



Powering The Economy

An Overview of CN

Economic Developers Conference 2024
April 11, 2024 | Kananaskis, AB



CN at a glance

CN is a **world-class transportation leader and trade-enabler**. Essential to the economy, to the customers, and to the communities it serves, CN safely transports more than 300 million tons of natural resources, manufactured products and finished goods throughout North America every year

CN is committed to **creating value for customers and shareholders** by deepening customer engagement, leveraging the strength of our franchise and delivering operational and service excellence

2022 HIGHLIGHTS ⁽¹⁾

23,900+ employees (at end of year)	\$109B market capitalization
18,600 route miles	5.7M carloads
\$17.1B total revenues	\$50.7B total assets
\$2.75B capital investments	\$4.3B free cash flow ⁽²⁾

(1) Data is as at or for the year ending December 31, 2022, unless otherwise indicated.

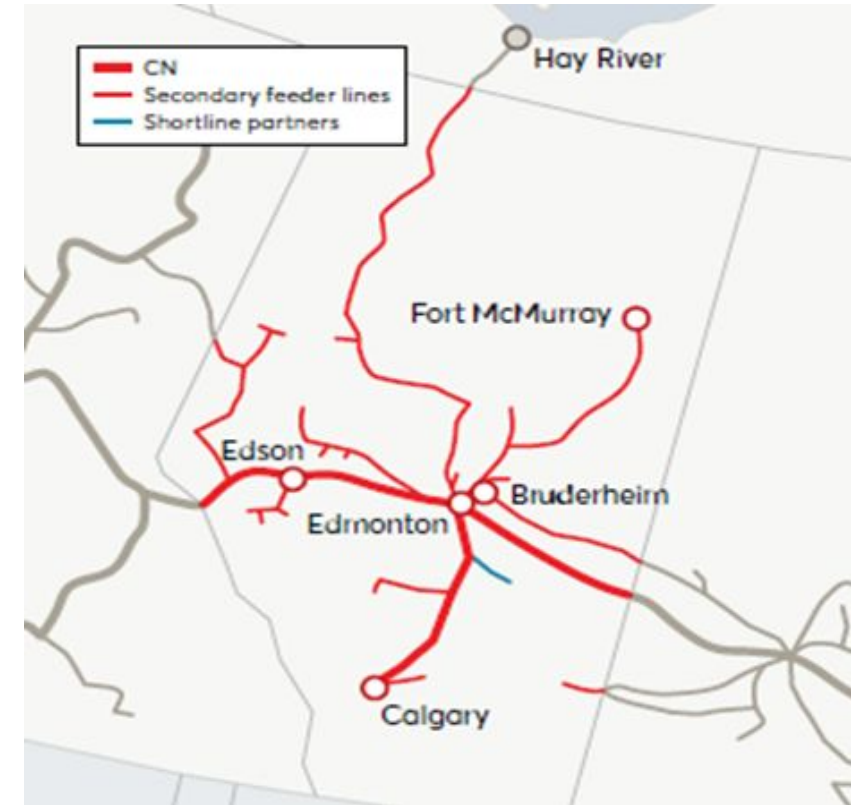
(2) This non-GAAP measure does not have any standardized meaning prescribed by GAAP and therefore may not be comparable to similar measures presented by other companies. See the section entitled "Free cash flow" in the Q4 2022 Quarterly Review filed on January 24th, 2023, which are incorporated by reference herein, for an explanation of this non-GAAP measure.

Highlights



CN in Alberta

- **Employees:** ~ 3200 in the Province
- **Capital investments:**
 - \$201 million in 2022
- **2023 Maintenance program highlights include:**
 - Replacement of new rail
 - Installation of new railroad ties
 - Rebuilds of road crossing surfaces
 - Maintenance work on bridges, culverts, signal systems, and other track infrastructure
- **Railroad route miles operated:** 2,505
- **Community Partnerships in AB in 2023:** \$1.9M in community partnerships
 - *Grande Prairie Activity Centre After School Care*
 - *The MD of Spirit River Transit Bus*
 - *United Way Tools for Schools program*
- **Cash taxes paid:** \$65 Million



Numbers as of December 2022

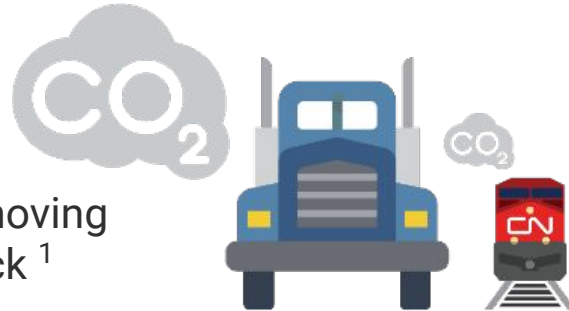
Delivering Responsibly



Environmental benefits of shipping by rail

75%

GHG emissions reduction moving freight by rail instead of truck ¹



3-4X

Trains, on average, are three to four times more fuel efficient than trucks – Leveraging rail for the long haul and trucking over shorter distances reduces GHG emissions ¹



