

## Performance Dashboard

### Hopper Car Demand

|              | Week 34      |              |                         | This Year      |                | Last Year      |                | This Year versus Last Year |                |
|--------------|--------------|--------------|-------------------------|----------------|----------------|----------------|----------------|----------------------------|----------------|
|              | This Year    | Last Year    | This Year vs. Last Year | YTD            | Weekly Average | YTD            | Weekly Average | YTD                        | Weekly Average |
|              | Year         | Year         | Year                    | Year           | Year           | Year           | Year           | Year                       | Year           |
| CN           | 4,527        | 4,122        | 405                     | 151,656        | 4,460          | 145,948        | 4,293          | 5,708                      | 168            |
| CP           | 3,524        | 3,700        | (176)                   | 137,501        | 4,044          | 141,530        | 4,163          | (4,029)                    | (119)          |
| <b>Total</b> | <b>8,051</b> | <b>7,822</b> | <b>229</b>              | <b>289,157</b> | <b>8,505</b>   | <b>287,478</b> | <b>8,455</b>   | <b>1,679</b>               | <b>49</b>      |

### Cars Shipped

| Railway      | Corridor      | Week 34      | YTD            |
|--------------|---------------|--------------|----------------|
| CN           | N.A. Domestic | 501          | 17,539         |
|              | Thunder Bay   | 482          | 16,081         |
|              | Prince Rupert | 1,209        | 40,068         |
|              | Vancouver     | 2,412        | 71,242         |
| <b>Total</b> |               | <b>4,604</b> | <b>144,930</b> |
| CP           | N.A. Domestic | 31           | 8,753          |
|              | Thunder Bay   | 461          | 29,430         |
|              | Vancouver     | 2,818        | 94,044         |
| <b>Total</b> |               | <b>3,310</b> | <b>132,227</b> |

### Empty Hopper Cars Supplied – Week 34 (All Want Weeks)

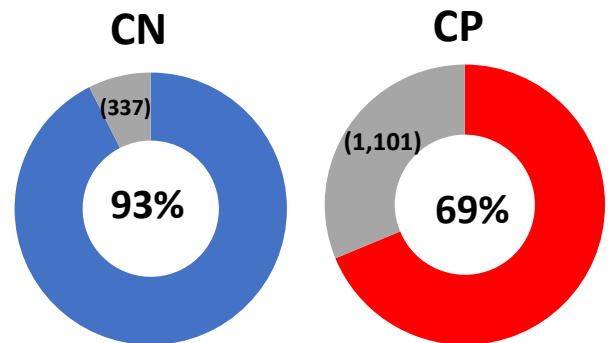
|              | Current Week Orders |              | Prior Week Orders |              | Future Week Orders |            | Total Cars Supplied |  |
|--------------|---------------------|--------------|-------------------|--------------|--------------------|------------|---------------------|--|
|              | Last Year           | This Year    | Last Year         | This Year    | Last Year          | This Year  | Last Year           |  |
|              | Year                | Year         | Year              | Year         | Year               | Year       | Year                |  |
| CN           | 3,638               | 4,039        | 214               | 547          | 256                | 129        | 4,715               |  |
| CP           | 2,888               | 2,391        | 599               | 980          | 698                | 35         | 3,406               |  |
| <b>Total</b> | <b>6,526</b>        | <b>6,430</b> | <b>813</b>        | <b>1,527</b> | <b>954</b>         | <b>164</b> | <b>8,121</b>        |  |

### Supplied by Block Size

| Block Size | Current Week |     |       | Year to Date |     |       |
|------------|--------------|-----|-------|--------------|-----|-------|
|            | CN           | CP  | Total | CN           | CP  | Total |
| 1          | 3%           | 3%  | 3%    | 3%           | 3%  | 3%    |
| 25         | 5%           | 1%  | 3%    | 4%           | 2%  | 3%    |
| 50         | 16%          | 15% | 16%   | 13%          | 11% | 12%   |
| 100        | 76%          | 82% | 79%   | 80%          | 84% | 82%   |

### Current Week Order Fulfillment

|  | CN           | CP           | Total        |
|--|--------------|--------------|--------------|
| Current Week Hopper Car Demand           | 4,527        | 3,524        | 8,051        |
| Current Week Order Fulfillment           |              |              |              |
| Supplied in Current Week                 | 4,039        | 2,391        | 6,430        |
| Supplied Early                           | 151          | 32           | 183          |
| <b>Total Cars Supplied for Want Week</b> | <b>4,190</b> | <b>2,423</b> | <b>6,613</b> |
| Current Week Unfulfilled Demand          | (337)        | (1,101)      | (1,438)      |
| % Current Week Orders Supplied           | 93%          | 69%          | 82%          |

