



**2023 DEUTSCHE BANK
TRANSPORTATION
CONFERENCE**

Sean Pelkey
Executive Vice President &
Chief Financial Officer



8.15.2023

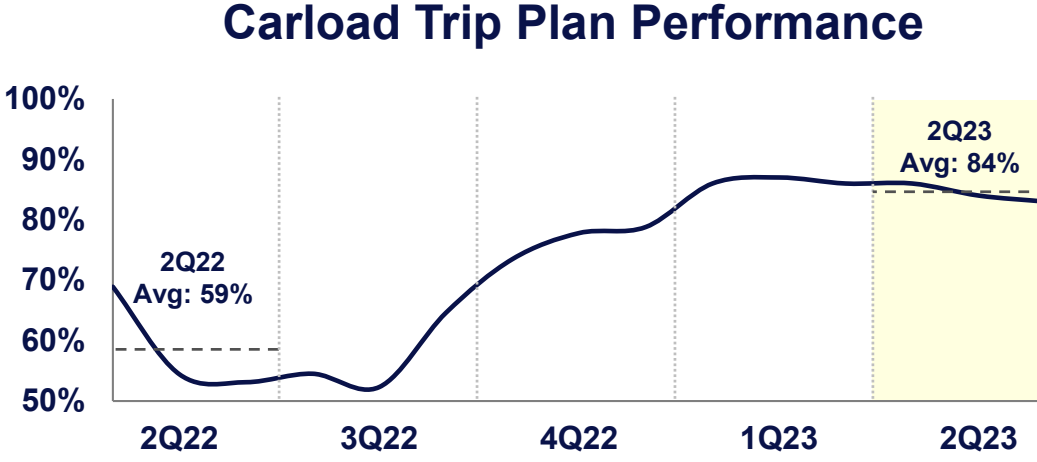
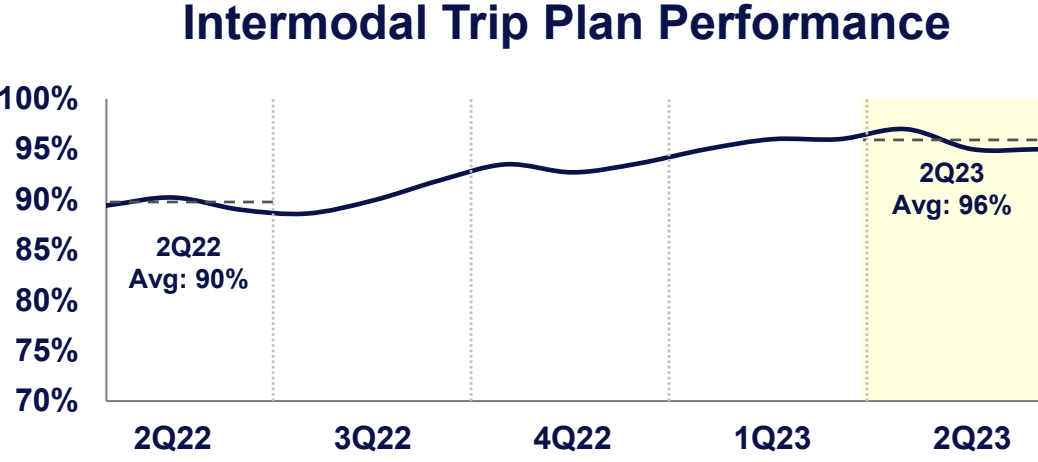
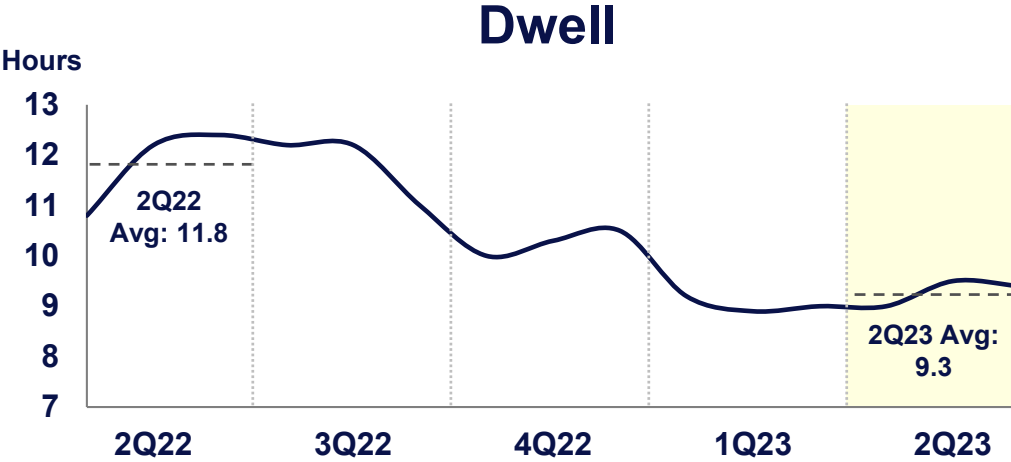
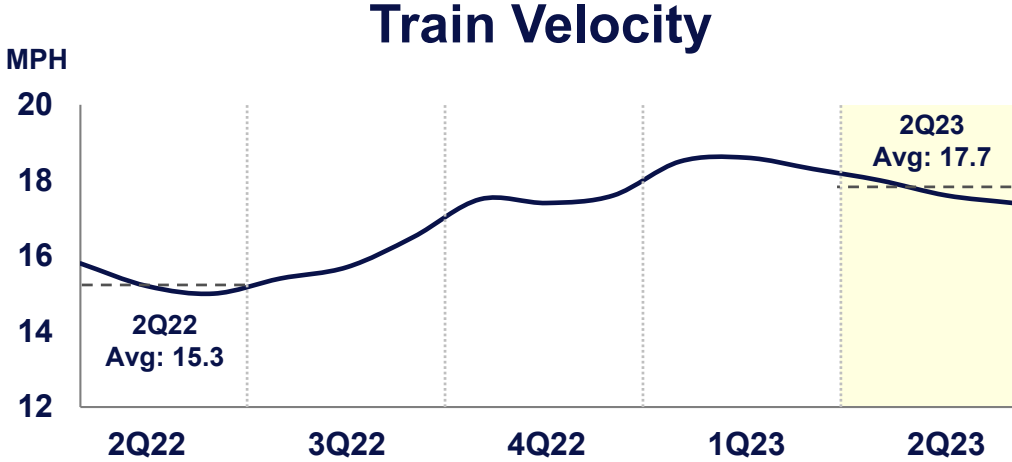
Forward Looking Disclosure

