

## Week 7 Performance

CN and CP supplied a combined 78% of hopper cars ordered in grain week 7, a decline from last week's 79%, reflecting a decrease in performance on CN offset by an increase in performance on CP. CN's performance was below the 90% threshold for the fifteenth consecutive week, supplying 74% of cars ordered. CP's performance increased week over week, supplying 82% of cars ordered as compared to 75% in the prior week. CN and CP combined will enter week 8 with 1,630 outstanding cars - a net 3% decline (-58) from the 1,688 cars outstanding at the end of last week. The change in the outstanding car count represents a decline in the number of outstanding hopper cars on CN by (-82) and an increase in the number of outstanding hopper cars on CP by (+24) .

In week 7, CN corridor performance improved or remained the same in 4 of 6 corridors relative to last week's performance. Performance declines were seen in the Vancouver Bulk and USA / Mexico corridors, which saw 57% and 86% of cars ordered for week 7 supplied on time. The poor order fulfillment performance in the Vancouver corridor is driven by CN's decision to ration 1,154 hopper car orders representing 40% of shipper demand in this corridor in week 7. These two corridors combined represented 54% of total hopper car demand for CN in week 7. CP saw performance hold or improved in 4 of 5 corridors with a notable drop in performance seen in the Eastern Canada corridor which saw no orders supplied on time - this corridor represented less than 1% of total CP demand in week 7.

With the exception of two week 5 orders and five week 6 orders - all to the account of CP - all other outstanding orders (17) remain current - i.e. unfulfilled week 7 orders.

### CN

- CN supplied 74% of hopper cars ordered for week 7, representing a decrease from last week's 83% order fulfillment performance. CN supplied 3,935 of 5,352 cars ordered, failing to supply 1,417 cars ordered.
- During week 7, CN supplied a total of 4,295 hoppers with 268 being outstanding orders placed prior to week 7 (see table page 3).
- CN's performance was inconsistent across shippers with 43% of shippers receiving less than 75% of cars ordered on time.
- Shipper demand remained above the 4,000-car threshold for the fourth consecutive week.
- Shipper demand for hopper cars is 1% lower in week 8, declining to 5,297 and is expected to decrease 2% to 5,216 cars in week 9.
- Heading into week 8, CN has 190 outstanding orders, reflecting a 30% decrease (-82) from the 272 outstanding orders at the beginning of week 7.

### CP

- CP fulfilled 82% of hopper cars ordered for week 7, reflecting an increase from the 75% seen last week.
- For week 7, CP supplied 4,740 of 5,787 cars ordered, failing to supply 1,047 cars ordered.
- During week 7, CP supplied a total of 5,295 hoppers including 876 for previously outstanding orders. (see table page 3).
- Shipper demand remained above 4,000 cars for the fifth consecutive week in the current grain year.
- Shipper demand for hopper cars will increase 13% to 6,553 in week 8 and is expected to decrease 6% to 6,155 cars in week 9. Readers are cautioned that forward looking estimates of hopper car demand on CP can change significantly due to the week to week management of Dedicated Train orders by individual shippers.
- CP's performance was inconsistent across shippers with 33% of shippers receiving less than 60% of cars ordered on time.
- Heading into week 8, CP has 1,440 outstanding orders, representing a 2% increase (+24) from the 1,416 outstanding orders entering week 7.

## Hopper Car Rationing

### CN

- CN rationed 1,158 hopper car orders in week 07 - 99% of which were for the Vancouver corridor.
- Preliminary indications suggest that some level of rationing continues into week 8.
- Through the first 07 weeks of the current grain year, CN has rationed 1,928 hopper car orders as compared to none for the same period last year.
- YTD 2020/2021 orders have been rationed across all corridors as shown below:
  - Vancouver (1,410)
  - Prince Rupert (514)



- USA / Mexico (4)

## CP

- CP rationed zero hopper car orders in week 07.
- Preliminary indications suggest that there will be no rationing in week 08.
- Through the first 07 weeks of the current grain year, CP has rationed no hopper car orders for ATC shippers, as compared to none for the same period last year.



## Performance Dashboard

### Hopper Car Demand

|              | Week 07       |              |                         | 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 |
|              | CN            | 5,352        | 3,465                   | 1,887         | 29,199         | 4,171         | 20,401         | 2,914                      | 8,798          |
| CP           | 5,787         | 4,298        | 1,489                   | 35,374        | 5,053          | 26,251        | 3,750          | 9,123                      | 1,303          |
| <b>Total</b> | <b>11,139</b> | <b>7,763</b> | <b>3,376</b>            | <b>64,573</b> | <b>9,224</b>   | <b>46,652</b> | <b>6,664</b>   | <b>17,921</b>              | <b>2,559</b>   |

### Cars Shipped

| Railway      | Corridor      | Week 07      | YTD           |
|--------------|---------------|--------------|---------------|
| CN           | N.A. Domestic | 327          | 2,552         |
|              | Prince Rupert | 1,225        | 7,337         |
|              | Thunder Bay   | 845          | 4,513         |
|              | Vancouver     | 2,282        | 14,014        |
| <b>Total</b> |               | <b>4,679</b> | <b>28,416</b> |
| CP           | N.A. Domestic | 367          | 2,080         |
|              | Thunder Bay   | 2,211        | 9,318         |
|              | Vancouver     | 2,573        | 21,444        |
| <b>Total</b> |               | <b>5,151</b> | <b>32,842</b> |

### Empty Hopper Cars Supplied - Week 07 (All Want Weeks)

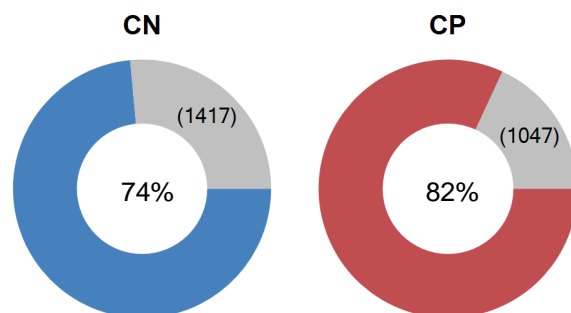
|              | Current Week Orders |              | Prior Week Orders |            | Future Week Orders |            | Total Cars Supplied |              |
|--------------|---------------------|--------------|-------------------|------------|--------------------|------------|---------------------|--------------|
|              | This Year           | Last Year    | This Year         | Last Year  | This Year          | Last Year  | This Year           | Last Year    |
|              | CN                  | 3,922        | 3,226             | 268        | 51                 | 105        | 8                   | 4,295        |
| CP           | 4,386               | 3,064        | 876               | 118        | 33                 | 755        | 5,295               | 3,937        |
| <b>Total</b> | <b>8,308</b>        | <b>6,290</b> | <b>1,144</b>      | <b>169</b> | <b>138</b>         | <b>763</b> | <b>9,590</b>        | <b>7,222</b> |

### Supplied by Block Size

| Block Size | Week 07 |     |       | Year to Date |     |       |
|------------|---------|-----|-------|--------------|-----|-------|
|            | CN      | CP  | Total | CN           | CP  | Total |
| 1          | 1%      | 3%  | 2%    | 2%           | 3%  | 2%    |
| 25         | 2%      | 1%  | 2%    | 3%           | 1%  | 2%    |
| 50         | 11%     | 4%  | 7%    | 10%          | 5%  | 7%    |
| 100        | 86%     | 92% | 89%   | 85%          | 90% | 88%   |