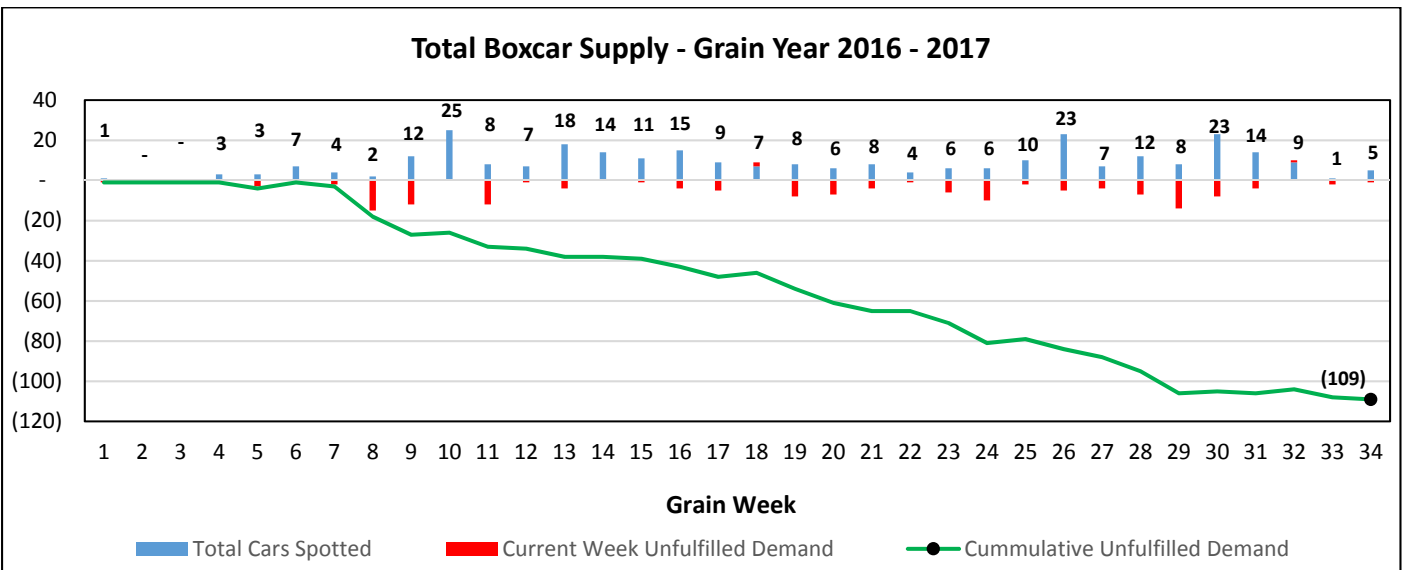
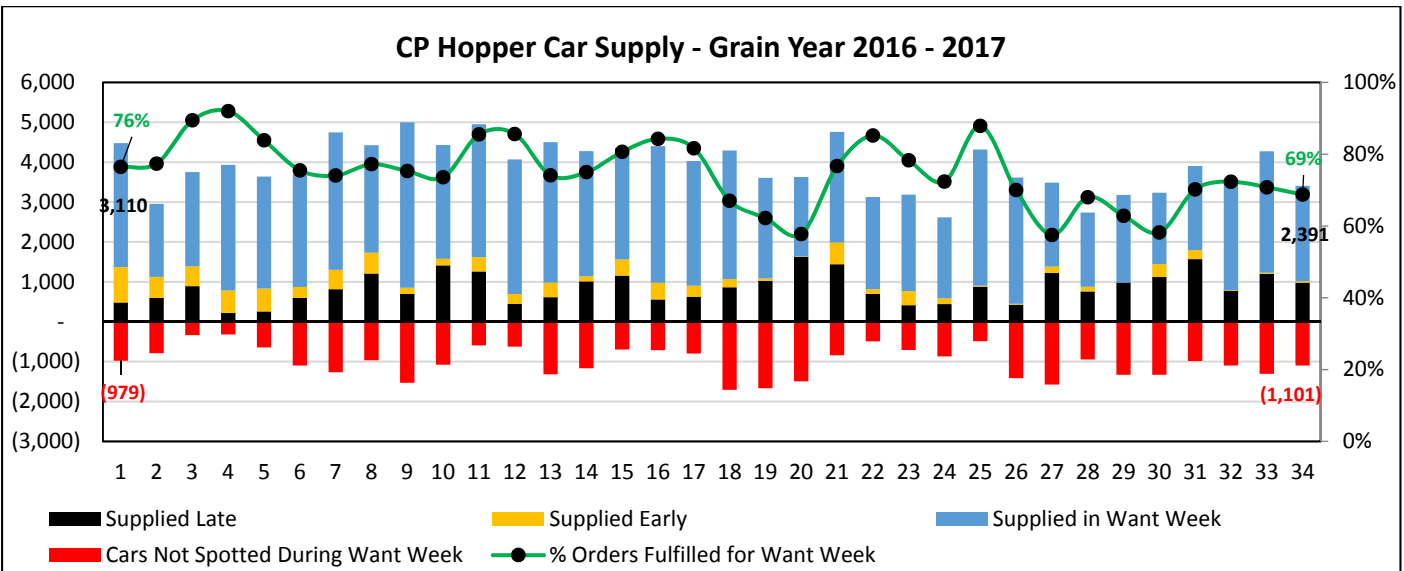
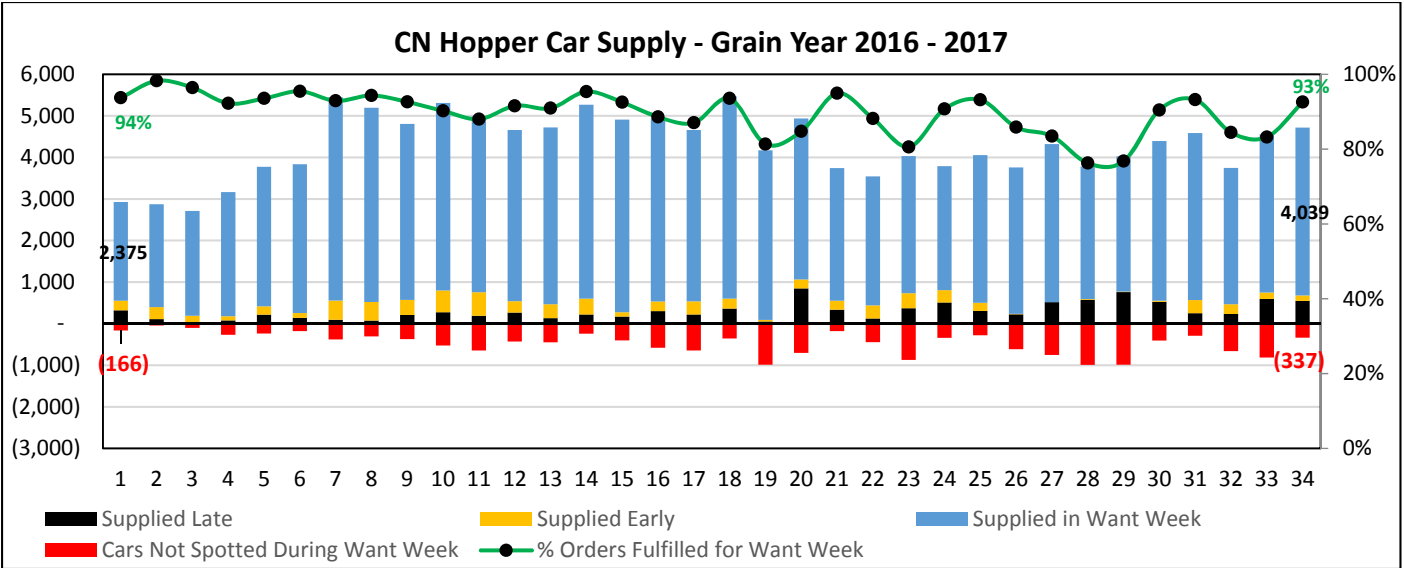


