

WHAT IT MEANS FOR INTERNATIONAL BUSINESS



SCHEDULED RAILROADING DRIVES RESULTS





RESULTS OF SCHEDULED RAILROADING AT CSX

WE'VE GONE FROM

12 TO **5**

HUMP YARDS

CONSOLIDATED

9 DISPATCH OFFICES

то

WE'VE GONE FROM

10 LOCOMOTIVE SHOPS

TO 5 WHILE STILL DELIVERING A DECREASE IN FAILURES

REMOVED OVER

28K

FROM OUR SYSTEM

REMOVED

1,100+

LOCOMOTIVES

STREAMLINED OUR WORKFORCE BY OVER

4,000

DWELL

AND

VELOCITY

AT RECORD LEVELS



IMPROVED

EFFICIENCY

AND

NETWORK FLUIDITY

THROUGH IMPROVED BUSINESS PROCESSES

AS A RESULT, THE QUALITY OF OUR PRODUCT FOR THE CUSTOMER IS BETTER THAN IT HAS EVER BEEN IN THE HISTORY OF CSX



Aligned with operating regions, leveraging network

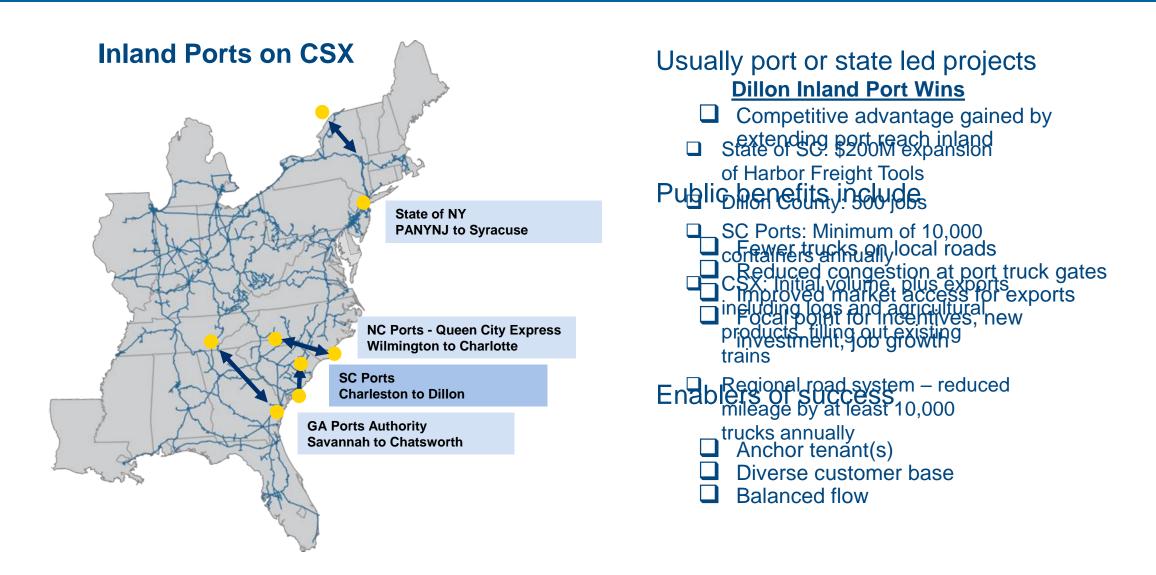
VALUE PROPOSITION FOR PORTS

WORKING SMAR	IER WITH DIVERSE STAKEHOLDERS	CSX Players
Customers	Understand customer strategic plans internationally and domestically to come up with better solutions	Port DevelopmentInternationalSales and Marketing
Stevedores/ Terminal Operators	Aligned interest to grow at sole served locations, key partners	Port DevelopmentInternational
3PL's	Simplify customer supply chains, work with transportation suppliers	Port DevelopmentInternationalSales and Marketing
Public Ports	Work closely with port authorities on projects of mutual interest	Port DevelopmentInternational

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INLAND PORTS GROWING ON CSX



LOOKING AHEAD



MARKET TRENDS

- Generally positive
- Market will buy superior rail service



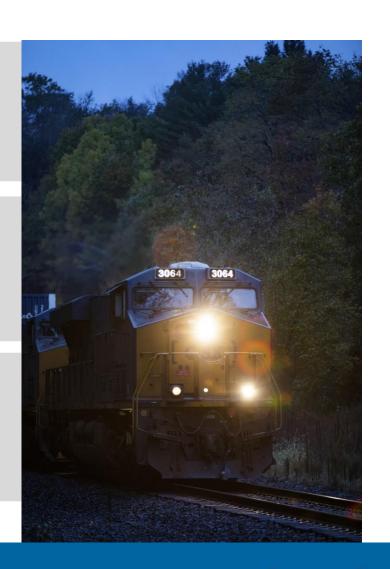
MARKET DISRUPTORS

- Inland Ports
- Blockchain



BEST IN CLASS CUSTOMER EXPERIENCE

- Effective, targeted, and timely communication
- Next level technology and automation
- Superior service product







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