

100  
SN

# House Transportation Committee

February 9, 2021

Larry Lloyd  
Government and Public Affairs



# Investing in technology

Improving safety, efficiency and productivity



Autonomous Track Inspection Program



Automated Inspection Portals



Handheld Technology for Conductors



Enterprise Automation



Handheld Technology for Car Mechanics

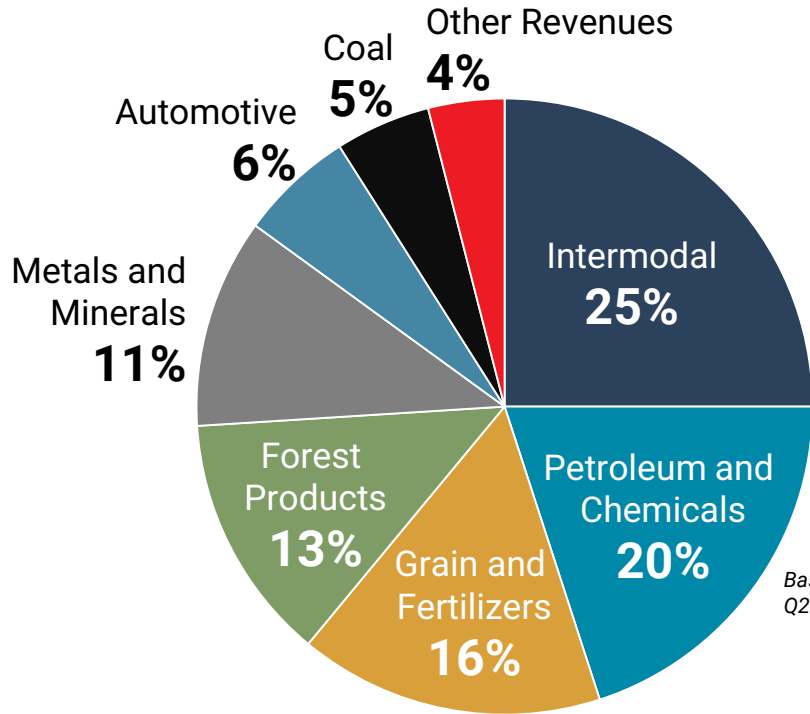


Smart Network

# Our franchise

Unparalleled reach coupled with profound geographic and product diversity

## Well-diversified portfolio



Based on Q2 2019 revenues

Global West 25%

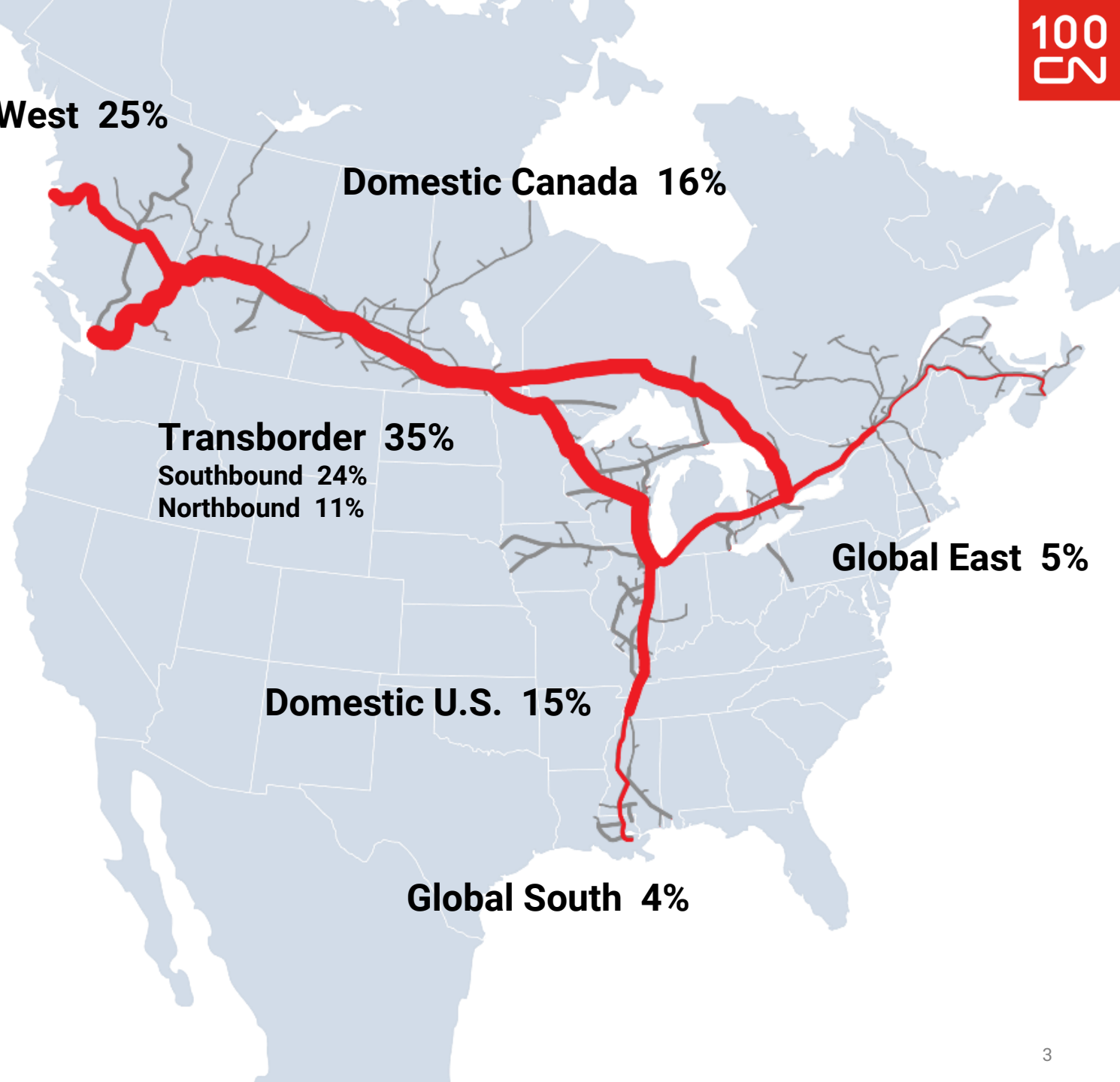
Domestic Canada 16%

Transborder 35%  
Southbound 24%  
Northbound 11%

Global East 5%

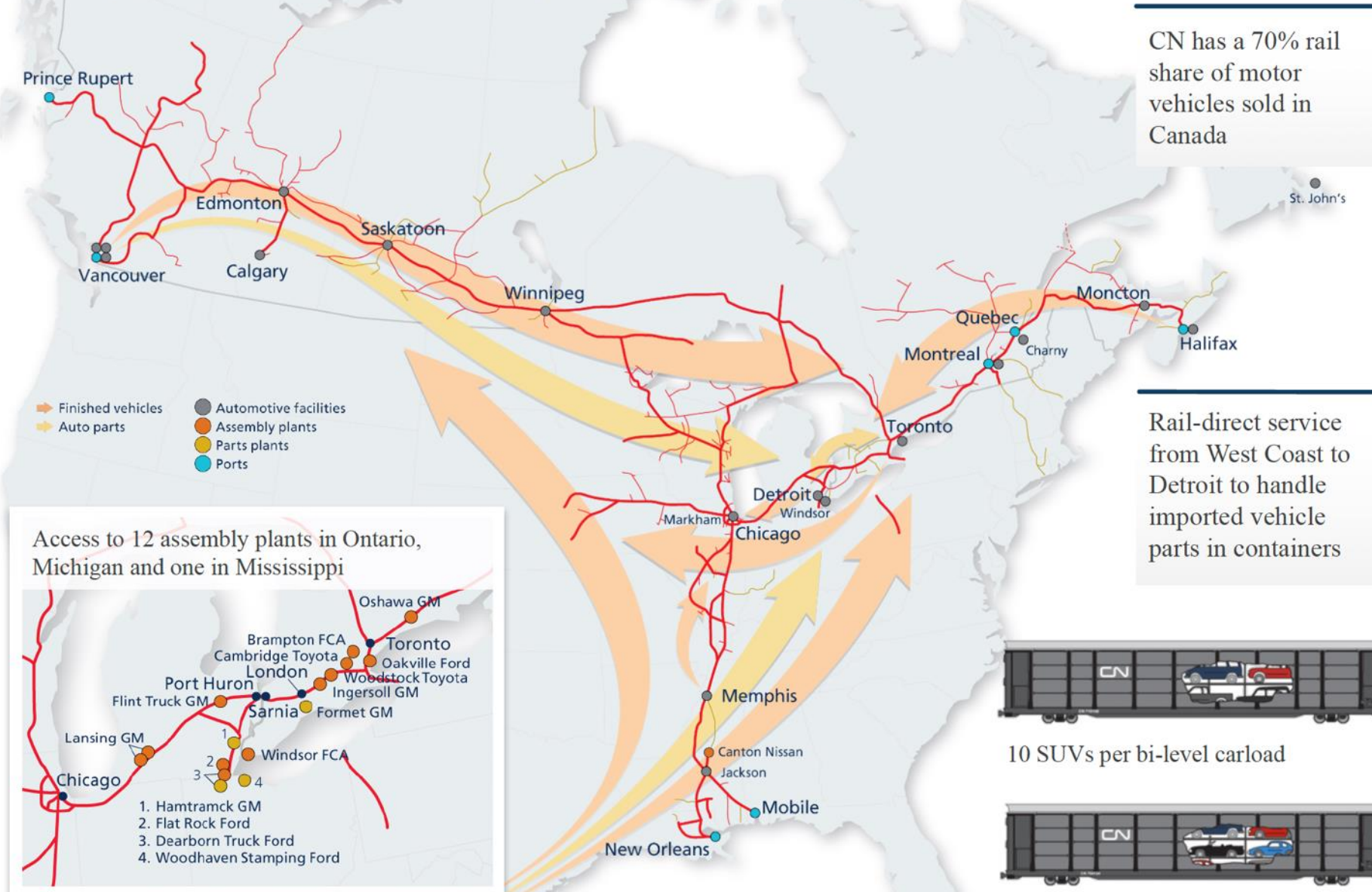
Domestic U.S. 15%

Global South 4%



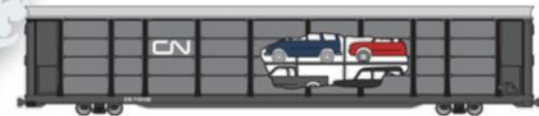
# Automotive

Leveraging the strength in SUV and light truck sales

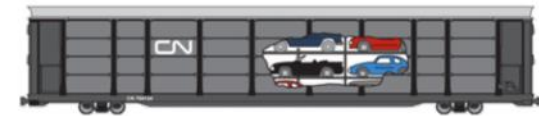


