

Note to Reader:

Due to revised shipper reporting CP week 02 performance is revised downward to 62% from the previously reported 64%. Concurrently CP outstanding orders for week 02 are revised upward to 1,499 from the previously reported 1,387.

Week 03 performance reflects the period from August 18-25 which saw both CN and CP undertake structured shutdowns of their respective networks leading up to a lockout of union train and engine personnel effective at 00:01 August 22. Train operations for CN and CP began to restart between August 24 - 25 following a government order forcing employees back to work.

Week 03 Performance

CN and CP supplied a combined 44% of hopper cars ordered in grain week 03, a dramatic decline from the 72% order fulfillment performance seen in week 02. In supplying 36% of cars ordered by shippers in week 03, CN performance declined significantly from the 84% order fulfillment performance seen the prior week. CN performance remains below the 90% performance threshold for the fifth straight week. CP performance also saw significant deterioration this week with the railway supplying only 51% of shipper orders in week 03 as compared to 62% the prior week. CP performance remains below the 90% performance threshold for a third straight week.

In week 03, CN performance improved or remained the same in 1 of 3 corridors relative to last week that being the Eastern Canada corridor. While performance to Eastern Canada (95%) was materially better than the prior week (50%), with total demand of less than 150 cars it had little impact on overall performance. The most significant performance declines this week were seen in the Vancouver Bulk and Thunder Bay corridors where CN fulfilled 39% and 0% of shipper orders respectively. Those two corridors at more than 2,300 cars represented 92% of total CN demand in week 03.

CP performance improved or remained the same in 2 of 5 corridors relative to last week with those being the Vancouver Other and Eastern Canada corridors where CP supplied all cars ordered by shippers for each. With total demand for these two corridors at less than 110 cars however performance in these two corridors had little influence on overall performance. Significant declines in performance were seen this week in the Vancouver Bulk, Thunder Bay and US corridors. For the Vancouver Bulk corridor CP supplied only 58% of the 2,000+ cars ordered by shippers, down from 64% order fulfillment performance seen in this corridor a week ago. For Thunder Bay CP supplied only 35% of the 600+ cars ordered by shippers and for the US corridor 11% of cars were supplied.

System demand for hopper cars saw a 24% decline from the prior week with total demand falling to 5,500 cars - down from more than 7,100 cars the week prior. Both railways seeing lower demand in week 03 with CN seeing an 18% decline and CP a 28% decline. The lower demand numbers are in part reflective of shippers reducing orders with the railways due, at the time, to the uncertainty regarding a potential labour disruption. Given the railways' pre-occupation with ensuring an orderly shutdown of their operations prior to August 22nd it is not surprising that empty car spotting took a significant tumble this week. CN and CP combined spotted slightly less than 3,400 hopper cars in week 03 - 50% less than the prior week. While both railways saw car spotting decline CN saw the steepest decline with the railway spotting only 1,426 cars, a 61% reduction from the prior week. For CP car spotting declined 39% this week with the railway spotting only 1,961 cars. The poor car spotting, despite the reduction in demand, results in CN and CP exiting week 03 with nearly 2,300 outstanding orders.

CN

- CN supplied 36% of hopper cars ordered for week 03, a steep decline from the 84% order fulfillment performance seen in week 02.
- For week 03 CN supplied 907 of 2,546 cars ordered, failing to supply 1,639 cars ordered.
- During week 03, CN supplied a total of 1,426 hopper cars including 522 for previously outstanding orders. (see table page 3).
- CN's performance across individual shippers this week was very uneven with 43% of shippers receiving 97% or more of cars ordered while the remaining shippers saw order fulfillment rates ranging between 0 - 49%.
- Week 03 demand, at 2,546 cars was 18% lower than the prior week.
- Preliminary data indicate demand will increase 68% to more than 4,200 cars in week 04 and then decline 10% to 3,800 cars in week 05.
- Given the disruption seen in week 03 grain shippers are now behind in their shipments. While we are unable to confirm this is the case we believe the demand projected for weeks 04 and 05 may reflect order rationing and understate actual shipper demand.
- Heading into week 04 CN has 208 outstanding orders, less than half the outstanding orders on their books coming into



the week. The improved outstanding order counts are in large part driven by the heavy order rationing undertaken by CN this week as discussed below.

CP

- CP fulfilled 51% of hopper car orders for week 03, a decline from the 62% order fulfillment performance seen the prior week and the third straight week the railway has failed to reach the 80% threshold.
- For week 03, CP supplied 1,511 of 2,978 cars ordered, failing to supply 1,467 cars ordered.
- During week 03, CP supplied a total of 1,961 hopper cars including 561 cars for previously outstanding orders. (see table page 3).
- Performance across individual shippers this week was very inconsistent once again with 55% of shippers receiving 82% or more of cars ordered while the balance of shippers saw order fulfillment rates ranging from 0% to 71%.
- At 2,978 cars ordered in week 03 shipper demand was 28% lower than the prior week.
- Preliminary data indicate that demand for CP will nearly double to more than 5,600 orders in week 04 and then increase further to nearly 6,000 cars in week 05. As always readers are cautioned that forward looking estimates of CP demand can change significantly due to the planning of Dedicated Trains by individual shippers.
- Heading into week 04 CP has 1,980 outstanding orders, an increase from 1,499 outstanding orders coming in to week 03.

Railway Hopper Car Rationing/Cancellations

CN

- CN cancelled 1,419 hopper car orders in week 03 which is why they come out of week 03 with only 208 outstanding orders.
- Preliminary indications from shippers are that the railway continued rationing shipper orders in week 04 and potentially week 05.
- Through the first three weeks of the 2024 - 25 grain year CN has rationed 1,422 orders as compared to none for the same period last year.
- Year to date CN has rationed orders as follows:
 - Vancouver - 881
 - Thunder Bay - 534
 - Prince Rupert - 3
 - USA - 4

CP

- CP cancelled 358 hopper car orders in week 03.
- Preliminary indications from shippers are that the railway continued rationing shipper orders in week 04 and potentially week 05.
- Through the first three weeks of the 2024-25 grain year CP has rationed 413 orders as compared to none for the same period last year.
- Year to date CP has rationed orders as follows:
 - Vancouver - 224
 - Thunder Bay - 189



Performance Dashboard

Hopper Car Demand

	Week 03			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	2,546	1,961	585	8,872	2,957	5,898	1,966	2,974	991
CP	2,978	1,966	1,012	9,818	3,272	7,344	2,448	2,474	824
Total	5,524	3,927	1,597	18,690	6,229	13,242	4,414	5,448	1,815

Cars Shipped

Railway	Corridor	Week 03	YTD
CN	N.A. Domestic	194	374
	Prince Rupert		491
	Thunder Bay		1,048
	Vancouver	1,350	5,986
Total		1,544	7,899
CP	N.A. Domestic	57	789
	Thunder Bay	533	1,359
	Vancouver	2,080	5,918
Total		2,670	8,066

Empty Hopper Cars Supplied - Week 03 (All Want Weeks)

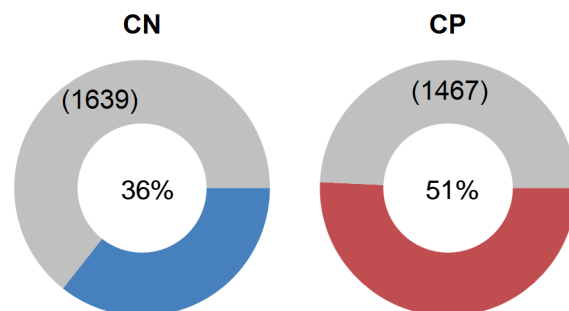
	Current Week Orders		Prior Week Orders		Future Week Orders		Total Cars Supplied	
	This Year	Last Year	This Year	Last Year	This Year	Last Year	This Year	Last Year
CN	904	1,708	522				1,426	1,708
CP	1,400	1,808	561	259	212		1,961	2,279
Total	2,304	3,516	1,083	259	212		3,387	3,987