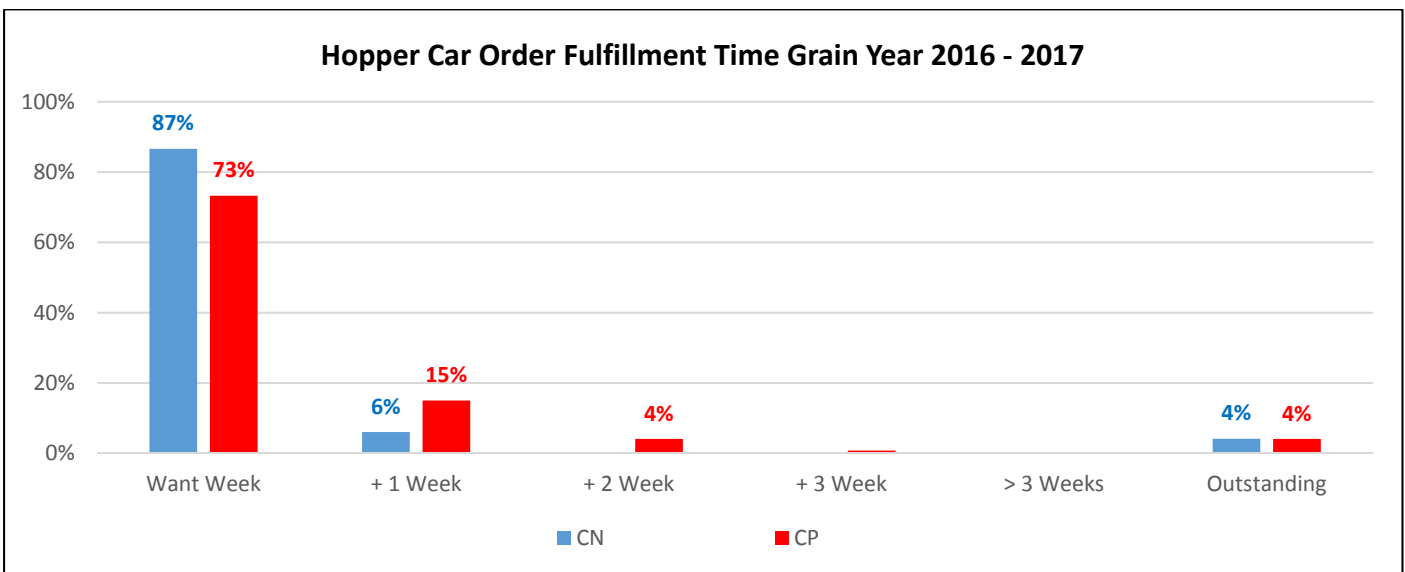
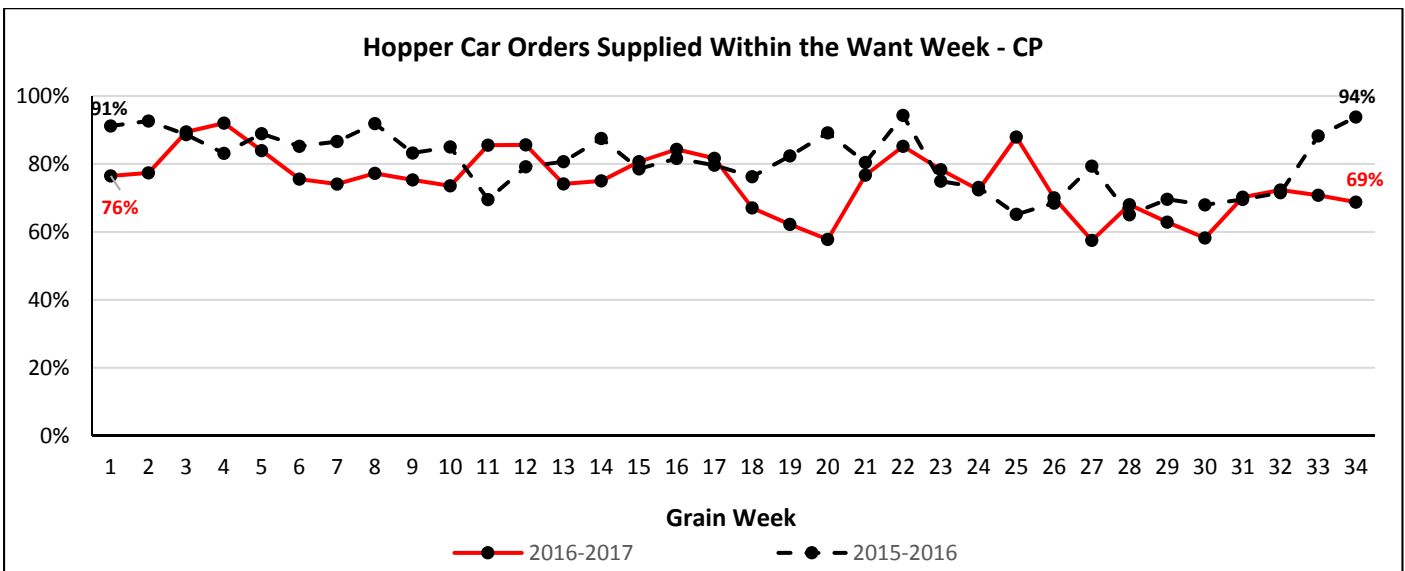
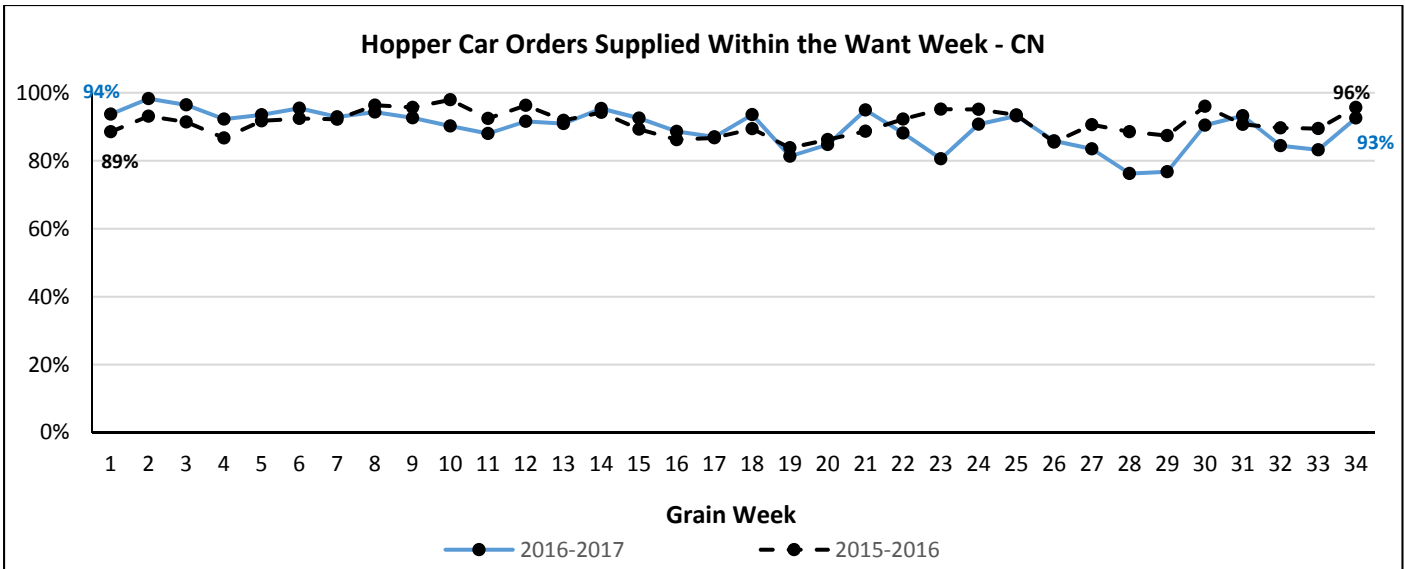
### Loaded Dwell Time (Hours) at Origin (All Traffic)

