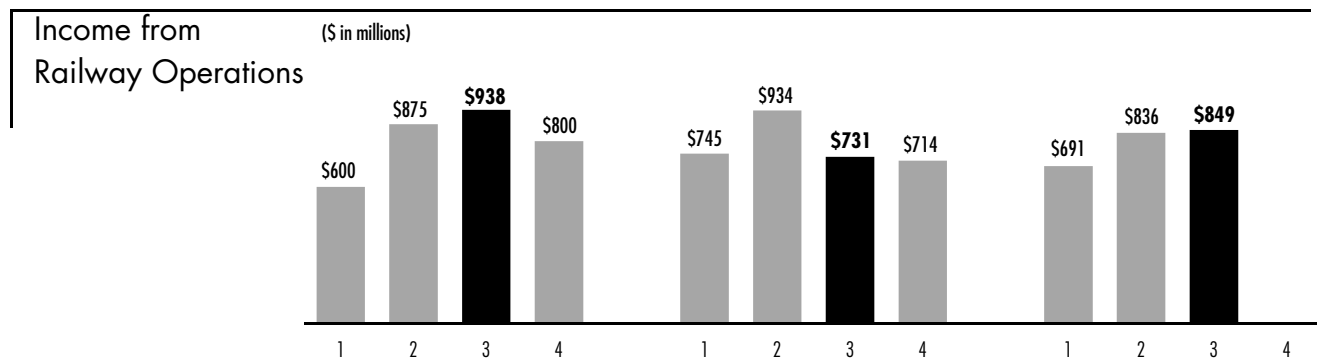
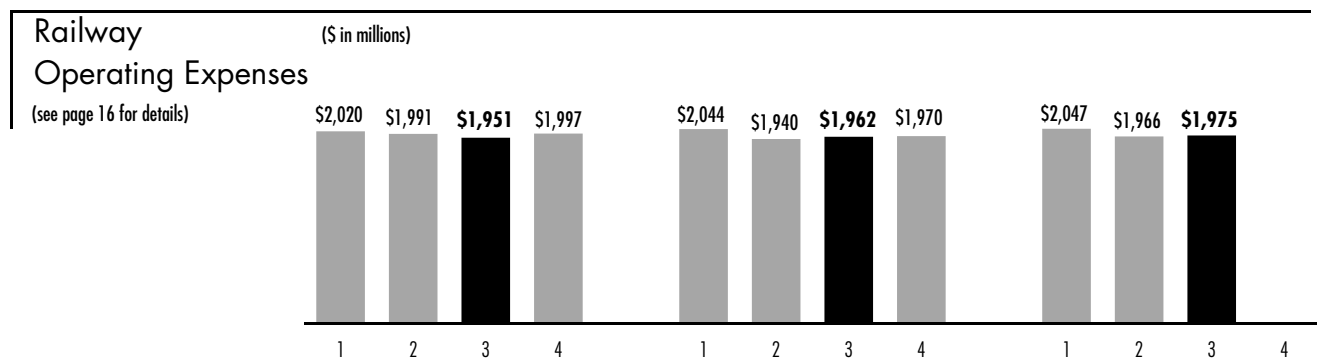
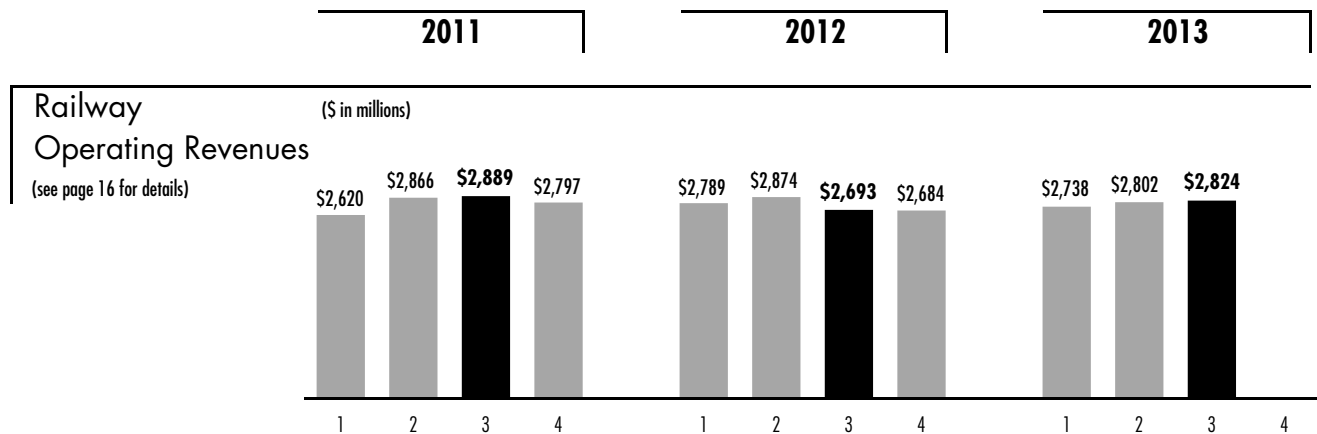
	2013	2012
Assets		
Current assets:		
Cash and cash equivalents	\$ 984	\$ 653
Short-term investments	20	15
Accounts receivable — net	1,083	1,109
Materials and supplies	224	216
Deferred income taxes	149	167
Other current assets	34	82
Total current assets	2,494	2,242
Investments	2,395	2,300
Properties less accumulated depreciation of \$10,271 and \$9,922, respectively	26,413	25,736
Other assets	63	64
Total assets	\$ 31,365	\$ 30,342
Liabilities and stockholders' equity		
Current liabilities:		
Accounts payable	\$ 1,267	\$ 1,362
Short-term debt	-	200
Income and other taxes	241	206
Other current liabilities	377	263
Current maturities of long-term debt	447	50
Total current liabilities	2,332	2,081
Long-term debt	8,499	8,432
Other liabilities	2,166	2,237
Deferred income taxes	8,074	7,832
Total liabilities	21,071	20,582
Stockholders' equity:		
Common stock \$1.00 per share par value, 1,350,000,000 shares authorized; outstanding 308,910,328 and 314,034,174 shares, respectively, net of treasury shares	310	315
Additional paid-in capital	1,979	1,911
Accumulated other comprehensive loss	(1,040)	(1,109)
Retained income	9,045	8,643
Total stockholders' equity	10,294	9,760
Total liabilities and stockholders' equity	\$ 31,365	\$ 30,342

