

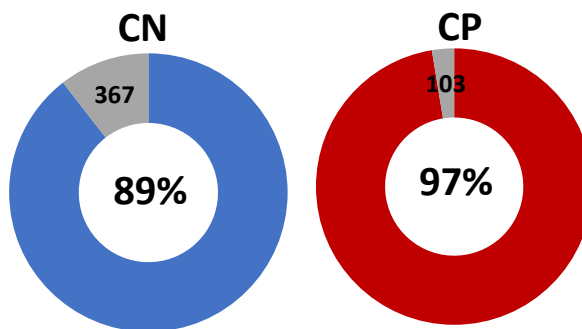
Performance Dashboard

Timeliness of Weekly Car Supply

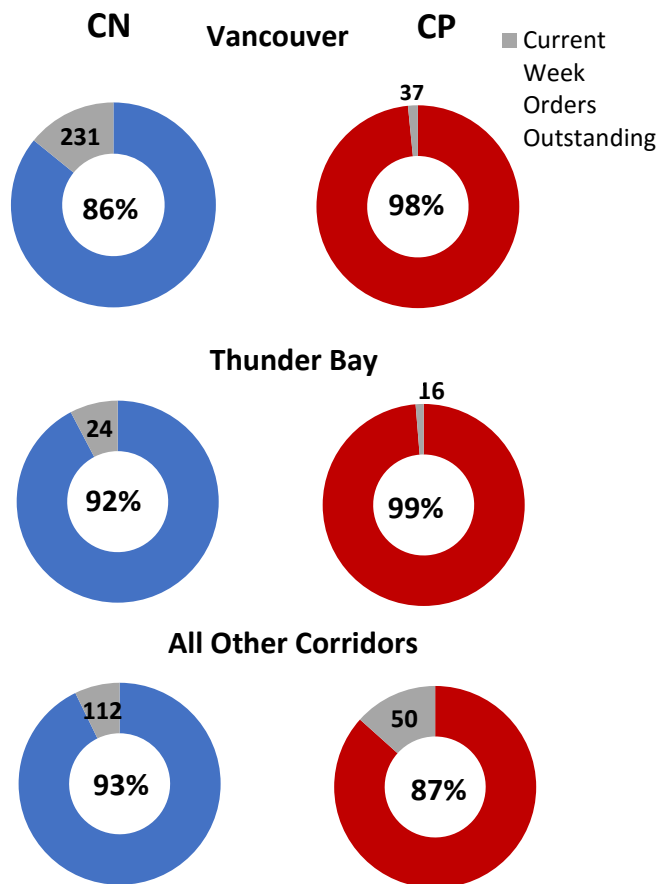
The delivery of railcars in a timely fashion is essential to ensure grain shippers can meet the demand of their domestic and international customers and plan logistics activities from country elevators and processing plants through to terminal and vessel operations. When railway car orders are not supplied to shippers in the week for which they are ordered it can disrupt operations throughout the supply chain. Both early and late supply of railcars can be equally detrimental to grain handling operations and may result in additional handling costs and in the case of late supply the potential for lost sales. For small shippers with limited rail siding capacity the early delivery of cars can be particularly problematic.

| | CN | CP |
|---------------------------------------|-------|-------|
| Current Week Hopper Car Demand | 3,494 | 3,981 |
| <u>Current Week Order Fulfillment</u> | | |
| Supplied for Want Week | 3,127 | 3,878 |
| Current Week Unfulfilled Demand | (367) | (103) |
| % Current Week Orders Supplied | 89% | 97% |

Percent of Orders Supplied for Want Week



Corridor Performance



The railways supplied 94% of total hopper car demand for Grain Week 2. This results in unfulfilled demand for Grain Week 2 of 470 orders. Of the cars supplied to meet Grain Week 2 demand, 7% were supplied to shippers in the prior week.

CP's performance was better than CN's in both the Thunder Bay and Vancouver corridors while handling significantly higher volumes than CN in both corridors. CP Thunder Bay volumes were 4 times CN's while CP handled approximately 40% more traffic to Vancouver.

CN's superior performance in corridors outside of Vancouver and Thunder is driven by its 97% success rate in meeting shipper demand in the Prince Rupert corridor.

CN spotted 3,655 hopper cars and CP spotted 4,163 hopper cars in the country in Grain Week 2 for a total supply of 7,818 cars – this included 1,296 cars that had been ordered for other weeks.

Current Week Railway Order Fulfillment

- CN and CP supplied 7,005 (94%) of the 7,475 hopper cars ordered¹ for delivery in Grain Week 2 resulting in 470 hopper car orders remaining outstanding. Of the cars supplied, 483 (7%) were supplied to shippers in the prior week.
- CP supplied 97% and CN 89% of orders for Grain Week 2 resulting in 103 outstanding orders for CP and 367 outstanding orders for CN.
- Boxcar shippers received 20% of orders in Grain Week 2.

Corridor Performance

- In Grain Week 2 traffic destined to bulk terminals in Western Canada received a higher percentage (95%) of cars than other corridors. By comparison, non-bulk corridors including the USA/Mexico, Vancouver transload and Canadian domestic corridors received 80% of cars ordered for delivery in Grain Week 2.
- In Grain Week 2 CP supplied 87% of orders for non-bulk corridors as compared to CN which supplied 69% of orders in these corridors.

Railway Dwell Times at Country Origins

- In Grain Week 2, CN's loaded dwell times for multicar block traffic at country origin locations averaged 26 hours while CP's loaded dwell times averaged 31 hours.
 - In the crop year to date, 12% of all bulk grain shipments have waited for more than 48 hours at origin for pick up by the railways after being released by shippers for movement to destination. Only 50% of shipments were picked up within 24 hours.