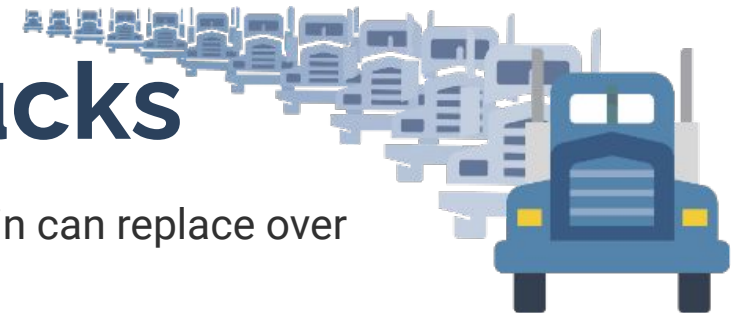
480 miles

The distance one train can move a ton of freight on one gallon of fuel ¹



300 trucks

A single freight train can replace over 300 big trucks ²



Sources:
¹ The Association of American Railroads;
² The Railway Association of Canada

Rail provides an efficient and environmentally-friendly way to move goods.

Markets we serve

Helping our customers
win in their markets

Intermodal

Forest products

Metals and minerals

Automotive

Petroleum and
chemicals

Grain, fertilizers and
specialty crops

Coal



Increasing network productivity

Addressing bottlenecks

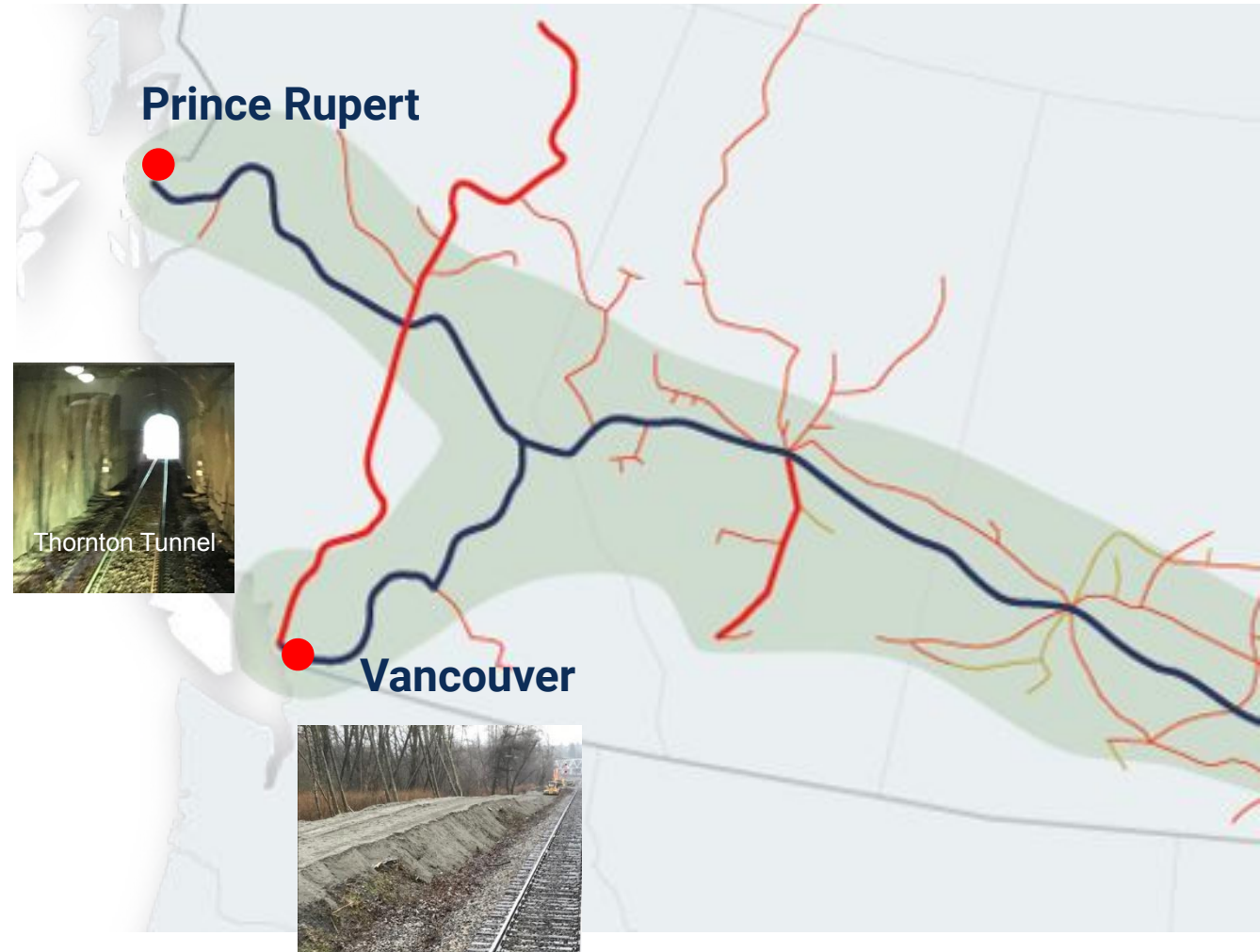
Supporting road and rail infrastructure investment - over \$350M jointly funded by CN, PRPA, and the Government of Canada