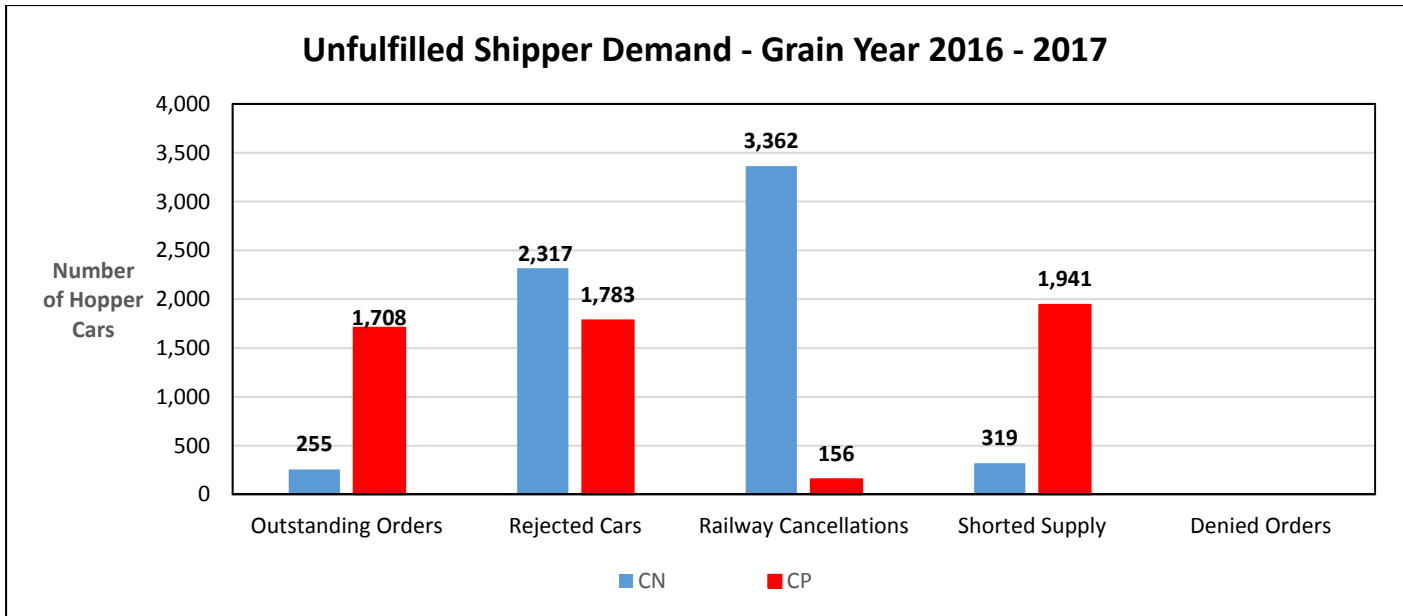
|    | Week 34   |           | Year to Date |           |
|----|-----------|-----------|--------------|-----------|
|    | This Year | Last Year | This Year    | Last Year |
| CN | 17        | 19        | 25           | 21        |
| CP | 38        | 78        | 61           | 63        |

### Dwell Time (Hours) at Destination (All Traffic)

|             | Railway | Week 34   |           | Year to Date |           |
|-------------|---------|-----------|-----------|--------------|-----------|
|             |         | This Year | Last Year | This Year    | Last Year |
| Vancouver   | CN      | 14        | 39        | 20           | 26        |
|             | CP      | 10        | 8         | 11           | 11        |
| Thunder Bay | CN      | 63        | 53        | 54           | 72        |
|             | CP      | 50        | 56        | 38           | 43        |







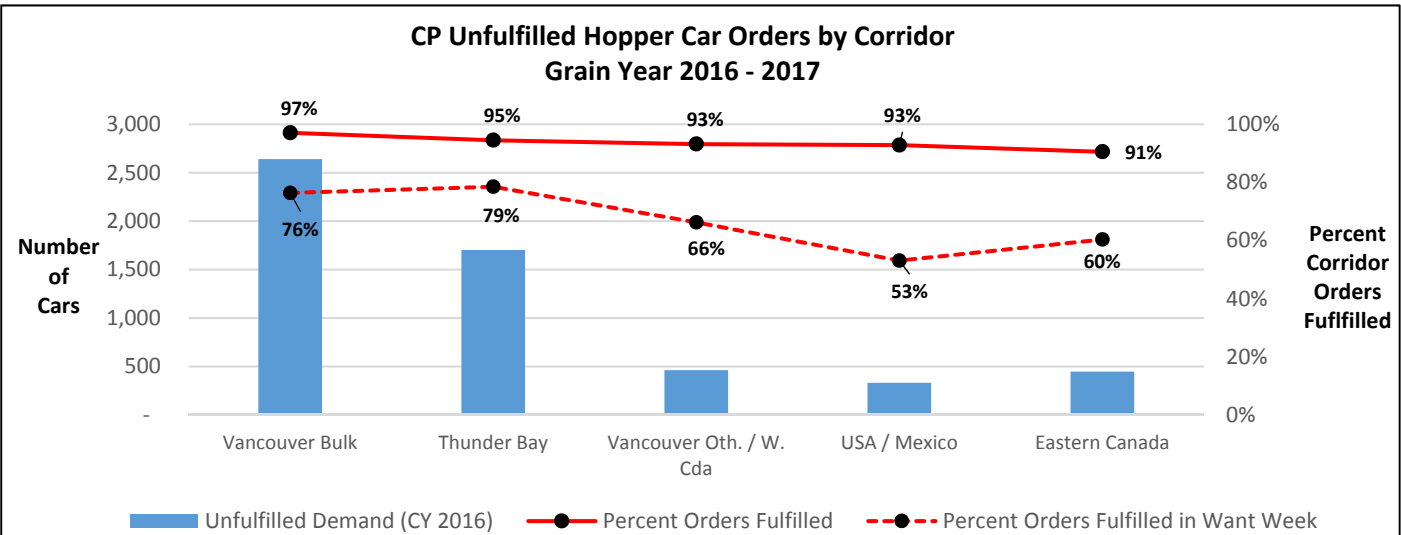
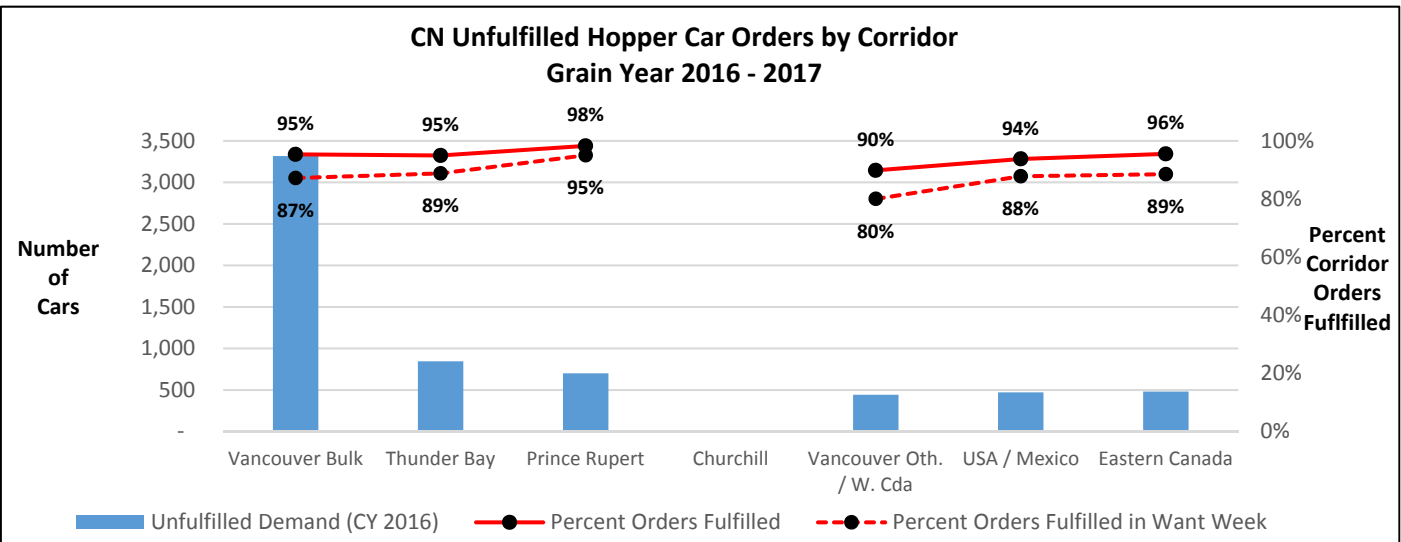
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders – To Week 34