Railway Dwell Times at Destination Terminals

- CN: Thunder Bay (48 hours), Vancouver bulk (18 hours) and Vancouver transload/local (41 hours)
- CP : Thunder Bay (21hours), Vancouver bulk (8 hours) and Vancouver transload/local (7 hours)

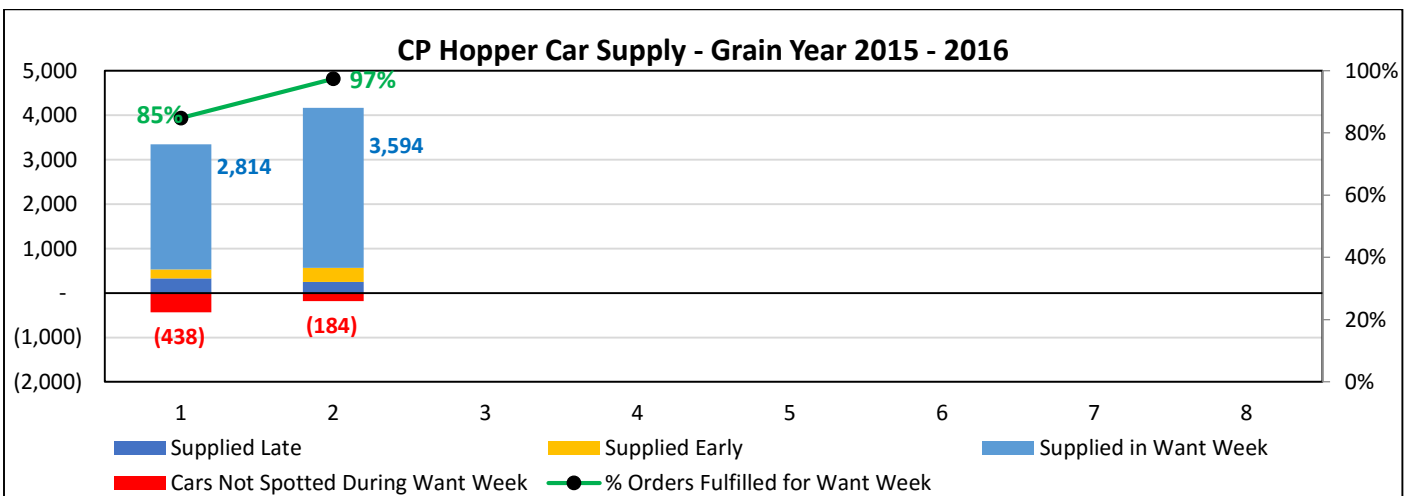
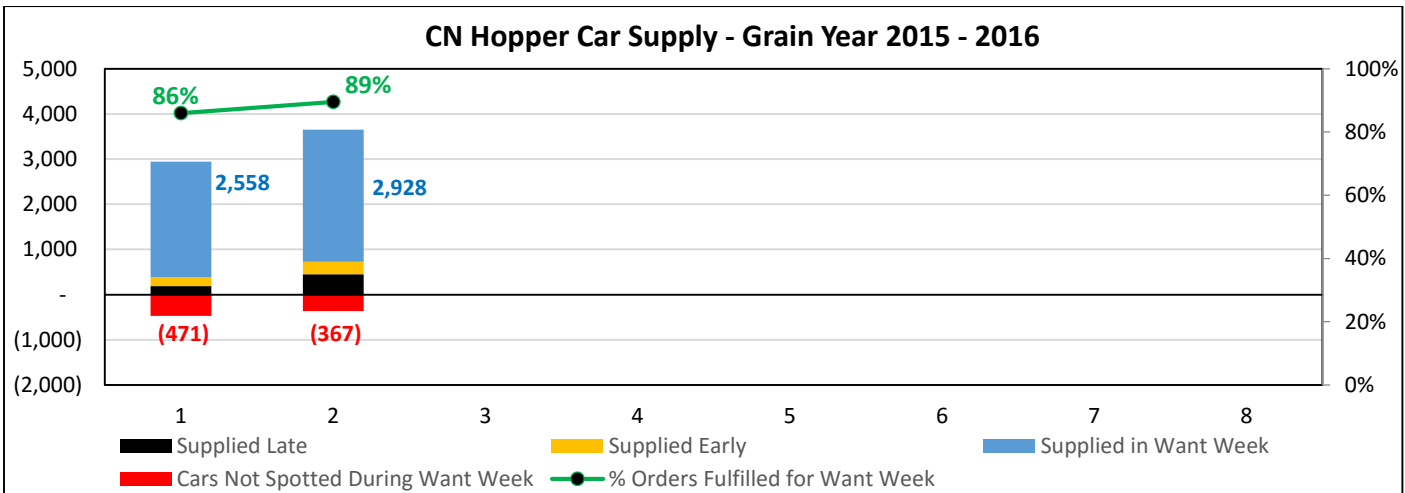
Port Terminal Out of Car Time

- Vancouver north shore (25%); weekly average YTD (16%)
- Vancouver south shore (7%); weekly average YTD (3%)
- Prince Rupert (2%); weekly average YTD (1%)

¹ CP hopper car orders include orders for other weeks under CP's Dedicated Train Program (DTP) that shippers have deferred or advanced to the current week.

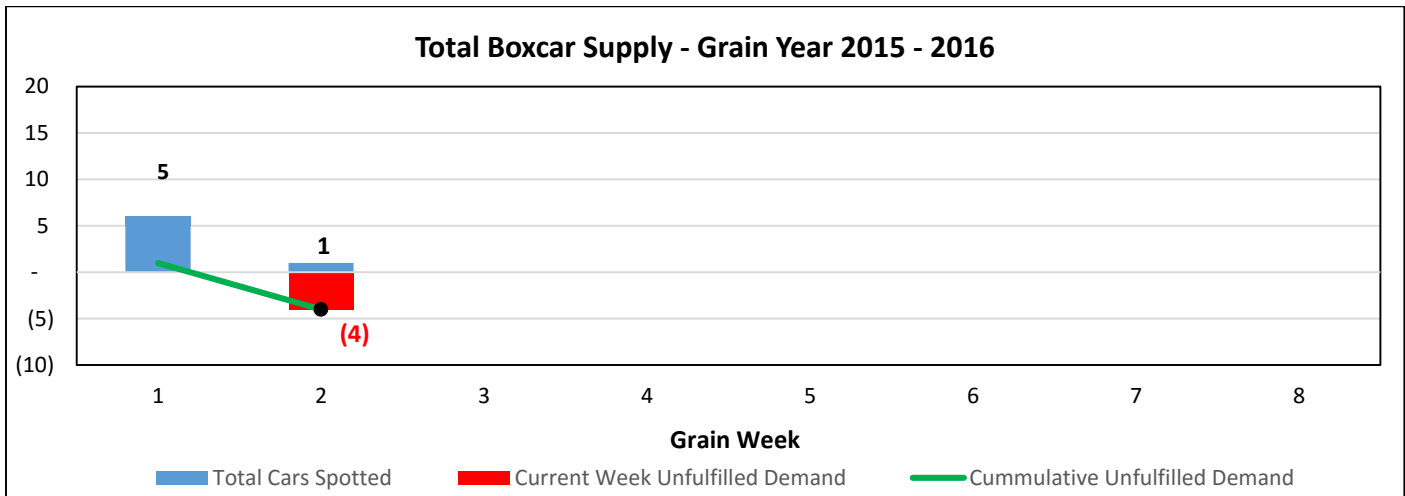
Railway Car Supply Performance for current grain year as of Grain Week 2 (CY 2015)

