



CP's role in supporting the Canadian economy

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North American Advocacy

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FORWARD LOOKING STATEMENTS

The following presentation contains certain forward-looking information within the meaning of applicable securities laws relating, but not limited, to Canadian Pacific's operations, priorities and plans, anticipated financial performance, including our 2018 full-year guidance, business prospects, planned capital expenditures, financing strategies, programs and strategies. This forward-looking information also includes, but is not limited to, statements concerning expectations, beliefs, plans, goals, objectives, assumptions and statements about possible future events, conditions, and results of operations or performance.

Forward-looking information may contain statements with words such as "anticipate", "believe", "expect", "plan", "financial expectations", "key assumptions", "outlook", "guidance", or similar words suggesting future outcomes.

Undue reliance should not be placed on forward-looking information as actual results may differ materially from the forward-looking information. Forward-looking information is not a guarantee of future performance.

By its nature, CP's forward-looking information involves numerous assumptions, inherent risks and uncertainties that could cause actual results to differ materially from the forward-looking information, including but not limited to the following factors: changes in business strategies; general North American and global economic, credit and business conditions; risks in agricultural production such as weather conditions and insect populations; the availability and price of energy commodities; the effects of competition and pricing pressures; industry capacity; shifts in market demand; inflation; changes in laws and regulations, including regulation of rates; changes in taxes and tax rates; potential increases in maintenance and operating costs; uncertainties of investigations, proceedings or other types of claims and litigation; labour disputes; risks and liabilities arising from derailments; transportation of dangerous goods; timing of completion of capital and maintenance projects; currency and interest rate fluctuations; effects of changes in market conditions and discount rates on the financial position of pension plans and including long-term floating rate notes; and investments, various events that could disrupt operations, including severe weather, droughts, floods, avalanches and earthquakes as well as security threats and governmental response to them, and technological changes.

The foregoing list of factors is not exhaustive. These and other factors are detailed from time to time in reports filed by CP with securities regulators in Canada and the United States. Reference should be made to "Management's Discussion and Analysis of Financial Condition and Results of Operations" in CP's annual and quarterly reports filed on Form 10-K and 10-Q, respectively.

Forward-looking information is based on current expectations, estimates and projections and it is possible that predictions, forecasts, projections, and other forms of forward-looking information will not be achieved by CP. Except as required by law, CP undertakes no obligation to update publicly or otherwise revise any forward-looking information, whether as a result of new information, future events or otherwise.

FORWARD LOOKING STATEMENTS

Note on Non GAAP Measures

Except where noted, all figures are in millions of Canadian dollars.

Financial information is prepared in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP), unless otherwise noted.

CP presents non-GAAP earnings information in this presentation to provide a basis for evaluating underlying earnings trends that can be compared with the prior period's results.

It should be noted that CP's non-GAAP earnings as described in this presentation, have no standardized meanings and are not defined by U.S. GAAP and, therefore, are unlikely to be comparable to similar measures presented by other companies.

For further information regarding non-GAAP measures see the Non-GAAP Measures supplement to the press release on our website at investor.cpr.ca.

Note on Restated Financials

Prior year comparative period figures in this presentation have been restated for the retrospective adoption of Accounting Standards Update ("ASU") 2017-07, discussed further in Note 2 Accounting changes in CP's Interim Consolidated Financial Statements in the Q1 2018 Earnings Release on investor.cpr.ca.

An aerial photograph of a freight train curving through a dense, forested landscape. The train is composed of various colored railcars, including red, blue, and grey, and is positioned on a track that follows the edge of a large, calm lake. The surrounding area is covered in thick evergreen trees, and the overall scene is bathed in a warm, reddish-orange light, suggesting either sunrise or sunset. The text "CP OVERVIEW" is overlaid in the center of the image in a bold, white, sans-serif font.

CP OVERVIEW



CP's North American rail network

A safe, efficient, reliable, and environmentally sustainable freight transportation provider.

CP NETWORK

**20,100
KILOMETERS**

**SIX CANADIAN
PROVINCES**

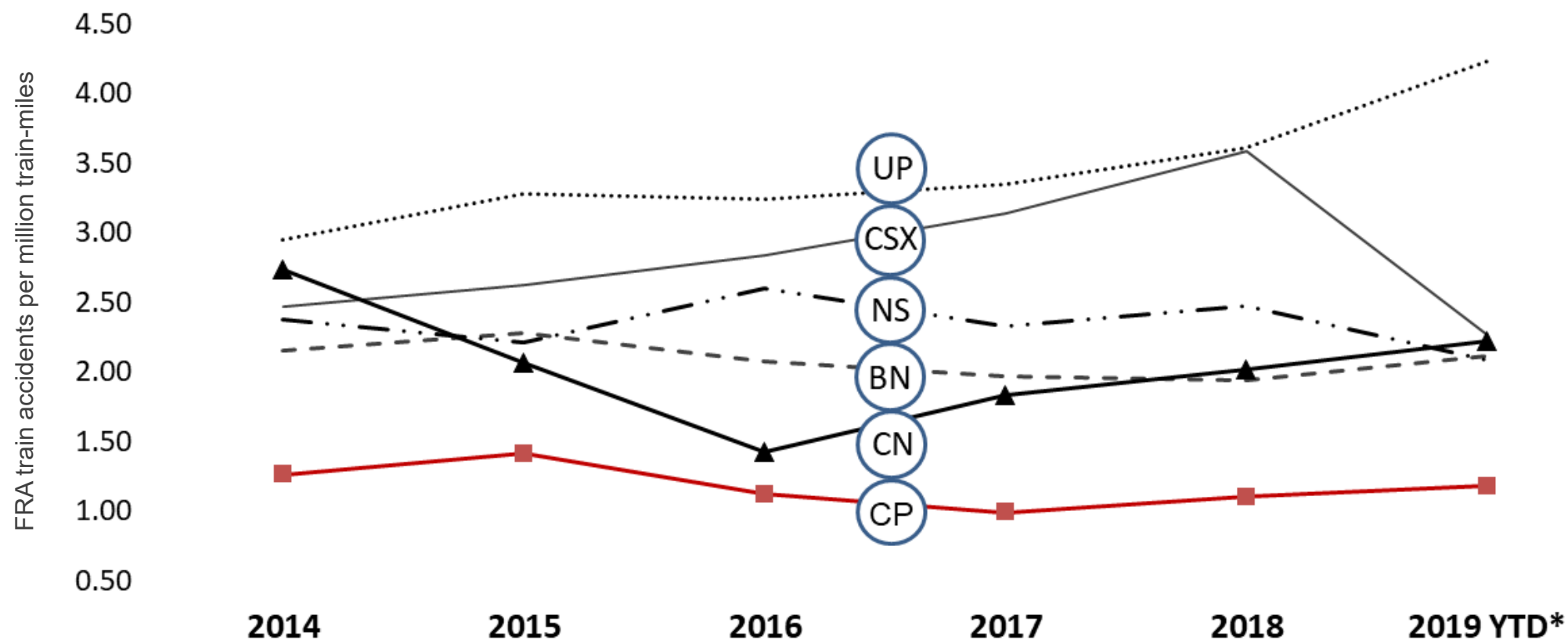
NINE US STATES*

* CP owns and operates track in nine US states, and has trackage rights in an additional two US states.

KEY FACTS

Track KMs	20,100
Employees	13,330
2018 Carloads	2.74 MILLION
Shipments tendered daily	7,500
2018 Revenue/Revenue ton mile (RTMs)	4.64 (cents)
Average length of haul	~1,350 km
2018 Revenue	\$7.3 BILLION
2018 Gross Ton Miles (GTMs)	275 billion

CLASS 1 TRAIN ACCIDENT FREQUENCIES



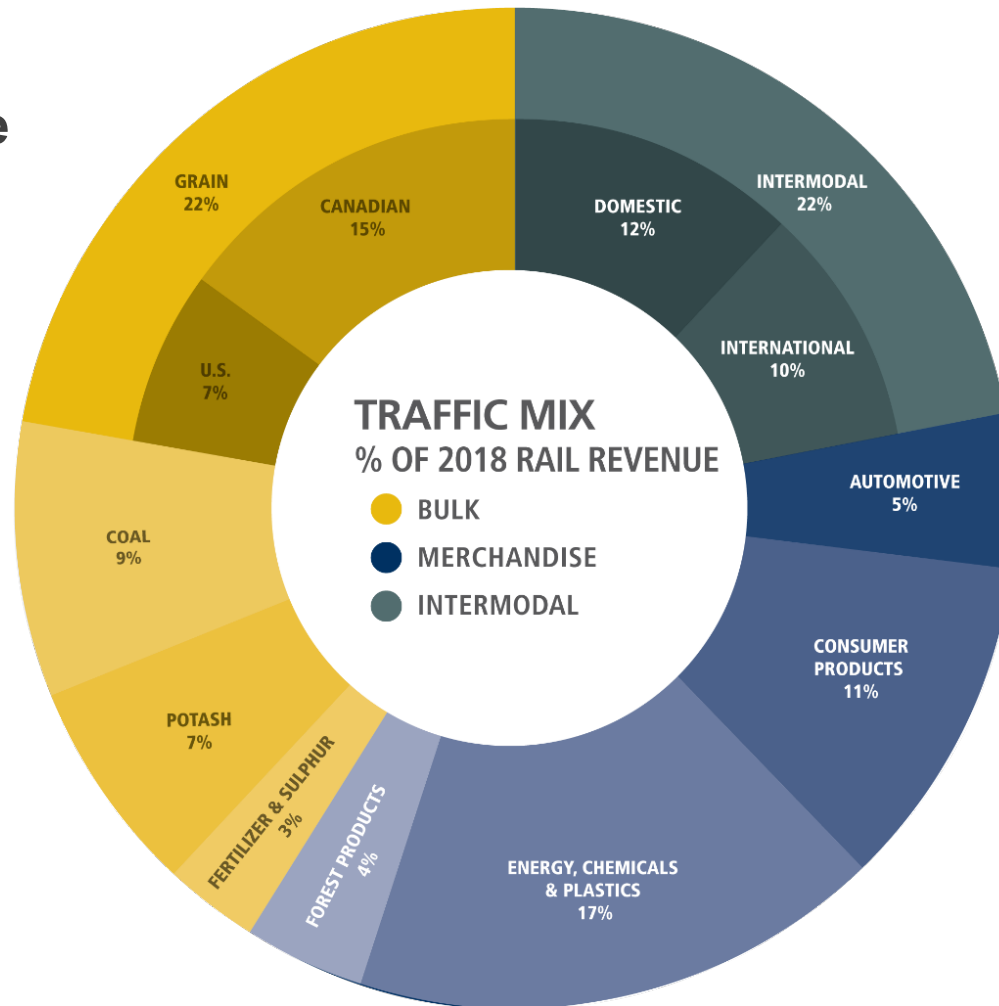
CP has had the lowest train accident frequency rate of any Class 1 railroad in North America for 13 consecutive years.

