



Canadian National Railway Company

A True Supply Chain Enabler An Overview of CN in Strathcona County

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CN Public Affairs, Business Development
& Public Works



Who We Are

A backbone of the economy and a true supply chain enabler.

CN is a world-class transportation leader and the only transcontinental railway in North America. Our 19,600 mile network spans Canada and Mid-America, connecting three coasts.

We offer fully integrated rail and other transportation services, including intermodal, trucking, freight forwarding, warehousing, and distribution. Our extensive network coupled with our unique supply chain partnerships provide connections to all points in North America and beyond.

A true backbone of the economy, CN handles over \$250 billion worth of goods, hauls about 20% of Canada's exports and carries more than 300 million tons of cargo annually.

If you eat it, drive it, or use it, chances are **we move it**.

2018 HIGHLIGHTS

25,720 employees

C\$14.3 billion in revenue

61.6% operating ratio

C\$3.9 billion in capital investments

19,600 route miles

C\$79 billion market capitalization

6.0 million carloads

Global Reach

CN is the only railroad with access to all three coasts.

West Coast

Key supply chain advantage to Asian markets

- Closest port to Asia: Prince Rupert
- Lowest grades through the Rockies, leading to fuel efficiency and quick speed to market

East Coast

Providing key trade links between North America and Europe

- First port of call from across the Atlantic and last leaving North America: Halifax

Gulf Coast

An alternative coast to reach key inland markets

- Primed to capitalize on this year's Panama Canal expansion
- Directly connecting to the densely populated U.S. Midwest





Markets We Serve

Helping our customers win in their markets,
no matter which market that may be.

Intermodal

Petroleum & Chemicals

Forest Products

Metals & Minerals

Coal

Automotive

Grain, Fertilizers
& Specialty Crops

Adding capacity and more productive locomotives in 2019

Capacity / Growth

- Key major infrastructure projects, mainly in Western Canada
- Close to 80 miles of additional double track

