NS 2009 Revenue Mix
Through 3\textsuperscript{rd} Quarter 2009

- Coal: 29%
- Intermodal: 19%
- Agriculture: 15%
- Metals and Construction: 10%
- Paper: 8%
- Chemicals: 13%
- Automotive: 6%
Average Weekly U.S. Rail Traffic: Total Carloads + Intermodal Units

- **2006** (most traffic ever for U.S. railroads)
- **2007** (second most traffic ever for U.S. railroads)
- **2008**
- **2009**

Data are weekly average originations for each month, exclude U.S. operations of CN and CP, and reflect revisions from original reporting. Source: AAR Weekly Railroad Traffic
Capital Expenditures (millions)

- 2004: $1,041
- 2005: $1,025
- 2006: $1,178
- 2007: $1,341
- 2008: $1,558
- 2009 projected: $1,301

[Graph showing capital expenditures over years with bar heights corresponding to the values mentioned.]
NS’ 6 Corridor Strategy

Includes joint ventures with other carriers
Meridian Speedway
Joint venture with KCS
Central Florida
GPA - Savannah
• Next Day Service to Columbus
• Reduce Transit to Chicago
• Will Shave over 200 Route Miles Off Each Container Move to Chicago
• Greater Efficiencies
• High Speed Double Stack
NS International Volume Flows
2009 vs. 2008
Columbus, Ohio
Rickenbacker Intermodal
High Truck Diversion Potential in the East

Intermodal Rail vs. Truck Market Share

[Bar chart showing market share for various cities, comparing intermodal and truck market share. The chart includes cities like Dallas-Atlanta, Memphis-Northeast, Atlanta-Northeast, Birmingham-Northeast, New York-Chicago, Los Angeles-Dallas, Norfolk-Columbus, Los Angeles-Chicago, Norfolk-Chicago, Seattle-Chicago, Norfolk-Pittsburgh. The y-axis represents the percentage of market share, ranging from 0% to 100%. The bars are color-coded, with green representing intermodal market share and brown representing truck market share.]
Two Primary Factors Will Drive Success

- Transit Times
- Performance—Consistency
Memphis (Rossville), Tennessee
McCalla – Birmingham, AL
Greencastle, Pennsylvania

The third anchor terminal.