

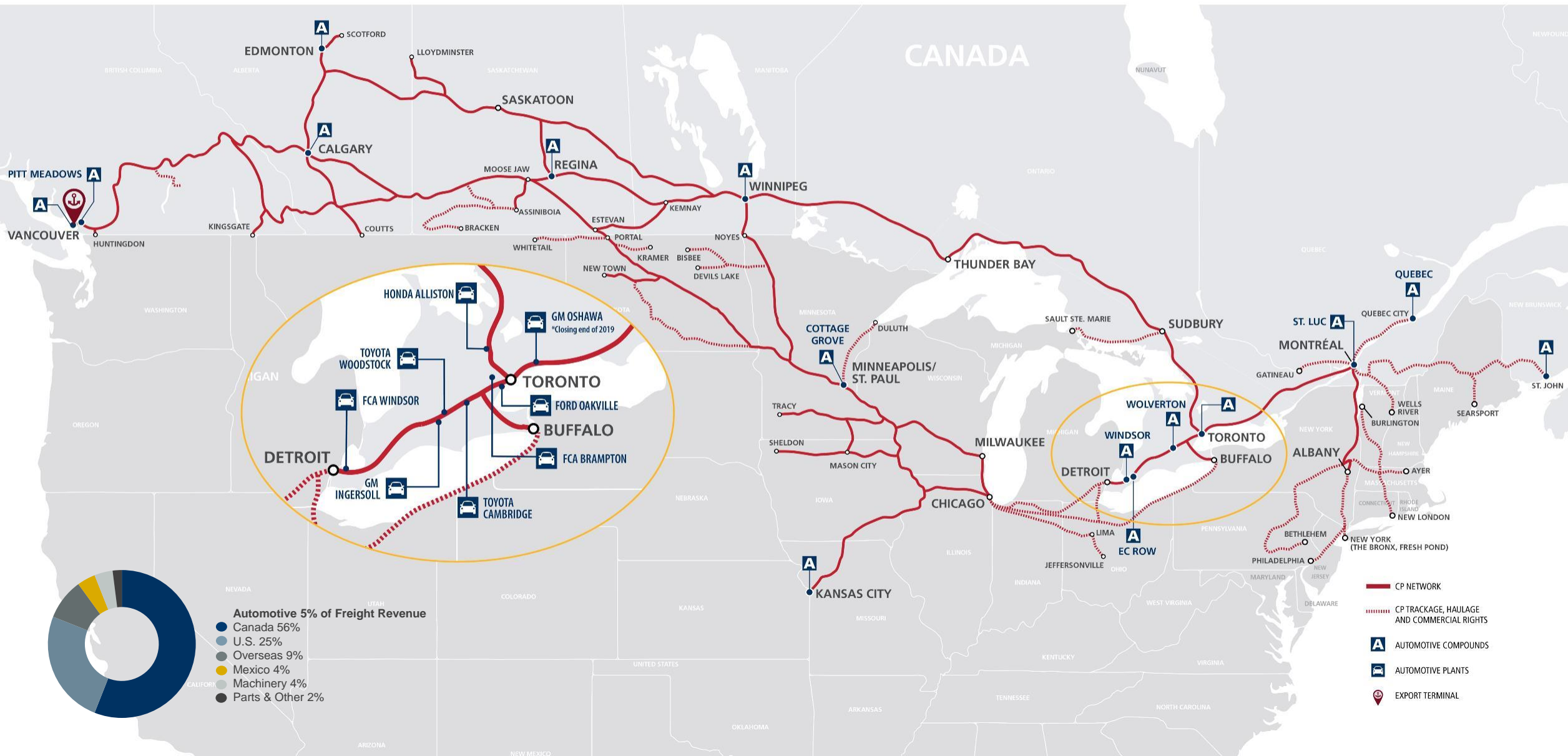


Dealing with Disruption

Jordan Kajfasz– Assistant Vice-President Sales & Marketing, International Intermodal & Automotive



Automotive Network



Dealing with Disruption

- Weather related events
- Holds at Automotive Plants
- Interchange issues with other Railroads
- Equipment supply from shared TTX pool
- Derailments