* Sources and notes:

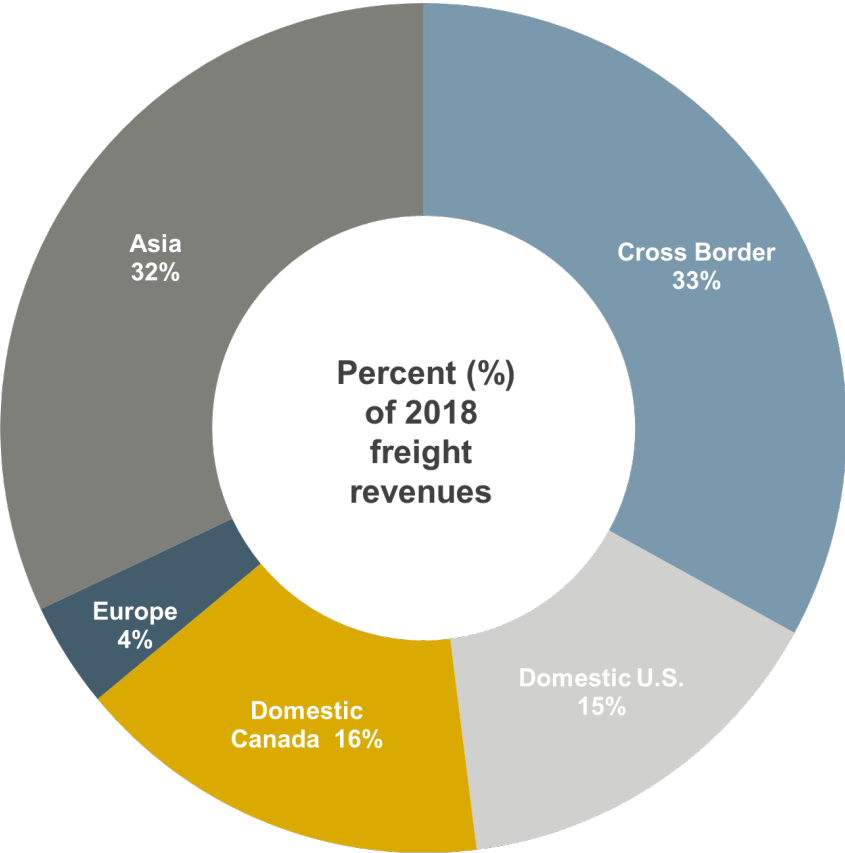
- UP/NS/BNSF – From Office of FRA Statistics (Year-to-date as of May 31, 2019)
- CN/CP/CSX - From 2019-Q2 Investors Reports (Year-to-date as of June 30, 2019)

TRAFFIC MIX

Percent of 2018 Rail Revenue



BUSINESS MIX

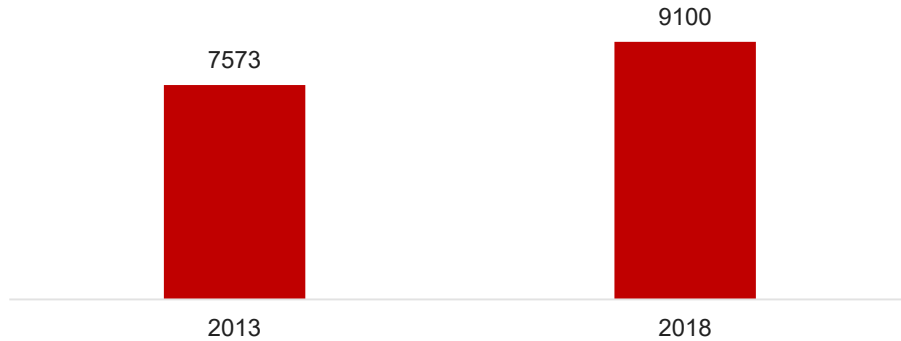


CROSS-BORDER	33%
CANADA TO U.S.	24%
Grain	3%
Fertilizer & Sulphur	2%
Potash	3%
Energy, chemicals & plastics	9%
Forest products	3%
Automotive	2%
Metals, minerals, consumer	2%
U.S. TO CANADA	8%
Grain	1%
Fertilizer & Sulphur	1%
Energy, chemicals & plastics	2%
Metals, minerals, consumer	2%
Intermodal	1%
Automotive	1%
MEXICO	1%
Primarily energy, automotive, grain	



CP OPERATIONAL PERFORMANCE: FIVE YEAR COMPARE

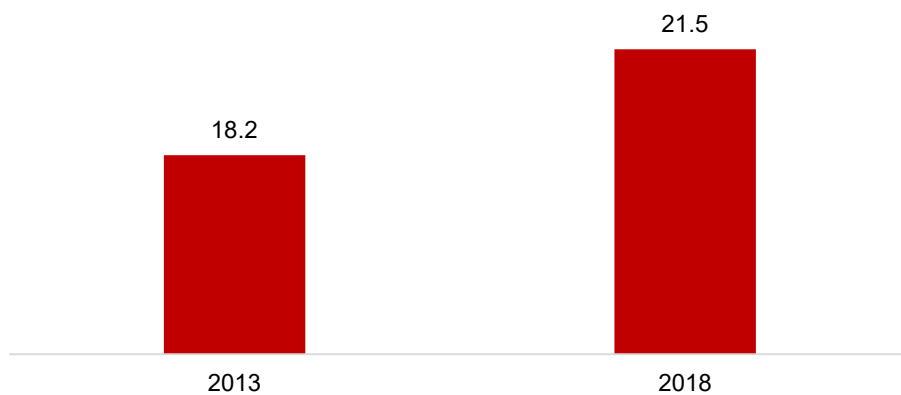
Train Weights (tons)
(up 17% between 2013-2018)



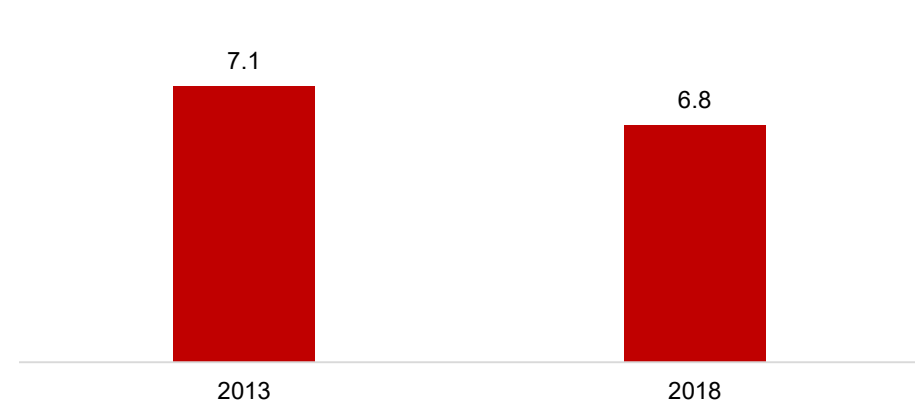
Train Lengths (feet)
(up 11% between 2013-2018)



System Velocity (mph)
(up 15% between 2013-2018)



Terminal Dwell (hours)
(down 4% between 2013-2018)