### Current Week Order Fulfillment

|  | CN           | CP           | Total        |
|--|--------------|--------------|--------------|
| Current Week Hopper Car Demand           | 5,352        | 5,787        | 11,139       |
| Current Week Order Fulfillment           |              |              |              |
| Supplied in Current Week                 | 3,922        | 4,386        | 8,308        |
| Supplied Early                           | 13           | 354          | 367          |
| <b>Total Cars Supplied for Want Week</b> | <b>3,935</b> | <b>4,740</b> | <b>8,675</b> |
| Current Week Unfulfilled Demand          | (1,417)      | (1,047)      | (2,464)      |
| % Current Week Orders Supplied           | 74%          | 82%          | 78%          |



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

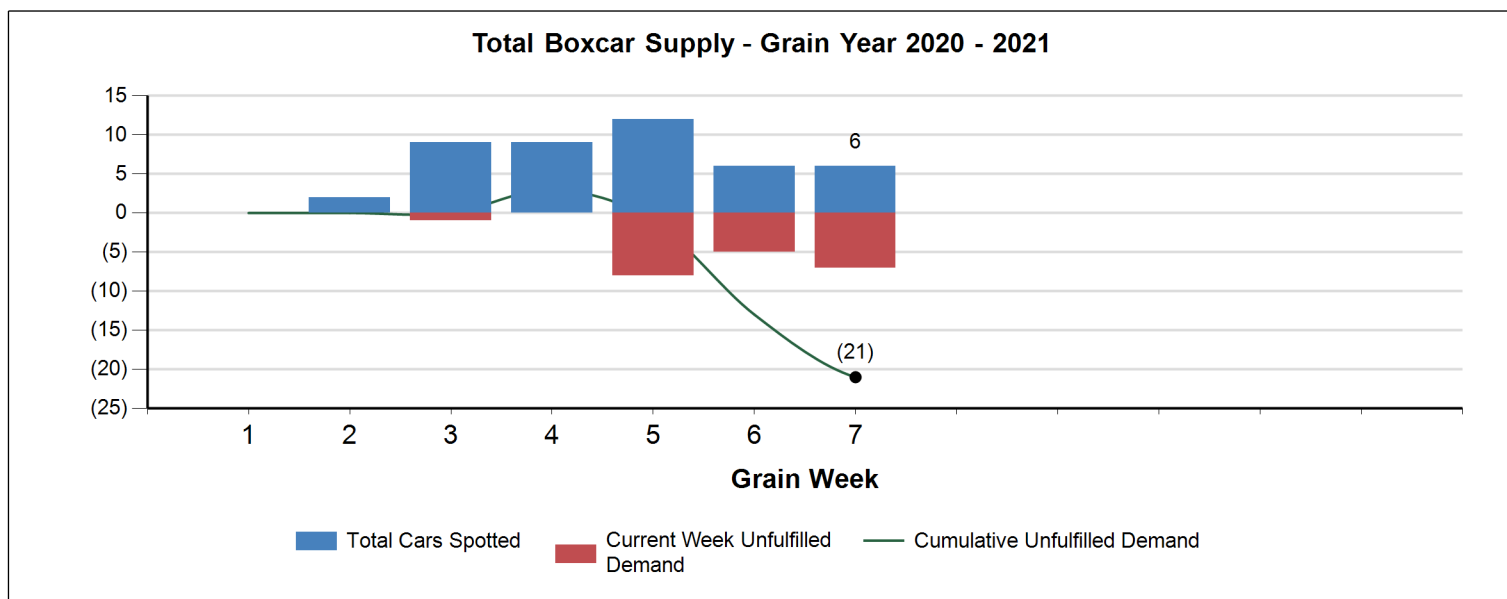
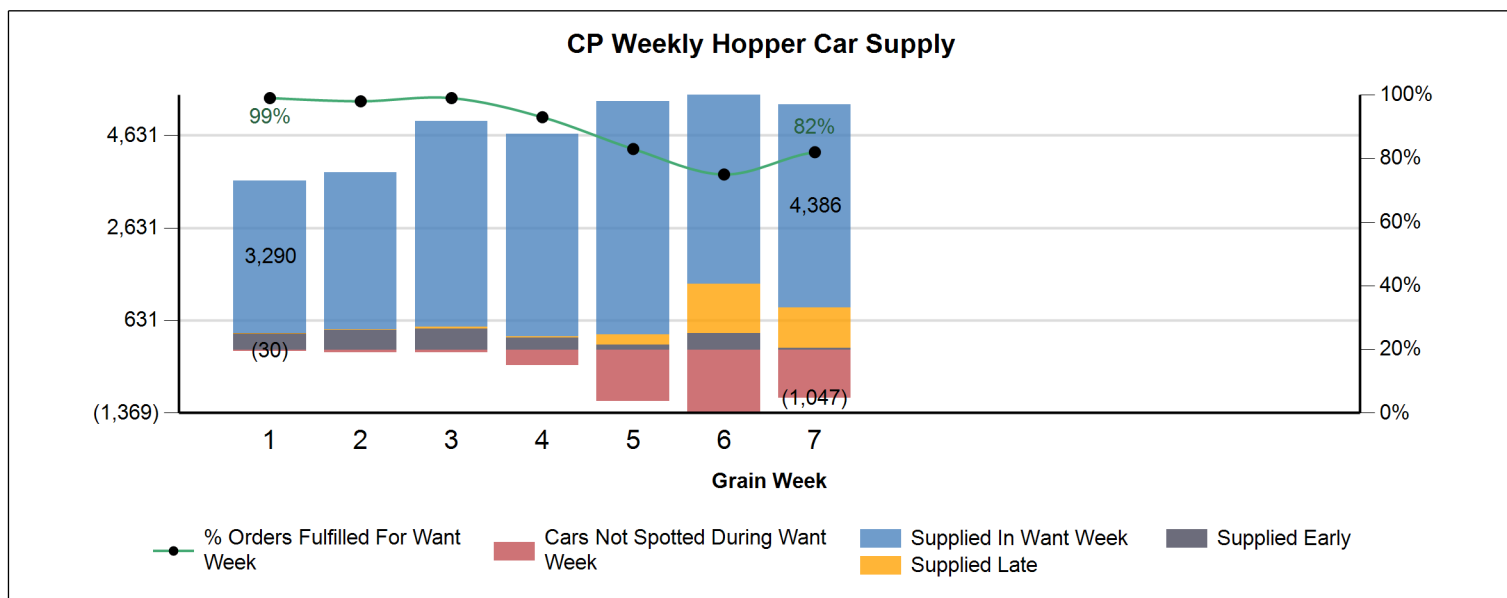
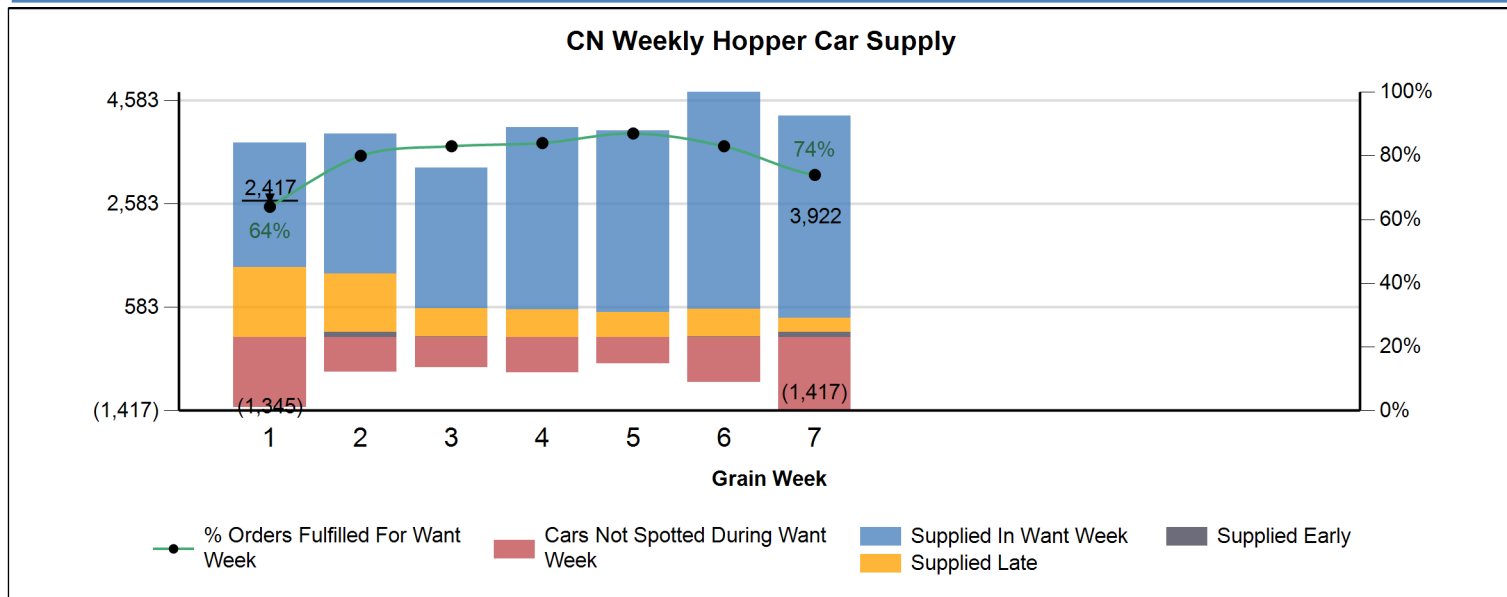
|    | Week 07   |           | Year to Date |           |
|----|-----------|-----------|--------------|-----------|
|    | This Year | Last Year | This Year    | Last Year |
| CN | 27        | 26        | 49           | 25        |
| CP | 21        | 27        | 42           | 26        |