The Automotive Industry Challenge



Uniquely Positioned, Unmatched Footprint



CP Vancouver Footprint

- CP owns > 100 acres of vacant land
- Synergies with Automotive and Intermodal
- Intermodal facility operating below capacity

CP Vancouver Automotive Compound

Opened March 2019

- Built on 19 acres of CP-owned land, minimal capital required
- Railcars: 36 multi-levels
- Bays: 1280+; Truck Load Lines: 22



Collaborating with Partners

- Work with partners who fit well within our franchise
- Creating value for our network and the client at the same time

COLLABORATING TO SELL STRATEGICALLY

SALES & MARKETING

FINANCE

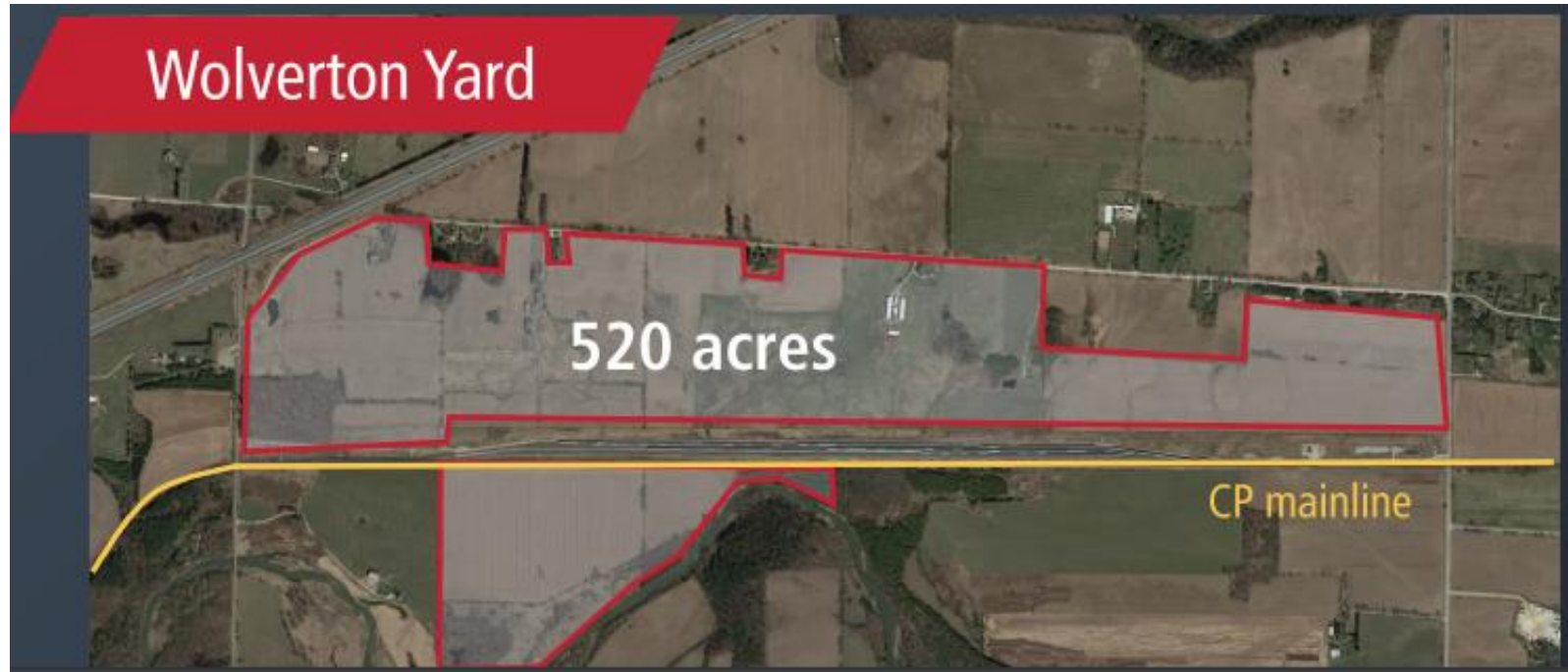
MARKET STRATEGY & ASSET MANAGEMENT

OPERATIONS

CP

Collaborating with Partners

- Create new Automotive compound in an area that will bring supply into a demand market
- Sit with partners to discover where problems lie and then create solutions that work for both parties



Questions?



Thank you