Supplied by Block Size

Block Size	Week 03			Year to Date		
	CN	CP	Total	CN	CP	Total
1	4%	2%	3%	1%	4%	2%
25	8%		4%	3%	1%	2%
50	18%	3%	9%	3%	1%	2%
100	70%	95%	84%	93%	94%	94%

Current Week Order Fulfillment

	CN	CP	Total
Current Week Hopper Car Demand	2,546	2,978	5,524
Current Week Order Fulfillment			
Supplied in Current Week	904	1,400	2,304
Supplied Early	3	111	114
Total Cars Supplied for Want Week	907	1,511	2,418
Current Week Unfulfilled Demand	(1,639)	(1,467)	(3,106)
% Current Week Orders Supplied	36%	51%	44%

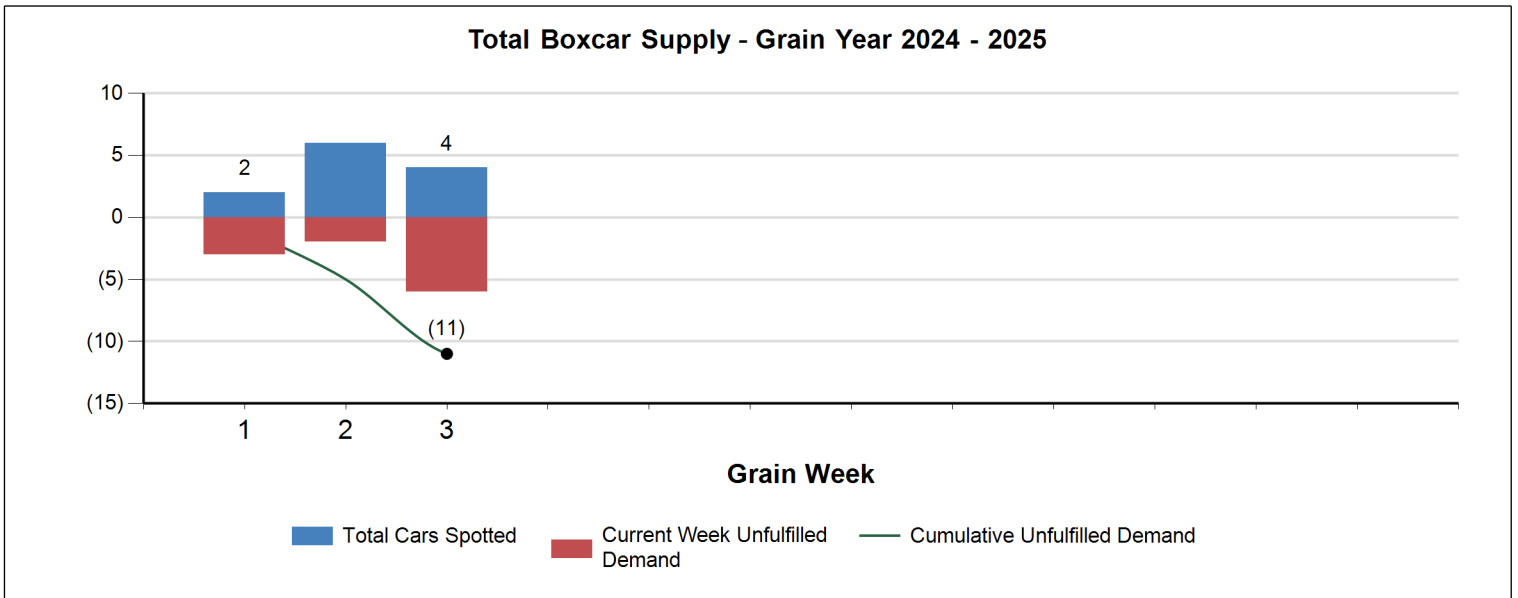
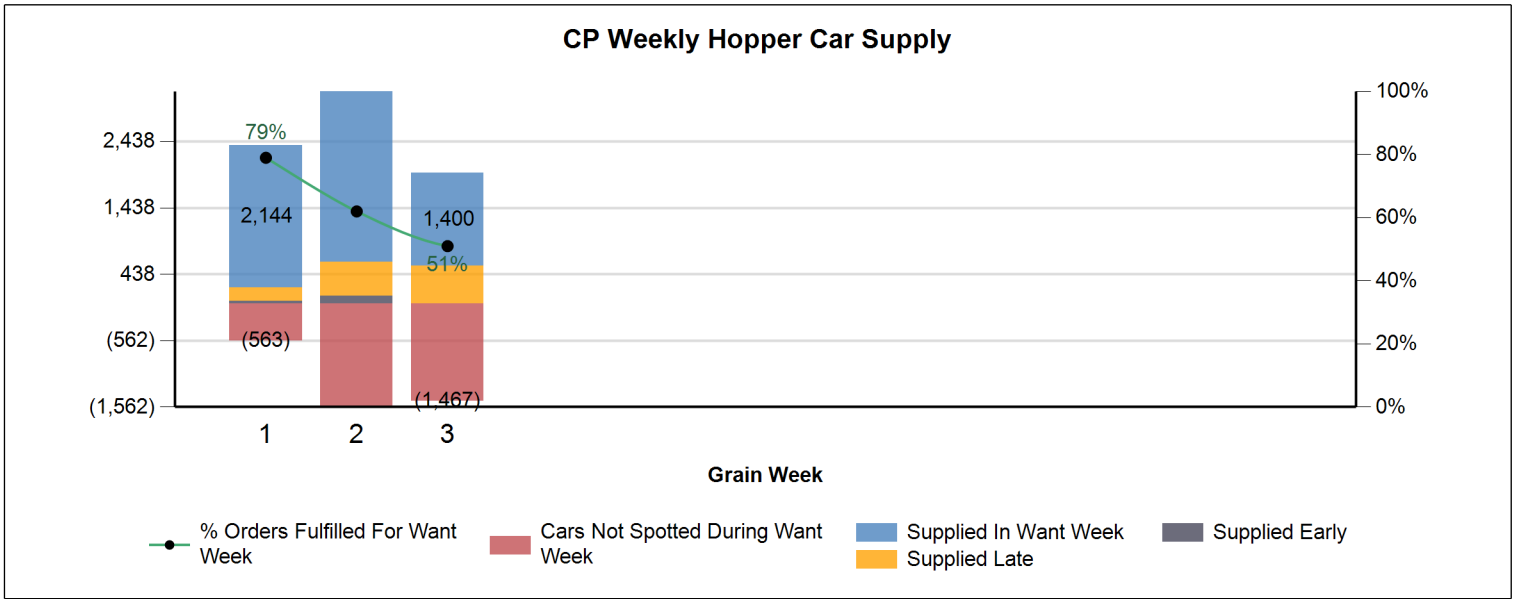
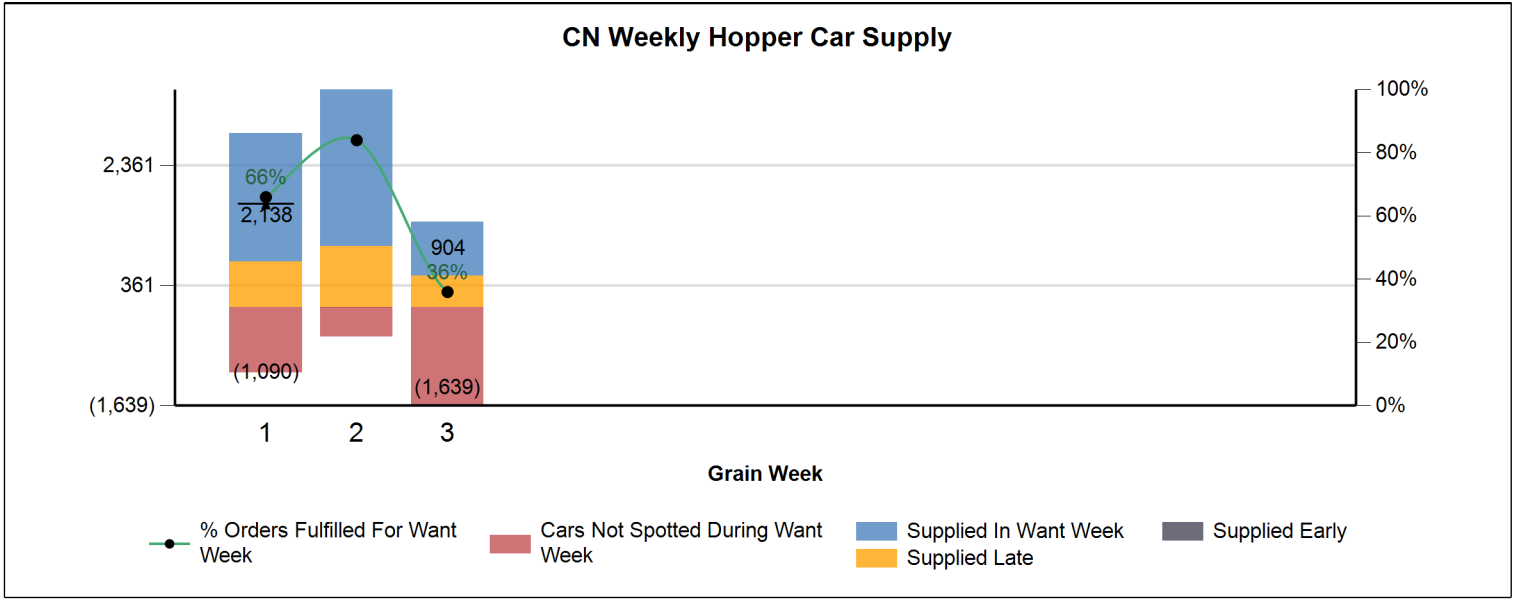