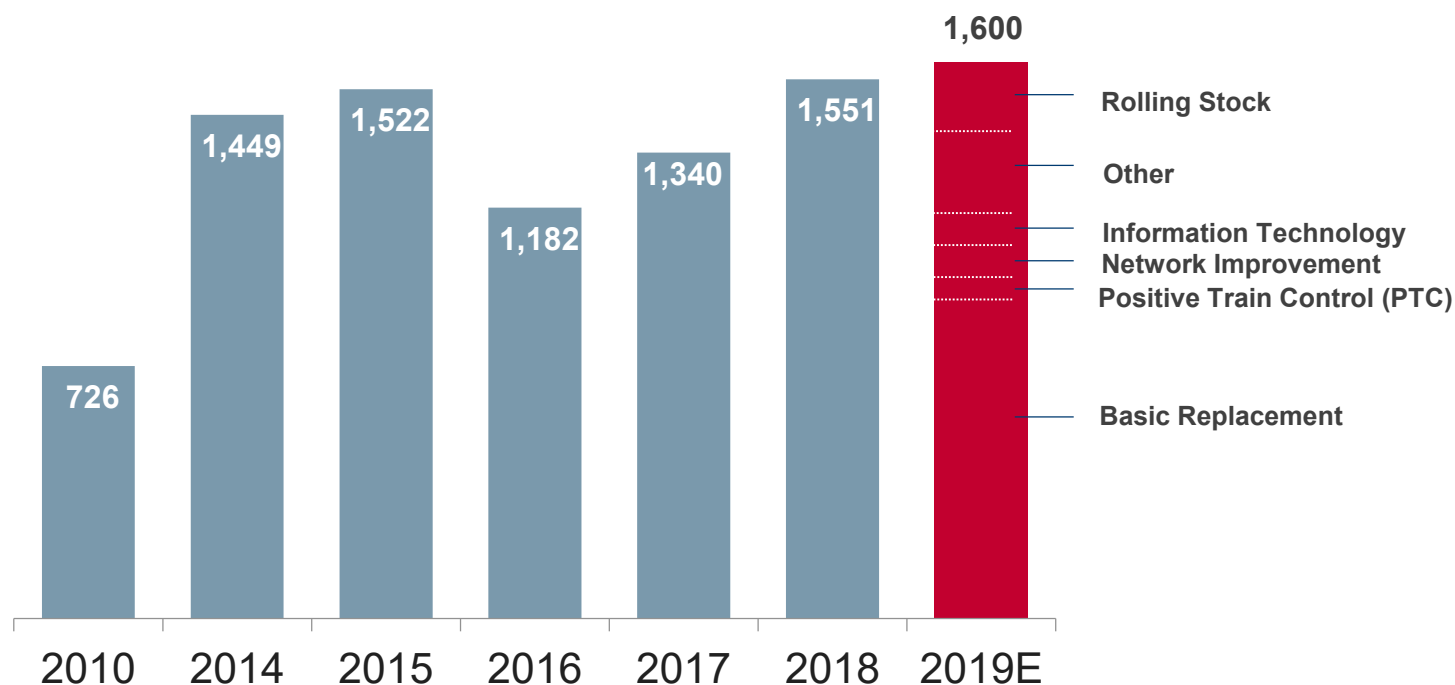


Source: 2013 & 2018 CP Q4 Financial Reports

CAPITAL INVESTMENT

- CAPEX 2010-2018:
 - 114% increase in CAPEX
 - Has outpaced growth in GTMs
- Record CAPEX in 2018.
- \$1.6 Billion 2019 CAPEX plan.
- Network upgrades will drive further productivity and capacity improvements.
- Rolling stock investment also includes locomotive modernization programs.

Capital Expenditures
(\$ millions)



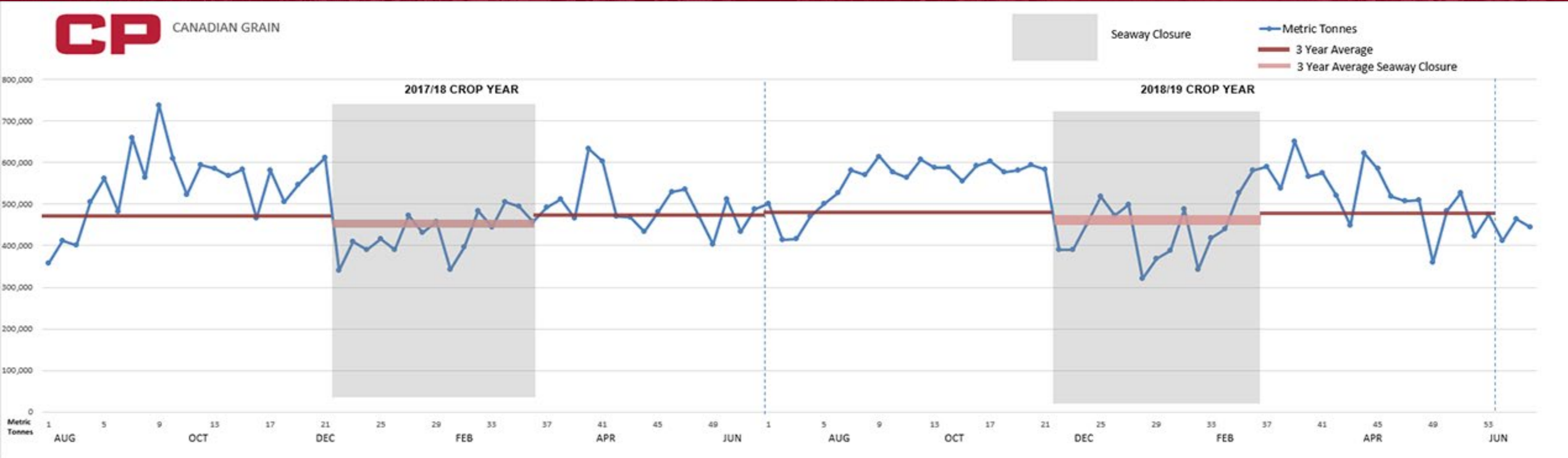
An aerial photograph of a long freight train circling a large, calm lake. The train is composed of numerous flatcars and boxcars, some of which are red and others grey. The surrounding landscape is densely forested with evergreen trees. In the background, more forested hills and a larger body of water are visible under a clear sky. The entire image is overlaid with a semi-transparent red filter.

GRAIN PERFORMANCE & INVESTMENT

CP GRAIN PERFORMANCE: 2018-19 CROP YEAR HIGHLIGHTS

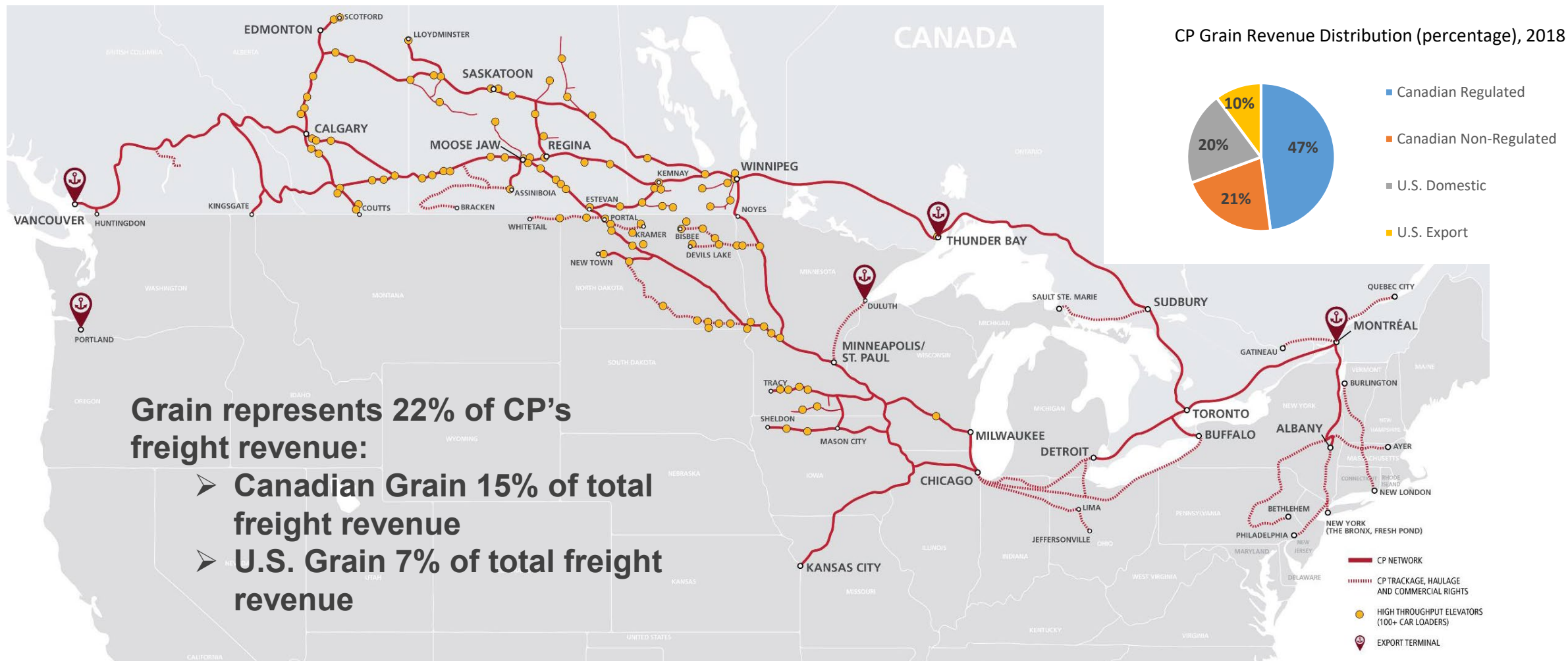
- CP moved 26.8 million metric tonnes (MMT) of Canadian grain and grain products.
- This was 2.8 percent more Canadian grain and grain products than our prior record in the 2017-18 crop year, and 3.9 percent more than the three-year average.
- CP broke several all-time volume records, including:
 - April 2019 was the all-time record month for moving Canadian grain and grain products (2.643 MMT)
 - A record May 2019 for grain products, not including whole grains
 - For the first time, recorded three consecutive months (Sept.-Nov. 2018) shipping 15,000-plus carloads of western Canadian grain and products to the port of Vancouver.

CP GRAIN PERFORMANCE: SUPPLY CHAIN SCORECARD



- CP voluntarily publishes a weekly supply chain scorecard. <https://www.cpr.ca/en/customer-resources/grain>
- The scorecard outlines CP's performance for the previous grain week and includes, when necessary, detailed information on any internal or external factors affecting grain movement.
- The scorecard includes movements of Western Canadian grain and grain products consistent with those required by the minimum mandate legislation of 2013-14, as well as movements of soybeans and other non-regulated principal field crops.

CP GRAIN NETWORK



CANADIAN GRAIN – FLOWS



GRAIN SUPPLY CHAIN CAPITAL INVESTMENT

Federal *Transportation Modernization Act* (Bill C-49) provided certainty to make long-term investments in a new grain hopper fleet.

