

# Financial Highlights

(\$ in millions, except per share amounts)	2004	2005	% INCREASE (DECREASE)
<b>FINANCIAL RESULTS</b>			
Railway operating revenues	\$ 7,312	\$ 8,527	17
Income from railway operations	\$ 1,702	\$ 2,117	24
Railway operating ratio	76.7%	75.2%	(2)
Net Income	\$ 923 <sup>1</sup>	\$ 1,281 <sup>2</sup>	39
Earnings per share			
Basic	\$ 2.34 <sup>1</sup>	\$ 3.17 <sup>2</sup>	35
Diluted	\$ 2.31 <sup>1</sup>	\$ 3.11 <sup>2</sup>	35
<b>FINANCIAL POSITION</b>			
Total assets	\$ 24,750	\$ 25,861	4
Total debt	\$ 7,525	\$ 6,930	(8)
Stockholders' equity	\$ 7,990	\$ 9,289	16
Debt to total capitalization ratio	48.5%	42.7%	(12)
Stockholders' equity per share	\$ 19.95	\$ 22.66	14
<b>OTHER INFORMATION</b>			
Year-end stock price	\$ 36.19	\$ 44.83	24
Dividends per share	\$ 0.36	\$ 0.48	33
Price/earnings ratio at year end	15.7	14.4	(8)
Number of shareholders at year end	51,032	48,180	(6)
Shares outstanding at year end	400,438,982	409,885,788	2
Number of employees at year end	28,986	30,433	5

<sup>1</sup> Results in 2004 include a \$53 million net gain from the Conrail corporate reorganization, which increased net income by \$53 million, or 13 cents per diluted share.

<sup>2</sup> Results in 2005 include a \$96 million reduction of NS' deferred income tax liabilities resulting from tax legislation enacted by Ohio, which increased net income by \$96 million, or 23 cents per diluted share.

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### Equal Employment Opportunity Policy

Norfolk Southern Corporation's policy is to comply with all applicable laws, regulations and executive orders concerning equal employment opportunity and nondiscrimination and to offer employment on the basis of qualification and performance, regardless of race, religion, color, national origin, gender, age, sexual orientation, veteran status, the presence of a disability or any other legally protected status.