Consolidated Statements of Cash Flows

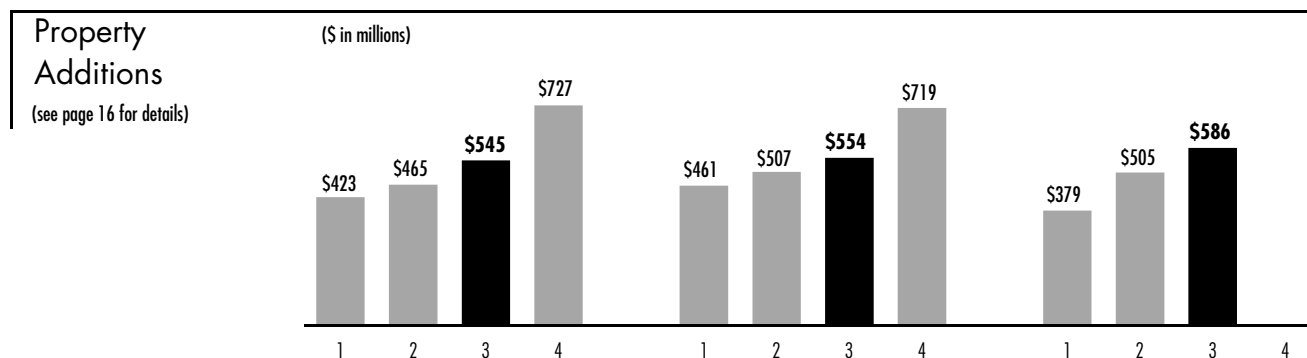
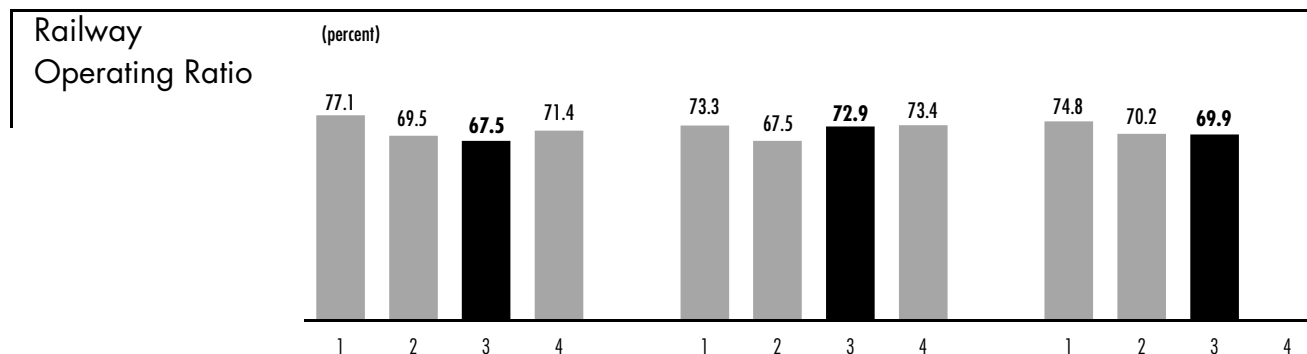
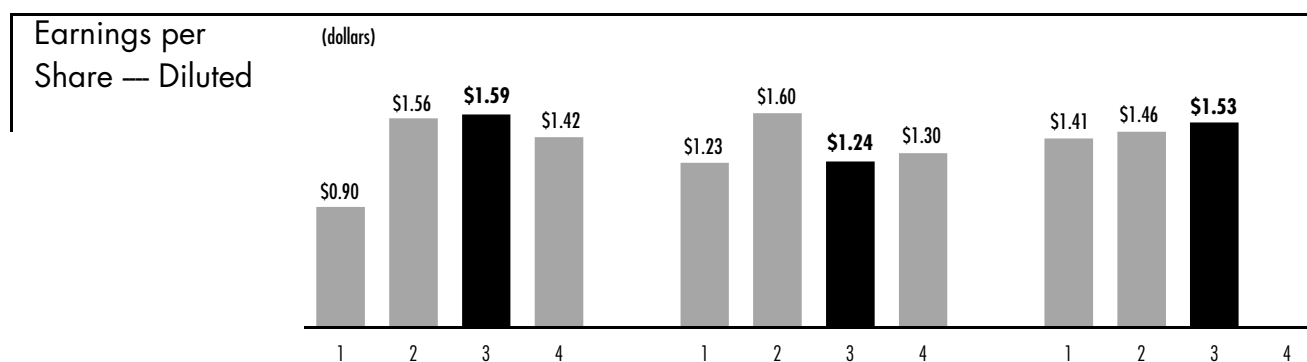
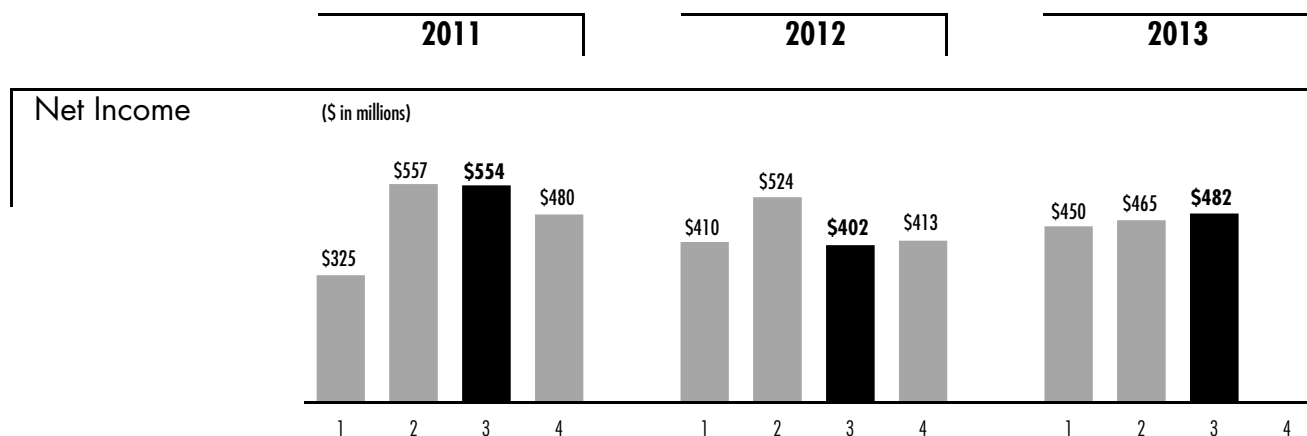
First Nine Months
(S in millions)

	2013	2012
Cash flows from operating activities		
Net income	\$ 1,397	\$ 1,336
Reconciliation of net income to net cash provided by operating activities:		
Depreciation	687	688
Deferred income taxes	215	279
Gains and losses on properties and investments (note 3)	(100)	(4)
Changes in assets and liabilities affecting operations:		
Accounts receivable	26	(56)
Materials and supplies	(8)	(27)
Other current assets	48	43
Current liabilities other than debt	121	183
Other — net	18	34
Net cash provided by operating activities	2,404	2,476
Cash flows from investing activities		
Property additions	(1,470)	(1,522)
Property sales and other transactions	109	47
Investments, including short-term	(29)	(14)
Investment sales and other transactions	21	37
Net cash used in investing activities	(1,369)	(1,452)
Cash flows from financing activities		
Dividends	(476)	(467)
Common stock issued — net	92	77
Purchase and retirement of common stock (note 2)	(564)	(1,150)
Proceeds from borrowings — net	492	1,291
Debt repayments	(248)	(358)
Net cash used in financing activities	(704)	(607)
Net increase in cash and cash equivalents	331	417
Cash and cash equivalents		
At beginning of period	653	276
At end of period	\$ 984	\$ 693
Supplemental disclosure of cash flow information:		
Cash paid during the period for:		
Interest (net of amounts capitalized)	\$ 305	\$ 297
Income taxes (net of refunds)	485	536

