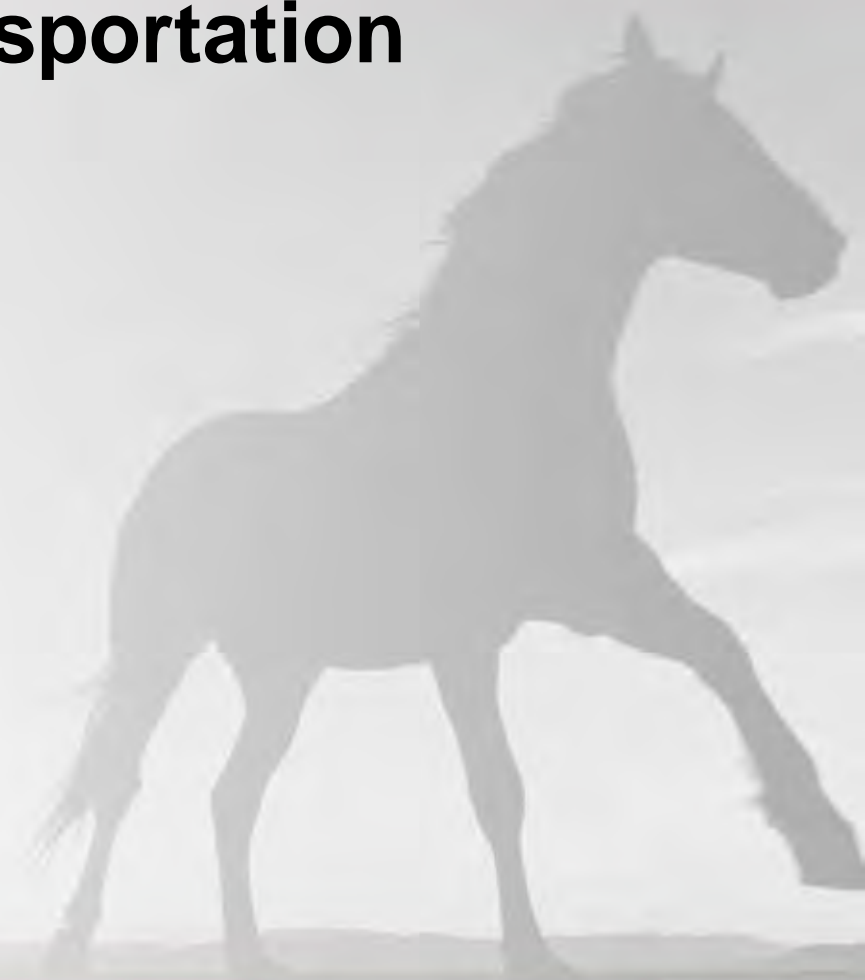




Wolfe Trahan Global Transportation Conference

May 26, 2011

Marta R. Stewart
Vice President and Treasurer



Norfolk Southern Update





- **Recent results**
 - **1st Qtr Financial Highlights**
 - **1st Qtr Revenues**
- **Current status**
 - **2nd Qtr-to-date Volumes**
 - **2nd Qtr-to-date Service Performance**
- **Business Outlook**
 - **Traffic Volumes**
 - **Service Performance**
 - **Corridors and Terminals**
 - **Shareholder Returns**

First Quarter Financial Highlights

(\$ in millions, except per share)

1Q11 vs. 1Q10

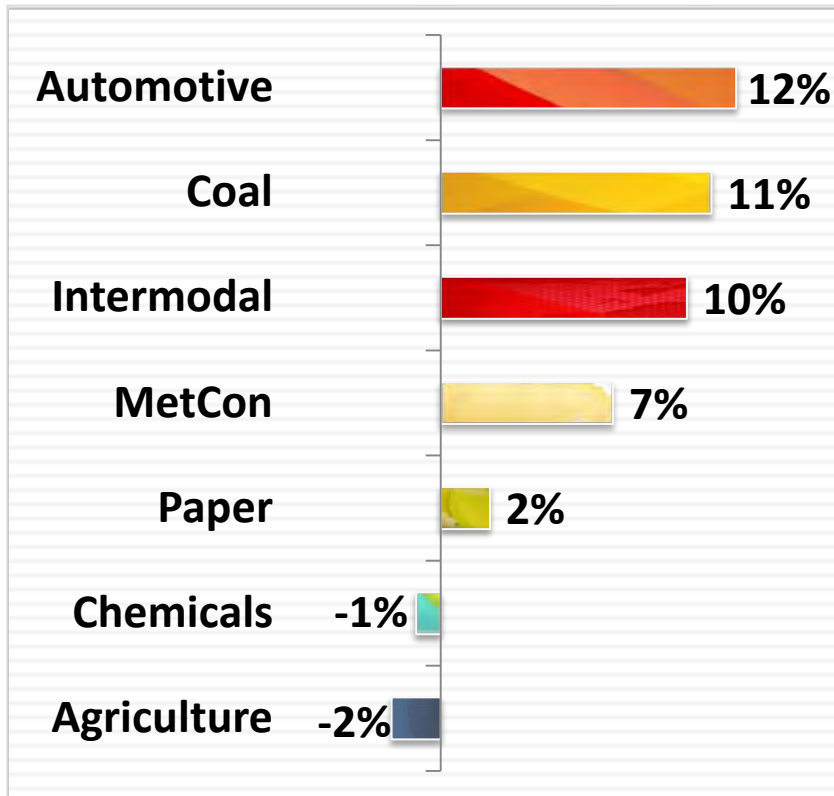
Change

Revenues		\$382	17%
Income From Ops*		\$103	19%
Net Income*		\$104	40%
Earnings per Share*		\$0.32	47%