High Horsepower Locomotives

- Modernizing 170 high horsepower locomotives.

New Hopper Car Investment

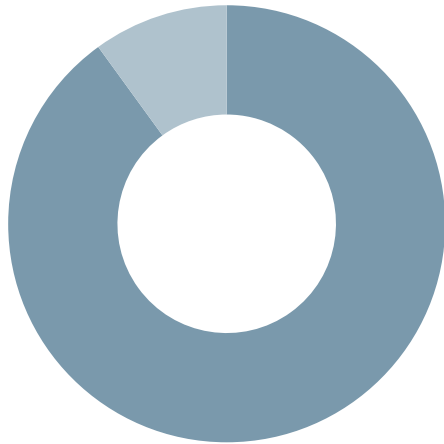
- Removal of all low-capacity hoppers to drive efficiency and productivity.
- In 2018, CP announced plans to order 5,900 new hopper cars over a four-year period.
- 1,900 new hoppers in service by the end of 2019. 1,500 new hoppers currently in service.



An aerial photograph of a freight train curving through a dense, forested landscape. The train is composed of various colored railcars, including red, blue, and grey, and is positioned on a track that follows the edge of a large, calm lake. The surrounding area is covered in thick evergreen trees, and the overall scene is bathed in a warm, reddish-orange light, suggesting either sunrise or sunset. The text "LINES OF BUSINESS" is overlaid in the center of the image in a bold, white, sans-serif font.

LINES OF BUSINESS

BULK COAL



- Canadian Coal 90%
- U.S. Coal 10%



We provide industry leading service to a best-in-class partner. We primarily transport metallurgical coal Teck Resources, one of the world's most competitive coal producers. Teck's coal originates at their five mines and is exported out of Port Vancouver.

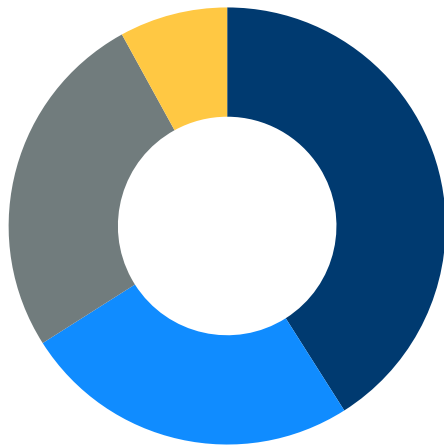
U.S. coal consists primarily of thermal coal originating with other carriers in Montana and Wyoming for delivery to the U.S. Midwest or the West Coast.

SPOTLIGHT

CONTINUOUSLY IMPROVING PRODUCTIVITY

We have successfully implemented a pull-to-demand model that allows coal trains to run at evenly spaced intervals with a consistent flow to ports. Cycle times have improved 25% since 2012 as a result of continuous supply chain improvements.

BULK potash & Fertilizers



- Potash 66%
Export 41%
Domestic 25%
- Fertilizers 26%
- Sulphur 8%

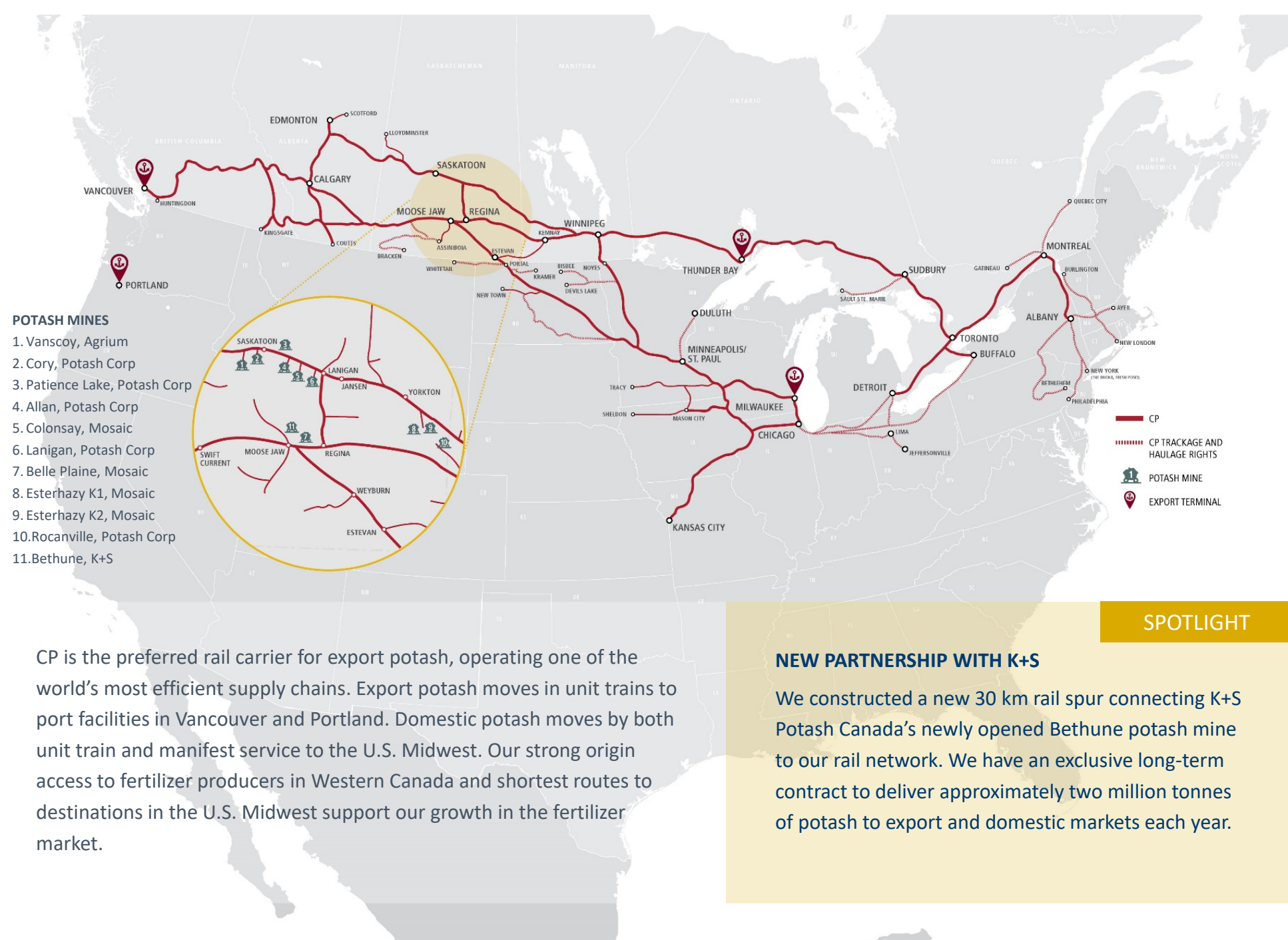
POTASH MINES

1. Vanscoy, Agrium
2. Cory, Potash Corp
3. Patience Lake, Potash Corp
4. Allan, Potash Corp
5. Colonsay, Mosaic
6. Lanigan, Potash Corp
7. Belle Plaine, Mosaic
8. Esterhazy K1, Mosaic
9. Esterhazy K2, Mosaic
10. Rocanville, Potash Corp
11. Bethune, K+S

CP is the preferred rail carrier for export potash, operating one of the world's most efficient supply chains. Export potash moves in unit trains to port facilities in Vancouver and Portland. Domestic potash moves by both unit train and manifest service to the U.S. Midwest. Our strong origin access to fertilizer producers in Western Canada and shortest routes to destinations in the U.S. Midwest support our growth in the fertilizer market.

NEW PARTNERSHIP WITH K+S

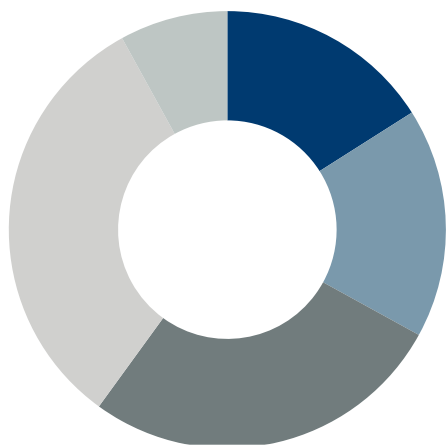
We constructed a new 30 km rail spur connecting K+S Potash Canada's newly opened Bethune potash mine to our rail network. We have an exclusive long-term contract to deliver approximately two million tonnes of potash to export and domestic markets each year.