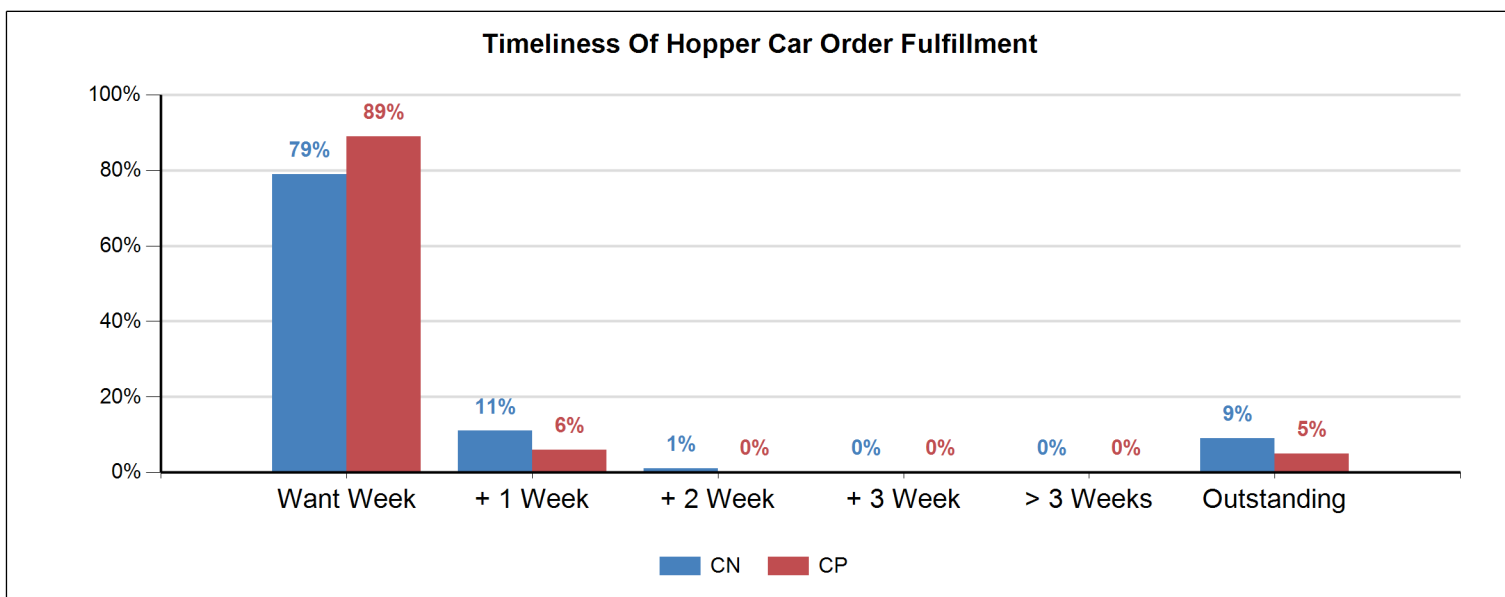
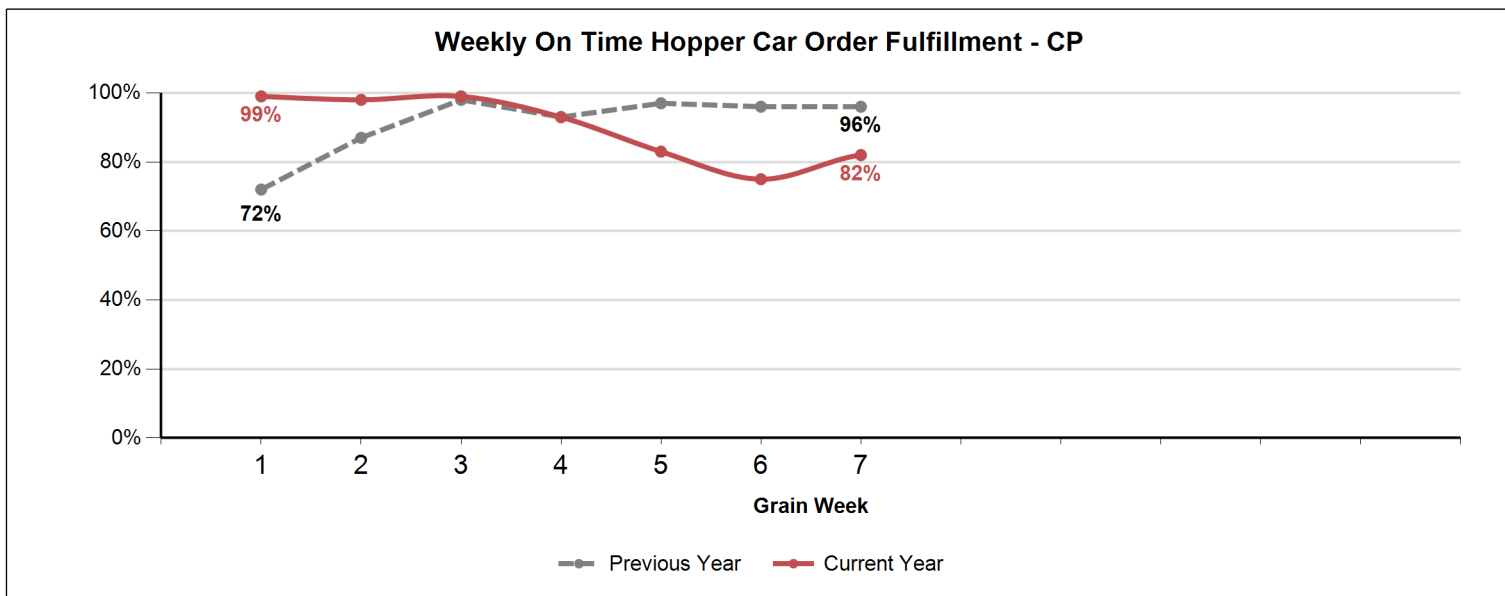
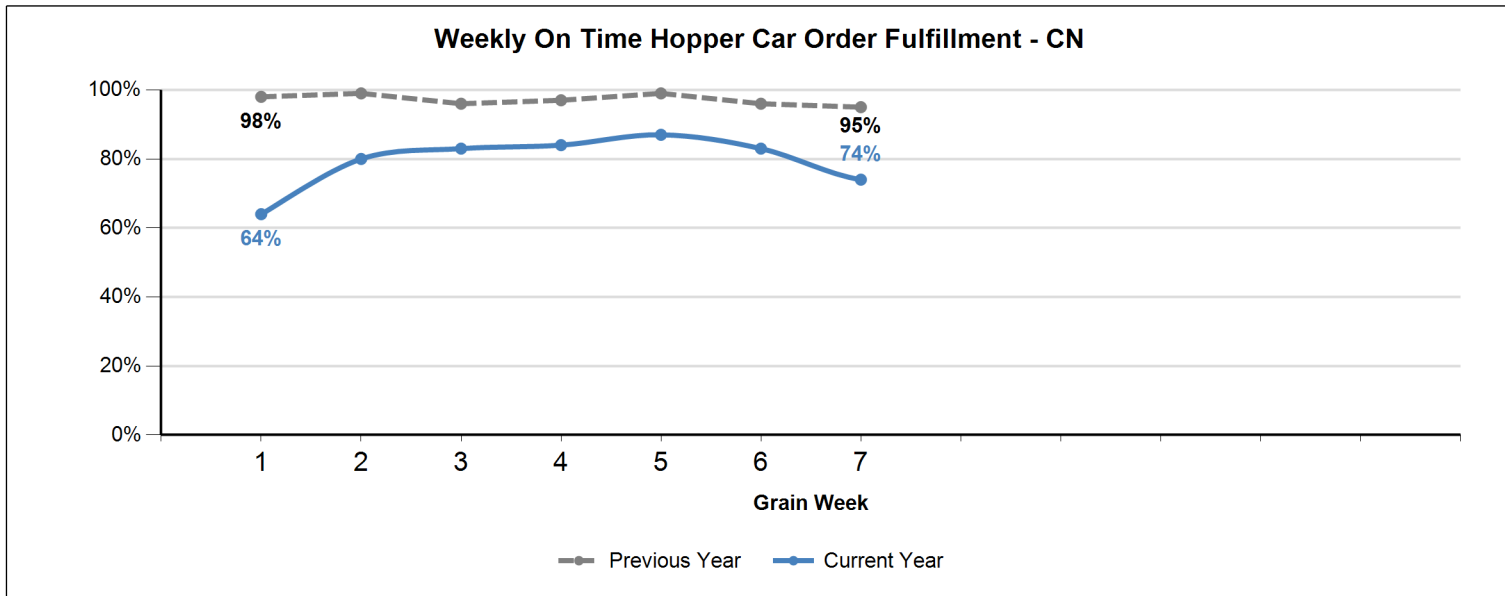
### Dwell Time (Hours) at Destination (All Traffic)