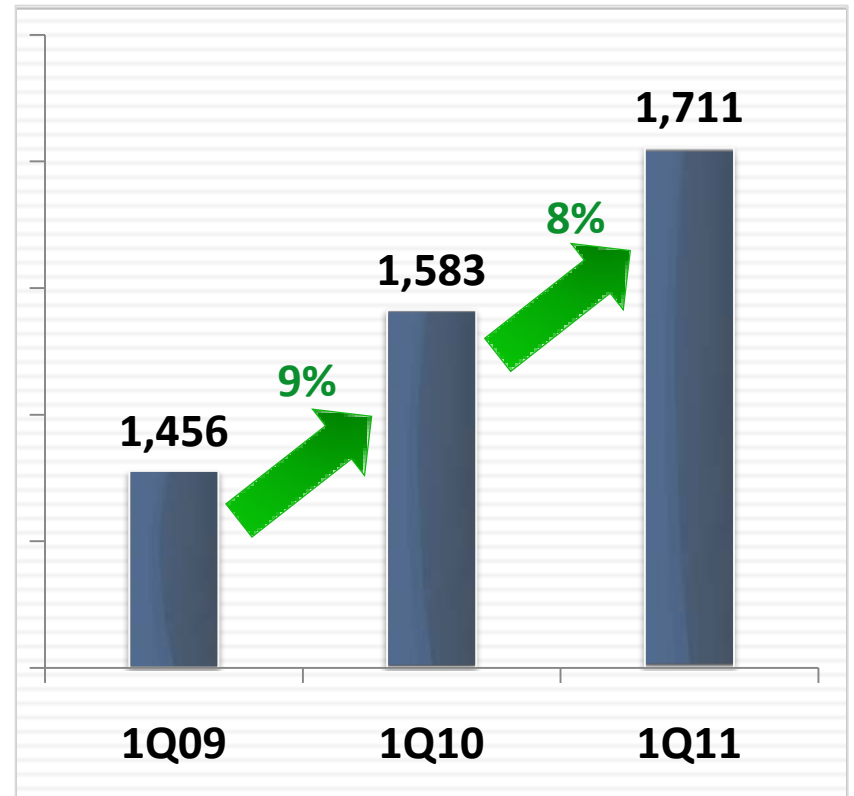
* Excludes insurance arbitration charge, see reconciliation to GAAP posted on our website.

Railway Volume

First Quarter



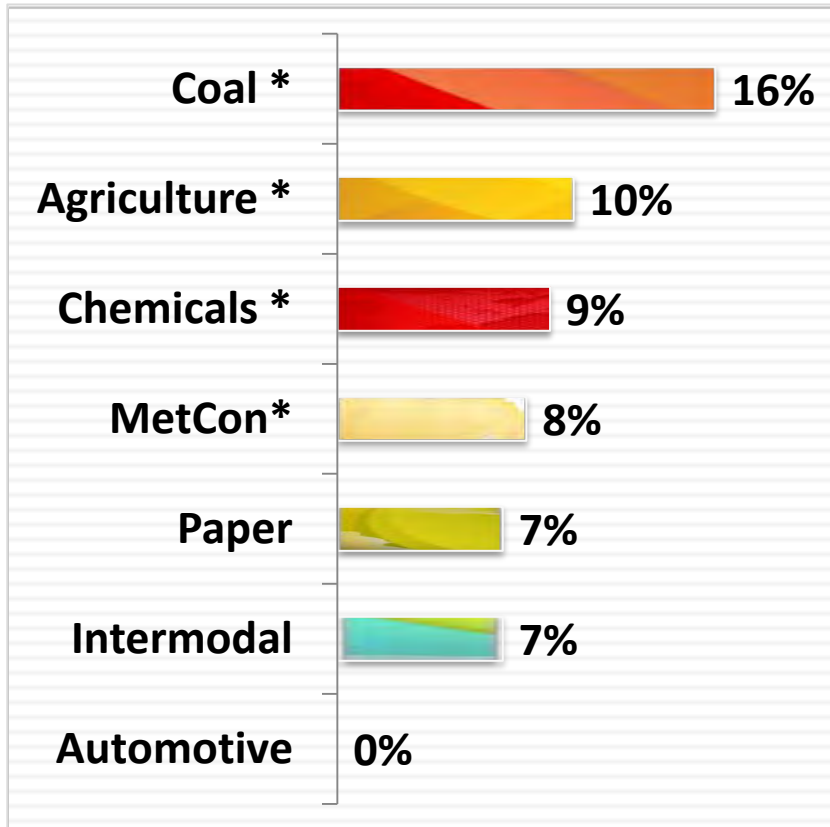
Change in Units
1Q11 vs. 1Q10



Units (000)

