NORFOLK SOUTHERN CORP Form 10-O July 25, 2018 **UNITED STATES** SECURITIES AND EXCHANGE COMMISSION Washington, DC 20549 FORM 10-O (X) QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 for the quarterly period ended JUNE 30, 2018 () TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934 for the transition period from ______ to_____ Commission file number 1-8339 NORFOLK SOUTHERN CORPORATION (Exact name of registrant as specified in its charter) 52-1188014 Virginia (State or other jurisdiction of incorporation) (IRS Employer Identification No.) Three Commercial Place 23510-2191 Norfolk, Virginia (Zip Code) (Address of principal executive offices) (757) 629-2680 (Registrant's telephone number, including area code) (Former name, former address and former fiscal year, if changed since last report) Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes [X] No []

Indicate by check mark whether the registrant has submitted electronically and posted on its corporate Web site, if any, every Interactive Data File required to be submitted and posted pursuant to Rule 405 of Regulation S-T (§232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required

Yes [X] No []

to submit and post such files).

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, a smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer [X] Accelerated filer [] Non-accelerated filer [] Smaller reporting company [] Emerging growth company []

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act []

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Exchange Act). Yes [] No [X]

Indicate the number of shares outstanding of each of the issuer's classes of common stock, as of the latest practicable date.

Class Outstanding at June 30, 2018

Common Stock (\$1.00 par value per 280,029,764 (excluding 20,320,777 shares held by the registrant's consolidated

share) subsidiaries)

TABLE OF CONTENTS

NORFOLK SOUTHERN CORPORATION AND SUBSIDIARIES

		Page	
Part I.	Financial	l Information:	
	<u>Item 1.</u>	Financial Statements:	
		Consolidated Statements of Income	2
		Second Quarter and First Six Months of 2018 and 2017	<u>3</u>
		Consolidated Statements of Comprehensive Income	1
		Second Quarter and First Six Months of 2018 and 2017	<u>4</u>
		Consolidated Balance Sheets	<u>5</u>
		At June 30, 2018 and December 31, 2017	<u> </u>
		Consolidated Statements of Cash Flows	<u>6</u>
		First Six Months of 2018 and 2017	
		Notes to Consolidated Financial Statements	7
	Item 2.	Management's Discussion and Analysis of Financial Condition and Results of Operations	<u>18</u>
	Item 3.	Quantitative and Qualitative Disclosures About Market Risk	<u>25</u>
	<u>Item 4.</u>	Controls and Procedures	<u>25</u>
<u>Part II.</u>	Other Inf	formation:	
	<u>Item 1.</u>	<u>Legal Proceedings</u>	<u>26</u>
	Item 1A.	Risk Factors	<u> 26</u>
	<u>Item 2.</u>	Unregistered Sales of Equity Securities and Use of Proceeds	<u>27</u>
	<u>Item 6.</u>	<u>Exhibits</u>	<u>28</u>
		<u>Signatures</u>	<u>29</u>
_			
2.			

First Six

PART I. FINANCIAL INFORMATION

Item 1. Financial Statements.

Norfolk Southern Corporation and Subsidiaries Consolidated Statements of Income (Unaudited)

	Quarter		Months		
	2018	2017	2018	2017	
	(\$ in mi	illions, e	xcept pe	r share	
	amounts)				
Railway operating revenues	\$2,898	\$2,637	\$5,615	\$5,212	
Railway operating expenses:					
Compensation and benefits	706	719	1,443	1,478	
Purchased services and rents	430	392	831	769	
Fuel	272	190	538	403	
Depreciation	273	264	545	523	
Materials and other	191	200	397	410	
Total railway operating expenses	1,872	1,765	3,754	3,583	
Income from railway operations	1,026	872	1,861	1,629	
Other income – net	29	48	37	88	
Interest expense on debt	131	140	267	282	
Income before income taxes	924	780	1,631	1,435	
	211	•••	2.60	.	
Income taxes	214	283	369	505	
NT	Φ710	Φ 407	Ф1 262	Φ020	
Net income	\$710	\$497	\$1,262	\$930	
Per share amounts:					
Net income	ΦΩ 5 Ω	¢ 1.70	¢ 4 4 C	¢2.20	
Basic	\$2.52	\$1.72	\$4.46	\$3.20	
Diluted	2.50	1.71	4.43	3.18	
Dividends	0.72	0.61	1.44	1.22	
Dividends	0.72	0.01	1.44	1.22	

Second

See accompanying notes to consolidated financial statements. 3

Norfolk Southern Corporation and Subsidiaries Consolidated Statements of Comprehensive Income (Unaudited)

		Second Quarter 2018 2017 (\$ in million		x 3 2017	7
Net income Other comprehensive income, before tax:		\$497	\$1,262	\$930	0
Pension and other postretirement benefit		7	1	14	
Other comprehensive income (loss) of equity investees Other comprehensive income, before tax	1 9	1 8	2 3	(1 13)