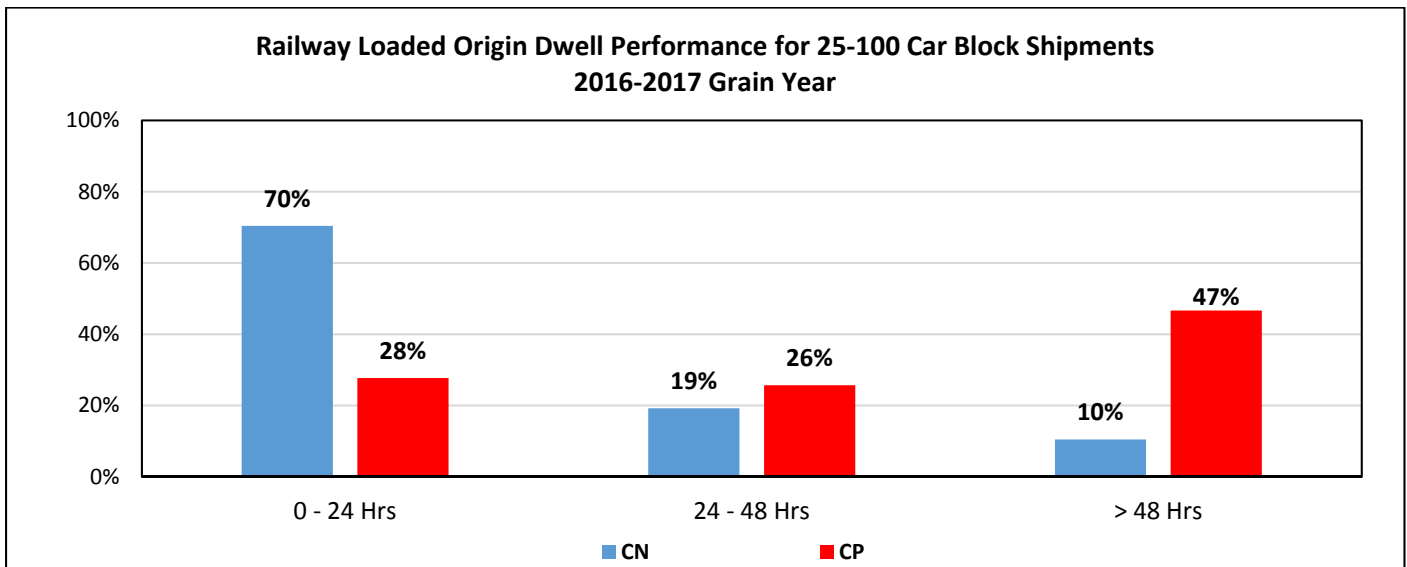
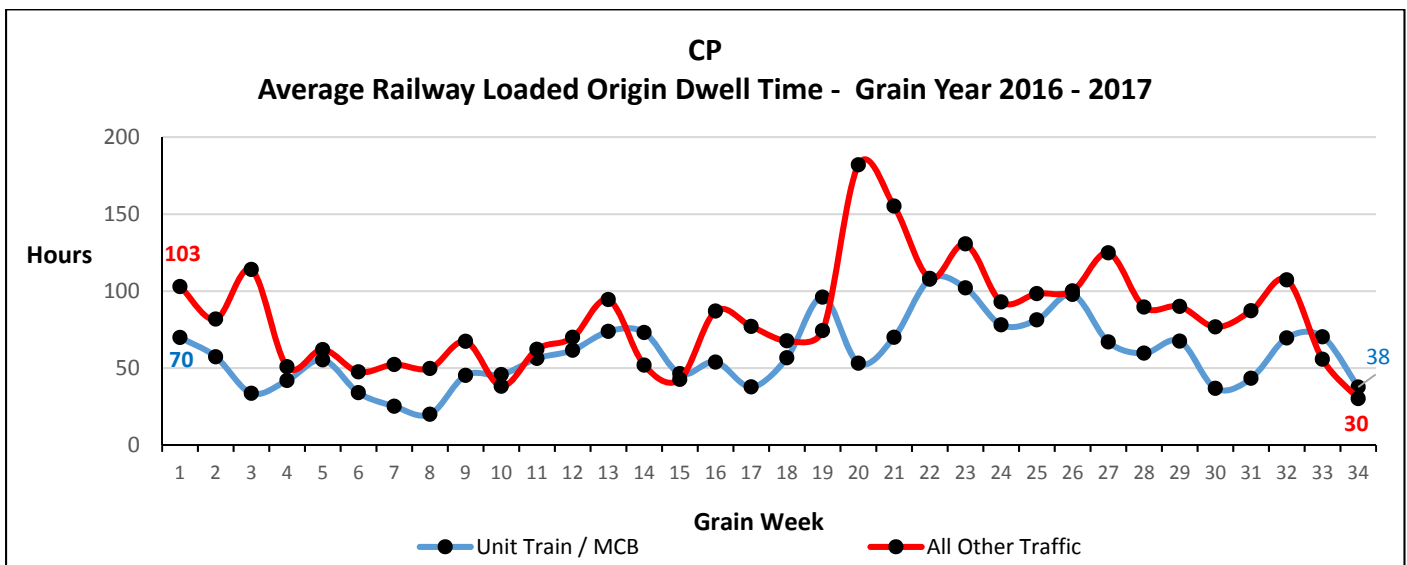
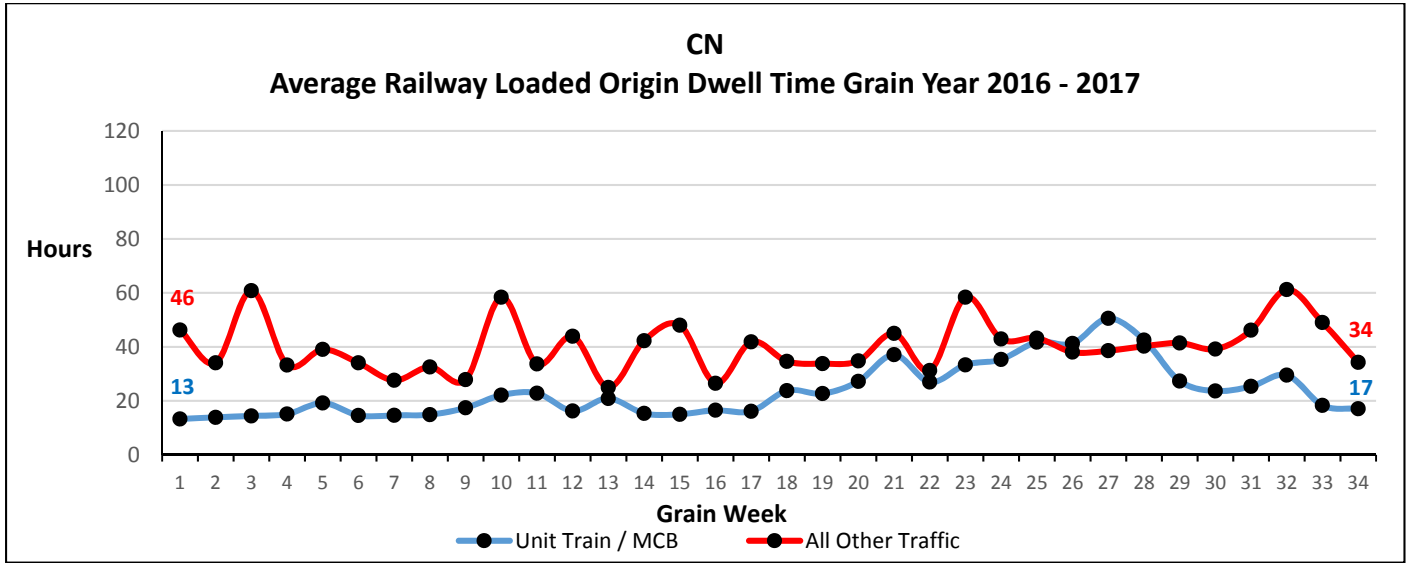
| Railway | Corridor                    | Ordered | Supplied       | Unfulfilled    |                |
|---------|-----------------------------|---------|----------------|----------------|----------------|
|         |                             |         |                | Demand         | % Supplied     |
| CN      | Vancouver Bulk              | 71,518  | 68,201         | (3,317)        | 95%            |
|         | Thunder Bay                 | 16,813  | 15,968         | (845)          | 95%            |
|         | Prince Rupert               | 40,728  | 40,029         | (699)          | 98%            |
|         | Churchill                   | -       | -              | -              | -              |
|         | Vancouver Other / W. Canada | 4,343   | 3,902          | (441)          | 90%            |
|         | USA / Mexico                | 7,567   | 7,096          | (471)          | 94%            |
|         | Eastern Canada              | 10,687  | 10,207         | (480)          | 96%            |
|         | <b>CN Total</b>             |         | <b>151,656</b> | <b>145,403</b> | <b>(6,253)</b> |
| CP      | Vancouver Bulk              | 90,321  | 87,681         | (2,640)        | 97%            |
|         | Thunder Bay                 | 31,076  | 29,374         | (1,702)        | 95%            |
|         | Vancouver Other / W. Canada | 6,762   | 6,301          | (461)          | 93%            |
|         | USA / Mexico                | 4,614   | 4,283          | (331)          | 93%            |
|         | Eastern Canada              | 4,728   | 4,281          | (447)          | 91%            |
|         | <b>CP Total</b>             |         | <b>137,501</b> | <b>131,920</b> | <b>(5,581)</b> |