Consolidated Financial Information



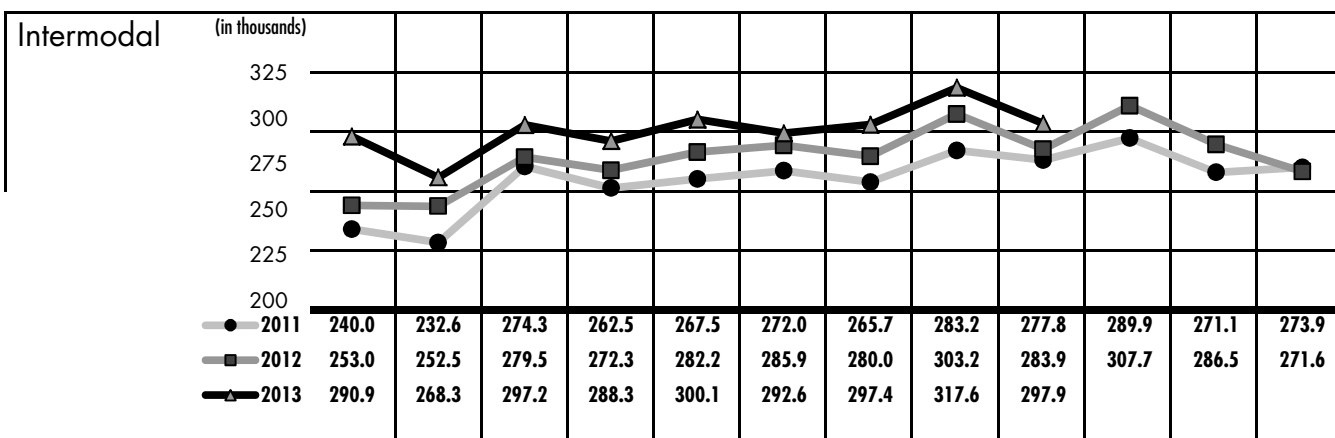
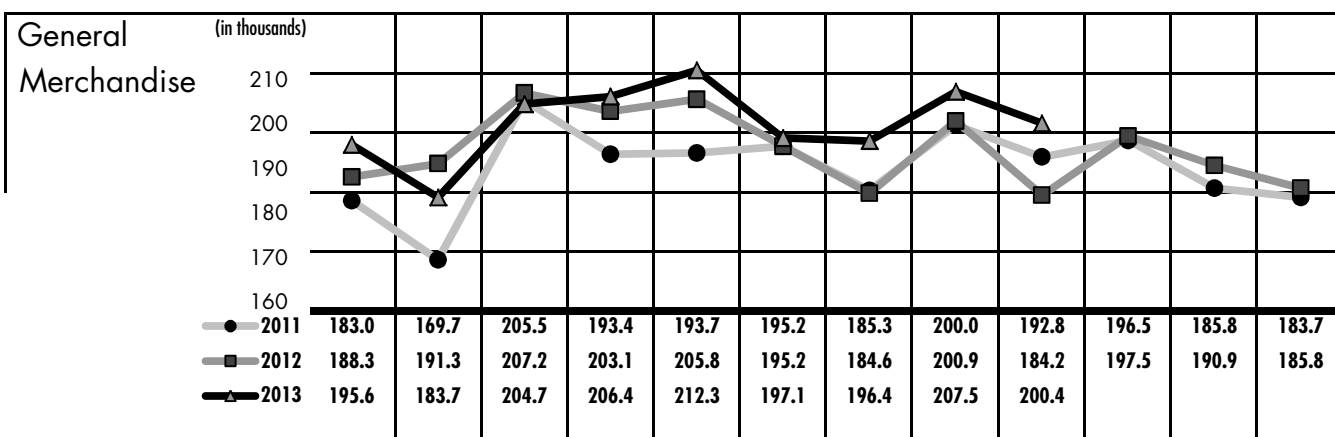
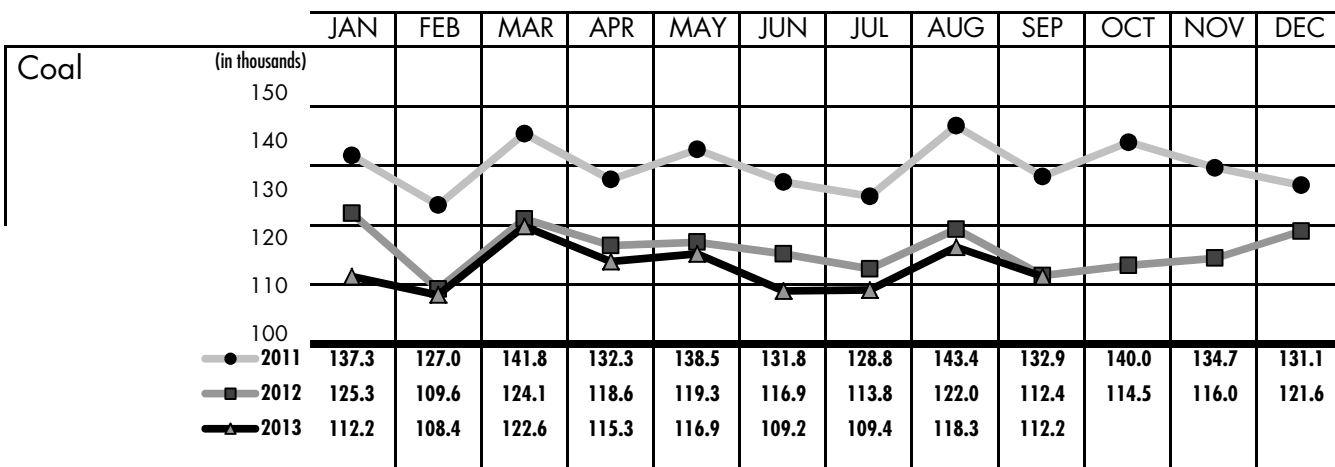
Consolidated Financial Information



Railway Operating Revenues Analysis

Commodity and Period	Revenues (\$ in millions)			Units (in thousands)			Revenue per Unit (\$ per unit)		
	2011	2012	2013	2011	2012	2013	2011	2012	2013
First Quarter									
Coal	\$ 816	\$ 766	\$ 635	406.1	359.0	343.2	\$ 2,009	\$ 2,134	\$ 1,850
Chemicals	338	362	394	95.7	96.0	106.0	3,532	3,772	3,719
Agriculture/consumer/gov't	351	370	361	155.6	152.3	147.9	2,257	2,429	2,441
Metals and construction	269	342	336	148.4	165.5	154.8	1,810	2,068	2,172
Automotive	177	226	244	78.6	96.3	98.7	2,258	2,345	2,467
Paper/clay/forest	184	196	195	79.9	76.7	76.6	2,303	2,552	2,539
General merchandise	1,319	1,496	1,530	558.2	586.8	584.0	2,364	2,549	2,619
Intermodal	485	527	573	746.9	785.0	856.4	649	671	669
Total	\$ 2,620	\$ 2,789	\$ 2,738	1,711.2	1,730.8	1,783.6	\$ 1,531	\$ 1,611	\$ 1,535
Second Quarter									
Coal	\$ 893	\$ 755	\$ 626	402.6	354.8	341.4	\$ 2,217	\$ 2,126	\$ 1,833
Chemicals	355	379	415	95.4	98.5	114.0	3,727	3,844	3,642
Agriculture/consumer/gov't	369	370	366	150.1	150.1	147.9	2,460	2,464	2,475
Metals and construction	320	369	350	173.3	180.2	171.1	1,846	2,047	2,045
Automotive	198	239	261	84.6	98.4	106.4	2,334	2,431	2,456
Paper/clay/forest	191	199	196	78.9	76.9	76.4	2,420	2,593	2,570
General merchandise	1,433	1,556	1,588	582.3	604.1	615.8	2,461	2,576	2,580
Intermodal	540	563	588	802.0	840.4	881.0	674	671	667
Total	\$ 2,866	\$ 2,874	\$ 2,802	1,786.9	1,799.3	1,838.2	\$ 1,604	\$ 1,597	\$ 1,524
Third Quarter									
Coal	\$ 899	\$ 701	\$ 641	405.1	348.2	339.9	\$ 2,219	\$ 2,014	\$ 1,885
Chemicals	353	370	429	95.4	99.0	113.1	3,696	3,739	3,787
Agriculture/consumer/gov't	357	344	346	143.2	142.6	138.0	2,487	2,415	2,504
Metals and construction	340	314	372	178.4	165.6	180.5	1,905	1,897	2,060
Automotive	191	203	227	80.2	85.8	93.3	2,384	2,363	2,441
Paper/clay/forest	198	194	204	80.9	76.7	79.4	2,454	2,530	2,575
General merchandise	1,439	1,425	1,578	578.1	569.7	604.3	2,488	2,502	2,611
Intermodal	551	567	605	826.7	867.1	912.9	667	653	663
Total	\$ 2,889	\$ 2,693	\$ 2,824	1,809.9	1,785.0	1,857.1	\$ 1,596	\$ 1,509	\$ 1,521
Year-to-date									
Coal	\$ 2,608	\$ 2,222	\$ 1,902	1,213.8	1,062.0	1,024.5	\$ 2,148	\$ 2,092	\$ 1,856
Chemicals	1,046	1,111	1,238	286.5	293.5	333.1	3,651	3,785	3,716
Agriculture/consumer/gov't	1,077	1,084	1,073	448.9	445.0	433.8	2,398	2,436	2,473
Metals and construction	929	1,025	1,058	500.1	511.3	506.4	1,857	2,005	2,089
Automotive	566	668	732	243.4	280.5	298.4	2,326	2,381	2,455
Paper/clay/forest	573	589	595	239.7	230.3	232.4	2,393	2,559	2,561
General merchandise	4,191	4,477	4,696	1,718.6	1,760.6	1,804.1	2,439	2,543	2,603
Intermodal	1,576	1,657	1,766	2,375.6	2,492.5	2,650.3	664	665	666
Total	\$ 8,375	\$ 8,356	\$ 8,364	5,308.0	5,315.1	5,478.9	\$ 1,578	\$ 1,572	\$ 1,527