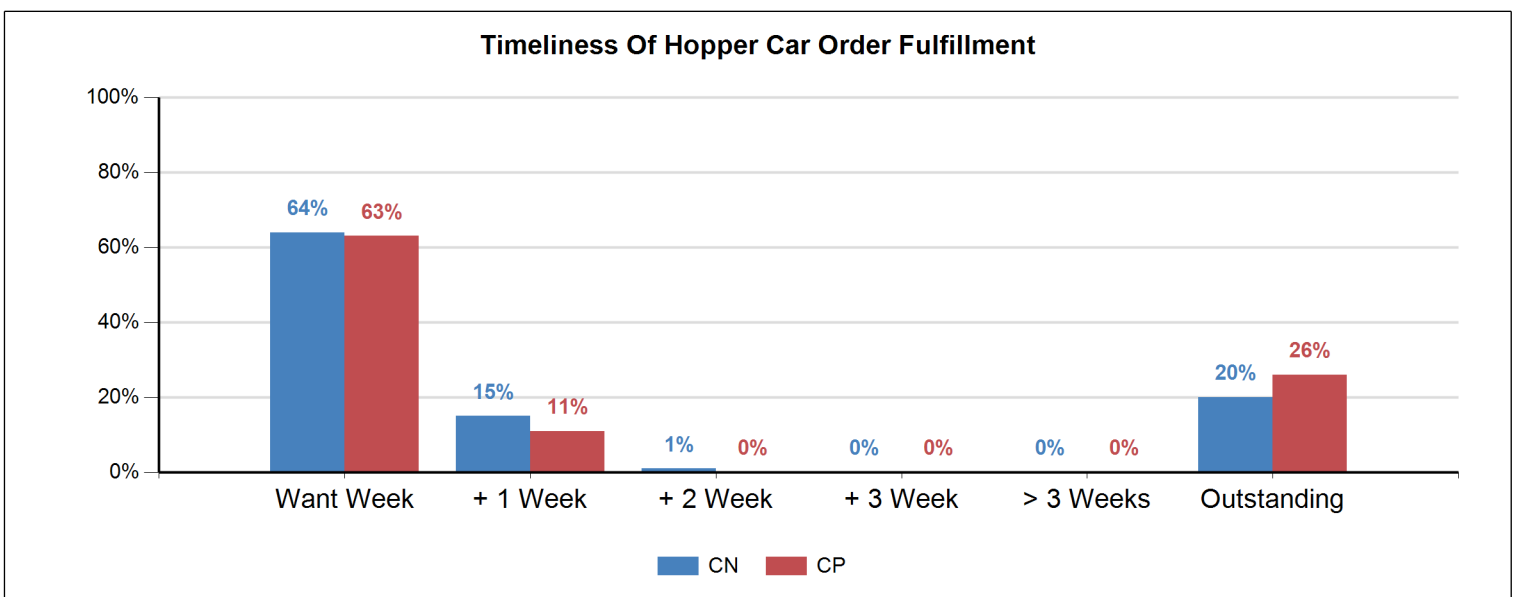
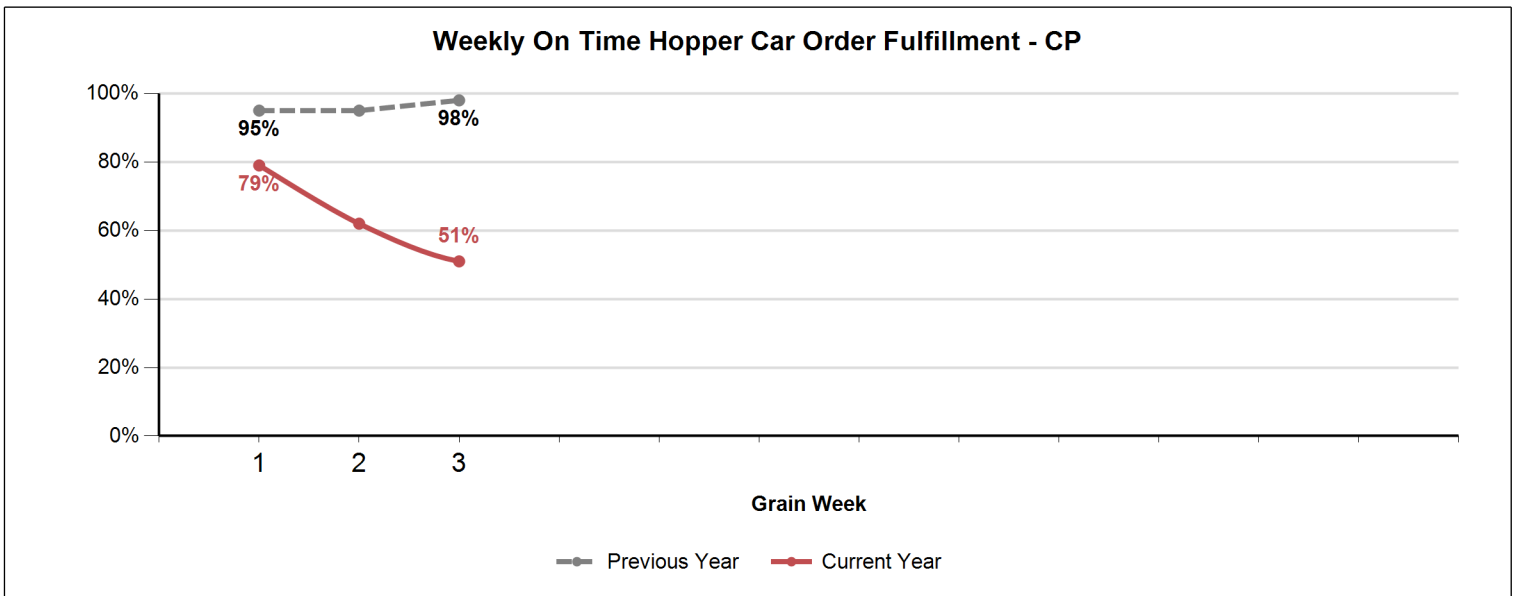
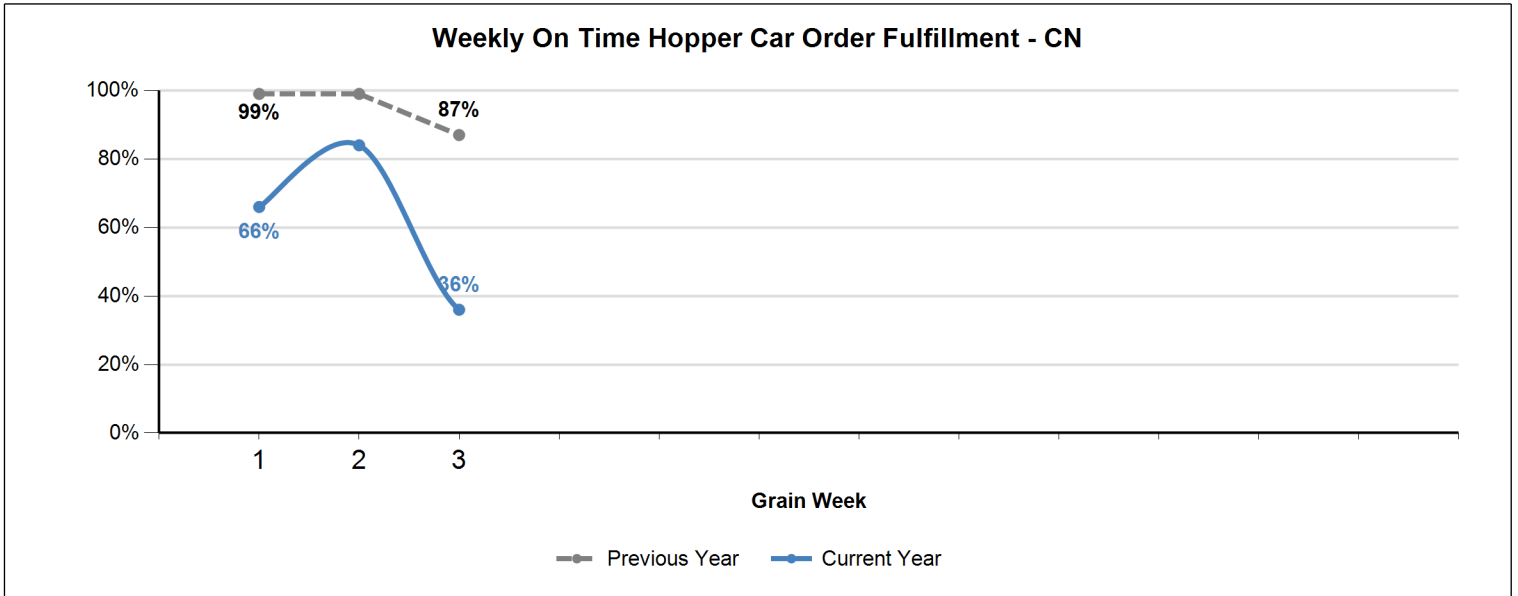
Loaded Dwell Time (Hours) at Origin (All Traffic)