Revenue Per Unit

First Quarter



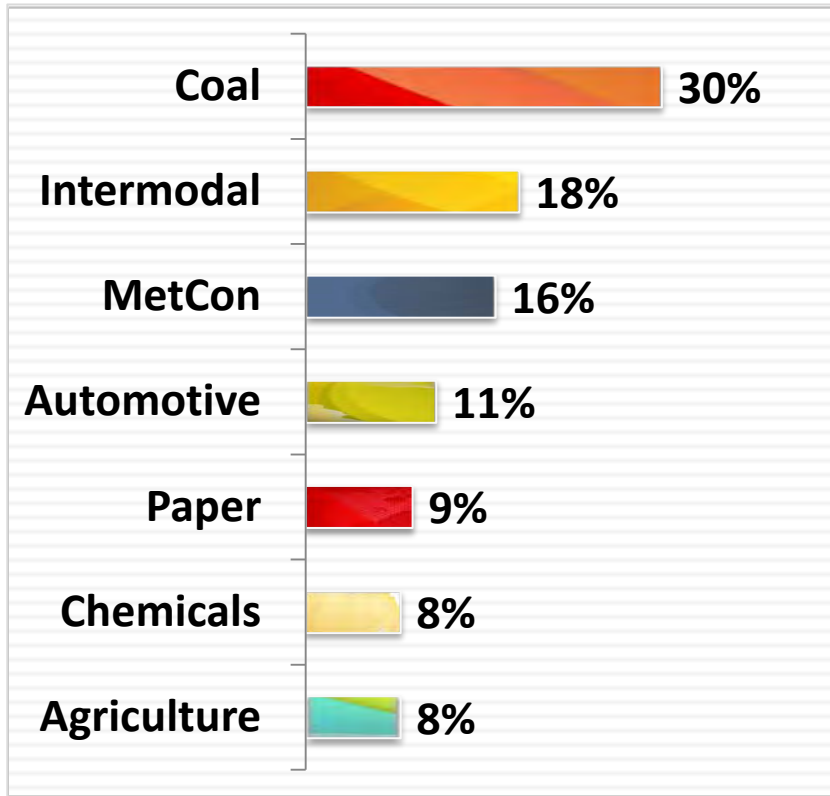
Change in RPU
1Q11 vs. 1Q10

RPU

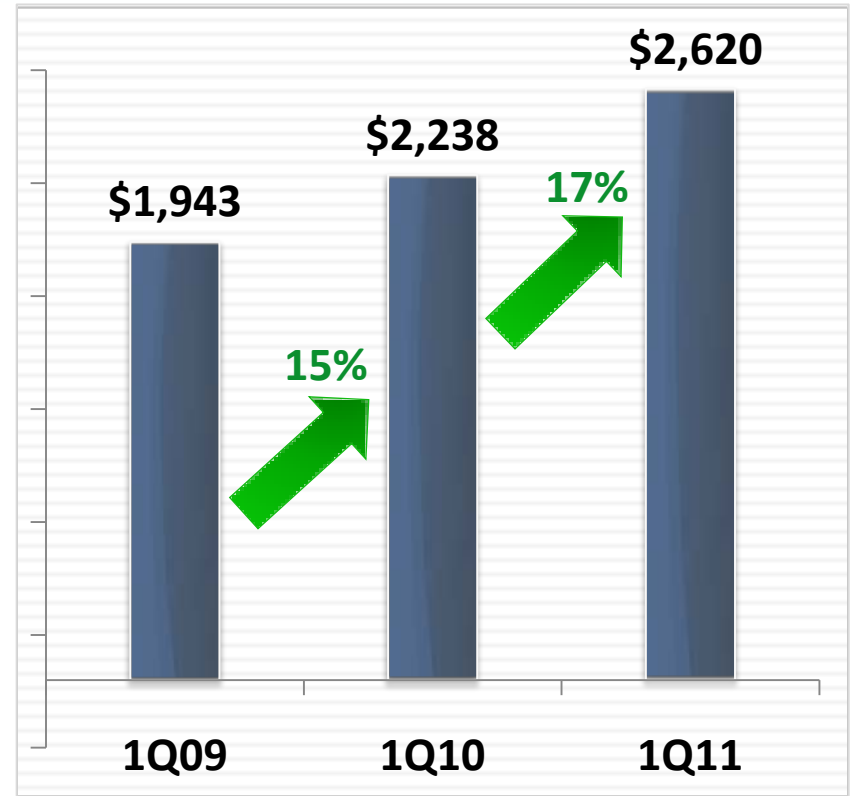
* Record RPU

Total Railway Revenues

First Quarter

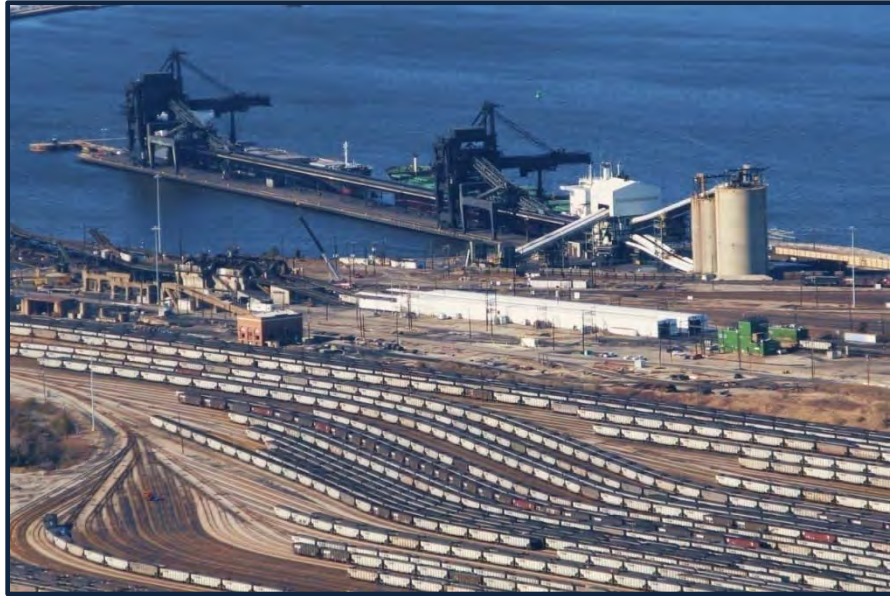


Change in Revenue
1Q11 vs. 1Q10



Revenue in \$ Mill.