Monthly Railway Units



Railway Operating Revenues Variance Analysis

(\$ in millions)

Third Quarter
2013 vs. 2012

	Coal		General Merchandise		Intermodal		Total	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Revenue Variance due to:								
Volume	\$ (17)	(2%)	\$ 87	6%	\$ 30	5%	\$ 109	4%
Revenue per unit	(43)	(6%)	66	4%	8	2%	22	1%
Total	<u>\$ (60)</u>	(9%)	<u>\$ 153</u>	11%	<u>\$ 38</u>	7%	<u>\$ 131</u>	5%

Year-to-date
2013 vs. 2012

	Coal		General Merchandise		Intermodal		Total	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
Revenue Variance due to:								
Volume	\$ (78)	(4%)	\$ 111	2%	\$ 105	6%	\$ 258	3%
Revenue per unit	(242)	(11%)	108	2%	4	-	(250)	(3%)
Total	<u>\$ (320)</u>	(14%)	<u>\$ 219</u>	5%	<u>\$ 109</u>	7%	<u>\$ 8</u>	-

Coal Tonnage by Market

(tons in thousands)

Third Quarter

	2011		2012		2013	
	Tons	Change vs. 2010	Tons	Change vs. 2011	Tons	Change vs. 2012
Utility	30,370	(4%)	25,996	(14%)	25,372	(2%)
Export	6,522	25%	6,191	(5%)	6,512	5%
Domestic metallurgical	5,575	1%	4,649	(17%)	4,357	(6%)
Industrial	1,974	5%	1,724	(13%)	1,659	(4%)
Total	<u>44,441</u>	1%	<u>38,560</u>	(13%)	<u>37,900</u>	(2%)

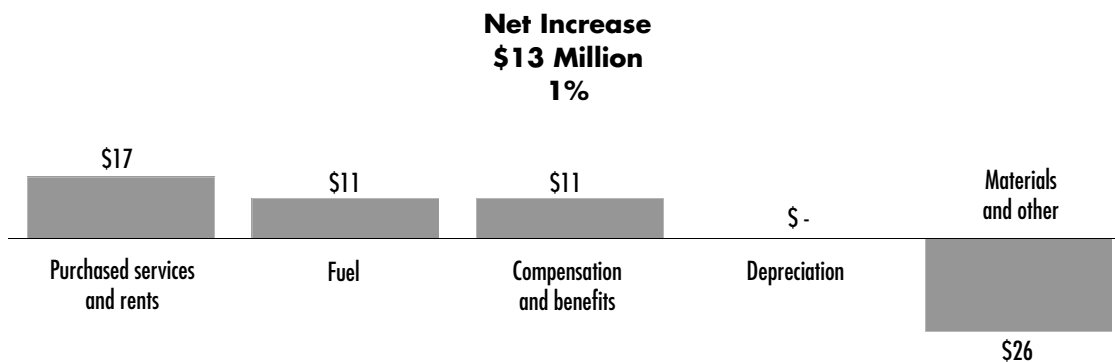
Year-to-date

	2011		2012		2013	
	Tons	Change vs. 2010	Tons	Change vs. 2011	Tons	Change vs. 2012
Utility	91,335	2%	75,784	(17%)	73,649	(3%)
Export	21,898	24%	21,445	(2%)	22,311	4%
Domestic metallurgical	14,208	(4%)	14,240	-	13,007	(9%)
Industrial	5,705	-	5,525	(3%)	5,269	(5%)
Total	<u>133,146</u>	5%	<u>116,994</u>	(12%)	<u>114,236</u>	(2%)