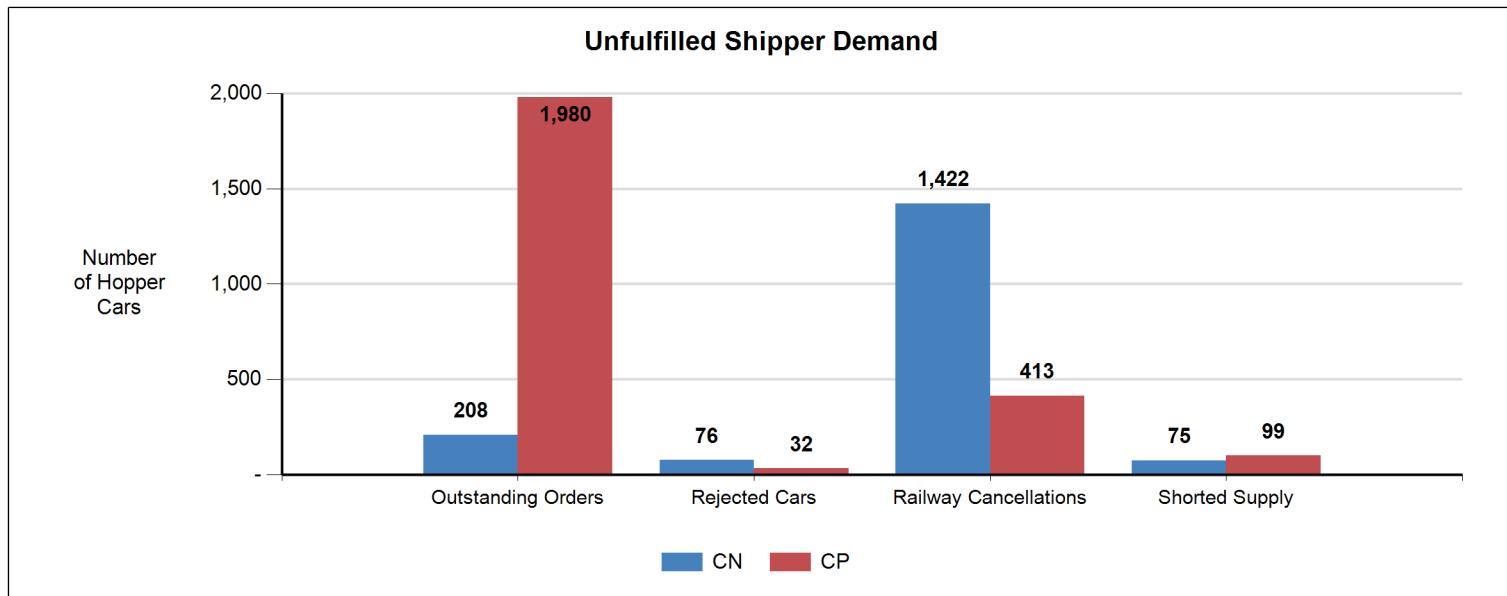
	Week 03		Year to Date	
	This Year	Last Year	This Year	Last Year
CN	49	26	42	28
CP	45	36	29	41

Dwell Time (Hours) at Destination (All Traffic)

		Week 03		Year to Date	
		This Year	Last Year	This Year	Last Year
Vancouver	CN	17	9	9	8
	CP	16	13	10	11
Thunder Bay	CN	14	30	30	45
	CP	22	43	41	40