| Crop Year To Date | | | | | Average Weekly Performance | | | | Weekly Average # of Cars Not Spotted in Order Week |
|-------------------|---------|-----------------|----------------|--------------------|----------------------------|---------------------|-------------------|---------------------|--|
| | | Customer Demand | Railway Supply | Unfulfilled Demand | Customer Demand | Current Week Orders | Prior Week Orders | Total Cars Supplied | |
| Hopper Cars | CN | 6,856 | 6,461 | (395) | 3,428 | 2,982 | 318 | 3,300 | (447) |
| | CP | 7,582 | 7,137 | (445) | 3,791 | 3,466 | 289 | 3,754 | (326) |
| | | 14,438 | 13,598 | (840) | 7,219 | 6,447 | 607 | 7,054 | (772) |
| Boxcars | CN + CP | 9 | 6 | 3 | 4 | 3 | - | 3 | 1 |

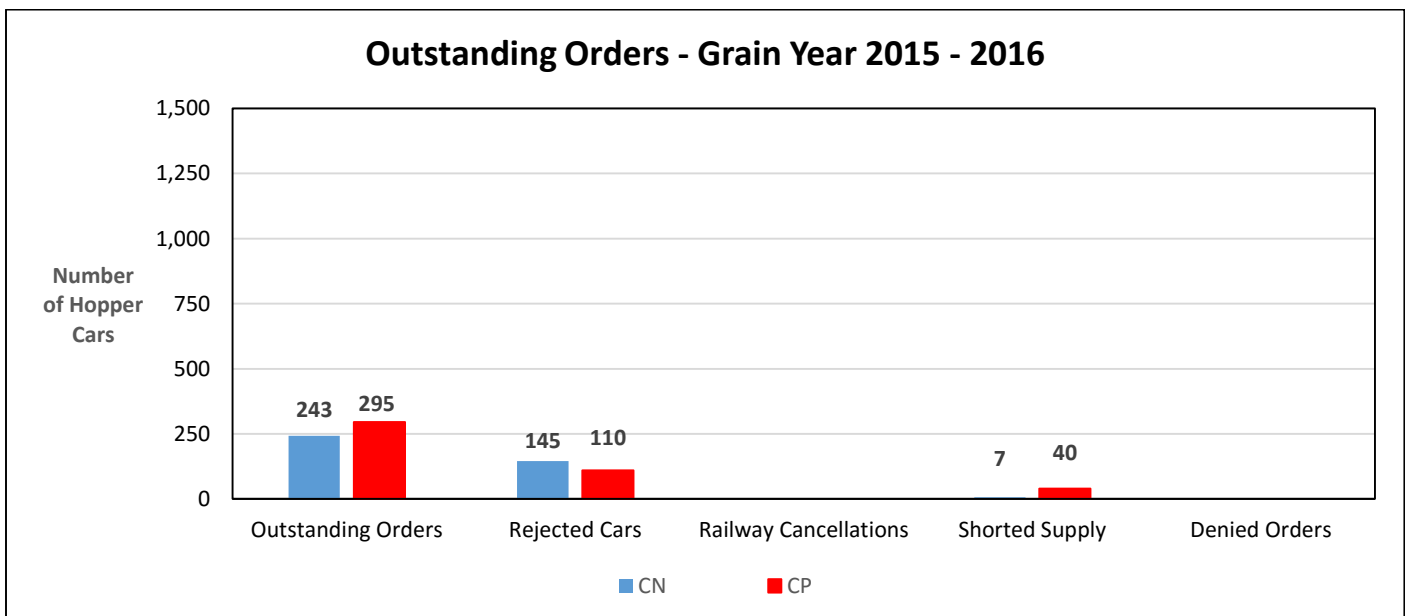


The calculation of total unfulfilled demand for hopper cars represents the accumulated difference across all grain weeks in the year between the number of cars ordered by shippers and the number of cars supplied by the railway for those orders. This total unfulfilled demand therefore represents the volume of missed and deferred shipper orders.

Shipper demand includes all orders placed by shippers in the railways’ car order systems plus orders that have been denied or cancelled by the railways based on car ordering rules imposed on shippers during the current grain year. Supply of railcars reflects total cars supplied excluding cars rejected by shippers as unsuitable for loading due to mechanical or sanitary reasons.