Railway Operating Expenses Variance Analysis

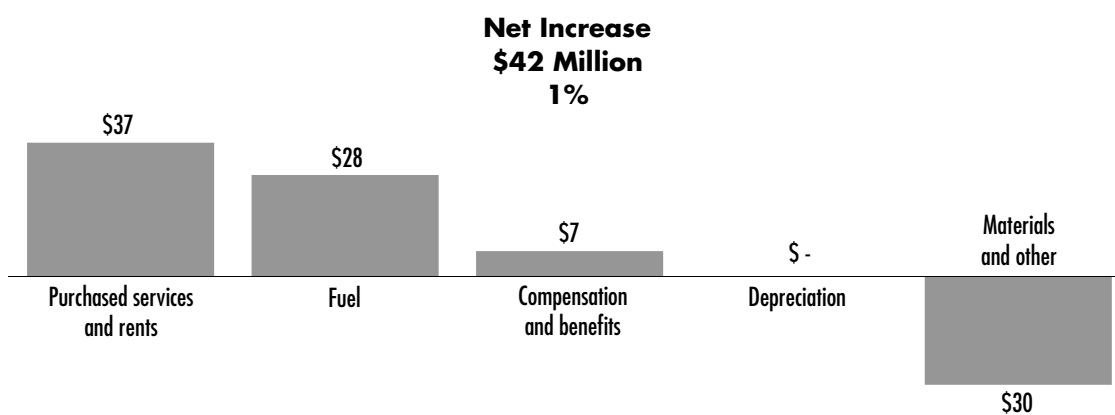
Third Quarter
2013 vs. 2012

(\$ in millions)
Amount of change

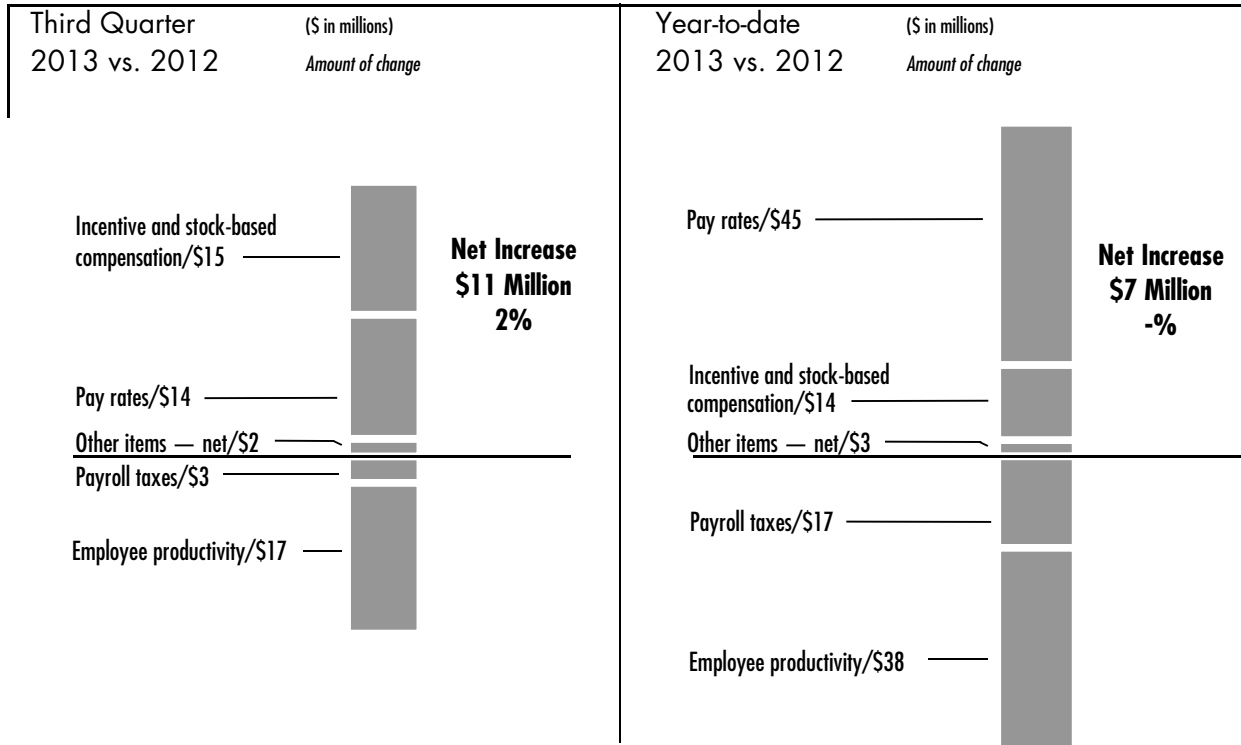


Year-to-date
2013 vs. 2012

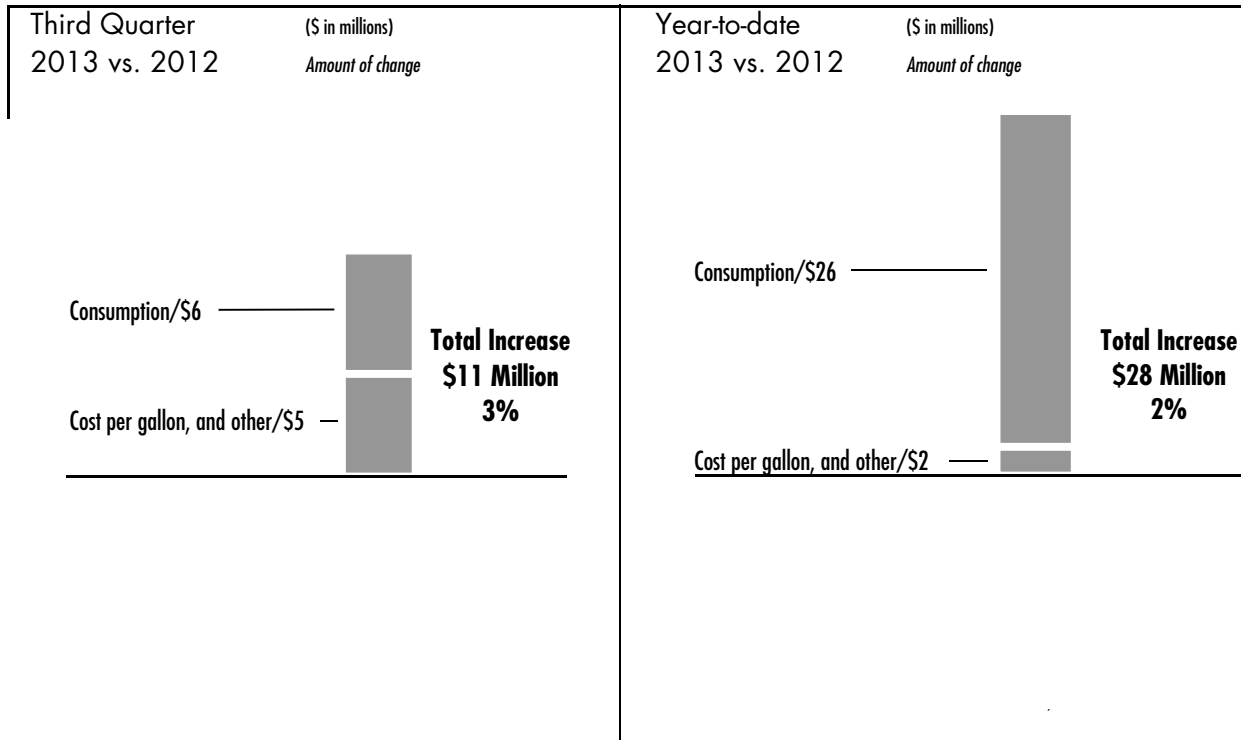
(\$ in millions)
Amount of change



Compensation and Benefits Expense Analysis



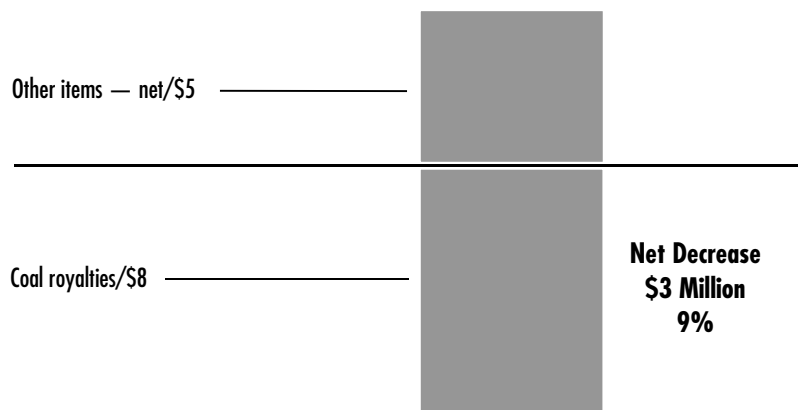
Fuel Expense Analysis



Other Income — Net Analysis

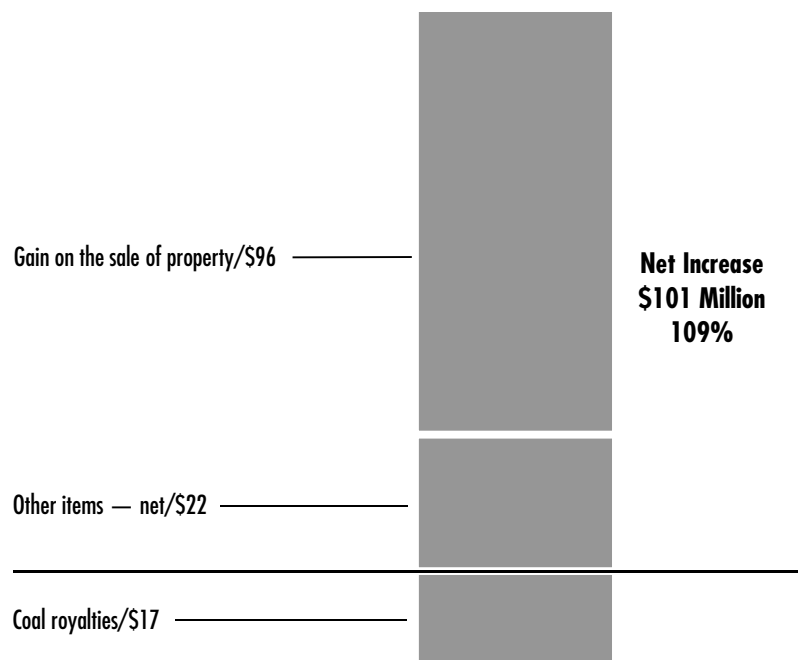
Third Quarter
2013 vs. 2012

(\$ in millions)
Amount of change



Year-to-date
2013 vs. 2012

(\$ in millions)
Amount of change