SPOTLIGHT

merchandise

Energy, Chemical & Plastics



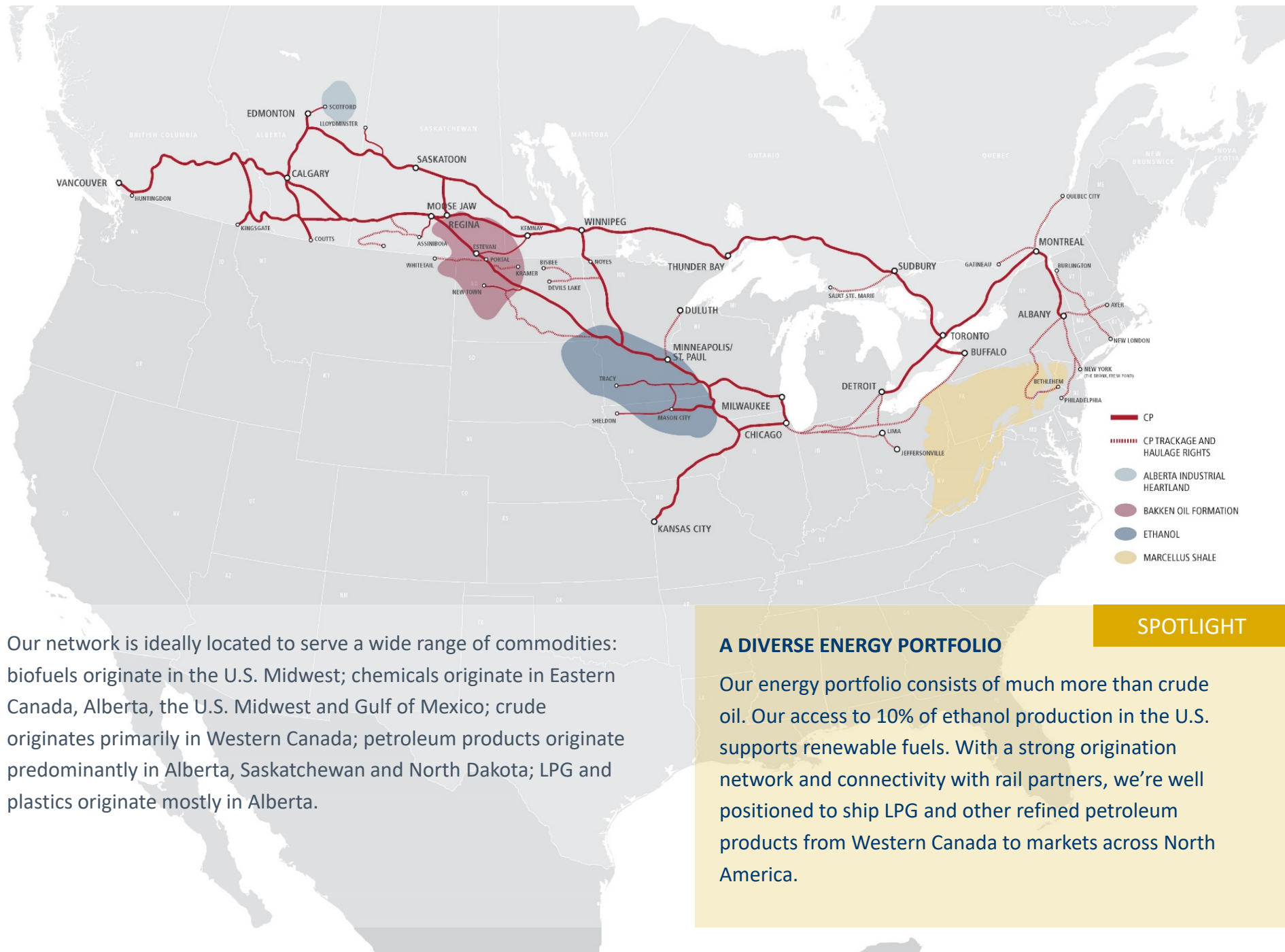
- Biofuels 16%
- Chemicals 17%
- Crude 27%
- Petroleum Products 32%
- Plastics 8%

Our network is ideally located to serve a wide range of commodities: biofuels originate in the U.S. Midwest; chemicals originate in Eastern Canada, Alberta, the U.S. Midwest and Gulf of Mexico; crude originates primarily in Western Canada; petroleum products originate predominantly in Alberta, Saskatchewan and North Dakota; LPG and plastics originate mostly in Alberta.

A DIVERSE ENERGY PORTFOLIO

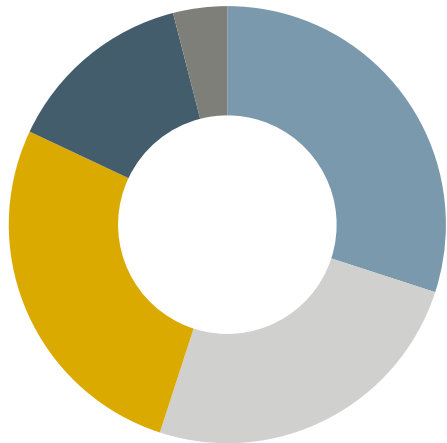
Our energy portfolio consists of much more than crude oil. Our access to 10% of ethanol production in the U.S. supports renewable fuels. With a strong origination network and connectivity with rail partners, we're well positioned to ship LPG and other refined petroleum products from Western Canada to markets across North America.

SPOTLIGHT



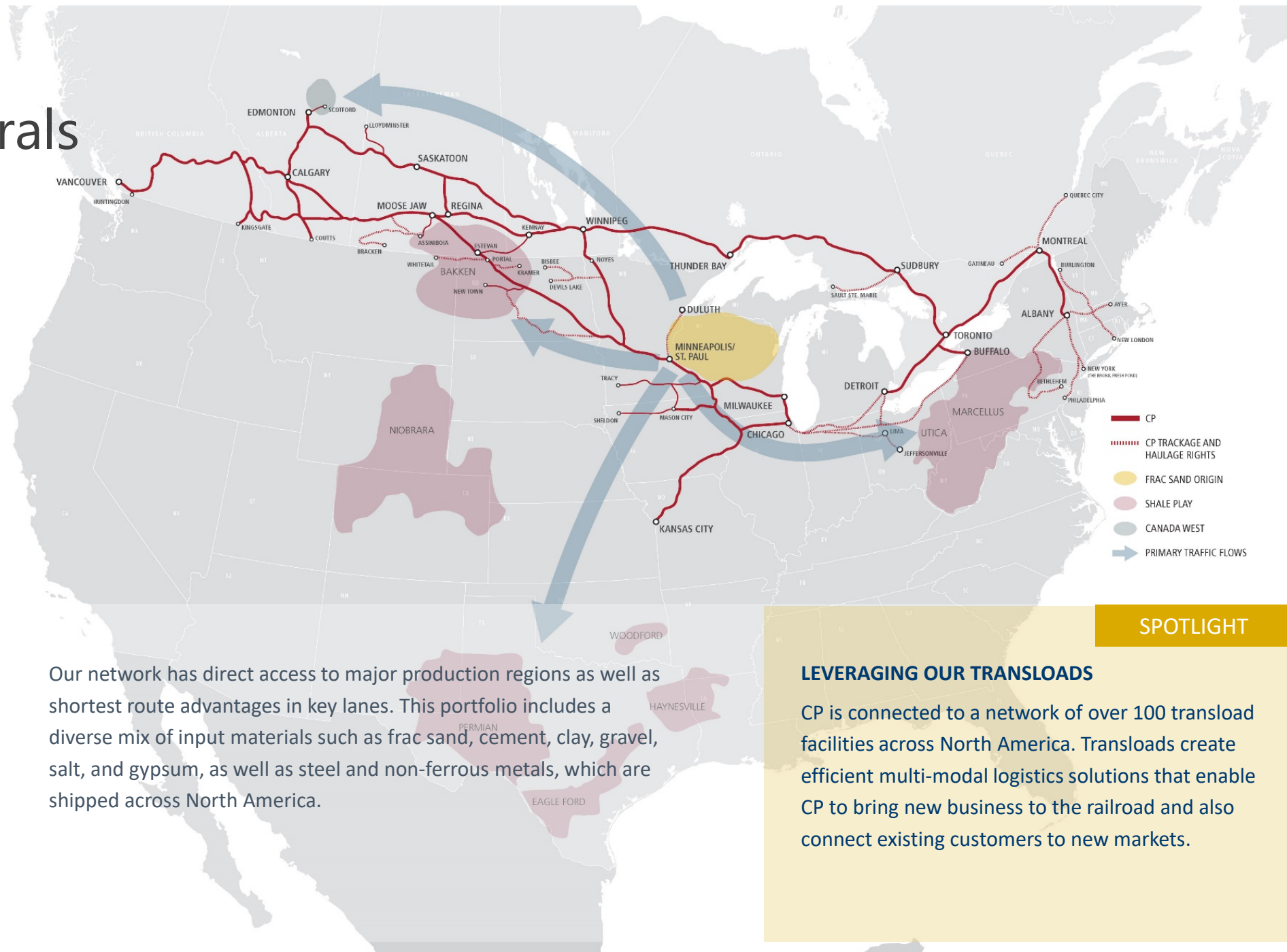
Merchandise

Metals, minerals & Consumer products



- Frac Sand 30%
- Other Aggregates 25%
- Steel 27%
- Consumer Products 14%
- Mines & Metals 4%

Our network has direct access to major production regions as well as shortest route advantages in key lanes. This portfolio includes a diverse mix of input materials such as frac sand, cement, clay, gravel, salt, and gypsum, as well as steel and non-ferrous metals, which are shipped across North America.

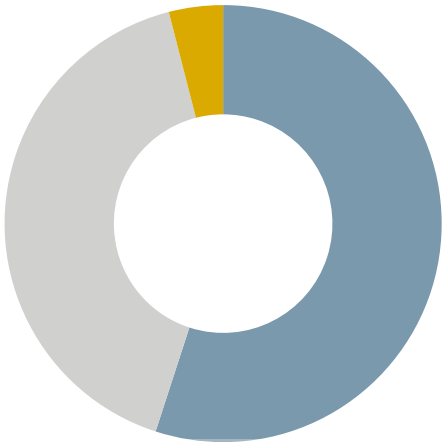


SPOTLIGHT

LEVERAGING OUR TRANSLOADS

CP is connected to a network of over 100 transload facilities across North America. Transloads create efficient multi-modal logistics solutions that enable CP to bring new business to the railroad and also connect existing customers to new markets.

MERCHANDISE FOREST PRODUCTS



- Pulp & Paper 55%
- Lumber & Panel 41%
- Other 4%

Our network is ideally situated to connect raw materials and finished products to market. We have abundant railcar supply and network capacity to capture emerging growth opportunities in forest products. Our portfolio includes lumber, wood pulp, paper products and panel transported from key producing areas in Western Canada, Ontario and Quebec to various destinations in North America and for export overseas.