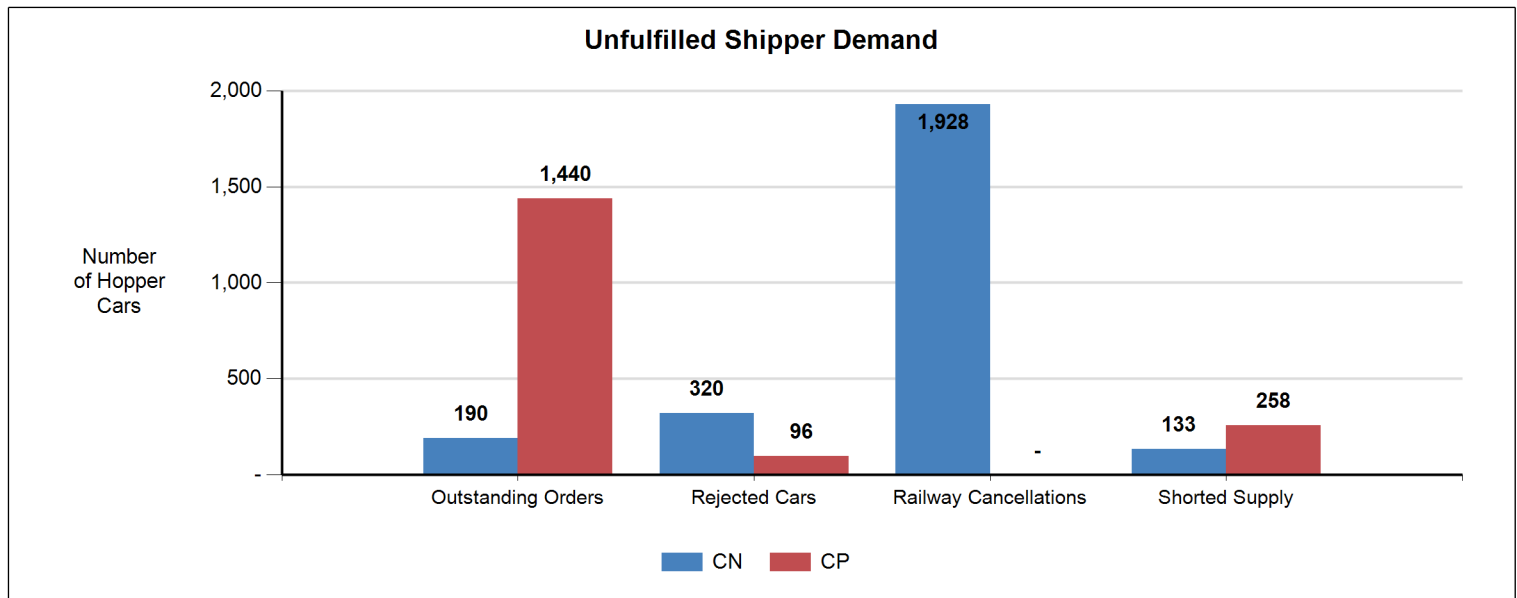
|             |    | Week 07   |           | Year to Date |           |
|-------------|----|-----------|-----------|--------------|-----------|
|             |    | This Year | Last Year | This Year    | Last Year |
| Vancouver   | CN | 15        | 20        | 14           | 16        |
|             | CP | 25        | 19        | 30           | 26        |
| Thunder Bay | CN | 36        | 21        | 38           | 21        |
|             | CP | 29        | 39        | 32           | 33        |



Weekly Performance Update - To Grain Week 07 (Grain Year 2020-21)  
 Covering 90% of grain movement originating in Western Canada