Export Coal Market



Total export volume of 70,900 carloads, up 14,000 or 25%

- Highest volume since Conrail acquisition
 - Lamberts Point – up 16%
 - Baltimore – up 49%
- Tightened global supply
- 10% increase in global steel production

Export Carloads 1Q 2008 - 1Q 2011



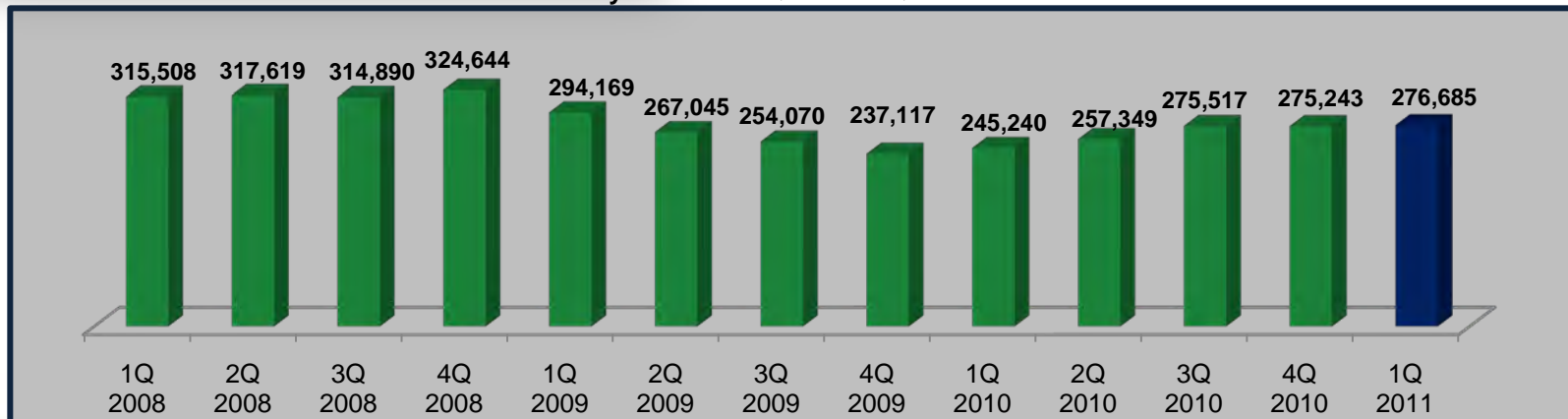
Utility Coal Market



Total utility volume of 276,700 carloads, up 31,500 or 13%

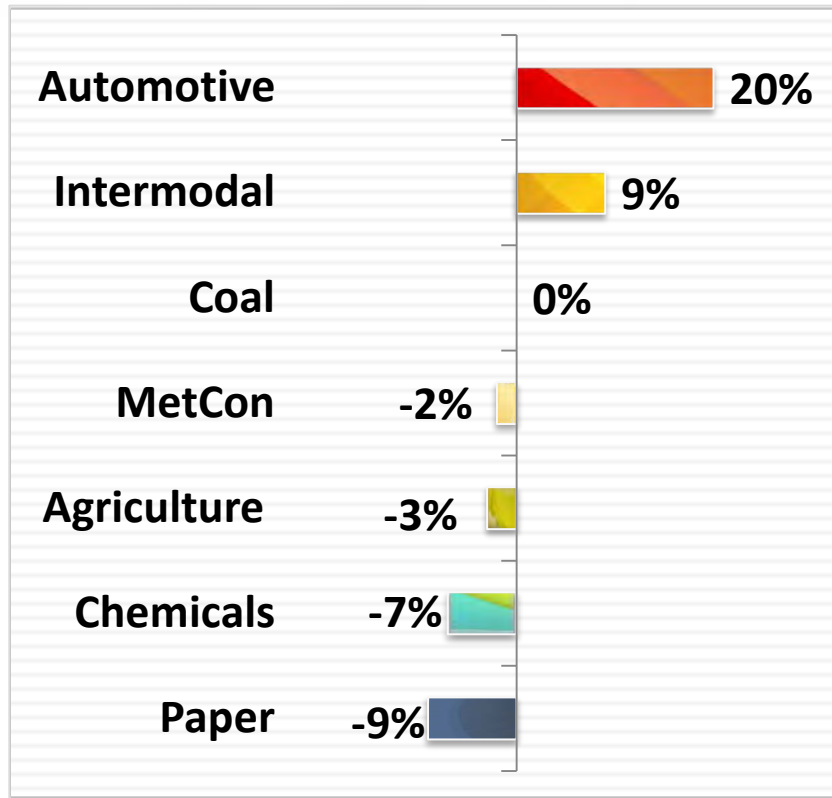
- Utility North - up 2%
- Utility South - up 26%
- Stockpile replenishment
- Inventories remain under target