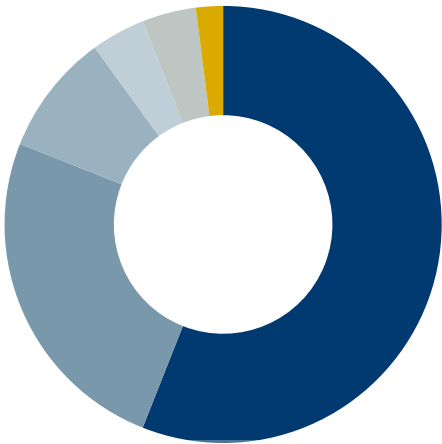
SPOTLIGHT

REACHING NEW MARKETS

Our new Vancouver transload facility and warehouse enables pulp to be loaded into containers indoors and transported efficiently by rail to port terminals. This provides our customers with competitive freight services to growing overseas markets.

MERCHANDISE

AUTOMOTIVE

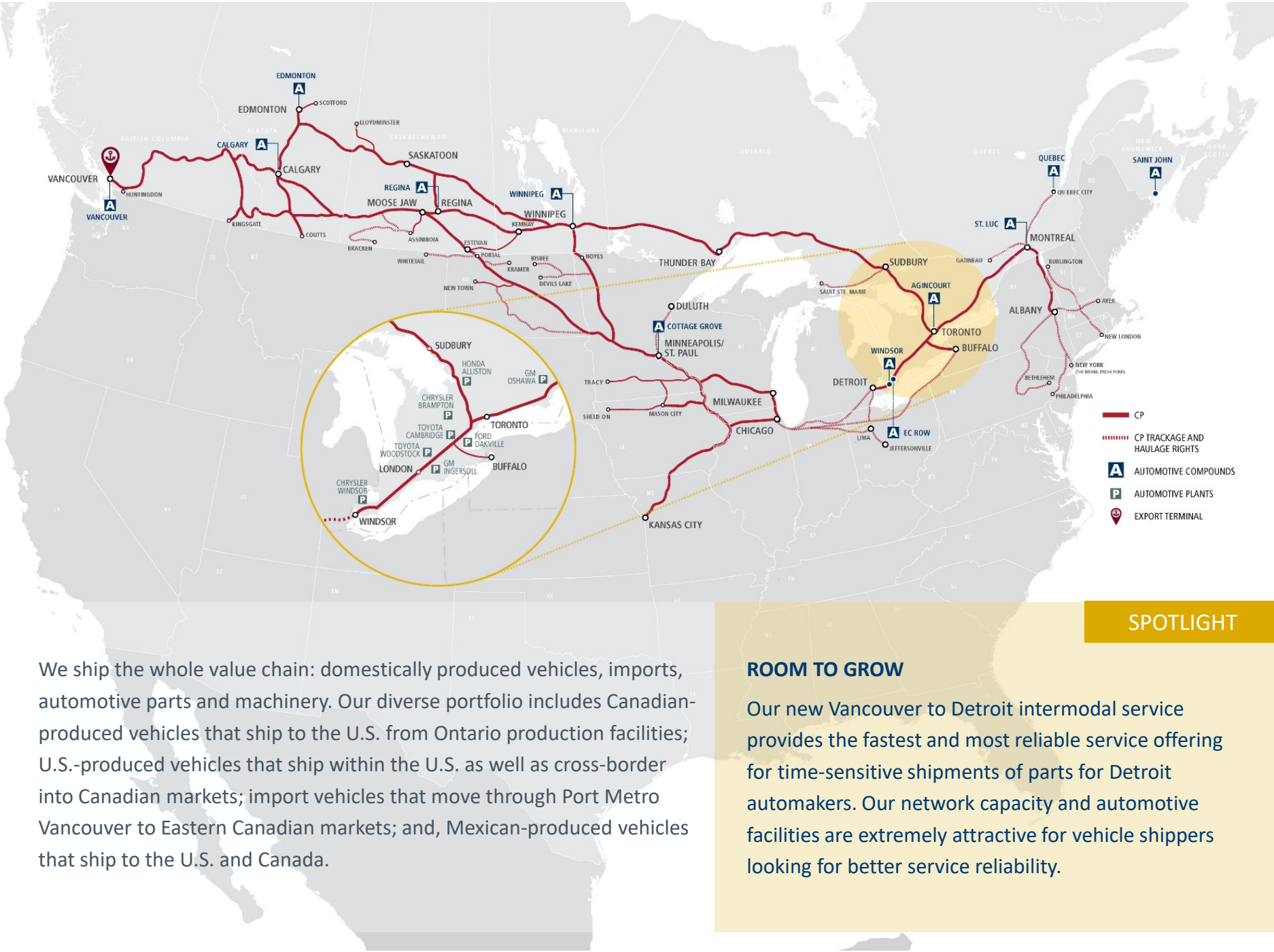


- Finished Vehicles 94%
 - Origin Canada 56%
 - Origin U.S. 25%
 - Imports 9%
 - Origin Mexico 4%
- Machinery 4%
- Parts & Other 2%

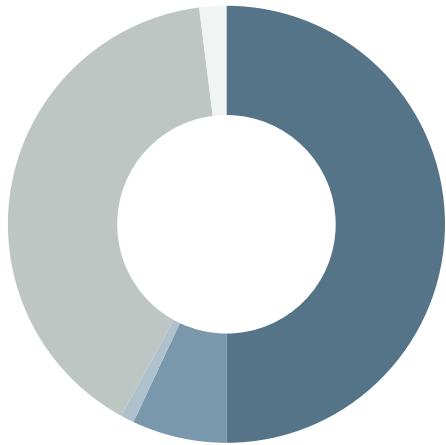
We ship the whole value chain: domestically produced vehicles, imports, automotive parts and machinery. Our diverse portfolio includes Canadian-produced vehicles that ship to the U.S. from Ontario production facilities; U.S.-produced vehicles that ship within the U.S. as well as cross-border into Canadian markets; import vehicles that move through Port Metro Vancouver to Eastern Canadian markets; and, Mexican-produced vehicles that ship to the U.S. and Canada.

ROOM TO GROW

Our new Vancouver to Detroit intermodal service provides the fastest and most reliable service offering for time-sensitive shipments of parts for Detroit automakers. Our network capacity and automotive facilities are extremely attractive for vehicle shippers looking for better service reliability.



intermodal



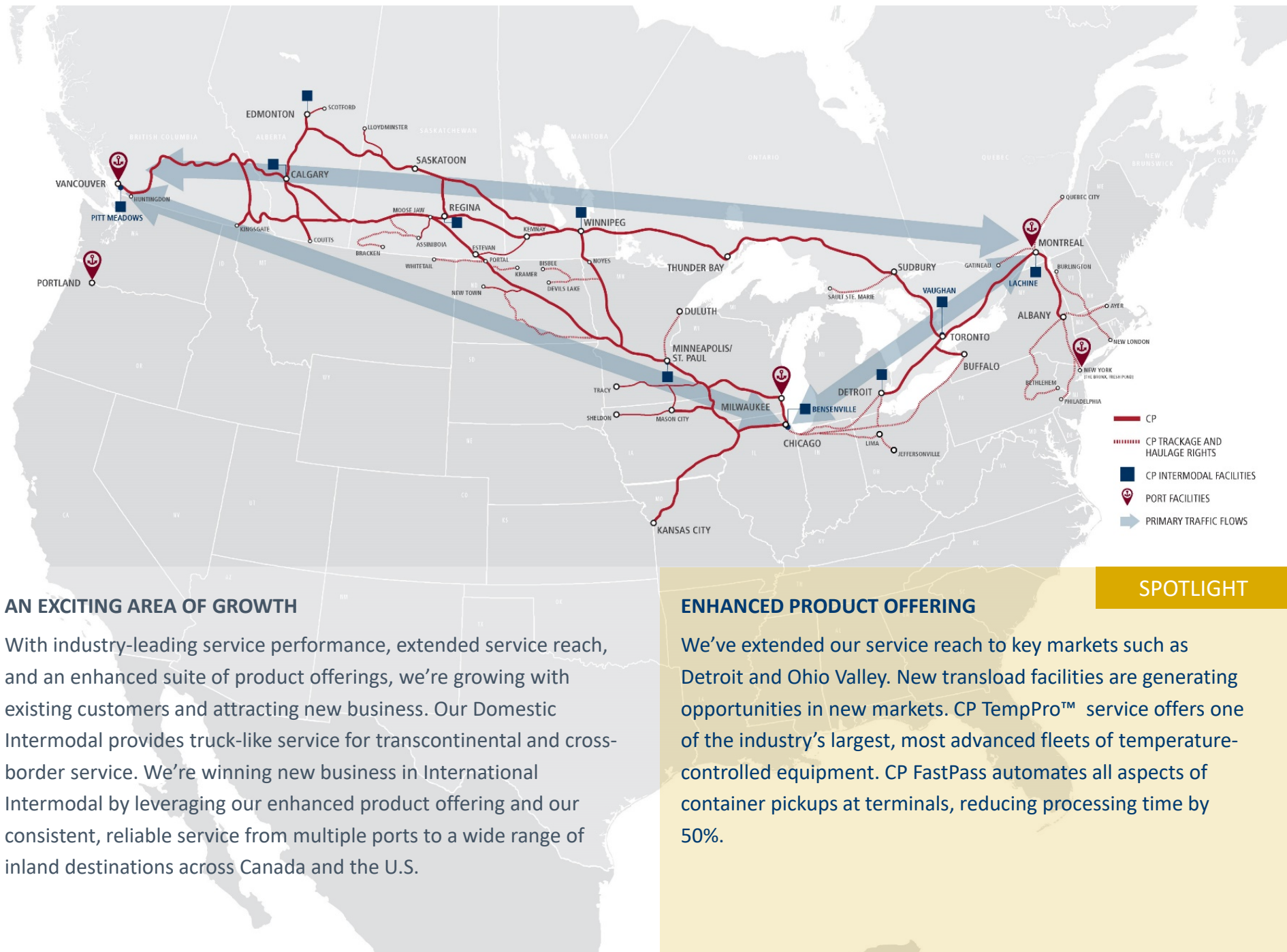
- Domestic Intermodal 58%
 - Canada 50%
 - Cross-border 7%
 - U.S. 1%
- International Intermodal 42%
 - Ports 40%
 - Other 2%

AN EXCITING AREA OF GROWTH

With industry-leading service performance, extended service reach, and an enhanced suite of product offerings, we're growing with existing customers and attracting new business. Our Domestic Intermodal provides truck-like service for transcontinental and cross-border service. We're winning new business in International Intermodal by leveraging our enhanced product offering and our consistent, reliable service from multiple ports to a wide range of inland destinations across Canada and the U.S.