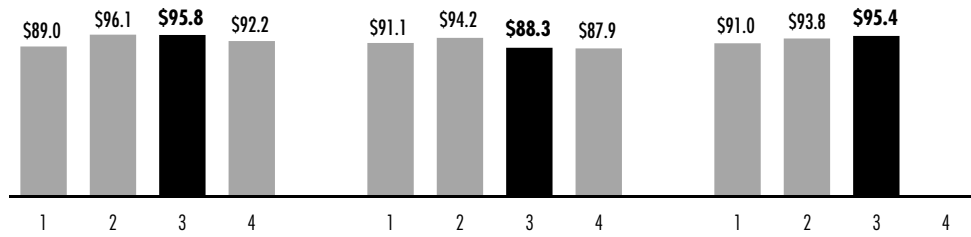
Productivity Measures

2011

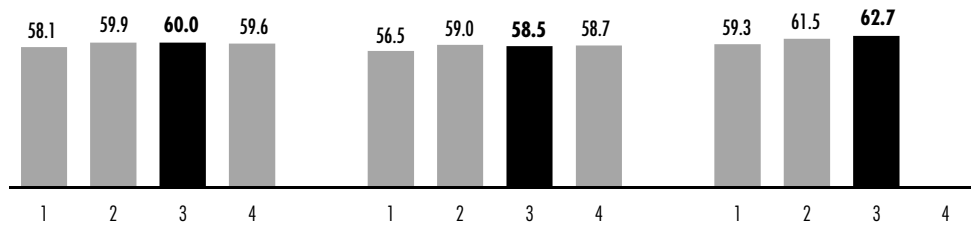
2012

2013

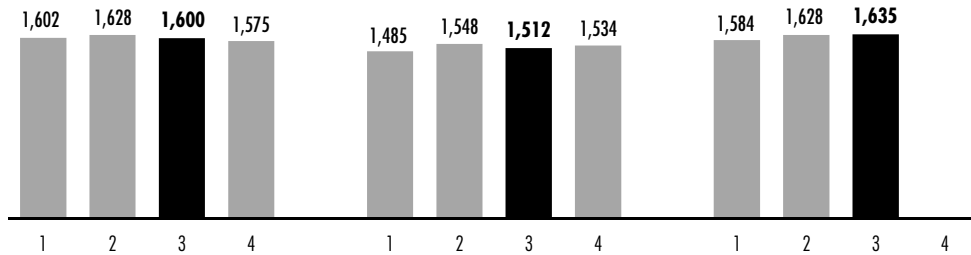
Operating Revenues
per Employee
(in thousands)



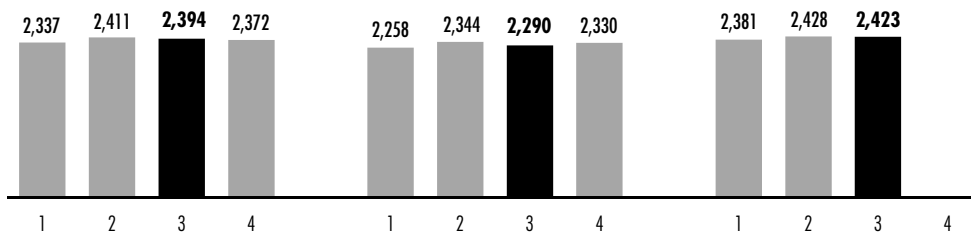
Units per
Employee



Revenue Ton Miles
per Employee
(in thousands)



Revenue Ton Miles
per Mile of Road
Operated
(in thousands)



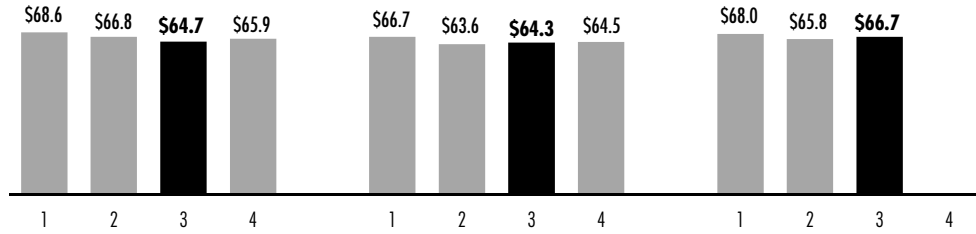
Productivity Measures

2011

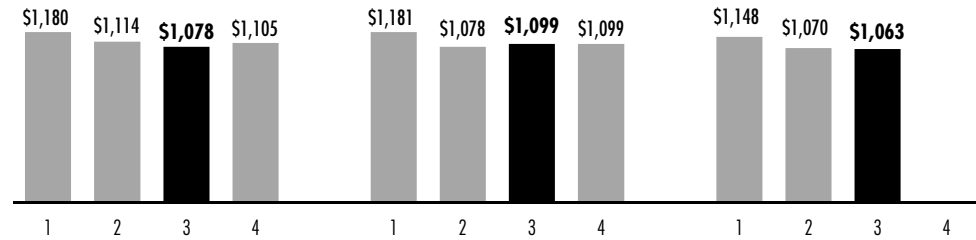
2012

2013

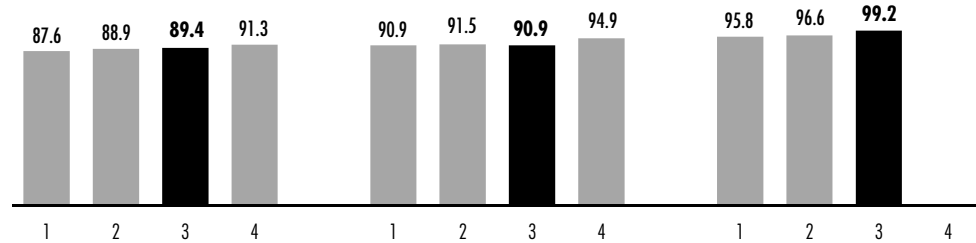
Operating Expenses (S in thousands)
per Employee



