



Norfolk Southern Conflict Minerals Frequently Asked Questions (FAQs) – Suppliers

Q: What is the conflict minerals rule?

A: On August 22, 2012, the US Securities and Exchange Commission (SEC) adopted a final rule to implement reporting and disclosure related to “conflict minerals,” as directed by the Dodd-Frank Wall Street Reform and Consumer Protection Act of 2010. The rule requires manufacturers who are SEC filers to disclose whether the products they manufacture or contract to manufacture contain “conflict minerals” that are “necessary to the functionality or production” of those products. Norfolk Southern has determined that some of its activities may make it subject to reporting requirements under the conflict minerals rule.

Conflict minerals refer to tin, tantalum, tungsten and gold (commonly referred to as 3TG), regardless of where they are sourced, processed or sold.

To learn more about the legislation and conflict minerals, please consult the SEC website:
<http://www.sec.gov/News/PressRelease/Detail/PressRelease/1365171484002#.Ug51ljvryE4>.

Q: What is the purpose of the conflict minerals rule?

A: Congress has concluded that armed conflict in the DRC and in adjoining countries, which include Angola, Burundi, Central African Republic, Rwanda, South Sudan, Tanzania, Uganda and Zambia (collectively referred to as the Covered Countries), has been financed in part by the trade of conflict minerals. In Congress’ view, the disclosures required by the rule will raise attention for this issue and help to reduce the funding of armed conflict in the region.

Q: My company is not publicly traded, so why are we involved in this process?

A: NS needs the help of its suppliers to fully comply with its obligations under the conflict minerals rule. We have sent (or will send) you the Conflict Free Sourcing Initiative’s Conflict Minerals Reporting Template (the CMRT) asking about the products you supply to NS that we may have used in the manufacture of other products, and we need you to timely complete and return the CMRT. To obtain some of the information requested, you may need to contact your suppliers. Going forward, NS will aim to develop its supplier network in a manner that most effectively enables NS to comply with the conflict minerals rule.

Q: My company does not manufacture the parts we sell NS; we're just a distributor. Why do I have to respond?

A: As our direct supplier, we will look to you to help us comply with the rule. You may need to contact your suppliers to fully complete the CMRT. Given your company's established business relationships with your suppliers, you are in the best position to do so. Going forward, NS will aim to develop its supplier network in a manner that most effectively enables NS to comply with the conflict minerals rule.

Q: Is there an exception for products that only contain trace amounts of tantalum, tin, tungsten, or gold?

A: No. There is no "de minimis" exception; even very small amounts of conflict minerals trigger disclosure obligations.

Q: My company has a provision in its supplier contracts that says any 3TG we receive will be in compliance with the conflict minerals rule. Is that sufficient for NS' purposes?

A: No, not by itself. NS would need additional information concerning the performance of your suppliers under that provision. Also, you should consult NS' conflict minerals policy at <http://www.nscorp.com/content/nscorp/en/suppliers/conflict-minerals.html> , as well as the governing terms of your agreement with NS as they may pertain to the sourcing of 3TG.

Q: How do I complete the Conflict Minerals Reporting Template?

A: The "Instructions" tab of the CMRT contains detailed information on completing the CMRT. If you have any information on how you reached your answers, please include it in the "Comments" field of the appropriate question. Additionally, if you have any documents that support your answers, please attach these to your response.

Q: Where do I send my completed Conflict Minerals Reporting Template?

A: Please email your completed CMRT (and supporting documentation, if applicable) to sourcing3TGresponses@nscorp.com.

Q: If I have additional questions, who should I contact?

A: Please email any questions to conflictminerals@nscorp.com.