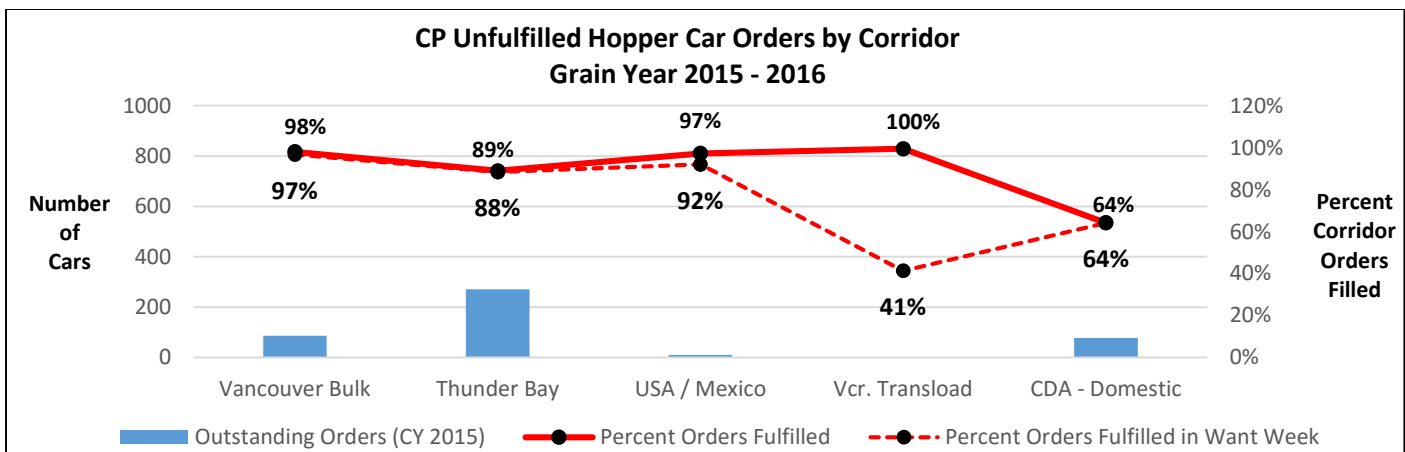
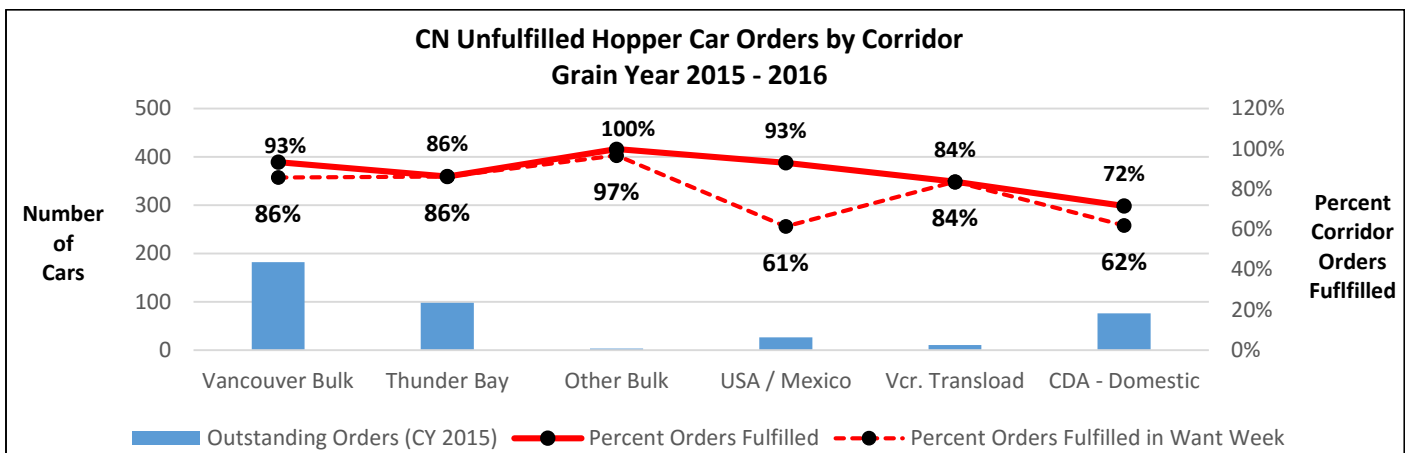


The calculation of outstanding orders excludes all unfulfilled orders related to rejected cars, orders denied by the railways, railway cancellations due to railway car ordering thresholds and orders not completely filled (shorted supply). The chart below provides a breakdown of total unfulfilled shipper demand by category.



Railway Car Supply Performance by Major Corridor – To Grain Week 2 (CY 2015)