CN has a 70% rail share of motor vehicles sold in Canada

Rail-direct service from West Coast to Detroit to handle imported vehicle parts in containers



10 SUVs per bi-level carload



15 Sedans per Tri-level carload

# International Intermodal

Unparalleled market reach

## PORT OF PRINCE RUPERT

- Exclusively served by CN
- Closest port to Asia
- Capacity: 1,350k TEUs\* (Expansion of 500k TEUs completed in August 2017)

## Key Strengths of International Service

- End-to-end supply chain approach
- Quicker sailing time to Prince Rupert and Vancouver
- Network of 21 intermodal terminals
  - 10 in Canada serving all major cities
  - Strong footprint in the U.S. with 11 terminals
  - Continually expanding footprint in the U.S.
- Closely working with steamship lines to create backhaul opportunities and leveraging domestic repositioning program
- Network advantage in Chicago



International  
 Domestic

Intermodal terminals  
 Logistics parks  
 Ports

## GULF COAST PORTS

- Port of Mobile
  - Near-dock rail service and new vessel call from Asia
- Port of New Orleans
  - On-dock rail service

# Providing cleaner, more sustainable transportation services to our customers

- CN wants to reduce carbon intensity by 29% by 2030 compared to 2015 levels, consistent with a 2-degree pathway
  - First North American Railroad to do so
- Innovation and technology will play an important role
- Transition our transportation fleet to clean energy
  - This includes locomotives, CNTL fleet, Great Lakes Fleet
- Enhance the energy efficiency of our facilities
- Seek alternative sources of clean power for our facilities



45 million

TONS OF CARBON AVOIDED THROUGH FUEL EFFICIENCY GAINS SINCE 1993

[LEARN MORE](#)



~90%

WASTE DIVERTED FROM LANDFILL IN 2018 AND SENT INSTEAD FOR REUSE OR RECYCLING

[LEARN MORE](#)



2,000,000

TREES PLANTED ACROSS NORTH AMERICA SINCE 2012

[LEARN MORE](#)