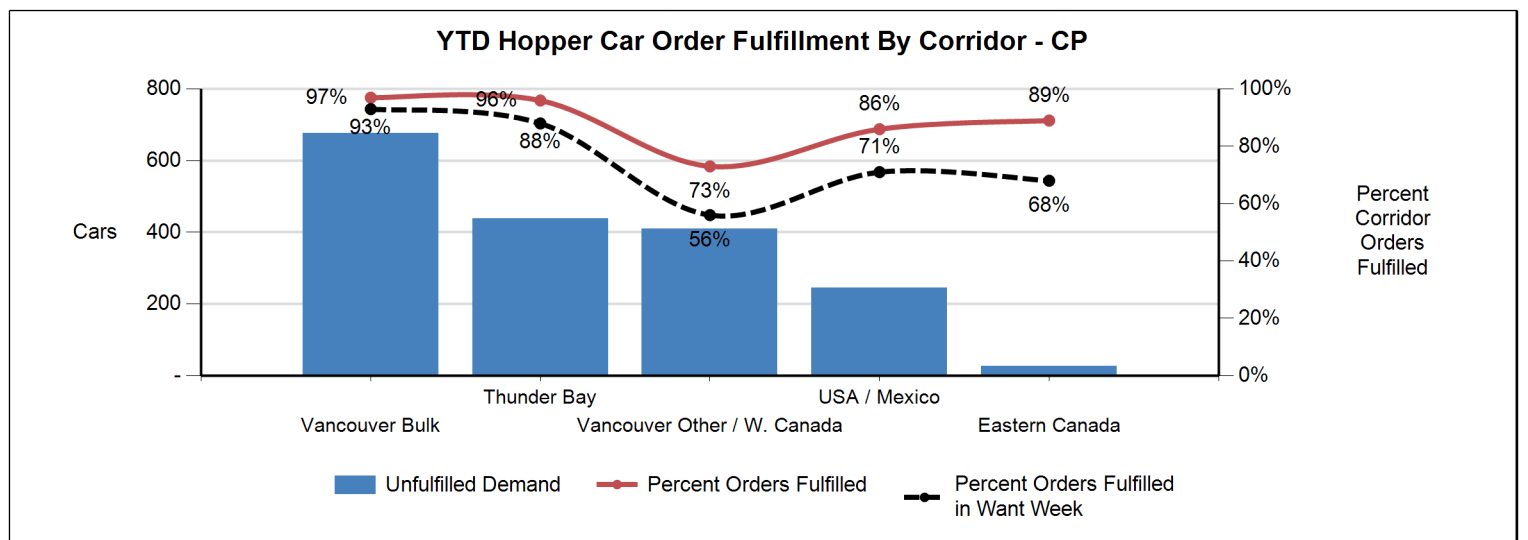
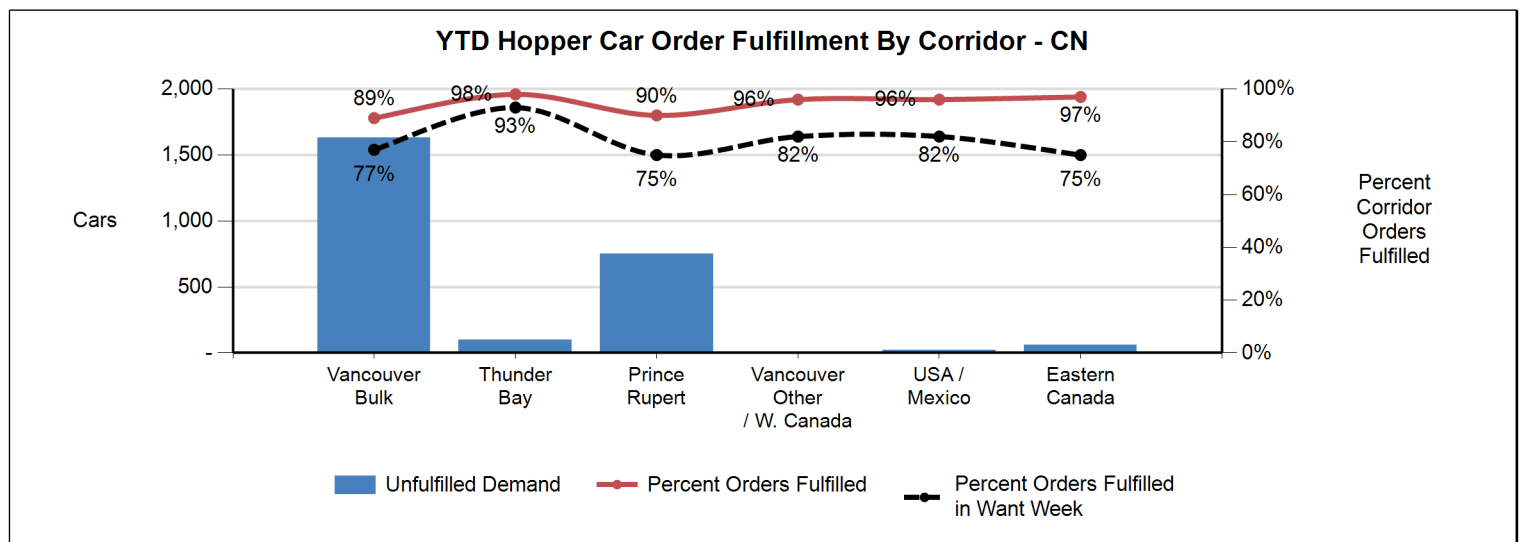
## Corridor Performance

### Total Hopper Car Supply by Corridor for Current Year Orders - To Week 07

| Railway      | Corridor                    | Ordered       | Supplied      | Unfulfilled Demand | %Supplied  |
|--------------|-----------------------------|---------------|---------------|--------------------|------------|
| CN           | Vancouver Bulk              | 14,783        | 13,152        | (1,631)            | 89%        |
|              | Thunder Bay                 | 4,535         | 4,436         | (99)               | 98%        |
|              | Prince Rupert               | 7,357         | 6,605         | (752)              | 90%        |
|              | Vancouver Other / W. Canada | 172           | 165           | (7)                | 96%        |
|              | USA / Mexico                | 543           | 522           | (21)               | 96%        |
|              | Eastern Canada              | 1,809         | 1,748         | (61)               | 97%        |
| <b>Total</b> |                             | <b>29,199</b> | <b>26,628</b> | <b>(2,571)</b>     | <b>91%</b> |
| CP           | Vancouver Bulk              | 21,554        | 20,878        | (676)              | 97%        |
|              | Thunder Bay                 | 10,346        | 9,908         | (438)              | 96%        |
|              | Vancouver Other / W. Canada | 1,539         | 1,130         | (409)              | 73%        |
|              | USA / Mexico                | 1,697         | 1,452         | (245)              | 86%        |
|              | Eastern Canada              | 238           | 212           | (26)               | 89%        |
| <b>Total</b> |                             | <b>35,374</b> | <b>33,580</b> | <b>(1,794)</b>     | <b>95%</b> |