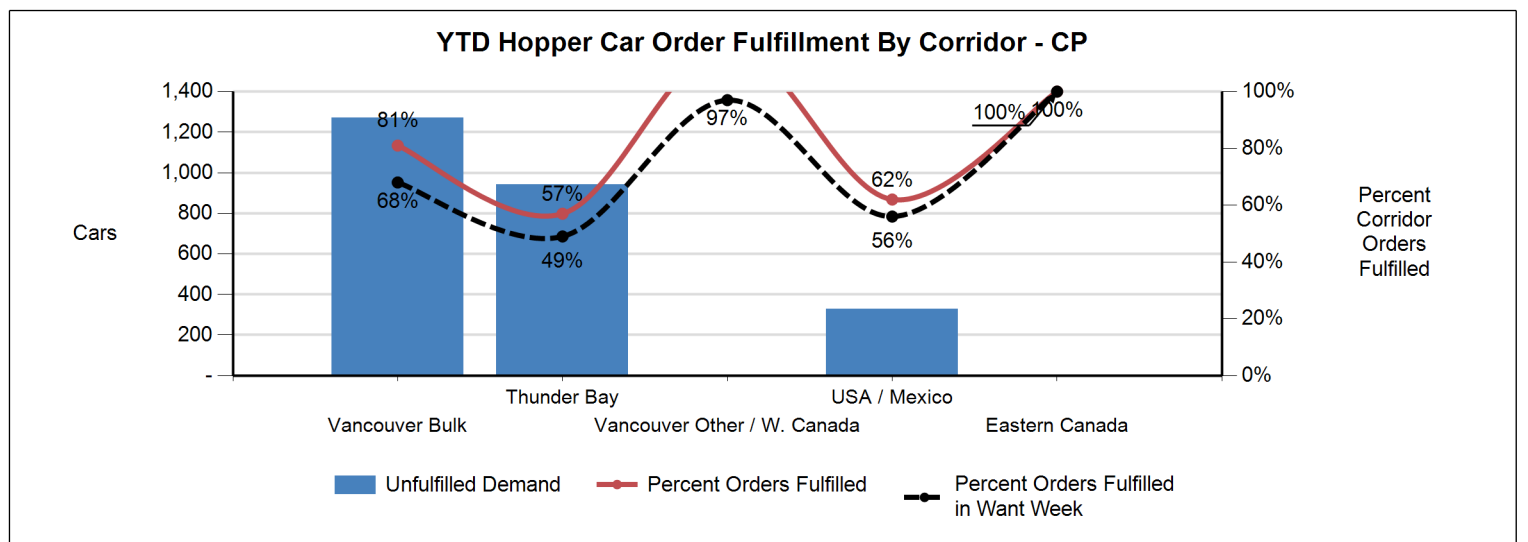
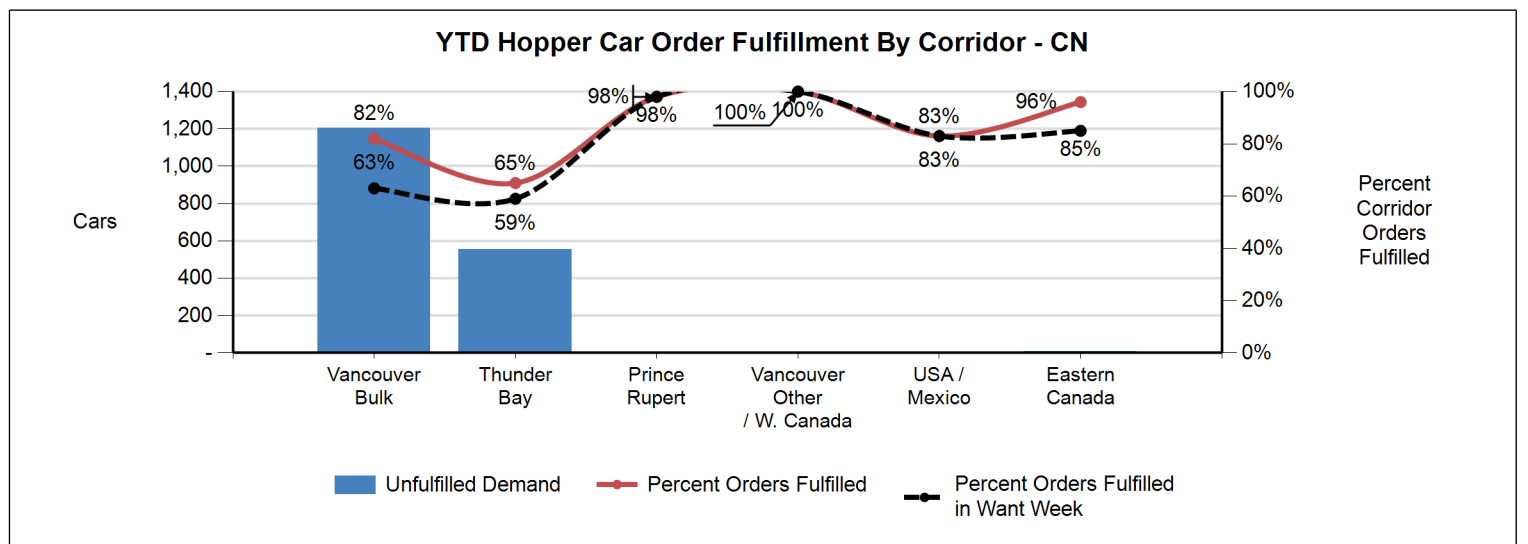
Corridor Performance

Total Hopper Car Supply by Corridor for Current Year Orders - To Week 03

Railway	Corridor	Ordered	Supplied	Unfulfilled Demand	%Supplied
CN	Vancouver Bulk	6,744	5,538	(1,206)	82%
	Thunder Bay	1,596	1,040	(556)	65%
	Prince Rupert	211	206	(5)	98%
	Vancouver Other / W. Canada	58	58	-	100%
	USA / Mexico	29	24	(5)	83%
	Eastern Canada	234	225	(9)	96%
Total		8,872	7,091	(1,781)	80%
CP	Vancouver Bulk	6,600	5,328	(1,272)	81%
	Thunder Bay	2,189	1,247	(942)	57%
	Vancouver Other / W. Canada	116	135	19	116%
	USA / Mexico	871	542	(329)	62%
	Eastern Canada	42	42	-	100%
Total		9,818	7,294	(2,524)	74%