Utility Carloads 1Q 2008 - 1Q 2011

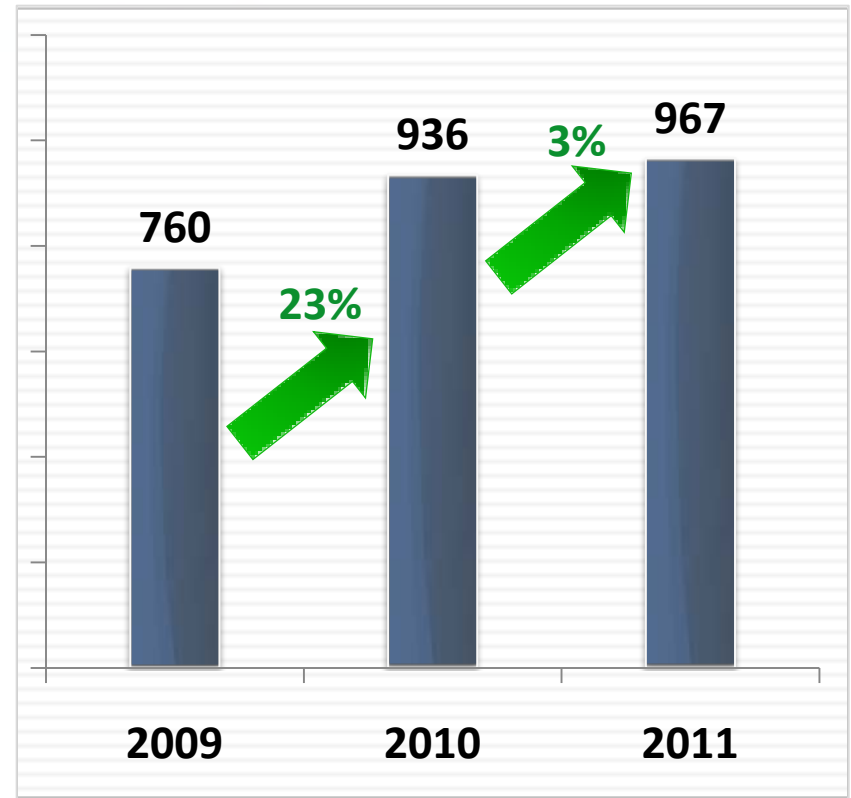


Current Railway Volume

Second Quarter through Week 20 (May 21, 2011)



Change in Units
2011 vs. 2010

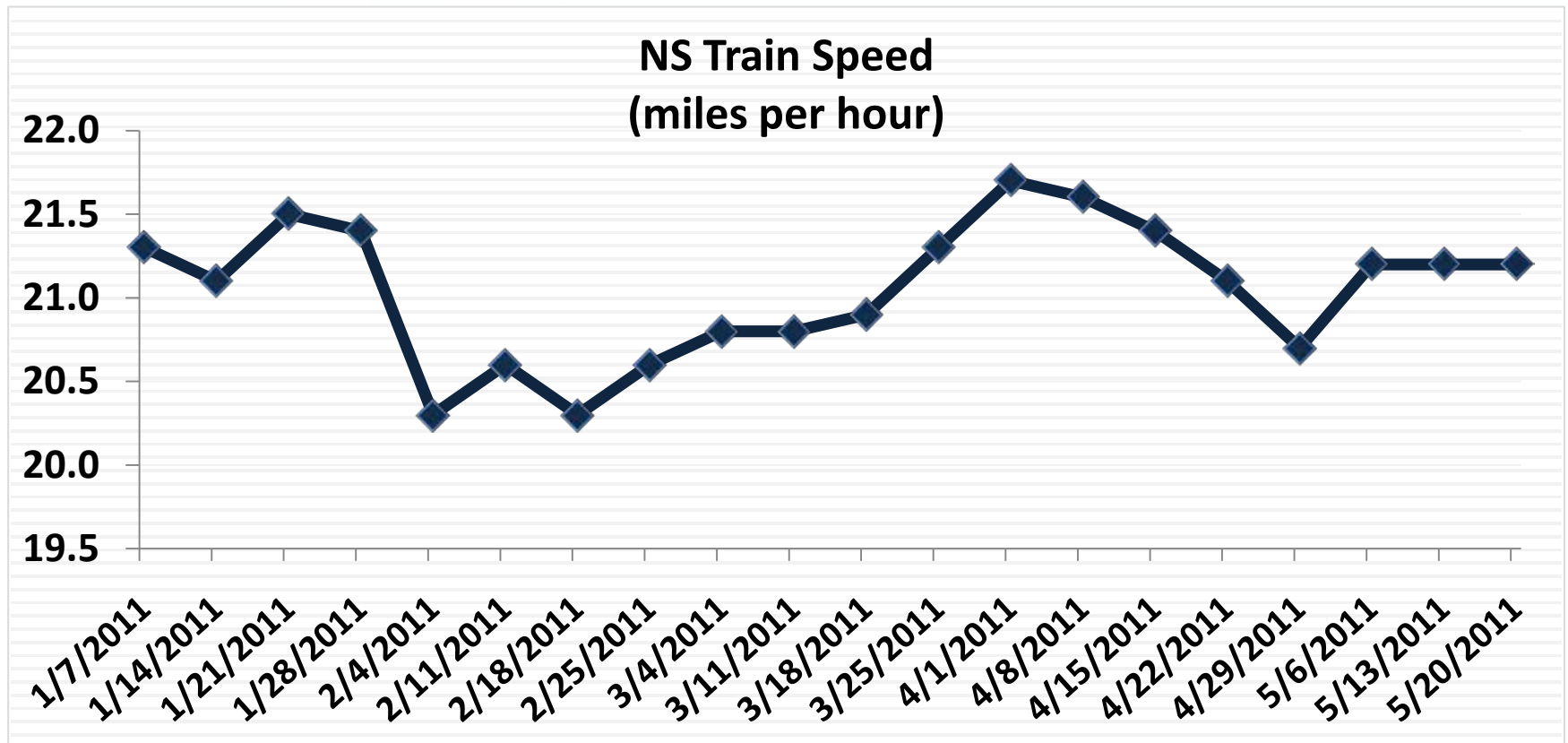


Units (000)

Source: AAR carloadings, which are reported weekly and may not equal NS' reported volumes.