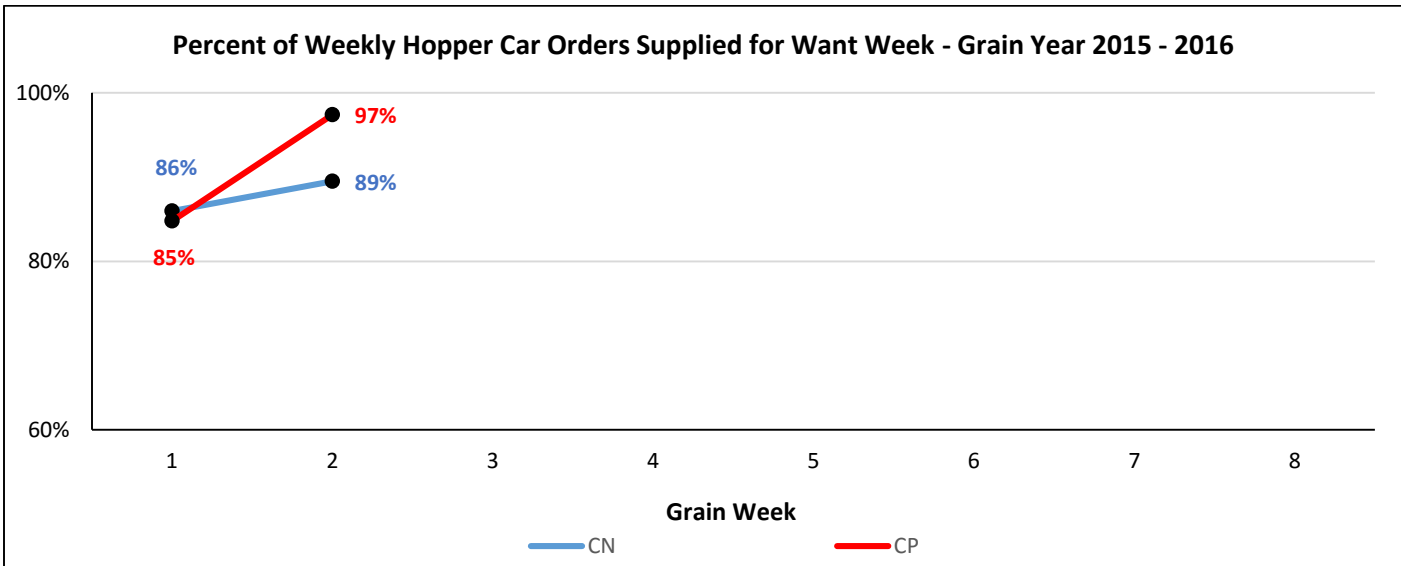
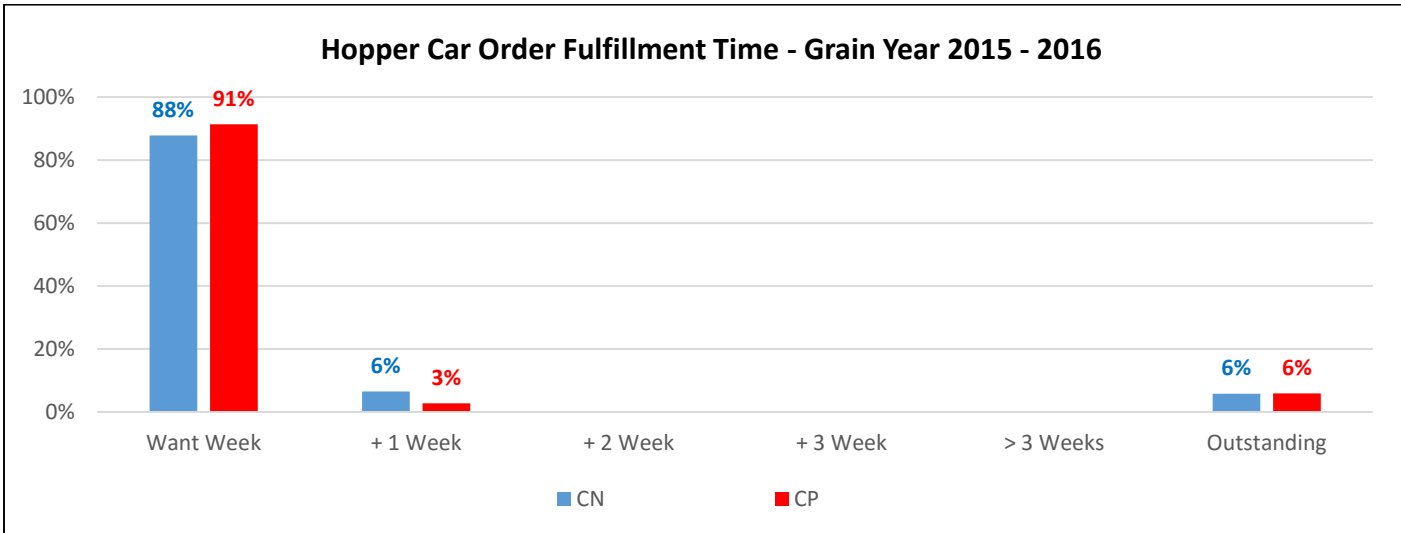
| | Cars Supplied | | | Year to Date Unfulfilled Demand | | |
|---------------------|---------------|--------------|---------------|---------------------------------|--------------|--------------|
| | CN | CP | Total | CN | CP | Total |
| Vancouver Bulk | 2,594 | 4,263 | 6,857 | (182) | (86) | (268) |
| Thunder Bay | 616 | 2,184 | 2,800 | (98) | (271) | (369) |
| Other Bulk | 2,658 | - | 2,658 | (3) | - | (3) |
| USA / Mexico | 350 | 352 | 702 | (26) | (10) | (36) |
| Vancouver Transload | 51 | 200 | 251 | (10) | (1) | (11) |
| Canada - Domestic | 192 | 138 | 330 | (76) | (77) | (153) |
| | 6,461 | 7,137 | 13,598 | (395) | (445) | (840) |



Corridor statistics reflect performance for railway car supply by destination corridor against **current year orders** for each corridor. The number of cars supplied **excludes** cars supplied by the railways during the measurement period that were for prior year orders.

Timeliness of Railway Car Supply Against Customer Demand

| RR | Want Week | + 1 Week | + 2 Week | + 3 Week | > 3 Weeks | Outstanding Orders |
|-------|------------|-----------|----------|----------|-----------|--------------------|
| CN | 88% | 6% | - | - | - | 6% |
| CP | 91% | 3% | - | - | - | 6% |
| Total | 68% | 4% | - | - | - | 6% |

