BEHIND EVERY NS TRAIN IS AN EXTENSIVE NETWORK OF TRACK AND TERMINALS, A FLEET OF SOPHISTICATED LOCOMOTIVES AND FREIGHT CARS, AND A TEAM OF DEDICATED EMPLOYEES WHO WORK AROUND THE CLOCK TO PROVIDE SAFE AND RELIABLE RAIL TRANSPORTATION.

WHAT NS MOVES BY RAIL IN ALABAMA THE BEAUTIFUL

OUTBOUND

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Metals &amp; Construction</td>
<td>31%</td>
</tr>
<tr>
<td>Chemicals</td>
<td>16%</td>
</tr>
<tr>
<td>Intermodal</td>
<td>15%</td>
</tr>
<tr>
<td>Automotive</td>
<td>9%</td>
</tr>
<tr>
<td>Other</td>
<td>10%</td>
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</tbody>
</table>

INBOUND

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</table>

Norfolk Southern and the Alabama Community

PEOPLE

1,730 NS Employees
850 Railroad Retirement Recipients

ECONOMIC IMPACT

pay $112 MILLION PAYROLL

invests $68 MILLION TRACK & FACILITIES

spends $81 MILLION PURCHASES, PAYMENTS, & TAXES

COLUMNS

Business Magnet

NS helped 3 industries locate or expand in 2016, resulting in:

$1 BILLION CUSTOMER INVESTMENT
1,250 NEW JOBS

Charitable Giving

The NS Foundation contributed $1.5 MILLION to ALABAMA COMMUNITIES over the last five years.

Connections

NS tracks connect with 12 short line railroads in Alabama.

Passenger Rail

The Amtrak Crescent operates through Alabama on NS tracks.

Birmingham

Shipping containers packed with electronics, food, clothes, auto parts, and machinery move through NS’ $97.5 million Birmingham Regional Intermodal Facility in McCalla, a major rail gateway between the South and Northeast. Intermodal transportation combines rail for long-distance moves with trucks for local deliveries, providing convenience and reliability for shippers, while saving fuel and reducing emissions.

In Alabama

1,304 Miles of Track Operated
660 Bridges
1,980 Grade Crossings (public and private)

INFRASTRUCTURE

Intermodal Terminal
Auto Distribution Facility
Port Served
Rail Yard
Rail-Track Transfer Facility
NS Lines or Local Freight Rights
NS Trackage/ Haulage Rights

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