Train Speed

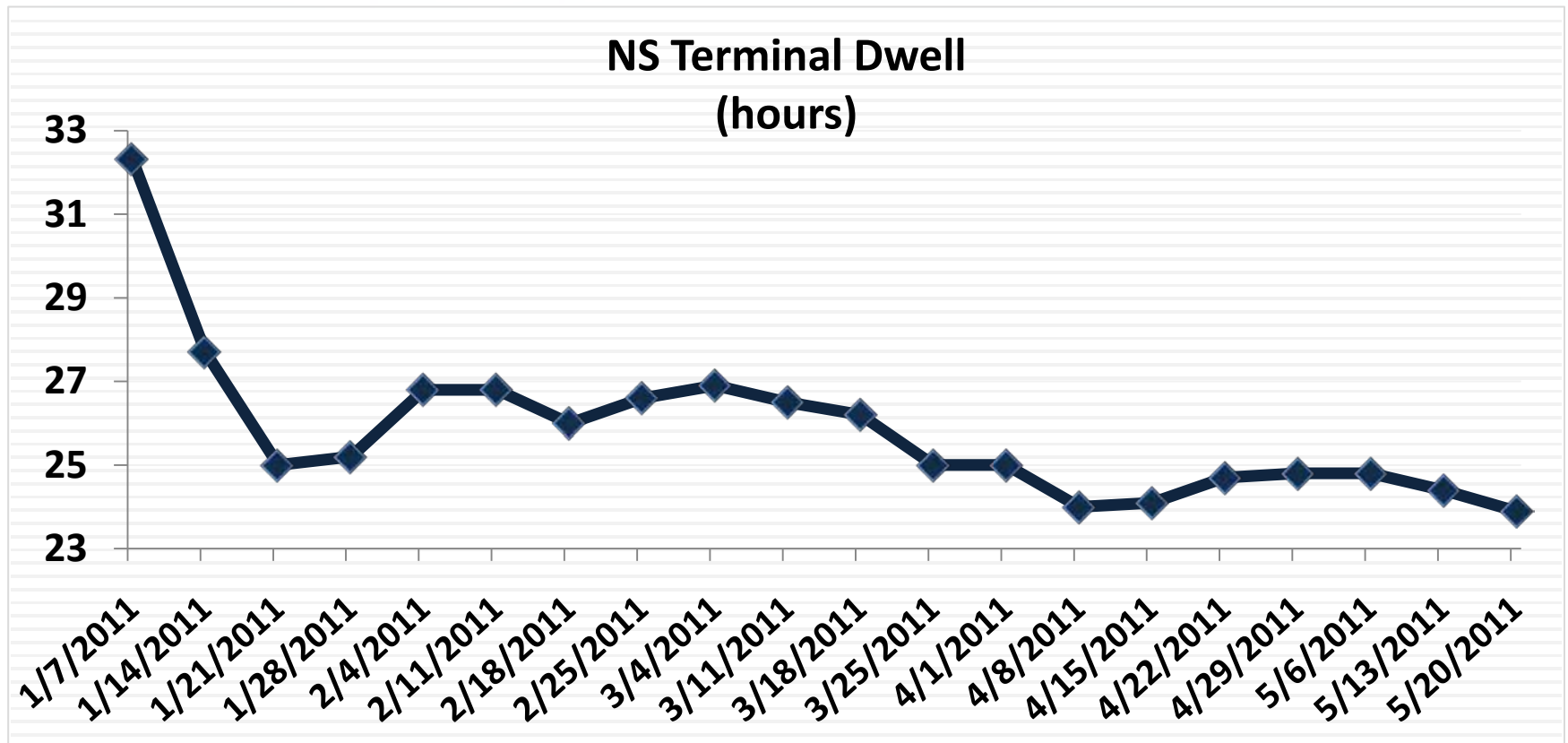
Year-to-Date through May 20, 2011



Source: As reported publicly to the AAR

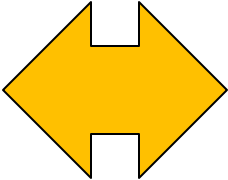
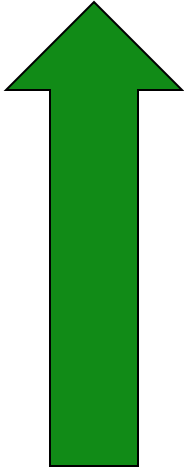
Terminal Dwell

