



2015 SECOND QUARTER EARNINGS CONFERENCE CALL

Forward-Looking Statements

This information and other statements by the company may contain forward-looking statements within the meaning of the Private Securities Litigation Reform Act with respect to, among other items: projections and estimates of earnings, revenues, margins, volumes, rates, cost-savings, expenses, taxes, liquidity, capital expenditures, dividends, share repurchases or other financial items, statements of management's plans, strategies and objectives for future operations, and management's expectations as to future performance and operations and the time by which objectives will be achieved, statements concerning proposed new services, and statements regarding future economic, industry or market conditions or performance. Forward-looking statements are typically identified by words or phrases such as "will," "should," "believe," "expect," "anticipate," "project," "estimate," "preliminary" and similar expressions. Forward-looking statements speak only as of the date they are made, and the company undertakes no obligation to update or revise any forward-looking statement. If the company updates any forward-looking statement, no inference should be drawn that the company will make additional updates with respect to that statement or any other forward-looking statements.

Forward-looking statements are subject to a number of risks and uncertainties, and actual performance or results could differ materially from that anticipated by any forward-looking statements. Factors that may cause actual results to differ materially from those contemplated by any forward-looking statements include, among others; (i) the company's success in implementing its financial and operational initiatives; (ii) changes in domestic or international economic, political or business conditions, including those affecting the transportation industry (such as the impact of industry competition, conditions, performance and consolidation); (iii) legislative or regulatory changes; (iv) the inherent business risks associated with safety and security; (v) the outcome of claims and litigation involving or affecting the company; (vi) natural events such as severe weather conditions or pandemic health crises; and (vii) the inherent uncertainty associated with projecting economic and business conditions.

Other important assumptions and factors that could cause actual results to differ materially from those in the forward-looking statements are specified in the company's SEC reports, accessible on the SEC's website at www.sec.gov and the company's website at www.csx.com.

Executive Summary

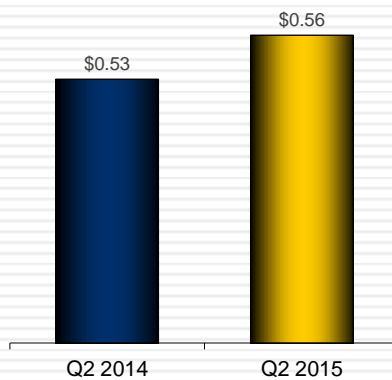
Michael Ward
Chairman and
Chief Executive Officer

How tomorrow moves **[CSX]**

Second quarter performance . . .

Volume 1,759K Revenue \$3,064M Operating Income \$1,017M Operating Ratio 66.8% EPS \$0.56

Earnings Per Share



- Revenue declines 6%
 - Lower fuel recovery, volume and mix more than offset pricing gains
- Operations performance
 - Service and efficiency gains in the quarter expected to further improve in the second half
- Financial results
 - Operating income improves to all-time record \$1,017 million
 - Operating ratio improves to all-time record of 66.8%

Financial Review

Fredrik Eliasson
Executive Vice President
Chief Financial Officer

How tomorrow moves 

Second quarter earnings summary . . .

Second Quarter Results			
Dollars in millions, except EPS	2015	2014	Variance
Revenue	\$ 3,064	\$ 3,244	(6%)
Expense	2,047	2,247	9%
Operating Income	\$ 1,017	\$ 997	2%
Interest Expense	(134)	(135)	
Other Income (net)	4	(12)	
Income Taxes	(334)	(321)	
Net Earnings	\$ 553	\$ 529	5%
Fully Diluted Shares in Millions	989	1,003	
Earnings Per Share	\$ 0.56	\$ 0.53	6%

Overall outlook for third quarter is slightly down

Outlook	Markets	Drivers
Favorable 49% of volume	<ul style="list-style-type: none"> Food & Consumer Intermodal Minerals 	<ul style="list-style-type: none"> Growth in beverages shipments Success with H2R conversions; growth with existing customers Construction market driving aggregate demand
Neutral 21% of volume	<ul style="list-style-type: none"> Agricultural Products Automotive Chemicals 	<ul style="list-style-type: none"> Strength in grain markets offset by oversupply in ethanol Volume similar to strong level last year, reflecting NALVP Growth in plastics and LPGs offset by frac and crude decline
Unfavorable 30% of volume	<ul style="list-style-type: none"> Domestic Coal Export Coal Forest Products Metals Phosphate & Fertilizer Waste & Equipment 	<ul style="list-style-type: none"> Low natural gas prices and high stockpiles curb demand Continued weakness in global market conditions Gains in building products more than offset by paper declines Steel production recovering, but remains below prior year levels Weak domestic demand reflects cautious summer buying Lower industrial waste and military shipments

7

How tomorrow moves 

Third quarter expense expectations . . .

Labor and Fringe	<ul style="list-style-type: none"> Average headcount expected to decline 1% sequentially Inflation estimated to be around \$25 million Benefit from continued service improvement
MS&O	<ul style="list-style-type: none"> Inflation expected to be offset by productivity gains Derailment costs will be an additional headwind
Fuel	<ul style="list-style-type: none"> Lower cost per gallon, reflecting the current forward curve Benefit from continued fuel efficiency
Depreciation	<ul style="list-style-type: none"> Estimated to increase \$10-15 million versus the prior year
Equipment and Other Rents	<ul style="list-style-type: none"> Improving cycle times expected to offset higher rates

8

How tomorrow moves 

Financial wrap-up . . .

- **Produced all-time record quarterly financial performance**
 - New records for operating income, operating ratio and earnings per share
- **Expect third quarter EPS to be relatively flat**
 - Coal headwinds increasing; service driving continued efficiency and pricing gains
- **Still targeting mid-to-high single digit full-year EPS growth**
 - Although upper end of range challenging unless energy environment improves
- **Expect meaningful full-year operating ratio improvement**
 - Progressing towards a mid-60s operating ratio longer-term

Concluding Remarks

Michael Ward
Chairman and
Chief Executive Officer

Relentless pursuit of excellence . . .



11

A collage of four images. The top-left image shows a CSX train with blue and yellow locomotives and yellow freight cars on a track next to a river. The top-right image shows a city skyline at night with lights reflecting on a street. The bottom-left image shows a person driving a car. The bottom-right image is a solid yellow square. The CSX logo and tagline are overlaid on the bottom-right image.

2015 SECOND QUARTER
EARNINGS CONFERENCE CALL