



Mark R. George

*Executive Vice President &
Chief Financial Officer*

- Over 30 years' experience in finance, business strategy, digital technology, and M&A
- Oversees Finance functions of Financial Planning & Analysis, Accounting, Treasury, Taxation, as well as Investor Relations, Sourcing, and Strategic Planning

Mark George is EVP and Chief Financial Officer at Norfolk Southern Corporation. Since 1827, Norfolk Southern has safely moved the goods and materials that drive the U.S. economy. Today, its dedicated team members deliver more than 7 million carloads annually, from agriculture to consumer goods, and is the largest rail shipper of auto products and metals in North America. Norfolk Southern also has the most extensive intermodal network in the eastern U.S., serving a majority of the country's population and manufacturing base, with connections to every major container port on the Atlantic coast as well as the Gulf of Mexico and Great Lakes.

Appointed Chief Financial Officer in 2019, George is responsible for overseeing the company's Finance teams as well as Investor Relations, Sourcing, and Corporate Strategy teams. During his time at Norfolk Southern, he has enhanced the company's focus on productivity and cost control – utilizing his expertise across multiple industrial segments to drive even greater financial success.

George has more than 30 years of experience in financial management, strategy, and business development. Before Norfolk Southern, he held successive roles of responsibility across multiple commercial and business segments of United Technologies Corporation and its subsidiaries, including six years in Asia as the regional CFO for the Otis Elevator Company. He ascended to and ultimately served as the Global CFO for both the Otis Elevator Company and the Carrier Corporation from 2008 to 2019.

George earned a bachelor's in finance from Central Connecticut State University and an MBA from Rensselaer Polytechnic Institute.