

FORWARD LOOKING STATEMENTS

The following investor 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, business prospects, planned capital expenditures, 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" 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 investments, including long-term

floating rate notes; and 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" 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.

NOTE ON NON GAAP MEASURES

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

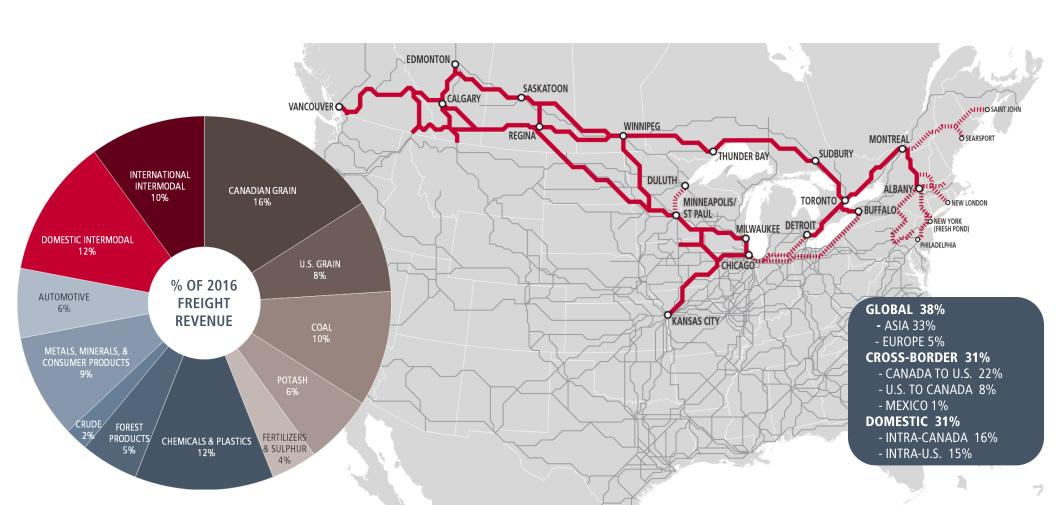
Financial statements are prepared in accordance with accounting principles generally accepted in the United States of America (U.S. GAAP), unless otherwise noted.

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.

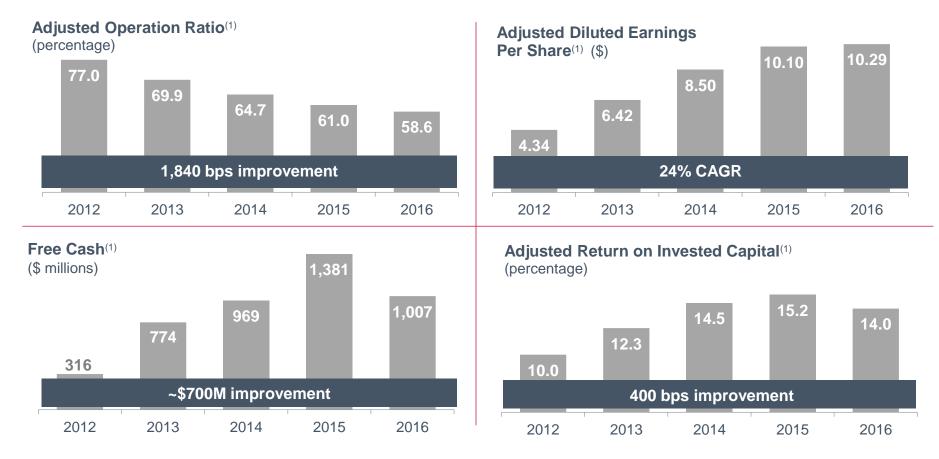
For further information regarding non-GAAP measures see the Non-GAAP Measures supplement to the press release on our website at www.cpr.ca.

A STRONG FRANCHISE WITH A DIVERSIFIED BOOK OF BUSINESS





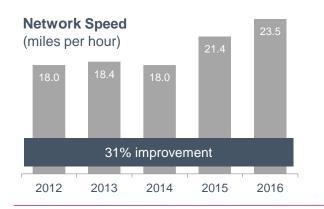
FINANCIAL PERFORMANCE



⁽¹⁾ For a full description and reconciliation of Non-GAAP measures see CP's Form 10-K on www.cpr.ca



OPERATING MODEL PERFORMANCE

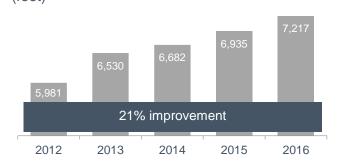








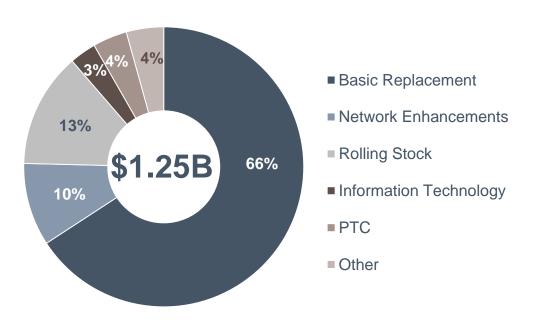
Train Length (feet)