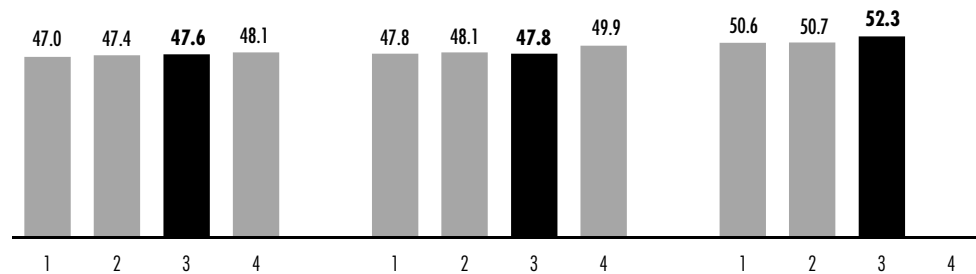
Operating Expenses (dollars)
per Unit



Gross Ton Miles (in thousands)
per Train Hour



Revenue Ton Miles (in thousands)
per Train Hour



Financial, Traffic and Operating Statistics

Consolidated Financial Data		2011					2012					2013				
(\$ in millions — except as noted)		First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year-to-date
6	Railway operating revenues:															
8	Coal	\$ 816	\$ 893	\$ 899	\$ 850	\$ 3,458	\$ 766	\$ 755	\$ 701	\$ 657	\$ 2,879	\$ 635	\$ 626	\$ 641		\$ 1,902
8	General merchandise	1,319	1,433	1,439	1,393	5,584	1,496	1,556	1,425	1,443	5,920	1,530	1,588	1,578		4,696
8	Intermodal	485	540	551	554	2,130	527	563	567	584	2,241	573	588	605		1,766
6	Total railway operating revenues	2,620	2,866	2,889	2,797	11,172	2,789	2,874	2,693	2,684	11,040	2,738	2,802	2,824		8,364
6	Railway operating expenses:															
	• Compensation and benefits	765	739	736	734	2,974	786	724	724	726	2,960	780	726	735		2,241
	• Purchased services	296	318	320	338	1,272	318	320	333	350	1,321	321	343	349		1,013
	• Equipment rents	87	87	83	81	338	73	72	70	68	283	72	67	71		210
	• Fuel	389	412	385	403	1,589	413	390	379	395	1,577	429	391	390		1,210
	• Depreciation	211	213	217	221	862	224	229	230	233	916	227	226	230		683
	• Materials	94	103	105	106	408	112	95	109	92	408	101	116	100		317
	• Casualties and other claims (note 1)	99	43	30	44	216	38	30	33	29	130	35	20	23		78
	• Other	79	76	75	70	300	80	80	84	77	321	82	77	77		236
6	Total railway operating expenses	2,020	1,991	1,951	1,997	7,959	2,044	1,940	1,962	1,970	7,916	2,047	1,966	1,975		5,988
6	Income from railway operations	600	875	938	800	3,213	745	934	731	714	3,124	691	836	849		2,376
	• Other income (expense) (note 2)	(85)	(79)	(54)	(77)	(295)	(91)	(91)	(91)	(93)	(366)	6	(99)	(101)		(194)
	• Income before income taxes	515	796	884	723	2,918	654	843	640	621	2,758	697	737	748		2,182
	• Income taxes — current	78	108	159	130	475	156	269	97	121	643	173	203	194		570
	• Income taxes — deferred	112	131	171	113	527	88	50	141	87	366	74	69	72		215
6	Total income taxes (note 3)	190	239	330	243	1,002	244	319	238	208	1,009	247	272	266		785
7	Net income	\$ 325	\$ 557	\$ 554	\$ 480	\$ 1,916	\$ 410	\$ 524	\$ 402	\$ 413	\$ 1,749	\$ 450	\$ 465	\$ 482		\$ 1,397
7	Earnings per share — diluted (dollars) (notes 2 & 4)	\$ 0.90	\$ 1.56	\$ 1.59	\$ 1.42	\$ 5.45	\$ 1.23	\$ 1.60	\$ 1.24	\$ 1.30	\$ 5.37	\$ 1.41	\$ 1.46	\$ 1.53		\$ 4.40
7	Railway operating ratio	77.1	69.5	67.5	71.4	71.2	73.3	67.5	72.9	73.4	71.7	74.8	70.2	69.9		71.6
7	Property additions:															
	• Equipment	\$ 180	\$ 184	\$ 226	\$ 348	\$ 938	\$ 187	\$ 176	\$ 148	\$ 265	\$ 776	\$ 88	\$ 140	\$ 200		\$ 428
	• Road	243	281	319	379	1,222	274	331	406	454	1,465	291	365	386		1,042
7	Total property additions	\$ 423	\$ 465	\$ 545	\$ 727	\$ 2,160	\$ 461	\$ 507	\$ 554	\$ 719	\$ 2,241	\$ 379	\$ 505	\$ 586		\$ 1,470
	• Cash, cash equivalents and short-term investments	\$ 488	\$ 906	\$ 394	\$ 301	\$ 301	\$ 831	\$ 371	\$ 708	\$ 668	\$ 668	\$ 687	\$ 587	\$ 1,004		\$ 1,004
	• Total debt, excluding notes payable to Conrail	\$ 6,617	\$ 6,986	\$ 6,837	\$ 7,540	\$ 7,540	\$ 8,017	\$ 7,999	\$ 8,480	\$ 8,682	\$ 8,682	\$ 8,485	\$ 8,477	\$ 8,946		\$ 8,946
	• Total debt-to-total capitalization (percent)	38.4	39.7	40.0	43.2	43.2	45.0	45.0	46.5	47.1	47.1	45.6	45.4	46.5		46.5
	• Weighted average shares outstanding — diluted (in millions) (note 5)	360.5	357.3	349.0	338.6	351.3	332.9	327.5	321.8	318.6	325.2	318.1	317.8	313.9		316.6

Note 1 During the first quarter of 2011, we received an unfavorable ruling for an arbitration claim with an insurance carrier, and were denied recovery of the contested portion of the claim. As a result, we recorded a \$43 million charge for the receivables associated with the contested portion of the claim and a \$15 million charge for other receivables affected by the ruling for which recovery was no longer probable.

Note 2 In first quarter 2013, we recognized a \$97 million gain on a land sale, which increased net income by \$60 million, or \$0.19 per share.

Note 3 During the second quarter of 2011, the IRS completed its examination of our 2008 tax return and review of certain claims for refund for prior years that resulted in a decrease in income tax expense of \$40 million. During the second and fourth quarters of 2011, enacted state tax law changes resulted in a decrease to deferred income tax expense of \$19 million and \$11 million, respectively.

Note 4 For diluted earnings per share, income available to common stockholders reflects reductions for the effect of dividend equivalent payments made to holders of stock options and restricted stock units as follows: \$2 million for the first quarters 2012 and 2011; \$1 million for the first, second and third quarters of 2013 and the third and fourth quarters of 2012; and less than \$1 million for the second quarter 2012, as well as the second, third and fourth quarters of 2011.

Note 5 We repurchased and retired 7.5 million shares of common stock in the first nine months of 2013, at a cost of \$564 million, and 16.5 million shares at a cost of \$1.2 billion for the same period of 2012. On August 1, 2012, our Board of Directors authorized the repurchase of up to an additional 50 million shares of common stock through December 31, 2017. The timing and volume of purchases is guided by our assessment of market conditions and other pertinent factors. Any near-term share repurchases are expected to be made with internally generated cash, cash on hand, or proceeds from borrowings. Since the beginning of 2006, we have repurchased and retired 135.9 million shares at a total cost of \$8.1 billion.