Year-to-Date through May 20, 2011



Source: As reported publicly to the AAR

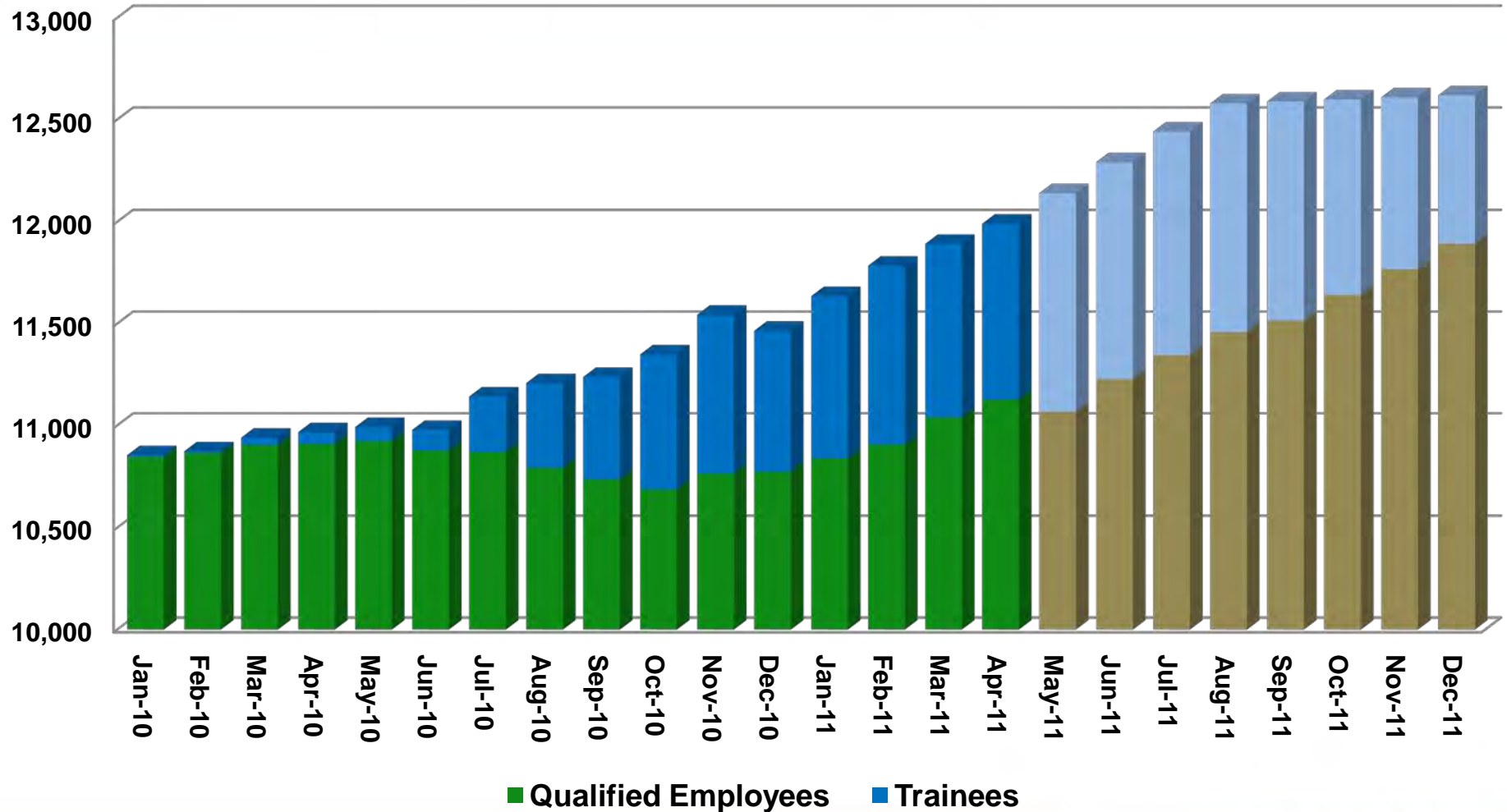
Outlook – Business Portfolio



Automotive	<ul style="list-style-type: none">• New business, improved auto production and sales
Metals & Construction	<ul style="list-style-type: none">• Increased domestic steel production , increased highway spending & new business
Agriculture	<ul style="list-style-type: none">• Continued build-out of Agribusiness network
Chemicals	<ul style="list-style-type: none">• Improving manufacturing economy
Utility Coal	<ul style="list-style-type: none">• Falling stockpiles & increased electricity generation
Export Coal	<ul style="list-style-type: none">• Rising European and Asian demand
Domestic Metallurgical Coal	<ul style="list-style-type: none">• Increased domestic steel production
International Intermodal	<ul style="list-style-type: none">• Increasing imports/exports
Domestic & Premium Intermodal	<ul style="list-style-type: none">• Highway conversions
Paper & Forest Products	<ul style="list-style-type: none">• Continued uncertainty in housing & paper markets