- Greater efficiency
- Better asset utilization
- Sustainable model

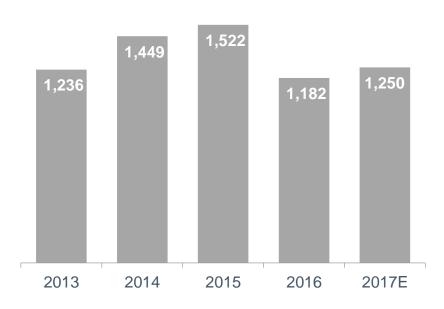
CAPITAL INVESTMENT

2017E Capital Investment Breakdown



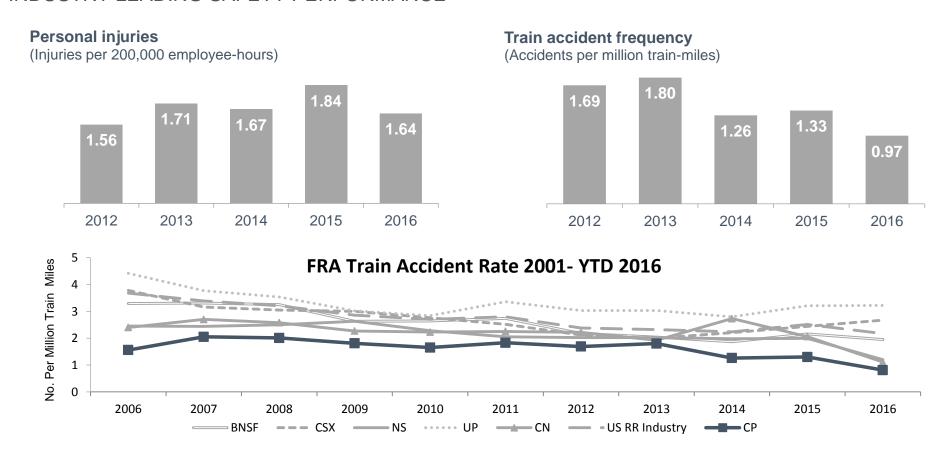
Capital Expenditures

(\$ millions)



SAFETY

INDUSTRY LEADING SAFETY PERFORMANCE



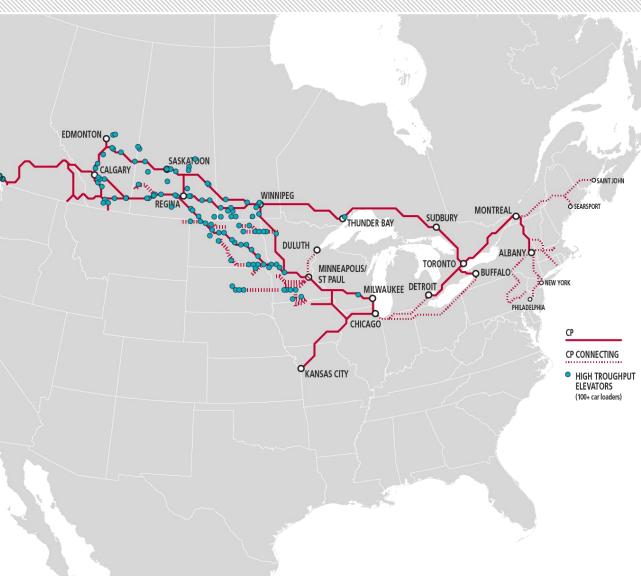


GRAIN

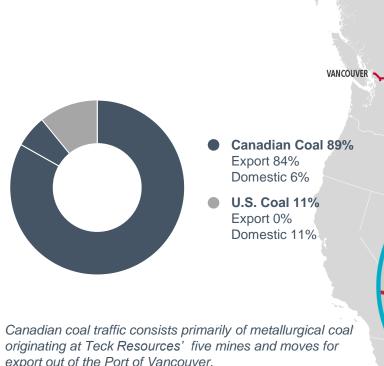


Canadian grain traffic is predominantly destined to export markets through the key gateways of Vancouver, Thunder Bay and Montreal or moved domestically for consumption in Eastern Canada or the U.S Midwest.

U.S. grain traffic originates in the Midwest states of North Dakota, Minnesota, Iowa, South Dakota and Montana and moves to both export and domestic markets.