Financial, Traffic and Operating Statistics

Traffic and Operating Statistics		2011					2012					2013				
Page	Item	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter	Year-to-date
	• No corresponding charts for this data.															
8	Railway units (in thousands):															
8	Coal	406.1	402.6	405.1	405.8	1,619.6	359.0	354.8	348.2	352.1	1,414.1	343.2	341.4	339.9		1,024.5
8	General merchandise	558.2	582.3	578.1	566.0	2,284.6	586.8	604.1	569.7	574.2	2,334.8	584.0	615.8	604.3		1,804.1
8	Intermodal	746.9	802.0	826.7	834.9	3,210.5	785.0	840.4	867.1	865.8	3,358.3	856.4	881.0	912.9		2,650.3
8	Total railway units	1,711.2	1,786.9	1,809.9	1,806.7	7,114.7	1,730.8	1,799.3	1,785.0	1,792.1	7,107.2	1,783.6	1,838.2	1,857.1		5,478.9
	• Revenue ton miles (RTMs) (in billions):															
	• Coal	14.2	14.3	14.2	13.9	56.6	11.8	12.2	12.0	12.2	48.2	12.0	11.8	12.1		35.9
	• General merchandise	24.9	25.5	25.4	24.9	100.7	25.2	25.8	24.7	25.1	100.8	26.4	27.3	26.6		80.3
	• Intermodal	8.1	8.7	8.6	9.0	34.4	8.5	9.2	9.4	9.5	36.6	9.3	9.5	9.7		28.5
	• Total	47.2	48.5	48.2	47.8	191.7	45.5	47.2	46.1	46.8	185.6	47.7	48.6	48.4		144.7
	• Revenue (dollars) per thousand RTMs:															
	• Coal	\$ 57.46	\$ 62.16	\$ 63.55	\$ 61.11	\$ 61.07	\$ 64.77	\$ 62.08	\$ 58.45	\$ 53.61	\$ 59.69	\$ 53.15	\$ 52.67	\$ 53.11		\$ 52.98
	• General merchandise	\$ 53.07	\$ 56.12	\$ 56.65	\$ 55.86	\$ 55.44	\$ 59.42	\$ 60.23	\$ 57.67	\$ 57.57	\$ 58.74	\$ 57.86	\$ 58.27	\$ 59.43		\$ 58.52
	• Intermodal	\$ 59.83	\$ 62.30	\$ 63.53	\$ 62.11	\$ 61.98	\$ 62.23	\$ 61.09	\$ 60.21	\$ 61.36	\$ 61.20	\$ 61.77	\$ 62.02	\$ 61.91		\$ 61.90
	• Total	\$ 55.56	\$ 59.01	\$ 59.91	\$ 58.56	\$ 58.27	\$ 61.34	\$ 60.88	\$ 58.39	\$ 57.30	\$ 59.47	\$ 57.44	\$ 57.63	\$ 58.36		\$ 57.81
	• Gross ton miles (GTMs) (in billions)	87.8	91.1	90.5	90.6	360.0	86.5	89.8	87.8	89.0	353.1	90.3	92.6	91.8		274.7
	• Revenue ton miles (RTMs) (in billions)	47.2	48.5	48.2	47.8	191.7	45.5	47.2	46.1	46.8	185.6	47.7	48.6	48.4		144.7
	• Railroad employees (average)	29,446	29,825	30,144	30,320	29,933	30,630	30,503	30,493	30,543	30,543	30,095	29,870	29,597		29,853
	• Total operating expenses (dollars) per thousand GTMs	\$ 23.00	\$ 21.87	\$ 21.55	\$ 22.04	\$ 22.11	\$ 23.62	\$ 21.60	\$ 22.37	\$ 22.13	\$ 22.42	\$ 22.68	\$ 21.23	\$ 21.52		\$ 21.80
	• Compensation and benefits (dollars) per thousand GTMs	\$ 8.71	\$ 8.12	\$ 8.13	\$ 8.10	\$ 8.26	\$ 9.08	\$ 8.06	\$ 8.25	\$ 8.16	\$ 8.38	\$ 8.64	\$ 7.84	\$ 8.01		\$ 8.16
	• Total operating expenses (dollars) per thousand RTMs	\$ 42.83	\$ 40.99	\$ 40.46	\$ 41.81	\$ 41.52	\$ 44.95	\$ 41.09	\$ 42.54	\$ 42.06	\$ 42.64	\$ 42.94	\$ 40.43	\$ 40.81		\$ 41.39
	• Compensation and benefits (dollars) per thousand RTMs	\$ 16.22	\$ 15.22	\$ 15.26	\$ 15.37	\$ 15.51	\$ 17.29	\$ 15.34	\$ 15.70	\$ 15.50	\$ 15.94	\$ 16.36	\$ 14.93	\$ 15.19		\$ 15.49
14	Total operating revenues (\$ in thousands) per employee	\$ 89.0	\$ 96.1	\$ 95.8	\$ 92.2	\$ 373.2	\$ 91.1	\$ 94.2	\$ 88.3	\$ 87.9	\$ 361.5	\$ 91.0	\$ 93.8	\$ 95.4		\$ 280.2
15	Total operating expenses (\$ in thousands) per employee	\$ 68.6	\$ 66.8	\$ 64.7	\$ 65.9	\$ 265.9	\$ 66.7	\$ 63.6	\$ 64.3	\$ 64.5	\$ 259.2	\$ 68.0	\$ 65.8	\$ 66.7		\$ 200.6
	• GTMs (thousands) per employee	2,983	3,052	3,003	2,988	12,026	2,826	2,944	2,877	2,914	11,560	2,999	3,101	3,101		9,200
14	RTMs (thousands) per employee	1,602	1,628	1,600	1,575	6,405	1,485	1,548	1,512	1,534	6,078	1,584	1,628	1,635		4,846
14	Units per employee	58.1	59.9	60.0	59.6	237.7	56.5	59.0	58.5	58.7	232.7	59.3	61.5	62.7		183.5
14	RTMs (thousands) per mile of road operated	2,337	2,411	2,394	2,372	9,513	2,258	2,344	2,290	2,330	9,221	2,381	2,428	2,423		7,233
15	Total operating expenses (dollars) per unit	\$ 1,180	\$ 1,114	\$ 1,078	\$ 1,105	\$ 1,119	\$ 1,181	\$ 1,078	\$ 1,099	\$ 1,099	\$ 1,114	\$ 1,148	\$ 1,070	\$ 1,063		\$ 1,093
	• Compensation and benefits (dollars) per unit	\$ 447	\$ 414	\$ 407	\$ 406	\$ 418	\$ 454	\$ 402	\$ 406	\$ 405	\$ 416	\$ 437	\$ 395	\$ 396		\$ 409
	• RTMs (in thousands) per unit	27.6	27.2	26.6	26.4	26.9	26.3	26.2	25.8	26.1	26.1	26.7	26.5	26.1		26.4
	• Locomotive diesel fuel consumed (in thousands of gallons)	122,226	116,873	115,126	119,663	473,888	119,779	114,428	111,804	113,297	459,308	122,673	117,383	114,107		354,163
	• Average price (dollars) per gallon of locomotive diesel fuel	\$ 2.883	\$ 3.258	\$ 3.097	\$ 3.111	\$ 3.085	\$ 3.160	\$ 3.149	\$ 3.131	\$ 3.237	\$ 3.169	\$ 3.191	\$ 3.027	\$ 3.133		\$ 3.118
	• RTMs per gallon of fuel consumed	386	416	419	399	405	380	413	412	413	404	389	414	424		409
15	GTMs (in thousands) per train hour	87.6	88.9	89.4	91.3	89.3	90.9	91.5	90.9	94.9	92.0	95.8	96.6	99.2		97.2
15	RTMs (in thousands) per train hour	47.0	47.4	47.6	48.1	47.6	47.8	48.1	47.8	49.9	48.4	50.6	50.7	52.3		51.2
	• Percent of loaded-to-total car miles	58.4	58.6	58.7	59.0	58.7	59.0	58.8	58.6	59.0	58.8	58.7	58.4	58.7		58.6
	• Total new crossties installed (in thousands)	653	675	734	633	2,695	724	700	693	517	2,634	610	763	741		2,114
	• Total track miles of rail laid (miles)	94	122	105	163	484	104	119	165	121	509	112	181	166		459

Third Quarter 2013

Quarterly Financial Review