ENHANCED PRODUCT OFFERING

We've extended our service reach to key markets such as Detroit and Ohio Valley. New transload facilities are generating opportunities in new markets. CP TempPro™ service offers one of the industry's largest, most advanced fleets of temperature-controlled equipment. CP FastPass automates all aspects of container pickups at terminals, reducing processing time by 50%.



SPOTLIGHT

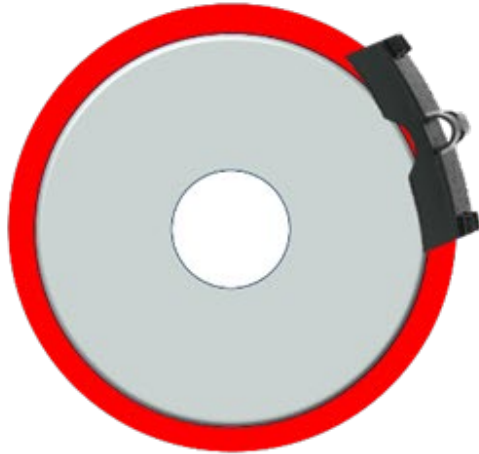
An aerial photograph of a long freight train curving through a dense, forested landscape. The train is composed of numerous colorful shipping containers and is positioned on a track that follows the edge of a large, calm lake. The surrounding area is covered in thick green trees, and the sky is a clear, pale blue. The overall scene conveys a sense of industrial activity within a natural environment.

TECHNOLOGY

AUTOMATED BRAKE EFFECTIVENESS: PROVEN RAILWAY TECHNOLOGY

- Evaluation of freight car air brakes using wheel temperatures from trains descending grades with brakes applied.
- Bad order freight cars with cold wheels on grades and hot wheels on flats for repair.
- Inspect trains using technology as an alternative to visual and use inspectors to repair bad orders.

AUTOMATED BRAKE EFFECTIVENESS: WHAT IS IT?



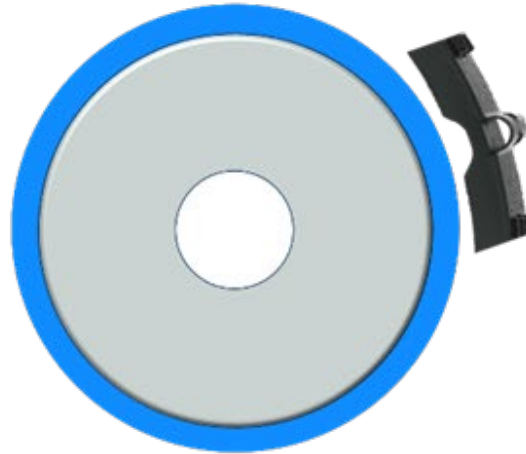
Hot Wheel (**Brakes Applied**)

Descending grade:

✓ Brakes Applied

On flat track:

- ✗ Stuck Brakes
- ✗ Hand Brakes Applied



Cold Wheel (**Brakes Released**)

Descending grade:

✗ Brakes Released

On flat track:

✓ Brakes Released

**32% More repairs
vs.
Visual**



AUTOMATED BRAKE EFFECTIVENESS: HOW IS IT PROVEN AND WHAT'S NEXT?

- **Implemented** – CP BC coal fleet since October 2011 under Transport Canada Exemption
- **Safe** – 32% more repairs, virtually no stuck brakes
- **Better** – increased worker skill, fewer repeat failures, 32% more electronic air brake tests
- **Validated** – 3 year Transport Canada/National Research Council/CP validate exact CP statistics
- CP is in the process of re-submitting its exemption application to allow an expansion of Automated Brake Effectiveness.

An aerial photograph of a freight train curving through a dense, forested landscape. The train is composed of various colored railcars, including red, blue, and grey. In the background, a large body of water, possibly a lake or a wide river, is visible, surrounded by more forested land. The entire image is overlaid with a semi-transparent red filter.

CUSTOMER SERVICE

CUSTOMER INTERACTIONS WITH CP

CUSTOMER STATION CUSTOMER SERVICE



SERVICE DELIVERY SPECIALIZED TEAMS

**Network Services Centre
24/7 & 365 Days/Year**

CUSTOMER STATION

- Self service options for shipment tracing and information, pipeline visibility, equipment status, bulletins, alerts to customers.

CUSTOMER SERVICE

- Proactive/reactive service (1-888 #) / Log An Issue
- First stage Customer Station support
- Manages special requests (urgent shipments, bad ordered cars, diversions, customs setoff, billing, embargo, etc)

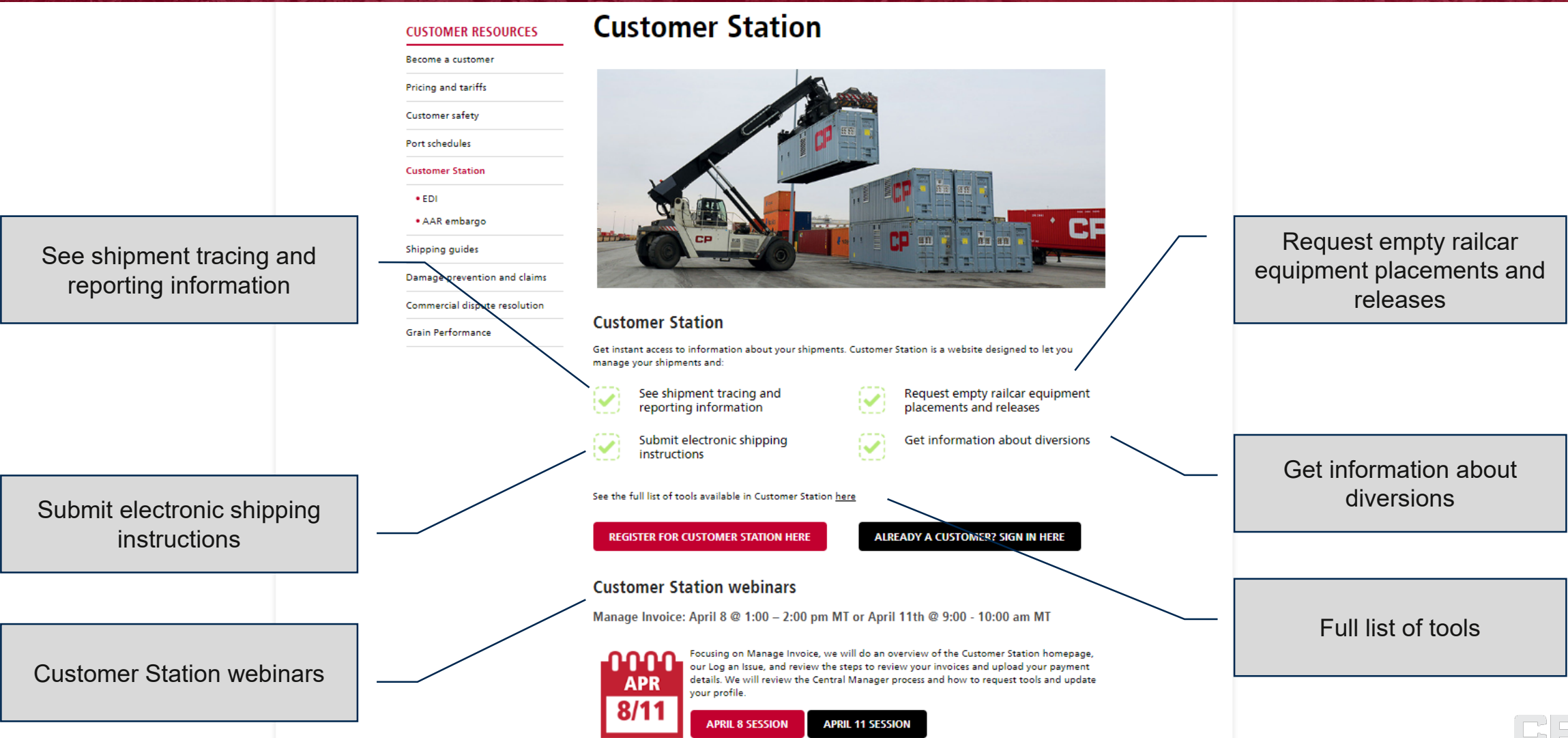
SERVICE DELIVERY

- Dedicated single point of contact for large complex Intermodal & Carload accounts.
- Customers provided with escalation contacts for any service concerns