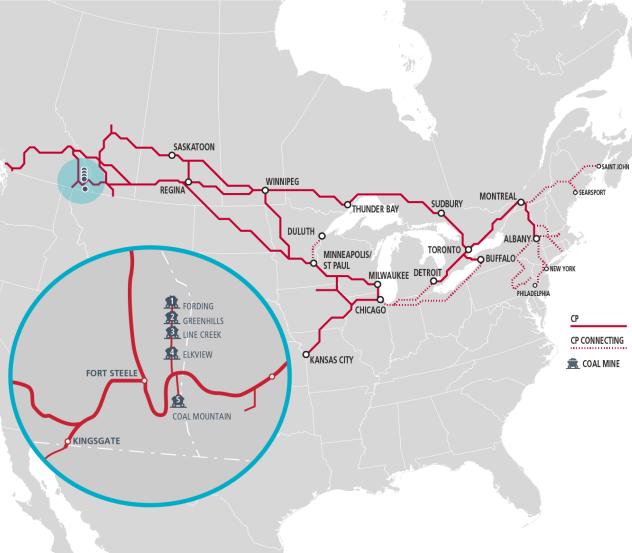


COAL

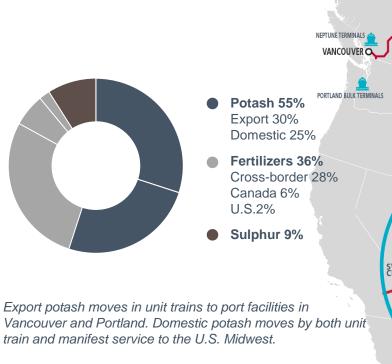


export out of the Port of Vancouver.

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

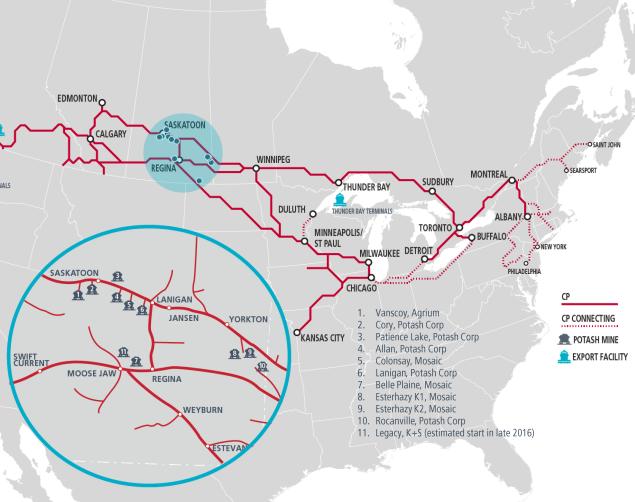


POTASH & FERTILIZERS



Fertilizers – which include urea, nitrogen solutions, phosphate

and sulphate - originate at various locations across our system for delivery to customers in the Dakotas and Corn Belt regions.

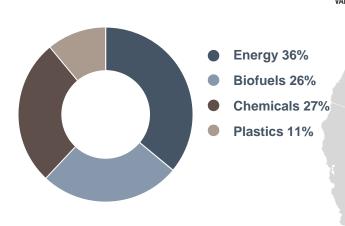


METALS, MINERALS & CONSUMER PRODUCTS

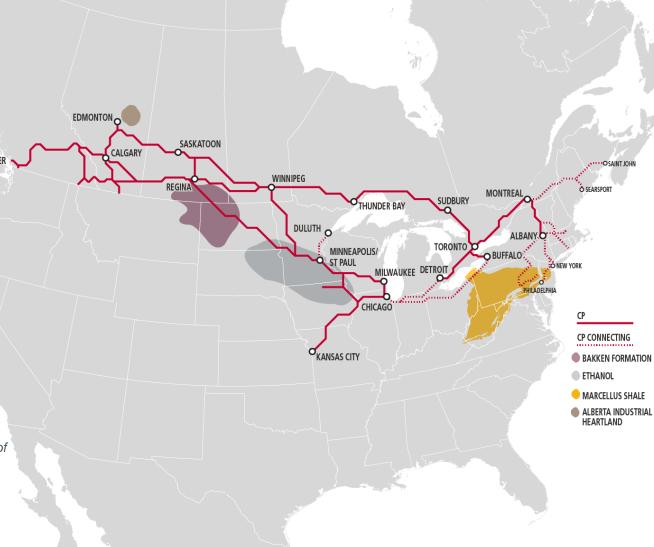


CP's metals, minerals and consumer products portfolio includes a diverse mix of input materials such as frac sand, cement, clay, gravel, salt, and gypsum, as well as steel and non-ferrous metals which are shipped across North America.