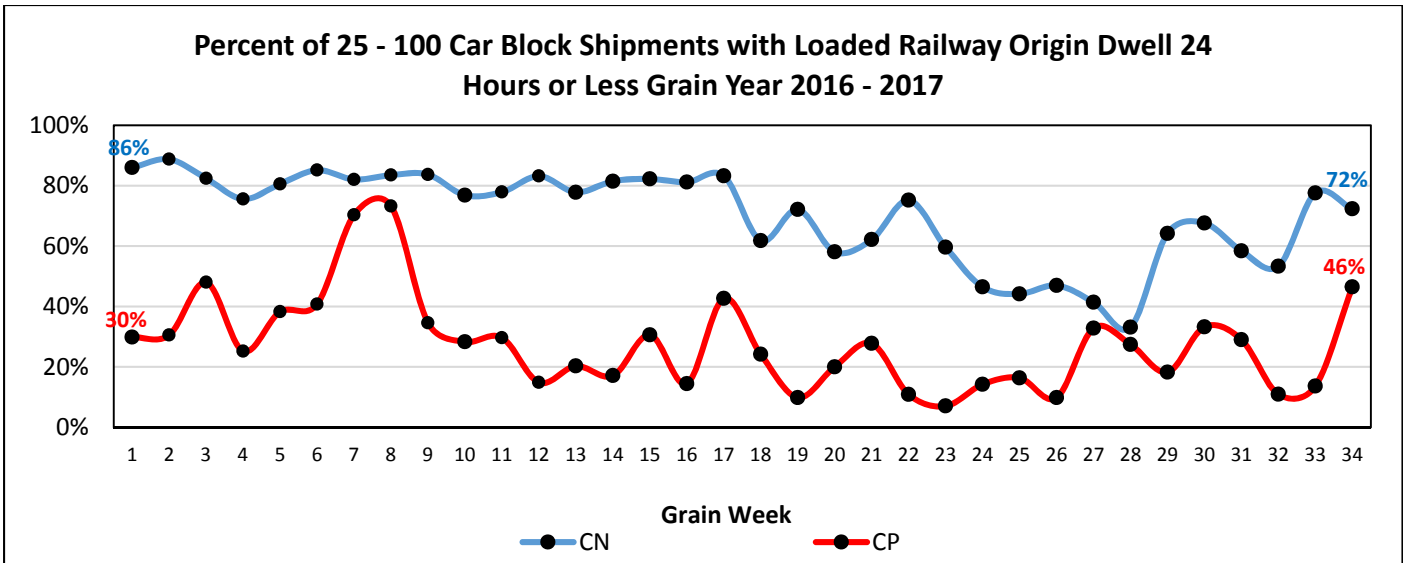
**Hopper Cars Supplied in the Want Week by Corridor – To Week 34**