2022 – 4 New Sidings Put Into Services

- 2 – 12,500 ft (BC North)
- 1 – 16,400 ft (BC North)
- 1 – 16,100 ft (BC South)

Rail investments (over \$400M) jointly funded by CN, Port Metro Vancouver, and Government of Canada

- 4.3 km extension of double track (2021)
- Improving rail access to North Shore
 - 5.8 km staging track, tunnel ventilation improvements (2021)
 - Grade separation (2024)
 - 5.6 km double track (2021)



CN is adding capacity at Prince Rupert

ZANARDI BRIDGE & CAUSEWAY EXPANSION






Moving forward through innovation



CN Certified Rail Ready Sites

Example of a CN Certified Rail Ready Site







Oyen Regional Railpark

Oyen | Alberta

Property information:

Site Name	.....	Oyen Regional Railpark
Location	.....	NW-35-27-4-W4
Latitude	.....	51° 21' 20" N
Longitude	.....	110° 28' 12" W
Ownership	.....	Oyen Development Corporation
Site Size	.....	155 acres plus 125 acres in proximity
Rail Frontage	.....	3,000 feet direct access

Oyen Regional Railpark

Oyen | Alberta



This location has been designated a CN Certified Rail Ready Site. Through our 3rd party partner, JLL, this site has been evaluated and verified to the highest standards and is now available for development. Our trusted, dedicated team has the resources and expertise in supply chain logistics and facility development, and we're ready to help you get to your final operational success and beyond.

By selecting a CN Rail Ready Site, you can:

- Reduce development and project build time
- Reduce investment risk by ensuring access to rail
- Increase speed to market for your products
- Lower costs due to mitigated risk



CN Rail Connectivity:

Subdivision: Oyen mainline milepost 65.98
Frontage: 3,000 ft. (915 metres)
Operations: Regular manifest service; can accommodate hook and haul unit trains



Specific Property information:

Zoning classification: Agricultural; Town of Oyen supports Industrial rezoning
Electric: Atco
Natural Gas: Atco
Water: Aquifer 3 miles east
Wastewater: Town of Oyen
Telecommunications: Telus and Netago
Highways: Highway 41



Regulatory Assessments:

Environmental: No issues identified
Heritage: No issues identified
First Nations: No issues identified
Conservation Authorities: Supportive and engaged in site development



Suggested Fit for Use:

Agricultural, industrial, energy



Looking east on CN mainline - site is on right



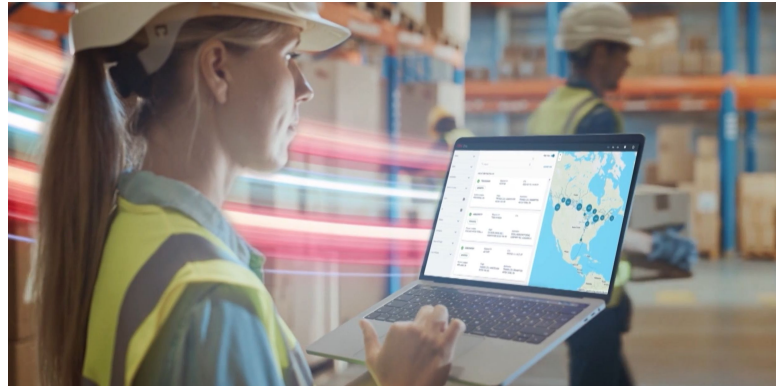
View from property

Technology investments

Improving safety, creating capacity, reducing costs and driving service reliability



Autonomous Track Inspection Program



Shipment visibility



Order and shipment management



Automated Inspection Portals



Handheld Technology



**Cloud Transformation Program
(Google Cloud Partnership)**

Thank you.