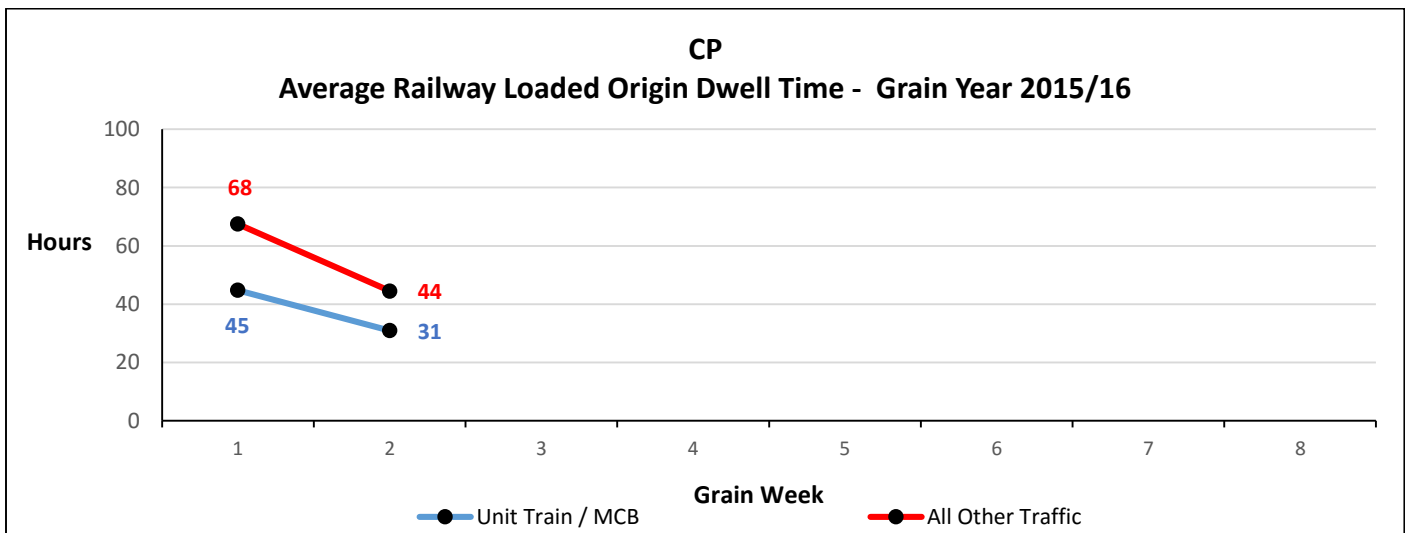
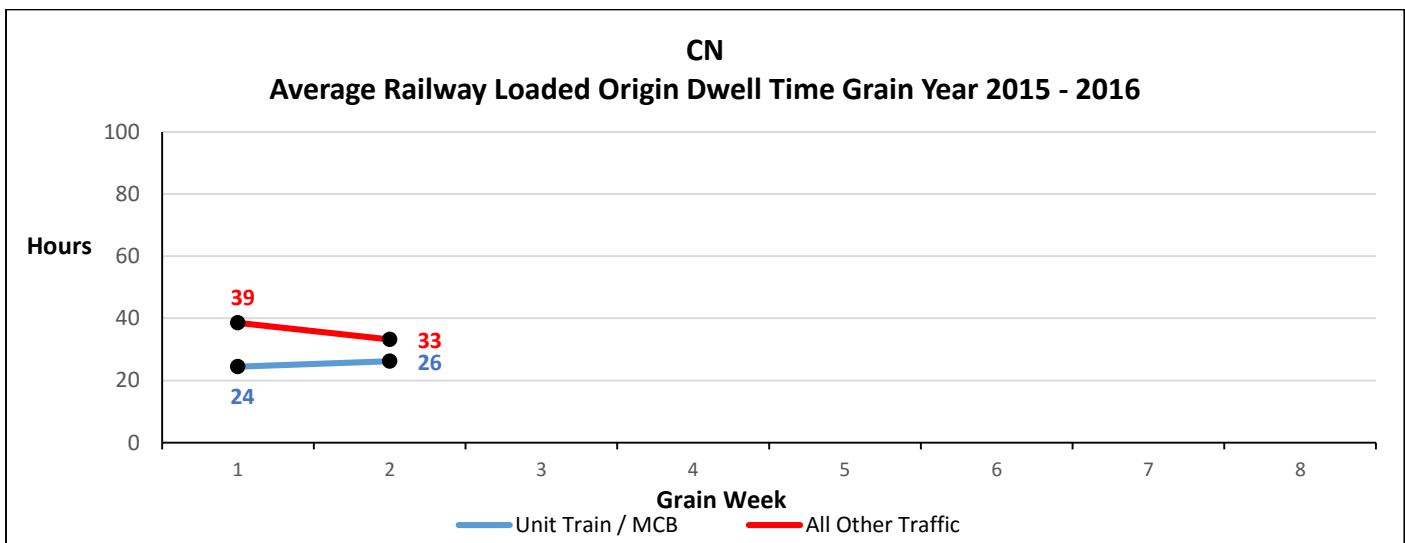