| Railway         | Corridor                    | Week 34      |              |            | Year to Date   |                |            |
|-----------------|-----------------------------|--------------|--------------|------------|----------------|----------------|------------|
|                 |                             | Ordered      | Supplied     | % Supplied | Ordered        | Supplied       | % Supplied |
| CN              | Vancouver Bulk              | 2,134        | 1,877        | 88%        | 71,518         | 62,382         | 87%        |
|                 | Thunder Bay                 | 420          | 408          | 97%        | 16,813         | 14,932         | 89%        |
|                 | Prince Rupert               | 1,261        | 1,241        | 98%        | 40,729         | 38,713         | 95%        |
|                 | Churchill                   | -            | -            | -          | -              | -              | -          |
|                 | Vancouver Other / W. Canada | 84           | 85           | 101%       | 4,343          | 3,476          | 80%        |
|                 | USA / Mexico                | 341          | 326          | 96%        | 7,567          | 6,647          | 88%        |
|                 | Eastern Canada              | 287          | 253          | 88%        | 10,687         | 9,461          | 89%        |
| <b>CN Total</b> |                             | <b>4,527</b> | <b>4,190</b> | <b>93%</b> | <b>151,657</b> | <b>135,611</b> | <b>89%</b> |
| CP              | Vancouver Bulk              | 2,606        | 2,083        | 80%        | 90,321         | 69,002         | 76%        |
|                 | Thunder Bay                 | 414          | 177          | 43%        | 31,076         | 24,397         | 79%        |
|                 | Vancouver Other / W. Canada | 360          | 138          | 38%        | 6,762          | 4,478          | 66%        |
|                 | USA / Mexico                | 119          | 0            | 0%         | 4,614          | 2,450          | 53%        |
|                 | Eastern Canada              | 25           | 25           | 100%       | 4,728          | 2,855          | 60%        |
| <b>CP Total</b> |                             | <b>3,524</b> | <b>2,423</b> | <b>69%</b> | <b>137,501</b> | <b>103,182</b> | <b>75%</b> |

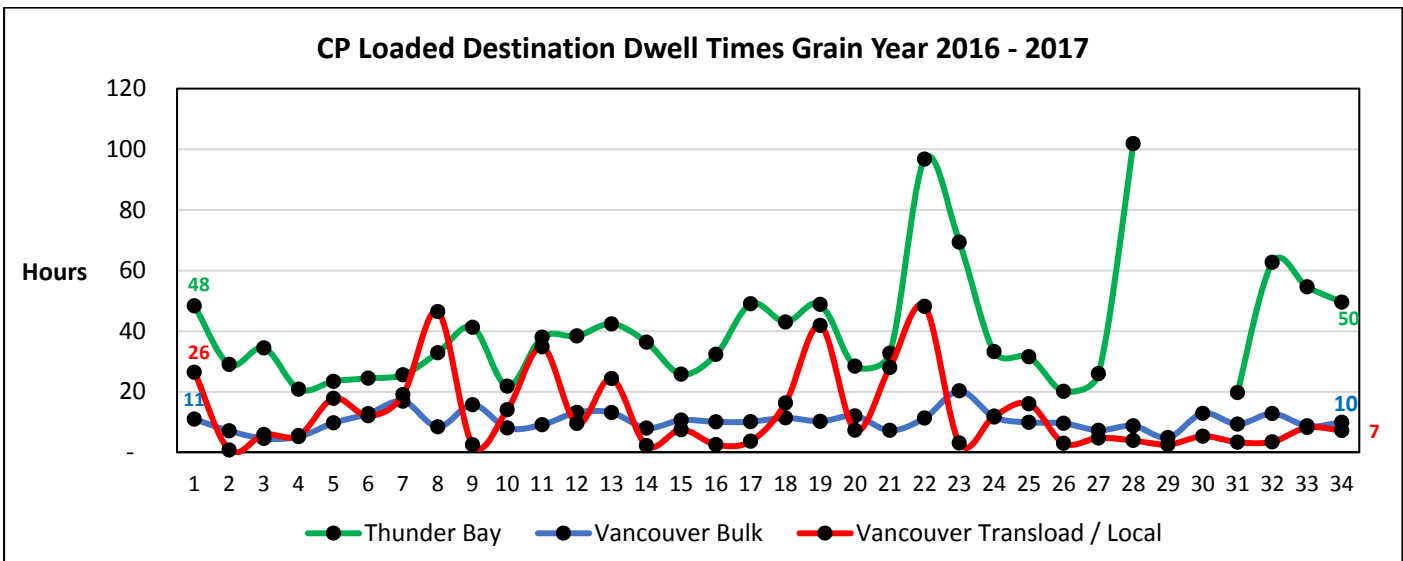
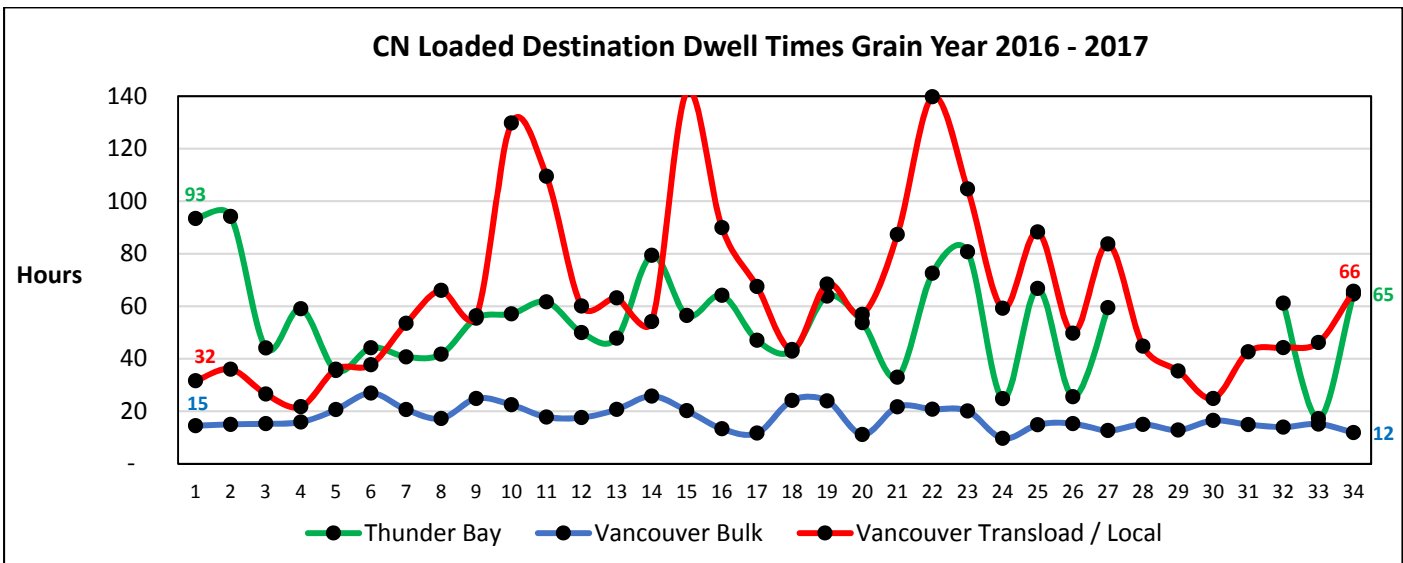