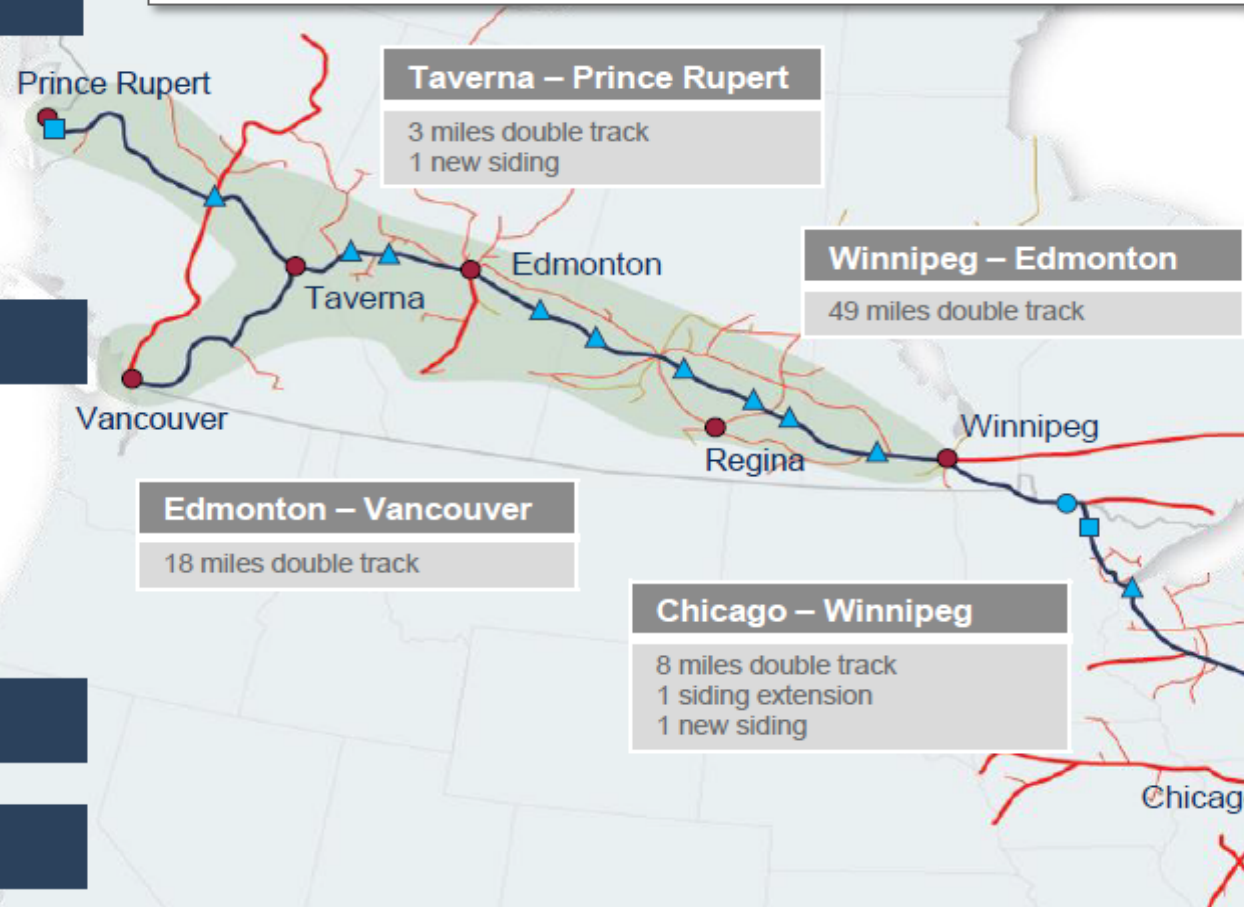
Equipment / Growth

- 140 new high horsepower locomotives, mainly in H1
- 500 new grain hopper cars in H1
- Intermodal equipment (cranes, chassis, containers and tractors)

Deploying key technology projects

Meeting PTC milestones

Legend ■ New long siding / track ▲ Double track ● Siding extensions



➤ Supporting our solid pipeline of growth opportunities in diverse markets



CN Investment in Manitoba, Saskatchewan, Alberta, and British Columbia

Manitoba planned expansion projects include: (approx. \$120M)

Construction of: a new train passing siding near Nourse, east of Winnipeg and 6.3 miles of double track near Exira, west of Portage la Prairie.

Saskatchewan planned expansion projects include: (approx. \$245M)

Construction of about: 10 miles of double track near Atwater, east of Melville; 10 miles of double track near Fenwood, west of Melville; 8 miles of double track near Biggar, west of Saskatoon; and 7 miles of double track near Clavet, southeast of Saskatoon.

Alberta planned expansion projects include: (approx. \$370M)