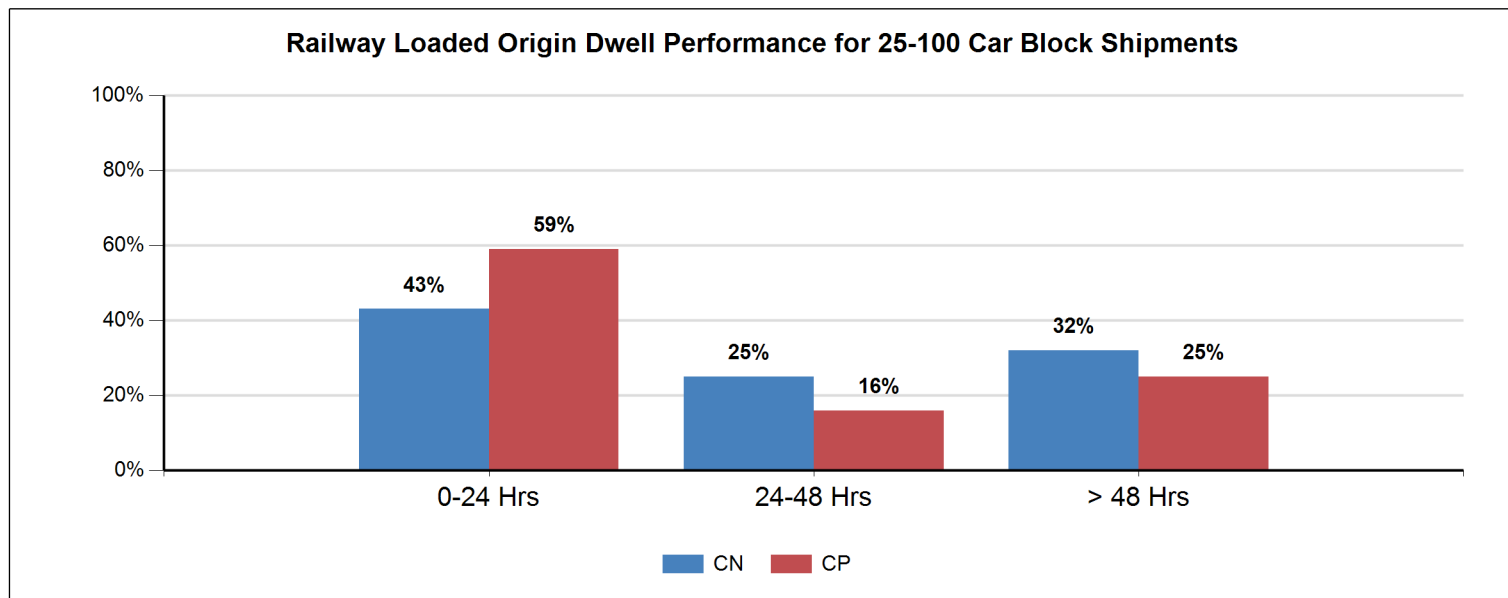
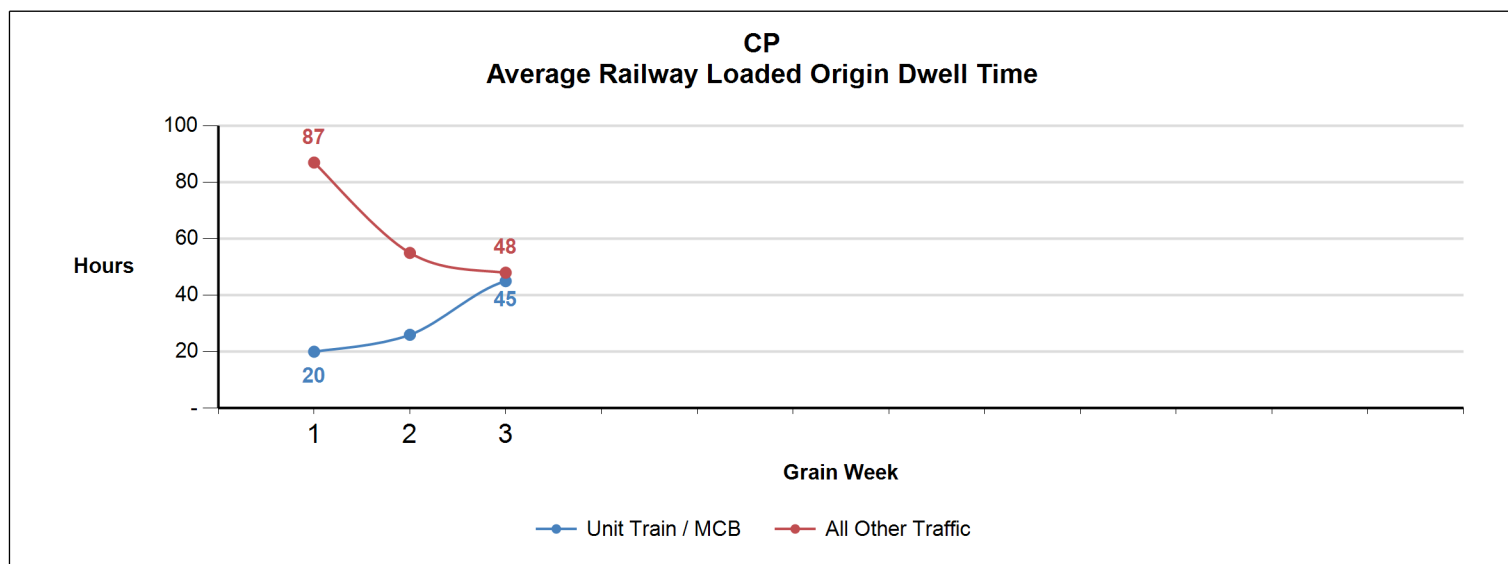
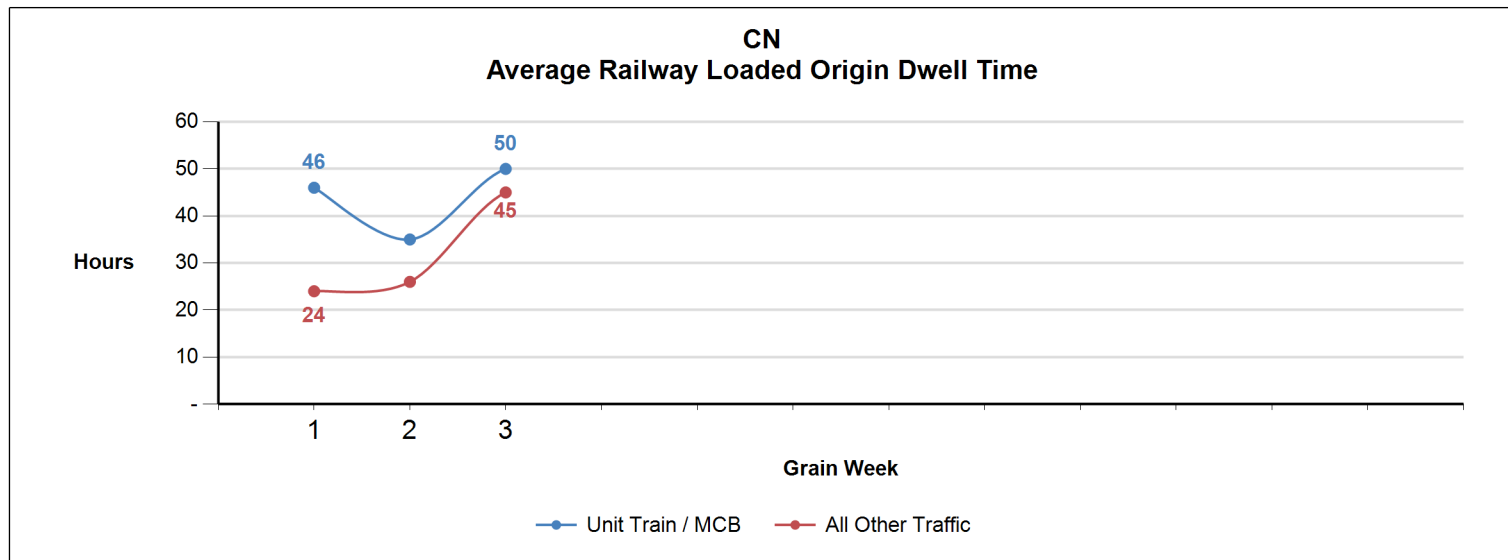
Hopper Cars Supplied in the Want Week by Corridor - To Week 03