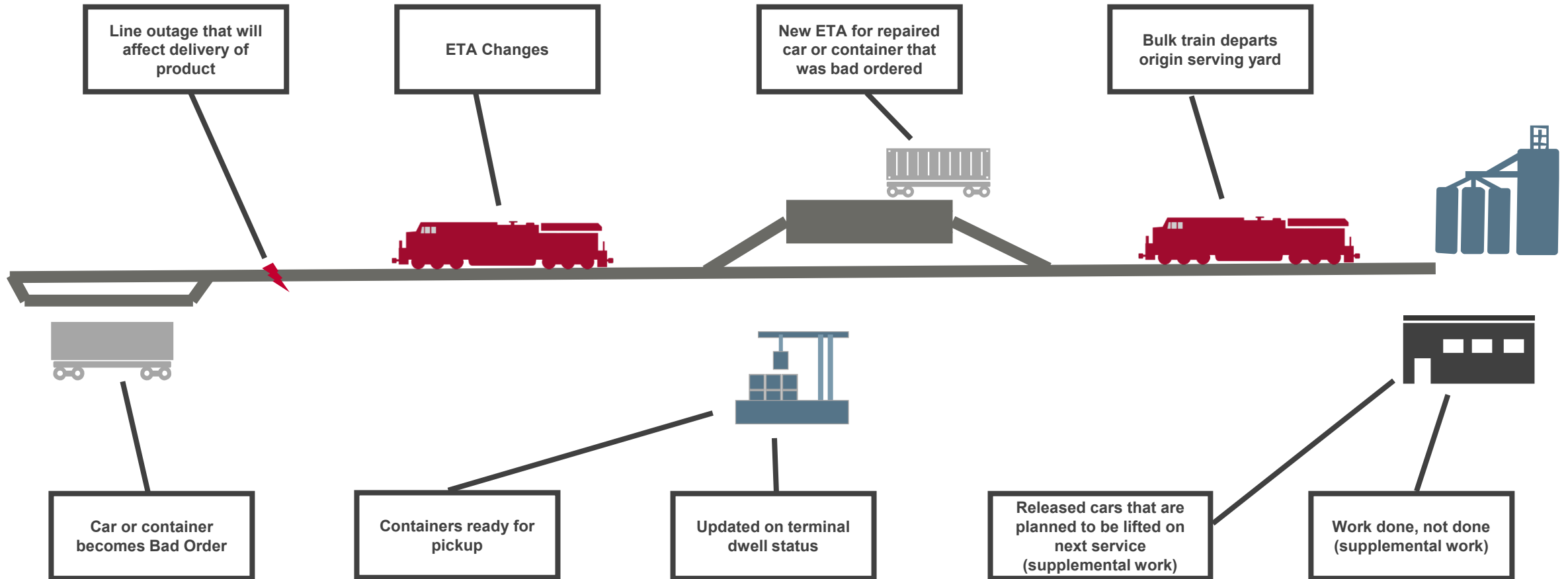
SPECIALIZED TEAMS

- Bulk, Automotive, eBusiness, Remote Operating Centre (ROC), Trucking, Commercial, Asset Management, Customs & Waybill, Finance (A/R, A/P, Assessorial / Dispute)

CUSTOMER STATION



CUSTOMER NOTIFICATIONS



SERVICE DISRUPTION OR OUTAGE NOTIFICATIONS



Customer Station Bulletin

Customer Advisory: Service Watch – U.S. Midwest

We are experiencing a mainline track washout at Turkey River, Iowa affecting service in local area.

CP is rerouting traffic to Kansas City via Milwaukee and Chicago. Customers may experience delays of 24 to 48 hours.



SERVICE INTERRUPTION NOTIFICATIONS



Customer Station Bulletin

First Notification – Day 1

Customer Advisory - Service Interruption – Subdivision Name

A track outage occurred the afternoon of Thursday, February 28 on Subdivision name, City, Province/State which is currently impacting mainline train operations.

CP teams are on site and current estimated line clear is 1830 MT March 1. We will continue to monitor conditions as necessary and work directly with affected customers.

Second Notification –Day 2

Customer Advisory - Line Clear – Subdivision Name

The track outage on Subdivision name, City, Province/State is now cleared. CP is enacting our startup plan. Customers may expect near term delays of 24 to 36 hours.

We will continue to monitor conditions as necessary and work directly with affected customers.

Third Notification – Day 3

Customer Advisory - Network Service Update

Our recovery from the recent outage on the Subdivision name is progressing, though recovery has been slowed by extreme cold weather which set in last night.

Customers may expect delays of up to 24 hours. We encourage customers to build additional time into their plans as severe winter conditions have had an impact on a large part of our network.

CP ADVANCED TECHNOLOGY TOOLS

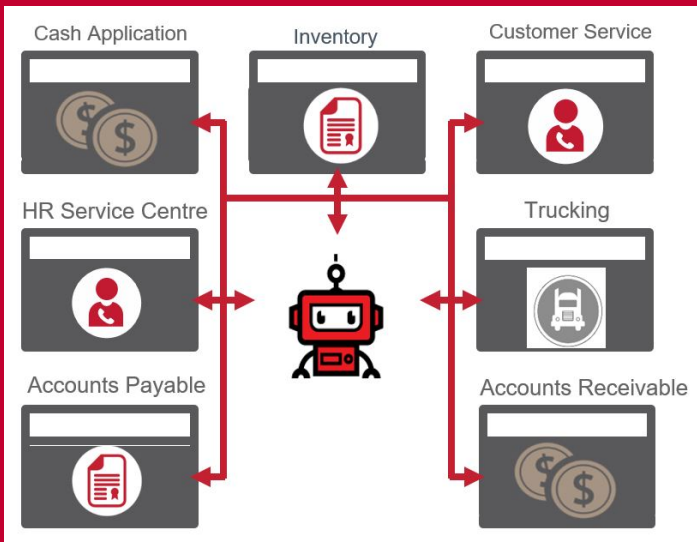
New Customer Station



AIR (iPad)



RPAs

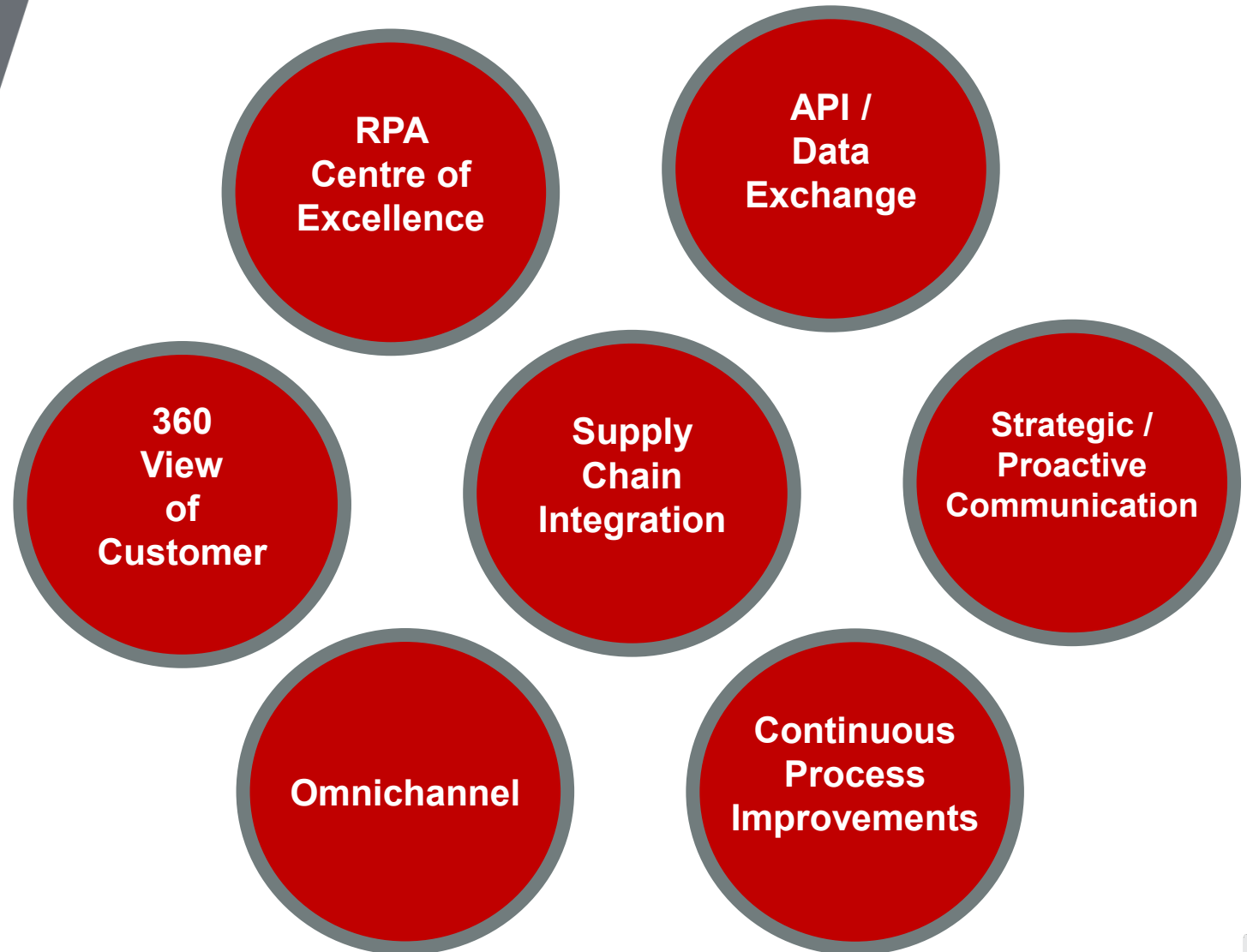


Auto Gate



CP 2020 & BEYOND

**CP is
focused on
delivering
world-class
service and
results to our
customers**





THANK YOU