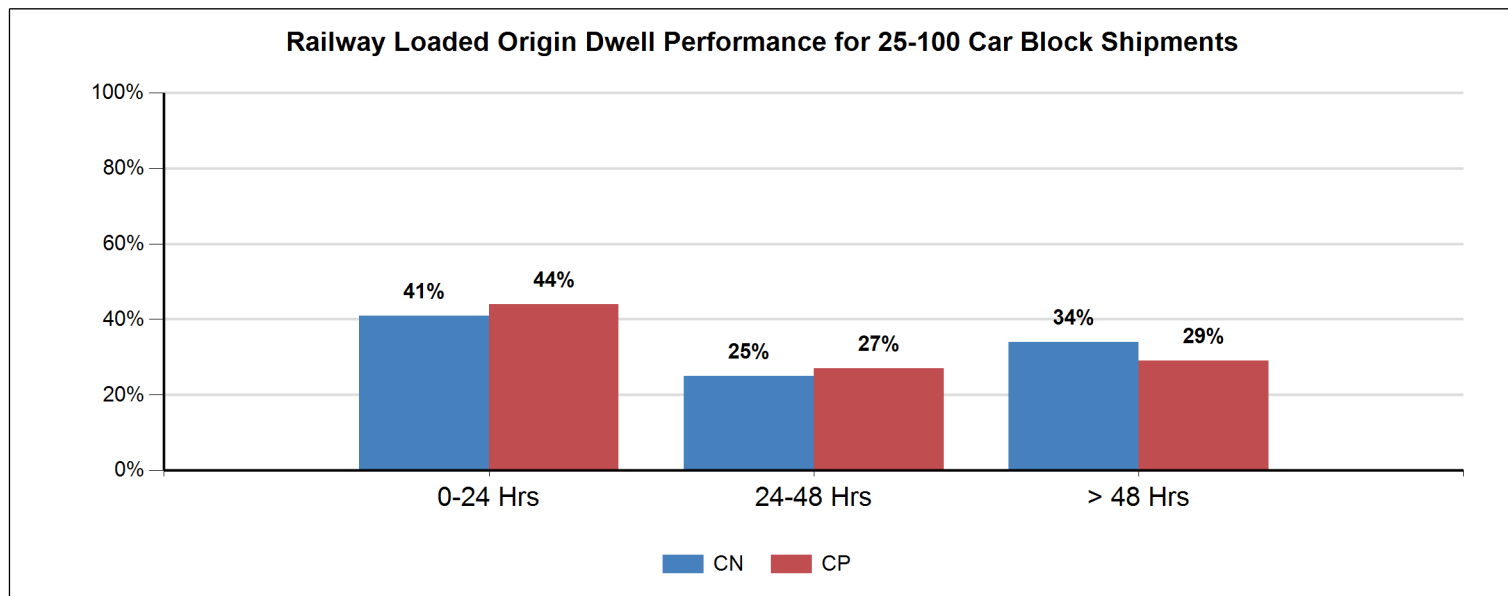
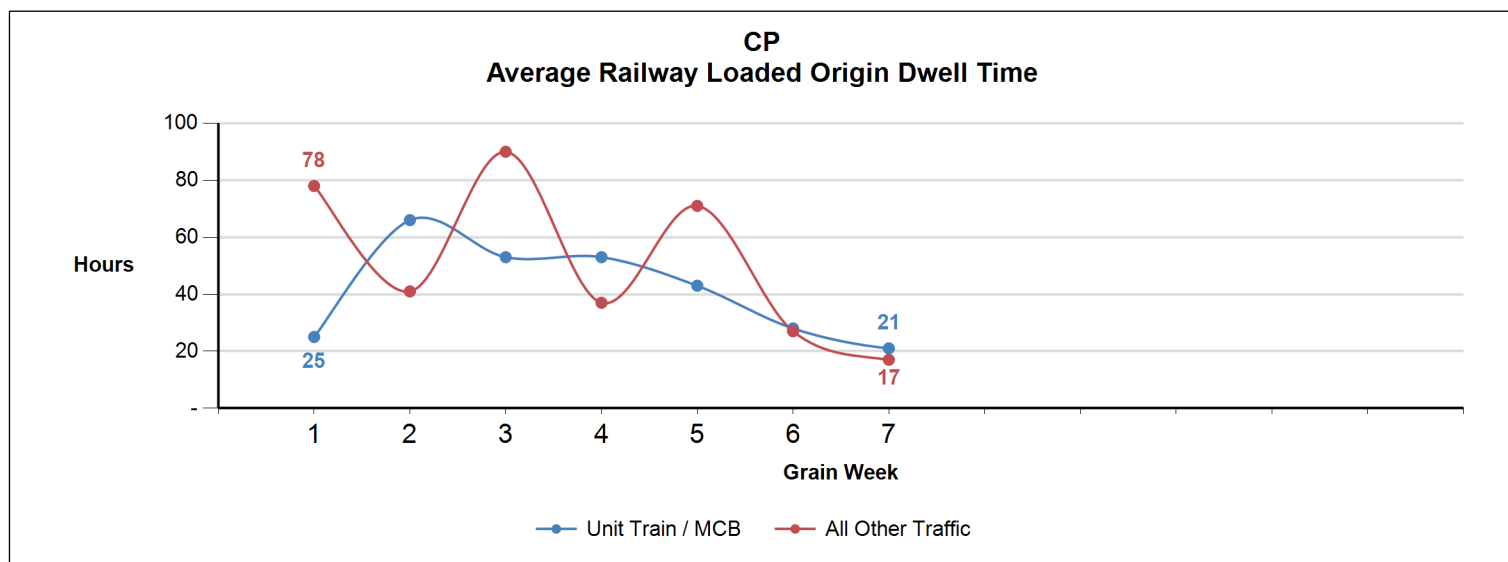
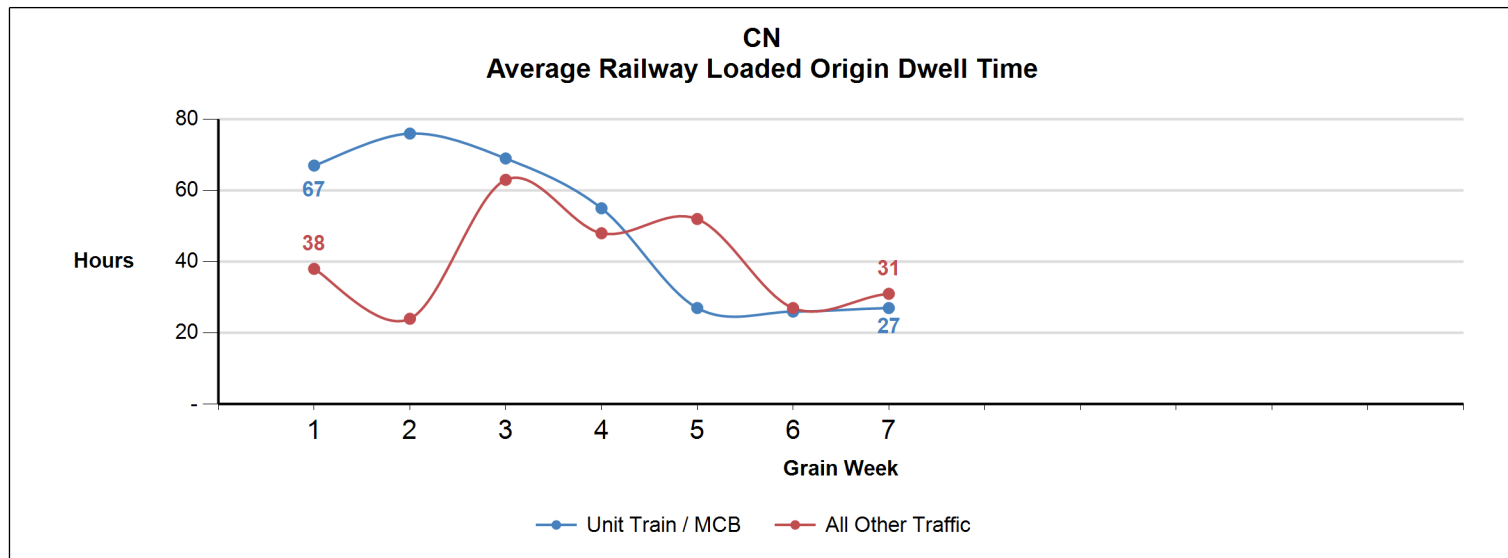
Hopper Cars Supplied in the Want Week by Corridor - To Week 07

| Railway         | Corridor                    | Week 07      |              |              | Year to Date  |               |               |
|-----------------|-----------------------------|--------------|--------------|--------------|---------------|---------------|---------------|
|                 |                             | Ordered      | Supplied     | %Supplied    | Ordered       | Supplied      | %Supplied     |
| CN              | Vancouver Bulk              | 2,851        | 1,626        | 57%          | 14,783        | 11,414        | 77%           |
|                 | Thunder Bay                 | 855          | 845          | 99%          | 4,535         | 4,234         | 93%           |
|                 | Prince Rupert               | 1,255        | 1,115        | 89%          | 7,357         | 5,545         | 75%           |
|                 | Vancouver Other / W. Canada | 30           | 24           | 80%          | 172           | 141           | 82%           |
|                 | USA / Mexico                | 29           | 25           | 86%          | 543           | 446           | 82%           |
|                 | Eastern Canada              | 332          | 300          | 90%          | 1,809         | 1,364         | 75%           |
|                 | <b>CN Total</b>             |              | <b>5,352</b> | <b>3,935</b> | <b>74%</b>    | <b>29,199</b> | <b>23,144</b> |
| CP              | Vancouver Bulk              | 2,594        | 2,166        | 84%          | 21,554        | 20,070        | 93%           |
|                 | Thunder Bay                 | 2,634        | 2,311        | 88%          | 10,346        | 9,060         | 88%           |
|                 | Vancouver Other / W. Canada | 425          | 157          | 37%          | 1,539         | 860           | 56%           |
|                 | USA / Mexico                | 109          | 106          | 97%          | 1,697         | 1,206         | 71%           |
|                 | Eastern Canada              | 25           | 0            | 0%           | 238           | 162           | 68%           |
| <b>CP Total</b> |                             | <b>5,787</b> | <b>4,740</b> | <b>82%</b>   | <b>35,374</b> | <b>31,358</b> | <b>89%</b>    |