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.

Key service metrics remained strong over 2Q 2023



Current volume trends remain mixed across key end markets

POSITIVE

Automotive

Fertilizers

Export Coal

Minerals

STEADY

Domestic Intermodal

Metals & Equipment

Domestic Coal

SOFT

Chemicals

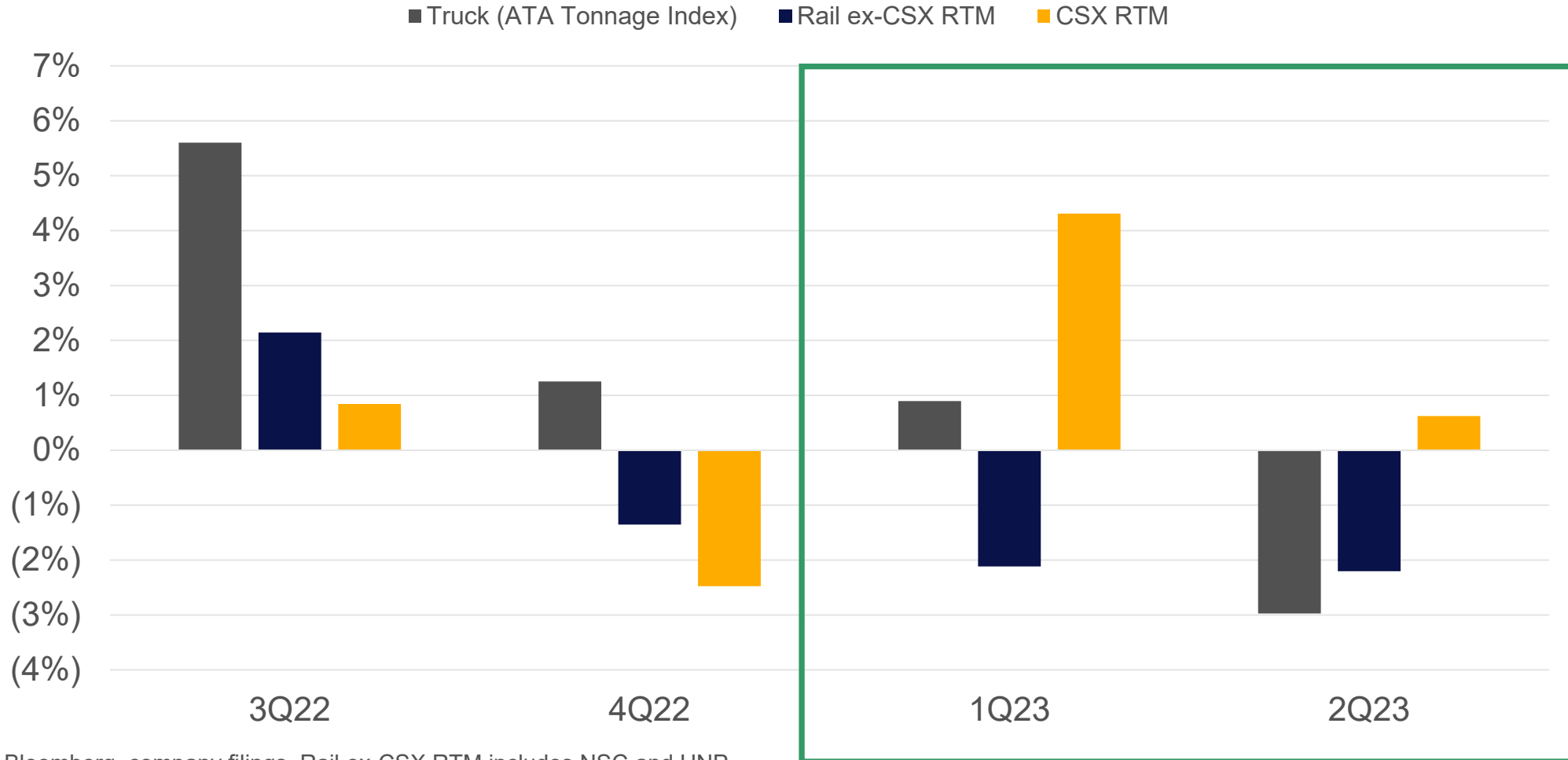
Forest Products

Ag & Food

International Intermodal

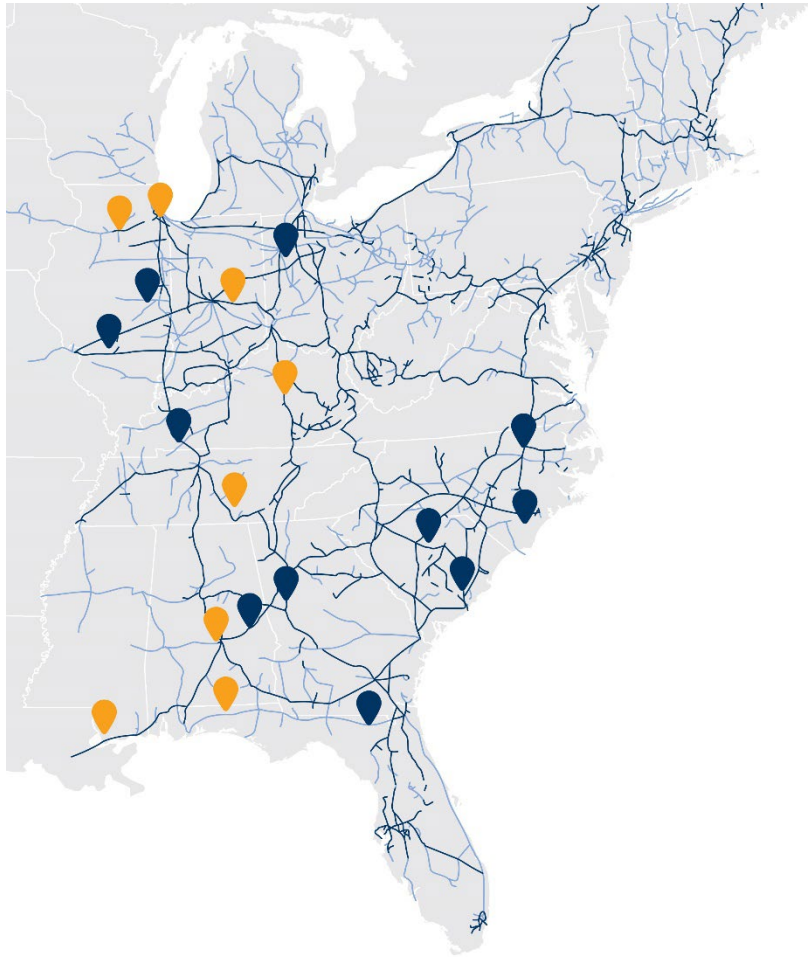
YTD CSX volume performance has outpaced trucks and other rails

Y/Y US Truck Tonnage vs. US Railroad Revenue Ton Mile Growth



Source: Bloomberg, company filings. Rail ex-CSX RTM includes NSC and UNP

CSX Select Site Program adds to Business Development efforts



- Select Sites established before 2023
- New Select Sites established during 2023

Increasing Total Customer Investment

\$8.2 billion

~90 new facilities on-line in 2022

Growing Portfolio of CSX Select Sites

19 sites

with more in-process

Robust Development Pipeline

>500 projects

- New public site selection tool launched in June at [CSXSelectSites.com](https://www.csx.com/SelectSites)
- Diverse range of featured locations across CSX territory in the East, Southeast, and Midwest USA
- Portfolio now contains 19 Select Sites after adding eight new sites in 2023 – with more in the pipeline

CSX