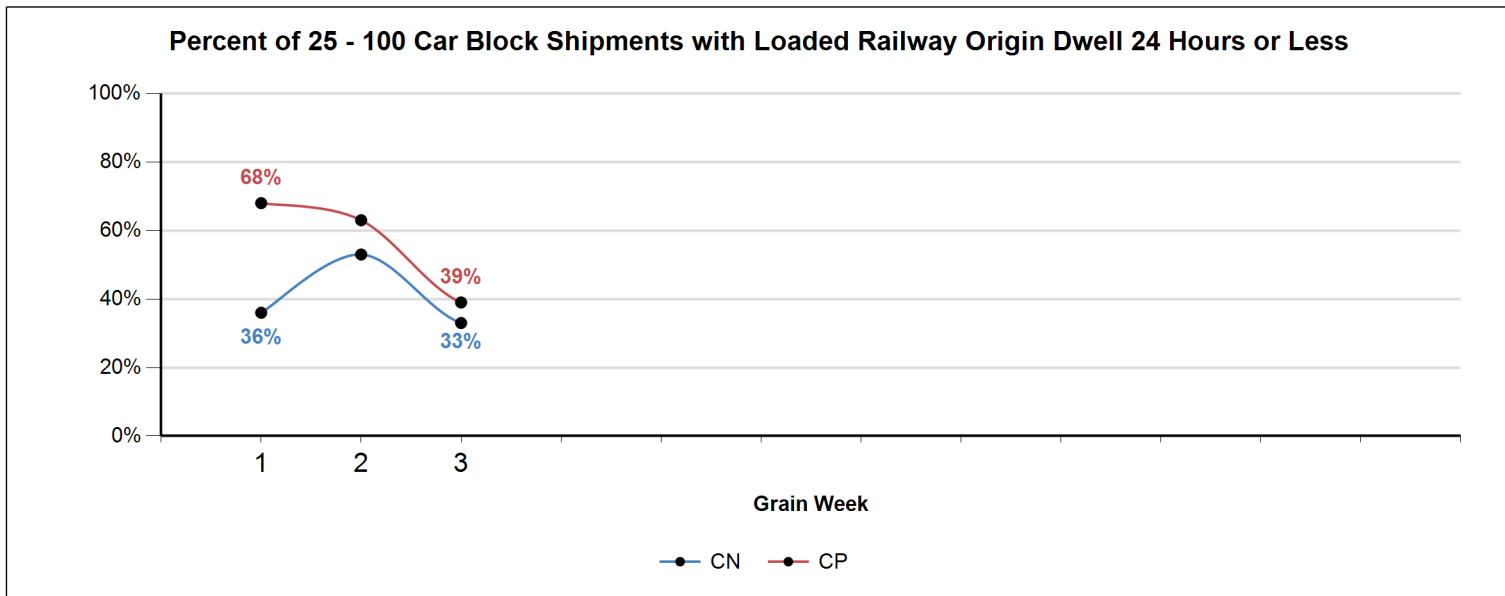
Railway	Corridor	Week 03			Year to Date		
		Ordered	Supplied	%Supplied	Ordered	Supplied	%Supplied
CN	Vancouver Bulk	1,798	704	39%	6,744	4,222	63%
	Thunder Bay	534		0%	1,596	941	59%
	Prince Rupert				211	206	98%
	Vancouver Other / W. Canada	57	57	100%	58	58	100%
	USA / Mexico	29	24	83%	29	24	83%
	Eastern Canada	128	122	95%	234	200	85%
	CN Total		2,546	907	36%	8,872	5,651
CP	Vancouver Bulk	2,035	1,172	58%	6,600	4,517	68%
	Thunder Bay	602	208	35%	2,189	1,062	49%
	Vancouver Other / W. Canada	100	100	100%	116	113	97%
	USA / Mexico	235	25	11%	871	492	56%
	Eastern Canada	6	6	100%	42	42	100%
CP Total		2,978	1,511	51%	9,818	6,226	63%



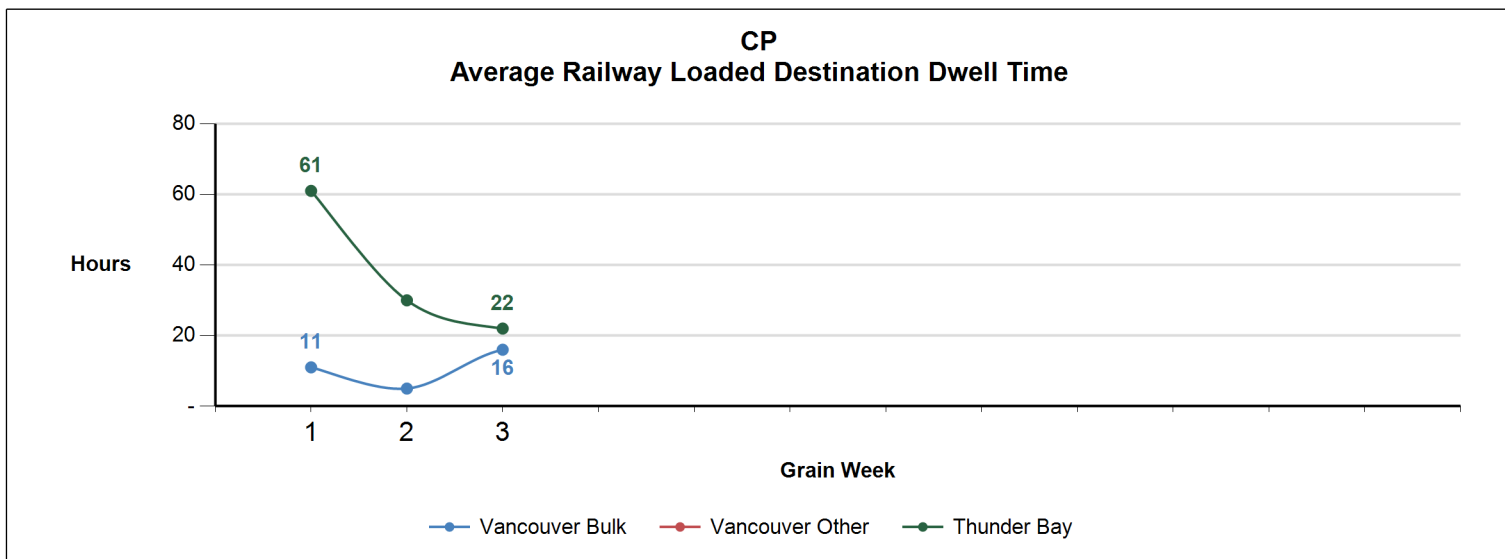
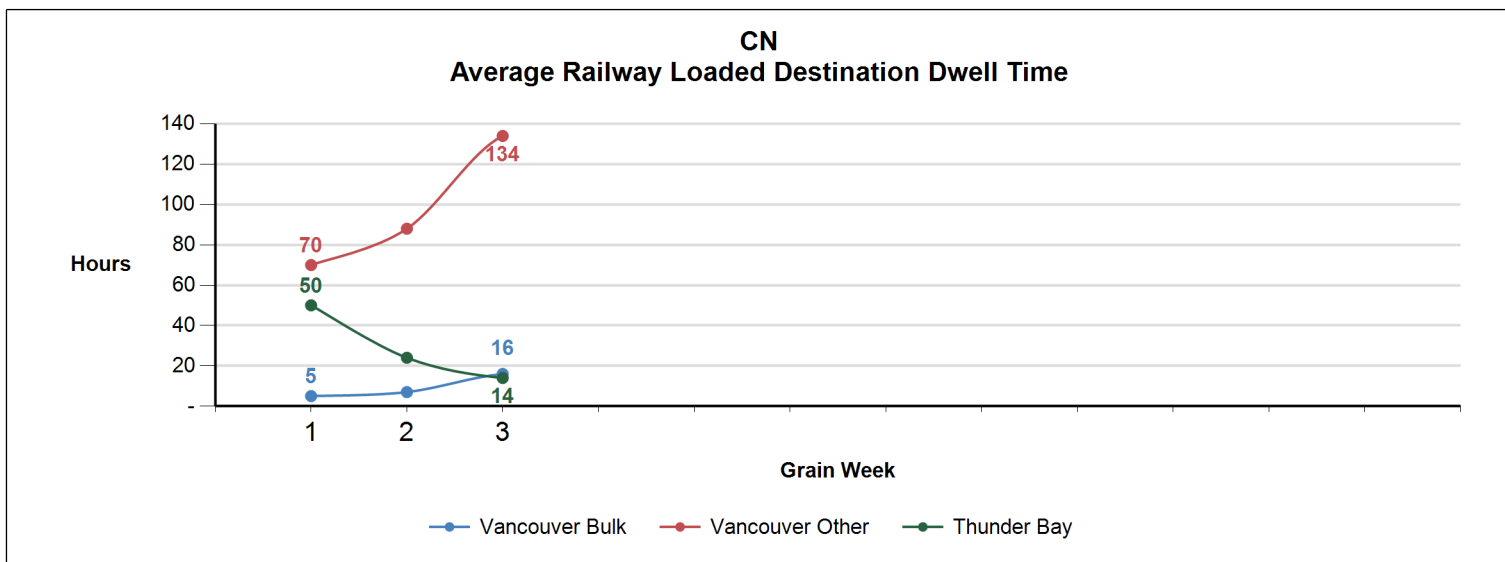