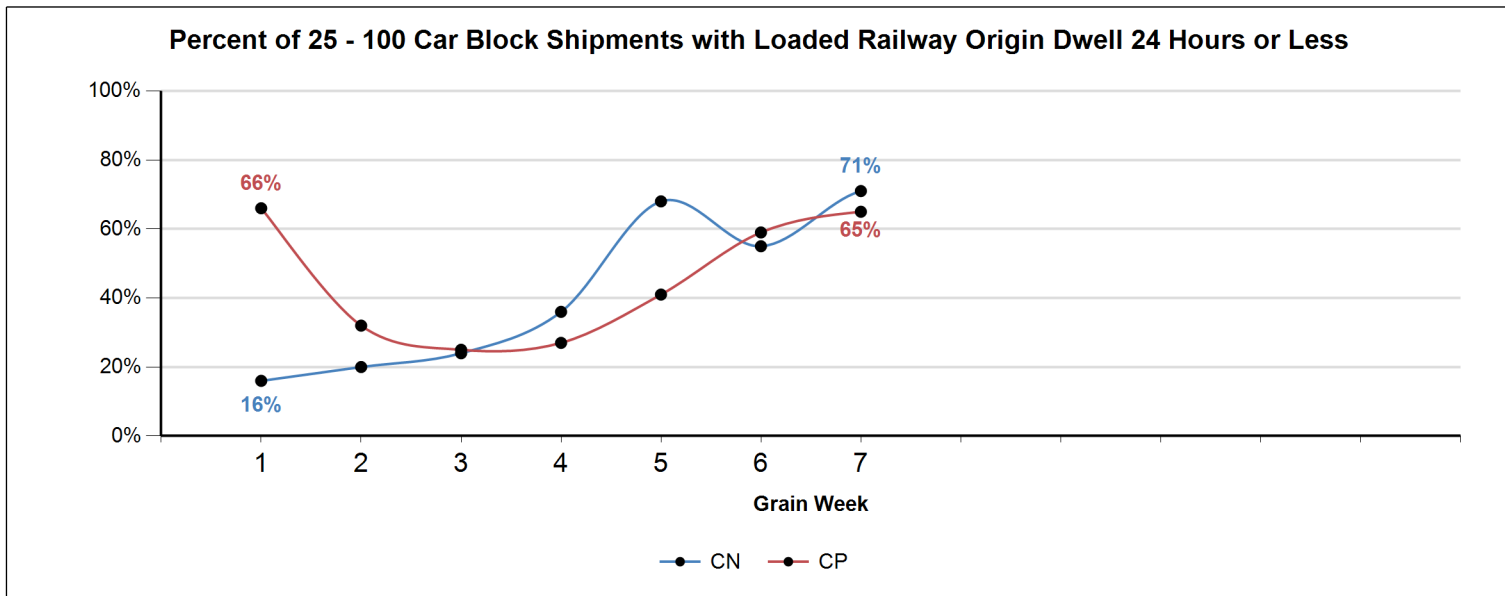




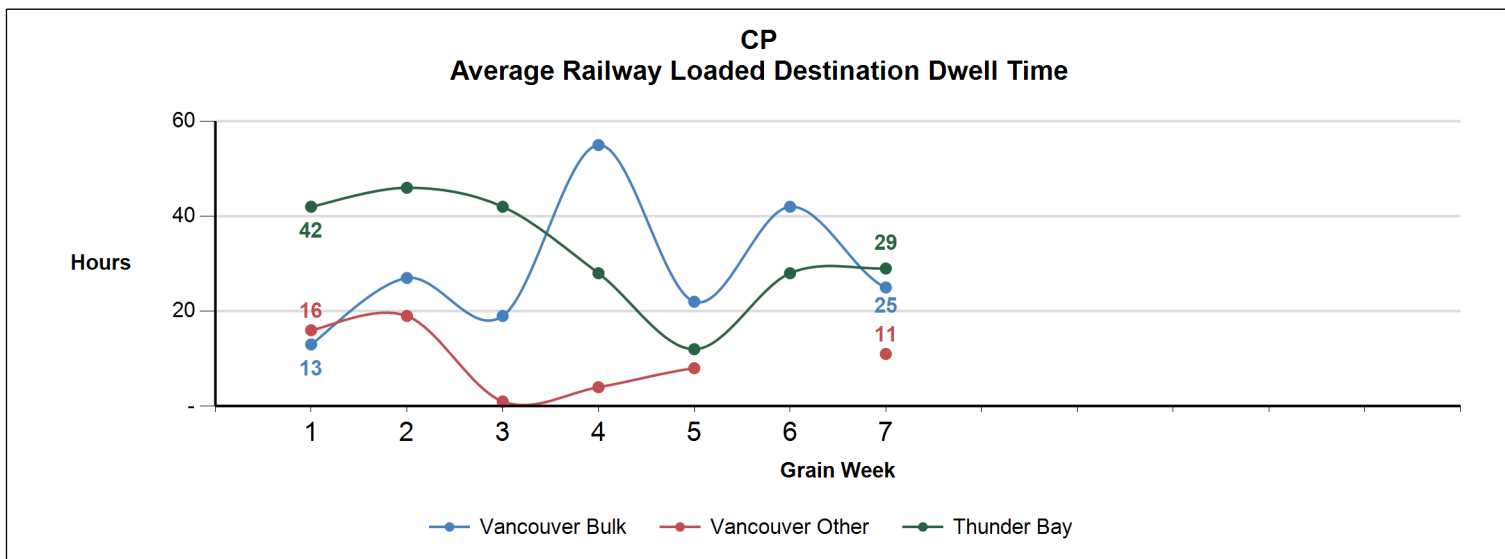
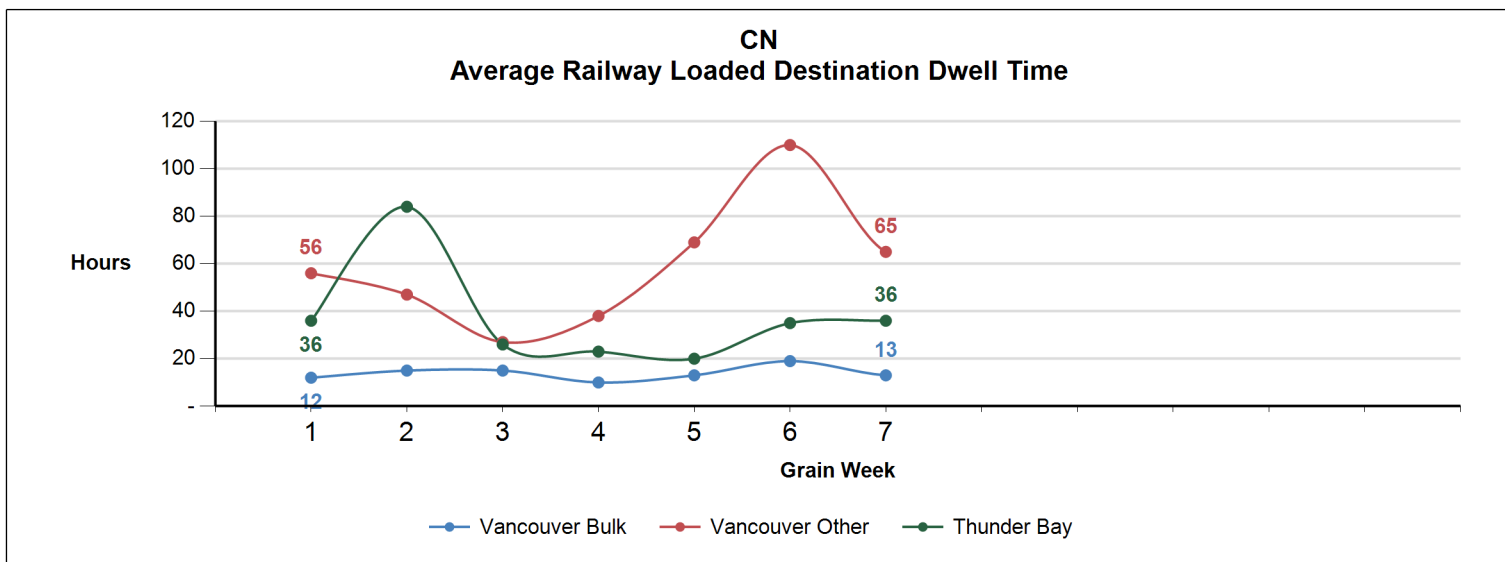
### Origin Dwell Performance