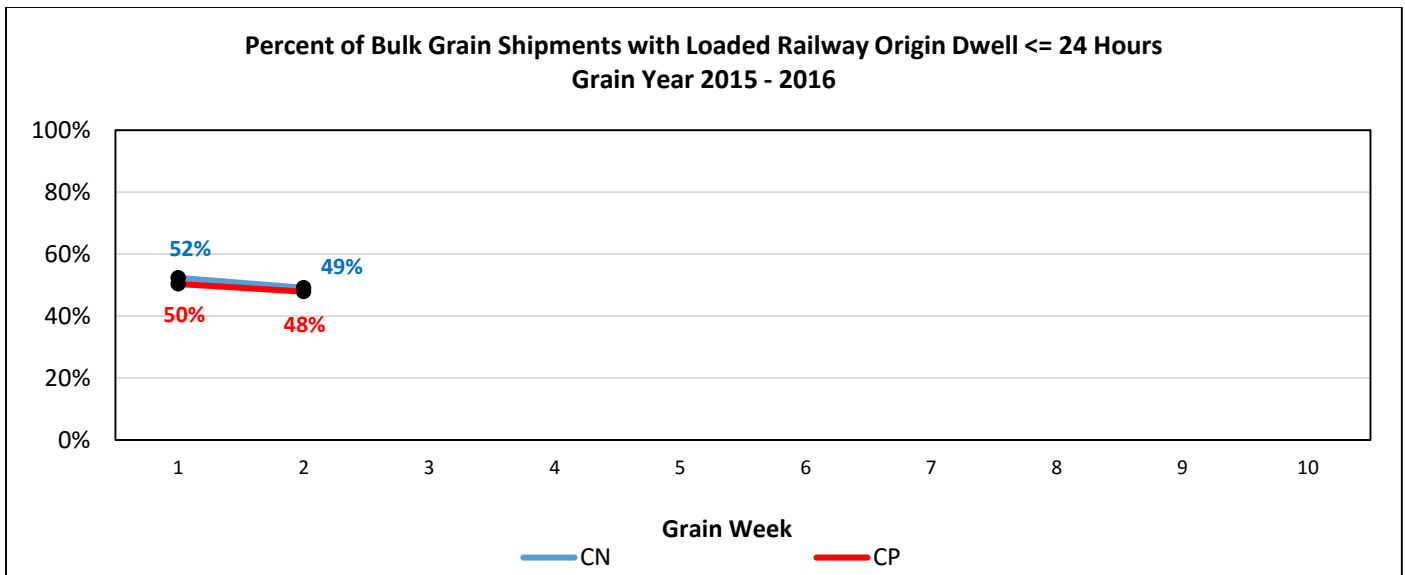
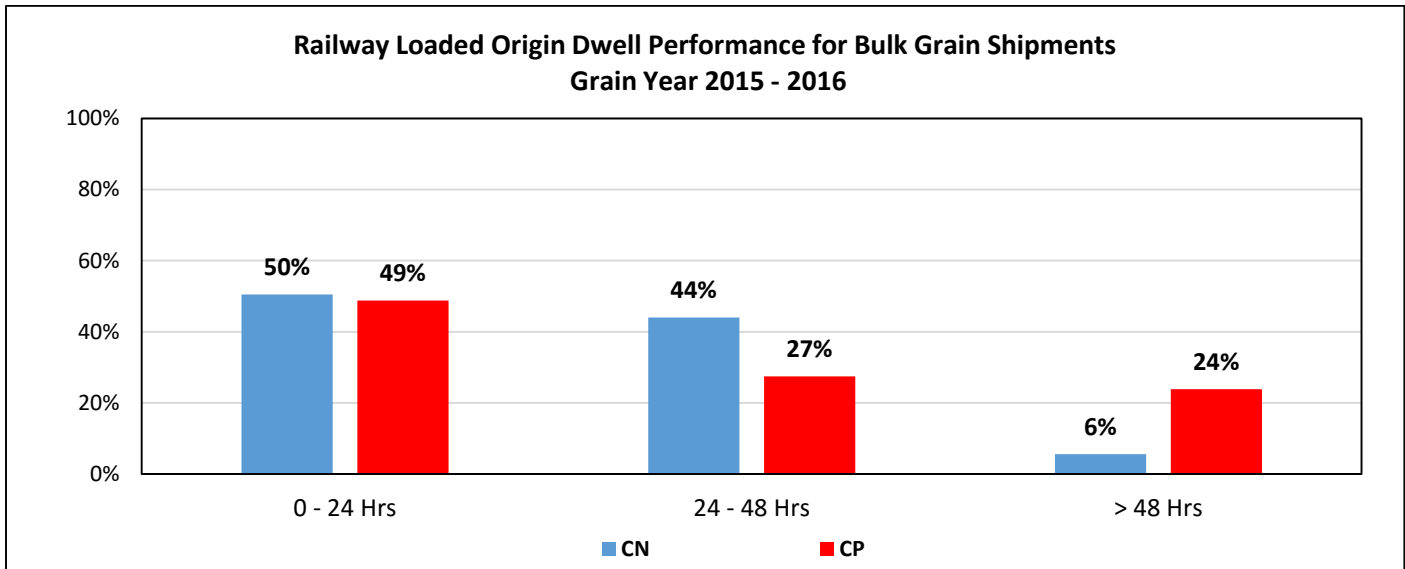
Origin Dwell Performance