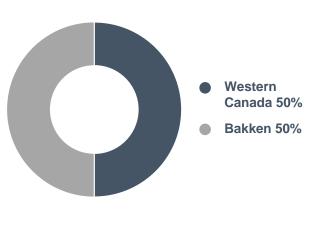
CHEMICALS & PLASTICS



The chemicals and plastics business includes a wide range of commodities including petroleum products, which originate predominantly in Alberta, Saskatchewan and North Dakota; chemicals which originate in Eastern Canada, Alberta, the U.S. Midwest and Gulf of Mexico; as well as plastics which originate predominantly in Alberta.



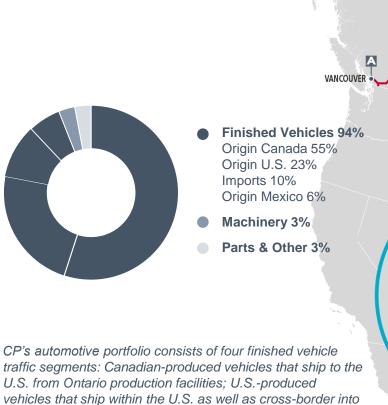
CRUDE



CP's crude traffic originates at crude-by-rail terminals in Alberta, Saskatchewan and North Dakota, and moves to key refining markets in Eastern Canada, the Northeast U.S., the Gulf Coast and the West Coast.



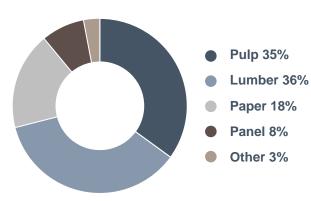
AUTOMOTIVE



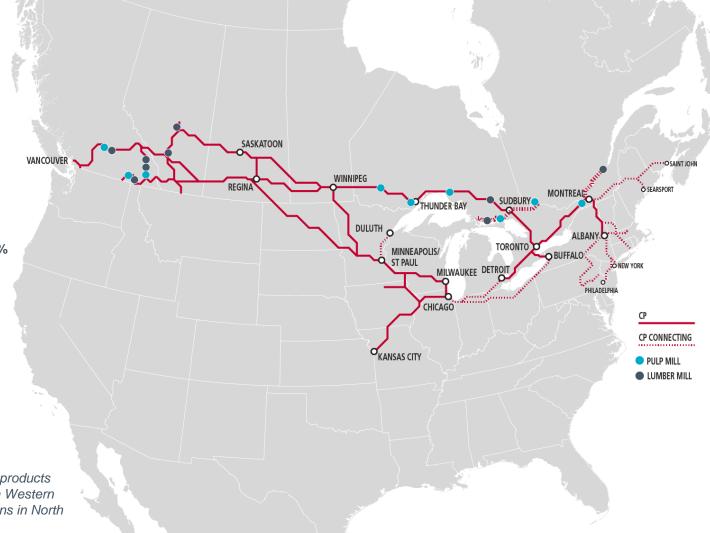
U.S. from Ontario production facilities; U.S.-produced Canadian markets; import vehicles that move through Port Metro Vancouver to Eastern Canadian markets; and. Mexican-produced vehicles that ship to the U.S. and Canada.



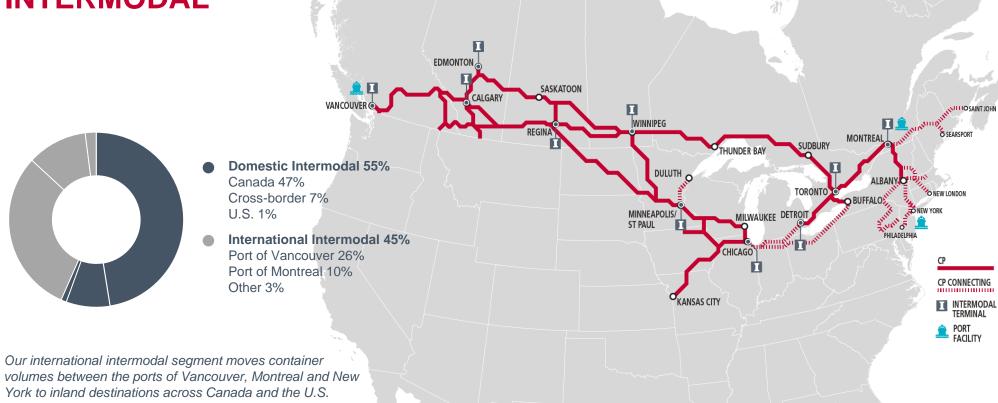
FOREST PRODUCTS



Forest products include lumber, wood pulp, paper products and panel transported from key producing areas in Western Canada, Ontario and Quebec to various destinations in North America.



INTERMODAL



Our domestic intermodal business moves goods from a broad spectrum of industries including food, retail, less-than truckload, trucking and forest products as well as various other consumer-related products.

CLASS 1 RAIL NETWORK