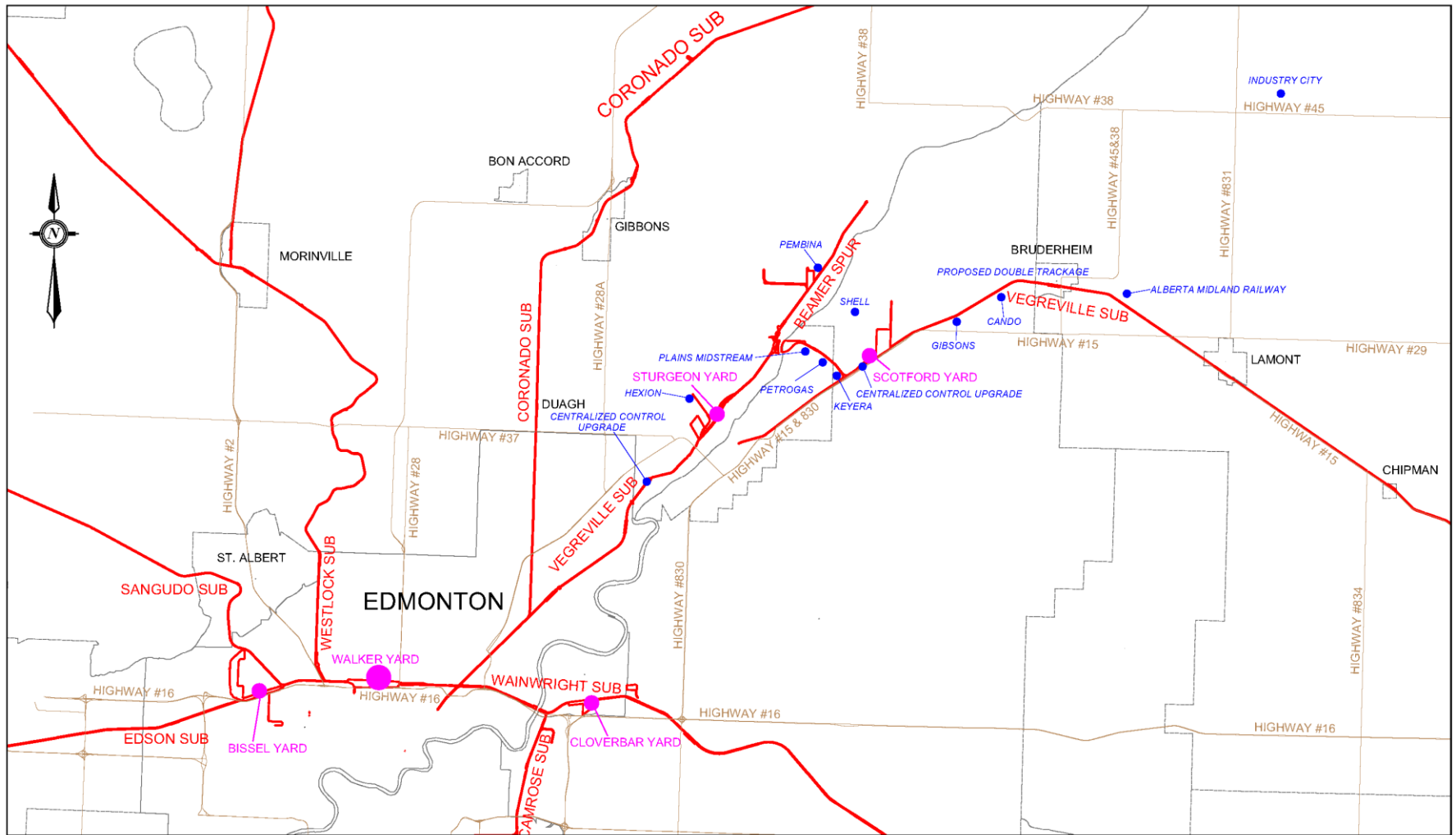
Construction of about: 12 miles of double track between Leaman and Nilton, west of Edmonton; 5 miles of double track near Entrance, east of the Alberta-BC border; 7 miles of double track near Greenshields, east of Edmonton and building of new tracks at Scotford yard northeast of Edmonton to increase yard capacity

British Columbia expansion projects include: (approx. \$345M)

Construction of a new train passing siding in Port Edward; 2.5 miles of double track west of Prince George; and a multi-year investment to increase capacity at the Port of Vancouver in collaboration with the Government of Canada and Vancouver Fraser Port Authority



CN's rail network running through Strathcona County



Best Practices Train Handling Guide

Vegreville Subdivision



- 20 miles of subdivision upgraded to Centralized Traffic Control replacing verbal and written train authorities. This allows for more efficient train movements on busy corridors.

CN Community Board

- Successful pilot launched in Edmonton June 2018
- Local community leaders review and approve initiatives for their community funded by CN
- The initiatives underscore CN's commitment to the communities in which we operate
- The committee for the Edmonton Metropolitan Region is the first of a series of Community Boards CN will establish



Investing through the CN Stronger Communities Fund



Thank you. Questions?