Origin dwell time measures the elapsed time from the release of loaded cars by shippers to the time the railways physically pull the cars from a shipper’s siding for movement to destination. Average performance in this area will vary depending on the nature of the shipment.

For bulk grain shippers loading unit trains and multi-car blocks dwell time is generally expected to be 24 hours or less as these shippers load cars within 24 hour windows in order to avoid origin demurrage charges assessed by the railways. Non bulk grain shippers loading less than multi-car blocks will generally have longer dwell times.

The charts below provide a view of origin dwell performance on a weekly basis since the beginning of the current crop year. The last chart looks specifically at origin dwell performance for large multi-car block shippers. Increasing dwell times at country origins negatively impact railcar cycles which in turn impact the ability of the railways to supply empty cars to shippers.





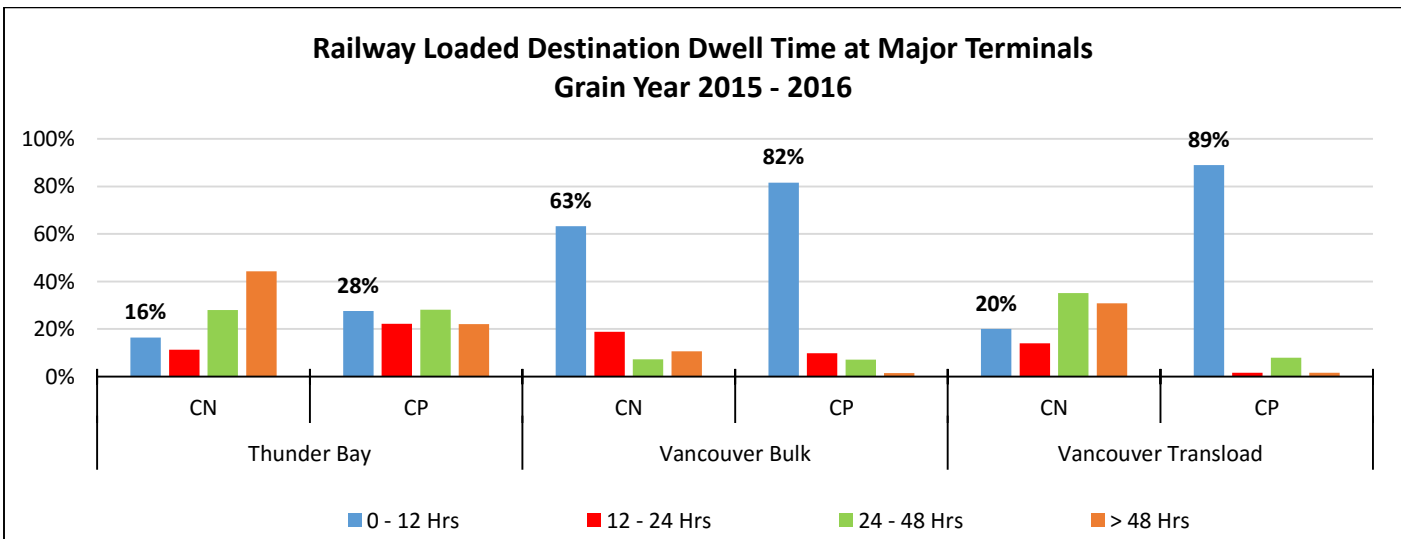
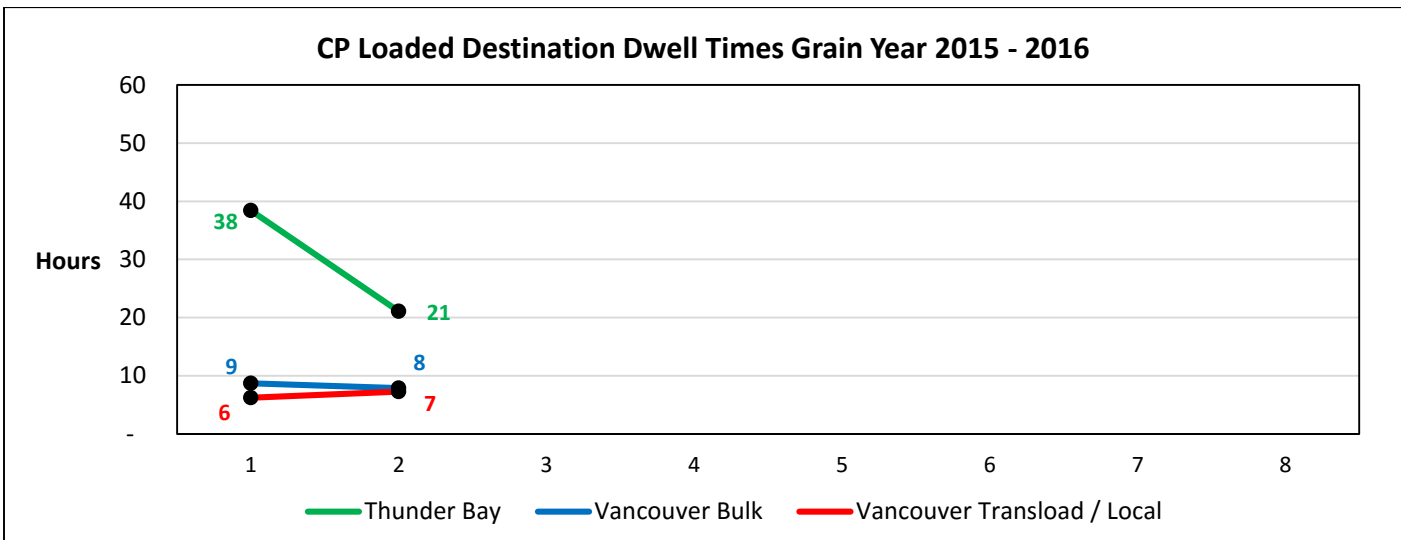
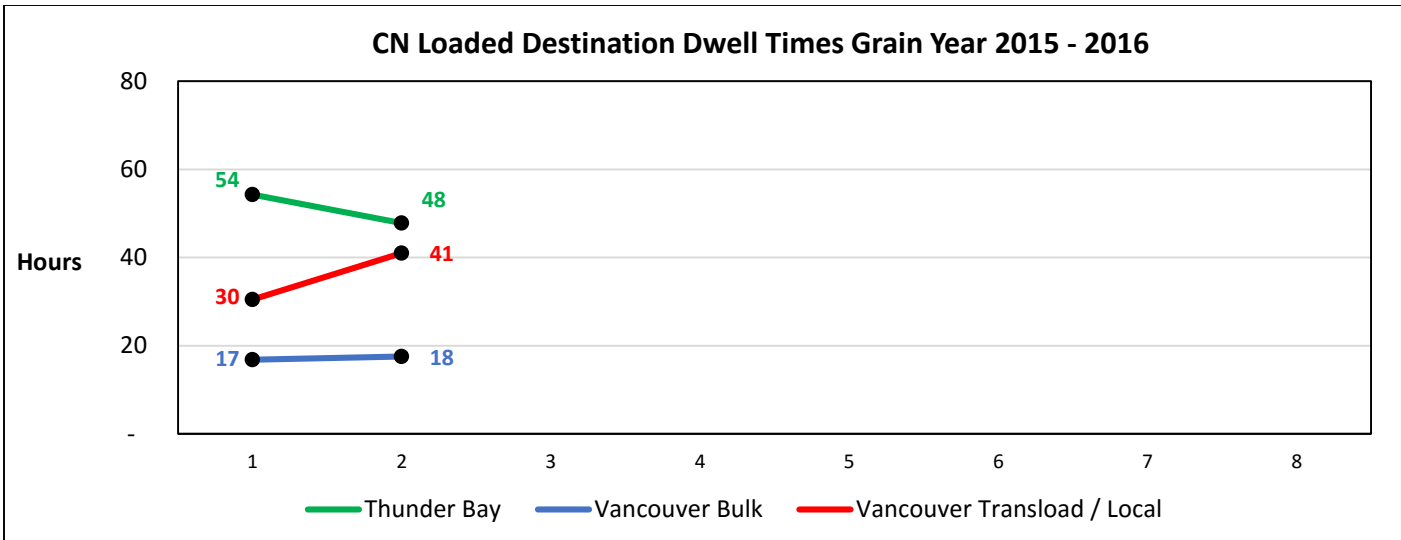
Railway Destination Terminal Dwell Performance

Destination terminal dwell time measures the elapsed time from the time a railcar arrives at the destination railway yard to the time it is placed at the receiver’s facility for unloading. Average performance in this area will vary depending on the nature of the shipment.

Traffic destined to the bulk port terminal at Vancouver for instance is generally placed for unloading on arrival at Vancouver. In contrast traffic destined to transloaders in Vancouver is ordered in by receivers on a car by car basis.

Dwell time ends with the reporting of an actual placement event at the receiver’s facility. The beginning of the dwell measure is initiated by either an arrival at the destination terminal or the constructive placement of a car at the terminal by the railway.

This is not a measure of unloading performance by receivers.



Port Terminal – Out of Car Time

This measure identifies the percentage of working time that bulk grain port terminals do not have rail cars available for unloading resulting in lost productivity. This performance measure is provided for the five major terminals located at Vancouver and Ridley Terminals at Prince Rupert.

Vancouver performance is segregated between north shore and south shore terminals as each is served exclusively by one railway - CN (north shore) or CP (south shore). The reporting of performance begins with grain week 18 of the current crop year as this is the point in time when all Vancouver terminals began reporting data.