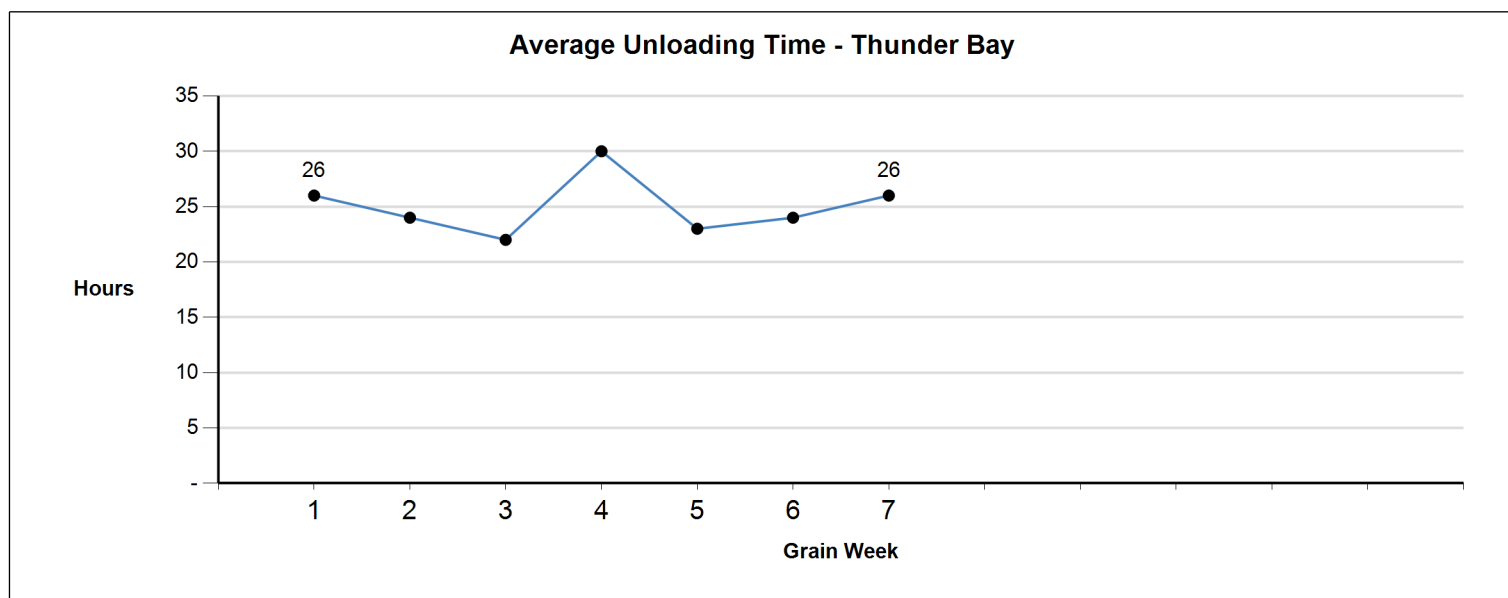
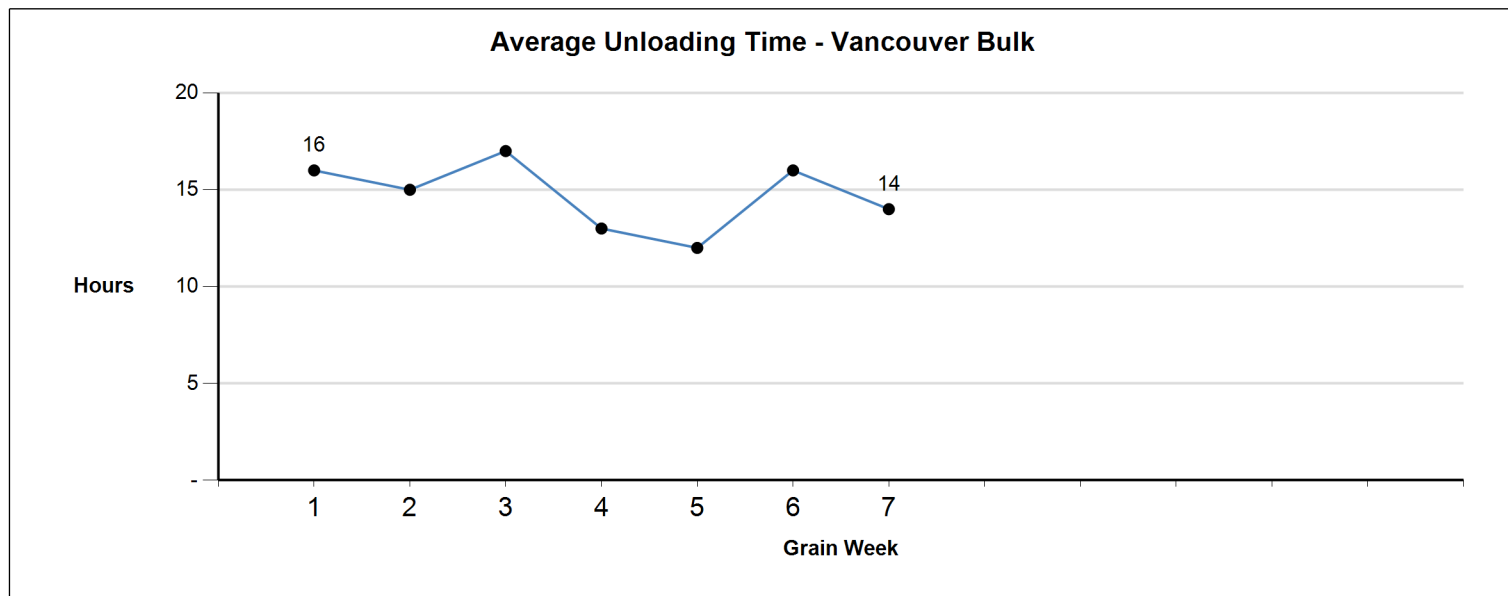


## Destination Dwell Performance





### 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.   |
| Future Week Orders                              | Orders supplied in a given grain service week that are for orders in weeks after the week for which performance is being reported. – Reference Page 1 – Empty Hopper Cars Supplied   |
| Prior Week Orders                               | Orders supplied in a given grain service week that are for orders in weeks prior to the week for which performance is being reported. – Reference Page 1 – Empty Hopper Cars Supplied  |
| 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. 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.  |
| Unloading Time                                  | The average time elapsed between the placement of a loaded car at the receiver's facility and the release of the empty car back to the railway.  |
| 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.  |