Origin Dwell Performance



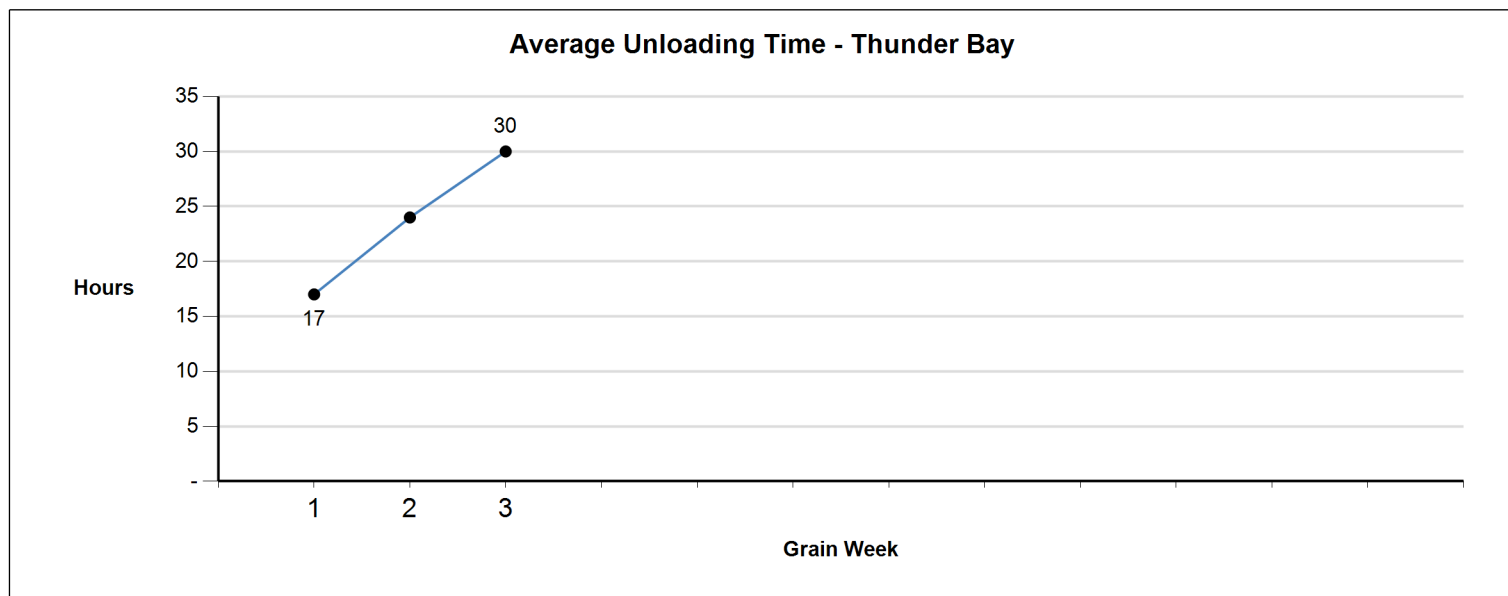
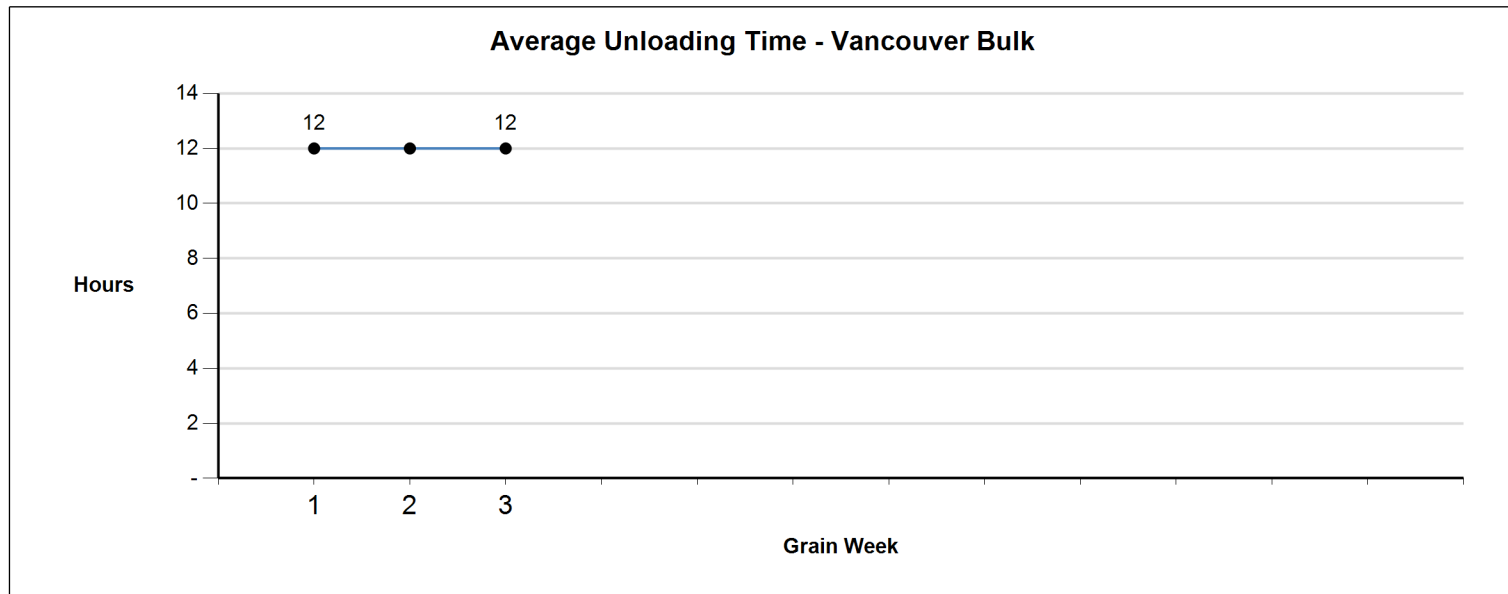


Destination Dwell Performance





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.