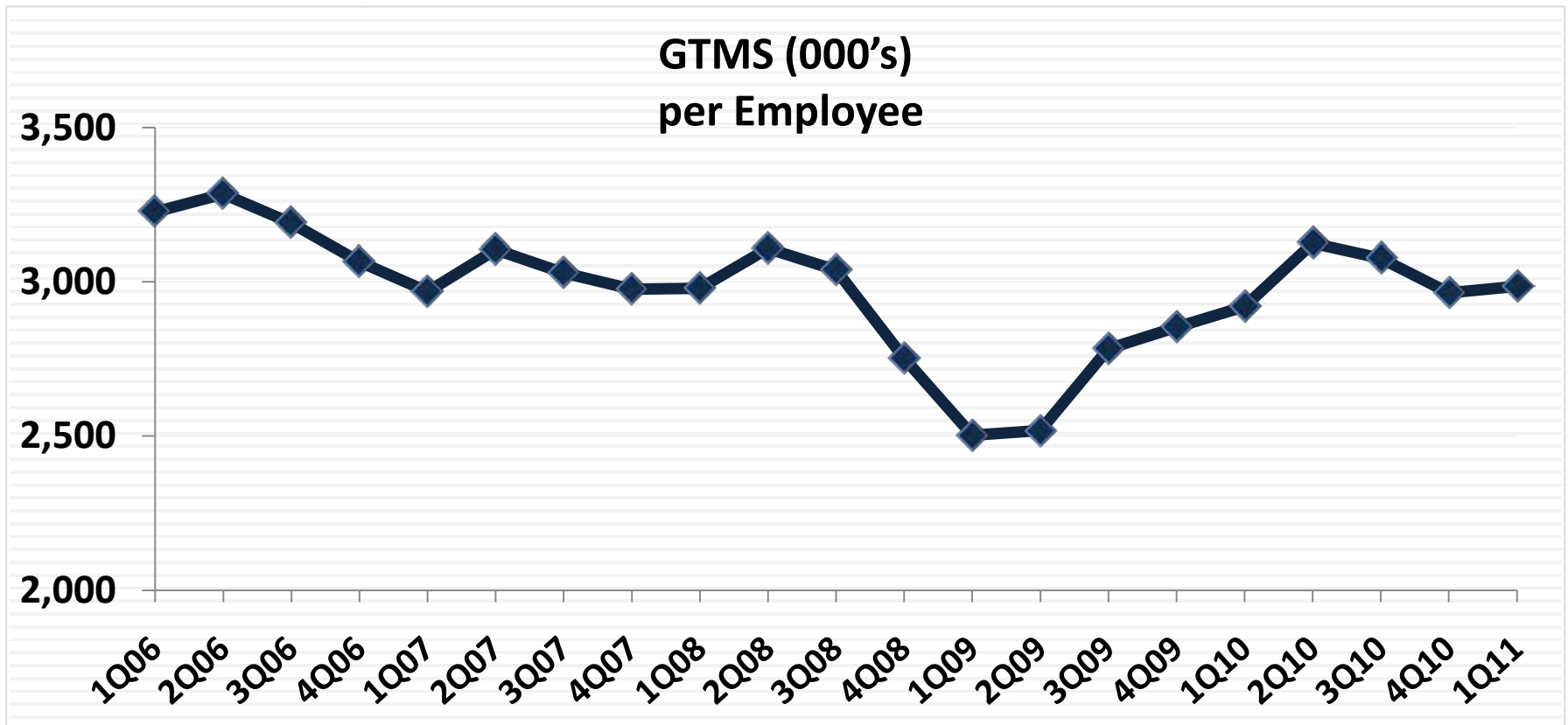
T&E Employment Count

Total Qualified T&E Employees plus Trainees



GTMs per Employee

2006 through First Quarter 2011



Source: Quarterly Financial Review

NS Corridor Strategy



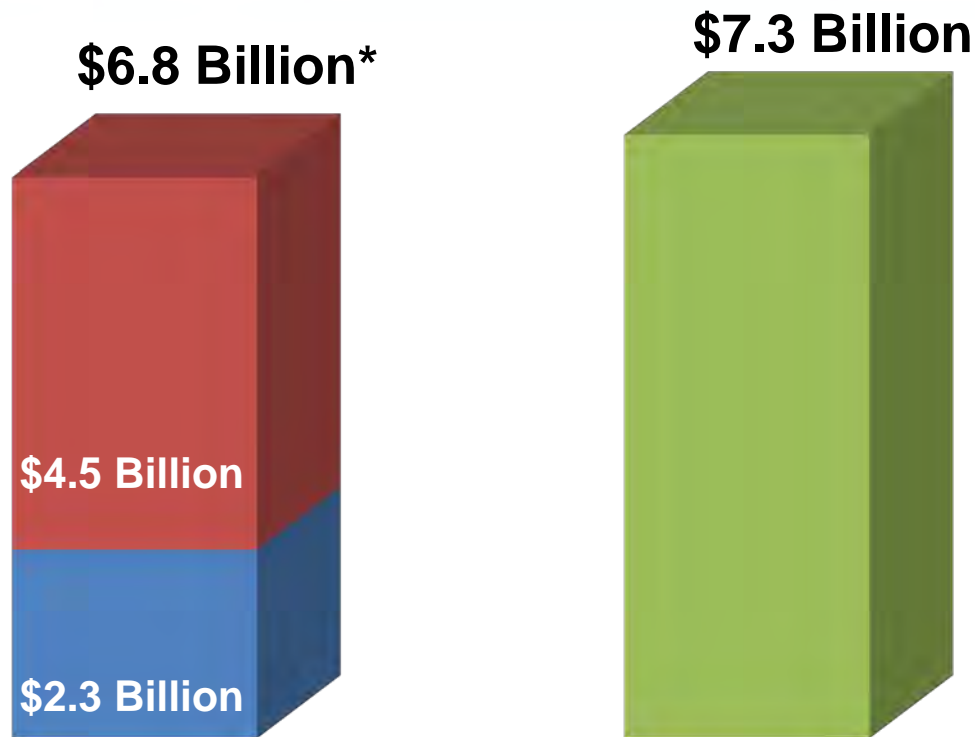
Corridor Volume Increases	2010 vs. 2009
PanAm Southern	32%
Crescent Corridor	31%
Meridian Speedway	36%

Intermodal Terminal Expansion Update

	Ground Breaking Date	Completion Date	Annual Volume Capability (Lifts)
Mechanicville, NY	July 2010	Spring 2012	70,000
Memphis, TN	January 2011	Fall 2012	200,000
Greencastle, PA	June 2011	Fall 2012	85,000
Birmingham, AL	June 2011	Fall 2012	100,000
Charlotte, NC	Summer 2011	Summer 2013	200,000

Balanced Cash Flow Utilization

2006 through First Quarter 2011



■ Dividends (CGR 24%) ■ Share Repurchases ■ Capital Expenditures

** See reconciliation to GAAP posted on our website.*

Thank You