## Origin Dwell Performance

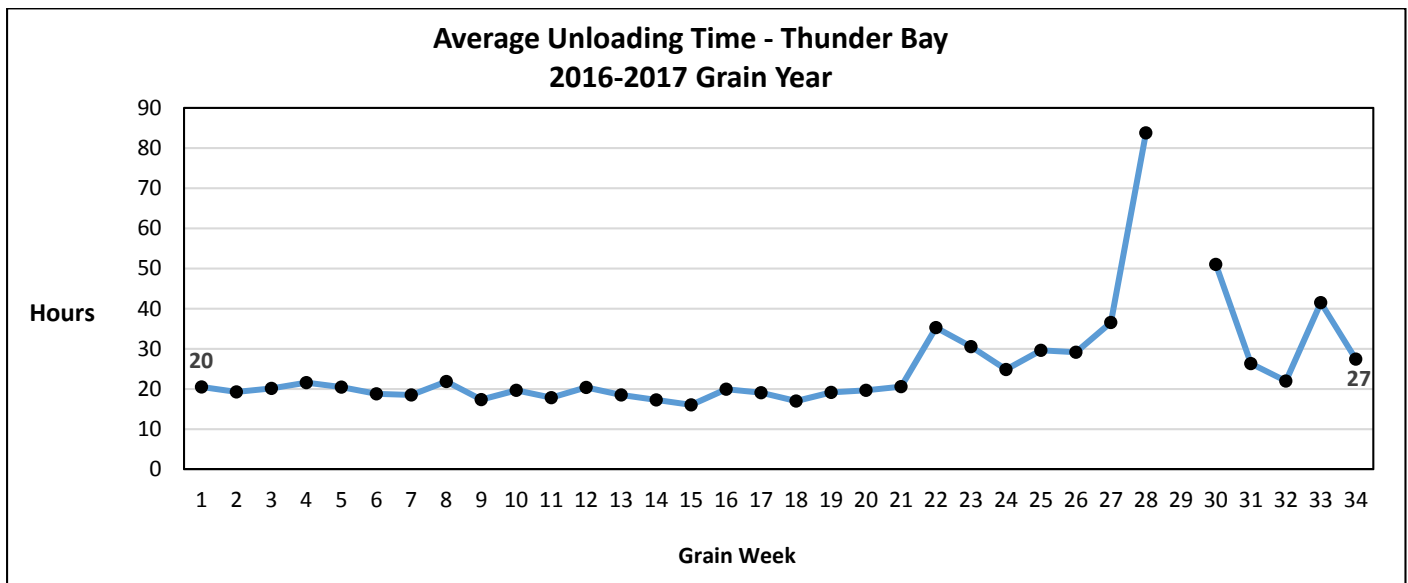
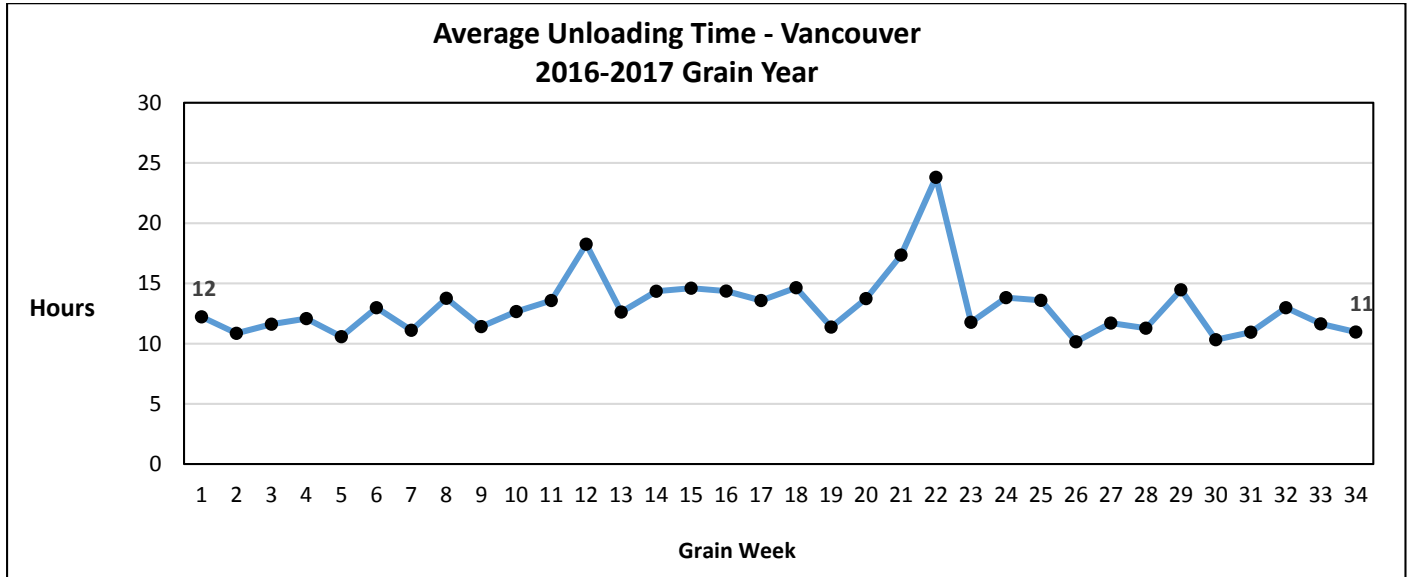




## Destination Dwell Performance



## Port Terminal - Unloading Time





## Glossary of Terms

|   |   |
|---|---|
| Hopper Car Demand                               | The total number of hopper cars ordered for a given want week for each of CN and CP. Demand data is presented for the current week report and for the grain year to date. Comparisons are provided for the current grain versus the prior grain year.   |
| Empty Hopper Cars Supplied                      | A count of all empty hopper cars supplied for the grain service week being reported on. Supply is categorized based on whether it is for the current want week, for prior week orders or for future week orders (supplied early).   |
| Supplied by Block Size                          | Percentage distribution of total hopper car supply for the current report week and year to date (YTD) based on the block size ordered by shippers and as reported by shippers.  |
| Hopper Cars Supplied in Want Week               | A count of all empty hopper cars supplied for a want week in that want week including cars supplied early which are considered on time.   |
| Want Week                                       | Order week as defined by the railways   |
| Cars Supplied Early                             | Cars supplied for orders in a given want week supplied in advance of that week – these cars are considered on time for performance measurement purposes.  |
| Cars Supplied Late                              | Cars supplied during a grain service week that are for a prior week’s orders.   |
| Hopper Car Orders Supplied Within the Want Week | The number of hopper cars supplied by the railways during or in advance of the want week expressed as a percentage of total orders for the week.  |
| Outstanding Orders                              | Orders that shippers expect to have fulfilled by the railways that remain unfulfilled as of the report date. This excludes bad order cars, shorted cars, denied orders and railway cancellations.   |
| Unfulfilled Demand                              | 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.<br><br>This total unfulfilled demand includes orders not filled as a result of bad order and shorted cars and as such represents the volume of missed and deferred shipper orders. |
| Origin Dwell                                    | 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.   |
| Destination Dwell                               | 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.   |
| Port Terminal Unloading Time                    | The average elapsed time between the placement of a loaded car for unloading to the release of the empty car. This measure is based on railway reported placement and empty release events.   |